

## 2018 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 <sup>1</sup>					
Period Ended	Asia/Pacific	EAME	Latin America	North America	World
January	Up 51%	Up 31%	Up 49%	Up 23%	Up 34%
February	Up 41%	Up 30%	Up 39%	Up 30%	Up 33%
March	Up 31%	Up 15%	Up 34%	Up 27%	Up 26%
April	Up 33%	Up 23%	Up 56%	Up 25%	Up 28%
May	Up 36%	Up 16%	Up 43%	Up 20%	Up 24%
June	Up 37%	Up 19%	Up 29%	Up 22%	Up 25%
July	Up 30%	Up 13%	Up 16%	Up 27%	Up 24%
August	Up 28%	Up 9%	Up 18%	Up 29%	Up 23%
September	Up 23%	Up 6%	Up 25%	Up 28%	Up 21%
October	Up 20%	Up 9%	Up 23%	Up 21%	Up 18%
November	Up 15%	Up 11%	Up 14%	Up 20%	Up 16%
December	Up 3%	Up 9%	Up 17%	Up 14%	Up 10%
Machines Retail Statistics - Resource Industries <sup>1</sup>					
Period Ended	Asia/Pacific	EAME	Latin America	North America	World
January	Up 24%	Up 66%	Up 99%	Up 38%	Up 49%
February	Up 60%	Up 58%	Up 57%	Up 62%	Up 60%
March	Up 40%	Up 33%	Up 61%	Up 68%	Up 50%
April	Up 40%	Up 51%	Up 179%	Up 51%	Up 57%
May	Down 3%	Up 42%	Up 124%	Up 37%	Up 35%
June	Up 1%	Up 51%	Up 57%	Up 34%	Up 34%
July	Up 29%	Up 43%	Up 18%	Up 34%	Up 34%
August	Up 77%	Up 13%	Up 43%	Up 30%	Up 35%
September	Up 91%	Up 16%	Up 61%	Up 45%	Up 47%
October	Up 85%	Up 11%	Up 82%	Up 46%	Up 46%
November	Up 81%	Up 12%	Up 49%	Up 66%	Up 47%
December	Up 29%	Unchanged	Up 51%	Up 47%	Up 28%
Machines Retail Statistics - Construction Industries <sup>1</sup>					
Period Ended	Asia/Pacific	EAME	Latin America	North America	World
January	Up 59%	Up 19%	Up 28%	Up 22%	Up 30%
February	Up 36%	Up 20%	Up 30%	Up 25%	Up 27%
March	Up 29%	Up 9%	Up 22%	Up 20%	Up 21%
April	Up 32%	Up 15%	Up 26%	Up 21%	Up 23%
May	Up 42%	Up 9%	Up 18%	Up 17%	Up 22%
June	Up 44%	Up 11%	Up 18%	Up 21%	Up 24%
July	Up 30%	Up 5%	Up 15%	Up 26%	Up 22%
August	Up 19%	Up 8%	Up 8%	Up 30%	Up 21%
September	Up 11%	Up 3%	Up 9%	Up 26%	Up 16%
October	Up 8%	Up 9%	Down 1%	Up 18%	Up 12%
November	Up 5%	Up 10%	Down 3%	Up 13%	Up 9%
December	Down 2%	Up 13%	Unchanged	Up 9%	Up 6%

<sup>1</sup> 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 <sup>2</sup>					
Period Ended	Power Gen	Industrial	Transportation	Oil & Gas	Total
January	Up 8%	Up 13%	Unchanged	Up 27%	Up 16%
February	Up 19%	Up 12%	Up 6%	Up 29%	Up 21%
March	Up 18%	Up 1%	Down 11%	Up 43%	Up 21%
April	Up 3%	Unchanged	Down 25%	Up 43%	Up 14%
May	Up 3%	Down 12%	Down 40%	Up 31%	Up 5%
June	Up 12%	Down 4%	Down 9%	Up 30%	Up 14%
July	Up 12%	Down 8%	Down 4%	Up 24%	Up 11%
August	Up 10%	Down 8%	Up 10%	Up 36%	Up 16%
September	Up 7%	Down 15%	Down 6%	Up 21%	Up 7%
October	Up 13%	Down 11%	Down 27%	Up 20%	Up 7%
November	Up 21%	Down 6%	Down 9%	Up 20%	Up 13%
December	Up 18%	Up 2%	Up 1%	Up 16%	Up 13%

<sup>2</sup> 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.