



TATA MOTORS LIMITED

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

(₹ in crores)

STATEMENT OF CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2019

Particulars	Quarter ended			Nine months ended		Year ended
	December 31,	September 30,	December 31,	December 31		March 31,
	2019	2019	2018	2019	2018	2019
	Unaudited					Audited
<b>I Revenue from operations</b>						
(a) Revenue	71,051.42	64,763.39	76,264.69	1,96,644.97	2,13,514.26	2,99,190.59
(b) Other operating income	624.65	668.56	651.25	1,930.04	2,001.81	2,747.81
<b>Total Revenue from Operations (a)+(b)</b>	<b>71,676.07</b>	<b>65,431.95</b>	<b>76,915.94</b>	<b>1,98,575.01</b>	<b>2,15,516.07</b>	<b>3,01,938.40</b>
II Other income (includes Government incentives)	900.13	672.56	666.77	2,408.68	2,102.00	2,965.31
III <b>Total Income (I + II)</b>	<b>72,576.20</b>	<b>66,104.51</b>	<b>77,582.71</b>	<b>2,00,983.69</b>	<b>2,17,618.07</b>	<b>3,04,903.71</b>
<b>IV Expenses</b>						
(a) Cost of materials consumed						
(i) Cost of materials consumed	38,694.85	36,403.07	46,755.80	1,14,504.60	1,34,894.71	1,82,254.45
(ii) Basis adjustment on hedge accounted derivatives	(121.02)	(348.85)	(224.08)	(545.45)	(1,067.80)	(1,245.37)
(b) Purchase of products for sale	3,143.69	3,049.31	4,806.08	9,281.81	13,865.24	13,258.83
(c) Changes in inventories of finished goods, work-in-progress and products for sale	4,700.87	1,023.99	(1,148.35)	3,080.41	(8,517.07)	2,053.28
(d) Employee benefits expense	7,737.29	7,283.01	8,508.95	22,739.87	25,244.51	33,243.87
(e) Finance costs	1,743.59	1,835.36	1,568.48	5,290.52	4,170.61	5,758.60
(f) Foreign exchange (gain)/loss (net)	(197.19)	115.98	(170.90)	56.32	1,336.23	905.91
(g) Depreciation and amortisation expense	5,199.28	5,299.57	6,439.25	15,610.57	18,237.58	23,590.63
(h) Product development/Engineering expenses	1,009.31	1,098.72	1,132.62	2,902.03	3,151.63	4,224.57
(i) Other expenses	13,758.46	14,140.18	16,084.10	42,188.05	45,610.03	62,238.12
(j) Amount transferred to capital and other accounts	(4,443.91)	(4,377.97)	(4,954.87)	(12,928.80)	(15,215.85)	(19,659.59)
<b>Total expenses (IV)</b>	<b>71,225.22</b>	<b>65,522.37</b>	<b>78,797.08</b>	<b>2,02,179.93</b>	<b>2,21,709.82</b>	<b>3,06,623.30</b>
V <b>Profit/(loss) before exceptional items and tax (III - IV)</b>	<b>1,350.98</b>	<b>582.14</b>	<b>(1,214.37)</b>	<b>(1,196.24)</b>	<b>(4,091.75)</b>	<b>(1,719.59)</b>
<b>VI Exceptional Items</b>						
(a) Defined benefit pension plan amendment past service cost (refer note 6)	-	-	147.93	-	147.93	147.93
(b) Employee separation cost	8.82	86.58	4.14	204.22	4.14	1,371.45
(c) Write off/(reversal) of provision/ impairment of capital work-in-progress and intangibles under development (net)	-	(83.11)	24.05	(83.11)	117.26	180.97
(d) Provision/(reversal) for cost of closure of operation of a subsidiary	(10.15)	(51.31)	-	(61.46)	437.08	381.01
(e) Provision for impairment in Jaguar Land Rover (refer note 5)	-	-	27,837.91	-	27,837.91	27,837.91
(f) Profit on sale of investment in a subsidiary company	-	-	-	-	-	(376.98)
(g) Provision for loans given to a Joint venture.	2.39	8.75	-	11.14	-	-
(h) Others	-	-	-	-	-	109.27
VII <b>Profit/(loss) before tax (V - VI)</b>	<b>1,349.92</b>	<b>621.23</b>	<b>(29,228.40)</b>	<b>(1,267.03)</b>	<b>(32,636.07)</b>	<b>(31,371.15)</b>
<b>VIII Tax expense/(credit) (net)</b>						
(a) Current tax	550.33	274.82	324.89	1,265.04	1,585.84	2,225.23
(b) Deferred tax	(1,154.92)	170.65	(2,730.07)	(1,228.09)	(4,134.75)	(4,662.68)
<b>Total tax expense/(credit) (net)</b>	<b>(604.59)</b>	<b>445.47</b>	<b>(2,405.18)</b>	<b>36.95</b>	<b>(2,548.91)</b>	<b>(2,437.45)</b>
IX <b>Profit/(loss) for the period from continuing operations (VII - VIII)</b>	<b>1,954.51</b>	<b>175.76</b>	<b>(26,823.22)</b>	<b>(1,303.98)</b>	<b>(30,987.16)</b>	<b>(28,933.70)</b>
X Share of profit/(loss) of joint ventures and associates (net)	(198.63)	(363.46)	(137.58)	(807.50)	254.30	209.50
XI <b>Profit/(loss) for the period (IX + X)</b>	<b>1,755.88</b>	<b>(187.70)</b>	<b>(26,960.80)</b>	<b>(2,111.48)</b>	<b>(29,832.86)</b>	<b>(28,724.20)</b>
Attributable to:						
(a) Shareholders of the Company	1,738.30	(216.56)	(26,992.54)	(2,176.60)	(29,943.71)	(28,826.23)
(b) Non-controlling interests	17.58	28.86	31.74	65.12	110.85	102.03
<b>XII Other comprehensive income/(loss)</b>						
(A) (i) Items that will not be reclassified to profit or loss	(1,714.68)	(2,081.66)	(208.28)	(2,426.54)	1,661.17	(4,260.75)
(ii) Income tax (expense)/credit relating to items that will not be reclassified to profit or loss	288.57	337.07	(13.09)	407.57	(343.64)	697.41
(B) (i) Items that will be reclassified to profit or loss	11,491.04	(269.01)	(6,431.57)	8,521.61	(4,906.37)	(2,016.01)
(ii) Income tax (expense)/credit relating to items that will be reclassified to profit or loss	(1,341.29)	(5.47)	238.21	(1,196.28)	391.37	3.58
<b>Total other comprehensive income/(loss)</b>	<b>8,723.64</b>	<b>(2,019.07)</b>	<b>(6,414.73)</b>	<b>5,306.36</b>	<b>(3,197.47)</b>	<b>(5,575.77)</b>
XIII <b>Total comprehensive income/(loss) for the period (net of tax) (XI + XII)</b>	<b>10,479.52</b>	<b>(2,206.77)</b>	<b>(33,375.53)</b>	<b>3,184.88</b>	<b>(33,030.33)</b>	<b>(34,299.97)</b>
Attributable to:						
(a) Shareholders of the Company	10,447.77	(2,234.39)	(33,389.37)	3,123.86	(33,140.76)	(34,401.73)
(b) Non-controlling interests	31.75	27.62	13.84	71.02	110.43	101.76
XIV Paid-up equity share capital (face value of ₹2 each)	719.54	679.22	679.22	719.54	679.22	679.22
XV Reserves excluding revaluation reserves (as per Balance Sheet of previous accounting year)						59,477.47
<b>XVI Earnings per share (EPS)</b>						
A. Ordinary shares (face value of ₹2 each)						
(a) Basic EPS	₹ 5.02	(0.64)	(79.49)	(6.37)	(88.18)	(84.89)
(b) Diluted EPS	₹ 5.00	(0.64)	(79.49)	(6.37)	(88.18)	(84.89)
B. 'A' Ordinary shares (face value of ₹2 each)						
(a) Basic EPS	₹ 5.12	(0.64)	(79.49)	(6.37)	(88.18)	(84.89)
(b) Diluted EPS	₹ 5.10	(0.64)	(79.49)	(6.37)	(88.18)	(84.89)

Not annualised

**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. The vehicle financing is intended to drive sale of vehicles by providing financing to the dealers' customers and as such is an integral part of automotive business. The operating results for Vehicle Financing has been adjusted only for finance cost for the borrowings sourced by this segment.

Operating segments consist of:

- a) Automotive: The Automotive segment consists of four reportable sub-segments; Tata Commercial Vehicles, Tata Passenger Vehicles, Jaguar Land Rover and Vehicle Financing.  
 b) Others: Others will consist of IT services and machine tools and factory automation solutions.

This 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.

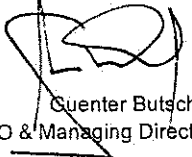
Particulars	Quarter ended			Nine months ended		Year ended
	December 31,	September 30,	December 31,	December 31		March 31,
	2019	2018	2018	2019	2018	2019
	Unaudited				Audited	
<b>A. Segment Revenue :</b>						
Revenue from operations						
<b>I. Automotive and related activity</b>						
- Tata and other brands vehicles						
(a) Commercial Vehicle	8,598.21	8,712.65	13,714.17	28,390.28	42,640.27	58,137.10
(b) Passenger Vehicle	2,741.32	2,056.22	3,398.12	7,985.89	10,204.45	14,469.80
(c) Corporate/Unallocable	116.29	28.16	27.87	190.89	88.47	110.60
- Vehicle Financing	1,081.27	1,118.32	965.89	3,269.56	2,646.04	3,700.18
- Jaguar and Land Rover	58,751.89	53,065.86	58,282.93	1,57,478.73	1,58,367.33	2,23,513.58
Less: Intra segment eliminations	(62.86)	-	(27.03)	(62.68)	(79.91)	(275.65)
-Total	71,228.32	64,981.21	76,362.95	1,97,242.69	2,13,866.65	2,99,655.61
<b>II. Others</b>	765.81	761.84	859.82	2,288.32	2,706.32	3,626.07
<b>Total Segment Revenue</b>	71,992.13	65,743.05	77,252.77	1,99,531.01	2,16,572.97	3,03,281.68
Less: Inter segment revenue	(316.06)	(311.10)	(335.83)	(868.00)	(1,058.90)	(1,343.28)
<b>Revenue from Operations</b>	71,676.07	65,431.95	76,915.94	1,98,663.01	2,15,514.07	3,01,938.40
<b>B. Segment results before other income (excluding Government Grants), finance costs, foreign exchange gain/(loss) (net), exceptional items and tax:</b>						
<b>I. Automotive and related activity</b>						
- Tata and other brands vehicles						
(a) Commercial Vehicle	(301.41)	48.91	1,044.36	203.26	3,295.05	4,118.16
(b) Passenger Vehicle	(619.84)	(940.53)	(382.03)	(1,877.94)	(1,014.17)	(1,387.79)
(c) Corporate/Unallocable	22.75	(93.01)	(73.29)	(138.60)	(219.16)	(362.97)
- Vehicle Financing (net off finance costs pertaining to borrowings source by the segment)	(158.03)	(71.83)	(100.45)	(335.48)	(181.47)	(313.81)
- Jaguar and Land Rover	2,723.07	2,512.74	(1,375.53)	2,845.20	(3,424.84)	(1,278.47)
Less: Intra segment eliminations	-	-	-	-	-	-
-Total	1,666.54	1,456.28	(886.94)	696.44	(1,544.59)	773.12
<b>II. Others</b>	87.13	97.34	149.09	270.50	470.12	505.44
<b>Total Segment results</b>	1,753.67	1,553.62	(737.85)	966.94	(1,074.47)	1,278.56
Less: Inter segment eliminations	(8.99)	(13.72)	(43.08)	(60.08)	(115.27)	(120.18)
<b>Net Segment results</b>	1,744.68	1,539.90	(780.93)	906.86	(1,189.74)	1,158.38
Add/(Less): Other income (excluding Govt. Grants)	402.38	198.73	263.60	893.20	728.70	1,170.89
Add/(Less): Finance costs (excluding pertaining to borrowings sourced by the vehicle finance segment)	(893.27)	(1,040.51)	(867.94)	(2,939.98)	(2,294.48)	(3,142.95)
Add/(Less): Foreign exchange gain/(loss) (net)	197.19	(115.98)	170.90	(56.32)	(1,336.23)	(905.91)
Add/(Less): Exceptional items gain/(loss)	-	-	-	-	-	-
- Tata and other brands vehicles						
(a) Commercial Vehicle	(12.51)	151.31	(2.79)	138.79	(439.87)	(566.53)
(b) Passenger Vehicle	-	(17.08)	(24.81)	(17.13)	(118.02)	(118.04)
(c) Corporate/Unallocable	(2.39)	(6.75)	(0.59)	(11.22)	(0.59)	376.07
- Total Tata and other brands vehicles	-	-	-	-	-	-
- Jaguar and Land Rover	13.84	(85.39)	(27,985.84)	(181.23)	(27,985.84)	(29,353.08)
<b>Total Profit before tax</b>	1,349.92	621.23	(29,228.40)	(1,267.03)	(32,636.07)	(31,371.15)
<b>C. Segment Assets</b>						
<b>I. Automotive and related activity</b>						
- Tata and other brands vehicles						
(a) Commercial Vehicle		27,904.83		26,449.17	29,480.64	26,927.43
(b) Passenger Vehicle		18,329.87		17,577.01	19,649.45	19,446.38
(c) Corporate/Unallocable		2,388.10		2,375.83	881.60	1,648.49
- Tata and other brands vehicles - Assets held for sale		176.60		183.73	260.11	162.24
- Vehicle Financing		35,641.42		34,727.22	34,777.53	38,261.58
- Vehicle Financing - Assets held for sale		-		3.36	-	-
- Jaguar and Land Rover		1,78,574.46		1,83,185.76	1,76,646.39	1,70,433.61
Less: Intra segment eliminations		-		-	(538.23)	-
-Total		2,63,015.48		2,64,502.08	2,61,157.49	2,56,879.73
<b>II. (a) Others</b>		2,241.13		2,398.39	35.56	2,003.74
<b>(b) Assets classified as held for sale</b>		-		-	2,249.55	-
<b>Total Segment Assets</b>		2,65,256.61		2,66,900.47	2,63,442.70	2,58,883.47
Less: Inter segment eliminations		(1,404.13)		(1,458.32)	(605.17)	(1,225.25)
<b>Net Segment Assets</b>		2,63,852.48		2,65,442.15	2,62,837.53	2,57,658.22
Investment in equity accounted investees						
Tata and other brands vehicles - Corporate/Unallocable		417.50		412.57	419.82	422.54
- Vehicle Financing		1.94		4.38	2.67	2.67
- Jaguar and Land Rover		3,562.22		3,469.68	4,352.48	4,318.17
- Others*		582.16		601.86	565.41	591.50
Add : Unallocable assets		31,811.50		56,567.23	27,562.90	44,201.43
<b>Total Assets</b>		3,00,227.80		3,26,797.87	2,95,740.81	3,07,194.53
<b>D. Segment Liabilities</b>						
<b>I. Automotive and related activity</b>						
- Tata and other brands vehicles						
(a) Commercial Vehicle		12,736.97		13,464.26	13,616.49	15,937.65
(b) Passenger Vehicle		3,101.90		3,898.77	3,154.01	3,687.73
(c) Corporate/Unallocable		1,218.19		1,026.30	1,491.67	1,752.13
- Vehicle Financing		730.60		723.40	651.20	711.43
- Jaguar and Land Rover		1,06,486.08		1,07,300.96	94,841.18	1,07,296.26
Less: Intra segment eliminations		-		-	(551.21)	(337.65)
-Total		1,24,271.74		1,26,413.69	1,13,203.34	1,29,047.55
<b>II. (a) Others</b>		731.59		843.43	88.10	529.07
<b>(b) Liabilities directly associated with assets classified as held-for-sale</b>		-		-	1,050.33	-
<b>Total Segment Liabilities</b>		1,25,003.33		1,27,257.12	1,14,341.77	1,29,576.62
Less: Inter segment eliminations		(360.31)		(387.26)	(336.00)	(252.06)
<b>Net Segment Liabilities</b>		1,24,643.02		1,26,869.86	1,14,005.77	1,29,324.56
Add : Unallocable liabilities		1,22,708.61		1,32,416.77	1,19,650.63	1,17,167.35
<b>Total Liabilities</b>		2,47,351.63		2,59,286.63	2,33,656.40	2,46,491.91

\*Held for sale as at March 31, 2019

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 January 30, 2020.
- 2) The Company has adopted Ind AS 116 with modified retrospective approach, with effect from April 1, 2019. Accordingly, the comparative periods have not been restated. The cumulative effect of initial application of the standard of ₹196.14 crores has been recognised as an adjustment to the opening balance of retained earnings as at April 1, 2019. The Company has recognized ₹5,583.62 crores as right to use assets and lease liability of ₹5,779.76 crores as on the date of transition i.e. April 1, 2019. Further, an amount of ₹1,035.97 crores has been reclassified from non-current/current assets to right to use assets for prepaid operating lease rentals. In the statement of profit and loss account for the quarter and nine months ended December 31, 2019 and quarter ended September 30, 2019 the nature of expenses in respect of operating leases has changed from lease rent in previous period to depreciation for the right to use asset and finance cost for interest accrued on lease liability. In respect of leases that were classified as finance lease, applying Ind AS 17, an amount of ₹415.43 crores has been reclassified from property, plant and equipment to right to use assets. There is no material impact on profit/(loss) after tax and earnings per share for the quarter and nine months ended December 31, 2019, on adoption of Ind AS 116.
- 3) During the quarter ended December 31, 2019, the Company has allotted 20,16,23,407 Ordinary Shares at a price of ₹150 per Ordinary Share aggregating to ₹3,024.35 crores and 23,13,33,871 Convertible Warrants ('Warrants'), each carrying a right to subscribe to one Ordinary Share per Warrant, at a price of ₹150 per Warrant ('Warrant Price'), aggregating to ₹3,470.00 crores on a preferential basis to Tata Sons Private Limited. An amount equivalent to 25% of the Warrant Price was paid at the time of subscription and allotment of each Warrant and the balance 75% of the Warrant Price shall be payable by the Warrant holder against each Warrant at the time of allotment of Ordinary Shares pursuant to exercise of the options attached to Warrant(s) to subscribe to Ordinary Share(s). The amount of ₹3,891.85 crores has been received and is to be utilized for repayment of debt, meeting future funding requirements and other general corporate purposes of the Company and its subsidiaries. The Company has utilised amount of ₹1,200.00 crores as at December 31, 2019.
- 4) During the quarter ended December 31, 2019
  - (i) The Company has issued USD 300 million 5.875% Senior Unsecured Notes due 2025. The proceeds are being used to incur capital expenditure and other permitted purposes as per RBI ECB guidelines.
  - (ii) Jaguar Land Rover Automotive Plc (JLR), an indirect subsidiary of the Company, issued USD 500 million 5.875% Senior Notes due 2024 and USD 300 million 6.875% Senior Notes due 2026. The proceeds are being used for general corporate purposes.
- 5) The Company assessed the recoverable amount of the Jaguar Land Rover business, which represent a single cash-generating unit (CGU), as at December 31, 2018, as the higher of Fair Value Less Cost of Disposal ('FVLCD') and Value in Use ('VIU') of the relevant assets of the CGU, due to change in market conditions especially in China, technology disruptions and rising cost of debt. This had resulted in an impairment charge of £3,105 million (₹27,837.91 crores) which was recognized as exceptional charge for the quarter ended December 31, 2018.
- 6) During the quarter ended December 31, 2018 the High Court in United Kingdom ruled that pension schemes are required to equalise male and female members benefit for the inequalities within guaranteed minimum pension (GMP) earned between May 17, 1990 and April 5, 1997. Based on this, the Company reassessed its obligations under its existing Jaguar Land Rover pension plans and recorded an additional liability of an amount of £16.5 million (₹147.93 crores) as past service costs during quarter ended December 31, 2018.
- 7) The Statutory Auditors have carried out a limited review of the consolidated financial results for the quarter and nine months ended December 31, 2019.

Mumbai, January 30, 2020

Tata Motors Limited  
  
Guenter Butschek  
CEO & Managing Director