

2016 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 22%	Down 14%	Down 36%	Down 7%	Down 15%
February	Down 26%	Down 23%	Down 45%	Down 11%	Down 21%
March	Down 14%	Down 8%	Down 34%	Down 8%	Down 13%
April	Down 10%	Down 6%	Down 37%	Down 11%	Down 12%
May	Down 13%	Down 4%	Down 31%	Down 12%	Down 12%
June	Down 7%	Down 4%	Down 38%	Down 12%	Down 12%
July	Down 7%	Down 13%	Down 43%	Down 20%	Down 19%
August	Up 2%	Down 12%	Down 35%	Down 21%	Down 17%
September	Up 3%	Down 17%	Down 23%	Down 23%	Down 18%
October	Up 12%	Down 14%	Down 24%	Down 16%	Down 12%
November	Up 11%	Down 25%	Down 32%	Down 19%	Down 17%
December	Up 19%	Down 21%	Down 34%	Down 14%	Down 12%
Machines Retail Statistics - Resource Industries ¹					
Period Ended	Asia/Pacific	EAME	Latin America	North America	World
January	Down 55%	Down 31%	Down 29%	Down 25%	Down 35%
February	Down 56%	Down 30%	Down 49%	Down 35%	Down 42%
March	Down 55%	Down 16%	Down 26%	Down 5%	Down 25%
April	Down 47%	Down 12%	Down 37%	Down 21%	Down 28%
May	Down 48%	Down 22%	Down 23%	Down 20%	Down 27%
June	Down 28%	Down 24%	Down 41%	Down 31%	Down 30%
July	Down 36%	Down 42%	Down 54%	Down 39%	Down 42%
August	Down 21%	Down 46%	Down 42%	Down 42%	Down 39%
September	Down 20%	Down 47%	Down 25%	Down 42%	Down 37%
October	Up 8%	Down 34%	Down 20%	Down 31%	Down 24%
November	Up 7%	Down 30%	Down 37%	Down 28%	Down 24%
December	Up 11%	Down 18%	Down 42%	Down 4%	Down 10%
Machines Retail Statistics - Construction Industries ¹					
Period Ended	Asia/Pacific	EAME	Latin America	North America	World
January	Down 3%	Down 7%	Down 40%	Down 1%	Down 7%
February	Down 5%	Down 21%	Down 42%	Down 3%	Down 12%
March	Up 7%	Down 6%	Down 40%	Down 9%	Down 8%
April	Up 6%	Down 4%	Down 36%	Down 9%	Down 7%
May	Up 2%	Up 2%	Down 35%	Down 11%	Down 8%
June	Up 1%	Up 3%	Down 36%	Down 8%	Down 6%
July	Up 7%	Down 3%	Down 35%	Down 14%	Down 10%
August	Up 12%	Up 1%	Down 29%	Down 14%	Down 9%
September	Up 14%	Down 4%	Down 22%	Down 17%	Down 10%
October	Up 13%	Down 7%	Down 26%	Down 12%	Down 8%
November	Up 11%	Down 24%	Down 30%	Down 17%	Down 15%
December	Up 21%	Down 22%	Down 30%	Down 16%	Down 12%

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 32%	Down 21%	Down 64%	Down 34%	Down 39%
February	Down 36%	Down 16%	Down 60%	Down 36%	Down 39%
March	Down 23%	Down 12%	Down 64%	Down 51%	Down 41%
April	Down 26%	Down 10%	Down 39%	Down 45%	Down 34%
May	Down 19%	Down 15%	Down 33%	Down 41%	Down 30%
June	Down 24%	Down 19%	Down 4%	Down 35%	Down 26%
July	Down 17%	Down 26%	Down 34%	Down 25%	Down 24%
August	Down 18%	Down 25%	Down 35%	Down 26%	Down 25%
September	Down 26%	Down 28%	Down 44%	Down 15%	Down 25%
October	Down 33%	Down 29%	Down 32%	Down 21%	Down 28%
November	Down 31%	Down 24%	Down 32%	Down 17%	Down 25%
December	Down 26%	Down 17%	Down 20%	Down 20%	Down 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.