





The value chain:

We are going to focus on one the branch
the TATA group.













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A quick overview:

History:

The Tata Group, is an Indian multinational conglomerate company headquartered in Mumbai, Maharashtra, India.

It was founded in 1868 by Jamsetji Tata as a trading

Tata Group has over 100 operating companies each of them operates independently out of them 32 are publicly listed.

Those companies do their operations in more than 80 countries across six continents

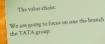


A presentation by: Jitpal Singh Mauricio Fraga Thomas Gracia





















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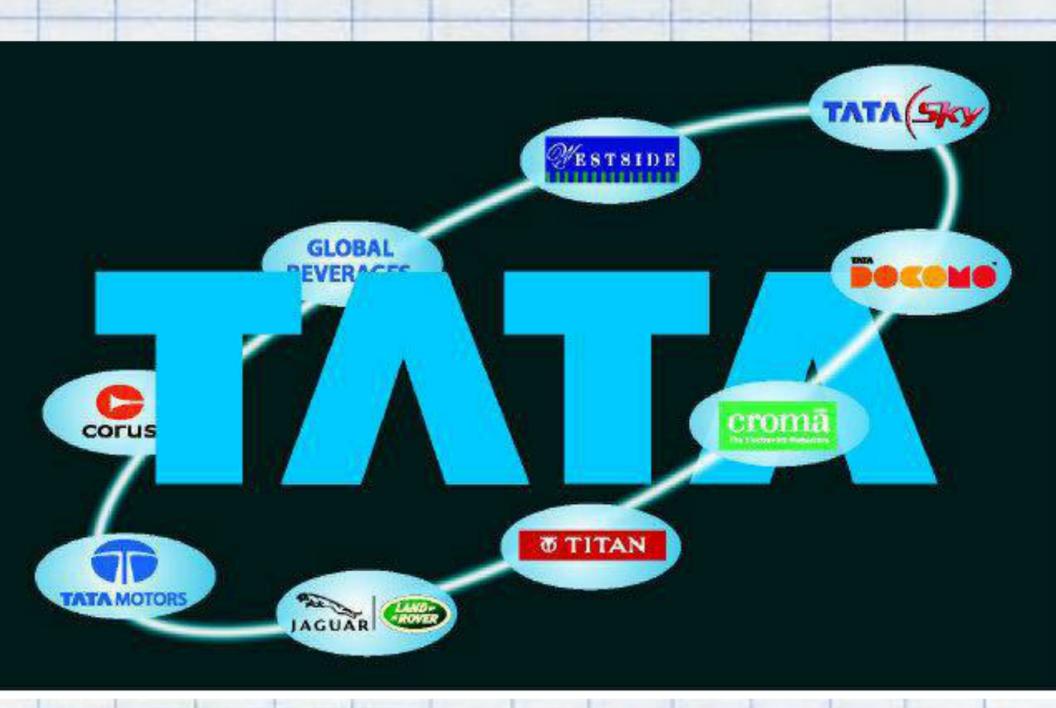
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The group acts in seven business sectors:

- Communications and information
- Technology
 - Engineering
 - Materials
- Services
- Energy
- Consumer products
- Chemicals.

- Chemicais.

The major Tata companies are:

- Tata Steel
- -Tata Motors
- -Tata Consultancy Services (TCS)
- Tata Power
- -Tata Chemicals

- -Tata Global Beverage
- -Tata Teleservices
- -Titan Industries
- -Tata Communication
- -Taj Hotels.

The combined market capitalisation of all the 32 listed Tata companies was \$89.88 billion as of March 2012.

What's their strategy?

- Act in all of those markets, with a differentiation that is definitely the biggest one in the global market.
- Bringing good quality products, in a good competitive price at the market, having the know-how to produce them, customers satisfaction and keep growing as they are.
- Awesome relation to cost/benefit for the customers. A country that does not have a high cost to produce, so they maximaxe their profit and act hard on the outsorcing industry as well as producing and exporting goods.