

## 2019 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                                                           | Down 4%      | Up 5%     | Up 4%         | Up 20%        | Up 9%     |
| February                                                          | Unchanged    | Up 2%     | Up 12%        | Up 13%        | Up 7%     |
| March                                                             | Up 6%        | Down 4%   | Up 22%        | Up 14%        | Up 8%     |
| April                                                             | Up 4%        | Down 6%   | Up 20%        | Up 13%        | Up 7%     |
| May                                                               | Down 4%      | Down 5%   | Up 16%        | Up 15%        | Up 6%     |
| June                                                              | Down 5%      | Down 5%   | Up 11%        | Up 12%        | Up 4%     |
| July                                                              | Down 6%      | Down 1%   | Up 20%        | Up 9%         | Up 4%     |
| August                                                            | Down 8%      | Up 4%     | Up 24%        | Up 6%         | Up 4%     |
| September                                                         | Down 8%      | Up 5%     | Up 16%        | Up 11%        | Up 6%     |
| October                                                           | Down 9%      | Up 2%     | Up 4%         | Up 9%         | Up 3%     |
| November                                                          | Down 4%      | Down 5%   | Down 7%       | Up 5%         | Unchanged |
| December                                                          | Down 5%      | Down 5%   | Down 12%      | Down 4%       | Down 5%   |
| Machines Retail Statistics - Resource Industries <sup>1</sup>     |              |           |               |               |           |
| Period Ended                                                      | Asia/Pacific | EAME      | Latin America | North America | World     |
| January                                                           | Up 23%       | Down 9%   | Up 4%         | Up 44%        | Up 17%    |
| February                                                          | Up 12%       | Down 13%  | Up 18%        | Up 17%        | Up 7%     |
| March                                                             | Up 49%       | Down 16%  | Up 43%        | Up 19%        | Up 17%    |
| April                                                             | Up 45%       | Down 17%  | Up 31%        | Up 29%        | Up 18%    |
| May                                                               | Up 63%       | Down 18%  | Up 11%        | Up 35%        | Up 21%    |
| June                                                              | Up 77%       | Down 21%  | Up 7%         | Up 39%        | Up 23%    |
| July                                                              | Up 50%       | Down 16%  | Up 48%        | Up 36%        | Up 24%    |
| August                                                            | Up 15%       | Up 4%     | Up 53%        | Up 40%        | Up 25%    |
| September                                                         | Down 11%     | Unchanged | Up 31%        | Up 42%        | Up 14%    |
| October                                                           | Down 7%      | Unchanged | Down 8%       | Up 32%        | Up 7%     |
| November                                                          | Up 5%        | Down 16%  | Down 30%      | Up 3%         | Down 6%   |
| December                                                          | Up 12%       | Down 12%  | Down 39%      | Down 11%      | Down 10%  |
| Machines Retail Statistics - Construction Industries <sup>1</sup> |              |           |               |               |           |
| Period Ended                                                      | Asia/Pacific | EAME      | Latin America | North America | World     |
| January                                                           | Down 10%     | Up 12%    | Up 4%         | Up 15%        | Up 7%     |
| February                                                          | Down 2%      | Up 10%    | Up 9%         | Up 13%        | Up 8%     |
| March                                                             | Down 1%      | Up 1%     | Up 11%        | Up 13%        | Up 6%     |
| April                                                             | Down 2%      | Down 1%   | Up 15%        | Up 10%        | Up 4%     |
| May                                                               | Down 12%     | Unchanged | Up 20%        | Up 11%        | Up 2%     |
| June                                                              | Down 18%     | Up 1%     | Up 13%        | Up 7%         | Unchanged |
| July                                                              | Down 18%     | Up 5%     | Up 8%         | Up 4%         | Down 1%   |
| August                                                            | Down 15%     | Up 4%     | Up 9%         | Up 1%         | Down 1%   |
| September                                                         | Down 6%      | Up 7%     | Up 8%         | Up 6%         | Up 4%     |
| October                                                           | Down 10%     | Up 3%     | Up 14%        | Up 6%         | Up 2%     |
| November                                                          | Down 6%      | Unchanged | Up 10%        | Up 7%         | Up 2%     |
| December                                                          | Down 10%     | Down 2%   | Up 7%         | Unchanged     | Down 3%   |

<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 16%    | Down 4%    | Up 23%         | Up 4%     | Up 8%   |
| February                                               | Up 8%     | Down 3%    | Up 10%         | Down 10%  | Down 1% |
| March                                                  | Up 1%     | Up 2%      | Down 12%       | Down 8%   | Down 4% |
| April                                                  | Up 16%    | Up 6%      | Down 6%        | Down 8%   | Up 1%   |
| May                                                    | Up 23%    | Up 8%      | Down 1%        | Down 13%  | Up 1%   |
| June                                                   | Up 27%    | Up 5%      | Down 17%       | Down 7%   | Up 3%   |
| July                                                   | Up 17%    | Up 16%     | Down 23%       | Up 3%     | Up 6%   |
| August                                                 | Up 14%    | Up 19%     | Down 36%       | Up 3%     | Up 4%   |
| September                                              | Up 14%    | Up 35%     | Down 17%       | Down 3%   | Up 6%   |
| October                                                | Up 9%     | Up 18%     | Up 6%          | Down 19%  | Down 4% |
| November                                               | Up 9%     | Up 16%     | Up 36%         | Down 27%  | Down 5% |
| December                                               | Up 3%     | Up 8%      | Up 27%         | Down 16%  | Down 3% |

<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.