Leadership with Trust
The Tata group

a **global** business group

with products and services in over **150** countries

over **610,000** employees and operations

in over **100** countries

group revenue of **$108.78 bn**

with **68%** generated in geographies other than India

global leader in several sectors
Our Mission

- To improve the quality of life of the communities we serve globally through long-term stakeholder value creation based on leadership with trust
Group Revenue

18 times in the last 19 years ($)

Exchange rate for FY15 $ = 61.15
Revenue **FY15: $108.27 bn / Rs. 665,185 cr** from **100+** operating companies

**Largest Companies**

- Tata Motors
- Tata Steel
- Tata Consultancy Services
- Tata Power
- Tata Communications
- Tata Chemicals
- Titan Company
- Tata International
- Tata Global Beverages
- Voltas
- Tata AIA Life Insurance
- Indian Hotels (Taj Group)
- Tata AutoComp Systems
- Tata Housing
- Tata Projects
- Tata Capital
- Tata AIG General Insurance
- Infiniti Retail
- Tata Sky
- Tata Teleservices
- Trent

**Market Capitalisation (India)** of 30 listed companies as on **31st March 2015 Rs. 832,374 Cr/**

- US$ 134 bn
- Most valuable business group in India
- **8.3%** of Bombay Stock Exchange's total market capitalisation **(US$ 1,621 bn)**
- **3.9 mn** shareholders

*Exchange rate $ = ₹62.12*
Pioneering - Businesses and Industrial Practices

- 1877: Pension and Gratuity; Worker’s Provident Fund scheme in 1901
- 1903: Tata Steel – India’s first integrated steel plant
- 1907: Eight hour working day
- 1910: Schooling facilities for children
- 1912: Maternity benefits
- 1915: Profit sharing bonus
- 1917: Tata Consultancy Services – IT services
- 1920: Eka – India’s first supercomputer in private sector

- 1928: Tata Power – Hydro power
- 1932: Free medical aid
- 1934: Leave with pay, workmen’s accident compensation scheme
- 1937: Tata Airlines – Civil aviation
- 1968: Tata Indica – India’s first indigenous car
- 1998: Tata Nano – Innovative people’s car
- 2007: Retiring gratuity
- 2009: Tata Nano – Innovative people’s car

PIONEERING – BUSINESSES
PIONEERING – INDUSTRIAL PRACTICES

INTRODUCTION HISTORY OUR COMMITMENT COMPANIES INDIA POTENTIAL INTERNATIONAL NURTURING EXCELLENCE
Tata Trusts

- 66% shareholding in Tata Sons, the promoter holding company
- Endowments for creation of national institutions:
  - Indian Institute of Science
  - Tata Institute of Social Sciences
  - Tata Memorial Hospital
  - Tata Institute of Fundamental Research
  - National Centre for the Performing Arts
  - Tata Medical Center
- Development assistance – for livelihoods, health, education, micro-finance, bio-diversity, water harvesting
- Educational scholarships for Indians for higher studies outside India:
  - JN Tata Endowment scheme (established in 1892)
- Educational scholarships for studies in India
- Medical grants for individuals
- Disaster relief (along with Tata companies)

“...what came from the people has gone back to the people many times over.”

- JRD Tata
Role of Companies

- Committed to improving the quality of life of communities through programmes in areas such as health, education, vocational training
- Sustainability built into business processes
- Active volunteering programme – over 70,000 volunteers
- Tata Sustainability Group – nodal agency to synergise and evolve strategies for group companies’ sustainability activities
- Active programmes around the world include:
  - **India**: UN award winning programme on HIV/AIDS, computer-based adult literacy, e-learning teaching application for special children, whale shark conservation
  - **North America**: Partnership with the First Book programme
  - **UK**: Education Business Partnership centres providing learning facilities
  - **China**: Support Operation Smile’s treatment of cleft lip patients
  - **Africa**: Scholarships, skills transfer and training

"In a free enterprise, the community is not just another stakeholder in the business, but is in fact the very purpose of its existence."

- Jamsetji Tata
**Global Ranking**

1. **Tata Communications**
   - International wholesale voice provider

2. **Tata Global Beverages**
   - Tea products

2. **Tata Chemicals**
   - Soda ash producer

**Tata Motors**
- Commercial vehicle manufacturer

11th **World Steel Dynamics 2014 ranking**

**Tata Steel**
- Steel

**Tata Consultancy Services**
- IT services

**India Ranking**

1. **Tata Power**
   - Largest integrated power company

2. **Titan Company**
   - Largest manufacturer and retailer of branded watches, jewellery and eyewear

2. **Tata AutoComp**
   - Leading auto-component manufacturer

**Voltas**
- Market leader in room air conditioners

**Tata Technologies**
- Largest pure play engineering and design services provider

**Taj Group**
- Largest hotel, leisure and hospitality company in South Asia
Growth Drivers

INVESTMENTS IN INDIA’S GROWTH ECONOMY

INTERNATIONALISATION
Key Expansion Areas

- Over a 5 year horizon major growth is envisaged in:
  - Realty and Infrastructure
  - Consumer and Retail
  - Financial Services
  - Defence and Aerospace
Expanding Domestic Addressable Market

Products and services for customers in the larger part of the pyramid

- **Tata Chemicals** – ‘Swach’ water purifier
- **Tata Motors** – Intra-city light truck: Ace
- **Indian Hotels** – Ginger 'Smart Basics' hotels
- **Titan Company** – Sonata watches and Gold Plus jewellery
- **Tata Chemicals** – Salt / Kisan Sansar (Farmers' World)
- **Tata Housing** – Shubh Griha project
- **Rallis** – Agro products and services
- **Tata Power Solar Systems** – Rural energy sources
Growth Drivers

INTERNATIONALISATION

INVESTMENTS IN INDIA’S GROWTH ECONOMY
Sustainable Innovation

- **Tata Nano** – Innovative people’s car
- **Tata Swach** – Nanotech-based water purifier provides potable water without using electricity
- **Aluminium body structures in cars** – Jaguar Land Rover has pioneered the use of aluminium body structures in cars and SUVs, to reduce weight and thereby improve fuel efficiency and reduce carbon emission
- **Silent Track** – Tata Steel’s Silent Track system tackles noise at the source and can be fitted with minimal change to current railway infrastructure. Benefits people living near railway lines by reducing noise.
- **Tech Services to Formula 1 racing** – Tata Communications has a Global Technology association for services like connectivity, hosting and content delivery
Going Forward

Tata companies are building multinational businesses that seek to differentiate themselves through customer centricity, innovation, entrepreneurship and trustworthiness while balancing the interests of shareholders, employees and civil society, with the core purpose of long-term stakeholder value creation based on leadership with trust.
25% of the world’s population will experience the Tata commitment to improving the quality of life of customers and communities. As a result, Tata will be amongst the 25 most admired corporate and employer brands, globally, with market capitalization comparable to the 25 most valuable companies in the world.
Leadership with Trust

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