



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

Listing Compliance Department
National Stock Exchange of India Ltd.
Exchange Plaza, Bandra Kurla
Complex, Bandra (E), Mumbai 400 051
Kind Attn: Mr Avinash Kharkar
Asst. Vice President
Listing & Compliance

September 1, 2017
Sc- 15194

Dear Sirs,

Re: Press Release – Tata Motors Monthly Sales August 2017

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed herewith is a press release issued by the Company on the captioned subject, the content of which is 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

Bombay House 24 Homi Mody Street Mumbai 400 001
Tel 91 22 6665 8282 Fax 91 22 6665 7799
www.tatamotors.com CIN L28920MH1945PLC004520

Tata Motors domestic sales grows by 26% in August 2017

Driven by strong growth in Commercial Vehicles at 34% & Passenger Vehicles at 10%

Mumbai, September 01, 2017: Tata Motors passenger and commercial vehicles total sales (including exports) in August 2017 were at 48,988 vehicles, higher by 14% over 43,105 vehicles sold in August 2016.

The company's domestic sales of commercial and passenger vehicles for August 2017 were at 45,906 nos., higher by 26%, over 36,510 nos., in August 2016, due to growing demand across segments and increased positive customer sentiments.

Domestic - Commercial Vehicles

The overall commercial vehicles sales in August 2017, in the domestic market were at 31,566 nos. higher by 34% over August 2016. The sales grew on the back of growing demand across segments supported by the continued ramp-up in production of BSIV vehicles since April this year. The company also passed on the benefits of GST to consumers by reducing the prices of its vehicles across all commercial vehicle segments.

The M&HCV segment saw a strong growth of 52%, at 10,926 nos., in August 2017, over 7,190 units, in August 2016. This segment witnessed strong pick-up in demand on the back of continuously increasing acceptance of the SCR technology, and driven by stricter implementation of regulatory norms on overloading, as well as sector specific (Trucks and Construction Tippers) demand.

The I&LCV truck segment also saw an upward trajectory, at 3,881 nos., grew by 44%, over 2,703 vehicles, sold in August 2016, due to increased buying with the onset of festive season. Tata Motors Passenger Carriers sales (including buses), in August 2017 were at 4,078 nos., declined by 4%, over 4,238 units, in August 2016, largely due to delay in procurement from the State Transport Undertakings.

The SCV cargo and pickup segment continued the growth momentum at 12,681 nos., higher by 35% over 9,377 units, last August 2016, on the back of growing demand for new product introductions of the XL range of Tata Ace and the Tata Xenon Yodha pickup.

Domestic - Passenger Vehicles

In August 2017, Tata Motors passenger vehicles, in the domestic market, recorded sales at 14,340 nos., grew by 10%, over August 2016, bolstered by the strong demand for the Tata Tiago and the Tata Tigor. The car segment remained flat at 11,462 nos., and the UV segment grew by 84% at 2,878 nos., driven by the Tata HEXA.

Cumulative sales growth of all passenger vehicles in the domestic market for the fiscal were at 64,131 nos., a growth of 10%, compared to 58,064 nos., in the last fiscal.

Exports

The company's sales from exports was at 3 082 nos. in August 2017, a decline of 53%, compared to 6,595 vehicles sold in August 2016, due to continued drop in industry volumes in Sri Lanka and Nepal.

-Ends-

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About Tata Motors:

Tata Motors Limited, a USD 42 billion organisation, is a leading global automobile manufacturer of cars, utility vehicles, buses, trucks and defence vehicles. As India's largest automobile company and part of the USD 100 billion Tata group, Tata Motors has operations in the UK, South Korea, Thailand, South Africa, and Indonesia through a strong global network of 76 subsidiary and associate companies, including Jaguar Land Rover in the UK and Tata Daewoo in South Korea. In India, Tata Motors has an industrial joint venture with Fiat. Engaged in engineering and automotive solutions, with a focus on future-readiness and a pipeline of tech-enabled products, Tata Motors is India's market leader in commercial vehicles and among the top in passenger vehicles with 9 million vehicles on Indian roads. The company's innovation efforts are focused on developing auto technologies that are sustainable as well as suited. With design and R&D centres located in India, the UK, Italy and Korea, Tata Motors strives to pioneer new products that fire the imagination of GenNext customers. Abroad, Tata cars, buses, and trucks are being marketed in Europe, Africa, the Middle East, South Asia, South East Asia, South America, Australia, CIS, and Russia.

To know more, please visit (www.tatamotors.com); follow us on Twitter: <https://twitter.com/TataMotors>)

For more information, please contact:

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