



**TATA MOTORS LIMITED**  
 Regd. Office : Bombay House, 24, Homi Mody Street, Mumbai 400 001.

**AUDITED CONSOLIDATED FINANCIAL STATEMENT FOR THE YEAR ENDED MARCH 31, 2004**

Particulars		Rs. Crores	
		FY 2003-04 (Audited)	FY 2002-03 (Audited)
1	Net Sales/Income from operations	16,284.84	11,429.05
2	Total Expenditure		
	(a) Decrease / (Increase) in stock in trade and work in progress	149.79	(103.48)
	(b) Consumption of Raw Materials & Components	8,808.49	6,018.45
	(c) Staff Cost	1,081.89	906.24
	(d) Excise Duty	2,360.12	1,816.71
	(e) Other expenditure	1,806.30	1,538.97
	(f) Sub Total 2(a) to 2(e)	14,206.59	10,176.89
3	Operating Profit [1-2]	2,078.25	1,252.16
4	Other Income	56.20	18.96
5	Interest (Net)	193.78	325.43
6	Product Development expenses	51.64	-
7	Depreciation/ Amortisation	425.56	401.90
8	Amortisation of Deferred Revenue Expenditure in Subsidiaries	11.65	20.28
9	Profit for the year before extraordinary/exceptional items [3+4-5-6-7-8]	1,451.82	523.51
10	Extraordinary/Exceptional Items		
	(a) (Write back) / Provision for Contingencies	-	(20.00)
	(b) Employee Separation Cost	6.95	-
	(c) Sub Total 9(a) to 9(b)	6.95	(20.00)
11	Profit Before Tax [9-10]	1,444.87	543.51
12	Less: Provision for Taxation		
	(a) Current Tax (net of provisions written back)	107.39	24.52
	(b) Deferred Tax (Includes provision for earlier years)	423.38	201.88
	(c) Sub Total of 12(a) and 12(b)	530.77	226.40
13	Profit After Tax [11-12]	914.10	317.11
14	Adjustment of Miscellaneous Expenditure in Subsidiaries	(8.64)	-
15	Share of Minority Interest	(4.44)	(0.85)
16	Profit/(Loss) in respect of investments in Associate Companies	18.05	(16.13)
17	Goodwill written off	(3.78)	(3.00)
18	Profit for the year	915.29	297.13
19	Paid-up Equity Share Capital (Face value of Rs.10/- each)	356.83	319.83
20	Reserves excluding Revaluation Reserve	3,298.84	1,900.18
21	Basic EPS (not annualised) Rupees	27.88	9.29
22	Diluted EPS (not annualised) Rupees	25.65	9.13

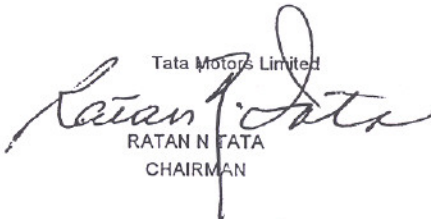
Notes:

- 1) Figures for previous year have been regrouped/reclassified wherever necessary, to make them comparable.
- 2) The name of the Company has been changed from Tata Engineering and Locomotive Company Limited to Tata Motors Limited with effect from July 29, 2003.
- 3) As per Accounting Standard (AS 21) on 'Consolidated Financial Statements' and Accounting Standard (AS 23) on 'Accounting for Investments in Associates' in Consolidated Financial Statements, issued by the Institute of Chartered Accountants of India, the following subsidiaries and associates have been considered.

Subsidiary Company	Ownership in (%)	Associate Company	Ownership in (%)
Telco Construction Equipment Co Ltd	80.00	Tata Cummins Ltd	50.00
Tata Technologies Ltd	95.38	Tata AutoComp Systems Ltd	50.00
TAL Manufacturing Solutions Ltd	100.00	Concorde Motors Ltd	49.00
HV Axles Ltd	100.00	Tata Precision Singapore (Pte) Ltd	49.99
HV Transmissions Ltd	100.00	NITA Company Ltd (Bangladesh)	40.00
Sheba Properties Ltd	100.00	Tata International Ltd	20.34
Minicar (India) Ltd	100.00	Tata Finance Ltd	12.08
Telco Dadajee Dhackjee Ltd	81.04	(Upto October 6, 2003)	
Daewoo Commercial Vehicle Co. Ltd. (From March 30, 2004)	100.00		
Tata Technologies, U.S.A	95.38		

- 4) Consequent to the Accounting Standard on 'Intangible Assets' (AS 26) becoming applicable, the expenditure on product development which was earlier classified as deferred revenue expenditure is now accounted in accordance with the said Standard. Accordingly:
  - (a) Product development cost including technical know-how on new vehicle platforms, variants on existing platforms and new vehicle aggregates are recognised as Intangible Assets and included under Fixed Assets. There is no effect of this change in the profit for the year, as the period of amortisation is consistent with that followed in the previous year.
  - (b) Product development expenditure relating to minor product enhancement, facelifts, upgrades etc., (including cost of incomplete development) amounting to Rs. 51.64 Crores (including Rs. 30.06 Crores incurred as at March 31, 2003) has been charged off during the year to Profit and Loss Account.
- 5) During the year, the Company acquired Daewoo Commercial Vehicle Co. Ltd. (DWCV), Korea. The Company purchased equity shares for KRW 60.3 billion (Rs. 253.04 Crores, including other expenses incurred for acquisition of Rs. 20.10 Crores) and provided a Letter of Undertaking to Citigroup Global markets Asia Limited for a loan of KRW 60.3 billion (Rs. 232.94 Crores) to DWCV. DWCV is engaged in the manufacture, sale and distribution of commercial vehicles.
- 6) The share of profit (net) in respect of investments in associate companies include profit of Rs. 33.97 Crores and loss of Rs. 4.27 Crores, considered on the basis of Unaudited Financial Statements for the year ended March 31, 2004.
- 7) This consolidated financial statement should be read in conjunction with the notes to the individual financial results for the Financial Year March 31, 2004.
- 8) The above Results and this release have been reviewed by the Audit Committee of the Board and were taken on record by the Board of Directors on May 19, 2004.

Tata Motors Limited



RATAN N TATA  
CHAIRMAN