



Tata Motors

Q1 FY07 Results Review

25th July, 2006



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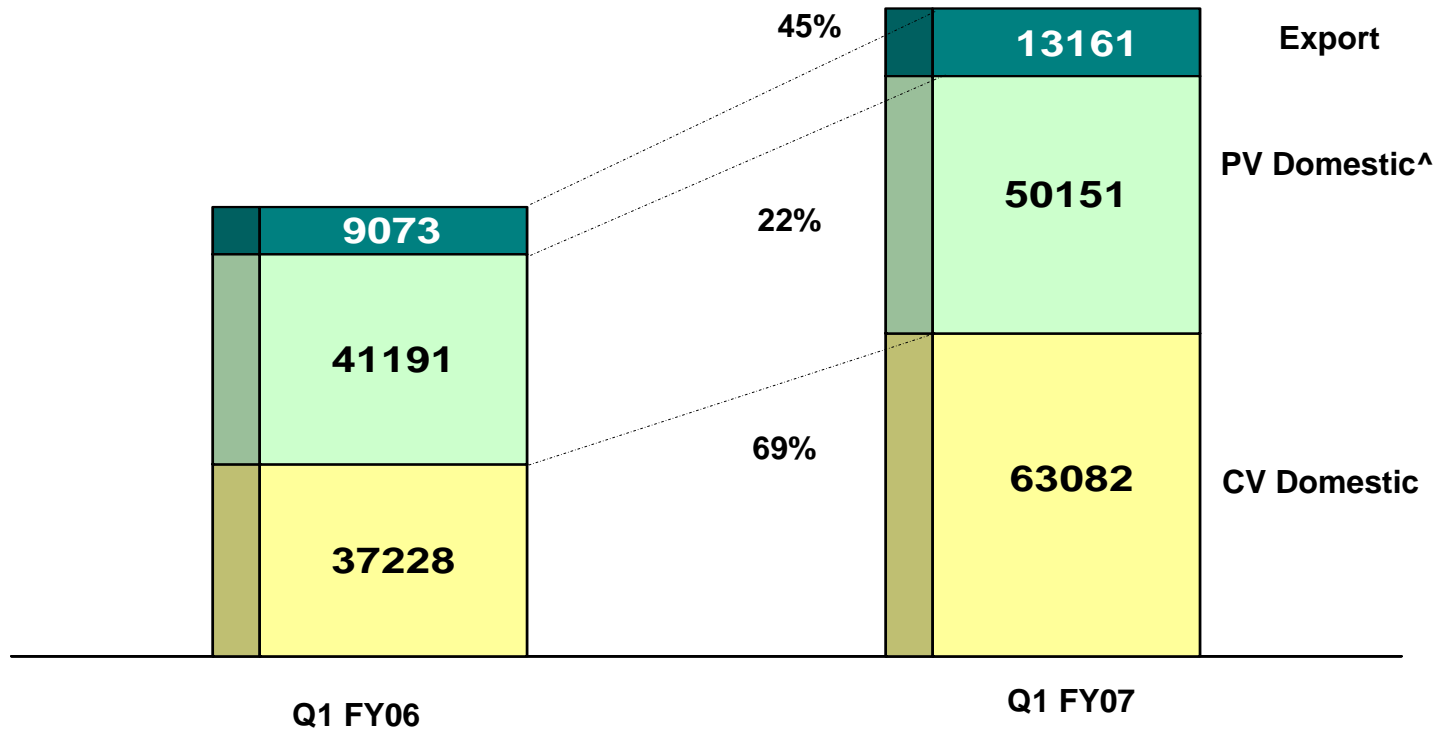


Agenda

- **Business Performance**

- Financial Performance

Total Sales at 126,394 units increase by 44%



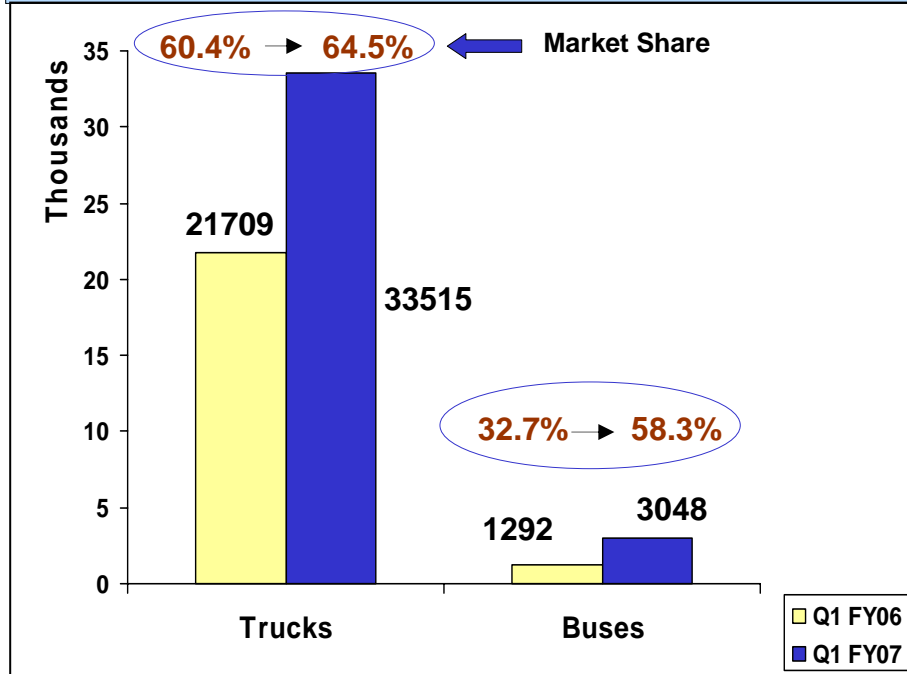
[^] PV Domestic includes sale of FIAT vehicles

Volume Growth in the Domestic market was driven by

Commercial Vehicles : Strong freight availability, impact of overloading ban and increased Ace volumes.

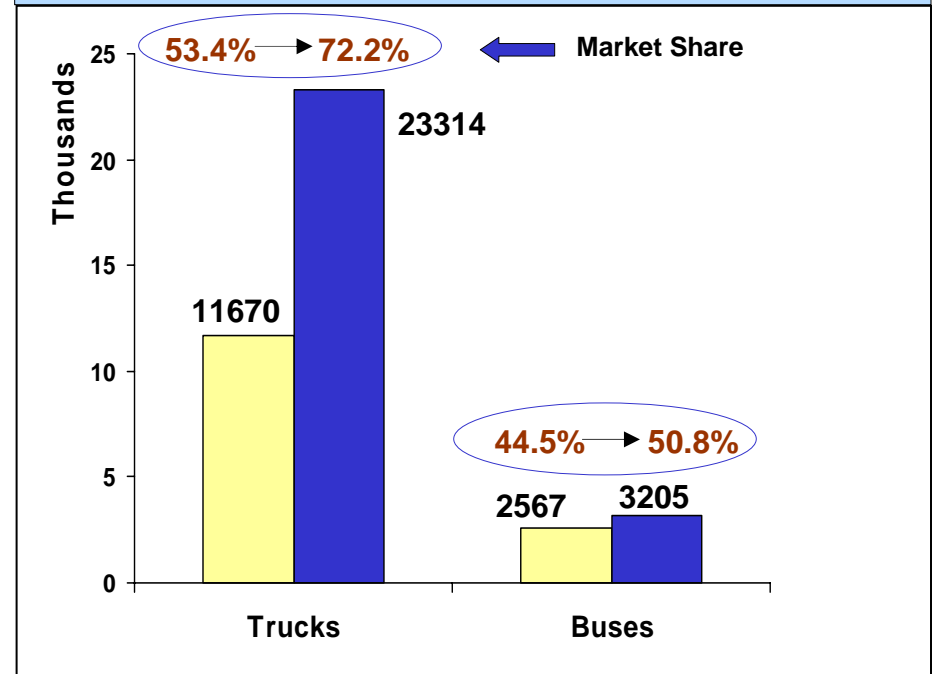
Passenger Vehicles : Positive impact of the launch of Indica Xeta, the Turbo diesel and the New Safari Dicor.

M&HCV



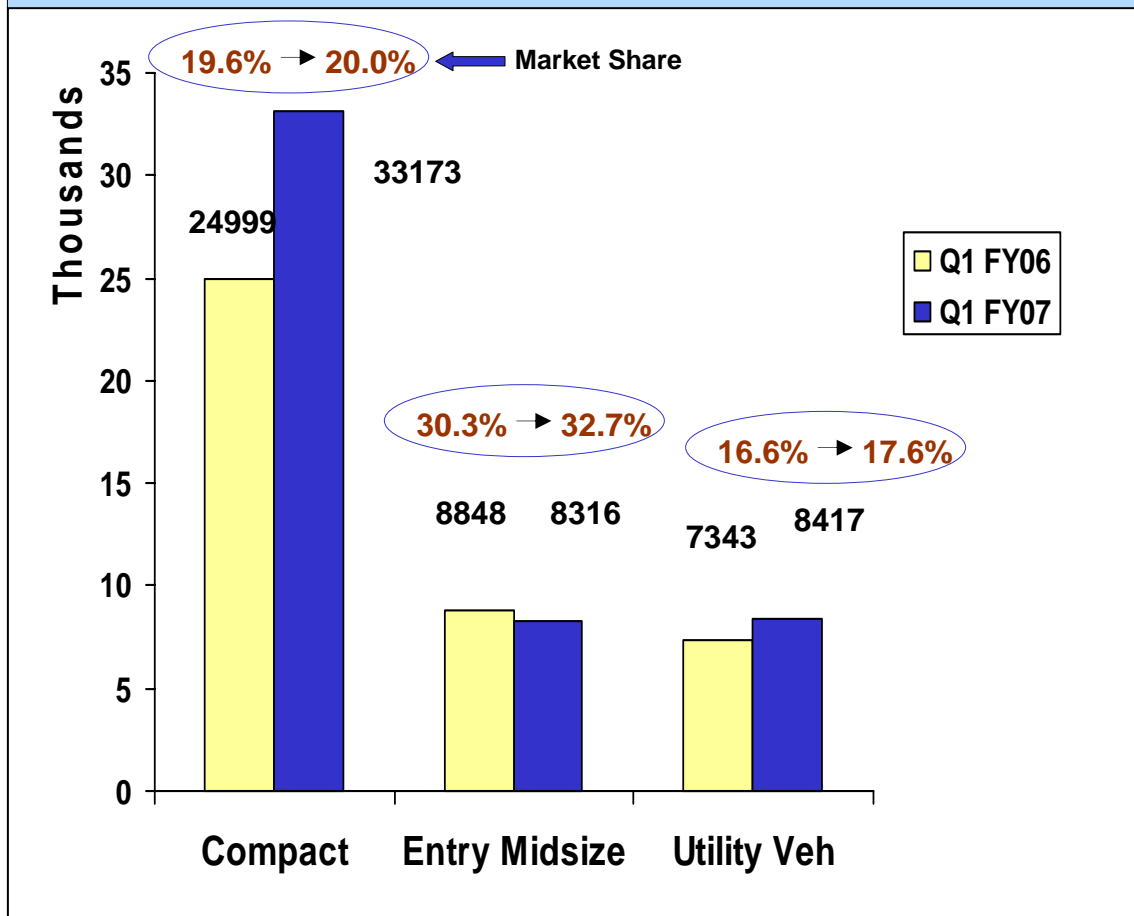
- M&HCV Domestic sales increased 59% from 22,993 units to 36,563 units.
- Market share increased to 63.9% in Q1FY07 from 57.7% in Q1FY06.
- Robust growth of goods carriers and passenger carrier segments.
- Growth driven by infrastructure development and increase in international trade.

LCV



- LCV Domestic sales increased 86.3% to 26,519 units from 14,235 units.
- Market share increased to 68.7% in Q1FY07 from 51.6% in Q1FY06.
- Average Ace sales of 4300 pm for the period Apr – June '06.
- Capacity of Ace increased to 60,000 units from 30,000 units

Passenger Vehicles



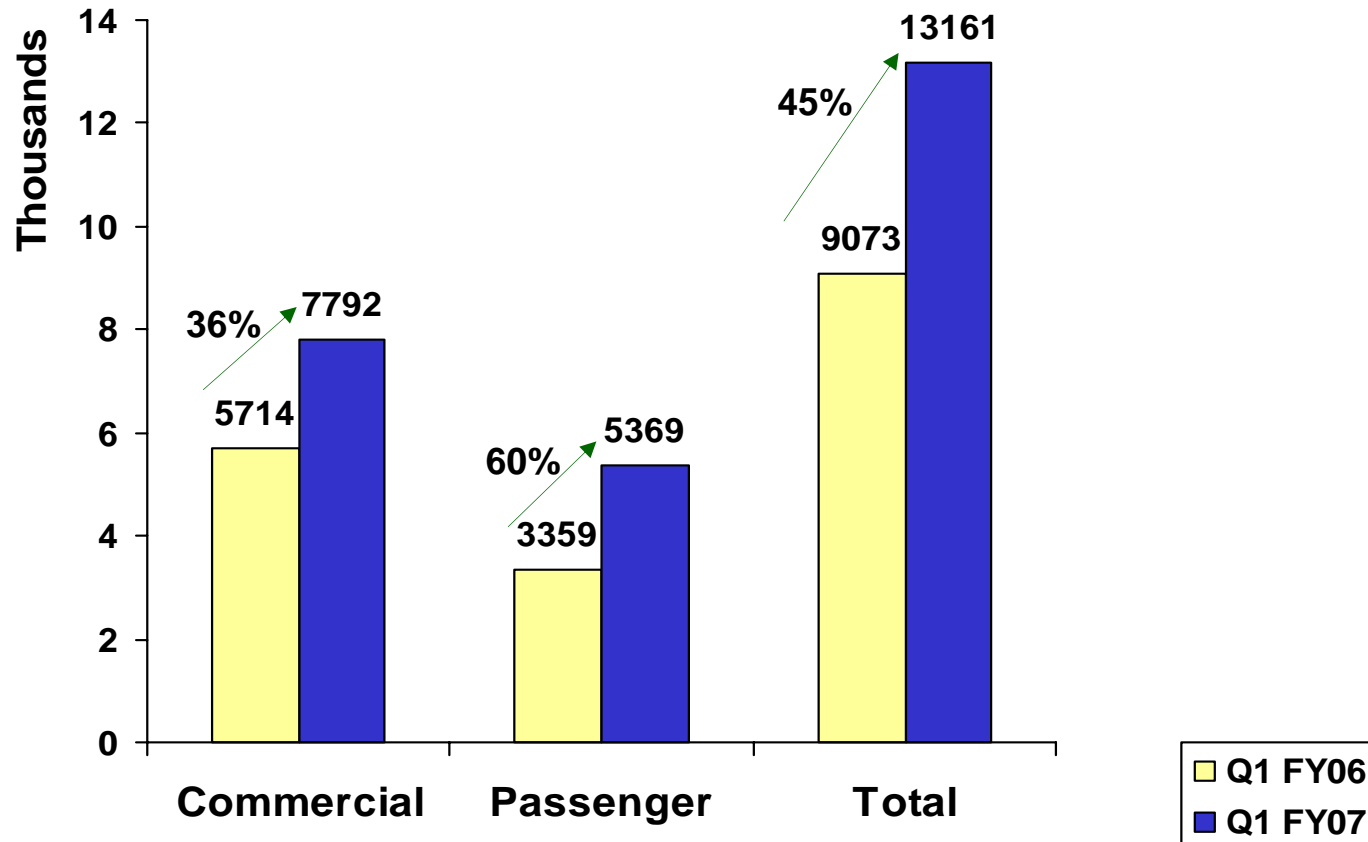
^Does not include sale of FIAT vehicles

- Increased market share in all segments of the PV market where the Company has an offering.

(y-o-y growth)	TML	Industry
Compact	32.7%	30.1%
Entry Midsize	-6%	-12.7%
Utility Veh	14.6%	7.8%

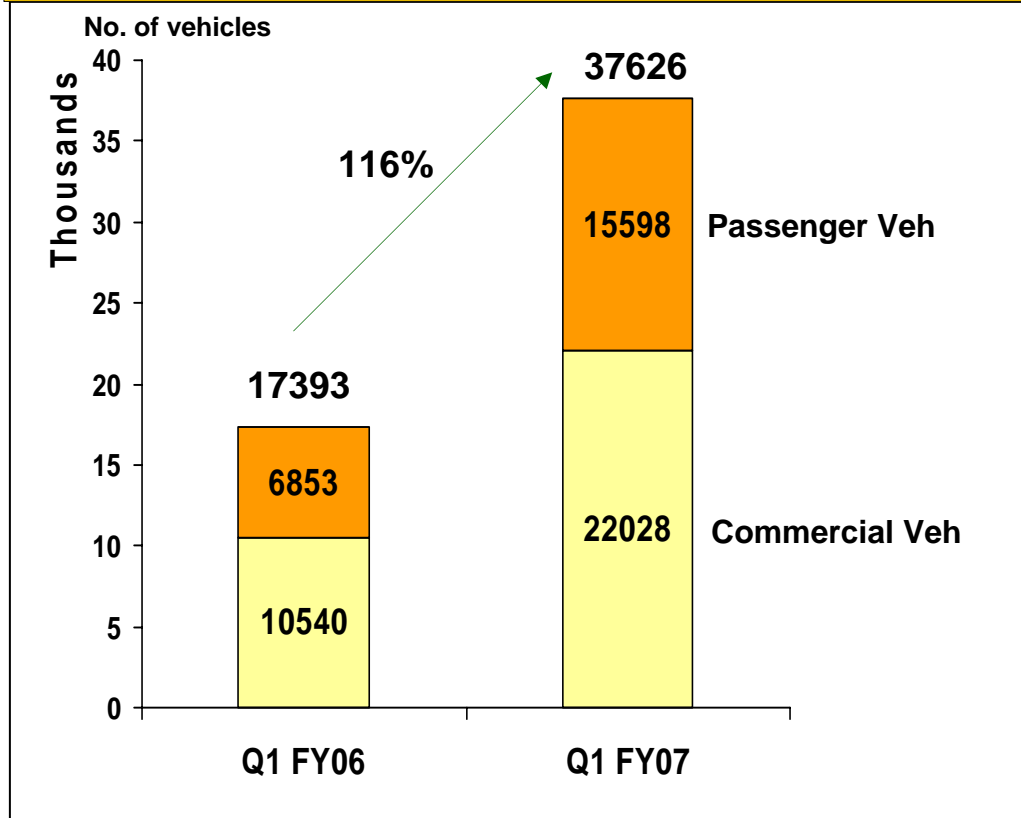
- Retained the #2 position in the domestic PV market.
- Total sales of 49,907[^] units
- PV Market Share stood at 16.2% in Q1FY07
- Indica Xeta and the Turbo Diesel launched in FY06 continue to receive encouraging response.
- New Safari range well received in the market.

International Business



- Revenues from international business formed around 16% of the consolidated revenues.
- Key export destinations were South Africa, South Asia, Middle East and parts of Europe.

Vehicle Financing



- Disbursals in Q1 FY07 at Rs.2090 crs increased by 121% from Rs.947 crs in the corresponding period of FY06.

- Increased Market Share of TATA Motors vehicles from 22.14% to 33.28% on a y-o-y basis.



Agenda

- Business Performance

- **Financial Performance**

1Q FY07 Financial Performance (Unconsolidated)

Rs crores	1Q FY07	1Q FY06
Gross Revenue	6,708.7	4,567.7
Net Revenue	5,783.4	3,907.5
EBITDA	636.6	486.7
EBITDA Margin	11.01%	12.46%
Other Income	85.9	58.3
Net Interest	72.6	51.0
Dep. & Amortisation	141.1	126.7
Prod. Dev. Exp.	10.3	7.4
PBT	498.3	360.0
Profit after Tax	381.9	272.7
Basic EPS (Rs)	9.97	7.25

⊕ Net Revenues ↑ 48%

⊕ EBITDA margins impacted by forex loss of about Rs.78 crs.

⊕ PBT ↑ 38%;

⊕ PAT ↑ 40%

⊕ EPS of Rs.9.97; ↑ 38%

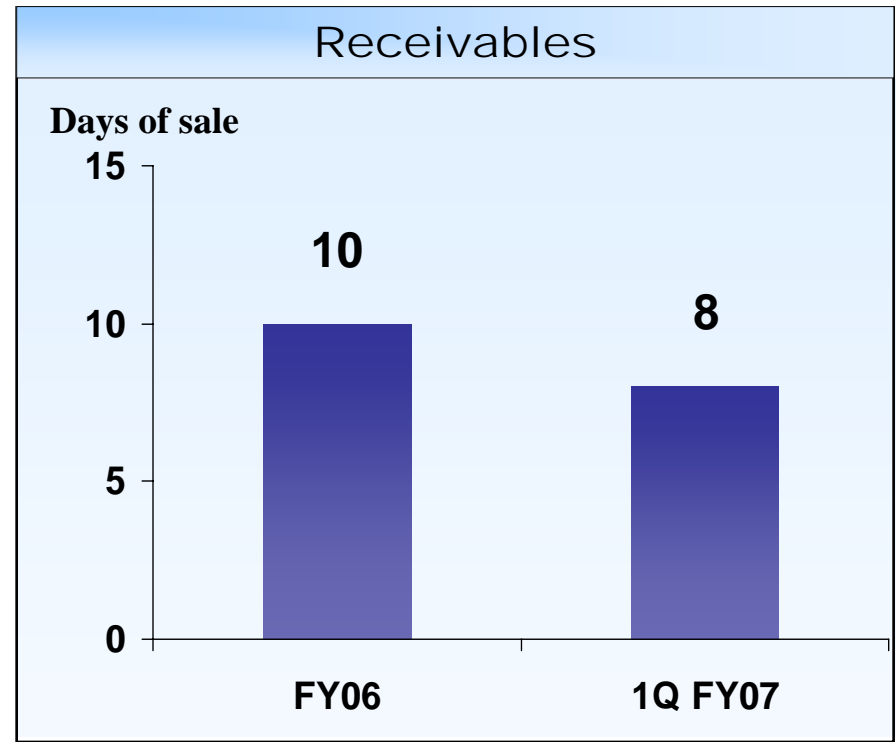
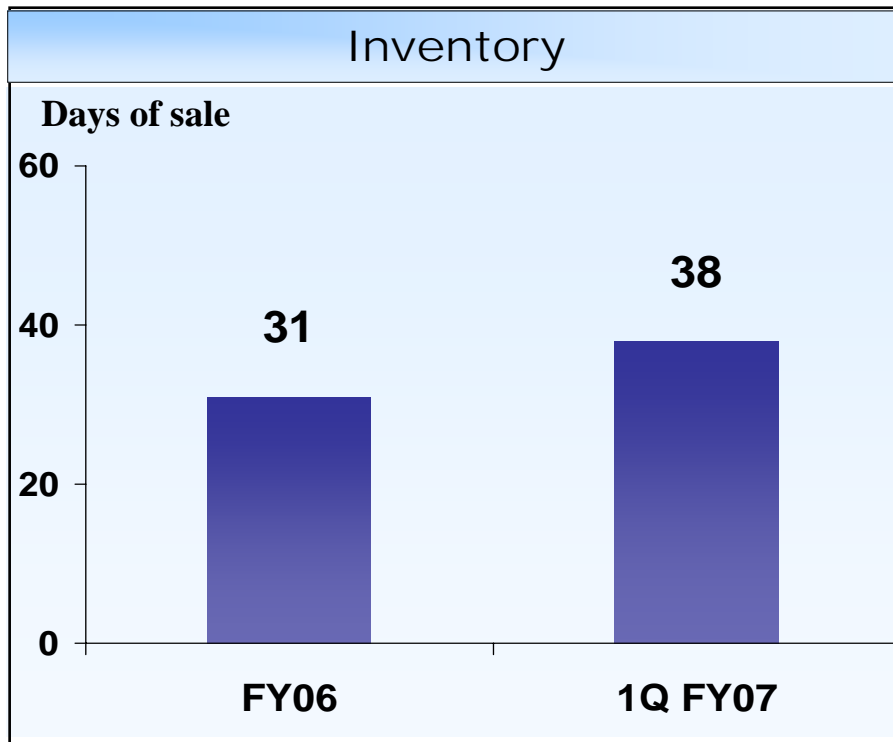
Input cost pressures

Pressure on profitability due to

- # Increasing Commodity prices especially Steel , Rubber and non-ferrous metals
- # Increasing Crude Oil Price
- # Hardening of Interest rates
- # Inflationary Pressures
- # Forex losses

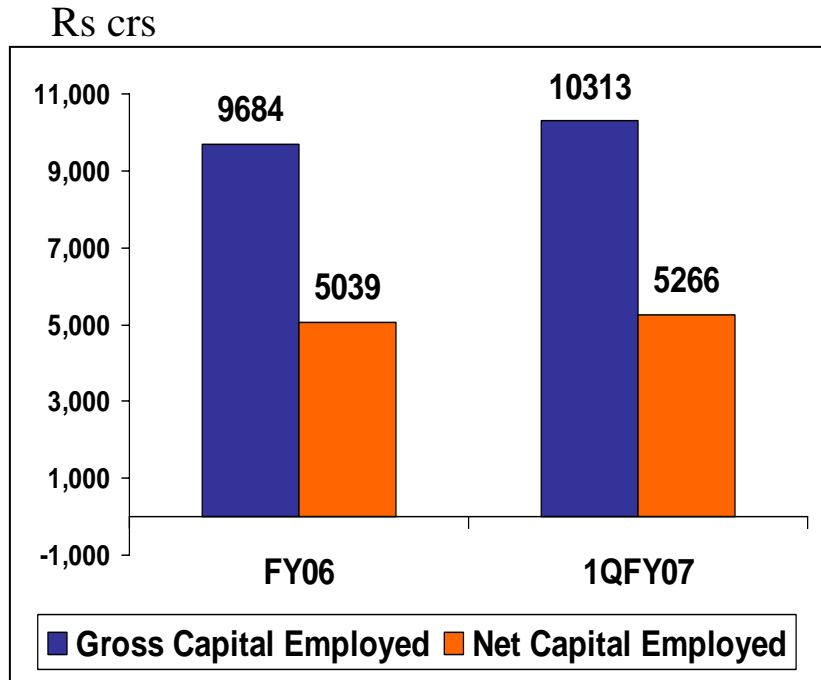
Above pressures expected to continue in future.

Working Capital



Working Capital still continues to be tightly managed

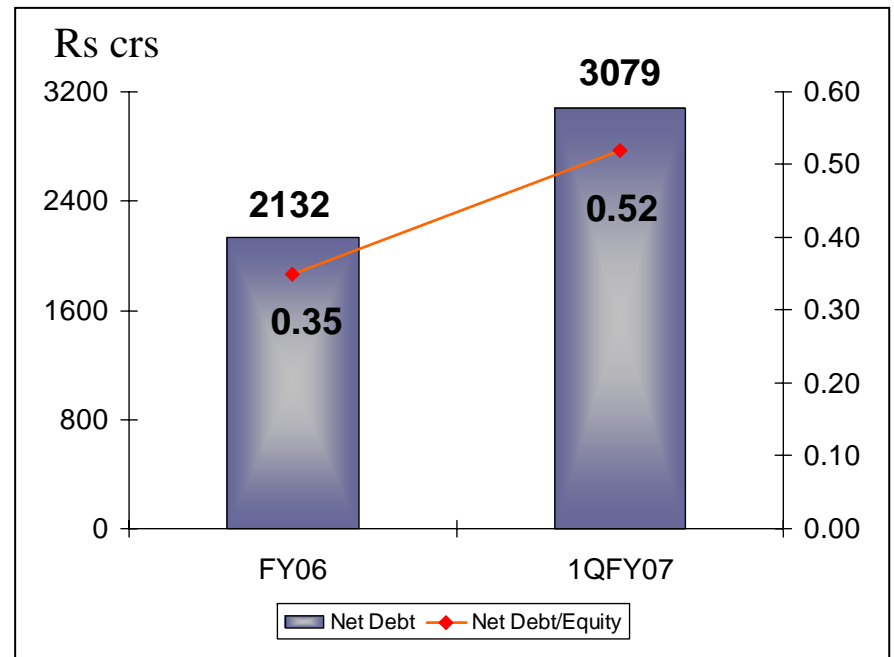
Balance Sheet Size



We have financing loans and receivables to the extent of Rs. 5047 crs as on 30th June'06



Net Capital employed is net of Vehicle Financing loans & receivables



1Q FY07 Financial Performance (Consolidated Unaudited)

Rs crores	1Q FY07	1Q FY06
Gross Revenue	7,738.2	5,183.9
Net Revenue	6,770.9	4,493.1
EBITDA	774.0	558.1
<i>EBITDA Margin</i>	11.43%	12.42%
Other Income	17.3	10.3
Net Interest	78.4	53.8
Dep. & Amortisation	165.5	148.1
Prod. Dev. Exp.	10.3	7.4
PBT	536.6	359.1
Profit after Tax	380.2	255.9
Basic EPS (Rs)	9.97	6.95

- # Net Revenues ↑ 51%
- # PBT ↑ 49.0%;
- # PAT ↑ 48.60%
- # EPS of Rs.9.97; ↑ 43%



Thank You