

WHIRLPOOL CORPORATION
Key Financial Statistics
Q4 & Full Year 2001

SALES AND EARNINGS

	Q4 01	Q4 00	% B/(W)	Full Year 01	Full Year 00	% B/(W)
Units	10,323	10,053	2.7%	38,959	38,355	1.6%
Net Sales	2,647	2,579	2.6%	10,343	10,325	0.2%
Operating Profit	239	166	43.8%	813	807	0.8%
Interest and sundry inc. (exp.)	(25)	(25)	0.0%	(51)	(49)	(2.6%)
Interest expense	(34)	(48)	29.2%	(162)	(180)	10.1%
Earnings before tax and other	180	93	93.1%	600	577	4.0%
Income taxes	(58)	(24)	(143.8%)	(207)	(200)	(3.4%)
Equity earnings and minority interest	(13)	(3)	(373.3%)	(22)	(9)	(143.2%)
Earnings from Continuing Operations	109	67	62.8%	371	367	0.9%
Diluted EPS	\$ 1.58	\$ 1.00	57.8%	\$ 5.45	\$ 5.20	4.8%

OPERATING EXPENSES

	Q4 01	Q4 00	% B/(W)	Full Year 01	Full Year 00	% B/(W)
Cost of Goods Sold	1,971	1,967	0.2%	7,872	7,839	0.4%
Gross Margin %	25.5%	23.7%	1.8 pts	23.9%	24.1%	(0.2) pts
Selling and Administrative	430	440	2.3%	1,630	1,651	1.3%
% of sales	16.2%	17.1%	0.9 pts	15.8%	16.0%	0.2 pts

BUSINESS SEGMENT INFORMATION

	Q4 01	Q4 00	% B/(W)	Full Year 01	Full Year 00	% B/(W)
North America						
Net Sales	1,671	1,509	10.8%	6,581	6,223	5.8%
Operating Profit	217	140	54.9%	758	682	11.1%
% of sales	13.0%	9.3%	3.7 pts	11.5%	11.0%	0.5 pts
Europe						
Net Sales	554	525	5.6%	2,058	2,156	(4.5%)
Operating Profit	16	(6)	355.1%	39	102	(61.2%)
% of sales	2.9%	(1.2%)	4.1 pts	1.9%	4.7%	(2.8) pts
Latin America						
Net Sales	360	475	(24.1%)	1,487	1,706	(12.9%)
Operating Profit	39	48	(18.6%)	134	125	7.4%
% of sales	10.9%	10.1%	0.8 pts	9.0%	7.3%	1.7 pts
Asia						
Net Sales	95	105	(9.1%)	373	390	(4.4%)
Operating Profit	5	7	(27.3%)	19	21	(12.4%)
% of sales	5.3%	6.6%	(1.3) pts	5.0%	5.4%	(0.4) pts
Other and Eliminations						
Net Sales	(34)	(35)		(157)	(150)	
Operating Profit	(38)	(23)		(138)	(124)	
Total						
Net Sales	2,647	2,579	2.6%	10,343	10,325	0.2%
Operating Profit	239	166	43.8%	813	807	0.8%
	9.0%	6.4%	2.6 pts	7.9%	7.8%	0.0 pts

MISCELLANEOUS

	Q4 01	Q4 00	% B/(W)	Full Year 01	Full Year 00	% B/(W)
Shares - Diluted	68.721	66.513	(3.3%)	68.036	70.637	3.7%
Shares - Basic	67.045	66.242	(1.2%)	66.708	70.176	4.9%
Effective Tax Rate	32.3%	25.5%	(6.8) pts	34.5%	34.7%	0.2 pts

WORKING CAPITAL

	Q4 01	Q4 00	% B/(W)	Full Year 01	Full Year 00	% B/(W)
Inventories	1,110	1,119	0.8%	1,110	1,119	0.8%
Receivables	1,515	1,748	13.3%	1,515	1,748	13.3%
Payables	1,427	1,257	13.6%	1,427	1,257	13.6%
Net W/C	1,198	1,610	25.6%	1,198	1,610	25.6%
YTD Net Sales (Annulized)	10,343	10,325	0.2%	10,343	10,325	0.2%
Working Capital %	11.6%	15.6%	4.0 pts	11.6%	15.6%	4.0 pts

DEBT RATIO

	Q4 01	Q4 00	% B/(W)
Notes Payable	148	961	84.6%
L/T Debt	1,295	795	(62.8%)
Current Maturities of LTD	19	29	35.0%
Total Debt	1,462	1,785	18.1%
Accounting Principle Change		220	
Total Debt Comparable Basis	1,462	2,005	27.1%
Minority Interest	127	147	(13.3%)
Equity	1,458	1,684	(13.4%)
Total Debt to Capital	48.0%	52.3%	4.3 pts