

Cummins India Ltd.

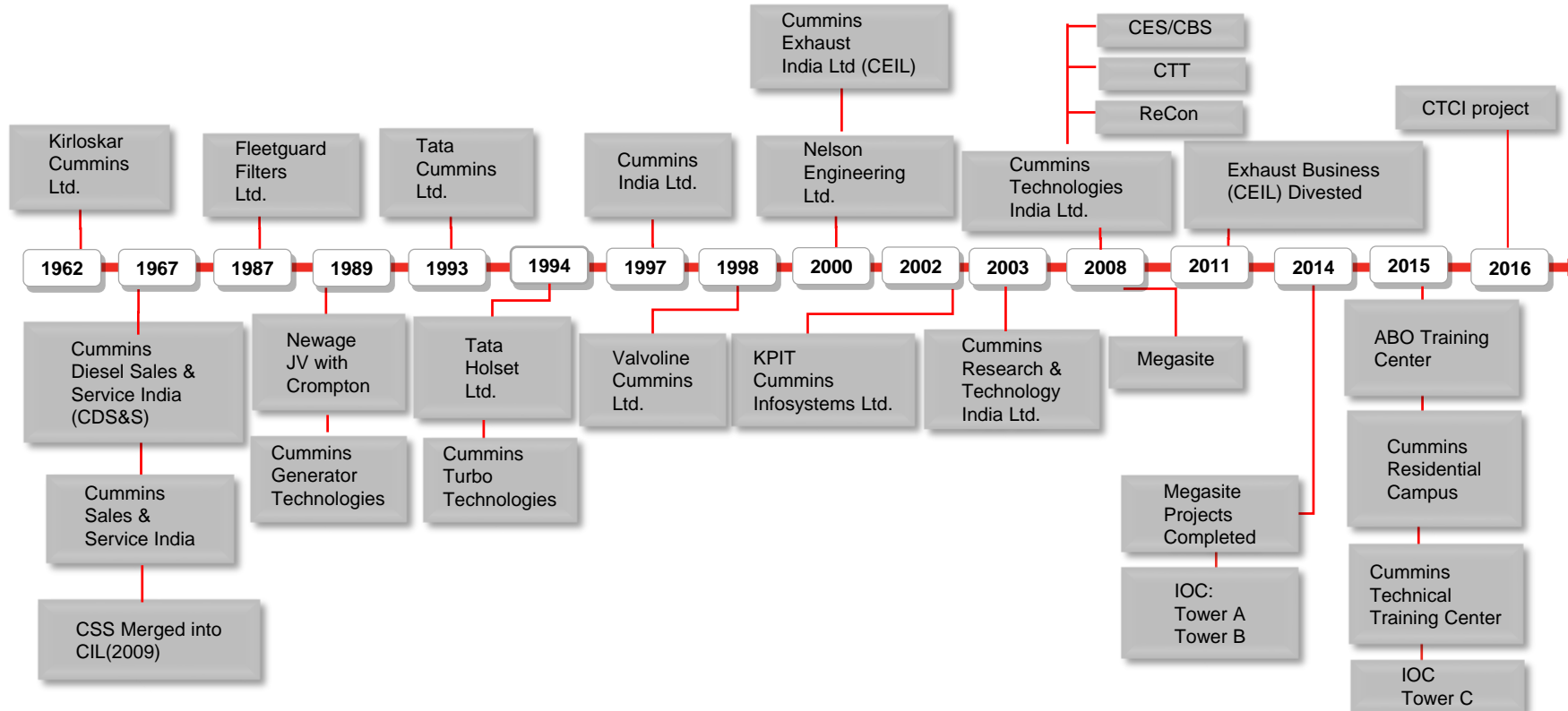
May 16

Cummins Confidential





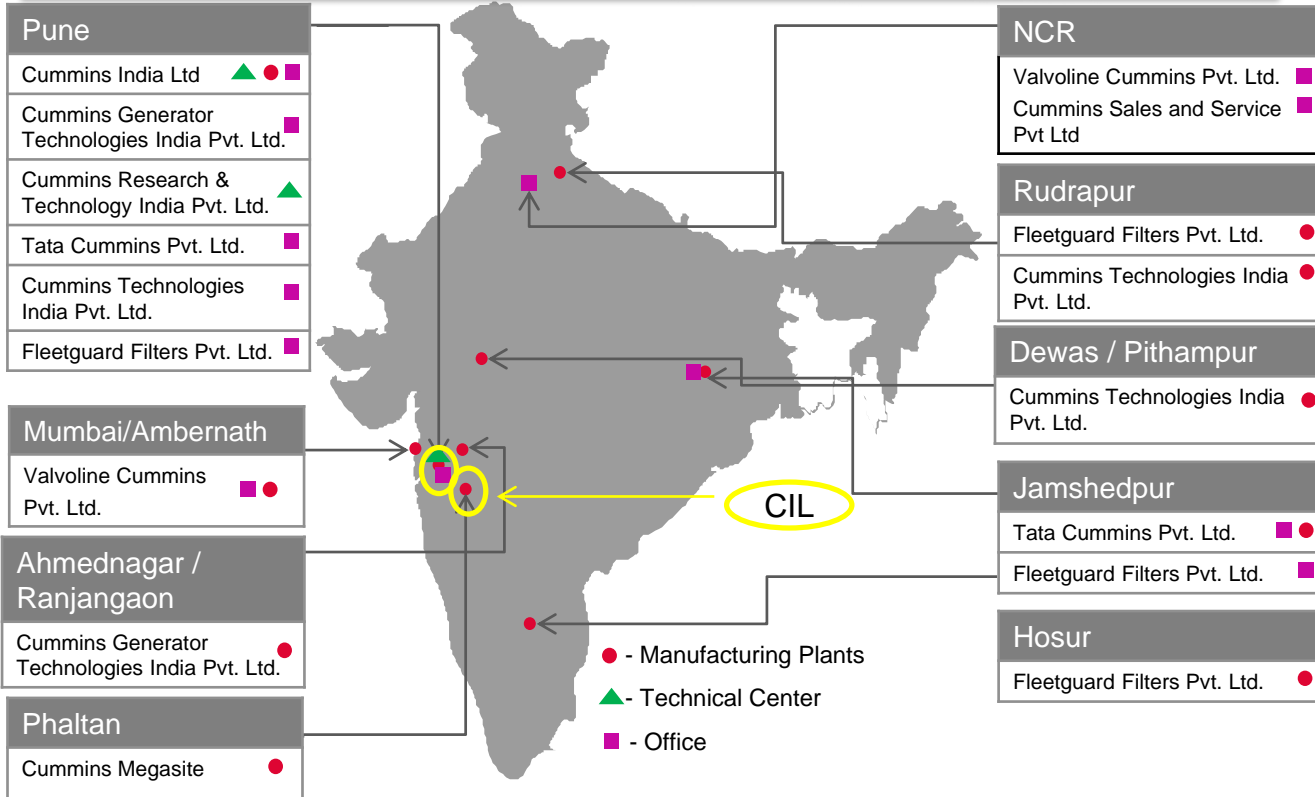
CUMMINS IN INDIA – SINCE 1962





CUMMINS IN INDIA

Consolidated and Unconsolidated Entities: 22 Plants and 2 Tech Centers



- In India, since 1962
- 8 legal entities
- Over 10,000 employees

STRATEGIC LEADERSHIP TEAM



Anant Talaulicar
Chairman and Managing Director – India ABO



Sandeep Sinha
Chief Operating
Officer



Rajiv Batra
Finance &
Facilities



Sudha Dhar
Chief
Information
Officer & GAC



**Ashish
Aggarwal**
Government
Relations



Shveta Arya
Strategy &
Chief of Staff



**Qureish
Shipchandler**
Internal
Audit



Vikas Thapa
Human
Resources



**Venkat
Ramana**
Legal & Secretarial



OPERATING LEADERSHIP TEAM



Sandeep Sinha
Chief Operating Officer – India ABO



Ashwath Ram
Engine Business
(HMLD Business &
Tata Cummins
Operations)



Mandar Deo
HHP Business
& Power
Systems
Operations



Amit Kumar
Power
Generation - Mktg &
Sales and CGT



**Bhavana
Bindra**
Distribution
Business



**Milind
Madani**
New & ReCon
Parts India



Anjali Pandey
Cummins Turbo
Technologies



**Manish
Gulati**
Cummins Fuel
Systems



G.K Sharma
Cummins
Emission
Solutions



**Niranjan
Kirloskar**
Fleetguard
Filters



Sandeep Kalia
Valvoline
Cummins



**Jayeeta
Lakhani**
Director
Product
Planning &
Mgmt.



**Hardik
Shah**
Director
SCM



Aditi Sharma
Quality
Champion



**Paul
Sowerby**
CTCI / CRTI /
Eng



Shamli Chapalge
Corporate
Communications &
Branding



Manoj Solanki
Purchasing



Babu Nagarajan
Cummins Business
Services



ORGANISATION STRUCTURE

Cummins in India

Entities :

1. Cummins India Ltd.
2. Cummins Research and Technology India Pvt. Ltd.*
3. Cummins Generator Technologies India Pvt. Ltd.
4. Cummins Technologies India Pvt. Ltd.
5. Tata Cummins Pvt. Ltd.
6. Fleetguard Filters Pvt. Ltd.
7. Valvoline Cummins Pvt. Ltd.
8. Cummins Sales and Service Pvt. Ltd.
(Formerly known as Cummins Svam Sales & Service Limited)

Business Units:

- Engine Business
 - HMLD + HHP
 - ReCon
- Power Generation Business
 - Generators
 - Alternators
- Component Businesses
 - Filtration
 - Emission Solutions
 - Turbo
 - Fuel Systems
 - Electronics
- Distribution Business (1 PDC/ 5 Zonal Offices / 21 Area Offices / 212 Dealer sites, 1 service JV)
- Lubricants

Shared Services: CBS/Cummins Technical Center India (CTCI) /IPO/Internal Audit/ Global Analytics Center (GAC)

CUMMINS INDIA LTD.

- Established in 1962, 51% subsidiary of Cummins Inc.
- Manufactures a variety of engines operating on diesel, natural gas and dual fuel
- Provides innovative solutions across Industrial, Power Generation and Automotive applications and service support
- Manufacturing capacity of over 75,000 engines p.a.
- Plants manufacture engines of various models – NTs, V28, K/KV & Q series
- Amongst India's largest exporters of Engineering Products
- 4 plants : Kothrud, Pirangut & PDC plant at Phaltan and PGBU-SEZ



Kothrud, Pune



Pirangut



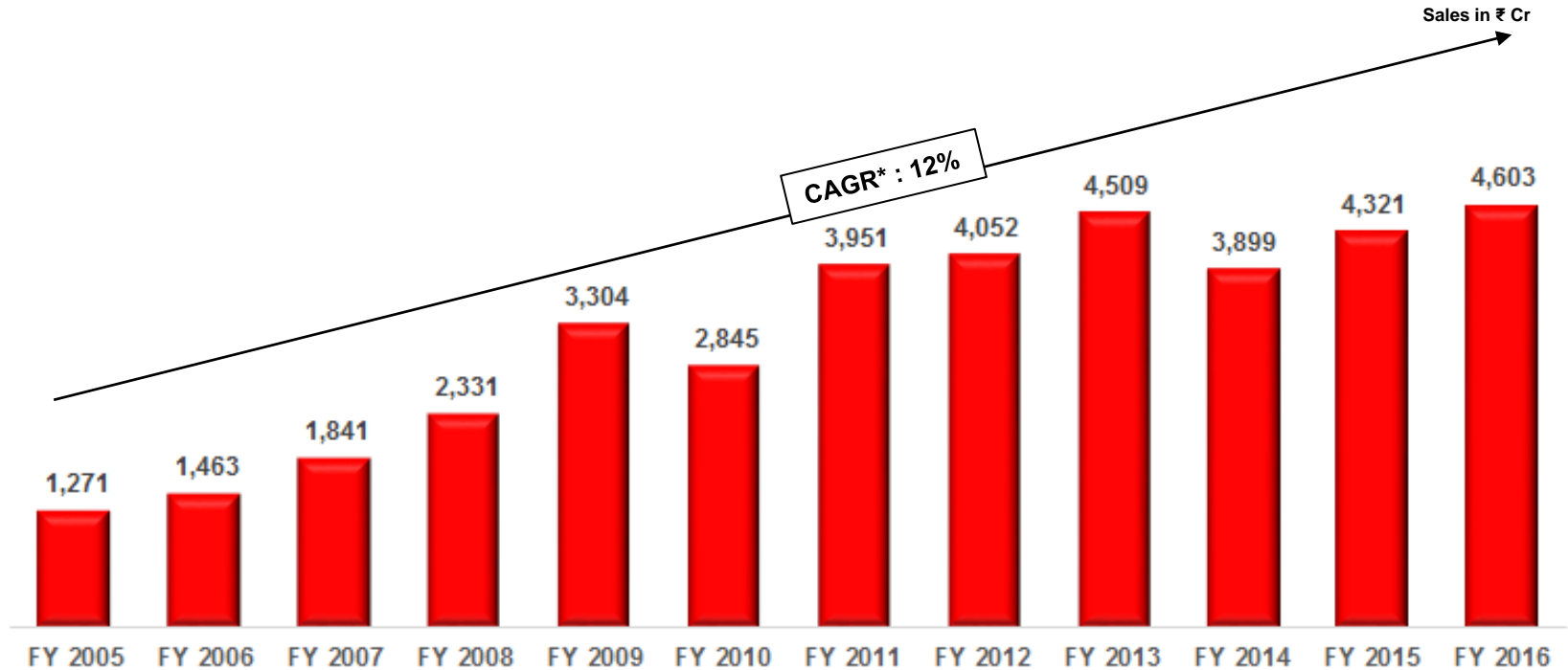
PGBU SEZ, Phaltan



PDC, Phaltan

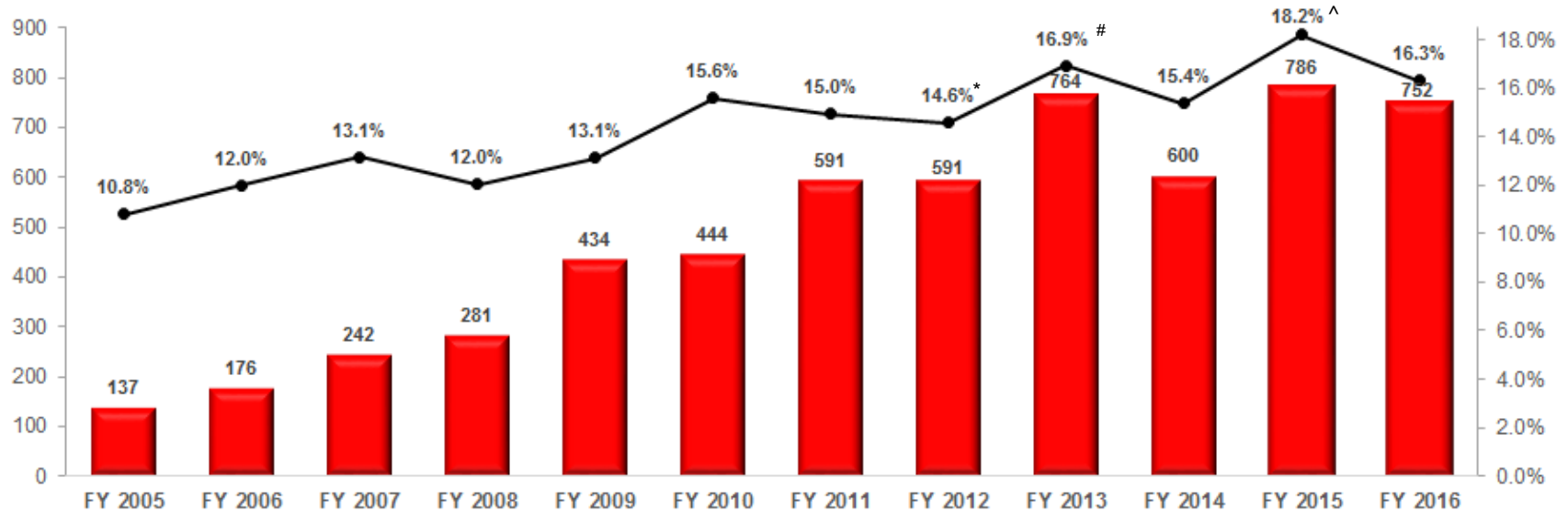


SALES TREND



* CAGR from FY 2005 to FY 2016

PAT TREND



Note :

* Extra-ordinary gain of Rs. 51 Cr for CEIL divestment (1.3%)

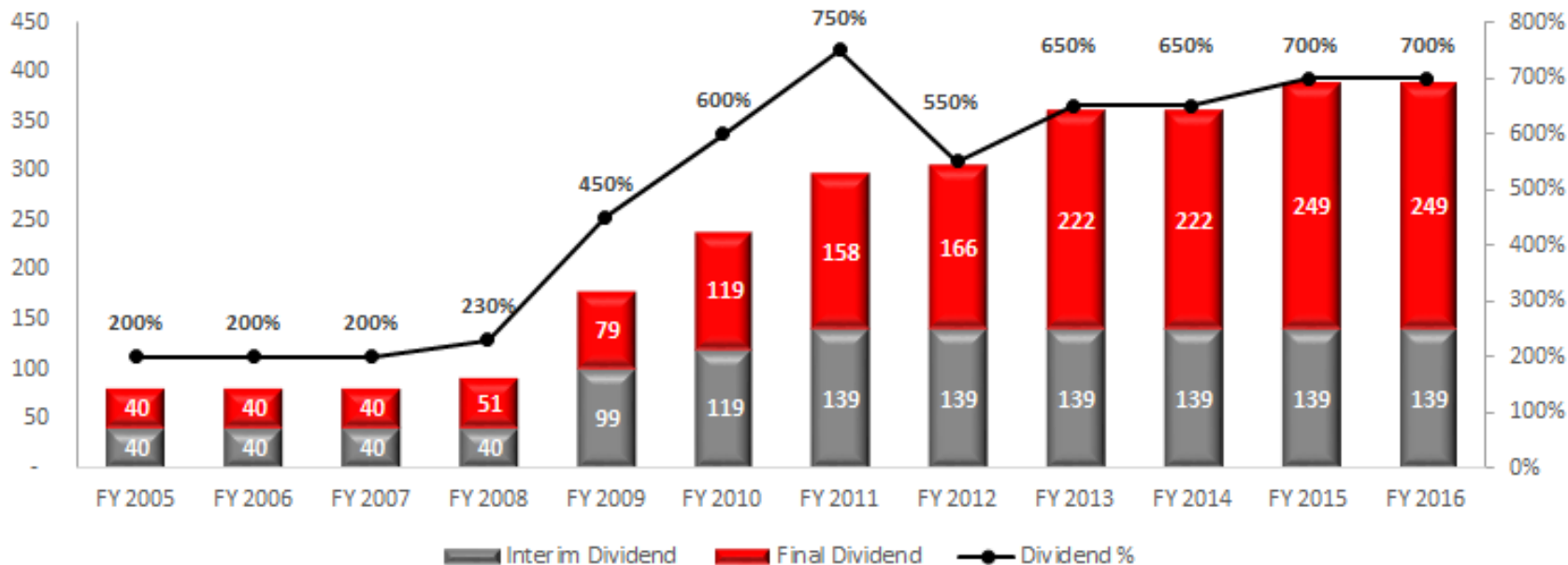
Gain of ₹ 62 Cr on sales of HDFC shares (1.4%)

^ Gain of ₹ 83 Cr on sales of KPIT shares (1.9%)



DIVIDEND TREND

Dividend in ₹ Cr





Thank You.