WHIRLPOOL CORPORATION

MAKING THE MOST OF MOMENTS THAT MATTER
OUR PURPOSE

Time is the most valuable resource available. So we design in-home solutions that help make the most of every minute.

Life is worth remembering, so we do everything to make room for more quality time in your day.

From engineering sketches to our manufacturing process, we always have you in mind. Our focus on your world helps us think big and do things that have never been done before.

Some may ask, why put so much effort into saving a few moments?

Well, we believe it’s moments that matter.

MAKING THE MOST OF MOMENTS THAT MATTER
Number 1 major appliance manufacturer in the world (NYSE: WHR)

Approximately $21 billion in sales in 2016

93,000 employees

$1 billion investment in capital and R&D centers annually

70 million products sold in more than 170 countries in the world

70 manufacturing and R&D centers

TODAY
A GLOBAL COMPANY

North America
Europe, Middle East and Africa
Asia
Latin America
EUROPE, MIDDLE EAST AND AFRICA (EMEA)
EUROPE, MIDDLE EAST AND AFRICA (EMEA)

- **€5 billion** in annual sales
- **24 000 employees**
- **15 industrial sites** in 8 countries
- **Over 15 000 manufacturing jobs**

*in 2016

**TODAY**
E.MEA

**KEY FACTS**

- **€3.4 billion** of total yearly procurement spend
- **€350 million** investment in R&D over the last 3 years
- **11,000** suppliers
- **330** patent applications from 2014
**EMEA**

**€400 million**
of industrial investments
in 2015 and 2016

**Over the last year -27%**
of water consumption
and -11% in energy consumption

**National Sales Organization**
in 35 Countries

**-8% waste production**

*in 2015*
**EMEA**

- **Amiens - France**
  - Dryers

- **Melano - Italy**
  - Built in Cooktops

- **Comunanza - Italy**
  - Front-load washers and Wash-dryers

- **Cassinetta - Italy**
  - Built in ovens, Microwaves and Refrigerators

- **Siena - Italy**
  - Chest freezers

- **Carinaro - Italy**
  - EMEA Spare parts center

- **Naples - Italy**
  - Front-load washers

- **Yate – UK**
  - Dryers

- **Wrocław - Poland**
  - Free Standing (FS) Refrigerators, Built in ovens

- **Lodz - Poland**
  - FS Refrigerators and Cookers

- **Radomsko - Poland**
  - Dishwashers, Front-load washers

- **Poprad - Slovakia**
  - Front/Top load washers

- **Lipetsk - Russia**
  - Front-load washers, FS Refrigerators

- **Manisa - Turkey**
  - Front-load washers, FS Refrigerators

- **Isithebe - South Africa**
  - FS Refrigerators
EMEA

NATIONAL SALES ORGANIZATIONS IN 35 COUNTRIES
EMEA

**KitchenAid**
- Made-to-measure Special Top
- Artisan Cook Processor and Knife Block

**Whirlpool**
- SmartCook
- SupremeCare

**Indesit**
- Built-in Suite
- Innex

**BRANDS AND PRODUCT LEADERSHIP**
EMEA

**BRANDS AND PRODUCT LEADERSHIP**

Hotpoint
- Built-in Suite Class 9

Hotpoint Ultimate Collection Slow Juicer

Bauknecht
- Freestanding Dishwasher Inox Premium
- Ultimate NoFrost Fridge Freezer
OUR VALUES

Respect

Integrity

Diversity & Inclusion

Teamwork

Spirit of Winning
OUR MISSION

Create Demand and Earn Trust Every Day...
Through Our Sustainable Products/Investments

Life Cycle Approach

Birth

Mat’l & Ops Efficiency

In Use

Uncompromised Performance

End of Life (EOL)

Closing the Loop

Positive Impacts

Better Living

SUSTAINABILITY ENABLES CORPORATE MISSION
### EMEA

#### Total Energy (kWh/unit)

<table>
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<th>Year</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
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Δ 2015 vs 2014 = -11%

#### Total Water (l/unit)

<table>
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<th>Year</th>
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Δ 2015 vs 2014 = -27%

#### Total Waste (kg/unit)

<table>
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<th>Year</th>
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<th>2014</th>
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Δ 2015 vs 2014 = -8%

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**SUSTAINABILITY IN PROCESS**
SUSTAINABILITY IN PRODUCTS
EMEA COLLABORATIVE R&D COMPLETED WINNING PROJECTS

- REDUCTION OF ENERGY AND WATER CONSUMPTION

**MICROWAVE OVENS**

**Scope**
High energy efficient electronic cooking systems for microwave ovens

**OVENS**

**Scope**
Mix of technologies to avoid **toxic substances** and **use less energy** during manufacturing and use of domestic electric ovens

**WASHING MACHINES**

**Scope**
New system to directly spray fresh water into the center of the laundry to reduce the **water and the energy and detergent consumption**

**REFRIGERATORS**

**Scope**
Application of **magnetic cooling** technology to domestic refrigeration appliances

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SUSTAINABILITY IN PROJECTS
EMEA COLLABORATIVE R&D ON-GOING WINNING PROJECTS

● ENERGY EFFICIENCY AND GHG REDUCTION
  Scope
  Feasibility of an innovative technological solution able to hugely impact the thermal insulation market

● RECYCLING AND REUSE
  Scope
  Circular economy solutions based on re-design of value and supply chain for plastics contained in WEEE

● MATERIAL TRANSPARENCY
  Scope
  Full material and chemical monitoring data

● IoT FOR EFFICIENT USE OF ENERGY
  Scope
  ICT-based tools + information services on energy use, indoor environment, health and lifestyle

● SUSTAINABLE MANUFACTURING
  Scope
  Evaluate the prerequisites for the industrial implementation of a new joining technology including life-cycle and recycling

SUSTAINABILITY IN PROJECTS
EMEA

**470 000** funds allocated for our communities

**110** Non-profit organizations supported

**60 000** employee volunteer hours

**2 500** appliances donated

**55 000** People impacted

*Sustainable in Corporate Citizenship*

*in 2015*
FOCUS AREAS

1. Food Access and Food Saving
Ensuring access to food opportunities and promoting food saving in households.

2. Housing
Providing families with adequate, safe and affordable housing solutions.

3. Youth employment
Foster youth employment with a focus on STEM (Science, Technology, Engineering and Mathematics) skills by supporting education attainments, training and work opportunities.
JOIN THE CONVERSATION

Whatmatters@whirlpool.com
@WhirlpoolCorp #WhatMatters
LinkedIn
Facebook
WhirlpoolCorp.com