

2002 Dealer Statistics

As Reported

Disclaimer:

Caterpillar is providing supplemental information concerning deliveries to users for its Machinery and Engines lines of business. We sell the majority of our machinery and engines to independently owned and operated dealers and OEMs to meet the demands of their customers, the end users. Due to time lags between our sales to dealers and dealers' deliveries to end users, we believe this information may help readers better understand our business and the industries we serve. This information is based on unaudited reports provided by our independent dealers and is not subject to our internal control over financial reporting. As such, we cannot warrant the accuracy of this data, nor do we adjust prior period information. This information is not filed with the Securities and Exchange Commission. All information provided in the Dealer Statistics section is calculated in Constant dollars.

Dealer Reported Retail Statistics- Machines¹						
by marketing region for the 3-month rolling period compared to same months of prior year						
Period Ended	Asia/Pacific	EAME	Latin America	Subtotal	North America	World
January	UP 8-15%	DOWN 2-7%	DOWN 8-15%	DOWN 2-7%	UP 2-7%	UP LESS THAN 2%
February	DOWN LESS THAN 2%	DOWN 8-15%	DOWN OVER 24%	DOWN 8-15%	UP 2-7%	DOWN 2-7%
March	DOWN 2-7%	DOWN 8-15%	DOWN OVER 24%	DOWN 8-15%	DOWN 8-15%	DOWN 8-15%
April	UP 2-7%	DOWN 2-7%	UP LESS THAN 2%	DOWN LESS THAN 2%	DOWN 8-15%	DOWN 8-15%
May	UP LESS THAN 2%	DOWN 8-15%	UP OVER 24%	FLAT	DOWN 8-15%	DOWN 2-7%
June	DOWN 2-7%	DOWN 8-15%	UP OVER 24%	DOWN LESS THAN 2%	DOWN 2-7%	DOWN 2-7%
July	UP 8-15%	DOWN 16-24%	UP 16-24%	DOWN 2-7%	DOWN 2-7%	DOWN 2-7%
August	UP 16-24%	DOWN 8-15%	DOWN 8-15%	DOWN 2-7%	DOWN 8-15%	DOWN 8-15%
September	UP OVER 24%	DOWN 8-15%	UP 16-24%	UP LESS THAN 2%	DOWN 8-15%	DOWN 8-15%
October	UP OVER 24%	DOWN 8-15%	DOWN OVER 24%	DOWN 8-15%	DOWN 8-15%	DOWN 8-15%
November	UP 16-24%	DOWN 2-7%	DOWN OVER 24%	DOWN 2-7%	DOWN 8-15%	DOWN 8-15%
December	FLAT	DOWN 1%	DOWN 29%	DOWN 6%	DOWN 3%	DOWN 4%

Reciprocating & Turbine Engine Retail Statistics²						
by business sector for the 3-month rolling period compared to the same month of the prior year						
Period Ended	Truck & Bus	Electric Power	Industrial	Marine	Petroleum	Total
January	DOWN LESS THAN 2%	DOWN 8-15%	DOWN 8-15%	UP 16-24%	UP 16-24%	UP 2-7%
February	UP 8-15%	DOWN 8-15%	DOWN 8-15%	UP 8-15%	UP 16-24%	UP 2-7%
March	UP 8-15%	DOWN 16-24%	DOWN 8-15%	DOWN 16-24%	UP OVER 24%	UP 2-7%
April	UP 16-24%	DOWN OVER 24%	DOWN 2-7%	DOWN 16-24%	UP OVER 24%	UP 2-7%
May	UP OVER 24%	DOWN OVER 24%	FLAT	DOWN 16-24%	UP OVER 24%	UP LESS THAN 2%
June	UP OVER 24%	DOWN OVER 24%	FLAT	DOWN 8-15%	UP 8-15%	DOWN LESS THAN 2%
July	UP OVER 24%	DOWN OVER 24%	UP 2-7%	UP 2-7%	DOWN 2-7%	UP LESS THAN 2%
August	UP OVER 24%	DOWN OVER 24%	DOWN LESS THAN 2%	UP 2-7%	DOWN 16-24%	DOWN LESS THAN 2%
September	UP OVER 24%	DOWN OVER 24%	UP 8-15%	UP 8-15%	DOWN 2-7%	UP 2-7%
October	UP OVER 24%	DOWN OVER 24%	UP 2-7%	UP 2-7%	UP 8-15%	FLAT
November	UP 16-24%	DOWN 16-24%	UP 2-7%	UP 8-15%	UP 2-7%	DOWN LESS THAN 2%
December	UP 3%	UP 3%	UP 6%	DOWN 11%	DOWN 15%	DOWN 4%

Footnotes:

1 Reported in constant dollars and based on unit sales as reported by dealers.

2 Reported in constant dollars based on reporting from dealers and direct sales to OEMs.