

TATA MOTORS



Q1 FY15 Press Presentation

August 11, 2014

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

Q1 FY15 represents the period from 1st April 2014 to 30th June 2014

Q1 FY14 represents the period from 1st April 2013 to 30th June 2013

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

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Financial Highlights

Tata Motors Group- Consolidated (Rs - Crores)

Q1 FY15 Q1 FY14

Net Revenue **64,683** 46,796

EBITDA **11,740** 6,768

EBITDA % **18.2** 14.5

PBT **7,528** 2,934

PAT **5,398** 1,726

Tata Motors Group-India Business (Rs- Crores)

Q1 FY15 Q1 FY14

Net Revenue **7,705** 9,105

EBITDA **(219)** 207

EBITDA % **(2.8)** 2.3

PBT **394** 753

PAT **394** 703

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

Q1 FY15 Q1 FY14

Net Revenue **5,353** 4,097

EBITDA **1,087** 647

EBITDA % **20.3** 15.8

PBT **924** 415

PAT **693** 304

Net Automotive Debt/Equity as of June 14 end is 0.09

Net Debt/Equity as of June 14 end is 0.73

Net Debt/Equity as of June 14 end is (0.21)

Net Revenue excludes other income

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

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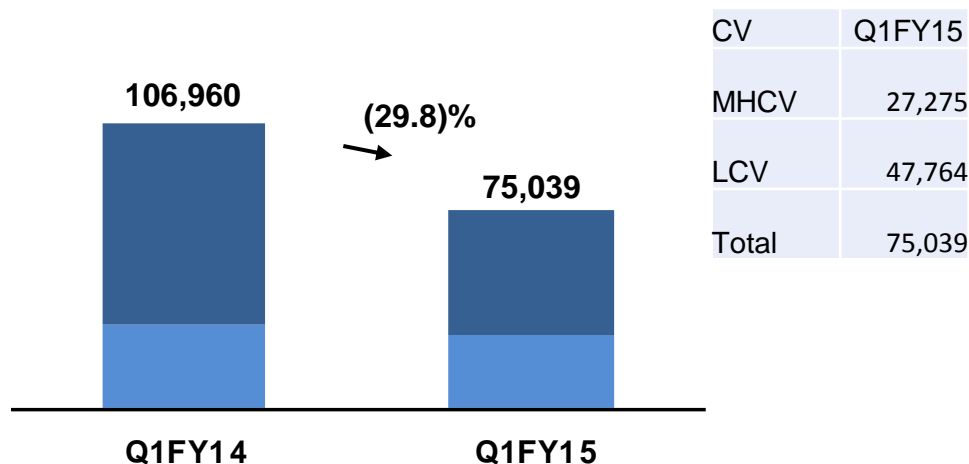


Tata Motors Group-India Business

Tata Motors Group-India Business :-

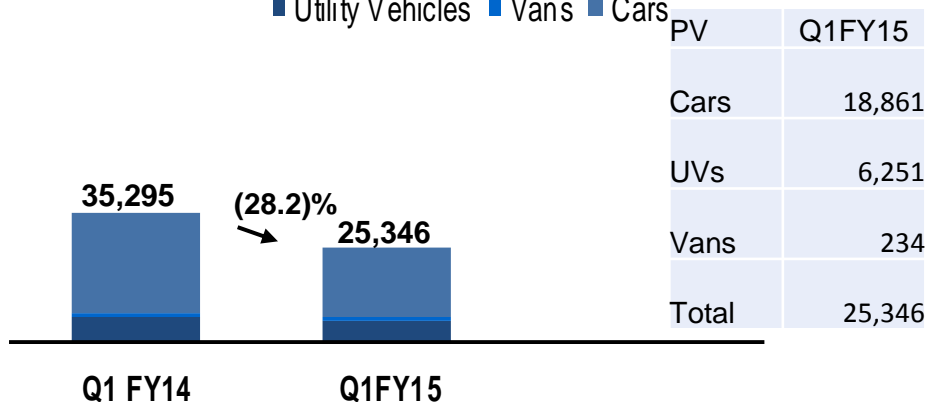
Our market share in CV for Q1 FY 15 stood at 50.2%

■ MHCV ■ LCV



Our market share in PV for Q1FY 15 stood at 4.2%

■ Utility Vehicles ■ Vans ■ Cars



Note :PV no's doesn't includes the sale of Fiat vehicles

- Macro-economic factors continued to impact the demand for the entire CV industry . LCV in particular continued to be severely impacted due to financiers pull back.
- PV industry witnessed revival on the back of growth in demand from rural and semi-urban areas. The Company under performed the industry mainly to correct the inventory across the channels for providing maximum room for the upcoming new products viz Zest in Q2 FY15.
- Marketing spends across industry continue to remain high. .
- Market share in M&HCV continues to remain strong at 54.0%.
- Launched the all-new range of Tata ULTRA trucks in the Intermediate and Light Commercial Vehicle (ILCV) range. These will come in several variants with payload capacity between 5 and 15 tonnes.
- Launched the all-new Tata Aria with all-new VARICOR 2.2 litre engine and other value added features.



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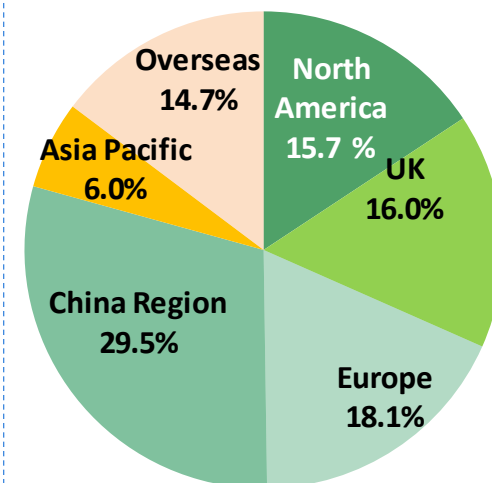


Tata Motors Group-Jaguar Land Rover

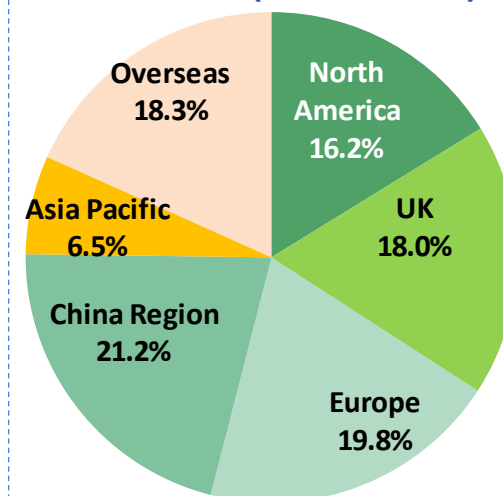
Tata Motors Group-Jaguar Land Rover

- Wholesale and Retail volumes for Q1 FY 15 stood at 115,156 units and 115,596 units respectively, up **27.1 %** and **22.0%** from prior year same period.
- EBITDA of £ 1,087 million (margin of 20.3%), for Q1 FY 15, reflecting wholesale volume increase, **rich market mix** with solid sales in emerging markets, **rich product mix** supported by the on-going success of Range Rover Sport, Range Rover and Jaguar F-TYPE, offset partially by **less favourable foreign exchange**, net of realised hedges.
- Continued to invest for the future with spending of **£ 682 million** in Q1 FY 15. Free cash flow for Q1 FY 15 stood at £ 5 million after investment spending (before financing costs).
- Cash and financial deposits as of 30th June 2014 stood at **£ 3.3 billion** and undrawn long-term committed bank lines at **£1.3billion**.
- Paid £150m dividend in June 2014

Q1 FY15 (Wholesales)



Q1 FY14 (Wholesales)



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Tata Motors Group-Way Forward

Tata Motors Group – India Business- Way Forward



Product Focus

World Class Manufacturing

Customer Purchase Experience

Quality of Service

COMMERCIAL VEHICLES

Design Performance Fuel

Economic sentiment and sales expected to improve in H2 FY 15

- With positive investment and business sentiment the automobile sales are expected to show improvement from H2 FY15. M&HCV is showing improvement, though on a low base and is expected to pick up progressively in H2 FY 15.
- JNNURM Phase 2 orders to drive bus volumes
- Wide and compelling product range- with new launches across **Prima and Ultra Range, refreshes/variants in SCV and pick ups**, provides strong foundation for growth.
- Export growth will be high focus . Entered Philippines Automotive market in Q1 FY15.Malaysia and Vietnam to follow .

PASSENGER VEHICLES

DesigNext DriveNext ConnectNext

- Products launched :-
 - Nano Twist**
 - Vista VXTech**
 - All-New Tata Aria**
- Upcoming products :
 - ZEST**
Extremely encouraging and **positive response** from auto journalists, enthusiasts media and leading financiers .
- **Product portfolio frozen till 2020.**
- We continue to explore opportunity Markets globally with **Focus Market approach** in short run

Tata Motors Group – Jaguar Land Rover- Way Forward

- Continuing to build sales momentum **of the two brands**
- Prepare for launch of **new Discovery Sport, Jaguar XE, Ingenium family of 2l engines in new engine plant and new China JV manufacturing plant.**
- Continuing to invest in more new products and new technologies to meet consumer and regulatory requirements and build manufacturing capacity in the UK and internationally.
- Continuing to monitor economic and sales trends closely to balance sales and production.
- Continuing to generate strong operating cash flows to support investment in the region of £3.5-3.7bn in FY15.



Jaguar XE



Discovery Vision



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

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