

CUMMINS INDIA LIMITED
Registered Office: Kothrud, Pune 411 038.

Unaudited financial results for the quarter ended and nine months ended December 31, 2003

	Quarter ended December 31, 2003 (Rs ' 000)	Quarter ended December 31, 2002 (Rs ' 000)	Nine months ended December 31, 2003 (Rs ' 000)	Nine months ended December 31, 2002 (Rs ' 000)	Previous Accounting Year (Audited) ended March 31, 2003 (Rs ' 000)
1. Net sales	2,243,943	2,221,290	6,597,443	6,061,613	8,319,516
2. Other income	210,506	162,162	550,816	300,537	456,929
3. Total income (1+2)	2,454,449	2,383,452	7,148,259	6,362,150	8,776,445
4. Total expenditure					
a. (Increase)/decrease in stock in trade	3,733	86,660	(45,097)	19,442	(9,271)
b. Consumption of raw material and components	1,485,972	1,330,469	4,277,848	3,895,786	5,123,334
c. Employee Cost	211,672	231,000	645,877	645,415	966,185
d. Lumpsum compensation under the voluntary retirement scheme	2,017	-	97,732	-	-
e. Other Expenditure	337,987	358,042	945,075	811,393	1,190,881
Total expenditure (a+b+c+d+e)	2,041,381	2,006,171	5,921,435	5,372,036	7,271,129
5. Interest	2,132	2,766	9,819	8,553	30,364
6. Depreciation	80,756	64,000	221,751	202,440	265,788
7. Profit before tax for the period/year [3-(4+5+6)]	330,180	310,515	995,254	779,121	1,209,164
8. Provision for taxation (see note 4)					
a. Current	66,579	70,023	267,498	220,538	299,277
b. Deferred	(5,819)	(4,428)	(69,216)	(8,001)	(33,186)
9. Net profit for the period/year (7-8)	269,420	244,920	796,972	566,584	943,073
10. Paid up equity share capital (Face Value Rs 2 each)	396,000	396,000	396,000	396,000	396,000
11. Reserves excluding revaluation reserves (as per balance sheet of previous accounting year)					5,921,698
12. Basic and Diluted Earnings Per Share for the period*/ year (Rs) * Not annualised	1.36	1.24	4.03	2.86	4.76
13. Exports and other foreign exchange earnings	559,028	457,260	1,536,845	1,249,684	1,762,121

SEGMENTWISE REVENUE, RESULTS AND CAPITAL EMPLOYED

(Rs '000)

Particulars	As at and for the quarter ended Dec 31, 2003	As at and for the quarter ended Dec 31, 2002	As at and for the nine months ended Dec 31, 2003	As at and for the nine months ended Dec 31, 2002	As at and for the year ended Mar 31, 2003
1 Segment revenue					
Engine business segment	2,125,784	2,133,170	6,347,216	5,888,450	8,079,451
Others	134,983	111,180	312,861	235,866	327,440
Revenue from operations	2,260,767	2,244,350	6,660,077	6,124,316	8,406,891
2 Segment results					
Profit(+)/Loss(-) before interest and tax					
Engine business segment	158,297	164,326	542,900	526,932	821,774
Others	(6,549)	5,476	8,634	19,079	29,413
	151,748	169,802	551,534	546,011	851,187
Less :					
Interest	2,132	2,756	9,819	8,553	30,364
Add :					
Unallocable Income	180,564	143,469	453,539	241,663	388,341
Profit before tax	330,180	310,515	995,254	779,121	1,209,164
3 Capital employed (segment assets - segment liabilities)					
Engine business segment	3,182,914	3,382,433	3,182,914	3,382,433	3,850,587
Others	95,005	106,381	95,005	106,381	113,843
	3,277,919	3,488,814	3,277,919	3,488,814	3,964,430

Notes:

- Other Income for the quarter and nine months ended December 31, 2003 includes dividend income of Rs. 105.4 million and Rs. 237.3 million respectively received from subsidiary, joint venture and associate of the Company. Correspondingly, Other Income for the quarter and nine months ended December 31, 2002 includes dividend income of Rs. 111 million received from the subsidiary of the Company.
- On Nov 5, 2003, the Board of Directors of the Company declared an interim dividend of Rs 2 per share (100%) on paid up share capital consisting of 198,000,000 equity shares of Rs. 2 each and the same was distributed in the month of December 2003.
- The Company has invested Rs. 1.15 million in the equity share capital of Cummins Research & Technology India Private Limited, a 50:50 Joint Venture between the Company and Cummins Inc., USA.
- The provision for taxation for the quarter / nine month periods is based on taxable profits of the relevant periods. The ultimate tax liability can be determined only on the basis of taxable income at the financial year end.
- Strong export earnings growth of 22% to Rs 559 million helped offset 5% drop in domestic sales for the quarter. The drop was due to temporary supply chain difficulties that have since been substantially resolved.
- Previous period's figures have been regrouped / reclassified wherever necessary.
- The above unaudited financial results have been reviewed by the Finance and Audit Committee and taken on record by the Board of Directors in their meeting held on January 28, 2004. In accordance with Clause 41 of the Listing Agreement with the Stock Exchanges, the 'Limited Review' of the financial results of the Company for the quarter ended and nine months ended December 31, 2003, has been completed by the Auditors of the Company.
- At the beginning of the quarter no investor complaint was pending. During the quarter, 9 complaints were received. The Company has resolved all the complaints received and no complaint is pending at the end of the quarter.
- Mr Ravi Venkatesan, Chairman will step down as Chairman and Director of the Company with effect from April 1, 2004.

For Cummins India Limited

Ravi Venkatesan
Chairman

Pune, January 28, 2004