

2020 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 ¹					
Period Ended	Asia/Pacific	EAME	Latin America	North America	World
January	Down 2%	Down 5%	Down 2%	Down 11%	Down 7%
February	Down 17%	Down 4%	Down 4%	Down 12%	Down 11%
March	Down 22%	Down 4%	Down 7%	Down 20%	Down 17%
April	Down 17%	Down 15%	Down 28%	Down 27%	Down 22%
May	Down 1%	Down 14%	Down 31%	Down 36%	Down 23%
June	Up 7%	Down 9%	Down 22%	Down 40%	Down 23%
July	Up 5%	Down 2%	Down 11%	Down 38%	Down 20%
August	Down 1%	Down 4%	Down 16%	Down 35%	Down 20%
September					
October					
November					
December					

Machines Retail Statistics - Resource Industries ¹					
Period Ended	Asia/Pacific	EAME	Latin America	North America	World
January	Up 31%	Down 10%	Down 15%	Down 23%	Down 7%
February	Up 20%	Down 9%	Down 17%	Down 17%	Down 7%
March	Up 5%	Up 3%	Down 26%	Down 26%	Down 12%
April	Down 26%	Unchanged	Down 44%	Down 30%	Down 24%
May	Down 9%	Up 12%	Down 36%	Down 39%	Down 21%
June	Down 14%	Up 21%	Down 18%	Down 46%	Down 21%
July	Down 7%	Up 25%	Down 21%	Down 49%	Down 19%
August	Down 17%	Up 10%	Down 45%	Down 50%	Down 27%
September					
October					
November					
December					

Machines Retail Statistics - Construction Industries ¹					
Period Ended	Asia/Pacific	EAME	Latin America	North America	World
January	Down 12%	Down 3%	Up 5%	Down 6%	Down 6%
February	Down 28%	Down 2%	Up 4%	Down 9%	Down 11%
March	Down 28%	Down 7%	Up 5%	Down 18%	Down 18%
April	Down 14%	Down 20%	Down 18%	Down 26%	Down 21%
May	Up 2%	Down 23%	Down 28%	Down 35%	Down 23%
June	Up 14%	Down 18%	Down 25%	Down 38%	Down 23%
July	Up 10%	Down 11%	Down 5%	Down 35%	Down 20%
August	Up 6%	Down 9%	Up 5%	Down 31%	Down 17%
September					
October					
November					
December					

¹ 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 ²					
Period Ended	Power Gen	Industrial	Transportation	Oil & Gas	Total
January	Down 1%	Up 7%	Up 17%	Down 11%	Down 2%
February	Down 5%	Up 1%	Down 13%	Down 3%	Down 4%
March	Up 2%	Down 13%	Down 11%	Down 23%	Down 12%
April	Down 5%	Down 26%	Down 26%	Down 26%	Down 19%
May	Down 10%	Down 32%	Down 33%	Down 12%	Down 17%
June	Unchanged	Down 40%	Down 47%	Down 18%	Down 18%
July	Up 8%	Down 43%	Down 26%	Down 19%	Down 16%
August	Up 14%	Down 42%	Down 20%	Down 30%	Down 17%
September					
October					
November					
December					

² 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.