

CUMMINS INC  
Form 8-K  
July 30, 2013  
**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, DC 20549**

**FORM 8-K**

**CURRENT REPORT**

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

**Date of Report:** July 30, 2013

**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 (*see* 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)

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- 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 30, 2013, Cummins Inc. ( Cummins, the Company, the registrant, we, our, or us ) issued the attached release reporting its financial results for the second quarter of 2013. A copy of Cummins' press release is attached hereto as Exhibit 99 and hereby incorporated by reference.

**Item 9.01. Financial Statements and Exhibits.**

(d) The following exhibit is furnished pursuant to Item 2.02 herewith:

99-Press Release dated July 30, 2013

**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 30, 2013

CUMMINS INC.  
**/s/ Marsha L. Hunt**

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

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

In millions, except per share amounts	Three months ended		
	June 30, 2013	March 31, 2013	July 1, 2012
<b>NET SALES</b>	<b>\$ 4,525</b>	<b>\$ 3,922</b>	<b>\$ 4,452</b>
Cost of sales	<b>3,372</b>	2,965	3,242
<b>GROSS MARGIN</b>	<b>1,153</b>	957	1,210
<b>OPERATING EXPENSES AND INCOME</b>			
Selling, general and administrative expenses	<b>484</b>	444	487
Research, development and engineering expenses	<b>177</b>	182	187
Equity, royalty and interest income from investees (Note 1)	<b>108</b>	82	104
Other operating income (expense), net	<b>10</b>	1	8
<b>OPERATING INCOME</b>	<b>610</b>	414	648
Interest income	<b>10</b>	5	7
Interest expense	<b>8</b>	6	8
Other income (expense), net	<b>1</b>	18	14
<b>INCOME BEFORE INCOME TAXES</b>	<b>613</b>	431	661
Income tax expense (Note 2)	<b>172</b>	119	166
<b>CONSOLIDATED NET INCOME</b>	<b>441</b>	312	495
Less: Net income attributable to noncontrolling interests	<b>27</b>	30	26
<b>NET INCOME ATTRIBUTABLE TO CUMMINS INC.</b>	<b>\$ 414</b>	<b>\$ 282</b>	<b>\$ 469</b>
<b>EARNINGS PER COMMON SHARE ATTRIBUTABLE TO CUMMINS INC.</b>			
Basic	<b>\$ 2.20</b>	\$ 1.50	\$ 2.47
Diluted	<b>\$ 2.20</b>	\$ 1.49	\$ 2.47
<b>WEIGHTED AVERAGE SHARES OUTSTANDING</b>			
Basic	<b>187.8</b>	188.4	189.8
Diluted	<b>188.2</b>	188.8	190.1
<b>CASH DIVIDENDS DECLARED PER COMMON SHARE</b>	<b>\$ 0.50</b>	\$ 0.50	\$ 0.40

(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)**

<b>In millions, except per share amounts</b>	<b>Six months ended</b>	
	<b>June 30, 2013</b>	<b>July 1, 2012</b>
<b>NET SALES</b>	<b>\$ 8,447</b>	<b>\$ 8,924</b>
Cost of sales	<b>6,337</b>	6,516
<b>GROSS MARGIN</b>	<b>2,110</b>	2,408
<b>OPERATING EXPENSES AND INCOME</b>		
Selling, general and administrative expenses	<b>928</b>	962
Research, development and engineering expenses	<b>359</b>	368
Equity, royalty and interest income from investees (Note 1)	<b>190</b>	208
Other operating income (expense), net	<b>11</b>	10
<b>OPERATING INCOME</b>	<b>1,024</b>	1,296
Interest income	<b>15</b>	15
Interest expense	<b>14</b>	16
Other income (expense), net	<b>19</b>	16
<b>INCOME BEFORE INCOME TAXES</b>	<b>1,044</b>	1,311
Income tax expense (Note 2)	<b>291</b>	341
<b>CONSOLIDATED NET INCOME</b>	<b>753</b>	970
Less: Net income attributable to noncontrolling interests	<b>57</b>	46
<b>NET INCOME ATTRIBUTABLE TO CUMMINS INC.</b>	<b>\$ 696</b>	\$ 924
<b>EARNINGS PER COMMON SHARE ATTRIBUTABLE TO CUMMINS INC.</b>		
Basic	<b>\$ 3.70</b>	\$ 4.86
Diluted	<b>\$ 3.69</b>	\$ 4.85
<b>WEIGHTED AVERAGE SHARES OUTSTANDING</b>		
Basic	<b>188.1</b>	190.1
Diluted	<b>188.5</b>	190.5
<b>CASH DIVIDENDS DECLARED PER COMMON SHARE</b>	<b>\$ 1.00</b>	\$ 0.80

(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)**

<b>In millions, except par value</b>	<b>June 30, 2013</b>	<b>December 31, 2012</b>
<b>ASSETS</b>		
Current assets		
Cash and cash equivalents	\$ 1,382	\$ 1,369
Marketable securities	205	247
Total cash, cash equivalents and marketable securities	1,587	1,616
Accounts and notes receivable, net	2,745	2,475
Inventories	2,475	2,221
Prepaid expenses and other current assets	597	855
Total current assets	7,404	7,167
Long-term assets		
Property, plant and equipment	6,077	5,876
Accumulated depreciation	(3,195)	(3,152)
Property, plant and equipment, net	2,882	2,724
Investments and advances related to equity method investees	924	897
Goodwill	450	445
Other intangible assets, net	360	369
Other assets	1,028	946
Total assets	\$ 13,048	\$ 12,548
<b>LIABILITIES</b>		
Current liabilities		
Loans payable	\$ 40	\$ 16
Accounts payable (principally trade)	1,669	1,339
Current maturities of long-term debt	43	61
Current portion of accrued product warranty	393	386
Accrued compensation, benefits and retirement costs	348	400
Deferred revenue	243	215
Taxes payable (including taxes on income)	159	173
Other accrued expenses	567	546
Total current liabilities	3,462	3,136
Long-term liabilities		
Long-term debt	754	698
Postretirement benefits other than pensions	414	432
Other liabilities and deferred revenue	1,325	1,308
Total liabilities	5,955	5,574
<b>EQUITY</b>		
Cummins Inc. shareholders' equity		
Common stock, \$2.50 par value, 500 shares authorized, 222.3 and 222.4 shares issued	2,082	2,058
Retained earnings	7,850	7,343
Treasury stock, at cost, 35.0 and 32.6 shares	(2,112)	(1,830)

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Common stock held by employee benefits trust, at cost, 1.4 and 1.5 shares	(17)	(18)
Accumulated other comprehensive loss		
Defined benefit postretirement plans	(754)	(794)
Other	(345)	(156)
Total accumulated other comprehensive loss	(1,099)	(950)
Total Cummins Inc. shareholders' equity	6,704	6,603
Noncontrolling interests	389	371
Total equity	7,093	6,974
Total liabilities and equity	\$ 13,048	\$ 12,548

(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)**

<b>In millions</b>	<b>Six months ended</b>	
	<b>June 30, 2013</b>	<b>July 1, 2012</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Consolidated net income	\$ 753	\$ 970
Adjustments to reconcile consolidated net income to net cash provided by operating activities		
Restructuring payments, net	(23)	-
Depreciation and amortization	200	171
Gain on sale of businesses	-	(6)
Gain on fair value adjustment for consolidated investees	(12)	-
Deferred income taxes	20	(39)
Equity in income of investees, net of dividends	(57)	(25)
Pension contributions in excess of expense	(78)	(52)
Other post-retirement benefits payments in excess of expense	(15)	(7)
Stock-based compensation expense	19	21
Excess tax benefits on stock-based awards	(8)	(11)
Translation and hedging activities	3	7
Changes in current assets and liabilities, net of acquisitions:		
Accounts and notes receivable	(265)	(116)
Inventories	(184)	(439)
Other current assets	214	(47)
Accounts payable	310	61
Accrued expenses	(87)	(173)
Changes in other liabilities and deferred revenue	100	103
Other, net	70	(21)
Net cash provided by operating activities	960	397
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Capital expenditures	(275)	(266)
Investments in internal use software	(24)	(40)
Investments in and advances to equity investees	(4)	(40)
Acquisition of businesses, net of cash acquired	(134)	(12)
Investments in marketable securities acquisitions	(243)	(276)
Investments in marketable securities liquidations	280	280
Cash flows from derivatives not designated as hedges	(23)	1
Other, net	12	3
Net cash used in investing activities	(411)	(350)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from borrowings	2	46
Payments on borrowings and capital lease obligations	(51)	(75)
Net borrowings under short-term credit agreements	56	3
Distributions to noncontrolling interests	(28)	(32)
Dividend payments on common stock	(189)	(152)



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Repurchases of common stock	<b>(289)</b>	(196)
Excess tax benefits on stock-based awards	<b>8</b>	11
Other, net	<b>18</b>	9
Net cash used in financing activities	<b>(473)</b>	(386)
<b>EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS</b>	<b>(63)</b>	-
Net increase (decrease) in cash and cash equivalents	<b>13</b>	(339)
Cash and cash equivalents at beginning of year	<b>1,369</b>	1,484
<b>CASH AND CASH EQUIVALENTS AT END OF PERIOD</b>	<b>\$ 1,382</b>	\$ 1,145

(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)

In millions	Engine	Power Components	Generation	Distribution	Non-segment Items <sup>(1)</sup>	Total
<b>Three months ended June 30, 2013</b>						
External sales	\$ 2,209	\$ 786	\$ 583	\$ 947	\$ -	\$ 4,525
Intersegment sales	447	331	231	7	(1,016)	-
Total sales	2,656	1,117	814	954	(1,016)	4,525
Depreciation and amortization <sup>(2)</sup>	51	23	12	15	-	101
Research, development and engineering expenses	102	57	17	1	-	177
Equity, royalty and interest income from investees	52	9	10	37	-	108
Interest income	7	-	2	1	-	10
Segment EBIT	339	136	76	100 <sup>(3)</sup>	(30)	621
Segment EBIT as a percentage of total sales	12.8%	12.2%	9.3%	10.5%		13.7%
<b>Three months ended March 31, 2013</b>						
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%
<b>Three months ended July 1, 2012</b>						
External sales	\$ 2,381	\$ 710	\$ 572	\$ 789	\$ -	\$ 4,452
Intersegment sales	460	326	337	5	(1,128)	-

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Total sales	2,841	1,036	909	794	(1,128)	4,452
Depreciation and amortization <sup>(2)</sup>	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
Segment EBIT as a percentage of total sales	13.2%	11.2%	10.3%	11.6%		15.0%

- (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 June 30, 2013 and March 31, 2013. The three months ended July 1, 2012, include a \$6 million gain (\$4 million after-tax) related to adjustments from our 2011 divestitures within the Components segment. The gain has been excluded from segment results as it was not considered in our evaluation of operating results for the corresponding periods. There were no other significant unallocated corporate expenses.
- (2) Depreciation and amortization as shown on a segment basis excludes the amortization of debt discount that is included in the *Condensed Consolidated Statements of Income* as Interest expense.
- (3) Distribution segment EBIT includes a \$7 million gain on the fair value adjustment resulting from the acquisition of a controlling interest in Cummins Northwest LLC for the three months ended March 31, 2013 and a \$5 million gain on the fair value adjustment resulting from the acquisition of a controlling interest in Cummins Rocky Mountain LLC for the three months ended June 30, 2013.

## CUMMINS INC. AND SUBSIDIARIES

## SEGMENT INFORMATION

(Unaudited)

In millions	Engine	Power Components	Generation	Distribution	Non-segment Items <sup>(1)</sup>	Total
<b>Six months ended June 30, 2013</b>						
External sales	\$ 4,094	\$ 1,508	\$ 1,122	\$ 1,723	\$ -	\$ 8,447
Intersegment sales	865	627	438	9	(1,939)	-
Total sales	4,959	2,135	1,560	1,732	(1,939)	8,447
Depreciation and amortization <sup>(2)</sup>	103	47	24	25	-	199
Research, development and engineering expenses	207	114	35	3	-	359
Equity, royalty and interest income from investees	75	16	17	82	-	190
Interest income	9	1	4	1	-	15
Segment EBIT	534	255	127	195 <sup>(3)</sup>	(53)	1,058
Segment EBIT as a percentage of total sales	10.8%	11.9%	8.1%	11.3%		12.5%
<b>Six months ended July 1, 2012</b>						
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 <sup>(2)</sup>	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
Segment EBIT as a percentage of total sales	13.3%	12.1%	10.1%	11.9%		14.9%

(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 30, 2013. The six months ended July 1, 2012, includes a \$6 million gain (\$4 million after-tax) related to adjustments from our 2011 divestitures within the Components segment. The gain has been excluded from segment results as it was not considered in our evaluation of operating results for the corresponding periods. There were no other significant unallocated corporate expenses.

(2)

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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.

- (3) Distribution segment EBIT for the six months ended June 30, 2013, includes a \$7 million gain and a \$5 million gain on the fair value adjustments resulting from the acquisitions of a controlling interest in Cummins Northwest LLC and Cummins Rocky Mountain LLC, respectively.

**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:

<b>In millions</b>	<b>Three months ended</b>			<b>Six months ended</b>	
	<b>June 30, 2013</b>	<b>March 31, 2013</b>	<b>July 1, 2012</b>	<b>June 30, 2013</b>	<b>July 1, 2012</b>
Segment EBIT	\$ 621	\$ 437	\$ 669	\$ 1,058	\$ 1,327
Less: Interest expense	8	6	8	14	16
Income before income taxes	\$ 613	\$ 431	\$ 661	\$ 1,044	\$ 1,311

## 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			Six months ended	
	June 30, 2013	March 31, 2013	July 1, 2012	June 30, 2013	July 1, 2012
<b>Distribution Entities</b>					
North American distributors	\$ 29	\$ 35	\$ 38	\$ 64	\$ 78
Komatsu Cummins Chile, Ltda.	6	5	6	11	11
All other distributors	-	-	2	-	3
<b>Manufacturing Entities</b>					
Dongfeng Cummins Engine Company, Ltd.	20	12	17	32	33
Chongqing Cummins Engine Company, Ltd.	17	12	17	29	35
Beijing Foton Cummins Engine Co., Ltd.	9	1	2	10	-
Shanghai Fleetguard Filter Co., Ltd.	4	3	4	7	7
Komatsu manufacturing alliances	4	(1)	1	3	-
Cummins Westport, Inc.	3	-	4	3	9
Valvoline Cummins, Ltd.	2	3	2	5	4
Tata Cummins, Ltd.	2	1	3	3	7
Xian Cummins Engine Company Ltd.	1	-	(5)	1	(6)
All other manufacturers	1	2	4	3	6
Cummins share of net income	98	73	95	171	187
Royalty and interest income	10	9	9	19	21
Equity, royalty and interest income from investees	\$ 108	\$ 82	\$ 104	\$ 190	\$ 208

**NOTE 2. INCOME TAXES**

Our effective tax rate for the year is expected to approximate 29.1 percent, excluding any one-time items that may arise. 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 and research tax credits. The tax rates for the three and six month periods ended June 30, 2013, were 28.1 percent and 27.9 percent, respectively. These tax rates include a discrete tax benefit in the first quarter of 2013 of \$28 million attributable to the reinstatement of the research credit back to 2012 as well as a discrete tax expense in the first quarter of 2013 of \$17 million, which primarily relates to the write-off of a deferred tax asset deemed unrecoverable. On January 2, 2013, the American Taxpayer Relief Act of 2012 was signed into law and reinstated the research tax credit. As tax law changes are accounted for in the period of enactment, we recognized the discrete tax benefit in the first quarter of 2013.

Our tax rates for the three and six month periods ended July 1, 2012, were 25.1 percent and 26.0 percent, respectively. The increase in the 2013 effective tax rates compared to 2012 is due primarily to an unfavorable change in the pre-tax mix of income taxed in higher rate jurisdictions, partially offset by \$11 million of net discrete tax benefits in the first quarter of 2013.



**CUMMINS INC. AND SUBSIDIARIES****SELECTED FOOTNOTE DATA****(Unaudited)****NOTE 3. ACQUISITIONS****Cummins Rocky Mountain LLC**

In May 2013, we acquired the remaining 67 percent interest in Cummins Rocky Mountain LLC (Rocky Mountain) from the former principal for consideration of approximately \$62 million in cash and an additional \$74 million in cash paid to creditors to eliminate all debt related to the entity. The purchase price was approximately \$136 million as presented below. The intangible assets are primarily customer related and are being amortized over periods ranging from 1 to 4 years. The acquisition was accounted for as a business combination, with the results of the acquired entity included in the Distribution operating segment in the second quarter of 2013.

Distribution segment results also included a \$5 million gain, as we were required to re-measure our pre-existing 33 percent ownership interest in Rocky Mountain to fair value in accordance with GAAP. Net sales for Rocky Mountain were \$384 million for the 12 months ended December 31, 2012. This amount is not fully incremental to Cummins Inc. as the amount would be reduced by the elimination of sales to the previously unconsolidated entity. Approximately \$14 million of the purchase price will be distributed in future quarters.

The preliminary purchase price allocation, subject to finalization, was as follows:

<b>In millions</b>	
Accounts receivable	\$ 48
Inventory	99
Fixed assets	34
Intangible assets	7
Goodwill	6
Other assets	9
Current liabilities	(36)
Total business valuation	167
Fair value of pre-existing 33 percent interest	(31)
Purchase price	\$ 136

**Cummins Northwest LLC**

In January 2013, we acquired an additional 50 percent interest in Cummins Northwest LLC (Northwest) from the former principal for consideration of approximately \$18 million. We formed a new partnership with a new distributor principal. We own 79.99 percent of Northwest and the new distributor principal owns 20.01 percent. The acquisition was accounted for as a business combination, with the results of the acquired entity included in the Distribution operating segment in the first quarter of 2013. Distribution segment results also included a \$7 million gain, as we were required to re-measure our pre-existing 50 percent ownership interest in Northwest to fair value in accordance with GAAP. The transaction generated \$3 million of goodwill. Net sales for Northwest were \$137 million for the 12 months ended December 31, 2012. This amount is not fully incremental to Cummins Inc. 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)

## 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 the one-time tax benefits and gain related to the sale of certain assets and liabilities. 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 June 30, 2013, March 31, 2013 and July 1, 2012.

In millions	Three months ended June 30, 2013		March 31, 2013		July 1, 2012	
	Net Income	Diluted EPS	Net Income	Diluted EPS	Net Income	Diluted EPS
Net income attributable to Cummins Inc.	\$ 414	\$ 2.20	\$ 282	\$ 1.49	\$ 469	\$ 2.47
Less						
One-time tax benefits <sup>(1)</sup>	-	-	11	0.05	-	-
Gain on sale of businesses <sup>(2)</sup>	-	-	-	-	4	0.02
Net income attributable to Cummins Inc. excluding special items	\$ 414	\$ 2.20	\$ 271	\$ 1.44	\$ 465	\$ 2.45
In millions	Six months ended June 30, 2013		July 1, 2012			
	Net Income	Diluted EPS	Net Income	Diluted EPS		
Net income attributable to Cummins Inc.	\$ 696	\$ 3.69	\$ 924	\$ 4.85		
Less						
One-time tax benefits <sup>(1)</sup>		11	0.06	-	-	
Gain on sale of businesses <sup>(2)</sup>		-	-	4	0.02	
Net income attributable to Cummins Inc. excluding special items		\$ 685	\$ 3.63	\$ 920	\$ 4.83	

- (1) The one-time tax items for the three months ended March 31, 2013 and six months ended June 30, 2013, included a discrete tax benefit of \$28 million attributable to the 2012 research credit as well as a discrete tax expense of \$17 million, which relates to the write-off of a deferred tax asset deemed unrecoverable.
- (2) The gain has been excluded from operating results as it was not considered in our evaluation of performance for the three and six months ended July 1, 2012.

## 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:

In millions	Three months ended			Six months ended	
	June 30, 2013	March 31, 2013	July 1, 2012	June 30, 2013	July 1, 2012
Earnings before interest expense, income taxes and special items	\$ 621	\$ 437	\$ 663	\$ 1,058	\$ 1,321
<i>Earnings before interest expense, income taxes and special items as a percentage of net sales</i>	<i>13.7%</i>	<i>11.1%</i>	<i>14.9%</i>	<i>12.5%</i>	<i>14.8%</i>
Add					
Gain on sale of businesses	-	-	6	-	6
Earnings before interest expense and income taxes	\$ 621	\$ 437	\$ 669	\$ 1,058	\$ 1,327
<i>EBIT as a percentage of net sales</i>	<i>13.7%</i>	<i>11.1%</i>	<i>15.0%</i>	<i>12.5%</i>	<i>14.9%</i>
Less					
Interest expense	8	6	8	14	16
Income tax expense	172	119	166	291	341
Consolidated net income	441	312	495	753	970
Less					
Net income attributable to noncontrolling interests	27	30	26	57	46

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Net income attributable to Cummins Inc.	\$ 414	\$ 282	\$ 469	\$ 696	\$ 924
<i>Net income attributable to Cummins Inc. as a percentage of net sales</i>	<b>9.1%</b>	7.2%	10.5%	<b>8.2%</b>	10.4%

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

Engine segment net sales by market

**2013**

<b>In millions</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Heavy-duty truck	\$ 654	\$ 723	\$ -	\$ -	\$ 1,377
Medium-duty truck and bus	448	595	-	-	1,043
Light-duty automotive and RV	260	345	-	-	605
Industrial	714	762	-	-	1,476
Stationary power	227	231	-	-	458
Total sales	\$ 2,303	\$ 2,656	\$ -	\$ -	\$ 4,959

**2012**

<b>In millions</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Heavy-duty truck	\$ 892	\$ 807	\$ 656	\$ 609	\$ 2,964
Medium-duty truck and bus	526	512	478	575	2,091
Light-duty automotive and RV	286	297	353	343	1,279
Industrial	861	859	766	747	3,233
Stationary power	294	366	274	232	1,166
Total sales	\$ 2,859	\$ 2,841	\$ 2,527	\$ 2,506	\$ 10,733

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

**2013**

<b>Units</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Midrange	94,600	121,900	-	-	216,500
Heavy-duty	24,900	28,300	-	-	53,200
High horsepower	4,200	3,600	-	-	7,800
Total units	123,700	153,800	-	-	277,500

**2012**

<b>Units</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Midrange	109,000	110,000	113,000	108,500	440,500

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Heavy-duty	36,000	33,000	26,000	24,100	119,100
High horsepower	5,500	5,800	4,600	3,900	19,800
Total units	150,500	148,800	143,600	136,500	579,400



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

Component segment sales by business

**2013**

<b>In millions</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Emission solutions	\$ 400	\$ 444	\$ -	\$ -	\$ 844
Turbo technologies	266	294	-	-	560
Filtration	255	271	-	-	526
Fuel systems	97	108	-	-	205
Total sales	\$ 1,018	\$ 1,117	\$ -	\$ -	\$ 2,135

**2012**

<b>In millions</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Emission solutions	\$ 404	\$ 349	\$ 325	\$ 337	\$ 1,415
Turbo technologies	298	297	257	254	1,106
Filtration	270	266	260	252	1,048
Fuel systems	127	124	96	96	443
Total sales	\$ 1,099	\$ 1,036	\$ 938	\$ 939	\$ 4,012

Power Generation segment sales by business

**2013**

<b>In millions</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Power products	\$ 409	\$ 474	\$ -	\$ -	\$ 883
Power systems	179	187	-	-	366
Generator technologies	126	125	-	-	251
Power solutions	32	28	-	-	60

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Total sales	\$ 746	\$ <b>814</b>	\$ -	\$ -	\$ 1,560
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**2012**

<b>In millions</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Power products	\$ 375	\$ 459	\$ 425	\$ 395	\$ 1,654
Power systems	188	217	174	178	757
Generator technologies	141	160	138	127	566
Power solutions	76	73	77	65	291
Total sales	\$ 780	\$ 909	\$ 814	\$ 765	\$ 3,268

Distribution segment sales by business

**2013**

<b>In millions</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Parts and filtration	\$ 322	\$ <b>369</b>	\$ -	\$ -	\$ 691
Power generation	163	<b>241</b>	-	-	404
Engines	152	<b>183</b>	-	-	335
Service	141	<b>161</b>	-	-	302
Total sales	\$ 778	\$ <b>954</b>	\$ -	\$ -	\$ 1,732

**2012**

<b>In millions</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>YTD</b>
Parts and filtration	\$ 288	\$ 302	\$ 326	\$ 319	\$ 1,235
Power generation	186	201	178	242	807
Engines	166	147	157	195	665
Service	135	144	140	151	570
Total sales	\$ 775	\$ 794	\$ 801	\$ 907	\$ 3,277