

# Cummins India Business Model

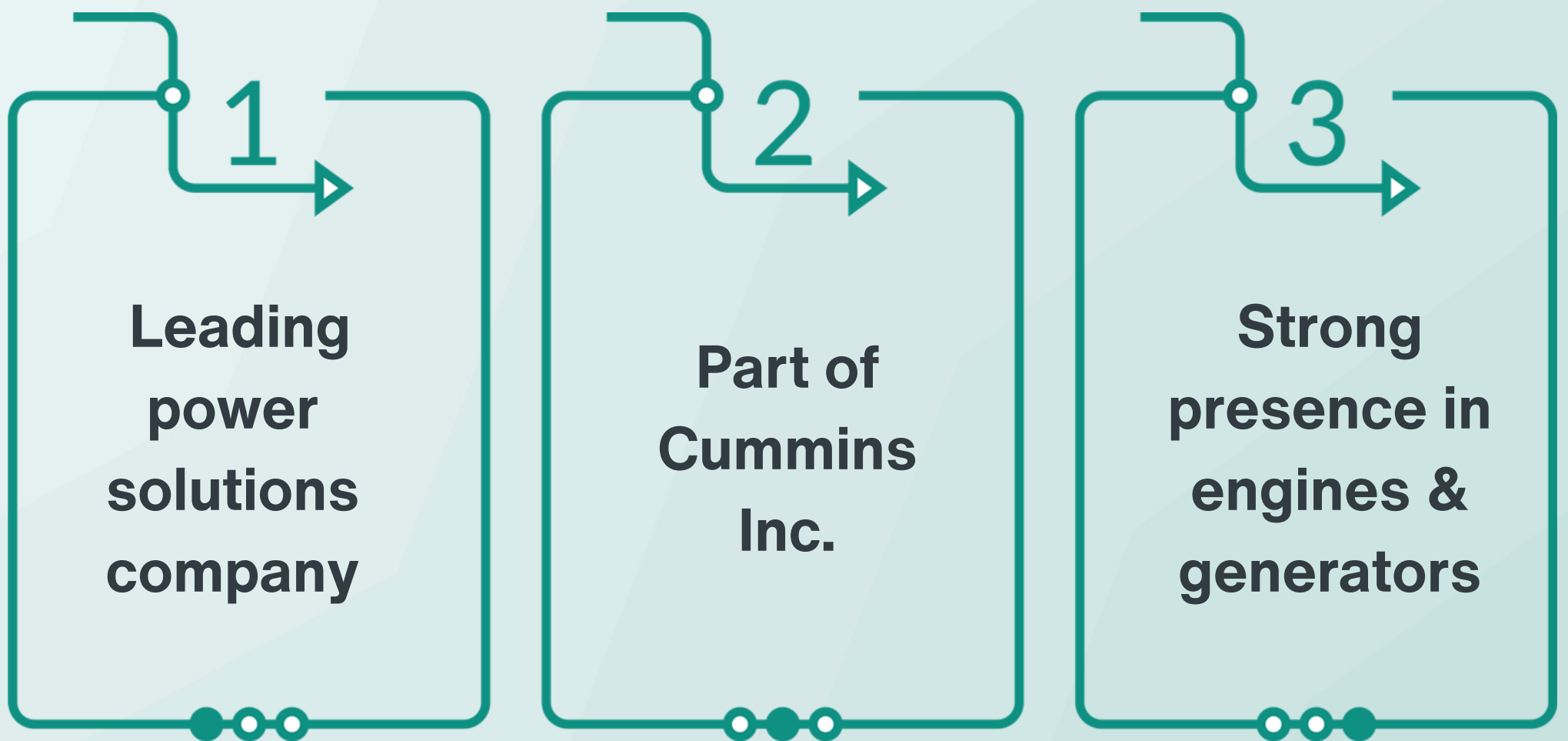
## Revenue Split & Growth Engine

Inside a Power Leader



## About the Company

### What is Cummins India Limited?



Serving domestic + export markets



## Business Model

### How Cummins India Makes Money?

1

Manufactures diesel & gas engines

2

Power generation systems (Gensets)

3

Spare parts & services

End-to-end power solution provider



## Revenue Segments

Where Revenue Comes From?

● **Power Generation (Gensets)**

● **Industrial Engines**

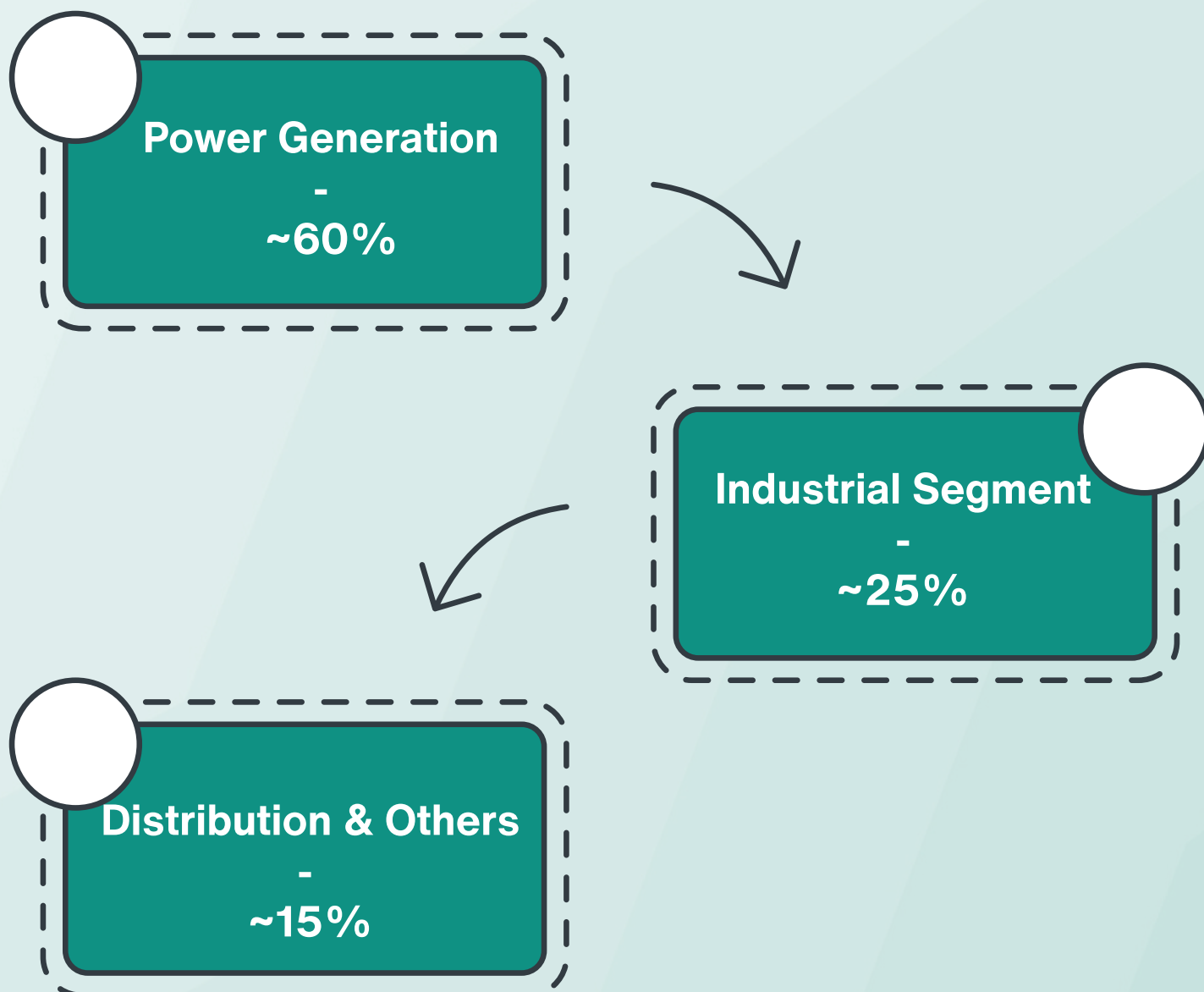
● **Distribution & Services**

Multiple revenue streams



## Segment Contribution

### Revenue Split (Approx)

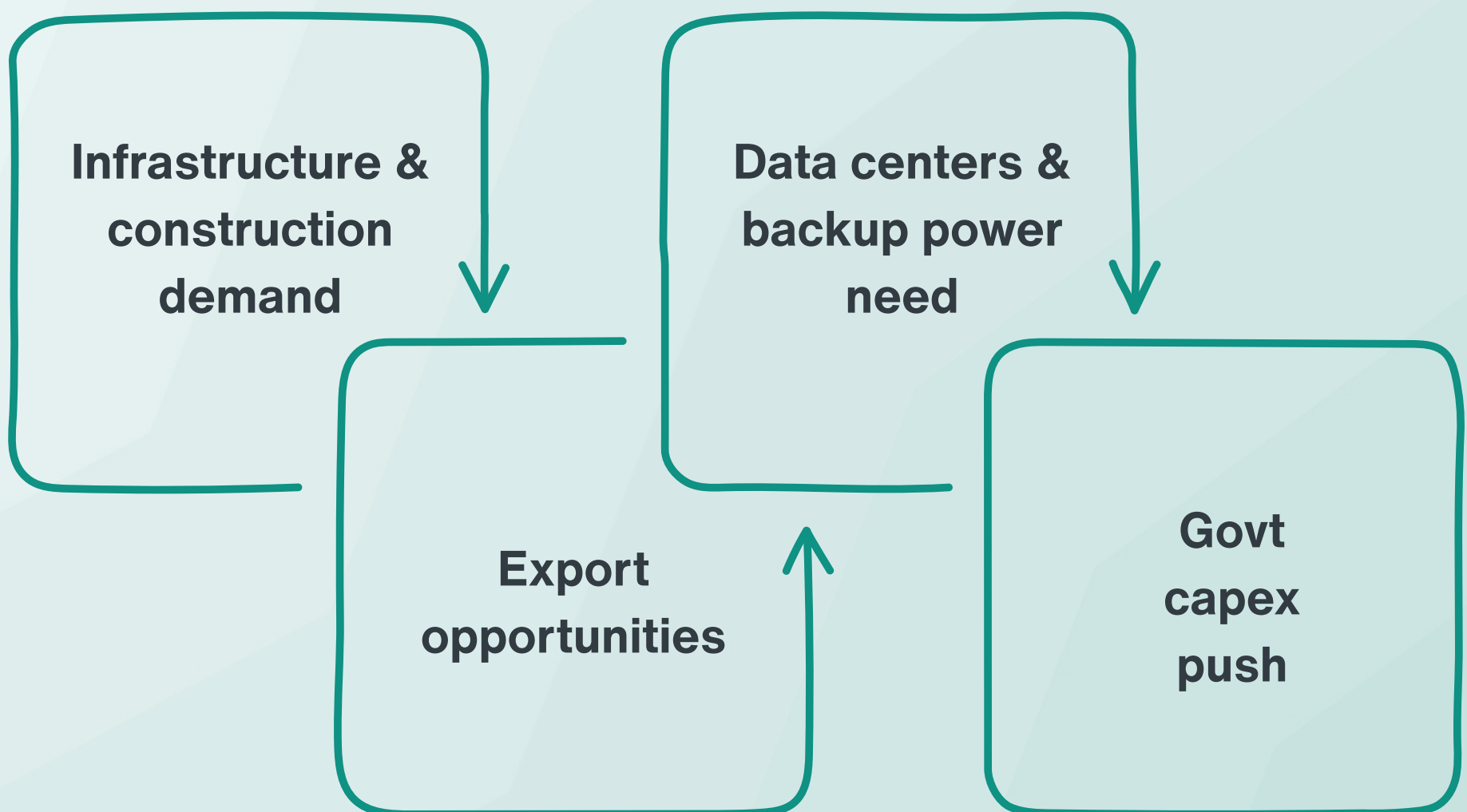


Majority driven by genset demand



## Growth Drivers

### What Drives Growth?

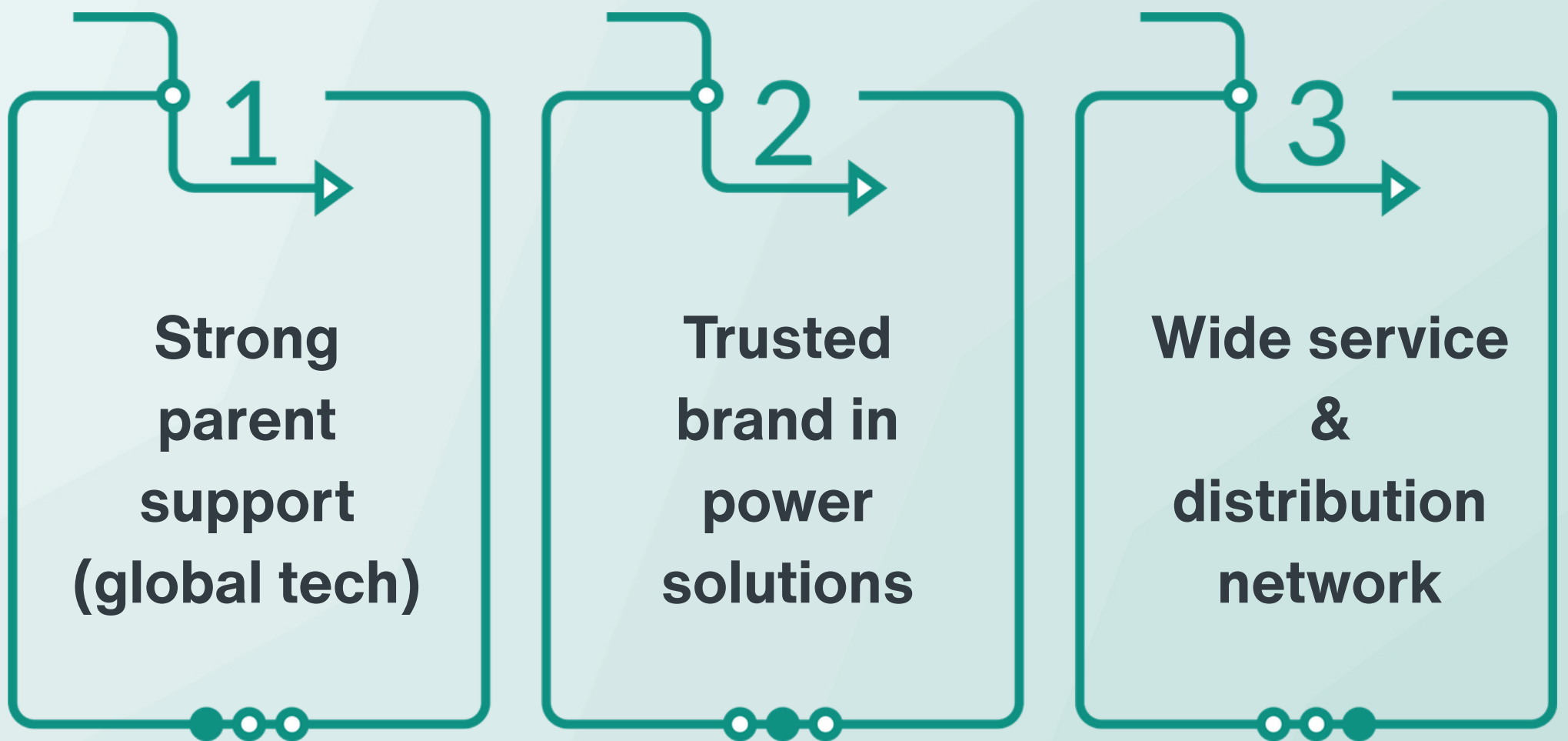


Strong demand tailwinds



## Competitive Advantage

### Why Cummins India Stands Out?



High reliability = strong market position



## Risk Factors

### What to Watch?

1

Cyclical industrial demand

2

Shift towards renewable energy

3

Raw material cost fluctuations

Monitor industry trends



## Key Takeaway

### Final Insight

**Strong business model**

**Diversified revenue streams**

**Linked to economic growth**

A proxy to India's infra & power demand



## Disclaimer

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