

Wells Fargo Industrial & Construction Conference



Rich Moore – Director of Investor Relations

May 7, 2014

Forward-Looking Statements

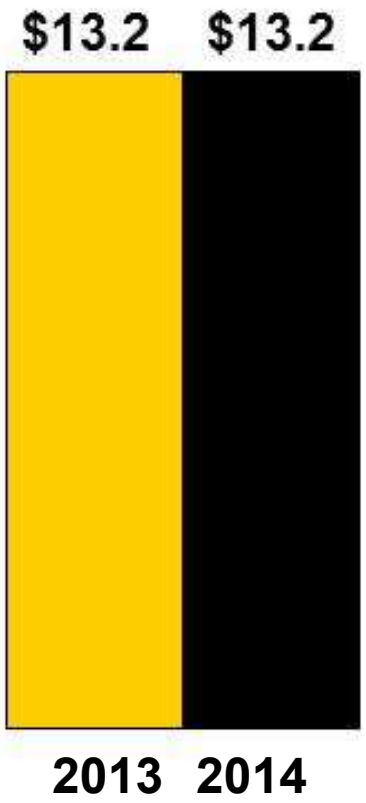
Certain statements in this presentation relate to future events and expectations and are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Words such as “believe,” “estimate,” “will be,” “will,” “would,” “expect,” “anticipate,” “plan,” “project,” “intend,” “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 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 economic conditions and economic conditions in the industries we serve; (ii) government monetary or fiscal policies and infrastructure spending; (iii) commodity price changes, component price increases, fluctuations in demand for our products or significant shortages of component products; (iv) disruptions or volatility in global financial markets limiting our sources of liquidity or the liquidity of our customers, dealers and suppliers; (v) political and economic risks, commercial instability and events beyond our control in the countries in which we operate; (vi) failure to maintain our credit ratings could increase our cost of borrowing and adversely affecting our cost of funds, liquidity, competitive position and access to capital markets; (vii) our Financial Products segment’s risks associated with the financial services industry; (viii) changes in interest rates or market liquidity conditions could adversely affect Cat Financial’s and our earnings and /or cash flow; (ix) an increase in delinquencies, repossessions or net losses of Cat Financials customers could adversely affect its results; (x) new regulations or changes in financial services regulations; (xi) we may not realize all of the anticipated benefits of our acquisitions, joint ventures or divestitures, or these benefits may take longer to realize than expected; (xii) international trade policies may impact demand for our products and our competitive position; (xiii) our ability to develop, produce and market quality products that meet our customers’ needs; (xiv) the highly competitive environment in which we operate could adversely affect our sales and pricing; (xv) we may not realize all of the anticipated benefits from a number of initiatives to increase our productivity, efficiency and cash flow and to reduce costs; (xvi) we could incur additional restructuring charges and may not realize anticipated savings or benefits from past or future cost reduction actions; (xvii) inventory management decisions and sourcing practices of our dealers and our OEM customers; (xviii) compliance with environmental laws and regulation; (xix) alleged or actual violations of trade or anti-corruption laws and regulations; (xx) additional tax expense or exposure; (xxi) currency fluctuations; (xxii) our or Cat Financial’s compliance with financial covenants; (xxiii) increased pension plan funding obligations; (xxiv) union disputes or other employee relations issues; (xxv) significant legal proceedings, claims, lawsuits or investigations; (xxvi) compliance requirements imposed if additional carbon emissions legislation and/or regulations are adopted; (xxvii) changes in accounting standards; (xxviii) failure or breach of IT security; (xxix) adverse effects of unexpected events including natural disasters; and (xxx) other factors described in more detail under “Item 1A. Risk Factors” in our Form 10-K filed with the SEC on February 18, 2014 for the year ended December 31, 2013.



First Quarter 2014 vs First Quarter 2013

Sales & Revenues
(in billions)



Profit Per Share
(in dollars)

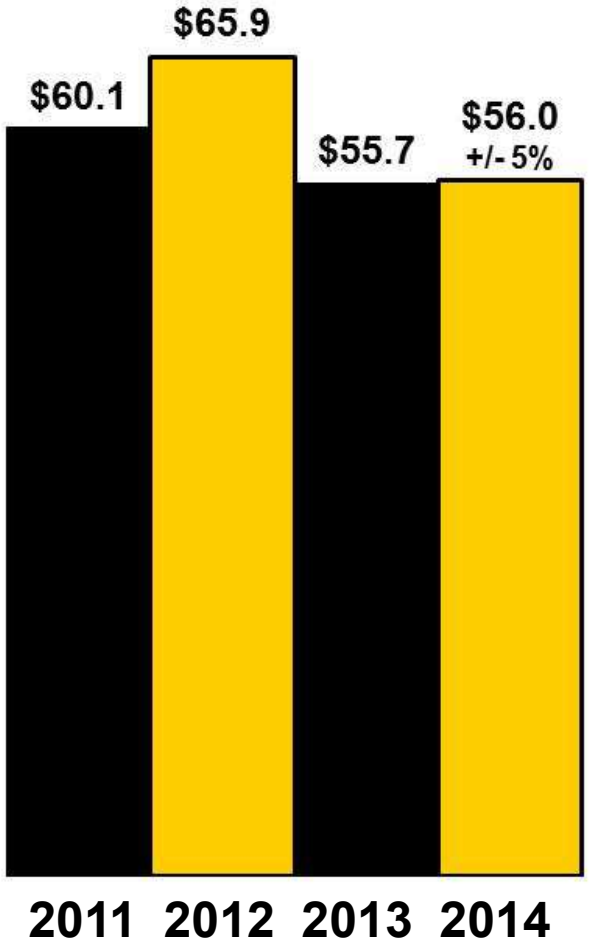


*Excludes Restructuring



2011-2013 Actual Results & 2014 Outlook[#]

Sales & Revenues
(in billions)



Profit Per Share
(in dollars)



Outlook is as of April 24, 2014

*Excludes Restructuring

Non-GAAP Reconciliation		
2013 PPS	$	5.75
Per Share Restructuring Costs		0.22
2013 PPS Excluding Restructuring Costs	$	5.97

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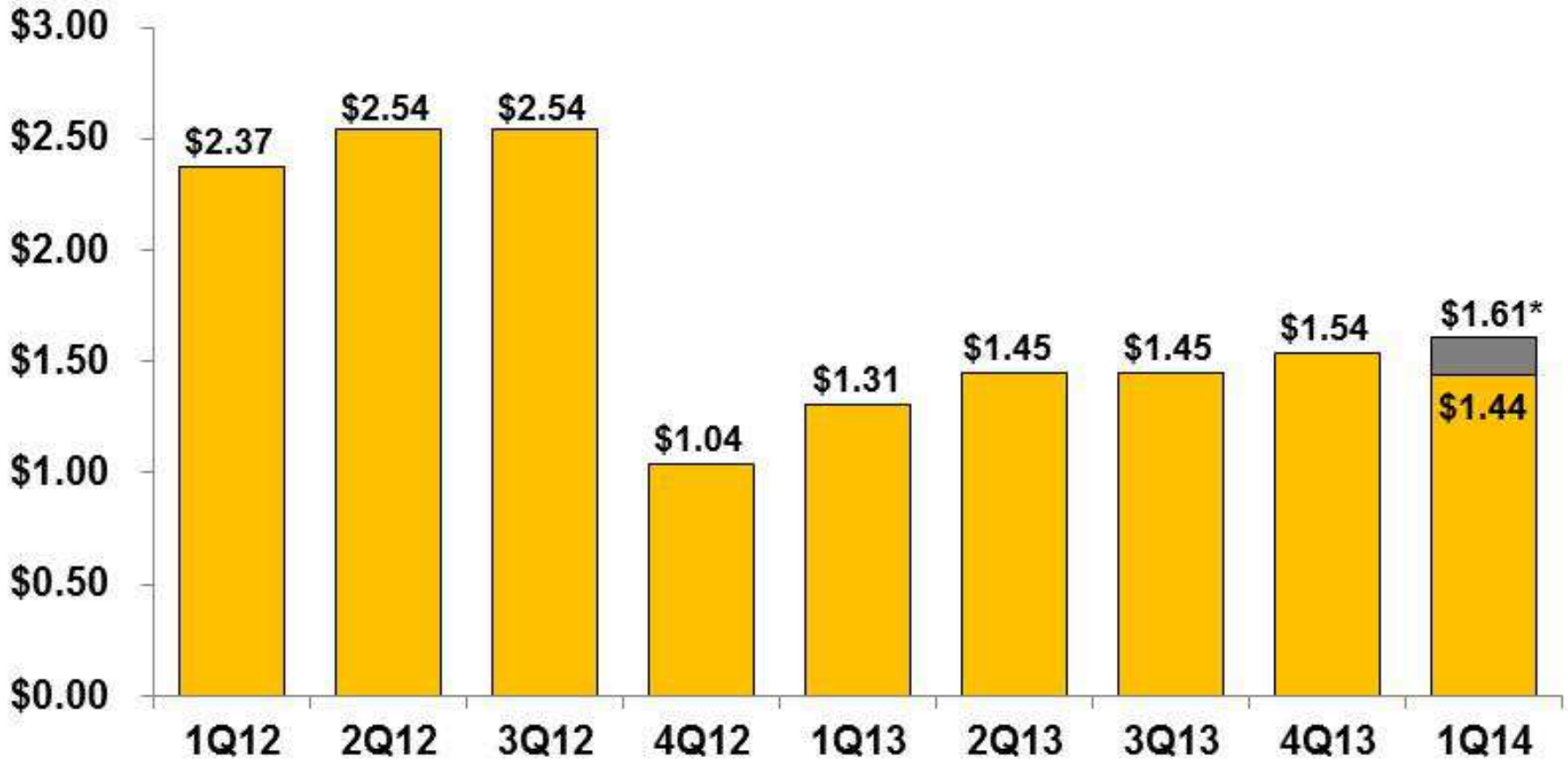
Profit Per Share by Quarter



*Excludes Restructuring



First Quarter 2014 Highlights

Strategic

- Launched updated Enterprise Strategy, including adding Sustainability to Corporate Values
- Rolled out “Across the Table” Dealer initiative and Lean Transformation.
- Highlighted integrated technologies and fuel efficiency advancements at CONEXPO-CON/AGG 2014

Financial and Operational

- On flat sales, delivered EPS that was $0.29 better than 1Q13 (excluding restructuring costs)
- Generated $1.9 billion ME&T operating cash flow in 1Q14
- Raised 2014 profit per share outlook $0.25





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