

WHIRLPOOL CORPORATION
Key Financial Statistics for Q3 2002

SALES AND EARNINGS

	First Half			Quarter			FYTD		
	1H 02	1H 01	% B/(W)	Q3 02	Q3 01	% B/(W)	Q3 02	Q3 01	% B/(W)
Units	19,896	19,018	4.6%	10,378	9,618	7.9%	30,274	28,636	5.7%
Net Sales	5,311	5,101	4.1%	2,759	2,594	6.3%	8,070	7,695	4.9%
Operating Profit	410	357	14.7%	215	216	(0.5%)	625	574	9.0%
Interest and sundry inc. (exp.)	(31)	(10)	(218.9%)	0	(15)	103.1%	(31)	(26)	(21.2%)
Interest expense	(69)	(87)	20.3%	(39)	(41)	5.8%	(108)	(128)	15.7%
Income taxes	(107)	(94)	(14.2%)	(61)	(55)	(9.7%)	(168)	(149)	(12.5%)
Equity earnings and minority interest	(7)	(4)	(107.4%)	(3)	(4)	37.1%	(11)	(9)	(25.3%)
Earnings from Continuing Operations	196	162	20.9%	112	101	11.2%	307	262	17.2%
Diluted EPS	\$ 2.81	\$ 2.40	16.9%	\$ 1.62	\$ 1.46	10.8%	\$ 4.43	\$ 3.87	14.5%

OPERATING EXPENSES

	1H			Q3			Q3			FYTD		
	02	01	% B/(W)	02	01	% B/(W)	02	01	% B/(W)	02	01	% B/(W)
Cost of Goods Sold	4,066	3,922	(3.7%)	2,106	1,979	(6.4%)	6,171	5,901	(4.6%)	pts		
Gross Margin %	23.4%	23.1%	0.3	23.7%	23.7%	-	23.5%	23.3%	0.2	pts		
Selling and Administrative	833	808	(2.9%)	437	392	(10.3%)	1,270	1,200	(5.5%)	pts		
% of sales	15.7%	15.8%	0.1	15.8%	15.1%	(0.7)	15.7%	15.6%	(0.1)	pts		

BUSINESS SEGMENT INFORMATION

	1H			Q3			Q3			FYTD		
	02	01	% B/(W)	02	01	% B/(W)	02	01	% B/(W)	02	01	% B/(W)
North America												
Net Sales	3,556	3,198	11.2%	1,814	1,712	5.9%	5,369	4,910	9.4%			
Operating Profit	414	346	19.5%	204	195	4.5%	618	541	14.1%			
% of sales	11.6%	10.8%	0.8	11.2%	11.4%	(0.2)	11.5%	11.0%	0.5	pts		
Europe												
Net Sales	982	996	(1.4%)	593	508	16.8%	1,575	1,504	4.7%			
Operating Profit	30	9	247.9%	26	15	74.0%	56	24	137.2%			
% of sales	3.0%	0.9%	2.1	4.4%	2.9%	1.5	3.5%	1.6%	1.9	pts		
Latin America												
Net Sales	650	791	(17.8%)	300	336	(10.6%)	950	1,126	(15.7%)			
Operating Profit	39	63	(38.9%)	25	32	(22.0%)	63	95	(33.2%)			
% of sales	5.9%	8.0%	(2.1)	8.3%	9.5%	(1.2)	6.7%	8.4%	(1.7)	pts		
Asia												
Net Sales	195	194	0.7%	87	83	4.8%	283	277	1.9%			
Operating Profit	12	10	21.2%	4	4	0.6%	16	14	15.8%			
% of sales	6.2%	5.1%	1.1	4.1%	4.2%	(0.1)	5.5%	4.9%	0.6	pts		
Other and Eliminations												
Net Sales	(72)	(77)		(36)	(45)		(108)	(123)				
Operating Profit	(85)	(71)		(44)	(29)		(128)	(100)				
Total												
Units	19,896	19,018	4.6%	10,378	9,618	7.9%	30,274	28,636	5.7%			
Net Sales	5,311	5,101	4.1%	2,759	2,594	6.3%	8,070	7,695	4.9%			
Operating Profit	410	357	14.7%	215	216	(0.9%)	625	574	9.0%			
Operating Profit %	7.7%	7.0%	0.7	7.8%	8.3%	(0.5)	7.7%	7.5%	0.2	pts		

MISCELLANEOUS

	1H			Q3			Q3			FYTD		
	02	01	% B/(W)	02	01	% B/(W)	02	01	% B/(W)	02	01	% B/(W)
Average Shares - Diluted	69.650	67.326	(3.5%)	69.022	68.734	(0.4%)	69.423	67.806	(2.4%)			
Average Shares - Basic	67.656	66.393	(1.9%)	68.188	66.967	(1.8%)	67.816	66.595	(1.8%)			
Effective Tax Rate	34.5%	35.9%	1.4	34.5%	34.6%	0.1	34.5%	35.5%	1.0	pts		

WORKING CAPITAL

	1H			Q3			Q3			FYTD		
	02	01	% B/(W)	02	01	% B/(W)	02	01	% B/(W)	02	01	% B/(W)
Inventories	1,166	1,099	(6.1%)	1,137	1,081	(5.2%)	1,137	1,081	(5.2%)			
Receivables	1,760	1,648	(6.8%)	1,772	1,700	(4.3%)	1,772	1,700	(4.3%)			
Payables	1,382	1,174	17.6%	1,391	1,276	9.0%	1,391	1,276	9.0%			
Net W/C	1,544	1,573	1.8%	1,518	1,505	(0.8%)	1,518	1,505	(0.8%)			
Working Capital % of sales	14.5%	15.4%	0.9	14.1%	14.7%	0.6	14.1%	14.7%	0.6	pts		

DEBT RATIO

	1H			Q3			Q3			FYTD		
	02	01	% B/(W)	02	01	% B/(W)	02	01	% B/(W)	02	01	% B/(W)
Notes Payable	419	828	49.4%	518	378	(37.0%)	518	378	(37.0%)			
L/T Debt	1,087	1,000	(8.7%)	1,085	1,270	14.6%	1,085	1,270	14.6%			
Current Maturities of LTD	215	17	N/M	209	17	N/M	209	17	N/M			
Total Debt	1,721	1,845	6.8%	1,812	1,665	(8.8%)	1,812	1,665	(8.8%)			
Minority Interest	89	135	(34.0%)	76	130	(41.5%)	76	130	(41.5%)			
Equity	877	1,568	(44.1%)	875	1,443	(39.4%)	875	1,443	(39.4%)			
Total Debt to Capital	64.0%	52.0%	(12.0)	65.6%	51.4%	(14.2)	65.6%	51.4%	(14.2)	pts		