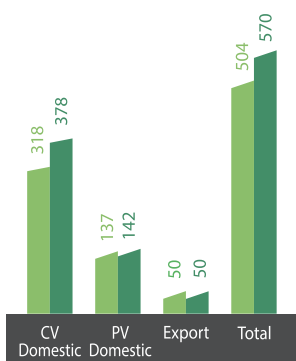


FINANCIAL PERFORMANCE (COMPANY STANDALONE)

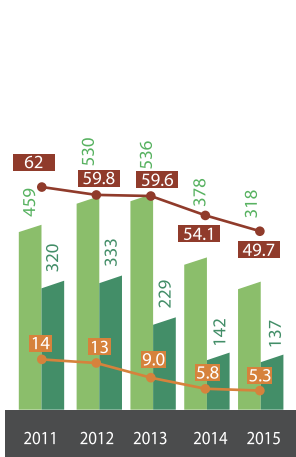
Volume Growth

-16% -4% 0.0% -11.5%



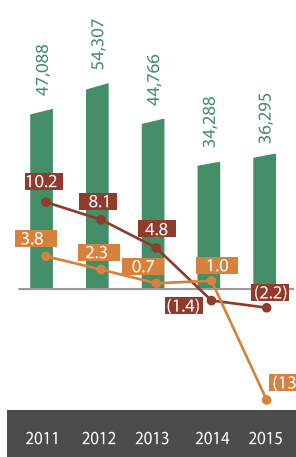
■ 2015 (in thousands)
■ 2014 (in thousands)
▲ GROWTH

Vehicle Sales (Domestic) and Market Share



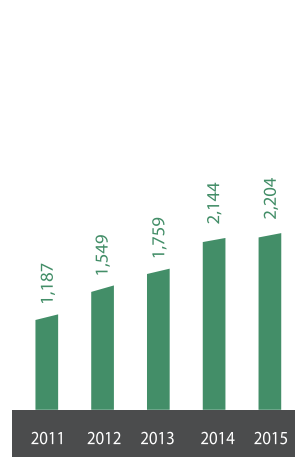
■ CV VOLUMES (in thousands)
■ PV VOLUMES (in thousands)
● CV MARKET SHARE (%)
● PV MARKET SHARE (%)

Net Income, EBITDA Margin, Net Margin



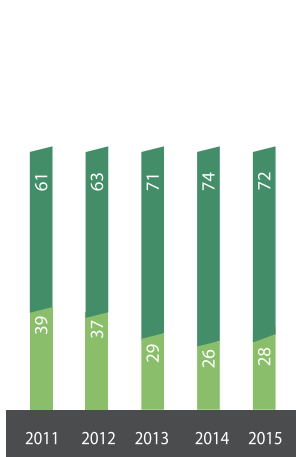
■ NET INCOME* (₹ crores)
● EBITDA MARGIN %
● PAT AS A % OF TURNOVER
*Excludes other income

R&D Expenditure



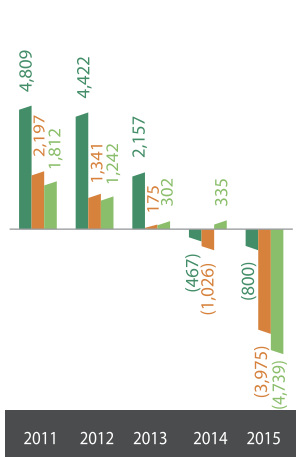
■ R&D EXPENDITURE (₹ crores)

Product Mix (Volumes)



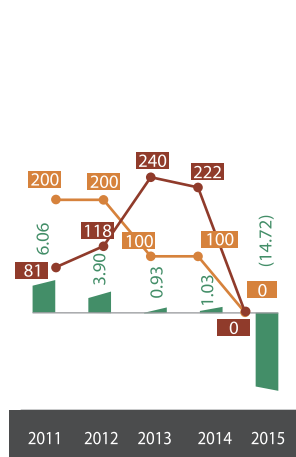
■ CV (%)
■ PV (%)

Profits (EBITDA, PBT, PAT)



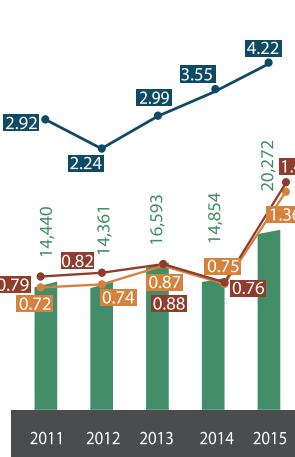
■ EBITDA (₹ crores)
■ PBT (₹ crores)
■ PAT (₹ crores)

Dividend & EPS



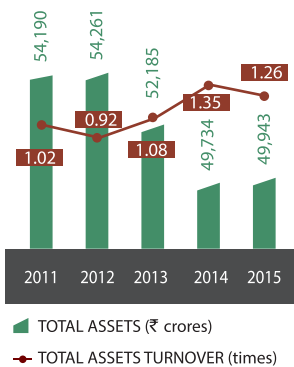
■ EPS (₹)
● DIVIDEND %
● DIVIDEND PAYOUT AS % TO PAT

Borrowings (Net of surplus cash) & Interest as % of Sales

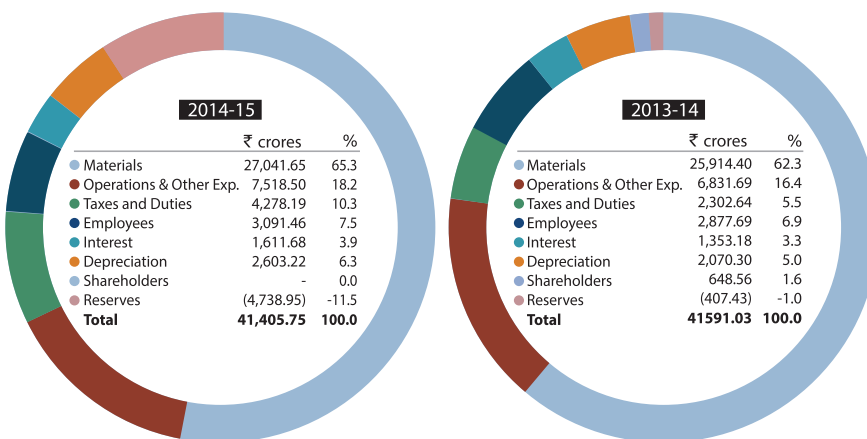


■ BORROWINGS (NET) (₹ crores)
● INTEREST AS A % OF TOTAL INCOME
● DEBT EQUITY RATIO
● DEBT (NET OF SURPLUS CASH) EQUITY RATIO

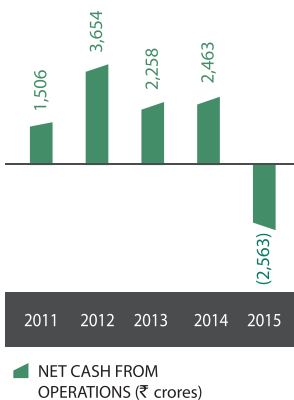
Total Assets & Asset Turnover Ratio



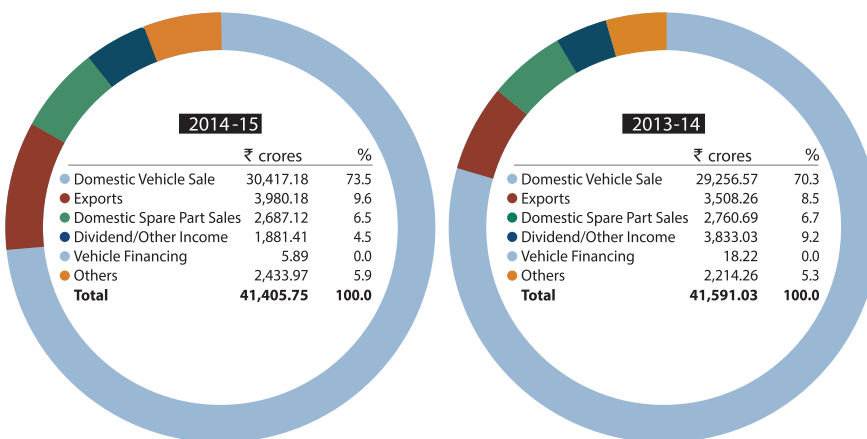
Distribution of Revenue



Net Cash from Operations

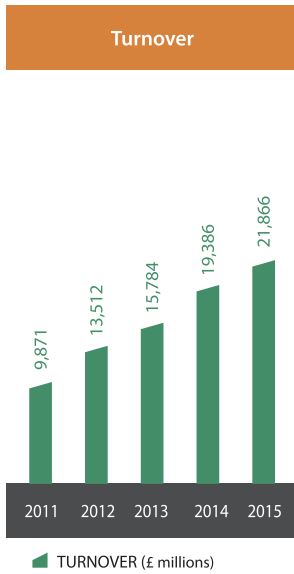


Sources of Revenue

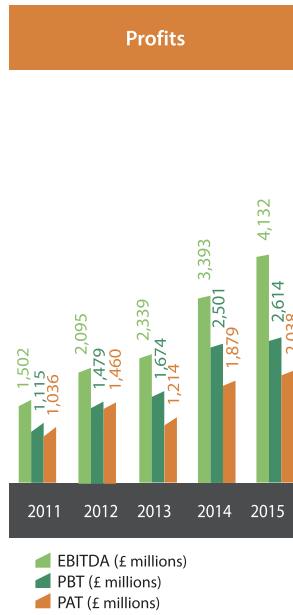


FINANCIAL PERFORMANCE - AS PER IFRS (JAGUAR LAND ROVER GROUP)

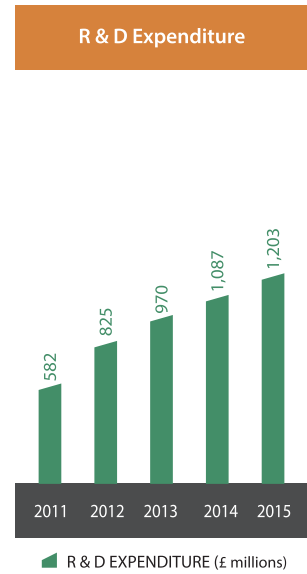
Turnover



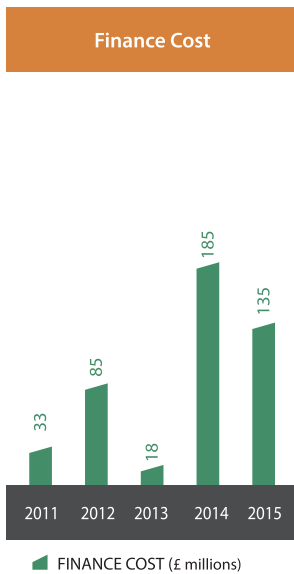
Profits



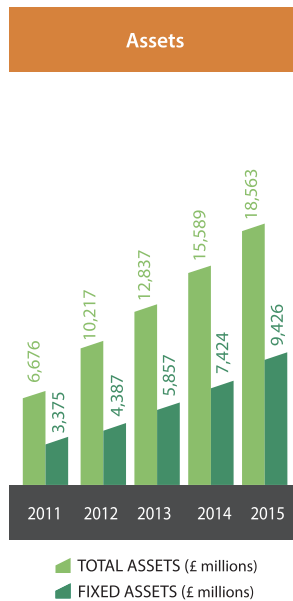
R & D Expenditure



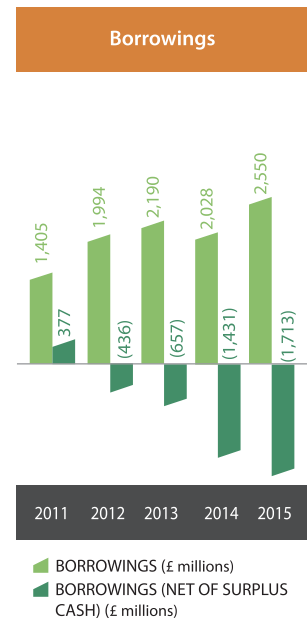
Finance Cost



Assets



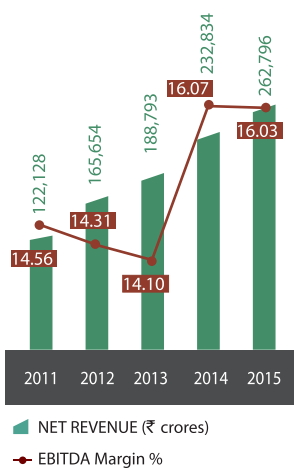
Borrowings



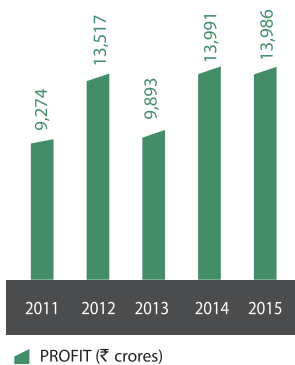
FINANCIAL PERFORMANCE

(TATA MOTORS GROUP)

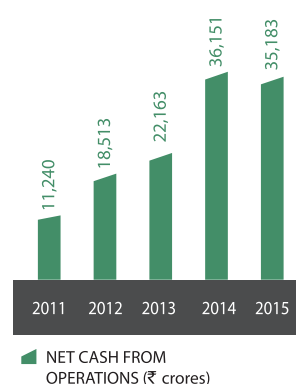
Net Revenue, EBITDA Margin



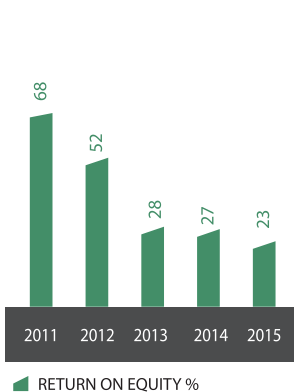
Profit for the year



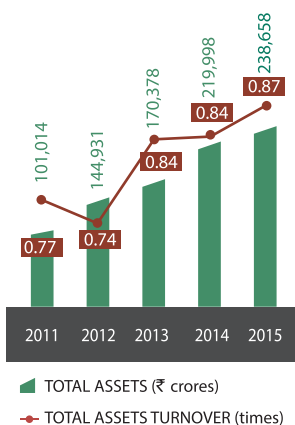
Net Cash from Operations



Return on Equity



Total Assets & Assets Turnover Ratio



Borrowings (Net of surplus cash) & Interest as % of Sales

