Tata Motors Limited: Q3FY12 REVIEW

Index: **Page Nos.**

I] SNAPSHOT OF FINANCIALS

Period/ Net Revenue*	Q3 FY12	Q2 FY12	Q-o-Q change	Q3 FY11	Y-o-Y change	9m FY12	9m FY11	Y-o-Y change
TML Consolidated (Rs Crores)	45,260.3	36,197.5	25.0%	31,441.5	44.0%	114,746.6	86,840.9	32.1%
TML Standalone (Rs Crores)	13,337.9	12,953.8	3.0%	11,279.9	18.2%	37,915.8	32,762.9	15.7%
Jaguar LandRover PLC (GBP Million)	3,746.4	2,928.5	27.9%	2,657.8	41.0%	9,386.9	7,167.0	31.0%
Tata Motors Finance (TMFL) (Rs. Crores)	523.5	471.3	11.1%	331.8	57.8%	1,403.8	993.4	41.3%
Tata Technologies Consolidated (TTL) (Rs Crores)	439.2	371.6	18.2%	313.3	40.2%	1,145.9	906.1	26.5%
Tata Daewoo, Korea (TDCV) (Rs. Crores)	704.5	901.8	-21.9%	658.5	7.0%	2,486.7	2,123.3	17.1%
TML Drivelines (Rs. Crores)^	174.3	165.4	5.4%	HVAL: 72.5 HVTL: 73.4	NM	508.3	HVAL: 219.6 HVTL: 205.5	NM

Period/ PAT	Q3 FY12	Q2 FY12	Q-o-Q change	Q3 FY11	Y-o-Y change	9m FY12	9m FY11	Y-o-Y change
TML Consolidated (Rs Crores)#	3,405.6	1,877.3	81.4%	2,424.4	40.5%	7,282.5	6,636.1	9.7%
TML Standalone (Rs Crores)	173.7	102.0	70.2%	410.1	-57.6%	677.0	1,238.5	-45.3%
Jaguar LandRover PLC (GBP Million)	440.4	237.5	85.4%	279.9	57.4%	896.9	749.1	19.7%
Tata Motors Finance (TMFL) (Rs. Crores)	70.6	52.4	34.8%	32.8	115.3%	171.5	101.2	69.5%
Tata Technologies Consolidated (TTL) (Rs Crores)	58.2	48.4	20.3%	28.3	106.1%	146.2	91.5	59.7%
Tata Daewoo, Korea (TDCV) (Rs. Crores)	(1.0)	2.7	-137.7%	(3.3)	NM	18.8	41.8	-55.0%
TML Drivelines (Rs. Crores)^	60.8	54.9	10.7%	HVAL: 20.0 HVTL: 21.5	NM	173.0	HVAL: 64.9 HVTL: 58.7	NM

Notes: * Net Revenue excludes other income;

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

^ In terms of the Scheme of Amalgamation HV Transmission Limited has been amalgamated with HV Axles. The name has been subsequently changed to TML Drivelines Ltd. Q2 FY12, Q3 FY12 & 9m FY12 are not comparable with the corresponding period of the previous year on account of the amalgamation.

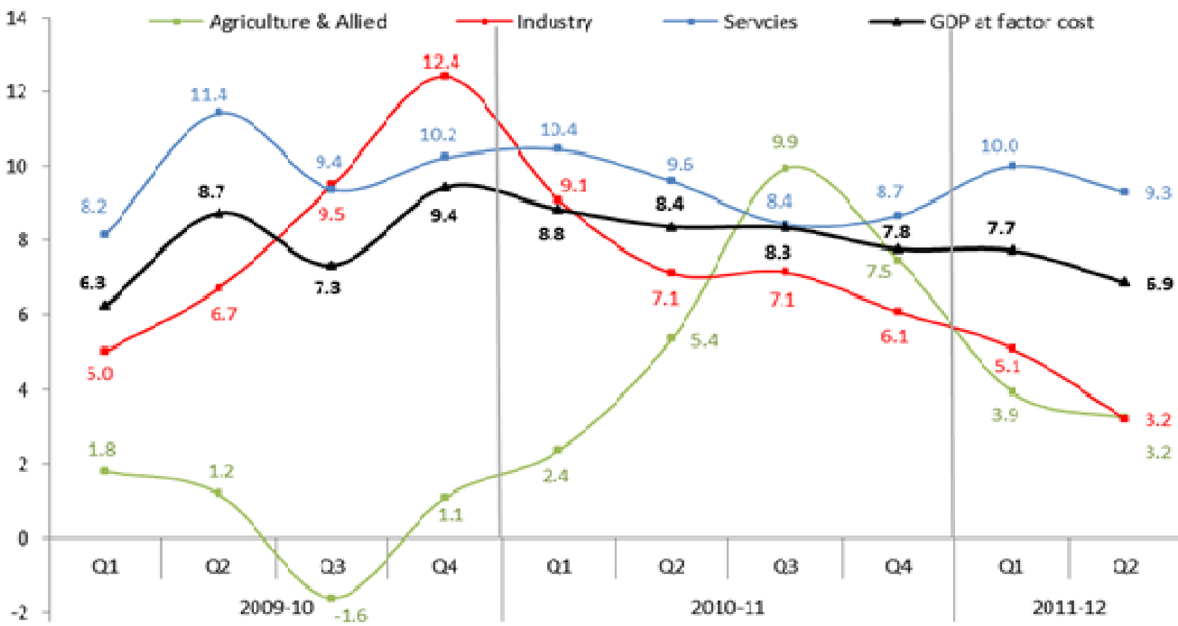
II] INDIAN ECONOMIC SCENARIO: KEY HIGHLIGHTS OF H1FY12

Source: Tata Department of Economics and Statistics (Tata DES)

1. GDP Growth

Gross Domestic Product (GDP) growth in Q2 2011-12 was much lower at 6.9% as compared with 7.7% in Q1 2011-12 and 8.4% growth in Q2 2010-11. The sectoral growth rates are presented in the chart below.

Chart 1: Growth Rates of Sector-wise GDP at 2004-05 Factor Cost (%, y/y)



The sharp decline in GDP growth rate in Q2 2011-12 was on account of lower Industrial sector growth (3.2%; 5.1% in Q1 2011-12 and 7.1% in Q2 2010-11). Poor Industrial sector performance was due to low growth in mining (-2.9%; due to regulatory hurdles) and manufacturing (2.7%; due to higher interest rates leading to higher EMIs causing a postponement in loan financed purchases/construction) sectors. The growth in Services sector moderated to 9.3% in Q2 2011-12 (10.0% in Q1 2011-12 and 9.6% in Q2 2010-11). The Agricultural sector growth in Q2 2011-12 slightly moderated to 3.2% as compared with 3.9% growth in Q1 2011-12. However, this is much lower as compared with growth of 5.4% in Q2 2010-11. Consequently, GDP growth during H1 (Apr-Sept) of 2011-12 stood at 7.3% as compared with 8.6% growth in the corresponding period of the previous fiscal year.

On the expenditure side, due to tight monetary policy, **Private sector spending** further slipped to 5.9% in real terms during Q2 2011-12, as compared to 6.3% in Q1 2011-12 and 9.0% in Q2 2010-11.

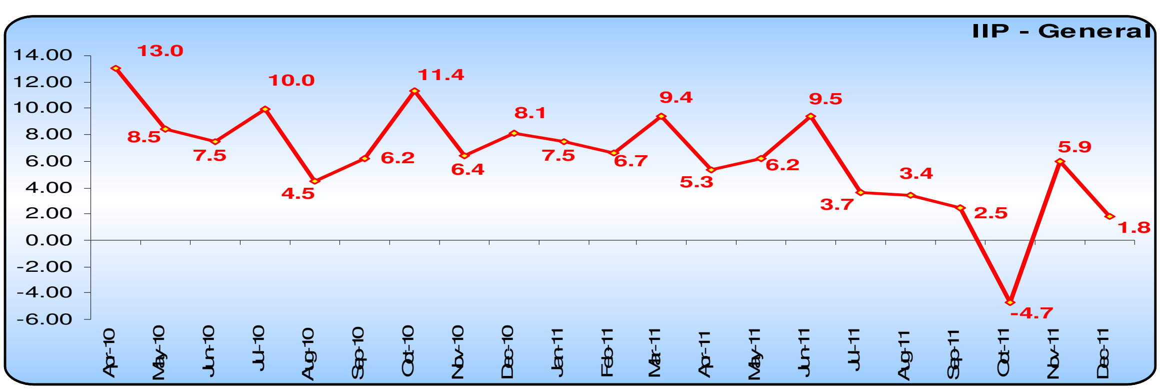
Growth in **Gross Fixed Capital Formation** declined to -0.6% in Q2 2011-12 as compared with 7.9% in Q1 2011-12 and 10.3% in Q2 2010-11 owing to suppressed demand conditions, high interest costs, and regulatory/infrastructure bottlenecks. Gross Capital Formation as a proportion of GDP was slightly lower at 35.0% of GDP in Q2 2011-12 as compared with 35.7% in Q1 2011-12 and 36.1% in Q2 2010-11, indicating that the investment activity has slowed down in the economy. **Investment in new projects** shows a major decline in the last three quarters of the current fiscal year 2011-12. New projects taken up in Q3 (Oct-Dec) of 2011-12 are 40.0% worth lower than the same quarter of 2010-11. In Q1 and Q2 of 2011-12, investment in new projects had declined by 50.1% and 39.5%, respectively on a Y-o-Y basis.

Gross Domestic Product (GDP) growth has been projected to be around 7.0-7.5% in 2011-12. The Prime Minister's Economic Advisory Council (PMEAC) has revised down its forecast for 2011-12 growth to around 7.0% or a little above that; the RBI has revised downwards the baseline projection of GDP growth for 2011-12 from 7.6% to 7.0%, with downside risks emanating from weaker global economic conditions along with weak industrial growth and decelerating investment domestically.

2. Industrial Growth

On a cumulative basis during April-December 2011-12, The **Index of Industrial Production (IIP)** with base as 2004-05 grew at 3.6%, down from 8.3% in the corresponding period of 2010-11. 12 monthly moving average of IIP is still showing a declining trend. The 12 monthly moving average growth has come down to 4.8% in Dec'11 from 5.3% in Nov'11. This was due to low growth in Capital goods (-2.9%; 18.4% in April-December 2010-11) and Intermediate goods (-0.9%; 8.1% in April- December 2010-11) production. The production of Capital Goods given in the Index of Industrial Production (IIP) continues to decline indicating that investment scenario is still weak. Deceleration in investment is a matter of serious concern. Low growth in production of Intermediate goods indicates subdued demand from other sectors.

The index of eight core infrastructure industries grew at a lower rate of 4.4% during April-December 2011-12 as compared with 5.7% growth in the corresponding period of 2010-11. Low growth in core infrastructure is an area of concern as growth in infrastructure segment directly relates to demand for commercial vehicles.



Macro Economic Indicators

	Categories	Apr-Dec'11	Apr-Dec'10	Growth (%)
IIP	General	166.8	161.0	3.6
Sectoral	Mining	124.1	127.6	-2.7
	Mfg.	177.3	170.7	3.9
	Electricity	148.5	135.7	9.4
Use-based	Basic	147.2	138.7	6.1
	Capital	264.6	272.6	-2.9
	Intermediate	142.6	143.8	-0.9
	Consumer	180.8	171.1	5.7
	- Consumer Durables	292.6	277.9	5.3
	- Consumer Non-Durables	136.6	128.8	6.0

Source: CSO

IIP growth across sectors

Y-o-Y growth, %	Mining	Manufacturing	Electricity	General
Dec-10	5.9	8.7	5.9	8.1
Jan-11	1.7	8.1	10.5	7.5
Feb-11	1.1	7.5	6.8	6.7
Mar-11	0.3	11.0	7.2	9.4
Apr-11	1.6	5.7	6.5	5.3
May-11	1.8	6.3	10.3	6.2
Jun-11	-1.4	11.2	7.9	9.5
Jul-11	0.6	3.1	13.1	3.7
Aug-11	-5.5	3.9	9.5	3.4
Sep-11	-7.6	3.1	9.0	2.5
Oct-11	-6.1	-5.7	5.6	-4.7
Nov-11	-4.1	6.6	14.6	5.9
Dec-11	-3.7	1.8	9.1	1.8

3. Infrastructure Index

Performance of Core industries

Sector-wise Growth Rate (%) in Production					
Sector	Weight (%)	December 2011	December 2010	April-December 2011-12	April-December 2010-11
Overall Index	37.903	3.1	6.3	4.4	5.7
Coal	4.379	5.6	3.8	-2.7	0.8
Crude Oil	5.216	-5.6	15.8	1.9	12.0
Natural Gas	1.708	-10.8	-0.2	-8.8	17.3
Refinery Products	5.939	0.8	8.3	4.1	1.7
Fertilizers	1.254	0.8	0.3	-0.5	-1.5
Steel	6.684	2.2	9.4	7.5	8.3
Cement	2.406	13.3	-2.2	5.3	4.4
Electricity	10.316	8.0	5.0	9.2	4.7

(Source: GOI- MINISTRY OF COMMERCE INDUSTRY)

The **Eight core infrastructure industries**[1] with base as 2004-05 registered an output growth of 3.1% in December 2011, lower than the 6.3% growth witnessed in the corresponding period last year. For the April-December 2011 period, the eight core industries recorded 4.4% growth against 5.7% during the corresponding period in 2010. The slow growth was on account of coal production (-2.7%; 0.8% in Apr-Dec'10), Crude oil (1.9%; 12.0% in Apr-Dec'10), and Natural Gas (-8.8%; 17.3% in Apr-Dec'10). Steel production grew lower by 7.5% (8.3% in Apr-Dec'10). This indicates slowdown in demand from its end-user industries like automobiles. **Electricity production** has shown a high growth (9.2%; 4.7% in Apr-Dec'10) due to capacity additions by producers.

Given the improved growth performance of the Construction sector in Q2 2011-12 (4.3% y/y; 1.2% in Q1 2011-12) and expectations of a pick up in demand from **automobile sector and construction sector going forward** due to no further hike in interest rates, **the output of Steel and Cement sectors is expected to improve in coming months**.

[1] Coal, Crude Oil, Natural Gas, Petroleum Refinery Products, Fertilizers, Steel, Cement, and Electricity

4. Inflation

Wholesale Price inflation continues to remain sticky at 9% plus levels since the beginning of this fiscal year. Average WPI for Apr-Dec'11 stood at 9.4% (9.6% in Apr-Dec'10). Wholesale Price Index Inflation (WPI) for Dec'11 stood at 7.5% (9.1% in Nov'10). The lower inflation is mainly due to less growth in food inflation that grew at only 0.7% in Dec'11 compared with 8.5% in Nov'11 and 10.2% in Oct'11. Food inflation is largely under control though the fuel prices continue to be high because of its linkage to the international market. Crude oil is still above $100 a barrel. On the other hand, core inflation or non-food manufactured products inflation though declined from 8.1% in Oct'11 to 7.9% in Nov'11 and further to 7.7% in Dec'11 but remains an area of concern because of its linkage to international commodity prices. .

In order to tackle the high rate of inflation in the economy, RBI began the **monetary tightening** process by hiking the policy (i.e. repo and reverse repo) rates in Mar'10. On a cumulative basis, between Mar'10 and Oct'11, the policy rates have been hiked by 375 and 425 basis points respectively in order to suppress **excess demand** in the economy. This policy affected both consumption as well as investment spending. however, in the last two Policy Reviews (Mid-Quarter Monetary Policy Review on 16th Dec'11 and Third Quarter Monetary Policy Review on 24th Jan'12), the RBI brought a halt to the continuous hike in key policy rates by keeping both Repo as well as Reverse Repo rate unchanged at 8.50% and 7.50%, respectively. However, it reduced the Cash Reserve Ratio (CRR; the amount of funds that the banks have to keep with RBI) by 50 basis points to 5.50% in the Third Quarter Monetary Policy Review to address liquidity concerns in the economy.

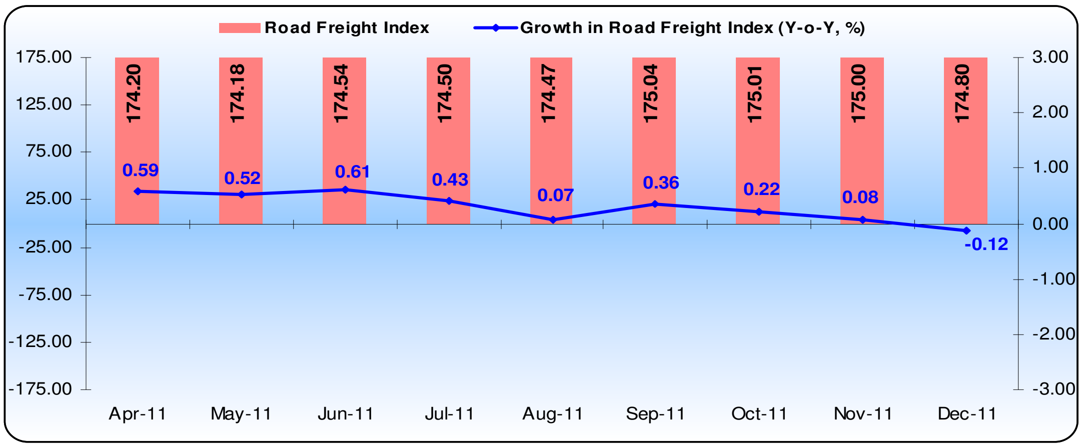
5. Interest rates

Repo and Reverse Repo rates now stand at 8.50% and 7.50% respectively. Interest rates appear to have reached their peak and in 2012, the balance between growth and inflation is expected to shift in favour of growth. There could be a marginal decline in interest rate in Q1 2012-13.

6. Freight Rates

Average road freight rate index for Q3 (Oct-Dec) FY 2011-12 stood at 174.94 increasing at the rate of 0.15% as compared to the previous quarter (Jul-Sept) FY 2011-12. On a y-o-y basis, freight rates have increased by 0.06%. In Dec11, road freight rates declined by 0.12% compared with 0.1% growth in Nov'11. Freight growth has come down due to a slowdown in segments like iron ore mining, capital goods and industrial goods like steel. Movement in road freight rate impacts the profitability of transport operators. More than 50% of transporter's profitability constitute of fuel costs. Hence any increase in diesel prices would reduce their operating margins in a situation where freight index is not moving up commensurately. High interest costs and an increase in EMI outgoings lead to postponement of truck purchases which may further lead to increase in freight rates. However, the rising costs (interest cost and fuel cost) would have a dampening impact on truckers' profitability.

A 15% rise in tyre cost, sharp increase in toll rates as well as additional roads being tolled, and shortage of skilled drivers have led to a 10-15% increase in other operating costs. Since freight rates have not moved up in-line with the rise in operating costs, net margins are expected to remain in pressure in 2011-12. Less capacity utilization due to lesser freight availability would also add to profitability coming under pressure.



7. National Highway Development Project (NHDP)

As elucidated in the table below, 49.36% of the national highway development and other road projects under NHAI were completed as on 30th November 2011. Substantial amount of work (80.63%) was completed on NS-EW corridor.

Status of NHDP (As on 30th November 2011)

The NHDP projects are divided into seven phases. However the ones being implemented are in four phases, i.e. I, II, III and V.

Status of NHDP (As on 30th Nov'11)	Total length (kms)	Completed	Under Implementation	Balance to be awarded
GQ	5846	99.73%	0.29%	0%
NS - EW Ph I & II	7300	80.63%	11.45%	5.75%
NHDP Phase III	12109	23.66%	53.73%	22.60%
NHDP Phase V	6500	10.52%	42.96%	46.50%
Port Connectivity & Others	1770	72.48%	26.38%	1.12%
Total	**33525**	**49.36%**	**31.67%**	**18.49%**

Source - National Highway Authority of India

Outlook by Tata DES (Tata Department of Economics and Statistics)

- GDP growth: 7.0 to 7.5% for 2011-12
  : Around 7.5% for 2012-13
- WPI inflation: around 7% by March 2012
- Interest rate: marginal decline in Q1 2012-13
- Money supply/Credit growth: target increase through Open Market Operations. General CRR reduction may not be there.
- Exports growth will depend on the competitiveness of respective sectors and not so much on the currency.
- Imports could become cheaper as Rupee has started hardening. Rupee/$ average for Q4 2011-12 is 50.25
- Since Dec'11, net capital flows have gone up, particularly debt flows; net equity flow growth though positive is not quantitatively significant.

8. Update on Pradhan Mantri Gram Sadak Yojana (PMGSY), as on 5th Dec'11

PMGSY for New Connectivity		
	Nos.	Length (Kms)
Road Works Sanctioned	71513	258158
Completed Works	52419	167921
% of sanctioned works completed	73.3	65.1
Ongoing Works	19094	12654

PMGSY for Upgraded Connectivity		
	Nos.	Length (Kms)
Road Works Sanctioned	32712	154693
Completed Works	28129	120115
% of sanctioned works completed	86.0	77.6
Ongoing Works	4583	8097

PMGSY - Cost Estimated (Rs. Cr.)	
Sanctioned Amount	115505
Value of work done	79529
% of sanctioned amount utilised	68.9

III] TML STANDALONE

A] FINANCIALS

Rs. *Crores*	Q3 FY12	Q2 FY12	Q-o-Q change	Q3 FY11	Y-o-Y change	9m FY12	9m FY11	Y-o-Y change
Total Volumes: CV+PC+Exports (Nos.)	231,328	211,400	9.4%	194,085	19.2%	640,334	592,034	8.2%
CV	131,220	130,126	0.8%	113,586	15.5%	374,532	324,375	15.5%
PC	85,963	65,082	32.1%	64,537	33.2%	220,574	224,986	-2.0%
Exports	14,145	16,192	-12.6%	15,962	-11.4%	45,228	42,673	6.0%
Net Revenue#	13,337.9	12,953.8	3.0%	11,279.9	18.2%	37,915.8	32,762.9	15.7%
EBITDA#	897.2	933.1	-3.9%	1,217.2	-26.3%	2,850.5	3,528.3	-19.2%
EBITDA Margin	6.7%	7.2%	(50) bps	10.8%	(410) bps	7.5%	10.8%	(330) bps
Other Income	25.0	56.8	-56.0%	5.4	362.3%	197.3	152.2	29.6%
Profit before exceptional items and tax	269.5	330.7	-18.5%	561.7	-52.0%	1,064.0	1,698.7	-37.4%
Exceptional Item ##	(83.3)	(294.2)	NM	(30.5)	NM	(375.0)	(92.7)	NM
Profit before Tax	186.2	36.5	410.2%	531.2	-64.9%	689.0	1,606.0	-57.1%
Net Profit (PAT)	173.7	102.0	70.2%	410.1	-57.6%	677.0	1,238.5	-45.3%
Basic EPS – Ordinary Shares	0.53	0.31		1.32		2.12	4.22	
Basic EPS - 'A' Ordinary shares	0.63	0.41		1.42		2.22	4.32	
Gross Debt*	18,991.0	19,631.6		18,458.1		18,991.0	18,458.1	
Net Debt*	15,667.4	15,549.0		13,987.6		15,667.4	13,987.6	
Net Debt / Equity*	0.76	0.76		0.67		0.76	0.67	
Inventory Days*	36	33		34		37	35	
Receivable Days*	18	17		21		19	21	

Refer Notes on next page

TML STANDALONE - FINANCIALS – USD MILLION

USD Million @	Q3 FY12	Q2 FY12	Q-o-Q change	Q3 FY11	Y-o-Y change	9m FY12	9m FY11	Y-o-Y change
Total Volumes: CV+PC+Exports (Nos.)	231,328	211,400	9.4%	194,085	19.2%	640,334	592,034	8.2%
CV	131,220	130,126	0.8%	113,586	15.5%	374,532	324,375	15.5%
PC	85,963	65,082	32.1%	64,537	33.2%	220,574	224,986	-2.0%
Exports	14,145	16,192	-12.6%	15,962	-11.4%	45,228	42,673	6.0%
Net Revenue#	2,513.7	2,441.3	3.0%	2,125.9	18.2%	7,145.8	6,174.7	15.7%
EBITDA#	169.1	175.9	-3.9%	229.4	-26.3%	537.2	665.0	-19.2%
EBITDA Margin	6.7%	7.2%	(50) bps	10.8%	(410) bps	7.5%	10.8%	(330) bps
Other Income	4.7	10.7	-56.0%	1.0	362.3%	37.2	28.7	29.6%
Profit before exceptional items and tax	50.8	62.3	-18.5%	105.9	-52.0%	200.5	320.1	-37.4%
Exceptional Item##	(15.7)	(55.4)	NM	(5.7)	NM	(70.7)	(17.5)	NM
Profit before Tax	35.1	6.9	410.2%	100.1	-64.9%	129.8	302.7	-57.1%
Net Profit (PAT)	32.7	19.2	70.2%	77.3	-57.6%	127.6	233.4	-45.3%
Basic EPS – Ordinary Shares	0.10	0.06		0.25		0.40	0.80	
Basic EPS - 'A' Ordinary shares	0.12	0.08		0.27		0.42	0.81	
Gross Debt*	3,579.2	3,699.9		3,478.7		3,579.2	3,478.7	
Net Debt*	2,952.8	2,930.5		2,636.2		2,952.8	2,636.2	
Net Debt / Equity*	0.76	0.76		0.67		0.76	0.67	
Inventory Days*	36	33		34		37	35	
Receivable Days*	18	17		21		19	21	

Notes:

#Excludes Other Income;

@ At conversion rate of USD 1 = 53.06 INR for reference only ;

Due to sudden depreciation of USD/INR in the later part of Q2 by ~ 11%, exchange loss on revaluation of outstanding foreign currency borrowings as on Sep 30 2011 is Rs 294.2 crores. Continued depreciation of USD/INR in Q3 resulted in exchange loss on revaluation of net outstanding foreign currency borrowings. However, this was partially offset by the adoption of revised AS11.

In Q3FY12, higher marketing spends in the passenger car business and overall cost pressures, including commodity costs impacted profitability.

EPS reported in the tables above is not annualized

B] COMMERCIAL VEHICLES BUSINESS

VOLUMES

Period/ Segments	Q3 FY12 Volumes	Q2 FY12 Volumes	Q-o-Q change	Q3 FY11 Volumes	Y-o-Y change	9m FY12 Volumes	9m FY11 Volumes	Y-o-Y change
M/HCV	51,141	50,716	0.8%	46,675	9.6%	147,427	138,031	6.8%
LCV	80,079	79,410	0.8%	66,911	19.7%	227,105	186,344	21.9%
Total CV	131,220	130,126	0.8%	113,586	15.5%	374,532	324,375	15.5%

Note: LCV Includes Ace Magic and Winger

Source: SIAM Industry Data and Company analysis

HIGHLIGHTS

- Tata Motors CV sales robust growth continued with 15% y-o-y in 9m FY12 ;
  - MHCV grew at ~ 7% ; LCV at ~ 22%
- Continued outperformance in the MHCV/ICV trucks has increased the Q3 FY12 market share to 63.5% in the segment
- Strong consumption demand continues to drive growth in the LCV segment. In Uttarakhand, the production loss due to communal tensions in Oct 2011 and the planned shutdown (for capacity ramp up) in Dec 2011 impacted volumes.
- Slowdown in the Bus market follows the fulfillment of orders received under JNNURM scheme. Excluding buses, the 9m FY12 the y-o-y growth in Commercial Vehicles is 18%
- Average Price increases taken in Q3 FY 12 is ~ 0.7%
- Tata Motors Commercial Vehicles 9m FY12 Market share stood at 59.4%

LAUNCHES IN Q3FY12

- On 20th December 2012 Tata Motors launched the **Tata Divo**, a luxurious long distance inter-city travel bus and the **Tata Starbus Ultra**, a modern and practical offering for commuting within the city.

  Commenting on the launches, Mr. Ravi Pisharody, President - Commercial Vehicles Business Unit, Tata Motors, said, "Tata Motors has always been at the forefront in revolutionizing passenger transportation in the commercial vehicle segment. With the introduction of the Tata

Divo and the Tata Starbus Ultra the company will more comprehensively address the burgeoning need of public transportation. These two buses are sure to migrate the world of passenger transportation to a completely new level of class and technology coupled with comfort and convenience.

Tata Divo, the brand new luxury AC Coach is meant for inter-city passenger transportation and tourist operations. The Tata Divo body design comes from Hispano Carrocera of Spain, a fully owned subsidiary of Tata Motors, providing a truly international standard ride to the long distance traveler.

Tata Starbus Ultra opens up a whole new world of comfort and luxury for office-goers, hotel guests, tourists and school children. Meant primarily for intra-city transport, the luxury variant can also be used for inter-city travel. The Tata Starbus Ultra is available in Luxury, Standard, School and Deluxe variants. These are available in different seating configurations (22 - 46 seater), on different wheelbases, thereby providing the customer with a whole range to select from.

C] PASSENGER VEHICLES BUSINESS

VOLUMES

Period/ Segments	Q3 FY12 Volumes	Q2 FY12 Volumes	Q-o-Q change	Q3 FY11 Volumes	Y-o-Y change	9m FY12 Volumes	9m FY11 Volumes	Y-o-Y change
Micro	17,735	7,402	139.6%	9,345	89.8%	47,116	46,749	0.8%
Compact	48,810	39,061	25.0%	37,176	31.3%	119,464	115,571	3.4%
Midsize	3,969	5,202	-23.7%	6,494	-38.9%	12,906	27,057	-52.3%
Executive	1,191	1,117	6.6%	1,963	-39.3%	3,423	6,619	-48.3%
Premium/ Luxury	324	194	67.0%	141	129.8%	644	231	178.8%
Utility Vehicles	12,377	10,126	22.2%	9,336	32.6%	31,936	28,625	11.6%
Vans	1,557	1,980	-21.4%	82	NM	5,085	134	NM
TOTAL	85,963	65,082	32.1%	64,537	33.2%	220,574	224,986	-2.0%

Source: SIAM Industry Data and Company analysis

Note: For the analysis -
'Micro' comprises of Nano
'Compact' comprises of Indica, Vist, Indigo CS, Fiat Palio, Fiat Grande Punto, Fiat 500
'Midsize' comprises of Indigo XL, Manza and Marina
'Executive' comprises of Fiat Linea;
'Premium/Luxury' includes Jaguar vehicles sold in India
'Utility Vehicles' comprises of Safari, Sumo group, Xenon, Aria and Land Rover Vehicles
'Vans' comprises of Tata Venture vehicles

HIGHLIGHTS

- Domestic Passenger car industry de-grew 3% in Q3 FY12 on a Y-o-Y basis. However, Tata Motors improved sales by 33% to 85,963 units driven by sales of Nano, and sales in Compact segment, UV and Vans
- Focused network actions have positively influenced retails.
- Introduced several new features on the Nano, including improved fuel efficiency which aided volume traction
- Sumo & Safari drive volumes in the UV segment, with the newly launched Tata Sumo Gold receiving positive response. In the Vans segment, Venture continues to drive growth.
- Price increases of 1.6 – 2% during later part of Q3 FY12 in passenger vehicles excluding Nano
- Tata Motors Passenger Vehicles 9m FY 12 Market Share improves to 12.6% (Q3 FY12: 14.6%)

LAUNCHES IN Q3 FY12

- On 10th November 2011, Tata Motors, today, launched the all new Tata Sumo Gold, the most powerful SUV in its category, which is expected to redefine the market with its sheer power & reliability. **Launching the Tata Sumo Gold, Mr. R. Ramakrishnan, Vice President, Commercial - PCBU, Tata Motors said**, "The Tata Sumo Gold is a result of extensive consumer studies and field tests. The product has been designed to fulfil various requirements, long-awaited by the new generation customer." At the heart of every Tata Sumo Gold, lies a growling engine that thumps out vicious power. The Tata Sumo Gold goes a step ahead in putting the reins of power in the customer's hands, by letting him choose from two powerhouses, that suits his driving experience, delivering the best-in-class acceleration, power and an excellent torque aided pick-up & pull power. It is equipped with the new technologically advanced, BS4 3.0L diesel CR4 engine, delivering 85 PS power for enhanced driving pleasure and is also available in turbo engine. It boasts of the best in class 250 Nm torque, for excellent power and reduced gear shifts. It has new generation styling with luxurious upholstery. Smoother transmission and softened suspension makes for better ride quality. It is the tallest vehicle in its category with best in class, small turning radius of 4.9m.

- On **21st November 2011, Tata Motors announced for the Tata Nano introduction of a bouquet of features --** of new colours, new interiors, a more powerful gasoline engine and even greater fuel efficiency of 25.4 kmpl, further improving on its record as India's most fuel efficient petrol car. The car is already available at dealerships, at the same price as before.

Making the Tata Nano even more desirable, the car's 624cc engine has been made more powerful delivering an impressive 38PS of power (earlier 35 PS) and 51Nm of torque (earlier 48 Nm). Yet fuel efficiency, already a high point with Tata Nano owners, has been taken to a new high of 25.4 kmpl (earlier 23.6 kmpl) as certified by the Automotive Research Association of India (ARAI). The high fuel efficiency, with a low kerb weight of 600 kg, ensures that the Tata Nano at 92.7 gm / kmhas the lowest CO2 emission among cars in India.

With a top speed of 105 km and ability to negotiate inclines with a gradeability of 30%, and a class-leading turning radius of just 4 metres, the Tata Nano is a perfect combination of power and performance.

- **In November 2011, the all new Range Rover Evoque was launched in India** from the Jaguar Land Rover Corporate Showroom in Mumbai. Range Rover Evoque is the most exciting vehicle in a generation and has a blend of bold and sophisticated design with clever technology that is relevant and intuitive to use. The Evoque masters all surfaces and weathers, using legendary Land Rover all-terrain technologies. In India, the Evoque is available in both 5 door and Coupe body styles. The Coupe is available in a petrol variant and the 5 door version in diesel. The Range Rover Evoque (5 door) is available in three distinct derivatives - Pure, Prestige and Dynamic and the Coupe is available in the Dynamic form.

  The Range Rover Evoque is packed with technological and practical features as standard, including the 8" inch high resolution Touch Screen, Bluetooth connectivity with audio streaming, 11 speaker Meridian Audio Sound system, cruise control, Terrain Response, interior mood lighting, steering wheel paddle shifters and full-size panoramic glass sunroof.

  Mr. P.M.Telang, Managing Director - India Operations, Tata Motors said, "The Range Rover Evoque is a very important addition to the Land Rover and Range Rover product portfolio and I am delighted to be present at such a significant launch. This car has excited audiences across the world and we expect the same from the discerning Indian customers."

  Rohit Suri, Head of the Premier Car Division, Jaguar Land Rover India said,"The response to the Range Rover Evoque has been phenomenal across the world and India has been no exception. We have seen a lot of interest and excitement around this car in all regions of India and are now pleased to launch the car here through the 'Evoque Experience' tour. The 'Evoque Experience' will allow customers to get up close and personal with the car and understand the sophisticated design as well as the functional and technological qualities of the car."

In addition to Mumbai the 'Evoque Experience' will travel to a number of major cities throughout November and December. Prices for the all new Range Rover Evoque start at Rs. 44.75 lacs (ex-showroom price in Mumbai, pre- Octroi).

D] EXPORTS

VOLUMES

Period/ Segments	Q3 FY12 Volumes	Q2 FY12 Volumes	Q-o-Q change	Q3 FY11 Volumes	Y-o-Y change	9m FY12 Volumes	9m FY11 Volumes	Y-o-Y change
Commercial Vehicles	12,422	14,388	-13.7%	14,166	-12.3%	39,593	35,839	10.5%
Passenger Vehicles	1,723	1,804	-4.5%	1,796	-4.1%	5,635	6,834	-17.5%
Total Exports	14,145	16,192	-12.6%	15,962	-11.4%	45,228	42,673	6.0%

HIGHLIGHTS

- SAARC countries and certain African and Middle Eastern countries continue to be the major export markets

E] WAY FORWARD

- Demand pressure for some of the MHCV applications, but overall MHCV market expected to sustain
- LCV / SCV continues to show robust growth
- Credit availability continues to be adequate. Interest rate outlook expected to moderate, however concerns remain on overall industrial growth.
- Increase in infrastructure spending could propel demand for MHCV trucks. Services and agriculture sector along with rural connectivity, proliferation of hub & spoke model and demand of passenger applications is expected to drive growth in LCV/SCV segment.
- Competitive intensity in CVs expected to increase, but Company well placed with a wide and compelling product portfolio and customer support.
- Proposed ramp up of ACE family production via additional capacity in Dharwad on schedule.
- Competitive intensity and increasing costs poses significant challenge to the passenger vehicle industry, with higher inflation, interest costs, fuel price increases dampening the demand.

- Significant market actions which have resulted in improving retail sales for passenger vehicles and market share in Q3 FY12 to continue.
- Future products in pipeline for FY 12 – Variants from Prima range, World LCV range, ACE variants. Safari Storme unveiled in January 2012.
- Further expand sales and service network in India and enhanced customer care. Extend export potential.

F] OTHER SIGNIFICANT EVENTS DURING THE QUARTER

- In October 2011, Tata Motors, India's largest automobile company, today launched the luxurious **Tata Manza sedan** and the international **Tata Prima** range of premium commercial vehicles at the **Johannesburg International Motor Show 2011.**

  It has also displayed, for the first time, a wide range of other vehicles, laden with latest technologies delivering better comfort, convenience, performance and environment protection. In passenger vehicles, on display is the Tata Vista. Among commercial vehicles, the debutants include the Tata Venture, a multi-purpose vehicle, Tata Super ACE, the latest 1 tonne mini-truck, the Tata Xenon CNG, Tata Xenon 2.2 L Cargo Box, Tata Xenon 2.2 L Double Cab 4x4, Tata LPO 1623 CNG bus, the 65-seater, Tata LPO 1823 commuter bus, Tata Starbus Ultra range (also known as the Y1 Bus), V3TXF, 6X4 tractor from the Tata Novus range and the Tata LPTA 1623 4x4 truck.

  Speaking on the occasion, Mr. P.M. Telang, Tata Motors' Managing Director - India Operations, said, "The new Tata vehicles being introduced in South Africa will bolster our already significant portfolio in the country. These introductions benefit from our innovations and learnings from South Africa's customers. We look forward to a deeper presence in South Africa, which is already a focus market for us."

- In October 2011, **Tata Motors celebrated the silver jubilee year of Tata 407 - its market-leading light commercial vehicle galloping at 7 out of every 10 vehicles in LCV category.** Tata Motors today celebrated the silver jubilee of its market-leading light commercial vehicle, the Tata 407. Launched in 1986, the Tata 407 family has close to 75% market share. About 55% of its owners are first-time users, indicating the self-employment it generates, a goal pursued by the Tata Group and Tata Motors.

  Recollecting the introduction and progress of the Tata 407, Mr. P.M. Telang, Tata Motors' Managing Director - India Operations, said, "The Tata 407 was among the first, cutting across industries, to have demonstrated the supremacy of indigenously developed products in the face of international competition…" Mr. Ravi Pisharody, President - Commercial Vehicles Business

Unit, said, "The Tata 407 is exemplary in how a platform can be deployed to meet diverse needs. It today addresses a wide range of goods transportation, people movement solutions, industria, defence applications in India and about 15 other countries in South Asia and Africa."

Available both in diesel and CNG options and tonnage ranging from 2.2 to 4.2 tonnes payload, the Tata 407 goods transportation portfolio has been expanded to comprise trucks, tippers, pick-ups and vehicles for agri/food products, construction, light mining and a whole host of services. The portfolio has been regularly upgraded, based on the company's own R&D and customer feedback on operating economy, cabin convenience and safety.

- **Tata Motors Commercial Vehicles Business Unit further strengthens customer support initiatives by announcing** a slew of initiatives which coincided with the business' observance of National Customer Care Day on October 23. It was on October 23, 1954, that the first truck of the company was rolled out.

  Among the new initiatives is availability of a Tata authorised service workshop (TASS) in a radius of 30 km across the country by 2015. At present, the business has about 1240 service workshops, each in a radius of 65 km. The business will also beef up the service infrastructure for its Ace and Magic family of vehicles, by setting up new and upgrading all existing service points into 2-bay workshops known as , to facilitate further penetration of the range in the interiors. *Tata Alert*, a road-side assistance programme for the full range of Tata Motors commercial vehicles is also among the plans, to be implemented by 2012. Over the coming months, customers will also have facilities, like the *Tata Easypay Card*, to ease payments at any authorised service workshop, and extended warranties with options as per customer needs.

  The company already provides *24x7 Assistance* on any sales/ service/ product issues and spares parts availability across the country, through *Tata Connect*. Customer facilities already include *Annual Maintenance Contract* for customer desired periods (kilometres/hours) at pre-determined prices, reconditioned aggregates on an exchange basis to reduce vehicle downtime, fleet maintenance, on-site service support, Tata Genuine spare parts and *Tata Delight*, a customer loyalty programme for owners of its commercial vehicles. The various customer care initiatives include: Customer Assistance Centre (CAC), Fleet Maintenance, Onsite Service Support, Service Training, E-learning etc.

- In October 2011, **Tata Motors Full Throttle successfully completed the 2011 Raid De Himalaya Rally, ending its maiden participation in the tortuous rally, by snapping up 2 podium finishes.** Riding on the success of Desert Storm Rally 2011 and the Dakshin Dare 2011 Rally, Tata Motors - Full Throttle team entered the 2011 Raid De Himalaya Rally with 3 Tata Xenon XTs, 2 Tata Safaris, 2 Tata Sumo Grandes and 2 Tata Indica Vistas. The Tata Safari of Mr.

Sanjay Takale and Mr. K Chandrashekhar locked up second position in the Pro Stock Expert SUV class of the rally, while the Tata Sumo Grande Dicor of Mr. G.S. Joshy and Mr. Chandramouli claimed third spot in the Stock Expert SUV class. The two cars stood 4th and 5th in the overall Adventure Trial category, which saw over 65 entrants, this year.

The rally, spread over 6 days, through a treacherous route embedded in the great western Himalayan ranges, covered a distance of over 2000 km, starting at Shimla, passing Mandi, Kullu, Kangra and Chamba, and entering Jammu and Kashmir through Bhaderwah, Kishtwar, Kokernag and Ananatnag. The cars traversed through some of the highest passes in the world, enroute Kargil, Rangdum, Dras, Kargil and Zozi-La, finally ending in Srinagar.

Tata Motors had announced the launch of Tata Motors Full Throttle, a platform for steering the company's participation in motor sports and allied activities on 15th February 2011. The platform will help the company in organising and synergising all efforts and activities in the area of motor sports, including development and testing.

Tata Motors has earlier participated in several international rallies such as the London - Capetown rally in 1998, ASEAN rally in 2004 and the SAARC rally in 2007 with the Tata Safari. Both the Tata Safari and the Tata Xenon XT, a 4x4 lifestyle pickup, have also been driven in various rallies in the past by independent participants.

- **In November 2011, Tata Motors Full Throttle won the Eastern Mountain Safari 2011**, with the Tata Sumo Grande, steered by Mr. Aditya Anthony and Mr. Mohammed Musthafa. The team locked up first position, bagging a trophy and prize amount of Rs. 5 lakh.

  Riding on the success of 2011 Raid De Himalaya, Desert Storm 2011 and the Dakshin Dare 2011 Rally, Tata Motors Full Throttle team entered the Eastern Mountain Safari 2011, with 6 vehicles (2 each of Tata Safari, Tata Xenon and Tata Sumo Grande).

  The Eastern Mountain Safari 2011, organised by the Ramakrishna Race Performance Management Pvt. Ltd. (RRPM), was split in 2 legs, from November 10 -11, 2011. The 400 kms long & torturous rally was challenging, with disclosed time controls (secret time control, self-time controls, GPS time controls) and passage controls. Tata Sumo Grande fearlessly conquered the Eastern hills, passing through every challenge, steep & rocky hills, amidst dense forests towards Kurseong and Kalimpong.

G] TML CORPORATE CREDIT RATING

Credit Rating Agency	Long Term Rating as on date
Moody's	Ba3
S&P	BB-
CRISIL	AA-
ICRA	AA-

IV] TML CONSOLIDATED FINANCIALS Q3FY12 (UNAUDITED)

Rs. Crores	Q3 FY12	Q2 FY12	Q-o-Q change	Q3 FY11	Y-o-Y change	9m FY12	9m FY11	Y-o-Y change
Net Revenue#	45,260.3	36,197.5	25.0%	31,441.5	44.0%	114,746.6	86,840.9	32.1%
EBITDA#	7,222.7	4,815.4	50.0%	4,803.4	50.4%	16,521.4	12,959.6	27.5%
EBITDA Margin	16.0%	13.3%	270 bps	15.3%	70 bps	14.4%	14.9%	(50 bps)
Other Income	24.0	60.8	-60.5%	9.9	142.7%	161.0	63.9	151.8%
Profit before exceptional items and tax	4,658.1	2,708.9	72.0%	2,760.4	68.7%	9,769.8	7,472.3	30.7%
Exceptional Items	(164.3)	(439.0)	NM	(32.7)	NM	(660.3)	53.6	NM
Profit before Tax	4,493.8	2,269.9	98.0%	2,727.7	64.7%	9,109.6	7,525.9	21.0%
Net Profit (PAT) ^	3,405.6	1,877.3	81.4%	2,424.4	40.5%	7,282.5	6,636.1	9.7%
Basic EPS - Ordinary Shares	10.72	5.90		7.88		22.93	22.67	
Basic EPS - 'A' Ordinary shares	10.82	6.00		7.98		23.03	22.77	
Gross Debt*	45,187.0	43,973.3		34,665.3		45,187.0	34,665.3	
Net Automotive Debt*	14,907.3	16,233.7		15,092.5		14,907.3	15,092.5	
Net Automotive Debt / Equity*	0.56	0.70		0.80		0.56	0.80	
Inventory Days*	38	43		39		45	43	
Receivable Days*	16	18		21		19	22	

TML CONSOLIDATED FINANCIALS Q3FY12 (UNAUDITED) - USD MILLION

USD Million @	Q3 FY12	Q2 FY12	Q-o-Q change	Q3 FY11	Y-o-Y change	9m FY12	9m FY11	Y-o-Y change
Net Revenue#	8,530.0	6,822.0	25.0%	5,925.7	44.0%	21,625.8	16,366.5	32.1%
EBITDA#	1,361.2	907.5	50.0%	905.3	50.4%	3,113.7	2,442.4	27.5%
EBITDA Margin	16.0%	13.3%	270 bps	15.3%	70 bps	14.4%	14.9%	(50 bps)
Other Income	4.5	11.5	-60.5%	1.9	142.7%	30.3	12.0	151.8%
Profit before exceptional items and tax	877.9	510.5	72.0%	520.2	68.7%	1,841.3	1,408.3	30.7%
Exceptional Items	(31.0)	(82.7)	NM	(6.2)	NM	(124.4)	10.1	NM
Profit before Tax	846.9	427.8	98.0%	514.1	64.7%	1,716.8	1,418.4	21.0%
Net Profit (PAT) ^	641.8	353.8	81.4%	456.9	40.5%	1,372.5	1,250.7	9.7%
Basic EPS - Ordinary Shares	2.02	1.11		1.49		4.32	4.27	
Basic EPS - ‘A’ Ordinary shares	2.04	1.13		1.50		4.34	4.29	
Gross Debt*	8,516.2	8,287.5		6,533.2		8,516.2	6,533.2	
Net Automotive Debt*	2,809.5	3,059.5		2,844.4		2,809.5	2,844.4	
Net Automotive Debt / Equity*	0.56	0.70		0.80		0.56	0.80	
Inventory Days*	38	43		39		45	43	
Receivable Days*	16	18		21		19	22	

Continued strong performance of JLR business drives profitability

Notes:

 # Excludes Other Income;

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

EPS reported in the tables above is not annualized

@ At conversion rate of USD 1 = 53.06 INR for reference only

V] JAGUAR LAND ROVER PLC

A] FINANCIALS

GBP Million	Q3 FY12	Q2 FY12	Q-o-Q change	Q3 FY11	Y-o-Y change	9m FY12	9m FY11	Y-o-Y change
JLR Wholesales	86,322	68,000	26.9%	63,155	36.7%	216,412	177,490	21.9%
Jaguar Wholesales	15,272	13,306	14.8%	13,172	15.9%	39,921	42,952	-7.1%
Land Rover Wholesales	71,050	54,694	29.9%	49,983	42.1%	176,491	134,538	31.2%
Net Revenue	3,746.4	2,928.5	27.9%	2,657.8	41.0%	9,386.9	7,167.0	31.0%
EBITDA	751.9	437.0	72.0%	462.4	62.6%	1,575.7	1,183.9	33.1%
EBITDA Margin	20.1%	14.9%	520 bps	17.4%	270 bps	16.8%	16.5%	30 bps
Profit before Tax	559.3	286.7	95.1%	300.5	86.2%	1,094.5	804.0	36.1%
Net Profit (PAT)	440.4	237.5	85.4%	279.9	57.4%	896.9	749.1	19.7%
Gross Debt*	1,447.9	1,416.0		1,143.4		1,447.9	1,143.4	
Net Debt*	(239.8)	75.2		143.8		(239.8)	143.8	
Net Debt / Equity*	(0.10)	0.04		0.08		(0.10)	0.08	
Inventory Days*	36	43		37		43	41	
Receivable Days*	15	18		21		18	24	

Strong Revenue and Profit performance led by volumes, product, market mix and continued favourable exchange rates.

B] EXTERNAL ENVIRONMENT

During the quarter to 31 December 2011 economic conditions and financial markets within the UK and euro zone have remained volatile. Economic indicators reflect continuing uncertainty and inflation remains above target within these regions. During this period, interest rates have remained constant. The potential to use interest rates to stimulate growth is limited due to current rates being close to historical lows.

Greece remains a major concern within the euro zone; however, more recently concerns around other Euro countries have heightened, leading to a downgrade of a number of country credit ratings, including France.

In the US, growth has started to pick up and unemployment levels are falling. Whilst the debt ceiling has been increased in the US concerns over the level of frugal growth remain, with annualised growth being reported at 1.5%.
Growth within the matured western markets remains slow and future growth predictions have softened over the last few weeks with the risk of a double dip recession or a sustained period of benign growth increasing.

The company continues to benefit from increased growth in Chinese and Russian markets, where GDP and vehicle volume growth in the SUV and luxury model segments is significantly higher than the mature markets. GDP in China for the equivalent quarter was recorded in excess of 9%.

Economic uncertainty in mature western markets has led to a fall in oil prices whilst energy prices continue to increase. Raw material commodity rates have been volatile during the quarter. However, there has been a reduction compared to the previous quarter.

Exchange rates continued to fluctuate, throughout the period. Compared to the prior quarter the British pound has strengthened against the euro and weakened against the US dollar.

The company continues to monitor relevant economic and volume indicators in order to manage production and vehicle distribution as well as hedging against currency risks (and material prices to the extent possible).

C] JLR CORPORATE CREDIT RATING

Credit Rating Agency	Long Term Rating as on date
Moody's	B1
S&P	B+
Fitch	BB-

D] PRODUCTS AND REGIONAL PERFORMANCE

WHOLESALE VOLUMES BY CAR-LINE

Jaguar Wholesales	Q3 FY12 Volumes	Q2 FY12 Volumes	Q-o-Q change	Q3 FY11 Volumes	Y-o-Y change	9m FY12 Volumes	9m FY11 Volumes	Y-o-Y change
Prior XJ	-	-	NA	9	NM	-	64	NM
New XJ	4,541	3,441	32.0%	4,535	0.1%	11,708	13,244	-11.6%
XF	9,454	8,567	10.4%	7,596	24.5%	24,470	25,485	-4.0%
X-Type	5	4	25.0%	9	-44.4%	16	92	-82.6%
XK	1,272	1,294	-1.7%	1,023	24.3%	3,727	4,067	-8.4%
Total Jaguar	15,272	13,306	14.8%	13,172	15.9%	39,921	42,952	-7.1%

Land Rover Wholesales	Q3 FY12 Volumes	Q2 FY12 Volumes	Q-o-Q change	Q3 FY11 Volumes	Y-o-Y change	9m FY12 Volumes	9m FY11 Volumes	Y-o-Y change
Defender	4,667	5,116	-8.8%	4,909	-4.9%	14,466	13,045	10.9%
Discovery 3 / 4	11,122	10,679	4.1%	10,133	9.8%	33,241	28,326	17.4%
Range Rover Sport	14,087	12,273	14.8%	13,054	7.9%	40,727	34,663	17.5%
Range Rover	7,583	6,558	15.6%	7,472	1.5%	22,076	18,128	21.8%
Freelander 2	9,314	12,296	-24.3%	14,415	-35.4%	33,930	40,376	-16.0%
RR Evoque	24,277	7,772	212.4%	-	NA	32,051	-	NA
Total Land Rover	71,050	54,694	29.9%	49,983	42.1%	176,491	134,538	31.2%

WHOLESALE VOLUMES BY REGION

Jaguar Wholesales	Q3 FY12 Volumes	Q2 FY12 Volumes	Q-o-Q change	Q3 FY11 Volumes	Y-o-Y change	9m FY12 Volumes	9m FY11 Volumes	Y-o-Y change
North America	4,371	2,780	57.2%	3,696	18.3%	10,072	13,797	-27.0%
UK	3,053	4,232	-27.9%	3,677	-17.0%	10,666	12,618	-15.5%
Europe (excl. Russia)	2,939	2,447	20.1%	2,614	12.4%	7,537	8,679	-13.2%
Russia	421	275	53.1%	216	94.9%	972	667	45.7%
China	2,346	1,705	37.6%	976	140.4%	5,286	1,773	198.1%
Rest of the World	2,142	1,867	14.7%	1,993	7.5%	5,388	5,418	-0.6%
Total Jaguar	15,272	13,306	14.8%	13,172	15.9%	39,921	42,952	-7.1%

Land Rover Wholesales	Q3 FY12 Volumes	Q2 FY12 Volumes	Q-o-Q change	Q3 FY11 Volumes	Y-o-Y change	9m FY12 Volumes	9m FY11 Volumes	Y-o-Y change
North America	12,830	8,948	43.4%	10,663	20.3%	31,903	27,298	16.9%
UK	11,176	10,848	3.0%	8,275	35.1%	30,709	27,911	10.0%
Europe (excl. Russia)	17,621	13,102	34.5%	12,827	37.4%	41,222	32,044	28.6%
Russia	4,094	3,154	29.8%	3,164	29.4%	10,258	7,952	29.0%
China	12,471	9,175	35.9%	7,220	72.7%	29,936	16,919	76.9%
Rest of the World	12,858	9,467	35.8%	7,834	64.1%	32,463	22,414	44.8%
Total Land Rover	71,050	54,694	29.9%	49,983	42.1%	176,491	134,538	31.2%

RETAIL VOLUMES BY CAR-LINE

Jaguar Retails	Q3 FY12 Volumes	Q2 FY12 Volumes	Q-o-Q change	Q3 FY11 Volumes	Y-o-Y change	9m FY12 Volumes	9m FY11 Volumes	Y-o-Y change
Prior XJ	-	-	NA	12	NM	-	116	NM
New XJ	3,606	3,636	-0.8%	3,632	-0.7%	11,609	9,925	17.0%
XF	8,397	8,350	0.6%	7,249	15.8%	23,479	25,498	-7.9%
X-Type	-	-	NA	41	-100.0%	4	348	-98.9%
XK	1,003	1,247	-19.6%	990	1.3%	3,704	4,049	-8.5%
Total Jaguar	13,006	13,233	-1.7%	11,924	9.1%	38,796	39,936	-2.9%

Land Rover Retails	Q3 FY12 Volumes	Q2 FY12 Volumes	Q-o-Q change	Q3 FY11 Volumes	Y-o-Y change	9m FY12 Volumes	9m FY11 Volumes	Y-o-Y change
Defender	4,683	5,114	-8.4%	4,517	3.7%	14,609	13,279	10.0%
Discovery 3 / 4	10,554	10,982	-3.9%	9,678	9.1%	33,050	28,544	15.8%
Range Rover Sport	14,090	13,210	6.7%	12,012	17.3%	41,154	34,071	20.8%
Range Rover	7,458	7,009	6.4%	6,719	11.0%	22,021	17,687	24.5%
Freelander 2	8,888	13,038	-31.8%	13,518	-34.3%	34,911	40,359	-13.5%
RR Evoque	19,614	3,096	533.5%	-	NA	22,710	-	NA
Total Land Rover	65,287	52,449	24.5%	46,444	40.6%	168,455	133,940	25.8%

RETAIL VOLUMES BY REGION

Jaguar Retails	Q3 FY12 Volumes	Q2 FY12 Volumes	Q-o-Q change	Q3 FY11 Volumes	Y-o-Y change	9m FY12 Volumes	9m FY11 Volumes	Y-o-Y change
North America	3,146	3,096	1.6%	3,731	-15.7%	10,385	11,572	-10.3%
UK	2,463	4,361	-43.5%	3,220	-23.5%	9,762	12,018	-18.8%
Europe (excl. Russia)	2,671	2,331	14.6%	2,443	9.3%	7,233	8,503	-14.9%
Russia	421	278	51.4%	207	103.4%	982	714	37.5%
China	2,136	1,634	30.7%	500	327.2%	5,136	2,064	148.8%
Rest of the World	2,169	1,533	41.5%	1,823	19.0%	5,298	5,065	4.6%
Total Jaguar	13,006	13,233	-1.7%	11,924	9.1%	38,796	39,936	-2.9%

Land Rover Retails	Q3 FY12 Volumes	Q2 FY12 Volumes	Q-o-Q change	Q3 FY11 Volumes	Y-o-Y change	9m FY12 Volumes	9m FY11 Volumes	Y-o-Y change
North America	13,592	9,010	50.9%	10,228	32.9%	32,377	27,091	19.5%
UK	10,130	10,635	-4.7%	7,695	31.6%	28,494	26,931	5.8%
Europe (excl. Russia)	16,024	10,127	58.2%	10,410	53.9%	37,733	31,044	21.5%
Russia	4,111	3,091	33.0%	3,115	32.0%	10,509	8,101	29.7%
China	10,477	9,235	13.4%	7,310	43.3%	28,289	18,264	54.9%
Rest of the World	10,953	10,351	5.8%	7,686	42.5%	31,053	22,509	38.0%
Total Land Rover	65,287	52,449	24.5%	46,444	40.6%	168,455	133,940	25.8%

JLR HIGHLIGHTS

- Growth has been backed by exciting products & strong market mix. The recently launched, all-new Range Rover Evoque continues to receive overwhelmingly positive response.
- The XF 2.2 Diesel completed an epic journey from New York to Los Angeles, averaging an incredible 62.9 mpg over 2,884-miles - making it the most efficient Jaguar ever created.
- Land Rover –Range Rover Evoque received the 2012 North American International Auto Show Truck of the Year’ at Detroit.
- The Land Rover Defender concepts DC100 and DC100 Sport were show cased at the Delhi Auto show to an appreciative audience

- Tied up Revolving Credit Facilty (RCF) with a consortium of banks for committed 3 -5 year credit lines of GBP 610 million which has since been upsized to GBP 710 million, This will enable JLR to have access to the funding as and when required and optimize cash balances, while strengthening the capital structure.

REGIONAL PERFORMANCE

United States

The US economic situation is showing signs of recovery in the current quarter, compared to Q2 FY12 and the prior year.

The US premium car segment volumes increased by 8.9% in the last 12 months, Jaguar share was down1.1%, reflecting a trend towards smaller diesel engines and an increasingly competitive environment.

US premium SUV segment volumes were up 12% in the last 12 months, with Land Rover market share up 0.4%.

US total retail volumes for the quarter were 15,410 units.

Jaguar retail volumes for the quarter fell by 533 units compared to Q3 FY11, mainly due to a fall in the XJ market segment.

Land Rover retail volumes for the quarter of increased by 30% compared to Q3 FY11, mainly driven by Range Rover Evoque and Range Rover Sport.

UK

The UK economy has remained challenging during the quarter, with negative GDP growth. The outlook for the UK is uncertain, with potentially significant downside risks relating to the Euro crisis.

UK premium car segment volumes increased by 8.8% in the last 12 months, Jaguar share down by 3.7%, due to a trend towards smaller and more fuel efficient diesel engines.

The UK premium SUV segment volumes increased by 20.5% in the last 12 months, with Land Rover down 2.3% due to vehicle supply constraints.

Jaguar and Land Rover combined retailed 12,593 units in the quarter, an increase of 15% over Q3 FY11

Jaguar retail volumes for the quarter decreased by 757 units.

Land Rover retail volumes for the quarter were up by 32% compared to Q3 FY11, with market share in the current quarter increasing by 0.4%.

Europe (excl. Russia)

The Euro crisis is continuing to put pressure on European markets, with recession in a number of countries and a continued slowdown in Germany and France. The recent down-grading of Euro government credit ratings and weakening of the Euro is expected to put pressure on European sales.

Total retail volumes in the quarter for the Europe region were 18,695, an increase of 46% compared to Q3 FY11.

Jaguar retail volumes for the Europe region for the quarter increased by 9%, whilst in Germany, market share declined by 0.8% to 2.2%.

Land Rover retail volumes for the Europe region for the quarter increased by 54%, whilst in Germany its market share declined by 0.1% to 2.7% compared to Q3 FY11, but increased by 0.6% compared to Q2 FY12.

The German premium car segment volumes increased by 39.4% in the last 12 months and the German luxury SUV segment volumes increased by 20.8%.

Trading within certain European markets remained challenging throughout the quarter with Turkey and other smaller markets experiencing reduced levels of consumer demand.

Russia

GDP growth of 4% in Russia has been supported by increasing consumer credit availability and high oil prices. Oil prices are expected to remain volatile going forward.

Russia's premium car segment volumes increased by 50.4% in the last 12 months, with Jaguar’s share in the current quarter up to 4.2%.

The Russian premium SUV segment volumes were up 47.3% in the last 12 months, with Land Rover down 0.4%.

Total Russian retail volumes for the quarter were 4,532 units, up 36% on Q3 FY11.

Jaguar retail volumes for the quarter increased by 103% compared to Q3 FY11.

Land Rover retail volumes for the quarter increased by 32% compared to Q3 FY11.

China

The Chinese economy continues to grow at a faster pace than mature Western economies, although the future pace of growth is uncertain.

China's premium car segment volumes increased by 17.6% in the last 12 months, with Jaguar volumes up 291%. This improvement is largely driven by strong demand for the XJ 3.0 petrol model, introduced to the market in March 2011. The premium SUV segment increased in by 59.6% in the last 12 months, with Land Rover's share falling 0.6% due to reduced volumes of Freelander vehicles sold in the market.

Total retail volumes were 12,613 units in the quarter, up 58* on Q3 FY11

Jaguar retails in the quarter were up 327% compared to Q3 FY11, and its market share increased by 0.6%.

Land Rover retails in the quarter were up 43% compared to Q3 FY11.

China remains on track to become the 2nd and 3rd largest market for Land Rover and Jaguar respectively during the current fiscal year.

E] WAY FORWARD

- Continue to work on profitable volume growth, managing costs and improving efficiencies to sustain the growth momentum
- Continue with planned investments in future new products and technologies to enable profitable growth and meet customer and regulatory CO2 requirements
- Continue to increase sales across all markets with new and refreshed products, increasing share of sales in China and other growth markets.
- Introduction of Evoque derivatives
- External geopolitical and economic factors, exchange rate movement could impact volumes and profitability

VI] HIGHLIGHTS OF OTHER KEY SUBSIDIARIES

A] TATA MOTORS FINANCE

- Total vehicle financing disbursals (TMF) for Q3 FY12 were Rs. 2,943 Cr, an increase of 59% from Rs 1,855 Cr in Q3 FY11.
- The book size at the end of Dec11 for TMFL and TML (Vehicle Financing) stood at Rs 14,170 Cr and Rs 97 Cr respectively.
- TMF market-share for 9m FY12 stood at 26.7%.
- NIM of vehicle financing business (TMF) for 9m FY12 was 8.4%

B] TATA TECHNOLOGIES

- Revenue continued with its upward trend increasing by 26.5% and PAT increasing by 59.7% during 9m FY 12. Offshore revenue growth at 53%
- Strong Cash & cash equivalents – Rs 190.6 crs as at December 31, 2011
- Operational efficiency measures continue to improve performance.

C] TATA DAEWOO

- Sales volumes supported by stabilization of business at Tata Daewoo Sales Co – TDSC.
- Profitability impacted with lower domestic sales and product mix

D] TML DRIVELINES LTD

- In terms of the Scheme of Amalgamation HV Transmission Limited has been amalgamated with HV Axles. The name has been subsequently changed to TML Drivelines Ltd.
- Sales Revenue increased on the back of growth in domestic CV market
- While overall cost pressures remains, EBITDA margins were supported by cost control initiatives

VII] SHAREHOLDING PATTERN

Shareholding Pattern as on December 31st, 2011

Ordinary Shares	%
Tata Companies	35.04
Indian Financial Institutions / MFs / Banks	14.19
ADR/GDR Holders / Foreign holders-DR status	17.09
Foreign Institutional Investors	24.14
Others	9.54
Total	**100.0**

‘A’ Ordinary Shares	%
Tata Companies	9.10
Indian Financial Institutions / MFs / Banks	46.46
Foreign Institutional Investors	28.27
Others	16.17
Total	**100.0**

Investor Relations Contacts

Mr. Vijay B Somaiya
Head (Treasury & Investor Relations)
3rd Floor, Nanavati Mahalaya, 18, Homi Mody Street, Fort,
Mumbai – 400 001, India
Phone: 91-22-6665 7217
Fax: 91-22-6665 7788
Email: ir_tml@tatamotors.com

Mrs. Namrata Divekar
Assistant General Manager (Treasury & Investor Relations)
3rd Floor, Nanavati Mahalaya, 18, Homi Mody Street, Fort,
Mumbai – 400 001, India
Phone: 91-22-6665 7817
Fax: 91-22-6665 7788
Email: ir_tml@tatamotors.com

Mr. Prakash Pandey
Sr. Manager (Treasury & Investor Relations)
3rd Floor, Nanavati Mahalaya, 18, Homi Mody Street, Fort,
Mumbai – 400 001, India
Phone: 91-22-6665 7908
Fax: 91-22-6665 7788
Email: ir_tml@tatamotors.com

Mr. Bikash Dugar
Manager (Treasury & Investor Relations)
3rd Floor, Nanavati Mahalaya, 18, Homi Mody Street, Fort,
Mumbai – 400 001, India
Phone: 91-22-6665 7241
Fax: 91-22-6665 7788
Email: ir_tml@tatamotors.com

Ms. Ashwini Menon
Manager (Treasury & Investor Relations)
3rd Floor, Nanavati Mahalaya, 18, Homi Mody Street, Fort,
Mumbai – 400 001, India
Phone: 91-22-6665 7322
Fax: 91-22-6665 7788
Email: ir_tml@tatamotors.com

Disclaimers & statements

Q3 FY 12 represents the period from 1st October 2011 to 31st December 2011;
Q3 FY 11 represents the period from 1st October 2010 to 31st December 2010;
Q2 FY 12 represents the period from 1st July 2011 to 30th September 2011;
9m FY 12 represents the period from 1st April 2011 to 31st December 2011;
9m FY 11 represents the period from 1st April 2010 to 31st December 2010;
FY11 represents the period from 1st April 2010 to 31st March 2011.