

CUMMINS INDIA LIMITED

Registered Office: Kothrud, Pune 411 038.

Financial results for the year ended March 31,2004

	Nine months ended on December 31, 2003 (Unaudited) (Rs ' 000)	Quarter ended on March 31, 2004 (Unaudited) (Rs ' 000)	Quarter ended on March 31, 2003 (Unaudited) (Rs ' 000)	Accounting Year ended on March 31, 2004 (Audited) (Rs ' 000)	Previous Accounting Year ended on March 31, 2003 (Audited) (Rs ' 000)	Consolidated Results	
						for the year ended on March 31, 2004 (Audited) (Rs ' 000)	for the year ended on March 31, 2003 (Audited) (Rs ' 000)
1. Net sales	6,597,443	2,726,743	2,257,903	9,324,186	8,319,516	11,777,915	10,627,073
2. Other income	550,816	215,996	156,392	766,812	456,929	613,066	394,180
3. Total income (1+2)	7,148,259	2,942,739	2,414,295	10,090,998	8,776,445	12,390,981	11,021,253
4. Total expenditure							
a. (Increase)/decrease in stock in trade	(45,097)	(28,805)	(28,713)	(73,902)	(9,271)	44,572	218,900
b. Consumption of raw material and components	4,277,848	1,885,574	1,227,548	6,163,422	5,123,334	7,745,306	6,555,250
c. Employee Cost	645,877	343,775	320,770	989,652	966,185	1,305,250	1,237,189
d. Lumpsum compensation under the voluntary retirement scheme	97,732	-	-	97,732	-	105,523	1,602
e. Other Expenditure	945,075	268,817	379,488	1,213,892	1,190,881	1,427,110	1,352,986
Total expenditure (a+b+c+d+e)	5,921,435	2,469,361	1,899,093	8,390,796	7,271,129	10,627,761	9,365,927
5. Interest	9,819	10,442	21,811	20,261	30,364	44,496	53,071
6. Depreciation	221,751	77,185	63,348	298,936	265,788	340,122	304,012
7. Profit before taxation for the period/year [3-(4+5+6)]	995,254	385,751	430,043	1,381,005	1,209,164	1,378,602	1,298,243
8. Provision for taxation							
a. Current	267,498	60,168	78,739	327,666	299,277	453,710	439,553
b. Deferred	(69,216)	29,847	(25,185)	(39,369)	(33,186)	(41,951)	(30,464)
9. Net profit after tax for the period/year before minority interest (7-8)	796,972	295,736	376,489	1,092,708	943,073	966,843	889,154
10 Share of Minority interest	-	-	-	-	-	-	-
11 Net Profit (9 + 10)	796,972	295,736	376,489	1,092,708	943,073	966,843	889,154
12 Paid up equity share capital (Face Value Rs 2 each)	396,000	396,000	396,000	396,000	396,000	396,000	396,000
13 Reserves excluding revaluation reserves				6,120,931	5,921,698	6,842,791	6,808,842
14 Basic and Diluted Earnings Per Share for the period*/ year (Rs) * Not annualised	4.03	1.49	1.90	5.52	4.76	4.88	4.49
15 Exports and other foreign exchange earnings	1,536,845	737,162	512,437	2,274,007	1,762,121	-	-
16 Other income includes share in Associates' profit after tax	-	-	-	-	-	57,262	56,777

SEGMENTWISE REVENUE, RESULTS AND CAPITAL EMPLOYED

(Rs '000)

Particulars	As at and for the	As at and for the	As at and for the	As at and	As at and	Consolidated results	
	nine months ended December 31, 2003	quarter ended March 31, 2004	quarter ended March 31, 2003	for the year ended March 31, 2004	for the year ended March 31, 2003	As at and for the year ended March 31, 2004	As at and for the year ended March 31, 2003
1 Segment revenue							
Engine business segment	6,314,419	2,635,338	2,155,784	8,949,757	8,044,234	12,840,773	11,930,751
Others	312,861	104,654	126,791	417,515	362,657	774,827	542,406
Intra-group eliminations	-	-	-	-	-	(1,684,577)	(1,819,167)
Revenue from operations	6,627,280	2,739,992	2,282,575	9,367,272	8,406,891	11,931,023	10,653,990
2 Segment Results:							
(Profit+)/Loss(-) before tax and interest from each segment							
Engine Business	542,900	237,557	290,161	780,457	817,093	1,009,912	1,129,287
Others	8,634	15,509	15,015	24,143	34,094	(16,866)	(26,615)
Intra-group eliminations						(9,256)	(25,898)
Total	551,534	253,066	305,176	804,600	851,187	983,790	1,076,774
Less :							
interest	9,819	10,442	21,811	20,261	30,364	44,496	53,071
Add							
Unallocable income	453,539	143,127	146,678	596,666	388,341	439,307	274,540
Total Profit before tax	995,254	385,751	430,043	1,381,005	1,209,164	1,378,602	1,298,243
3 Capital employed (segment assets - segment liabilities)							
Engine Business	3,182,914	3,656,571	3,834,724	3,656,571	3,834,724	4,411,786	4,828,081
Others	95,005	263,913	129,706	263,913	129,706	476,158	307,691
	3,277,919	3,920,484	3,964,430	3,920,484	3,964,430	4,887,944	5,135,772

Notes to the financial results for the year ended March 31, 2004:

1. Other Income for the quarter ended March 31, 2004 and quarter ended March 31, 2003, includes Rs.60 million and Rs.58 million respectively towards dividend income received from the Company's subsidiary. Similarly, Other Income for the year ended March 31, 2004 and for the year ended March 31, 2003 includes Rs.297 million and Rs.169 million respectively towards dividend income received from the Company's subsidiary, associate and joint venture.
2. Employee cost for the quarter ended March 31, 2004 and quarter ended March 31, 2003, includes Rs.133 million and Rs. 65 million respectively as additional charge towards superannuation benefits to managers and associates. Similarly, Employee Cost for the year ended March 31, 2004 and for the year ended March 31, 2003 includes Rs. 147 million and Rs. 102 million respectively as additional charge towards superannuation benefits to managers and associates.
3. The Board of Directors have recommended a final dividend of 200% including interim dividend of 100% declared on November 5, 2003, for the year ended March 31, 2004.
4. Previous period's figures have been regrouped wherever necessary.
5. At the beginning of the quarter, no investor complaint was pending. During the quarter, 13 complaints were received. The Company has resolved all the

complaints and no complaints were pending at the end of the quarter.

6. The Board of Directors at their meeting held on April 20, 2004 have elected Mr. Anant Talaulicar as the Chairman of the Company.
7. The above audited results have been reviewed by the Finance and Audit Committee and taken on record by the Board of Directors in their meeting held on June 2, 2004

For Cummins India Limited

Anant Talaulicar
Chairman & Joint Managing Director

Pune, June 2, 2004