



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: November 1, 2016
SC - 15243

Dear Sirs,

Re: Press Release – Tata Motors Monthly sales October 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
CINL28920MH1945PLC004520

Mumbai: November 1, 2016

**~ Festive season delight for Tata Motors ~
Records a growth of 21% in October 2016**

Key Highlights:

- **Passenger Vehicles business recorded highest sales in the last four years with over 28% growth, due to strong demand in festive season**
- **Tata Tiago continues to receive positive response with retails showing increasing trend**
- **Commercial Vehicles business records highest sales this year with growth of 15%**
- **MHCV sales recovered to grow by 9% in October after 4 months of negative growth.**
- **LSCV strongly continued the growth trend in FY17 with a growth of 21% vs last year, owing to strong festive demand**
- **Export business growth bolstered by 39% led by strong demand for Tata Motors commercial vehicles**

Tata Motors passenger and commercial vehicle total sales (including exports) in October 2016 were at 52,813 vehicles, a growth of 21%, over 43,486 vehicles sold in October 2015. The company's domestic sales of Tata commercial and passenger vehicles for October 2016 was at 46,480 nos., a growth of 19%, over October 2015. Cumulative sales (including exports) of the company for the fiscal was at 311,629 nos., higher by 9% over 286,048 vehicles, sold last year.

The company continued to witness year-on-year growth in certain key segments in October 2016, with the company's passenger vehicles growing by 28%, recording highest sales in last 4 years. The Company's Commercial Vehicles business recorded the highest sales in this year, grew by 15% and LCVs continued to grow by 21%, due to strong demand in festive season. The MHCV sales reversed the trend and grew by 9% after four months of decline. The Export business grew by 39% on account of strong demand for Tata Motors' commercial vehicles.

Domestic - Passenger Vehicles

In October 2016, Tata Motors passenger vehicles, in the domestic market, recorded highest sales in the last four years at 16,311 nos., with a growth of 28%, compared to 12,747 nos., sold in October 2015. The passenger car sales continued its growth momentum due to strong demand for the recently launched Tata Tiago with retails showing an increasing trend.

Cumulative sales growth of all passenger vehicles in the domestic market, were 88,976 nos., a growth of 15%, compared to 77,465 nos., in October 2015.

Domestic - Commercial Vehicles

The Commercial Vehicles domestic business recorded highest sales this year, in October 2016, in the domestic market with a growth of 15%, at 30,169 nos., compared to October 2015. While the sales of Light Commercial Vehicles, continued to grow strongly in the domestic market by 21% over October 2015, M&HCV sales saw a strong recovery and grew by 9% in October 2016 after four months of decline from June 2016. MHCV demand saw an improvement across various sectors including construction, auto logistics, cement, petroleum products and FMCG / consumer durables segments.

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Cumulative sales of commercial vehicles in the domestic market for the fiscal were at 184,851 nos., higher by 5% over last year.

Exports

The company's sales from exports was at 6,333 nos., in October 2016, a growth of 39% compared to 4,569 vehicles sold in October 2015. The cumulative sales from exports for the fiscal was at 37,802 nos., higher by 15%, over 32,770 nos., sold last year.

-Ends-

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:

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