

New Machinery Distribution to End Users (Dealer Sales)

(Dealer reported worldwide distribution of machinery by major end use)

	<u>2012</u>	<u>2011</u>
Waste	1%	1%
Forestry	2%	3%
Paving & Compaction	3%	3%
Industrial	4%	4%
Quarry & Aggregates	7%	7%
General Construction	15%	17%
Heavy Construction	33%	32%
Mining *	35%	33%

Power Systems Distribution to End Users (Dealer Sales)

(Dealer reported & internally estimated worldwide distribution of power systems by major end use)

	<u>2012</u>	<u>2011**</u>
Industrial	13%	16%
Transportation **	16%	16%
Electric Power *	30%	31%
Petroleum	41%	37%

* For this reporting, Distribution to End Users does not include Machines or Power Systems from acquisitions until at least two full years of information is available. Annual data inclusive of the Bucyrus and MWM acquisitions will be provided for 2013 and reported in 2014.

** The Transportation sector includes locomotives, marine engines and engines for on-highway applications. Data for 2011 has been revised to reflect this change.