



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
Asst. Vice President
Listing & Compliance

December 8, 2016
Sc - 15291

Dear Sirs,

Ref: ISIN: INE155A01022 – Ordinary Shares
IN9155A01020 – ‘A’ Ordinary Shares
Debt Securities on NSE & BSE

Re: Press Release - Jaguar Land Rover November sales

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed herewith is a Press Release issued by Jaguar Land Rover (UK), our wholly owned subsidiary, on the above subject, contents of which are self-explanatory.

This is for the information of the exchange and the members.

Yours Faithfully,
Tata Motors Limited

H K Sethna
Company Secretary

Z:\New Folders\2016-17\Tata Motors\Stock Exchanges\SEBI (LODR) Reg., 2015\Reg. 30-Sales Reporting\Jaguar and Land Rover\November 2016\BSE-NSE-Letter-JLR-Sales-November 2016.doc

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



PRESS RELEASE

8 December 2016

JAGUAR LAND ROVER ACHIEVES STRONG GLOBAL SALES IN NOVEMBER

Whitley, UK: Jaguar Land Rover, the UK's leading manufacturer of premium luxury vehicles, today reported its best ever November retail sales of 47,588 vehicles, up 2% compared to November 2015.

The year-on-year growth in retail volumes was driven by strong sales of the new Jaguar XF (with the addition of the long wheel base XFL in China) and F-PACE as well as continuing solid sales of the Land Rover Discovery Sport and Range Rover Sport, offset partially by the run-out of Land Rover Discovery in advance of the all-new model in 2017.

Jaguar Land Rover delivered solid retail sales growth across the majority of key regions for November year on year, with China (up 42%) and North America (up 20%) partially offset by softer sales in the UK (down 13%), Europe (down 6%) and in other overseas markets, which include Russia and Brazil (down 25%). Jaguar Land Rover sold 527,937 vehicles in the first 11 months of 2016, 21% up on the same period in the prior year.

Commenting on the performance, Andy Goss, Jaguar Land Rover Group Sales Operations Director, said: "These are solid results underpinned by encouraging performance in China, where our sales are growing healthily in an incredibly competitive environment. Sales in our Land Rover brand have been affected by the run-out of the Land Rover Defender and the current Land Rover Discovery model, but our growing order bank for the New Discovery gives us confidence for 2017.

"Meanwhile, the Jaguar brand continues to show strong growth, primarily driven by XF and F-PACE which have inspired a new generation of customers to try the Jaguar experience."

Jaguar recorded its best November ever, with retail sales reaching 14,613 vehicles, up 83% compared to November last year, and driven by continuing strong sales of the new XF and the F-PACE. Calendar year-to-date sales for Jaguar were 132,381, up 75% year-on-year.

Land Rover recorded November sales of 32,975 vehicles, down 14% on November 2015, as continuing solid sales of the Land Rover Discovery Sport and Range Rover Sport were offset by lower volumes of the discontinued Land Rover Defender and outgoing Discovery. Calendar year-to-date sales for Land Rover reached 395,556 vehicles, 9% up on the prior year.

	November	% increase (decrease) YOY	Jan – November	% increase YOY	15/16 Financial Year	% increase YOY
Jaguar Land Rover	47,588	2	527,937	21	521,571	13
Jaguar	14,613	83	132,381	75	94,449	23
Land Rover	32,975	(14)	395,556	9	427,122	11

ENDS

Notes to editors:

- Jaguar Land Rover is the largest automotive manufacturer in Britain;
- Over the past five years, Jaguar Land Rover has doubled sales and employment, more than tripled turnover, and invested over £12 billion in new product creation and capital expenditure;
- With a balanced regional distribution of sales, in 2015, Jaguar Land Rover sold 487,065, up 5% year-on-year. Of that, Jaguar sold 83,986 vehicles and Land Rover sold 403,079 vehicles;
- Jaguar Land Rover will invest over £3 billion in its products and facilities in Fiscal 2015 /16;
- Jaguar Land Rover is one of the UK's largest exporters and generates over 80% of its revenue from exports.