

## 2004 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.

<b>Dealer Reported Retail Statistics- Machines<sup>1</sup></b>						
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	23%	-17%	1%	-7%	27%	11%
February	21%	-6%	2%	1%	29%	16%
March	39%	19%	49%	30%	43%	37%
April	45%	26%	68%	38%	47%	43%
May	28%	14%	80%	26%	41%	35%
June	FLAT	10%	76%	13%	33%	24%
July	-4%	-2%	9%	-1%	27%	15%
August	-1%	-4%	67%	5%	33%	20%
September	23%	-4%	63%	12%	32%	23%
October	39%	5%	138%	29%	34%	32%
November	50%	26%	70%	39%	33%	35%
December	40%	21%	42%	29%	29%	29%

<b>Reciprocating &amp; Turbine Engine Retail Statistics<sup>2</sup></b>						
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	45%	-18%	-6%	-1%	1%	3%
February	27%	-4%	-2%	19%	FLAT	7%
March	28%	37%	-8%	-3%	17%	20%
April	34%	34%	7%	-6%	10%	21%
May	32%	29%	15%	-5%	3%	19%
June	28%	27%	12%	22%	-3%	17%
July	22%	15%	5%	34%	7%	15%
August	31%	28%	19%	20%	19%	25%
September	40%	15%	23%	13%	22%	24%
October	45%	15%	26%	20%	37%	30%
November	49%	20%	20%	32%	18%	29%
December	38%	38%	8%	28%	23%	30%

**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.