



Second-Quarter 2024 Earnings Review

Thursday, July 25, 2024



Cautionary Statement



This document contains forward-looking statements about Whirlpool Corporation and its consolidated subsidiaries ("Whirlpool") that speak only as of this date. Whirlpool disclaims any obligation to update these statements. Forward-looking statements in this document may include, but are not limited to, statements regarding future financial results, long-term value creation goals, restructuring and resegmentation expectations, productivity, raw material prices and related costs, supply chain, transaction-related closing and synergies expectations, asset impairment, litigation, ESG efforts, debt repayment expectations, and the impact of COVID-19 and the Russia/Ukraine, Israel and Red Sea conflicts, and housing recovery-related benefits on our operations. Many risks, contingencies and uncertainties could cause actual results to differ materially from Whirlpool's forward-looking statements. Among these factors are: (1) intense competition in the home appliance industry, and the impact of the changing retail environment, including direct-to-consumer sales; (2) Whirlpool's ability to maintain or increase sales to significant trade customers; (3) Whirlpool's ability to maintain its reputation and brand image; (4) the ability of Whirlpool to achieve its business objectives and leverage its global operating platform, and accelerate the rate of innovation; (5) Whirlpool's ability to understand consumer preferences and successfully develop new products; (6) Whirlpool's ability to obtain and protect intellectual property rights; (7) acquisition, divestiture, and investment-related risks, including risks associated with our past acquisitions; (8) the ability of suppliers of critical parts, components and manufacturing equipment to deliver sufficient quantities to Whirlpool in a timely and cost-effective manner; (9) COVID-19 pandemic, other public health emergency-related business disruptions and economic uncertainty; (10) Whirlpool's ability to navigate risks associated with our presence in emerging markets; (11) risks related to our international operations; (12) Whirlpool's ability to respond to unanticipated social, political and/or economic events; (13) information technology system failures, data security breaches, data privacy compliance, network disruptions, and cybersecurity attacks; (14) product liability and product recall costs; (15) Whirlpool's ability to attract, develop and retain executives and other qualified employees; (16) the impact of labor relations; (17) fluctuations in the cost of key materials (including steel, resins, base metals) and components and the ability of Whirlpool to offset cost increases; (18) Whirlpool's ability to manage foreign currency fluctuations; (19) impacts from goodwill impairment and related charges; (20) triggering events or circumstances impacting the carrying value of our long-lived assets; (21) inventory and other asset risk; (22) health care cost trends, regulatory changes and variations between results and estimates that could increase future funding obligations for pension and postretirement benefit plans; (23) litigation, tax, and legal compliance risk and costs; (24) the effects and costs of governmental investigations or related actions by third parties; (25) changes in the legal and regulatory environment including environmental, health and safety regulations, data privacy, and taxes and tariffs; (26) Whirlpool's ability to respond to the impact of climate change and climate change regulation; and (27) the uncertain global economy and changes in economic conditions. Additional information concerning these and other factors can be found in "Risk Factors" in Item 1A of Whirlpool's 2023 Form 10-K report. We undertake no obligation to update any forward-looking statement, and investors are advised to review disclosures in our filings with the SEC. It is not possible to foresee or identify all factors that could cause actual results to differ from expected or historic results. Therefore, investors should not consider the foregoing factors to be an exhaustive statement of all risks, uncertainties, or factors that could potentially cause actual results to differ from forward-looking statements.

Non-GAAP Measures



This presentation includes certain non-GAAP financial measures. We supplement the reporting of our financial information determined under U.S. Generally Accepted Accounting Principles (GAAP) with certain non-GAAP financial measures, some of which we refer to as "ongoing" measures, including: earnings before interest and taxes (EBIT), EBIT margin, ongoing EBIT, ongoing EBIT margin, and ongoing earnings per diluted share. Other non-GAAP financial measures that may be included in this presentation are free cash flow, free cash flow as percentage of sales, adjusted effective tax rate, net debt leverage and return on invested capital (ROIC).

Organic net sales: Sales excluding the impact of certain acquisitions or divestitures, and foreign currency. Management believes that organic net sales provides stockholders with a clearer basis to assess our results over time, excluding the impact of exchange rate fluctuations and certain acquisitions and/or divestitures. Slide: 6 excludes second quarter 2023 net sales from divested Europe major appliance and MEA business and foreign currency impact

Ongoing EBIT margin: Ongoing EBIT divided by net sales. Ongoing measures exclude items that may not be indicative of, or are unrelated to, results from our ongoing operations and provide a better baseline for analyzing trends in our underlying businesses. Slide(s): 5, 6, 7, 13, 14, 15, 16, 21

Segment EBIT: Consolidated EBIT broken down by the Company's reportable segments and are metrics used by the chief operating decision maker in accordance with ASC 280. Consolidated EBIT also includes corporate "Other/Eliminations" of \$(150) million and \$(79) million for the second quarters of 2024 and 2023, respectively. Management believes segment EBIT provides stockholders with a clearer basis to assess our results over time for each segment. Slide(s): 5, 8, 10, 11, 12, 16

Ongoing earnings per diluted share: Diluted net earnings per share from continuing operations, adjusted to exclude items that may not be indicative of, or are unrelated to, results from our ongoing operations. Ongoing measures provide a better baseline for analyzing trends in our underlying businesses. Slide(s): 5, 6, 13

Free cash flow: Cash provided by (used in) operating activities less capital expenditures. Management believes that free cash flow and free cash flow as a percentage of sales provides stockholders with a relevant measure of liquidity and a useful basis for assessing Whirlpool's ability to fund its activities and obligations. Slide(s): 6, 13, 17, 18

Adjusted effective tax rate: Effective tax rate, excluding pre-tax income and tax effect of certain unique items. Management believes that adjusted tax rate provides stockholders with a meaningful, consistent comparison of the Company's effective tax rate, excluding the pre-tax income and tax effect of certain unique items. Slide(s): 22

Please refer to the supplemental information pack located in the events section of our Investor Relations website at investors.whirlpoolcorp.com for a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures. Whirlpool does not provide a Non-GAAP reconciliation for its forward-looking long-term value creation goals, such as organic net sales, ongoing EBIT, free cash flow conversion, ROIC and net debt leverage, as these long-term management goals are not annual guidance, and the reconciliation of these long-term measures would rely on market factors and certain other conditions and assumptions that are outside of the Company's control.

Second-Quarter Earnings



Marc Bitzer

**CHAIRMAN AND
CHIEF EXECUTIVE
OFFICER**



Jim Peters

**EXECUTIVE VICE PRESIDENT
AND CHIEF FINANCIAL AND
ADMINISTRATIVE OFFICER**



Executive Summary



- ~100bps of sequential global EBIT margin expansion, demonstrating solid margin progression
- ~70bps MDA North America sequential EBIT margin expansion driven by promotional pricing actions
- Sustained strong performance in SDA Global, MDA Latin America, and MDA Asia
- Organization simplification actions completed, full-year cost take out on track
- Revised full-year ongoing earnings per share guidance of ~\$12.00

2024 Second-Quarter Results



PROFITABLE GROWTH

| Net Sales | YoY Change |
|---------------|--------------------------------|
| \$4.0B | (16.8)% 1.2% organic |

MARGIN EXPANSION

| Ongoing EBIT Margin | YoY Change |
|---------------------|------------------|
| 5.3% | (2.0) pts |

CASH CONVERSION

| YTD Free Cash Flow | FCF as % of Net Sales |
|--------------------|-----------------------|
| \$(713)M | (17.9)% |

- Organic net sales growth, excluding EMEA divestiture
- MDA North America pricing actions fully on track
- Delivered ongoing EPS of \$2.39
- Q2 cash flow generation \$275M, YTD impacted by Europe transaction (\$250-\$300M)
- Paid \$1.75 dividend per share in Q2

Ongoing EBIT Margin Drivers



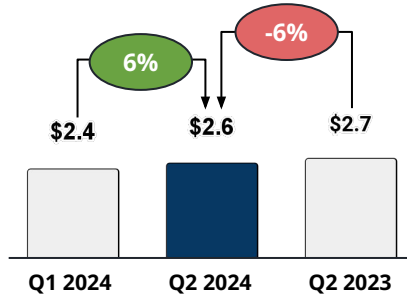
| <i>(Approximate impact)</i> | Q2 |
|------------------------------------|-------------|
| 2023 Ongoing EBIT Margin | 7.3% |
| Price/Mix | -3.00 |
| Net Cost* | +1.00 |
| Raw Material Inflation | nm |
| Marketing & Technology Investments | -0.50 |
| Currency | -0.25 |
| Europe Transaction | +0.75 |
| 2024 Ongoing EBIT Margin | 5.3% |

*Inclusive of Fixed Cost Take Out, Ongoing Cost Productivity (Including Conversion and Freight & Warehousing), Volume Leveraging, and Restructuring Benefits.

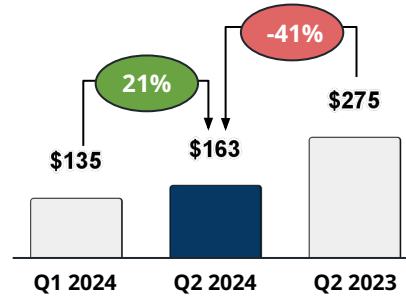
MDA North America Second-Quarter Results



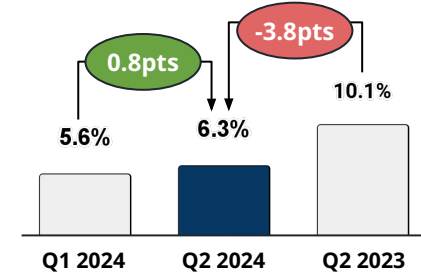
NET SALES (\$B)



EBIT (\$M)



EBIT MARGIN



- Unfavorable market environment impacted net sales
- Price/mix turned positive during the quarter as a result of promotional changes
- Expect margin progression to continue through 2024, Q4 EBIT margin ~9%

North America Promotional Price Actions and Global Cost Take Out Actions Fully On Track

5% PROMOTIONAL PRICING ACTIONS



Replacement nature of demand environment limits promotional effectiveness



New promotional program prices in place effective April 25



Positive impact on margin realized in second half of Q2



\$300M-400M GLOBAL COST TAKE OUT



~**\$100M** carryover of 2023 actions



~**\$100M** as a result of simplified organizational model

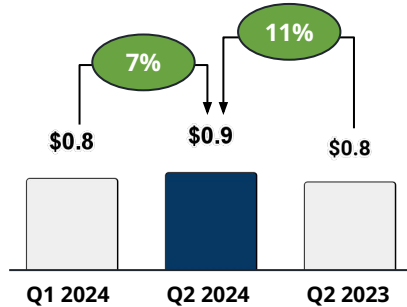


\$100M-200M manufacturing & supply chain productivity

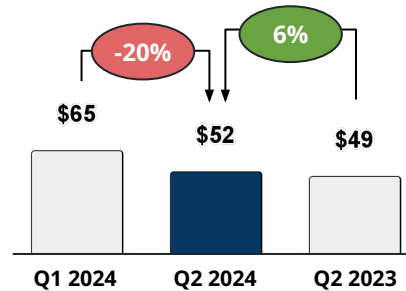
MDA Latin America Second-Quarter Results



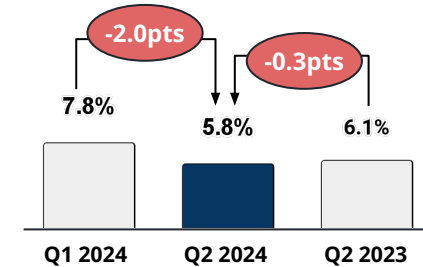
NET SALES (\$B)



EBIT (\$M)



EBIT MARGIN

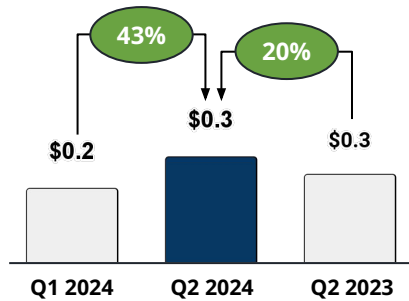


- Net sales excluding currency increased ~15% year-over-year due to industry growth and share gains in both Brazil and Mexico
- Strong volume growth throughout the region more than offset unfavorable price/mix
- Sustained solid EBIT margins expected for full year

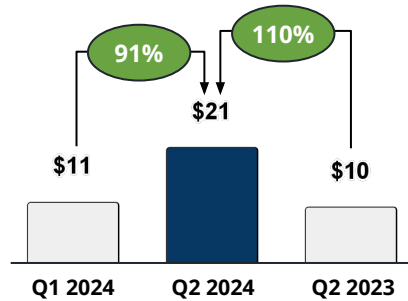
MDA Asia Second-Quarter Results



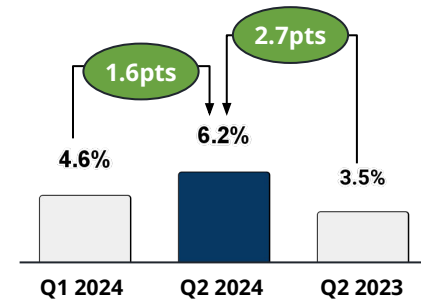
NET SALES (\$B)



EBIT (\$M)



EBIT MARGIN

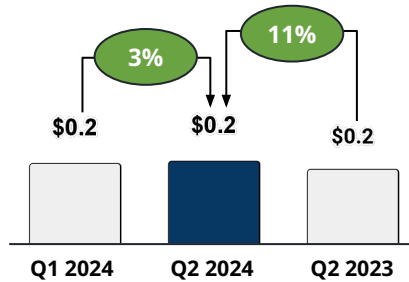


- Net sales excluding currency increased ~21% year-over-year driven by strong industry volume and continued share gains
- EBIT margin expansion sequentially and year-over-year from strong cost actions and fixed cost leverage

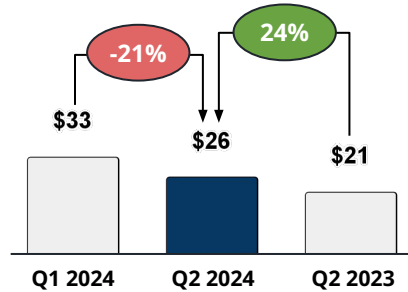
SDA Global Second-Quarter Results



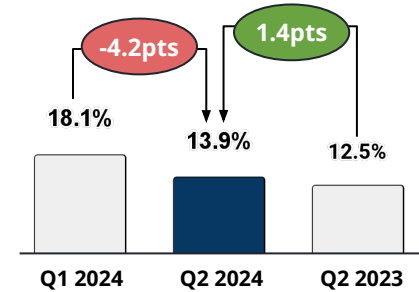
NET SALES (\$B)



EBIT (\$M)



EBIT MARGIN



- Double-digit net sales growth year-over-year driven by new product launches and direct to consumer business growth
- Net sales excluding currency growth of ~12% despite year-to-date industry decline
- Business set up well for second half 2024 selling season

Revised 2024 Full-Year Guidance



2026
GOALS

PROFITABLE GROWTH

~\$17.2B

ANNUAL ORGANIC NET SALES

Net Sales YoY Change

~\$16.9B

~\$16.9B ~Flat

2023
LIKE FOR LIKE

excludes MDA Europe Q2 - Q4

MARGIN EXPANSION

~9.0%

ONGOING EARNINGS BEFORE INTEREST
AND TAX, % OF NET SALES

Ongoing EBIT YoY Change
Margin

~6.9%

~6.0% ~(1.0)%

CASH CONVERSION

~7.0%

FREE CASH FLOW
AS % OF NET SALES

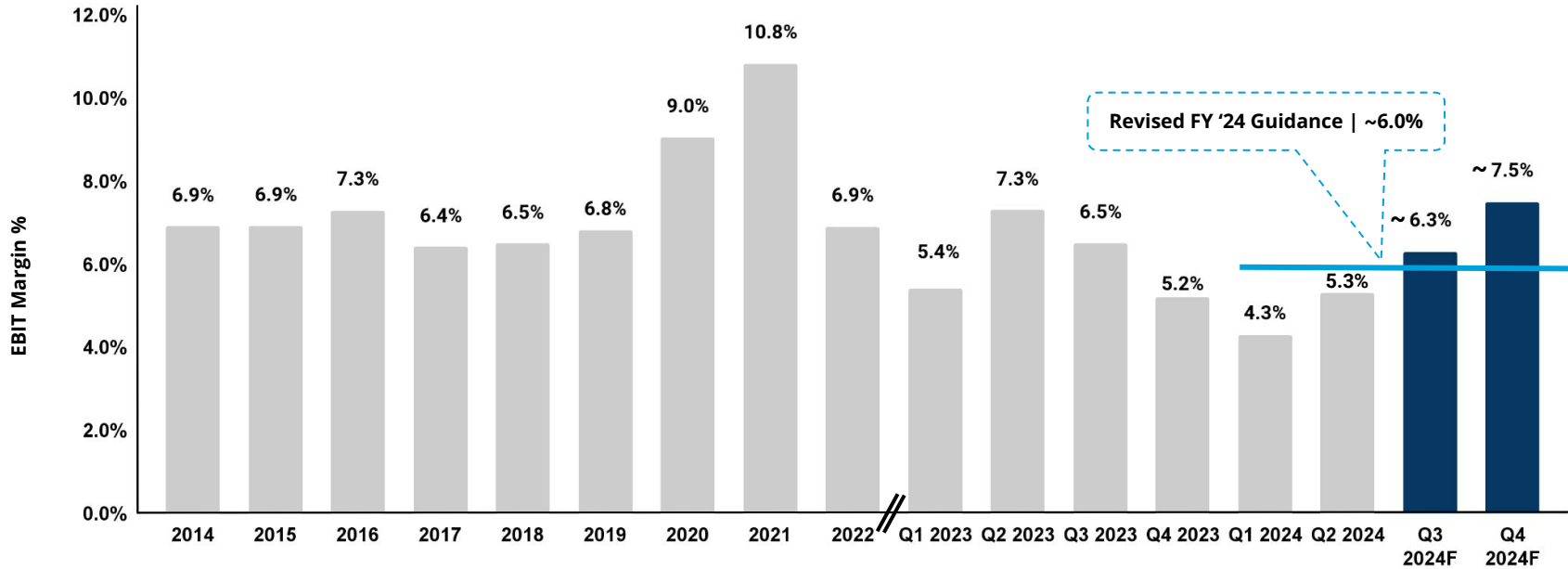
Free FCF as % of
Cash Flow Net Sales

N/A

~\$500M ~3.0%

Full-year ongoing EPS revised to ~\$12.00

Revised 2024 Guidance Demonstrates Strong Quarterly EBIT Margin Progression








Full-Year 2024 Ongoing EBIT Margin Guidance



| <i>(Approximate impact)</i> | Previous | Current | Comments |
|------------------------------------|---------------|----------------|---|
| 2023 Ongoing EBIT Margin | 6.1% | 6.1% | |
| Price/Mix | -1.5 to -1.75 | -2.00 | <ul style="list-style-type: none"> • ~5% promotional program actions • 2023 lower promotional base spend |
| Net Cost* | +1.75 | +1.50 to +1.75 | <ul style="list-style-type: none"> • Cost actions expected to deliver lower end of range of \$300 - \$400M benefit |
| Raw Material Inflation | nm | nm | |
| Marketing & Technology Investments | -0.25 | -0.25 | <ul style="list-style-type: none"> • Increased brand and new product investments |
| Currency | nm | -0.25 | <ul style="list-style-type: none"> • Primarily BRL and CAD |
| Europe Transaction | +0.75 | +0.75 | |
| 2024 Ongoing EBIT Margin | ~6.8% | ~6.0% | |

*Inclusive of Fixed Cost Take Out, Ongoing Cost Productivity (Including Conversion and Freight & Warehousing), Volume Leveraging, and Restructuring Benefits.

2024 Segment Guidance

| | | Industry | | EBIT % | |
|---|-------------------------------|----------------|----------------|--------------|--------------|
| | | Previous | Current | Previous | Current |
|  | MDA North America | 0 - 2% | ~Flat | ~9% | ~7% |
|  | MDA Latin America | 0 - 3% | 5 - 7% | ~6.5% | ~7% |
|  | MDA Asia | 4 - 6% | 4 - 6% | ~3% | ~4% |
|  | SDA Global | 2 - 4% | ~Flat | ~15.5% | ~15.5% |
|  | MDA Europe (Q1 Actuals) | (1)% | (1)% | (1.1)% | (1.1)% |
| Total | | ~0 - 2% | ~0 - 1% | ~6.8% | ~6.0% |

2024 Free Cash Flow Guidance



| <i>(Approximate impact in millions)</i> | 2023 | 2024 | | Comments |
|---|---------------|-----------------------|----------------|--|
| | | Previous | Current | |
| Cash Earnings and Other Operating Items | \$910 | \$1,100 - \$1,200 | ~\$975 | |
| Capital Expenditures | \$(549) | ~\$(600) | ~\$(550) | • Innovation, digital transformation and capacity investments |
| Working Capital | \$37 | ~\$100 | ~\$150 | • Inventory reduction |
| Restructuring Cash Outlays | \$(32) | ~\$(50) | ~\$(75) | • Driven by previously executed actions and complexity reduction |
| Free Cash Flow | \$366M | \$550 - \$650M | ~\$500M | • 2024 includes \$250-\$300M of MDA Europe cash usage |

2024 Capital Allocation Priorities

2024 Cash Expectations

Beginning Cash on Hand **~\$1.6B**

2024 FCF **~\$0.5B**

India share sale & Brastemp water business **~\$0.5B**

Clear Capital Allocation Priorities

 Expect ~\$400M dividend* in 2024

 \$500M of term loan repaid in April

 ~\$50M share buyback in H1

- Q2 delivered sequential margin expansion and solid performances across our international regions and Global SDA
- Actions implemented are delivering sequential margin expansion
- MDA North America well positioned for growth and further margin expansion
 - Best brand and product portfolio
 - Significant cost take out opportunity remains
 - Will benefit disproportionately from (delayed) housing recovery

Closing Remarks and Q&A



2024 Guidance Bridge



| <i>In billions</i> | 2023 As Reported | Q2-Q4 2023 MDA Europe* | 2023 Like for Like | 2024 Guidance |
|---------------------|------------------|------------------------|--------------------|---------------|
| Net Sales | \$19.46 | \$2.56 | \$16.90 | ~\$16.95 |
| Ongoing EBIT | \$1.19 | \$0.03 | \$1.16 | ~\$1.00 |
| Ongoing EBIT Margin | 6.1% | 1.2% | ~6.9% | ~6.0% |

Key Assumptions - Guidance



| Income Statement | FY2023 | FY2024E |
|---|---------|----------|
| Raw Material (Inflation) / Deflation | \$460M | nm |
| Restructuring Costs* | \$16M | ~\$75M |
| Interest Expense | \$351M | ~\$355M |
| Corporate Center | \$200M | ~\$200M |
| Weighted-Average Diluted Shares Outstanding | 55.2M | 55.2M** |
| GAAP Earnings per Diluted Share | \$8.72 | ~\$3.00 |
| Ongoing Earnings per Diluted Share | \$16.16 | ~\$12.00 |
| GAAP Tax Rate | 13.0% | ~25% |
| Adjusted (non-GAAP) Tax Rate | (6.7)% | ~(8)% |

| Cash Flow Statement | FY2023 | FY2024E |
|-----------------------------|--------|---------|
| Capital Expenditures | \$549M | ~\$550M |
| Dividends Paid*** | \$384M | ~\$400M |
| Amount of Stock Repurchased | – | ~\$50M |
| Restructuring Cash Outlays | \$32M | ~\$75M |
| Cash Tax Rate | 20.2% | ~20% |

*Restructuring expense of less than \$50M will not be included in Company's guidance and will not be removed from ongoing earnings

**Estimated full-year weighted-average diluted shares outstanding inclusive of actual share repurchases as of 6/30/2024; Does not reflect potential additional 2024 share repurchases or share dilution

***Subject to board approval

Interest and Sundry (Income) Expense



| <i>(Approximate impact in millions)</i> | Q2 | | Comments |
|---|-------------|-------------|--|
| | 2023 | 2024 | |
| Net Foreign Exchange | \$0 | \$9 | <ul style="list-style-type: none"> Includes foreign exchange and hedge (gain)/loss |
| Interest (Income) Expense/Other | \$10 | \$(2) | <ul style="list-style-type: none"> 2024 interest income 2023 legacy EMEA legal matters |
| Equity Method Investment (Income) Loss* | \$3 | \$11 | <ul style="list-style-type: none"> 2024 EMEA minority interest |
| Interest and Sundry (Income) Expense | \$13 | \$19 | |

Note: Numbers may not reconcile due to rounding
 *Equity Method Investment Income (Loss), Net of Tax

Restructuring Cash Outlays



| <i>(Approximate impact in millions)</i> | 2023 | 2024E | Comments |
|---|-------------|--------------|--|
| COVID-19 Related Actions | \$20 | \$0 | |
| Other Initiatives | \$12 | ~\$75 | <ul style="list-style-type: none">Primarily due to organizational simplification |
| Total | \$32 | ~\$75 | |

Note: Numbers may not reconcile due to rounding



Whirlpool

KitchenAid

JENN AIR

MAYTAG

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BRASTEMP

Consul

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