

FINANCIAL REVIEW

FIRST QUARTER 2026

APRIL 30, 2026



FORWARD-LOOKING STATEMENTS

Certain statements in this financial review 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,” “forecast,” “target,” “guide,” “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) international trade policies and their impact on demand for our products and our competitive position, including the imposition of new tariffs or changes in existing tariff rates; (vi) our ability to develop, produce and market quality products that meet our customers’ needs; (vii) the impact of the highly competitive environment in which we operate on our sales and pricing; (viii) information technology security threats and computer crime; (ix) inventory management decisions and sourcing practices of our dealers and our OEM customers; (x) a failure to realize, or a delay in realizing, all of the anticipated benefits of our acquisitions, joint ventures or divestitures; (xi) union disputes or other employee relations issues; (xii) adverse effects of unexpected events; (xiii) disruptions or volatility in global financial markets limiting our sources of liquidity or the liquidity of our customers, dealers and suppliers; (xiv) 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; (xv) our Financial Products segment’s risks associated with the financial services industry; (xvi) changes in interest rates or market liquidity conditions; (xvii) an increase in delinquencies, repossessions or net losses of Cat Financial’s customers; (xviii) currency fluctuations; (xix) our or Cat Financial’s compliance with financial and other restrictive covenants in debt agreements; (xx) increased pension plan funding obligations; (xxi) alleged or actual violations of trade or anti-corruption laws and regulations; (xxii) additional tax expense or exposure, including the impact of U.S. tax reform; (xxiii) significant legal proceedings, claims, lawsuits or government investigations; (xxiv) new regulations or changes in financial services regulations; (xxv) compliance with environmental laws and regulations; (xxvi) catastrophic events, including global pandemics such as the COVID-19 pandemic; and (xxvii) 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 can be found in our press release describing first-quarter 2026 financial results which is available on our website at www.caterpillar.com/earnings.

FINANCIAL RESULTS

First Quarter 2026 vs. First Quarter 2025

	1Q 2026	
Sales & Revenues	\$17.4B	▲ +22%
Operating Profit	\$3.1B	▲ +20%
<i>Adjusted Operating Profit¹</i>	<i>\$3.1B</i>	<i>▲ +20%</i>
Profit Per Share²	\$5.47	▲ +30%
<i>Adjusted Profit Per Share^{2,3}</i>	<i>\$5.54</i>	<i>▲ +30%</i>
MP&E Operating Cash Flow	\$1.3B	▲ +41%
<i>MP&E Free Cash Flow⁴</i>	<i>\$0.6B</i>	<i>▲ +161%</i>

SALES & REVENUES
\$17.4B, UP 22% YEAR OVER YEAR

RECORD BACKLOG LEVEL
\$63B, UP 79% YEAR OVER YEAR

STRONG BALANCE SHEET AND MP&E FREE CASH FLOW⁴
DEPLOYED \$5.7B TO SHAREHOLDERS

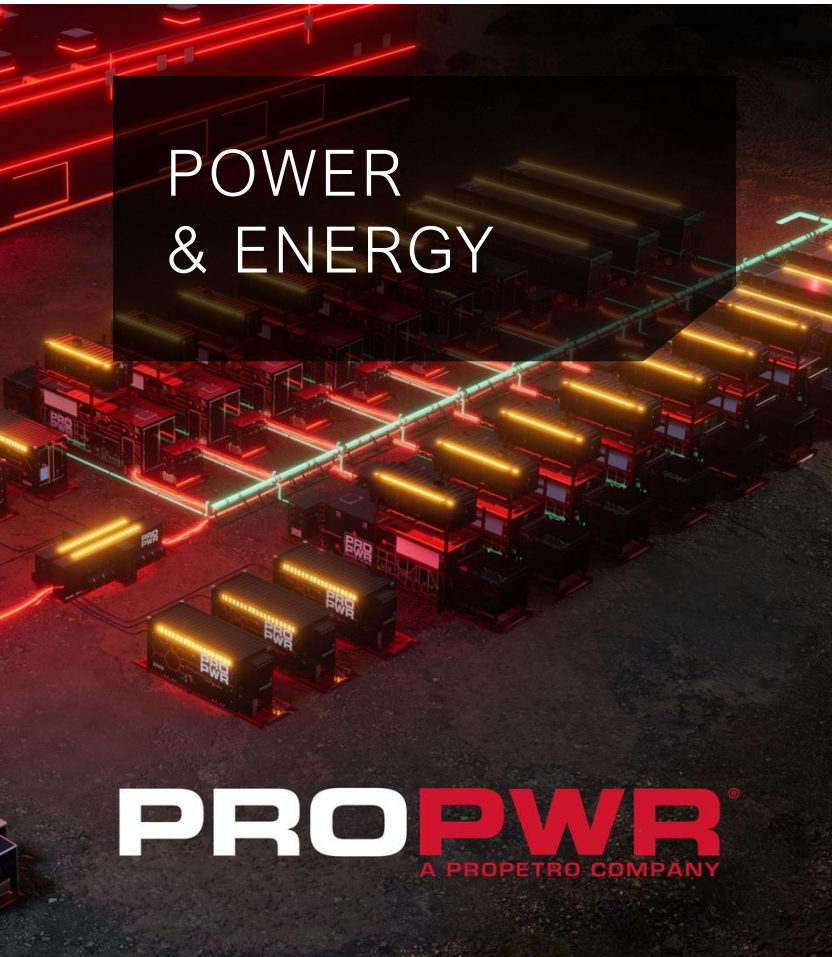
¹ Adjusted operating profit is a non-GAAP measure and a reconciliation to the most directly comparable GAAP measure is included in the appendix.

² Profit per share and adjusted profit per share in the first quarter of 2026 included a favorable adjustment to our tariff costs of about \$0.31 per share, and a discrete tax benefit of \$0.15 per share. Profit per share and adjusted profit per share in the first quarter of 2025 included a discrete tax benefit of \$0.04 per share.

³ First-quarter 2026 adjusted profit per share excluded restructuring costs of \$0.07 per share. First-quarter 2025 adjusted profit per share excluded restructuring costs of \$0.05 per share.

⁴ Machinery, Power & Energy (MP&E) free cash flow represents MP&E operating cash flow less capital expenditures, excluding discretionary pension contributions. A reconciliation of MP&E net cash provided by operating activities to MP&E free cash flow is included in the appendix.

SEGMENT HIGHLIGHTS



FULL YEAR 2026 OUTLOOK

SALES & REVENUES
**LOW DOUBLE-DIGIT
GROWTH**

ADJUSTED OPERATING
PROFIT MARGIN¹
**NEAR THE BOTTOM
OF TARGET RANGE²**

MP&E FREE CASH FLOW³
**HIGHER
THAN 2025**

¹ Adjusted operating profit margin is a non-GAAP measure and a reconciliation to the most directly comparable GAAP measure is included in the appendix.

² Target range was given at Caterpillar's 2025 Investor Day. Caterpillar communicated an adjusted operating profit margin target range relative to the corresponding level of sales and revenues.

³ MP&E free cash flow represents MP&E operating cash flow less capital expenditures, excluding discretionary pension contributions. A reconciliation of MP&E net cash provided by operating activities to MP&E free cash flow is included in the appendix.

STRATEGY UPDATE

Continued Disciplined Investment to Meet Our Customers' Needs

ANNOUNCED TODAY



~3x

LARGE ENGINE CAPACITY¹

Compared to 2024

4-5%

MACHINERY, POWER & ENERGY CAPEX

Average of MP&E Sales through 2030

	2030 GROWTH TARGETS ²	UPDATED 2030 GROWTH TARGETS
Enterprise Sales & Revenues <i>2024 through 2030</i>	5-7% CAGR ³	6-9% CAGR ³
Power Generation Sales <i>Compared to 2024 levels</i>	>2.0x	>3.0x

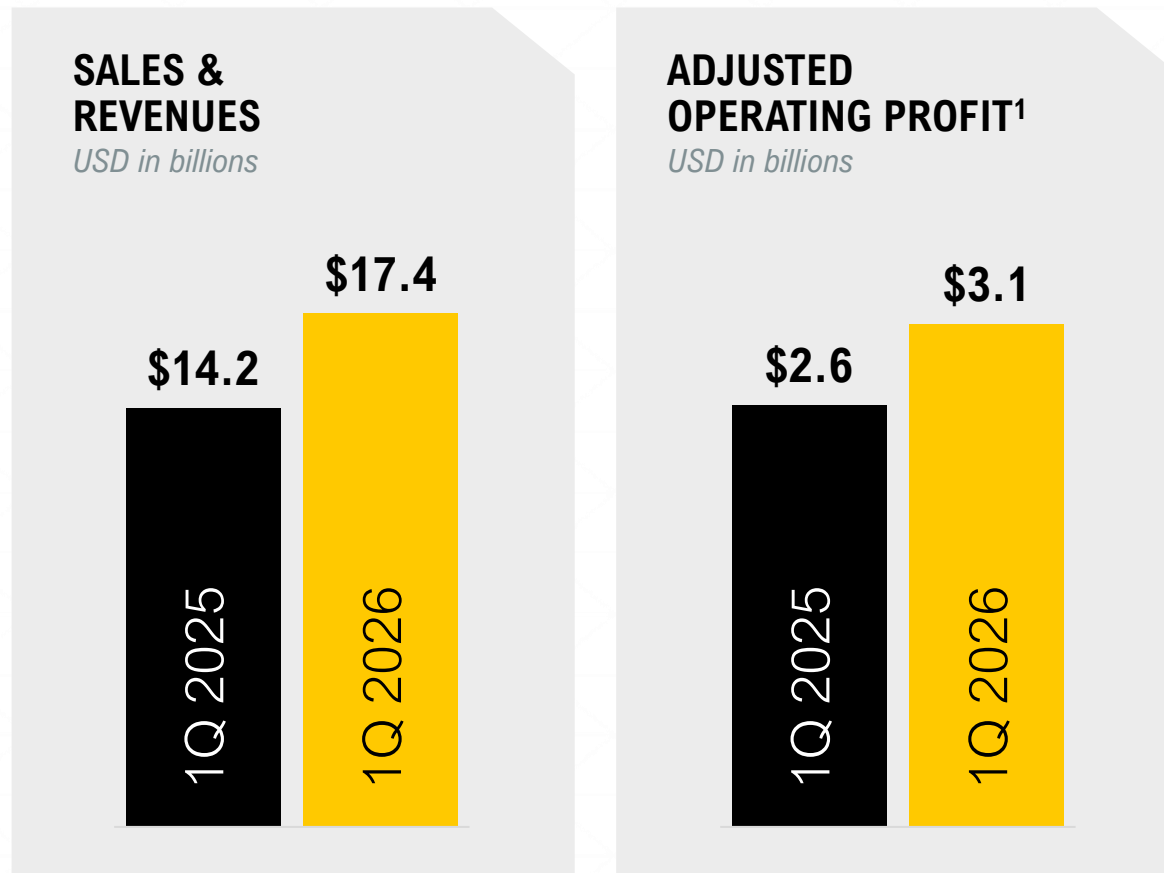
¹ Large reciprocating engine capacity increasing from 2 times 2024 levels, announced at Caterpillar's 2025 Investor Day, to nearly 3 times 2024 levels.

² Targets announced at Caterpillar's Investor Day, November 4, 2025.

³ CAGR target assumes stable economic conditions.

FINANCIAL RESULTS SUMMARY

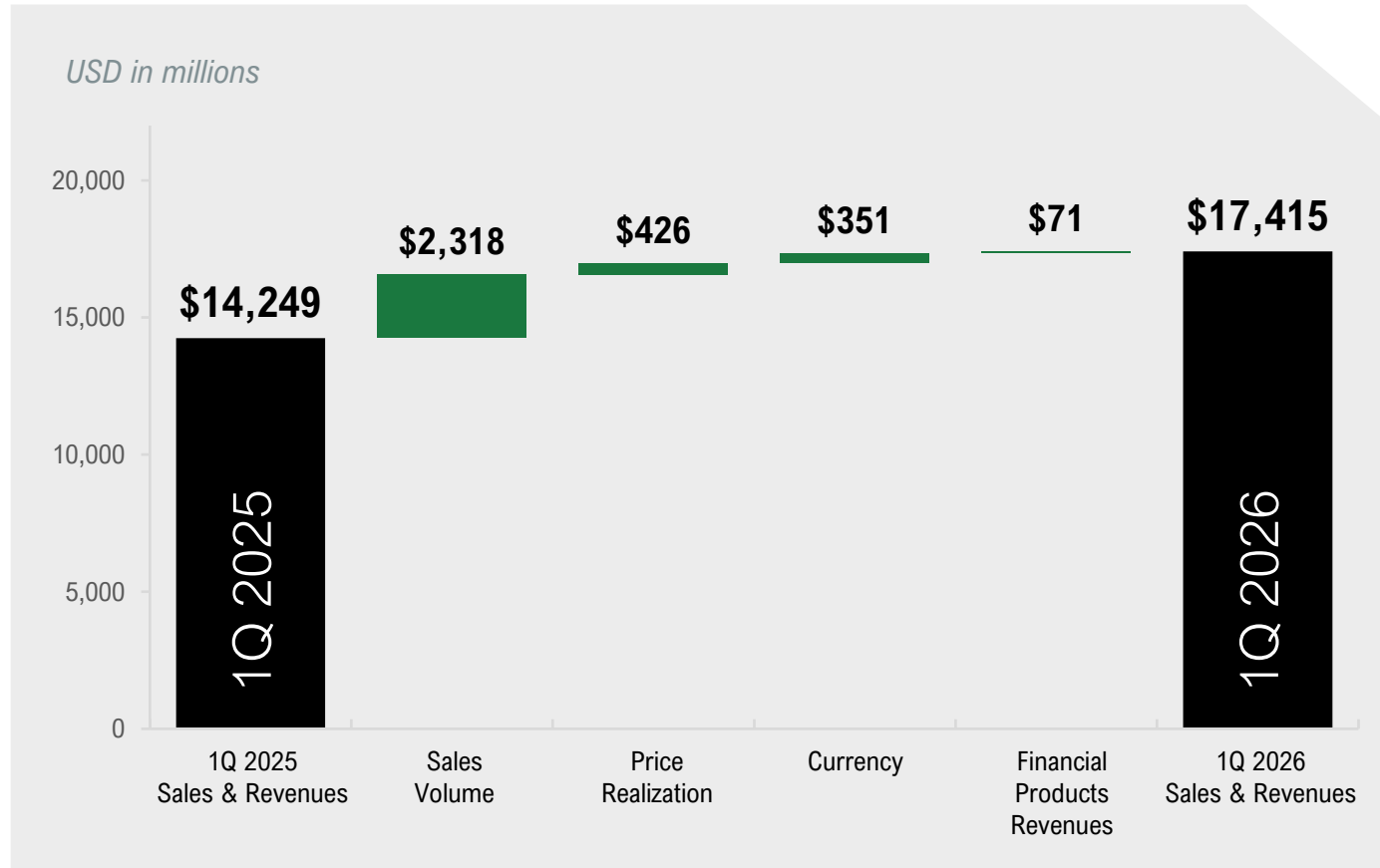
First Quarter 2026 vs. First Quarter 2025



¹ Adjusted operating profit is a non-GAAP measure and a reconciliation to the most directly comparable GAAP measure is included in the appendix.

CONSOLIDATED SALES & REVENUES

First Quarter 2026 vs. First Quarter 2025

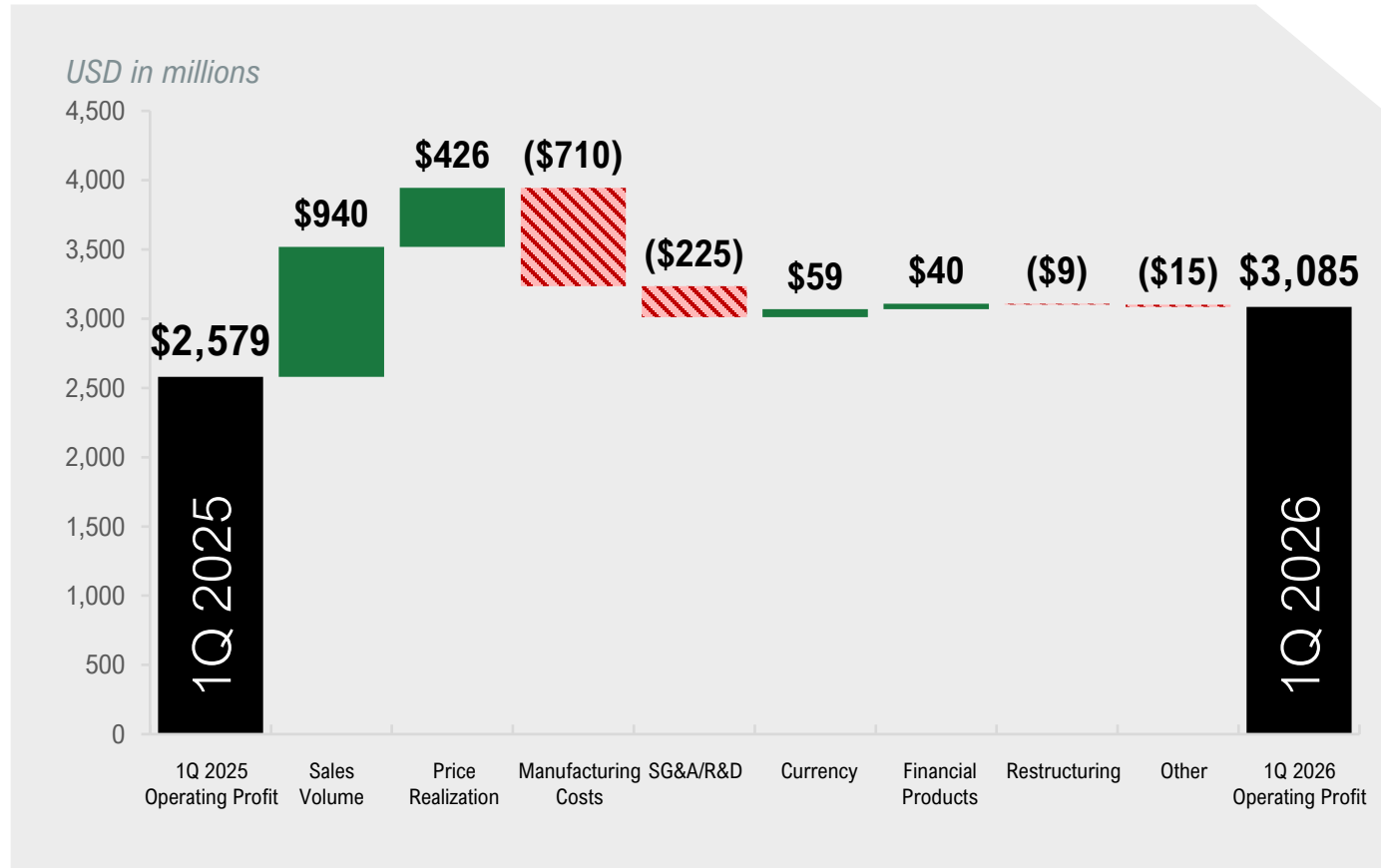


SALES & REVENUES INCREASED \$3.166B OR 22%

- Higher sales volume
- Favorable impact from changes in dealer inventories
- Higher sales of equipment to end users
- Favorable price realization

CONSOLIDATED OPERATING PROFIT

First Quarter 2026 vs. First Quarter 2025



OPERATING PROFIT INCREASED \$506M OR 20%

- Favorable impact of higher sales volume
- Favorable price realization
- Unfavorable manufacturing costs
 - Largely reflected impact of higher tariff costs
- Higher SG&A and R&D expenses
 - Higher compensation expenses

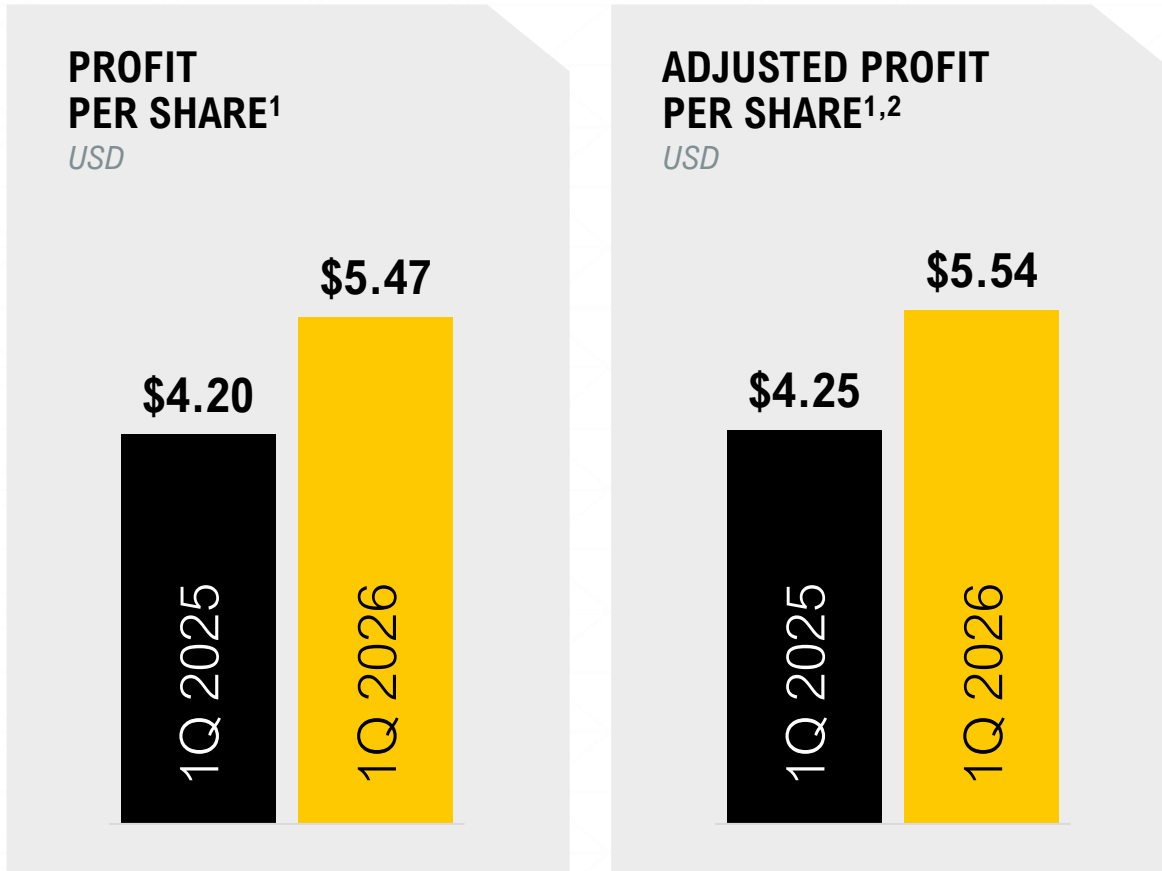
Operating Profit Margin 17.7%

Adjusted Operating Profit Margin¹ 18.0%

¹ Adjusted operating profit margin is a non-GAAP measure and a reconciliation to the most directly comparable GAAP measure is included in the appendix.

PROFIT PER SHARE

First Quarter 2026 vs. First Quarter 2025



¹ Profit per share and adjusted profit per share in the first quarter of 2026 included a favorable adjustment to our tariff costs of about \$0.31 per share, and a discrete tax benefit of \$0.15 per share. Profit per share and adjusted profit per share in the first quarter of 2025 included a discrete tax benefit of \$0.04 per share.

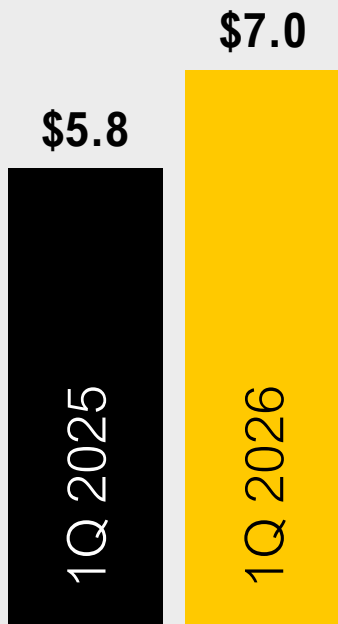
² First-quarter 2026 adjusted profit per share excluded restructuring costs of \$0.07 per share. First-quarter 2025 adjusted profit per share excluded restructuring costs of \$0.05 per share.

POWER & ENERGY

First Quarter 2026 vs. First Quarter 2025

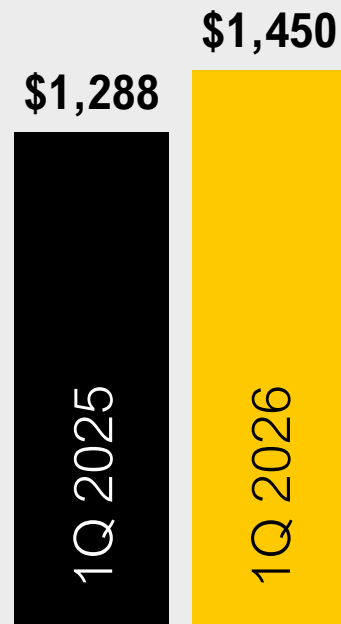
TOTAL SALES*

USD in billions



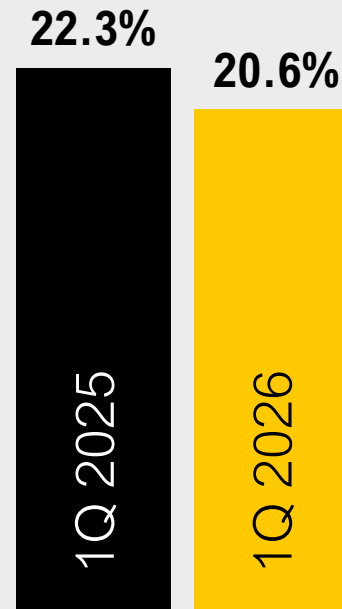
SEGMENT PROFIT

USD in millions



SEGMENT PROFIT

as a percent of total sales*



TOTAL SALES INCREASED \$1.248B OR 22%

- Higher sales volume
- Higher inter-segment sales

SEGMENT PROFIT INCREASED \$162M OR 13%

- Favorable impact of higher sales volume
- Favorable price realization
- Unfavorable manufacturing costs
 - Primarily reflected impact of higher tariff costs

*Includes inter-segment sales.

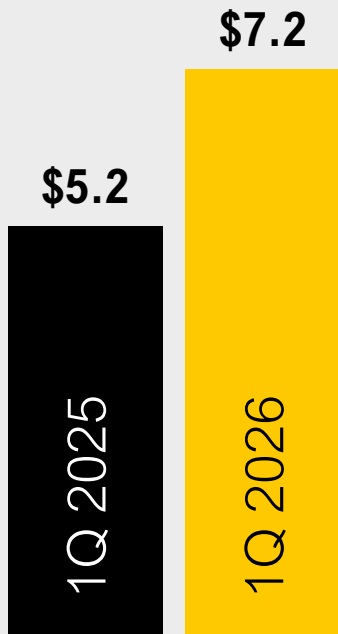
CONSTRUCTION INDUSTRIES

First Quarter 2026 vs. First Quarter 2025



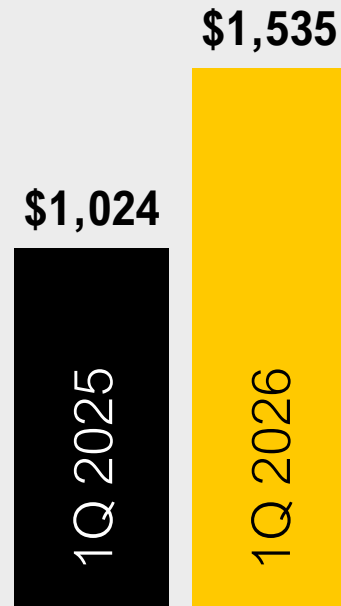
TOTAL SALES*

USD in billions



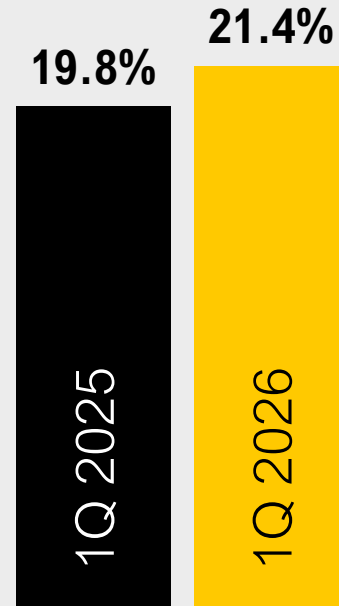
SEGMENT PROFIT

USD in millions



SEGMENT PROFIT

as a percent of total sales*



TOTAL SALES INCREASED \$1.977B OR 38%

- Higher sales volume
- Favorable impact from changes in dealer inventories
 - Dealer inventory increased during 1Q 2026 compared with a slight decrease during 1Q 2025
- Favorable price realization

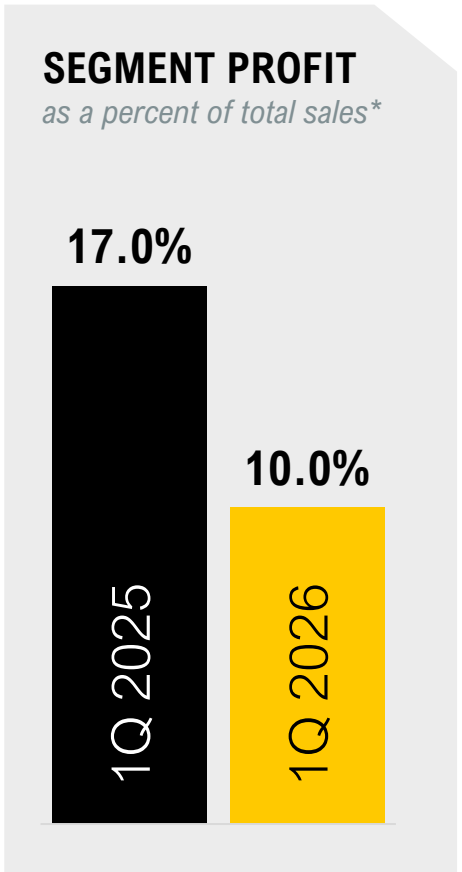
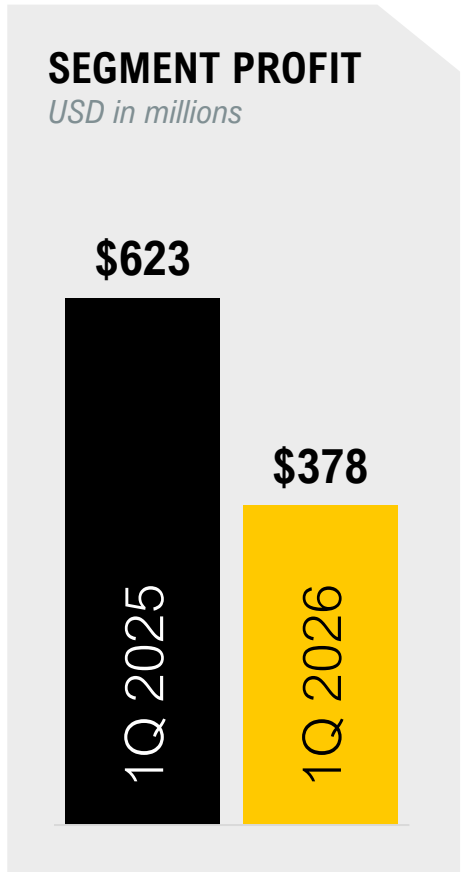
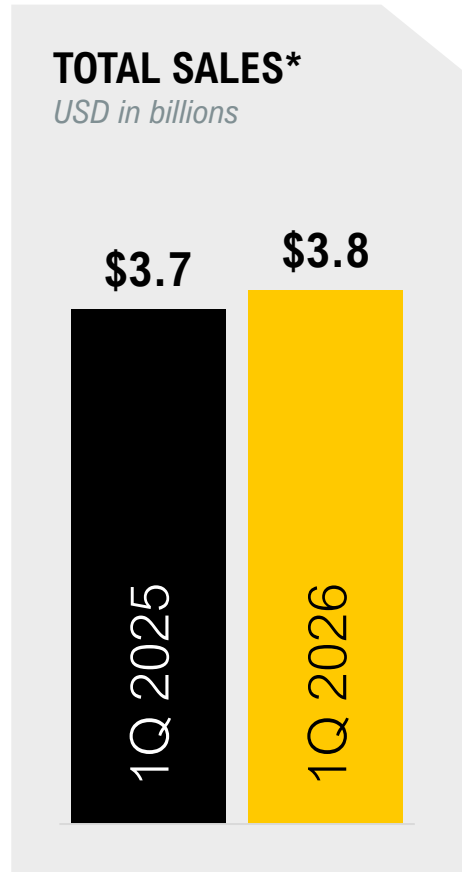
SEGMENT PROFIT INCREASED \$511M OR 50%

- Favorable impact of higher sales volume
- Favorable price realization
- Unfavorable manufacturing costs
 - Largely reflected impact of higher tariff costs

*Includes inter-segment sales.

RESOURCE INDUSTRIES

First Quarter 2026 vs. First Quarter 2025



TOTAL SALES INCREASED \$136M OR 4%

- Higher sales volume
- Higher sales of equipment to end users
- Favorable currency impact

SEGMENT PROFIT DECREASED \$245M OR 39%

- Unfavorable manufacturing costs
- Largely reflected impact of higher tariff costs

*Includes inter-segment sales.

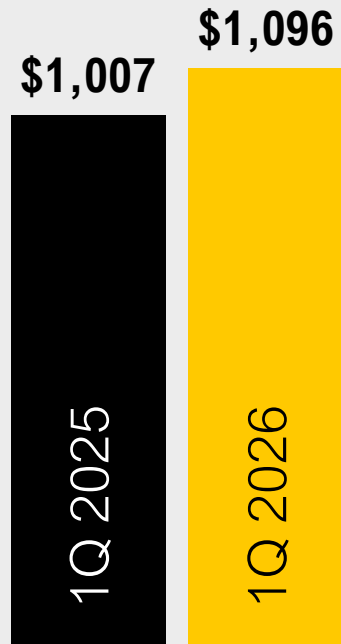
FINANCIAL PRODUCTS

First Quarter 2026 vs. First Quarter 2025



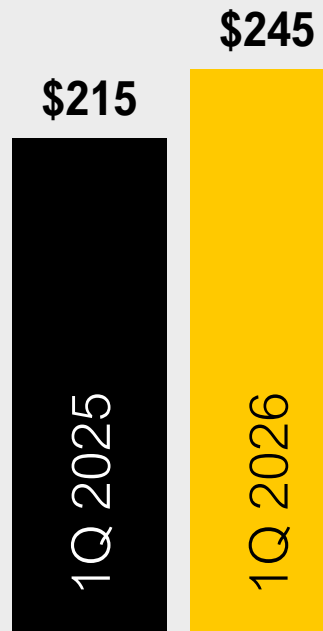
TOTAL REVENUES*

USD in millions



SEGMENT PROFIT

USD in millions



TOTAL REVENUES INCREASED \$89M OR 9%

- Higher average earning assets

SEGMENT PROFIT INCREASED \$30M OR 14%

- Favorable impact from higher average earning assets
- Higher margins at Insurance Services
- Higher SG&A expenses

*Includes inter-segment revenues.

MP&E FREE CASH FLOW¹ AND CAPITAL DEPLOYMENT

\$0.6B

**MP&E FREE CASH FLOW¹
1Q 2026**

About a \$350M increase versus 1Q 2025, impacted by stronger profit.

\$5.7B

**DEPLOYED TO
SHAREHOLDERS IN 1Q 2026**

After the dividend payment, approximately \$5.0B was for share repurchases, which included a \$4.5B Accelerated Share Repurchase (ASR).

\$4.1B

**ENTERPRISE
CASH BALANCE**

Held additional \$1.3B in slightly longer-dated liquid marketable securities.

¹ MP&E free cash flow represents MP&E operating cash flow less capital expenditures, excluding discretionary pension contributions. A reconciliation of MP&E net cash provided by operating activities to MP&E free cash flow is included in the appendix.

EXPECTATIONS AS WE LOOK AHEAD

Second Quarter 2026

- 2Q 2026 sales and revenues higher as compared to 2Q 2025
- 2Q 2026 tariff¹ costs of around \$700M
- Including the impact of tariff¹ costs, higher 2Q 2026 adjusted operating profit margin² as compared to 2Q 2025

¹ Tariffs implemented since the beginning of 2025 and in place over the course of this year.

² Adjusted operating profit margin is a non-GAAP measure and a reconciliation to the most directly comparable GAAP measure is included in the appendix.

EXPECTATIONS AS WE LOOK AHEAD

Full Year 2026

- 2026 full-year sales and revenues growth of low double-digit as compared to 2025
- 2026 tariff¹ costs in the range of \$2.2B to \$2.4B
- 2026 full-year adjusted operating profit margin² higher than previous expectations
- Including the impact of tariff¹ costs, 2026 full-year adjusted operating profit margin² to remain near the bottom of the annual target range³
- Excluding the impact of tariff¹ costs, 2026 full-year adjusted operating profit margin² in the top half of the annual target range³
- 2026 full-year MP&E free cash flow⁴ higher as compared to 2025

¹ Tariffs implemented since the beginning of 2025 and in place over the course of this year.

² Adjusted operating profit margin is a non-GAAP measure and a reconciliation to the most directly comparable GAAP measure is included in the appendix.

³ Target range was given at Caterpillar's 2025 Investor Day. Caterpillar communicated an adjusted operating profit margin target range relative to the corresponding level of sales and revenues.

⁴ MP&E free cash flow represents MP&E operating cash flow less capital expenditures, excluding discretionary pension contributions. A reconciliation of MP&E net cash provided by operating activities to MP&E free cash flow is included in the appendix.

KEY TAKEAWAYS

Continue to Execute Our Strategic Plan for Profitable Growth

DELIVERED
**BETTER THAN
EXPECTED
1Q 2026 EARNINGS**

NOW ANTICIPATE
**HIGHER SALES &
REVENUES GROWTH**
IN 2026 COMPARED TO A QUARTER AGO

CONTINUE TO RETURN
SUBSTANTIALLY ALL
**MP&E FREE
CASH FLOW¹**
TO SHAREHOLDERS

¹ MP&E free cash flow represents MP&E operating cash flow less capital expenditures, excluding discretionary pension contributions. A reconciliation of MP&E net cash provided by operating activities to MP&E free cash flow is included in the appendix.

Q & A

APPENDIX

RETAIL STATISTICS

First Quarter 2026 vs. First Quarter 2025

POWER & ENERGY

TOTAL ▲ **+32%**

Power Generation +48%

Oil & Gas +16%

Industrial +3%

CONSTRUCTION INDUSTRIES

TOTAL ▲ **+7%**

North America +12%

Latin America +4%

Europe, Africa, Middle East (2%)

Asia Pacific - %

RESOURCE INDUSTRIES

TOTAL ▲ **+6%**

Mining, HC and Q&A +6%

Rail (4%)

Note: Power & Energy retail sales reported in dollars based on reporting from dealers and direct sales, compared to 2025. Construction Industries retail sales reported in price neutral dollars and based on unit sales as reported by dealers, compared to 2025. Mining, Heavy Construction and Quarry & Aggregates (HC and Q&A) reported in price neutral dollars and based on unit sales as reported primarily by dealers, compared to 2025. Rail is reported in dollars based on direct sales, compared to 2025.

CATERPILLAR EARNINGS RELEASE CALL SCHEDULE

2Q 2026

AUGUST 4, 2026

Tuesday, 8:30 a.m. Eastern

3Q 2026

OCTOBER 29, 2026

Thursday, 8:30 a.m. Eastern

DEALER INVENTORY¹ CHANGES

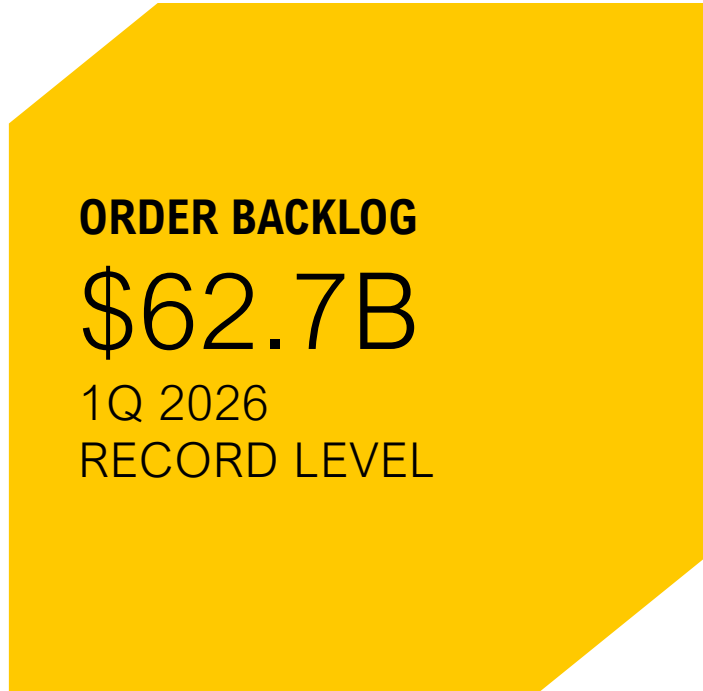
(USD in billions)	Increase/(Decrease)						1Q YOY Change ³
	2025					2026	
	1Q	2Q	3Q	4Q	Full Year ²	1Q	
Construction Industries Dealer Inventory¹	(\$0.0)	(\$0.3)	\$0.6	(\$0.6)	(\$0.3)	\$1.5	\$1.5
Total Dealer Inventory¹	\$0.1	\$0.1	\$0.6	(\$0.0)	\$0.9	\$2.0	\$1.9

¹ Dealers are independent businesses and control their own inventory.

² Quarterly dealer inventory changes will not equal full-year dealer inventory changes due to the impact of rolling price updates in the dealer inventory reporting, which reflect a trailing 12-month price impact. Previously reported dealer inventory figures are not retroactively updated for price.

³ Amounts may not add due to rounding.

ORDER BACKLOG

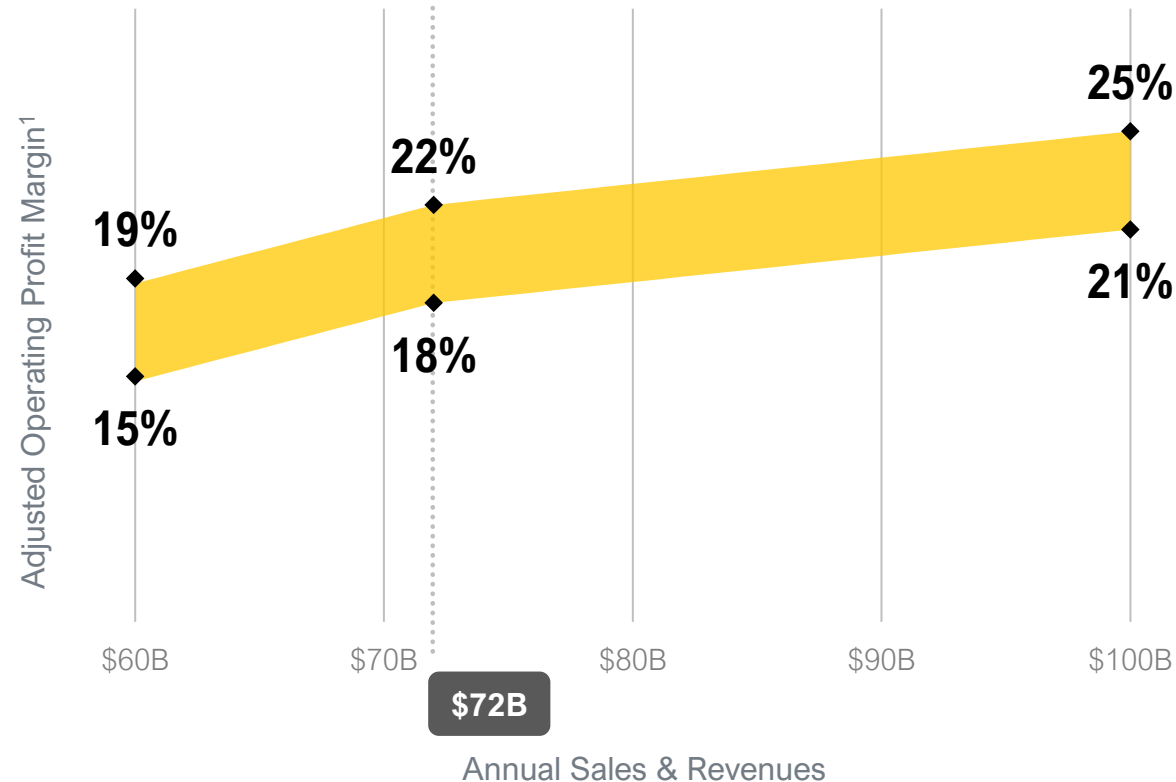


ADDITIONAL EXPECTATIONS AS WE LOOK AHEAD

Full Year 2026

- Restructuring costs of approximately \$300M to \$350M in 2026
- MP&E capital expenditures of approximately \$3.5B in 2026
- 2026 global annual effective tax rate of 23.0%, excluding discrete items

ADJUSTED OPERATING PROFIT MARGIN¹ TARGET RANGE



- Progressive adjusted operating profit margin¹ target range
- Adjusted operating profit margin¹ target range:
 - 15-19% at \$60B of sales and revenues
 - 18-22% at \$72B of sales and revenues
 - 21-25% at \$100B of sales and revenues

¹ Adjusted operating profit margin is a non-GAAP measure, and a reconciliation to the most directly comparable GAAP measure is included in the appendix.

NON-GAAP FINANCIAL MEASURES

(Dollars in millions except per share data)

	<u>Operating Profit</u>	<u>Operating Profit Margin</u>	<u>Profit Before Taxes</u>	<u>Provision (Benefit) for Income Taxes</u>	<u>Profit</u>	<u>Profit per Share</u>
Three Months Ended March 31, 2026 - U.S. GAAP	\$ 3,085	17.7%	\$ 3,211	\$ 670	\$ 2,549	\$ 5.47
Restructuring costs	41	0.3%	41	9	32	0.07
Three Months Ended March 31, 2026 - Adjusted	<u>\$ 3,126</u>	<u>18.0%</u>	<u>\$ 3,252</u>	<u>\$ 679</u>	<u>\$ 2,581</u>	<u>\$ 5.54</u>
Three Months Ended March 31, 2025 - U.S. GAAP	\$ 2,579	18.1%	\$ 2,570	\$ 574	\$ 2,003	\$ 4.20
Restructuring costs	32	0.2%	33	8	25	0.05
Three Months Ended March 31, 2025 - Adjusted	<u>\$ 2,611</u>	<u>18.3%</u>	<u>\$ 2,603</u>	<u>\$ 582</u>	<u>\$ 2,028</u>	<u>\$ 4.25</u>

Note: Amounts may not add due to rounding.

ESTIMATED ANNUAL TAX RATE RECONCILIATION

(Dollars in millions)	<u>Profit Before Taxes</u>	<u>Provision (Benefit) for Income Taxes</u>	<u>Effective Tax Rate</u>
Three Months Ended March 31, 2026 - U.S. GAAP	\$ 3,211	\$ 670	20.9%
Excess stock-based compensation	-	68	
Annual effective tax rate, excluding discrete items	\$ 3,211	\$ 738	23.0%
Excess stock-based compensation	-	(68)	
Restructuring costs	41	9	
Three Months Ended March 31, 2026 - Adjusted	<u>\$ 3,252</u>	<u>\$ 679</u>	
Three Months Ended March 31, 2025 - U.S. GAAP	\$ 2,570	\$ 574	22.3%
Excess stock-based compensation	-	17	
Annual effective tax rate, excluding discrete items	\$ 2,570	\$ 591	23.0%
Excess stock-based compensation	-	(17)	
Restructuring costs	33	8	
Three Months Ended March 31, 2025 - Adjusted	<u>\$ 2,603</u>	<u>\$ 582</u>	

Note: Amounts may not add due to rounding.

RECONCILIATION TO U.S. GAAP

Reconciliation of MP&E Cash Flow From Operations to MP&E Free Cash Flow

(USD in billions)

	1Q 2025	1Q 2026
MP&E cash flow from operations	\$ 0.9	\$ 1.3
MP&E capital expenditures	(0.7)	(0.7)
MP&E free cash flow	\$ 0.2	\$ 0.6

Note: Amounts may not add due to rounding.

See reconciliation of MP&E cash flow from operations to consolidated net cash provided by operating activities in the Supplemental Data for Statement of Cash Flow contained in our 10-K filing.