

TATA MOTORS GROUP FINANCIAL RESULTS

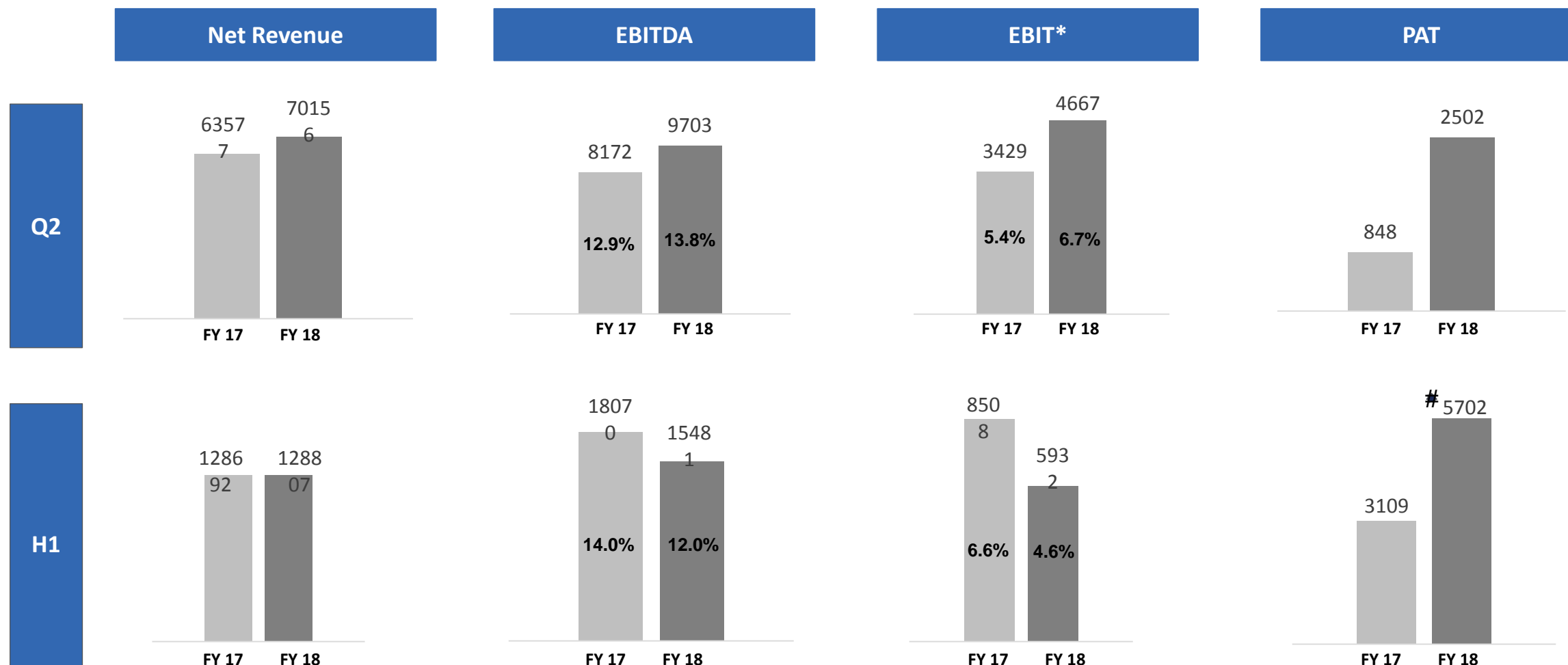
Q2 and H1 FY18



TATA MOTORS – CONSOLIDATED FINANCIALS

VIJAY SOMAIYA

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



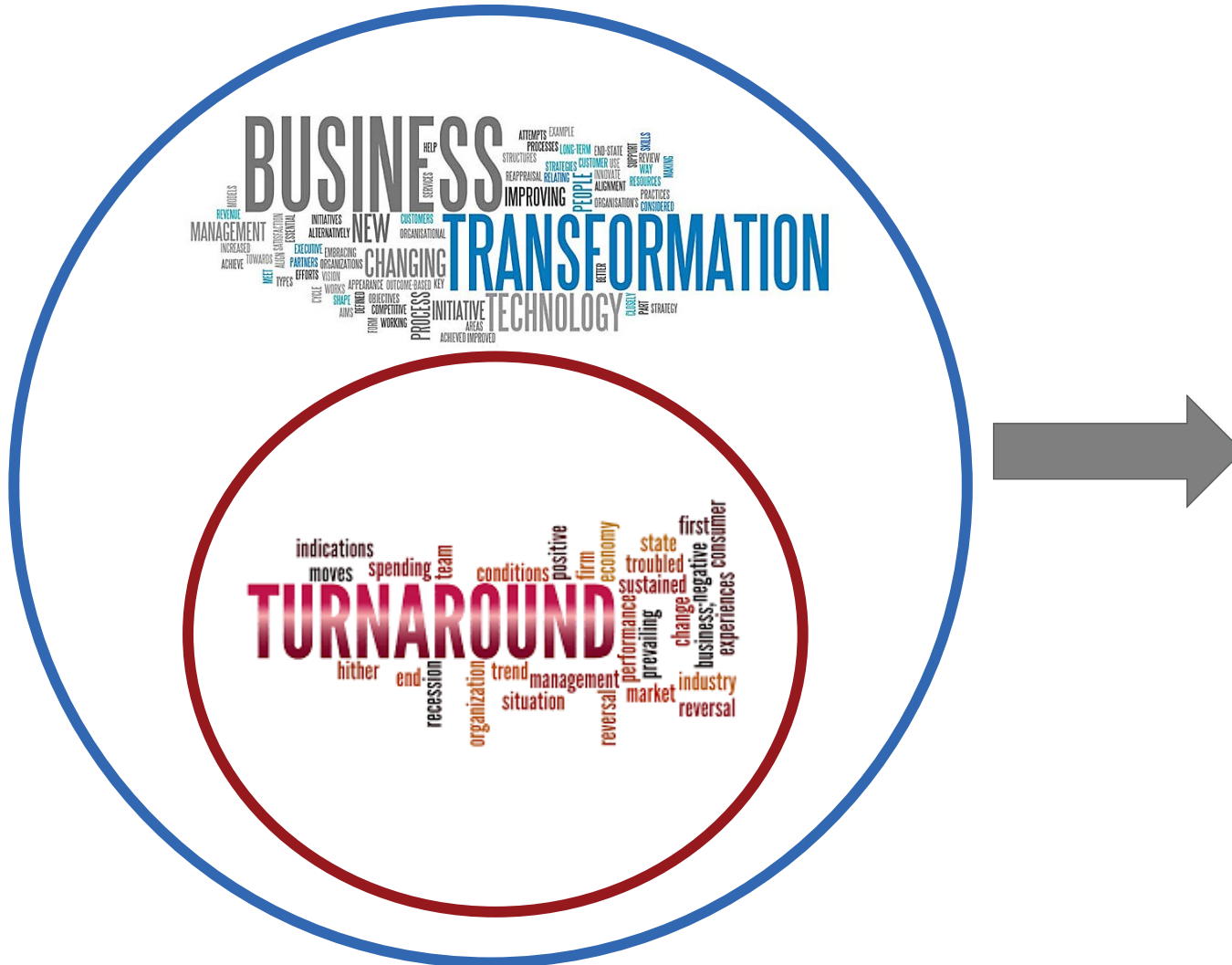
Includes Rs. 3,609 crores of credit relating to changes made to the Company's pension plans in Q1 FY18

*EBIT includes Share of profit of Joint Ventures and associates

TATA MOTORS STANDALONE

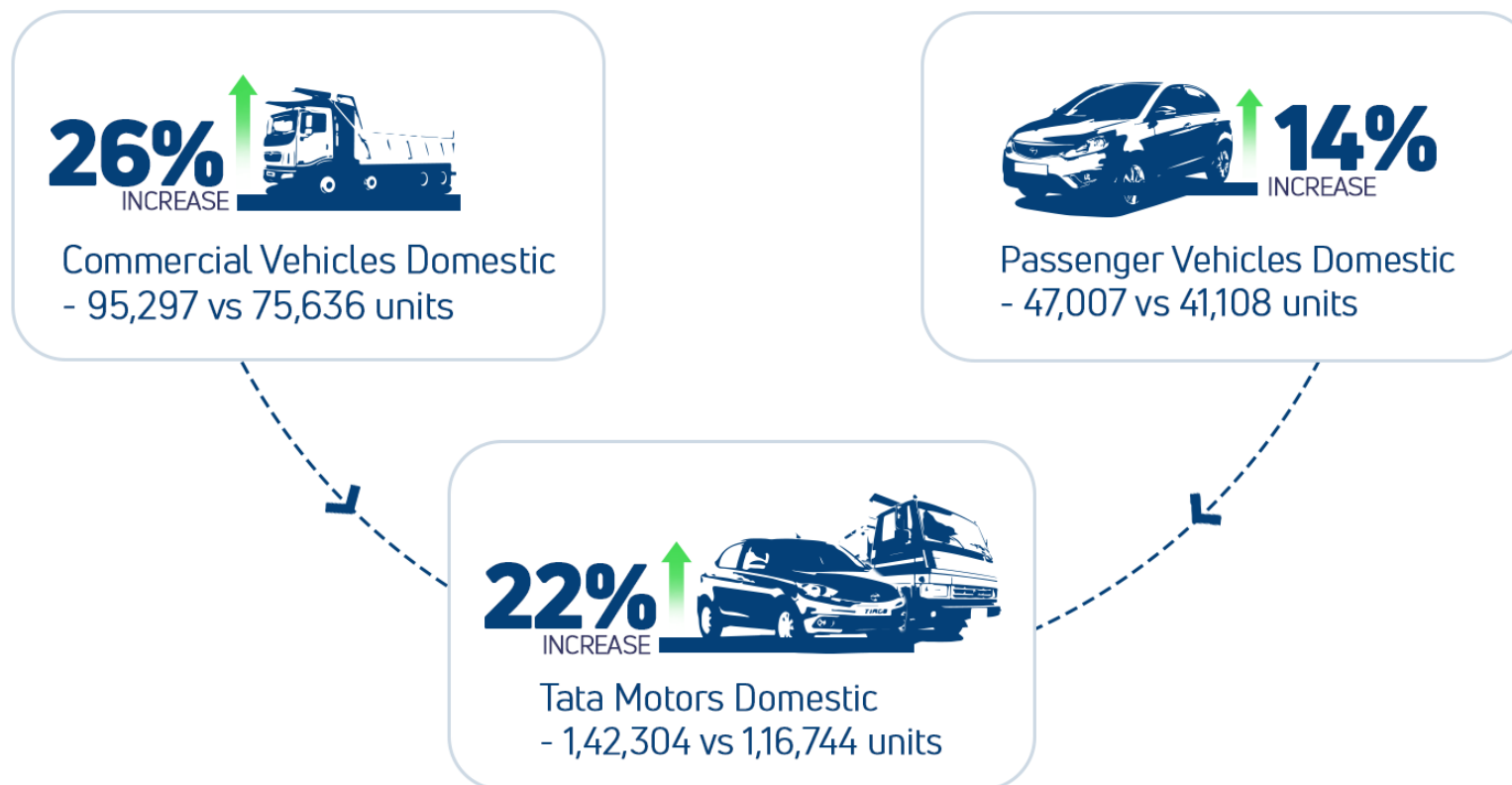
GUENTER BUTSCHEK

Our single minded focus on 'TURNAROUND' has started to deliver results

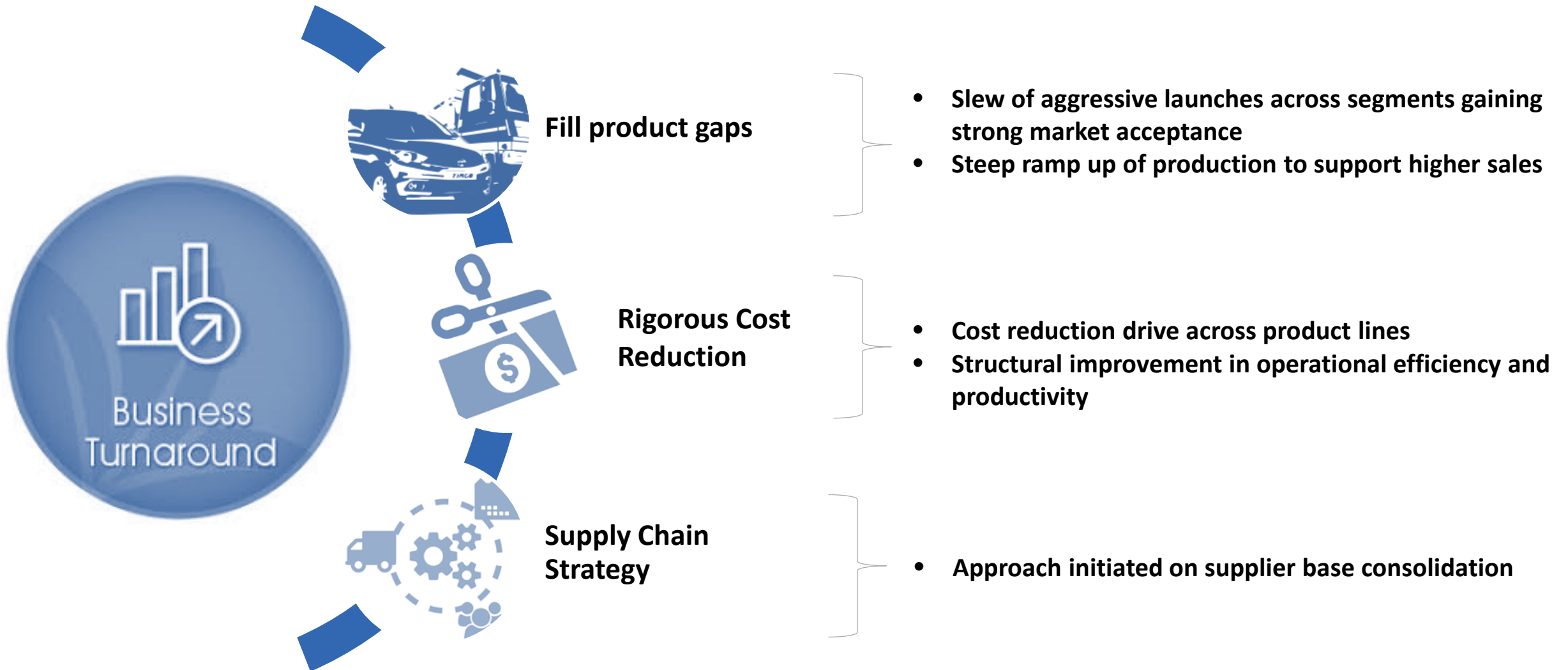


- M-o-M improvement in sales and market share in Q2
- Highest sales achieved in September 2017 in PV since Nov 2012 and in CV since June 2014
- ImpACT projects delivering strong contribution to bottom line improvement
- Intensified market activation through 'on-the-ground' activities and stakeholder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

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



Key actions being implemented under TURNAROUND



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



**Series Hybrid
Bus**



Ultra AMT



Magic Express

MHCV



LPTK 2518



LPK 2518 HD



LPTK 3118



LPT 3718



LPS 4923

ILCV



ULTRA 1518



ULTRA 814



LPT 709 CNG



ULTRA 1014

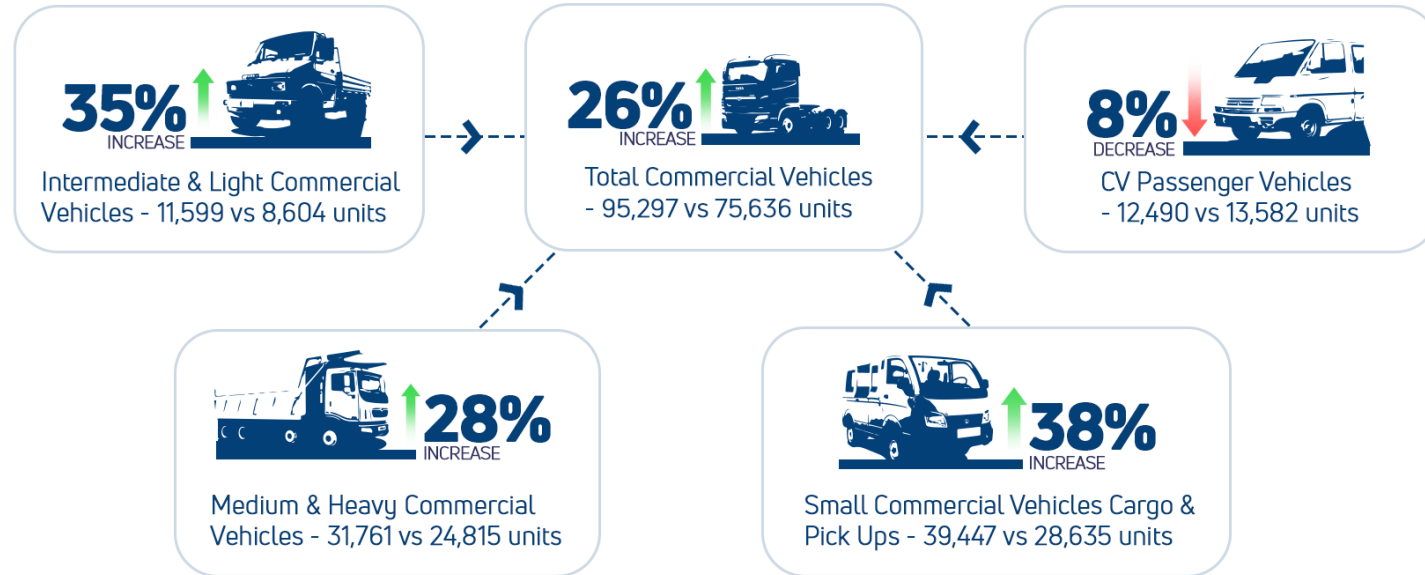


LPK 1212, LPK 912

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

Market Share

1.7% (Y-O-Y)
3.9% (Q-O-Y)

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)

TIGOR



NEXON



TIAGO



HEXA



1 Structural shift in customer group towards personal segment driving growth

2 New compact SUV - Nexon is receiving tremendous response

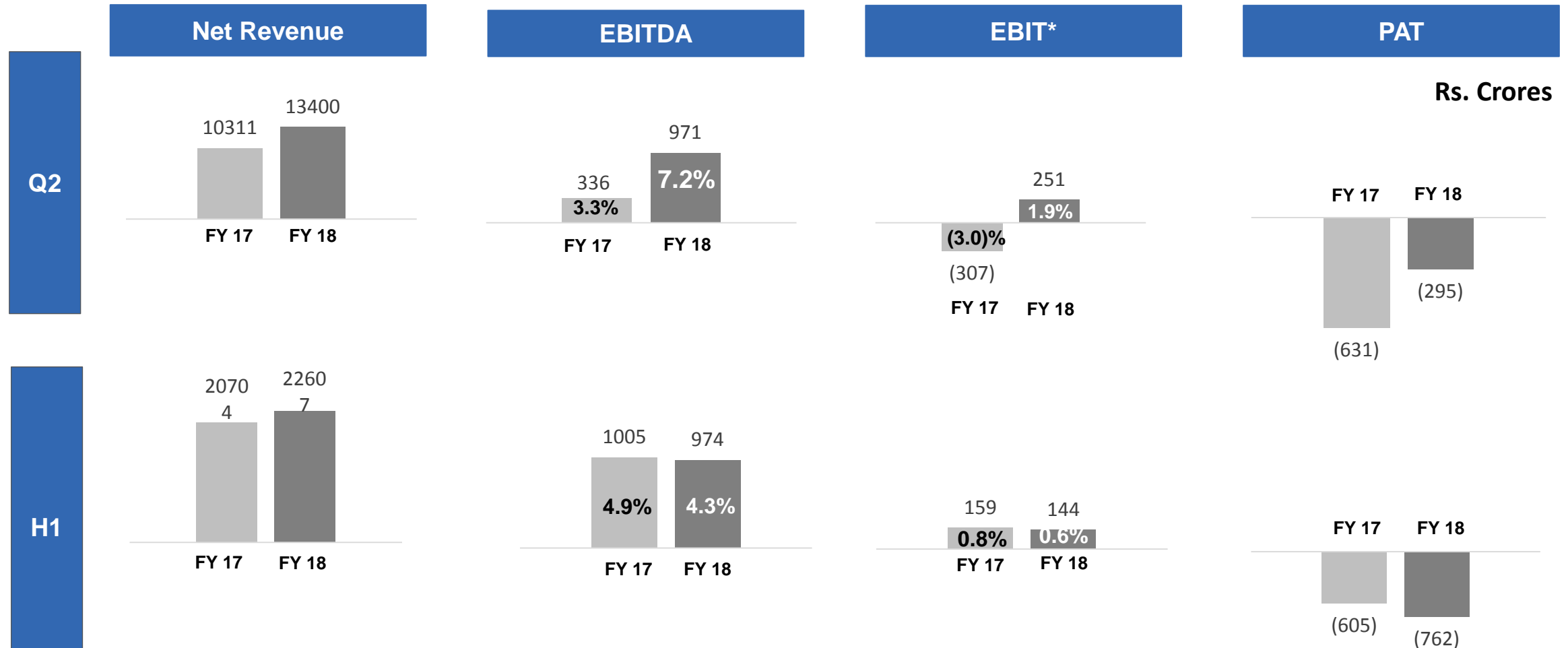
3 RANK 2 in JDP CSI scores (highest ever)
Improved NPS, Brand perception

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

The image features the Tata Motors logo and tagline centered on a solid blue background. A grid of small white dots is overlaid on the background, creating a textured effect. The logo 'TATA MOTORS' is in a bold, white, sans-serif font. Below it, the tagline 'Connecting Aspirations' is written in a smaller, white, sans-serif font.

TATA MOTORS

Connecting Aspirations