

# Q1 FY 14 BUSINESS REVIEW

Contact: [ir\\_tml@tatamotors.com](mailto:ir_tml@tatamotors.com)

**Mr. Vijay B Somaiya**

Head (Treasury & IR)

Phone: 91-22-6665 7258

**Ms. Namrata Divekar**

AGM (Treasury & IR)

Phone: 91-22-6665 7817

**Mr. Prakash Pandey**

Sr. Manager (Treasury & IR)

Phone: 91-22-6665 7908

**Mr. Bikash Dugar**

Manager (Treasury & IR)

Phone: 91-22-6665 7241

**Ms. Somya Jain**

Manager (Treasury & IR)

Phone: 91-22-6665 7906

## Index

I] Snapshot of Financials	3
II] Indian Economic Scenario	4
III] TML Standalone	
A] Financials (Rs. Crores & USD Million)	10
B] Commercial Vehicles Business	11
C] Passenger Vehicles Business	11
D] Exports	11
E] Way Forward	13
F] TML Corporate Credit Rating	13
IV] TML Consolidated Financials (Unaudited) (Rs. Crores & USD Million)	14
V] Jaguar Land Rover PLC	
A] Financials (i) Under IFRS - Unaudited	15
(ii) Under IGAAP - Unaudited	16
B] Products, Regional Performance & Highlights	
▪ Jaguar and Land Rover Wholesale & Retails volumes by Car-line and Region-wise	16
▪ Regional Performance	20
▪ JLR Highlights	21
C] Way Forward	22
D] JLR Corporate Credit Rating	22
VI] Highlights of Key Subsidiaries	
A] Tata Motors Finance	23
B] Tata Technologies	23
C] Tata Daewoo	24
D]TML Drivelines Ltd	24
VII] Shareholding Pattern	25

I]

SNAPSHOT OF FINANCIALS

Particulars	NET REVENUE *			PAT		
	Q1 FY14	Q1 FY13	Y-o-Y change	Q1 FY14	Q1 FY13	Y-o-Y change
TML Consolidated (Rs Crores)#	46,784.7	43,323.6	8.0%	1,726.1	2,244.9	-23.1%
TML Standalone (Rs Crores)	9,104.5	10,586.4	-14.0%	703.3	205.3	NM
Jaguar LandRover PLC (IFRS) (GBP Million)	4,097.0	3,638.2	12.6%	304.0	235.9	28.9%

<u>USD Million@</u>						
Particulars	NET REVENUE *			PAT		
	Q1 FY14	Q1 FY13	Y-o-Y change	Q1 FY14	Q1 FY13	Y-o-Y change
TML Consolidated#	7,877.5	7,294.8	8.0%	290.6	378.0	-23.1%
TML Standalone	1,533.0	1,782.5	-14.0%	118.4	34.6	NM
Jaguar LandRover PLC	6,232.8	5,534.8	12.6%	462.5	358.9	28.9%

\*Net Revenue excludes other income;

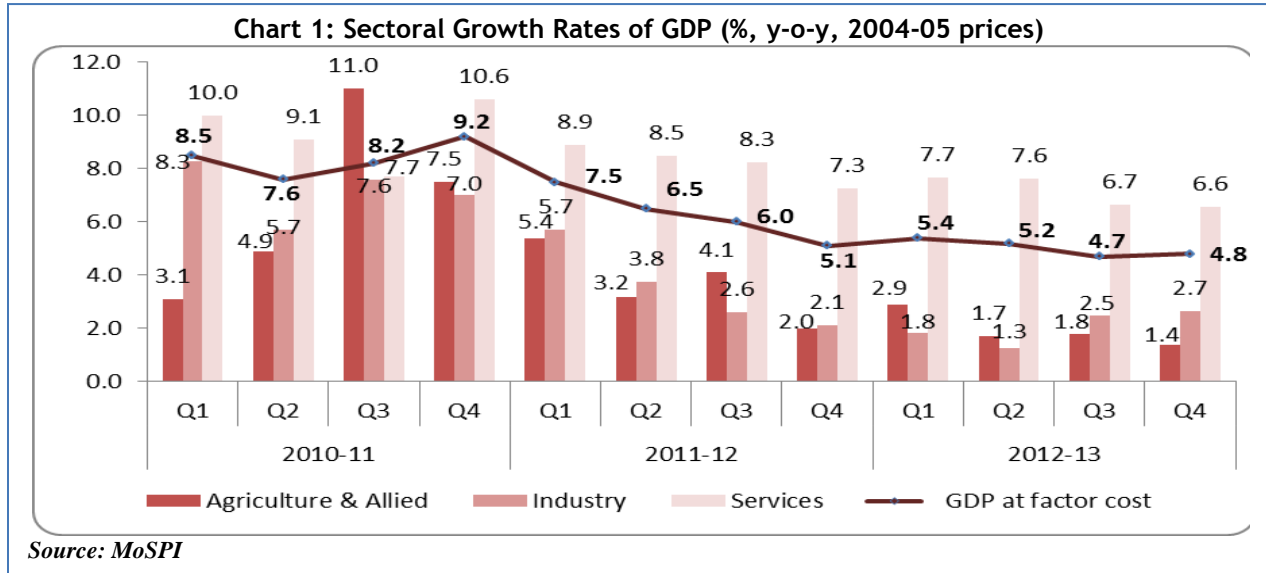
# PAT is after Minority Interest and share of Profit/(loss) in respect of associate companies;

@ At conversion rate of 1 USD = 59.39 INR; 1 GBP = 1.5213 USD; for reference only

**II] INDIAN ECONOMIC SCENARIO: KEY HIGHLIGHTS OF Q1FY14**  
*Source: Tata Department of Economics and Statistics (Tata DES)*

**1. GDP Growth**

India’s real GDP grew by 4.8% in Q4 of FY 2012-13, lower than 5.1% growth in Q4 of FY 2011-12. With this, **GDP growth in 2012-13 stood at 5.0%, compared to 6.2% in 2011-12.**



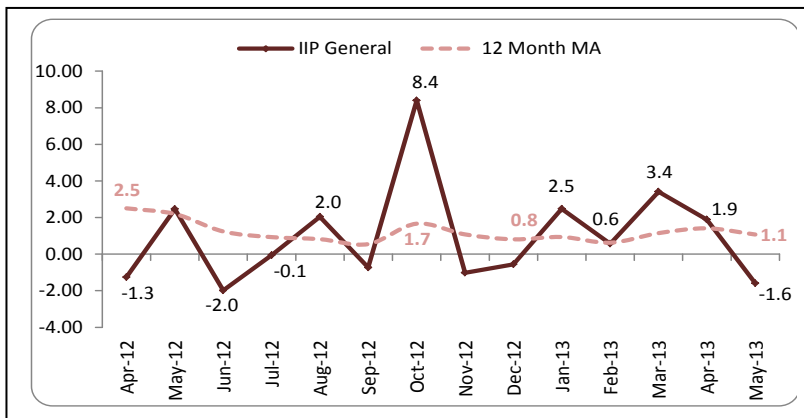
Growth is expected to pick-up to around 6.0% in 2013-14 based on expectations of

- Improvement in the domestic savings and investment scenario (see below)
- Some progress on clearing projects via setting up of the CCI (see below)
- Fiscal reform combined with some monetary easing
- Normal monsoon boosting agriculture sector output and demand, and cooling food prices
- Easing of inflation and international commodity prices
- Support to rural consumption from government schemes
- Marginal improvement in external demand (especially US and Japan).

Despite the increase, growth is expected to remain below the potential of the economy, especially as compared to the pre-crisis high-growth phase. A major factor behind the downturn<sub>1</sub> in the Indian economy has been a decline in the corporate investment and the household financial savings rate. High cost of capital, weak demand expectations of firms, problems in securing essential raw materials (especially coal and iron ore) and fuel linkages, problems in acquiring necessary clearances and land acquisition have collectively contributed to the weak investment scenario.

**2. Industrial Growth**

During 2013-14 (April-May), IIP grew by 0.1% as compared to 0.6% growth in Apr-May'12-13. The growth scenario continues to remain weak with no evidence of an industrial sector and overall economic recovery. The 12-monthly moving average of the IIP highlights the continuous and sustained decline in industrial momentum.



Although all industrial sectors grew at a slower pace in 2013-14 (Apr-May) than 2012-13 (Apr-May) (with the exception of intermediate goods and consumer non-durables), the **sectors which underperformed most are mining and consumer durables**. This clearly reflects the fact that **the slowdown in the domestic industrial output growth was largely due to problems in the mining sector along with a decline in consumer durables due to high cost of finance**. Domestic consumption has come down due to persistent high lending rates and high food inflation.

**IIP and its categories**

	Categories	Apr-May'13	Apr-May'12	Growth (%)
IIP	General	167.40	167.20	0.12
Sectoral	Mining	121.65	127.40	-4.51
	Mfg.	176.20	176.00	0.11
	Electricity	165.75	157.50	5.24
Use-based	Basic	153.10	151.95	0.76
	Capital	214.40	217.60	-1.47
	Intermediate	148.15	145.20	2.03
	Consumer	185.50	187.30	-0.96
	- Consumer Durables	278.50	308.15	-9.62
	- Consumer Non-Durables	148.65	139.40	6.64

In terms of **sectoral classification** of industries, output of **manufacturing** grew 0.11% in Apr-May'13, while **mining** output declined 4.51% and **electricity** generation showed growth of 5.24%.

In terms of **use-based classification** of industries, **consumer goods** production dropped by 0.96% as compared to 4.03% growth in Apr-May'12, pulled down by -9.62% drop in consumer durables. Decline in consumer durables production indicates that consumption demand is not picking up as high inflation has affected the purchasing power. Consequently, industrial growth is also slowing down.

Production of capital goods continues to remain weak, along with a decline of 13.78% in the import of machinery in Apr-May 2013-14 as a result of the downturn in the investment cycle.

### 3. Infrastructure Index

#### Performance of Core industries

Sector-wise Growth Rate (%) in Production					
Sector	Weight (%)	May'13	May'12	Apr-May 2013-14	Apr-May 2012-13
Overall Index	37.903	2.31	7.19	2.37	6.47
Coal	4.379	-3.23	9.59	-0.13	7.78
Crude Oil	5.216	-2.41	0.45	-1.79	-0.44
Natural Gas	1.708	-18.68	-10.70	-18.06	-10.98
Refinery Products	5.939	5.06	23.37	5.32	22.10
Fertilizers	1.254	-2.03	-15.08	-2.20	-12.38
Steel	6.684	4.06	3.78	3.02	3.04
Cement	2.406	2.95	15.39	5.59	13.92
Electricity	10.316	6.19	5.90	4.87	5.64

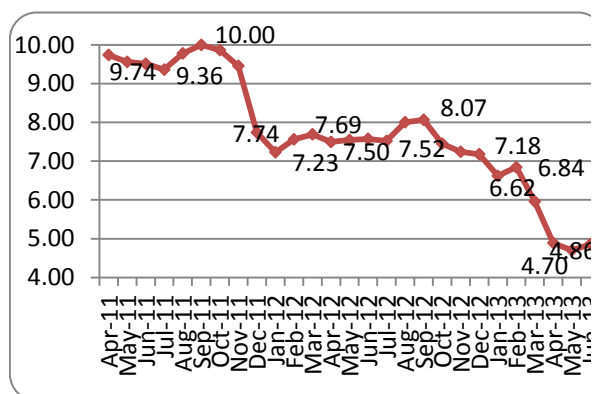
(Source: GOI- MINISTRY OF COMMERCE INDUSTRY)

The Eight core infrastructure industries<sup>1</sup> with base as 2004-05 registered an output growth of 2.31% in May'13, much lower than 7.19% growth witnessed in May'12. For the Apr-May 2013-14 period, the eight core industries

recorded 2.37% growth against 6.47% during the corresponding period in 2012-13. The slow growth was on account of decline in the output of natural gas (-18.06%; -10.98% in Apr-May 2012-13), coal (-0.13%; 7.78% in Apr-May 2012-13), cement (5.59%; 13.92% in Apr-May 2012-13) and crude oil (-1.79%; -0.44% in Apr-May 2012-13).

### 4. Inflation

Year on Year growth rate of Wholesale Price Index



Year on Year growth rate of Wholesale Price Index

Inflation (y/y, % growth)	Q1 FY14	Q1 FY13
<b>Wholesale Price Index</b>	<b>4.78</b>	<b>7.54</b>
Primary Articles <sup>^</sup>	6.61	9.87
Food Articles	8.03	10.82
Non-Food Articles	6.67	5.64
Fuel, Power, Light & Lubricants	7.59	11.90
LPG	8.00	14.03
Petrol	-3.27	11.48
High Speed Diesel	21.49	8.42
Manufactured Products	3.18	5.29

<sup>^</sup> Primary articles include food and non-food articles and minerals. Non-food articles are basically the manufactured items.

Overall WPI inflation for the month of Jun'13 was 4.86%, as compared to 7.58% in Jun'12. For the Q1 FY 2013-14 it stood at 4.78%, as compared to 7.54% in Q1 FY 2012-13. Lower inflation in primary articles, food, fuel and manufactured products category contributed to lower inflation in Q1 FY 2013-14. However, within the fuel category, high speed diesel prices continue to be high as it grew by 21.49% in Q1 FY 2013-14 as compared to 8.42% in Q1 FY 2012-13. **Non-food manufacturing sector inflation (i.e. core inflation as per RBI's definition) has started coming down (2.02% in Jun'13 as compared to 3.65% in Mar'13), indicating that inflation was driven mainly by supply side factors which could not be affected by the tight monetary policy stance of the RBI.**

<sup>1</sup> Coal, Crude Oil, Natural Gas, Petroleum Refinery Products, Fertilizers, Steel, Cement, and Electricity

**What is needed on the policy front is to bring down the non-core inflation**, atleast the sectors in which the high rate of inflation is being caused by supply/value chain inefficiencies rather than purely exogenous factors such as international commodity price shocks.

To achieve this, a few basic policies the government should focus on are:

- Improve agricultural & allied sector **output yields** by focusing on R&D in the sector along with encouraging and helping farmers to **adopt scientific methods of crop nutrition and protection**.
- Create **adequate transport and storage infrastructure** such as silos/warehouses, **refrigeration infrastructure for storage as well as transport** of food products.
- Improve **rural connectivity** to boost the agricultural supply/value chain efficiency.
- Create incentives for producers to **align supply with demand** (for eg. encourage production of protein-rich food items such as pulses and animal husbandry products).

## 5. Interest rates

In the June 2013 monetary policy review, announced on 17<sup>th</sup> Jun'13, RBI kept the policy rate unchanged on account of fear of upward pressure on inflation from the pass-through of rupee depreciation, recent increases in administered prices and persisting imbalances, especially relating to food, pose risks. However, the RBI has also acknowledged that the foremost challenge for returning the economy to a high growth trajectory is to revive investment. Going ahead, softening of interest rates looks difficult especially when inflation has again gone up to 4.86% in Jun'13 after falling to 4.70% in May'13.

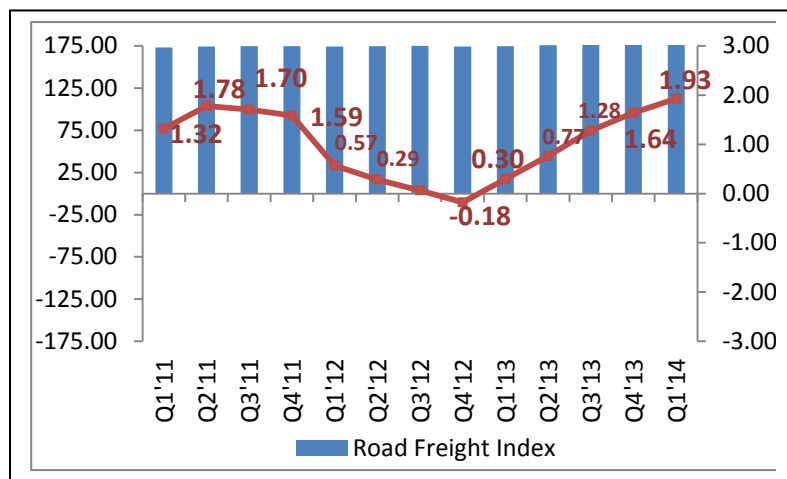
**Movement in Key Policy Rates (%)**

	Reverse Repo Rate	Repo Rate	Cash Reserve Ratio
19-Mar-10	3.50 (+0.25)	5.00 (+0.25)	5.75
2010-11	5.75(+2.25)	6.75(+1.75)	6(+0.25)
03-May-11	6.25(+0.5)	7.25(+0.5)	6
16-Jun-11	6.50(+0.25)	7.50(+0.25)	6
26-July-11	7.00(+0.50)	8.00(+0.50)	6
16-Sept-11	7.25(+0.25)	8.25(+0.25)	6.00
25-Oct-2011	7.50(+0.25)	8.50(+0.25)	6.00
16-Dec-2011	7.50(0.00)	8.50(0.00)	6.00
24-Jan-2012	7.50(0.00)	8.50(0.00)	5.50(-0.50)
10-Mar-2012	7.50(0.00)	8.50 (0.00)	4.75 (-0.75)
17-04-2012	7.00 (-0.50)	8.00 (-0.50)	4.75
18-06-2012	7.00 (0.00)	8.00 (0.00)	4.75 (0.00)
31-07-2012	7.00 (0.00)	8.00 (0.00)	4.75 (0.00)
17-09-2012	7.00 (0.00)	8.00 (0.00)	4.50 (-0.25)
30-10-2012	7.00 (0.00)	8.00 (0.00)	4.25 (-0.25)
18-12-2012	7.00 (0.00)	8.00 (0.00)	4.25 (0.00)
29-01-2013	6.75 (-0.25)	7.75 (-0.25)	4.00 (-0.25)
19-03-2013	6.50 (-0.25)	7.50 (-0.25)	4.00
03-05-2013	6.25 (-0.25)	7.25 (-0.25)	4.00
17-06-2013	6.25	7.25	4.00
30-07-2013	6.25	7.25	4.00
Cumulative	+300 bps	+250 bps	-175 bps

Note: 1. Reverse Repo indicates absorption of liquidity and repo indicates injection of liquidity.

2. Figures in parantheses indicate change in policy rates in per cent.

6. Freight Rates



Average road freight rate index for Q1 (Apr-Jun) 2013-14 grew by 1.93% on a y/y basis, higher than 0.30% growth in Q1 of 2012-13 and 1.64% growth in Q4 of 2012-13. This is on account of the seasonal jump in truck rentals largely due to a boost in arrivals of summer fruits and vegetables, and wheat procurement.

7. National Highway Development Project (NHDP)

As elucidated in the table below, 61.92% of the national highway development and other road projects under NHAI were completed as on 30<sup>th</sup> Jun'13. Substantial amount of work (86.18%) was completed on NS-EW corridor.

Status of NHDP (As on 30<sup>th</sup> June 2013)

The NHDP projects are divided into seven phases. However the ones being implemented are in four phases, i.e. I, II, III and V. There is no progress on the other phases.

Status of NHDP (As on 30 <sup>th</sup> Jun'13)	Total length (kms)	Completed	Under Implementation	Balance to be awarded
GQ	5846	100.00%	0.00%	0%
NS – EW Ph I & II	7142	86.18%	8.61%	5.21%
NHDP Phase III	12109	45.96%	40.13%	13.92%
NHDP Phase V	6500	24.22%	38.55%	37.23%
Port Connectivity & Others	1770	85.88%	12.99%	1.13%
<b>Total</b>	<b>33367</b>	<b>61.92%</b>	<b>24.61%</b>	<b>13.48%</b>

Source - National Highway Authority of India

**8. Update on Pradhan Mantri Gram Sadak Yojana (PMGSY), as on 24<sup>th</sup> July, 2013**

**Status of Pradhan Mantri Gram Sadak Yojana (PMGSY) as on 24<sup>th</sup> Jul'13**

<b>PMGSY for New Connectivity</b>		
	Nos.	Length (Kms)
Road Works Sanctioned	88604	323800
Completed Works	61323	210117
% of sanctioned works completed	69.2	64.89
Ongoing Works	26959	112064
<b>PMGSY for Upgraded Connectivity</b>		
	Nos.	Length (Kms)
Road Works Sanctioned	36055	168416
Completed Works	31436	144670
% of sanctioned works completed	87.2	85.9
Ongoing Works	4572	23325
<b>PMGSY - Cost Estimated (Rs. Cr.)</b>		
Sanctioned Amount	151665	
Value of work done	98615	
% of sanctioned amount utilised	65.0	

**Outlook by Tata DES (Tata Department of Economics and Statistics), 2013-14**

- GDP growth at 6.0%
- Currently, 10-yr G-Sec is 7.45%. It may not soften in the near future.
- Currently, Inflation is 4.86% (for the month of June 2013). Core inflation has started coming down.
- Currently, money supply is growing at the rate of around 13%. It is likely to go up to 15-16%.
- India's Current Account Deficit (CAD) in Q4 of FY 2012-13 was 3.6% of GDP, much lower than a record high CAD of 6.7% of GDP in Q3 2012-13. For the FY 2012-13, the CAD was 4.8% of GDP as compared to 4.2% of GDP in FY 2011-12. CAD reached alarmingly high level of 4.8% of GDP during 2012-13 on account of a decline in merchandise exports, elevated imports and slowdown in net invisibles surplus. The CAD is estimated to settle in the range of 4.1% to 4.5% in FY 2013-14. The softening of international oil prices and the recent sharp correction in the gold prices along with the steps taken by RBI to curb gold imports is expected to ease the CAD in future and would help in strengthening of the Rupee.

III] TML STANDALONE

## A] FINANCIALS

<u>Particulars</u>	Rs. Crores			USD Million@		
	Q1 FY14	Q1 FY13	Y-o-Y change	Q1 FY14	Q1 FY13	Y-o-Y change
Total Volumes: CV+PC+Exports (Units)	1,54,352	1,90,483	-19.0%	1,54,352	1,90,483	-19.0%
CV (Units)	1,06,960	1,14,710	-6.8%	1,06,960	1,14,710	-6.8%
PC (Units)*	35,955	62,619	-42.6%	35,955	62,619	-42.6%
Exports (Units)	11,437	13,154	-13.1%	11,437	13,154	-13.1%
Net Revenue#	9,105	10,586	-14.0%	1,533.0	1,782.5	-14.0%
EBITDA#	207	774	-73.3%	34.8	130.4	-73.3%
EBITDA Margin	2.3%	7.3%	(500 bps)	2.3%	7.3%	(500 bps)
Other Income	1,620.6	447.1	262.5%	272.9	75.3	262.5%
Profit before exceptional items and tax	907.5	398.3	127.8%	152.8	67.1	127.8%
Exceptional Item	(154.2)	(161.0)	NM	(26.0)	(27.1)	NM
Profit before Tax	753.3	237.3	217.4%	126.8	40.0	217.4%
Net Profit (PAT)	703.3	205.3	242.5%	118.4	34.6	242.5%
Basic EPS - Ordinary Shares	2.18	0.63		0.04	0.01	
Basic EPS- 'A' Ordinary shares	2.28	0.73		0.04	0.01	
Gross Debt	18,427.1	20,519.8		3,102.7	3,455.1	
Net Debt	16,352.0	15,476.9		2,753.3	2,606.0	
Net Debt / Equity	0.81	0.77		0.81	0.77	
Inventory Days	50	49		50	49	
Receivable Days	20	27		20	27	

#Excludes Other Income; @ At conversion rate of USD 1 = 59.39 INR for reference only

\*Includes FIAT Vehicle sales

EPS reported in the table above for the quarterly results is not annualized;

Inventory and Receivable Days are based on the Average Sales for the respective periods

#### FINANCIAL HIGHLIGHTS

- Weak macro-economic environment and competitive pressures continued to impact operations
- Q1 FY 14 Profit After Tax is after Dividend from Subsidiaries of Rs 1,537 crs (Rs 253 crores in Q1 FY13)
- Net Debt / Equity stood at 0.81

**B] COMMERCIAL VEHICLES BUSINESS****VOLUMES**

Period/ Segments	Q1 FY14 Volumes	Q1 FY13 Volumes	Y-o-Y change
M/HCV	31,226	34,555	-9.6%
LCV	75,734	80,155	-5.5%
Total CV	1,06,960	1,14,710	-6.8%

Note: For the analysis- LCV Includes Ace, Magic and Winger

**C] PASSENGER VEHICLES BUSINESS****VOLUMES**

Period/ Segments	Q1 FY14 Volumes	Q1 FY13 Volumes	Y-o-Y change
Micro	3,965	22,138	-82.1%
Compact	23,144	24,759	-6.5%
Midsize	354	2,670	-86.7%
Premium/ Luxury	262	156	67.9%
Utility Vehicles	7,024	9,863	-28.8%
Vans	546	1,193	-54.2%
Total Passenger Vehicle	35,295	60,779	-41.9%

Source: SIAM Industry Data and Company analysis

Note: For the analysis -

'Micro' comprises of Nano; 'Compact' comprises of Indica, Vista, Indigo CS,

'Midsize' comprises of Indigo XL, Manza and Marina;

'Premium/Luxury' includes Jaguar vehicles sold in India; 'Utility Vehicles' comprises of Safari, Sumo, Xenon, Aria and Land Rover Vehicles sold in India; 'Vans' comprises of Tata Venture Excludes FIAT sales for all the periods

**D] EXPORTS****VOLUMES**

Period/ Segments	Q1 FY14 Volumes	Q1 FY13 Volumes	Y-o-Y change
Commercial Vehicles	9,270	11,419	-18.8%
Passenger Vehicles	2,167	1,735	24.9%
Total Exports	11,437	13,154	-13.1%

**[Back to Index](#)**

**HIGHLIGHTS**

- i) Launched HORIZONEXT, an aggressive customer-focused strategy, that provides the best customer experience -- from best vehicle experience to superlative purchase experience and followed by technology-intense after market service support .Unveiled 8 newly upgraded and enhanced products, across 5 brands which includes the new CNG range in - Tata Indica CNG, Tata Indigo CNG and Tata Nano CNG
- ii) Market share in the MHCV trucks segment increased to 61.7% in Q1FY14 .
- iii) Six new applications of Tata PRIMA range ,catering to different segments (Tractor trailers, tippers, and Special Application Vehicles) introduced in Srilanka.
- iv) Launched 'Tata Motors Prolife' for Commercial Vehicles, demonstrating continued focus on value additions for customers.

**LAUNCHES & PRODUCT ACTION IN Q1 FY 14**

- i) In April 2013, Tata Motors launched the world-class range of Tata PRIMA trucks in Sri Lanka. The models introduced in Sri Lanka are the Tata PRIMA 4023 LX ( 4X2), Tata PRIMA 4923 LX (6X4), Tata PRIMA 4028 ( 4X2), Tata PRIMA 4938 (6X4), Tata PRIMA 4038 (4X2) and the Tata PRIMA 4928 (6X4), which are primarily targeted at container movement, cement transportation & the gas logistics across the island. In their power, speed, carrying capacity, operating economy and trims, they will introduce new benchmarks in Sri Lanka and match the best in the world in performance.
- ii) In May 2013 Tata Motors has launched in Nepal, its premium hatchback, the all new Tata Vista D90, an advanced & dynamic car, delivering 90PS of raw power, offering first-in-class high-tech features.
- iii) In June 2013, Tata Motors while announcing Horizonext unveiled 8 improved and enhanced vehicles, across 5 of its key brands, to provide the best vehicle experience. These include new enhanced versions of the Tata Indigo eCS, the Tata Sumo Gold, the Tata Nano and the Tata Indica, with the additions of exciting new colours and graphic designs, enhanced exteriors, improved high-quality suspension to offer a better ride, great multimedia entertainment options and introduction of the Feather-shift gearbox (F-shift gearbox).  
The company also showcased the new CNG range - Tata Indica CNG, Tata Indigo CNG and Tata Nano CNG -- and the Explorer Edition of the Tata Safari Storme.

E] WAY FORWARD

- **Prolonged weak consumption** and **subdued industrial demand** keep sales of CVs under pressure.
- **Competitive intensity** resulting in **higher marketing costs**.
- **Continue to leverage on our strengths**, which cover:
  - Strong understanding of the domestic market
  - Wide and compelling product portfolio
  - Strong Brand and Customer support
  - Wide spread distribution network,
  - Economies of scale
- We continue to **upgrade our products, value added services & solutions** for our end customers.
- A four pronged customer focused strategy for passenger vehicles based on
  - Intense product focus
  - Focus on world class manufacturing practices
  - Enriched customer purchase experience
  - Consistent quality of service
- **Extend export potential** for our products

G] TML CORPORATE CREDIT RATING

Credit Rating Agency	Long Term Rating as on 30 <sup>th</sup> June 2013
Moody's	Ba3 / Stable
S&P *	BB / Positive
CRISIL	AA- / Positive
ICRA	AA- / Positive
CARE	AA / Stable

*\*S&P revised the outlook from positive to stable in July 2013*

## IV] TML CONSOLIDATED FINANCIALS (UNAUDITED) IN RS. CRORES

<u>Particulars</u>	<u>Rs. Crores</u>			<u>USD Million @</u>		
	Q1 FY14	Q1 FY13	Y-o-Y change	Q1 FY14	Q1 FY13	Y-o-Y change
Net Revenue#	46,784.7	43,323.6	8.0%	7,877.5	7,294.8	8.0%
EBITDA#	6,753.3	6,234.6	8.3%	1,137.1	1,049.8	8.3%
EBITDA Margin	14.4%	14.4%	—	14.4%	14.4%	—
Other Income	182.3	238.6	-23.6%	30.7	40.2	-23.6%
Profit before exceptional items and tax	3,105.6	3,623.2	-14.3%	522.9	610.1	-14.3%
Exceptional Items	(178.6)	(440.5)	NM	(30.1)	(74.2)	NM
Profit before Tax	2,927.0	3,182.7	-8.0%	492.8	535.9	-8.0%
Net Profit (PAT) ^	1,726.1	2,244.9	-23.1%	290.6	378.0	-23.1%
Basic EPS - Ordinary Shares	5.38	7.04		0.09	0.12	
Basic EPS - 'A' Ordinary shares	5.48	7.14		0.09	0.12	
Gross Debt	58233.5	53,577.6		9805.3	9,021.3	
Net Automotive Debt	13385.6	10,226.3		2253.8	1,721.9	
Net Automotive Debt / Equity	0.31	0.28		0.31	0.28	
Inventory Days	50	44		50	44	
Receivable Days	20	19		20	19	

# Excludes Other Income;

^ PAT is after Minority Interest and share of Profit/(Loss) in respect of associate companies

EPS reported in the tables above for the quarterly results is not annualized;

Inventory and Receivable Days are based on the Average Sales for the respective periods

@ At conversion rate of USD 1 = 59.39 INR for reference only

**FINANCIAL HIGHLIGHTS**

Jaguar LandRover continues to drive improved business performance

- Q1 FY 14 EBITDA margin stood at 14.4%
- Net Automotive Debt / Equity Ratio stood at 0.31

V] JAGUAR LAND ROVER PLC

A] FINANCIALS

(i) IFRS AS APPROVED IN THE EU (UNAUDITED)

IFRS	GBP Million		
	Q1 FY14	Q1 FY13	Y-o-Y change
JLR Wholesales	90,620	83,452	8.6%
Jaguar Wholesales	18,577	11,774	57.8%
Land Rover Wholesales	72,043	71,678	0.5%
Net Revenue	4,097.0	3,638.2	12.6%
EBITDA#	675.0	526.3	28.3%
EBITDA Margin	16.5%	14.5%	200 bps
Profit before Tax	415.0	332.7	24.7%
Net Profit (PAT)	304.0	235.9	28.9%
Gross Debt	2,068.0	1,845.4	
Net Debt	(147)	(486.6)	
Net Debt / Equity	(0.04)	(0.16)	
Inventory Days	47	39	
Receivable Days	17	17	

Note: Inventory and Receivable Days are based on the Average Sales for the respective periods

**FINANCIAL HIGHLIGHTS**

- Q1 FY 14 EBITDA margin at 16.5%
- Q1 FY 14 PBT at £ 415 m
- Cash and financial deposits £ 2,215 m Undrawn committed lines stood at £ 935 m
- YTD Capex & product development £ 558 m

(ii) JLR FINANCIALS UNDER IGAAP (UNAUDITED)

IGAAP	GBP Million		
	Q1 FY14	Q1 FY13	Y-o-Y change
JLR Wholesales	90,620	83,452	8.6%
Jaguar Wholesales	18,577	11,774	57.8%
Land Rover Wholesales	72,043	71,678	0.5%
Net Revenue	4,096.9	3,638.2	12.6%
EBITDA	675.4	559.6	20.7%
EBITDA Margin	16.5%	15.4%	320 bps
Profit before Tax	408.7	395.5	3.3%
Net Profit (PAT)	290.9	308.6	-5.7%
Gross Debt	2,098.9	1,874.7	
Net Debt	(279.6)	(679.6)	
Net Debt / Equity	(0.1)	(0.2)	
Inventory Days	47	39	
Receivable Days	17	17	

Inventory and Receivable Days are based on the Average Sales for the respective periods

B] PRODUCTS, REGIONAL PERFORMANCE & HIGHLIGHTSJAGUAR WHOLESALE & RETAILS VOLUMES BY CAR-LINE

Car-line	Jaguar Wholesales			Jaguar Retails		
	Q1 FY14 Volumes	Q1 FY13 Volumes	Y-o-Y change	Q1 FY14 Volumes	Q1 FY13 Volumes	Y-o-Y change
XF	9,979	7,389	35.1%	10,202	8,236	23.9%
XJ	4,784	3,585	33.4%	4,467	4,462	0.1%
XK	657	800	-17.9%	829	940	-11.8%
F TYPE	3,157	-	NM	1,961	-	NM
<b>Total Jaguar</b>	<b>18,577</b>	<b>11,774</b>	<b>57.8%</b>	<b>17,459</b>	<b>13,638</b>	<b>28.0%</b>

**LAND ROVER WHOLESALE & RETAIL VOLUMES BY CAR-LINE**

Car-line	Land Rover Wholesales			Land Rover Retails		
	Q1 FY14 Volumes	Q1 FY13 Volumes	Y-o-Y change	Q1 FY14 Volumes	Q1 FY13 Volumes	Y-o-Y change
Defender	3,362	3,389	-0.8%	3,668	3,429	7.0%
Freelander	13,420	11,243	19.4%	13,044	11,741	11.1%
Discovery	11,232	10,047	11.8%	11,157	10,666	4.6%
Range Rover Sport	6,653	12,414	-46.4%	11,222	12,658	-11.3%
Range Rover	125	7,378	-98.3%	102	6,680	-98.5%
New Range Rover Sport	7	-	NM	128	0	NM
Range Rover Evoque	27,030	27,207	-0.7%	26,974	26,946	0.1%
New Range Rover	10,214	-	NM	10,965	-	NM
<b>Total Land Rover</b>	<b>72,043</b>	<b>71,678</b>	<b>0.5%</b>	<b>77,260</b>	<b>72,120</b>	<b>7.1%</b>

**JAGUAR WHOLESALE & RETAIL VOLUMES REGION- WISE**

Regions	Jaguar Wholesales			Jaguar Retails		
	Q1 FY14 Volumes	Q1 FY13 Volumes	Y-o-Y change	Q1 FY14 Volumes	Q1 FY13 Volumes	Y-o-Y change
UK	4,107	2,760	48.8%	3,677	3,084	19.2%
North America	4,749	2,323	104.4%	4,561	3,384	34.8%
Europe	2,876	2,179	32.0%	2,660	2,698	-1.4%
China	3,800	1,929	97.0%	3,789	2,180	73.8%
Asia Pacific	1,105	884	25.0%	1,101	849	29.7%
All Other Markets	1,940	1,699	14.2%	1,671	1,443	15.8%
<b>Total Jaguar</b>	<b>18,577</b>	<b>11,774</b>	<b>57.8%</b>	<b>17,459</b>	<b>13,638</b>	<b>28.0%</b>

**LAND ROVER WHOLESALE & RETAIL VOLUMES REGION- WISE**

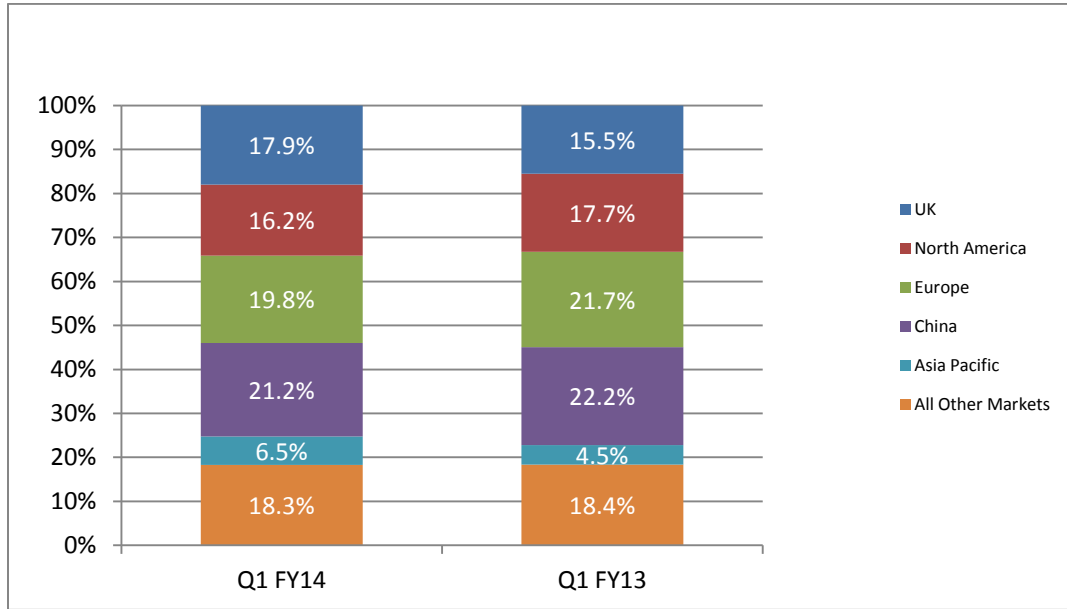
Regions	Land Rover Wholesales			Land Rover Retails		
	Q1 FY14 Volumes	Q1 FY13 Volumes	Y-o-Y change	Q1 FY14 Volumes	Q1 FY13 Volumes	Y-o-Y change
UK	12,153	10,180	19.4%	12,715	11,399	11.5%
North America	9,932	12,487	-20.5%	11,634	11,405	2.0%
Europe	15,104	15,911	-5.1%	17,290	16,680	3.7%
China	15,430	16,635	-7.2%	16,638	16,285	2.2%
Asia Pacific	4,784	2,837	68.6%	4,315	3,103	39.1%
All Other Markets	14,640	13,628	7.4%	14,668	13,248	10.7%
<b>Total Land Rover</b>	<b>72,043</b>	<b>71,678</b>	<b>0.5%</b>	<b>77,260</b>	<b>72,120</b>	<b>7.1%</b>

**JAGUAR LAND ROVER WHOLESALE & RETAIL VOLUMES REGION- WISE**

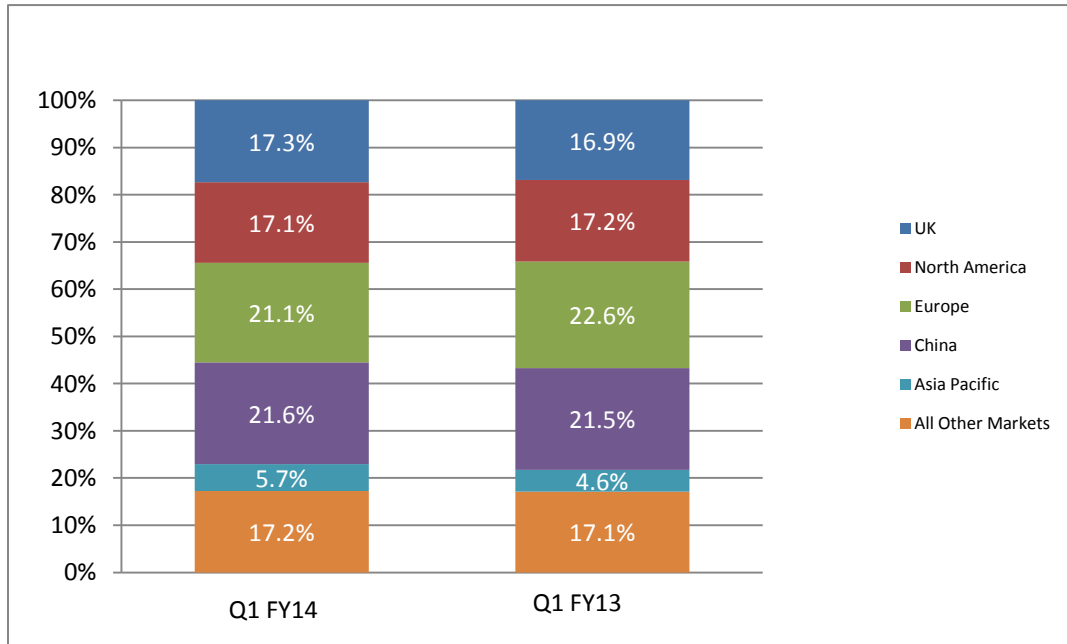
Regions	JLR Wholesales			JLR Retails		
	Q1 FY14 Volumes	Q1 FY13 Volumes	Y-o-Y change	Q1 FY14 Volumes	Q1 FY13 Volumes	Y-o-Y change
UK	16,260	12,940	25.7%	16,392	14,483	13.2%
North America	14,681	14,810	-0.9%	16,195	14,789	9.5%
Europe	17,980	18,090	-0.6%	19,950	19,378	3.0%
China	19,230	18,564	3.6%	20,427	18,465	10.6%
Asia Pacific	5,889	3,721	58.3%	5,416	3,952	37.0%
All Other Markets	16,580	15,327	8.2%	16,339	14,691	11.2%
<b>Total Land Rover</b>	<b>90,620</b>	<b>83,452</b>	<b>8.6%</b>	<b>94,719</b>	<b>85,758</b>	<b>10.4%</b>



**JAGUAR LAND ROVER MARKET-MIX FOR WHOLESALERS**



**JAGUAR LAND ROVER MARKET-MIX FOR RETAILS**



**REGIONAL PERFORMANCE****Performance in key geographical markets on retail basis****United States**

The US economy continues to recover in the current quarter.

The US premium car segment volumes increased by 4% in the last 12 months, with Jaguar's share increasing while the market environment continues to be strongly competitive with a trend towards smaller engines.

The current line up of Jaguar products includes the new F-TYPE and a number of smaller engine derivatives of XF and XJ, as well as the Sportbrake and AWD version.

The US premium SUV segment volumes were up 6% in the last 12 months, with Land Rover participating in this growth, whilst broadly maintaining market share, despite run-out of the Range Rover Sport.

Jaguar retail volumes for the quarter grew by 35% compared to Q1 FY13, mainly due to F-TYPE and XF. Land Rover retail volumes for the quarter grew by 2% compared to Q1 FY13.

**UK**

The UK economy is showing signs of improvement with growth of 0.6% in the quarter ended 30 June and auto sales outpacing this.

The UK premium car segment volumes increased by 18% in the last 12 months. Jaguar shares are up in most models, again reflecting the new F-TYPE and XF derivatives, despite significant incentive spending by competitors.

The UK premium SUV segment volumes increased by 36% in the last 12 months, with the Land Rover market share broadly flat, again supported by the new Range Rover, notwithstanding run out of the old Range Rover Sport.

Jaguar retail volumes for the quarter increased by 19% compared to Q1 FY13. Land Rover retail volumes for the quarter were up by 12% compared to Q1 FY13.

**Europe (excl. Russia and UK)**

Although the Euro crisis has receded, the Eurozone continues to be in recession with growth slowing even in Germany. Credit rating agencies continue to be negative about Euro area prospects, and the European car industry is expected to have reduced volumes in the current year in all European markets.

Jaguar retail volumes in the Europe region for the quarter fell by 38 units reflecting softer industry volumes, offset by an increase of 0.6% in German market share. Land Rover retail volumes within the Europe region for the quarter increased by 4%. In Germany, Land Rover market share increased by 0.9%.



### China

The Chinese economy continues to grow strongly, although at a somewhat slower rate than historically and a short lived credit crunch in the quarter has reduced future expectations for the rest of the year. China's premium car segment volumes increased by 3% in the last 12 months. Jaguar volumes were up 74%, primarily reflecting the introduction of the 2.0l XF and XJ, as well as the new F-TYPE.

The premium SUV segment increased by 10% in the last 12 months, with Land Rover's share increasing 0.6% to over 10%.

China was the largest retail market and wholesale market for the company in the period.

### Asia Pacific

Continued economic growth has been seen in the Asia Pacific region.

Retail volumes for the quarter grew by 30% for Jaguar compared to Q1 FY13, and 39% for Land Rover compared to Q1 FY13.

### JLR HIGHLIGHTS

- Wholesale and retail volumes for the Quarter stood at 90,620 units and 94,719 units, representing Y-o-Y growth of 8.6% and 10.4% respectively.
- Free cash outflow for the Q1 FY14 is £ 341 million, post capex and product development spend of £ 558 million and negative working capital movements (mainly due to inventory build up for the launch of New Range Rover Sport)
- Cash, bank balances and liquid mutual funds - £2.2 billion. Undrawn committed facilities of £ 0.9 billion as on June 30, 2013, have been further increased to £ 1.25 billion in July 2013, with £938 million maturing in 2018 and £312 million maturing in 2016
- Equity dividend of £150 million was paid to Tata Motors in June 2013
- Standard and Poor's credit rating increased from BB- to BB in July 2013
- New Range Rover achieves highest JD Power - APEAL (Automotive Performance, Execution and Layout ) score in its segment and of any model in the industry in 2013 and Land Rover brand is 4th overall
- Jaguar Named Best Brand in the JD Power - UK VOSS (Vehicle Ownership Satisfaction Study ) survey, Jaguar XF wins Best Executive Car and Land Rover

C] WAY FORWARD

- Continuing focus on both refreshed and new Jaguar and Land Rover products.
- Continuing to build sales momentum in FY 14 with the new Range Rover, Jaguar XF Sportbrake and Jaguar F -TYPE and successfully launching the new Range Rover Sport and other derivatives
- Continue to focus on profitable volume growth, managing costs and improving efficiencies to sustain the growth momentum
- Planned investments in future new products and technologies to meet customer aspirations and regulatory environmental standards and build manufacturing capacity in the UK and internationally
- Generate strong operating cash flows to support capex and product development in the region of £2.75 billion in FY 14

D] JLR CORPORATE CREDIT RATING

Credit Rating Agency	Long Term Rating as on 30 <sup>th</sup> June 2013
Moody's	Ba3 / Stable
S&P*	BB- / Positive
Fitch	BB- / Stable

\*In July 2013 S&P upgraded JLR to BB/Stable from BB-/Positive

**VI] HIGHLIGHTS OF OTHER KEY SUBSIDIARIES**

**A] TATA MOTORS FINANCE**

Particulars	<i>Rs. Crores</i>		
	Q1 FY14	Q1 FY13	Y-o-Y change
Net Revenue	819.1	649.3	26.1%
Operating Income (post Net interest charges)	124.0	110.2	12.6%
Operating Margin	15.1%	17.0%	(190 bps)
PAT	79.8	72.7	9.7%

**HIGHLIGHTS**

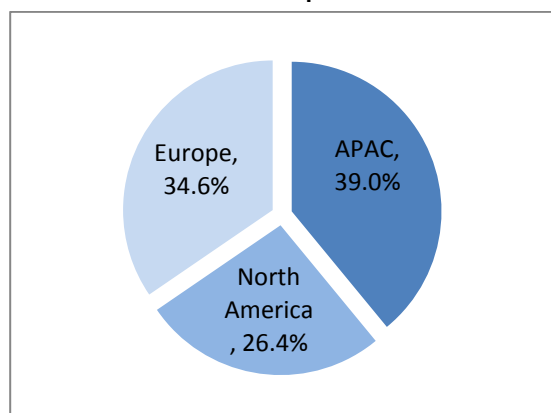
- Finance disbursed during Q1 FY 14 stood at Rs.2,261 Cr.
- The book size as on June 30, 2013 for TMFL stood at Rs 20,121 Cr.
- Q1 FY 14 market share stood at 27.9%.
- NIM for FY13 was 7.9%

**B] TATA TECHNOLOGIES**

Particulars	<i>Rs. Crores</i>		
	Q1 FY14	Q1 FY13	Y-o-Y change
Net Revenue *	517.6	458.3	12.9%
EBITDA *	62.3	89.6	-30.5%
% of Revenue	12.0%	19.6%	(760) bps
PAT	53.1	74.9	-29.2%

\* Excludes 'Other Income'

**Revenue Break - up of FY 12-13**



**HIGHLIGHTS**

- Revenue continued upward trend with YOY growth of 12.9%
- Offshore revenue grew y-o-y by 19%
- Cash & Cash equivalent of Rs 620 crs as on June 30, 2013

**C] TATA DAEWOO**

Particulars	<i>KRW Billion</i>		
	Q1 FY14	Q1 FY13	Y-o-Y change
Sales (Units)	2,945	2,732	7.8%
Net Revenue *	239.7	216.9	10.5%
EBITDA *	13.1	5.5	138.2%
% of Revenue	5.5%	2.5%	300 bps
PAT	8.4	1.4	500.0%

\* Excludes 'Other Income'

**HIGHLIGHTS**

- Demand in the domestic markets continued to be weak.
- During Q1 FY 14, our exports growth supported revenues and margins
- Continue the cost control efforts

**D] TML DRIVELINES LTD**

Particulars	<i>Rs. Crores</i>		
	Q1 FY14	Q1 FY13	Y-o-Y change
Net Revenue *	114.5	97.7	17.2%
EBITDA *	37.8	37.1	1.9%
% of Revenue	33.0%	38.0%	(500 bps)
PAT	11.8	23.6	-50.2%

\* Excludes 'Other Income'

**HIGHLIGHTS**

- Domestic MHCV market declined impacting revenue and profitability
- Cost control initiatives continue to be pursued to support pressures on costs owing to lower volumes

VII] SHAREHOLDING PATTERNShareholding Pattern as on 30<sup>th</sup> June, 2013

Ordinary Shares	%
Tata Companies	34.34
Indian Financial Institutions / MFs / Banks	11.26
ADR/GDR Holders / Foreign holders-DR status	19.25
Foreign Institutional Investors	26.58
Others	8.57
<b>Total</b>	<b>100%</b>

'A' Ordinary Shares	%
Tata Companies	0.72
Indian Financial Institutions / MFs / Banks	35.01
Foreign Institutional Investors	52.12
Others	12.15
<b>Total</b>	<b>100%</b>

Disclaimers & statements

Statements in this presentation describing the objectives, projections, estimates and expectations of the Company i.e. Tata Motors Ltd and its direct and indirect subsidiaries and its associates may be “forward looking statements” within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company’s operations include, among others, economic conditions affecting demand / supply and price conditions in the domestic and overseas markets in which the Company operates, changes in Government regulations, tax laws and other statutes and incidental factors.

Q1 FY14 represents the period from 1st April 2013 to 30th June 2013.

Q1 FY13 represents the period from 1st April 2012 to 30th June 2012.

FY 12-13 represents the period from 1st April 2012 to 31st March 2013.

FY 11-12 represents the period from 1st April 2011 to 31st March 2012.

JLR Financials contained in the review are as per IFRS as approved in the EU as well as in IGAAP, Unaudited. TDCV financials are as per Korean GAAP. All other subsidiaries’ financials are in IGAAP.