



CATERPILLAR INC. OVERVIEW

CATERPILLAR®



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 forwardlooking 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; (xxi) 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, including the impact of U.S. tax reform; (xxv) significant legal proceedings, claims, lawsuits or government investigations; (xxvi) 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.

A reconciliation of non-GAAP financial information referenced in this presentation can be found in our press release describing 2018 first-quarter financial results which is available on our website at www.caterpillar.com/earnings.



OUR SOLUTIONS HELP OUR CUSTOMERS BUILD A BETTER WORLD.



Our Strategy

With our Values as a foundation and the Operating & Execution Model as a guide, we develop a deep understanding of our customers needs, and along with our partners deliver industry leading products and services.

This focus allows **our solutions to help our customers build a better world**, and allows us to deliver profitable growth for our stakeholders.



How we act and manage



Our Values in Action

Our Values in Action define what we stand for and how we conduct ourselves with our customers, partners and one another.



Operating & Execution Model

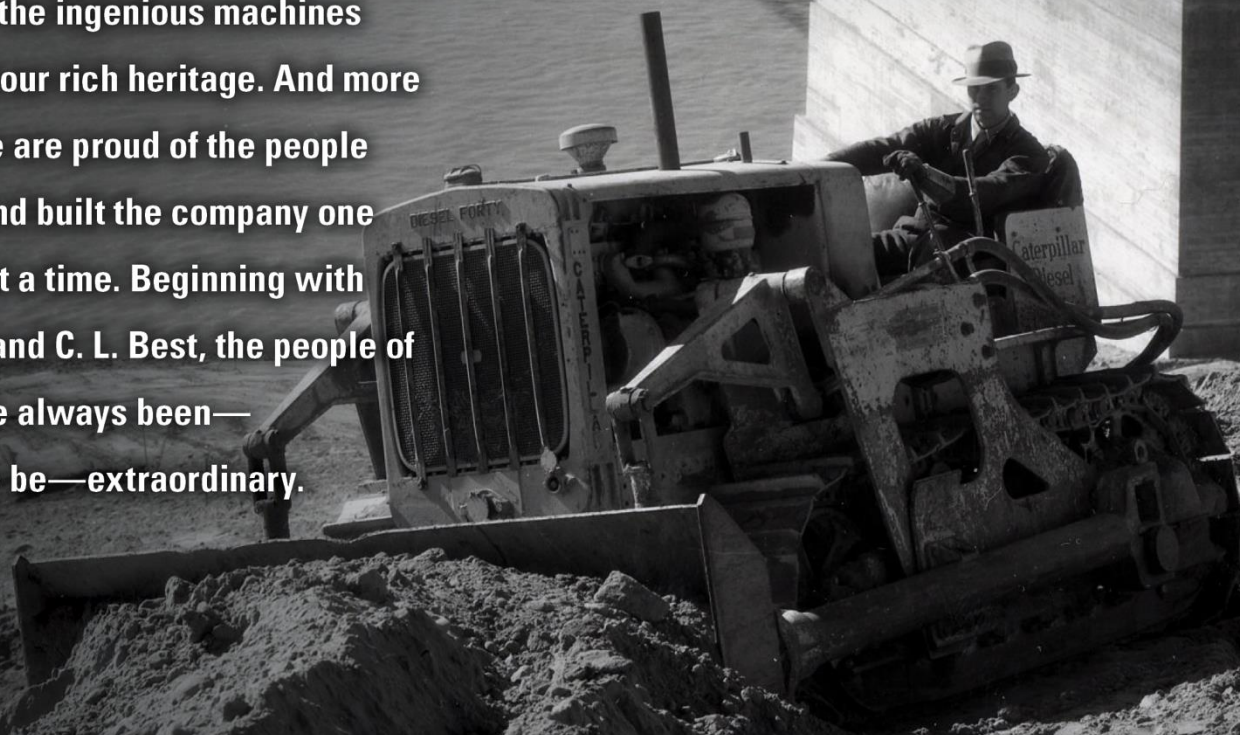
The Operating & Execution Model is our guide to understanding where and why we are profitable, which leads to smart and quick decisions, strategic resource allocation and profitable growth.



COMPANY HISTORY

The history of Caterpillar is all about doing: creating, building, problem solving, innovating, testing, servicing and improving.

We're proud of the ingenious machines that are part of our rich heritage. And more importantly, we are proud of the people who founded and built the company one breakthrough at a time. Beginning with Benjamin Holt and C. L. Best, the people of Caterpillar have always been—and continue to be—extraordinary.





CONSTRUCTION INDUSTRIES
HELPING OUR CUSTOMERS BUILD
WHAT THE WORLD NEEDS.



RESOURCE INDUSTRIES

**MAKING IT POSSIBLE FOR CUSTOMERS
TO MINE AND HARVEST RESOURCES,
SUCH AS COAL, IRON ORE AND LUMBER,
IN A PROFITABLE AND SUSTAINABLE WAY.**

A large offshore oil rig is silhouetted against a dramatic, cloudy sky at sunset. The rig's complex lattice structure and various cranes are visible. In the distance, another smaller offshore platform is visible on the horizon. The overall scene conveys a sense of industrial scale and energy production.

ENERGY & TRANSPORTATION
FOCUSED ON MEETING THE
WORLD'S INCREASING ENERGY
AND TRANSPORTATION NEEDS.

CUSTOMER & DEALER SUPPORT
**STRENGTHENING CATERPILLAR'S
PRODUCT SUPPORT EXCELLENCE
BY BRINGING A STRONG FOCUS
TO CAT® BRANDED PARTS AND
CUSTOMER SERVICE AND DELIVERING
OUTSTANDING DEALER DEVELOPMENT.**





FINANCIAL PRODUCTS & CORPORATE SERVICES

**FINDING WAYS TO SUSTAIN FINANCIALLY
SOUND RELATIONSHIPS WITH DEALERS,
CUSTOMERS AND SUPPLIERS.**



59%
SALES & REVENUES OUTSIDE OF THE UNITED STATES





CONSTRUCTION INDUSTRIES



1.4M

active construction machines
globally



RESOURCE INDUSTRIES



>500M

tons have safely
been moved with
autonomous trucks



ENERGY & TRANSPORTATION



6M+

tons of scrap metal
recycled through
remanufacturing
and repair processes



CUSTOMER & DEALER SUPPORT



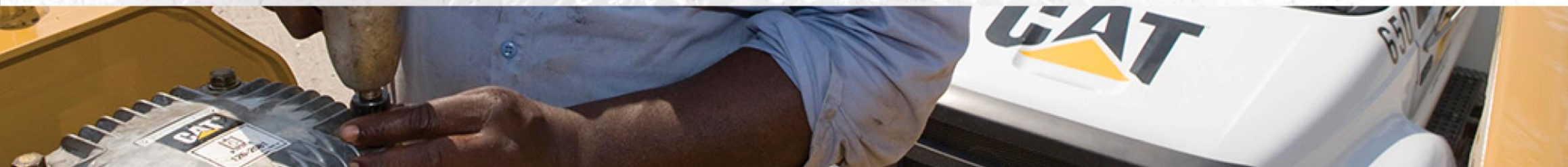
~550K

connected assets



171 DEALERS

SERVING 192 COUNTRIES





28,000
SUPPLIERS



CURRENT BRAND PORTFOLIO—21 BRANDS



RETAIL BUSINESS DEVELOPMENT—ONE BRAND WITH MANY CUSTOMERS



Forbes

Caterpillar ranks
82
among the 100
most valuable
brands in 2017.

89

Caterpillar's
rank amongst
Interbrand's
Top 100 global
brands.

Interbrand

FORTUNE

Caterpillar is
#74
among Fortune
100 companies
and **one of the 30**
on the Dow Jones
Industrial Average.

Caterpillar
named to
Dow Jones
Sustainability
Indices (2017).



Dow Jones
Sustainability Indexes



THE VALUE OF SUSTAINABILITY

We are committed to building a better world.

Sustainability is part of who we are and what we do every single day. We recognize progress involves a balance of **environmental stewardship, social responsibility** and **economic growth**.

GLOBAL ISSUES: WHY WE GET INVOLVED

Government action can have significant impact on Caterpillar, our employees, customers and communities.



A group of young students in a classroom, many with their hands raised, suggesting an active learning environment. The students are wearing red and white uniforms. The background is slightly blurred, focusing attention on the students in the foreground.

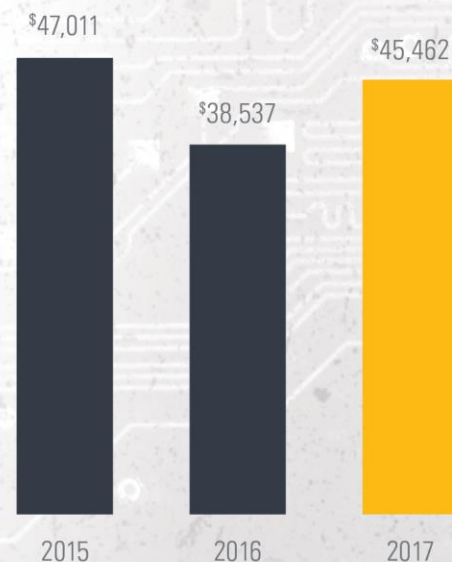
A PROACTIVE COMMUNITY MEMBER

Caterpillar Foundation: turning
the spiral of poverty into a path to
prosperity by investing in education,
environment and basic human needs.

HISTORICAL PERFORMANCE—A LOOK AT 2017

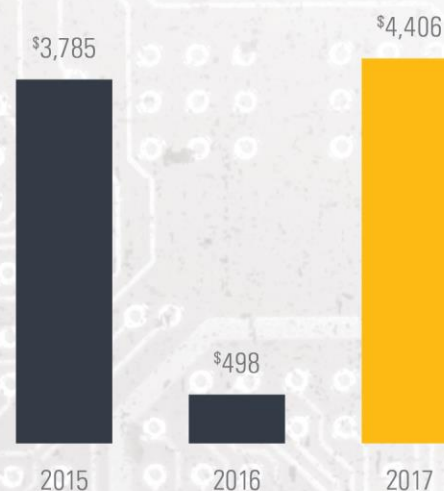
CONSOLIDATED SALES AND REVENUES

(\$ IN MILLIONS)



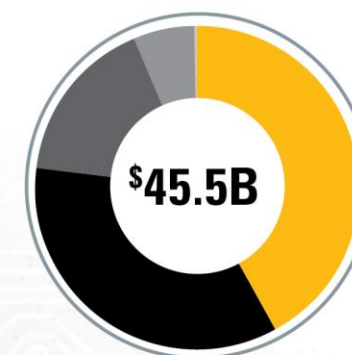
OPERATING PROFIT

(\$ IN MILLIONS)



CONSOLIDATED SALES AND REVENUES BY SEGMENT

(\$ IN MILLIONS)



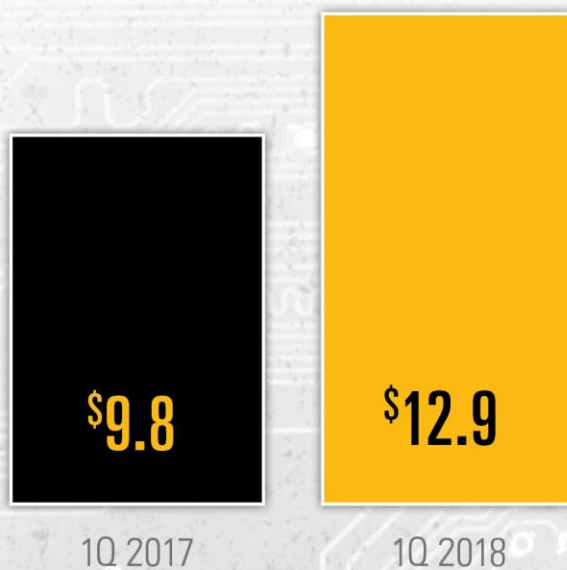
- Construction Industries / \$19,133
- Energy & Transportation / \$15,964
- Resource Industries / \$7,504
- Financial Products / \$2,786
- All Other/Eliminations / \$75

1Q 2018 vs 1Q 2017

SALES & REVENUES

(\$ IN BILLIONS)

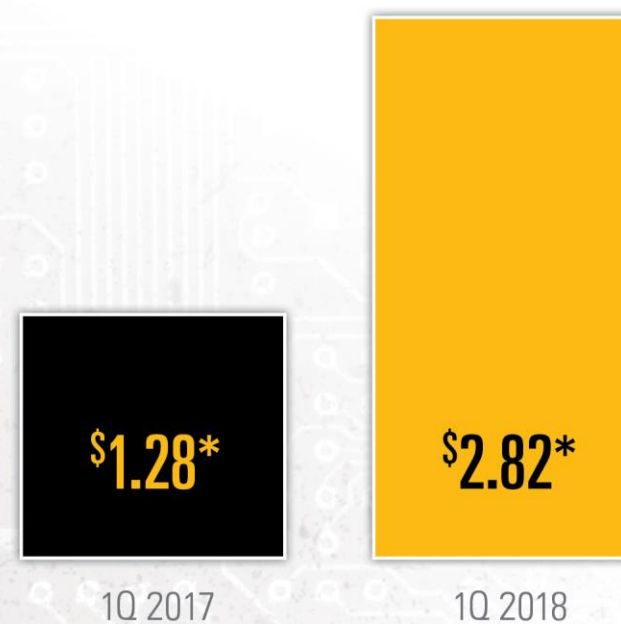
\$12.9B



ADJUSTED PROFIT PER SHARE

(\$ IN DOLLARS)

\$2.82*



*Adjusted profit per share for 2018 and 2017 excludes restructuring costs.

AYUDAR A LOGRAR UN ÉXITO DURADERO
EN NUESTROS CLIENTES 卓越支持, 成就无限
SEMPRE PRESENTE EM SEU SUCESSO
CHAMPIONS FOR SUCCESS
МЫ ДЕЛАЕМ ВСЁ ДЛЯ ВАШЕГО УСПЕХА
உங்கள் நீடித்த வெற்றிக்கான
சாம்பியன் À VOS CÔTÉS SUR LA
ROUTE DU SUCCÈS DIE BESTEN
FÜR DAUERHAFTEN ERFOLG お客様
が継続的に成功するための強力な支援者

FOR MORE CATERPILLAR
INFORMATION, VISIT
WWW.CATERPILLAR.COM





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