



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 Lokesh Bhandari
Senior Manager
Listing & Compliance

October 1, 2020
Sc no- 16128

Dear Sirs,

Sub: Press Release – Tata Motors Q2 FY21 Sales

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

HOSHANG
KEKI SETHNA
Hoshang K Sethna
Company Secretary

Digitally signed by
HOSHANG KEKI
SETHNA
Date: 2020.10.01
17:19:58 +05'30'

Encl: As attached

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 registered domestic sales of 1,06,888 units in Q2 FY21

Mumbai, October 1, 2020: Tata Motors Limited today announced its sales in the domestic & international market, for Q2 FY21, which stood at 1,10,379 vehicles, compared to 1,05,031 units during Q2 FY20.

Domestic Sales Performance:

Category	Sept '20	Sept '19	% Change	Q2 FY21	Q2 FY20	% Change
Total Domestic Sales	44,444	32,376	37%	1,06,888	94,454	13%

Domestic - Commercial Vehicles:

Mr. Girish Wagh, President, Commercial Vehicles Business Unit, Tata Motors Ltd. said, *“Tata Motors’ commercial vehicle domestic sales in Q2FY21 at 52,094 units was ~23% lower than Q2FY20. However, it was significantly higher than the previous quarter (Q1 FY21) on the back of gradually increasing demand and improving supply situation. In September’20, the sale at 23,245 units was 38% higher than last month while being 4.3% below September’19. Offtake was higher than retail, as we prepare for sequential improvement in retails in the coming months. Our BSVI products are receiving very good response from customers, as these deliver on the promise of better earnings potential across applications, along with enhanced comfort, connectivity and performance.*

Category	Sept '20	Sept '19	% change	Q2 FY21	Q2 FY20	% Change
M&HCV	4,606	5,082	-9%	9,137	15,887	-43%
I & LCV	3,339	3,528	-5%	6,829	9,847	-31%
Passenger Carriers	778	2,159	-64%	1,949	7,293	-73%
SCV cargo and pickup	14,522	13,510	7%	34,179	35,529	-4%
Total Domestic	23,245	24,279	-4%	52,094	68,556	-24%
CV Exports	1,665	3,800	-56%	3,393	10,046	-66%
Total CV	24,910	28,079	-11%	55,487	78,602	-29%

Total MHCVs sales in FY21 including MHCV Truck, Buses and International Business stood at 13,168 units compared to 53,544 units in FY20.

Domestic - Passenger Vehicles:

Mr. Shailesh Chandra, President, Passenger Vehicles Business Unit, Tata Motors Ltd. said, *“PV industry witnessed recovery in Q2FY21, supported by festive sales in some regions and continued benefit from pent-up demand across the country. In September 2020, wholesales were higher than retail ahead of the festive season. Despite challenges owing to rising Covid-19 cases across the country, supply-side has been progressively improving. Tata Motors PV business posted a wholesale of 54,794 units in Q2FY21, which is 112% growth as compared to Q2FY20. For September 2020, wholesale of 21,199 units was 163% higher than Sep 2019. This steep growth is attributed to increased demand for all our products in the “New Forever” range. The company also sold 924 EVs in Q2FY21, with an encouraging response received for Nexon EV.”*

Category	Sept '20	Sept '19	% Change	Q2 FY21	Q2 FY20	% Change
Total PV	21,199	8,097	162%	54,794	35,898	112%

-Ends-

Media Contact Information:

Tata Motors Corporate Communications:

+91 22-66657613 / indiacorpcomm@tatamotors.com

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