



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**

February 1, 2020  
Sc no- 15875

Dear Sirs,

**Sub: Press Release – Tata Motors Monthly Sales January 2020**

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

Hoshang K Sethna  
Company Secretary

Encl: As attached

**TATA MOTORS LIMITED**

Bombay House 24 Homi Mody Street Mumbai 400 001  
Tel 91 22 6665 8282 Fax 91 22 6665 7799  
[www.tatamotors.com](http://www.tatamotors.com) CIN L28920MH1945PLC004520

## Tata Motors registered domestic sales of 45,242 units in January 2020

*Ready for a smooth BSVI transition. Focus continues on retail sales and reducing system inventory*

**Mumbai, February 1, 2020:** Tata Motors Limited today announced its sales in the domestic & international market, for the month of January 2020, which stood at 47,862 vehicles, compared to 58,185 units during January 2019.

### Domestic Sales Performance:

|                             | Jan '20 | Jan '19 | % Change | FY20    | FY19    | % Change |
|-----------------------------|---------|---------|----------|---------|---------|----------|
| <b>Total Domestic Sales</b> | 45,242  | 54,915  | -18%     | 393,038 | 552,887 | -29%     |

### Domestic - Commercial Vehicles:

**Mr. Girish Wagh, President, Commercial Vehicles Business Unit, Tata Motors Ltd. said,** *“Commercial vehicle domestic sales in January '20 was ~15% lower than last year. Retail was ahead of wholesale for 7<sup>th</sup> straight month in a row, helping further stock reduction, as we move closer to BSVI transition. With increasing buying interest, particularly amongst fleet owners, the M&HCV sale in January'20 was second highest in last seven months. In Small commercial vehicles, the buying interest continued to be better than other segments, resulting in a y-o-y growth of 2%.”*

| Category              | Jan'20 | Jan'19 | % change | FY20    | FY19     | % Change |
|-----------------------|--------|--------|----------|---------|----------|----------|
| M&HCV                 | 6,914  | 11,694 | -41%     | 67,145  | 12,33,41 | -46%     |
| I & LCV               | 3,827  | 4,999  | -23%     | 37,560  | 45,249   | -17%     |
| SCV & Pick up         | 16,941 | 16,619 | +2%      | 142,523 | 167,346  | -15%     |
| Passenger Carriers    | 3,666  | 3,777  | -3%      | 32,719  | 42,728   | -23%     |
| <b>Total Domestic</b> | 31,348 | 37,089 | -15%     | 279,947 | 378,664  | -26%     |
| CV Exports            | 2,512  | 3,086  | -19%     | 25,544  | 42,695   | -40%     |
| <b>Total CV</b>       | 33,860 | 40,175 | -16%     | 305,491 | 421,359  | -27%     |

Total MHCVs sales in January including MHCV Truck, Buses and International Business stood at 9,706 units compared to 14,256 units last year.

### Domestic - Passenger Vehicles:

**Mr. Mayank Pareek, President, Passenger Vehicles Business Unit, Tata Motors Ltd. said,** *“We launched Altroz and the refreshed versions of other BS6 models in January. All these products are safest in their respective segments. We are confident that this NEW FOREVER portfolio of Tata Motors will set new industry standards. Within the 10 days of launch, Altroz, has built a strong order book which we are preparing to serve. All our products are now converted to BSVI and our network stock of BSIV is low, we are well placed as per as BSIV to BSVI transition*

*We continued to build our EV portfolio with the highest ever sales of EVs with the launch of long range Tigor EV and Nexon EVs.”*

| Category        | Jan '20 | Jan '19 | % Change | FY20    | FY19    | % Change |
|-----------------|---------|---------|----------|---------|---------|----------|
| <b>Total PV</b> | 13,894  | 17,826  | -22%     | 113,091 | 174,223 | -35%     |

-Ends-

#### Media Contact Information:

Tata Motors Corporate Communications:

+91 22-66657613 / [indiacorpcomm@tatamotors.com](mailto:indiacorpcomm@tatamotors.com)

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