

2020 Goals for Products, Services, Solutions

ENTERPRISE GOALS TO 2020.

Established in 2007, these aspirational, enterprise-wide goals align our interests, market needs and customer opportunities to provide a framework for action as we pursue sustainable development as a business. In setting these goals, we evaluated significant aspects and impacts of our operations and our customers' businesses – as viewed by our customers and other stakeholders. We then identified internal priorities related to performance within our operations, and external priorities related to those aspects of our customers' businesses we may impact through capabilities we provide to the marketplace. These goals – relative to a 2006 base – clarify our role and further drive a focus on sustainability in every aspect and sector of our business. In 2008, we will continue to articulate plans for the measurement and execution of performance against these goals.

2020 GOALS FOR PRODUCTS, SERVICES AND SOLUTIONS



Provide leadership in the safety of people in, on and around our products

↓ 20%

Reduce customer greenhouse gas emissions by 20%

↑ 20%

Increase customer energy efficiency by 20%

↑ 20%

Increase customer material efficiency by 20%

SUSTAINABLE
MAKING PROGRESS POSSIBLE

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

50% less
operator noise

50% better
steering performance

10% lower
lifetime operating costs

Easier to operate
No shifting
Low-effort controls

Cat D7E

Less fluids used

35%–70% lower
owning & operating costs with
SystemOne™ undercarriage

35% more
visibility

10% more
material moved per hour

Up to 20% less
fuel consumed per hour

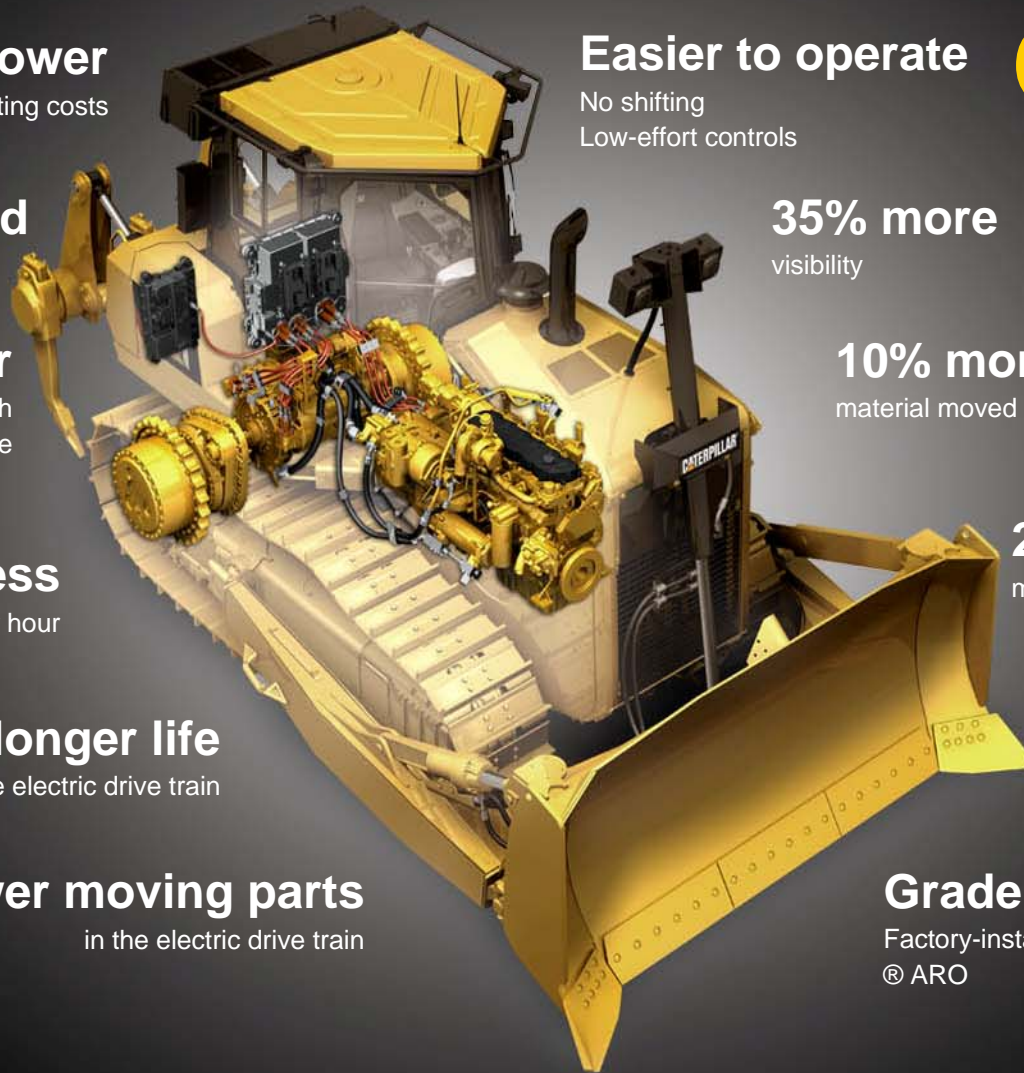
25% more
material moved per gallon of fuel

Up to 50% longer life
for the electric drive train

Less down time
No engine belts

60% fewer moving parts
in the electric drive train

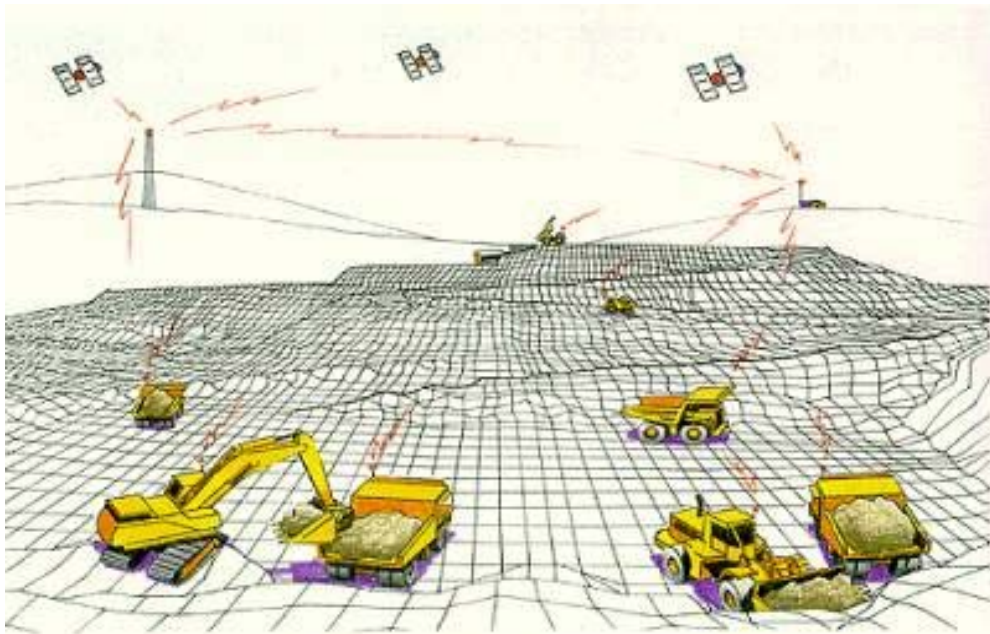
Grade Control Ready
Factory-installed AccuGrade
® ARO



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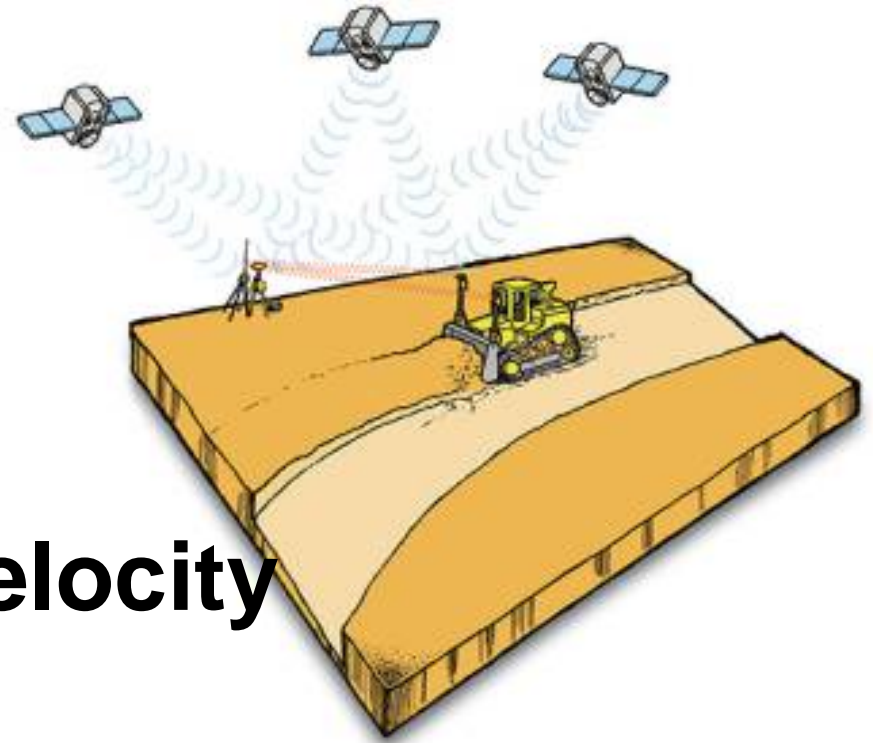
Connected Worksite Solutions



- Advanced technology and information management increase job site productivity
- Delivers
 - Reduced cost
 - Reduced waste & rework
 - Reduced fuel consumption & emissions

AccuGrade

- Machine control and guidance solution
- GPS satellites to help operators bring an area to grade faster
- Used throughout the construction process — for survey, design, estimating, layout, excavating and finish grade work.
- Operators can minimize the amount of material that must be moved and the distance it must travel — both time, cost and fuel savers.



Increased Job Site Velocity

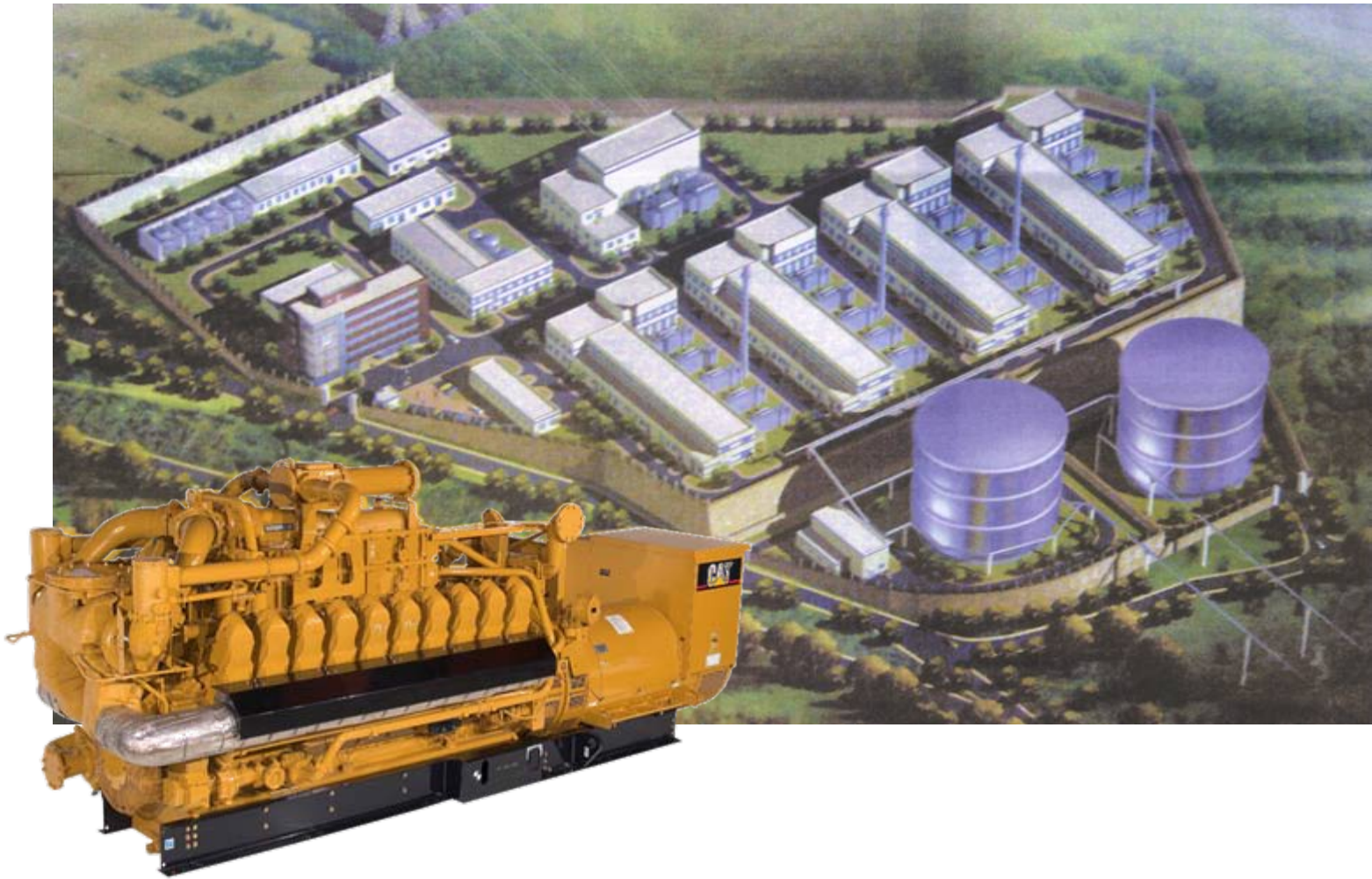
Conventional: 24:32 hours

AccuGrade: 11:50 hours

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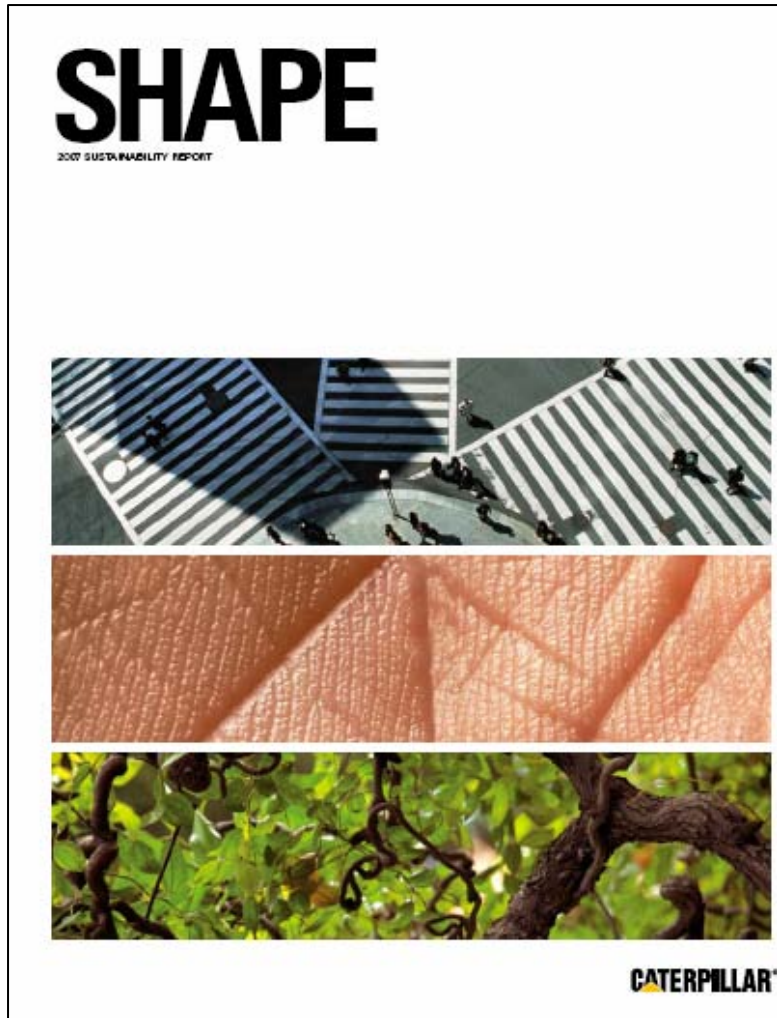
Methane Management



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Thank you



"The time has come for Team Caterpillar to **think differently**, to **question assumptions** and ask 'what if?' as we tackle the challenges Sustainable Development presents."

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MAKING PROGRESS POSSIBLE

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