

WHIRLPOOL CORPORATION
Key Financial Statistics for Q 42002

	Q4			Full Year		
	Q4 02	Q4 01	% B/(W)	Full Year 02	Full Year 01	% B/(W)
SALES AND EARNINGS						
Units	11,708	10,323	13.4%	41,982	38,959	7.8%
Net Sales	2,947	2,647	11.3%	11,016	10,343	6.5%
Operating Profit	246	239	2.8%	871	813	7.2%
Interest and sundry inc. (exp.)	(22)	(25)	11.2%	(53)	(51)	(5.3%)
Interest expense	(35)	(34)	(3.6%)	(143)	(162)	11.6%
Income taxes	(65)	(58)	(11.9%)	(233)	(207)	(12.4%)
Equity earnings and minority interest	(11)	(13)	20.0%	(22)	(22)	2.1%
Earnings from Continuing Operations	113	109	3.7%	420	371	13.3%
Diluted EPS	\$ 1.64	\$ 1.58	3.8%	\$ 6.07	\$ 5.45	11.4%
OPERATING EXPENSES						
Cost of Goods Sold	2,251	1,971	(14.2%)	8,421	7,872	(7.0%)
Gross Margin %	23.6%	25.5%	(1.9) pts	23.6%	23.9%	(0.3) pts
Selling and Administrative	449	430	(4.3%)	1,719	1,630	(5.5%)
% of sales	15.2%	16.2%	1.0 pts	15.6%	15.8%	0.2 pts
BUSINESS SEGMENT INFORMATION						
	Q4 02	Q4 01	% B/(W)	Full Year 02	Full Year 01	% B/(W)
North America						
Net Sales	1,937	1,671	15.9%	7,306	6,581	11.0%
Operating Profit	212	217	(2.2%)	830	758	9.4%
% of sales	11.0%	13.0%	(2.0) pts	11.4%	11.5%	(0.1) pts
Europe						
Net Sales	623	554	12.5%	2,199	2,058	6.8%
Operating Profit	25	16	58.7%	81	39	105.5%
% of sales	4.1%	2.9%	1.2 pts	3.7%	1.9%	1.8 pts
Latin America						
Net Sales	316	360	(12.4%)	1,266	1,487	(14.9%)
Operating Profit	44	39	11.7%	107	134	(20.1%)
% of sales	13.9%	10.9%	3.0 pts	8.5%	9.0%	(0.5) pts
Asia						
Net Sales	108	95	13.1%	391	373	4.8%
Operating Profit	7	5	42.9%	23	19	23.2%
% of sales	6.7%	5.3%	1.4 pts	5.8%	5.0%	0.8 pts
Other and Eliminations						
Net Sales	(37)	(33)		(146)	(156)	
Operating Profit	(42)	(38)		(170)	(137)	
Total						
Units	11,708	10,323	13.4%	41,982	38,959	7.8%
Net Sales	2,947	2,647	11.3%	11,016	10,343	6.5%
Operating Profit	246	239	2.8%	871	813	7.2%
Operating Profit %	8.3%	9.0%	(0.7) pts	7.9%	7.9%	- pts
MISCELLANEOUS						
Average Shares - Diluted	68,823	68,721	(0.1%)	69,267	68,036	(1.8%)
Average Shares - Basic	68,208	67,045	(1.7%)	67,907	66,708	(1.8%)
Effective Tax Rate	34.5%	32.3%	(2.2) pts	34.5%	34.5%	- pts
WORKING CAPITAL						
Inventories	1,089	1,110	1.8%	1,089	1,110	1.8%
Receivables	1,781	1,515	(17.6%)	1,781	1,515	(17.6%)
Payables	1,631	1,427	14.3%	1,631	1,427	14.3%
Net W/C	1,239	1,198	(3.4%)	1,239	1,198	(3.4%)
Working Capital % of sales	11.2%	11.6%	0.4 pts	11.2%	11.6%	0.4 pts
DEBT RATIO						
Notes Payable	221	148	(49.5%)	221	148	(49.5%)
L/T Debt	1,092	1,295	15.7%	1,092	1,295	15.7%
Current Maturities of LTD	211	19	N/M	211	19	N/M
Total Debt	1,524	1,462	(4.3%)	1,524	1,462	(4.3%)
Minority Interest	78	127	(38.6%)	78	127	(38.6%)
Equity	739	1,458	(49.3%)	739	1,458	(49.3%)
Total Debt to Capital	65.1%	48.0%	(17.1) pts	65.1%	48.0%	(17.1) pts