



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

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

March 1, 2016
Sc- 15323

Dear Sirs,

Re: Tata Motors February, 2016 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 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

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Tel 91 22 6665 8282 Fax 91 22 6665 7799
www.tatamotors.com CIN L28920MH1945PLC004520

Tata Motors sales for February 2016 at 46,674 units

Key Highlights:

- **LCVs witnessed a growth of 10% in February 2016, bucking recent trends**
- **M&HCVs continued the strong growth of 22%, in February 2016**
- **Company's exports grew by 31% in February 2016**

Mumbai, March 01, 2016: Tata Motors continued to witness year-on-year growth in the M&HCV segment in February 2016, with a growth of 22%. Total sales of Tata Motors passenger and commercial vehicles (including exports) were at 46,674 vehicles, higher by 6%, over 44,233 vehicles, sold in February 2015. The domestic sale of Tata commercial and passenger vehicles for February 2016 were at 41,532 nos. higher by 3% over 40,322 vehicles sold in February 2015.

Cumulative sales (including exports) for the fiscal is at 458,654 nos., higher by 2% over 449,814 vehicles, sold last year.

Commercial Vehicles

In commercial vehicles, while M&HCV sales continued to grow at 14,872 nos., higher by 22%, over February 2015, the Light & Small Commercial Vehicle sales has witnessed growth at 15,698 nos., higher by 10% over February 2015. The overall commercial vehicles sales for Tata Motors in the domestic market at 30,570 nos., in February 2016, is an increase of 15%, compared to 26,555 nos., in February 2015. This significant increase, has been enabled by the growth in LCVs, supplementing the already prevailing M&HCV growth. This is the third consecutive month of growth in LCVs after many months, and if sustained, could see return of growth in this segment, albeit on a low base.

Cumulative sales of commercial vehicles in the domestic market for the fiscal are at 288,895 nos., higher by 1% over last year. Cumulative LCV sales are at 150,472 nos., a decline of 13% over last year, while M&HCV sales at 138,423 nos., were higher by 23%, over last year.

Passenger Vehicles

In February 2016, Tata Motors passenger vehicles sales were at 10,962 nos., a decline of 20%, compared to 13,767 nos. The wholesales of passenger cars in February 2016 were lower by 21% at 9,284 nos., compared to 11,805 nos., in February 2015 and the UV sales declined by 14% at 1,678 nos., in February 2016.

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Cumulative sales of all passenger vehicles in the domestic market for the fiscal are 118,080 nos., lower by 1% over last year.

Exports

The company's sales from exports were 5,142 nos., in February 2016, higher by 31% compared to 3,911 vehicles in February 2015. The cumulative sales from exports for the fiscal are at 51,679 nos., were higher by 16%, over 44,498 nos., sold last year.

-Ends-

About Tata Motors

Tata Motors Limited is India's largest automobile company, with consolidated revenues of INR 2,62,796 crores (USD 42.04 billion) in 2014-15. 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 8 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>)

Issued by:

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