

BSE Limited
First Floor, New Trading Ring
Rotunda Building, P J Towers
Dalal Street, Fort
Mumbai 400 001
Kind Attn: Mr Khushro A Ri

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

May 9, 2018 Sc - 15039

Dear Sirs.

Ref: ISIN: INE155A01022 - Ordinary Shares

IN9155A01020 - 'A' Ordinary Shares Debt Securities on NSE & BSE

Re: Press Release - Jaguar Land Rover April 2018 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

Company Secretary

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## NEW MODELS DRIVE JAGUAR LAND ROVER GROWTH IN APRIL

	April 2018	Change year-on- year	Jan – Apr 2018	Change year-on-year
Jaguar Land Rover	45,180	11.9%	217,889	(0.9)%
Jaguar	13,289	8.0%	63,220	(4.6)%
Land Rover	31,891	13.6%	154,669	0.7%

Whitley, UK, 9 May, 2018 – Jaguar Land Rover, the UK's largest automotive manufacturer, today reported total retail sales of 45,180 vehicles in April 2018, up 11,9% year-on-year. Sales were primarily driven by the introduction of new models including the Range Rover Velar (winner of the 2018 World Car Design of the Year award), Land Rover Discovery and the Jaguar E-PACE.

Retail sales for April were up significantly year-on-year in China (28.9%), the UK (25.9%), Overseas markets (21.3%) and North America (2.5%) but down in Europe (-10.2%), with continuing uncertainty over diesel in the UK and Europe.

Felix Brautigam, Jaguar Land Rover Chief Commercial Officer, said: "Retail sales in April reflect strong interest in our new models. Jaguar sales have been further boosted by the introduction of the exciting E-PACE compact SUV. There is also high demand for the new Jaguar I-PACE, the first all-electric performance SUV.

"In the month of its 70th anniversary, strong Land Rover retail sales were assisted by the completely refreshed Range Rover and Range Rover Sport line-up, including our plug-in hybrid option. Demand for the Range Rover Velar, the freshly crowned world car design of the year 2018, remains buoyant.

"It's pleasing to see a marked improvement in the UK. This is mainly due to two all-new models now being on the market but also an artificially low April 2017 caused by taxation changes. The legislative uncertainty around diesel and the resulting lower demand in the UK and Europe continue to have a negative impact on our business."

Jaguar retail sales were 13,289 vehicles in April, up 8.0% on April last year, thanks to the introduction of the E-PACE and supported by sales of the new long-wheelbase XEL from the company's joint venture in China. This success was partially offset by lower sales of the F-PACE and other models. The Jaguar I-PACE is now available to order with retail deliveries expected to begin this summer.





Land Rover retailed 31,891 vehicles in April, up 13.6% year on year. This was led by the introduction of the Velar and the new Discovery, partially offset by lower sales of the Evoque and Discovery Sport. Sales of the refreshed Range Rover and Range Rover Sport (including PHEVs) are still ramping up.

Jaguar Land Rover total retail sales for the calendar year-to-date were 217,889, down slightly year-on-year (-0.9%) reflecting the lower year-on-year retails in the first quarter (January-March 2018), primarily in UK and Europe.

## **ENDS**

## **About Jaguar Land Rover**

Jaguar Land Rover is the UK's largest automotive manufacturer, built around two iconic British car brands: Land Rover, the world's leading manufacturer of premium all-wheel-drive vehicles; and Jaguar, one of the world's premier luxury sports saloon and sports car marques.

We employ more than 43,000 people globally and support around 240,000 more through our retailer network, suppliers and local businesses. Manufacturing is centred in the UK, with additional plants in China, Brazil, Austria and Slovakia.

At Jaguar Land Rover, we are driven by a desire to deliver class-leading vehicles, which will provide experiences our customers will love, for life. Our products are in demand around the globe. In 2017 Jaguar Land Rover sold 621,109 vehicles in 130 countries, with more than 80 per cent of our vehicles being sold abroad.

Our innovation is continuous: we spent more than £4 billion last year on new product creation and capital expenditure.

From 2020 all new Jaguar Land Rover vehicles will be electrified, giving our customers even more choice. We will introduce a portfolio of electrified products across our model range, embracing fully electric, plug-in hybrid and mild hybrid vehicles as well as continuing to offer ultra-clean petrol and diesel engines.

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

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