



**TATA MOTORS LIMITED**

Regd. Office : Bombay House, 24, Homi Mody Street, Mumbai 400 001.

**AUDITED FINANCIAL RESULTS FOR THE QUARTER/NINE MONTHS ENDED DECEMBER 31, 2005**

Particulars	Quarter ended December 31,		Nine months ended December 31,		Year ended March 31,
	2005	2004	2005	2004	2005
	(A)				
1 Vehicle Sales:(in Nos.)					
Commercial vehicles	56077	50908	143420	134861	189993
Passenger cars and Utility vehicles	43369	39048	127517	124996	179076
Exports	11782	8706	34849	19299	30497
	<b>111228</b>	<b>98662</b>	<b>305786</b>	<b>279156</b>	<b>399566</b>
2 Vehicle Production:(in Nos.)					
Commercial vehicles	65288	55878	170083	149106	209886
Passenger cars and Utility vehicles	47124	40451	142177	131566	191055
	<b>112412</b>	<b>96329</b>	<b>312260</b>	<b>280672</b>	<b>400941</b>
(B)	(Rupees Crores)				
1 Sales/Income from operations	5,903.57	5,091.09	16,024.85	14,220.17	20,482.57
Less: Excise Duty	829.02	728.27	2,305.40	2,139.91	3,063.44
<b>Net Sales/Income from operations</b>	<b>5,074.55</b>	<b>4,362.82</b>	<b>13,719.45</b>	<b>12,080.26</b>	<b>17,419.13</b>
2 Total Expenditure					
(a) (Increase) / Decrease in stock in trade and work in progress	(184.69)	(20.82)	(670.64)	(271.17)	(144.00)
(b) Consumption of raw materials & components	3,612.22	3,002.06	9,871.50	8,384.11	11,929.48
(c) Staff cost	278.87	259.33	829.04	754.46	1,039.34
(d) Other expenditure	745.09	541.13	2,002.70	1,682.34	2,423.22
(e) Sub total 2(a) to 2(d)	4,451.49	3,781.70	12,032.60	10,549.74	15,248.04
<b>3 Operating profit [1-2]</b>	<b>623.06</b>	<b>581.12</b>	<b>1,686.85</b>	<b>1,530.52</b>	<b>2,171.09</b>
4 Other income	168.36	24.66	284.69	136.49	166.09
5 Interest					
(a) Gross interest	77.26	54.89	216.16	163.35	220.77
(b) Capitalisation of interest/Interest income	(17.15)	(13.45)	(58.98)	(40.55)	(66.62)
(c) Net interest	60.11	41.44	157.18	122.80	154.15
6 Product development expenses	7.70	6.24	20.87	48.58	67.12
7 Depreciation and Amortisation	130.83	100.77	384.69	305.92	450.16
<b>8 Profit before exceptional items and tax [3+4-5-6-7]</b>	<b>592.78</b>	<b>457.33</b>	<b>1,408.80</b>	<b>1,189.71</b>	<b>1,665.75</b>
9 Exceptional Items					
(a) Employee separation cost	1.01	1.01	3.03	3.09	4.18
(b) Provision for diminution in value of investments	-	-	-	-	9.67
(c) Sub total of 9(a) and 9(b)	1.01	1.01	3.03	3.09	13.85
<b>10 Profit before tax [8-9]</b>	<b>591.77</b>	<b>456.32</b>	<b>1,405.77</b>	<b>1,186.62</b>	<b>1,651.90</b>
11 Less: Provision for taxation					
(a) Current Tax	114.40	116.43	300.29	311.35	363.82
(b) Deferred Tax	17.14	23.68	34.71	26.49	51.13
(c) Sub total of 11(a) and 11(b)	131.54	140.11	335.00	337.84	414.95
<b>12 Profit after tax [10-11]</b>	<b>460.23</b>	<b>316.21</b>	<b>1,070.77</b>	<b>848.78</b>	<b>1,236.95</b>
13 Paid-up Equity Share Capital (Face value of Rs. 10 each)	376.30	361.79	376.30	361.79	361.79
14 Reserves excluding Revaluation Reserve					3,749.60
15 Basic EPS (not annualised) Rupees	12.23	8.75	28.46	23.63	34.38
Diluted EPS (not annualised) Rupees	11.49	8.20	26.78	22.16	32.23
16 Aggregate of Non-Promoter Shareholding					
- Number of Shares	247420295	243895027	247420295	243895027	244718237
- Percentage of shareholding	65.76%	67.42%	65.76%	67.42%	67.65%

Notes:-

- 1) Figures for the previous periods have been regrouped/reclassified wherever necessary.
- 2) During the nine months ended December 31, 2005, exchange fluctuation on provision for redemption premium on Foreign Currency Convertible Notes of Rs. 8.85 crores has been debited to Securities Premium Account.
- 3) Other expenditure includes foreign exchange loss of Rs. 38.63 crores for the quarter ended December 31, 2005 as against a gain of Rs.62.08 crores for the quarter ended December 31, 2004. The corresponding figures for nine months ended December 31, 2005 and December 31, 2004 and for the year ended March 31, 2005 are losses of Rs. 43.73 crores, Rs. 25.55 crores and Rs. 29.04 crores, respectively.
- 4) During the quarter, the Company has sold 20% of its holding in its subsidiary, Telco Construction Equipment Company Limited (Telcon) to Hitachi Construction Machinery Company Limited, the Company's technology and equity partner in Telcon. Consequently, the Company's holding in Telcon stands at 59.75%. Profit on sale of these shares amounting to Rs.164.30 crores is included in other income.
- 5) The above financial results for the quarter/nine months ended December 31, 2005, include the results of the operations of Tata Finance Limited (TFL), Telco Dadajee Dhackjee Limited (TDDL) and Suryodaya Capital and Finance (Bombay) Limited (SCFL), for the period April 1, 2005 to December 31, 2005, consequent upon the merger of these companies effective April 1, 2005. The comparative figures for the quarter/nine months ended December 31, 2004 and for the year ended March 31, 2005 as shown above, do not include the result of the operations of TFL, TDDL and SCFL, and as such, the financial results for the quarter/nine months ended December 31, 2005, are not comparable to this extent.
- 6) The Company has allotted 1,45,04,949 Ordinary shares on August 18, 2005, to the Equity shareholders of erstwhile Tata Finance Limited, as per the Scheme of Amalgamation approved by the Hon'ble High Court of Judicature at Bombay.
- 7) Subsequent to the quarter ended December 31, 2005, 16,000 Zero coupon Foreign Currency Convertible Notes (2009) representing 16% of the said Notes, have been converted into 12,24,203 Ordinary Shares of Rs.10/- each at a premium as per the terms of issue.
- 8) Subsequent to the quarter ended December 31, 2005, the Company has made further investment of Rs. 202 crores in its subsidiary company Tata Technologies Limited, by subscribing to rights issue of 2,02,00,400 Ordinary shares of Rs.10 each issued at a premium of Rs. 90 per share.
- 9) The Company is engaged mainly in the business of automobile products consisting of all types of commercial and passenger vehicles including financing thereof. These, in the context of Accounting Standard 17 on Segment Reporting, issued by the Institute of Chartered Accountants of India, are considered to constitute one single primary segment.
- 10) As on October 1, 2005, 72 Investor complaints were outstanding. The Company received 119 complaints during the said quarter and disposed off 189 complaints by December 31, 2005. There were 2 complaints unresolved as on December 31, 2005, out of which 1 complaint pertains to non-receipt of dividend.
- 11) The Statutory Auditors have carried out an audit of the results stated in (B) above for the quarter and nine months ended December 31, 2005.

The above Results have been reviewed by the Audit Committee of the Board and were taken on record by the Board of Directors at its meeting held on February 9, 2006.

Tata Motors Limited

Mumbai, February 9, 2006

Ratan N Tata  
Chairman