



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**

January 2, 2018  
Sc- 15323


Dear Sirs,

**Re: Press Release – Tata Motors Monthly Sales December 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 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 growing by 52% in December ends 2017 with strong Commercial and Passenger Vehicles sales performance**

**Key growth drivers: M&HCV (83%), ILCV (78%), SCV (60%) and Passenger Vehicles (31%)**

**Mumbai, January 2, 2018:**

Continuing its turnaround, Tata Motors today announced a strong sales performance for December 2017. The Commercial and Passenger Vehicles domestic sales in December 2017 was at 54,627 units as against 35,825 units in December 2016, a growth of 52%, due to the increasing demand for vehicles across segments, new product launches and strategic customer initiatives.

**Domestic - Commercial Vehicles**

Tata Motors' Commercial Vehicles domestic sales in December 2017 were at 40,447 units, a growth of 62% compared to 24,998 units in December 2016. The commercial sector has shown good recovery after the headwinds and regulatory challenges of last year. The steady production ramp-up of the new range of BS4 vehicles and continued uptick in sales in consumption-driven sectors have led the growth. The cumulative sales performance of Commercial Vehicles (April-December 2017) in domestic market was at 269,536 units, a growth of 17%, over last year and continues to grow month on month.

The M&HCV trucks segment continues its growth trend with robust sales at 15,828 units, higher by 83%, over last year. The ever-increasing positive customer response to the superior range of Tata Motors' BS4 vehicles complemented by the success of the company's innovative SCR technology led to this growth. Increased demand for the new tonnage vehicles, infrastructure development led by government funding and keen focus on customer requirements has helped reviving the M&HCV performance.

The I&LCV truck segment at 5,103 units grew by 78% over last year driven by consumption-led sectors like e-Commerce and the superior performance of new product introductions like the Ultra range of trucks.

The pickup segment sales was at 4,529 units, growth of 43% over last year as the Xenon Yodha and the Mega range continued to make inroads gaining wider acceptance and volumes across markets. The SCV sales at 10,576 units, witnessed a growth of 60% over last year at the back of strong response to Ace XL range. The commercial passenger carrier segment (including buses) sales at 4411 units also grew by 19% over last year.

**Domestic - Passenger Vehicles**

In December 2017, Tata Motors' Passenger Vehicles sales performance was at 14,180 units as against 10,827 units, a growth of 31% over last year. The company recorded the highest ever December sales for Passenger Vehicles since 2012 and the retail sales for this month was also the highest in last 6 years. Strong performance of Tiago, Tigor, Hexa and Nexon drove the growth momentum for Tata Motors. The UV-segment recorded a growth of 406% over last year on the back of strong demand of the newly launched Nexon and Hexa. Cumulative sales growth of Passenger Vehicles in the domestic market (April-Dec 2017) was at 129,229 units compared to 112,539 units, a growth of 15% over last year.

for immediate use

**PRESS RELEASE**

## Exports

The company's Commercial Vehicles sales from exports in December 2017 was at 6044 units, a growth of 26% over last year. This is also the highest sales achieved this year. Market shares for Commercial Vehicles International Business in all the key markets continue to remain strong and have further grown during this fiscal year.

-Ends-

### About Tata Motors:

Tata Motors Limited, a USD 42 billion organisation, is a leading global automobile manufacturer of cars, utility vehicles, buses, trucks and defence vehicles. As India's largest automobile company and part of the USD 100 billion Tata group, Tata Motors has operations in the UK, South Korea, Thailand, South Africa, and Indonesia through a strong global network of 76 subsidiary and associate companies, including Jaguar Land Rover in the UK and Tata Daewoo in South Korea. In India, Tata Motors has an industrial joint venture with Fiat. Engaged in engineering and automotive solutions, with a focus on future-readiness and a pipeline of tech-enabled products, Tata Motors is India's market leader in commercial vehicles and among the top in passenger vehicles with 9 million vehicles on Indian roads. The company's innovation efforts are focused on developing auto technologies that are sustainable as well as suited. With design and R&D centres located in India, the UK, Italy and Korea, Tata Motors strives to pioneer new products that fire the imagination of GenNext customers. Abroad, Tata cars, buses, and trucks are being marketed in Europe, Africa, the Middle East, South Asia, South East Asia, South America, Australia, CIS, and Russia.

To know more, please visit ([www.tatamotors.com](http://www.tatamotors.com)); follow us on Twitter: <https://twitter.com/TataMotors>)

### For more information, please contact:

Tata Motors Corporate Communications  
E-mail: [indiacorpcomm@tatamotors.com](mailto:indiacorpcomm@tatamotors.com)  
Tel: +91 22-66657613  
[www.tatamotors.com](http://www.tatamotors.com)