



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, 5<sup>th</sup> Floor  
Plot No.C/1, G Block  
Bandra-Kurla Complex  
Bandra (East), Mumbai 400 051  
**Kind Attn: Mr Lokesh Bhandari**  
**Senior Manager**  
**Listing & Compliance**

December 1, 2019  
Sc no. - 15753

Dear Sirs,

**Re: Press Release- Tata Motors Monthly Sales November 2019**

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

**TATA MOTORS LIMITED**

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## Tata Motors registered domestic sales of 38,057 units in November 2019

*Getting ready for a seamless BSVI transition. Focus on retail sales and reducing system inventory continues*

**Mumbai, December 1, 2019:** Tata Motors Limited today announced its sales in the domestic & international market, for the month of November 2019, which stood at 41,124 vehicles, compared to 55,074 units during November 2018.

### Domestic Sales Performance:

	Nov '19	Nov '18	% Change	FY20	FY19	% Change
<b>Total Domestic Sales</b>	38,057	50,470	-25%	303,542	447,532	-32%

### Domestic - Commercial Vehicles:

According to Mr. Girish Wagh, President, Commercial Vehicles Business Unit, Tata Motors Ltd., "As we move closer towards BSVI transition, focus continues to be gradual stock reduction, with retail sale in November being higher than whole sale by over 10%. Medium and Heavy Commercial vehicle sales grew by 23.6% over previous month, as enquiries continue to increase gradually, with fleet owners realizing the economic benefits of replacement of their older vehicles. Overall system stocks being at a multi-quarter low, coupled with increasing enquiries for replacement demand, will help firm-up volumes and realizations in next few months.

Category	Nov'19	Nov'18	% change	FY20	FY19	% Change
M&HCV	6,050	9,793	-38%	53,274	1,00,141	-47%
I & LCV	3,611	4,071	-11%	29,443	35,404	-17%
SCV & Pick up	15,787	16,205	-3%	108,653	134,360	-19%
Passenger Carriers	2,209	3,419	-35%	25,760	35,490	-27%
<b>Total Domestic</b>	<b>27,657</b>	<b>33,488</b>	<b>-17%</b>	<b>217,130</b>	<b>305,395</b>	<b>-29%</b>
CV Exports	2,931	4,469	-34%	20,419	35,774	-43%
<b>Total CV</b>	<b>30,588</b>	<b>37,957</b>	<b>-19%</b>	<b>237,549</b>	<b>341,169</b>	<b>-30%</b>

Total M&HCVs sales in November including M&HCV Truck, Buses and International Business stood at 7,736 units compared to 13,162 units last year.

### Domestic - Passenger Vehicles:

According to Mr. Mayank Pareek, President, Passenger Vehicles Business Unit, Tata Motors Ltd., "After an encouraging festival period, in November, industry declined sharply. In addition, industry is also preparing for the BSVI transition.

*In line with our strategy to focus on retails, we have further enhanced our network coverage. Our retail sales were more than wholesales by 15%, which has helped us to reduce the network stock by 35% in this fiscal. We will continue with these steps that make our network agile and profitable. We are ready for the transition to BSVI with enhanced models in both petrol and diesel options and have a slew of exciting new product launches in the coming months like Nexon EV, Altroz and Gravitas. These, along with the demand for the limited number of remaining BSIV diesel vehicles, coupled with an expected gradual improvement in consumer sentiment should help step change our growth trajectory in the coming months"*

Category	Nov '19	Nov '18	% Change	FY20	FY19	% Change
<b>Total PV</b>	10,400	16,982	-39%	86,412	142,137	-39%

-Ends-

### Media Contact Information:

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