



CATERPILLAR INC. OVERVIEW

CATERPILLAR®



FORWARD-LOOKING STATEMENTS

Certain statements in this financial review relate to future events and expectations and are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Words such as “believe,” “estimate,” “will be,” “will,” “would,” “expect,” “anticipate,” “plan,” “project,” “intend,” “could,” “should” or other similar words or expressions often identify forward-looking statements. All statements other than statements of historical fact are forward-looking statements, including, without limitation, statements regarding our outlook, projections, forecasts or trend descriptions. These statements do not guarantee future performance and speak only as of the date they are made, and we do not undertake to update our forward-looking statements.

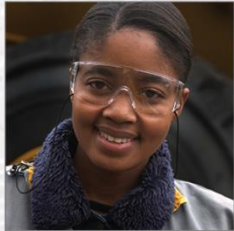
Caterpillar’s actual results may differ materially from those described or implied in our forward-looking statements based on a number of factors, including, but not limited to: (i) global and regional economic conditions and economic conditions in the industries we serve; (ii) commodity price changes, material price increases, fluctuations in demand for our products or significant shortages of material; (iii) government monetary or fiscal policies; (iv) political and economic risks, commercial instability and events beyond our control in the countries in which we operate; (v) our ability to develop, produce and market quality products that meet our customers’ needs; (vi) the impact of the highly competitive environment in which we operate on our sales and pricing; (vii) information technology security threats and computer crime; (viii) additional restructuring costs or a failure to realize anticipated savings or benefits from past or future cost reduction actions; (ix) failure to realize all of the anticipated benefits from initiatives to increase our productivity, efficiency and cash flow and to reduce costs; (x) inventory management decisions and sourcing practices of our dealers and our OEM customers; (xi) a failure to realize, or a delay in realizing, all of the anticipated benefits of our acquisitions, joint ventures or

divestitures; (xii) union disputes or other employee relations issues; (xiii) adverse effects of unexpected events including natural disasters; (xiv) disruptions or volatility in global financial markets limiting our sources of liquidity or the liquidity of our customers, dealers and suppliers; (xv) failure to maintain our credit ratings and potential resulting increases to our cost of borrowing and adverse effects on our cost of funds, liquidity, competitive position and access to capital markets; (xvi) our Financial Products segment’s risks associated with the financial services industry; (xvii) changes in interest rates or market liquidity conditions; (xviii) an increase in delinquencies, repossessions or net losses of Cat Financial’s customers; (xix) currency fluctuations; (xx) our or Cat Financial’s compliance with financial and other restrictive covenants in debt agreements; (xxi) increased pension plan funding obligations; (xxii) alleged or actual violations of trade or anti-corruption laws and regulations; (xxiii) international trade policies and their impact on demand for our products and our competitive position; (xxiv) additional tax expense or exposure; (xxv) significant legal proceedings, claims, lawsuits or government investigations; (xxvi) new regulations or changes in financial services regulations; (xxvii) compliance with environmental laws and regulations; and (xxviii) other factors described in more detail in Caterpillar’s Forms 10-Q, 10-K and other filings with the Securities and Exchange Commission.

A reconciliation of non-GAAP financial information referenced in this presentation can be found in our press release describing 2017 second-quarter financial results which is available on our website at www.caterpillar.com/earnings.

WHAT WE DO

Our mission is to enable economic growth through infrastructure and energy development, and to provide solutions that support communities and protect the planet.



OUR VALUES IN ACTION

CATERPILLAR'S CODE OF CONDUCT



Integrity

The Power of Honesty



Excellence

The Power of Quality



Teamwork

The Power of Working Together



Commitment

The Power of Responsibility



Sustainability

The Power of Endurance

INTEGRITY EXCELLENCE TEAMWORK COMMITMENT SUSTAINABILITY

正直 卓越 团队合作 承诺 可持续性 INTEGRITA DOKONALOST TÝMOVÁ PRÁCE
ZÁVAZEK UDRŽITELNOST INTEGRITEIT UITMUNTENDHEID TEAMWERK
INZET DUURZAAMHEID நேர்மை முத்தன்மைநிலை குழுப்பணி
அப்பணிப்பு சுற்றுப்புற கழல் பேணிக்காத்தல் INTEGRITÉ
EXCELLENCE TRAVAIL D'ÉQUIPE ENGAGEMENT DURABILITÉ INTEGRITÄT
EXZELLENZ TEAMARBEIT VERPFLICHTUNG NACHHALTIGKEIT
ຄວາມซื่อสัตย์ ຄວາມເປັນເລີກ ຄວາມກະຕືລືລົ້ນເຫຼີມ ຄວາມມຸ່ງໝັ້ນ
ຄວາມຍິ່ງຍັນ TISZTESÉG KIVÁLÓSÁG CSAPATMUNKA ELKÖTELEZETTSÉG
FENNTARTHATÓSÁG INTEGRITAS KEUNGGULAN KERJA TIM KOMITMEN
KEBERLANJUTAN INTEGRITÀ ECCELLENZA LAVORO DI SQUADRA IMPEGNO
SOSTENIBILITÀ 誠実さ 卓越性 チームワーク コミットメント サステナビリティ
RZETELNOŚĆ DOSKONALOŚĆ PRACA ZESPOŁOWA ZAANGAŻOWANIE ZRÓWNOWAŻONY
ROZWÓJ INTEGRIDADE EXCELÊNCIA TRABALHO EM EQUIPE
COMPROMETIMENTO SUSTENTABILIDADE ПОРЯДОЧНОСТЬ СОВЕРШЕНСТВО
КОМАНДНАЯ РАБОТА ЗАИНТЕРЕСОВАННОСТЬ УСТОЙЧИВОЕ РАЗВИТИЕ INTEGRIDAD EXCELENCIA
TRABAJO EN EQUIPO COMPROMISO SOSTENIBILIDAD INTEGRITET FÖRTRÄFFLIGHET
LAGARBETE ÅTAGANDE HÅLLBARHET 신의성실 책임성 협력성 책임의식 지속 가능성

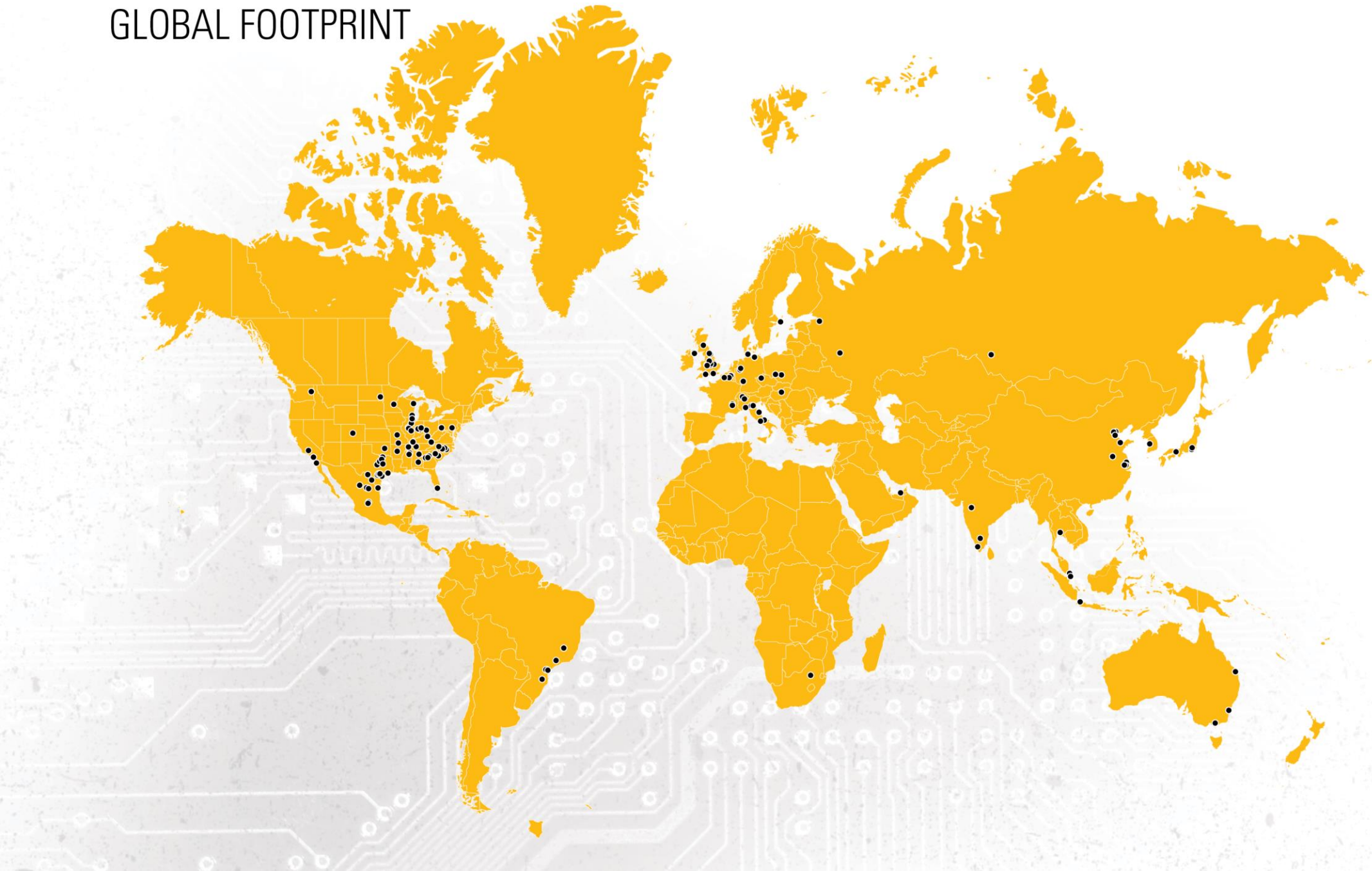
OUR VALUES IN ACTION

CATERPILLAR'S
CODE OF CONDUCT

CATERPILLAR

CATERPILLAR

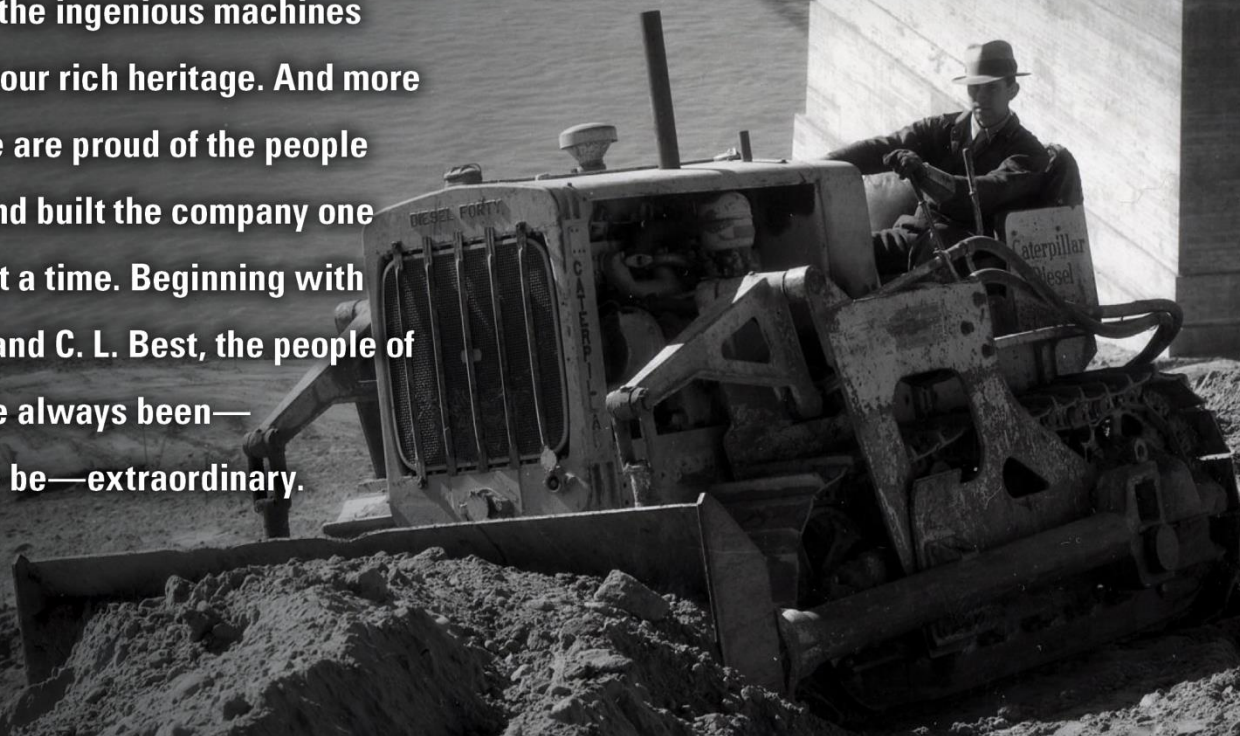
GLOBAL FOOTPRINT



COMPANY HISTORY

The history of Caterpillar is all about doing: creating, building, problem solving, innovating, testing, servicing and improving.

We're proud of the ingenious machines that are part of our rich heritage. And more importantly, we are proud of the people who founded and built the company one breakthrough at a time. Beginning with Benjamin Holt and C. L. Best, the people of Caterpillar have always been—and continue to be—extraordinary.





CONSTRUCTION INDUSTRIES
HELPING OUR CUSTOMERS BUILD
WHAT THE WORLD NEEDS.



RESOURCE INDUSTRIES

**MAKING IT POSSIBLE FOR CUSTOMERS
TO MINE AND HARVEST RESOURCES,
SUCH AS COAL, IRON ORE AND LUMBER,
IN A PROFITABLE AND SUSTAINABLE WAY.**

A large offshore oil rig is silhouetted against a dramatic, cloudy sky at sunset. The rig's complex lattice structure and various cranes are visible. In the distance, another smaller offshore platform is visible on the horizon. The overall scene conveys a sense of industrial scale and energy production.

ENERGY & TRANSPORTATION
FOCUSED ON MEETING THE
WORLD'S INCREASING ENERGY
AND TRANSPORTATION NEEDS.

CUSTOMER & DEALER SUPPORT
**STRENGTHENING CATERPILLAR'S
PRODUCT SUPPORT EXCELLENCE
BY BRINGING A STRONG FOCUS
TO CAT® BRANDED PARTS AND
CUSTOMER SERVICE AND DELIVERING
OUTSTANDING DEALER DEVELOPMENT.**





FINANCIAL PRODUCTS & CORPORATE SERVICES

**FINDING WAYS TO SUSTAIN FINANCIALLY
SOUND RELATIONSHIPS WITH DEALERS,
CUSTOMERS AND SUPPLIERS.**

An aerial photograph of a massive open-pit mine. The mine is characterized by deep, terraced levels of rock and soil, creating a series of concentric, stepped slopes. A network of wide, winding roads cuts through the mine, with several large yellow dump trucks visible on the paths. The top of the mine is partially obscured by low-hanging clouds and mist, adding a dramatic atmosphere to the scene. The overall color palette is dominated by the earthy tones of the rock and the bright yellow of the trucks.

GLOBAL

REACH UNMATCHED IN THE INDUSTRY



 **59%**
SALES & REVENUES OUTSIDE OF THE UNITED STATES



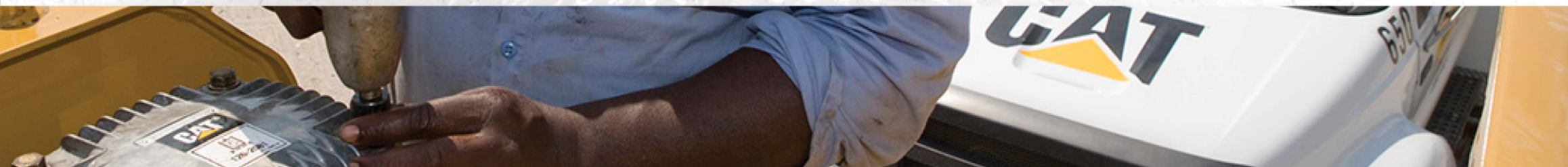


3 MILLION+
UNITS OF CAT PRODUCTS AT WORK AROUND THE WORLD



171 DEALERS

SERVING 190 COUNTRIES





\$22.7 BILLION

ESTIMATED DEALER NET WORTH





28,000

COLLABORATING KEY SUPPLIERS



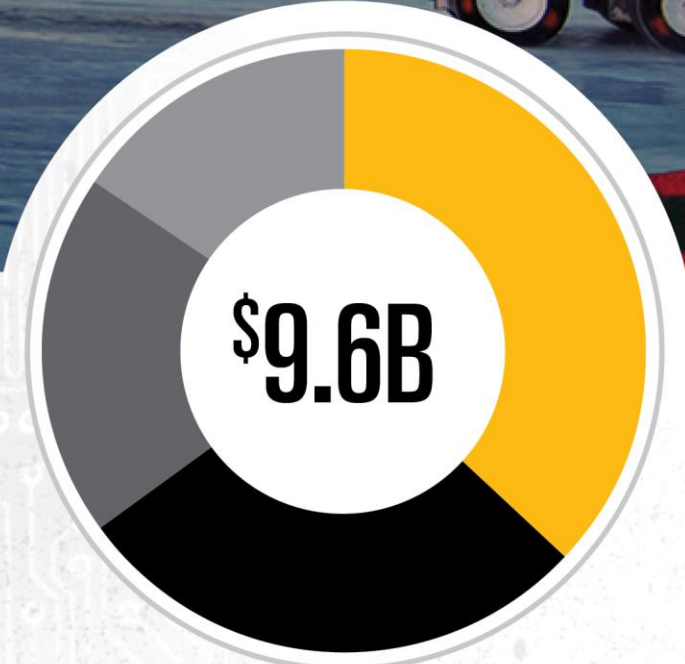


A LEADING EXPORTER

2016 EXPORTS FROM U.S. BY REGION

(\$ IN MILLIONS)

- EAME / \$3,568
- Asia-Pacific / \$2,704
- Latin America / \$1,872
- Canada / \$1,486



\$9.6B

CURRENT BRAND PORTFOLIO—21 BRANDS

CATERPILLAR®

Progress Rail
A Caterpillar Company

HYPAC™

MWM
Energy. Efficiency. Environment.
A Caterpillar Company

SAI
Zhengzhou SIWEI

CAT®

KEMPER
VALVE & FITTINGS CORP.

SEM
A Caterpillar Brand

PYROBAN®

ANCHOR

OLYMPIAN™

Perkins®

Turbomach
A Caterpillar Company

m2m
DATA CORPORATION

FG WILSON

MAK

HINDUSTAN

ASIATRAK

Solar Turbines
A Caterpillar Company

PRENTICE

TURNER
POWERTRAIN SYSTEMS

ELECTRO MOTIVE

RETAIL BUSINESS DEVELOPMENT—ONE BRAND WITH MANY CUSTOMERS



Caterpillar ranks

82

among the 100 most
valuable brands.

Forbes



A FOCUS ON SUSTAINABLE DEVELOPMENT

Leveraging technology and innovation to increase efficiency and productivity with less impact on the environment and helping our customers do the same.



GLOBAL ISSUES: WHY WE GET INVOLVED

Government action can have significant impact on Caterpillar, our employees, customers and communities.





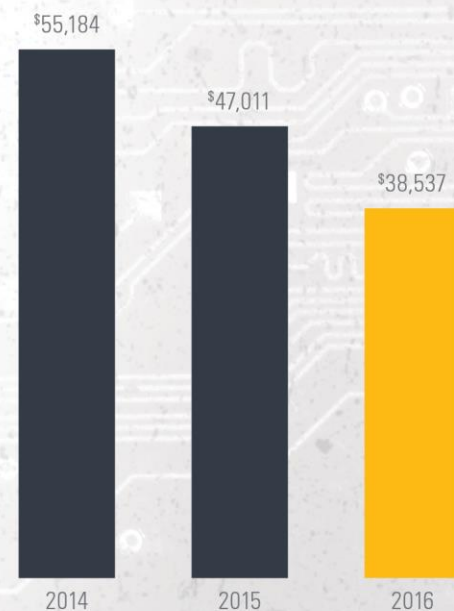
A PROACTIVE COMMUNITY MEMBER

Caterpillar Foundation: turning
the spiral of poverty into a path to
prosperity by investing in education,
environment and basic human needs.

HISTORICAL PERFORMANCE—A LOOK AT 2016

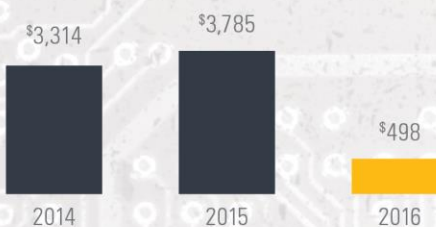
CONSOLIDATED SALES AND REVENUES

(\$ IN MILLIONS)



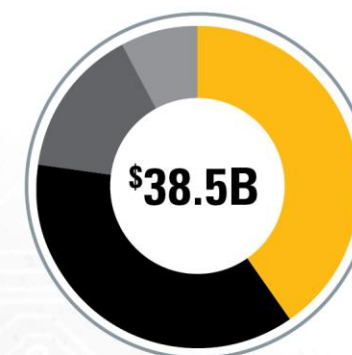
OPERATING PROFIT

(\$ IN MILLIONS)



CONSOLIDATED SALES AND REVENUES BY SEGMENT

(\$ IN MILLIONS)



- Construction Industries / \$15,612
- Energy & Transportation / \$14,411
- Resource Industries / \$5,726
- Financial Products / \$2,993
- All Other/Eliminations / (\$205)

Q2 2017 vs Q2 2016

SALES & REVENUES

(\$ IN BILLIONS)

\$11.3B



PROFIT PER SHARE

(\$ IN DOLLARS)

\$1.49*



* excludes restructuring costs

AYUDAR A LOGRAR UN ÉXITO DURADERO
EN NUESTROS CLIENTES 卓越支持, 成就无限
SEMPRE PRESENTE EM SEU SUCESSO
CHAMPIONS FOR SUCCESS
МЫ ДЕЛАЕМ ВСЁ ДЛЯ ВАШЕГО УСПЕХА
உங்கள் நீடித்த வெற்றிக்கான
சாம்பியன் À VOS CÔTÉS SUR LA
ROUTE DU SUCCÈS DIE BESTEN
FÜR DAUERHAFTEN ERFOLG お客様
が継続的に成功するための強力な支援者

FOR MORE CATERPILLAR
INFORMATION, VISIT
WWW.CATERPILLAR.COM





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