



Ref: STEX/SECT/2020

August 25, 2020

The Relationship Manager, DCS-CRD BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai 400 001 BSE Scrip Code: 500480	National Stock Exchange of India Limited Exchange Plaza, 5 th Floor, Plot No. C/1, G Block, Bandra – Kurla Complex, Bandra (East), Mumbai 400 051 NSE Symbol: CUMMINSIND
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Subject: Intimation of the presentation given by the Managing Director at the 59th Annual General Meeting ('AGM') on August 25, 2020.

Dear Sir/ Madam,

With reference to our intimation dated July 30, 2020 towards Annual General Meeting, we are enclosing for your records a copy of the presentation made by the Managing Director to the Members at 59th AGM of the Company held on Tuesday, August 25, 2020.

Kindly take this submission on your record.

Thanking you,

Yours faithfully,
For Cummins India Limited

Vinaya A. Joshi
Company Secretary & Compliance Officer

Encl.: As above.

(This letter is digitally signed)



100 YEARS OF
POWER
GENERATION



Cummins India Limited

59th Annual General Meeting 2020

Ashwath Ram,
Managing Director,
Cummins India Limited
August 25, 2020

Public

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

Cummins Power Generation celebrates 100 years of success and its commitment to the next generation of power

100 YEARS OF
**POWER
GENERATION**

*For 100 years Onan and
Cummins employees have
powered our success.*



Cummins Inc. Highlights



- ✓ **PLANET 2050** – new environmental strategy
- ✓ **Gender Representation** in Leadership – Reached 50% level
- ✓ **Cummins Powers Women** Program - Impacting the lives of 100,000 people to promote equality.
- ✓ **Investing in future**- Record \$1 billion invested in research, development and engineering
- ✓ **Profitability**- Achieved record profitability

Current Scenario



Impact of COVID 19

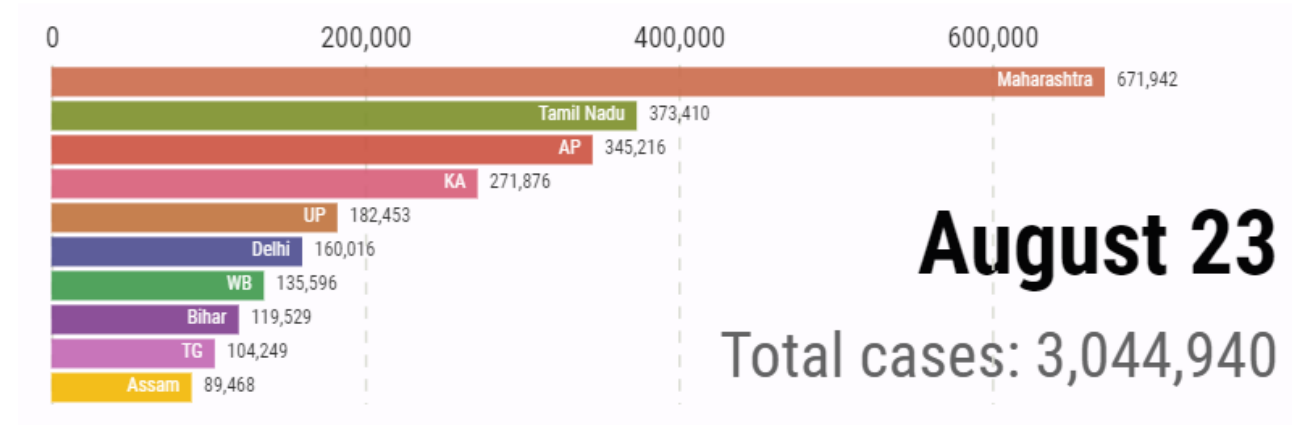
230 lakh+

affected
globally

30 lakh +

affected
In India

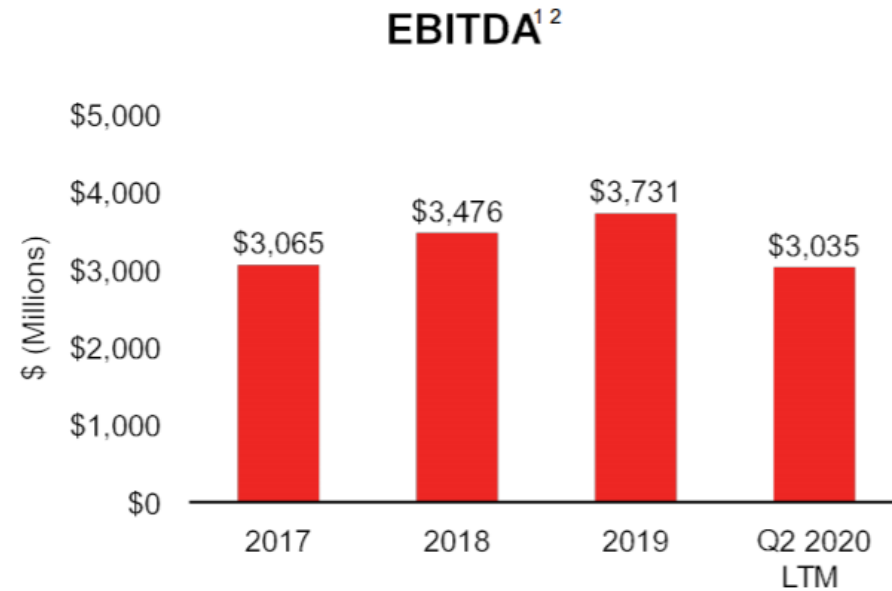
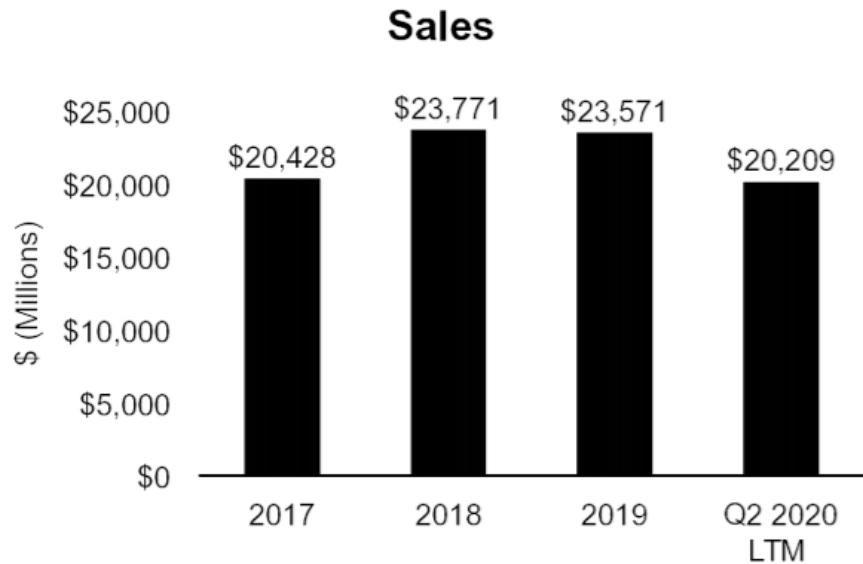
- Worst disruption ever witnessed
- More than 200 countries impacted
 - Both human and economic loss
- Maharashtra holds the highest percentage of affected cases in India



Last Updated: Aug 23, 2020 9:00 AM IST, Data source: mohfw.gov.in

Challenging market conditions impacting revenues

Cummins Inc.



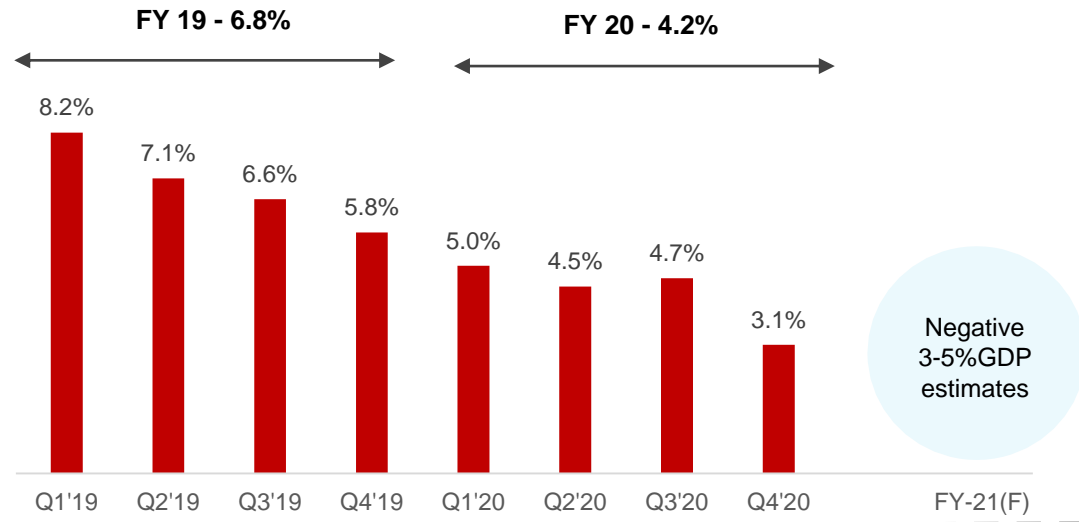
¹ 2017 EBITDA excludes \$39 million of joint venture tax charges related to Tax Legislation.

² Q4 2019 EBITDA excludes \$119 million of restructuring charges.

Despite ongoing recovery, Indian economy expected to contract in FY21

₹ Cr

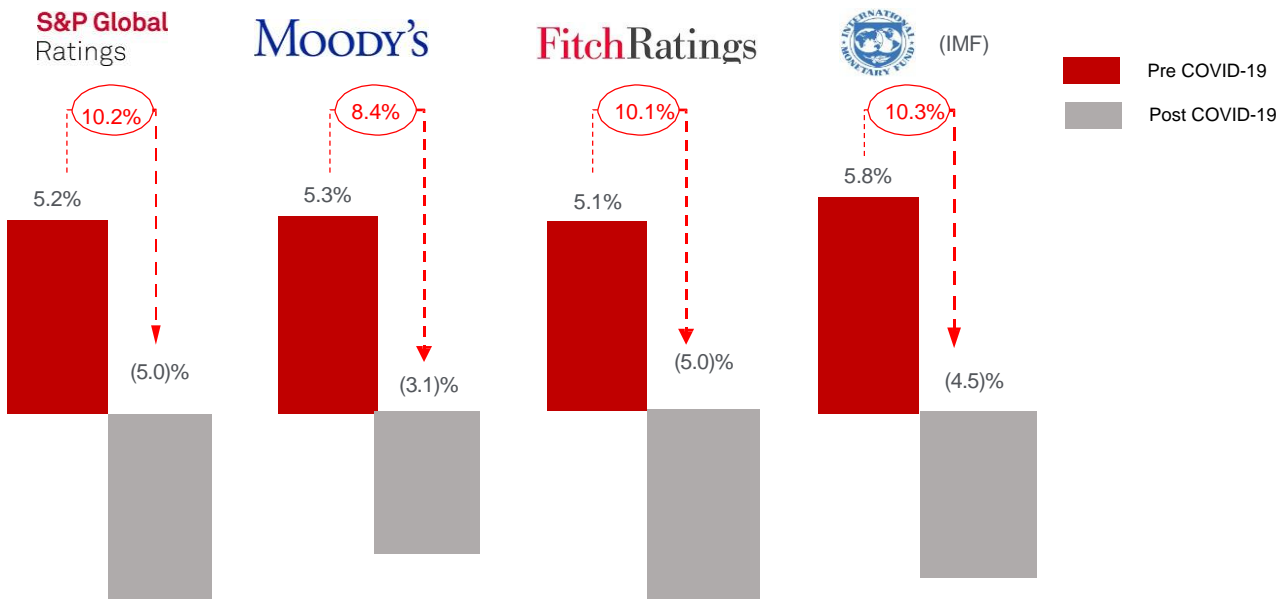
COVID-19 – Weighing on the Indian Growth Story



Highlights

- Covid-19 exacerbated slowing economic growth, Q4 GDP 3.1%
- Rating agencies downgraded FY'21 GDP to negative growth
- Fiscal deficit widened to 4.6 % of GDP in FY'20, expected to shoot to 8.0% in FY'21
- Electricity demand gradually rising to pre-covid level
- Consumption of petroleum products fell by 15% YoY

COVID-19 has resulted in lowering of India's GDP Growth Estimate



Cummins India's response to the pandemic



Cummins India's Response to the pandemic

- ✓ Living our Brand Promise of **Dependability**
- ✓ **Safe Return** to work as our plants and offices have restarted operations gradually
- ✓ Cummins has a COVID19 **Safe Work Playbook** (internal as well as an external version)



Cummins India's Response to the pandemic

Making people's lives better (Our Impact Till Date)



₹ 3.15 Cr spent till date on COVID relief



5,500+ Safety goggles donated to hospitals



8,350+ N95 masks donated to hospitals



10,000+ Face shields donated to hospitals and police force in our communities



25,000+ Protection kits (masks, gloves, sanitizers) donated to police, sanitation and health officials



15,000+ Daily wage earning families benefited through dry ration kits (rice, wheat, pulses, salt etc.)



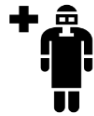
7,000+ Litres of Disinfectant donated to Pune, Phaltan Municipal Bodies, 22 Model Villages



25,000+ 3 Ply masks donated to hospitals



#90+ Grant appeals approved on COVID relief



2,500+ Full Body PPE* suits donated to hospitals



200+ Health centres and 2 hospitals provided with **1500+** sanitizers and hand wash materials



45,000+ Cooked meals served to migrant laborers and homeless



PPE kits donated at Sassoon General Hospital



Daily wage earners being distributed dry ration kits



SWaCH operator using PPE donated by Cummins



Cooked meal distributed to migrant laborers



PPE kits handed over to police personnel

Also partnered with



For life-saving medical equipment for hospitals

*PPE distributed are not part of Cummins inventories. They are sourced separately from Government authorized suppliers

Top 3 priorities



Health and safety of our employees is paramount at all times.



We continue to serve our customers, who are providing critical elements to the economy.



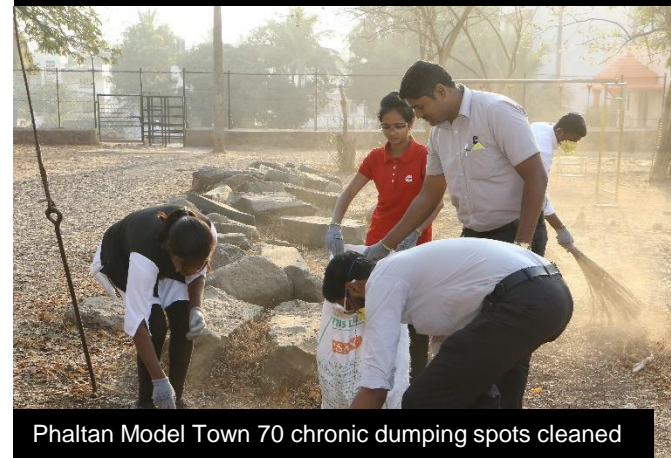
Our Company continues into the future, it's really important that we continue.

Cummins India Limited- Performance



Highlights

- ✓ **Products-** Launched 40 kVA genset, KTA-19 engine and RoHS compliant low kVA products in export market; Executed first-ever order of QSK 95
- ✓ **Service-** Rendered unconditional support during cyclone ; NPS at 84.86% - an increase by ~3% since last year
- ✓ **Community-** Ranked 50th out of top 100 companies listed by Futurescape; Cummins College of Engineering completed 25 years with 9500+ students graduated till date



Phaltan Model Town 70 chronic dumping spots cleaned



K-19 on display at trade show in Middle East



Inclusive workplace award



Active Customer Engagement award



GreenCo Environmental Best Practice award



Golden Peacock Occupational Health and Safety Award

How we have performed

- Revenue
- Profitability
- Cash Flow
- Dividend

2019-20 Financial Performance

Net Sales

₹ 5,062 Cr

Profit before
Interest Tax

₹ 799 Cr

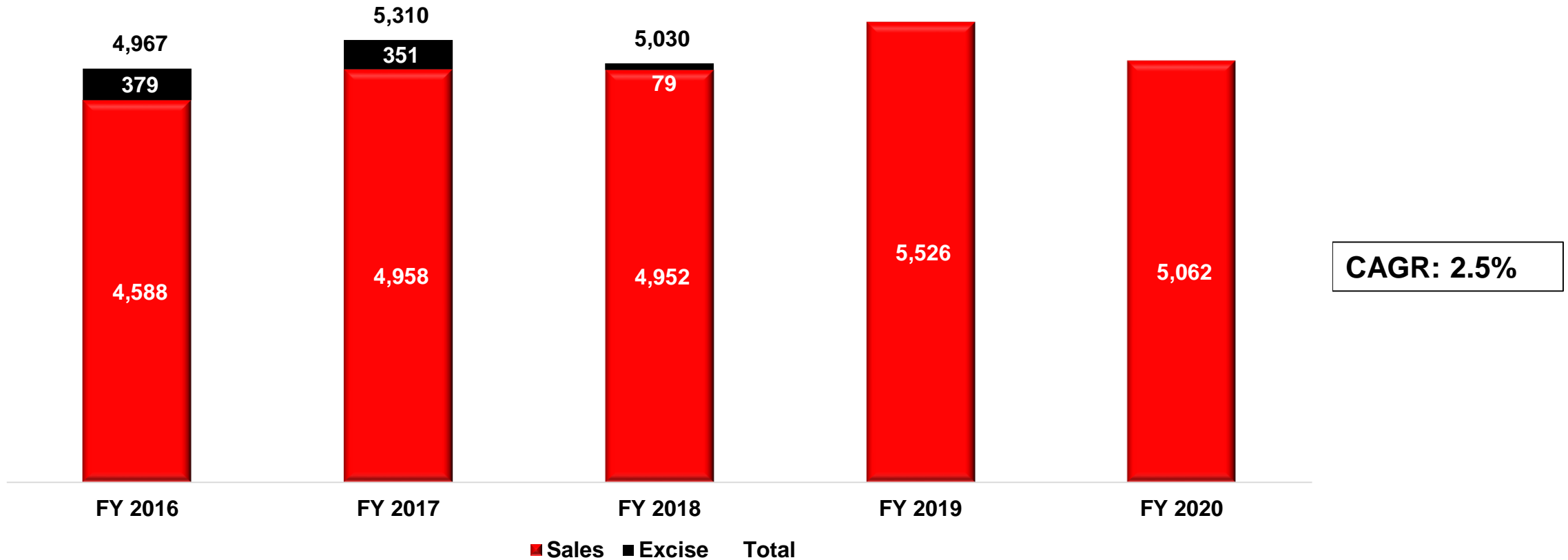
Cash
generated
from
operations

₹ 599 Cr

Dividend 700%

CIL Revenue Trend

₹ Cr

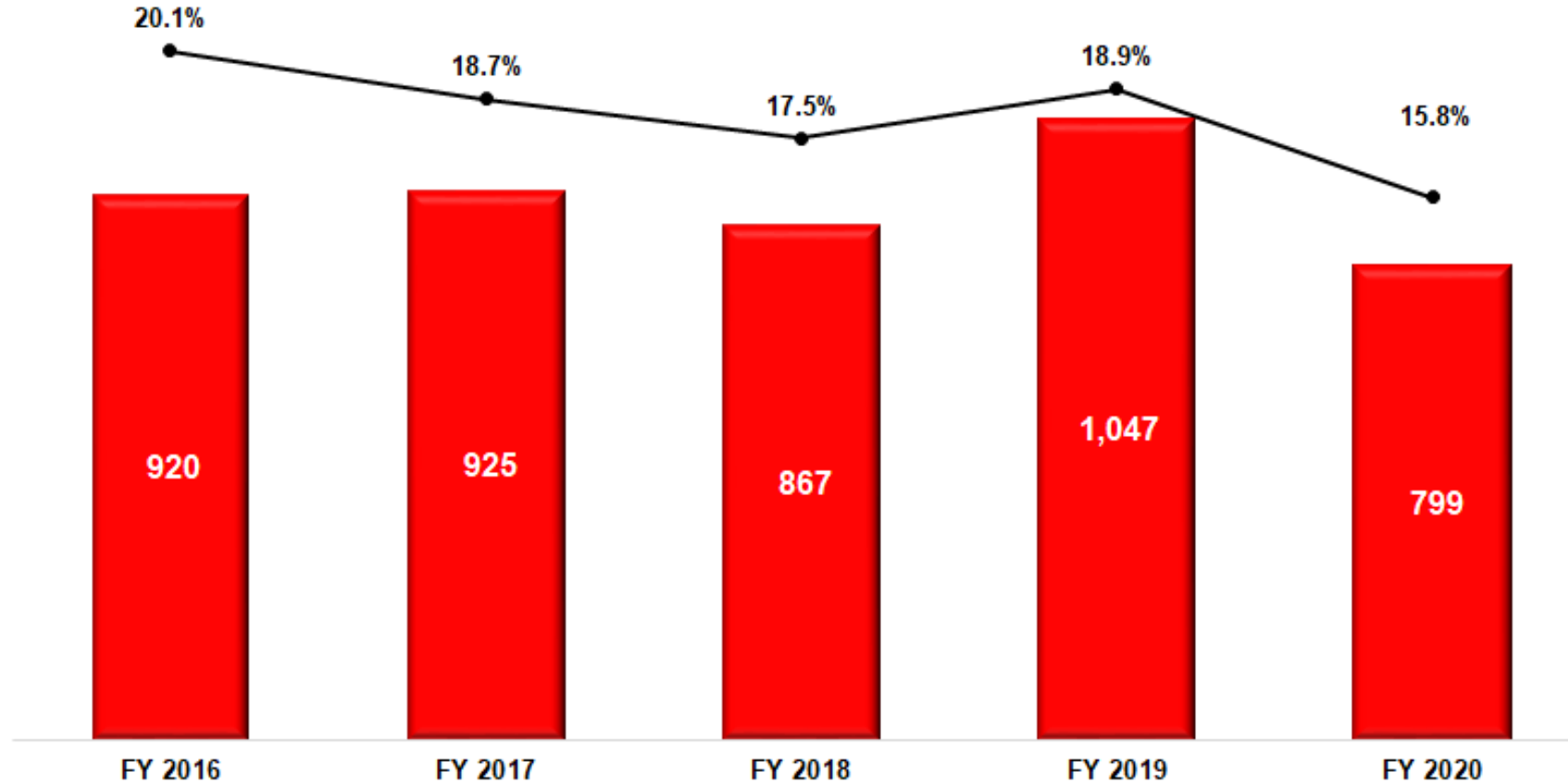


FY20 revenue impacted due to Covid-19 related lockdown and softness in the global economies

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

CIL PBIT Trend

₹ Cr

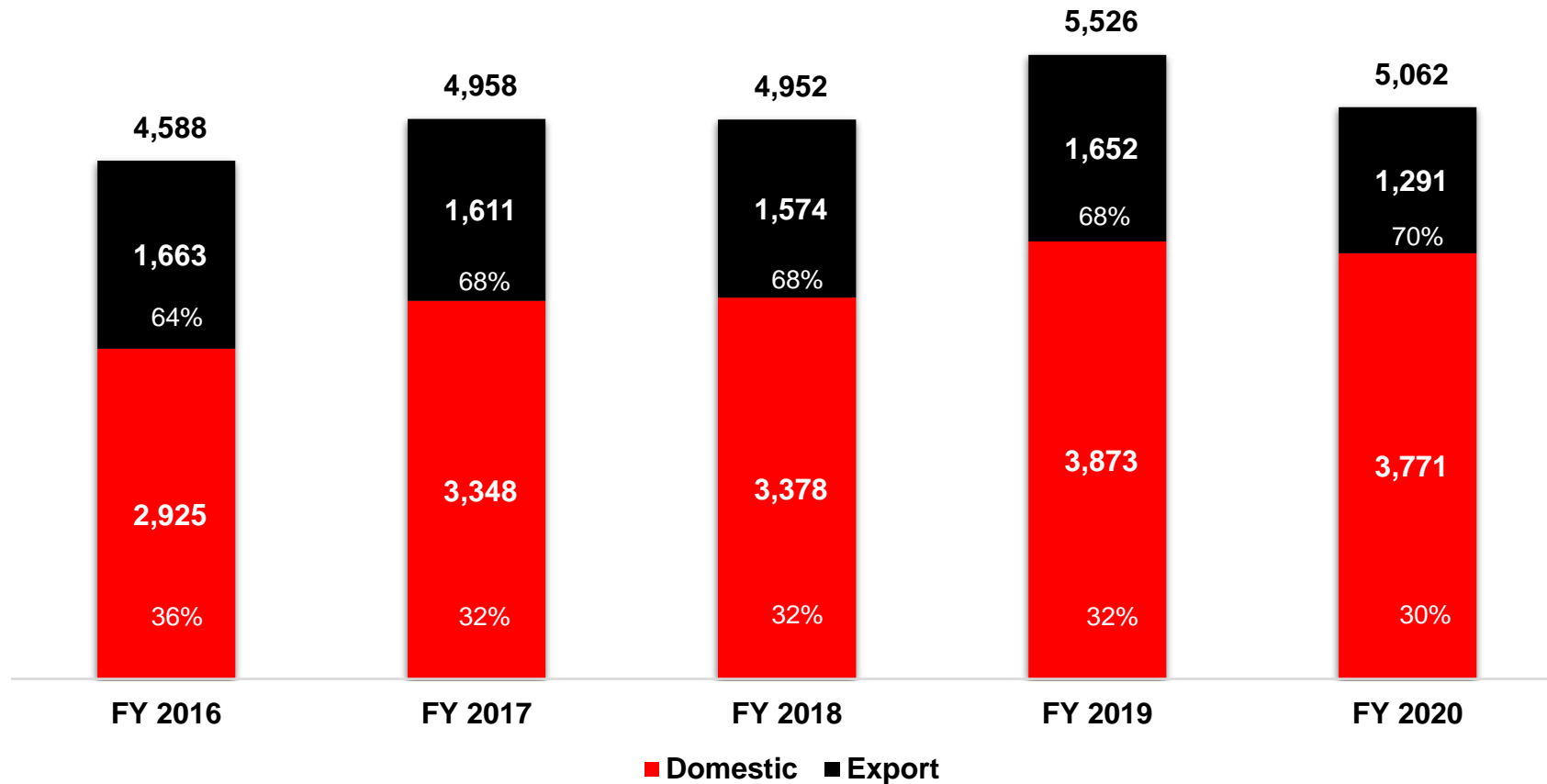


- **FY20 PBIT impacted due to volume loss and sales mix**
- **Cost optimization measures to deliver value during challenging times**

* Above excludes exceptional items

Domestic vs Exports Trend

₹ Cr



CAGR since FY 2016

Overall: 2.5%

(6)%

7%

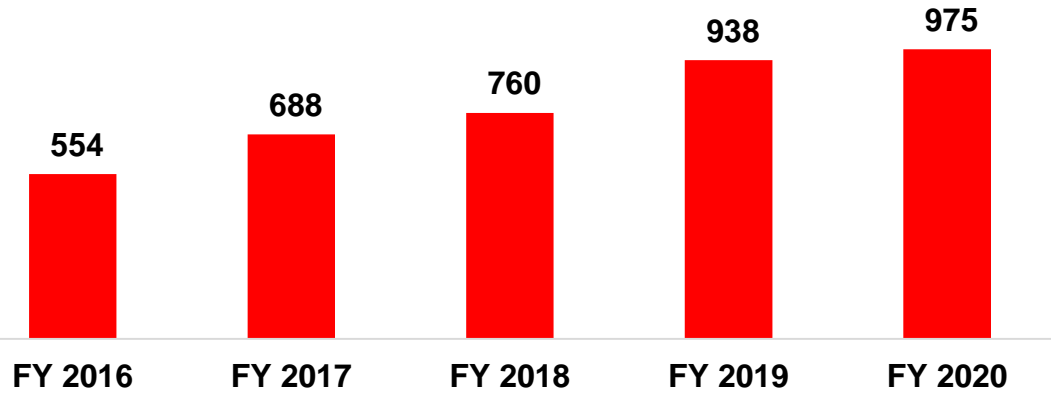
FY20 revenue impacted due to Covid-19 related lockdown and softness in end markets

Domestic Revenue: Segment wise

₹ Cr

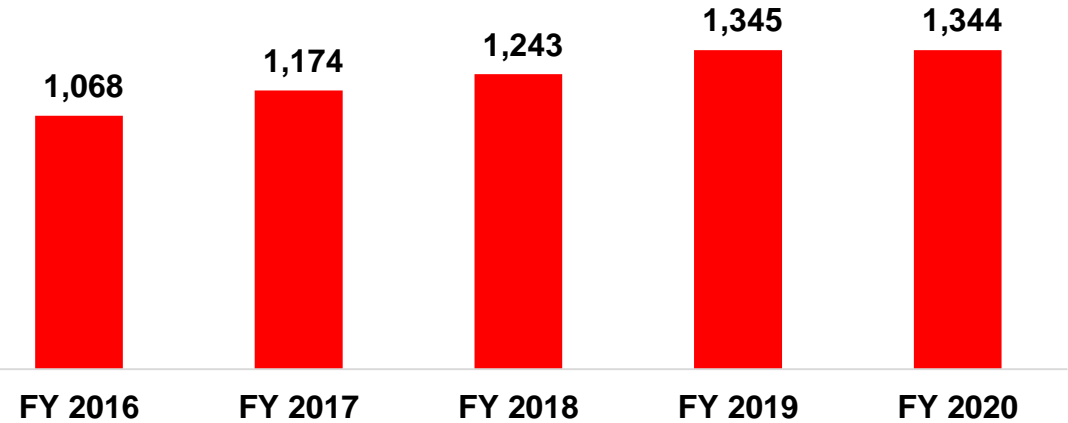
CAGR: 15%

Industrial



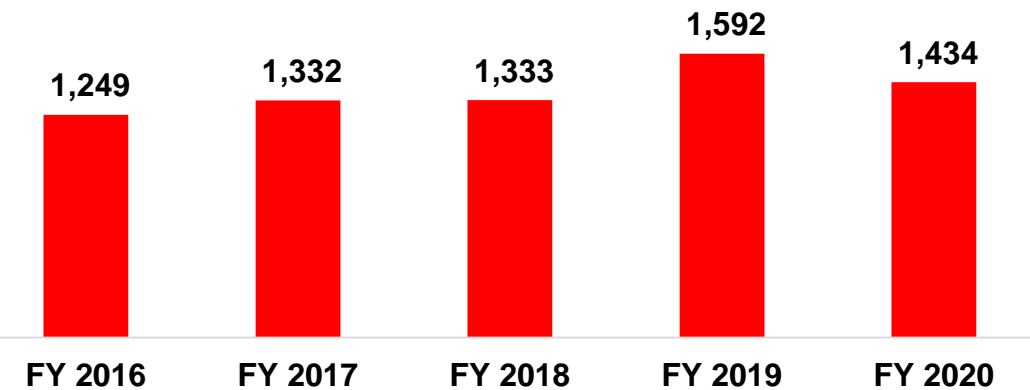
CAGR: 6%

Distribution



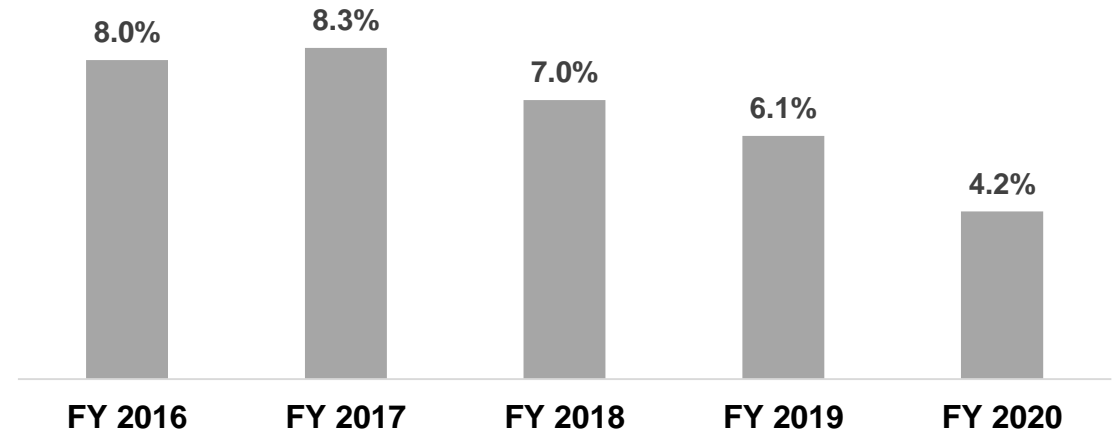
CAGR: 3%

Powergen



CAGR: 6%

GDP Growth (%)



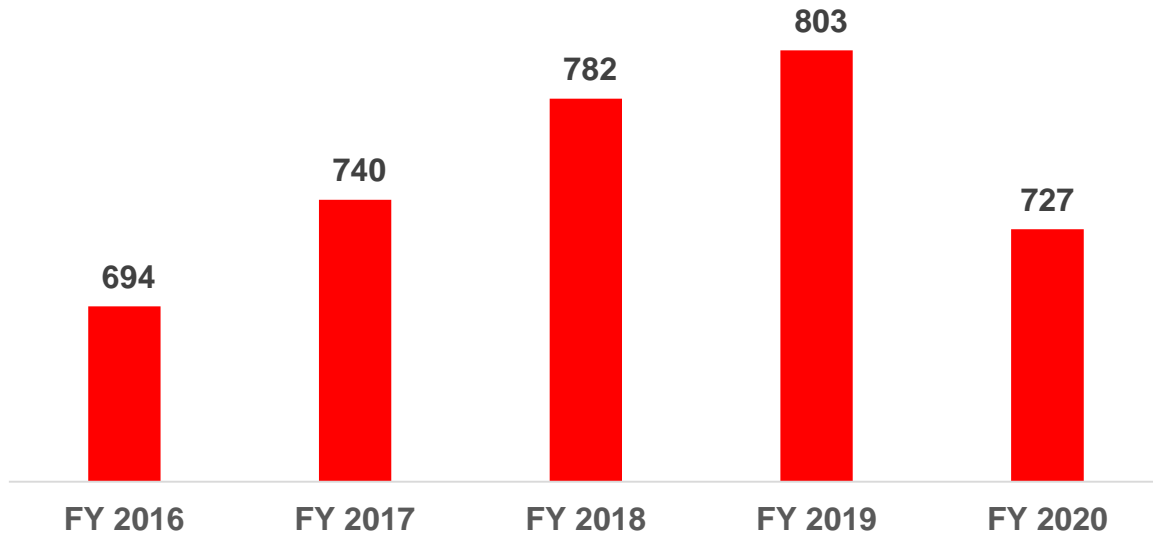
- Rail segment driving growth in Industrial revenue
- Powergen sales mainly impacted with slowdown in Indian economy

Export Revenue: Segment wise

₹ Cr

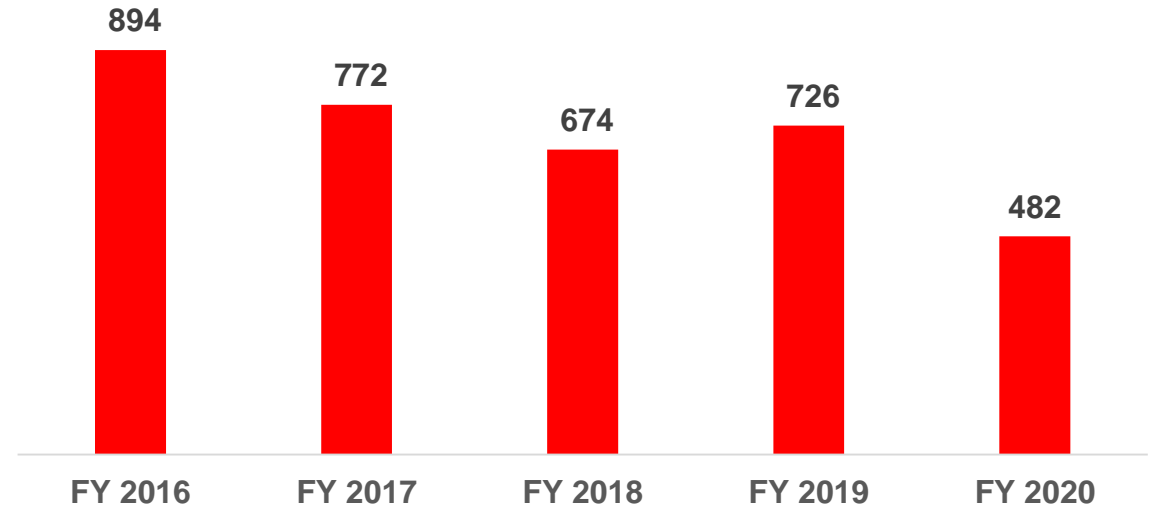
CAGR: 1%

HHP Exports



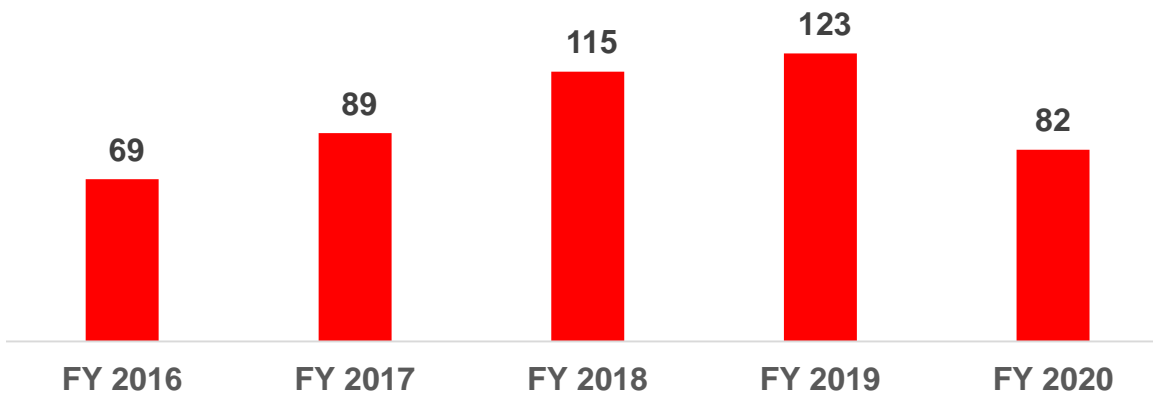
CAGR: (14)%

LHP Exports



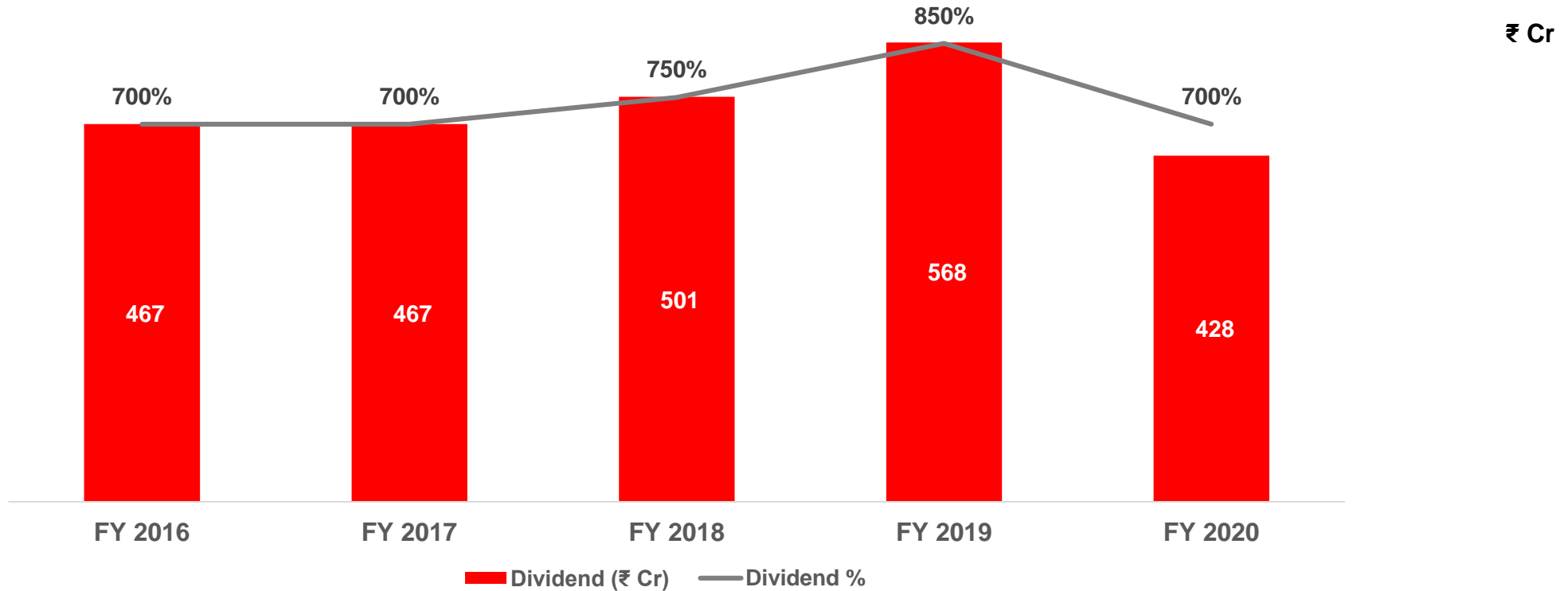
CAGR: 4%

Spares



- Exports impacted by slowing end markets and competitive pressure
- Drop in crude oil prices impacted the Middle East economies

Dividend Trend



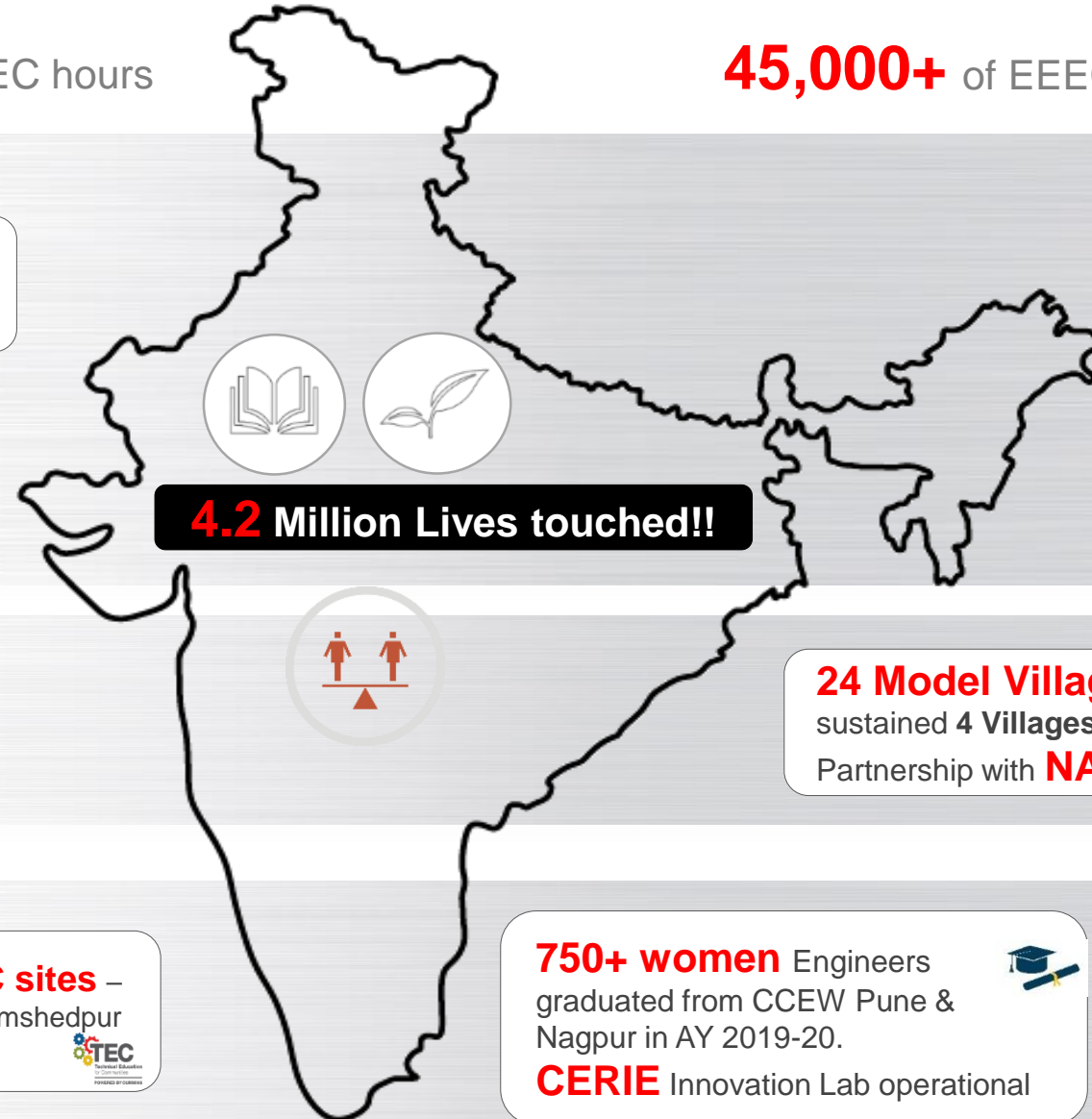
FY	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020
Dividend Pay-out%	62%	64%	71%	79%	68%

* Including Dividend Distribution tax



83% employees completed EEEEC hours

45,000+ of EEEEC hrs. utilized in CR projects



4.2 Million Lives touched!!



53000+ Trees sustained.



3,500+ Mn gallons water harvested

3+ million people reached to prevent waste pollution during festivals.

500+ MT Tons organic waste collected to convert into compost

Clean Air Delhi – Impact Assessment Report for crop residue management published

Equivalent of **5000+MT** of carbon footprint avoided

Monsoon Resilient Maharashtra: **33000+ KL water** conserved in 2019 across **24 villages** in Man Taluka

2 new TEC sites – Indore and Jamshedpur launched



750+ women Engineers graduated from CCEW Pune & Nagpur in AY 2019-20.



CERIE Innovation Lab operational

Income Generation Program for **~500 Women**

Udgam Livelihood project for **50+ Women**, Implement across **7 locations**



Cummins Powers Women : 22 NGO leaders participated in the Cummins – Rise Up India leadership accelerator



24 Model Villages sustained 4 Villages in Partnership with **NABARD**



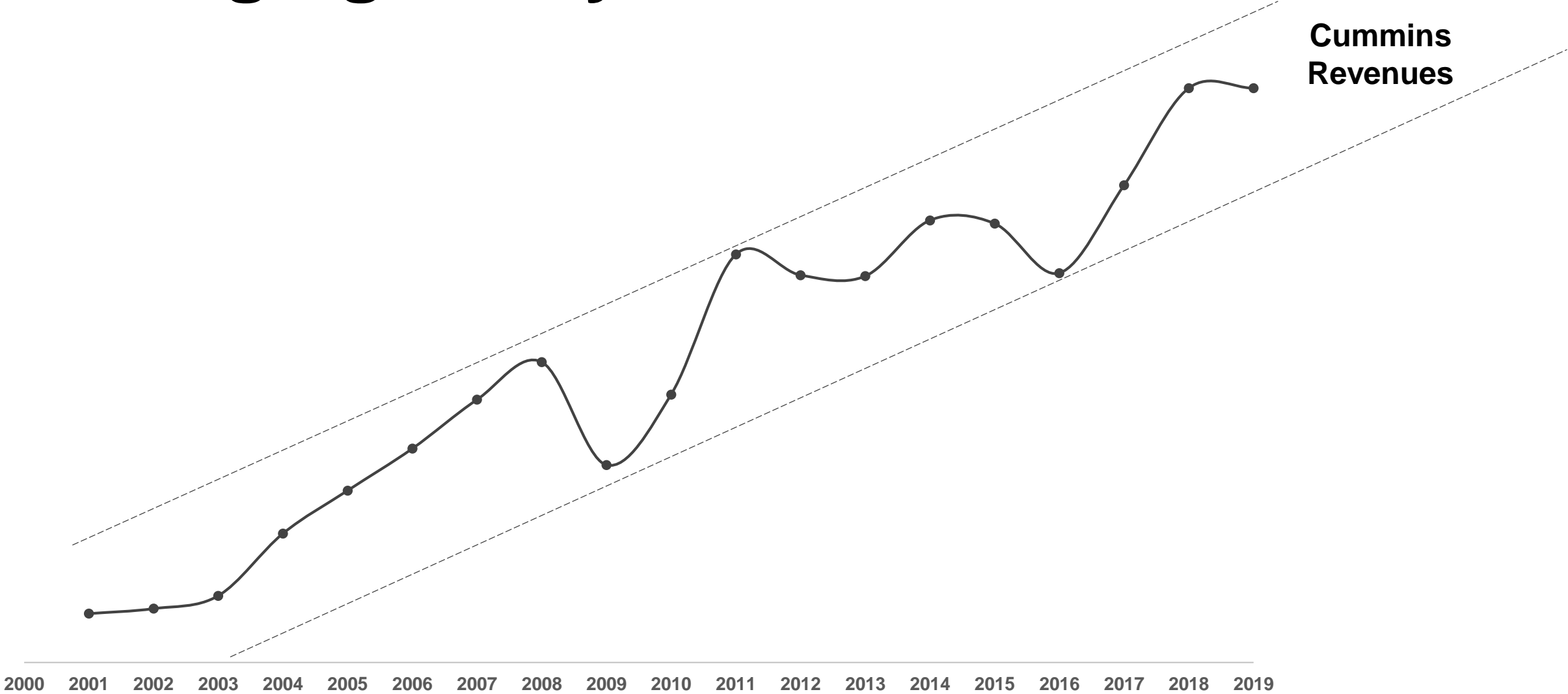
200 students were awarded Cummins Scholarship in 2019-20



**Cummins -
Well
positioned
to navigate
challenges**



Managing the cycles



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)

Experienced Leadership Team



Ashwath Ram

Managing Director,
Cummins India Limited



Anjali Pandey

Engine Business & Components Business



Mandar Deo

Power Systems Business



Shveta Arya

Distribution Business & NRPO



Sowmya Chaturvedi

Supply Chain



Aditi Sharma

Quality, HSE & Manufacturing



TBD

Strategy Leader



Rajiv Batra

Vice President – Finance Special Projects



Ajay Patil

Chief Financial Officer



Nagarajan Balanaga

Chief Administrative Officer & Interim Chief Information Officer



TBD

Information Technology



Ram Ottikkutti

Engineering



Anupama Kaul

Human Resources



Anubhav Kapoor

Legal & Secretarial

What we are doing to win in downturn



- Investing in new technologies and launching **new products** in existing markets
- Introducing **better products** and fighting harder to gain market share and win more OEMs
- Exploring **new strategies** for organic as well as inorganic growth in business
- Working **closely with the Govt.** to be part of the key roadmap to improve energy and infrastructure of the country
- Leveraging our **infrastructure, investments and people** to grow our business