

2017 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	Up 26%	Down 13%	Down 29%	Down 13%	Down 8%
February	Up 39%	Down 3%	Down 21%	Down 10%	Down 1%
March	Up 46%	Down 3%	Down 25%	Down 13%	Up 1%
April	Up 47%	Down 10%	Down 30%	Down 7%	Up 1%
May	Up 49%	Down 6%	Down 15%	Up 2%	Up 8%
June	Up 40%	Down 4%	Up 3%	Up 2%	Up 7%
July	Up 45%	Up 5%	Up 10%	Up 4%	Up 12%
August	Up 44%	Up 8%	Up 11%	Up 1%	Up 11%
September	Up 43%	Up 14%	Up 6%	Up 2%	Up 13%
October	Up 46%	Up 19%	Up 24%	Up 7%	Up 19%
November	Up 43%	Up 32%	Up 48%	Up 12%	Up 26%
December	Up 50%	Up 37%	Up 55%	Up 23%	Up 34%
Machines Retail Statistics - Resource Industries ¹					
Period Ended	Asia/Pacific	EAME	Latin America	North America	World
January	Up 26%	Up 4%	Down 44%	Down 14%	Down 7%
February	Up 1%	Up 16%	Down 39%	Down 12%	Down 7%
March	Down 1%	Up 23%	Down 53%	Down 34%	Down 19%
April	Down 6%	Down 8%	Down 69%	Down 13%	Down 19%
May	Up 34%	Unchanged	Down 50%	Down 3%	Down 3%
June	Up 12%	Up 6%	Down 18%	Down 7%	Down 1%
July	Up 13%	Up 33%	Down 4%	Down 4%	Up 8%
August	Down 8%	Up 53%	Down 11%	Down 9%	Up 5%
September	Down 2%	Up 57%	Down 17%	Down 5%	Up 8%
October	Up 5%	Up 65%	Up 4%	Down 2%	Up 18%
November	Up 9%	Up 86%	Up 68%	Up 5%	Up 35%
December	Up 38%	Up 81%	Up 107%	Up 23%	Up 50%
Machines Retail Statistics - Construction Industries ¹					
Period Ended	Asia/Pacific	EAME	Latin America	North America	World
January	Up 27%	Down 18%	Down 21%	Down 13%	Down 8%
February	Up 52%	Down 9%	Down 9%	Down 9%	Up 2%
March	Up 56%	Down 10%	Down 1%	Down 6%	Up 7%
April	Up 59%	Down 11%	Up 3%	Down 4%	Up 8%
May	Up 52%	Down 7%	Up 9%	Up 4%	Up 11%
June	Up 48%	Down 6%	Up 15%	Up 5%	Up 10%
July	Up 54%	Down 1%	Up 19%	Up 6%	Up 13%
August	Up 61%	Down 2%	Up 24%	Up 3%	Up 12%
September	Up 58%	Up 4%	Up 23%	Up 4%	Up 15%
October	Up 58%	Up 7%	Up 35%	Up 10%	Up 20%
November	Up 52%	Up 17%	Up 40%	Up 14%	Up 25%
December	Up 53%	Up 23%	Up 37%	Up 24%	Up 31%

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	Down 15%	Down 7%	Down 15%	Down 8%	Down 11%
February	Down 13%	Down 11%	Down 15%	Down 3%	Down 9%
March	Down 7%	Down 6%	Down 3%	Up 15%	Up 1%
April	Down 2%	Down 11%	Down 3%	Up 4%	Down 2%
May	Down 10%	Up 4%	Up 9%	Up 13%	Up 4%
June	Down 7%	Up 10%	Down 7%	Up 6%	Up 1%
July	Down 12%	Up 23%	Down 8%	Down 2%	Down 2%
August	Down 5%	Up 25%	Down 2%	Down 11%	Down 3%
September	Down 1%	Up 29%	Up 5%	Up 1%	Up 5%
October	Up 3%	Up 37%	Up 51%	Up 27%	Up 23%
November	Down 7%	Up 30%	Up 35%	Up 43%	Up 23%
December	Up 1%	Up 21%	Up 10%	Up 35%	Up 19%

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.