

# Caterpillar Inc.

## 3Q 2026 Earnings Release

FOR IMMEDIATE RELEASE

### Caterpillar Reports Third-Quarter 2026 Results

|                                          | Third Quarter |        |
|------------------------------------------|---------------|--------|
| (\$ in billions except profit per share) | 2026          | 2025   |
| <b>Sales and Revenues</b>                | \$20.7        | \$17.6 |
| <b>Profit Per Share</b>                  | \$7.13        | \$4.88 |
| <b>Adjusted Profit Per Share</b>         | \$7.20        | \$4.95 |

Please see a reconciliation of GAAP to non-GAAP financial measures in the appendix on pages 12 and 13.

- Third-quarter 2026 sales and revenues increased 17% to \$20.7 billion
- Third-quarter 2026 profit per share of \$7.13; adjusted profit per share of \$7.20
- Deployed \$2.0 billion of cash for share repurchases and dividends in the third quarter

IRVING, Texas, Oct. 29, 2026 – Caterpillar Inc. (NYSE: CAT) announced third-quarter 2026 results.

“Our third-quarter results reflect the durability of our end markets, with strong order rates and a record backlog,” said Caterpillar Chairman and CEO Joe Creed. “Our team continues to execute our strategic priorities in a dynamic environment, positioning us for a strong year while delivering long-term value for our customers and shareholders.”

Sales and revenues for the third quarter of 2026 were \$20.7 billion, a 17% increase compared with \$17.6 billion in the third quarter of 2025. The increase was primarily due to higher sales volume of \$2.2 billion and favorable price realization of \$663 million.

Operating profit margin was 20.4% for the third quarter of 2026, compared with 17.3% for the third quarter of 2025. Adjusted operating profit margin was 20.6% for the third quarter of 2026, compared with 17.5% for the third quarter of 2025. Third-quarter 2026 profit per share was \$7.13, compared with third-quarter 2025 profit per share of \$4.88. Adjusted profit per share in the third quarter of 2026 was \$7.20, compared with third-quarter 2025 adjusted profit per share of \$4.95. For the third quarter of 2026 and 2025, adjusted operating profit margin and adjusted profit per share excluded restructuring costs.

For the third quarter of 2026, enterprise operating cash flow was \$4.4 billion, and the company ended the third quarter with \$7.9 billion of enterprise cash. In the quarter, the company deployed \$1.2 billion of cash for repurchases of Caterpillar common stock and \$0.7 billion of cash for dividends.

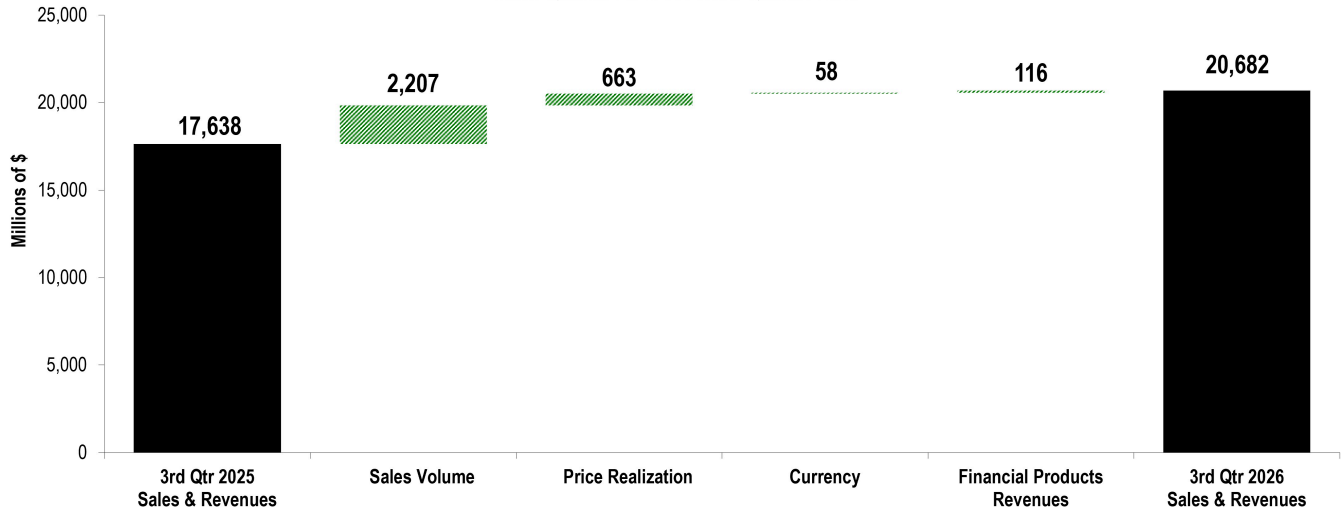
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## CONSOLIDATED RESULTS

### Consolidated Sales and Revenues

#### Consolidated Sales and Revenues Comparison

Third Quarter 2026 vs. Third Quarter 2025



The chart above graphically illustrates reasons for the change in consolidated sales and revenues between the third quarter of 2025 (at left) and the third quarter of 2026 (at right). Caterpillar management utilizes these charts internally to visually communicate with the company's board of directors and employees.

Total sales and revenues for the third quarter of 2026 were \$20.682 billion, an increase of \$3.044 billion, or 17%, compared with \$17.638 billion in the third quarter of 2025. The increase was primarily due to higher sales volume of \$2.2 billion and favorable price realization of \$663 million. Higher sales volume was mainly driven by higher sales of equipment to end users.

Sales were higher across the three primary segments.

#### Sales and Revenues by Segment

| (Millions of dollars)                  | Third Quarter 2025 | Sales Volume    | Price Realization | Currency     | Inter-Segment / Other | Third Quarter 2026 | \$ Change       | % Change   |
|----------------------------------------|--------------------|-----------------|-------------------|--------------|-----------------------|--------------------|-----------------|------------|
| Power & Energy                         | \$ 7,463           | \$ 879          | \$ 216            | \$ 12        | \$ 214                | \$ 8,784           | \$ 1,321        | 18%        |
| Construction Industries                | 6,760              | 874             | 349               | 2            | (2)                   | 7,983              | 1,223           | 18%        |
| Resource Industries                    | 3,999              | 478             | 96                | 40           | 2                     | 4,615              | 616             | 15%        |
| All Other Segment                      | 73                 | 5               | —                 | —            | (6)                   | 72                 | (1)             | (1%)       |
| Corporate Items and Eliminations       | (1,569)            | (29)            | 2                 | 4            | (208)                 | (1,800)            | (231)           |            |
| <b>Machinery, Power &amp; Energy</b>   | <b>16,726</b>      | <b>2,207</b>    | <b>663</b>        | <b>58</b>    | <b>—</b>              | <b>19,654</b>      | <b>2,928</b>    | <b>18%</b> |
| Financial Products Segment             | 1,076              | —               | —                 | —            | 101                   | 1,177              | 101             | 9%         |
| Corporate Items and Eliminations       | (164)              | —               | —                 | —            | 15                    | (149)              | 15              |            |
| <b>Financial Products Revenues</b>     | <b>912</b>         | <b>—</b>        | <b>—</b>          | <b>—</b>     | <b>116</b>            | <b>1,028</b>       | <b>116</b>      | <b>13%</b> |
| <b>Consolidated Sales and Revenues</b> | <b>\$ 17,638</b>   | <b>\$ 2,207</b> | <b>\$ 663</b>     | <b>\$ 58</b> | <b>\$ 116</b>         | <b>\$ 20,682</b>   | <b>\$ 3,044</b> | <b>17%</b> |

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## Sales and Revenues by Geographic Region

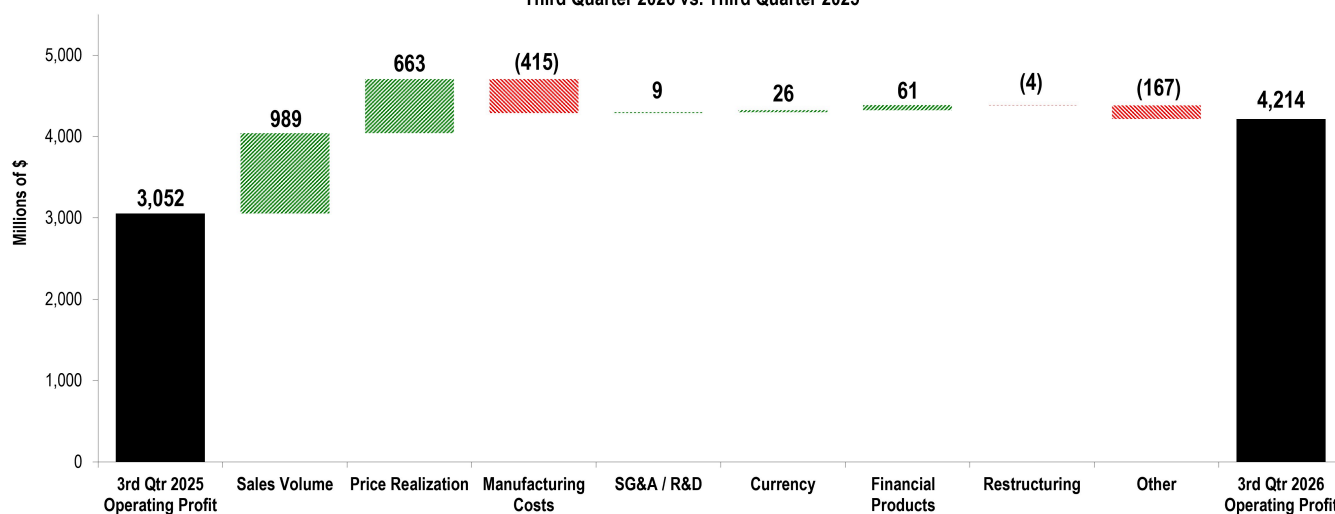
|                                        | North America    |       | Latin America   |       | EAME            |       | Asia/Pacific    |       | External Sales and Revenues |       | Inter-Segment |       | Total Sales and Revenues |       |
|----------------------------------------|------------------|-------|-----------------|-------|-----------------|-------|-----------------|-------|-----------------------------|-------|---------------|-------|--------------------------|-------|
| (Millions of dollars)                  | \$               | % Chg | \$              | % Chg | \$              | % Chg | \$              | % Chg | \$                          | % Chg | \$            | % Chg | \$                       | % Chg |
| <b>Third Quarter 2026</b>              |                  |       |                 |       |                 |       |                 |       |                             |       |               |       |                          |       |
| Power & Energy                         | \$ 4,395         | 26%   | \$ 435          | (12%) | \$ 1,580        | 22%   | \$ 878          | (4%)  | \$ 7,288                    | 18%   | \$ 1,496      | 17%   | \$ 8,784                 | 18%   |
| Construction Industries                | 4,796            | 23%   | 825             | 26%   | 1,366           | 12%   | 925             | 2%    | 7,912                       | 18%   | 71            | (3%)  | 7,983                    | 18%   |
| Resource Industries                    | 2,180            | 27%   | 759             | 25%   | 674             | 10%   | 916             | (6%)  | 4,529                       | 16%   | 86            | 2%    | 4,615                    | 15%   |
| All Other Segment                      | 9                | 80%   | —               | —%    | 3               | 50%   | 3               | —%    | 15                          | 50%   | 57            | (10%) | 72                       | (1%)  |
| Corporate Items and Eliminations       | (81)             |       | 2               |       | (4)             |       | (7)             |       | (90)                        |       | (1,710)       |       | (1,800)                  |       |
| <b>Machinery, Power &amp; Energy</b>   | 11,299           | 25%   | 2,021           | 15%   | 3,619           | 16%   | 2,715           | (3%)  | 19,654                      | 18%   | —             | —%    | 19,654                   | 18%   |
| Financial Products Segment             | 780              | 8%    | 132             | 12%   | 142             | 9%    | 123             | 16%   | 1,177                       | 9%    | —             | —%    | 1,177                    | 9%    |
| Corporate Items and Eliminations       | (62)             |       | (29)            |       | (33)            |       | (25)            |       | (149)                       |       | —             |       | (149)                    |       |
| <b>Financial Products Revenues</b>     | 718              | 15%   | 103             | 12%   | 109             | 2%    | 98              | 13%   | 1,028                       | 13%   | —             | —%    | 1,028                    | 13%   |
| <b>Consolidated Sales and Revenues</b> | <u>\$ 12,017</u> | 24%   | <u>\$ 2,124</u> | 15%   | <u>\$ 3,728</u> | 15%   | <u>\$ 2,813</u> | (2%)  | <u>\$ 20,682</u>            | 17%   | <u>\$ —</u>   | —%    | <u>\$ 20,682</u>         | 17%   |
| <b>Third Quarter 2025</b>              |                  |       |                 |       |                 |       |                 |       |                             |       |               |       |                          |       |
| Power & Energy                         | \$ 3,478         |       | \$ 496          |       | \$ 1,296        |       | \$ 911          |       | \$ 6,181                    |       | \$ 1,282      |       | \$ 7,463                 |       |
| Construction Industries                | 3,912            |       | 654             |       | 1,217           |       | 904             |       | 6,687                       |       | 73            |       | 6,760                    |       |
| Resource Industries                    | 1,721            |       | 605             |       | 612             |       | 977             |       | 3,915                       |       | 84            |       | 3,999                    |       |
| All Other Segment                      | 5                |       | —               |       | 2               |       | 3               |       | 10                          |       | 63            |       | 73                       |       |
| Corporate Items and Eliminations       | (61)             |       | 3               |       | (3)             |       | (6)             |       | (67)                        |       | (1,502)       |       | (1,569)                  |       |
| <b>Machinery, Power &amp; Energy</b>   | 9,055            |       | 1,758           |       | 3,124           |       | 2,789           |       | 16,726                      |       | —             |       | 16,726                   |       |
| Financial Products Segment             | 722              |       | 118             |       | 130             |       | 106             |       | 1,076                       |       | —             |       | 1,076                    |       |
| Corporate Items and Eliminations       | (96)             |       | (26)            |       | (23)            |       | (19)            |       | (164)                       |       | —             |       | (164)                    |       |
| <b>Financial Products Revenues</b>     | 626              |       | 92              |       | 107             |       | 87              |       | 912                         |       | —             |       | 912                      |       |
| <b>Consolidated Sales and Revenues</b> | <u>\$ 9,681</u>  |       | <u>\$ 1,850</u> |       | <u>\$ 3,231</u> |       | <u>\$ 2,876</u> |       | <u>\$ 17,638</u>            |       | <u>\$ —</u>   |       | <u>\$ 17,638</u>         |       |

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## Consolidated Operating Profit

### Consolidated Operating Profit Comparison

Third Quarter 2026 vs. Third Quarter 2025



The chart above graphically illustrates reasons for the change in consolidated operating profit between the third quarter of 2025 (at left) and the third quarter of 2026 (at right). Caterpillar management utilizes these charts internally to visually communicate with the company's board of directors and employees. The bar titled Other includes consolidating adjustments and Machinery, Power & Energy's other operating (income) expenses.

Operating profit for the third quarter of 2026 was \$4.214 billion, an increase of \$1.162 billion, or 38%, compared with \$3.052 billion in the third quarter of 2025. The increase was primarily due to the profit impact of higher sales volume.

Operating profit in the third quarter of 2026 included \$128 million of International Emergency Economic Power Act (IEEPA) tariff recoveries.

### Profit (Loss) by Segment

| (Millions of dollars)                | Third Quarter<br>2026 | Third Quarter<br>2025 | \$<br>Change    | %<br>Change |
|--------------------------------------|-----------------------|-----------------------|-----------------|-------------|
| Power & Energy                       | \$ 2,143              | \$ 1,633              | \$ 510          | 31%         |
| Construction Industries              | 1,831                 | 1,377                 | 454             | 33%         |
| Resource Industries                  | 622                   | 544                   | 78              | 14%         |
| All Other Segment                    | (2)                   | (6)                   | 4               | 67%         |
| Corporate Items and Eliminations     | (450)                 | (546)                 | 96              |             |
| <b>Machinery, Power &amp; Energy</b> | <b>4,144</b>          | <b>3,002</b>          | <b>1,142</b>    | <b>38%</b>  |
| Financial Products Segment           | 264                   | 241                   | 23              | 10%         |
| Corporate Items and Eliminations     | (3)                   | (38)                  | 35              |             |
| <b>Financial Products</b>            | <b>261</b>            | <b>203</b>            | <b>58</b>       | <b>29%</b>  |
| <b>Consolidating Adjustments</b>     | <b>(191)</b>          | <b>(153)</b>          | <b>(38)</b>     |             |
| <b>Consolidated Operating Profit</b> | <b>\$ 4,214</b>       | <b>\$ 3,052</b>       | <b>\$ 1,162</b> | <b>38%</b>  |

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**Other Profit/Loss and Tax Items**

- Other income (expense) in the third quarter of 2026 was income of \$135 million, compared with income of \$208 million in the third quarter of 2025. The change was primarily driven by unfavorable impacts from total return swap contracts, partially offset by favorable impacts from commodity hedges.
- The effective tax rate for the third quarter of 2026 was 22.9% compared to 26.7% for the third quarter of 2025. Excluding the discrete items discussed below, the global estimated annual effective tax rate was 23.0% for the third quarter of 2026, compared with 24.0% for the third quarter of 2025.

A discrete tax benefit of \$3 million was recorded in the third quarter of 2026, compared with a \$10 million benefit in the third quarter of 2025, for the settlement of stock-based compensation awards with associated tax deductions in excess of cumulative U.S. GAAP compensation expense.

In the third quarter of 2025, the company also recorded a \$54 million charge for an increase in the global estimated annual effective tax rate through the first six months and a discrete tax charge of \$41 million to reflect changes in estimates related to prior years.

*Please see a reconciliation of GAAP to non-GAAP financial measures in the appendix on pages 12 and 13.*

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## POWER & ENERGY

(Millions of dollars)

### Segment Sales

|             | Third Quarter 2025 | Sales Volume | Price Realization | Currency | Inter-Segment | Third Quarter 2026 | \$ Change | % Change |
|-------------|--------------------|--------------|-------------------|----------|---------------|--------------------|-----------|----------|
| Total Sales | \$ 7,463           | \$ 879       | \$ 216            | \$ 12    | \$ 214        | \$ 8,784           | \$ 1,321  | 18%      |

### Sales by Application

|                  | Third Quarter 2026 | Third Quarter 2025 | \$ Change | % Change |
|------------------|--------------------|--------------------|-----------|----------|
| Power Generation | \$ 3,421           | \$ 2,634           | \$ 787    | 30%      |
| Oil and Gas      | 2,236              | 1,979              | 257       | 13%      |
| Industrial       | 1,631              | 1,568              | 63        | 4%       |
| External Sales   | 7,288              | 6,181              | 1,107     | 18%      |
| Inter-segment    | 1,496              | 1,282              | 214       | 17%      |
| Total Sales      | \$ 8,784           | \$ 7,463           | \$ 1,321  | 18%      |

### Segment Profit

|                       | Third Quarter 2026 | Third Quarter 2025 | Change  | % Change |
|-----------------------|--------------------|--------------------|---------|----------|
| Segment Profit        | \$ 2,143           | \$ 1,633           | \$ 510  | 31%      |
| Segment Profit Margin | 24.4 %             | 21.9 %             | 2.5 pts |          |

Power & Energy's total sales were \$8.784 billion in the third quarter of 2026, an increase of \$1.321 billion, or 18%, compared with \$7.463 billion in the third quarter of 2025. The increase was primarily due to higher sales volume of \$879 million and favorable price realization of \$216 million.

- Power Generation – Sales increased mainly in turbines and turbine-related services and in large reciprocating engines, primarily in data center applications.
- Oil and Gas – Sales increased primarily in reciprocating engine aftermarket parts and in reciprocating engines used in gas compression applications. Sales also increased in turbines and turbine-related services.
- Industrial – Sales increased mainly in North America.

Power & Energy's segment profit was \$2.143 billion in the third quarter of 2026, an increase of \$510 million, or 31%, compared with \$1.633 billion in the third quarter of 2025. The increase was mainly due to the profit impact of higher sales volume.

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## CONSTRUCTION INDUSTRIES

(Millions of dollars)

### Segment Sales

|             | Third Quarter 2025 | Sales Volume | Price Realization | Currency | Inter-Segment | Third Quarter 2026 | \$ Change | % Change |
|-------------|--------------------|--------------|-------------------|----------|---------------|--------------------|-----------|----------|
| Total Sales | \$ 6,760           | \$ 874       | \$ 349            | \$ 2     | \$ (2)        | \$ 7,983           | \$ 1,223  | 18%      |

### Sales by Geographic Region

|                | Third Quarter 2026 | Third Quarter 2025 | \$ Change | % Change |
|----------------|--------------------|--------------------|-----------|----------|
| North America  | \$ 4,796           | \$ 3,912           | \$ 884    | 23%      |
| Latin America  | 825                | 654                | 171       | 26%      |
| EAME           | 1,366              | 1,217              | 149       | 12%      |
| Asia/Pacific   | 925                | 904                | 21        | 2%       |
| External Sales | 7,912              | 6,687              | 1,225     | 18%      |
| Inter-segment  | 71                 | 73                 | (2)       | (3%)     |
| Total Sales    | \$ 7,983           | \$ 6,760           | \$ 1,223  | 18%      |

### Segment Profit

|                       | Third Quarter 2026 | Third Quarter 2025 | Change  | % Change |
|-----------------------|--------------------|--------------------|---------|----------|
| Segment Profit        | \$ 1,831           | \$ 1,377           | \$ 454  | 33%      |
| Segment Profit Margin | 22.9 %             | 20.4 %             | 2.5 pts |          |

Construction Industries' total sales were \$7.983 billion in the third quarter of 2026, an increase of \$1.223 billion, or 18%, compared with \$6.760 billion in the third quarter of 2025. The increase in sales was mainly due to higher sales volume of \$874 million and favorable price realization of \$349 million. Higher sales volume was primarily driven by higher sales of equipment to end users.

- In North America, sales increased due to higher sales volume and favorable price realization. Higher sales volume was mainly driven by higher sales of equipment to end users.
- Sales increased in Latin America mainly due to higher sales volume. Higher sales volume was primarily driven by the impact from changes in dealer inventories.
- In EAME, sales increased primarily due to favorable price realization and higher sales volume. Higher sales volume was mainly driven by higher sales of equipment to end users.
- Sales increased in Asia/Pacific due to higher sales volume, partially offset by unfavorable price realization and unfavorable currency impacts primarily related to the Japanese yen. Higher sales volume was mainly driven by the impact from changes in dealer inventories.

Construction Industries' segment profit was \$1.831 billion in the third quarter of 2026, an increase of \$454 million, or 33%, compared with \$1.377 billion in the third quarter of 2025. The increase was primarily due to the profit impact of higher sales volume of \$356 million and favorable price realization of \$349 million, partially offset by unfavorable manufacturing costs of \$252 million. Unfavorable manufacturing costs included the impact of higher freight.

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## RESOURCE INDUSTRIES

(Millions of dollars)

### Segment Sales

|             | Third Quarter 2025 | Sales Volume | Price Realization | Currency | Inter-Segment | Third Quarter 2026 | \$ Change | % Change |
|-------------|--------------------|--------------|-------------------|----------|---------------|--------------------|-----------|----------|
| Total Sales | \$ 3,999           | \$ 478       | \$ 96             | \$ 40    | \$ 2          | \$ 4,615           | \$ 616    | 15%      |

### Sales by Industry

|                     | Third Quarter 2026 | Third Quarter 2025 | \$ Change     | % Change   |
|---------------------|--------------------|--------------------|---------------|------------|
| Mining, HC and Q&A* | \$ 3,697           | \$ 3,036           | \$ 661        | 22%        |
| Rail                | 832                | 879                | (47)          | (5%)       |
| External Sales      | 4,529              | 3,915              | 614           | 16%        |
| Inter-segment       | 86                 | 84                 | 2             | 2%         |
| Total Sales         | <u>\$ 4,615</u>    | <u>\$ 3,999</u>    | <u>\$ 616</u> | <u>15%</u> |

\*Heavy Construction and Quarry & Aggregates (HC and Q&A)

### Segment Profit

|                       | Third Quarter 2026 | Third Quarter 2025 | Change    | % Change |
|-----------------------|--------------------|--------------------|-----------|----------|
| Segment Profit        | \$ 622             | \$ 544             | \$ 78     | 14%      |
| Segment Profit Margin | 13.5 %             | 13.6 %             | (0.1 pts) |          |

Resource Industries' total sales were \$4.615 billion in the third quarter of 2026, an increase of \$616 million, or 15%, compared with \$3.999 billion in the third quarter of 2025. The increase was primarily due to higher sales volume of \$478 million and favorable price realization of \$96 million.

- Mining, Heavy Construction and Quarry & Aggregates – Sales increased primarily due to the impact from changes in dealer inventories.
- Rail – Sales decreased primarily due to lower international locomotive deliveries, partially offset by an increase in rail services.

Resource Industries' segment profit was \$622 million in the third quarter of 2026, an increase of \$78 million, or 14%, compared with \$544 million in the third quarter of 2025. The increase was mainly due to the profit impact of higher sales volume of \$181 million and favorable price realization of \$96 million, partially offset by unfavorable manufacturing costs of \$208 million. Unfavorable manufacturing costs primarily reflected higher material costs, including tariffs.

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## FINANCIAL PRODUCTS SEGMENT

(Millions of dollars)

### Revenues by Geographic Region

|                | Third<br>Quarter<br>2026 | Third<br>Quarter<br>2025 | \$<br>Change  | %<br>Change |
|----------------|--------------------------|--------------------------|---------------|-------------|
| North America  | \$ 780                   | \$ 722                   | \$ 58         | 8%          |
| Latin America  | 132                      | 118                      | 14            | 12%         |
| EAME           | 142                      | 130                      | 12            | 9%          |
| Asia/Pacific   | 123                      | 106                      | 17            | 16%         |
| Total Revenues | <u>\$ 1,177</u>          | <u>\$ 1,076</u>          | <u>\$ 101</u> | 9%          |

### Segment Profit

|                | Third<br>Quarter<br>2026 | Third<br>Quarter<br>2025 | Change | %<br>Change |
|----------------|--------------------------|--------------------------|--------|-------------|
| Segment Profit | \$ 264                   | \$ 241                   | \$ 23  | 10%         |

Financial Products' segment revenues were \$1.177 billion in the third quarter of 2026, an increase of \$101 million, or 9%, compared with \$1.076 billion in the third quarter of 2025. The increase was primarily due to a favorable impact from higher average earning assets of \$125 million across all regions, partially offset by an unfavorable impact from lower average financing rates of \$38 million across all regions except Asia/Pacific.

Financial Products' segment profit was \$264 million in the third quarter of 2026, an increase of \$23 million, or 10%, compared with \$241 million in the third quarter of 2025. The increase was mainly due to a favorable impact from higher average earning assets of \$52 million, partially offset by higher provision for credit losses at Cat Financial of \$34 million.

At the end of the third quarter of 2026, past dues at Cat Financial were 1.31%, compared with 1.47% at the end of the third quarter of 2025. Write-offs, net of recoveries, were \$28 million for the third quarter of 2026 compared with \$40 million for the third quarter of 2025. As of September 30, 2026, Cat Financial's allowance for credit losses totaled \$332 million, or 0.91% of finance receivables, compared with \$294 million, or 0.84% of finance receivables at June 30, 2026. The allowance for credit losses at year-end 2025 was \$284 million, or 0.86% of finance receivables.

### Corporate Items and Eliminations

Expense for corporate items and eliminations was \$453 million in the third quarter of 2026, a decrease of \$131 million from the third quarter of 2025. This decrease was primarily due to a favorable change in fair value adjustments related to deferred compensation plans.

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## **Notes**

- i. Glossary of terms is included on the Caterpillar website at <https://investors.caterpillar.com/overview/default.aspx>.
- ii. Sales of equipment to end users is demonstrated by the company's Rolling 3 Month Retail Sales Statistics filed in a Form 8-K on Thursday, Oct. 29, 2026.
- iii. Information on non-GAAP financial measures is included in the appendix on pages 12 and 13.
- iv. Some amounts within this report are rounded to the millions or billions and may not add.
- v. Caterpillar will conduct a teleconference and live webcast, with a slide presentation, beginning at 7:30 a.m. Central Time on Thursday, Oct. 29, 2026, to discuss its 2026 third-quarter results. The accompanying slides will be available before the webcast on the Caterpillar website at <https://investors.caterpillar.com/events-presentations/default.aspx>.

## **About Caterpillar**

For more than a century, Caterpillar has built a better, more sustainable world. With 2025 sales and revenues of \$67.6 billion, Caterpillar Inc. is shaping the future as the world's leading manufacturer of construction and mining equipment, off-highway diesel and natural gas engines, industrial gas turbines and diesel-electric locomotives. Backed by one of the largest independent global dealer networks and financing services through Cat Financial, the company's primary business segments: Power & Energy, Construction Industries and Resource Industries are solving customers' toughest challenges through commercial excellence and advanced technology, driven by a highly skilled, dedicated global team. Learn more at [caterpillar.com](https://caterpillar.com).

Caterpillar's latest financial results are also available online:

<https://investors.caterpillar.com/overview/default.aspx>

<https://investors.caterpillar.com/financials/quarterly-results/default.aspx> (live broadcast/replays of quarterly conference call)

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## **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; (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.

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## APPENDIX

### 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.

The company believes it is important to separately quantify the profit impact of one significant item in order for the company's results to be meaningful to readers. This item consists of (i) restructuring costs. The company does not consider this item 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 2026, excluding mark-to-market gains or losses for remeasurement of pension and other postemployment benefit plans.

Reconciliations of adjusted results to the most directly comparable GAAP measure are as follows:

| (Dollars in millions except per share data)                  | Operating<br>Profit | Operating<br>Profit Margin | Profit<br>Before<br>Taxes | Provision<br>(Benefit) for<br>Income<br>Taxes | Profit   | Profit per<br>Share |
|--------------------------------------------------------------|---------------------|----------------------------|---------------------------|-----------------------------------------------|----------|---------------------|
| <b>Three Months Ended September 30,<br/>2026 - U.S. GAAP</b> | \$ 4,214            | 20.4 %                     | \$ 4,220                  | \$ 968                                        | \$ 3,287 | \$ 7.13             |
| Restructuring costs                                          | 41                  | 0.2 %                      | 41                        | 9                                             | 32       | 0.07                |
| Three Months Ended September 30, 2026<br>- Adjusted          | \$ 4,255            | 20.6 %                     | \$ 4,261                  | \$ 977                                        | \$ 3,319 | \$ 7.20             |
| <b>Three Months Ended September 30,<br/>2025 - U.S. GAAP</b> | \$ 3,052            | 17.3 %                     | \$ 3,127                  | \$ 836                                        | \$ 2,300 | \$ 4.88             |
| Restructuring costs                                          | 37                  | 0.2 %                      | 37                        | 9                                             | 28       | 0.07                |
| Three Months Ended September 30, 2025<br>- Adjusted          | \$ 3,089            | 17.5 %                     | \$ 3,164                  | \$ 845                                        | \$ 2,328 | \$ 4.95             |

(more)

The company believes it is important to separately disclose the annual effective tax rate, excluding discrete items for the results to be meaningful to readers. The annual effective tax rate is discussed using non-GAAP financial measures that exclude the effects of amounts associated with discrete items recorded fully in the quarter they occur. For the three months ended September 30, 2026 and 2025, these items consist of (i) the settlement of stock-based compensation awards with associated tax deductions in excess of cumulative U.S. GAAP compensation expense, (ii) the increase in the annual effective tax rate in 2025 and (iii) the impact of changes in estimates related to prior years in 2025. The company believes the non-GAAP measures will provide investors with useful perspective on underlying business results and trends and aids with assessing the company's period-over-period results.

A reconciliation of the effective tax rate to annual effective tax rate, excluding discrete items is below:

| (Dollars in millions)                                    | Profit Before Taxes | Provision (Benefit) for Income Taxes | Effective Tax Rate |
|----------------------------------------------------------|---------------------|--------------------------------------|--------------------|
| <b>Three Months Ended September 30, 2026 - U.S. GAAP</b> | <b>\$ 4,220</b>     | <b>968</b>                           | <b>22.9 %</b>      |
| Excess stock-based compensation                          | —                   | 3                                    |                    |
| Annual effective tax rate, excluding discrete items      | \$ 4,220            | \$ 971                               | 23.0 %             |
| Excess stock-based compensation                          | —                   | (3)                                  |                    |
| Restructuring costs                                      | 41                  | 9                                    |                    |
| Three Months Ended September 30, 2026 - Adjusted         | <u>\$ 4,261</u>     | <u>\$ 977</u>                        |                    |
| <b>Three Months Ended September 30, 2025 - U.S. GAAP</b> | <b>\$ 3,127</b>     | <b>\$ 836</b>                        | <b>26.7 %</b>      |
| Increase in annual effective tax rate                    | —                   | (54)                                 |                    |
| Changes in estimates related to prior years              | —                   | (41)                                 |                    |
| Excess stock-based compensation                          | —                   | 10                                   |                    |
| Annual effective tax rate, excluding discrete items      | \$ 3,127            | \$ 751                               | 24.0 %             |
| Increase in annual effective tax rate                    | —                   | 54                                   |                    |
| Changes in estimates related to prior years              | —                   | 41                                   |                    |
| Excess stock-based compensation                          | —                   | (10)                                 |                    |
| Restructuring costs                                      | 37                  | 9                                    |                    |
| Three Months Ended September 30, 2025 - Adjusted         | <u>\$ 3,164</u>     | <u>\$ 845</u>                        |                    |



**Supplemental Consolidating Data**

The company is providing supplemental consolidating data for the purpose of additional analysis. The data has been grouped as follows:

**Consolidated** – Caterpillar Inc. and its subsidiaries.

**Machinery, Power & Energy (MP&E)** – The company defines MP&E as it is presented in the supplemental data as Caterpillar Inc. and its subsidiaries, excluding Financial Products. MP&E's information relates to the design, manufacturing and marketing of its products.

**Financial Products** – The company defines Financial Products as it is presented in the supplemental data as its finance and insurance subsidiaries, primarily Caterpillar Financial Services Corporation (Cat Financial) and Caterpillar Insurance Holdings Inc. (Insurance Services). Financial Products' information relates to the financing to customers and dealers for the purchase and lease of Caterpillar and other equipment.

**Consolidating Adjustments** – Eliminations of transactions between MP&E and Financial Products.

The nature of the MP&E and Financial Products businesses is different, especially with regard to the financial position and cash flow items. Caterpillar management utilizes this presentation internally to highlight these differences. The company believes this presentation will assist readers in understanding its business.

Pages 15 to 25 reconcile MP&E and Financial Products to Caterpillar Inc. consolidated financial information.

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**Caterpillar Inc.**  
**Condensed Consolidated Statement of Results of Operations**  
**(Unaudited)**  
**(Dollars in millions except per share data)**

|                                                                | Three Months Ended<br>September 30, |                 | Nine Months Ended<br>September 30, |                 |
|----------------------------------------------------------------|-------------------------------------|-----------------|------------------------------------|-----------------|
|                                                                | 2026                                | 2025            | 2026                               | 2025            |
| <b>Sales and revenues:</b>                                     |                                     |                 |                                    |                 |
| Sales of Machinery, Power & Energy                             | \$ 19,654                           | \$ 16,726       | \$ 55,708                          | \$ 45,778       |
| Revenues of Financial Products                                 | 1,028                               | 912             | 2,932                              | 2,678           |
| Total sales and revenues                                       | 20,682                              | 17,638          | 58,640                             | 48,456          |
| <b>Operating costs:</b>                                        |                                     |                 |                                    |                 |
| Cost of goods sold                                             | 13,332                              | 11,673          | 37,419                             | 31,445          |
| Selling, general and administrative expenses                   | 1,797                               | 1,822           | 5,631                              | 5,109           |
| Research and development expenses                              | 596                                 | 555             | 1,749                              | 1,586           |
| Interest expense of Financial Products                         | 384                                 | 346             | 1,091                              | 1,008           |
| Other operating (income) expenses                              | 359                                 | 190             | 1,156                              | 817             |
| Total operating costs                                          | 16,468                              | 14,586          | 47,046                             | 39,965          |
| <b>Operating profit</b>                                        | 4,214                               | 3,052           | 11,594                             | 8,491           |
| Interest expense excluding Financial Products                  | 129                                 | 133             | 398                                | 375             |
| Other income (expense)                                         | 135                                 | 208             | 793                                | 399             |
| <b>Consolidated profit before taxes</b>                        | 4,220                               | 3,127           | 11,989                             | 8,515           |
| Provision (benefit) for income taxes                           | 968                                 | 836             | 2,693                              | 2,056           |
| Profit of consolidated companies                               | 3,252                               | 2,291           | 9,296                              | 6,459           |
| Equity in profit (loss) of unconsolidated affiliated companies | 34                                  | 8               | 131                                | 22              |
| <b>Profit of consolidated and affiliated companies</b>         | 3,286                               | 2,299           | 9,427                              | 6,481           |
| Less: Profit (loss) attributable to noncontrolling interests   | (1)                                 | (1)             | (2)                                | (1)             |
| <b>Profit <sup>1</sup></b>                                     | <u>\$ 3,287</u>                     | <u>\$ 2,300</u> | <u>\$ 9,429</u>                    | <u>\$ 6,482</u> |
| <b>Profit per common share</b>                                 | \$ 7.16                             | \$ 4.91         | \$ 20.45                           | \$ 13.76        |
| <b>Profit per common share — diluted <sup>2</sup></b>          | \$ 7.13                             | \$ 4.88         | \$ 20.36                           | \$ 13.69        |
| <b>Weighted-average common shares outstanding (millions)</b>   |                                     |                 |                                    |                 |
| – Basic                                                        | 459.1                               | 468.6           | 461.0                              | 471.3           |
| – Diluted <sup>2</sup>                                         | 460.9                               | 470.8           | 463.2                              | 473.4           |

<sup>1</sup> Profit attributable to common shareholders.

<sup>2</sup> Diluted by assumed exercise of stock-based compensation awards using the treasury stock method.

(more)

**Caterpillar Inc.**  
**Condensed Consolidated Statement of Financial Position**  
**(Unaudited)**  
**(Millions of dollars)**

|                                                   | <b>September 30,<br/>2026</b> | <b>December 31,<br/>2025</b> |
|---------------------------------------------------|-------------------------------|------------------------------|
| <b>Assets</b>                                     |                               |                              |
| Current assets:                                   |                               |                              |
| Cash and cash equivalents                         | \$ 7,929                      | \$ 9,980                     |
| Receivables – trade and other                     | 13,440                        | 10,920                       |
| Receivables – finance                             | 11,051                        | 10,649                       |
| Prepaid expenses and other current assets         | 3,200                         | 2,801                        |
| Inventories                                       | 22,214                        | 18,135                       |
| Total current assets                              | 57,834                        | 52,485                       |
| Property, plant and equipment – net               | 16,011                        | 15,140                       |
| Long-term receivables – trade and other           | 3,348                         | 2,142                        |
| Long-term receivables – finance                   | 14,402                        | 14,272                       |
| Noncurrent deferred and refundable income taxes   | 2,235                         | 2,882                        |
| Intangible assets                                 | 409                           | 241                          |
| Goodwill                                          | 5,905                         | 5,321                        |
| Other assets                                      | 6,699                         | 6,102                        |
| <b>Total assets</b>                               | <b>\$ 106,843</b>             | <b>\$ 98,585</b>             |
| <b>Liabilities</b>                                |                               |                              |
| Current liabilities:                              |                               |                              |
| Short-term borrowings:                            |                               |                              |
| -- Financial Products                             | \$ 4,855                      | \$ 5,514                     |
| Accounts payable                                  | 10,573                        | 8,968                        |
| Accrued expenses                                  | 6,038                         | 5,587                        |
| Accrued wages, salaries and employee benefits     | 2,663                         | 2,554                        |
| Customer advances                                 | 5,329                         | 3,314                        |
| Dividends payable                                 | —                             | 703                          |
| Other current liabilities                         | 3,028                         | 2,798                        |
| Long-term debt due within one year:               |                               |                              |
| -- Machinery, Power & Energy                      | 36                            | 35                           |
| -- Financial Products                             | 8,144                         | 7,085                        |
| Total current liabilities                         | 40,666                        | 36,558                       |
| Long-term debt due after one year:                |                               |                              |
| -- Machinery, Power & Energy                      | 10,614                        | 10,678                       |
| -- Financial Products                             | 21,552                        | 20,018                       |
| Liability for postemployment benefits             | 3,610                         | 3,838                        |
| Other liabilities                                 | 8,919                         | 6,175                        |
| <b>Total liabilities</b>                          | <b>85,361</b>                 | <b>77,267</b>                |
| <b>Shareholders' equity</b>                       |                               |                              |
| Common stock                                      | 6,658                         | 7,181                        |
| Treasury stock                                    | (56,702)                      | (49,539)                     |
| Profit employed in the business                   | 73,428                        | 65,448                       |
| Accumulated other comprehensive income (loss)     | (1,901)                       | (1,772)                      |
| Noncontrolling interests                          | (1)                           | —                            |
| <b>Total shareholders' equity</b>                 | <b>21,482</b>                 | <b>21,318</b>                |
| <b>Total liabilities and shareholders' equity</b> | <b>\$ 106,843</b>             | <b>\$ 98,585</b>             |

(more)



**Caterpillar Inc.**  
**Condensed Consolidated Statement of Cash Flow**  
**(Unaudited)**  
**(Millions of dollars)**

|                                                                               | <b>Nine Months Ended September 30,</b> |                        |
|-------------------------------------------------------------------------------|----------------------------------------|------------------------|
|                                                                               | <b>2026</b>                            | <b>2025</b>            |
| <b>Cash flow from operating activities:</b>                                   |                                        |                        |
| Profit of consolidated and affiliated companies                               | \$ 9,427                               | \$ 6,481               |
| Adjustments to reconcile profit to net cash provided by operating activities: |                                        |                        |
| Depreciation and amortization                                                 | 1,826                                  | 1,664                  |
| Provision (benefit) for deferred income taxes                                 | 630                                    | 300                    |
| (Gain) loss on divestiture                                                    | 139                                    | —                      |
| Other                                                                         | 249                                    | 509                    |
| Changes in assets and liabilities, net of acquisitions and divestitures:      |                                        |                        |
| Receivables – trade and other                                                 | (3,761)                                | (788)                  |
| Inventories                                                                   | (4,118)                                | (2,015)                |
| Accounts payable                                                              | 1,752                                  | 1,086                  |
| Accrued expenses                                                              | 354                                    | 51                     |
| Accrued wages, salaries and employee benefits                                 | 107                                    | (296)                  |
| Customer advances                                                             | 4,002                                  | 1,649                  |
| Other assets – net                                                            | (251)                                  | (138)                  |
| Other liabilities – net                                                       | 237                                    | (355)                  |
| Net cash provided by (used for) operating activities                          | <u>10,593</u>                          | <u>8,148</u>           |
| <b>Cash flow from investing activities:</b>                                   |                                        |                        |
| Capital expenditures – excluding equipment leased to others                   | (2,012)                                | (1,923)                |
| Expenditures for equipment leased to others                                   | (1,214)                                | (1,021)                |
| Proceeds from disposals of leased assets and property, plant and equipment    | 773                                    | 544                    |
| Additions to finance receivables                                              | (13,123)                               | (10,964)               |
| Collections of finance receivables                                            | 12,149                                 | 9,890                  |
| Proceeds from sale of finance receivables                                     | 56                                     | 26                     |
| Investments and acquisitions (net of cash acquired)                           | (893)                                  | (26)                   |
| Proceeds from sale of businesses and investments (net of cash sold)           | (92)                                   | 12                     |
| Proceeds from maturities and sale of securities                               | 1,303                                  | 1,945                  |
| Investments in securities                                                     | (1,872)                                | (1,291)                |
| Other – net                                                                   | 170                                    | (19)                   |
| Net cash provided by (used for) investing activities                          | <u>(4,755)</u>                         | <u>(2,827)</u>         |
| <b>Cash flow from financing activities:</b>                                   |                                        |                        |
| Dividends paid                                                                | (2,148)                                | (2,043)                |
| Common stock issued, and other stock compensation transactions, net           | (131)                                  | (39)                   |
| Payments to purchase common stock                                             | (7,745)                                | (4,850)                |
| Excise tax paid on purchases of common stock                                  | (49)                                   | (73)                   |
| Proceeds from debt issued (original maturities greater than three months)     | 10,490                                 | 8,454                  |
| Payments on debt (original maturities greater than three months)              | (7,495)                                | (6,205)                |
| Short-term borrowings – net (original maturities three months or less)        | (748)                                  | 106                    |
| Net cash provided by (used for) financing activities                          | <u>(7,826)</u>                         | <u>(4,650)</u>         |
| Effect of exchange rate changes on cash                                       | (63)                                   | (23)                   |
| <b>Increase (decrease) in cash, cash equivalents and restricted cash</b>      | <u>(2,051)</u>                         | <u>648</u>             |
| Cash, cash equivalents and restricted cash at beginning of period             | 9,986                                  | 6,896                  |
| Cash, cash equivalents and restricted cash at end of period                   | <u><u>\$ 7,935</u></u>                 | <u><u>\$ 7,544</u></u> |

*Cash equivalents primarily represent short-term, highly liquid investments with original maturities of generally three months or less.*

(more)

**Caterpillar Inc.**  
**Supplemental Data for Results of Operations**  
**For the Three Months Ended September 30, 2026**  
**(Unaudited)**  
**(Millions of dollars)**

|                                                                | Supplemental Consolidating Data |                              |                       |                              |
|----------------------------------------------------------------|---------------------------------|------------------------------|-----------------------|------------------------------|
|                                                                | Consolidated                    | Machinery,<br>Power & Energy | Financial<br>Products | Consolidating<br>Adjustments |
| <b>Sales and revenues:</b>                                     |                                 |                              |                       |                              |
| Sales of Machinery, Power & Energy                             | \$ 19,654                       | \$ 19,654                    | \$ —                  | \$ —                         |
| Revenues of Financial Products                                 | 1,028                           | —                            | 1,261                 | (233) <sup>1</sup>           |
| Total sales and revenues                                       | 20,682                          | 19,654                       | 1,261                 | (233)                        |
| <b>Operating costs:</b>                                        |                                 |                              |                       |                              |
| Cost of goods sold                                             | 13,332                          | 13,332                       | —                     | —                            |
| Selling, general and administrative expenses                   | 1,797                           | 1,571                        | 245                   | (19) <sup>2</sup>            |
| Research and development expenses                              | 596                             | 596                          | —                     | —                            |
| Interest expense of Financial Products                         | 384                             | —                            | 397                   | (13) <sup>2</sup>            |
| Other operating (income) expenses                              | 359                             | 11                           | 358                   | (10) <sup>2</sup>            |
| Total operating costs                                          | 16,468                          | 15,510                       | 1,000                 | (42)                         |
| <b>Operating profit</b>                                        | 4,214                           | 4,144                        | 261                   | (191)                        |
| Interest expense excluding Financial Products                  | 129                             | 135                          | —                     | (6) <sup>3</sup>             |
| Other income (expense)                                         | 135                             | (77)                         | 27                    | 185 <sup>4</sup>             |
| <b>Consolidated profit before taxes</b>                        | 4,220                           | 3,932                        | 288                   | —                            |
| Provision (benefit) for income taxes                           | 968                             | 899                          | 69                    | —                            |
| Profit of consolidated companies                               | 3,252                           | 3,033                        | 219                   | —                            |
| Equity in profit (loss) of unconsolidated affiliated companies | 34                              | 34                           | —                     | —                            |
| <b>Profit of consolidated and affiliated companies</b>         | 3,286                           | 3,067                        | 219                   | —                            |
| Less: Profit (loss) attributable to noncontrolling interests   | (1)                             | (1)                          | —                     | —                            |
| <b>Profit <sup>5</sup></b>                                     | <u>\$ 3,287</u>                 | <u>\$ 3,068</u>              | <u>\$ 219</u>         | <u>\$ —</u>                  |

1 Elimination of Financial Products' revenues earned from MP&E.

2 Elimination of net expenses recorded between MP&E and Financial Products.

3 Elimination of interest expense recorded between Financial Products and MP&E.

4 Elimination of discount recorded by MP&E on receivables sold to Financial Products and of interest earned between MP&E and Financial Products as well as dividends paid by Financial Products to MP&E.

5 Profit attributable to common shareholders.

(more)

**Caterpillar Inc.**  
**Supplemental Data for Results of Operations**  
**For the Three Months Ended September 30, 2025**  
**(Unaudited)**  
**(Millions of dollars)**

|                                                                | Supplemental Consolidating Data |                                 |                       |                              |
|----------------------------------------------------------------|---------------------------------|---------------------------------|-----------------------|------------------------------|
|                                                                | Consolidated                    | Machinery,<br>Power &<br>Energy | Financial<br>Products | Consolidating<br>Adjustments |
| <b>Sales and revenues:</b>                                     |                                 |                                 |                       |                              |
| Sales of Machinery, Power & Energy                             | \$ 16,726                       | \$ 16,726                       | \$ —                  | \$ —                         |
| Revenues of Financial Products                                 | 912                             | —                               | 1,115                 | (203) <sup>1</sup>           |
| Total sales and revenues                                       | 17,638                          | 16,726                          | 1,115                 | (203)                        |
| <b>Operating costs:</b>                                        |                                 |                                 |                       |                              |
| Cost of goods sold                                             | 11,673                          | 11,675                          | —                     | (2) <sup>2</sup>             |
| Selling, general and administrative expenses                   | 1,822                           | 1,608                           | 218                   | (4) <sup>2</sup>             |
| Research and development expenses                              | 555                             | 555                             | —                     | —                            |
| Interest expense of Financial Products                         | 346                             | —                               | 358                   | (12)                         |
| Other operating (income) expenses                              | 190                             | (114)                           | 336                   | (32) <sup>2</sup>            |
| Total operating costs                                          | 14,586                          | 13,724                          | 912                   | (50)                         |
| <b>Operating profit</b>                                        | 3,052                           | 3,002                           | 203                   | (153)                        |
| Interest expense excluding Financial Products                  | 133                             | 136                             | —                     | (3)                          |
| Other income (expense)                                         | 208                             | 25                              | 33                    | 150 <sup>3</sup>             |
| <b>Consolidated profit before taxes</b>                        | 3,127                           | 2,891                           | 236                   | —                            |
| Provision (benefit) for income taxes                           | 836                             | 773                             | 63                    | —                            |
| Profit of consolidated companies                               | 2,291                           | 2,118                           | 173                   | —                            |
| Equity in profit (loss) of unconsolidated affiliated companies | 8                               | 8                               | —                     | —                            |
| <b>Profit of consolidated and affiliated companies</b>         | 2,299                           | 2,126                           | 173                   | —                            |
| Less: Profit (loss) attributable to noncontrolling interests   | (1)                             | (1)                             | —                     | —                            |
| <b>Profit <sup>4</sup></b>                                     | <u>\$ 2,300</u>                 | <u>\$ 2,127</u>                 | <u>\$ 173</u>         | <u>\$ —</u>                  |

1 Elimination of Financial Products' revenues earned from MP&E.

2 Elimination of net expenses recorded by MP&E paid to Financial Products.

3 Elimination of discount recorded by MP&E on receivables sold to Financial Products and of interest earned between MP&E and Financial Products as well as dividends paid by Financial Products to MP&E.

4 Profit attributable to common shareholders.

(more)

**Caterpillar Inc.**  
**Supplemental Data for Results of Operations**  
**For the Nine Months Ended September 30, 2026**  
**(Unaudited)**  
**(Millions of dollars)**

|                                                                | Supplemental Consolidating Data |                              |                       |                              |
|----------------------------------------------------------------|---------------------------------|------------------------------|-----------------------|------------------------------|
|                                                                | Consolidated                    | Machinery,<br>Power & Energy | Financial<br>Products | Consolidating<br>Adjustments |
| <b>Sales and revenues:</b>                                     |                                 |                              |                       |                              |
| Sales of Machinery, Power & Energy                             | \$ 55,708                       | \$ 55,708                    | \$ —                  | \$ —                         |
| Revenues of Financial Products                                 | 2,932                           | —                            | 3,592                 | (660) <sup>1</sup>           |
| Total sales and revenues                                       | 58,640                          | 55,708                       | 3,592                 | (660)                        |
| <b>Operating costs:</b>                                        |                                 |                              |                       |                              |
| Cost of goods sold                                             | 37,419                          | 37,423                       | —                     | (4) <sup>2</sup>             |
| Selling, general and administrative expenses                   | 5,631                           | 4,980                        | 690                   | (39) <sup>2</sup>            |
| Research and development expenses                              | 1,749                           | 1,749                        | —                     | —                            |
| Interest expense of Financial Products                         | 1,091                           | —                            | 1,127                 | (36) <sup>2</sup>            |
| Other operating (income) expenses                              | 1,156                           | 199                          | 1,014                 | (57) <sup>2</sup>            |
| Total operating costs                                          | 47,046                          | 44,351                       | 2,831                 | (136)                        |
| <b>Operating profit</b>                                        | 11,594                          | 11,357                       | 761                   | (524)                        |
| Interest expense excluding Financial Products                  | 398                             | 416                          | —                     | (18) <sup>3</sup>            |
| Other income (expense)                                         | 793                             | 185                          | 102                   | 506 <sup>4</sup>             |
| <b>Consolidated profit before taxes</b>                        | 11,989                          | 11,126                       | 863                   | —                            |
| Provision (benefit) for income taxes                           | 2,693                           | 2,469                        | 224                   | —                            |
| Profit of consolidated companies                               | 9,296                           | 8,657                        | 639                   | —                            |
| Equity in profit (loss) of unconsolidated affiliated companies | 131                             | 131                          | —                     | —                            |
| <b>Profit of consolidated and affiliated companies</b>         | 9,427                           | 8,788                        | 639                   | —                            |
| Less: Profit (loss) attributable to noncontrolling interests   | (2)                             | (2)                          | —                     | —                            |
| <b>Profit <sup>5</sup></b>                                     | <u>\$ 9,429</u>                 | <u>\$ 8,790</u>              | <u>\$ 639</u>         | <u>\$ —</u>                  |

<sup>1</sup> Elimination of Financial Products' revenues earned from MP&E.

<sup>2</sup> Elimination of net expenses recorded between MP&E and Financial Products.

<sup>3</sup> Elimination of interest expense recorded between Financial Products and MP&E.

<sup>4</sup> Elimination of discount recorded by MP&E on receivables sold to Financial Products and of interest earned between MP&E and Financial Products as well as dividends paid by Financial Products to MP&E.

<sup>5</sup> Profit attributable to common shareholders.

(more)

**Caterpillar Inc.**  
**Supplemental Data for Results of Operations**  
**For the Nine Months Ended September 30, 2025**  
**(Unaudited)**  
**(Millions of dollars)**

|                                                                | Supplemental Consolidating Data |                              |                       |                              |
|----------------------------------------------------------------|---------------------------------|------------------------------|-----------------------|------------------------------|
|                                                                | Consolidated                    | Machinery,<br>Power & Energy | Financial<br>Products | Consolidating<br>Adjustments |
| <b>Sales and revenues:</b>                                     |                                 |                              |                       |                              |
| Sales of Machinery, Power & Energy                             | \$ 45,778                       | \$ 45,778                    | \$ —                  | \$ —                         |
| Revenues of Financial Products                                 | 2,678                           | —                            | 3,244                 | (566) <sup>1</sup>           |
| Total sales and revenues                                       | 48,456                          | 45,778                       | 3,244                 | (566)                        |
| <b>Operating costs:</b>                                        |                                 |                              |                       |                              |
| Cost of goods sold                                             | 31,445                          | 31,451                       | —                     | (6) <sup>2</sup>             |
| Selling, general and administrative expenses                   | 5,109                           | 4,513                        | 623                   | (27) <sup>2</sup>            |
| Research and development expenses                              | 1,586                           | 1,586                        | —                     | —                            |
| Interest expense of Financial Products                         | 1,008                           | —                            | 1,026                 | (18)                         |
| Other operating (income) expenses                              | 817                             | (84)                         | 979                   | (78) <sup>2</sup>            |
| Total operating costs                                          | 39,965                          | 37,466                       | 2,628                 | (129)                        |
| <b>Operating profit</b>                                        | 8,491                           | 8,312                        | 616                   | (437)                        |
| Interest expense excluding Financial Products                  | 375                             | 385                          | —                     | (10)                         |
| Other income (expense)                                         | 399                             | (121)                        | 93                    | 427 <sup>3</sup>             |
| <b>Consolidated profit before taxes</b>                        | 8,515                           | 7,806                        | 709                   | —                            |
| Provision (benefit) for income taxes                           | 2,056                           | 1,878                        | 178                   | —                            |
| Profit of consolidated companies                               | 6,459                           | 5,928                        | 531                   | —                            |
| Equity in profit (loss) of unconsolidated affiliated companies | 22                              | 22                           | —                     | —                            |
| <b>Profit of consolidated and affiliated companies</b>         | 6,481                           | 5,950                        | 531                   | —                            |
| Less: Profit (loss) attributable to noncontrolling interests   | (1)                             | (2)                          | 1                     | —                            |
| <b>Profit <sup>4</sup></b>                                     | <u>\$ 6,482</u>                 | <u>\$ 5,952</u>              | <u>\$ 530</u>         | <u>\$ —</u>                  |

1 Elimination of Financial Products' revenues earned from MP&E.

2 Elimination of net expenses recorded between MP&E and Financial Products.

3 Elimination of discount recorded by MP&E on receivables sold to Financial Products and of interest earned between MP&E and Financial Products as well as dividends paid by Financial Products to MP&E.

4 Profit attributable to common shareholders.

(more)

**Caterpillar Inc.**  
**Supplemental Data for Financial Position**  
**At September 30, 2026**  
**(Unaudited)**  
**(Millions of dollars)**

|                                                   | Supplemental Consolidating Data |                              |                       |                              |
|---------------------------------------------------|---------------------------------|------------------------------|-----------------------|------------------------------|
|                                                   | Consolidated                    | Machinery,<br>Power & Energy | Financial<br>Products | Consolidating<br>Adjustments |
| <b>Assets</b>                                     |                                 |                              |                       |                              |
| Current assets:                                   |                                 |                              |                       |                              |
| Cash and cash equivalents                         | \$ 7,929                        | \$ 7,102                     | \$ 827                | \$ —                         |
| Receivables – trade and other                     | 13,440                          | 5,001                        | 497                   | 7,942 <sup>1,2</sup>         |
| Receivables – finance                             | 11,051                          | —                            | 19,679                | (8,628) <sup>2</sup>         |
| Prepaid expenses and other current assets         | 3,200                           | 2,866                        | 405                   | (71) <sup>3</sup>            |
| Inventories                                       | 22,214                          | 22,214                       | —                     | —                            |
| Total current assets                              | 57,834                          | 37,183                       | 21,408                | (757)                        |
| Property, plant and equipment – net               | 16,011                          | 11,728                       | 4,237                 | 46 <sup>4</sup>              |
| Long-term receivables – trade and other           | 3,348                           | 2,612                        | 95                    | 641 <sup>1,2</sup>           |
| Long-term receivables – finance                   | 14,402                          | —                            | 16,338                | (1,936) <sup>2</sup>         |
| Noncurrent deferred and refundable income taxes   | 2,235                           | 2,512                        | 139                   | (416) <sup>5</sup>           |
| Intangible assets                                 | 409                             | 409                          | —                     | —                            |
| Goodwill                                          | 5,905                           | 5,905                        | —                     | —                            |
| Other assets                                      | 6,699                           | 4,975                        | 2,812                 | (1,088) <sup>6</sup>         |
| <b>Total assets</b>                               | <b>\$ 106,843</b>               | <b>\$ 65,324</b>             | <b>\$ 45,029</b>      | <b>\$ (3,510)</b>            |
| <b>Liabilities</b>                                |                                 |                              |                       |                              |
| Current liabilities:                              |                                 |                              |                       |                              |
| Short-term borrowings                             | \$ 4,855                        | \$ —                         | \$ 4,855              | \$ —                         |
| Short-term borrowings with consolidated companies | —                               | —                            | 500                   | (500) <sup>9</sup>           |
| Accounts payable                                  | 10,573                          | 10,489                       | 266                   | (182) <sup>7</sup>           |
| Accrued expenses                                  | 6,038                           | 5,322                        | 716                   | —                            |
| Accrued wages, salaries and employee benefits     | 2,663                           | 2,598                        | 65                    | —                            |
| Customer advances                                 | 5,329                           | 5,326                        | 3                     | —                            |
| Dividends payable                                 | —                               | —                            | —                     | —                            |
| Other current liabilities                         | 3,028                           | 2,315                        | 803                   | (90) <sup>5,8,9</sup>        |
| Long-term debt due within one year                | 8,180                           | 36                           | 8,144                 | —                            |
| Total current liabilities                         | 40,666                          | 26,086                       | 15,352                | (772)                        |
| Long-term debt due after one year                 | 32,166                          | 10,913                       | 22,552                | (1,299) <sup>9</sup>         |
| Liability for postemployment benefits             | 3,610                           | 3,609                        | 1                     | —                            |
| Other liabilities                                 | 8,919                           | 7,722                        | 1,693                 | (496) <sup>5</sup>           |
| <b>Total liabilities</b>                          | <b>85,361</b>                   | <b>48,330</b>                | <b>39,598</b>         | <b>(2,567)</b>               |
| <b>Shareholders' equity</b>                       |                                 |                              |                       |                              |
| Common stock                                      | 6,658                           | 6,658                        | 905                   | (905) <sup>10</sup>          |
| Treasury stock                                    | (56,702)                        | (56,702)                     | —                     | —                            |
| Profit employed in the business                   | 73,428                          | 67,958                       | 5,438                 | 32 <sup>10</sup>             |
| Accumulated other comprehensive income (loss)     | (1,901)                         | (921)                        | (980)                 | —                            |
| Noncontrolling interests                          | (1)                             | 1                            | 68                    | (70) <sup>10</sup>           |
| <b>Total shareholders' equity</b>                 | <b>21,482</b>                   | <b>16,994</b>                | <b>5,431</b>          | <b>(943)</b>                 |
| <b>Total liabilities and shareholders' equity</b> | <b>\$ 106,843</b>               | <b>\$ 65,324</b>             | <b>\$ 45,029</b>      | <b>\$ (3,510)</b>            |

<sup>1</sup> Elimination of receivables between MP&E and Financial Products.

<sup>2</sup> Reclassification of MP&E's trade receivables purchased by Financial Products and Financial Products' wholesale inventory receivables.

<sup>3</sup> Elimination of MP&E's insurance premiums that are prepaid to Financial Products.

<sup>4</sup> Reclassification of Financial Products' other assets to property, plant and equipment.

<sup>5</sup> Reclassification reflecting required netting of deferred tax assets/liabilities by taxing jurisdiction.

<sup>6</sup> Elimination of other intercompany assets and liabilities between MP&E and Financial Products.

<sup>7</sup> Elimination of payables between MP&E and Financial Products.

<sup>8</sup> Elimination of prepaid insurance in Financial Products' other liabilities.

<sup>9</sup> Elimination of debt between MP&E and Financial Products.

<sup>10</sup> Eliminations associated with MP&E's investments in Financial Products' subsidiaries.

(more)

**Caterpillar Inc.**  
**Supplemental Data for Financial Position**  
**At December 31, 2025**  
**(Unaudited)**  
**(Millions of dollars)**

|                                                   | Supplemental Consolidating Data |                              |                       |                              |
|---------------------------------------------------|---------------------------------|------------------------------|-----------------------|------------------------------|
|                                                   | Consolidated                    | Machinery,<br>Power & Energy | Financial<br>Products | Consolidating<br>Adjustments |
| <b>Assets</b>                                     |                                 |                              |                       |                              |
| Current assets:                                   |                                 |                              |                       |                              |
| Cash and cash equivalents                         | \$ 9,980                        | \$ 9,333                     | \$ 647                | \$ —                         |
| Receivables – trade and other                     | 10,920                          | 3,883                        | 657                   | 6,380 <sup>1,2</sup>         |
| Receivables – finance                             | 10,649                          | —                            | 17,325                | (6,676) <sup>2</sup>         |
| Prepaid expenses and other current assets         | 2,801                           | 2,448                        | 441                   | (88) <sup>3</sup>            |
| Inventories                                       | 18,135                          | 18,135                       | —                     | —                            |
| Total current assets                              | 52,485                          | 33,799                       | 19,070                | (384)                        |
| Property, plant and equipment – net               | 15,140                          | 10,985                       | 4,106                 | 49 <sup>4</sup>              |
| Long-term receivables – trade and other           | 2,142                           | 1,982                        | 163                   | (3) <sup>1,2</sup>           |
| Long-term receivables – finance                   | 14,272                          | —                            | 15,538                | (1,266) <sup>2</sup>         |
| Noncurrent deferred and refundable income taxes   | 2,882                           | 3,208                        | 133                   | (459) <sup>5</sup>           |
| Intangible assets                                 | 241                             | 241                          | —                     | —                            |
| Goodwill                                          | 5,321                           | 5,321                        | —                     | —                            |
| Other assets                                      | 6,102                           | 4,525                        | 2,651                 | (1,074) <sup>6</sup>         |
| <b>Total assets</b>                               | <b>\$ 98,585</b>                | <b>\$ 60,061</b>             | <b>\$ 41,661</b>      | <b>\$ (3,137)</b>            |
| <b>Liabilities</b>                                |                                 |                              |                       |                              |
| Current liabilities:                              |                                 |                              |                       |                              |
| Short-term borrowings                             | \$ 5,514                        | \$ —                         | \$ 5,514              | \$ —                         |
| Accounts payable                                  | 8,968                           | 8,988                        | 268                   | (288) <sup>7</sup>           |
| Accrued expenses                                  | 5,587                           | 4,877                        | 710                   | —                            |
| Accrued wages, salaries and employee benefits     | 2,554                           | 2,494                        | 60                    | —                            |
| Customer advances                                 | 3,314                           | 3,311                        | 3                     | —                            |
| Dividends payable                                 | 703                             | 703                          | —                     | —                            |
| Other current liabilities                         | 2,798                           | 2,259                        | 645                   | (106) <sup>5,8</sup>         |
| Long-term debt due within one year                | 7,120                           | 35                           | 7,085                 | —                            |
| Total current liabilities                         | 36,558                          | 22,667                       | 14,285                | (394)                        |
| Long-term debt due after one year                 | 30,696                          | 10,955                       | 21,018                | (1,277) <sup>9</sup>         |
| Liability for postemployment benefits             | 3,838                           | 3,837                        | 1                     | —                            |
| Other liabilities                                 | 6,175                           | 5,162                        | 1,516                 | (503) <sup>5</sup>           |
| <b>Total liabilities</b>                          | <b>77,267</b>                   | <b>42,621</b>                | <b>36,820</b>         | <b>(2,174)</b>               |
| <b>Shareholders' equity</b>                       |                                 |                              |                       |                              |
| Common stock                                      | 7,181                           | 7,181                        | 905                   | (905) <sup>10</sup>          |
| Treasury stock                                    | (49,539)                        | (49,539)                     | —                     | —                            |
| Profit employed in the business                   | 65,448                          | 60,639                       | 4,799                 | 10 <sup>10</sup>             |
| Accumulated other comprehensive income (loss)     | (1,772)                         | (843)                        | (929)                 | —                            |
| Noncontrolling interests                          | —                               | 2                            | 66                    | (68) <sup>10</sup>           |
| <b>Total shareholders' equity</b>                 | <b>21,318</b>                   | <b>17,440</b>                | <b>4,841</b>          | <b>(963)</b>                 |
| <b>Total liabilities and shareholders' equity</b> | <b>\$ 98,585</b>                | <b>\$ 60,061</b>             | <b>\$ 41,661</b>      | <b>\$ (3,137)</b>            |

1 Elimination of receivables between MP&E and Financial Products.

2 Reclassification of MP&E's trade receivables purchased by Financial Products and Financial Products' wholesale inventory receivables.

3 Elimination of MP&E's insurance premiums that are prepaid to Financial Products.

4 Reclassification of Financial Products' other assets to property, plant and equipment.

5 Reclassification reflecting required netting of deferred tax assets/liabilities by taxing jurisdiction.

6 Elimination of other intercompany assets and liabilities between MP&E and Financial Products.

7 Elimination of payables between MP&E and Financial Products.

8 Elimination of prepaid insurance in Financial Products' other liabilities.

9 Elimination of debt between MP&E and Financial Products.

10 Eliminations associated with MP&E's investments in Financial Products' subsidiaries.

(more)

**Caterpillar Inc.**  
**Supplemental Data for Cash Flow**  
**For the Nine Months Ended September 30, 2026**  
**(Unaudited)**  
**(Millions of dollars)**

|                                                                                         | Supplemental Consolidating Data |                              |                       |                              |
|-----------------------------------------------------------------------------------------|---------------------------------|------------------------------|-----------------------|------------------------------|
|                                                                                         | Consolidated                    | Machinery,<br>Power & Energy | Financial<br>Products | Consolidating<br>Adjustments |
| <b>Cash flow from operating activities:</b>                                             |                                 |                              |                       |                              |
| Profit of consolidated and affiliated companies                                         | \$ 9,427                        | \$ 8,788                     | \$ 639                | \$ —                         |
| Adjustments to reconcile profit to net cash provided by operating activities:           |                                 |                              |                       |                              |
| Depreciation and amortization                                                           | 1,826                           | 1,225                        | 601                   | —                            |
| Provision (benefit) for deferred income taxes                                           | 630                             | 684                          | (54)                  | —                            |
| (Gain) loss on divestiture                                                              | 139                             | 139                          | —                     | —                            |
| Other                                                                                   | 249                             | 158                          | (429)                 | 520 <sup>1</sup>             |
| Changes in assets and liabilities, net of acquisitions and divestitures:                |                                 |                              |                       |                              |
| Receivables – trade and other                                                           | (3,761)                         | (1,146)                      | 113                   | (2,728) <sup>1,2</sup>       |
| Inventories                                                                             | (4,118)                         | (4,114)                      | —                     | (4) <sup>1</sup>             |
| Accounts payable                                                                        | 1,752                           | 1,635                        | 11                    | 106 <sup>1</sup>             |
| Accrued expenses                                                                        | 354                             | 412                          | (58)                  | —                            |
| Accrued wages, salaries and employee benefits                                           | 107                             | 101                          | 6                     | —                            |
| Customer advances                                                                       | 4,002                           | 4,002                        | —                     | —                            |
| Other assets – net                                                                      | (251)                           | (317)                        | 32                    | 34 <sup>1</sup>              |
| Other liabilities – net                                                                 | 237                             | (33)                         | 276                   | (6) <sup>1</sup>             |
| Net cash provided by (used for) operating activities                                    | 10,593                          | 11,534                       | 1,137                 | (2,078)                      |
| <b>Cash flow from investing activities:</b>                                             |                                 |                              |                       |                              |
| Capital expenditures – excluding equipment leased to others                             | (2,012)                         | (1,993)                      | (22)                  | 3 <sup>1</sup>               |
| Expenditures for equipment leased to others                                             | (1,214)                         | (16)                         | (1,207)               | 9 <sup>1</sup>               |
| Proceeds from disposals of leased assets and property, plant and equipment              | 773                             | 55                           | 725                   | (7) <sup>1</sup>             |
| Additions to finance receivables                                                        | (13,123)                        | —                            | (16,089)              | 2,966 <sup>2</sup>           |
| Collections of finance receivables                                                      | 12,149                          | —                            | 13,841                | (1,692) <sup>2</sup>         |
| Net intercompany purchased receivables                                                  | —                               | —                            | (799)                 | 799 <sup>2</sup>             |
| Proceeds from sale of finance receivables                                               | 56                              | —                            | 56                    | —                            |
| Collections of intercompany receivables (original maturities greater than three months) | —                               | —                            | 68                    | (68) <sup>3</sup>            |
| Net intercompany borrowings (original maturities three months or less)                  | —                               | (500)                        | —                     | 500 <sup>3</sup>             |
| Investments and acquisitions (net of cash acquired)                                     | (893)                           | (893)                        | —                     | —                            |
| Proceeds from sale of businesses and investments (net of cash sold)                     | (92)                            | (92)                         | —                     | —                            |
| Proceeds from maturities and sale of securities                                         | 1,303                           | 590                          | 713                   | —                            |
| Investments in securities                                                               | (1,872)                         | (915)                        | (957)                 | —                            |
| Other – net                                                                             | 170                             | 242                          | (72)                  | —                            |
| Net cash provided by (used for) investing activities                                    | (4,755)                         | (3,522)                      | (3,743)               | 2,510                        |
| <b>Cash flow from financing activities:</b>                                             |                                 |                              |                       |                              |
| Dividends paid                                                                          | (2,148)                         | (2,148)                      | —                     | —                            |
| Common stock issued, and other stock compensation transactions, net                     | (131)                           | (131)                        | —                     | —                            |
| Payments to purchase common stock                                                       | (7,745)                         | (7,745)                      | —                     | —                            |
| Excise tax paid on purchases of common stock                                            | (49)                            | (49)                         | —                     | —                            |
| Payments on intercompany borrowings (original maturities greater than three months)     | —                               | (68)                         | —                     | 68 <sup>3</sup>              |
| Net intercompany borrowings (original maturities three months or less)                  | —                               | —                            | 500                   | (500) <sup>3</sup>           |
| Proceeds from debt issued (original maturities greater than three months)               | 10,490                          | —                            | 10,490                | —                            |
| Payments on debt (original maturities greater than three months)                        | (7,495)                         | (30)                         | (7,465)               | —                            |
| Short-term borrowings – net (original maturities three months or less)                  | (748)                           | —                            | (748)                 | —                            |
| Net cash provided by (used for) financing activities                                    | (7,826)                         | (10,171)                     | 2,777                 | (432)                        |
| Effect of exchange rate changes on cash                                                 | (63)                            | (71)                         | 8                     | —                            |
| <b>Increase (decrease) in cash, cash equivalents and restricted cash</b>                | <b>(2,051)</b>                  | <b>(2,230)</b>               | <b>179</b>            | <b>—</b>                     |
| Cash, cash equivalents and restricted cash at beginning of period                       | 9,986                           | 9,336                        | 650                   | —                            |
| Cash, cash equivalents and restricted cash at end of period                             | \$ 7,935                        | \$ 7,106                     | \$ 829                | \$ —                         |

|   |                                                                                                                                               |
|---|-----------------------------------------------------------------------------------------------------------------------------------------------|
| 1 | Elimination of non-cash adjustments and changes in assets and liabilities related to consolidated reporting.                                  |
| 2 | Reclassification of Financial Products' cash flow activity from investing to operating for receivables that arose from the sale of inventory. |
| 3 | Elimination of proceeds and payments to/from MP&E and Financial Products.                                                                     |

(more)

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**Caterpillar Inc.**  
**Supplemental Data for Cash Flow**  
**For the Nine Months Ended September 30, 2025**  
**(Unaudited)**  
**(Millions of dollars)**

|                                                                                         | Supplemental Consolidating Data |                              |                       |                              |
|-----------------------------------------------------------------------------------------|---------------------------------|------------------------------|-----------------------|------------------------------|
|                                                                                         | Consolidated                    | Machinery,<br>Power & Energy | Financial<br>Products | Consolidating<br>Adjustments |
| <b>Cash flow from operating activities:</b>                                             |                                 |                              |                       |                              |
| Profit of consolidated and affiliated companies                                         | \$ 6,481                        | \$ 5,950                     | \$ 531                | \$ —                         |
| Adjustments to reconcile profit to net cash provided by operating activities:           |                                 |                              |                       |                              |
| Depreciation and amortization                                                           | 1,664                           | 1,096                        | 568                   | —                            |
| Provision (benefit) for deferred income taxes                                           | 300                             | 308                          | (8)                   | —                            |
| Other                                                                                   | 509                             | 431                          | (412)                 | 490 1                        |
| Changes in assets and liabilities, net of acquisitions and divestitures:                |                                 |                              |                       |                              |
| Receivables – trade and other                                                           | (788)                           | 89                           | 102                   | (979) 1,2                    |
| Inventories                                                                             | (2,015)                         | (2,012)                      | —                     | (3) 1                        |
| Accounts payable                                                                        | 1,086                           | 1,051                        | 44                    | (9) 1                        |
| Accrued expenses                                                                        | 51                              | 161                          | (110)                 | —                            |
| Accrued wages, salaries and employee benefits                                           | (296)                           | (284)                        | (12)                  | —                            |
| Customer advances                                                                       | 1,649                           | 1,649                        | —                     | —                            |
| Other assets – net                                                                      | (138)                           | (219)                        | 15                    | 66 1                         |
| Other liabilities – net                                                                 | (355)                           | (475)                        | 176                   | (56) 1                       |
| Net cash provided by (used for) operating activities                                    | 8,148                           | 7,745                        | 894                   | (491)                        |
| <b>Cash flow from investing activities:</b>                                             |                                 |                              |                       |                              |
| Capital expenditures – excluding equipment leased to others                             | (1,923)                         | (1,920)                      | (33)                  | 30 1                         |
| Expenditures for equipment leased to others                                             | (1,021)                         | (24)                         | (1,004)               | 7 1                          |
| Proceeds from disposals of leased assets and property, plant and equipment              | 544                             | 54                           | 524                   | (34) 1                       |
| Additions to finance receivables                                                        | (10,964)                        | —                            | (12,668)              | 1,704 2                      |
| Collections of finance receivables                                                      | 9,890                           | —                            | 11,347                | (1,457) 2                    |
| Net intercompany purchased receivables                                                  | —                               | —                            | (241)                 | 241 2                        |
| Proceeds from sale of finance receivables                                               | 26                              | —                            | 26                    | —                            |
| Additions to intercompany receivables (original maturities greater than three months)   | —                               | (1,000)                      | —                     | 1,000 3                      |
| Collections of intercompany receivables (original maturities greater than three months) | —                               | —                            | 56                    | (56) 3                       |
| Investments and acquisitions (net of cash acquired)                                     | (26)                            | (26)                         | —                     | —                            |
| Proceeds from sale of businesses and investments (net of cash sold)                     | 12                              | 12                           | —                     | —                            |
| Proceeds from maturities and sale of securities                                         | 1,945                           | 1,259                        | 686                   | —                            |
| Investments in securities                                                               | (1,291)                         | (510)                        | (781)                 | —                            |
| Other – net                                                                             | (19)                            | 43                           | (62)                  | —                            |
| Net cash provided by (used for) investing activities                                    | (2,827)                         | (2,112)                      | (2,150)               | 1,435                        |
| <b>Cash flow from financing activities:</b>                                             |                                 |                              |                       |                              |
| Dividends paid                                                                          | (2,043)                         | (2,043)                      | —                     | —                            |
| Common stock issued, and other stock compensation transactions, net                     | (39)                            | (39)                         | —                     | —                            |
| Payments to purchase common stock                                                       | (4,850)                         | (4,850)                      | —                     | —                            |
| Excise tax paid on purchases of common stock                                            | (73)                            | (73)                         | —                     | —                            |
| Proceeds from intercompany borrowings (original maturities greater than three months)   | —                               | —                            | 1,000                 | (1,000) 3                    |
| Payments on intercompany borrowings (original maturities greater than three months)     | —                               | (56)                         | —                     | 56 3                         |
| Proceeds from debt issued (original maturities greater than three months)               | 8,454                           | 1,976                        | 6,478                 | —                            |
| Payments on debt (original maturities greater than three months)                        | (6,205)                         | (43)                         | (6,162)               | —                            |
| Short-term borrowings – net (original maturities three months or less)                  | 106                             | —                            | 106                   | —                            |
| Net cash provided by (used for) financing activities                                    | (4,650)                         | (5,128)                      | 1,422                 | (944)                        |
| Effect of exchange rate changes on cash                                                 | (23)                            | (39)                         | 16                    | —                            |
| <b>Increase (decrease) in cash, cash equivalents and restricted cash</b>                | <b>648</b>                      | <b>466</b>                   | <b>182</b>            | <b>—</b>                     |
| Cash, cash equivalents and restricted cash at beginning of period                       | 6,896                           | 6,170                        | 726                   | —                            |
| Cash, cash equivalents and restricted cash at end of period                             | \$ 7,544                        | \$ 6,636                     | \$ 908                | \$ —                         |

1 Elimination of non-cash adjustments and changes in assets and liabilities related to consolidated reporting.

2 Reclassification of Financial Products' cash flow activity from investing to operating for receivables that arose from the sale of inventory.

3 Elimination of proceeds and payments to/from MP&E and Financial Products.

