



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

April 7, 2017
Sc - 15014

Dear Sirs,

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

Re: Press Release - Jaguar Land Rover March 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 above 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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7th April, 2017

JAGUAR LAND ROVER BEATS 600,000 SALES BARRIER IN 2016/17

Jaguar Land Rover, the UK's largest manufacturer of premium luxury vehicles today reported record retail sales of 604,009 vehicles (including sales from our China joint venture) in the financial year ended 31 March 2017, up 16% compared to a year ago, exceeding 600,000 for the first time in the company's history. Retail sales for the Fourth Quarter (ended 31 March 2017) were 179,509 vehicles, up 13% on the same quarter a year ago, and March sales reached 90,838 units, up 21% on March 2016.

Retail sales for the financial year were up year-on-year in China (32%), North America (24%), the UK (16%) and Europe (13%), whilst sales in Overseas markets were down 6%.

Andy Goss, Jaguar Land Rover Group Sales Operations Director said: ***“These numbers set the seal on Jaguar Land Rover’s seventh successive year of sales growth, by breaking through the 600,000 barrier. We continue to make encouraging gains in key markets such as China and North America, as well as seeing sustained customer demand for the Jaguar F-PACE, Range Rover Evoque and Land Rover Discovery Sport.*”**

“The last 12 months have seen the launch of three completely new product lines, and successful growth across many of our existing products. Jaguar sales are still increasing strongly and Jaguar is now Europe’s fastest-growing car brand.”

Retail sales for Jaguar were a record 172,848 vehicles in the financial year, up 83% compared to the prior year, primarily driven by the successful introduction of the F-PACE and solid sales of the XE and XF (including the long wheel base XFL from the China joint venture). Jaguar retails in the Fourth Quarter were 53,972 vehicles, up 81% on the same quarter last year, and were 27,820 units in the month of March, up 83% compared to March 2016.

Land Rover retailed 431,161 vehicles this financial year, up 1% compared to last year, as continuing strong sales of the Discovery Sport, Evoque and Range Rover Sport were offset by the run-out of Defender and Discovery. Sales of the all-new Discovery began in February with 4,862 units retailed since its launch. Retail sales for Land Rover for the Fourth Quarter were 125,537 units, down 2.7% from a year ago, and retails in March were 63,018 vehicles, up 4.8% compared to March 2016.

Last month Land Rover launched the Velar, a new addition to the Range Rover family, positioned between Evoque and Range Rover Sport, which will go on sale later this year.

ENDS.

For more information, please visit www.newsroom.jaguarlandrover.com or contact:

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