# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549



# FORM 8-K

## CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report: July 28, 2015

# **CUMMINS INC.**

(Exact name of registrant as specified in its charter)

Indiana (State or other Jurisdiction of Incorporation)

1-4949 (Commission File Number) **35-0257090** (I.R.S. Employer Identification No.)

500 Jackson Street P. O. Box 3005

Columbus, IN 47202-3005 (Principal Executive Office) (Zip Code)

Registrant's telephone number, including area code: (812) 377-5000

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions *kee* General Instruction A.2. below):

[] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

[] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

[] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

[] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 2.02. Results of Operations and Financial Condition.

On July 28, 2015, Cummins Inc. ("Cummins," "the Company," "the registrant," "we," "our," or "us") issued the attached press release reporting its financial results for the second quarter of 2015, which is furnished herewith as Exhibit 99.

The information furnished pursuant to this Item 2.02, including Exhibit 99, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act") or otherwise subject to the liabilities under that Section and shall not be deemed to be incorporated by reference into any filing of the Company under the Securities Act of 1933 or the Exchange Act.

#### Item 9.01. Financial Statements and Exhibits.

(d) The following exhibit is furnished pursuant to Item 2.02 herewith:
99-Press Release dated July 28, 2015

#### SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: July 28, 2015

CUMMINS INC.

/s/ Marsha L. Hunt Marsha L. Hunt Vice President - Corporate Controller (Principal Accounting Officer)

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

		ths ended		
In millions, except per share amounts	J	une 28, 2015	J	une 29, 2014
NET SALES	\$	5,015	\$	4,835
Cost of sales		3,683		3,630
GROSS MARGIN		1,332		1,205
OPERATING EXPENSES AND INCOME				
Selling, general and administrative expenses		537		513
Research, development and engineering expenses		166		179
Equity, royalty and interest income from investees		94		105
Other operating (expense) income, net		—		(6
OPERATING INCOME		723		612
Interest income		6		6
Interest expense		17		15
Other (expense) income, net		(8)		39
INCOME BEFORE INCOME TAXES		704		642
Income tax expense		208		170
CONSOLIDATED NET INCOME		496		472
Less: Net income attributable to noncontrolling interests		25		26
NET INCOME ATTRIBUTABLE TO CUMMINS INC.	\$	471	\$	446
EARNINGS PER COMMON SHARE ATTRIBUTABLE TO CUMMINS INC.				
Basic	\$	2.63	\$	2.44
Diluted	\$	2.62		2.43
WEIGHTED AVERAGE SHARES OUTSTANDING				
Basic		179.2		182.8
Diluted		179.6		183.2
CASH DIVIDENDS DECLARED PER COMMON SHARE	\$	0.78	\$	0.625

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

		Six months ended							
In millions, except per share amounts	J	une 28, 2015	$\mathbf{J}_1$	une 29, 2014					
NET SALES	\$	9,724	\$	9,241					
Cost of sales		7,197		6,937					
GROSS MARGIN		2,527		2,304					
OPERATING EXPENSES AND INCOME									
Selling, general and administrative expenses		1,054		998					
Research, development and engineering expenses		361		369					
Equity, royalty and interest income from investees		162		195					
Other operating (expense) income, net		(3)		(					
OPERATING INCOME		1,271		1,12					
Interest income		11		1					
Interest expense		31		3					
Other income, net		1		4					
INCOME BEFORE INCOME TAXES		1,252		1,153					
Income tax expense		352		323					
CONSOLIDATED NET INCOME		900		83					
Less: Net income attributable to noncontrolling interests		42		4					
NET INCOME ATTRIBUTABLE TO CUMMINS INC.	\$	858	\$	784					
EARNINGS PER COMMON SHARE ATTRIBUTABLE TO CUMMINS INC.									
Basic	\$	4.77	\$	4.2					
Diluted	\$	4.76	\$	4.2					
WEIGHTED AVERAGE SHARES OUTSTANDING									
Basic		179.9		183.:					
Diluted		180.3		183.					
CASH DIVIDENDS DECLARED PER COMMON SHARE	\$	1.56	\$	1.2					
ed basis in accordance with accounting principles generally accepted in the United States of Americ	a								

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

In millions, except par value	J	une 28, 2015	Dec	ember 31, 2014
ASSETS				
Current assets				
Cash and cash equivalents	\$	1,760	\$	2,301
Marketable securities		89		93
Total cash, cash equivalents and marketable securities		1,849		2,394
Accounts and notes receivable, net		3,422		2,946
Inventories		2,986		2,866
Prepaid expenses and other current assets		746		849
Total current assets		9,003		9,05:
Long-term assets				
Property, plant and equipment		7,151		7,123
Accumulated depreciation		(3,498)		(3,437
Property, plant and equipment, net		3,653		3,680
Investments and advances related to equity method investees		995		98
Goodwill		473		479
Other intangible assets, net		339		343
Prepaid pensions		784		63'
Other assets		631		593
Total assets	\$	15,878	\$	15,770
LIABILITIES				
Current liabilities				
Accounts payable (principally trade)	\$	1,974	\$	1,88
Loans payable		70		8
Current portion of accrued product warranty		405		363
Accrued compensation, benefits and retirement costs		432		50
Deferred revenue		402		40
Other accrued expenses		739		75
Current maturities of long-term debt		31		2
Total current liabilities		4,053		4,02
Long-term liabilities				
Long-term debt		1,576		1,589
Postretirement benefits other than pensions		351		36
Pensions		291		28
Other liabilities and deferred revenue		1,393		1,41
Total liabilities	\$	7,664	\$	7,68
EQUITY				
Cummins Inc. shareholders' equity				
Common stock, \$2.50 par value, 500 shares authorized, 222.3 and 222.3 shares issued	\$	2,164	\$	2,13
Retained earnings	φ	10,123	φ	9,54
Treasury stock, at cost, 43.7 and 40.1 shares		(3,350)		(2,84
Common stock held by employee benefits trust, at cost, 1.0 and 1.1 shares		(3,350)		(2,84
Accumulated other comprehensive loss				
Total Cummins Inc. shareholders' equity		(1,071) 7,854		(1,07)
Noncontrolling interests		7,854 360		34
Total equity	\$	8,214	\$	8,093

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

	Six months ended						
In millions		ine 28, 2015	June 29, 2014				
CASH FLOWS FROM OPERATING ACTIVITIES							
Consolidated net income	\$	900	\$	830			
Adjustments to reconcile consolidated net income to net cash provided by operating activities							
Depreciation and amortization		254		217			
Deferred income taxes		(63)		(88			
Equity in income of investees, net of dividends		(68)		(108			
Pension contributions in excess of expense		(122)		(12			
Other post-retirement benefits payments in excess of expense		(15)		(14			
Stock-based compensation expense		17		2			
Translation and hedging activities		27		(9			
Changes in current assets and liabilities, net of acquisitions							
Accounts and notes receivable		(426)		(32			
Inventories		(127)		(22)			
Other current assets		18					
Accounts payable		97		28			
Accrued expenses		(21)		12			
Changes in other liabilities and deferred revenue		133		11			
Other, net		(35)		(			
Let cash provided by operating activities		569		70			
Investments in internal use software Investments in and advances to equity investees		(22) (17)		(2)			
Acquisitions of businesses, net of cash acquired		(15)		(19)			
Investments in marketable securities—acquisitions		(173)		(17			
Investments in marketable securities—liquidations		155		17			
Cash flows from derivatives not designated as hedges		5					
Other, net		14					
Net cash used in investing activities		(300)		(46			
CASH FLOWS FROM FINANCING ACTIVITIES							
Proceeds from borrowings		12		1			
Payments on borrowings and capital lease obligations		(31)		(3			
Net payments under short-term credit agreements		(10)		(4			
Distributions to noncontrolling interests		(14)		(3			
Dividend payments on common stock		(280)		(22			
Repurchases of common stock		(514)		(43			
Other, net		8					
Net cash used in financing activities		(829)		(75			
EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS		19		3			
Net decrease in cash and cash equivalents		(541)		(48			
Cash and cash equivalents at beginning of year		2,301		2,699			
CASH AND CASH EQUIVALENTS AT END OF PERIOD	\$	1,760	\$	2,219			

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

In millions	Engine	Di	stribution		Components		Components		Power Generation				Non- segment Items <sup>(1)</sup>	Total
Three months ended June 28, 2015				_				_						
External sales	\$ 2,058	\$	1,487	5	1,017	\$	453	\$	_	\$ 5,015				
Intersegment sales	739		8		380		294		(1,421)					
Total sales	2,797		1,495		1,397		747		(1,421)	5,015				
Depreciation and amortization <sup>(2)</sup>	60		25		28		13		_	126				
Research, development and engineering expenses	91		3		57		15		_	166				
Equity, royalty and interest income from investees	57		21		8		8		_	94				
Interest income	3		1		1		1		—	6				
Segment EBIT	341		113		223		57		(13)	721				
Segment EBIT as a percentage of total sales	12.2%		7.6%		16.0%		7.6%			14.4%				
Three months ended June 29, 2014														
External sales	\$ 2,178	\$	1,229	\$	953	\$	475	\$	—	\$4,835				
Intersegment sales	566		9	_	327		268		(1,170)					
Total sales	2,744		1,238		1,280		743		(1,170)	4,835				
Depreciation and amortization <sup>(2)</sup>	52		20		26		13		—	111				
Research, development and engineering expenses	105		3		53		18		_	179				
Equity, royalty and interest income from investees	45		42		9		9		_	105				
Interest income	4		_		1		1		—	6				
Segment EBIT	311		126	(3)	185		61		(26)	657				
Segment EBIT as a percentage of total sales	11.3%		10.2%		14.5%		8.2%			13.6%				

<sup>(1)</sup> Includes intersegment sales and profit in inventory eliminations and unallocated corporate expenses. There were no significant unallocated corporate expenses for the three months ended June 28, 2015 and June 29, 2014.

(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."

<sup>(3)</sup> Distribution segment EBIT included gains of \$14 million on the fair value adjustments resulting from the acquisitions of the controlling interests in North American distributors for the three months ended June 29, 2014.

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

In millions	Engine	Distribution Compone		omponents	G	Power Generation		Non- segment Items <sup>(1)</sup>	Total		
Six months ended June 28, 2015				-							
External sales	\$ 3,947	\$	2,956		\$	1,948	\$	873	\$	—	\$9,724
Intersegment sales	1,446		15			748		554		(2,763)	—
Total sales	5,393		2,971			2,696	_	1,427		(2,763)	9,724
Depreciation and amortization <sup>(2)</sup>	118		52			54		29		_	253
Research, development and engineering expenses	205		6			118		32		_	361
Equity, royalty and interest income from investees	87		41			17		17		_	162
Interest income	5		2			2		2		_	11
Segment EBIT	594		201			418		106		(36)	1,283
Segment EBIT as a percentage of total sales	11.0%		6.8%	)		15.5%		7.4%			13.2%
Six months ended June 29, 2014											
External sales	\$ 4,268	\$	2,171		\$	1,875	\$	927	\$	—	\$9,241
Intersegment sales	1,039		17	_		635		455		(2,146)	
Total sales	5,307		2,188			2,510		1,382		(2,146)	9,241
Depreciation and amortization <sup>(2)</sup>	103		36			52		25		—	216
Research, development and engineering expenses	221		5			106		37		—	369
Equity, royalty and interest income from investees	77		83			18		17		_	195
Interest income	6		1			2		2		_	11
Segment EBIT	580		202	(3)		352		86		(35)	1,185
Segment EBIT as a percentage of total sales	10.9%		9.2%			14.0%		6.2%			12.8%

(1) Includes intersegment sales and profit in inventory eliminations and unallocated corporate expenses. There were no significant unallocated corporate expenses for the six months ended June 28, 2015 and June 29, 2014.

(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." The amortization of debt discount and deferred costs were \$1 million and \$1 million for the six months ended June 28, 2015 and June 29, 2014, respectively.

<sup>(3)</sup> Distribution segment EBIT included gains of \$20 million on the fair value adjustments resulting from the acquisitions of the controlling interests in North American distributors for the six months ended June 29, 2014.

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

	Three mo	nths	ended		Six mont	ths ended			
In millions	ine 28, 2015		June 29, 2014	Jı	ine 28, 2015	June 29, 2014			
Total EBIT	\$ 721	\$	657	\$	1,283	\$	1,185		
Less: Interest expense	17		15		31		32		
Income before income taxes	\$ 704	\$	642	\$	1,252	\$	1,153		

#### 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 reporting periods was as follows:

		Three mo	nths	ended	Six months ended					
In millions	June 28, June 29, 2015 2014			,	June 28, 2015			June 29, 2014		
Distribution Entities										
North American distributors	\$	8	\$	30	\$	18	\$	62		
Komatsu Cummins Chile, Ltda.		8		8		15		14		
All other distributors		_		1		1		2		
Manufacturing Entities										
Dongfeng Cummins Engine Company, Ltd.		15		22		29		36		
Beijing Foton Cummins Engine Co., Ltd. (Light-duty)		15		8		23		14		
Chongqing Cummins Engine Company, Ltd.		11		15		23		26		
Beijing Foton Cummins Engine Co., Ltd. (Heavy-duty)		7		(7)		6		(13)		
All other manufacturers		21		19		28		34		
Cummins share of net income		85		96		143		175		
Royalty and interest income		9		9		19		20		
Equity, royalty and interest income from investees	\$	94	\$	105	\$	162	\$	195		

#### NOTE 2. INCOME TAXES

The effective tax rate for the three and six month periods ended June 28, 2015, was 29.5 percent and 28.1 percent, respectively. The six month tax rate included an \$18 million discrete tax benefit to reflect the release of reserves for uncertain tax positions related to a favorable federal audit settlement.

#### 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 it illustrates our operating performance without regard to special items including tax adjustments. 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. The following table reconciles net income attributable to Cummins Inc. to net income attributable to Cummins Inc. excluding special items for the following periods:

		Six months ended										
		June 28, 2015				June 29, 2014						
In millions	Net	Income	Dilu	ted EPS	Net	Income	Diluted EPS					
Net income attributable to Cummins Inc.	\$	858	\$	4.76	\$	784	\$	4.26				
Less												
Tax items		18		0.10		_		—				
Net income attributable to Cummins Inc. excluding special items	\$	840	\$	4.66	\$	784	\$	4.26				

#### 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, GAAP 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:

		Three more	nths en	Six months ended					
In millions	June 28, 2015 June 29, 20					e 28, 2015	Jun	e 29, 2014	
Earnings before interest expense and income taxes	\$	721	\$	657	\$	1,283	\$	1,185	
EBIT as a percentage of net sales		14.4%		13.6%		13.2%		12.8%	
Less									
Interest expense		17		15		31		32	
Income tax expense		208		170		352		323	
Consolidated net income		496		472		900		830	
Less									
Net income attributable to noncontrolling interests		25		26		42		46	
Net income attributable to Cummins Inc.	\$	471	\$	446	\$	858	\$	784	
Net income attributable to Cummins Inc. as a percentage of net sales		9.4%		9.2%		8.8%		8.5%	

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

#### Engine Segment Net Sales by Market

In the first quarter of 2015, our Engine segment reorganized its reporting structure to include the following markets: heavy-duty truck, medium-duty truck and bus, light-duty automotive (pickup and light commercial vehicle), industrial and stationary power. Sales by market for our Engine segment by business (including 2014 and 2013 reorganized balances) were as follows:

2015										
In millions	Q1		Q1 Q2		Q3			Q4	YTD	
Heavy-duty truck	\$	757	\$	875	\$	_	\$	_	\$	1,632
Medium-duty truck and bus		608		674		—		—		1,282
Light-duty automotive		381		354		—		—		735
Industrial		616		624		—		—		1,240
Stationary power		234		270		—		—		504
Total sales	\$	2,596	\$	2,797	\$	_	\$		\$	5,393

2014	
In millions	

In millions	 Q1	 Q2	Q3	Q4	YTD
Heavy-duty truck	\$ 718	\$ 769	\$ 801	\$ 784	\$ 3,072
Medium-duty truck and bus	575	605	599	652	2,431
Light-duty automotive	391	392	396	388	1,567
Industrial	669	739	768	775	2,951
Stationary power	210	239	252	240	941
Total sales	\$ 2,563	\$ 2,744	\$ 2,816	\$ 2,839	\$ 10,962

VTD
YTD
\$ 2,618
2,064
1,465
2,921
945
\$ 10,013
\$

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

#### 2015

Units	Q1	Q2	Q3	Q4	YTD
Mid-range	112,400	120,000			232,400
Heavy-duty	28,700	32,800	—	—	61,500
High-horsepower	3,500	3,700	—	—	7,200
Total units	144,600	156,500			301,100

#### 2014

Q1	Q2	Q3	Q4	YTD
118,900	118,700	117,700	115,900	471,200
28,800	30,300	32,300	30,700	122,100
3,400	3,900	3,900	3,600	14,800
151,100	152,900	153,900	150,200	608,100
	118,900 28,800 3,400	118,900     118,700       28,800     30,300       3,400     3,900	118,900     118,700     117,700       28,800     30,300     32,300       3,400     3,900     3,900	118,900     118,700     117,700     115,900       28,800     30,300     32,300     30,700       3,400     3,900     3,900     3,600

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

## Distribution Segment Sales by Business

Component Segment Sales by

2015										
In millions		Q1		Q2		Q3		Q4		YTD
Parts and filtration	\$	573	\$	598	\$	_	\$	_	\$	1,171
Engines		321		318		_		_		639
Power generation		298		272		—		—		570
Service		284		307		—		—		591
Total sales	\$	1,476	\$	1,495	\$	_	\$	_	\$	2,971
2014										
In millions		Q1		Q2		Q3		Q4		YTD
Parts and filtration	\$	382	\$	461	\$	491	\$	590	\$	1,924
Engines		174		249		270		368		1,061
Power generation		193		278		279		413		1,163
Service		201		250		252		323		1,026
Total sales	\$	950	\$	1,238	\$	1,292	\$	1,694	\$	5,174
usiness		,,,,,		1,230	<u> </u>		-			
usiness 2015	φ <u></u>		Ψ		<u> </u>		<u> </u>	,		
usiness 2015 In millions		Q1		Q2	-	Q3		Q4	-	YTD
usiness 2015 In millions Emission Solutions	\$	Q1 613	\$	Q2 679	\$		\$	,	\$	<b>YTD</b> 1,292
usiness 2015 In millions Emission Solutions Turbo Technologies		Q1 613 301		Q2 679 307	-			,	\$	<b>YTD</b> 1,292 608
usiness 2015 In millions Emission Solutions Turbo Technologies Filtration		Q1 613 301 255		Q2 679 307 266	-			,	\$	<b>YTD</b> 1,292 608 521
usiness 2015 In millions Emission Solutions Turbo Technologies Filtration Fuel systems	\$	Q1 613 301 255 130	\$	Q2 679 307 266 145	\$		\$	,		<b>YTD</b> 1,292 608 521 275
usiness 2015 In millions Emission Solutions Turbo Technologies Filtration		Q1 613 301 255		Q2 679 307 266	-			,	\$	<b>YTD</b> 1,292 608 521 275
usiness 2015 In millions Emission Solutions Turbo Technologies Filtration Fuel systems	\$	Q1 613 301 255 130	\$	Q2 679 307 266 145	\$		\$	,		<b>YTD</b> 1,292 608 521 275
usiness 2015 In millions Emission Solutions Turbo Technologies Filtration Fuel systems Total sales	\$	Q1 613 301 255 130	\$	Q2 679 307 266 145 1,397 Q2	\$		\$	,	\$	<b>YTD</b> 1,292 608 521 275
usiness 2015 In millions Emission Solutions Turbo Technologies Filtration Fuel systems Total sales 2014	\$	Q1 613 301 255 130 1,299	\$	Q2 679 307 266 145 1,397	\$	Q3	\$	Q4 — — — Q4 620		<b>YTD</b> 1,292 608 521 275 2,696
usiness 2015 In millions Emission Solutions Turbo Technologies Filtration Fuel systems Total sales 2014 In millions	\$	Q1 613 301 255 130 1,299 Q1	\$	Q2 679 307 266 145 1,397 Q2	\$	Q3	\$	Q4	\$	YTD 1,292 608 521 275 2,696 YTD 2,343
usiness 2015 In millions Emission Solutions Turbo Technologies Filtration Fuel systems Total sales 2014 In millions Emission Solutions	\$	Q1 613 301 255 130 1,299 Q1 2543 313 265	\$	Q2 679 307 266 145 1,397 Q2 582	\$	Q3	\$	Q4 — — — — — Q4 620 305 267	\$	YTD 1,292 608 521 275 2,696 YTD 2,343 1,222 1,075
usiness 2015 In millions Emission Solutions Turbo Technologies Filtration Fuel systems Total sales 2014 In millions Emission Solutions Turbo Technologies	\$	Q1 613 301 255 130 1,299 Q1 Q1 543 313	\$	Q2 679 307 266 145 1,397 Q2 Q2 582 307	\$	Q3	\$	Q4 — — — — Q4 620 305	\$	YTD 1,292 608 521 275 2,696 YTD

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

#### Power Generation Segment Sales by Business

In the first quarter of 2015, our Power Generation segment reorganized its reporting structure to include the following businesses: power systems, alternators and power solutions. Sales for our Power Generation segment by business (including 2014 and 2013 reorganized balances) were as follows:

2015						
In millions		Q1	Q2	Q3	Q4	YTD
Power systems		\$ 543	\$ 611	\$ _	\$ —	\$ 1,154
Alternators		98	92	_	_	190
Power solutions		 39	 44	 _		 83
Total sales		\$ 680	\$ 747	\$ 	\$ 	\$ 1,427
2014						
In millions		Q1	Q2	Q3	Q4	YTD
Power systems		\$ 510	\$ 586	\$ 598	\$ 606	\$ 2,300
Alternators		105	126	115	103	449
Power solutions		 24	 31	 41	 51	 147
Total sales		\$ 639	\$ 743	\$ 754	\$ 760	\$ 2,896
	2013					
In millions		YTD				
Power systems		\$ 2,381				
Alternators		496				
Power solutions		154				

3,031

\$

Total sales

# **News Release**



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## For Immediate Release

July 28, 2015

## **Cummins Announces Second Quarter 2015 Results**

- Second quarter revenues of \$5.0 billion, EBIT of 14.4 percent of sales
- Full year revenue expected to grow between 2 and 4 percent and EBIT to be in the range of 13.5 to 14.0 percent of sales

COLUMBUS, IND. - Cummins Inc. (NYSE: CMI) today reported results for the second quarter of 2015. Second quarter revenue of \$5.0 billion increased 4 percent from the same quarter in 2014. The increase year-over-year was driven by stronger demand in on-highway markets and distributor acquisitions in North America. Currency negatively impacted revenues by 4 percent compared to last year, primarily due to a stronger US dollar.

Revenues in North America increased 12 percent while international sales declined by 6 percent. Within international markets, sales in Brazil fell the most due to the weak economy.

Earnings before interest and taxes (EBIT) increased to \$721 million for the second quarter or 14.4 percent of sales, up from \$657 million or 13.6 percent of sales a year ago

Net income attributable to Cummins grew 6 percent in the second quarter to \$471 million (\$2.62 per diluted share), compared to \$446 million (\$2.43 per diluted share) in the second quarter of 2014. The tax rate in the second quarter of 2015, including discrete items, was 29.5 percent.

"We delivered strong results in the second quarter, despite challenging economic conditions in a number of international markets, and we increased cash returned to shareholders," said Cummins Chairman and CEO Tom Linebarger. "Earnings improved as a result of good performance by our manufacturing and supply chain organizations and solid execution on material cost reduction initiatives. We returned \$517 million to shareholders in the form of dividends and share repurchases in the second quarter and we recently announced a 25 percent increase in our quarterly dividend."

Based on the current forecast, Cummins expects full year 2015 revenues to grow between 2 and 4 percent, and EBIT to be in the range of 13.5 to 14.0 percent of sales.

Other recent highlights:

• For the ninth consecutive year, Cummins was named one of the Top 50 Companies for Diversity by *Diversity Inc.* 

- The Company announced new environmental sustainability goals and pledged to reach an annual reduction of 3.5 million metric tons of carbon dioxide (CO<sub>2</sub>) by 2020, which equates to 350 million gallons of fuel.
- John Wall, Cummins' Vice President Chief Technical Officer, was honored by the California Air Resources Board with the Haagen-Smit Clean Air Award, which recognizes outstanding lifetime achievement in air-quality research, science and technology.
- For the fourth consecutive year, Cummins was recognized as a Top 25 Supply Chain company by Gartner.
- Cummins announced that John Wall, Vice President Chief Technical Officer, will be retiring after nearly 30 years with the Company and that Jennifer Rumsey, Vice President of Engineering for Cummins' Engine Business, will take Wall's place.
- The Company announced a 25 percent increase in its quarterly dividend.

## Second quarter 2015 detail (all comparisons to same period in 2014)

## Engine Segment

- Sales \$2.8 billion, up 2 percent.
- Segment EBIT \$341 million, or 12.2 percent of sales, compared to \$311 million or 11.3 percent of sales.
- Strong demand in North American truck and bus markets was partially offset by weaker demand in global industrial markets and lower truck demand in Brazil.

## **Distribution Segment**

- Sales \$1.5 billion, up 21 percent, down 6 percent excluding acquisitions.
- Segment EBIT \$113 million, or 7.6 percent of sales, compared to \$126 million or 10.2 percent of sales.
- Currency movements negatively impacted sales by 6 percent.
- Results in the second quarter of 2014 included a gain of \$14 million related to the acquisition of distributors in North America.

## Components Segment

- Sales \$1.4 billion, up 9 percent.
- Segment EBIT \$223 million, or 16.0 percent of sales, compared to \$185 million or 14.5 percent of sales.
- Stronger demand in on-highway markets in North America, Europe, and China more than offset weakness in Brazil.

## Power Generation Segment

- Sales \$747 million, up 1 percent.
- Segment EBIT \$57 million, or 7.6 percent of sales, compared to \$61 million, or 8.2 percent of sales.
- Increased international sales in the Middle East, Asia Pacific and India more than offset lower sales in North America and a 4 percent reduction in revenues due to currency movements.

#### **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 54,600 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 7,200 dealer locations. Cummins earned \$1.65 billion on sales of \$19.2 billion in 2014. Press releases can be found on the Web at <a href="http://www.cummins.com">www.cummins.com</a>. Follow Cummins on Twitter at <a href="http://www.twitter.com/cummins">www.cummins.com</a>. Follow Cummins on YouTube at <a href="http://www.www.twitter.com/cummins.com">www.twitter.com/cummins.com</a>.

#### 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 2015. 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 2014 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, 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 <a href="http://www.sec.gov">http://www.sec.gov</a> or at <a href="http://ww

#### 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 . 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.