



TATA MOTORS LIMITED

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

(₹ in crores)

STATEMENT OF STANDALONE AUDITED 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
		(Refer note 9)		
I Revenue from operations				
(a) Revenue (refer note 2)	16,592.33	19,071.43	10,195.44	58,234.33
(b) Other operating revenue (includes Government grants)	210.78	707.89	170.75	1,390.36
Total Revenue from operations (a)+(b)	16,803.11	19,779.32	10,366.19	59,624.69
II. Other Income	1,393.47	677.02	640.97	1,557.60
III. Total Income (I+II)	18,196.58	20,456.34	11,007.16	61,182.29
IV. Expenses				
(a) Cost of materials consumed	11,582.55	12,110.29	6,049.91	37,080.45
(b) Purchases of products for sale	1,584.40	1,556.18	851.40	4,762.41
(c) Changes in inventories of finished goods, work-in-progress and products for sale	(1,090.68)	507.19	(482.60)	842.05
(d) Excise duty (refer note 2)	-	-	1,278.37	793.28
(e) Employee benefits expense	1,032.92	1,103.60	937.65	3,966.73
(f) Finance costs	493.23	446.43	362.72	1,744.43
(g) Foreign exchange (gain)/loss (net)	195.07	95.38	(7.79)	17.14
(h) Depreciation and amortisation expense	705.15	856.17	689.83	3,101.89
(i) Product development/Engineering expenses	105.50	151.90	75.24	474.98
(j) Other expenses	2,410.69	3,387.46	1,924.38	9,234.27
(k) Amount capitalised	(286.40)	(246.46)	(209.02)	(855.08)
Total expenses (IV)	16,732.43	19,968.14	11,470.09	61,162.55
V. Profit/(loss) before exceptional items and tax (III-IV)	1,464.15	488.20	(462.93)	19.74
VI. Exceptional Items				
(a) Employee separation cost	-	(1.05)	-	3.68
(b) Provision for impairment of capital work-in-progress and intangibles under development	-	962.98	-	962.98
VII. Profit/(loss) before tax (V-VI)	1,464.15	(473.73)	(462.93)	(946.92)
VIII. Tax expense/(credit) (net)				
(a) Current tax	257.27	36.00	6.65	92.63
(b) Deferred tax	19.23	(9.79)	(6.44)	(4.70)
Total tax expense	276.50	26.21	0.21	87.93
IX. Profit/(loss) for the period from continuing operations (VII-VIII)	1,187.65	(499.94)	(463.14)	(1,034.85)
X. Other comprehensive income/(loss):				
(A) (i) Items that will not be reclassified to profit or loss	(2.48)	(56.57)	32.63	62.28
(ii) Income tax (expense)/credit relating to items that will not be reclassified to profit or loss	0.37	(3.86)	(1.59)	(6.27)
(B) (i) Items that will be reclassified to profit or loss	(36.33)	(34.38)	(19.32)	(19.56)
(ii) Income tax (expense)/credit relating to items that will be reclassified to profit or loss	12.64	11.90	6.68	6.77
Total other comprehensive income/(loss)	(25.80)	(82.91)	18.40	43.22
XI. Total comprehensive income/(loss) for the period (IX+X)	1,161.85	(582.85)	(444.74)	(991.63)
XII. Paid-up equity share capital (face value of ₹2 each)	679.22	679.22	679.22	679.22
XIII. Reserves excluding revaluation reserve				19,491.76
XIV. Earnings per share (EPS)				
(a) Ordinary shares (face value of ₹2 each)				
(i) Basic EPS	3.48	(1.47)	(1.36)	(3.05)
(ii) Diluted EPS	3.48	(1.47)	(1.36)	(3.05)
(b) 'A' Ordinary shares (face value of ₹2 each)				
(i) Basic EPS	3.58	(1.47)	(1.36)	(3.05)
(ii) Diluted EPS	3.58	(1.47)	(1.36)	(3.05)
	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, as well as sale of related parts and accessories. The Company's products mainly include commercial vehicles and passenger vehicles.

A core initiative of the Company was the implementation of the Organization Effectiveness (OE) program, a strategic program designed to overhaul and transform the Company. The Company believes that this reorganisation will improve speed, agility and simplicity within our business units, and enable strong functional leadership, improved decision-making, quicker response to changing market conditions and clear accountability. Pursuant to the changes implemented as a result of the OE program, the Company has drawn separate strategies for commercial vehicles and passenger vehicles from Fiscal 2019. Consequent to these changes, the Company will have Commercial Vehicles and Passenger Vehicles as reporting segments. These segment information is provided to and reviewed by Chief Operating Decision Maker (CODM).

Segment assets includes property plant & equipment, intangible assets, trade receivables and inventory.

(₹ 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. Commercial Vehicles	12,952.90	14,971.08	7,975.18	45,543.88
II. Passenger Vehicles	3,827.46	4,765.63	2,341.76	13,905.04
III. Corporate/Unallocable	22.75	42.61	49.25	175.77
Total Segment Revenue	16,803.11	19,779.32	10,366.19	59,624.69
Less: Inter segment revenue	-	-	-	-
Revenue from operations	16,803.11	19,779.32	10,366.19	59,624.69
B. Segment results before other income, finance costs, foreign exchange gain/(loss) (net), exceptional items and tax :				
I. Commercial Vehicles	1,146.36	1,317.66	113.68	3,474.29
II. Passenger Vehicles	(330.02)	(877.20)	(792.85)	(2,985.13)
III. Corporate/Unallocable	(57.36)	(87.47)	(69.80)	(265.45)
Total Segment results	758.98	352.99	(748.97)	223.71
Less: Inter segment eliminations	-	-	-	-
Net Segment results	758.98	352.99	(748.97)	223.71
Add/(Less) : Other income	1,393.47	677.02	640.97	1,557.60
Add/(Less) : Finance costs	(493.23)	(446.43)	(362.72)	(1,744.43)
Add/(Less) : Foreign exchange gain/(loss) (net)	(195.07)	(95.38)	7.79	(17.14)
Add/(Less) : Exceptional items				
-Commercial Vehicles	-	(161.93)	-	(166.66)
-Passenger Vehicles	-	(800.00)	-	(800.00)
Total Profit before tax	1,464.15	(473.73)	(462.93)	(946.92)
	As at June 30,		As at June 30,	As at March 31,
	2018		2017	2018
C. Segment Assets				
I. Commercial Vehicles	21,739.19		20,644.65	20,367.09
II. Passenger Vehicles	15,868.31		15,951.54	15,360.16
III. Corporate/Unallocable	23,744.30		23,429.50	23,485.05
Total Assets	61,351.80		60,025.69	59,212.30
D. Segment Liabilities (Unallocable)	40,018.97		39,307.97	39,041.32

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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. In accordance with Ind AS 18/Ind AS 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, 2017 and year ended March 31, 2018 are not comparable with the current period. 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
1	Revenue from operations	16,803.11	19,779.32	10,366.19	59,624.69
2	Excise duty	-	-	(1,168.14)	(1,168.14)
3	Revenue from operations (net of excise duty) (1-2)	16,803.11	19,779.32	9,198.05	58,456.55

- 3) Other income includes dividend from subsidiaries as follows:

Particulars		Quarter ended			Year ended
		June 30,	March 31,	June 30,	March 31,
		2018	2018	2017	2018
	Dividend from subsidiaries	1,310.04	396.06	557.35	982.29

- 4) The above results include the Company's proportionate share of income and expenditure in its two Joint Operations, namely Tata Cummins Private Limited and Fiat India Automobiles Private Limited. Below are supplementary details of Tata Motors Limited on standalone basis excluding interest in the aforesaid two Joint Operations:

Particulars		Quarter ended			Year ended
		June 30,	March 31,	June 30,	March 31,
		2018	2018	2017	2018
1	Revenue from operations	16,350.21	18,915.51	10,115.95	57,258.60
2	Profit/(loss) before tax	1,404.80	(675.02)	(503.02)	(1,308.83)
3	Profit/(loss) after tax	1,151.49	(622.80)	(510.39)	(1,266.19)

- 5) The investment in the Company's subsidiaries Tata Technologies Limited, TAL Manufacturing Solutions Limited and Tata Motors Insurance Broking and Advisory Services Ltd and associate Tata Hitachi Construction Machinery Company Private Ltd and the company's certain assets related to defence business are classified as "Held for Sale" as they meet the criteria laid out under Ind AS 105.
- 6) Effective April 30, 2018, the Company completed the merger of TML Drivelines Ltd (TML Drivelines) pursuant to a scheme of arrangement of merger. As TML Drivelines is a wholly owned subsidiary of the Company, the merger has been accounted in accordance with "Pooling of Interest Method" laid down by Appendix C of Indian Accounting Standard 103 (Ind AS 103): (Business combinations of entities under common control), notified under the Companies Act, 2013. Accordingly, all assets, liabilities and reserves of TML Drivelines have been recorded in the books of account of the Company at their existing carrying amounts and in the same form. To the extent that there are inter-company loans, advances, deposits, balances or other obligations between TML Drivelines and the Company, these have been eliminated. The difference, between the investments held by the Company and all assets, liabilities and reserves of TML Drivelines, has been debited to capital reserve. Comparative accounting period presented in the financial statements of the Company has been restated for the accounting impact of the merger, as stated above, as if the merger had occurred from the beginning of the comparative period in the financial statements i.e. April 1, 2016.
- 7) Ind AS 115 - Revenue from Contracts with Customers
The Company 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. Certain payouts made to dealers such as infrastructure support are now treated as variable components of consideration and have therefore in accordance with Ind AS 115, has been recognised as revenue deductions for the quarter ended June 30, 2018.
- 8) During the quarter ended June 30, 2018, the Company prepaid USD 237 million (₹1,544.71 crores) of 4.625% Senior Notes at a premium of 2.5%. These were prepaid by fund raised through External Commercial Borrowings of USD 237 million.
- 9) The figures for the quarter ended March 31, 2018 as reported in these standalone financial results are the balancing figures between audited figures in respect of full financial year and the published year to date figures up to the end of the third quarter of the financial year ended March 31, 2018, as adjusted to give effect to the scheme of merger.
- 10) The Statutory Auditors have carried an audit of the above results for the quarter ended June 30, 2018 and have issued an unmodified opinion on the same.

Tata Motors Limited

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Guenter Butschek
CEO and Managing Director

Mumbai, July 31, 2018