

# Caterpillar riding economic upswing

Caterpillar, an industrial bellwether for the economy as a whole, rode a steady increase in manufacturing spending and overall growth throughout 2017.

The company's outlook for 2018 suggests more of the same, with an outlook for profit between \$8.25 and \$9.25 per share.

"We are positioned to capitalize on continued sales momentum while quickly adjusting, should conditions change," said CEO Donald James Umpleby. "We also plan to profitably grow the company by investing in expanded offerings and services, the two additional major focus

areas in our strategy."

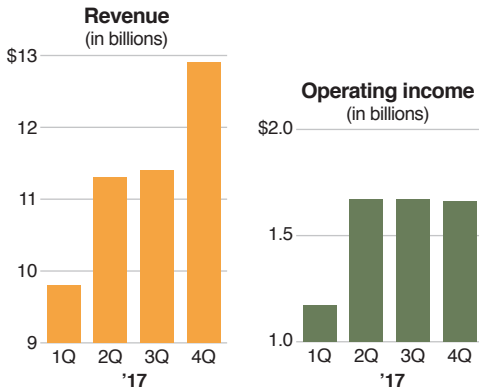
Construction and energy markets in North America and China have helped pull the company out of a downturn in 2016. Meanwhile, the company's backlog increased by \$3.7 billion.

"This speaks to both solidifying end market demand and also highlights Caterpillar's manufacturing capabilities," wrote Stifel analyst Stanely S. Elliott, in a note to investors.

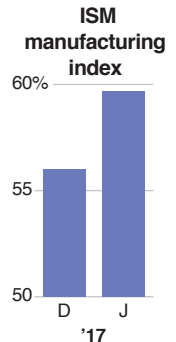
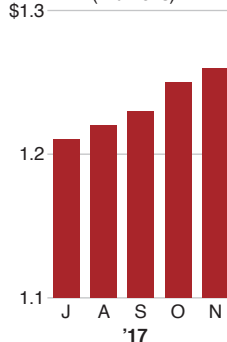
Elliott noted that an improving global economy further supports sustainable growth for the company over the next year.



## Caterpillar



## Construction spending



Sources: Company filings; Department of Commerce; ISM

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