

Fourth Quarter and 2006 Press Release  
(millions of dollars)

	Three Months Ended October 31			Twelve Months Ended October 31		
	2006	2005	% Change	2006	2005	% Change
Net sales and revenues:						
Agricultural equipment net sales	\$ 2,370	\$ 2,396	-1	\$ 10,232	\$ 10,567	-3
Commercial and consumer equipment net sales	758	766	-1	3,877	3,605	+8
Construction and forestry net sales	1,358	1,324	+3	5,775	5,229	+10
Total net sales *	4,486	4,486		19,884	19,401	+2
Credit revenues	502	400	+26	1,819	1,450	+25
Other revenues *	130	106	+23	445	340	+31
Total net sales and revenues *	\$ 5,118	\$ 4,992	+3	\$ 22,148	\$ 21,191	+5
Operating profit (loss): **						
Agricultural equipment	\$ 143	\$ 57	+151	\$ 882	\$ 970	-9
Commercial and consumer equipment	(3)	(10)	-70	221	183	+21
Construction and forestry	136	177	-23	802	689	+16
Credit	131	128	+2	520	491	+6
Other *	(2)			1		
Total operating profit *	405	352	+15	2,426	2,333	+4
Interest, corporate expenses and income taxes	(129)	(131)	-2	(973)	(919)	+6
Income from continuing operations	276	221	+25	1,453	1,414	+3
Income from discontinued operations	1	12	-92	241	33	+630
Net income	\$ 277	\$ 233	+19	\$ 1,694	\$ 1,447	+17

\* Includes equipment operations outside the U.S. and Canada as follows:

Net sales	\$ 1,530	\$ 1,344	+14	\$ 6,033	\$ 5,890	+2
Operating profit	\$ 71	\$ 18	+294	\$ 460	\$ 544	-15

The company views its operations as consisting of two geographic areas, the "U.S. and Canada", and "outside the U.S. and Canada".

Other revenues and operating profit in the prior periods as presented above decreased \$185 million and \$14 million, respectively, in the fourth quarter and \$740 million and \$41 million, respectively, for the year from the amounts reported in 2005 due to a reclassification of the health care operations included in "Other" last year to discontinued operations this year.

\*\* Operating profit is income from continuing operations before external interest expense, certain foreign exchange gains or losses, income taxes and corporate expenses. However, operating profit of the credit segment includes the effect of interest expense and foreign exchange gains or losses.