

| Cash Assets | 5490 | 6081 | 7927 |
| :--- | ---: | ---: | ---: |
| Receivables | 18952 | 17176 | 17524 |
| Inventory (LIFO) | 15547 | 12625 | 13055 |
| Other | 2535 | 2453 | 2770 |
| Current Assets | 42524 | 38335 | 41276 |
| Accts Payable | 6753 | 6560 | 6860 |
| Debt Due | 12391 | 11031 | 7382 |
| Other | $\underline{10611}$ | 9706 | 15499 |
| Current Liab. | $\underline{29755}$ | 27297 | $\frac{29741}{}$ |


| ANNUAL RATES | Past | Past | Est'd '11-'13 |
| :--- | ---: | ---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '17.'19 |
| Sales | $12.0 \%$ | $4.5 \%$ | $4.0 \%$ |
| "Cash Flow" | $16.5 \%$ | $11.0 \%$ | $2.5 \%$ |
| Earnings | $19.5 \%$ | $7.0 \%$ | $5.0 \%$ |
| Dividends | $11.5 \%$ | $8.0 \%$ | $3.5 \%$ |
| Book Value | $12.5 \%$ | $17.5 \%$ | $8.5 \%$ |


| Calendar | QUARTERLY SALES (\$ mill.) |  |  |  | Full <br> Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 |  |
| 2011 | 12949 | 14230 | 15716 | 17243 | 60138 |
| 2012 | 15981 | 17374 | 16445 | 16075 | 65875 |
| 2013 | 13210 | 14621 | 13423 | 14402 | 55656 |
| 2014 | 13241 | 14150 | 13800 | 13909 | 55100 |
| 2015 | 14040 | 15020 | 14600 | 14440 | 58100 |
| $\begin{array}{r} \text { Cal- } \\ \text { endar } \end{array}$ | EARNINGS PER SHARE A |  |  |  | Full Year |
|  | Mar. | Jun. 30 | Sep. 30 | De |  |
| 2011 | 1.84 | 1.72 | 1.93 | 2.32 | 7.81 |
| 2012 | 2.37 | 2.54 | 2.54 | 1.91 | 9.36 |
| 2013 | 1.31 | 1.45 | 1.45 | 1.58 | 5.79 |
| 2014 | 1.61 | 1.69 | 1.38 | 1.62 | 6.30 |
| 2015 | 1.81 | 1.75 | 1.65 | 1.99 | 7.20 |
| $\begin{aligned} & \text { Cal- } \\ & \text { endar } \end{aligned}$ | QUARTERLY DIVIDENDS PAID Bı |  |  |  | Full |
|  | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2010 | . 42 | . 42 | . 44 | . 44 | 1.72 |
| 2011 | . 44 | . 44 | . 46 | . 46 | 1.80 |
| 2012 | . 46 | . 46 | . 52 | 1.04 | 2.48 |
| 2013 | -- | . 52 | . 60 | . 60 | 1.72 |
| 2014 | 60 | 60 | 70 |  |  |

BUSINESS: Caterpillar Incorporated is the world's largest producer
of earthmoving equipment. Major global markets include road build-
ing, mining, logging, agriculture, petroleum, and general construc-
tion. Products include tractors, scrapers, graders, compactors,
loaders, off-highway truck engines, and pipelayers. Also makes
diesel \& turbine engines and lift trucks. Foreign sales $67 \%$ of total;
Caterpillar reported solid secondquarter operating results in the face of a challenging operating environment. Sales of $\$ 14.15$ billion fell below the $\$ 14.62$ billion reported during the yearearlier period, as weakness in Resource Industries, which is essentially mining operations, cast a shadow over the company's top line. This is not surprising, though. Caterpillar's mining-related sales are often a bellwether of companywide results. With end-user demand from mining entities still soft, Caterpillar's dealers have cut back on orders. Diversification helped this entity to mitigate this weakness, though. Improvement within Caterpillar's Construction Industries division and record profit at the Energy \& Transportation segment loomed large.
Despite a secular downturn in the company's bread-and-butter mining business, a tight rein on expenses buoyed Caterpillar's bottom line. In fact, strict cost controls enabled CAT to save $\$ 500$ million in the manufacturing, SG\&A, and R\&D realms. Excluding restructuring costs, this illinois-based entity reported share earnings of \$1.69,
research \& development: $3.7 \%$ of sales. 2013 depreciation rate: $9.7 \%$. Has about 118,501 employees. Officers \& directors own less than $1.0 \%$ of common stock; State Street, 10.5\%; The Vanguard Group, $5.4 \%$ ( $4 / 14$ proxy). Chairman \& Chief Executive Officer: Douglas R. Oberhelman. Inc.: DE. Addr.: 100 Northeast Adams St., Peoria, IL 61629. Tel.: 309-675-1000. Web: www.caterpillar.com.
which eclipsed our $\$ 1.50$ estimate and the year-earlier profit of $\$ 1.45$ a share.
A lower share count should buffer some of the pressure on the bottom line. The recent performance enabled Caterpillar to shore up its balance sheet. Increased financial wherewithal led this company's board of directors to return capital to shareholders, including the planned repurchase $\$ 2.5$ billion worth of CAT stock during the third quarter. This is part of a $\$ 10$ billion share-buyback initiative previously approved. With the first half of 2014 in the rearview mirror, management is now looking for sales in a range of \$54 billion to $\$ 56$ billion, compared to a previous range of $\$ 53$ billion to $\$ 59$ billion. Too, the company's revised profit outlook is $\$ 6.20$ per share, an improvement from the $\$ 6.10$ previously expected. We have increased our bottom-line estimate by $\$ 0.05$, to $\$ 6.30$, on sales of $\$ 55.10$ billion.
This equity is not appealing at the current juncture. Despite a likely acceleration in earnings growth, this issue's appreciation potential falls below that of the Value Line median.
Dominic B. Silva
(A) Diluted earnings. Excl. net nonrecurring gain (losses): '03, (6¢); '06, (8¢); '07, 5¢; '08, (54); '11, (41¢); '12, (88¢). Includes 75¢ of restructuring costs in '09; est'd Health Care

Reform chg of 11¢ in 1Q, '10. Next egs report avail. (C) Incl. equip. purch. for leasing. late October. (B) Div'ds historically paid mid- (D) Incl. intang. In '13: $\$ 10.6$ bill., $\$ 16.43 / \mathrm{sh}$. February, May, August, November. '13 1Q $\quad$ (E) In mill., adjusted for split. (F) Accelerated Divd's paid in '12 4Q. - Div'd reinvestment plan basis.

