



TATA MOTORS

Press Meet

31st August, 2009

**Consolidated
Financials**

**Subsidiary
Highlights**

- **Consolidated P&L Highlights**
- **Consolidated Balance Sheet**

Press Meet

31st August, 2009

Consolidated P&L : Highlights

Rs Crs	Q1FY09	Q1FY10	% change
Gross Revenue	15496	16954	9.4%
Net Revenue	14490	16397	13.2%
EBITDA	1697	596	(64.9)%
EBITDA Margin	11.7%	3.6%	(810) bps
Other Income	251	321	28.2%
Net Interest	324	584	79.9%
Cash Profit	1624	333	(79.5)%
Dep. & Amortisation	359	844	135%
Prod. Dev. Exp.	14	93	559%
Notional Forex (gain) / loss	395	(334)	NM
PBT	855	(270)	NM
Net Profit (after Minority interest)	720	(329)	NM

Includes Jaguar Land Rover
financials for the period June 2nd –
30th 2008

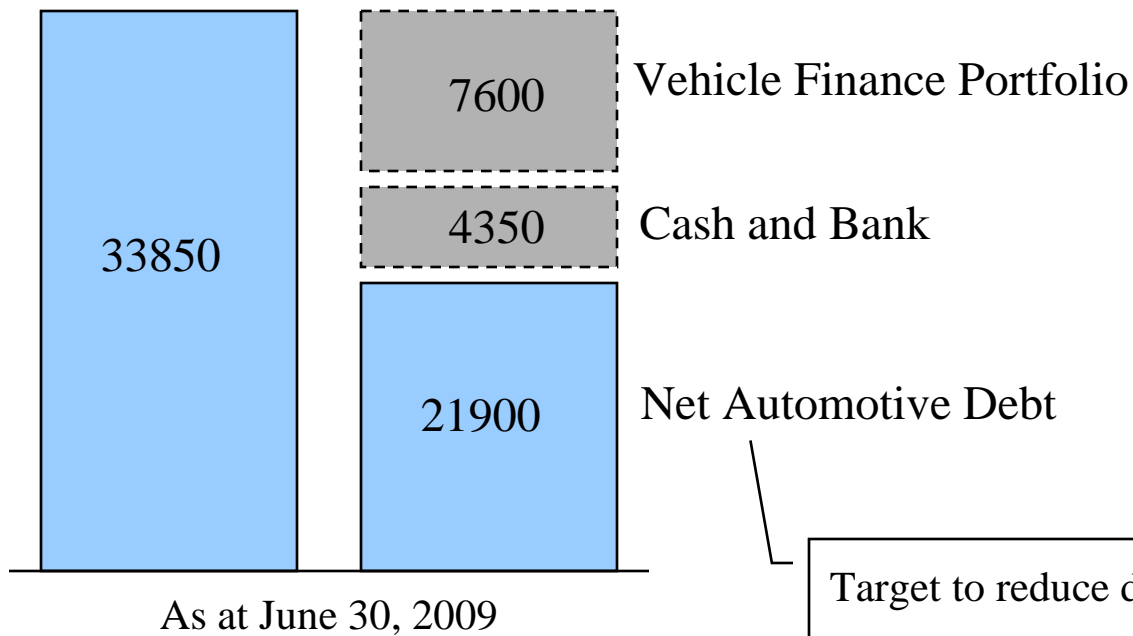


Consolidated vs. Standalone: Q1 FY10 P&L Highlights

Rs Crs	Consolidated	Standalone
Gross Revenue	16954	6931
Net Revenue	16397	6405
EBITDA	596	728
Cash Profit	333	794
PBT	(270)	548
Net Profit	(329)	514

Consolidated Borrowing Position

Rs Crs



Target to reduce debt – equity ratio through

- Divestments
- Capital Raising
- Internal Accruals

**Consolidated
Financials**

**Subsidiary
Highlights**

- Jaguar Land Rover
- Telcon
- Tata Motor Finance
- Tata Daewoo
- Tata Technologies
- HVAL / HVTL

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Jaguar LandRover Executive summary

- ▶ Market conditions continue to have an adverse impact on volumes.
 - Year on Year retail volume down 35% versus the comparable period for the prior year,
 - The company also took steps to adjust inventory levels and bring demand and supply into balance with the external environment; these actions combined with the retail performance resulted in a wholesale volume decline of 52%.
- ▶ In response Jaguar Land Rover have focused on aligning production with demand, reducing costs and working capital requirements.
- ▶ For the quarter ending June 30 2009 Jaguar and Land Rover reported a loss before tax of £62mn. Although this is predominately due to the impact of lower volumes, is a significant improvement from Jan-Mar'09.
 - Improvement due to cost efficiency measures undertaken such as: Manufacturing efficiencies, headcount reduction, fixed and variable marketing reductions and working capital improvements.
- ▶ JLR vehicles continue to win several awards including :
 - XF: Best Executive Car from What Diesel Awards and Britain's Best Car from Auto Express 2009 Driver Power Survey
 - Freelander 2 : Best 4x4 2009 from What Diesel
 - XJ : Britain's Greenest Luxury Car 2009 from Environmental Transport Association
- ▶ Jaguar Land Rover is committed to CO2 reductions by continuing to invest in future products:
 - LRX Concept – new small Range Rover.
 - Jaguar CO2 Offset programme
 - New Jaguar Land Rover engines

Recent Events

- ▶ Despite the economic climate Jaguar Land Rover has successfully launched product upgrades over the past three months including:
 - April 2009 comprehensive upgrades to the Range Rover, Range Rover Sport and Discovery 4 (LR4)
 - July 2009 new Jaguar XJ revealed to media acclaim with customer deliveries due in early 2010.
 - May 2009 Sales of Freelander 2 TD4_e, with intelligent stop-start , first vehicle to incorporate 'e TERRAIN TECHNOLOGIES
 - New Gen II and Gen III petrol and diesel engines launched for 10MY all deliver more power and more performance with comparable or better fuel economy and emissions than the engines they supersede.
 - April 2009 Defender 110 – new 5 seat commercial vehicle & June 2009 Defender 'Fire and Ice' special edition.

- ▶ Opened first Indian dealership in Mumbai in June 2009

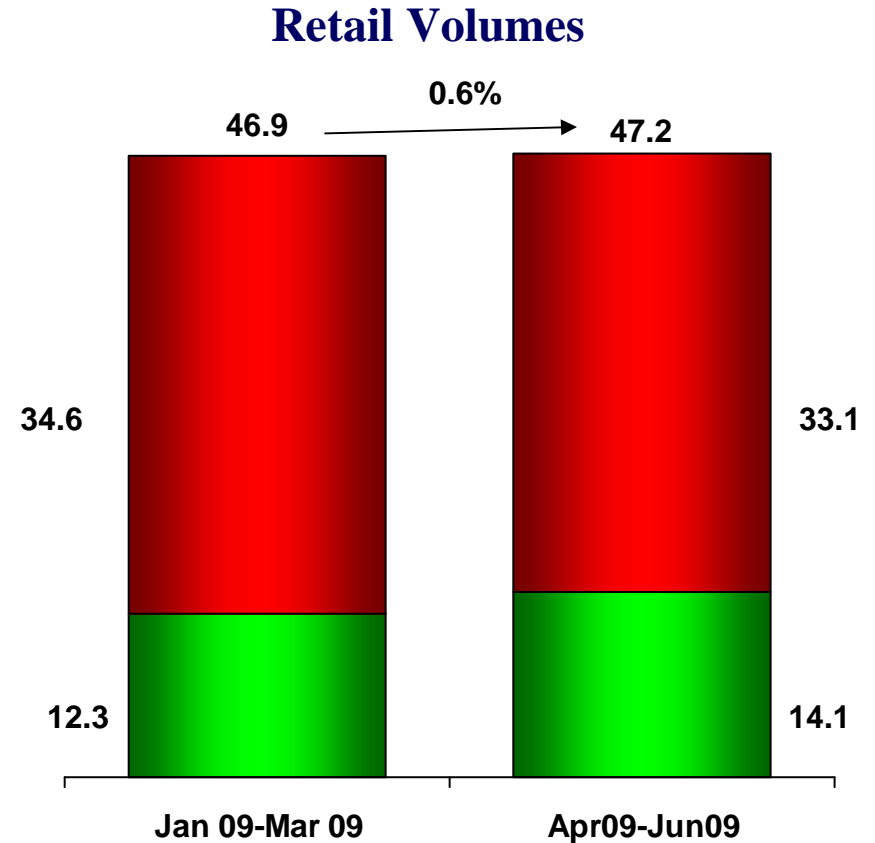
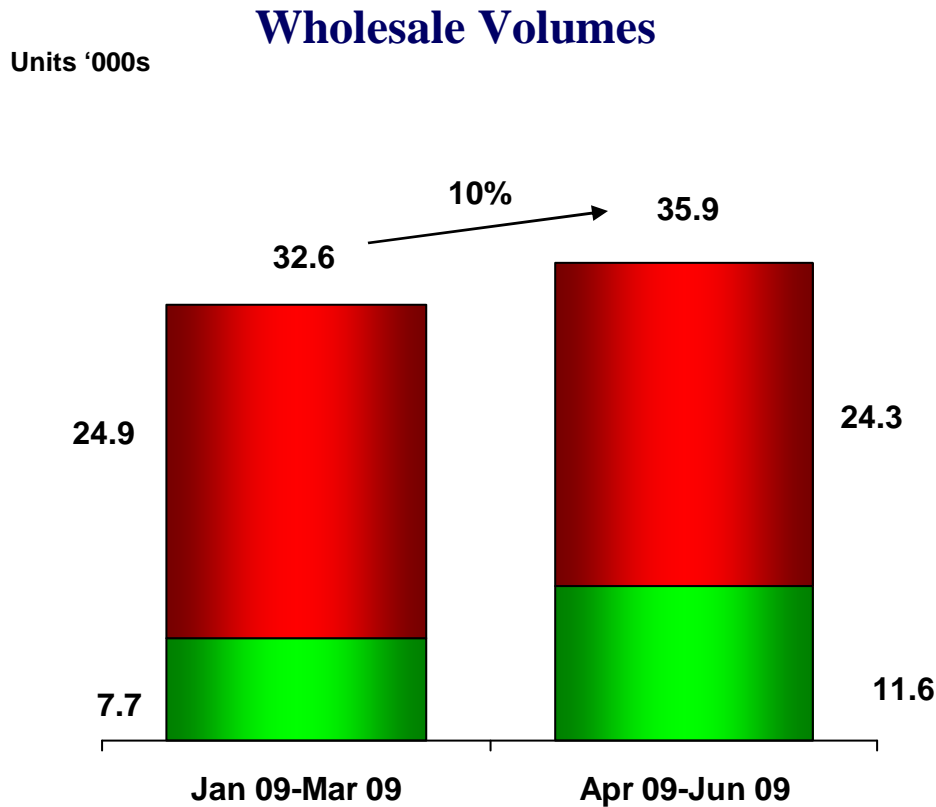
- ▶ Cessation of X-Type production at Halewood by year end to result in a reduction of up to 300 heads by voluntary means

- ▶ Received new funding sources to meet the present forecast and funding requirements for the next 12 months.

- ▶ Improvement in general liquidity and financial market environment to enable the company to access the proposed £340m European Investment Bank loan without necessitating guarantees from the UK Government

Jaguar Land Rover Volume (Total World)

Retail efforts aid to clear channel inventory



■ Jaguar

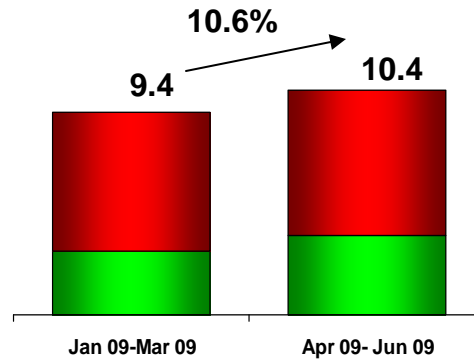
■ Land Rover



**Retail volumes
Apr'09 – Jun'09
vs. Jan'09 – Mar'09**

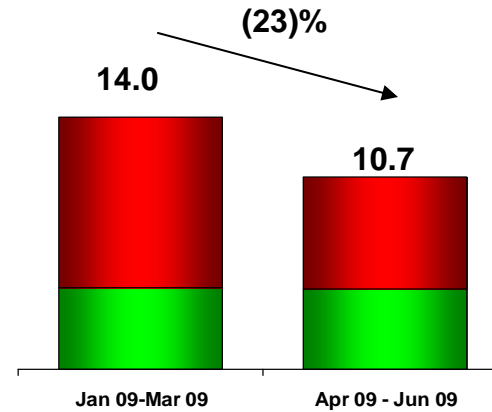
Units '000s

North America



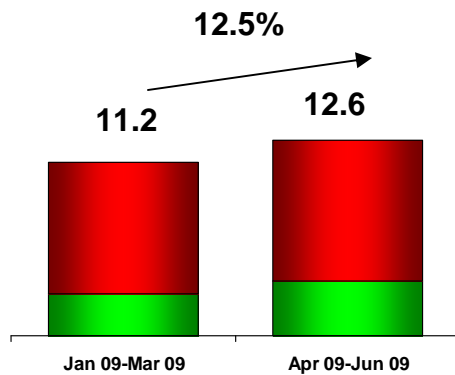
LR	6.5	6.7
Jaguar	2.9	3.7

UK



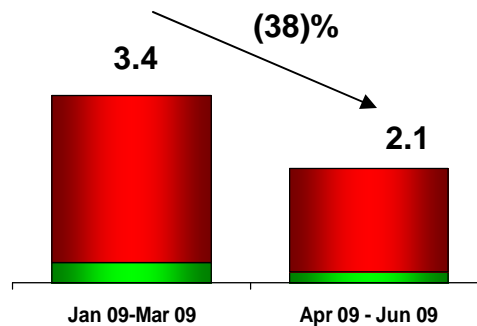
LR	9.4	6.2
Jaguar	4.6	4.5

Europe (excl Russia)



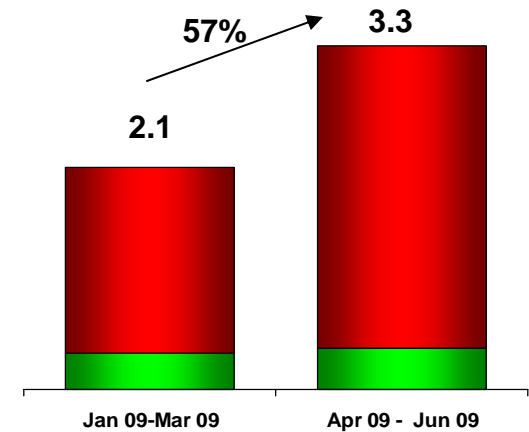
LR	8.5	9.1
Jaguar	2.7	3.5

Russia



LR	3.0	1.9
Jaguar	0.4	0.2

China



LR	1.8	2.9
Jaguar	0.3	0.4



Income statement for the period Apr'09 – Jun'09

	Apr-June'09
	(£ mils)
INCOME	
Sale of products and other income from operations	1125
EXPENDITURE	
Raw materials and components, purchase of products for sale net of change in stock	814
Payments and provision for employees	176
Manufacturing costs and other expenses (net of transfer to capital account)	170
Total expenditure	1159
PROFIT / (LOSS) BEFORE DEPRECIATION, INTEREST, AMORTISATION, AND TAX	(34)
Product development costs	11
Depreciation and Amortisation	69
Interest and discounting charges	13
PROFIT / (LOSS) BEFORE EXCEPTIONAL ITEMS	(127)
Notional exchange (loss) gain (net) on revaluation of foreign currency borrowings etc	65
PROFIT / (LOSS) BEFORE TAX	(62)
Income tax charge	2
PROFIT / (LOSS) FOR THE FINANCIAL PERIOD	(64)

Note:

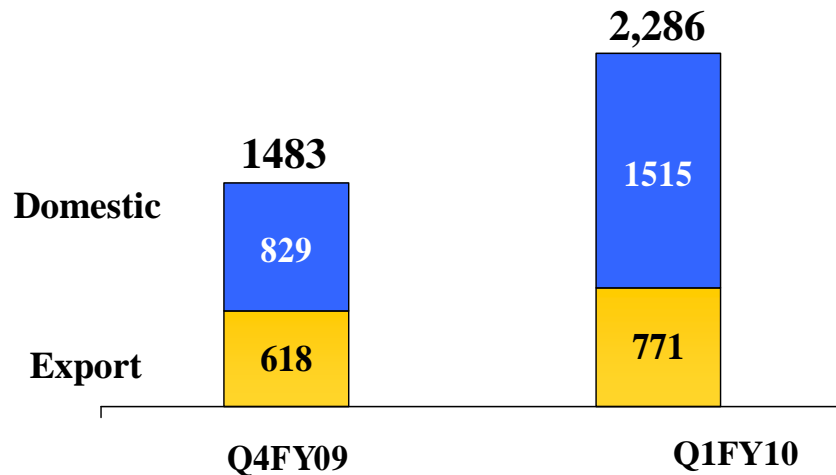
Proforma Management Accounts of Jaguar and Land Rover operating companies excluding UK holding company (JaguarLandRover Ltd.)

Funding arrangements

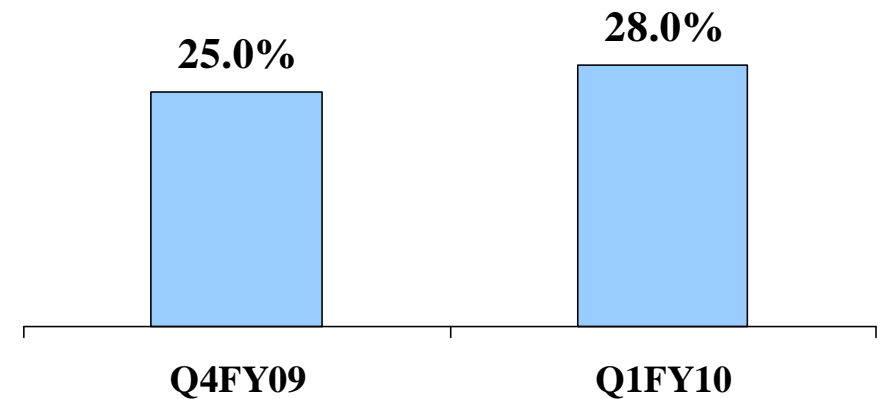
- ▶ In the period to June 2009, cash flow from financing activities was £150 million, which comprised £50 mn of financing provided to Jaguar Land Rover by the parent company, Additional borrowings of £100 mn were also taken from other sources.
- ▶ Since March 2009 Jaguar Land Rover have secured, or have credit approval, for further financing facilities, which together with those already in place, enable the present forecast requirements to be met.
- ▶ Included within these facilities is the European Investment Bank approved funding of £340 mn. It is anticipated that access to this can be secured in the near future through appropriate commercial arrangements.
- ▶ Given the above together with the positive trend in the external environment in financial markets and improvement in general liquidity, these arrangements have been and are expected to be concluded without necessitating guarantees from the UK Government, for which discussions had been ongoing for some time.

Tata Daewoo Commercial Vehicles

Total Volume Sales



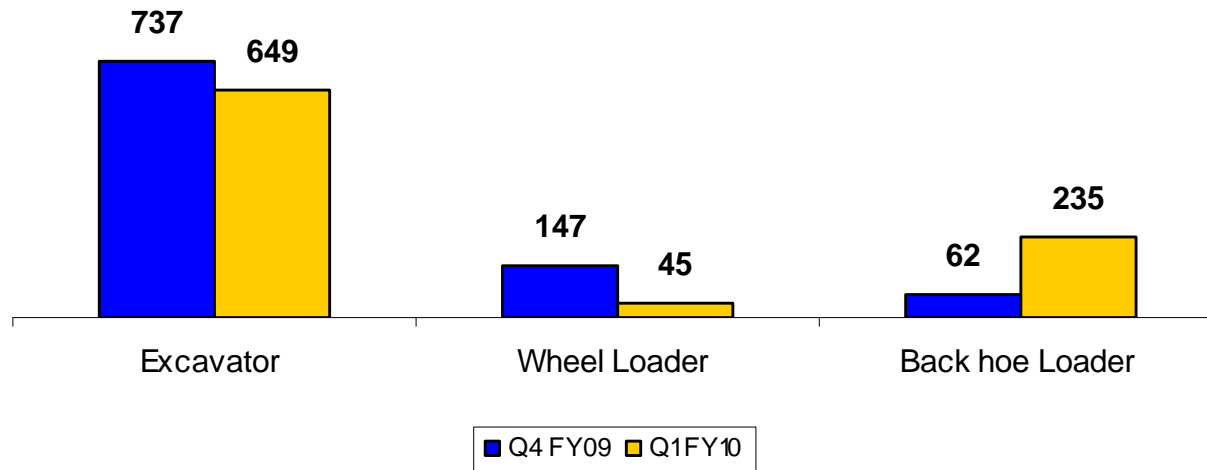
MHCV Market Share



- ▶ Marginal pick up in the economic activities drive volumes to grow 58% from the lows of Q4FY09. On a y-o-y basis decline is contained at 25%.
- ▶ TDCV's market share increased from 25% to 28% due to aggressive marketing activities.
- ▶ Capacity Utilization at TDCV also increased to 44.1% in Q1FY10 from 23.6% in Q4FY09.
- ▶ World Truck scheduled to be launched shortly in South Korea
- ▶ Government's stimulus measures expected to aid see gradual improvement in economy in coming quarters.

Construction Equipment Business – Telcon

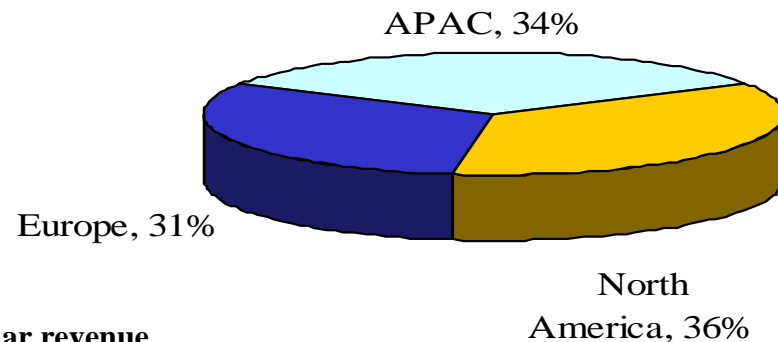
Total Volume Sales



- ▶ Large excavators & Cranes witness growth while concern remains on Midi range
- ▶ Increase in Infrastructure spend to drive growth in Indian business while improvement of global sentiment support European business revival
- ▶ Discounts and promotional expenses expected to show moderation in coming months
- ▶ Kharagpur plant coming up as per plan. Commercial production expected in Q3.
- ▶ Two new excavators and a backhoe loader were launched during the quarter

Engineering Design Services : TATA Technologies

Revenue Distribution*



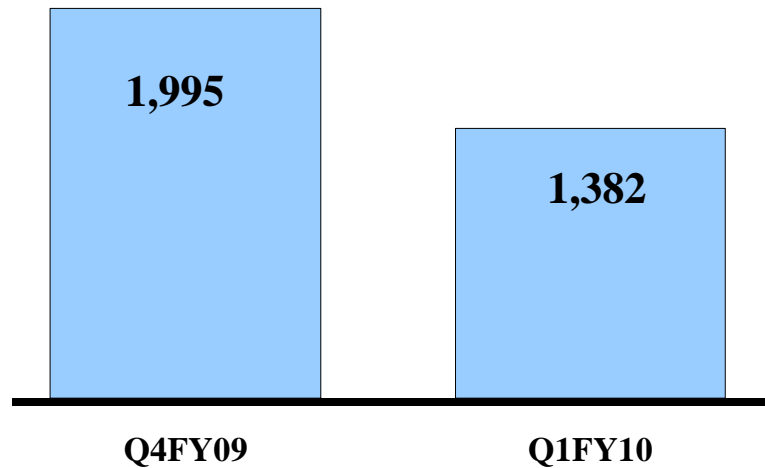
Customer Analysis

Revenue %	Q1FY09	Q1FY10
Top 1 customer	17.62%	21.73%
Top 5 customers	36.94%	46.12%
Top 10 customers	50.32%	54.18%

- ▶ New business growth continues to remain weak impacted by slowdown in global auto industry.
- ▶ However company's customer portfolio witnessed addition of some new names; continues to pursue new client growth across various geographies.
- ▶ Contribution to revenue from offshore activities witnessed marginal increase during the quarter

Vehicle Financing : Tata Motor Finance

TMF Disbursement (Rs. Cr)






- ▶ Combined disbursements (TMF) for Q1FY10 were Rs. 1,382 Cr a decline of 31% from Rs 1995 Cr in Q4FY09
- ▶ Disbursement decline in line with reduction in sales of Tata Motors and also due to entry of newer NBFC and banks in the market
- ▶ The book size at the end of June'09 for TMFL and TML (Vehicle Financing) stood at ~Rs 5,800 Cr and ~Rs.1800 Cr respectively.
- ▶ NIM of vehicle financing business (TMF) was ~ 6.6%



Auto Components : HVAL and HVTL

- ▶ Q1FY10 performance impacted by lower volume on the back of continuing decline in MHCV sales.
- ▶ Significant reduction in variable costs achieved to combat slowdown.
- ▶ Recovery in the domestic Commercial Vehicles market to drive future growth

Subsidiary Financials

Rs Cr	Revenue		EBITDA		PAT	
	Q1FY09	Q1FY10	Q1FY09	Q1FY10	Q1FY09	Q1FY10
	810	667	76	40	46	18
% change		-17.7%		- 47.4%		-60.9%
 *	578	390	108	(1.1)	67.9	(.43)
% change		-32.5%		-101.0%		-107.1%
	277	246	12	14	9.9	4.8
% change		-11.2%		16.7%		-51.5%

Note: Revenue and EBITDA figures exclude other income

* Telcon : Q1FY10 refer to consolidated results while Q1FY09 is that of standalone performance. Hence the financials are not comparable to that extent.

Subsidiary Financials

<i>Rs Cr</i>	Revenue		EBITDA		PAT	
	Q1FY09	Q1FY10	Q1FY09	Q1FY10	Q1FY09	Q1FY10
TATA Motorfinance <i>driven by trust</i>	185	214	66	35	-9	-37
% change		15.7%		-47.0%		-330.2%
HV TRANSMISSIONS LIMITED	48	39	24	20	11	7
% change		-18.8%		-16.7%		-36.4%
HV AXLES LIMITED	52	44	29	25	13	10
% change		-15.4%		-13.8%		-23.0%

Note: Revenue and EBITDA figures exclude other income