



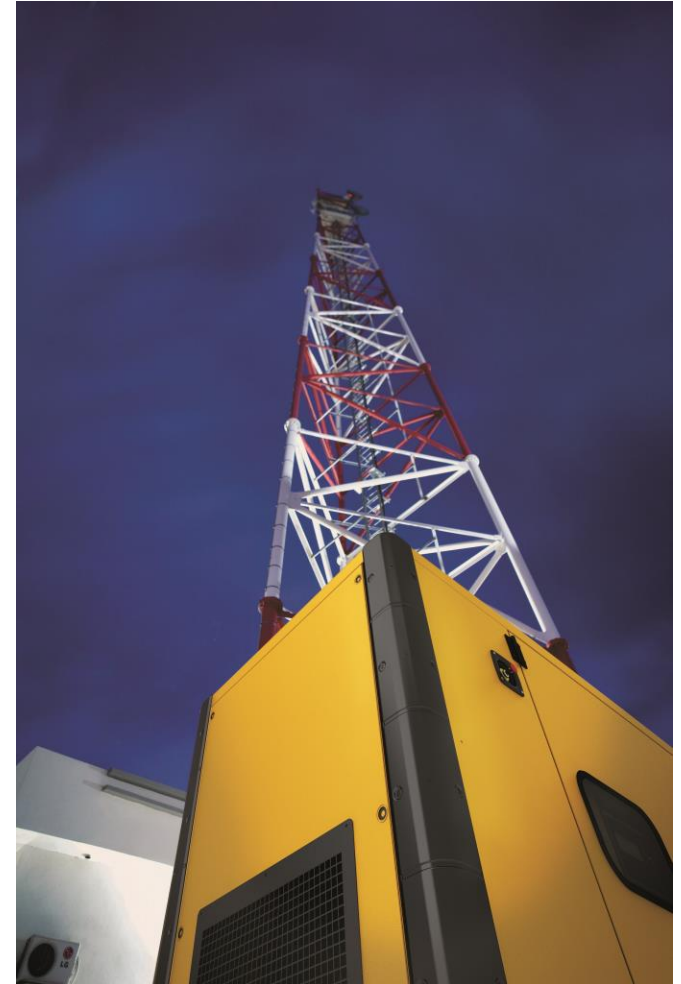
CATERPILLAR®
TODAY'S WORK. TOMORROW'S WORLD.™

Caterpillar Electric Power Division



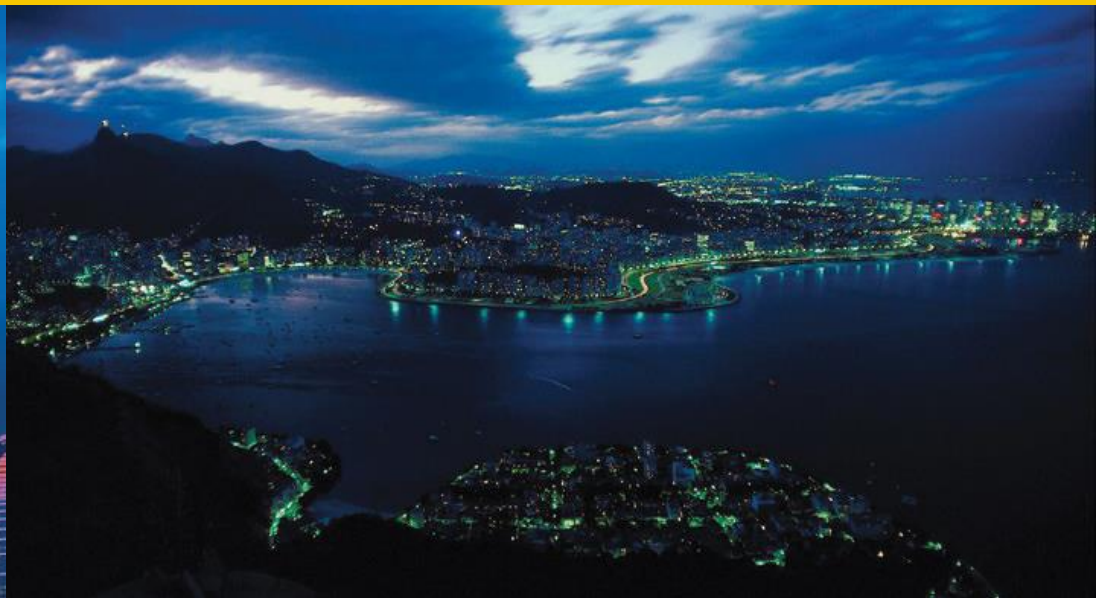
Topics Covered

- ✓ **Caterpillar Inc.**
- ✓ **Demand for Global Power**
- ✓ **Energyst CAT**
- ✓ **Collaboration**



CATERPILLAR[®]
TODAY'S WORK. TOMORROW'S WORLD.™

Caterpillar Electric Power Experience



70+ Years Experience (1939 - Present)

**Over 500,000 Gas and Diesel
Installations Worldwide**

(Installations over 300 kW)

272,000 MW Installed Worldwide

CATERPILLAR®
TODAY'S WORK. TOMORROW'S WORLD.™

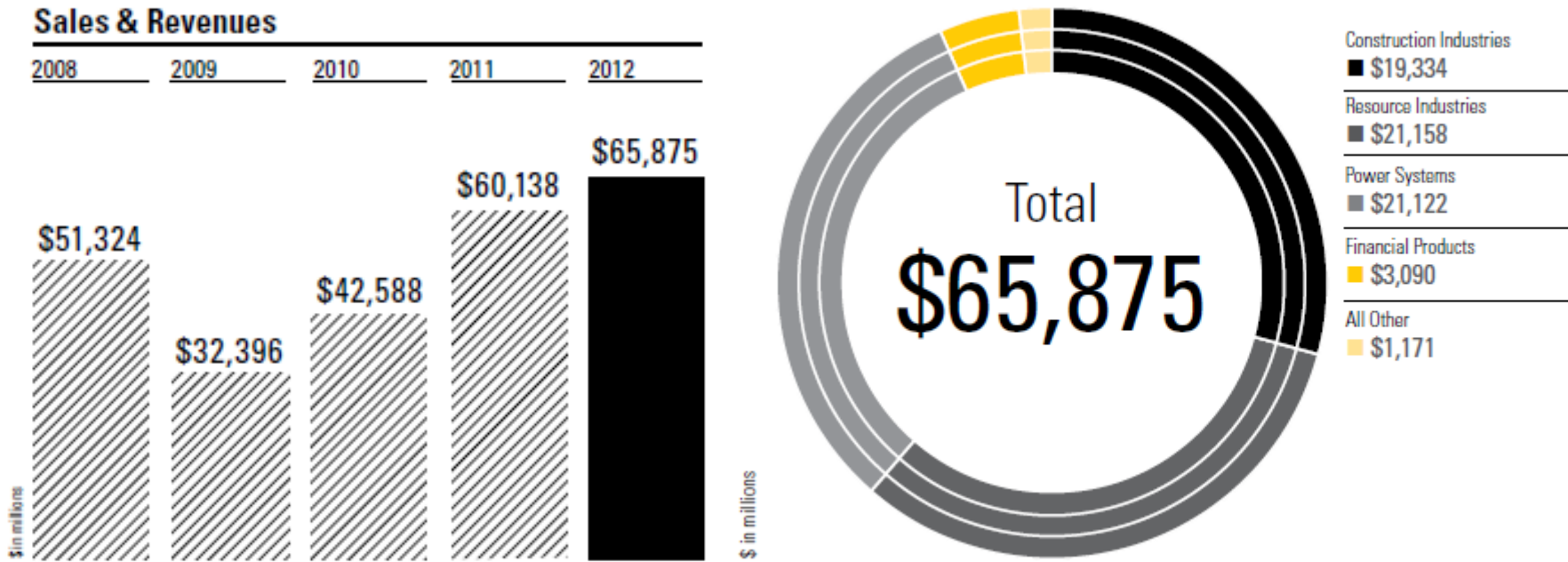


CATERPILLAR®
TODAY'S WORK. TOMORROW'S WORLD.™

Caterpillar Inc.
Sales and Revenue



Company 2012 Sales & Revenue



Sales and revenues were \$65.88 billion (an all-time record) compared with \$60.14 billion in 2011. The increase in sales and revenues is a result of the net impact of acquisitions and divestitures and higher sales volume.

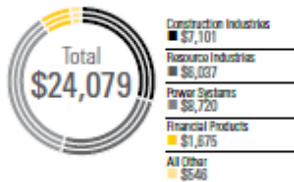
2012 Sales & Revenues by Geographic Region

North America



Sales & Revenues by Segment

\$ in millions

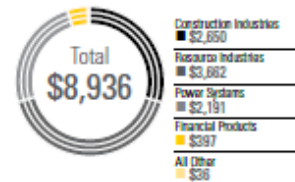


Latin America



Sales & Revenues by Segment

\$ in millions

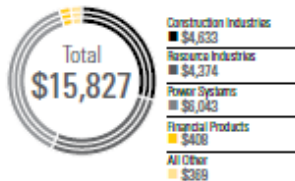


EAME



Sales & Revenues by Segment

\$ in millions

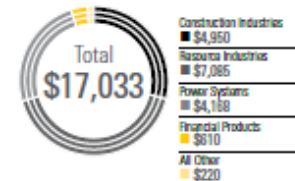


Asia-Pacific



Sales & Revenues by Segment

\$ in millions

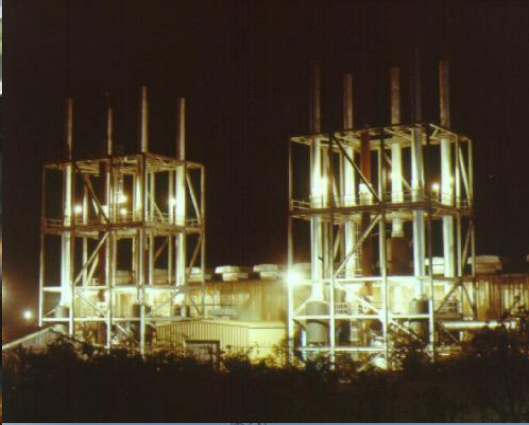


*Facilities include principal locations where manufacturing, parts distribution, rail, and remanufacturing work takes place. In certain geographic areas, the facility symbol may represent multiple facilities.

CATERPILLAR[®]
TODAY'S WORK. TOMORROW'S WORLD.™

Caterpillar Worldwide Locations





CATERPILLAR[®]
TODAY'S WORK. TOMORROW'S WORLD.™

Caterpillar - The World's Power Source

Electric Power Generation • Marine • Locomotive • Petroleum • Industrial • Vehicular



Caterpillar Electric Power Experience



70+ Years Experience (1939 - Present)

**Over 500,000 Gas and Diesel
Installations Worldwide**

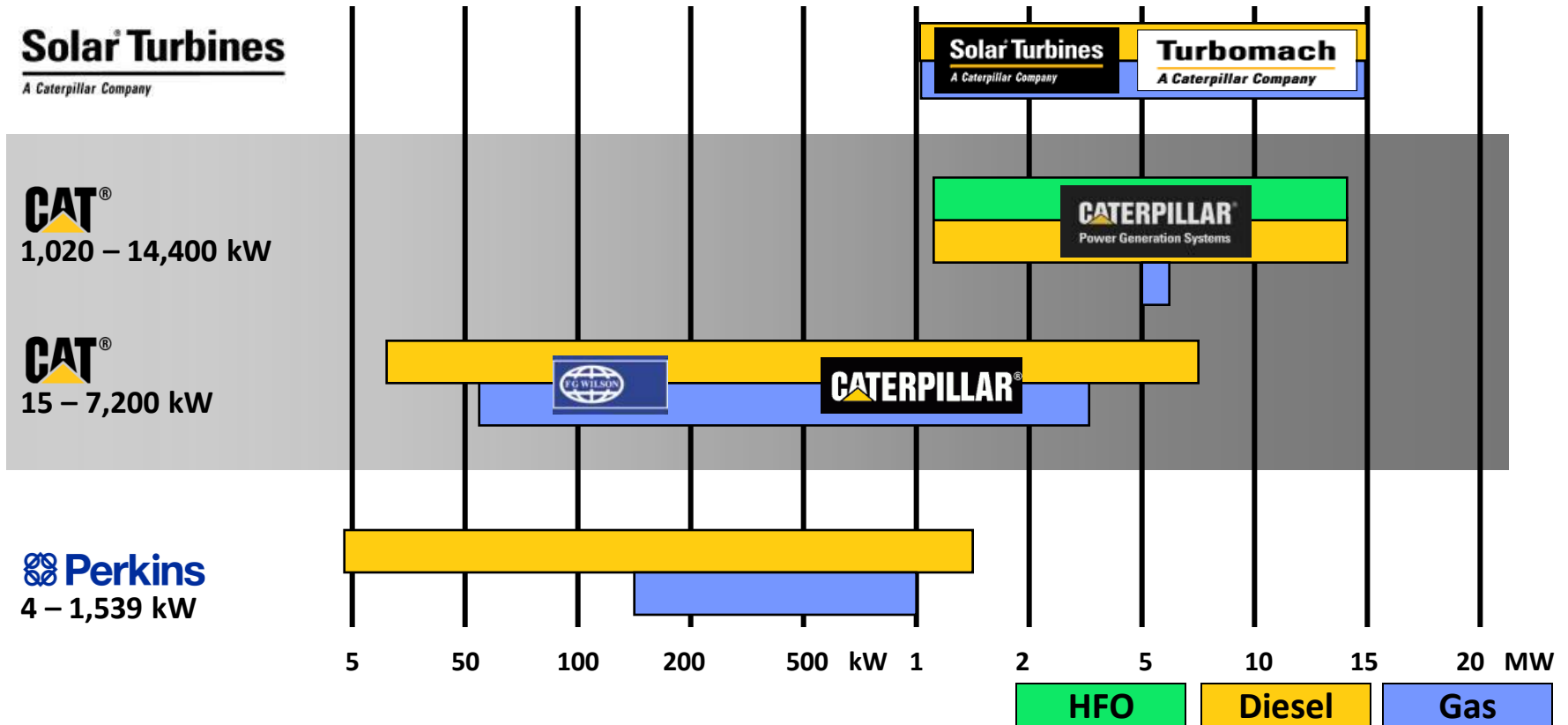
(Installations over 300 kW)

272,000 MW Installed Worldwide

CATERPILLAR®
TODAY'S WORK. TOMORROW'S WORLD.™

Cat EP Brands – Product Portfolio (4 kW to 20 MW)

The Family of Caterpillar Electric Power Products



CATERPILLAR[®]
TODAY'S WORK. TOMORROW'S WORLD.™

Electric Power Product Configurations

7 kW to 2000 kW



Open Gen Sets

5 MW to 50 MW



Sustainable Solutions

100 MW or More



Power Barges



Mobile Units



Modular Power Plants



Turnkey Power Plants

CATERPILLAR[®]
TODAY'S WORK. TOMORROW'S WORLD.™



Dealer Experience / Consulting

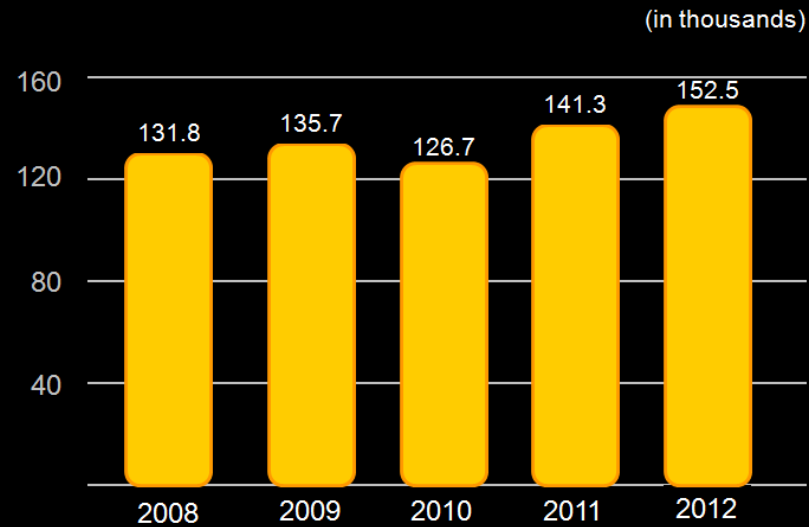
Caterpillar's Localized Global Presence



Over 141,300 Caterpillar Dealer Employees



GLOBAL CAT® DEALER EMPLOYEES



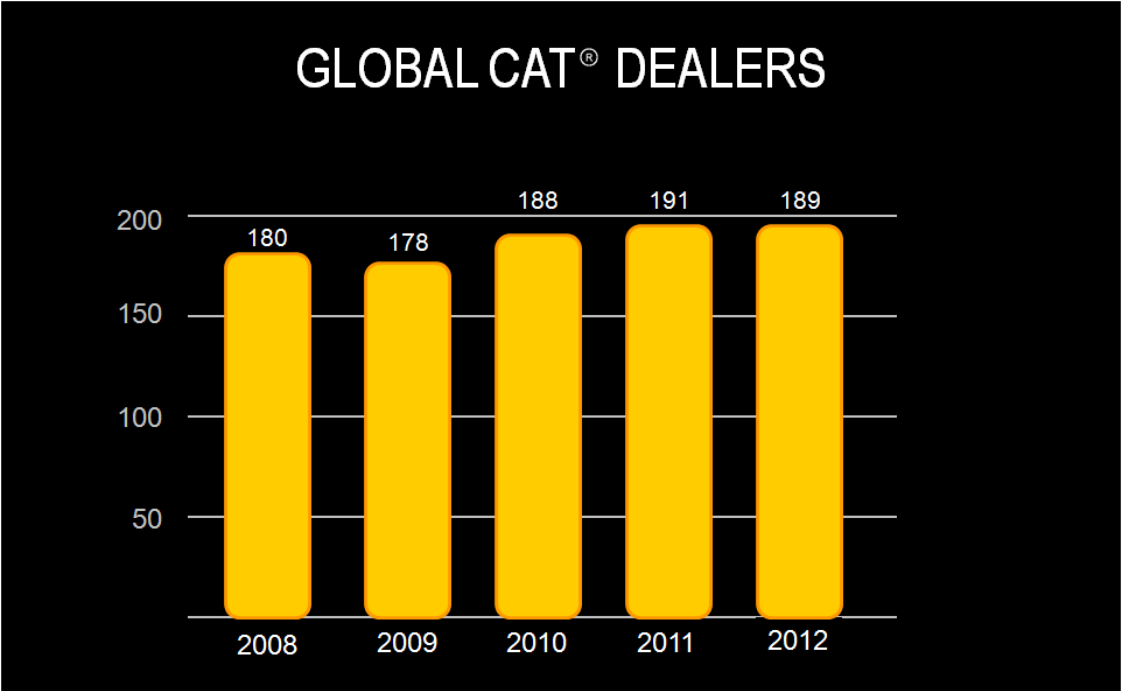
Caterpillar Dealer employees provide

UNMATCHED SUPPORT

for Cat Electric Power solutions.

CATERPILLAR®
TODAY'S WORK. TOMORROW'S WORLD.™

191 Caterpillar Dealers across the Globe



With 189 independent Cat Dealers around the world, you can establish a partnership with someone local to you.

Caterpillar Electric Power Solution



- **Proven Products**
 - Balancing new technology with Cat's trusted quality
 - Backed by over 70 years of experience
- **Integrated Power Systems**
 - Spanning a full range of power-demands and scenarios
 - Cat is your single-source for all electric power needs
- **Backed by the Industry's Best Dealer Network**
 - 152,500 factory trained dealer employees to provide localized support
 - A fast-paced, global distribution system for parts availability

CATERPILLAR[®]
TODAY'S WORK. TOMORROW'S WORLD.™

Caterpillar – Electric Power Division

