



MEDIA RELEASE

Cummins DKSH new joint venture in Vietnam

More than 40 years of successful cooperation between Cummins and DKSH in Asia – industry leaders bring strength to the region.

Cummins DKSH (Vietnam) Limited Liability Company

Date: July 1, 2010

Ho Chi Minh City, July 1, 2010 – Today, the Cummins DKSH joint venture in Vietnam officially comes into effect. As in Thailand, where more than 40 years of successful cooperation between Cummins and DKSH culminated in a joint venture agreement in 2006, now in Vietnam too, Cummins and DKSH are taking this long-standing, fruitful business relationship to the next level. The two joint ventures provide an effective platform for Cummins to further expand into the region and provide local economies with the equipment they need to sustain their growth. The two JV companies have unified their names as follows:

- Cummins DKSH (Thailand) Limited
- Cummins DKSH (Vietnam) Limited Liability Company

Globally striving to offer top-quality products and services to their customers, Cummins has found the perfect partner in DKSH: 75 employees in Vietnam and close to 100 in Thailand take care of Cummins products by providing sales, marketing, project management, and after-sales services not only in Vietnam and Thailand, but also in Laos and Cambodia. The 24 hour a day, 7 days a week door-to-door after-sales services place Cummins in the perfect position to meet local customers' requirements and service needs in various sectors including banking, manufacturing, power plants, post, and telecommunications, commercial buildings and hospitals, etc.

“In continuation of our outstanding cooperation of Cummins and DKSH in Thailand which dates back 45 years, we are keen to build yet another success story in South East Asia. With the establishment of the new Joint Venture company in Vietnam, and a further strengthening of management and processes, we have reached a new level of mutual trust and commitment to set the stage for an even more professional service to our customers in the region.

With this new investment, Cummins and DKSH demonstrate their confidence in the long term potential of the markets in South East Asia. For DKSH, with its long history and substantial presence in Vietnam, the expanded cooperation offers an opportunity to accelerate business growth and enhance our contribution to the development of Vietnam.”

says Claus Bressmer, Vice President of DKSH Technology and Director of Cummins DKSH Joint Venture Companies.

“Cummins is excited about the launch of our joint venture with DKSH in Vietnam. Over the last three years, Cummins and DKSH have successfully executed a joint venture in Thailand, which has increased our competitiveness and our ability to meet and exceed our customers’ requirements. We have jointly focused on growing the business in Thailand and building more capability into our joint venture organization. DKSH brings a wealth of local knowledge, management talent and skills to the joint venture. Cummins brings its global operational capability and global resources to help supplement DKSH’s local knowledge and skills. It is a proven formula. Therefore, we are very happy to see the relationship extending to Vietnam, and we are confident that it will yield the same results – increased competitiveness, happier customers and a more capable organization.” says Brady Southwick, Director Asia Pacific Business Operations and Global Strategy Leader for Distribution Business Unit, and Director of Cummins DKSH Joint Venture Companies.

Profile Cummins

Cummins is a global power leader that designs, manufactures, sells and services diesel engines and related technology around the world. Cummins serves its customers through its network of 500 company-owned and independent distributor facilities and more than 5,200 dealer locations in over 190 countries and territories. Cummins was founded in 1919 and achieved revenues of \$10.8 billion in 2009. The company has approximately 40,000 employees worldwide and is headquartered in Columbus, Indiana in the United States.

Profile DKSH Business Unit Technology

DKSH’s Business Unit Technology is a leading provider of Market Expansion Services covering a broad range of cutting-edge technical systems and applications. The Business Unit caters to industries including manufacturing and production, infrastructure, energy, research, food and beverage, as well as advanced metals. As part of the global DKSH network, Business Unit Technology offers industry-leading expertise and proactive teams that create customized technical solutions for its business partners.

Our specialists serve a customer base of over 5,000 companies, giving them access to new technologies. For our supplier base of over 700 renowned European, American, and Asian manufacturers we help identify opportunities and create new markets. Business Unit Technology employs more than 1,200 specialists, including over 450 service

engineers, operating from 67 offices in 17 countries, including Australia, Thailand, China, Japan, Korea, Malaysia, Singapore, Taiwan, Vietnam, as well as other countries in the Greater Mekong Subregion.

For further information please contact:

Cummins DKSH (Vietnam) Limited Liability Company

Toon Santen
General Director
E-town 2 Building
364 Cong Hoa Street, Tan Binh District
Ho Chi Minh City
Vietnam

Phone +84 8 3812 5848

Fax + 84 8 3812 5773

toon.santen@dksh.com

www.cummins.com

www.dksh.com