



Ref: STEX/SECT/2019

August 08, 2019

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 presentation given by the Managing Director at the 58th Annual General Meeting ('AGM') on August 07, 2019.

Dear Sir/ Madam,

With reference to our intimation dated July 11, 2019 towards Annual General Meeting, we are enclosing for your records a copy of the presentation made by the Managing Director to the Members at 58th AGM held on Wednesday August 07, 2019.

Kindly take this submission on your record.

Thanking you,

Yours faithfully,
For Cummins India Limited

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

Encl.: As above.

(This letter is digitally signed)



58th Annual General Meeting 2019

Sandeep Sinha
Managing Director
Cummins India

August 7, 2019

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



POWERING THE SEAS

CHALLENGING THE IMPOSSIBLE.



POWERING THE HOUSE OF THE NATION

CHALLENGING THE IMPOSSIBLE.



CUMMINS CELEBRATES CENTENNIAL



POWERING THE CITY OF LEH

CHALLENGING THE IMPOSSIBLE.



POWERING THE WORLD'S LARGEST RAIL NETWORK

CHALLENGING THE IMPOSSIBLE.





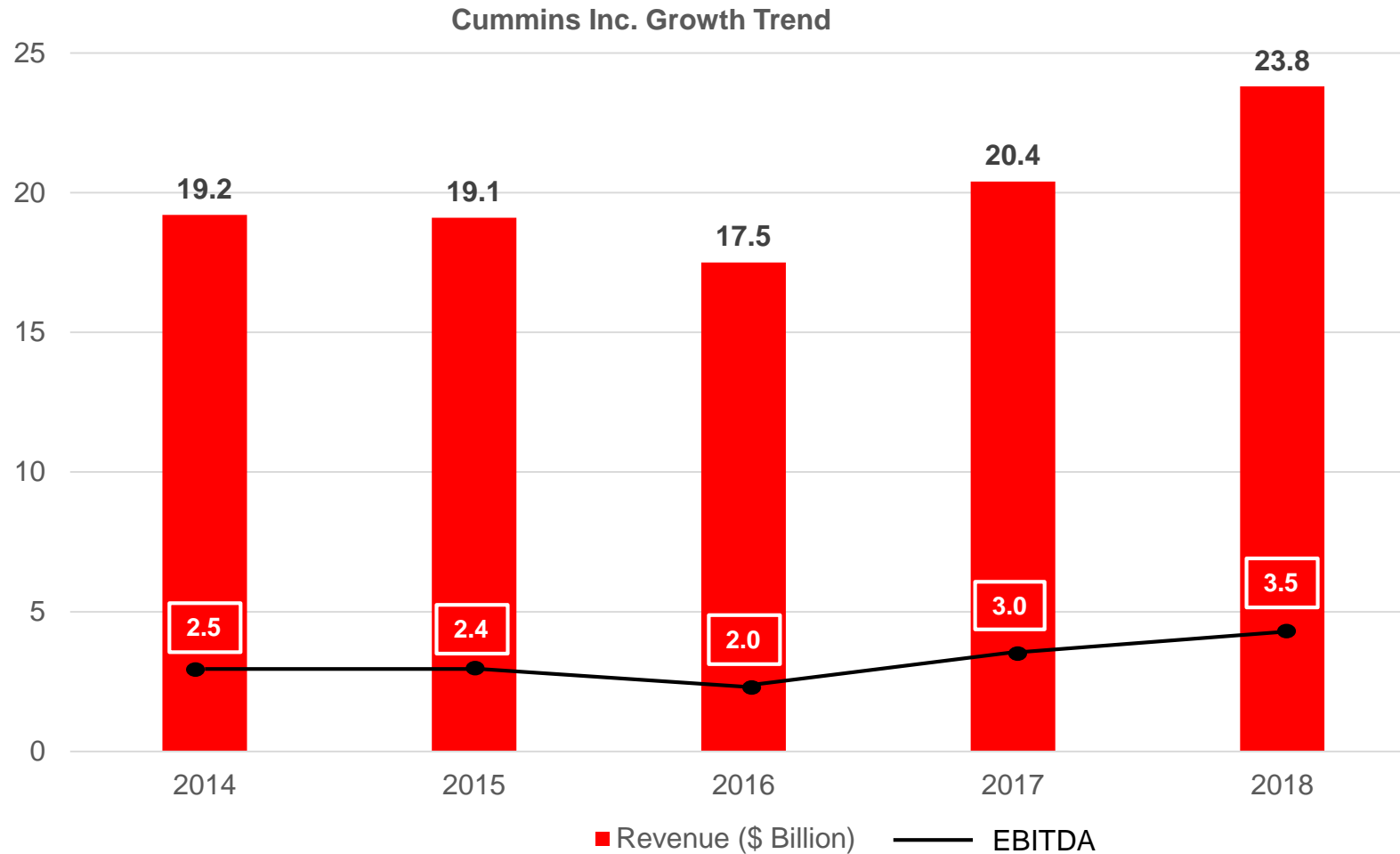
Powering the journey to the Moon

Cummins India contributes in Chandrayaan 2 mission

- Lift-off powered by specially engineered Cummins genset
- 640 ton rocket launcher transported to launchpad by Tata Motors' Prima truck powered by Cummins engine
- Team of service engineers deployed during lift off to handle emergencies, if any



Cummins Inc. Growth Trend



Cummins Inc. reported record 2018 revenue and EBITDA in its 100th year

Cummins India Ltd. –

**Powering a more
prosperous India for
6 decades**



India Leadership Team



Sandeep Sinha
Managing Director – India ABO



Marsha Naik
Executive Assistant



Ashwath Ram
Engine Business



Mandar Deo
Power Systems



Anjali Pandey
Components Business



Shveta Arya
Distribution Business
& Interim Strategy Leader



Sowmya Chaturvedi
Supply Chain



Aditi Sharma
Quality, NRPO, HSE
& Manufacturing



Rajiv Batra
Finance
GIS and GR



Amit Kumar
Chief of Staff,
Communications & CR



TBD (Interim- Binu John)
Information Technology



Mark Firth
Engineering



Nagarajan Balanaga
Human Resources



Anubhav Kapoor
Legal & Secretarial

How we have performed Record Year

2018-19 Financial Performance

Net Sales

₹ 5,526 Cr

Profit before
Interest Tax

₹ 1,047 Cr

Free Cash
Flow

₹ 784 Cr

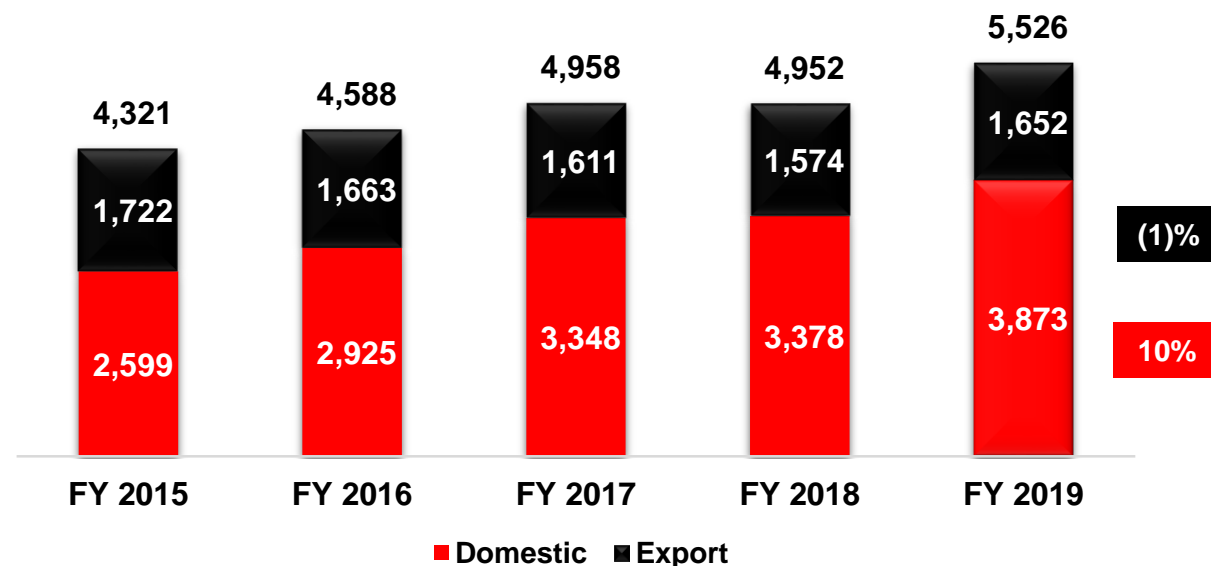
Dividend **850%**

Domestic vs Exports Trend

₹ Cr

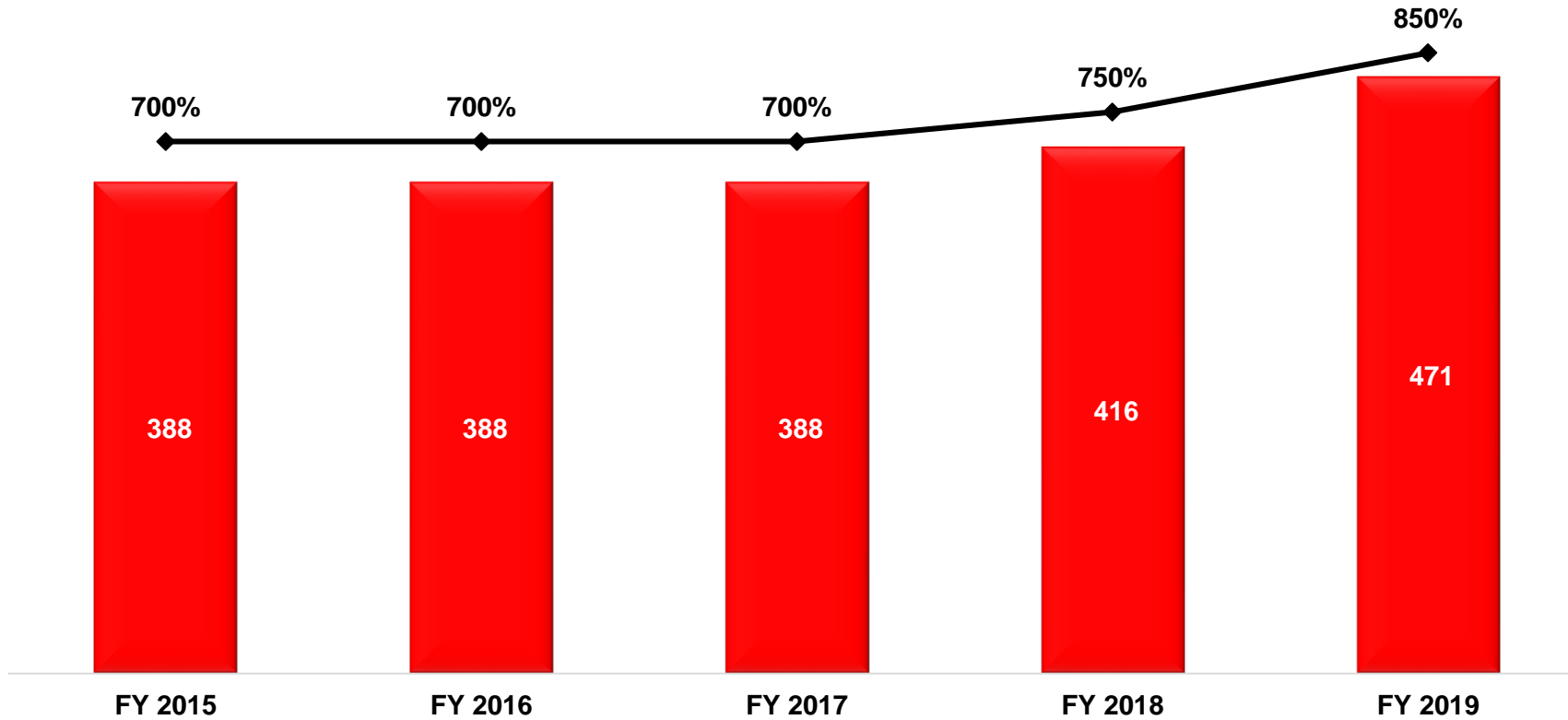
CAGR since FY 2015

Overall: 6%



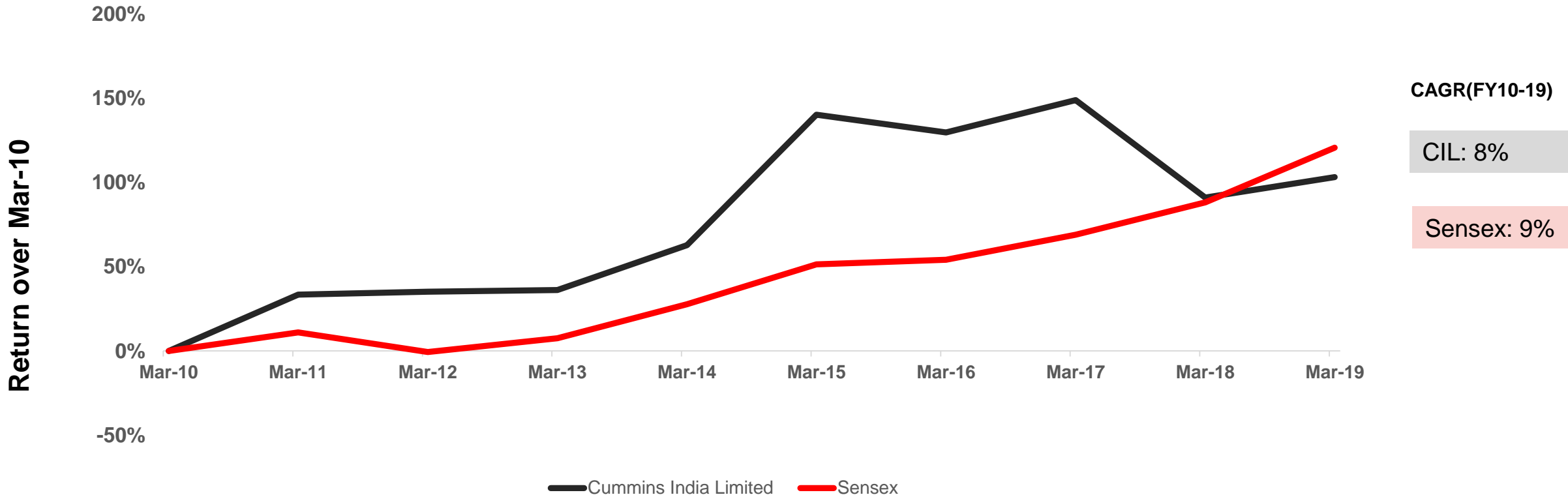
Dividend Trend

₹ Cr



* Excluding Dividend Distribution tax

CIL Share Price Performance



CIL Share Price	367	489	495	499	597	881	842	912	700	745
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CIL TSR since inception: 21% CAGR

₹ 100 invested in CIL in 1965 would give ₹ 25.2 Lakhs in Mar-19

Cummins India Limited



Kothrud Plant
1962



Parts Distribution Center, Phaltan
2010



HHP Rebuild Center
2011



Power Generation Plant SEZ, Phaltan
2014



Power Systems Plant, Pirangut
2018

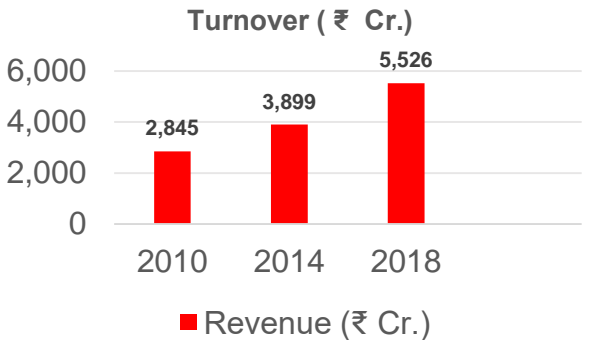
A journey of profitable growth

People





3,730+ employees across India

24% gender diversity

Growth



Market Leadership

-  **8 out of 10 excavators**
- 9 out of 10 rail engines** 
-  **4 out of 10 gensets**
- 10 out of 10 water rigs** 

Distribution Network

25 Dealerships	450 Service touchpoints
200+ Branch Offices	5000+ Engineers & Technicians

DBU in India covers lifecycle management for


- **5,25,000+ engines**
- Across **2,00,000 customers** in off-highway segments

Cummins India Foundation – Corporate Responsibility 2018

Powering Prosperous communities

People Positively Impacted

8.4 Million
and counting

 **97%** employees completed EEEEC hours
52,000 of EEEEC hours utilized in CR projects

 **1,60,000+**
Trees Sustained.


 **14,000+** Million
gallons water harvested

4.3 million students reached
through Coach them Young

5,500+ clean cook
stoves

 **2 National level wards -**
Golden Peacock CSR Award 2018
CII Sustainability Award 2018

Clean Air Delhi –
Task Force Reports
released, Pilot launched
in Punjab


 Equivalent of
19,000+MT of carbon
footprint avoided


32 Model Villages
sustained, 1 Village in
Partnership with **NABARD**

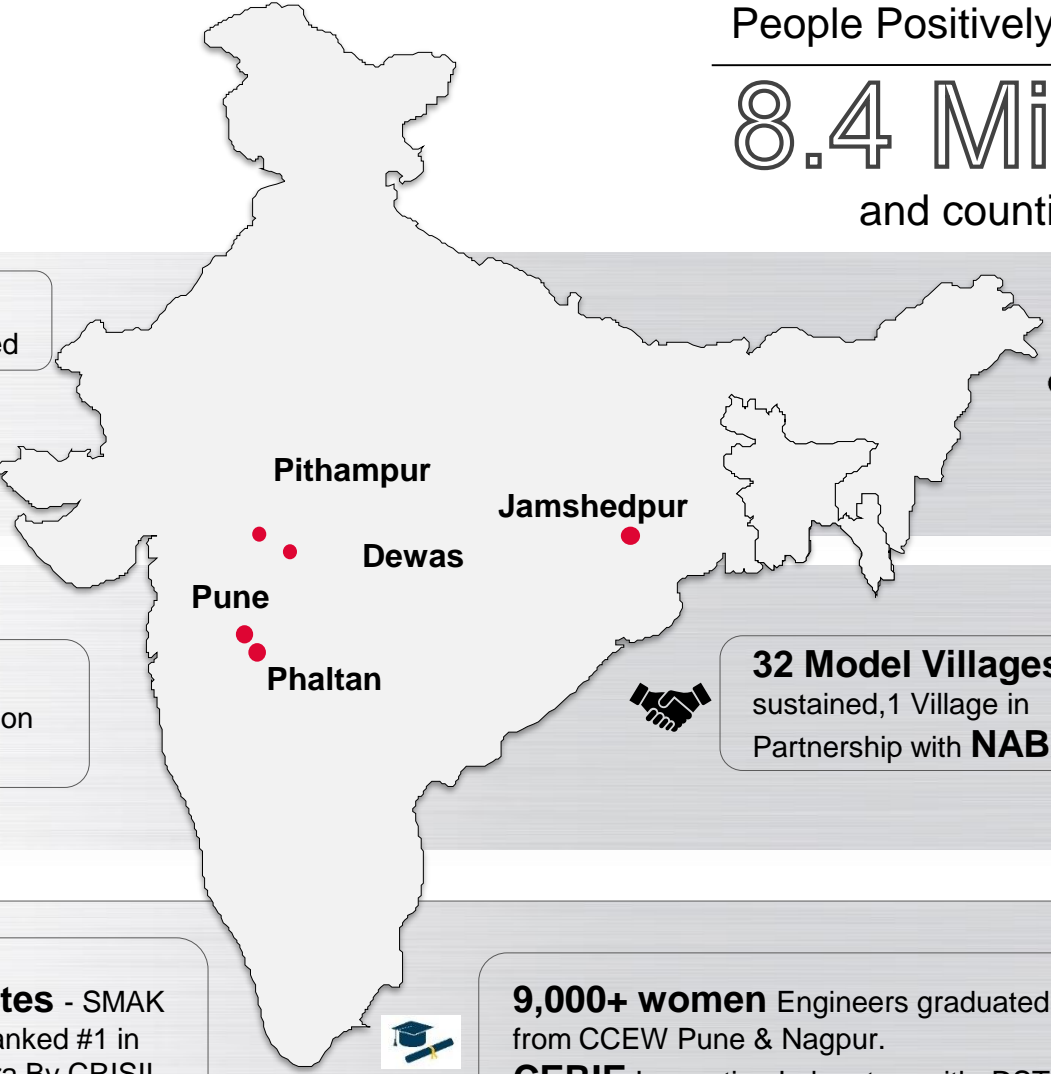
 **1,339** students
awarded Cummins
Scholarship

Monsoon Resilient Maharashtra:
Water conservation across **22,000+**
hectares making **31,000+**
residents water secure 

 **2 TEC sites - SMAK**
Kolhapur ranked #1 in
Maharashtra By CRISIL

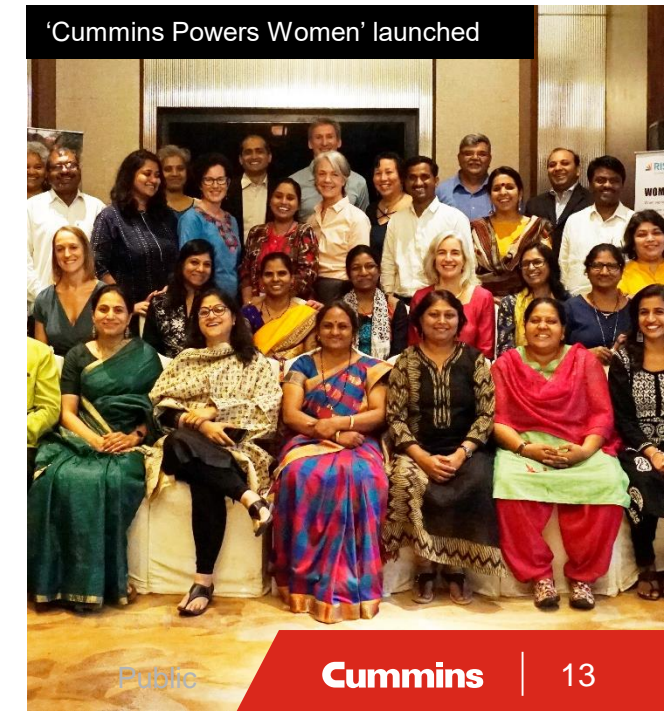
 **9,000+ women** Engineers graduated
from CCEW Pune & Nagpur.
CERIE Innovation Lab set up with **DST**

 Income Generation Program
for **275+ Women**



2018 Achievements

- Results - **Best in the history** of the Company (in growth, market share and profitability)
- New Facilities- **Power Systems plant** at Pirangut
- **Products** Launched-
 - 35 kVA, 625 kVA, 910 kVA diesel gensets
 - Power Command Cloud – Real time remote monitoring app
- **Service**-
 - 24 X 7 Cummins Care , Parts on Wheels, Field Service Management Application
- **'Cummins Powers Women'** CR initiative launched



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)

How we have performed Q1 2019-20

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

Q1 2019-20 Financial Performance

Net Sales

₹ 1,316 Cr

Profit before
Interest Tax

₹ 199 Cr

Free Cash
Flow

₹ 286 Cr

Financial Guidance



DOMESTIC

Over a cycle of 5 Years

9-11%

EXPORTS

Over a cycle of 5 Years

0-5 %

Q+A

