

WHIRLPOOL CORPORATION

Key Financial Statistics for Q2 2004

	Q2			YTD		
	04	03	% B/(W)	04	03	% B/(W)
SALES AND EARNINGS						
Units	11,600	10,639	9.0%	22,078	20,746	6.4%
Net Sales	3,264	2,988	9.2%	6,271	5,705	9.9%
Operating Profit	209	195	7.3%	412	384	7.4%
Interest and Sundry Income (Expense)	(10)	(13)	19.8%	(15)	(23)	34.9%
Interest Expense	(30)	(36)	14.8%	(64)	(70)	9.6%
Earnings before tax and other	168	146	15.1%	333	290	14.9%
Income Taxes	(62)	(50)	(22.2%)	(123)	(103)	(20.2%)
Equity Earnings and Minority Interest	(1)	(2)	31.0%	(3)	(3)	(33.3%)
Earnings from Continuing Operations	106	94	13.3%	207	185	12.3%
Diluted EPS	\$ 1.53	\$ 1.35	13.3%	\$ 2.96	\$ 2.67	10.9%
OPERATING EXPENSES						
	04	03	% B/(W)	04	03	% B/(W)
Cost of Goods Sold	2,539	2,332	(8.9%)	4,858	4,426	(9.8%)
Gross Margin %	22.2%	22.0%	0.2 pts	22.5%	22.4%	0.1 pts
Selling and Administrative	516	461	(12.0%)	1,000	895	(11.7%)
% of sales	15.8%	15.4%	(0.4) pts	15.9%	15.7%	(0.2) pts
BUSINESS SEGMENT INFORMATION						
North America						
	04	03	% B/(W)	04	03	% B/(W)
Net Sales	2,096	1,960	6.9%	3,991	3,758	6.2%
Operating Profit	213	200	6.9%	424	379	12.0%
% of sales	10.2%	10.2%	- pts	10.6%	10.1%	0.5 pts
Europe						
	04	03	% B/(W)	04	03	% B/(W)
Net Sales	704	628	12.1%	1,384	1,192	16.1%
Operating Profit	36	23	52.2%	67	44	51.8%
% of sales	5.1%	3.7%	1.4 pts	4.8%	3.7%	1.1 pts
Latin America						
	04	03	% B/(W)	04	03	% B/(W)
Net Sales	392	318	23.0%	773	624	23.8%
Operating Profit	16	15	8.4%	38	42	(8.6%)
% of sales	4.2%	4.8%	(0.6) pts	4.9%	6.7%	(1.8) pts
Asia						
	04	03	% B/(W)	04	03	% B/(W)
Net Sales	110	118	(6.4%)	198	210	(5.8%)
Operating Profit	(3)	4	NM	(13)	7	NM
% of sales	(3.0%)	3.0%	(6.0) pts	(6.6%)	3.3%	(9.9) pts
Other and Eliminations						
	04	03	% B/(W)	04	03	% B/(W)
Net Sales	(38)	(36)		(75)	(80)	
Operating Profit	(53)	(47)		(104)	(88)	
Total						
Units	11,600	10,639	9.0%	22,078	20,746	6.4%
Net Sales - Total	3,264	2,988	9.2%	6,271	5,705	9.9%
Operating Profit - Total	209	195	7.3%	412	384	7.4%
Operating Profit %	6.4%	6.5%	(0.1) pts	6.6%	6.7%	(0.1) pts
MISCELLANEOUS						
	04	03	% B/(W)	04	03	% B/(W)
Average Shares - Diluted	69,482	69,690	0.3%	69,989	69,307	(1.0%)
Average Shares - Basic	67,955	68,676	1.0%	68,273	68,486	0.3%
Effective Tax Rate	36.6%	34.5%	(2.1) pts	37.0%	35.4%	(1.6) pts
WORKING CAPITAL						
	04	03	% B/(W)	04	03	% B/(W)
Inventories	1,554	1,352	(14.9%)	1,554	1,352	(14.9%)
Receivables	2,059	1,952	(5.5%)	2,059	1,952	(5.5%)
Payables	1,963	1,653	18.8%	1,963	1,653	18.8%
Net W/C	1,649	1,650	0.1%	1,649	1,650	0.1%
Working Capital % of Sales (YTD)	13.2%	14.5%	1.3 pts	13.2%	14.5%	1.3 pts
DEBT RATIO						
	04	03	% B/(W)	04	03	% B/(W)
Notes Payable	512	630	18.7%	512	630	18.7%
L/T Debt	1,124	1,117	(0.6%)	1,124	1,117	(0.6%)
Current Maturities of LTD	10	15	34.9%	10	15	34.9%
Total Debt	1,646	1,762	6.5%	1,646	1,762	6.5%
Minority Interest	57	93	38.5%	57	93	38.5%
Equity	1,254	994	26.2%	1,254	994	26.2%
Total Debt to Capital	55.7%	61.8%	6.1 pts	55.7%	61.8%	6.1 pts