



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 Lokesh Bhandari**  
**Senior Manager**  
**Listing & Compliance**

November 1, 2019  
Sc no- 15687

Dear Sirs,

**Re: Press Release – Tata Motors Monthly Sales October 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

**K** Hoshang K Sethna  
Company Secretary

**TATA MOTORS LIMITED**

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**Tata Motors registered domestic sales of 39,152 units in October 2019**  
*Continued focus on retail sales and reducing system inventory in preparation to BS6 transition*

Mumbai, November 1, 2019: Tata Motors Limited today announced its sales in the domestic & international market, for the month of October 2019, which stood at 41,354 vehicles, compared to 62,264 units during October 2018.

**Domestic Sales Performance:**

	Oct '19	Oct '18	% Change	FY20	FY19	% Change
<b>Total Domestic Sales</b>	39,152	57,710	-32%	265,485	397,062	-33%

**Domestic - Commercial Vehicles:**

According to Mr. Girish Wagh, President, Commercial Vehicles Business Unit, Tata Motors Ltd., "With our continued focus on retail acceleration, retails in October were 24% ahead of wholesale. Additionally, wholesales improved by 7% over September. The enquiries have increased compared to last month in M&HCV and I&LCV, with fleet owners initiating discussions for replacement of older vehicles. We will continue our focus on system stock reduction as we prepare for the BS6 transition. Overall system stock is now at a multi-quarter low, which coupled with increasing enquiries, and the government's thrust on infrastructure investments, will help firm-up volumes and realisations in the coming months."

Category	Oct'19	Oct'18	% Change	FY20	FY19	% Change
M&HCV	4,893	13,185	-63%	47,224	90,348	-48%
I & LCV	3,832	4,841	-21%	25,832	31,333	-18%
SCV & Pick up	15,552	18,209	-15%	92,866	1,18,155	-21%
Passenger Carriers	1,706	3,185	-46%	23,551	32,071	-27%
<b>Total Domestic</b>	<b>25,983</b>	<b>39,420</b>	<b>-34%</b>	<b>1,89,473</b>	<b>2,71,907</b>	<b>-30%</b>
CV Exports	2,019	4,393	-54%	17,488	31,305	-44%
<b>Total CV</b>	<b>28,002</b>	<b>43,813</b>	<b>-36%</b>	<b>2,06,961</b>	<b>3,03,212</b>	<b>-32%</b>

Total M&HCV sales in October including M&HCV Truck, Buses and International Business stood at 6,349 units compared to 15,984 units last year.

**Domestic - Passenger Vehicles:**

According to Mr. Mayank Pareek, President, Passenger Vehicles Business Unit, Tata Motors Ltd., "In line with our New Paradigm, focus was on retail. Results have been encouraging with retails at 36% more than wholesale. Customer response was positive to festive offers and our new product launches like Harrier Dark edition and Nexon Kraz+. In October retail sales were the highest in this fiscal recording a 70% increase month-on-month.

In this fiscal, network stock has been reduced by 38%. October end network stock is the lowest in last two years. This will help our network to be prepared for a smooth BS6 transition. Our endeavour is to enhance the retail capability by continuously adding new sales outlets and executives. We remain optimistic that the positive sentiments of the festive season will lead to a structural recovery in the market."

Category	Oct '19	Oct '18	% Change	FY20	FY19	% Change
<b>Total PV</b>	13,169	18,290	-28%	76,012	125,155	-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>