



Tata Motors

STOCK INFO.	BLOOMBERG
BSE SENSEX: 14,110	TTMT IN
	REUTERS CODE
S&P CNX: 4,090	TAMO.BO

24 January 2007

Buy

Previous Recommendation: Buy

Rs916

Equity Shares (m)	402.8
52-Week Range	997/647
1,6,12 Rel. Perf. (%)	1/-4/-10
M.Cap. (Rs b)	369.0
M.Cap. (US\$ b)	8.3

YEAR	SALES	S/a PAT	ADJ EPS	CONS.	P/E	CONS.	ROE	ROCE	EV/	EV/
END	(RS M)	(RS M)	(RS)	EPS (RS)	RATIO	P/E (X)	(%)	(%)	SALES	EBITDA
3/06E	206,022	14,278	37.0	42.9	24.7	21.4	25.8	26.0	1.7	13.4
3/07E	273,607	19,836	49.3	57.8	18.6	15.9	29.1	31.2	1.2	10.0
3/08E	308,409	22,383	55.6	66.2	16.5	13.8	26.7	30.0	1.1	8.6

- ✦ Tata Motors' revenues for 3QFY06 grew 34.5% YoY to Rs68.3b on 27% volume growth and 5.8% increase in average realization. Net sales have been adjusted for forex gain of Rs1.3b. Adj. PAT was up 69.2% YoY to Rs5.3b v/s our estimate of Rs4.8b.
- ✦ Adj. EBITDA margins declined 60bp YoY to 12.4% (v/s our estimate of 12.8%) on account of higher RM/Sales (69.8% v/s 67.5% in 3QFY06 and 68.9% in 2QFY07). The management has clarified that almost 50% of its forex gain of Rs1.3b is operational. Adjusted for this, margins would be almost 1% higher.
- ✦ Other income and depreciation were in line with expectations at Rs143m and Rs1.4b respectively. However, interest expense increased 42% to Rs852m (v/s our estimate of Rs550m). Product development expenses were Rs287m.
- ✦ Consolidated net sales grew 37% YoY to Rs81.8b while consolidated PAT (after share of associates and minority interest) registered a growth of 9.3% YoY to Rs6b in 3QFY07.
- ✦ We have revised downwards our standalone EBITDA margin assumption for FY07 to 12.5% to reflect the stabilization of key inputs at higher levels in FY07. However, our revenue estimate has been upgraded by 1.8% to reflect the strong sales growth being seen by the company. The stock trades at 15.9x FY07E cons. EPS of Rs57.8, 13.8x FY08E cons. EPS of Rs66.2 and 12.2x FY09E cons. EPS of Rs74.8. We maintain **Buy** with a revised price target of Rs1,133.

QUARTERLY PERFORMANCE

(RS MILLION)

Y/E MARCH	FY06				FY07				FY06	FY07E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
Total Volumes (nos)	87,492	107,061	111,228	148,564	126,154	140,124	141,393	166,358	454,345	574,029
Total Income	38,781	47,813	50,746	68,683	57,835	65,718	68,252	81,802	206,022	273,607
Change (%)	8.5	15.3	16.3	28.6	49.1	37.4	34.5	19.1	31.7	32.8
Total Cost	34,048	41,857	44,139	59,965	50,329	57,939	59,816	71,392	180,009	239,475
EBITDA	4,733	5,956	6,607	8,718	7,506	7,779	8,436	10,410	26,014	34,132
As % of Sales	12.2	12.5	13.0	12.7	13.0	11.8	12.4	12.7	12.6	12.5
Change (%)	-8.0	14.0	27.3	35.4	58.6	30.6	27.7	19.4	18.2	31.2
Non-Operating Income	583	580	41	44	859	848	143	178	1,248	2,028
Forex Gain / (Loss)	145	-196	-386	366	-783	254	1,316	0	-72	787
Extraordinary Income	0	0	1,643	97	0	0	0	0	1,740	0
Extraordinary Expense	10	10	10	155	242	316	235	0	185	793
Interest	510	461	601	692	726	956	852	697	2,264	3,231
Gross Profit	4,940	5,870	7,293	8,378	6,614	7,610	8,809	9,891	26,481	32,924
Depreciation & Amort.	1,267	1,272	1,308	1,363	1,411	1,435	1,435	1,467	5,209	5,748
Product Dev. Expenses	74	58	77	529	103	175	287	235	738	800
PBT	3,600	4,540	5,908	6,486	5,100	5,999	7,087	8,189	20,534	26,376
Tax	873	1,161	1,315	1,895	1,282	1,582	1,956	2,236	5,245	7,056
Effective Tax Rate (%)	24.3	25.6	22.3	29.2	25.1	26.4	27.6	27.3	25.5	26.8
PAT	2,727	3,379	4,592	4,591	3,819	4,417	5,132	5,953	15,289	19,321
Change (%)	22.1	9.3	45.2	18.3	40.0	30.7	11.7	29.7	23.6	26.4
Adj PAT	2,733	3,385	3,123	5,037	3,976	4,623	5,284	5,953	14,278	19,836
Change (%)	22.0	16.2	-1.6	26.3	45.5	36.6	69.2	18.2	14.6	38.9

E: MOST Estimates

Revenues grow 34.5% YoY, driven by volume growth of 27% YoY

Tata Motors' revenues grew 34.5% YoY to Rs68.3b in 3QFY06 on 27% volume growth and 5.8% increase in average realization (up 2.9% QoQ). Net sales are adjusted for forex gain of Rs1.3b.

Volume growth was driven by HCVs, volumes of which grew 33.3% YoY, and LCVs, volumes of which were up 40.1% YoY (primarily on the back of the success of *Ace*). Car sales increased by 14.3% YoY, while UV sales increased by 18% YoY.

Growth in HCV volumes has been robust on account of ongoing infrastructure development activity, freight rates remaining at higher levels and a relatively lower base. 4QFY07 onwards, the low base effect will diminish, as the impact of the ban on overloading came into play 4QFY06 onwards. Nevertheless, we expect Tata Motors to continue witnessing strong volume growth. For the period ended 9MFY07, Tata Motors' market share in CVs is 64.7% (v/s 60.2% 9MFY06). We expect Tata Motors' M&HCV volumes to grow at 21.7% CAGR over FY06-08.

The company's LCV volumes grew 40.1% YoY in 3QFY07, driven by the one-ton product - *Tata Ace*. *Ace* has been driving LCV growth for the past 12 months; its gradual extension throughout the country and rollout in newer markets like Sri Lanka will help maintain strong growth. We expect Tata Motors' LCV volumes to grow at 26.2% CAGR over FY06-08.

Tata Motors' passenger car volumes have been led by domestic sales (growth of 21.3% YoY), while exports have declined 46.4% YoY. Car volume growth was hampered in the month of October 2006 due to the fire in the paint shop in the preceding month and depreciation of rand contributing to the decline in exports to South Africa. We expect passenger cars to register growth of 13.5% CAGR over FY06-08.

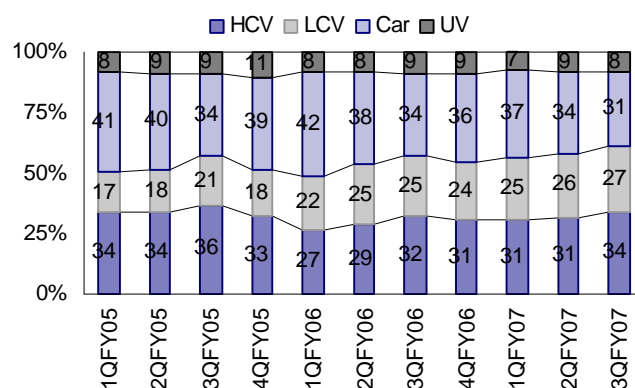
UV volumes increased by 18% YoY. The new *Safari* range launched in the latter part of 1QFY07 received good response. We expect UVs to grow at 12.3% CAGR over FY06-08.

QUARTERLY VOLUMES (UNITS)

	3QFY07	3QFY06	GR. (%)	2QFY07	GR. (%)
HCV	47,849	35,896	33.3	43,993	8.8
LCV	38,448	27,450	40.1	36,565	5.1
Car	43,402	37,975	14.3	47,421	-8.5
UV	11,694	9,907	18.0	12,145	-3.7
Total	141,393	111,228	27.1	140,124	0.9
Domestic	130,042	99,502	30.7	125,848	3.3
Exports	11,351	11,726	-3.2	14,276	-20.5

Source: Company/ Motilal Oswal Securities

SEGMENT PROPORTION TO OVERALL VOLUMES (PRODUCT MIX)



Source: Company/ Motilal Oswal Securities

RESIDUAL GROWTH TABLE

TATA MOTORS	FY07	FY06	GR. (%)
YTD FY07 Sales (units)	407,671	306,780	32.9
Our FY07 Estimate (units)	574,029	454,345	26.3
Residual Growth Req. (%)			12.7
YTD FY07 Sales (units)	130,722	91,212	43.3
HCVs - FY07 Estimate (units)	183,976	136,963	34.3
Residual Growth Req. (%)			16.4
YTD FY07 Sales (units)	107,010	74,057	44.5
LCV - FY07 Estimate (units)	145,913	108,084	35.0
Residual Growth Req. (%)			14.3
YTD FY07 Sales (units)	137,177	115,483	18.8
Cars - FY07 Estimate (units)	196,795	169,512	16.1
Residual Growth Req. (%)			10.3

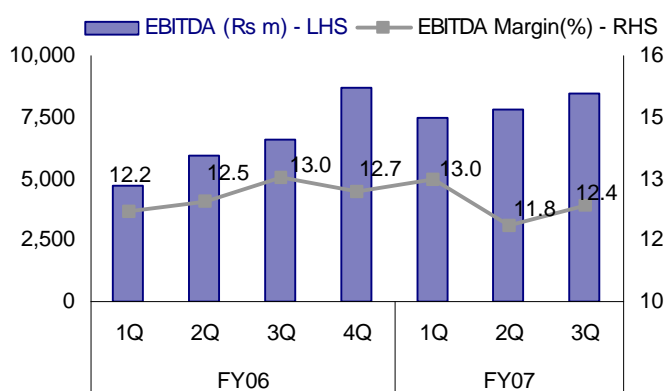
Source: Company/ Motilal Oswal Securities

EBITDA margin impacted by input cost pressures

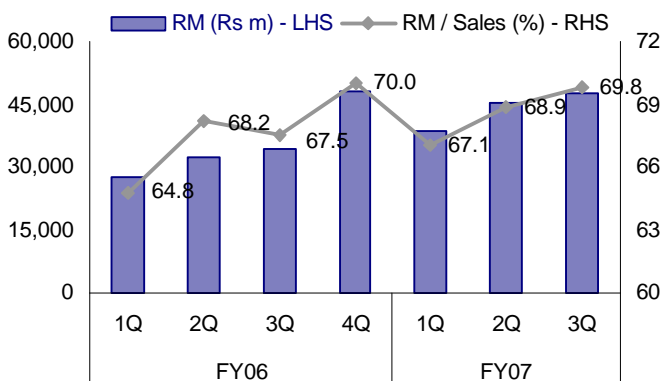
Adj. EBITDA margins declined 60bp YoY to 12.4% (v/s ourestimate of 12.8%) on account of higher RM/Sales (69.8% v/s 67.5% in 3QFY06 and 68.9% in 2QFY07). Staff costs have been adjusted for the exceptional item on account of retirement benefits. In absolute terms, adj. EBITDA increased 27.7% YoY to Rs8.4b. Post the margin decline

in 2QFY07, we had expected margins to bounce back by 100bp in 3QFY07 due to price hikes and improving mix. However, significant commodity price increases and general inflation have restricted this to 60bp. The management has clarified that almost 50% of its forex gain of Rs1.3b is operational. Adjusted for this, margins would be almost 1% higher.

EBITDA MARGIN RECOVERS ON A QOQ BASIS



RM/ SALES (%): INCREASED ON YOY BASIS



Source: Company/ Motilal Oswal Securities

Adjusted net profit grows 69.2% YoY

Other income and depreciation were in line with expectations at Rs143m and Rs1.4b, respectively. However, interest expense increased 42% to Rs852m (v/s our estimate of Rs550m). Product development expenses during the quarter were Rs287m. Adj. PAT was up 69.2% to Rs5.3b v/s our estimate of Rs4.8b.

Capacity expansion across segments

Capacity utilization for CVs was 85% on a two-shift basis, and the company is confident of meeting demand requirements in the near-term from the existing capacity. However, in view of the strong CV growth being seen, increasing focus on the exports market, and with the world truck program progressing, additional capacities would be required over the medium-term. Further, the ongoing automotive boom in India has also necessitated an increase in capacity for passenger cars.

Tata Motors is expanding its capacity across segments to keep pace with increasing demand. The capacity for passenger cars would be increased from 225,000 units to 0.3m units (+33%) by March 2008. LCV capacity (excluding *Ace*) would be increased from 60,000 units to 75,000 units (+25%) over the next one year. UV capacity would be similarly increased from 60,000 units to 75,000 units. Capacity of *Ace* would be increased from 75,000 to 0.2m units by FY09-end; the full production capacity would be available only from FY10. Capacity of M&HCVs would be increased from 0.16m units to 0.25-0.3m units over the next two years.

Joint ventures (domestic and overseas) – positive development

- ✍ Tata Motors and Fiat announced a 50:50 JV to manufacture passenger vehicles, engines and transmissions for domestic and overseas markets. The JV would be located at Fiat's Ranjangaon plant, which will have the capacity to produce 0.1m cars and 0.2m engines and transmissions annually, and will manufacture both companies' products. Production is expected to commence from the beginning of 2008. Total investment would be Rs40b, carried out in phases over four years. The JV also gives Tata Motors access to one of the best engine families (Fiat 1.3/1.5 liter and 1.2 liter gasoline engines) and transmission. The Tata-Fiat joint dealer network would be progressively expanded from 42 dealerships to 100 outlets.
- ✍ Discussions for operations in South America are yet continuing, and further details are yet to be clarified. Apart from this, Tata Motors is looking at options to

launch commercial vehicles and a passenger car range in China, preceded by a manufacturing plant. The timeframe for entry to this market is not yet finalized. Entry into Latin America and China would give global scale to Tata Motors' operations. Further, we believe that there could be a similar JV with IVECO for commercial vehicles for the global markets.

✎ Tata Motors has announced the formation of a JV with Thailand-based Thonburi Automotive Assembly Plant Co. The JV would manufacture, assemble and market pick-up trucks there. Tata Motors would hold 70% stake in the JV, the balance 30% would be held by Thonburi. The vehicles would be manufactured in Thonburi's manufacturing facility; hence; the investment in the venture is not expected to be too big. Operations are expected to commence in one year's time. Initially, Tata Motors may supply engines and components from India. The pick-ups market in Thailand is the second-largest in the world after the US. The biggest players are Toyota and Isuzu, which together hold 70% market share there. This JV will provide Tata Motors with a local assembly base in Thailand, and help it to capitalize on Thonburi's local market knowledge and distribution network. It will also be easier to tap the Asean market for pick-ups from the Thailand facility.

Vehicle financing – new subsidiary formed

During September 2006, Tata Motors invested Rs3.5b in

its subsidiary – TML Financial Services, towards meeting its capital adequacy requirements. The total financing disbursements during the fiscal were Rs63.7b (Rs15.4b was disbursed by TML Financial Services; the rest by Tata Motors).

Eventually, Tata Motors plans to partially shift its vehicle financing business to this subsidiary, while itself continuing in the same business, due to regulatory requirements.

With a significant amount of funds pouring into the vehicle finance business, its demerger into a separate NBFC would enable Tata Motors to concentrate on its own aggressive capex plans and avoid blockage of funds due to increased lending for vehicle financing.

Subsidiary performance

Consolidated net sales grew 37% YoY to Rs81.8b while consolidated PAT (after share of associates and minority interest) registered a growth of 9.3% YoY to Rs6b in 3QFY07. (Consolidated revenues and PAT were Rs226.5b and Rs15.2b, respectively in 9MFY07; we expect consolidated PAT of Rs23.3b in FY07). Performance of Tata Technologies and associate companies has been disappointing in FY07. Telco Construction Equipment has been the strongest performer, with 126% PAT growth during 9MFY07.

SUBSIDIARY QUARTERLY PERFORMANCE (RS M)

	REVENUE		PBT		PAT		PAT	
	3QFY07	3QFY06	3QFY07	3QFY06	3QFY07	3QFY06	FY05	FY06
Tata Daewoo CV	5,898	4,249	309	333	225	247	225	583
Telcon	4,863	3,299	746	375	493	243	408	408
Tata Technologies (cons)	2,469	2,211	89	141	34	101	77	77
HVTL	472	332	201	123	133	82	270	270
HVAL	530	387	275	182	180	120	427	427
TML Financial Services	521	0	63	0	39	0	0	0
Total	14,751	10,478	1,684	1,153	1,104	793	1,407	1,766
Total Consolidated	81,760	59,698	8,744	7,024	6,172	5,408	13,853	17,281
Standalone	68,252	50,746	7,087	5,908	5,132	4,592	12,460	14,278

Source: Company/ Motilal Oswal Securities

CONSOLIDATED PROJECTION (RS M)

	FY05	FY06	FY07E	FY08E	FY09E
Actual Consolidated PAT	13,853	17,281	20,948	23,336	26,377
Cons PAT incl TACO and TC	14,553	18,598	23,275	26,670	30,145
% ACP to Consolidated PAT	95.19	92.92	90.00	87.50	87.50
Standalone Adjusted PAT	12,460	14,278	19,836	22,383	24,889
Standalone Adjusted PAT as a % of ACP	89.94	82.63	94.69	95.92	94.36
Standalone Adjusted PAT as a % of Cons. PAT (*)	85.62	76.77	85.22	83.93	82.56

Including associate companies like TACO and Tata Cummins

Source: Company/ Motilal Oswal Securities

Valuations attractive; maintain Buy

We have revised downwards our standalone EBITDA margin assumption for FY07 to 12.5% to reflect the stabilization of key inputs at higher levels in FY07. The management believes that commodity prices have now peaked. Our revenue estimate has been upgraded by 1.8% to reflect the strong sales growth being seen by the company.

Tata Motors would be the key beneficiary of the improving outlook for the CV industry. While the pick up in CV volumes is evident, operating leverage, improvement in realizations and cost saving initiatives will help counter the impact of input costs. We expect the company to benefit from the significant value creation in its subsidiaries. We value its subsidiaries and associate companies at Rs144.5/share

(applied 20% discount to actual valuation). We value the core business at 15x FY09E earnings.

The stock trades at 15.9x FY07E cons. EPS of Rs57.8, 13.8x FY08E cons. EPS of Rs66.2 and 12.2x FY09E cons. EPS of Rs74.8. We maintain **Buy** with a revised price target of Rs1,133 – 23.7% upside.

SOTP VALUE (RS)

	FY06	FY07E	FY08E	FY09E
Standalone Value - EPS	37.0	49.3	55.6	61.8
P/E Multiple (x)	15.0	15.0	15.0	15.0
Value (per share)	556	739	834	927
Subsidiary Value (per share)	82	86	113	144
Total Value (per share)	638	824	946	1,071
Value in Tata Sons (per share)	61	61	61	61
Total Value	699	886	1,008	1,133

Source: Company/ Motilal Oswal Securities

Tata Motors: an investment profile

Company description

Tata Motors is the largest commercial vehicle manufacturer in India. Its product portfolio includes passenger and goods segment carriers across all tonnage categories. Tata Motors also manufactures passenger cars and utility vehicles. An erstwhile domestically concentrated company, it has made serious attempts to globalize itself by acquiring Daewoo's Korean CV manufacturing facility and other overseas companies.

Key investment arguments

- Rising freight rates, the Supreme Court judgment restricting overloading, strong economic growth and the government's renewed infrastructure impetus are leading to continued upswing in the industry cycle.
- Tata Motors would be a key beneficiary of the improved outlook for the CV industry. We expect its CV portfolio to post a CAGR of 23.7% over FY06-08, driven largely by heavier trucks and *Ace*.

Key investment risks

- Rising fuel prices could impact the growth in CVs.
- Any upward move in interest rates will affect the demand for the company's products.

Recent developments

- Supreme Court has banned overloading, which has led to an increase in freight rates.
- Tata Motors has formed a JV with Fiat to distribute products jointly in India.
- New financing subsidiary has been formed for the vehicle financing business.

Valuation and view

- We value its subsidiaries and associate companies at Rs144.5/share (applied 20% discount to actual valuation). We value the core business at 15x FY09E earnings. The stock trades at 15.9x FY07E cons. EPS of Rs57.8, 13.8x FY08E cons. EPS of Rs66.2 and 12.2x FY09E cons. EPS of Rs74.8. We maintain **Buy** with a revised price target of Rs1,133 – 23.7% upside.

Sector view

- Demand related factor of IIP and agricultural production remain strong for the sector
- The sector has benefited from the structural changes in the economy and the government focus on infrastructure

COMPARATIVE VALUATIONS

		TATA MOTORS	MARUTI	ASHOK LEY.
P/E (x)	FY07E	15.9	17.7	15.1
	FY08E	13.8	15.0	12.8
EPS Gr (%)	FY07E	34.8	25.7	23.2
	FY08E	14.6	17.5	17.6
RoE (%)	FY07E	29.1	22.4	25.8
	FY08E	26.7	21.4	25.7
EV/EBITDA (x)	FY07E	10.0	10.1	8.4
	FY08E	8.6	8.3	6.6

SHAREHOLDING PATTERN (%)

	DEC.06	SEP.06	DEC.05
Promoter	33.4	33.4	34.2
Domestic Inst	15.5	14.3	14.8
Foreign	39.0	40.0	39.1
Others	12.1	12.3	11.9

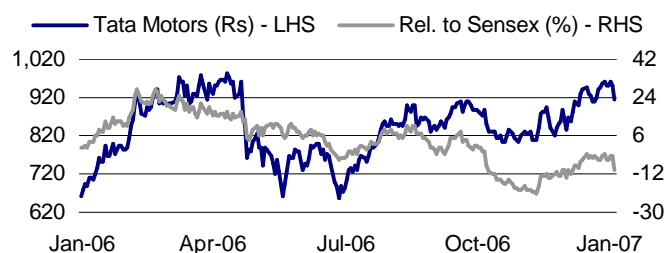
EPS: MOST FORECAST VS CONSENSUS (RS)

	MOST FORECAST	CONSENSUS FORECAST	VARIATION (%)
FY07	57.8	53.1	8.9
FY08	66.2	62.7	5.6

TARGET PRICE AND RECOMMENDATION

CURRENT PRICE (RS)	TARGET PRICE (RS)	UPSIDE (%)	RECO.
916	1,133	23.7	Buy

STOCK PERFORMANCE (1 YEAR)



INCOME STATEMENT						(Rs Million)					
Y/E MARCH	2005	2006	2007E	2008E	2009E						
Total Income	174,191	206,022	273,607	308,409	344,398						
Change (%)	31.7	18.3	32.8	12.7	11.7						
Expenditure	155,304	183,242	240,275	270,262	301,809						
Less Expenses Capitalised	2,824	3,089	800	800	800						
EBITDA	22,002	26,014	34,132	38,947	43,388						
Change (%)	16.9	18.2	31.2	11.1	11.4						
% of Net Sales	12.6	12.6	12.5	12.6	12.6						
Depreciation	4,502	5,209	5,748	7,242	8,462						
EBIT	17,501	20,804	28,384	31,704	34,926						
Deferred Revenue Exp.	671	738	800	800	800						
Interest & Finance Charges	1,542	2,264	3,231	3,231	3,231						
Other Income	1,661	1,248	2,028	2,170	2,289						
Non-recurring Expense	139	185	793	0	0						
Non-recurring Income	0	1,740	0	0	0						
Forex Gain / (Loss)	-290	-72	787	0	0						
PBT	16,520	20,534	26,376	29,844	33,185						
Tax	4,150	5,245	7,056	7,461	8,296						
Effective Rate (%)	25.1	25.5	26.8	25.0	25.0						
PAT	12,370	15,289	19,321	22,383	24,889						
Adj. PAT	12,460	14,278	19,836	22,383	24,889						
Change (%)	47.5	14.6	38.9	12.8	11.2						

BALANCE SHEET						(Rs Million)					
Y/E MARCH	2005	2006	2007E	2008E	2009E						
Share Capital	3,618	3,829	4,028	4,028	4,028						
Reserves	37,496	51,542	64,066	79,653	97,745						
Net Worth	41,114	55,371	68,094	83,680	101,773						
Loans	24,954	29,368	29,368	29,368	29,368						
Capital Employed	66,068	84,739	97,462	113,049	131,141						
Gross Fixed Assets	66,120	79,716	108,727	128,727	148,727						
Less: Depreciation	34,543	44,015	49,763	57,005	65,467						
Net Fixed Assets	31,577	35,700	58,965	71,722	83,260						
Capital WIP	5,388	9,512	500	500	500						
Investments	29,121	20,151	20,151	20,151	20,151						
Curr.Assets	71,462	96,613	120,275	134,299	152,696						
Inventory	16,014	20,122	32,805	36,913	41,234						
Sundry Debtors	8,113	7,158	29,190	32,903	36,431						
Cash & Bank Balances	20,050	11,194	37,760	41,353	49,201						
Loans & Advances	27,224	58,077	20,521	23,131	25,830						
Others	61	62									
Current Liab. & Prov.	66,008	71,154	95,742	106,937	118,779						
Sundry Creditors	54,748	55,359	78,732	88,590	98,962						
Provisions	11,261	12,150	13,365	14,702	16,172						
Net Current Assets	5,454	25,460	24,533	27,362	33,917						
Deferred Tax	-5,653	-6,225	-6,687	-6,687	-6,687						
Misc. Expenditures	182	141	0	0	0						
Appl. of Funds	66,068	84,739	97,462	113,049	131,141						

E: MOST Estimates

RATIOS					
Y/E MARCH	2005	2006	2007E	2008E	2009E
Basic (Rs)					
EPS Fully Diluted	32.2	37.0	49.3	55.6	61.8
EPS Growth (%)	47.9	15.0	32.9	12.8	11.2
EPS Cons.	36.1	42.9	57.8	66.2	74.8
Cash EPS	46.6	53.5	62.2	73.6	82.8
Book Value per Share	113.6	144.6	169.1	207.8	252.7
DPS	12.5	13.0	15.0	15.0	15.0
Payout (Incl. Div. Tax) %	41.7	37.1	35.2	30.4	27.3
Valuation (x)					
P/E		21.4	15.9	13.8	12.2
Cash P/E		17.1	14.7	12.5	11.1
EV/EBITDA		13.4	10.0	8.6	7.6
EV/Sales		1.7	1.2	1.1	1.0
Price to Book Value		6.3	5.4	4.4	3.6
Dividend Yield (%)		14	16	16	16
Profitability Ratios (%)					
RoE	30.3	25.8	29.1	26.7	24.5
RoCE	28.6	26.0	31.2	30.0	28.4
Operational RoCE	0.42	0.41	0.55	0.37	0.36
Leverage Ratio					
Debt/Equity (x)	0.6	0.5	0.4	0.4	0.3

CASH FLOW STATEMENT						(Rs Million)					
Y/E MARCH	2005	2006	2007E	2008E	2009E						
OP/(Loss) before Tax	16,539	20,066	27,584	30,904	34,126						
Interest/Div. Received	1,661	1,248	2,028	2,170	2,289						
Depreciation & Amort.	4,502	5,209	5,748	7,242	8,462						
Direct Taxes Paid	-3,638	-4,672	-6,594	-7,461	-8,296						
(Inc)/Dec in Wkg. Capital	-2,660	-28,822	27,633	764	1,293						
Other Items	-2,085	4,435	0	0	0						
CF from Op Activity	14,318	-2,535	56,399	33,620	37,875						
Extra-ordinary Items	-139	1,483	-5	0	0						
CF after EO Items	14,180	-1,053	56,394	33,620	37,875						
(Inc)/Dec in FA+CWIP	-8,989	-13,457	-20,000	-20,000	-20,000						
(Pur)/Sale of Invest.	1,447	8,970	0	0	0						
CF from Inv Activity	-7,542	-4,487	-20,000	-20,000	-20,000						
Issue of Shares	50	211	199	0	0						
Inc/(Dec) in Debt	12,357	4,444	0	0	0						
Interest Paid	-1,542	-2,264	-3,231	-3,231	-3,231						
Dividends Paid	-5,157	-5,678	-6,796	-6,796	-6,796						
CF from Fin Activity	5,708	-3,316	-9,828	-10,027	-10,027						
Inc/(Dec) in Cash	12,346	-8,856	26,566	3,593	7,848						
Add: Beginning Balance	7,705	20,050	11,194	37,760	41,353						
Closing Balance	20,051	11,195	37,760	41,353	49,201						



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Disclosure of Interest Statement

	Tata Motors
1. Analyst ownership of the stock	No
2. Group/Directors ownership of the stock	Yes
3. Broking relationship with company covered	No
4. Investment Banking relationship with company covered	No

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