



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 1, 2016  
Sc- 15081

Dear Sirs,

**Re: Press Release – Tata Motors Monthly sales May, 2016**

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, 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 sales for May 2016**

### **Key Highlights:**

- **M&HCV sales continued to grow at 23% in May 2016**
- **LCV grows by 6% in May 2016**
- **Tata Motors hatchback sales grew by 7%, due to strong demand for the recently launched Tiago**

**Mumbai, June 01, 2016:** Tata Motors continued to witness strong year-on-year growth in certain key segments, with the company's M&HCV and LCV sales, in domestic market, growing by 23% and 6% respectively. The company's total commercial and passenger vehicles sales (including exports) in May 2016 were at 40,071 vehicles, a growth of 1% over 39,496 vehicles sold in May 2015. The company's domestic sales of Tata commercial and passenger vehicles for May 2016 was at 35,643 nos., a growth of 2%, over May 2015.

Cumulative sales (including exports) for the company for the fiscal was at 79,453 nos., higher by 5% over 75,641 vehicles, sold last year.

### **Passenger Vehicles**

In May 2016, Tata Motors passenger vehicles, in domestic market, recorded a sale of 8,617 nos. a year-on-year decline of 23%, compared to 11,138 nos. sold in May 2015.

While the sales of passenger cars in May 2016 was lower by 15% at 7,787 nos., compared to 9,176 nos., in May 2015, Tata Motors hatchback sales grew by 7% at 5,643 units in May 2016, due to strong demand for the recently launched Tiago. UV sales declined by 58% at 830 nos., in May 2016, compared to 1,962 nos. sold in May 2015. Cumulative sales of all passenger vehicles in the domestic market for the fiscal are 19,112 nos., lower by 11% over last year.

### **Commercial Vehicles**

In the commercial vehicles, M&HCV sales, in domestic market, continued to show growth at 13,312 nos., higher by 23%, over May 2015. Light Commercial Vehicle sales also continued to grow at 13,714 nos., an increase of 6% over May 2015. The overall commercial vehicles sales for the company in May 2016 in the domestic market were at 27,026 nos., a growth of 14%, over May 2015.

Cumulative sales of commercial vehicles in the domestic market for the fiscal was 52,128 nos., higher by 14% over last year. Cumulative LCV sales is at 27,174 nos., an increase of 9% over last year, while M&HCV sales of 24,954 nos., was higher by 19%, over last year.

### **Exports**

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The company's sales from exports was at 4,428 nos., in May 2016, a decline of 5% compared to 4,678 vehicles sold in May 2015. The cumulative sales from exports for the fiscal was at 8,213 nos., lower by 3%, over 8,464 nos., sold last year.

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

**Issued by:**

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