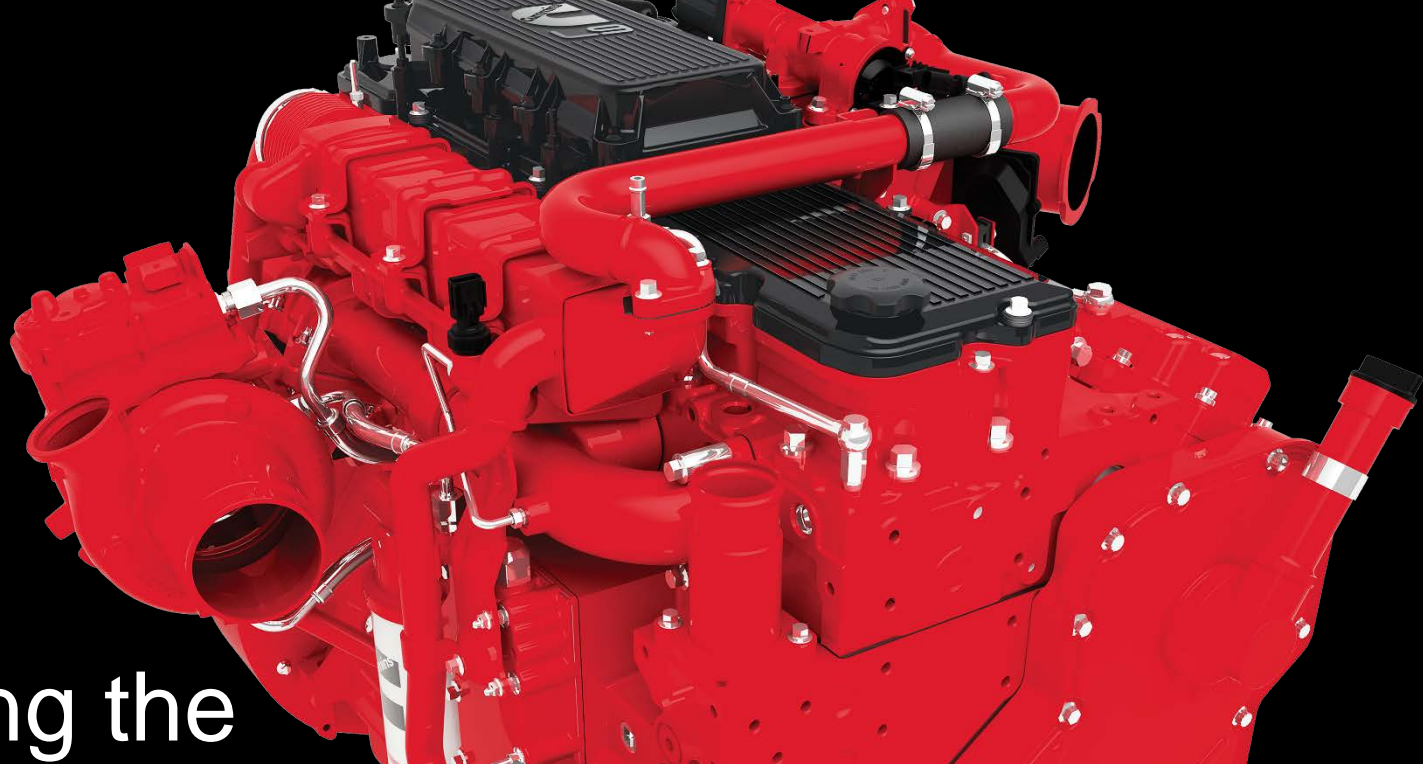


Cummins 2017 L9/X12/X15 Engines

Sutphen Dealer Retreat

September 19, 2017





Introducing the

2017 L9

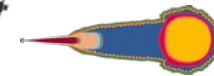
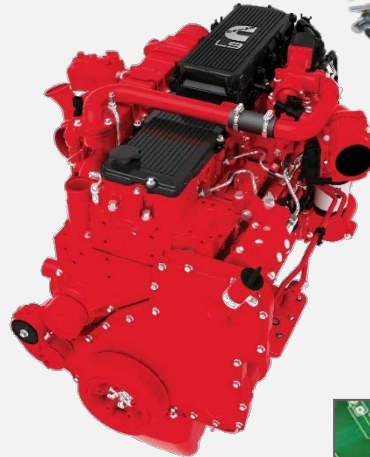
Total Engine System

Integration

Air Handling
& EGR



Aftertreatment



Combustion &
Fuel Systems



Fuel and
Lube Filters



Electronic Controls

2017 Single Module Aftertreatment

- Customer voice-driven design for full range of engines
- MidRange System features:
 - Up to 70% reduction in space claim
 - Up to 30% reduction in weight
- Enhanced thermal efficiency
 - Consistent Temperatures
 - Reduced Fuel Consumption
 - Improved Reliability



Innovative Aftertreatment System



Catalyst

Reduced size and improved thermal robustness

Mixing Technology

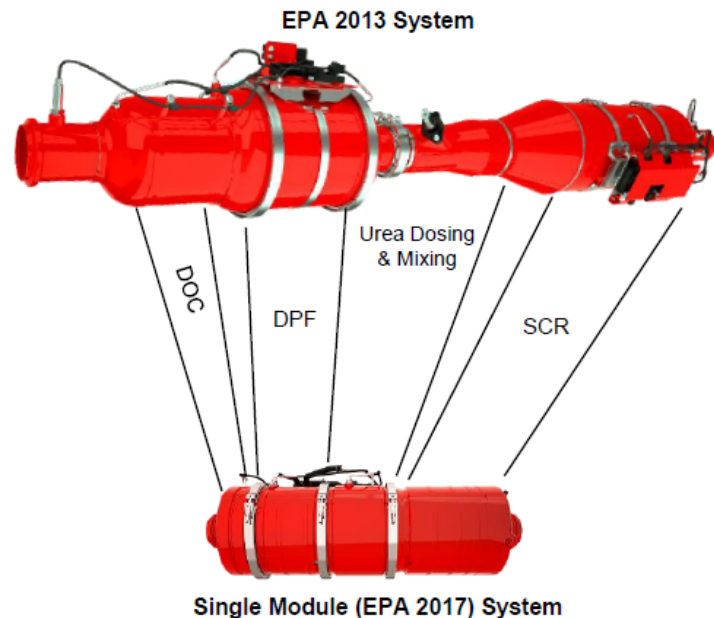
Compact mixer gives >50% size reduction, improved uniformity, and reduces the risk of deposits

Packaging Design

Compact design minimizes space claim, reduce overall system weight, and reduces installation variation, which improves reliability

Single Module Aftertreatment Architecture

- How we did it →
- Five sizes to cover ISB through ISX
- Flexible system
 - Inlets and outlets from end or the side
 - Orientation of inlet and sensor table positions



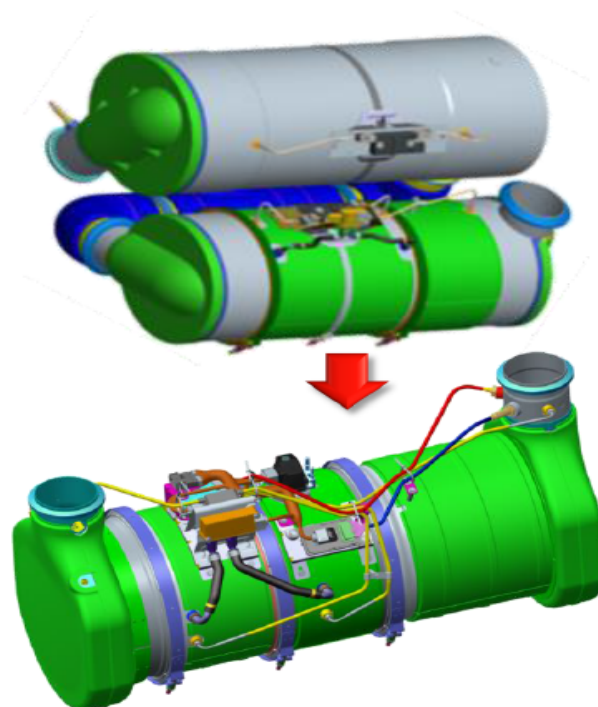
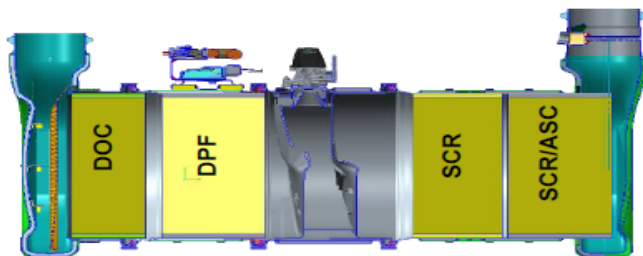
End In-End Out
Single Module



Side In-Side Out
Single Module

Single Module Aftertreatment

- Compared to 2013, SM Reduces:
 - Space Claim 60%
 - Weight up to 40%
- Improves emission and OBD robustness via reduced variation
- Reduces installation proliferation



Fuel Filters by Fleetguard

- NanoNet Fuel Filters have been used since 2013
 - 10-13 times more effective at removing 4 micron particulates
 - Traps and retains contaminants even under real world vibration and flow surge
 - Protects high pressure injectors from damaging fuel systems
 - Increases fuel system robustness
 - Separates water for better fuel protection
 - 2017 L9 requires stage 1 NanoNet filter



Engine Oil specification for 2017 EPA Diesel Engines



2017 CK-4 Engine Compatibility

Engine	CK-4 (PC-11a)	FA-4 (PC-11b)
B6.7, L9, X12	Compatible	—
X15	Compatible	Recommended



Notes:

- Oil specification changed from C-J4 to CK-4/FA-4
- Lower oil viscosity for improved fuel economy
 - Changing from 15W40 to 10W30

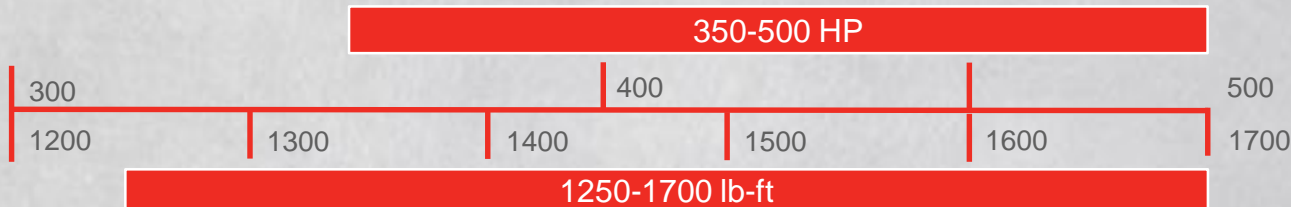


Introducing the

Next Generation X12

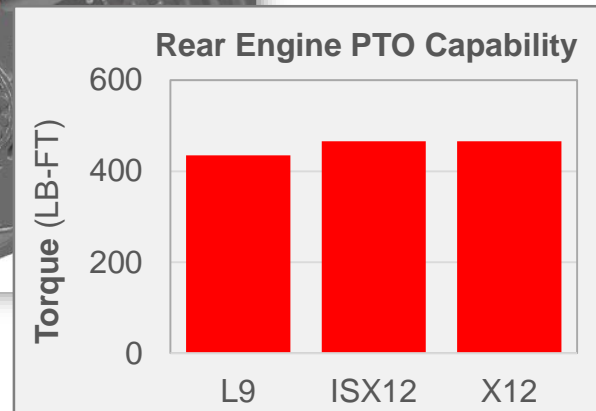
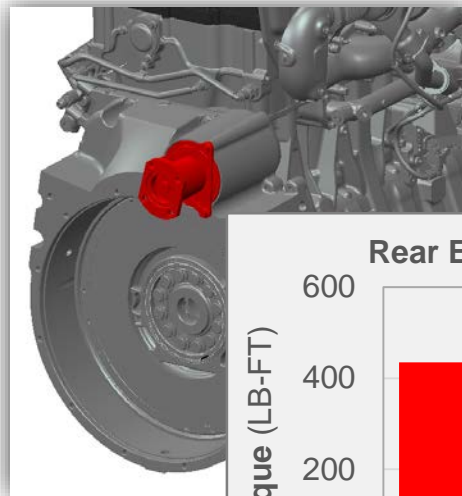
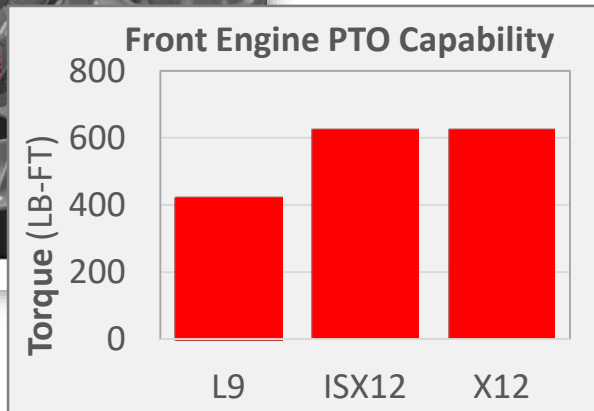
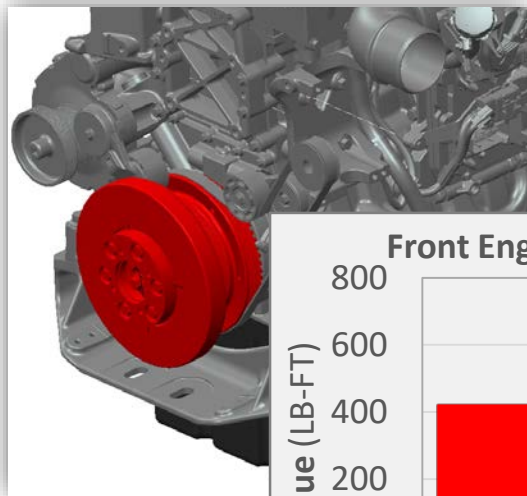
X12™

- The Productivity Champion
- Powerful Performance
 - Power 350-500 HP @ 1900 rpm
 - Torque 1250-1700 lb-ft (1830-2300Nm)
- Lower Operating Costs
- Maximizes Payload for:
 - Regional Haul
 - Vocational
 - Intra-city



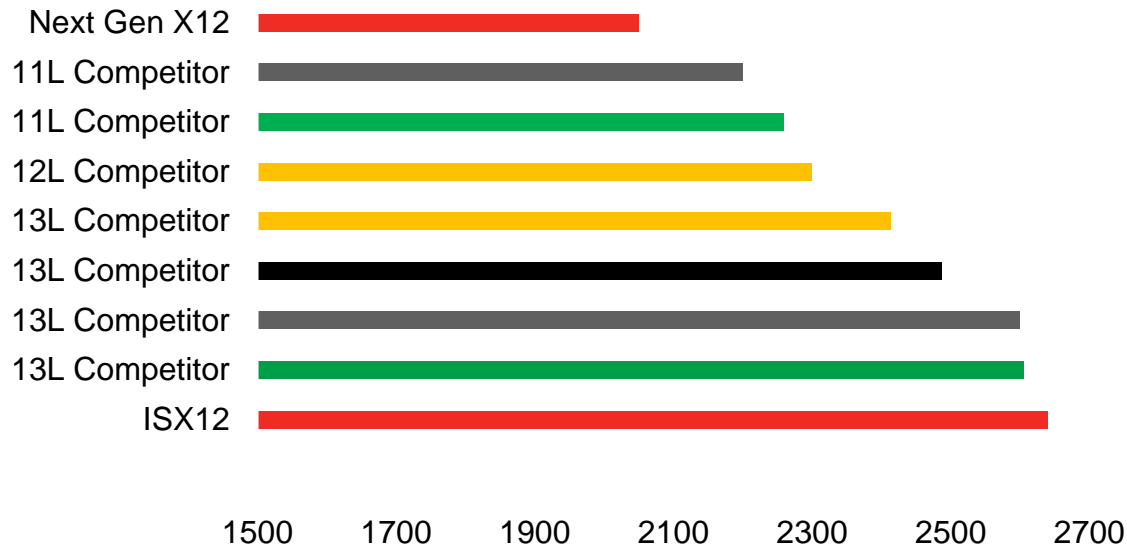
Power Take Off (PTO)

- X12 maintains PTO capability of ISX12, Front and Rear



Best-in-Class Power Density

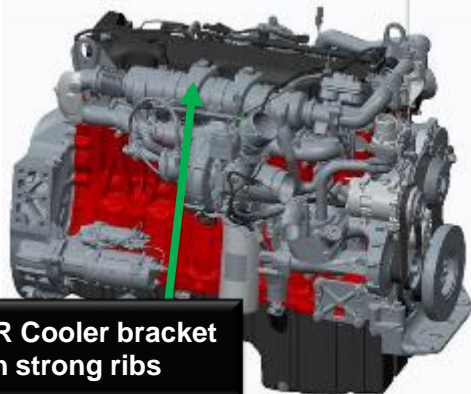
Dry Weight of Engine (lb)



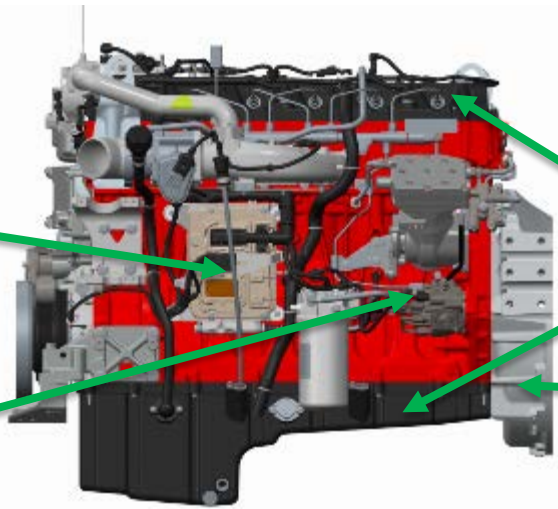
Cylinder block was designed using latest technology to eliminate excess mass with no durability impact

Reduced Weight & Complexity

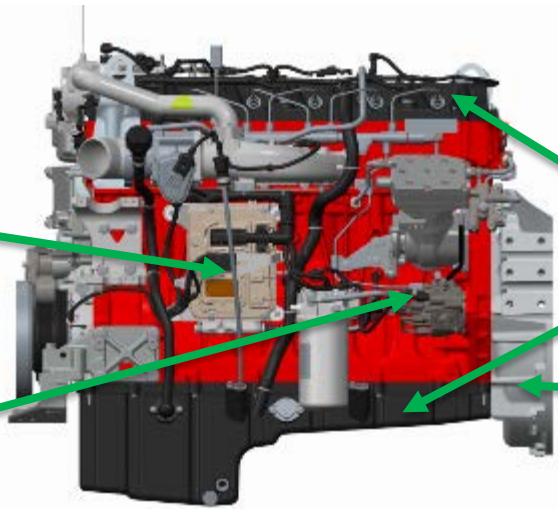
External components have been designed with next-gen optimization tools to put the material exactly where needed



EGR Cooler bracket with strong ribs



ECM bracket incorporates fuel priming pump



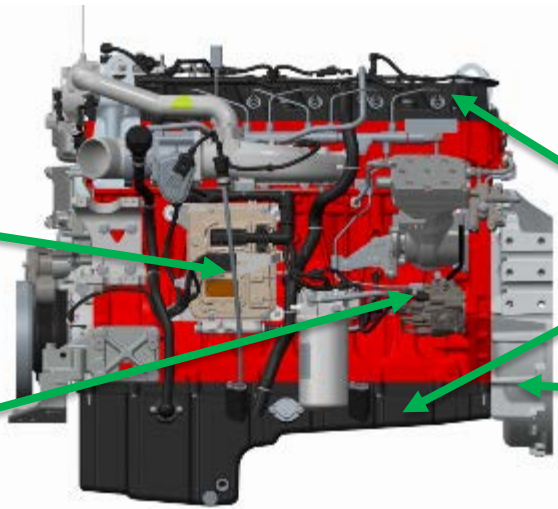
Fuel Lubricated high pressure fuel pump saves space and weight over bulkier oil lubricated pumps



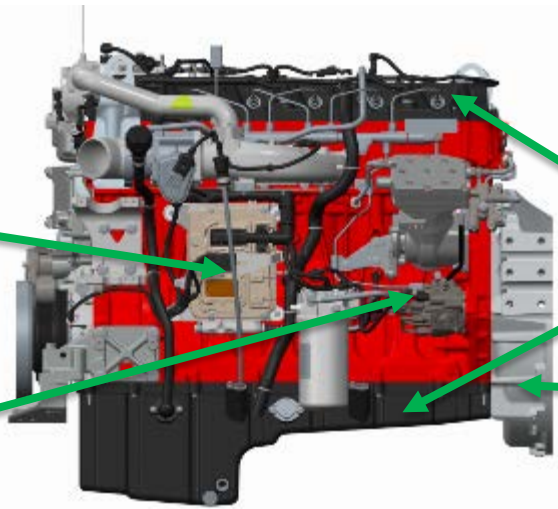
Fan Bracket with hollow pockets



Crank-centered oil pump incorporates front cover



Composite valve cover and oil pan reduce weight, corrosion, and noise



High-strength aluminum Flywheel Housing incorporates gear cover. Eliminates separate housing, gaskets, and oil leak paths

Matured in Global Markets



- Next Generation 12L has over a billion miles of real world experience
 - Over 120,000 produced since start of production in 2014
 - Over 100,000 powering tractor trailer, dump truck, flat bed, and off-highway applications



Tractor Trailer crossing Kunlun Pass (15,600 ft altitude)



Snow Groomer works the torque curve in the Alps (QSG12 T4F)



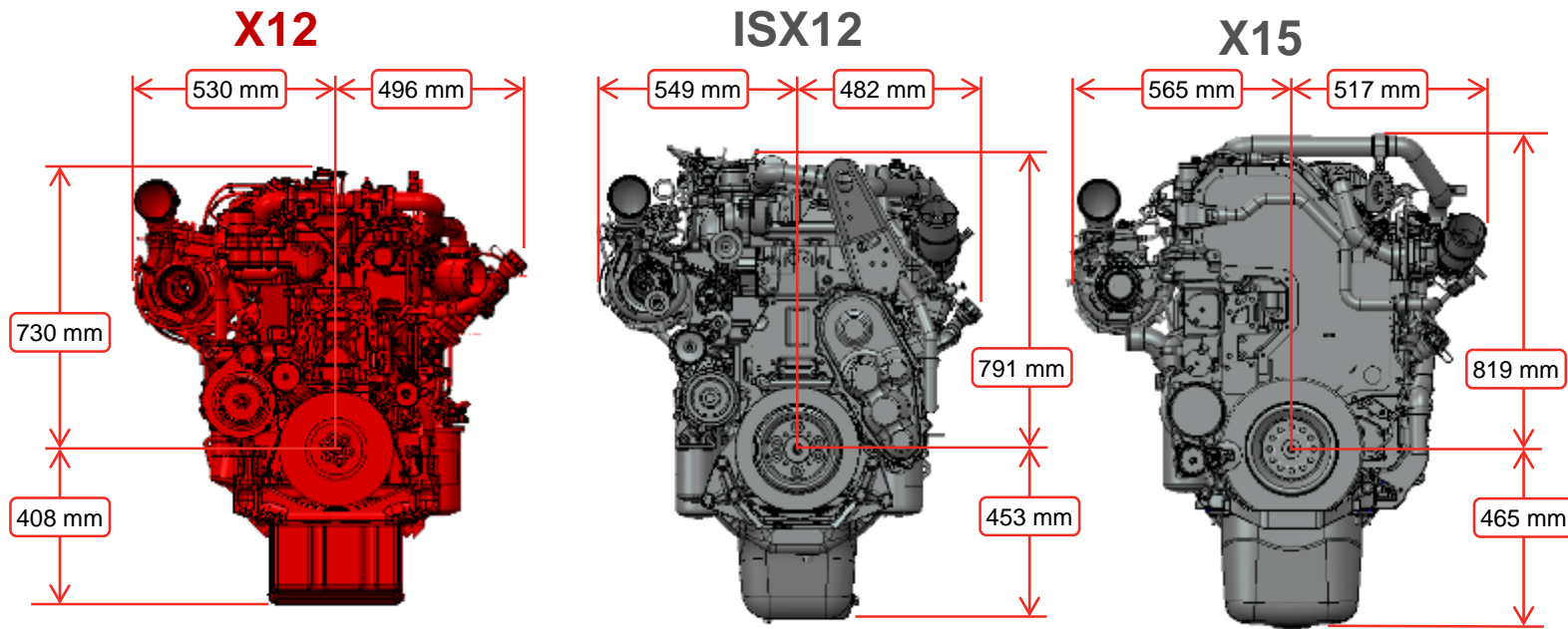
110K GVW B-Double in Australia runs over 1M km

Low Cost of Operation

- Lower weight means same trips = more freight
 - Better payload allows higher asset utilization
- Low friction design minimizes parasitic losses delivering better fuel economy
 - Improvements from ISX12 seen at all speeds: idle to interstate
- Validating extended maintenance intervals similar to X15
 - Cummins OilGuard oil analysis program for customers who want to further extend oil drain intervals
- Extended Coverage options similar to ISX12 and X15
- More details will be provided closer to production launch

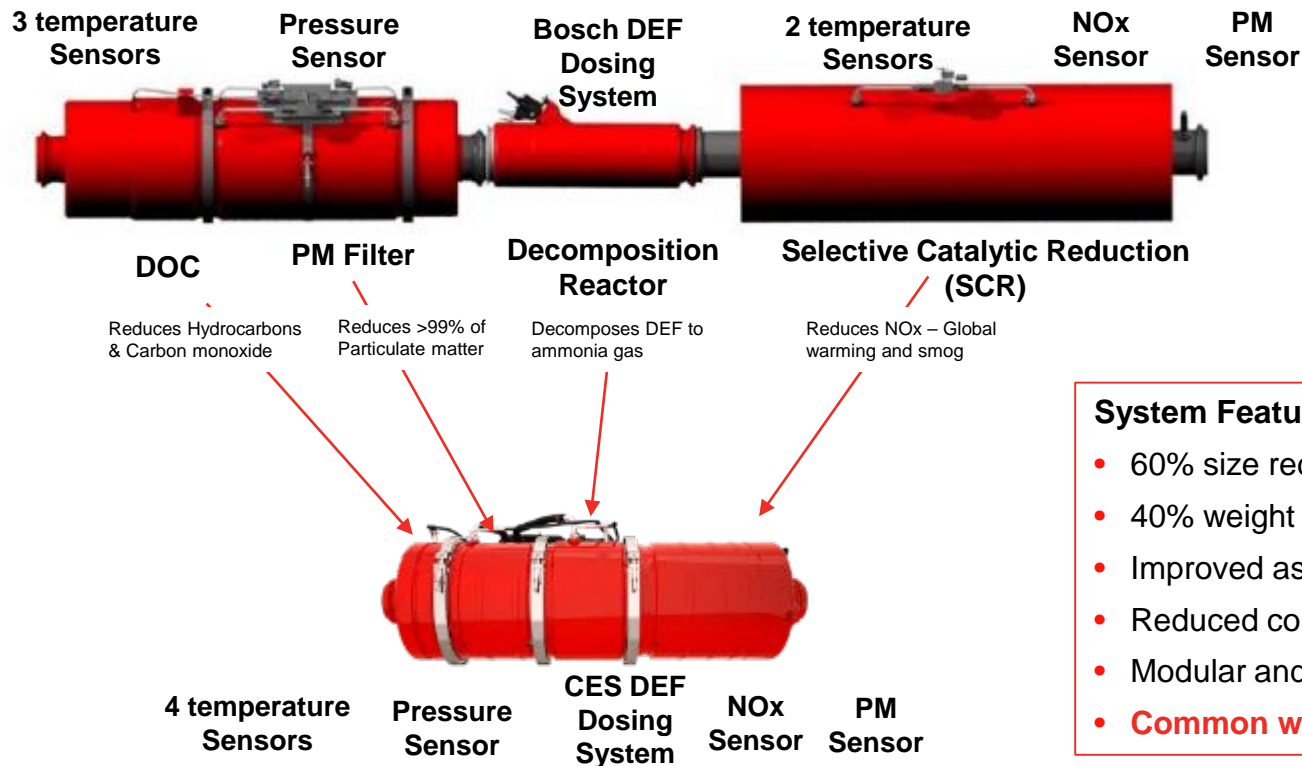


Designed for Wrench Room



Compact size helps *improves service accessibility* in shorter nose vehicles

Single Module Aftertreatment



System Features:


- 60% size reduction
- 40% weight reduction
- Improved ash holding / service interval
- Reduced complexity
- Modular and serviceable
- **Common with X15 Efficiency Series**

Manufactured in Jamestown, NY



- Built alongside X15 and ISX12
- Production typically exceeds 100,000 engine p.a.
- Reliable, skilled work force
 - 1300+ Employees
 - Team Based work system
 - ~100 employee Product Engineering staff dedicated to Current Product Development and Field support

Flexible Transition



	2017	2018	2019	2020
ISX12				
X12				
ISX12G				

- ISX12 available through end of 2018 with committed aftermarket support
 - Current ISX12 sales will transition to greater value Next Gen X12
- Next Generation X12 enters Production in 2018
- ISX12 G will continue serving natural gas market through end of decade



X15TM
EPA2017



Ratings

Heavy Haul / Vocational Truck 2000 rpm Gov

485-1650

565-1850

485-1850

565-2050

505-1650

605-1850

505-1850

605-2050

525-1850

Emergency Vehicle 2100 rpm Gov

505-1850EV

600-1850EV

565-1850EV

Recreational Vehicle / Motor Coach 2100 rpm Gov

565-1850RV

605-1950RV

*All Efficiency Series ratings have 1000 rpm TDOS and all Performance Series ratings have 1150 rpm TDOS

X15™ Single Module Aftertreatment

- Customer voice-driven design
- Combines high-efficiency SCR, an enhanced dosing unit and a high capacity DPF into a single flow-through unit
- Enhanced thermal and fuel efficiency
- Heavy Duty System Features:
 - Up to **60%** reduction in space claim
 - Up to **40%** reduction in weight
- Reduced system weight and complexity for benefit of end user



Service Locations

