



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 Lokesh Bhandari
Senior Manager
Listing & Compliance

April 1, 2020
Sc no- 15972

Dear Sirs,

Sub: Press Release – Tata Motors Monthly Sales March 2020

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

Hoshang K Sethna
Company Secretary

Encl: As attached

TATA MOTORS LIMITED

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Tata Motors registered domestic sales of 11,012 units in March 2020

Efforts to mitigate COVID-19 impact underway; BS IV ecosystem inventory near zero

Mumbai, April 1, 2020: Tata Motors Limited today announced its sales in the domestic & international market, for the month of March 2020, which stood at 12,924 vehicles, compared to 74,679 units during March 2019.

Domestic Sales Performance:

Category	Mar '20	Mar '19	% change	FY20	FY19	% Change
Total Domestic Sales	11,012	68,727	-84%	4,42,052	6,78,835	-35%

Domestic - Commercial Vehicles:

Mr. Girish Wagh, President, Commercial Vehicles Business Unit, Tata Motors Ltd. said, "Cumulatively, commercial vehicle domestic sale for FY20 at 3,10,855 units was -34% lower than FY19. Retail was 16% higher than offtake for the entire year. Domestic sales in March 2020 was 5,336 units, deeply impacted by the COVID 19 lockdown as well as the planned transition to BSVI. Retail sales was significantly ahead of wholesales (>300%). Almost all BSIV vehicles in the ecosystem have been retailed, however, some await registration which was halted due to the lockdown. This will be cleared in the window provided. Productionization of BSVI vehicles was on track and we have wholesaled the initial few BSVI vehicles. Our focus is to secure the extensive business continuity plan including ensuring full support to all our customers in need, particularly those who are transporting the essential goods during this challenging period"

Category	Mar'20	Mar'19	% change	FY20	FY19	% Change
M&HCV	1,601	15,327	-90%	75,485	151,105	-50%
I & LCV	1,033	6,730	-85%	41,949	56,996	-26%
Passenger Carriers	1,637	7,239	-77%	37,698	54,207	-30%
SCV cargo and pickup	1,065	21,621	-95%	1,55,723	2,06,384	-25%
Total Domestic	5,336	50,917	-90%	3,10,855	4,68,692	-34%
CV Exports	1,787	5,619	-68%	29,845	51,085	-42%
Total CV	7,123	56,536	-87%	3,40,700	5,19,777	-34%

Total M&HCVs sales in FY20 including M&HCV Truck, Buses and International Business stood at 98,579 units compared to 1,86,161 units in FY19.

Domestic - Passenger Vehicles:

Mr. Mayank Pareek, President, Passenger Vehicles Business Unit, Tata Motors Ltd. said, "Vehicle sales was affected by the COVID 19 outbreak and the subsequent nationwide lockdown. However, the customer response to our newly launched models – the Altroz and the refreshed BSVI range is encouraging. Our BSIV vehicle stock is near zero in the entire network. I would be handing over to Mr. Shailesh Chandra who I am sure will take the PV team and the business to the next level, by delivering an exciting customer experience and building on the strength of the NEW FOREVER product portfolio."

Category	Mar '20	Mar '19	% change	FY20	FY19	% Change
Total PV	5,676	17,810	-68%	1,31,197	2,10,143	-38%

-Ends-

IMPORTANT NOTE: In continuation of our drive to focus on retails and drive ecosystem viability, Tata Motors will henceforth stop reporting monthly wholesale numbers from next month (ie April 2020) and instead report quarterly wholesale and retail numbers. In the current volatile scenario, we believe this helps us take the right long-term decisions for the business, helps our dealers to focus on serving customers and helps our investors to focus on the long term drivers of the business and avoid needless short term volatility.

Media Contact Information:

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