



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 Lokesh Bhandari
Senior Manager
Listing & Compliance

January 1, 2020
Sc no- 15807

Dear Sirs,

Re: Press Release – Tata Motors Monthly Sales December 2019

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 captioned subject, the content of which is self-explanatory.

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

Yours faithfully,
Tata Motors Limited

Hoshang K Sethna
Company Secretary

TATA MOTORS LIMITED

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

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PRESS RELEASE

Tata Motors registered domestic sales of 44,254 units in December 2019

Ready for an exciting product offensive as we transition to BSVI

Mumbai, January 1, 2020: Tata Motors Limited today announced its sales in the domestic & international market, for the month of December 2019, which stood at 46,903 vehicles, compared to 54,439 units during December 2018.

Domestic Sales Performance:

	Dec '19	Dec '18	% Change	FY20	FY19	% Change
Total Domestic Sales	44,254	50,440	-12%	347,796	497,972	-30%

Domestic - Commercial Vehicles:

Mr. Girish Wagh, President, Commercial Vehicles Business Unit, Tata Motors Ltd. said, "Retail was higher than offtake by ~13% in December, with further stock reduction, as we move closer to BSVI transition. Overall sales continued to grow for second month in a row, with Medium and Heavy Commercial vehicle sale being higher than November'19 by 15% after posting a ~23% growth last month. Enquiries continued to increase gradually, with fleet owners realizing the economic benefits of replacement of their older vehicles now. Increasing enquiries and lower stocks augur well for future volumes and realisation, early indication of which can be seen in December.

Category	Dec'19	Dec'18	% change	FY20	FY19	% Change
M&HCV	6,957	11,506	-40%	60,231	111,647	-46%
I&LCV	4,290	4,846	-11%	33,733	40,250	-16%
SCV & Pick up	16,929	16,367	3%	1,25,582	1,50,727	-17%
Passenger Carriers	3,293	3,461	-5%	29,053	38,951	-25%
Total Domestic	31,469	36,180	-13%	2,48,599	3,41,575	-27%
CV Exports	2,613	3,835	-32%	23,032	39,609	-42%
Total CV	34,082	40,015	-15%	2,71,631	3,81,184	-29%

Total MHCVs sales in December including MHCV Truck, Buses and International Business stood at 9,657 units compared to 14,374 units last year.

Domestic - Passenger Vehicles:

Mr. Mayank Pareek, President, Passenger Vehicles Business Unit, Tata Motors Ltd. said, "Our focus in December has been to drive retail and minimise the network stock in order to facilitate a smooth transition to BSVI. Our marketing campaigns and attractive consumer schemes resulted in the highest retail sales this fiscal. December retail was 83% higher than the off-take and the dealer network stock has been reduced to lowest ever level. Having almost completed our planned production and despatches of BS IV, we will start moving to BS VI production and despatches from January and step up our volumes in the coming months.

We unveiled our first premium hatchback 'Altroz' and Nexon EV and received an overwhelming response. We are gearing up for their market launch now. We are marching into the new year with an exciting product pipeline. We expect a gradual improvement in consumer sentiments and are well positioned to leverage the same"

Category	Dec '19	Dec '18	% Change	FY20	FY19	% Change
Total PV	12,785	14,260	-10%	99,197	156,397	-37%

Media Contact Information:

Tata Motors Corporate Communications:
+91 22-66657613 / indiacorpcomm@tatamotors.com

To know more, please visit (www.tatamotors.com); also follow us on Twitter: <https://twitter.com/TataMotors>)

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PRESS RELEASE

-Ends-

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