

WHIRLPOOL CORPORATION
Key Financial Statistics for Q3 2003

SALES AND EARNINGS

	Q3		
	Q3 03	Q3* 02	% B/(W)
Units	11,209	10,378	8.0%
Net Sales	3,113	2,759	12.8%
Operating Profit	204	215	(4.9%)
Interest and Sundry Income (Expense)	(5)	0	N/M
Interest Expense	(34)	(39)	12.6%
Income Taxes	(57)	(61)	6.1%
Equity Earnings and Minority Interest	(3)	(3)	9.3%
Earnings from Continuing Operations	105	112	(6.1%)
Diluted EPS	\$ 1.48	\$ 1.62	(8.6%)

OPERATING EXPENSES

	Q3 03	Q3* 02	% B/(W)	
Cost of Goods Sold	2,418	2,106	(14.8%)	
Gross Margin %	22.3%	23.7%	(1.4)	pts
Selling and Administrative	491	437	(12.2%)	
% of sales	15.8%	15.8%	-	pts

BUSINESS SEGMENT INFORMATION

	Q3 03	Q3* 02	% B/(W)	
North America				
Net Sales	2,032	1,814	12.1%	
Operating Profit	200	204	(1.8%)	
% of sales	9.8%	11.2%	(1.4)	pts
Europe				
Net Sales	704	593	18.7%	
Operating Profit	36	26	39.9%	
% of sales	5.2%	4.4%	0.8	pts
Latin America				
Net Sales	322	300	7.4%	
Operating Profit	13	25	(46.1%)	
% of sales	4.2%	8.3%	(4.1)	pts
Asia				
Net Sales	91	87	4.6%	
Operating Profit	2	4	(45.3%)	
% of sales	2.1%	4.1%	(2.0)	pts
Other and Eliminations				
Net Sales	(38)	(36)		
Operating Profit	(48)	(44)		
Total				
Units	11,209	10,378	8.0%	
Net Sales	3,113	2,759	12.8%	
Operating Profit	204	215	(4.9%)	
Operating Profit %	6.6%	7.8%	(1.2)	pts

MISCELLANEOUS

	Q3 03	Q3 02	% B/(W)	
Average Shares - Diluted	70.947	69.022	(2.8%)	
Average Shares - Basic	69.151	68.188	(1.4%)	
Effective Tax Rate	34.6%	34.5%	(0.1)	pts

WORKING CAPITAL

	Q3 03	Q3 02	% B/(W)	
Inventories	1,368	1,137	(20.3%)	
Receivables	1,876	1,772	(5.8%)	
Payables	1,709	1,391	22.8%	
Net W/C	1,534	1,518	(1.1%)	
Working Capital % of sales	13.1%	14.1%	1.0	pts

DEBT RATIO

	Q3 03	Q3 02	% B/(W)	
Notes Payable	485	518	6.4%	
L/T Debt	1,113	1,085	(2.6%)	
Current Maturities of LTD	13	209	N/M	
Total Debt	1,611	1,812	11.1%	
Minority Interest	62	76	18.9%	
Equity	1,123	875	28.4%	
Total Debt to Capital	57.6%	65.6%	8.0	pts

** Excludes restructuring charges*