

## New Machinery Retail Statistics

(Dealer reported worldwide distribution of machinery by major end use)

|                                | <u>2014</u> | <u>2013</u> |
|--------------------------------|-------------|-------------|
| <b>Waste</b>                   | <b>2%</b>   | <b>2%</b>   |
| <b>Forestry</b>                | <b>3%</b>   | <b>3%</b>   |
| <b>Paving &amp; Compaction</b> | <b>3%</b>   | <b>3%</b>   |
| <b>Industrial</b>              | <b>5%</b>   | <b>4%</b>   |
| <b>Quarry &amp; Aggregates</b> | <b>9%</b>   | <b>7%</b>   |
| <b>General Construction</b>    | <b>21%</b>  | <b>19%</b>  |
| <b>Mining</b>                  | <b>21%</b>  | <b>28%</b>  |
| <b>Heavy Construction</b>      | <b>36%</b>  | <b>34%</b>  |

For purposes of this report, retail sales of electric rope shovels, hydraulic shovels, highwall miners, draglines, drills, Unit Rig brand large mining trucks and longwall miners are not included in Mining.

## Energy and Transportation Retail Statistics

(Dealer reported & internally estimated worldwide distribution of engines & locomotives by major end use)

|                       | <u>2014</u> | <u>2013</u> |
|-----------------------|-------------|-------------|
| <b>Industrial</b>     | <b>14%</b>  | <b>14%</b>  |
| <b>Transportation</b> | <b>18%</b>  | <b>17%</b>  |
| <b>Electric Power</b> | <b>28%</b>  | <b>29%</b>  |
| <b>Petroleum</b>      | <b>40%</b>  | <b>40%</b>  |