


Tata Motors Group

Results for the quarter ended 30th September 2021

Safe harbour statement

TATA MOTORS

Statements in this presentation describing the objectives, projections, estimates and expectations of Tata Motors Limited (the “Company”, “Group” or “TML”) Jaguar Land Rover Automotive plc (“JLR ”) and its other direct and indirect subsidiaries may be “forward-looking statements” within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company’s operations include, among others, economic conditions affecting demand / supply and price conditions in the domestic and overseas markets in which the Company operates, changes in Government regulations, tax laws and other statutes and incidental factors.

Certain analysis undertaken and represented in this document may constitute an estimate from the Company and may differ from the actual underlying results.

Narrations

- Q2FY22 represents the 3 months period from 1 Jul 2021 to 30 Sep 2021
- Q1FY22 represents the 3 months period from 1 Apr 2021 to 30 Jun 2021
- Q2FY21 represents the 3 months period from 1 Jul 2020 to 30 Sep 2020

Accounting Standards

- Financials (other than JLR) contained in the presentation are as per IndAS
- Results of Jaguar Land Rover Automotive plc are presented under IFRS as approved in the EU.

Other Details

- **Accounting for PV (JO):** The scheme for transfer of Passenger Vehicle (PV) division of TML to Tata Motors Passenger Vehicles Ltd. (TMPVL), a 100% subsidiary, was approved by NCLT, Mumbai on 24th August 21. In accordance with accounting standards, the standalone financials (SEBI results) are prepared to represent PV (including FIAPL) revenue and expenses as discontinued from that date. The comparative financials as shown in this deck continue to represent PV (including FIAPL) revenues and expenses on a continued basis. Reconciliation of the two sets of numbers is provided in slide 42 of this deck.
- **JLR volumes:** Retail volume and wholesales volume data includes sales from the Chinese joint venture (“CJLR”)
- **Reported EBITDA** is defined to include the product development expenses charged to P&L and realised FX and commodity hedges but excludes the revaluation of foreign currency debt, revaluation of foreign currency other assets and liabilities, MTM on FX and commodity hedges, other income (except government grant) as well as exceptional items.
- **Reported EBIT** is defined as reported EBITDA plus profits from equity accounted investees less depreciation & amortisation.
- **Free cash flow** is defined as net cash generated from operating activities less net cash used in automotive investing activities, excluding investments in consolidated entities and movements in financial investments, and after net finance expenses and fees paid.
- Retail sales of TML represents the estimated retails during the quarter.

Product and other highlights

TATA MOTORS

$1 BN fund raise in its Passenger Electric Vehicle business at a valuation of up to $9.1 bn

Power packed, PUNCH India's first sub-compact SUV with 5 star adult safety rating

Ace Gold Petrol CX, 407 CNG, Tigor EV, X-press T EV

JLR most improved in US J.D. Power quality survey; top in US J.D. Power APEAL

Fleet of JLR electric vehicles to transport world leaders at COP26 climate summit

New Range Rover revealed; sales expected to start in Q4 FY22

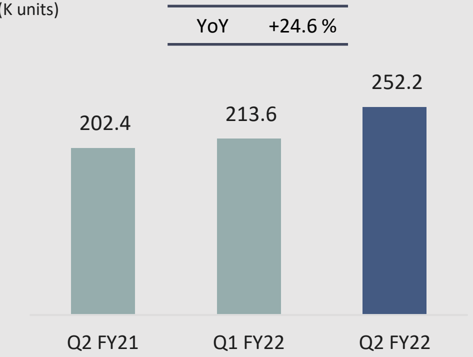
Q2: Revenue ₹ 61.4KCr, EBITDA 8.4%, PBT(bei) ₹ (3.5)KCr

TATA MOTORS

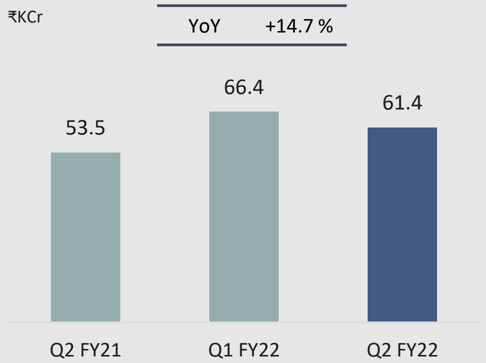
Significant improvement in India; Semiconductor shortages affected JLR performance

Q2 FY22 | Consolidated | IndAS, ₹ KCr

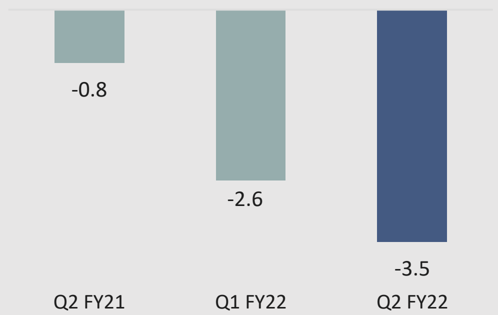
Global Wholesales
(K units)



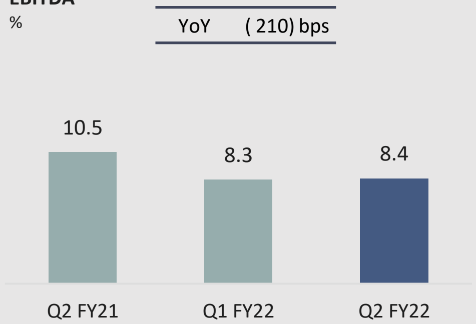
Revenue
₹KCr



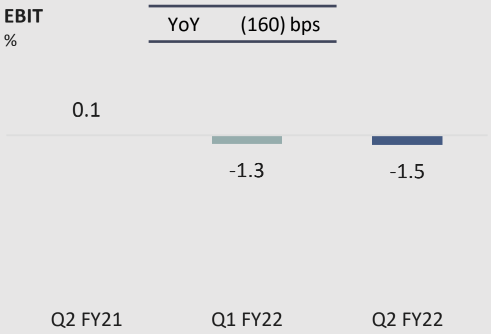
PBT (bei)
₹KCr



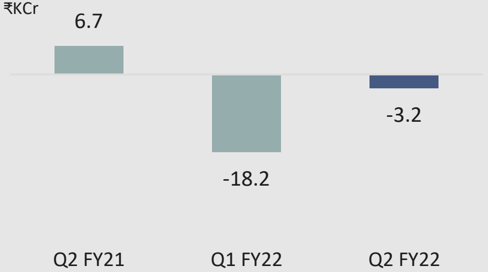
EBITDA
%



EBIT
%



FCF(Auto)
₹KCr



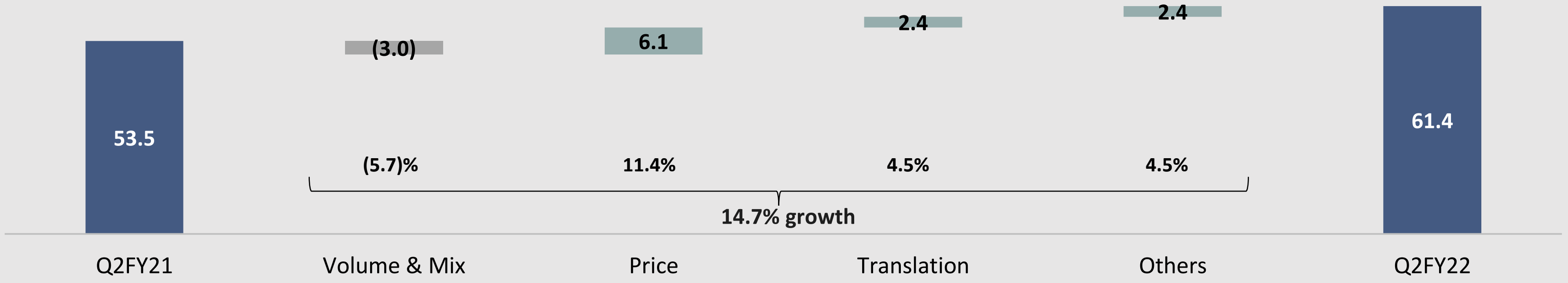
EBIT (1.5)%; Net Auto Debt ₹ 64.4KCr

TATA MOTORS

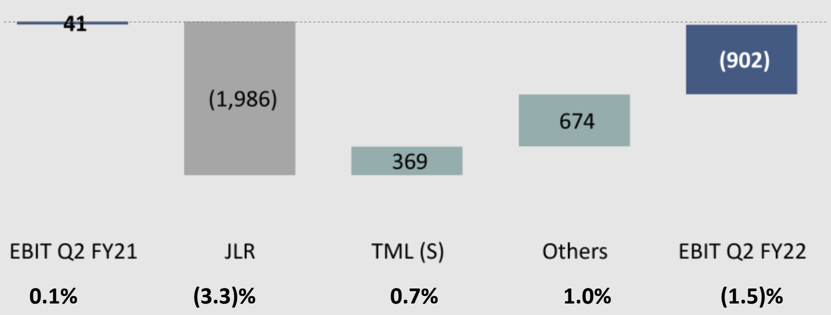
TML (S), TMF and others partially offset JLR EBIT decline. Working capital impacts Net Auto Debt by ₹ 18.5 KCr in H1

Q2 FY22 | Consolidated | IndAS, ₹ KCr

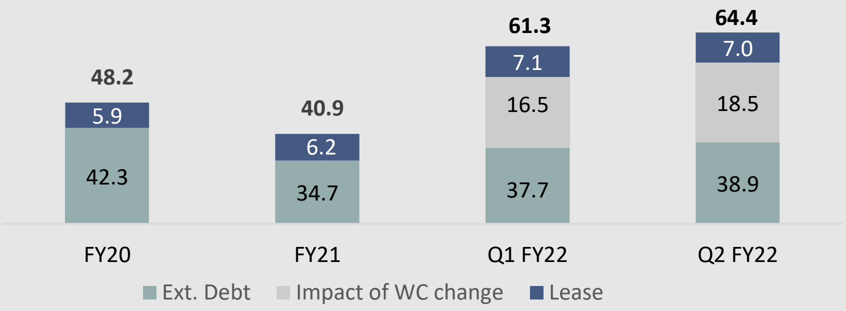
Revenue



Profitability (EBIT)



Net Auto Debt



JAGUAR LAND ROVER AUTOMOTIVE PLC

Results for the quarter ended 30th September 2021

ADRIAN MARDELL

Chief Financial Officer

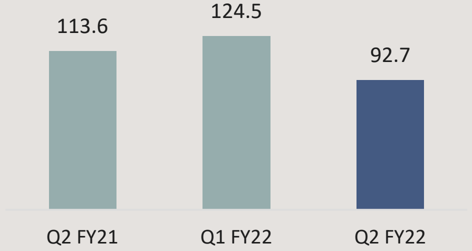
Q2 Revenue of £3.9b and loss of £302m reflecting chip supply constraints

Cash outflow significantly improved vs £(1)b expected, reflecting lower breakeven

Q2 FY22 | IFRS, £m

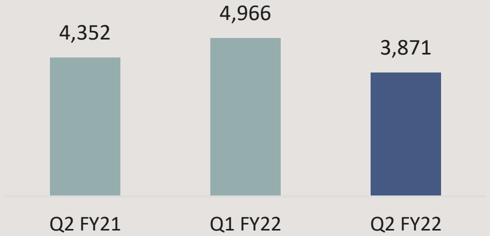
Retails
(K units)

YoY (18.4)%

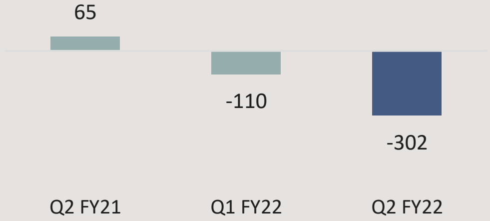


Revenue
£m

YoY (11.1) %

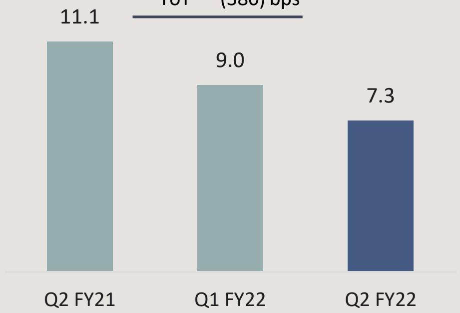


PBT
£m



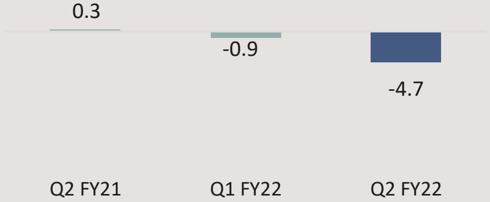
EBITDA
%

YoY (380) bps

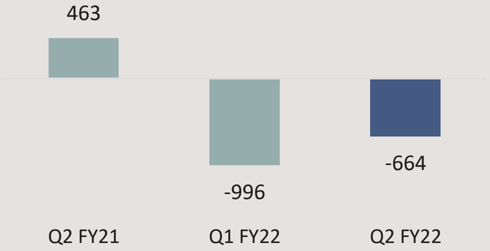


EBIT
%

YoY (500) bps



FCF
£m



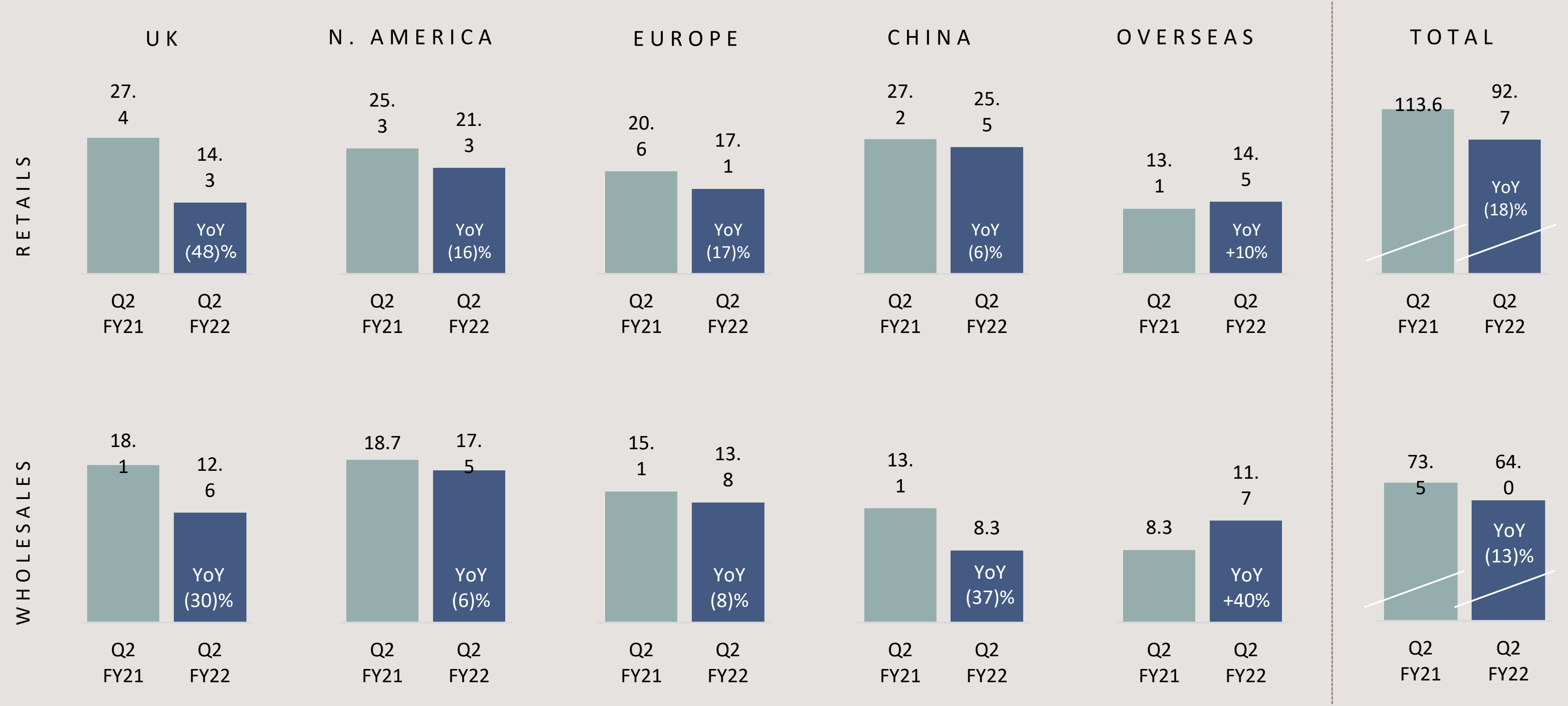
Q2 FY22 Performance highlights

Volume & Revenue	• Wholesales constrained by semiconductor supply to 64k in line with expectations • Retail sales down 18% YoY overall in Q2, though up 16% YTD • Record order bank of more than 125k units at 30th September, of which over 32k are Defender orders • Overseas retails were up 10% in Q2
Profitability	• PBT £(302)m reflecting reduced wholesales, partly offset by net pricing • Profit also impacted by destocking, lower capitalisation and revaluation, partly offset by reserve releases
Cash Flow	• Free Cash outflow of £664m, significantly better than £1b expected outflow after £484m investment and £501m working capital outflow • Total cash £3.8b and liquidity of £5.9b at 30 September 2021

Q2 FY22 Retail sales 93k, down 18% YoY

Wholesales of 64k, in line with guidance; record order books of over 125k units

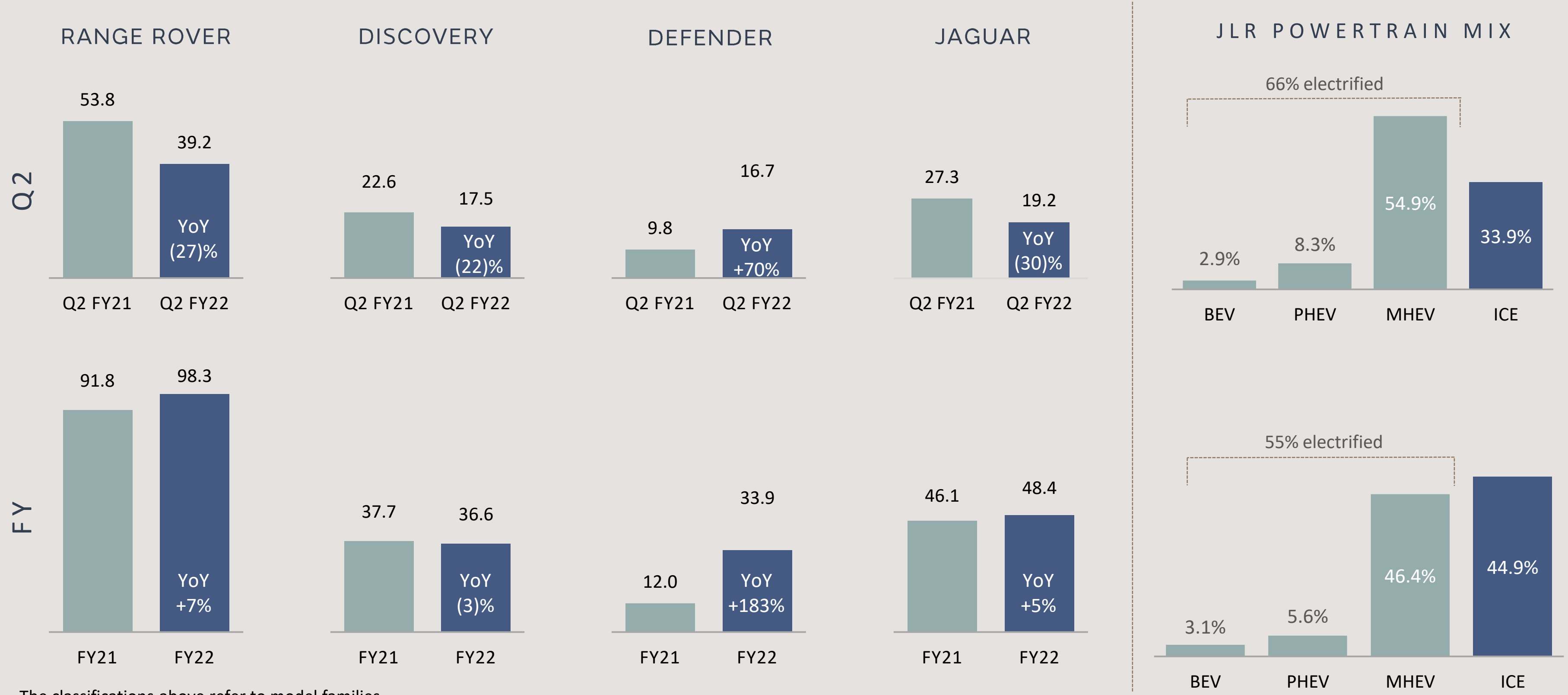
Q2 FY22 | Units in 000's



Defender sales up in Q2

Electrified sales now 66% of total

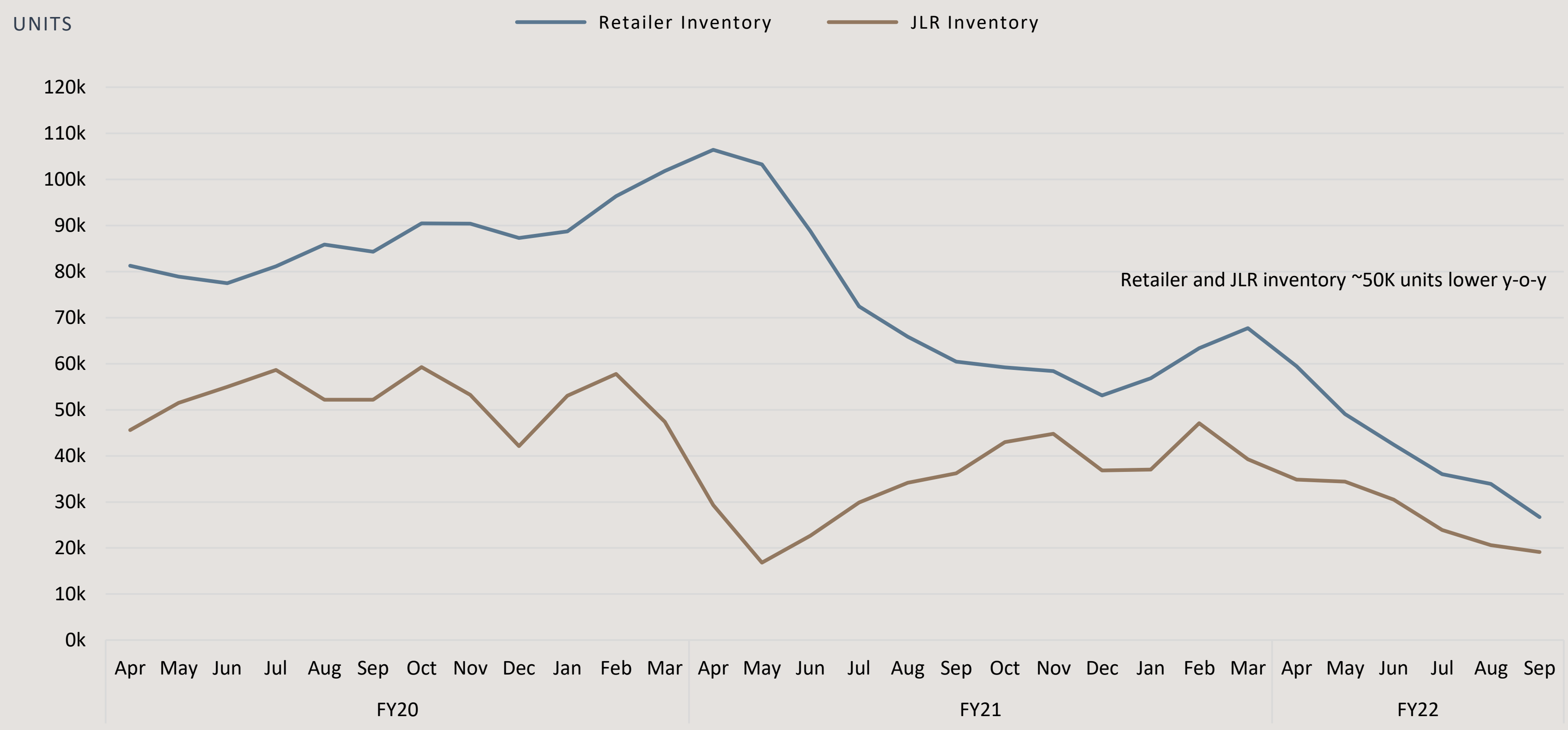
Q2 & FY22 YTD | Retail Units in 000’s



The classifications above refer to model families

Inventories at historically low levels as supply remains constrained

Expect retailer stocks to recover when chip supply permits



Loss of £302m; EBIT (4.7)%

Lower volumes, destocking, capitalisation and reval partly offset by VME and reserves release

Q2 FY22 | IFRS, £m

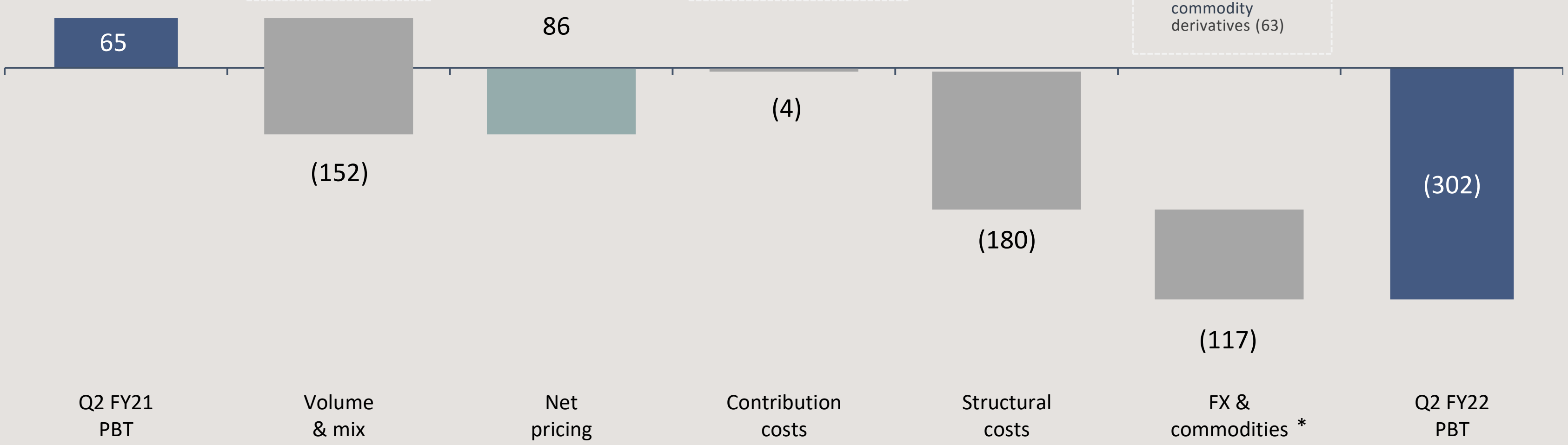
Volume & mix
- ↓ Volume (116)
- ↑ Emissions 74
- ↓ Mix (91)**
- ↓ P&A (22)

Net pricing
- ↑ VME (3.8% to 1.7%), Underlying VME from 5.3% to 2.7%

Contribution costs
- ↑ Warranty 24
- ↓ Import duties (20)
- ↓ Material cost (32)
- ↑ Realised commodity hedges 24

Structural costs
- ↓ Destocking (99)
- ↓ Capitalisation (91)
- ↓ Furlough (47)
- ↑ Battery end-of-life reserve 45

FX & commodities
- ↓ Operational exchange (20)
- ↑ Realised derivatives 37
- ↓ Revaluation (71)
- ↓ Unrealised commodity derivatives (63)



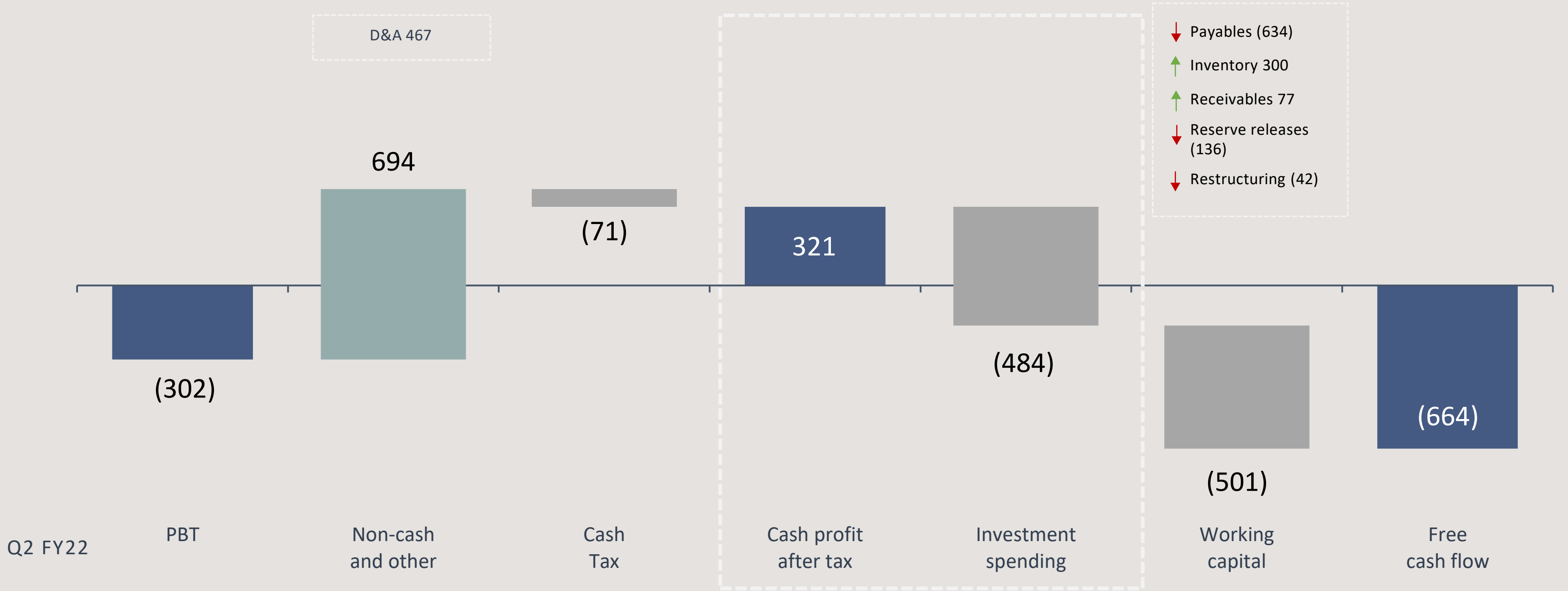
EBIT Margin	Q2 FY21 PBT	Volume & mix / Net pricing	Contribution costs	Structural costs	FX & commodities	Q2 FY22 PBT
EBIT Margin	0.3%	(1.7)%	(0.1)%	(3.6)%	(0.4)%	(4.7)%

* FX and commodities includes realised FX after hedges, FX balance sheet revaluation and unrealised commodity hedge revaluation
** Down YoY reflecting exceptionally strong China mix in Q2 FY21

Free cash outflow £664m, primarily working capital of £(501)m

Significantly better than expected £1b outflow, reflecting lower cash breakeven point

Q2 & FY22 YTD | IFRS, £m

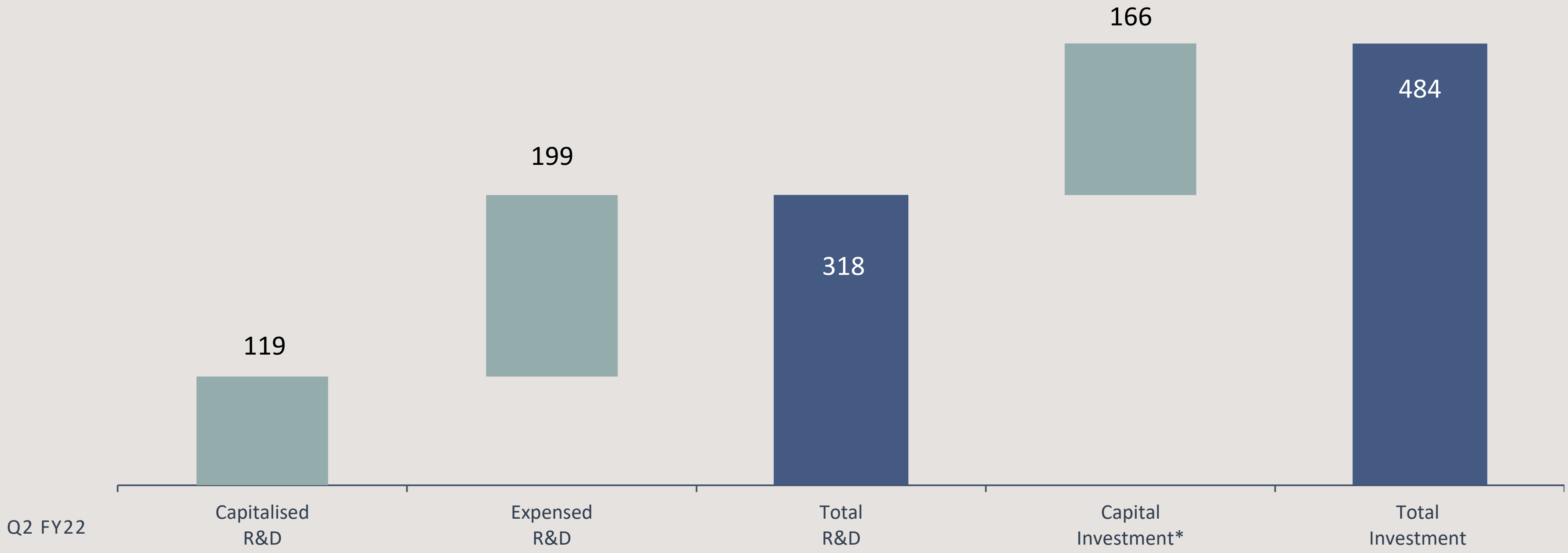


FY22 YTD	(412)	1,357	(127)	818	(1,055)	(1,423)	(1,660)

Total Q2 investment £484m – 12.5% of revenue

Expect FY22 spend of £2.3b - £2.4b, better than £2.5b prior target

Q2 FY22 | IFRS, £m



Q2 FY21	210	99	309	222	531

* Of which £171m relates to purchases of property, plant and equipment in Q2 FY22 (£229m in Q2 FY21)

BUSINESS UPDATE

New Range Rover launched – sales expected to start in Q4 FY22

Breathtaking modernity, peerless refinement and unmatched Land Rover capability

HIGHLIGHTS

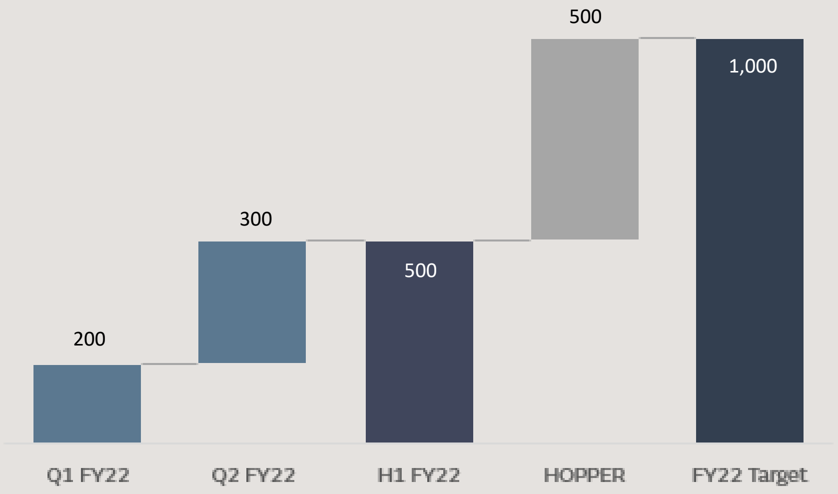
- **First MLA Flex vehicle**: provides luxurious **four, five or seven-seat interiors** and electrified powertrains
- **Extended range PHEV**: New plug-in hybrids deliver an **EV range of up to 100km** and CO_2 emissions below 30g/km*
- **BEV option by 2024**: Land Rover embraces new Reimagine strategy with fully-electric powertrain
- **All-Wheel Steering**: high-speed stability with exceptional manoeuvrability, and a **turning circle of less than 11m**
- **True to its roots**: Breathtaking modernity, peerless refinement and unmatched Land Rover capability

* PHEV available to order early 2022. PHEV figures quoted at launch are based on relevant Manufacturer’s Estimates. Range figures are based upon production vehicle over a standardised route. Actual CO2, fuel economy, energy consumption and range figures may vary from estimates due to numerous factors.

Refocus: transformation making good progress, notably market performance

£300m delivered in Q2, taking YTD to £500m and on track to deliver £1b full year

REFOCUS ACHIEVEMENT



PERFORMANCE & PRIORITIES

MARKET PERFORMANCE

- £150m value in Q2, £300m YTD
- Primarily VME, marketing fixed costs and emissions savings
- Future value to come from simplified offer structure driving lower complexity whilst improving variable profit

INVESTMENT

- £150m investment savings for Q2, £200m YTD
- FY22 investment target revised to £2.3b - £2.4b

COSTS

- Reduce average material cost per car by a further £1k in FY22
- Maintain Charge+ cost controls, including headcount
- Focus on increasing resilience, control and transparency of supply chain, including chips
- Embedding Quality to improve customer satisfaction and warranty costs

Enabled by InDigital: data driven decision making, automation and efficiency – e.g. sales & order management, chip response and Brexit process automation

Refocus: Jaguar Land Rover quality improved in 2021

JLR in 1st place in US J.D. Power APEAL survey and most improved in IQS survey (corporate)

21MY KEY IMPROVEMENTS

QUALITY SURVEY PERFORMANCE

J.D. Power IQS - US
(Initial Quality Survey; customer experience after 3 months)

- ✓ Combined JLR brands most improved, up from 15^{th} to 13^{th}
- ✓ Jaguar up 8 places: 19^{th} overall and 5^{th} among premium brands
- ✓ Land Rover up 5 places: 26^{th} overall and 10^{th} in premium

J.D. Power APEAL - US
(Automotive Performance, Execution & Layout)

- ✓ JLR in 1^{st} place among corporations
- ✓ Land Rover 2^{nd} place and Jaguar 11^{th} among premium brands
- ✓ Defender 1^{st} place in Midsize Premium SUV segment
- ✓ Range Rover 3^{rd} in Large Premium SUV segment

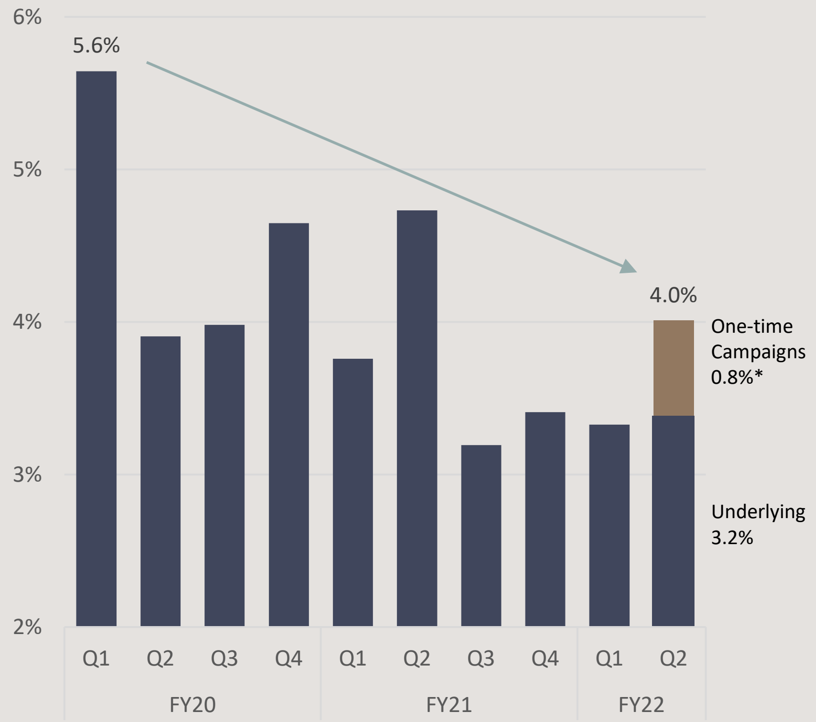
J.D. Power – China

- ✓ Land Rover up to 2nd place in Customer Satisfaction Index

Refocus: significant reduction in warranty costs

Actions continue to deliver sustainable improvements in quality and warranty cost

REDUCED WARRANTY EXPENSE



*Primarily relating to fuel tank flange on 2010-16 older model years, and Takata airbags 2007-17 older model years

IMPROVED QUALITY AND WARRANTY COSTS

- Refocus driving improvements to deliver fault free performance, from launch
- Significant recent model year improvements
  - New engines and hybrid powertrains
  - New electrical architectures
  - Technological features and attributes (e.g. PIVI and SOTA)
- 500 quality improvement projects underway, focused on
  - Roadside assist performance
  - Permanent corrective in-production fixes
  - Increase Software Over The Air capability, reducing material cost fixes
- Target warranty spend below 3.5% of gross vehicle revenue

Emissions compliance in CY21 through pooling and credit purchases

Pooling achieves UK & EU compliance while chip shortages impact EV production

UNDERLYING COMPLIANCE

- Based on demand, JLR would be compliant with UK1 / EU27 targets in CY21 and CY22
- Semiconductor shortages have disproportionately impacted production of electrified products

POOLING

- Emissions pool agreed with other OEMs for CY21 and can be extended to CY22 if needed
- Pooling achieves compliance with UK1 / EU27 targets
- Reduces UK1 / EU27 compliance reserves by £52m (to £37m) for CY21

CREDIT PURCHASES

- JLR continues to buy credits in US and China markets -- £59m reserved for CY21
- Initiatives to reduce credit purchase costs through fixed-price contracts and strategic partnerships until new EVs launch in future years

Semiconductor supply status and outlook remains challenging

Expect situation to gradually improve starting in H2 FY22

INCREASE CHIP SUPPLY

- Supply recovering following supplier plant fire, Texas storms and lockdowns in SE Asia
- Proactive engagement with suppliers, chip manufacturers and brokers to increase supply and identify alternative suppliers
- JLR providing 18-24 month planning volumes to suppliers and manufacturers
- Building inventory buffers where possible
- Daily mission control and cross functional team

OPTIMISE CHIP UTILISATION

- Prioritisation of higher margin models and models less dependent on chips in short supply
- Qualify new chips to provide alternatives
- Optimisation of chip and product specification to reduce number and dependence on chips
- Supported by InDigital, data analytics and demand planning

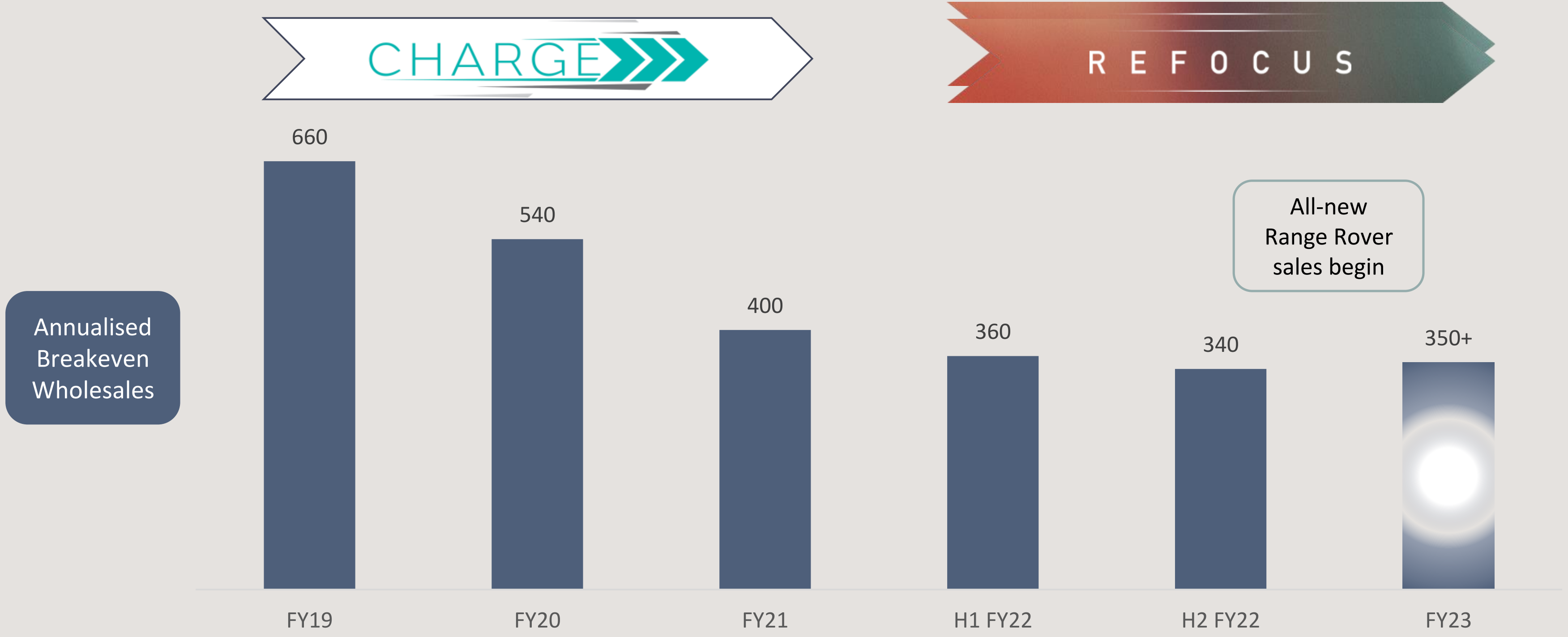
BUILD LONG-TERM RESILIENCE

- Improved visibility and engagement with suppliers and chip manufacturers
- Aligning semiconductor strategy to technology roadmaps
- New technology platform to communicate supply required and available with suppliers, to improve planning and response
- Longer term contracts and commitments
- Manufacturer investment to increase global capacity

Lowered breakeven in FY22 to mitigate constraints caused by chip shortages

Proactively managed costs and optimised mix to minimise impact

Units 000



	FY19	FY20	FY21	H1 FY22	H2 FY22	FY23
Quarterly Breakeven Wholesales	165	135	100	90	85	c. 85

Outlook: Expect improved results as chip supply gradually improves

Reimagine medium and long-term targets remain unchanged

	FY22 OUTLOOK		MEDIUM AND LONG TERM TARGETS	
	SECOND HALF FY22	FULL YEAR	**FY24**	**FY26**
REVENUE	Increasing vs H1	Lower YoY	Increasing	> £30b
EBIT MARGIN	Positive	Around breakeven	≥ 7%	≥ 10%
INVESTMENT	£1.2b - £1.3b	£2.3b - £2.4b	c. £2.5b	c. £3b
FREE CASH FLOW	Positive*	Negative	Positive	Positive

KEY PRIORITIES

- Proactively manage current supply chain risks
- Continue to execute Reimagine strategy starting with stunning new Range Rover
- Execute Refocus transformation programme and continue to drive cost efficiency
- Achieve positive EBIT margin and positive free cash flows* in H2.

* Before restructuring costs

Tata Motors (Standalone)

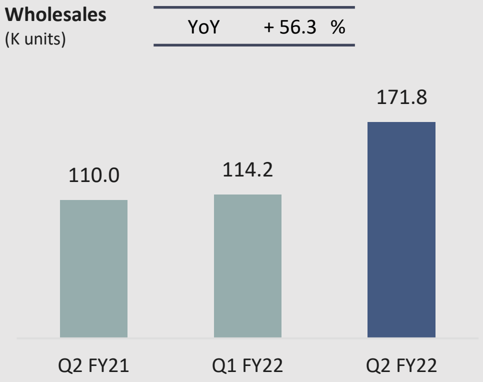
PB Balaji

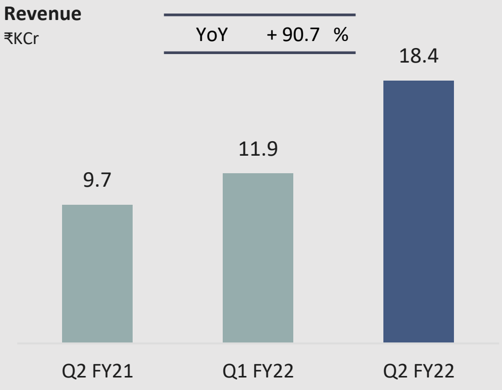
Q2 Revenue ₹18.4 KCr; EBITDA 3.9%, PBT(bei) ₹ (0.8)KCr , FCF ₹ 3.8KCr

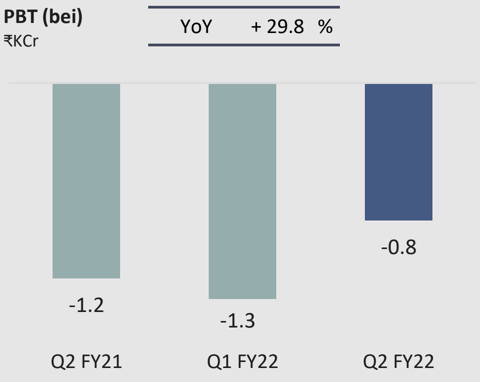
TATA MOTORS
Connecting Aspirations

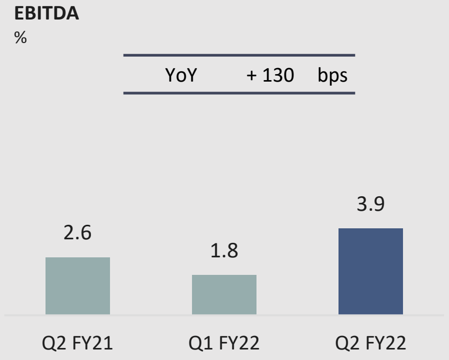
Strong revenue recovery amidst supply and commodity inflation challenges

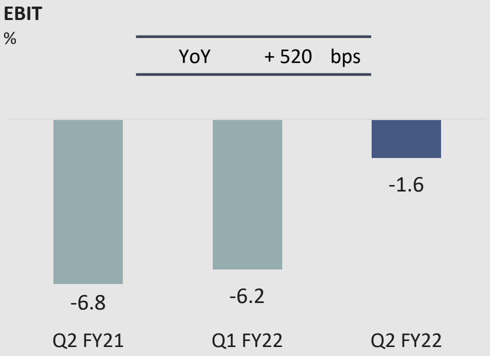
Q2FY22 | TML Standalone |IndAS, ₹KCr

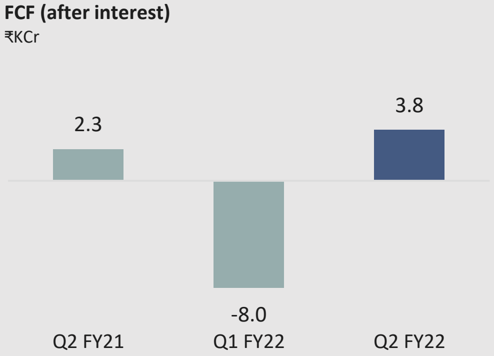












In the standalone financials (SEBI results) PV is presented as "Discontinued Operations" with the net result of PV division (including FIAPL) *being disclosed as a single amount as profit or loss from Discontinued Operations (Ref slide 42). The figures shown here represent the same on a continued operations basis.*

Performance highlights

TATA MOTORS
Connecting Aspirations

Q2FY22 | TML Standalone

Volume & Revenue	• Revenue (+91%); strong recovery Q-o-Q and Y-o-Y • CV (+97%) ; YoY improvement in mix. • PV (+83%) ; Strong order book, 85.2 K units retails in Q2 FY 22. • EV (~2x growth) ; Highest ever quarterly sales at 2,704 units, strong order book.
Profitability	• EBITDA 3.9% (+130bps); recovery being witnessed while commodity pressures remain. • CV : EBITDA 3.1% (10 bps) ; commodity inflation offsetting impact of strong volume recovery. • PV : EBITDA @ 5.2%; (+360 bps) ; decade high quarterly sales aiding margin improvement.
Cash Flows	• FCF post interest of ₹ 3.8 KCr, strong operational cash flows . • Working capital improves by ₹ 3.8K Cr from the ₹ 7.1K Cr deterioration in Q1 • Strong liquidity at ₹ 6.8KCr

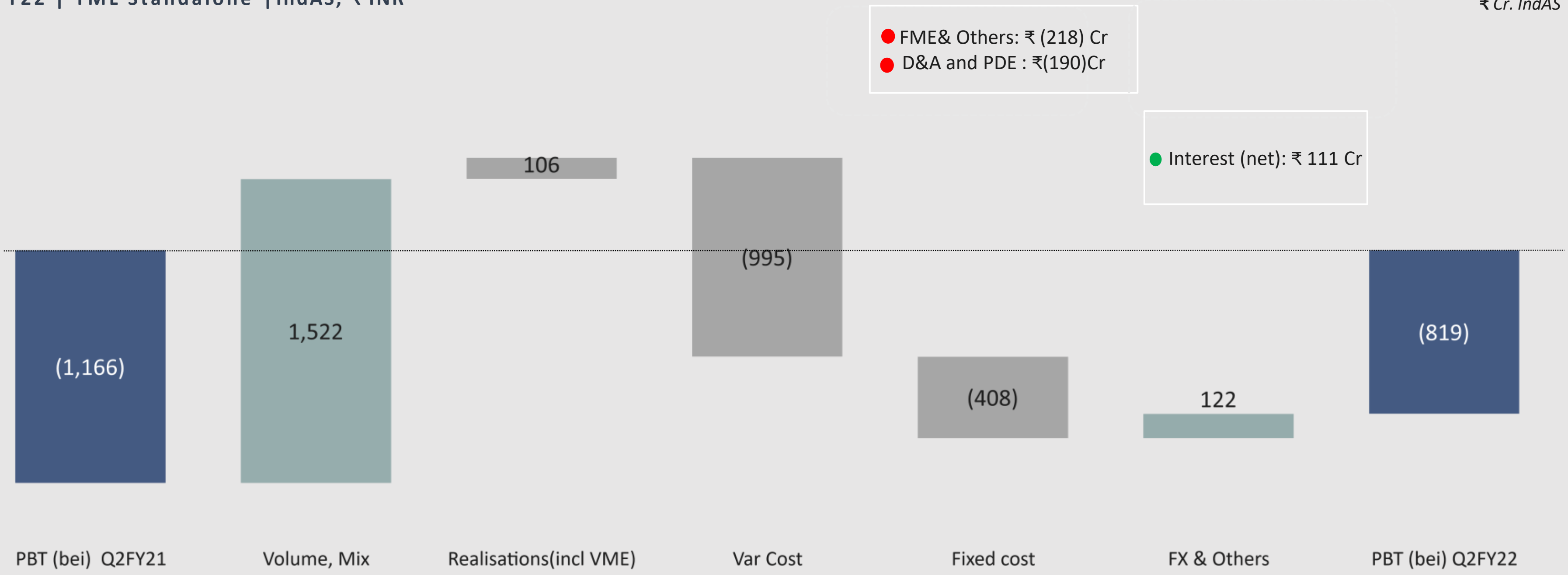
EBIT at (1.6)%; PBT (bei) ₹ (819) Cr

TATA MOTORS
Connecting Aspirations

Better volumes and mix, offset by sharp commodity inflation and higher investments to drive growth

Q2FY22 | TML Standalone | IndAS, ₹ INR

₹ Cr. IndAS



EBIT %						
(6.8)%	**11.4%**	**0.6%**	**(5.4)%.**	**(2.2)%**	**0.8%**	**(1.6)%**

Unrecovered price: 480 bps

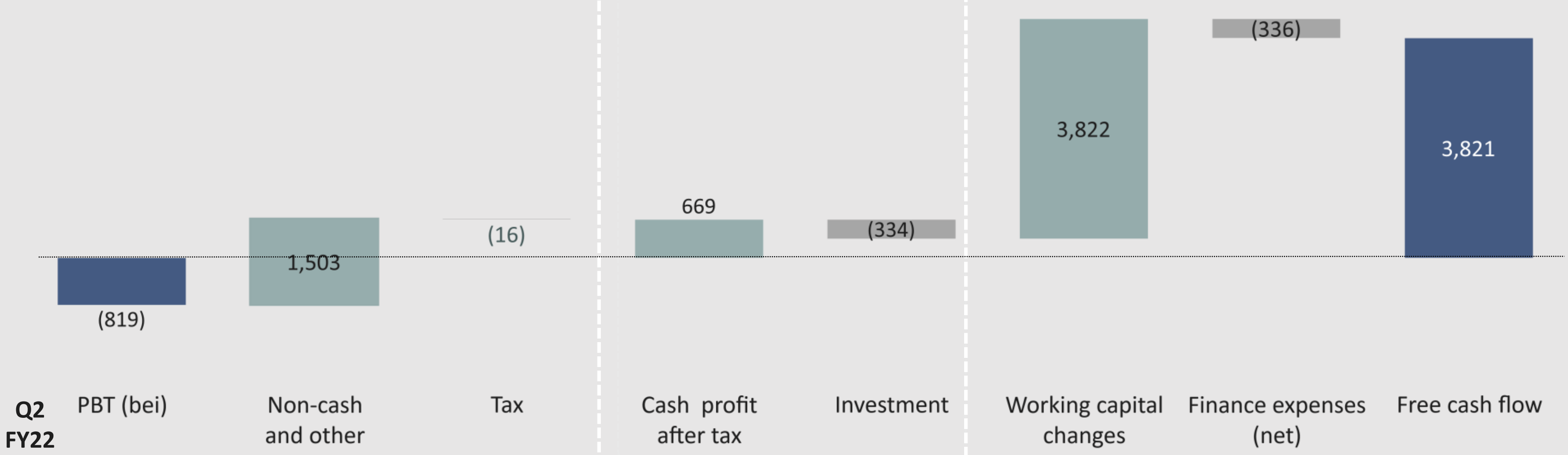
For analytical purposes only

Q2 FY22 Free Cash Flows ₹3.8 KCr

Working Capital Unwind of Q1 partially corrected, strong operational cash flows

Q2FY22 | TML Standalone |IndAS, ₹ INR

- Payables, acceptances ₹ 2,994 Cr
- Trade receivables ₹ 30 Cr
- Inventories ₹ 230 Cr
- Others ₹ 568 Cr

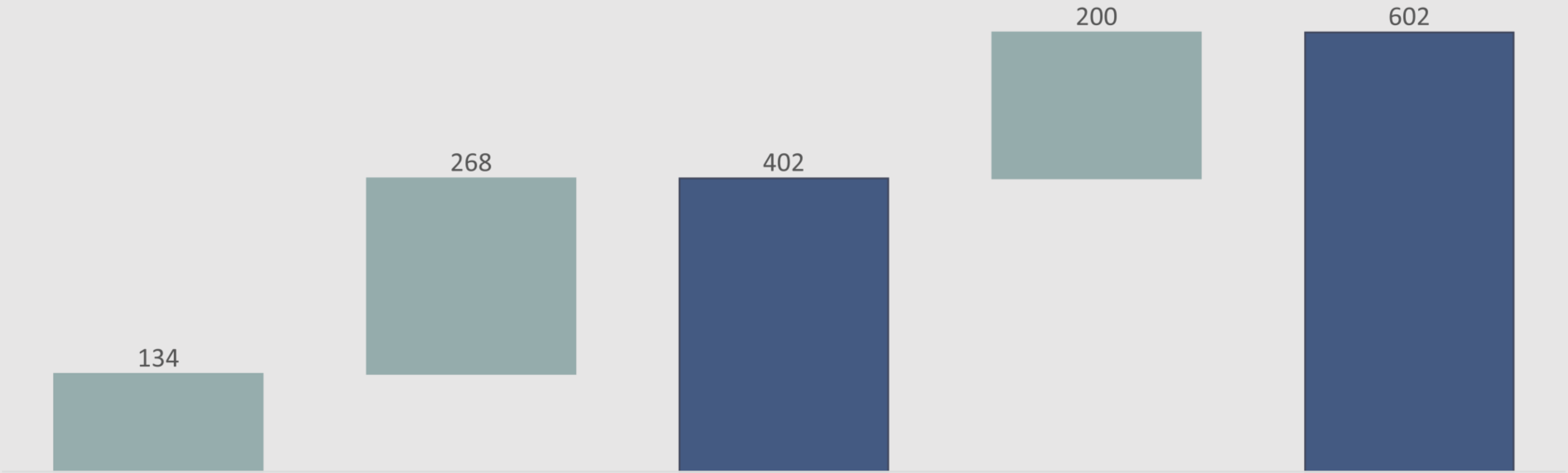


	PBT (bei)	Non-cash and other	Tax	Cash profit after tax	Investment	Working capital changes	Finance expenses (net)	Free cash flow
Ytd FY 22	**(2,108)**	**3,025**	**(62)**	**855**	**(797)**	**(3,327)**	**(933)**	**(4,202)**

Investment Spending ₹ 0.6 KCr

Capex managed dynamically in a fluid environment

Q2FY22 | TML Standalone |IndAS, ₹ INR



	Capitalised R&D	Expensed R&D	Total R&D	Capital & Other Investment incl BS VI	Total Investment Spending
Q2 FY22	134	268	402	200	602
Q2 FY21	**304**	**176**	**480**	**189**	**669**

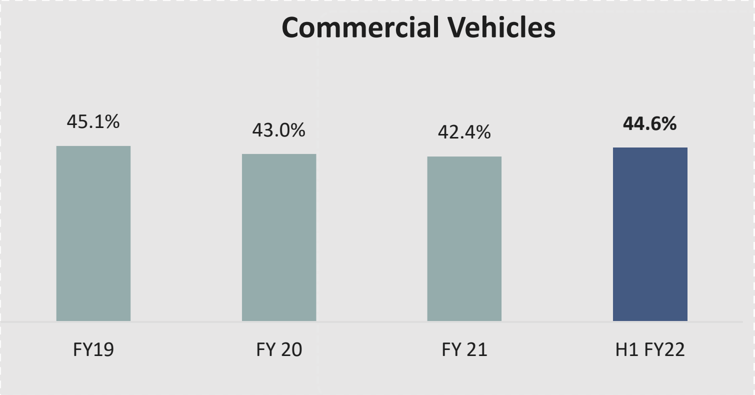
Commercial Vehicles

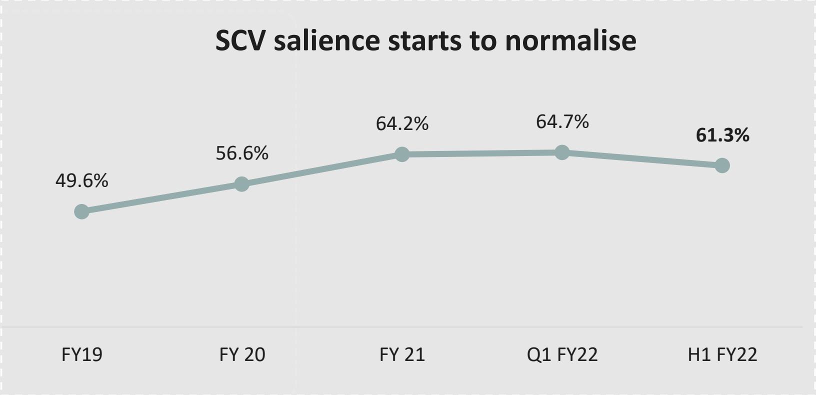
Girish Wagh & PB Balaji

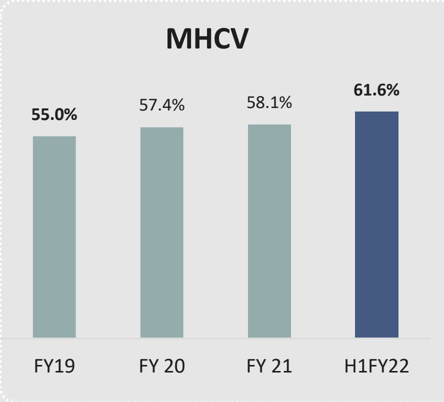
Market shares at 44.6%, M&HCV and ILCV shares strengthen further

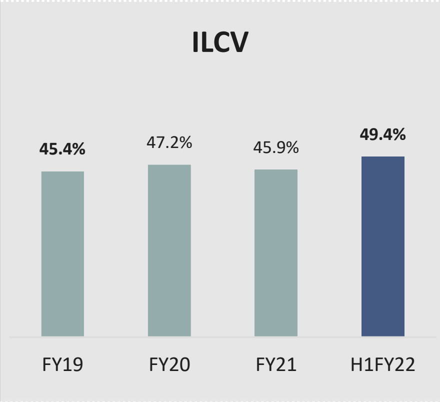
TATA MOTORS
Connecting Aspirations

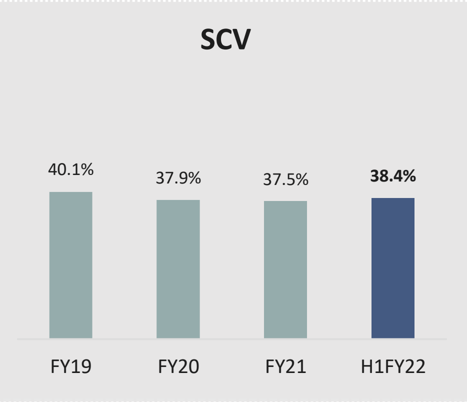
Gained share across all four segments in Q2 FY22

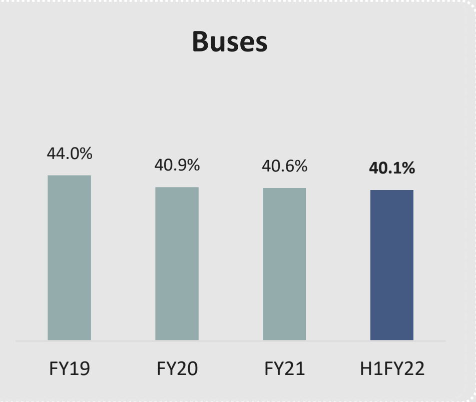










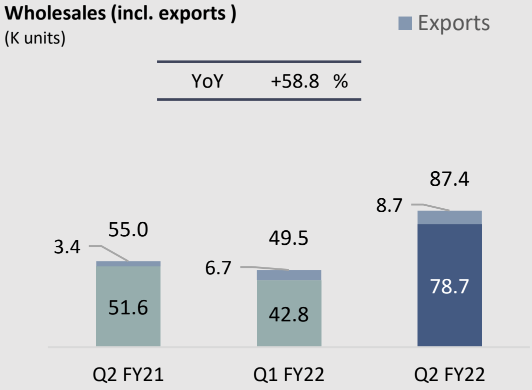


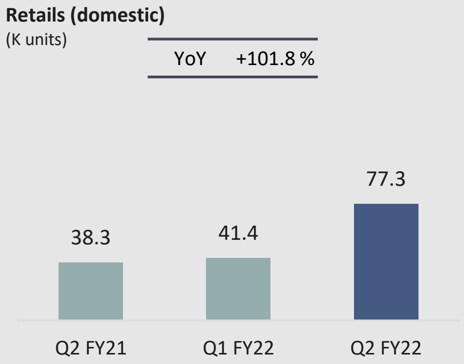
Volumes 87.4K (+59%), Revenue ₹ 10.9KCr (+97%)

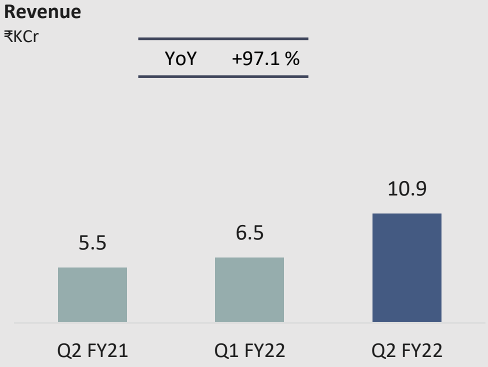
EBITDA 3.1% (10bps) – Sequential recovery with improved mix, commodity inflation impacts margins

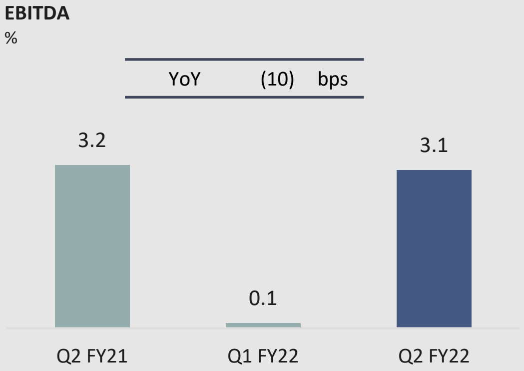
TATA MOTORS
Connecting Aspirations

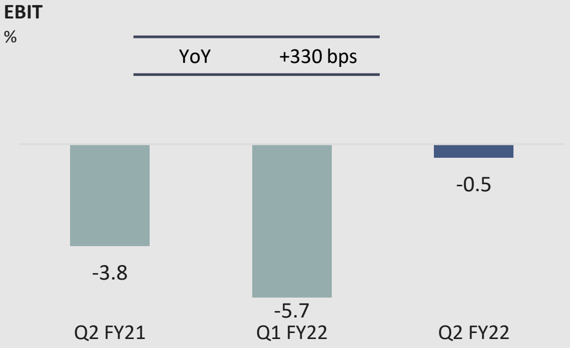
Commercial Vehicles | Q2 FY22 |IndAS, ₹KCr











CV – Business update

Positive demand recovery in all four segments

TATA MOTORS
Connecting Aspirations

Key Highlights

- Sale in Q2 FY22 was +51% vs Q2 FY21 and +84% vs Q1 FY22
- Gained market share across all four segments in Q2. H1 vs FY21: +220bps
- Sharp increases in steel and precious metal prices impacted margins
- Pricing and cost reduction actions being implemented to reduce impact
- Historically high diesel prices resulting in shifting preference to CNG vehicles for TCO[1] advantage

Bright Spots

- Sequential improvement in utilization of cargo segment led by Agriculture, FMCG and e-comm
- Construction activities, new road projects and good monsoon bode well for the industry
- SCV demand continues to be resilient but impacted by chip shortage. Good demand in ILCVs and early signs of recovery in M&HCVs
- Trucker's sentiment index for M&HCV and ILCVs improved, Tippers and SCVs expected to follow

Challenges

- Inflationary pressure on commodity prices, especially steel and precious metals
- Muted demand for buses and vans
- Semi-conductor availability continues to be a concern, being closely monitored
- Financing: Most deals being closed for Large Fleet Owners. *Retail* funding in MHCV cargo and tippers remains a challenge.
- With increasing diesel prices transporter profitability remains stretched; some respite in recent times as freight rates firm up

1. TCO: Total Cost of Ownership

TATA MOTORS
Connecting Aspirations

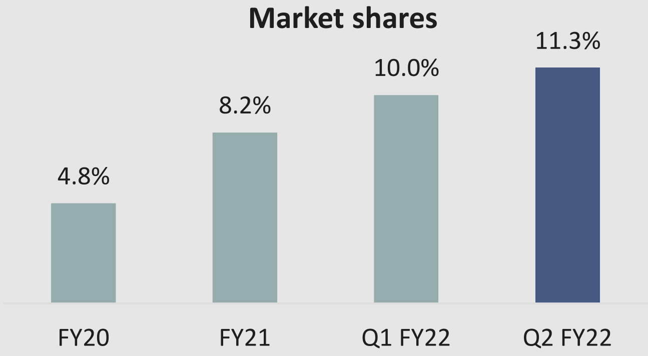
Passenger & Electric Vehicles

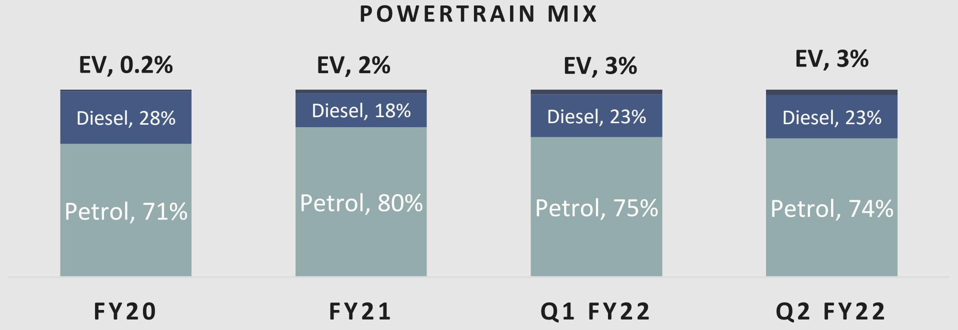
Shailesh Chandra & PB Balaji

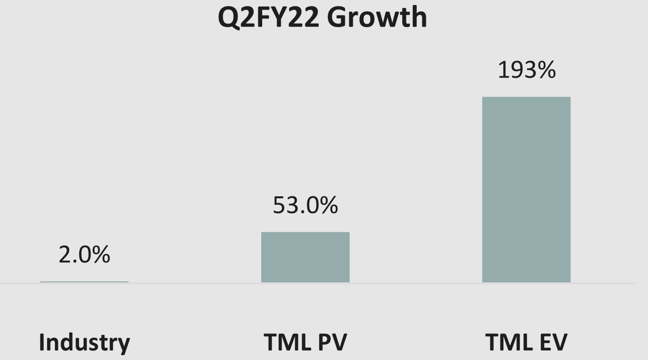
PV business continues to build on momentum

Focused actions are leading to improvement in market standing

TATA MOTORS
Connecting Aspirations





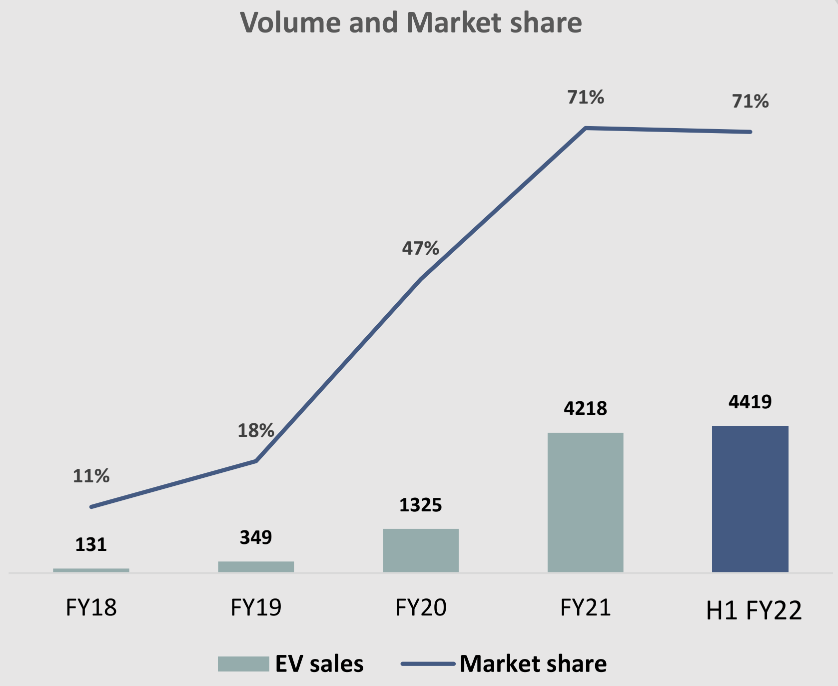


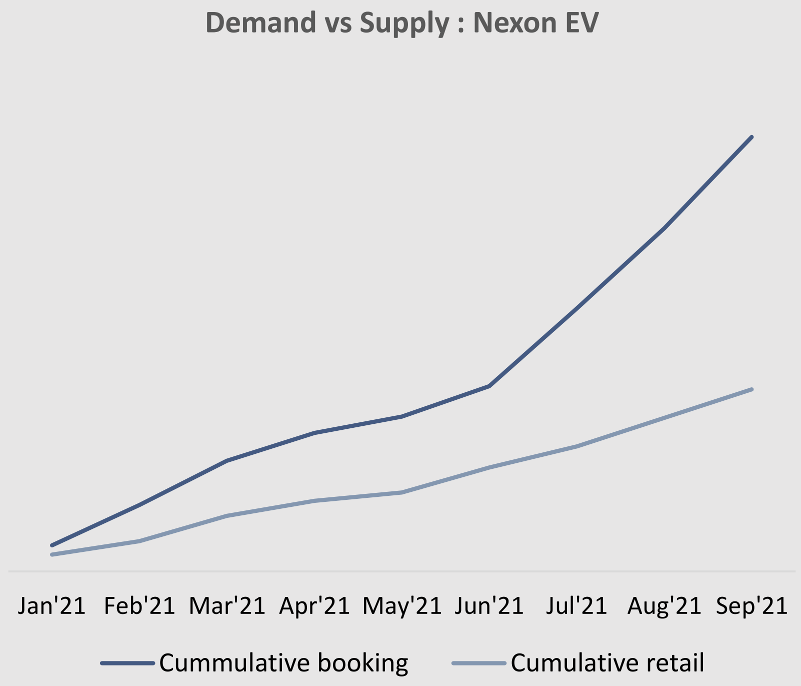
- Achieved 11.3% quarterly market share while posting highest wholesale in last 33 quarters.
- “New Forever” range products gained market share of 2-6% in their respective segments in H1 FY22 vis-à-vis FY21.
- Nexon crossed 10K monthly sales mark. Broke in to top 10 highest sold models in Indian PV industry.
- EV penetration is at 3% of the portfolio
    - Posted highest ever quarterly sale of 2704 units
    - Continue to lead EV market with 71% market share

EV business continues to grow exponentially; potential is much more

TATA MOTORS
Connecting Aspirations

TML<>TPG Rise Climate deal will provide a further boost





Volumes 84.4K (+54%), Revenue ₹ 7.4KCr (+83%)

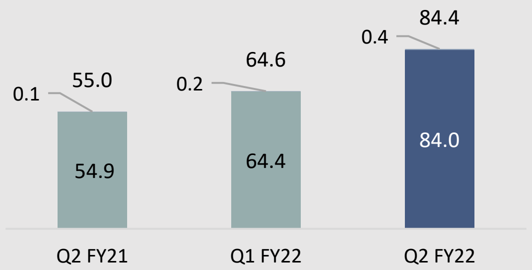
EBITDA 5.2% (+360bps); Strong momentum continues

TATA MOTORS
Connecting Aspirations

Passenger Vehicles | Q2 FY22 |IndAS, ₹KCr

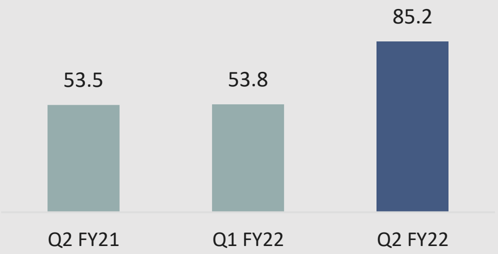
Wholesales (incl. exports)
(K units)

YoY + 53.7 %



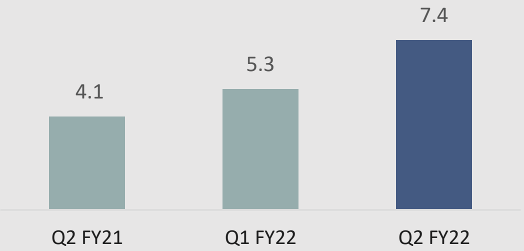
Retails (domestic)
(K units)

YoY +59.1 %



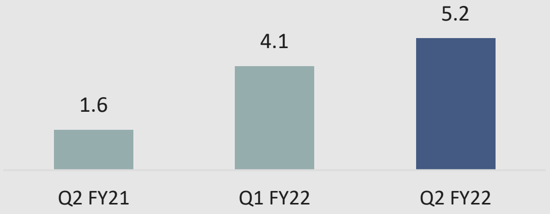
Revenue
₹KCr

YoY +82.7 %



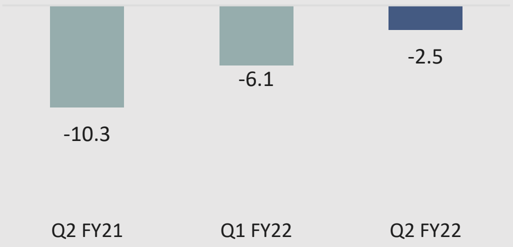
EBITDA
%

YoY + 360 bps



EBIT
%

YoY +780 bps



PV: Business update

Actions to sustain the momentum

TATA MOTORS
Connecting Aspirations

Demand generation

- Continued thrust on micro-market initiatives and rural expansion
- Strengthen enquiry conversion rate by leveraging the new launches
- Accelerate EV adoption in states with progressive EV policies
- Ensure network sufficiency by securing the requisite working capital and manpower at dealers

Demand fulfilment

- Mitigate demand fulfilment risk arising from semiconductor supply crunch
- Debottleneck and expand capacities
- Strategically build inventory to meet H2 target
- Stabilize the production for newly launched products

Profitability/ Cash Management

- Smart mix management to drive better profitability
- Rigorously execute action plan for direct material cost reduction
- Exercise strict control on fixed cost
- Efficient working capital management

Tata Motors Finance: AUM ₹ 43K Cr, PBT ₹486Cr

Asset quality starts to recover; Focus on collection delivers

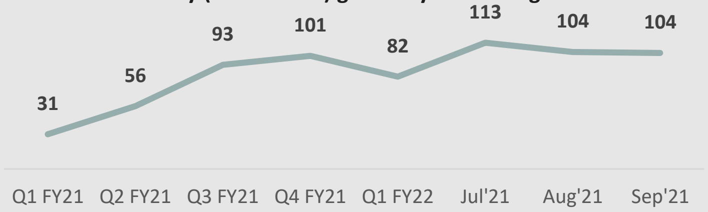
TATA MOTORS
Connecting Aspirations

Q2 FY22 |Tata Motors Finance | IndAS, ₹(INR)

IndAS	Q2 FY21	Q2 FY22
CV Market Share	32%	29%
PPOP #	141	437
PBT	38	486
ROE *(Pre-tax)*	6.1%	41.1%
AUM	39,095	43,039
GNPA %*	4.8%	8.1%
NNPA %	3.6%	6.1%

 # Pre-Provision Operating Profit
** GNPA includes performance of assets on and off book*

Collection efficiency (MHCV+SCV) gradually recovering



- Disbursals grew to ₹4,342Cr as economic activity revives
- Collection efficiency and asset quality recovers as customer cash flows improves and focused collection strategy delivers results.
- GNPA and NNPA to continue to improve during H2 FY22
- Continuing efforts to go asset-lite with ₹2.4K Cr assignment this quarter in a challenging environment
- Cost to Income ratio improves to 26% (40% in PY).
- Adequate liquidity; Cash and Cash equivalents at ₹ 4.7K Cr at the end of Q2 FY22.

Looking ahead

TATA MOTORS
Connecting Aspirations

We remain committed to consistent, competitive, cash accretive growth and to deleverage the business

Outlook

- Demand situation continues to improve as pandemic subsides and vaccination rates pick up
- Supply situation to remain challenging with continuing semiconductor shortages and commodity inflation.
- Performance to improve gradually starting in H2 FY22.

Jaguar Land Rover actions

- Proactively manage current supply chain risks
- Continue to execute Reimagine strategy
- Execute Refocus transformation programme and continue to drive cost efficiency
- Achieve positive EBIT margin and positive free cash flows* in H2.

* Before restructuring charges

Tata Motors actions

- **CV:** Grow market share across segments (SCV in particular) and protect margins in an inflationary environment.
- **PV:** Accelerate sales momentum by leveraging and enhancing our exciting portfolio whilst improving profitability and managing supply bottlenecks
- **EV:** Complete CPs for Helios deal closure and drawdown Tranche 1. Unlock supply bottlenecks to step up sales rates further.
- Achieve positive EBIT margin and positive free cash flows in H2.

Tata Motors Group : Additional details

Results for the quarter ended 30th September 2021

Accounting for Passenger Vehicles (JO) as Discontinued Operations

TATA MOTORS
Connecting Aspirations

The Company's shareholders had approved the scheme for transfer of its passenger vehicle division to Tata Motors Passenger Vehicles Ltd (100% subsidiary) as a going concern on slump sale basis. This scheme was approved by NCLT Mumbai on 24th August 2021

Thus, in accordance with the accounting standard, passenger vehicle division is presented as "Discontinued Operations" in the standalone SEBI results, as this division will no longer form part of the standalone results of the company, and will only report the operations of the CV business going forward. Accordingly, the revenue & expenses relating to the PV Division are not disclosed in the respective lines in the P&L, and the net result is disclosed as a single amount as profit or loss from discontinued operations. Further, as per the requirements of the standard, depreciation and amortisation has not been considered on the PV assets, as these are being considered as Held for Sale.

Rs Cr. IndAS

Particulars	Results with Discontinued Operations adjustments		Results without Discontinued Operations adjustments	
	Q2 FY22	Q2 FY21	Q2 FY22	Q2 FY21
Total Income	11,197	5,725	18,778	9,910
Total Expenses	-11,736	-6,426	-19,596	-11,076
Profit / (loss) before Exceptional Items	-539	-701	-819	-1,166
Exceptional items	-33	-46	-33	-46
Profit / (loss) before tax from Continuing operations	-572	-747	-852	-1,212
Profit / (loss) before tax from Discontinuing operations	-69	-465	-	-
Profit / (loss) before tax	-641	-1,212	-852	-1,212
Roll back of depreciation for PV assets (25th Aug to 30th Sep)	-	-	211	-

Tata Motors Group Financials

TATA MOTORS

Consolidated

Rs Cr. IndAS

	Quarter ended 30 September			Half year ended 30 September		
	Q2 FY22	Q2 FY21	Y-o-Y change	H1 FY22	H1 FY21	Y-o-Y change
Global Wholesales*	252,231	202,427	24.6%	465,860	294,262	58.3%
Revenue	61,379	53,530	14.7%	127,785	85,513	49.4%
EBITDA	5,160	5,607	(8.0)%	10,642	6,434	
EBITDA Margin	8.4%	10.5%	(210) bps	8.3%	7.5%	80 bps
EBIT	(902)	41	-	(1,752)	(4,790)	
EBIT Margin	(1.5)%	0.1%	(160) Bps	(1.4)%	(5.6)%	420 bps
Profit before exceptional items and tax	(3,467)	(820)		(6,048)	(7,007)	
Exceptional items : gain/ (loss)	(4)	5		(2)	8	
Profit before tax	(3,472)	(815)		(6,050)	(6,999)	
Profit for the period (Incl share of JV and Associates)	(4,416)	(307)		(8,866)	(8,751)	
Basic EPS - Ordinary Shares	(11.60)	(0.87)		(23.23)	(24.33)	
Basic EPS - 'A' Ordinary shares	(11.60)	(0.87)		(23.23)	(24.33)	

	30-Sep-2021	30-Jun-2021	31-Mar-2021	31-Sep-2020
Gross Debt (Incl leases)	148,872	150,211	142,131	133,371
Net Automotive Debt (Incl leases)	64,371	61,286	40,876	61,535
Net Automotive Debt / Equity	1.44	1.18	0.74	1.22

Tata Motors Group Financials

TATA MOTORS
Connecting Aspirations

Standalone (JO)

Rs Cr. IndAS

	Quarter ended 30 September			Half year ended 30 September		
	Q2 FY22	Q2 FY21	Y-o-Y change	H1 FY22	H1 FY21	Y-o-Y change
Total Volumes : CV+ PV + Exports (Units)	**171,823**	109,958	**56.3%**	**285,993**	135,232	**111.5%**
CV (Units)	78,709	51,603	52.5%	121,509	61,118	98.8%
PV (Units)	83,999	54,855	53.1%	148,375	69,438	113.4%
Export	9,115	3,500	160.4%	16,109	4,696	243.0%
Revenue	18,439	9,668	90.7%	30,343	12,355	145.6%
EBITDA	716	250	-	933	(538)	-
EBITDA Margin	3.9%	2.6%	130 bps	3.1%	(4.4)%	750 bps
EBIT	(291)	(660)	-	(1,034)	(2,308)	-
EBIT Margin	(1.6)%	(6.8)%	520 bps	(3.4)%	(18.7)%	1,530 bps
Profit before tax (bei)	(819)	(1,166)	-	(2,108)	(3,307)	-
Profit before tax	(852)	(1,212)	-	(2,166)	(3,402)	-
Profit after tax	(870)	(1,212)	-	(2,191)	(3,403)	-
Basic EPS - Ordinary Shares	(2.27)	(3.37)		(5.72)	(9.46)	
Basic EPS - 'A' Ordinary shares	(2.27)	(3.37)		(5.72)	(9.46)	

	30-Sep-2021	30-Jun-2021	31-Mar-2021	31-Sep-2020
Gross Debt (Incl leases)	27,320	28,637	22,439	27,463
Net Debt (Incl leases)	20,565	23,821	15,542	23,335
Net Debt / Equity	1.20	1.33	0.82	1.55

In the standalone financials (SEBI results) PV is presented as "Discontinued Operations" with the net result of PV division (including FIAPL) *being disclosed as a single amount as profit or loss from Discontinued Operations (Ref slide 42). The figures shown here represent the same on a continued operations basis and before roll back of depreciation for PV assets (25th Aug to 30th Sep).*

Tata Motors Group Financials

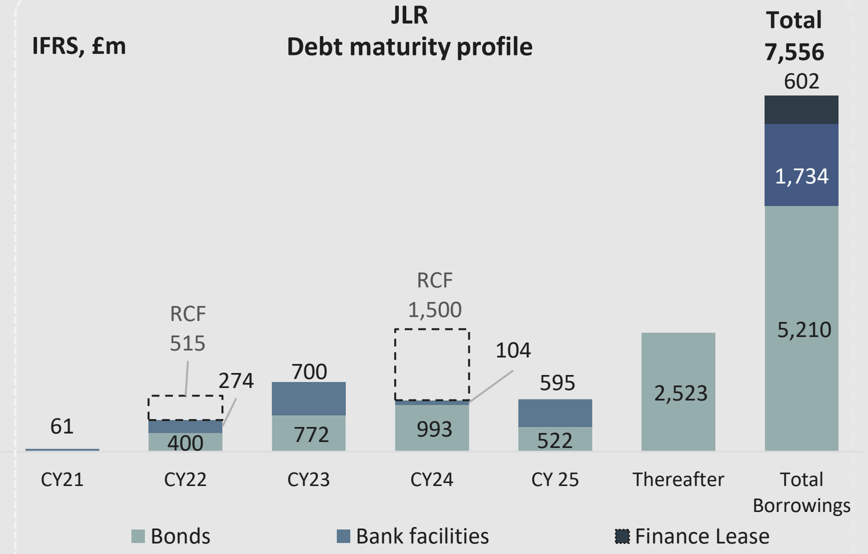
Jaguar Land Rover

	Q2 FY21	Q2 FY22	CHANGE	FY 21 YTD	FY 22 YTD	CHANGE
Revenues	4,352	3,871	(481)	7,211	8,837	1,626
Material and other cost of sales	(2,695)	(2,500)	195	(4,528)	(5,649)	(1,121)
Employee costs	(492)	(513)	(21)	(927)	(1,105)	(178)
Other (expense)/income	(894)	(694)	200	(1,551)	(1,602)	(51)
Product development costs capitalised	210	119	(91)	378	251	(127)
Depreciation and amortisation	(469)	(467)	2	(960)	(952)	8
Share of profit/(loss) from Joint Ventures	1	3	2	1	(7)	(8)
Adjusted EBIT	13	(181)	(194)	(376)	(227)	149
Debt/unrealised hedges MTM & unrealised investments	104	(30)	(134)	130	(16)	(146)
Net finance (expense) / income	(52)	(91)	(39)	(102)	(169)	(67)
Profit before tax and exceptional items	65	(302)	(367)	(348)	(412)	(64)
Exceptional items	-	-	-	-	-	
Profit before tax	65	(302)	(367)	(348)	(412)	(64)
Income tax	52	(79)	(131)	(183)	(255)	(72)
Profit after tax	117	(381)	(498)	(531)	(667)	(136)

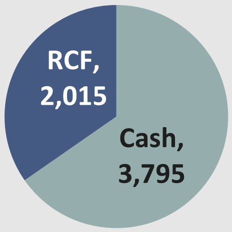
Debt profile

Strong liquidity; debt maturities well spread out

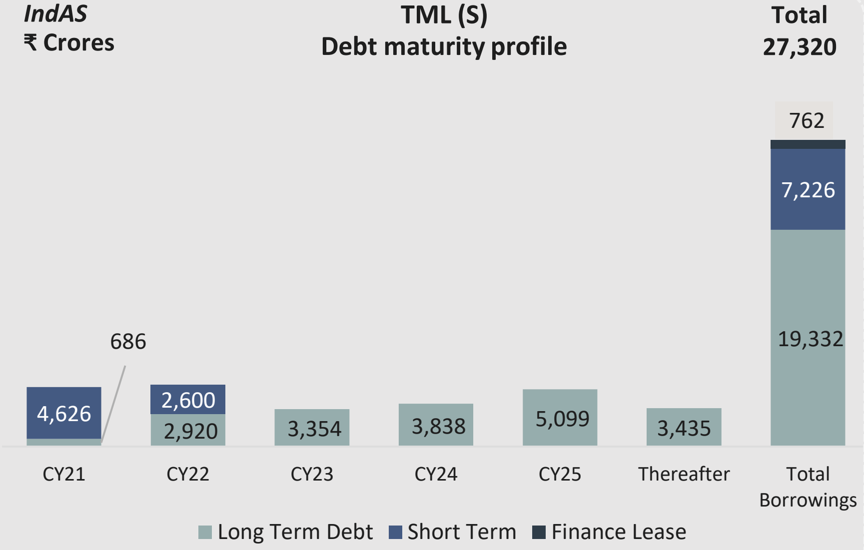
TATA MOTORS
Connecting Aspirations



Total Liquidity includes £83m undrawn portion of Fleet Buyback facility



£5.9b Liquidity



₹6.8KCr Liquidity

China JV: Retails and wholesales down due to chip supply constraints

Revenue lower broadly inline with wholesales, breakeven profit

Q2 FY22 | IFRS, £m

(Presented on 100% basis)	Q2 FY22	Q2 FY21	Change
Retail volumes ('000 units)	14.5	16.0	(1.5)
Wholesale volumes ('000 units)	14.2	17.9	(3.7)
Revenues	446	502	(56)
Profit/(Loss) – before tax	(2)	2	(4)
Profit/(Loss) – after tax	(1)	1	(2)
EBITDA Margin	11.0%	10.8%	20 bps
EBIT Margin	0.0%	0.1%	(10) bps

Tata Motors Group

TATA MOTORS

FX impact-Consolidated & Standalone (JO)

Rs Cr. IndAS

Consolidated	Quarter ended 30 Sept		Six month ended 30 Sep	
	Q2 FY22	Q2 FY21	H1 FY22	H1 FY21
Realised Foreign Exchange	248	(36)	275	(65)
Total FX impacting EBITDA & EBIT : gain/(loss)	248	(36)	275	(65)
Unrealised Foreign Exchange	(181)	469	(223)	545
Total FX impact on PBT : gain/(loss)	67	433	52	480

Rs Cr. IndAS

Standalone	Quarter ended 30 Sept		Six month ended 30 Sep	
	Q2 FY22	Q2 FY21	H1 FY22	H1 FY21
Realised Foreign Exchange	5	(8)	3	(33)
Total FX impacting EBITDA & EBIT : gain/(loss)	5	(8)	3	(33)
Unrealised Foreign Exchange	(24)	43	(66)	47
Total FX impact on PBT : gain/(loss)	(19)	35	(63)	14

FX & commodities £(117)m YoY – unfavourable debt & commodity reval

QoQ £(14)m reflecting unfavourable reval of debt and commodity hedges offset by favourable FX

Q2 FY22 | IFRS, £m

	Q2 FY22	QoQ CHANGE	YoY CHANGE
Operational exchange[1]	n/a	23	(20)
Realised FX[2]	9	7	37
Total FX impacting EBITDA & EBIT	n/a	30	17
Revaluation of CA/CL and other[3]	20	38	35
Revaluation of unrealised currency derivatives[3]	(3)	(4)	2
Revaluation of USD and Euro Debt[3]	(33)	(49)	(108)
Total FX impact on PBT	n/a	15	(54)
Unrealised commodities (excl. from EBITDA & EBIT)	(15)	(29)	(63)
Total impact of FX and unrealised commodities	n/a	(14)	(117)
Note: £19m gain on realised commodity hedges included in contribution costs.			
Total pre-tax hedge reserve	(111)	(247)	(41)
END OF PERIOD EXCHANGE RATES			
GBD:USD	1.344	(2.8)%	4.9%
GBP:EUR	1.158	(0.4)%	6.0%
GBP:CNY	8.697	(2.6)%	(0.4)%

Memo:

[1] The year-on-year operational exchange is an analytical estimate, which may differ from the actual impact

[2] Realised hedge gains/(losses) are driven by the difference between executed hedging exchange rates compared to accounting exchange rates

[3] Exchange revaluation gains/(losses) reflects the impact of the change in end of period exchange rates as applied to relevant balances