



TATA MOTORS LIMITED

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

AUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2007

Particulars		Quarter ended June 30,		Year ended
		2007	2006	March 31,
		2007	2006	2007
(A)				
1	Vehicle Sales:(in Nos.) (includes traded vehicles)			
	Commercial vehicles	61633	63082	298586
	Passenger cars and Utility vehicles	52573	50151	228220
	Exports	13889	13161	53474
		128095	126394	580280
2	Vehicle Production:(in Nos.)			
	Commercial vehicles	72175	74761	339272
	Passenger cars and Utility vehicles	56410	57085	245514
		128585	131846	584786
(B)		(Rupees Crores)		
1	Sales / Income from operations	6993.02	6670.97	31819.48
	Less: Excise Duty	936.20	921.41	4349.45
	Net Sales / Income from operations	6056.82	5749.56	27470.03
2	Total Expenditure			
	(a) Increase in stock in trade and work in progress	(137.35)	(385.33)	(349.68)
	(b) Consumption of raw materials & components and Purchase of products for sale	4357.93	4265.05	19374.93
	(c) Staff cost	351.87	302.43	1367.83
	(d) Other expenditure	938.06	885.19	3828.44
	(e) Exchange (gain) / loss (net) on revaluation of foreign currency borrowings, deposits and loans given [Note 2 below]	(205.89)	45.58	(65.21)
	(f) Sub total 2(a) to 2(e)	5304.62	5112.92	24156.31
3	Operating profit [1-2]	752.20	636.64	3313.72
4	Other income	86.32	85.91	245.19
5	Interest			
	(a) Gross interest	109.09	85.45	389.86
	(b) Interest income / Interest capitalised	(27.53)	(12.90)	(76.79)
	(c) Net interest	81.56	72.55	313.07
6	Product development expenses	19.33	10.32	85.02
7	Depreciation and Amortisation	147.47	141.05	586.29
8	Profit after interest and depreciation [3+4-5-6-7]	590.16	498.63	2574.53
9	Exceptional Items			
	(a) (Reversal) / provision for diminution in value of investments (net)	(1.97)	0.38	1.09
	(b) Employee Separation cost	-	-	0.26
	(c) Sub total of 9(a) and 9(b)	(1.97)	0.38	1.35
10	Profit before tax [8-9]	592.13	498.25	2573.18
11	Less: Tax expense	125.37	116.40	659.72
12	Profit after tax [10-11]	466.76	381.85	1913.46
13	Paid-up Equity Share Capital (Face value of Rs. 10 each)	385.42	383.12	385.41
14	Reserves excluding Revaluation Reserve			6458.39
15	Basic EPS (not annualised)	Rupees 12.11	9.97	49.76
	Diluted EPS (not annualised)	Rupees 11.52	9.44	47.24
16	Aggregate of Public Shareholding			
	- Number of Shares	199287375	222623126	214252323
	- Percentage of shareholding	51.71%	58.12%	55.60%

Notes:-

- 1) Figures for the previous period have been regrouped / reclassified wherever necessary.
- 2) Consequent to the notification of the Companies (Accounting Standards) Rules, 2006, with effect from April 1, 2007, the foreign exchange differences in respect of certain liabilities for the acquisition of imported assets are required to be recognized in the profit and loss account against the earlier requirement of adjusting these to the carrying cost of such fixed assets. Such differences included in 2(e) above for the quarter ended June 30, 2007 are Rs. 57.03 crores. As a result, the profit before tax and profit after tax for the quarter ended June 30, 2007 are higher by Rs. 46.84 crores and Rs. 30.92 crores respectively. Had such differences been recognised in the profit and loss account in the previous period / year, the profit before tax and profit after tax for the quarter ended June 30, 2006 would have been lower by Rs. 16.15 crores and Rs. 10.71 crores respectively and the profit before tax and profit after tax for the year ended March 31, 2007 would have been higher by Rs. 19.58 crores and Rs. 12.92 crores respectively.
- 3) During the quarter ended June 30, 2007, 100 Zero coupon Foreign Currency Convertible Notes (2009) have been converted into 7,651 Ordinary Shares of Rs. 10/- each at a premium as per the terms of issue.
- 4) During the quarter ended June 30, 2007, the Company has invested an amount of Rs. 300 crores in the equity shares of TML Financial Services Ltd, a wholly owned subsidiary.
- 5) Subsequent to the quarter ended June 30, 2007, the Company has raised funds aggregating US\$ 490 Million (Rs 1992.71 crores at issue) by issue of Zero Coupon Convertible Alternative Reference Securities (CARS), which are convertible into Shares / American Depositary Shares (ADS) / Securities as per the terms of issue. Unless previously converted, redeemed or purchased and cancelled as per the terms of issue, these will be redeemed on July 12, 2012 at 131.82% of the outstanding principal amount.
- 6) The Company is engaged mainly in the business of automobile products consisting of all types of commercial and passenger vehicles including financing of the vehicles sold by the Company. 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.
- 7) As on March 31, 2007, 2 Investor complaints were outstanding. The Company received 2 complaints during the quarter and resolved 4 complaints by June 30, 2007. The balance of unresolved complaints is nil as at June 30, 2007.
- 8) Public Shareholding as on June 30, 2007 excludes 14.86% (8.25% as on June 30, 2006) of Citibank NA as Depository for ADR holders.
- 9) The Statutory Auditors have carried out an audit of the results stated in (B) above for the quarter ended June 30, 2007.

The above Results have been reviewed by the Audit Committee of the Board and were approved by the Board of Directors at its meeting held on July 31, 2007.

Tata Motors Limited

sd/-
Ratan N Tata
Chairman

Mumbai, July 31, 2007