

May 1, 2012



Cummins Announces Strong First Quarter Results with Revenue Growth of 16 Percent and EBIT Increasing 24 Percent

- **Company on track for record full-year revenues and EBIT**

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

First quarter revenue of \$4.5 billion increased 16 percent from the same quarter in 2011. The increase year-over-year was driven by higher demand in truck, power generation and construction markets in North America and strong growth in global mining markets. Growth in these markets offset weaker demand in the truck market in Brazil, the construction market in China and construction and power generation markets in Europe.

Earnings before interest and taxes (EBIT) was \$658 million or 14.7 percent of sales compared to \$532 million or 13.8 percent of sales in the first quarter of 2011. EBIT increased by 24 percent, continuing the company's trend of growing earnings faster than sales.

Net income attributable to Cummins in the first quarter of 2012 was \$455 million (\$2.38 per diluted share) compared to \$343 million in the same period a year ago (\$1.75 per diluted share).

"Cummins continues to benefit from its geographic diversification and its leadership position in a number of end markets as evidenced by our very strong first quarter results," said Tom Linebarger, Chairman and Chief Executive Officer. "Revenues in North America grew 40 percent in the first quarter, offsetting near-term softness in some emerging markets. I am delighted that through close coordination with our key OEM partners and strong execution from our manufacturing and supply chain teams, we have been able to quickly increase our production in North America to meet strong demand for our products."

Based on the current forecast, Cummins reaffirms that total Company revenues are expected to increase 10 percent in 2012, with EBIT in the range of 14.5 to 15 percent of sales.

Other recent highlights:

- Cummins announced at the Mid-America Truck Show in March that it has commenced development of a new 15-liter spark-ignited natural gas engine for the U.S. heavy-duty truck market.
- Also at the Mid-America Truck Show, Cummins unveiled its product solutions that will allow the Company's engines for U.S. truck customers to meet 2014 fuel efficiency and green house gas standards in 2013.
- Cummins announced plans to develop a new master site for its operations in Brazil.
- For the fifth consecutive year, Cummins has been named one of the world's most ethical companies by The Ethisphere Institute.

First quarter detail (all comparisons to same period in 2011)

Engine Segment

- Sales – \$2.9 billion, up 20 percent
- Segment EBIT – \$381 million, or 13.3 percent of sales, compared to \$290 million or 12.1 percent of sales
- Improved demand in North American heavy duty truck, medium duty truck and light duty truck and construction markets offsetting lower sales to the China construction and Brazilian truck markets
- Strong demand for mining engines globally

Components

- Sales - \$1.1 billion, an increase of 19 percent
- Segment EBIT - \$143 million, or 13.0 percent of sales, compared to \$105 million or 11.4 percent of sales
- Record quarter driven by increased demand in North America and Brazil more than offsetting lower demand in Europe and China

Power Generation

- Sales – \$780 million, down 2 percent
- Segment EBIT – \$76 million, or 9.7 percent of sales, compared to \$89 million or 11.2 percent of sales
- Improved demand in North America and Brazil offsetting lower revenues in the Middle East and Europe

Distribution

- Sales – \$775 million, up 21 percent
- Segment EBIT – \$94 million, or 12.1 percent of sales, compared to \$89 million or 13.9 percent of sales
- Revenue increase driven by strong growth in Asia Pacific region, North and Central

America, Europe and Africa

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, expectations, hopes, beliefs and intentions on strategies regarding the future. 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

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. 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		
	April 1, 2012	December 31, 2011	March 27, 2011
NET SALES	\$ 4,472	\$ 4,921	\$ 3,860
Cost of sales	<u>3,274</u>	<u>3,680</u>	<u>2,903</u>
GROSS MARGIN	1,198	1,241	957
OPERATING EXPENSES AND INCOME			
Selling, general and administrative expenses	475	496	389
Research, development and engineering expenses	181	179	129
Equity, royalty and interest income from investees (Note 1)	104	101	96
Gain on sale of business	-	53	-
Other operating income (expense), net	<u>2</u>	<u>25</u>	<u>(6)</u>
OPERATING INCOME	648	745	529
Interest income	8	9	6
Interest expense	8	10	10
Other income (expense), net	<u>2</u>	<u>14</u>	<u>(3)</u>
INCOME BEFORE INCOME TAXES	650	758	522
Income tax expense (Note 2)	<u>175</u>	<u>186</u>	<u>157</u>
CONSOLIDATED NET INCOME	475	572	365
Less: Net income attributable to noncontrolling interests	<u>20</u>	<u>24</u>	<u>22</u>
NET INCOME ATTRIBUTABLE TO CUMMINS INC.	\$ 455	\$ 548	\$ 343
EARNINGS PER COMMON SHARE ATTRIBUTABLE TO CUMMINS INC.			
Basic	\$ 2.39	\$ 2.87	\$ 1.75
Diluted	\$ 2.38	\$ 2.86	\$ 1.75
WEIGHTED AVERAGE SHARES OUTSTANDING			
Basic	190.4	190.9	195.5
Diluted	190.8	191.5	196.1
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 (GAAP).

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

In millions, except par value	April 1, 2012	December 31, 2011
ASSETS		
Current assets		
Cash and cash equivalents	\$ 1,317	\$ 1,484
Marketable securities	<u>252</u>	<u>277</u>
Total cash, cash equivalents and marketable securities	<u>1,569</u>	<u>1,761</u>
Accounts and notes receivable, net	2,684	2,526

Inventories	2,382	2,141
Prepaid expenses and other current assets	682	663
Total current assets	<u>7,317</u>	<u>7,091</u>
Long-term assets		
Property, plant and equipment	5,416	5,245
Accumulated depreciation	(3,025)	(2,957)
Property, plant and equipment, net	<u>2,391</u>	<u>2,288</u>
Investments and advances related to equity method investees	903	838
Goodwill	342	339
Other intangible assets, net	250	227
Other assets	916	885
Total assets	<u>\$ 12,119</u>	<u>\$ 11,668</u>

LIABILITIES

Current liabilities		
Loans payable	\$ 33	\$ 28
Accounts payable (principally trade)	1,731	1,546
Current portion of accrued product warranty	418	422
Accrued compensation, benefits and retirement costs	289	511
Deferred revenue	211	208
Taxes payable (including taxes on income)	297	282
Other accrued expenses	651	660
Total current liabilities	<u>3,630</u>	<u>3,657</u>
Long-term liabilities		
Long-term debt	650	658
Pensions	157	205
Postretirement benefits other than pensions	428	432
Other liabilities and deferred revenue	896	885
Total liabilities	<u>5,761</u>	<u>5,837</u>

EQUITY

Cummins Inc. shareholders' equity		
Common stock, \$2.50 par value, 500 shares authorized, 222.4 and 222.2 shares issued	2,017	2,001
Retained earnings	6,416	6,038
Treasury stock, at cost, 30.2 and 30.2 shares	(1,590)	(1,587)
Common stock held by employee benefits trust, at cost, 1.7 and 1.8 shares	(20)	(22)
Accumulated other comprehensive loss		
Defined benefit postretirement plans	(713)	(724)
Other	(100)	(214)
Total accumulated other comprehensive loss	<u>(813)</u>	<u>(938)</u>
Total Cummins Inc. shareholders' equity	6,010	5,492
Noncontrolling interests	348	339
Total equity	<u>6,358</u>	<u>5,831</u>
Total liabilities and equity	<u>\$ 12,119</u>	<u>\$ 11,668</u>

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

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

In millions	Three months ended	
	April 1, 2012	March 27, 2011
CASH FLOWS FROM OPERATING ACTIVITIES		
Consolidated net income	\$ 475	\$ 365
Adjustments to reconcile consolidated net income to net cash provided by operating activities		
Depreciation and amortization	85	79

Deferred income taxes	(27)	21
Equity in income of investees, net of dividends	(59)	(62)
Pension contributions in excess of expense	(27)	(24)
Other post-retirement benefits payments in excess of expense	(4)	(5)
Stock-based compensation expense	7	5
Excess tax benefits on stock-based awards	(11)	(2)
Translation and hedging activities	10	4
Changes in current assets and liabilities, net of acquisitions		
Accounts and notes receivable	(135)	(306)
Inventories	(209)	(210)
Other current assets	(28)	(2)
Accounts payable	148	251
Accrued expenses	(196)	(28)
Changes in other liabilities and deferred revenue	29	24
Other, net	(37)	(22)
Net cash provided by operating activities	<u>21</u>	<u>88</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Capital expenditures	(126)	(91)
Investments in internal use software	(16)	(10)
Investments in and advances to equity investees	(5)	(21)
Acquisition of businesses, net of cash acquired	(5)	-
Investments in marketable securities—acquisitions	(146)	(101)
Investments in marketable securities—liquidations	184	134
Cash flows from derivatives not designated as hedges	11	4
Other, net	1	7
Net cash used in investing activities	<u>(102)</u>	<u>(78)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from borrowings	12	38
Payments on borrowings and capital lease obligations	(38)	(45)
Net borrowings (payments) under short-term credit agreements	-	1
Distributions to noncontrolling interests	(22)	(21)
Dividend payments on common stock	(77)	(51)
Repurchases of common stock	(8)	(190)
Excess tax benefits on stock-based awards	11	2
Other, net	9	4
Net cash used in financing activities	<u>(113)</u>	<u>(262)</u>
EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS	<u>27</u>	<u>8</u>
Net increase (decrease) in cash and cash equivalents	(167)	(244)
Cash and cash equivalents at beginning of year	1,484	1,023
CASH AND CASH EQUIVALENTS AT END OF PERIOD	<u>\$ 1,317</u>	<u>\$ 779</u>

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

CUMMINS INC. AND SUBSIDIARIES
SEGMENT INFORMATION
(Unaudited)

In millions	Engine	Components	Power Generation	Distribution	Non-segment Items ⁽¹⁾	Total
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 December 31, 2011

External sales	\$ 2,628	\$ 781	\$ 682	\$ 830	\$ -	\$4,921
Intersegment sales	433	311	238	4	(986)	-
Total sales	3,061	1,092	920	834	(986)	4,921
Depreciation and amortization ⁽²⁾	46	18	10	8	-	82
Research, development and engineering expenses	112	49	17	1	-	179
Equity, royalty and interest income from investees	40	7	10	44	-	101
Interest income	4	2	2	1	-	9
Segment EBIT	368	132	87	87	94	768

Three months ended March 27, 2011

External sales	\$ 2,006	\$ 660	\$ 557	\$ 637	\$ -	\$3,860
Intersegment sales	385	264	238	5	(892)	-
Total sales	2,391	924	795	642	(892)	3,860
Depreciation and amortization ⁽²⁾	45	18	10	6	-	79
Research, development and engineering expenses	80	37	11	1	-	129
Equity, royalty and interest income from investees	42	8	8	38	-	96
Interest income	3	1	1	1	-	6
Segment EBIT	290	105	89	89	(41)	532

- (1) Includes intersegment sales and profit in inventory eliminations and unallocated corporate expenses. There were no significant unallocated corporate expenses for the three month periods ended April 1, 2012 and March 27, 2011. For the three months ended December 31, 2011, unallocated corporate expenses include a \$53 million gain (\$33 million after-tax) recorded for the sale of certain assets and liabilities of our light-duty filtration business from our Components segment and a \$38 million gain (\$24 million after-tax) related to flood damage recoveries from the insurance settlement regarding a June 2008 flood in Southern Indiana.
- (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:

In millions	Three months ended		
	April 1, 2012	December 31, 2011	March 27, 2011
Segment EBIT	\$ 658	\$ 768	\$ 532
Less			
Interest expense	8	10	10
Income before income taxes	\$ 650	\$ 758	\$ 522

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 interim reporting periods was as follows:

In millions	Three months ended		
	April 1, 2012	December 31, 2011	March 27, 2011
Distribution Entities			
North American distributors	\$ 40	\$ 34	\$ 30

Komatsu Cummins Chile, Ltda.	5	6	4
All other distributors	1	1	1
Manufacturing Entities			
Chongqing Cummins Engine Company, Ltd.	18	17	12
Dongfeng Cummins Engine Company, Ltd.	16	16	23
Cummins Westport, Inc.	5	6	1
Tata Cummins, Ltd.	4	5	4
Shanghai Fleetguard Filter Co., Ltd.	3	3	4
Valvoline Cummins, Ltd.	2	1	2
Komatsu manufacturing alliances	(1)	2	2
Beijing Foton Cummins Engine Co., Ltd.	(2)	(2)	(2)
All other manufacturers	1	2	6
Cummins share of net income	92	91	87
Royalty and interest income	12	10	9
Equity, royalty and interest income from investees	<u>\$ 104</u>	<u>\$ 101</u>	<u>\$ 96</u>

NOTE 2. INCOME TAXES

Our effective tax rate for the year is expected to approximate 27 percent, absent any discrete period activity. 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 tax rate for the three month period ended April 1, 2012, was 27 percent.

Our effective tax rate for the three months ended March 27, 2011, was 30 percent. The decrease in the 2012 effective tax rate compared to 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 period presented as it illustrates our operating performance without regard to special items including the gains related to the sale of certain assets and liabilities and flood insurance recovery. 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. The following table reconciles net income attributable to Cummins Inc. to net income attributable to Cummins Inc. excluding special items for the quarters ended April 1, 2012, December 31, 2011 and March 27, 2011.

In millions	Three months ended					
	April 1, 2012		December 31, 2011		March 27, 2011	
	Net Income	Diluted EPS	Net Income	Diluted EPS	Net Income	Diluted EPS
Net income attributable to Cummins Inc.	\$ 455	\$ 2.38	\$ 548	\$ 2.86	\$ 343	\$ 1.75
Subtract						
Gain on sale of business (1)	-	-	33	0.17	-	-
Flood insurance recovery (1)	-	-	24	0.13	-	-

Net income attributable to Cummins Inc. excluding special items	<u>\$ 455</u>	<u>\$ 2.38</u>	<u>\$ 491</u>	<u>\$ 2.56</u>	<u>\$ 343</u>	<u>\$ 1.75</u>
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(1)The gains have been excluded from operating results as they were not considered in our evaluation of performance for the quarter ended December 31, 2011.

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

Earnings before interest expense, taxes and noncontrolling interests

We define EBIT as earnings or loss 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:

In millions	<u>Three months ended</u>		
	<u>April 1, 2012</u>	<u>December 31, 2011</u>	<u>March 27, 2011</u>
Earnings before interest expense, income taxes and special items	<u>\$ 658</u>	<u>\$ 677</u>	<u>\$ 532</u>
<i>Earnings before interest expense, income taxes and special items as a percentage of net sales</i>	14.7%	13.8%	13.8%
Add			
Gain on sale of business	-	53	-
Flood insurance recovery	-	38	-
Earnings before interest expense and income taxes	<u>\$ 658</u>	<u>\$ 768</u>	<u>\$ 532</u>
<i>EBIT as a percentage of net sales</i>	14.7%	15.6%	13.8%
Less			
Interest expense	8	10	10
Income tax expense	<u>175</u>	<u>186</u>	<u>157</u>
Consolidated net income	<u>475</u>	<u>572</u>	<u>365</u>
Less			
Net income attributable to noncontrolling interests	<u>20</u>	<u>24</u>	<u>22</u>
Net income attributable to Cummins Inc.	<u>\$ 455</u>	<u>\$ 548</u>	<u>\$ 343</u>
<i>Net income attributable to Cummins Inc. as a percentage of net sales</i>	10.2%	11.1%	8.9%

**CUMMINS INC. AND SUBSIDIARIES
SEGMENT INFORMATION
(Unaudited)**

Engine segment net sales by market

2012

In millions	Q1	Q2	Q3	Q4	YTD
Heavy-duty truck	\$ 892	\$ -	\$ -	\$ -	\$ 892
Medium-duty truck and bus	526	-	-	-	526
Light-duty automotive and RV	286	-	-	-	286
Industrial	861	-	-	-	861
Stationary power	294	-	-	-	294
Total sales	<u>\$2,859</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 2,859</u>

2011

In millions	Q1	Q2	Q3	Q4	YTD
Heavy-duty truck	\$ 485	\$ 693	\$ 748	\$ 865	\$ 2,791
Medium-duty truck and bus	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	-	-	-	109,000
Heavy-duty	36,000	-	-	-	36,000
High-horsepower	5,500	-	-	-	5,500
Total units	<u>150,500</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>150,500</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 SEGMENT INFORMATION (Unaudited)

Component segment sales by business

2012

In millions	Q1	Q2	Q3	Q4	YTD
Emission solutions	\$ 404	\$ -	\$ -	\$ -	\$ 404
Turbo technologies	298	-	-	-	298
Filtration	270	-	-	-	270
Fuel systems	127	-	-	-	127
Total sales	<u>\$1,099</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$1,099</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	Q1	Q2	Q3	Q4	YTD
Power products	\$ 375	\$ -	\$ -	\$ -	\$ 375
Power systems	188	-	-	-	188
Generator technologies	141	-	-	-	141
Power solutions	76	-	-	-	76
Total sales	<u>\$ 780</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 780</u>

2011

In millions	Q1	Q2	Q3	Q4	YTD
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	YTD
Power products	\$1,465
Power systems	616
Generator technologies	550
Power solutions	288
Total sales	<u>\$2,919</u>

**CUMMINS INC. AND SUBSIDIARIES
SEGMENT INFORMATION
(Unaudited)**

Distribution segment sales by product

2012

In millions	Q1	Q2	Q3	Q4	YTD
Parts and filtration	\$288	\$ -	\$ -	\$ -	\$ 288
Power generation	186	-	-	-	186
Engines	166	-	-	-	166
Service	135	-	-	-	135
Total sales	<u>\$775</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 775</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.