



BSE Limited
First Floor, New Trading Ring
Rotunda Building, P J Towers,
Dalal Street, Fort, Mumbai 400 001

National Stock Exchange of India Ltd.
Listing Compliance Department
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai 400 051

October 1, 2023
Sc no- 17836

Dear Sir/Madam,

Sub: Press Release – Tata Motors Sales in Q2 FY24

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a Press Release issued by Tata Motors Limited 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

Maloy Kumar Gupta
Company Secretary

Encl: As attached

TATA MOTORS LIMITED

Bombay House 24 Homi Mody Street Mumbai 400 001

Tel 91 22 6665 8282

www.tatamotors.com CIN L28920MH1945PLC004520

for immediate use

PRESS RELEASE

Tata Motors registered total sales of 2,43,024 units in Q2 FY24

- **Total CV Sales of 1,04,085 units, +4% YoY**
- **Total PV Sales of 1,38,939 units, -3% YoY**

Mumbai, October 1, 2023: Tata Motors Limited sales in the domestic & international market for Q2 FY 2023-24 stood at 2,43,024 vehicles, compared to 2,43,387 units during Q2 FY 2022-23.

Domestic Sales Performance:

Category	Sep'23	Sep'22	% Change	Q2 FY24	Q2 FY23	% Change
Total Domestic Sales	82,023	80,633	2%	2,37,128	2,36,090	0%

Commercial Vehicles:

Category	Sep'23	Sep'22	% Change	Q2 FY24	Q2 FY23	% Change
HCV Trucks	12,867	8,889	45%	30,369	24,227	25%
ILMCV Trucks	6,377	6,238	2%	16,483	16,730	-1%
Passenger Carriers	3,344	2,287	46%	10,622	8,040	32%
SCV cargo and pickup	14,626	15,565	-6%	41,704	44,768	-7%
Total CV Domestic	37,214	32,979	13%	99,178	93,765	6%
CV IB	1,850	1,911	-3%	4,907	6,771	-28%
Total CV	39,064	34,890	12%	1,04,085	1,00,536	4%

MH&ICV including trucks and buses: Domestic sales of MH&ICV in Sep 2023, was 18,577 units vs 14,062 units in Sep 2022; In Q2 FY24 it was 45,174 units, compared to 38,143 units in Q2 FY23. Domestic & International sales for MH&ICV in Sep 2023, was 19,199 units vs 4,736 units in Sep 2022; while in Q2 FY24 it stood at 46,845 units, vs 40,556 units in Q2 FY23.

Mr. Girish Wagh, Executive Director, Tata Motors Ltd. said, "Tata Motors Commercial Vehicles domestic sales stood at 99,178 in Q2 FY24, 6% higher than Q2 FY23. Our upgraded BS6 phase II product range continues to see good traction as our customers experience benefits of lower total cost of ownership, efficient powertrains, and enhanced value-additions. M&HCV segment saw a strong growth of 24% over Q2 of FY23, fuelled by continued government infrastructure push, robust replacement demand, and growth in core sectors, along with sustained growth from the e-commerce sector. We have scaled up our electric bus manufacturing to service orders won from various STUs under CESL's Grand Challenge. Looking ahead, continuing infrastructure thrust by the Government and improving consumption auger well for the CV industry, while rural demand remains to be a key monitorable, as monsoon has been below average."

Passenger Vehicles:

Category	Sep'23	Sep'22	% Change	Q2 FY24	Q2 FY23	% Change
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Media Contact Information:

Tata Motors Corporate Communications:

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

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Total PV Domestic (includes EV)	44,809	47,654	-6%	1,37,950	1,42,325	-2.7%
PV IB	508	210	142%	989	526	88%
Total PV (includes EV)	45,317	47,864	-5%	1,38,939	1,42,851	-3%
EV (IB+Domestic)	6,050	3,864	57%	18,615	12,041	55%

Includes sales of Tata Motors Passenger Vehicles Limited and Tata Passenger Electric Mobility Limited

Mr. Shailesh Chandra, Managing Director, Tata Motors Passenger Vehicles Ltd. and Tata Passenger Electric Mobility Ltd. said, "Passenger vehicle sales remained strong in Q2 FY24 driven by new launches and pre-festive offtakes. Tata Motors posted quarterly sales of 1,38,939 cars and SUVs in Q2 FY24, ~2.7% below our highest ever quarter, Q2 FY23. Our EV business continues its strong momentum and has posted growth of about 55% year-on-year. In Q2 FY24, we extended our innovative twin-cylinder CNG offering to Tiago, Tigor and Punch, which have been received well by the market. This quarter also saw the launch of the new generation Nexon and Nexon.ev, which have received an overwhelming market response. We had proactively reduced supplies of the outgoing models this quarter to enable a smooth transition to the new generation models. Going forward, with deliveries commencing of our exciting new generation products, we expect stepped up volumes in this festive season and beyond."

- Ends -

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