

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 59% of total; R&D: 3.4% of

Vanguard Group, 8.7%; State Street, 8.1% (4/19 proxy). Chairman: Douglas R. Oberhelman. Chief Executive Officer: Jim Umpleby. Inc.: DE. Addr.: 510 Lake Cook Road, Suite 100, Deerfield, IL 60015. Tel.: 309-675-1000. Web: www.caterpillar.com

**ANNUAL RATES** Past Est'd '16-'18 Past 10 Yrs. 0.5% 3.5% 3.0% to '22-'24 8.0% 9.0% 13.0% of change (per sh) 5 Yrs. -3.5% Sales "Cash Flow" -1.5% Earnings Dividends Book Value 9.0%

6487.0 6194.0

14250.0

36244.0 38603.0

26931.0 28218.0

7051.0 5830.0

15337.0

39126.0

7198.0 5590.0

14600.0

27388.0

**Current Assets** 

Accts Payable Debt Due

Current Liab.

DOOK VAIAC 7.070 2.070 70.070					
Cal- endar	QU Mar.31		SALES (\$1 Sep.30	mill.) Dec.31	Full Year
2016	9461	10342	9160	9574	38537
2017	9822	11331	11413	12896	45462
2018	12859	14011	13510	14342	54722
2019	13466				57000
2020	13600	14750	14300	15250	57900
Cal-	EARNINGS PER SHARE A				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2016	.67	1.09	.85	.83	3.44
2017	1.28	1.49	1.95	2.16	6.88
2018	2.82	2.97	2.86	2.55	11.20
2019	2.94	3.15	3.10	3.21	12.40
2020	3.10	3.30	3.20	3.40	13.00
Cal-	QUARTERLY DIVIDENDS PAID B				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2015	.70	.70	.77	.77	2.94
2016	.77	.77	.77	.77	3.08
2017	.77	.77	.78	.78	3.10
2018	.78	.78	.86	.86	3.28
2019	.86	.86			

Caterpillar missed the mark in the first quarter. Note that the following results fell short of our outlook from February, but beat consensus expectations. Wall Street in recent months had taken a more cautious approach towards the company, which experienced a slowdown in a key market (China) in late 2018, and faced ongoing uncertainties related to restrictive trade policies. Sales of \$13.466 billion came in below our \$13.650 billion call, but grew 5% year over year. The gain reflected solid demand for both equipment and services, with a notable increase in the Resource Industries segment. Volume also rose in the Construction Industries unit, while the Energy & Transportation division reported flattish results. Price hikes in the Construction Industries and Resource Industries businesses also contributed to the improvement. Increased prices and higher volume formed a potent combination, and helped to lessen the negative impact of elevated manufacturing costs and SG&A expenses. Altogether, share net of \$2.94 fell modestly below our \$3.00 estimate. (Our presentation excludes a onetime \$0.31-per-share discrete tax benefit

stemming from U.S. tax reform.) Caterpillar is optimistic that fundamentals in its diverse end markets will remain healthy. The Construction Industries business should continue to be driven by strong demand for new equipment, primarily to support road construction activities in North America. Meanwhile, solid mining production levels and commodity market fundamentals ought to power sales in the Resource Industries unit. Lastly, The Energy & Transportation division will probably benefit from a sequential uptick in spending within the upstream sector across North America. We are maintaining our top- and bottom-line estimates of \$57 billion and \$12.50 a share, respectively. Caterpillar shares are trading near

the middle of their 2019 range, so the recent quotation serves as a good entry point for investors seeking a capital goods company with favorable long-term prospects. In fact, these shares continue to trade at a discount based on the P/E level we expect over the 3- to 5-year time frame.

Dominic B. Silva

May 17, 2019

(A) Diluted earnings. Excl. net nonrecurring gain (losses): '06, (8¢); '07, 5¢; '08, (5¢); '11, (41¢); '12, (88¢); '13, (4¢); '14, (49¢); '15, (\$1.12); '16, (\$3.55); '17, (\$5.62); '18, (94¢). In-

cludes 75¢ of restructuring costs in '09; est'd Health Care Reform chg of 11¢ in 1Q, '10.

Next egs report late July. (B) Div'ds historically paid mid-July, May, August, November. ■ Div'd (F) Accelerated basis.

Company's Financial Strength Stock's Price Stability A+ 60 Price Growth Persistence **Earnings Predictability** 45

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