



TATA MOTORS LIMITED

Regd. Office : Bombay House, 24, Horni Mody Street, Mumbai 400 001.

AUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2006

Particulars		Quarter ended June, 30		Year ended
		2006	2005	March, 31
		2006	2005	2006
(A)				
1	Vehicle Sales:(in Nos.) (includes traded vehicles)			
	Commercial vehicles	63082	37228	214836
	Passenger cars and Utility vehicles	50151	41191	189070
	Exports	13161	9073	50223
		126394	87492	454129
2	Vehicle Production:(in Nos.)			
	Commercial vehicles	74761	45108	246363
	Passenger cars and Utility vehicles	57085	46887	209959
		131846	91995	456322
(B)		(Rupees Crores)		
1	Sales/Income from operations	6708.65	4567.71	24004.12
	Less: Excise Duty	925.24	660.21	3347.95
	Net Sales/Income from operations	5783.41	3907.50	20656.17
2	Total Expenditure			
	(a) Increase in stock in trade and work in progress	(385.33)	(369.41)	(256.91)
	(b) Consumption of Raw Materials & Components	3953.06	2700.95	13265.12
	(c) Purchase of product for sale	311.99	180.71	998.74
	(d) Staff cost	302.43	276.95	1147.17
	(e) Other expenditure	964.62	631.56	2926.40
	(f) Sub total 2(a) to 2(e)	5146.77	3420.76	18080.52
3	Operating profit [1-2]	636.64	486.74	2575.65
4	Other income	85.91	58.29	289.11
5	Interest			
	(a) Gross interest	85.45	70.63	296.49
	(b) Interest income / Interest capitalised	(12.90)	(19.62)	(70.14)
	(c) Net interest	72.55	51.01	226.35
6	Product development expenditure	10.32	7.36	73.78
7	Depreciation and Amortisation	141.05	126.66	520.94
8	Profit after interest and depreciation [3+4-5-6-7]	498.63	360.00	2043.69
9	Provision / (reversal) for diminution in value of investments (net)	0.38	-	(9.69)
10	Profit before tax [8-9]	498.25	360.00	2053.38
11	Less: Tax expense	116.40	87.33	524.50
12	Profit after tax [10-11]	381.85	272.67	1528.88
13	Paid-up Equity Share Capital (Face value of Rs. 10 each)	383.12	361.79	382.87
14	Reserves excluding Revaluation Reserve			5127.81
15	Basic EPS (not annualised) Rupees	9.97	7.25	40.57
	Diluted EPS (not annualised) Rupees	9.44	6.83	38.20
16	Aggregate of Public Shareholding			
	- Number of Shares	222623126	213303257	223279749
	- Percentage of shareholding	58.12%	58.97%	58.33%

Notes:-

- 1) Figures for the previous period have been regrouped / reclassified wherever necessary.
- 2) The commercial vehicles sales volumes in the corresponding quarter of the previous year were mainly impacted by unanticipated difficulties in vehicle certification and procurement of some critical components.
- 3) Other expenditure includes foreign exchange loss of Rs. 78.30 crores for the quarter ended June 30, 2006 as against a profit of Rs. 14.50 crores in the quarter ended June 30, 2005. The corresponding figure for the year ended March 31, 2006 was a loss of Rs. 20.35 crores.
- 4) During this quarter, the Company has reversed export incentive of Rs. 35.57 crores that was accrued during the previous year, in view of reduction with retrospective effect in the incentive rate under Target Plus Export Incentive Scheme by the Government of India.
- 5) The Company is engaged mainly in the business of automobile products consisting of all types of commercial and passenger vehicles including financing of the vehicles sold by the Company. These, in the context of Accounting Standard 17 on Segment Reporting, issued by the Institute of Chartered Accountants of India, are considered to constitute one single primary segment.
- 6) Subsequent to the quarter ended June 30, 2006, 8,800 1% Foreign Currency Convertible Notes (FCCN) (2008) and 6,000 Zero coupon FCCN (2009) representing 8.8% and 6% respectively of the said Notes, have been converted into 16,20,003 and 4,59,076 Ordinary Shares of Rs. 10/- each at a premium as per the terms of issue.
- 7) As on April 1, 2006, 3 Investor complaints were outstanding. The Company received 10 complaints during the said quarter and disposed off 10 complaints by June 30, 2006. There are 3 complaints unresolved as on June 30, 2006.
- 8) The Statutory Auditors have carried out an audit of the results stated in (B) above for the quarter ended June 30, 2006.

The above Results have been reviewed by the Audit Committee of the Board and were taken on record by the Board of Directors at its meeting held on July 25, 2006.

Tata Motors Limited

Ratan N Tata
Chairman

Mumbai, July 25, 2006