

April 29, 2014



## **Cummins Announces Results for the First Quarter of 2014; Improving Demand in North America Drives Revenue Growth**

**First Quarter Revenues of \$4.4 Billion, EBIT of 12.0 Percent of Sales; Full Year Revenue Expected to Grow Between 6 and 10 Percent and EBIT to Be in the Range of 12.75 to 13.25 Percent of Sales**

COLUMBUS, IN -- (Marketwired) -- 04/29/14 -- Cummins Inc. (NYSE: CMI) today reported results for the first quarter of 2014.

First quarter revenue of \$4.4 billion increased 12 percent from the same quarter in 2013. The increase year-over-year was driven by stronger demand in on-highway markets and distributor acquisitions in North America.

Revenues in North America increased 25 percent while international sales were flat compared to the first quarter a year ago. Within international markets, weakness in India, Australia, Mexico and Brazil offset higher revenues in China and Europe.

Earnings before interest and taxes (EBIT) were \$528 million for the first quarter or 12.0 percent of sales. This compares to \$437 million or 11.1 percent of sales a year ago.

Net income attributable to Cummins in the first quarter was \$338 million (\$1.83 per diluted share), compared to \$282 million (\$1.49 per diluted share) in the first quarter of 2013.

"We delivered good incremental margins in the first quarter as demand in on-highway markets in North America improved. We are also well on track to deliver the expected benefits from our North American distributor acquisitions as we execute our plans and end market demand improves. Conditions in a number of international markets remain very weak, particularly in India and Australia, leading to lower demand for power generation and mining equipment," said Chairman and CEO Tom Linebarger. "We continue to release exciting new products that will drive future profitable growth and we repurchased 3 million shares in the first quarter, consistent with our commitment to return 50 percent of full year operating cash flow to shareholders through a combination of dividends and share repurchase."

Based on the current forecast, Cummins expects full year 2014 revenues to grow between 6% and 10%, up from its previous forecast of growth of between 4% and 8%, due largely to improving demand in North America. EBIT is expected to be in the range of 12.75 to 13.25 percent of sales.

Other recent highlights:

- For the seventh consecutive year, Cummins has been named one of the world's most ethical companies by The Ethisphere Institute;
- *FORTUNE* magazine named Cummins one of America's Most Admired Companies; and
- Cummins became the first company to receive EPA Tier4 Final certification for high-horsepower generator sets.

***First quarter 2014 detail (all comparisons to same period in 2013)***

**Engine Segment**

- Sales - \$2.6 billion, up 11 percent
- Segment EBIT - \$269 million, or 10.5 percent of sales, compared to \$195 million or 8.5 percent of sales
- Increased demand in on-highway markets in North America offset weakness in global mining and power generation markets

**Components Segment**

- Sales - \$1.2 billion, up 21 percent
- Segment EBIT - \$167 million, or 13.6 percent of sales, compared to \$119 million or 11.7 percent of sales
- Higher demand in on-highway markets in North America, Europe and China more than offset weaker demand in Brazil

**Power Generation Segment**

- Sales - \$639 million, down 14 percent
- Segment EBIT - \$25 million, or 3.9 percent of sales, compared to \$51 million or 6.8 percent of sales
- Lower revenues in most markets particularly India, North America and Asia Pacific

**Distribution Segment**

- Sales - \$950 million, up 22 percent overall and up 1 percent excluding acquisitions
- Segment EBIT - \$76 million, or 8.0 percent of sales, compared to \$95 million or 12.2

percent of sales, with currency being the largest driver of the reduction in earnings

- Higher revenues were primarily driven by acquisitions and stronger demand for parts and service in the North American and Asia Pacific regions.

### **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 currently employs approximately 48,000 people worldwide and serves customers in approximately 190 countries and territories through a network of approximately 600 company-owned and independent distributor locations and approximately 6,800 dealer locations. Cummins earned \$1.48 billion on sales of \$17.3 billion in 2013. Press releases can be found on the Web at [www.cummins.com](http://www.cummins.com). Follow Cummins on Twitter at @Cummins and on YouTube at CumminsInc.

### **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 full year of 2014. 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 2013 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**

*EBIT is a non-GAAP measure used in this release, and 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.*

### **Webcast information**

*Cummins management will host a teleconference to discuss these results today at 10 a.m.*

EST. This teleconference will be webcast and available on the Investor Relations section of the Cummins website at [www.cummins.com](http://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.

The following files are available for download:

- [PDF](#)

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

<i>In millions, except per share amounts</i>	<b>Three months ended</b>		
	<b>March 30, 2014</b>	<b>December 31, 2013</b>	<b>March 31, 2013</b>
<b>NET SALES</b>	\$ 4,406	\$ 4,588	\$ 3,922
Cost of sales	3,290	3,424	2,965
<b>GROSS MARGIN</b>	<b>1,116</b>	1,164	957
<b>OPERATING EXPENSES AND INCOME</b>			
Selling, general and administrative expenses	502	500	444
Research, development and engineering expenses	190	181	182
Equity, royalty and interest income from investees (Note 1)	90	80	82
Other operating income (expense), net	(1)	(10)	1
<b>OPERATING INCOME</b>	<b>513</b>	553	414
Interest income	5	6	5
Interest expense	17	19	6
Other income, net	10	7	18
<b>INCOME BEFORE INCOME TAXES</b>	<b>511</b>	547	431
Income tax expense (Note 2)	153	86	119
<b>CONSOLIDATED NET INCOME</b>	<b>358</b>	461	312
Less: Net income attributable to noncontrolling interests	20	29	30

<b>NET INCOME ATTRIBUTABLE TO CUMMINS INC.</b>	<b>\$ 338</b>	<b>\$ 432</b>	<b>\$ 282</b>
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**EARNINGS PER COMMON SHARE ATTRIBUTABLE TO CUMMINS INC.**

Basic	<b>\$ 1.83</b>	\$ 2.33	\$ 1.50
Diluted	<b>\$ 1.83</b>	\$ 2.32	\$ 1.49

**WEIGHTED AVERAGE SHARES OUTSTANDING**

Basic	<b>184.3</b>	185.7	188.4
Diluted	<b>184.7</b>	186.3	188.8

**CASH DIVIDENDS DECLARED PER COMMON SHARE**

<b>\$ 0.625</b>	\$ 0.625	\$ 0.50
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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)**

<i>In millions, except par value</i>	<i>March 30, 2014</i>	<i>December 31, 2013</i>
<b>ASSETS</b>		
Current assets		
Cash and cash equivalents	<b>\$ 2,178</b>	\$ 2,699
Marketable securities	<b>129</b>	150
Total cash, cash equivalents and marketable securities	<b>2,307</b>	2,849
Accounts and notes receivable, net	<b>2,949</b>	2,649
Inventories	<b>2,580</b>	2,381
Prepaid expenses and other current assets	<b>663</b>	760
Total current assets	<b>8,499</b>	8,639
Long-term assets		
Property, plant and equipment	<b>6,563</b>	6,410
Accumulated depreciation	<b>(3,331)</b>	(3,254)
Property, plant and equipment, net	<b>3,232</b>	3,156

Investments and advances related to equity method investees	<b>966</b>	931
Goodwill	<b>464</b>	461
Other intangible assets, net	<b>357</b>	357
Other assets	<b>1,233</b>	1,184
Total assets	<b>\$ 14,751</b>	<b>\$ 14,728</b>

## **LIABILITIES**

### Current liabilities

Loans payable	<b>\$ 24</b>	\$ 17
Accounts payable (principally trade)	<b>1,887</b>	1,557
Current maturities of long-term debt	<b>37</b>	51
Current portion of accrued product warranty	<b>345</b>	360
Accrued compensation, benefits and retirement costs	<b>323</b>	433
Deferred revenue	<b>295</b>	285
Taxes payable (including taxes on income)	<b>69</b>	99
Other accrued expenses	<b>575</b>	566
Total current liabilities	<b>3,555</b>	3,368

### Long-term liabilities

Long-term debt	<b>1,632</b>	1,672
Pensions	<b>232</b>	232
Postretirement benefits other than pensions	<b>347</b>	356
Other liabilities and deferred revenue	<b>1,251</b>	1,230
Total liabilities	<b>7,017</b>	6,858

## **EQUITY**

### Cummins Inc. shareholders' equity

Common stock, \$2.50 par value, 500 shares authorized, 222.3 and 222.3 shares issued	<b>2,101</b>	2,099
Retained earnings	<b>8,629</b>	8,406
Treasury stock, at cost, 38.4 and 35.6 shares	<b>(2,600)</b>	(2,195)
Common stock held by employee benefits trust, at cost, 1.2 and 1.3 shares	<b>(15)</b>	(16)
Accumulated other comprehensive loss		
Defined benefit postretirement plans	<b>(607)</b>	(611)
Other	<b>(148)</b>	(173)
Total accumulated other comprehensive loss	<b>(755)</b>	(784)
Total Cummins Inc. shareholders' equity	<b>7,360</b>	7,510
Noncontrolling interests	<b>374</b>	360

Total equity	<u>7,734</u>	<u>7,870</u>
Total liabilities and equity	<u>\$ 14,751</u>	<u>\$ 14,728</u>

(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)

<i>In millions</i>	<i>Three months ended</i>	
	<i>March 30, 2014</i>	<i>March 31, 2013</i>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Consolidated net income	\$ 358	\$ 312
Adjustments to reconcile consolidated net income to net cash provided by operating activities		
Depreciation and amortization	105	98
Gain on fair value adjustment for consolidated investees	(6)	(7)
Deferred income taxes	22	5
Equity in income of investees, net of dividends	(52)	(36)
Pension contributions in excess of expense	(100)	(54)
Other post-retirement benefits payments in excess of expense	(8)	(8)
Stock-based compensation expense	10	7
Excess tax benefits on stock-based awards	(5)	(7)
Translation and hedging activities	(3)	(5)
Changes in current assets and liabilities, net of acquisitions		
Accounts and notes receivable	(232)	(29)
Inventories	(135)	(177)
Other current assets	2	158
Accounts payable	302	204
Accrued expenses	(95)	(142)
Changes in other liabilities and deferred revenue	50	47
Other, net	50	62
<b>NET CASH PROVIDED BY OPERATING ACTIVITIES</b>	<u>263</u>	<u>428</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Capital expenditures	(107)	(114)
Investments in internal use software	(14)	(12)
Investments in and advances to equity investees	(6)	(24)
Acquisitions of businesses, net of cash acquired	(90)	(17)
Investments in marketable securities -- acquisitions	(84)	(133)

Investments in marketable securities -- liquidations	<b>108</b>	187
Cash flows from derivatives not designated as hedges	<b>5</b>	(30)
Other, net	<b>1</b>	-
Net cash used in investing activities	<u><b>(187)</b></u>	<u>(143)</u>

### **CASH FLOWS FROM FINANCING ACTIVITIES**

Proceeds from borrowings	<b>7</b>	-
Payments on borrowings and capital lease obligations	<b>(25)</b>	(27)
Net borrowings (payments) under short-term credit agreements	<b>(39)</b>	15
Distributions to noncontrolling interests	<b>(13)</b>	(19)
Dividend payments on common stock	<b>(115)</b>	(95)
Repurchases of common stock	<b>(419)</b>	-
Excess tax benefits on stock-based awards	<b>5</b>	7
Other, net	<b>(3)</b>	16
Net cash used in financing activities	<u><b>(602)</b></u>	<u>(103)</u>

### **EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS**

	<b>5</b>	(68)
Net increase (decrease) in cash and cash equivalents	<b>(521)</b>	114
Cash and cash equivalents at beginning of year	<b>2,699</b>	1,369
<b>CASH AND CASH EQUIVALENTS AT END OF PERIOD</b>	<u><b>\$ 2,178</b></u>	<u>\$ 1,483</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)**

<i>In millions</i>	<u>Engine</u>	<u>Components</u>	<u>Power Generation</u>	<u>Distribution</u>	<u>Non- segment Items <sup>(1)</sup></u>	<u>Total</u>
<b>Three months ended March 30, 2014</b>						
External sales	<b>\$ 2,090</b>	<b>\$ 922</b>	<b>\$ 452</b>	<b>\$ 942</b>	<b>\$ -</b>	<b>\$ 4,406</b>
Intersegment sales	<b>473</b>	<b>308</b>	<b>187</b>	<b>8</b>	<b>(976)</b>	<b>-</b>
Total sales	<b>2,563</b>	<b>1,230</b>	<b>639</b>	<b>950</b>	<b>(976)</b>	<b>4,406</b>
Depreciation and amortization <sup>(2)</sup>	<b>51</b>	<b>26</b>	<b>12</b>	<b>16</b>	<b>-</b>	<b>105</b>



Research, development and engineering expenses	<b>116</b>	<b>53</b>	<b>19</b>	<b>2</b>	-	<b>190</b>
Equity, royalty and interest income from investees	<b>32</b>	<b>9</b>	<b>8</b>	<b>41</b>	-	<b>90</b>
Interest income	<b>2</b>	<b>1</b>	<b>1</b>	<b>1</b>	-	<b>5</b>
Segment EBIT	<b>269</b>	<b>167</b>	<b>25</b>	<b>76</b>	<sup>(3)</sup> <b>(9)</b>	<b>528</b>
Segment EBIT as a percentage of total sales	<b>10.5%</b>	<b>13.6%</b>	<b>3.9%</b>	<b>8.0%</b>		<b>12.0%</b>

**Three months ended December 31, 2013**

External sales	\$ 2,131	\$ 859	\$ 533	\$ 1,065	\$ -	\$ 4,588
Intersegment sales	431	276	226	8	(941)	-
Total sales	<u>2,562</u>	<u>1,135</u>	<u>759</u>	<u>1,073</u>	<u>(941)</u>	<u>4,588</u>
Depreciation and amortization <sup>(2)</sup>	49	25	13	14	-	101
Research, development and engineering expenses	106	53	20	2	-	181
Equity, royalty and interest income from investees	30	7	2	41	-	80
Interest income	3	1	1	1	-	6
Segment EBIT	235	140	46	107	38	566
Segment EBIT as a percentage of total sales	9.2%	12.3%	6.1%	10.0%		12.3%

**Three months ended March 31, 2013**

External sales	\$ 1,885	\$ 722	\$ 539	\$ 776	\$ -	\$ 3,922
Intersegment sales	418	296	207	2	(923)	-
Total sales	2,303	1,018	746	778	(923)	3,922
Depreciation and amortization <sup>(2)</sup>	52	24	12	10	-	98
Research, development and engineering expenses	105	57	18	2	-	182
Equity, royalty and interest income from investees	23	7	7	45	-	82
Interest income	2	1	2	-	-	5
Segment EBIT	195	119	51	95 <sup>(3)</sup>	(23)	437
Segment EBIT as a percentage of total sales	8.5%	11.7%	6.8%	12.2%		11.1%

- (1) Includes intersegment sales and profit in inventory eliminations and unallocated corporate expenses. There were no significant unallocated corporate expenses for the three months ended March 30, 2014, December 31, 2013 and March 31, 2013.
- (2) Depreciation and amortization as shown on a segment basis excludes the amortization of debt discount and deferred costs included in the *Condensed Consolidated Statements of Income* as "Interest expense."
- (3) Distribution segment EBIT for the three months ended March 30, 2014, included a \$6 million gain on the fair value adjustment resulting from the acquisition of a controlling interest in Cummins Mid-South LLC. Distribution segment EBIT for the three months ended March 31, 2013, included a \$7 million gain on the fair value adjustment resulting from the acquisition of a controlling interest in Cummins Northwest LLC.

**CUMMINS INC. AND SUBSIDIARIES**  
**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:

<i>In millions</i>	<i>Three months ended</i>		
	<i>March 30, 2014</i>	<i>December 31, 2013</i>	<i>March 31, 2013</i>
Total EBIT	\$ 528	\$ 566	\$ 437
Less: Interest expense	17	19	6
Income before income taxes	<u>\$ 511</u>	<u>\$ 547</u>	<u>\$ 431</u>

**CUMMINS INC. AND SUBSIDIARIES**  
**SELECTED FOOTNOTE DATA**  
*(Unaudited)*

**NOTE 1. EQUITY, ROYALTY AND INTEREST INCOME FROM INVESTEEES**

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

<i>In millions</i>	<i>Three months ended</i>		
	<i>March 30, 2014</i>	<i>December 31, 2013</i>	<i>March 31, 2013</i>
<b><i>Distribution Entities</i></b>			
North American distributors	\$ 32	\$ 31	\$ 35
Komatsu Cummins Chile, Ltda.	6	8	5
All other distributors	1	-	-
<b><i>Manufacturing Entities</i></b>			
Dongfeng Cummins Engine Company, Ltd.	14	18	12
Chongqing Cummins Engine Company, Ltd.	11	14	12
Beijing Foton Cummins Engine Co., Ltd. (Light-duty)	6	3	1
Shanghai Fleetguard Filter Co., Ltd.	3	2	3
Tata Cummins, Ltd.	2	1	1
Cummins Westport, Inc.	1	(1)	-
Beijing Foton Cummins Engine Co., Ltd. (Heavy-duty)	(6)	(7)	(3)
All other manufacturers	9	2	7
Cummins share of net income	<u>79</u>	<u>71</u>	<u>73</u>
Royalty and interest income	<u>11</u>	<u>9</u>	<u>9</u>
Equity, royalty and interest income from investees	<u>\$ 90</u>	<u>\$ 80</u>	<u>\$ 82</u>

**NOTE 2. INCOME TAXES**

Our effective tax rate for the year is expected to approximate 28.5 percent, excluding any one-time items that may arise. The research tax credit expired December 31, 2013 and has not yet been renewed by Congress. Our tax rate is generally less than the 35 percent U.S. statutory income tax rate primarily due to lower tax rates on foreign income. The effective tax rate for the three months ended March 30, 2014, was 29.9 percent. This tax rate includes a

\$12 million discrete tax expense primarily attributable to state deferred tax adjustments, as well as a \$5 million discrete net tax benefit resulting from a \$70 million dividend paid from China earnings generated prior to 2012.

Our tax rate for the three month period ended December 31, 2013 was 15.7 percent. We recorded \$70 million or \$0.38 per share of tax benefits in the fourth quarter of 2013. The income tax provision for the fourth quarter of 2013 was net of the following items:

One-time impacts of foreign legal entity restructuring actions	\$	16
One-time impacts of reconciliation of state income tax provision to tax return		17
Lower operating rate primarily resulting from recognition of state and federal research and development credits and the recurring impacts of foreign legal entity restructuring actions		37
Total	\$	<u>70</u>

Our effective tax rate for the three months ended March 31, 2013, was 27.6 percent. This tax rate included a discrete tax benefit of \$28 million attributable to the 2012 research credit reinstated in January 2013 as well as a discrete tax expense of \$17 million, which primarily related to the write-off of a deferred tax asset deemed unrecoverable. The increase in the three month effective tax rate from 2013 to 2014 is attributable primarily to one-time discrete tax benefits in 2013 that did not repeat in 2014 and changes in U.S. state tax legislation that unfavorably impacted our 2014 effective tax rate.

### **NOTE 3. ACQUISITION**

#### ***Cummins Mid-South LLC***

On February 14, 2014, we acquired the remaining 62.2 percent interest in Cummins Mid-South LLC (Mid-South) from the former distributor principal. The preliminary purchase consideration was \$116 million, which included \$32 million in cash and an additional \$61 million paid to eliminate outstanding debt. The remaining \$23 million will be paid in future periods, subject to customary purchase price adjustments. The acquisition was accounted for as a business combination and the results of the acquired entity were included in the Distribution operating segment subsequent to the acquisition date. As a result of this transaction, first quarter 2014 Distribution segment results included a \$6 million gain, as we were required to re-measure our pre-existing 37.8 percent ownership interest in Mid-South to fair value. The transaction generated \$3 million of goodwill based on the preliminary purchase price allocation. Net sales for Mid-South were \$368 million for the year ended December 31, 2013. This amount is not fully incremental to our consolidated sales as the amount would be reduced by the elimination of sales to the previously unconsolidated entity.

**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. This measure is not in accordance with, or an alternative for, accounting principles generally accepted in the United States of America and may not be consistent with measures used by other companies. It should be considered supplemental data. Below is a reconciliation of EBIT to "Net income attributable to Cummins Inc.," for each of the applicable periods:

<i>In millions</i>	<i>Three months ended</i>		
	<i>March 30, 2014</i>	<i>December 31, 2013</i>	<i>March 31, 2013</i>
Earnings before interest expense and income taxes	\$ 528	\$ 566	\$ 437
<i>EBIT as a percentage of net sales</i>	<b>12.0%</b>	12.3 %	11.1%
Less			
Interest expense	17	19	6
Income tax expense	153	86	119
Consolidated net income	<b>358</b>	461	312
Less			
Net income attributable to noncontrolling interests	20	29	30
Net income attributable to Cummins Inc.	<b>\$ 338</b>	\$ 432	\$ 282
<i>Net income attributable to Cummins Inc. as a percentage of net sales</i>	<b>7.7%</b>	9.4 %	7.2%

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

Engine segment net sales by market

**2014**

<i>In millions</i>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Heavy-duty truck	\$ 722	\$ -	\$ -	\$ -	\$ 722
Medium-duty truck and bus	601	-	-	-	601
Light-duty automotive and RV	361	-	-	-	361
Industrial	700	-	-	-	700
Stationary power	179	-	-	-	179
Total sales	<b>\$ 2,563</b>	\$ -	\$ -	\$ -	<b>\$ 2,563</b>

**2013****In millions**

	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Heavy-duty truck	\$ 654	\$ 723	\$ 690	\$ 638	\$ 2,705
Medium-duty truck and bus	448	595	570	572	2,185
Light-duty automotive and RV	260	345	330	365	1,300
Industrial	714	762	709	811	2,996
Stationary power	227	231	193	176	827
Total sales	<u>\$ 2,303</u>	<u>\$ 2,656</u>	<u>\$ 2,492</u>	<u>\$ 2,562</u>	<u>\$ 10,013</u>

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

**2014****Units**

	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Midrange	<b>118,900</b>	-	-	-	118,900
Heavy-duty	<b>28,800</b>	-	-	-	28,800
High-horsepower	<b>3,400</b>	-	-	-	3,400
Total units	<u><b>151,100</b></u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>151,100</u>

**2013****Units**

	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Midrange	94,600	121,900	113,800	115,700	446,000
Heavy-duty	24,900	28,300	26,500	25,700	105,400
High-horsepower	4,200	3,600	3,500	3,500	14,800
Total units	<u>123,700</u>	<u>153,800</u>	<u>143,800</u>	<u>144,900</u>	<u>566,200</u>

Component segment sales by business

**2014****In millions**

	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Emission Solutions	\$ 543	\$ -	\$ -	\$ -	\$ 543
Turbo Technologies	313	-	-	-	313
Filtration	265	-	-	-	265
Fuel systems	109	-	-	-	109
Total sales	<u>\$ 1,230</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,230</u>

**2013****In millions**

	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Emission Solutions	\$ 400	\$ 444	\$ 458	\$ 489	\$ 1,791
Turbo Technologies	266	294	263	292	1,115
Filtration	255	271	248	254	1,028
Fuel systems	97	108	103	100	408

Total sales	\$ 1,018	\$ 1,117	\$ 1,072	\$ 1,135	\$ 4,342
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Power Generation segment sales by business

**2014**

*In millions*

	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Power products	\$ 373	\$ -	\$ -	\$ -	\$ 373
Power systems	137	-	-	-	137
Alternators	105	-	-	-	105
Power solutions	24	-	-	-	24
Total sales	<u>\$ 639</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 639</u>

**2013**

*In millions*

	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Power products	\$ 409	\$ 474	\$ 421	\$ 421	\$ 1,725
Power systems	179	187	122	168	656
Alternators	126	125	126	119	496
Power solutions	32	28	43	51	154
Total sales	<u>\$ 746</u>	<u>\$ 814</u>	<u>\$ 712</u>	<u>\$ 759</u>	<u>\$ 3,031</u>

Distribution segment sales by business

**2014**

*In millions*

	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Parts and filtration	\$ 382	\$ -	\$ -	\$ -	\$ 382
Power generation	193	-	-	-	193
Engines	174	-	-	-	174
Service	201	-	-	-	201
Total sales	<u>\$ 950</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 950</u>

**2013**

*In millions*

	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Parts and filtration	\$ 322	\$ 369	\$ 377	\$ 397	\$ 1,465
Power generation	163	241	234	293	931
Engines	152	183	170	208	713
Service	141	161	163	175	640
Total sales	<u>\$ 778</u>	<u>\$ 954</u>	<u>\$ 944</u>	<u>\$ 1,073</u>	<u>\$ 3,749</u>

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Source: Cummins Inc.