

IR BEST PRACTICES - NIRI-Chicago
Thursday, December 10, 2015



Company Description	<p>For 90 years, Caterpillar Inc. has been making sustainable progress possible and driving positive change on every continent. Customers turn to Caterpillar to help them develop infrastructure, energy and natural resource assets. With 2014 sales and revenues of \$55.184 billion, Caterpillar is the world's leading manufacturer of construction and mining equipment, diesel and natural gas engines, industrial gas turbines and diesel-electric locomotives. The company principally operates through its three product segments - Construction Industries, Resource Industries and Energy & Transportation - and also provides financing and related services through its Financial Products segment. For more information, visit caterpillar.com. To connect with us on social media, visit caterpillar.com/social-media.</p>	<p>Mead Johnson, a global leader in pediatric nutrition, develops, manufactures, markets and distributes more than 70 products in over 50 markets worldwide. The company's mission is to nourish the world's children for the best start in life. The Mead Johnson name has been associated with science-based pediatric nutrition products for over 100 years. The company's "Enfa" family of brands, including Enfamil® infant formula, is the world's leading brand franchise in pediatric nutrition. For more information, go to www.meadjohnson.com.</p>
2014 Revenues	\$55.2 billion	\$4.4 billion
% Outside of US	62%	76%
Market Cap	\$39.5 billion	\$15.8 billion
Stock Price	\$67.96	\$79.91
52-Week Range	\$98.76-\$62.99	\$105.45-\$69.20
Forward P/E	18.4	22.4
Dividend/Yield	\$3.08/4.40%	\$1.65 /2.07%
# of Sell-Side Analysts	27	16
% of Shares Held by Institutions	66.6%	98.7%
IR Staff	2	1

Source: Company websites and Yahoo Finance December 7, 2015