

OneRail Manufacturing Caucus

Jim Shirvinski, Senior Vice President of Engineering, Progress Rail October 24, 2017





Disclosure Statement

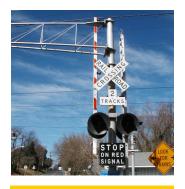
Certain statements in this Progress Rail Business Overview relate to future events and expectations and are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Words such as "believe," "estimate," "will be," "will," "would," "expect," "anticipate," "plan," "project," "intend," "could," "should" or other similar words or expressions often identify forward-looking statements. All statements other than statements of historical fact are forward-looking statements, including, without limitation, statements regarding our outlook, projections, forecasts or trend descriptions. These statements do not guarantee future performance, and we do not undertake to update our forward-looking statements.

Caterpillar's actual results may differ materially from those described or implied in our forward-looking statements based on a number of factors, including, but not limited to: (i) global and regional economic conditions and economic conditions in the industries we serve; (ii) government monetary or fiscal policies and infrastructure spending; (iii) commodity price changes, component price increases, fluctuations in demand for our products or significant shortages of component products; (iv) disruptions or volatility in global financial markets limiting our sources of liquidity or the liquidity of our customers, dealers and suppliers; (v) political and economic risks, commercial instability and events beyond our control in the countries in which we operate; (vi) failure to maintain our credit ratings and potential resulting increases to our cost of borrowing and adverse effects on our cost of funds, liquidity, competitive position and access to capital markets; (vii) our Financial Products segment's risks associated with the financial services industry; (viii) changes in interest rates or market liquidity conditions; (ix) an increase in delinquencies, repossessions or net losses of Cat Financial's customers; (x) new regulations or changes in financial services regulations; (xi) a failure to realize, or a delay in realizing, all of the anticipated benefits of our acquisitions, joint ventures or divestitures; (xii) international trade policies and their impact on demand for our products and our competitive position; (xiii) our ability to develop, produce and market quality products that meet our customers' needs; (xiv) the impact of the highly competitive environment in which we operate on our sales and pricing; (xv) failure to realize all of the anticipated benefits from initiatives to increase our productivity, efficiency and cash flow and to reduce costs; (xvi) additional restructuring costs or a failure to realize anticipated savings or benefits from past or future cost reduction actions; (xvii) inventory management decisions and sourcing practices of our dealers and our OEM customers; (xviii) compliance with environmental laws and regulations; (xix) alleged or actual violations of trade or anti-corruption laws and regulations; (xx) additional tax expense or exposure; (xxi) currency fluctuations; (xxii) our or Cat Financial's compliance with financial covenants; (xxiii) increased pension plan funding obligations; (xxiv) union disputes or other employee relations issues; (xxv) significant legal proceedings, claims, lawsuits or government investigations; (xxvi) changes in accounting standards; (xxvii) failure or breach of IT security; (xxviii) adverse effects of unexpected events including natural disasters; and (xx ix) other factors described in more detail under "Item 1A. Risk Factors" in our Form 10-K filed with the SEC on February 17, 2015 for the year ended December 31, 2014.



Company Overview

- Progress Rail is one of the world's largest integrated and diversified suppliers of railroad and transit products, serving the transportation of people, goods and commodities
- Operates two business segments:
 - Rolling stock
 - Infrastructure
- A Caterpillar company leveraging all of Caterpillar's technology and resources.











Company Overview

Rolling Stock

Infrastructure



Balance of OEM products, components, services and technologies

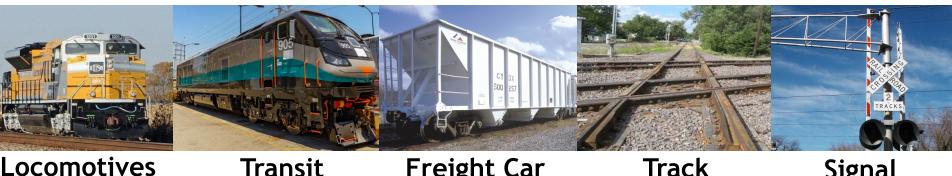
Strategic Focus: Our solutions help our customers build a better world.



Diversified Business

Rolling Stock

Infrastructure



Locomotives

New Locomotives

Locomotive Parts

& Service

Power & Marine

New Transit Locomotives

Transit Maintenance Freight Car

Wheels, Axles, Bearings & Parts

> Freight Car Repair

> > Leasing

Track

Trackwork & **Fasteners**

Rail Welding

Maintenance-of-Way Equipment Signal

Signal **Engineering**

Signal Infrastructure

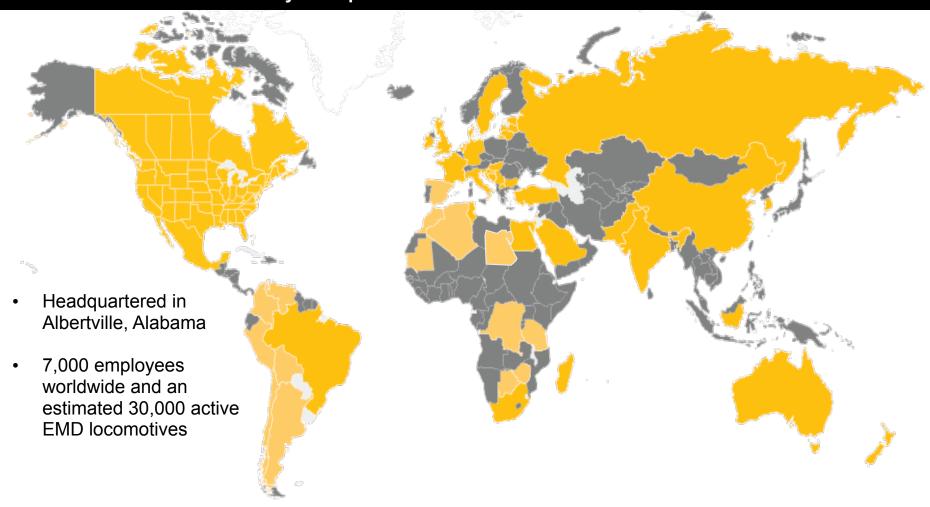
Recycling





Global Presence

Nearly 200 operations with locations in 14 countries





Professional Career Opportunities

- Engineering
- Business Administration
- Leadership Development
- Marketing and Communications
- Environmental, Health & Safety
- Information Technology: Data Analysts,
 Computer Programmers, Telecommunications, Cyber Security
- Finance: Accountants, CPAs, Financial Analysts, AR, AP, Payroll
- Legal: Attorneys, Paralegals
- Medical: Registered Nurses, Medical Assistants
- Human Resources: HR Professionals, HR Coordinators, Administrative Assistants





Production Career Opportunities

- Skilled Trades
- Welders
- Equipment Operators
- Machine Operators
- Mechanics
- Machinists
- Material Handlers
- Manufacturing Operations
- Truck Drivers / CDL Drivers
- Test Inspectors
- Assemblers
- Remanufacturers



