



Ref: STEX/SECT/2020

April 27, 2020

The Relationship Manager, 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 Managing Director of the Company at the conference call of analysts/ investors/ financial institutions conducted on April 24, 2020**

Dear Sir/ Madam,

With reference to our stock exchange intimation dated April 23, 2020 towards conference call with analysts/investors/financial institutions, we are enclosing for your records, a copy of the presentation, made by the Managing Director of the Company at the said conference call conducted on April 24, 2020.

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

Thanking you,

Yours faithfully,  
For Cummins India Limited

Ashwath Ram  
Managing Director  
DIN: 00149501

(This letter is digitally signed)

Encl.: As above.

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# **Analyst Call -Update on COVID-19 pandemic**

## **Cummins India Ltd.**

Ashwath Ram

Managing Director, Cummins India Limited

April 24, 2020

Public

# COVID-19 Impact on economy

- More than 210\* countries affected Global economy is getting impacted severely
- Moody's cut India's growth forecast for calendar year 2020 to 2.5% from 5.3%

Country, Other	Total Cases	New Cases	Total Deaths	New Deaths	Total Recovered	Active Cases	Serious, Critical	Tot Cases/ 1M pop	Deaths/ 1M pop	Total Tests	Tests/ 1M pop
World	2,638,909	+3,193	184,248	+182	722,055	1,732,606	58,278	339	23.6		
<a href="#">USA</a>	849,092	+375	47,681	+22	84,050	717,361	14,016	2,565	144	4,325,342	13,067
<a href="#">Spain</a>	208,389		21,717		85,915	100,757	7,705	4,457	464	930,230	19,896
<a href="#">Italy</a>	187,327		25,085		54,543	107,699	2,384	3,098	415	1,513,251	25,028
<a href="#">France</a>	159,877		21,340		40,657	97,880	5,218	2,449	327	463,662	7,103
<a href="#">China</a>	82,798	+10	4,632		77,207	959	63	58	3		
<a href="#">India</a>	21,797	+427	681		4,376	16,740		16	0.5	500,542	363

# TOP 3 PRIORITIES for the company

**Health and safety  
of our employees**

is paramount at all  
times

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**#1**

**We continue to serve  
our customers**

who are providing critical  
elements to the economy

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**#2**

**Our company continues  
into the future**

It's really important that  
we continue

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**#3**

# TOP 3 PRIORITIES

Health and safety of our  
employees

is paramount at all times

## #1

### NOW

**#1 Proactively Respond to the  
emerging economic scenario**

1. Continue with prudent cost containment
2. Rationalize Capex
3. Cash

**#2 Deliver Operational Pandemic  
Response**

1. Keep Supply Chain Moving
2. Navigate Pandemic Wave
3. Accelerate & Elevate Quality
4. Focus on starting back maximum permissible operations

Q1 FY 2021

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

## #2

### NEXT

**#3 Anticipate & Leverage Pandemic  
Opportunities**

1. Strengthen Relationships
2. Attack Pockets of Weakness for Growth
3. Critical Product Investments

Q2 FY 2021

Our company continues into the  
future

It's really important that we continue

## #3

### LATER

**#4 Enable Post-Pandemic  
Response**

1. Leverage scale
2. Stay on course per strategic vision
3. CPCB IV+ and CEV BS IV readiness
4. Execute on Strategic Growth Initiatives

Q3 FY 2021 and beyond

**We WILL get through this**

# Cummins India approach

- **Work as safely as we can as long as we can to:**
  - ❖ Support our employees
  - ❖ Support our customers
  - ❖ Protect the company
  - ❖ Follow the advise of local bodies and their guidelines on health and work
- **We are protecting and supporting our employees by**
  - ❖ Working from home where possible
  - ❖ Travel embargos
  - ❖ 24x7 Cummins Response Center (CRC) and Employee Assistance Program (EAP)
  - ❖ Providing a safe, secure, and 'socially distant' operating facility
  - ❖ Rolling out wellness and temperature checks on all employees/ guests entering our facilities
  - ❖ Set up standard SOPs for operating at our plants and offices
- **During Lockdown period:**
  - ❖ Follow the advise of local bodies and their guidelines on health and work
  - ❖ Conducted mock drill and scenario planning to ensure the smooth function of operations as we gradually start operations
  - ❖ Utilized the lockdown time to ensure basic upkeep and maintenance of our facilities

# Essentials for a smooth start at plants

**EMPLOYEE SAFETY  
AND HEALTH**

**SUPPLIERS ENGAGEMENT  
AND SUPPORT**

**PRIORITIZE- PLAN- ACT**

**FOCUS ON PRODUCT  
QUALITY**

**MAINTAIN PLANT HYGIENE  
AND PROTOCOLS**

**COMMUNICATE MORE  
CONNECT MORE**



# COVID Community Support

Purpose – To provide support and relief through interventions that will directly impact –

- ❖ Frontline COVID warriors - those who are directly fighting the COVID-19 pandemic (e.g. medical equipment to hospitals, PPEs gloves N95 masks, medical gowns, goggles and for health and sanitation workers etc)
- ❖ Socially and Economically Disadvantaged - those who are most affected by the economic impacts of the pandemic ( e.g. ration kits to daily wage workers, migrant labourers, slum dwellers, SHGs)
- ❖ Resource scarce communities – model villages and slums where sanitization of common areas and awareness related to hygiene, social distancing and coronavirus facts are critical

Through Cummins India Foundation (CIF), these efforts will be channelized by -

- ❖ Partnerships with state, central, local government bodies to provide relief to those in urgent need
- ❖ Working with Organizations on the ground with a plan and structure in place to give immediate relief
- ❖ Partnerships with large industry associations who are amplifying and channelizing resources to quickly provide support directly to the hospitals and people working on the frontlines
- ❖ Leveraging internal and partner organizations' technical expertise to manufacture scarce medical equipment

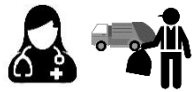


# CR - Areas of Intervention

## FRONTLINE WARRIORS

- **Healthcare workers** – doctors, nurses, paramedics etc.
- **Sanitation workers** – People involved in collection, transport and disposal of waste

Support by distribution of PPE



## DAILYWAGE EARNERS

- **Provision of dry basic ration kits** with rice/wheat , oil, sugar , tea leaves, salt, dal etc.
- **Provision of cooked meals** – for migrant workers who have no income



## PARTNERSHIPS WITH INDUSTRY ASSOCIATIONS

- **MCCIA and CII** – Contribution to central funds - to procure and **distribute critical equipment to hospitals**
- Testing Kits, Ventilators, Personal Protective Equipment (PPE), sanitisers, etc. for the medical professionals



## EMPLOYEE ENGAGEMENT

- **Donation Match Program Activated**
- Every rupee donated by our employees for COVID19 support to the Cummins India Foundation, will be matched equally by a grant from the Foundation to support local needs
- **EEEC** is restricted to remote/online



## VILLAGE SANITATION

- **Spraying of sodium hypochlorite** solutions across our model villages using adapted 'sanitizer spraying' tankers
- *This could be expanded to the slum areas as per need*



## AWARENESS

- **Model Villages and Slums:** emphasising hand washing, hygiene, social distancing, busting myths around the coronavirus
- **Economically disadvantaged** – About relief packages from Govt. – direct bank transfer, interest free loans, loan moratoriums to farmers etc.



## SUPPORT TO POLICE, LOCAL SHG ( SELF HELP GROUPS)

- **Police on duty near our facilities – Providing cooked meals**
- **Local SHG** :Requisitioning Women SHGs to **produce masks** (non-surgical protective masks)



## LEVERAGING TECHNICAL EXPERTISE

- **Exploring Internal engineering expertise along with** partnerships with Technical Institutions like **CCEW, ITI Phaltan and SMAK** to manufacture scarce medical equipment like ventilators etc.

**Q+A**