

February 05, 2024



Current Price: ₹ 878.80

STOCK DATA

BSE Code	500570
NSE Symbol	TATAMOTORS
Reuters	TAMO.BO
Bloomberg	TTMT IN

VALUE PARAMETERS

52 W H/L(Rs)	901.90/400.40
Mkt. Cap.(Rs Cr)	321794.81
Latest Equity(Subscribed)	664.57
Latest Reserve (cons.)	52876.68
Latest EPS (cons.) -Unit Curr.	48.23
Latest P/E Ratio -cons	18.22
Latest Bookvalue (cons.) -Unit Curr.	161.13
Latest P/BV - cons	5.45
Dividend Yield -%	0.24
Face Value	2.00

SHARE HOLDING PATTERN (%)

Description as on	% of Holding 31/12/2023
Foreign	19.47
Institutions	17.34
Govt Holding	0.06
Non Promoter Corp. Hold.	0.57
Promoters	46.37
Public & Others	16.19

Consolidated Financial Results

Particulars	Qtr Ending	Qtr Ending	In Cr.
	Dec. 23	Dec. 22	VAR %
Net Sales (including other operating income)	110,577.14	88,488.59	25
OPM (%)	13.94	12.23	172 bps
OP	15,418.37	10,820.24	43
Other Inc.	1,498.80	1,130.38	33
PBIDT	16,917.17	11,950.62	42
Interest	2,484.91	2,675.83	-7
PBDT	14,432.26	9,274.79	56
Depreciation	6850	6071.78	13
PBT	7,582.26	3,203.01	137
Share of Profit/(Loss) from Associates	193.26	103.37	87
PBT before EO	7775.52	3306.38	135
EO Income	-88.3	-0.4	-
PBT after EO	7687.22	3305.98	133
Taxation	541.79	262.83	106
PAT	7145.43	3043.15	135
Minority Interest (MI)	120.32	85.44	41
Net profit	7025.11	2957.71	138
EPS (Rs)	18.53	7.72	

Q3FY2024, PAT of Rs 7025.11 cr increased by 138% in Q3 FY24 and margins improved, beats estimates

For the quarter ending Dec 2023, Consolidated Net sales (including other operating income) of Tata Motors has increased 24.96% to Rs 110577.14 crore compared to quarter ended Dec 2022. Sales of Others segment has gone up 24.08% to Rs 1,526.59 crore (accounting for 1.36% of total sales). Sales of Tata and Other brands vehicle segment rose 15.98% to Rs 33,214.78 crore (accounting for 29.55% of total sales). Sales of vehicle financing segment has gone down 12.77% to Rs 996.95 crore (accounting for 0.89% of total sales). Sales of Jaguar and Land Rover segment has gone up 30.23% to Rs 76,655.29 crore (accounting for 68.20% of total sales). Inter-segment sales rose Rs 383.29 crore to Rs 497.61 crore.

Profit before interest, tax and other unallocable items (PBIT) has jumped 146.66% to Rs 8,634.44 crore. PBIT of Others segment rose 21.63% to Rs 237.71 crore (accounting for 2.75% of total PBIT). PBIT of Tata and Other brands vehicle segment rose 70.79% to Rs 1,976.45 crore (accounting for 22.89% of total PBIT). PBIT of vehicle financing segment rose 14.07% to Rs -460.49 crore (accounting for -5.33% of total PBIT). PBIT of Jaguar and Land Rover segment rose 156.39% to Rs 6,880.77 crore (accounting for 79.69% of total PBIT).

PBIT margin of Others segment fell from 15.88% to 15.57%. PBIT margin of Tata and Other brands vehicle segment rose from 4.04% to 5.95%. PBIT margin of vehicle financing segment rose from negative 46.89% to negative 46.19%. PBIT margin of Jaguar and Land Rover segment rose from 4.56% to 8.98%. Overall PBIT margin rose from 3.89% to 7.68%. Operating profit margin has jumped from 12.23% to 13.94%, leading to 42.50% rise in operating profit to Rs 15,418.37 crore. Raw material cost as a % of total sales (net of stock adjustments) decreased from 59.38% to 56.89%. Purchase of finished goods cost fell from 6.09% to 5.43%. Employee cost increased from 9.56% to 9.89%. Other expenses rose from

Consolidated Segment Results

	Qtr Ending Dec 23	Qtr Ending Dec.22	Var.(%)	In Cr. % of (Total)
Sales				
Others	1,526.59	1,230.37	24	1
Tata and Other brands vehicle	33,214.78	28,638.46	16	30
vehicle financing	996.95	1,142.94	-13	1
Jaguar and Land Rover	76,655.29	58,862.97	30	68
Total Reported Sales	112,393.61	89,874.74	25	100
Less: Inter segment revenues	497.61	383.29	30	
Net Sales	111,896.00	89,491.45	25	
PBIT				
Others	237.71	195.44	22	3
Tata and Other brands vehicle	1,976.45	1,157.27	71	23
vehicle financing	-460.49	-535.92	14	-5
Jaguar and Land Rover	6,880.77	2,683.74	156	80
Total PBIT	8,634.44	3,500.53	147	100
Less : Interest	1,824.81	1,934.63	-6	
Add: Other un-allcoable	684.33	1,636.71	-58	
PBIT Margin(%)				
Others	15.57	15.88	-31	
Tata and Other brands vehicle	5.95	4.04	191	
vehicle financing	-46.19	-46.89	70	
Jaguar and Land Rover	8.98	4.56	442	
PBT	7,493.96	3,202.61	134	

*PBIT % Margins are in bps

12.93% to 14.06%. Other direct service cost fell from 2.93% to 2.44%. Preoperation capitalised expenses rose from 5.37% to 6.03%.

Other income rose 32.59% to Rs 1498.8 crore. PBITD rose 41.56% to Rs 16917.17 crore. Provision for interest fell 7.13% to Rs 2484.91 crore. PBDT rose 55.61% to Rs 14432.26 crore. Provision for depreciation rose 12.82% to Rs 6850 crore.

Profit before tax grew 136.72% to Rs 7,582.26 crore. Share of profit/loss was 86.96% higher at Rs 193.26 crore. Extraordinary items were decreased to Rs -88.30 crore. Provision for tax was expense of Rs 541.79 crore, compared to Rs 262.83 crore. Effective tax rate was 7.05% compared to 7.95%. Minority interest increased 40.82% to Rs 120.32 crore. Net profit attributable to owners of the company increased 137.52% to Rs 7,025.11 crore.

Other highlights

- In Q3 FY24, JLR revenues improved by 22% to £7.4b. Company's CV Revenue increased 19.2% YoY and PV Revenue up 10.6% YoY.
- Free cash flow was £626 million in Q3 FY24 and £1.4 billion for YTD FY24 and net debt reduced to £1.6 billion.
- EV penetration was 12% and CNG penetration was 14% in YTD FY24.

Management Comments :

PB Balaji, Group Chief Financial Officer, Tata Motors said: "It is satisfying to see our businesses execute well on their differentiated strategies and deliver a strong set of results for the quarter, thereby making it six quarters of consistent delivery. We aim to end the year on a strong footing and remain confident of sustaining our performance in the coming quarters and delivering on our de-leveraging plans."

Adrian Mardell, JLR Chief Executive Officer, said: "We have delivered a further outstanding financial performance in quarter three, with our best quarterly profit for seven years and our highest ever revenue for the first nine months of a financial year. Sales of our modern luxury vehicles hit new records in the quarter and we are excited about the strong client interest for our soon to launch Range Rover Electric. I must attribute these results to our talented and dedicated people, who work relentlessly to bring our exceptional modern luxury cars to the market. Looking ahead, we are mindful of the challenges our business will face but are confident that we will continue to successfully deliver our Reimagine Strategy."

Girish Wagh, Executive Director Tata Motors Ltd said: "The CV industry witnessed a pause in sales growth in Q3FY24 on account of the higher base effect, impact of elections held across five states, and the post festive seasonal slowdown in rural consumption. While M&HCV and Passenger Commercial segments witnessed healthy growth, shrinking IL&CV and SCVPU sales pulled down overall volumes during the quarter. Owing to pricing discipline and richer mix, profitability continued to improve and we achieved 11.1% EBITDA margins in Q3 FY24. We will continue to drive the business with strong customer connect, proactive demand-pull initiatives and with innovations in product and service. By improving customer affinity for our brands, we intend to further step-up registration market shares sustainably, and improve realisations and profitability."

Shailesh Chandra, Managing Director TMPV and TPEM said: "Q3 FY24 was a strong quarter for the PV industry with robust festive sales. However, coming off a high base, the industry recorded a single digit growth at an overall level while the sales of EV and CNG powered vehicles grew over 90% and 25% respectively, signaling a growing preference for green and smart technologies by customers. Tata Motors recorded wholesales of 138.5K units (up 5% vs Q3 FY23) with a strong focus on retails resulting in a significant rise in Vahan registrations for Q3 FY24 (up~14% vs Q3 FY23 and ~24% vs Q2FY24). EV sales grew 21% vs Q3 FY23 (domestic + IB) and CNG grew by a substantial 214%. New avatars of the Nexon (ICE & EV), Harrier and Safari and our EV offering Punch.ev received excellent response from the customers. The business continued to improve financial performance and EV business (excluding R&D spends) was EBITDA breakeven. Going forward, we will remain agile and are optimistic about continuing the growth trend in the quarters ahead."

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