



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, 2020  
Sc no- 15807

Dear Sirs,

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

Hoshang K Sethna  
Company Secretary

**TATA MOTORS LIMITED**

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**CIN - L28920MH1945PLC004520**

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**PRESS RELEASE**

## Tata Motors registered domestic sales of 44,254 units in December 2019

*Ready for an exciting product offensive as we transition to BSVI*

**Mumbai, January 1, 2020:** Tata Motors Limited today announced its sales in the domestic & international market, for the month of December 2019, which stood at 46,903 vehicles, compared to 54,439 units during December 2018.

### Domestic Sales Performance:

	Dec '19	Dec '18	% Change	FY20	FY19	% Change
<b>Total Domestic Sales</b>	44,254	50,440	-12%	347,796	497,972	-30%

### Domestic - Commercial Vehicles:

Mr. Girish Wagh, President, Commercial Vehicles Business Unit, Tata Motors Ltd. said, "Retail was higher than offtake by ~13% in December, with further stock reduction, as we move closer to BSVI transition. Overall sales continued to grow for second month in a row, with Medium and Heavy Commercial vehicle sale being higher than November'19 by 15% after posting a ~23% growth last month. Enquiries continued to increase gradually, with fleet owners realizing the economic benefits of replacement of their older vehicles now. Increasing enquiries and lower stocks augur well for future volumes and realisation, early indication of which can be seen in December.

Category	Dec'19	Dec'18	% change	FY20	FY19	% Change
M&HCV	6,957	11,506	-40%	60,231	111,647	-46%
I&LCV	4,290	4,846	-11%	33,733	40,250	-16%
SCV & Pick up	16,929	16,367	3%	1,25,582	1,50,727	-17%
Passenger Carriers	3,293	3,461	-5%	29,053	38,951	-25%
<b>Total Domestic</b>	<b>31,469</b>	<b>36,180</b>	<b>-13%</b>	<b>2,48,599</b>	<b>3,41,575</b>	<b>-27%</b>
CV Exports	2,613	3,835	-32%	23,032	39,609	-42%
<b>Total CV</b>	<b>34,082</b>	<b>40,015</b>	<b>-15%</b>	<b>2,71,631</b>	<b>3,81,184</b>	<b>-29%</b>

Total MHCVs sales in December including MHCV Truck, Buses and International Business stood at 9,657 units compared to 14,374 units last year.

### Domestic - Passenger Vehicles:

Mr. Mayank Pareek, President, Passenger Vehicles Business Unit, Tata Motors Ltd. said, "Our focus in December has been to drive retail and minimise the network stock in order to facilitate a smooth transition to BSVI. Our marketing campaigns and attractive consumer schemes resulted in the highest retail sales this fiscal. December retail was 83% higher than the off-take and the dealer network stock has been reduced to lowest ever level. Having almost completed our planned production and despatches of BS IV, we will start moving to BS VI production and despatches from January and step up our volumes in the coming months.

*We unveiled our first premium hatchback 'Altroz' and Nexon EV and received an overwhelming response. We are gearing up for their market launch now. We are marching into the new year with an exciting product pipeline. We expect a gradual improvement in consumer sentiments and are well positioned to leverage the same"*

Category	Dec '19	Dec '18	% Change	FY20	FY19	% Change
<b>Total PV</b>	12,785	14,260	-10%	99,197	156,397	-37%

### **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>)

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**PRESS RELEASE**

-Ends-

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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>)

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