



Ref: STEX/SECT/2019

December 14, 2019

The Relationship Manager, DCS-CRD BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai 400 001  BSE Scrip Code: <b>500480</b>	National Stock Exchange of India Limited Exchange Plaza, 5 <sup>th</sup> Floor, Plot No. C/1, G Block, Bandra – Kurla Complex, Bandra (East), Mumbai 400 051  NSE Symbol: <b>CUMMINSIND</b>
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**Subject: Intimation of presentation given by Chief Financial Officer of the Company at the of analyst/ investors meeting held on December 13, 2019**

Dear Sir/ Madam,

With reference to our stock exchange intimation dated December 12, 2019 towards analyst/ investors meeting, we are enclosing for your records a copy of the presentation made by the Chief Financial Officer of the Company at the said meeting held on December 13, 2019.

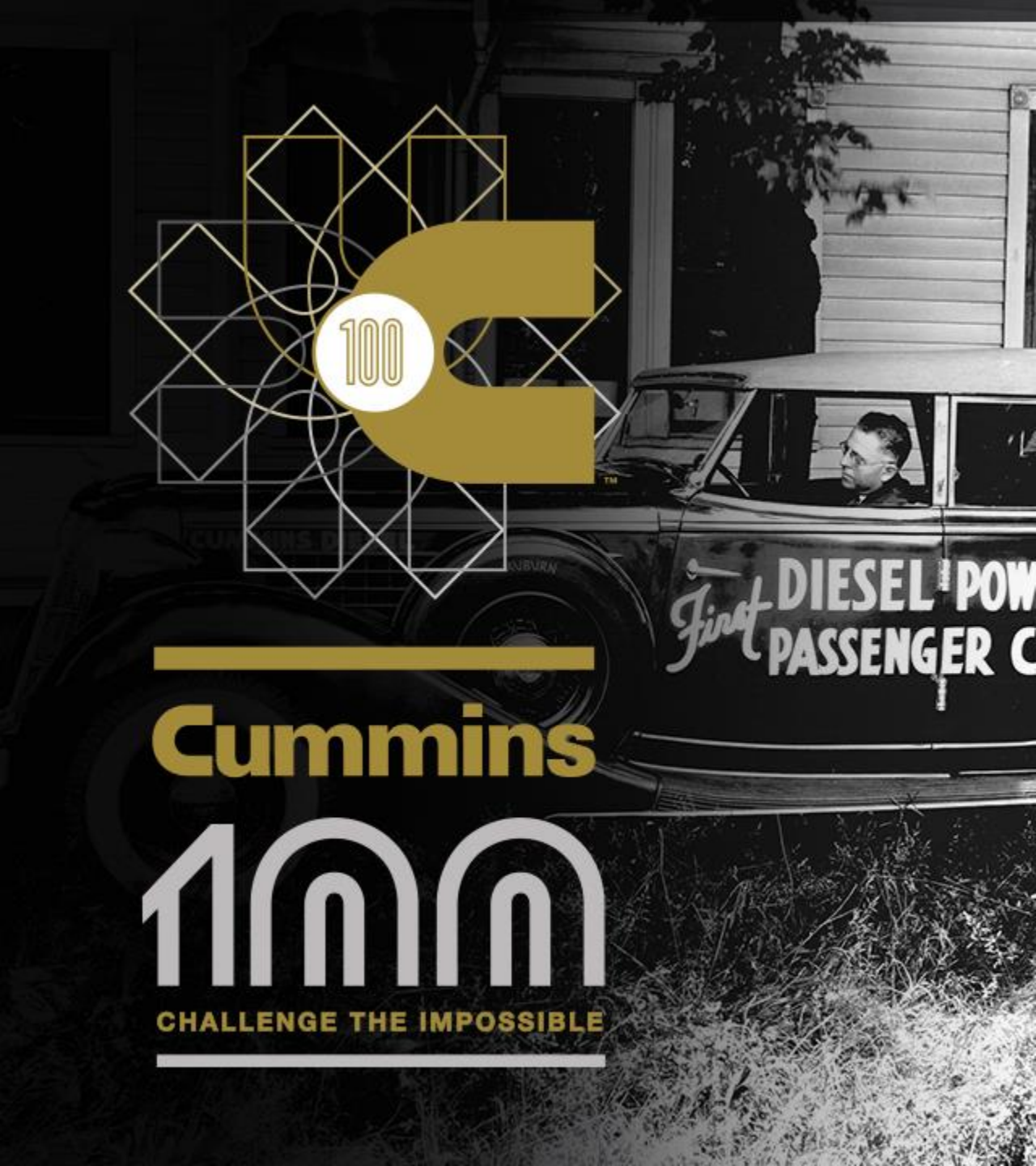
We request you to please take this intimation on your record.

Thanking you,

Yours faithfully,  
For Cummins India Limited

Hemiksha Bhojwani  
Company Secretary & Compliance Officer  
ICSI Membership Number: ACS22170

Encl.: As above.



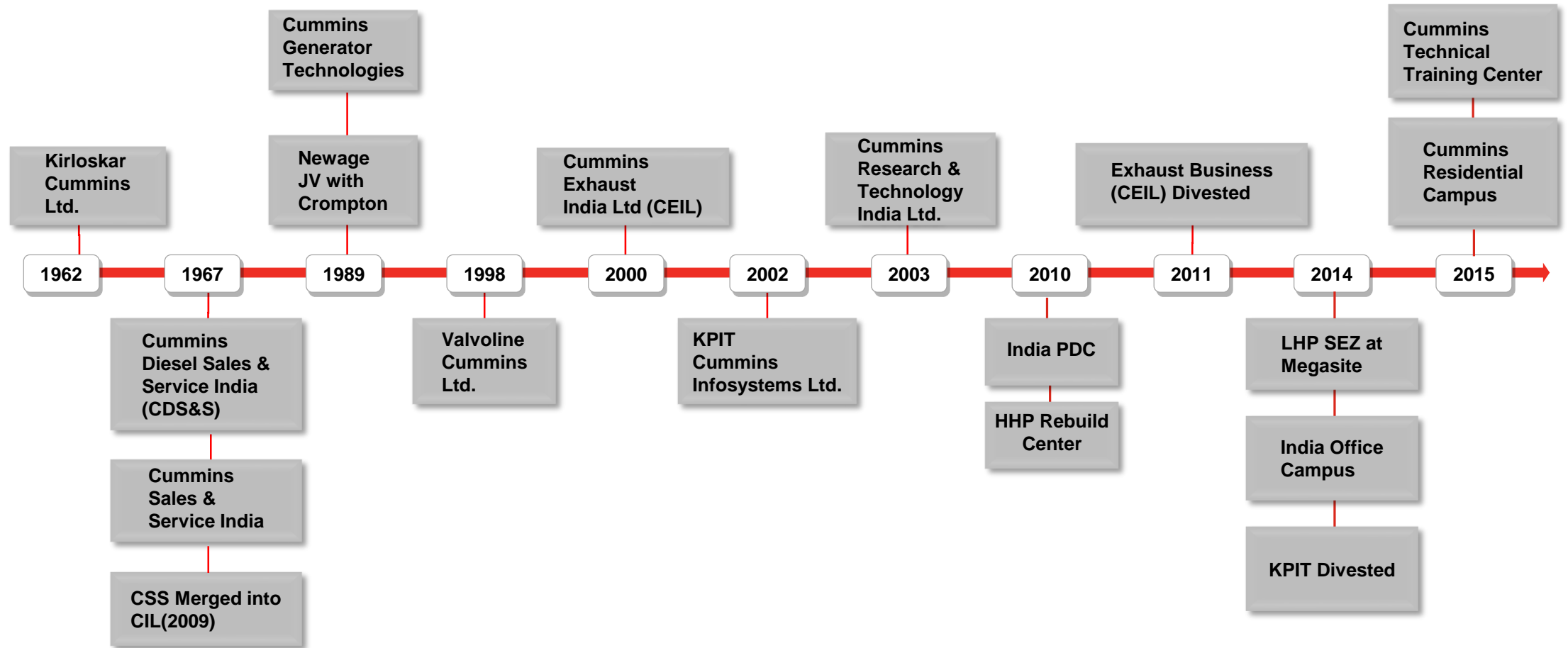
# **Analyst Meet – Cummins India Ltd.**

Rajiv Batra







13<sup>th</sup> Dec 2019

Public

# Cummins in India – Since 1962



# Cummins India – Business Overview

Legal Entities	Businesses
<p>Cummins India Limited</p> <p>Cummins Sales and Service Pvt. Ltd.</p>	<p>  Industrial            Powergen            Distribution         </p> <p>Wholly owned service dealership</p>
<p>Valvoline Cummins Pvt. Ltd.</p>	<p>   Lubricants         </p>
<p>Cummins Generator Technologies India Pvt. Ltd.</p>	<p>  <b>Generator Technologies</b> </p>

# Cummins India Limited

- 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 Business
  - Power-generation
  - Service support (Distribution Business)
- 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
- Plants: Kothrud, PDC at Phaltan, Power Generation Exports plant (at Phaltan SEZ)



1962- Cummins India Limited , Kothrud Plant



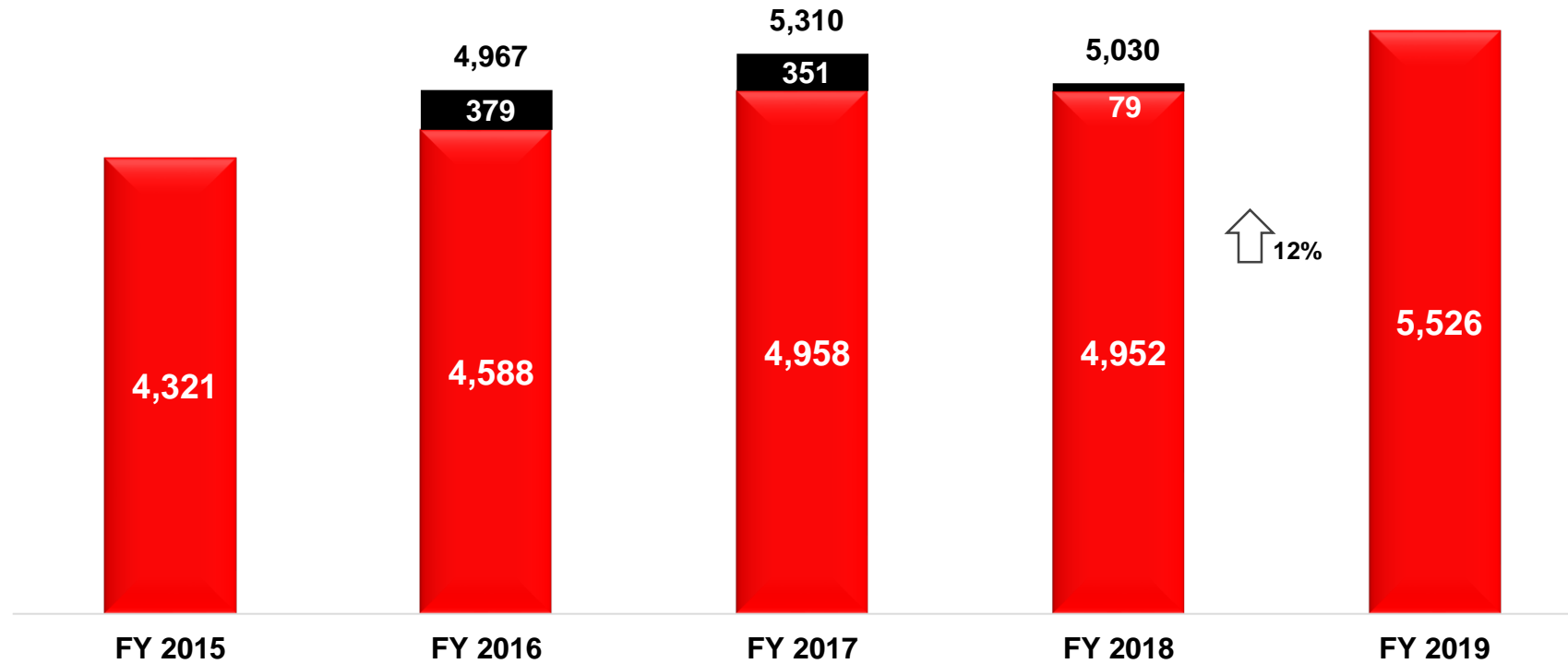
2010 - Parts Distribution Center , Phaltan



2014- Power Generation Plant SEZ, Phaltan

# CIL Revenue Trend

₹ Cr

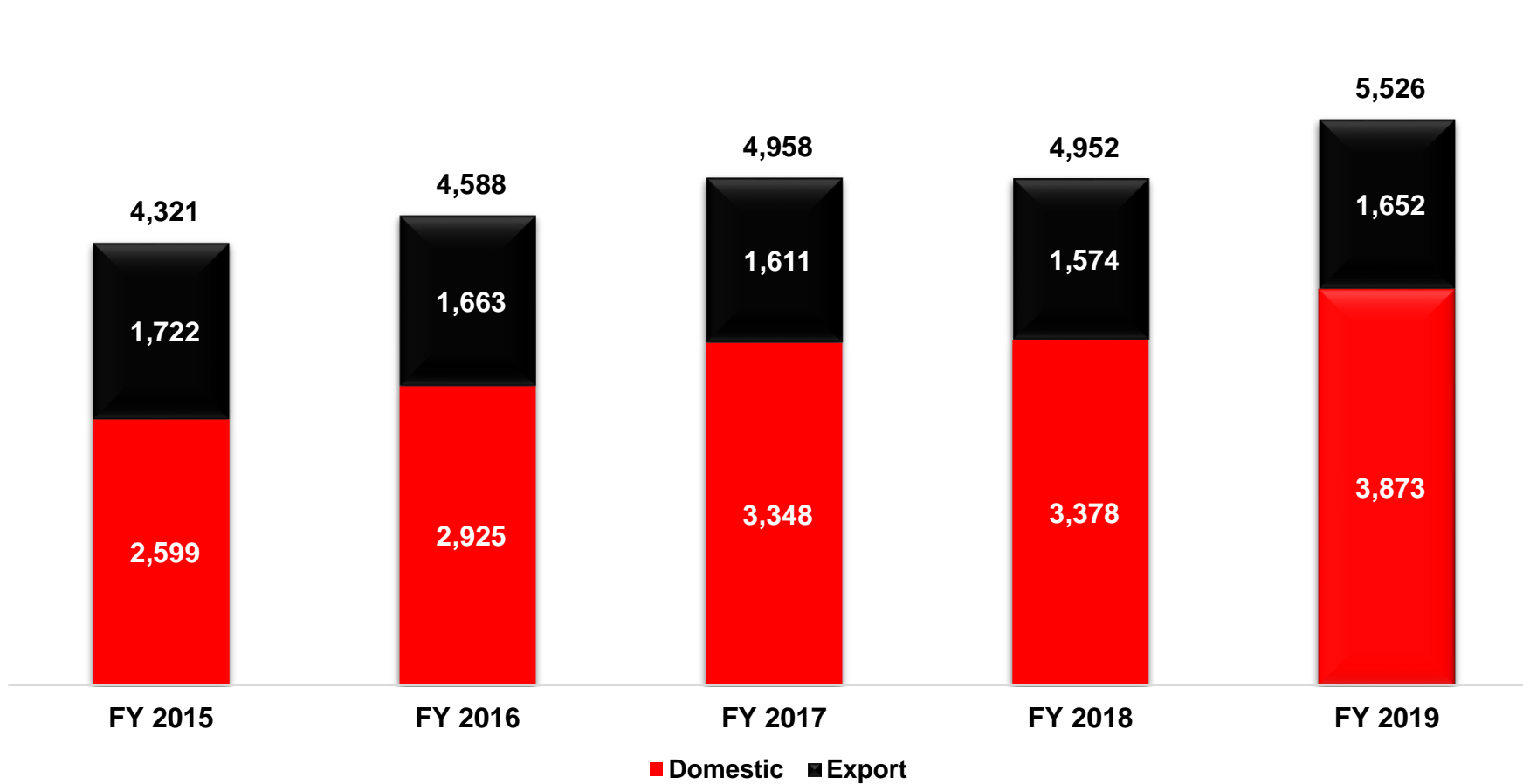


CAGR: 6%

\* Excise duty part of sales from FY16 onwards; however excluded from CAGR calculation

# Domestic vs Exports Trend

₹ Cr



CAGR since FY 2015

Overall: 6%

(1)%

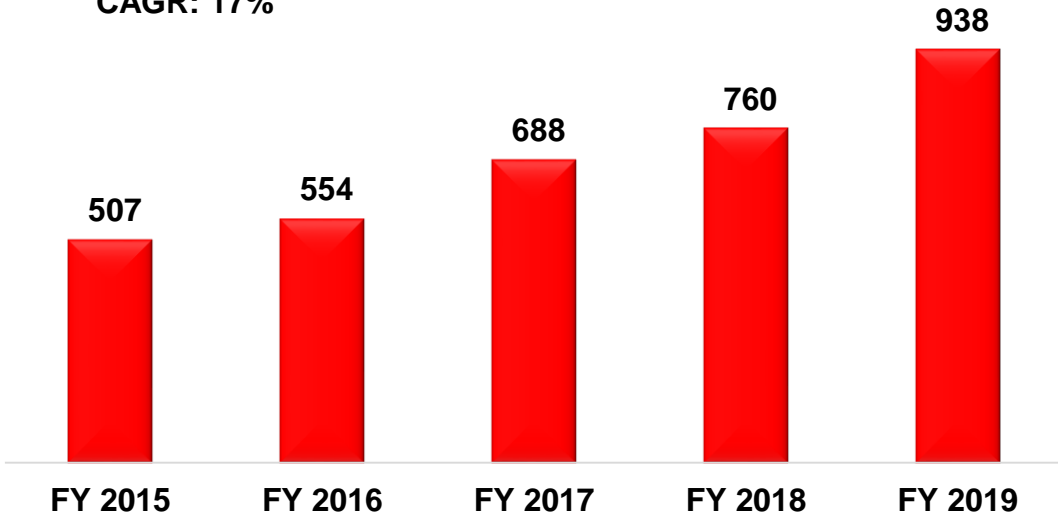
10%

# Domestic Revenue: Segment wise

₹ Cr

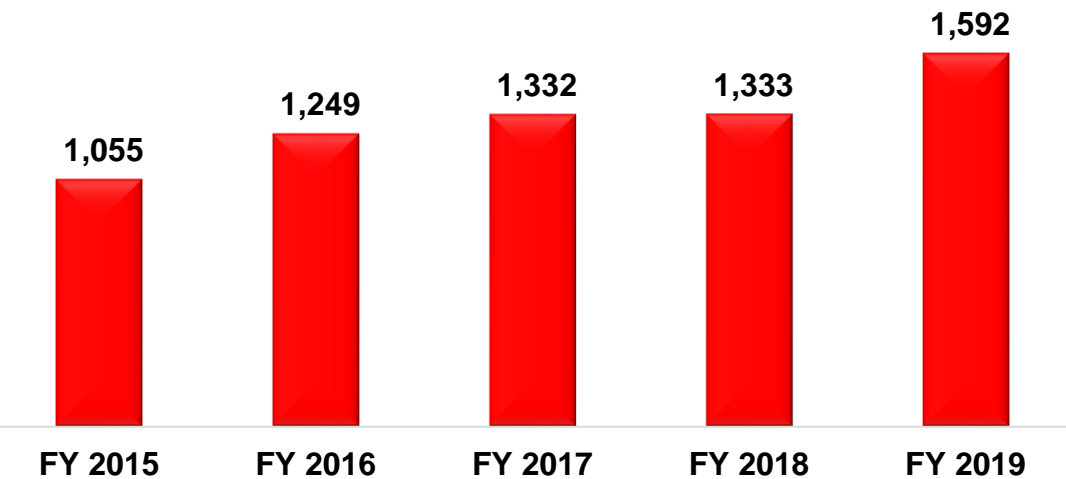
## Industrial

CAGR: 17%



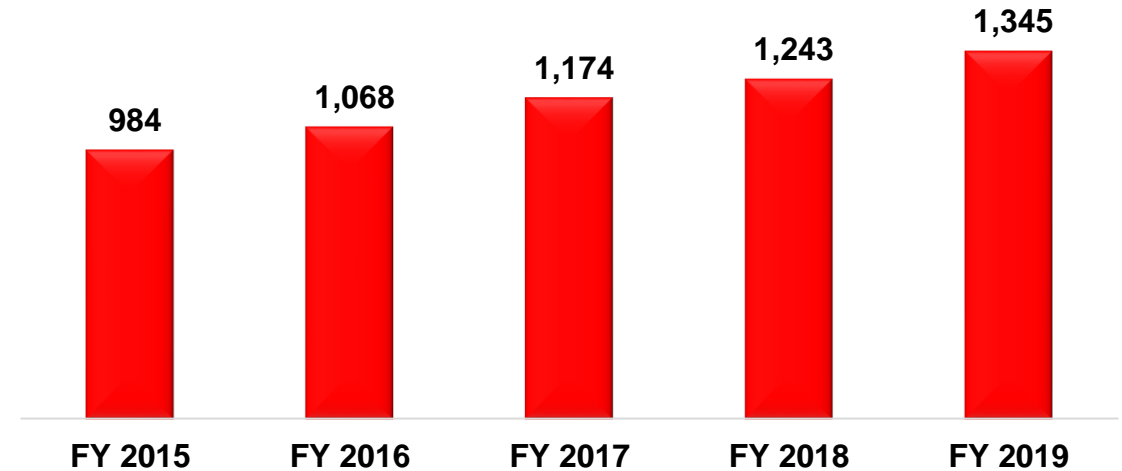
## Powergen

CAGR: 11%



## Distribution

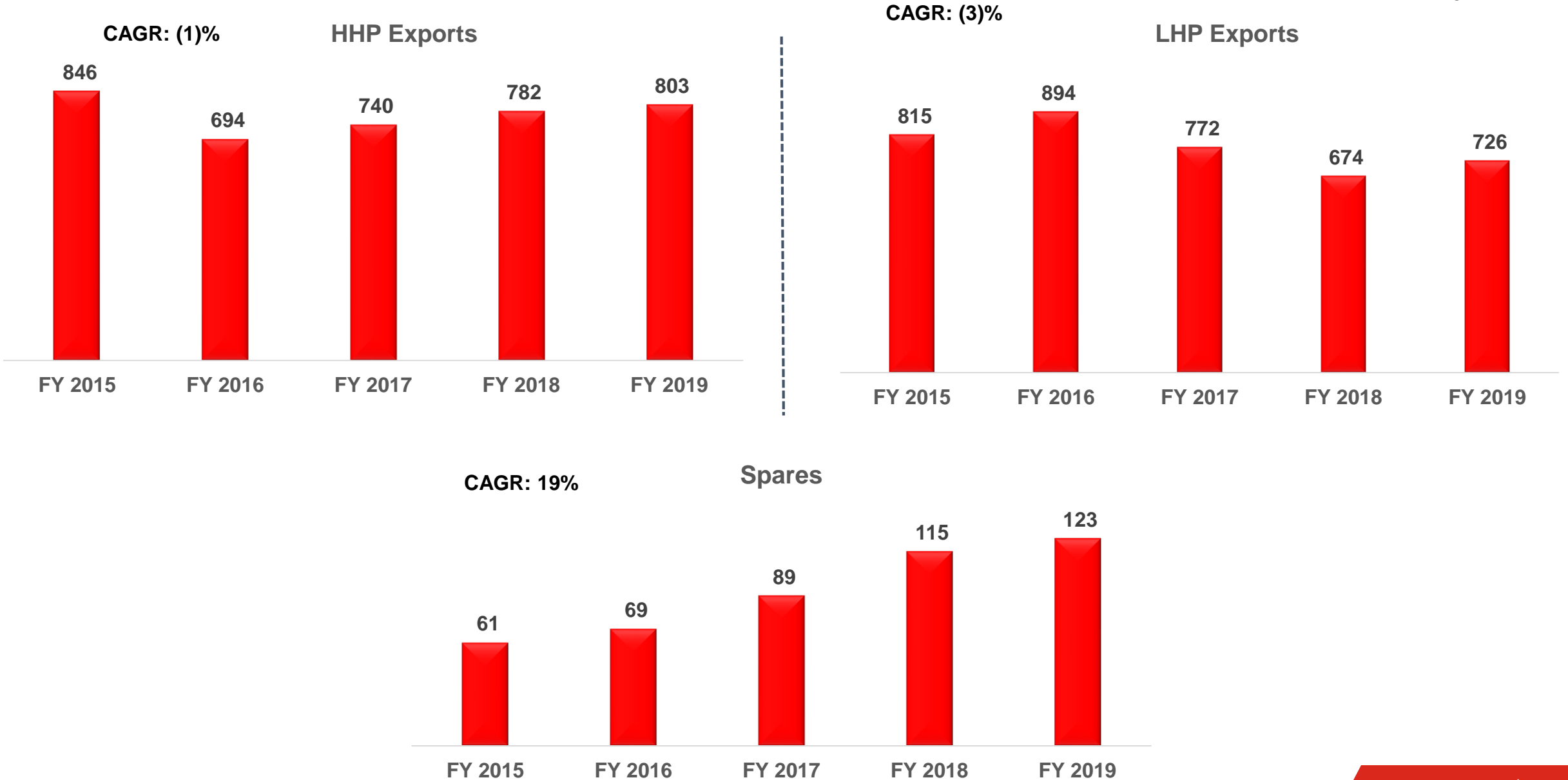
CAGR: 8%





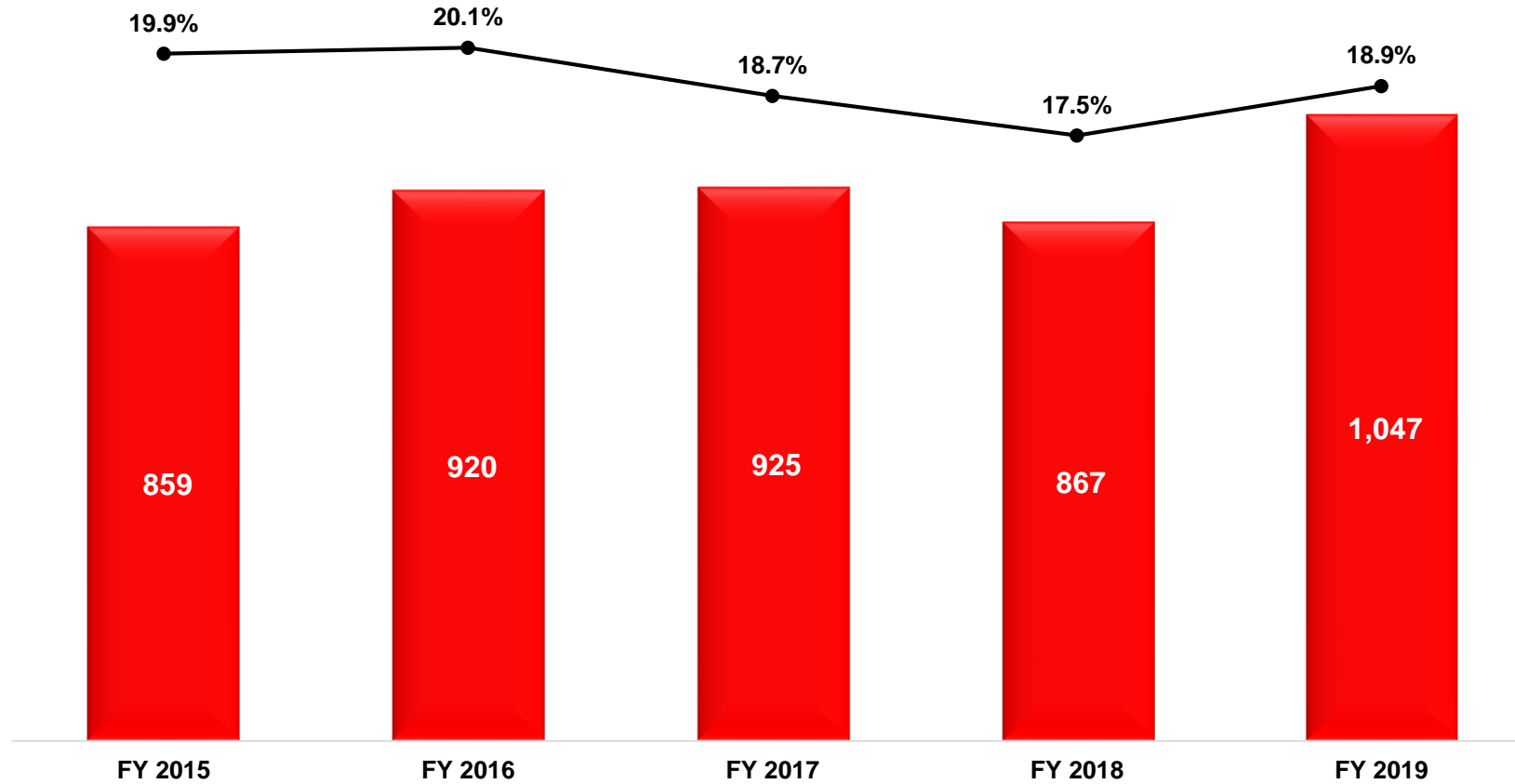
# Export Revenue: Segment wise

₹ Cr



# CIL PBIT Trend

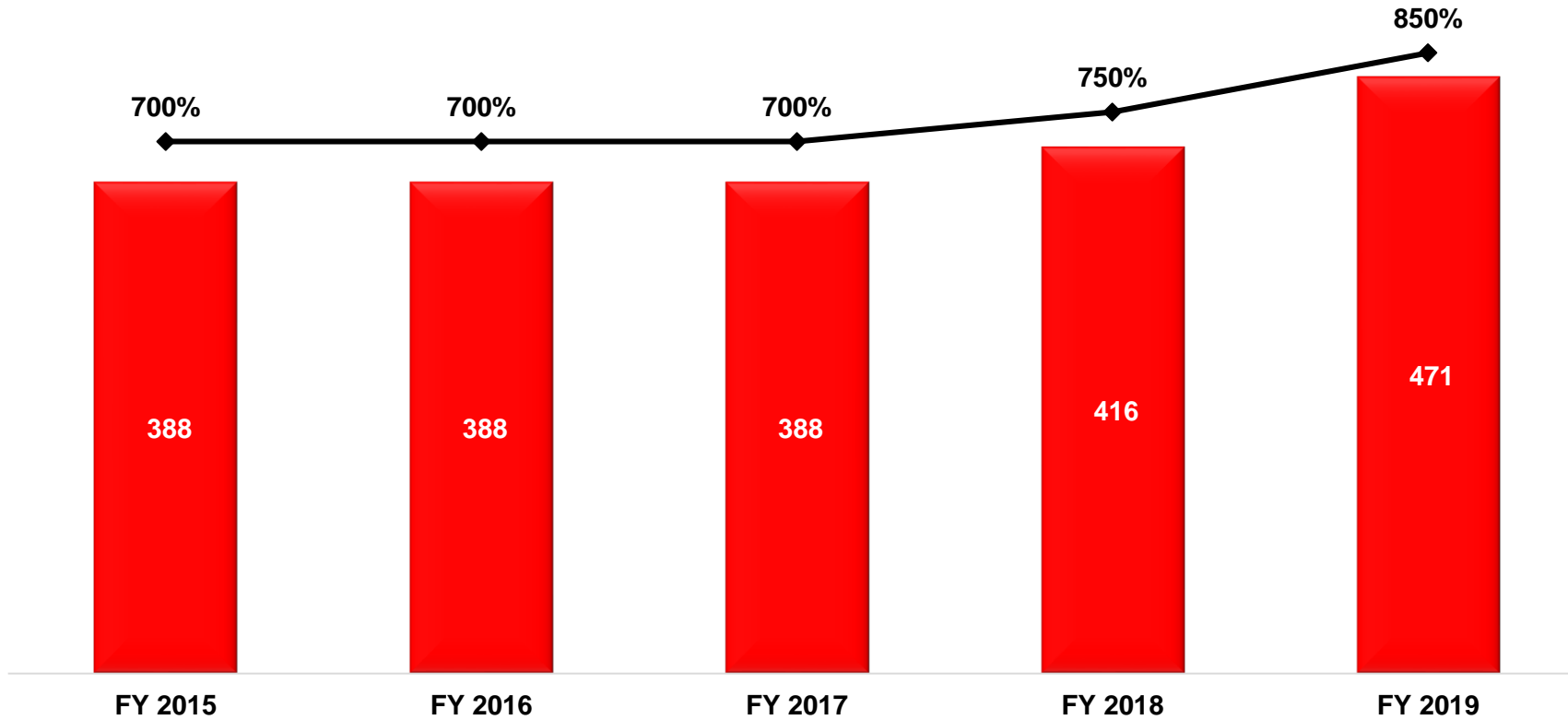
₹ Cr



\* Above excludes one-time income

# Dividend Trend

₹ Cr



\* Excluding Dividend Distribution tax

# H1 2019-20 Performance

₹ Cr	Sales	Growth %
Domestic	1,937	4%
Exports	664	-25%
<b>Total Sales</b>	<b>2,601</b>	<b>-5%</b>
<b>PBIT</b>	<b>415</b>	<b>-26%</b>
<i>PBIT%</i>	16.0%	4.4% ↓



# Sales Guidance for F.Y. 2019-20

**DOMESTIC**

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**3 to 5%**

**EXPORTS**

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**-20 %**



# In Summary

CIL will continue to grow and be the **DOMESTIC FACING ARM** for Cummins in India

CIL will continue its journey on the **PROFITABLE** Growth Path

CIL will continue to look at **COST OPTIMIZATION** to maintain and improve **GROSS MARGINS**

CIL will be ready for **FUTURE EMISSION** changes

Q+A

