

## 2003 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	-9%	4%	3%	1%	-1%	Flat
February	-1%	3%	35%	6%	8%	7%
March	7%	-6%	11%	FLAT	6%	3%
April	21%	-7%	-17%	-2%	9%	4%
May	40%	-5%	-43%	-3%	5%	2%
June	54%	3%	-51%	3%	3%	3%
July	34%	11%	-23%	10%	2%	6%
August	24%	11%	FLAT	13%	5%	8%
September	14%	6%	16%	9%	11%	10%
October	22%	-8%	-8%	-1%	12%	6%
November	18%	-17%	3%	-6%	19%	7%
December	30%	-21%	3%	-8%	24%	9%

<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	28%	11%	8%	-21%	-8%	4%
February	40%	1%	11%	-20%	-7%	5%
March	24%	-14%	10%	-8%	-7%	1%
April	18%	-14%	10%	23%	-14%	1%
May	9%	1%	8%	18%	-19%	FLAT
June	-12%	6%	8%	8%	15%	3%
July	-15%	14%	13%	6%	20%	5%
August	-20%	24%	15%	18%	32%	9%
September	-25%	42%	6%	4%	-7%	FLAT
October	2%	55%	5%	-13%	-12%	9%
November	42%	23%	2%	-21%	-7%	12%
December	90%	-15%	3%	-6%	5%	11%

**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.