



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**

October 1, 2020  
Sc no- 16128

Dear Sirs,

**Sub: Press Release – Tata Motors Q2 FY21 Sales**

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  
KEKI SETHNA

Digitally signed by  
HOSHANG KEKI  
SETHNA  
Date: 2020.10.01  
17:19:58 +05'30'

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 CIN L28920MH1945PLC004520

## Tata Motors registered domestic sales of 1,06,888 units in Q2 FY21

**Mumbai, October 1, 2020:** Tata Motors Limited today announced its sales in the domestic & international market, for Q2 FY21, which stood at 1,10,379 vehicles, compared to 1,05,031 units during Q2 FY20.

### Domestic Sales Performance:

Category	Sept '20	Sept '19	% Change	Q2 FY21	Q2 FY20	% Change
<b>Total Domestic Sales</b>	<b>44,444</b>	<b>32,376</b>	<b>37%</b>	<b>1,06,888</b>	<b>94,454</b>	<b>13%</b>

### Domestic - Commercial Vehicles:

**Mr. Girish Wagh, President, Commercial Vehicles Business Unit, Tata Motors Ltd. said,** *“Tata Motors’ commercial vehicle domestic sales in Q2FY21 at 52,094 units was ~23% lower than Q2FY20. However, it was significantly higher than the previous quarter (Q1 FY21) on the back of gradually increasing demand and improving supply situation. In September’20, the sale at 23,245 units was 38% higher than last month while being 4.3% below September’19. Offtake was higher than retail, as we prepare for sequential improvement in retails in the coming months. Our BSVI products are receiving very good response from customers, as these deliver on the promise of better earnings potential across applications, along with enhanced comfort, connectivity and performance.*

Category	Sept '20	Sept '19	% change	Q2 FY21	Q2 FY20	% Change
<b>M&amp;HCV</b>	4,606	5,082	-9%	9,137	15,887	-43%
<b>I &amp; LCV</b>	3,339	3,528	-5%	6,829	9,847	-31%
<b>Passenger Carriers</b>	778	2,159	-64%	1,949	7,293	-73%
<b>SCV cargo and pickup</b>	14,522	13,510	7%	34,179	35,529	-4%
<b>Total Domestic</b>	<b>23,245</b>	<b>24,279</b>	<b>-4%</b>	<b>52,094</b>	<b>68,556</b>	<b>-24%</b>
<b>CV Exports</b>	1,665	3,800	-56%	3,393	10,046	-66%
<b>Total CV</b>	<b>24,910</b>	<b>28,079</b>	<b>-11%</b>	<b>55,487</b>	<b>78,602</b>	<b>-29%</b>

Total MHCVs sales in FY21 including MHCV Truck, Buses and International Business stood at 13,168 units compared to 53,544 units in FY20.

### Domestic - Passenger Vehicles:

**Mr. Shailesh Chandra, President, Passenger Vehicles Business Unit, Tata Motors Ltd. said,** *“PV industry witnessed recovery in Q2FY21, supported by festive sales in some regions and continued benefit from pent-up demand across the country. In September 2020, wholesales were higher than retail ahead of the festive season. Despite challenges owing to rising Covid-19 cases across the country, supply-side has been progressively improving. Tata Motors PV business posted a wholesale of 54,794 units in Q2FY21, which is 112% growth as compared to Q2FY20. For September 2020, wholesale of 21,199 units was 163% higher than Sep 2019. This steep growth is attributed to increased demand for all our products in the “New Forever” range. The company also sold 924 EVs in Q2FY21, with an encouraging response received for Nexon EV.”*

Category	Sept '20	Sept '19	% Change	Q2 FY21	Q2 FY20	% Change
<b>Total PV</b>	<b>21,199</b>	<b>8,097</b>	<b>163%</b>	<b>54,794</b>	<b>25,898</b>	<b>112%</b>

-Ends-

#### Media Contact Information:

Tata Motors Corporate Communications:

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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>)



## Corrigendum

With reference to Tata Motors' Q2 FY21 sales press release, we would like to inform the below corrections made in the table stating PV sales. All other content remains the same.

Category	Sept '20	Sept '19	% Change	Q2 FY21	Q2 FY20	% Change
Total PV	21,199	8,097	<del>162%</del> 163%	54,794	<del>35,898</del> 25,898	112%

The updated press release is attached.

### **TATA MOTORS LIMITED**

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