**CATERPILLAR®** 

# News

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### FOR IMMEDIATE RELEASE

## Caterpillar to Showcase Innovation on and Beyond the Iron at CONEXPO

LAS VEGAS, Nev. – Caterpillar Inc. (NYSE: CAT) is showcasing its latest products and technology at CONEXPO 2017. Show attendees will have the opportunity to experience two Caterpillar exhibits, totaling nearly 60,000 square feet of floor space and featuring more than 40 machines.

"We want our customers – big and small – to be more successful using our products than our competitors'," said Caterpillar Chief Executive Officer Jim Umpleby. "That means we offer not only great products, but also construction solutions beyond the iron – the technology, data analytics and automation our customers expect and need. CONEXPO is a great opportunity for Caterpillar to showcase the products and solutions our customers use to build the infrastructure that helps improve living standards around the world."

The Caterpillar North Hall exhibit features many new machines which surround a center display dedicated to Cat® Connect Technology and Services. Caterpillar professionals will show customers how the technology and services help control cost, increase fuel efficiency, achieve productivity and enhance safety. The Gold Lot exhibit features compact equipment used in building construction. A handful of large machines displayed in the Gold Lot represent general construction and aggregates product lines.

"We're excited to demonstrate how our Cat Connect Technology and Services are enabling our customers to better manage and track projects, monitor safety and performance and measure productivity," said Bob De Lange, group president of Construction Industries. "Our customers are better equipped than ever to make data-driven decisions faster, resulting in more accurate, safe and efficient operations that help them make more money."

Caterpillar exhibit highlights include:

## Cat Connect Services

Caterpillar and the dealer network have been providing technology-enabled services for years including equipment management and safety services. Adding to the Cat Connect Services portfolio, Caterpillar will display its recently launched productivity services which provide customers information to streamline their operations, control costs, and reduce risk through the deployment of technology and robust data analysis.

## Remote Technology

A Cat D8T dozer located outside of Peoria, Illinois will be controlled remotely from the operator station in the Gold Lot exhibit. Wireless connectivity enables the operator to work from a safe location, whether nearby or far away. A 988K Wheel Loader, equipped with a Cat Command remote operator console will also be shown in the Gold Lot. Additionally, a live demonstration of a skid steer loader powered by Caterpillar's RemoteTask<sup>TM</sup> remote control system will also be conducted in the Gold Lot.

### **New Product Introductions**

Eight Cat machines will make their public debut at CONEXPO, and a half dozen more machines introduced recently will be on display for the first time. The newest Cat machines to be displayed include wheeled excavators (M315F & M317F), wheel loader (950GC), dozer (D6T), articulated truck (745), telehandler (TH514D), a full line of cold planers (PM312, PM825) and B-Series hammers.

### More Customer Choices through Expanded Product Line

From small to large operations and light to heavy applications, Cat customers have more choices to meet the demands of their jobsites. Different by design, Cat GC, Standard and XE

models are built to match productivity and performance to job requirements. The 950 GC wheel loader combines performance and ease of use with reliability at an exceptional value and can be seen side-by-side with the 950M Standard in the Gold Lot exhibit. Also on display is the 972M XE wheel loader in the North Hall built for the most demanding applications and featuring cutting-edge technology. With the introduction of GC, Standard and XE models, Caterpillar has broadened its product line to offer customers a full range of choices when determining the best machine for their business.

CONEXPO 2017 runs Tuesday, March 7, through Saturday, March 11 and is expected to draw more than 130,000 industry customers. Hundreds of dealer personnel and Caterpillar employees will host thousands of customers and business partners during North America's largest construction trade show, which is held only once every three years.

## About Caterpillar

For more than 90 years, Caterpillar Inc. has been making sustainable progress possible and driving positive change on every continent. Customers turn to Caterpillar to help them develop infrastructure, energy and natural resource assets. With 2016 sales and revenues of \$38.537 billion, Caterpillar is the world's leading manufacturer of construction and mining equipment, diesel and natural gas engines, industrial gas turbines and diesel-electric locomotives. The company principally operates through its three product segments - Construction Industries, Resource Industries and Energy & Transportation - and also provides financing and related services through its Financial Products segment. For more information, visit <u>caterpillar.com</u>. To connect with us on social media, visit <u>caterpillar.com/social-media</u>.

#### **Forward-looking Statements**

Certain statements in this press release relate to future events and expectations and are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Words such as "believe," "estimate," "will be," "will," "would," "expect," "anticipate," "plan," "project," "intend," "could," "should" or other similar words or expressions often identify forward-looking statements. All statements other than statements of historical fact are forward-looking statements, including, without limitation, statements regarding our outlook, projections, forecasts or trend descriptions. These statements do not guarantee future performance and speak only as of the date they are made, and we do not undertake to update our forward-looking statements.

Caterpillar's actual results may differ materially from those described or implied in our forward-looking statements based on a number of factors, including, but not limited to: (i) global and regional economic conditions and economic conditions in the industries we serve; (ii) commodity price changes, material price increases, fluctuations in demand for our products or significant shortages of material; (iii) government monetary or fiscal policies; (iv) political and economic risks, commercial instability and events beyond our control in the countries in which we operate; (v) our ability to develop, produce and market quality products that meet our customers' needs; (vi) the impact of the highly competitive environment in which we operate on our sales and pricing; (vii) information technology security threats and computer crime; (viii) additional restructuring costs or a failure to realize anticipated savings or benefits from past or future cost reduction actions; (ix) failure to realize all of the anticipated benefits from initiatives to increase our productivity, efficiency and cash flow and to reduce costs; (x) inventory management decisions and sourcing practices of our dealers and our OEM customers; (xi) a failure to realize, or a delay in realizing, all of the anticipated benefits of our acquisitions, joint ventures or divestitures; (xii) union disputes or other employee relations issues; (xiii) adverse effects of unexpected events including natural disasters; (xiv)

disruptions or volatility in global financial markets limiting our sources of liquidity or the liquidity of our customers, dealers and suppliers; (xv) failure to maintain our credit ratings and potential resulting increases to our cost of borrowing and adverse effects on our cost of funds, liquidity, competitive position and access to capital markets; (xvi) our Financial Products segment's risks associated with the financial services industry; (xvii) changes in interest rates or market liquidity conditions; (xviii) an increase in delinquencies, repossessions or net losses of Cat Financial's customers; (xix) currency fluctuations; (xx) our or Cat Financial's compliance with financial and other restrictive covenants in debt agreements; (xxii) increased pension plan funding obligations; (xxii) alleged or actual violations of trade or anti-corruption laws and regulations; (xxiii) international trade policies and their impact on demand for our products and our competitive position; (xxiv) additional tax expense or exposure; (xxv) significant legal proceedings, claims, lawsuits or government investigations; (xxvii) new regulations or changes in financial services regulations; (xxvii) compliance with environmental laws and regulations; and (xxviii) other factors described in more detail in Caterpillar's Forms 10-Q, 10-K and other filings with the Securities and Exchange Commission.