



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

National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor
Plot No.C/1, G Block
Bandra-Kurla Complex
Bandra (East), Mumbai 400 051
Kind Attn: Mr Avinash Kharkar
Asst. Vice President
Listing & Compliance

January 8, 2017
Sc - 15333

Dear Sirs,

Ref: ISIN: INE155A01022 – Ordinary Shares
IN9155A01020 – ‘A’ Ordinary Shares
Debt Securities on NSE & BSE

Re: Press Release - Jaguar Land Rover December and Full Calendar Year 2017 Sales

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed herewith is a Press Release issued by Jaguar Land Rover (UK), our wholly owned subsidiary, on the cited subject, contents of which are self-explanatory.

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

Yours Faithfully,
Tata Motors Limited


H K Sethia
Company Secretary

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8 January, 2018

JAGUAR LAND ROVER REPORTS DECEMBER AND FULL CALLENDAR YEAR 2017 SALES

	December 2017	% Change YOY	Oct – Dec 2017	% Change YOY	Jan – Dec 2017	% Change YOY
Jaguar Land Rover	55,697	0.6%	154,447	3.5%	621,109	6.5%
Jaguar	15,079	(7.8)%	41,103	(9.4)%	178,601	20.1%
Land Rover	40,618	4.1%	113,344	9.1%	442,508	1.8%

Despite tough conditions in some markets, Jaguar Land Rover achieved record global sales in 2017 with retails of 621,109 vehicles, up 6.5% on the prior year. Retail sales for the month of December were 55,697, up 0.6% and for the quarter were 154,447 vehicles, up 3.5%.

Retail sales in December were up in Overseas markets (19.0%) and in China (12.6%) but down in the UK (15.8%), US (9.2%) and Europe (4.6%), reflecting weaker market conditions in the UK and to a lesser extent the US.

Commenting on the full year, Andy Goss, Jaguar Land Rover Group Sales Operations Director said:

***“We have once again delivered year-on-year sales increases thanks to a world-class product range and new models such as the E-PACE and Velar, as well as China-specific models such as the XFL.*”**

“But we are facing tough times in key markets such as the UK where consumer confidence and diesel taxes will hit us.”

Jaguar retail sales were 15,079 vehicles in December, down 7.8% compared to December 2016 as solid sales of the long wheel base Jaguar XFL in China and the introduction of the E-PACE were more than offset by softer sales of XE and XJ.

Land Rover retailed 40,618 vehicles in December 2017, up 4.1% compared to December 2016, led by the introduction of the Range Rover Velar and the sales ramp up of the all new Discovery.

ENDS.

For more information, please visit www.newsroom.jaguarlandrover.com or contact:

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