



# TATA MOTORS

## TATA MOTORS LTD

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Financial  
Modelling and  
Valuation  
Report

(A Comprehensive  
Historical Financial  
Statements Model and  
DCF Valuation)

NSE: TATAMOTORS

BSE:500570

| Years                          | Historical Financial Statements - TATA MOTORS LTD |               |               |               |               |               |               |               |               |               |               |
|--------------------------------|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|                                | Mar-16  | Mar-17        | Mar-18        | Mar-19        | Mar-20        | Mar-21        | Mar-22        | Mar-23        | Mar-24        | Mar-25        | LTM           |
| # Income Statement             |   |               |               |               |               |               |               |               |               |               |               |
| Sales                          | ₹ 2,73,045.60                                     | ₹ 2,69,692.51 | ₹ 2,91,550.48 | ₹ 3,01,938.40 | ₹ 2,61,067.97 | ₹ 2,49,794.75 | ₹ 2,78,453.62 | ₹ 3,45,966.97 | ₹ 4,34,016.00 | ₹ 4,39,695.00 | ₹ 4,41,609.00 |
| Sales Growth                   | -1.23%  | 8.10%         | 3.56%         | -13.54%       | -4.32%        | 11.47%        | 24.25%        | 25.45%        | 1.31%         | 0.44%         |               |
| COGS                           | ₹ 2,05,509.07                                     | ₹ 2,05,454.24 | ₹ 2,28,429.83 | ₹ 2,42,845.53 | ₹ 2,10,376.07 | ₹ 1,95,326.04 | ₹ 2,23,300.01 | ₹ 2,74,403.64 | ₹ 3,34,380.00 | ₹ 3,40,809.00 | ₹ 3,84,424.00 |
| COGS % Sales                   | 75.27%  | 76.18%        | 78.35%        | 80.43%        | 80.58%        | 78.19%        | 80.19%        | 79.31%        | 77.04%        | 77.51%        | 87.05%        |
| Gross Profit                   | ₹ 67,536.53                                       | ₹ 64,238.27   | ₹ 63,120.65   | ₹ 59,092.87   | ₹ 50,691.90   | ₹ 54,468.71   | ₹ 55,153.61   | ₹ 71,563.33   | ₹ 99,636.00   | ₹ 98,886.00   | ₹ 57,185.00   |
| Gross Margin                   | 24.73%  | 23.82%        | 21.65%        | 19.57%        | 19.42%        | 21.81%        | 19.81%        | 20.69%        | 22.96%        | 22.49%        | 12.95%        |
| Sales and General Expenses     | ₹ 29,141.28                                       | ₹ 34,649.58   | ₹ 31,662.97   | ₹ 34,428.54   | ₹ 32,704.83   | ₹ 22,181.28   | ₹ 30,433.52   | ₹ 39,747.53   | ₹ 41,812.00   | ₹ 43,670.00   |               |
| S&G Exp % Sales                | 10.67%  | 12.85%        | 10.86%        | 11.40%        | 12.53%        | 8.88%         | 10.93%        | 11.49%        | 9.63%         | 9.93%         | 0.00%         |
| EBITDA                         | ₹ 38,395.25                                       | ₹ 25,588.69   | ₹ 31,457.68   | ₹ 24,664.33   | ₹ 17,987.07   | ₹ 32,287.43   | ₹ 24,720.09   | ₹ 31,815.80   | ₹ 57,824.00   | ₹ 55,216.00   |               |
| EBITDA Margin                  | 14.06%  | 10.97%        | 10.79%        | 8.17%         | 6.89%         | 12.93%        | 8.88%         | 9.20%         | 13.32%        | 12.56%        | 0.00%         |
| Interest                       | ₹ 4,889.08  | ₹ 4,238.01    | ₹ 4,681.79    | ₹ 5,758.60    | ₹ 7,243.33    | ₹ 8,097.17    | ₹ 9,311.86    | ₹ 10,225.48   | ₹ 7,594.00    | ₹ 5,083.00    | ₹ 6,317.00    |
| Interest % Sales               | 1.79%   | 1.57%         | 1.61%         | 1.91%         | 2.77%         | 3.24%         | 3.34%         | 2.96%         | 1.75%         | 1.16%         | 1.43%         |
| Depreciation                   | ₹ 6,071.78  | ₹ 7,050.20    | ₹ 6,633.00    | ₹ 6,637.00    | ₹ 6,850.00    | ₹ 7,143.00    | ₹ 6,574.00    | ₹ 6,005.00    | ₹ 5,399.00    | ₹ 5,295.00    | ₹ 23,273.00   |
| Depreciation % Sales           | 2.22%   | 2.61%         | 2.28%         | 2.20%         | 2.62%         | 2.86%         | 2.36%         | 1.74%         | 1.24%         | 1.20%         | 5.27%         |
| Earning Before Tax             | ₹ 27,434.39                                       | ₹ 18,300.48   | ₹ 20,142.89   | ₹ 12,268.73   | ₹ 3,893.74    | ₹ 17,047.26   | ₹ 8,834.23    | ₹ 15,585.32   | ₹ 44,831.00   | ₹ 44,838.00   | (₹ 29,590.00) |
| EBT % Sales                    | 10.05%  | 6.79%         | 6.91%         | 4.06%         | 1.49%         | 6.82%         | 3.17%         | 4.50%         | 10.33%        | 10.20%        | -6.70%        |
| Tax                            | ₹ 262.83  | (₹ 620.65)    | ₹ 1,563.00    | ₹ 2,203.00    | ₹ 542.00      | (₹ 8,219.00)  | ₹ 3,178.00    | ₹ 2,317.00    | ₹ 2,120.00    | ₹ 2,948.00    | ₹ 10,563.00   |
| Effective Tax Rate             | 0.96%   | -3.39%        | 7.76%         | 17.96%        | 13.62%        | -48.21%       | 35.97%        | 14.87%        | 4.73%         | 6.57%         | -35.70%       |
| Net Profit                     | ₹ 27,171.56                                       | ₹ 18,921.13   | ₹ 18,579.89   | ₹ 10,065.73   | ₹ 3,351.74    | ₹ 25,266.26   | ₹ 5,656.23    | ₹ 13,268.32   | ₹ 42,711.00   | ₹ 41,890.00   | (₹ 40,153.00) |
| Net Margin                     | 9.95%   | 7.02%         | 6.37%         | 3.33%         | 1.28%         | 10.11%        | 2.03%         | 3.84%         | 9.84%         | 9.53%         | -9.09%        |
| No. of Equity Shares           | 288.72  | 288.73        | 288.73        | 288.73        | 308.9         | 332.03        | 332.07        | 332.13        | 332.37        | 368.13        | 0             |
| Earnings Per Share             | ₹ 94.11   | ₹ 65.53       | ₹ 64.35       | ₹ 34.86       | ₹ 10.85       | ₹ 76.10       | ₹ 17.03       | ₹ 39.95       | ₹ 128.50      | ₹ 113.79      | -             |
| EPS Growth %                   | -30.37%   | -1.80%        | -45.82%       | -68.88%       | 601.31%       | -77.62%       | 134.54%       | 221.67%       | -11.45%       | -100.00%      |               |
| Dividend Per Share             | ₹ 0.24  | -             | -             | -             | -             | -             | -             | ₹ 2.31        | ₹ 6.92        | ₹ 6.00        | -             |
| Dividend Payout Ratio          | 0.25%   | 0.00%         | 0.00%         | 0.00%         | 0.00%         | 0.00%         | 0.00%         | 5.77%         | 5.39%         | 5.27%         | 0.00%         |
| Retained Earnings              | 99.75%  | 100.00%       | 100.00%       | 100.00%       | 100.00%       | 100.00%       | 100.00%       | 94.23%        | 94.61%        | 94.73%        | 0.00%         |
| Balance Sheet                  |   |               |               |               |               |               |               |               |               |               |               |
| Equity Share Capital           | ₹ 679.18  | ₹ 679.22      | ₹ 679.22      | ₹ 679.22      | ₹ 719.54      | ₹ 765.81      | ₹ 765.88      | ₹ 766.02      | ₹ 767.00      | ₹ 736.00      |               |
| Reserves                       | ₹ 78,273.23                                       | ₹ 57,382.67   | ₹ 94,748.69   | ₹ 59,092.87   | ₹ 62,358.99   | ₹ 54,480.91   | ₹ 43,795.36   | ₹ 44,555.77   | ₹ 84,151.00   | ₹ 1,15,408.00 |               |
| # Borrowings                   | ₹ 69,359.96                                       | ₹ 78,603.98   | ₹ 88,950.47   | ₹ 1,06,175.34 | ₹ 1,24,787.64 | ₹ 1,42,130.57 | ₹ 1,46,449.03 | ₹ 1,34,113.44 | ₹ 1,07,264.00 | ₹ 71,540.00   |               |
| Other Liabilities              | ₹ 1,14,871.75                                     | ₹ 1,35,914.49 | ₹ 1,42,813.43 | ₹ 1,39,348.59 | ₹ 1,32,313.22 | ₹ 1,44,192.62 | ₹ 1,38,051.22 | ₹ 1,55,239.20 | ₹ 1,77,339.00 | ₹ 1,89,289.00 |               |
| Total Liabilities              | ₹ 2,63,184.12                                     | ₹ 2,72,580.36 | ₹ 3,27,191.81 | ₹ 3,05,703.49 | ₹ 3,20,179.39 | ₹ 3,41,569.91 | ₹ 3,29,061.49 | ₹ 3,34,674.43 | ₹ 3,69,521.00 | ₹ 3,76,973.00 |               |
| Fixed Assets Net Block         | ₹ 1,07,231.76                                     | ₹ 95,944.08   | ₹ 1,21,413.86 | ₹ 11,234.47   | ₹ 1,27,107.14 | ₹ 13,87,076.1 | ₹ 1,38,855.45 | ₹ 1,32,079.76 | ₹ 1,21,285.00 | ₹ 1,15,697.00 |               |
| Capital Work in Progress       | ₹ 25,918.94                                       | ₹ 33,698.84   | ₹ 40,033.50   | ₹ 31,883.84   | ₹ 35,622.29   | ₹ 20,963.93   | ₹ 10,251.09   | ₹ 14,274.50   | ₹ 35,698.00   | ₹ 65,806.00   |               |
| Investments                    | ₹ 23,767.02                                       | ₹ 20,337.92   | ₹ 20,812.75   | ₹ 15,770.72   | ₹ 16,308.48   | ₹ 24,620.28   | ₹ 29,379.53   | ₹ 26,379.16   | ₹ 22,971.00   | ₹ 35,656.00   |               |
| Other Assets                   | ₹ 29,579.36                                       | ₹ 37,360.78   | ₹ 48,286.86   | ₹ 56,155.74   | ₹ 58,784.94   | ₹ 61,717.98   | ₹ 62,233.77   | ₹ 68,432.09   | ₹ 79,020.00   | ₹ 58,463.00   |               |
| Total Non Current Assets       | ₹ 1,86,497.08                                     | ₹ 1,87,341.62 | ₹ 2,20,546.47 | ₹ 2,27,378.22 | ₹ 2,46,009.78 | ₹ 2,40,709.84 | ₹ 2,41,165.51 | ₹ 2,58,974.00 | ₹ 2,75,622.00 |               |               |
| Receivables                    | ₹ 13,570.91                                       | ₹ 14,075.55   | ₹ 19,893.30   | ₹ 18,996.17   | ₹ 11,172.69   | ₹ 12,679.08   | ₹ 12,442.12   | ₹ 15,737.97   | ₹ 16,952.00   | ₹ 13,248.00   |               |
| Inventory                      | ₹ 32,655.73                                       | ₹ 35,085.31   | ₹ 42,137.63   | ₹ 39,013.73   | ₹ 37,456.88   | ₹ 36,088.59   | ₹ 35,240.34   | ₹ 40,755.39   | ₹ 47,788.00   | ₹ 47,269.00   |               |
| Cash & Bank                    | ₹ 30,460.40                                       | ₹ 36,077.88   | ₹ 34,613.91   | ₹ 32,648.82   | ₹ 33,726.97   | ₹ 46,792.46   | ₹ 40,669.19   | ₹ 37,015.56   | ₹ 45,807.00   | ₹ 40,834.00   |               |
| Total Current Assets           | ₹ 76,687.04                                       | ₹ 85,238.74   | ₹ 96,644.84   | ₹ 90,658.72   | ₹ 82,356.54   | ₹ 95,560.13   | ₹ 88,351.65   | ₹ 93,508.92   | ₹ 1,10,547.00 | ₹ 1,01,351.00 |               |
| Total Assets                   | ₹ 2,63,184.12                                     | ₹ 2,72,580.36 | ₹ 3,27,191.81 | ₹ 3,05,703.49 | ₹ 3,20,179.39 | ₹ 3,41,569.91 | ₹ 3,29,061.49 | ₹ 3,34,674.43 | ₹ 3,69,521.00 | ₹ 3,76,973.00 |               |
| Check                          | TRUE  | TRUE          | TRUE          | TRUE          | TRUE          | TRUE          | TRUE          | TRUE          | TRUE          | TRUE          |               |
| Cash Flow Statement            |   |               |               |               |               |               |               |               |               |               |               |
| Operating Activities           |   |               |               |               |               |               |               |               |               |               |               |
| Profit from operations         | ₹ 37,900.00                                       | ₹ 30,199.00   | ₹ 23,857.00   | ₹ 18,891.00   | ₹ 26,633.00   | ₹ 29,001.00   | ₹ 14,283.00   | ₹ 35,388.00   | ₹ 67,915.00   | ₹ 63,102.00   |               |
| # Receivables                  | ₹ 38,626.00                                       | ₹ 28,840.00   | ₹ 33,312.00   | ₹ 28,771.00   | ₹ 23,352.00   | ₹ 31,198.00   | ₹ 26,943.00   | ₹ 41,694.00   | ₹ 65,106.00   | ₹ 58,937.00   |               |
| Inventory                      | (₹ 2,223.00)                                      | (₹ 4,152.00)  | (₹ 10,688.00) | (₹ 9,109.00)  | (₹ 9,950.00)  | (₹ 5,050.00)  | (₹ 185.00)    | (₹ 2,213.00)  | (₹ 1,876.00)  | (₹ 3,573.00)  |               |
| Payables                       | (₹ 5,743.00)                                      | (₹ 6,621.00)  | (₹ 3,560.00)  | (₹ 2,069.00)  | (₹ 2,326.00)  | (₹ 3,814.00)  | (₹ 472.00)    | (₹ 5,665.00)  | (₹ 7,265.00)  | (₹ 2,127.00)  |               |
| Loans Advances                 | (₹ 3,947.00)                                      | (₹ 9,301.00)  | (₹ 7,320.00)  | (₹ 4,692.00)  | (₹ 8,085.00)  | (₹ 5,748.00)  | (₹ 7,012.00)  | (₹ 6,945.00)  | (₹ 13,706.00) | (₹ 1,303.00)  |               |
| Other WC items                 | (₹ 520.00)  | -             | -             | -             | -             | -             | -             | -             | -             | -             |               |
| Working capital changes        | ₹ 5,852.00  | ₹ 4,727.00    | ₹ 494.00      | ₹ 4,512.00    | ₹ 875.00      | (₹ 4,150.00)  | (₹ 4,396.00)  | (₹ 2,194.00)  | ₹ 2,760.00    | ₹ 1,153.00    |               |
| Direct taxes                   | ₹ 1,313.00  | ₹ 3,254.00    | (₹ 6,434.00)  | (₹ 7,221.00)  | ₹ 5,065.00    | (₹ 93.00)     | (₹ 10,750.00) | (₹ 3,127.00)  | ₹ 7,325.00    | ₹ 8,156.00    |               |
| Cash from Operating Activities | ₹ 79,152.00                                       | ₹ 65,548.00   | ₹ 44,301.00   | ₹ 33,221.00   | ₹ 60,116.00   | ₹ 60,013.00   | ₹ 19,725.00   | ₹ 70,828.00   | ₹ 1,47,671.00 | ₹ 1,38,351.00 |               |
| Investing Activities           |   |               |               |               |               |               |               |               |               |               |               |
| Fixed assets purchased         | (₹ 31,503.00)                                     | (₹ 16,072.00) | (₹ 35,079.00) | (₹ 35,304.00) | (₹ 29,702.00) | (₹ 20,205.00) | (₹ 15,168.00) | (₹ 19,230.00) | (₹ 31,414.00) | (₹ 38,042.00) |               |
| Fixed assets sold              | ₹ 59.00   | ₹ 53.00       | ₹ 30.00       | ₹ 67.00       | ₹ 171.00      | ₹ 351.00      | ₹ 230.00      | ₹ 285.00      | ₹ 231.00      | ₹ 974.00      |               |
| Investments purchased          | (₹ 4,728.00)                                      | (₹ 6.00)      | (₹ 329.00)    | (₹ 130.00)    | (₹ 1,439.00)  | (₹ 7,530.00)  | (₹ 3,008.00)  | (₹ 500.00)    | (₹ 74.00)     | (₹ 12,677.00) |               |
| Investments sold               | ₹ 89.00   | ₹ 1,965.00    | ₹ 2,381.00    | ₹ 5,644.00    | ₹ 21.00       | ₹ 226.00      | ₹ 104.00      | ₹ 6,895.00    | ₹ 10,821.00   | ₹ 111.00      |               |
| Interest received              | ₹ 731.00  | ₹ 638.00      | ₹ 690.00      | ₹ 761.00      | ₹ 1,104.00    | ₹ 428.00      | ₹ 653.00      | ₹ 973.00      | ₹ 2,493.00    | ₹ 2,420.00    |               |
| Dividends received             | ₹ 58.00   | ₹ 620.00      | ₹ 1,797.00    | ₹ 232.00      | ₹ 21.00       | ₹ 18.00       | ₹ 32.00       | ₹ 46.00       | ₹ 47.00       | ₹ 64.00       |               |
| Investment in group cos        | -   | (₹ 107.00)    | (₹ 4.00)      | (₹ 9.00)      | (₹ 606.00)    | (₹ 10.00)     | -             | -             | (₹ 150.00)    | -             |               |
| Redemp n Canc of Shares        | -   | -             | -             | ₹ 533.00      | -             | -             | -             | ₹ 19.00       | ₹ 107.00      | ₹ 765.00      |               |
| Acquisition of companies       | (₹ 111.00)  | -             | -             | (₹ 8.00)      | (₹ 27.00)     | -             | (₹ 98.00)     | -             | -             | (₹ 688.00)    |               |
| Inter corporate deposits       | -   | -             | -             | -             | -             | -             | -             | -             | (₹ 25.00)     | (₹ 20.00)     |               |
| Other investing items          | (₹ 1,289.00)                                      | (₹ 26,663.00) | ₹ 5,360.00    | ₹ 7,335.00    | (₹ 2,659.00)  | ₹ 1,051.00    | ₹ 12,813.00   | (₹ 4,357.00)  | (₹ 4,817.00)  | (₹ 2,889.00)  |               |
| Cash from Investing Activities | (₹ 36,694.00)                                     | (₹ 39,572.00) | (₹ 25,140.00) | (₹ 20,879.00) | (₹ 33,116.00) | (₹ 25,671.00) | (₹ 4,442.00)  | (₹ 15,419.00) | (₹ 22,781.00) | (₹ 49,982.00) |               |
| Financing Activity             |   |               |               |               |               |               |               |               |               |               |               |
| Proceeds from shares           | ₹ 7,433.00  | ₹ 5.00        | -             | -             | ₹ 3,889.00    | ₹ 2,603.00    | ₹ 19.00       | ₹ 20.00       | ₹ 82.00       | ₹ 1,108.00    |               |
| Redemption of debentures       | -   | -             | -             | -             | -             | -             | -             | -             | -             | -             |               |
| Proceeds from borrowings       | ₹ 19,519.00                                       | ₹ 33,390.00   | ₹ 37,482.00   | ₹ 51,128.00   | ₹ 38,297.00   | ₹ 46,641.00   | ₹ 46,578.00   | ₹ 43,934.00   | ₹ 18,829.00   | ₹ 13,384.00   |               |
| Repayment of borrowings        | (₹ 24,924.00)                                     | (₹ 21,732.00) | (₹ 29,964.00) | (₹ 35,198.00) | (₹ 29,847.00) | (₹ 29,709.00) | (₹ 42,816.00) | (₹ 62,557.00) | (₹ 47,414.00) | (₹ 21,443.00) |               |
| Interest paid fin              | (₹ 5,716.00)                                      | (₹ 5,336.00)  | (₹ 5,411.00)  | (₹ 7,005.00)  | (₹ 7,518.00)  | (₹ 8,123.00)  | (₹ 9,251.00)  | (₹ 9,336.00)  | (₹ 5,814.00)  |               |               |

| S.No. | Name            | CMP Rs. | Mar Cap Rs.Cr. | Debt Rs.Cr. | Debt / Eq |
|-------|-----------------|---------|----------------|-------------|-----------|
| 1     | M & M           | 3203.1  | 398681.24      | 129024.58   | 1.67      |
| 2     | Maruti Suzuki   | 12608   | 396262.16      | 87          | 0         |
| 3     | Tata Motors     | 665.95  | 245201.84      | 71540       | 0.62      |
| 4     | Hyundai Motor I | 2151.8  | 174989.35      | 847.29      | 0.05      |
| 5     | Force Motors    | 16944   | 22313.48       | 17.43       | 0.01      |

**Return on Markets**

| Year | Annual  | Average Return             | 15.33%        |
|------|---------|----------------------------|---------------|
| 2000 | -14.65% | Dividend Yield             | 1.24%         |
| 2001 | -16.18% | <b>Total Market Return</b> | <b>16.57%</b> |
| 2002 | 3.25%   |                            |               |
| 2003 | 71.90%  |                            |               |
| 2004 | 10.68%  |                            |               |
| 2005 | 36.34%  |                            |               |
| 2006 | 39.83%  |                            |               |
| 2007 | 54.77%  |                            |               |
| 2008 | -51.79% |                            |               |
| 2009 | 75.76%  |                            |               |
| 2010 | 17.95%  |                            |               |
| 2011 | -24.62% |                            |               |
| 2012 | 27.70%  |                            |               |
| 2013 | 6.76%   |                            |               |
| 2014 | 31.39%  |                            |               |
| 2015 | -4.06%  |                            |               |
| 2016 | 3.01%   |                            |               |
| 2017 | 28.65%  |                            |               |
| 2018 | 3.15%   |                            |               |
| 2019 | 12.02%  |                            |               |
| 2020 | 14.90%  |                            |               |
| 2021 | 24.12%  |                            |               |
| 2022 | 4.32%   |                            |               |
| 2023 | 19.42%  |                            |               |
| 2024 | 8.75%   |                            |               |

## Weighted Average Cost of Capital

All figures are in INR unless stated otherwise

### Peer Comps

| Name of the Comp | Country | Total debt | Total Equity | Tax Rate <sup>1</sup> | Debt/<br>Equity | Debt/<br>Capital | Levered Beta <sup>2</sup> | Unlevered Beta <sup>3</sup> |
|------------------|---------|------------|--------------|-----------------------|-----------------|------------------|---------------------------|-----------------------------|
| M & M            | India   | 1,29,024.6 | 3,98,681.2   | 25.00%                | 32.36%          | 24.45%           | 1.35                      | 1.09                        |
| Maruti Suzuki    | India   | 87.0       | 3,96,262.2   | 25.00%                | 0.02%           | 0.02%            | 0.95                      | 0.95                        |
| Tata Motors      | India   | 71,540.0   | 2,45,201.8   | 25.00%                | 29.18%          | 22.59%           | 1.26                      | 1.03                        |
| Hyundai Motor I  | India   | 847.3      | 1,74,989.4   | 25.00%                | 0.48%           | 0.48%            | 0.80                      | 0.80                        |
| Force Motors     | India   | 17.4       | 22,313.5     | 25.00%                | 0.08%           | 0.08%            | 0.72                      | 0.72                        |
|                  |         | Average    |              | 25.00%                | 12.42%          | 9.52%            | 1.02                      | 0.92                        |
|                  |         | Median     |              | 25.00%                | 0.48%           | 0.48%            | 0.95                      | 0.95                        |

### Cost of Debt

|                       |        |
|-----------------------|--------|
| Pre Tax Cost of Debt  | 1.50%  |
| Tax Rate              | 25.00% |
| Post Tax Cost of Debt | 1.13%  |

### Cost of Equity

|                           |        |
|---------------------------|--------|
| Risk Free Rate            | 6.38%  |
| Equity Risk Premium       | 10.20% |
| Levered Beta <sup>4</sup> | 1.02   |
| Cost of Equity            | 16.78% |

### Capital Structure

|               | Current    | Target          |
|---------------|------------|-----------------|
| Total Debt    | 71,540.0   | 22.59% 9.52%    |
| Market Cap    | 2,45,201.8 | 77.41% 90.48%   |
| Total Capital | 3,16,741.8 | 100.00% 100.00% |

### Levered Beta

|                    |                |        |
|--------------------|----------------|--------|
| Comps Median       | Unlevered Beta | 0.95   |
| Target Debt/Equity |                | 10.53% |
| Tax Rate           |                | 25.00% |
| Levered Beta       |                | 1.02   |

### Debt/Equity

29.18% 10.53%

### Weighted Average Cost of Capital

|                |        |
|----------------|--------|
| Cost of Equity | 16.78% |
| Equity Weight  | 90.48% |
| Cost of Debt   | 1.13%  |
| Debt Weight    | 9.52%  |

WACC 15.29%

#### Notes

1. Tax rate are considered as Marginal Tax Rate for the country
2. Levered beta is based on 5 years monthly data
3. Unlevered beta = Levered beta/(1+(1-Tax Rate)\*Debt/Equity)
4. Levered beta = Unlevered beta\*(1+(1-Tax Rate)\*Debt/Equity)

| #                                  | Calculation of ROIC  | Mar-21               | Mar-22               | Mar-23               | Mar-24               | Mar-25 |
|------------------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|--------|
| <b>Current Assets</b>              |                      |                      |                      |                      |                      |        |
| Inventories                        | 36,089.00            | 35,240.00            | 40,755.00            | 47,788.00            | 47,269.00            |        |
| Trade receivables +                | 12,679.00            | 12,442.00            | 15,738.00            | 16,952.00            | 13,248.00            |        |
| Loans n Advances                   | 4,520.00             | 4,583.00             | (4,029.00)           | (1,743.00)           | 7,552.00             |        |
| Other asset items                  | 57,198.00            | 57,641.00            | 72,461.00            | 80,763.00            | 50,911.00            |        |
| <b>Total Current Assets</b>        | <b>1,10,486.00</b>   | <b>1,09,906.00</b>   | <b>1,24,925.00</b>   | <b>1,43,760.00</b>   | <b>1,18,980.00</b>   |        |
| <b>Current Liabilities</b>         |                      |                      |                      |                      |                      |        |
| Trade Payables                     | 76,040.00            | 69,750.00            | 79,252.00            | 93,978.00            | 97,368.00            |        |
| Advance from Customers             | -                    | -                    | -                    | -                    | -                    |        |
| Other liability items              | 66,579.00            | 64,030.00            | 68,710.00            | 75,185.00            | 85,311.00            |        |
| <b>Total Current Liabilities</b>   | <b>1,42,619.00</b>   | <b>1,33,780.00</b>   | <b>1,47,962.00</b>   | <b>1,69,163.00</b>   | <b>1,82,679.00</b>   |        |
| # Net Working Capital              | (32,133.00)          | (23,874.00)          | (23,037.00)          | (25,403.00)          | (63,699.00)          |        |
| <b>Non Current Assets</b>          |                      |                      |                      |                      |                      |        |
| Land                               | 7,819.00             | 7,760.00             | 8,045.00             | 7,996.00             | 7,900.00             |        |
| Building                           | 35,537.00            | 36,466.00            | 38,674.00            | 40,583.00            | 44,662.00            |        |
| Plant Machinery                    | 1,38,868.00          | 1,48,585.00          | 1,53,672.00          | 1,51,877.00          | 1,55,939.00          |        |
| Equipments                         | -                    | -                    | -                    | -                    | -                    |        |
| Computers                          | 3,172.00             | 3,383.00             | 3,499.00             | 3,667.00             | 3,879.00             |        |
| Furniture n fittings               | 1,956.00             | 1,984.00             | 2,084.00             | 2,029.00             | 1,970.00             |        |
| Vehicles                           | 845.00               | 725.00               | 788.00               | 956.00               | 1,151.00             |        |
| Intangible Assets                  | 1,14,809.00          | 1,14,323.00          | 1,12,538.00          | 1,16,714.00          | 93,455.00            |        |
| Other fixed assets                 | 10,686.00            | 10,870.00            | 11,841.00            | 10,657.00            | 11,044.00            |        |
| <b>Gross Block</b>                 | <b>3,13,692.00</b>   | <b>3,24,096.00</b>   | <b>3,31,141.00</b>   | <b>3,34,479.00</b>   | <b>3,20,000.00</b>   |        |
| <b>Accumulated Depreciation</b>    | <b>(1,74,985.00)</b> | <b>(1,85,241.00)</b> | <b>(1,99,062.00)</b> | <b>(2,13,194.00)</b> | <b>(2,04,303.00)</b> |        |
| # Net Non Current Assets           | 1,38,707.00          | 1,38,855.00          | 1,32,079.00          | 1,21,285.00          | 1,15,697.00          |        |
| # Invested Capital                 | 1,06,574.00          | 1,14,981.00          | 1,09,042.00          | 95,882.00            | 51,998.00            |        |
| EBIT                               | 25,144.43            | 18,146.09            | 25,810.80            | 52,425.00            | 49,921.00            |        |
| # ROIC                             | 23.59%               | 15.78%               | 23.67%               | 54.68%               | 96.01%               |        |
| # Calculation of Reinvestment Rate | Mar-21               | Mar-22               | Mar-23               | Mar-24               | Mar-25               |        |
| Net Capex                          | 19,854.00            | 14,938.00            | 18,945.00            | 31,183.00            | 37,068.00            |        |
| Change in Working Capital          |                      | 8,259.00             | 837.00               | (2,366.00)           | (38,296.00)          |        |
| EBIT                               | 25,144.43            | 18,146.09            | 25,810.80            | 52,425.00            | 49,921.00            |        |
| Marginal Tax Rate                  | 25.00%               | 25.00%               | 25.00%               | 25.00%               | 25.00%               |        |
| EBIT(1-T)                          | 1885832%             | 1360957%             | 1935810%             | 3931875%             | 3744075%             |        |
| Reinvestment                       | 23,197.00            | 19,782.00            | 28,817.00            | (1,228.00)           |                      |        |
| Reinvestment Rate                  | 170.45%              | 102.19%              | 73.29%               | -3.28%               |                      |        |
|                                    |                      |                      | 4 Year Average       | 85.66%               |                      |        |
|                                    |                      |                      | 4 Year Median        | 87.74%               |                      |        |
| # Calculation of Growth Rate       | Mar-21               | Mar-22               | Mar-23               | Mar-24               | Mar-25               |        |
| Reinvestment Rate                  | 170.45%              | 102.19%              | 73.29%               | -3.28%               |                      |        |
| ROIC                               | 15.78%               | 23.67%               | 54.68%               | 96.01%               |                      |        |
| Intrinsic Growth Rate              | 26.90%               | 24.19%               | 40.07%               | -3.15%               |                      |        |
|                                    |                      |                      | 4 Year Average       | 22.00%               |                      |        |
|                                    |                      |                      | 4 Year Median        | 25.54%               |                      |        |

| # Calculation of Growth Rate | Mar-21  | Mar-22  | Mar-23 | Mar-24 | Mar-25 |
|------------------------------|---------|---------|--------|--------|--------|
| Reinvestment Rate            | 170.45% | 102.19% | 73.29% | -3.28% |        |
| ROIC                         | 15.78%  | 23.67%  | 54.68% | 96.01% |        |
| Intrinsic Growth Rate        | 26.90%  | 24.19%  | 40.07% | -3.15% |        |
|                              |         |         |        |        |        |

| Calculation of PV of FCFF     | Mar-25A   | Mar-26F   | Mar-27F   | Mar-28F   | Mar-29F   | Mar-30F   |
|-------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| EBIT                          | 49,921.00 | 50,225.52 | 50,531.89 | 50,840.14 | 51,150.26 | 51,462.28 |
| Tax Rate                      | 25.00%    | 25.00%    | 25.00%    | 25.00%    | 25.00%    | 25.00%    |
| EBIT (1-Tax)                  | 37,440.75 | 37,669.14 | 37,898.92 | 38,130.10 | 38,362.70 | 38,596.71 |
| Less: Reinvestment Rate       | 87.74%    | 66.83%    | 45.91%    | 25.00%    | 4.08%     | 4.08%     |
| Free Cash Flow to Firm (FCFF) | 4,590.14  | 12,496.66 | 20,499.48 | 28,599.46 | 36,797.50 | 37,021.96 |
| Mid Year Convention           |           | 0.5       | 1.5       | 2.5       | 3.5       | 4.5       |
| Discounting Factor            |           | 0.93      | 0.81      | 0.70      | 0.61      | 0.53      |
| PV of FCFF                    | 11,638.38 | 16,559.16 | 20,037.82 | 22,361.86 | 19,513.99 |           |

|                 |        |
|-----------------|--------|
| Expected Growth | 0.61%  |
| Terminal Growth | 6.50%  |
| WACC            | 15.29% |

#### Calculation of Terminal Value

|                      |             |
|----------------------|-------------|
| FCFF(n+1)            | 37,247.80   |
| WACC                 | 15.29%      |
| Terminal Growth Rate | 6.50%       |
| Terminal Value       | 4,23,607.10 |

#### Calculation of Equity Value Per Share

|                                |             |
|--------------------------------|-------------|
| PV of FCFF                     | 90,111.21   |
| PV of Terminal Value           | 2,23,280.04 |
| Value of Operating Assets (EV) | 3,13,391.26 |
| Add Cash                       | 40,834.00   |
| Less Debt                      | 62,499.00   |
| Value of Equity                | 2,91,726.26 |
| No. of Shares                  | 368.17      |
| Equity Value Per Share         | 792.37      |

|                  |        |
|------------------|--------|
| Share Price      | 649.00 |
| Discount/Premium | -0.18x |

**COMPANY NAME** TATA MOTORS LTD  
**LATEST VERSION** 2.10  
**CURRENT VERSION** 2.10

PLEASE DO NOT MAKE ANY CHANGES TO THIS SHEET

**META**

Number of shares 368.17  
Face Value 2  
Current Price 680.25  
Market Capitalization 250448.35

**PROFIT & LOSS**

| Report Date         | Mar-16    | Mar-17    | Mar-18    | Mar-19    | Mar-20    | Mar-21    | Mar-22    | Mar-23    | Mar-24 | Mar-25 |
|---------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--------|--------|
| Sales               | 273045.6  | 269692.51 | 291550.48 | 301938.4  | 261067.97 | 249794.75 | 278453.62 | 345966.97 | 434016 | 439695 |
| Raw Material Cost   | 166134.01 | 173294.08 | 187896.58 | 194267.91 | 164899.82 | 153607.36 | 179295.33 | 231251.26 | 274321 | 268950 |
| Change in Inventory | 2750.99   | 7399.92   | 2046.58   | -2053.28  | -2231.19  | -4684.16  | -1590.49  | 4781.62   | 1566   | -2836  |
| Power and Fuel      | 1143.63   | 1159.82   | 1308.08   | 1585.93   | 1264.95   | 1112.87   | 2178.29   | 2513.33   | 2189   | 2443   |
| Other Mfr. Exp      | 12101.53  | 10067.37  | 10971.66  | 11694.54  | 11541.51  | 8273.17   | 9427.38   | 11765.97  | 17446  | 18813  |
| Employee Cost       | 28880.89  | 28332.89  | 30300.09  | 33243.87  | 30438.6   | 27648.48  | 30808.52  | 33654.7   | 41990  | 47767  |
| Selling and admin   | 21991.9   | 30039.38  | 31004.58  | 32719.8   | 29248.32  | 23015.79  | 29205.4   | 34839.19  | 42765  | 47099  |
| Other Expenses      | 7149.38   | 4610.2    | 658.39    | 1708.74   | 3456.51   | -834.51   | 1228.12   | 4908.34   | -953   | -3429  |
| Other Income        | -2669.62  | 1869.1    | 5932.73   | -26686.25 | 101.71    | -11117.83 | 2424.05   | 6663.97   | 4792   | 11774  |
| Depreciation        | 16710.78  | 17904.99  | 21553.59  | 23590.63  | 21425.43  | 23546.71  | 24835.69  | 24860.36  | 27239  | 23256  |
| Interest            | 4889.08   | 4238.01   | 4681.79   | 5758.6    | 7243.33   | 8097.17   | 9311.86   | 10225.48  | 7594   | 5083   |
| Profit before tax   | 14125.77  | 9314.79   | 11155.03  | -31371.15 | -10579.98 | -10474.28 | -7003.41  | 3393.93   | 27783  | 38651  |
| Tax                 | 3025.05   | 3251.23   | 4341.93   | -2437.45  | 395.25    | 2541.86   | 4231.29   | 704.06    | -4024  | 10502  |
| Net profit          | 11579.31  | 7454.36   | 8988.91   | -28826.23 | -12070.85 | -13451.39 | -11441.47 | 2414.29   | 31399  | 27830  |
| Dividend Amount     | 67.92     |           |           |           |           |           |           | 766.02    | 2301   | 2208   |

**Quarters**

| Report Date       | Dec-22   | Mar-23    | Jun-23 | Sep-23 | Dec-23 | Mar-24 | Jun-24 | Sep-24 | Dec-24 | Mar-25 |
|-------------------|----------|-----------|--------|--------|--------|--------|--------|--------|--------|--------|
| Sales             | 88488.59 | 105932.35 | 102236 | 105129 | 110577 | 119033 | 108048 | 101450 | 112608 | 119503 |
| Expenses          | 77668.35 | 92817.95  | 89019  | 91362  | 95159  | 102348 | 92263  | 89291  | 100185 | 102685 |
| Other Income      | 1129.98  | 1452.86   | 895    | 1557   | 1604   | 1412   | 1747   | 1647   | 1700   | 1057   |
| Depreciation      | 6071.78  | 7050.2    | 6633   | 6637   | 6850   | 7143   | 6574   | 6005   | 5399   | 5295   |
| Interest          | 2675.83  | 2641.67   | 2615   | 2652   | 2485   | 1645   | 2088   | 2034   | 1119   | 1076   |
| Profit before tax | 3202.61  | 4875.39   | 4864   | 6035   | 7687   | 9309   | 8870   | 5767   | 7605   | 11504  |
| Tax               | 262.83   | -620.65   | 1563   | 2203   | 542    | -8219  | 3178   | 2317   | 2120   | 2948   |
| Net profit        | 2957.71  | 5407.79   | 3203   | 3764   | 7025   | 17407  | 5566   | 3343   | 5406   | 8470   |
| Operating Profit  | 10820.24 | 13114.4   | 13217  | 13767  | 15418  | 16685  | 15785  | 12159  | 12423  | 16818  |

**BALANCE SHEET**

| Report Date              | Mar-16           | Mar-17           | Mar-18           | Mar-19           | Mar-20           | Mar-21           | Mar-22           | Mar-23           | Mar-24        | Mar-25        |
|--------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|---------------|---------------|
| Equity Share Capital     | 679.18           | 679.22           | 679.22           | 679.22           | 719.54           | 765.81           | 765.88           | 766.02           | 767           | 736           |
| Reserves                 | 78273.23         | 57382.67         | 94748.69         | 59500.34         | 62358.99         | 54480.91         | 43795.36         | 45555.77         | 84151         | 115408        |
| Borrowings               | 69359.96         | 78603.98         | 88950.47         | 106175.34        | 124787.64        | 142130.57        | 146449.03        | 134113.44        | 107264        | 71540         |
| Other Liabilities        | 114871.75        | 135914.49        | 142813.43        | 139348.59        | 132313.22        | 144192.62        | 138051.22        | 155239.2         | 177339        | 189289        |
| <b>Total</b>             | <b>263184.12</b> | <b>272580.36</b> | <b>327191.81</b> | <b>305703.49</b> | <b>320179.39</b> | <b>341569.91</b> | <b>329061.49</b> | <b>334674.43</b> | <b>369521</b> | <b>376973</b> |
| Net Block                | 107231.76        | 95944.08         | 121413.86        | 111234.47        | 127107.14        | 138707.61        | 138855.45        | 132079.76        | 121285        | 115697        |
| Capital Work in Progress | 25918.94         | 33698.84         | 40033.5          | 31883.84         | 35622.29         | 20963.93         | 10251.09         | 14274.5          | 35698         | 65806         |
| Investments              | 23767.02         | 20337.92         | 20812.75         | 15770.72         | 16308.48         | 24620.28         | 29379.53         | 26379.16         | 22971         | 35656         |
| Other Assets             | 106266.4         | 122599.52        | 144931.7         | 146814.46        | 141141.48        | 157278.09        | 150575.42        | 161941.01        | 189567        | 159814        |
| <b>Total</b>             | <b>263184.12</b> | <b>272580.36</b> | <b>327191.81</b> | <b>305703.49</b> | <b>320179.39</b> | <b>341569.91</b> | <b>329061.49</b> | <b>334674.43</b> | <b>369521</b> | <b>376973</b> |
| Receivables              | 13570.91         | 14075.55         | 19893.3          | 18996.17         | 11172.69         | 12679.08         | 12442.12         | 15737.97         | 16952         | 13248         |
| Inventory                | 32655.73         | 35085.31         | 42137.63         | 39013.73         | 37456.88         | 36088.59         | 35240.34         | 40755.39         | 47788         | 47269         |
| Cash & Bank              | 30460.4          | 36077.88         | 34613.91         | 32648.82         | 33726.97         | 46792.46         | 40669.19         | 37015.56         | 45807         | 40834         |
| No. of Equity Shares     | 3395930306       | 3396100719       | 3396100719       | 3396100719       | 3597726185       | 3829060661       | 3829414903       | 3830097221       | 3832491897    | 3681348742    |
| New Bonus Shares         |                  |                  |                  |                  |                  |                  |                  |                  |               |               |
| Face value               | 2                | 2                | 2                | 2                | 2                | 2                | 2                | 2                | 2             | 2             |

**CASH FLOW:**

| Report Date                  | Mar-16   | Mar-17   | Mar-18    | Mar-19    | Mar-20    | Mar-21   | Mar-22   | Mar-23    | Mar-24 | Mar-25 |
|------------------------------|----------|----------|-----------|-----------|-----------|----------|----------|-----------|--------|--------|
| Cash from Operating Activity | 37899.54 | 30199.25 | 23857.42  | 18890.75  | 26632.94  | 29000.51 | 14282.83 | 35388.01  | 67915  | 63102  |
| Cash from Investing Activity | -36693.9 | -39571.4 | -25139.14 | -20878.07 | -33114.55 | -25672.5 | -4443.66 | -15417.17 | -22781 | -49982 |
| Cash from Financing Activity | -3795.12 | 6205.3   | 2011.71   | 8830.37   | 3389.61   | 9904.2   | -3380.17 | -26242.9  | -37006 | -18786 |
| Net Cash Flow                | -2589.48 | -3166.85 | 729.99    | 6843.05   | -3092     | 13232.21 | 6459     | -6272.06  | 8128   | -5666  |

**PRICE:** 386.6    465.85    326.85    174.25    71.05    301.8    433.75    420.8    992.8    674.45

**DERIVED:**  
Adjusted Equity Shares in Cr 288.72    288.73    288.73    288.73    308.90    332.03    332.07    332.13    332.37    368.13