

2013 Dealer Statistics

As Reported

Disclaimer:

Caterpillar Inc. ("Caterpillar") is furnishing 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"). In addition, Caterpillar is providing information relating to the distribution of machinery by geographic region and power systems by major end use. Caterpillar sells the majority of its 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 Caterpillar's sales to dealers and dealers' deliveries to end users, Caterpillar believes this information may help readers better understand Caterpillar's business and the industries it serves. This information is primarily based on unaudited reports provided by Caterpillar's independent dealers which are not subject to Caterpillar's internal controls over financial reporting. This information is furnished under this Report with the Securities and Exchange Commission. Caterpillar does not undertake to update or adjust prior period information.

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	Down 12%	Up 1%	Up 3%	0%	Down 11%	Down 4%
February	Down 26%	Down 9%	Up 3%	Down 13%	Down 12%	Down 13%
March	Down 24%	Down 8%	Up 12%	Down 11%	Down 11%	Down 11%
April	Down 20%	Down 3%	Up 28%	Down 5%	Down 18%	Down 9%
May	Down 14%	Down 2%	Up 22%	Down 2%	Down 16%	Down 7%
June	Down 21%	Down 4%	Up 9%	Down 8%	Down 10%	Down 8%
July	Down 28%	Down 12%	Up 11%	Down 13%	Down 1%	Down 9%
August	Down 30%	Down 12%	Down 3%	Down 17%	Up 1%	Down 10%
September	Down 24%	Down 11%	Down 10%	Down 15%	Up 4%	Down 9%
October	Down 26%	Down 14%	Down 8%	Down 17%	Down 2%	Down 12%
November	Down 24%	Down 16%	Down 8%	Down 17%	Down 2%	Down 12%
December	Down 19%	Down 13%	Down 3%	Down 13%	Down 1%	Down 9%

¹ Reported in constant dollars and based on unit sales as reported primarily by dealers. These statistics exclude sales of legacy Bucyrus machines.

*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	Down 9%	Down 24%	Down 7%	0%	Down 7%
February	Down 8%	Down 25%	Up 15%	Down 8%	Down 7%
March	Down 17%	Down 24%	Up 19%	Down 1%	Down 6%
April	Down 11%	Down 7%	Up 8%	Down 6%	Down 5%
May	Down 10%	Up 1%	Up 8%	Up 1%	Down 1%
June	Up 1%	Up 15%	Up 15%	Down 10%	Up 1%
July	Up 5%	Up 9%	Up 22%	Down 15%	0%
August	Up 5%	Up 7%	Up 5%	Down 21%	Down 6%
September	Down 4%	Up 2%	Down 6%	Down 1%	Down 2%
October	Down 21%	Up 16%	Down 27%	0%	Down 9%
November	Down 17%	Up 20%	Down 17%	Up 1%	Down 5%
December	Down 15%	Up 30%	Down 9%	Down 6%	Down 6%

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