

ing, mining, logging, agriculture, petroleum, and general construction. Products include tractors, scrapers, compactors, loaders, offhighway truck engines, and pipelayers. Also makes diesel & turbine engines and lift trucks. Foreign sales 62% of total; research & de-

Caterpillar's fourth-quarter sales of

of common stock; State Street, 9.8%; The Vanguard Group, 6.2% (4/15 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

\$11.0 billion plunged nearly 23% from **ANNUAL RATES** Past Est'd '12-'14 Past the year-ago period. The unfavorable 5 Yrs. 6.0% 9.5% 11.5% of change (per sh) 10 Yrs. to '19-'21 performance was due to a worldwide com-1.0% 2.5% 2.5% Sales "Cash Flow" 10.0% 12.0% 14.5% 12.5% 12.0% modities slump. In particular, poor funda-Earnings mentals for almost all metals are proving Dividends Book Value 4.5% 1.0% to be detrimental to the company's breadand-butter end market, which is the min-QUARTERLY SALES (\$ mill.) ing sector. Management has taken aggres-Mar.31 Jun.30 Sep.30 Dec.31 sive measures to minimize the adverse ef-13210 14621 13423 14402 55656 fects of the top-line pressure. Specifically, 13549 14244 55184 13241 14150 cost management, restructuring actions, 12702 12317 10962 11030 47011 and better execution led to share earnings 42000 10700 10500 10200 10600 of \$0.74, which eclipsed our \$0.72 outlook. 43750 11400 11200 10800 10350 These defensive measures helped bolster EARNINGS PER SHARE A Caterpillar's balance sheet, which included Dec.31 Mar.31 Jun.30 Sep.30 Year \$6.5 billion in cash at the end of Decem-1.31 1 45 1.45 1.58 5.79 ber. What's more, an ability to generate healthy cash flows should enable this com-1.69 1.35 6.37 1.61 1.72

> management's stated goals. However, there are signs that a recovery may take longer to materialize. With a good number of exploration and production (E&P) companies forced to curtail spending and preserve capital, or-ders are apt to trend lower in the energy

> pany to maintain the quarterly dividend at

\$0.77 per share, which has been one of

market. In fact, management is looking for a 10%-15% sales decline at the Energy & Transportation division in the current year. Due to the glut of supply in the mining arena, CAT is anticipating a 15%-20% pullback in the Resource Industries unit. Further, the company expects a 5%-10% fall in business at the Construction Industries segment. Caterpillar provided guidance for 2016 that calls for sales in a range of \$40.0 billion to \$44.0 billion, with the midpoint representing a 10% yearover-year decline. Excluding restructuring costs, management's full-year share profit outlook is \$4.00. We've lowered our topline estimate, to \$42.0 billion, while maintaining our share-net target at \$3.75. Improvement is probable in 2017, led by a growing portfolio of construction- and power-generation products in emerging markets. Too, the ongoing adoption of stricter emission standards on off-road equipment should provide a boost.

Though unfavorably ranked for yearaheaď relative price momentum, Caterpillar stock holds good recovery potential. Dominic B. Silva February 19, 2016

(A) Diluted earnings. Excl. net nonrecurring gain (losses): '03, (6¢); '06, (8¢); '07, 5¢; '08, (5¢); '11, (41¢); '12, (88¢). Includes 75¢ of restructuring costs in '09; est'd Health Care

1.27

1.10

Jun.30

.46

.52

.60

.70

.98

QUARTERLY DIVIDENDS PAID B=

.75

.94

Sep.30

.52

.60

.70

.77

.74

.85

.85

Dec.31

1.04

.60

.70

4.62

3.75

4.05

Full

2.48

1.72

2.60

Current Assets

Accts Payable Debt Due

Current Liab

endar

2013

2014

2015

2016

2017

endar

2013

2014

2015

2016

2017

Cal-

endar

2012

2013

2014

2015

2016

1.86

.98

1.15

Mar.31

.46

.60

.70

38335

6560

11031 9706

27297

38867

6515 11511

9851

27877

34418

5023 12846

8434

26303

Reform chg of 11¢ in 1Q, '10. Next egs report late April. (B) Div'ds historically paid mid-February, May, August, November. '13 1Q Divd's paid in '12 4Q. ■ Div'd reinvestment plan

avail. (C) Incl. equip. purch. for leasing. (D) Incl. intang. In '14: \$14.6 bill., \$2.29/sh. (E) In mill., adjusted for split. (F) Accelerated basis

Company's Financial Strength Stock's Price Stability A+ 65 Price Growth Persistence 50 **Earnings Predictability** 45