

CATERPILLAR INC.

3Q 2019 Quarterly Financial Results

Below are key highlights from Caterpillar Inc.'s 3Q 2019 earnings results. For full financial results, please refer to the press release on Caterpillar's [Investor Relations site](http://www.caterpillar.com/investors). (<http://www.caterpillar.com/investors>)

2019 THIRD-QUARTER FINANCIAL RESULTS – KEY METRICS:

(\$ in billions except profit per share)	THIRD QUARTER	
	2019	2018
Sales and Revenues	\$12.8	\$13.5
Profit Per Share	\$2.66	\$2.88

THIRD-QUARTER HIGHLIGHTS:

- Sales and revenues down 6%; profit per share down 8%
- Returned about \$1.8 billion in share repurchases and dividends

Comments on the third quarter from Caterpillar Chairman & CEO Jim Umpleby:

"Our volumes declined as dealers reduced their inventories, and end-user demand, while positive, was lower than our expectations," said Caterpillar Chairman and CEO Jim Umpleby. "We remain focused on executing our strategy and continuing to achieve our Investor Day targets for margin improvement and free cash flow."

2019 FULL-YEAR OUTLOOK:

	2018 Actual	Previous 2019 Outlook ¹	Current 2019 Outlook ¹
Profit Per Share	\$10.26	\$12.06 – \$13.06 Lower End of Range	\$10.90 – \$11.40

¹ The previous outlook as of July 24, 2019 and the current outlook as of October 23, 2019, include a first-quarter discrete tax benefit related to U.S. tax reform of \$0.31 per share.

2019 OUTLOOK HIGHLIGHTS:

- Full-year profit per share outlook range lowered to \$10.90 to \$11.40
- Company now assumes modestly lower sales in 2019

Comments on the Outlook from Jim Umpleby:

"In the fourth quarter, we now expect end-user demand to be flat and dealers to make further inventory reductions due to global economic uncertainty," said Umpleby. "Caterpillar's improved lead times, along with these dealer inventory reductions, will enable us to respond quickly to positive or negative developments in the global economy in 2020. We are expanding our offerings and investing in services, including digital capabilities, to drive long-term profitable growth, while continuing to achieve our Investor Day targets for improved financial performance."

THIRD-QUARTER NEWS & NOTES (Click each story to learn more)

Our Strategy at Work



SERVICES & EXPANDED OFFERINGS



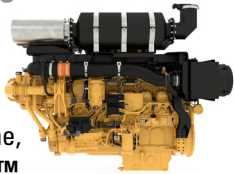
BICES 2019

Caterpillar showcases the latest services and expanded offerings at major Chinese trade show



Revolutionizing the Industry:

The first US EPA Tier 4 Final Dual Fuel certified engine, the **Cat 3512E DGB™**

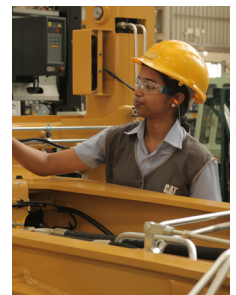


Well Service Engine enters the market.



Cat customer, FMG, hauls more than **one billion tonnes autonomously** with MineStar onboard.

Cat Financial expands global footprint; launches India operations



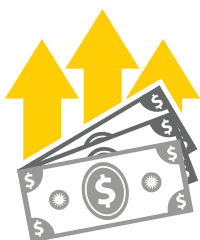
PURPOSE

For the 20th time **Caterpillar Inc. (NYSE: CAT)** has been named to the **2019 Dow Jones Sustainability Indices (DJSI)**.



DELIVERING ON OUR STRATEGY

Caterpillar pays a **20% higher cash dividend**.



PEOPLE



Caterpillar Brasil named **Best Place to Work**

FORWARD-LOOKING STATEMENTS

Certain statements in this press release 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 including natural disasters; (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; and (xxvi) other factors described in more detail in Caterpillar's Forms 10-Q, 10-K and other filings with the Securities and Exchange Commission.

NON-GAAP FINANCIAL MEASURES

The following definitions are provided for the non-GAAP financial measures. These non-GAAP financial measures have no standardized meaning prescribed by U.S. GAAP and therefore are unlikely to be comparable to the calculation of similar measures for other companies. Management does not intend these items to be considered in isolation or as a substitute for the related GAAP measures.

ADJUSTED PROFIT PER SHARE

The company believes it is important to separately quantify the profit impact of three significant items in order for the company's results to be meaningful to readers. These items consist of (i) a discrete tax benefit related to U.S. tax reform in the first quarter of 2019, (ii) restructuring costs in 2018, which were incurred to generate longer-term benefits and (iii) a net tax benefit to adjust deferred tax balances in the third quarter of 2018. The company does not consider these items indicative of earnings from ongoing business activities and believes the non-GAAP measure provides investors with useful perspective on underlying business results and trends and aids with assessing the company's period-over-period results. The company intends to discuss adjusted profit per share for the fourth quarter and full-year 2019, excluding a mark-to-market gain or loss for remeasurement of pension and other postemployment benefit plans along with any other discrete items.

Reconciliations of adjusted profit per share to the most directly comparable GAAP measure, diluted profit per share, are as follows:

	THIRD QUARTER		OUTLOOK	
	2018	2019	Previous ¹	Current ²
Profit Per Share	\$2.88	\$2.66	\$12.06 – \$13.06	\$10.90 – \$11.40
Per share U.S. tax reform impact	—	—	(\$0.31)	(\$0.31)
Per share restructuring costs³	\$0.14	—	—	—
Per share deferred tax balance adjustment	(\$0.16)	—	—	—
Adjusted profit per share	\$2.86	\$2.66	\$11.75 – \$12.75	\$10.59 – \$11.09

¹ Profit per share outlook range as of July 24, 2019.

² Profit per share outlook range as of October 23, 2019.

³ 2018 restructuring costs at an estimated annual tax rate of 24%. 2019 restructuring costs are not material.