

## Second Quarter 2024 Earnings Teleconference

August 1, 2024

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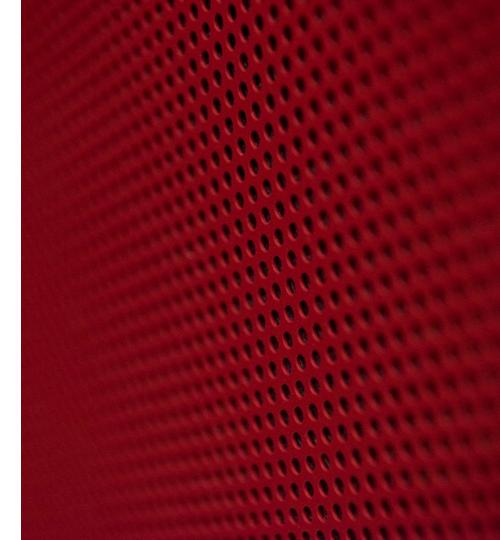
Appendix

## **Disclosure Regarding Forward-Looking Statements**

Information provided in this presentation 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 forwardlooking statements include, without limitation, statements relating to our plans and expectations for our revenues, EBITDA and the Settlement Agreements to resolve regulatory proceedings regarding our emissions certification and compliance process for certain engines primarily used in pick-up truck applications in the U.S. 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: any adverse consequences resulting from entering into the Settlement Agreements, including required additional mitigation projects, adverse reputational impacts and potential resulting legal actions; increased scrutiny from regulatory agencies, as well as unpredictability in the adoption, implementation and enforcement of emission standards around the world; evolving environmental and climate change legislation and regulatory initiatives; changes in international, national and regional trade laws, regulations and policies; changes in taxation; global legal and ethical compliance costs and risks; future bans or limitations on the use of diesel-powered products; failure to successfully integrate and / or failure to fully realize all of the anticipated benefits of the acquisition of Meritor, Inc.; raw material, transportation and labor price fluctuations and supply shortages; aligning our capacity and production with our demand; the actions of, and income from, joint ventures and other investees that we do not directly control; large truck manufacturers' and original equipment manufacturers' customers discontinuing outsourcing their engine supply needs or experiencing financial distress, or change in control; product recalls; variability in material and commodity costs; the development of new technologies that reduce demand for our current products and services; lower than expected acceptance of new or existing products or services; product liability claims; our sales mix of products; climate change, global warming, more stringent climate change regulations, accords, mitigation efforts, greenhouse gas regulations or other legislation designed to address climate change; our plan to reposition our portfolio of product offerings through exploration of strategic acquisitions and divestitures and related uncertainties of entering such transactions; increasing interest rates; challenging markets for talent and ability to attract, develop and retain key personnel; exposure to potential security breaches or other disruptions to our information technology environment and data security; political, economic and other risks from operations in numerous countries including political, economic and social uncertainty and the evolving globalization of our business; competitor activity; increasing competition, including increased global competition among our customers in emerging markets; failure to meet environmental, social and governance (ESG) expectations or standards, or achieve our ESG goals; labor relations or work stoppages; foreign currency exchange rate changes; the performance of our pension plan assets and volatility of discount rates; the price and availability of energy; continued availability of financial instruments and financial resources in the amounts, at the times and on the terms required to support our future business; and other risks detailed from time to time in our SEC filings, including particularly in the Risk Factors section of our 2023 Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. 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. The forward-looking statements made herein are made only as of the date of this presentation and we undertake no obligation to publicly update any 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 SEC, which are available at http://www.sec.gov or at http://www.cummins.com in the Investor Relations section of our website.

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# Q2 2024 Summary



## Q2 2024 Summary

- Second quarter revenues of \$8.8 billion
- GAAP<sup>1</sup> Net Income of \$726 million and Diluted EPS of \$5.26
- EBITDA of \$1,345 million or 15.3 percent of sales

### **Cummins Inc. Selected Financial Data - Quarter**

\$ MILLIONS	Q2 2024	Q2 2023
Sales	8,796	8,638
Gross Margin (% of Sales) <sup>1</sup>	24.9%	24.9%
SAR (% of Sales) <sup>2</sup>	13.7%	14.3%
EBITDA <sup>3</sup>	1,345	1,327
EBITDA (% of Sales) <sup>3</sup>	15.3%	15.4%
Net Income attributable to Cummins Inc. <sup>4</sup>	726	738
Net Income (% of Sales) <sup>4</sup>	8.3%	8.5%
Diluted EPS <sup>5</sup>	\$5.26	\$5.18
Dividend Per Share	\$1.68	\$1.57
ROANA (LTM) <sup>6</sup>	29%	30%
ROIC (LTM) <sup>6</sup>	17%	18%

<sup>1</sup> Gross Margin: Q2 2023 excluding \$2 million of cost related to the separation of Atmus

- <sup>2</sup> SAR: Q2 2023 excluding \$21 million of cost related to the separation of Atmus
- <sup>3</sup> EBITDA: Q2 2023 excluding \$23 million of cost related to the separation of Atmus
- <sup>4</sup> Net Income: Q2 2023 excluding \$18 million of cost related to the separation of Atmus
- <sup>5</sup> Diluted EPS: Q2 2023 excluding \$0.13 per share of cost related to the separation of Atmus

<sup>6</sup> ROANA (LTM) and ROIC (LTM): Q2 2024 calculations exclude the net benefit related to the separation of Atmus and restructuring expenses, Q2 2023 calculations exclude the cost related to the separation of Atmus

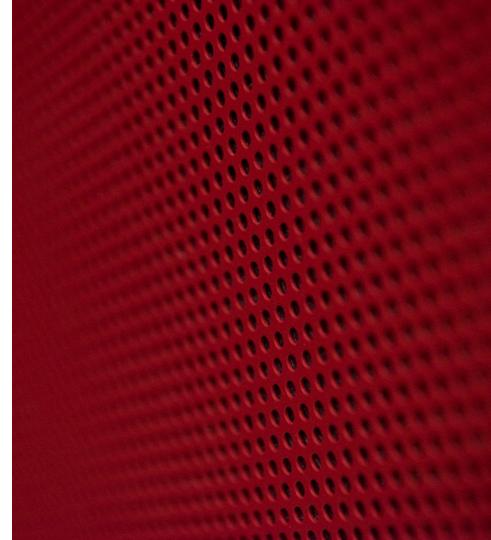
## **Q2 2024 Net Sales and EBITDA by Segment**

\$ MILLIONS	Components	Engine	Distribution	Power Systems	Accelera	Intersegment Eliminations	Total
Three months ended June 30,	2024						
Net Sales	2,982	3,151	2,829	1,589	111	(1,866)	8,796
Sales growth vs 2023	(13)%	5%	9%	9%	31%	(2)%	2%
EBITDA	406	445	314	301	(117)	(4)	1,345
Segment EBITDA %	13.6%	14.1%	11.1%	18.9%	NM <sup>2</sup>		15.3%
Three months ended June 30,	2023						
Net Sales	3,425	2,988	2,595	1,457	85	(1,912)	8,638
EBITDA	504	425	299	201	(114)	12	1,327
Segment EBITDA % <sup>1</sup>	14.7%	14.2%	11.5%	13.8%	NM <sup>2</sup>		15.4%

<sup>1</sup> Excluding \$23 million of cost related to the separation of Atmus: Components = \$18 million, Intersegment Eliminations = \$5 million

<sup>2</sup> "NM" - not meaningful information

## 2024 Guidance



## **Guidance for 2024 Consolidated Results**

ITEM	FULL YEAR GUIDANCE <sup>2</sup>
Consolidated Revenue	Down 3% to Flat
Earnings from JVs	Down 5% to 15%
EBITDA Margin <sup>3</sup>	15.0% to 15.5%
Depreciation & Amortization	\$1,030 to \$1,080 M
Effective Tax Rate <sup>1</sup>	24.0%
Capital Expenditures	\$1.2 to \$1.3 B
Global Pension Funding	\$69 M
Interest Expense	\$380 M

<sup>&</sup>lt;sup>1</sup> Excluding discrete income tax items

<sup>&</sup>lt;sup>2</sup> Full year guidance includes Atmus only until the final separation in March 2024

<sup>&</sup>lt;sup>3</sup> A reconciliation of the forward-looking non-GAAP measure of EBITDA Margin is not available due to the variability, complexity and limited visibility of the non-cash items that are excluded from the non-GAAP outlook measure.

## **Guidance for 2024 Segment Results**

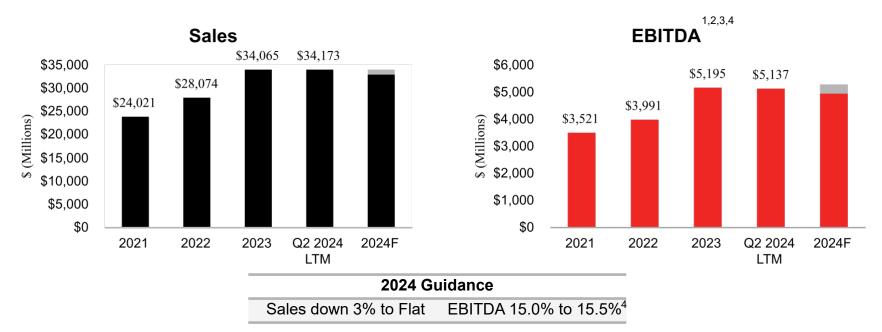
ITEM	COMPONENTS <sup>2</sup>	ENGINE	DISTRIBUTION	POWER SYSTEMS	ACCELERA
Consolidated Revenue Growth	Down 9% to 14% <sup>3</sup>	Down 3% to Up 2%	Up 5% to 10%	Up 3% to 8%	\$400M to \$450M
2024 EBITDA Margins (% of Revenue)	13.7% to 14.2%	13.7% to 14.2%	11.3% to 11.8%	17.5% to 18.0%	(\$430M) to (\$400M)
2023 EBITDA Margins ₁ (% of Revenue)	14.4%	14.1%	11.8%	14.7%	(\$443M)

<sup>1</sup>Excluding cost related to the separation of Atmus: Components = \$78 million
Excluding cost related to employee voluntary retirement and separation: Engine = \$12 million, Components = \$9 million
<sup>2</sup> Full year guidance includes Atmus only until the final separation in March 2024
<sup>3</sup> 9% of revenue decline is due to separation of Atmus

## Key On-Highway Engine Markets - 2024

KEY MARKET	2024 Forecast	Market Size Vs. 2023
Heavy Duty Truck - North America Class 8, Group 2 - Production	255K - 275K units	Down 7% to 12% No change to prior guidance
Medium Duty Truck - North America Class 6-7, and Class 8 Group 1 - Production	150K - 160K units	Flat to Up 5% Down 5% to Flat in prior guidance
Heavy & Medium Truck - China Sales	1,000K - 1,150K units	Down 5% to Up 10% No change to prior guidance
Heavy & Medium Truck - India Sales	405K - 445K units	Down 5% to Up 5% No change to prior guidance

## **Cummins Inc.**

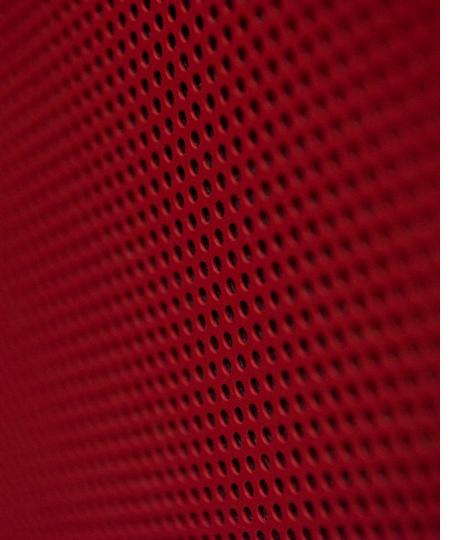


<sup>1</sup> 2022 EBITDA excludes \$111 million of net cost related to the indefinite suspension of operations in Russia, \$81 million of cost related to the separation of Atmus, and includes \$115 million of cost related to the acquisition, integration, and inventory valuation adjustments of Meritor

<sup>2</sup> 2023 EBITDA excluding \$2.036 billion of cost related to the agreement to settle with U.S. regulators, \$100 million of cost related to the separation of Atmus, and \$42 million of cost related to employee voluntary retirement and separation

<sup>3</sup> Q2 2024 LTM EBITDA excludes \$2.036 billion of cost related to the agreement to settle with U.S. regulators, \$1.239 billion of net benefit related to the separation of Atmus, \$42 million of cost related to employee voluntary retirement and separation, and \$29 million of restructuring expenses

<sup>4</sup> Reconciliations of the forward-looking non-GAAP measures of EBITDA and EBITDA margin are not available due to the variability, complexity and limited visability of the non-cash items that are excluded from the non-GAAP outlook measures.



# Q2 2024 Supplemental Information

## **Components Segment Selected Financial Data**

- Sales decreased 13% primarily due to the separation of Atmus and lower demand in both China and Europe.
- The decrease in EBITDA margin is primarily due to the separation of Atmus.

\$ MILLIONS	Q2 2024	Q2 2023	CHANGE
Sales	2,982	3,425	(13)%
EBITDA <sup>1</sup>	406	504	(19)%
EBITDA <sup>1</sup> (% of Sales)	13.6%	14.7%	

## Engine Segment Selected Financial Data

- Sales increased 5% driven by strong demand in the North American medium-duty truck market.
- EBITDA margin decreased driven by lower joint venture income and higher research costs.

\$ MILLIONS	Q2 2024	Q2 2023	CHANGE
Sales	3,151	2,988	5%
EBITDA	445	425	5%
EBITDA (% of Sales)	14.1%	14.2%	

## **Engine Segment - Sales by Market**

- On-highway revenues increased 9% driven by continued strong demand in the North American medium-duty truck market and pricing actions.
- Off-highway revenues decreased due to lower construction demand in China.

\$ MILLIONS	Q2 2024	Q2 2023	CHANGE
Heavy-Duty Truck	1,184	1,117	6%
Medium-Duty Truck & Bus	1,074	942	14%
Light-Duty Automotive	461	445	4%
On-Highway	2,719	2,504	9%
Off-Highway	432	484	(11)%
Total Sales	3,151	2,988	5%

## Distribution Segment Selected Financial Data

- Sales increased 9% driven by increased demand for power generation products and pricing actions.
- EBITDA margin decreased primarily due to higher compensation expenses and higher mix of power generation sales having a dilutive effect on overall segment margin.

\$ MILLIONS	Q2 2024	Q2 2023	CHANGE
Sales	2,829	2,595	9%
EBITDA	314	299	5%
EBITDA (% of Sales)	11.1%	11.5%	

## Power Systems Segment Selected Financial Data

- Sales increased 9% due to increased global demand in power generation and mining, partly offset by weaker demand in oil & gas.
- EBITDA margin increased primarily as a result of higher volumes and favorable pricing.

\$ MILLIONS	Q2 2024	Q2 2023	CHANGE
Sales	1,589	1,457	9%
EBITDA	301	201	50%
EBITDA (% of Sales)	18.9%	13.8%	

## Accelera Segment Selected Financial Data

- Sales increased due to increased electrolyzer installations.
- EBITDA losses are driven by costs associated with the development of electric powertrains, fuel cells and electrolyzers, as well as products to support battery electric vehicles.

\$ MILLIONS	Q2 2024	Q2 2023	CHANGE
Sales	111	85	31%
EBITDA	(117)	(114)	(3)%
EBITDA (% of Sales)	NM <sup>1</sup>	NM <sup>1</sup>	



## **Joint Venture Income - Quarter**

\$ MILLIONS	Q2 2024	Q2 2023
Components	13	24
Engine	48	71
Distribution	24	24
Power Systems	26	18
Accelera	(8)	(4)
Total JV Income	103	133



## **Cash Flow - Quarter**

\$ MILLIONS	Q2 2024	Q2 2023
Operating Cash Flow	(851)	483
Capital Expenditures	240	221
Working Capital Measure	7,058	7,581
Working Capital Measure (% of Net Sales)	20.1%	21.9%
Total Debt to Capital %	41.5%	40.4%
Net Debt to Capital %	29.4%	28.3%

# Appendix



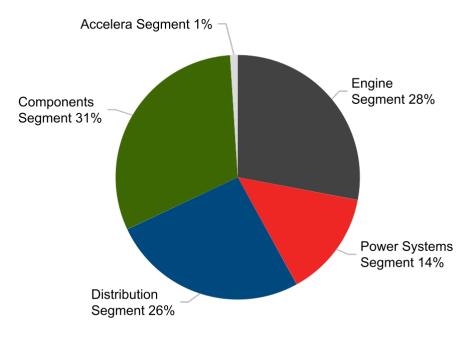
## **Cummins Inc.**

- Strong product portfolio and global partners
- Macro growth trends play to Cummins' strengths
- Disciplined investment for growth
- Demonstrated technology leadership

#### Q2 2024 LTM Results

Sales:	\$34.2 billion	
EBITDA <sup>1</sup> :	\$5.1 billion	
EBITDA% <sup>1</sup> :	15.0%	

#### **Q2 2024 LTM Revenue by Segment**

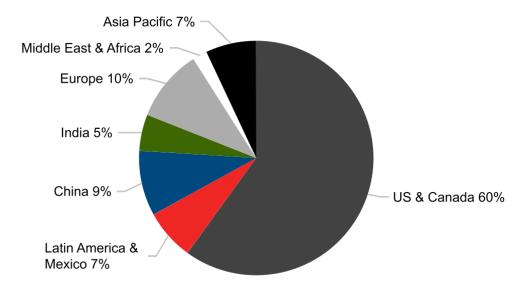


<sup>1</sup> Excluding \$2.036 billion of cost related to the agreement to settle with U.S. regulators, \$1.239 billion of net benefit related to the separation of Atmus, \$42 million of cost related to employee voluntary retirement and separation, and \$29 million of restructuring expenses

## **Cummins Inc.**

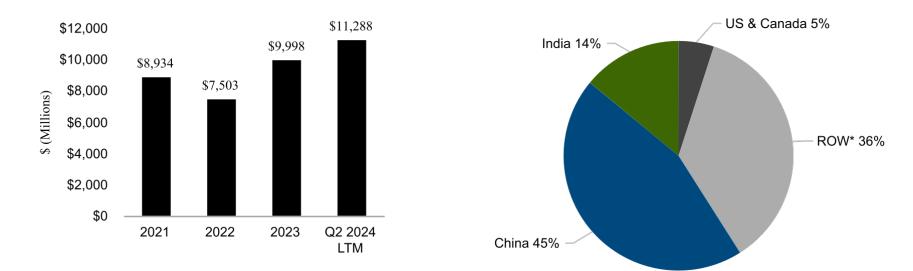
- Capitalizing on global emissions regulations
- Strong geographic diversification and leadership across multiple end-markets
- Global distribution network with presence in approximately 190 countries and territories

#### Q2 2024 LTM Revenue by Marketing Territory



## **Cummins - Joint Venture Sales Unconsolidated**

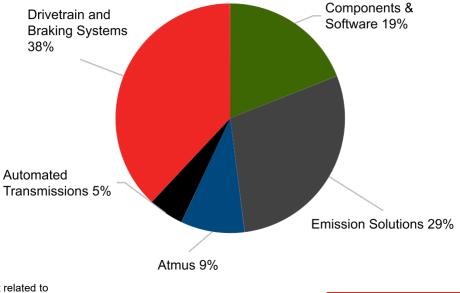
Q2 2024 LTM Revenue



## **Components Segment - Overview**

- Leading supplier of axles, brakes, and aftertreatment products for commercial vehicle applications
- Largest worldwide supplier of turbochargers from 3.8L to 25L for commercial applications

#### **Q2 2024 LTM Revenue by Business**



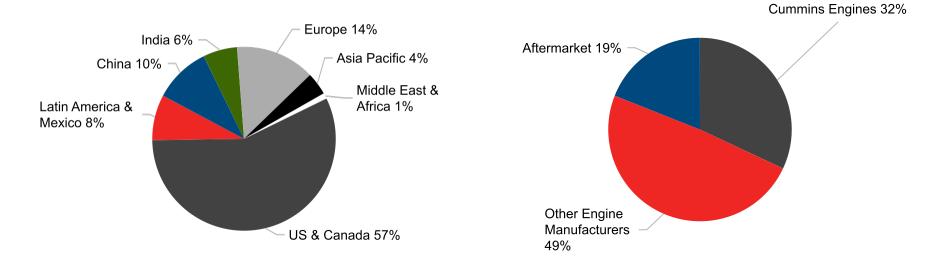
Q2 2024 LTM Results		
Sales:	\$12.7 billion	
EBITDA <sup>1</sup> :	\$1.8 billion	
EBITDA% <sup>1</sup> :	14.2%	

<sup>1</sup> Excluding \$69 million of cost related to the separation of Atmus and \$9 million of cost related to employee voluntary retirement and separation

## **Components Segment - Sales Mix**

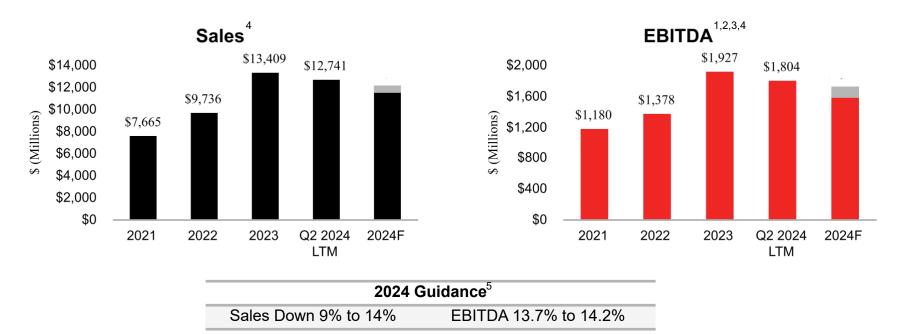
By Region

**By Application** 



**Q2 2024 LTM Revenue** \$12.7 billion

## **Components Segment - Historical Performance**



<sup>1</sup> 2022 EBITDA excludes \$4 million of net cost related of the indefinite suspension of operations in Russia and \$28 million of cost related to the separation of Atmus, and includes \$70 million of net cost from the Meritor business which includes acquisition and integration costs

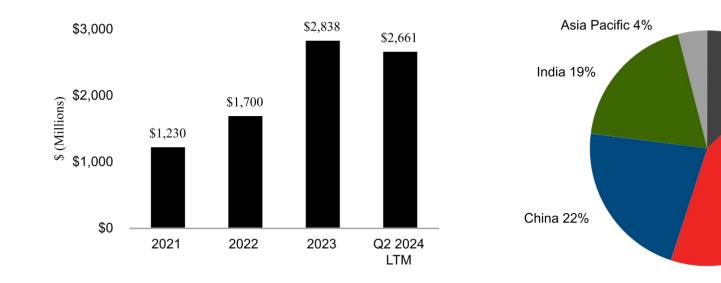
<sup>2</sup> 2023 EBITDA excludes \$78 million of cost related to the separation of Atmus and \$9 million of cost related to employee voluntary retirement and separation

<sup>3</sup> Q2 2024 LTM EBITDA excludes \$69 million of cost related to the separation of Atmus and \$9 million of cost related to employee voluntary retirement and separation

<sup>4</sup> 2024 Guidance Sales and EBITDA includes Atmus in Q1 actuals up until full separation and then excludes Atmus for remainder of the year

<sup>5</sup> Full year guidance includes Atmus only until the final separation in March 2024

### **Components Segment - Joint Venture Sales Unconsolidated**



Q2 2024 LTM Revenue



Latin America &

Mexico 42%

US & Canada 13%

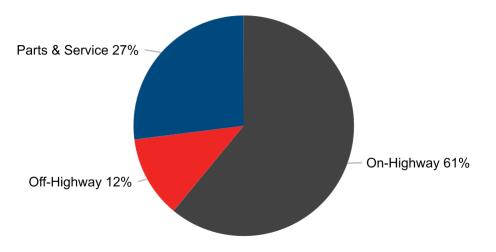
## **Engine Segment - Overview**

- Diesel and natural gas engines from 2.8L to 15L and 48 hp to 715 hp
- Long-term engine supply agreements with key customers to stabilize pricing and to jointly engineer better integrated vehicles to market
- Leading market share in multiple end-markets and geographies

#### Q2 2024 LTM Results

Sales:	\$11.8 billion
EBITDA <sup>1</sup> :	\$1.6 billion
EBITDA% <sup>1</sup> :	13.7%

**Q2 2024 LTM Revenue by Product** 

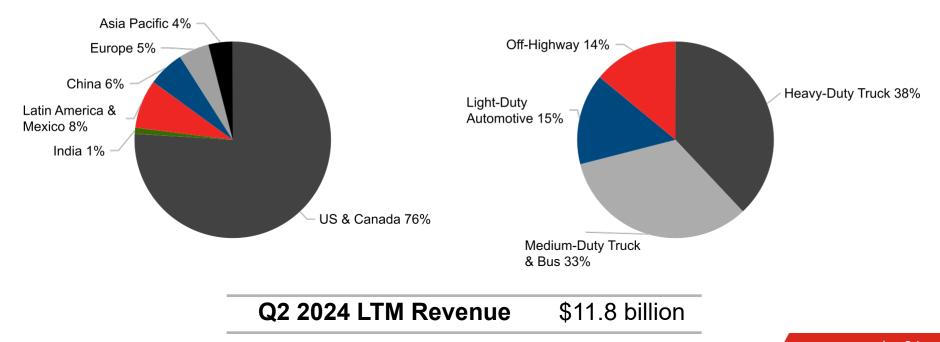


<sup>1</sup> Excluding \$12 million of cost related to employee voluntary retirement and separation

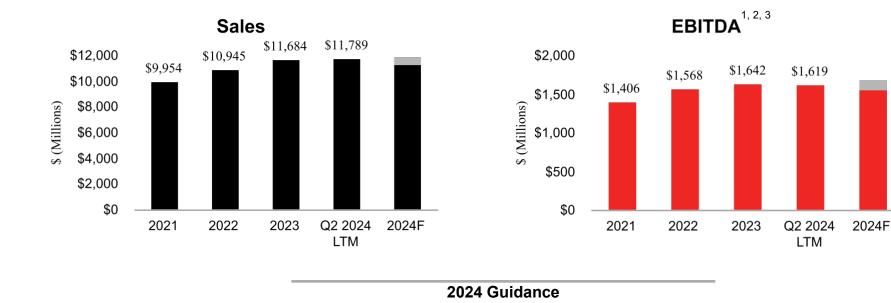
## **Engine Segment - Sales Mix**

By Region

**By Application** 



## **Engine Segment - Historical Performance**



EBITDA 13.7% to 14.2%

Sales Down 3% to Up 2%

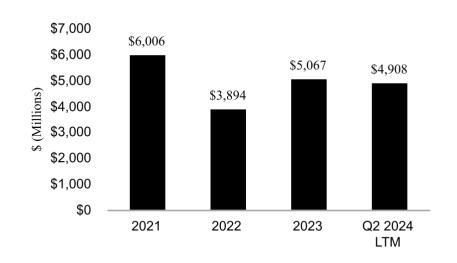
<sup>1</sup>2022 EBITDA excludes \$33 million of cost related of the indefinite suspension of operations in Russia

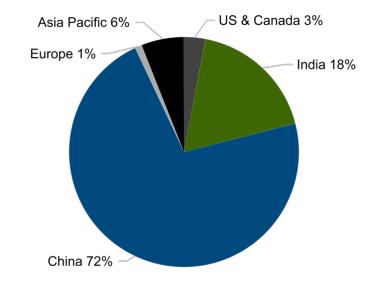
<sup>2</sup> 2023 EBITDA excludes \$12 million of cost related to employee voluntary retirement and separation

<sup>3</sup>Q2 2024 LTM EBITDA excludes \$12 million of cost related to employee voluntary retirement and separation

## **Engine Segment - Joint Venture Sales Unconsolidated**

Q2 2024 LTM Revenue



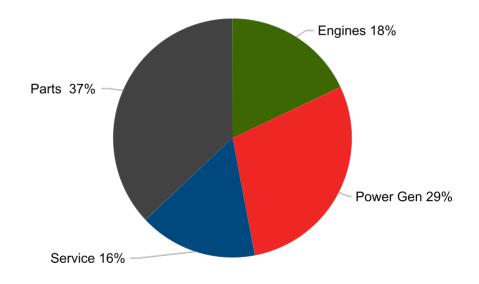


## **Distribution Segment - Overview**

- Provide aftermarket support and increase solution-based revenue
- Increasing network capabilities in emerging markets to capture profitable growth

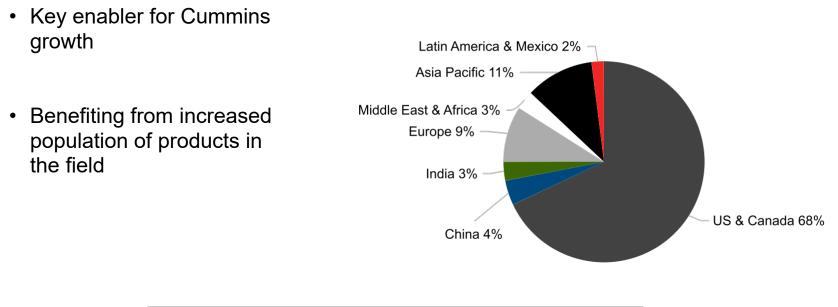
Q2 2024 LTM Results	
Sales:	\$10.6 billion
EBITDA <sup>1</sup> :	\$1.2 billion
EBITDA% <sup>1</sup> :	11.1%

#### **Q2 2024 LTM Revenue by Product**



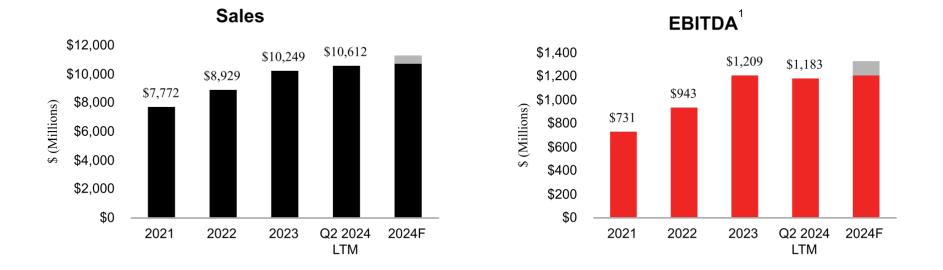
## **Distribution Segment - Sales Mix**

**By Region** 



Q2 2024 LTM Revenue \$10.6 billion

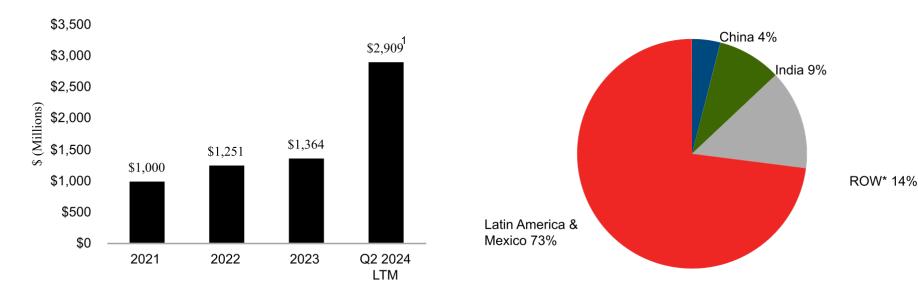
## **Distribution Segment - Historical Performance**



2024 Guidance		
Sales Up 5% to 10%	EBITDA 11.3% to 11.8%	

<sup>1</sup> 2022 excludes \$55 million of net cost related to the indefinite suspension of operations in Russia

#### **Distribution Segment - Joint Venture Sales Unconsolidated**



Q2 2024 LTM Revenue

<sup>1</sup> 2024 includes higher JV unconsolidated sales as a result of JV ownership restructuring; however, no material change to overall JV income

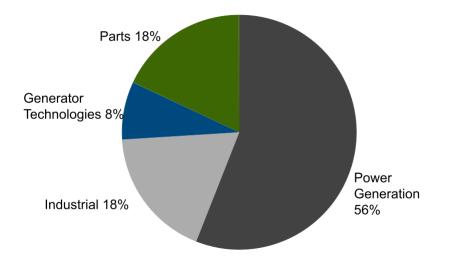
\* Rest of World

# **Power Systems Segment - Overview**

- Global provider of power generation systems, components and services from 2kW to 3.5 Megawatts (MW)
- Leading supplier of alternators from 7.5kVA to 11,200kVA
- Leading market share in multiple geographies

Q2 2024 LTM Results				
Sales:	\$5.9 billion			
EBITDA:	\$954 million			
EBITDA%:	16.3%			

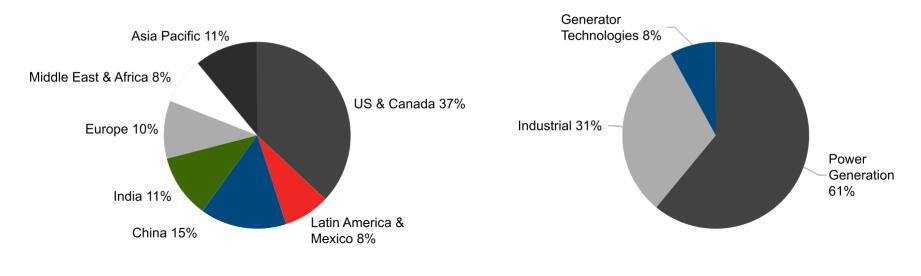
#### **Q2 2024 LTM Revenue by Product**



#### **Power Systems Segment - Sales Mix**

By Region

**By Product Line** 



Q2 2024 LTM Revenue \$5.9 billion

Cummins | 39

#### **Power Systems Segment - Historical Performance**

2024 Guidance

EBITDA 17.5% to 18.0%





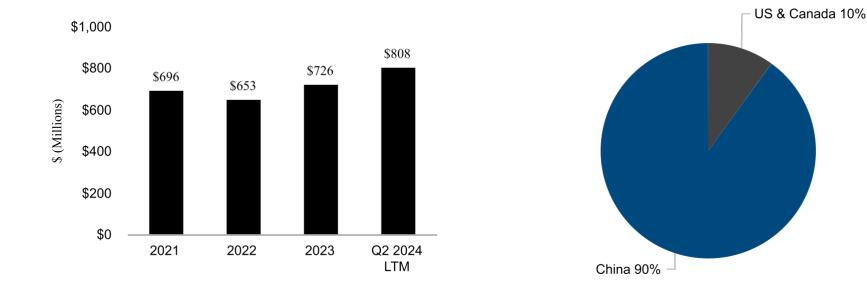
**EBITDA**<sup>1</sup>

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Sales Up 3% to 8%

<sup>1</sup> 2022 excludes \$19 million of net cost related to the indefinite suspension of operations in Russia

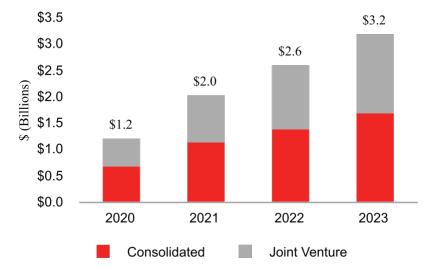
#### Power Systems Segment - Joint Venture Sales Unconsolidated



#### Q2 2024 LTM Revenue

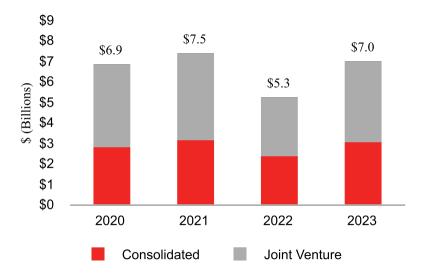
# **Emerging Market Sales - India<sup>1</sup>**

- Present in India for over 60 years
- Market leadership
- Strong OEM relationships
- Expanding our markets



## **Emerging Market Sales - China<sup>1</sup>**

- · Present in China for over 40 years
- Broad product portfolio for On and Off Highway
- Strong OEM partners
- Growth from new products and tightening emission standards



## **Non-GAAP Reconciliation - EBITDA**

		Three Mo	onths	Ended
In Millions				
	3	0-Jun-24		30-Jun-23
Net income attributable to Cummins Inc.	\$	726	\$	720
Net income attributable to noncontrolling interests		26		17
Consolidated net income		752		737
Income tax expense		225		212
Income before taxes		977		949
Interest expense		109		99
EBIT		1,086		1,048
Depreciation and amortization		259		256
EBITDA		1,345		1,304
One-Time Items <sup>1</sup>		—		23
EBITDA excluding One-Time Items		1,345		1,327

<sup>1</sup>Q2 2023 one-time items include \$23 million of cost related to the separation of Atmus

We define EBITDA as earnings before interest expense, provision for income taxes, depreciation & amortization, and non-controlling interests in earnings of consolidated subsidiaries. The table above reconciles EBITDA, a non-GAAP financial measure, to our consolidated earnings before income taxes and non-controlling interests, for each of the applicable periods. We believe EBITDA is a useful measure of our operating performance for the periods presented as it illustrates our operating performance without regard for financing methods, capital structure, income taxes, or depreciation & amortization methods. 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.

# **Non-GAAP Reconciliation - EBITDA (LTM)**

		_ast Twelve	Months E	Ended
In Millions				
	30	-Jun-24	30	-Jun-23
Net income attributable to Cummins Inc.	\$	1,944	\$	2,541
Net income attributable to noncontrolling interests		133		55
Consolidated net income		2,077		2,596
Income tax expense		769		768
Income before taxes		2,846		3,364
Interest expense		387		334
EBIT		3,233		3,698
Depreciation and amortization		1,036		956
EBITDA		4,269		4,654
One-Time Items <sup>1</sup>		868		76
EBITDA excluding One-Time Items		5,137		4,730

<sup>1</sup> Q2 2024 LTM one-time items include \$2.036 billion of cost related to the agreement to settle with U.S. regulators, \$1.239 billion of net benefit related to the separation of Atmus, \$42 million of cost related to employee voluntary retirement and separation, and \$29 million of restructuring expenses, Q2 2023 LTM one-time items include \$76 million of cost related to the separation of Atmus

We define EBITDA as earnings before interest expense, provision for income taxes, depreciation & amortization, and non-controlling interests in earnings of consolidated subsidiaries. The table above reconciles EBITDA, a non-GAAP financial measure, to our consolidated earnings before income taxes and non-controlling interests, for each of the applicable periods. We believe EBITDA is a useful measure of our operating performance for the periods presented as it illustrates our operating performance without regard for financing methods, capital structure, income taxes, or depreciation & amortization methods. 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.

# **Non-GAAP Reconciliation - Working Capital**

		onths E	Inded	
In Millions				
	3	30-Jun-24		30-Jun-23
Accounts and notes receivable, net	\$	5,606	\$	5,863
Inventories		5,857		6,026
Accounts Payable - (principally trade)		(4,405)		(4,308)
Working capital measure	\$	7,058	\$	7,581
Annualized Working capital measure				
(% of Net Sales)		20.1 %		21.9 %

## **Non-GAAP Reconciliation - Net Assets**

In Millions				
	30-Jun-24		4 30-Jun-	
Total Assets	\$	31,320	\$	31,735
Less: Deferred debt costs		4		4
Less: Deferred tax assets		1,009		767
Less: Pension and other postretirement benefit adjustments excluded from net assets		302		951
Less: Liabilities deducted in arriving at net assets		12,624		11,832
Total net assets		17,381		18,181
Less: Cash, cash equivalents and marketable securities		2,183		2,314
Net assets for operating segments	\$	15,198	\$	15,867

# Non-GAAP Reconciliation - Invested Capital Used for Return on Invested Capital Calculation

In Millions				
	30-Jun-24		30-Jun-23	
Total Equity	\$	10,576	\$	11,356
Less: Defined benefit postretirement plans		(849)		(434)
Equity used for return on invested capital calculation		11,425		11,790
Loans payable		329		419
Commercial paper		1,581		1,617
Current maturities of long-term debt		167		575
Long-term debt		5,426		5,089
One-Time Items <sup>1</sup>		_		(600)
Invested capital used for return on invested capital calculation	\$	18,928	\$	18,890

<sup>1</sup> 2023 One-time items include \$600 million on consolidated debt that was transferred upon completion of the separation of Atmus.

A reconciliation of invested capital used for return on invested capital calculation to total equity in our Condensed Consolidated Financial Statements is shown in the table above.

#### Non-GAAP Reconciliation - Net Operating Profit After Taxes Used for Return on Invested Capital Calculation

	Last Twelve M			
In Millions				
	30-Jun-24		30-Jun-23	
Net income attributable to Cummins Inc.	\$	1,944	\$	2,541
Net income attributable to noncontrolling interests		133		55
Consolidated net income		2,077		2,596
Income tax expense		769		768
Income before taxes		2,846		3,364
Interest expense		387		334
EBIT		3,233		3,698
One-Time Items <sup>1</sup>		868		76
EBIT excluding One-Time Items		4,101		3,774
Less: Tax effect on EBIT		951		860
Net operating profit after taxes used for return on invested capital calculation	\$	3,150	\$	2,914

<sup>1</sup> Q2 2024 LTM one-time items include \$2.036 billion of cost related to the agreement to settle with U.S. regulators, \$1.239 billion of net benefit related to the separation of Atmus, \$42 million of cost related to employee voluntary retirement and separation, and \$29 million of restructuring expenses, Q2 2023 LTM one-time items include \$76 million of cost related to the separation of Atmus

A reconciliation of net operating profit after taxes used for return on invested capital calculation to net income attributable to Cummins Inc. in our Condensed Consolidated Financial Statements is shown in the table above.

## **Non-GAAP Reconciliation - ROANA**

		s Ended					
In Millions							
	3	30-Jun-24		<u>0-Jun-24</u> 3		30-Jun-23	
Unadjusted ROANA							
EBITDA	\$	4,269	\$	4,654			
Beginning - Total Net Assets		18,181		13,179			
Ending - Total net Assets		17,381		18,181			
Unadjusted ROANA		24 %		30 %			
Adjusted ROANA							
EBITDA excluding One-Time Items <sup>1</sup>		5,137		4,730			
Beginning - Total Net Assets adjusted for one-time items		18,181		13,179			
Ending - Total net Assets adjusted for one-time items		17,381		18,181			
Adjusted ROANA		29 %		30 %			

<sup>1</sup>Q2 2024 LTM one-time items include \$2.036 billion of cost related to the agreement to settle with U.S. regulators, \$1.239 billion of net benefit related to the separation of Atmus, \$42 million of cost related to employee voluntary retirement and separation, and \$29 million of restructuring expenses, Q2 2023 LTM one-time items include \$76 million of cost related to the separation of Atmus

# **Non-GAAP Reconciliation - ROIC**

	Last 12 Mc			onths Ended		
In Millions						
	30-Jun-24		30-Jun-24 30-Jun-2			
Unadjusted ROIC						
Net Operating Profit after Taxes	\$	2,360	\$	2,855		
Beginning - Unadjusted Invested capital used for ROIC calculation		19,490		14,178		
Ending - Unadjusted Invested capital used for ROIC calculation		18,928		19,490		
Unadjusted ROIC		12 %		17 %		
Adjusted ROIC						
Net Operating Profit after taxes excluding one-time items <sup>1</sup>		3,150		2,914		
Beginning - Adjusted Invested capital used for ROIC calculation		18,890		14,178		
Ending - Adjusted Invested capital used for ROIC calculation		18,928		18,890		
Adjusted ROIC		17 %		18 %		

<sup>1</sup> LTM Q2 2024 one-time items include \$1.966 billion of cost related to the agreement to settle with U.S. regulators, \$1.246 billion of net benefit related to the separation of Atmus, \$32 million of cost related to employee voluntary retirement and separation, and \$22 million of restructuring expenses, LTM Q2 2023 one-time items include \$59 million of cost related to the separation of Atmus

# **Net Debt to Capital Reconciliation**

In Millions				
	30-Jun-24		3	0-Jun-23
Total Debt (A)	\$	7,503	\$	7,700
Total Equity (B)		10,576		11,356
Total Capital (C) = (A+B)		18,079		19,056
Total Cash, Cash Equivalents & Marketable Securities (D)		2,183		2,314
Net Debt (E) = (A-D)	\$	5,320	\$	5,386
Total Debt to Capital % (A/C)		41.5 %		40.4 %
Net Debt to Capital % (E/C)		29.4 %		28.3 %



# Thank you for your interest

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