



TATA MOTORS LIMITED

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

STATEMENT OF CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2017 (₹ in crores)

Particulars	Quarter ended			Year ended	
	March 31,	December 31,	March 31,	March 31,	
	2017	2016	2016	2017	2016
	Unaudited			Audited	
I Income					
(a) Income from operations	78,746.61	64,942.78	80,867.99	274,492.12	277,660.59
(b) Other income	234.16	167.41	211.72	754.54	885.35
III Total Income (I + II)	78,980.77	65,110.19	81,079.71	275,246.66	278,545.94
IV Expenses					
(a) Cost of materials consumed					
(i) Cost of materials consumed	41,758.02	38,746.48	42,990.22	160,147.12	151,065.61
(ii) Basis adjustment on hedge accounted derivatives	(269.78)	(347.36)	426.07	(777.57)	2,226.88
(b) Purchase of products for sale	3,923.93	3,818.63	3,220.28	13,924.53	12,841.52
(c) Changes in inventories of finished goods, work-in-progress and products for sale	2,103.05	(2,205.49)	(175.23)	(7,399.92)	(2,750.99)
(d) Excise duty	1,529.42	1,009.77	1,358.10	4,799.61	4,614.99
(e) Employee benefits expense	7,027.35	7,044.64	7,720.87	28,332.89	28,880.89
(f) Finance costs	1,163.97	870.71	1,379.35	4,238.01	4,889.08
(g) Foreign exchange (gain)/loss (net)	(45.19)	1,424.31	1,283.81	3,910.10	1,616.88
(h) Depreciation and amortisation expense	4,670.24	4,229.95	4,345.47	17,904.99	16,710.78
(i) Product development/Engineering expenses	986.37	814.10	1,066.70	3,413.67	3,468.77
(j) Other expenses	14,931.16	14,156.45	16,324.35	55,430.06	55,683.75
(k) Amount capitalised	(4,044.08)	(4,334.77)	(4,188.99)	(16,876.96)	(16,678.34)
Total Expenses (IV)	73,734.46	65,227.42	75,751.00	267,046.43	262,569.82
V Profit/(loss) before exceptional items and tax (III - IV)	5,246.31	(117.23)	5,328.71	8,200.23	15,976.12
VI Exceptional items					
(a) Employee separation cost	67.20	0.75	22.35	67.61	32.72
(b) Others (Note - 3)	13.61	(716.57)	(581.94)	(1,182.17)	1,817.63
VII Profit before tax (V - VI)	5,165.50	598.59	5,888.30	9,314.79	14,125.77
VIII Tax expense/(credit) (net)					
(a) Current tax	923.53	969.37	1,247.17	3,137.66	1,862.05
(b) Deferred tax	316.09	(102.42)	(110.53)	113.57	1,163.00
Total tax expense/(credit) (net)	1,239.62	866.95	1,136.64	3,251.23	3,025.05
IX Profit/(loss) for the period/year from continuing operations (VII - VIII)	3,925.88	(268.36)	4,751.66	6,063.56	11,100.72
X Share of profit of joint ventures and associates (net)	410.55	379.93	459.83	1,493.00	577.47
XI Profit for the period/year (IX + X)	4,336.43	111.57	5,211.49	7,556.56	11,678.19
XII Other comprehensive income/(loss)					
(A) (i) Items that will not be reclassified to profit or loss	3,359.38	(263.32)	3,605.16	(5,719.91)	7,364.86
(ii) Income tax (expense)/credit relating to items that will not be reclassified to profit or loss	(510.80)	(51.88)	(617.77)	867.35	(1,514.57)
(B) (i) Items that will be reclassified to profit or loss	(518.19)	(2,407.04)	(9,340.57)	(25,548.94)	(3,655.81)
(ii) Income tax (expense)/credit relating to items that will be reclassified to profit or loss	(459.93)	20.52	1,748.91	2,906.93	962.98
Total other comprehensive income/(loss)	1,870.46	(2,701.72)	(4,604.27)	(27,494.57)	3,157.46
XIII Total comprehensive income/(loss) for the period/year (net of tax) (XI + XII)	6,206.89	(2,590.15)	607.22	(19,938.01)	14,835.65
Attributable to:					
(a) Shareholders of the Company	6,180.87	(2,604.66)	571.59	(20,005.94)	14,724.64
(b) Non-controlling interests	26.02	14.51	35.63	67.93	111.01
XIV Paid-up equity share capital (face value of ₹2 each)	679.22	679.22	679.18	679.22	679.18
XV Earnings per share (EPS)					
A. Ordinary shares (face value of ₹2 each)					
(a) Basic EPS	₹ 12.64	0.26	15.23	21.94	34.25
(b) Diluted EPS	₹ 12.63	0.26	15.22	21.93	34.24
B. 'A' Ordinary shares (face value of ₹2 each)					
(a) Basic EPS	₹ 12.74	0.36	15.33	22.04	34.35
(b) Diluted EPS	₹ 12.73	0.36	15.32	22.03	34.34
		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 automotive segment is bifurcated into the following:

Tata and other brand vehicles, including financing thereof and Jaguar Land Rover.

The Company's other segment comprises primarily activities relating to information technology or IT services, machine tools and factory automation solutions.

Particulars	Quarter ended				Year ended	
	March 31,	December 31,	March 31,	March 31,		
	2017	2016	2016	2017	2016	
		Unaudited		Audited		
A. Segment Revenue :						
Total income from operations (net)						
I. Automotive and related activity						
- Tata and other brands vehicles and financing thereof	16,732.22	13,186.02	15,634.32	56,448.78	53,462.52	
- Jaguar and Land Rover	61,591.65	51,346.52	64,817.25	216,388.82	222,822.93	
Less: Intra segment eliminations	(91.78)	(14.52)	(8.57)	(145.19)	(63.78)	
-Total	78,232.09	64,518.02	80,443.00	272,692.41	276,221.67	
II. Others						
Total Segment Revenue	876.78	766.64	807.18	3,184.06	2,953.89	
Less: Inter segment revenue	79,108.87	65,284.66	81,250.18	275,876.47	279,175.56	
Net Income from Operations	(362.26)	(341.88)	(382.19)	(1,384.35)	(1,514.97)	
	78,746.61	64,942.78	80,867.99	274,492.12	277,660.59	
B. Segment results before other income, finance costs, exceptional items and tax :						
I. Automotive and related activity						
- Tata and other brands vehicles and financing thereof	109.73	(376.19)	1,189.56	207.05	2,188.15	
- Jaguar and Land Rover	5,931.30	2,320.21	6,478.16	15,117.07	19,056.29	
Less: Intra segment eliminations	-	-	-	-	-	
-Total	6,041.03	1,944.02	7,667.72	15,324.12	21,244.44	
II. Others						
Total Segment results	169.61	106.99	128.44	471.90	436.24	
Less: Inter segment eliminations	6,210.64	2,051.01	7,796.16	15,796.02	21,680.68	
Net Segment results	(79.71)	(40.63)	(16.01)	(202.22)	(83.95)	
Add/(Less) : Other income	6,130.93	2,010.38	7,780.15	15,593.80	21,596.73	
Add/(Less) : Finance costs	234.16	167.41	211.72	754.54	885.35	
Add/(Less) : Foreign exchange gain/(loss) (net)	(1,163.97)	(870.71)	(1,379.35)	(4,238.01)	(4,889.08)	
Add/(Less) : Exceptional items	45.19	(1,424.31)	(1,283.81)	(3,910.10)	(1,616.88)	
Total Profit before tax	(80.81)	715.82	559.59	1,114.56	(1,850.35)	
	5,165.50	598.59	5,888.30	9,314.79	14,125.77	
C. Segment Assets		As at December 31, 2016		As at March 31, 2017 2016		
I. Automotive and related activity		Unaudited		Audited		
- Tata and other brands vehicles and financing thereof		64,770.61		64,890.05	60,550.01	
- Jaguar and Land Rover		153,797.68		154,654.50	159,802.80	
Less: Intra segment eliminations		-		-	(10.00)	
-Total		218,568.29		219,544.55	220,342.81	
II. Others		1,999.83		2,205.13	2,286.84	
Total Segment Assets		220,568.12		221,749.68	222,629.65	
Less: Inter segment eliminations		(946.28)		(1,023.72)	(939.31)	
Net Segment Assets		219,621.84		220,725.96	221,690.34	
Investment in equity accounted investees						
- Tata and other brands vehicles and financing thereof		375.90		377.31	373.05	
- Jaguar and Land Rover		3,476.70		3,835.72	3,238.07	
- Others		366.70		392.98	152.83	
Add : Unallocable assets		38,083.12		48,422.39	41,686.86	
Total Assets		261,924.26		273,754.36	267,141.15	
D. Segment Liabilities						
I. Automotive and related activity						
- Tata and other brands vehicles and financing thereof		14,220.04		17,548.81	14,333.95	
- Jaguar and Land Rover		88,314.86		89,478.99	82,957.43	
Less: Intra segment eliminations		-		-	(10.00)	
-Total		102,534.90		107,027.80	97,281.38	
II. Others		600.21		747.75	828.45	
Total Segment Liabilities		103,135.11		107,775.55	98,109.83	
Less: Inter segment eliminations		(233.79)		(250.44)	(278.59)	
Net Segment Liabilities		102,901.32		107,525.11	97,831.24	
Add : Unallocable liabilities		106,818.44		108,167.36	90,357.50	
Total Liabilities		209,719.76		215,692.47	188,188.74	

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Statement of Consolidated Assets and Liabilities

	(₹ in crores)		
	As at March 31,		As at April 1,
	2017	2016	2015
I. ASSETS	Audited		
(1) Non-current assets			
(a) Property, plant and equipment	59,594.56	64,927.07	54,264.65
(b) Capital work-in-progress	10,186.83	6,550.97	8,852.69
(c) Goodwill	673.32	759.80	731.95
(d) Other intangible assets	35,676.20	41,544.89	33,908.19
(e) Intangible assets under development	23,512.01	19,367.97	19,155.46
(f) Investment in equity accounted investees	4,606.01	3,763.95	3,173.66
(g) Financial assets:			
(i) Other investments	690.76	770.03	768.85
(ii) Finance receivables	10,753.13	9,671.55	9,606.60
(iii) Loans and advances	753.66	503.88	496.71
(iv) Other financial assets	2,911.12	1,825.51	647.64
(h) Deferred tax assets (net)	4,457.34	3,957.03	4,049.41
(i) Non-current tax assets (net)	260.20	1,265.81	947.45
(j) Other non-current assets	2,847.36	2,309.02	1,983.60
	156,922.50	157,217.48	138,586.86
(2) Current assets			
(a) Inventories	35,085.31	32,655.73	29,044.15
(b) Financial assets:			
(i) Other investments	15,041.15	19,233.04	14,074.78
(ii) Trade receivables	14,075.55	13,570.91	12,972.80
(iii) Cash and cash equivalents	13,986.76	17,153.61	19,743.09
(iv) Bank balances other than (iii) above	22,091.12	13,306.79	10,668.84
(v) Finance receivables	6,810.12	6,079.92	4,959.45
(vi) Loans and advances	710.45	1,117.10	779.78
(vii) Other financial assets	1,555.94	835.73	1,689.80
(c) Current tax assets (net)	935.47	146.75	212.08
(d) Other current assets	6,539.99	5,824.09	5,412.09
	116,831.86	109,923.67	99,556.86
TOTAL ASSETS	273,754.36	267,141.15	238,143.72
II. EQUITY AND LIABILITIES			
(1) Equity			
(a) Equity share capital	679.22	679.18	643.78
(b) Other equity	57,382.67	78,273.23	54,628.80
Equity attributable to owners of Tata Motors Ltd	58,061.89	78,952.41	55,272.58
Non-controlling interests	453.17	432.84	429.75
	58,515.06	79,385.25	55,702.33
Liabilities			
(2) Non-current liabilities			
(a) Financial liabilities:			
(i) Borrowings	60,629.18	50,510.39	54,607.14
(ii) Other financial liabilities	11,409.58	7,943.74	7,994.85
(b) Provisions	9,004.46	7,891.01	6,938.27
(c) Deferred tax liabilities (net)	1,174.00	4,474.78	2,559.49
(d) Other non-current liabilities	17,392.56	9,886.55	10,948.00
	99,609.78	80,706.47	83,047.75
(3) Current liabilities			
(a) Financial liabilities:			
(i) Borrowings	13,859.94	11,450.78	13,154.68
(ii) Trade payables	57,698.33	57,580.46	52,094.70
(iii) Acceptances	4,834.24	3,981.33	4,076.75
(iv) Other financial liabilities	25,634.83	21,281.60	19,173.01
(b) Provisions	5,807.76	5,844.51	4,969.12
(c) Current tax liabilities (net)	1,392.58	723.53	820.13
(d) Other current liabilities	6,401.84	6,187.22	5,105.25
	115,629.52	107,049.43	99,393.64
TOTAL EQUITY AND LIABILITIES	273,754.36	267,141.15	238,143.72

Notes:-

- 1) The above results were reviewed and recommended by the Audit Committee at its meeting held on May 22, 2017 and approved by the Board of Directors at its meeting held on May 23, 2017.
- 2) The Company has adopted Indian Accounting Standards (referred to as 'Ind AS') on April 1, 2016, with the transition date as April 1, 2015, and accordingly these financial results along with the comparatives have been prepared in accordance with the recognition and measurement principles stated therein, prescribed under section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder and the other accounting principles generally accepted in India.
- 3) (a) The exceptional credit of ₹1,330.10 crores (£151 million) for the year ended March 31, 2017, relates to the explosion at the port of Tianjin (China) in August 2015. This relates to the receipt of insurance proceeds, recovery of import duties and taxes and to an updated assessment of the condition of the remaining vehicles, which led to a reversal of the initial provision recorded in the quarter ended September 30, 2015.
(b) 'Exceptional item VI (b)' of ₹147.93 crores for the year ended March 31, 2017, relates to provision for inventory of BS III vehicles as at March 31, 2017. This does not include higher level of customer discounts and variable marketing expenses in March 2017, to support higher level of retail sales which have been netted off against 'Income from operations'.
- 4) During the quarter ended March 31, 2017, Jaguar Land Rover Automotive Plc issued a EUR 650 million (₹4,466.88 crores) 2.20% bond due 2024 and a GBP 300 million (₹2,406.52 crores) 2.75% bond due 2021. The net proceeds from the issue of bonds is intended to be used for general corporate purposes, including support for the on-going growth and capital spending plan.
- 5) During the quarter ended March 31, 2017, the Company reviewed the presentation of the foreign exchange gain/(loss) due to continued increase in hedging activity and volatility in foreign exchange rates. Accordingly, it was considered to present foreign exchange gain/(loss) relating to hedges with underlying hedged items. Foreign exchange gain/(loss) unrelated to hedging are presented separately in the Statement of Profit and Loss. Figures of the previous periods have been regrouped accordingly. There is no impact upon the reported profit/(loss) of the previous periods.
- 6) Figures for the quarters ended March 31, 2017 and 2016 represent the difference between the audited figures in respect of full financial years and the published figures for the nine months ended December 31, 2016 and 2015, respectively.
- 7) On April 3, 2017, Jaguar Land Rover Automotive Plc approved and communicated to its Defined Benefit scheme members that the Defined Benefit scheme rules were to be amended with effect from April 6, 2017 so that amongst other changes, retirement benefits will be calculated on a career average basis rather than based upon a member's final salary at retirement. These changes were effective from April 6, 2017 and as a result of the re-measurement of the scheme's liabilities, a past service credit of approximately GBP 437 million (₹3,536.14 crores) has arisen and will be recognised in quarter ended June 30, 2017.



- 8) Reconciliation between Consolidated financial results, as reported under erstwhile Indian GAAP (referred to as 'previous GAAP') and Ind AS are summarised below:

(a) Equity reconciliation

Particulars	₹ in crores	
	As at March 31, 2016	As at April 1, 2015
Equity as reported under previous GAAP	80,782.67	56,261.92
Fair value loss through Other Comprehensive Income for investments in quoted equity shares	(103.14)	(91.50)
Fair value gain on investments in mutual funds	23.40	9.87
Proposed Dividend	73.00	-
Provision for expected credit losses	(3,347.90)	(3,110.63)
Gain on fair value of below market interest loan (net of effective interest rate adjustment)	447.78	396.98
Effect of de-recognition of financial instruments	12.00	128.00
Effect of adoption of fair value as deemed cost relating to property, plant and equipment and intangibles	2,738.92	2,490.49
Effect of hedges for inventory purchases	8.59	312.21
Fair valuation of assets and liabilities on acquisition of business	(1,140.98)	(1,010.66)
Discounting of provisions	185.57	237.97
Reversal of goodwill recognised in previous GAAP on common control transactions	(322.00)	(322.00)
Others (net)	(327.40)	(129.98)
Tax effect on above adjustments	(78.10)	99.91
Equity as per Ind AS	78,952.41	55,272.58

(b) Profit reconciliation

Particulars	₹ in crores	
	Quarter ended March 31, 2016	Year ended March 31, 2016
Net profit after tax as reported under previous GAAP	5,177.06	11,023.75
Reversal of exchange gain accumulated in foreign currency monetary item translation difference account	97.03	1,379.23
Effect of adoption of fair value as deemed cost relating to property, plant and equipment and intangibles (net of depreciation and amortisation)	53.88	253.63
Gain on fair value of below market interest loan (net of effective interest rate adjustment)	48.38	50.50
Effect of cross currency basis spreads on hedge accounting	(376.88)	(102.93)
Provision for expected credit losses	157.90	(237.27)
Reversal of gain on sale of investment in equity instruments classified as fair value through Other Comprehensive Income	-	(80.38)
Fair value gain on investment in mutual funds	(23.03)	13.83
Discounting of provisions	54.76	(61.93)
Remeasurement losses on defined benefit obligations (net)	(21.32)	(82.45)
Impact on depreciation due to retrospective application of business combination	(23.18)	(94.62)
Effect of de-recognition of financial instruments	(13.23)	(116.00)
Others (net)	(173.49)	(213.60)
Tax effect on above adjustments (including tax effect on undistributed earnings of subsidiaries, associates and joint arrangements)	217.98	(152.45)
Net profit after tax as per Ind AS	5,175.86	11,579.31
Other Comprehensive Income/(loss) (net of tax) attributable to the Shareholders of the Company	(4,604.27)	3,145.33
Total Comprehensive Income after tax as per Ind AS attributable to the Shareholders of the Company	571.59	14,724.64

- 9) The Statutory Auditors have carried out an audit of the Consolidated financial results for the year ended March 31, 2017.

Mumbai, May 23, 2017

Tata Motors Limited

Guenter Butschek
CEO & Managing Director