

TATA MOTORS



Q2 FY 16 Press Presentation

November 6th 2015



Statements in this presentation describing the objectives, projections, estimates and expectations of the Company i.e. Tata Motors Ltd and its direct and indirect subsidiaries and its associates may be “forward looking statements” within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company’s operations include, among others, economic conditions affecting demand / supply and price conditions in the domestic and overseas markets in which the Company operates, changes in Government regulations, tax laws and other statutes and incidental factors

Q2 FY16 represents the period from 1st July 2015 to 30th September 2015

Q2 FY15 represents the period from 1st July 2014 to 30th September 2014

H1 FY 16 represents the period from 1st April 2015 to 30th September 2015

H1 FY 15 represents the period from 1st April 2014 to 30th September 2014

Financials (other than JLR) contained in the presentation are as per Indian GAAP.

JLR Financials contained in the presentation are as per IFRS as approved in the EU

Table of Contents



Financial Highlights



Tata Motors Group-India Business



Tata Motors Group-Jaguar Land Rover



Tata Motors Group-Way Forward

Financial Highlights

Tata Motors Group- Consolidated (Rs in Crores)

Q2 FY16 Q2 FY15

Net Revenue	61,318	60,641
EBITDA	7,725	10,312
EBITDA %	12.6	17.0
PBT (before exceptional)	1,538	5,644
PBT	(1,115)	5,671
PAT	(430)	3,291

H1 FY16 H1 FY15

Net Revenue	1,22,620	1,25,169
EBITDA	17,540	22,056
EBITDA %	14.3	17.6
PBT (before exceptional)	6,014	13,079
PBT	3,244	13,199
PAT	2,339	8,689

Tata Motors Group-India Business (Rs in Crores)

Q2 FY16 Q2 FY15

Net Revenue	10,501	8,752
EBITDA	709	(142)
EBITDA %	6.8	(1.6)
PBT (before exceptional)	(157)	(1,080)
PBT	(285)	(1,107)
PAT	(287)	(1,846)

H1 FY16 H1 FY15

Net Revenue	19,799	16,456
EBITDA	1,150	(357)
EBITDA %	5.8	(2.2)
PBT (before exceptional)	130	(662)
PBT	(16)	(714)
PAT	(30)	(1,452)

Tata Motors Group-Jaguar Land Rover (IFRS) (GBP Million)

Q2 FY16 Q2 FY15

Net Revenue	4,831	4,808
EBITDA	589	933
EBITDA %	12.2	19.4
PBT (before exceptional)	88	609
PBT	(157)	609
PAT	(92)	450

H1 FY16 H1 FY15

Net Revenue	9,833	10,161
EBITDA	1,410	2,020
EBITDA %	14.3	19.9
PBT (before exceptional)	726	1,533
PBT	481	1,533
PAT	400	1,143

Net Automotive Debt/Equity as of Sep 15 end is 0.20

Net Debt/Equity as of Sep 15 end is 0.64

Net Debt/Equity as of Sep 15 end is (0.06)

Net Revenue excludes other income

Consolidated PAT is after minority interest and share of profit/(loss) in respect of associate companies.

TATA MOTORS

India Business Performance :-

India Business reported a significant improvement in Operating Margin to 6.8%, **which is an improvement of 840 bps Y-o-Y**. This broadly reflects :-

- Strong MHICV growth of 35.3 % (Y-o-Y)
- Ongoing cost reduction and other margin improvement initiatives

Jaguar Land Rover Business Performance :-

Jaguar Land Rover reported EBITDA of £ 589 mn (margin of 12.2%), down £344m from Q2 FY15 This broadly reflects:

- Less favourable sales mix offset partially by higher wholesale volume
- Higher manufacturing and launch cost
- Unfavourable FX revaluation, primarily Euro payables (£80mn)

TATA MOTORS



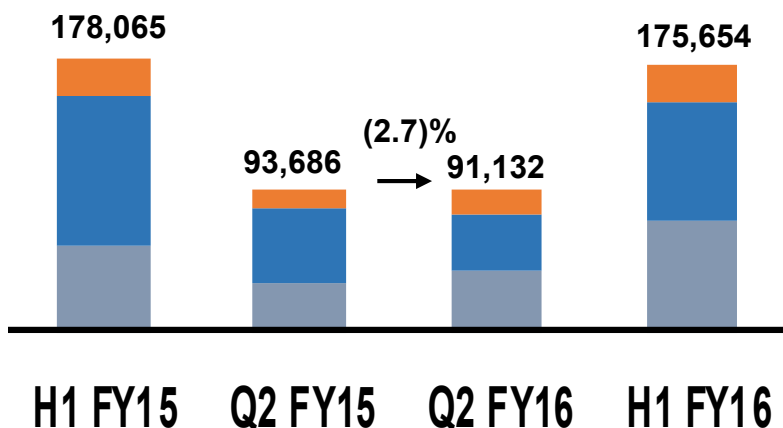
**Tata Motors Group –
India Business**

Tata Motors Group-India Business :-Commercial Vehicles

Strong MHCV growth along with other cost reduction and margin improvement initiatives led to the margin improvement of 840 bps Y-o-Y in the EBITDA margin of the Company

■ MHCV ■ LCV ■ Exports

CV	Q2FY16
MHCV(Dom.)	39,782
LCV(Dom.)	38,101
Exports	13249
Total	91,132



- **M&HCV Industry** witnessing strong demand conditions fuelled by replacement demand and moderate pre-buying ahead of regulation changes happening from October
- **Company's MHCV sales registered strong growth**
 - **MHCV Trucks – 36.9%**
 - **MHCV Buses – 22.5%**
 - **Market Share in M&HCV in Q2 FY 16 stood at 51.5 %**
- **Lacklustre demand in the SCV segment continues** to impact the LCV demand, adversely affected by weak financing environment and lack of last mile loads. **In the SCV segment , the company's market share remains above 75%.**
- Variable marketing expenses remain high in the Industry.
- Company launched the **ACE Mega**, an all-new Smart & Small Pick-up Truck. Company also launched the **Ultra 1012** ICV truck which has received very strong response
- TML reached the sales mark of 3 Lac Tata Magic, its most popular public transport vehicle
- International Business generates growth of 2.2 % (y-o-y) in Q2 FY 16. Growth momentum was affected in September by the adverse political situation & unrest in Nepal. Key events for the quarter were:-
 - Launch of **ULTRA range** of Trucks in Bangladesh, **Ace Express** in Sri Lanka and Myanmar Armed Forces placing an order for 450 Pickups for the 3rd consecutive year

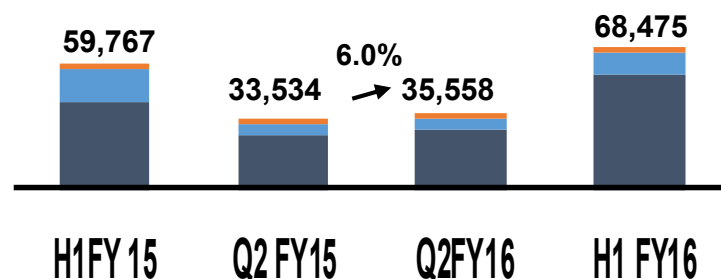


Tata Motors Group-India Business :-Passenger Vehicles

Our domestic market share in PV
for Q2 FY 16
stood at 5.1 %

- Cars
- Utility vehicles & Vans
- Exports

PV	Q2 FY16
Cars(dom.)	28,810
UVs & Vans(dom.)	5,293
Exports	1,455
Total	35,558



- **Passenger vehicle industry** witnessed a growth of **6.9 %** (y-o-y) in Q2 FY 16.
- In domestic market, passenger vehicles segment of the Company **grew 5.2 % (y-o-y) in Q2 FY 16 with a growth of 14.8% (y-o-y) in the car segment.**
- Domestic market share in the passenger vehicles stood at **5.1 % in Q2 FY 16**, with market share in car segment **increased by 20 bps (y-o-y) to 5.8 % in Q2 FY 16**
- International Business saw a growth of 29.1 % (y-o-y) in Q2 FY 16.
- **The Company has been ranked third in Syndicate JDP CSI 2015, Topline Analysis. Company is the fastest in the industry to jump to the 3rd position in the rankings. The elevation from 7th position in 2011 to 3rd position in 2015 is a testimony to the Company's focused efforts in this direction**





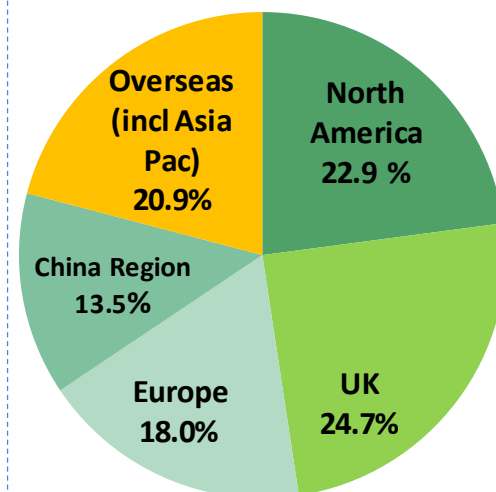
Tata Motors Group-Jaguar Land Rover



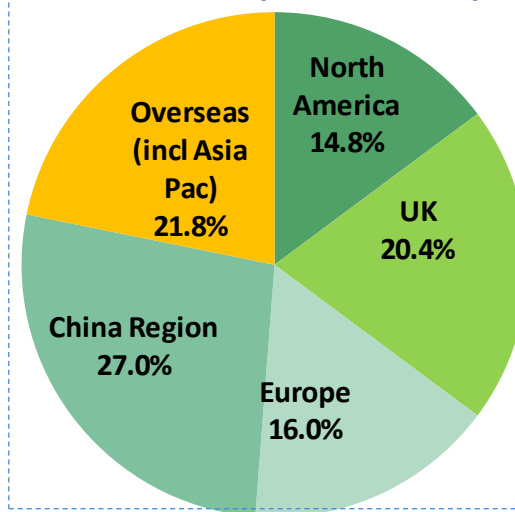
Tata Motors Group-Jaguar Land Rover

- Wholesales and Retail volumes for Q2 FY 16 stood at **111,160 units and 110,200 units**, respectively supported by strong wholesales (up 51% Y-o-Y) and retails (up 3% Y-o-Y) in September 2015.
- Revenue of £4,831mn, up slightly £23mn** – higher wholesale volumes with strong sales in UK, US and Europe (particularly Discovery Sport and XE), offset by softer sales in China
- EBITDA of £ 589 mn (margin of 12.2%)**, down £344m from Q2 FY15 primarily reflecting:
 - Less favourable sales mix offset partially by higher wholesale volume
 - Higher manufacturing and launch cost
 - Unfavourable FX revaluation, primarily Euro payables (£80mn)
- Total Capex and Product development spend for **the quarter was £ 775 mn**. After this spending and higher working capital, free cash flow (before financing) was £(225)mn.
- Cash and financial deposits stood at **£2.96bn** and a 5 year undrawn committed bank lines at **£1.87bn**
- PBT for Q2 FY16 before exceptional items was £88 million**, reflecting
 - Lower EBITDA**
 - Higher** depreciation and amortisation (£121mn) and finance expense (£31mn)
 - Unfavourable revaluation** of foreign currency debt and mark to market of unrealised FX and commodity hedges not eligible for hedge accounting under IAS 39 (£29mn)
- An exceptional charge of £245 mn** has been recognised for about 5,800 vehicles involved in the August Tianjin Port explosion. Insurance and other potential recoveries may take some months to conclude, so will only be recognized in future periods when paid or confirmed and have not been recognized in this period.

Q2 FY16 (Wholesales)

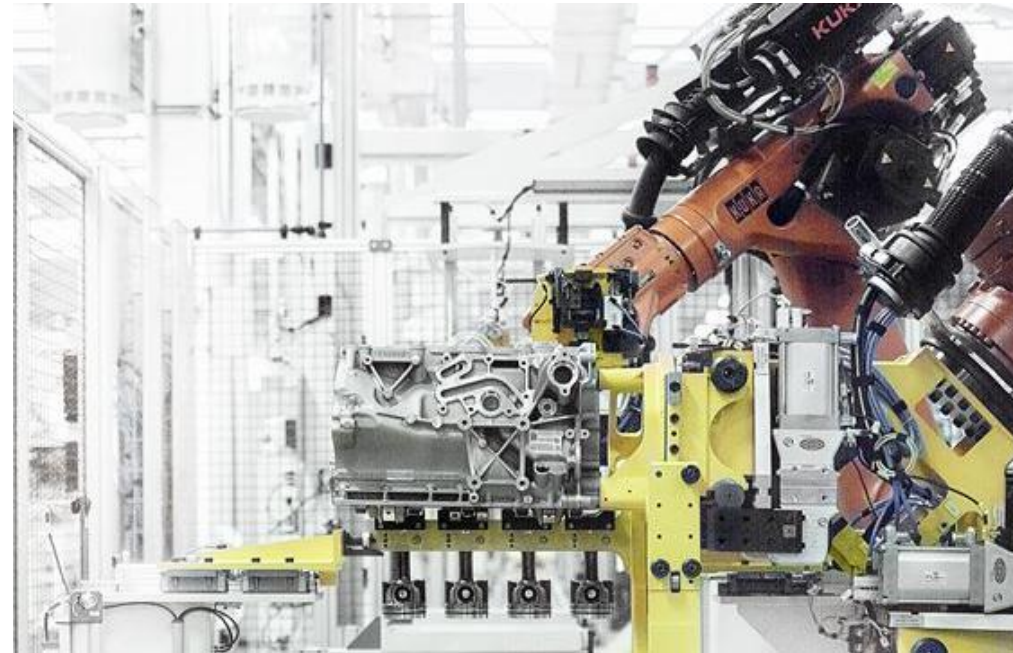


Q2 FY15 (Wholesales)



Tata Motors Group-Jaguar Land Rover- Diesel Technology

- Jaguar Land Rover does not use any emissions defeat devices or software.
- Diesel technology is a key enabler to fulfil CO2 and other emission targets worldwide.
- All our EU6 diesels, including our new Ingenium engines, use emissions after-treatment based on Selective Catalytic Reduction (SCR) to support meeting emissions targets worldwide.
- Jaguar Land Rover welcomes and supports a move to Worldwide Harmonized Light Vehicles Test Procedure (WLTP), including the planned introduction of real driving emissions (RDE) in 2017



Tata Motors Group-Jaguar Land Rover-Product Pipeline

EXCITING NEW PRODUCTS TO DRIVE FUTURE GROWTH



Discovery Sport – launched Feb 15



XE – Launched May 15 (US -2016)



Evoque 16MY – Launched Aug 15



All new lightweight XF – Launched Sep 15



XJ 16MY – Launching Q3 FY 2016



F-PACE – Launching 2016



TATA MOTORS

Tata Motors Group-Jaguar Land Rover-Exciting Products

THE NEW JAGUAR F-PACE

UNVEILED AT FRANKFURT MOTORSHOW - ON SALE IN 2016



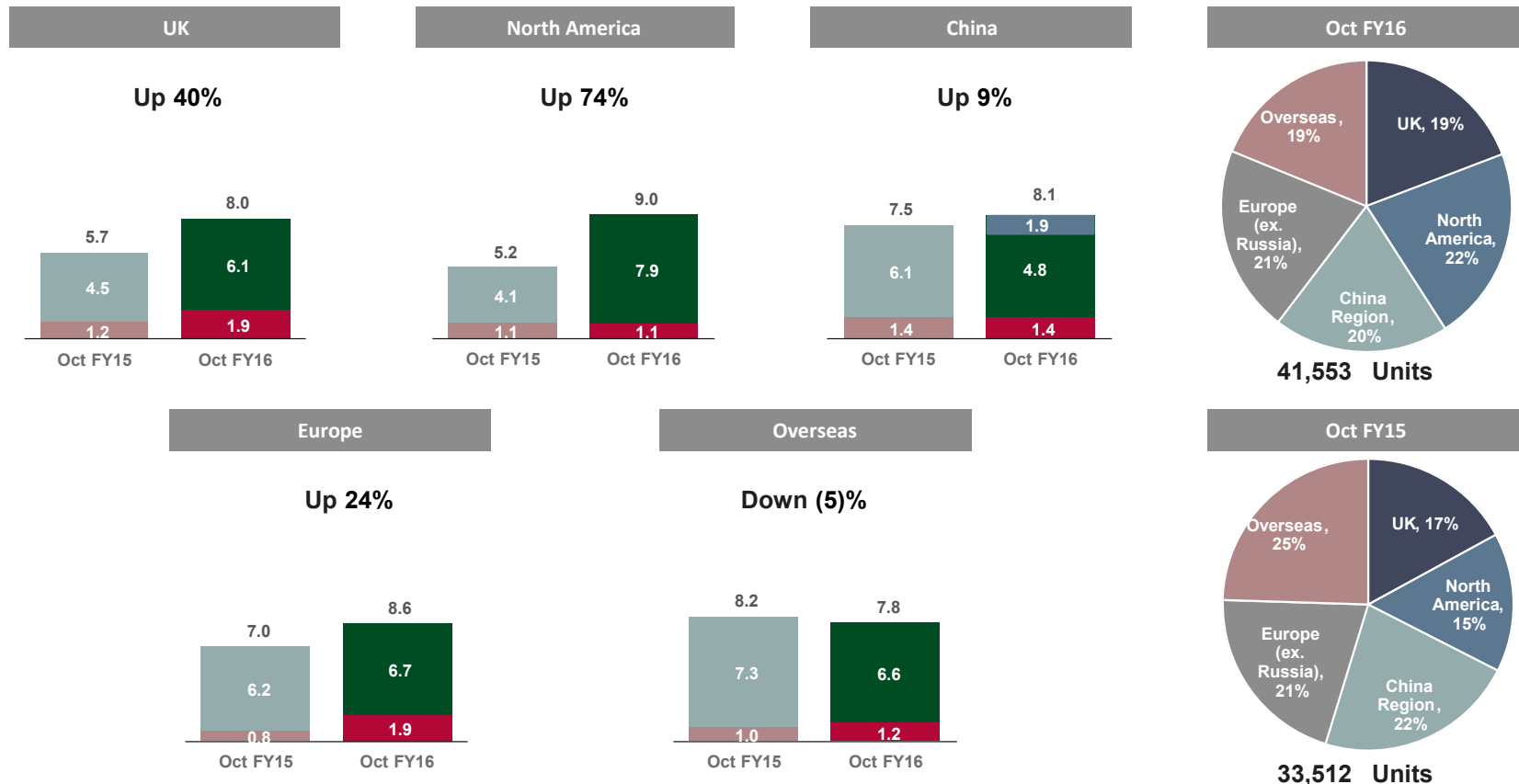
TATA MOTORS

Tata Motors Group-Jaguar Land Rover-October 2015 Retail- sales up 24% with most markets up including China up 9 %

Total Retail Sale of 41,553 units , **up 24% Y-o-Y**, with Jaguar retailing 7,467 units, **up 39% Y-o-Y** and Land Rover retailing 34,086 units, **up 21% Y-o-Y**

October performance has been driven by **positive market response to the Jaguar XE and Land Rover Discovery Sport**, as well as a **solid increase in sales of the Range Rover Sport, Land Rover Discovery and Range Rover**.

Regional retail sales growth was strong, **with USA and UK having their best ever October and Europe significantly up on last year. China was also up** , reflecting strong demand for the Range Rover Sport, Range Rover, Discovery as well as start of sales of the Jaguar XE.



TATA MOTORS



Tata Motors Group – Way Forward



Tata Motors Group – India Business - Way Forward

COMMERCIAL VEHICLES

DesignNext PerformanceNext FuelNext

Improved economic outlook and business environment is expected to accelerate the sales in FY 17

PASSENGER VEHICLES

DesignNext DriveNext ConnectNext

- M&HCV growth is expected to remain strong in FY 16. We expect SCV segment will reflect growth momentum towards the end of FY 16.
- **JNNURM Phase 2** orders will aid bus volume growth
- Wide and compelling product range- with several new launches in FY 16 across **Prima and Ultra Range, refreshes/variants in SCV and pick ups- Ace Mega/Super Ace Mint**, provides strong foundation for growth.
- Export growth will continue to be high focus .
- Company has a good pipeline of Defense orders- received and expected
- New products and mid cycle enhancements to drive growth :- Full Year of Tata ZEST, Tata BOLT and new GenX Nano
- Further exciting model launches this year and new generation models from next year expects to drive future growth in volumes and market share
- Product plan till 2020 defined - with 2 new vehicle launches planned every year ,
- Will continue to avail opportunities for extending the export markets



HORIZONEXT
DesignNext DriveNext ConnectNext

TATA MOTORS

Tata Motors Group – Jaguar LandRover- Way Forward



- Building on the successful launches of the new Discovery Sport, the new Jaguar XE, all new Jaguar XF and 16 Model Year Evoque
- Launching the 16 Model Year Jaguar XJ in Q3 FY 16, Evoque Convertible by Q4 FY16 and the Jaguar F-PACE in 2016.
- These new products are expected to deliver a solid second half and drive profitable volume growth in 2015-16 . Although, as previously indicated, EBITDA margins for fiscal 2015-16 are expected to be lower than the high levels in 2014-15 reflecting model mix and launch costs associated with the new products, launch and reporting effects of the China JV and more mixed economic conditions particularly in China
- JLR plans to continue to execute its successful growth strategy, investing in more new products, powertrains, technologies and manufacturing capacity in the UK and overseas which is expected to continue to deliver profitable growth
- Generating strong operating cash flow to support our continuing investment in the Business estimated at £3.5bn or more in FY16



Press Presentation is available on our website
<http://www.tatamotors.com/investors>

Contact Information

For Media :

Minari Shah

Head of Corporate Communications

Tel: + 91 22 6665 7613

Contact Information

Minari.shah@tatamotors.com

