



TATA MOTORS LIMITED

Regd. Office : Bombay House, 24, Homi Mody Street, Mumbai 400 001.
CIN L28920MH1945PLC004520

(₹ in crores)

STATEMENT OF CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2018

Particulars	Quarter ended			Year ended
	June 30,	March 31,	June 30,	March 31,
	2018	2018	2017	2018
	Unaudited	Audited (refer note 5)	Unaudited	Audited
Revenue from operations				
(a) Revenue (refer note 2)	65,956.78	89,203.81	58,766.07	289,386.25
(b) Other operating income (includes Government grants)	1,124.51	2,075.28	1,052.15	6,023.09
I Total Revenue from Operations (a)+(b)	67,081.29	91,279.09	59,818.22	295,409.34
II Other income	224.77	364.35	154.11	888.89
III Total Income (I + II)	67,306.06	91,643.44	59,972.33	296,298.23
IV Expenses				
(a) Cost of materials consumed				
(i) Cost of materials consumed	43,217.86	50,875.96	36,547.43	173,371.19
(ii) Basis adjustment on hedge accounted derivatives	(429.46)	(309.77)	(299.79)	(1,378.60)
(b) Purchase of products for sale	4,450.39	4,652.62	3,356.22	15,903.99
(c) Changes in inventories of finished goods, work-in-progress and products for sale	(4,211.88)	1,886.36	(3,028.11)	(2,046.58)
(d) Excise duty (refer note 2)	-	-	1,324.85	790.16
(e) Employee benefits expense	8,523.21	8,352.27	7,115.22	30,300.09
(f) Finance costs	1,375.27	1,178.25	1,108.85	4,681.79
(g) Foreign exchange (gain)/loss (net)	1,007.26	(355.81)	(631.26)	(1,185.28)
(h) Depreciation and amortisation expense	5,857.13	6,488.36	4,524.56	21,553.59
(i) Product development/Engineering expenses	950.53	1,030.78	812.44	3,531.87
(j) Other expenses	14,262.84	19,622.37	12,974.22	60,184.21
(k) Amount capitalised	(5,112.86)	(5,725.93)	(3,949.09)	(18,588.09)
Total expenses (IV)	69,890.29	87,695.46	59,855.54	287,118.34
V Profit/(loss) before exceptional items and tax (III - IV)	(2,584.23)	3,947.98	116.79	9,179.89
VI Exceptional Items				
(a) Defined benefit pension plan amendment past service credit	-	-	(3,609.01)	(3,609.01)
(b) Employee separation cost	-	(1.05)	-	3.68
(c) Provision for impairment of capital work-in-progress and intangibles under development	-	1,641.38	-	1,641.38
(d) Others	-	-	(11.19)	(11.19)
VII Profit/(loss) before tax (V - VI)	(2,584.23)	2,307.65	3,736.99	11,155.03
VIII Tax expense/(credit) (net)				
(a) Current tax	710.07	850.54	736.58	3,303.46
(b) Deferred tax	(1,125.70)	126.57	470.86	1,038.47
Total tax expense (net)	(415.63)	977.11	1,207.44	4,341.93
IX Profit/(loss) for the period/year from continuing operations (VII - VIII)	(2,168.60)	1,330.54	2,529.55	6,813.10
X Share of profit of joint ventures and associates (net)	306.03	844.62	670.38	2,278.26
XI Profit/(loss) for the period/year (IX + X)	(1,862.57)	2,175.16	3,199.93	9,091.36
Attributable to:				
(a) Shareholders of the Company	(1,902.37)	2,125.24	3,182.26	8,988.91
(b) Non-controlling interests	39.80	49.92	17.67	102.45
XII Other comprehensive income/(loss)				
(A) (i) Items that will not be reclassified to profit or loss	2,954.51	4,511.94	269.49	5,939.95
(ii) Income tax (expense)/credit relating to items that will not be reclassified to profit or loss	(530.49)	(745.78)	(73.03)	(991.02)
(B) (i) Items that will be reclassified to profit or loss	(4,520.05)	9,868.88	9,758.49	28,017.27
(ii) Income tax (expense)/credit relating to items that will be reclassified to profit or loss	466.67	(756.84)	(1,470.46)	(3,403.69)
Total other comprehensive income/(loss)	(1,629.36)	12,878.20	8,484.49	29,562.51
XIII Total comprehensive income/(loss) for the period/year (net of tax) (XI + XII)	(3,491.93)	15,053.36	11,684.42	38,653.87
Attributable to:				
(a) Shareholders of the Company	(3,532.58)	14,990.28	11,666.70	38,524.52
(b) Non-controlling interests	40.65	63.08	17.72	129.35
XIV Paid-up equity share capital (face value of ₹2 each)	679.22	679.22	679.22	679.22
XV Reserves excluding revaluation reserves				94,725.82
XVI Earnings per share (EPS)				
A. Ordinary shares (face value of ₹2 each)				
(a) Basic EPS	(5.60)	6.24	9.36	26.46
(b) Diluted EPS	(5.60)	6.24	9.35	26.45
B. 'A' Ordinary shares (face value of ₹2 each)				
(a) Basic EPS	(5.60)	6.34	9.46	26.56
(b) Diluted EPS	(5.60)	6.34	9.45	26.55

Not annualised

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Segment wise Revenue, Results, Assets and Liabilities

The Company primarily operates in the automotive segment. The automotive segment includes all activities relating to development, design, manufacture, assembly and sale of vehicles including financing thereof, as well as sale of related parts and accessories. The Company provides financing for vehicles sold by dealers in India.

A core recent initiative of the Company was the implementation of the Organization Effectiveness (OE) program, a strategic program designed to overhaul and transform the Company. Pursuant to the changes implemented as a result of the OE program, the Company has drawn separate strategies for commercial vehicles, passenger vehicles and financing business from Fiscal 2019. Consequent to these changes, the automotive segments will have the following four reportable segments commencing fiscal 2019:

- a) Automotive: The Automotive segment will consist of four reportable sub-segments: Tata Commercial Vehicles, Tata Passenger Vehicles, Jaguar Land Rover and Tata Motor Finance.
 b) Others: Others will consist of IT services and machine tools and factory automation solutions.
 These segment information is provided to and reviewed by Chief Operating Decision Maker (CODM).
 The reportable segment information for the corresponding previous periods reported have been changed to make them comparable.

(₹ in crores)

Particulars	Quarter ended			Year ended
	June, 30	March 31,	June, 30	March 31,
	2018	2018	2017	2018
A. Segment Revenue :				
Revenue from operations				
I. Automotive and related activity				
- Tata and other brands vehicles and financing thereof				
(a) Commercial Vehicle	13,929.73	16,095.21	9,322.51	50,041.89
(b) Passenger Vehicle	3,465.91	4,361.88	2,383.21	13,602.50
(c) Finance	733.09	780.55	631.18	2,800.22
(d) Corporate/Unallocable	22.75	42.69	49.25	175.77
- Jaguar and Land Rover	48,467.24	69,410.88	47,044.48	226,964.86
Less: Intra segment eliminations	(17.28)	(19.12)	(40.88)	(131.91)
-Total	56,601.44	90,672.09	59,389.75	293,453.33
II. Others	870.55	982.77	728.63	3,252.36
Total Segment Revenue	57,471.99	91,654.86	60,118.38	296,705.69
Less: Inter segment revenue	(390.70)	(375.77)	(300.16)	(1,296.35)
Revenue from Operations	57,081.29	91,279.09	59,818.22	295,409.34
B. Segment results before other income, finance costs, foreign exchange gain/(loss) (net), exceptional items and tax:				
I. Automotive and related activity				
- Tata and other brands vehicles and financing thereof				
(a) Commercial Vehicle	1,057.20	1,272.13	219.39	3,595.32
(b) Passenger Vehicle	(341.12)	(839.67)	(806.92)	(3,045.92)
(c) Finance	462.04	583.14	294.17	1,808.31
(d) Corporate/Unallocable	(57.24)	(74.74)	(69.30)	(254.13)
- Jaguar and Land Rover	(1,652.89)	3,317.21	770.85	9,408.80
Less: Intra segment eliminations	-	-	-	-
-Total	(532.01)	4,258.07	408.19	11,512.38
II. Others	138.78	208.91	65.97	422.32
Total Segment results	(393.23)	4,466.98	474.16	11,934.70
Less: Inter segment eliminations	(33.24)	(60.91)	(33.89)	(147.19)
Net Segment results	(426.47)	4,406.07	440.27	11,787.51
Add/(Less) : Other income	224.77	364.35	154.11	888.89
Add/(Less) : Finance costs	(1,375.27)	(1,178.25)	(1,108.85)	(4,681.79)
Add/(Less) : Foreign exchange gain/(loss) (net)	(1,007.26)	355.81	631.26	1,185.28
Add/(Less) : Exceptional items	-	(1,640.33)	3,620.20	1,975.14
Total Profit before tax	(2,584.23)	2,307.65	3,735.99	11,155.03
	As at June 30,		As at June 30,	As at March 31,
	2018		2017	2018
C. Segment Assets				
I. Automotive and related activity				
- Tata and other brands vehicles and financing thereof				
(a) Commercial Vehicle	26,070.89		25,670.67	24,963.13
(b) Passenger Vehicle	18,329.34		16,248.54	15,418.17
(c) Finance	28,495.94		19,074.16	26,512.22
(d) Corporate/Unallocable	4,899.55		5,128.32	6,505.33
- Tata and other brands vehicles and financing thereof - Assets held for sale	247.87		-	223.33
- Jaguar and Land Rover	193,969.26		162,998.23	199,513.67
Less: Intra segment eliminations	-		-	-
-Total	272,012.85		229,119.92	273,135.85
II. Others	27.42		475.44	13.26
(b) Assets classified as held for sale	2,736.37		1,975.15	2,756.91
Total Segment Assets	274,776.64		231,570.51	275,906.02
Less: Inter segment eliminations	(1,242.68)		(958.36)	(1,281.07)
Net Segment Assets	273,533.96		230,612.15	274,624.95
- Tata and other brands vehicles and financing thereof				
(a) Commercial Vehicle	400.25		384.78	383.00
(b) Passenger Vehicle	2.50		-	2.50
(c) Finance	-		-	-
(d) Corporate/Unallocable	-		-	-
- Jaguar and Land Rover	4,519.30		4,672.00	4,502.39
- Others*	525.41		414.90	497.35
Add : Unallocable assets	35,630.63		40,327.55	51,340.32
Total Assets	314,612.05		276,411.38	331,350.51
D. Segment Liabilities				
I. Automotive and related activity				
- Tata and other brands vehicles and financing thereof				
(a) Commercial Vehicle	19,015.01		16,576.83	20,298.72
(b) Passenger Vehicle	91,639.78		85,448.19	107,864.26
(c) Finance	-		-	-
(d) Corporate/Unallocable	-		-	-
- Jaguar and Land Rover	-		-	-
Less: Intra segment eliminations	-		-	-
-Total	110,654.79		102,025.02	128,162.98
II. Others	85.35		319.18	84.01
(b) Liabilities directly associated with assets classified as held-for-sale	1,008.55		720.41	1,070.18
Total Segment Liabilities	111,748.69		103,064.61	129,317.17
Less: Inter segment eliminations	(327.61)		(219.12)	(315.22)
Net Segment Liabilities	111,421.08		102,845.49	129,001.95
Add : Unallocable liabilities	111,107.06		103,669.42	106,395.59
Total Liabilities	222,528.14		206,514.91	235,397.54

* Held for sale as at June 30, 2018

Notes:-

- 1) The above results were reviewed and recommended by the Audit Committee and approved by the Board of Directors at its meeting held on July 31, 2018.
- 2) Consequent to the introduction of Goods and Service Tax (GST) with effect from July 1, 2017, Central Excise, Value Added Tax (VAT), etc have been replaced by GST. Inaccordance with IndAS18/IndAS 115 on Revenue/Revenue from contracts with customers and Schedule III of the Companies Act, 2013, GST, GST Compensation Cess, etc. are not included in Revenue from operations for applicable periods. In view of the aforesaid restructuring of indirect taxes, Revenue from operations for quarter ended June 30, 2018 is not comparable with the quarter ended June 30, 2017. Following additional information is being provided to facilitate such comparison:

Particulars		Quarter ended			Year ended
		June 30,	March 31,	June 30,	March 31,
		2018	2018	2017	2018
(a)	Revenue from operations	67,081.29	91,279.09	59,818.22	295,409.34
(b)	Excise duty	-	-	(1,166.77)	(1,166.77)
(c)	Revenue from operations (net of excise duty) (a)-(b)	67,081.29	91,279.09	58,651.45	294,242.57

- 3) The assets and liabilities of Tata Technologies Limited, TAL Manufacturing Solutions Limited, Company's certain assets related to defence business and investment in Tata Hitachi Construction Machinery Company Private Limited (equity accounted investees) are classified as "Held for Sale" as they meet the criteria laid out under Ind AS 105.

- 4) Ind AS 115 – Revenue from Contracts with Customers

The Company has adopted Ind AS 115 with a modified retrospective approach. The figures for the comparative periods has not been restated. There is no impact of Ind AS 115 adoption to the retained earnings as at April 1, 2018. The Company makes transport arrangements for delivering its vehicles to the dealers. The gross consideration received in respect of these arrangements were presented in revenue, whereas the cost associated with these arrangements were presented within other expenses in the statement of profit and loss. In accordance with Ind AS 115, the consideration received, in respect of such arrangements is presented net off cost within revenue effective April 1, 2018. Certain payouts made to dealers such as infrastructure support payments are now treated as variable components of consideration and is therefore in accordance with Ind AS 115, recognised as revenue deductions. These change in presentation in the income statement has resulted in decrease in both revenues and expenses by ₹929.04 crores.

- 5) On July 31, 2018, the Company has decided to cease the current manufacturing operations of Tata Motors Thailand Ltd. The Company will address the Thailand market with a revamped product portfolio, suitable to local market needs, delivered through a CBU distribution model. The relevant restructuring costs will be accounted in Q2 of Fiscal 2019.
- 6) Figures for the quarter ended March 31, 2018, represent the difference between the audited figures in respect of full financial year and the publised figures for the nine months ended December 31, 2017, which were subject to limited review.
- 7) The Statutory Auditors have carried out a limited review of the consolidated financial results for the quarter ended June 30, 2018.

Tata Motors Limited

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Guenter Butschek
CEO & Managing Director

Mumbai, July 31, 2018

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