

## TATA MOTORS' FLASH FIGURES FOR FEBRUARY 2019

### PRODUCTION

| Category     | Feb-19        | Feb-18        | Feb-17        | 2018-19        | 2017-18        | 2017-16        |
|--------------|---------------|---------------|---------------|----------------|----------------|----------------|
| M& HCV       | 16,529        | 18,815        | 13,590        | 202,265        | 139,671        | 151,583        |
| LCV          | 22,725        | 23,612        | 17,206        | 254,658        | 200,711        | 181,365        |
| UTILITY      | 7,438         | 6,715         | 2,256         | 69,285         | 47,314         | 17,523         |
| CARS         | 10,184        | 11,132        | 12,837        | 122,348        | 120,109        | 123,160        |
| <b>TOTAL</b> | <b>56,876</b> | <b>60,274</b> | <b>45,889</b> | <b>648,556</b> | <b>507,805</b> | <b>473,631</b> |

### SALES

#### A. For the month

|              | Domestic      |               |               | Exports      |              |              | Total         |               |               |
|--------------|---------------|---------------|---------------|--------------|--------------|--------------|---------------|---------------|---------------|
| Category     | Feb-19        | Feb-18        | Feb-17        | Feb-19       | Feb-18       | Feb-17       | Feb-19        | Feb-18        | Feb-17        |
| M& HCV       | 16,306        | 18,944        | 15,031        | 1,662        | 1,762        | 2,352        | 17,968        | 20,706        | 17,383        |
| LCV          | 22,805        | 22,278        | 15,376        | 1,109        | 2,692        | 2,383        | 23,914        | 24,970        | 17,759        |
| UTILITY      | 7,726         | 6,118         | 2,305         | 117          | 275          | 27           | 7,843         | 6,393         | 2,332         |
| CARS         | 10,384        | 11,653        | 9,967         | 42           | 39           | 133          | 10,426        | 11,692        | 10,100        |
| <b>TOTAL</b> | <b>57,221</b> | <b>58,993</b> | <b>42,679</b> | <b>2,930</b> | <b>4,768</b> | <b>4,895</b> | <b>60,151</b> | <b>63,761</b> | <b>47,574</b> |

#### B. For the year

|              | Domestic       |                |                | Exports       |               |               | Total          |                |                |
|--------------|----------------|----------------|----------------|---------------|---------------|---------------|----------------|----------------|----------------|
| Category     | 2018-19        | 2017-18        | 2016-17        | 2018-19       | 2017-18       | 2016-17       | 2018-19        | 2017-18        | 2016-17        |
| M& HCV       | 174,579        | 146,757        | 131,253        | 26,566        | 19,289        | 23,764        | 201,145        | 166,046        | 155,017        |
| LCV          | 243,196        | 203,404        | 157,844        | 18,900        | 24,366        | 30,875        | 262,096        | 227,770        | 188,719        |
| UTILITY      | 69,741         | 44,138         | 16,251         | 1,119         | 1,025         | 1,395         | 70,860         | 45,163         | 17,646         |
| CARS         | 122,592        | 122,917        | 121,467        | 569           | 1,003         | 2,329         | 123,161        | 123,920        | 123,796        |
| <b>TOTAL</b> | <b>610,108</b> | <b>517,216</b> | <b>426,815</b> | <b>47,154</b> | <b>45,683</b> | <b>58,363</b> | <b>657,262</b> | <b>562,899</b> | <b>485,178</b> |