

# WHIRLPOOL CORPORATION

## Key Financial Statistics for Q4 2005

	Q4 2005			YTD		
	05	04	% B/(W)	05	04	% B/(W)
<b>SALES AND EARNINGS</b>						
Units	13,303	12,877	3.3%	47,096	46,485	1.3%
Net Sales	3,954	3,632	8.9%	14,317	13,220	8.3%
Operating Profit	219	163	34.4%	792	758	4.5%
Interest and Sundry Income (Expense)	(36)	4	NM	(65)	(14)	NM
Interest Expense	(29)	(33)	11.1%	(130)	(128)	(1.7%)
Income Taxes	(29)	(38)	24.0%	(171)	(209)	18.0%
Equity Earnings and Minority Interest	1	1	NM	(4)	(1)	NM
Earnings from Continuing Operations	126	97	29.9%	422	406	4.0%
<b>Diluted EPS</b>	<b>\$ 1.83</b>	<b>\$ 1.44</b>	<b>27.1%</b>	<b>\$ 6.19</b>	<b>\$ 5.90</b>	<b>4.9%</b>
<b>OPERATING EXPENSES</b>						
Cost of Goods Sold	3,094	2,895	(6.9%)	11,269	10,358	(8.8%)
Gross Margin %	21.8%	20.3%	1.5 pts	21.3%	21.7%	(0.4) pts
Selling and Administrative % of sales	610	564	(8.1%)	2,197	2,087	(5.3%)
	15.4%	15.5%	0.1 pts	15.3%	15.8%	0.5 pts
<b>BUSINESS SEGMENT INFORMATION</b>						
<b>North America</b>						
Net Sales	2,448	2,194	11.6%	8,913	8,254	8.0%
Operating Profit	226	166	36.2%	808	778	3.9%
% of sales	9.2%	7.6%	1.6 pts	9.1%	9.4%	(0.3) pts
<b>Europe</b>						
Net Sales	849	895	(5.2%)	3,160	3,062	3.2%
Operating Profit	46	52	(11.7%)	164	167	(1.3%)
% of sales	5.4%	5.8%	(0.4) pts	5.2%	5.4%	(0.2) pts
<b>Latin America</b>						
Net Sales	580	475	22.0%	1,962	1,674	17.2%
Operating Profit	56	10	NM	127	65	96.0%
% of sales	9.7%	2.1%	7.6 pts	6.5%	3.9%	2.6 pts
<b>Asia</b>						
Net Sales	110	104	6.2%	422	382	10.5%
Operating Profit	(8)	(1)	NM	(23)	(25)	9.5%
% of sales	(7.4%)	(1.3%)	(6.1) pts	(5.3%)	(6.5%)	1.2 pts
<b>Other and Eliminations</b>						
Net Sales	(32)	(36)		(140)	(152)	
Operating Profit	(102)	(64)		(284)	(226)	
<b>Total</b>						
Units	13,303	12,877	3.3%	47,096	46,485	1.3%
Net Sales	3,954	3,632	8.9%	14,317	13,220	8.3%
Operating Profit	219	163	34.4%	792	758	4.5%
	5.5%	4.5%	1.0 pts	5.5%	5.7%	(0.2) pts
<b>MISCELLANEOUS</b>						
Average Shares - Diluted	68.907	67.693	(1.8%)	68.272	68.902	0.9%
Average Shares - Basic	67.604	66.491	(1.7%)	67.073	67.436	0.5%
Effective Tax Rate	19.0%	28.5%	9.5 pts	28.6%	33.9%	5.3 pts
<b>WORKING CAPITAL</b>						
Inventories	1,591	1,701	6.5%	1,591	1,701	6.5%
Receivables	2,081	2,032	(2.4%)	2,081	2,032	(2.4%)
Payables	2,330	2,297	1.4%	2,330	2,297	1.4%
Net W/C	1,342	1,437	6.6%	1,342	1,437	6.6%
Working Capital % of Sales (YTD)	9.4%	10.9%	1.5 pts	9.4%	10.9%	1.5 pts
<b>DEBT RATIO</b>						
Notes Payable	131	244	46.2%	131	244	46.2%
L/T Debt	745	1,160	35.7%	745	1,160	35.7%
Current Maturities of LTD	365	7	NM	365	7	NM
Total Debt	1,241	1,411	12.1%	1,241	1,411	12.1%
Minority Interest	92	68	(35.9%)	92	68	(35.9%)
Equity	1,745	1,606	8.7%	1,745	1,606	8.7%
<b>Total Debt to Capital</b>	<b>40.3%</b>	<b>45.7%</b>	<b>5.4 pts</b>	<b>40.3%</b>	<b>45.7%</b>	<b>5.4 pts</b>