

Cummins Reports Record Third Quarter Financial Performance, Remains on Track for Fifth Consecutive Year of Record Sales and Profits

COLUMBUS, Ind .-- (BUSINESS WIRE) --

Cummins Inc. (NYSE: CMI) today reported its highest third quarter sales and profits ever, and second best quarter in its history, led by strong gains internationally that more than offset continued weakness in the Company's North American consumer markets.

Third quarter sales of \$3.69 billion were 10 percent higher than \$3.37 billion during the same period in 2007. Net income rose 24 percent to \$229 million, or \$1.17 a share, compared to \$184 million, or \$0.92 a share a year ago. Earnings Before Interest and Taxes (EBIT) increased 24 percent to \$380 million, from \$306 million in the third quarter of 2007.

All four of the Company's business segments improved their sales and Segment EBIT compared to the same period in 2007. Power Generation and Distribution had the largest percentage sales gains compared to last year, while the Components and Power Generation segments both saw their Segment EBIT as a percentage of sales increase significantly in the quarter.

Non-U.S. sales accounted for 61 percent of the Company's revenues in the third quarter, compared to 52 percent a year ago. Cummins' international business was particularly strong in the Power Generation segment, where sales grew 29 percent outside North America, and the Distribution segment, which saw a 28 percent increase outside North America in the quarter.

"Despite the significant challenges facing the U.S. economy and signs of economic weakness in Europe, the Company performed extremely well in the third quarter," said Cummins Chairman and Chief Executive Officer Tim Solso. "Even more importantly, we continue to meet or exceed our profitability targets as we grow our sales. These results, which keep us on track for a fifth straight year of record financial performance, are further proof that our strategy of diversifying our product line and expanding our geographic customer base is working.

"While we expect the fourth quarter to bring more economic challenges - especially in the U.S. and Europe - Cummins has never been better positioned to ride out a turbulent economy than it is today," Solso added. "Our debt is less than 15 percent of our total capital. We have healthy cash balances and our business operations continue to generate cash. We also have a \$1.1 billion revolving credit line for additional liquidity."

Despite the continuing economic softness in some markets, Cummins expects revenue to grow in 2008 by 12 percent from last year, down from earlier guidance of 15 percent, and to earn an EBIT margin of 10 percent on its sales.

Among the third quarter highlights:

- -- Cummins improved its market share in the North American heavy-duty truck and bus markets.
- -- The Company continued to see strong international demand for its medium-duty truck engines, especially in Latin America.
- -- Cummins Power Generation experienced significant growth in China, India, Africa, the Middle East and Latin America, compared to the same period in 2007.
- -- Sales of exhaust aftertreatment products made by Cummins Emission Solutions showed strong growth, especially in North America.
- -- Joint venture income of \$66 million is the highest ever for the third quarter.
- -- For the fourth year in a row, Cummins was named to the Dow Jones Sustainability Index, which represents the top 10 percent of the world's largest 2,500 companies in corporate sustainability.
- -- Cummins repurchased 1.4 million shares of stock during the quarter and increased its dividend by 40 percent.

Despite its strong overall performance, the Company is experiencing significant declines in some of its consumer markets as the U.S. economy continues to deteriorate. Revenue from the light-duty automotive and recreational vehicle markets fell 56 percent, compared to the same period in 2007, as engine shipments to Chrysler for the heavy-duty Dodge Ram pickup fell 75 percent. Within Power Generation, sales in the consumer line of business fell 34 percent in the quarter, driven primarily by sharply lower sales to the recreational vehicle and residential standby generator markets in the U.S.

Economic conditions in the U.S. and Europe are not going to improve in the fourth quarter. Cummins is closely monitoring the economic situation around the world and is taking steps to appropriately adjust spending and investment levels to ensure that the Company meets its financial commitments in the future.

"We have experience in managing through difficult economic times, and we will be proactive in monitoring our costs very closely in the short term, even as we continue to invest in profitable growth opportunities," said Chief Financial Officer Pat Ward. "With our strong balance sheet, positive cash flow and available credit facilities we are well positioned to manage through the downturn in the economy, while delivering the products our customers

expect and the financial returns our investors demand."

Third quarter details

Engine Segment

Sales of \$2.28 billion were 6 percent higher than \$2.15 billion in the same period in 2007, while Segment EBIT increased 3 percent to \$160 million, or 7.0 percent of sales, from \$155 million, or 7.2 percent of sales.

Sales to the heavy duty truck market increased 21 percent, driven by market share gains in North America. Medium-duty truck and bus market sales rose 13 percent, led by strong demand in Brazil and share gains in the North American bus engine market. Sales to the industrial engine markets increased 19 percent. The increases in these and other markets were partially offset by the dramatic drop in sales in the North American light-duty automotive and recreational vehicle markets.

Power Generation

Sales of \$888 million increased 14 percent from \$776 million a year ago. Segment EBIT rose 30 percent to \$108 million, or 12.2 percent of sales, from \$83 million, or 10.7 percent of sales.

Sales to the commercial power generation markets, the largest business in the segment, increased 25 percent, led by a 90 percent growth in sales in China, 42 percent growth in Latin America and 36 percent sales growth in India. The alternator and rental businesses also had strong sales gains.

Components

Sales of \$801 million were 8 percent higher than \$741 million during the third quarter of 2007, as Segment EBIT increased 79 percent to \$61 million, or 7.6 percent of sales, from \$34 million, or 4.6 percent of sales.

The segment continued to see strong sales gains from the turbocharger and Emission Solutions businesses, and profitability improvements from all four lines of business as pricing and manufacturing efficiency improved. Emission Solutions sales increased 27 percent in the quarter, while turbocharger sales rose 9 percent.

Distribution

Sales rose 47 percent in the quarter to \$581 million, from \$395 million in the same period in 2007. The increase reflects \$80 million from the acquisition of three previously independent Cummins distributors; absent the acquisitions sales increased 27 percent during the quarter.

Strong engine sales in Europe and Africa, power generation in the South Pacific and Singapore, and service revenue gains in the South Pacific - primarily for mining equipment - led the organic growth.

Segment EBIT increased 33 percent to \$61 million, or 10.5 percent of sales, from \$46 million, or 11.6 percent of sales, a year ago. Segment EBIT gains due to stronger sales and

improved margins were partially offset by unfavorable currency translation during the quarter.

Earnings webcast information

Cummins management will host a teleconference to discuss these results today at 10 a.m. EDT. This teleconference will be webcast and available on the Investor Relations section of the Cummins website at www.cummins.com. Participants wishing to view the visuals available with the audio are encouraged to sign-in a few minutes prior to the start of the teleconference.

About Cummins

Cummins Inc., a global power leader, is a corporation 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. Headquartered in Columbus, Indiana, (USA) Cummins serves customers in approximately 190 countries and territories through a network of more than 500 companyowned and independent distributor locations and approximately 5,200 dealer locations. Cummins reported net income of \$739 million on sales of \$13.05 billion in 2007. Press releases can be found on the Web at www.cummins.com.

Presentation of Non-GAAP Financial Information

EBIT is a non-GAAP measure used in this release. EBIT is defined and reconciled to what management believes to be the most comparable GAAP measure in a schedule attached to this release. Cummins presents this information as it believes it is useful to understanding the Company's operating performance, and because EBIT is a measure used internally to assess the performance of the operating units.

Forward-looking disclosure statement

Information provided in this release that is not purely historical are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding the company's expectations, hopes, beliefs and intentions on strategies regarding the future. It is important to note that the company's actual future results could differ materially from those projected in such forward-looking statements because of a number of factors, including, but not limited to, general economic, business and financing conditions, labor relations, governmental action, competitor pricing activity, expense volatility and other risks detailed from time to time in Cummins Securities and Exchange Commission filings.

CUMMINS INC. AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF INCOME
(Unaudited) (a)

NET SALES Cost of sales		\$3,887 3,008	\$3,372 2,720
GROSS MARGIN	820	879	652
OPERATING EXPENSES AND INCOME Selling, general and administrative expenses	388	370	340
Research, development and engineering expenses Equity, royalty and interest	113	104	82
income from investees Flood damage expense	66 	69 6	58
Other operating (expense) income, net	(2)		1
OPERATING INCOME	383	468	289
<pre>Interest income Interest expense Other (expense) income, net</pre>	4 10 (7)	4 12 (3)	9 14 8
INCOME BEFORE INCOME TAXES AND MINORITY INTERESTS	370	457	292
Income tax expense Minority interests in income of consolidated subsidiaries	123 18	147 17	97 11
NET INCOME	\$ 229	\$ 293	\$ 184
EARNINGS PER COMMON SHARE Basic Diluted		\$ 1.50 \$ 1.49	\$ 0.93 \$ 0.92
WEIGHTED AVERAGE SHARES OUTSTANDING Basic Diluted	194.9 196.5		198.2 199.8
CASH DIVIDENDS DECLARED PER COMMON SHARE	\$0.175	\$0.125	\$0.125

(a) Prepared on an unaudited basis in accordance with accounting principles generally accepted in the United States of America.

CUMMINS INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF INCOME (Unaudited) (a)

Nine mont	ths ended
September 28,	_
2008	2007
Milli	lons
(except per sh	nare amounts)
\$11 , 054	\$9 , 532
8,648	7,658

NET SALES Cost of sales

GROSS MARGIN	2,406	1,874
OPERATING EXPENSES AND INCOME Selling, general and administrative expenses Research, development and engineering expenses Equity, royalty and interest income from investees Flood damage expense Other operating (expense) income, net	1,109 320 202 6 (3)	937 236 146 6
OPERATING INCOME	1,170	853
<pre>Interest income Interest expense Other (expense) income, net</pre>	14 33 (20)	44
INCOME BEFORE INCOME TAXES AND MINORITY INTERESTS	1,131	859
Income tax expense Minority interests in income of consolidated subsidiaries	372 47	284
NET INCOME	\$ 712	\$ 541 ========
EARNINGS PER COMMON SHARE Basic Diluted	\$ 3.65 \$ 3.62	
WEIGHTED AVERAGE SHARES OUTSTANDING Basic Diluted	195.1 196.5	
CASH DIVIDENDS DECLARED PER COMMON SHARE	\$ 0.425	\$0.305

(a) Prepared on an unaudited basis in accordance with accounting principles generally accepted in the United States of America.

CUMMINS INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED BALANCE SHEETS (Unaudited) (a)

	Septemb 200	•		ember 31, 2007
	(ex	Mill cept p	ions ar va	lue)
ASSETS	(011	oopo p		1407
Current assets				
Cash and cash equivalents	\$	572	\$	577
Marketable securities		83		120
Accounts and notes receivable, net		2,303		1,998
Inventories		1,991		1,692
Deferred income taxes		308		276
Prepaid expenses and other current assets		191		152

Total current assets		5,448		4,815
Long-term assets				
Property, plant and equipment		4,484		4,313
Accumulated depreciation				(2,668)
Accumulated depreciation				(2,000)
Property, plant and equipment, net		1,740		1,645
Investments and advances related to				
equity method investees		590		514
Goodwill and other intangible assets, net		577		538
Deferred income taxes and other assets		630		683
Total assets	\$	8 , 985	\$	8,195
ITADIITMIEC	===	======	===	:=====
LIABILITIES Current liabilities				
Current portion of long-term debt and				
loans payable	\$	80	\$	119
Accounts payable (principally trade)	Y	1,446	Ų	1,263
		1,440		1,203
Current portion of accrued product		276		227
warranty		376		337
Accrued compensation, benefits and		404		4.41
retirement costs		404		441
Other accrued expenses		672		551
Total current liabilities		2,978		2,711
10001 00110110 11021110130				
Long-term liabilities				
Long-term debt		587		555
Pensions and other postretirement				
benefits		571		633
Other liabilities and deferred revenue		704		594
Total liabilities		4,840		4,493
MINORITY INTERESTS		253		293
MINONITI INIBIDDIO				
SHAREHOLDERS' EQUITY				
Common stock, \$2.50 par value, 500 shares				
authorized, 221.5 and 220.4 shares				
issued		1,784		1,719
Retained earnings		3,281		2,660
Treasury stock, at cost, 20.2 and 18.2				
shares		(711)		(593)
Common stock held by employee benefits				
trust, at cost, 5.6 and 6.5 shares		(68)		(79)
Unearned compensation		(6)		(11)
Accumulated other comprehensive loss				
Defined benefit postretirement plans		(363)		(378)
Other		(25)		91
Motol occurred that the				
Total accumulated other		(200)		12071
comprehensive loss		(388)		(287)
Total shareholders' equity		3,892		3,409
1 -1				
Total liabilities, minority interests and				
shareholders' equity		8,985		8,195
	===	======	===	

⁽a) Prepared on an unaudited basis in accordance with accounting

principles generally accepted in the United States of America.

CUMMINS INC. AND SUBSIDIARIES CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited) (a)

	Nine months ended		
		September 30, 2007	
CASH FLOWS FROM OPERATING ACTIVITIES Net income Adjustments to reconcile net income to net cash provided by operating activities:	Mill \$ 712	ions \$ 541	
Depreciation and amortization Net gain on disposal of property, plant	233	215	
and equipment Deferred income taxes Equity in earnings of investees, net of	(3) 38	(8) 69	
dividends Minority interest in income of	(80)	(55)	
consolidated subsidiaries Pension expense Pension contributions	47 54 (94)	34 73 (144)	
Other post-retirement benefits expense, net of cash payments Stock-based compensation expense Excess tax benefits on stock-based	(11) 27	(22) 20	
awards Translation and hedging activities Changes in current assets and liabilities, net of acquisitions and dispositions:	(12) 15	(11) (19)	
Accounts and notes receivable Inventories Other current assets Accounts payable Accrued expenses Changes in long-term liabilities	(310) (334) (35) 198 206 78	(329) (22) 218 121 65	
Other, net	(4)		
Net cash provided by operating activities	725	523 	
CASH FLOWS FROM INVESTING ACTIVITIES Capital expenditures Investments in internal use software Proceeds from disposals of property,	(330) (53)		
plant and equipment Investments in and advances to equity	20	33	
investees Acquisition of businesses, net of cash	(51)	(27)	
acquired Proceeds from the sale of an equity investment	(142)	(20)	
Investment Investments in marketable securities acquisitions	(264)	(307)	
Investments in marketable securities liquidations Purchases of other investments	281 (54)	295 (52)	

Other, net	(23)	(17)
Net cash used in investing activities	(552)	(323)
CASH FLOWS FROM FINANCING ACTIVITIES Proceeds from borrowings Payments on borrowings and capital lease	91	3
obligations Net borrowings under short-term credit	(111)	(122)
agreements	5	(14)
Distributions to minority shareholders	(14)	(15)
Dividend payments on common stock	(86)	(63)
Proceeds from sale of common stock held		
by employee benefit trust	52	
Repurchases of common stock	(123)	(210)
Excess tax benefits on stock-based awards	12	11
Other, net	3	(17)
Net cash used in financing activities	(171)	(427)
EFFECT OF EXCHANGE RATE CHANGES ON CASH		
AND CASH EQUIVALENTS	(7)	11
Net decrease in cash and cash equivalents Cash and cash equivalents at beginning of	(5)	(216)
year	577	840
CASH AND CASH EQUIVALENTS AT END OF PERIOD	\$ 572 =======	\$ 624 ======

(a) Prepared on an unaudited basis in accordance with accounting principles generally accepted in the United States of America.

CUMMINS INC. AND SUBSIDIARIES SEGMENT INFORMATION (Unaudited)

		Power		
	Engine	Generation	Components	Distribution
			Millions	
Three months ended September 28, 2008				
External sales	\$1 , 927	\$ 653	\$ 535	\$ 578
Intersegment sales	352	235	266	3
Total sales	2,279	888	801	 581
Depreciation and	2,2,3	000	001	001
amortization(2)	43	9	16	6
Research, development		J	10	· ·
and engineering expense	75	11	27	
Equity, royalty and interest income from				
investees	26	6	3	31
Interest income	2	1	1	
Segment EBIT	160	108	61	61
Three months ended June 29, 2008				
External sales	\$2,030	\$ 692	\$ 584	\$ 581
Intersegment sales	356	246	271	

Total sales	2,386	938	855	581
Depreciation and	2,000	330	000	001
amortization(2)	46	11	18	7
Research, development				
and engineering expense	70	10	24	
Equity, royalty and				
interest income from	2.0		2	2.0
investees Interest income	32 2	6 1	3	28
Segment EBIT	221	115	77	68
beginerie Ebii	221	110	, ,	00
Three months ended				
September 30, 2007				
External sales	\$1 , 890	\$ 594	\$ 494	\$ 394
Intersegment sales	263	182	247	1
motol coloc	 0 150	776	741	205
Total sales Depreciation and	2,153	110	741	395
amortization (2)	45	11	14	3
Research, development				_
and engineering expense	56	8	18	
Equity, royalty and				
interest income from				
investees	24	5	3	26
Interest income	1	1	1	1
Segment EBIT	155	83	34	46
Nine months ended				
September 28, 2008				
External sales	\$5 , 842	\$1 , 926	\$1,686	\$1,600
Intersegment sales	1,032	687	790	7
				1 605
Total sales	6 , 874	2,613	2,476	1,607
Depreciation and amortization(2)	133	31	49	17
Research, development	133	31	19	± '
and engineering expense	215	31	74	
Equity, royalty and				
interest income from				
investees	91	17	10	84
Interest income	7	3	3	1
Segment EBIT	575	301	175	178
Nine months ended				
September 30, 2007				
External sales	\$5 , 267	\$1 , 730	\$1 , 465	\$1,070
Intersegment sales	760	490	690	2
Total sales	6 , 027	2,220	2,155	1,072
Depreciation and	1 2 2	21	4.2	0
amortization(2) Research, development	132	31	43	8
and engineering expense	159	25	52	
Equity, royalty and		0		
interest income from				
investees	66	12	1	67
Interest income	20	4	2	1
Segment EBIT	469	248	106	131

SEGMENT INFORMATION (Unaudited)

Non-segment items(1) Total _____ Millions Three months ended September 28, 2008 \$ -- \$ 3.693 External sales (856) --Intersegment sales (856) 3,693 Total sales -- 74 -- 113 Depreciation and amortization(2) Research, development and engineering expense 66 --Equity, royalty and interest income from investees Interest income ___ Segment EBIT (10)380 Three months ended June 29, 2008 \$ -- \$ 3,887 External sales Intersegment sales (873) --(873) 3,887 Total sales Depreciation and amortization(2) -- 82 Research, development and engineering expense --Equity, royalty and interest income from investees --69 --Interest income (12) 469 Segment EBIT Three months ended September 30, 2007 \$ -- \$ 3,372 External sales Intersegment sales (693) --_____ Total sales (693) 3,372 73 Depreciation and amortization (2) --Research, development and engineering expense Equity, royalty and interest income from investees Interest income --(12) 306 Segment EBIT Nine months ended September 28, 2008 \$ -- \$11,054 External sales Intersegment sales (2,516) --____ (2,516) 11,054 Total sales Depreciation and amortization(2) -- 230 Research, development and engineering expense --320 202 Equity, royalty and interest income from investees --__ Interest income 14 Segment EBIT (65) 1,164 Nine months ended September 30, 2007 \$ -- \$ 9,532 External sales Intersegment sales (1,942) ---____ Total sales (1,942) 9,532 214 Depreciation and amortization(2) --Research, development and engineering expense 236 Equity, royalty and interest income from investees 146

Interest income
Segment EBIT

-- 27 (51) 903

- (1) Includes intersegment sales and profit in inventory eliminations and unallocated corporate expenses including flood related expenses.
- (2) Depreciation and amortization as shown on a segment basis excludes the amortization of debt discount that is included in the Condensed Consolidated Statements of Income as Interest expense.

A reconciliation of our segment information to the corresponding amounts in the Condensed Consolidated Statements of Income is shown in the table below:

	ŗ	Thre	e months e	ended	-
			June 29, 2008	September 2007	30,
Segment EBIT Less:	\$	380	Millions \$ 469	\$	306
Interest expense Income before income taxes and minority interests	\$			\$	
		====		nths ended	
		Sep		, Septembe:	r 30,
Segment EBIT Less:			Mill: \$ 1,164	ions 4 \$	903
Interest expense			33	3	44
<pre>Income before income taxes and mi interests</pre>	nority	===:		l \$ = =======	859 =====

CUMMINS INC. AND SUBSIDIARIES
FINANCIAL MEASURES THAT SUPPLEMENT GAAP
(Unaudited)

Earnings before interest, taxes and minority interests (EBIT)

We define EBIT as earnings before interest expense, provision for income taxes and minority interests in earnings of consolidated subsidiaries. We use EBIT to assess and measure the performance of our operating segments and also as a component in measuring our variable compensation programs. Below is a reconciliation of EBIT, a non-GAAP financial measure, to our consolidated net income, for each of the applicable periods:

Three Months Ended
-----September 28, June 29, September 30,

	2008		2008	2007	
			Millions		
Earnings before interest expense, income taxes and minority interests	\$	380	\$ 469	\$	306
EBIT as a percentage of net sales		10.3%	12.1%		9.1%
Less:					
Interest expense		10	12		14
Income tax expense Minority interests in income of consolidated		123	147		97
subsidiaries		18	17		11
Net income	\$	229	\$ 293	\$	184
Net income as a percentage of net sales		6.2%	7.5%		5.5%

	Nine Months Ended			
	September 28,	-	30,	
	Millio	ons		
Earnings before interest expense, income taxes and minority interests	\$1,164	\$	903	
EBIT as a percentage of net sales	10.5%		9.5%	
Less:				
Interest expense	33		44	
Income tax expense	372		284	
Minority interests in income of				
consolidated subsidiaries	47		34	
Net income	\$ 712	\$	541 ====	
Net income as a percentage of net sales	6.4%		5.7%	

We believe EBIT is a useful measure of our operating performance for the periods presented as it illustrates our operating performance without regard to financing methods, capital structure or income taxes. This measure is not in accordance with, or an alternative for, accounting principles generally accepted in the United States of America (GAAP) and may not be consistent with measures used by other companies. It should be considered supplemental data.

\$Millions	Q1	Q2	Q3	Q4	YTD
Sales					

Engine	Business	F 2.6	670	620		1 000
	Heavy-Duty Truck	536				1,838
	Medium Duty Truck+Bus					1,225
	Light Duty Auto+RV	275	205			650
	Industrial	733				2,325
	Stationary Power	268	283	285		836
	TOTAL ENGINE BUSINESS	2,209	2,386	2,279	0	6,874
Power (Generation	787	938			2,613
Components Distributors Eliminations		820	855	801		2,476
		445	581	581		1,607
		(787)	(873)	(856)		(2,516)
	TOTAL	3,474	3 887	3,693	0	11,054
	101111	======	======	======	======	======
2007						
2007 Engine	Business					
шидиис	Heavy-Duty Truck	424	473	520	531	1,948
	Medium Duty Truck+Bus		320			
	Light Duty Auto+RV	288	418			
	Industrial	617	665			2,676
	Stationary Power	230	233		246	934
	2					
	TOTAL ENGINE BUSINESS	1,765	2,109	2,153	2,155	8,182
Power (Generation	675	769	776	840	3,060
Compone	ents	657			777 468	2,932 1,540
Distri	outors	309				
Eliminations		(589)	(660)	(693)	(724)	(2,666)
	TOTAL	2,817	3 , 343	3,372	3 , 516	13,048
		======	======	======	======	======
Engine Sh	ipments					
Units		Q1 	Q2 	Q3 	Q4 	YTD
2008						
2006	Midrange	114 200	114 800	102,300		331,300
				29,400		85,800
	High Horsepower			5,400		15,500
	migh horocpower					
TOTAL		143,500	152,000	137,100	0	432,600
		======	======	======	======	======
2007						
	Midrange	107,200	133,500	130,500	115,600	486,800
					23,800	
	High Horsepower	4,300	4,700	4,600	4,900	18,500
TOTAL		130.500	162.000	 159.900	144,300	596.700
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Source: Cummins Inc.