

**WHIRLPOOL CORPORATION**  
**Key Financial Statistics**  
**Q2 2002**

**SALES AND EARNINGS**

	Quarter		
	Q2 02	Q2 01	% B/(W)
Units	10,132	9,696	4.5%
Net Sales	2,737	2,585	5.9%
Operating Profit	214	190	12.2%
Interest and sundry inc. (exp.)	(11)	(6)	(68.5%)
Interest expense	(35)	(43)	17.8%
Income taxes	(58)	(50)	(16.8%)
Equity earnings and minority interest	(6)	(3)	(75.1%)
Earnings from Continuing Operations	104	88	17.6%
<b>Diluted EPS</b>	<b>\$ 1.48</b>	<b>\$ 1.30</b>	<b>13.7%</b>

	First Half		
	Q2 02	Q2 01	% B/(W)
	19,896	19,018	4.6%
	5,311	5,101	4.1%
	410	357	14.7%
	(31)	(10)	(193.0%)
	(69)	(87)	20.3%
	(107)	(94)	(14.2%)
	(7)	(4)	(63.3%)
	196	162	20.8%
	<b>\$ 2.81</b>	<b>\$ 2.40</b>	<b>16.9%</b>

**OPERATING EXPENSES**

	Q2 02	Q2 01	% B/(W)	
Cost of Goods Sold	2,093	1,983	(5.6%)	
Gross Margin %	23.5%	23.3%	0.2	pts
Selling and Administrative	429	405	(5.8%)	
% of sales	15.7%	15.6%	(0.1)	pts

	Q2 02	Q2 01	% B/(W)	
	4,066	3,922	(3.7%)	
	23.4%	23.1%	0.3	pts
	833	808	(3.0%)	
	15.7%	15.8%	0.1	pts

**BUSINESS SEGMENT INFORMATION**

	Q2 02	Q2 01	% B/(W)	
<b>North America</b>				
Net Sales	1,838	1,661	10.7%	
Operating Profit	210	176	19.6%	
% of sales	11.5%	10.6%	0.9	pts
<b>Europe</b>				
Net Sales	507	483	5.1%	
Operating Profit	20	4	383.1%	
% of sales	4.0%	0.9%	3.1	pts
<b>Latin America</b>				
Net Sales	318	379	(16.1%)	
Operating Profit	14	35	(59.4%)	
% of sales	4.4%	9.1%	(4.7)	pts
<b>Asia</b>				
Net Sales	110	106	3.2%	
Operating Profit	8	6	36.2%	
% of sales	7.3%	5.5%	1.8	pts
<b>Other and Eliminations</b>				
Net Sales	(36)	(44)		
Operating Profit	(38)	(31)		
<b>Total</b>				
Units	10,132	9,696	4.5%	
Net Sales	2,737	2,585	5.9%	
Operating Profit	214	190	12.2%	
Operating Profit %	7.8%	7.4%	0.4	pts

	Q2 02	Q2 01	% B/(W)	
	3,556	3,198	11.2%	
	414	346	19.5%	
	11.6%	10.8%	0.8	pts
	982	996	(1.4%)	
	30	9	247.9%	
	3.0%	0.9%	2.1	pts
	650	791	(17.8%)	
	39	63	(38.9%)	
	5.9%	8.0%	(2.1)	pts
	195	194	0.7%	
	12	10	21.2%	
	6.2%	5.1%	1.1	pts
	(72)	(78)		
	(85)	(71)		
	19,896	19,018	4.6%	
	5,311	5,101	4.1%	
	410	357	14.7%	
	7.7%	7.0%	0.7	pts

**MISCELLANEOUS**

	Q2 02	Q2 01	% B/(W)	
Average Shares - Diluted	70.051	67.741	(3.4%)	
Average Shares - Basic	68.072	66.482	(2.4%)	
Effective Tax Rate	34.5%	35.8%	1.3	pts

	Q2 02	Q2 01	% B/(W)	
	69.650	67.326	(3.5%)	
	67.656	66.393	(1.9%)	
	34.5%	36.0%	1.5	pts

**WORKING CAPITAL**

	Q2 02	Q2 01	% chg	
Inventories	1,166	1,099	6.1%	
Receivables	1,760	1,648	6.8%	
Payables	1,382	1,174	17.6%	
Net W/C	1,544	1,573	(1.8%)	
Working Capital %	14.5%	15.4%	(0.9)	pts

**DEBT RATIO**

	Q2 02	Q2 01	% chg	
Notes Payable	419	828	(49.4%)	
L/T Debt	1,087	1,000	8.7%	
Current Maturities of LTD	215	17	N/M	
Total Debt	1,721	1,845	(6.7%)	
Minority Interest	89	135	(34.0%)	
Equity	877	1,568	(44.1%)	
<b>Total Debt to Capital</b>	<b>64.0%</b>	<b>52.0%</b>	<b>12.0</b>	<b>pts</b>