

Sales and Revenues by Segment

(Millions of dollars)			Sales		Price		Inter-Segment /				\$		%			
	2016		Volume		Realization		Currency		Other		2017		Change		Change	
Construction Industries	\$	15,690	\$	2,810	\$	751	\$	(40)	\$	29	\$	19,240	\$	3,550		23%
Resource Industries		6,010		1,638		118		22		73		7,861		1,851		31%
Energy & Transportation		16,951		1,556		(42)		39		878		19,382		2,431		14%
All Other Segments		544		39		—		—		(13)		570		26		5%
Corporate Items and Eliminations		(3,422)		12		—		—		(967)		(4,377)		(955)		
Machinery, Energy & Transportation		35,773		6,055		827		21		—		42,676		6,903		19%
Financial Products Segment		2,993		—		—		—		100		3,093		100		3%
Corporate Items and Eliminations		(229)		—		—		—		(78)		(307)		(78)		
Financial Products Revenues		2,764		—		—		—		22		2,786		22		1%
Consolidated Sales and Revenues	\$	38,537	\$	6,055	\$	827	\$	21	\$	22	\$	45,462	\$	6,925		18%

Sales and Revenues by Geographic Region

(Millions of dollars)	North America		Latin America		EAME		Asia/Pacific		External Sales and Revenues		Inter-Segment		Total Sales and Revenues	
	\$	% Chg	\$	% Chg	\$	% Chg	\$	% Chg	\$	% Chg	\$	% Chg	\$	% Chg
2017														
Construction Industries	\$ 8,742	16%	\$ 1,396	32%	\$ 3,760	15%	\$ 5,235	39%	\$19,133	23%	\$ 107	37%	\$ 19,240	23%
Resource Industries	2,582	25%	1,281	28%	1,775	51%	1,866	26%	7,504	31%	357	26%	7,861	31%
Energy & Transportation	7,959	19%	1,261	14%	4,431	5%	2,313	(5%)	15,964	11%	3,418	35%	19,382	14%
All Other Segments	70	52%	3	—%	54	93%	51	(18%)	178	28%	392	(3%)	570	5%
Corporate Items and Eliminations	(97)		(1)		(6)		1		(103)		(4,274)		(4,377)	
Machinery, Energy & Transportation	19,256	19%	3,940	25%	10,014	16%	9,466	23%	42,676	19%	—	—%	42,676	19%
Financial Products Segment	2,006	8%	306	(9%)	418	4%	363	(8%)	3,093	3%	—	—%	3,093	3%
Corporate Items and Eliminations	(190)		(46)		(19)		(52)		(307)		—		(307)	
Financial Products Revenues	1,816	5%	260	(11%)	399	4%	311	(12%)	2,786	1%	—	—%	2,786	1%
Consolidated Sales and Revenues	\$21,072	17%	\$ 4,200	22%	\$ 10,413	15%	\$ 9,777	21%	\$45,462	18%	\$ —	—%	\$ 45,462	18%
2016														
Construction Industries	\$ 7,529		\$ 1,059		\$ 3,270		\$ 3,754		\$15,612		\$ 78		\$ 15,690	
Resource Industries	2,068		1,001		1,179		1,478		5,726		284		6,010	
Energy & Transportation	6,680		1,104		4,201		2,426		14,411		2,540		16,951	
All Other Segments	46		3		28		62		139		405		544	
Corporate Items and Eliminations	(98)		(3)		(9)		(5)		(115)		(3,307)		(3,422)	
Machinery, Energy & Transportation	16,225		3,164		8,669		7,715		35,773		—		35,773	
Financial Products Segment	1,862		336		401		394		2,993		—		2,993	
Corporate Items and Eliminations	(125)		(45)		(17)		(42)		(229)		—		(229)	
Financial Products Revenues	1,737		291		384		352		2,764		—		2,764	
Consolidated Sales and Revenues	\$17,962		\$ 3,455		\$ 9,053		\$ 8,067		\$38,537		\$ —		\$ 38,537	