

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

**Unaudited financial results for the quarter ended and half year ended September 30, 2004**

	(Rs '000)				
	Quarter ended September 30, 2004	Quarter ended September 30, 2003	Half year ended September 30, 2004	Half year ended September 30, 2003	Previous Accounting Year ( Audited ) ended March 31, 2004
1. Net sales	2,967,575	2,270,587	5,782,862	4,395,409	9,324,186
2. Other income	189,404	170,972	324,037	340,310	766,812
3. Total income (1+2)	3,156,979	2,441,559	6,106,899	4,735,719	10,090,998
4. Total expenditure					
a. (Increase)/decrease in stock in trade	(20,761)	(49,694)	(97,857)	(48,830)	(73,902)
b. Consumption of raw material and components	2,018,539	1,470,674	3,910,188	2,833,785	6,163,422
c. Employee Cost	228,380	205,710	453,735	434,205	989,652
d. Lumpsum compensation under the voluntary separation schemes	6,993	49	21,277	95,715	97,732
e. Other Expenditure	401,935	356,958	796,498	607,088	1,213,892
Total expenditure (a+b+c+d+e)	2,635,086	1,983,697	5,083,841	3,921,963	8,390,796
5. Interest	1,016	3,406	2,734	7,687	20,261
6. Depreciation	95,815	70,950	186,229	140,995	298,936
7. Profit before taxation for the period/year [3-(4+5+6)]	425,062	383,506	834,095	665,074	1,381,005
8. Provision for taxation (see note 3)					
a. Current	152,925	100,969	287,796	200,919	327,666
b. Deferred	(18,484)	(23,499)	(33,387)	(63,397)	(39,369)
9. Net profit for the period/year (7-8)	290,621	306,036	579,686	527,552	1,092,708
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)					6,120,931
12. Basic and Diluted Earnings Per Share for the period*/ year ( Rs )	1.47	1.55	2.93	2.66	5.52
* Not annualised					
13. Exports and other foreign exchange earnings	967,395	492,893	1,766,915	977,817	2,274,007
14. Aggregate of Non-Promoter shareholding					
Number of shares	83,119,512	83,119,512	83,119,512	83,119,512	83,119,512
Percentage of shareholding	41.98%	41.98%	41.98%	41.98%	41.98%

**SEGMENTWISE REVENUE, RESULTS AND CAPITAL EMPLOYED**

(Rs '000)

Particulars	As at and for the quarter ended Sep 30, 2004	As at and for the quarter ended Sep 30, 2003	As at and for the half year ended Sep 30, 2004	As at and for the half year ended Sep 30, 2003	As at and for the year ended Mar 31, 2004
<b>1 Segment revenue</b>					
Engine business segment	2,790,358	2,188,738	5,358,783	4,263,341	8,949,757
Others	191,345	100,359	451,480	177,878	417,515
<b>Revenue from operations</b>	<b>2,981,703</b>	<b>2,289,097</b>	<b>5,810,263</b>	<b>4,441,219</b>	<b>9,367,272</b>
<b>2 Segment results</b>					
Profit(+)/Loss(-) before interest and tax					
Engine business segment	303,900	232,731	625,828	388,613	780,457
Others	6,313	5,049	15,503	11,173	24,143
	<b>310,213</b>	<b>237,780</b>	<b>641,331</b>	<b>399,786</b>	<b>804,600</b>
<b>Less :</b>					
Interest	1,016	3,406	2,734	7,687	20,261
<b>Add :</b>					
Unallocable Income	115,865	149,132	195,498	272,975	596,666
<b>Profit before tax</b>	<b>425,062</b>	<b>383,506</b>	<b>834,095</b>	<b>665,074</b>	<b>1,381,005</b>
<b>3 Capital employed ( segment assets - segment liabilities)</b>					
Engine business segment	3,902,955	3,414,100	3,902,955	3,414,100	3,466,368
Others	148,822	107,205	148,822	107,205	256,885
	<b>4,051,777</b>	<b>3,521,305</b>	<b>4,051,777</b>	<b>3,521,305</b>	<b>3,723,253</b>

**Notes:**

1. During the quarter ended September 30, 2004, the Company has entered into an agreement with Cummins Engine Company Limited, U.K. (CECL) for a period of 5 years commencing April 1, 2004, for supply of certain models of engines as a worldwide source. In consideration of the incremental business, the company will make a one time payment of US\$ 4.9 million net of tax to CECL. This amount will be amortised over a period of 5 years.
2. At the beginning of the quarter, no investor complaint was pending. During the quarter, 17 complaints were received. The Company has resolved all the complaints and no complaint was pending at the end of the quarter.
3. The provision for taxation for the quarter/half year 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.
4. Previous periods' / year's figures have been regrouped wherever necessary.
5. The above unaudited results have been reviewed by the Finance and Audit Committee and taken on record by the Board of Directors in their meeting held on October 21, 2004. In accordance with Clause 41 of the Listing Agreement with the Stock Exchanges, the 'Limited Review' of the results for the quarter ended and half year ended September 30, 2004 has been completed by the Auditors of the Company.

Mumbai, October 21, 2004

For Cummins India Limited  
Anant J. Talaulicar  
Chairman & Joint Managing Director