



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**

January 1, 2022  
Sc no- 16612

Dear Sirs,

**Sub: Press Release – Tata Motors Sales in Q3 FY22**

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

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 Fax 91 22 6665 7799  
[www.tatamotors.com](http://www.tatamotors.com) CIN L28920MH1945PLC004520

for immediate use

**PRESS RELEASE**

**Tata Motors registered total sales of 1,99,633 units in Q3 FY22**  
**Grows by 26% over Q3 FY21**

**Mumbai, January 1, 2022:** Tata Motors Limited today announced its sales in the domestic & international market, for Q3 FY22, which stood at 1,99,633 vehicles, compared to 1,58,218 units during Q3 FY21.

**Domestic Sales Performance:**

Category	Dec'21	Dec'20	% Change	Q3 FY22	Q3 FY21	% Change
<b>Total Domestic Sales</b>	<b>66,307</b>	<b>53,430</b>	<b>24%</b>	<b>1,89,531</b>	<b>1,50,961</b>	<b>26%</b>

**Commercial Vehicles:**

**Mr. Girish Wagh, Executive Director, Tata Motors Ltd. said,** "Tata Motors' Commercial Vehicle domestic sale in Q3 FY22 at 90,529 units was ~15% higher than the previous quarter (Q2 FY22) and 10% higher than the same quarter last year (Q3 FY21). The retail was ahead of whole sale by 15% in December'21, enabling inventory alignment. The SCV and ILCV segments continued to benefit from the growth in e-commerce and the increasing need for last-mile delivery. Construction and infrastructure spending by central and state Governments plus rising activity in sectors such as mining, petroleum-oil-lubricants and allied industries facilitated the demand for M&HCVs. The International business too continued its recovery momentum and grew by ~10% over the previous quarter (Q2 FY22) and 33% over the same quarter last year (Q3 FY21). Going forward, we expect the situation to remain fluid as the semiconductor shortage continues, instances of Covid begin to rise and underlying demand continues to remain under pressure. We are keeping a close watch on the evolving situation and sharpening our agile, multi-pronged approach to fulfil customer orders"

Category	Dec'21	Dec'20	% Change	Q3 FY22	Q3 FY21	% Change
M&HCV	8,106	8,377	-3%	22,016	19,109	15%
I & LCV	5,130	4,619	11%	15,828	12,930	22%
Passenger Carriers	1,380	751	84%	3,521	2,191	61%
SCV cargo and pickup	16,392	16,138	2%	49,164	47,925	3%
<b>Total CV Domestic</b>	<b>31,008</b>	<b>29,885</b>	<b>4%</b>	<b>90,529</b>	<b>82,155</b>	<b>10%</b>
CV Exports	3,143	2,984	5%	9,541	7,168	33%
<b>Total CV</b>	<b>34,151</b>	<b>32,869</b>	<b>4%</b>	<b>1,00,070</b>	<b>89,323</b>	<b>12%</b>

Total MHCVs sale in Q3 FY22 including MHCV Truck, Buses and International Business stood at 26,329 units compared to 21,476 units in Q3 FY21.

**Passenger Vehicles:**

**Mr. Shailesh Chandra, President, Passenger Vehicles Business Unit, Tata Motors Ltd. said,** "Tata Motors PV business growth journey continued and set several new milestones during the quarter despite witnessing a shortfall in production due to the ongoing semi-conductor crisis. Decade high quarterly and monthly sales- 99,002 units in Q3 FY22 (growth of 44% vs Q3 FY21) and 35,299 units in Dec'21 (growth of 50% vs Dec'20) were recorded. In addition, the company also posted calendar year sale of 3,31,178 units (CY21), highest ever since the inception of the PV Business. The overwhelming market response to Tata Punch launched in Oct'21 is further boosting demand for the company's "New Forever" range of cars and SUVs. Records were also created on the EV front as EV sales witnessed a new peak of 5,592 units in Q3 FY22 (growth of 345% vs Q3 FY21). Consequently, EV penetration touched 5.6% of PV Sales during the quarter versus 1.8% in the same period last financial year. EV sales also touched 10,000 units in 9MFY22 and crossed 2,000 monthly sales landmark for the first time in Dec'21 (2,255 units). The ever-increasing demand for Nexon EV and Tigor EV as well as progressive revival of the EV fleet segment were instrumental in driving this steep growth. Going forward, semi-conductor supplies will remain the key source of uncertainty. Additionally, the impact of the new strain of Covid needs to be closely tracked. We will continue to work on business agility plan and take proactive actions to mitigate these risks."

Category	Dec'21	Dec'20	% Change	Q3 FY22	Q3 FY21	% Change
<b>PV ICE</b>	<b>33,044</b>	<b>23,127</b>	<b>43%</b>	<b>93,410</b>	<b>67,550</b>	<b>38%</b>
<b>PV EV</b>	<b>2,255</b>	<b>418</b>	<b>439%</b>	<b>5,592</b>	<b>1,256</b>	<b>345%</b>
<b>Total PV</b>	<b>35,299</b>	<b>23,545</b>	<b>50%</b>	<b>99,002</b>	<b>68,806</b>	<b>44%</b>

-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>)

CINL28920MH1945PLC004520