

# **PT TATA MOTORS DISTRIBUSI INDONESIA**

***FINANCIAL STATEMENTS***

***YEAR ENDED 31 MARCH 2019***

PT. TATA MOTORS DISTRIBUSI INDONESIA  
TABLE OF CONTENTS

	<u>Page</u>
DIRECTORS' STATEMENT OF RESPONSIBILITY	
FINANCIAL STATEMENTS FOR THE YEAR ENDED MARCH 31, 2019:	
STATEMENT OF FINANCIAL POSITION	1
STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME	2
STATEMENT OF CHANGES IN EQUITY	3
STATEMENT OF CASH FLOWS	4
NOTES TO THE FINANCIAL STATEMENTS	5 - 23
INDEPENDENT AUDITORS' REPORT	



**THE DIRECTORS' STATEMENT OF RESPONSIBILITY  
FOR THE FINANCIAL STATEMENTS  
YEAR ENDED 31 MARCH 2019  
PT TATA MOTORS DISTRIBUSI INDONESIA (THE "COMPANY")**

We, the undersigned:

1. Name : Biswadev Sengupta  
Office Address : Pondok Indah Office Tower 3 Suite 801B  
Jl. Sultan Iskandar Muda Kav. V-TA Kebayoran Lama  
Jakarta Selatan 12310  
Office Telephone : 021 - 29328041  
Function : President Director
2. Name : Siddhartha Haldar  
Office Address : Pondok Indah Office Tower 3 Suite 801B  
Jl. Sultan Iskandar Muda Kav. V-TA Kebayoran Lama  
Jakarta Selatan 12310  
Office Telephone : 021 - 29328041  
Function : Chief Financial Controller

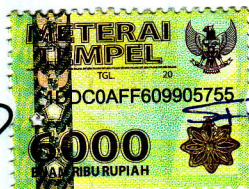
declare that:

1. We are responsible for the preparation and presentation of the financial statements of PT Tata Motors Distribusi Indonesia;
2. The financial statements have been prepared and presented in accordance with Indonesian Financial Accounting Standards;
3. a. The disclosures we have made in the financial statements are complete and accurate;  
b. The financial statements do not contain misleading information, and we have not omitted any information or facts that would be material to the financial statements;
4. We are responsible for the internal control.

This statement is made truthfully.

Jakarta, May 3, 2019

Biswadev Sengupta  
President Director



Siddhartha Haldar  
Chief Financial Controller

**PT. TATA MOTORS DISTRIBUSI INDONESIA**  
**STATEMENT OF FINANCIAL POSITION**  
**AS OF MARCH 31, 2019 and 2018**

	Notes	March 31, 2019 Rp	March 31, 2018 Rp
<b>ASSETS</b>			
<b>CURRENT ASSETS</b>			
Cash in banks and cash equivalents	4	4,495,087,394	18,669,558,165
Trade and other receivables	5	47,824,416,083	44,543,486,612
Inventories	6	74,107,386,769	76,138,068,340
Prepaid taxes	9	6,038,909,559	4,212,209,336
Prepaid expenses		719,487,805	665,758,356
Other current assets		3,072,651,359	3,869,098,633
<b>Total Current Assets</b>		<b>136,257,938,969</b>	<b>148,098,179,442</b>
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment (net)	7	5,587,292,332	8,070,074,274
Intangible assets (net)	8	-	9,935,792
Prepaid taxes	9	20,149,967,448	11,837,411,897
<b>Total Non-current Assets</b>		<b>25,737,259,780</b>	<b>19,917,421,963</b>
<b>TOTAL ASSETS</b>		<b>161,995,198,749</b>	<b>168,015,601,405</b>
<b>LIABILITIES AND EQUITY</b>			
<b>CURRENT LIABILITIES</b>			
Short-term bank loan	10	68,547,028,334	26,157,743,056
Trade payables	11	44,095,680,692	48,694,379,360
Other payables	12	27,985,101,989	24,069,776,174
Accrued expenses	13	30,100,651,476	27,194,293,702
Other taxes payables		223,510,345	361,761,446
<b>Total Current Liabilities</b>		<b>170,951,972,836</b>	<b>126,477,953,738</b>
<b>NON-CURRENT LIABILITIES</b>			
Accrued expenses	13	1,462,311,530	2,160,350,000
Deferred tax liabilities	19	676,582,374	830,600,382
Employee benefits obligation	20	4,137,261,691	3,657,739,505
Other non-current liabilities		1,309,522,049	894,927,058
<b>Total Non-current Liabilities</b>		<b>7,585,677,644</b>	<b>7,543,616,945</b>
<b>EQUITY</b>			
Share capital	14	447,817,575,000	424,817,575,000
Advances for share capital		-	23,000,000,000
Accumulated deficit		(464,360,026,731)	(413,823,544,278)
<b>Total Equity</b>		<b>(16,542,451,731)</b>	<b>33,994,030,722</b>
<b>TOTAL LIABILITIES AND EQUITY</b>		<b>161,995,198,749</b>	<b>168,015,601,405</b>

See Notes to the Financial Statements, which form an integral part of these financial statements.

**PT. TATA MOTORS DISTRIBUSI INDONESIA**  
**STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME**  
**YEARS ENDED MARCH 31, 2019 AND 2018**

	Notes	Year ended March, 31	
		2019	2018
		Rp	Rp
NET SALES	15	173,060,457,421	134,460,680,541
COST OF SALES	16	(146,456,508,537)	(112,742,337,239)
<b>GROSS PROFIT</b>		<b>26,603,948,884</b>	<b>21,718,343,302</b>
Salaries and employee benefits		(21,035,232,991)	(20,269,119,499)
Depreciation and amortization		(2,242,078,322)	(3,829,030,075)
General and administrative expenses	17	(28,036,753,781)	(34,123,914,141)
Selling expenses	18	(21,093,107,728)	(27,364,835,914)
Other expense		(95,342,912)	(18,765,989)
Currency exchange loss (net)		(848,142,397)	(1,123,280,362)
Finance costs		(5,581,161,252)	(949,406,111)
Finance income		569,885,823	320,617,121
Other income		611,312,215	100,198,108
<b>LOSS BEFORE INCOME TAX</b>		<b>(51,146,672,461)</b>	<b>(65,539,193,560)</b>
INCOME TAX BENEFIT (EXPENSE)	19	154,018,008	(313,327,663)
<b>LOSS FOR THE YEAR</b>		<b>(50,992,654,453)</b>	<b>(65,852,521,223)</b>
<b>OTHER COMPREHENSIVE INCOME</b>			
<i>Items that will never be reclassified to profit or loss:</i>			
Changes resulting from actuarial remeasurements of employee benefits obligation		456,172,000	375,210,000
Tax on other comprehensive income		-	-
		456,172,000	375,210,000
<b>TOTAL COMPREHENSIVE LOSS FOR THE YEAR</b>		<b>(50,536,482,453)</b>	<b>(65,477,311,223)</b>

See Notes to the Financial Statements, which form an integral part of these financial statements.

**PT. TATA MOTORS DISTRIBUSI INDONESIA**  
**STATEMENT OF CHANGES IN EQUITY**  
**YEARS ENDED MARCH 31, 2019 AND 2018**

	<u>Notes</u>	<u>Share capital</u> Rp	<u>Advances for share capital</u> Rp	<u>Accumulated Deficit</u> Rp	<u>Total</u> Rp
Balance as of March 31, 2017		330,817,575,000	-	(348,346,233,055)	(17,528,658,055)
Issuance of share capital	14	94,000,000,000	-	-	94,000,000,000
Capital paid in advance		-	23,000,000,000	-	23,000,000,000
Loss for the year		-	-	(65,852,521,223)	(65,852,521,223)
Total other comprehensive income		-	-	375,210,000	375,210,000
Balance as of March 31, 2018		424,817,575,000	23,000,000,000	(413,823,544,278)	33,994,030,722
Issuance of share capital	14	23,000,000,000	(23,000,000,000)	-	-
Loss for the year		-	-	(50,992,654,453)	(50,992,654,453)
Total other comprehensive income		-	-	456,172,000	456,172,000
Balance as of March 31, 2019		<u>447,817,575,000</u>	<u>-</u>	<u>(464,360,026,731)</u>	<u>(16,542,451,731)</u>

**See Notes to the Financial Statements, which form an integral part of these financial statements.**

PT. TATA MOTORS DISTRIBUSI INDONESIA  
STATEMENT OF CASH FLOWS  
YEARS ENDED MARCH 31, 2019 AND 2018

	Year ended March, 31	
	2019 Rp	2018 Rp
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Loss for the year	(50,992,654,453)	(65,852,521,223)
Adjustments for:		
Depreciation and amortization	2,242,078,322	3,829,030,075
Finance costs	5,581,161,252	949,406,111
Finance income	(569,885,823)	(320,617,121)
Loss on impairment of trade and other receivables	548,268,889	1,288,015,623
Loss on sale of property, plant and equipment	51,999,654	-
Loss on decline in value of inventories	1,938,554,608	2,100,982,406
Net unrealized loss on foreign exchange	137,460,991	700,725,323
Income tax (benefit) expense	(154,018,008)	313,327,663
<b>Cash flows from operating activities before changes in following assets and liabilities:</b>	(41,217,034,568)	(56,991,651,143)
Trade and other receivables	(3,814,704,443)	(28,056,115,517)
Inventories	92,126,963	(39,485,124,690)
Prepaid taxes	(4,730,234,716)	9,498,971,841
Prepaid expenses	(53,729,449)	741,636,646
Other current assets	807,855,920	(1,199,479,197)
Trade payables	(4,553,164,056)	26,018,979,301
Other payables	3,706,427,649	2,228,725,547
Accrued expenses	2,208,319,304	12,534,360,540
Other non-current liabilities	414,594,991	894,927,058
Derivative liabilities	-	(93,586,321)
Other taxes payable	(138,251,101)	56,503,640
Employee benefit obligation	935,694,186	1,021,037,505
<b>Cash used in operations</b>	(46,342,099,320)	(72,830,814,790)
Income tax paid	(6,871,742,868)	(3,046,736,000)
Income tax refund	1,462,721,810	1,550,137,000
<b>Net cash used in operating activities</b>	(51,751,120,378)	(74,327,413,790)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Acquisition of property, plant and equipment	(99,542,060)	(1,501,185,040)
Proceed from sale of property, plant and equipment	298,181,818	-
Interest received	569,885,823	320,617,121
<b>Net cash provided by (used in) investing activities</b>	768,525,581	(1,180,567,919)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from issuance of share capital	-	94,000,000,000
Proceeds from advances for share capital	-	23,000,000,000
Proceeds from short-term bank loan	93,000,000,000	85,000,000,000
Repayment of short-term bank loan	(50,500,000,000)	(113,000,000,000)
Interest paid	(5,691,875,974)	(848,880,620)
<b>Net cash provided by financing activities</b>	36,808,124,026	88,151,119,380
<b>NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS</b>	(14,174,470,771)	12,643,137,671
<b>CASH IN BANKS AND CASH EQUIVALENTS, BEGINNING OF YEAR</b>	18,669,558,165	6,026,420,494
<b>CASH IN BANKS AND CASH EQUIVALENTS, END OF YEAR</b>	<b>4,495,087,394</b>	<b>18,669,558,165</b>

See Notes to the Financial Statements, which form an integral part of these financial statements.

**PT. TATA MOTORS DISTRIBUSI INDONESIA**  
**NOTES TO THE FINANCIAL STATEMENTS**

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**1 GENERAL**

PT. Tata Motors Distribusi Indonesia (the "Company") was established within the framework of the Foreign Capital Investment Law No. 25 Year 2007, based on notarial deed No. 70, dated January 23, 2013, made before Aryanti Artisari S.H., M.Kn, notary public in Jakarta. The deed of establishment was approved by the Minister of Justice and Human Rights of the Republic of Indonesia based on decree No. AHU-05503.AH.01.01 dated February 11, 2013. The publication of the establishment was conducted in the State Gazette of the Republic of Indonesia No. 48, Supplement to the State Gazette of the Republic of Indonesia No. 78956 Year 2013. The articles of association have been amended several times, most recently by Notarial Deed No. 18 dated July 10, 2018, of Fardian, S.H., notary public in Jakarta, concerning increase of subscribed and paid up capital. This changes was reported and acknowledged by the Minister of Justice and Human Rights of the Republic of Indonesia through its Letter No. AHU-AH.01.03-0222180 dated July 16, 2018.

The Company is domiciled in South Jakarta and its office is located in Pondok Indah Office Tower 3 Floor 8 Suite 801B, Jl. Sultan Iskandar Muda Kav.V-TA Kebayoran Lama Jakarta Selatan 12310. The Company has 58 and 64 employees as of March 31, 2019 and 2018, respectively.

In accordance with article 3 of the Company's articles of association, the scope of its activities is to engage in the wholesale trading and after-sales service with business activities as distributors for new cars and parts (for vehicles with four-wheel or more wheeled vehicles which include engine, gear box, axles and propeller shafts), and importer and exporter for new domestic carrosserie vehicles, military vehicles, and parts (for vehicles with four-wheel or more wheeled vehicles which include engine, gear box, axles and propeller shafts).

The Company is majorly owned by PT. Tata Motors Indonesia. As of March 31, 2019, the Company's management consists of the following:

President Commissioner	: Mr. Kottamasu Venkateswara Rao
Commisioners	: Mr. Seethapathi Vaidyanathan
	: Mr. Vinay Kumar Pathak
	: Mr. Rudrarup Maitra
	: Mr. Abhay Padmakar Bawale
President Director	: Mr. Biswadev Sengupta
Directors	: Mr. Achmad Djauhari
	: Mr. Pankaj Jain

**2 BASIS OF PREPARATION**

a. *Statement of compliance*

The financial statements have been prepared in accordance with Indonesian Financial Accounting Standards ("SAK").

b. The Company's directors approved the financial statements for issuance on 3 May 2019.

c. *Basis of measurement*

The financial statements are prepared on the accrual basis using the historical cost concept, except where the accounting standards require fair value measurement.

d. *Functional and presentation currency*

The financial statements are presented in full amount of Rupiah, which is the Company's functional currency.

e. *Use of judgments, estimates and assumptions*

The preparation of financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from the estimated amounts.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to estimates are recognized prospectively.

**2 BASIS OF PREPARATION (Continued)**

*e. Use of judgments, estimates and assumptions (Continued)*

Below are the critical judgments, apart from those involving estimations that the management have made in the process of applying the accounting policies and that have the most significant effect on the amounts recognized in the financial statements.

**Key Sources of Estimation Uncertainty**

The key assumptions concerning future and other key sources of estimation uncertainty at the end of the reporting period, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below:

**Impairment Loss on Receivables**

The Company assesses its receivables for impairment at each reporting date. In determining whether an impairment loss should be recorded in profit or loss, management makes judgment as to whether there is objective evidence that loss event has occurred. Management also makes judgment as to the methodology and assumptions for estimating the amount and timing of future cash flows which are reviewed regularly to reduce any difference between loss estimate and actual loss.

The carrying amounts of receivables are disclosed in Note 5.

**Allowance for Decline in Value of Inventories**

The Company provides allowance for decline in value of inventories based on estimated future usage of such inventories. While it is believed that the assumptions used in the estimation of the allowance for decline in value of inventories are appropriate and reasonable, significant changes in these assumptions may materially affect the assessment of the allowance for decline in value of inventories, which ultimately will impact the result of the Company's operations.

The carrying amounts and provision for decline in value of inventories are disclosed in Note 6.

**Estimated Useful Lives of Property, Plant and Equipment and Intangible Assets**

The useful life of each item of the Company's property, plant and equipment and intangible assets are estimated based on the period over which the asset is expected to be available for use. Such estimation is based on internal technical evaluation and experience with similar assets. The estimated useful life of each asset is reviewed periodically and updated if expectations differ from previous estimates due to physical wear and tear, technical or commercial obsolescence and legal or other limits on the use of the asset. It is possible, however, that future results of operations could be materially affected by changes in the amounts and timing of recorded expenses brought about by changes in the factors mentioned above.

A change in the estimated useful life of any item of property and equipment and intangible assets would affect the recorded depreciation and amortization expense and decrease in the carrying values of these assets.

The carrying amounts of property, plant and equipment and intangible assets are disclosed in Note 7 and 8, respectively.

**Employee benefits obligation**

The determination of employee benefits obligation depends on selection of certain assumptions used by the actuary for the calculation of the liability. These assumptions include discount rate and rate of increase in salaries. Although the assumptions of the Company are considered appropriate and reasonable, significant changes in fact or significant changes in assumptions used can significantly affect the employee benefits obligation of the Company.

The carrying amount of employee benefits obligation is disclosed in Note 21.

## 2 BASIS OF PREPARATION (Continued)

### Provision for buy back guarantee

The Company determines the provision for buy back guarantee based on the estimated losses that will be incurred in case of default by end customer. In estimating the provision, management considers the rate of default, cost of repossession of vehicles, cost of repairing and other incremental costs and estimated selling price to sell the repossessed vehicles. While it is believed that the assumptions used in the estimation of provision for buy back guarantee are appropriate and reasonable, significant changes in these assumptions may materially affect the assessment of the provision, which ultimately will impact the result of the Company's operations. Each quarter, the Company re-evaluate the estimates to assess the adequacy of the recorded provisions and adjust the amounts as necessary.

The carrying amount of provision for buy back guarantee is disclosed in Note 13.

#### f. *New/revised accounting standards and interpretations issued but not yet effective*

Certain new/revised accounting standards and interpretations have been issued that are not yet effective for the year ended March 31, 2019, and have not been applied in preparing these financial statements, but may be relevant to the Company.

*Effective starting on or after January 1, 2019:*

- ISAK 33, "Foreign Currency Transactions and Advance Consideration"
- ISAK 34, "Uncertainty over Income Tax Treatments"

*Effective starting on or after January 1, 2020:*

- PSAK 71, "Financial Instruments"
- PSAK 72, "Revenue from Contracts with Customer"
- PSAK 73, "Leases"

As of the issuance of these financial statements, management has not determined the extent of the retrospective impact, if any, that the future adoption of these standards will have on the Company's financial position and operating results.

## 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting policies set out below have been applied consistently to all periods presented in these financial statements.

### a. *Cash equivalents*

Cash equivalents consist of time deposits with maturities of three months or less from the date of placement.

### b. *Inventory valuation*

Inventories are measured at the lower of cost and net realizable value; cost is determined using the weighted average method, and includes expenditures incurred in acquiring the inventories and other costs incurred in bringing them to their existing location and condition.

Net realizable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale.

### 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

c. *Property, plant and equipment*

Property, plant and equipment are measured using the cost model, i.e. initially measured at cost and subsequently carried net of accumulated depreciation. Depreciation is applied using the straight-line method over the estimated useful lives of the assets as follows:

IT equipment	4 Years
Furniture, fixtures and office equipment	4 - 8 Years
Vehicles	8 Years
Building improvements	10 Years
Factory equipment	4 Years
Tools	4 Years

d. *Intangible assets*

Purchased intangible assets, which comprise computer software licenses, have finite useful lives, and are measured at cost less accumulated amortization and accumulated impairment losses. Amortization is recognized in profit or loss on a straight-line basis over the estimated useful lives of intangible assets, from the date they are available for use. The estimated useful life of the Company's computer software license is 4 years.

e. *Leases*

Leasing arrangements in which risks and rewards of ownership are not conveyed to the Company are classified as operating leases and treated as an executory contract.

Operating lease payments are recognized as an expense on a straight-line basis over the lease term, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed. Contingent rentals arising under operating leases are recognized as an expense in the period in which they are incurred.

In the event that lease incentives are received to enter into operating leases, such incentives are recognized as a liability. The aggregate benefit of incentives is recognized as a reduction of rental expense on a straight-line basis, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed.

f. *Prepaid expenses*

Prepaid expenses are amortized over their beneficial periods using the straight-line method.

g. *Provision*

A provision is recognized if, as a result of a past event, the Company has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. The amount recognized as a provision is the best estimate of the consideration required to settle the present obligation at the end of the reporting period, taking into account the risks and uncertainties surrounding the obligation. Where a provision is measured using the cash flows estimated to settle the present obligation, its carrying amount is the present value of those cash flows.

A provision for product warranty is recognized when products are sold. The provision is estimated based on historical warranty claims and a weighing of all possibilities outcomes against their associated probabilities.

h. *Employee benefits*

The cost of providing benefits is determined using the projected unit credit method, with actuarial valuations being carried out at the end of each annual reporting period. Re-measurement, comprising actuarial gains and losses is reflected immediately in the statement of financial position with a charge or credit recognized in other comprehensive income in the period in which they occur. Re-measurement recognized in other comprehensive income will not be reclassified to profit or loss. Past service cost is recognized in profit or loss in the period of a plan amendment.

**3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

*h. Employee benefits (Continued)*

Net interest is calculated by applying the discount rate at the beginning of the period to the net defined benefit liability or asset. Defined benefit costs are categorized as follows:

- Service cost (including current service cost, past service cost, as well as gains and losses on curtailments and settlements).
- Net interest expense or income.
- Re-measurement.

The Company presents the first two components of defined benefit costs in profit or loss. Curtailment gains and losses are accounted for as past service costs.

A liability for a termination benefit is recognized at the earlier of when the entity can no longer withdraw the offer of the termination benefit and when the entity recognizes any related restructuring costs.

*i. Revenue recognition*

Revenue from sales of products is measured at the fair value of the consideration received or receivable, net of returns and trade discounts. Revenue is recognized when the significant risks and rewards of ownership have been transferred to the customer, recovery of the consideration is probable, the associated costs and possible return of products can be estimated reliably, there is no continuing management involvement with the products and the amount of revenue can be measured reliably.

The timing of the transfer of risks and rewards varies depending on the individual terms of the contract of sale. For sales of vehicles and spare parts, the transfer usually occurs when sales invoice is made.

*j. Financial instruments*

The Company's financial assets comprise cash in bank and cash equivalents, trade and other receivables, and refundable deposits (other current assets) which are categorized as "Loans and receivables". Financial liabilities comprise short-term bank loan, trade payables, other payables, and accrued expenses (exclude product warranty and buy back guarantee) which are categorized as "Financial liabilities measured at amortized cost".

A financial instrument is recognized when the Company becomes a party to the contractual provisions of the instrument. Financial assets are derecognized when the Company's contractual rights to the cash flows from the financial assets expire, i.e. when the asset is transferred to another party without retaining control, or when substantially all risks and rewards are transferred. Financial liabilities are derecognized if the Company's obligations expire, or are discharged or cancelled.

Financial assets that are categorized as loans and receivables are initially measured at fair value, plus any directly attributable transaction costs. Subsequent to initial measurement, they are carried at amortized cost, net of provision for impairment, if necessary. Amortized cost is measured by discounting the asset amounts using the effective interest rate, unless the effect of discounting would be insignificant. The effective interest rate is the rate that discounts expected future cash flows to the net carrying amount, on initial recognition. Interest effects from the application of the effective interest method are recognized in profit or loss.

An impairment provision is recognized for financial assets that are categorized as loans and receivables when there is objective evidence that the Company will not be able to recover the carrying amounts according to the original terms of the instrument. The amount of the impairment loss is the difference between the carrying amount of the financial asset and the present value of its estimated future cash flows, discounted at the original effective interest rate. Changes in the impairment provision are recognized in profit or loss.

Financial assets and financial liabilities at fair value through profit or loss are measured at fair value, changes therein are recognized in profit or loss. Transaction costs are recognized immediately in profit or loss as incurred.

3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

j. *Financial instruments (Continued)*

Short-term bank loan, trade payables, other payables, and accrued expenses (exclude product warranty and buy back guarantee) are initially measured at fair value less any directly attributable transaction costs. Subsequent to initial measurement, these financial liabilities are measured at amortized cost using the effective interest method.

Financial assets and liabilities are offset and the net amount is presented in the statement of financial position when there is a legal right of offset and there is an intention to settle on a net basis, or when the asset is realized and the liability settled simultaneously.

k. *Impairment of non-financial assets*

At the end of each reporting period, the Company reviews the carrying amount of non-financial assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where it is not possible to estimate the recoverable amount of an individual asset, the Company estimates the recoverable amount of the cash generating unit to which the asset belongs.

Estimated recoverable amount is the higher of fair value less cost to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of the non-financial asset (cash generating unit) is less than its carrying amount, the carrying amount of the asset (cash generating unit) is reduced to its recoverable amount and an impairment loss is recognized immediately.

An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortization, if no impairment loss had been recognized.

l. *Transaction with related party*

A related party is a person or entity that is related to the Company (the reporting entity):

- a. A person or a close member of that person's family is related to the reporting entity if that person:
  - i. has control or joint control over the reporting entity;
  - ii. has significant influence over the reporting entity; or
  - iii. is a member of the key management personnel of the reporting entity or of the parent of the reporting entity.
- b. An entity is related to the reporting entity if any of the following conditions applies:
  - i. The entity and the reporting entity are members of the same group (which means that each parent, subsidiary and fellow subsidiary is related to the others);
  - ii. One entity is an associate or joint venture of the other entity (or an associate or joint venture of a member of a group of which the other entity is a member);
  - iii. Both entities are joint ventures of the same third party;
  - iv. One entity is a joint venture of a third entity and the other entity is an associate of the third entity;
  - v. The entity is a post-employment benefit plan for the benefit of employees of either the reporting entity, or an entity related to the reporting entity. If the reporting entity is itself such a plan, the sponsoring employers are also related to the reporting entity;
  - vi. The entity is controlled, or jointly controlled, by a person identified in (a);
  - vii. A person identified in (a) (i) has significant influence over the entity or is a member of the key management personnel of the entity (or of a parent of the entity);
  - viii. The entity, or any member of a group of which it is a part, provides key management personnel services to the reporting entity or to the parent of the reporting entity.

**3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

m. *Foreign currency transactions*

Transactions in foreign currencies are translated to the Company's functional currency (Rupiah) at the rates of exchange prevailing at transaction date. Monetary assets and liabilities denominated in foreign currencies are retranslated to the functional currency at the exchange rate at the reporting date. Foreign currency gains or losses on monetary items are comprised of the difference between amortized cost measured in the functional currency at the beginning of the period as adjusted for effective interest and payments during the period, and the amortized cost measured in foreign currency translated at the exchange rate at reporting date.

Non-monetary assets and liabilities denominated in a foreign currency that are measured at historical cost are translated using the exchange rate at the date of the transaction and are not retranslated.

Foreign currency gains and losses on retranslation of monetary assets and liabilities that arise from operating activities are generally recognized in profit or loss.

n. *Finance income and finance costs*

Finance income comprises interest income on funds invested, and fair value gains on financial assets carried at fair-value-through-profit-or-loss.

Finance costs comprise interest expense on borrowings, and fair value losses on financial assets carried at fair-value-through-profit-or-loss.

Borrowing costs that are not directly attributable to the acquisition, construction or production of a qualifying asset are recognized in profit or loss using the effective interest method.

o. *Income tax*

Income tax expense comprises current and deferred corporate income tax. Current tax and deferred tax are recognized in profit or loss except to the extent that they relate to items recognized directly in equity or in other comprehensive income.

Current tax is the expected tax payable or refundable on taxable income or loss for the year, using tax rates substantively enacted as of the reporting date, and includes true-up adjustments made to the previous years' tax provisions either to reconcile them with the income tax reported in annual tax returns, or to account for differences arising from tax assessments. Current tax payable or refundable is measured using the best estimate of the amount expected to be paid or received, taking into consideration the uncertainty associated with the complexity of tax regulations.

Deferred tax is recognized in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is measured at the tax rates that are expected to be applied to temporary differences when they reverse, based on the laws that have been enacted or substantively enacted as of the reporting date. This method also requires the recognition of future tax benefits, such as tax loss carry forwards, to the extent that realization of such benefits is probable.

Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realized; such reductions are reversed when the probability of future taxable profits improves.

Unrecognized deferred tax assets are reassessed at each reporting date and recognized to the extent that it has become probable that future taxable profits will be available against which they can be used.

Deferred tax assets and liabilities are offset when there is legally enforceable right to set off current tax assets against current tax liabilities and when they relate to income taxes levied by the same taxation authority and the Company intends to settle its current tax assets and current tax liabilities on a net basis, or to realize the assets and settle the liabilities simultaneously, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered.

**PT. TATA MOTORS DISTRIBUSI INDONESIA**  
**NOTES TO THE FINANCIAL STATEMENTS (Continued)**  
**AS OF AND FOR THE YEARS ENDED MARCH 31, 2019 AND 2018**

**4 CASH IN BANKS AND CASH EQUIVALENTS**

	March 31, 2019 Rp	March 31, 2018 Rp
Cash in banks	3,475,087,394	5,549,558,165
Short-term time deposits	<u>1,020,000,000</u>	<u>13,120,000,000</u>
Total	<u>4,495,087,394</u>	<u>18,669,558,165</u>

Short-term deposits denominated in Rupiah, earns interest at an annual rate ranging from 6.75% to 7% (March 31, 2018: 4.5% to 6.85%).

**5 TRADE AND OTHER RECEIVABLES**

	March 31, 2019 Rp	March 31, 2018 Rp
Receivables resulting from revenue generation activities consists of:		
Trade receivables from third parties	43,222,379,455	40,859,882,458
Less: Provision for impairment	<u>(3,891,045,435)</u>	<u>(3,716,601,515)</u>
	<u>39,331,334,020</u>	<u>37,143,280,943</u>
Other receivables		
Related party	6,592,697,593	4,923,558,694
Third parties (net of provision for impairment of Rp 2,635,299,392 at March 31, 2019 and Rp 2,261,474,423 at March 31, 2018)	<u>1,900,384,470</u>	<u>2,476,646,975</u>
Total other receivables	<u>8,493,082,063</u>	<u>7,400,205,669</u>
Total	<u>47,824,416,083</u>	<u>44,543,486,612</u>

Movement in the balance of provision for impairment was as follows:

	March 31, 2019 Rp	March 31, 2018 Rp
Balance at beginning of year	(5,978,075,938)	(4,690,060,315)
Provision made during the year for trade receivables	(174,443,920)	(2,669,763,552)
(Provision) reversal made during the year for other receivables	<u>(373,824,969)</u>	<u>1,381,747,929</u>
Balance at end of year	<u>(6,526,344,827)</u>	<u>(5,978,075,938)</u>

**6 INVENTORIES**

	March 31, 2019 Rp	March 31, 2018 Rp
Vehicles	63,716,547,450	67,035,764,462
Spare parts	<u>15,308,330,945</u>	<u>12,081,240,896</u>
	<u>79,024,878,395</u>	<u>79,117,005,358</u>
Less: Provision for decline in value of inventories	<u>(4,917,491,626)</u>	<u>(2,978,937,018)</u>
	<u>74,107,386,769</u>	<u>76,138,068,340</u>

All of the Company's vehicles inventories are pledged as collaterals for the bank loan (Note 10).

**PT. TATA MOTORS DISTRIBUSI INDONESIA**  
**NOTES TO THE FINANCIAL STATEMENTS (Continued)**  
**AS OF AND FOR THE YEARS ENDED MARCH 31, 2019 AND 2018**

**7 PROPERTY, PLANT AND EQUIPMENT (NET)**

	April 1, 2018	Additions	Deductions	Reclassifications	March 31, 2019
	Rp	Rp	Rp	Rp	Rp
<b>Cost:</b>					
IT equipment	1,443,933,443	31,064,260	-	16,900,000	1,491,897,703
Furniture, fixtures and office equipment	9,378,737,795	-	-	360,000,000	9,738,737,795
Vehicles	2,350,567,215	-	(547,580,418)	70,000,000	1,872,986,797
Building improvements	1,150,000,000	-	-	-	1,150,000,000
Tools	560,557,823	68,477,800	-	-	629,035,623
Construction in-progress	543,906,714	-	-	(446,900,000)	97,006,714
<b>Total</b>	<u>15,427,702,990</u>	<u>99,542,060</u>	<u>(547,580,418)</u>	<u>-</u>	<u>14,979,664,632</u>
<b>Accumulated Depreciation:</b>					
IT equipment	(1,310,675,125)	(120,147,330)	-	53,802,981	(1,377,019,474)
Furniture, fixtures and office equipment	(3,310,727,506)	(1,596,392,679)	-	(1,131,333,345)	(6,038,453,530)
Vehicles	(1,558,108,985)	(254,969,777)	197,398,946	571,570,222	(1,044,109,594)
Building improvements	(860,543,475)	(115,000,000)	-	505,960,142	(469,583,333)
Tools	(317,573,625)	(145,632,744)	-	-	(463,206,369)
<b>Total</b>	<u>(7,357,628,716)</u>	<u>(2,232,142,530)</u>	<u>197,398,946</u>	<u>-</u>	<u>(9,392,372,300)</u>
<b>Net Carrying Value</b>	<u>8,070,074,274</u>				<u>5,587,292,332</u>
	April 1, 2017	Additions	Deductions	Reclassifications	March 31, 2018
	Rp	Rp	Rp	Rp	Rp
<b>Cost:</b>					
IT equipment	1,349,748,403	94,185,040	-	-	1,443,933,443
Furniture, fixtures and office equipment	8,449,737,795	804,000,000	-	125,000,000	9,378,737,795
Vehicles	2,225,567,215	125,000,000	-	-	2,350,567,215
Building improvements	1,150,000,000	-	-	-	1,150,000,000
Tools	529,457,823	31,100,000	-	-	560,557,823
Construction in-progress	222,006,714	446,900,000	-	(125,000,000)	543,906,714
<b>Total</b>	<u>13,926,517,950</u>	<u>1,501,185,040</u>	<u>-</u>	<u>-</u>	<u>15,427,702,990</u>
<b>Accumulated Depreciation:</b>					
IT equipment	(1,020,760,476)	(289,914,649)	-	-	(1,310,675,125)
Furniture, fixtures and office equipment	(2,959,615,838)	(351,111,668)	-	-	(3,310,727,506)
Vehicles	(696,624,114)	(861,484,871)	-	-	(1,558,108,985)
Building improvements	(239,583,333)	(620,960,142)	-	-	(860,543,475)
Tools	(184,561,252)	(133,012,373)	-	-	(317,573,625)
<b>Total</b>	<u>(5,101,145,013)</u>	<u>(2,256,483,703)</u>	<u>-</u>	<u>-</u>	<u>(7,357,628,716)</u>
<b>Net Carrying Value</b>	<u>8,825,372,937</u>				<u>8,070,074,274</u>

As of March 31, 2019, management has reviewed the estimated useful lives of fixed assets and has found them to be appropriate. The useful lives are based on the estimated period over which future economic benefits will be received by the Company, taking into account any unexpected adverse changes in circumstances or events.

Construction in-progress represents furniture, fixtures and office equipment under construction which are estimated to be completed by end of 2020.

PT. TATA MOTORS DISTRIBUSI INDONESIA  
 NOTES TO THE FINANCIAL STATEMENTS (Continued)  
 AS OF AND FOR THE YEARS ENDED MARCH 31, 2019 AND 2018

8 INTANGIBLE ASSETS (NET)

	April 1, 2018	Additions	Deductions	Reclassifications	March 31, 2019
	Rp	Rp	Rp	Rp	Rp
Cost:					
Software	9,377,029,789	-	-	-	9,377,029,789
Accumulated Amortization:					
Software	(9,367,093,997)	(9,935,792)	-	-	(9,377,029,789)
Net Carrying Value	<u>9,935,792</u>	<u>(9,935,792)</u>	<u>-</u>	<u>-</u>	<u>-</u>

	April 1, 2017	Additions	Deductions	Reclassifications	March 31, 2018
	Rp	Rp	Rp	Rp	Rp
Cost:					
Software	9,377,029,789	-	-	-	9,377,029,789
Accumulated Amortization:					
Software	(7,794,547,625)	(1,572,546,372)	-	-	(9,367,093,997)
Net Carrying Value	<u>1,582,482,164</u>	<u>(1,572,546,372)</u>	<u>-</u>	<u>-</u>	<u>9,935,792</u>

9 PREPAID TAXES

	March 31, 2019	March 31, 2018
	Rp	Rp
Overpayment of corporate income tax		
2019	6,871,742,868	-
2018	3,187,973,000	3,046,736,000
2017	-	1,462,721,810
Claim for VAT refund:		
March 2017	254,245,728	2,313,955,803
April 2016 - February 2017	3,297,054,058	-
March 2016	-	442,695,160
January - February 2016	357,281,184	-
January - December 2015	4,221,294,580	-
January - December 2014	1,960,376,030	-
August - December 2013	-	4,571,303,124
VAT - net	<u>6,038,909,559</u>	<u>4,212,209,336</u>
	26,188,877,007	16,049,621,233
Less: current portion	<u>(6,038,909,559)</u>	<u>(4,212,209,336)</u>
Non-current portion	<u>20,149,967,448</u>	<u>11,837,411,897</u>

In July 2018, the Company received tax assessment result from the tax authorities which accepted the Company's overpayment of corporate income tax for fiscal year 2017. The Company has received the refund on 28 September 2018.

In July 2018, the Company received decision from Directorate General of Taxation which accepted the Company's claim on Value Added Taxes ("VAT") refund for fiscal period March 2017. The Company received a refund amounting Rp 2,059,710,075 in August 2018, and submitted an objection on the remaining amount of Rp 254,245,728 in October 2018.

In January 2019, the Company received decisions from Directorate General of Taxation which accepted the Company's objections related to the claim on prepaid VAT for fiscal period August - December 2013 and March 2016. The Company has received the refund in February and March 2019.

PT. TATA MOTORS DISTRIBUSI INDONESIA  
 NOTES TO THE FINANCIAL STATEMENTS (Continued)  
 AS OF AND FOR THE YEARS ENDED MARCH 31, 2019 AND 2018

10 SHORT-TERM BANK LOAN

	March 31, 2019	March 31, 2018
	Rp	Rp
Working capital loan and bank overdraft facility from PT Bank ANZ Indonesia	68,500,000,000	26,000,000,000
Accrued interest	47,028,334	157,743,056
	<u>68,547,028,334</u>	<u>26,157,743,056</u>

This loan is secured by a fiducial security over inventories. Maximum facility: USD 5,000,000 or its equivalent in Rupiah, bearing interest rate per annum at 1% above bank cost of fund. Outstanding amount as of March 31, 2019: Rp 68,500,000,000, due in April 2019 and subsequently has been rolled over to May 2019 (March 31, 2018: Rp 21,000,000,000, due in April 2018; Rp 5,000,000,000 fully paid in April 2018). The facility agreement include certain restrictions, among other things, on compliance with certain administrative requirements.

11 TRADE PAYABLES

	March 31, 2019	March 31, 2018
	Rp	Rp
Payables arising from purchases of products and services consist of the following:		
Related party	40,275,862,506	46,174,103,555
Third parties	3,819,818,186	2,520,275,805
Total	<u>44,095,680,692</u>	<u>48,694,379,360</u>

12 OTHER PAYABLES

	March 31, 2019	March 31, 2018
	Rp	Rp
Other payables		
Related parties	14,872,626,032	13,292,514,486
Third parties	13,112,475,957	10,777,261,688
Total	<u>27,985,101,989</u>	<u>24,069,776,174</u>

13 ACCRUED EXPENSES

	March 31, 2019	March 31, 2018
	Rp	Rp
Current portion		
Buy back guarantee (Note 22)	11,530,300,775	7,200,604,963
Advertising and promotion expenses	6,858,265,153	9,569,668,967
Product warranty	5,120,786,306	4,898,861,521
Employees' compensation	1,466,944,614	1,428,358,342
Professional fees	584,110,800	395,457,200
Transportation and logistics	300,809,596	59,881,340
Others	4,239,434,232	3,641,461,369
Total	<u>30,100,651,476</u>	<u>27,194,293,702</u>
Non-current portion		
Product warranty	<u>1,462,311,530</u>	<u>2,160,350,000</u>

**PT. TATA MOTORS DISTRIBUSI INDONESIA**  
**NOTES TO THE FINANCIAL STATEMENTS (Continued)**  
**AS OF AND FOR THE YEARS ENDED MARCH 31, 2019 AND 2018**

**14 SHARE CAPITAL**

The Company's authorized share capital amounted to Rp 550,000,000,000 (550,000,000 shares at nominal value of Rp 1,000 per share).

In July 2018, the Circular Resolution in Lieu of Extraordinary General Meeting of the Company's shareholders resolved to approve the increase of the Company's issued and paid-up capital to become Rp 447,817,575,000 (447,817,575 shares at nominal value of Rp 1,000). On December 27, 2017, PT. Tata Motors Indonesia has paid Rp 23,000,000,000 for capital paid in advance and the amount was allotted to pay the newly issued 23,000,000 shares of the Company.

The Company's shareholding as of March 31, 2019 and 2018 was as follows:

Name of Shareholders	March 31, 2019		
	Number of Shares	Percentage of Ownership	Total Paid-up Capital Rp
PT. Tata Motors Indonesia	447,806,720	99.99%	447,806,720,000
TML Holdings Pte., Ltd.	10,855	0.01%	10,855,000
Total	<u>447,817,575</u>	<u>100%</u>	<u>447,817,575,000</u>

Name of Shareholders	March 31, 2018		
	Number of Shares	Percentage of Ownership	Total Paid-up Capital Rp
PT. Tata Motors Indonesia	424,806,720	99.99%	424,806,720,000
TML Holdings Pte., Ltd.	10,855	0.01%	10,855,000
Total	<u>424,817,575</u>	<u>100%</u>	<u>424,817,575,000</u>

**15 NET SALES**

	March 31, 2019 Rp	March 31, 2018 Rp
Vehicles	163,925,963,821	128,262,461,844
Spare parts	9,134,493,600	6,198,218,697
	<u>173,060,457,421</u>	<u>134,460,680,541</u>

**16 COST OF SALES**

	March 31 2019 Rp	March 31 2018 Rp
Inventories (net), beginning of year	76,138,068,340	38,753,926,056
Purchases of vehicles and spare parts	144,425,826,966	150,126,479,523
Less: Inventories (net), end of year	(74,107,386,769)	(76,138,068,340)
	<u>146,456,508,537</u>	<u>112,742,337,239</u>

PT. TATA MOTORS DISTRIBUSI INDONESIA  
 NOTES TO THE FINANCIAL STATEMENTS (Continued)  
 AS OF AND FOR THE YEARS ENDED MARCH 31, 2019 AND 2018

17 GENERAL AND ADMINISTRATIVE EXPENSES

	March 31, 2019	March 31, 2018
	Rp	Rp
Transportation, logistics, and trials	8,096,572,763	9,112,374,646
Rental	8,006,656,092	8,837,506,654
Office expenses	3,836,790,249	4,843,740,687
After sales service	1,612,176,615	2,747,310,946
Professional fees	1,134,706,334	1,285,710,490
Utilities	1,532,397,322	1,215,908,777
Provision for impairment losses on trade receivables	174,443,920	2,669,763,552
Others	3,643,010,486	3,411,598,389
<b>Total</b>	<b>28,036,753,781</b>	<b>34,123,914,141</b>

18 SELLING EXPENSES

	March 31, 2019	March 31, 2018
	Rp	Rp
Advertising and promotion	10,116,786,848	15,224,087,784
Buy back guarantee	6,276,837,460	5,534,524,052
Sponsorship	838,745,638	3,513,493,504
Others	3,860,737,782	3,092,730,574
<b>Total</b>	<b>21,093,107,728</b>	<b>27,364,835,914</b>

19 TAXATION

	March 31, 2019	March 31, 2018
	Rp	Rp
The components of income tax recognized in profit or loss are as follows:		
Current	-	-
Deferred	(154,018,008)	313,327,663
	<b>(154,018,008)</b>	<b>313,327,663</b>

**Current tax**

The reconciliations between loss before tax per statement of profit or loss and other comprehensive income and the Company's fiscal losses are as follows:

	March 31, 2019	March 31, 2018
	Rp	Rp
Loss before income tax	(51,146,672,461)	(65,539,193,560)
Temporary difference:		
Difference between commercial and fiscal depreciation	616,072,032	(1,253,310,652)
Provision for employee benefits obligation	935,694,186	645,827,210
Provision for impairment of trade and other receivables	548,268,889	1,288,015,623
Provision for decline in value of inventories	1,938,554,608	2,100,982,406
Accrued expenses	4,140,494,312	9,566,662,657
<b>Total</b>	<b>8,179,084,027</b>	<b>12,348,177,244</b>
Permanent differences:		
Non-deductible expenses	4,445,558,323	5,639,332,273
Interest income subject to final tax	(569,885,823)	(320,617,121)
<b>Total</b>	<b>3,875,672,500</b>	<b>5,318,715,152</b>
Fiscal loss before fiscal loss carryforward	(39,091,915,934)	(47,872,301,164)
Fiscal loss carryforward		
2018	(47,872,301,164)	-
2017	(76,783,584,187)	(76,783,584,189)
2016	(81,060,680,439)	(81,060,680,439)
2015	(86,838,680,437)	(86,838,680,437)
2014	-	(56,044,578,561)
<b>Accumulated Fiscal Losses</b>	<b>(331,647,162,161)</b>	<b>(348,599,824,790)</b>

**PT. TATA MOTORS DISTRIBUSI INDONESIA**  
**NOTES TO THE FINANCIAL STATEMENTS (Continued)**  
**AS OF AND FOR THE YEARS ENDED MARCH 31, 2019 AND 2018**

**20 TAXATION (Continued)**

A reconciliation between the tax expense of the Company and the amounts computed by applying the enacted tax rates to loss before tax per statement of profit or loss and other comprehensive income is as follows:

	March 31, 2019 Rp	March 31, 2018 Rp
Loss before income tax	(51,146,672,461)	(65,539,193,560)
Tax benefit at enacted tax rates (25%)	(12,786,668,115)	(16,384,798,390)
Tax effect of permanent differences:		
Non-deductible expenses	155,123,033	177,486,811
Benefits in kind	956,266,548	1,232,475,743
Interest income subject to final tax	(142,471,456)	(80,154,280)
Total	(11,817,749,990)	(15,054,990,116)
Unrecognized deferred tax	11,663,731,982	15,368,317,779
Income tax expense	(154,018,008)	313,327,663

No current tax expense was provided as the Company incurred fiscal loss. According to tax regulations, such loss maybe carried forward and applied against taxable income (if any) of the 5 years following the year in which the fiscal loss was incurred.

**Deferred Tax**

As of March 31, 2019 and 2018, the Company did not recognized the following deferred tax assets:

	March 31, 2019 Rp	March 31, 2018 Rp
Fiscal loss carryforward	82,911,790,540	87,149,956,197
Accrued expenses	5,346,872,262	4,311,748,684
Provision for impairment of trade and other receivable	1,631,586,207	1,494,518,985
Provision for decline in value of inventories	1,229,372,907	744,734,255
Employee benefit obligation	1,034,315,423	914,434,876
	<u>92,153,937,339</u>	<u>94,615,392,997</u>

Realization of deferred tax assets is depend upon the Company profitable operations. Deferred tax assets have not been recognized with respect of these items because it is not probable that future taxable profits will be available against which the Company can utilize the benefits thereform.

Recognized deferred tax balances, and the movement thereof during the year were comprised of the following:

	March 31, 2018 Rp	Recognized in Profit or Loss Rp	Recognized in Other Comprehensive Income Rp	March 31, 2019 Rp
Deferred tax liability:				
Property, plant and equipment	(830,600,382)	154,018,008	-	(676,582,374)
	<u>(830,600,382)</u>	<u>154,018,008</u>	<u>-</u>	<u>(676,582,374)</u>
	March 31, 2017 Rp	Recognized in Profit or Loss Rp	Recognized in Other Comprehensive Income Rp	March 31, 2018 Rp
Deferred tax liability:				
Property, plant and equipment	(517,272,719)	(313,327,663)	-	(830,600,382)
	<u>(517,272,719)</u>	<u>(313,327,663)</u>	<u>-</u>	<u>(830,600,382)</u>

Under the taxation laws of Indonesia, the Company submits tax returns on the basis of self-assessment. The tax authorities may assess or amend taxes within the statute of limitations, under prevailing regulations.

The Company's tax positions may be challenged by the tax authorities. Management vigorously defends the Company's tax positions which are believed to be grounded on sound technical basis, in compliance with the tax regulations. Accordingly, management believes that the accruals for tax liabilities are adequate for all open tax years based on the assessment of various factors, including interpretations of tax law and prior experience. This assessment relies on estimates and assumptions and may involve judgment about future events. New information may become available that causes management to change its judgment regarding the adequacy of existing tax liabilities. Such changes to tax liabilities will impact tax expense in the period in which such determination is made.

**PT. TATA MOTORS DISTRIBUSI INDONESIA**  
**NOTES TO THE FINANCIAL STATEMENTS (Continued)**  
**AS OF AND FOR THE YEARS ENDED MARCH 31, 2019 AND 2018**

**21 EMPLOYEE BENEFITS OBLIGATION**

Post-employment Benefits Under Labor Law No. 13/2003

The Company provides post-employment benefits for its qualifying employees in accordance with the Labor Law No. 13/2003. As of March 31, 2019 the number of employees entitled to the benefits is 40 employees (March 31, 2018: 44 employees).

Amounts recognized in the statement of profit or loss and other comprehensive income with respect to these employee benefits obligation are as follows:

	March 31, 2019 Rp	March 31, 2018 Rp
Service Cost		
Current service cost	882,992,000	885,194,000
Interest cost	270,641,000	236,330,000
Excess benefits paid	28,391,000	-
Components of defined benefit costs recognized in profit or loss	1,182,024,000	1,121,524,000
Remeasurement on the net defined benefit liability:		
Actuarial gain arising from changes in financial assumptions	(352,370,000)	(204,167,000)
Actuarial gain arising from experience adjustments	(103,802,000)	(171,043,000)
Components of defined benefit costs recognized in other comprehensive income	(456,172,000)	(375,210,000)
Total	725,852,000	746,314,000

Movements in the present value of the employee benefits obligation were as follows:

	March 31, 2019 Rp	March 31, 2018 Rp
Beginning balance	3,657,739,505	3,011,912,000
Current service cost	882,992,000	885,194,000
Interest cost	270,641,000	236,330,000
Excess benefits paid	28,391,000	-
Benefits paid	(246,329,814)	(100,486,495)
Remeasurement gain:		
Actuarial gain arising from experience adjustments	(352,370,000)	(204,167,000)
Actuarial gain arising from changes in financial assumptions	(103,802,000)	(171,043,000)
Ending balance	4,137,261,691	3,657,739,505

The defined benefit pension plan typically exposes the Company to actuarial risks such as interest rate risk and salary risk.

Interest risk

The present value of the defined benefits obligation is calculated using a discount rate that correlates with the yield on zero coupon government bonds that are traded in active capital markets at the reporting date. Decrease in the interest rate will increase the benefits obligation.

Salary risk

The present value of the defined benefits obligation is calculated by reference to the future salaries of plan participants. The salary increase rate is generally determined by applying inflation adjustments to pay scales, and by taking account of the length of service. Increase in the salary of the plan participants will increase the benefits obligation.

As of March 31, 2019 and 2018, the effect of 1% movement in assumed discount rate and salary incremental rate on present value of defined benefit obligation is as follows:

	March 31, 2019		March 31, 2018	
	Increase Rp	Decrease Rp	Increase Rp	Decrease Rp
Discount rate	(338,621,000)	383,816,000	(337,081,000)	384,713,000
Salary incremental rate	414,752,000	(370,426,000)	389,722,000	(346,945,000)

This analysis provides an approximation of the sensitivity of the assumptions shown, but does not take account of the variability in the timing of the distribution of benefit payments expected under the plan.

**PT. TATA MOTORS DISTRIBUSI INDONESIA**  
**NOTES TO THE FINANCIAL STATEMENTS (Continued)**  
**AS OF AND FOR THE YEARS ENDED MARCH 31, 2019 AND 2018**

**21 EMPLOYEE BENEFITS OBLIGATION (Continued)**

Calculation of employee benefits obligation is performed by a qualified actuary (i.e. PT Dayamandiri Dharmakonsilindo) using the following key assumptions:

	March 31, 2019	March 31, 2018
Discount rate	8.20% per annum	7.45% per annum
Salary increment rate	5% per annum	5% per annum

**22 COMMITMENT**

Under an buy back guarantee cooperation agreement with several financing companies, the Company is obliged to pay the unpaid installment on behalf of the end-customers in the events of default.

The Company also entered into cooperation agreement with various dealers for the execution of buy back guarantee above. Under this agreement, the Company act as the proxy receiver for and on behalf of the dealer, where the Company will buy back the vehicles from financing companies under certain conditions as mention in the agreement. Buy back cost will be charge to the dealers, and the dealers are required to sell the vehicles within certain period of time. Any gain or loss from this transaction will be shared between the Company and dealers.

The Company record buy back cost that charged to dealers as part of other receivables, while the estimated loss from buy back guarantee was recorded as part of accrued expenses.

**23 RELATED PARTY TRANSACTIONS**

The following table summarizes related party transactions and balances included in the financial statements for the year ended/as at March 31:

	2019			2018		
	Tata Motors Limited	Tata Technologies Limited	PT. Tata Consultancy Services Indonesia	Tata Motors Limited	Tata Technologies Limited	PT. Tata Consultancy Services Indonesia
Purchase of products	116,369,753,912	-	-	132,541,373,894	-	-
Services received	864,911,206	2,102,154,940	433,032,605	1,130,850,117	2,257,482,727	919,121,748
Receivables	6,592,697,593	-	-	4,923,558,694	-	-
Trade payables	40,275,862,506	-	-	46,174,103,555	-	-
Other payables	13,892,150,564	164,475,468	816,000,000	12,508,673,164	783,841,322	-
Accrued expenses	-	-	-	-	-	835,445,385

Key management compensation:

Key management includes directors and commissioners. The following reflects the compensation paid or payable to key management individuals for services rendered in their capacity as employees:

	2019	2018
Salaries and other short-term benefits	<u>1,835,890,634</u>	<u>1,733,806,332</u>

24 FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT

**Financial instruments**

The Company's financial assets and liabilities are expected to be realized, or settled in the near term. Therefore, their carrying amounts approximate their fair values.

**Financial risk management**

The main risks arising from the Company's financial instruments are credit risk, liquidity risk, and market risk.

**Credit risk**

The Company's credit risk mainly arises from risk of loss if customers fail to discharge their contractual obligations. The Company manages and controls the credit risk of receivables by assessing and monitoring the credit worthiness of customers.

To avoid concentration of risk of loss that might result from bank failures, cash in banks and cash equivalents are deposited at multiple financial institutions of good standing.

The ultimate amount of exposure to credit risk of financial assets is equal to their carrying amounts, as follows:

	March 31, 2019 Rp	March 31, 2018 Rp
Cash in banks and cash equivalents	4,495,087,394	18,669,558,165
Trade and other receivables	47,824,416,083	44,543,486,612
Refundable deposits (other current assets)	1,650,983,550	1,635,983,550
	<u>53,970,487,027</u>	<u>64,849,028,327</u>

**Impairment exposure**

The aging of trade receivables that were not impaired was as follows at reporting dates:

	March 31, 2019 Rp	March 31, 2018 Rp
Not past due	24,281,114,610	23,204,623,736
Past due 1 - 90 days	9,509,117,240	13,938,657,207
Past due 91 - 180 days	544,932,428	-
Past due more than 180 days	4,996,169,742	-
	<u>39,331,334,020</u>	<u>37,143,280,943</u>

Management believes that the unimpaired amounts that are past due remain collectible, based on historical payment behavior and analyses of the underlying customer's credit worthiness.

PT. TATA MOTORS DISTRIBUSI INDONESIA  
 NOTES TO THE FINANCIAL STATEMENTS (Continued)  
 AS OF AND FOR THE YEARS ENDED MARCH 31, 2019 AND 2018

24 FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (Continued)

Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulty in meeting the obligations associated with its financial liabilities that are settled by delivering cash or another financial asset. The Company manages this liquidity risk by on-going monitoring of the projected and actual cash flows.

As of 31 March 2019, the Company has a working capital deficit of Rp 34,694,033,867. The Company has obtained a confirmation from PT. Tata Motors Indonesia (a shareholder) which confirmed that it will continue to provide the Company with all financial support necessary to sustain its financial viability at least for the next twelve months.

The following are the contractual maturities of financial liabilities, including estimated interest payments:

March 31, 2019	Carrying amount	Contractual cash flows		
		Total	Within 1 year	Beyond 1 year
<b>Financial liabilities</b>				
Trade payables	44,095,680,692	44,095,680,692	44,095,680,692	-
Other payables	27,985,101,989	27,985,101,989	27,985,101,989	-
Accrued expenses (exclude product warranty and buy back guarantee)	13,449,564,395	13,449,564,395	13,449,564,395	-
Short-term bank loan	68,547,028,334	68,547,028,334	68,547,028,334	-
	<u>154,077,375,410</u>	<u>154,077,375,410</u>	<u>154,077,375,410</u>	<u>-</u>

March 31, 2018	Carrying amount	Contractual cash flows		
		Total	Within 1 year	Beyond 1 year
<b>Financial liabilities</b>				
Trade payables	48,694,379,360	48,694,379,360	48,694,379,360	-
Other payables	24,069,776,174	24,069,776,174	24,069,776,174	-
Accrued expenses (exclude product warranty and buy back guarantee)	15,094,827,218	15,094,827,218	15,094,827,218	-
Short-term bank loan	26,157,743,056	26,157,743,056	26,157,743,056	-
	<u>114,016,725,808</u>	<u>114,016,725,808</u>	<u>114,016,725,808</u>	<u>-</u>

Market risk

Market risk is the risk that changes in foreign exchange rates and interest rates will affect the Company's income or the value of its financial instruments. The objective of market risk management is to maintain market risk exposures within acceptable parameters, while optimizing the return.

Currency risk

Monetary liabilities arising from purchases of inventories from overseas suppliers expose the Company to fluctuating foreign exchange rates, from the currencies other than the Company's functional currency, primarily US Dollar. The Company manages this risk by buying or selling foreign currencies at spot rates, when necessary.

The Company's net exposure to currency risk is as follows:

	2019		2018	
	In USD	Equivalent in Rp	In USD	Equivalent in Rp
<b>Assets :</b>				
Cash in banks and cash equivalents	9,401	133,907,844	4,997	68,740,795
Trade and other receivables	462,840	6,592,697,593	357,932	4,923,712,454
Total Assets	<u>472,241</u>	<u>6,726,605,437</u>	<u>362,929</u>	<u>4,992,453,250</u>
<b>Liabilities :</b>				
Trade payables	(2,827,567)	(40,275,862,506)	(3,356,652)	(46,174,103,555)
Other payables	(584,891)	(8,331,187,404)	(632,404)	(8,699,348,461)
Total Liabilities	<u>(3,412,458)</u>	<u>(48,607,049,910)</u>	<u>(3,989,056)</u>	<u>(54,873,452,016)</u>
Net Liabilities	<u>(2,940,217)</u>	<u>(41,880,444,473)</u>	<u>(3,626,127)</u>	<u>(49,880,998,766)</u>

PT. TATA MOTORS DISTRIBUSI INDONESIA  
 NOTES TO THE FINANCIAL STATEMENTS (Continued)  
 AS OF AND FOR THE YEARS ENDED MARCH 31, 2019 AND 2018

24 FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (Continued)

At reporting dates, balances of monetary assets and liabilities denominated in foreign currencies are translated into Rupiah using the prevailing exchange rates, which were Rp 14,244/US Dollar at March 31, 2019, and Rp 13,756/US Dollar at March 31, 2018.

A strengthening/weakening of the Rupiah, as indicated below, against the US Dollar at March 31, 2019 and 2018 would have increased (decreased) equity and profit or loss before income tax by the amounts shown below. This analysis is based on US Dollar rate variances that management considers as being reasonably possible at the reporting date. The analysis assumes that all other variables, in particular interest rates, remain constant and ignores any impact of forecasted sales and purchases.

	Impact on profit or loss before income tax / equity
	Rp
<b>March 31, 2019:</b>	
2% strengthening of US Dollar	(837,608,889)
2% weakening of US Dollar	837,608,889
<b>March 31, 2018:</b>	
2% strengthening of US Dollar	(997,619,975)
2% weakening of US Dollar	997,619,975

Interest rate risk

The Company has a variable-rate bank loan. The Company's variable-rate loan is exposed to fluctuation in cash flows due to changes in interest rate.

**Cash flow sensitivity analysis for variable rate instruments**

A change of 25 basis points in interest rates at the reporting date would have increased (decreased) equity and profit or loss before income tax by the amounts shown below. This analysis assumes that all other variables remain constant. The analysis is performed on the same basis for March 31, 2018.

	Impact on profit or loss before income tax / equity	
	25 bp increase	25 bp decrease
	Rp	Rp
<b>March 31, 2019:</b>		
Variable rate instruments	(171,250,000)	171,250,000
<b>March 31, 2018:</b>		
Variable rate instruments	(65,000,000)	65,000,000

Capital risk management

The Company manages capital with the objective of being able to continue as a going concern and sustaining its ability to provide returns for shareholders and benefits for other stakeholders, as well as maintaining an optimal capital structure to minimize the effective cost of capital. This objective is achieved by optimizing debt levels.



## **Siddharta Widjaja & Rekan** **Registered Public Accountants**

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### **Independent Auditor's Report**

No: 00326/2.1005/AU.1/05/1547-2/1/V/2019

The Shareholders,  
Board of Commissioners and Board of Directors  
PT Tata Motors Distribusi Indonesia:

We have audited the accompanying financial statements of PT Tata Motors Distribusi Indonesia, which comprise the statement of financial position as of 31 March 2019, and the statements of profit or loss and other comprehensive income, changes in equity, and cash flows for the year then ended, and notes, comprising a summary of significant accounting policies and other explanatory information.

#### *Management's responsibility for the financial statements*

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Indonesian Financial Accounting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### *Auditors' responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Standards on Auditing established by the Indonesian Institute of Certified Public Accountants. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



*Opinion*

In our opinion, the financial statements present fairly, in all material respects, the financial position of PT Tata Motors Distribusi Indonesia as of 31 March 2019, and its financial performance and its cash flows for the year then ended in accordance with Indonesian Financial Accounting Standards.

Siddharta Widjaja & Rekan  
Registered Public Accountants

A handwritten signature in black ink, appearing to read 'Beatrice'.

Beatrice Tanuwijaya, S.E., CPA  
*Public Accountant License No. AP. 1547*

Jakarta, 3 May 2019