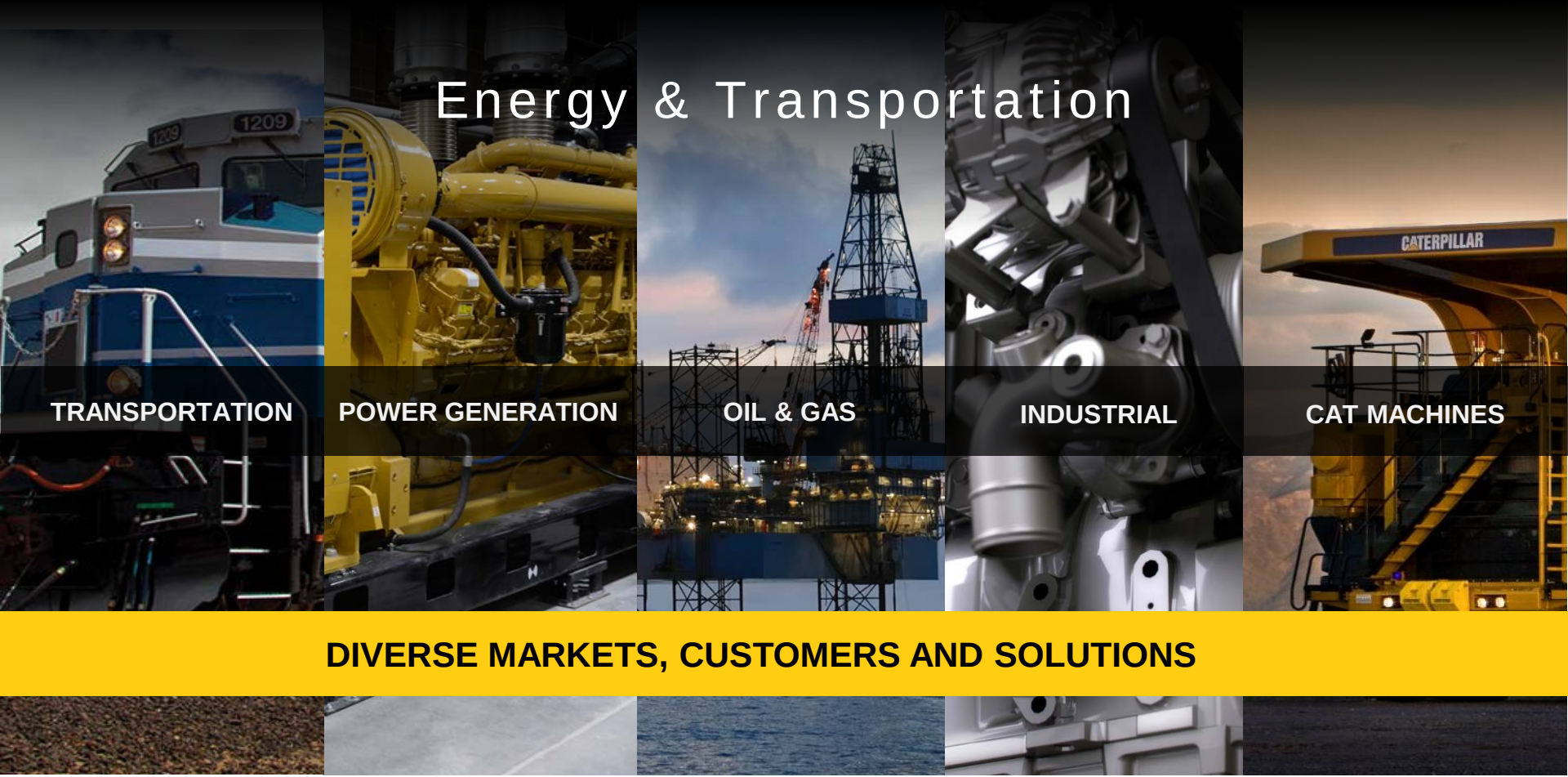
Energy & Transportation



DIVERSE MARKETS, CUSTOMERS AND SOLUTIONS

Forward-Looking Statements

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 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) additional restructuring costs or a failure to realize anticipated savings or benefits from past or future cost reduction actions; (x) failure to realize all of the anticipated benefits from initiatives to increase our productivity, efficiency and cash flow and to reduce costs; (xi) inventory management decisions and sourcing practices of our dealers and our OEM customers; (xii) a failure to realize, or a delay in realizing, all of the anticipated benefits of our acquisitions, joint ventures or divestitures; (xiii) union disputes or other employee relations issues; (xiv) adverse effects of unexpected events including natural disasters; (xv) disruptions or volatility in global financial markets limiting our sources of liquidity or the liquidity of our customers, dealers and suppliers; (xvi) 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; (xvii) our Financial Products segment’s risks associated with the financial services industry; (xviii) changes in interest rates or market liquidity conditions; (xix) an increase in delinquencies, repossessions or net losses of Cat Financial’s customers; (xx) currency fluctuations; (xxi) our or Cat Financial’s compliance with financial and other restrictive covenants in debt agreements; (xxii) increased pension plan funding obligations; (xxiii) alleged or actual violations of trade or anti-corruption laws and regulations; (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.

Energy & Transportation

$3.4B
Industrial
Material Handling
Construction
Agriculture

$4.4B
Oil & Gas
Gas Compression
Well Servicing
Production
Drilling



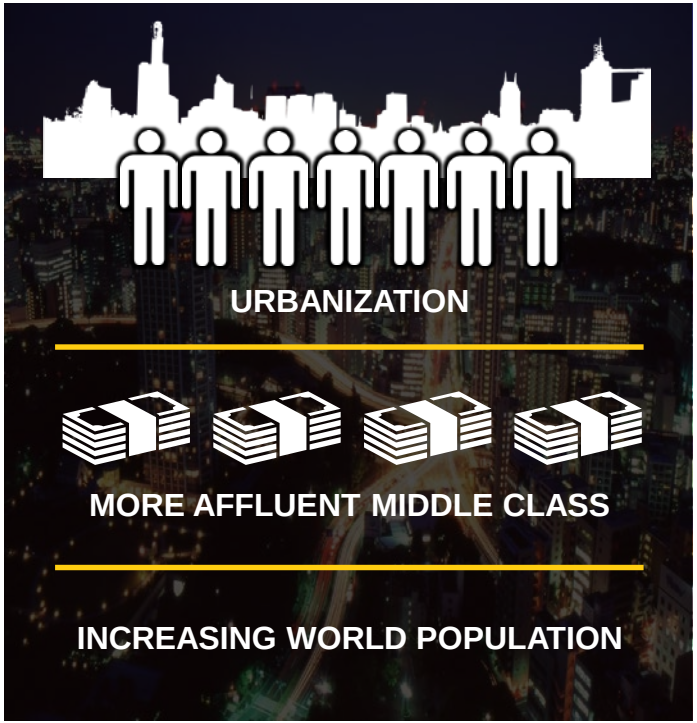
$4.5B
Transportation
Rail
Marine

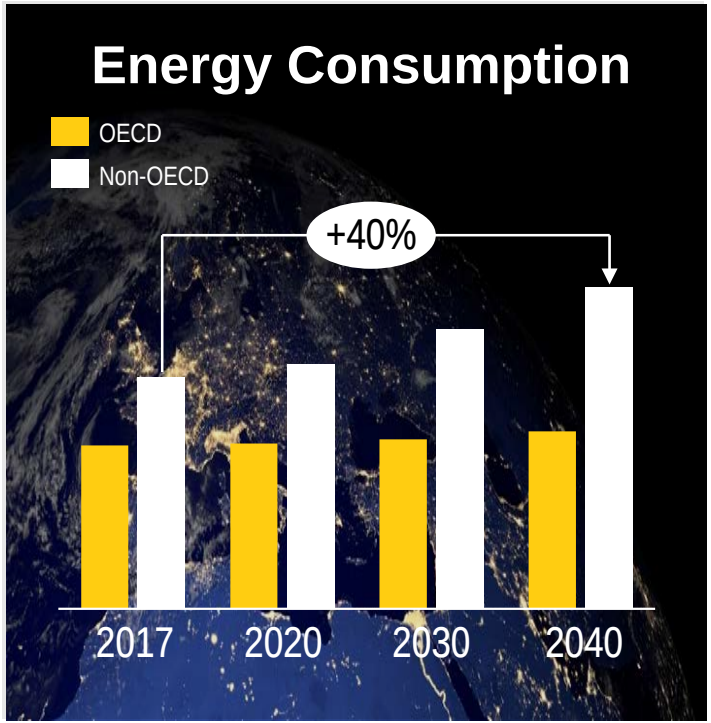
$3.6B
Power
Generation
Prime
Standby

2017 External Sales - $16.0B

Excludes inter-segment sales
Sum of application sales does not equal total due to rounding

Our Business Aligns Well with Energy Demand Drivers





World Energy Consumption, EIA, International Energy Outlook 2017

OIL & GAS



PRODUCTS & SERVICES

- Reciprocating Engines
- Pumps & Transmissions
- Gas Turbines & Compressors
- Aftermarket Parts & Services

APPLICATIONS

- Offshore & Land Drilling
- Well Service
- Production
- Gas Compression

OIL & GAS









DRILLING | **WELL SERVICE** | **PRODUCTION** | **GAS COMPRESSION**









OUR SOLUTIONS HELP OUR CUSTOMERS BUILD A BETTER WORLD.

CATERPILLAR®

ENERGY & TRANSPORTATION

POWER GENERATION



SOLUTIONS PROVIDER

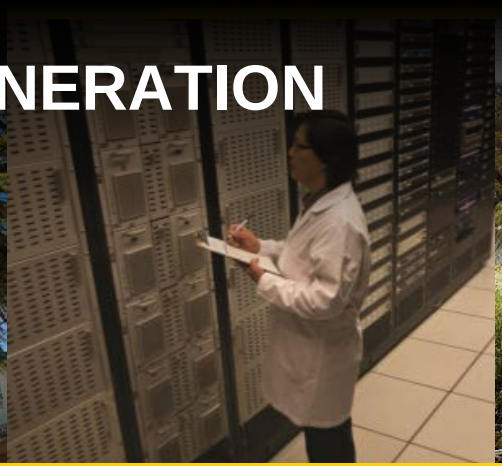
- Generator Sets (2 kW – 23 MW)
- Reciprocating Engines
- Gas Turbines

DIESEL & GAS

- Data Centers
- Distributed Generation
- Telecommunications
- Hospitals
- Universities

POWER GENERATION









DIESEL & GAS ENGINES • GAS TURBINES • PRIME AND STANDBY POWER

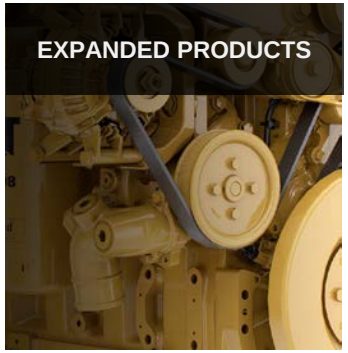


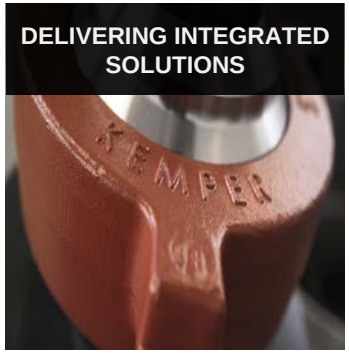






E&T Strategy: Focus on Growth













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