

July 31, 2012



Cummins Reports Strong Second Quarter Profits

- **Continues to deliver strong margins despite challenging economic environment**
- **Expects full-year revenues of \$18 billion, EBIT of 14.25 to 14.75 percent**

COLUMBUS, Ind.--(BUSINESS WIRE)-- Cummins Inc. (NYSE: CMI) today reported strong profits for the second quarter of 2012.

Second quarter revenue of \$4.45 billion decreased 4 percent from the same quarter in 2011. Excluding the impact of divestitures and currency movements, revenues were flat year over year. Growth in North America offset weakness in international markets, particularly China and Brazil.

Earnings before interest and taxes (EBIT) was \$669 million or 15.0 percent of sales. Excluding gains from divestitures, EBIT was \$663 million or 14.9 percent of sales compared to \$707 million or 15.2 percent of sales in the second quarter of 2011.

Net income attributable to Cummins in the second quarter of 2012 was \$469 million (\$2.47 per diluted share) compared to \$505 million in the same period a year ago (\$2.60 per diluted share). Excluding gains from divestitures, the Company reported earnings of \$2.45 per share compared to \$2.41 in the second quarter of 2011.

“The Company continued to deliver strong profits despite the weakening global economic conditions,” said Tom Linebarger, Chairman and Chief Executive Officer. “Second quarter gross margins were at record levels as we continue to drive improvements in productivity and quality. Looking forward, as the global economy improves, our growth opportunities remain strong.”

Based on the current forecast, Cummins expects full year revenues to be \$18 billion, with EBIT in the range of 14.25 to 14.75 percent of sales.

Other recent highlights:

- Cummins increased its dividend by 25 percent.
- The Company repurchased 1.8 million shares of common stock.

- Cummins Emission Solutions and Cummins Parts business each recently received supplier Quality Achievement awards from PACCAR for 2011 performance.
- The Company was recognized by Chrysler Group LLC as the 2012 Sustainability Supplier of the Year.
- The Company completed the acquisition of the emission control assets of Hilite International.

Second quarter 2012 detail (all comparisons to same period in 2011)

Engine Segment

- Sales – \$2.8 billion, down 2 percent
- Segment EBIT – \$376 million, or 13.2 percent of sales, compared to \$377 million or 13.0 percent of sales
- Improved demand in North American heavy duty truck, medium duty truck and light duty truck and construction markets offset by lower sales to China construction, Brazilian truck and North American oil and gas markets

Components

- Sales - \$1.0 billion, flat
- Segment EBIT - \$116 million, or 11.2 percent of sales, compared to \$120 million or 11.6 percent of sales
- Increased demand in North American on-highway markets and higher product content in Brazil offset by lower demand in Europe and China and the impact of divestitures completed in 2011

Power Generation

- Sales – \$909 million, flat
- Segment EBIT – \$94 million, or 10.3 percent of sales, compared to \$105 million or 11.6 percent of sales
- Higher revenues in North America offsetting lower demand in Europe, China and Latin America

Distribution

- Sales – \$794 million, up 1 percent
- Segment EBIT – \$92 million, or 11.6 percent of sales, compared to \$106 million or 13.5 percent of sales
- Revenue increase driven by strong parts and service growth in several regions offsetting weaker demand in North American oil and gas market and power generation in the Middle East

About Cummins

Cummins Inc., a global power leader, is a corporation of complementary business units that design, manufacture, distribute and service diesel and natural gas engines and related technologies, including fuel systems, controls, air handling, filtration, emission solutions and electrical power generation systems. Headquartered in Columbus, Indiana, (USA) Cummins employs approximately 44,000 people worldwide and serves customers in approximately 190 countries and territories through a network of more than 600 company-owned and independent distributor locations and approximately 6,500 dealer locations. Cummins earned \$1.85 billion on sales of \$18.0 billion in 2011. Press releases can be found on the Web at www.cummins.com.

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 our forecasts, guidance, preliminary results, expectations, hopes, beliefs and intentions on strategies regarding the future. These forward looking statements include, without limitation, statements relating to our plans and expectations for our revenues for the second quarter of 2012, as well as the full year. Our 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: the adoption and implementation of global emission standards; the price and availability of energy; the pace of infrastructure development; increasing global competition among our customers; general economic, business and financing conditions; governmental action; changes in our customers' business strategies; competitor pricing activity; expense volatility; labor relations; and other risks detailed from time to time in our Securities and Exchange Commission filings, including particularly in the Risk Factors section of our 2011 Annual Report on Form 10-K. Shareholders, potential investors and other readers are urged to consider these factors carefully in evaluating the forward-looking statements and are cautioned not to place undue reliance on such forward-looking statements. The forward-looking statements made herein are made only as of the date of this press release and we undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise. More detailed information about factors that may affect our performance may be found in our filings with the Securities and Exchange Commission, which are available at <http://www.sec.gov> or at <http://www.cummins.com> in the Investor Relations section of our website.

Presentation of Non-GAAP Financial Information

Net income attributable to Cummins excluding gain on divestitures and EBIT are non-GAAP measures used in this release, and are 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.

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.

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

In millions, except per share amounts	Three months ended		
	July 1, 2012	April 1, 2012	June 26, 2011
NET SALES	\$4,452	\$ 4,472	\$ 4,641
Cost of sales	3,242	3,274	3,438
GROSS MARGIN	1,210	1,198	1,203
 OPERATING EXPENSES AND INCOME			
Selling, general and administrative expenses	487	475	463
Research, development and engineering expenses	187	181	157
Equity, royalty and interest income from investees (Note 1)	104	104	117
Gain on sale of businesses	6	-	68
Other operating income (expense), net	2	2	-
OPERATING INCOME	648	648	768
Interest income	7	8	10
Interest expense	8	8	13
Other income (expense), net	14	2	(3)
INCOME BEFORE INCOME TAXES	661	650	762
Income tax expense (Note 2)	166	175	225
CONSOLIDATED NET INCOME	495	475	537
Less: Net income attributable to noncontrolling interests	26	20	32
NET INCOME ATTRIBUTABLE TO CUMMINS INC.	\$ 469	\$ 455	\$ 505
 EARNINGS PER COMMON SHARE ATTRIBUTABLE TO CUMMINS INC.			
Basic	\$ 2.47	\$ 2.39	\$ 2.61
Diluted	\$ 2.47	\$ 2.38	\$ 2.60
 WEIGHTED AVERAGE SHARES OUTSTANDING			
Basic	189.8	190.4	193.8
Diluted	190.1	190.8	194.4

CASH DIVIDENDS DECLARED PER COMMON SHARE**\$ 0.40 \$ 0.40 \$0.2625**

(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)

In millions, except per share amounts	Six months ended	
	July 1, 2012	June 26, 2011
NET SALES	\$ 8,924	\$ 8,501
Cost of sales	6,516	6,341
GROSS MARGIN	2,408	2,160
OPERATING EXPENSES AND INCOME		
Selling, general and administrative expenses	962	852
Research, development and engineering expenses	368	286
Equity, royalty and interest income from investees (Note 1)	208	213
Gain on sale of businesses	6	68
Other operating income (expense), net	4	(6)
OPERATING INCOME	1,296	1,297
Interest income	15	16
Interest expense	16	23
Other income (expense), net	16	(6)
INCOME BEFORE INCOME TAXES	1,311	1,284
Income tax expense (Note 2)	341	382
CONSOLIDATED NET INCOME	970	902
Less: Net income attributable to noncontrolling interests	46	54
NET INCOME ATTRIBUTABLE TO CUMMINS INC.	\$ 924	\$ 848
EARNINGS PER COMMON SHARE ATTRIBUTABLE TO CUMMINS INC.		
Basic	\$ 4.86	\$ 4.36
Diluted	\$ 4.85	\$ 4.34
WEIGHTED AVERAGE SHARES OUTSTANDING		
Basic	190.1	194.6

Diluted	190.5	195.2
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CASH DIVIDENDS DECLARED PER COMMON SHARE	\$ 0.80	\$ 0.525
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(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)

In millions, except par value	July 1, 2012	December 31, 2011
ASSETS		
Current assets		
Cash and cash equivalents	\$ 1,145	\$ 1,484
Marketable securities	261	277
Total cash, cash equivalents and marketable securities	1,406	1,761
Accounts and notes receivable, net	2,620	2,526
Inventories	2,581	2,141
Prepaid expenses and other current assets	639	663
Total current assets	7,246	7,091
Long-term assets		
Property, plant and equipment	5,475	5,245
Accumulated depreciation	(3,051)	(2,957)
Property, plant and equipment, net	2,424	2,288
Investments and advances related to equity method investees	890	838
Goodwill	345	339
Other intangible assets, net	268	227
Other assets	996	885
Total assets	\$ 12,169	\$ 11,668
LIABILITIES		
Current liabilities		
Loans payable	\$ 58	\$ 28
Accounts payable (principally trade)	1,634	1,546
Current portion of accrued product warranty	407	422
Accrued compensation, benefits and retirement costs	340	511
Deferred revenue	208	208
Taxes payable (including taxes on income)	258	282
Other accrued expenses	665	660
Total current liabilities	3,570	3,657
Long-term liabilities		

Long-term debt	653	658
Pensions	118	205
Postretirement benefits other than pensions	425	432
Other liabilities and deferred revenue	966	885
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Total liabilities	5,732	5,837
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EQUITY		
Cummins Inc. shareholders' equity		
Common stock, \$2.50 par value, 500 shares authorized, 222.4 and 222.2 shares issued	2,036	2,001
Retained earnings	6,810	6,038
Treasury stock, at cost, 32.0 and 30.2 shares	(1,777)	(1,587)
Common stock held by employee benefits trust, at cost, 1.6 and 1.8 shares	(20)	(22)
Accumulated other comprehensive loss		
Defined benefit postretirement plans	(703)	(724)
Other	(243)	(214)
Total accumulated other comprehensive loss	(946)	(938)
Total Cummins Inc. shareholders' equity	6,103	5,492
Noncontrolling interests	334	339
Total equity	6,437	5,831
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Total liabilities and equity	\$ 12,169	\$ 11,668
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(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)

In millions	Six months ended	
	July 1, 2012	June 26, 2011
CASH FLOWS FROM OPERATING ACTIVITIES		
Consolidated net income	\$ 970	\$ 902
Adjustments to reconcile consolidated net income to net cash provided by operating activities		
Depreciation and amortization	171	159
Gain on sale of businesses	(6)	(68)
Deferred income taxes	(39)	87
Equity in income of investees, net of dividends	(25)	2
Pension contributions in excess of expense	(52)	(47)
Other post-retirement benefits payments in excess of expense	(7)	(10)

Stock-based compensation expense	21	18
Excess tax benefits on stock-based awards	(11)	(4)
Translation and hedging activities	7	(6)
Changes in current assets and liabilities, net of acquisitions and divestitures:		
Accounts and notes receivable	(116)	(513)
Inventories	(439)	(290)
Other current assets	(47)	11
Accounts payable	61	307
Accrued expenses	(173)	169
Changes in other liabilities and deferred revenue	103	58
Other, net	(21)	(31)
Net cash provided by operating activities	<u>397</u>	<u>744</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Capital expenditures	(266)	(215)
Investments in internal use software	(40)	(22)
Investments in and advances to equity investees	(40)	(20)
Proceeds from sale of business, net of cash sold	-	111
Acquisition of businesses, net of cash acquired	(12)	-
Investments in marketable securities—acquisitions	(276)	(361)
Investments in marketable securities—liquidations	280	343
Cash flows from derivatives not designated as hedges	1	6
Other, net	3	7
Net cash used in investing activities	<u>(350)</u>	<u>(151)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from borrowings	46	60
Payments on borrowings and capital lease obligations	(75)	(94)
Net borrowings under short-term credit agreements	3	11
Distributions to noncontrolling interests	(32)	(26)
Dividend payments on common stock	(152)	(102)
Repurchases of common stock	(196)	(373)
Excess tax benefits on stock-based awards	11	4
Other, net	9	7
Net cash used in financing activities	<u>(386)</u>	<u>(513)</u>
EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS	-	8
Net increase (decrease) in cash and cash equivalents	(339)	88
Cash and cash equivalents at beginning of year	1,484	1,023
CASH AND CASH EQUIVALENTS AT END OF PERIOD	<u>\$ 1,145</u>	<u>\$ 1,111</u>

(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)

	<u>Engine</u>	<u>Components</u>	<u>Power Generation</u>	<u>Distribution</u>	<u>Non- segment Items⁽¹⁾</u>	<u>Total</u>
In millions						
Three months ended July 1, 2012						
External sales	\$ 2,381	\$ 710	\$ 572	\$ 789	\$ -	\$ 4,452
Intersegment sales	460	326	337	5	(1,128)	-
Total sales	<u>2,841</u>	<u>1,036</u>	<u>909</u>	<u>794</u>	<u>(1,128)</u>	<u>4,452</u>
Depreciation and amortization ⁽²⁾	47	19	11	8	-	85
Research, development and engineering expenses	115	51	19	2	-	187
Equity, royalty and interest income from investees	37	8	10	49	-	104
Interest income	3	1	3	-	-	7
Segment EBIT	376	116	94	92	(9)	669
Three months ended April 1, 2012						
External sales	\$ 2,412	\$ 774	\$ 516	\$ 770	\$ -	\$ 4,472
Intersegment sales	447	325	264	5	(1,041)	-
Total sales	<u>2,859</u>	<u>1,099</u>	<u>780</u>	<u>775</u>	<u>(1,041)</u>	<u>4,472</u>
Depreciation and amortization ⁽²⁾	47	19	11	7	-	84
Research, development and engineering expenses	111	51	18	1	-	181
Equity, royalty and interest income from investees	38	8	10	48	-	104
Interest income	4	1	2	1	-	8
Segment EBIT	381	143	76	94	(36)	658
Three months ended June 26, 2011						
External sales	\$ 2,476	\$ 741	\$ 649	\$ 775	\$ -	\$ 4,641
Intersegment sales	424	291	260	10	(985)	-
Total sales	<u>2,900</u>	<u>1,032</u>	<u>909</u>	<u>785</u>	<u>(985)</u>	<u>4,641</u>

Depreciation and amortization ⁽²⁾	44	18	11	5	-	78
Research, development and engineering expenses	102	43	12	-	-	157
Equity, royalty and interest income from investees	49	9	13	46	-	117
Interest income	6	1	3	-	-	10
Segment EBIT	377	120	105	106	67	775

Six months ended July 1, 2012

External sales	\$ 4,793	\$ 1,484	\$ 1,088	\$ 1,559	\$ -	\$ 8,924
Intersegment sales	907	651	601	10	(2,169)	-
Total sales	5,700	2,135	1,689	1,569	(2,169)	8,924
Depreciation and amortization ⁽²⁾	94	38	22	15	-	169
Research, development and engineering expenses	226	102	37	3	-	368
Equity, royalty and interest income from investees	75	16	20	97	-	208
Interest income	7	2	5	1	-	15
Segment EBIT	757	259	170	186	(45)	1,327

Six months ended June 26, 2011

External sales	\$ 4,482	\$ 1,401	\$ 1,206	\$ 1,412	\$ -	\$ 8,501
Intersegment sales	809	555	498	15	(1,877)	-
Total sales	5,291	1,956	1,704	1,427	(1,877)	8,501
Depreciation and amortization ⁽²⁾	89	36	21	11	-	157
Research, development and engineering expenses	182	80	23	1	-	286
Equity, royalty and interest income from investees	91	17	21	84	-	213
Interest income	9	2	4	1	-	16
Segment EBIT	667	225	194	195	26	1,307

- (1) Includes intersegment sales and profit in inventory eliminations and unallocated corporate expenses. The three and six months ended July 1, 2012, include a \$6 million gain (\$4 million after-tax) related to adjustments from our 2011 divestitures. There were no significant unallocated corporate expenses for the three months ended April 1, 2012. The three and six months ended June 26, 2011, include a \$68 million gain (\$37 million after-tax) related to the sale of certain assets and liabilities of our exhaust business from the Components segment. The gains have been excluded from segment results as they were not considered in our evaluation of operating results for the three and six months ended July 1, 2012 and June 26, 2011. There were no other significant unallocated corporate expenses for the three and six months ended July 1, 2012 and June 26, 2011.
- (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."

CUMMINS INC. AND SUBSIDIARIES
RECONCILIATION OF SEGMENT INFORMATION
(Unaudited)

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

In millions	Three months ended			Six months ended	
	July 1, 2012	April 1, 2012	June 26, 2011	July 1, 2012	June 26, 2011
Segment EBIT	\$ 669	\$ 658	\$ 775	\$ 1,327	\$ 1,307
Less					
Interest expense	8	8	13	16	23
Income before income taxes	\$ 661	\$ 650	\$ 762	\$ 1,311	\$ 1,284

CUMMINS INC. AND SUBSIDIARIES
SELECTED FOOTNOTE DATA
(Unaudited)

NOTE 1. EQUITY, ROYALTY AND INTEREST INCOME FROM INVESTEES

Equity, royalty and interest income from investees included in our *Condensed Consolidated Statements of Income* for the interim reporting periods was as follows:

In millions	Three months ended			Six months	
	July 1, 2012	April 1, 2012	June 26, 2011	July 1, 2012	Ju

Distribution Entities

North American distributors	\$ 38	\$ 40	\$ 35	\$ 78	\$
Komatsu Cummins Chile, Ltda.	6	5	6	11	
All other distributors	2	1	1	3	

Manufacturing Entities

Chongqing Cummins Engine Company, Ltd.	17	18	19	35	
Dongfeng Cummins Engine Company, Ltd.	17	16	26	33	
Cummins Westport, Inc.	4	5	3	9	
Shanghai Fleetguard Filter Co., Ltd.	4	3	4	7	
Tata Cummins, Ltd.	3	4	3	7	
Beijing Foton Cummins Engine Co., Ltd.	2	(2)	(1)	-	
Valvoline Cummins, Ltd.	2	2	2	4	
Komatsu manufacturing alliances	1	(1)	(1)	-	
All other manufacturers	(1)	1	6	-	
Cummins share of net income	\$ 95	\$ 92	\$ 103	\$ 187	\$
Royalty and interest income	9	12	14	21	
Equity, royalty and interest income from investees	\$ 104	\$ 104	\$ 117	\$ 208	\$

NOTE 2. INCOME TAXES

Our effective tax rate for the year is expected to approximate 26 percent, absent any discrete period activity. Our tax rate is generally less than the 35 percent U.S. income tax rate primarily due to lower tax rates on foreign income. The tax rates for the three and six month periods ended July 1, 2012, were 25.1 percent and 26.0 percent, respectively.

The tax rates for the three and six month periods ended June 26, 2011, were 29.5 percent and 29.8 percent, respectively, and included a discrete tax charge of \$4 million related to the enactment of state law changes in Indiana. The decrease in the 2012 effective tax rates versus the comparable periods in 2011 is due primarily to our assertion that income earned after 2011 by our China operations is permanently reinvested, as well as certain tax planning strategies implemented in our U.K. subsidiaries.

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

Net income and diluted earnings per share (EPS) attributable to Cummins Inc. excluding special items

We believe this is a useful measure of our operating performance for the periods presented as illustrates our operating performance without regard to special items including the gains related to the sale of certain assets and liabilities. This measure is not in accordance with, or an alternative 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. The following table reconciles net income attributable to Cummins Inc. to net income attributable to Cummins Inc. excluding special items for the three and six month periods ended July 1, 2012 and June 26, 2011.

	Three months ended				Six months ended			
	July 1, 2012		June 26, 2011		July 1, 2012		June 26, 2011	
In millions	Net Income	Diluted EPS	Net Income	Diluted EPS	Net Income	Diluted EPS	Net Income	Diluted EPS
Net income attributable to Cummins Inc.	\$ 469	\$ 2.47	\$ 505	\$ 2.60	\$ 924	\$ 4.85	\$ 848	
Subtract								
Gain on sale of businesses ⁽¹⁾	4	0.02	37	0.19	4	0.02	37	
Net income attributable to Cummins Inc. excluding special items	<u>\$ 465</u>	<u>\$ 2.45</u>	<u>\$ 468</u>	<u>\$ 2.41</u>	<u>\$ 920</u>	<u>\$ 4.83</u>	<u>\$ 811</u>	

(1) The gains have been excluded from operating results as they were not considered in our evaluation of performance for the three and six months ended July 1, 2012 and June 26, 2011.

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

Earnings before interest, taxes and noncontrolling interests

We define EBIT as earnings before interest expense, income tax expense and noncontrolling interests in income of consolidated subsidiaries (EBIT). 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 "Net income attributable to Cummins Inc.," for each of the applicable periods:

	Three months ended			Six months ended	
	July 1, 2012	April 1, 2012	June 26, 2011	July 1, 2012	June 26, 2011
In millions					
Earnings before interest expense, income taxes and special items	\$ 663	\$ 658	\$ 707	\$ 1,321	\$ 1,239

<i>Earnings before interest expense, income taxes and special items as a percentage of net sales</i>	14.9%	14.7%	15.2%	14.8%	14.6%
Add					
Gain on sale of businesses	6	-	68	6	68
Earnings before interest expense and income taxes	<u>\$ 669</u>	<u>\$ 658</u>	<u>\$ 775</u>	<u>\$ 1,327</u>	<u>\$ 1,307</u>
<i>EBIT as a percentage of net sales</i>	15.0%	14.7%	16.7%	14.9%	15.4%
Less					
Interest expense	8	8	13	16	23
Income tax expense	166	175	225	341	382
Consolidated net income	<u>495</u>	<u>475</u>	<u>537</u>	<u>970</u>	<u>902</u>
Less					
Net income attributable to noncontrolling interests	26	20	32	46	54
Net income attributable to Cummins Inc.	<u>\$ 469</u>	<u>\$ 455</u>	<u>\$ 505</u>	<u>\$ 924</u>	<u>\$ 848</u>
<i>Net income attributable to Cummins Inc. as a percentage of net sales</i>	10.5%	10.2%	10.9%	10.4%	10.0%

CUMMINS INC. AND SUBSIDIARIES
BUSINESS UNIT SALES DATA
(Unaudited)

Engine segment net sales by market

2012

In millions

	Q1	Q2	Q3	Q4	YTD
Heavy-duty truck	\$ 892	\$ 807	\$ -	\$ -	\$ 1,699
Medium-duty bus and truck	526	512	-	-	1,038
Light-duty automotive and RV	286	297	-	-	583
Industrial	861	859	-	-	1,720
Stationary power	294	366	-	-	660
Total sales	<u>\$ 2,859</u>	<u>\$ 2,841</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 5,700</u>

2011

In millions	Q1	Q2	Q3	Q4	YTD
Heavy-duty truck	\$ 485	\$ 693	\$ 748	\$ 865	\$ 2,791
Medium-duty bus and truck	474	608	640	598	2,320
Light-duty automotive and RV	296	310	271	299	1,176
Industrial	855	988	977	1,030	3,850
Stationary power	281	301	319	269	1,170
Total sales	<u>\$ 2,391</u>	<u>\$ 2,900</u>	<u>\$ 2,955</u>	<u>\$ 3,061</u>	<u>\$ 11,307</u>

Unit shipments by engine classification (including unit shipments to Power Generation)

2012

Units	Q1	Q2	Q3	Q4	YTD
Midrange	109,000	110,000	-	-	219,000
Heavy-duty	36,000	33,000	-	-	69,000
High horsepower	5,500	5,800	-	-	11,300
Total units	<u>150,500</u>	<u>148,800</u>	<u>-</u>	<u>-</u>	<u>299,300</u>

2011

Units	Q1	Q2	Q3	Q4	YTD
Midrange	109,400	131,300	130,600	138,100	509,400
Heavy-duty	20,000	29,900	31,100	35,300	116,300
High horsepower	4,900	5,700	5,600	5,400	21,600
Total units	<u>134,300</u>	<u>166,900</u>	<u>167,300</u>	<u>178,800</u>	<u>647,300</u>

CUMMINS INC. AND SUBSIDIARIES BUSINESS UNIT SALES DATA (Unaudited)

Component segment sales by business

2012

In millions	Q1	Q2	Q3	Q4	YTD
Emission solutions	\$ 404	\$ 349	\$ -	\$ -	\$ 753
Turbo technologies	298	297	-	-	595
Filtration	270	266	-	-	536
Fuel systems	127	124	-	-	251
Total sales	<u>\$ 1,099</u>	<u>\$ 1,036</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 2,135</u>

2011

In millions	Q1	Q2	Q3	Q4	YTD
Emission solutions	\$ 273	\$ 311	\$ 306	\$ 372	\$ 1,262

Turbo technologies	297	314	298	314	1,223
Filtration	255	287	288	283	1,113
Fuel systems	99	120	123	123	465
Total sales	<u>\$ 924</u>	<u>\$ 1,032</u>	<u>\$ 1,015</u>	<u>\$ 1,092</u>	<u>\$ 4,063</u>

In the first quarter of 2012, our Power Generation segment reorganized its reporting structure to include the following businesses: power products, power systems, generator technologies and power solutions. Sales for our Power Generation segment by business (including 2011 and 2010 reorganized balances) were as follows:

2012

In millions

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>YTD</u>
Power products	\$ 375	\$ 459	\$ -	\$ -	\$ 834
Power systems	188	217	-	-	405
Generator technologies	141	160	-	-	301
Power solutions	76	73	-	-	149
Total sales	<u>\$ 780</u>	<u>\$ 909</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,689</u>

2011

In millions

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>YTD</u>
Power products	\$ 377	\$ 415	\$ 433	\$ 411	\$ 1,636
Power systems	189	210	188	228	815
Generator technologies	154	189	166	164	673
Power solutions	75	95	87	117	374
Total sales	<u>\$ 795</u>	<u>\$ 909</u>	<u>\$ 874</u>	<u>\$ 920</u>	<u>\$ 3,498</u>

2010

In millions

	<u>YTD</u>
Power products	\$ 1,465
Power systems	616
Generator technologies	550
Power solutions	288
Total sales	<u>\$ 2,919</u>

CUMMINS INC. AND SUBSIDIARIES
BUSINESS UNIT SALES DATA
(Unaudited)

Distribution segment sales by product

2012

In millions	Q1	Q2	Q3	Q4	YTD
Parts and filtration	\$288	\$302	\$ -	\$ -	\$ 590
Power generation	186	201	-	-	387
Engines	166	147	-	-	313
Service	135	144	-	-	279
Total sales	<u>\$775</u>	<u>\$794</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$1,569</u>

2011

In millions	Q1	Q2	Q3	Q4	YTD
Parts and filtration	\$235	\$271	\$283	\$296	\$1,085
Power generation	145	195	191	191	722
Engines	140	186	171	206	703
Service	122	133	138	141	534
Total sales	<u>\$642</u>	<u>\$785</u>	<u>\$783</u>	<u>\$834</u>	<u>\$3,044</u>

Cummins Inc.

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Source: Cummins Inc.