



BSE Limited  
First Floor, New Trading Ring  
Rotunda Building, P J Towers  
Dalal Street, Fort  
Mumbai 400 001  
**Kind Attn: Mr Khushro A. Bulsara**  
**General Manager & Head**  
**Listing Compliance & Legal Regulatory**

National Stock Exchange of India Ltd.  
Exchange Plaza, 5th Floor  
Plot No.C/1, G Block  
Bandra-Kurla Complex  
Bandra (East), Mumbai 400 051  
**Kind Attn: Mr Avinash Kharkar**  
**Asst. Vice President**  
**Listing & Compliance**

December 7, 2017  
Sc - 15303

Dear Sirs,

**Ref: ISIN: INE155A01022 – Ordinary Shares**  
**IN9155A01020 – ‘A’ Ordinary Shares**  
**Debt Securities on NSE & BSE**

**Re: Press Release - Jaguar Land Rover November Sales**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed herewith is a Press Release issued by Jaguar Land Rover (UK), our wholly owned subsidiary, on the cited subject, contents of which are self-explanatory.

This is for the information of the exchange and the members.

Yours Faithfully,  
Tata Motors Limited

H K Sethna  
Company Secretary

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**TATA MOTORS LIMITED**

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7 December, 2017

### JAGUAR LAND ROVER REPORTS NOVEMBER SALES RESULTS

	November	% change YOY	Jan – Nov	% increase YOY
Jaguar Land Rover	52,332	10.0%	565,412	7.1%
Jaguar	13,688	(6.3%)	163,522	23.5%
Land Rover	38,644	17.2%	401,890	1.6%

Jaguar Land Rover sold 52,332 vehicles in November, up 10.0% year on year, driven primarily by the introduction of the new Land Rover Discovery and the Range Rover Velar. Furthermore, retail sales of Jaguar's all new compact SUV, the E-PACE, began in the UK and Europe during November.

In November Jaguar Land Rover retail sales were up in Overseas markets (19.7%), China (19.1%), the UK (8.6%) and in North America (7.8%) but down 2.1% in Europe.

Andy Goss, Jaguar Land Rover Group Sales Operations Director, said: ***“November has been a robust month for Land Rover, driving sales up globally across all of our key regions.*”**

***“Jaguar sales have been more hard won but the future performance of both brands will be boosted as the new E-PACE goes on sale across the world and the new 18 MY Range Rover and Range Rover Sport with plug-in hybrid capability go to market.”***

Jaguar retail sales were 13,688 vehicles in November, down 6.3% compared to the same month last year, as solid sales of the long wheel base XFL in China were more than offset by lower sales of XE.

Land Rover retailed 38,644 vehicles in November, up 17.2% compared to November of last year, primarily reflecting the sales ramp up of the all new Discovery and the introduction of the Range Rover Velar partially offset by softer sales of Range Rover Sport. Retail sales of the refreshed Range Rover and Range Rover Sport (including plug-in hybrid variants) are due in the New Year.

**ENDS.**

## **About Jaguar Land Rover**

Jaguar Land Rover is the UK's largest automotive manufacturer, built around two iconic British car brands: Land Rover, the world's leading manufacturer of premium all-wheel-drive vehicles; and Jaguar, one of the world's premier luxury sports saloon and sports car marques.

We employ almost 42,000 people globally and support around 240,000 more through our dealerships, suppliers and local businesses. Manufacturing is centred in the UK, with additional plants in China, Brazil, Austria and Slovakia.

At Jaguar Land Rover, we are driven by a desire to deliver class-leading vehicles, which will provide experiences our customers will love, for life. Our products are in demand around the globe. In 2016 Jaguar Land Rover sold more than 583,000 vehicles in 136 countries, with more than 80 per cent of our vehicles produced in the UK being sold abroad.

Our innovation is continuous: we will spend more than £4 billion in the coming year on new product creation and capital expenditure.

From 2020 all new Jaguar Land Rover vehicles will be electrified, giving our customers even more choice. We will introduce a portfolio of electrified products across our model range, embracing fully electric, plug-in hybrid and mild hybrid vehicles as well as continuing to offer ultra-clean petrol and diesel engines.

***For more information, please visit [www.newsroom.jaguarlandrover.com](http://www.newsroom.jaguarlandrover.com) or contact:***

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