

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 Avinash Kharkar
Asst. Vice President
Listing & Compliance

February 01, 2018
Sc no.- 15352

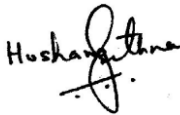
Dear Sirs,

Re: Press Release – Tata Motors Monthly Sales January 2018

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



H K Sethna
Company Secretary

Tata Motors begins 2018 with 43% growth in January demonstrating strong Commercial and Passenger Vehicles sales performance

Key growth drivers: SCV Cargo & Pick Ups (75%), ILCV (55%) and Passenger Vehicles (55%)

Mumbai, February 1, 2018:

Tata Motors registered a strong sales performance with its Commercial and Passenger Vehicles domestic sales in January 2018 at 59,441 units as against 41,428 units in January 2017, a growth of 43%. The construction, manufacturing and logistics sectors aided in an increased demand across Commercial Vehicles segment during the month.

Domestic - Commercial Vehicles

Tata Motors' Commercial Vehicles domestic sales in January 2018 were at 39,386 units, a growth of 38% compared to 28,521 units in January 2017. The sustained growth momentum in the Commercial Vehicles segment has been on the account of robust infrastructural developments coupled with growing logistics requirements arising from the construction sector. The cumulative sales performance of the Commercial Vehicles business (April 2017-January 2018) in the domestic market was at 308,922 units, a growth of 19%, over last year and continues to grow month on month.

The M&HCV truck segment at 12,804 units was higher by 13%, over last year. The demand for trucks was led by increasing restrictions on overloading, fresh tenders in the car carrier and petroleum sectors as well as coal and cement movement triggered by key infrastructure projects. However, the growth was lower than expected owing to challenges arising out of supply constraints on key parts.

The I&LCV truck segment at 4,541 units grew by 55% over last year aided by an increased thrust in Agriculture based, FMCG and E-commerce sectors. Increasing demand for container and refrigerated trucks also resulted in increased demand in the I&LCV segment.

The SCV Cargo and Pickup segment sales at 17,948 units reported a strong growth of 75% over last year on the back of new product introductions and uptick in buying sentiments especially with e-commerce sector and Government/Municipal applications. The commercial passenger carrier segment was at 4,093 units, a growth of 3% over last year.

Domestic - Passenger Vehicles

Tata Motors' Passenger Vehicles sales performance was at 20,055 units as against 12,907 units, a robust growth of 55% over last year on the back of increasing demand of Tiago and Tigor along with Nexon and Hexa gaining traction in the steadily growing UV Segment. The Passenger Car segment registered a strong growth of 27% while the UV segment grew by 188% clearly stating the preferences of today's customers. Cumulative sales growth of Passenger Vehicles in the domestic market (April-Dec 2017) was at 149,284 units compared to 125,446 units, a growth of 15% over last year.

Exports

The company's Commercial Vehicles sales from exports in January 2018 was at 4,900 units, a growth of 5% over last year.

-Ends-

About Tata Motors:

Tata Motors Limited, a USD 42 billion organisation, is a leading global automobile manufacturer of cars, utility vehicles, buses, trucks and defence vehicles. As India's largest automobile company and part of the USD 100 billion Tata group, Tata Motors has operations in the UK, South Korea, Thailand, South Africa, and Indonesia through a strong global network of 76 subsidiary and associate companies, including Jaguar Land Rover in the UK and Tata Daewoo in South Korea. In India, Tata Motors has an industrial joint venture with Fiat. Engaged in engineering and automotive solutions, with a focus on future-readiness and a pipeline of tech-enabled products, Tata Motors is India's market leader in commercial vehicles and among the top in passenger vehicles with 9 million vehicles on Indian roads. The company's innovation efforts are focused on developing auto technologies that are sustainable as well as suited. With design and R&D centres located in India, the UK, Italy and Korea, Tata Motors strives to pioneer new products that fire the imagination of GenNext customers. Abroad, Tata cars, buses, and trucks are being marketed in Europe, Africa, the Middle East, South Asia, South East Asia, South America, Australia, CIS, and Russia.

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

For more information, please contact:

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