

# **TATA MOTORS GROUP FINANCIAL RESULTS**

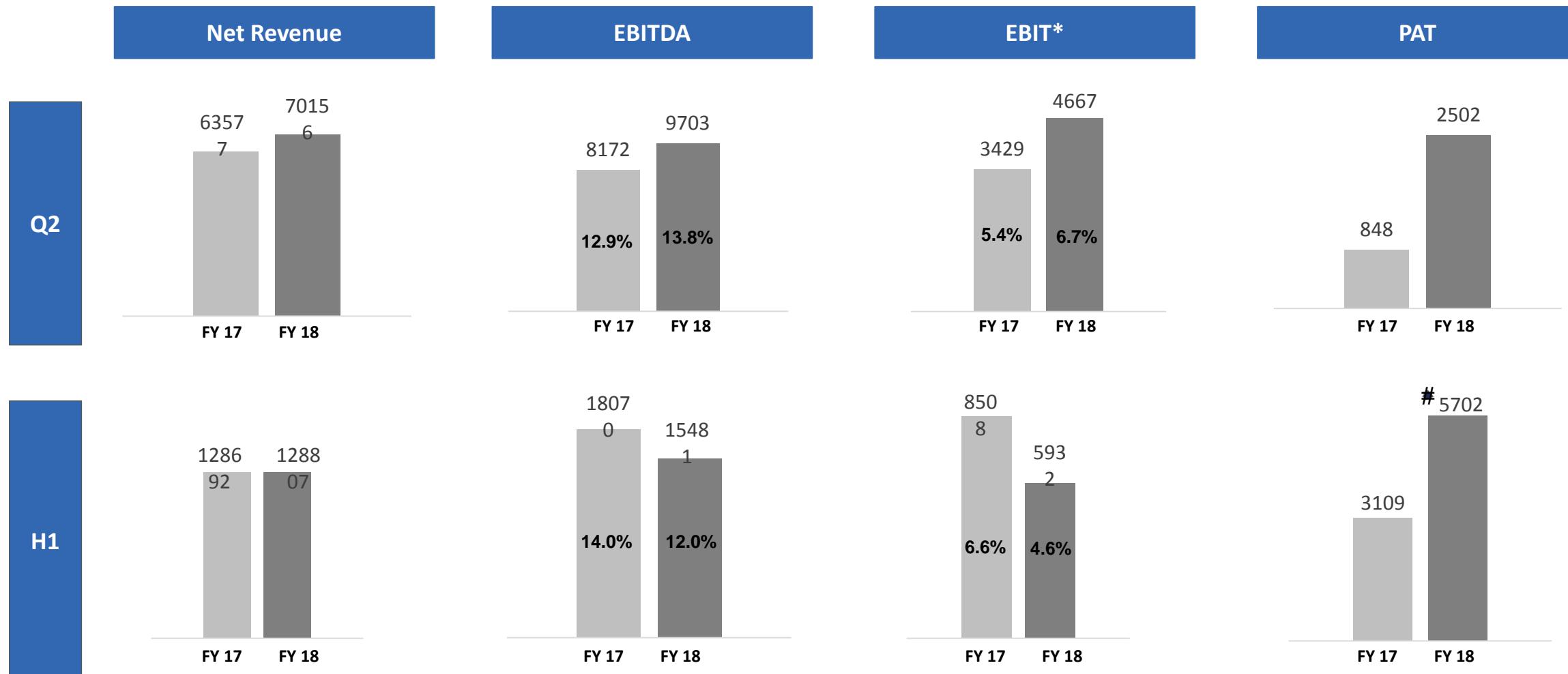
## **Q2 and H1 FY18**



# **TATA MOTORS – CONSOLIDATED FINANCIALS**

**VIJAY SOMAIYA**

## Tata Motors registers 10% growth in consolidated revenue, 195% growth in consolidated PAT (Q-o-Q)

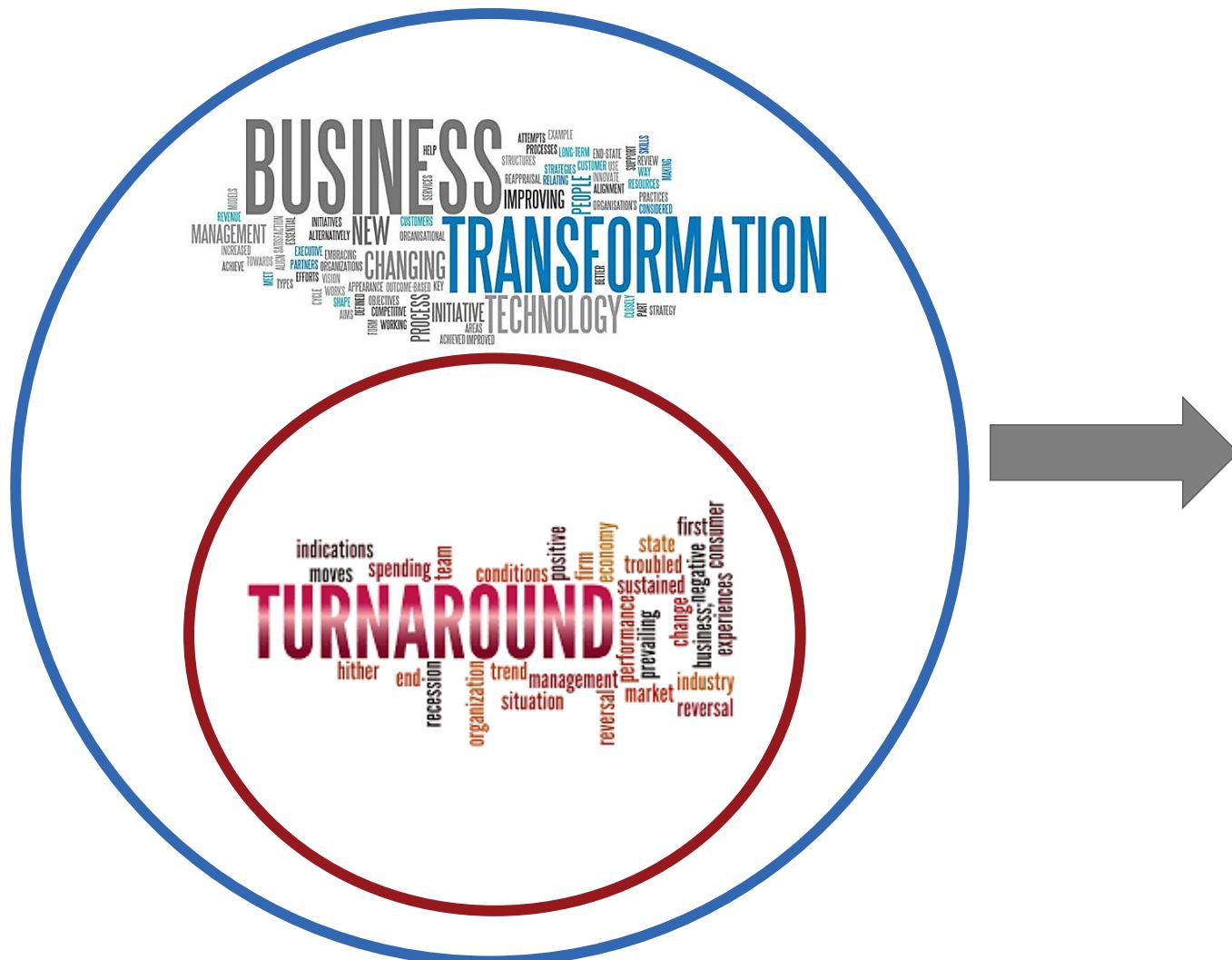


\*EBIT includes Share of profit of Joint Ventures and associates

# TATA MOTORS STANDALONE

GUENTER BUTSCHEK

**Our single minded focus on ‘TURNAROUND’ has started to deliver results**



- M-o-M improvement in sales and market share in Q2
- Highest sales achieved in September 2017 in PV since Nov 2012 and in CV since June 2014
- ImpACT projects delivering strong contribution to bottom line improvement
- Intensified market activation through 'on-the-ground' activities and stakeholder engagement
- Positive change in brand perception in PV

## Q2 Domestic sales up by 22% Y-O-Y, leading to strengthening of market share

**26%**  
INCREASE



Commercial Vehicles Domestic  
- 95,297 vs 75,636 units

**14%**  
INCREASE



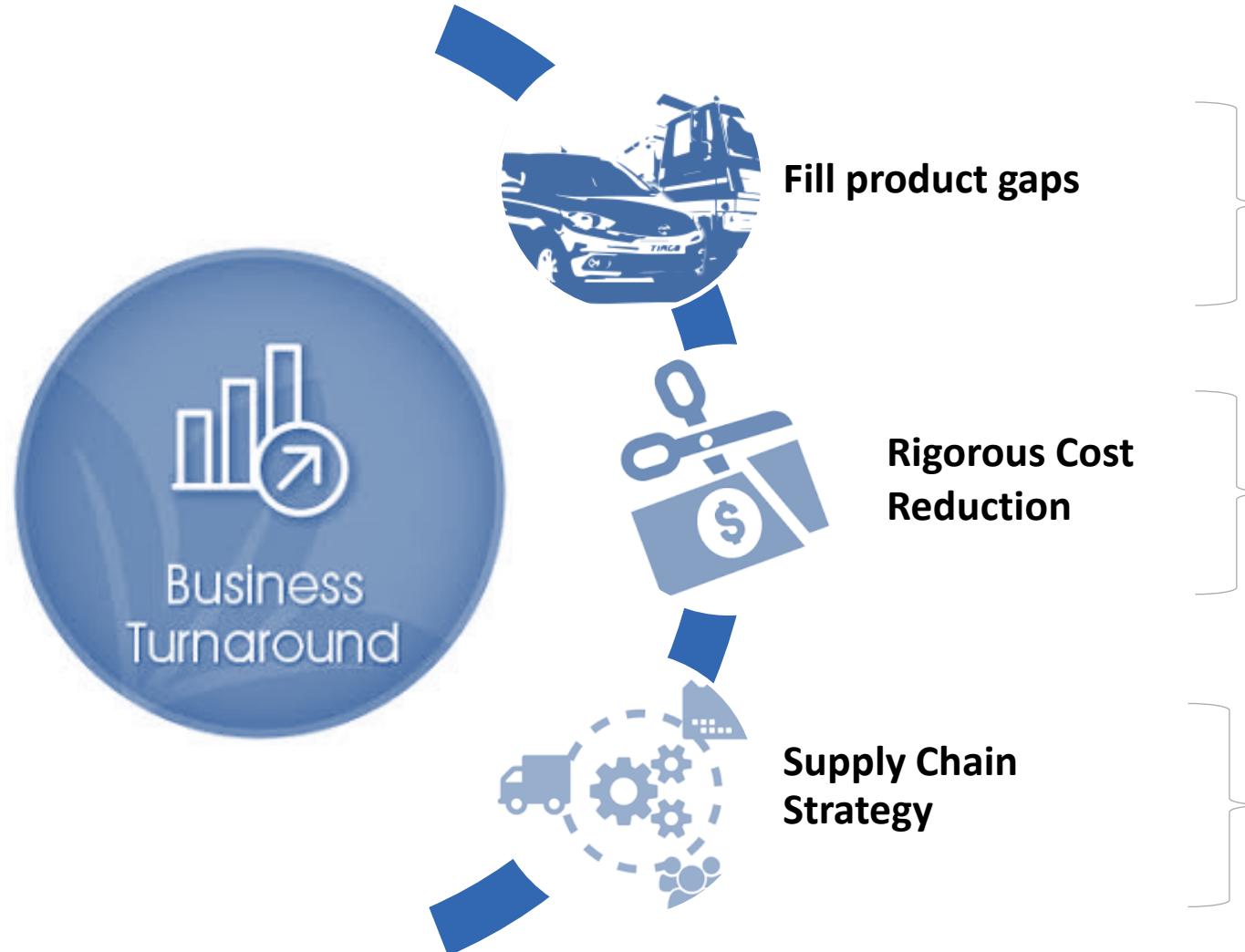
Passenger Vehicles Domestic  
- 47,007 vs 41,108 units

**22%**  
INCREASE



Tata Motors Domestic  
- 1,42,304 vs 1,16,744 units

## Key actions being implemented under TURNAROUND



- Slew of aggressive launches across segments gaining strong market acceptance
- Steep ramp up of production to support higher sales

- Cost reduction drive across product lines
- Structural improvement in operational efficiency and productivity

- Approach initiated on supplier base consolidation

## CV Business continues to exceed customer expectations on the back of strong product portfolio

### SCV + PU



Zip XL



Ace XL



Mega XL



Yodha range – SC / DC / 4x4

### PASSENGER



Ultra AMT



Series Hybrid Bus



Magic Express

### MHCV



LPTK 2518



LPT 3718



LPK 2518 HD



LPS 4923



LPTK 3118

### ILCV



ULTRA 1518



LPT 709 CNG



ULTRA 814



ULTRA 1014



LPK 1212, LPK 912

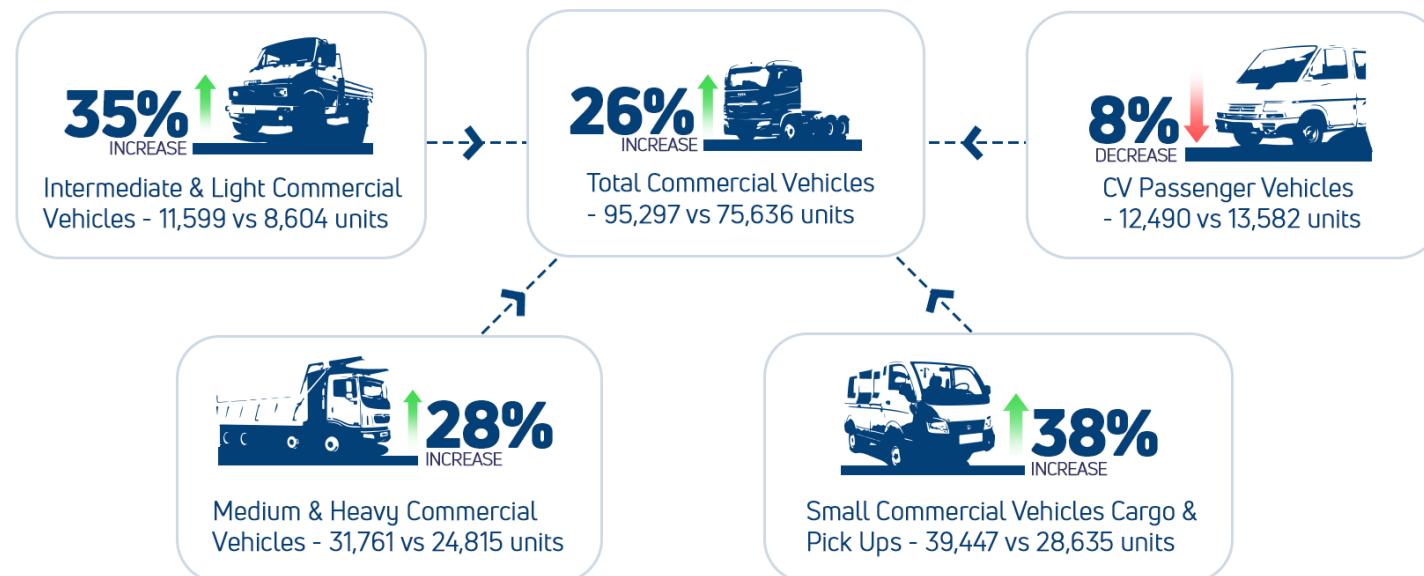
## Strong volume growth in CV Q-o-Q, supported by steep production ramp up

### Macro Factors

1 Infrastructure development led by government funding, Swachh Bharat drive

2 Restriction on overloading in certain states has led to spike in demand for high tonnage vehicles

3 Growth in e-commerce segments



### TML Actions

1 Ramp up of production in Q2 by >70%

2 New launches in SCV, ILCV, MHCV (37 & 49T)

3 Continued superiority in technology (SCR solutions) and fuel economy



## Positive momentum continues in PVBU on the back on new product launches



Passenger Vehicles Domestic  
47,007 vs 41,108 units

### Market Share

flat (Y-O-Y)

0.2% (Q-O-Q)



1

Structural shift in customer group towards personal segment driving growth

2

New compact SUV - Nexon is receiving tremendous response

3

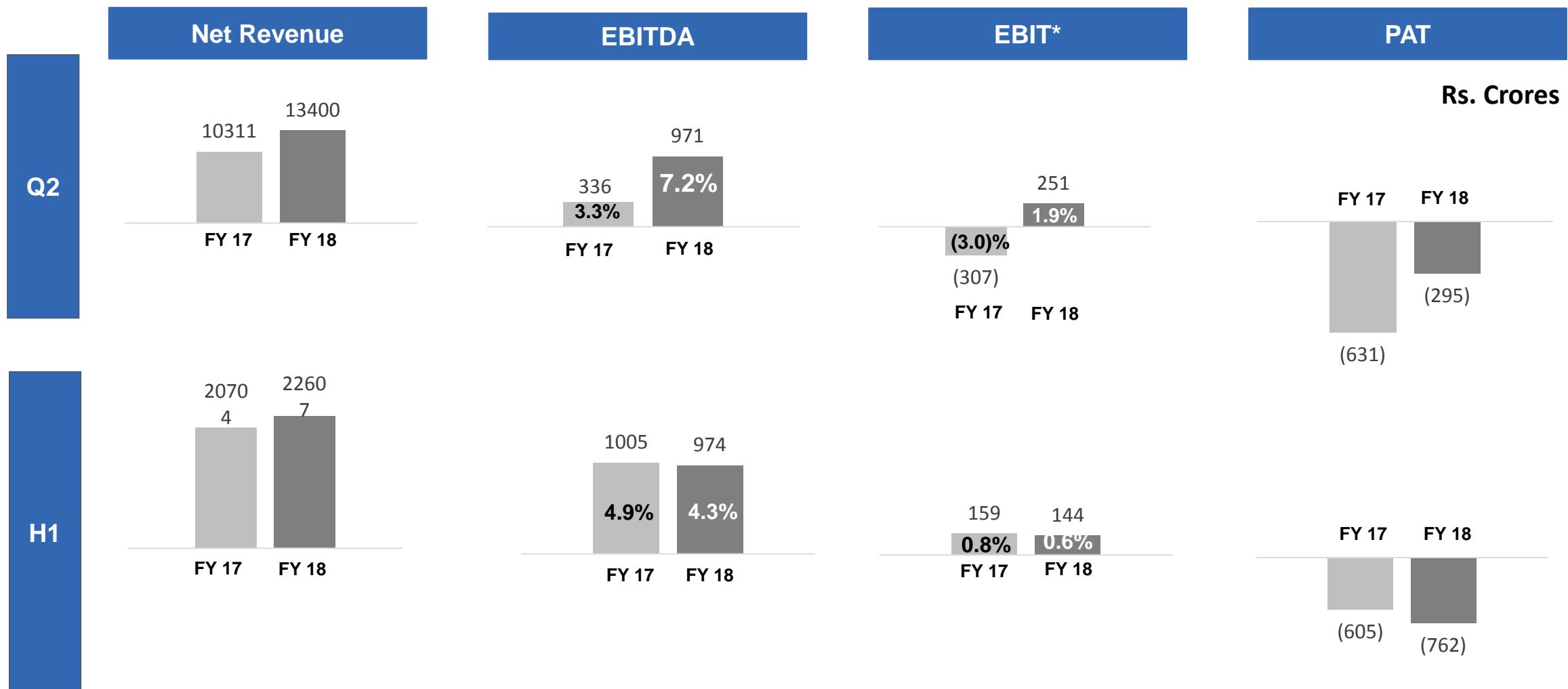
RANK 2 in JDP CSI scores (highest ever)  
Improved NPS, Brand perception

## Tata TIGOR 'Electric' leads the path towards the future e-mobility of India

- Tata Motors won the **recent tender of 10,000 electric cars floated by** Energy Efficiency Services Limited (EESL), an entity under Ministry of Power
- The company **qualified as L1 in the midst of stiff competition**, where many other OEM's couldn't qualify because of lack of an adequate solution



## High volumes, favourable product mix & rigorous cost reduction has led to positive EBIT



\*includes Joint Operations (Tata Cummins and Fiat)

## Outlook...More to come



- 1 Our “Impact” design leads the change in brand perception of passenger vehicles
- 2 Network expansion to build reach and sales effectiveness
- 3 Continued focus on customer engagement and satisfaction
- 4 Rigorous cost reduction drive to further boost the bottom-line
- 5 Structural improvement of supplier base
- 6 Connecting the aspirations of our customers

**TATA MOTORS**  
Connecting Aspirations