

CATERPILLAR FACT SHEET | BASED ON YEAR-END 2017 DATA

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
Equipment



Mining
Equipment



Diesel & Natural
Gas Engines



Industrial Gas
Turbines



Diesel-Electric
Locomotives

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



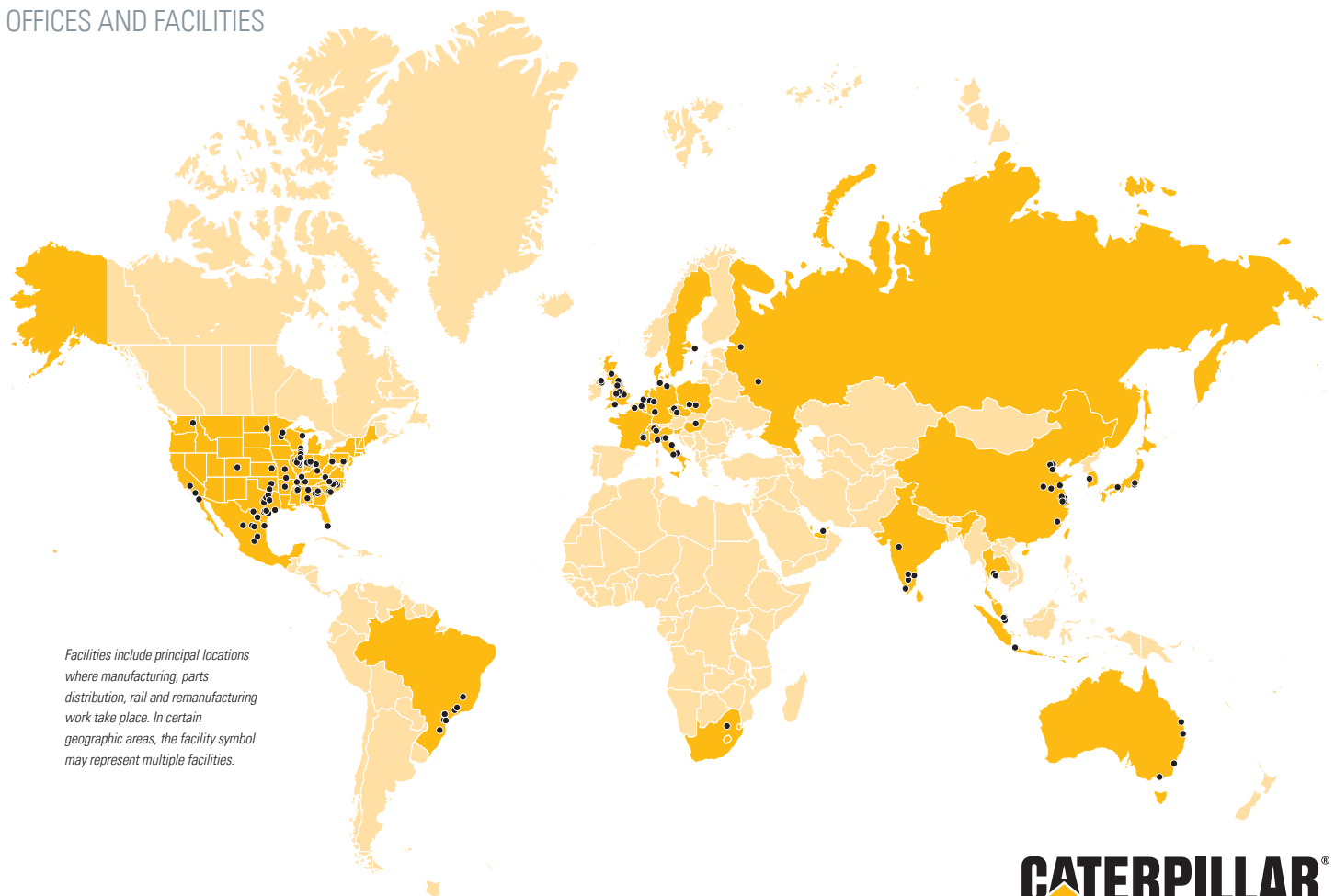
98,400
Full-time Employment*



59%
Sales and Revenues
Outside the United States*

*Based on 2017 year-end data

OFFICES AND FACILITIES



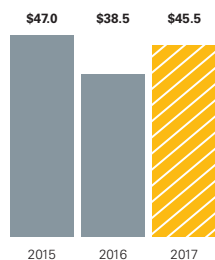
Facilities include principal locations where manufacturing, parts distribution, rail and remanufacturing work take place. In certain geographic areas, the facility symbol may represent multiple facilities.

CATERPILLAR®

FINANCIAL PERFORMANCE

CONSOLIDATED SALES AND REVENUES

(\$ in billions)



OPERATING PROFIT

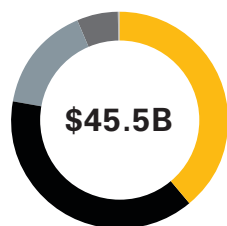
(\$ in billions)



PROFIT PER SHARE



DIVIDENDS PAID PER SHARE



2017 TOTAL SALES AND REVENUES BY SEGMENT*

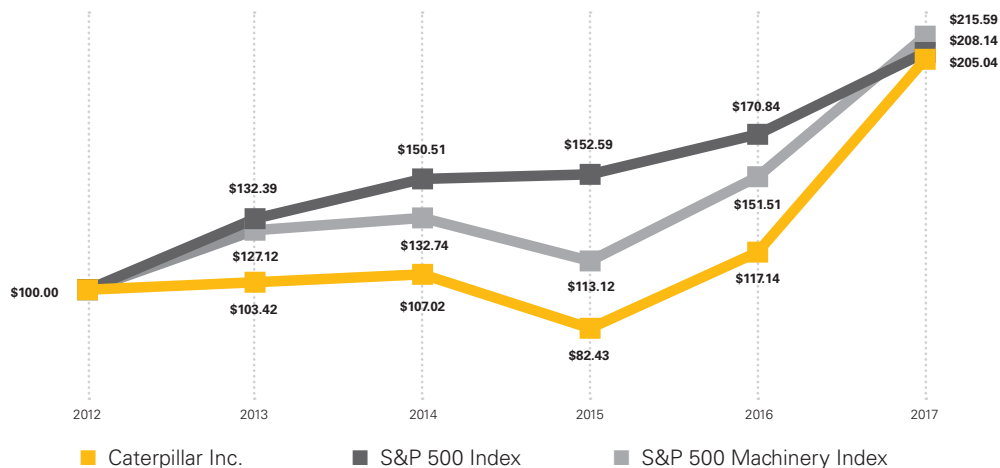
(\$ in billions)

- Energy & Transportation | \$19.382
- Construction Industries | \$19.240
- Resource Industries | \$7.861
- Financial Products | \$3.093
- All Other/Eliminations | (\$4.114)

*Includes Inter-Segment

MARKET PERFORMANCE

TOTAL CUMULATIVE SHAREHOLDER RETURN FOR FIVE-YEAR PERIOD ENDING DECEMBER 31, 2017



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



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