



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

Date: February 1, 2017
SC - 15373

Dear Sirs,

Re: Press Release – Tata Motors Monthly sales January 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 above 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 sales at 46,349 in January 2017**Key Highlights:**

- **Tata Motors' Passenger vehicle segment grew by 21%, due to continued positive response for the Tata Tiago**
- **In M&HCVs, construction vehicles continued to grow at 26.5%**
- **The IM&HCV Bus segment witnessed a growth of 12%, driven particularly by Government/STU, intercity, staff application segments.**

Mumbai, February 01, 2017: Tata Motors passenger and commercial vehicle total sales (including exports) in January 2017 were at 46,349 vehicles, a decline of 1% over 47,035 vehicles sold in January 2016. The company's domestic sales of Tata commercial and passenger vehicles for January 2017 registered flat growth at 41,428 nos., over January 2016. Cumulative sales (including exports) of the company for the fiscal was at 4,37,842 nos., higher by 6% over 4,11,974 vehicles, sold last year.

Domestic - Passenger Vehicles

In January 2017, Tata Motors passenger vehicles, in the domestic market, recorded sales at 12,907 nos., with a growth of 21%, over January 2016, due to continued strong demand for the Tata Tiago. The company has also received an encouraging response to its recently launched lifestyle UV, Tata Hexa.

Cumulative sales growth of all passenger vehicles in the domestic market for the fiscal were at 1,25,446 nos., a growth of 18%, compared to 1,06,650 nos., in the last fiscal.

Domestic - Commercial Vehicles

The overall commercial vehicles sales in January 2017, in the domestic market were at 28,521 nos., lower by 7% over January 2016. The construct segment continued to grow strongly by 26.5% Y-o-Y, as road construction continues to drive demand, along with coal & iron ore mining also gaining momentum. IM&HCV Bus sales grew by 12%. The M&HCV segment is witnessing a surge in enquiry levels, after a weak Q3.

Cumulative sales of commercial vehicles in the domestic market for the fiscal was flat at 2,58,928 nos. over last year.

Exports

The company's sales from exports was at 4,921 nos. in January 2017, a decline of 13% compared to 5,637 vehicles sold in January 2016. The cumulative sales from exports for the fiscal was at 53,468 nos., higher by 15%, over 46,537 nos., sold last year.

-Ends-

About Tata Motors:

Tata Motors Limited is India's largest automobile company, with consolidated revenues of INR

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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; also follow us on Twitter: <https://twitter.com/TataMotors>)

For more information, please contact:

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