

Mr. Pisharody's interaction with Ms. Farah Bookwala from CNBC-TV18

- **News Anchor – CNBC-TV18**
- Onto the big CNBC-TV18 exclusive now Ravi Pisharody, the Executive Director, Commercial Vehicles at Tata Motors says they expected 20-25% growth in the international business in FY `17. In an exclusive conversation with my colleague Farah Bookwala Vhora, he says the company has a lot of defence orders and products in the pipeline. Listen in.
- **Mr. RAVI PISHARODY – Executive Director (Commercial Vehicles), Tata Motors**
- We also need de-risk our domestic business, the domestic business is contributing to almost 85%, it is large. And international business while it is growing it is not sizeable enough to offset the downturn in domestic so that's one of the strategies we are focusing on. For instance, this year we will see a strong growth of international business to the extent of 20-25% which will be the second year in succession. Defence is the third leg so if you look at what are the counter cyclical businesses we might have, international business is one, defence business for instance on the basis of 1 or 2 orders, our turnover in defence is just doubling this year. We have a lot of products and orders in the pipeline.
- **Ms. FARAH BOOKWALA VHORA – CNBC-TV18**
- Sir, you know, you ended last year with exports of about 54,000 units. So at what volume level do you think you would be comfortable enough to offset the downturn in the domestic market? And how long would it take Tata Motors to get there?
- **Mr. RAVI PISHARODY – Executive Director (Commercial Vehicles), Tata Motors**
- So till about 3-4 years ago export was not as profitable as domestic business. We have corrected that and fortunately the exchange rate scenario in India has also gone in a direction that our export contributions are equal to the domestic contribution so it is a profitable business. Today it is at 15-16% off the total company business.
- **Ms. FARAH BOOKWALA VHORA – CNBC-TV18**
- Total pie.
- **Mr. RAVI PISHARODY – Executive Director (Commercial Vehicles), Tata Motors**
- We are expecting to be 25% in 2 years time and over time we do expect it to grow to 40-50%. In a 3 year timeframe we expect the volume to be about 100,000 then going on to 150,000 somewhere down the line.
- **Ms. FARAH BOOKWALA VHORA – CNBC-TV18**

- Coming to the diesel ban issue, now the broad definition of the 2000cc diesel ban in Delhi-NCR region means over a period of time even commercial vehicles were drawn under the ambit of the ban. Now that the Supreme Court has taken cognizance of Mercedes' plea and has struck down the diesel ban in Delhi-NCR in lieu of 1% green cess, what is the locus standi of the plea that you had made in the NGT? And are you still pursuing that or are you going by the Supreme Court's verdict so would that mean that commercial vehicles are also liable to pay the 1% green cess?
- **Mr. RAVI PISHARODY – Executive Director (Commercial Vehicles), Tata Motors**
- So firstly, it's my perception that the initial sort of position that diesel vehicle should not be registered, above 2000cc should not be registered in the Delhi or NCR area was not really intended for commercial vehicles. However, some interpretations made commercial vehicles also come under the ambit. We had tried to seek clarification but it was not really forthcoming. And now of course the issue has been settled as far as the car business is concerned that there is no restriction now but there is a 1% cess. Our early understanding of the execution was that the commercial vehicle will also be attracting 1% cess if you believe was never the intent. So we did, we are taking it up with the authorities to have clarification. If you ask me right now, I don't know what's the position, whether the 1% is being charged or not. But if it is being charged we definitely intend to take it up that it is not really something which is what was intended in the legislation in the first place.
- **END**