



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 Avinash Kharkar
Asst. Vice President
Listing & Compliance

Date: March 1, 2017
SC - 15411

Dear Sirs,

Re: Press Release – Tata Motors Monthly sales February 2017

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 above subject, the content of which is self-explanatory.

This is for the information of the exchange and the members.

Yours Faithfully,
Tata Motors Limited

¹⁵⁸⁷ H K Sethna
Company Secretary

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TATA MOTORS LIMITED

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Tata Motors sales at 47,573 in February 2017

Mumbai, March 01, 2017: Tata Motors passenger and commercial vehicle total sales (including exports) in February 2017 were at 47,573 vehicles, higher by 2% over 46,674 vehicles sold in February 2016. The company's domestic sales of Tata commercial and passenger vehicles for February 2017 were at 42,679 nos., higher by 3%, over 41,532 nos., in February 2016. Cumulative sales (including exports) of the company for the fiscal was at 485,415 nos., higher by 6% over 458,648 vehicles, sold last year.

Domestic - Passenger Vehicles

In February 2017, Tata Motors passenger vehicles, in the domestic market, recorded sales at 12,272 nos., with a growth of 12%, over February 2016, due to continued strong demand for the Tata Tiago. The company has also received an encouraging response to its recently launched lifestyle UV, Tata Hexa.

Cumulative sales growth of all passenger vehicles in the domestic market for the fiscal were at 137,718 nos., a growth of 17%, compared to 117,560 nos., in the last fiscal.

Domestic - Commercial Vehicles

The overall commercial vehicles sales in February 2017, in the domestic market were at 30,407 nos. lower by 1% over February 2016.

The MHCV Cargo segment demand has picked up due to pre-buying on account of expected price increase led by BSIV implementation from 1st April. Overall sales of Tata Motors' M&HCV were at 15,031 nos. in February 2017, a growth of 1%, over February 2016. TML Bus sales continued to grow by 30% in February 2017, driven particularly by STU orders, supported by Intercity and Staff Application segments. Demand from schools is also gaining momentum.

Improved consumer sentiments, waning effect of demonetization and aggressive push by the market players has led to recovery of S&LCV segment volumes, this month. Sales of Tata Motors' Small & Light Commercial Vehicles were at 15,376 nos., in February 2016. Cumulative sales of commercial vehicles in the domestic market for the fiscal was flat at 289,335 nos. over last year.

Exports

The company's sales from exports was at 4,894 nos. in February 2017, a decline of 5% (owing to lower PV shipment) compared to 5,142 vehicles sold in February 2016. The cumulative sales from exports for the fiscal was at 58,362 nos., higher by 13%, over 51,679 nos., sold last year.

-Ends-

About Tata Motors:

Tata Motors Limited is India's largest automobile company, with consolidated revenues of INR 2,75,561 crores (USD 41.6 billion) in 2015-16. Through subsidiaries and associate companies, Tata Motors has operations in the UK, South Korea, Thailand, South Africa and Indonesia. Among them is Jaguar Land Rover, the business comprising the two iconic British brands. It also has an industrial joint venture with Fiat in India. With over 9 million Tata vehicles plying in India, Tata Motors is the country's market leader in commercial vehicles and among the top in passenger vehicles. Tata cars, buses and trucks are being marketed in several countries in Europe, Africa, the Middle East, South Asia, South East Asia, South America, Australia, CIS and Russia.

(www.tatamotors.com; also follow us on Twitter: <https://twitter.com/TataMotors>)

For more information, please contact:

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