

New Machinery Retail Statistics

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

	<u>2016</u>	<u>2015</u>
Waste	3%	2%
Forestry	3%	4%
Paving & Compaction	5%	4%
Industrial	5%	5%
Quarry & Aggregates	11%	10%
Mining	15%	19%
General Construction	21%	19%
Heavy Construction	37%	37%

For purposes of this report, retail sales of highwall miners 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>2016</u>	<u>2015</u>
Transportation	13%	16%
Industrial	16%	13%
Power Gen	32%	30%
Oil & Gas	39%	41%