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Jaguar Land Rover
Deutschland GmbH
Schwalbach am Taunus/Germany

Long-form Report on the
Audit of the Financial Statements
for the period ended 31 March 2015

Management Report as at 31 March 2015

A. Business development

1. Sales volumes and sales development

The overall German vehicle market amounted to 3,036,773 units (registrations) in the period from January to December 2014 (prior year: 2,952,431 units), corresponding to a total market increase of 2.86 %. The segments relevant for Land Rover (OUV and utility vehicles) increased by 10.96 %. The segments relevant for Jaguar, however, declined by 4.53 %.

The upper luxury car segment (Large Saloon) in Germany showed an increase of 13.9 % in 2014, thanks to the new Mercedes S class. The sales figures of the Jaguar XJ fell by 15.2 %, from 342 units in the prior year to 290 units.

The mid-sized market segment (saloon car and estate car) declined by 5.8 % compared with the respective prior year's period. The Jaguar XF showed a decline of 5.3 %, while the Estate version fell by 18.9 %. In total, 2,473 XF were registered compared with 2,803 units in the prior year, corresponding to a decline of 11.8 %.

The sports car segment (High Luxury Sports Car) recorded a 14.5 % decline in registrations in 2014. The registrations of the Jaguar XK, which was discontinued in 2014, declined by 21.0 % year on year. In the mid-sized sports car segment, which declined by 3.11 % in 2014, the Jaguar F-Type was able to report an increase of 73.8 %, primarily due to the launch of the coupé model. The Jaguar F-Type achieved a market share of 5.6 % in this by segment, which is dominated by Porsche.

Jaguar's market share in the total vehicle market remained unchanged at 1.4 % in 2014.

Compared to 2013, the SUV segment has been slightly restructured. In the mid-sized SUV segment, which showed a 13.0 % year-on-year increase, the Range Rover Evoque managed an increase of 13.8 % with 5,720 units in the Premium part of the segment compared to with 5,027 units in the prior year. Registrations of the Land Rover Freelander decreased by 24.4 % year on year following its discontinuation.

In the large SUV segment, which reported a 2.4 % year-on-year increase, the Land Rover Discovery managed an increase in registrations of 4.1 % in view of mainstream vehicles. With 2,136 units, the new Range Rover was able to again exceed its prior year result (plus 10.4 %). The Range Rover Sport, which was launched at the end of 2013, significantly exceeded the strong prior year's result by 77.3 % with 3,984 registrations (prior year: 2,247 registrations).

The market share of the Land Rover in the total vehicle market amounted to 5.5 % in 2014 (prior year: 4.2 %).

Land Rover again developed very positively in the first quarter of 2015. Registrations were up 7.8 % year on year. Jaguar in the first quarter is not comparable year on year as the XF is being discontinued and its successor will not be launched until September.

From April 2014 to March 2015, a total of 4,021 Jaguar vehicles were delivered to the dealers, down 404 units, or 9.1 %, on the prior-year period. This was mainly due to the discontinuation of the XK and XF models. Land Rover sold 17,657 vehicles to dealers in the period ended 31 March 2015 up 3,059 units, or 21.0 %, on the prior-year period. This was mainly due to success of Range Rover models as well as the launch of the new Discovery Sport. Revenue in the reporting period amounted to mINR 74,956.2 (prior year: mINR 74,530.0) and notably result from the sale of new cars (84.5 %, mINR 63,027.3, prior year: mINR 62,443.4), the sale of spare parts and accessories (9.3 %, mINR 6,917.1; prior year: mINR 5,693.1) as well as the sale of used Jaguar and Land Rover vehicles to the car dealer network (6.2 %, mINR 4,651.8; prior year: mINR 6,393.5). The increase in revenue with spare parts notably results from the change of the Jaguar business model. Since 1 January 2014, Jaguar spare parts are directly sold by the entity while before this date, sales were effected through third parties and the entity therefore only received sales commissions.

2. Employees

On 31 March 2015, Jaguar Land Rover Deutschland GmbH had 136 employees under permanent contracts (31 March 2014: 106 employees). Of these 136 employees, 53 (31 March 2014: 34) work in the division offering central functions for other European Jaguar Land Rover companies. The expenses for these central activities are passed on to Jaguar Land Rover Limited.

B. Situation of the entity

1. Results of operations

The margin declined slightly in the period ended 31 March 2015, from 15.6 % to 12.7 %, due to the higher transfer prices for Land Rover vehicles from the United Kingdom.

The mINR 508,5 increase in other operating income mainly resulted from a rise in the charging of expenses for the central function of the European Jaguar Land Rover companies assumed and expanded in the reporting period as well as a increase in the charging of expenses for guarantees.

The employee benefits expense increased by mINR 325.6 year on year to mINR 1.1 due to the additional employees in both the new division with central functions for other European Jaguar Land Rover companies as well as the local company.

Other operating expenses declined slightly by mINR 189.7 year on year mainly due to a decline in selling and advertising expenses.

The results of operations are affected by the agreement on the determination of transfer prices concluded with Jaguar Land Rover Limited, Coventry/United Kingdom. Since 1 April 2013, transfer prices are defined such that the ratio of the earnings before taxes from the sale and marketing of new vehicles, spare parts and accessories of the Jaguar and Land Rover brands at contractually agreed net income of these divisions are competitive compared with the industry.

In the reporting period, transfer prices were adjusted after a comparison with the industry within the scope of a benchmark analysis. The adjustment led to a positive result effect of approximately mINR 186.2 year on year. As a result, taxes on income increased to kINR 782,4 in the reporting period (prior year: kINR 546,6).

In the prior year's management report, we expected revenue and earnings to be on par with the prior year. In the period ended 31 March 2015, revenue was increased by 23 % and net profit for the period by 127 %.

2. Financial position

The statement of cash flows below reflects changes of the entity's net financial position and liquidity for the period, whereby the cash flow from operating activities was determined using the indirect method.

	2014/15	2013/14
	mINR	mINR
Profit for the period	523	281
Amortisation/depreciation/write-downs on fixed assets	58	22
Increase/decrease (-) in provisions	461	283
Increase (-)/decrease in inventories, trade receivables and other assets that are not allocable to investing or financing activities	1,350	-1,195
Increase/decrease (-) in trade payables and other liabilities that are not allocable to investing or financing activities	1,020	626
Cash flow from current business activities	<u>3,411</u>	<u>18</u>
Cash outflow (-) from the disposal of property, plant and equipment	-60	-44
Cash outflow on account of cash investments in the cash pool	-3,394	-2,332
Cash flow from investing activities	<u>-3,454</u>	<u>-2,375</u>
Change in cash and cash equivalents	-42	-2,358
Opening balance of cash and cash equivalents	63	2,435
Closing balance of cash and cash equivalents (= liquid funds)	<u>21</u>	<u>943</u>

Cash flow from operating activities resulted primarily from a mINR 1,695.1 increase in liabilities to affiliated companies due to the reporting date and production, mainly as a result of the production and delivery of new vehicles in March 2015 (payment in the month following the balance sheet date) and a corresponding high level of sales of these vehicles (payments received on receivables prior to the balance sheet date). The number of vehicles in inventory declined by mINR 821,216.7 year on year mainly due to the discontinuation of the XK (2014) and XF (successor in 2015) models.

Cash flow from investing activities result primarily from payments of financial resources in the cash pool.

The company's equity amounted to mINR 2,413 as at the balance sheet date (prior year: mINR 2,316).

The equity ratio amounted to 12.8 % (prior year: 11.2 %). The entity operates a cash pool with Jaguar Land Rover Limited.

On balance sheet date, Jaguar Land Rover Deutschland had cash pool credits of mINR 11,042 (prior year: mINR 9,373 from Land Rover). The financial position of the entity is orderly.

3. Net assets

The entity's assets notably comprise inventories of mINR 5,562, trade receivables of mINR 1,414 as well as receivables from affiliated companies of mINR 1,112.

Inventories comprise new and used cars of the entity as well as Jaguar spare parts. Inventories declined by mINR 820.1 year on year, primarily due to a lower number of Land Rover new vehicles.

A vehicle carrying amount of mINR 555.2, disclosed under other assets, result from buyback agreements concluded with car rental firms (prior year: mINR 1,148.2). The balance sheet item to be offset against this of mINR 606.7 (prior year: kINR 1,242.5) was recorded as buyback commitments under other liabilities.

Receivables from affiliated companies notably include the aforementioned cash pool receivables from Jaguar Land Rover Limited of mINR 11.045 (prior year: mINR 9.376).

Trade receivables declined by mINR 229,9 year on year (prior year: mINR 2,045,6), since a large share of the vehicles had already been paid on balance sheet date by the financing bank of the dealers.

C. Future developments and material opportunities and risks

1. Risks and risk management

In the period ended 31 March 2013, complete process documentation was prepared on account of the SAP implementation, which was further updated in the current period.

The internal control system was expanded in the reporting period and is entirely suited to ensuring the accuracy and completeness of the representation of JLR's business activities in the entity's books.

Financial transactions are monitored monthly. Deviations are explained to Jaguar Land Rover Limited by means of reports and analyses.

The entity is included in the group cash-pool system of the Tata Group in order to hedge against liquidity risks. This ensures the coverage of short-term financing needs and the settlement of occasional payment transactions at all times. Management remains informed of the financial position and results of other companies within the cash-pool system. This ensures that they recognize any possible risks early on.

A risk from cash flow fluctuations is seen for the cash pooling receivables. This risk is, however, classified as low.

Jaguar Land Rover Deutschland is not exposed to any financial risks from the receivables from vehicle sales: The risk is covered by a purchase financing offered by FCA Bank Germany GmbH, Heilbronn/Germany. Risks from the free supply of spare part sales are borne by Jaguar Land Rover Deutschland. Here, the option cash on delivery (COD) is offered for Land Rover parts in case the solvability of a customer worsens.

Further material risks from current business are not on hand at present. For the assessment, the entity has taken into account all information on hand when preparing the balance sheet and has set up provisions based on sound business judgement.

2. Opportunities and risks

The following risks with material impact on the net asset, financial position and results of operations are seen for the period ending 31 March 2016:

- high theft rates for Range Rover and Range Rover Sport, which could endanger the current commercial success in the medium term
- the development of the diesel and fuel prices and future form of emission-based taxes
- future development of the EU regulations concerning total CO₂ emissions of the vehicle fleet.

The entity's range of offered models will be enhanced once again in the financial year. Land Rover enters into the mid-sized SUV segment with its new Discovery

Sport. Unlike the very successful, stylish Range Rover Evoque, this model focuses on versatility and being family friendly.

The launch of the new Jaguar XE will see Jaguar return to the in upper mid-sized segment, in which the X-Type had been successful years earlier. The new Jaguar XF, which with its aluminium chassis and new generation of engines has more favourable emissions and consumption figures than the current model, will be launched in September.

A convertible version of the Range Rover Evoque will also be launched by the end of the financial year.

3. Outlook

The German Association of the International Vehicle Producers (VdiK) anticipates that the German vehicle market will realise a slight plus of 3.1 million vehicles in 2015.

As in the prior year, the entity will continue to realise the German Market Plans (GMP) in the period ending 31 March 2016. These plans shall assure the full use of the potential of both brands.

The plan is based on several pillars by means of which growth shall be driven. Notable here is the dealer network. The dealer network will be expanded in the current year to include unoccupied area, meaning that the corporate targets for future years will be implemented successfully.

The plans continue to provide for the support of the dealers with regard to local marketing measures, service optimisation and the after-sales segment.

For the period ending 31 March 2016, we are currently anticipating a significant increase in registration figures as a result of the full year for the new Discovery Sport, as well as the launch of the Jaguar XE in June and the new Jaguar XF in September.

It is anticipated that revenue for the period ending 31 March 2016 will be on a similar increase level as in the reporting period. Earnings before taxes will develop similar to revenues.

4. Major post-balance sheet events

There were no material post-balance-sheet date events between the balance sheet date and when the report was prepared.

Schwalbach am Taunus/Germany, 29 May 2015

Peter Modelhart
Managing Director
Jaguar Land Rover Deutschland GmbH

Balance Sheet for the Period Ended 31 March 2015

	31.03.2015 Rupees (Mils)	31.03.2014 Rupees (Mils)	Equity and liabilities
Assets			
A. Fixed assets			
I. Property, plant and equipment			
1. Operating and office equipment	156.55	189.93	
	<u>156.55</u>	<u>189.93</u>	
B. Current assets			
I. Inventories			
Goods	5,562.19	7,823.63	
II. Receivables and other assets			
1. Trade receivables	1,439.13	2,045.61	
2. Receivables from affiliated companies of which to the shareholder: mINR 11,041.5 (prior year: mINR 9,373.4)	11,130.32	9,463.31	
3. Other assets of which with a residual term of more than one year: mINR 7.9 (prior year: mINR 12.9)	559.49	1,057.76	
	<u>13,118.94</u>	<u>12,566.68</u>	
III. Cash-in-hand and bank balances	21.04	77.69	
	<u>18,702.18</u>	<u>20,468.09</u>	
C. Prepaid expenses	2.52	3.71	
	<u>18,861.25</u>	<u>20,661.64</u>	
A. Equity			
I. Subscribed capital	171.85	210.63	
II. Capital reserves	1,063.24	1,303.15	
III. Retained profit	654.54	520.78	
IV. Losses brought forward	522.98	281.44	
	<u>2,412.60</u>	<u>2,316.00</u>	
B. Provisions			
1. Provisions for pensions	497.84	531.84	
2. Provisions for taxes	217.32	108.55	
3. Other provisions	5,783.49	6,759.78	
	<u>6,498.65</u>	<u>7,400.16</u>	
C. Liabilities			
1. Trade payables of which with a residual term of less than one year: mINR 633.8 (prior year: mINR 498.7)	633.78	498.66	
2. Liabilities to affiliated companies of which with a residual term of less than one year: mINR 7,206.7 (prior year: mINR 6,755.2) of which to the shareholder mINR 6,866.8 (prior year: mINR 6,434.5)	7,206.67	6,755.15	
3. Other liabilities of which with a residual term of less than one year: mINR 2,109.5 (prior year: mINR 3,691.7) of which from taxes: mINR 1,494.8 (prior year: mINR 2,431.4)	2,109.54	3,691.65	
	<u>9,949.99</u>	<u>10,945.47</u>	
	<u>18,861.25</u>	<u>20,661.64</u>	

Income Statement for the Period Ended 31 March 2015

	2014/15 Rupees (Mils)	2013/14 Rupees (Mils)
1. Revenue	74,594,31	74,527,93
2. Other operating income	2,724,50	2,716,05
3. Cost of materials		
a) Cost of purchased goods	65,115,91	62,914,82
4. Employee benefits expense		
a) Wages and salaries	1,018,70	906,82
b) Social security contributions and pension benefits	121,16	91,16
of which for pension benefits: mINR 52.8 (prior year: mINR 69.0)		
5. Depreciation of property, plant and equipment	58,38	22,37
6. Other operating expenses	10,183,79	12,714,20
7. Other interest and similar income	9,50	10,15
of which from affiliated companies: mINR 9.5 (prior year: mINR 10.2)		
8. Interest and similar expenses	24,07	27,93
of which relating to provisions mINR 24.1 (prior year: mINR 27.9)		
9. Result from ordinary business activities	<u>806,31</u>	<u>576,83</u>
10. Extraordinary expenses	6,29	7,71
11. Taxes on income	259,44	265,14
12. Other taxes	17,59	22,54
13. Net income	<u><u>522,98</u></u>	<u><u>281,44</u></u>

Notes to the Financial Statements for the period ended 31 March 2015

A. GENERAL INFORMATION

The financial statements as at 31 March 2015 were prepared in compliance with the provisions of the German Commercial Code (HGB) applicable to large firms organised in a corporate form as well as in compliance with the supplementing provisions of the German Law on Limited Liability Companies (GmbHG).

Conversion into Indian Rupees

The financial information is expressed in the local currency of the relevant company (Euros) only in the Audited Accounts based on which the attached financial statements have been reformatted. Solely for the convenience of the reader and to meet the requirements of Section 212 of the Indian Companies Act, 1956, the amounts appearing in Indian Rupees have been translated at a fixed exchange rate EUR 1 = Rs 67.222 and Rs 82.390 for the years ended 31 March 2015 and 2014 respectively. These transactions should not be constructed as a representative that any or all of the amounts could be converted to Indian Rupees at this or any other rate.

B. Accounting and valuation principles

Accounting principles

The financial statements were prepared in compliance with the general recognition principles in Secs. 246 to 251 German Commercial Code (HGB) as well as taking into account the special recognition principles for firms organised in a corporate form in accordance with Secs. 268 to 274a, 276 to 278 German Commercial Code (HGB).

Vehicles sold within the scope of buyback contracts to car rentals are disclosed under other assets, since economic ownership remains at the entity and the sale of the vehicles after the short-term holding period of the car rental firms is upon the entity. The buyback commitments are disclosed under other liabilities. Revenue is only realised after termination of the buyback transactions at the final sale of the vehicles to the dealer.

The entity does not take advantage of the option under Sec. 274 (1) Sentence 2 German Commercial Code (HGB) to recognise the excess in deferred tax assets on account of arising tax reliefs.

Valuation principles

The financial statements were prepared taking into account the general valuation principles in Secs. 252 to 256a German Commercial Code (HGB).

In detail, the following valuation principles apply:

FIXED ASSETS

Property, plant and equipment

Operating and office equipment is measured at cost, including incidental cost, less cash discounts. Depreciation is calculated on a straight-line basis over the expected individually estimated useful lives as follows:

	Years
EDP software	2 to 4
Operating equipment	3 to 5
Office equipment	4 to 10
Company cars (new)	4
Company cars (used)	3
Tenant fixtures	5 to 10

Low-value assets with a cost of up to EUR 150.00 (INR 10,083) are recognised through profit or loss. Low-value assets with a cost of between EUR 150.00 (INR 10,083) and EUR 1,000.00 (INR 67,222) are collected in a compound item, which is recognised and depreciated over a period of five years on a straight line basis.

CURRENT ASSETS

Inventories

Vehicles and spare parts are recognised in compliance with the strict lower-of-cost-or-market principle at cost, including the incidental cost. Principally, the average rating method is used. Adequate amounts are deducted for slow-selling vehicles. In the aggregate, depreciations of mINR 120.1 (prior year: mINR 230.0) were made on the vehicle stock. The decrease is main-

ly due to the low level in inventories.

Receivables and other assets

Trade receivables and receivables from affiliated companies are recognised at cost. Specific allowances are made for doubtful receivables.

Except for the corporate income tax credit that is discounted with 5.5 % and the vehicles with buyback commitments, other assets are recognised at cost. Vehicles with buyback commitments are recognised at cost less specific allowances for single vehicles depending on the sales expectations on the market for used cars.

Cash-in-hand, bank balances

Cash-in-hand and bank balances are recognised at nominal values.

PROVISIONS

The pension commitments were determined using the projected unit credit method by applying actuarial principles with an interest rate of 4.43 % p.a., based on Prof Dr. Klaus Heubeck's 2005G Standard Tables that were published in 2006.

In accordance with Sec. 253 (2) Sentence 2 German Commercial Code (HGB), provisions for pension obligations are discounted on a lump-sum basis with the average market interest rate of the last seven years that arises in case of an anticipated residual term of 15 years, determined by Deutsche Bundesbank (the German central bank). This took into account salary increases of 2.0 % p.a., annual rises of the assessment ceiling of 2.0 % and annual pension rises of 2.0 %. Age- and gender-dependent fluctuation probabilities were taken into account for the employee turnover. On account of the option under Article 67 (1) Sentence 1 Introductory Law to the German Commercial Code (EGHGB), an amount of kINR 6,292.4 (1/15th of the difference determined as at 1 April 2011) was added to provisions for pensions. Due to the additions made pro rata over 15 years, the balance sheet does not include pension commitments of mINR 62,919.8 as at 31 March 2015.

Other provisions are recognised at settlement value, based on sound business judgement. Provisions with a residual term of more than one year are discounted over their residual terms at the average market interest rate calculated by Deutsche Bundesbank (the German central bank).

LIABILITIES

Bank loans and overdrafts, trade payables, liabilities to affiliated companies and other liabilities are recognised at the amounts to be repaid. Current liabilities denominated in foreign

currencies are recognised at the mean spot rate in effect on the balance sheet date.

C. NOTES TO THE BALANCE SHEET

1. Fixed assets

The movements in fixed assets in the period ended 31 March 2015 are presented in the statement of movements in fixed assets attached (Appendix to the Notes).

2. Receivables

Receivables notably include receivables from affiliated companies of mINR 11,120.3 (prior year: mINR 9,463.3) and here mostly cash pool receivables of mINR 11,041.5 (prior year: mINR 9,373.4) and trade receivables of mINR 1,439.1 (prior year: mINR 2,045.6).

3. Deferred taxes

Deferred taxes have been recognised for temporary differences between the values of assets, liabilities and prepaid expenses/deferred income recognised in the commercial and tax balance sheets. There were no negative differences as at the balance sheet date. Positive differences primarily result from differences in the carrying amounts of provisions for pensions and other provisions. Deferred taxes are determined on the basis of the combined income tax rate of the entity of 28.075 % and comprises corporate income tax, trade tax and the solidarity surcharge. Deferred tax assets that are not accounted for in the balance sheet were incurred in the reporting period.

4. Equity

The fully paid-in share capital amounts to EUR 2,556,459.41 (corresponds to mINR 171.8; previous year: mINR 210,6).

Sole shareholder is Jaguar Land Rover Limited, Coventry/United Kingdom.

5. Other provisions

Regarding the other provisions, the largest individual items are the provisions for marketing programmes (mINR 2,929.2; prior year: mINR 3,934.1), for variable dealer margins (mINR 1,008.7; prior year: mINR 1,028.9), for outstanding invoices (mINR: 577.8; prior year: mINR 903.2), for dealer start-up support (dealer start-up; mINR: 618.4; prior year: mINR 165.4), for support of interest-free time (mINR 104.5; prior year: mINR 119.5) as well as for dealer severance pays in line with Sec. 89b German Commercial Code (HGB) (mINR 286.0; prior year: mINR 225.0).

6. Liabilities

The liabilities comprise of:

1. - Liabilities to affiliated companies of mINR 7,206.7 (prior year: mINR 6,755.2).
here mostly from liabilities to Jaguar Land Rover France for spare parts of mINR 337.2 (prior year: mINR 298.2) and trade payables to Jaguar Land Rover Limited of mINR 6,866.8 (prior year: mINR 6,434.5).

- Trade payables (mINR 633.8; prior year: mINR 498.6)

- Other liabilities
here mostly liabilities from VAT (mINR 1,494.8; prior year: mINR 2,431.4) and liabilities from buyback transactions with car rentals (mINR 614.7; prior year: mINR 1,260.3).

D. NOTES TO THE INCOME STATEMENT

1. Revenue

By fields of activities

Revenue was, as in the prior year, all realised within Germany with the brands of Jaguar and Land Rover and can be analysed by fields of activity as follows:

	01. Apr 14 to 31. Mar 2015 mINR	01. Apr 13 to 31. Mar 2015 mINR
New cars	63,028.3	62,446.2
Used cars	4,648.8	6,390.2
Commission - Unipart	0,00	149.2
Spare parts, accessoires, and other	6,917.2	5,542.4
	74,594.3	74,528.0

2. Other operating income

Other operating income notably comprises the transfer of warranty expenses (mINR 1,709.9; prior year: mINR 1,987.2) as well as cost transfers to dealers and Jaguar Land Rover Limited (mINR 1,006.2; prior year: mINR 728.6), the latter including the expenses for the central functions taken over for other European Jaguar Land Rover companies (European Operations employees).

3. Other operating expenses

Other operating expenses notably comprise the following items:

- Warranty expenses (mINR 1,843.8; prior year: mINR 2,163.6)
- Selling expenses and sales promotion (mINR 3,617.6; prior year: mINR 5,210.8)
- Other distribution costs (mINR 1,244.1; prior year: mINR 678.2), mainly due to increased costs for dealer termination and dealer start-up.
- Advertising costs (mINR 2,387.5, prior year: mINR 3,475.7)
- Other sundry administration costs (mINR 442.9; prior year: mINR 499.4)

4. Extraordinary expenses

Extraordinary expenses include pro rata additions to provisions for pensions over 15 years in

accordance with Article 67 (1) Introductory Law to the German Commercial Code (EGHGB) of mINR 6.3 (prior year: mINR 7.7).

5. Taxes on income

Taxes on income relate entirely to the result from ordinary business activities. The item includes net income related to other periods for refund claims for prior years of mINR 50.9.

E. OTHER DISCLOSURES

1. Other financial commitments

The commitments from tenancy agreements for the training centre and the parking lots in Neuss/Germany until the end of the minimum leasing term on 31 March 2016 amount to mINR 36.7 net (mINR 3.0 per month). The commitments from tenancy agreements for the office premises in Schwalbach/Germany until the end of the minimum leasing term on 31 August 2016 amount to mINR 74.3 net (mINR 4.4 per month). In an agreement dated 28 November 2014 a showroom was leased on the Odeonsplatz in Munich/Germany from 1 May 2015. The obligation until the end of the term on 30 April 2018 amounts to mINR 61.5 (mINR 1.7 per month).

The entity has concluded tenancy agreements and leases as well as other service agreements for its business operations. The total commitments from the currently valid contracts amount to mINR 295.5.

2. Number of employees

The entity had 131 (prior year: 111) employees in the annual average of the reporting period.

3. Auditors' fees

An amount of mINR 7.6 was recognised in the reporting period for auditors' fees (only audit services).

4. Members of the company boards

Management

Peter Modelhart

5. Total remuneration paid to Management

The total remuneration paid to management in the reporting period has not been disclosed in accordance with Sec. 286 (4) German Commercial Code.

6. Proposal for the appropriation of profit

The Management proposes that the net profit for the period ended 31 March 2015 be carried forward to new account.

7. Consolidated financial statements

The entity is included in the consolidated financial statements of Jaguar Land Rover Automotive PLC, Coventry/United Kingdom (UK Register No. 6477691, www.jaguarlandrover.com), which in turn is included in the consolidated financial statements of TATA Motors Ltd., Mumbai/India, which in turn is part of the consolidated financial statements of Tata Sons Ltd., Mumbai/India (SEC Register No. 926042, www.tata.com).

Schwalbach am Taunus/Germany, 29 May 2015

Peter Modelhart
Managing Director

Movement in Fixed Assets in the period ended 31 March 2015

HGB	Cost		Depreciation and impairments		Carrying amounts	
	1 Apr. 2014 INR	31 Mar. 2015 INR	1 Apr. 2014 INR	Additions INR	31 Mar. 2015 INR	31 Mar. 2014 INR
Property, plant and equipment						
1. Operating and office equipment	430.467.727,58	503.962.431,09	240.533.406,41	71.555.527,15	191.873.497,53	189.934.321,18
	430.467.727,58	503.962.431,09	240.533.406,41	71.555.527,15	191.873.497,53	189.934.321,18

[Independent] Auditors' Report

We have audited the [annual] financial statements, comprising the balance sheet, the income statement and the notes to the financial statements, together with the bookkeeping system, and the management report of Jaguar Land Rover Deutschland GmbH, Schwalbach am Taunus/Germany, for the period ended 31 March 2015. The maintenance of the books and records and the preparation of the [annual] financial statements and the management report in accordance with German commercial law are the responsibility of the Company's management. Our responsibility is to express an opinion on the [annual] financial statements, together with the bookkeeping system, based on our audit.

We conducted our audit of the [annual] financial statements in accordance with Section 317 German Commercial Code (HGB) and German generally accepted standards for the audit of financial statements promulgated by the Institute of Public Auditors in Germany (IDW). Those standards require that we plan and perform the audit such that misstatements materially affecting the presentation of the net assets, financial position and results of operations in the [annual] financial statements in accordance with German principles of proper accounting are detected with reasonable assurance. Knowledge of the business activities and the economic and legal environment of the Company and expectations as to possible misstatements are taken into account in the determination of audit procedures. The effectiveness of the accounting-related internal control system and the evidence supporting the disclosures in the books and records, the [annual] financial statements and the management report are examined primarily on a sample basis within the framework of the audit. The audit includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the [annual] financial statements and the management report. We believe that our audit provides a reasonable basis for our opinion.

Our audit has not led to any reservations.

In our opinion, based on the findings of our audit, the [annual] financial statements of Jaguar Land Rover Deutschland GmbH, Schwalbach am Taunus/Germany, comply with the legal requirements and supplementary provisions of the articles of incorporation and give a true and fair view of the net assets, financial position and results of operations of the Company in accordance with German principles of proper accounting. The management report is consistent with the [annual] financial statements and as a whole provides a suitable view of the Company's position and suitably presents the opportunities and risks of future development.

Frankfurt am Main/Germany, 29 May 2015

Deloitte & Touche GmbH
Wirtschaftsprüfungsgesellschaft

signed
(Gregg)
Wirtschaftsprüferin
[German Public Auditor]

signed
(Riedel)
Wirtschaftsprüfer
[German Public Auditor]

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