

## 2011 Dealer Statistics

*As Reported*

**Disclaimer:**

Caterpillar is providing supplemental information concerning deliveries to users for retail sales of machines and sales of reciprocating and turbine engines to retail users and Original Equipment Manufacturers (OEMs). 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 delays 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 primarily based on unaudited reports provided by our independent dealers which are not subject to our internal controls over financial reporting. As such, we cannot warrant the accuracy of such data, nor do we update or adjust prior period information. All information provided in the Dealer Statistics section is calculated in constant dollars.

Dealer Reported Retail Statistics - Machines <sup>1</sup>						
by marketing region for the 3-month rolling period compared with the same months of the prior year						
Period Ended	Asia/Pacific	EAME*	Latin America	ROW*	North America	World
January	Up 38%	Up 46%	Up 56%	Up 45%	Up 58%	Up 49%
February	Up 57%	Up 53%	Up 76%	Up 60%	Up 55%	Up 59%
March	Up 55%	Up 63%	Up 75%	Up 63%	Up 57%	Up 61%
April	Up 65%	Up 64%	Up 72%	Up 66%	Up 65%	Up 66%
May	Up 38%	Up 65%	Up 60%	Up 52%	Up 54%	Up 52%
June	Up 28%	Up 53%	Up 51%	Up 42%	Up 50%	Up 45%
July	Up 20%	Up 51%	Up 52%	Up 39%	Up 27%	Up 35%
August	Up 24%	Up 41%**	Up 43%	Up 36%	Up 30%	Up 34%
September	Up 27%	Up 41%	Up 33%	Up 34%	Up 26%	Up 31%
October	Up 33%	Up 32%	Up 16%	Up 28%	Up 38%	Up 31%
November	Up 31%	Up 32%	Up 8%	Up 25%	Up 41%	Up 30%
December	Up 31%	Up 18%	Up 10%	Up 20%	Up 51%	Up 30%

<sup>1</sup> Reported in constant dollars and based on unit sales as reported by dealers.

\*EAME (Europe, Africa, and Middle East)

\*ROW (rest of the world - everything except North America)

\*\*This number reflects a decrease from the number reported in our Current Report on Form 8-K filed on September 20, 2011 due to an inadvertent error in the earlier filing.

Reciprocating & Turbine Engine Retail Statistics <sup>2</sup>					
by business sector for the 3-month rolling period compared with the same months of the prior year					
Period Ended	Electric Power	Industrial	Marine	Petroleum	Total
January	Up 14%	Up 59%	Down 34%	Up 42%	Up 23%
February	Up 23%	Up 54%	Down 36%	Up 59%	Up 31%
March	Up 57%	Up 42%	Down 33%	Up 71%	Up 45%
April	Up 45%	Up 28%	Down 27%	Up 25%	Up 25%
May	Up 45%	Up 32%	Down 27%	Up 12%	Up 21%
June	Up 20%	Up 34%	Down 21%	Up 10%	Up 14%
July	Up 12%	Up 37%	Down 1%	Up 21%	Up 19%
August	Up 1%	Up 25%	Up 6%	Up 23%	Up 14%
September	Up 2%	Up 17%	Down 1%	Up 21%	Up 12%
October	Up 6%	Up 13%	Down 12%	Up 25%	Up 13%
November	Up 16%	Up 6%	Down 24%	Up 34%	Up 15%
December	Up 23%	Up 3%	Down 21%	Up 33%	Up 18%

<sup>2</sup> Reported in constant dollars based on reporting from dealers and direct sales.