



PRESS RELEASE

Cummins India Limited Sales for Q3 2011–12 up 1 percent

Net Profit Before Tax up 8 percent at 194.5 crores, declares interim dividend of 250%

Mumbai, February 9, 2012: The Board of Directors of Cummins India Limited, in their meeting held today, took on record the un-audited financial results for the quarter ended December 31, 2011.

Net sales of the Company for the quarter ended December 31, 2011 at Rs. 971 crores were up from Rs. 958 crores recorded in the same period last year, and down from Rs. 1,070 crores recorded in the preceding quarter. Net Sales for the nine months ended December 31, 2011 at Rs. 3,062 crores, represented an increase of 4% from Rs. 2,936 crores over the same period last year.

Net profit before tax in the third quarter stood at Rs 194.5 crores, an increase of 8% over the same period last year and 7% over the preceding quarter. Net profit before tax excluding exceptional items for the nine months ended December 31, 2011 at Rs 568 crores, a decrease of 6.2% over the same period last year.

Anant J. Talaulicar, Chairman & Managing Director, Cummins India Limited said, "The Company recorded growth in this quarter over the same period last year, but declined from the preceding quarter, largely due to softness in the Power Generation segment and some reductions in the Auto segment. Profits in the quarter have been positively impacted by better realizations on Exports and an improved product mix. Inflation however continued to be a reason for concern, although we were successful in partially offsetting these cost escalations and continuing to demonstrate profitable growth by executing our cost reduction and Six Sigma programs. We remain optimistic about our long-term growth prospects, and are continuing our investments in future projects at our Megasite at Phaltan. This year is very special to us as we are celebrating 50 years of operations in India. We stand committed to continuing our 50-year legacy of making people's lives better and market leadership based on our technology, quality, customer service and people, and above all on staying committed to our Brand Promise of Dependability."

About Cummins India Limited

Cummins India Limited, headquartered in Pune since 1962, is the country's leading manufacturer of diesel and natural gas engines for power generation, industrial and automotive markets.

About Cummins in India

Cummins in India, a power leader, is a group of complementary business units that design, manufacture, distribute and service engines and related technologies, including fuel



systems, controls, air handling, filtration, emission solutions and electrical power generation systems. Its technology and pioneering initiatives are bringing innovative solutions and dependable services at the best possible value to users across the country. Its high performance outlook is based on customer focus, integrity and capability of its people. Part of the US \$18.05 billion Cummins Inc., Cummins in India is a Group of eight legal entities across 200 locations in the country with a combined turnover of approximately Rs. 10,500 crores and employing close to 14,000 individuals.

<p>Sanjukta Pal/Nitish Kamdar +91 9673009529/+91 8888833934 Sanjukta_pal@bm.com/Nitish.kamdar@bm.com</p>	<p>Shamli Chapalge Cummins India Limited Mobile: 91 9922949602 E-mail: shamli.n.chapalge@cummins.com</p>
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