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PRESS RELEASE

Tata Motors registered total sales of 2,31,248 units in Q1 FY23

Grows by 101% over Q1 FY22

Mumbai, July 1, 2022: Tata Motors Limited today announced its sales in the domestic & international market, for Q1 FY23, which stood at 2,31,248 vehicles, compared to 1,14,784 units during Q1 FY22.

Domestic Sales Performance:

Category	June 22	June 21	Growth (y-o-y)	May 22	Growth (m-o-m)	Q1 FY23	Q1 FY22	Growth (y-o-y)	Q4 FY22	Growth (q-o-q)
Total Domestic Sales	79,606	43,704	82%	74,755	6%	2,25,828	1,07,786	110%	2,33,078	-3%

Commercial Vehicles:

Mr. Girish Wagh, Executive Director, Tata Motors Ltd. said, “Tata Motors Commercial Vehicles domestic sale in Q1 FY23 at 95,703 units was 121% higher than Q1 FY22 (a COVID impacted quarter) while being 13% lower than the previous quarter Q4 FY22. The growth in Q1 has been broad-based across regions and segments. The M&HCV and I&LCV segments grew by 104% and 138%, respectively, over the same quarter (Q1) last year on the back of increased activity in road construction, mining, and growth in agriculture and e-commerce. SCV demand from last-mile distribution has remained robust backed by continued consumer spending. CV Passenger saw a strong recovery, with a 57% increase over Q4 FY22, due to the opening of schools and replacement of staff buses. The International Business declined by 23% over Q1 FY22, majorly due to a drop in industry volume on account of the financial crisis in Sri Lanka and Nepal. Going ahead, we remain cautiously optimistic about overall demand while keeping a close watch on interest rates, transporter profitability, commodity prices and semiconductor availability”

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M&HCV	9,191	5,243	75%	8,409	9%	26,089	12,768	104%	33,392	-22%
I&LCV	4,718	2,785	69%	4,474	5%	13,735	5,762	138%	18,680	-26%
Passenger Carriers	3,868	943	310%	3,632	6%	9,637	2,184	341%	6,155	57%
SCV cargo and pickup	16,632	10,623	57%	14,899	12%	46,242	22,686	104%	51,800	-11%
Total CV Domestic	34,409	19,594	76%	31,414	10%	95,703	43,400	121%	1,10,027	-13%
CV Exports	2,856	2,506	14%	1,404	103%	5,218	6,745	-23%	9,843	-47%
Total CV	37,265	22,100	69%	32,818	14%	1,00,921	50,145	101%	1,19,870	-16%

Domestic sale of MH&ICV in Q1 FY23, including trucks and buses, stood at 37,491 units, compared to 16,977 units in Q1 FY22. Total sales for MH&ICV Domestic & International Business in Q1 FY23, including trucks and buses, stood at 39,696 units, compared to 20,243 units in Q1 FY22.

Passenger Vehicles:

Mr. Shailesh Chandra, Managing Director, Tata Motors Passenger Vehicles Ltd. and Tata Passenger Electric Mobility Ltd. said, “Demand for passenger vehicles continued to stay strong in Q1 FY23 even as the supply side remained moderately impacted due to the lockdown in China. Overcoming the challenges, Tata Motors posted record-breaking monthly sales (June’22) as well as quarterly sales (Q1 FY23). For the month of June’22, sales were highest ever at 45,197 units, registering a growth of 87% versus June’21. Quarterly sales for Q1 FY23, at 130,125 units, was also the highest ever, posting a growth of 102% versus Q1 FY22. Our SUV portfolio contributed 68% of Q1FY23 sales. Electric vehicle sales attained new heights with quarterly sales of 9,283 in Q1 FY23 and highest-ever monthly sales of 3,507 units in June’22. Nexon EV Max launched in May’22, has witnessed strong demand. Going forward, we expect the supply side, including that of critical electronic components to progressively improve. We will continue to keep a close watch on the evolving demand and supply situation and take appropriate actions.”

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PV ICE	41,690	23,452	78%	39,887	5%	1,20,842	62,671	93%	1,13,956	6%
PV EV	3,507	658	433%	3,454	2%	9,283	1,715	441%	9,095	2%
Total PV Domestic	45,197	24,110	87%	43,341	4%	1,30,125	64,386	102%	1,23,051	6%

Includes sales of Tata Motors Passenger Vehicles Limited, a subsidiary of Tata Motors Limited.

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