

**Rs Cr. IndAS**

|   | Quarter ended March 31, 2021 |                     |                    |         |          | Quarter ended March 31, 2022 |          |                     |                    |         |          |
|---|------------------------------|---------------------|--------------------|---------|----------|------------------------------|----------|---------------------|--------------------|---------|----------|
|   | Tata                         |                     | Tata               |         | Others*  | Consolidated                 | Tata     |                     | Tata               |         |          |
|   | JLR                          | Commercial Vehicles | Passenger Vehicles | Others* |          |                              | JLR      | Commercial Vehicles | Passenger Vehicles | Others* |          |
| Revenue from operations                       | 66,075                       | 14,334              | 6,475              | 1,144   | 88,628   |                              | 48,023   | 18,529              | 10,491             | 1,396   | 78,439   |
| Grant income / incentives                     | 356                          | 40                  | 135                | 19      | 550      |                              | 491      | 69                  | 101                | (2)     | 660      |
| Expenses :                                    |                              |                     |                    |         |          |                              |          |                     |                    |         |          |
| Cost of materials consumed                    | (40,862)                     | (10,690)            | (5,333)            | (109)   | (56,993) |                              | (28,238) | (14,399)            | (8,930)            | 370     | (51,196) |
| Employee benefit expenses                     | (6,228)                      | (849)               | (272)              | (633)   | (7,983)  |                              | (6,049)  | (935)               | (347)              | (698)   | (8,029)  |
| Other expenses                                | (6,828)                      | (1,439)             | (549)              | (219)   | (9,035)  |                              | (5,156)  | (1,872)             | (481)              | (210)   | (7,719)  |
| Product development and engineering expenses  | (1,648)                      | (146)               | (130)              | 51      | (1,872)  |                              | (2,434)  | (263)               | (91)               | 35      | (2,752)  |
| Exchange gain / loss (realized)               | (536)                        | 4                   | (6)                | (20)    | (558)    |                              | (530)    | (41)                | (19)               | (8)     | (599)    |
| EBITDA  | 10,328                       | 1,255               | 321                | 833     | 12,737   |                              | 6,107    | 1,087               | 724                | 884     | 8,803    |
| Depreciation and amortization                 | (5,210)                      | (449)               | (504)              | (54)    | (6,217)  |                              | (5,295)  | (455)               | (602)              | (79)    | (6,432)  |
| Profit / loss from equity accounted investees | (81)                         | -                   | -                  | 6       | (74)     |                              | 33       | -                   | -                  | 74      | 107      |
| EBIT  | 5,037                        | 806                 | (184)              | 785     | 6,445    |                              | 845      | 632                 | 122                | 879     | 2,478    |
| Other income ( excl. grant income)            | (22)                         | 38                  | 8                  | 117     | 142      |                              | 43       | 49                  | (16)               | 167     | 242      |
| Finance cost                                  | (746)                        | (125)               | (29)               | (1,245) | (2,145)  |                              | (1,022)  | (136)               | (70)               | (1,167) | (2,395)  |
| Unrealized FX, Unrealized commodities         | 1,211                        | 2                   | 10                 | (37)    | 1,187    |                              | 135      | 62                  | 6                  | (49)    | 154      |
| PBT (bei) (Incl share of JV and Associates)   | 5,481                        | 721                 | (194)              | (379)   | 5,629    |                              | 1        | 607                 | 42                 | (170)   | 480      |
| EBITDA Margin                                 | 15.6%                        | 8.8%                | 5.0%               | NA      | 14.4%    |                              | 12.7%    | 5.9%                | 6.9%               | NA      | 11.2%    |
| EBIT Margin                                   | 7.6%                         | 5.6%                | -2.8%              | NA      | 7.3%     |                              | 1.8%     | 3.4%                | 1.2%               | NA      | 3.2%     |

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|   | Year ended March 31, 2021 |                     |                    |         |           | Year ended March 31, 2022 |          |                     |                    |           |
|---|---------------------------|---------------------|--------------------|---------|-----------|---------------------------|----------|---------------------|--------------------|-----------|
|   | Tata                      |                     | Tata               |         | Others*   | Consolidated              | Tata     |                     | Tata               |           |
|   | JLR                       | Commercial Vehicles | Passenger Vehicles | Others* |           |                           | JLR      | Commercial Vehicles | Passenger Vehicles | Others*   |
| Revenue from operations                       | 193,823                   | 33,104              | 16,606             | 6,262   | 249,795   | 187,697                   | 52,287   | 31,515              | 6,955              | 278,454   |
| Grant income / incentives                     | 1,344                     | 174                 | 382                | 19      | 1,918     | 1,468                     | 184      | 465                 | 7                  | 2,125     |
| Expenses :                                    |                           |                     |                    |         |           |                           |          |                     |                    |           |
| Cost of materials consumed                    | (120,335)                 | (23,935)            | (13,654)           | (367)   | (158,292) | (114,340)                 | (39,999) | (26,348)            | (199)              | (180,886) |
| Employee benefit expenses                     | (20,873)                  | (3,407)             | (1,044)            | (2,324) | (27,648)  | (23,081)                  | (3,745)  | (1,272)             | (2,711)            | (30,809)  |
| Other expenses                                | (21,629)                  | (4,206)             | (1,644)            | (594)   | (28,073)  | (23,074)                  | (6,180)  | (2,436)             | (1,047)            | (32,737)  |
| Product development and engineering expenses  | (4,772)                   | (334)               | (296)              | 175     | (5,227)   | (8,533)                   | (594)    | (280)               | 198                | (9,209)   |
| Exchange gain / loss (realized)               | (2,013)                   | (3)                 | (19)               | (41)    | (2,077)   | (77)                      | (21)     | 14                  | (13)               | (97)      |
| EBITDA  | 25,545                    | 1,393               | 331                | 3,128   | 30,397    | 20,060                    | 1,932    | 1,659               | 3,189              | 26,840    |
| Depreciation and amortization                 | (19,742)                  | (1,701)             | (1,914)            | (189)   | (23,547)  | (20,577)                  | (1,743)  | (2,305)             | (211)              | (24,836)  |
| Profit / loss from equity accounted investees | (363)                     | -                   | -                  | (16)    | (379)     | (206)                     | -        | -                   | 132                | (74)      |
| EBIT  | 5,440                     | (309)               | (1,584)            | 2,923   | 6,471     | (722)                     | 189      | (646)               | 3,110              | 1,931     |
| Other income ( excl. grant income)            | 126                       | 111                 | 30                 | 458     | 725       | 134                       | 120      | 41                  | 634                | 929       |
| Finance cost                                  | (2,438)                   | (305)               | (223)              | (5,131) | (8,097)   | (3,742)                   | (494)    | (222)               | (4,868)            | (9,326)   |
| Unrealized FX, Unrealized commodities         | 3,798                     | (5)                 | 50                 | (34)    | 3,809     | 142                       | 53       | (30)                | (145)              | 19        |
| PBT (bei) (Incl share of JV and Associates)   | 6,927                     | (508)               | (1,727)            | (1,785) | 2,908     | (4,189)                   | (133)    | (857)               | (1,270)            | (6,448)   |
| EBITDA Margin                                 | 13.2%                     | 4.2%                | 2.0%               | NA      | 12.2%     | 10.7%                     | 3.7%     | 5.3%                | NA                 | 9.6%      |
| EBIT Margin                                   | 2.8%                      | -0.9%               | -9.5%              | NA      | 2.6%      | -0.4%                     | 0.4%     | -2.0%               | NA                 | 0.7%      |