



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 Hari K, Vice President

December 1, 2015
Sc- 15239

Dear Sirs,

Re: Tata Motors November, 2015 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

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 November 2015 at 38,918 units

Key Highlights:

- **M&HCVs continued to grow by 21% in November 2015**

Mumbai, December 01, 2015: Tata Motors continued to witness strong year-on-year growth in the M&HCV segment in November 2015, with a growth of 21%. Total sale of Tata Motors passenger and commercial vehicles (including exports) were at 38,918 vehicles, lower by 7%, over 41,720 vehicles, sold in November 2014. The domestic sale of Tata commercial and passenger vehicles for November 2015 were at 35,345 nos. lower by 6% over 37,427 vehicles sold in November 2014.

Cumulative sales (including exports) for the fiscal at 324,973 nos., higher by 3% over 314,505 vehicles, sold last year.

Passenger Vehicles

In November 2015, Tata Motors passenger vehicles recorded a year-on-year decline of 13%, with sales of 10,517 nos., compared to 12,021 nos.

While the overall sales of the passenger cars in November 2015 were lower by 11% at 9,172 nos., compared to 10,286 nos., in November 2014, the compact car segment (without sedan) witnessed a growth of 33% at 5,821 nos., in November 2015, compared to 4,376 nos., in November 2014. UV sales declined by 22% at 1,345 nos., in November 2015.

Cumulative sales of all passenger vehicles in the domestic market for the fiscal are 88,321 nos., higher by 10% over last year.

Commercial Vehicles

In commercial vehicles, M&HCV sales continued to grow at 11,524 nos., higher by 21%, over November 2014. The Light & Small Commercial Vehicle sales however continued to reflect industry decline and were at 13,304 nos., a decline of 16% over November 2014. These

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impacted the overall commercial vehicles sales for Tata Motors in the domestic market that were at 24,828 nos., in November 2015, a decline of 2%, over November 2014.

Cumulative sales of commercial vehicles in the domestic market for the fiscal are at 200,308 nos., were flat, over last year. Cumulative LCV sales are at 104,123 nos., a decline of 17% over last year, while M&HCV sales at 96,185 nos., were higher by 25%, over last year.

Exports

The company's sales from exports were 3,573 nos., in November 2015, lower by 17% compared to 4,293 vehicles in November 2014. The cumulative sales from exports for the fiscal are at 36,344 nos., were higher by 11%, over 32,668 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:

Ms. Minari Shah

Head – Corporate Communications

Tata Motors Limited

Phone: 00 91 22 66657289; E-Mail: minari@tatamotors.com

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