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**

June 2, 2017
Sc – 15075

Dear Sirs,

### Re: Press Release – Tata Motors Monthly Sales May 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 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

H K Sethna
Company Secretary

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# Tata Motors sales at 38,361 units in May 2017; Passenger vehicles grew by 27%

- *Sales of Tata Motors passenger commercial vehicles (including M&HCV & IL&SCV passenger commercial vehicles), grew by 6% in May 2017, over the corresponding period last year*
- *Sales of Tata Motors SCV cargo grew by 10% over the corresponding period last year*

**Mumbai, June 02, 2017:** Tata Motors passenger and commercial vehicle total sales (including exports) in May 2017 were at 38,361 vehicles, lower by 4% over 40,123 vehicles sold in May 2016. The company's domestic sales of Tata Motors commercial and passenger vehicles for May 2017 were at 34,461 nos., lower by 3%, over 35,695 nos., in May 2016.

**Domestic - Passenger Vehicles**

In May 2017, Tata Motors passenger vehicles recorded sales at 10,855 nos. in the domestic market, a growth of 27%, over May 2016, due to continued strong demand for the Tata Tiago, the Tata Tigor and the Tata Hexa.

**Domestic - Commercial Vehicles**

The overall commercial vehicles sales in May 2017, in the domestic market were at 23,606 nos. lower by 13% over May 2016. The market continues to remain weak and the demand has still not picked up. There are early signs of retails of BS4 vehicles but it has still been slow.

Overall sales of Tata Motors' M&HCV trucks* were at 6,522 nos. in May 2017, a decline of 40%, over a very strong May 2016 base. The sale in M&HCV was affected primarily due to severe global supply constraints of Fuel Injection Pumps for BS4 engines. ILCV trucks were at 2,368 units, lower by 12% over 2,697 units sold last year in May, impacted by late supplies of Fuel Injector Systems. These issues are expected to be resolved on short notice with full capacity available as of July 2017.

Sale of Tata Motors' Small Cargo Vehicles, were at 10,572 nos. in May 2017, a growth of 10% over 9,645 units over May 2016. On the SCV and Pick-up segments, there is a strong sales recovery with full availability of BS4 products and good market response to new variants like Xenon Yodha and Ace Mega.

Tata Motors passenger commercial vehicles, inclusive of vehicles from all categories, continued to grow with a sale of 4,144 units; a growth of 6% in May 2017, over the corresponding period last year.

**Exports**

The company's sales from exports was at 3,900 nos. in May 2017, a decline of 12% compared to 4,428 vehicles sold in May 2016.  Retail drop of SCV in Sri Lanka after steep increase in import tariffs in late 2016, as well as fall in Nepal demand in the build up to their elections, has impacted April and May sales.

**Notes to Editors**

(*exclusive of MHCV buses, which is part of the Passenger Commercial Vehicles category)

-Ends-

**For more information, please contact:**

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