

# 2018 CATERPILLAR FACT SHEET

Whether paving roads, mining essential commodities or extracting the fuels to satisfy global energy demand, Caterpillar products are helping to build a better world. For more than 90 years, Caterpillar has been making sustainable progress possible and driving positive change on every continent. Caterpillar is the world's leading manufacturer of construction and mining equipment, diesel and natural gas engines, industrial gas turbines and diesel-electric locomotives.

## PRODUCT LINE



Construction



Mining  
Equipment



Diesel & Natural  
Gas Engines



Industrial Gas  
Turbines



Diesel-Electric  
Locomotive

**OUR SOLUTIONS  
HELP OUR  
CUSTOMERS  
BUILD A  
BETTER WORLD.**



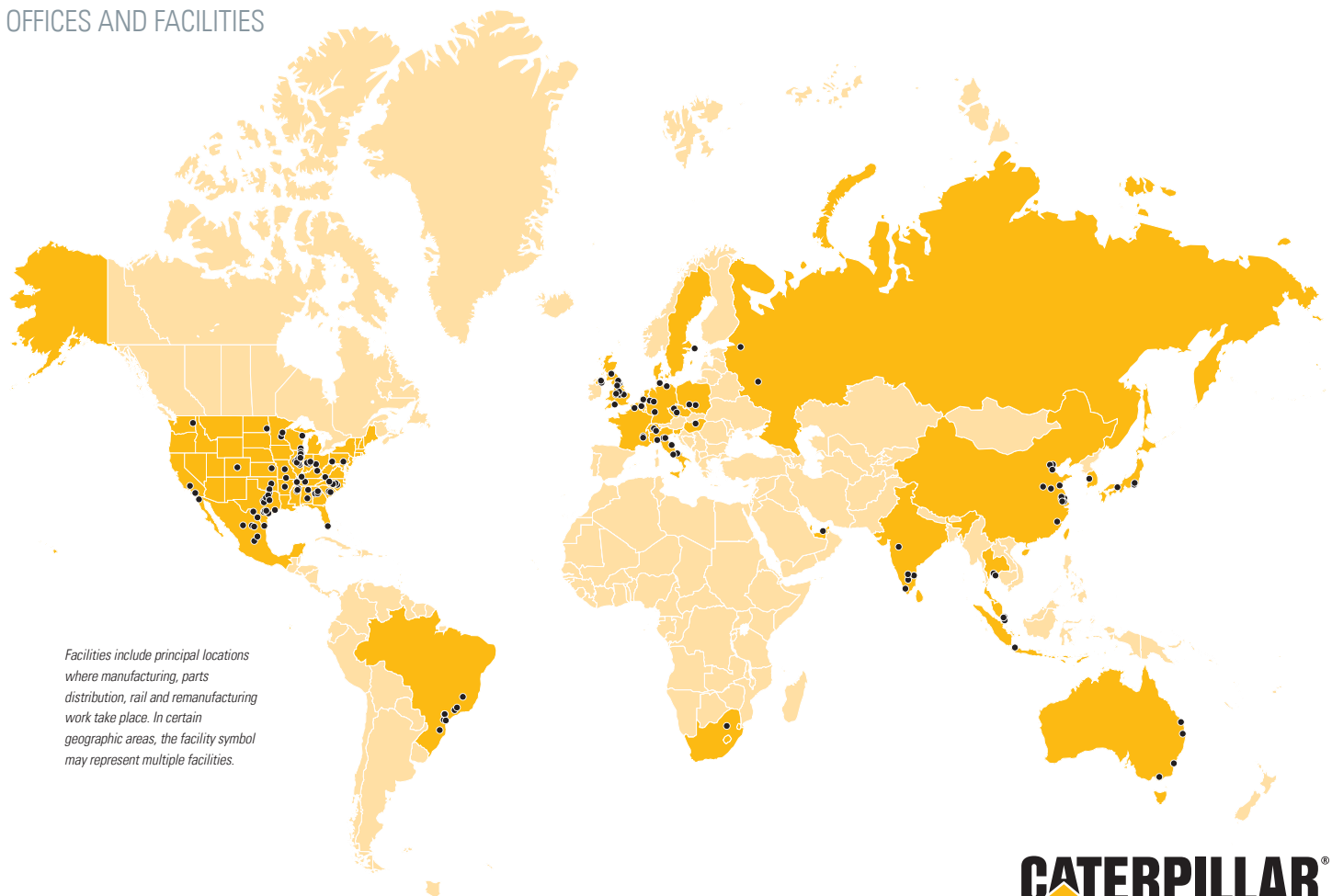
**98,400**  
Full-time Employment\*



**59%**  
Sales and Revenues  
Outside the United States\*

\*Based on 2017 year-end data

## OFFICES AND FACILITIES



*Facilities include principal locations where manufacturing, parts distribution, rail and remanufacturing work take place. In certain geographic areas, the facility symbol may represent multiple facilities.*



## FINANCIAL PERFORMANCE

### CONSOLIDATED SALES AND REVENUES (\$ in millions)



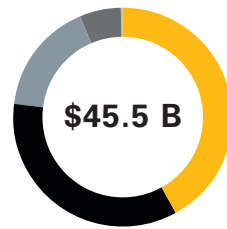
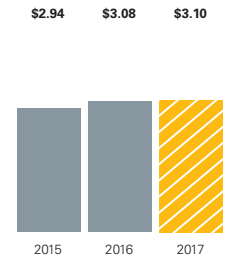
### OPERATING PROFIT (\$ in millions)



### PROFIT PER SHARE



### DIVIDENDS PAID PER SHARE

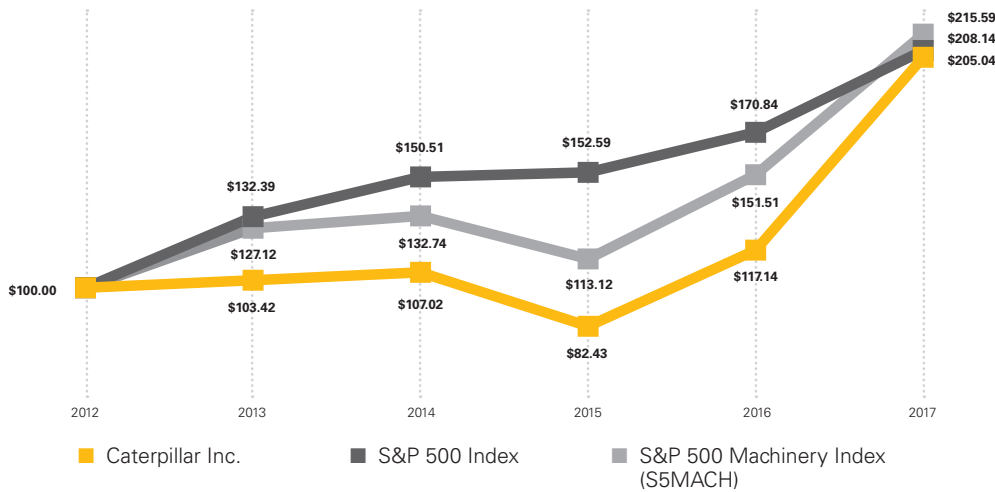


### 2018 CONSOLIDATED SALES AND REVENUES BY SEGMENT (\$ in millions)

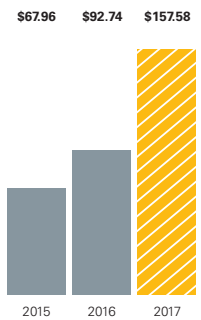
- Construction Industries | \$19,133
- Energy & Transportation | \$15,964
- Resource Industries | \$7,504
- Financial Products | \$2,786
- All Other | \$75

## MARKET PERFORMANCE

### CUMULATIVE STOCKHOLDER RETURN CAT vs. S&P MACHINERY INDEX



### 3-YEAR END CLOSING STOCK PRICE (in dollars)



The graph shows the cumulative shareholder return assuming an investment of \$100.00 on December 31, 2012, and reinvestment of dividends issued thereafter.

## DEALERS OVERVIEW & PERFORMANCE

### GLOBAL CAT® DEALERS



Caterpillar.com

