



Tata Motors

1Q FY05 Result Review

July 28, 2004



Presentation Outline

- **1Q FY05 Results**
- Operational Highlights

1Q FY05 Financial Performance (Unconsolidated)

	1Q FY04	1Q FY05	
	(Rs cr)	(Rs cr)	
Revenue (Net of excise)	2,502	3,574	➤ Net Revenue up 43%
EBITDA	332	429	
Other Income	10	41	➤ Volumes at 84,918 units,+41%
Net Interest	(54)	(42)	
Cash Profit	288	429	➤ EBITDA growth of 30%
Product Dev. Expenses	(11)	(27)	
Depreciation & Amortisation	(93)	(98)	➤ Interest reduced by 23%
Profit bef. exceptional items & tax	184	304	
Extra-ordinary Items	(20)	(1)	➤ Pre-tax Cash Profit up 49%
Profit before & tax	164	303	
Current Tax & Deferred Tax	(63)	(80)	➤ PBT + 85%; PAT +123%
<i>Profit after Tax</i>	100	223	
<i>Basic EPS (not annualised)</i>	3.14	6.26	➤ Basic EPS up 99%

1Q FY05 Performance

- Input cost pressures continued, partially offset by product price increases in 1Q.
- Increase in Employee and Other expenses primarily due to higher production.
- Balance sheet size of Rs 7,464 cr with investible surplus of Rs 3,713 cr.
- Raised US\$ 400 mn by issue of Foreign Currency Convertible Notes (FCCN) in April 2004 - largest international offering from India.
- Net Debt (Gross Debt – Investible Surplus) of Rs (604) cr.
- Negative Working Capital maintained

Performance of Key Subsidiaries

- Post acquisition, DWCV's name has been changed to Tata Daewoo Commercial Vehicle Company Limited (TDWCV).
- TDWCV - Turnover of Rs 339 cr and PBT of Rs 19.3 cr during April-June 2004.
- The combined turnover of the key six subsidiaries stood at Rs 652 cr as compared to Rs 224 cr in 1Q FY04 due to strong performance of the domestic subsidiaries and inclusion of TDWCV.
- The key subsidiaries posted a profit performance with a combined PBT of Rs 48 cr as against a loss of Rs 5 cr last year.

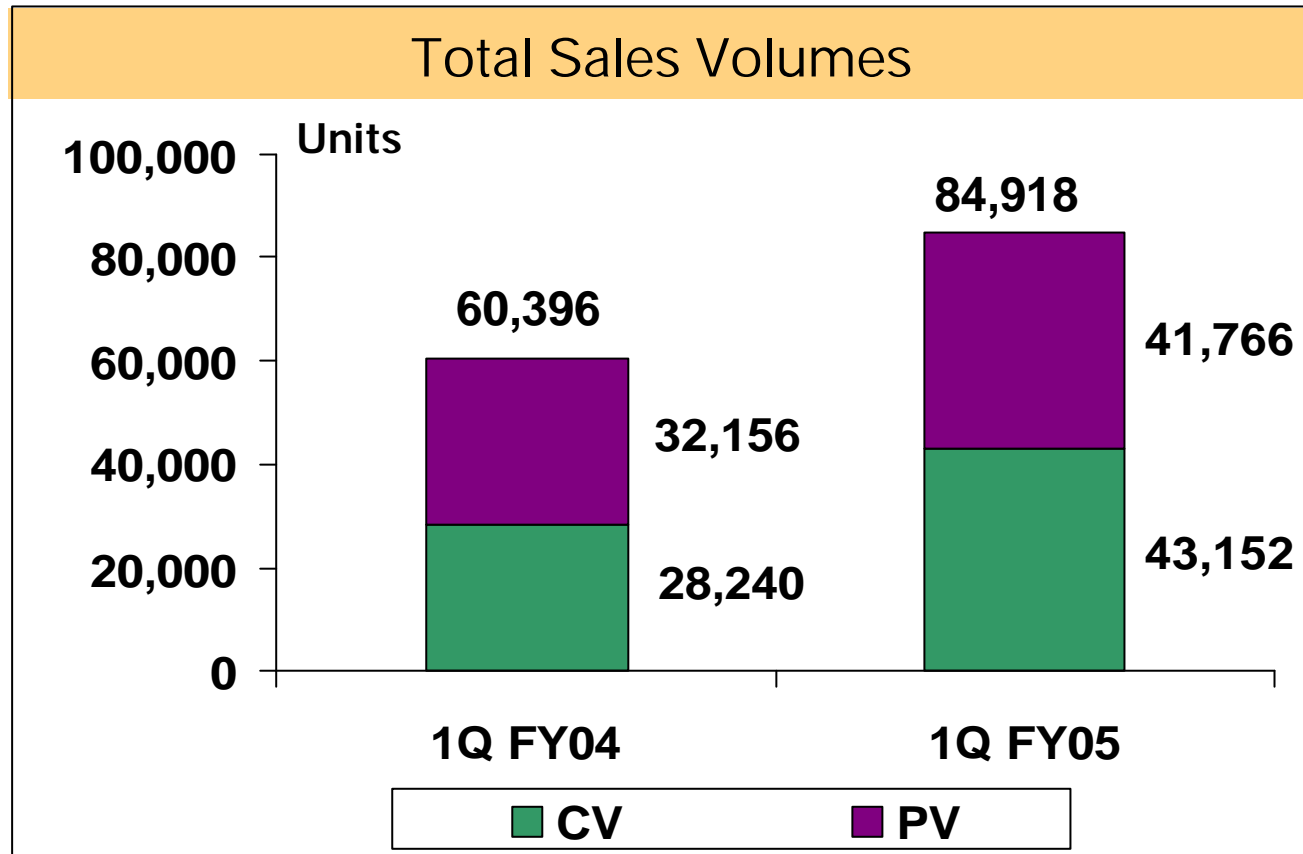


Presentation Outline

- **1Q FY05 results**

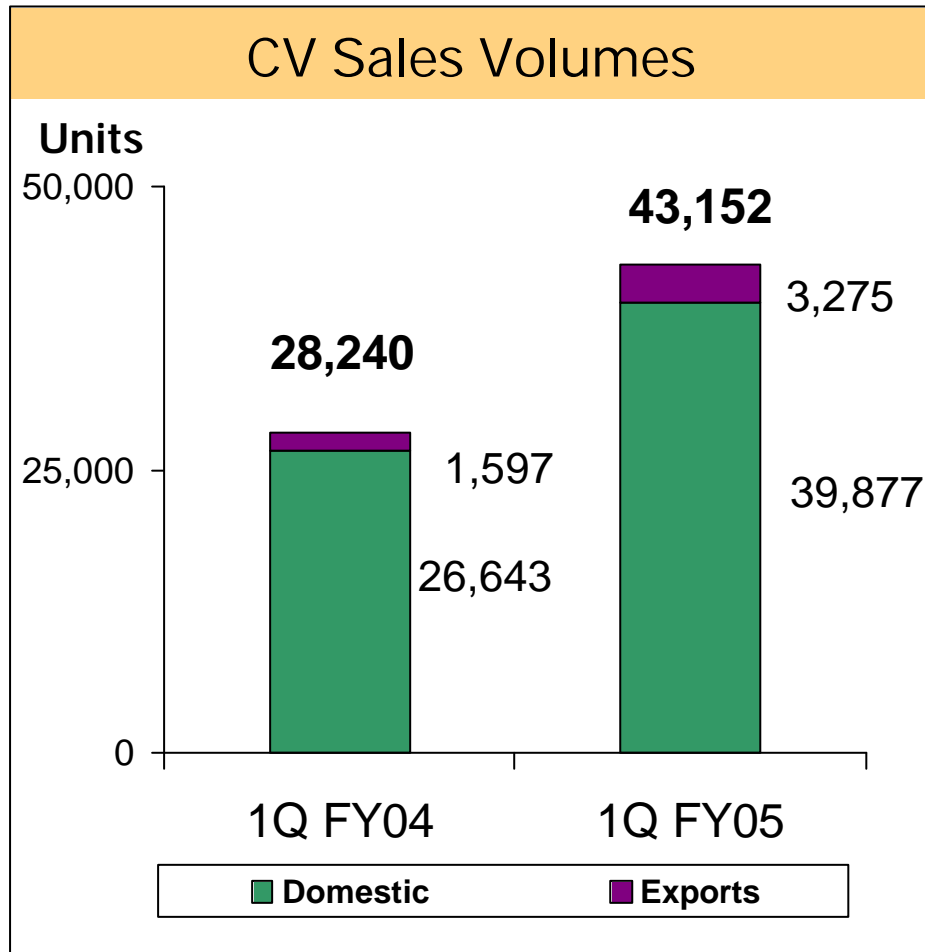
- Operational Highlights

Tata Motors – Sales performance



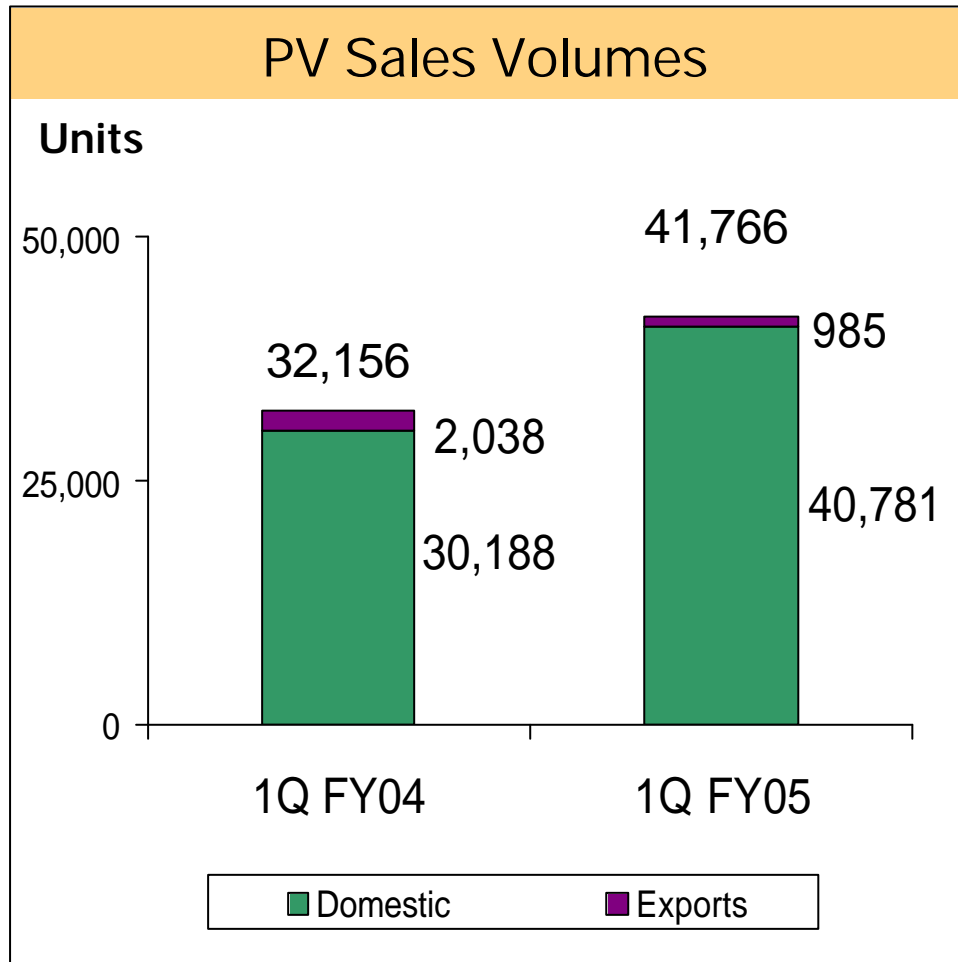
- **Volume growth of 41%**
 - Domestic volumes up 42%
 - Exports volumes +17%

Commercial Vehicles



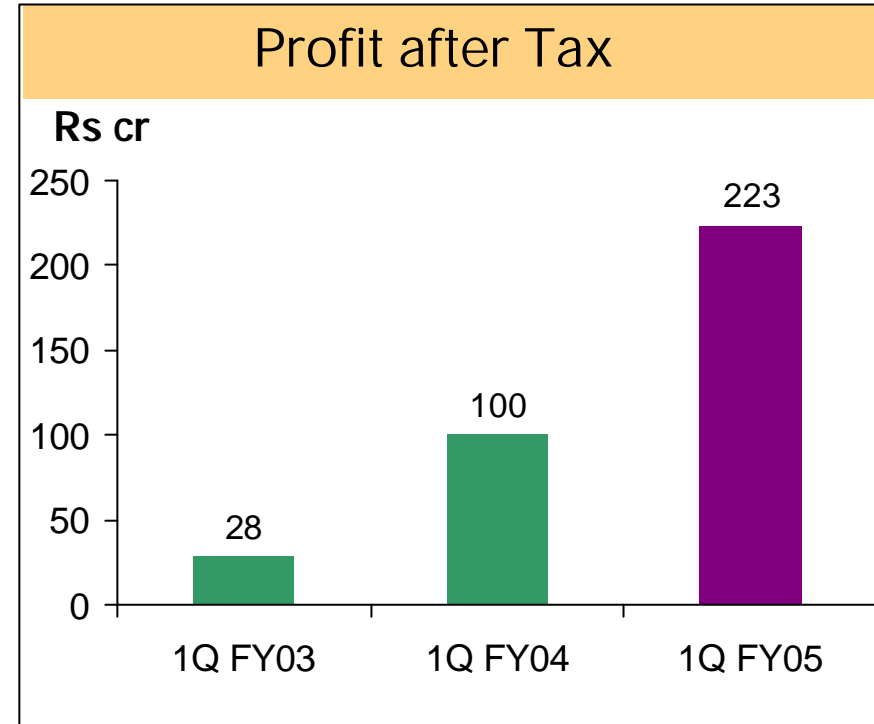
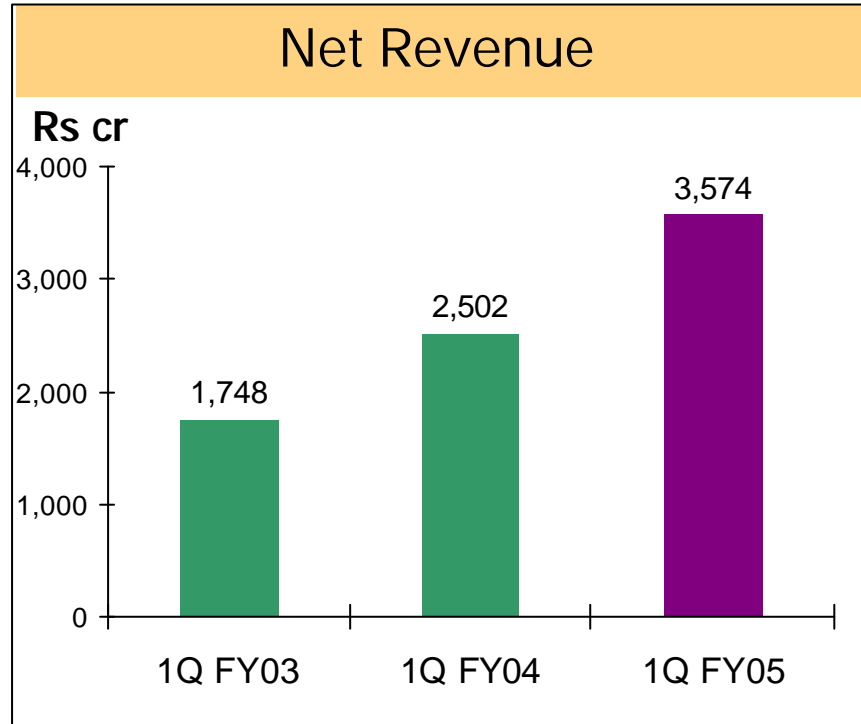
- Total CV Volume growth of 53%
 - Domestic volumes up 50% against Industry growth of 43%
 - M/HCVs +58%, LCVs +34%
 - Exports more than doubled
 - Growth in Pick-up exports
- CV market share up from 57.1% to 59.6%
 - Significant gains in M/HCVs
- TDWCV
 - Market share in Korea HCV market of 27.2% (against 25.1%) during April-June period
 - Launched NOVUS – 1st Korean designed and manufactured Euro III truck range
- Introduced wider product range in S. Africa
- Launched 909 EX in May 2004

Passenger Vehicles



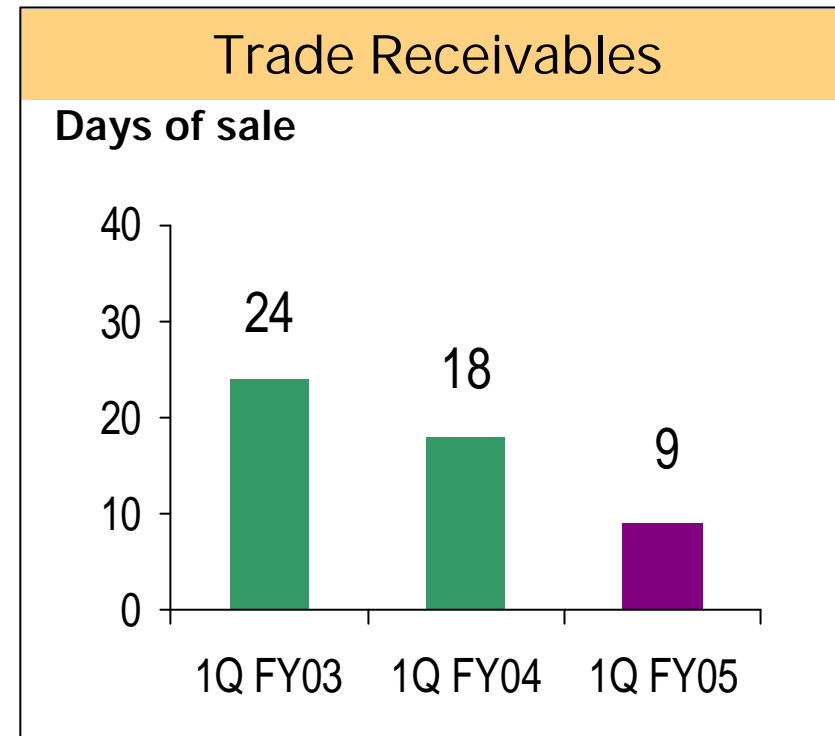
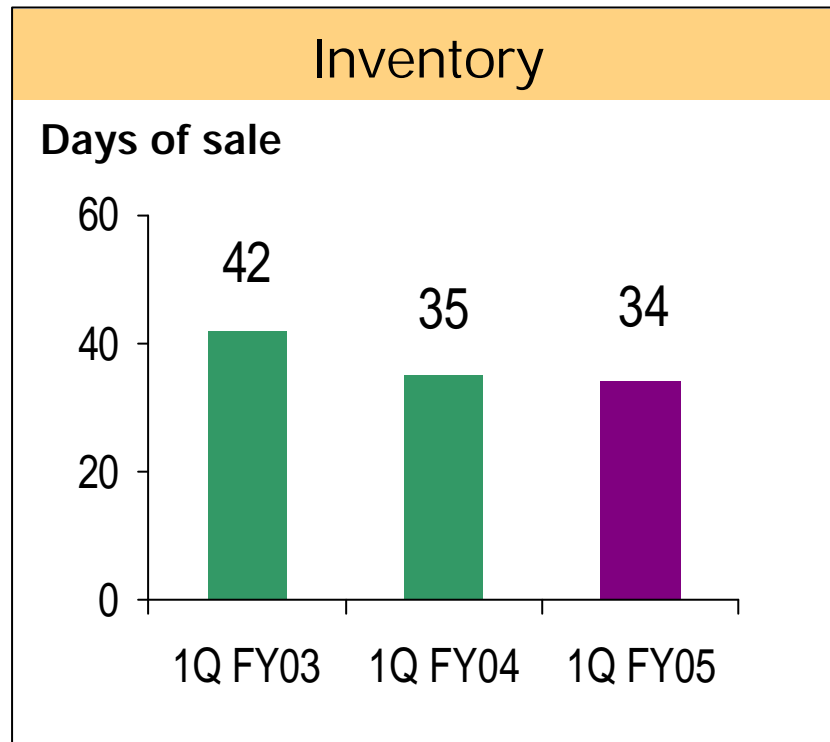
- Total PV Volume growth of 30%
 - Domestic volumes +35%; Outperform Industry growth of 20%
- PV domestic market share of 17.4% against 15.5% last year
 - Second-largest player in PVs
 - Cumulative sales cross 700,000 unit mark
- Indigo maintains its leadership position in the entry-level mid-size car segment.
 - Market share up from 25.8% to 37.3%
 - Remains best selling sedan in the country
- Indica registered its highest ever quarterly domestic sales, crossing the 25,000 unit mark
- Car Plant capacity being expanded during the fiscal
- Recently launched Sumo Victa

1Q FY05 Performance (unconsolidated)



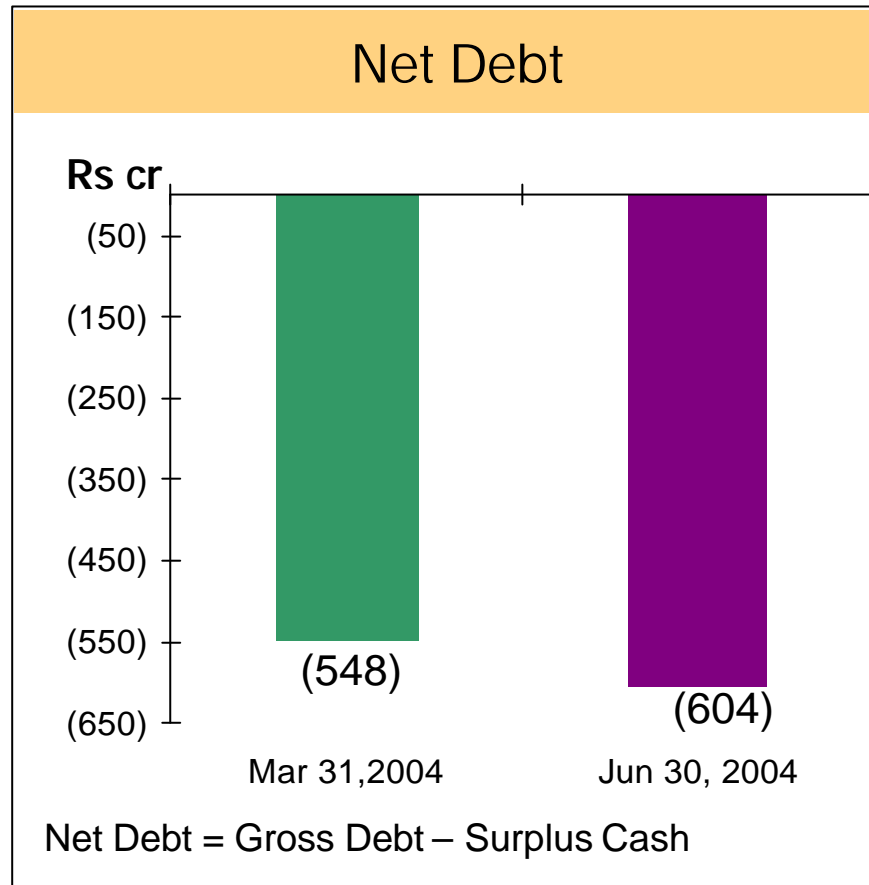
- **Net Revenues (up 43% YoY)**
- **EBITDA (up 30% YoY)**
- **PAT (up 123% YoY)**

Working Capital Management



Negative Working Capital maintained

Comfortable Liquidity position



Surplus cash of Rs 3,713 cr

Going forward....

- Continuing input cost pressure
- Progress of monsoon needs to be watched closely
- Tata Motors' Board has approved of a proposal to list the Company's GDRs on the New York Stock Exchange (NYSE) in the form of ADRs. This is intended to be a Level II listing without any concurrent fund raising and is expected to be completed later this fiscal.

Statements in this presentation describing the Company's objectives, projections, estimates, expectations 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



Thank You