



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

Date: April 1, 2017
SC - 15003

Dear Sirs,

Re: Press Release – Tata Motors Monthly Sales March 2017

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

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Tata Motors Limited

Bombay House 24 Homi Mody Street Fort Mumbai 400 001
Tel 91 22 6665 8282 Fax 91 22 6665 7799 www.tatamotors.com
CINL28920MH1945PLC004520

Tata Motors sales higher by 8% in March 2017 at 57,145 units

- *Tata Motors passenger vehicles business grew by 84% in March 2017 YoY*
- *Tata Motors commercial vehicles wholesales were affected by the Supreme Court judgement announced on March 29, while retail was very strong*
- *Sales of Tata Motors bus continued to grow, with a growth of 26% in March 2017, driven by Government & STU orders*
- *Cumulative sales from exports for the fiscal, was higher by 11% over last year*

Mumbai, April 01, 2017: Tata Motors passenger and commercial vehicle total sales (including exports) in March 2017 were at 57,145 vehicles, higher by 8% over 53,057 vehicles sold in March 2016. The company's domestic sales of Tata commercial and passenger vehicles for March 2017 were at 51,309 nos., higher by 10%, over 46,701 nos., in March 2016.

Cumulative sales (including exports) of the company for the fiscal was at 542,561 nos., higher by 6% over 511,705 vehicles, sold last year.

Domestic - Passenger Vehicles

In March 2017, Tata Motors passenger vehicles recorded sales at 15,433 nos. in the domestic market, a growth of 84%, over March 2016, due to continued strong demand for the Tata Tiago. The company has also received an encouraging response for its recently launched lifestyle UV, Tata Hexa and its latest Styleback, the Tata Tigor.

Cumulative sales growth of all passenger vehicles in the domestic market for the fiscal were at 153,151 nos., a growth of 22%, compared to 125,946 nos., in the last fiscal.

Domestic - Commercial Vehicles

The overall commercial vehicles sales in March 2017, in the domestic market were at 35,876 nos. lower by 6% over March 2016.

The wholesale figures of Tata Motors commercial vehicles were affected by the Supreme Court judgement announced on March 29, leading to confusion and the consequent focus at the dealer level to increase retail and to reduce the levels of unsold stock

Overall sales of Tata Motors' M&HCV were at 17,648 nos. in March 2017, a decline of 5%, over March 2016. Tata Motors bus sales continued to grow by 26% in March 2017, driven primarily by STU orders.

Sales of Tata Motors' Small & Light Commercial Vehicles were at 18,228 nos. in March 2017, lower by 8% over 19,777 units over March 2016.

Cumulative sales of commercial vehicles in the domestic market for the fiscal was up by 1% at 385,373 nos. over last year.

Exports

The company's sales from exports was at 5,836 nos. in March 2017, a decline of 8% compared to 6,356 vehicles sold in March 2016. The cumulative sales from exports for the fiscal was at 64,199 nos., higher by 11%, over 58,035 nos., sold last year.

-Ends-

About Tata Motors:

Tata Motors Limited is India's largest automobile company, with consolidated revenues of INR 2,75,561 crores (USD 41.6 billion) in 2015-16. Through subsidiaries and associate companies, Tata Motors has operations in the UK, South Korea, Thailand, South Africa and Indonesia. Among them is Jaguar Land Rover, the business comprising the two iconic British brands. It also has an industrial joint venture with Fiat in India. With over 9 million Tata vehicles plying in India, Tata Motors is the country's market leader in commercial vehicles and among the top in passenger vehicles. Tata cars, buses and trucks are being marketed in several countries in Europe, Africa, the Middle East, South Asia, South East Asia, South America, Australia, CIS and Russia.

(www.tatamotors.com; also follow us on Twitter: <https://twitter.com/TataMotors>)

For more information, please contact:

Tata Motors Corporate Communications
E-mail: indiacorpcomm@tatamotors.com
Tel: +91 22-66657613
www.tatamotors.com