



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: January 2, 2017
SC - 15328

Dear Sirs,

Re: Press Release – Tata Motors Monthly sales December 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

TKR H K Sethna
Company Secretary

Z:\New Folders\2016-17\Tata Motors\Stock Exchanges\SEBI (LODR) Reg., 2015\Reg. 30-Sales Reporting\Monthly\December, 2016\Letter-NSE-BSE-Monthlysales-Dec2016.docx

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 at 40,944 in December 2016; growth of 2%**Key Highlights:**

- Passenger vehicle segment grew by 35%, due to continued positive response for the Tata Tiago
- Exports continued to grow at 12% in December 2016, on account of strong demand for Tata Motors' commercial vehicles.
- Bus segment witnessed a growth of 59%, over last year, driven particularly by Government/STU, Intercity, Staff application segments.
- In M&HCVs, Construction vehicles grew by 22% Y-O-Y

Mumbai, January 02, 2017: Tata Motors passenger and commercial vehicle total sales (including exports) in December 2016 were at 40,944 vehicles, 2% growth over 39,973 vehicles sold in December 2015. The company's domestic sales of Tata commercial and passenger vehicles for December 2016 was at 35,825 nos., a growth of 1%, over December 2015. Cumulative sales (including exports) of the company for the fiscal was at 391,493 nos., higher by 7% over 364,939 vehicles, sold last year.

Domestic - Passenger Vehicles

In December 2016, Tata Motors passenger vehicles, in the domestic market, recorded sales at 10,827 nos., with a growth of 35%, over December 2015. The passenger car sales continued its growth momentum at 40%, due to strong demand for the Tata Tiago, with sales showing an increasing trend.

Cumulative sales growth of all passenger vehicles in the domestic market, this fiscal, were 112,539 nos., a growth of 17%, compared to 95,979 nos., in last fiscal.

Domestic - Commercial Vehicles

The overall commercial vehicles sales in December 2016, in the domestic market were at 24,998 nos., lower by 9% over December 2015. Market continues to remain under pressure due to the impact of demonetization, which was felt across segments, particularly in the long haul cargo segment.

However, the construct segment continued to grow strongly by 22% due to increase in road construction as contractors have started on ground execution of projects, the coal & iron ore mining segment is also gaining momentum. Bus sales grew by 59%, over last year. Cumulative sales of commercial vehicles in the domestic market for the fiscal were at 230,407 nos. higher by 1% over last year.

Exports

The company's sales from exports was at 5,119 nos. in December 2016, a growth of 12% compared to 4,557 vehicles sold in December 2015. The cumulative sales from exports for the fiscal was at 48,547 nos., higher by 19%, over 40,900 nos., sold last year.

-Ends-

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

CINL28920MH1945PLC004520

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; also follow us on Twitter: <https://twitter.com/TataMotors>)

For more information, please contact:

Tata Motors Corporate Communications

E-mail: indiacorpcomm@tatamotors.com

Tel: +91 22-66657613

www.tatamotors.com

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

CINL28920MH1945PLC004520