

# Whirlpool CORPORATION INVESTOR OVERVIEW

Whirlpool Corporation (NYSE: WHR) is the world's leading manufacturer of major home appliances\*

## A UNIQUE GLOBAL POSITION TO CREATE VALUE

### Best Brand Portfolio

Six brands with more than \$1 Billion in sales each



### #1 Globally\*

#1 in 7 of our top 10 countries



### Innovation

Launched ~100 products in 2018



### Best Cost Takeout

~\$400M annual gross cost takeout (2009-2018)

Whirlpool®

KitchenAid®

MAYTAG

i INDESIT

Hotpoint®

Consul

BRASTEMP

## STRONG REGIONAL FOOTPRINT

Net Sales by Region (2018)

### North America

Strong value creation in a healthy marketplace

54%

### Latin America

Fully leverage optimized cost structure

17%



### Europe, Middle East & Africa

Fully realize benefits of Indesit acquisition

22%

### Asia

Well-positioned to benefit from India & China growth

7%

## STRONG FINANCIAL PERFORMANCE AND COMPELLING LONG-TERM GOALS\*

**\$21.0B Sales**

(2018, As Reported)

5-Year CAGR of 1.1%

**6.3% EBIT**

(2018 Ongoing, As Reported)

Focused plans to expand margins

**\$853M FCF**

(2018, As Reported)

Strong cash flow generation

**11% TSR**

(2009-2018)

Annualized Total Shareholder Return



~3%

Annual organic net sales growth

~10%

EBIT margin

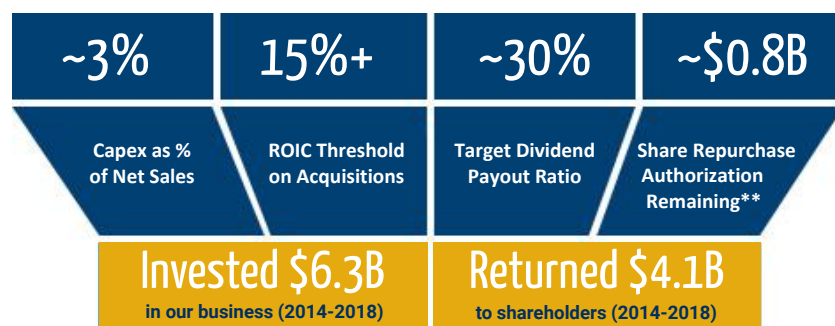
6%+

FCF as % of net sales

Top-Quartile

S&P 500 Total Shareholder Return

## BALANCED CAPITAL DEPLOYMENT AND CONSISTENT RETURN TO SHAREHOLDERS



### Ongoing Earnings per Share \*

12% CAGR from 2012 to 2018

