

2015 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 19%	Down 8%	Down 36%	Down 5%	Down 14%
February	Down 13%	Down 11%	Down 32%	Down 2%	Down 11%
March	Down 16%	Down 17%	Down 34%	Up 3%	Down 12%
April	Down 16%	Down 9%	Down 44%	Up 5%	Down 11%
May	Down 14%	Down 7%	Down 50%	Up 1%	Down 12%
June	Down 19%	Down 2%	Down 50%	Down 5%	Down 14%
July	Down 25%	Up 2%	Down 37%	Down 5%	Down 11%
August	Down 29%	Unchanged	Down 33%	Down 5%	Down 11%
September	Down 17%	Down 7%	Down 35%	Down 4%	Down 11%
October	Down 28%	Down 13%	Down 36%	Down 8%	Down 16%
November	Down 17%	Down 5%	Down 37%	Down 5%	Down 11%
December	Down 21%	Down 12%	Down 38%	Down 10%	Down 16%
Machines Retail Statistics - Resource Industries ¹					
Period Ended	Asia/Pacific	EAME	Latin America	North America	World
January	Down 10%	Down 30%	Down 43%	Down 23%	Down 27%
February	Up 37%	Down 42%	Down 16%	Down 7%	Down 12%
March	Up 49%	Down 51%	Down 18%	Up 1%	Down 13%
April	Up 67%	Down 34%	Down 39%	Up 6%	Down 9%
May	Up 40%	Down 11%	Down 47%	Up 1%	Down 8%
June	Down 14%	Up 1%	Down 38%	Down 7%	Down 13%
July	Down 38%	Up 10%	Up 9%	Down 4%	Down 6%
August	Down 46%	Up 4%	Up 23%	Down 5%	Down 8%
September	Down 8%	Down 13%	Down 8%	Up 2%	Down 6%
October	Down 37%	Down 33%	Down 22%	Down 10%	Down 25%
November	Down 39%	Down 34%	Down 33%	Down 13%	Down 28%
December	Down 48%	Down 28%	Down 44%	Down 38%	Down 38%
Machines Retail Statistics - Construction Industries ¹					
Period Ended	Asia/Pacific	EAME	Latin America	North America	World
January	Down 22%	Up 1%	Down 33%	Unchanged	Down 10%
February	Down 29%	Up 5%	Down 40%	Down 1%	Down 11%
March	Down 32%	Up 4%	Down 43%	Up 2%	Down 13%
April	Down 32%	Up 3%	Down 48%	Up 3%	Down 12%
May	Down 26%	Down 4%	Down 53%	Down 1%	Down 14%
June	Down 22%	Down 2%	Down 55%	Down 8%	Down 16%
July	Down 21%	Up 1%	Down 52%	Down 8%	Down 14%
August	Down 22%	Down 1%	Down 49%	Down 8%	Down 14%
September	Down 21%	Down 3%	Down 47%	Down 8%	Down 13%
October	Down 25%	Down 3%	Down 41%	Down 9%	Down 14%
November	Down 10%	Up 8%	Down 38%	Down 6%	Down 7%
December	Down 9%	Down 5%	Down 34%	Down 3%	Down 8%

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 18%	Down 15%	Up 72%	Up 20%	Up 22%
February	Up 19%	Down 16%	Up 39%	Up 18%	Up 17%
March	Down 8%	Down 17%	Up 20%	Up 1%	Down 1%
April	Down 5%	Down 11%	Down 24%	Down 3%	Down 8%
May	Up 1%	Down 9%	Down 17%	Down 4%	Down 6%
June	Down 2%	Down 12%	Down 36%	Down 4%	Down 10%
July	Down 8%	Down 16%	Down 23%	Down 15%	Down 14%
August	Down 14%	Down 16%	Down 38%	Down 20%	Down 21%
September	Down 5%	Down 20%	Down 34%	Down 31%	Down 23%
October	Up 3%	Down 21%	Down 56%	Down 34%	Down 27%
November	Up 1%	Down 24%	Down 58%	Down 37%	Down 29%
December	Down 22%	Down 22%	Down 58%	Down 29%	Down 32%

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.