

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**  
Washington, D.C. 20549



**FORM 10-K**

(Mark One)

**ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the fiscal year ended December 31, 2013

OR

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the transition period from                      to                      .

Commission File No. 1-768

**CATERPILLAR INC.**

(Exact name of Registrant as specified in its charter)

**Delaware**

(State or other jurisdiction of incorporation)

**37-0602744**

(IRS Employer I.D. No.)

**100 NE Adams Street, Peoria, Illinois**

(Address of principal executive offices)

**61629**

(Zip Code)

Registrant's telephone number, including area code: **(309) 675-1000**

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Name of each exchange on which registered
Common Stock (\$1.00 par value) <sup>(1)</sup>	New York Stock Exchange
9 3/8% Debentures due March 15, 2021	New York Stock Exchange
8% Debentures due February 15, 2023	New York Stock Exchange
5.3% Debentures due September 15, 2035	New York Stock Exchange

<sup>(1)</sup> In addition to the New York Stock Exchange, Caterpillar common stock is also listed on stock exchanges in France, Germany and Switzerland.

Securities registered pursuant to Section 12(g) of the Act: **None**

Indicate by check mark if the Registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes  No

Indicate by check mark if the Registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Act. Yes  No

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by a check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of Registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K.

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Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See the definitions of “large accelerated filer,” “accelerated filer” and “smaller reporting company” in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer

Accelerated filer

Non-accelerated filer

Smaller Reporting Company

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

As of June 28, 2013, there were 647,615,068 shares of common stock of the Registrant outstanding, and the aggregate market value of the voting stock held by non-affiliates of the Registrant (assuming only for purposes of this computation that directors and executive officers may be affiliates) was approximately \$53.3 billion.

As of December 31, 2013, there were 637,822,342 shares of common stock of the Registrant outstanding.

### **Documents Incorporated by Reference**

Portions of the documents listed below have been incorporated by reference into the indicated parts of this Form 10-K, as specified in the responses to the item numbers involved.

Part III	2014 Annual Meeting Proxy Statement (Proxy Statement) to be filed with the Securities and Exchange Commission (SEC) within 120 days after the end of the calendar year.
Parts I, II, IV	General and Financial Information for 2013 containing the information required by SEC Rule 14a-3 for an annual report to security holders filed as Exhibit 13 to this Form 10-K (Exhibit 13).

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## PART I

### Item 1. Business.

#### General

Originally organized as Caterpillar Tractor Co. in 1925 in the State of California, our company was reorganized as Caterpillar Inc. in 1986 in the State of Delaware. As used herein, the term “Caterpillar,” “we,” “us,” “our,” or “the company” refers to Caterpillar Inc. and its subsidiaries unless designated or identified otherwise.

#### Overview

With 2013 sales and revenues of \$55.656 billion, Caterpillar is the world’s leading manufacturer of construction and mining equipment, diesel and natural gas engines, industrial gas turbines and diesel-electric locomotives. The company principally operates through its three product segments - Resource Industries, Construction Industries, and Power Systems - and also provides financing and related services through its Financial Products segment. Caterpillar is also a leading U.S. exporter. Through a global network of independent dealers and direct sales of certain products, Caterpillar builds long-term relationships with customers around the world.

Currently, we have five operating segments, of which four are reportable segments and are described below. Further information about our reportable segments, including geographic information, appears in Note 23 — “Segment information” of Exhibit 13.

#### Categories of Business Organization

1. **Machinery and Power Systems** — Represents the aggregate total of Construction Industries, Resource Industries, Power Systems and the All Other segment and related corporate items and eliminations.

2. **Financial Products** — Primarily includes the company’s Financial Products Segment. This category includes Cat Financial, Caterpillar Financial Insurance Services (Insurance Services) and their respective subsidiaries.

Other information about our operations in 2013, including certain risks associated with our operations, is incorporated by reference from our “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in Exhibit 13.

#### ***Construction Industries***

Our Construction Industries segment is primarily responsible for supporting customers using machinery in infrastructure and building construction applications. The majority of machine sales in this segment are made in the heavy construction, general construction, mining and quarry and aggregates markets. Although the worldwide construction industry in 2013 was depressed from a historical standpoint, it showed some signs of improvement as the year progressed and order rates improved. Construction Industries’ sales declined slightly in 2013 from 2012. Over half of the sales decrease was due to the unfavorable impact of currency primarily from a weaker Japanese yen. In addition, volume was lower primarily from changes in dealer machine inventory. In 2013, our sales declined in EAME and Asia/Pacific while North America and Latin America were about flat.

Customer demand for construction machinery has generally been characterized over the past decade by a shift from developed to developing economies. Customers in developing economies often prioritize purchase price in making their investment decisions, while customers in developed economies generally weigh productivity and other performance criteria that contribute to lower lifetime owning and operating costs of a machine. In response to increased demand in developing economies, Caterpillar has developed differentiated product offerings that target customers in those markets, including our SEM brand machines. We believe that these customer-driven product innovations enable us to compete more effectively in developing economies. In those developed economies that are subject to diesel engine emission requirements, we continued our multi-year roll out of products designed to meet those requirements. We believe that these products have been well-received by our customers and are providing us a competitive advantage.

In order to better align our regional production capacity with customer demand, we began production in 2013 at our Rayong, Thailand and Athens, Georgia USA facilities. Given the uncertainty in the global economy, we slowed other capacity increases and reduced production rates at several facilities during 2013. We also conducted targeted marketing programs to reduce inventory in certain markets, including China.



The competitive environment for construction machinery is characterized by some global competitors and many regional and specialized local competitors. Examples of global competitors include Komatsu Ltd., Volvo Construction Equipment (part of the Volvo Group), CNH Global Industrial N.V., Deere & Company, Hitachi Construction Machinery Co. Ltd., J.C. Bamford Excavators Ltd., Doosan Infracore Co. Ltd., and Hyundai Construction Equipment (part of Hyundai Heavy Industries). As an example of regional and local competitors, our competitors in China also include Guangxi LiuGong Machinery Co. Ltd., Longking Holdings Ltd., Sany Heavy Industry Co. Ltd., Xiamen XGMA Machinery Co. Ltd., XCMG Group, The Shandong Heavy Industry Group Co., Ltd. (Shantui Construction Machinery Co. Ltd.), Strong Construction Machinery Co. Ltd., and Shandong Lingong Construction Machinery Co. Ltd. (part of Volvo Group). Each of these companies has varying product lines that compete with Caterpillar products, and each has varying degrees of regional focus.

The Construction Industries product portfolio includes the following machines and related parts:

- backhoe loaders
- compact wheel loaders
- small track-type tractors
- small wheel loaders
- track-type loaders
- medium track-type tractors
- skid steer loaders
- mini excavators
- select work tools
- multi-terrain loaders
- small, medium and large track excavators
- motor graders
- medium wheel loaders
- wheel excavators
- compact track loaders
- pipelayers

### ***Resource Industries***

The Resource Industries segment is primarily responsible for supporting customers using machinery in mine and quarry applications. As a result of the acquisition of Bucyrus International, Inc. (Bucyrus) in July 2011, Caterpillar is able to offer mining customers the broadest product range in the industry. Resource Industries continues to transition the former Bucyrus distribution business to the independent Caterpillar dealers who support mining customers, with nineteen dealer transactions completed during the year. In 2013, Resource Industries also served forestry, paving, tunneling, industrial and waste customers. Due to an internal reorganization, these products were reorganized out of Resource Industries effective January 1, 2014 and is now included in the All Other operating segments.

Resource Industries sales declined significantly in 2013, almost all from lower sales volume attributable to declines in dealer inventories and lower end-user demand. Although production of most mined commodities is near or above a year ago, mining customers in all geographic regions reduced capital spending which resulted in lower demand for our mining products. Dealers also reduced machine inventories during the year to better align their inventory levels with expected demand. Cost management was a key element of Resource Industries' strategy in 2013. The significant decline in sales resulted in substantial actions to lower production, cost and employment. Actions taken during the year included temporary plant shutdowns, global workforce reductions, temporary layoffs of salaried and management employees, reductions in program and discretionary spending and substantially lower incentive pay. In order to be well-positioned when the mining industry improves, we are continuing our efforts to reduce costs, but are not expecting to make substantial changes in physical capacity.

The competitive environment for Resource Industries consists of a few larger global competitors that compete in several of the markets that we serve and a substantial number of smaller companies that compete in a more limited range of products, applications, and regional markets. Our global competitors include Komatsu Ltd., Joy Global Inc., Hitachi Construction Machinery Co., Ltd., Volvo Construction Equipment (part of Volvo Group), Atlas Copco, Sandvik Mining, Wirtgen, and Deere & Co. A number of Chinese companies are active in the mid-tier market, including LiuGong Machinery Co., Ltd., XCMG Group and Zhengzhou Coal Mining Machinery Group Co., Ltd.

The Resource Industries product portfolio includes the following machines and related parts:

- electric rope shovels
- draglines
- hydraulic shovels
- drills
- highwall miners
- hard rock vehicles
- large track-type tractors
- large mining trucks
- longwall miners
- large wheel loaders
- off-highway trucks
- articulated trucks
- wheel tractor scrapers
- wheel dozers
- machinery components
- electronics and control systems

### *Power Systems*

Our Power Systems segment is primarily responsible for supporting customers using reciprocating engines, turbines and related parts across industries serving electric power, industrial, petroleum and marine applications as well as rail-related businesses.

In September 2013, we acquired Johan Walter Berg AB (Berg). Berg is a leading manufacturer of mechanically and electrically driven propulsion systems and marine controls for ships. Headquartered in Öckerö Islands, Sweden, Berg has designed and manufactured heavy-duty marine thrusters and controllable pitch propellers since 1929. Its proprietary systems are employed in maritime applications throughout the world that require precise maneuvering and positioning. With the acquisition, Caterpillar will transition from selling only engines and generators to providing complete marine propulsion package systems. Sales of engines decreased in 2013, primarily due to lower volume in electric power, petroleum and rail applications. Power Systems remains focused on increasing its product offerings and further integrating its products and services to provide complete systems and solutions to its customers.

Regulatory emissions standards of the U.S. Environmental Protection Agency (EPA) and similar standards in other developed economies have required us to make significant investments in research and development that will continue as new products are phased in over the next several years. This new product introduction process is the most extensive in our history. We believe that our emissions technology provides a competitive advantage in connection with emissions standards compliance and performance.

The competitive environment for reciprocating engines in marine, petroleum, construction, industrial, agriculture and electric power generation systems along with turbines consists of a few larger global competitors that compete in a variety of markets that Caterpillar serves, and a substantial number of smaller companies that compete in a limited-size product range, geographic region and/or application. Principal global competitors include Cummins Inc., Rolls-Royce Power System AG (formerly Tognum AG), GE Oil & Gas, GE Power & Water, Deutz AG and Wartsila Corp. Other competitors, such as MAN Diesel & Turbo SE, Siemens Energy, Rolls-Royce Energy, Rolls-Royce Marine, Mitsubishi Heavy Industries Ltd., Volvo Penta (part of Volvo Group), Weichai Power Co., Ltd., Kirloskar Oil Engines Limited and other emerging market competitors compete in certain markets in which Caterpillar competes. An additional set of competitors, including Generac Power Systems, Inc., Kohler Co., Aggreko PLC and others, are packagers who source engines and/or other components from domestic and international suppliers and market products regionally and internationally through a variety of distribution channels. In rail-related businesses, our global competitors include GE Transportation, Vossloh AG, Siemens AG and Alstom Transport, and Voestalpine AG. We also compete with other companies on a more limited range of products, services and/or geographic regions.

The Power Systems product portfolio includes the following:

- reciprocating engine powered generator sets
- reciprocating engines supplied to the industrial industry as well as Caterpillar machinery
- integrated systems used in the electric power generation industry
- turbines and turbine-related services
- reciprocating engines and integrated systems and solutions for the marine and petroleum industries
- diesel-electric locomotives and components and other rail-related products and services

### ***Financial Products Segment***

The business of our Financial Products segment is primarily conducted by Cat Financial, a wholly owned finance subsidiary of Caterpillar. Cat Financial's primary business is to provide retail and wholesale financing alternatives for Caterpillar products to customers and dealers around the world. Retail financing is primarily comprised of the financing of Caterpillar equipment, machinery and engines. Cat Financial also provides financing for vehicles, power generation facilities and marine vessels that, in most cases, incorporate Caterpillar products. In addition to retail financing, Cat Financial provides wholesale financing to Caterpillar dealers and purchases short-term receivables from Caterpillar and its subsidiaries. The various financing plans offered by Cat Financial are primarily designed to increase the opportunity for sales of Caterpillar products and generate financing income for Cat Financial. A significant portion of Cat Financial's activities is conducted in North America. Cat Financial also has additional offices and subsidiaries in Asia/Pacific, Europe and Latin America.

For over 30 years, Cat Financial has been providing financing in the various markets in which it participates, contributing to its knowledge of asset values, industry trends, product structuring and customer needs.

In certain instances, Cat Financial's operations are subject to supervision and regulation by state, federal and various foreign governmental authorities, and may be subject to various laws and judicial and administrative decisions imposing requirements and restrictions which, among other things, (i) regulate credit granting activities and the administration of loans, (ii) establish maximum interest rates, finance charges and other charges, (iii) require disclosures to customers and investors, (iv) govern secured transactions, (v) set collection, foreclosure, repossession and other trade practices and (vi) regulate the use and reporting of information related to a borrower's credit experience. Cat Financial's ability to comply with these and other governmental and legal requirements and restrictions affects its operations.

Cat Financial's retail leases and installment sale contracts (totaling 53 percent\*) include:

- Tax leases that are classified as either operating or finance leases for financial accounting purposes, depending on the characteristics of the lease. For tax purposes, Cat Financial is considered the owner of the equipment (15 percent\*).
- Finance (non-tax) leases, where the lessee for tax purposes is considered to be the owner of the equipment during the term of the lease, that either require or allow the customer to purchase the equipment for a fixed price at the end of the term (19 percent\*).
- Installment sale contracts, which are equipment loans that enable customers to purchase equipment with a down payment or trade-in and structure payments over time (18 percent\*).
- Governmental lease-purchase plans in the U.S. that offer low interest rates and flexible terms to qualified non-federal government agencies (1 percent\*).

Cat Financial's wholesale notes receivable, finance leases and installment sale contracts (totaling 14 percent\*) include:

- Inventory/rental programs, which provide assistance to dealers by financing their new Caterpillar inventory and rental fleets (5 percent\*).
- Short-term receivables Cat Financial purchased from Caterpillar at a discount (9 percent\*).

Cat Financial's retail notes receivables (33 percent\*) include:

- Loans that allow customers and dealers to use their Caterpillar equipment or other assets as collateral to obtain financing.

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\*Indicates the percentage of Cat Financial's total portfolio at December 31, 2013. We define total portfolio as total finance receivables (net of unearned income and allowance for credit losses) plus equipment on operating leases, less accumulated depreciation. For more information on the above and Cat Financial's concentration of credit risk, please refer to Note 6 — "Cat Financial Financing Activities" of Exhibit 13.

Cat Financial operates in a highly competitive environment, with financing for users of Caterpillar equipment available through a variety of sources, principally commercial banks and finance and leasing companies. Cat Financial's competitors include Wells Fargo Equipment Finance Inc., General Electric Capital Corporation and various other banks and finance companies. In

addition, many of our manufacturing competitors own financial subsidiaries such as Volvo Financial Services, Komatsu Financial L.P. and John Deere Capital Corporation that utilize below-market interest rate programs (funded by the manufacturer) to assist machine sales. Caterpillar and Cat Financial work together to provide a broad array of financial merchandising programs around the world to meet these competitive offers.

Cat Financial's financial results are largely dependent upon the ability of Caterpillar dealers to sell equipment and customers' willingness to enter into financing or leasing agreements. It is also affected by, among other things, the availability of funds from its financing sources, general economic conditions such as inflation and market interest rates and its cost of funds relative to its competitors.

Cat Financial has a "match funding" policy that addresses interest rate risk by aligning the interest rate profile (fixed rate or floating rate) of its debt portfolio with the interest rate profile of its receivables portfolio (loans and leases with customers and dealers) within predetermined ranges on an ongoing basis. In connection with that policy, Cat Financial issues debt with a similar interest rate profile to its receivables, and also uses interest rate swap agreements to manage its interest rate risk exposure to interest rate changes and in some cases to lower its cost of borrowed funds. For more information regarding match funding, please see Note 3 — "Derivative financial instruments and risk management" of Exhibit 13. See also the risk factors on pages 9 through 19 for general risks associated with our financial products business included in Item 1A. of this Form 10-K.

In managing foreign currency risk for Cat Financial's operations, the objective is to minimize earnings volatility resulting from conversion and the remeasurement of net foreign currency balance sheet positions, and future transactions denominated in foreign currencies. This policy allows the use of foreign currency forward, option and cross currency contracts to offset the risk of currency mismatch between the receivable and debt portfolios, and exchange rate risk associated with future transactions denominated in foreign currencies. Substantially all such foreign currency forward, option and cross currency contracts are undesignated.

Cat Financial provides financing only when certain criteria are met. Credit decisions are based on, among other factors, the customer's credit history, financial strength and intended use of equipment. Cat Financial typically maintains a security interest in retail-financed equipment and requires physical damage insurance coverage on financed equipment. Cat Financial finances a significant portion of Caterpillar dealers' sales and inventory of Caterpillar equipment throughout the world. Cat Financial's competitive position is improved by marketing programs offered in conjunction with Caterpillar and/or Caterpillar dealers. Under these programs, Caterpillar, or the dealer, funds an amount at the outset of the transaction, which Cat Financial then recognizes as revenue over the term of the financing. We believe that these marketing programs provide Cat Financial a significant competitive advantage in financing Caterpillar products.

Caterpillar Insurance Company, a wholly owned subsidiary of Insurance Services, is a U.S. insurance company domiciled in Missouri and primarily regulated by the Missouri Department of Insurance. Caterpillar Insurance Company is licensed to conduct property and casualty insurance business in 50 states and the District of Columbia and, as such, is also regulated in those jurisdictions. The State of Missouri acts as the lead regulatory authority and monitors Caterpillar Insurance Company's financial status to ensure that it is in compliance with minimum solvency requirements, as well as other financial ratios prescribed by the National Association of Insurance Commissioners. Caterpillar Insurance Company is also licensed to conduct insurance business through a branch in Zurich, Switzerland and, as such, is regulated by the Swiss Financial Market Supervisory Authority.

Caterpillar Life Insurance Company, a wholly owned subsidiary of Caterpillar, is a U.S. insurance company domiciled in Missouri and primarily regulated by the Missouri Department of Insurance. Caterpillar Life Insurance Company is licensed to conduct life and accident and health insurance business in 26 states and the District of Columbia and, as such, is also regulated in those jurisdictions. The State of Missouri acts as the lead regulatory authority and it monitors the financial status to ensure that it is in compliance with minimum solvency requirements, as well as other financial ratios prescribed by the National Association of Insurance Commissioners. Caterpillar Life Insurance Company provides stop loss insurance protection to a Missouri Voluntary Employees' Beneficiary Association (VEBA) trust used to fund medical claims of salaried retirees of Caterpillar under the VEBA.

Caterpillar Insurance Co. Ltd., a wholly owned subsidiary of Insurance Services, is a captive insurance company domiciled in Bermuda and regulated by the Bermuda Monetary Authority. Caterpillar Insurance Co. Ltd. is a Class 2 insurer (as defined by the Bermuda Insurance Amendment Act of 1995), which primarily insures its parent and affiliates. The Bermuda Monetary Authority requires an Annual Financial Filing for purposes of monitoring compliance with solvency requirements.

Caterpillar Product Services Corporation (CPSC), a wholly owned subsidiary of Caterpillar, is a warranty company domiciled in Missouri. CPSC previously conducted a machine extended service contract program in Germany and France by providing

machine extended warranty reimbursement protection to dealers in Germany and France. The program was discontinued effective January 1, 2013, though CPSC continues to provide extended warranty reimbursement protection under existing contracts.

Caterpillar Insurance Services Corporation, a wholly owned subsidiary of Insurance Services, is a Tennessee insurance brokerage company licensed in all 50 states and the District of Columbia. It provides brokerage services for all property and casualty and life and health lines of business.

Caterpillar's insurance group provides protection for claims under the following programs:

- Contractual Liability Insurance to Caterpillar and its affiliates, Caterpillar dealers and original equipment manufacturers (OEMs) for extended service contracts (parts and labor) offered by Caterpillar, third party dealers and OEMs.
- Cargo insurance for the worldwide cargo risks of Caterpillar products.
- Contractors' Equipment Physical Damage Insurance for equipment manufactured by Caterpillar or OEMs, which is leased, rented or sold by third party dealers to customers.
- General liability, employer's liability, auto liability and property insurance for Caterpillar.
- Retiree Medical Stop Loss Insurance for medical claims under the VEBA.
- Brokerage services for property and casualty and life and health business.

### **Acquisitions**

Information related to acquisitions appears in Note 24 — "Acquisitions" of Exhibit 13.

### **Competitive Environment**

Caterpillar products and product support services are sold worldwide into a variety of highly competitive markets. In all markets, we compete on the basis of product performance, customer service, quality and price. From time to time, the intensity of competition results in price discounting in a particular industry or region. Such price discounting puts pressure on margins and can negatively impact operating profit. Outside the United States, certain of our competitors enjoy competitive advantages inherent to operating in their home countries or regions.

### **Raw Materials and Component Products**

We source our raw materials and manufactured components from suppliers both domestically and internationally. These purchases include unformed materials and rough and finished parts. Unformed materials include a variety of steel products, which are then cut or formed to shape and machined in our facilities. Rough parts include various sized steel and iron castings and forgings, which are machined to final specification levels inside our facilities. Finished parts are ready to assemble components, which are made either to Caterpillar specifications or to the supplier developed specifications. We machine and assemble some of the components used in our machines, engines and power generation units and to support our after-market dealer parts sales. We also purchase various goods and services used in production, logistics, offices and product development processes. We maintain global strategic sourcing models to meet our global facilities' production needs while building long-term supplier relationships and leveraging enterprise spend. We expect our suppliers to maintain, at all times, industry-leading levels of quality and the ability to timely deliver raw materials and component products for our machine and engine products. We use a variety of agreements with suppliers to protect our intellectual property and processes to monitor and mitigate risks of the supply base causing a business disruption. The risks monitored include supplier financial viability, the ability to increase or decrease production levels, business continuity, quality and delivery.

### **Order Backlog**

The dollar amount of backlog believed to be firm was approximately \$18.0 billion, \$20.2 billion and \$29.8 billion at December 31, 2013, 2012 and 2011, respectively. The order backlog declined significantly for mining-related products within Resource Industries and declined slightly for Power Systems. These declines were partially offset by a substantial increase in Construction Industries. In 2012, the decline occurred in Construction Industries, Resource Industries and Power Systems, with

the most significant decrease in Resource Industries. Although dealer deliveries to end users were higher in 2012 compared to 2011, Cat dealers lowered their order rates well below end-user demand to reduce their inventories. Of the total backlog, approximately \$3.0 billion, \$4.5 billion and \$4.0 billion at December 31, 2013, 2012 and 2011, respectively, was not expected to be filled in the following year.

### **Dealers and Distributors**

Our machines are distributed principally through a worldwide organization of dealers (dealer network), 48 located in the United States and 130 located outside the United States, serving 182 countries and operating 3,454 places of business, including 1,202 dealer rental outlets. Reciprocating engines are sold principally through the dealer network and to other manufacturers for use in their products. Some of the reciprocating engines manufactured by our subsidiary Perkins Engines Company Limited (Perkins), are also sold through its worldwide network of 100 distributors located in 180 countries. Most of the electric power generation systems manufactured by our subsidiary Caterpillar Northern Ireland Limited, formerly known as F.G. Wilson Engineering Limited, are sold through its worldwide network of 264 distributors located in 145 countries. Some of the large, medium speed reciprocating engines are also sold under the MaK brand through a worldwide network of 19 distributors located in 130 countries.

Our dealers do not deal exclusively with our products; however, in most cases sales and servicing of our products are the dealers' principal business. Turbines, locomotives and certain global mining products are sold directly to end customers through sales forces employed by the company. At times, these employees are assisted by independent sales representatives.

While the large majority of our worldwide dealers are independently owned and operated, we own and operate three dealerships in Japan: Caterpillar East Japan Ltd., Caterpillar West Japan Ltd. and Caterpillar Tohoku Ltd. (Cat Tohoku) in the North. We are currently operating these Japanese dealers directly and their results are reported in the Construction Industries segment. There are also three independent dealers in the Southern Region of Japan.

For Caterpillar branded products, the company's relationship with each of its independent dealers is memorialized in a standard sales and service agreement. Pursuant to this agreement, the company grants the dealer the right to purchase and sell its products and to service the products in a specified geographic service territory. Prices to dealers are established by the company after receiving input from dealers on transactional pricing in the marketplace. The company also agrees to defend its intellectual property and to provide warranty and technical support to the dealer. The agreement further grants the dealer a non-exclusive license to use the company's trademarks, service marks and brand names. In some instances, a separate trademark agreement exists between the company and a dealer.

In exchange for these rights, the agreement obligates the dealer to develop and promote the sale of the company's products to current and prospective customers in the dealer's service territory. Each dealer agrees to employ adequate sales and support personnel to market, sell and promote the company's products, demonstrate and exhibit the products, perform the company's product improvement programs, inform the company concerning any features that might affect the safe operation of any of the company's products and maintain detailed books and records of the dealer's financial condition, sales and inventories and make these books and records available at the company's reasonable request.

These sales and service agreements are terminable at will by either party primarily upon 90 days written notice and provide for termination automatically if the dealer files for bankruptcy protection or upon the occurrence of comparable action seeking protection from creditors.

### **Patents and Trademarks**

Our products are sold primarily under the brands "Caterpillar," "CAT," design versions of "CAT" and "Caterpillar," "Electro-Motive," "FG Wilson," "MaK," "MWM," "Perkins," "Progress Rail," "SEM" and "Solar Turbines." We own a number of patents and trademarks, which have been obtained over a period of years and relate to the products we manufacture and the services we provide. These patents and trademarks have been of value in the growth of our business and may continue to be of value in the future. We do not regard any of our business as being dependent upon any single patent or group of patents.



### **Research and Development**

We have always placed strong emphasis on product-oriented research and development relating to the development of new or improved machines, engines and major components. In 2013, 2012 and 2011, we spent \$2,046 million, \$2,466 million and \$2,297 million, or 3.7, 3.7, and 3.8 percent of our sales and revenues, respectively, on our research and development programs. Research and development expense is expected to increase about 7 percent in 2014.

### **Employment**

As of December 31, 2013, we employed 118,501 persons of whom 66,624 were located outside the United States. We build and maintain a productive, motivated workforce by striving to treat all employees fairly and equitably.

In the United States, most of our 51,877 employees are at-will employees and, therefore, not subject to any type of employment contract or agreement. At select business units, certain highly specialized employees have been hired under employment contracts that specify a term of employment and specify pay and other benefits.

As of December 31, 2013, there were 11,284 U.S. hourly production employees who were covered by collective bargaining agreements with various labor unions. The United Automobile, Aerospace and Agricultural Implement Workers of America (UAW) represents 7,460 Caterpillar employees under a six-year central labor agreement that expires on March 1, 2017. The International Association of Machinists (IAM) represents 1,694 employees under labor agreements that will expire on May 17, 2015 and April 30, 2018. The United Steelworkers (USW) represents 741 employees under labor agreements that will expire on April 30, 2015, August 19, 2018 and April 30, 2019.

Outside the United States, the company enters into employment contracts and agreements in those countries in which such relationships are mandatory or customary. The provisions of these agreements correspond in each case with the required or customary terms in the subject jurisdiction.

### **Sales and Revenues**

Sales and revenues outside the United States were 67 percent of consolidated sales and revenues for 2013, 69 percent for 2012 and 70 percent for 2011.

### **Environmental Matters**

The company is regulated by federal, state and international environmental laws governing our use, transport and disposal of substances and control of emissions. In addition to governing our manufacturing and other operations, these laws often impact the development of our products, including, but not limited to, required compliance with air emissions standards applicable to internal combustion engines. We have made, and will continue to make, significant research and development and capital expenditures to comply with these emissions standards.

We are engaged in remedial activities at a number of locations, often with other companies, pursuant to federal and state laws. When it is probable we will pay remedial costs at a site, and those costs can be reasonably estimated, the investigation, remediation, and operating and maintenance costs are accrued against our earnings. Costs are accrued based on consideration of currently available data and information with respect to each individual site, including available technologies, current applicable laws and regulations, and prior remediation experience. Where no amount within a range of estimates is more likely, we accrue the minimum. Where multiple potentially responsible parties are involved, we consider our proportionate share of the probable costs. In formulating the estimate of probable costs, we do not consider amounts expected to be recovered from insurance companies or others. We reassess these accrued amounts on a quarterly basis. The amount recorded for environmental remediation is not material and is included in the line item "Accrued expenses" in Statement 3 -- "Consolidated Financial Position at December 31" of Exhibit 13. There is no more than a remote chance that a material amount for remedial activities at any individual site, or at all the sites in the aggregate, will be required.

### **Available Information**

The company files electronically with the Securities and Exchange Commission (SEC) required reports on Form 8-K, Form 10-Q, Form 10-K and Form 11-K; proxy materials; ownership reports for insiders as required by Section 16 of the Securities Exchange Act of 1934 (Exchange Act); and registration statements on Forms S-3 and S-8, as necessary; and other forms or reports as required. The public may read and copy any materials the company has filed with the SEC at the SEC's Public Reference Room at 100 F Street, N.E., Washington, DC 20549. The public may obtain information on the operation of the

Public Reference Room by calling the SEC at (800) SEC-0330. The SEC maintains an Internet site ([www.sec.gov](http://www.sec.gov)) that contains reports, proxy and information statements, and other information regarding issuers that file electronically with the SEC. The company maintains an Internet site ([www.Caterpillar.com](http://www.Caterpillar.com)) and copies of our annual report on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K and any amendments to these reports filed or furnished with the SEC are available free of charge through our Internet site ([www.Caterpillar.com/secfilings](http://www.Caterpillar.com/secfilings)) as soon as reasonably practicable after filing with the SEC. Copies of our board committee charters, our board's Guidelines on Corporate Governance Issues, Worldwide Code of Conduct and other corporate governance information are available on our Internet site ([www.Caterpillar.com/governance](http://www.Caterpillar.com/governance)). The information contained on the company's website is not included in, or incorporated by reference into, this annual report on Form 10-K.

Additional company information may be obtained as follows:

***Current information -***

- phone our Information Hotline - (800) 228-7717 (U.S. or Canada) or (858) 764-9492 (outside U.S. or Canada) to request company publications by mail, listen to a summary of Caterpillar's latest financial results and current outlook, or to request a copy of results by facsimile or mail
- request, view or download materials on-line or register for email alerts at [www.Caterpillar.com/materialsrequest](http://www.Caterpillar.com/materialsrequest)

***Historical information -***

- view/download on-line at [www.Caterpillar.com/historical](http://www.Caterpillar.com/historical)

**Item 1A. Risk Factors.**

The statements in this section describe the most significant risks to our business and should be considered carefully in conjunction with "Management's Discussion and Analysis of Financial Condition and Results of Operations" and the "Notes to Consolidated Financial Statements" of Exhibit 13 to this Form 10-K. In addition, the statements in this section and other sections of this Form 10-K, including in "Management's Discussion and Analysis of Financial Condition and Results of Operations" in Exhibit 13, include "forward-looking statements" as that term is defined in the Private Securities Litigation Reform Act of 1995 and involve uncertainties that could significantly impact results. Forward-looking statements give current expectations or forecasts of future events about the company or our outlook. You can identify forward-looking statements by the fact they do not relate to historical or current facts and by the use of words such as "believe," "expect," "estimate," "anticipate," "will be," "should," "plan," "project," "intend," "could" and similar words or expressions.

Forward-looking statements are based on assumptions and on known risks and uncertainties. Although we believe we have been prudent in our assumptions, any or all of our forward-looking statements may prove to be inaccurate, and we can make no guarantees about our future performance. Should known or unknown risks or uncertainties materialize or underlying assumptions prove inaccurate, actual results could materially differ from past results and/or those anticipated, estimated or projected.

We undertake no obligation to publicly update forward-looking statements, whether as a result of new information, future events or otherwise. You should, however, consult any subsequent disclosures we make in our filings with the SEC on Form 10-Q or Form 8-K.

The following is a cautionary discussion of risks, uncertainties and assumptions that we believe are significant to our business. In addition to the factors discussed elsewhere in this report, the following are some of the important factors that, individually or in the aggregate, we believe could make our actual results differ materially from those described in any forward-looking statements. It is impossible to predict or identify all such factors and, as a result, you should not consider the following factors to be a complete discussion of risks, uncertainties and assumptions.

***Our business is highly sensitive to global economic conditions and economic conditions in the industries we serve.***

Our results of operations are materially affected by economic conditions globally and in the particular industries we serve. The demand for our products and services tends to be cyclical and can be significantly reduced in an economic environment characterized by higher unemployment, lower consumer spending, lower corporate earnings and lower levels of government and business investment. A prolonged period of slow growth may also reduce demand for our products and services. Economic conditions vary across regions and countries, and demand for our products generally increases in those regions and



countries experiencing economic growth and investment. A change in the global mix of regions and countries experiencing economic growth and investment could have an adverse effect on our business, results of operations and financial condition.

The energy and mining industries are major users of our products, including the coal, iron ore, gold, copper, oil and natural gas industries. Decisions to purchase our products are dependent upon the performance of these industries, which in turn are dependent in part on commodity prices. Increases in demand or output in these industries may lead to increases in demand for our products. Conversely, if demand or output in these industries declines, the demand for our products will generally decrease. Prices of commodities in these industries are frequently volatile and change in response to general economic conditions, economic growth, government actions, regulatory actions, commodity inventories and any disruptions in production or distribution. We assume certain prices for key commodities in preparing our general economic and financial outlooks (outlooks). Commodity prices lower than those assumed in our outlooks may negatively impact our business, results of operations and financial condition. Economic conditions affecting the industries we serve may in the future also lead to reduced capital expenditures by our customers. Reduced capital expenditures by our customers are likely to lead to a decrease in the demand for our products.

The rates of infrastructure spending, housing starts and commercial construction also play a significant role in our results. Our products are an integral component of these activities, and as these activities decrease inside or outside of the United States, demand for our products may be significantly impacted, which could negatively impact our results. Slower rates of economic growth than anticipated in our outlooks could also adversely impact our business, results of operations and financial condition.

**Changes in government monetary or fiscal policies may negatively impact our results.**

Most countries have established central banks to regulate monetary systems and influence economic activities, generally by adjusting interest rates. Interest rate changes affect overall economic growth, which affects demand for residential and nonresidential structures, as well as energy and mined products, which in turn affects sales of our products that serve these activities. Interest rate changes also affect our customers' ability to finance machine purchases, can change the optimal time to keep machines in a fleet and can impact the ability of our suppliers to finance the production of parts and components necessary to manufacture and support our products. Our outlooks typically include assumptions about interest rates in a number of countries. Interest rates higher than those contained in our assumptions could result in lower sales than anticipated and supply chain inefficiencies.

Central banks and other policy arms of many countries take actions to vary the amount of liquidity and credit available in an economy. Liquidity and credit policies different from those assumed in our outlooks could impact the customers and markets we serve or our suppliers, which could adversely impact our business, results of operations and financial condition.

Changes in monetary and fiscal policies, along with other factors, may cause currency exchange rates to fluctuate. Actions that lead the currency exchange rate of a country where we manufacture products to increase relative to other currencies could reduce the competitiveness of products made in that country, which could adversely affect our competitive position, results of operations and financial condition.

Government policies on taxes and spending also affect our business. Throughout the world, government spending finances a significant portion of infrastructure development, such as highways, airports, sewer and water systems and dams. Tax regulations determine depreciation lives and the amount of money users of our products can retain, both of which influence investment decisions. Unfavorable developments, such as declines in government revenues, decisions to reduce public spending or increases in taxes, could negatively impact our results.

**Commodity price changes, component price increases, fluctuations in demand for our products or significant shortages of component products may adversely impact our financial results or our ability to meet commitments to customers.**

We are a significant user of steel and many other commodities required for the manufacture of our products. Unanticipated increases in the prices of such commodities would increase our costs, negatively impacting our business, results of operations and financial condition if we are unable to fully offset the effect of these increased costs through price increases, productivity improvements or cost reduction programs.

We rely on suppliers to secure component products, particularly steel, required for the manufacture of our products. A disruption in deliveries to or from suppliers or decreased availability of components or commodities could have an adverse effect on our ability to meet our commitments to customers or increase our operating costs. On the other hand, if demand for our products is less than we expect, we may experience excess inventories and be forced to incur additional charges and our profitability may suffer. Our business, competitive position, results of operations or financial condition could be negatively

impacted if supply is insufficient for our operations. Our financial condition and results of operations may be negatively impacted if we experience excess inventories or we are unable to adjust our production schedules or our purchases from suppliers to reflect changes in customer demand and market fluctuations on a timely basis.

**Disruptions or volatility in global financial markets could limit our sources of liquidity, or the liquidity of our customers, dealers and suppliers.**

Global economic conditions may cause volatility and disruptions in the capital and credit markets. Although we have generated funds from our operations to pay our operating expenses, fund our capital expenditures and support growth, fund our employee retirement benefit programs, pay dividends and buy back stock, continuing to meet these cash requirements over the long-term requires substantial liquidity and access to varied sources of funds, including capital and credit markets. Changes in global economic conditions, including material cost increases and decreases in economic activity in the markets that we serve, and the success of plans to manage cost increases, inventory and other important elements of our business may significantly impact our ability to generate funds from operations. Market volatility, changes in counterparty credit risk, the impact of government intervention in financial markets and general economic conditions may also adversely impact our ability to access capital and credit markets to fund operating needs. Global or regional economic downturns could cause financial markets to decrease the availability of liquidity, credit and credit capacity for certain issuers, including certain of our customers, dealers and suppliers. An inability to access capital and credit markets may have an adverse effect on our business, results of operations, financial condition and competitive position.

In addition, demand for our products generally depends on customers' ability to pay for our products, which, in turn, depends on their access to funds. Subject to global economic conditions, customers may experience increased difficulty in generating funds from operations. Capital and credit market volatility and uncertainty may cause financial institutions to revise their lending standards, thereby decreasing access to capital. If capital and credit market volatility occurs, customers' liquidity may decline which, in turn, would reduce their ability to purchase our products.

**Our global operations are exposed to political and economic risks, commercial instability and events beyond our control in the countries in which we operate.**

Our global operations are dependent upon products manufactured, purchased and sold in the U.S. and internationally, including in countries with political and economic instability. In some cases, these countries have greater political and economic volatility and greater vulnerability to infrastructure and labor disruptions than in our other markets. Our business could be negatively impacted by adverse fluctuations in freight costs, limitations on shipping and receiving capacity, and other disruptions in the transportation and shipping infrastructure at important geographic points of exit and entry for our products. Operating and seeking to expand business in a number of different regions and countries exposes us to a number of risks, including:

- multiple and potentially conflicting laws, regulations and policies that are subject to change;
- imposition of currency restrictions, restrictions on repatriation of earnings or other restraints;
- imposition of burdensome tariffs or quotas;
- national and international conflict, including terrorist acts; and
- political and economic instability or civil unrest that may severely disrupt economic activity in affected countries.

The occurrence of one or more of these events may negatively impact our business, results of operations and financial condition.

**Failure to maintain our credit ratings would increase our cost of borrowing and could adversely affect our cost of funds, liquidity, competitive position and access to capital markets.**

Each of Caterpillar's and Cat Financial's costs of borrowing and ability to access the capital markets are affected not only by market conditions but also by the short- and long-term debt ratings assigned to their respective debt by the major credit rating agencies. These ratings are based, in significant part, on each of Caterpillar's and Cat Financial's performance as measured by financial metrics such as net worth and interest coverage and leverage ratios, as well as transparency with rating agencies and timeliness of financial reporting. There can be no assurance that Caterpillar or Cat Financial will be able to maintain their credit ratings and the failure of either Caterpillar or Cat Financial to do so could adversely affect our cost of funds, liquidity,

competitive position and access to the capital markets, including restricting, in whole or in part, our access to the commercial paper market. There can be no assurance that the commercial paper market will continue to be a reliable source of short-term financing for Cat Financial or an available source of short-term financing for Caterpillar. An inability to access the capital markets could have an adverse effect on our cash flow, results of operations and financial condition.

**Our Financial Products segment is subject to risks associated with the financial services industry.**

Cat Financial is significant to our operations and provides financing support to a significant share of our global sales. The inability of Cat Financial to access funds to support its financing activities to our customers could have an adverse effect on our business, results of operations and financial condition.

Continuing to meet Cat Financial's cash requirements over the long-term could require substantial liquidity and access to sources of funds, including capital and credit markets. Cat Financial has continued to maintain access to key global medium term note and commercial paper markets, but there can be no assurance that such markets will continue to represent a reliable source of financing. If global economic conditions were to deteriorate, Cat Financial could face materially higher financing costs, become unable to access adequate funding to operate and grow its business and/or meet its debt service obligations as they mature, and be required to draw upon contractually committed lending agreements and/or by seeking other funding sources. However, under extreme market conditions, there can be no assurance that such agreements and other funding sources would be available or sufficient. Any of these events could negatively impact Cat Financial's business, as well as our and Cat Financial's results of operations and financial condition.

Market disruption and volatility may also lead to a number of other risks in connection with these events, including but not limited to:

- Market developments that may affect customer confidence levels and cause declines in the demand for financing and adverse changes in payment patterns, causing increases in delinquencies and default rates, which could impact Cat Financial's write-offs and provision for credit losses.
- The process Cat Financial uses to estimate losses inherent in its credit exposure requires a high degree of management's judgment regarding numerous subjective qualitative factors, including forecasts of economic conditions and how economic predictors might impair the ability of its borrowers to repay their loans. Financial market disruption and volatility may impact the accuracy of these judgments.
- Cat Financial's ability to engage in routine funding transactions or borrow from other financial institutions on acceptable terms or at all could be adversely affected by disruptions in the capital markets or other events, including actions by rating agencies and deteriorating investor expectations.
- As Cat Financial's counterparties are primarily financial institutions, their ability to perform in accordance with any of its underlying agreements could be adversely affected by market volatility and/or disruptions in financial markets.

**Changes in interest rates or market liquidity conditions could adversely affect Cat Financial's and our earnings and/or cash flow.**

Changes in interest rates and market liquidity conditions could have an adverse effect on Cat Financial's and our earnings and cash flows. Because a significant number of the loans made by Cat Financial are made at fixed interest rates, its business is subject to fluctuations in interest rates. Changes in market interest rates may influence its financing costs, returns on financial investments and the valuation of derivative contracts and could reduce its and our earnings and cash flows. Although Cat Financial manages interest rate and market liquidity risks through a variety of techniques, including a match funding program, the selective use of derivatives and a broadly diversified funding program, there can be no assurance that fluctuations in interest rates and market liquidity conditions will not have an adverse effect on its and our earnings and cash flows. If any of the variety of instruments and strategies Cat Financial uses to hedge its exposure to these types of risk is ineffective, we may incur losses. With respect to Insurance Services' investment activities, changes in the equity and bond markets could cause an impairment of the value of its investment portfolio, requiring a negative adjustment to earnings.

**An increase in delinquencies, repossessions or net losses of Cat Financial customers could adversely affect its results.**

Inherent in the operation of Cat Financial is the credit risk associated with its customers. The creditworthiness of each customer and the rate of delinquencies, repossessions and net losses on customer obligations are directly impacted by several factors, including relevant industry and economic conditions, the availability of capital, the experience and expertise of the

customer's management team, commodity prices, political events and the sustained value of the underlying collateral. Any increase in delinquencies, repossessions and net losses on customer obligations could have a material adverse effect on Cat Financial's and our earnings and cash flows. In addition, although Cat Financial evaluates and adjusts its allowance for credit losses related to past due and non-performing receivables on a regular basis, adverse economic conditions or other factors that might cause deterioration of the financial health of its customers could change the timing and level of payments received and thus necessitate an increase in Cat Financial's estimated losses, which could also have a material adverse effect on Cat Financial's and our earnings and cash flows.

***New regulations or changes in financial services regulation could adversely impact Caterpillar and Cat Financial.***

Cat Financial's operations are highly regulated by governmental authorities in the locations where it operates, which can impose significant additional costs and/or restrictions on its business. In the U.S., for example, Cat Financial's operations are subject to the U.S. Dodd-Frank Wall Street Reform and Consumer Protection Act (Dodd-Frank). Dodd-Frank was signed into law in July 2010 and includes extensive provisions regulating the financial services industry. Many of the regulations implementing the derivatives provisions of Dodd-Frank became effective in 2013 and additional requirements will become effective in 2014. As such, Cat Financial has become and could continue to become subject to additional regulatory costs both directly and indirectly, through increased costs of doing business with more marketing intermediaries that are now subject to extensive regulation pursuant to Dodd-Frank. For example, derivatives dealers may seek to pass to us the cost of any margin, capital or other regulatory requirements that they are subject to under Dodd-Frank. As the regulatory regime is still developing and important additional regulations have yet to be adopted, the ultimate costs of Dodd-Frank on Cat Financial's business remain uncertain. However, such costs could be significant and have an adverse effect on Cat Financial's and our results of operations and financial condition. Additional regulations in the U.S. or internationally impacting the financial services industry could also add significant cost or operational constraints that might have an adverse effect on Cat Financial's and our results of operations and financial condition.

***We may not realize all of the anticipated benefits of our acquisitions, joint ventures or divestitures, or these benefits may take longer to realize than expected.***

In pursuing our business strategy, we routinely evaluate targets and enter into agreements regarding possible acquisitions, divestitures and joint ventures. We often compete with others for the same opportunities. To be successful, we conduct due diligence to identify valuation issues and potential loss contingencies, negotiate transaction terms, complete complex transactions and manage post-closing matters such as the integration of acquired businesses. Our due diligence reviews are subject to the completeness and accuracy of disclosures made by third parties. We may incur unanticipated costs or expenses following a completed acquisition, including post-closing asset impairment charges, expenses associated with eliminating duplicate facilities, litigation, and other liabilities.

The risks associated with our past or future acquisitions also include the following:

- the business culture of the acquired business may not match well with our culture;
- technological and product synergies, economies of scale and cost reductions may not occur as expected;
- unforeseen expenses, delays or conditions may be imposed upon the acquisition, including due to required regulatory approvals or consents;
- we may acquire or assume unexpected liabilities or be subject to unexpected penalties or other enforcement actions;
- faulty assumptions may be made regarding the integration process;
- unforeseen difficulties may arise in integrating operations, processes and systems;
- higher than expected investments may be required to implement necessary compliance processes and related systems, including IT systems, accounting systems and internal controls over financial reporting;
- we may fail to retain, motivate and integrate key management and other employees of the acquired business;
- higher than expected costs may arise due to unforeseen changes in tax, trade, environmental, labor, safety, payroll or pension policies in any jurisdiction in which the acquired business conducts its operations; and

- we may experience problems in retaining customers and integrating customer bases.

Many of these factors will be outside of our control and any one of them could result in increased costs, decreases in the amount of expected revenues and diversion of management's time and attention. They may also delay the realization of the benefits we anticipate when we enter into a transaction.

In order to conserve cash for operations, we may undertake acquisitions financed in part through public offerings or private placements of debt or equity securities, or other arrangements. Such acquisition financing could result in a decrease of our ratio of earnings to fixed charges and adversely affect other leverage measures. If we issue equity securities or equity-linked securities, the issued securities may have a dilutive effect on the interests of the holders of our common shares.

Failure to implement our acquisition strategy, including successfully integrating acquired businesses, could have an adverse effect on our business, financial condition and results of operations. Furthermore, we make strategic divestitures from time to time, including the ongoing divestiture of the Bucyrus distribution business to our independent dealers. In the case of divestitures, we may agree to indemnify acquiring parties for certain liabilities arising from our former businesses. These divestitures may also result in continued financial involvement in the divested businesses, including through guarantees or other financial arrangements, following the transaction. Lower performance by those divested businesses could affect our future financial results.

**International trade policies may impact demand for our products and our competitive position.**

Government policies on international trade and investment such as import quotas, capital controls or tariffs, whether adopted by individual governments or addressed by regional trade blocs, can affect the demand for our products and services, impact the competitive position of our products or prevent us from being able to sell products in certain countries. The implementation of more restrictive trade policies, such as more detailed inspections, higher tariffs or new barriers to entry, in countries where we sell large quantities of products and services could negatively impact our business, results of operations and financial condition. For example, a government's adoption of "buy national" policies or retaliation by another government against such policies could have a negative impact on our results of operations.

**The success of our business depends on our ability to develop, produce and market quality products that meet our customers' needs.**

Our business relies on continued global demand for our brands and products. To achieve business goals, we must develop and sell products that appeal to our dealers, OEMs and customers. This is dependent on a number of factors, including our ability to maintain key dealer relationships, our ability to produce products that meet the quality, performance and price expectations of our customers and our ability to develop effective sales, advertising and marketing programs. In addition, our continued success in selling products that appeal to our customers is dependent on leading-edge innovation, with respect to both products and operations, and on the availability and effectiveness of legal protection for our innovation. Failure to continue to deliver high quality, innovative, competitive products to the marketplace, to adequately protect our intellectual property rights, to supply products that meet applicable regulatory requirements, including EPA Tier 4 Interim and Tier 4 Final diesel engine emission requirements and equivalent standards in the EU, Israel, Japan and Canada (Tier 4), or to predict market demands for, or gain market acceptance of, our products, could have a negative impact on our business, results of operations and financial condition.

**We operate in a highly competitive environment, which could adversely affect our sales and pricing.**

We operate in a highly competitive environment, and our outlook depends on a forecast of our share of industry sales based on our ability to compete with others in the marketplace. We compete on the basis of product performance, customer service, quality and price. There can be no assurance that our products will be able to compete successfully with other companies' products. Thus, our share of industry sales could be reduced due to aggressive pricing or product strategies pursued by competitors, unanticipated product or manufacturing difficulties, our failure to price our products competitively, our failure to produce our products at a competitive cost or an unexpected buildup in competitors' new machine or dealer-owned rental fleets, leading to severe downward pressure on machine rental rates and/or used equipment prices.

Our sales outlook assumes that certain price increases we announce from time to time will be realized in the marketplace. Changes in market acceptance of price increases, changes in market requirements for price discounts, changes in our competitors' behavior or a weak pricing environment attributable to industry overcapacity could have an adverse impact on our business, results of operations and financial condition.



In addition, our results and ability to compete may be impacted negatively by changes in our sales mix. Our outlook assumes a certain geographic mix of sales as well as a certain product mix of sales. If actual results vary from this projected geographic and product mix of sales, our results could be negatively impacted.

**We may not realize all of the anticipated benefits from cost-reduction initiatives, cash flow improvement initiatives and efficiency or productivity initiatives.**

We are actively engaged in a number of initiatives to increase our productivity, efficiency and cash flow and to reduce costs, which we expect to have a positive effect on our business, competitive position, results of operations and financial condition. For example, we formed the Caterpillar Enterprise System Group in 2013 to implement sustained improvements in our operational efficiency and order-to-delivery processes so that our lead time is better aligned with customer requirements, as well as to reduce waste, further enhance quality and maximize value for our customers. We are also in the process of implementing a new operating system in many of our businesses to increase efficiency and harmonize our operations. There can be no assurance that this operating system, these initiatives, or others will continue to be beneficial to the extent anticipated, or that the estimated efficiency improvements, incremental cost savings or cash flow improvements will be realized as anticipated or at all. If our new operating system is not implemented successfully, it could have an adverse effect on our operations and competitive position.

**We could incur additional restructuring charges as we continue to contemplate cost reduction actions in an effort to optimize our cost structure and may not achieve the anticipated savings and benefits of these actions.**

In December 2013, we announced a restructuring plan for our Gosselies, Belgium operations in order to improve the competitiveness of our European manufacturing footprint. We expect to incur significant separation-related charges in connection with this restructuring plan throughout 2014, which will reduce our profitability in the periods incurred. In addition, we expect to take additional restructuring actions in 2014 to optimize our cost structure and improve the efficiency of our operation. As a result of these actions, we may incur additional charges, including but not limited to asset impairments, employee termination costs, charges for pension and other postretirement contractual benefits, potential additional pension funding obligations, and pension curtailments, any of which could be significant, and could adversely affect our financial condition and results of operations. In addition, we may not realize anticipated savings or benefits from past or future cost reduction actions in full or in part or within the time periods we expect. We are also subject to the risks of labor unrest, negative publicity and business disruption in connection with our cost reduction actions. Failure to realize anticipated savings or benefits from our cost reduction actions could have a material adverse effect on our business, prospects, financial condition, liquidity, results of operations and cash flows.

**Our business is subject to the inventory management decisions and sourcing practices of our dealers and our OEM customers.**

We sell finished products through an independent dealer network and directly to OEMs and are subject to risks relating to their inventory management decisions and operational and sourcing practices. Both carry inventories of finished products as part of ongoing operations and adjust those inventories based on their assessments of future needs. Such adjustments may impact our results positively or negatively. If the inventory levels of our dealers and OEM customers are higher than they desire, they may postpone product purchases from us, which could cause our sales to be lower than the end-user demand for our products and negatively impact our results. Similarly, our results could be negatively impacted through the loss of time-sensitive sales if our dealers and OEM customers do not maintain inventory levels sufficient to meet customer demand. Additionally, some of our engine customers are OEMs that manufacture or could in the future manufacture engines for their own products. Despite their engine manufacturing abilities, these customers have chosen to outsource certain types of engine production to us due to the quality of our engine products and in order to reduce costs, eliminate production risks and maintain company focus. However, there can be no assurance that these customers will continue to outsource engine manufacture in the future. Decreased levels of production outsourcing by these customers could result from a number of factors, such as shifts in our customers' business strategies, acquisition by a customer of another engine manufacturer, the inability of third-party suppliers to meet specifications and the emergence of low-cost production opportunities in foreign countries. A significant reduction in the level of engine production outsourcing from our OEM customers could significantly impact our revenues and, accordingly, have an adverse effect on our business, results of operations and financial condition.

**We are subject to stringent environmental laws and regulations that impose significant compliance costs.**

Our facilities, operations and products are subject to increasingly stringent environmental laws and regulations, including laws and regulations governing emissions to air, discharges to water and the generation, handling, storage, transportation, treatment

and disposal of non-hazardous and hazardous waste materials. Some environmental laws impose strict, retroactive and joint and several liability for the remediation of the release of hazardous substances, even for conduct that was lawful at the time it occurred, or for the conduct of, or conditions caused by, prior operators, predecessors or other third parties. Failure to comply with environmental laws could expose us to penalties or clean-up costs, civil or criminal liability and sanctions on certain of our activities, as well as damage to property or natural resources. These liabilities, sanctions, damages and remediation efforts related to any non-compliance with such laws and regulations could negatively impact our ability to conduct our operations and our financial condition and results of operations. In addition, there can be no assurances that we will not be adversely affected by costs, liabilities or claims with respect to existing or subsequently acquired operations or under present laws and regulations or those that may be adopted or imposed in the future.

Our engines are subject to extensive statutory and regulatory requirements governing exhaust emissions and noise, including standards imposed by the EPA, state regulatory agencies in the United States and other regulatory agencies around the world. For instance, national, state or local governments may set new emissions standards that could impact our products and operations in ways that are difficult to anticipate with accuracy. Thus, significant changes in standards, or the adoption of new standards, have the potential to negatively impact our business, results of operations, financial condition and competitive position.

***Our global operations are subject to extensive trade and anti-corruption laws and regulations.***

Due to the international scope of our operations, we are subject to a complex system of import- and export-related laws and regulations, including U.S. regulations issued by Customs and Border Protection, the Bureau of Industry and Security, the Office of Antiboycott Compliance, the Directorate of Defense Trade Controls and the Office of Foreign Assets Control, as well as the counterparts of these agencies in other countries. Any alleged or actual violations may subject us to government scrutiny, investigation and civil and criminal penalties, and may limit our ability to import or export our products or to provide services outside the United States. Furthermore, embargoes and sanctions imposed by the U.S. and other governments prohibiting sales to specific persons or countries or based on product classification expose us to criminal and civil sanctions. We cannot predict the nature, scope or effect of future regulatory requirements to which our operations might be subject or the manner in which existing laws might be administered or interpreted.

In addition, the U.S. Foreign Corrupt Practices Act and similar foreign anti-corruption laws generally prohibit companies and their intermediaries from making improper payments or providing anything of value to improperly influence foreign government officials for the purpose of obtaining or retaining business, or obtaining an unfair advantage. Recent years have seen a substantial increase in the global enforcement of anti-corruption laws. Our continued operation and expansion outside the United States, including in developing countries, could increase the risk of such violations. In addition, we enter into joint ventures with joint venture partners who are domiciled in areas of the world with laws, regulations and business practices that differ from those in the United States. There is risk that our joint venture partners will violate applicable laws and regulations. Violations of anti-corruption laws or regulations by our employees, by intermediaries acting on our behalf, or by our joint venture partners may result in severe criminal or civil sanctions, could disrupt our business, and result in an adverse effect on our reputation, business and results of operations or financial condition.

***We may incur additional tax expense or become subject to additional tax exposure.***

We are subject to income taxes in the United States and numerous foreign jurisdictions. Our domestic and international tax liabilities are dependent upon the location of earnings among these different jurisdictions. Our provision for income taxes and cash tax liability in the future could be adversely affected by numerous factors, including income before taxes being lower than anticipated in countries with lower statutory tax rates and higher than anticipated in countries with higher statutory tax rates, changes in the valuation of deferred tax assets and liabilities, as well as, changes in tax laws and regulations. We are also subject to the continuous examination of our income tax returns by the U.S. Internal Revenue Service and other tax authorities. The results of audit and examination of previously filed tax returns and continuing assessments of our tax exposures may have an adverse effect on the company's provision for income taxes and cash tax liability.

***Currency exchange rate fluctuations affect our results of operations, as reported in our financial statements.***

We conduct operations in many areas of the world, involving transactions denominated in a variety of currencies. We are subject to currency exchange rate risk to the extent that our costs are denominated in currencies other than those in which we earn revenues. In addition, because our financial statements are reported in U.S. dollars, changes in currency exchange rates between the U.S. dollar and other currencies have had, and will continue to have, an impact on our results of operations. While we customarily enter into financial transactions to address these risks, there can be no assurance that currency exchange rate fluctuations will not adversely affect our results of operations, financial condition and cash flows. While the use of currency

hedging instruments may provide us with protection from adverse fluctuations in currency exchange rates, by utilizing these instruments we potentially forego the benefits that might result from favorable fluctuations in currency exchange rates. In addition, our outlooks do not assume fluctuations in currency exchange rates. Adverse fluctuations in currency exchange rates from the date of our outlooks could cause our actual results to differ materially from those anticipated in our outlooks and adversely impact our business, results of operations and financial condition.

We also face risks arising from the imposition of exchange controls and currency devaluations. Exchange controls may limit our ability to convert foreign currencies into U.S. dollars or to remit dividends and other payments by our foreign subsidiaries or businesses located in or conducted within a country imposing controls. Currency devaluations result in a diminished value of funds denominated in the currency of the country instituting the devaluation.

**Restrictive covenants in our debt agreements could limit our financial and operating flexibility.**

We maintain a number of credit facilities to support general corporate purposes (facilities) and have issued debt securities to manage liquidity and fund operations (debt securities). The agreements relating to a number of the facilities and the debt securities contain certain restrictive covenants applicable to us and certain of our subsidiaries, including Cat Financial. These covenants include maintaining a consolidated net worth (defined as the consolidated stockholder's equity including preferred stock but excluding the pension and other post-retirement benefits balance within accumulated other comprehensive income (loss)) of not less than \$9 billion, limitations on the incurrence of liens and certain restrictions on consolidation and merger. Cat Financial has also agreed under certain of these agreements to maintain a leverage ratio (consolidated debt to consolidated net worth, calculated (1) on a monthly basis as the average of the leverage ratios determined on the last day of each of the six preceding calendar months and (2) at each December 31) not greater than 10.0 to 1, to maintain a minimum interest coverage ratio (profit excluding income taxes, interest expense and net gain/(loss) from interest rate derivatives to interest expense, calculated at the end of each calendar quarter for the rolling four quarter period then most recently ended) of not less than 1.15 to 1 and not to terminate, amend or modify its support agreement with us.

A breach of one or more of the covenants could result in adverse consequences that could negatively impact our business, results of operations and financial condition. These consequences may include the acceleration of amounts outstanding under certain of the facilities, triggering of an obligation to redeem certain debt securities, termination of existing unused commitments by our lenders, refusal by our lenders to extend further credit under one or more of the facilities or to enter into new facilities or the lowering or modification of our credit ratings or those of one or more of our subsidiaries.

**Sustained increases in funding obligations under our pension plans may reduce our profitability.**

We maintain certain defined benefit pension plans for our employees, which impose on us certain funding obligations. In determining our future payment obligations under the plans, we assume certain rates of return on the plan assets and growth rates of certain costs. Significant adverse changes in credit or capital markets could result in actual rates of return being materially lower than projected and increased pension expense in future years. We may be required to make contributions to our pension plans in the future, and these contributions could be material. Our cost growth rates may also be materially higher than projected. These factors could significantly increase our payment obligations under the plans, and as a result, adversely affect our business, results of operations and financial condition.

**Union disputes or other labor matters could adversely affect our operations and financial results.**

Some of our employees are represented by labor unions in a number of countries under various collective bargaining agreements with varying durations and expiration dates. There can be no assurance that any current or future issues with our employees will be resolved or that we will not encounter future strikes, work stoppages or other types of conflicts with labor unions or our employees. We may not be able to satisfactorily renegotiate collective bargaining agreements in the United States and other countries when they expire. If we fail to renegotiate our existing collective bargaining agreements, we could encounter strikes or work stoppages or other types of conflicts with labor unions. In addition, existing collective bargaining agreements may not prevent a strike or work stoppage at our facilities in the future. We may also be subject to general country strikes or work stoppages unrelated to our business or collective bargaining agreements. A work stoppage or other limitations on production at our facilities for any reason could have an adverse effect on our business, results of operations and financial condition. In addition, many of our customers and suppliers have unionized work forces. Strikes or work stoppages experienced by our customers or suppliers could have an adverse effect on our business, results of operations and financial condition.



**Costs associated with lawsuits or investigations or increases in the reserves we establish based on our assessment of contingencies may have an adverse effect on our results of operations.**

We face an inherent business risk of exposure to various types of claims and lawsuits. We are involved in various intellectual property, product liability, product warranty and environmental claims and lawsuits and other legal proceedings that arise in and outside of the ordinary course of our business. The industries in which we operate are also periodically reviewed or investigated by regulators, which could lead to enforcement actions, fines and penalties or the assertion of private litigation claims. It is not possible to predict with certainty the outcome of claims, investigations and lawsuits, and we could in the future incur judgments, fines or penalties or enter into settlements of lawsuits and claims that could have an adverse effect on our business, results of operations and financial condition in any particular period. In addition, while we maintain insurance coverage with respect to certain claims, we may not be able to obtain such insurance on acceptable terms in the future, if at all, and any such insurance may not provide adequate coverage against any such claims.

As required by U.S. generally accepted accounting principles (GAAP), we establish reserves based on our assessment of contingencies, including contingencies related to legal claims asserted against us. Subsequent developments in legal proceedings may affect our assessment and estimates of the loss contingency recorded as a reserve and require us to make payments in excess of our reserves, which could have an adverse effect on our results of operations.

**Additional carbon emissions constraints may impact our capital expenditures, results of operations and competitive position.**

The potential for government-mandated reductions of carbon emissions from our facilities and products is increasing. Mandatory legislative, regulatory and/or policy-based constraints are being implemented or considered by many jurisdictions. For example, the EPA has promulgated regulations governing carbon emissions from automobiles and heavy-duty on-highway diesel vehicles, which may lead to regulation of other mobile sources. Although various attempts to pass comprehensive legislation reducing carbon emissions have been unsuccessful in the United States, the EPA has also proceeded with regulating carbon emissions from stationary sources under existing law. The final details and scope of these various legislative, regulatory and policy measures around the world are unclear and their potential impact is still uncertain, so we cannot fully predict the impact on us. However, should legislation or regulations be adopted imposing significant operational restrictions and compliance requirements upon us or our products, they could negatively impact our capital expenditures, results of operations and competitive position.

**Changes in accounting guidance could have an adverse effect on our results of operations, as reported in our financial statements.**

Our consolidated financial statements are prepared in accordance with GAAP, which is periodically revised and/or expanded. Accordingly, from time to time we are required to adopt new or revised accounting guidance and related interpretations issued by recognized authoritative bodies, including the Financial Accounting Standards Board and the SEC. Market conditions have prompted these organizations to issue new guidance that further interprets or seeks to revise accounting pronouncements related to various transactions as well as to issue new guidance expanding disclosures. The impact of accounting pronouncements that have been issued but not yet implemented is disclosed in this annual report on Form 10-K and our quarterly reports on Form 10-Q. An assessment of proposed standards is not provided, as such proposals are subject to change through the exposure process and, therefore, their effects on our financial statements cannot be meaningfully assessed. It is possible that future accounting guidance we are required to adopt could change the current accounting treatment that we apply to our consolidated financial statements and that such changes could have an adverse effect on our results of operations, as reported in our consolidated financial statements.

**Increased information technology security threats and more sophisticated computer crime pose a risk to our systems, networks, products and services.**

We rely upon information technology systems and networks in connection with a variety of business activities, some of which are managed by third parties. Additionally, we collect and store data that is sensitive to Caterpillar. The secure operation of these information technology systems and networks, and the processing and maintenance of this data is critical to our business operations and strategy. Information technology security threats -- from user error to attacks designed to gain unauthorized access to our systems, networks and data -- are increasing in frequency and sophistication. Attacks may range from random attempts to coordinated and targeted attacks, including sophisticated computer crime and advanced persistent threats. These threats pose a risk to the security of our systems and networks and the confidentiality, availability and integrity of our data. We have identified attempts to gain unauthorized access to our information technology systems and networks. To our knowledge, no such attack was ultimately successful in exporting materially sensitive data or controlling materially sensitive systems or networks. Should such an attack succeed it could expose us and our customers, dealers and suppliers to misuse of information

or systems, the compromising of confidential information, manipulation and destruction of data, defective products, production downtimes and operations disruptions. The occurrence of any of these events could adversely affect our reputation, competitive position, business and results of operations. In addition, such breaches in security could result in litigation, regulatory action and potential liability and the costs and operational consequences of implementing further data protection measures.

**Unexpected events, including natural disasters, may increase our cost of doing business or disrupt our operations.**

The occurrence of one or more unexpected events, including fires, tornadoes, tsunamis, hurricanes, earthquakes, floods and other forms of severe weather in the United States or in other countries in which we operate or in which our suppliers are located could adversely affect our operations and financial performance. Natural disasters, pandemic illness, equipment failures, power outages or other unexpected events could result in physical damage to and complete or partial closure of one or more of our manufacturing facilities or distribution centers, temporary or long-term disruption in the supply of component products from some local and international suppliers, disruption in the transport of our products to dealers and end-users and delay in the delivery of our products to our distribution centers. Existing insurance arrangements may not provide protection for all of the costs that may arise from such events.

**Item 1B. Unresolved Staff Comments.**

None.

**Item 1C. Executive Officers of the Registrant.**

Name	Present Caterpillar Inc. position and date of initial election	Principal positions held during the past five years if other than Caterpillar Inc. position currently held
Douglas R. Oberhelman (60)	Chairman and Chief Executive Officer (2010)	Group President (2001-2010)
Bradley M. Halverson (53)	Group President and Chief Financial Officer (2013)	Corporate Controller (2004-2010) Vice President (2010-2012)
Stuart L. Levenick (61)	Group President (2004)	
Edward J. Rapp (56)	Group President (2007)	Group President and Chief Financial Officer (2010 - 2012)
D. James Umpleby III (55)	Group President (2013)	Solar Turbines Vice President (2007-2010) Vice President (2010-2012)
Steven H. Wunning (62)	Group President (2004)	
James B. Buda (66)	Executive Vice President, Law and Public Policy (2012)	Vice President, General Counsel and Secretary (2001- 2010) Vice President and Chief Legal Officer (2010 - 2011) Senior Vice President and Chief Legal Officer (2011 - 2012)
David P. Bozeman (45)	Senior Vice President (2013)	Business Unit Manager (2009) Vice President (2009-2013)
Jananne A. Copeland (51)	Chief Accounting Officer (2007)	Chief Accounting Officer and Corporate Controller (2010 - 2012)

## **Item 2. Properties.**

### **General Information**

Caterpillar's operations are highly integrated. Although the majority of our plants are involved primarily in production relating to our Construction Industries, Resource Industries or Power Systems segments, several plants are involved in manufacturing relating to more than one business segment. In addition, several plants reported in our financial statements under the All Other segment are involved in the manufacturing of components that are used in the assembly of products for more than one business segment. Caterpillar's parts distribution centers are involved in the storage and distribution of parts for Construction Industries, Resource Industries and Power Systems, and are included in the All Other segment. The research and development activities carried on at our Technical Center in Mossville, Illinois involve products for Construction Industries, Resource Industries and Power Systems.

We believe the properties we own to be generally well maintained and adequate for present use. Through planned capital expenditures, we expect these properties to remain adequate for future needs. Properties we lease are covered by leases expiring over terms of generally one to ten years. We do not anticipate any difficulty in retaining occupancy of any leased facilities, either by renewing leases prior to expiration or by replacing them with equivalent leased facilities.

### **Headquarters and Other Key Offices**

Our corporate headquarters are in Peoria, Illinois. Additional marketing and operating headquarters are located both inside and outside the United States including Miami, Florida; Oak Creek, Wisconsin; San Diego, California; Geneva, Switzerland; Beijing, China; Singapore, Republic of Singapore; Piracicaba, Brazil, and Tokyo, Japan. Our Financial Products business is headquartered in leased offices located in Nashville, Tennessee.

### **Technical Center, Training Centers, Demonstration Areas and Proving Grounds**

We operate a Technical Center located in Mossville, Illinois, and various other technical and training centers, demonstration areas and proving grounds located both inside and outside the United States.

### **Parts Distribution Centers**

Distribution of our parts is conducted from parts distribution centers inside and outside the United States and included in the All Other segment in our financial statements. We operate parts distribution centers in the following locations: Morton, Illinois; Arvin, California; Denver, Colorado; Miami, Florida; Atlanta, Georgia; St. Paul, Minnesota; Clayton, Ohio; York, Pennsylvania; Waco, Texas; Spokane, Washington; Melbourne, Australia; Grimbergen, Belgium; Piracicaba, Brazil; Shanghai, China; San Luis Potosi, Mexico; Singapore, Republic of Singapore; Moscow, Russia; Johannesburg, South Africa, and Dubai, United Arab Emirates. We also own or lease other facilities that support our distribution activities.

### **Remanufacturing and Components**

Component manufacturing and the remanufacturing of our products that is reported in the All Other segment is conducted primarily at facilities in the following locations: Toccoa, Georgia; Aurora, Illinois; Dixon, Illinois; East Peoria, Illinois; Peoria, Illinois; Franklin, Indiana; Danville, Kentucky; Menominee, Michigan; Corinth, Mississippi; Oxford, Mississippi; Prentiss County, Mississippi; Boonville, Missouri; West Plains, Missouri; Franklin, North Carolina; Goldsboro, North Carolina; Morganton, North Carolina; West Fargo, North Dakota; Summerville, South Carolina; Sumter, South Carolina; Piracicaba, Brazil; Shanghai, China; Tianjin, China; Xuzhou, China; Chaumont, France; Bazzano, Italy; Castelvetro, Italy; Frosinone, Italy; San Eusebio, Italy; Nuevo Laredo, Mexico; Ramos Arizpe, Mexico; Radom, Poland; Singapore; Pyongtaek, South Korea; Shrewsbury, United Kingdom, and Skinningrove, United Kingdom. We also lease or own other facilities that support our remanufacturing and component manufacturing activities.

### **Manufacturing**

Manufacturing of products for our Construction Industries, Resource Industries and Power Systems segments is conducted primarily at the locations listed below. These facilities are believed to be suitable for their intended purposes, with adequate capacities for current and projected needs for existing products. We have also announced investments to expand the capacity of a number of existing facilities and to build new facilities to support the company's growth.

Our principal manufacturing facilities include those used by the following segments in the following locations:

<b>Segment</b>	<b>U.S. Facilities</b>	<b>Facilities Outside the U.S.</b>
<b>Construction Industries</b>	<b>Illinois:</b> Aurora, Decatur, East Peoria <b>North Carolina:</b> Clayton, Sanford <b>Texas:</b> Victoria <b>Georgia:</b> Athens	<b>Brazil:</b> Campo Largo, Piracicaba <b>China:</b> Suzhou, Wujiang, Xuzhou, Qingzhou <b>France:</b> Grenoble, Echirolles <b>Hungary:</b> Godollo <b>India:</b> Thiruvallar <b>Indonesia:</b> Jakarta <b>Japan:</b> Akashi, Sagamihara <b>Poland:</b> Janow Sosnowiec <b>Russia:</b> Tosno, Novosibirsk <b>United Kingdom:</b> Desford, Stockton <b>Thailand:</b> Rayong
<b>Resource Industries</b>	<b>Illinois:</b> Aurora, Decatur, East Peoria, Joliet <b>North Carolina:</b> Winston-Salem <b>Pennsylvania:</b> Houston <b>Tennessee:</b> Dyersburg <b>Texas:</b> Denison <b>Virginia:</b> Hillsville, Pulaski <b>West Virginia:</b> Beckley <b>Wisconsin:</b> South Milwaukee	<b>Australia:</b> Beresfield <b>Brazil:</b> Piracicaba <b>China:</b> Tongzhou, Wuxi, Xuzhou, Zhengzhou <b>Czech Republic:</b> Ostrava <b>France:</b> Arras <b>Germany:</b> Dortmund, Lunen <b>India:</b> Hosur, Thiruvallur <b>Indonesia:</b> Jakarta <b>Italy:</b> Jesi <b>Japan:</b> Sagamihara <b>Mexico:</b> Acuna, Monterrey, Reynosa, Torreon <b>Russia:</b> Tosno <b>Thailand:</b> Rayong <b>United Kingdom:</b> Peterlee, Wolverhampton
<b>Power Systems</b>	<b>Alabama:</b> Albertville, Montgomery <b>California:</b> San Diego  <b>Georgia:</b> Griffin <b>Illinois:</b> LaGrange, Mossville, Mapleton, Pontiac  <b>Indiana:</b> Lafayette, Muncie <b>Kentucky:</b> Decoursey, Louisville, Mayfield <b>South Carolina:</b> Greenville, Newberry <b>Texas:</b> Channelview, De Soto, Mabank, San Antonio, Schertz, Seguin	<b>Belgium:</b> Gosselies <b>Brazil:</b> Curitiba, Hortolandia, Piracicaba, Sete Lagoas  <b>China:</b> Tianjin, Wuxi <b>Czech Republic:</b> Zatec  <b>Germany:</b> Kiel, Mannheim, Rostock <b>India:</b> Hosur <b>Mexico:</b> San Luis Potosi, Tijuana <b>Republic of Singapore:</b> Singapore  <b>Sweden:</b> Ockero Islands  <b>Switzerland:</b> Riazzino  <b>United Kingdom:</b> Larne, Monkstown, Peterborough, Sandiacre, Shoreham, South Queensferry, Springvale, Stafford, Wimborne

### **Item 3. Legal Proceedings.**

On October 24, 2013, Progress Rail Services Corporation (Progress Rail), a wholly-owned indirect subsidiary of Caterpillar Inc., received a grand jury subpoena from the U.S. District Court for the Central District of California. The subpoena requests documents and information from Progress Rail, United Industries Corporation, a wholly-owned subsidiary of Progress Rail, and Caterpillar Inc. relating to allegations that Progress Rail conducted improper or unnecessary railcar inspections and repairs and improperly disposed of parts, equipment, tools and other items. In connection with this subpoena, Progress Rail was informed by the U.S. Attorney for the Central District of California that it is a target of a criminal investigation into potential violations of environmental laws and alleged improper business practices. The Company is cooperating with the authorities. The Company is unable to predict the outcome or reasonably estimate the potential loss; however, we currently believe that this matter will not have a material adverse effect on the Company's consolidated results of operation, financial position or liquidity.

In addition, we are involved in other unresolved legal actions that arise in the normal course of business. The most prevalent of these unresolved actions involve disputes related to product design, manufacture and performance liability (including claimed asbestos and welding fumes exposure), contracts, employment issues, environmental matters or intellectual property rights. The aggregate range of reasonably possible losses in excess of accrued liabilities, if any, associated with these unresolved legal actions is not material. In some cases, we cannot reasonably estimate a range of loss because there is insufficient information regarding the matter. However, there is no more than a remote chance that any liability arising from these matters would be material. Although it is not possible to predict with certainty the outcome of these unresolved legal actions, we believe that these actions will not individually or in the aggregate have a material adverse effect on our consolidated results of operations, financial position or liquidity.

### **Item 4. Mine Safety Disclosures.**

Information concerning mine safety violations or other regulatory matters required by Section 1503(a) of the Dodd-Frank Wall Street Reform and Consumer Protection Act and Item 104 of Regulation S-K (17 CFR 229.104) is included in Exhibit 95 to this annual report.

## **PART II**

### **Item 5. Market for Registrant's Common Equity, Related Stockholder Matters and Issuer Purchases of Equity Securities.**

Information required by Item 5 regarding our stock is incorporated by reference from the Supplemental Stockholder Information section of Exhibit 13 under "Common Stock (NYSE:CAT) — Listing Information," "— Price Ranges," "— Number of Stockholders" and "Performance Graph: Total Cumulative Stockholder Return for Five-Year Period Ending December 31, 2013" and from the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section of Exhibit 13 under "Dividends paid per common share."

#### **Sale of Unregistered Securities**

#### **Non-U.S. Employee Stock Purchase Plans**

We have 28 employee stock purchase plans administered outside the United States for our non-U.S. employees. As of December 31, 2013, those plans had approximately 14,000 active participants in the aggregate. During the fourth quarter of 2013, approximately 313,000 shares of Caterpillar common stock or foreign denominated equivalents were distributed under the plans. Participants in some foreign plans have the option of receiving non-U.S. share certificates (foreign-denominated equivalents) in lieu of U.S. shares of Caterpillar common stock upon withdrawal from the plan. These equivalent certificates are tradable only on the local stock market and are included in our determination of shares outstanding. Distributions of Caterpillar stock under the plans are exempt from registration under the Securities Act of 1933 pursuant to 17 CFR 230.903.

#### **Issuer Purchases of Equity Securities**

No shares were repurchased during the fourth quarter 2013.

**Other Purchases of Equity Securities**

Period	Total number of Shares Purchased <sup>(1)</sup>	Average Price Paid per Share	Total Number of Shares Purchased Under the Program	Approximate Dollar Value of Shares that may yet be Purchased under the Program
October 1-31, 2013	2,344	\$ 83.75	N/A	N/A
November 1-30, 2013	5,577	83.77	N/A	N/A
December 1-31, 2013	1,314	84.56	N/A	N/A
<b>Total</b>	<b>9,235</b>	<b>\$ 83.87</b>		

<sup>(1)</sup> Represents shares delivered back to issuer for the payment of taxes resulting from the exercise of stock options by employees and Directors.

**Item 6. Selected Financial Data.**

Information required by Item 6 is incorporated by reference from the “Five-year Financial Summary” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” of Exhibit 13.

**Item 7. Management’s Discussion and Analysis of Financial Condition and Results of Operations.**

Information required by Item 7 is incorporated by reference from “Management’s Discussion and Analysis of Financial Condition and Results of Operations” of Exhibit 13.

This Management’s Discussion and Analysis of Financial Condition and Results of Operations should be read in conjunction with our discussion of cautionary statements and significant risks to the company’s business under Item 1A. Risk Factors of this Form 10-K.

**Item 7A. Quantitative and Qualitative Disclosures About Market Risk.**

Information required by Item 7A appears in Note 1 — “Operations and summary of significant accounting policies,” Note 3 — “Derivative financial instruments and risk management,” Note 18 — “Fair values disclosures” and Note 19 — “Concentration of credit risk” of Exhibit 13. Other information required by Item 7A is incorporated by reference from “Management’s Discussion and Analysis of Financial Condition and Results of Operations” of Exhibit 13.

**Item 8. Financial Statements and Supplementary Data.**

Information required by Item 8 is incorporated by reference from the “Report of Independent Registered Public Accounting Firm” and from the “Financial Statements and Notes to Consolidated Financial Statements” of Exhibit 13. Other information required by Item 8 is included in “Computation of Ratios of Earnings to Fixed Charges” filed as Exhibit 12 to this Form 10-K.

**Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure.**

Not Applicable.

**Item 9A. Controls and Procedures.****Disclosure Controls and Procedures**

An evaluation was performed under the supervision and with the participation of the company's management, including the Chief Executive Officer (CEO) and Chief Financial Officer (CFO), of the effectiveness of the design and operation of the company's disclosure controls and procedures, as that term is defined in Rule 13a-15(e) under the Exchange Act, as of the end of the period covered by this annual report. Based on that evaluation, the company's management, including the CEO and CFO concluded that the company's disclosure controls and procedures are effective as of the end of the period covered by this annual report.



### **Management's Report on Internal Control Over Financial Reporting**

The management of Caterpillar Inc. (company) is responsible for establishing and maintaining adequate internal control over financial reporting as such term is defined in Rule 13a-15(f) under the Exchange Act. Our internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of our financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. Our internal control over financial reporting includes those policies and procedures that (i) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (ii) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (iii) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Management assessed the effectiveness of the company's internal control over financial reporting as of December 31, 2013. In making this assessment, we used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) in *Internal Control—Integrated Framework* (1992). Based on our assessment we concluded that, as of December 31, 2013, the company's internal control over financial reporting was effective based on those criteria.

The effectiveness of the company's internal control over financial reporting as of December 31, 2013 has been audited by PricewaterhouseCoopers LLP, an independent registered public accounting firm. Their report appears on page A-4 of Exhibit 13.

### **Changes in Internal Control over Financial Reporting**

During the last fiscal quarter, there has been no significant change in the company's internal control over financial reporting that has materially affected, or is reasonably likely to materially affect, the company's internal control over financial reporting.

#### **Item 9B. Other Information.**

Not Applicable.

### **PART III**

#### **Item 10. Directors, Executive Officers and Corporate Governance.**

##### **Identification of Directors and Business Experience**

Information required by this Item is incorporated by reference from the 2014 Proxy Statement.

##### **Identification of Executive Officers and Business Experience**

Information required by this Item appears in Item 1C of this Form 10-K.

##### **Family Relationships**

There are no family relationships between the officers and directors of the company.

##### **Legal Proceedings Involving Officers and Directors**

Information required by this Item is incorporated by reference from the 2014 Proxy Statement.

##### **Audit Committee Financial Expert**

Information required by this Item is incorporated by reference from the 2014 Proxy Statement.

**Identification of Audit Committee**

Information required by this Item is incorporated by reference from the 2014 Proxy Statement.

**Stockholder Recommendation of Board Nominees**

Information required by this Item is incorporated by reference from the 2014 Proxy Statement.

**Compliance with Section 16(a) of the Exchange Act**

Information required by this Item relating to compliance with Section 16(a) of the Exchange Act is incorporated by reference from the 2014 Proxy Statement.

**Code of Ethics**

Our Worldwide Code of Conduct (Code), first published in 1974 and most recently updated in 2010, sets a high standard for honesty and ethical behavior by every employee, including the principal executive officer, principal financial officer, controller and principal accounting officer. The Code is posted on our website at [www.Caterpillar.com/code](http://www.Caterpillar.com/code) and is incorporated by reference as Exhibit 14 to this Form 10-K. To obtain a copy of the Code at no charge, submit a written request to the Corporate Secretary at 100 NE Adams Street, Peoria, Illinois 61629-6490. We will post on our website any required amendments to or waivers granted under our Code pursuant to SEC or New York Stock Exchange disclosure rules.

**Item 11. Executive Compensation.**

Information required by this Item is incorporated by reference from the 2014 Proxy Statement.

**Item 12. Security Ownership of Certain Beneficial Owners and Management and Related Stockholder Matters.**

Information required by this Item relating to security ownership of certain beneficial owners and management is incorporated by reference from the 2014 Proxy Statement.

Information required by this Item relating to securities authorized for issuance under equity compensation plans is included in the following table:

**Equity Compensation Plan Information  
(as of December 31, 2013)**

Plan category	(a) Number of securities to be issued up on exercise of outstanding options, warrants and rights <sup>(1)</sup>	(b) Weighted-average exercise price of outstanding options, warrants and rights	(c) Number of securities remaining available for future issuance under equity compensation plans (excluding securities reflected in column (a))
Equity compensation plans approved by security holders	47,862,294	\$ 65.0270	14,619,786
Equity compensation plans not approved by security holders	N/A	N/A	N/A
<b>Total</b>	<b>47,862,294</b>	<b>\$ 65.0270</b>	<b>14,619,786</b>

<sup>(1)</sup> Excludes any cash payments in-lieu-of stock.

**Item 13. Certain Relationships and Related Transactions, and Director Independence.**

Information required by this Item is incorporated by reference from the 2014 Proxy Statement.



**Item 14. Principal Accountant Fees and Services.**

Information required by this Item is incorporated by reference from the 2014 Proxy Statement.

**PART IV**

**Item 15. Exhibits and Financial Statement Schedules.**

(a) The following documents are incorporated by reference from Exhibit 13:

1. Financial Statements:

- Report of Independent Registered Public Accounting Firm
- Statement 1 - Consolidated Results of Operations
- Statement 2 - Consolidated Comprehensive Income
- Statement 3 - Consolidated Financial Position
- Statement 4 - Changes in Consolidated Stockholders' Equity
- Statement 5 - Consolidated Statement of Cash Flow
- Notes to Consolidated Financial Statements

2. Financial Statement Schedules:

- All schedules are omitted because the required information is shown in the financial statements or the notes thereto incorporated by reference from Exhibit 13 or considered to be immaterial.

(b) Exhibits:

- 3.1 Restated Certificate of Incorporation, effective June 13, 2012 (incorporated by reference from Exhibit 3.1 to the Form 10-Q filed for the quarter ended June 30, 2012).
- 3.2 Bylaws amended and restated as of December 11, 2013 (incorporated by reference from Exhibit 3.1 to Form 8-K filed December 11, 2013).
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12	Computation of Ratios of Earnings to Fixed Charges.
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101.PRE	XBRL Taxonomy Extension Presentation Linkbase Document.

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**Form 10-K**

**SIGNATURES**

**Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.**

**CATERPILLAR INC.**

(Registrant)

February 18, 2014

By: /s/James B. Buda

James B. Buda, Executive Vice President, Law and Public Policy

**Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the Registrant and in the capacities and on the dates indicated.**

February 18, 2014

/s/Douglas R. Oberhelman

(Douglas R. Oberhelman)

Chairman of the Board  
and Chief Executive Officer

February 18, 2014

/s/Bradley M. Halverson

(Bradley M. Halverson)

Group President and  
Chief Financial Officer

February 18, 2014

/s/Jananne A. Copeland

(Jananne A. Copeland)

Chief Accounting Officer

February 18, 2014

/s/David L. Calhoun

(David L. Calhoun)

Director

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February 18, 2014	<hr/> <i>/s/Daniel M. Dickinson</i> (Daniel M. Dickinson)	Director
February 18, 2014	<hr/> <i>/s/Juan Gallardo</i> (Juan Gallardo)	Director
February 18, 2014	<hr/> <i>/s/Jesse J. Greene, Jr.</i> (Jesse J. Greene, Jr.)	Director
February 18, 2014	<hr/> <i>/s/Jon M. Huntsman, Jr.</i> (Jon M. Huntsman, Jr.)	Director
February 18, 2014	<hr/> <i>/s/Peter A. Magowan</i> (Peter A. Magowan)	Director
February 18, 2014	<hr/> <i>/s/Dennis A. Muilenburg</i> (Dennis A. Muilenburg)	Director
February 18, 2014	<hr/> <i>/s/William A. Osborn</i> (William A. Osborn)	Director
February 18, 2014	<hr/> <i>/s/Edward B. Rust, Jr.</i> (Edward B. Rust, Jr.)	Director
February 18, 2014	<hr/> <i>/s/Susan C. Schwab</i> (Susan C. Schwab)	Director
February 18, 2014	<hr/> <i>/s/Miles D. White</i> (Miles D. White)	Director

**Form 10-K**

**EXHIBIT INDEX**

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**CATERPILLAR INC.  
SUPPLEMENTAL RETIREMENT PLAN**

**(formerly known as the Caterpillar Inc. Supplemental Pension Benefit Plan)**

**(Amended and Restated as of December 5, 2013)**

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**ARTICLE II. ELIGIBILITY; ADOPTION BY AFFILIATES**

**ARTICLE III. DETERMINATION OF BENEFIT**

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**ARTICLE VI. ADMINISTRATION OF THE PLAN**

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**CATERPILLAR INC.  
SUPPLEMENTAL RETIREMENT PLAN**

**PREAMBLE**

The Caterpillar Inc. Supplemental Retirement Plan (formerly known as the Caterpillar Inc. Supplemental Pension Benefit Plan and hereinafter referred to as the “Plan”) was established as of January 1, 1976 by Caterpillar Inc. (the “Company”) to provide additional pension benefits to individuals who participate in the Caterpillar Inc. Retirement Income Plan, as amended, or any successor(s) to such plan (“RIP”), but whose benefits are limited due to the application of Section 401(a)(17) and/or Section 415 of the Internal Revenue Code of 1986, as amended. The Plan also provides the benefits that would otherwise be payable pursuant to RIP but for (i) an individual’s deferral of compensation under the Caterpillar Inc. Deferred Employees’ Investment Plan, the Caterpillar Inc. Supplemental Employees’ Investment Plan, or the Caterpillar Inc. Supplemental Deferred Compensation Plan or (ii) the exclusions from “Total Earnings” under RIP for an individual’s lump sum discretionary awards and variable base pay.

This amended and restated Plan is effective as of the dates specified herein.

**ARTICLE I  
DEFINITIONS**

**1.1 General.** When a word or phrase appears in the Plan with the initial letter capitalized, and the word or phrase does not begin a sentence, the word or phrase shall generally be a term defined in this Article I. The following words and phrases used in the Plan with the initial letter capitalized shall have the meanings set forth in this Article I, unless a clearly different meaning is required by the context in which the word or phrase is used or the word or phrase is defined for a limited purpose elsewhere in the Plan document:

(a) **“Adopting Affiliate”** means any Affiliate that has been authorized by the Company to adopt the Plan and which has adopted the Plan in accordance with Section 2.5. All Affiliates that adopted the Plan on or before the Effective Date and that had not terminated such adoption shall continue to be Adopting Affiliates of the Plan.

(b) **“Affiliate”** means a parent business that controls, or a subsidiary business that is controlled by, the Company.

(c) **“Beneficiary”** means, with respect to a Participant, the person or persons entitled to receive distributions of the Participant’s death benefits under RIP.

(d) **“Benefit Determination Date”** means the following:

(i) **On or After Effective Date But Prior to January 1, 2009**. On or after the Effective Date but prior to January 1, 2009, a Participant's Benefit Determination Date shall be the date as of which the Participant has elected to commence benefits under RIP.

(ii) **On or After January 1, 2009**. On or after January 1, 2009, a Participant's Benefit Determination Date shall be the date determined under (1) or (2) below:

(iii) With respect to (x) a Participant's PEP Benefit (as defined in Section 3.2(b)), (y) a Choice Participant's benefits under this Plan, or (z) a Participant's Traditional Benefit (as defined in Section 3.2(a)) where the Participant satisfies the requirements under Section 5.2(d)(1)(i), (ii), (iii), (iv), or (v) as of the Participant's Separation from Service, the Participant's Benefit Determination Date shall be the first day of the month following the Participant's Separation from Service.

(iv) With respect to a Participant's Traditional Benefit (as defined in Section 3.2(a)) for a Participant other than a Choice Participant where the Participant does not satisfy the requirements under Section 5.2(d)(1)(i), (ii), (iii), (iv), or (v) as of the Participant's Separation from Service, the Participant's Benefit Determination Date shall be the first day of the month following the date that the Participant first satisfies the requirements under Section 5.2(d)(1)(i), (ii), (iii), (iv), or (v).

(e) **"Benefit Payment Date"** means the date as of which the Participant's benefit amounts under the Plan shall be payable, as determined in accordance with Section 5.2(d).

(f) **"Board"** means the Board of Directors of the Company, or any authorized committee of the Board.

(g) **"Choice Participant"** means a Participant who (i) has a "frozen traditional benefit" under RIP as a result of the election made by such Participant to cease accruing a benefit under the traditional benefit formula of RIP and to begin accruing a benefit under the pension equity formula of RIP and (ii) had accrued a Traditional Benefit (as defined in Section 3.2(a)) under this Plan as of June 30, 2003.

(h) **"Code"** means the Internal Revenue Code of 1986, as amended from time to time, and any regulations promulgated thereunder.

(i) **"Company"** means Caterpillar Inc., and, to the extent provided in Section 8.8 below, any successor corporation or other entity resulting from a merger or consolidation into or with the Company or a transfer or sale of substantially all of the assets of the Company.

(j) **"DEIP"** means the Caterpillar Inc. Deferred Employees' Investment Plan, as amended.

(k) **"Director"** means the Company's Director of Compensation + Benefits.

(l) **"Disability"** or **"Disabled"** means that a Participant is determined to be totally disabled by the United States Social Security Administration.

(m) **"Effective Date"** means January 1, 2005.

(n) “**ERISA**” means the Employee Retirement Income Security Act of 1974, as amended from time to time, and any regulations promulgated thereunder.

(o) “**Lump Sum Discretionary Award**” means any lump sum discretionary award paid to a Participant as determined in accordance with the established pay practices of the Company and Adopting Affiliates.

(p) “**Participant**” means an employee of the Company or any Adopting Affiliate who satisfies the eligibility requirements for participation in the Plan.

(q) “**Plan**” means the Caterpillar Inc. Supplemental Retirement Plan, as set forth herein and as it may be amended from time to time.

(r) “**Plan Administrator**” means the Director.

(s) “**Plan Year**” means the calendar year.

(t) “**RIP**” means the Caterpillar Inc. Retirement Income Plan, as amended or any successor (s) to such plan.

(u) “**SDCP**” means the Caterpillar Inc. Supplemental Deferred Compensation Plan, as amended or any successor(s) to such plan.

(v) “**SEIP**” means the Caterpillar Inc. Supplemental Employees’ Investment Plan, as amended.

(w) “**Separation from Service**” means separation from service as determined in accordance with any regulations, rulings or other guidance issued by the Department of the Treasury pursuant to Section 409A (a)(2)(A)(i) of the Code, as it may be amended or replaced from time to time.

(x) “**Specified Employee**” means a “key employee” as defined in Section 416(i) of the Code without regard to Section 416(i)(5) and determined in accordance with Section 409A(a)(2)(B)(i) of the Code.

(y) “**Unforeseeable Emergency**” means a severe financial hardship to the Participant resulting from an illness or accident of the Participant, the Participant’s spouse, or a dependent (as defined in Section 152 (a) of the Code) of the Participant, loss of the Participant’s property due to casualty, or other similar extraordinary and unforeseeable circumstances arising as a result of events beyond the control of the Participant. For purposes of the Plan, an “Unforeseeable Emergency” shall not include a Participant’s need to send his or her child to college or a Participant’s desire to purchase a home. Any determination as to whether a Participant has incurred an Unforeseeable Emergency shall be made in the sole discretion of the Plan Administrator in accordance with rules prescribed pursuant to Section 409A of the Code.

(z) “**Variable Base Pay**” means the variable base pay paid to a Participant as determined in accordance with the established pay practices of the Company and Adopting Affiliates.

(aa) “**Sunset Participant**” means a Participant who is classified as a “Sunset Participant” under the terms of RIP.

(ab) **“GSCS”** means Caterpillar Logistics Services LLC (f/k/a Caterpillar Logistics Services, Inc.).

(ac) **“GSCS Participant”** means a Participant who is employed by GSCS upon the closing of the sale of GSCS to an entity that is not an Affiliate.

(ad) **“GSCS Closing Date”** means the date on which the sale of GSCS to an entity that is not an Affiliate is completed.

**1.2 Construction.** The masculine gender, when appearing in the Plan, shall include the feminine gender (and vice versa), and the singular shall include the plural, unless the Plan clearly states to the contrary. Headings and subheadings are for the purpose of reference only and are not to be considered in the construction of the Plan. If any provision of the Plan is determined to be for any reason invalid or unenforceable, the remaining provisions shall continue in full force and effect. All of the provisions of the Plan shall be construed and enforced according to the laws of the State of Illinois without regard to conflict of law principles and shall be administered according to the laws of such state, except as otherwise required by ERISA, the Code, or other Federal law.

## **ARTICLE II ELIGIBILITY; ADOPTION BY AFFILIATES**

**2.1 Eligible Employees.** The purpose of the Plan is to provide supplemental retirement benefits to a select group of management or highly compensated employees. This group of employees is sometimes referred to as a “top hat group.” The Plan constitutes an unfunded supplemental retirement plan and is fully exempt from Parts 2, 3, and 4 of Title I of ERISA. The Plan shall be governed and construed in accordance with Title I of ERISA.

**2.2 Existing Participants.** Each individual who was a Participant in the Plan as of the date of execution of this plan document shall continue as such, subject to the provisions hereof.

**2.3 New Participants.** An employee shall participate in the Plan if the employee is receiving, is eligible to receive, or is accruing retirement benefits pursuant to RIP; and

(a) the employee’s RIP benefits are limited by application of Section 401(a)(17) of the Code;

(b) the employee’s RIP benefits are limited by application of Section 415(b) of the Code;

(c) the employee’s RIP benefits are decreased due to the employee’s deferral of salary or incentive compensation under SEIP, DEIP or SDCP; or

(d) the employee’s RIP benefits are limited due to the exclusions from “Total Earnings” (as defined under RIP) for the employee’s Lump Sum Discretionary Awards and Variable Base Pay.

**2.4 Discontinuance of Participation.** As a general rule, once an individual is a Participant, he will continue as such for all future Plan Years until his retirement or other termination of employment. In addition, prior to retirement or other termination of employment, the Plan Administrator shall discontinue an individual’s participation in the Plan if the Plan Administrator concludes, in the exercise of his discretion, that the individual is no longer properly included in the top hat group. If an individual’s participation is discontinued, the individual will no longer be eligible to accrue a benefit under the Plan. The individual will not be entitled to receive a



distribution, however, until the occurrence of another event (e.g., death or Separation from Service) that entitles the individual to receive a distribution.

**2.5 Adoption by Affiliates.** An employee of an Affiliate may not become a Participant in the Plan unless the Affiliate has previously adopted the Plan. An Affiliate of the Company may adopt the Plan only with the approval of the Company. By adopting the Plan, the Affiliate shall be deemed to have agreed to assume the obligations and liabilities imposed upon it by the Plan, agreed to comply with all of the other terms and provisions of the Plan, delegated to the Plan Administrator the power and responsibility to administer the Plan with respect to the Affiliate's employees, and delegated to the Company the full power to amend or terminate the Plan with respect to the Affiliate's employees. Notwithstanding the foregoing, an Affiliate that has previously adopted the Plan may terminate its participation in the Plan in accordance with such rules and procedures that are promulgated by the Company.

### **ARTICLE III DETERMINATION OF BENEFIT**

**3.1 General.** Benefit amounts payable under the Plan shall be determined pursuant to Section 3.2 and, if applicable, adjusted pursuant to Section 3.4. Such determinations shall be made by reference to (a) the benefit amounts that would be payable to the Participant under RIP if SEIP, DEIP and SDCP deferrals and any Lump Sum Discretionary Awards or Variable Base Pay were taken into account in determining the Participant's benefits thereunder and (b) without regard to the applicable limitations under Sections 401(a)(17) and 415 of the Code. For avoidance of doubt, effective January 1, 2011, any Participant who is not a Sunset Participant shall not receive any additional benefit accruals under this Article III, and any Sunset Participant shall not receive any additional benefit accruals under this Article III effective as of the earlier of: (1) the date he is no longer a Sunset Participant or (2) January 1, 2020.

**3.2 Amount of Benefit Payable to Participant.** The monthly benefit payable to the Participant by the Plan shall be equal to the sum of the Participant's "Traditional Benefit" and "PEP Benefit" amounts (both as defined below), if any, determined under subsections (a) and (b) below as of the Participant's Benefit Determination Date:

**(a) "Traditional Benefit".** Any benefit payable to the Participant by the Plan under the "traditional benefit" provisions of RIP, as it may be amended from time to time, shall be determined as follows:

(1) **Step One.** The Plan Administrator shall determine the benefit that would be payable to the Participant pursuant to RIP if SEIP, DEIP and SDCP deferrals and any Lump Sum Discretionary Awards or Variable Base Pay were taken into account and without regard to the applicable limitations under Sections 401(a)(17) and 415 of the Code. For purposes of this Section 3.2(a)(1), the parenthetical phrase of Section 5.2 of RIP reading "(2% for Participants in salary grades 30 or 31, 2.25% for Participants in salary grade 32, 2.4% for Participants in salary grades 33 or higher)" shall be disregarded.

(2) **Step Two.** The Plan Administrator shall determine the Participant's benefit that would be payable pursuant to RIP (as calculated as of the Participant's Benefit Determination Date).

(3) **Step Three.** The amount determined pursuant to paragraph (2) above shall be subtracted from the amount determined pursuant to paragraph (1) above to determine the benefit payable to the Participant pursuant to this Section 3.2(a) of the Plan (herein referred to as a Participant's "Traditional Benefit").

(b) **“PEP Benefit”**. Any benefit payable by the Plan to the Participant under the “pension equity formula” provisions of RIP, as it may be amended from time to time, shall be determined as follows:

(1) **Step One**. The Plan Administrator shall determine the single sum amount that would be payable to the Participant pursuant to RIP if SEIP, DEIP and SDCP deferrals and any Lump Sum Discretionary Awards or Variable Base Pay were taken into account and without regard to the applicable limitations under Sections 401(a)(17) and 415 of the Code.

(2) **Step Two**. The Plan Administrator shall determine the Participant’s single sum amount that would be payable pursuant to RIP (as calculated as of the Participant’s Benefit Determination Date).

(3) **Step Three**. The amount determined pursuant to paragraph (2) above shall be subtracted from the amount determined pursuant to paragraph (1) above to determine the single sum amount payable to the Participant pursuant to this Section 3.2(b) of the Plan (herein referred to as a Participant’s “PEP Benefit”).

**3.3 Survivor Benefits**. In the event a Participant dies after becoming vested under the Plan pursuant to Section 4.1 but prior to commencing his benefits under the Plan pursuant to Article V, a survivor benefit shall be payable as follows:

(a) **Traditional Benefit**. With respect to a Participant’s Traditional Benefit, if any, determined under Section 3.2(a) (and, if applicable, adjusted under Section 3.4), the Participant’s surviving spouse, if any, shall be entitled to a monthly survivor benefit payable during the spouse’s lifetime and terminating with the payment for the month in which such spouse’s death occurs. The monthly benefit payable to the surviving spouse shall be the portion of the amount determined under Section 3.2(a) (and, if applicable, adjusted under Section 3.4) as of the Participant’s Benefit Determination Date that the surviving spouse would have been entitled to receive under this Plan if the Participant had separated from service on the date of his death, commenced benefits in accordance with Article V in the form of a 50% joint and survivor annuity, and then died immediately thereafter. A surviving spouse who was not married to the deceased Participant for at least one year at the date of death shall not be eligible for the monthly survivor benefit pursuant to this Section 3.3.

(b) **PEP Benefit**. With respect to a Participant’s PEP Benefit, if any, determined under Section 3.2(b), such benefit shall be paid to the Participant’s Beneficiary in a single sum amount as soon as administratively feasible after the Benefit Determination Date.

(c) **Certain Choice Participant Benefits**. Notwithstanding the provisions of (a) and (b) above, with respect to a Choice Participant who does not make a contrary election pursuant to Section 5.2(c)(3), such Participant’s Beneficiary shall receive a single sum amount equal to the actuarial equivalent present value (using the actuarial assumptions under RIP applicable to the Participant as of his or her Benefit Determination Date) of the Participant’s Traditional Benefit and PEP Benefit calculated as of the date specified in Section 5.2(d)(1)(i), and as further adjusted by using the actuarial assumptions under RIP applicable to the Beneficiary as of the Participant’s Benefit Determination Date. Notwithstanding the foregoing, if a Choice Participant makes an election pursuant to Section 5.2(c)(3) to receive his or her benefits under the Plan in the form of monthly annuity payments, his or her Beneficiary, in lieu of the single sum amount described in the preceding sentence, shall receive a monthly benefit paid for the remainder of the Beneficiary’s life; provided that, the Beneficiary’s monthly benefit shall be equal to the actuarially equivalent monthly benefit of such single sum amount (using the actuarial assumptions under RIP applicable to the Beneficiary as of the Participant’s Benefit Determination Date); provided further that, in no event shall the Beneficiary’s monthly benefit be less than the monthly survivor benefit determined under Section 3.3

(a) that, but for this Section 3.3(c), would have been payable to the Participant's surviving spouse (or, if there is no surviving spouse, would have been payable under Section 3.3(a) had the Participant died with a surviving spouse). Any single sum amount or monthly benefit determined under this Section 3.3(c) shall be payable to the Participant's Beneficiary as soon as administratively feasible after the date of the Participant's death.

**3.4 Early Retirement Reductions.** Any benefits determined pursuant to this Article III shall be subject to the same reductions for early retirement as applicable under RIP.

**3.5 Future Adjustments.** Any benefit amounts payable under this Plan may be adjusted to take into account future amendments to RIP and increases in retirement income that are granted under RIP due to cost-of-living increases. Any benefit amounts payable under this Plan shall be adjusted to take into account future factors and adjustments made by the Secretary of the Treasury (in regulations or otherwise) to the limitations under Sections 401(a)(17) and 415 of the Code.

## **ARTICLE IV VESTING**

**4.1 Vesting.** Subject to Section 8.1, each Participant shall be vested in his or her benefit, if any, that becomes payable under Article V of the Plan to the same extent that the Participant is vested in his or her benefit accrued under RIP. Notwithstanding the foregoing provisions of this Section 4.1, each GSCS Participant shall be fully vested at all times from and after the GSCS Closing Date in his or her benefit payable under the Plan.

## **ARTICLE V PAYMENT OF BENEFIT**

**5.1 Payments on or After Effective Date But Prior to January 1, 2009.** In accordance with the transitional guidance issued by the Internal Revenue Service and the Department of Treasury in Section 3 of IRS Notice 2007-86, any payment of benefits to a Participant or his Beneficiary commencing on or after the Effective Date but prior to January 1, 2009 shall be made pursuant to the Participant's applicable payment election or the applicable pre-retirement survivor provisions under RIP.

**5.2 Payments on or After January 1, 2009.** Any payment of benefits to a Participant commencing on or after January 1, 2009 shall be determined in accordance with this Section 5.2.

**(a) Limitation on Right to Receive Distribution.** A Participant shall not be entitled to receive a distribution prior to the first to occur of the following events:

- (1) The Participant's Separation from Service, or in the case of a Participant who is a Specified Employee, the date which is six months after the Participant's Separation from Service;
- (2) The date the Participant becomes Disabled;
- (3) The Participant's death;
- (4) A specified time (or pursuant to a fixed schedule) specified at the date of deferral of compensation;

(5) An Unforeseeable Emergency; or

(6) To the extent provided by the Secretary of the Treasury, a change in the ownership or effective control of the Company or an Adopting Affiliate or in the ownership of a substantial portion of the assets of the Company or an Adopting Affiliate.

This Section 5.2(a) restates the restrictions on distributions set forth in Section 409A of the Code and is intended to impose restrictions on distributions pursuant to the Plan accordingly. This Section 5.2(a) does not describe the instances in which distributions will be made. Rather, distributions will be made only if and when permitted both by this Section 5.2(a) and another provision of the Plan.

(b) **General Right to Receive Distribution.** Following a Participant's termination of employment or death, the Participant's benefit amounts will be paid to the Participant in the manner and at the time provided in Sections 5.2(c) and 5.2(d), as applicable. A transfer of a Participant from the Company or any Affiliate to any other Affiliate or the Company shall not be deemed to be a termination of employment for purposes of this Section 5.2(b).

(c) **Form of Payment.**

(1) **Traditional Benefit.** Any monthly benefit payable to a Participant under Section 3.2 (a) (and, if applicable, adjusted under Section 3.4) shall be paid in the form of annuity payments as follows:

(i) **Unmarried Participants.** The benefits of an unmarried Participant shall be paid in the form of a single life annuity for the Participant's life. No payments shall be made after the Participant dies. Notwithstanding the foregoing, in accordance with uniform rules and procedures as may be adopted by the Plan Administrator from time to time, an unmarried Participant may elect, in lieu of a single life annuity, to have his or her benefits paid in any actuarially equivalent form of annuity permitted under RIP.

(ii) **Married Participants.** Subject to Section 3.3, the benefits of a married Participant shall be paid in the form of a joint and survivor annuity in a reduced monthly benefit for the Participant's life (as determined in accordance with the applicable actuarial assumptions in effect under RIP) and then, if the Participant's spouse is still alive, a benefit equal to 50% of the Participant's monthly benefit is paid to the spouse for the remainder of his or her life. If the Participant's spouse is not alive when the Participant dies, no further payments shall be made. Notwithstanding the foregoing, in accordance with uniform rules and procedures as may be adopted by the Plan Administrator from time to time, a married Participant may, with the written consent of the Participant's spouse, elect to waive the joint and survivor annuity of this subparagraph (ii) and instead elect a single life annuity or any actuarially equivalent form of annuity permitted under RIP.

In addition, if the Participant's Benefit Payment Date, as described in clauses (i)-(v) of Section 5.2(d)(1), is delayed pursuant to the last sentence of Section 5.2(d)(1), then any monthly benefit amounts that would have been paid if not for such last sentence will be credited with interest at five percent (5%) per annum through the Participant's Benefit Payment Date. Such delayed monthly benefit amounts and interest shall be paid in a single sum amount as soon as administratively feasible after such Benefit Payment Date.

(2) **PEP Benefit.** Any benefit payable to a Participant determined under Section 3.2 (b) shall be paid in a single sum amount. In addition, if the Participant's Benefit Payment Date, as described in Section 5.2(d)(2), is delayed pursuant to the first sentence of Section 5.2(d)(2), then any single sum amount that

would have been paid if not for such first sentence will be credited with interest at five percent (5%) per annum through the Participant's Benefit Payment Date. Such interest shall be paid in a single sum amount as soon as administratively feasible after such Benefit Payment Date.

(3) **Special One-Time Election for Choice Participants.** Pursuant to the transitional guidance issued by the Internal Revenue Service and the Department of Treasury, the Plan Administrator shall provide a special one-time election to Choice Participants whose benefits have not commenced as of December 31, 2008, to elect to have their benefits paid other than in the forms otherwise described in (1) and (2) above, subject to such procedures as are established by the Plan Administrator; provided that, if a Choice Participant does not make such an election, any benefit amounts under the Plan that become payable to such Choice Participant shall be paid in the forms described in (1) and (2) above, as applicable. In addition, if the Participant's Benefit Payment Date, as described in Section 5.2(d)(3), is delayed pursuant to Section 5.2(d)(3), then any monthly benefit amounts or single sum amounts that would have been paid if not for such delay will be credited with interest at five percent (5%) per annum through the Participant's Benefit Payment Date in accordance with the applicable provisions of (1) and (2) above. Such delayed monthly benefit amounts or single sum amounts and interest shall be paid in a single sum amount as soon as administratively feasible after such Benefit Payment Date.

(d) **Timing of Payment.**

(1) **Traditional Benefit.** Except as provided below, any benefit determined under Section 3.2(a) (and, if applicable, adjusted under Section 3.4) that becomes payable to the Participant following Separation from Service shall commence on the first day of the month following the earliest of the following:

- (i) the Participant's attainment of age 65 or, if later, the Participant's fifth anniversary of the date he or she commenced participation under RIP;
- (ii) the Participant's attainment of age 55 with the number of the Participant's years of vesting service plus his or her age equaling at least 85;
- (iii) the Participant's attainment of age 60 after completing at least 10 years of vesting service;
- (iv) the Participant's attainment of age 55 after completing at least 15 years of vesting service; or
- (v) the Participant's completing at least 30 years of vesting service.

For purposes of (ii), (iii), (iv) or (v) above, the Plan Administrator shall determine the Participant's "years of vesting service" by reference to the applicable terms under RIP in existence as of the date the Participant first commenced participation under this Plan.

Notwithstanding the foregoing provisions of this Section 5.2(d)(1), in no event shall any benefit payable to a Participant under Section 3.2(a) (and, if applicable, adjusted under Section 3.4) commence earlier than the first day of the month coincident with or next following a date that is at least six months after the Participant's Separation from Service, except in the event of the Participant's death, in which case any benefit payable to the Participant's Beneficiary shall commence as of the applicable date specified in Section 3.3(a).

(2) **PEP Benefit.** Any benefit determined under Section 3.2(b) that becomes payable to the Participant following Separation from Service shall be paid on the first day of the month that is at least six months after the Participant's Separation from Service. Notwithstanding the foregoing, in the event of the Participant's death, any benefit payable to the Participant's Beneficiary will be paid as soon as administratively feasible after the date of the Participant's death.

(3) **Certain Choice Participant Benefits.** Any benefits that become payable to a Choice Participant following Separation from Service shall be paid on the first day of the month that is at least six months after the Participant's Separation from Service. Notwithstanding the foregoing, in the event of the Participant's death, any benefit payable to the Participant's Beneficiary will be paid as soon as administratively feasible after the date of the Participant's death.

**5.3 Automatic Lump Sum Distributions.** Notwithstanding any provision of the Plan to the contrary:

(a) **Certain Distributions on or After Effective Date But Prior to January 1, 2009.** Effective as of the Effective Date but prior to January 1, 2009, if the actuarial equivalent present value of an individual's benefit amounts payable under this Plan (as determined in accordance with the applicable actuarial assumptions in effect under RIP as of the individual's Benefit Determination Date) is less than or equal to \$10,000, the individual's benefit amounts under the Plan shall be distributed in a single sum amount as soon as administratively feasible on or after such Benefit Determination Date.

(b) **Certain Distributions on or After January 1, 2009.** Effective January 1, 2009, if the sum of (i) the actuarial equivalent present value of an individual's benefit amounts payable under this Plan (as determined in accordance with the applicable actuarial assumptions in effect under RIP as of the individual's Benefit Determination Date) and (ii) the interest, if any, credited on such amounts through the individual's Benefit Payment Date (as determined in accordance with the applicable provisions of Section 5.2(c)) is less than or equal to the dollar limitation under Section 402(g)(1)(B) of the Code in effect for the calendar year in which the individual's Benefit Payment Date occurs, the individual's benefit amounts under the Plan shall be distributed in a single sum amount equal to the sum of (i) and (ii) above as soon as administratively feasible on or after such Benefit Payment Date.

**5.4 Withholding.** All distributions will be subject to all applicable tax and withholding requirements.

**5.5 Ban on Acceleration of Benefits.** Neither the time nor the schedule of any payment under the Plan may be accelerated except as permitted in regulations or other guidance issued by the Internal Revenue Service or the Department of the Treasury and as incorporated herein.

## **ARTICLE VI ADMINISTRATION OF THE PLAN**

**6.1 General Powers and Duties.** The following list of powers and duties is not intended to be exhaustive, and the Plan Administrator shall, in addition, exercise such other powers and perform such other duties as he may deem advisable in the administration of the Plan, unless such powers or duties are expressly assigned to another pursuant to the provisions of the Plan.

(a) **General.** The Plan Administrator shall perform the duties and exercise the powers and discretion given to him in the Plan document and by applicable law and his decisions and actions shall be final



and conclusive as to all persons affected thereby. The Company and the Adopting Affiliates shall furnish the Plan Administrator with all data and information that the Plan Administrator may reasonably require in order to perform his functions. The Plan Administrator may rely without question upon any such data or information.

(b) **Disputes.** Any and all disputes that may arise involving Participants or beneficiaries shall be referred to the Plan Administrator and his decision shall be final. Furthermore, if any question arises as to the meaning, interpretation or application of any provisions of the Plan, the decision of the Plan Administrator shall be final.

(c) **Agents.** The Plan Administrator may engage agents, including recordkeepers, to assist him and he may engage legal counsel who may be counsel for the Company. The Plan Administrator shall not be responsible for any action taken or omitted to be taken on the advice of such counsel, including written opinions or certificates of any agent, counsel, actuary or physician.

(d) **Insurance.** At the Director's request, the Company shall purchase liability insurance to cover the Director in his activities as the Plan Administrator.

(e) **Allocations.** The Plan Administrator is given specific authority to allocate responsibilities to others and to revoke such allocations. When the Plan Administrator has allocated authority pursuant to this paragraph, the Plan Administrator is not to be liable for the acts or omissions of the party to whom such responsibility has been allocated.

(f) **Records.** The Plan Administrator shall supervise the establishment and maintenance of records by his agents, the Company and each Adopting Affiliate containing all relevant data pertaining to any person affected hereby and his or her rights under the Plan.

(g) **Interpretations.** The Plan Administrator, in his sole discretion, shall interpret and construe the provisions of the Plan (and any underlying documents or policies).

(h) **Electronic Administration.** The Plan Administrator shall have the authority to employ alternative means (including, but not limited to, electronic, internet, intranet, voice response or telephonic) by which Participants may submit elections, directions and forms required for participation in, and the administration of, the Plan. If the Plan Administrator chooses to use these alternative means, any elections, directions or forms submitted in accordance with the rules and procedures promulgated by the Plan Administrator will be deemed to satisfy any provision of the Plan calling for the submission of a written election, direction or form.

(i) **Delegation.** The Plan Administrator may delegate his authority hereunder, in whole or in part, in his sole and absolute discretion.

**6.2 Claims Procedures.** Benefit claims under the Plan shall be resolved in accordance with Code Section 409A and uniform and nondiscriminatory procedures adopted by the Plan Administrator in accordance with Section 503 of ERISA.

## **ARTICLE VII AMENDMENT**

**7.1 Amendment.** The Company reserves the right at any time to amend, modify or suspend any or all of the provisions of this Plan, in whole or in part, at any time as designated by a written instrument duly adopted on behalf of the Company.

**7.2 Effect of Amendment.** Any amendment of the Plan shall not directly or indirectly reduce the benefits previously accrued by the Participant.

**7.3 Termination.** The Company expressly reserves the right to terminate the Plan.

**(a) General.** In the event of termination, the Company shall specify whether termination will change the time at which distributions are made; provided that any acceleration of a distribution is consistent with Section 409A of the Code. In the absence of such specification, the timing of distributions shall be unaffected by termination.

**(b) GSCS Termination.** Pursuant to the Company's authority to terminate the Plan, the Plan is irrevocably terminated with respect to all GSCS Participants upon the GSCS Closing Date and no GSCS Participant shall accrue any benefits under the Plan for any purpose after the GSCS Closing Date. Pursuant to termination of the Plan with respect to GSCS Participants pursuant to this Section 7.3(b), the present value of each GSCS Participant's benefit amounts payable under the Plan shall be distributed to the GSCS Participant in a single sum amount as soon as practicable after the GSCS Closing Date, but in no event later than December 31 next following the GSCS Closing Date. Termination of the Plan with respect to GSCS Participants will change the time at which distributions are made to GSCS Participants. Payments to GSCS Participants pursuant to this Section 7.3(b) are intended to comply with section 409A of the Code and applicable guidance issued thereunder.

## **ARTICLE VIII GENERAL PROVISIONS**

**8.1 Participant's Rights Unsecured.** The Plan at all times shall be entirely unfunded and no provision shall at any time be made with respect to segregating any assets of the Company for payment of any distributions hereunder. The right of a Participant or his or her Beneficiary to receive benefits hereunder shall be an unsecured claim against the general assets of the Company, and neither the Participant nor his Beneficiary shall have any rights in or against any specific assets of the Company. All amounts accrued by Participants hereunder shall constitute general assets of the Company and may be disposed of by the Company at such time and for such purposes as it may deem appropriate. Nothing in this Section shall preclude the Company from establishing a "Rabbi Trust," but the assets in the Rabbi Trust must be available to pay the claims of the Company's general creditors in the event of the Company's insolvency.

**8.2 No Guaranty of Benefits.** Nothing contained in the Plan shall constitute a guaranty by the Company or any other person or entity that the assets of the Company will be sufficient to pay any benefit hereunder.

**8.3 No Enlargement of Employee Rights.** No Participant shall have any right to receive a distribution from the Plan except in accordance with the terms of the Plan. Participation in the Plan shall not be construed to give any Participant the right to be retained in the service of the Company or an Adopting Affiliate.

**8.4 Section 409A Compliance.** The Company intends that the Plan meet the requirements of Section 409A of the Code and the guidance issued thereunder. The Plan shall be administered, construed and interpreted in a manner consistent with that intention.

**8.5 Spendthrift Provision.** No interest of any person or entity in, or right to receive a distribution under, the Plan shall be subject in any manner to sale, transfer, assignment, pledge, attachment, garnishment, or other alienation or encumbrance of any kind; nor shall any such interest or right to receive a distribution be taken, either voluntarily or involuntarily, for the satisfaction of the debts of, or other obligations or claims against, such person or entity, including claims in bankruptcy proceedings. This Section shall not preclude arrangements for the withholding of taxes from deferrals, credits, or benefit payments, arrangements for the recovery of benefit overpayments, arrangements for the transfer of benefit rights to another plan, or arrangements for direct deposit of benefit payments to an account in a bank, savings and loan association or credit union (provided that such arrangement is not part of an arrangement constituting an assignment or alienation).

**8.6 Domestic Relations Orders.** Notwithstanding any provision of the Plan to the contrary, and to the extent permitted by law, the amounts payable pursuant to the Plan may be assigned or alienated pursuant to a “Domestic Relations Order” (as such term is defined in Section 414(p)(1)(B) of the Code), subject to such uniform rules and procedures as may be adopted by the Plan Administrator from time to time.

**8.7 Incapacity of Recipient.** If the Plan Administrator is served with a court order holding that a person entitled to a distribution under the Plan is incapable of personally receiving and giving a valid receipt for such distribution, the Plan Administrator shall postpone payment until such time as a claim therefore shall have been made by a duly appointed guardian or other legal representative of such person. The Plan Administrator is under no obligation to inquire or investigate as to the competency of any person entitled to a distribution. Any payment to an appointed guardian or other legal representative under this Section shall be a payment for the account of the incapacitated person and a complete discharge of any liability of the Company and the Plan therefor.

**8.8 Successors.** The Plan shall be binding upon the successors and assigns of the Company and upon the heirs, beneficiaries and personal representatives of the individuals who become Participants hereunder.

**8.9 Limitations on Liability.** Notwithstanding any of the preceding provisions of the Plan, neither the Plan Administrator, the Director, or the Company, nor any individual acting as the Plan Administrator’s, the Director’s, or the Company’s employee, agent, or representative shall be liable to any Participant, former Participant, Beneficiary or other person for any claim, loss, liability or expense incurred in connection with the Plan.

**8.10 Overpayments.** If it is determined that the benefits under the Plan should not have been paid or should have been paid in a lesser amount, written notice thereof shall be given to the recipient of such benefits (or his legal representative) and he shall repay the amount of overpayment to the Company. If he fails to repay such amount of overpayment promptly, the Company shall arrange to recover for the Plan the amount of the overpayment by making an appropriate deduction or deductions from any future benefit payment or payments payable to that person (or his survivor or beneficiary) under the Plan or from any other benefit plan of the Company.

**8.11 Plan Frozen.** As a result of the freeze of RIP, participation and benefit accruals are frozen under the Plan. This Section 8.11 provides clarification regarding the freeze of the Plan.

**(a) Participation Frozen.** The Plan is frozen to (1) all employees hired after November 30, 2010 and (2) all employees rehired after December 31, 2010. Any employee hired or rehired after the applicable date in the preceding sentence shall not be eligible for the Plan and, in the case of a rehire, shall accrue no additional benefits under the Plan for any period of employment after such date. Similarly, the Plan is frozen to all individuals hired or rehired by the Company or any Affiliate thereof prior to the applicable date in the first sentence who, as of such date, were not Participants in the Plan and therefore such individuals will never become eligible to participate in the Plan.

**(b) Benefits Frozen — Non-Sunset Participants.** Effective January 1, 2011, the Plan is frozen with respect to any Participant who is not classified as a Sunset Participant on December 31, 2010. Any Participant who was not a Sunset Participant on December 31, 2010 shall no longer accrue any additional benefits under the Plan for periods of employment on or after January 1, 2011.

**(c) Benefits Frozen — Sunset Participants.**

(1) The Plan is frozen with respect to any Participant who is a Sunset Participant on December 31, 2010, but who later loses his status as a Sunset Participant, on the date such Participant loses status as a Sunset Participant.

(2) Effective January 1, 2020, the Plan is frozen for all employees including by way of example but not limitation, Sunset Participants.

**(d) Plan Completely Frozen — January 1, 2020.** For avoidance of doubt, no individual shall:  
(1) become a new Participant in the Plan after November 30, 2010 regardless of hire date or transfer date; and  
(2) accrue any benefits under the Plan for any period of employment on or after January 1, 2020.

**(e) Vesting Service Continues.** For avoidance of doubt, a Participant shall continue to receive vesting service for any period of employment on or after the applicable freeze date referenced in this Section 8.11 for purposes of determining his or her vesting under Section 4.1 and his or her eligibility to commence benefits under Section 5.2(d).

## **8.12 Special Rules for Participants with Same-Sex Domestic Partners.**

**(a) Generally.** Effective January 1, 2013, except as specified under this Section 8.12 or as prohibited by applicable law, to the extent the Plan provides for any benefit, right, feature, restriction, or obligation relating to, or upon, a Participant's "spouse", "Beneficiary", "survivor", or "surviving spouse" (or any individual having a similar relationship to the Participant), the Plan Administrator shall also apply such benefit, right, feature, restriction, or obligation to a Participant's "same-sex domestic partner" (as defined in (b) below) in a uniform and non-discriminatory manner that is similar to how an opposite-gender spouse would be treated under the Plan.

**(b) Definition of "Same-Sex Domestic Partner".** For purposes of this Section 8.12, the term "same-sex domestic partner" means the sole, same-sex person who is in a civil union, domestic partnership, or legal relationship similar thereto, with the Participant as recognized under the laws of the federal government or

a state government of the United States of America, including its territories and possessions and the District of Columbia (or, with respect to any other country, legally recognized by the equivalent government(s) thereof). The Plan shall continue to treat such relationship as a same-sex domestic partnership, regardless of whether the Participant and his same-sex domestic partner remain in the jurisdiction where the relationship was legally entered into. In the event more than one person meets this definition for a given Participant, then the “same-sex domestic partner” shall be the person who first met the criteria in this definition. Notwithstanding anything herein to the contrary, if a Participant has a spouse recognized for purposes of federal law, no person will qualify as the Participant’s same-sex domestic partner unless such Participant’s marriage to such spouse is first lawfully dissolved. Except with respect to determining the length of time the same-sex domestic partner has satisfied the definition of same-sex domestic partner under the Plan, a Participant shall be considered to have a same-sex domestic partner only with respect to periods beginning on or after January 1, 2013, regardless of when such same-sex partnership was created.

(c) **Exceptions.**

(1) **Determination of Status as a “married Participant”.** For purposes of Section 5.2(c)(1), a Participant shall be considered a “married Participant” only if the Participant has a spouse recognized for purposes of federal law. For avoidance of doubt, a Participant with a same-sex domestic partner is considered to be an “unmarried Participant” and is not required to obtain the same-sex domestic partner’s consent for the election of any form of payment provided under the Plan, and the normal form of benefit for purposes of Section 5.2(c)(1) for any such Participant shall be a single life annuity for the Participant’s life.

(2) **Determination of Unforeseeable Emergency.** Only a spouse recognized for purposes of federal law shall be considered a “spouse” for purposes of applying the definition of “Unforeseeable Emergency” in Section 1.1(y).

(3) **Domestic Relations Orders.** Only a spouse recognized for purposes of federal law or another “alternate payee” (as defined under Section 414(p) of the Code) may enforce a domestic relations order against the Plan or a Participant’s interests hereunder pursuant to Section 8.6.

**8.13 Determination of “spouse”.** Effective September 16, 2013, or as otherwise required under Internal Revenue Service guidance, the term “spouse” means the person who is the Participant’s spouse for federal tax purposes pursuant to applicable Internal Revenue Service guidance.

**CATERPILLAR INC.  
SUPPLEMENTAL EMPLOYEES'  
INVESTMENT PLAN**

**(Amended and Restated as of December 17, 2013)**



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**CATERPILLAR INC.  
SUPPLEMENTAL EMPLOYEES' INVESTMENT PLAN**

**PREAMBLE**

Effective October 14, 1987, Caterpillar Inc. (the "Company") established the Caterpillar Inc. Supplemental Employees' Investment Plan (the "Plan"). The Plan has been amended and restated on a number of occasions. By the execution of this document, the Company hereby amends and restates the Plan in its entirety, effective as of March 25, 2007.

In response to enactment of Section 409A of the Code and pursuant to Internal Revenue Service Notice 2005-1 and other applicable guidance, the Company now desires to: (1) freeze the Plan to new participants; (2) cease Deferral Credits and Matching Credits under the Plan; (3) spin-off the amounts deferred by Participants on and after January 1, 2005 (including the related Matching credits and the related earnings/losses) to the Caterpillar Inc. Supplemental Deferred Compensation Plan, a plan designed to comply with the requirements of Section 409A of the Code; and (4) clarify certain provisions of the Plan as in effect on October 3, 2004.

This amendment and restated Plan is effective as of the dates specified herein.

**ARTICLE I  
DEFINITIONS**

**1.1 General.** When a word or phrase appears in the Plan with the initial letter capitalized, and the word or phrase does not begin a sentence, the word or phrase shall be a term defined in this Article I, unless a clearly different meaning is required by the context in which the word or phrase is used or the word or phrase is defined for a limited purpose elsewhere in the Plan document:

(a) **"401(k) Plan"** means the Caterpillar 401(k) Plan, as amended or any successor to such plan.

(b) **"Adopting Affiliate"** means any Affiliate that has been authorized by the Company to adopt the Plan and which has adopted the Plan. All Affiliates that adopted the Plan on or before the Effective Date and that had not terminated such adoption shall continue to be Adopting Affiliates but no Affiliate that was not an Adopting Affiliate as of the Effective Date shall be permitted to adopt the Plan.

(c) **"Affiliate"** means a parent business that controls, or a subsidiary business that is controlled by, the Company.

(d) **"Base Pay"** means the base salary paid to a Participant as determined in accordance with the established pay practices of the Company and Adopting Affiliates. Base Pay shall include any lump-sum base salary adjustment and any variable base pay.

(e) **“BFC”** means the Benefit Funds Committee of the Company, which is the committee formed by resolution of the Board of Directors of the Company, and which has the responsibility and authority to ensure the proper operation and management of the financial aspects of the 401(k) Plan.

(f) **“Board”** means the Board of Directors of the Company, or any authorized committee of the Board.

(g) **“Code”** means the Internal Revenue Code of 1986, as amended from time to time, and any regulations promulgated thereunder.

(h) **“Company”** means Caterpillar Inc., and, to the extent provided in Section 10.8 (Successors) below, any successor corporation or other entity resulting from a merger or consolidation into or with the Company or a transfer or sale of substantially all of the assets of the Company.

(i) **“Company Stock”** means common stock issued by the Company.

(j) **“Company Stock Fund”** means the Investment Fund described in Section 5.3 (Special Company Stock Fund Provisions).

(k) **“Deferral Credits”** means the deferral credits allocated to a Participant in accordance with Section 3.2 (Deferral Credits).

(l) **“Director”** means the Company’s Director of Compensation + Benefits.

(m) **“Disability” or “Disabled”** means that a Participant is “totally and permanently disabled” and eligible to receive long-term disability benefits pursuant to the terms and provisions of the long-term disability plan sponsored by the Company or an Affiliate in which the Participant participates.

(n) **“Effective Date”** means March 25, 2007.

(o) **“Eligible Pay”** means Base Pay minus any deferral credits made pursuant to the Caterpillar Inc. Deferred Employees’ Investment Plan.

(p) **“ERISA”** means the Employee Retirement Income Security Act of 1974, as amended from time to time, and any regulations promulgated thereunder.

(q) **“Investment Fund”** means the notional investment funds established by the terms of the Plan pursuant to Article V (Investment of Accounts).

(r) **“Matching Credits”** means the matching credits allocated to a Participant in accordance with Section 3.3 (Matching Credits).

(s) **“Participant”** means an employee of the Company or any Adopting Affiliate who had satisfied the eligibility requirements for participation in the Plan as of the Effective Date and who, as of such date, has amounts credited to his accounts under this Plan.

(t) **“Plan”** means the Caterpillar Inc. Supplemental Employees’ Investment Plan, as set forth herein and as it may be amended from time to time.

(u) **“Plan Administrator”** means the Director.

(v) **“Plan Year”** means the calendar year.

(w) **“Post-1996 Deferrals”** means the Deferral Credits made by a Participant on and after January 1, 1997 and before January 1, 2005 (including the earnings/losses thereon).

(x) **“Post-2004 Deferrals”** means the Deferral Credits and Matching Credits made by a Participant on and after January 1, 2005 determined pursuant to Section 7.2 (Amounts Spun-Off).

(y) **“SDCP”** means the Caterpillar Inc. Supplemental Deferred Compensation Plan, as amended.

(z) **“Valuation Date”** means each day of the Plan Year on which the New York Stock Exchange is open for trading.

(aa) **“GSCS”** means Caterpillar Logistics Services LLC (f/k/a Caterpillar Logistics Services, Inc.).

(bb) **“GSCS Participant”** means a Participant who is employed by GSCS upon the closing of the sale of GSCS to an entity that is not an Affiliate.

(cc) **“GSCS Closing Date”** means the date on which the sale of GSCS to an entity that is not an Affiliate is completed.

**1.2 Construction.** The masculine gender, when appearing in the Plan, shall include the feminine gender (and vice versa), and the singular shall include the plural, unless the Plan clearly states to the contrary. Headings and subheadings are for the purpose of reference only and are not to be considered in the construction of the Plan. If any provision of the Plan is determined to be for any reason invalid or unenforceable, the remaining provisions shall continue in full force and effect. All of the provisions of the Plan shall be construed and enforced according to the laws of the State of Illinois without regard to conflict of law principles and shall be administered according to the laws of such state, except as otherwise required by ERISA, the Code, or other Federal law.

**ARTICLE II  
ELIGIBILITY AND PARTICIPATION**

**2.1 Existing Participants.** Each individual who was a Participant in the Plan as of the Effective Date shall continue as such, subject to the provisions hereof.

**2.2 New Participants.** No individual shall become eligible to participate in the Plan after the Effective Date.

**ARTICLE III  
DEFERRAL CREDITS AND MATCHING CREDITS**

**3.1 Credits Ceased.** Effective as of March 26, 2007, all credits (other than credits associated with the adjustment of accounts pursuant to Section 5.1 (Adjustment of Accounts) to the Plan shall cease. Participants shall not be permitted to make Deferral Credits and the Plan Administrator shall no longer allocate Matching Credits to Participants' accounts.

**3.2 Deferral Credits.** Immediately prior to March 26, 2007, Participants were permitted to defer the receipt of 6% of the Eligible Pay otherwise payable to the Participant by the Company or an Adopting Affiliate in any Plan Year. A Participant's election to make Deferral Credits only applied to the Eligible Pay that was in excess of the dollar limit imposed by Section 401(a)(17) of the Code during that Plan Year. The deferrals made prior to March 26, 2007 were subject to the provisions of the Plan as in effect at the time the deferral election was made and such uniform and non-discriminatory rules as were adopted by the Plan Administrator in that regard.

**3.3 Matching Credits.** For periods ending on or before the Effective Date, the Plan Administrator allocated matching credits to the Participant's accounts in an amount equal to 100% of the Participant's Deferral Credits.

**ARTICLE IV  
VESTING**

**4.1 Vesting.** Subject to Section 10.1 (Participant's Rights Unsecured), each Participant shall at all times be fully vested in all amounts credited to or allocable to his accounts hereunder and his rights and interest therein shall not be forfeitable.

**ARTICLE V  
INVESTMENT OF ACCOUNTS**

**5.1 Adjustment of Accounts.** Except as otherwise provided elsewhere in the Plan, as of each Valuation Date, each Participant's accounts will be adjusted to reflect the positive or negative rate of return on the Investment Funds selected by the Participant pursuant to Section 5.2(b) (Investment Direction - Participant Directions). The rate of return will be determined by the Plan

Administrator pursuant to Section 5.2(f) (Investment Direction – Investment Performance) and will be credited or charged in accordance with policies applied uniformly to all Participants.

## **5.2 Investment Direction.**

(a) **Investment Funds.** Each Participant may direct the notional investment of amounts credited to his Plan accounts in one or more of the Investment Funds. The Investment Funds shall, at all times, be notional funds that track the returns of the investment funds selected by the BFC for purposes of the 401(k) Plan and made available to 401(k) Plan participants. In addition, the Investment Funds shall, at all times, include a Company Stock Fund as described in Section 5.3 (Special Company Stock Fund Provisions). Neither the Company, each Adopting Affiliate, the Plan Administrator, the BFC, nor any other party shall have any responsibility, duty of care (whether express or implied) or liability to any Participant in regards to designation of the Investment Funds as set forth in this Section 5.2(a).

(b) **Participant Directions.** Each Participant may direct that all of the amounts attributable to his accounts be invested in a single Investment Fund or may direct that whole percentage increments of his accounts be invested in such fund or funds as he shall desire in accordance with such procedures as may be established by the Plan Administrator. Unless the Plan Administrator prescribes otherwise, such procedures generally shall mirror the procedures established under the 401(k) Plan for participant investment direction.

(c) **Changes and Intra-Fund Transfers.** Participant investment directions may be changed, and amounts may be transferred from one Investment Fund to another, in accordance with the procedures established by the Plan Administrator. The designation will remain in effect until changed by the timely submission of a new designation by the Participant.

(d) **Default Selection.** In the absence of a designation by the Participant, such Participant will be deemed to have directed the notional investment of his accounts in the Investment Fund that tracks the return of the 401(k) Plan investment fund that is designated by the BFC as the “default” investment fund for purposes of the 401(k) Plan.

(e) **Impact of Election.** The Participant’s selection of Investment Funds shall serve only as a measurement of the value of the Participant’s Accounts pursuant to Section 5.1 (Adjustment of Accounts) and this Section 5.2. None of the Company, the BFC, or the Plan Administrator are required to actually invest a Participant’s accounts in accordance with the Participant’s selections.

(f) **Investment Performance.** Accounts shall be adjusted on each Valuation Date to reflect investment gains and losses as if the accounts were invested in the Investment Funds selected by the Participants in accordance with this Section 5.2 and charged with any and all reasonable expenses as provided in paragraph (g) below. The earnings and losses determined by the Plan Administrator in good faith and in his discretion pursuant to this Section 5.2 shall be binding and conclusive on the Participant, the Participant’s beneficiary and all parties claiming through them.

(g) **Charges.** The Plan Administrator may (but is not required to) charge Participants' accounts for the reasonable expenses of administration including, but not limited to, carrying out and/or accounting for investment instructions directly related to such accounts.

### 5.3 **Special Company Stock Fund Provisions.**

(a) **General.** A Participant's interest in the Company Stock Fund shall be expressed in whole and fractional notional units of the Company Stock Fund. The Company Stock Fund shall track an investment in Company Stock in the same manner as the 401(k) Plan's company stock fund. Accordingly, the value of a unit in the Plan's Company Stock Fund shall be the same as the value of a unit in the 401(k) Plan's company stock fund. Notwithstanding the foregoing, if and to the extent that a company stock fund is no longer maintained under the 401(k) Plan, the Plan Administrator shall establish such rules and procedures as are necessary to maintain the Company Stock Fund hereunder.

(b) **Investment Directions.** A Participant's ability to direct investments into or out of the Company Stock Fund shall be subject to such procedures as the Plan Administrator may prescribe from time to time to assure compliance with Rule 16b-3 promulgated under Section 16(b) of the Securities Exchange Act of 1934, as amended, and other applicable requirements. Such procedures also may limit or restrict a Participant's ability to make (or modify previously made) deferral and distribution elections pursuant to Articles III (Deferral Credits and Matching Credits) and VI (Distributions), respectively. In furtherance, and not in limitation, of the foregoing, to the extent a Participant acquires any interest in an equity security under the Plan for purposes of Section 16(b), the Participant shall not dispose of that interest within six months, unless specifically exempted by Section 16(b) or any rules or regulations promulgated thereunder.

(c) **Compliance with Securities Laws.** Any elections to transfer amounts from or to the Company Stock Fund to or from any other Investment Fund, shall be subject to all applicable securities law requirements, including but not limited to the last sentence of paragraph (b) above and Rule 16b-3 promulgated by the Securities Exchange Commission. To the extent that any election violates any securities law requirement or the Company's stock trading policies and procedures, the election shall be void.

(d) **Compliance with Company Trading Policies and Procedures.** Any elections to transfer amounts from or to the Company Stock Fund to or from any other Investment Fund, shall be subject to all Company Stock trading policies promulgated by the Company. To the extent that any election violates any such trading policy or procedures, the election shall be void.

5.4 **Application to Beneficiaries.** Following the death of a Participant, the term "Participant" in this Article V shall refer to the Participant's beneficiary described in Section 6.5 (Payment Upon Death).



## **ARTICLE VI DISTRIBUTIONS**

**6.1 General Right to Receive Distribution.** Following termination of employment with the Company, death or Disability, the Participant's accounts will be distributed in the manner and at the time provided in Sections 6.3 (Form of Distribution) and 6.4 (Timing of Distribution) or Section 6.5 (Payment Upon Death), as applicable. A transfer of a Participant from the Company or any Affiliate to any other Affiliate or the Company shall not be deemed to be a termination of employment with the Company for purposes of this Article VI.

**6.2 Amount of Distribution.** The amount distributed to a Participant shall be based on the vested amounts credited to the Participant's accounts as of the Valuation Date immediately preceding the date of the distribution. Amounts shall be valued at the fair market value on the relevant Valuation Date determined pursuant to uniform and non-discriminatory procedures established by the Plan Administrator.

### **6.3 Form of Distribution.**

(a) **Default Form of Distribution.** Accounts shall be distributed in cash in a single lump-sum payment.

(b) **Optional Form of Distribution.** A Participant may elect to receive his distribution in the form of quarterly, semi-annual or annual cash installments for a period of up to fifteen years by filing an election with the Plan Administrator before the last Company business day of November of the second year that precedes the year the distribution is scheduled to commence pursuant to Section 6.4 (Timing of Distribution). If an election pursuant to this paragraph (b) of this Section 6.3 cannot be honored because it was not timely filed, distributions shall be made in accordance with the most recent valid election made by the Participant that precedes the invalid election. If no such election exists, distributions shall be made in a single Lump-Sum in accordance with paragraph (a) of this Section 6.3.

(c) **Change of Election.** A Participant may change an installment distribution election by filing a new installment distribution election with the Plan Administrator before the last Company business day of November of the second year that precedes the year the distribution is scheduled to commence pursuant to Section 6.4 (Timing of Distribution). There shall be no limitation on the number of times that a Participant may change his election in accordance with this paragraph (c).

### **6.4 Timing of Distribution.**

(a) **Default Timing of Distribution.** Accounts shall be distributed within an administratively reasonable period of time following the Participant's termination of employment, death or Disability.

**(b) Deferral of Distribution.** A Participant may elect to defer the distribution of his accounts beyond his termination of employment, death or Disability by filing an election with the Plan Administrator: (1) while the Participant is employed by the Company or an Affiliate and (2) before the last Company business day of November in the year prior to the year during which the Participant's termination of employment, death or Disability occurs. If an election pursuant to this paragraph (b) cannot be honored because it was not timely filed, distributions shall be made in accordance with the most recent valid election made by the Participant that precedes the invalid election. If no such election exists, distributions shall be made within an administratively reasonable period of time following the Participant's termination of employment, death or Disability in accordance with paragraph (a) of this Section 6.4.

**(c) Change of Election.** An election made pursuant to paragraph (b) of this Section 6.4 or election made effective as a result of paragraph (e)(1) of this Section 6.4 may be changed by the Participant by filing a new election with the Plan Administrator: (1) while the Participant is employed by the Company or an Adopting Affiliate and (2) before the last Company business day of November in the year prior to the year during which the Participant's termination of employment, death or Disability occurs. There shall be no limitation on the number of times that a Participant may change his election in accordance with this paragraph (c).

**(d) Date Elected By Participant.** The date elected by a Participant pursuant to paragraphs (b) or (c) of this Section 6.4 must be the first day of any calendar quarter. Notwithstanding the foregoing, if as of the Effective Date, a Participant had made an election whereby the date of distribution elected is not the first day of a calendar quarter, such election shall be honored unless and until the Participant initiates a change to the timing of distribution pursuant to this Section 6.4 or the form of distribution pursuant to Section 6.3 (Form of Distribution).

**(e) Revocation of Election.**

**(1) Automatic Revocation.** If, as of the distribution date elected by the Participant pursuant to paragraphs (b) or (c) of this Section 6.4 the Participant, is: (i) employed by the Company or an Affiliate and (ii) not Disabled, such election shall be automatically revoked and distributions shall be made within an administratively reasonable period of time following the Participant's termination of employment, death or Disability in accordance with paragraph (a) of this Section 6.4. Notwithstanding the foregoing, if the distribution date is automatically revoked pursuant to this paragraph (e)(1) and the distribution was to be made in the form of cash installments pursuant to Section 6.3 (Form of Distribution), the date of distribution shall be the first day of the next calendar quarter that is within an administratively feasible period of time following the Participant's termination of employment, death or Disability in accordance with paragraph (a) of this Section 6.4. Nothing contained in this paragraph (e)(1) shall prevent a Participant from changing his election pursuant to paragraph (c) of this Section 6.4.

**(2) Election Irrevocable Following Termination of Employment.** At all times following the Participant's termination of employment with the Company or an Affiliate, the Participant's elections made pursuant to this Section 6.4 shall be irrevocable.

**6.5 Payment Upon Death.**

(a) **Beneficiary Designation.** If a Participant should die before receiving a full distribution of his Plan accounts, distribution shall be made to the beneficiary designated by the Participant, in accordance with such uniform rules and procedures as may be adopted by the Plan Administrator from time to time. If a Participant has not designated a beneficiary, or if no designated beneficiary is living on the date of distribution, then the Participant's beneficiary shall be that person or persons entitled to receive distributions of the Participant's accounts under the 401(k) Plan.

(b) **Timing and Form of Payment to Beneficiary.**

(1) **Payments Commenced at Time of Death.** If, at the time of the Participant's death, installment payments of the Participant's accounts have commenced pursuant to this Article VI, such payments shall continue to the Participant's beneficiary in the same time and the same form as if the Participant has remained alive until the last installment payment was scheduled to be made.

(2) **Payments Not Commenced at Time of Death.**

(i) **Default.** If, at the time of the Participant's death, payments of the Participant's accounts have not commenced pursuant to this Article VI, the distributions made pursuant to this Section 6.5 shall be made to the Participant's beneficiary in accordance with the then current and valid distribution elections (as to timing and form) made by the Participant (or, in the absence of such distribution elections, in accordance with the "default" provisions of this Article VI).

(ii) **Separate Election.** Notwithstanding the foregoing or anything herein to the contrary, a Participant may make separate elections regarding the timing and form of payments to his beneficiary upon his death. Such separate beneficiary elections shall be valid only if they meet the requirements of Section 6.3 (Form of Distribution) and Section 6.4 (Timing of Distribution). In addition, such separate beneficiary elections may be changed or revoked in accordance with Section 6.3 (Form of Distribution) and Section 6.4 (Timing of Distribution).

(3) **No Changes Permitted by Beneficiary.** In no event shall a beneficiary be permitted to change the time and/or form of payment relating to a Participant's accounts following such Participant's death either prior to or following such Participant's death.

**6.6 Scheduled Distributions.** The Plan as in effect prior to the Effective Date permitted a Participant to elect, at the time the Participant elected to make Deferral Credits, to schedule a distribution date for all or a portion of such Deferral Credits provided: (a) the distribution date scheduled by the Participant was the first day of any calendar quarter and (b) the distribution date scheduled by the Participant was at least four years later than the last day of the Plan Year that includes the Deferral Credits to which the election relates. As of the Effective Date, no Participant had such a scheduled distribution election on file with the Plan Administrator. Because Deferral Credits have ceased pursuant to Section 3.1 (Credits Ceased) and because there are no scheduled

distribution elections on file, the scheduled distribution provisions of the Plan as in effect prior to the Effective Date are now without effect.

**6.7 Unscheduled Distributions.** Notwithstanding anything herein to the contrary, a Participant may elect to receive a lump-sum cash distribution of his Plan accounts at any time while employed by the Company or an Affiliate in accordance with this Section 6.7 and the uniform and non-discriminatory procedures adopted by the Plan Administrator.

**(a) Amount of Distribution.** A Participant may elect to receive five percent to one hundred percent (designated in whole percentages by the Participant) of his Post-1996 Deferrals. Notwithstanding the foregoing, in no event shall the amount of the distribution made pursuant to this Section 6.7 be less than \$10,000.00 (determined prior to the application of the forfeiture described in paragraph (b) below).

**(b) Forfeiture.** Any distribution made pursuant to this Section 6.7 shall be subject to a forfeiture equal to 10% of the amount elected.

**(c) Election Applies to DEIP.** An election for an unscheduled distribution pursuant to this Section 6.7 shall also apply as an election for an unscheduled distribution pursuant to the terms and provisions of the Caterpillar Inc. Deferred Employees' Investment Plan.

**6.8 Withholding.** All distributions will be subject to all applicable tax and withholding requirements.

## **ARTICLE VII SPIN-OFF TO SDCP**

**7.1 General.** In response to the enactment of Section 409A of the Code and pursuant to transitional guidance issued by the Internal Revenue Service and the Department of Treasury, Deferrals Credits and Matching Credits have been frozen and all amounts deferred and vested on and before December 31, 2004 are "grandfathered" and thus are not subject to the requirements of Section 409A. The Deferral Credits and Matching Credits made pursuant to the Plan from January 1, 2005 through the Effective Date (including the earnings/losses thereon) will be spun-off to SDCP as provided in this Article VII.

**7.2 Amounts Spun-Off.** All amounts credited to participant accounts pursuant to this Plan on or after January 1, 2005 and through the Effective Date and not fully distributed on or before April 1, 2007 shall be spun-off and allocated to Plan accounts as provided in Section 7.3 (Allocation of Amounts). The amounts deferred prior to January 1, 2005 shall be determined in accordance with Q&A-17 of I.R.S. Notice 2005-1 and any other applicable guidance issued by the Internal Revenue Service or the Department of Treasury.

**7.3 Allocation of Amounts.** A Participant's Post-2004 Deferrals shall be allocated to the Participant's accounts in SDCP as provided therein.

7.4 **Deferral Elections.** Deferral elections made by participants pursuant to the Plan for amounts to be deferred in 2007 following the Effective Date shall apply to SDCP as provided therein.

7.5 **Effective Date of Spin-Off.** The spin-off described in this Article VII shall be effective as of 11:59:59 P.M. on the Effective Date.

## ARTICLE VIII ADMINISTRATION OF THE PLAN

8.1 **General Powers and Duties.** The following list of powers and duties is not intended to be exhaustive, and the Plan Administrator shall, in addition, exercise such other powers and perform such other duties as he may deem advisable in the administration of the Plan, unless such powers or duties are expressly assigned to another pursuant to the provisions of the Plan.

(a) **General.** The Plan Administrator shall perform the duties and exercise the powers and discretion given to him in the Plan document and by applicable law and his decisions and actions shall be final and conclusive as to all persons affected thereby. The Company and the Adopting Affiliates shall furnish the Plan Administrator with all data and information that the Plan Administrator may reasonably require in order to perform his functions. The Plan Administrator may rely without question upon any such data or information.

(b) **Disputes.** Any and all disputes that may arise involving Participants or beneficiaries shall be referred to the Plan Administrator and his decision shall be final. Furthermore, if any question arises as to the meaning, interpretation or application of any provisions of the Plan, the decision of the Plan Administrator shall be final.

(c) **Agents.** The Plan Administrator may engage agents, including recordkeepers, to assist him and he may engage legal counsel who may be counsel for the Company. The Plan Administrator shall not be responsible for any action taken or omitted to be taken on the advice of such counsel, including written opinions or certificates of any agent, counsel, actuary or physician.

(d) **Insurance.** At the Director's request, the Company shall purchase liability insurance to cover the Director in his activities as the Plan Administrator.

(e) **Allocations.** The Plan Administrator is given specific authority to allocate responsibilities to others and to revoke such allocations. When the Plan Administrator has allocated authority pursuant to this paragraph, the Plan Administrator is not to be liable for the acts or omissions of the party to whom such responsibility has been allocated.

(f) **Records.** The Plan Administrator shall supervise the establishment and maintenance of records by its agents, the Company and each Adopting Affiliate containing all relevant data pertaining to any person affected hereby and his or her rights under the Plan.

(g) **Interpretations.** The Plan Administrator, in his sole discretion, shall interpret and construe the provisions of the Plan (and any underlying documents or policies).

(h) **Electronic Administration.** The Plan Administrator shall have the authority to employ alternative means (including, but not limited to, electronic, internet, intranet, voice response or telephonic) by which Participants may submit elections, directions and forms required for participation in, and the administration of, the Plan. If the Plan Administrator chooses to use these alternative means, any elections, directions or forms submitted in accordance with the rules and procedures promulgated by the Plan Administrator will be deemed to satisfy any provision of the Plan calling for the submission of a written election, direction or form.

(i) **Accounts.** The Plan Administrator shall combine the various accounts of a Participant if he deems such action appropriate. Furthermore, the Plan Administrator shall divide a Participant's accounts into sub-accounts if he deems such action appropriate.

(j) **Delegation.** The Plan Administrator may delegate his authority hereunder, in whole or in part, in his sole and absolute discretion.

**8.2 Certain Exercise of Discretion Prohibited.** Notwithstanding anything herein to the contrary, the Plan Administrator (or any other individual or entity to whom the power to exercise discretion hereunder is granted) shall not exercise the discretion granted in a manner that would create a "material modification" (as determined pursuant to Notice 2005-1 and any other applicable guidance issued by the Internal Revenue Service or the Department of Treasury) to the Plan as it was in effect on October 3, 2004.

**8.3 Claims Procedures.** Benefit claims under the Plan shall be resolved in accordance with uniform and nondiscriminatory procedures adopted by the Plan Administrator in accordance with Section 503 of ERISA.

## **ARTICLE IX AMENDMENT**

**9.1 Amendment.** The Company reserves the right at any time to amend, modify or suspend any or all of the provisions of this Plan, in whole or in part, at any time as designated by a written instrument duly adopted on behalf of the Company.

**9.2 Effect of Amendment.** Any amendment of the Plan shall not directly or indirectly reduce the balance of any Plan account as of the effective date of such amendment. Notwithstanding the foregoing or anything in this Plan to the contrary, any amendment to the Plan effective on or after October 3, 2004 that creates a "material modification" (as determined pursuant to Notice 2005-1 and any other applicable guidance issued by the Internal Revenue Service or the Department of Treasury) shall only be effective if such amendment expressly states an intent by the Company to materially modify the Plan (and thus subject it to Section 409A of the Code).

**9.3 Termination.** To the extent permitted by applicable law, the Company expressly reserves the right to terminate the Plan at any time. Pursuant to the foregoing and the provisions of Sections 9.1 and 9.2, the Plan is irrevocably terminated with respect to all GSCS Participants upon the GSCS Closing Date and no GSCS Participant shall accrue any benefits under the Plan for any purpose after the GSCS Closing Date. Pursuant to termination of the Plan with respect to GSCS Participants pursuant to this Section 9.3, the balance in each GSCS Participant's account under the Plan shall be distributed to the GSCS Participant in a single lump-sum payment as soon as practicable after the GSCS Closing Date, but in no event later than December 31 next following the GSCS Closing Date. For purposes of the preceding sentence, the balance in each GSCS Participant's account shall be determined as of the Valuation Date occurring coincident with or next preceding the date of distribution.

## **ARTICLE X GENERAL PROVISIONS**

**10.1 Participant's Rights Unsecured.** The Plan at all times shall be entirely unfunded and no provision shall at any time be made with respect to segregating any assets of the Company for payment of any distributions hereunder. The right of a Participant or his or her designated beneficiary to receive a distribution hereunder shall be an unsecured claim against the general assets of the Company, and neither the Participant nor a designated beneficiary shall have any rights in or against any specific assets of the Company. All amounts credited to a Participant's accounts hereunder shall constitute general assets of the Company and may be disposed of by the Company at such time and for such purposes as it may deem appropriate. Nothing in this Section shall preclude the Company from establishing a "Rabbi Trust," but the assets in the Rabbi Trust must be available to pay the claims of the Company's general creditors in the event of the Company's insolvency.

**10.2 No Guaranty of Benefits.** Nothing contained in the Plan shall constitute a guaranty by the Company or any other person or entity that the assets of the Company will be sufficient to pay any benefit hereunder.

**10.3 No Enlargement of Employee Rights.** No Participant shall have any right to receive a distribution from the Plan except in accordance with the terms of the Plan. Participation in the Plan shall not be construed to give any Participant the right to be retained in the service of the Company or an Adopting Affiliate.



#### **10.4 Section 409A.**

(a) **Material Modification.** Notwithstanding anything contained herein to the contrary, this amendment and restatement of the Plan does not, and is not intended to, create a “material modification” (as determined pursuant to Notice 2005-1 and any other applicable guidance issued by the Internal Revenue Service or the Department of Treasury) to the Plan as it was in effect on October 3, 2004 which would subject the Plan to the requirements of Section 409A of the Code. This document shall be construed and interpreted in a manner consistent with that intention.

(b) **Good Faith Compliance.** The Deferral Credits and Matching Credits made from January 1, 2005 through the Effective Date (including the earnings/losses thereon) have been administered pursuant to the Plan in “good faith” compliance with Section 409A of the Code pursuant to transitional guidance issued by the Internal Revenue Service and the Department of Treasury.

**10.5 Spendthrift Provision.** No interest of any person or entity in, or right to receive a distribution under, the Plan shall be subject in any manner to sale, transfer, assignment, pledge, attachment, garnishment, or other alienation or encumbrance of any kind; nor shall any such interest or right to receive a distribution be taken, either voluntarily or involuntarily, for the satisfaction of the debts of, or other obligations or claims against, such person or entity, including claims in bankruptcy proceedings. This Section shall not preclude arrangements for the withholding of taxes from deferrals, credits, or benefit payments, arrangements for the recovery of benefit overpayments, arrangements for the transfer of benefit rights to another plan, or arrangements for direct deposit of benefit payments to an account in a bank, savings and loan association or credit union (provided that such arrangement is not part of an arrangement constituting an assignment or alienation).

**10.6 Domestic Relations Orders.** Notwithstanding any provision of the Plan to the contrary, and to the extent permitted by law, the Participant’s accounts may be assigned or alienated pursuant to a “Domestic Relations Order” (as such term is defined in Section 414(p)(1)(B) of the Code), subject to such uniform rules and procedures as may be adopted by the Plan Administrator from time to time.

**10.7 Incapacity of Recipient.** If the Plan Administrator is served with a court order holding that a person entitled to a distribution under the Plan is incapable of personally receiving and giving a valid receipt for such distribution, the Plan Administrator shall postpone payment until such time as a claim therefore shall have been made by a duly appointed guardian or other legal representative of such person. The Plan Administrator is under no obligation to inquire or investigate as to the competency of any person entitled to a distribution. Any payment to an appointed guardian or other legal representative under this Section shall be a payment for the account of the incapacitated person and a complete discharge of any liability of the Company and the Plan therefore.

**10.8 Successors.** The Plan shall be binding upon the successors and assigns of the Company and upon the heirs, beneficiaries and personal representatives of the individuals who become Participants hereunder.

**10.9 Limitations on Liability.** Notwithstanding any of the preceding provisions of the Plan, neither the Plan Administrator, the Company, nor any individual acting as the Plan Administrator's, or the Company's employee, agent, or representative shall be liable to any Participant, former Participant, beneficiary or other person for any claim, loss, liability or expense incurred in connection with the Plan.

**10.10 Conflicts.** If any person holds a position under the Plan through which he or she is charged with making a decision about the administration of his or her own (or any immediate family member's) Plan participation, including, without limitation, decisions regarding eligibility, or account valuation, or the administration of his or her Plan investments, then such person shall be recused and the decision shall be made by the Plan Administrator. If a decision is required regarding the administration of the Plan Administrator's Plan participation, including without limitation, decisions regarding eligibility, or account valuation, or the administration of his or her Plan investments, such decision shall be made by the Company's Vice President, Human Services Division. Nothing in this Section 10.10 shall be construed to limit a Participant's or the Plan Administrator's ability to make decisions or elections with regard to his or her participation in the Plan in the same manner as other Participants.

**10.11 Special Rules for Participants With Same-Sex Domestic Partners.**

(a) **Generally.** Effective January 1, 2013, except as specified under this Section 10.11 or as prohibited by applicable law, to the extent the Plan provides for any benefit, right, feature, restriction, or obligation relating to, or upon, a Participant's "spouse", "beneficiary", "survivor", or "family member" (or any individual having a similar relationship to the Participant), the Plan Administrator shall also apply such benefit, right, feature, restriction, or obligation to a Participant's "same-sex domestic partner" (as defined in (b) below) in a uniform and non-discriminatory manner that is similar to how an opposite-gender spouse would be treated under the Plan.

(b) **Definition of "Same-Sex Domestic Partner"**. For purposes of this Section 10.11, the term "same-sex domestic partner" means the sole, same-sex person who is in a civil union, domestic partnership, or legal relationship similar thereto, with the Participant as recognized under the laws of the federal government or a state government of the United States of America, including its territories and possessions and the District of Columbia (or, with respect to any other country, legally recognized by the equivalent government(s) thereof). The Plan shall continue to treat such relationship as a same-sex domestic partnership, regardless of whether the Participant and his same-sex domestic partner remain in the jurisdiction where the relationship was legally entered into. In the event more than one person meets this definition for a given Participant, then the "same-sex domestic partner" shall be the person who first met the criteria in this definition. Notwithstanding anything herein to the contrary, if a Participant has a spouse recognized for purposes of federal law, no person will qualify as the Participant's same-sex domestic partner unless such Participant's marriage to such spouse is first lawfully dissolved. Except with respect to determining the length of time the same-sex domestic partner has satisfied

the definition of same-sex domestic partner under the Plan, a Participant shall be considered to have a same-sex domestic partner only with respect to periods beginning on or after January 1, 2013, regardless of when such same-sex partnership was created.

(c) **Domestic Relations Orders**. Only a spouse recognized for purposes of federal law or another “alternate payee” (as defined under Section 414(p) of the Code) may enforce a domestic relations order against the Plan or a Participant’s interests hereunder pursuant to Section 10.6.

**10.12 Determination of “spouse”**. Effective September 16, 2013, or as otherwise required under Internal Revenue Service guidance, the term “spouse” means the person who is the Participant’s spouse for federal tax purposes pursuant to applicable Internal Revenue Service guidance.

**CATERPILLAR INC.  
DEFERRED EMPLOYEES'  
INVESTMENT PLAN**

**(Amended and Restated as of December 17, 2013)**

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**CATERPILLAR INC.  
DEFERRED EMPLOYEES' INVESTMENT PLAN**

**PREAMBLE**

Effective June 30, 1995, Caterpillar Inc. (the "Company") established the Caterpillar Inc. Deferred Employees' Investment Plan (the "Plan"). The Plan has been amended and restated on a number of occasions. By the execution of this document, the Company hereby amends and restates the Plan in its entirety, effective as of March 25, 2007. In response to enactment of Section 409A of the Code and pursuant to Internal Revenue Service Notice 2005-1 and other applicable guidance, the Company now desires to: (1) freeze the Plan to new participants; (2) cease Deferral Credits and Matching Credits under the Plan; (3) spin-off the amounts deferred by Participants on and after January 1, 2005 (including the related Matching credits and the related earnings/losses) to the Caterpillar Inc. Supplemental Deferred Compensation Plan, a plan designed to comply with the requirements of Section 409A of the Code; and (4) clarify certain provisions of the Plan as in effect on October 3, 2004.

This amended and restated Plan is effective as of the dates specified herein.

**ARTICLE I  
DEFINITIONS**

**1.1 General.** When a word or phrase appears in the Plan with the initial letter capitalized, and the word or phrase does not begin a sentence, the word or phrase shall be a term defined in this Article I, unless a clearly different meaning is required by the context in which the word or phrase is used or the word or phrase is defined for a limited purpose elsewhere in the Plan document:

(a) "**401(k) Plan**" means the Caterpillar 401(k) Plan, as amended or any successor to such plan.

(b) "**Adopting Affiliate**" means any Affiliate that has been authorized by the Company to adopt the Plan and which has adopted the Plan. All Affiliates that adopted the Plan on or before the Effective Date and that had not terminated such adoption shall continue to be Adopting Affiliates but no Affiliate that was not an Adopting Affiliate as of the Effective Date shall be permitted to adopt the Plan.

(c) "**Affiliate**" means a parent business that controls, or a subsidiary business that is controlled by, the Company.

(d) "**Base Pay**" means the base salary paid to a Participant as determined in accordance with the established pay practices of the Company and Adopting Affiliates. Base Pay shall include any lump-sum base salary adjustment and any variable base pay.

(e) "**BFC**" means the Benefit Funds Committee of the Company, which is the committee formed by resolution of the Board of Directors of the Company, and which has the responsibility and authority to ensure the proper operation and management of the financial aspects of the 401(k) Plan.

(f) "**Board**" means the Board of Directors of the Company, or any authorized committee of the Board.

(g) “**Code**” means the Internal Revenue Code of 1986, as amended from time to time, and any regulations promulgated thereunder.

(h) “**Company**” means Caterpillar Inc., and, to the extent provided in Section 10.8 (Successors) below, any successor corporation or other entity resulting from a merger or consolidation into or with the Company or a transfer or sale of substantially all of the assets of the Company.

(i) “**Company Stock**” means common stock issued by the Company.

(j) “**Company Stock Fund**” means the Investment Fund described in Section 5.3 (Special Company Stock Fund Provisions).

(k) “**Deferral Credits**” means the deferral credits allocated to a Participant in accordance with Section 3.2 (Deferral Credits).

(l) “**Director**” means the Company’s Director of Compensation + Benefits.

(m) “**Disability**” or “**Disabled**” means that a Participant is “totally and permanently disabled” and eligible to receive long-term disability benefits pursuant to the terms and provisions of the long-term disability plan sponsored by the Company or an Affiliate in which the Participant participates.

(n) “**Effective Date**” means March 25, 2007.

(o) “**ERISA**” means the Employee Retirement Income Security Act of 1974, as amended from time to time, and any regulations promulgated thereunder.

(p) “**ESTIP**” means the Caterpillar Inc. Executive Short-Term Incentive Plan, as amended or any predecessor or successor to such plan.

(q) “**Incentive Compensation**” means STIP Pay, LTCPP Pay and Lump-Sum Awards.

(r) “**Investment Fund**” means the notional investment funds established by the terms of the Plan pursuant to Article V (Investment of Accounts).

(s) “**LTCPP Pay**” means the amounts designated by the Company as the cash-based performance award under the “Long-Term Cash Performance Plan” and paid pursuant to the terms of the Caterpillar Inc. 2006 Long-Term Incentive Plan (or any predecessor to such plan).

(t) “**Lump-Sum Award**” means the discretionary lump-sum cash awards paid to employees pursuant to the uniform and nondiscriminatory pay practices of the Company or an Affiliate, but not including any lump-sum base salary adjustment.

(u) “**Matching Credits**” means the matching credits allocated to a Participant in accordance with Section 3.3 (Matching Credits).

(v) “**Participant**” means an employee of the Company or any Adopting Affiliate who had satisfied the eligibility requirements for participation in the Plan as of March 31, 2007 and who, as of such date, has amounts credited to his accounts under this Plan.

(w) “**Plan**” means the Caterpillar Inc. Deferred Employees’ Investment Plan, as set forth herein and as it may be amended from time to time.

(x) “**Plan Administrator**” means the Director.

(y) “**Plan Year**” means the calendar year.

(z) “**Post-1996 Deferrals**” means the Deferral Credits made by a Participant on and after January 1, 1997 and before January 1, 2005 (including the earnings/losses thereon).

(aa) “**Post-2004 Deferrals**” means the Deferral Credits and Matching Credits made by a Participant on and after January 1, 2005 determined pursuant to Section 7.2 (Amounts Spun-Off).

(bb) “**SDCP**” means the Caterpillar Inc. Supplemental Deferred Compensation Plan, as amended.

(cc) “**STIP**” means the Caterpillar Inc. Short-Term Incentive Plan, as amended or any successor to such plan.

(dd) “**STIP Pay**” means amounts paid to employees of the Company or an Adopting Affiliate pursuant to the terms of STIP and/or ESTIP.

(ee) “**Valuation Date**” means each day of the Plan Year on which the New York Stock Exchange is open for trading.

(ff) “**GSCS**” means Caterpillar Logistics Services LLC (f/k/a Caterpillar Logistics Services, Inc.).

(gg) “**GSCS Participant**” means a Participant who is employed by GSCS upon the closing of the sale of GSCS to an entity that is not an Affiliate.

(hh) “**GSCS Closing Date**” means the date on which the sale of GSCS to an entity that is not an Affiliate is completed.

**1.2 Construction.** The masculine gender, when appearing in the Plan, shall include the feminine gender (and vice versa), and the singular shall include the plural, unless the Plan clearly states to the contrary. Headings and subheadings are for the purpose of reference only and are not to be considered in the construction of the Plan. If any provision of the Plan is determined to be for any reason invalid or unenforceable, the remaining provisions shall continue in full force and effect. All of the provisions of the Plan shall be construed and enforced according to the laws of the State of Illinois without regard to conflict of law principles and shall be administered according to the laws of such state, except as otherwise required by ERISA, the Code, or other Federal law.

## ARTICLE II ELIGIBILITY AND PARTICIPATION

**2.1 Existing Participants.** Each individual who was a Participant in the Plan as of the Effective Date shall continue as such, subject to the provisions hereof.



**2.2 New Participants.** No individual shall become eligible to participate in the Plan after the Effective Date.

### **ARTICLE III DEFERRAL CREDITS AND MATCHING CREDITS**

**3.1 Credits Ceased.** Effective as of March 26, 2007, all credits (other than credits associated with adjustment of accounts pursuant to Section 5.1 (Adjustment of Accounts) to the Plan shall cease. Participants shall not be permitted to make Deferral Credits and the Plan Administrator shall no longer allocate Matching Credits to Participants' accounts.

**3.2 Deferral Credits.** Immediately prior to March 26, 2007, Participants were permitted to elect to supplement the deferrals made pursuant to the 401(k) Plan by deferring the receipt of up to 70% (designated in whole percentages) of the Base Pay and Incentive Compensation otherwise payable to the Participant by the Company or an Adopting Affiliate in any Plan Year. The deferrals made prior to March 26, 2007 were subject to the provisions of the Plan as in effect at the time the deferral election was made and such uniform and non-discriminatory rules as were adopted by the Plan Administrator in that regard.

**3.3 Matching Credits.** For periods ending on or before the Effective Date, the Plan Administrator allocated matching credits to the Participant's accounts in an amount equal to: (a) 6% of the Base Pay deferred by the Participant as Deferral Credits and (b) 100% of the STIP Pay and Lump-Sum Awards deferred by the Participant as Deferral Credits (up to a maximum of 6% of the Participant's STIP Pay and Lump-Sum Awards for the relevant Plan Year). LTCPP Pay deferred by the Participant as Deferral Credits was not considered when determining Matching Credits.

### **ARTICLE IV VESTING**

**4.1 Vesting.** Subject to Section 10.1 (Participant's Rights Unsecured), each Participant shall at all times be fully vested in all amounts credited to or allocable to his accounts hereunder and his rights and interest therein shall not be forfeitable.

### **ARTICLE V INVESTMENT OF ACCOUNTS**

**5.1 Adjustment of Accounts.** Except as otherwise provided elsewhere in the Plan, as of each Valuation Date, each Participant's accounts will be adjusted to reflect the positive or negative rate of return on the Investment Funds selected by the Participant pursuant to Section 5.2(b) (Investment Direction - Participant Directions). The rate of return will be determined by the Plan Administrator pursuant to Section 5.2(f) (Investment Direction - Investment Performance) and will be credited or charged in accordance with policies applied uniformly to all Participants.

## 5.2 Investment Direction.

(a) **Investment Funds.** Each Participant may direct the notional investment of amounts credited to his Plan accounts in one or more of the Investment Funds. The Investment Funds shall, at all times, be notional funds that track the returns of the investment funds selected by the BFC for purposes of the 401(k) Plan and made available to 401(k) Plan participants. In addition, the Investment Funds shall, at all times, include a Company Stock Fund as described in Section 5.3 (Special Company Stock Fund Provisions). Neither the Company, each Adopting Affiliate, the Plan Administrator, the BFC, nor any other party shall have any responsibility, duty of care (whether express or implied) or liability to any Participant in regards to designation of the Investment Funds as set forth in this Section 5.2(a).

(b) **Participant Directions.** Each Participant may direct that all of the amounts attributable to his accounts be invested in a single Investment Fund or may direct that whole percentage increments of his accounts be invested in such fund or funds as he shall desire in accordance with such procedures as may be established by the Plan Administrator. Unless the Plan Administrator prescribes otherwise, such procedures generally shall mirror the procedures established under the 401(k) Plan for participant investment direction.

(c) **Changes and Intra-Fund Transfers.** Participant investment directions may be changed, and amounts may be transferred from one Investment Fund to another, in accordance with the procedures established by the Plan Administrator. The designation will remain in effect until changed by the timely submission of a new designation by the Participant.

(d) **Default Selection.** In the absence of a designation by the Participant, such Participant will be deemed to have directed the notional investment of his accounts in the Investment Fund that tracks the return of the 401(k) Plan investment fund that is designated by the BFC as the “default” investment fund for purposes of the 401(k) Plan.

(e) **Impact of Election.** The Participant’s selection of Investment Funds shall serve only as a measurement of the value of the Participant’s Accounts pursuant to Section 5.1 (Adjustment of Accounts) and this Section 5.2. None of the Company, the BFC, or the Plan Administrator are required to actually invest a Participant’s accounts in accordance with the Participant’s selections.

(f) **Investment Performance.** Accounts shall be adjusted on each Valuation Date to reflect investment gains and losses as if the accounts were invested in the Investment Funds selected by the Participants in accordance with this Section 5.2 and charged with any and all reasonable expenses as provided in paragraph (g) below. The earnings and losses determined by the Plan Administrator in good faith and in his discretion pursuant to this Section 5.2 shall be binding and conclusive on the Participant, the Participant’s beneficiary and all parties claiming through them.

(g) **Charges.** The Plan Administrator may (but is not required to) charge Participants’ accounts for the reasonable expenses of administration including, but not limited to, carrying out and/or accounting for investment instructions directly related to such accounts.

### **5.3 Special Company Stock Fund Provisions.**

(a) **General.** A Participant's interest in the Company Stock Fund shall be expressed in whole and fractional notional units of the Company Stock Fund. The Company Stock Fund shall track an investment in Company Stock in the same manner as the 401(k) Plan's company stock fund. Accordingly, the value of a unit in the Plan's Company Stock Fund shall be the same as the value of a unit in the 401(k) Plan's company stock fund. Notwithstanding the foregoing, if and to the extent that a company stock fund is no longer maintained under the 401(k) Plan, the Plan Administrator shall establish such rules and procedures as are necessary to maintain the Company Stock Fund hereunder.

(b) **Investment Directions.** A Participant's ability to direct investments into or out of the Company Stock Fund shall be subject to such procedures as the Plan Administrator may prescribe from time to time to assure compliance with Rule 16b-3 promulgated under Section 16(b) of the Securities Exchange Act of 1934, as amended, and other applicable requirements. Such procedures also may limit or restrict a Participant's ability to make (or modify previously made) deferral and distribution elections pursuant to Articles III (Deferral Credits and Matching Credits) and VI (Distributions), respectively. In furtherance, and not in limitation, of the foregoing, to the extent a Participant acquires any interest in an equity security under the Plan for purposes of Section 16(b), the Participant shall not dispose of that interest within six months, unless specifically exempted by Section 16(b) or any rules or regulations promulgated thereunder.

(c) **Compliance with Securities Laws.** Any elections to transfer amounts from or to the Company Stock Fund to or from any other Investment Fund, shall be subject to all applicable securities law requirements, including but not limited to the last sentence of paragraph (b) above and Rule 16b-3 promulgated by the Securities Exchange Commission. To the extent that any election violates any securities law requirement or the Company's stock trading policies and procedures, the election shall be void.

(d) **Compliance with Company Trading Policies and Procedures.** Any elections to transfer amounts from or to the Company Stock Fund to or from any other Investment Fund, shall be subject to all Company Stock trading policies promulgated by the Company. To the extent that any election violates any such trading policy or procedures, the election shall be void.

**5.4 Application to Beneficiaries.** Following the death of a Participant, the term "Participant" in this Article V shall refer to the Participant's beneficiary described in Section 6.5 (Payment Upon Death).

## **ARTICLE VI DISTRIBUTIONS**

**6.1 General Right to Receive Distribution** Following termination of employment with the Company, death or Disability, the Participant's accounts will be distributed in the manner and at the time provided in Sections 6.3 (Form of Distribution) and 6.4 (Timing of Distribution) or Section 6.5 (Payment Upon Death), as applicable. A transfer of a Participant from the Company or any Affiliate to any other Affiliate or the Company shall not be deemed to be a termination of employment with the Company for purposes of this Article VI.

**6.2 Amount of Distribution.** The amount distributed to a Participant shall be based on the vested amounts credited to the Participant's accounts as of the Valuation Date immediately preceding the

date of the distribution. Amounts shall be valued at the fair market value on the relevant Valuation Date determined pursuant to uniform and non-discriminatory procedures established by the Plan Administrator.

### **6.3 Form of Distribution.**

(a) **Default Form of Distribution.** Accounts shall be distributed in cash in a single lump-sum payment.

(b) **Optional Form of Distribution.** A Participant may elect to receive his distribution in the form of quarterly, semi-annual or annual cash installments for a period of up to fifteen years by filing an election with the Plan Administrator before the last Company business day of November of the second year that precedes the year the distribution is scheduled to commence pursuant to Section 6.4 (Timing of Distribution). If an election pursuant to this paragraph (b) of this Section 6.3 cannot be honored because it was not timely filed, distributions shall be made in accordance with the most recent valid election made by the Participant that precedes the invalid election. If no such election exists, distributions shall be made in a single Lump-Sum in accordance with paragraph (a) of this Section 6.3.

(c) **Change of Election.** A Participant may change an installment distribution election by filing a new installment distribution election with the Plan Administrator before the last Company business day of November of the second year that precedes the year the distribution is scheduled to commence pursuant to Section 6.4 (Timing of Distribution). There shall be no limitation on the number of times that a Participant may change his election in accordance with this paragraph (c).

### **6.4 Timing of Distribution.**

(a) **Default Timing of Distribution.** Accounts shall be distributed within an administratively reasonable period of time following the Participant's termination of employment, death or Disability.

(b) **Deferral of Distribution.** A Participant may elect to defer the distribution of his accounts beyond his termination of employment, death or Disability by filing an election with the Plan Administrator: (1) while the Participant is employed by the Company or an Affiliate and (2) before the last Company business day of November in the year prior to the year during which the Participant's termination of employment, death or Disability occurs. If an election pursuant to this paragraph (b) cannot be honored because it was not timely filed, distributions shall be made in accordance with the most recent valid election made by the Participant that precedes the invalid election. If no such election exists, distributions shall be made within an administratively reasonable period of time following the Participant's termination of employment, death or Disability in accordance with paragraph (a) of this Section 6.4.

(c) **Change of Election.** An election made pursuant to paragraph (b) of this Section 6.4 or election made effective as a result of paragraph (e)(1) of this Section 6.4 may be changed by the Participant by filing a new election with the Plan Administrator: (1) while the Participant is employed by the Company or an Adopting Affiliate and (2) before the last Company business day of November in the year prior to the year during which the Participant's termination of employment, death or Disability occurs. There shall be no limitation on the number of times that a Participant may change his election in accordance with this paragraph (c).

(d) **Date Elected By Participant.** The date elected by a Participant pursuant to paragraphs (b) or (c) of this Section 6.4 must be the first day of any calendar quarter. Notwithstanding the

foregoing, if as of the Effective Date, a Participant had made an election whereby the date of distribution elected is not the first day of a calendar quarter, such election shall be honored unless and until the Participant initiates a change to the timing of distribution pursuant to this Section 6.4 or the form of distribution pursuant to Section 6.3 (Form of Distribution).

**(e) Revocation of Election.**

**(1) Automatic Revocation.** If, as of the distribution date elected by the Participant pursuant to paragraphs (b) or (c) of this Section 6.4 the Participant, is: (i) employed by the Company or an Affiliate and (ii) not Disabled, such election shall be automatically revoked and distributions shall be made within an administratively reasonable period of time following the Participant's termination of employment, death or Disability in accordance with paragraph (a) of this Section 6.4. Notwithstanding the foregoing, if the distribution date is automatically revoked pursuant to this paragraph (e)(1) and the distribution was to be made in the form of cash installments pursuant to Section 6.3 (Form of Distribution), the date of distribution shall be the first day of the next calendar quarter that is within an administratively feasible period of time following the Participant's termination of employment, death or Disability in accordance with paragraph (a) of this Section 6.4. Nothing contained in this paragraph (e)(1) shall prevent a Participant from changing his election pursuant to paragraph (c) of this Section 6.4.

**(2) Election Irrevocable Following Termination of Employment.** At all times following the Participant's termination of employment with the Company or an Affiliate, the Participant's elections made pursuant to this Section 6.4 shall be irrevocable.

**6.5 Payment Upon Death.**

**(a) Beneficiary Designation.** If a Participant should die before receiving a full distribution of his Plan accounts, distribution shall be made to the beneficiary designated by the Participant, in accordance with such uniform rules and procedures as may be adopted by the Plan Administrator from time to time. If a Participant has not designated a beneficiary, or if no designated beneficiary is living on the date of distribution, then the Participant's beneficiary shall be that person or persons entitled to receive distributions of the Participant's accounts under the 401(k) Plan.

**(b) Timing and Form of Payment to Beneficiary.**

**(1) Payments Commenced at Time of Death.** If, at the time of the Participant's death, installment payments of the Participant's accounts have commenced pursuant to this Article VI, such payments shall continue to the Participant's beneficiary in the same time and the same form as if the Participant has remained alive until the last installment payment was scheduled to be made.

**(2) Payments Not Commenced at Time of Death.**

**(i) Default.** If, at the time of the Participant's death, payments of the Participant's accounts have not commenced pursuant to this Article VI, the distributions made pursuant to this Section 6.5 shall be made to the Participant's beneficiary in accordance with the then current and valid distribution elections (as to timing and form) made by the Participant (or, in the absence of such distribution elections, in accordance with the "default" provisions of this Article VI).

**(ii) Separate Election.** Notwithstanding the foregoing or anything herein to the contrary, a Participant may make separate elections regarding the timing and form of payments

to his beneficiary upon his death. Such separate beneficiary elections shall be valid only if they meet the requirements of Section 6.3 (Form of Distribution) and Section 6.4 (Timing of Distribution). In addition, such separate beneficiary elections may be changed or revoked in accordance with Section 6.3 (Form of Distribution) and Section 6.4 (Timing of Distribution).

**(3) No Changes Permitted by Beneficiary.** In no event shall a beneficiary be permitted to change the time and/or form of payment relating to a Participant's accounts following such Participant's death either prior to or following such Participant's death.

**6.6 Scheduled Distributions.** The Plan as in effect prior to the Effective Date permitted a Participant to elect, at the time the Participant elected to make Deferral Credits, to schedule a distribution date for all or a portion of such Deferral Credits provided: (a) the distribution date scheduled by the Participant was the first day of any calendar quarter and (b) the distribution date scheduled by the Participant was at least four years later than the last day of the Plan Year that includes the Deferral Credits to which the election relates. As of the Effective Date, no Participant had such a scheduled distribution election on file with the Plan Administrator. Because Deferral Credits have ceased pursuant to Section 3.1 (Credits Ceased) and because there are no scheduled distribution elections on file, the scheduled distribution provisions of the Plan as in effect prior to the Effective Date are now without effect.

**6.7 Unscheduled Distributions.** Notwithstanding anything herein to the contrary, a Participant may elect to receive a lump-sum cash distribution of his Plan accounts at any time while employed by the Company or an Affiliate in accordance with this Section 6.7 and the uniform and non-discriminatory procedures adopted by the Plan Administrator.

**(a) Amount of Distribution.** A Participant may elect to receive five percent to one hundred percent (designated in whole percentages by the Participant) of his Post-1996 Deferrals. Notwithstanding the foregoing, in no event shall the amount of the distribution made pursuant to this Section 6.7 be less than \$10,000.00 (determined prior to the application of the forfeiture described in paragraph (b) below).

**(b) Forfeiture.** Any distribution made pursuant to this Section 6.7 shall be subject to a forfeiture equal to 10% of the amount elected.

**(c) Election Applies to SEIP.** An election for an unscheduled distribution pursuant to this Section 6.7 shall also apply as an election for an unscheduled distribution pursuant to the terms and provisions of the Caterpillar Inc. Supplemental Employees' Investment Plan.

**6.8 Withholding.** All distributions will be subject to all applicable tax and withholding requirements.

## **ARTICLE VII SPIN-OFF TO SDCP**

**7.1 General.** In response to the enactment of Section 409A of the Code and pursuant to transitional guidance issued by the Internal Revenue Service and the Department of Treasury, Deferrals Credits and Matching Credits have been frozen and all amounts deferred and vested on and before December 31, 2004 are "grandfathered" and thus are not subject to the requirements of Section 409A. The Deferral

Credits and Matching Credits made pursuant to the Plan from January 1, 2005 through the Effective Date (including the earnings/losses thereon) will be spun-off to SDCP as provided in this Article VII.

**7.2 Amounts Spun-Off.** All amounts credited to participant accounts pursuant to this Plan on or after January 1, 2005 and through the Effective Date and not fully distributed on or before April 1, 2007 shall be spun-off and allocated to Plan accounts as provided in Section 7.3 (Allocation of Amounts). The amounts deferred prior to January 1, 2005 shall be determined in accordance with Q&A-17 of I.R.S. Notice 2005-1 and any other applicable guidance issued by the Internal Revenue Service or the Department of Treasury.

**7.3 Allocation of Amounts.** A Participant's Post-2004 Deferrals shall be allocated to the Participant's accounts in SDCP as provided therein.

**7.4 Deferral Elections.** Deferral elections made by participants pursuant to the Plan for amounts to be deferred in 2007 following the Effective Date shall apply to SDCP as provided therein.

**7.5 Effective Date of Spin-Off.** The spin-off described in this Article VII shall be effective as of 11:59:59 P.M. on the Effective Date.

## **ARTICLE VIII ADMINISTRATION OF THE PLAN**

**8.1 General Powers and Duties.** The following list of powers and duties is not intended to be exhaustive, and the Plan Administrator shall, in addition, exercise such other powers and perform such other duties as he may deem advisable in the administration of the Plan, unless such powers or duties are expressly assigned to another pursuant to the provisions of the Plan.

(a) **General.** The Plan Administrator shall perform the duties and exercise the powers and discretion given to him in the Plan document and by applicable law and his decisions and actions shall be final and conclusive as to all persons affected thereby. The Company and the Adopting Affiliates shall furnish the Plan Administrator with all data and information that the Plan Administrator may reasonably require in order to perform his functions. The Plan Administrator may rely without question upon any such data or information.

(b) **Disputes.** Any and all disputes that may arise involving Participants or beneficiaries shall be referred to the Plan Administrator and his decision shall be final. Furthermore, if any question arises as to the meaning, interpretation or application of any provisions of the Plan, the decision of the Plan Administrator shall be final.

(c) **Agents.** The Plan Administrator may engage agents, including recordkeepers, to assist him and he may engage legal counsel who may be counsel for the Company. The Plan Administrator shall not be responsible for any action taken or omitted to be taken on the advice of such counsel, including written opinions or certificates of any agent, counsel, actuary or physician.

(d) **Insurance.** At the Director's request, the Company shall purchase liability insurance to cover the Director in his activities as the Plan Administrator.

(e) **Allocations.** The Plan Administrator is given specific authority to allocate responsibilities to others and to revoke such allocations. When the Plan Administrator has allocated authority pursuant to this paragraph, the Plan Administrator is not to be liable for the acts or omissions of the party to whom such responsibility has been allocated.

(f) **Records.** The Plan Administrator shall supervise the establishment and maintenance of records by its agents, the Company and each Adopting Affiliate containing all relevant data pertaining to any person affected hereby and his or her rights under the Plan.

(g) **Interpretations.** The Plan Administrator, in his sole discretion, shall interpret and construe the provisions of the Plan (and any underlying documents or policies).

(h) **Electronic Administration.** The Plan Administrator shall have the authority to employ alternative means (including, but not limited to, electronic, internet, intranet, voice response or telephonic) by which Participants may submit elections, directions and forms required for participation in, and the administration of, the Plan. If the Plan Administrator chooses to use these alternative means, any elections, directions or forms submitted in accordance with the rules and procedures promulgated by the Plan Administrator will be deemed to satisfy any provision of the Plan calling for the submission of a written election, direction or form.

(i) **Accounts.** The Plan Administrator shall combine the various accounts of a Participant if he deems such action appropriate. Furthermore, the Plan Administrator shall divide a Participant's accounts into sub-accounts if he deems such action appropriate.

(j) **Delegation.** The Plan Administrator may delegate his authority hereunder, in whole or in part, in his sole and absolute discretion.

**8.2 Certain Exercise of Discretion Prohibited.** Notwithstanding anything herein to the contrary, the Plan Administrator (or any other individual or entity to whom the power to exercise discretion hereunder is granted) shall not exercise the discretion granted in a manner that would create a "material modification" (as determined pursuant to Notice 2005-1 and any other applicable guidance issued by the Internal Revenue Service or the Department of Treasury) to the Plan as it was in effect on October 3, 2004.

**8.3 Claims Procedures.** Benefit claims under the Plan shall be resolved in accordance with uniform and nondiscriminatory procedures adopted by the Plan Administrator in accordance with Section 503 of ERISA.

## **ARTICLE IX AMENDMENT**

**9.1 Amendment.** The Company reserves the right at any time to amend, modify or suspend any or all of the provisions of this Plan, in whole or in part, at any time as designated by a written instrument duly adopted on behalf of the Company.

**9.2 Effect of Amendment.** Any amendment of the Plan shall not directly or indirectly reduce the balance of any Plan account as of the effective date of such amendment. Notwithstanding the foregoing or anything in this Plan to the contrary, any amendment to the Plan effective on or after October 3, 2004 that creates a "material modification" (as determined pursuant to Notice 2005-1 and any other applicable guidance issued by the Internal Revenue Service or the Department of Treasury) shall only be effective if such



amendment expressly states an intent by the Company to materially modify the Plan (and thus subject it to Section 409A of the Code).

**9.3 Termination.** To the extent permitted by applicable law, the Company expressly reserves the right to terminate the Plan at any time. Pursuant to the foregoing and the provisions of Sections 9.1 and 9.2, the Plan is irrevocably terminated with respect to all GSCS Participants upon the GSCS Closing Date and no GSCS Participant shall accrue any benefits under the Plan for any purpose after the GSCS Closing Date. Pursuant to termination of the Plan with respect to GSCS Participants pursuant to this Section 9.3, the balance in each GSCS Participant's account under the Plan shall be distributed to the GSCS Participant in a single lump-sum payment as soon as practicable after the GSCS Closing Date, but in no event later than December 31 next following the GSCS Closing Date. For purposes of the preceding sentence, the balance in each GSCS Participant's account shall be determined as of the Valuation Date occurring coincident with or next preceding the date of distribution.

## **ARTICLE X GENERAL PROVISIONS**

**10.1 Participant's Rights Unsecured.** The Plan at all times shall be entirely unfunded and no provision shall at any time be made with respect to segregating any assets of the Company for payment of any distributions hereunder. The right of a Participant or his or her designated beneficiary to receive a distribution hereunder shall be an unsecured claim against the general assets of the Company, and neither the Participant nor a designated beneficiary shall have any rights in or against any specific assets of the Company. All amounts credited to a Participant's accounts hereunder shall constitute general assets of the Company and may be disposed of by the Company at such time and for such purposes as it may deem appropriate. Nothing in this Section shall preclude the Company from establishing a "Rabbi Trust," but the assets in the Rabbi Trust must be available to pay the claims of the Company's general creditors in the event of the Company's insolvency.

**10.2 No Guaranty of Benefits.** Nothing contained in the Plan shall constitute a guaranty by the Company or any other person or entity that the assets of the Company will be sufficient to pay any benefit hereunder.

**10.3 No Enlargement of Employee Rights.** No Participant shall have any right to receive a distribution from the Plan except in accordance with the terms of the Plan. Participation in the Plan shall not be construed to give any Participant the right to be retained in the service of the Company or an Adopting Affiliate.

### **10.4 Section 409A.**

**(a) Material Modification.** Notwithstanding anything contained herein to the contrary, this amendment and restatement of the Plan does not, and is not intended to, create a "material modification" (as determined pursuant to Notice 2005-1 and any other applicable guidance issued by the Internal Revenue Service or the Department of Treasury) to the Plan as it was in effect on October 3, 2004 which would subject the Plan to the requirements of Section 409A of the Code. This document shall be construed and interpreted in a manner consistent with that intention.

**(b) Good Faith Compliance.** The Deferral Credits and Matching Credits made from January 1, 2005 through the Effective Date (including the earnings/losses thereon) have been administered

pursuant to the Plan in “good faith” compliance with Section 409A of the Code pursuant to transitional guidance issued by the Internal Revenue Service and the Department of Treasury.

**10.5 Spendthrift Provision.** No interest of any person or entity in, or right to receive a distribution under, the Plan shall be subject in any manner to sale, transfer, assignment, pledge, attachment, garnishment, or other alienation or encumbrance of any kind; nor shall any such interest or right to receive a distribution be taken, either voluntarily or involuntarily, for the satisfaction of the debts of, or other obligations or claims against, such person or entity, including claims in bankruptcy proceedings. This Section shall not preclude arrangements for the withholding of taxes from deferrals, credits, or benefit payments, arrangements for the recovery of benefit overpayments, arrangements for the transfer of benefit rights to another plan, or arrangements for direct deposit of benefit payments to an account in a bank, savings and loan association or credit union (provided that such arrangement is not part of an arrangement constituting an assignment or alienation).

**10.6 Domestic Relations Orders.** Notwithstanding any provision of the Plan to the contrary, and to the extent permitted by law, the Participant’s accounts may be assigned or alienated pursuant to a “Domestic Relations Order” (as such term is defined in Section 414(p)(1)(B) of the Code), subject to such uniform rules and procedures as may be adopted by the Plan Administrator from time to time.

**10.7 Incapacity of Recipient.** If the Plan Administrator is served with a court order holding that a person entitled to a distribution under the Plan is incapable of personally receiving and giving a valid receipt for such distribution, the Plan Administrator shall postpone payment until such time as a claim therefore shall have been made by a duly appointed guardian or other legal representative of such person. The Plan Administrator is under no obligation to inquire or investigate as to the competency of any person entitled to a distribution. Any payment to an appointed guardian or other legal representative under this Section shall be a payment for the account of the incapacitated person and a complete discharge of any liability of the Company and the Plan therefore.

**10.8 Successors.** The Plan shall be binding upon the successors and assigns of the Company and upon the heirs, beneficiaries and personal representatives of the individuals who become Participants hereunder.

**10.9 Limitations on Liability.** Notwithstanding any of the preceding provisions of the Plan, neither the Plan Administrator, the Company, nor any individual acting as the Plan Administrator’s, or the Company’s employee, agent, or representative shall be liable to any Participant, former Participant, beneficiary or other person for any claim, loss, liability or expense incurred in connection with the Plan.

**10.10 Conflicts.** If any person holds a position under the Plan through which he or she is charged with making a decision about the administration of his or her own (or any immediate family member’s) Plan participation, including, without limitation, decisions regarding eligibility, or account valuation, or the administration of his or her Plan investments, then such person shall be recused and the decision shall be made by the Plan Administrator. If a decision is required regarding the administration of the Plan Administrator’s Plan participation, including without limitation, decisions regarding eligibility, or account valuation, or the administration of his or her Plan investments, such decision shall be made by the Company’s Vice President, Human Services Division. Nothing in this Section 10.10 shall be construed to limit a Participant’s or the Plan Administrator’s ability to make decisions or elections with regard to his or her participation in the Plan in the same manner as other Participants.

### **10.11 Special Rules for Participants With Same-Sex Domestic Partners.**

(a) Generally. Effective January 1, 2013, except as specified under this Section 10.11 or as prohibited by applicable law, to the extent the Plan provides for any benefit, right, feature, restriction, or obligation relating to, or upon, a Participant's "spouse", "beneficiary", "survivor", or "family member" (or any individual having a similar relationship to the Participant), the Plan Administrator shall also apply such benefit, right, feature, restriction, or obligation to a Participant's "same-sex domestic partner" (as defined in (b) below) in a uniform and non-discriminatory manner that is similar to how an opposite-gender spouse would be treated under the Plan.

(b) **Definition of "Same-Sex Domestic Partner.** For purposes of this Section 10.11, the term "same-sex domestic partner" means the sole, same-sex person who is in a civil union, domestic partnership, or legal relationship similar thereto, with the Participant as recognized under the laws of the federal government or a state government of the United States of America, including its territories and possessions and the District of Columbia (or, with respect to any other country, legally recognized by the equivalent government(s) thereof). The Plan shall continue to treat such relationship as a same-sex domestic partnership, regardless of whether the Participant and his same-sex domestic partner remain in the jurisdiction where the relationship was legally entered into. In the event more than one person meets this definition for a given Participant, then the "same-sex domestic partner" shall be the person who first met the criteria in this definition. Notwithstanding anything herein to the contrary, if a Participant has a spouse recognized for purposes of federal law, no person will qualify as the Participant's same-sex domestic partner unless such Participant's marriage to such spouse is first lawfully dissolved. Except with respect to determining the length of time the same-sex domestic partner has satisfied the definition of same-sex domestic partner under the Plan, a Participant shall be considered to have a same-sex domestic partner only with respect to periods beginning on or after January 1, 2013, regardless of when such same-sex partnership was created.

(c) **Domestic Relations Orders.** Only a spouse recognized for purposes of federal law or another "alternate payee" (as defined under Section 414(p) of the Code) may enforce a domestic relations order against the Plan or a Participant's interests hereunder pursuant to Section 10.6.

**10.12 Determination of "spouse".** Effective September 16, 2013, or as otherwise required under Internal Revenue Service Guidance, the term "spouse" means the person who is the Participant's spouse for federal tax purposes pursuant to applicable Internal Revenue Service guidance.

**CATERPILLAR INC.  
SUPPLEMENTAL DEFERRED  
COMPENSATION PLAN**

**(Amended and Restated as of December 17, 2013)**

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**CATERPILLAR INC.  
SUPPLEMENTAL DEFERRED COMPENSATION PLAN**

**PREAMBLE**

By a document executed March 21, 2007, Caterpillar Inc. (the “Company”) established the Caterpillar Inc. Supplemental Deferred Compensation Plan (the “Plan”), effective January 1, 2005. The purpose of the Plan is to provide additional income deferral and investment opportunities to a select group of management or highly compensated employees who are eligible to participate in certain tax-qualified 401(k) plans sponsored by the Company. Subsequent to the establishment of the Plan, final regulations were promulgated under Section 409A of the Code, necessitating changes to the Plan retroactive to its adoption which were reflected in a document executed by the Company on December 17, 2007. The Company now desires to amend the Plan to reflect certain changes to the tax-qualified 401(k) plans sponsored by the Company.

This amended and restated Plan is effective as of the dates stated herein.

**ARTICLE I  
DEFINITIONS**

**1.1 General.** When a word or phrase appears in the Plan with the initial letter capitalized, and the word or phrase does not begin a sentence, the word or phrase shall generally be a term defined in this Article I. The following words and phrases used in the Plan with the initial letter capitalized shall have the meanings set forth in this Article I, unless a clearly different meaning is required by the context in which the word or phrase is used or the word or phrase is defined for a limited purpose elsewhere in the Plan document:

(a) **“401(k) Plan”** means either: the 401(k) Retirement Plan or the 401(k) Savings Plan depending upon which plan the Participant is eligible to make elective deferrals (without regard to the limitations of Sections 402(g) or 401(a)(17) of the Code) or to receive Company non-elective contributions as of the date the Participant’s corresponding credits under this Plan are determined.

(b) **“401(k) Plan Compensation”** means the Base Pay and Incentive Compensation taken into account for purposes of the Company non-elective contributions under the 401(k) Plan.

(c) **“401(k) Retirement Plan”** means the Caterpillar 401(k) Retirement Plan, as such plan may be amended or any successor to such plan.

(d) **“401(k) Savings Plan”** means the Caterpillar 401(k) Savings Plan, as such plan may be amended or any successor to such plan.

(e) **“Adopting Affiliate”** means any Affiliate that has been authorized by the Company to adopt the Plan and which has adopted the Plan in accordance with Section 2.4. All Affiliates that adopted the Plan on or before the Effective Date and that had not terminated such adoption shall continue to be Adopting Affiliates of the Plan.

(f) **“Affiliate”** means a parent business that controls, or a subsidiary business that is controlled by, the Company.

(g) **“Base Pay”** means the base salary paid to a Participant as determined in accordance with the established pay practices of the Company and Adopting Affiliates. Base Pay shall include any lump-sum base salary adjustment and any variable base pay.

(h) **“BFC”** means the Benefit Funds Committee of the Company, which is the committee formed by resolution of the Board of Directors of the Company, and which has the responsibility and authority to ensure the proper operation and management of the financial aspects of the 401(k) Plan.

(i) **“Board”** means the Board of Directors of the Company, or any authorized committee of the Board.

(j) **“Code”** means the Internal Revenue Code of 1986, as amended from time to time, and any regulations promulgated thereunder.

(k) **“Company”** means Caterpillar Inc., and, to the extent provided in Section 10.8 below, any successor corporation or other entity resulting from a merger or consolidation into or with the Company or a transfer or sale of substantially all of the assets of the Company.

(l) **“Company Stock”** means common stock issued by the Company.

(m) **“Company Stock Fund”** means the Investment Fund described in Section 5.3.

(n) **“Deferral Agreement”** means the deferral agreement(s) described in Section 3.1 that are entered into by a Participant pursuant to the Plan.

(o) **“DEIP”** means the Caterpillar Inc. Deferred Employees’ Investment Plan, as amended.

(p) **“Director”** means the Company’s Director of Compensation + Benefits.

(q) **“Disability” or “Disabled”** means that a Participant is determined to be totally disabled by the United States Social Security Administration.

(r) **“Distribution Election Form”** means the election form by which a Participant elects the time and manner in which his accounts shall be distributed pursuant to Sections 6.4 and 6.5. The Plan Administrator may, in his sole discretion, require two separate Distribution

Election Forms for purposes of making distributions regarding the time and manner in which accounts will be distributed, respectively.

(s) “**Effective Date**” means January 1, 2011, except as otherwise provided herein.

(t) “**Eligible Pay**” means Base Pay minus any Supplemental Deferrals of Base Pay.

(u) “**Excess Deferral Account**” means the bookkeeping account maintained pursuant to the Plan to record amounts deferred under Section 3.3(b).

(v) “**Excess Deferrals**” means the deferrals allocated to a Participant’s Excess Deferral Account in accordance with Section 3.3(b).

(w) “**Excess Matching Credit Account**” means the bookkeeping account maintained pursuant to the Plan to record the amounts credited to a Participant in accordance with Section 3.4(b).

(x) “**Excess Matching Credits**” means the matching credits allocated to a Participant’s Excess Matching Credit Account in accordance with Section 3.4(b).

(y) “**ERISA**” means the Employee Retirement Income Security Act of 1974, as amended from time to time, and any regulations promulgated thereunder.

(z) “**ESTIP**” means the Caterpillar Inc. Executive Short-Term Incentive Plan, as amended or any predecessor or successor to such plan.

(aa) “**Incentive Compensation**” means STIP Pay, LTCPP Pay and Lump-Sum Awards.

(bb) “**Investment Fund**” means the notional investment funds established by the terms of the Plan pursuant to Article V.

(cc) “**LTCPP Pay**” means the amounts designated by the Company as a cash-based performance award under the “Long-Term Cash Performance Plan” and paid pursuant to the terms of the Caterpillar Inc. 2006 Long-Term Incentive Plan (or any successor to such plan). Performance awards under the “Long-Term Cash Performance Plan” that are paid pursuant to the terms of the Caterpillar Inc. 2006 Long-Term Incentive Plan (or any successor to such plan) in the form of Company Stock are not LTCPP Pay hereunder.

(dd) “**Lump-Sum Award**” means the discretionary lump-sum cash awards paid to employees pursuant to the uniform and nondiscriminatory pay practices of the Company or an Affiliate, but not including any lump-sum base salary adjustment.

(ee) “**Maximum Matching Contribution Percentage**” means 100% if the Participant participates in the 401(k) Retirement Plan and 50% if the Participant participates in the



401(k) Savings Plan. For purposes of this Section 1.1(ee), an individual participates in a plan if such individual is eligible to make elective deferrals under such plan (without regard to the limitations of Sections 402(g) or 401(a)(17) of the Code).

**(ff)** “**NEC Eligible Pay**” means the sum of Base Pay and Incentive Compensation minus the sum of LTCPP Pay and 401(k) Plan Compensation. The Plan Administrator shall determine NEC Eligible Pay for all Participants in a uniform and non-discriminatory manner.

**(gg)** “**Non-Elective Contribution Account**” means the bookkeeping account maintained pursuant to the Plan to record amounts credited under Section 3.5.

**(hh)** “**Non-Elective Contribution Credits**” means the non-elective contribution credits allocated to a Participant’s Non-Elective Contribution Account in accordance with Section 3.5.

**(ii)** “**Participant**” means an employee of the Company or any Adopting Affiliate who satisfies the eligibility requirements for participation in the Plan and who affirmatively elects to participate in the Plan pursuant to Section 2.1, or who becomes a Participant pursuant to Section 3.2(c)(2) or Section 3.9(c).

**(jj)** “**Plan**” means the Caterpillar Inc. Supplemental Deferred Compensation Plan, as set forth herein and as it may be amended from time to time.

**(kk)** “**Plan Administrator**” means the Director.

**(ll)** “**Plan Year**” means the calendar year.

**(mm)** “**Points**” means “Points” as such term is defined under the 401(k) Plan.

**(nn)** “**Qualified Military Service**” means service by a Participant or employee in the armed forces of the United States of a character that entitles the Participant or employee to re-employment under the Uniformed Services Employment and Reemployment Rights Act of 1994, but only if the Participant or employee is re-employed during the period following such service in which his right of re-employment is protected by such Act.

**(oo)** “**SEIP**” means the Caterpillar Inc. Supplemental Employees’ Investment Plan, as amended.

**(pp)** “**Separation from Service**” means separation from service as determined in accordance with any regulations, rulings or other guidance issued by the Department of the Treasury pursuant to Section 409A(a)(2)(A)(i) of the Code, as it may be amended or replaced from time to time.

**(qq)** “**Specified Employee**” means a “key employee” as defined in Section 416(i) of the Code without regard to Section 416(i)(5) and determined in accordance with Section 409A(a)(2)(B)(i) of the Code.

(rr) “**Supplemental Deferral Account**” means the bookkeeping account maintained pursuant to the Plan to record amounts deferred under Section 3.3(a).

(ss) “**Supplemental Deferrals**” means the deferrals allocated to a Participant’s Supplemental Deferral Account in accordance with Section 3.3(a).

(tt) “**Supplemental Matching Credit Account**” means the bookkeeping account maintained pursuant to the Plan to record the amounts credited to a Participant in accordance with Section 3.4(a).

(uu) “**Supplemental Matching Credits**” means the matching credits allocated to a Participant’s Supplemental Matching Credit Account in accordance with Section 3.4(a).

(vv) “**STIP**” means the Caterpillar Inc. Short-Term Incentive Plan, as amended or any successor to such plan.

(ww) “**STIP Pay**” means amounts paid to employees of the Company or an Adopting Affiliate pursuant to the terms of STIP and/or ESTIP.

(xx) “**Unforeseeable Emergency**” means a severe financial hardship to the Participant resulting from an illness or accident of the Participant, the Participant’s spouse, or a dependent (as defined in Section 152(a) of the Code) of the Participant, loss of the Participant’s property due to casualty, or other similar extraordinary and unforeseeable circumstances arising as a result of events beyond the control of the Participant. For purposes of the Plan, an “Unforeseeable Emergency” shall not include a Participant’s need to send his or her child to college or a Participant’s desire to purchase a home. Any determination as to whether a Participant has incurred an Unforeseeable Emergency shall be made in the sole discretion of the Plan Administrator in accordance with rules prescribed pursuant to Section 409A of the Code.

(yy) “**Valuation Date**” means each day of the Plan Year on which the New York Stock Exchange is open for trading.

(zz) “**GSCS**” means Caterpillar Logistics Services LLC (f/k/a Caterpillar Logistics Services, Inc.).

(aaa) “**GSCS Participant**” means a Participant who is employed by GSCS upon the closing of the sale of GSCS to an entity that is not an Affiliate.

(bbb) “**GSCS Closing Date**” means the date on which the sale of GSCS to an entity that is not an Affiliate is completed.

**1.2 Construction.** The masculine gender, when appearing in the Plan, shall include the feminine gender (and vice versa), and the singular shall include the plural, unless the Plan clearly states to the contrary. Headings and subheadings are for the purpose of reference only and are not to be considered in the construction of the Plan. If any provision of the Plan is determined to be for any reason invalid or unenforceable, the remaining provisions shall continue in full force and effect. All of the provisions of the Plan shall be construed and enforced according to the laws of

the State of Illinois without regard to conflict of law principles and shall be administered according to the laws of such state, except as otherwise required by ERISA, the Code, or other Federal law.

## **ARTICLE II ELIGIBILITY; ADOPTION BY AFFILIATES**

**2.1 Eligibility and Participation.** An employee shall be eligible to participate in the Plan as of the first day of the month next following the date that he (a) is in salary grade 28 or higher pursuant to the Company's standard salary grades; and (b) is eligible to make elective deferrals to either the 401(k) Retirement Plan or the 401(k) Savings Plan, provided, that, (i) for an employee first promoted to salary grade 28 or higher, clause (a) shall be satisfied after the employee's supervisor has completed all administrative requirements to effect such promotion; and (ii) clause (b) shall not apply if he had already made elective deferrals equal to or in excess of the applicable dollar amount for purposes of Section 402(g) of the Code and (if applicable) catch-up contributions equal to or in excess of the applicable dollar amount for purposes of Sections 402(g) and 414(v)(2)(B) of the Code or he had already received compensation in excess of the applicable dollar limitation under Section 401(a)(17) of the Code, for such calendar year. Notwithstanding the foregoing, if an employee is employed in a division of the Company or by an Affiliate that does not use the Company's standard salary grades, such employee shall be eligible to participate in the Plan if he (1) is in a salary grade that is considered in all respects to be the equivalent of a salary grade 28 or higher pursuant to the Company's standard salary grades; and (2) is eligible to make elective deferrals to either the 401(k) Retirement Plan or the 401(k) Savings Plan, provided, that, clauses (1) and (2) shall be subject to the rules described in clauses (a) and (b) of this Section 2.1. The Plan Administrator shall determine in a uniform and nondiscriminatory manner whether a salary grade is equivalent for this purpose.

**2.2 Discontinuance of Participation.** The Plan Administrator shall discontinue an individual's active participation in the Plan if the individual is no longer in a salary grade of 28 or higher (or the equivalent, as described above), or no longer is eligible to make elective deferrals to either the 401(k) Retirement Plan or the 401(k) Savings Plan (other than by reason of the individual's elective deferrals during a calendar year reaching the applicable dollar limitation under Section 402(g)(1) of the Code or the individual's receiving compensation for the calendar year in excess of the applicable dollar limitation under Section 401(a)(17) of the Code). If an individual's active participation is discontinued, the individual's Deferral Agreements shall be cancelled and the individual will not be entitled to make Deferrals or to receive Matching Credits or Non-Elective Contribution Credits under the Plan. The individual will not be entitled to receive a distribution, however, until the occurrence of another event (*e.g.*, death or Separation from Service) that entitles the Participant to receive a distribution. The Participant's accounts will continue to be adjusted to reflect investment earnings or losses in accordance with Section 5.1 until the accounts are distributed.

**2.3 Resumption of Participation.** With respect to an individual whose participation in the Plan was discontinued and who subsequently meets the eligibility requirements to resume active participation in the Plan, such employee shall (1) be permitted to complete a new Deferral Agreement during the annual election period described in Section 3.1(a) in accordance with procedures established by the Plan Administrator, subject to the applicable restrictions in Sections

3.1 and 3.2, and (2) be entitled to receive Non-Elective Contribution Credits subject to Section 3.5 with respect to NEC Eligible Pay for services to be performed beginning as of the first day of the month next following the date that the individual meets the eligibility requirements to resume active participation in the Plan.

**2.4 Adoption by Affiliates.** An employee of an Affiliate may not become a Participant in the Plan unless the Affiliate has previously adopted the Plan. An Affiliate of the Company may adopt the Plan only with the approval of the Company. By adopting the Plan, the Affiliate shall be deemed to have agreed to assume the obligations and liabilities imposed upon it by the Plan, agreed to comply with all of the other terms and provisions of the Plan, delegated to the Plan Administrator (and the BFC as applicable) the power and responsibility to administer the Plan with respect to the Affiliate's employees, and delegated to the Company the full power to amend or terminate the Plan with respect to the Affiliate's employees. Notwithstanding the foregoing, an Affiliate that has previously adopted the Plan may terminate its participation in the Plan in accordance with such rules and procedures that are promulgated by the Company.

### **ARTICLE III DEFERRALS, MATCHING AND NON-ELECTIVE CONTRIBUTION CREDITS**

#### **3.1 Deferral Agreement.**

(a) **General.** In order to make Supplemental Deferrals and/or Excess Deferrals, a Participant must complete a Deferral Agreement in the form and during the election period prescribed by the Plan Administrator. In the Deferral Agreement, the Participant shall agree to reduce his compensation in exchange for Supplemental Deferrals and/or Excess Deferrals. The Deferral Agreement shall be delivered to the Plan Administrator by the time specified in Section 3.2. At the end of the election period prescribed by the Plan Administrator, an election made by a Participant pursuant to a Deferral Agreement shall be irrevocable with respect to the Plan Year covered by the election.

#### **(b) Initial Deferral Agreement.**

(1) **Deferrals Prior to March 26, 2007.** Except as otherwise provided in paragraph (b)(2) below, a Participant shall not be permitted to make Supplemental Deferrals and/or Excess Deferrals pursuant to this Plan prior to March 26, 2007.

(2) **SEIP and DEIP.** The deferral elections made pursuant to SEIP and DEIP relating to amounts to be deferred in 2007 on and after March 26, 2007 shall apply to the Plan as provided in Section 7.4.

(c) **Revocation.** The Plan Administrator shall terminate a Participant's election to make Supplemental Deferrals and/or Excess Deferrals if the Participant has made a withdrawal due to Unforeseeable Emergency as provided in Section 6.10, but only to the extent that terminating the election would help the Participant to meet the related emergency need; provided that, any such Participant shall be permitted to complete a new Deferral Agreement during the annual election period described in Section 3.1(a), subject to the applicable restrictions in this Section 3.1 and Section

3.2. Similarly, a Participant shall terminate an election to make Supplemental Deferrals and/or Excess Deferrals if such termination is required for the Participant to obtain a hardship distribution from the 401(k) Plan and permitted under Section 409A of the Code; provided that, (1) notwithstanding the foregoing, such termination shall apply only to the Participant's Supplemental Deferrals and/or Excess Deferrals that would have been made during the six-month period following receipt of the hardship distribution, and (2) following such termination, unless the Participant makes a different deferral election during the annual election period described in Section 3.1(a), the Plan Administrator shall automatically reinstate the Participant's deferral election to make Supplemental Deferrals and/or Excess Deferrals in effect immediately prior to receipt of the hardship distribution as soon as administratively practicable after the end of such six-month period.

### **3.2 Timing of Deferral Elections and Automatic Participation.**

(a) **Deferral of Base Pay.** Except as provided in Section 3.2(c), Deferral Agreements that relate to the deferral of Base Pay (including Supplemental Deferrals pursuant to Section 3.3(a) and Excess Deferrals pursuant to Section 3.3(b)) shall be completed by the Participant and delivered to the Plan Administrator prior to the beginning of the Plan Year in which the Base Pay to be deferred is otherwise payable to the Participant. The Deferral Agreement will remain in effect from year-to-year until changed by the Participant in accordance with the preceding sentence. The Plan Administrator, in his discretion, may require an earlier time by which the election to defer Base Pay must be completed. Notwithstanding any provision of the Plan to the contrary, a Deferral Agreement shall also apply to Base Pay paid to a Participant after the Participant's Separation from Service but within a time period identified by the Plan Administrator in its sole discretion and in a uniform and non-discriminatory manner, which time period shall not exceed two and one-half months from the date of the Participant's Separation from Service.

(b) **Deferral of Incentive Compensation.** Deferral Agreements that relate to the deferral of Incentive Compensation shall be completed by the Participant and delivered to the Plan Administrator prior to the date that is six months before the end of the performance period to which the Incentive Compensation relates. The Deferral Agreement will remain in effect with respect to all future Incentive Compensation until changed by the Participant in accordance with the preceding sentence. The Plan Administrator, in his discretion, may require an earlier time by which the election to defer Incentive Compensation must be completed. In addition, the Plan Administrator, in his discretion, may require that Participants make separate elections for one or more different types of Incentive Compensation (*e.g.*, STIP Pay, LTCPP Pay and Lump-Sum Awards). Notwithstanding any provision of the Plan to the contrary, a Deferral Agreement shall also apply to Incentive Compensation paid to a Participant after the Participant's Separation from Service but within a time period identified by the Plan Administrator in its sole discretion and in a uniform and non-discriminatory manner, which time period shall not exceed two and one-half months from the date of the Participant's Separation from Service.

#### **(c) Initial Deferral Election.**

(1) **General.** For the Plan Year in which an eligible employee first becomes eligible to participate in the Plan (but only if the eligible employee has never been eligible to participate in another "account balance plan," other than a separation pay plan, of the Company

or an Affiliate that is aggregated with the Plan under Section 409A of the Code), the Participant may elect to make Supplemental Deferrals and Excess Deferrals by completing and delivering a Deferral Agreement within 28 days commencing with the date the Participant first becomes eligible to participate in the Plan pursuant to Section 2.1. Any such Deferral Agreement shall take effect with respect to compensation for services to be performed beginning as of the first day of the month immediately following the date of any such election.

**(2) Automatic Participation and Default Elections for Certain Eligible Employees.** Any eligible employee described in paragraph (1) of this Section 3.2(c) who does not complete and deliver a Deferral Agreement within 28 days commencing with the date that the employee first becomes eligible to participate in the Plan pursuant to Section 2.1 will become a Participant as of the first day of the next month. Any such Participant will be eligible for Non-Elective Contribution Credits under Section 3.5 but will not make Deferrals under Section 3.3 or receive Matching Credits under Section 3.4 until such Participant makes an election in accordance with Section 3.2(a) or 3.2(b), as applicable. The investment elections and distribution elections of any such Participant shall be determined pursuant to the applicable provisions of Sections 5.2 and Article VI, respectively. The provisions of this Section shall also apply to an employee who becomes eligible to participate in the Plan from September 26, 2010 through December 31, 2010 who fails to complete and deliver a Deferral Agreement within 30 days commencing with the date the employee first becomes eligible under the terms of the Plan in effect immediately prior to January 1, 2011.

**(3) Re-Employment.** The provisions of this paragraph (c) permitting an eligible employee to elect to make Supplemental Deferrals and Excess Deferrals shall not apply to a Participant who: (i) incurs a Separation from Service; (ii) is subsequently re-employed by the Company or an Affiliate; and (iii) at any time during such period of re-employment meets the eligibility requirements for active participation in the Plan pursuant to Section 2.1. However, an eligible employee described in this paragraph (c) will be permitted to, within the applicable period described in this paragraph (c), make a distribution election in accordance with Article VI.

**(d) Deferral Elections Upon Re-Employment.** A Participant who: (1) incurs a Separation from Service; (2) is subsequently re-employed by the Company or an Affiliate; and (3) at any time during such period of re-employment meets the eligibility requirements for active participation in the Plan pursuant to Section 2.1 shall be only permitted to make a deferral election of Base Pay (including Supplemental Deferrals pursuant to Section 3.3(a) and Excess Deferrals pursuant to Section 3.3(b)) or a deferral election of Incentive Compensation during such period of re-employment by completing a Deferral Agreement in accordance with procedures established by the Plan Administrator, subject to the applicable restrictions in Section 3.1 and this Section 3.2.

### **3.3 Deferrals.**

**(a) Supplemental Deferrals.** Any Participant may elect to supplement the deferrals made pursuant to the 401(k) Plan by deferring, pursuant to a Deferral Agreement, the receipt of up to 70% (designated in whole percentages) of the Base Pay and/or up to 70% (designated in whole percentages) of the Incentive Compensation, otherwise payable to the Participant by the

Company or an Adopting Affiliate in any Plan Year. The amount deferred pursuant to this paragraph (a) shall be allocated to the Supplemental Deferral Account maintained for the Participant.

(b) **Excess Deferrals.** Any Participant may elect to defer, pursuant to a Deferral Agreement, the receipt of 6% of the Eligible Pay otherwise payable to him by the Company or an Adopting Affiliate in any Plan Year. A Participant's election to receive Excess Deferrals shall only apply to the Eligible Pay not recognized in 401(k) Plan Compensation during the Plan Year. The amount deferred pursuant to this paragraph (b) shall be allocated to the Excess Deferral Account maintained for the Participant.

**3.4 Matching Credits.** As soon as administratively practicable following the last day of each Plan Year (or more frequently in the sole discretion of the Plan Administrator), the Plan Administrator shall allocate matching credits to the Participant's accounts for that Plan Year as follows:

(a) **Supplemental Matching Credit.** The Supplemental Matching Credit shall be in an amount equal to: (1) 6% times the Maximum Matching Contribution Percentage of Base Pay deferred by the Participant as Supplemental Deferrals and (2) the Maximum Matching Contribution Percentage of the STIP Pay and Lump-Sum Awards deferred by the Participant as Supplemental Deferrals (up to the a maximum deferral of 6% of the Participant's STIP Pay and Lump-Sum Awards for the Plan Year). LTCPP Pay deferred by the Participant as Supplemental Deferrals shall not be considered when determining Supplemental Matching Credits. The amount credited pursuant to this paragraph (a) shall be allocated to the Supplemental Matching Credit Account maintained for the Participant.

(b) **Excess Matching Credit.** The Excess Matching Credit shall be in an amount equal to the Maximum Matching Contribution Percentage of the Participant's Excess Deferrals. The amount credited pursuant to this paragraph (b) shall be allocated to the Excess Matching Credit Account maintained for the Participant.

**3.5 Non-Elective Contribution Credits.**

(a) **Amount and Eligibility Requirements for Non-Elective Contribution Credits.** Effective January 1, 2011, if the Participant is eligible to receive the Company non-elective contributions under the 401(k) Plan (i.e., the 3%/4%/5% non-elective contributions under the 401(k) Plan), then as soon as administratively practicable following the last day of each Plan Year (or more frequently in the sole discretion of the Plan Administrator), the Plan Administrator shall allocate non-elective contribution credits to the Participant's accounts for that Plan Year based on the Participant's Points in an amount equal to the product of the applicable percentage specified below multiplied by the Participant's NEC Eligible Pay:

<u>Points</u>	<u>Applicable Percentage</u>
44 or less	3%
45 to 64	4%
65 or more	5%

A Participant shall only receive a Non-Elective Contribution Credit for a Plan Year if: (a) such Participant is employed by the Company or an Affiliate on the last day of the plan year for which the Company non-elective contributions are made under the 401(k) Plan and (2) such Participant is credited with a “Year of Benefit Service” (as such term is defined under the 401(k) Plan) during the Plan Year.

**(b) Non-Elective Contribution Credits Upon Re-Employment.** A Participant who: (1) incurs a Separation from Service; (2) is subsequently re-employed by the Company or an Affiliate; and (3) at any time during such period of re-employment meets the eligibility requirements for active participation in the Plan pursuant to Section 2.1 shall be entitled to receive Non-Elective Contribution Credits with respect to NEC Eligible Pay for services to be performed beginning as of the first day of the month next following the date that the individual meets the eligibility requirements to resume active participation in the Plan. Notwithstanding any provision of the Plan, each GSCS Participant who is entitled to receive Company non-elective contributions under the 401(k) Plan for the Plan Year in which the GSCS Closing Date occurs shall receive a Non-Elective Contribution Credit based on (a) the NEC Eligible Pay earned by such GSCS Participant prior to the GSCS Closing Date during the Plan Year in which the GSCS Closing Date occurs, and (b) such GSCS Participant’s Points determined as of the GSCS Closing Date.

**3.6 Certain Deferrals and Matching Credits.** Supplemental Deferrals, Excess Deferrals, Supplemental Matching Credits and Excess Matching Credits allocated to Participants for the 2005, 2006 and 2007 Plan Years prior to the Spin-Off described in Article VII shall have been made initially to SEIP and DEIP but shall be transferred to this Plan and become subject hereto by virtue of such Spin-Off. For periods beginning on and after such Spin-Off, Supplemental Deferrals, Excess Deferrals, Supplemental Matching Credits and Excess Matching Credits shall be made pursuant to the terms of this Article III.

**3.7 Allocation Among Affiliates.** Each Adopting Affiliate may be required to bear the costs and expenses of providing benefits accrued by Participants that are currently or were previously employees of such Adopting Affiliate. Such costs and expenses will be allocated among the Adopting Affiliates in accordance with (a) agreements entered into between the Company and any Adopting Affiliate, or (b) in the absence of such an agreement, reasonable procedures adopted by the Company.

**3.8 Deferrals Attributable to Qualified Military Service.** An employee who was, or was eligible to become, a Participant immediately before commencing Qualified Military Service



and who is re-employed following such Qualified Military Service shall, upon his returning from Qualified Military Service, have the right to elect additional Supplemental Deferrals and/or Excess Deferrals (“Additional Deferrals”) in accordance with Section 3.1, over a period of time equal to the lesser of (a) three times the length of his Qualified Military Service, or (b) five years. Such Participant shall also be entitled to receive Supplemental Matching Credits and/or Excess Matching Credits (“Additional Credits”) attributable to such Additional Deferrals, in accordance with Section 3.4, in the amount he would have received had such Additional Deferrals been made during his period of Qualified Military Service. All such Additional Deferrals and Additional Credits shall be deemed to have been received during the period of Qualified Military Service for purposes of applying all limitations under this Plan, but shall otherwise be subject to the terms of the Plan, including but not limited to the provisions of Section 3.1, Section 3.2, Section 3.3, and Section 3.4. For purposes of this Section 3.8, a Participant shall be deemed to have received Base Pay and Incentive Compensation during his period of Qualified Military Service based on the rate of Base Pay and Incentive Compensation he would have received had he been an employee during such period or, if such rate cannot be determined with reasonable accuracy, based on his average Base Pay and Incentive Compensation received during the 12-month period (or his entire period of employment, if shorter) immediately prior to the period of military service. The provisions of this Section 3.8 shall be interpreted and applied in accordance with Section 414(u) of the Code.

**3.9 Additional Deferral Election Period in 2010.** In anticipation of the changes to the Plan effective January 1, 2011, an additional deferral election period, as permitted by Sections 3.1 and 3.2 and as described in this Section 3.9, shall be held.

**(a) Election Period.** The election period described in this Section 3.9 shall begin on October 26, 2010 and end on November 30, 2010, unless extended to a later date by the Plan Administrator in a uniform and non-discriminatory manner. In no event, however, shall such special election period extend beyond December 31, 2010.

**(b) Application of Election Period.** The deferral election period described in this Section 3.9 applies to: (1) all Participants and (2) those eligible employees as of September 25, 2010 who are not yet Participants and, who as a result, have never (i) made Supplemental Deferrals or Excess Deferrals under the Plan and, thus, have never submitted Distribution Election Forms hereunder or (ii) otherwise participated in another “account balance plan” other than a separation pay plan, of the Company or an Affiliate that is aggregated with the Plan under Section 409A of the Code.

**(c) Default Provisions.** If an individual identified in clause (2) of paragraph (b) above fails to make a deferral election during the special election period, the applicable provisions of Section 3.2(c)(2) shall apply.

## ARTICLE VI VESTING

**4.1 Vesting of Non-Elective Contribution Account.** Subject to Section 10.1, amounts credited to or allocable to a Participant’s Non-Elective Contribution Account shall become fully

vested and the rights and interests therein shall not be forfeitable to the same extent that the Participant is vested in his or her Company non-elective contributions, if any, under the 401(k) Plan. To the extent any amounts are forfeited pursuant to this Section 4.1, such amounts shall be subject to restoration to the Participant's Non-Elective Contribution Account in a similar manner to which Company non-elective contributions forfeited under the 401(k) Plan are subject to restoration. Notwithstanding the foregoing provisions of this Section 4.1, amounts credited to or allocable to a GSCS Participant's Non-Elective Contribution Account shall be fully vested at all times from and after the GSCS Closing Date and, from and after the GSCS Closing Date, the GSCS Participant's rights and interests therein shall not be forfeitable.

**4.2 Vesting of All Other Accounts.** Subject to Section 10.1, amounts credited to or allocable to a Participant's Supplemental Deferral Account, Excess Deferral Account, Supplemental Matching Credit Account, and Excess Matching Credit Account shall be fully vested at all times and the rights and interests therein shall not be forfeitable

## **ARTICLE V INVESTMENT OF ACCOUNTS**

**5.1 Adjustment of Accounts.** Except as otherwise provided elsewhere in the Plan, as of each Valuation Date, each Participant's accounts will be adjusted to reflect credits under Article III and the positive or negative rate of return on the Investment Funds selected by the Participant pursuant to Section 5.2(b). The rate of return will be determined by the Plan Administrator pursuant to Section 5.2(f) and will be credited or charged in accordance with policies applied uniformly to all Participants.

### **5.2 Investment Direction.**

**(a) Investment Funds.** Each Participant may direct the notional investment of amounts credited to his Plan accounts in one or more of the Investment Funds. The Investment Funds shall, at all times, be notional funds that track the returns of the investment funds selected by the BFC for purposes of the 401(k) Retirement Plan and made available to 401(k) Retirement Plan participants. In addition, the Investment Funds shall, at all times, include a Company Stock Fund as described in Section 5.3. Neither the Company, each Adopting Affiliate, the Plan Administrator, the BFC, nor any other party shall have any responsibility, duty of care (whether express or implied) or liability to any Participant in regards to designation of the Investment Funds as set forth in Section 5.2(a).

### **(b) Participant Directions.**

**(1) General.** Each Participant may direct that all of the amounts attributable to his accounts be invested in a single Investment Fund or may direct that whole percentage increments of his accounts be invested in such fund or funds as he shall desire in accordance with such procedures as may be established by the Plan Administrator. Unless the Plan Administrator prescribes otherwise, such procedures generally shall mirror the procedures established under the 401(k) Retirement Plan for participant investment direction.

(2) **Spin-Off from SEIP and DEIP.** Each Participant who became a Participant in the Plan as a result of the Spin-Off described in Article VII or by reason of Section 3.1(b)(2) shall be conclusively deemed to have directed the Plan Administrator to invest all of the amounts attributable to his accounts in the same manner as the Participant's accounts were invested in SEIP and/or DEIP as of the effective date of the Spin-Off and, in the absence of an affirmative direction by the Spin-Off Participant regarding future deferrals pursuant to paragraph (b)(1) above, such Participant shall be conclusively deemed to have directed the Plan Administrator to invest such deferrals in the same manner as the Participant's deferrals were directed to be invested in SEIP and/or DEIP as of the effective date of the Spin-Off. If a Participant participated in both SEIP and DEIP as of the effective date of the Spin-Off and his investment elections for future deferrals were different among plans, the Participant shall be conclusively deemed to have directed the Plan Administrator to invest future deferrals in the same manner as the Participant's deferral elections pursuant to DEIP. The Participant may change his directions at any time in accordance with the provisions of the Plan.

(c) **Changes and Intra-Fund Transfers.** Participant investment directions may be changed, and amounts may be transferred from one Investment Fund to another, in accordance with the procedures established by the Plan Administrator. The designation will remain in effect until changed by the timely submission of a new designation by the Participant.

(d) **Default Selection.** In the absence of a designation by the Participant, such Participant will be deemed to have directed the notional investment of his accounts in the Investment Fund that tracks the return of the 401(k) Retirement Plan investment fund that is designated by the BFC as the "default" investment fund for purposes of the 401(k) Retirement Plan.

(e) **Impact of Election.** The Participant's selection of Investment Funds shall serve only as a measurement of the value of the Participant's Accounts pursuant to Section 5.1 and this Section 5.2. None of the Company, the BFC, or the Plan Administrator are required to actually invest a Participant's accounts in accordance with the Participant's selections.

(f) **Investment Performance.** Accounts shall be adjusted on each Valuation Date to reflect investment gains and losses as if the accounts were invested in the Investment Funds selected by the Participants in accordance with this Section 5.2 and charged with any and all reasonable expenses as provided in paragraph (g) below. The earnings and losses determined by the Plan Administrator in good faith and in his discretion pursuant to this Section shall be binding and conclusive on the Participant, the Participant's beneficiary and all parties claiming through them.

(g) **Charges.** The Plan Administrator may (but is not required to) charge Participants' accounts for the reasonable expenses of administration including, but not limited to, carrying out and/or accounting for investment instructions directly related to such accounts.

(h) **Investment of Matching Credits.** Supplemental Matching Credits and Excess Matching Credits allocated to a Participant's Supplemental Matching Credit Account and/or Excess Matching Credit Account during the period beginning on June 1, 2009 and ending on October 14, 2010 were notionally invested in the Company Stock Fund. A Participant may diversify

the Supplemental Matching Credits and/or Excess Matching Credits that were notionally invested in the Company Stock Fund as described in this Section 5.2(h) by directing the notional investment of the value of such matching credits to any other Investment Fund as permitted by Section 5.2(b) (1). If a Participant fails to diversify the value of the Supplemental Matching Credits and/or Excess Matching Credits notionally invested in the Company Stock Fund as described in this Section 5.2 (h), he shall be deemed to have directed the notional investment of such matching credits in the Company Stock Fund.

### **5.3 Special Company Stock Fund Provisions.**

(a) **General.** A Participant's interest in the Company Stock Fund shall be expressed in whole and fractional notional units of the Company Stock Fund. The Company Stock Fund shall track an investment in Company Stock in the same manner as the 401(k) Retirement Plan's company stock fund. Accordingly, the value of the unit in the Plan's Company Stock Fund shall be the same as the value of a unit in the 401(k) plan's company stock fund. Notwithstanding the foregoing, if and to the extent that a company stock fund is no longer maintained under the 401 (k) Retirement Plan, the Plan Administrator shall establish such rules and procedures as are necessary to maintain the Company Stock Fund hereunder.

(b) **Investment Directions.** A Participant's ability to direct investments into or out of the Company Stock Fund shall be subject to such procedures as the Plan Administrator may prescribe from time to time to assure compliance with Rule 16b-3 promulgated under Section 16 (b) of the Securities Exchange Act of 1934, as amended, and other applicable requirements. Such procedures also may limit or restrict a Participant's ability to make (or modify previously made) deferral and distribution elections pursuant to Articles III and VI, respectively. In furtherance, and not in limitation, of the foregoing, to the extent a Participant acquires any interest in an equity security under the Plan for purposes of Section 16(b), the Participant shall not dispose of that interest within six months, unless specifically exempted by Section 16(b) or any rules or regulations promulgated thereunder.

(c) **Compliance with Securities Laws.** Any election by a Participant to hypothetically invest any amount in the Company Stock Fund, and any elections to transfer amounts from or to the Company Stock Fund to or from any other Investment Fund, shall be subject to all applicable securities law requirements, including but not limited to the last sentence of paragraph (b) above and Rule 16b-3 promulgated by the Securities Exchange Commission. To the extent that any election violates any securities law requirement or the Company's stock trading policies and procedures, the election shall be void.

(d) **Compliance with Company Trading Policies and Procedures.** Any election by a Participant to hypothetically invest any amount in the Company Stock Fund, and any elections to transfer amounts from or to the Company Stock Fund to or from any other Investment Fund, shall be subject to all Company Stock trading policies promulgated by the Company. To the extent that any election violates any such trading policy or procedures, the election shall be void.

**5.4 Application to Beneficiaries.** Following the death of a Participant, the term "Participant" in this Article V shall refer to the Participant's beneficiary described in Section 6.9.

## ARTICLE VI DISTRIBUTIONS

**6.1 Limitation on Right to Receive Distribution.** A Participant shall not be entitled to receive a distribution prior to the first to occur of the following events:

- (a) The Participant's Separation from Service, or in the case of a Participant who is a Specified Employee, the date which is six months after the Participant's Separation from Service;
- (b) The date the Participant becomes Disabled;
- (c) The Participant's death;
- (d) A specified time (or pursuant to a fixed schedule) specified at the date of deferral of compensation;
- (e) An Unforeseeable Emergency; or
- (f) To the extent provided by the Secretary of the Treasury, a change in the ownership or effective control of the Company or an Adopting Affiliate or in the ownership of a substantial portion of the assets of the Company or an Adopting Affiliate.

This Section 6.1 restates the restrictions on distributions set forth in Section 409A of the Code and is intended to impose restrictions on distributions pursuant to the Plan accordingly. This Section 6.1 does not describe the instances in which distributions actually will be made. Rather, distributions will be made only if and when permitted both by this Section 6.1 and another provision of the Plan.

**6.2 General Right to Receive Distribution.** Following a Participant's termination of employment or death, the Participant's Plan accounts will be distributed to the Participant in the manner and at the time provided in Sections 6.4 and 6.5 or Section 6.9, as applicable. A transfer of a Participant from the Company or any Affiliate to any other Affiliate or the Company shall not be deemed to be a termination of employment for purposes of this Section 6.2.

**6.3 Amount of Distribution.** The amount distributed to a Participant shall be based on the vested amounts credited to the Participant's accounts as of the Valuation Date immediately preceding the date of the distribution. Amounts shall be valued at the fair market value on the relevant Valuation Date determined pursuant to uniform and non-discriminatory rules established by the Plan Administrator.

**6.4 Form of Distribution.** Accounts shall be distributed in cash in a single lump-sum payment or in quarterly, semi-annual or annual installments. Distributions shall be subject to such uniform rules and procedures as may be adopted by the Plan Administrator from time to time, consistent with Section 409A of the Code. The form of payment shall be selected by the Participant in the initial Distribution Election Form (which may be contained in and be a part of a Deferral Agreement) submitted by the Participant to the Plan Administrator on entry into the Plan. A Participant may change his election by filing a new Distribution Election Form with the Plan

Administrator in accordance with Section 6.6. If a revised Distribution Election Form is not honored because it was not timely filed, distributions shall be made in the form specified in the most recent valid Distribution Election Form filed by the Participant. If no valid Distribution Election Form exists, the Participant's accounts will be distributed in a single lump-sum.

**6.5 Timing of Distribution.** Except as provided in the next sentence, funds will be distributed within an administratively reasonable period of time following the six-month anniversary of the Participant's Separation from Service. Notwithstanding the foregoing, a Participant may elect to further defer the distribution of his accounts by filing a Distribution Election with the Plan Administrator in accordance with Section 6.6. If a revised Distribution Election Form is not honored because it was not timely filed, distributions shall be made pursuant to the most recent valid Distribution Election Form filed by the Participant. If no valid Distribution Election Form exists, the Participant's accounts will be distributed in accordance with the first sentence of this Section 6.5. If a Participant's Separation from Service is caused by his death, or a Participant dies after Separation from Service, then funds will be distributed as described in Section 6.9.

**6.6 Changes in Time and Form of Distribution.** A new Distribution Election Form that delays the time of a payment elected by a Participant or the form of payment selected by a Participant may be filed with the Plan Administrator at any time, will be subject to such uniform rules and procedures as may be adopted by the Plan Administrator from time to time, and only will be honored in accordance with the following:

- (a) The new form will not take effect until at least 12 months after the date on which the new form is filed with the Plan Administrator; and
- (b) The election may not be made less than 12 months prior to the date the payment is scheduled to be made, is commenced or otherwise would be made; and
- (c) The first payment with respect to which the election is made must be deferred for a period of not less than five years from the date such payment would otherwise be made.

The provisions of this Section 6.6 are intended to comply with Section 409A(a)(4)(C) of the Code and shall be interpreted in a manner consistent with the requirements of such section and any regulations, rulings or other guidance issued pursuant thereto.

**6.7 Special Election Period for 2007.** Pursuant to the transitional guidance issued by the Internal Revenue Service and the Department of Treasury in Section 3.02 of IRS Notice 2006-79, Participants may make distribution elections in regards to their Plan accounts in accordance with this Section 6.7.

(a) **Election Period.** The election period described in this Section 6.7 shall begin on April 1, 2007 and end on May 7, 2007 unless extended to a later date by the Plan Administrator in a uniform and non-discriminatory manner, in his sole discretion. In no event, however, shall such special election period extend beyond December 31, 2007.

(b) **Application of Election Period.** The special election period described in this Section 6.7 shall apply to Participants as provided in this paragraph (b).

(1) **Participants to Whom Election Period Applies.** The special election period shall only apply to the following Participants:

(i) **Active Participants.** Individuals who are Participants in the Plan by reason of the Spin-Off described in Article VII or by reason of Section 3.1(b)(2) and who, as of the first day of the special election period, have not incurred a Separation of Service, have not died and are not Disabled;

(ii) **Separated Participants.** Individuals who are Participants in the Plan by reason of the Spin-Off described in Article VII and who, as of the first day of the special election period, have incurred a Separation from Service and distributions pursuant to the Plan have not yet commenced; and

(iii) **Beneficiaries.** Beneficiaries described in Section 6.9 of Participants who, as of the first day of the special election period had deceased if, as of such date, distributions pursuant to the Plan have not yet commenced with respect to the Participant.

(2) **Participants to Whom Election Period Does Not Apply.** The special election period shall not apply to the following Participants:

(i) **Participants in Pay Status.** Individuals who are Participants in the Plan by reason of the Spin-Off described in Article VII and who, as of the first day of the special election period, are receiving distributions pursuant to the Plan;

(ii) **Other Participants.** Any other Participants not described in paragraphs (b)(1) and (b)(2)(i) of this Section 6.7; and

(iii) **Beneficiaries.** Any beneficiary not described in paragraph (b)(1)(iii) of this Section 6.7.

(c) **Default Provisions.** If a Participant to whom the special election period applies fails to make a distribution election during the special election period the following rules shall apply:

(1) **Active Participants.** If a Participant identified in paragraph (b)(1)(i) above fails to make an election during the special election period, the default provisions of Section 6.4 and Section 6.5 shall apply (subject to the Participant's ability to change his distribution elections pursuant to Section 6.6).

(2) **Separated Participants and Beneficiaries.** If a Participant identified in paragraph (b)(1)(ii) above or a beneficiary described in paragraph (b)(1)(iii) above fails to affirmatively make an election during the special election period, such individual shall be deemed to have made an election pursuant to the Plan that is identical to the distribution elections made

pursuant to SEIP and/or DEIP in good faith compliance with Section 409A of the Code (subject to the individual's ability to change his distribution elections pursuant to Section 6.6).

(d) **April 1, 2007 Commencements.** Notwithstanding anything in this Section 6.7 to the contrary, the special election period shall not apply to a Participant or beneficiary described in Section 6.9 who had previously made an election (and, therefore, for whom a default election is not in effect) pursuant to SEIP and/or DEIP whereby a lump-sum distribution or installment payments are scheduled to commence as of April 1, 2007. In the case of these Participants and beneficiaries, such lump sum distribution or installment payments shall commence as of April 1, 2007 as previously elected (i.e., in accordance with the distribution elections made pursuant to SEIP and/or DEIP in good faith compliance with Section 409A of the Code).

**6.8 Default Provisions for Certain Participants Relating to 2010 Election Period.** If an individual identified in clause (2) of Section 3.9(b) fails to complete an initial Distribution Election Form during the election period described Section 3.9, the default provisions of Section 6.4 and Section 6.5 shall apply to such individual's Plan accounts (subject to the ability to change distribution elections pursuant to Section 6.6).

**6.9 Payment Upon Death.**

(a) **Beneficiary Designation.** If a Participant should die before receiving a full distribution of his Plan accounts, distribution shall be made to the beneficiary designated by the Participant, in accordance with such uniform rules and procedures as may be adopted by the Plan Administrator from time to time. If a Participant has not designated a beneficiary, or if no designated beneficiary is living on the date of distribution, then the Participant's beneficiary shall be that person or persons entitled to receive distributions of the Participant's accounts under the 401(k) Plan.

(b) **Timing and Form of Payment to Beneficiary.**

(1) **Payments Commenced at Time of Death.** If, at the time of the Participant's death, installment payments of the Participant's accounts have commenced pursuant to this Article VI, such payments shall continue to the Participant's beneficiary in the same time and the same form as if the Participant has remained alive until the last installment payment was scheduled to be made. Notwithstanding the foregoing, a beneficiary may take a withdrawal upon an Unforeseeable Emergency pursuant to Section 6.10, applying the provisions of such Section by substituting the term "beneficiary" for "Participant."

(2) **Payments Not Commenced at Time of Death.** If, at the time of the Participant's death, payments of the Participant's accounts has not commenced pursuant to this Article VI, the distributions made pursuant to this Section 6.9 shall be made to the Participant's beneficiary in accordance with the then current and valid distribution election made by the Participant (or, in the absence of such a distribution election, in accordance with the "default" provisions of Section 6.4). If the distribution election applicable to the Participant provided for payment to commence within an administratively reasonable period of time following the six-month anniversary of the Participant's Separation from Service, this six-month anniversary shall be disregarded in the even of the Participant's death, and payments shall commence within an



administratively reasonable period of time following the Participant's death. Notwithstanding the foregoing, a beneficiary may take a withdrawal upon an Unforeseeable Emergency pursuant to Section 6.10 or change the timing and form of payment pursuant to Section 6.6 applying the provisions of such Sections by substituting the term "beneficiary" for "Participant" as the context requires, thereunder.

**6.10 Payment Upon Unforeseeable Emergency.**

(a) **General.** Notwithstanding any provision of the Plan to the contrary, if a Participant incurs an Unforeseeable Emergency, the Participant may elect to make a withdrawal from the Participant's account (even after distribution of the Participants accounts has commenced pursuant to Section 6.2. A withdrawal on account of Unforeseeable Emergency may be made if, as determined under regulations of the Secretary of the Treasury, the amounts withdrawn with respect to an emergency do not exceed the amounts necessary to satisfy such emergency plus amounts necessary to pay taxes reasonably anticipated as a result of the withdrawal, after taking into account the extent to which such hardship is or may be relieved: (1) through reimbursement or compensation by insurance or otherwise; (2) by liquidation of the Participant's assets, to the extent the liquidation of such assets would not itself cause severe financial hardship; or (3) by cessation of deferrals under the Plan.

(b) **Information Required.** A Participant who wishes to receive a distribution pursuant to this Section 6.10 shall apply for such distribution to the Plan Administrator and shall provide information to the Plan Administrator reasonably necessary to permit the Plan Administrator to determine whether an Unforeseeable Emergency exists and the amount of the distribution reasonably needed to satisfy the emergency need.

**6.11 Payment Upon Re-Employment.** This Section 6.11 shall apply to an individual who incurs a Separation from Service (if, at the time of such Separation from Service, such individual is a Participant), who is subsequently re-employed by the Company or an Affiliate and with respect to whom all amounts allocated to such Participant's accounts have not been paid out at the time of re-employment. Distributions of the amounts allocated to such Participant's accounts with respect to the Participant's participation before such re-employment shall be made in accordance with the distribution elections in effect immediately prior to such re-employment without regard to any subsequent Separation from Service, subject to the other provisions of this Article VI. If, pursuant to Section 3.2(d) or Section 3.5(b), a Participant elects to make Deferrals or is eligible to receive Non-Elective Contribution Credits following such re-employment, such post re-employment Deferrals and Non-Elective Contribution Credits shall be subject to their own distribution elections made in accordance with Section 3.2(c)(3) and this Article VI.

**6.12 Withholding.** All distributions will be subject to all applicable tax and withholding requirements.

**6.13 Ban on Acceleration of Benefits.** Neither the time nor the schedule of any payment under the Plan may be accelerated except as permitted in regulations or other guidance issued by the Internal Revenue Service or the Department of the Treasury and as incorporated herein.

## ARTICLE VII SPIN-OFF FROM SEIP AND DEIP

**7.1 General.** In response to the enactment of Section 409A of the Code and pursuant to transitional guidance issued by the Internal Revenue Service and the Department of Treasury, deferrals and matching credits under SEIP and DEIP have been frozen and all amounts deferred and vested in those plans prior to January 1, 2005 have been “grandfathered” and thus are not subject to the requirements of Section 409A. The deferrals and matching credits made pursuant to SEIP and DEIP from January 1, 2005 through March 25, 2007, (and the earnings/losses thereon) were spun-off to the Plan as provided in this Article VII.

**7.2 Amounts Spun-Off.** All amounts credited to participant accounts in SEIP and DEIP on or after January 1, 2005 through March 25, 2007 and not fully distributed on or before April 1, 2007 were spun-off and allocated to Plan accounts, and were invested, as provided in Section 7.3. The amounts deferred prior to January 1, 2005 were determined in accordance with Q&A- 17 of IRS Notice 2005-1, proposed and final regulations, and any other applicable guidance issued by the Internal Revenue Service or the Department of Treasury.

**7.3 Allocation and Investment of SEIP and DEIP Amounts.** Amounts spun-off from SEIP and DEIP are allocated to accounts under the Plan in accordance with this Section 7.3.

(a) **SEIP.** Amounts deferred by participants under SEIP are allocated to the Participant’s Excess Deferral Account in the Plan. Matching credits made by the Company under SEIP are allocated to the Participant’s Excess Matching Credit Account in the Plan.

(b) **DEIP.** Amounts deferred by participants under DEIP are allocated to the Participant’s Supplemental Deferral Account in the Plan. Matching credits made by the Company under DEIP are allocated to the Participant’s Supplemental Matching Credit Account in the Plan.

(c) **Investments.** The amounts spun-off to the Plan in accordance with Section 7.2 are invested in accordance with Section 5.2(b)(2).

**7.4 Deferral Elections.** Deferral elections made by participants in DEIP and SEIP for amounts deferred in 2007 on and after March 26, 2007 shall apply to the Plan as provided in this Section 7.4.

(a) **SEIP.** Elections to defer Eligible Pay in 2007 under SEIP are considered Excess Deferral elections pursuant to the Plan, provided such elections otherwise comply with Section 409A of the Code and any transitional guidance issued by the Internal Revenue Service or the Department of Treasury.

(b) **DEIP.** Elections to defer Base Pay in 2007 and elections to defer Incentive Compensation paid in 2007 for any performance periods ending between July 1, 2006 and December 31, 2006 under DEIP are considered Supplemental Deferral elections pursuant to the Plan, provided

such elections otherwise comply with Section 409A of the Code and any transitional guidance issued by the Internal Revenue Service or the Department of Treasury.

(c) **Investments.** The amounts deferred in accordance with this Section 7.4 are invested in accordance with Section 5.2(b)(2).

#### **7.5 Distribution Elections.**

(a) **Participants in Pay Status.** The distribution elections made pursuant to SEIP and/or DEIP in good faith compliance with Section 409A by the Participants identified in Section 6.7(b)(2)(i) shall continue to apply.

(b) **Other Participants.** All other individuals whom become Participants by virtue of the Spin-Off described in this Article VII shall make elections regarding the timing and form of distributions in accordance with Section 6.7.

**7.6 Effective Date of Spin-Off.** The Spin-Off described in this Article VII shall be effective as of 11:59:59 P.M. on March 25, 2007.

### **ARTICLE VIII ADMINISTRATION OF THE PLAN**

**8.1 General Powers and Duties.** The following list of powers and duties is not intended to be exhaustive, and the Plan Administrator shall, in addition, exercise such other powers and perform such other duties as he may deem advisable in the administration of the Plan, unless such powers or duties are expressly assigned to another pursuant to the provisions of the Plan.

(a) **General.** The Plan Administrator shall perform the duties and exercise the powers and discretion given to him in the Plan document and by applicable law and his decisions and actions shall be final and conclusive as to all persons affected thereby. The Company and the Adopting Affiliates shall furnish the Plan Administrator with all data and information that the Plan Administrator may reasonably require in order to perform his functions. The Plan Administrator may rely without question upon any such data or information.

(b) **Disputes.** Any and all disputes that may arise involving Participants or beneficiaries shall be referred to the Plan Administrator and his decision shall be final. Furthermore, if any question arises as to the meaning, interpretation or application of any provisions of the Plan, the decision of the Plan Administrator shall be final.

(c) **Agents.** The Plan Administrator may engage agents, including recordkeepers, to assist him and he may engage legal counsel who may be counsel for the Company. The Plan Administrator shall not be responsible for any action taken or omitted to be taken on the advice of such counsel, including written opinions or certificates of any agent, counsel, actuary or physician.

(d) **Insurance.** At the Director's request, the Company shall purchase liability insurance to cover the Director in his activities as the Plan Administrator.

(e) **Allocations.** The Plan Administrator is given specific authority to allocate responsibilities to others and to revoke such allocations. When the Plan Administrator has allocated authority pursuant to this paragraph, the Plan Administrator is not to be liable for the acts or omissions of the party to whom such responsibility has been allocated.

(f) **Records.** The Plan Administrator shall supervise the establishment and maintenance of records by its agents, the Company and each Adopting Affiliate containing all relevant data pertaining to any person affected hereby and his or her rights under the Plan.

(g) **Interpretations.** The Plan Administrator, in his sole discretion, shall interpret and construe the provisions of the Plan (and any underlying documents or policies).

(h) **Electronic Administration.** The Plan Administrator shall have the authority to employ alternative means (including, but not limited to, electronic, internet, intranet, voice response or telephonic) by which Participants may submit elections, directions and forms required for participation in, and the administration of, the Plan. If the Plan Administrator chooses to use these alternative means, any elections, directions or forms submitted in accordance with the rules and procedures promulgated by the Plan Administrator will be deemed to satisfy any provision of the Plan calling for the submission of a written election, direction or form.

(i) **Accounts.** The Plan Administrator shall combine the various accounts of a Participant if he deems such action appropriate. Furthermore, the Plan Administrator shall divide a Participant's accounts into sub-accounts if he deems such action appropriate.

(j) **Delegation.** The Plan Administrator may delegate his authority hereunder, in whole or in part, in his sole and absolute discretion.

**8.2 Claims Procedures.** Benefit claims under the Plan shall be resolved in accordance with Code Section 409A and uniform and nondiscriminatory procedures adopted by the Plan Administrator in accordance with Section 503 of ERISA.

## **ARTICLE IX AMENDMENT**

**9.1 Amendment.** The Company reserves the right at any time to amend, modify or suspend any or all of the provisions of this Plan, in whole or in part, at any time as designated by a written instrument duly adopted on behalf of the Company.

**9.2 Effect of Amendment.** Any amendment of the Plan shall not directly or indirectly reduce the balance of any Plan account as of the effective date of such amendment.

**9.3 Termination.** The Company expressly reserves the right to terminate the Plan.

(a) **General.** In the event of termination, the Company shall specify whether termination will change the time at which distributions are made; provided that any acceleration of a distribution is consistent with Section 409A of the Code. In the absence of such specification, the timing of distributions shall be unaffected by termination.

(b) **GSCS Termination.** Pursuant to the Company's authority to terminate the Plan, the Plan is irrevocably terminated with respect to all GSCS Participants upon the GSCS Closing Date and no GSCS Participant shall accrue any benefits under the Plan for any purpose after the GSCS Closing Date. Pursuant to termination of the Plan with respect to GSCS Participants pursuant to this Section 9.3, the balance in each GSCS Participant's account under the Plan shall be distributed to the GSCS Participant in a single lump-sum payment as soon as practicable after the GSCS Closing Date, but in no event later than December 31 next following the GSCS Closing Date. For purposes of the preceding sentence, the balance in each GSCS Participant's account shall be determined as of the Valuation Date occurring coincident with or next preceding the date of distribution. Termination of the Plan with respect to GSCS Participants will change the time at which distributions are made to GSCS Participants. Payments to GSCS Participants pursuant to this Section 9.3(b) are intended to comply with section 409A of the Code and applicable guidance issued thereunder.

## **ARTICLE X GENERAL PROVISIONS**

**10.1 Participant's Rights Unsecured.** The Plan at all times shall be entirely unfunded and no provision shall at any time be made with respect to segregating any assets of the Company for payment of any distributions hereunder. The right of a Participant or his or her designated beneficiary to receive a distribution hereunder shall be an unsecured claim against the general assets of the Company, and neither the Participant nor a designated beneficiary shall have any rights in or against any specific assets of the Company. All amounts credited to a Participant's accounts hereunder shall constitute general assets of the Company and may be disposed of by the Company at such time and for such purposes as it may deem appropriate. Nothing in this Section shall preclude the Company from establishing a "Rabbi Trust," but the assets in the Rabbi Trust must be available to pay the claims of the Company's general creditors in the event of the Company's insolvency.

**10.2 No Guaranty of Benefits.** Nothing contained in the Plan shall constitute a guaranty by the Company or any other person or entity that the assets of the Company will be sufficient to pay any benefit hereunder.

**10.3 No Enlargement of Employee Rights.** No Participant shall have any right to receive a distribution from the Plan except in accordance with the terms of the Plan. Participation in the Plan shall not be construed to give any Participant the right to be retained in the service of the Company or an Adopting Affiliate.

**10.4 Section 409A Compliance.** The Company intends that the Plan meet the requirements of Section 409A of the Code and the guidance issued thereunder. The Plan shall be administered, construed and interpreted in a manner consistent with that intention.

**10.5 Spendthrift Provision.** No interest of any person or entity in, or right to receive a distribution under, the Plan shall be subject in any manner to sale, transfer, assignment, pledge, attachment, garnishment, or other alienation or encumbrance of any kind; nor shall any such interest or right to receive a distribution be taken, either voluntarily or involuntarily, for the satisfaction of the debts of, or other obligations or claims against, such person or entity, including claims in bankruptcy proceedings. This Section shall not preclude arrangements for the withholding of taxes from deferrals, credits, or benefit payments, arrangements for the recovery of benefit overpayments, arrangements for the transfer of benefit rights to another plan, or arrangements for direct deposit of benefit payments to an account in a bank, savings and loan association or credit union (provided that such arrangement is not part of an arrangement constituting an assignment or alienation).

**10.6 Domestic Relations Orders.** Notwithstanding any provision of the Plan to the contrary, and to the extent permitted by law, a Participant's accounts may be assigned or alienated pursuant to a "Domestic Relations Order" (as such term is defined in Section 414(p)(1)(B) of the Code), subject to such uniform rules and procedures as may be adopted by the Plan Administrator from time to time. Any amount subject to a Domestic Relations Order shall be distributed as soon as practicable.

**10.7 Incapacity of Recipient.** If the Plan Administrator is served with a court order holding that a person entitled to a distribution under the Plan is incapable of personally receiving and giving a valid receipt for such distribution, the Plan Administrator shall postpone payment until such time as a claim therefore shall have been made by a duly appointed guardian or other legal representative of such person. The Plan Administrator is under no obligation to inquire or investigate as to the competency of any person entitled to a distribution. Any payment to an appointed guardian or other legal representative under this Section shall be a payment for the account of the incapacitated person and a complete discharge of any liability of the Company and the Plan therefor.

**10.8 Successors.** The Plan shall be binding upon the successors and assigns of the Company and upon the heirs, beneficiaries and personal representatives of the individuals who become Participants hereunder.

**10.9 Limitations on Liability.** Notwithstanding any of the preceding provisions of the Plan, neither the Plan Administrator, the Director, or the Company, nor any individual acting as the Plan Administrator's, the Director's, or the Company's employee, agent, or representative shall be liable to any Participant, former Participant, beneficiary or other person for any claim, loss, liability or expense incurred in connection with the Plan.

**10.10 Conflicts.** If any person holds a position under the Plan through which he or she is charged with making a decision about the administration of his or her own (or any immediate family member's) Plan participation, including, without limitation, decisions regarding eligibility, or account valuation, or the administration of his or her Plan investments, then such person shall be recused and the decision shall be made by the Plan Administrator. If a decision is required regarding

the administration of the Plan Administrator's Plan participation, including without limitation, decisions regarding eligibility, or account valuation, or the administration of his or her Plan investments, such decision shall be made by the Company's Vice President, Human Services Division. Nothing in this Section 10.10 shall be construed to limit a Participant's or the Plan Administrator's ability to make decisions or elections with regard to his or her participation in the Plan in the same manner as other Participants.

**10.11 Overpayments.** If it is determined that a distribution under the Plan should not have been paid or should have been paid in a lesser amount, written notice thereof shall be given to the recipient of such distribution (or his legal representative) and he shall repay the amount of overpayment to the Company. If he fails to repay such amount of overpayment promptly, the Company shall arrange to recover for the Plan the amount of the overpayment by making an appropriate deduction or deductions from any future benefit payment or payments payable to that person (or his survivor or beneficiary) under the Plan or from any other benefit plan of the Company.

**10.12 Special Rules for Participants With Same-Sex Domestic Partners.**

(a) **Generally.** Effective January 1, 2013, except as specified under this Section 10.12 or as prohibited by applicable law, to the extent the Plan provides for any benefit, right, feature, restriction, or obligation relating to, or upon, a Participant's "spouse", "beneficiary", "survivor", or "family member" (or any individual having a similar relationship to the Participant), the Plan Administrator shall also apply such benefit, right, feature, restriction, or obligation to a Participant's "same-sex domestic partner" (as defined in (b) below) in a uniform and non-discriminatory manner that is similar to how an opposite-gender spouse would be treated under the Plan.

(b) **Definition of "Same-Sex Domestic Partner"**. For purposes of this Section 10.12, the term "same-sex domestic partner" means the sole, same-sex person who is in a civil union, domestic partnership, or legal relationship similar thereto, with the Participant as recognized under the laws of the federal government or a state government of the United States of America, including its territories and possessions and the District of Columbia (or, with respect to any other country, legally recognized by the equivalent government(s) thereof). The Plan shall continue to treat such relationship as a same-sex domestic partnership, regardless of whether the Participant and his same-sex domestic partner remain in the jurisdiction where the relationship was legally entered into. In the event more than one person meets this definition for a given Participant, then the "same-sex domestic partner" shall be the person who first met the criteria in this definition. Notwithstanding anything herein to the contrary, if a Participant has a spouse recognized for purposes of federal law, no person will qualify as the Participant's same-sex domestic partner unless such Participant's marriage to such spouse is first lawfully dissolved. Except with respect to determining the length of time the same-sex domestic partner has satisfied the definition of same-sex domestic partner under the Plan, a Participant shall be considered to have a same-sex domestic partner only with respect to periods beginning on or after January 1, 2013, regardless of when such same-sex partnership was created.

(c) **Exceptions.**

(1) **Determination of Unforeseeable Emergency.** Only a spouse recognized for purposes of federal law shall be considered a “spouse” for purposes of applying the definition of “Unforeseeable Emergency” in Section 1.1(xx).

(2) **Domestic Relations Orders.** Only a spouse recognized for purposes of federal law or another “alternate payee” (as defined under Section 414(p) of the Code) may enforce a domestic relations order against the Plan or a Participant’s interests hereunder pursuant to Section 10.6.

**10.13 Determination of “spouse”.** Effective September 16, 2013, or as otherwise required under Internal Revenue Service guidance, the term “spouse” means the person who is the Participant’s spouse for federal tax purposes pursuant to applicable Internal Revenue Service guidance.



**SOLAR TURBINES INCORPORATED  
MANAGERIAL RETIREMENT  
OBJECTIVE PLAN**

**(Restated as of December 17, 2013)**

**Solar Turbines Incorporated**  
**Managerial Retirement Objective Plan**  
**(Restated as of December 17, 2013)**

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**SOLAR TURBINES INCORPORATED  
MANAGERIAL RETIREMENT OBJECTIVE PLAN**

**PREAMBLE**

Effective May 14, 1981, Solar Turbines Incorporated (the “Company”) established the Solar Turbines Incorporated Managerial (and Professional) Retirement Objective Plan for the benefit of a select group of management or highly compensated employees of the Company. By a document dated April 7, 2008, the Company formally adopted the Solar Turbines Incorporated Managerial Retirement Objective Plan (the “Plan”) as a continuation of such plan, effective as of January 1, 2005 to comply with the requirements of Section 409A of the Code and other applicable law. The Plan has been subsequently amended on three occasions by separate documents dated July 16, 2009, November 4, 2010, and December 13, 2012. Pursuant to its amendment authority with respect to the Plan, Caterpillar Inc. hereby adopts this restatement of the Plan as of December 17, 2013.

**ARTICLE I  
DEFINITIONS**

**1.1 General.** When a word or phrase appears in the Plan with the initial letter capitalized, and the word or phrase does not begin a sentence, the word or phrase shall generally be a term defined in this Article I. The following words and phrases used in the Plan with the initial letter capitalized shall have the meanings set forth in this Article I, unless a clearly different meaning is required by the context in which the word or phrase is used or the word or phrase is defined for a limited purpose elsewhere in the Plan document:

(a) **“409A Effective Date”** means January 1, 2005.

(b) **“Adopting Affiliate”** means any Affiliate that has been authorized by the Company to adopt the Plan and which has adopted the Plan in accordance with Section 2.5. All Affiliates that adopted the Plan on or before the Effective Date and that had not terminated such adoption shall continue to be Adopting Affiliates of the Plan.

(c) **“Affiliate”** means a parent business that controls, or a subsidiary business that is controlled by, the Company.

(d) **“Beneficiary”** means, with respect to a Participant, the person or persons entitled to receive distributions of the Participant’s death benefits under SRP.

(e) **“Benefit Determination Date”** means the following:

(1) **On or After 409A Effective Date But Prior to January 1, 2009.** On or after the 409A Effective Date but prior to January 1, 2009, a Participant’s Benefit Determination Date shall be the date as of which the Participant has elected to commence benefits under SRP.

(2) **On or After January 1, 2009.** On or after January 1, 2009, a Participant’s Benefit Determination Date shall be the date determined under (i) or (ii) below:

(i) With respect to (x) a Participant's PEP Benefit (as defined in Section 3.2(b)) or (z) a Participant's Traditional Benefit (as defined in Section 3.2(a)) where the Participant satisfies the requirements under Section 5.2(d)(1)(i) or (ii) as of the Participant's Separation from Service, the Participant's Benefit Determination Date shall be the first day of the month following the Participant's Separation from Service.

(ii) With respect to a Participant's Traditional Benefit (as defined in Section 3.2(a)) where the Participant does not satisfy the requirements under Section 5.2(d)(1)(i) or (ii) as of the Participant's Separation from Service, the Participant's Benefit Determination Date shall be the first day of the month following the date that the Participant first satisfies the requirements under Section 5.2(d)(1)(i) or (ii).

(f) **"Benefit Payment Date"** means the date as of which the Participant's benefit amounts under the Plan shall be payable, as determined in accordance with Section 5.2(d).

(g) **"Board"** means the Board of Directors of the Company, or any authorized committee of the Board.

(h) **"Caterpillar STIP Award"** means a cash award paid pursuant to the Caterpillar Inc. Short-Term Incentive Plan for Management, Salaried, and Non-Bargained Hourly Employees or the Caterpillar Inc. Executive Short-Term Incentive Plan or any successor to such plans.

(i) **"Code"** means the Internal Revenue Code of 1986, as amended from time to time, and any regulations promulgated thereunder.

(j) **"Company"** means Solar Turbines Incorporated, and, to the extent provided in Section 8.8 below, any successor corporation or other entity resulting from a merger or consolidation into or with the Company or a transfer or sale of substantially all of the assets of the Company.

(k) **"Disability"** or **"Disabled"** means that a Participant is determined to be totally disabled by the United States Social Security Administration.

(l) **"Effective Date"** means January 1, 2013.

(m) **"ERISA"** means the Employee Retirement Income Security Act of 1974, as amended from time to time, and any regulations promulgated thereunder.

(n) **"MIP Award"** means a cash award paid pursuant to the Solar Turbines Incorporated Management Incentive Plan, as it may be amended from time to time.

(o) **"Participant"** means an employee of the Company or any Adopting Affiliate who satisfies the eligibility requirements for participation in the Plan.

(p) **"Plan"** means the Solar Turbines Incorporated Managerial Retirement Objective Plan, as set forth herein and as it may be amended from time to time.

(q) **“Plan Administrator”** means the Company.

(r) **“Plan Year”** means the calendar year.

(s) **“Separation from Service”** means separation from service as determined in accordance with any regulations, rulings or other guidance issued by the Department of the Treasury pursuant to Section 409A(a)(2)(A)(i) of the Code, as it may be amended or replaced from time to time.

(t) **“Specified Employee”** means a “key employee” as defined in Section 416(i) of the Code without regard to Section 416(i)(5) and determined in accordance with Section 409A(a)(2)(B)(i) of the Code.

(u) **“SRP”** means the Solar Turbines Incorporated Retirement Plan, as it may be amended from time to time.

(v) **“Unforeseeable Emergency”** means a severe financial hardship to the Participant resulting from an illness or accident of the Participant, the Participant’s spouse, or a “dependent” (as defined in Section 152(a) of the Code) of the Participant, loss of the Participant’s property due to casualty, or other similar extraordinary and unforeseeable circumstances arising as a result of events beyond the control of the Participant. For purposes of the Plan, an “Unforeseeable Emergency” shall not include a Participant’s need to send his or her child to college or a Participant’s desire to purchase a home. Any determination as to whether a Participant has incurred an Unforeseeable Emergency shall be made in the sole discretion of the Plan Administrator in accordance with rules prescribed pursuant to Section 409A of the Code.

**1.2 Construction.** The masculine gender, when appearing in the Plan, shall include the feminine gender (and vice versa), and the singular shall include the plural, unless the Plan clearly states to the contrary. Headings and subheadings are for the purpose of reference only and are not to be considered in the construction of the Plan. If any provision of the Plan is determined to be for any reason invalid or unenforceable, the remaining provisions shall continue in full force and effect. All of the provisions of the Plan shall be construed and enforced according to the laws of the State of Illinois without regard to conflict of law principles and shall be administered according to the laws of such state, except as otherwise required by ERISA, the Code, or other Federal law.

## **ARTICLE II ELIGIBILITY; ADOPTION BY AFFILIATES**

**2.1 Eligible Employees.** The purpose of the Plan is to provide supplemental retirement benefits to a select group of management or highly compensated employees. This group of employees is sometimes referred to as a “top hat group.” The Plan constitutes an unfunded supplemental retirement plan and is fully exempt from Parts 2, 3, and 4 of Title I of ERISA. The Plan shall be governed and construed in accordance with Title I of ERISA.

**2.2 Existing Participants.** Each individual who was a Participant in the Plan as of the date of execution of this plan document shall continue as such, subject to the provisions hereof.

**2.3 New Participants.** An employee shall participate in the Plan if he (a) is in salary grade fifty-three (53) or higher pursuant to the Company's standard salary grades; (b) is a participant in SRP; (c) has received a MIP Award; and (d) has been notified by the Plan Administrator of the employee's eligibility to participate in the Plan.

**2.4 Discontinuance of Participation.** As a general rule, once an individual is a Participant, he will continue as such for all future Plan Years until his retirement or other termination of employment; provided that no payments will be made by the Plan to any Participant who terminates his or her employment with the Company prior to satisfying the requirements under Section 5.2(d)(1)(i) or (ii). In addition, prior to retirement or other termination of employment, the Plan Administrator shall discontinue an individual's participation in the Plan if the Plan Administrator concludes, in the exercise of its discretion, that the individual is no longer properly included in the top hat group. If an individual's participation is discontinued, the individual will no longer be eligible to accrue a benefit under the Plan. The individual will not be entitled to receive a distribution, however, until the occurrence of another event (e.g., death or Separation from Service) that entitles the individual to receive a distribution.

**2.5 Adoption by Affiliates.** An employee of an Affiliate may not become a Participant in the Plan unless the Affiliate has previously adopted the Plan. An Affiliate of the Company may adopt the Plan only with the approval of the Company. By adopting the Plan, the Affiliate shall be deemed to have agreed to assume the obligations and liabilities imposed upon it by the Plan, agreed to comply with all of the other terms and provisions of the Plan, delegated to the Plan Administrator the power and responsibility to administer the Plan with respect to the Affiliate's employees, and delegated to the Company the full power to amend or terminate the Plan with respect to the Affiliate's employees. Notwithstanding the foregoing, an Affiliate that has previously adopted the Plan may terminate its participation in the Plan in accordance with such rules and procedures that are promulgated by the Company.

### **ARTICLE III DETERMINATION OF BENEFIT**

**3.1 General.** Benefit amounts payable under the Plan shall be determined pursuant to Section 3.2 and, if applicable, adjusted pursuant to Section 3.4. Such determinations shall be made by reference to (a) the benefit amounts that would be payable to the Participant under SRP if MIP Awards were taken into account in determining the Participant's benefits thereunder and without regard to the applicable limitations under Sections 401(a)(17) and 415 of the Code and (b) the monthly benefit amounts actually payable to the Participant under the terms of SRP. In no event, however, will any benefit amounts determined pursuant to Section 3.2 include any actuarial increases if the Participant's termination of employment or death occurs on or after the later of (a) the Participant's attainment of age 65 or (b) the Participant's fifth anniversary of the date he or she commenced participation under SRP, even if the Participant's benefit amounts payable under SRP would be determined by including such actuarial increases. Notwithstanding the foregoing, Participants shall not receive any additional benefit accruals pursuant to Article III for any period on or after January 1, 2020.

**3.2 Amount of Benefit Payable to Participant.** The monthly benefit payable to the Participant by the Plan shall be equal to the sum of the Participant's "Traditional Benefit" and "PEP Benefit" amounts (both as defined below), if any, determined under subsections (a) and (b) below as of the Participant's Benefit Determination Date:

(a) **"Traditional Benefit"**. Any benefit payable to the Participant by the Plan under the "traditional benefit" provisions under Part C of SRP, as it may be amended from time to time, shall be determined as follows:

(1) **Step One.** The Plan Administrator shall determine the benefit that would be payable to the Participant pursuant to SRP if MIP Awards were taken into account for the plan years used in determining the Participant's final average salary in accordance with the terms of Part C of SRP and without regard to the applicable limitations under Sections 401(a)(17) and 415 of the Code.

(2) **Step Two.** The Plan Administrator shall determine the benefit that would be payable to the Participant pursuant to SRP by determining the Participant's final average salary in accordance with the terms of Part C of SRP and subject to the applicable limitations under Sections 401(a)(17) and 415 of the Code.

(3) **Step Three.** The amount determined pursuant to paragraph (2) above shall be subtracted from the amount determined pursuant to paragraph (1) above to determine the benefit payable to the Participant pursuant to this Section 3.2(a) of the Plan (herein referred to as a Participant's "Traditional Benefit").

(b) **"PEP Benefit"**. Any benefit payable by the Plan to the Participant under the "pension equity formula" provisions under Part E of SRP, as it may be amended from time to time, shall be determined as follows:

(1) **Step One.** The Plan Administrator shall determine the single sum amount that would be payable to the Participant pursuant to SRP if MIP Awards were taken into account for the plan years used in determining the Participant's final average salary in accordance with the terms of Part E of SRP and without regard to the applicable limitations under Sections 401(a)(17) and 415 of the Code.

(2) **Step Two.** The Plan Administrator shall determine the single sum amount that is payable to the Participant pursuant to SRP by determining the Participant's final average salary in accordance with the terms of Part E of SRP and subject to the applicable limitations under Sections 401(a)(17) and 415 of the Code.

(3) **Step Three.** The amount determined pursuant to paragraph (2) above shall be subtracted from the amount determined pursuant to paragraph (1) above to determine the single sum amount payable to the Participant pursuant to this Section 3.2(b) of the Plan (herein referred to as a Participant's "PEP Benefit").



(c) **Timing of MIP Awards.** For purposes of Section 3.2(a)(1) and Section 3.2(b)(1) above, not more than three MIP Awards paid during any thirty-six consecutive month period shall be considered for such period when determining the benefit that would be payable to the Participant pursuant to SRP if MIP Awards were taken into account. The Plan Administrator shall adopt uniform and nondiscriminatory procedures for determining which MIP Award(s) will be disregarded if more than three MIP Awards are paid in a thirty-six consecutive month period.

(d) **Caterpillar Transfers.** Notwithstanding anything herein to the contrary, with respect to a Participant who at any time during his participation in the Plan is transferred to Caterpillar Inc. or one of its affiliates in an equivalent salary grade or higher, as determined by the Plan Administrator in its sole discretion, any Caterpillar STIP Award paid to such Participant shall be treated as a MIP Award for determining the monthly benefit payable pursuant to Section 3.2 and for any other applicable provision of the Plan.

**3.3 Survivor Benefits.** In the event a Participant dies after becoming vested under the Plan pursuant to Section 4.1 but prior to commencing his benefits under the Plan pursuant to Article V, a survivor benefit shall be payable as follows:

(a) **Traditional Benefit.** With respect to a Participant's Traditional Benefit, if any, determined under Section 3.2(a) (and, if applicable, adjusted under Section 3.4), the Participant's surviving spouse, if any, shall be entitled to a monthly survivor benefit payable during the spouse's lifetime and terminating with the payment for the month in which such spouse's death occurs. The monthly benefit payable to the surviving spouse shall be the portion of the amount determined under Section 3.2(a) (and, if applicable, adjusted under Section 3.4) as of the Participant's Benefit Determination Date that the surviving spouse would have been entitled to receive under this Plan if the Participant had separated from service on the date of his death, commenced benefits in accordance with Article V in the form of a 60% (55% in the case of a Participant in benefit class code B) joint and survivor annuity (as determined in accordance with the applicable assumptions in effect under SRP), and then died immediately thereafter. A surviving spouse who was not married to the deceased Participant for at least one year at the date of death shall not be eligible for the monthly survivor benefit pursuant to this Section 3.3.

(b) **PEP Benefit.** With respect to a Participant's PEP Benefit, if any, determined under Section 3.2(b), such benefit shall be paid to the Participant's Beneficiary in a single sum amount as soon as administratively feasible after the Benefit Determination Date.

**3.4 Early Retirement Reductions.** Any benefits determined pursuant to this Article III shall be subject to the same reductions for early retirement as applicable under SRP.

**3.5 Future Adjustments.** Any benefit amounts payable under this Plan may be adjusted to take into account future amendments to SRP and increases in retirement income that are granted under SRP due to cost-of-living increases. In no event, however, will any benefit amounts payable under this Plan be adjusted for actuarial increases if the Participant's Benefit Payment Date occurs on or after the later of (a) the Participant's attainment of age 65 or (b) the Participant's fifth anniversary of the date he or she commenced participation under SRP, even if the Participant's benefit amounts payable under SRP would be adjusted for such actuarial increases. Any benefit

amounts payable under this Plan shall be adjusted to take into account future factors and adjustments made by the Secretary of the Treasury (in regulations or otherwise) to the limitations under Sections 401(a)(17) and 415 of the Code.

#### **ARTICLE IV VESTING**

**4.1 Vesting.** Subject to Section 8.1, each Participant shall be vested in his or her benefit, if any, that becomes payable under Article V of the Plan to the same extent that the Participant is vested in his or her benefit accrued under SRP.

#### **ARTICLE V PAYMENT OF BENEFIT**

**5.1 Payments on or After 409A Effective Date But Prior to January 1, 2009.** In accordance with the transitional guidance issued by the Internal Revenue Service and the Department of Treasury in Section 3 of IRS Notice 2007-86, any payment of benefits to a Participant or his Beneficiary commencing on or after the 409A Effective Date but prior to January 1, 2009 shall be made pursuant to the Participant's applicable payment election or the applicable pre-retirement survivor provisions under SRP.

**5.2 Payments on or After January 1, 2009.** Any payment of benefits to a Participant commencing on or after January 1, 2009 shall be determined in accordance with this Section 5.2.

**(a) Limitation on Right to Receive Distribution.** A Participant shall not be entitled to receive a distribution prior to the first to occur of the following events:

- (1) The Participant's Separation from Service, or in the case of a Participant who is a Specified Employee, the date which is six months after the Participant's Separation from Service;
- (2) The date the Participant becomes Disabled;
- (3) The Participant's death;
- (4) A specified time (or pursuant to a fixed schedule) specified at the date of deferral of compensation;
- (5) An Unforeseeable Emergency; or
- (6) To the extent provided by the Secretary of the Treasury, a change in the ownership or effective control of the Company or an Adopting Affiliate or in the ownership of a substantial portion of the assets of the Company or an Adopting Affiliate.

This Section 5.2(a) restates the restrictions on distributions set forth in Section 409A of the Code and is intended to impose restrictions on distributions pursuant to the Plan accordingly. This Section 5.2(a) does not describe the instances in which distributions will be made. Rather,

distributions will be made only if and when permitted both by this Section 5.2(a) and another provision of the Plan.

(b) **General Right to Receive Distribution.** Following a Participant's termination of employment or death, the Participant's benefit amounts will be paid to the Participant in the manner and at the time provided in Sections 5.2(c) and 5.2(d), as applicable. A transfer of a Participant from the Company or any Affiliate to any other Affiliate or the Company shall not be deemed to be a termination of employment for purposes of this Section 5.2(b).

(c) **Form of Payment.**

(1) **Traditional Benefit.** Any monthly benefit payable to a Participant under Section 3.2(a) (and, if applicable, adjusted under Section 3.4) shall be paid in the form of annuity payments as follows:

(i) **Unmarried Participants.** The benefits of an unmarried Participant shall be paid in the form of a single life annuity for the Participant's life. No payments shall be made after the Participant dies. Notwithstanding the foregoing, in accordance with uniform rules and procedures as may be adopted by the Plan Administrator from time to time, an unmarried Participant may elect, in lieu of a single life annuity, to have his or her benefits paid in any actuarially equivalent form of annuity permitted under SRP.

(ii) **Married Participants.** Subject to Section 3.3, the benefits of a married Participant shall be paid in the form of a joint and survivor annuity in a monthly benefit for the Participant's life and then, if the Participant's spouse is still alive, a benefit equal to 60% (55% in the case of a Participant in benefit class code B) of the Participant's monthly benefit is paid to the spouse for the remainder of his or her life (as determined in accordance with the applicable assumptions in effect under SRP). If the Participant's spouse is not alive when the Participant dies, no further payments shall be made. Notwithstanding the foregoing, in accordance with uniform rules and procedures as may be adopted by the Plan Administrator from time to time, a married Participant may, with the written consent of the Participant's spouse, elect to waive the joint and survivor annuity of this subparagraph (ii) and instead elect a single life annuity or any actuarially equivalent form of annuity permitted under SRP.

In addition, if the Participant's Benefit Payment Date, as described in clauses (i) or (ii) of Section 5.2(d)(1), is delayed pursuant to the last sentence of Section 5.2(d)(1), then any monthly benefit amounts that would have been paid if not for such last sentence will be credited with interest at five percent (5%) per annum through the Participant's Benefit Payment Date. Such delayed monthly benefit amounts and interest shall be paid in a single sum amount as soon as administratively feasible after such Benefit Payment Date.

(2) **PEP Benefit.** Any benefit payable to a Participant determined under Section 3.2(b) shall be paid in a single sum amount. In addition, if the Participant's Benefit Payment Date, as described in Section 5.2(d)(2), is delayed pursuant to the first sentence of Section 5.2(d)(2), then any single sum amount that would have been paid if not for such first sentence will be credited with interest at five percent (5%) per annum through the Participant's Benefit Payment

Date. Such interest shall be paid in a single sum amount as soon as administratively feasible after such Benefit Payment Date.

**(d) Timing of Payment.**

(1) **Traditional Benefit.** Except as provided below, any benefit determined under Section 3.2(a) (and, if applicable, adjusted under Section 3.4) that becomes payable to the Participant following Separation from Service shall commence on the first day of the month following the earliest of the following:

(i) the Participant's attainment of age 65 or, if later, the Participant's fifth anniversary of the date he or she commenced participation under SRP; or

(ii) the Participant's attainment of age 55 after completing at least 10 years of credited service.

For purposes of (ii) above, the Plan Administrator shall determine the Participant's "years of credited service" by reference to the applicable terms under SRP.

Notwithstanding the foregoing provisions of this Section 5.2(d)(1), in no event shall any benefit payable to a Participant under Section 3.2(a) (and, if applicable, adjusted under Section 3.4) commence earlier than the first day of the month coincident with or next following a date that is at least six months after the Participant's Separation from Service, except in the event of the Participant's death, in which case any benefit payable to the Participant's Beneficiary shall commence as of the applicable date specified in Section 3.3(a).

For avoidance of doubt, and notwithstanding any provision of the Plan to the contrary, no payments will be made by the Plan to any Participant who terminates his or her employment with the Company prior to satisfying the requirements under subparagraphs (i) or (ii) above.

(2) **PEP Benefit.** Subject to the last paragraph of Section 5.2(d)(1), any benefit determined under Section 3.2(b) that becomes payable to the Participant following Separation from Service shall be paid on the first day of the month that is at least six months after the Participant's Separation from Service. Notwithstanding the foregoing, in the event of the Participant's death, any benefit payable to the Participant's Beneficiary will be paid as soon as administratively feasible after the date of the Participant's death.

**5.3 Withholding.** All distributions will be subject to all applicable tax and withholding requirements.

**5.4 Ban on Acceleration of Benefits.** Neither the time nor the schedule of any payment under the Plan may be accelerated except as permitted in regulations or other guidance issued by the Internal Revenue Service or the Department of the Treasury and as incorporated herein.

**ARTICLE VI**

## ADMINISTRATION OF THE PLAN

**6.1 General Powers and Duties.** The following list of powers and duties is not intended to be exhaustive, and the Plan Administrator shall, in addition, exercise such other powers and perform such other duties as he may deem advisable in the administration of the Plan, unless such powers or duties are expressly assigned to another pursuant to the provisions of the Plan.

(a) **General.** The Plan Administrator shall perform the duties and exercise the powers and discretion given to it in the Plan document and by applicable law and its decisions and actions shall be final and conclusive as to all persons affected thereby. The Company and the Adopting Affiliates shall furnish the Plan Administrator with all data and information that it may reasonably require in order to perform its functions. The Plan Administrator may rely without question upon any such data or information.

(b) **Disputes.** Any and all disputes that may arise involving Participants or beneficiaries shall be referred to the Plan Administrator and its decision shall be final. Furthermore, if any question arises as to the meaning, interpretation or application of any provisions of the Plan, the decision of the Plan Administrator shall be final.

(c) **Agents.** The Plan Administrator may engage agents, including recordkeepers, to assist it and it may engage legal counsel who may be counsel for the Company. The Plan Administrator shall not be responsible for any action taken or omitted to be taken on the advice of such counsel, including written opinions or certificates of any agent, counsel, actuary or physician.

(d) **Insurance.** The Company may purchase liability insurance to cover its activities as the Plan Administrator.

(e) **Allocations.** The Plan Administrator is given specific authority to allocate responsibilities to others and to revoke such allocations. When the Plan Administrator has allocated authority pursuant to this paragraph, the Plan Administrator is not to be liable for the acts or omissions of the party to whom such responsibility has been allocated.

(f) **Records.** The Plan Administrator shall supervise the establishment and maintenance of records by its agents, the Company and each Adopting Affiliate containing all relevant data pertaining to any person affected hereby and his or her rights under the Plan.

(g) **Interpretations.** The Plan Administrator, in its sole discretion, shall interpret and construe the provisions of the Plan (and any underlying documents or policies).

(h) **Electronic Administration.** The Plan Administrator shall have the authority to employ alternative means (including, but not limited to, electronic, internet, intranet, voice response or telephonic) by which Participants may submit elections, directions and forms required for participation in, and the administration of, the Plan. If the Plan Administrator chooses to use these alternative means, any elections, directions or forms submitted in accordance with the rules

and procedures promulgated by the Plan Administrator will be deemed to satisfy any provision of the Plan calling for the submission of a written election, direction or form.

(i) **Delegation.** The Plan Administrator may delegate its authority hereunder, in whole or in part, in its sole and absolute discretion.

**6.2 Claims Procedures.** Benefit claims under the Plan shall be resolved in accordance with Code Section 409A and uniform and nondiscriminatory procedures adopted by the Plan Administrator in accordance with Section 503 of ERISA.

## **ARTICLE VII AMENDMENT**

**7.1 Amendment.** Subject to the provisions of this Article VII, the Company and the Company's parent, Caterpillar Inc., each may amend the Plan at any time as designated by a written instrument duly adopted on behalf of the Company or Caterpillar Inc., as applicable.

**7.2 Effect of Amendment.** Any amendment of the Plan shall not directly or indirectly reduce the benefits previously accrued by the Participant.

**7.3 Termination.** The Company and the Company's parent, Caterpillar Inc., each expressly reserve the right to terminate the Plan. In the event of termination, the Company or Caterpillar Inc., as applicable, shall specify whether termination will change the time at which distributions are made; provided that any acceleration of a distribution is consistent with Section 409A of the Code. In the absence of such specification, the timing of distributions shall be unaffected by termination.

## **ARTICLE VIII GENERAL PROVISIONS**

**8.1 Participant's Rights Unsecured.** The Plan at all times shall be entirely unfunded and no provision shall at any time be made with respect to segregating any assets of the Company for payment of any distributions hereunder. The right of a Participant or his or her Beneficiary to receive benefits hereunder shall be an unsecured claim against the general assets of the Company, and neither the Participant nor his Beneficiary shall have any rights in or against any specific assets of the Company. All amounts accrued by Participants hereunder shall constitute general assets of the Company and may be disposed of by the Company at such time and for such purposes as it may deem appropriate. Nothing in this Section shall preclude the Company from establishing a "Rabbi Trust," but the assets in the Rabbi Trust must be available to pay the claims of the Company's general creditors in the event of the Company's insolvency.

**8.2 No Guaranty of Benefits.** Nothing contained in the Plan shall constitute a guaranty by the Company or any other person or entity that the assets of the Company will be sufficient to pay any benefit hereunder.

**8.3 No Enlargement of Employee Rights.** No Participant shall have any right to receive a distribution from the Plan except in accordance with the terms of the Plan. Participation in the Plan shall not be construed to give any Participant the right to be retained in the service of the Company or an Adopting Affiliate.

**8.4 Section 409A Compliance.** The Company intends that the Plan meet the requirements of Section 409A of the Code and the guidance issued thereunder. The Plan shall be administered, construed and interpreted in a manner consistent with that intention.

**8.5 Spendthrift Provision.** No interest of any person or entity in, or right to receive a distribution under, the Plan shall be subject in any manner to sale, transfer, assignment, pledge, attachment, garnishment, or other alienation or encumbrance of any kind; nor shall any such interest or right to receive a distribution be taken, either voluntarily or involuntarily, for the satisfaction of the debts of, or other obligations or claims against, such person or entity, including claims in bankruptcy proceedings. This Section shall not preclude arrangements for the withholding of taxes from deferrals, credits, or benefit payments, arrangements for the recovery of benefit overpayments, arrangements for the transfer of benefit rights to another plan, or arrangements for direct deposit of benefit payments to an account in a bank, savings and loan association or credit union (provided that such arrangement is not part of an arrangement constituting an assignment or alienation).

**8.6 Domestic Relations Orders.** Notwithstanding any provision of the Plan to the contrary, and to the extent permitted by law, the amounts payable pursuant to the Plan may be assigned or alienated pursuant to a “Domestic Relations Order” (as such term is defined in Section 414(p)(1)(B) of the Code), subject to such uniform rules and procedures as may be adopted by the Plan Administrator from time to time.

**8.7 Incapacity of Recipient.** If the Plan Administrator is served with a court order holding that a person entitled to a distribution under the Plan is incapable of personally receiving and giving a valid receipt for such distribution, the Plan Administrator shall postpone payment until such time as a claim therefore shall have been made by a duly appointed guardian or other legal representative of such person. The Plan Administrator is under no obligation to inquire or investigate as to the competency of any person entitled to a distribution. Any payment to an appointed guardian or other legal representative under this Section shall be a payment for the account of the incapacitated person and a complete discharge of any liability of the Company and the Plan therefor.

**8.8 Successors.** The Plan shall be binding upon the successors and assigns of the Company and upon the heirs, beneficiaries and personal representatives of the individuals who become Participants hereunder.

**8.9 Limitations on Liability.** Notwithstanding any of the preceding provisions of the Plan, neither the Plan Administrator, the Company, nor any individual acting as the Plan Administrator’s, or the Company’s employee, agent, or representative shall be liable to any Participant, former Participant, Beneficiary or other person for any claim, loss, liability or expense incurred in connection with the Plan.

**8.10 Overpayments.** If it is determined that the benefits under the Plan should not have been paid or should have been paid in a lesser amount, written notice thereof shall be given to the recipient of such benefits (or his legal representative) and he shall repay the amount of overpayment to the Company. If he fails to repay such amount of overpayment promptly, the Company shall arrange to recover for the Plan the amount of the overpayment by making an appropriate deduction or deductions from any future benefit payment or payments payable to that person (or his survivor or beneficiary) under the Plan or from any other benefit plan of the Company.

**8.11 Plan Freeze.** As a result of the freeze of SRP, benefit accruals will be frozen under the Plan. This Section 8.11 provides clarification regarding the freeze of the Plan. Effective January 1, 2020, benefit accruals under the Plan shall cease for all Participants. No Participants shall accrue any benefits under the Plan for any period of employment on or after January 1, 2020. For avoidance of doubt, a Participant shall continue to receive credited service for any period of employment on or after such date for purposes of determining his or her vesting under Section 4.1 and his or her eligibility to commence benefits under Section 5.2(d).

**8.12 Special Rules for Participants With Same-Sex Domestic Partners.**

**(a) Generally.** Except as specified under this Section 8.12 or as prohibited by applicable law, to the extent the Plan provides for any benefit, right, feature, restriction, or obligation relating to, or upon, a Participant's "spouse", "Beneficiary", "survivor", or "surviving spouse" (or any individual having a similar relationship to the Participant), the Plan Administrator shall also apply such benefit, right, feature, restriction, or obligation to a Participant's "same-sex domestic partner" (as defined in (b) below) in a uniform and non-discriminatory manner that is similar to how an opposite-gender spouse would be treated under the Plan.

**(b) Definition of "Same-Sex Domestic Partner"**. For purposes of this Section 8.12, the term "same-sex domestic partner" means the sole, same-sex person who is in a civil union, domestic partnership, or legal relationship similar thereto, with the Participant as recognized under the laws of the federal government or a state government of the United States of America, including its territories and possessions and the District of Columbia (or, with respect to any other country, legally recognized by the equivalent government(s) thereof). The Plan shall continue to treat such relationship as a same-sex domestic partnership, regardless of whether the Participant and his same-sex domestic partner remain in the jurisdiction where the relationship was legally entered into. In the event more than one person meets this definition for a given Participant, then the "same-sex domestic partner" shall be the person who first met the criteria in this definition. Notwithstanding anything herein to the contrary, if a Participant has a spouse recognized for purposes of federal law, no person will qualify as the Participant's same-sex domestic partner unless such Participant's marriage to such spouse is first lawfully dissolved. Except with respect to determining the length of time the same-sex domestic partner has satisfied the definition of same-sex domestic partner under the Plan, a Participant shall be considered to have a same-sex domestic partner only with respect to periods beginning on or after January 1, 2013, regardless of when such same-sex partnership was created.

**(c) Exceptions.**



(1) **Determination of Status as a “married Participant”**. For purposes of Section 5.2(c)(1), a Participant shall be considered a “married Participant” only if the Participant has a spouse recognized for purposes of federal law. For avoidance of doubt, a “Participant” with a same-sex domestic partner is considered to be an “unmarried Participant” and is not required to obtain the same-sex domestic partner’s consent for the election of any form of payment provided under the Plan, and the normal form of benefit for purposes of Section 5.2(c)(1) for any such Participant shall be a single life annuity for the Participant’s life.

(2) **Determination of Unforeseeable Emergency**. Only a spouse recognized for purposes of federal law shall be considered a “spouse” for purposes of applying the definition of “Unforeseeable Emergency” in Section 1.1(v).

(3) **Domestic Relations Orders**. Only a spouse recognized for purposes of federal law or another “alternate payee” (as defined under Section 414(p) of the Code) may enforce a domestic relations order against the Plan or a Participant’s interests hereunder pursuant to Section 8.6.

**8.13 Determination of “Spouse”**. Effective September 16, 2013, or as otherwise required under Internal Revenue Service guidance, the term “spouse” means the person who is the Participant’s spouse for federal tax purposes pursuant to applicable Internal Revenue Service guidance.

**Solar Turbines Incorporated Pension Plan  
For  
European Foreign Service Employees  
(Amended and Restated as of December 17, 2013)**

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## PREAMBLE

The Solar Turbines Incorporated Pension Plan for European Foreign Service Employees (the “Plan”) was established as of January 1, 1987. The Plan has been and is intended to be an unfunded plan maintained primarily to provide retirement benefits for a select group of management employees or highly compensated employees within the meaning of Sections 201(2), 301(a)(3), and 401(a)(1) of the Employee Retirement Income Security Act of 1974, as amended, and Department of Labor Regulations 29 C.F.R. §2520.104-23, and shall be so construed.

Effective June 1, 2011, participation in the Plan is frozen. Any individual who was not a Participant in the Plan on or before May 31, 2011 is not eligible to become a participant in the Plan after such date.

Effective January 1, 2020, benefit accruals under the Plan shall cease for all Participants. No one shall accrue any benefits under the Plan for any period of employment on or after January 1, 2020. For avoidance of doubt, a Participant shall continue to receive service credit for any period of employment on or after such date for purposes of determining the Participant’s vesting and eligibility to commence benefits under the Plan.

This amended and restated Plan is effective as of the dates stated herein.

## ARTICLE I DEFINITIONS

1.1 “Accrued Benefit” or “Accrued Retirement Benefit” means, as of any date, the Retirement Benefit computed in accordance with Article IV, based on the Participant’s Pensionable Earnings on such date, and assuming termination occurred on the Normal Retirement Date, multiplied by a fraction. The numerator of the fraction shall be the Participant’s actual years of Credited Service and the denominator shall be the years of Credited Service he would have completed if he had continued in employment until his Normal Retirement Date.

1.2 “Actuarial Equivalent” means the value of the Retirement Benefit otherwise payable to a Participant determined in accordance with the actuarial equivalent factors selected by the Company and in effect at the time the computation is made.

1.3 “Annuity Commencement Date” means the first day of the month in which a Participant’s Retirement Benefit is due to commence pursuant to the provisions of the Plan.

1.4 “Associate Employer” means Caterpillar Inc. its subsidiaries and divisions, excluding Solar Turbines Incorporated, its subsidiaries and divisions.

1.5 “Beneficiary” means the person designated in writing by a Participant to receive any death benefit payments hereunder.

1.6 “Code” means the U.S. Internal Revenue Code of 1986, as amended.

1.7 “Company” means Solar Turbines Incorporated and all of its subsidiaries and divisions.

1.8 “Compensation” means the amount of base salary paid to a Participant in a month during which he is an EFSE and a Participant under the provisions of this Plan; subject to the following:

For Participants who are eligible for the Company’s Target Total Cash Compensation under plans in effect on and after January 1, 1985, Compensation will include a Participant’s job rate, performance incentive, merit alternative if applicable, bookings, margin and/or revenue incentives. However, the cumulative total of bookings, margin and/or revenue incentives earned for the includable period cannot exceed the cumulative total of the related bookings, margin or revenue incentive target amount for the same period.

Payments for bonus, premiums, living allowance, differentials or any other additional compensation will not be included.

1.9 “Converted Pension” means the retirement benefit due a Participant or Beneficiary and converted into a currency other than U.S. Dollars. A “Converted Pension” election can be exercised only at the time a benefit is due from the Plan and must be approved by the Company. Once a “Converted Pension” payment is selected and approved it is irrevocable.

1.10 “Credited Service” means all full years and full months of continuous service, not to exceed 35 years, with the Company while an EFSE and a Participant under the provisions of this Plan. Time spent on an approved paid leave of absence shall be considered as continuous service for purposes of this Plan, provided the leave is ended by return to work, retirement, death or disability.

Time spent on approved unpaid leave of absence in excess of 30 days for other than total disability, shall be deducted from continuous service. A Participant who fails to return to work from an approved leave of absence shall be considered as having terminated his employment on the last day that he was at work.

Once an employee is designated as an EFSE, all prior credited service under a Company Sponsored Pension Plan shall be considered Credited Service for the purpose of accruing benefits under this Plan. However, for Employees who are designated as EFSEs on or after July 1, 1999, Credited Service shall only include continuous service while an EFSE.

Notwithstanding the foregoing, Participants shall not receive Credited Service for benefit accrual purposes for any periods of employment on or after January 1, 2020. For avoidance of doubt, a Participant shall continue to receive Credited Service for any period of service on or after January 1, 2020 for purposes of determining the Participant’s vesting and eligibility to commence benefits under the Plan.

1.11 “Disability” means total and permanent disability of a Participant due to bodily or mental injury, sickness or disease, which prevents him from engaging in any employment or occupation for remuneration or profit for more than six months. Such total disability shall be determined on the basis of a medical examination by a qualified physician selected by the Company.

The definition of Disability shall not include illness or injury resulting from:

- (A) chronic alcoholism; or
- (B) addiction to narcotics; or
- (C) injury suffered while engaged in a felonious or criminal act or enterprise; or
- (D) service in the armed forces; or
- (E) participation in war or act of war.

1.12 “European Foreign Service Employee (EFSE)” means an employee designated as such by the Company.

1.13 “Married Participant” means a Participant who is lawfully married on the date Retirement Benefits become payable pursuant to Articles IV, V or VI.

1.14 “Participant” means an Employee designated pursuant to Article II and who continues to be entitled to any benefits under the Plan.

1.15 “Pensionable Earnings” means the average Compensation which has been paid to a Participant on account of continuous service during those 36 consecutive months of EFSE employment, included within the last 60 full months of his EFSE employment prior to Normal Retirement (or actual period of employment, if less) for which he received his highest compensation during such periods.

A Participant who has ten (10) years or more of continuous service and who is over fifty-five (55) years of age, is transferred prior to retirement to a part-time status without interruption of continuity of service, his Pensionable Earnings shall be determined by the Company as if such employee has retired when placed on a part-time status.

Notwithstanding the foregoing, Pensionable Earnings shall not include Compensation earned or paid on or after January 1, 2020.

1.16 “Plan” means the Solar Turbines Incorporated Pension Plan for European Foreign Service Employees as herein set forth and as it may thereafter be amended from time to time.

1.17 “Plan Year” means the 12 month period beginning January 1.

1.18 “Social Security Benefit” means all benefits (including the actuarial equivalent of lump sum benefits expressed as a lifetime pension) available to the Participant as of his Normal Retirement Date under the provisions of governmental, provincial or state Social Security Act(s). If a Participant terminates his employment before Normal Retirement, his Social Security Benefit will be estimated by assuming: a) that he will receive no further earnings if he then satisfies the requirements for Early Retirement or Disability Retirement under Article III; or b) that his earnings will continue at the same rate as in effect on the date of termination of employment if he does not then satisfy the requirements for Early Retirement or Disability Retirement under Article III.

The Company may adopt rules governing the computation of such amounts, and the fact that the Participant does not actually receive such amounts because of failure to apply, or continuance or work, or for any other reason, shall be disregarded.

1.19 “Retirement Benefit” means the benefits provided to Participants and their Beneficiaries in accordance with the applicable provisions of Articles IV, V and VI. The Retirement Benefit will be computed in U.S. Dollars and is normally paid in U.S. Dollars.

1.20 “Vested Percentage” means a Participant’s right to an Accrued Benefit pursuant to Article X.

## ARTICLE II ELIGIBILITY

2.1 Eligibility. Each employee designated as an European Foreign Service Employee (EFSE) who commenced employment with the Company on or before January 1, 1987, became a Participant on January 1, 1987. Other employees become Participants coincident with or on the first day of the month next following their designation as an EFSE by the Company.

2.2 Participation Frozen. Effective June 1, 2011, participation in the Plan is frozen. Any individual who was not a Participant in the Plan on or before May 31, 2011 is not eligible to become a Participant in the Plan after such date. Any Participant whose employment terminates on or after June 1, 2011, shall not be eligible to resume participation in the Plan if subsequently reemployed by the Company or an Associate Employer. Similarly any Participant who ceases to be an European Foreign Service Employee on or after June 1, 2011, shall not be eligible to resume participation in the Plan if on or after June 1, 2011, such individual is re-designated as an European Foreign Service Employee by the Company.

ARTICLE III  
RETIREMENT DATES

3.1 Normal Retirement Date. A Participant's Normal Retirement Date shall be the first day of the month coinciding with or next following his 65th birthday. A Participant whose employment is terminated on his Normal Retirement Date shall be considered to have retired and shall receive a Normal Retirement Benefit in accordance with Article IV.

3.2 Early Retirement Date. Each Participant whose employment is terminated prior to his Normal Retirement Date, but after he has attained age 55 and completed at least 10 years of Credited Service, may elect to retire with the approval of the Company. Such Participant's Early Retirement Date shall be the first day of the month next following the month in which such termination of employment occurs. Early Retirement benefits will be determined in accordance with Article IV.

3.3 Late Retirement Date. Each Participant may continue his service with the Company after the Normal Retirement Date with the approval of the Company. No payment of any benefit shall be made to such Participant until his actual retirement. The Participant will not earn any Credited Service after the Normal Retirement Date, and will be paid in accordance with Article IV.

3.4 Disability Retirement Date. A Participant whose employment is terminated prior to his Normal Retirement Date by reason of a Disability, as defined in Section 1.11, shall be eligible for Disability Retirement and shall receive a benefit in accordance with Article V.

ARTICLE IV  
BENEFITS

4.1 Normal Retirement. A Participant retiring on his Normal Retirement Date shall be entitled, commencing on such date, to receive a monthly Retirement Benefit for life computed in accordance with the provisions of Section 4.5.

4.2 Early Retirement. A Participant retiring on his Early Retirement Date shall be entitled to receive a deferred Retirement Benefit, commencing on his Normal Retirement Date, equal to 100% of his Accrued Benefit. A reduced Retirement Benefit can be elected prior to the Normal Retirement Date, equal to 100% of the Accrued Benefit, but reduced by 1/240th for each month that the date of commencement precedes the Participant's Normal Retirement Date.

4.3 Late Retirement. A Participant retiring on his Late Retirement Date shall be entitled, commencing on such date, to receive a monthly Retirement Benefit for life. Such Late Retirement Benefit will be determined as the Actuarial Equivalent of the Normal Retirement benefit computed as of the Participant's Normal Retirement Date.

4.4 Vested Benefits. A Participant who has terminated employment after the Effective Date with a Vested Percentage, shall be entitled to receive a deferred monthly benefit commencing



on his Normal Retirement Date equal to his Accrued Benefit. Alternatively, a reduced monthly benefit can be elected to commence after attainment of age 55, computed in accordance with Section 4.2.

4.5 Form of Normal Retirement Benefit. Subject to Article VIII, the primary form of Retirement Benefit payable to a Participant shall be a monthly annuity payable to the Participant for life, equal to (A) minus the aggregate of (B), (C), and (D). In no event, however, shall the monthly annuity amount calculated pursuant to this Section 4.5 exceed the amount set forth in (E).

(A) .0175 times Credited Service times Pensionable Earnings.

(B) 100% of the monthly benefits for old age pension to which the Participant is entitled as a result of service with the Company and which the Participant can collect (or has collected or could collect by proper application) under any compulsory program, i.e. Social Security Benefits, a compulsory benefit payable as a result of union or collective bargaining agreements, and governmental decrees or directives having the force of law. For purposes of this Article IV, such offsets shall exclude benefits payable to the spouse (or other family members) which are attributable to the Participant's service with the Company, and for which the Company did not make additional contributions.

Normal Retirement Benefits shall be determined assuming the Participant is eligible to receive Social Security Benefits. If the Participant is not eligible for Social Security Benefits, or receives Social Security Benefits in a lesser amount than determined under the Plan, it is the Participant's responsibility to provide proof either of ineligibility or the amount of the actual Social Security Benefit received. Proof must be submitted within 60 days following the date of retirement.

(C) 100% of the monthly benefits for old age pension (based on a straight life annuity) which the Participant is entitled to under any formal or informal private benefit plan established by the Company or Associate Company in any country for the same period of service, except to the extent that if the Participant was required to contribute to the program, only 50% of such benefits will be considered. Notwithstanding the preceding sentence, to the extent the Participant is entitled to a benefit from the Caterpillar Inc. Retirement Income Plan ("RIP") for a period of service during which the Participant also accrued a benefit under the Plan, the benefit determined under RIP shall be excluded from the offset described in this paragraph (C).

(D) The actuarial equivalent of any lump sum termination indemnity as a lifetime monthly income multiplied by a fraction, the numerator of which is years of participation in this Plan and the denominator of which is the total years of service used to determine the indemnity benefit. For purposes of this Section 4.5(D), only lump sum termination indemnities which represent payment of the Participant's accrued pension liability shall be included.

(E) Notwithstanding anything provision of this Section to the contrary, the benefit payable hereunder shall be subject to the limitations on retirement income set forth in final Treasury Regulations issued under Section 415 of the Code and any other regulations, rulings or other administrative guidance issued pursuant thereto by the Internal Revenue Service, to the same extent as if such regulations, rulings and guidance applied to this Plan.

(F) Effective January 1, 2020, benefit accruals under the Plan shall cease for all Participants. No Participant shall accrue any benefits under the Plan for any period of employment on or after January 1, 2020.

## ARTICLE V DISABILITY PENSION

5.1 Disability Pension. In the event the Participant becomes disabled in accordance with Section 1.11 when he is an EFSE and a Participant under the provisions of this Plan, he shall be entitled to a pension calculated in accordance with Section 4.5 except that:

(A) Pensionable Earnings shall mean that annual compensation being paid to the Participant on the date disability commenced, and

(B) Credited Service shall be deemed to include the years and months between the date disability commenced and the Participant's Normal Retirement Date.

## ARTICLE VI PRERETIREMENT SURVIVOR'S BENEFITS

6.1 Spouse's and Orphan's Pension.

(A) If a Participant dies prior to his commencement of benefits hereunder and while such Participant is no longer an employee of the Company or Associate Employer, there shall be paid to his Spouse, a pension equal to 50% of the pension calculated in accordance with Section 4.4 except that the benefit shall be reduced by the applicable amount of the spouse's Social Security Benefit, and not the amount of the Participant's Social Security Benefit.

(B) If a Participant dies prior to his commencement of benefits hereunder and while such Participant is an employee of the Company or Associate Employer, there shall be paid to his Spouse, a pension equal to 50% of the pension calculated pursuant to Section 6.2.

(C) If a Participant dies prior to his commencement of benefits hereunder and while such Participant is an employee of the Company or Associate Employer, there shall be paid to each eligible child (as defined below), a pension equal to 10% of the amount determined in Section 6.2, such amount shall be doubled to 20% if the spouse of the Participant has predeceased the Participant. For purposes of this Article VI, an "eligible child" is a child of the Participant who is the natural, adopted, step-child or a child for whom the Participant has legal responsibility, who has not yet attained age 19, or age 25 if a full-time student.

(D) Any pension being paid to the spouse of a Participant pursuant to this Section 6.1 shall be paid for the spouse's lifetime, except that such pension shall cease in the event of remarriage of such spouse. Any pension being paid to the eligible child of a Participant pursuant to this Section 6.1 shall cease when such child is no longer an eligible child.

(E) Notwithstanding the foregoing or anything in this Article VI to the contrary, the total of all amounts paid pursuant to this Section 6.1 shall not exceed 100% of the benefit calculated in accordance with Section 6.2.

6.2 Benefit Calculation. For purposes of Section 6.1 above (excluding Section 6.1(A)), the pension amount shall be calculated in accordance with Section 4.5, except that:

(i) Pensionable Earnings shall mean the annual compensation being paid to the Participant on the date of death, and

(ii) Credited Service shall be deemed to include the years and months between the date of death and the Participant's Normal Retirement Date (had the Participant lived until his or her Normal Retirement Date).

For purposes of determining the spouse's and orphan's benefits described in Article VI, the benefit determined pursuant to this Section 6.2 shall be reduced by the applicable amount of the spouse's or orphan's Social Security Benefit, and not the amount of the Participant's Social Security Benefit.

6.3 Other Death Benefit. If a Participant dies prior to his Normal Retirement Date and while such Participant is an employee of the Company or Associate Employer and while such Participant is not married and has no eligible children (as defined in Section 6.1 above), there shall be paid a lump sum amount equal to two times the Participant's annual compensation to such Beneficiary or Beneficiaries, as the Participant may designate. Such lump sum death benefit shall be paid as soon as administratively practicable following the death of the Participant, but in no event more than 60 days following the date of the Participant's death.

## ARTICLE VII MAXIMUM BENEFITS

7.1 Maximum Benefits. The maximum pension from all Company sources may never exceed 80% of the Pensionable Earnings. The factors to be considered in this limit are:

- (i) The retirement benefit as calculated in Article IV, V or VI.
- (ii) Other company sponsored plans.
- (iii) Social Security as defined in Section 1.18.

- (iv) Social benefits provided by the Company.
- (v) The monthly equivalent, on an actuarial basis, of any termination indemnity.

7.2 Reemployment. If a retired Participant returns to the employ of the Company, his monthly Retirement Benefit shall cease for as long as he continues to be employed. During the period of reemployment, the Employee will participate in the Plan provided he meets the requirements of Section 2.1.

Upon subsequent retirement, the Participant shall be eligible to recommence a monthly Retirement Benefit attributable to his Accrued Benefit. However, the amount payable will be recomputed taking into account such Compensation and Credited Years of Service as allowed under Article IV, but only to the extent the Participant was an EFSE during the period of reemployment. Credited Years of Service shall not include service during the period of retirement prior to reemployment.

Such recomputed Retirement Benefit shall be reduced by the Actuarial Equivalent of the value, at the Participant's subsequent retirement date, of the Accrued Benefit payments previously received. In no event shall the recomputed Retirement Benefit, after such Actuarial Equivalent reduction, be less than the Retirement Benefit to which the Participant was entitled prior to his date of reemployment.

7.3 No Participant shall be entitled to receive benefits under this Plan unless he meets the requirements of the Company regarding required participation in the various Government pension plans in the Participant's home country and/or country of assignment, the contributions to such plans are paid directly or indirectly by the Company.

## ARTICLE VIII MODES OF BENEFIT PAYMENT

8.1 Retirement Benefit. Subject to the other provisions of this Article, a Participant may elect to have the Retirement Benefits paid under any of the optional forms of payment described in Section 8.2.

8.2 Optional Modes of Payment. A Participant may elect to receive Retirement Benefits under any one of the following options:

(A) Joint and Survivor Annuity:

A reduced rate of Retirement Benefit during his lifetime, with income at 50%, 75% or 100%, whichever the Participant elects, of that reduced rate continuing to his Beneficiary. The Joint and Survivor Annuity will be the Actuarial Equivalent of the Retirement Benefit provided under Article IV or V.

(B) Years Certain and Life Annuity:

A Retirement Benefit which is the Actuarial Equivalent of the Retirement Benefit provided under Section 4.5, payable for his lifetime, but guaranteed for a period of ten (10) or twenty (20) years, whichever the Participant elects.

If the Participant dies before expiration of the guaranteed period, the remaining certain payments shall continue to his Beneficiary, or in the absence of a surviving Beneficiary, the commuted value of such payments shall be paid to the Participant's estate.

If the Beneficiary dies while further payments are due, and after having received at least one (1) payment, such further payments shall be made to any person designated by the Participant as an alternate Beneficiary. In the absence of an alternate surviving Beneficiary, the commuted value of such payments shall be paid to the estate of the last surviving Beneficiary.

(C) Lump Sum:

A Participant shall have the option to elect to have the actuarial equivalent of his Accrued Benefit paid to him in a lump sum.

Such lump sum payment shall satisfy the liability of the Company in full, such that if the Participant were to be subsequently reemployed by the Company, he would be treated, for purposes of determining his Credited Years of Service, as a new Employee.

8.3 Election of Other Options. The following rules and requirements must be met in order for any of the options described in Section 8.2 to be effective:

(A) The election must be made on an appropriate form no later than ninety (90) days prior to the Participant's Normal Retirement Date or earlier date of actual retirement.

(B) The effective date of the option shall be the Participant's Normal Retirement Date or earlier date of actual retirement which must be at least ninety (90) days after the date on which the election is made.

(C) The name of the Beneficiary and address and relationship to the Participant must be stated on the form unless a lump sum is elected. The percentage of the Retirement Benefit to the Participant to be continued to the Joint Annuitant after the Participant's death, as well as the Beneficiary's sex and date of birth, must also be stated on the election form. Proof of date of birth, acceptable to the Company, must be submitted within 90 days after the election is made.

(D) The consent of the Beneficiary shall not be required for the election of an option.

(E) The election of an option may be cancelled or modified, subject to the same conditions that apply to the election of an option. However, the conditions for the cancellation or modification of an option may be waived by the Company if, in its opinion, the waiver of such conditions would have no adverse actuarial effect. A Participant may not change the Contingent Annuitant under Section 8.2, paragraph (A), other than by modification of the option in accordance with the foregoing rules. The election of an option may not be cancelled or modified subsequent to the Annuity Commencement Date.

ARTICLE IX  
DEATH BENEFITS

9.1 Pre-Retirement - A death benefit will be payable. This benefit will be in accordance with Article VI.

9.2 Post-Retirement - The benefit payable will be determined by the retirement benefit option selected by the participant at date of retirement.

ARTICLE X  
VESTING

10.1 If a Participant's employment terminates for any reason other than Death or Disability, he shall have a non-forfeitable right to the Accrued Retirement Benefit according to the following schedule:

<u>Years of Credited Service</u>	<u>Vested %</u>
less than 5	0
5 or more	100

10.2 A Participant whose employment is terminated for any reason, other than Death, Disability, prior to the completion of 5 Years of Credited Service shall cease to be a Participant; his Accrued Retirement Benefit will be cancelled, and he shall not be entitled to any benefits under the Plan.

10.3 If the Company decides that a Participant is no longer eligible, the Participant's Accrued Benefit shall be frozen until he qualifies for a pension under any provision in Article III.

10.4 Should a Participant resign or be discharged before satisfaction of the requirements for a pension under Article III, no person shall have any vested claim to benefits under this Plan except as provided in Section 10.1. Should any Participant die after becoming eligible for retirement benefits under the Plan, no person shall have any claim to benefits under this Plan except as provided by the Participant through the selection of an optional annuity as prescribed by the Company.

10.5 Any Participant who leaves the employ of the Company and is subsequently reemployed shall be considered, for purposes of this Plan, as a new Employee from the date of his reemployment, unless otherwise determined by the Company.

10.6 For the calculation of credited service, all service as a European Foreign Service Employee or previously known as International Employees or European Employees shall be counted.

## ARTICLE XI CONTRIBUTIONS

11.1 Employer Contributions. For periods before the effective date of this amended and restated Plan, this Section is intended to clarify the Plan as in effect since it was established. Subject to Section 14.1, the Company will contribute to an insurance contract such amounts as it considers appropriate based on actuarial calculations to provide the benefits under this Plan. The Company is under no obligation to make any contributions under the Plan after the Plan is terminated, whether or not benefits accrued or vested prior to such date or termination have been fully funded.

## ARTICLE XII ADMINISTRATION OF THE PLAN

12.1 This Plan is administered by the Company.

The Company shall have the power and authority to interpret the provisions of this Plan and to devise and make effective from time to time such procedures as may, in its judgment, be advisable and necessary to carry out said provisions. Whenever, in the Company's opinion, a person entitled to receive any payment of a benefit or installment thereof hereunder is under a legal disability or is incapacitated in any way so as to be unable to manage his or her financial affairs, the Company may direct payments to such person or to his legal representative for his benefit, or to apply the payment for the benefit of such person in such manner as the Company considers advisable. Determination by the Company as to the interpretation and application of this Plan shall be conclusive on all parties and its action shall not be subject to any review.

The Company reserves the right to carefully review the situation of each employee and if necessary, to modify the provisions of this Plan to adapt the underlying philosophy and objectives to a particular employee or employment situation.

Nothing contemplated herein shall be inconsistent with any applicable provisions of Code Section 409A.

ARTICLE XIII  
AMENDMENT OR TERMINATION

13.1 Subject to the provisions of this Article XIII, the Company and the Company's parent, Caterpillar Inc., each may amend the Plan at any time as designated by a written instrument duly adopted on behalf of the Company or Caterpillar Inc., as applicable. However, no amendment or modification shall make it possible to deprive any Participant of a previous Accrued Vested Retirement Benefit.

No amendment which becomes effective subsequent to the most recent retirement or other termination of employment of a Participant, shall in any way affect the amount or conditions of payment of any benefit to which such Participant is, or may become, entitled hereunder, except to the extent expressly so provided in such amendment.

13.2 While the Company and the Company's parent, Caterpillar Inc., intend to continue the Plan indefinitely, nevertheless they assume no contractual obligation as to its continuance and the Company or Caterpillar Inc. each may terminate the Plan.

However, if for any unforeseen reason the Plan is terminated, the Participant retains the right to the Accrued Vested Retirement Benefit determined as of the date of termination.

ARTICLE XIV  
GENERAL PROVISIONS

14.1 For periods before the effective date of this amended and restated Plan, this Section is intended to clarify the Plan as in effect since it was established. To the extent that the Company acquires or holds designated assets in connection with its obligation hereunder (including the insurance contract described in Section 11.1), the Plan at all times shall nonetheless be entirely unfunded, and the right of a Participant or his Beneficiary to receive benefits under the Plan shall be an unsecured claim against such assets. All amounts accrued by Participants hereunder, or designated assets acquired or held by the Company in connection with its obligation hereunder, shall constitute general assets of the Company and may be disposed of by the Company at such time and for such purposes as it may deem appropriate. The Company will make contributions to an insurance contract pursuant to Section 11.1, but any assets thereof shall be available to pay the claims of the Company's general creditors in the event of the Company's insolvency.

14.2 This Plan shall not be deemed to constitute a contract between the Company and any Employee or other person whether or not in the employ of the Company, nor shall anything herein contained be deemed to give any Employee or other person, whether or not in the employ of the Company, any right to be retained in the employ of the Company, or to interfere with the right of the Company to discharge any Employee at any time and to treat him without regard to the effect which such treatment might have upon him as Participant of the Plan.



14.3 Except as may otherwise be provided by law, no distribution or payment under the Plan to any Participant or Beneficiary shall be subject in any manner to anticipation, alienation, sale, transfer, assignment, pledge, encumbrance or charge, whether voluntary or involuntary, and any attempt to so anticipate, alienate, sell, transfer, assign, pledge, encumber or charge the same shall be void; nor shall any such distribution or payment be in any way liable for or subject to the debts, contracts, liabilities, engagements or torts of any person entitled to such distribution or payment, voluntarily or involuntarily.

The Company, in its discretion, may hold, or cause to be held or applied, such distribution or payment or any part thereof to or for the benefit of such Participant or Beneficiary, in such manner as the Company shall direct.

14.4 If the Company determines that any person entitled to payments under the Plan is an infant, or incompetent by reason of physical or mental disability, it may cause all payments thereafter becoming due to such person to be made to any other person for the benefit of the person entitled to payment, without responsibility to follow applications of amounts so paid.

14.5 Subject to Section 14.1, the insurance contract and other designated assets acquired and held by the Company in connection with its obligation hereunder shall be the sole source of benefits under this Plan, and each Employee, Participant, Beneficiary, or any other person who shall claim the right to any payment or benefit under this Plan shall be entitled to look only to the insurance contract and such assets for payment of benefits. The Company shall have no further liability to make or continue from its own funds the payment of any benefit under the Plan.

14.6 If it is determined that the benefits under the Plan should be have been paid or should have been paid in a lesser amount, written notice thereof shall be given to the recipient of such benefits (or his legal representative) and he shall repay the amount of overpayment to the Company. If he fails to repay such amount of overpayment promptly, the Company shall arrange to recover for the Plan the amount of the overpayment by making an appropriate deduction or deductions from any future benefit payment or payments payable to that person (or his survivor or beneficiary) under the Plan or from any other benefit plan of the Company.

14.7 Domestic Relations Orders. Notwithstanding any provision of the Plan to the contrary, and to the extent permitted by law, the amounts payable pursuant to the Plan may be assigned or alienated pursuant to a “Domestic Relations Order” (as such term is defined in Section 414(p)(1)(B) of the Code), subject to such uniform rules and procedures as may be adopted by the Plan administrator from time to time.

14.8 Special Rules for Participants With Same-Sex Domestic Partners.

(A) Generally. Except as specified under this Section 14.8 or as prohibited by applicable law, to the extent the Plan provides for any benefit, right, feature, restriction, or obligation relating to, or upon, a Participant’s “spouse”, “Beneficiary”, “survivor”, or “surviving spouse” (or any individual having a similar relationship to the Participant), the Plan administrator shall also apply such benefit, right, feature, restriction, or obligation to a Participant’s “same-sex domestic partner” (as defined in (B) below) in a uniform and non-

discriminatory manner that is similar to how an opposite-gender spouse would be treated under the Plan.

(B) Definition of “Same-Sex Domestic Partner”. For purposes of this Section 14.8, the term “same-sex domestic partner” means the sole, same-sex person who is in a civil union, domestic partnership, or legal relationship similar thereto, with the Participant as recognized under the laws of the federal government or a state government of the United States of America, including its territories and possessions and the District of Columbia (or, with respect to any other country, legally recognized by the equivalent government(s) thereof). The Plan shall continue to treat such relationship as a same-sex domestic partnership, regardless of whether the Participant and his same-sex domestic partner remain in the jurisdiction where the relationship was legally entered into. In the event more than one person meets this definition for a given Participant, then the “same-sex domestic partner” shall be the person who first met the criteria in this definition. Notwithstanding anything herein to the contrary, if a Participant has a spouse recognized for purposes of federal law, no person will qualify as the Participant’s same-sex domestic partner unless such Participant’s marriage to such spouse is first lawfully dissolved. Except with respect to determining the length of time the same-sex domestic partner has satisfied the definition of same-sex domestic partner under the Plan, a Participant shall be considered to have a same-sex domestic partner only with respect to periods beginning on or after January 1, 2013, regardless of when such same-sex partnership was created.

(C) Domestic Relations Orders. Only a spouse recognized for purposes of federal law or another “alternate payee” (as defined under Section 414(p) of the Code) may enforce a domestic relations order against the Plan or a Participant’s interests hereunder pursuant to Section 14.7.

14.9 Determination of “spouse”. Effective September 16, 2013, or as otherwise required under Internal Revenue Service guidance, the term “spouse” means the person who is the Participant’s spouse for federal tax purposes pursuant to applicable Internal Revenue Service guidance.

**CATERPILLAR INC.  
AND ITS SUBSIDIARIES**

**COMPUTATIONS OF EARNINGS PER SHARE**

**FOR THE YEARS ENDED DECEMBER 31,**

**(Dollars in millions except per share data)**

	<b>2013</b>	<b>2012</b>	<b>2011</b>
Profit for the period (A) <sup>(1)</sup>	<b>\$ 3,789</b>	<b>\$ 5,681</b>	<b>\$ 4,928</b>
Determination of shares (in millions):			
Weighted average number of common shares outstanding (B)	<b>645.2</b>	652.6	645.0
Shares issuable on exercise of stock awards, net of shares assumed to be purchased out of proceeds at average market price	<b>13.4</b>	17.0	21.1
Average common shares outstanding for fully diluted computation (C) <sup>(2)</sup>	<b>658.6</b>	669.6	666.1
Profit per share of common stock:			
Assuming no dilution (A/B)	<b>\$ 5.87</b>	\$ 8.71	\$ 7.64
Assuming full dilution (A/C) <sup>(2)</sup>	<b>\$ 5.75</b>	\$ 8.48	\$ 7.40
Shares outstanding as of December 31 (in millions)	<b>637.8</b>	655.0	647.5

<sup>(1)</sup> Profit attributable to common stockholders.

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

**CATERPILLAR INC.  
AND CONSOLIDATED SUBSIDIARIES**

**COMPUTATION OF RATIOS OF EARNINGS TO FIXED CHARGES  
(Millions of dollars)**

**YEARS ENDED DECEMBER 31,**

	<b>2013</b>	<b>2012</b>	<b>2011</b>	<b>2010</b>	<b>2009</b>
Earnings <sup>(1)</sup>	\$ 5,128	\$ 8,236	\$ 6,725	\$ 3,750	\$ 569
Plus: Interest expense	1,192	1,264	1,222	1,257	1,434
One-third of rental expense <sup>(2)</sup>	145	158	143	120	127
Adjusted Earnings	<u>6,465</u>	<u>9,658</u>	<u>8,090</u>	<u>5,127</u>	<u>2,130</u>
Fixed charges:					
Interest expense <sup>(3)</sup>	1,192	1,264	1,222	1,257	1,434
Capitalized interest	25	26	18	26	25
One-third of rental expense <sup>(2)</sup>	145	158	143	120	127
Total fixed charges	<u>\$ 1,362</u>	<u>\$ 1,448</u>	<u>\$ 1,383</u>	<u>\$ 1,403</u>	<u>\$ 1,586</u>
Ratio of earnings to fixed charges	4.7	6.7	5.8	3.7	1.3

<sup>(1)</sup> Consolidated profit before taxes

<sup>(2)</sup> Considered to be representative of interest factor in rental expense

<sup>(3)</sup> Does not include interest on income taxes and other non-third-party indebtedness

**CATERPILLAR INC.  
GENERAL AND FINANCIAL INFORMATION  
2013**

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**MANAGEMENT'S REPORT ON  
INTERNAL CONTROL OVER FINANCIAL REPORTING**

The management of Caterpillar Inc. (company) is responsible for establishing and maintaining adequate internal control over financial reporting as such term is defined in Rule 13a-15(f) under the Exchange Act. Our internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of our financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. Our internal control over financial reporting includes those policies and procedures that (i) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (ii) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (iii) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Management assessed the effectiveness of the company's internal control over financial reporting as of December 31, 2013. In making this assessment, we used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) in *Internal Control—Integrated Framework* (1992). Based on our assessment we concluded that, as of December 31, 2013, the company's internal control over financial reporting was effective based on those criteria.

The effectiveness of the company's internal control over financial reporting as of December 31, 2013 has been audited by PricewaterhouseCoopers LLP, an independent registered public accounting firm. Their report appears on page A-4.

*/s/Douglas R. Oberhelman*

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Douglas R. Oberhelman  
Chairman of the Board  
and Chief Executive Officer

*/s/Bradley M. Halverson*

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Bradley M. Halverson  
Group President  
and Chief Financial Officer

February 18, 2014

## REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Board of Directors and Stockholders of Caterpillar Inc.:

In our opinion, the accompanying consolidated statement of financial position and the related consolidated statements of results of operations, comprehensive income, changes in stockholders' equity, and of cash flow, including pages A-5 through A-101, present fairly, in all material respects, the financial position of Caterpillar Inc. and its subsidiaries at December 31, 2013, 2012 and 2011, and the results of their operations and their cash flows for each of the three years in the period ended December 31, 2013 in conformity with accounting principles generally accepted in the United States of America. Also in our opinion, the Company maintained, in all material respects, effective internal control over financial reporting as of December 31, 2013, based on criteria established in *Internal Control - Integrated Framework* (1992) issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO). The Company's management is responsible for these financial statements, for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting, included in Management's Report on Internal Control Over Financial Reporting appearing on page A-3. Our responsibility is to express opinions on these financial statements and on the Company's internal control over financial reporting based on our integrated audits. We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement and whether effective internal control over financial reporting was maintained in all material respects. Our audits of the financial statements included examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. Our audit of internal control over financial reporting included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. Our audits also included performing such other procedures as we considered necessary in the circumstances. We believe that our audits provide a reasonable basis for our opinions.

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (i) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (ii) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (iii) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

/s/PricewaterhouseCoopers LLP

Peoria, Illinois  
February 18, 2014



## STATEMENT 1

Caterpillar Inc.

## Consolidated Results of Operations for the Years Ended December 31

(Dollars in millions except per share data)

	2013	2012	2011
<b>Sales and revenues:</b>			
Sales of Machinery and Power Systems .....	\$ 52,694	\$ 63,068	\$ 57,392
Revenues of Financial Products .....	2,962	2,807	2,746
Total sales and revenues.....	<u>55,656</u>	<u>65,875</u>	<u>60,138</u>
<b>Operating costs:</b>			
Cost of goods sold .....	40,727	47,055	43,578
Selling, general and administrative expenses.....	5,547	5,919	5,203
Research and development expenses .....	2,046	2,466	2,297
Interest expense of Financial Products.....	727	797	826
Goodwill impairment charge.....	—	580	—
Other operating (income) expenses.....	981	485	1,081
Total operating costs.....	<u>50,028</u>	<u>57,302</u>	<u>52,985</u>
<b>Operating profit</b> .....	<b>5,628</b>	<b>8,573</b>	<b>7,153</b>
Interest expense excluding Financial Products .....	465	467	396
Other income (expense) .....	(35)	130	(32)
<b>Consolidated profit before taxes</b> .....	<b>5,128</b>	<b>8,236</b>	<b>6,725</b>
Provision (benefit) for income taxes .....	1,319	2,528	1,720
Profit of consolidated companies .....	<u>3,809</u>	<u>5,708</u>	<u>5,005</u>
Equity in profit (loss) of unconsolidated affiliated companies .....	(6)	14	(24)
<b>Profit of consolidated and affiliated companies</b> .....	<b>3,803</b>	<b>5,722</b>	<b>4,981</b>
Less: Profit (loss) attributable to noncontrolling interests .....	14	41	53
<b>Profit</b> <sup>1</sup> .....	<u>\$ 3,789</u>	<u>\$ 5,681</u>	<u>\$ 4,928</u>
<b>Profit per common share</b> .....	\$ 5.87	\$ 8.71	\$ 7.64
<b>Profit per common share — diluted</b> <sup>2</sup> .....	\$ 5.75	\$ 8.48	\$ 7.40
<b>Weighted-average common shares outstanding (millions)</b>			
- Basic .....	645.2	652.6	645.0
- Diluted <sup>2</sup> .....	658.6	669.6	666.1
<b>Cash dividends declared per common share</b> .....	\$ 2.32	\$ 2.02	\$ 1.82

<sup>1</sup> Profit attributable to common stockholders.<sup>2</sup> Diluted by assumed exercise of stock-based compensation awards, using the treasury stock method.

See accompanying notes to Consolidated Financial Statements.

**STATEMENT 2****Caterpillar Inc.****Consolidated Comprehensive Income for the Years Ended December 31****(Millions of dollars)**

	<u>2013</u>	<u>2012</u>	<u>2011</u>
<b>Profit of consolidated and affiliated companies</b> .....	<b>\$ 3,803</b>	<b>\$ 5,722</b>	<b>\$ 4,981</b>
Other comprehensive income (loss), net of tax:			
Foreign currency translation, net of tax (provision)/benefit of: 2013 - \$57; 2012 - \$9; 2011 - \$3 ...	(277)	60	(312)
Pension and other postretirement benefits:			
Current year actuarial gain (loss), net of tax (provision)/benefit of: 2013 - \$(1,232); 2012 - \$372; 2011 - \$1,276 .....	2,277	(731)	(2,364)
Amortization of actuarial (gain) loss, net of tax (provision)/benefit of: 2013 - \$(265); 2012 - \$(243); 2011 - \$(221) .....	516	458	412
Current year prior service credit (cost), net of tax (provision)/benefit of: 2013 - \$(2); 2012 - \$(12); 2011 - \$(51) .....	3	23	95
Amortization of prior service (credit) cost, net of tax (provision)/benefit of: 2013 - \$19; 2012 - \$17; 2011 - \$11 .....	(35)	(31)	(21)
Amortization of transition (asset) obligation, net of tax (provision)/benefit of: 2013 - \$(1); 2012 - \$(1); 2011 - \$(1) .....	1	1	1
Derivative financial instruments:			
Gains (losses) deferred, net of tax (provision)/benefit of: 2013 - \$2; 2012 - \$29; 2011 - \$12.....	(4)	(48)	(21)
(Gains) losses reclassified to earnings, net of tax (provision)/benefit of: 2013 - \$(25); 2012 - \$(10); 2011 - \$21 .....	41	16	(34)
Available-for-sale securities:			
Gains (losses) deferred, net of tax (provision)/benefit of: 2013 - \$(15); 2012 - \$(13); 2011 - \$2 .....	29	26	(5)
(Gains) losses reclassified to earnings, net of tax (provision)/benefit of: 2013 - \$6; 2012 - \$1; 2011 - \$(1) .....	(13)	(3)	1
Total other comprehensive income (loss), net of tax .....	<u>2,538</u>	<u>(229)</u>	<u>(2,248)</u>
Comprehensive income .....	<u>6,341</u>	<u>5,493</u>	<u>2,733</u>
Less: comprehensive income attributable to the noncontrolling interests .....	(17)	(24)	(82)
<b>Comprehensive income attributable to stockholders</b> .....	<b>\$ 6,324</b>	<b>\$ 5,469</b>	<b>\$ 2,651</b>

**See accompanying notes to Consolidated Financial Statements.**

## Consolidated Financial Position at December 31

(Dollars in millions)

	2013	2012	2011
<b>Assets</b>			
Current assets:			
Cash and short-term investments .....	\$ 6,081	\$ 5,490	\$ 3,057
Receivables - trade and other .....	8,413	9,706	10,057
Receivables - finance .....	8,763	8,860	7,668
Deferred and refundable income taxes .....	1,553	1,547	1,580
Prepaid expenses and other current assets .....	900	988	994
Inventories .....	12,625	15,547	14,544
Total current assets .....	38,335	42,138	37,900
Property, plant and equipment - net .....	17,075	16,461	14,395
Long-term receivables - trade and other .....	1,397	1,316	1,130
Long-term receivables - finance .....	14,926	14,029	11,948
Investments in unconsolidated affiliated companies .....	272	272	133
Noncurrent deferred and refundable income taxes .....	594	2,011	2,157
Intangible assets .....	3,596	4,016	4,368
Goodwill .....	6,956	6,942	7,080
Other assets .....	1,745	1,785	2,107
<b>Total assets</b> .....	<b>\$ 84,896</b>	<b>\$ 88,970</b>	<b>\$ 81,218</b>
<b>Liabilities</b>			
Current liabilities:			
Short-term borrowings:			
Machinery and Power Systems .....	\$ 16	\$ 636	\$ 93
Financial Products .....	3,663	4,651	3,895
Accounts payable .....	6,560	6,753	8,161
Accrued expenses .....	3,493	3,667	3,386
Accrued wages, salaries and employee benefits .....	1,622	1,911	2,410
Customer advances .....	2,360	2,638	2,487
Dividends payable .....	382	—	298
Other current liabilities .....	1,849	2,055	1,967
Long-term debt due within one year:			
Machinery and Power Systems .....	760	1,113	558
Financial Products .....	6,592	5,991	5,102
Total current liabilities .....	27,297	29,415	28,357
Long-term debt due after one year:			
Machinery and Power Systems .....	7,999	8,666	8,415
Financial Products .....	18,720	19,086	16,529
Liability for postemployment benefits .....	6,973	11,085	10,956
Other liabilities .....	3,029	3,136	3,559
<b>Total liabilities</b> .....	<b>64,018</b>	<b>71,388</b>	<b>67,816</b>
<b>Commitments and contingencies (Notes 21 and 22)</b>			
<b>Redeemable noncontrolling interest (Note 25)</b> .....	—	—	473
<b>Stockholders' equity</b>			
Common stock of \$1.00 par:			
Authorized shares: 2,000,000,000			
Issued shares: (2013, 2012 and 2011 – 814,894,624) at paid-in amount	4,709	4,481	4,273
Treasury stock: (2013 – 177,072,282; 2012 – 159,846,131 shares; and 2011 – 167,361,280 shares) at cost	(11,854)	(10,074)	(10,281)
Profit employed in the business .....	31,854	29,558	25,219
Accumulated other comprehensive income (loss) .....	(3,898)	(6,433)	(6,328)
Noncontrolling interests .....	67	50	46
<b>Total stockholders' equity</b> .....	<b>20,878</b>	<b>17,582</b>	<b>12,929</b>
<b>Total liabilities, redeemable noncontrolling interest and stockholders' equity</b> .....	<b>\$ 84,896</b>	<b>\$ 88,970</b>	<b>\$ 81,218</b>

See accompanying notes to Consolidated Financial Statements.

## Changes in Consolidated Stockholders' Equity for the Years Ended December 31

(Dollars in millions)

	Common stock	Treasury stock	Profit employed in the business	Accumulated other comprehensive income (loss)	Noncontrolling interests	Total
<b>Balance at January 1, 2011</b> .....	<b>\$ 3,888</b>	<b>\$ (10,397)</b>	<b>\$ 21,384</b>	<b>\$ (4,051)</b>	<b>\$ 40</b>	<b>\$ 10,864</b>
Profit of consolidated and affiliated companies .....	—	—	4,928	—	53	4,981
Foreign currency translation, net of tax .....	—	—	—	(345)	33	(312)
Pension and other postretirement benefits, net of tax .....	—	—	—	(1,873)	(4)	(1,877)
Derivative financial instruments, net of tax .....	—	—	—	(55)	—	(55)
Available-for-sale securities, net of tax .....	—	—	—	(4)	—	(4)
Change in ownership from noncontrolling interests .....	(1)	—	—	—	(7)	(8)
Dividends declared .....	—	—	(1,176)	—	—	(1,176)
Distribution to noncontrolling interests .....	—	—	—	—	(3)	(3)
Common shares issued from treasury stock for stock-based compensation: 8,710,630 .....	7	116	—	—	—	123
Stock-based compensation expense .....	193	—	—	—	—	193
Net excess tax benefits from stock-based compensation .....	186	—	—	—	—	186
Cat Japan share redemption <sup>1</sup> .....	—	—	83	—	(66)	17
<b>Balance at December 31, 2011</b> .....	<b>\$ 4,273</b>	<b>\$ (10,281)</b>	<b>\$ 25,219</b>	<b>\$ (6,328)</b>	<b>\$ 46</b>	<b>\$ 12,929</b>
Profit of consolidated and affiliated companies .....	—	—	5,681	—	41	5,722
Foreign currency translation, net of tax .....	—	—	—	83	(23)	60
Pension and other postretirement benefits, net of tax .....	—	—	—	(285)	5	(280)
Derivative financial instruments, net of tax .....	—	—	—	(32)	—	(32)
Available-for-sale securities, net of tax .....	—	—	—	22	1	23
Change in ownership from noncontrolling interests .....	—	—	—	—	(4)	(4)
Dividends declared .....	—	—	(1,319)	—	—	(1,319)
Distribution to noncontrolling interests .....	—	—	—	—	(6)	(6)
Common shares issued from treasury stock for stock-based compensation: 7,515,149 .....	(155)	207	—	—	—	52
Stock-based compensation expense .....	245	—	—	—	—	245
Net excess tax benefits from stock-based compensation .....	192	—	—	—	—	192
Cat Japan share redemption <sup>1</sup> .....	(74)	—	(23)	107	(10)	—
<b>Balance at December 31, 2012</b> .....	<b>\$ 4,481</b>	<b>\$ (10,074)</b>	<b>\$ 29,558</b>	<b>\$ (6,433)</b>	<b>\$ 50</b>	<b>\$ 17,582</b>

(Continued)

## Changes in Consolidated Stockholders' Equity for the Years Ended December 31

(Dollars in millions)

	Common stock	Treasury stock	Profit employed in the business	Accumulated other comprehensive income (loss)	Noncontrolling interests	Total
<b>Balance at December 31, 2012</b> .....	<b>\$ 4,481</b>	<b>\$ (10,074)</b>	<b>\$ 29,558</b>	<b>\$ (6,433)</b>	<b>\$ 50</b>	<b>\$ 17,582</b>
Profit of consolidated and affiliated companies .....	—	—	3,789	—	14	3,803
Foreign currency translation, net of tax.....	—	—	—	(280)	3	(277)
Pension and other postretirement benefits, net of tax .....	—	—	—	2,762	—	2,762
Derivative financial instruments, net of tax .....	—	—	—	37	—	37
Available-for-sale securities, net of tax.....	—	—	—	16	—	16
Change in ownership from noncontrolling interests .....	(6)	—	—	—	13	7
Dividends declared .....	—	—	(1,493)	—	—	(1,493)
Distribution to noncontrolling interests.....	—	—	—	—	(13)	(13)
Common shares issued from treasury stock for stock-based compensation: 6,258,692 .....	(92)	220	—	—	—	128
Stock-based compensation expense .....	231	—	—	—	—	231
Net excess tax benefits from stock-based compensation .....	95	—	—	—	—	95
Common shares repurchased: 23,484,843 <sup>2</sup> .....	—	(2,000)	—	—	—	(2,000)
<b>Balance at December 31, 2013</b> .....	<b>\$ 4,709</b>	<b>\$ (11,854)</b>	<b>\$ 31,854</b>	<b>\$ (3,898)</b>	<b>\$ 67</b>	<b>\$ 20,878</b>

<sup>1</sup> See Note 25 regarding the Cat Japan share redemption.<sup>2</sup> See Note 16 regarding shares repurchased.

See accompanying notes to Consolidated Financial Statements.

## Consolidated Statement of Cash Flow for the Years Ended December 31

(Millions of dollars)

	2013	2012	2011
<b>Cash flow from operating activities:</b>			
Profit of consolidated and affiliated companies .....	\$ 3,803	\$ 5,722	\$ 4,981
Adjustments for non-cash items:			
Depreciation and amortization .....	3,087	2,813	2,527
Net gain from sale of businesses and investments .....	(68)	(630)	(128)
Goodwill impairment charge .....	—	580	—
Other .....	550	439	585
Changes in assets and liabilities, net of acquisitions and divestitures:			
Receivables - trade and other .....	835	(15)	(1,409)
Inventories .....	2,658	(1,149)	(2,927)
Accounts payable .....	134	(1,868)	1,555
Accrued expenses .....	(108)	126	255
Accrued wages, salaries and employee benefits .....	(279)	(490)	619
Customer advances .....	(301)	83	237
Other assets - net .....	(49)	252	(91)
Other liabilities - net .....	(71)	(679)	753
Net cash provided by (used for) operating activities .....	<u>10,191</u>	<u>5,184</u>	<u>6,957</u>
<b>Cash flow from investing activities:</b>			
Capital expenditures - excluding equipment leased to others .....	(2,522)	(3,350)	(2,515)
Expenditures for equipment leased to others .....	(1,924)	(1,726)	(1,409)
Proceeds from disposals of leased assets and property, plant and equipment .....	844	1,117	1,354
Additions to finance receivables .....	(11,422)	(12,010)	(10,001)
Collections of finance receivables .....	9,567	8,995	8,874
Proceeds from sale of finance receivables .....	220	132	207
Investments and acquisitions (net of cash acquired) .....	(195)	(618)	(8,184)
Proceeds from sale of businesses and investments (net of cash sold) .....	365	1,199	376
Proceeds from sale of available-for-sale securities .....	449	306	247
Investments in available-for-sale securities .....	(402)	(402)	(336)
Other - net .....	(26)	167	(40)
Net cash provided by (used for) investing activities .....	<u>(5,046)</u>	<u>(6,190)</u>	<u>(11,427)</u>
<b>Cash flow from financing activities:</b>			
Dividends paid .....	(1,111)	(1,617)	(1,159)
Distribution to noncontrolling interests .....	(13)	(6)	(3)
Common stock issued, including treasury shares reissued .....	128	52	123
Treasury shares purchased .....	(2,000)	—	—
Excess tax benefit from stock-based compensation .....	96	192	189
Acquisitions of redeemable noncontrolling interests .....	—	(444)	—
Acquisitions of noncontrolling interests .....	—	(5)	(8)
Proceeds from debt issued (original maturities greater than three months):			
- Machinery and Power Systems .....	195	2,209	4,587
- Financial Products .....	9,133	13,806	10,873
Payments on debt (original maturities greater than three months):			
- Machinery and Power Systems .....	(1,769)	(1,107)	(2,269)
- Financial Products .....	(9,101)	(9,940)	(8,277)
Short-term borrowings - net (original maturities three months or less) .....	(69)	466	(37)
Net cash provided by (used for) financing activities .....	<u>(4,511)</u>	<u>3,606</u>	<u>4,019</u>
Effect of exchange rate changes on cash .....	(43)	(167)	(84)
<b>Increase (decrease) in cash and short-term investments .....</b>	<b>591</b>	<b>2,433</b>	<b>(535)</b>
Cash and short-term investments at beginning of period .....	5,490	3,057	3,592
Cash and short-term investments at end of period .....	<u>\$ 6,081</u>	<u>\$ 5,490</u>	<u>\$ 3,057</u>

All short-term investments, which consist primarily of highly liquid investments with original maturities of three months or less, are considered to be cash equivalents.

Non-cash activities: In 2012, \$1,325 million of debentures with varying interest rates and maturity dates were exchanged for \$1,722 million of 3.803% debentures due in 2042 and \$179 million of cash. The \$179 million of cash paid is included in Other liabilities - net in the operating activities section of the Consolidated Statement of Cash Flow.

See accompanying notes to Consolidated Financial Statements.

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### 1. Operations and summary of significant accounting policies

#### A. Nature of operations

Information in our financial statements and related commentary are presented in the following categories:

**Machinery and Power Systems** – Represents the aggregate total of Construction Industries, Resource Industries, Power Systems, and the All Other segment and related corporate items and eliminations.

**Financial Products** – Primarily includes the company’s Financial Products Segment. This category includes Caterpillar Financial Services Corporation (Cat Financial), Caterpillar Financial Insurance Services (Insurance Services) and their respective subsidiaries.

Our products are sold primarily under the brands “Caterpillar,” “CAT,” design versions of “CAT” and “Caterpillar,” “Electro-Motive,” “FG Wilson,” “MaK,” “MWM,” “Perkins,” “Progress Rail,” “SEM” and “Solar Turbines”.

We conduct operations in our Machinery and Power Systems lines of business under highly competitive conditions, including intense price competition. We place great emphasis on the high quality and performance of our products and our dealers’ service support. Although no one competitor is believed to produce all of the same types of machines and engines that we do, there are numerous companies, large and small, which compete with us in the sale of each of our products.

Our machines are distributed principally through a worldwide organization of dealers (dealer network), 48 located in the United States and 130 located outside the United States, serving 182 countries and operating 3,454 places of business, including 1,202 dealer rental outlets. Reciprocating engines are sold principally through the dealer network and to other manufacturers for use in products. Some of the reciprocating engines manufactured by our subsidiary Perkins Engines Company Limited, are also sold through a worldwide network of 100 distributors located in 180 countries. Most of the electric power generation systems manufactured by our subsidiary Caterpillar Northern Ireland Limited, formerly known as F.G. Wilson Engineering Limited, are sold through its worldwide network of 264 distributors located in 145 countries. Some of the large, medium speed reciprocating engines are also sold under the MaK brand through a worldwide network of 19 distributors located in 130 countries. Our dealers do not deal exclusively with our products; however, in most cases sales and servicing of our products are the dealers’ principal business. Turbines, locomotives and certain global mining products are sold directly to end customers through sales forces employed by the company. At times, these employees are assisted by independent sales representatives.

The Financial Products line of business also conducts operations under highly competitive conditions. Financing for users of Caterpillar products is available through a variety of competitive sources, principally commercial banks and finance and leasing companies. We emphasize prompt and responsive service to meet customer requirements and offer various financing plans designed to increase the opportunity for sales of our products and generate financing income for our company. A significant portion of Financial Products activity is conducted in North America, with additional offices in Asia/Pacific, Europe and Latin America.

#### B. Basis of presentation

The consolidated financial statements include the accounts of Caterpillar Inc. and its subsidiaries where we have a controlling financial interest.

We consolidate all variable interest entities (VIEs) where Caterpillar Inc. is the primary beneficiary. For VIEs, we assess whether we are the primary beneficiary as prescribed by the accounting guidance on the consolidation of VIEs. The primary beneficiary of a VIE is the party that has both the power to direct the activities that most significantly impact the entity’s economic performance, and the obligation to absorb losses or the right to receive benefits that could potentially be significant to the VIE.

Investments in companies that are owned 20 percent to 50 percent or are less than 20 percent owned and for which we have significant influence are accounted for by the equity method. See Note 9 for further discussion.

Certain amounts for prior years have been reclassified to conform with the current-year financial statement presentation.

We have revised previously reported cash flows from operating and financing activities on Statement 5 for the years ended December 31, 2012 and 2011 to correct for the impact of interest payments on certain Cat Financial bank borrowings. Cash provided by operating activities decreased from the amounts previously reported by \$57 million and \$53 million for the years ended December 31, 2012 and 2011, respectively. Cash provided by financing activities increased by the same amounts for the respective periods. Management has concluded that the impact was not material to any annual period.

We have also revised previously reported balances on Statement 3 as of December 31, 2012 and 2011 to correct for customer advances invoiced but not yet paid. Receivables - trade and other decreased from the amounts previously reported by \$386 million and \$228 million as of December 31, 2012 and 2011, respectively. Customer advances decreased from the amounts previously reported by \$340 million and \$204 million as of December 31, 2012 and 2011, respectively. Other (long-term) liabilities also decreased from the amounts previously reported by \$46 million and \$24 million as of December 31, 2012 and 2011, respectively. Although the revision did not impact Net cash provided by (used for) operating activities on Statement 5, we have revised the impacted operating cash flow line items for the years ended December 31, 2012 and 2011. Management has concluded that the impact was not material to any period presented.

Shipping and handling costs are included in Cost of goods sold in Statement 1. Other operating (income) expenses primarily include Cat Financial's depreciation of equipment leased to others, Insurance Services' underwriting expenses, gains (losses) on disposal of long-lived assets and business divestitures, long-lived asset impairment charges, legal settlements, employee separation charges and benefit plan curtailment, settlement and contractual termination benefits.

Prepaid expenses and other current assets in Statement 3 include prepaid rent, prepaid insurance, assets held for sale, core to be returned for remanufacturing, restricted cash and other short-term investments, and other prepaid items.

### **C. Sales and revenue recognition**

Sales of Machinery and Power Systems are recognized and earned when all the following criteria are satisfied: (a) persuasive evidence of a sales arrangement exists; (b) price is fixed and determinable; (c) collectability is reasonably assured; and (d) delivery has occurred. Persuasive evidence of an arrangement and a fixed or determinable price exist once we receive an order or contract from a customer or independently owned and operated dealer. We assess collectability at the time of the sale and if collectability is not reasonably assured, the sale is deferred and not recognized until collectability is probable or payment is received. Typically, where product is produced and sold in the same country, title and risk of ownership transfer when the product is shipped. Products that are exported from a country for sale typically pass title and risk of ownership at the border of the destination country.

Sales of certain turbine machinery units, draglines, large shovels and long wall roof supports are recognized under accounting for construction-type contracts, primarily using the percentage-of-completion method. Revenue is recognized based upon progress towards completion, which is estimated and continually updated over the course of construction. We provide for any loss that we expect to incur on these contracts when that loss is probable.

Our remanufacturing operations are primarily focused on the remanufacture of Cat engines and components and rail related products. In this business, used engines and related components (core) are inspected, cleaned and remanufactured. In connection with the sale of most of our remanufactured product, we collect a deposit from the dealer that is repaid if the dealer returns an acceptable core within a specified time period. Caterpillar owns and has title to the cores when they are returned from dealers. The rebuilt engine or component (the core plus any new content) is then sold as a remanufactured product to dealers and customers. Revenue is recognized pursuant to the same criteria as machinery and power systems sales noted above (title to the entire remanufactured product passes to the dealer upon sale). At the time of sale, the deposit is recognized in Other current liabilities in Statement 3. In addition, the core to be returned is recognized as an asset in Prepaid expenses and other current assets in Statement 3 at the estimated replacement cost (based on historical experience with useable cores). Upon receipt of an acceptable core, we repay the deposit and relieve the liability. The returned core is then included in inventory. In the event that the deposit is forfeited (i.e. upon failure by the dealer to return an acceptable core in the specified time period), we recognize the core deposit and the cost of the core in Sales and Cost of goods sold, respectively.

No right of return exists on sales of equipment. Replacement part returns are estimable and accrued at the time a sale is recognized.

We provide discounts to dealers through merchandising programs. We have numerous programs that are designed to promote the sale of our products. The most common dealer programs provide a discount when the dealer sells a product to a targeted end user. The cost of these discounts is estimated based on historical experience and known changes in merchandising programs and is reported as a reduction to sales when the product sale is recognized.



Our standard dealer invoice terms are established by marketing region. Our invoice terms for end-user customer sales are established by the responsible business unit. When a sale is made to a dealer, the dealer is responsible for payment even if the product is not sold to an end customer. Dealers and customers must make payment within the established invoice terms to avoid potential interest costs. Interest at or above prevailing market rates may be charged on any past due balance, and generally our practice is to not forgive this interest. In 2013, terms were extended to not more than one year for \$706 million of receivables, which represent approximately 1 percent of consolidated sales. In 2012 and 2011, terms were extended to not more than one year for \$354 million and \$341 million of receivables, respectively, which represent less than 1 percent of consolidated sales.

We establish a bad debt allowance for Machinery and Power Systems receivables when it becomes probable that the receivable will not be collected. Our allowance for bad debts is not significant.

Revenues of Financial Products primarily represent the following Cat Financial revenues:

- Retail finance revenue on finance leases and installment sale contracts is recognized over the term of the contract at a constant rate of return on the scheduled outstanding principal balance. Revenue on retail notes is recognized based on the daily balance of retail receivables outstanding and the applicable effective interest rate.
- Operating lease revenue is recorded on a straight-line basis in the period earned over the life of the contract.
- Cat Financial provides wholesale inventory financing to dealers. Wholesale finance revenue on installment sale contracts and finance leases related to financing dealer inventory and rental fleets is recognized over the term of the contract at a constant rate of return on the scheduled outstanding principal balance. Revenue on wholesale notes is recognized based on the daily balance of wholesale receivables outstanding and the applicable effective interest rate.
- Loan origination and commitment fees are deferred and amortized to revenue using the interest method over the life of the finance receivables.

Recognition of income is suspended and the loan or finance lease is placed on non-accrual status when management determines that collection of future income is not probable (generally after 120 days past due except in locations where local regulatory requirements dictate a different method, or instances in which relevant information is known that warrants placing the loan or finance lease on non-accrual status). Accrual is resumed, and previously suspended income is recognized, when the receivable becomes contractually current and/or collection doubts are removed. See Note 6 for more information.

Sales and revenues are presented net of sales and other related taxes.

#### **D. Inventories**

Inventories are stated at the lower of cost or market. Cost is principally determined using the last-in, first-out (LIFO) method. The value of inventories on the LIFO basis represented about 60 percent of total inventories at December 31, 2013 and 2012, and about 65 percent at December 31, 2011.

If the FIFO (first-in, first-out) method had been in use, inventories would have been \$2,504 million, \$2,750 million and \$2,422 million higher than reported at December 31, 2013, 2012 and 2011, respectively.

#### **E. Depreciation and amortization**

Depreciation of plant and equipment is computed principally using accelerated methods. Depreciation on equipment leased to others, primarily for Financial Products, is computed using the straight-line method over the term of the lease. The depreciable basis is the original cost of the equipment less the estimated residual value of the equipment at the end of the lease term. In 2013, 2012 and 2011, Cat Financial depreciation on equipment leased to others was \$768 million, \$688 million and \$690 million, respectively, and was included in Other operating (income) expenses in Statement 1. In 2013, 2012 and 2011, consolidated depreciation expense was \$2,710 million, \$2,421 million and \$2,240 million, respectively. Amortization of purchased finite-lived intangibles is computed principally using the straight-line method, generally not to exceed a period of 20 years.

## **F. Foreign currency translation**

The functional currency for most of our Machinery and Power Systems consolidated companies is the U.S. dollar. The functional currency for most of our Financial Products and affiliates accounted for under the equity method is the respective local currency. Gains and losses resulting from the remeasurement of foreign currency amounts to the functional currency are included in Other income (expense) in Statement 1. Gains and losses resulting from translating assets and liabilities from the functional currency to U.S. dollars are included in Accumulated other comprehensive income (loss) in Statement 3.

## **G. Derivative financial instruments**

Our earnings and cash flow are subject to fluctuations due to changes in foreign currency exchange rates, interest rates and commodity prices. Our Risk Management Policy (policy) allows for the use of derivative financial instruments to prudently manage foreign currency exchange rate, interest rate and commodity price exposures. Our policy specifies that derivatives are not to be used for speculative purposes. Derivatives that we use are primarily foreign currency forward, option, and cross currency contracts, interest rate swaps, and commodity forward and option contracts. All derivatives are recorded at fair value. See Note 3 for more information.

## **H. Income taxes**

The provision for income taxes is determined using the asset and liability approach taking into account guidance related to uncertain tax positions. Tax laws require items to be included in tax filings at different times than the items are reflected in the financial statements. A current liability is recognized for the estimated taxes payable for the current year. Deferred taxes represent the future tax consequences expected to occur when the reported amounts of assets and liabilities are recovered or paid. Deferred taxes are adjusted for enacted changes in tax rates and tax laws. Valuation allowances are recorded to reduce deferred tax assets when it is more likely than not that a tax benefit will not be realized.

## **I. Estimates in financial statements**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect reported amounts. The more significant estimates include: residual values for leased assets, fair values for goodwill impairment tests, impairment of available-for-sale securities, warranty liability, stock-based compensation and reserves for product liability and insurance losses, postretirement benefits, post-sale discounts, credit losses and income taxes.

## **J. New accounting guidance**

**Presentation of comprehensive income** – In June 2011, the Financial Accounting Standards Board (FASB) issued accounting guidance on the presentation of comprehensive income. The guidance provides two options for presenting net income and other comprehensive income. The total of comprehensive income, the components of net income, and the components of other comprehensive income may be presented in either a single continuous statement of comprehensive income or in two separate but consecutive statements. We elected to present two separate statements. This guidance was effective January 1, 2012.

**Goodwill impairment testing** – In September 2011, the FASB issued accounting guidance on the testing of goodwill for impairment. The guidance allows entities testing goodwill for impairment the option of performing a qualitative assessment to determine the likelihood of goodwill impairment and whether it is necessary to perform the two-step impairment test currently required. This guidance was effective for annual and interim goodwill impairment tests performed for fiscal years beginning after December 15, 2011. Early adoption was permitted. We elected to early adopt this guidance for the year ended December 31, 2011 and the guidance did not have a material impact on our financial statements.

**Disclosures about offsetting assets and liabilities** – In December 2011, the FASB issued accounting guidance on disclosures about offsetting assets and liabilities. The guidance requires entities to disclose both gross and net information about instruments and transactions that are offset in the statement of financial position, as well as instruments and transactions that are subject to an enforceable master netting arrangement or similar agreement. In January 2013, the FASB issued guidance clarifying the scope of the disclosures to apply only to derivatives, including bifurcated embedded derivatives, repurchase and reverse repurchase agreements, and securities lending and securities borrowing transactions. This guidance was effective January 1, 2013, with retrospective application required. The guidance did not have a material impact on our financial statements. See Note 3 for additional information.

**Indefinite-lived intangible assets impairment testing** – In July 2012, the FASB issued accounting guidance on the testing of indefinite-lived intangible assets for impairment. The guidance allows entities to first perform a qualitative assessment to determine the likelihood of an impairment for an indefinite-lived intangible asset and whether it is necessary to perform the quantitative impairment assessment currently required. This guidance was effective January 1, 2013 and did not have a material impact on our financial statements.

**Reporting of amounts reclassified out of accumulated other comprehensive income** – In February 2013, the FASB issued accounting guidance on the reporting of reclassifications out of accumulated other comprehensive income. The guidance requires an entity to present, either on the face of the statement where net income is presented or in the notes, significant amounts reclassified out of accumulated other comprehensive income by the respective line items of net income if the amount is reclassified to net income in its entirety in the same reporting period. For other amounts not required to be reclassified in their entirety to net income in the same reporting period, a cross reference to other disclosures that provide additional detail about the reclassification amounts is required. This guidance was effective January 1, 2013 and did not have a material impact on our financial statements. See Note 17 for additional information.

**Joint and several liability arrangements** – In February 2013, the FASB issued accounting guidance on the recognition, measurement and disclosure of obligations resulting from joint and several liability arrangements. The guidance requires an entity to measure obligations resulting from joint and several liability arrangements for which the total amount of the obligation within the scope of this guidance is fixed at the reporting date, as the sum of the amount the reporting entity agreed to pay on the basis of its arrangement among its co-obligors and any additional amount the reporting entity expects to pay on behalf of its co-obligors. The entity is also required to disclose the nature and amount of the obligation as well as any other information about those obligations. This guidance is effective January 1, 2014, with retrospective application required. We do not expect the adoption to have a material impact on our financial statements.

**Parent's accounting for the cumulative translation adjustment upon derecognition of certain subsidiaries or groups of assets within a foreign entity or of an investment in a foreign entity** – In March 2013, the FASB issued accounting guidance on the parent's accounting for the cumulative translation adjustment (CTA) upon derecognition of certain subsidiaries or groups of assets within a foreign entity or of an investment in a foreign entity. The new standard clarifies existing guidance regarding when the CTA should be released into earnings upon various deconsolidation and consolidation transactions. This guidance is effective January 1, 2014. We do not expect the adoption to have a material impact on our financial statements.

**Presentation of an unrecognized tax benefit when a net operating loss carryforward, a similar tax loss, or a tax credit carryforward exists** – In July 2013, the FASB issued accounting guidance on the financial statement presentation of an unrecognized tax benefit when a net operating loss carryforward, a similar tax loss, or a tax credit carryforward exists. The guidance requires an unrecognized tax benefit, or a portion of an unrecognized tax benefit, to be presented as a reduction to a deferred tax asset for a net operating loss carryforward, a similar tax loss, or a tax credit carryforward in the financial statements if available under the applicable tax jurisdiction. The guidance is effective January 1, 2014. We do not expect the adoption to have a material impact on our financial statements.

## **K. Goodwill**

For acquisitions accounted for as a business combination, goodwill represents the excess of the cost over the fair value of the net assets acquired. We are required to test goodwill for impairment, at the reporting unit level, annually and when events or circumstances indicate the fair value of a reporting unit may be below its carrying value. A reporting unit is an operating segment or one level below an operating segment (referred to as a component) to which goodwill is assigned when initially recorded. We assign goodwill to reporting units based on our integration plans and the expected synergies resulting from the acquisition. Because Caterpillar is a highly integrated company, the businesses we acquire are sometimes combined with or integrated into existing reporting units. When changes occur in the composition of our operating segments or reporting units, goodwill is reassigned to the affected reporting units based on their relative fair values.

We test goodwill for impairment annually and whenever events or circumstances make it more likely than not that an impairment may have occurred. We perform our annual goodwill impairment test as of October 1 and monitor for interim triggering events on an ongoing basis. Goodwill is reviewed for impairment utilizing a qualitative assessment or a two-step process. We have an option to make a qualitative assessment of a reporting unit's goodwill for impairment. If we choose to perform a qualitative assessment and determine the fair value more likely than not exceeds the carrying value, no further evaluation is necessary. For reporting units where we perform the two-step process, the first step requires us to compare the fair value of each reporting unit, which we primarily determine using an income approach based on the present value of discounted cash flows, to the respective carrying value, which includes goodwill. If the fair value of the reporting unit exceeds its carrying value, the goodwill is not considered impaired. If the carrying value is higher than the fair value, there is an indication that an impairment may exist and the second step is required. In step two, the implied fair value of goodwill is calculated as the excess of the fair value of a reporting unit over the fair values assigned to its assets and liabilities. If the implied fair value of goodwill is less than the carrying value of the reporting unit's goodwill, the difference is recognized as an impairment loss. See Note 10 for further details.

## **L. Assets held for sale**

For those businesses where management has committed to a plan to divest, which is typically demonstrated by approval from the Board of Directors or Group President, each business is valued at the lower of its carrying amount or estimated fair value less cost to sell. If the carrying amount of the business exceeds its estimated fair value, an impairment loss is recognized. The fair values are estimated using accepted valuation techniques such as a discounted cash flow model, valuations performed by third parties, or indicative bids, when available. A number of significant estimates and assumptions are involved in the application of these techniques, including the forecasting of markets and market share, sales volumes and prices, costs and expenses, and multiple other factors. Management considers historical experience and all available information at the time the estimates are made; however, the fair values that are ultimately realized upon the sale of the businesses to be divested may differ from the estimated fair values reflected in the Consolidated Financial Statements.

## **2. Stock-based compensation**

Our stock-based compensation plans primarily provide for the granting of stock options, stock-settled stock appreciation rights (SARs) and restricted stock units (RSUs) to Officers and other key employees, as well as non-employee Directors. Stock options permit a holder to buy Caterpillar stock at the stock's price when the option was granted. SARs permit a holder the right to receive the value in shares of the appreciation in Caterpillar stock that occurred from the date the right was granted up to the date of exercise. A restricted stock unit (RSU) is an agreement to issue shares of Caterpillar stock at the time of vesting.

Our long-standing practices and policies specify all stock-based compensation awards are approved by the Compensation Committee (the Committee) of the Board of Directors on the date of grant. The stock-based award approval process specifies the number of awards granted, the terms of the award and the grant date. The same terms and conditions are consistently applied to all employee grants, including Officers. The Committee approves all individual Officer grants. The number of stock-based compensation awards included in an individual's award is determined based on the methodology approved by the Committee. In 2007, under the terms of the Caterpillar Inc. 2006 Long-Term Incentive Plan (approved by stockholders in June of 2006), the Compensation Committee approved the exercise price methodology to be the closing price of the Company stock on the date of the grant.

Common stock issued from Treasury stock under the plans totaled 6,258,692 for 2013, 7,515,149 for 2012 and 8,710,630 for 2011.

Awards generally vest three years after the date of grant. At grant, SARs and option awards have a term life of ten years. Upon separation from service, if the participant is 55 years of age or older with more than five years of service, the participant meets the criteria for a “Long Service Separation”. If the “Long Service Separation” criteria are met, the vested options/SARs will have a life that is the lesser of ten years from the original grant date or five years from the separation date.

Our stock-based compensation plans allow for the immediate vesting upon separation for employees who meet the criteria for a “Long Service Separation” and who have fulfilled the requisite service period of six months. Compensation expense is recognized over the period from the grant date to the end date of the requisite service period for employees who meet the immediate vesting upon retirement requirements. For those employees who become eligible for immediate vesting upon retirement subsequent to the requisite service period and prior to the completion of the vesting period, compensation expense is recognized over the period from grant date to the date eligibility is achieved.

Accounting guidance on share-based payments requires companies to estimate the fair value of options/SARs on the date of grant using an option-pricing model. The fair value of the option/SAR grant was estimated using a lattice-based option-pricing model. The lattice-based option-pricing model considers a range of assumptions related to volatility, risk-free interest rate and historical employee behavior. Expected volatility was based on historical and current implied volatilities from traded options on our stock. The risk-free rate was based on U.S. Treasury security yields at the time of grant. The weighted-average dividend yield was based on historical information. The expected life was determined from the lattice-based model. The lattice-based model incorporated exercise and post vesting forfeiture assumptions based on analysis of historical data. The following table provides the assumptions used in determining the fair value of the stock-based awards for the years ended December 31, 2013, 2012 and 2011, respectively.

	Grant Year		
	2013	2012	2011
Weighted-average dividend yield.....	2.1%	2.2%	2.2%
Weighted-average volatility.....	30.6%	35.0%	32.7%
Range of volatilities.....	23.4-40.6%	33.3-40.4%	20.9-45.4%
Range of risk-free interest rates.....	0.16-1.88%	0.17-2.00%	0.25-3.51%
Weighted-average expected lives.....	8 years	7 years	8 years

The fair value of the RSU grant was determined by reducing the stock price on the day of grant by the present value of the estimated dividends to be paid during the vesting period. The estimated dividends are based on Caterpillar’s weighted-average dividend yield.

The amount of stock-based compensation expense capitalized for the years ended December 31, 2013, 2012 and 2011 did not have a significant impact on our financial statements.

At December 31, 2013, there was \$193 million of total unrecognized compensation cost from stock-based compensation arrangements granted under the plans, which is related to non-vested stock-based awards. The compensation expense is expected to be recognized over a weighted-average period of approximately 1.8 years.

Please refer to Tables I and II below for additional information on our stock-based awards.

**TABLE I — Financial Information Related to Stock-based Compensation**

	2013		2012		2011	
	Shares	Weighted-Average Exercise Price	Shares	Weighted-Average Exercise Price	Shares	Weighted-Average Exercise Price
<b>Stock options/SARs activity:</b>						
Outstanding at beginning of year .....	45,827,599	\$ 59.45	50,372,991	\$ 53.01	57,882,998	\$ 48.50
Granted to officers and key employees <sup>1</sup> .....	4,276,060	\$ 89.75	3,318,188	\$ 110.09	2,960,595	\$ 102.13
Exercised .....	(6,476,082)	\$ 41.10	(7,708,343)	\$ 38.73	(10,149,476)	\$ 41.78
Forfeited / expired .....	(251,830)	\$ 84.64	(155,237)	\$ 67.50	(321,126)	\$ 48.02
Outstanding at end of year .....	<u>43,375,747</u>	\$ 65.03	<u>45,827,599</u>	\$ 59.45	<u>50,372,991</u>	\$ 53.01
Exercisable at year-end .....	<u>34,200,054</u>	\$ 55.93	<u>33,962,000</u>	\$ 51.75	<u>35,523,057</u>	\$ 52.66
<b>RSUs activity:</b>						
Outstanding at beginning of year .....	3,580,220		4,281,490		4,650,241	
Granted to officers and key employees .....	1,614,870		1,429,939		1,082,032	
Vested .....	(1,286,934)		(2,077,485)		(1,382,539)	
Forfeited .....	(84,828)		(53,724)		(68,244)	
Outstanding at end of year .....	<u>3,823,328</u>		<u>3,580,220</u>		<u>4,281,490</u>	

**Stock options/SARs outstanding and exercisable:**

Exercise Prices	Outstanding				Exercisable			
	Shares Outstanding at 12/31/13	Weighted-Average Remaining Contractual Life (Years)	Weighted-Average Exercise Price	Aggregate Intrinsic Value <sup>2</sup>	Shares Outstanding at 12/31/13	Weighted-Average Remaining Contractual Life (Years)	Weighted-Average Exercise Price	Aggregate Intrinsic Value <sup>2</sup>
\$22.17 – 38.63	7,775,953	3.20	\$ 29.03	\$ 481	7,775,953	3.20	\$ 29.03	\$ 481
\$40.64 – 57.85	11,656,943	4.06	\$ 52.71	444	11,656,943	4.06	\$ 52.71	444
\$63.04 – 72.05	9,687,583	2.48	\$ 69.05	211	9,687,583	2.48	\$ 69.05	211
\$73.20 – 89.75	8,280,894	6.69	\$ 81.70	75	4,174,124	4.37	\$ 73.86	71
\$102.13 – 110.09	5,974,374	7.71	\$ 106.28	—	905,451	7.62	\$ 105.59	—
	<u>43,375,747</u>		\$ 65.03	\$ 1,211	<u>34,200,054</u>		\$ 55.93	\$ 1,207

<sup>1</sup> No SARS were granted during the years ended December 31, 2013 or 2012. Of the 2,960,595 awards granted during the year ended December 31, 2011, 2,722,689 were SARs.

<sup>2</sup> The difference between a stock award's exercise price and the underlying stock's market price at December 31, 2013, for awards with market price greater than the exercise price. Amounts are in millions of dollars.

The computations of weighted-average exercise prices and aggregate intrinsic values are not applicable to RSUs since an RSU represents an agreement to issue shares of stock at the time of vesting. At December 31, 2013, there were 3,823,328 outstanding RSUs with a weighted average remaining contractual life of 1.3 years.

**TABLE II— Additional Stock-based Award Information**

<b>(Dollars in millions except per share data)</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
<b>Stock Options/SARs activity:</b>			
Weighted-average fair value per share of stock awards granted.....	\$ 28.34	\$ 39.20	\$ 36.73
Intrinsic value of stock awards exercised.....	\$ 312	\$ 488	\$ 618
Fair value of stock awards vested.....	\$ 167	\$ 66	\$ 96
Cash received from stock awards exercised.....	\$ 152	\$ 112	\$ 161
<b>RSUs activity:</b>			
Weighted-average fair value per share of stock awards granted.....	\$ 84.05	\$ 104.61	\$ 97.51
Fair value of stock awards vested.....	\$ 117	\$ 229	\$ 143

Before tax, stock-based compensation expense for 2013, 2012 and 2011 was \$231 million, \$245 million and \$193 million, respectively, with a corresponding income tax benefit of \$73 million, \$78 million and \$61 million, respectively.

In accordance with guidance on share-based payments, we classify stock-based compensation within Cost of goods sold, Selling, general and administrative expenses and Research and development expenses corresponding to the same line item as the cash compensation paid to respective employees, officers and non-employee directors.

We currently use shares in treasury stock to satisfy share award exercises.

The cash tax benefits realized from stock awards exercised for 2013, 2012 and 2011 were \$127 million, \$217 million and \$235 million, respectively. We use the direct only method and tax law ordering approach to calculate the tax effects of stock-based compensation. In certain jurisdictions, tax deductions for exercises of stock-based awards did not generate a cash benefit. A tax benefit of approximately \$39 million will be recorded in additional paid-in capital when these deductions reduce our future income taxes payable.

### **3. Derivative financial instruments and risk management**

Our earnings and cash flow are subject to fluctuations due to changes in foreign currency exchange rates, interest rates and commodity prices. Our Risk Management Policy (policy) allows for the use of derivative financial instruments to prudently manage foreign currency exchange rate, interest rate and commodity price exposures. Our policy specifies that derivatives are not to be used for speculative purposes. Derivatives that we use are primarily foreign currency forward, option and cross currency contracts, interest rate swaps and commodity forward and option contracts. Our derivative activities are subject to the management, direction and control of our senior financial officers. Risk management practices, including the use of financial derivative instruments, are presented to the Audit Committee of the Board of Directors at least annually.

All derivatives are recognized in Statement 3 at their fair value. On the date the derivative contract is entered into, we designate the derivative as (1) a hedge of the fair value of a recognized asset or liability (fair value hedge), (2) a hedge of a forecasted transaction or the variability of cash flow to be paid (cash flow hedge), or (3) an undesignated instrument. Changes in the fair value of a derivative that is qualified, designated and highly effective as a fair value hedge, along with the gain or loss on the hedged recognized asset or liability that is attributable to the hedged risk, are recorded in current earnings. Changes in the fair value of a derivative that is qualified, designated and highly effective as a cash flow hedge are recorded in Accumulated other comprehensive income (loss) (AOCI), to the extent effective, in Statement 3 until they are reclassified to earnings in the same period or periods during which the hedged transaction affects earnings. Changes in the fair value of undesignated derivative instruments and the ineffective portion of designated derivative instruments are reported in current earnings. Cash flow from designated derivative financial instruments are classified within the same category as the item being hedged on Statement 5. Cash flow from undesignated derivative financial instruments are included in the investing category on Statement 5.

We formally document all relationships between hedging instruments and hedged items, as well as the risk-management objective and strategy for undertaking various hedge transactions. This process includes linking all derivatives that are designated as fair value hedges to specific assets and liabilities in Statement 3 and linking cash flow hedges to specific forecasted transactions or variability of cash flow.

We also formally assess, both at the hedge's inception and on an ongoing basis, whether the designated derivatives that are used in hedging transactions are highly effective in offsetting changes in fair values or cash flow of hedged items. When a derivative is determined not to be highly effective as a hedge or the underlying hedged transaction is no longer probable, we discontinue hedge accounting prospectively, in accordance with the derecognition criteria for hedge accounting.

#### **A. Foreign currency exchange rate risk**

Foreign currency exchange rate movements create a degree of risk by affecting the U.S. dollar value of sales made and costs incurred in foreign currencies. Movements in foreign currency rates also affect our competitive position as these changes may affect business practices and/or pricing strategies of non-U.S.-based competitors. Additionally, we have balance sheet positions denominated in foreign currencies, thereby creating exposure to movements in exchange rates.

Our Machinery and Power Systems operations purchase, manufacture and sell products in many locations around the world. As we have a diversified revenue and cost base, we manage our future foreign currency cash flow exposure on a net basis. We use foreign currency forward and option contracts to manage unmatched foreign currency cash inflow and outflow. Our objective is to minimize the risk of exchange rate movements that would reduce the U.S. dollar value of our foreign currency cash flow. Our policy allows for managing anticipated foreign currency cash flow for up to five years.

We generally designate as cash flow hedges at inception of the contract any Australian dollar, Brazilian real, British pound, Canadian dollar, Chinese yuan, euro, Indian rupee, Japanese yen, Mexican peso, Singapore dollar, or Swiss franc forward or option contracts that meet the requirements for hedge accounting and the maturity extends beyond the current quarter-end. Designation is performed on a specific exposure basis to support hedge accounting. The remainder of Machinery and Power Systems foreign currency contracts are undesignated, including any hedges designed to protect our competitive exposure.

As of December 31, 2013, \$9 million of deferred net gains, net of tax, included in equity (AOCI in Statement 3), are expected to be reclassified to current earnings (Other income (expense) in Statement 1) over the next twelve months when earnings are affected by the hedged transactions. The actual amount recorded in Other income (expense) will vary based on exchange rates at the time the hedged transactions impact earnings.

In managing foreign currency risk for our Financial Products operations, our objective is to minimize earnings volatility resulting from conversion and the remeasurement of net foreign currency balance sheet positions, and future transactions denominated in foreign currencies. Our policy allows the use of foreign currency forward, option and cross currency contracts to offset the risk of currency mismatch between our receivables and debt, and exchange rate risk associated with future transactions denominated in foreign currencies. Substantially all such foreign currency forward, option and cross currency contracts are undesignated.

#### **B. Interest rate risk**

Interest rate movements create a degree of risk by affecting the amount of our interest payments and the value of our fixed-rate debt. Our practice is to use interest rate derivatives to manage our exposure to interest rate changes and, in some cases, lower the cost of borrowed funds.

Our Machinery and Power Systems operations generally use fixed rate debt as a source of funding. Our objective is to minimize the cost of borrowed funds. Our policy allows us to enter into fixed-to-floating interest rate swaps and forward rate agreements to meet that objective with the intent to designate as fair value hedges at inception of the contract all fixed-to-floating interest rate swaps. Designation as a hedge of the fair value of our fixed rate debt is performed to support hedge accounting.

Financial Products operations has a match-funding policy that addresses interest rate risk by aligning the interest rate profile (fixed or floating rate) of Cat Financial's debt portfolio with the interest rate profile of their receivables portfolio within predetermined ranges on an ongoing basis. In connection with that policy, we use interest rate derivative instruments to modify the debt structure to match assets within the receivables portfolio. This matched funding reduces the volatility of margins between interest-bearing assets and interest-bearing liabilities, regardless of which direction interest rates move.

Our policy allows us to use fixed-to-floating, floating-to-fixed, and floating-to-floating interest rate swaps to meet the match-funding objective. We designate fixed-to-floating interest rate swaps as fair value hedges to protect debt against changes in fair value due to changes in the benchmark interest rate. We designate most floating-to-fixed interest rate swaps as cash flow hedges to protect against the variability of cash flows due to changes in the benchmark interest rate.



As of December 31, 2013, \$3 million of deferred net losses, net of tax, included in equity (AOCI in Statement 3), related to Financial Products floating-to-fixed interest rate swaps, are expected to be reclassified to current earnings (Interest expense of Financial Products in Statement 1) over the next twelve months. The actual amount recorded in Interest expense of Financial Products will vary based on interest rates at the time the hedged transactions impact earnings.

We have, at certain times, liquidated fixed-to-floating and floating-to-fixed interest rate swaps at both Machinery and Power Systems and Financial Products. The gains or losses associated with these swaps at the time of liquidation are amortized into earnings over the original term of the previously designated hedged item.

In anticipation of issuing debt for the planned acquisition of Bucyrus International, Inc., we entered into interest rate swaps to manage our exposure to interest rate changes. For the year ended December 31, 2011, we recognized a net loss of \$149 million, included in Other income (expense) in Statement 1. The contracts were liquidated in conjunction with the debt issuance in May 2011. These contracts were not designated as hedging instruments, and therefore, did not receive hedge accounting treatment.

### **C. Commodity price risk**

Commodity price movements create a degree of risk by affecting the price we must pay for certain raw material. Our policy is to use commodity forward and option contracts to manage the commodity risk and reduce the cost of purchased materials.

Our Machinery and Power Systems operations purchase base and precious metals embedded in the components we purchase from suppliers. Our suppliers pass on to us price changes in the commodity portion of the component cost. In addition, we are subject to price changes on energy products such as natural gas and diesel fuel purchased for operational use.

Our objective is to minimize volatility in the price of these commodities. Our policy allows us to enter into commodity forward and option contracts to lock in the purchase price of a portion of these commodities within a five-year horizon. All such commodity forward and option contracts are undesignated.

The location and fair value of derivative instruments reported in Statement 3 are as follows:

(Millions of dollars)	Consolidated Statement of Financial Position Location		Asset (Liability) Fair Value		
			Years ended December 31,		
			2013	2012	2011
<b>Designated derivatives</b>					
Foreign exchange contracts					
Machinery and Power Systems	Receivables — trade and other	\$ 54	\$ 28	\$ 54	
Machinery and Power Systems	Long-term receivables — trade and other	—	—	19	
Machinery and Power Systems	Accrued expenses	(39)	(66)	(73)	
Machinery and Power Systems	Other liabilities	—	—	(10)	
Interest rate contracts					
Financial Products	Receivables — trade and other	7	17	15	
Financial Products	Long-term receivables — trade and other	115	209	233	
Financial Products	Accrued expenses	(6)	(8)	(6)	
		<u>\$ 131</u>	<u>\$ 180</u>	<u>\$ 232</u>	
<b>Undesignated derivatives</b>					
Foreign exchange contracts					
Machinery and Power Systems	Receivables — trade and other	\$ 19	\$ 31	\$ 27	
Machinery and Power Systems	Accrued expenses	(1)	(63)	(12)	
Machinery and Power Systems	Other liabilities	—	—	(85)	
Financial Products	Receivables — trade and other	7	10	7	
Financial Products	Accrued expenses	(4)	(6)	(16)	
Financial Products	Long-term receivables — trade and other	9	—	—	
Interest rate contracts					
Financial Products	Receivables — trade and other	—	2	—	
Financial Products	Accrued expenses	—	(1)	(1)	
Commodity contracts					
Machinery and Power Systems	Receivables — trade and other	—	1	2	
Machinery and Power Systems	Accrued expenses	—	—	(9)	
		<u>\$ 30</u>	<u>\$ (26)</u>	<u>\$ (87)</u>	

The effect of derivatives designated as hedging instruments on Statement 1 is as follows:

<b>Fair Value Hedges</b> <b>(Millions of dollars)</b>		<b>Year ended December 31, 2013</b>	
		<b>Gains (Losses) on Derivatives</b>	<b>Gains (Losses) on Borrowings</b>
<b>Classification</b>			
Interest rate contracts			
Financial Products .....	Other income (expense) .....	\$ (107)	\$ 114
		<u>\$ (107)</u>	<u>\$ 114</u>
		<b>Year ended December 31, 2012</b>	
<b>Classification</b>		<b>Gains (Losses) on Derivatives</b>	<b>Gains (Losses) on Borrowings</b>
Interest rate contracts			
Financial Products .....	Other income (expense) .....	\$ (20)	\$ 36
		<u>\$ (20)</u>	<u>\$ 36</u>
		<b>Year ended December 31, 2011</b>	
<b>Classification</b>		<b>Gains (Losses) on Derivatives</b>	<b>Gains (Losses) on Borrowings</b>
Interest rate contracts			
Machinery and Power Systems.....	Other income (expense) .....	\$ (1)	\$ 1
Financial Products .....	Other income (expense) .....	39	(44)
		<u>\$ 38</u>	<u>\$ (43)</u>

**Cash Flow Hedges**

(Millions of dollars)

		Year ended December 31, 2013		
		Recognized in Earnings		
	Amount of Gains (Losses) Recognized in AOCI (Effective Portion)	Classification of Gains (Losses)	Amount of Gains (Losses) Reclassified from AOCI to Earnings	Recognized in Earnings (Ineffective Portion)
Foreign exchange contracts				
Machinery and Power Systems .	\$ (4)	Other income (expense) .....	\$ (57) <sup>2</sup>	\$ —
Interest rate contracts				
Machinery and Power Systems .	—	Other income (expense) .....	(3)	—
Financial Products .....	(2)	Interest expense of Financial Products.	(6)	1 <sup>1</sup>
	<u>\$ (6)</u>		<u>\$ (66)</u>	<u>\$ 1</u>
		Year ended December 31, 2012		
		Recognized in Earnings		
	Amount of Gains (Losses) Recognized in AOCI (Effective Portion)	Classification of Gains (Losses)	Amount of Gains (Losses) Reclassified from AOCI to Earnings	Recognized in Earnings (Ineffective Portion)
Foreign exchange contracts				
Machinery and Power Systems .	\$ (78)	Other income (expense) .....	\$ (30) <sup>2</sup>	\$ —
Interest rate contracts				
Financial Products .....	1	Interest expense of Financial Products.	4	(1) <sup>1</sup>
	<u>\$ (77)</u>		<u>\$ (26)</u>	<u>\$ (1)</u>
		Year ended December 31, 2011		
		Recognized in Earnings		
	Amount of Gains (Losses) Recognized in AOCI (Effective Portion)	Classification of Gains (Losses)	Amount of Gains (Losses) Reclassified from AOCI to Earnings	Recognized in Earnings (Ineffective Portion)
Foreign exchange contracts				
Machinery and Power Systems .	\$ (34)	Other income (expense) .....	\$ 70	\$ —
Interest rate contracts				
Machinery and Power Systems .	—	Other income (expense) .....	(3)	—
Financial Products .....	1	Interest expense of Financial Products.	(12)	(2) <sup>1</sup>
	<u>\$ (33)</u>		<u>\$ 55</u>	<u>\$ (2)</u>

<sup>1</sup> The ineffective portion recognized in earnings is included in Other income (expense).

<sup>2</sup> Includes \$3 million and \$7 million of losses reclassified from AOCI to Other income (expense) in 2013 and 2012, respectively as certain derivatives were dedesignated as the related transactions are no longer probable to occur.

The effect of derivatives not designated as hedging instruments on Statement 1 is as follows:

(Millions of dollars)	Classification of Gains (Losses)	Years ended December 31,		
		2013	2012	2011
Foreign exchange contracts				
Machinery and Power Systems .....	Other income (expense) .....	\$ 17	\$ 62	\$ 62
Financial Products .....	Other income (expense) .....	8	6	(15)
Interest rate contracts				
Machinery and Power Systems .....	Other income (expense) .....	(1)	2	(149)
Financial Products .....	Other income (expense) .....	(3)	—	—
Commodity contracts				
Machinery and Power Systems .....	Other income (expense) .....	(3)	2	(17)
		<u>\$ 18</u>	<u>\$ 72</u>	<u>\$ (119)</u>

We enter into International Swaps and Derivatives Association (ISDA) master netting agreements within Machinery & Power Systems and Financial Products that permit the net settlement of amounts owed under their respective derivative contracts. Under these master netting agreements, net settlement generally permits the company or the counterparty to determine the net amount payable for contracts due on the same date and in the same currency for similar types of derivative transactions. The master netting agreements generally also provide for net settlement of all outstanding contracts with a counterparty in the case of an event of default or a termination event.

Collateral is generally not required of the counterparties or of our company under the master netting agreements. As of December 31, 2013, 2012 and 2011, no cash collateral was received or pledged under the master netting agreements.

The effect of the net settlement provisions of the master netting agreements on our derivative balances upon an event of default or termination event is as follows:

December 31, 2013			Gross Amounts Not Offset in the Statement of Financial Position			
(Millions of dollars)	Gross Amount of Recognized Assets	Gross Amounts Offset in the Statement of Financial Position	Net Amount of Assets Presented in the Statement of Financial Position	Financial Instruments	Cash Collateral Received	Net Amount of Assets
<b>Derivatives</b>						
Machinery & Power Systems....	\$ 73	\$ —	\$ 73	\$ (32)	\$ —	\$ 41
Financial Products.....	138	—	138	(9)	—	129
Total.....	<u>\$ 211</u>	<u>\$ —</u>	<u>\$ 211</u>	<u>\$ (41)</u>	<u>\$ —</u>	<u>\$ 170</u>

December 31, 2013			Gross Amounts Not Offset in the Statement of Financial Position			
(Millions of dollars)	Gross Amount of Recognized Liabilities	Gross Amounts Offset in the Statement of Financial Position	Net Amount of Liabilities Presented in the Statement of Financial Position	Financial Instruments	Cash Collateral Pledged	Net Amount of Liabilities
<b>Derivatives</b>						
Machinery & Power Systems....	\$ (40)	\$ —	\$ (40)	\$ 32	\$ —	\$ (8)
Financial Products.....	(10)	—	(10)	9	—	(1)
Total.....	<u>\$ (50)</u>	<u>\$ —</u>	<u>\$ (50)</u>	<u>\$ 41</u>	<u>\$ —</u>	<u>\$ (9)</u>

December 31, 2012			Gross Amounts Not Offset in the Statement of Financial Position			
(Millions of dollars)	Gross Amount of Recognized Assets	Gross Amounts Offset in the Statement of Financial Position	Net Amount of Assets Presented in the Statement of Financial Position	Financial Instruments	Cash Collateral Received	Net Amount of Assets
<b>Derivatives</b>						
Machinery & Power Systems....	\$ 60	\$ —	\$ 60	\$ (59)	\$ —	\$ 1
Financial Products.....	238	—	238	(12)	—	226
Total.....	<u>\$ 298</u>	<u>\$ —</u>	<u>\$ 298</u>	<u>\$ (71)</u>	<u>\$ —</u>	<u>\$ 227</u>

December 31, 2012			Gross Amounts Not Offset in the Statement of Financial Position			
(Millions of dollars)	Gross Amount of Recognized Liabilities	Gross Amounts Offset in the Statement of Financial Position	Net Amount of Liabilities Presented in the Statement of Financial Position	Financial Instruments	Cash Collateral Pledged	Net Amount of Liabilities
<b>Derivatives</b>						
Machinery & Power Systems....	\$ (129)	\$ —	\$ (129)	\$ 59	\$ —	\$ (70)
Financial Products.....	(15)	—	(15)	12	—	(3)
Total.....	<u>\$ (144)</u>	<u>\$ —</u>	<u>\$ (144)</u>	<u>\$ 71</u>	<u>\$ —</u>	<u>\$ (73)</u>

December 31, 2011			Gross Amounts Not Offset in the Statement of Financial Position			
(Millions of dollars)	Gross Amount of Recognized Assets	Gross Amounts Offset in the Statement of Financial Position	Net Amount of Assets Presented in the Statement of Financial Position	Financial Instruments	Cash Collateral Received	Net Amount of Assets
Derivatives						
Machinery & Power Systems....	\$ 102	\$ —	\$ 102	\$ (102)	\$ —	\$ —
Financial Products.....	255	—	255	(11)	—	244
Total.....	<u>\$ 357</u>	<u>\$ —</u>	<u>\$ 357</u>	<u>\$ (113)</u>	<u>\$ —</u>	<u>\$ 244</u>

December 31, 2011			Gross Amounts Not Offset in the Statement of Financial Position			
(Millions of dollars)	Gross Amount of Recognized Liabilities	Gross Amounts Offset in the Statement of Financial Position	Net Amount of Liabilities Presented in the Statement of Financial Position	Financial Instruments	Cash Collateral Pledged	Net Amount of Liabilities
Derivatives						
Machinery & Power Systems....	\$ (189)	\$ —	\$ (189)	\$ 102	\$ —	\$ (87)
Financial Products.....	(23)	—	(23)	11	—	(12)
Total.....	<u>\$ (212)</u>	<u>\$ —</u>	<u>\$ (212)</u>	<u>\$ 113</u>	<u>\$ —</u>	<u>\$ (99)</u>

#### 4. Other income (expense)

(Millions of dollars)	Years ended December 31,		
	2013	2012	2011
Investment and interest income .....	\$ 84	\$ 82	\$ 85
Foreign exchange gains (losses) <sup>1</sup> .....	(254)	(116)	21
License fee income .....	114	99	80
Gains (losses) on sale of securities and affiliated companies .....	21	4	17
Impairment of available-for-sale securities .....	(1)	(2)	(5)
Miscellaneous income (loss) .....	1	63	(230) <sup>2</sup>
	<u>\$ (35)</u>	<u>\$ 130</u>	<u>\$ (32)</u>

<sup>1</sup> Includes gains (losses) from foreign exchange derivative contracts. See Note 3 for further details.

<sup>2</sup> Miscellaneous income (loss) in 2011 includes forward starting swap costs of \$149 million (see Note 3) and bridge financing costs of \$54 million (see Note 24), both related to the acquisition of Bucyrus.

#### 5. Income taxes

##### The components of profit before taxes were:

(Millions of dollars)	Years ended December 31,		
	2013	2012	2011
U.S. ....	\$ 1,938	\$ 4,090	\$ 2,250
Non-U.S. ....	3,190	4,146	4,475
	<u>\$ 5,128</u>	<u>\$ 8,236</u>	<u>\$ 6,725</u>

Profit before taxes, as shown above, is based on the location of the entity to which such earnings are attributable. Where an entity's earnings are subject to taxation, however, may not correlate solely to where an entity is located. Thus, the income tax provision shown below as U.S. or non-U.S. may not correspond to the earnings shown above.

##### The components of the provision (benefit) for income taxes were:

(Millions of dollars)	Years ended December 31,		
	2013	2012	2011
Current tax provision (benefit):			
U.S. ....	\$ 407	\$ 971	\$ 750
Non-U.S. ....	805	1,250	1,014
State (U.S.) .....	33	56	72
	<u>1,245</u>	<u>2,277</u>	<u>1,836</u>
Deferred tax provision (benefit):			
U.S. ....	79	332	2
Non-U.S. ....	(7)	(89)	(92)
State (U.S.) .....	2	8	(26)
	<u>74</u>	<u>251</u>	<u>(116)</u>
Total provision (benefit) for income taxes .....	<u>\$ 1,319</u>	<u>\$ 2,528</u>	<u>\$ 1,720</u>

We paid net income tax and related interest of \$1,544 million, \$2,396 million and \$1,369 million in 2013, 2012 and 2011, respectively.



## Reconciliation of the U.S. federal statutory rate to effective rate:

(Millions of dollars)	Years ended December 31,					
	2013		2012		2011	
Taxes at U.S. statutory rate.....	\$ 1,795	35.0 %	\$ 2,882	35.0 %	\$ 2,354	35.0 %
(Decreases) increases in taxes resulting from:						
Non-U.S. subsidiaries taxed at other than 35% .....	(268)	(5.2)%	(342)	(4.2)%	(467)	(6.9)%
State and local taxes, net of federal .....	23	0.4 %	55	0.7 %	30	0.4 %
Interest and penalties, net of tax .....	4	0.1 %	22	0.3 %	25	0.4 %
U.S. research and production incentives.....	(91)	(1.8)%	(80)	(1.0)%	(152)	(2.3)%
Other—net.....	(2)	— %	(27)	(0.3)%	(7)	(0.1)%
	<u>1,461</u>	<u>28.5 %</u>	<u>2,510</u>	<u>30.5 %</u>	<u>1,783</u>	<u>26.5 %</u>
Prior year tax and interest adjustments .....	(55)	(1.1)%	(300)	(3.7)%	41	0.6 %
Nondeductible goodwill.....	—	— %	318	3.9 %	33	0.5 %
Release of valuation allowances .....	—	— %	—	— %	(24)	(0.3)%
Non-U.S. earnings reinvestment changes .....	—	— %	—	— %	(113)	(1.7)%
Tax law changes.....	(87)	(1.7)%	—	— %	—	— %
Provision (benefit) for income taxes .....	<u>\$ 1,319</u>	<u>25.7 %</u>	<u>\$ 2,528</u>	<u>30.7 %</u>	<u>\$ 1,720</u>	<u>25.6 %</u>

The provision for income taxes for 2013 included a \$87 million benefit primarily related to the research and development tax credit that was retroactively extended in 2013 for 2012 and a benefit of \$55 million resulting from true-up of estimated amounts used in the tax provision to the 2012 U.S. tax return as filed in September 2013.

The provision for income taxes for 2012 included a \$300 million benefit for adjusting prior year taxes and interest primarily to reflect a settlement reached with the U.S. Internal Revenue Service (IRS) for tax years 2000 to 2006. The largest drivers of the settlement benefit were a \$188 million benefit to remeasure and recognize previously unrecognized tax benefits and a \$96 million benefit to adjust related interest and penalties, net of tax. This benefit was offset by a negative impact from nondeductible goodwill of \$203 million related to the ERA Mining Machinery Limited (Siwei) goodwill impairment and \$115 million related to the divestiture of portions of the Bucyrus distribution business. See Note 10 and Note 26 for more information.

The provision for income taxes for 2011 included a \$113 million benefit due to repatriation of non-U.S. earnings with available foreign tax credits in excess of the U.S. tax liability on the dividends and a \$24 million benefit for the release of a valuation allowance against the deferred tax assets of certain non-U.S. entities due to tax planning actions implemented in 2011. These benefits were offset by a charge of \$41 million due to an increase in prior year unrecognized tax benefits and a negative impact of \$33 million from nondeductible goodwill primarily related to the divestiture of a portion of the Bucyrus distribution business.

We have recorded income tax expense at U.S. tax rates on all profits, except for undistributed profits of non-U.S. subsidiaries of approximately \$17 billion which are considered indefinitely reinvested. Determination of the amount of unrecognized deferred tax liability related to indefinitely reinvested profits is not feasible. If management intentions or U.S. tax law changes in the future, there may be a significant negative impact on the provision for income taxes to record an incremental tax liability in the period the change occurs.

Accounting for income taxes under U.S. GAAP requires that individual tax-paying entities of the company offset all current deferred tax liabilities and assets within each particular tax jurisdiction and present them as a single amount in the Consolidated Financial Position. A similar procedure is followed for all noncurrent deferred tax liabilities and assets. Amounts in different tax jurisdictions cannot be offset against each other. The amount of deferred income taxes at December 31, included on the following lines in Statement 3, are as follows:

(Millions of dollars)	December 31,		
	2013	2012	2011
Assets:			
Deferred and refundable income taxes.....	\$ 877	\$ 979	\$ 1,044
Noncurrent deferred and refundable income taxes .....	456	1,863	2,005
	<u>1,333</u>	<u>2,842</u>	<u>3,049</u>
Liabilities:			
Other current liabilities .....	86	66	69
Other liabilities.....	447	484	559
Deferred income taxes—net .....	<u>\$ 800</u>	<u>\$ 2,292</u>	<u>\$ 2,421</u>

**Deferred income tax assets and liabilities:**

(Millions of dollars)	December 31,		
	2013	2012	2011
Deferred income tax assets:			
Pension.....	\$ 903	\$ 2,100	\$ 2,130
Postemployment benefits other than pensions .....	1,435	1,678	1,622
Tax carryforwards .....	760	663	821
Warranty reserves.....	313	358	338
Stock-based compensation .....	320	281	232
Inventory .....	112	195	148
Allowance for credit losses .....	184	170	131
Post sale discounts .....	146	141	141
Deferred compensation .....	126	110	102
Other—net.....	524	491	537
	<u>4,823</u>	<u>6,187</u>	<u>6,202</u>
Deferred income tax liabilities:			
Capital and intangible assets .....	(2,815)	(2,759)	(2,866)
Bond discount .....	(240)	(249)	(37)
Translation.....	(133)	(173)	(193)
Undistributed profits of non-U.S. subsidiaries.....	(90)	(128)	(215)
	<u>(3,278)</u>	<u>(3,309)</u>	<u>(3,311)</u>
Valuation allowance for deferred tax assets.....	(745)	(586)	(470)
Deferred income taxes—net .....	<u>\$ 800</u>	<u>\$ 2,292</u>	<u>\$ 2,421</u>

At December 31, 2013, approximately \$707 million of U.S. state tax net operating losses (NOLs) and \$169 million of U.S. state tax credit carryforwards were available. The state NOLs primarily expire between 2014 and 2033. The state tax credit carryforwards primarily expire over the next five to fifteen years. We established a valuation allowance of \$188 million for those state NOLs and credit carryforwards that are more likely than not to expire prior to utilization.

At December 31, 2013, amounts and expiration dates of net operating loss carryforwards in various non-U.S. taxing jurisdictions were:

(Millions of dollars)						
2014	2015	2016	2017	2018-2034	Unlimited	Total
\$ 9	\$ 10	\$ 13	\$ 15	\$ 760	\$ 1,192	\$ 1,999

At December 31, 2013 a valuation allowance of \$557 million has been recorded at certain non-U.S. entities that have not yet demonstrated consistent and/or sustainable profitability to support the realization of net deferred tax assets.

A reconciliation of the beginning and ending amount of gross unrecognized tax benefits for uncertain tax positions, including positions impacting only the timing of tax benefits, follows.

<b>(Millions of dollars)</b>	<b>Years ended December 31,</b>		
	<b>2013</b>	<b>2012</b>	<b>2011</b>
Balance at January 1, .....	\$ 715	\$ 958	\$ 789
Additions for tax positions related to current year.....	63	64	118
Additions for tax positions related to prior years.....	52	178	108
Reductions for tax positions related to prior years .....	(31)	(266)	(30)
Reductions for settlements <sup>2</sup> .....	(15)	(191)	—
Reductions for expiration of statute of limitations.....	(25)	(28)	(27)
Balance at December 31, .....	<u>\$ 759</u>	<u>\$ 715</u>	<u>\$ 958</u>
Amount that, if recognized, would impact the effective tax rate.....	<u>\$ 726</u>	<u>\$ 669</u>	<u>\$ 835</u>

<sup>1</sup> Foreign currency translation amounts are included within each line as applicable.

<sup>2</sup> Includes cash payment or other reduction of assets to settle liability.

We classify interest and penalties on income taxes as a component of the provision for income taxes. We recognized a net provision (benefit) for interest and penalties of \$7 million, \$(114) million and \$39 million during the years ended December 31, 2013, 2012 and 2011, respectively. The 2012 amount includes a benefit from adjustments for the 2000 through 2006 settlement discussed previously. The total amount of interest and penalties accrued was \$59 million, \$134 million and \$240 million as of December 31, 2013, 2012 and 2011, respectively.

It is reasonably possible that the amount of unrecognized tax benefits will change in the next 12 months. The IRS is currently examining our U.S. tax returns for 2007 to 2009 including the impact of a loss carryback to 2005. While we have not yet received a Revenue Agent's Report generally issued at the end of the field examination process, we have received Notices of Proposed Adjustment from the IRS relating to U.S. taxation of certain non-U.S. operations and foreign tax credits. We disagree with these proposed adjustments, and to the extent that adjustments are assessed upon completion of the field examination relating to these matters, we would vigorously contest the adjustments in appeals. The completion of the field examination for this audit is expected in 2014. In our major non-U.S. jurisdictions, tax years are typically subject to examination for three to eight years. In the opinion of management, the ultimate disposition of these matters will not have a material adverse effect on our consolidated financial position, liquidity or results of operations. Due to the uncertainty related to the timing and potential outcome of these matters, we can not estimate the range of reasonably possible change in unrecognized tax benefits in the next 12 months.

## 6. Cat Financial Financing Activities

### A. Wholesale inventory receivables

Wholesale inventory receivables are receivables of Cat Financial that arise when Cat Financial provides financing for a dealer's purchase of inventory. These receivables are included in Receivables—trade and other and Long-term receivables—trade and other in Statement 3 and were \$1,945 million, \$2,152 million, and \$1,990 million at December 31, 2013, 2012 and 2011, respectively.

**Contractual maturities of outstanding wholesale inventory receivables:**  
(Millions of dollars)

Amounts Due In	December 31, 2013			
	Wholesale Installment Contracts	Wholesale Finance Leases	Wholesale Notes	Total
2014.....	\$ 258	\$ 125	\$ 636	\$ 1,019
2015.....	106	95	231	432
2016.....	77	58	150	285
2017.....	39	31	18	88
2018.....	17	13	5	35
Thereafter.....	3	—	—	3
	<u>500</u>	<u>322</u>	<u>1,040</u>	<u>1,862</u>
Guaranteed residual value.....	—	90	—	90
Unguaranteed residual value.....	—	35	—	35
Less: Unearned income.....	(8)	(31)	(3)	(42)
Total.....	<u>\$ 492</u>	<u>\$ 416</u>	<u>\$ 1,037</u>	<u>\$ 1,945</u>

Please refer to Note 18 and Table III for fair value information.

**B. Finance receivables**

Finance receivables are receivables of Cat Financial, which generally can be repaid or refinanced without penalty prior to contractual maturity. Total finance receivables reported in Statement 3 are net of an allowance for credit losses.

Cat Financial provides financing only when acceptable criteria are met. Credit decisions are based on, among other things, the customer's credit history, financial strength and intended use of equipment. Cat Financial typically maintains a security interest in retail financed equipment and requires physical damage insurance coverage on financed equipment.

**Contractual maturities of outstanding finance receivables:**  
(Millions of dollars)

Amounts Due In	December 31, 2013			
	Retail Installment Contracts	Retail Finance Leases	Retail Notes	Total
2014.....	\$ 2,105	\$ 3,234	\$ 3,627	\$ 8,966
2015.....	1,627	2,183	2,263	6,073
2016.....	1,093	1,292	1,758	4,143
2017.....	590	581	1,475	2,646
2018.....	198	203	669	1,070
Thereafter.....	26	139	1,070	1,235
	<u>5,639</u>	<u>7,632</u>	<u>10,862</u>	<u>24,133</u>
Guaranteed residual value.....	—	354	—	354
Unguaranteed residual value.....	—	486	—	486
Less: Unearned income.....	(93)	(730)	(89)	(912)
Total.....	<u>\$ 5,546</u>	<u>\$ 7,742</u>	<u>\$ 10,773</u>	<u>\$ 24,061</u>

Please refer to Note 18 and Table III for fair value information.

### **C. Credit quality of financing receivables and allowance for credit losses**

Cat Financial applies a systematic methodology to determine the allowance for credit losses for finance receivables. Based upon Cat Financial's analysis of credit losses and risk factors, portfolio segments are as follows:

- Customer - Finance receivables with retail customers.
- Dealer - Finance receivables with Caterpillar dealers.

Cat Financial further evaluates portfolio segments by the class of finance receivables, which is defined as a level of information (below a portfolio segment) in which the finance receivables have the same initial measurement attribute and a similar method for assessing and monitoring credit risk. Typically, Cat Financial's finance receivables within a geographic area have similar credit risk profiles and methods for assessing and monitoring credit risk. Cat Financial's classes, which align with management reporting for credit losses, are as follows:

- North America - Finance receivables originated in the United States or Canada.
- Europe - Finance receivables originated in Europe, Africa, Middle East and the Commonwealth of Independent States.
- Asia Pacific - Finance receivables originated in Australia, New Zealand, China, Japan, South Korea and Southeast Asia.
- Mining - Finance receivables related to large mining customers worldwide.
- Latin America - Finance receivables originated in Central and South American countries and Mexico.
- Caterpillar Power Finance - Finance receivables related to marine vessels with Caterpillar engines worldwide and Caterpillar electrical power generation, gas compression and co-generation systems and non-Caterpillar equipment that is powered by these systems worldwide.

#### **Impaired loans and finance leases**

For all classes, a loan or finance lease is considered impaired, based on current information and events, if it is probable that Cat Financial will be unable to collect all amounts due according to the contractual terms of the loan or finance lease. Loans and finance leases reviewed for impairment include loans and finance leases that are past due, non-performing or in bankruptcy. Recognition of income is suspended and the loan or finance lease is placed on non-accrual status when management determines that collection of future income is not probable (generally after 120 days past due except in locations where local regulatory requirements dictate a different method, or in instances in which relevant information is known that warrants placing the loan or finance lease on non-accrual status). Accrual is resumed, and previously suspended income is recognized, when the loan or finance lease becomes contractually current and/or collection doubts are removed. Cash receipts on impaired loans or finance leases are recorded against the receivable and then to any unrecognized income.

During 2013, Cat Financial changed the classification of certain loans and finance leases previously reported as impaired. While these loans and finance leases had been incorrectly reported as impaired, the related allowance for these loans and finance leases was appropriately measured; therefore, this change had no impact on the allowance for credit losses. The impact of incorrectly reporting these loans and finance leases as impaired was not considered material to previously issued financial statements; however, prior period impaired loan and finance lease balances have been revised throughout Notes 6 and 18.

At December 31, 2013, 2012 and 2011, there were no impaired loans or finance leases for the Dealer portfolio segment. The average recorded investment for impaired loans and finance leases within the Dealer portfolio segment was zero during 2013, 2012 and 2011.

Individually impaired loans and finance leases for the Customer portfolio segment were as follows:

(Millions of dollars)	December 31, 2013		
	Recorded Investment	Unpaid Principal Balance	Related Allowance
<b><u>Impaired Loans and Finance Leases With No Allowance Recorded</u></b>			
<b>Customer</b>			
North America.....	\$ 23	\$ 22	\$ —
Europe .....	48	47	—
Asia Pacific .....	7	7	—
Mining .....	134	134	—
Latin America.....	11	11	—
Caterpillar Power Finance.....	223	222	—
<b>Total</b> .....	<b>\$ 446</b>	<b>\$ 443</b>	<b>\$ —</b>
<b><u>Impaired Loans and Finance Leases With An Allowance Recorded</u></b>			
<b>Customer</b>			
North America.....	\$ 13	\$ 13	\$ 4
Europe .....	20	19	7
Asia Pacific .....	16	16	2
Mining .....	—	—	—
Latin America.....	23	23	6
Caterpillar Power Finance.....	110	106	51
<b>Total</b> .....	<b>\$ 182</b>	<b>\$ 177</b>	<b>\$ 70</b>
<b><u>Total Impaired Loans and Finance Leases</u></b>			
<b>Customer</b>			
North America.....	\$ 36	\$ 35	\$ 4
Europe .....	68	66	7
Asia Pacific .....	23	23	2
Mining .....	134	134	—
Latin America.....	34	34	6
Caterpillar Power Finance.....	333	328	51
<b>Total</b> .....	<b>\$ 628</b>	<b>\$ 620</b>	<b>\$ 70</b>

(Millions of dollars)	December 31, 2012		
	Recorded Investment	Unpaid Principal Balance	Related Allowance
<b><u>Impaired Loans and Finance Leases With No Allowance Recorded</u></b>			
<b>Customer</b>			
North America.....	\$ 28	\$ 27	\$ —
Europe .....	45	45	—
Asia Pacific .....	2	2	—
Mining .....	1	1	—
Latin America.....	7	7	—
Caterpillar Power Finance.....	295	295	—
<b>Total</b> .....	<b>\$ 378</b>	<b>\$ 377</b>	<b>\$ —</b>
<b><u>Impaired Loans and Finance Leases With An Allowance Recorded</u></b>			
<b>Customer</b>			
North America.....	\$ 25	\$ 23	\$ 7
Europe .....	28	26	11
Asia Pacific .....	19	19	4
Mining .....	—	—	—
Latin America.....	30	30	8
Caterpillar Power Finance.....	113	109	24
<b>Total</b> .....	<b>\$ 215</b>	<b>\$ 207</b>	<b>\$ 54</b>
<b><u>Total Impaired Loans and Finance Leases</u></b>			
<b>Customer</b>			
North America.....	\$ 53	\$ 50	\$ 7
Europe .....	73	71	11
Asia Pacific .....	21	21	4
Mining .....	1	1	—
Latin America.....	37	37	8
Caterpillar Power Finance.....	408	404	24
<b>Total</b> .....	<b>\$ 593</b>	<b>\$ 584</b>	<b>\$ 54</b>

(Millions of dollars)	December 31, 2011		
	Recorded Investment	Unpaid Principal Balance	Related Allowance
<b><u>Impaired Loans and Finance Leases With No Allowance Recorded</u></b>			
<b>Customer</b>			
North America.....	\$ 83	\$ 80	\$ —
Europe .....	47	46	—
Asia Pacific .....	4	4	—
Mining .....	8	8	—
Latin America.....	9	9	—
Caterpillar Power Finance.....	175	170	—
<b>Total</b> .....	<b>\$ 326</b>	<b>\$ 317</b>	<b>\$ —</b>
<b><u>Impaired Loans and Finance Leases With An Allowance Recorded</u></b>			
<b>Customer</b>			
North America.....	\$ 23	\$ 20	\$ 6
Europe .....	22	21	8
Asia Pacific .....	9	9	3
Mining .....	—	—	—
Latin America.....	19	19	4
Caterpillar Power Finance.....	85	85	13
<b>Total</b> .....	<b>\$ 158</b>	<b>\$ 154</b>	<b>\$ 34</b>
<b><u>Total Impaired Loans and Finance Leases</u></b>			
<b>Customer</b>			
North America.....	\$ 106	\$ 100	\$ 6
Europe .....	69	67	8
Asia Pacific .....	13	13	3
Mining .....	8	8	—
Latin America.....	28	28	4
Caterpillar Power Finance.....	260	255	13
<b>Total</b> .....	<b>\$ 484</b>	<b>\$ 471</b>	<b>\$ 34</b>



(Millions of dollars)	Years ended December 31,					
	2013		2012		2011	
	Average Recorded Investment	Interest Income Recognized	Average Recorded Investment	Interest Income Recognized	Average Recorded Investment	Interest Income Recognized
<b><u>Impaired Loans and Finance Leases With No Allowance Recorded</u></b>						
<b>Customer</b>						
North America.....	\$ 25	\$ 3	\$ 50	\$ 3	\$ 91	\$ 4
Europe .....	49	1	45	1	11	—
Asia Pacific .....	4	—	3	—	5	—
Mining.....	61	3	8	—	8	1
Latin America.....	11	—	6	—	9	1
Caterpillar Power Finance.	271	5	220	2	221	6
<b>Total.....</b>	<b>\$ 421</b>	<b>\$ 12</b>	<b>\$ 332</b>	<b>\$ 6</b>	<b>\$ 345</b>	<b>\$ 12</b>
<b><u>Impaired Loans and Finance Leases With An Allowance Recorded</u></b>						
<b>Customer</b>						
North America.....	\$ 18	\$ 1	\$ 25	\$ 1	\$ 56	\$ 2
Europe .....	22	1	27	1	20	—
Asia Pacific .....	18	1	15	1	11	1
Mining.....	1	—	—	—	—	—
Latin America.....	44	2	27	2	11	—
Caterpillar Power Finance.	135	1	94	—	61	—
<b>Total.....</b>	<b>\$ 238</b>	<b>\$ 6</b>	<b>\$ 188</b>	<b>\$ 5</b>	<b>\$ 159</b>	<b>\$ 3</b>
<b><u>Total Impaired Loans and Finance Leases</u></b>						
<b>Customer</b>						
North America.....	\$ 43	\$ 4	\$ 75	\$ 4	\$ 147	\$ 6
Europe .....	71	2	72	2	31	—
Asia Pacific .....	22	1	18	1	16	1
Mining.....	62	3	8	—	8	1
Latin America.....	55	2	33	2	20	1
Caterpillar Power Finance.	406	6	314	2	282	6
<b>Total.....</b>	<b>\$ 659</b>	<b>\$ 18</b>	<b>\$ 520</b>	<b>\$ 11</b>	<b>\$ 504</b>	<b>\$ 15</b>

#### Non-accrual and past due loans and finance leases

For all classes, Cat Financial considers a loan or finance lease past due if any portion of a contractual payment is due and unpaid for more than 30 days. Recognition of income is suspended and the loan or finance lease is placed on non-accrual status when management determines that collection of future income is not probable (generally after 120 days past due except in locations where local regulatory requirements dictate a different method, or in instances in which relevant information is known that warrants placing the loan or finance lease on non-accrual status). Accrual is resumed, and previously suspended income is recognized, when the loan or finance lease becomes contractually current and/or collection doubts are removed.

As of December 31, 2013, 2012 and 2011, there were no loans or finance leases on non-accrual status for the Dealer portfolio segment.

The investment in customer loans and finance leases on non-accrual status was as follows:

(Millions of dollars)	December 31,		
	2013	2012	2011
<b>Customer</b>			
North America.....	\$ 26	\$ 59	\$ 112
Europe .....	28	38	58
Asia Pacific .....	50	36	24
Mining.....	23	12	12
Latin America.....	179	148	108
Caterpillar Power Finance.....	119	220	158
<b>Total</b> .....	<b>\$ 425</b>	<b>\$ 513</b>	<b>\$ 472</b>

Aging related to loans and finance leases was as follows:

(Millions of dollars)	December 31, 2013						
	31-60 Days Past Due	61-90 Days Past Due	91+ Days Past Due	Total Past Due	Current	Total Finance Receivables	91+ Still Accruing
<b>Customer</b>							
North America.....	\$ 37	\$ 12	\$ 24	\$ 73	\$ 6,508	\$ 6,581	\$ —
Europe .....	26	15	29	70	2,805	2,875	6
Asia Pacific .....	54	23	59	136	2,752	2,888	11
Mining.....	3	—	12	15	2,128	2,143	—
Latin America.....	54	25	165	244	2,474	2,718	5
Caterpillar Power Finance.....	55	30	60	145	2,946	3,091	—
<b>Dealer</b>							
North America.....	—	—	—	—	2,283	2,283	—
Europe .....	—	—	—	—	150	150	—
Asia Pacific .....	—	—	—	—	583	583	—
Mining.....	—	—	—	—	1	1	—
Latin America.....	—	—	—	—	748	748	—
Caterpillar Power Finance.....	—	—	—	—	—	—	—
<b>Total</b> .....	<b>\$ 229</b>	<b>\$ 105</b>	<b>\$ 349</b>	<b>\$ 683</b>	<b>\$ 23,378</b>	<b>\$ 24,061</b>	<b>\$ 22</b>

(Millions of dollars)	December 31, 2012						
	31-60 Days Past Due	61-90 Days Past Due	91+ Days Past Due	Total Past Due	Current	Total Finance Receivables	91+ Still Accruing
<b>Customer</b>							
North America.....	\$ 35	\$ 8	\$ 52	\$ 95	\$ 5,872	\$ 5,967	\$ —
Europe .....	23	9	36	68	2,487	2,555	6
Asia Pacific .....	53	19	54	126	2,912	3,038	18
Mining .....	—	1	12	13	1,960	1,973	—
Latin America.....	62	19	138	219	2,500	2,719	—
Caterpillar Power Finance.....	15	14	126	155	3,017	3,172	4
<b>Dealer</b>							
North America.....	—	—	—	—	2,063	2,063	—
Europe .....	—	—	—	—	185	185	—
Asia Pacific .....	—	—	—	—	751	751	—
Mining .....	—	—	—	—	1	1	—
Latin America.....	—	—	—	—	884	884	—
Caterpillar Power Finance.....	—	—	—	—	—	—	—
<b>Total.....</b>	<b>\$ 188</b>	<b>\$ 70</b>	<b>\$ 418</b>	<b>\$ 676</b>	<b>\$ 22,632</b>	<b>\$ 23,308</b>	<b>\$ 28</b>

(Millions of dollars)	December 31, 2011						
	31-60 Days Past Due	61-90 Days Past Due	91+ Days Past Due	Total Past Due	Current	Total Finance Receivables	91+ Still Accruing
<b>Customer</b>							
North America.....	\$ 74	\$ 39	\$ 111	\$ 224	\$ 5,378	\$ 5,602	\$ 9
Europe .....	27	11	57	95	2,129	2,224	10
Asia Pacific .....	47	23	38	108	2,769	2,877	14
Mining .....	—	—	12	12	1,473	1,485	—
Latin America.....	32	15	99	146	2,339	2,485	—
Caterpillar Power Finance.....	14	16	125	155	2,765	2,920	25
<b>Dealer</b>							
North America.....	—	—	—	—	1,689	1,689	—
Europe .....	—	—	—	—	57	57	—
Asia Pacific .....	—	—	—	—	161	161	—
Mining .....	—	—	—	—	—	—	—
Latin America.....	—	—	—	—	480	480	—
Caterpillar Power Finance.....	—	—	—	—	—	—	—
<b>Total.....</b>	<b>\$ 194</b>	<b>\$ 104</b>	<b>\$ 442</b>	<b>\$ 740</b>	<b>\$ 19,240</b>	<b>\$ 19,980</b>	<b>\$ 58</b>

#### Allowance for credit loss activity

The allowance for credit losses as of December 31, 2013 was \$375 million compared with \$423 million as of December 31, 2012. The overall decrease of \$48 million in the allowance for credit losses during the year reflects a \$55 million decrease associated with the lower allowance rate, partially offset by a \$7 million increase due to an increase in Cat Financial's net finance receivables portfolio. The lower allowance rate reflects write-offs taken in 2013, primarily related to Cat Financial's European marine portfolio that had been previously provided for in the allowance for credit losses, favorable changes in Cat Financial's estimated probabilities of default (due to improved financial health of Cat Financial's customers), continued refinements of estimated loss emergence periods and general improvement in the economic conditions of the industries Cat Financial serves.

The allowance for credit losses as of December 31, 2012 was \$423 million compared with \$366 million as of December 31, 2011. The overall increase of \$57 million in allowance for credit losses during the year reflects a \$51 million increase in allowance due to an increase in Cat Financial's net finance receivables portfolio and a \$6 million increase associated with the higher allowance rate.

An analysis of the allowance for credit losses during 2013, 2012 and 2011 was as follows:

(Millions of dollars)	December 31, 2013		
	Customer	Dealer	Total
<b>Allowance for Credit Losses:</b>			
Balance at beginning of year .....	\$ 414	\$ 9	\$ 423
Receivables written off .....	(179)	—	(179)
Recoveries on receivables previously written off .....	56	—	56
Provision for credit losses .....	83	1	84
Other .....	(9)	—	(9)
Balance at end of year .....	<u>\$ 365</u>	<u>\$ 10</u>	<u>\$ 375</u>
Individually evaluated for impairment .....	\$ 70	\$ —	\$ 70
Collectively evaluated for impairment .....	295	10	305
Ending Balance .....	<u>\$ 365</u>	<u>\$ 10</u>	<u>\$ 375</u>
<b>Recorded Investment in Finance Receivables:</b>			
Individually evaluated for impairment .....	\$ 628	\$ —	\$ 628
Collectively evaluated for impairment .....	19,668	3,765	23,433
Ending Balance .....	<u>\$ 20,296</u>	<u>\$ 3,765</u>	<u>\$ 24,061</u>

(Millions of dollars)	December 31, 2012		
	Customer	Dealer	Total
<b>Allowance for Credit Losses:</b>			
Balance at beginning of year .....	\$ 360	\$ 6	\$ 366
Receivables written off .....	(149)	—	(149)
Recoveries on receivables previously written off .....	47	—	47
Provision for credit losses .....	157	3	160
Other .....	(1)	—	(1)
Balance at end of year .....	<u>\$ 414</u>	<u>\$ 9</u>	<u>\$ 423</u>
Individually evaluated for impairment .....	\$ 54	\$ —	\$ 54
Collectively evaluated for impairment .....	360	9	369
Ending Balance .....	<u>\$ 414</u>	<u>\$ 9</u>	<u>\$ 423</u>
<b>Recorded Investment in Finance Receivables:</b>			
Individually evaluated for impairment .....	\$ 593	\$ —	\$ 593
Collectively evaluated for impairment .....	18,831	3,884	22,715
Ending Balance .....	<u>\$ 19,424</u>	<u>\$ 3,884</u>	<u>\$ 23,308</u>

(Millions of dollars)	December 31, 2011		
	Customer	Dealer	Total
<b>Allowance for Credit Losses:</b>			
Balance at beginning of year .....	\$ 357	\$ 5	\$ 362
Receivables written off .....	(210)	—	(210)
Recoveries on receivables previously written off .....	52	—	52
Provision for credit losses .....	167	1	168
Other .....	(6)	—	(6)
Balance at end of year .....	<u>\$ 360</u>	<u>\$ 6</u>	<u>\$ 366</u>
Individually evaluated for impairment .....	\$ 34	\$ —	\$ 34
Collectively evaluated for impairment .....	326	6	332
Ending Balance .....	<u>\$ 360</u>	<u>\$ 6</u>	<u>\$ 366</u>
<b>Recorded Investment in Finance Receivables:</b>			
Individually evaluated for impairment .....	\$ 484	\$ —	\$ 484
Collectively evaluated for impairment .....	17,109	2,387	19,496
Ending Balance .....	<u>\$ 17,593</u>	<u>\$ 2,387</u>	<u>\$ 19,980</u>

### Credit quality of finance receivables

The credit quality of finance receivables is reviewed on a monthly basis. Credit quality indicators include performing and non-performing. Non-performing is defined as finance receivables currently over 120 days past due and/or on non-accrual status or in bankruptcy. Finance receivables not meeting the criteria listed above are considered performing. Non-performing receivables have the highest probability for credit loss. The allowance for credit losses attributable to non-performing receivables is based on the most probable source of repayment, which is normally the liquidation of collateral. In determining collateral value, Cat Financial estimates the current fair market value of the collateral less selling costs. In addition, Cat Financial considers credit enhancements such as additional collateral and contractual third-party guarantees in determining the allowance for credit losses attributable to non-performing receivables.

The recorded investment in performing and non-performing finance receivables was as follows:

(Millions of dollars)	December 31, 2013		
	Customer	Dealer	Total
<b>Performing</b>			
North America .....	\$ 6,555	\$ 2,283	\$ 8,838
Europe .....	2,847	150	2,997
Asia Pacific .....	2,838	583	3,421
Mining .....	2,120	1	2,121
Latin America .....	2,539	748	3,287
Caterpillar Power Finance .....	2,972	—	2,972
<b>Total Performing</b> .....	<b>\$ 19,871</b>	<b>\$ 3,765</b>	<b>\$ 23,636</b>
<b>Non-Performing</b>			
North America .....	\$ 26	\$ —	\$ 26
Europe .....	28	—	28
Asia Pacific .....	50	—	50
Mining .....	23	—	23
Latin America .....	179	—	179
Caterpillar Power Finance .....	119	—	119
<b>Total Non-Performing</b> .....	<b>\$ 425</b>	<b>\$ —</b>	<b>\$ 425</b>
<b>Performing &amp; Non-Performing</b>			
North America .....	\$ 6,581	\$ 2,283	\$ 8,864
Europe .....	2,875	150	3,025
Asia Pacific .....	2,888	583	3,471
Mining .....	2,143	1	2,144
Latin America .....	2,718	748	3,466
Caterpillar Power Finance .....	3,091	—	3,091
<b>Total</b> .....	<b>\$ 20,296</b>	<b>\$ 3,765</b>	<b>\$ 24,061</b>

(Millions of dollars)	December 31, 2012		
	Customer	Dealer	Total
<b>Performing</b>			
North America .....	\$ 5,908	\$ 2,063	\$ 7,971
Europe .....	2,517	185	2,702
Asia Pacific .....	3,002	751	3,753
Mining .....	1,961	1	1,962
Latin America .....	2,571	884	3,455
Caterpillar Power Finance .....	2,952	—	2,952
<b>Total Performing</b> .....	<u>\$ 18,911</u>	<u>\$ 3,884</u>	<u>\$ 22,795</u>
<b>Non-Performing</b>			
North America .....	\$ 59	\$ —	\$ 59
Europe .....	38	—	38
Asia Pacific .....	36	—	36
Mining .....	12	—	12
Latin America .....	148	—	148
Caterpillar Power Finance .....	220	—	220
<b>Total Non-Performing</b> .....	<u>\$ 513</u>	<u>\$ —</u>	<u>\$ 513</u>
<b>Performing &amp; Non-Performing</b>			
North America .....	\$ 5,967	\$ 2,063	\$ 8,030
Europe .....	2,555	185	2,740
Asia Pacific .....	3,038	751	3,789
Mining .....	1,973	1	1,974
Latin America .....	2,719	884	3,603
Caterpillar Power Finance .....	3,172	—	3,172
<b>Total</b> .....	<u>\$ 19,424</u>	<u>\$ 3,884</u>	<u>\$ 23,308</u>

(Millions of dollars)	December 31, 2011		
	Customer	Dealer	Total
<b>Performing</b>			
North America .....	\$ 5,490	\$ 1,689	\$ 7,179
Europe .....	2,166	57	2,223
Asia Pacific .....	2,853	161	3,014
Mining .....	1,473	—	1,473
Latin America .....	2,377	480	2,857
Caterpillar Power Finance .....	2,762	—	2,762
<b>Total Performing</b> .....	<b>\$ 17,121</b>	<b>\$ 2,387</b>	<b>\$ 19,508</b>
<b>Non-Performing</b>			
North America .....	\$ 112	\$ —	\$ 112
Europe .....	58	—	58
Asia Pacific .....	24	—	24
Mining .....	12	—	12
Latin America .....	108	—	108
Caterpillar Power Finance .....	158	—	158
<b>Total Non-Performing</b> .....	<b>\$ 472</b>	<b>\$ —</b>	<b>\$ 472</b>
<b>Performing &amp; Non-Performing</b>			
North America .....	\$ 5,602	\$ 1,689	\$ 7,291
Europe .....	2,224	57	2,281
Asia Pacific .....	2,877	161	3,038
Mining .....	1,485	—	1,485
Latin America .....	2,485	480	2,965
Caterpillar Power Finance .....	2,920	—	2,920
<b>Total</b> .....	<b>\$ 17,593</b>	<b>\$ 2,387</b>	<b>\$ 19,980</b>

### Troubled Debt Restructurings

A restructuring of a loan or finance lease receivable constitutes a troubled debt restructuring (TDR) when the lender grants a concession it would not otherwise consider to a borrower experiencing financial difficulties. Concessions granted may include extended contract maturities, inclusion of interest only periods, below market interest rates, and extended skip payment periods.

TDRs are reviewed along with other receivables as part of management's ongoing evaluation of the adequacy of the allowance for credit losses. The allowance for credit losses attributable to TDRs is based on the most probable source of repayment, which is normally the liquidation of collateral. In determining collateral value, Cat Financial estimates the current fair market value of the collateral less selling costs. In addition, Cat Financial factors in credit enhancements such as additional collateral and contractual third-party guarantees in determining the allowance for credit losses attributable to TDRs.

There were no loans or finance lease receivables modified as TDRs during the years ended December 31, 2013, 2012 and 2011 for the Dealer portfolio segment.

Loan and finance lease receivables in the Customer portfolio segment modified as TDRs during the years ended December 31, 2013, 2012, and 2011 were as follows:



(Millions of dollars)	Year ended December 31, 2013		
	Number of Contracts	Pre-TDR Outstanding Recorded Investment	Post-TDR Outstanding Recorded Investment
<b>Customer</b>			
North America.....	62	\$ 9	\$ 9
Europe .....	51	7	7
Asia Pacific .....	3	1	1
Mining .....	45	123	123
Latin America.....	16	2	2
Caterpillar Power Finance <sup>1</sup> .....	17	153	157
<b>Total</b> <sup>2</sup> .....	<b>194</b>	<b>\$ 295</b>	<b>\$ 299</b>
	Year ended December 31, 2012		
	Number of Contracts	Pre-TDR Outstanding Recorded Investment	Post-TDR Outstanding Recorded Investment
<b>Customer</b>			
North America.....	98	\$ 15	\$ 15
Europe .....	21	8	8
Asia Pacific .....	12	3	3
Mining .....	—	—	—
Latin America.....	41	5	5
Caterpillar Power Finance <sup>1</sup> .....	27	253	253
<b>Total</b> <sup>2</sup> .....	<b>199</b>	<b>\$ 284</b>	<b>\$ 284</b>
	Year ended December 31, 2011		
	Number of Contracts	Pre-TDR Outstanding Recorded Investment	Post-TDR Outstanding Recorded Investment
<b>Customer</b>			
North America.....	71	\$ 13	\$ 13
Europe .....	7	44	44
Asia Pacific .....	—	—	—
Mining .....	—	—	—
Latin America.....	12	10	10
Caterpillar Power Finance <sup>1</sup> .....	35	117	117
<b>Total</b> <sup>2</sup> .....	<b>125</b>	<b>\$ 184</b>	<b>\$ 184</b>

<sup>1</sup> During the years ended December 31, 2013, 2012 and 2011, \$25 million, \$24 million and \$15 million, respectively, of additional funds were subsequently loaned to a borrower whose terms had been modified in a TDR. The \$25 million, \$24 million and \$15 million of additional funds are not reflected in the table above as no incremental modifications have been made with the borrower during the periods presented. At December 31, 2013, remaining commitments to lend additional funds to a borrower whose terms have been modified in a TDR were \$6 million.

<sup>2</sup> Modifications include extended contract maturities, inclusion of interest only periods, below market interest rates, and extended skip payment periods.

TDRs in the Customer portfolio segment with a payment default during the years ended December 31, 2013, 2012, and 2011 which had been modified within twelve months prior to the default date, were as follows:

(Millions of dollars)	Year ended December 31, 2013		Year ended December 31, 2012		Year ended December 31, 2011	
	Number of Contracts	Post-TDR Recorded Investment	Number of Contracts	Post-TDR Recorded Investment	Number of Contracts	Post-TDR Recorded Investment
<b>Customer</b>						
North America .....	19	\$ 4	49	\$ 4	48	\$ 26
Europe .....	5	—	—	—	1	1
Asia Pacific .....	—	—	2	1	—	—
Mining .....	—	—	—	—	—	—
Latin America .....	—	—	—	—	7	4
Caterpillar Power Finance ...	2	3	16	21	14	70
<b>Total</b>	<b>26</b>	<b>\$ 7</b>	<b>67</b>	<b>\$ 26</b>	<b>70</b>	<b>\$ 101</b>

#### D. Securitized Retail Installment Sale Contracts and Finance Leases

Cat Financial has periodically transferred certain finance receivables relating to their retail installment sale contracts and finance leases to special-purpose entities (SPEs) as part of their asset-backed securitization program. These SPEs were concluded to be VIEs. Cat Financial determined that they were the primary beneficiary based on their power to direct activities through their role as servicer and their obligation to absorb losses and right to receive benefits and therefore consolidated these securitization SPEs.

On April 25, 2011, Cat Financial exercised a clean-up call on their only outstanding asset-backed securitization transaction. As a result, Cat Financial had no assets or liabilities related to their securitization program as of December 31, 2013, 2012 or 2011.

#### 7. Inventories

Inventories (principally using the LIFO method) are comprised of the following:

(Millions of dollars)	December 31,		
	2013	2012	2011
Raw materials .....	\$ 2,966	\$ 3,573	\$ 3,766
Work-in-process .....	2,589	2,920	2,959
Finished goods .....	6,785	8,767	7,562
Supplies .....	285	287	257
Total inventories .....	<b>\$ 12,625</b>	<b>\$ 15,547</b>	<b>\$ 14,544</b>

We had long-term material purchase obligations of approximately \$1,568 million at December 31, 2013.

During 2013 inventory quantities were reduced. This reduction resulted in a liquidation of LIFO inventory layers carried at lower costs prevailing in prior years as compared with current costs. In 2013, the effect of this reduction of inventory decreased Cost of goods sold by approximately \$115 million and increased Profit by approximately \$81 million or \$0.12 per share.

## 8. Property, plant and equipment

(Millions of dollars)	Useful Lives (Years)	December 31,		
		2013	2012	2011
Land .....	—	\$ 688	\$ 723	\$ 753
Buildings and land improvements.....	20-45	6,928	6,214	5,857
Machinery, equipment and other.....	3-10	16,793	16,073	14,435
Equipment leased to others .....	1-10	5,365	4,658	4,285
Construction-in-process .....	—	1,542	2,264	1,996
Total property, plant and equipment, at cost.....		31,316	29,932	27,326
Less: Accumulated depreciation .....		(14,241)	(13,471)	(12,931)
Property, plant and equipment—net.....		\$ 17,075	\$ 16,461	\$ 14,395

We had commitments for the purchase or construction of capital assets of approximately \$269 million at December 31, 2013.

### Assets recorded under capital leases: <sup>1</sup>

(Millions of dollars)	December 31,		
	2013	2012	2011
Gross capital leases <sup>2</sup> .....	\$ 125	\$ 134	\$ 131
Less: Accumulated depreciation.....	(50)	(58)	(75)
Net capital leases.....	\$ 75	\$ 76	\$ 56

<sup>1</sup> Included in Property, plant and equipment table above.

<sup>2</sup> Consists primarily of machinery and equipment.

At December 31, 2013, scheduled minimum rental payments on assets recorded under capital leases were:

(Millions of dollars)						
2014	2015	2016	2017	2018	Thereafter	
\$ 10	\$ 14	\$ 22	\$ 7	\$ 7	\$ 47	

### Equipment leased to others (primarily by Cat Financial):

(Millions of dollars)	December 31,		
	2013	2012	2011
Equipment leased to others—at original cost.....	\$ 5,365	\$ 4,658	\$ 4,285
Less: Accumulated depreciation.....	(1,521)	(1,383)	(1,406)
Equipment leased to others—net.....	\$ 3,844	\$ 3,275	\$ 2,879

At December 31, 2013, scheduled minimum rental payments to be received for equipment leased to others were:

(Millions of dollars)						
2014	2015	2016	2017	2018	Thereafter	
\$ 916	\$ 626	\$ 379	\$ 191	\$ 95	\$ 45	

## 9. Investments in unconsolidated affiliated companies

Combined financial information of the unconsolidated affiliated companies accounted for by the equity method (generally on a lag of 3 months or less) was as follows:

(Millions of dollars)	Years ended December 31,		
	2013	2012	2011
<b>Results of Operations of unconsolidated affiliated companies:</b>			
Results of Operations:			
Sales .....	\$ 1,336	\$ 1,084	\$ 966
Cost of sales .....	1,048	872	797
Gross profit .....	\$ 288	\$ 212	\$ 169
Profit (loss) .....	\$ (28)	\$ 28	\$ (46)

(Millions of dollars)	December 31,		
	2013	2012	2011
<b>Financial Position of unconsolidated affiliated companies:</b>			
Financial Position:			
Assets:			
Current assets .....	\$ 683	\$ 715	\$ 345
Property, plant and equipment—net.....	710	529	200
Other assets .....	608	616	9
	2,001	1,860	554
Liabilities:			
Current liabilities.....	437	443	220
Long-term debt due after one year .....	900	708	72
Other liabilities.....	262	170	17
	1,599	1,321	309
Equity .....	\$ 402	\$ 539	\$ 245

(Millions of dollars)	December 31,		
	2013	2012	2011
<b>Caterpillar's investments in unconsolidated affiliated companies:</b>			
Investments in equity method companies .....	\$ 262	\$ 256	\$ 111
Plus: Investments in cost method companies.....	10	16	22
Total investments in unconsolidated affiliated companies.....	\$ 272	\$ 272	\$ 133

The increase in the 2012 financial position and equity investments amounts from 2011 relate to the sale of a majority interest in Caterpillar's third party logistics business, which occurred on July 31, 2012. Under the terms of the agreement, Caterpillar retained a 35 percent equity interest. The increase is also related to the acquisition of an equity interest in Black Horse LLC, which occurred on December 5, 2012.

## 10. Intangible assets and goodwill

### A. Intangible assets

Intangible assets are comprised of the following:

(Millions of dollars)	Weighted Amortizable Life (Years)	December 31, 2013		
		Gross Carrying Amount	Accumulated Amortization	Net
Customer relationships.....	15	\$ 2,653	\$ (539)	\$ 2,114
Intellectual property.....	11	1,821	(495)	1,326
Other.....	10	274	(136)	138
Total finite-lived intangible assets.....	13	4,748	(1,170)	3,578
Indefinite-lived intangible assets - In-process research & development .		18	—	18
Total intangible assets.....		\$ 4,766	\$ (1,170)	\$ 3,596

(Millions of dollars)	Weighted Amortizable Life (Years)	December 31, 2012		
		Gross Carrying Amount	Accumulated Amortization	Net
Customer relationships.....	15	\$ 2,756	\$ (377)	\$ 2,379
Intellectual property.....	12	1,767	(342)	1,425
Other.....	10	299	(105)	194
Total finite-lived intangible assets.....	13	4,822	(824)	3,998
Indefinite-lived intangible assets - In-process research & development .		18	—	18
Total intangible assets.....		\$ 4,840	\$ (824)	\$ 4,016

(Millions of dollars)	Weighted Amortizable Life (Years)	December 31, 2011		
		Gross Carrying Amount	Accumulated Amortization	Net
Customer relationships.....	15	\$ 2,811	\$ (213)	\$ 2,598
Intellectual property.....	11	1,794	(244)	1,550
Other.....	11	299	(97)	202
Total finite-lived intangible assets.....	13	4,904	(554)	4,350
Indefinite-lived intangible assets - In-process research & development .		18	—	18
Total intangible assets.....		\$ 4,922	\$ (554)	\$ 4,368

During 2013, we acquired finite-lived intangible assets aggregating \$70 million due to the purchase of Johan Walter Berg AB (Berg). See Note 24 for details on this acquisition.

Gross customer relationship intangibles of \$168 million and related accumulated amortization of \$25 million were reclassified from Intangible assets to assets held for sale and/or divested during 2013, and are not included in the December 31, 2013 balances in the table above. These transactions were related to the divestiture of portions of the Bucyrus distribution business. See Note 26 for additional information on divestitures and assets held for sale.

During 2012, we acquired finite-lived intangible assets aggregating \$120 million due to purchases of Siwei (\$112 million) and Caterpillar Tohoku Ltd. (Cat Tohoku) (\$8 million). See Note 24 for details on these acquisitions.

Gross customer relationship intangibles of \$207 million and related accumulated amortization of \$93 million were reclassified from Intangible assets to held for sale and/or divested during 2012, and are not included in the December 31, 2012 balances in the table above. These transactions primarily related to the divestiture of portions of the Bucyrus distribution business and our third party logistics business. See Note 26 for additional information on divestitures and assets held for sale.

Gross customer relationship intangibles of \$51 million and related accumulated amortization of \$29 million from the All Other segment were impaired during 2012. Fair value of the intangibles was determined using an income approach based on the present value of discounted cash flows. The impairment of \$22 million was recognized in Other operating (income) expenses in Statement 1 and included in the All Other segment.

During 2011, we acquired finite-lived intangible assets aggregating \$4,167 million primarily due to purchases of Bucyrus International, Inc. (Bucyrus) (\$3,901 million), Pyroban Group Ltd. (Pyroban) (\$41 million) and MWM Holding GmbH (MWM) (\$221 million). See Note 24 for details on these acquisitions.

As described in Note 26, we sold customer relationship intangibles of \$63 million associated with the divestiture of a portion of the Bucyrus distribution business in December 2011. Additionally, \$186 million of customer relationship intangibles were classified as held for sale at December 31, 2011, and are not included in the table above.

Finite-lived intangible assets are amortized over their estimated useful lives and tested for impairment if events or changes in circumstances indicate that the asset may be impaired. Indefinite-lived intangible assets are tested for impairment at least annually.

Amortization expense related to intangible assets was \$371 million, \$387 million and \$233 million for 2013, 2012 and 2011, respectively.

As of December 31, 2013, amortization expense related to intangible assets is expected to be:

(Millions of dollars)						
2014	2015	2016	2017	2018	Thereafter	
\$ 365	\$ 354	\$ 333	\$ 331	\$ 327	\$ 1,886	

## B. Goodwill

During 2013, we acquired net assets with related goodwill of \$106 million due to the purchase of Berg. See Note 24 for details on this acquisition.

As discussed in Note 24, we recorded goodwill of \$625 million related to our May 2012 acquisition of Siwei. In November 2012, Caterpillar became aware of inventory accounting discrepancies at Siwei which led to an internal investigation. Caterpillar's investigation determined that Siwei had engaged in accounting misconduct prior to Caterpillar's acquisition of Siwei in mid-2012. The accounting misconduct included inappropriate accounting practices involving improper cost allocation that resulted in overstated profit and improper revenue recognition practices involving early and, at times unsupported, revenue recognition.

Because of the accounting misconduct identified in the fourth quarter of 2012, Siwei's goodwill was tested for impairment as of November 30, 2012. We determined the carrying value of Siwei, which is a separate reporting unit, exceeded its fair value at the measurement date, requiring step two in the impairment test process. The fair value of the Siwei reporting unit was determined primarily using an income approach based on the present value of discounted cash flows. We assigned the fair value to the reporting unit's assets and liabilities and determined the implied fair value of goodwill was substantially below the carrying value of the reporting unit's goodwill. Accordingly, we recognized a \$580 million goodwill impairment charge, which resulted in goodwill of \$45 million remaining for Siwei as of December 31, 2012. The goodwill impairment was a result of changes in the assumptions used to determine the fair value resulting from the accounting misconduct that occurred before the acquisition. There was no tax benefit associated with this impairment charge. The Siwei goodwill impairment charge is reported in the Resource Industries segment.

Additionally, during 2012, we recorded goodwill of \$22 million related to the acquisition of Cat Tohoku and finalized the allocation of the Bucyrus and MWM purchase prices to identifiable assets and liabilities, adjusting goodwill from our December 31, 2011 preliminary allocation for Bucyrus and MWM by a reduction of \$28 million and an increase of \$9 million, respectively. See Note 24 for details on these acquisitions.

During 2011, we acquired net assets with related goodwill aggregating \$5,026 million primarily due to purchases of Bucyrus (\$4,616 million), Pyroban (\$23 million) and MWM (\$387 million). See Note 24 for details on these acquisitions.

Goodwill of \$65 million, \$181 million and \$409 million was reclassified to held for sale and/or divested during 2013, 2012 and 2011, respectively, and is not included in the December 31, 2013, 2012 and 2011 respective balances in the table below. The reclassified/divested amount in 2013 was related to the divestiture of portions of the Bucyrus distribution business and the sale of certain Power Systems assets that were accounted for as a business. The reclassified/divested amounts in 2012 and 2011 primarily related to the divestiture of portions of the Bucyrus distribution business. See Note 26 for additional information on divestitures and assets held for sale.

The changes in carrying amount of goodwill by reportable segment for the years ended December 31, 2013, 2012 and 2011 were as follows:

(Millions of dollars)	December 31, 2012	Acquisitions <sup>1</sup>	Held for Sale and Business Divestitures <sup>2</sup>	Impairment Loss	Other Adjustments <sup>3</sup>	December 31, 2013
Construction Industries						
Goodwill .....	\$ 382	\$ —	\$ —	\$ —	\$ (56)	\$ 326
Resource Industries						
Goodwill .....	4,559	—	(55)	—	11	4,515
Impairments .....	(602)	—	—	—	—	(602)
Net goodwill.....	3,957	—	(55)	—	11	3,913
Power Systems						
Goodwill .....	2,486	106	(10)	—	18	2,600
All Other <sup>4</sup>						
Goodwill .....	117	—	—	—	—	117
Consolidated total						
Goodwill .....	7,544	106	(65)	—	(27)	7,558
Impairments .....	(602)	—	—	—	—	(602)
Net goodwill.....	<u>\$ 6,942</u>	<u>\$ 106</u>	<u>\$ (65)</u>	<u>\$ —</u>	<u>\$ (27)</u>	<u>\$ 6,956</u>
	December 31, 2011	Acquisitions <sup>1</sup>	Held for Sale and Business Divestitures <sup>2</sup>	Impairment Loss	Other Adjustments <sup>3</sup>	December 31, 2012
Construction Industries						
Goodwill .....	\$ 378	\$ 22	\$ —	\$ —	\$ (18)	\$ 382
Resource Industries						
Goodwill .....	4,121	597	(181)	—	22	4,559
Impairments .....	(22)	—	—	(580)	—	(602)
Net goodwill.....	4,099	597	(181)	(580)	22	3,957
Power Systems						
Goodwill .....	2,486	9	—	—	(9)	2,486
All Other <sup>4</sup>						
Goodwill .....	117	—	—	—	—	117
Consolidated total						
Goodwill .....	7,102	628	(181)	—	(5)	7,544
Impairments .....	(22)	—	—	(580)	—	(602)
Net goodwill.....	<u>\$ 7,080</u>	<u>\$ 628</u>	<u>\$ (181)</u>	<u>\$ (580)</u>	<u>\$ (5)</u>	<u>\$ 6,942</u>
	December 31, 2010	Acquisitions <sup>1</sup>	Held for Sale and Business Divestitures <sup>2</sup>	Impairment Loss	Other Adjustments <sup>3</sup>	December 31, 2011
Construction Industries						
Goodwill .....	\$ 357	\$ —	\$ —	\$ —	\$ 21	\$ 378
Resource Industries						
Goodwill .....	73	4,616	(397)	—	(171)	4,121
Impairments .....	(22)	—	—	—	—	(22)
Net goodwill.....	51	4,616	(397)	—	(171)	4,099
Power Systems						
Goodwill .....	2,077	410	—	—	(1)	2,486
All Other <sup>4</sup>						
Goodwill .....	129	—	(12)	—	—	117
Consolidated total						
Goodwill .....	2,636	5,026	(409)	—	(151)	7,102
Impairments .....	(22)	—	—	—	—	(22)
Net goodwill.....	<u>\$ 2,614</u>	<u>\$ 5,026</u>	<u>\$ (409)</u>	<u>\$ —</u>	<u>\$ (151)</u>	<u>\$ 7,080</u>

<sup>1</sup> See Note 24 for additional information.

<sup>2</sup> See Note 26 for additional information.

<sup>3</sup> Other adjustments are comprised primarily of foreign currency translation.

<sup>4</sup> Includes All Other operating segment (See Note 23).



## 11. Available-for-sale securities

We have investments in certain debt and equity securities, primarily at Insurance Services, that have been classified as available-for-sale and recorded at fair value based upon quoted market prices. These investments are primarily included in Other assets in Statement 3. Unrealized gains and losses arising from the revaluation of available-for-sale securities are included, net of applicable deferred income taxes, in equity (Accumulated other comprehensive income (loss) in Statement 3). Realized gains and losses on sales of investments are generally determined using the FIFO (first-in, first-out) method for debt instruments and the specific identification method for equity securities. Realized gains and losses are included in Other income (expense) in Statement 1.

(Millions of dollars)	December 31, 2013			December 31, 2012			December 31, 2011		
	Cost Basis	Unrealized Pretax Net Gains (Losses)	Fair Value	Cost Basis	Unrealized Pretax Net Gains (Losses)	Fair Value	Cost Basis	Unrealized Pretax Net Gains (Losses)	Fair Value
<b>Government debt</b>									
U.S. treasury bonds .....	\$ 10	\$ —	\$ 10	\$ 10	\$ —	\$ 10	\$ 10	\$ —	\$ 10
Other U.S. and non-U.S. government bonds .....	119	1	120	144	2	146	90	2	92
<b>Corporate bonds</b>									
Corporate bonds .....	612	21	633	626	38	664	542	30	572
Asset-backed securities .....	72	—	72	96	—	96	112	(1)	111
<b>Mortgage-backed debt securities</b>									
U.S. governmental agency ....	322	(1)	321	291	8	299	297	13	310
Residential.....	18	—	18	26	(1)	25	33	(3)	30
Commercial.....	87	6	93	117	10	127	142	3	145
<b>Equity securities</b>									
Large capitalization value .....	173	81	254	147	38	185	127	21	148
Smaller company growth .....	25	24	49	22	12	34	22	7	29
Total.....	<u>\$1,438</u>	<u>\$ 132</u>	<u>\$1,570</u>	<u>\$1,479</u>	<u>\$ 107</u>	<u>\$1,586</u>	<u>\$1,375</u>	<u>\$ 72</u>	<u>\$1,447</u>

During 2013, 2012 and 2011, charges for other-than-temporary declines in the market values of securities were \$1 million, \$2 million and \$5 million, respectively. These charges were accounted for as realized losses and were included in Other income (expense) in Statement 1. The cost basis of the impacted securities was adjusted to reflect these charges.

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**Investments in an unrealized loss position that are not other-than-temporarily impaired:**

(Millions of dollars)	December 31, 2013					
	Less than 12 months <sup>1</sup>		12 months or more <sup>1</sup>		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
<b>Corporate bonds</b>						
Corporate bonds .....	\$ 159	\$ 2	\$ 1	\$ —	\$ 160	\$ 2
Asset-backed securities .....	6	—	20	1	26	1
<b>Mortgage-backed debt securities</b>						
U.S. governmental agency .....	140	4	65	2	205	6
Total .....	<u>\$ 305</u>	<u>\$ 6</u>	<u>\$ 86</u>	<u>\$ 3</u>	<u>\$ 391</u>	<u>\$ 9</u>

<sup>1</sup> Indicates length of time that individual securities have been in a continuous unrealized loss position.

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**Investments in an unrealized loss position that are not other-than-temporarily impaired:**

(Millions of dollars)	December 31, 2012					
	Less than 12 months <sup>1</sup>		12 months or more <sup>1</sup>		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
<b>Corporate bonds</b>						
Asset-backed securities .....	\$ —	\$ —	\$ 20	\$ 3	\$ 20	\$ 3
<b>Mortgage-backed debt securities</b>						
U.S. governmental agency .....	84	1	15	—	99	1
Residential .....	—	—	14	1	14	1
<b>Equity securities</b>						
Large capitalization value .....	25	2	10	1	35	3
Total .....	<u>\$ 109</u>	<u>\$ 3</u>	<u>\$ 59</u>	<u>\$ 5</u>	<u>\$ 168</u>	<u>\$ 8</u>

<sup>1</sup> Indicates length of time that individual securities have been in a continuous unrealized loss position.

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**Investments in an unrealized loss position that are not other-than-temporarily impaired:**

(Millions of dollars)	December 31, 2011					
	Less than 12 months <sup>1</sup>		12 months or more <sup>1</sup>		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
<b>Corporate bonds</b>						
Corporate bonds .....	\$ 54	\$ 1	\$ 1	\$ —	\$ 55	\$ 1
Asset-backed securities .....	1	—	20	5	21	5
<b>Mortgage-backed debt securities</b>						
U.S. governmental agency .....	51	1	—	—	51	1
Residential .....	3	—	18	3	21	3
Commercial .....	15	—	8	1	23	1
<b>Equity securities</b>						
Large capitalization value .....	36	5	6	1	42	6
Smaller company growth .....	4	1	—	—	4	1
Total .....	<u>\$ 164</u>	<u>\$ 8</u>	<u>\$ 53</u>	<u>\$ 10</u>	<u>\$ 217</u>	<u>\$ 18</u>

<sup>1</sup> Indicates length of time that individual securities have been in a continuous unrealized loss position.

**Corporate Bonds.** The unrealized losses on our investments in corporate bonds and asset-backed securities relate to changes in interest rates and credit-related yield spreads since time of purchase. We do not intend to sell the investments and it is not likely that we will be required to sell the investments before recovery of their amortized cost basis. We do not consider these investments to be other-than-temporarily impaired as of December 31, 2013.

**Mortgage-Backed Debt Securities.** The unrealized losses on our investments in mortgage-backed securities are a function of higher delinquencies, default rates and underlying market yields since time of purchase. We do not intend to sell the investments and it is not likely that we will be required to sell these investments before recovery of their amortized cost basis. We do not consider these investments to be other-than-temporarily impaired as of December 31, 2013.

The cost basis and fair value of the available-for-sale debt securities at December 31, 2013, by contractual maturity, is shown below. Expected maturities will differ from contractual maturities because borrowers may have the right to prepay and creditors may have the right to call obligations.

(Millions of dollars)	December 31, 2013	
	Cost Basis	Fair Value
Due in one year or less .....	\$ 187	\$ 188
Due after one year through five years .....	572	592
Due after five years through ten years .....	24	25
Due after ten years .....	30	30
U.S. governmental agency mortgage-backed securities .....	322	321
Residential mortgage-backed securities .....	18	18
Commercial mortgage-backed securities .....	87	93
Total debt securities – available-for-sale .....	<u>\$ 1,240</u>	<u>\$ 1,267</u>

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**Sales of Securities:**

(Millions of dollars)	Years Ended December 31,		
	2013	2012	2011
Proceeds from the sale of available-for-sale securities .....	\$ 449	\$ 306	\$ 247
Gross gains from the sale of available-for-sale securities.....	\$ 22	\$ 6	\$ 4
Gross losses from the sale of available-for-sale securities.....	\$ 2	\$ —	\$ 1

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**12. Postemployment benefit plans**

We provide defined benefit pension plans, defined contribution plans and/or other postretirement benefit plans (retirement health care and life insurance) to employees in many of our locations throughout the world. Our defined benefit pension plans provide a benefit based on years of service and/or the employee's average earnings near retirement. Our defined contribution plans allow employees to contribute a portion of their salary to help save for retirement, and in certain cases, we provide a matching contribution. The benefit obligation related to our non-U.S. defined benefit pension plans are for employees located primarily in Europe, Japan and Brazil. For other postretirement benefits, substantially all of our benefit obligation is for employees located in the United States.

In February 2012, we announced the closure of the Electro-Motive Diesel facility located in London, Ontario. As a result of the closure, we recognized a \$37 million other postretirement benefits curtailment gain. This excludes a \$21 million loss of a third-party receivable for other postretirement benefits that was eliminated due to the closure. In addition, a \$10 million contractual termination benefit expense was recognized related to statutory pension benefits required to be paid to certain affected employees. As a result, a net gain of \$6 million related to the facility closure was recognized in Other operating (income) expenses in Statement 1.

In August 2012, we announced changes to our U.S. hourly pension plan, which impacted certain hourly employees. For the impacted employees, pension benefit accruals were frozen on January 1, 2013 or will freeze January 1, 2016, at which time employees will become eligible for various provisions of company sponsored 401(k) plans including a matching contribution and an annual employer contribution. The plan changes resulted in a curtailment and required a remeasurement as of August 31, 2012. The curtailment and the remeasurement resulted in a net increase in our Liability for postemployment benefits of \$243 million and a net loss of \$153 million, net of tax, recognized in Accumulated other comprehensive income (loss). The increase in the liability was primarily due to a decline in the discount rate. Also, the curtailment resulted in expense of \$7 million which was recognized in Other operating (income) expenses in Statement 1.

## A. Benefit obligations

(Millions of dollars)	U.S. Pension Benefits			Non-U.S. Pension Benefits			Other Postretirement Benefits		
	2013	2012	2011	2013	2012	2011	2013	2012	2011
<b>Change in benefit obligation:</b>									
Benefit obligation, beginning of year .....	<b>\$15,913</b>	\$14,782	\$13,024	<b>\$4,737</b>	\$4,299	\$3,867	<b>\$5,453</b>	\$5,381	\$5,184
Service cost .....	<b>196</b>	185	158	<b>120</b>	108	115	<b>108</b>	92	84
Interest cost .....	<b>581</b>	609	651	<b>166</b>	182	182	<b>195</b>	221	253
Plan amendments.....	—	—	1	—	12	(24)	<b>1</b>	(38)	(121)
Actuarial losses (gains) .....	<b>(1,450)</b>	1,168	1,635	<b>(41)</b>	385	312	<b>(658)</b>	186	306
Foreign currency exchange rates .....	—	—	—	<b>(81)</b>	49	(32)	<b>(19)</b>	(11)	(19)
Participant contributions .....	—	—	—	<b>10</b>	9	9	<b>57</b>	48	44
Benefits paid - gross .....	<b>(845)</b>	(831)	(823)	<b>(254)</b>	(190)	(187)	<b>(339)</b>	(394)	(388)
Less: federal subsidy on benefits paid .....	—	—	—	—	—	—	<b>8</b>	16	14
Curtailments, settlements and termination benefits .....	<b>(7)</b>	—	(3)	<b>(56)</b>	(67)	(83)	—	(48)	(6)
Acquisitions, divestitures and other <sup>1</sup> .....	<b>31</b>	—	139	<b>8</b>	(50)	140	<b>(22)</b>	—	30
Benefit obligation, end of year ....	<b>\$14,419</b>	\$15,913	\$14,782	<b>\$4,609</b>	\$4,737	\$4,299	<b>\$4,784</b>	\$5,453	\$5,381
Accumulated benefit obligation, end of year .....	<b>\$14,056</b>	\$15,132	\$14,055	<b>\$4,247</b>	\$4,329	\$3,744			
<b>Weighted-average assumptions used to determine benefit obligation:</b>									
Discount rate <sup>2</sup> .....	<b>4.6%</b>	3.7%	4.3%	<b>4.1%</b>	3.7%	4.3%	<b>4.6%</b>	3.7%	4.3%
Rate of compensation increase <sup>2</sup> ..	<b>4.0%</b>	4.5%	4.5%	<b>4.2%</b>	3.9%	3.9%	<b>4.0%</b>	4.4%	4.4%

<sup>1</sup> In 2013, charge to recognize a previously unrecorded liability related to a subsidiary's pension plans and an adjustment to other postretirement benefits related to certain other benefits. See Note 26 regarding the divestiture of the third party logistics business in 2012 and Note 24 for the acquisition of Bucyrus International in 2011.

<sup>2</sup> End of year rates are used to determine net periodic cost for the subsequent year. See Note 12E.

Assumed health care cost trend rates have a significant effect on the amounts reported for the health care plans. A one-percentage-point change in assumed health care cost trend rates would have the following effects:

(Millions of dollars)	One-percentage-point increase	One-percentage-point decrease
Effect on 2013 service and interest cost components of other postretirement benefit cost .....	\$ 26	\$ (22)
Effect on accumulated postretirement benefit obligation .....	\$ 274	\$ (230)

## B. Plan assets

(Millions of dollars)	U.S. Pension Benefits			Non-U.S. Pension Benefits			Other Postretirement Benefits		
	2013	2012	2011	2013	2012	2011	2013	2012	2011
<b>Change in plan assets:</b>									
Fair value of plan assets, beginning of year.....	\$ 10,981	\$ 9,997	\$ 10,760	\$ 3,426	\$ 2,818	\$ 2,880	\$ 789	\$ 814	\$ 996
Actual return on plan assets .....	1,722	1,235	(270)	535	368	(83)	158	117	(45)
Foreign currency exchange rates.....	—	—	—	(41)	47	(1)	—	—	—
Company contributions .....	541	580	212	303	446	234	157	204	207
Participant contributions .....	—	—	—	10	9	9	57	48	44
Benefits paid.....	(845)	(831)	(823)	(254)	(190)	(187)	(339)	(394)	(388)
Settlements and termination benefits .....	(4)	—	—	(30)	(72)	(41)	—	—	—
Acquisitions / other <sup>1</sup> .....	—	—	118	—	—	7	—	—	—
Fair value of plan assets, end of year.....	\$ 12,395	\$ 10,981	\$ 9,997	\$ 3,949	\$ 3,426	\$ 2,818	\$ 822	\$ 789	\$ 814

<sup>1</sup> See Note 24 regarding Bucyrus International in 2011.

Our current U.S. pension target asset allocations are 60 percent equities and 40 percent fixed income. Our strategy includes further aligning our investments to our liabilities, while reducing risk in our portfolio. Target allocation policies will be revisited periodically to ensure they reflect the overall objectives of the fund.

In general, our non-U.S. pension target asset allocations reflect our investment strategy of maximizing the long-term rate of return on plan assets and the resulting funded status, within an appropriate level of risk. The weighted-average target allocations for the non-U.S. pension plans are 59 percent equities, 32 percent fixed income, 7 percent real estate and 2 percent other. The target allocations for each plan vary based upon local statutory requirements, demographics of plan participants and funded status. Plan assets are primarily invested in non-U.S. securities.

Our target allocations for the other postretirement benefit plans are 70 percent equities and 30 percent fixed income.

The U.S. plans are rebalanced to plus or minus 5 percentage points of the target asset allocation ranges on a monthly basis. The frequency of rebalancing for the non-U.S. plans varies depending on the plan. As a result of our diversification strategies, there are no significant concentrations of risk within the portfolio of investments except for the holdings in Caterpillar stock as discussed below.

The use of certain derivative instruments is permitted where appropriate and necessary for achieving overall investment policy objectives. The plans do not engage in derivative contracts for speculative purposes.

The accounting guidance on fair value measurements specifies a fair value hierarchy based upon the observability of inputs used in valuation techniques (Level 1, 2 and 3). See Note 18 for a discussion of the fair value hierarchy.

Fair values are determined as follows:

- Equity securities are primarily based on valuations for identical instruments in active markets.
- Fixed income securities are primarily based upon models that take into consideration such market-based factors as recent sales, risk-free yield curves and prices of similarly rated bonds.
- Real estate is stated at the fund's net asset value or at appraised value.
- Cash, short-term instruments and other are based on the carrying amount, which approximates fair value, or the fund's net asset value.

The fair value of the pension and other postretirement benefit plan assets by category is summarized below:

(Millions of dollars)	December 31, 2013			
	Level 1	Level 2	Level 3	Total Assets, at Fair Value
<b>U.S. Pension</b>				
Equity securities:				
U.S. equities.....	\$ 4,337	\$ —	\$ 129	\$ 4,466
Non-U.S. equities.....	3,058	—	—	3,058
Fixed income securities:				
U.S. corporate bonds.....	—	2,123	34	2,157
Non-U.S. corporate bonds .....	—	327	20	347
U.S. government bonds.....	—	774	—	774
U.S. governmental agency mortgage-backed securities .....	—	905	—	905
Non-U.S. government bonds .....	—	52	—	52
Real estate .....	—	—	8	8
Cash, short-term instruments and other .....	22	606	—	628
Total U.S. pension assets .....	<u>\$ 7,417</u>	<u>\$ 4,787</u>	<u>\$ 191</u>	<u>\$ 12,395</u>

(Millions of dollars)	December 31, 2012			
	Level 1	Level 2	Level 3	Total Assets, at Fair Value
<b>U.S. Pension</b>				
Equity securities:				
U.S. equities.....	\$ 4,460	\$ 3	\$ 98	\$ 4,561
Non-U.S. equities.....	2,691	2	—	2,693
Fixed income securities:				
U.S. corporate bonds.....	—	1,490	23	1,513
Non-U.S. corporate bonds .....	—	231	10	241
U.S. government bonds.....	—	694	8	702
U.S. governmental agency mortgage-backed securities .....	—	794	1	795
Non-U.S. government bonds .....	—	33	3	36
Real estate .....	—	—	8	8
Cash, short-term instruments and other .....	13	419	—	432
Total U.S. pension assets .....	<u>\$ 7,164</u>	<u>\$ 3,666</u>	<u>\$ 151</u>	<u>\$ 10,981</u>

(Millions of dollars)	December 31, 2011			
	Level 1	Level 2	Level 3	Total Assets, at Fair Value
<b>U.S. Pension</b>				
Equity securities:				
U.S. equities.....	\$ 4,314	\$ —	\$ 77	\$ 4,391
Non-U.S. equities.....	2,366	—	—	2,366
Fixed income securities:				
U.S. corporate bonds.....	—	1,178	35	1,213
Non-U.S. corporate bonds.....	—	143	6	149
U.S. government bonds.....	—	462	7	469
U.S. governmental agency mortgage-backed securities.....	—	891	3	894
Non-U.S. government bonds.....	—	31	—	31
Real estate.....	—	—	8	8
Cash, short-term instruments and other.....	48	428	—	476
Total U.S. pension assets.....	<u>\$ 6,728</u>	<u>\$ 3,133</u>	<u>\$ 136</u>	<u>\$ 9,997</u>

(Millions of dollars)	December 31, 2013			
	Level 1	Level 2	Level 3	Total Assets, at Fair Value
<b>Non-U.S. Pension</b>				
Equity securities:				
U.S. equities.....	\$ 607	\$ 1	\$ —	\$ 608
Non-U.S. equities.....	1,022	160	—	1,182
Global equities <sup>1</sup> .....	235	54	—	289
Fixed income securities:				
U.S. corporate bonds.....	—	84	9	93
Non-U.S. corporate bonds.....	—	534	12	546
U.S. government bonds.....	—	3	—	3
Non-U.S. government bonds.....	—	418	—	418
Global fixed income <sup>1</sup> .....	—	397	—	397
Real estate.....	—	136	111	247
Cash, short-term instruments and other <sup>2</sup> .....	141	25	—	166
Total non-U.S. pension assets.....	<u>\$ 2,005</u>	<u>\$ 1,812</u>	<u>\$ 132</u>	<u>\$ 3,949</u>



(Millions of dollars)	December 31, 2012			
	Level 1	Level 2	Level 3	Total Assets, at Fair Value
<b>Non-U.S. Pension</b>				
Equity securities:				
U.S. equities.....	\$ 436	\$ 2	\$ —	\$ 438
Non-U.S. equities .....	1,038	118	—	1,156
Global equities <sup>1</sup> .....	244	27	—	271
Fixed income securities:				
U.S. corporate bonds .....	—	37	3	40
Non-U.S. corporate bonds .....	—	494	2	496
U.S. government bonds .....	—	3	—	3
Non-U.S. government bonds .....	—	169	—	169
Global fixed income <sup>1</sup> .....	—	403	—	403
Real estate .....	—	114	104	218
Cash, short-term instruments and other <sup>2</sup> .....	185	47	—	232
Total non-U.S. pension assets.....	<u>\$ 1,903</u>	<u>\$ 1,414</u>	<u>\$ 109</u>	<u>\$ 3,426</u>

(Millions of dollars)	December 31, 2011			
	Level 1	Level 2	Level 3	Total Assets, at Fair Value
<b>Non-U.S. Pension</b>				
Equity securities:				
U.S. equities.....	\$ 356	\$ 1	\$ —	\$ 357
Non-U.S. equities .....	822	84	—	906
Global equities <sup>1</sup> .....	198	40	—	238
Fixed income securities:				
U.S. corporate bonds .....	—	16	4	20
Non-U.S. corporate bonds .....	—	395	5	400
U.S. government bonds .....	—	3	—	3
Non-U.S. government bonds .....	—	200	—	200
Global fixed income <sup>1</sup> .....	—	363	—	363
Real estate .....	—	100	97	197
Cash, short-term instruments and other <sup>2</sup> .....	109	25	—	134
Total non-U.S. pension assets.....	<u>\$ 1,485</u>	<u>\$ 1,227</u>	<u>\$ 106</u>	<u>\$ 2,818</u>

<sup>1</sup> Includes funds that invest in both U.S. and non-U.S. securities.

<sup>2</sup> Includes funds that invest in multiple asset classes, hedge funds and other.

(Millions of dollars)	December 31, 2013			
	Level 1	Level 2	Level 3	Total Assets, at Fair Value
<b>Other Postretirement Benefits</b>				
Equity securities:				
U.S. equities.....	\$ 388	\$ —	\$ —	\$ 388
Non-U.S. equities.....	189	—	—	189
Fixed income securities:				
U.S. corporate bonds.....	—	101	—	101
Non-U.S. corporate bonds .....	—	17	—	17
U.S. government bonds.....	—	23	—	23
U.S. governmental agency mortgage-backed securities .....	—	49	—	49
Non-U.S. government bonds .....	—	2	—	2
Cash, short-term instruments and other .....	8	45	—	53
Total other postretirement benefit assets .....	<u>\$ 585</u>	<u>\$ 237</u>	<u>\$ —</u>	<u>\$ 822</u>

(Millions of dollars)	December 31, 2012			
	Level 1	Level 2	Level 3	Total Assets, at Fair Value
<b>Other Postretirement Benefits</b>				
Equity securities:				
U.S. equities.....	\$ 387	\$ —	\$ —	\$ 387
Non-U.S. equities.....	194	—	—	194
Fixed income securities:				
U.S. corporate bonds.....	—	70	—	70
Non-U.S. corporate bonds .....	—	11	—	11
U.S. government bonds.....	—	27	—	27
U.S. governmental agency mortgage-backed securities .....	—	33	—	33
Non-U.S. government bonds .....	—	2	—	2
Cash, short-term instruments and other .....	18	47	—	65
Total other postretirement benefit assets .....	<u>\$ 599</u>	<u>\$ 190</u>	<u>\$ —</u>	<u>\$ 789</u>

(Millions of dollars)	December 31, 2011			Total Assets, at Fair Value
	Level 1	Level 2	Level 3	
<b><u>Other Postretirement Benefits</u></b>				
Equity securities:				
U.S. equities.....	\$ 410	\$ —	\$ —	\$ 410
Non-U.S. equities.....	191	—	—	191
Fixed income securities:				
U.S. corporate bonds.....	—	67	—	67
Non-U.S. corporate bonds .....	—	8	—	8
U.S. government bonds.....	—	21	—	21
U.S. governmental agency mortgage-backed securities .....	—	47	—	47
Non-U.S. government bonds .....	—	1	—	1
Cash, short-term instruments and other .....	4	65	—	69
Total other postretirement benefit assets .....	<u>\$ 605</u>	<u>\$ 209</u>	<u>\$ —</u>	<u>\$ 814</u>

Below are roll-forwards of assets measured at fair value using Level 3 inputs for the years ended December 31, 2013, 2012 and 2011. These instruments were valued using pricing models that, in management's judgment, reflect the assumptions a market participant would use.

<b>(Millions of dollars)</b>	Equities		Fixed Income		Real Estate		Other	
<b>U.S. Pension</b>								
Balance at December 31, 2010 .....	\$	50	\$	48	\$	10	\$	—
Unrealized gains (losses) .....		(4)		(2)		(2)		—
Realized gains (losses) .....		1		—		—		—
Purchases, issuances and settlements, net .....		30		17		—		—
Transfers in and/or out of Level 3 .....		—		(12)		—		—
Balance at December 31, 2011 .....	\$	77	\$	51	\$	8	\$	—
Unrealized gains (losses) .....		(4)		—		—		(1)
Realized gains (losses) .....		4		2		—		—
Purchases, issuances and settlements, net .....		21		(4)		—		1
Transfers in and/or out of Level 3 .....		—		(4)		—		—
Balance at December 31, 2012 .....	\$	98	\$	45	\$	8	\$	—
Unrealized gains (losses) .....		10		(1)		—		—
Realized gains (losses) .....		4		—		—		—
Purchases, issuances and settlements, net .....		17		12		—		—
Transfers in and/or out of Level 3 .....		—		(2)		—		—
Balance at December 31, 2013 .....	\$	129	\$	54	\$	8	\$	—
<b>Non-U.S. Pension</b>								
Balance at December 31, 2010 .....	\$	1	\$	8	\$	90	\$	35
Unrealized gains (losses) .....		—		1		7		—
Realized gains (losses) .....		—		—		—		3
Purchases, issuances and settlements, net .....		(1)		—		—		(38)
Transfers in and/or out of Level 3 .....		—		—		—		—
Balance at December 31, 2011 .....	\$	—	\$	9	\$	97	\$	—
Unrealized gains (losses) .....		—		—		8		—
Realized gains (losses) .....		—		—		—		—
Purchases, issuances and settlements, net .....		—		(1)		(1)		—
Transfers in and/or out of Level 3 .....		—		(3)		—		—
Balance at December 31, 2012 .....	\$	—	\$	5	\$	104	\$	—
Unrealized gains (losses) .....		—		—		7		—
Realized gains (losses) .....		—		—		—		—
Purchases, issuances and settlements, net .....		—		16		—		—
Transfers in and/or out of Level 3 .....		—		—		—		—
Balance at December 31, 2013 .....	\$	—	\$	21	\$	111	\$	—

Equity securities within plan assets include Caterpillar Inc. common stock in the amounts of:

<b>(Millions of dollars)</b>	U.S. Pension Benefits <sup>1</sup>			Non-U.S. Pension Benefits			Other Postretirement Benefits		
	2013	2012	2011	2013	2012	2011	2013	2012	2011
Caterpillar Inc. common stock.	\$ 495	\$ 597	\$ 653	\$ —	\$ 1	\$ 1	\$ —	\$ 1	\$ 1

<sup>1</sup> Amounts represent 4 percent, 5 percent and 7 percent of total plan assets for 2013, 2012 and 2011, respectively.

### C. Funded status

The funded status of the plans, reconciled to the amount reported on Statement 3, is as follows:

(Millions of dollars)	U.S. Pension Benefits			Non-U.S. Pension Benefits			Other Postretirement Benefits		
	2013	2012	2011	2013	2012	2011	2013	2012	2011
<b>End of Year</b>									
Fair value of plan assets.....	\$ 12,395	\$ 10,981	\$ 9,997	\$ 3,949	\$ 3,426	\$ 2,818	\$ 822	\$ 789	\$ 814
Benefit obligations.....	14,419	15,913	14,782	4,609	4,737	4,299	4,784	5,453	5,381
Over (under) funded status recognized in financial position.	\$ (2,024)	\$ (4,932)	\$ (4,785)	\$ (660)	\$ (1,311)	\$ (1,481)	\$ (3,962)	\$ (4,664)	\$ (4,567)
<b>Components of net amount recognized in financial position:</b>									
Other assets (non-current asset).....	\$ 5	\$ —	\$ —	\$ 123	\$ 30	\$ 3	\$ —	\$ —	\$ —
Accrued wages, salaries and employee benefits (current liability).....	(26)	(23)	(21)	(29)	(27)	(26)	(169)	(169)	(171)
Liability for postemployment benefits (non-current liability)...	(2,003)	(4,909)	(4,764)	(754)	(1,314)	(1,458)	(3,793)	(4,495)	(4,396)
Net liability recognized.....	\$ (2,024)	\$ (4,932)	\$ (4,785)	\$ (660)	\$ (1,311)	\$ (1,481)	\$ (3,962)	\$ (4,664)	\$ (4,567)
<b>Amounts recognized in Accumulated other comprehensive income (pre-tax) consist of:</b>									
Net actuarial loss (gain).....	\$ 4,396	\$ 7,286	\$ 7,044	\$ 1,373	\$ 1,907	\$ 1,712	\$ 662	\$ 1,528	\$ 1,495
Prior service cost (credit).....	19	36	63	13	22	15	(84)	(159)	(188)
Transition obligation (asset).....	—	—	—	—	—	—	—	3	5
Total.....	\$ 4,415	\$ 7,322	\$ 7,107	\$ 1,386	\$ 1,929	\$ 1,727	\$ 578	\$ 1,372	\$ 1,312

The estimated amounts that will be amortized from Accumulated other comprehensive income (loss) at December 31, 2013 into net periodic benefit cost (pre-tax) in 2014 are as follows:

(Millions of dollars)	U.S. Pension Benefits	Non-U.S. Pension Benefits	Other Postretirement Benefits
Net actuarial loss (gain).....	\$ 392	\$ 86	\$ 41
Prior service cost (credit).....	17	1	(54)
Transition obligation (asset).....	—	—	—
Total.....	\$ 409	\$ 87	\$ (13)

The following amounts relate to our pension plans with projected benefit obligations in excess of plan assets:

(Millions of dollars)	U.S. Pension Benefits at Year-end			Non-U.S. Pension Benefits at Year-end		
	2013	2012	2011	2013	2012	2011
Projected benefit obligation.....	\$ 14,352	\$ 15,913	\$ 14,782	\$ 4,177	\$ 4,310	\$ 4,293
Accumulated benefit obligation.....	\$ 13,989	\$ 15,132	\$ 14,055	\$ 3,820	\$ 3,903	\$ 3,738
Fair value of plan assets.....	\$ 12,323	\$ 10,981	\$ 9,997	\$ 3,394	\$ 2,969	\$ 2,809

The following amounts relate to our pension plans with accumulated benefit obligations in excess of plan assets:

(Millions of dollars)	U.S. Pension Benefits at Year-end			Non-U.S. Pension Benefits at Year-end		
	2013	2012	2011	2013	2012	2011
Projected benefit obligation .....	\$ 14,352	\$ 15,913	\$ 14,782	\$ 1,436	\$ 4,107	\$ 4,112
Accumulated benefit obligation .....	\$ 13,989	\$ 15,132	\$ 14,055	\$ 1,374	\$ 3,752	\$ 3,600
Fair value of plan assets .....	\$ 12,323	\$ 10,981	\$ 9,997	\$ 797	\$ 2,806	\$ 2,661

The accumulated postretirement benefit obligation exceeds plan assets for all of our other postretirement benefit plans for all years presented.

#### D. Expected cash flow

Information about the expected cash flow for the pension and other postretirement benefit plans is as follows:

(Millions of dollars)	U.S. Pension Benefits	Non-U.S. Pension Benefits	Other Postretirement Benefits
<b>Employer contributions:</b>			
2014 (expected) .....	\$ 240	\$ 270	\$ 210
<b>Expected benefit payments:</b>			
2014 .....	\$ 890	\$ 250	\$ 340
2015 .....	900	210	350
2016 .....	910	220	350
2017 .....	930	220	360
2018 .....	940	220	360
2019-2023 .....	4,810	1,200	1,850
Total .....	\$ 9,380	\$ 2,320	\$ 3,610

The above table reflects the total employer contributions and benefits expected to be paid from the plan or from company assets and does not include the participants' share of the cost. The expected benefit payments for our other postretirement benefits include payments for prescription drug benefits. Medicare Part D subsidy amounts expected to be received by the company which will offset other postretirement benefit payments are as follows:

(Millions of dollars)	2014	2015	2016	2017	2018	2019-2023	Total
Other postretirement benefits .....	\$ 20	\$ 20	\$ 20	\$ 20	\$ 20	\$ 115	\$ 215

## E. Net periodic cost

(Millions of dollars)	U.S. Pension Benefits			Non-U.S. Pension Benefits			Other Postretirement Benefits		
	2013	2012	2011	2013	2012	2011	2013	2012	2011
<b>Components of net periodic benefit cost:</b>									
Service cost.....	\$ 196	\$ 185	\$ 158	\$ 120	\$ 108	\$ 115	\$ 108	\$ 92	\$ 84
Interest cost.....	581	609	651	166	182	182	195	221	253
Expected return on plan assets <sup>1</sup> .....	(832)	(812)	(798)	(225)	(215)	(210)	(56)	(63)	(70)
Other adjustments <sup>2</sup> .....	31	—	—	—	—	—	(22)	—	—
Curtailements, settlements and termination benefits <sup>3</sup> .....	—	7	—	2	38	19	—	(40)	—
Amortization of:									
Transition obligation (asset)....	—	—	—	—	—	—	2	2	2
Prior service cost (credit) <sup>4</sup> .....	18	19	20	1	1	3	(73)	(68)	(55)
Net actuarial loss (gain) <sup>5</sup> .....	546	504	451	128	97	74	107	100	108
Total cost included in operating profit.....	\$ 540	\$ 512	\$ 482	\$ 192	\$ 211	\$ 183	\$ 261	\$ 244	\$ 322
<b>Other changes in plan assets and benefit obligations recognized in other comprehensive income (pre-tax):</b>									
Current year actuarial loss (gain).....	\$ (2,344)	\$ 745	\$ 2,700	\$ (406)	\$ 225	\$ 526	\$ (759)	\$ 133	\$ 408
Amortization of actuarial (loss) gain.....	(546)	(504)	(451)	(128)	(97)	(72)	(107)	(100)	(108)
Current year prior service cost (credit).....	—	(7)	—	(7)	10	(25)	2	(38)	(121)
Amortization of prior service (cost) credit.....	(18)	(19)	(20)	(1)	(1)	(3)	73	68	55
Amortization of transition (obligation) asset.....	—	—	—	—	—	—	(2)	(2)	(2)
Total recognized in other comprehensive income.....	(2,908)	215	2,229	(542)	137	426	(793)	61	232
Total recognized in net periodic cost and other comprehensive income.....	\$ (2,368)	\$ 727	\$ 2,711	\$ (350)	\$ 348	\$ 609	\$ (532)	\$ 305	\$ 554

### Weighted-average assumptions used to determine net cost:

Discount rate.....	3.7%	4.3%	5.1%	3.7%	4.3%	4.6%	3.7%	4.3%	5.0%
Expected rate of return on plan assets <sup>6</sup> .....	7.8%	8.0%	8.5%	6.8%	7.1%	7.1%	7.8%	8.0%	8.5%
Rate of compensation increase ...	4.5%	4.5%	4.5%	3.9%	3.9%	4.1%	4.4%	4.4%	4.4%

<sup>1</sup> Expected return on plan assets developed using calculated market-related value of plan assets which recognizes differences in expected and actual returns over a three-year period.

<sup>2</sup> Charge to recognize a previously unrecorded liability related to a subsidiary's pension plans and an adjustment to other postretirement benefits related to certain other benefits.

<sup>3</sup> Curtailements, settlements and termination benefits were recognized in Other operating (income) expenses in Statement 1.

<sup>4</sup> Prior service cost (credit) for both pension and other postretirement benefits are generally amortized using the straight-line method over the average remaining service period of active employees expected to receive benefits from the plan. For pension plans in which all or almost all of the plan's participants are inactive and other postretirement benefit plans in which all or almost all of the plan's participants are fully eligible for benefits under the plan, prior service cost (credit) are amortized using the straight-line method over the remaining life expectancy of those participants.

<sup>5</sup> Net actuarial loss (gain) for pension and other postretirement benefit plans are generally amortized using the straight-line method over the average remaining service period of active employees expected to receive benefits from the plan. For plans in which all or almost all of the plan's participants are inactive, net actuarial loss (gain) are amortized using the straight-line method over the remaining life expectancy of the inactive participants.

<sup>6</sup> The weighted-average rates for 2014 are 7.8 percent and 6.9 percent for U.S. and non-U.S. pension plans, respectively.

The assumed discount rate is used to discount future benefit obligations back to today's dollars. The U.S. discount rate is based on a benefit cash flow-matching approach and represents the rate at which our benefit obligations could effectively be settled as of our measurement date, December 31. The benefit cash flow-matching approach involves analyzing Caterpillar's projected cash flows against a high quality bond yield curve, calculated using a wide population of corporate Aa bonds available on the measurement date. The very highest and lowest yielding bonds (top and bottom 10 percent) are excluded from the analysis. A similar process is used to determine the assumed discount rate for our most significant non-U.S. plans. This rate is sensitive to changes in interest rates. A decrease in the discount rate would increase our obligation and future expense.

Our U.S. expected long-term rate of return on plan assets is based on our estimate of long-term passive returns for equities and fixed income securities weighted by the allocation of our pension assets. Based on historical performance, we increase the passive returns due to our active management of the plan assets. To arrive at our expected long-term return, the amount added for active management was 1 percent for 2013, 2012 and 2011. A similar process is used to determine this rate for our non-U.S. plans.

The assumed health care trend rate represents the rate at which health care costs are assumed to increase. We assumed a weighted-average increase of 7.1 percent in our calculation of 2013 benefit expense. We expect a weighted-average increase of 6.6 percent during 2014. The 2013 and 2014 rates are assumed to decrease gradually to the ultimate health care trend rate of 5 percent in 2019. This rate represents 3 percent general inflation plus 2 percent additional health care inflation.

**F. Other postemployment benefit plans**

We offer long-term disability benefits, continued health care for disabled employees, survivor income benefit insurance and supplemental unemployment benefits to substantially all U.S. employees.

**G. Defined contribution plans**

We have both U.S. and non-U.S. employee defined contribution plans to help employees save for retirement. Our primary U.S. 401(k) plan allows eligible employees to contribute a portion of their cash compensation to the plan on a tax-deferred basis. Employees with frozen defined benefit pension accruals are eligible for matching contributions equal to 100 percent of employee contributions to the plan up to 6 percent of cash compensation and an annual employer contribution that ranges from 3 to 5 percent of cash compensation (depending on years of service and age). Employees that are still accruing benefits under a defined benefit pension plan are eligible for matching contributions equal to 50 percent of employee contributions up to 6 percent of cash compensation. Various other U.S. and non-U.S. defined contribution plans allow eligible employees to contribute a portion of their salary to the plans, and in some cases, we provide a matching contribution to the funds.

Total company costs related to U.S. and non-U.S. defined contribution plans were as follows:

<b>(Millions of dollars)</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
U.S. plans .....	<b>\$ 308</b>	\$ 260	\$ 219
Non-U.S. plans .....	<b>64</b>	60	54
	<b>\$ 372</b>	\$ 320	\$ 273



## H. Summary of long-term liability:

(Millions of dollars)	December 31,		
	2013	2012	2011
Pensions:			
U.S. pensions .....	\$ 2,003	\$ 4,909	\$ 4,764
Non-U.S. pensions .....	754	1,314	1,458
Total pensions.....	2,757	6,223	6,222
Postretirement benefits other than pensions.....	3,793	4,495	4,396
Other postemployment benefits .....	99	81	73
Defined contribution .....	324	286	265
	<u>\$ 6,973</u>	<u>\$ 11,085</u>	<u>\$ 10,956</u>

## 13. Short-term borrowings

(Millions of dollars)	December 31,		
	2013	2012	2011
Machinery and Power Systems:			
Notes payable to banks .....	\$ 16	\$ 484	\$ 93
Notes payable to certain former shareholders of Siwei .....	—	152	—
Commercial paper .....	—	—	—
	<u>16</u>	<u>636</u>	<u>93</u>
Financial Products:			
Notes payable to banks .....	545	418	527
Commercial paper.....	2,502	3,654	2,818
Demand notes.....	616	579	550
	<u>3,663</u>	<u>4,651</u>	<u>3,895</u>
Total short-term borrowings .....	<u>\$ 3,679</u>	<u>\$ 5,287</u>	<u>\$ 3,988</u>

The weighted-average interest rates on short-term borrowings outstanding were:

	December 31,		
	2013	2012	2011
Notes payable to banks .....	6.3%	5.8%	7.2%
Commercial paper.....	0.5%	0.6%	1.0%
Demand notes .....	0.8%	0.8%	0.9%

The notes payable to certain former shareholders of Siwei did not bear interest and were settled during the second quarter of 2013. Please refer to Note 26 for more information. Please refer to Note 18 and Table III for fair value information on short-term borrowings.

## 14. Long-term debt

(Millions of dollars)	December 31,		
	2013	2012	2011
Machinery and Power Systems:			
Notes—Floating Rate (Three-month USD LIBOR plus 0.17%) due 2013 .....	\$ —	\$ —	\$ 750
Notes—1.375% due 2014 .....	—	750	750
Notes—5.700% due 2016 .....	506	508	510
Notes—3.900% due 2021 .....	1,246	1,245	1,245
Notes—5.200% due 2041 .....	757	757	1,247
Debentures—7.000% due 2013 .....	—	—	350
Debentures—0.950% due 2015 .....	500	500	—
Debentures—1.500% due 2017 .....	500	499	—
Debentures—7.900% due 2018 .....	899	899	899
Debentures—9.375% due 2021 .....	120	120	120
Debentures—2.600% due 2022 .....	498	498	—
Debentures—8.000% due 2023 .....	82	82	82
Debentures—6.625% due 2028 .....	193	193	299
Debentures—7.300% due 2031 .....	241	241	349
Debentures—5.300% due 2035 <sup>1</sup> .....	209	208	206
Debentures—6.050% due 2036 .....	459	459	748
Debentures—8.250% due 2038 .....	65	65	248
Debentures—6.950% due 2042 .....	160	160	250
Debentures—3.803% due 2042 <sup>2</sup> .....	1,168	1,149	—
Debentures—7.375% due 2097 .....	244	244	297
Capital lease obligations .....	97	73	46
Other .....	55	16	19
Total Machinery and Power Systems .....	7,999	8,666	8,415
Financial Products:			
Medium-term notes .....	17,856	18,036	15,701
Other .....	864	1,050	828
Total Financial Products .....	18,720	19,086	16,529
Total long-term debt due after one year .....	\$ 26,719	\$ 27,752	\$ 24,944

<sup>1</sup> Debentures due in 2035 have a face value of \$307 million and an effective yield to maturity of 8.69%.

<sup>2</sup> Debentures due in 2042 have a face value of \$1,722 million and an effective yield to maturity of 6.33%.

All outstanding notes and debentures are unsecured and rank equally with one another.

On June 26, 2012 we issued \$500 million of 0.950% Senior Notes due 2015, \$500 million of 1.500% Senior Notes due 2017, and \$500 million of 2.600% Senior Notes due 2022.

On August 15, 2012 and August 27, 2012, we exchanged \$1.72 billion of newly issued 3.803% Debentures due 2042 and \$179 million of cash for \$1.33 billion of several series of our outstanding debentures of varying interest rates and maturity dates. This exchange met the requirements to be accounted for as a debt modification.

On May 24, 2011, we issued \$750 million of Floating Rate Senior Notes (Three-month USD LIBOR plus 0.17%) due in 2013. The interest rates for the Floating Rate Senior Notes will be reset quarterly. We also issued \$750 million of 1.375% Senior Notes due in 2014, \$1.25 billion of 3.900% Senior Notes due in 2021, and \$1.25 billion of 5.200% Senior Notes due in 2041.

We may redeem the 1.375%, 5.700%, 3.900% and 5.200% notes and the 6.625%, 7.300%, 5.300%, 6.050%, 6.950% and 7.375% debentures in whole or in part at our option at any time at a redemption price equal to the greater of 100% of the

principal amount or the sum of the present value of the remaining scheduled payments of principal and interest of the notes or debentures to be redeemed. We may redeem some or all of the 0.950% debentures and the 1.500% debentures at our option at any time, and some or all of the 2.600% debentures at any time prior to March 26, 2022 (three months prior to the maturity date of the 2022 debentures), in each case at a redemption price equal to the greater of 100% of the principal amount of the notes being redeemed or at the discounted present value of the notes, calculated in accordance with the terms of the relevant notes. We may redeem some or all of the 3.803% debentures at any time at a redemption price equal to the greater of 100% of the principal amount of the debentures being redeemed or at a make-whole price calculated in accordance with the terms of the debentures. The terms of other notes and debentures do not specify a redemption option prior to maturity.

Cat Financial's medium term notes are offered by prospectus and are issued through agents at fixed and floating rates. These notes have a weighted average interest rate of 2.8% with remaining maturities up to 12 years at December 31, 2013.

The aggregate amounts of maturities of long-term debt during each of the years 2014 through 2018, including amounts due within one year and classified as current, are:

(Millions of dollars)	December 31,				
	2014	2015	2016	2017	2018
Machinery and Power Systems .....	\$ 760	\$ 514	\$ 538	\$ 507	\$ 906
Financial Products .....	6,592	6,446	4,796	2,747	2,350
	<u>\$ 7,352</u>	<u>\$ 6,960</u>	<u>\$ 5,334</u>	<u>\$ 3,254</u>	<u>\$ 3,256</u>

Interest paid on short-term and long-term borrowings for 2013, 2012 and 2011 was \$1,141 million, \$1,404 million and \$1,208 million, respectively.

Please refer to Note 18 and Table III for fair value information on long-term debt.

## 15. Credit commitments

(Millions of dollars)	December 31, 2013		
	Consolidated	Machinery and Power Systems	Financial Products
Credit lines available:			
Global credit facilities .....	\$ 10,000	\$ 2,750	\$ 7,250
Other external .....	4,508	229	4,279
Total credit lines available .....	<u>14,508</u>	<u>2,979</u>	<u>11,529</u>
Less: Commercial paper outstanding .....	(2,502)	—	(2,502)
Less: Utilized credit .....	(2,044)	(16)	(2,028)
Available credit .....	<u>\$ 9,962</u>	<u>\$ 2,963</u>	<u>\$ 6,999</u>

We have three global credit facilities with a syndicate of banks totaling \$10.00 billion (Credit Facility) available in the aggregate to both Caterpillar and Cat Financial for general liquidity purposes. Based on management's allocation decision, which can be revised from time to time, the portion of the Credit Facility available to Machinery and Power Systems as of December 31, 2013 was \$2.75 billion. Our three Global Credit Facilities are:

- The 364-day facility of \$3.00 billion (of which \$0.82 billion is available to Machinery and Power Systems) expires in September 2014.
- The 2010 four-year facility, as amended in September 2013, of \$2.60 billion (of which \$0.72 billion is available to Machinery and Power Systems) expires in September 2016.
- The 2011 five-year facility, as amended in September 2013, of \$4.40 billion (of which \$1.21 billion is available to Machinery and Power Systems) expires in September 2018.

Other consolidated credit lines with banks as of December 31, 2013 totaled \$4.51 billion. These committed and uncommitted credit lines, which may be eligible for renewal at various future dates or have no specified expiration date, are used primarily

by our subsidiaries for local funding requirements. Caterpillar or Cat Financial may guarantee subsidiary borrowings under these lines.

At December 31, 2013, Caterpillar's consolidated net worth was \$25.03 billion, which was above the \$9.00 billion required under the Credit Facility. The consolidated net worth is defined as the consolidated stockholder's equity including preferred stock but excluding the pension and other postretirement benefits balance within Accumulated other comprehensive income (loss).

At December 31, 2013, Cat Financial's covenant interest coverage ratio was 1.96 to 1. This is above the 1.15 to 1 minimum ratio, calculated as (1) profit excluding income taxes, interest expense and net gain/(loss) from interest rate derivatives to (2) interest expense calculated at the end of each calendar quarter for the rolling four quarter period then most recently ended, required by the Credit Facility.

In addition, at December 31, 2013, Cat Financial's six-month covenant leverage ratio was 8.14 to 1 and year-end covenant leverage ratio was 7.99 to 1. This is below the maximum ratio of debt to net worth of 10 to 1, calculated (1) on a monthly basis as the average of the leverage ratios determined on the last day of each of the six preceding calendar months and (2) at each December 31, required by the Credit Facility.

In the event Caterpillar or Cat Financial does not meet one or more of their respective financial covenants under the Credit Facility in the future (and are unable to obtain a consent or waiver), the syndicate of banks may terminate the commitments allocated to the party that does not meet its covenants. Additionally, in such event, certain of Cat Financial's other lenders under other loan agreements where similar financial covenants or cross default provisions are applicable, may, at their election, choose to pursue remedies under those loan agreements, including accelerating the repayment of outstanding borrowings. At December 31, 2013, there were no borrowings under the Credit Facility.

## 16. Profit per share

### Computations of profit per share:

(Dollars in millions except per share data)

	2013	2012	2011
Profit for the period (A) <sup>1</sup> .....	\$ 3,789	\$ 5,681	\$ 4,928
Determination of shares (in millions):			
Weighted average number of common shares outstanding (B).....	645.2	652.6	645.0
Shares issuable on exercise of stock awards, net of shares assumed to be purchased out of proceeds at average market price .....	13.4	17.0	21.1
Average common shares outstanding for fully diluted computation (C) <sup>2</sup> .....	658.6	669.6	666.1
Profit per share of common stock:			
Assuming no dilution (A/B) .....	\$ 5.87	\$ 8.71	\$ 7.64
Assuming full dilution (A/C) <sup>2</sup> .....	\$ 5.75	\$ 8.48	\$ 7.40
Shares outstanding as of December 31 (in millions).....	637.8	655.0	647.5

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

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

SARs and stock options to purchase 10,152,448, 6,066,777 and 2,902,533 common shares were outstanding in 2013, 2012 and 2011, respectively, but were not included in the computation of diluted earnings per share because the effect would have been antidilutive.

In February 2007, the Board of Directors authorized the repurchase of \$7.5 billion of Caterpillar stock, and in December 2011, the authorization was extended through December 31, 2015. In April 2013, we entered into a definitive agreement with Citibank, N.A. to purchase shares of our common stock under an accelerated stock repurchase transaction (April ASR Agreement), which was completed in June 2013. In accordance with the terms of the April ASR Agreement, a total of 11.5 million shares of our common stock were repurchased at an aggregate cost to Caterpillar of \$1.0 billion.

In July 2013, we entered into a definitive agreement with Société Générale to purchase shares of our common stock under an accelerated stock repurchase transaction (July ASR Agreement), which was completed in September 2013. In accordance with the terms of the July ASR Agreement, a total of 11.9 million shares of our common stock were repurchased at an aggregate cost to Caterpillar of \$1.0 billion.

In January 2014, we completed the current \$7.5 billion stock repurchase program as we entered into a definitive agreement with Citibank, N.A. to purchase shares of our common stock under an accelerated stock repurchase transaction (January ASR Agreement). Pursuant to the terms of the January ASR Agreement, we have agreed to repurchase approximately \$1.7 billion of our common stock from Citibank, N.A., with an immediate delivery of approximately 17.7 million shares. The final number of shares to be repurchased and the aggregate cost to Caterpillar will be based on Caterpillar's volume-weighted average stock price during the term of the transaction, which is expected to be completed in March 2014.

In addition, in January 2014, the Board authorized the repurchase of \$10 billion of Caterpillar stock, which will expire on December 31, 2018.

## 17. Accumulated other comprehensive income (loss)

Comprehensive income and its components are presented in Statement 2. Changes in Accumulated other comprehensive income (loss), net of tax, included in Statement 4, consisted of the following:

(Millions of dollars)	Foreign currency translation	Pension and other postretirement benefits	Derivative financial instruments	Available- for-sale securities	Total
<b>Balance at December 31, 2011</b> .....	<u>\$ 206</u>	<u>\$ (6,568)</u>	<u>\$ (10)</u>	<u>\$ 44</u>	<u>\$ (6,328)</u>
<b>Balance at December 31, 2012</b> <sup>1</sup> .....	<u>\$ 456</u>	<u>\$ (6,914)</u>	<u>\$ (42)</u>	<u>\$ 67</u>	<u>\$ (6,433)</u>
Other comprehensive income (loss) before reclassifications.....	(280)	2,280	(4)	29	2,025
Amounts reclassified from accumulated other comprehensive (income) loss.....	—	482	41	(13)	510
Other comprehensive income (loss) .....	<u>(280)</u>	<u>2,762</u>	<u>37</u>	<u>16</u>	<u>2,535</u>
<b>Balance at December 31, 2013</b> .....	<u>\$ 176</u>	<u>\$ (4,152)</u>	<u>\$ (5)</u>	<u>\$ 83</u>	<u>\$ (3,898)</u>

<sup>1</sup> In conjunction with the Cat Japan share redemption, to reflect the increase in our ownership interest in Cat Japan from 67 percent to 100 percent, \$107 million was reclassified to Accumulated other comprehensive income (loss) from other components of stockholders' equity and was not included in Comprehensive income during the second quarter of 2012. The amount was comprised of foreign currency translation of \$167 million, pension and other postretirement benefits of \$(61) million and available-for-sale securities of \$1 million.

The effect of the reclassifications out of Accumulated other comprehensive income (loss) on Statement 1 is as follows:

(Millions of dollars)	Classification of income (expense)	Year ended December 31, 2013
Pension and other postretirement benefits:		
Amortization of actuarial gain (loss).....	Note 12 <sup>1</sup> .....	\$ (781)
Amortization of prior service credit (cost).....	Note 12 <sup>1</sup> .....	54
Amortization of transition asset (obligation) .....	Note 12 <sup>1</sup> .....	(2)
Reclassifications before tax .....		(729)
Tax (provision) benefit.....		247
Reclassifications net of tax.....		<u>\$ (482)</u>
Derivative financial instruments:		
Foreign exchange contracts .....	Other income (expense) .....	\$ (57)
Interest rate contracts .....	Other income (expense) .....	(3)
Interest rate contracts .....	Interest expense of Financial Products .....	(6)
Reclassifications before tax .....		(66)
Tax (provision) benefit.....		25
Reclassifications net of tax.....		<u>\$ (41)</u>
Available-for-sale securities:		
Realized gain (loss) on sale of securities .....	Other income (expense) .....	\$ 19
Tax (provision) benefit.....		(6)
Reclassifications net of tax.....		<u>\$ 13</u>
Total reclassifications from Accumulated other comprehensive income (loss).....		<u><u>\$ (510)</u></u>

<sup>1</sup> Amounts are included in the calculation of net periodic benefit cost. See Note 12 for additional information.

## 18. Fair value disclosures

### A. Fair value measurements

The guidance on fair value measurements defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants. This guidance also specifies a fair value hierarchy based upon the observability of inputs used in valuation techniques. Observable inputs (highest level) reflect market data obtained from independent sources, while unobservable inputs (lowest level) reflect internally developed market assumptions. In accordance with this guidance, fair value measurements are classified under the following hierarchy:

- **Level 1** – Quoted prices for identical instruments in active markets.
- **Level 2** – Quoted prices for similar instruments in active markets; quoted prices for identical or similar instruments in markets that are not active; and model-derived valuations in which all significant inputs or significant value-drivers are observable in active markets.
- **Level 3** – Model-derived valuations in which one or more significant inputs or significant value-drivers are unobservable.

When available, we use quoted market prices to determine fair value, and we classify such measurements within Level 1. In some cases where market prices are not available, we make use of observable market based inputs to calculate fair value, in which case the measurements are classified within Level 2. If quoted or observable market prices are not available, fair value is based upon internally developed models that use, where possible, current market-based parameters such as interest rates, yield curves and currency rates. These measurements are classified within Level 3.

Fair value measurements are classified according to the lowest level input or value-driver that is significant to the valuation. A measurement may therefore be classified within Level 3 even though there may be significant inputs that are readily observable.

Fair value measurement includes the consideration of nonperformance risk. Nonperformance risk refers to the risk that an obligation (either by a counterparty or Caterpillar) will not be fulfilled. For financial assets traded in an active market (Level 1 and certain Level 2), the nonperformance risk is included in the market price. For certain other financial assets and liabilities (certain Level 2 and Level 3), our fair value calculations have been adjusted accordingly.

#### Available-for-sale securities

Our available-for-sale securities, primarily at Insurance Services, include a mix of equity and debt instruments (see Note 11 for additional information). Fair values for our U.S. treasury bonds and equity securities are based upon valuations for identical instruments in active markets. Fair values for other government bonds, corporate bonds and mortgage-backed debt securities are based upon models that take into consideration such market-based factors as recent sales, risk-free yield curves and prices of similarly rated bonds.

#### Derivative financial instruments

The fair value of interest rate swap derivatives is primarily based on models that utilize the appropriate market-based forward swap curves and zero-coupon interest rates to determine discounted cash flows. The fair value of foreign currency and commodity forward, option and cross currency contracts is based on a valuation model that discounts cash flows resulting from the differential between the contract price and the market-based forward rate.

#### Guarantees

The fair value of guarantees is based on our estimate of the premium a market participant would require to issue the same guarantee in a stand-alone arms-length transaction with an unrelated party. If quoted or observable market prices are not available, fair value is based upon internally developed models that utilize current market-based assumptions.

Assets and liabilities measured on a recurring basis at fair value, primarily related to Financial Products, included in Statement 3 as of December 31, 2013, 2012 and 2011 are summarized below:

(Millions of dollars)	December 31, 2013			Total Assets / Liabilities, at Fair Value
	Level 1	Level 2	Level 3	
<b>Assets</b>				
Available-for-sale securities				
Government debt				
U.S. treasury bonds .....	\$ 10	\$ —	\$ —	\$ 10
Other U.S. and non-U.S. government bonds .....	—	120	—	120
Corporate bonds				
Corporate bonds .....	—	633	—	633
Asset-backed securities .....	—	72	—	72
Mortgage-backed debt securities				
U.S. governmental agency .....	—	321	—	321
Residential .....	—	18	—	18
Commercial .....	—	93	—	93
Equity securities				
Large capitalization value .....	254	—	—	254
Smaller company growth .....	49	—	—	49
Total available-for-sale securities .....	313	1,257	—	1,570
Derivative financial instruments, net .....	—	161	—	161
Total Assets .....	\$ 313	\$ 1,418	\$ —	\$ 1,731
<b>Liabilities</b>				
Guarantees .....	\$ —	\$ —	\$ 13	\$ 13
Total Liabilities .....	\$ —	\$ —	\$ 13	\$ 13



(Millions of dollars)	December 31, 2012			Total Assets / Liabilities, at Fair Value
	Level 1	Level 2	Level 3	
<b>Assets</b>				
Available-for-sale securities				
Government debt				
U.S. treasury bonds .....	\$ 10	\$ —	\$ —	\$ 10
Other U.S. and non-U.S. government bonds .....	—	146	—	146
Corporate bonds				
Corporate bonds .....	—	664	—	664
Asset-backed securities .....	—	96	—	96
Mortgage-backed debt securities				
U.S. governmental agency .....	—	299	—	299
Residential .....	—	25	—	25
Commercial .....	—	127	—	127
Equity securities				
Large capitalization value .....	185	—	—	185
Smaller company growth .....	34	—	—	34
Total available-for-sale securities .....	229	1,357	—	1,586
Derivative financial instruments, net .....	—	154	—	154
Total Assets .....	<u>\$ 229</u>	<u>\$ 1,511</u>	<u>\$ —</u>	<u>\$ 1,740</u>
<b>Liabilities</b>				
Guarantees .....	\$ —	\$ —	\$ 14	\$ 14
Total Liabilities .....	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 14</u>	<u>\$ 14</u>

(Millions of dollars)	December 31, 2011			Total Assets / Liabilities, at Fair Value
	Level 1	Level 2	Level 3	
<b>Assets</b>				
Available-for-sale securities				
Government debt				
U.S. treasury bonds .....	\$ 10	\$ —	\$ —	\$ 10
Other U.S. and non-U.S. government bonds .....	—	92	—	92
Corporate bonds				
Corporate bonds .....	—	572	—	572
Asset-backed securities .....	—	111	—	111
Mortgage-backed debt securities				
U.S. governmental agency .....	—	310	—	310
Residential .....	—	30	—	30
Commercial .....	—	145	—	145
Equity securities				
Large capitalization value .....	148	—	—	148
Smaller company growth .....	29	—	—	29
Total available-for-sale securities .....	187	1,260	—	1,447
Derivative financial instruments, net .....	—	145	—	145
Total Assets .....	<u>\$ 187</u>	<u>\$ 1,405</u>	<u>\$ —</u>	<u>\$ 1,592</u>
<b>Liabilities</b>				
Guarantees .....	\$ —	\$ —	\$ 7	\$ 7
Total Liabilities .....	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 7</u>	<u>\$ 7</u>

Below are roll-forwards of liabilities measured at fair value using Level 3 inputs for the years ended December 31, 2013, 2012 and 2011. These instruments were valued using pricing models that, in management's judgment, reflect the assumptions of a market participant.

(Millions of dollars)	Guarantees
Balance at December 31, 2010 .....	\$ 10
Issuance of guarantees .....	4
Expiration of guarantees .....	(7)
Balance at December 31, 2011 .....	<u>\$ 7</u>
Acquisitions .....	6
Issuance of guarantees .....	7
Expiration of guarantees .....	(6)
Balance at December 31, 2012 .....	<u>\$ 14</u>
Issuance of guarantees .....	6
Expiration of guarantees .....	(7)
Balance at December 31, 2013 .....	<u><u>\$ 13</u></u>

In addition to the amounts above, Cat Financial impaired loans are subject to measurement at fair value on a nonrecurring basis. A loan is considered impaired when management determines that collection of contractual amounts due is not probable. In these cases, an allowance for credit losses may be established based primarily on the fair value of associated collateral. As the collateral's fair value is based on observable market prices and/or current appraised values, the impaired loans are classified as Level 2 measurements. Cat Financial had impaired loans with a fair value of \$81 million, \$117 million and \$96 million for the years ended December 31, 2013, 2012 and 2011, respectively.

## **B. Fair values of financial instruments**

In addition to the methods and assumptions we use to record the fair value of financial instruments as discussed in the Fair value measurements section above, we used the following methods and assumptions to estimate the fair value of our financial instruments:

### Cash and short-term investments

Carrying amount approximated fair value.

### Restricted cash and short-term investments

Carrying amount approximated fair value. Restricted cash and short-term investments are included in Prepaid expenses and other current assets in Statement 3.

### Finance receivables

Fair value was estimated by discounting the future cash flows using current rates, representative of receivables with similar remaining maturities.

### Wholesale inventory receivables

Fair value was estimated by discounting the future cash flows using current rates, representative of receivables with similar remaining maturities.

### Short-term borrowings

Carrying amount approximated fair value.

### Long-term debt

Fair value for fixed and floating rate debt was estimated based on quoted market prices.

Please refer to the table below for the fair values of our financial instruments.

**TABLE III—Fair Values of Financial Instruments**

(Millions of dollars)	2013		2012		2011		Fair Value Levels	Reference
	Carrying Amount	Fair Value	Carrying Amount	Fair Value	Carrying Amount	Fair Value		
<b>Assets at December 31,</b>								
Cash and short-term investments .....	\$ 6,081	\$ 6,081	\$ 5,490	\$ 5,490	\$ 3,057	\$ 3,057	1	Statement 3
Restricted cash and short-term investments .....	53	53	53	53	87	87	1	Statement 3
Available-for-sale securities .....	1,570	1,570	1,586	1,586	1,447	1,447	1 & 2	Notes 11 & 19
Finance receivables—net (excluding finance leases <sup>1</sup> ) .....	16,049	15,913	15,404	15,359	12,689	12,516	2	Note 6 & 19
Wholesale inventory receivables—net (excluding finance leases <sup>1</sup> ) .....	1,529	1,467	1,674	1,609	1,591	1,505	2	Note 6 & 19
Foreign currency contracts—net .....	45	45	—	—	—	—	2	Notes 3 & 19
Interest rate swaps—net .....	116	116	219	219	241	241	2	Notes 3 & 19
Commodity contracts—net .....	—	—	1	1	—	—	2	Notes 3 & 19
<b>Liabilities at December 31,</b>								
Short-term borrowings .....	3,679	3,679	5,287	5,287	3,988	3,988	1	Note 13
Long-term debt (including amounts due within one year) .....								
Machinery and Power Systems .....	8,759	9,905	9,779	11,969	8,973	10,737	2	Note 14
Financial Products .....	25,312	25,849	25,077	26,063	21,631	22,674	2	Note 14
Foreign currency contracts—net .....	—	—	66	66	89	89	2	Notes 3 & 19
Commodity contracts—net .....	—	—	—	—	7	7	2	Notes 3 & 19
Guarantees .....	13	13	14	14	7	7	3	Note 21

<sup>1</sup> Total excluded items have a net carrying value at December 31, 2013, 2012 and 2011 of \$8,053 million, \$7,959 million and \$7,324 million, respectively.

## 19. Concentration of credit risk

Financial instruments with potential credit risk consist primarily of trade and finance receivables and short-term and long-term investments. Additionally, to a lesser extent, we have a potential credit risk associated with counterparties to derivative contracts.

Trade receivables are primarily short-term receivables from independently owned and operated dealers and customers which arise in the normal course of business. We perform regular credit evaluations of our dealers and customers. Collateral generally is not required, and the majority of our trade receivables are unsecured. We do, however, when deemed necessary, make use of various devices such as security agreements and letters of credit to protect our interests. No single dealer or customer represents a significant concentration of credit risk.

Finance receivables and wholesale inventory receivables primarily represent receivables under installment sales contracts, receivables arising from leasing transactions and notes receivable. We generally maintain a secured interest in the equipment financed. No single customer or dealer represents a significant concentration of credit risk.

Short-term and long-term investments are held with high quality institutions and, by policy, the amount of credit exposure to any one institution is limited. Long-term investments, primarily included in Other assets in Statement 3, are comprised primarily of available-for-sale securities at Insurance Services.

For derivative contracts, collateral is generally not required of the counterparties or of our company. The company generally enters into International Swaps and Derivatives Association (ISDA) master netting agreements within Machinery & Power Systems and Financial Products that permit the net settlement of amounts owed under their respective derivative contracts. Our exposure to credit loss in the event of nonperformance by the counterparties is limited to only those gains that we have recorded, but for which we have not yet received cash payment. The master netting agreements reduce the amount of loss the company would incur should the counterparties fail to meet their obligations. At December 31, 2013, 2012 and 2011, the

maximum exposure to credit loss, including accrued interest, was \$251 million, \$366 million and \$443 million, respectively, before the application of any master netting agreements. Please refer to Note 18 and Table III above for fair value information.

## 20. Operating leases

We lease certain computer and communications equipment, transportation equipment and other property through operating leases. Total rental expense for operating leases was \$436 million, \$474 million, and \$429 million for 2013, 2012 and 2011, respectively.

Minimum payments for operating leases having initial or remaining non-cancelable terms in excess of one year are:

Years ended December 31,						
(Millions of dollars)						
2014	2015	2016	2017	2018	Thereafter	Total
\$ 244	\$ 180	\$ 133	\$ 99	\$ 74	\$ 229	\$ 959

## 21. Guarantees and product warranty

We have provided an indemnity to a third-party insurance company for potential losses related to performance bonds issued on behalf of Caterpillar dealers. The bonds are issued to insure governmental agencies against nonperformance by certain dealers. We also provided guarantees to a third-party related to the performance of contractual obligations by certain Caterpillar dealers. The guarantees cover potential financial losses incurred by the third-party resulting from the dealers' nonperformance.

We provide loan guarantees to third-party lenders for financing associated with machinery purchased by customers. These guarantees have varying terms and are secured by the machinery. In addition, Cat Financial participates in standby letters of credit issued to third parties on behalf of their customers. These standby letters of credit have varying terms and beneficiaries and are secured by customer assets.

We have provided a guarantee to one of our customers in Brazil related to the performance of contractual obligations by a supplier consortium to which one of our Caterpillar subsidiaries is a member. The guarantees cover potential damages (some of them capped) incurred by the customer resulting from the supplier consortium's non-performance. The guarantee will expire when the supplier consortium performs all its contractual obligations, which is expected to be completed in 2022.

We have provided guarantees to third-party lessors for certain properties leased by Cat Logistics Services, LLC, in which we sold a 65 percent equity interest in the third quarter of 2012. See Note 26 for further discussion on this divestiture. The guarantees are for the possibility that the third party logistics business would default on real estate lease payments. The guarantees were granted at lease inception, which was prior to the divestiture, and generally will expire at the end of the lease terms.

Cat Financial provided a limited indemnity to a third-party bank resulting from the assignment of certain leases to that bank. The indemnity was for the possibility that the insurers of these leases would become insolvent. The indemnity expired December 15, 2012.

No loss has been experienced or is anticipated under any of these guarantees. At December 31, 2013, 2012 and 2011, the related liability was \$13 million, \$14 million and \$7 million, respectively. The maximum potential amount of future payments (undiscounted and without reduction for any amounts that may possibly be recovered under recourse or collateralized provisions) we could be required to make under the guarantees at December 31 are as follows:

(Millions of dollars)	2013	2012	2011
Caterpillar dealer guarantees .....	\$ 193	\$ 180	\$ 140
Customer guarantees.....	62	77	96
Customer guarantees - supplier consortium .....	364	—	—
Third party logistics business guarantees .....	151	176	—
Limited indemnity .....	—	—	11
Other guarantees .....	35	53	28
Total guarantees.....	<u>\$ 805</u>	<u>\$ 486</u>	<u>\$ 275</u>

Cat Financial provides guarantees to repurchase certain loans of Caterpillar dealers from a special-purpose corporation (SPC) that qualifies as a variable interest entity. The purpose of the SPC is to provide short-term working capital loans to Caterpillar dealers. This SPC issues commercial paper and uses the proceeds to fund its loan program. Cat Financial has a loan purchase agreement with the SPC that obligates Cat Financial to purchase certain loans that are not paid at maturity. Cat Financial receives a fee for providing this guarantee, which provides a source of liquidity for the SPC. Cat Financial is the primary beneficiary of the SPC as their guarantees result in Cat Financial having both the power to direct the activities that most significantly impact the SPC's economic performance and the obligation to absorb losses, and therefore Cat Financial has consolidated the financial statements of the SPC. As of December 31, 2013, 2012 and 2011, the SPC's assets of \$1,005 million, \$927 million and \$586 million, respectively, are primarily comprised of loans to dealers, and the SPC's liabilities of \$1,005 million, \$927 million and \$586 million, respectively, are primarily comprised of commercial paper. The assets of the SPC are not available to pay Cat Financial's creditors. Cat Financial may be obligated to perform under the guarantee if the SPC experiences losses. No loss has been experienced or is anticipated under this loan purchase agreement.

Cat Financial is party to agreements in the normal course of business with selected customers and Caterpillar dealers in which we commit to provide a set dollar amount of financing on a pre-approved basis. We also provide lines of credit to selected customers and Caterpillar dealers, of which a portion remains unused as of the end of the period. Commitments and lines of credit generally have fixed expiration dates or other termination clauses. It has been our experience that not all commitments and lines of credit will be used. Management applies the same credit policies when making commitments and granting lines of credit as it does for any other financing.

Cat Financial does not require collateral for these commitments/lines, but if credit is extended, collateral may be required upon funding. The amount of the unused commitments and lines of credit for dealers as of December 31, 2013, 2012 and 2011 was \$10,503 million, \$10,863 million and \$6,469 million, respectively. The amount of the unused commitments and lines of credit for customers as of December 31, 2013, 2012 and 2011 was \$4,635 million, \$4,690 million and \$2,785 million, respectively.

Our product warranty liability is determined by applying historical claim rate experience to the current field population and dealer inventory. Generally, historical claim rates are based on actual warranty experience for each product by machine model/engine size by customer or dealer location (inside or outside North America). Specific rates are developed for each product shipment month and are updated monthly based on actual warranty claim experience.

(Millions of dollars)	2013	2012	2011
Warranty liability, January 1.....	\$ 1,477	\$ 1,308	\$ 1,035
Reduction in liability (payments) .....	(938)	(920)	(926)
Increase in liability (new warranties) .....	828	1,089	1,199
Warranty liability, December 31.....	<u>\$ 1,367</u>	<u>\$ 1,477</u>	<u>\$ 1,308</u>

## 22. Environmental and legal matters

The company is regulated by federal, state and international environmental laws governing our use, transport and disposal of substances and control of emissions. In addition to governing our manufacturing and other operations, these laws often impact the development of our products, including, but not limited to, required compliance with air emissions standards applicable to internal combustion engines. We have made, and will continue to make, significant research and development and capital expenditures to comply with these emissions standards.

We are engaged in remedial activities at a number of locations, often with other companies, pursuant to federal and state laws. When it is probable we will pay remedial costs at a site, and those costs can be reasonably estimated, the investigation, remediation, and operating and maintenance costs are accrued against our earnings. Costs are accrued based on consideration of currently available data and information with respect to each individual site, including available technologies, current applicable laws and regulations, and prior remediation experience. Where no amount within a range of estimates is more likely, we accrue the minimum. Where multiple potentially responsible parties are involved, we consider our proportionate share of the probable costs. In formulating the estimate of probable costs, we do not consider amounts expected to be recovered from insurance companies or others. We reassess these accrued amounts on a quarterly basis. The amount recorded for environmental remediation is not material and is included in Accrued expenses in Statement 3. There is no more than a remote chance that a material amount for remedial activities at any individual site, or at all the sites in the aggregate, will be required.

On October 24, 2013, Progress Rail Services Corporation (Progress Rail), a wholly-owned indirect subsidiary of Caterpillar Inc., received a grand jury subpoena from the U.S. District Court for the Central District of California. The subpoena requests documents and information from Progress Rail, United Industries Corporation, a wholly-owned subsidiary of Progress Rail, and Caterpillar Inc. relating to allegations that Progress Rail conducted improper or unnecessary railcar inspections and repairs and improperly disposed of parts, equipment, tools and other items. In connection with this subpoena, Progress Rail was informed by the U.S. Attorney for the Central District of California that it is a target of a criminal investigation into potential violations of environmental laws and alleged improper business practices. The Company is cooperating with the authorities. The Company is unable to predict the outcome or reasonably estimate the potential loss; however, we currently believe that this matter will not have a material adverse effect on the Company's consolidated results of operation, financial position or liquidity.

Beginning in September 2010, the company filed a series of legal claims to collect policy proceeds from a third party insurance company to recover amounts paid for covered asbestos defense and settlement costs for occurrences between 1962 and 1981. In the fourth quarter of 2013, the company reached final settlement with the third party insurance company. As a result, a gain of \$68 million was recognized in Other operating (income) expense in Statement 1.

In addition, we are involved in other unresolved legal actions that arise in the normal course of business. The most prevalent of these unresolved actions involve disputes related to product design, manufacture and performance liability (including claimed asbestos and welding fumes exposure), contracts, employment issues, environmental matters or intellectual property rights. The aggregate range of reasonably possible losses in excess of accrued liabilities, if any, associated with these unresolved legal actions is not material. In some cases, we cannot reasonably estimate a range of loss because there is insufficient information regarding the matter. However, there is no more than a remote chance that any liability arising from these matters would be material. Although it is not possible to predict with certainty the outcome of these unresolved legal actions, we believe that these actions will not individually or in the aggregate have a material adverse effect on our consolidated results of operations, financial position or liquidity.

## **23. Segment information**

### **A. Basis for segment information**

Our Executive Office is comprised of five Group Presidents, a Senior Vice President and a CEO. Group Presidents are accountable for a related set of end-to-end businesses that they manage. The Senior Vice President leads the Caterpillar Enterprise System Group, which was formed during the second quarter of 2013 with the goal of improving our manufacturing and supply chain capabilities, driving sustained improvements in customer deliveries, improving operational efficiencies and building on recent product quality improvements. The CEO allocates resources and manages performance at the Group President level. As such, the CEO serves as our Chief Operating Decision Maker and operating segments are primarily based on the Group President reporting structure.

Three of our operating segments, Construction Industries, Resource Industries and Power Systems, are led by Group Presidents. One operating segment, Financial Products, is led by a Group President who has responsibility for Corporate Services. Corporate Services is a cost center primarily responsible for the performance of certain support functions globally and to provide centralized services; it does not meet the definition of an operating segment. The Caterpillar Enterprise System Group is also a cost center and does not meet the definition of an operating segment. One Group President leads a smaller operating segment that is included in the All Other operating segment.

In 2012, a portion of goodwill related to recent acquisitions was allocated to Machinery and Power Systems operating segments and is now a methodology difference between segment and external reporting. The segment information for 2011 has been retrospectively adjusted.

## B. Description of segments

We have five operating segments, of which four are reportable segments. Following is a brief description of our reportable segments and the business activities included in the All Other operating segment:

**Construction Industries:** A segment primarily responsible for supporting customers using machinery in infrastructure and building construction applications. Responsibilities include business strategy, product design, product management and development, manufacturing, marketing, and sales and product support. The product portfolio includes backhoe loaders, small wheel loaders, small track-type tractors, skid steer loaders, multi-terrain loaders, mini excavators, compact wheel loaders, select work tools, small, medium and large track excavators, wheel excavators, medium wheel loaders, compact track loaders, medium track-type tractors, track-type loaders, motor graders and pipelayers. In addition, Construction Industries has responsibility for Power Systems and three wholly-owned dealers in Japan and an integrated manufacturing cost center. Inter-segment sales are a source of revenue for this segment.

**Resource Industries:** A segment primarily responsible for supporting customers using machinery in mining and quarrying applications. Responsibilities include business strategy, product design, product management and development, manufacturing, marketing and sales and product support. The product portfolio includes large track-type tractors, large mining trucks, underground mining equipment, electric rope shovels, draglines, hydraulic shovels, drills, highwall miners, tunnel boring equipment, large wheel loaders, off-highway trucks, articulated trucks, wheel tractor scrapers, wheel dozers, select work tools, forestry products, paving products, industrial and waste products, machinery components and electronics and control systems. Resource Industries also manages areas that provide services to other parts of the company, including integrated manufacturing and research and development. In addition, segment profit includes the impact from divestiture of portions of the Bucyrus distribution business and the acquisition of ERA Mining Machinery Limited, including its wholly-owned subsidiary Zhengzhou Siwei Mechanical & Electrical Manufacturing Co., Ltd., commonly known as Siwei, which was completed during the second quarter of 2012. In the fourth quarter of 2013, Siwei was renamed Caterpillar (Zhengzhou) Ltd. Siwei primarily designs, manufactures, sells and supports underground coal mining equipment in China. Inter-segment sales are a source of revenue for this segment.

**Power Systems:** A segment primarily responsible for supporting customers using reciprocating engines, turbines and related parts across industries serving electric power, industrial, petroleum and marine applications as well as rail-related businesses. Responsibilities include business strategy, product design, product management, development, manufacturing, marketing, sales and product support of reciprocating engine powered generator sets, integrated systems used in the electric power generation industry, reciprocating engines and integrated systems and solutions for the marine and petroleum industries; reciprocating engines supplied to the industrial industry as well as Caterpillar machinery; the business strategy, product design, product management, development, manufacturing, marketing, sales and product support of turbines and turbine-related services; the development, manufacturing, remanufacturing, maintenance, leasing and service of diesel-electric locomotives and components and other rail-related products and services. Inter-segment sales are a source of revenue for this segment.

**Financial Products Segment:** Provides financing to customers and dealers for the purchase and lease of Caterpillar and other equipment, as well as some financing for Caterpillar sales to dealers. Financing plans include operating and finance leases, installment sale contracts, working capital loans and wholesale financing plans. The segment also provides various forms of insurance to customers and dealers to help support the purchase and lease of our equipment.

**All Other:** Primarily includes activities such as: the remanufacturing of Cat® engines and components and remanufacturing services for other companies as well as the product management, development, manufacturing, marketing and product support of undercarriage, specialty products, hardened bar stock components and ground engaging tools primarily for Caterpillar products; logistics services; the product management, development, marketing, sales and product support of on-highway vocational trucks for North America; distribution services responsible for dealer development and administration, dealer portfolio management and ensuring the most efficient and effective distribution of machines, engines and parts; and the 50/50 joint venture with Navistar (NC<sup>2</sup>) until it became a wholly owned subsidiary of Navistar effective September 29, 2011. On July 31, 2012, we sold a majority interest in Caterpillar's third party logistics business. Inter-segment sales are a source of revenue for this segment. Results for the All Other operating segment are included as a reconciling item between reportable segments and consolidated external reporting.



### C. Segment measurement and reconciliations

There are several methodology differences between our segment reporting and our external reporting. The following is a list of the more significant methodology differences:

- Machinery and Power Systems segment net assets generally include inventories, receivables, property, plant and equipment, goodwill, intangibles, accounts payable, and customer advances. Liabilities other than accounts payable and customer advances are generally managed at the corporate level and are not included in segment operations. Financial Products Segment assets generally include all categories of assets.
- Segment inventories and cost of sales are valued using a current cost methodology.
- Goodwill allocated to segments is amortized using a fixed amount based on a 20 year useful life. This methodology difference only impacts segment assets; no goodwill amortization expense is included in segment profit. In addition, only a portion of goodwill for certain acquisitions made in 2011 or later has been allocated to segments.
- The present value of future lease payments for certain Machinery and Power Systems operating leases is included in segment assets. The estimated financing component of the lease payments is excluded.
- Currency exposures for Machinery and Power Systems are generally managed at the corporate level and the effects of changes in exchange rates on results of operations within the year are not included in segment profit. The net difference created in the translation of revenues and costs between exchange rates used for U.S. GAAP reporting and exchange rates used for segment reporting are recorded as a methodology difference.
- Postretirement benefit expenses are split; segments are generally responsible for service and prior service costs, with the remaining elements of net periodic benefit cost included as a methodology difference.
- Machinery and Power Systems segment profit is determined on a pretax basis and excludes interest expense, gains and losses on interest rate swaps and other income/expense items. Financial Products Segment profit is determined on a pretax basis and includes other income/expense items.

Reconciling items are created based on accounting differences between segment reporting and our consolidated external reporting. Please refer to pages A-87 to A-91 for financial information regarding significant reconciling items. Most of our reconciling items are self-explanatory given the above explanations. For the reconciliation of profit, we have grouped the reconciling items as follows:

- **Corporate costs:** These costs are related to corporate requirements and strategies that are considered to be for the benefit of the entire organization.
- **Methodology differences:** See previous discussion of significant accounting differences between segment reporting and consolidated external reporting.
- **Timing:** Timing differences in the recognition of costs between segment reporting and consolidated external reporting.

**Segment Information**

(Millions of dollars)

**Reportable Segments**

	External sales and revenues	Inter- segment sales and revenues	Total sales and revenues	Depreciation and amortization	Segment profit	Segment assets at December 31	Capital expenditures
<b><u>2013</u></b>							
Construction Industries .....	\$ 18,445	\$ 336	\$ 18,781	\$ 576	\$ 1,363	\$ 8,429	\$ 645
Resource Industries .....	13,270	871	14,141	758	1,575	11,201	539
Power Systems .....	20,155	1,895	22,050	642	3,400	8,492	677
Machinery and Power Systems .....	\$ 51,870	\$ 3,102	\$ 54,972	\$ 1,976	\$ 6,338	\$ 28,122	\$ 1,861
Financial Products Segment	3,224	—	3,224	789	990	36,980	1,806
Total .....	<u>\$ 55,094</u>	<u>\$ 3,102</u>	<u>\$ 58,196</u>	<u>\$ 2,765</u>	<u>\$ 7,328</u>	<u>\$ 65,102</u>	<u>\$ 3,667</u>
<b><u>2012</u></b>							
Construction Industries .....	\$ 19,334	\$ 470	\$ 19,804	\$ 565	\$ 1,789	\$ 10,393	\$ 1,045
Resource Industries .....	21,158	1,117	22,275	694	4,318	13,455	1,143
Power Systems .....	21,122	2,407	23,529	604	3,434	9,323	960
Machinery and Power Systems .....	\$ 61,614	\$ 3,994	\$ 65,608	\$ 1,863	\$ 9,541	\$ 33,171	\$ 3,148
Financial Products Segment	3,090	—	3,090	708	763	36,563	1,660
Total .....	<u>\$ 64,704</u>	<u>\$ 3,994</u>	<u>\$ 68,698</u>	<u>\$ 2,571</u>	<u>\$ 10,304</u>	<u>\$ 69,734</u>	<u>\$ 4,808</u>
<b><u>2011</u></b>							
Construction Industries .....	\$ 19,667	\$ 575	\$ 20,242	\$ 526	\$ 2,056	\$ 7,942	\$ 915
Resource Industries .....	15,629	1,162	16,791	463	3,334	12,292	717
Power Systems .....	20,114	2,339	22,453	544	3,053	8,748	834
Machinery and Power Systems .....	\$ 55,410	\$ 4,076	\$ 59,486	\$ 1,533	\$ 8,443	\$ 28,982	\$ 2,466
Financial Products Segment	3,003	—	3,003	710	587	31,747	1,191
Total .....	<u>\$ 58,413</u>	<u>\$ 4,076</u>	<u>\$ 62,489</u>	<u>\$ 2,243</u>	<u>\$ 9,030</u>	<u>\$ 60,729</u>	<u>\$ 3,657</u>

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**Reconciliation of Sales and Revenues:**

(Millions of dollars)	Machinery and Power Systems	Financial Products	Consolidating Adjustments	Consolidated Total
<b>2013</b>				
Total external sales and revenues from reportable segments.....	\$ 51,870	\$ 3,224	\$ —	\$ 55,094
All Other operating segment .....	886	—	—	886
Other.....	(62)	78	(340) <sup>1</sup>	(324)
Total sales and revenues.....	<u>\$ 52,694</u>	<u>\$ 3,302</u>	<u>\$ (340)</u>	<u>\$ 55,656</u>
<b>2012</b>				
Total external sales and revenues from reportable segments.....	\$ 61,614	\$ 3,090	\$ —	\$ 64,704
All Other operating segment .....	1,501	—	—	1,501
Other.....	(47)	70	(353) <sup>1</sup>	(330)
Total sales and revenues.....	<u>\$ 63,068</u>	<u>\$ 3,160</u>	<u>\$ (353)</u>	<u>\$ 65,875</u>
<b>2011</b>				
Total external sales and revenues from reportable segments.....	\$ 55,410	\$ 3,003	\$ —	\$ 58,413
All Other operating segment .....	2,021	—	—	2,021
Other.....	(39)	54	(311) <sup>1</sup>	(296)
Total sales and revenues.....	<u>\$ 57,392</u>	<u>\$ 3,057</u>	<u>\$ (311)</u>	<u>\$ 60,138</u>

<sup>1</sup> Elimination of Financial Products revenues from Machinery and Power Systems.

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**Reconciliation of consolidated profit before taxes:**

(Millions of dollars)	<b>Machinery and Power Systems</b>	<b>Financial Products</b>	<b>Consolidated Total</b>
<b>2013</b>			
Total profit from reportable segments.....	\$ 6,338	\$ 990	\$ 7,328
All Other operating segment.....	663	—	663
Cost centers.....	119	—	119
Corporate costs.....	(1,442)	—	(1,442)
Timing.....	89	—	89
Methodology differences:			
Inventory/cost of sales.....	(112)	—	(112)
Postretirement benefit expense.....	(685)	—	(685)
Financing costs.....	(469)	—	(469)
Equity in (profit) loss of unconsolidated affiliated companies.....	6	—	6
Currency.....	(110)	—	(110)
Interest rate swap.....	(1)	—	(1)
Other income/expense methodology differences.....	(238)	—	(238)
Other methodology differences.....	(50)	30	(20)
Total consolidated profit before taxes.....	<u>\$ 4,108</u>	<u>\$ 1,020</u>	<u>\$ 5,128</u>
<b>2012</b>			
Total profit from reportable segments.....	\$ 9,541	\$ 763	\$ 10,304
All Other operating segment.....	1,014	—	1,014
Cost centers.....	17	—	17
Corporate costs.....	(1,517)	—	(1,517)
Timing.....	(298)	—	(298)
Methodology differences:			
Inventory/cost of sales.....	43	—	43
Postretirement benefit expense.....	(696)	—	(696)
Financing costs.....	(474)	—	(474)
Equity in (profit) loss of unconsolidated affiliated companies.....	(14)	—	(14)
Currency.....	108	—	108
Interest rate swap.....	2	—	2
Other income/expense methodology differences.....	(251)	—	(251)
Other methodology differences.....	(19)	17	(2)
Total consolidated profit before taxes.....	<u>\$ 7,456</u>	<u>\$ 780</u>	<u>\$ 8,236</u>
<b>2011</b>			
Total profit from reportable segments.....	\$ 8,443	\$ 587	\$ 9,030
All Other operating segment.....	837	—	837
Cost centers.....	14	—	14
Corporate costs.....	(1,174)	—	(1,174)
Timing.....	(203)	—	(203)
Methodology differences:			
Inventory/cost of sales.....	21	—	21
Postretirement benefit expense.....	(670)	—	(670)
Financing costs.....	(408)	—	(408)
Equity in (profit) loss of unconsolidated affiliated companies.....	24	—	24
Currency.....	(315)	—	(315)
Interest rate swap.....	(149)	—	(149)
Other income/expense methodology differences.....	(273)	—	(273)
Other methodology differences.....	(42)	33	(9)
Total consolidated profit before taxes.....	<u>\$ 6,105</u>	<u>\$ 620</u>	<u>\$ 6,725</u>

**Reconciliation of Assets:**

(Millions of dollars)	Machinery and Power Systems	Financial Products	Consolidating Adjustments	Consolidated Total
<b>2013</b>				
Total assets from reportable segments.....	\$ 28,122	\$ 36,980	\$ —	\$ 65,102
All Other operating segment .....	1,431	—	—	1,431
Items not included in segment assets:				
Cash and short-term investments .....	4,597	—	—	4,597
Intercompany receivables .....	1,219	—	(1,219)	—
Investment in Financial Products.....	4,798	—	(4,798)	—
Deferred income taxes .....	2,541	—	(525)	2,016
Goodwill and intangible assets .....	3,582	—	—	3,582
Property, plant and equipment – net and other assets.....	1,091	—	—	1,091
Operating lease methodology difference.....	(290)	—	—	(290)
Liabilities included in segment assets .....	10,372	—	—	10,372
Inventory methodology differences.....	(2,539)	—	—	(2,539)
Other .....	(220)	(135)	(111)	(466)
Total assets.....	<u>\$ 54,704</u>	<u>\$ 36,845</u>	<u>\$ (6,653)</u>	<u>\$ 84,896</u>
<b>2012</b>				
Total assets from reportable segments.....	\$ 33,171	\$ 36,563	\$ —	\$ 69,734
All Other operating segment .....	1,499	—	—	1,499
Items not included in segment assets:				
Cash and short-term investments .....	3,306	—	—	3,306
Intercompany receivables .....	303	—	(303)	—
Investment in Financial Products.....	4,433	—	(4,433)	—
Deferred income taxes .....	3,926	—	(516)	3,410
Goodwill and intangible assets .....	3,145	—	—	3,145
Property, plant and equipment – net and other assets.....	668	—	—	668
Operating lease methodology difference.....	(329)	—	—	(329)
Liabilities included in segment assets .....	10,907	—	—	10,907
Inventory methodology differences.....	(2,949)	—	—	(2,949)
Other .....	(182)	(107)	(132)	(421)
Total assets.....	<u>\$ 57,898</u>	<u>\$ 36,456</u>	<u>\$ (5,384)</u>	<u>\$ 88,970</u>
<b>2011</b>				
Total assets from reportable segments.....	\$ 28,982	\$ 31,747	\$ —	\$ 60,729
All Other operating segment .....	2,035	—	—	2,035
Items not included in segment assets:				
Cash and short-term investments .....	1,829	—	—	1,829
Intercompany receivables .....	75	—	(75)	—
Investment in Financial Products.....	4,035	—	(4,035)	—
Deferred income taxes .....	4,109	—	(533)	3,576
Goodwill and intangible assets .....	2,816	—	—	2,816
Property, plant and equipment – net and other assets.....	1,645	—	—	1,645
Operating lease methodology difference.....	(511)	—	—	(511)
Liabilities included in segment assets .....	11,860	—	—	11,860
Inventory methodology differences.....	(2,786)	—	—	(2,786)
Other .....	362	(194)	(143)	25
Total assets.....	<u>\$ 54,451</u>	<u>\$ 31,553</u>	<u>\$ (4,786)</u>	<u>\$ 81,218</u>

**Reconciliation of Depreciation and amortization:**

<b>(Millions of dollars)</b>	<b>Machinery and Power Systems</b>	<b>Financial Products</b>	<b>Consolidated Total</b>
<b><u>2013</u></b>			
Total depreciation and amortization from reportable segments.....	\$ 1,976	\$ 789	\$ 2,765
Items not included in segment depreciation and amortization:			
All Other operating segment .....	173	—	173
Cost centers .....	140	—	140
Other .....	(16)	25	9
Total depreciation and amortization.....	<u>\$ 2,273</u>	<u>\$ 814</u>	<u>\$ 3,087</u>
<b><u>2012</u></b>			
Total depreciation and amortization from reportable segments.....	\$ 1,863	\$ 708	\$ 2,571
Items not included in segment depreciation and amortization:			
All Other operating segment .....	168	—	168
Cost centers .....	89	—	89
Other .....	(38)	23	(15)
Total depreciation and amortization.....	<u>\$ 2,082</u>	<u>\$ 731</u>	<u>\$ 2,813</u>
<b><u>2011</u></b>			
Total depreciation and amortization from reportable segments.....	\$ 1,533	\$ 710	\$ 2,243
Items not included in segment depreciation and amortization:			
All Other operating segment .....	172	—	172
Cost centers .....	77	—	77
Other .....	20	15	35
Total depreciation and amortization.....	<u>\$ 1,802</u>	<u>\$ 725</u>	<u>\$ 2,527</u>

**Reconciliation of Capital expenditures:**

(Millions of dollars)	<b>Machinery and Power Systems</b>	<b>Financial Products</b>	<b>Consolidating Adjustments</b>	<b>Consolidated Total</b>
<b>2013</b>				
Total capital expenditures from reportable segments.....	\$ 1,861	\$ 1,806	\$ —	\$ 3,667
Items not included in segment capital expenditures:				
All Other operating segment.....	340	—	—	340
Cost centers.....	169	—	—	169
Timing.....	363	—	—	363
Other.....	(128)	105	(70)	(93)
Total capital expenditures.....	<u>\$ 2,605</u>	<u>\$ 1,911</u>	<u>\$ (70)</u>	<u>\$ 4,446</u>
<b>2012</b>				
Total capital expenditures from reportable segments.....	\$ 3,148	\$ 1,660	\$ —	\$ 4,808
Items not included in segment capital expenditures:				
All Other operating segment.....	359	—	—	359
Cost centers.....	175	—	—	175
Timing.....	(71)	—	—	(71)
Other.....	(176)	136	(155)	(195)
Total capital expenditures.....	<u>\$ 3,435</u>	<u>\$ 1,796</u>	<u>\$ (155)</u>	<u>\$ 5,076</u>
<b>2011</b>				
Total capital expenditures from reportable segments.....	\$ 2,466	\$ 1,191	\$ —	\$ 3,657
Items not included in segment capital expenditures:				
All Other operating segment.....	343	—	—	343
Cost centers.....	146	—	—	146
Timing.....	(211)	—	—	(211)
Other.....	(98)	163	(76)	(11)
Total capital expenditures.....	<u>\$ 2,646</u>	<u>\$ 1,354</u>	<u>\$ (76)</u>	<u>\$ 3,924</u>

**Enterprise-wide Disclosures:**
**Information about Geographic Areas:**

(Millions of dollars)	External sales and revenues <sup>1</sup>			Property, plant and equipment - net		
	<b>2013</b>	2012	2011	<b>December 31,</b>		
	<b>2013</b>	2012	2011	<b>2013</b>	2012	2011
Inside United States.....	\$ 18,579	\$ 20,239	\$ 17,980	\$ 8,723	\$ 8,559	\$ 7,448
Outside United States.....	37,077	45,636 <sup>2</sup>	42,158	8,352	7,902	6,947
Total.....	<u>\$ 55,656</u>	<u>\$ 65,875</u>	<u>\$ 60,138</u>	<u>\$ 17,075</u>	<u>\$ 16,461</u>	<u>\$ 14,395</u>

<sup>1</sup> Sales of Machinery and Power Systems are based on dealer or customer location. Revenues from services provided are based on where service is rendered.

<sup>2</sup> The only country with greater than 10 percent of external sales and revenues for any of the periods presented, other than the United States, is Australia with \$6,822 million as of December 31, 2012.

## 24. Acquisitions

### **Johan Walter Berg AB**

In September 2013, we acquired 100 percent of the stock of Johan Walter Berg AB (Berg). Berg is a leading manufacturer of mechanically and electrically driven propulsion systems and marine controls for ships. Headquartered in Öckerö Islands, Sweden, Berg has designed and manufactured heavy-duty marine thrusters and controllable pitch propellers since 1929. Its proprietary systems are employed in maritime applications throughout the world that require precise maneuvering and positioning. With the acquisition, Caterpillar will transition from selling only engines and generators to providing complete marine propulsion package systems. The purchase price, net of \$9 million of acquired cash, was approximately \$166 million. The purchase price includes contingent consideration, payable in 2016, with a fair value of approximately \$7 million. The contingent consideration will be based on the revenues achieved by Berg in the period from January 1, 2013 to December 31, 2015 and is capped at €30 million. The contingent consideration will be remeasured each reporting period at its estimated fair value with any adjustment included in Other operating (income) expenses in Statement 1.

The transaction was financed with available cash. Tangible assets as of the acquisition date were \$82 million, recorded at their fair values, and primarily included cash of \$9 million, receivables of \$13 million, inventories of \$32 million and property, plant and equipment of \$28 million. Finite-lived intangible assets acquired of \$70 million included developed technology, customer relationships, and trade names. The finite lived intangible assets are being amortized on a straight-line basis over a weighted-average amortization period of approximately 11 years. Liabilities assumed as of the acquisition date were \$83 million, recorded at their fair values, and primarily included accounts payable of \$19 million, customer advances of \$31 million and net deferred tax liabilities of \$15 million. Goodwill of \$106 million, non-deductible for income tax purposes, represented the excess of the consideration transferred over the net assets recognized and represented the estimated future economic benefits arising from other assets acquired that could not be individually identified and separately recognized. Factors that contributed to a purchase price resulting in the recognition of goodwill include Berg's strategic fit into our product portfolio, the opportunity to provide worldwide support to marine operators for a complete, optimized propulsion package, and the acquired assembled workforce. These values represent a preliminary allocation of purchase price subject to finalization of post-closing procedures. The results of the acquired business for the period from the acquisition date are included in the accompanying consolidated financial statements and are reported in the Power Systems segment in Note 23. Assuming this transaction had been made at the beginning of any period presented, the consolidated pro forma results would not be materially different from reported results.

### **Black Horse Joint Venture**

In December 2012, Caterpillar and Ariel Corporation (Ariel) contributed \$70 million each to obtain a 50 percent equity interest in a newly formed company, Black Horse LLC (Black Horse). Immediately upon formation, Black Horse acquired ProSource, a pump manufacturer headquartered in Houston, Texas. The acquisition of ProSource, which designs and manufactures reciprocating pressure pumps, enables Black Horse to serve the well service market. Black Horse will leverage Caterpillar and Ariel engineering and manufacturing expertise to expand ProSource's existing product line to better serve global oil and gas customers. Frac pumps sold through the combined venture will be branded and sold under the Caterpillar name and will be distributed through the Caterpillar dealer network. Our investment in Black Horse, accounted for by the equity method, is included in Investments in unconsolidated affiliated companies in Statement 3.

### **ERA Mining Machinery Limited (Siwei)**

During the second quarter of 2012, Caterpillar, through its wholly-owned subsidiary Caterpillar (Luxembourg) Investment Co. S.A. (CAT Lux), completed a tender offer to acquire the issued shares of ERA Mining Machinery Limited (Siwei), including its wholly-owned subsidiary Zhengzhou Siwei Mechanical Manufacturing Co., Ltd. In the fourth quarter of 2013, Siwei was renamed Caterpillar (Zhengzhou) Ltd. Substantially all of the issued shares of Siwei, a public company listed on the Hong Kong Exchange, were acquired at the end of May 2012. In October 2012, the remaining shares of Siwei common stock were acquired for approximately \$7 million in cash. Siwei primarily designs, manufactures, sells and supports underground coal mining equipment in mainland China and is known for its expertise in manufacturing mining roof support equipment. The acquisition supports Caterpillar's long-term commitment to invest in China in order to support our growing base of Chinese customers and will further expand our underground mining business both inside and outside of China.

The tender offer allowed Siwei shareholders to choose between two types of consideration in exchange for their shares. The alternatives were either cash consideration of HK\$0.88 or a HK\$1.00 loan note issued by CAT Lux to the former shareholders of Siwei that provided, subject to its terms, for the holder to receive on redemption a minimum of HK\$0.75 up to a maximum of HK\$1.15 depending on Siwei's consolidated gross profit for 2012 and 2013. Approximately 4 billion Siwei shares were



tendered for the cash alternative and approximately 1.6 billion Siwei shares were tendered for the loan note alternative. The purchase price of approximately \$677 million was comprised of net cash paid of approximately \$444 million (\$475 million in cash paid for shares and to cancel share options less cash acquired of \$31 million), the fair value of the loan notes of \$152 million, approximately \$168 million of assumed third-party short term borrowings and notes payable, a loan and interest payable to Caterpillar from Siwei of \$51 million, less restricted cash acquired of approximately \$138 million. The noncontrolling interest for the outstanding shares not tendered was approximately \$7 million.

The transaction was financed with available cash and included the issuance of loan notes to certain former shareholders of Siwei, which had a debt component and a portion that was contingent consideration. The \$152 million fair value represented the minimum redemption amount of the debt component payable in April 2013.

Tangible assets as of the acquisition date and after giving effect to the adjustments described below were \$598 million, recorded at their fair values, and primarily included cash of \$31 million, restricted cash of \$138 million, receivables of \$184 million, inventories of \$77 million and property, plant and equipment of \$94 million. Finite-lived intangible assets acquired of \$112 million were primarily related to customer relationships and also included trade names. The finite-lived intangible assets are being amortized on a straight-line basis over a weighted average amortization period of approximately 14 years. Liabilities assumed as of the acquisition date and after giving effect to the adjustments described below were \$626 million, recorded at their fair values, and primarily included accounts payable of \$352 million, third-party short term borrowings and notes payable of \$168 million and accrued expenses of \$37 million. Additionally, deferred tax liabilities were \$25 million. Goodwill of \$625 million, substantially all of which is non-deductible for income tax purposes, represented the excess of the consideration transferred over the net assets recognized and represented the estimated future economic benefits arising from other assets acquired that could not be individually identified and separately recognized. Goodwill will not be amortized, but will be tested for impairment at least annually. Factors that contributed to a purchase price resulting in the recognition of goodwill include expected cost savings primarily from increased purchasing power for raw materials, improved working capital management, expanded underground mining equipment sales opportunities in China and internationally, along with the acquired assembled workforce. The results of the acquired business for the period from the acquisition date are included in the accompanying consolidated financial statements and are reported in the Resource Industries segment in Note 23. Assuming this transaction had been made at the beginning of any period presented, the consolidated pro forma results would not be materially different from reported results.

In November 2012, Caterpillar became aware of inventory accounting discrepancies at Siwei which led to an internal investigation. Caterpillar's investigation determined that Siwei had engaged in accounting misconduct prior to Caterpillar's acquisition of Siwei in mid-2012. The accounting misconduct included inappropriate accounting practices involving improper cost allocation that resulted in overstated profit and improper revenue recognition practices involving early and, at times unsupported, revenue recognition. Due to the identified accounting misconduct that occurred before the acquisition, measurement period adjustments were made to the fair value of the acquired assets and assumed liabilities during the fourth quarter of 2012. The fair values presented above are a final allocation of the purchase price and reflect these changes, which are primarily comprised of a decrease in finite-lived intangible assets of \$82 million, a decrease in receivables of \$29 million, a decrease in inventory of \$17 million and a net increase in liabilities of \$23 million, resulting in an increase in goodwill of \$149 million.

Because of the accounting misconduct identified in the fourth quarter of 2012, Siwei's goodwill was tested for impairment as of November 30, 2012. We determined the carrying value of Siwei, which is a separate reporting unit, exceeded its fair value at the measurement date, requiring step two in the impairment test process. The fair value of the Siwei reporting unit was determined primarily using an income approach based on the present value of discounted cash flows. We assigned the fair value to the reporting unit's assets and liabilities and determined the implied fair value of goodwill was substantially below the carrying value of the reporting unit's goodwill. Accordingly, we recognized a \$580 million goodwill impairment charge, which resulted in goodwill of approximately \$45 million remaining for Siwei. The goodwill impairment was a result of changes in the assumptions used to determine the fair value resulting from the accounting misconduct that occurred before the acquisition. There was no tax benefit associated with this impairment charge. The Siwei goodwill impairment charge was reported in the fourth quarter of 2012 in the Resource Industries segment.

In May 2013, Caterpillar and its wholly-owned subsidiaries CAT Lux and Siwei entered into a settlement agreement with two former directors of Siwei and two other parties with an interest in the settlement, including Mining Machinery Limited (MML). The agreement settles the dispute between the parties which arose from Caterpillar's determination that Siwei senior managers had engaged in accounting misconduct for several years prior to Caterpillar's announcement of the completion of its tender offer for Siwei in the second quarter of 2012.

Under the terms of the settlement agreement, the parties agreed that (i) the loan notes issued by CAT Lux (and guaranteed by Caterpillar) as a portion of the Siwei purchase price and held by MML and (ii) loans made by the two former Siwei directors to Siwei prior to its acquisition by Caterpillar would all be canceled and discharged in exchange for payments by CAT Lux to MML and the two former directors in an aggregate amount of approximately \$30 million. As of the settlement in May 2013, the loan notes had a book value of approximately \$152 million and the obligation related to the loans by the two former directors was approximately \$13 million. The settlement agreement contains a mutual release and discharge of the parties' respective claims with respect to the dispute and contains an agreement by Caterpillar and CAT Lux not to pursue any such claims against either the auditors or former directors of Siwei. The settlement and discharge of the loan obligations resulted in the recognition of a gain of approximately \$135 million reported in Other operating (income) expenses in Statement 1 and is included in the Resource Industries segment.

### **Caterpillar Tohoku Ltd.**

In March 2012, we acquired 100 percent of the stock of Caterpillar Tohoku Ltd. (Cat Tohoku). Cat Tohoku was an independently owned and operated dealership providing sales, rental, service and after market support for Caterpillar machines and engines in the northeastern part of Japan. The purchase price, net of \$18 million of acquired cash, was approximately \$206 million. The purchase price included the assumption of \$77 million in third-party debt, as well as \$64 million net trade payables due to Caterpillar. We paid approximately \$59 million at closing, \$22 million in July 2012, and \$3 million in March 2013. The acquisition of Cat Tohoku supports Caterpillar's efforts to restructure its distribution network in Japan.

The transaction was financed with available cash. Tangible assets as of the acquisition date were \$252 million and primarily included cash of \$18 million, receivables of \$34 million, inventory of \$26 million, and property, plant and equipment of \$157 million. Finite-lived intangible assets acquired were \$8 million. Liabilities assumed as of the acquisition date were \$135 million, recorded at their fair values, and primarily included debt of \$77 million and accounts payable of \$39 million. Goodwill of \$22 million, which is deductible for income tax purposes, represents the excess of cost over the fair value of net tangible assets acquired. The results of the acquired business for the period from the acquisition date are included in the accompanying consolidated financial statements and are reported in the Construction Industries segment in Note 23. Assuming this transaction had been made at the beginning of any period presented, the consolidated pro forma results would not be materially different from reported results.

### **MWM Holding GmbH (MWM)**

On October 31, 2011, we acquired 100 percent of the equity in privately held MWM Holding GmbH (MWM). Headquartered in Mannheim, Germany, MWM is a global supplier of sustainable, natural gas and alternative-fuel engines. With the acquisition of MWM, Caterpillar expects to expand customer options for sustainable power generation solutions. The purchase price, net of \$94 million of acquired cash, was approximately \$774 million (€574 million).

The transaction was financed with available cash. Tangible assets as of the acquisition date were \$535 million, recorded at their fair values, and primarily included cash of \$94 million, receivables of \$96 million, inventories of \$205 million and property, plant and equipment of \$108 million. Finite-lived intangible assets acquired of \$221 million were primarily related to customer relationships and also included intellectual property and trade names. The finite lived intangible assets are being amortized on a straight-line basis over a weighted average amortization period of approximately 10 years. Liabilities assumed as of the acquisition date were \$284 million, recorded at their fair values, and primarily included accounts payable of \$77 million, net deferred tax liabilities of \$67 million and advance payments of \$43 million. Goodwill of \$396 million, approximately \$90 million of which is deductible for income tax purposes, represents the excess of cost over the fair value of the net tangible and intangible assets acquired. Factors that contributed to a purchase price resulting in the recognition of goodwill include MWM's strategic fit into our product and services portfolio, aftermarket support opportunities and the acquired assembled workforce. The results of the acquired business for the period from the acquisition date are included in the accompanying consolidated financial statements and are reported in the Power Systems segment in Note 23. Assuming this transaction had been made at the beginning of any period presented, the consolidated pro forma results would not be materially different from reported results.

## Pyroban Group Limited

In August 2011, we acquired 100 percent of the stock of Pyroban Group Limited (Pyroban) for approximately \$69 million. Pyroban is a leading provider of explosion protection safety solutions to the oil, gas, industrial and material handling markets headquartered in the United Kingdom with additional locations in the Netherlands, France, Singapore and China. We expect this acquisition will allow us to grow our existing position in the oil and gas industry and provide further differentiation versus competition.

The transaction was financed with available cash. As of the acquisition date, net tangible assets acquired and liabilities assumed of \$5 million were recorded at their fair values. Finite-lived intangible assets acquired of \$41 million included customer relationships and trademarks are being amortized on a straight-line basis over a weighted-average amortization period of approximately 15 years. Goodwill of \$23 million, non-deductible for income tax purposes, represents the excess of cost over the fair value of net tangible and finite-lived intangible assets acquired. The results of the acquired business for the period from the acquisition date are included in the accompanying consolidated financial statements and reported in the Power Systems segment in Note 23. Assuming this transaction had been made at the beginning of any period presented, the consolidated pro forma results would not be materially different from reported results.

## Bucyrus International, Inc.

On July 8, 2011, we completed our acquisition of Bucyrus International, Inc. (Bucyrus). Bucyrus is a designer, manufacturer and marketer of mining equipment for the surface and underground mining industries. The total purchase price was approximately \$8.8 billion, consisting of \$7.4 billion for the purchase of all outstanding shares of Bucyrus common stock at \$92 per share and \$1.6 billion of assumed Bucyrus debt, substantially all of which was repaid subsequent to closing, net of \$0.2 billion of acquired cash.

We funded the acquisition using available cash, commercial paper borrowings and approximately \$4.5 billion of long-term debt issued in May 2011. On May 24, 2011, we issued \$500 million of Floating Rate Senior Notes (Three-month USD LIBOR plus 0.10%) due in 2012 and \$750 million of Floating Rate Senior Notes (Three-month USD LIBOR plus 0.17%) due in 2013. The interest rates for the Floating Rate Senior Notes will be reset quarterly. We also issued \$750 million of 1.375% Senior Notes due in 2014, \$1.25 billion of 3.900% Senior Notes due in 2021, and \$1.25 billion of 5.200% Senior Notes due in 2041. The Notes are unsecured obligations of Caterpillar and rank equally with all other senior unsecured indebtedness.

In December 2011 and continuing in 2012 and 2013, we completed divestitures of portions of the Bucyrus distribution business. The following disclosures do not reflect the impact of these divestitures (see Note 26 for additional discussion).

Bucyrus contributed the following to sales and to profit before taxes (inclusive of deal-related and integration costs):

<b>(Millions of dollars)</b>	<b>July 8, 2011 to December 31, 2011</b>
Sales.....	\$ 2,524
Profit (loss) before taxes.....	\$ (403)

The results of the acquired business for the period from the acquisition date are included in the accompanying consolidated financial statements and are reported in the Resource Industries segment in Note 23. For the year ended December 31, 2011, we recorded \$373 million in costs related to the acquisition of Bucyrus. These acquisition related costs included consulting, legal and advisory fees, severance costs and financing costs.

During the three months ended December 31, 2011, we adjusted the initial allocation of the purchase price which reduced goodwill by \$647 million, the net result of purchase accounting adjustments to the fair value of acquired assets and assumed liabilities. During 2012, we finalized the allocation of the purchase price to identifiable assets and liabilities, reducing the amount allocated to goodwill from our December 31, 2011 preliminary allocation by an additional \$28 million. These adjustments primarily included a reduction to goodwill to reflect the tax consequences of the expected reversal of differences in the U.S. GAAP and tax basis of assets and liabilities.

The following table summarizes our initial and final allocation of the assets acquired and liabilities assumed as of the acquisition date at estimated fair value.

(Millions of dollars)	July 8, 2011	
	Initial	Final
<b>Assets</b>		
Cash.....	\$ 203	\$ 204
Receivables - trade and other.....	693	705
Prepaid expenses.....	154	174
Inventories.....	2,305	2,223
Property, plant and equipment - net.....	692	694
Intangible assets.....	3,901	3,901
Goodwill.....	5,263	4,588
Other assets.....	48	141
<b>Liabilities</b>		
Short-term borrowings.....	24	24
Long-term debt due within one year.....	16	16
Accounts payable.....	444	465
Accrued expenses.....	405	433
Customer advances.....	668	668
Other current liabilities.....	426	76
Long-term debt due after one year.....	1,514	1,528
Noncurrent deferred income tax liabilities.....	1,874	1,449
Other liabilities.....	434	517
<b>Net assets acquired</b> .....	<b>\$ 7,454</b>	<b>\$ 7,454</b>

The following table is a summary of the fair value estimates of the acquired identifiable intangible assets and weighted-average useful lives. These intangible assets recorded as a result of the acquisition are being amortized on a straight-line basis over their respective weighted-average useful life.

(Millions of dollars)	Fair Value	Weighted-average useful life (in years)
Customer relationships.....	\$ 2,337	15
Intellectual property.....	1,489	12
Other.....	75	4
Total.....	<b>\$ 3,901</b>	14

Goodwill in the amount of \$4,588 million was recorded for the acquisition of Bucyrus. Goodwill is calculated as the excess of the consideration transferred over the net assets recognized and represents the estimated future economic benefits arising from other assets acquired that could not be individually identified and separately recognized. Goodwill will not be amortized, but will be tested for impairment at least annually. Approximately \$500 million of the goodwill is deductible for tax purposes. Goodwill largely consists of expected synergies resulting from the acquisition. Key areas of expected cost savings include elimination of redundant selling, general and administrative expenses and increased purchasing power for raw materials and supplies. We also anticipate the acquisition will produce growth synergies as a result of the combined businesses' broader product portfolio in the mining industry.

A single estimate of fair value results from a complex series of judgments about future events and uncertainties and relies heavily on estimates and assumptions. The judgments used to determine the estimated fair value assigned to each class of assets acquired and liabilities assumed, as well as asset lives, can materially impact our results of operations.

The unaudited pro forma results presented below include the effects of the Bucyrus acquisition as if it had occurred as of January 1, 2010. The unaudited pro forma results reflect certain adjustments related to the acquisition, such as the amortization

associated with estimates for the acquired intangible assets, fair value adjustments for inventory, contracts and the impact of acquisition financing. The 2011 supplemental pro forma earnings excluded \$373 million of acquisition related costs, including consulting, legal and advisory fees, severance costs and financing expense prior to debt issuance. Also, the 2011 supplemental pro forma earnings were adjusted to exclude \$303 million of nonrecurring expense related to the fair value adjustment to acquisition-date inventory and \$25 million acceleration of Bucyrus stock compensation expense.

The pro forma results do not include any anticipated synergies or other expected benefits of the acquisition. Accordingly, the unaudited pro forma financial information below is not necessarily indicative of either future results of operations or results that might have been achieved had the acquisition been completed on the dates indicated.

<b>(Dollars in millions except per share data)</b>	<b>Year Ended December 31, 2011</b>
Total Sales and revenues.....	\$ 62,281
Profit .....	\$ 5,401
Profit per common share.....	\$ 8.37
Profit per common share – diluted.....	\$ 8.11

### **Balfour Beatty's Trackwork Business**

In May 2011, we acquired 100 percent of the assets and certain liabilities of the United Kingdom trackwork business from Balfour Beatty Rail Limited for approximately \$60 million. The trackwork division specializes in the design and manufacture of special trackwork and associated products for the United Kingdom and international rail markets. The acquisition supports our strategic initiative to expand the scope and product range of our rail business.

The transaction was financed with available cash. Tangible assets as of the acquisition date were \$82 million, recorded at their fair values, and included receivables of \$18 million, inventory of \$12 million, and property, plant and equipment of \$52 million. Liabilities assumed as of the acquisition date were \$22 million, recorded at their fair values, and primarily included accounts payable of \$10 million and accrued expenses of \$10 million. The results of the acquired business for the period from the acquisition date are included in the accompanying consolidated financial statements and are reported in the Power Systems segment in Note 23. Assuming this transaction had been made at the beginning of any period presented, the consolidated pro forma results would not be materially different from reported results.

### **25. Redeemable Noncontrolling Interest – Caterpillar Japan Ltd.**

On August 1, 2008, Shin Caterpillar Mitsubishi Ltd. (SCM) completed the first phase of a share redemption plan whereby SCM redeemed half of Mitsubishi Heavy Industries' (MHI's) shares in SCM. This resulted in Caterpillar owning 67 percent of the outstanding shares of SCM and MHI owning the remaining 33 percent. As part of the share redemption, SCM was renamed Caterpillar Japan Ltd. (Cat Japan) and we consolidated its financial statements. On April 2, 2012, we redeemed the remaining 33 percent interest at its carrying amount, resulting in Caterpillar becoming the sole owner of Cat Japan. Caterpillar paid \$444 million (36.5 billion Japanese Yen) to acquire the remaining equity interest held in Cat Japan by MHI.

### **26. Divestitures and Assets held for sale**

#### **Bucyrus Distribution Business Divestitures**

In conjunction with our acquisition of Bucyrus in July 2011, we announced our intention to sell the Bucyrus distribution business to Caterpillar dealers that support mining customers around the world in a series of individual transactions. Bucyrus predominantly employed a direct to end customer model to sell and support products. The intention is for all Bucyrus products to be sold and serviced by Caterpillar dealers, consistent with our long-held distribution strategy. These transitions are occurring in phases based on the mining business opportunity within each dealer territory.

As portions of the Bucyrus distribution business are sold or classified as held for sale, they will not qualify as discontinued operations because Caterpillar expects significant continuing direct cash flows from the Caterpillar dealers after the divestitures. The gain or loss on disposal, along with the continuing operations of these disposal groups, will be reported in the Resource Industries segment. Goodwill will be allocated to each disposal group using the relative fair value method. The value of the customer relationship intangibles related to each portion of the Bucyrus distribution business to be sold will be

included in the disposal groups. The disposal groups will be recorded at the lower of their carrying value or fair value less cost to sell. In 2013 and 2012, we recorded asset impairment charges of \$11 million and \$27 million respectively, related to disposal groups being sold to Caterpillar dealers. Fair value was determined based upon the negotiated sales price. The impairments were recorded in Other operating (income) expenses and included in the Resource Industries segment. The portions of the distribution business that were sold were not material to our results of operations, financial position or cash flow.

In 2013, we completed 19 sale transactions whereby we sold portions of the Bucyrus distribution business to Caterpillar dealers for an aggregate price of \$466 million. A portion of these transactions are subject to certain working capital adjustments. For the full year 2013, after-tax profit was unfavorably impacted by \$39 million as a result of the Bucyrus distribution divestiture activities. This is comprised of \$95 million of income related to sales transactions, a \$34 million unfavorable adjustment due to a change in estimate to increase the reserve for parts returns related to prior sale transactions (both included in Other operating (income) expenses), costs incurred related to the Bucyrus distribution divestiture activities of \$104 million (included in Selling, general and administrative expenses) and an income tax benefit of \$4 million.

Assets sold in 2013 included customer relationship intangibles of \$127 million, other assets of \$65 million, which consisted primarily of inventory and fixed assets, and allocated goodwill of \$56 million related to the divested portions of the Bucyrus distribution business.

As part of the 2013 divestitures, Cat Financial provided \$132 million of financing to five of the Caterpillar dealers.

In 2012, we completed 12 sale transactions whereby we sold portions of the Bucyrus distribution business to Caterpillar dealers for an aggregate price of \$1,443 million, which included \$38 million of working capital adjustments paid throughout 2013. For the full year 2012, after-tax profit was unfavorably impacted by \$28 million as a result of the Bucyrus distribution divestiture activities. This is comprised of \$310 million of income (included in Other operating (income) expenses) related to sales transactions, offset by costs incurred related to the Bucyrus distribution divestiture activities of \$177 million (included in Selling, general and administrative expenses) and income tax of \$161 million.

Assets sold in 2012 included customer relationship intangibles of \$256 million, other assets of \$254 million, which consisted primarily of inventory and fixed assets, and allocated goodwill of \$405 million related to the divested portions of the Bucyrus distribution business.

As part of the 2012 divestitures, Cat Financial provided \$739 million of financing to five of the Caterpillar dealers.

In December 2011, we completed one sale transaction whereby we sold a portion of the Bucyrus distribution business to a Caterpillar dealer for \$337 million, which includes a \$23 million working capital adjustment paid in the third quarter of 2012. After-tax profit was favorably impacted by \$9 million in 2011 as a result of the Bucyrus distribution business divestiture activities. This is comprised of \$96 million of income (included in Other operating (income) expenses) primarily related to the sale transaction, offset by costs incurred related to the Bucyrus distribution business divestiture activities of \$32 million (included in Selling, general and administrative expenses) and income tax of \$55 million. Assets sold included customer relationship intangibles of \$63 million, other assets of \$53 million, which consisted primarily of inventory and fixed assets, and allocated goodwill of \$101 million.

As of December 31, 2013, ten divestiture transactions were classified as held for sale and are expected to close in 2014. Current assets held for sale were included in Prepaid expenses and other current assets and non-current assets held for sale were included in Other assets in Statement 3.

The major classes of assets held for sale for a portion of the Bucyrus distribution business were as follows:

(Millions of dollars)	December 31,		
	2013	2012	2011
Receivables – trade and other .....	\$ —	\$ —	\$ 25
Inventories .....	14	30	109
<b>Current assets held for sale</b> .....	<b>\$ 14</b>	<b>\$ 30</b>	<b>\$ 134</b>
Property, plant and equipment – net .....	\$ 5	\$ —	\$ 28
Intangible assets .....	44	32	186
Goodwill .....	45	52	296
<b>Non-current assets held for sale</b> .....	<b>\$ 94</b>	<b>\$ 84</b>	<b>\$ 510</b>

### Third Party Logistics Business Divestiture

On July 31, 2012, Platinum Equity acquired a 65 percent equity interest in Caterpillar Logistics Services LLC, the third party logistics division of our wholly owned subsidiary, Caterpillar Logistics Inc., for \$567 million subject to certain working capital adjustments. The purchase price of \$567 million was comprised of a \$107 million equity contribution from Platinum Equity to, and third party debt raised by, Caterpillar Logistics Services LLC. The sale of the third party logistics business supports Caterpillar's increased focus on the continuing growth opportunities in its core businesses. Under the terms of the agreement, Caterpillar retained a 35 percent equity interest.

As a result of the divestiture, we recorded a pretax gain of \$278 million (included in Other operating (income) expenses). In addition, we recognized \$8 million of incremental incentive compensation expense. The fair value of our retained noncontrolling interest was \$58 million, as determined by the \$107 million equity contribution from Platinum Equity, and was included in Investments in unconsolidated affiliated companies in Statement 3. The disposal did not qualify as discontinued operations because Caterpillar has significant continuing involvement through its noncontrolling interest. The financial impact of the disposal was reported in the All Other operating segment. Results for our remaining interest will be recorded in Equity in profit (loss) of unconsolidated affiliated companies and are reported in the All Other operating segment.

The controlling financial interest in Caterpillar Logistics Services LLC was not material to our results of operations, financial position or cash flow.

### Carter Machinery

In March 2011, we sold 100 percent of the equity in Carter Machinery Company Inc. for \$364 million. Carter Machinery is a Caterpillar dealership headquartered in Salem, Virginia, and has operations and stores covering Virginia and nine counties in southeast West Virginia. The current senior management of Carter Machinery, which led the buy-out of Carter Machinery from Caterpillar, remained in place. A retired Caterpillar Vice President is now CEO and principal owner of Carter Machinery. Caterpillar had owned Carter Machinery since 1988. Carter Machinery was the only dealership in the United States that was not independently owned. Continued Caterpillar ownership did not align with our comprehensive business strategy, resulting in the sale.

As part of the divestiture, Cat Financial provided \$348 million of financing to the buyer. The loan is included in Receivables – finance and Long-term receivables – finance in Statement 3. We recorded a pre-tax gain of \$24 million included in Other operating (income) expenses in Statement 1 and was reported in the All Other operating segment. The sale did not qualify as discontinued operations because Caterpillar has significant continuing direct cash flows with Carter Machinery after the divestiture. The sale of Carter Machinery was not material to our results of operations, financial position or cash flow.

## 27. Restructuring costs

Restructuring costs for 2013, 2012, and 2011 were \$200 million, \$94 million and \$112 million, respectively, and were recognized in Other operating (income) expenses in Statement 1. The 2013 restructuring costs included \$151 million of employee separation costs, \$41 million of fixed asset impairments and \$8 million of other restructuring costs. The 2012 and 2011 costs were for employee separations.

The most significant charges in 2013 were for the restructuring of management and support functions and the closure or downsizing of several facilities related to our mining business which is included in the Resource Industries segment. The

separation charges in 2012 were primarily in the Power Systems segment and were related to the closure of the Electro-Motive Diesel facility located in London, Ontario and separation programs in Europe. The separation charges in 2011 were primarily in the Resource Industries segment and were related to the acquisition of Bucyrus.

Our accounting for separations was dependent upon how the particular program was designed. For voluntary programs, eligible separation costs were recognized at the time of employee acceptance. For involuntary programs, eligible costs were recognized when management had approved the program, the affected employees had been properly notified and the costs were estimable.

The following table summarizes the 2011, 2012 and 2013 employee separation activity:

<b>(Millions of dollars)</b>	<b>Total</b>
Liability balance at December 31, 2010.....	\$ 22
Increase in liability (separation charges).....	112
Reduction in liability (payments and other adjustments).....	(44)
Liability balance at December 31, 2011.....	\$ 90
Increase in liability (separation charges).....	94
Reduction in liability (payments and other adjustments).....	(155)
Liability balance at December 31, 2012.....	\$ 29
Increase in liability (separation charges).....	151
Reduction in liability (payments and other adjustments).....	(91)
Liability balance at December 31, 2013.....	<u>\$ 89</u>

The remaining liability balance as of December 31, 2013 represents costs for employees that have either not yet separated from the Company or their full severance has not yet been paid. The majority of these remaining costs are expected to be paid in 2014.

In December 2013, we announced a restructuring plan for our Gosselies, Belgium facility. This restructuring plan is designed to improve the competitiveness of our European manufacturing footprint and achieve competitiveness in our European operations by refocusing our current Gosselies operations on final machine assembly, test and paint with limited component and fabrication operations. These actions will include reshaping our supply base for more efficient sourcing, improving factory efficiencies and workforce reductions. Our proposals were subject to Belgian Ministerial approval. We estimate the employee cash separation costs to be about \$300 million before tax, which represents substantially all of the restructuring costs to be incurred under the plan. In February 2014, our proposals were approved by the Belgian Minister of Employment and we expect to recognize substantially all of these separation-related charges throughout 2014.



## 28. Selected quarterly financial results (unaudited)

(Dollars in millions except per share data)	2013 Quarter <sup>3</sup>			
	1st	2nd	3rd	4th
Sales and revenues.....	\$ 13,210	\$ 14,621	\$ 13,423	\$ 14,402
Less: Revenues.....	(726)	(735)	(745)	(756)
Sales.....	12,484	13,886	12,678	13,646
Cost of goods sold.....	9,639	10,773	9,774	10,541
Gross margin.....	2,845	3,113	2,904	3,105
Profit <sup>1</sup> .....	\$ 880	\$ 960	\$ 946	\$ 1,003
Profit per common share.....	\$ 1.34	\$ 1.48	\$ 1.48	\$ 1.57
Profit per common share–diluted <sup>2</sup> .....	\$ 1.31	\$ 1.45	\$ 1.45	\$ 1.54

	2012 Quarter <sup>3</sup>			
	1st	2nd	3rd	4th
Sales and revenues.....	\$ 15,981	\$ 17,374	\$ 16,445	\$ 16,075
Less: Revenues.....	(693)	(690)	(706)	(718)
Sales.....	15,288	16,684	15,739	15,357
Cost of goods sold.....	11,237	12,280	11,639	11,899
Gross margin.....	4,051	4,404	4,100	3,458
Profit <sup>1,4</sup> .....	\$ 1,586	\$ 1,699	\$ 1,699	\$ 697
Profit per common share <sup>4</sup> .....	\$ 2.44	\$ 2.60	\$ 2.60	\$ 1.07
Profit per common share–diluted <sup>2,4</sup> .....	\$ 2.37	\$ 2.54	\$ 2.54	\$ 1.04

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

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

<sup>3</sup> See Note 24 - Acquisitions and Note 26 - Divestitures and Assets held for sale for additional information.

<sup>4</sup> The fourth quarter 2012 includes a goodwill impairment charge related to Siwei of \$580 million.

## 29. Subsequent Event

In January 2014, we completed the current \$7.5 billion stock repurchase program as we entered into a definitive agreement with Citibank, N.A. to purchase shares of our common stock under an accelerated stock repurchase transaction (January ASR Agreement). Pursuant to the terms of the January ASR Agreement, we have agreed to repurchase approximately \$1.7 billion of our common stock from Citibank, N.A., with an immediate delivery of approximately 17.7 million shares. The final number of shares to be repurchased and the aggregate cost to Caterpillar will be based on Caterpillar's volume-weighted average stock price during the term of the transaction, which is expected to be completed in March 2014.

In addition, in January 2014, the Board authorized the repurchase of \$10 billion of Caterpillar stock, which will expire on December 31, 2018.

**Five-year Financial Summary**  
(Dollars in millions except per share data)

	2013	2012	2011	2010	2009
<b>Years ended December 31,</b>					
Sales and revenues .....	\$ 55,656	\$ 65,875	\$ 60,138	\$ 42,588	\$ 32,396
Percent inside the United States .....	33%	31%	30%	32%	31%
Percent outside the United States .....	67%	69%	70%	68%	69%
Sales .....	\$ 52,694	\$ 63,068	\$ 57,392	\$ 39,867	\$ 29,540
Revenues .....	\$ 2,962	\$ 2,807	\$ 2,746	\$ 2,721	\$ 2,856
Profit <sup>4</sup> .....	\$ 3,789	\$ 5,681	\$ 4,928	\$ 2,700	\$ 895
Profit per common share <sup>1</sup> .....	\$ 5.87	\$ 8.71	\$ 7.64	\$ 4.28	\$ 1.45
Profit per common share–diluted <sup>2</sup> .....	\$ 5.75	\$ 8.48	\$ 7.40	\$ 4.15	\$ 1.43
Dividends declared per share of common stock .....	\$ 2.320	\$ 2.020	\$ 1.820	\$ 1.740	\$ 1.680
Return on average common stockholders' equity <sup>3</sup> ...	19.7%	37.2%	41.4%	27.4%	11.9%
Capital expenditures:					
Property, plant and equipment .....	\$ 2,522	\$ 3,350	\$ 2,515	\$ 1,575	\$ 1,504
Equipment leased to others .....	\$ 1,924	\$ 1,726	\$ 1,409	\$ 1,011	\$ 968
Depreciation and amortization .....	\$ 3,087	\$ 2,813	\$ 2,527	\$ 2,296	\$ 2,336
Research and development expenses .....	\$ 2,046	\$ 2,466	\$ 2,297	\$ 1,905	\$ 1,421
As a percent of sales and revenues .....	3.7%	3.7%	3.8%	4.5%	4.4%
Wages, salaries and employee benefits .....	\$ 10,962	\$ 11,756	\$ 10,994	\$ 9,187	\$ 7,416
Average number of employees .....	122,502	127,758	113,620	98,554	99,359
<b>December 31,</b>					
Total assets .....	\$ 84,896	\$ 88,970	\$ 81,218	\$ 63,728	\$ 59,842
Long-term debt due after one year:					
Consolidated .....	\$ 26,719	\$ 27,752	\$ 24,944	\$ 20,437	\$ 21,847
Machinery and Power Systems .....	\$ 7,999	\$ 8,666	\$ 8,415	\$ 4,505	\$ 5,652
Financial Products .....	\$ 18,720	\$ 19,086	\$ 16,529	\$ 15,932	\$ 16,195
Total debt:					
Consolidated .....	\$ 37,750	\$ 40,143	\$ 34,592	\$ 28,418	\$ 31,631
Machinery and Power Systems .....	\$ 8,775	\$ 10,415	\$ 9,066	\$ 5,204	\$ 6,387
Financial Products .....	\$ 28,975	\$ 29,728	\$ 25,526	\$ 23,214	\$ 25,244

<sup>1</sup> Computed on weighted-average number of shares outstanding.

<sup>2</sup> Computed on weighted-average number of shares outstanding diluted by assumed exercise of stock-based compensation awards, using the treasury stock method.

<sup>3</sup> Represents profit divided by average stockholders' equity (beginning of year stockholders' equity plus end of year stockholders' equity divided by two).

<sup>4</sup> Profit attributable to common stockholders.

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

### OVERVIEW

Our 2013 sales and revenues were \$55.656 billion, a decrease of 16 percent from \$65.875 billion in 2012. Profit in 2013 was \$3.789 billion, a decrease of 33 percent from \$5.681 billion in 2012. The 2013 profit per share was \$5.75, down 32 percent from \$8.48 in 2012.

Fourth-quarter 2013 sales and revenues were \$14.402 billion, down \$1.673 billion from \$16.075 billion in the fourth quarter of 2012. Fourth-quarter 2013 profit was \$1.003 billion compared with \$697 million in the fourth quarter of 2012. Profit was \$1.54 per share in the fourth quarter of 2013 compared with profit per share of \$1.04 in the fourth quarter of 2012. Fourth-quarter 2012 profit was negatively impacted by a goodwill impairment charge of \$580 million, or \$0.87 per share, related to *Siwei*, but was positively impacted by a tax settlement of \$300 million, or \$0.45 per share.

#### Highlights for 2013 include:

- Our largest segment, *Power Systems*, delivered profit near its 2012 record despite lower sales. We also had a strong year in our *Financial Products segment*, which delivered a record profit in 2013.
- Substantial actions to reduce costs resulted in a \$731 million improvement from the combination of lower SG&A and R&D expenses and *manufacturing costs*, or a \$1.2 billion improvement excluding the impact of cost absorption from manufacturing costs.
- Incremental operating profit pull through of 29 percent was indicative of strong operating performance.
- We lowered Caterpillar inventory by \$2.9 billion in 2013, and dealers lowered their inventories by more than \$3 billion. While these inventory reductions were a significant sales and production headwind for Caterpillar in 2013, we believe the significant impact on our sales is largely over.
- *Machinery & Power Systems (M&PS)* operating cash flow for 2013 was a record \$9.0 billion, a \$4.8 billion increase from 2012.
- At the end of 2013, the M&PS *debt-to-capital ratio* was 29.7 percent, down from 37.4 percent at the end of 2012. In addition, we finished the year with \$6.1 billion of cash.
- We repurchased \$2 billion of Caterpillar stock and increased the quarterly dividend by 15 percent in 2013.

#### *Restructuring Costs*

In 2013, we turned our focus to structural cost reduction and worked on a large number of restructuring activities to help improve our long-term results. We incurred about \$200 million in restructuring charges in 2013. We expect to take additional restructuring actions in 2014 and anticipate that these actions will result in charges of about \$400 to \$500 million. About \$300 million of these expected charges are attributable to restructuring our Gosselies, Belgium facility to reduce costs and improve competitiveness. The remaining amount of about \$100 to \$200 million relates to a wide range of actions across the company that are part of our ongoing efforts to optimize our cost structure and improve the efficiency of our operations.

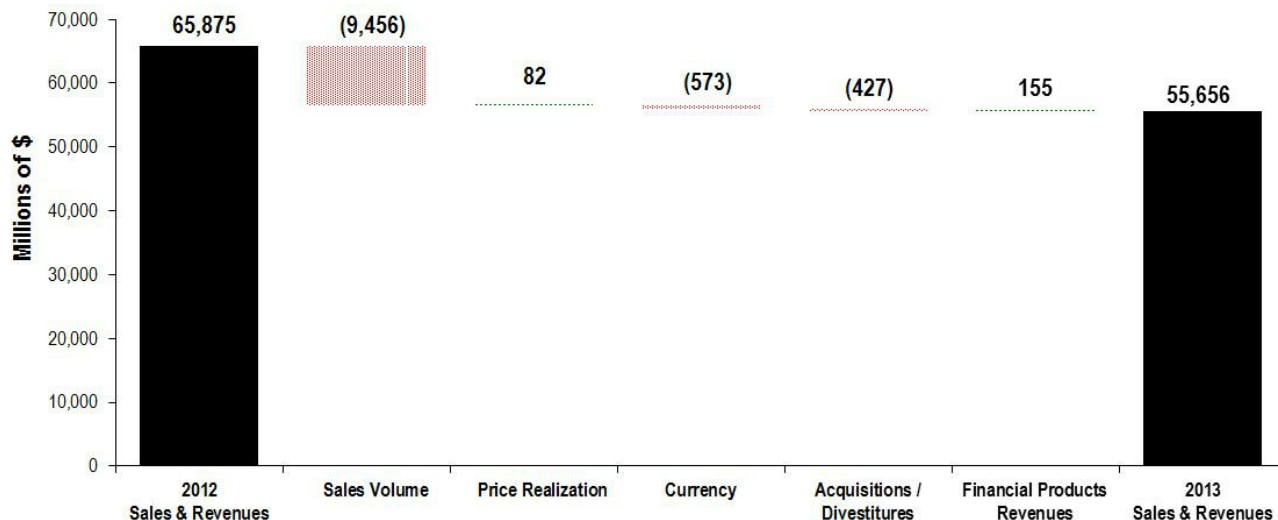
\* Glossary of terms included on pages A-128 to A-129; first occurrence of terms shown in bold italics.

## 2013 COMPARED WITH 2012

### CONSOLIDATED SALES AND REVENUES

## Consolidated Sales and Revenues Comparison

2013 vs. 2012



The chart above graphically illustrates reasons for the change in Consolidated Sales and Revenues between 2012 (at left) and 2013 (at right). Items favorably impacting sales and revenues appear as upward stair steps with the corresponding dollar amounts above each bar, while items negatively impacting sales and revenues appear as downward stair steps with dollar amounts reflected in parentheses above each bar. Caterpillar management utilizes these charts internally to visually communicate with the company's Board of Directors and employees.

Total sales and revenues were \$55.656 billion in 2013, a decrease of \$10.219 billion, or 16 percent, from 2012. When reviewing the change in sales and revenues, we focus on the following perspectives:

- Reasons for the change: **Sales volume** decreased \$9.456 billion with the most significant decline in **Resource Industries**. More than half of the total volume decrease was related to changes in dealer machine and engine inventories and the remainder was primarily due to lower dealer deliveries to end users, primarily in Resource Industries. During 2012, dealers increased machine and engine inventories by about \$1.6 billion. During 2013, dealers reduced their machine and engine inventories by more than \$3 billion. Most of the change in both periods was in Resource Industries related to mining. During 2012, dealers received products that they had previously ordered in anticipation of higher demand. During 2013, most of the decline was related to dealers adjusting inventory levels in response to lower end-user demand resulting primarily from mining companies reducing their capital expenditures. While these substantial dealer inventory reductions were unfavorable to sales in 2013, we believe the significant declines are largely over.

Dealers are independent, and there could be many reasons for changes in their inventory levels. In general, dealers adjust inventory based on their expectations of future demand and product delivery times. Dealers' demand expectations take into account seasonal changes, macroeconomic conditions and other factors. Delivery times can vary based on availability of product from Caterpillar factories and product distribution centers. In addition, during 2013 dealers utilized inventory from our product distribution centers at a higher rate to meet end-user demand, primarily for **Construction Industries'** products.

In addition, the impact of **currency** was unfavorable \$573 million primarily due to the weakening of the Japanese yen, as sales in yen translated into fewer U.S. dollars. The net impact of acquisitions and divestitures was unfavorable \$427 million mainly due to the absence of our third party logistics business. These decreases were partially offset by increased Financial Products' revenues of \$155 million and favorable **price realization** of \$82 million.

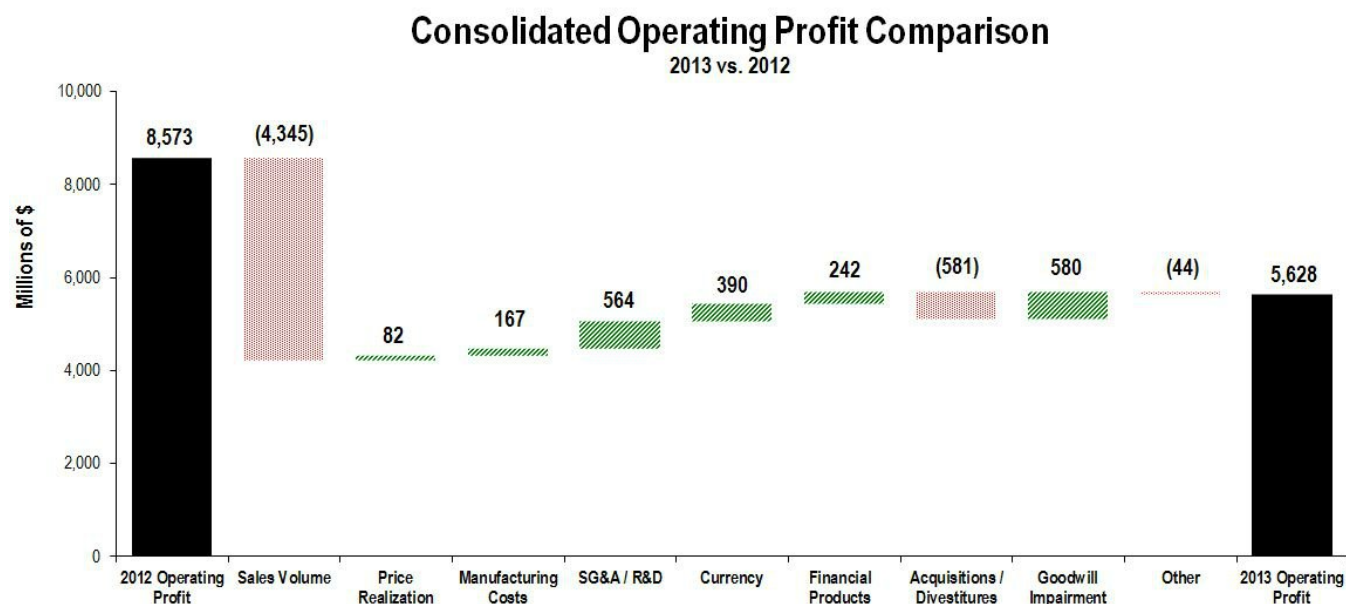
While almost all of the decline in sales was related to new equipment, aftermarket parts sales declined slightly.

- Sales by geographic region: Sales declined in all geographic regions. The decline in Asia/Pacific was primarily related to lower sales in Australia where the most significant decrease was in mining sales, due to continued low demand. While sales in Asia/Pacific declined overall, sales in China increased as we focused on improving our competitive position through building out the Caterpillar business model, the key elements of which focus on increasing field population, improving customer loyalty and providing superior customer support in conjunction with our independent dealers. Our total company sales and revenues

in China for 2013 were about \$3.5 billion compared with about \$2.9 billion for 2012, with the increase primarily in Construction Industries. Sales were down in North America primarily due to lower end-user demand and changes in dealer inventories. In *EAME*, the sales decline was primarily due to changes in dealer inventories and lower end-user demand. In *Latin America*, the sales decline was primarily due to changes in dealer inventories, partially offset by increases in deliveries to end users.

- Sales by segment: Sales decreased in all segments. The most significant decrease was in Resource Industries, with sales down 37 percent primarily from dealer inventory changes and weaker demand in mining as mining companies have reduced their capital expenditures. Construction Industries' and Power Systems' sales decreased 5 percent. Financial Products' segment revenues were up 4 percent.

## CONSOLIDATED OPERATING PROFIT



The chart above graphically illustrates reasons for the change in Consolidated Operating Profit between 2012 (at left) and 2013 (at right). Items favorably impacting operating profit appear as upward stair steps with the corresponding dollar amounts above each bar, while items negatively impacting operating profit appear as downward stair steps with dollar amounts reflected in parentheses above each bar. Caterpillar management utilizes these charts internally to visually communicate with the company's Board of Directors and employees. The bar entitled Other includes *consolidating adjustments* and *Machinery and Power Systems other operating (income) expenses*.

Operating profit in 2013 was \$5.628 billion compared with \$8.573 billion in 2012, a 34 percent decrease. The decrease was primarily the result of lower sales volume, which included about \$750 million from an unfavorable mix of products. The unfavorable mix was primarily due to a significant decline in sales of high margin mining products. Acquisitions and divestitures were also unfavorable to operating profit.

Acquisitions and divestitures negatively impacted operating profit by \$581 million. Over half of the impact was due to the absence of a gain from the sale of a majority interest in our external logistics business during the third quarter of 2012. Additionally, 2012 included pre-tax gains on the sale of portions of the Bucyrus distribution business, while the impact on 2013 was negative. The \$135 million favorable impact from the settlement with the previous owners of our *Siwei* acquisition was about offset by other operating losses at Siwei.

These unfavorable impacts were partially offset by the absence of a goodwill impairment charge of \$580 million related to Siwei, decreased SG&A and R&D expense, favorable currency impacts, increased Financial Products' profit of \$242 million and lower manufacturing costs.

The decline in SG&A and R&D expenses was positive to operating profit by \$564 million, primarily due to lower discretionary and program spending driven by cost reduction measures implemented in response to lower volumes and decreased incentive compensation expense, partially offset by higher wage and benefit inflation.

Short-term incentive compensation expense related to 2013 was about \$545 million, compared with about \$825 million in 2012.

Currency favorably impacted operating profit by \$390 million, mostly due to the Japanese yen. We have a sizable manufacturing presence in Japan, and while some of this production is sold in Japan, we are a net exporter, and therefore, a weaker yen provides a cost benefit.

Manufacturing costs decreased \$167 million. The decrease was primarily due to lower material costs and \$115 million (\$0.12 per share) of **LIFO inventory decrement benefits**, partially offset by unfavorable changes in cost absorption resulting from a decrease in inventory during 2013 and an increase in inventory during 2012.

We reduced inventory both in the fourth quarter of 2012 and throughout 2013 primarily in Resource Industries and Construction Industries. The groundwork for these reductions began in mid-2012 as order rates declined and actions were needed to bring inventory levels in line with expected demand. Based on dealers' expectation of future demand, macro-economic conditions and the amount of finished goods we had available in our product distribution centers, dealers also took action to lower their inventories. As a result, new orders from dealers declined sharply in the third quarter of 2012, and we began lowering production schedules and incoming material purchases from suppliers around the world. While production schedules began to decline in the third quarter of 2012, the most significant impacts on production and inventory, including rolling plant shutdowns at a number of facilities, occurred in the fourth quarter of 2012 and continued throughout 2013. Although inventory continued to decrease during the fourth quarter of 2013, production levels increased in Construction Industries. Overall, we believe current inventory and production levels are reasonably aligned with anticipated demand.

Excluding the impact of inventory cost absorption, manufacturing costs and SG&A and R&D expenses were favorable by \$1.2 billion compared with 2012.

### **Other Profit/Loss Items**

- **Other income/expense** was expense of \$35 million compared with income of \$130 million in 2012. The change was primarily due to the unfavorable impact of currency translation and hedging gains and losses. Translation and hedging losses in 2013 totaled \$254 million, primarily due to translation losses. Most of the impact in 2013 was a result of our net asset/liability positions and exchange rate movements and hedging, primarily for Japanese yen, Brazilian real and euro. In 2012, we had translation and hedging losses of \$116 million.
- **The provision for income taxes** for 2013 reflects an effective tax rate of 28.5 percent compared with 30.5 percent for 2012, excluding the items discussed below. The decrease is primarily due to a more favorable geographic mix of profits from a tax perspective along with the U.S. research and development tax credit that was expired in 2012.

The 2013 tax provision also included a benefit of \$87 million primarily related to the research and development tax credit that was retroactively extended in 2013 for 2012 and a benefit of \$55 million resulting from true-up of estimated amounts used in the tax provision to the 2012 U.S. tax return as filed in September 2013. This compares to an \$18 million net negative impact in 2012 related to a \$300 million benefit from a tax settlement offset by the negative impact of goodwill not deductible for tax purposes of \$318 million.

## Segment Information

### Sales and Revenues by Geographic Region

(Millions of dollars)	Total	% Change	North America	% Change	Latin America	% Change	EAME	% Change	Asia/ Pacific	% Change
<b>2013</b>										
Construction Industries <sup>1</sup> .....	\$18,445	(5)%	\$ 7,008	(1)%	\$ 2,728	3 %	\$ 4,019	(13)%	\$ 4,690	(5)%
Resource Industries <sup>2</sup> .....	13,270	(37)%	4,443	(26)%	2,481	(32)%	3,241	(26)%	3,105	(56)%
Power Systems <sup>3</sup> .....	20,155	(5)%	8,231	(6)%	2,168	(1)%	5,735	(5)%	4,021	(4)%
All Other Segment <sup>4</sup> .....	886	(41)%	602	(23)%	37	(43)%	142	(64)%	105	(60)%
Corporate Items and Eliminations .....	(62)		(65)		1		1		1	
<b>Machinery &amp; Power Systems Sales..</b>	<b>52,694</b>	<b>(16)%</b>	<b>20,219</b>	<b>(10)%</b>	<b>7,415</b>	<b>(13)%</b>	<b>13,138</b>	<b>(15)%</b>	<b>11,922</b>	<b>(28)%</b>
Financial Products Segment .....	3,224	4 %	1,688	5 %	430	6 %	503	9 %	603	(1)%
Corporate Items and Eliminations .....	(262)		(145)		(34)		(28)		(55)	
<b>Financial Products Revenues.....</b>	<b>2,962</b>	<b>6 %</b>	<b>1,543</b>	<b>8 %</b>	<b>396</b>	<b>5 %</b>	<b>475</b>	<b>10 %</b>	<b>548</b>	<b>(3)%</b>
<b>Consolidated Sales and Revenues ....</b>	<b>\$55,656</b>	<b>(16)%</b>	<b>\$ 21,762</b>	<b>(9)%</b>	<b>\$ 7,811</b>	<b>(13)%</b>	<b>\$13,613</b>	<b>(14)%</b>	<b>\$12,470</b>	<b>(27)%</b>
<b>2012</b>										
Construction Industries <sup>1</sup> .....	\$19,334		\$ 7,101		\$ 2,650		\$ 4,633		\$ 4,950	
Resource Industries <sup>2</sup> .....	21,158		6,037		3,662		4,374		7,085	
Power Systems <sup>3</sup> .....	21,122		8,720		2,191		6,043		4,168	
All Other Segment <sup>4</sup> .....	1,501		777		65		395		264	
Corporate Items and Eliminations .....	(47)		(50)		1		1		1	
<b>Machinery &amp; Power Systems Sales..</b>	<b>63,068</b>		<b>22,585</b>		<b>8,569</b>		<b>15,446</b>		<b>16,468</b>	
Financial Products Segment .....	3,090		1,614		406		460		610	
Corporate Items and Eliminations .....	(283)		(181)		(30)		(27)		(45)	
<b>Financial Products Revenues.....</b>	<b>2,807</b>		<b>1,433</b>		<b>376</b>		<b>433</b>		<b>565</b>	
<b>Consolidated Sales and Revenues ....</b>	<b>\$65,875</b>		<b>\$ 24,018</b>		<b>\$ 8,945</b>		<b>\$15,879</b>		<b>\$17,033</b>	

<sup>1</sup> Does not include inter-segment sales of \$336 million and \$470 million in 2013 and 2012, respectively.

<sup>2</sup> Does not include inter-segment sales of \$871 million and \$1,117 million in 2013 and 2012, respectively.

<sup>3</sup> Does not include inter-segment sales of \$1,895 million and \$2,407 million in 2013 and 2012, respectively.

<sup>4</sup> Does not include inter-segment sales of \$3,105 million and \$3,492 million in 2013 and 2012, respectively.

## Sales and Revenues by Segment

(Millions of dollars)	2012	Sales Volume	Price Realization	Currency	Acquisitions/ Divestitures	Other	2013	\$ Change	% Change
Construction Industries .....	\$ 19,334	\$ (282)	\$ (139)	\$ (468)	\$ —	\$ —	\$ 18,445	\$ (889)	(5)%
Resource Industries .....	21,158	(7,792)	39	(90)	(45)	—	13,270	(7,888)	(37)%
Power Systems .....	21,122	(1,139)	184	(12)	—	—	20,155	(967)	(5)%
All Other Segment .....	1,501	(231)	(1)	(1)	(382)	—	886	(615)	(41)%
Corporate Items and Eliminations ..	(47)	(12)	(1)	(2)	—	—	(62)	(15)	
<b>Machinery &amp; Power Systems Sales .....</b>	<b>63,068</b>	<b>(9,456)</b>	<b>82</b>	<b>(573)</b>	<b>(427)</b>	<b>—</b>	<b>52,694</b>	<b>(10,374)</b>	<b>(16)%</b>
Financial Products Segment .....	3,090	—	—	—	—	134	3,224	134	4 %
Corporate Items and Eliminations ..	(283)	—	—	—	—	21	(262)	21	
<b>Financial Products Revenues .....</b>	<b>2,807</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>155</b>	<b>2,962</b>	<b>155</b>	<b>6 %</b>
<b>Consolidated Sales and Revenues</b>	<b>\$ 65,875</b>	<b>\$ (9,456)</b>	<b>\$ 82</b>	<b>\$ (573)</b>	<b>\$ (427)</b>	<b>\$ 155</b>	<b>\$ 55,656</b>	<b>\$ (10,219)</b>	<b>(16)%</b>

## Operating Profit by Segment

(Millions of dollars)	2013	2012	\$ Change	% Change
Construction Industries .....	\$ 1,363	\$ 1,789	\$ (426)	(24)%
Resource Industries .....	1,575	4,318	(2,743)	(64)%
Power Systems .....	3,400	3,434	(34)	(1)%
All Other Segment .....	663	1,014	(351)	(35)%
Corporate Items and Eliminations ..	(2,086)	(2,441)	355	
<b>Machinery &amp; Power Systems .....</b>	<b>4,915</b>	<b>8,114</b>	<b>(3,199)</b>	<b>(39)%</b>
Financial Products Segment .....	990	763	227	30 %
Corporate Items and Eliminations ..	(7)	(22)	15	
<b>Financial Products .....</b>	<b>983</b>	<b>741</b>	<b>242</b>	<b>33 %</b>
<b>Consolidating Adjustments .....</b>	<b>(270)</b>	<b>(282)</b>	<b>12</b>	
<b>Consolidated Operating Profit .....</b>	<b>\$ 5,628</b>	<b>\$ 8,573</b>	<b>\$ (2,945)</b>	<b>(34)%</b>

## Construction Industries

Construction Industries' sales were \$18.445 billion in 2013, a decrease of \$889 million, or 5 percent, from 2012. Over half of the sales decrease was due to the unfavorable impact of currency primarily from a weaker Japanese yen, as sales in yen translated into fewer U.S. dollars. In addition, volume was lower primarily from changes in dealer machine inventory. Dealer-reported machine inventory decreases were more significant in 2013 than they were in 2012. Throughout 2013 dealers utilized inventory from our product distribution centers at a higher rate to meet end-user demand. We believe that the significant decreases in dealer inventory are largely over. Although the worldwide construction industry is showing some signs of improvement and order rates are improving, it remains relatively depressed from a historical standpoint.

Most of the \$139 million unfavorable impact from price realization was due to sales from a large government order in Brazil. We expect continuing machine sales in 2014 pursuant to an additional government order in Brazil, although not to the same extent as the current order. In addition, there was an unfavorable impact on price realization from a continued competitive pricing environment. The competitive pricing environment is attributable to a number of factors including excess industry capacity caused by weaker than expected economic conditions. Sales of new equipment declined, and sales of aftermarket parts were about flat.

Sales declined in EAME and Asia/Pacific and were about flat in North America and Latin America. Sales in EAME were lower primarily due to changes in dealer inventory. In addition, dealer deliveries to end users declined as construction activity in Europe remains low due to continued economic weakness.

In Asia/Pacific, higher sales in China were more than offset by negative currency impacts primarily from the weaker Japanese yen and lower sales in other countries due to slower economic growth. We believe higher sales in China, particularly with respect to hydraulic excavators, were due primarily to an increase in our competitive position through building out the Caterpillar business



model. In North America, unfavorable changes in dealer inventories were about offset by increased dealer deliveries to end users. The increase in end-user demand resulted primarily from an increase in construction-related spending in the United States. Although still below prior peaks, the housing industry has improved, and many state and local government budgets are showing signs of improvement which we expect to favorably impact construction spending.

Construction Industries' profit was \$1.363 billion in 2013 compared with \$1.789 billion in 2012. The decrease in profit was primarily due to lower sales volume, including an unfavorable mix of products, unfavorable price realization and increased manufacturing costs. The unfavorable mix of products is primarily attributable to relatively higher sales of small and mid-size machines which generally have lower margins than larger size machines which are also sold into mining applications. Higher manufacturing costs were driven primarily by unfavorable changes in cost absorption resulting from a decrease in inventory in 2013 and an increase in inventory during 2012, partially offset by lower material costs.

### **Resource Industries**

Resource Industries' sales were \$13.270 billion in 2013, a decrease of \$7.888 billion, or 37 percent, from 2012, primarily due to changes in dealer machine inventory and lower deliveries to end users. Although production of most mined commodities is near or above a year ago, after several years of increasing capital expenditures, mining customers in all geographic regions have reduced capital spending across the mining industry. We believe that mining companies are increasing productivity at existing mines rather than investing in expansions or new mine openings which results in lower demand for our mining products. As a result, end-user demand was lower, and new orders for mining equipment continued to be weak during 2013.

Dealers reduced machine inventory in 2013 to better align their inventory levels with expected demand. This compares with an increase in dealer machine inventory during 2012. For 2014, we are expecting a modest decline in dealer inventory of mining machines.

Sales were lower in every region of the world due to both changes in dealer inventory and lower end-user demand. The most significant decline was in Asia/Pacific, primarily due to lower mining sales in Australia.

Almost all of the sales decline was related to new equipment. Aftermarket part sales also declined as some companies are delaying maintenance and rebuild activities.

Resource Industries' profit was \$1.575 billion in 2013 compared with \$4.318 billion in 2012. Profit in 2012 included a \$580 million goodwill impairment related to Siwei. Excluding the impairment charge, operating profit declined \$3.323 billion. The decrease was primarily the result of lower sales volume, including an unfavorable mix of products, and the unfavorable impact of acquisitions and divestitures, partially offset by lower SG&A and R&D expenses.

Acquisitions and divestitures negatively impacted profit by \$230 million. Profit in 2012 included pre-tax gains on the sale of portions of the Bucyrus distribution business, while the impact in 2013 was negative. The \$135 million favorable impact from the settlement with the previous owners of our Siwei acquisition was about offset by other operating losses at Siwei.

Decreases in SG&A and R&D expenses were driven by cost-reduction measures implemented in response to lower volumes.

### **Power Systems**

Power Systems' sales were \$20.155 billion in 2013, a decrease of \$967 million, or 5 percent, compared with 2012. The decrease was primarily the result of lower volume, primarily for electric power, petroleum and rail applications. This was partially offset by higher price realization.

Sales declines in electric power applications were driven by dealers reducing their inventory levels in 2013, compared with dealers increasing inventory levels in 2012. In addition, end-user demand for electric-power applications was lower. The decline in petroleum application sales was due to decreases in dealer deliveries to end users primarily for drilling and well servicing due to an oversupply of equipment. Sales into rail applications decreased primarily due to declines in services and lower sales of recyclable materials partially offset by higher locomotive sales as we continue to focus on increasing field population, improving customer loyalty and providing superior customer support. Turbine-related sales, which are sold directly to end users and are not affected by dealer inventory, increased slightly primarily for petroleum production and gas compression applications due to continued strong demand for oil and natural gas.

Sales decreased in North America and EAME and were about flat in Latin America and Asia/Pacific.

In North America, the sales decrease was primarily due to declines in deliveries to end users with the largest decline in petroleum drilling and well servicing applications, partially offset by higher sales into gas compression applications. Sales into rail applications decreased primarily due to declines in services and lower sales of recyclable materials partially offset by higher locomotive sales. In addition, end-user demand for electric power applications declined.

In EAME, the sales decrease was largely due to the impact of dealer inventory changes for electric power applications. During 2012, dealers increased inventories in anticipation of higher demand and reduced their inventories during in 2013.

Power Systems' profit was \$3.400 billion in 2013, about the same as 2012, despite the decline in sales volume. The impact from lower sales volume was about offset by decreased costs and favorable price realization. Costs were lower primarily due to favorable material and program-related costs and lower incentive compensation expense.

### **Financial Products Segment**

Financial Products' revenues were \$3.224 billion, an increase of \$134 million, or 4 percent, from 2012. The increase was primarily due to the favorable impact from higher average *earning assets* across all geographic regions and an increase in Insurance Services' revenues, primarily in North America. These increases were partially offset by the unfavorable impact from lower average financing rates on new and existing finance receivables and operating leases across all geographic regions.

Financial Products' profit of \$990 million was up \$227 million from 2012. The increase was primarily due to a \$97 million favorable impact from higher average earning assets, an \$85 million favorable impact from lower claims experience at Insurance Services and a \$67 million decrease in the provision for credit losses at Cat Financial.

### **All Other Segment**

All Other Segment includes groups that provide services such as component manufacturing, remanufacturing and logistics.

The decrease in sales of \$615 million was primarily due to the absence of our third party logistics business, which was sold in the third quarter of 2012. Lower profit of \$351 million was primarily due to the absence of the gain on the sale of our third party logistics business.

### **Corporate Items and Eliminations**

Expense for corporate items and eliminations was \$2.093 billion in 2013, a decrease of \$370 million from 2012. Corporate items and eliminations include: corporate-level expenses; timing differences, as some expenses are reported in segment profit on a cash basis; retirement benefit costs other than service cost; currency differences for M&PS, as segment profit is reported using annual fixed exchange rates; and inter-segment eliminations.

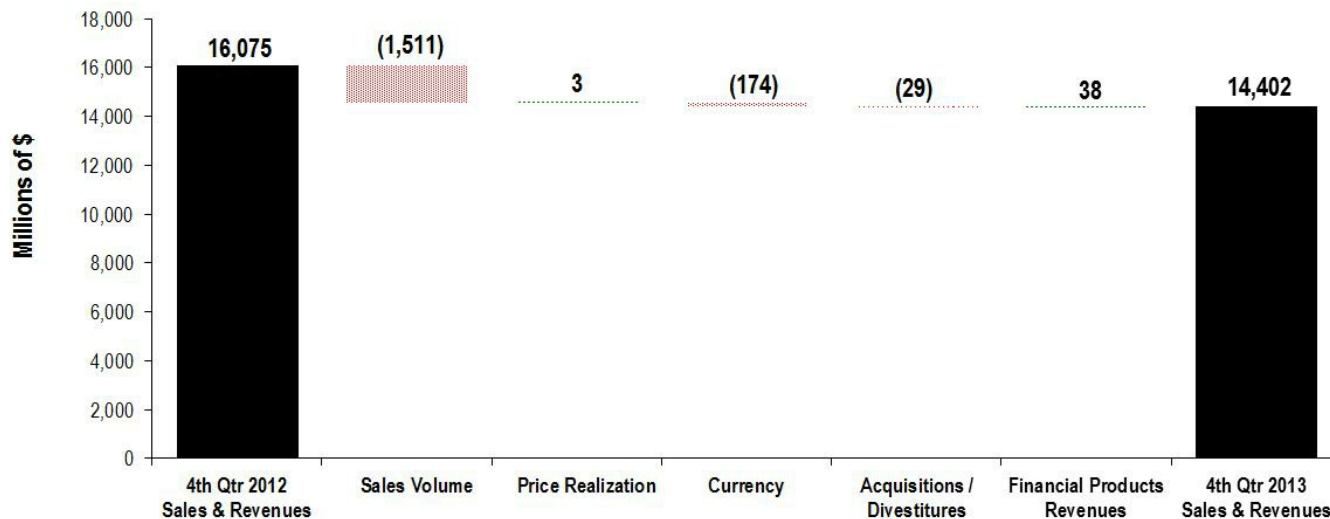
The decrease in expense from 2012 was primarily due to timing differences, lower corporate level expenses and LIFO inventory decrement benefits of \$115 million, partially offset by methodology differences.

## FOURTH QUARTER 2013 COMPARED WITH FOURTH QUARTER 2012

### CONSOLIDATED SALES AND REVENUES

## Consolidated Sales and Revenues Comparison

Fourth Quarter 2013 vs. Fourth Quarter 2012



The chart above graphically illustrates reasons for the change in Consolidated Sales and Revenues between the fourth quarter of 2012 (at left) and the fourth quarter of 2013 (at right). Items favorably impacting sales and revenues appear as upward stair steps with the corresponding dollar amounts above each bar, while items negatively impacting sales and revenues appear as downward stair steps with dollar amounts reflected in parentheses above each bar. Caterpillar management utilizes these charts internally to visually communicate with the company's Board of Directors and employees.

Total sales and revenues were \$14.402 billion in the fourth quarter of 2013, a decrease of \$1.673 billion, or 10 percent, from the fourth quarter of 2012. When reviewing the change in sales and revenues, we focus on the following perspectives:

- Reason for the change: Sales volume decreased \$1.511 billion due to lower volume in Resource Industries, partially offset by increased volume in Construction Industries and Power Systems. The volume decrease was primarily the result of lower end-user demand, with the largest impact in mining primarily due to mining customers reducing their capital expenditures. Overall, the change in dealer machine and engine inventories did not have a significant impact on total sales volume.

Dealers are independent, and there could be many reasons for changes in their inventory levels. In general, dealers adjust inventory based on their expectations of future demand and product delivery times. Dealers' demand expectations take into account seasonal changes, macroeconomic conditions and other factors. Delivery times can vary based on availability of product from Caterpillar factories and product distribution centers. In addition, during 2013 dealers utilized inventory from our product distribution centers at a higher rate to meet end-user demand, primarily for Construction Industries' products.

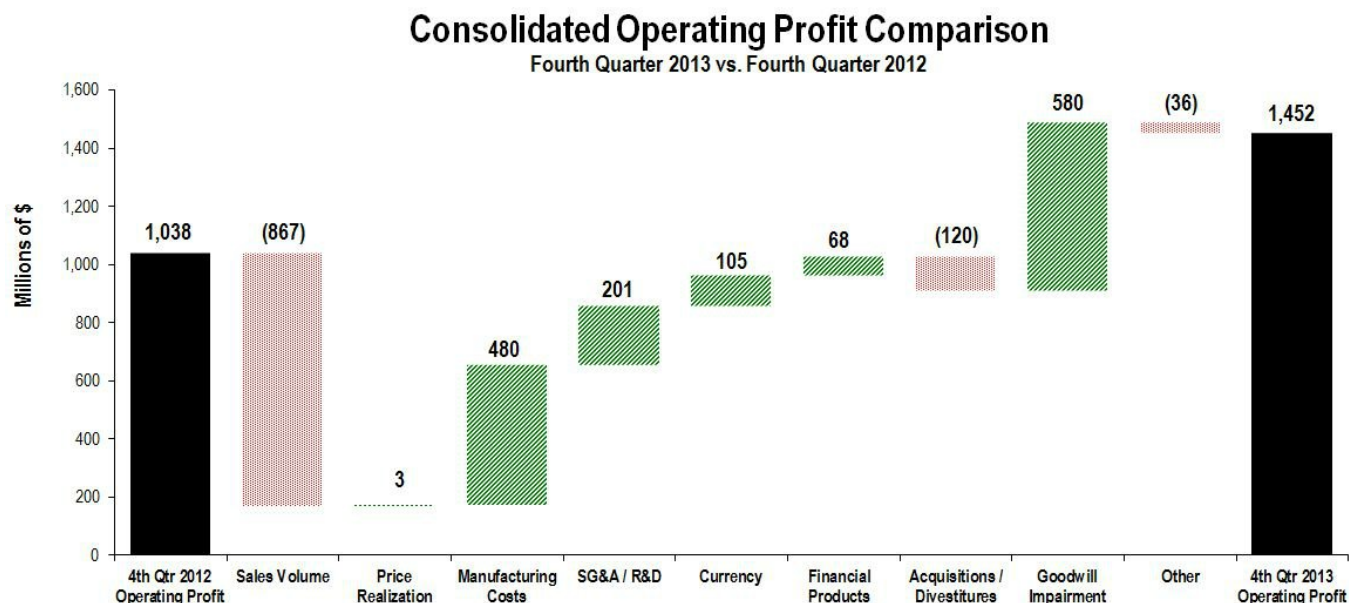
In addition, currency was unfavorable \$174 million primarily due to the weaker Japanese yen, as sales in yen translated into fewer U.S. dollars.

While almost all of the decline in sales was related to new equipment, aftermarket parts sales declined slightly.

- Sales by geographic region: Sales declined in all geographic regions except North America. Asia/Pacific declined 30 percent primarily related to lower sales in Australia where the most significant decrease was in mining sales, due to continued low demand. While sales in Asia/Pacific declined overall, sales in China, primarily in Construction Industries, increased more than 20 percent due to favorable impacts of dealer inventory changes and increased dealer deliveries to end users. Sales declined 20 percent in Latin America primarily due to unfavorable changes in dealer inventories of mining equipment as dealers took actions to better align inventory levels with demand. In EAME, lower sales were primarily the result of decreased dealer deliveries to end users, primarily due to lower mining demand. In North America, sales increased 6 percent primarily due to favorable impacts of dealer inventory changes for construction equipment and engines.
- Sales by segment: Sales decreases in Resource Industries were partially offset by increases in Construction Industries and Power Systems. Resource Industries' sales declined 48 percent resulting primarily from weaker demand for mining products as mining companies have reduced their capital expenditures as well as unfavorable changes in dealer inventories. Construction

Industries' sales increased 20 percent primarily due to favorable changes in dealer inventories and higher end-user demand. Power Systems' sales were 5 percent higher. Financial Products segment revenues were up 3 percent.

## CONSOLIDATED OPERATING PROFIT



The chart above graphically illustrates reasons for the change in Consolidated Operating Profit between the fourth quarter of 2012 (at left) and the fourth quarter of 2013 (at right). Items favorably impacting operating profit appear as upward stair steps with the corresponding dollar amounts above each bar, while items negatively impacting operating profit appear as downward stair steps with dollar amounts reflected in parentheses above each bar. Caterpillar management utilizes these charts internally to visually communicate with the company's Board of Directors and employees. The bar entitled Other includes consolidating adjustments and Machinery and Power Systems other operating (income) expenses.

Operating profit for the fourth quarter of 2013 was \$1.452 billion, an increase of \$414 million from the fourth quarter of 2012. The increase was primarily the result of the absence of a goodwill impairment charge of \$580 million related to Siwei from the fourth quarter of 2012, lower manufacturing costs, decreased SG&A and R&D expenses and the favorable impact of currency. These favorable impacts were partially offset by lower sales volume, which included an unfavorable mix of products. The unfavorable mix was primarily due to a significant decline in Resource Industries' sales and an increase in Construction Industries' sales, which traditionally have lower margins. Acquisitions and divestitures negatively impacted operating profit by \$120 million due to lower pre-tax gains on the sale of portions of the Bucyrus distribution business in the fourth quarter of 2013 compared with the fourth quarter of 2012 and Siwei operating losses in the fourth quarter of 2013.

Manufacturing costs decreased \$480 million. The decrease was primarily due to favorable changes in cost absorption resulting from a smaller decrease in inventory during the fourth quarter of 2013 than in the fourth quarter of 2012, lower material costs and LIFO inventory decrement benefits of \$115 million.

Decreases in SG&A and R&D expenses were primarily due to lower discretionary and program spending driven by cost reduction measures implemented in response to lower volumes.

The favorable impact of currency was mostly due to the Japanese yen. We have a sizeable manufacturing presence in Japan, and while some of this production is sold in Japan, we are a net exporter, and therefore, a weaker yen provides a cost benefit.

In the fourth quarter of 2013, we incurred \$130 million of restructuring costs primarily in Resource Industries and recognized a gain on a legal settlement of \$68 million. Both of these items are included in Other operating (income) expenses.

### Other Profit/Loss Items

- **Other income/expense** was income of \$44 million compared with expense of \$11 million in the fourth quarter of 2012. The change was primarily due to the net impact from currency translation and hedging. Although both periods included unfavorable impacts from currency translation and hedging, losses were more significant in the fourth quarter of 2012 than in the fourth quarter of 2013.

- **The provision for income taxes** in the fourth quarter of 2013 reflects an effective tax rate of 28.5 percent compared with 30.5 percent for 2012, excluding the items discussed below. The decrease is primarily due to a more favorable geographic mix of profits from a tax perspective along with the U.S. research and development tax credit that was expired in 2012 and retroactively extended in 2013.

The 2013 fourth-quarter tax provision also included a \$19 million benefit related to a decrease from the third-quarter estimated annual effective tax rate of 29 percent. This compares to a \$63 million net benefit in the fourth quarter of 2012 related to a \$300 million benefit from a tax settlement offset by the negative impact of goodwill not deductible for tax purposes of \$237 million.

## Segment Information

### **Sales and Revenues by Geographic Region**

(Millions of dollars)	Total	% Change	North America	% Change	Latin America	% Change	EAME	% Change	Asia/ Pacific	% Change
<b>Fourth Quarter 2013</b>										
Construction Industries <sup>1</sup>	\$ 4,851	20 %	\$ 1,751	21 %	\$ 725	21 %	\$ 1,033	17 %	\$ 1,342	22 %
Resource Industries <sup>2</sup>	3,019	(48)%	1,184	(19)%	507	(54)%	726	(43)%	602	(69)%
Power Systems <sup>3</sup>	5,565	5 %	2,296	15 %	567	5 %	1,697	4 %	1,005	(12)%
All Other Segment <sup>4</sup>	239	(6)%	161	5 %	10	(38)%	39	(19)%	29	(24)%
Corporate Items and Eliminations	(28)		(27)		—		(1)		—	
<b>Machinery &amp; Power Systems Sales</b>	<b>13,646</b>	<b>(11)%</b>	<b>5,365</b>	<b>6 %</b>	<b>1,809</b>	<b>(20)%</b>	<b>3,494</b>	<b>(9)%</b>	<b>2,978</b>	<b>(30)%</b>
Financial Products Segment	816	3 %	436	8 %	106	— %	131	10 %	143	(11)%
Corporate Items and Eliminations	(60)		(31)		(10)		(7)		(12)	
<b>Financial Products Revenues</b>	<b>756</b>	<b>5 %</b>	<b>405</b>	<b>12 %</b>	<b>96</b>	<b>(2)%</b>	<b>124</b>	<b>10 %</b>	<b>131</b>	<b>(9)%</b>
<b>Consolidated Sales and Revenues</b>	<b>\$14,402</b>	<b>(10)%</b>	<b>\$ 5,770</b>	<b>7 %</b>	<b>\$ 1,905</b>	<b>(19)%</b>	<b>\$ 3,618</b>	<b>(8)%</b>	<b>\$ 3,109</b>	<b>(29)%</b>
<b>Fourth Quarter 2012</b>										
Construction Industries <sup>1</sup>	\$ 4,028		\$ 1,445		\$ 600		\$ 882		\$ 1,101	
Resource Industries <sup>2</sup>	5,776		1,467		1,095		1,266		1,948	
Power Systems <sup>3</sup>	5,307		1,994		539		1,628		1,146	
All Other Segment <sup>4</sup>	255		153		16		48		38	
Corporate Items and Eliminations	(9)		(12)		1		1		1	
<b>Machinery &amp; Power Systems Sales</b>	<b>15,357</b>		<b>5,047</b>		<b>2,251</b>		<b>3,825</b>		<b>4,234</b>	
Financial Products Segment	789		404		106		119		160	
Corporate Items and Eliminations	(71)		(41)		(8)		(6)		(16)	
<b>Financial Products Revenues</b>	<b>718</b>		<b>363</b>		<b>98</b>		<b>113</b>		<b>144</b>	
<b>Consolidated Sales and Revenues</b>	<b>\$16,075</b>		<b>\$ 5,410</b>		<b>\$ 2,349</b>		<b>\$ 3,938</b>		<b>\$ 4,378</b>	

<sup>1</sup> Does not include inter-segment sales of \$74 million and \$115 million in the fourth quarter 2013 and 2012, respectively.

<sup>2</sup> Does not include inter-segment sales of \$210 million and \$208 million in the fourth quarter 2013 and 2012, respectively.

<sup>3</sup> Does not include inter-segment sales of \$567 million and \$455 million in the fourth quarter 2013 and 2012, respectively.

<sup>4</sup> Does not include inter-segment sales of \$749 million and \$773 million in the fourth quarter 2013 and 2012, respectively.

## Sales and Revenues by Segment

(Millions of dollars)	Fourth Quarter 2012	Sales Volume	Price Realization	Currency	Acquisitions/ Divestitures	Other	Fourth Quarter 2013	\$ Change	% Change
Construction Industries.....	\$ 4,028	\$ 1,030	\$ (51)	\$ (156)	\$ —	\$ —	\$ 4,851	\$ 823	20 %
Resource Industries .....	5,776	(2,705)	7	(30)	(29)	—	3,019	(2,757)	(48)%
Power Systems .....	5,307	197	48	13	—	—	5,565	258	5 %
All Other Segment.....	255	(16)	—	—	—	—	239	(16)	(6)%
Corporate Items and Eliminations...	(9)	(17)	(1)	(1)	—	—	(28)	(19)	
<b>Machinery &amp; Power Systems Sales .....</b>	<b>15,357</b>	<b>(1,511)</b>	<b>3</b>	<b>(174)</b>	<b>(29)</b>	<b>—</b>	<b>13,646</b>	<b>(1,711)</b>	<b>(11)%</b>
Financial Products Segment.....	789	—	—	—	—	27	816	27	3 %
Corporate Items and Eliminations...	(71)	—	—	—	—	11	(60)	11	
<b>Financial Products Revenues.....</b>	<b>718</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>38</b>	<b>756</b>	<b>38</b>	<b>5 %</b>
<b>Consolidated Sales and Revenues</b>	<b>\$ 16,075</b>	<b>\$ (1,511)</b>	<b>\$ 3</b>	<b>\$ (174)</b>	<b>\$ (29)</b>	<b>\$ 38</b>	<b>\$ 14,402</b>	<b>\$ (1,673)</b>	<b>(10)%</b>

## Operating Profit by Segment

(Millions of dollars)	Fourth Quarter 2013	Fourth Quarter 2012	\$ Change	% Change
Construction Industries.....	\$ 500	\$ 26	\$ 474	1,823 %
Resource Industries.....	139	611	(472)	(77)%
Power Systems.....	964	697	267	38 %
All Other Segment .....	116	126	(10)	(8)%
Corporate Items and Eliminations .....	(449)	(534)	85	
<b>Machinery &amp; Power Systems.....</b>	<b>1,270</b>	<b>926</b>	<b>344</b>	<b>37 %</b>
Financial Products Segment.....	266	180	86	48 %
Corporate Items and Eliminations .....	(16)	2	(18)	
<b>Financial Products .....</b>	<b>250</b>	<b>182</b>	<b>68</b>	<b>37 %</b>
Consolidating Adjustments.....	(68)	(70)	2	
<b>Consolidated Operating Profit.....</b>	<b>\$ 1,452</b>	<b>\$ 1,038</b>	<b>\$ 414</b>	<b>40 %</b>

## Construction Industries

Construction Industries' sales were \$4.851 billion in the fourth quarter of 2013, an increase of \$823 million, or 20 percent, from the fourth quarter of 2012. The sales increase was due to higher sales volume, partially offset by the unfavorable impact of currency and price realization. Sales of new equipment increased, and sales of aftermarket parts were about flat.

- The increase in sales volume was primarily related to changes in dealer inventories as the decline in dealer inventories was significantly greater in the fourth quarter of 2012 than in the fourth quarter of 2013. Additionally, deliveries to end users increased in Latin America, Asia/Pacific and North America.
- The unfavorable currency impact was primarily from a weaker Japanese yen, as sales in yen translated into fewer U.S. dollars.
- Price realization was unfavorable primarily due to continuing sales from a large government order in Brazil and a continued competitive pricing environment.

Sales increased in all geographic regions.

- In North America, higher sales were primarily due to the favorable impact of dealer inventory changes, as dealers decreased inventory more in the fourth quarter of 2012 than in the fourth quarter of 2013. The remaining sales increase was primarily due to higher end-user demand resulting from an increase in construction-related spending in the United States. Although still below prior peaks, construction-related spending continues to improve. The increase was partially offset by unfavorable price realization due to a continued competitive pricing environment.
- In Asia/Pacific, the sales increase was primarily in China due to both favorable impacts of dealer inventory changes and increased dealer deliveries to end users as we focused on improving our competitive position through building out the

Caterpillar business model, the key elements of which focus on increasing field population, improving customer loyalty and providing superior customer support in conjunction with our independent dealers. In addition, price realization was favorable. These items were partially offset by negative currency impacts primarily from the weaker Japanese yen.

- In EAME, higher sales were primarily due to the favorable impact of dealer inventory changes, as dealers decreased inventory more in the fourth quarter of 2012 than in the fourth quarter of 2013. This was partially offset by unfavorable price realization due to a continued competitive pricing environment. Dealer deliveries to end users were about flat.
- The increase in Latin America was primarily due to continuing sales from a large government order in Brazil.

Construction Industries' profit was \$500 million in the fourth quarter of 2013, compared with \$26 million in the fourth quarter of 2012. The increase in profit was primarily due to higher sales volume and favorable manufacturing costs, partially offset by unfavorable price realization. Manufacturing costs improved primarily due to favorable changes in cost absorption resulting from the absence of the large decrease in inventory during the fourth quarter of 2012. After significant changes in inventory in 2012 and 2013, we believe current inventory and production levels are reasonably aligned with anticipated demand. In addition, profit was favorably impacted by lower material and freight costs.

### **Resource Industries**

Resource Industries' sales were \$3.019 billion in the fourth quarter of 2013, a decrease of \$2.757 billion, or 48 percent, from the fourth quarter of 2012, nearly all from lower sales volume. More than half of the sales volume decline was due to lower end-user demand across all geographic regions. Sales volume also declined as a result of unfavorable changes in dealer machine inventory across all regions. Dealers continued to significantly reduce machine inventory during the fourth quarter of 2013 to better align inventory levels with demand. This compares with an increase in dealer machine inventory during the fourth quarter of 2012. Although production of most mined commodities is at levels near or above a year ago, after several years of increasing capital expenditures customers in all geographic regions have reduced spending across the mining industry. As a result, we believe that mining companies are increasing productivity at existing mines rather than investing in expansions or new mine openings, which results in lower demand for our mining products, and new orders for mining equipment continued to be weak in the quarter.

Almost the entire sales decline was related to new equipment. Aftermarket part sales also declined as we believe some companies are delaying maintenance and rebuild activities.

Sales were lower in every region of the world due to both changes in dealer inventory and lower end-user demand. The most significant decline was in Asia/Pacific, primarily due to lower mining sales in Australia.

Resource Industries' profit was \$139 million in the fourth quarter of 2013 compared with \$611 million in the fourth quarter of 2012. The fourth quarter of 2012 included a \$580 million goodwill impairment related to Siwei. Excluding this impairment charge related to Siwei, operating profit declined \$1.052 billion. The decrease was primarily the result of lower sales volume. Acquisitions and divestitures negatively impacted operating profit by \$121 million due to lower pre-tax gains on the sale of portions of the Bucyrus distribution business in the fourth quarter of 2013 compared with the fourth quarter 2012 and Siwei operating losses in the fourth quarter of 2013. Restructuring costs of about \$90 million in the fourth quarter of 2013 also lowered profit. These negative factors were partially offset by lower SG&A and R&D expenses and an improvement in manufacturing costs.

SG&A and R&D expenses were lower primarily due to decreased spending for new product introduction programs and other cost cutting measures implemented in response to lower volumes. Incentive compensation expense was also lower.

The decrease in manufacturing costs was primarily driven by lower material costs, favorable changes in cost absorption resulting from a significantly larger decrease in inventory during the fourth quarter of 2012 than in the fourth quarter of 2013, and cost cutting measures.

### **Power Systems**

Power Systems' sales were \$5.565 billion in the fourth quarter of 2013, an increase of \$258 million, or 5 percent, from the fourth quarter of 2012. The increase in sales was primarily a result of favorable changes in dealer inventories. Dealer engine inventory increased in the fourth quarter of 2013 compared with a decrease during the fourth quarter of 2012. Overall end-user demand was down slightly with lower demand for electric power applications partially offset by increased demand for industrial engines.

Sales increased in all regions except Asia/Pacific.

- In North America, the sales increase was primarily due to favorable changes in dealer inventories for nearly all applications. In addition, locomotive sales were higher as we continue to focus on increasing field population, improving customer loyalty and providing superior customer support. These increases were partially offset by weaker end-user demand for electric power applications.

- Sales in EAME were relatively flat with the fourth quarter of 2012 with stronger demand for industrial engines used in agriculture equipment and third party generator set packages, partially offset by lower demand for electric power applications and locomotives due to weak economic conditions.
- In Latin America, sales were relatively flat with fourth quarter of 2012.
- In Asia/Pacific, the decline in sales was primarily due to lower sales into petroleum and electric power applications resulting primarily from timing of large projects.

Power Systems' profit was \$964 million in the fourth quarter of 2013 compared with \$697 million in the fourth quarter of 2012. The increase was primarily due to lower manufacturing costs, higher sales volume and favorable price realization. The decrease in manufacturing costs was primarily driven by lower material and freight costs.

### **Financial Products Segment**

Financial Products' revenues were \$816 million, an increase of \$27 million, or 3 percent, from the fourth quarter of 2012. The increase was primarily due to the favorable impact from higher average earning assets across all geographic regions except Asia/Pacific.

Financial Products' profit was \$266 million in the fourth quarter of 2013, compared with \$180 million in the fourth quarter of 2012. The increase was primarily due to a \$61 million decrease in the provision for credit losses at Cat Financial, and a \$16 million favorable impact from currency gains and losses.

At the end of 2013, past dues at Cat Financial were 2.37 percent compared with 2.45 percent at the end of the third quarter of 2013 and 2.26 percent at the end of 2012. Write-offs, net of recoveries, were \$123 million for the full-year 2013, compared with \$102 million for 2012. The increase in write-offs was primarily related to Cat Financial's European marine portfolio and was previously provided for in the allowance for credit losses.

As of December 31, 2013, Cat Financial's allowance for credit losses totaled \$378 million or 1.30 percent of net finance receivables, compared with \$426 million or 1.49 percent of net finance receivables at year-end 2012.

### **Corporate Items and Eliminations**

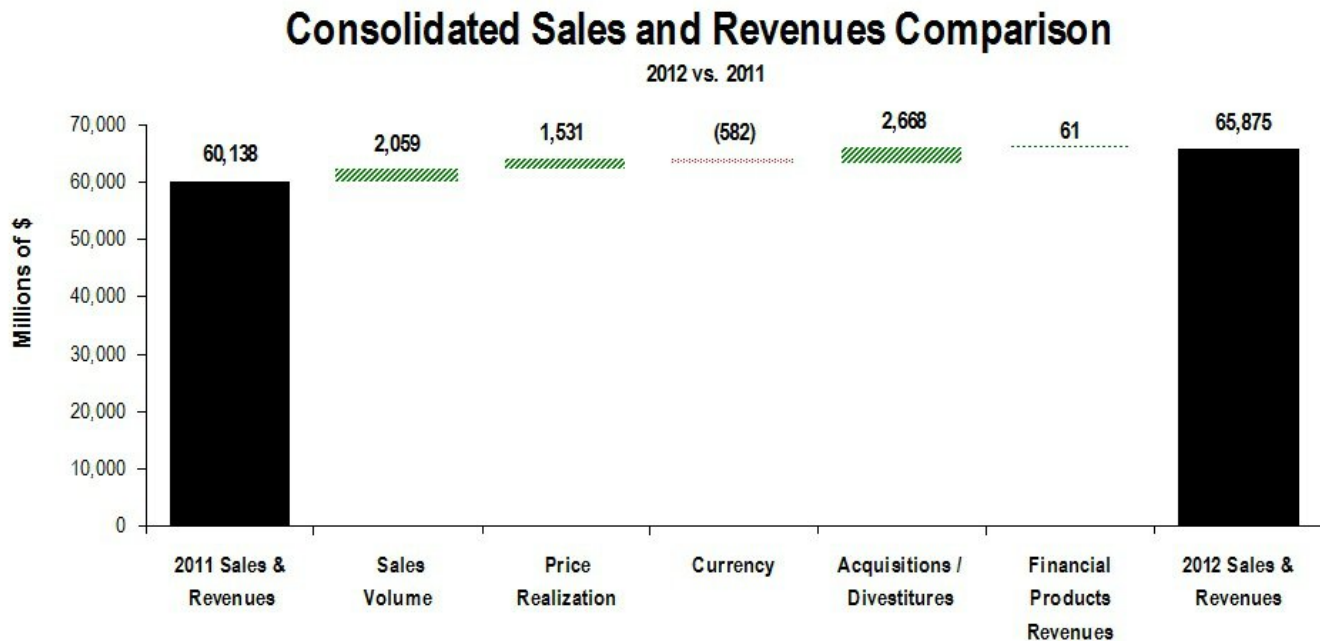
Expense for corporate items and eliminations was \$465 million in the fourth quarter of 2013, a decrease of \$67 million from the fourth quarter of 2012. Corporate items and eliminations include: corporate-level expenses; timing differences, as some expenses are reported in segment profit on a cash basis; retirement benefit costs other than service cost; currency differences for M&PS, as segment profit is reported using annual fixed exchange rates; and inter-segment eliminations.

The decrease in expense from the fourth quarter of 2012 was primarily due to LIFO inventory decrement benefits of \$115 million, lower corporate level expenses and the favorable impact from a legal settlement of \$68 million, partially offset by methodology and timing differences.



## 2012 COMPARED WITH 2011

### CONSOLIDATED SALES AND REVENUES

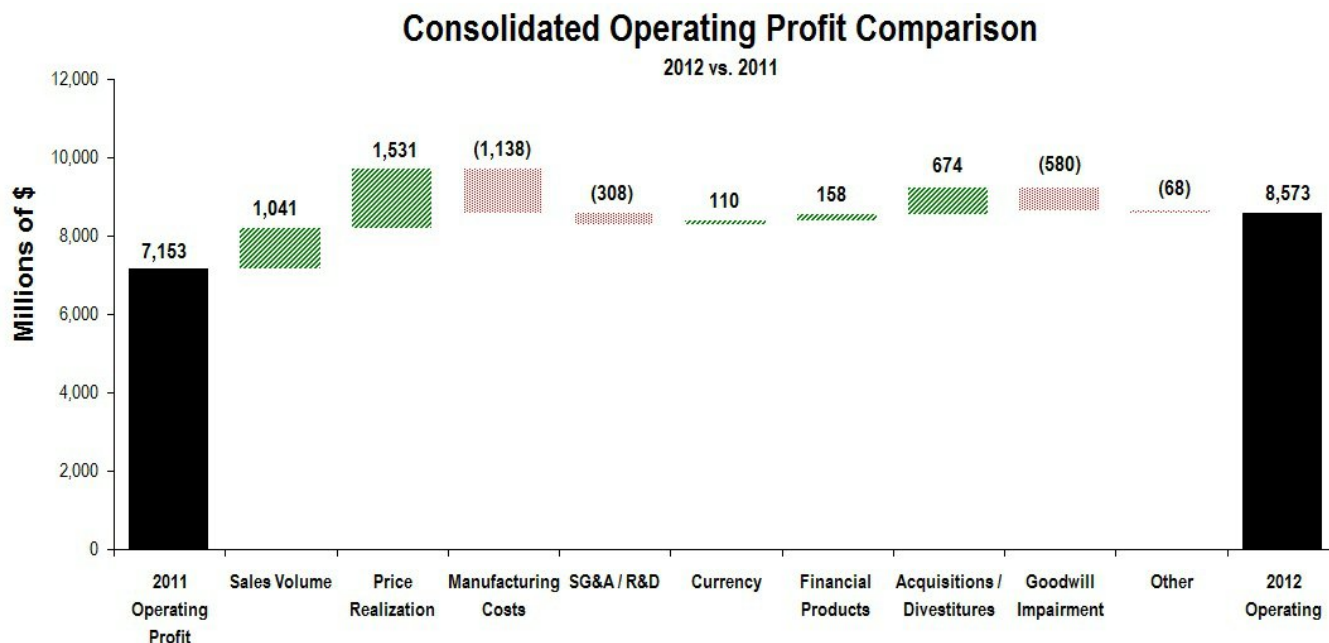


The chart above graphically illustrates reasons for the change in Consolidated Sales and Revenues between 2011 (at left) and 2012 (at right). Items favorably impacting sales and revenues appear as upward stair steps with the corresponding dollar amounts above each bar, while items negatively impacting sales and revenues appear as downward stair steps with dollar amounts reflected in parentheses above each bar. Caterpillar management utilizes these charts internally to visually communicate with the company's Board of Directors and employees.

Total sales and revenues were \$65.875 billion in 2012, an increase of \$5.737 billion, or 10 percent, from 2011. When reviewing the change in sales and revenues, we focus on the following perspectives:

- Reason for the change: The net impact of acquisitions and divestitures added \$2.668 billion, sales volume improved \$2.059 billion, price realization was favorable \$1.531 billion and Financial Products revenues were up \$61 million. Currency partially offset these increases by \$582 million. While sales of both new equipment and aftermarket parts increased, the more significant increase was new equipment.
- Sales by geographic region: Excluding acquisitions and divestitures, sales increased in all geographic regions except Latin America, with the most significant improvement in North America. The sales increase in North America was driven by improvements in the United States. Within Asia/Pacific, increases in Australia and other parts of Asia/Pacific more than offset a decrease in China. Within EAME, increased sales in Africa, the Middle East and CIS were partially offset by lower sales in Europe.
- Segment: Excluding acquisitions and divestitures, the sales increase was primarily due to Resource Industries, with sales up 24 percent from 2011. Sales for both Construction Industries and Power Systems were about flat.

## CONSOLIDATED OPERATING PROFIT



The chart above graphically illustrates reasons for the change in Consolidated Operating Profit between 2011 (at left) and 2012 (at right). Items favorably impacting operating profit appear as upward stair steps with the corresponding dollar amounts above each bar, while items negatively impacting operating profit appear as downward stair steps with dollar amounts reflected in parentheses above each bar. Caterpillar management utilizes these charts internally to visually communicate with the company's Board of Directors and employees. The bar entitled Other includes consolidating adjustments and Machinery and Power Systems other operating (income) expenses.

Operating profit in 2012 was \$8.573 billion compared with \$7.153 billion in 2011. The increase was primarily the result of improved price realization and higher sales volume, which included the impact of a favorable mix of products. Acquisitions and divestitures favorably impacted operating profit by \$674 million, primarily related to Bucyrus and the sale of a majority interest in Caterpillar's third party logistics business.

The improvements were partially offset by higher manufacturing costs, a goodwill impairment charge related to Siwei and increased selling, general and administrative (SG&A) and research and development (R&D) expenses. Manufacturing costs were up \$1.138 billion primarily due to capacity expansion programs, inefficiencies driven by lower production and declining inventory in the fourth quarter of 2012 and increased wages and benefits and freight costs. These increases were partially offset by lower incentive compensation expense. SG&A and R&D expenses increased \$308 million primarily due to growth-related initiatives, increased costs to support product programs and wage and benefit inflation, partially offset by lower incentive compensation expense.

Short-term incentive compensation was about \$825 million for 2012 compared with \$1.2 billion in 2011.

The amount of incremental operating profit we earn on incremental sales and revenues is an important performance metric. Sales and revenues increased \$5.737 billion from 2011, and operating profit increased \$1.420 billion. The resulting incremental operating profit rate is 25 percent. Excluding acquisitions and divestitures, incremental operating profit was about 43 percent. Excluding acquisitions, divestitures and currency impacts, incremental margin was about 33 percent.

### Other Profit/Loss Items

- **Interest expense excluding Financial Products** increased \$71 million from 2011, due to long-term debt issued in 2011 relating to the acquisition of Bucyrus and underwriting expense related to our debt exchange in the third quarter of 2012.
- **Other income/expense** was income of \$130 million compared with expense of \$32 million in 2011. The change was primarily due to the absence of losses on interest rate swaps and credit facility fees associated with the debt issuance for the Bucyrus acquisition in 2011, partially offset by the unfavorable impact of currency gains and losses.
- **The provision for income taxes** for 2012 reflects an effective tax rate of 30.5 percent compared with 26.5 percent for 2011, excluding the items discussed below. The increase from 26.5 percent to 30.5 percent is primarily due to changes in our geographic mix of profits from a tax perspective and the expiration of the U.S. research and development tax credit. While

the American Taxpayer Relief Act of 2012 extended this credit, the related benefit will be reported in 2013 due to the law's enactment in January of 2013.

The 2012 tax provision includes a benefit of \$300 million from a decrease in tax and interest reserves due to a settlement reached with the Internal Revenue Service related to 2000 to 2006 U.S. tax returns. Approximately \$200 million of this benefit is related to tax and \$100 million is related to interest. This was offset by a negative impact of \$318 million from goodwill not deductible for tax purposes related to the Siwei goodwill impairment and the divestiture of portions of the Bucyrus distribution business. This compared to a \$63 million net benefit in 2011 due to repatriation of non-U.S. earnings and a release of a valuation allowance offset by an increase in prior year unrecognized tax benefits and a negative impact from nondeductible goodwill primarily related to the divestiture of a portion of the Bucyrus distribution business.

## **Segment Information**

### **Sales and Revenues by Geographic Region**

(Millions of dollars)	Total	% Change	North America	% Change	Latin America	% Change	EAME	% Change	Asia/ Pacific	% Change
<b><u>2012</u></b>										
Construction Industries <sup>1</sup> .....	\$19,334	(2)%	\$ 7,101	19 %	\$ 2,650	(13)%	\$ 4,633	(3)%	\$ 4,950	(16)%
Resource Industries <sup>2</sup> .....	21,158	35 %	6,037	22 %	3,662	29 %	4,374	36 %	7,085	54 %
Power Systems <sup>3</sup> .....	21,122	5 %	8,720	5 %	2,191	(7)%	6,043	5 %	4,168	14 %
All Other Segment <sup>4</sup> .....	1,501	(26)%	777	(20)%	65	(37)%	395	(32)%	264	(27)%
Corporate Items and Eliminations .....	(47)		(50)		1		1		1	
<b>Machinery &amp; Power Systems Sales</b> .....	<u>63,068</u>	10 %	<u>22,585</u>	12 %	<u>8,569</u>	3 %	<u>15,446</u>	8 %	<u>16,468</u>	14 %
Financial Products Segment.....	3,090	3 %	1,614	(1)%	406	10 %	460	(6)%	610	18 %
Corporate Items and Eliminations .....	(283)		(181)		(30)		(27)		(45)	
<b>Financial Products Revenues</b> .....	<u>2,807</u>	2 %	<u>1,433</u>	(2)%	<u>376</u>	10 %	<u>433</u>	(6)%	<u>565</u>	16 %
<b>Consolidated Sales and Revenues</b> .....	<u>\$65,875</u>	10 %	<u>\$ 24,018</u>	11 %	<u>\$ 8,945</u>	3 %	<u>\$15,879</u>	7 %	<u>\$17,033</u>	14 %
<b><u>2011</u></b>										
Construction Industries <sup>1</sup> .....	\$19,667		\$ 5,985		\$ 3,045		\$ 4,768		\$ 5,869	
Resource Industries <sup>2</sup> .....	15,629		4,963		2,831		3,228		4,607	
Power Systems <sup>3</sup> .....	20,114		8,331		2,363		5,752		3,668	
All Other Segment <sup>4</sup> .....	2,021		970		103		585		363	
Corporate Items and Eliminations .....	(39)		(32)		(1)		(4)		(2)	
<b>Machinery &amp; Power Systems Sales</b> .....	<u>57,392</u>		<u>20,217</u>		<u>8,341</u>		<u>14,329</u>		<u>14,505</u>	
Financial Products Segment.....	3,003		1,626		370		490		517	
Corporate Items and Eliminations .....	(257)		(171)		(29)		(28)		(29)	
<b>Financial Products Revenues</b> .....	<u>2,746</u>		<u>1,455</u>		<u>341</u>		<u>462</u>		<u>488</u>	
<b>Consolidated Sales and Revenues</b> .....	<u>\$60,138</u>		<u>\$ 21,672</u>		<u>\$ 8,682</u>		<u>\$14,791</u>		<u>\$14,993</u>	

<sup>1</sup> Does not include inter-segment sales of \$470 million and \$575 million in 2012 and 2011, respectively.

<sup>2</sup> Does not include inter-segment sales of \$1,117 million and \$1,162 million in 2012 and 2011, respectively.

<sup>3</sup> Does not include inter-segment sales of \$2,407 million and \$2,339 million in 2012 and 2011, respectively.

<sup>4</sup> Does not include inter-segment sales of \$3,492 million and \$3,413 million in 2012 and 2011, respectively.

## Sales and Revenues by Segment

(Millions of dollars)	2011	Sales Volume	Price Realization	Currency	Acquisitions /Divestitures	Other	2012	\$ Change	% Change
Construction Industries .....	\$ 19,667	\$ (301)	\$ 264	\$ (296)	\$ —	\$ —	\$ 19,334	\$ (333)	(2)%
Resource Industries .....	15,629	2,414	850	(71)	2,336	—	21,158	5,529	35 %
Power Systems .....	20,114	251	342	(194)	609	—	21,122	1,008	5 %
All Other Segment .....	2,021	(224)	—	(19)	(277)	—	1,501	(520)	(26)%
Corporate Items and Eliminations .....	(39)	(81)	75	(2)	—	—	(47)	(8)	
<b>Machinery &amp; Power Systems Sales</b> .....	<b>57,392</b>	<b>2,059</b>	<b>1,531</b>	<b>(582)</b>	<b>2,668</b>	<b>—</b>	<b>63,068</b>	<b>5,676</b>	<b>10 %</b>
Financial Products Segment.....	3,003	—	—	—	—	87	3,090	87	3 %
Corporate Items and Eliminations .....	(257)	—	—	—	—	(26)	(283)	(26)	
<b>Financial Products Revenues</b> .....	<b>2,746</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>61</b>	<b>2,807</b>	<b>61</b>	<b>2 %</b>
<b>Consolidated Sales and Revenues</b> .....	<b>\$ 60,138</b>	<b>\$ 2,059</b>	<b>\$ 1,531</b>	<b>\$ (582)</b>	<b>\$ 2,668</b>	<b>\$ 61</b>	<b>\$ 65,875</b>	<b>\$ 5,737</b>	<b>10 %</b>

## Operating Profit by Segment

(Millions of dollars)	2012	2011	\$ Change	% Change
Construction Industries .....	\$ 1,789	\$ 2,056	\$ (267)	(13)%
Resource Industries .....	4,318	3,334	984	30 %
Power Systems .....	3,434	3,053	381	12 %
All Other Segment .....	1,014	837	177	21 %
Corporate Items and Eliminations .....	(2,441)	(2,457)	16	
<b>Machinery &amp; Power Systems</b> .....	<b>8,114</b>	<b>6,823</b>	<b>1,291</b>	<b>19 %</b>
Financial Products Segment.....	763	587	176	30 %
Corporate Items and Eliminations .....	(22)	(4)	(18)	
<b>Financial Products</b> .....	<b>741</b>	<b>583</b>	<b>158</b>	<b>27 %</b>
<b>Consolidating Adjustments</b> .....	<b>(282)</b>	<b>(253)</b>	<b>(29)</b>	
<b>Consolidated Operating Profit</b> .....	<b>\$ 8,573</b>	<b>\$ 7,153</b>	<b>\$ 1,420</b>	<b>20 %</b>

## Construction Industries

Construction Industries' sales were \$19.334 billion in 2012, a decrease of \$333 million, or 2 percent, from 2011. Sales decreased in all geographic regions except North America. New equipment sales declined and sales of aftermarket parts were about flat.

Construction Industries' sales were lower in Asia/Pacific, where a large decrease in China more than offset increases in Japan and other Asia/Pacific countries. China's austerity policies caused machine demand to peak in the first half of 2011, making the first half of 2011 in China a strong sales period.

Lower sales in Latin America were a result of changes in dealer inventory, as dealer inventory increased in 2011 and declined in 2012.

Higher sales in North America were driven by increased dealer deliveries to end users resulting from improvements in construction activity.

Construction Industries' profit was \$1.789 billion in 2012 compared with \$2.056 billion in 2011. Currency was unfavorable primarily because segment profit for 2012 was based on fixed exchange rates set at the beginning of 2012, while segment profit for 2011 was based on fixed exchange rates set at the beginning of 2011. Excluding the impacts of currency, Construction Industries' profit was about flat. Higher manufacturing costs were about offset by favorable price realization.

## **Resource Industries**

Resource Industries' sales were \$21.158 billion in 2012, an increase of \$5.529 billion, or 35 percent, from 2011. The sales increase was a result of higher volume in all regions of the world, the acquisition of Bucyrus and favorable price realization. New equipment sales accounted for the majority of the increase, while sales for aftermarket parts improved slightly.

Over the past two years we have added capacity for mining products to better align production with expected demand. As a result of the increase in production capability, coupled with our existing mining order backlog, sales were higher than 2011. While sales were up in 2012 compared with 2011, new orders declined significantly. Slow global growth and lower commodity prices resulted in some reductions, delays and cancellation of orders for mining products.

Bucyrus, which was acquired on July 8, 2011, had sales in 2012 of \$4.758 billion, with \$1.283 billion in North America, \$660 million in Latin America, \$915 million in EAME and \$1.900 billion in Asia/Pacific.

Resource Industries' profit was \$4.318 billion in 2012 compared with \$3.334 billion in 2011.

Resource Industries' profit increased primarily due to higher sales volume, improved price realization and the impact of Bucyrus. These improvements were partially offset by higher manufacturing costs primarily driven by higher production volume and a goodwill impairment charge related to Siwei of \$580 million.

## **Power Systems**

Power Systems' sales were \$21.122 billion in 2012, an increase of \$1.008 billion, or 5 percent, from 2011. The improvement was a result of the MWM Holding GmbH (MWM) acquisition, improved price realization and increased volume, partially offset by the impact of currency. Excluding acquisitions, sales were up in Asia/Pacific and North America and were down in Latin America and EAME.

Excluding acquisitions, demand for energy resulted in higher sales of engines and turbines for petroleum applications in Asia/Pacific. Sales of our rail products and services, primarily locomotives, increased due to higher demand. These increases were partially offset by lower sales for industrial and electric power generation due to lower end-user demand.

Power Systems' profit was \$3.434 billion in 2012 compared with \$3.053 billion in 2011. The improvement was primarily due to favorable price realization and higher sales volume, which included the impact of a favorable mix of products. The improvements were partially offset by higher manufacturing costs and SG&A and R&D expenses.

MWM, acquired during the fourth quarter of 2011, added sales of \$609 million, primarily in EAME, and increased segment profit by \$53 million.

## **Financial Products Segment**

Financial Products' revenues were \$3.090 billion, an increase of \$87 million, or 3 percent, from 2011. The increase was primarily due to the favorable impact from higher average earning assets and an increase in Insurance Services revenues. These increases were partially offset by the unfavorable impact from lower average financing rates on new and existing finance receivables and operating leases and an unfavorable impact from returned or repossessed equipment.

Financial Products' profit of \$763 million was up \$176 million from 2011. The increase was primarily due to an \$89 million favorable impact from higher average earning assets and an \$87 million favorable impact from lower claims experience at Insurance Services. These increases were partially offset by a \$33 million unfavorable impact from returned or repossessed equipment.

During 2012, Cat Financial's overall portfolio quality reflected continued improvement. At the end of 2012, past dues at Cat Financial were 2.26 percent compared with 2.80 percent at the end of the third quarter of 2012 and 2.89 percent at the end of 2011. Write-offs, net of recoveries, were \$102 million for the full-year 2012, down from \$158 million for 2011.

As of December 31, 2012, Cat Financial's allowance for credit losses totaled \$426 million or 1.49 percent of net finance receivables, compared with \$369 million or 1.47 percent of net finance receivables at year-end 2011.

## **All Other Segment**

All Other segment includes groups that provide services such as component manufacturing, remanufacturing and logistics. The increase in profit from 2011 was due to the gain from the third-quarter 2012 sale of a majority interest in our third party logistics business.

## **Corporate Items and Eliminations**

Expense for corporate items and eliminations was \$2.463 billion in 2012, about flat with 2011. Corporate items and eliminations include: corporate-level expenses; timing differences, as some expenses are reported in segment profit on a cash basis; retirement benefit costs other than service cost; currency differences, as segment profit is reported using annual fixed exchange rates; and inter-segment eliminations.

Corporate-level expenses and expense from timing and other methodology differences increased compared to 2011. These items were about offset by favorable currency differences. Segment profit for 2012 is based on fixed exchange rates set at the beginning of 2012, while segment profit for 2011 is based on fixed exchange rates set at the beginning of 2011. The difference in actual exchange rates compared with fixed exchange rates is included in corporate items and eliminations and is not reflected in segment profit.

## **RESTRUCTURING COSTS**

Restructuring costs for 2013, 2012, and 2011 were \$200 million, \$94 million and \$112 million, respectively. The 2013 restructuring costs included \$151 million of employee separation costs, \$41 million of fixed asset impairments and \$8 million of other restructuring costs. The 2012 and 2011 costs were for employee separations.

The most significant charges in 2013 were for the restructuring of management and support functions and the closure or downsizing of several facilities related to our mining business which is included in the Resource Industries segment. The separation charges in 2012 were primarily in the Power Systems segment and were related to the closure of the Electro-Motive Diesel facility located in London, Ontario and separation programs in Europe. The separation charges in 2011 were primarily in the Resource Industries segment and were related to the acquisition of Bucyrus.

The following table summarizes the 2011, 2012 and 2013 employee separation activity:

<b>(Millions of dollars)</b>	<b>Total</b>
Liability balance at December 31, 2010.....	\$ 22
Increase in liability (separation charges).....	112
Reduction in liability (payments and other adjustments).....	(44)
Liability balance at December 31, 2011.....	\$ 90
Increase in liability (separation charges).....	94
Reduction in liability (payments and other adjustments).....	(155)
Liability balance at December 31, 2012.....	\$ 29
Increase in liability (separation charges).....	151
Reduction in liability (payments and other adjustments).....	(91)
Liability balance at December 31, 2013.....	<u>\$ 89</u>

The remaining liability balance as of December 31, 2013 represents costs for employees that have either not yet separated from the Company or their full severance has not yet been paid. The majority of these remaining costs are expected to be paid in 2014.

We expect to incur restructuring costs of about \$400 to \$500 million, or \$0.50 to \$0.60 per share during 2014. The charges are primarily related to employee cash separation costs.

The most significant item is the restructuring of our Gosselies, Belgium, facility (part of our Construction Industries segment) that we announced on December 23, 2013. This restructuring plan is designed to improve the competitiveness of our European manufacturing footprint and achieve competitiveness in our European operations by refocusing our current Gosselies operations on final machine assembly, test and paint with limited component and fabrication operations. These actions will include reshaping our supply base for more efficient sourcing, improving factory efficiencies and workforce reductions. Our proposals were subject to Belgian Ministerial approval. We estimate the employee cash separation costs to be about \$300 million before tax, which represents substantially all of the restructuring costs to be incurred under the plan. In February 2014, our proposals were approved by the Belgian Minister of Employment and we expect to recognize substantially all of these separation-related charges throughout 2014.

The remaining restructuring costs of about \$100 to \$200 million are related to a wide range of actions under consideration across the company that are part of our ongoing efforts to optimize our cost structure and improve the efficiency of our operations.

We expect that the actions taken in 2013 and anticipated in 2014 to have a favorable impact on costs (not including the restructuring costs) of about \$200 million in 2014 and about \$400 to \$500 million per year after 2015. The most significant reason the 2014 impact is lower than the impact after 2015 is the timeframe involved in implementing the program in Gosselies, Belgium. It is an extensive program that will take several years to complete. In addition, many of the actions we are expecting to take in 2014

will occur over the course of the year and, as a result, we are expecting partial year benefits. About 75 percent of the expected benefit in 2014 is related to the Resource Industries segment, primarily from actions taken in 2013.

## **ACQUISITIONS AND DIVESTITURES**

### **ERA Mining Machinery Limited (Siwei)**

During the second quarter of 2012, Caterpillar, through its wholly-owned subsidiary Caterpillar (Luxembourg) Investment Co. S.A. (CAT Lux), completed a tender offer to acquire the issued shares of ERA Mining Machinery Limited (Siwei), including its wholly-owned subsidiary Zhengzhou Siwei Mechanical Manufacturing Co., Ltd. In the fourth quarter 2013, Siwei was renamed Caterpillar (Zhengzhou) Ltd. Substantially all of the issued shares of Siwei, a public company listed on the Hong Kong Exchange, were acquired at the end of May 2012. In October 2012, the remaining shares of Siwei common stock were acquired for approximately \$7 million in cash. Siwei primarily designs, manufactures, sells and supports underground coal mining equipment in mainland China and is known for its expertise in manufacturing mining roof support equipment. The acquisition supports Caterpillar's long-term commitment to invest in China in order to support our growing base of Chinese customers and will further expand our underground mining business both inside and outside of China.

The tender offer allowed Siwei shareholders to choose between two types of consideration in exchange for their shares. The alternatives were either cash consideration of HK\$0.88 or a HK\$1.00 loan note issued by CAT Lux to the former shareholders of Siwei that provided, subject to its terms, for the holder to receive on redemption a minimum of HK\$0.75 up to a maximum of HK\$1.15 depending on Siwei's consolidated gross profit for 2012 and 2013. Approximately 4 billion Siwei shares were tendered for the cash alternative and approximately 1.6 billion Siwei shares were tendered for the loan note alternative. The purchase price of approximately \$677 million was comprised of net cash paid of approximately \$444 million (\$475 million in cash paid for shares and to cancel share options less cash acquired of \$31 million), the fair value of the loan notes of \$152 million, approximately \$168 million of assumed third-party short term borrowings and notes payable, a loan and interest payable to Caterpillar from Siwei of \$51 million, less restricted cash acquired of approximately \$138 million. The noncontrolling interest for the outstanding shares not tendered was approximately \$7 million.

The transaction was financed with available cash and included the issuance of loan notes to certain former shareholders of Siwei, which had a debt component and a portion that was contingent consideration. The \$152 million fair value represented the minimum redemption amount of the debt component payable in April 2013.

Tangible assets as of the acquisition date and after giving effect to the adjustments described below were \$598 million, recorded at their fair values, and primarily included cash of \$31 million, restricted cash of \$138 million, receivables of \$184 million, inventories of \$77 million and property, plant and equipment of \$94 million. Finite-lived intangible assets acquired of \$112 million were primarily related to customer relationships and also included trade names. The finite-lived intangible assets are being amortized on a straight-line basis over a weighted average amortization period of approximately 14 years. Liabilities assumed as of the acquisition date and after giving effect to the adjustments described below were \$626 million, recorded at their fair values, and primarily included accounts payable of \$352 million, third-party short term borrowings and notes payable of \$168 million and accrued expenses of \$37 million. Additionally, deferred tax liabilities were \$25 million. Goodwill of \$625 million, substantially all of which is non-deductible for income tax purposes, represented the excess of the consideration transferred over the net assets recognized and represented the estimated future economic benefits arising from other assets acquired that could not be individually identified and separately recognized. Goodwill will not be amortized, but will be tested for impairment at least annually. Factors that contributed to a purchase price resulting in the recognition of goodwill include expected cost savings primarily from increased purchasing power for raw materials, improved working capital management, expanded underground mining equipment sales opportunities in China and internationally, along with the acquired assembled workforce. The results of the acquired business for the period from the acquisition date are included in the accompanying consolidated financial statements and are reported in the Resource Industries segment. Assuming this transaction had been made at the beginning of any period presented, the consolidated pro forma results would not be materially different from reported results.

In November 2012, Caterpillar became aware of inventory accounting discrepancies at Siwei which led to an internal investigation. Caterpillar's investigation determined that Siwei had engaged in accounting misconduct prior to Caterpillar's acquisition of Siwei in mid-2012. The accounting misconduct included inappropriate accounting practices involving improper cost allocation that resulted in overstated profit and improper revenue recognition practices involving early and, at times unsupported, revenue recognition. Due to the identified accounting misconduct that occurred before the acquisition, measurement period adjustments were made to the fair value of the acquired assets and assumed liabilities during the fourth quarter of 2012. The fair values presented above are a final allocation of the purchase price and reflect these changes, which are primarily comprised of a decrease in finite-lived intangible assets of \$82 million, a decrease in receivables of \$29 million, a decrease in inventory of \$17 million and a net increase in liabilities of \$23 million, resulting in an increase in goodwill of \$149 million.

Because of the accounting misconduct identified in the fourth quarter of 2012, Siwei's goodwill was tested for impairment as of November 30, 2012. We determined the carrying value of Siwei, which is a separate reporting unit, exceeded its fair value at the measurement date, requiring step two in the impairment test process. The fair value of the Siwei reporting unit was determined primarily using an income approach based on the present value of discounted cash flows. We assigned the fair value to the reporting unit's assets and liabilities and determined the implied fair value of goodwill was substantially below the carrying value of the reporting unit's goodwill. Accordingly, we recognized a \$580 million goodwill impairment charge, which resulted in goodwill of approximately \$45 million remaining for Siwei. The goodwill impairment was a result of changes in the assumptions used to determine the fair value resulting from the accounting misconduct that occurred before the acquisition. There was no tax benefit associated with this impairment charge. The Siwei goodwill impairment charge was reported in the fourth quarter of 2012 in the Resource Industries segment.

In May 2013, Caterpillar and its wholly-owned subsidiaries CAT Lux and Siwei entered into a settlement agreement with two former directors of Siwei and two other parties with an interest in the settlement, including Mining Machinery Limited (MML). The agreement settles the dispute between the parties which arose from Caterpillar's determination that Siwei senior managers had engaged in accounting misconduct for several years prior to Caterpillar's announcement of the completion of its tender offer for Siwei in the second quarter of 2012.

Under the terms of the settlement agreement, the parties agreed that (i) the loan notes issued by CAT Lux (and guaranteed by Caterpillar) as a portion of the Siwei purchase price and held by MML and (ii) loans made by the two former Siwei directors to Siwei prior to its acquisition by Caterpillar would all be canceled and discharged in exchange for payments by CAT Lux to MML and the two former directors in an aggregate amount of approximately \$30 million. As of the settlement in May 2013, the loan notes had a book value of approximately \$152 million and the obligation related to the loans by the two former directors was approximately \$13 million. The settlement agreement contains a mutual release and discharge of the parties' respective claims with respect to the dispute and contains an agreement by Caterpillar and CAT Lux not to pursue any such claims against either the auditors or former directors of Siwei. The settlement and discharge of the loan obligations resulted in the recognition of a gain of approximately \$135 million reported in Other operating (income) expenses in and is included in the Resource Industries segment.

### **MWM Holding GmbH (MWM)**

On October 31, 2011, we acquired 100 percent of the equity in privately held MWM Holding GmbH (MWM). Headquartered in Mannheim, Germany, MWM is a global supplier of sustainable, natural gas and alternative-fuel engines. With the acquisition of MWM, Caterpillar expects to expand customer options for sustainable power generation solutions. The purchase price, net of \$94 million of acquired cash, was approximately \$774 million (€574 million).

The transaction was financed with available cash. Tangible assets as of the acquisition date were \$535 million, recorded at their fair values, and primarily included cash of \$94 million, receivables of \$96 million, inventories of \$205 million and property, plant and equipment of \$108 million. Finite-lived intangible assets acquired of \$221 million were primarily related to customer relationships and also included intellectual property and trade names. The finite lived intangible assets are being amortized on a straight-line basis over a weighted average amortization period of approximately 10 years. Liabilities assumed as of the acquisition date were \$284 million, recorded at their fair values, and primarily included accounts payable of \$77 million, net deferred tax liabilities of \$67 million and advance payments of \$43 million. Goodwill of \$396 million, approximately \$90 million of which is deductible for income tax purposes, represents the excess of cost over the fair value of the net tangible and intangible assets acquired. Factors that contributed to a purchase price resulting in the recognition of goodwill include MWM's strategic fit into our product and services portfolio, aftermarket support opportunities and the acquired assembled workforce. The results of the acquired business for the period from the acquisition date are included in the accompanying consolidated financial statements and are reported in the Power Systems segment. Assuming this transaction had been made at the beginning of any period presented, the consolidated pro forma results would not be materially different from reported results.

### **Bucyrus International, Inc.**

On July 8, 2011, we completed our acquisition of Bucyrus International, Inc. (Bucyrus). Bucyrus is a designer, manufacturer and marketer of mining equipment for the surface and underground mining industries. The total purchase price was approximately \$8.8 billion, consisting of \$7.4 billion for the purchase of all outstanding shares of Bucyrus common stock at \$92 per share and \$1.6 billion of assumed Bucyrus debt, substantially all of which was repaid subsequent to closing, net of \$0.2 billion of acquired cash.

We funded the acquisition using available cash, commercial paper borrowings and approximately \$4.5 billion of long-term debt issued in May 2011. On May 24, 2011, we issued \$500 million of Floating Rate Senior Notes (Three-month USD LIBOR plus



0.10%) due in 2012 and \$750 million of Floating Rate Senior Notes (Three-month USD LIBOR plus 0.17%) due in 2013. The interest rates for the Floating Rate Senior Notes will be reset quarterly. We also issued \$750 million of 1.375% Senior Notes due in 2014, \$1.25 billion of 3.900% Senior Notes due in 2021, and \$1.25 billion of 5.200% Senior Notes due in 2041. The Notes are unsecured obligations of Caterpillar and rank equally with all other senior unsecured indebtedness.

Bucyrus contributed the following to sales and to profit before taxes (inclusive of deal-related and integration costs):

<b>(Millions of dollars)</b>	<b>July 8, 2011 to December 31, 2011</b>
Sales .....	\$ 2,524
Profit (loss) before taxes .....	\$ (403)

The results of the acquired business for the period from the acquisition date are included in the accompanying consolidated financial statements and are reported in the Resource Industries segment. For the year ended December 31, 2011, we recorded \$373 million in costs related to the acquisition of Bucyrus. These acquisition related costs include consulting, legal and advisory fees, severance costs and financing costs.

During the three months ended December 31, 2011, we adjusted the initial allocation of the purchase price which reduced goodwill by \$647 million, the net result of purchase accounting adjustments to the fair value of acquired assets and assumed liabilities. During 2012, we finalized the allocation of the purchase price to identifiable assets and liabilities, reducing the amount allocated to goodwill from our December 31, 2011 preliminary allocation by an additional \$28 million. These adjustments primarily included a reduction to goodwill to reflect the tax consequences of the expected reversal of differences in the U.S. GAAP and tax basis of assets and liabilities.

The following table summarizes our initial and final allocation of the assets acquired and liabilities assumed as of the acquisition date at estimated fair value.

<b>(Millions of dollars)</b>	<b>July 8, 2011</b>	
	<b>Initial</b>	<b>Final</b>
<b>Assets</b>		
Cash.....	\$ 203	\$ 204
Receivables - trade and other .....	693	705
Prepaid expenses .....	154	174
Inventories.....	2,305	2,223
Property, plant and equipment - net .....	692	694
Intangible assets .....	3,901	3,901
Goodwill .....	5,263	4,588
Other assets .....	48	141
<b>Liabilities</b>		
Short-term borrowings .....	24	24
Long-term debt due within one year .....	16	16
Accounts payable .....	444	465
Accrued expenses.....	405	433
Customer advances .....	668	668
Other current liabilities .....	426	76
Long-term debt due after one year .....	1,514	1,528
Noncurrent deferred income tax liabilities .....	1,874	1,449
Other liabilities.....	434	517
<b>Net assets acquired .....</b>	<b>\$ 7,454</b>	<b>\$ 7,454</b>

The following table is a summary of the fair value estimates of the acquired identifiable intangible assets and weighted-average useful lives. These intangible assets recorded as a result of the acquisition are being amortized on a straight-line basis over their respective weighted-average useful life.

<b>(Millions of dollars)</b>		
	<b>Fair Value</b>	<b>Weighted-average useful life (in years)</b>
Customer relationships.....	\$ 2,337	15
Intellectual property .....	1,489	12
Other.....	75	4
Total.....	<u>\$ 3,901</u>	14

Goodwill in the amount of \$4,588 million was recorded for the acquisition of Bucyrus. Goodwill is calculated as the excess of the consideration transferred over the net assets recognized and represents the estimated future economic benefits arising from other assets acquired that could not be individually identified and separately recognized. Goodwill will not be amortized, but will be tested for impairment at least annually. Approximately \$500 million of the goodwill is deductible for tax purposes. Goodwill largely consists of expected synergies resulting from the acquisition. Key areas of expected cost savings include elimination of redundant selling, general and administrative expenses and increased purchasing power for raw materials and supplies. We also anticipate the acquisition will produce growth synergies as a result of the combined businesses' broader product portfolio in the mining industry.

A single estimate of fair value results from a complex series of judgments about future events and uncertainties and relies heavily on estimates and assumptions. The judgments used to determine the estimated fair value assigned to each class of assets acquired and liabilities assumed, as well as asset lives, can materially impact our results of operations.

The unaudited pro forma results presented below include the effects of the Bucyrus acquisition as if it had occurred as of January 1, 2010. The unaudited pro forma results reflect certain adjustments related to the acquisition, such as the amortization associated with estimates for the acquired intangible assets, fair value adjustments for inventory, contracts and the impact of acquisition financing. The 2011 supplemental pro forma earnings excluded \$373 million of acquisition related costs, including consulting, legal and advisory fees, severance costs and financing expense prior to debt issuance. Also, the 2011 supplemental pro forma earnings were adjusted to exclude \$303 million of nonrecurring expense related to the fair value adjustment to acquisition-date inventory and \$25 million acceleration of Bucyrus stock compensation expense.

The pro forma results do not include any anticipated synergies or other expected benefits of the acquisition. Accordingly, the unaudited pro forma financial information below is not necessarily indicative of either future results of operations or results that might have been achieved had the acquisition been completed on the dates indicated.

<b>(Dollars in millions except per share data)</b>	<b>Year Ended December 31, 2011</b>	
Total Sales and revenues .....	\$	62,281
Profit.....	\$	5,401
Profit per common share .....	\$	8.37
Profit per common share – diluted .....	\$	8.11

### **Bucyrus Distribution Business Divestitures**

In conjunction with our acquisition of Bucyrus in July 2011, we announced our intention to sell the Bucyrus distribution business to Caterpillar dealers that support mining customers around the world in a series of individual transactions. Bucyrus predominantly employed a direct to end customer model to sell and support products. The intention is for all Bucyrus products to be sold and serviced by Caterpillar dealers, consistent with our long-held distribution strategy. These transitions are occurring in phases based on the mining business opportunity within each dealer territory.

As portions of the Bucyrus distribution business are sold or classified as held for sale, they will not qualify as discontinued operations because Caterpillar expects significant continuing direct cash flows from the Caterpillar dealers after the divestitures. The gain or loss on disposal, along with the continuing operations of these disposal groups, will be reported in the Resource Industries segment. Goodwill will be allocated to each disposal group using the relative fair value method. The value of the customer relationship intangibles related to each portion of the Bucyrus distribution business to be sold will be included in the disposal groups. The disposal groups will be recorded at the lower of their carrying value or fair value less cost to sell. In 2013 and 2012, we recorded asset impairment charges of \$11 million and \$27 million respectively, related to disposal groups being sold to Caterpillar dealers. Fair value was determined based upon the negotiated sales price. The impairments were recorded in Other operating (income) expenses and included in the Resource Industries segment. The portions of the distribution business that were sold were not material to our results of operations, financial position or cash flow.

In 2013, we completed 19 sale transactions whereby we sold portions of the Bucyrus distribution business to Caterpillar dealers for an aggregate price of \$466 million. A portion of these transactions are subject to certain working capital adjustments. For the full year 2013, after-tax profit was unfavorably impacted by \$39 million as a result of the Bucyrus distribution divestiture activities. This is comprised of \$95 million of income related to sales transactions, a \$34 million unfavorable adjustment due to a change in estimate to increase the reserve for parts returns related to prior sale transactions (both included in Other operating (income) expenses), costs incurred related to the Bucyrus distribution divestiture activities of \$104 million (included in Selling, general and administrative expenses) and an income tax benefit of \$4 million.

Assets sold in 2013 included customer relationship intangibles of \$127 million, other assets of \$65 million, which consisted primarily of inventory and fixed assets, and allocated goodwill of \$56 million related to the divested portions of the Bucyrus distribution business.

As part of the 2013 divestitures, Cat Financial provided \$132 million of financing to five of the Caterpillar dealers.

In 2012, we completed 12 sale transactions whereby we sold portions of the Bucyrus distribution business to Caterpillar dealers for an aggregate price of \$1,443 million, which included \$38 million of working capital adjustments paid throughout 2013. For the full year 2012, after-tax profit was unfavorably impacted by \$28 million as a result of the Bucyrus distribution divestiture activities. This is comprised of \$310 million of income (included in Other operating (income) expenses) related to sales transactions, offset by costs incurred related to the Bucyrus distribution divestiture activities of \$177 million (included in Selling, general and administrative expenses) and income tax of \$161 million.

Assets sold in 2012 included customer relationship intangibles of \$256 million, other assets of \$254 million, which consisted primarily of inventory and fixed assets, and allocated goodwill of \$405 million related to the divested portions of the Bucyrus distribution business.

As part of the 2012 divestitures, Cat Financial provided \$739 million of financing to five of the Caterpillar dealers.

In December 2011, we completed one sale transaction whereby we sold a portion of the Bucyrus distribution business to a Caterpillar dealer for \$337 million, which includes a \$23 million working capital adjustment paid in the third quarter of 2012. After-tax profit was favorably impacted by \$9 million in 2011 as a result of the Bucyrus distribution business divestiture activities. This is comprised of \$96 million of income (included in Other operating (income) expenses) primarily related to the sale transaction, offset by costs incurred related to the Bucyrus distribution business divestiture activities of \$32 million (included in Selling, general and administrative expenses) and income tax of \$55 million. Assets sold included customer relationship intangibles of \$63 million, other assets of \$53 million, which consisted primarily of inventory and fixed assets, and allocated goodwill of \$101 million.

### **Third Party Logistics Business Divestiture**

On July 31, 2012, Platinum Equity acquired a 65 percent equity interest in Caterpillar Logistics Services LLC, the third party logistics division of our wholly owned subsidiary, Caterpillar Logistics Inc., for \$567 million subject to certain working capital adjustments. The purchase price of \$567 million was comprised of a \$107 million equity contribution from Platinum Equity to, and third party debt raised by, Caterpillar Logistics Services LLC. The sale of the third party logistics business supports Caterpillar's increased focus on the continuing growth opportunities in its core businesses. Under the terms of the agreement, Caterpillar retained a 35 percent equity interest.

As a result of the divestiture, we recorded a pretax gain of \$278 million (included in Other operating (income) expenses). In addition, we recognized \$8 million of incremental incentive compensation expense. The fair value of our retained noncontrolling interest was \$58 million, as determined by the \$107 million equity contribution from Platinum Equity, and was included in Investments in unconsolidated affiliated companies in Statement 3. The disposal did not qualify as discontinued operations because

Caterpillar has significant continuing involvement through its noncontrolling interest. The financial impact of the disposal was reported in the All Other operating segment. Results for our remaining interest will be recorded in Equity in profit (loss) of unconsolidated affiliated companies and are reported in the All Other operating segment.

The controlling financial interest in Caterpillar Logistics Services LLC was not material to our results of operations, financial position or cash flow.

## **GLOSSARY OF TERMS**

1. **All Other Segment** - Primarily includes activities such as: the remanufacturing of Cat® engines and components and remanufacturing services for other companies as well as the product management, development, manufacturing, marketing and product support of undercarriage, specialty products, hardened bar stock components and ground engaging tools primarily for Caterpillar products; logistics services; the product management, development, marketing, sales and product support of on-highway vocational trucks for North America; distribution services responsible for dealer development and administration, dealer portfolio management and ensuring the most efficient and effective distribution of machines, engines and parts. On July 31, 2012, we sold a majority interest in Caterpillar's third party logistics business.
2. **Consolidating Adjustments** - Eliminations of transactions between Machinery and Power Systems and Financial Products.
3. **Construction Industries** - A segment primarily responsible for supporting customers using machinery in infrastructure and building construction applications. Responsibilities include business strategy, product design, product management and development, manufacturing, marketing and sales and product support. The product portfolio includes backhoe loaders, small wheel loaders, small track-type tractors, skid steer loaders, multi-terrain loaders, mini excavators, compact wheel loaders, select work tools, small, medium and large track excavators, wheel excavators, medium wheel loaders, compact track loaders, medium track-type tractors, track-type loaders, motor graders and pipelayers. In addition, Construction Industries has responsibility for Power Systems and three wholly-owned dealers in Japan and an integrated manufacturing cost center.
4. **Currency** - With respect to sales and revenues, currency represents the translation impact on sales resulting from changes in foreign currency exchange rates versus the U.S. dollar. With respect to operating profit, currency represents the net translation impact on sales and operating costs resulting from changes in foreign currency exchange rates versus the U.S. dollar. Currency includes the impact on sales and operating profit for the Machinery and Power Systems lines of business only; currency impacts on Financial Products revenues and operating profit are included in the Financial Products portions of the respective analyses. With respect to other income/expense, currency represents the effects of forward and option contracts entered into by the company to reduce the risk of fluctuations in exchange rates and the net effect of changes in foreign currency exchange rates on our foreign currency assets and liabilities for consolidated results.
5. **Debt-to-Capital Ratio** - A key measure of Machinery and Power Systems' financial strength used by both management and our credit rating agencies. The metric is defined as Machinery and Power Systems' short-term borrowings, long-term debt due within one year and long-term debt due after one year (debt) divided by the sum of Machinery and Power Systems' debt and stockholders' equity. Debt also includes Machinery and Power Systems' borrowings from Financial Products.
6. **EAME** - A geographic region including Europe, Africa, the Middle East and the Commonwealth of Independent States (CIS).
7. **Earning Assets** - Assets consisting primarily of total finance receivables net of unearned income, plus equipment on operating leases, less accumulated depreciation at Cat Financial.
8. **Financial Products Segment** - Provides financing to customers and dealers for the purchase and lease of Caterpillar and other equipment, as well as some financing for Caterpillar sales to dealers. Financing plans include operating and finance leases, installment sale contracts, working capital loans and wholesale financing plans. The segment also provides various forms of insurance to customers and dealers to help support the purchase and lease of our equipment.
9. **Latin America** - Geographic region including Central and South American countries and Mexico.
10. **LIFO Inventory Decrement Benefits** - A significant portion of Caterpillar's inventory is valued using the last-in, first-out (LIFO) method. With this method, the cost of inventory is comprised of "layers" at cost levels for years when inventory increases occurred. A LIFO decrement occurs when inventory decreases, depleting layers added in earlier, generally lower cost, years. A LIFO decrement benefit represents the impact on operating profit of charging cost of goods sold with prior-year cost levels rather than current period costs.

11. **Machinery and Power Systems (M&PS)** - Represents the aggregate total of Construction Industries, Resource Industries, Power Systems, and All Other Segment and related corporate items and eliminations.
12. **Machinery and Power Systems Other Operating (Income) Expenses** - Comprised primarily of gains/losses on disposal of long-lived assets, long-lived asset impairment charges, legal settlements, employee separation charges and benefit plan curtailment, settlement and contractual termination benefits.
13. **Manufacturing Costs** - Manufacturing costs exclude the impacts of currency and represent the volume-adjusted change for variable costs and the absolute dollar change for period manufacturing costs. Variable manufacturing costs are defined as having a direct relationship with the volume of production. This includes material costs, direct labor and other costs that vary directly with production volume such as freight, power to operate machines and supplies that are consumed in the manufacturing process. Period manufacturing costs support production but are defined as generally not having a direct relationship to short-term changes in volume. Examples include machinery and equipment repair, depreciation on manufacturing assets, facility support, procurement, factory scheduling, manufacturing planning and operations management.
14. **Power Systems** - A segment primarily responsible for supporting customers using reciprocating engines, turbines and related parts across industries serving electric power, industrial, petroleum and marine applications as well as rail-related businesses. Responsibilities include business strategy, product design, product management, development, manufacturing, marketing, sales and product support of reciprocating engine powered generator sets, integrated systems used in the electric power generation industry, reciprocating engines and integrated systems and solutions for the marine and petroleum industries; reciprocating engines supplied to the industrial industry as well as Caterpillar machinery; the business strategy, product design, product management, development, manufacturing, marketing, sales and product support of turbines and turbine-related services; the development, manufacturing, remanufacturing, maintenance, leasing, and service of diesel-electric locomotives and components and other rail-related products and services.
15. **Price Realization** - The impact of net price changes excluding currency and new product introductions. Consolidated price realization includes the impact of changes in the relative weighting of sales between geographic regions.
16. **Resource Industries** - A segment primarily responsible for supporting customers using machinery in mining and quarrying applications. Responsibilities include business strategy, product design, product management and development, manufacturing, marketing and sales and product support. The product portfolio includes large track-type tractors, large mining trucks, underground mining equipment, electric rope shovels, draglines, hydraulic shovels, drills, highwall miners, tunnel boring equipment, large wheel loaders, off-highway trucks, articulated trucks, wheel tractor scrapers, wheel dozers, select work tools, forestry products, paving products, industrial and waste products, machinery components and electronics and control systems. Resource Industries also manages areas that provide services to other parts of the company, including integrated manufacturing and research and development. In addition, segment profit includes the impact from divestiture of portions of the Bucyrus distribution business and the acquisition of Siwei.
17. **Restructuring Costs** - Primarily costs for employee severance and long-lived asset impairments.
18. **Sales Volume** - With respect to sales and revenues, sales volume represents the impact of changes in the quantities sold for Machinery and Power Systems as well as the incremental revenue impact of new product introductions, including emissions-related product updates. With respect to operating profit, sales volume represents the impact of changes in the quantities sold for Machinery and Power Systems combined with product mix as well as the net operating profit impact of new product introductions, including emissions-related product updates. Product mix represents the net operating profit impact of changes in the relative weighting of Machinery and Power Systems sales with respect to total sales.
19. **Siwei** - ERA Mining Machinery Limited, including its wholly-owned subsidiary Zhengzhou Siwei Mechanical & Electrical Manufacturing Co., Ltd., commonly known as Siwei, which was acquired during the second quarter of 2012. Siwei primarily designs, manufactures, sells and supports underground coal mining equipment in China and is included in our Resource Industries segment. In the fourth quarter of 2013, Siwei was renamed to Caterpillar (Zhengzhou) Ltd.

## **LIQUIDITY AND CAPITAL RESOURCES**

### **Sources of funds**

We generate significant capital resources from operating activities, which are the primary source of funding for our Machinery and Power Systems' operations. Funding for these businesses is also available from commercial paper and long-term debt issuances. Financial Products' operations are funded primarily from commercial paper, term debt issuances and collections from its existing

portfolio. Throughout 2013, we experienced favorable liquidity conditions globally in both our Machinery and Power Systems and Financial Products' operations. On a consolidated basis, we ended 2013 with \$6.08 billion of cash, an increase of \$591 million from year-end 2012. We intend to maintain a strong cash and liquidity position. Our cash balances are held in numerous locations throughout the world with approximately \$3.5 billion held by our non-U.S. subsidiaries. Amounts held outside the United States are available for general corporate use and could be used in the United States without incurring significant additional U.S. taxes.

Consolidated operating cash flow for 2013 was \$10.19 billion up from \$5.18 billion in 2012. The increase was primarily due to favorable changes in inventory and accounts payable. Throughout 2013, inventory decreased significantly, whereas during 2012, there was an increase in inventory. In mid-2012, as order rates declined, we began lowering production schedules and incoming material purchases from suppliers around the world to bring inventory levels in line with expected demand. While production schedules began to decline in the second half of 2012, the most significant impacts on inventory occurred in the fourth quarter of 2012 and throughout 2013. We believe current inventory and production levels are reasonably aligned with anticipated demand. Changes in accounts payable had a slight positive impact on operating cash flow in 2013, whereas during the second half of 2012, a decline in material purchases to support inventory reduction, resulted in lower accounts payable. In addition, changes in receivables had a positive impact on operating cash flow, primarily due to lower sales in 2013. These favorable items were partially offset by lower profit. See further discussion of operating cash flow under Machinery and Power Systems and Financial Products.

Total debt as of December 31, 2013, was \$37.75 billion, a decrease of \$2.39 billion from year-end 2012. Debt related to Machinery and Power Systems decreased \$1.64 billion in 2013, primarily due to payments on matured long-term debt and short-term borrowings. Debt related to Financial Products decreased \$753 million, due to an increase in payments, partially offset by increasing portfolio balances.

We have three global credit facilities with a syndicate of banks totaling \$10.00 billion (Credit Facility) available in the aggregate to both Caterpillar and Cat Financial for general liquidity purposes. Based on management's allocation decision, which can be revised from time to time, the portion of the Credit Facility available to Machinery and Power Systems as of December 31, 2013 was \$2.75 billion. Our three Global Credit Facilities are:

- The 364-day facility of \$3.00 billion (of which \$0.82 billion is available to Machinery and Power Systems) expires in September 2014.
- The 2010 four-year facility, as amended in September 2013, of \$2.60 billion (of which \$0.72 billion is available to Machinery and Power Systems) expires in September 2016.
- The 2011 five-year facility, as amended in September 2013, of \$4.40 billion (of which \$1.21 billion is available to Machinery and Power Systems) expires in September 2018.

At December 31, 2013, Caterpillar's consolidated net worth was \$25.03 billion, which was above the \$9.00 billion required under the Credit Facility. The consolidated net worth is defined as the consolidated stockholder's equity including preferred stock but excluding the pension and other postretirement benefits balance within Accumulated other comprehensive income (loss).

At December 31, 2013, Cat Financial's covenant interest coverage ratio was 1.96 to 1. This is above the 1.15 to 1 minimum ratio calculated as (1) profit excluding income taxes, interest expense and net gain/(loss) from interest rate derivatives to (2) interest expense calculated at the end of each calendar quarter for the rolling four quarter period then most recently ended, required by the Credit Facility.

In addition, at December 31, 2013, Cat Financial's six-month covenant leverage ratio was 8.14 to 1 and year-end covenant leverage ratio was 7.99 to 1. This is below the maximum ratio of debt to net worth of 10 to 1, calculated (1) on a monthly basis as the average of the leverage ratios determined on the last day of each of the six preceding calendar months and (2) at each December 31, required by the Credit Facility.

In the event Caterpillar or Cat Financial does not meet one or more of their respective financial covenants under the Credit Facility in the future (and are unable to obtain a consent or waiver), the syndicate of banks may terminate the commitments allocated to the party that does not meet its covenants. Additionally, in such event, certain of Cat Financial's other lenders under other loan agreements where similar financial covenants or cross default provisions are applicable, may, at their election, choose to pursue remedies under those loan agreements, including accelerating the repayment of outstanding borrowings. At December 31, 2013, there were no borrowings under the Credit Facility.

Our total credit commitments as of December 31, 2013 were:

(Millions of dollars)	December 31, 2013		
	Consolidated	Machinery and Power Systems	Financial Products
Credit lines available:			
Global credit facilities.....	\$ 10,000	\$ 2,750	\$ 7,250
Other external.....	4,508	229	4,279
Total credit lines available.....	14,508	2,979	11,529
Less: Commercial paper outstanding.....	(2,502)	—	(2,502)
Less: Utilized credit.....	(2,044)	(16)	(2,028)
Available credit.....	\$ 9,962	\$ 2,963	\$ 6,999

Other consolidated credit lines with banks as of December 31, 2013 totaled \$4.51 billion. These committed and uncommitted credit lines, which may be eligible for renewal at various future dates or have no specified expiration date, are used primarily by our subsidiaries for local funding requirements. Caterpillar or Cat Financial may guarantee subsidiary borrowings under these lines.

In the event that Caterpillar or Cat Financial, or any of their debt securities, experiences a credit rating downgrade, it would likely result in an increase in our borrowing costs and make access to certain credit markets more difficult. In the event economic conditions deteriorate such that access to debt markets becomes unavailable, our Machinery and Power Systems operations would rely on cash flow from operations, use of existing cash balances, borrowings from Cat Financial and access to our Credit Facility. Our Financial Products operations would rely on cash flow from its existing portfolio, existing cash balances, access to our Credit Facility and other credit line facilities of Cat Financial and potential borrowings from Caterpillar. In addition, we maintain a support agreement with Cat Financial, which requires Caterpillar to remain the sole owner of Cat Financial and may, under certain circumstances, require Caterpillar to make payments to Cat Financial should Cat Financial fail to maintain certain financial ratios.

### Machinery and Power Systems

Net cash provided by operating activities was \$8.96 billion in 2013, compared with \$4.20 billion in 2012. The increase was primarily due to favorable changes in inventory and accounts payable. Throughout 2013, inventory decreased significantly, whereas during 2012, there was an increase in inventory. In mid-2012, as order rates declined, we began lowering production schedules and incoming material purchases from suppliers around the world to bring inventory levels in line with expected demand. While production schedules began to decline in the second half of 2012, the most significant impacts on inventory occurred in the fourth quarter of 2012 and throughout 2013. We believe current inventory and production levels are reasonably aligned with anticipated demand. Changes in accounts payable had a slight positive impact on operating cash flow in 2013, whereas during the second half of 2012, a decline in material purchases to support inventory reduction, resulted in lower accounts payable. In addition, changes in receivables had a positive impact on operating cash flow, primarily due to lower sales in 2013. These favorable items were partially offset by lower profit.

Net cash used for investing activities in 2013 was \$3.14 billion compared with \$1.87 billion in 2012. The change was primarily due to lower cash proceeds from the sale of portions of the Bucyrus distribution business in 2013 as compared to 2012 and the absence of the sale of a majority interest in our third party logistics business during the third quarter of 2012. In addition, there was an increase in net loans to Cat Financial in 2013. Partially offsetting these items were lower capital expenditures in 2013 in response to lower sales.

Net cash used for financing activities in 2013 was \$4.51 billion compared with net cash used for financing activities of \$773 million in 2012. The change was primarily due to the repurchase of \$2 billion of Caterpillar stock as well as the net payment of long-term debt in 2013 as compared with the net issuance of long-term debt in 2012. These items were partially offset by the redemption of the remaining 33 percent interest of Cat Japan in the second quarter of 2012, and the accelerated payment of the fourth quarter 2012 dividend.

Our priorities for the use of cash are maintaining a strong financial position that helps maintain our credit rating, providing capital to support growth, appropriately funding employee benefit plans, paying dividends and repurchasing common stock.

**Strong financial position**—A key measure of Machinery and Power Systems' financial strength used by both management and our credit rating agencies is Machinery and Power Systems' debt-to-capital ratio. Debt-to-capital is defined as short-

term borrowings, long-term debt due within one year and long-term debt due after one year (debt) divided by the sum of debt and stockholders' equity. Debt also includes Machinery and Power Systems borrowings from Financial Products. The debt-to-capital ratio for Machinery and Power Systems was 29.7 percent at December 31, 2013, just below our target range of 30 to 45 percent. The Machinery and Power Systems' debt-to-capital ratio was 37.4 percent at December 31, 2012. The reduction in the debt-to-capital ratio was due to a reduction of debt during 2013 and an increase in equity, resulting from the year end pension and post-retirement benefit revaluation adjustment and 2013 profit, partially offset by the \$2 billion stock repurchase.

**Capital to support growth** — Capital expenditures during 2013 were \$2.61 billion, a decrease of \$830 million compared with 2012. The reduction in capital expenditures was in response to lower sales. We expect capital expenditures for 2014 will be slightly lower than 2013 capital expenditures.

**Appropriately funded employee benefit plans** — During 2013, we made contributions of \$541 million to our U.S. defined benefit pension plans and \$303 million to our non-U.S. pension plans. We made contributions of \$580 million to our U.S. defined benefit pension plans and \$446 million to our non-U.S. pension plans in 2012. We expect to make approximately \$510 million of required contributions in 2014. We believe we have adequate liquidity resources to fund both U.S. and non-U.S. pension plans.

**Paying dividends** — Dividends paid totaled \$1.11 billion in 2013, representing 52 cents per share paid in the second quarter and 60 cents per share in the third and fourth quarters. During the first quarter of 2013, there was no dividend payment, as it was accelerated into and paid in December 2012. Each quarter, our Board of Directors reviews the company's dividend for the applicable quarter. The Board evaluates the financial condition of the company and considers the economic outlook, corporate cash flow, the company's liquidity needs and the health and stability of global credit markets to determine whether to maintain or change the quarterly dividend.

**Common stock repurchases** — In February 2007, the Board of Directors authorized the repurchase of \$7.5 billion of Caterpillar stock, and in December 2011, the authorization was extended through December 2015. We repurchased \$1 billion in stock in both the second and third quarters of 2013. Through the end of 2013, we have repurchased \$5.8 billion of Caterpillar stock, leaving approximately \$1.7 billion in the authorization. Basic shares outstanding as of December 31, 2013 were 638 million.

In January 2014, we completed the current \$7.5 billion stock repurchase program as we entered into a definitive agreement with Citibank, N.A. to purchase shares of our common stock under an accelerated stock repurchase transaction (January ASR Agreement). Pursuant to the terms of the January ASR Agreement, we have agreed to repurchase approximately \$1.7 billion of our common stock from Citibank, N.A., with an immediate delivery of approximately 17.7 million shares. The final number of shares to be repurchased and the aggregate cost to Caterpillar will be based on Caterpillar's volume-weighted average stock price during the term of the transaction, which is expected to be completed in March 2014.

In addition, in January 2014, the Board authorized the repurchase of \$10 billion of Caterpillar stock, which will expire on December 31, 2018.

## **Financial Products**

Financial Products operating cash flow was \$1.28 billion in 2013, compared with \$1.26 billion in 2012. Net cash used for investing activities in 2013 was \$2.53 billion, compared with \$4.52 billion in 2012. The change was primarily due to less net cash used for finance receivables due to slower growth in Cat Financial's portfolio. Net cash provided by financing activities in 2013 was \$572 million, compared with \$4.30 billion in 2012. The change was primarily due to lower funding requirements for investing activities, the impact of net intercompany borrowings and the use of existing cash.



## Dividends paid per common share

Quarter	2013	2012	2011
First.....	\$ — <sup>1</sup>	\$ .460	\$ .440
Second.....	.520	.460	.440
Third.....	.600	.520	.460
Fourth.....	.600	1.040 <sup>1</sup>	.460
	<u>\$ 1.720</u>	<u>\$ 2.480</u>	<u>\$ 1.800</u>

<sup>1</sup> There were two dividend payments of \$0.52 per share in the fourth quarter of 2012 due to the acceleration of the fourth quarter dividend payment from January 2013 to December 2012.

## Contractual obligations

The company has committed cash outflow related to long-term debt, operating lease agreements, postretirement obligations, purchase obligations, interest on long-term debt and other long-term contractual obligations. Minimum payments for these obligations are:

(Millions of dollars)	2014	2015	2016	2017	2018	After 2018	Total
Long-term debt:							
Machinery and Power Systems (excluding capital leases).....	\$ 750	\$ 500	\$ 516	\$ 500	\$ 899	\$ 5,487	\$ 8,652
Machinery and Power Systems-capital leases.....	10	14	22	7	7	47	107
Financial Products.....	6,592	6,446	4,796	2,747	2,350	2,381	25,312
Total long-term debt.....	7,352	6,960	5,334	3,254	3,256	7,915	34,071
Operating leases.....	244	180	133	99	74	229	959
Postretirement obligations <sup>1</sup> .....	700	1,070	1,030	1,040	700	3,000	7,540
Purchase obligations:							
Accounts payable <sup>2</sup> .....	6,560	—	—	—	—	—	6,560
Purchase orders <sup>3</sup> .....	7,473	2	1	—	—	—	7,476
Other contractual obligations <sup>4</sup> .....	427	401	328	190	189	33	1,568
Total purchase obligations.....	14,460	403	329	190	189	33	15,604
Interest on long-term debt <sup>5</sup> .....	968	803	729	621	550	5,810	9,481
Other long-term obligations <sup>6</sup> .....	267	180	113	83	64	275	982
Total contractual obligations.....	<u>\$ 23,991</u>	<u>\$ 9,596</u>	<u>\$ 7,668</u>	<u>\$ 5,287</u>	<u>\$ 4,833</u>	<u>\$ 17,262</u>	<u>\$ 68,637</u>

<sup>1</sup> Amounts represent expected contributions to our pension and other postretirement benefit plans through 2023, offset by expected Medicare Part D subsidy receipts.

<sup>2</sup> Amount represents invoices received and recorded as liabilities in 2013, but scheduled for payment in 2014. These represent short-term obligations made in the ordinary course of business.

<sup>3</sup> Amount represents contractual obligations for material and services on order at December 31, 2013 but not yet delivered. These represent short-term obligations made in the ordinary course of business.

<sup>4</sup> Amounts represent long-term commitments entered into with key suppliers for minimum purchases quantities.

<sup>5</sup> Amounts represent estimated contractual interest payments on long-term debt, including capital lease interest payments.

<sup>6</sup> Amounts represent contractual obligations primarily related to logistics services agreements with the third party logistics business in which Caterpillar sold a majority interest in during 2012, software license contracts, IT consulting contracts and outsourcing contracts for benefit plan administration and software system support.

The total amount of gross unrecognized tax benefits for uncertain tax positions, including positions impacting only the timing of tax benefits, was \$759 million at December 31, 2013. Payment of these obligations would result from settlements with taxing authorities. Due to the difficulty in determining the timing of settlements, these obligations are not included in the table above. We do not expect to make a tax payment related to these obligations within the next year that would significantly impact liquidity.

## **CRITICAL ACCOUNTING POLICIES**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect reported amounts. The more significant estimates include: residual values for leased assets, fair values for goodwill impairment tests, impairment of available-for-sale securities, warranty liability, stock-based compensation, reserves for product liability and insurance losses, postretirement benefits, post-sale discounts, credit losses and income taxes. We have incorporated many years of data into the determination of each of these estimates and we have not historically experienced significant adjustments. These assumptions are reviewed at least annually with the Audit Committee of the Board of Directors. Following are the methods and assumptions used in determining our estimates and an indication of the risks inherent in each.

**Residual values for leased assets** – The residual values for Cat Financial’s leased assets, which are based upon the estimated wholesale market value of leased equipment at the time of the expiration of the lease, are based on a careful analysis of historical wholesale market sales prices, projected forward on a level trend line without consideration for inflation or possible future pricing action. At the inception of the lease, residual values are derived from consideration of the following critical factors: market size and demand, any known significant market/product trends, total expected hours of usage, machine configuration, application, location, model changes, quantities and past re-marketing experience, third-party residual guarantees and contractual customer purchase options. Many of these factors are gathered in an application survey that is completed prior to quotation. The lease agreement also clearly defines applicable return conditions and remedies for non-compliance, to ensure that the leased equipment will be in good operating condition upon return. Model changes and updates, as well as market strength and product acceptance, are monitored and adjustments are made to residual values in accordance with the significance of any such changes. Remarketing sales staff works closely with customers and dealers to manage the sale of lease returns and the recovery of residual exposure.

During the term of the leases, residual amounts are monitored. If estimated market values reflect a non-temporary impairment due to economic factors, obsolescence or other adverse circumstances, the residuals are adjusted to the lower estimated values by a charge to earnings. For equipment on operating leases, the charge is recognized through depreciation expense. For finance leases, it is recognized through a reduction of finance revenue.

**Fair values for goodwill impairment tests** – We test goodwill for impairment annually, at the reporting unit level, and whenever events or circumstances make it likely that an impairment may have occurred, such as a significant adverse change in the business climate or a decision to sell all or a portion of a reporting unit. We perform our annual goodwill impairment test as of October 1 and monitor for interim triggering events on an ongoing basis.

Goodwill is reviewed for impairment utilizing a qualitative assessment or a two-step process. We have an option to make a qualitative assessment of a reporting unit's goodwill for impairment. If we choose to perform a qualitative assessment and determine the fair value more likely than not exceeds the carrying value, no further evaluation is necessary. For reporting units where we perform the two-step process, the first step requires us to compare the fair value of each reporting unit, which we primarily determine using an income approach based on the present value of discounted cash flows, to the respective carrying value, which includes goodwill. If the fair value of the reporting unit exceeds its carrying value, the goodwill is not considered impaired. If the carrying value is higher than the fair value, there is an indication that an impairment may exist and the second step is required. In step two, the implied fair value of goodwill is calculated as the excess of the fair value of a reporting unit over the fair values assigned to its assets and liabilities. If the implied fair value of goodwill is less than the carrying value of the reporting unit's goodwill, the difference is recognized as an impairment loss.

The impairment test process requires valuation of the respective reporting unit, which we primarily determine using an income approach based on a discounted five year forecasted cash flow with a year-five residual value. The residual value is computed using the constant growth method, which values the forecasted cash flows in perpetuity. The income approach is supported by a reconciliation of our calculated fair value for Caterpillar to the company's market capitalization. The assumptions about future cash flows and growth rates are based on each reporting unit's long-term forecast and are subject to review and approval by senior management. The discount rate is a risk-adjusted weighted average cost of capital, which we believe approximates the rate from a market participant's perspective. The estimated fair value could be impacted by changes in market conditions, interest rates, growth rates, tax rates, costs, pricing and capital expenditures.

Annual impairment tests, completed in the fourth quarter of 2013 and 2011, indicated the fair value of each reporting unit was substantially above its respective carrying value, including Goodwill. Caterpillar's market capitalization has remained significantly above the net book value of the Company.

The 2012 impairment test, completed in the fourth quarter, indicated the fair value of each of our reporting units was above its respective carrying value, including goodwill, with the exception of our Siwei reporting unit. The Siwei impairment test was performed as of November 30 after it came to our attention in the month of November that Siwei had engaged in accounting misconduct prior to Caterpillar's acquisition of Siwei in mid-2012. The accounting misconduct included inappropriate accounting practices involving improper cost allocation that resulted in overstated profit and improper revenue recognition practices involving early and, at times unsupported, revenue recognition. We determined the carrying value of Siwei exceeded its fair value at the measurement date, requiring step two in the impairment test process. We assigned the fair value to the reporting unit's assets and liabilities and determined the implied fair value of goodwill was substantially below the carrying value of the reporting unit's goodwill. Accordingly, we recognized a \$580 million goodwill impairment charge, which resulted in goodwill of \$45 million remaining for Siwei as of December 31, 2012. The goodwill impairment was a result of changes in the assumptions used to determine the fair value resulting from the accounting misconduct that occurred before the acquisition. There was no tax benefit associated with this impairment charge. The Siwei goodwill impairment charge is reported in the Resource Industries segment.

A prolonged economic downturn resulting in lower long-term growth rates and reduced long-term profitability may reduce the fair value of our reporting units. Industry specific events or circumstances that have a negative impact to the valuation assumptions may also reduce the fair value of our reporting units. Should such events occur and it becomes more likely than not that a reporting unit's fair value has fallen below its carrying value, we will perform an interim goodwill impairment test(s), in addition to the annual impairment test. Future impairment tests may result in a goodwill impairment, depending on the outcome of both step one and step two of the impairment review process. A goodwill impairment would be reported as a non-cash charge to earnings.

**Impairment of available-for-sale securities** – Available-for-sale securities, primarily at Insurance Services, are reviewed at least quarterly to identify fair values below cost which may indicate that a security is impaired and should be written down to fair value.

For debt securities, once a security's fair value is below cost we utilize data gathered by investment managers, external sources and internal research to monitor the performance of the security to determine whether an other-than-temporary impairment has occurred. These reviews, which include an analysis of whether it is more likely than not that we will be required to sell the security before its anticipated recovery, consist of both quantitative and qualitative analysis and require a degree of management judgment. Securities in a loss position are monitored and assessed at least quarterly based on severity and timing of loss and may be deemed other-than-temporarily impaired at any time. Once a security's fair value has been 20 percent or more below its original cost for six consecutive months, the security will be other-than-temporarily impaired unless there are sufficient facts and circumstances supporting otherwise.

For equity securities in a loss position, determining whether a security is other-than-temporarily impaired requires an analysis of that security's historical sector return as well as the volatility of that return. This information is utilized to estimate a security's future fair value and to assess whether the security has the ability to recover to its original cost over a reasonable period of time. Both historical annualized sector returns and the volatility of those returns are considered over a two year period to arrive at these estimates.

For both debt and equity securities, qualitative factors are also considered in determining whether a security is other-than-temporarily impaired. These include reviews of the following: significant changes in the regulatory, economic or technological environment of the investee, significant changes in the general market condition of either the geographic area or the industry in which the investee operates, and length of time and the extent to which the fair value has been less than cost. These qualitative factors are subjective and require a degree of management judgment.

**Warranty liability** – At the time a sale is recognized, we record estimated future warranty costs. The warranty liability is determined by applying historical claim rate experience to the current field population and dealer inventory. Generally, historical claim rates are based on actual warranty experience for each product by machine model/engine size by customer or dealer location (inside or outside North America). Specific rates are developed for each product shipment month and are updated monthly based on actual warranty claim experience. Warranty costs may differ from those estimated if actual claim rates are higher or lower than our historical rates.

**Stock-based compensation** – We use a lattice-based option-pricing model to calculate the fair value of our stock options and SARs. The calculation of the fair value of the awards using the lattice-based option-pricing model is affected by our stock price on the date of grant as well as assumptions regarding the following:

- Volatility is a measure of the amount by which the stock price is expected to fluctuate each year during the expected term of the award and is based on historical Caterpillar stock price movement and current implied volatilities from traded options on Caterpillar stock. The implied volatilities from traded options are impacted by changes in market conditions. An increase in the volatility would result in an increase in our expense.

- The expected term represents the period of time that awards granted are expected to be outstanding and is an output of the lattice-based option-pricing model. In determining the expected term of the award, future exercise and forfeiture patterns are estimated from Caterpillar employee historical exercise behavior. These patterns are also affected by the vesting conditions of the award. Changes in the future exercise behavior of employees or in the vesting period of the award could result in a change in the expected term. An increase in the expected term would result in an increase to our expense.
- The weighted-average dividend yield is based on Caterpillar's historical dividend yields. As holders of stock-based awards do not receive dividend payments, this could result in employees retaining the award for a longer period of time if dividend yields decrease or exercising the award sooner if dividend yields increase. A decrease in the dividend yield would result in an increase in our expense.
- The risk-free interest rate is based on the U.S. Treasury yield curve in effect at time of grant. As the risk-free interest rate increases, the expected term increases, resulting in an increase in our expense.

The fair value of our RSUs is determined by reducing the stock price on the date of grant by the present value of the estimated dividends to be paid during the vesting period. The estimated dividends are based on Caterpillar's weighted-average dividend yields. A decrease in the dividend yield would result in an increase in our expense.

Stock-based compensation expense recognized during the period is based on the value of the number of awards that are expected to vest. In determining the stock-based compensation expense to be recognized, a forfeiture rate is applied to the fair value of the award. This rate represents the number of awards that are expected to be forfeited prior to vesting and is based on Caterpillar employee historical behavior. Changes in the future behavior of employees could impact this rate. A decrease in this rate would result in an increase in our expense.

**Product liability and insurance loss reserve** – We determine these reserves based upon reported claims in process of settlement and actuarial estimates for losses incurred but not reported. Loss reserves, including incurred but not reported reserves, are based on estimates and ultimate settlements may vary significantly from such estimates due to increased claims frequency or severity over historical levels.

**Postretirement benefits** – Primary actuarial assumptions were determined as follows:

- The U.S. expected long-term rate of return on plan assets is based on our estimate of long-term passive returns for equities and fixed income securities weighted by the allocation of our plan assets. Based on historical performance, we increase the passive returns due to our active management of the plan assets. A similar process is used to determine the rate for our non-U.S. pension plans. This rate is impacted by changes in general market conditions, but because it represents a long-term rate, it is not significantly impacted by short-term market swings. Changes in our allocation of plan assets would also impact this rate. For example, a shift to more fixed income securities would lower the rate. A decrease in the rate would increase our expense.
- The assumed discount rate is used to discount future benefit obligations back to today's dollars. The U.S. discount rate is based on a benefit cash flow-matching approach and represents the rate at which our benefit obligations could effectively be settled as of our measurement date, December 31. The benefit cash flow-matching approach involves analyzing Caterpillar's projected cash flows against a high quality bond yield curve, calculated using a wide population of corporate Aa bonds available on the measurement date. The very highest and lowest yielding bonds (top and bottom 10 percent) are excluded from the analysis. A similar approach is used to determine the assumed discount rate for our most significant non-U.S. plans. This rate is sensitive to changes in interest rates. A decrease in the discount rate would increase our obligation and future expense.
- The expected rate of compensation increase is used to develop benefit obligations using projected pay at retirement. It represents average long-term salary increases. This rate is influenced by our long-term compensation policies. An increase in the rate would increase our obligation and expense.
- The assumed health care trend rate represents the rate at which health care costs are assumed to increase and is based on historical and expected experience. Changes in our projections of future health care costs due to general economic conditions and those specific to health care (e.g., technology driven cost changes) will impact this trend rate. An increase in the trend rate would increase our obligation and expense.

The effects of actual results differing from our assumptions and the effects of changing assumptions are considered actuarial gains or losses. Actuarial gains or losses are recorded in Accumulated other comprehensive income (loss). When the unamortized actuarial gains or losses for an individual plan exceed 10 percent of the higher of the projected benefit obligation or 10 percent of market-related value of plans assets at the beginning of the year, the excess is amortized as a component of net periodic benefit cost using the straight-line method. The amortization period is generally the average remaining service period of active employees

expected to receive benefits from the plan. For plans in which all or almost all of the plan's participants are inactive, actuarial gains or losses are amortized over the remaining life expectancy of the inactive participants.

**Post-sale discount reserve** – We provide discounts to dealers through merchandising programs. We have numerous programs that are designed to promote the sale of our products. The most common dealer programs provide a discount when the dealer sells a product to a targeted end user. The amount of accrued post-sale discounts was \$1,132 million, \$1,066 million and \$937 million as of December 31, 2013, 2012 and 2011, respectively. The reserve represents discounts that we expect to pay on previously sold units and is reviewed at least quarterly. The reserve is adjusted if discounts paid differ from those estimated. Historically, those adjustments have not been material.

**Credit loss reserve** – The allowance for credit losses is an estimate of the losses inherent in our finance receivable portfolio and includes consideration of accounts that have been individually identified as impaired, as well as pools of finance receivables where it is probable that certain receivables in the pool are impaired but the individual accounts cannot yet be identified. In identifying and measuring impairment, management takes into consideration past loss experience, known and inherent risks in the portfolio, adverse situations that may affect the borrower's ability to repay, estimated value of underlying collateral and current economic conditions. In estimating probable credit losses, we review accounts that are past due, non-performing, in bankruptcy or otherwise identified as at-risk for potential credit loss including accounts which have been modified. Accounts are identified as at-risk for potential credit loss using information available about the customer, such as financial statements, news reports and published credit ratings, as well as general information regarding industry trends and the economic environment in which our customers operate.

The allowance for credit losses attributable to specific accounts is based on the most probable source of repayment, which is normally the liquidation of collateral. In determining collateral value, we estimate the current fair market value of the collateral less selling costs. We also consider credit enhancements such as additional collateral and contractual third-party guarantees. The allowance for credit losses attributable to the remaining accounts not yet individually identified as impaired is estimated utilizing probabilities of default and the estimated loss given default. In addition, qualitative factors not able to be fully captured in previous analysis including industry trends, macroeconomic factors and model imprecision are considered in the evaluation of the adequacy of the allowance for credit losses. These qualitative factors are subjective and require a degree of management judgment.

While management believes it has exercised prudent judgment and applied reasonable assumptions, there can be no assurance that in the future, changes in economic conditions or other factors would not cause changes in the financial health of our customers. If the financial health of our customers deteriorates, the timing and level of payments received could be impacted and therefore, could result in a change to our estimated losses.

**Income taxes** – We are subject to the income tax laws of the many jurisdictions in which we operate. These tax laws are complex, and the manner in which they apply to our facts is sometimes open to interpretation. In establishing the provision for income taxes, we must make judgments about the application of these inherently complex tax laws.

Despite our belief that our tax return positions are consistent with applicable tax laws, we believe that taxing authorities could challenge certain positions. Settlement of any challenge can result in no change, a complete disallowance, or some partial adjustment reached through negotiations or litigation. We record tax benefits for uncertain tax positions based upon management's evaluation of the information available at the reporting date. To be recognized in the financial statements, a tax benefit must be at least more likely than not of being sustained based on technical merits. The benefit for positions meeting the recognition threshold is measured as the largest benefit more likely than not of being realized upon ultimate settlement with a taxing authority that has full knowledge of all relevant information. Significant judgment is required in making these determinations and adjustments to unrecognized tax benefits may be necessary to reflect actual taxes payable upon settlement. Adjustments related to positions impacting the effective tax rate affect the provision for income taxes. Adjustments related to positions impacting the timing of deductions impact deferred tax assets and liabilities.

Our income tax positions and analysis are based on currently enacted tax law. Future changes in tax law could significantly impact the provision for income taxes, the amount of taxes payable, and the deferred tax asset and liability balances. Deferred tax assets generally represent tax benefits for tax deductions or credits available in future tax returns. Certain estimates and assumptions are required to determine whether it is more likely than not that all or some portion of the benefit of a deferred tax asset will not be realized. In making this assessment, management analyzes and estimates the impact of future taxable income, reversing temporary differences and available prudent and feasible tax planning strategies. Should a change in facts or circumstances lead to a change in judgment about the ultimate realizability of a deferred tax asset, we record or adjust the related valuation allowance in the period that the change in facts and circumstances occurs, along with a corresponding increase or decrease in the provision for income taxes.

A provision for U.S. income taxes has not been recorded on undistributed profits of our non-U.S. subsidiaries that we have determined to be indefinitely reinvested outside the U.S. If management intentions or U.S. tax law changes in the future, there may be a significant negative impact on the provision for income taxes to record an incremental tax liability in the period the change occurs. A deferred tax asset is recognized only if we have definite plans to generate a U.S. tax benefit by repatriating earnings in the foreseeable future.

## **GLOBAL WORKFORCE**

Caterpillar worldwide full-time employment was 118,501 at the end of 2013 compared with 125,341 at the end of 2012, a decrease of 6,840 full-time employees. The flexible workforce decreased 2,863 for a total decrease in the global workforce of 9,703. The decrease was primarily the result of restructuring programs and lower production volumes.

<b>Full-Time Employees at Year-End</b>			
	<b>2013</b>	<b>2012</b>	<b>2011</b>
Inside U.S. ....	<b>51,877</b>	54,558	53,236
Outside U.S. ....	<b>66,624</b>	70,783	71,863
Total.....	<b>118,501</b>	125,341	125,099
By Region:			
North America.....	<b>52,519</b>	55,372	54,880
EAME.....	<b>24,927</b>	25,611	28,778
Latin America.....	<b>15,385</b>	16,441	19,111
Asia/Pacific.....	<b>25,670</b>	27,917	22,330
Total.....	<b>118,501</b>	125,341	125,099

## **OTHER MATTERS**

### **ENVIRONMENTAL AND LEGAL MATTERS**

The company is regulated by federal, state and international environmental laws governing our use, transport and disposal of substances and control of emissions. In addition to governing our manufacturing and other operations, these laws often impact the development of our products, including, but not limited to, required compliance with air emissions standards applicable to internal combustion engines. We have made, and will continue to make, significant research and development and capital expenditures to comply with these emissions standards.

We are engaged in remedial activities at a number of locations, often with other companies, pursuant to federal and state laws. When it is probable we will pay remedial costs at a site, and those costs can be reasonably estimated, the investigation, remediation, and operating and maintenance costs are accrued against our earnings. Costs are accrued based on consideration of currently available data and information with respect to each individual site, including available technologies, current applicable laws and regulations, and prior remediation experience. Where no amount within a range of estimates is more likely, we accrue the minimum. Where multiple potentially responsible parties are involved, we consider our proportionate share of the probable costs. In formulating the estimate of probable costs, we do not consider amounts expected to be recovered from insurance companies or others. We reassess these accrued amounts on a quarterly basis. The amount recorded for environmental remediation is not material and is included in Accrued expenses in Statement 3. There is no more than a remote chance that a material amount for remedial activities at any individual site, or at all the sites in the aggregate, will be required.

On October 24, 2013, Progress Rail Services Corporation (Progress Rail), a wholly-owned indirect subsidiary of Caterpillar Inc., received a grand jury subpoena from the U.S. District Court for the Central District of California. The subpoena requests documents and information from Progress Rail, United Industries Corporation, a wholly-owned subsidiary of Progress Rail, and Caterpillar Inc. relating to allegations that Progress Rail conducted improper or unnecessary railcar inspections and repairs and improperly disposed of parts, equipment, tools and other items. In connection with this subpoena, Progress Rail was informed by the U.S. Attorney for the Central District of California that it is a target of a criminal investigation into potential violations of environmental laws and alleged improper business practices. The Company is cooperating with the authorities. The Company is unable to predict the outcome or reasonably estimate the potential loss; however, we currently believe that this matter will not have a material adverse effect on the Company's consolidated results of operation, financial position or liquidity.

Beginning in September 2010, the company filed a series of legal claims to collect policy proceeds from a third party insurance company to recover amounts paid for covered asbestos defense and settlement costs for occurrences between 1962 and 1981. In the fourth quarter of 2013, the company reached final settlement with the third party insurance company. As a result, a gain of \$68 million was recognized in Other operating (income) expense in Statement 1.

In addition, we are involved in other unresolved legal actions that arise in the normal course of business. The most prevalent of these unresolved actions involve disputes related to product design, manufacture and performance liability (including claimed asbestos and welding fumes exposure), contracts, employment issues, environmental matters or intellectual property rights. The aggregate range of reasonably possible losses in excess of accrued liabilities, if any, associated with these unresolved legal actions is not material. In some cases, we cannot reasonably estimate a range of loss because there is insufficient information regarding the matter. However, there is no more than a remote chance that any liability arising from these matters would be material. Although it is not possible to predict with certainty the outcome of these unresolved legal actions, we believe that these actions will not individually or in the aggregate have a material adverse effect on our consolidated results of operations, financial position or liquidity.

## **RETIREMENT BENEFITS**

We recognized pension expense of \$732 million in 2013 as compared to \$723 million in 2012. The increase in expense was primarily due to higher amortization of net actuarial losses mostly due to lower discount rates at the end of 2012 and a \$31 million charge to recognize a previously unrecorded liability related to a subsidiary's pension plans. The increase in expense was partially offset by lower interest costs, higher expected return on plan assets due to higher asset levels, \$10 million of contractual termination benefits related to the closure of the Electro-Motive Diesel facility (discussed below) recognized in 2012 and \$7 million of curtailment expense due to changes in our hourly U.S. pension plan (discussed below) and \$7 million of settlement losses due to the disposal of the third party logistics business recognized in 2012. Accounting guidance on retirement benefits requires companies to discount future benefit obligations back to today's dollars using a discount rate that is based on high-quality fixed income investments. A decrease in the discount rate increases the pension benefit obligation, while an increase in the discount rate decreases the pension benefit obligation. This increase or decrease in the pension benefit obligation is recognized in Accumulated other comprehensive income (loss) and subsequently amortized into earnings as an actuarial gain or loss. The guidance also requires companies to use an expected long-term rate of return on plan assets for computing current year pension expense. Differences between the actual and expected returns are also recognized in Accumulated other comprehensive income (loss) and subsequently amortized into earnings as actuarial gains and losses. At the end of 2013, total actuarial losses recognized in Accumulated other comprehensive income (loss) for pension plans were \$5.77 billion, as compared to \$9.19 billion in 2012. The majority of the actuarial losses are due to changes in discount rates, losses from other demographic and economic assumptions over the past several years and plan asset losses. The decrease from 2012 to 2013 was primarily the result of an increase in discount rates, current year asset gains and amortization of net actuarial losses into earnings during 2013.

In 2013, we recognized other postretirement benefit expense of \$261 million compared to \$244 million in 2012. The increase in expense was primarily the result of the absence of \$40 million of curtailment gains recognized in 2012, of which \$37 million is related to the closure of the Electro-Motive Diesel facility discussed below. This was partially offset by a decrease in expense related to a \$22 million adjustment for certain other benefits in 2013. At the end of 2013 total actuarial losses recognized in Accumulated other comprehensive income (loss) for other postretirement benefit plans were \$0.66 billion as compared to \$1.53 billion in 2012. These losses mainly reflect the impact of discount rates, changes in our health care trend assumption, and plan asset losses, partially offset by gains from lower than expected health care costs. The decrease from 2012 to 2013 was primarily the result of an increase in discount rates, gains from lower than expected health care costs, current year asset gains and amortization of net actuarial losses into earnings during 2013.

Actuarial losses for both pensions and other postretirement benefits will be impacted in future periods by actual asset returns, actual health care inflation, discount rate changes, actual demographic experience and other factors that impact these expenses. These losses, reported in Accumulated other comprehensive income (loss), will generally be amortized as a component of net periodic benefit cost on a straight-line basis over the average remaining service period of active employees expected to receive benefits from the plan. For plans in which all or almost all of the plan's participants are inactive, actuarial losses are amortized using the straight-line method over the remaining life expectancy of the inactive participants. At the end of 2013, the average remaining service period of active employees or life expectancy for inactive participants was 10 years for our U.S. pension plans, 13 years for non-U.S. pension plans and 9 years for other postretirement benefit plans. We expect our amortization of net actuarial losses to decrease approximately \$260 million in 2014 as compared to 2013, primarily due to an increase in discount rates during 2013 and plan asset gains during 2013. We expect our total pension and other postretirement benefits expense to decrease approximately \$300 million in 2014 which is primarily due to a decrease in amortization of net actuarial losses.

In February 2012, we announced the closure of the Electro-Motive Diesel facility located in London, Ontario. As a result of the closure, we recognized a \$37 million other postretirement benefits curtailment gain. This excludes a \$21 million loss of a third-party receivable for other postretirement benefits that was eliminated due to the closure. In addition, a \$10 million contractual termination benefit expense was recognized related to statutory pension benefits required to be paid to certain affected employees. As a result, a net gain of \$6 million related to the facility closure was recognized in Other operating (income) expenses.

In August 2012, we announced changes to our U.S. hourly pension plan, which impacted certain hourly employees. For the impacted employees, pension benefit accruals were frozen on January 1, 2013 or will freeze January 1, 2016, at which time employees will become eligible for various provisions of company sponsored 401(k) plans including a matching contribution and an annual employer contribution. The plan changes resulted in a curtailment and required a remeasurement as of August 31, 2012. The curtailment and the remeasurement resulted in a net increase in our Liability for postemployment benefits of \$243 million and a net loss of \$153 million, net of tax, recognized in Accumulated other comprehensive income (loss). The increase in the liability was primarily due to a decline in the discount rate. Also, the curtailment resulted in expense of \$7 million which was recognized in Other operating (income) expenses.

For our U.S. pension plans, our year-end 2013 asset allocation was 61 percent equity securities, 34 percent fixed income securities and 5 percent other. Our current U.S. pension target asset allocations are 60 percent equity and 40 percent fixed income. Our strategy includes further aligning our investments to our liabilities, while reducing risk in our portfolio. Target allocation policies will be revisited periodically to ensure they reflect the overall objectives of the fund. The U.S. plans are rebalanced to plus or minus 5 percentage points of the target asset allocation ranges on a monthly basis.

The year-end 2013 asset allocation for our non-U.S. pension plans was 53 percent equity securities, 37 percent fixed income securities, 6 percent real estate and 4 percent other. The 2013 target allocation for our non-U.S. pension plans is 59 percent equity securities, 32 percent fixed income securities, 7 percent real estate and 2 percent other. Our target asset allocations reflect our investment strategy of maximizing the rate of return on plan assets and the resulting funded status, within an appropriate level of risk. The frequency of rebalancing for the non-U.S. plans varies depending on the plan.

The use of certain derivative instruments is permitted where appropriate and necessary for achieving overall investment policy objectives. The plans do not engage in derivative contracts for speculative purposes.

During 2013, we made contributions of \$541 million to our U.S. defined benefit pension plans and \$303 million to our non-U.S. pension plans. We made contributions of \$580 million to our U.S. defined benefit pension plans and \$446 million to our non-U.S. pension plans in 2012. We expect to make approximately \$510 million of required contributions in 2014. We believe we have adequate liquidity resources to fund both U.S. and non-U.S. pension plans.

Actuarial assumptions have a significant impact on both pension and other postretirement benefit expenses. The effects of a one percentage point change in our primary actuarial assumptions on 2013 benefit costs and year-end obligations are included in the table below.



## Postretirement Benefit Plan Actuarial Assumptions Sensitivity

Following are the effects of a one percentage-point change in our primary pension and other postretirement benefit actuarial assumptions (included in the following table) on 2013 pension and other postretirement benefits costs and obligations:

(Millions of dollars)	2013 Benefit Cost		Year-end Benefit Obligation	
	One percentage-point increase	One percentage-point decrease	One percentage-point increase	One percentage-point decrease
Pension benefits:				
Assumed discount rate .....	\$ (201)	\$ 191	\$ (2,137)	\$ 2,630
Expected rate of compensation increase .....	42	(53)	225	(211)
Expected long-term rate of return on plan assets.....	(142)	142	—	—
Other postretirement benefits:				
Assumed discount rate .....	(46)	51	(482)	542
Expected rate of compensation increase .....	—	—	1	(1)
Expected long-term rate of return on plan assets.....	(7)	7	—	—
Assumed health care cost trend rate.....	55	(46)	274	(230)

### Primary Actuarial Assumptions

	U.S. Pension Benefits			Non-U.S. Pension Benefits			Other Postretirement Benefits		
	2013	2012	2011	2013	2012	2011	2013	2012	2011
<b>Weighted-average assumptions used to determine benefit obligations, end of year:</b>									
Discount rate .....	4.6%	3.7%	4.3%	4.1%	3.7%	4.3%	4.6%	3.7%	4.3%
Rate of compensation increase.....	4.0%	4.5%	4.5%	4.2%	3.9%	3.9%	4.0%	4.4%	4.4%
<b>Weighted-average assumptions used to determine net cost:</b>									
Discount rate .....	3.7%	4.3%	5.1%	3.7%	4.3%	4.6%	3.7%	4.3%	5.0%
Expected rate of return on plan assets.....	7.8%	8.0%	8.5%	6.8%	7.1%	7.1%	7.8%	8.0%	8.5%
Rate of compensation increase.....	4.5%	4.5%	4.5%	3.9%	3.9%	4.1%	4.4%	4.4%	4.4%
<b>Health care cost trend rates at year-end:</b>									
Health care trend rate assumed for next year.....							6.6%	7.1%	7.4%
Rate that the cost trend rate gradually declines to .....							5.0%	5.0%	5.0%
Year that the cost trend rate reaches ultimate rate.....							2019	2019	2019

## SENSITIVITY

### Foreign Exchange Rate Sensitivity

Machinery and Power Systems use foreign currency forward and option contracts to manage unmatched foreign currency cash inflow and outflow. Our objective is to minimize the risk of exchange rate movements that would reduce the U.S. dollar value of our foreign currency cash flow. Our policy allows for managing anticipated foreign currency cash flow for up to five years. Based on the anticipated and firmly committed cash inflow and outflow for our Machinery and Power Systems operations for the next 12 months and the foreign currency derivative instruments in place at year-end, a hypothetical 10 percent weakening of the U.S. dollar relative to all other currencies would adversely affect our expected 2014 cash flow for our Machinery and Power Systems operations by approximately \$361 million. Last year similar assumptions and calculations yielded a potential \$526 million adverse impact on 2013 cash flow. We determine our net exposures by calculating the difference in cash inflow and outflow by currency

and adding or subtracting outstanding foreign currency derivative instruments. We multiply these net amounts by 10 percent to determine the sensitivity.

Since our policy for Financial Products operations is to hedge the foreign exchange risk when the currency of our debt portfolio does not match the currency of our receivable portfolio, a 10 percent change in the value of the U.S. dollar relative to all other currencies would not have a material effect on our consolidated financial position, results of operations or cash flow. Neither our policy nor the effect of a 10 percent change in the value of the U.S. dollar has changed from that reported at the end of last year.

The effect of the hypothetical change in exchange rates ignores the effect this movement may have on other variables, including competitive risk. If it were possible to quantify this competitive impact, the results would probably be different from the sensitivity effects shown above. In addition, it is unlikely that all currencies would uniformly strengthen or weaken relative to the U.S. dollar. In reality, some currencies may weaken while others may strengthen. Our primary exposure (excluding competitive risk) is to exchange rate movements in the euro, Japanese yen, British pound and Australian dollar.

### **Interest Rate Sensitivity**

For our Machinery and Power Systems operations, we have the option to use interest rate swaps to lower the cost of borrowed funds by attaching fixed-to-floating interest rate swaps to fixed-rate debt, and by entering into forward rate agreements on future debt issuances. A hypothetical 100 basis point adverse move in interest rates along the entire interest rate yield curve would have a minimal impact to 2014 pre-tax earnings of Machinery and Power Systems. Last year, similar assumptions and calculations yielded a potential \$14 million adverse impact on 2013 pre-tax earnings. This effect is caused by the interest rate fluctuations on our short-term debt and forward and fixed-to-floating interest rate swaps.

For our Financial Products operations, we use interest rate derivative instruments primarily to meet our match-funding objectives and strategies. We have a match-funding policy whereby the interest rate profile (fixed or floating rate) of our debt portfolio is matched to the interest rate profile of our earning asset portfolio (finance receivables and operating leases) within certain parameters. In connection with that policy, we use interest rate swap agreements to modify the debt structure. Match funding assists us in maintaining our interest rate spreads, regardless of the direction interest rates move.

In order to properly manage sensitivity to changes in interest rates, Financial Products measures the potential impact of different interest rate assumptions on pre-tax earnings. All on-balance sheet positions, including derivative financial instruments, are included in the analysis. The primary assumptions included in the analysis are that there are no new fixed rate assets or liabilities, the proportion of fixed rate debt to fixed rate assets remains unchanged and the level of floating rate assets and debt remain constant. An analysis of the December 31, 2013 balance sheet, using these assumptions, estimates the impact of a 100 basis point immediate and sustained adverse change in interest rates to have a minimal impact on pre-tax earnings. Last year, similar assumptions and calculations yielded a minimal impact to 2013 pre-tax earnings.

This analysis does not necessarily represent our current outlook of future market interest rate movement, nor does it consider any actions management could undertake in response to changes in interest rates. Accordingly, no assurance can be given that actual results would be consistent with the results of our estimate.

### **NON-GAAP FINANCIAL MEASURES**

The following definitions are provided for “non-GAAP financial measures” in connection with Item 10(e) of Regulation S-K issued by the Securities and Exchange Commission. 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.

### **Supplemental Consolidating Data**

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

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

**Machinery and Power Systems** – The Machinery and Power Systems data contained in the schedules on pages A-144 to A-146 are “non-GAAP financial measures” as defined by the Securities and Exchange Commission in Regulation G. These non-GAAP financial measures have no standardized meaning prescribed by U.S. GAAP, and therefore, are unlikely to be comparable with 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. Caterpillar defines Machinery and Power Systems as it is presented in the

supplemental data as Caterpillar Inc. and its subsidiaries with Financial Products accounted for on the equity basis. Machinery and Power Systems information relates to our design, manufacturing, marketing and parts distribution operations. Financial Products information relates to the financing to customers and dealers for the purchase and lease of Caterpillar and other equipment. The nature of these businesses is different, especially with regard to the financial position and cash flow items. Caterpillar management utilizes this presentation internally to highlight these differences. We also believe this presentation will assist readers in understanding our business.

**Financial Products** – primarily our finance and insurance subsidiaries, Cat Financial and Insurance Services.

**Consolidating Adjustments** – eliminations of transactions between Machinery and Power Systems and Financial Products. Pages A-144 to A-146 reconcile Machinery and Power Systems with Financial Products on the equity basis to Caterpillar Inc. consolidated financial information.

**Supplemental Data for Results of Operations**  
**For The Years Ended December 31**

(Millions of dollars)	Supplemental consolidating data											
	Consolidated			Machinery & Power Systems <sup>1</sup>			Financial Products			Consolidating Adjustments		
	2013	2012	2011	2013	2012	2011	2013	2012	2011	2013	2012	2011
<b>Sales and revenues:</b>												
Sales of Machinery and Power Systems.....	\$52,694	\$63,068	\$57,392	\$52,694	\$63,068	\$57,392	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
Revenues of Financial Products .....	2,962	2,807	2,746	—	—	—	3,302	3,160	3,057	(340) <sup>2</sup>	(353) <sup>2</sup>	(311) <sup>2</sup>
Total sales and revenues.....	55,656	65,875	60,138	52,694	63,068	57,392	3,302	3,160	3,057	(340)	(353)	(311)
<b>Operating costs:</b>												
Cost of goods sold .....	40,727	47,055	43,578	40,727	47,055	43,578	—	—	—	—	—	—
Selling, general and administrative expenses.....	5,547	5,919	5,203	5,029	5,348	4,631	566	618	621	(48) <sup>3</sup>	(47) <sup>3</sup>	(49) <sup>3</sup>
Research and development expenses..	2,046	2,466	2,297	2,046	2,466	2,297	—	—	—	—	—	—
Interest expense of Financial Products .....	727	797	826	—	—	—	734	801	827	(7) <sup>4</sup>	(4) <sup>4</sup>	(1) <sup>4</sup>
Goodwill impairment charge.....	—	580	—	—	580	—	—	—	—	—	—	—
Other operating (income) expenses....	981	485	1,081	(23)	(495)	63	1,019	1,000	1,026	(15) <sup>3</sup>	(20) <sup>3</sup>	(8) <sup>3</sup>
Total operating costs.....	50,028	57,302	52,985	47,779	54,954	50,569	2,319	2,419	2,474	(70)	(71)	(58)
<b>Operating profit</b> .....	5,628	8,573	7,153	4,915	8,114	6,823	983	741	583	(270)	(282)	(253)
Interest expense excluding Financial Products .....	465	467	396	508	512	439	—	—	—	(43) <sup>4</sup>	(45) <sup>4</sup>	(43) <sup>4</sup>
Other income (expense).....	(35)	130	(32)	(299)	(146)	(279)	37	39	37	227 <sup>5</sup>	237 <sup>5</sup>	210 <sup>5</sup>
<b>Consolidated profit before taxes</b> .....	5,128	8,236	6,725	4,108	7,456	6,105	1,020	780	620	—	—	—
Provision (benefit) for income taxes ..	1,319	2,528	1,720	1,039	2,314	1,568	280	214	152	—	—	—
Profit of consolidated companies .....	3,809	5,708	5,005	3,069	5,142	4,537	740	566	468	—	—	—
Equity in profit (loss) of unconsolidated affiliated companies ..	(6)	14	(24)	(6)	14	(24)	—	—	—	—	—	—
Equity in profit of Financial Products' subsidiaries.....	—	—	—	726	555	453	—	—	—	(726) <sup>6</sup>	(555) <sup>6</sup>	(453) <sup>6</sup>
<b>Profit of consolidated and affiliated companies</b> .....	3,803	5,722	4,981	3,789	5,711	4,966	740	566	468	(726)	(555)	(453)
Less: Profit (loss) attributable to noncontrolling interests.....	14	41	53	—	30	38	14	11	15	—	—	—
<b>Profit</b> <sup>7</sup> .....	\$ 3,789	\$ 5,681	\$ 4,928	\$ 3,789	\$ 5,681	\$ 4,928	\$ 726	\$ 555	\$ 453	\$ (726)	\$ (555)	\$ (453)

<sup>1</sup> Represents Caterpillar Inc. and its subsidiaries with Financial Products accounted for on the equity basis.

<sup>2</sup> Elimination of Financial Products' revenues earned from Machinery and Power Systems.

<sup>3</sup> Elimination of net expenses recorded by Machinery and Power Systems paid to Financial Products.

<sup>4</sup> Elimination of interest expense recorded between Financial Products and Machinery and Power Systems.

<sup>5</sup> Elimination of discount recorded by Machinery and Power Systems on receivables sold to Financial Products and of interest earned between Machinery and Power Systems and Financial Products.

<sup>6</sup> Elimination of Financial Products' profit due to equity method of accounting.

<sup>7</sup> Profit attributable to common stockholders.

## Supplemental Data for Financial Position

At December 31

(Millions of dollars)	Supplemental consolidating data							
	Consolidated		Machinery & Power Systems <sup>1</sup>		Financial Products		Consolidating Adjustments	
	2013	2012	2013	2012	2013	2012	2013	2012
<b>Assets</b>								
Current assets:								
Cash and short-term investments.....	\$ 6,081	\$ 5,490	\$ 4,597	\$ 3,306	\$ 1,484	\$ 2,184	\$ —	\$ —
Receivables - trade and other .....	8,413	9,706	5,188	5,248	386	445	2,839 <sup>2,3</sup>	4,013 <sup>2,3</sup>
Receivables - finance.....	8,763	8,860	—	—	12,886	13,259	(4,123) <sup>3</sup>	(4,399) <sup>3</sup>
Deferred and refundable income taxes.....	1,553	1,547	1,511	1,501	42	46	—	—
Prepaid expenses and other current assets.....	900	988	417	547	496	454	(13) <sup>4</sup>	(13) <sup>4</sup>
Inventories .....	12,625	15,547	12,625	15,547	—	—	—	—
<b>Total current assets.....</b>	<b>38,335</b>	<b>42,138</b>	<b>24,338</b>	<b>26,149</b>	<b>15,294</b>	<b>16,388</b>	<b>(1,297)</b>	<b>(399)</b>
Property, plant and equipment - net.....	17,075	16,461	13,078	13,058	3,997	3,403	—	—
Long-term receivables - trade and other.....	1,397	1,316	224	195	292	284	881 <sup>2,3</sup>	837 <sup>2,3</sup>
Long-term receivables - finance.....	14,926	14,029	—	—	15,840	14,902	(914) <sup>3</sup>	(873) <sup>3</sup>
Investments in unconsolidated affiliated companies.....	272	272	272	272	—	—	—	—
Investments in Financial Products subsidiaries.....	—	—	4,798	4,433	—	—	(4,798) <sup>5</sup>	(4,433) <sup>5</sup>
Noncurrent deferred and refundable income taxes.....	594	2,011	1,027	2,422	92	105	(525) <sup>6</sup>	(516) <sup>6</sup>
Intangible assets .....	3,596	4,016	3,589	4,008	7	8	—	—
Goodwill.....	6,956	6,942	6,939	6,925	17	17	—	—
Other assets .....	1,745	1,785	439	436	1,306	1,349	—	—
<b>Total assets.....</b>	<b>\$ 84,896</b>	<b>\$ 88,970</b>	<b>\$ 54,704</b>	<b>\$ 57,898</b>	<b>\$ 36,845</b>	<b>\$ 36,456</b>	<b>\$ (6,653)</b>	<b>\$ (5,384)</b>
<b>Liabilities</b>								
Current liabilities:								
Short-term borrowings.....	\$ 3,679	\$ 5,287	\$ 16	\$ 668	\$ 4,781	\$ 4,859	\$ (1,118) <sup>7</sup>	\$ (240) <sup>7</sup>
Accounts payable.....	6,560	6,753	6,516	6,718	209	178	(165) <sup>8</sup>	(143) <sup>8</sup>
Accrued expenses.....	3,493	3,667	3,165	3,258	341	422	(13) <sup>9</sup>	(13) <sup>9</sup>
Accrued wages, salaries and employee benefits.....	1,622	1,911	1,589	1,876	33	35	—	—
Customer advances.....	2,360	2,638	2,360	2,638	—	—	—	—
Dividends payable.....	382	—	382	—	—	—	—	—
Other current liabilities.....	1,849	2,055	1,425	1,561	432	502	(8) <sup>6</sup>	(8) <sup>6</sup>
Long-term debt due within one year .....	7,352	7,104	760	1,113	6,592	5,991	—	—
<b>Total current liabilities.....</b>	<b>27,297</b>	<b>29,415</b>	<b>16,213</b>	<b>17,832</b>	<b>12,388</b>	<b>11,987</b>	<b>(1,304)</b>	<b>(404)</b>
Long-term debt due after one year .....	26,719	27,752	8,033	8,705	18,720	19,086	(34) <sup>7</sup>	(39) <sup>7</sup>
Liability for postemployment benefits.....	6,973	11,085	6,973	11,085	—	—	—	—
Other liabilities.....	3,029	3,136	2,607	2,694	939	950	(517) <sup>6</sup>	(508) <sup>6</sup>
<b>Total liabilities.....</b>	<b>64,018</b>	<b>71,388</b>	<b>33,826</b>	<b>40,316</b>	<b>32,047</b>	<b>32,023</b>	<b>(1,855)</b>	<b>(951)</b>
<b>Commitments and contingencies</b>								
<b>Stockholders' equity</b>								
Common stock.....	4,709	4,481	4,709	4,481	906	906	(906) <sup>5</sup>	(906) <sup>5</sup>
Treasury stock.....	(11,854)	(10,074)	(11,854)	(10,074)	—	—	—	—
Profit employed in the business .....	31,854	29,558	31,854	29,558	3,586	3,185	(3,586) <sup>5</sup>	(3,185) <sup>5</sup>
Accumulated other comprehensive income (loss).....	(3,898)	(6,433)	(3,898)	(6,433)	183	236	(183) <sup>5</sup>	(236) <sup>5</sup>
Noncontrolling interests .....	67	50	67	50	123	106	(123) <sup>5</sup>	(106) <sup>5</sup>
<b>Total stockholders' equity.....</b>	<b>20,878</b>	<b>17,582</b>	<b>20,878</b>	<b>17,582</b>	<b>4,798</b>	<b>4,433</b>	<b>(4,798)</b>	<b>(4,433)</b>
<b>Total liabilities and stockholders' equity.....</b>	<b>\$ 84,896</b>	<b>\$ 88,970</b>	<b>\$ 54,704</b>	<b>\$ 57,898</b>	<b>\$ 36,845</b>	<b>\$ 36,456</b>	<b>\$ (6,653)</b>	<b>\$ (5,384)</b>

<sup>1</sup> Represents Caterpillar Inc. and its subsidiaries with Financial Products accounted for on the equity basis.

<sup>2</sup> Elimination of receivables between Machinery and Power Systems and Financial Products.

<sup>3</sup> Reclassification of Machinery and Power Systems' trade receivables purchased by Financial Products and Financial Products' wholesale inventory receivables.

<sup>4</sup> Elimination of Machinery and Power Systems' insurance premiums that are prepaid to Financial Products.

<sup>5</sup> Elimination of Financial Products' equity which is accounted for on Machinery and Power Systems on the equity basis.

<sup>6</sup> Reclassification reflecting required netting of deferred tax assets/liabilities by taxing jurisdiction.

<sup>7</sup> Elimination of debt between Machinery and Power Systems and Financial Products.

<sup>8</sup> Elimination of payables between Machinery and Power Systems and Financial Products.

<sup>9</sup> Elimination of prepaid insurance in Financial Products' accrued expenses.

**Supplemental Data for Statement of Cash Flow**  
**For the Years Ended December 31**

(Millions of dollars)	Supplemental consolidating data							
	Consolidated		Machinery & Power Systems <sup>1</sup>		Financial Products		Consolidating Adjustments	
	2013	2012	2013	2012	2013	2012	2013	2012
<b>Cash flow from operating activities:</b>								
Profit of consolidated and affiliated companies.....	\$ 3,803	\$ 5,722	\$ 3,789	\$ 5,711	\$ 740	\$ 566	\$ (726) <sup>2</sup>	\$ (555) <sup>2</sup>
Adjustments for non-cash items:								
Depreciation and amortization .....	3,087	2,813	2,273	2,082	814	731	—	—
Undistributed profit of Financial Products .....	—	—	(401)	(305)	—	—	401 <sup>3</sup>	305 <sup>3</sup>
Net gain from sale of businesses and investments .....	(68)	(630)	(68)	(630)	—	—	—	—
Goodwill impairment charge .....	—	580	—	580	—	—	—	—
Other .....	550	439	444	332	(101)	(88)	207 <sup>4</sup>	195 <sup>4</sup>
Changes in assets and liabilities, net of acquisitions and divestitures:								
Receivables - trade and other .....	835	(15)	718	158	16	(37)	101 <sup>4,5</sup>	(136) <sup>4,5</sup>
Inventories .....	2,658	(1,149)	2,665	(1,094)	—	—	(7) <sup>4</sup>	(55) <sup>4</sup>
Accounts payable .....	134	(1,868)	226	(1,821)	(70)	(15)	(22) <sup>4</sup>	(32) <sup>4</sup>
Accrued expenses .....	(108)	126	(24)	134	(84)	(9)	—	1 <sup>4</sup>
Accrued wages, salaries and employee benefits .....	(279)	(490)	(277)	(488)	(2)	(2)	—	—
Customer advances .....	(301)	83	(301)	83	—	—	—	—
Other assets—net .....	(49)	252	(60)	275	2	(7)	9 <sup>4</sup>	(16) <sup>4</sup>
Other liabilities—net .....	(71)	(679)	(22)	(819)	(40)	124	(9) <sup>4</sup>	16 <sup>4</sup>
Net cash provided by (used for) operating activities .....	<u>10,191</u>	<u>5,184</u>	<u>8,962</u>	<u>4,198</u>	<u>1,275</u>	<u>1,263</u>	<u>(46)</u>	<u>(277)</u>
<b>Cash flow from investing activities:</b>								
Capital expenditures—excluding equipment leased to others .....	(2,522)	(3,350)	(2,508)	(3,335)	(14)	(15)	—	—
Expenditures for equipment leased to others .....	(1,924)	(1,726)	(97)	(100)	(1,897)	(1,781)	70 <sup>4</sup>	155 <sup>4,9</sup>
Proceeds from disposals of leased assets and property, plant and equipment .....	844	1,117	122	244	738	891	(16) <sup>4</sup>	(18) <sup>4</sup>
Additions to finance receivables .....	(11,422)	(12,010)	—	—	(14,095)	(18,754)	2,673 <sup>5,8</sup>	6,744 <sup>5,8,9</sup>
Collections of finance receivables .....	9,567	8,995	—	—	12,253	14,787	(2,686) <sup>5</sup>	(5,792) <sup>5,9</sup>
Net intercompany purchased receivables .....	—	—	—	—	181	250	(181) <sup>5</sup>	(250) <sup>5</sup>
Proceeds from sale of finance receivables .....	220	132	—	—	227	144	(7) <sup>5</sup>	(12) <sup>5</sup>
Net intercompany borrowings .....	—	—	(935)	(203)	36	33	899 <sup>6</sup>	170 <sup>6</sup>
Investments and acquisitions (net of cash acquired) .....	(195)	(618)	(195)	(562)	—	—	—	(56) <sup>9</sup>
Proceeds from sale of businesses and investments (net of cash sold) .....	365	1,199	497	1,943	—	—	(132) <sup>8</sup>	(744) <sup>8</sup>
Proceeds from sale of available-for-sale securities .....	449	306	31	27	418	279	—	—
Investments in available-for-sale securities .....	(402)	(402)	(25)	(8)	(377)	(394)	—	—
Other—net .....	(26)	167	(31)	126	5	41	—	—
Net cash provided by (used for) investing activities .....	<u>(5,046)</u>	<u>(6,190)</u>	<u>(3,141)</u>	<u>(1,868)</u>	<u>(2,525)</u>	<u>(4,519)</u>	<u>620</u>	<u>197</u>
<b>Cash flow from financing activities:</b>								
Dividends paid .....	(1,111)	(1,617)	(1,111)	(1,617)	(325)	(250)	325 <sup>7</sup>	250 <sup>7</sup>
Distribution to noncontrolling interests .....	(13)	(6)	(13)	(6)	—	—	—	—
Common stock issued, including treasury shares reissued .....	128	52	128	52	—	—	—	—
Treasury shares purchased .....	(2,000)	—	(2,000)	—	—	—	—	—
Excess tax benefit from stock-based compensation .....	96	192	96	192	—	—	—	—
Acquisitions of redeemable noncontrolling interests .....	—	(444)	—	(444)	—	—	—	—
Acquisitions of noncontrolling interests .....	—	(5)	—	(5)	—	—	—	—
Net intercompany borrowings .....	—	—	(36)	(33)	935	203	(899) <sup>6</sup>	(170) <sup>6</sup>
Proceeds from debt issued (original maturities greater than three months) .....	9,328	16,015	195	2,209	9,133	13,806	—	—
Payments on debt (original maturities greater than three months) .....	(10,870)	(11,047)	(1,769)	(1,107)	(9,101)	(9,940)	—	—
Short-term borrowings - net (original maturities three months or less) .....	(69)	466	1	(14)	(70)	480	—	—
Net cash provided by (used for) financing activities .....	<u>(4,511)</u>	<u>3,606</u>	<u>(4,509)</u>	<u>(773)</u>	<u>572</u>	<u>4,299</u>	<u>(574)</u>	<u>80</u>
Effect of exchange rate changes on cash .....	(43)	(167)	(21)	(80)	(22)	(87)	—	—
<b>Increase (decrease) in cash and short-term investments .....</b>	<b>591</b>	<b>2,433</b>	<b>1,291</b>	<b>1,477</b>	<b>(700)</b>	<b>956</b>	—	—
Cash and short-term investments at beginning of period .....	<u>5,490</u>	<u>3,057</u>	<u>3,306</u>	<u>1,829</u>	<u>2,184</u>	<u>1,228</u>	—	—
Cash and short-term investments at end of period .....	<u>\$ 6,081</u>	<u>\$ 5,490</u>	<u>\$ 4,597</u>	<u>\$ 3,306</u>	<u>\$ 1,484</u>	<u>\$ 2,184</u>	<u>\$ —</u>	<u>\$ —</u>

<sup>1</sup> Represents Caterpillar Inc. and its subsidiaries with Financial Products accounted for on the equity basis.

<sup>2</sup> Elimination of Financial Products' profit after tax due to equity method of accounting.

<sup>3</sup> Elimination of non-cash adjustment for the undistributed earnings from Financial Products.

<sup>4</sup> Elimination of non-cash adjustments and changes in assets and liabilities related to consolidated reporting.

<sup>5</sup> Reclassification of Financial Products' cash flow activity from investing to operating for receivables that arose from the sale of inventory.

<sup>6</sup> Elimination of net proceeds and payments to/from Machinery and Power Systems and Financial Products.

<sup>7</sup> Elimination of dividend from Financial Products to Machinery and Power Systems.

<sup>8</sup> Elimination of proceeds received from Financial Products related to Machinery and Power Systems' sale of portions of the Bucyrus distribution business to Cat dealers.

<sup>9</sup> Reclassification of Financial Products' payments related to Machinery and Power Systems' acquisition of Caterpillar Tohoku Limited.

## SUPPLEMENTAL STOCKHOLDER INFORMATION

### Stockholder Services

Registered stockholders should contact:

#### **Stock Transfer Agent**

Computershare

(formerly BNY Mellon Shareowner Services)

P.O. Box 43006

Providence, RI 02940-3006

*Phone:* (866) 203-6622 (U.S. and Canada)  
+1 (201) 680-6578 (Outside U.S. and Canada)

*Hearing Impaired:* (800) 231-5469 (U.S. or Canada)  
(201) 680-6610 (Outside U.S. or Canada)

*Internet:* <https://www-us.computershare.com/Investor/>

#### **Caterpillar Corporate Secretary**

Christopher M. Reitz

Corporate Secretary

Caterpillar Inc.

100 N.E. Adams Street

Peoria, IL 61629-6490

*Phone:* (309) 675-4619

*Fax:* (309) 494-1467

*E-mail:* [CATshareservices@CAT.com](mailto:CATshareservices@CAT.com)

#### **Shares held in Street Position**

Stockholders that hold shares through a street position should contact their bank or broker with questions regarding those shares.

### Stock Purchase Plan

Current stockholders and other interested investors may purchase Caterpillar Inc. common stock directly through a Direct Stock Purchase and Dividend Reinvestment Plan for Caterpillar Inc. which is sponsored and administered by our Transfer Agent, Computershare. The program materials and enrollment form are available on-line from Computershare's website <https://www-us.computershare.com/Investor/> or by following a link from [www.caterpillar.com/dspp](http://www.caterpillar.com/dspp).

### Investor Relations

Institutional analysts, portfolio managers, and representatives of financial institutions seeking additional information about the Company should contact:

#### **Senior Manager of Investor Relations**

Rich Moore

*Phone:* (309) 675-4549

Caterpillar Inc.

*Fax:* (309) 675-4457

100 N.E. Adams Street

*E-mail:* [CATir@CAT.com](mailto:CATir@CAT.com)

Peoria, IL 61629-5310

*Internet:* [www.caterpillar.com/investors](http://www.caterpillar.com/investors)

### Company Information

#### **Current information -**

- phone our Information Hotline - (800) 228-7717 (U.S. or Canada) or (858) 764-9492 (Outside U.S. or Canada) to request company publications by mail, listen to a summary of Caterpillar's latest financial results and current outlook, or to request a copy of results by fax or mail
- request, view, or download materials on-line by visiting [www.caterpillar.com/materialsrequest](http://www.caterpillar.com/materialsrequest) or register for e-mail alerts by visiting [www.caterpillar.com/investors](http://www.caterpillar.com/investors)

#### **Historical information -**

- view/download on-line at [www.caterpillar.com/historical](http://www.caterpillar.com/historical)

## Annual Meeting

On Wednesday, June 11, 2014, at 8:00 a.m., Central Time, the annual meeting of stockholders will be held in Corinth, Mississippi. We expect to send proxy materials to stockholders on or about May 1, 2014.

## Internet

Visit us on the Internet at [www.caterpillar.com](http://www.caterpillar.com).

Information contained on our website is not incorporated by reference into this document.

## Common Stock (NYSE: CAT)

**Listing Information:** Caterpillar common stock is listed on the New York Stock Exchange in the United States, and on stock exchanges in France, Germany and Switzerland. We expect to delist from the Deutsche Boerse in Germany effective February 28, 2014.

**Price Ranges:** Quarterly price ranges of Caterpillar common stock on the New York Stock Exchange, the principal market in which the stock is traded, were:

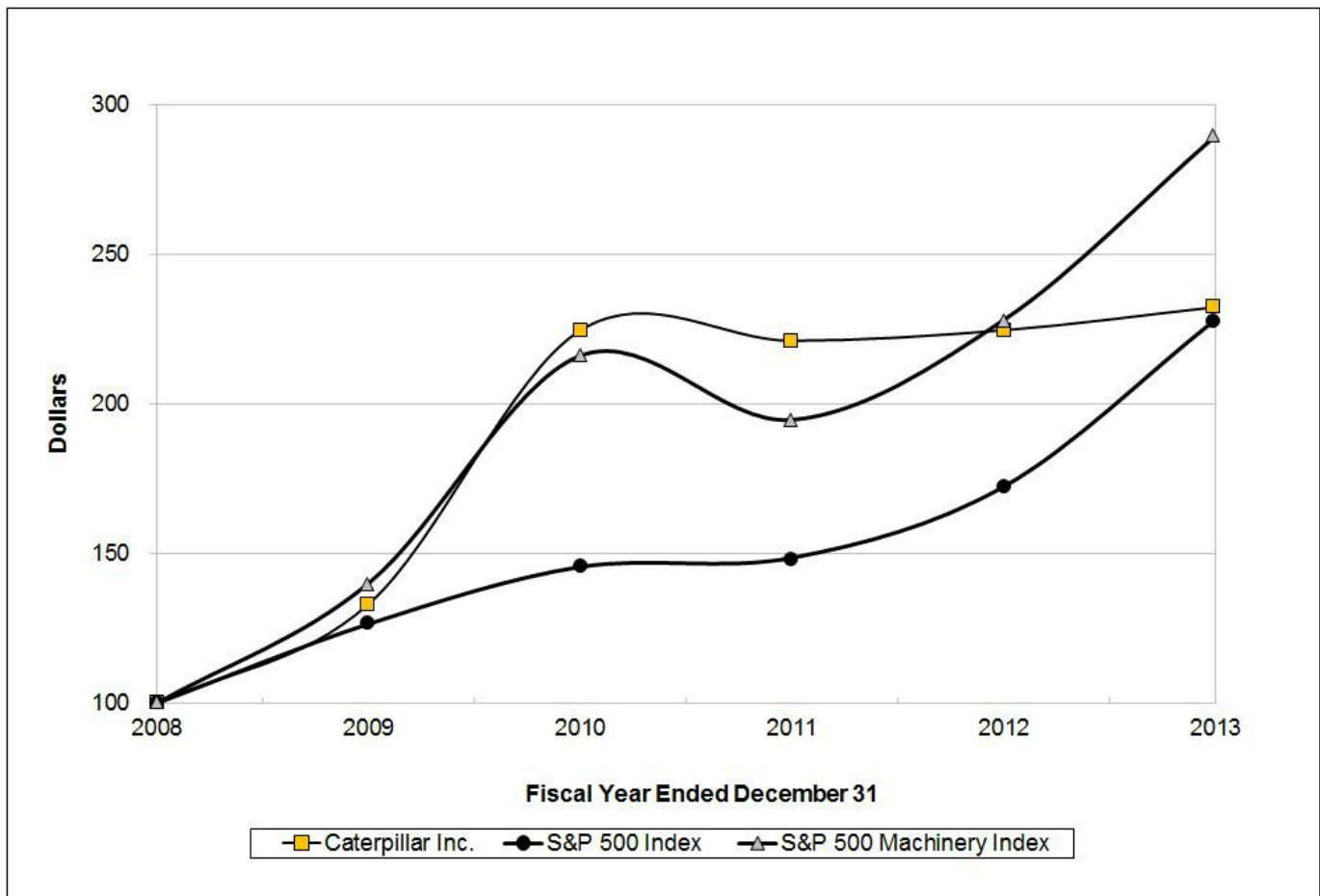
Quarter	2013		2012	
	High	Low	High	Low
First	\$ 99.70	\$ 85.80	\$ 116.95	\$ 92.77
Second	\$ 90.69	\$ 79.49	\$ 109.77	\$ 80.96
Third	\$ 89.00	\$ 81.35	\$ 94.28	\$ 78.25
Fourth	\$ 91.67	\$ 81.87	\$ 91.83	\$ 80.16

**Number of Stockholders:** Stockholders of record at year-end totaled 32,161, compared with 35,738 at the end of 2012. Approximately 62 percent of our issued shares are held by institutions and banks, 32 percent by individuals, and 6 percent by employees through company stock plans.



**Performance Graph: Total Cumulative Stockholder Return for Five-Year Period Ending December 31, 2013**

The graph below shows the cumulative stockholder return assuming an investment of \$100 on December 31, 2008, and reinvestment of dividends issued thereafter.



	2008	2009	2010	2011	2012	2013
Caterpillar Inc.	\$ 100.00	\$ 133.10	\$ 224.51	\$ 221.08	\$ 224.58	\$ 232.31
S&P 500	\$ 100.00	\$ 126.45	\$ 145.52	\$ 148.55	\$ 172.29	\$ 228.04
S&P 500 Machinery	\$ 100.00	\$ 140.03	\$ 216.05	\$ 194.65	\$ 227.92	\$ 289.40

**Directors/Committee Membership (as of February 1, 2014)**

	<b>Audit</b>	<b>Compensation &amp; Human Resources</b>	<b>Public Policy &amp; Governance</b>
David L. Calhoun		✓	
Daniel M. Dickinson	✓		
Juan Gallardo			✓
Jesse J. Greene, Jr.		✓	
Jon M. Huntsman, Jr.			✓
Peter A. Magowan	✓		
Dennis A. Muilenburg	✓		
Douglas R. Oberhelman			
William A. Osborn	✓*		
Edward B. Rust, Jr.			✓*
Susan C. Schwab			✓
Miles D. White		✓*	

\* Chairman of Committee

**Officers** (as of February 1, 2014, except as noted)

Douglas R. Oberhelman.....	Chairman and Chief Executive Officer
Bradley M. Halverson.....	Group President and Chief Financial Officer
Stuart L. Levenick.....	Group President
Edward J. Rapp.....	Group President
D. James Umpleby III.....	Group President
Steven H. Wunning.....	Group President
James B. Buda.....	Executive Vice President, Law and Public Policy
David P. Bozeman.....	Senior Vice President
Kent M. Adams.....	Vice President
William P. Ainsworth.....	Vice President
Mary H. Bell.....	Vice President
Thomas J. Bluth.....	Vice President
Robert B. Charter.....	Vice President
Qihua Chen.....	Vice President
Frank J. Crespo.....	Vice President
Christopher C. Curfman.....	Vice President
Michael L. DeWalt.....	Vice President
Paolo Fellin.....	Vice President
William E. Finerty.....	Vice President
Gregory S. Folley.....	Vice President
Thomas G. Frake.....	Vice President
Stephen A. Gosselin.....	Vice President
Hans A. Haefeli <sup>(1)</sup> .....	Vice President
Kimberly S. Hauer.....	Vice President
Gwenne A. Henricks.....	Vice President
Denise C. Johnson.....	Vice President
James W. Johnson.....	Vice President
Kathryn Dickey Karol.....	Vice President
Pablo M. Koziner.....	Vice President
Randy M. Krotowski.....	Vice President
Julie A. Lagacy.....	Vice President
Nigel A. Lewis.....	Vice President
Steven W. Niehaus.....	Vice President
Thomas A. Pellette.....	Vice President
Mark E. Sweeney.....	Vice President
Tana L. Utley.....	Vice President
Karl E. Weiss.....	Vice President
Ramin Younessi.....	Vice President
Edward J. Scott.....	Treasurer
Amy A. Campbell.....	Chief Audit Officer
Christopher C. Spears.....	Chief Ethics and Compliance Officer
Jananne A. Copeland.....	Chief Accounting Officer
Jill E. Daugherty.....	Controller
Christopher M. Reitz.....	Corporate Secretary
Robin D. Beran.....	Assistant Treasurer
Joni J. Funk.....	Assistant Secretary
Patrick G. Holcombe.....	Assistant Secretary

<sup>(1)</sup> will retire effective 4/30/2014

**CATERPILLAR INC.**  
Subsidiaries and Affiliated Companies  
(as of December 31, 2013)

<b>Subsidiaries (51% or more ownership)</b>	
<u>Name of Company</u>	<u>Where Organized</u>
Adex Zonex Pte. Ltd.	Singapore
Advanced Tri-Gen Power Systems, LLC	Delaware
Amoixa Limited	Cayman Islands
Anchor Coupling Inc.	Delaware
Ankexin Ex Consulting (Beijing) Co., Ltd.	China
Asia Power Systems (Tianjin) Ltd.	China
AsiaTrak (Tianjin) Ltd.	China
Banco Caterpillar S.A.	Brazil
Berg Propulsao Maritima do Brasil LTDA	Brazil
Berg Propulsion Germany GmbH	Germany
Berg Propulsion International Pte. Ltd.	Singapore
Berg Propulsion International Trading (Shanghai) Co., Ltd.	China
Berg Propulsion Istanbul Makina Ticaret Limited Sirketi	Turkey
Berg Propulsion Italy S.R.L.	Italy
Berg Propulsion Maritime Namibia (Proprietary) Limited	Namibia
Berg Propulsion Maritime South Africa (Proprietary) Limited	South Africa
Berg Propulsion Production Pte. Ltd.	Singapore
Berg Propulsion Pte. Ltd.	Singapore
Berg Propulsion Spain, Sociedad Limitada	Spain
Broadland Radiators and Heat Exchangers Limited	England and Wales
Bucyrus (Huainan) Machinery Co., Ltd.	China
Bucyrus Africa Underground (Proprietary) Limited	South Africa
Bucyrus Australia Surface Pty. Ltd.	Australia
Bucyrus Australia Underground Holdings Pty Ltd	Australia
Bucyrus Australia Underground LAD Proprietary Limited	Australia
Bucyrus Botswana (Proprietary) Limited	Botswana
Bucyrus Central Asia LLC	Mongolia
Bucyrus Colombia S.A.S.	Columbia
Bucyrus Equipment LLC	Delaware
Bucyrus Europe Holdings, Ltd.	England and Wales
Bucyrus India Private Limited	India
Bucyrus International (Chile) Limitada	Chile
Bucyrus International (Peru) S.A.	Peru
Bucyrus International Hong Kong Limited	Hong Kong
Bucyrus Mining Australia Pty. Ltd.	Australia
Bucyrus Mining China LLC	Delaware
Bucyrus Wisconsin Property, LLC	Delaware
Cat Rental Kyushu Ltd.	Japan
Caterpillar (Africa) (Proprietary) Limited	South Africa

Caterpillar (Bermuda) Holding Company	Bermuda
Caterpillar (China) Financial Leasing Co., Ltd.	China
Caterpillar (China) Investment Co., Ltd.	China
Caterpillar (China) Machinery Components Co., Ltd.	China
Caterpillar (HK) Limited	Hong Kong
Caterpillar (Langfang) Mining Equipment Co., Ltd.	China
Caterpillar (Luxembourg) Investment Co. S.a.r.l.	Luxembourg
Caterpillar (Newberry) LLC	Delaware
Caterpillar (NI) Limited	Northern Ireland
Caterpillar (Qingzhou) Ltd.	China
Caterpillar (Shanghai) Trading Co., Ltd.	China
Caterpillar (Suzhou) Co., Ltd.	China
Caterpillar (Suzhou) Logistics Co., Ltd.	China
Caterpillar (Thailand) Limited	Thailand
Caterpillar (Tongzhou) Co., Ltd.	China
Caterpillar (U.K.) Limited	England
Caterpillar (Wujiang) Ltd.	China
Caterpillar (Zhengzhou) Ltd.	China
Caterpillar Acquisition Holding Corp.	Delaware
Caterpillar Americas C.V.	Netherlands
Caterpillar Americas Co.	Delaware
Caterpillar Americas Funding Inc.	Delaware
Caterpillar Americas Mexico, S. de R.L. de C.V.	Mexico
Caterpillar Asia Limited	Hong Kong
Caterpillar Asia Pacific L.P.	Bermuda
Caterpillar Asia Pte. Ltd.	Singapore
Caterpillar Belgium S. A.	Belgium
Caterpillar Brasil Comercio de Maquinas e Pecas Ltda.	Brazil
Caterpillar Brasil Ltda.	Brazil
Caterpillar Brazil LLC	Delaware
Caterpillar Castings Kiel GmbH	Germany
Caterpillar Centro de Formacion, S.L.	Spain
Caterpillar China Limited	Hong Kong
Caterpillar CleanAIR Systems Inc	Delaware
Caterpillar Commercial Australia Pty. Ltd.	Australia
Caterpillar Commercial Holding S.A.R.L.	Switzerland
Caterpillar Commercial LLC	Delaware
Caterpillar Commercial Northern Europe Limited	England and Wales
Caterpillar Commercial S.A.	Belgium
Caterpillar Commercial S.A.R.L.	France
Caterpillar Commercial Services S.A.R.L.	France
Caterpillar Commerciale S.r.L.	Italy
Caterpillar Communications LLC	Delaware
Caterpillar Corporativo Mexico, S. de R.L. de C.V.	Mexico
Caterpillar Credito, S.A. de C.V., SOFOM, E.N.R.	Mexico

Caterpillar DC Pension Trust Limited	England and Wales
Caterpillar Distribution International LLC	Russia
Caterpillar Distribution Mexico, S. de R.L. de C.V.	Mexico
Caterpillar Distribution Services Europe B.V.B.A.	Belgium
Caterpillar East Japan Ltd.	Japan
Caterpillar East Real Estate Holding Ltd.	Japan
Caterpillar Elkader LLC	Delaware
Caterpillar Energy Solutions GmbH	Germany
Caterpillar Energy Solutions Inc.	Delaware
Caterpillar Energy Solutions, S.A.	Germany
Caterpillar Engine Systems Inc.	Delaware
Caterpillar Equipos Mexico, S. de R.L. de C.V.	Mexico
Caterpillar Eurasia LLC	Russia
Caterpillar Finance Corporation	Japan
Caterpillar Finance France S.A.	France
Caterpillar Financial Acquisition Funding LLC	Delaware
Caterpillar Financial Australia Leasing Pty Limited	Australia
Caterpillar Financial Australia Limited	Australia
Caterpillar Financial Commercial Account Corporation	Nevada
Caterpillar Financial Corporacion Financiera, S.A., E.F.C.	Spain
Caterpillar Financial Dealer Funding LLC	Delaware
Caterpillar Financial Funding Corporation	Nevada
Caterpillar Financial New Zealand Limited	New Zealand
Caterpillar Financial Nordic Services AB	Sweden
Caterpillar Financial Nova Scotia Corporation	Nova Scotia
Caterpillar Financial OOO	Russia
Caterpillar Financial Receivables Corporation	Nevada
Caterpillar Financial Renting, S.A.	Spain
Caterpillar Financial SARL	Switzerland
Caterpillar Financial Services (Dubai) Limited	United Arab Emirates
Caterpillar Financial Services (Ireland) plc	Ireland
Caterpillar Financial Services (UK) Limited	England
Caterpillar Financial Services Argentina S.A.	Argentina
Caterpillar Financial Services Asia Pte. Ltd.	Singapore
Caterpillar Financial Services Belgium S.P.R.L.	Belgium
Caterpillar Financial Services Corporation	Delaware
Caterpillar Financial Services CR, s.r.o.	Czech Republic
Caterpillar Financial Services GmbH	Germany
Caterpillar Financial Services Korea, Ltd.	Korea
Caterpillar Financial Services Leasing ULC	Alberta
Caterpillar Financial Services Limited Les Services Financiers Caterpillar Limitee	Canada
Caterpillar Financial Services Malaysia Sdn Bhd	Malaysia
Caterpillar Financial Services Netherlands B.V.	Netherlands
Caterpillar Financial Services Norway AS	Norway
Caterpillar Financial Services Philippines Inc.	Philippines

Caterpillar Financial Services Poland Sp. z o.o.	Poland
Caterpillar Financial UK Acquisition Funding Partners	England and Wales
Caterpillar Financial Ukraine LLC	Ukraine
Caterpillar Fluid Systems S.r.l.	Italy
Caterpillar Fomento Comercial Ltda.	Brazil
Caterpillar Forest Products Inc.	Delaware
Caterpillar France S.A.S.	France
Caterpillar GB, L.L.C.	Delaware
Caterpillar Global Mining America LLC	Delaware
Caterpillar Global Mining Colombia S.A.S.	Columbia
Caterpillar Global Mining Czech Republic, a.s.	Czech Republic
Caterpillar Global Mining Equipamentos De Mineracao do Brasil Ltda.	Brazil
Caterpillar Global Mining Equipment LLC	Delaware
Caterpillar Global Mining Europe GmbH	Germany
Caterpillar Global Mining Expanded Products Pty Ltd	Australia
Caterpillar Global Mining Field Services LLC	Delaware
Caterpillar Global Mining Germany Holdings GmbH	Germany
Caterpillar Global Mining Highwall Miners LLC	Delaware
Caterpillar Global Mining HMS GmbH	Germany
Caterpillar Global Mining Holdings GmbH	Germany
Caterpillar Global Mining Hong Kong AFC Manufacturing Holding Co., Limited	Hong Kong
Caterpillar Global Mining Hong Kong Limited	Hong Kong
Caterpillar Global Mining LLC	Delaware
Caterpillar Global Mining Mexico LLC	Delaware
Caterpillar Global Mining Mexico S. de R.L. de C.V.	Mexico
Caterpillar Global Mining Polska Sp. z o.o.	Poland
Caterpillar Global Mining Pty. Ltd.	Australia
Caterpillar Global Mining SARL	Switzerland
Caterpillar Global Mining Services Mexico S. de R.L. de C.V.	Mexico
Caterpillar Global Mining U.S. Parts LLC	Delaware
Caterpillar Global Mining Ukraine LLC	Ukraine
Caterpillar Global Mining Virginia LLC	Virginia
Caterpillar Global Services LLC	Delaware
Caterpillar Group Services S.A.	Belgium
Caterpillar Holding (France) S.A.S.	France
Caterpillar Holding Germany GmbH	Germany
Caterpillar Holding Ltd.	Bermuda
Caterpillar Hungary Components Manufacturing Ltd.	Hungary
Caterpillar Hydraulics Italia S.r.l.	Italy
Caterpillar Impact Products Limited	England and Wales
Caterpillar India Private Limited	India
Caterpillar Industrias Mexico, S. de R.L. de C.V.	Mexico
Caterpillar Insurance Co. Ltd.	Bermuda
Caterpillar Insurance Company	Missouri
Caterpillar Insurance Holdings Inc.	Delaware

Caterpillar Insurance Services Corporation	Tennessee
Caterpillar International Finance Limited	Ireland
Caterpillar International Finance Luxembourg Holding S.a.r.l.	Luxembourg
Caterpillar International Finance Luxembourg, S.a.r.l.	Luxembourg
Caterpillar International Investments Coöperatie U.A.	Netherlands
Caterpillar International Ltd.	Bermuda
Caterpillar International Luxembourg I S.a.r.l.	Luxembourg
Caterpillar International Product SARL	Switzerland
Caterpillar International Services Corporation	Nevada
Caterpillar International Services del Peru S.A.	Peru
Caterpillar Investment Limited	Germany
Caterpillar Investment One SARL	Switzerland
Caterpillar Investment Two SARL	Switzerland
Caterpillar Investments	England and Wales
Caterpillar IPX LLC	Delaware
Caterpillar IRB LLC	Delaware
Caterpillar Japan Ltd.	Japan
Caterpillar Latin America Services de Mexico, S. de R.L. de C.V.	Mexico
Caterpillar Latin America Services de Panama, S. de R.L.	Panama
Caterpillar Latin America Services, S.R.L.	Costa Rica
Caterpillar Latin America Servicios de Chile Limitada	Chile
Caterpillar Latin America Support Services, S. DE R.L.	Panama
Caterpillar Leasing (Thailand) Limited	Thailand
Caterpillar Leasing Chile, S.A.	Chile
Caterpillar Leasing GmbH (Leipzig)	Germany
Caterpillar Leasing Operativo Limitada	Chile
Caterpillar Life Insurance Company	Missouri
Caterpillar Logistics (Shanghai) Co. Ltd.	China
Caterpillar Logistics (UK) Limited	England and Wales
Caterpillar Logistics Inc.	Delaware
Caterpillar Logistics ML Services France S.A.S.	France
Caterpillar Logistics Services (Tianjin) Ltd.	China
Caterpillar Logistics Services China Limited	Hong Kong
Caterpillar Luxembourg Group S.a.r.l.	Luxembourg
Caterpillar Luxembourg LLC	Luxembourg
Caterpillar Luxembourg S.a.r.l.	Luxembourg
Caterpillar Marine Asia Pacific Pte. Ltd.	Singapore
Caterpillar Marine Power UK Limited	England and Wales
Caterpillar Marine Trading (Shanghai) Co., Ltd.	China
Caterpillar Maroc SARL	Morocco
Caterpillar Materiels Routiers SAS	France
Caterpillar Mexico, S.A. de C.V.	Mexico
Caterpillar Mining Canada ULC	Canada
Caterpillar Mining Chile Servicios Limitada	Chile
Caterpillar Motoren (Guangdong) Co. Ltd.	China



Caterpillar Motoren GmbH & Co. KG	Germany
Caterpillar Motoren Henstedt-Ulzburg GmbH	Germany
Caterpillar Motoren Rostock GmbH	Germany
Caterpillar Motoren Verwaltungs-GmbH	Germany
Caterpillar North America C.V.	Netherlands
Caterpillar NZ Funding Parent Limited	Bermuda
Caterpillar of Australia Pty. Ltd.	Australia
Caterpillar of Canada Corporation	Canada
Caterpillar of Delaware, Inc.	Delaware
Caterpillar Operator Training Ltd.	Japan
Caterpillar Overseas Credit Corporation SARL	Switzerland
Caterpillar Overseas Investment Holding SARL	Switzerland
Caterpillar Overseas Limited	England and Wales
Caterpillar Overseas SARL	Switzerland
Caterpillar Panama Services S.A.	Panama
Caterpillar Paving Products Inc.	Oklahoma
Caterpillar Paving Products Xuzhou Ltd.	China
Caterpillar Pension Trust Limited	England and Wales
Caterpillar Poland Sp. z o.o.	Poland
Caterpillar Power Generations Systems (Chile) SpA	Chile
Caterpillar Power Generations Systems L.L.C.	Delaware
Caterpillar Power Systems Inc.	Delaware
Caterpillar Power Ventures Corporation	Delaware
Caterpillar Power Ventures Europe B.V.	Netherlands
Caterpillar Power Ventures International, Ltd.	Bermuda
Caterpillar Precision Seals Korea	Korea
Caterpillar Prodotti Stradali S.r.l.	Italy
Caterpillar Product Development SARL	Switzerland
Caterpillar Product Services Corporation	Missouri
Caterpillar Propulsion AB	Sweden
Caterpillar Propulsion Production AB	Sweden
Caterpillar Propulsion Sweden AB	Sweden
Caterpillar Propulsion Technology AB	Sweden
Caterpillar R&D Center (China) Co., Ltd.	China
Caterpillar Ramos Arizpe LLC	Delaware
Caterpillar Ramos Arizpe Servicios S.A. de C.V.	Mexico
Caterpillar Ramos Arizpe, S. de R.L. de C.V.	Mexico
Caterpillar Reman Powertrain Indiana LLC	Delaware
Caterpillar Reman Powertrain Services, Inc.	South Carolina
Caterpillar Remanufacturing Drivetrain LLC	Delaware
Caterpillar Remanufacturing Services (Shanghai) Co., Ltd.	China
Caterpillar Remanufacturing Services Chaumont France	France
Caterpillar Remanufacturing Services Radom Poland	Poland
Caterpillar Renting France S.A.S.	France
Caterpillar Reynosa, S.A. de C.V.	Mexico

Caterpillar Sales Inc.	Delaware
Caterpillar SARL	Switzerland
Caterpillar Services Germany GmbH	Germany
Caterpillar Services Limited	Delaware
Caterpillar Servicios Limitada	Chile
Caterpillar Servicios Mexico, S. de R.L. de C.V.	Mexico
Caterpillar Servizi Italia Srl	Italy
Caterpillar Shrewsbury Limited	England and Wales
Caterpillar Sistemas De Geracao De Energia Do Brasil Ltda.	Brazil
Caterpillar Skinningrove Limited	England and Wales
Caterpillar Solution Engineering Ltd.	Japan
Caterpillar Special Services Belgium S.P.R.L.	Belgium
Caterpillar Switchgear Holding Inc.	Georgia
Caterpillar Tianjin Ltd.	China
Caterpillar Tohoku Ltd.	Japan
Caterpillar Torreon S. de R.L. de C.V.	Mexico
Caterpillar Tosno, L.L.C.	Russia
Caterpillar Transmissions France S.A.R.L.	France
Caterpillar Tunnelling Canada Corporation	Canada
Caterpillar Tunnelling Canada Holdings Ltd.	Ontario
Caterpillar Tunnelling Europe Limited	England and Wales
Caterpillar UK Acquisition Partners LP	United Kingdom
Caterpillar UK Employee Trust Limited	England and Wales
Caterpillar UK Engines Company Limited	England and Wales
Caterpillar UK Group Limited	England and Wales
Caterpillar UK Holdings Limited	England and Wales
Caterpillar Undercarriage (Xuzhou) Co. Ltd.	China
Caterpillar Underground Mining Pty. Ltd.	Australia
Caterpillar Used Equipment Services Inc.	Delaware
Caterpillar Used Equipment Services International SARL	Switzerland
Caterpillar West Japan Ltd.	Japan
Caterpillar West Real Estate Holding Ltd.	Japan
Caterpillar Work Tools B.V.	Netherlands
Caterpillar Work Tools, Inc.	Kansas
Caterpillar World Trading Corporation	Delaware
Caterpillar Xuzhou Ltd.	China
Centre de Distribution de Wallonie SPRL	Belgium
Chemetron-Railway Canada Corporation	Ontario
Chemetron-Railway Products, Inc.	Delaware
CSSC Motoren Anquig-Kiel Co., Ltd.	China
DEUTZ Power Systems Verwaltungs GmbH	Germany
Eastfield No 25 Limited	England and Wales
EDC European Excavator Design Center Beteiligungs-GmbH	Germany
EDC European Excavator Design Center GmbH & Co. KG	Germany
Electro-Motive Canada Co.	Canada

Electro-Motive Diesel and Locomotive Company (Proprietary) Limited	South Africa
Electro-Motive Diesel International Corp.	Delaware
Electro-Motive Diesel Limited	England and Wales
Electro-Motive Diesel, Inc.	Delaware
Electro-Motive Maintenance Operations Pty Ltda.	Australia
Electro-Motive Maintenance Services, S.A. de C.V.	Mexico
Electro-Motive Technical Consulting Co. (Beijing) Ltd.	China
EMC Holding Corp.	Delaware
EMD International Holdings, Inc.	Delaware
EMD Locomotive Company de Mexico, S.A. de C.V.	Mexico
EMD Locomotive Maintenance de Mexico, S.A. de C.V.	Mexico
EMD Locomotive Technologies Private Limited	India
Energy Services International Limited	Bermuda
Equipment Assurance Limited	Cayman Islands
Equipos de Acuna, S.A. de C.V.	Mexico
ERA Mining Machinery Limited	Hong Kong
Erdusi Siwei Dibite Mechanical and Electrical Equipment Co., Ltd.	China
F. Perkins Limited	England
FG Wilson (Engineering) Limited	Northern Ireland
GB Holdco (China), Inc.	Delaware
GFCM Servicios, S.A. de C.V.	Mexico
Halco America LLC	Georgia
Halco Drilling (Ireland) Limited	Northern Ireland
Halco Group Limited	England and Wales
Halco Holdings Limited	United Kingdom
Halco Rock Tools Limited	England and Wales
Hong Kong Siwei Holdings Limited	Hong Kong
HSA Drilling Equipment (Pty) Limited	South Africa
Hypac (Tianjin) International Trading Company Limited	China
Hypac Holdings LLC	Delaware
Inmobiliaria Conek, S.A.	Mexico
Kentuckiana Railcar Repair & Storage Facility, LLC	Indiana
Locomotoras Progress Mexico, S. de R.L. de C.V.	Mexico
Magnum Power Products, LLC	Delaware
MaK Americas Inc.	Illinois
MaK Beteiligungs GmbH	Germany
Mec-Track S.r.l.	Italy
Metalmark Financial Services Limited	England
MGE Equipamentos e Servicos Ferroviarios Ltda.	Brazil
Motoren Steffens GmbH	Germany
MWM (Beijing) Co., Ltd.	China
MWM Asia Pacific Pte. Ltd.	Singapore
MWM Austria GmbH	Austria
MWM Benelux B.V.	Netherlands
MWM Canada Inc.	Canada

MWM Energy Australia Pty Ltd	Australia
MWM Energy Hungaria Kft.	Hungary
MWM France S.A.S.	France
MWM Holding GmbH	Germany
MWM Latin America Solucoes Energeticas Ltda.	Brazil
MWM of America, Inc.	Delaware
MWM Real Estate GmbH	Germany
Necoles Investments B.V.	Netherlands
O & K Australia Pty. Ltd.	Australia
OOO Bucyrus Service	Russian Federation
Overseas Rail Holdings, B.V.	Netherlands
P. T. Caterpillar Finance Indonesia	Indonesia
P.T. Solar Services Indonesia	Indonesia
Perkins Engines (Asia Pacific) Pte Ltd	Singapore
Perkins Engines Company Limited	England and Wales
Perkins Engines, Inc.	Maryland
Perkins France (S.A.S.)	France
Perkins Group Limited	England and Wales
Perkins Holdings Limited LLC	Delaware and England and Wales
Perkins India Private Limited	India
Perkins International Inc.	Delaware
Perkins Limited	England
Perkins Motoren GmbH	Germany
Perkins Motores do Brasil Ltda.	Brazil
Perkins Power Systems Technology (Wuxi) Co., Ltd.	China
Perkins Shibaura Engines (Wuxi) Co., Ltd.	China
Perkins Shibaura Engines Limited	England
Perkins Shibaura Engines LLC	Delaware
Perkins Technology Inc.	Delaware
Progress Metal Reclamation Company	Kentucky
Progress Rail Canada Corporation	Canada
Progress Rail Equipment Leasing Corporation	Michigan
Progress Rail Holdings, Inc.	Alabama
Progress Rail Inspection & Information Systems GmbH	Germany
Progress Rail Inspection & Information Systems S.r.l.	Italy
Progress Rail Leasing Canada Corporation	Canada
Progress Rail Leasing Corporation	Delaware
Progress Rail Manufacturing Corporation	Delaware
Progress Rail Raceland Corporation	Delaware
Progress Rail Services Corporation	Alabama
Progress Rail Services de Mexico S.A. de C.V.	Mexico
Progress Rail Services Holdings Corp.	Delaware
Progress Rail Services LLC	Delaware
Progress Rail Services UK Limited	England and Wales
Progress Rail Switching Services LLC	Delaware

Progress Rail Transcanada Corporation	Nova Scotia
Progress Rail Wildwood, LLC	Florida
Progress Vanguard Corporation	Delaware
PT. Bucyrus Indonesia	Indonesia
PT. Caterpillar Indonesia	Indonesia
PT. Caterpillar Indonesia Batam	Indonesia
Pyroban (Suzhou) Safety Systems Co., Ltd.	China
Pyroban Benelux B.V.	Netherlands
Pyroban Corporation	New Jersey
Pyroban Envirosafe Limited	England and Wales
Pyroban France SARL	France
Pyroban Group Limited	England and Wales
Pyroban Limited	England and Wales
Pyropress Engineering Company Limited (The)	England and Wales
Pyrrha Investments B.V.	Netherlands
Pyrrha Investments Limited	England and Wales
Qingzhou Aoweier Engineering Machinery Co., Ltd.	China
Railcar, Ltd.	Georgia
S & L Railroad, LLC	Nebraska
SCM Singapore Holdings Pte. Ltd.	Singapore
Servicios Administrativos Progress S. de R.L. de C.V.	Mexico
Servicios de Turbinas Solar, S. de R.L. de C.V.	Mexico
Servicios Ejecutivos Progress S. de R.L. de C.V.	Mexico
Solar Turbines (Beijing) Trading & Services Co., Ltd.	China
Solar Turbines (Thailand) Ltd.	Thailand
Solar Turbines Canada Ltd./Ltee.	Canada
Solar Turbines Central Asia Limited Liability Partnership	Kazakhstan
Solar Turbines CIS Limited Liability Company	Russia
Solar Turbines EAME s.r.o.	Czech Republic
Solar Turbines Egypt L.L.C.	Egypt
Solar Turbines Europe S.A.	Belgium
Solar Turbines Incorporated	Delaware
Solar Turbines India Private Limited	India
Solar Turbines International Company	Delaware
Solar Turbines Malaysia Sdn Bhd	Malaysia
Solar Turbines Services Company	California
Solar Turbines Services Nigeria Limited	Nigeria
Solar Turbines Services of Argentina S.R.L.	Argentina
Solar Turbines Trinidad & Tobago Limited	Trinidad and Tobago
SPL Software Alliance LLC	Delaware
Superior Highwall Miners B.V.	Netherlands
Taiyuan Siwei Mechanical and Electrical Equipment Co., Ltd.	China
Tangshan DBT Machinery Co., Ltd.	China
Tecnologia Modificada, S.A. de C.V.	Mexico
Tokyo Rental Ltd.	Japan

Turbinas Solar de Venezuela, C.A.	Venezuela
Turbinas Solar S.A. de C.V.	Mexico
Turbo Tecnologia de Reparaciones S.A. de C.V.	Mexico
Turbomach Endustriyel Gaz Turbinleri Sanayi Ve Ticaret Limited	Turkey
Turbomach France SARL	France
Turbomach GmbH	Germany
Turbomach Netherlands B.V.	Netherlands
Turbomach Pakistan (Private) Limited	Pakistan
Turbomach S.A., Unipersonal	Spain
Turbomach S.r.L.	Italy
Turbomach SA	Switzerland
Turbomach Sp. Z o.o.	Poland
Turbomach-Solar de Colombia S.A.	Columbia
Turner Powertrain Systems Limited	England and Wales
UK Hose Assembly Limited	England and Wales
Underground Imaging Technologies LLC	Delaware
United Industries Corporation	Kentucky
VALA (UK) LP	England and Wales
VALA Inc.	Delaware
VALA LLC	Delaware
Vasky Energy Ltd.	Hong Kong
Veratech Holding B.V.	Netherlands
West Virginia Auto Shredding Inc.	West Virginia
Western Gear Machinery LLC	Delaware
Wisconsin Holdings Pty. Ltd.	Australia
Zeit Comercia e Montagem de Equipamentos Electronicos Ltda.	Brazil
Zhengzhou Chengjin Mechanical and Electrical Equipment Co., Ltd.	China
Zhengzhou Jingchuang Mechanical and Electrical Equipment Co., Ltd.	China
Zhengzhou Siwei Coal Mining Machinery Rebuild Co., Ltd.	China
Zhengzhou Siwei Marco Automatic Control System Co., Ltd.	China
Zhengzhou Siwei Mechanical and Electrical Equipment Sales Co., Ltd.	China
Zhengzhou Siwei Xingyang Machinery Manufacturing Co., Ltd.	China
Zhengzhou Yushen Mechanical and Electrical Equipment Co., Ltd.	China

<b>Affiliated Companies (50% and less ownership)</b>	
<b><u>Name of Company</u></b>	<b><u>Where Organized</u></b>
10G LLC	Delaware
Advanced Filtration Services, Inc.	Delaware
Advanced Filtration Systems Inc.	Delaware
AFSI Europe s.r.o.	Czech Republic
AP Operation & Maintenance Limited	Jersey
Atlas Heavy Engineering Pty Ltd	Australia
Black Horse LLC	Delaware
Caterpillar Trimble Control Technologies LLC	Delaware

Datong Tongbi Machinery Company Limited	China
Electro-Motive Diesel Africa Proprietary Limited	South Africa
EQUIPX, LLC	Delaware
Heavy Haul Track Systems Joint Venture	Australia
Intelligent Switchgear Organization LLC	Delaware
Leading Edge Hydraulic Systems Co., Ltd.	China
M.O.P.E.S.A. Motores Power, S.A.	Mexico
Mitsubishi Caterpillar Forklift Asia Pte. Ltd.	Singapore
Neovia Logistics Administrative Services de Mexico, S. de R.L. de C.V.	China
Neovia Logistics Finance Corporation	United States
Neovia Logistics France S.A.S.	Mexico
Neovia Logistics Germany GmbH	Egypt
Neovia Logistics Holdings I S.a r l.	Luxembourg
Neovia Logistics Holdings II S.a r l.	Luxembourg
Neovia Logistics IP Holdings, LLC	United States
Neovia Logistics Limited Liability Company	Hungary
Neovia Logistics Real Estate Holdings, LLC	United States
Neovia Logistics Services (France) S.A.S.	France
Neovia Logistics Services (Shanghai) Co., Ltd.	China
Neovia Logistics Services (UK) Limited	England and Wales
Neovia Logistics Services Australia Pty Ltd	Australia
Neovia Logistics Services Canada Ltd.	Canada
Neovia Logistics Services de Mexico S. de R.L. de C.V.	Mexico
Neovia Logistics Services Egypt Ltd.	Egypt
Neovia Logistics Services India Private Limited	India
Neovia Logistics Services International LLC	Russia
Neovia Logistics Services International N.V.	Belgium
Neovia Logistics Services Polska Sp. z o.o.	Delaware
Neovia Logistics Services South Africa (Pty) Ltd.	Poland
Neovia Logistics Services Spain, S.A.	South Africa
Neovia Logistics Services, LLC	Belgium
Neovia Logistics Supply Chain Services GmbH	Germany
Neovia Logistics Supply Chain Services Italia S.r.l.	Italy
Neovia Logistics, LLC	United States
Neovia Solutions Brasil Servicos De Logistica Ltda.	Brazil
Shanxi Xishan Siwei Mechanical & Electrical Equipment Manufacturing Co., Ltd.	China
SPL Logistics France Sarl	France
SPL Logistics Germany GmbH	Germany
SPL Logistics Intermediate Holdings, LLC	United States
SPL Logistics UK Holdings Limited	England and Wales
Suzhou Liaoan Machinery Co., Ltd.	China
Tech Itoh Co., Ltd.	Japan
Terex NHL Mining Equipment Co. Ltd.	China
Turboservices SDN BHD	Malaysia
Vector Hydraulics Private Limited	India

VirtualSite Solutions LLC	Delaware
Xi'an FC Intelligence Transmission Co., Ltd.	China
Yeep Co.	Japan
Yuchai Remanufacturing Services (Suzhou) Co., Ltd.	China
Zoko Rail Services (Z.P.) Ltd.	Israel



CONSENT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

We hereby consent to the incorporation by reference in the Registration Statements on Form S-3 (Nos. 333-184729, 333-43133, 33-46194, 333-22041, 333-43983, 333-57512, 333-136265, 333-71468, 333-135465, 33-40393, 33-39120, 333-159262, 333-162837, 333-135123), Form S-4 (Nos. 333-183774, 333-121003) and Form S-8 (Nos. 2-97450, 333-37353, 33-8003, 333-03609, 333-41464, 333-98197, 333-115837, 333-32853, 333-32851, 333-111355, 333-128342, 333-135467, 333-133275, 333-133266, 333-133265, 333-141548, 333-170405, 333-170403, 333-170399, 333-168894, 333-168868, 333-168867, 333-186742, 333-186744, 333-192766) of Caterpillar Inc. of our report dated February 18, 2014 relating to the financial statements and the effectiveness of internal control over financial reporting, which appears in this Form 10-K.

*/s/PricewaterhouseCoopers LLP*

Peoria, Illinois  
February 18, 2014

## SECTION 302 CERTIFICATION

I, Douglas R. Oberhelman, certify that:

1. I have reviewed this annual report on Form 10-K of Caterpillar Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):
  - a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

February 18, 2014

/s/Douglas R. Oberhelman  
(Douglas R. Oberhelman)

Chairman of the Board and  
Chief Executive Officer

## SECTION 302 CERTIFICATION

I, Bradley M. Halverson, certify that:

1. I have reviewed this annual report on Form 10-K of Caterpillar Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of registrant's board of directors (or persons performing the equivalent functions):
  - a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

February 18, 2014

/s/Bradley M. Halverson

(Bradley M. Halverson)

Group President and  
Chief Financial Officer

**CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the annual report of Caterpillar Inc. (the "Company") on Form 10-K for the period ending December 31, 2013 as filed with the Securities and Exchange Commission on the date hereof (the "Report"), the undersigned hereby certify pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that to the best of our knowledge:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities and Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

February 18, 2014	<u><i>/s/Douglas R. Oberhelman</i></u> (Douglas R. Oberhelman)	Chairman of the Board and Chief Executive Officer
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February 18, 2014	<u><i>/s/Bradley M. Halverson</i></u> (Bradley M. Halverson)	Group President and Chief Financial Officer
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A signed original of this written statement required by Section 906 has been provided to Caterpillar Inc. and will be retained by Caterpillar Inc. and furnished to the Securities and Exchange Commission or its staff upon request.

Mine Safety Disclosures

Mine or Operating Name/MSHA Identification Number	Contractor ID	Section 104 S&S Citations (#)	Section 104(b) Orders (#)	Section 104(d) Citations and Orders (#)	Section 110(b)(2) Violations (#)	Section 107(a) Orders (#)	Total Dollar Value of MSHA Assessments Proposed (\$)	Total Number of Mining Related Fatalities (#)	Received Notice of Pattern Violations Under Section 104(e) (yes/no)	Received Notice of Potential to Have Pattern Under Section 104(e) (yes/no)	Legal Actions Pending as of Last Day of Period (#)	Legal Actions Initiated During Period (#)	Legal Actions Resolved During Period (#)	Notes
Bear Run, 1202422	Z8T													1
Dolet Hills, 1601031	Z8T	2					2,111							
Four Corners, 0801117	Z8T						362							1
Kosse Strip, 4104586	Z8T													1
North Antelope Rochelle Mine, 4801353	Z8T										1			
Republic Energy, 4609054	Z8T													1
Tower Rock, 2300781	7YR						100							
<b>Total</b>		<b>2</b>					<b>\$2,573</b>				<b>1</b>		<b>4</b>	

