

2014 Retail Statistics

As Reported

Caterpillar Inc. ("Caterpillar", "we" or "our") is furnishing supplemental information concerning (i) retail sales of machines to end users and (ii) retail sales of power systems (including reciprocating and turbine engines and locomotives) to end users and Original Equipment Manufacturers ("OEMs"). 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. Caterpillar believes that this supplemental information may help readers better understand Caterpillar's business and the industries it serves, particularly in light of the time delay between Caterpillar's sales to dealers and dealers' sales to end users.

In this report we are providing information by geographic region for retail sales of machines in each of our Resource Industries and Construction Industries reportable segments, as well as information regarding total retail sales of our machines globally. For our Energy & Transportation reportable segment, we are providing retail sales information by major end use.

The information presented in this report is primarily based on unaudited reports that are voluntarily provided to Caterpillar by its independent dealers and which are not subject to Caterpillar's internal controls over financial reporting. Accordingly, the data collected from such third parties may not be accurate and/or complete. As such, the information presented in this report is intended solely to convey an approximate indication of the trends, direction and magnitude of retail sales and is not intended to be an estimate, approximation or prediction of, or substitute for, Caterpillar's audited financial statements filed with the U.S. Securities and Exchange Commission. This information is furnished under this report with the U.S. Securities and Exchange Commission. Caterpillar does not undertake to update or adjust prior period information.

Machines Retail Statistics Total ¹					
Period Ended	Asia/Pacific	EAME	Latin America	North America	World
January	Down 17%	Down 10%	Down 11%	Up 1%	Down 8%
February	Down 17%	Down 9%	Down 16%	Up 2%	Down 8%
March	Down 20%	Down 21%	Down 21%	Up 6%	Down 12%
April	Down 25%	Down 24%	Down 28%	Up 12%	Down 13%
May	Down 30%	Down 22%	Down 23%	Up 14%	Down 12%
June	Down 30%	Down 21%	Down 18%	Up 14%	Down 10%
July	Down 29%	Down 16%	Down 23%	Up 11%	Down 9%
August	Down 24%	Down 17%	Down 29%	Up 8%	Down 10%
September	Down 25%	Down 11%	Down 30%	Up 8%	Down 10%
October	Down 21%	Down 5%	Down 35%	Up 8%	Down 9%
November	Down 24%	Unchanged	Down 37%	Up 5%	Down 10%
December	Down 21%	Up 2%	Down 43%	Unchanged	Down 12%
Machines Retail Statistics - Resource Industries ¹					
Period Ended	Asia/Pacific	EAME	Latin America	North America	World
January	Down 53%	Down 31%	Down 36%	Down 26%	Down 37%
February	Down 55%	Down 19%	Down 49%	Down 24%	Down 37%
March	Down 65%	Down 35%	Down 60%	Down 22%	Down 46%
April	Down 70%	Down 45%	Down 68%	Down 3%	Down 49%
May	Down 69%	Down 47%	Down 62%	Up 7%	Down 46%
June	Down 53%	Down 51%	Down 53%	Up 9%	Down 38%
July	Down 50%	Down 44%	Down 47%	Up 4%	Down 33%
August	Down 44%	Down 46%	Down 52%	Down 3%	Down 33%
September	Down 48%	Down 26%	Down 38%	Down 3%	Down 28%
October	Down 38%	Down 8%	Down 42%	Down 1%	Down 20%
November	Down 33%	Down 3%	Down 51%	Down 8%	Down 23%
December	Down 12%	Down 5%	Down 55%	Down 15%	Down 22%
Machines Retail Statistics - Construction Industries ¹					
Period Ended	Asia/Pacific	EAME	Latin America	North America	World
January	Up 10%	Up 2%	Up 11%	Up 12%	Up 9%
February	Up 11%	Down 2%	Up 16%	Up 13%	Up 9%
March	Up 12%	Down 11%	Up 20%	Up 18%	Up 9%
April	Up 2%	Down 11%	Up 17%	Up 17%	Up 6%
May	Down 8%	Down 8%	Up 12%	Up 17%	Up 4%
June	Down 17%	Down 5%	Up 7%	Up 16%	Up 3%
July	Down 16%	Down 2%	Down 14%	Up 15%	Unchanged
August	Down 10%	Down 2%	Down 23%	Up 12%	Down 1%
September	Down 11%	Down 3%	Down 30%	Up 11%	Down 3%
October	Down 13%	Down 4%	Down 34%	Up 10%	Down 5%
November	Down 20%	Up 1%	Down 31%	Up 8%	Down 6%
December	Down 24%	Up 4%	Down 39%	Up 5%	Down 9%

¹ By geographic region for the 3-month rolling period ended as of the month indicated compared with the same period of the prior year. Reported in constant dollars and based on unit sales as reported primarily by dealers. Glossary of terms included in 8-K filing.

Energy & Transportation Retail Statistics ²					
Period Ended	Power Gen	Industrial	Transportation	Oil & Gas	Total
January	Up 4%	Up 31%	Down 1%	Down 6%	Up 2%
February	Up 7%	Up 28%	Down 10%	Down 2%	Up 2%
March	Up 17%	Up 26%	Down 4%	Unchanged	Up 7%
April	Down 3%	Up 11%	Down 3%	Up 8%	Up 3%
May	Down 13%	Up 8%	Down 12%	Up 4%	Down 3%
June	Down 19%	Up 1%	Down 25%	Up 1%	Down 10%
July	Down 16%	Up 5%	Down 17%	Up 6%	Down 5%
August	Down 13%	Up 3%	Up 12%	Up 17%	Up 4%
September	Down 6%	Up 11%	Up 40%	Up 10%	Up 9%
October	Up 4%	Unchanged	Up 67%	Up 14%	Up 16%
November	Up 2%	Down 3%	Up 57%	Up 9%	Up 11%
December	Up 22%	Down 12%	Up 50%	Up 25%	Up 22%

² By industry for the 3-month rolling period ended as of the month indicated compared with the same period of the prior year. Reported in constant dollars and based on reporting from dealers and direct sales. Glossary of terms included in 8-K filing.