



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: October 1, 2016  
SC-15210

Dear Sirs,

**Re: Press Release – Tata Motors Monthly sales September, 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 Fort Mumbai 400 001  
Tel 91 22 6665 8282 Fax 91 22 6665 7799 [www.tatamotors.com](http://www.tatamotors.com)  
CINL28920MH1945PLC004520

## **Tata Motors records sales growth of 8% in September 2016**

### **Key Highlights:**

- **Export business grew by 29% on account of strong demand for Tata Motors commercial vehicles**
- **Passenger vehicles grew by 24% on the back of strong demand for Tiago**
- **LCV sales continued its growth momentum at 19% in September 2016**

**Mumbai, October 01, 2016:** Tata Motors passenger and commercial vehicle sales (including exports) in September 2016 were at 48,648 vehicles, a growth of 8%, over 45,215 vehicles sold in September 2015. The company's domestic sales of Tata commercial and passenger vehicles for September 2016 was at 42,961 nos., a growth of 5%, over September 2015. The company continued to witness year-on-year growth in certain key segments in September 2016, with the company's Export business growing by 29%, passenger car sales grew by 27% and LCVs continued to grow by 19%.

Cumulative sales (including exports) of the company for the fiscal was at 258,598 nos., higher by 7% over 242,562 vehicles, sold last year.

### **Passenger Vehicles**

In September 2016, Tata Motors passenger vehicles, in the domestic market, recorded a sale of 14,601 nos., growth of 24%, compared to 11,732 nos. sold in September 2015. The passenger car sales continued its growth momentum due to strong demand for the recently launched Tiago.

Cumulative sales growth of all passenger vehicles in the domestic market, were 72,665 nos., a growth of 12%, compared to 64,718 nos., in September 2015.

### **Commercial Vehicles**

The overall commercial vehicles sales in September 2016, in the domestic market were at 28,360 nos., lower by 2%, over September 2015. While the sales of Tata Motors Light Commercial Vehicles, continued to grow in the domestic market by 19%, over September 2015, M&HCV sales continued to be stressed due to subdued demand, with the slowdown of recent months continuing, as a result of postponement of replacement and fleet expansion.

Cumulative sales of commercial vehicles in the domestic market for the fiscal were at 154,464 nos., higher by 3% over last year.

### **Exports**

The company's sales from exports was at 5,687 nos., in September 2016, a growth of 29% compared to 4,402 vehicles sold in September 2015. The cumulative sales from exports for the fiscal was at 31,469 nos., higher by 12%, over 28,201 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>)

**For more information, please contact:**

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