



Cummins India Limited

Annual General Meeting

**Sandeep Sinha,
Managing Director,
Cummins India Limited**

August 9, 2018

Confidential

AGENDA

01

Financials

02

Our Growth Strategy

03

Capabilities

04

Our Future

05

Culture

06

Q + A

India Leadership Team



Sandeep Sinha
Managing Director – India ABO



Ashwath Ram
Engine Business



Mandar Deo
Power Systems



Anjali Pandey
Components Business



Bhavana Bindra
Distribution Business



Prafulla Neema
Supply Chain



Aditi Sharma
Quality



Rajiv Batra
Chief Financial Officer



Amit Kumar
Strategy Officer



Sophia Manivel
Information
Technology



Mark Firth
Engineering



Venkat Ramana
Legal & Secretarial



Vikas Thapa
Human Resources

Our Story

WHY WE EXIST

OUR MISSION

Making people's lives better by powering a more prosperous world

WHAT WE WANT TO ACCOMPLISH

OUR VISION

Innovating for our customers to power their success

Public

HOW WE WILL DO IT

VALUES

INTEGRITY

Doing what you say you will do and doing what is right

DIVERSITY & INCLUSION

Valuing and including our differences in decision making is our competitive advantage

CARING

Demonstrating awareness and consideration for the wellbeing of others

EXCELLENCE

Always delivering superior results

TEAMWORK

Collaborating across teams, functions, businesses and borders to deliver the best work

LEADERSHIP CULTURE

Inspiring and encouraging all employees to achieve their full potential

BRAND PROMISE

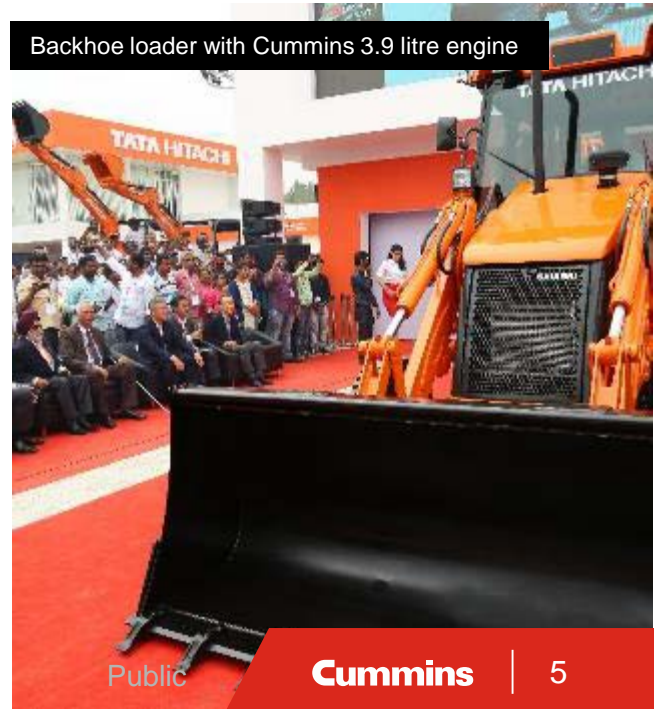
Powering our customers through innovation and dependability

STRATEGY

Delivering value to all stakeholders

2017 Achievements

- Recorded **highest ever sales** in Construction segment
- Introduced and installed the **Underslung** power pack and **noise attenuation** solution for Indian Railways
- Entered the Indian **Backhoe loader** market with 3.9 litre engine
- Introduced **new 20kVA** product (LHP segment)
- Launched '**Cummins Care**' mobile application



Health, Safety and Environment

Caring for People and Environment

- **92%** employees trained on Live It, Lead It
- **0.7** Incidence Rate (better than Industry average of >1)
- **95%** Waste Recycling rate
- **2850** kilo liters of water conserved (improvement of 4% from last year)

health

safety

environment

How we have performed

- **Revenue**
- **Profitability**
- **Cash Flow**
- **Dividend**

2017-18 Financial Performance

Net Sales

₹ 4,952
Crores.

Profit before
Interest Tax

₹ 867
Crores.

Free Cash
Flow

₹ 651
Crores.

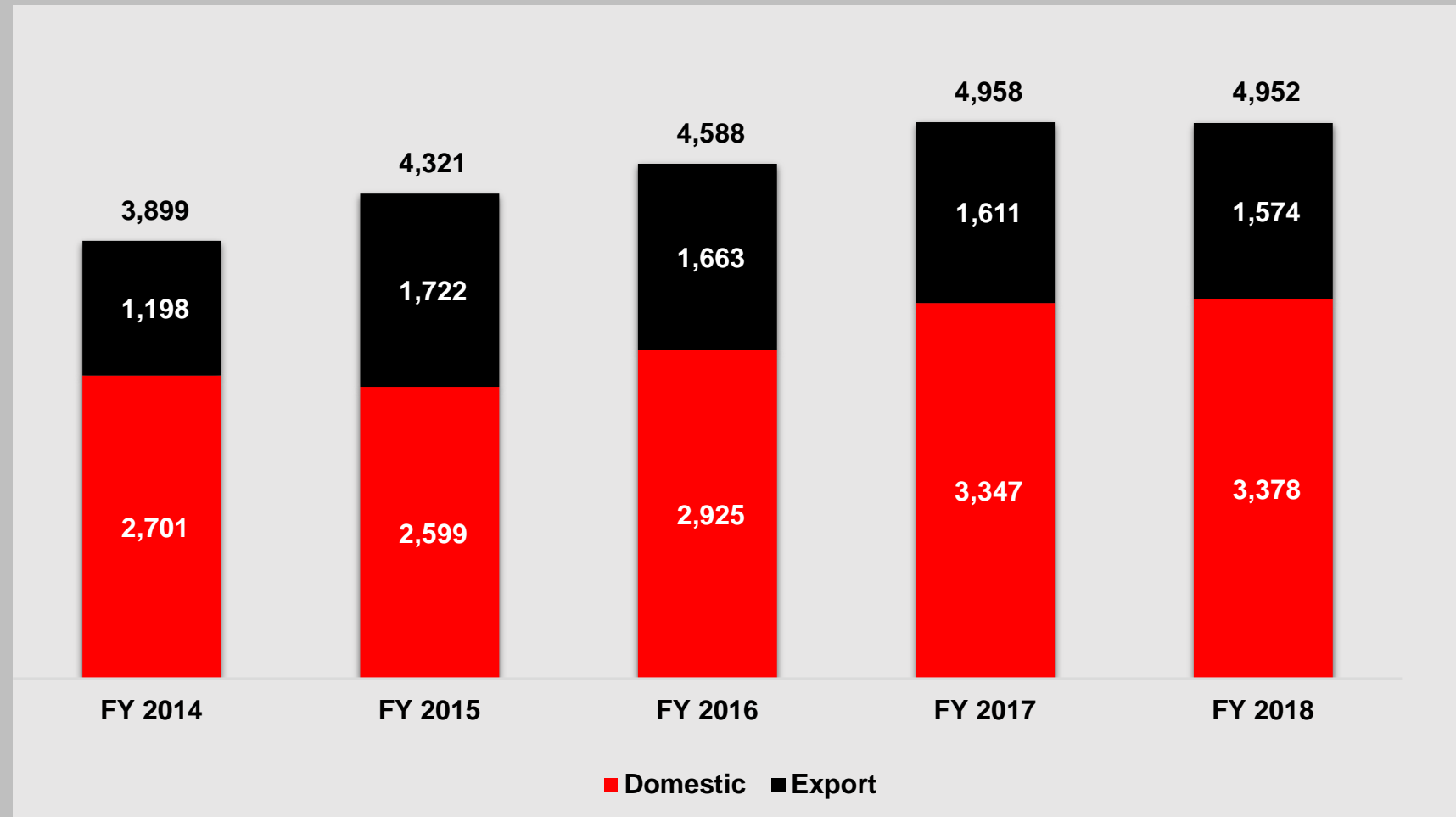
Dividend

750%

Domestic Vs. Exports Trend (₹ Cr)

CAGR since FY 2014

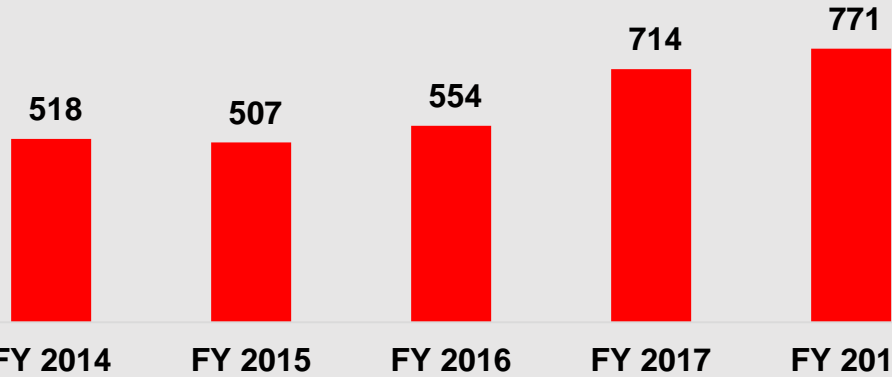
Overall: 6%



Domestic Revenue: Segment wise(₹ Cr)

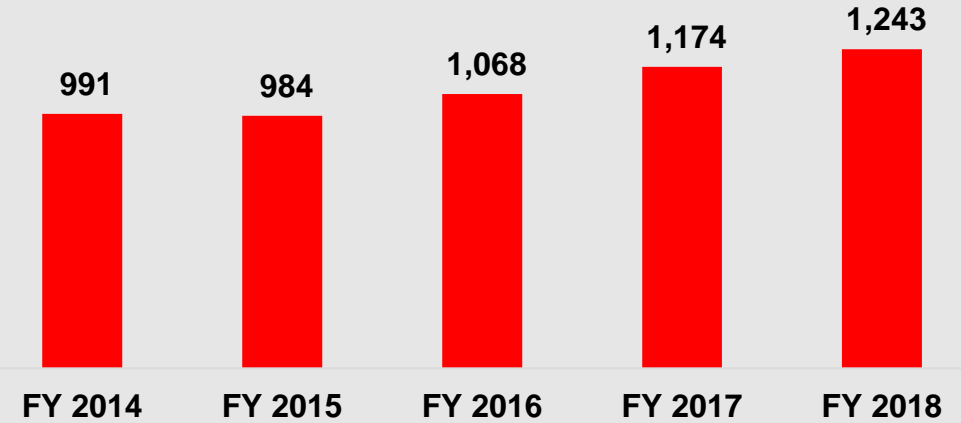
CAGR: 10%

Industrial



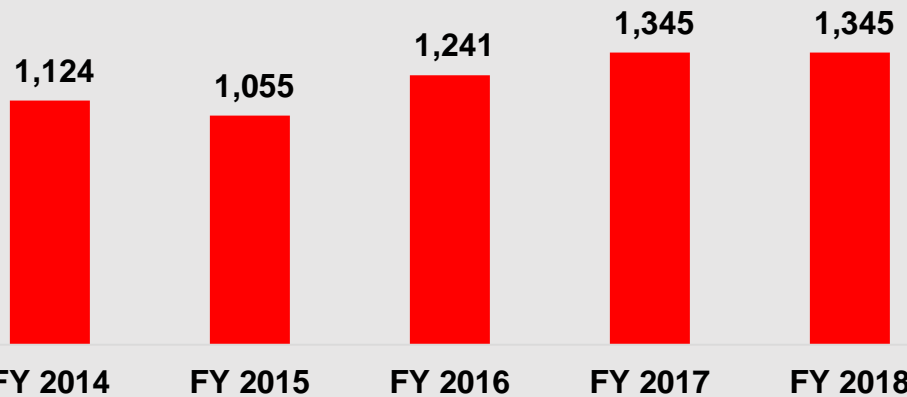
CAGR: 6%

Distribution



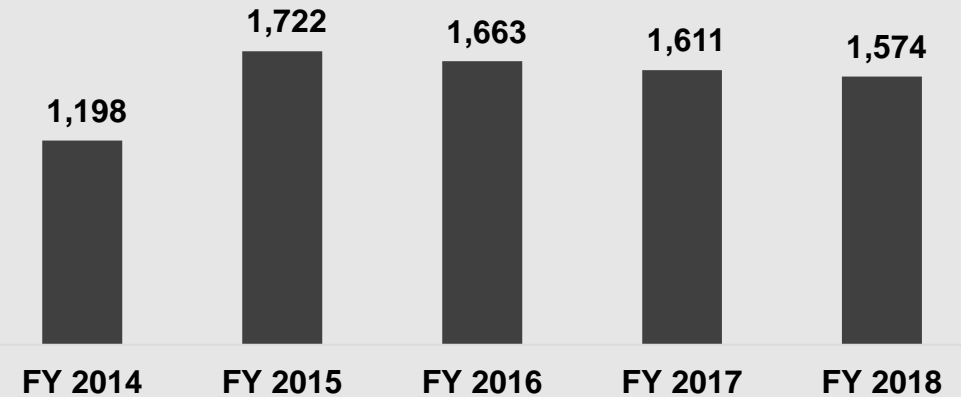
CAGR: 4%

Powergen

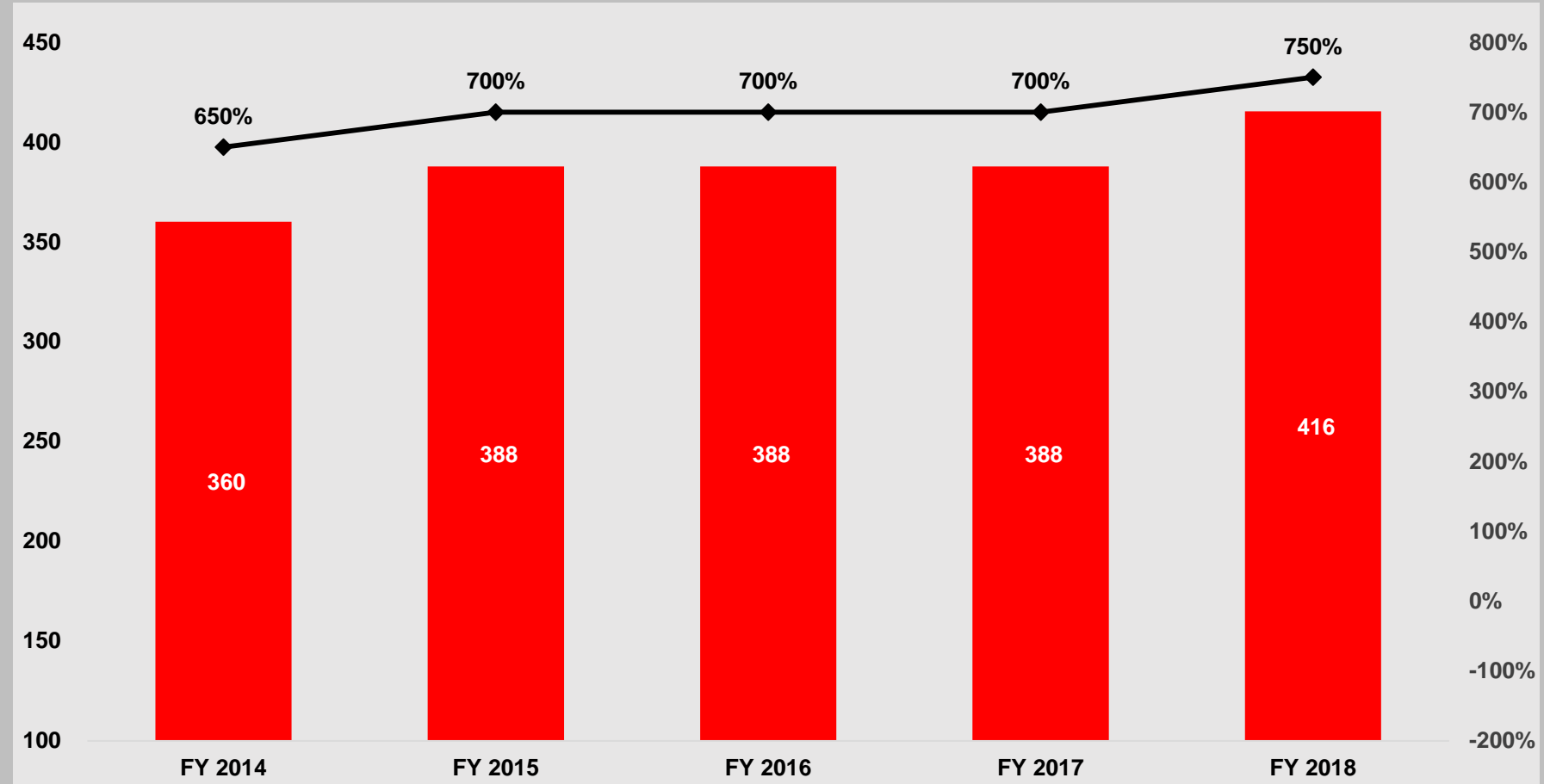


CAGR: 7%

Export

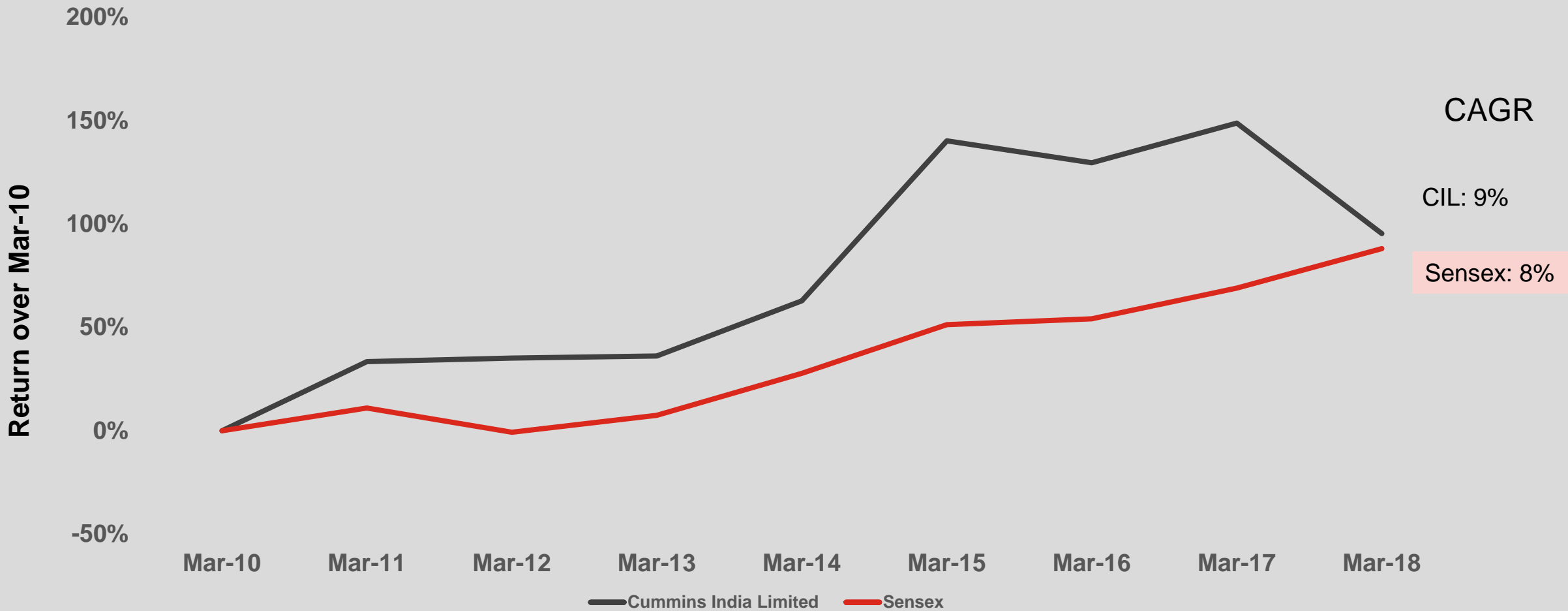


Dividend Trend (₹ Cr.)



* Excluding Dividend Distribution tax

CIL Share Price Performance



CIL Share Price	367	489	495	499	597	881	842	912	716
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CIL TSR since inception: 21% CAGR

₹ 100 invested in CIL in 1965 would give ₹ 28.5 Lakhs in Mar-18

How we have performed Q1 2018-19

- **Revenue**
- **Profitability**
- **Cash Flow**

Q1 2018-19 Financial Performance

Net Sales

₹ 1,296
Crores.

Profit before
Interest Tax

₹ 256
Crores.

Free Cash
Flow

₹ 410
Crores.

Just About Everywhere



**The
world
is
changing**

Energy Diversity

Connectivity

De-globalization



India is changing

Climate Change

- Electronic, Zero Emission products
- Alternate technologies (electrification, fuel cells)

Urbanization

- Extremely heavy energy consumption and infrastructure development

Digitalization

- Smart factories, Industry 4.0
- Service our customers differently



CIL Growth Strategy

CORE

CAPABILITIES

GROWTH PLATFORMS

Power Generation	Industrial	Technology Leadership	Core	New
		Scale Advantage	Market Share Growth	Telematics
Distribution	Export	Distribution Network	Content Growth	Electrification
		Partnerships & Customers	New Products	Renewables
				Alternate Fuels
				Advanced Analytics

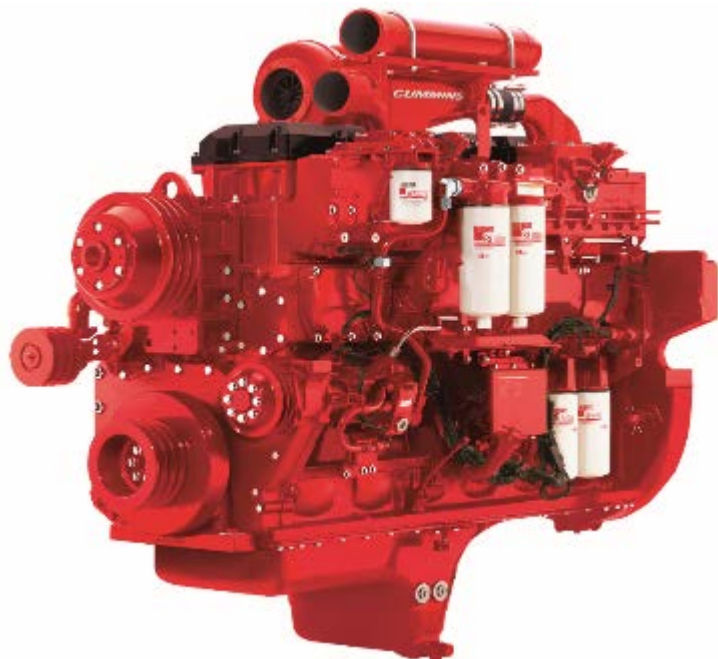
CONTINUOUS IMPROVEMENT INITIATIVES
(ACE, AMaZe, aSCent)



SCALE ADVANTAGE



QSK 50



Silent Power Car



TECHNOLOGY LEADERSHIP

Advance Test Cells



Marine





**Need Dependable Power?
Think Cummins.**

With 24x7 service
at your doorstep

FOR ENQUIRIES
PLEASE
CALL
1800-102-7475



Power of One Cummins



Express Service

Trident Services Private Limited
020 2567 1243
tridentservices.co.in

Fleetguard Valvoline Cummins

DISTRIBUTION NETWORK





Coal India Limited
A Maharatna Company
www.coalindia.in



STRONG PARTNERSHIP AND CUSTOMERS



TATA HITACHI

Reliable solutions



Continuous Improvement initiatives



ACE

**Accelerated Cost
Efficiency**



**6
Sigma**

**Six
Sigma**



AMaZe

**Accelerated Move
towards Zero
defects**



aSCeNt

**Accelerated Supply
Chain Excellence and
Transformation**

Core Growth

Market Share



Hospitality



Datacenters



Commercial Realty



Construction

Content Growth



Rail



Marine

New Products



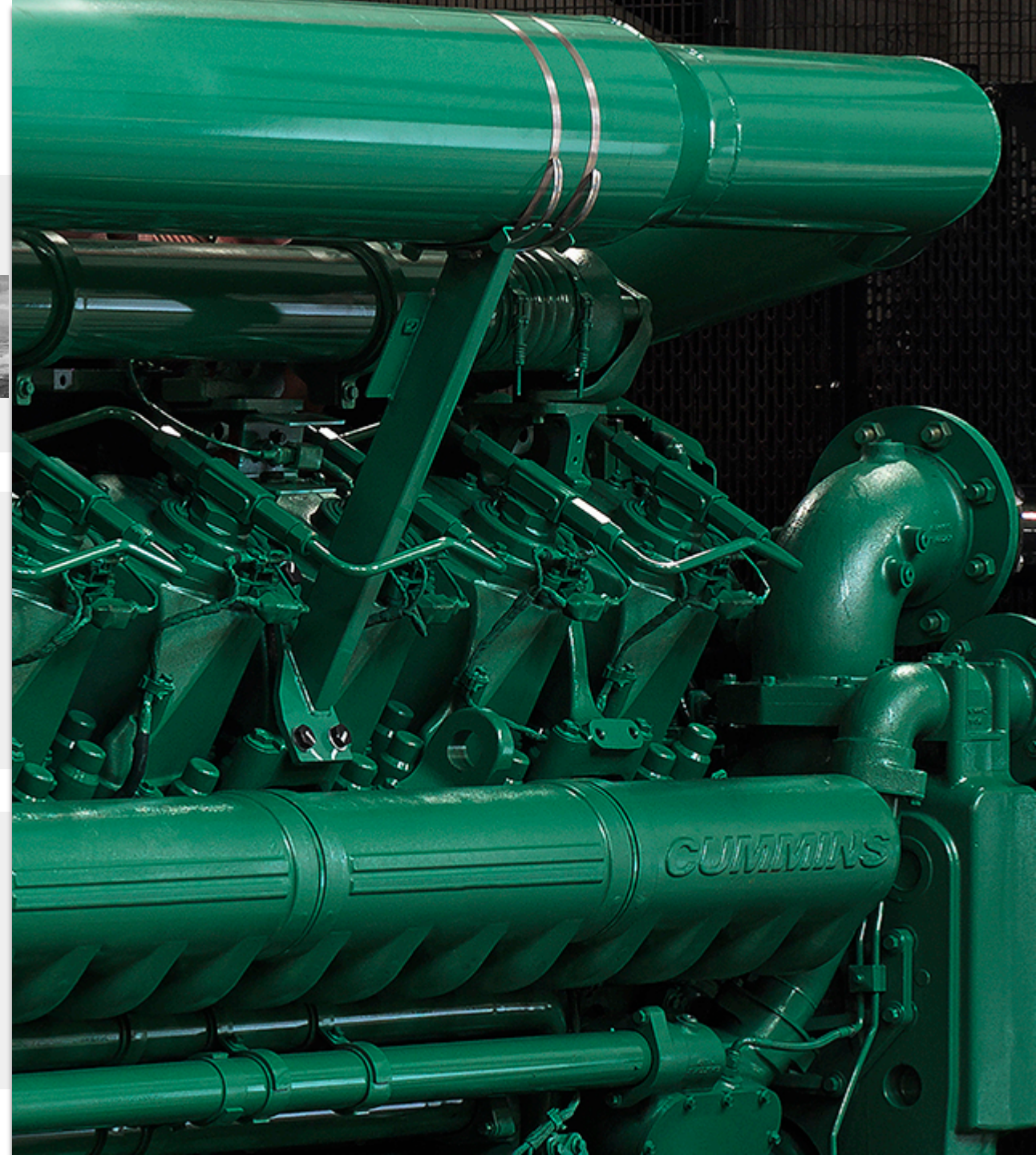
CPCB III products



Gas Genset

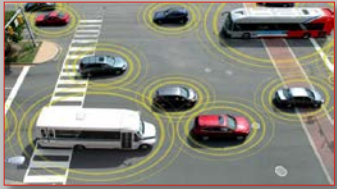


CEV-BS IV



New Growth

Connected and Advanced Analytics



Telematics

Electrification



Battery Technology

Renewables



Gas Engine



Fuel Cells



Alternate Fuels



Our People

Leadership



Collaboration



Diversity and Inclusion



Our Community



95,000+ trees Sustained

3.67 million students reached through Coach them Young

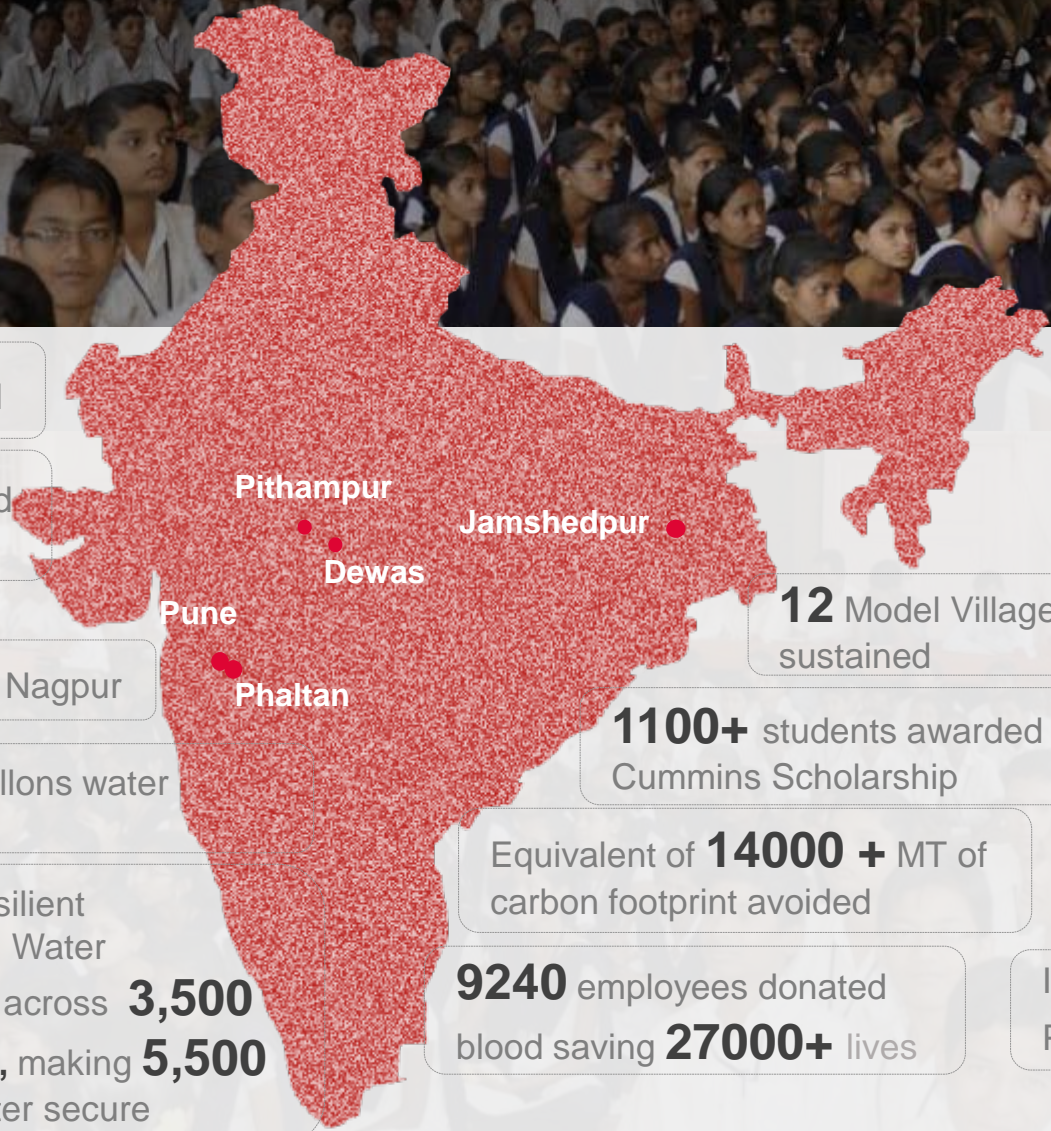
2,600 clean cook stoves

CCEW in Pune in Nagpur

12000+ Million gallons water harvested

TEC sites in Kolhapur and Phaltan sustained

Monsoon Resilient Maharashtra: Water conservation across **3,500 hectares**, making **5,500** residents water secure



12 Model Villages sustained

1100+ students awarded Cummins Scholarship

Equivalent of **14000 +** MT of carbon footprint avoided

9240 employees donated blood saving **27000+** lives

People Positively Impacted

7.3 Million and counting

Income Generation Program for **80+** Women

Our Community

Water Conservation ,Model Town – Phaltan



Fort Cleaning



ITI Center Skill Development – Kolhapur



Cummins College of Engineering



DOMESTIC

Over a cycle of 5 Years

9-11%

EXPORTS

Over a cycle of 5 Years

0-5 %



Q+A

