

2012 Dealer Statistics

As Reported

Disclaimer:

Caterpillar is providing supplemental information concerning deliveries to users for retail sales of machines and sales of power systems (including reciprocating and turbine engines and locomotives) to retail users and Original Equipment Manufacturers (OEMs). We sell the majority of our machinery and power systems 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 do not warrant the accuracy of such data, nor do we update or adjust prior period information. All information provided in these Dealer Statistics is calculated in constant dollars.

Machines Retail Statistics ¹						
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 25%	Up 16%	Up 13%	Up 18%	Up 47%	Up 27%
February	Up 20%	Up 13%	Up 6%	Up 14%	Up 39%	Up 21%
March	Up 15%	Up 21%	Down 6%	Up 12%	Up 36%	Up 18%
April	Up 5%	Up 14%	Down 13%	Up 4%	Up 32%	Up 12%
May	Up 5%	Up 4%	Down 6%	Up 2%	Up 31%	Up 11%
June	Up 16%	0%	Down 3%	Up 5%	Up 24%	Up 11%
July	Up 28%	Down 1%	Down 2%	Up 5%	Up 25%	Up 14%
August	Up 27%	0%	Down 5%	Up 7%	Up 24%	Up 13%
September	Up 14%	Down 3%	Down 4%	Up 2%	Up 16%	Up 6%
October	Up 6%	Up 4%	Up 9%	Up 6%	Up 13%	Up 8%
November	Up 2%	Up 3%	Up 15%	Up 6%	Up 3%	Up 5%
December	Down 7%	Up 4%	Up 14%	Up 2%	Down 6%	Down 1%

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

*EAME (Europe, Africa, and Middle East)

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

Power Systems Retail Statistics ²					
by business sector for the 3-month rolling period compared with the same months of the prior year					
Period Ended	Electric Power	Industrial	Transportation	Petroleum	Total
January	Up 24%	Up 1%	Up 21%	Up 29%	Up 22%
February	Up 6%	Down 1%	Up 22%	Up 22%	Up 13%
March	Down 19%	Down 4%	Up 11%	Up 12%	Down 1%
April	Down 15%	Down 2%	Up 14%	Up 26%	Up 5%
May	Down 19%	Down 6%	Up 9%	Up 25%	Up 2%
June	Down 11%	Down 15%	Up 19%	Up 29%	Up 7%
July	Down 6%	Down 19%	Up 11%	Up 20%	Up 4%
August	Down 3%	Down 16%	Up 9%	Up 14%	Up 3%
September	Down 2%	Down 16%	Down 3%	Up 8%	Down 1%
October	Up 5%	Down 17%	Up 3%	Up 6%	Up 1%
November	Up 5%	Down 19%	Down 7%	Up 9%	Up 1%
December	Up 4%	Down 20%	Down 11%	Up 3%	Down 2%

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

To the extent possible, Caterpillar includes acquisitions in its retail statistics about one calendar year after an acquisition closes in order to have a prior period comparison. In August 2010, Caterpillar acquired Electro-Motive Diesel (EMD). Therefore, beginning with January 2012 statistics, EMD's sales of engines and locomotives will be included in the new "Transportation" sector. The Transportation sector includes power systems for marine, rail and on-highway applications and locomotives.