



2007

FROST & SULLIVAN

India Genset Industry Excellence Awards
Voice of Customer - Corporate Image /
Reputation Leadership



Standing from L: Arvind Upasani, GM - Key Accounts, Sankaranthi Ravisekhar, Sr. GM - G Drive & Genset Business, Arun Kumar, GM - Marketing Services & Planning, Vinayak Choudhary, Sr. GM - Finance, Sharad Manjrekar, Sr. GM - Exports & Service Support, Rampraveen Swaminathan, VP - Power Generation Business Unit, RS Raman, Sr. GM - Solutions Business & Power Electronics and Amit Kumar, VP-Cummins Sales and Service (India) Ltd. at Frost & Sullivan's Industry Excellence Awards function in Bangalore



PRESS RELEASE

Cummins India honored with Frost & Sullivan's 2007 Voice of Customer Awards

Wins highest recognition by receiving the award in the Corporate Image Leadership category, besides winning awards in four other categories

Bangalore, December 6, 2007

Cummins India Limited – Power Generation Business Unit was conferred the Corporate Brand & Reputation award and other awards in the Frost & Sullivan's Industry Excellence Awards Nite for the Genset Industry held in Bangalore on December 5, 2007. Apart from receiving the award in the Corporate Image / Reputation Leadership category for the year 2007, Cummins India was also declared a winner in the following four categories:

- ❖ Customer Service Leadership
- ❖ Most preferred Brand in the Manufacturing / Process industry segment (> 250 KVA)
- ❖ Most preferred Brand in the IT / Realty / Hospitality industry segment
- ❖ Most preferred Brand in the Construction & Infrastructure segment

Frost & Sullivan is an influential growth consulting firm that provides Global 1000 companies and the investment community with comprehensive analysis of markets, technologies, econometrics, and demographics. The Voice of Customer (VOC) awards are presented to companies for their outstanding contribution to the industry or for achieving a competitive or customer-based leading position.

Winners were selected on the basis of independent customer assessment reflected in a country-wide survey conducted by the firm. End user segments like Manufacturing (Automotive, Pharma, Food, Textile), Commercial /SMB, Construction & Infrastructure, Telecom, IT, Realty and Hospitality in 15 urban centers were polled to arrive at the frontrunners in each award category.

Commenting on the results, Amol Kotwal, Industry Manager, Energy and Power Systems Practice at Frost & Sullivan said, "Cummins' global presence, strong brand equity, product line capability and market penetration has worked well for it establishing a leading position in the Indian market. Besides being lauded for its customer service, the Award for Corporate Image leadership and the Most Preferred brand in three leading industry segments is a testimony of customers' high degree of preference and satisfaction with the brand. We congratulate Cummins Power Generation for winning the highest number of Awards, considering the fact that other global majors are increasing their footprint to tap the rapidly expanding Indian genset market



On receiving the award, Rampraveen Swaminathan, V.P., Cummins Power Generation said, "Frost & Sullivan's initiative is an idea whose time has come. The genset industry is a critical element for the Indian industry and economy. The initiative to help establish a forum will provide the industry a key enabler for the future. Frost & Sullivan's research capability and methodologies help ensure a global approach.

He further stated, "The customers' preference for Cummins Power Generation is a reflection of our company's commitment to dependability, which goes beyond product performance or response to a service event. Our focus has historically been on the complete value package from Cummins and its channel partners and we remain committed to ensuring that we provide customers best in class generator sets, with world class service support and continuously work to make them more successful."

About Frost & Sullivan

Frost & Sullivan, the Growth Consulting Company, partners with clients to accelerate their growth. The company's Growth Partnership Services, Growth Consulting and Career Best Practices empower clients to create a growth focused culture that generates, evaluates and implements effective growth strategies. *Frost & Sullivan* employs over 45 years of experience in partnering with Global 1000 companies, emerging businesses and the investment community from more than 30 offices on six continents. For more information about *Frost & Sullivan's* Growth Partnerships, visit <http://www.frost.com>.

Cummins India Limited

Cummins India Limited, in Pune since 1962, is the country's leading manufacturer of diesel and gas engines for power generation, industrial and automotive markets. CIL has produced more than 1,67,000 engines till date in its state-of-the-art manufacturing facilities in Pune. The company manufactures on an average, nearly 20,000 engines and gensets per year. Cummins India Limited is the flagship Company of the Cummins Group in India.

Cummins Power Generation

The Power Generation Business Unit of Cummins India is the market leader in the diesel genset segment with a single window for complete power solutions, offering top of the line products and services. For over four decades, it has partnered India's growth and provided customers with more than 25,000 MW of captive power plant solutions in addition to providing a comprehensive range of energy solutions. Beyond generator sets, it undertakes power projects and provides generator set rentals, alternate fuel solutions and power quality improvements services across numerous industry sectors. Together with its partners it has an installed capacity to manufacture 20,000 engines and silent gensets per annum and has been at the forefront of meeting exhaust and noise emission norms. It comprises of the following five businesses; Commercial Business, Rental Power, Energy Solutions Business, Power Consulting and Exports.

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