

## Business Unit

### Filtration and Other

Global leader of advanced integrated filtration systems for heavy-duty equipment, both on- and off-highway. Leading North American supplier of filtration and silencing systems for gas turbine, industrial, small engine and passenger car applications.

"Other" includes Holset turbochargers and company-owned distributorships.

## Products

#### ■ Heavy-Duty Systems

Air intake filtration, emission and noise reduction, engine filtration and mobile hydraulic filtration systems.

#### ■ Small Engine Systems

Air intake filtration and exhaust systems.

#### ■ Other Systems

Air intake and silencing systems for gas turbine applications, in-tank filtration for passenger cars and hydraulic filtration for industrial applications.

- All integrated systems sold under the Fleetguard and Nelson brand names.

#### ■ Turbochargers

Holset variable geometry, variable wastegate, power turbine, high pressure ratio and multi-stage solutions.

## Customers & Markets

- OEMs, distributors, dealers and end users of heavy-duty on- and off-highway diesel-powered equipment.

- OEMs of small engine systems, both gasoline- and diesel-powered, for recreational, lawn and garden equipment.

- OEMs of gas turbine generators, industrial machinery, passenger cars and industrial hydraulic equipment including distribution.

- Turbochargers for Cummins, Cummins' joint ventures and other diesel engine manufacturers.

- Cummins' ownership of 16 distributorships links us closely to our end-use customers in strategic locations worldwide.

## 2000 Highlights

- Identified by an independent survey as number one in brand preference for oil, air, fuel and coolant filters in the United States.
- Remained solidly profitable as synergy among Cummins engines, filters, and exhaust systems took hold with OEMs.
- First to market with variable geometry turbocharger from Holset.
- Led aftertreatment research in support of future exhaust emissions requirements.
- Released new air-intake technology that provides for smaller and lighter, yet longer lasting, air filter elements thus reducing cost to the end user.
- Introduced multiple new filtration and exhaust products that have favorable environmental impacts by reducing used product disposal and providing cleaner exhaust emissions.

## Business Unit

### Engine Business

Leading global supplier of diesel and alternate fuel engines for heavy-duty trucks, medium-duty trucks, buses and RVs. Exclusive supplier of diesel engines for the Dodge Ram pickup truck.

A leading global supplier of engines for the agriculture, construction, government, mining, rail and marine markets.

## Products

#### ■ Medium-duty engines

ISB and ISC for light commercial automotive, truck, transit bus, RVs and specialty vehicles. Automotive applications are available in diesel and alternate-fueled versions from 175 horsepower to 350 horsepower. B3.3, B3.9, B5.9, QSB, QSC for agriculture, construction and marine applications from 60 to 340 horsepower.

#### ■ Heavy-duty engines

ISL, ISM, N14, ISX and Signature Series for trucking applications from 280 to 650 horsepower. QSM, M11, N14 and QSX15 for construction, mining, marine and agriculture applications from 225 to 600 horsepower.

#### ■ High horsepower engines

QSK19, V903, QST30, K38/50, QSK45, QSK60 and QSK78 for marine, rail, mining and government applications from 295 to 3,500 horsepower.

## Customers & Markets

- Two broad classes of customers: OEMs who install Cummins engines in their vehicles and equipment; and end-use customers who use Cummins-powered equipment in their business endeavors.

## 2000 Highlights

- Signed a long-term exclusive supply agreement with Volvo Trucks of North America for heavy-duty truck engines
- Set another record for engine shipments to Chrysler for the Dodge Ram pickup truck.
- Established the ISX engine as the fuel economy and performance leader in its class.
- Introduced the 78 liter engine which was jointly designed by Cummins and Komatsu. It is the world's largest diesel engine used for mobile off-highway equipment.
- An exclusivity agreement was signed between Cummins and Komatsu Mining Systems.
- Marine engine sales dollars grew by 18 percent over 1999.
- Record sales in commercial workboats (oilfield / tugs / fishing) with KV38/50 engines.