



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

July 1, 2020
Sc no- 16042

Dear Sirs,

Sub: Press Release – Tata Motors Q1 FY21 Sales

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 23,845 units in Q1 FY21

Mumbai, July 1, 2020: Tata Motors Limited today announced its sales in the domestic & international market, for Q1 FY21, which stood at 25,047 vehicles, compared to 1,37,545 units during Q1 FY20.

Domestic Sales Performance:

Category	Q1 FY21	Q1 FY20	% Change
Total Domestic Sales	23,845	1,31,879	-82%

Domestic - Commercial Vehicles:

Mr. Girish Wagh, President, Commercial Vehicles Business Unit, Tata Motors Ltd. said, “Amidst subdued demand environment, Q1 was marked by successful transition to BSVI across the range of commercial vehicles. Domestic wholesale for Q1 FY21 was 9,274 units, a 90% drop over Q1 FY20. As the country moved to the unlock phase, all plants started operations from end of May and ramped up production gradually as parts availability improved. Retails was 67% behind wholesales due to negligible opening inventory at the dealers and muted demand. There are early recovery signs in a few sectors, and we look forward to a gradual pickup in demand on the back of overall economic recovery, while we continue to address the challenges of intermittent demand and supply disruptions from COVID-19.”

Category	Q1 FY21	Q1 FY20	% Change
M&HCV	2,117	26,444	-92%
I & LCV	928	12,153	-92%
Passenger Carriers	325	14,552	-98%
SCV cargo and pickup	5,904	41,785	-86%
Total Domestic	9,274	94,934	-90%
CV Exports	1,202	5,423	-78%
Total CV	10,476	1,00,357	-90%

Domestic - Passenger Vehicles:

Mr. Shailesh Chandra, President, Passenger Vehicles Business Unit, Tata Motors Ltd. said, “The COVID-19 lockdown deeply impacted PV industry sales in Q1FY21. After partial sales recovery in May’20, pent up demand supported a steeper recovery of retail in June’20. Passenger Vehicle Business cumulatively sold 14,571 units in Q1 FY21, which was -61% lower than Q1 FY20. Retail was stronger than wholesales by 27%, driven by the company’s focus on retail while ensuring optimum inventory levels in the network.

The “New Forever” product portfolio, including the newly launched Altroz, continues to receive a strong response in the market. The response to the company’s EVs continues to be encouraging, with 328 EVs sold during the quarter”

Category	Q1 FY21	Q1 FY20	% Change
Total PV	14,571	36,945	-61%

As of 30th June 2020, Company has cash and cash equivalents of more than Rs 5,000 Crores and undrawn committed facilities of Rs 1,500 Crores.

-Ends-

Media Contact Information:

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