



Ref: STEX/SECT/2021

August 12, 2021

The Relationship Manager, DCS-CRD BSE Limited (BSE), Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai 400 001 BSE Scrip Code: 500480	National Stock Exchange of India Limited (NSE), Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra – Kurla Complex, Bandra (East), Mumbai 400 051 NSE Symbol: CUMMINSIND
--	--

Subject: Intimation of presentation given by the Managing Director at the 60th Annual General Meeting of the members of Cummins India Limited ('Company')

Dear Sir/ Madam,

With reference to our intimation dated July 16, 2021 towards Annual General Meeting, we are enclosing for your records copy of the presentation made by the Managing Director to the Members at the 60th Annual General Meeting of the Company held on Thursday, August 12, 2021.

Kindly take this intimation 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)

**POWERING
A BETTER
TOMORROW**

**FOR
A WORLD
THAT'S
ALWAYS ON™**



Cummins India Limited (CIL) - 60th Annual General Meeting

Ashwath Ram,
Managing Director,
Cummins India Limited

August 12, 2021

Public

AGENDA

- 01** Cummins India Overview
- 02** Cummins Inc. - Key Highlights and Financial Performance
- 03** Impact of COVID-19. Our Response.
- 04** CIL- Key Highlights and Financial Performance
- 05** The Future. Our Growth Strategy

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 India Limited Overview

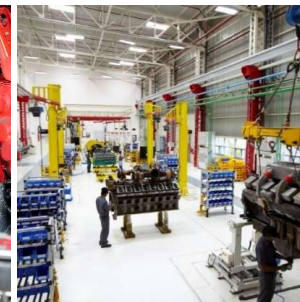
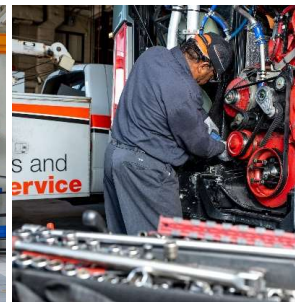
Cummins India Limited (CIL)- An Overview

- Amongst India's largest exporters of engineering products
- Manufactures a variety of engines operating on diesel, natural gas and dual fuel
- Provides innovative solutions across Industrial Business, Power-generation and Aftermarket



Country-wide network- 20 dealerships, 450 service points catering 2,20,000+ customers

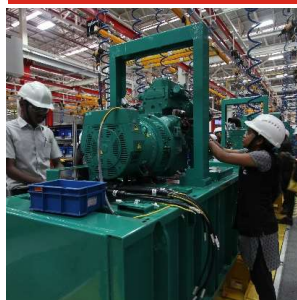
3,200+ employees across India with 23% gender diversity



Community Support through CIF – 4,50,000 + lives touched



World-class facilities and infrastructure



Strong aftermarket presence servicing 6,27,000+ engines in the field





Cummins Inc. – Key Highlights and Financial Performance

Cummins Inc. CY 2020 Highlights

Building more prosperous communities

- Grants to communities- **\$22 Mn(record amount)**; including \$2.5 Mn in pandemic-related relief
- Launched **Cummins Water Works**
- Cummins Powers Women – **positively impacted 17 Mn** women and girls since launch in 2018

Investing in future

- Record **312 patents** received
- More than **\$900 million on research**, development and engineering for a third consecutive year

Rebound after historic decline by pandemic

- Launched **new products** across business segments
- **Well-capitalized** on the back of market recovery

Our path to carbon neutrality includes powering the world's first hydrogen fuel cell passenger train



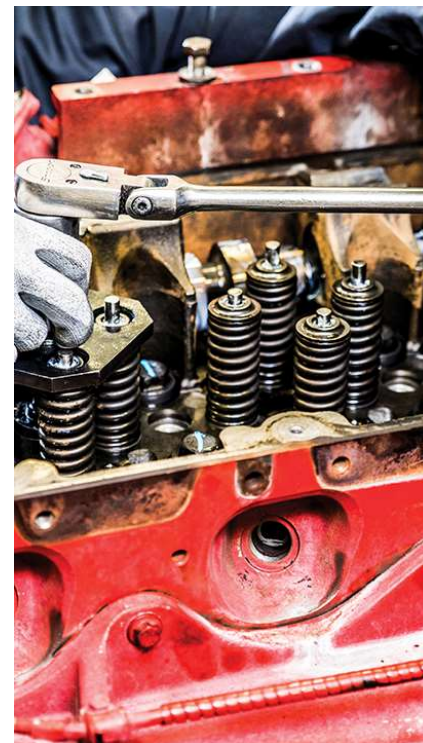
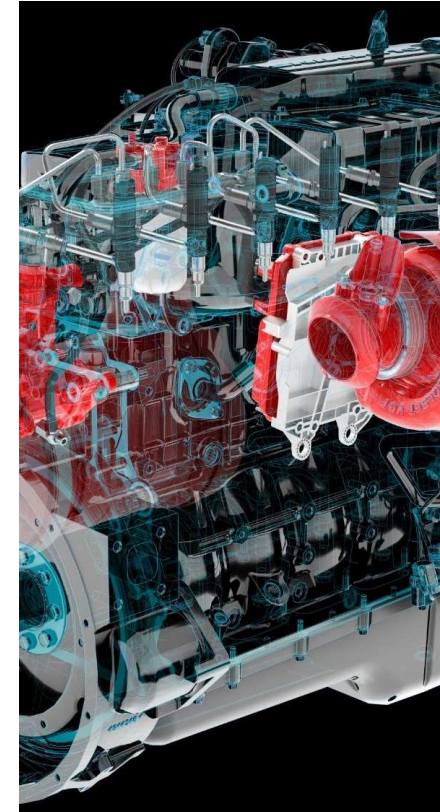
Financial Performance CMI Q2 2021



Revenue: 6.1 Billion
Up 59% from Q2 2020



EBITDA*: \$974 million,
15.9 percent of sales
*Compared to \$549 Million,
14.3 percent of sales, in Q2'20*





Impact of COVID-19. Our Response

Impact of COVID-19



Severe health impact



Nationwide lockdowns



Global travel restrictions



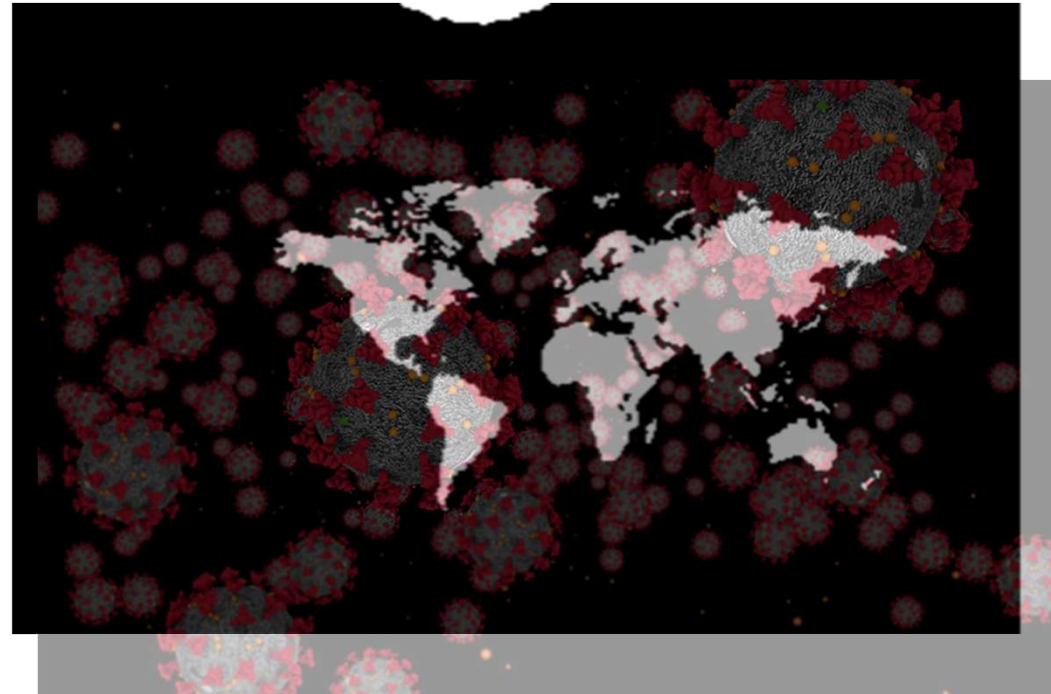
Factory shutdowns



Temporary decline in customer demand



Supply chain disruptions



Staying strong, agile and resilient

HEALTH AND SAFETY of our employees is of paramount importance

We will continue to **SERVE OUR CUSTOMERS** who provide critical services to the economy

Our company **CONTINUES INTO THE FUTURE**; we remain committed to bring best-in-class technologies to serve our customers and other stakeholders

OUR TOP 3 PRIORITIES

Cummins India* COVID-19 Vaccination drive

- **19,000+** employees and dependents vaccinations till date across our plants and offices
- **3** rounds of vaccination drives so far (and counting!)
- **300+** on-ground volunteers for support

**Committed to living our core value of
CARING**



* Covers all Cummins India group entities including Cummins India Limited

Our Community efforts- Helping our society fight the COVID-19 pandemic through the Cummins India Foundation



Donated life-saving medical equipment to hospitals in collaboration with **MCCIA and CII**



#100+ Grant appeals approved - COVID relief



25,000+ 3 Ply masks donated to hospitals



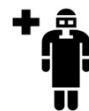
5,000+ Virus Testing kits donated to local health agencies



8,500+ N95 masks donated to hospitals



6,000+ Safety goggles donated to hospitals



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



5,000+ surgeon caps donated to hospitals



30,000+ Protection kits (masks, gloves, sanitizers) donated to police, sanitation and health officials



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



2,000+ Nylon Swabs donated to hospitals



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



10,000+ Litres of Disinfectant donated to Pune, Phaltan Municipal Bodies, 22 Model Villages, 14 non-model villages



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



57,000+ Cooked meals served to **migrant laborers and homeless**



2,800+ Sanitary Napkins donated to economically and socially disadvantaged girls and women

**PPE distributed are not part of Cummins inventories. They are sourced separately from Government authorized suppliers
Community efforts are through Cummins India Foundation which is supported by all Cummins Group entities in India*

A decorative graphic consisting of several overlapping, glowing red wavy lines that sweep across the top half of the slide from left to right. The lines have a bright, luminous center and fade towards the edges, creating a sense of motion and energy.

Cummins India Limited- Key Highlights and Financial Performance

Cummins India Limited FY 2020-21 Highlights

Delivering value to stakeholders

- New-generation, **electronic 4 and 6-cylinder engines** for Construction Equipment Vehicle (CEV) applications
- **Product Launches-** Compact 50 kVA genset for a special purpose Defense application; PSO600 controller for Low HP range of 82.5-125 kVA; B3.3 and QSB7 gensets for Exports market

Living our promise of dependability

- **4.5 lakh service** calls registered; 98% resolution rate
- Launched **Cummins Aashwasan**

Strengthening Communities

- **1,50,000+ lives** touched through COVID-19 relief support
- Cummins Powers Women- 2nd leadership and advocacy accelerator program conducted virtually



Financial Performance CIL FY 2020-21



Revenue: ₹ 4,256 Cr



**Profit before Interest Tax:
₹ 824 Cr**



**Cash generated from
operations: ₹ 788 Cr**

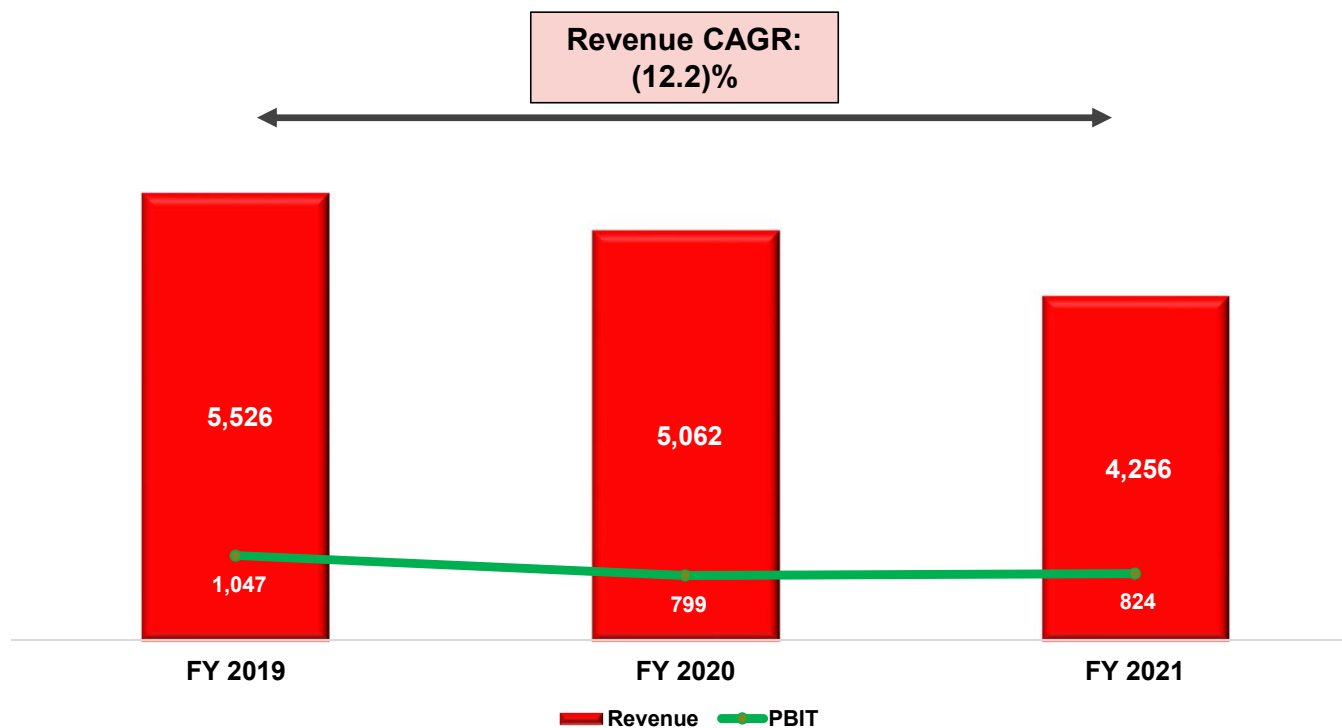


Dividend: 750%



CIL Revenue & PBIT Trend

₹ Cr



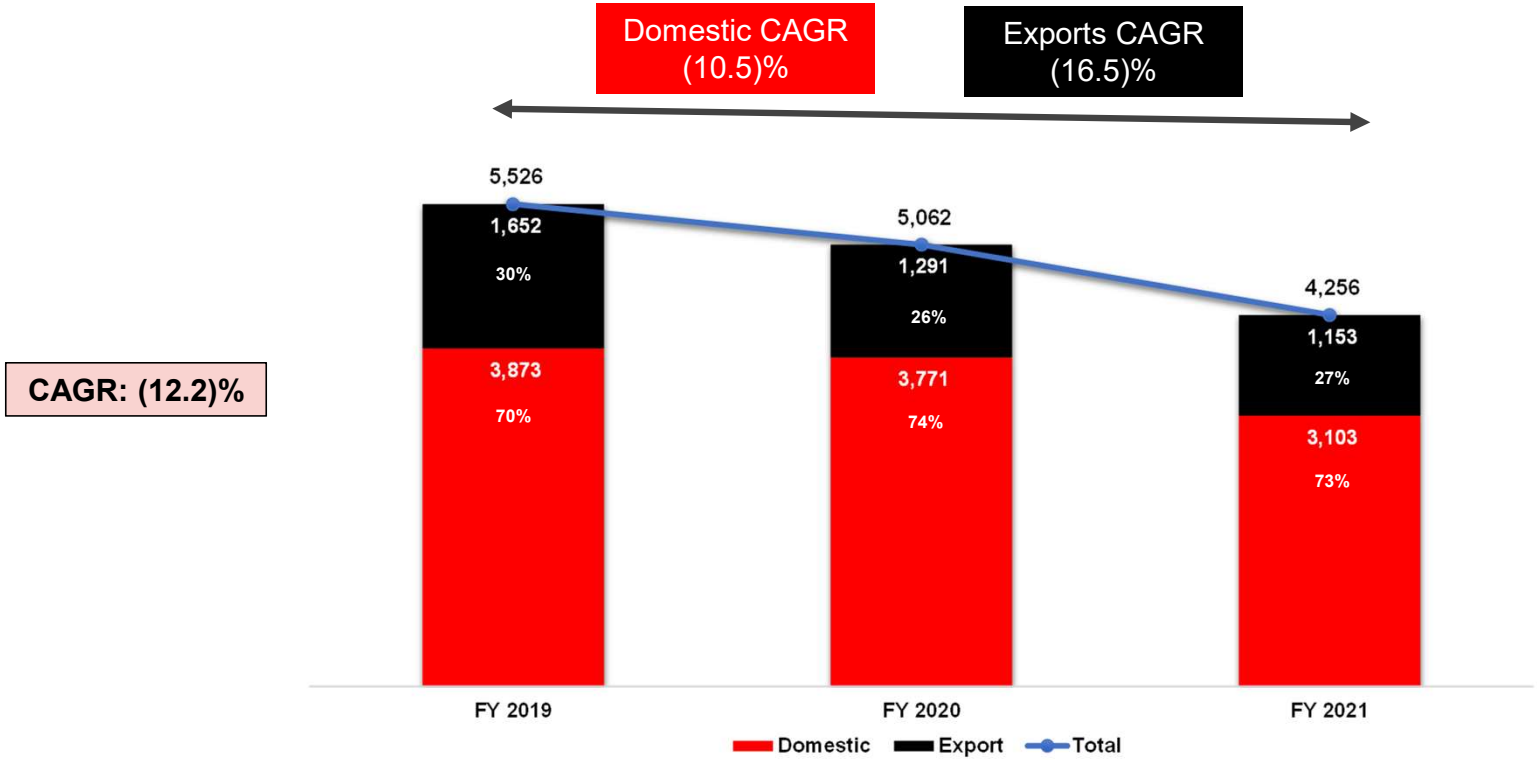
Sales:

- FY 2019 registered record high sales of ₹ 5,526 Cr.
- FY 2020 and FY 2021 significantly impacted due to pandemic

PBIT : 3.5% PBIT expansion vs. last year as a result of cost optimization and other productivity measures

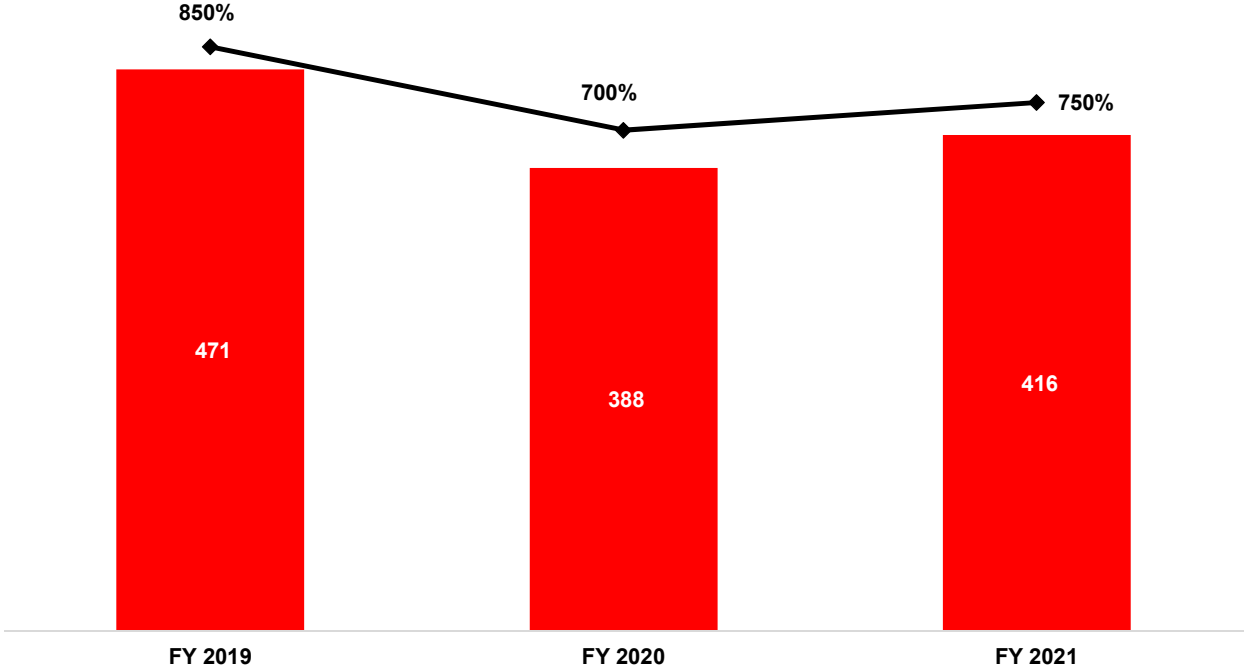
Domestic vs Exports Trend

₹ Cr



Dividend Trend

₹ Cr



* Excluding Dividend Distribution tax

FY	FY 2019	FY 2020	FY 2021
Dividend Payout% (as a % of Profit after Tax)	79%	68%	67%



The Future. Our Growth Strategy

Key macroeconomic megatrends



Impetus on infrastructure growth

- Stall in infrastructure spending due to COVID giving rise to pent-up demand

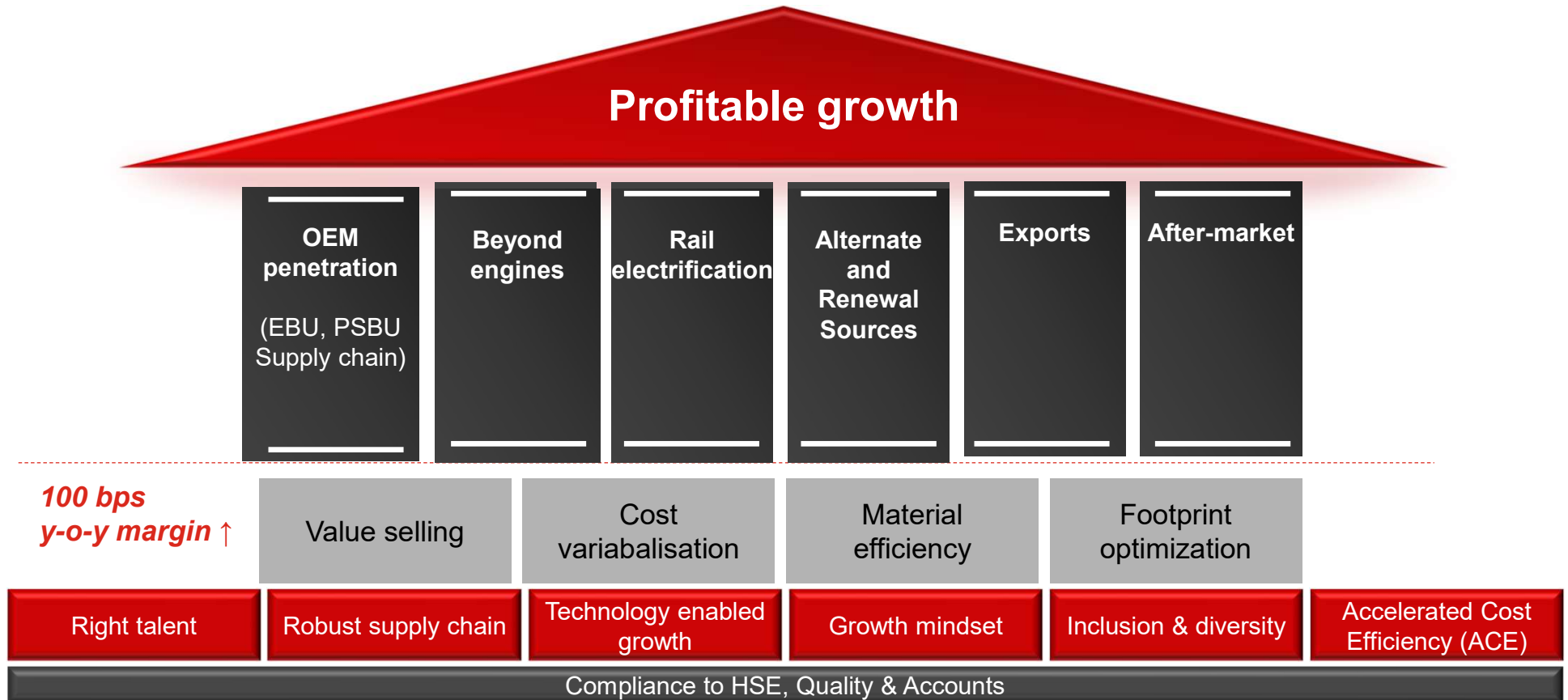
Leapfrog in digitalization and automation

- Faster e-commerce growth, Artificial Intelligence and Machine Learning, Industry 4.0

Combating climate change

- Reduction in emission intensity and increase of renewable capacity, leading to stringent emission norms and energy mix change

CIL Growth Strategy



The Future-

The **opportunities** are immense!

- ✓ Consolidation of **global supply chain** around the world
- ✓ India becoming a greater **export hub**
- ✓ Leveraging **capacities** in supply chain
- ✓ Clean **Diesel**
- ✓ Greater penetration in **aftermarket**
- ✓ **Alternate fuels** and Renewables

#We are well positioned to Capitalize on opportunities. Emerge Stronger



Harnessing
the **global
expertise**



60-year legacy
of innovation and
dependability



Right
investments
made



Strong
financial
position



Our core
strengths



Stable
leadership
team