

2007 Dealer Statistics

As Reported on January 25, 2008

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 21%	UP 27%	FLAT	UP 20%	DOWN 9%	UP 4%
February	UP 10%	UP 32%	UP 1%	UP 19%	DOWN 10%	UP 3%
March	UP 20%	UP 43%	UP 25%	UP 32%	DOWN 15%	UP 6%
April	UP 16%	UP 32%	UP 29%	UP 27%	DOWN 14%	UP 4%
May	UP 23%	UP 35%	UP 15%	UP 27%	DOWN 13%	UP 4%
June	UP 12%	UP 27%	DOWN 1%	UP 17%	DOWN 13%	DOWN 1%
July	UP 16%	UP 32%	DOWN 5%	UP 19%	DOWN 14%	UP 1%
August	UP 10%	UP 27%	FLAT	UP 17%	DOWN 9%	UP 3%
September	UP 16%	UP 26%	UP 3%	UP 19%	DOWN 12%	UP 3%
October	UP 16%	UP 25%	UP 21%	UP 22%	DOWN 14%	UP 3.5%
November	UP 23%	UP 31%	UP 49%	UP 32%	DOWN 15%	UP 9%
December	UP 19%	UP 24%	UP 70%	UP 30%	DOWN 13%	UP 9%

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	UP 22%	UP 17%	UP 26%	UP 23%	DOWN 1%	UP 14%
February	DOWN 26%	UP 13%	UP 12%	UP 18%	DOWN 7%	DOWN 2%
March	DOWN 66%	UP 17%	UP 1%	UP 28%	UP 26%	DOWN 7%
April	DOWN 70%	UP 14%	DOWN 5%	UP 17%	UP 36%	DOWN 8%
May	DOWN 65%	UP 15%	UP 4%	UP 19%	UP 31%	DOWN 5%
June	DOWN 64%	UP 15%	UP 1%	UP 16%	UP 29%	DOWN 6%
July	DOWN 67%	UP 19%	UP 10%	UP 15%	UP 26%	DOWN 6%
August	DOWN 69%	UP 29%	UP 19%	UP 16%	UP 27%	DOWN 3%
September	DOWN 69%	UP 34%	UP 14%	UP 15%	UP 33%	DOWN 1%
October	DOWN 73%	UP 32%	UP 10%	UP 13%	UP 31%	DOWN 5%
November	DOWN 76%	UP 23%	UP 5%	UP 24%	UP 28%	DOWN 6%
December	DOWN 77%	UP 21%	UP 6%	UP 17%	UP 19%	DOWN 8%

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.