



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**

February 7, 2018  
Sc - 15358

Dear Sirs,

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

**Re: Press Release - Jaguar Land Rover January 2018 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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7 FEBRUARY 2018

### SUSTAINED CUSTOMER DEMAND BOOSTS JAGUAR LAND ROVER SALES

	January	% increase YOY
Jaguar Land Rover	49,066	3
Jaguar	14,066	1
Land Rover	35,000	4

Solid demand in China has given Jaguar Land Rover a positive start to the year with an increase in sales of 16%. Globally sales were up by 3% to 49,066 units in January.

Challenging market conditions meant sales were down in the UK by 4% and in Europe by 9%. Overseas markets, such as Mexico, India and Brazil, saw more positive results, with sales up by 9% to 6,551.

Andy Goss, Jaguar Land Rover Group Sales Director, said: **“The continued demand in China is encouraging however we are still facing challenges because of tough trading conditions in our key UK and Europe markets.**

**“We are also encouraged by the fact that all-new models including the Jaguar E-PACE and 2018 Range Rover and Range Rover Sport are just entering the market.”**

Jaguar sales were up by 1% year-on-year with 14,066 units sold amid strong demand for the Jaguar XF Sedan, including the long-wheelbase XFL in China.

Global Land Rover sales rose by 4% with 35,000 units sold, primarily reflecting continuing strong demand for the Range Rover Velar and Land Rover Discovery.

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 more than 43,000 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 2017 Jaguar Land Rover sold 621,109 vehicles in 130 countries, with more than 80 per cent of our vehicles 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.