



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: <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 the Managing Director at the 58<sup>th</sup> 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 58<sup>th</sup> 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)



# 58<sup>th</sup> 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.**





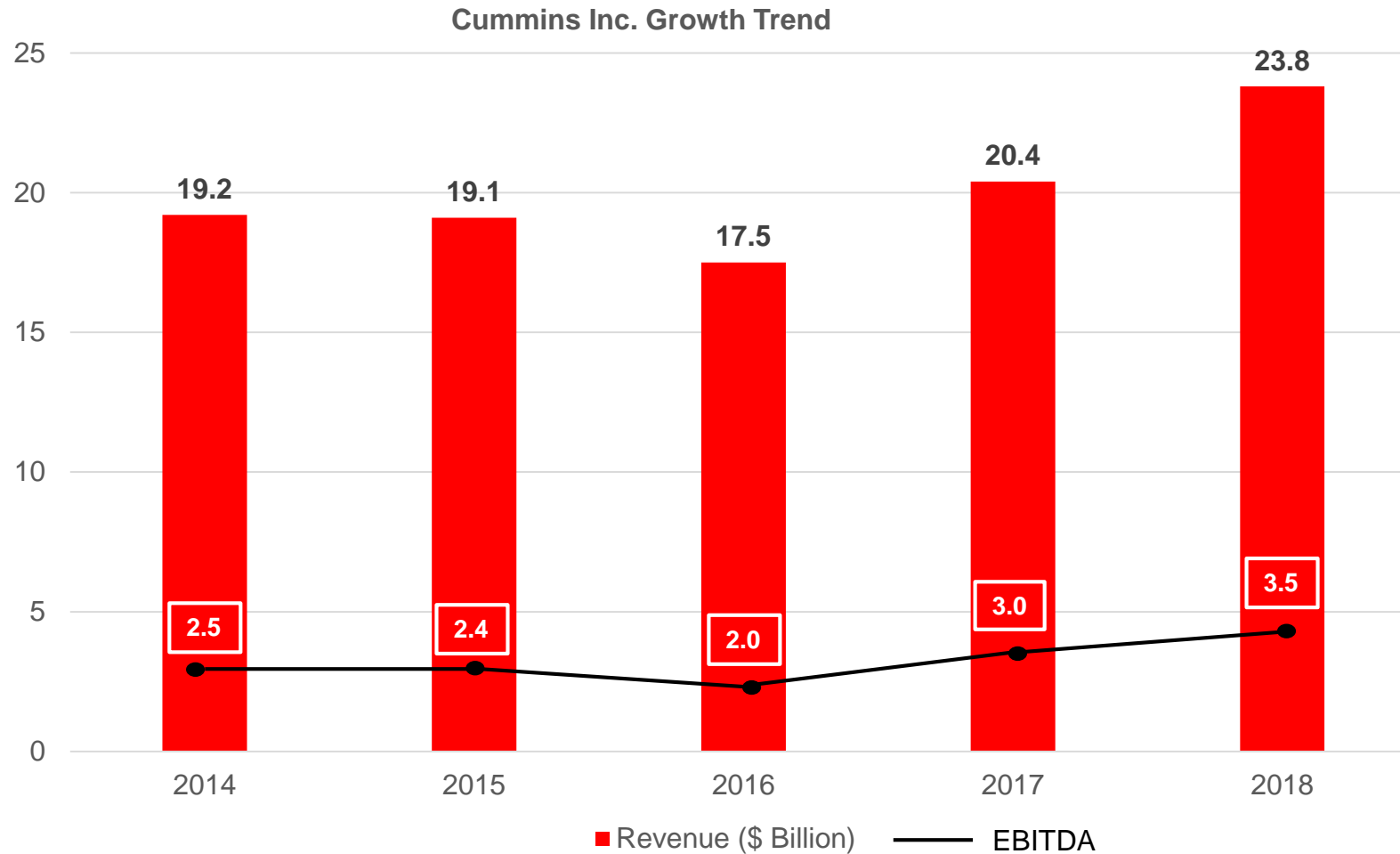
# Powering the journey to the Moon

## 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 100<sup>th</sup> 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

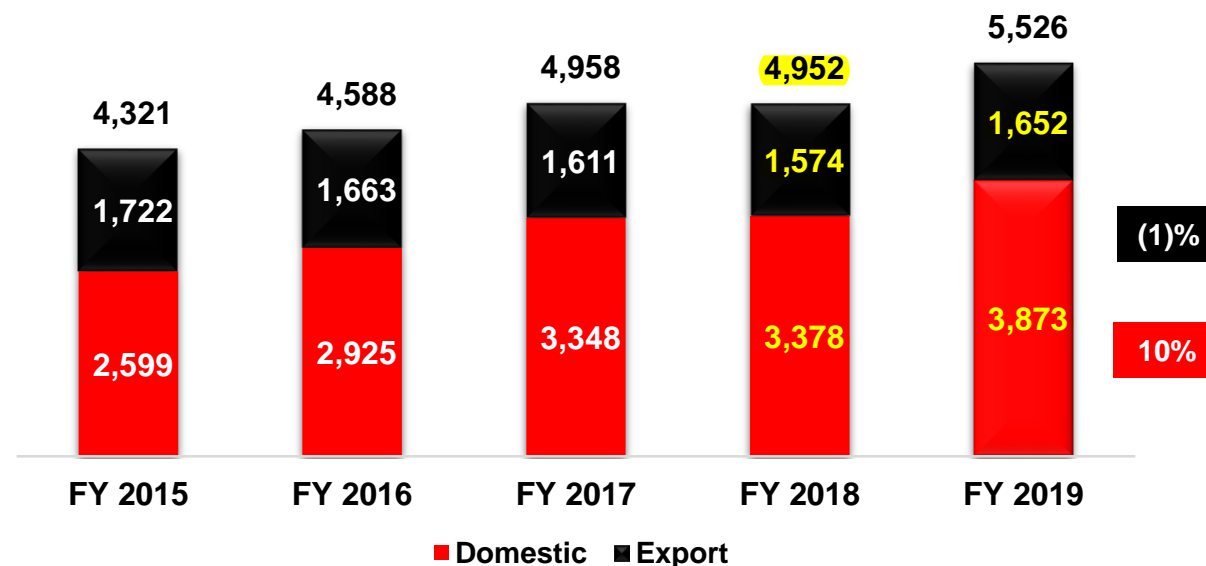
Dividend **850%**

# Domestic vs Exports Trend

₹ Cr

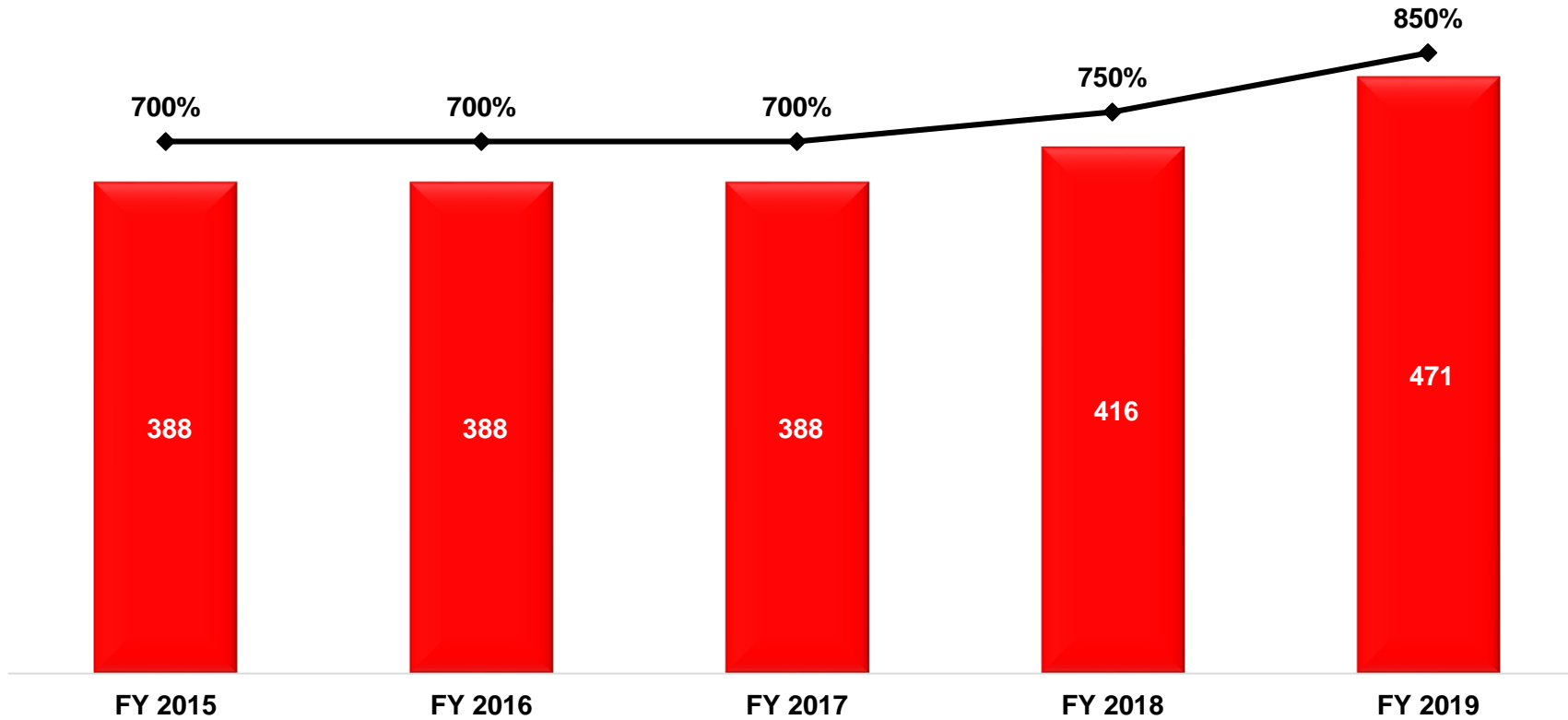
CAGR since FY 2015

Overall: 6%



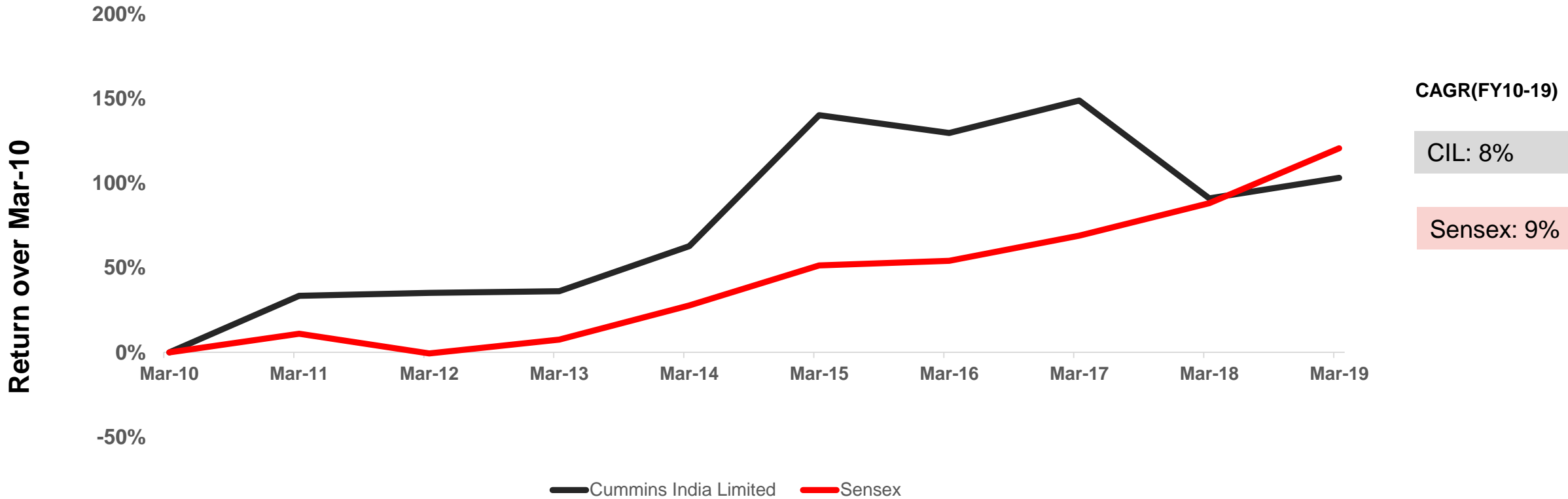
# Dividend Trend

₹ 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

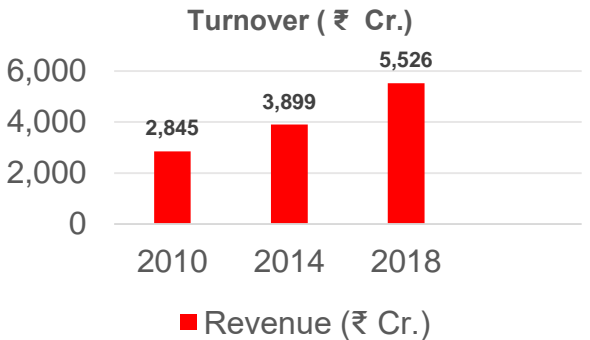
## A journey of profitable growth

### 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

<b>25</b> Dealerships	<b>450</b> Service touchpoints
<b>200+</b> Branch Offices	<b>5000+</b> 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**

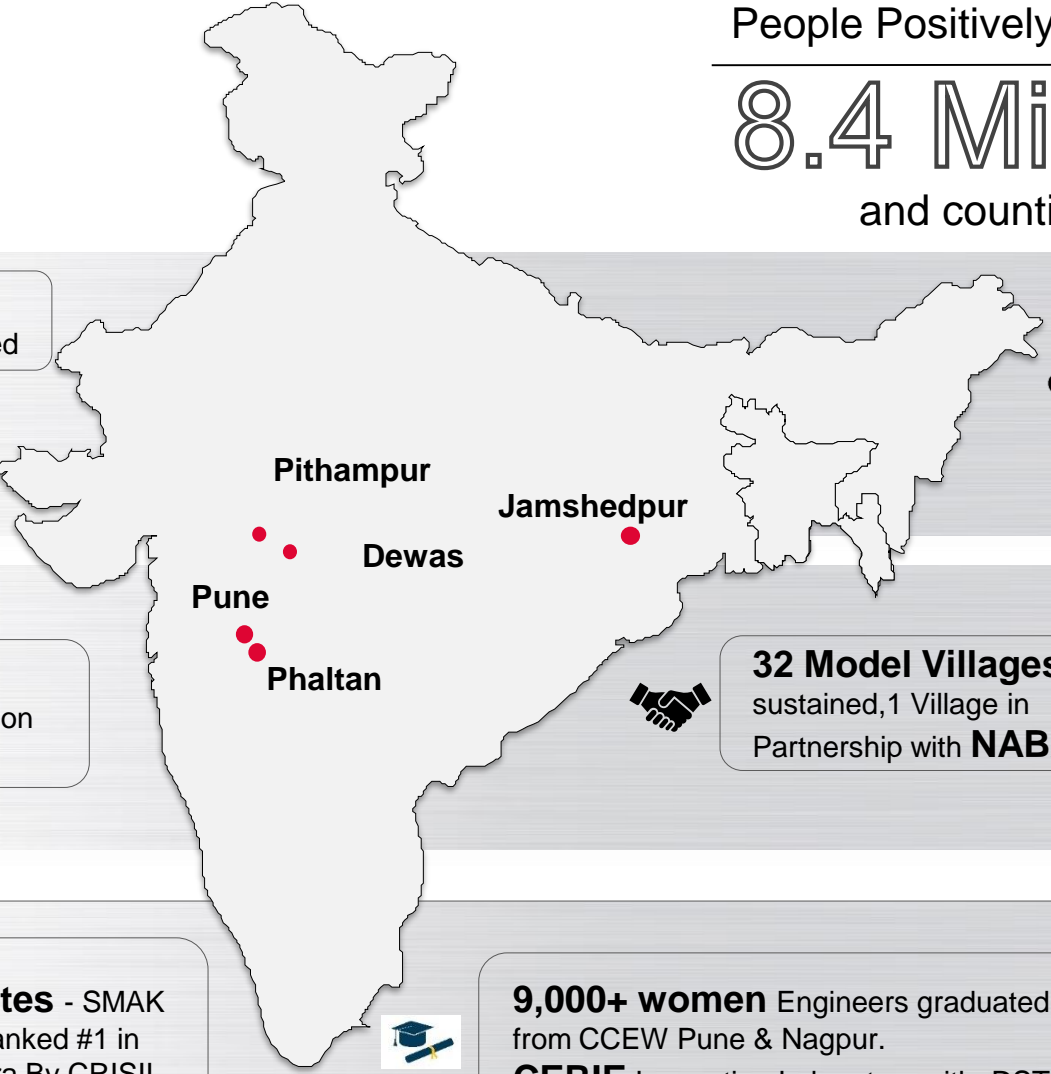
 **1,339** students  
awarded Cummins  
Scholarship

**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

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**9-11%**

## EXPORTS

Over a cycle of 5 Years

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**0-5 %**

Q+A

