



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

November 1, 2017
Sc- 15256

Dear Sirs,

Re: Press Release – Tata Motors Monthly Sales October 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 domestic sales grows by 5% in October 2017

Mumbai, November 01, 2017: Tata Motors Limited, a leading global automobile manufacturer today announced growth in October 2017, driven by strong sales performance in Pick-up (45%) & ILCVs (7%). The domestic Passenger and Commercial Vehicle Business, recorded a growth of 5% at 48,886 units, in October 2017, compared to October 2016, last year. This is at the back of festive demand across segments, increased positive customer sentiments and introduction of new products.

Domestic - Commercial Vehicles

Tata Motors' overall commercial vehicles sales in October 2017, in the domestic market were at 32,411 nos., higher by 7% over October 2016. The sales grew on the back of a further ramp-up of production, growing demand for newly launched products and higher customer uptick owing to increased consumption across sectors, coinciding with peak festive season buying trends across segments. Cumulative sales growth of commercial vehicles in the domestic market for the fiscal (April-October 2017) were at 193,782 units, a growth of 5%, compared to 184,871 units, in the same period, last fiscal.

The M&HCV trucks segment grew by 8%, at 11,391 nos., in October 2017. This segment witnessed growth in demand due to increasing acceptance of Tata Motors' SCR technology, infrastructure development led by government funding and restrictions on overloading creating greater demand for new high tonnage vehicles, especially for new 37T multi-axle trucks and 49T tractor trailers.

The I&LCV truck segment also saw an upward trend and grew by 7% at 3,760 units in October 2017, driven by the performance of new product introductions.

The pickup segment at 5,604 units in October 2017 reported a strong growth of 45% with the Tata Xenon Yodha and ACE Mega XL gaining acceptance and demand across markets while the SCV cargo segment with sales at 8,413 units, remained flat, over last year. The passenger carrier (including buses) segment sales were at 3,243 units were lower by 17%, over October 2016, as the fresh purchase from STUs and the release of permits have been subdued.

Domestic - Passenger Vehicles

In October 2017, Tata Motors passenger vehicles, recorded sales of 16,475 units, growth of 1%, over October 2016. This was supported by continued good performance of new generation vehicles Tiago, Tigor, Hexa and an excellent response received for the newly launched compact SUV, Nexon.

Cumulative sales growth of passenger vehicles in the domestic market for the fiscal (April-Oct 2017) were at 97,892 units, a growth of 10%, compared to 88,976 units, in the same period last fiscal.

Exports

The company's sales from exports was at 4,311 nos., in October 2017, a decline of 32%, due to continued drop in TIV in Sri Lanka (by 53%) and Nepal (by 46%).

-Ends-

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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