



TATA MOTORS LIMITED

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

(₹ in crores)

STATEMENT OF STANDALONE AUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2018

Particulars	Quarter ended			Nine months ended		Year ended
	December 31,	September 30,	December 31,	December 31,	December 31,	March 31,
	2018	2018	2017	2018	2017	2018
Audited						
I. Revenue from operations	Audited					
(a) Revenue (refer note 2)	16,099.82	17,644.13	15,686.09	50,336.28	39,162.89	58,234.33
(b) Other operating revenue (refer note 8)	107.85	114.56	276.30	305.07	353.46	455.48
Total Revenue from operations (a)+(b)	16,207.67	17,758.69	15,962.39	50,641.35	39,516.35	58,689.81
II. Other Income (includes Government grants) (refer note 8)	269.40	343.87	223.76	2,134.86	1,209.60	2,492.48
III. Total Income (I+II)	16,477.07	18,102.56	16,186.15	52,776.21	40,725.95	61,182.29
IV. Expenses						
(a) Cost of materials consumed	10,449.56	11,427.74	10,269.48	33,459.85	24,970.16	37,080.45
(b) Purchases of products for sale	1,520.47	1,601.86	1,360.23	4,706.73	3,206.23	4,762.41
(c) Changes in inventories of finished goods, work-in-progress and products for sale	(149.62)	(119.60)	153.73	(1,359.90)	334.86	842.05
(d) Excise duty	-	-	-	-	790.64	793.28
(e) Employee benefits expense	1,060.11	1,045.40	983.51	3,138.43	2,863.13	3,966.73
(f) Finance costs	468.08	443.12	496.08	1,404.43	1,298.00	1,744.43
(g) Foreign exchange (gain)/loss (net)	(203.32)	301.23	(143.34)	292.98	(78.24)	17.14
(h) Depreciation and amortisation expense	766.83	754.05	788.50	2,226.03	2,245.72	3,101.89
(i) Product development/Engineering expenses	120.22	103.12	136.65	328.84	323.08	474.98
(j) Other expenses	2,134.94	2,548.51	2,119.06	7,094.14	5,849.46	9,234.27
(k) Amount capitalised	(237.31)	(246.43)	(221.81)	(770.14)	(608.62)	(855.08)
Total expenses (IV)	15,929.96	17,859.00	15,942.09	50,521.39	41,194.42	61,162.55
V. Profit/(loss) before exceptional items and tax (III-IV)	547.11	243.56	244.06	2,254.82	(468.47)	19.74
VI. Exceptional Items						
(a) Employee separation cost	4.14	-	4.73	4.14	4.73	3.68
(b) Provision for/impairment of capital work-in-progress and intangibles under development	24.05	93.21	-	117.26	-	962.98
VII. Profit/(loss) before tax (V-VI)	518.92	150.35	239.33	2,133.42	(473.20)	(946.92)
VIII. Tax expense/(credit) (net)						
(a) Current tax	(92.01)	22.93	35.65	188.19	56.63	92.63
(b) Deferred tax	(6.69)	18.28	(7.91)	30.82	5.09	(4.70)
Total tax expense	(98.70)	41.21	27.74	219.01	61.72	87.93
IX. Profit/(loss) for the period from continuing operations (VII-VIII)	617.62	109.14	211.59	1,914.41	(534.92)	(1,034.85)
X. Other comprehensive income/(loss):						
(A) (i) Items that will not be reclassified to profit or loss	(38.07)	54.59	38.65	14.04	116.73	62.28
(ii) Income tax (expense)/credit relating to items that will not be reclassified to profit or loss	(1.50)	0.59	(1.00)	(0.55)	(1.98)	(6.27)
(B) (i) Items that will be reclassified to profit or loss	29.55	(20.61)	42.72	(27.39)	14.82	(19.56)
(ii) Income tax (expense)/credit relating to items that will be reclassified to profit or loss	(10.32)	7.20	(14.78)	9.52	(5.13)	6.77
Total other comprehensive income/(loss)	(20.34)	41.77	65.59	(4.38)	124.44	43.22
XI. Total comprehensive income/(loss) for the period (IX+X)	597.28	150.91	277.18	1,910.03	(410.48)	(991.63)
XII. Paid-up equity share capital (face value of ₹2 each)	679.22	679.22	679.22	679.22	679.22	679.22
XIII. Reserves excluding Revaluation Reserve (as per balance sheet of previous accounting year)						19,491.76
XIV. Earnings per share (EPS)						
(a) Ordinary shares (face value of ₹2 each)						
(i) Basic EPS	₹ 1.80	0.31	0.61	5.62	(1.58)	(3.05)
(ii) Diluted EPS	₹ 1.80	0.31	0.61	5.62	(1.58)	(3.05)
(b) 'A' Ordinary shares (face value of ₹2 each)						
(i) Basic EPS	₹ 1.90	0.41	0.71	5.72	(1.58)	(3.05)
(ii) Diluted EPS	₹ 1.90	0.41	0.71	5.72	(1.58)	(3.05)
Not annualised						

8

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. This 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.

Particulars	Quarter ended			Nine months ended		Year ended
	December 31,	September 30,	December 31,	December 31,	December 31,	March 31,
	2018	2018	2017	2018	2017	2018
A. Segment Revenue :						
Revenue from operations						
I. Commercial Vehicles	12,708.82	13,939.32	12,286.81	39,540.48	30,430.21	44,875.54
II. Passenger Vehicles	3,470.25	3,779.25	3,613.33	11,009.40	8,951.28	13,644.58
III. Corporate/Unallocable	28.60	40.12	62.25	91.47	134.86	169.69
Total Segment Revenue	16,207.67	17,758.69	15,962.39	50,641.35	39,516.35	58,689.81
Less: Inter segment revenue	-	-	-	-	-	-
Revenue from operations	16,207.67	17,758.69	15,962.39	50,641.35	39,516.35	58,689.81
B. Segment results before other income (excluding government grants), finance costs, foreign exchange gain/(loss) (net), exceptional items and tax :						
I. Commercial Vehicles	1,082.95	1,181.81	1,093.74	3,411.12	2,156.61	3,474.29
II. Passenger Vehicles	(327.94)	(256.83)	(536.03)	(914.79)	(2,107.93)	(2,985.13)
III. Corporate/Unallocable	(76.49)	(75.49)	(57.73)	(209.34)	(177.98)	(265.45)
Total Segment results	678.52	849.49	499.98	2,286.99	(129.30)	223.71
Less: Inter segment eliminations	-	-	-	-	-	-
Net Segment results	678.52	849.49	499.98	2,286.99	(129.30)	223.71
Add/(Less) : Other income (excluding government grants)	133.35	138.42	96.82	1,665.24	880.59	1,557.60
Add/(Less) : Finance costs	(468.08)	(443.12)	(496.08)	(1,404.43)	(1,298.00)	(1,744.43)
Add/(Less) : Foreign exchange gain/(loss) (net)	203.32	(301.23)	143.34	(292.98)	78.24	(17.14)
Add/(Less) : Exceptional items						
-Commercial Vehicles	(2.79)	-	(4.73)	(2.79)	(4.73)	(166.66)
-Passenger Vehicles	(24.81)	(93.21)	-	(118.02)	-	(800.00)
Corporate/Unallocable	(0.59)	-	-	(0.59)	-	-
Total Profit/(Loss) before tax	518.92	150.35	239.33	2,133.42	(473.20)	(946.92)
C. Segment Assets		As at September 30, 2018		As at December 31, 2018	As at December 31, 2017	As at March 31, 2018
I. Commercial Vehicles		21,389.83		21,598.52	21,409.62	20,367.09
II. Passenger Vehicles		15,781.35		15,654.09	15,510.39	15,360.16
III. Corporate/Unallocable		25,164.72		24,961.00	23,904.44	23,485.05
Total Assets		62,335.90		62,213.61	60,824.45	59,212.30
D. Segment Liabilities (Unallocable)		40,851.19		40,127.84	40,021.16	39,041.32

Notes:

- The above results were reviewed and recommended by the Audit Committee and approved by the Board of Directors at its meeting held on February 7, 2019.
- 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 the nine months ended December 31, 2018 is not comparable with the corresponding previous period. Following additional information is being provided to facilitate such comparison:

Particulars	Quarter ended			Nine months ended		Year ended
	December 31,	September 30,	December 31,	December 31,	December 31,	March 31,
	2018	2018	2017	2018	2017	2018
1 Revenue from operations	16,207.67	17,758.69	15,962.39	50,641.35	39,516.35	58,689.81
2 Excise duty	-	-	-	-	(1,168.14)	(1,168.14)
3 Revenue from operations (net of excise duty) (1-2)	16,207.67	17,758.69	15,962.39	50,641.35	38,348.21	57,521.67

- Other income includes:

Particulars	Quarter ended			Nine months ended		Year ended
	December 31,	September 30,	December 31,	December 31,	December 31,	March 31,
	2018	2018	2017	2018	2017	2018
Dividend from subsidiaries	15.15	15.15	-	1,340.34	586.23	982.29

- 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			Nine months ended		Year ended
	December 31,	September 30,	December 31,	December 31,	December 31,	March 31,
	2018	2018	2017	2018	2017	2018
1 Revenue from operations	15,886.92	17,280.85	15,289.62	49,442.79	38,149.08	56,533.20
2 Profit/(loss) before tax	433.49	85.80	138.30	1,924.09	(633.81)	(1,308.83)
3 Profit/(loss) after tax	568.08	77.94	144.58	1,797.51	(643.39)	(1,266.19)

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- 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 results of the Company viz. quarter and nine months ended December 31, 2017 has been restated for the accounting impact of the merger as stated above.
- 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 and nine months ended December 31, 2018.
- 8) In compliance with Ind AS 20 - Government Grants and consequent to clarifications published by the Institute of Chartered Accountants of India during quarter ended September 30, 2018, various Government Grants and incentives have been recognized as "Other Income". Earlier these were reported as "Other Operating Revenue" in the results. Previous periods have been reclassified accordingly for comparative purposes. This has no impact on reported Profit Before Tax (PBT).
- 9) The Statutory Auditors have carried an audit of the above results for the quarter and nine months ended December 31, 2018 and have issued an unmodified opinion on the same.

Mumbai, February 7, 2019



Tata Motors Limited

Guenter Butschek
CEO and Managing Director