

## TATA MOTORS' FLASH FIGURES FOR MAY 2017

### PRODUCTION

| Category     | May-17        | May-16        | May-15        | 2017-18       | 2016-17       | 2015-16       |
|--------------|---------------|---------------|---------------|---------------|---------------|---------------|
| M& HCV       | 3,742         | 16,206        | 13,714        | 7,674         | 31,393        | 25,970        |
| LCV          | 13,447        | 15,454        | 14,702        | 25,458        | 32,370        | 30,947        |
| UTILITY      | 1,635         | 615           | 1,409         | 3,299         | 2,006         | 3,324         |
| CARS         | 10,970        | 5,441         | 8,351         | 20,537        | 12,984        | 17,308        |
| <b>TOTAL</b> | <b>29,794</b> | <b>37,716</b> | <b>38,176</b> | <b>56,968</b> | <b>78,753</b> | <b>77,549</b> |

### SALES

#### A. For the month

|              | Domestic      |               |               | Exports      |              |              | Total         |               |               |
|--------------|---------------|---------------|---------------|--------------|--------------|--------------|---------------|---------------|---------------|
| Category     | May-17        | May-16        | May-15        | May-17       | May-16       | May-15       | May-17        | May-16        | May-15        |
| M& HCV       | 8,361         | 13,312        | 10,788        | 1,925        | 1,964        | 1,511        | 10,286        | 15,276        | 12,299        |
| LCV          | 15,245        | 13,714        | 12,892        | 1,886        | 2,246        | 3,003        | 17,131        | 15,960        | 15,895        |
| UTILITY      | 1,061         | 830           | 1,962         | 43           | 80           | 17           | 1,104         | 910           | 1,979         |
| CARS         | 9,794         | 7,787         | 9,176         | 46           | 138          | 147          | 9,840         | 7,925         | 9,323         |
| <b>TOTAL</b> | <b>34,461</b> | <b>35,643</b> | <b>34,818</b> | <b>3,900</b> | <b>4,428</b> | <b>4,678</b> | <b>38,361</b> | <b>40,071</b> | <b>39,496</b> |

#### B. For the year

|              | Domestic      |               |               | Exports      |              |              | Total         |               |               |
|--------------|---------------|---------------|---------------|--------------|--------------|--------------|---------------|---------------|---------------|
| Category     | 2017-18       | 2016-17       | 2015-16       | 2017-18      | 2016-17      | 2015-16      | 2017-18       | 2016-17       | 2015-16       |
| M& HCV       | 13,014        | 24,954        | 20,967        | 3,187        | 3,439        | 2,744        | 16,201        | 28,393        | 23,711        |
| LCV          | 26,609        | 27,174        | 24,842        | 2,649        | 4,235        | 5,430        | 29,258        | 31,409        | 30,272        |
| UTILITY      | 2,668         | 2,219         | 3,267         | 63           | 232          | 63           | 2,731         | 2,451         | 3,330         |
| CARS         | 21,014        | 16,893        | 18,101        | 123          | 307          | 227          | 21,137        | 17,200        | 18,328        |
| <b>TOTAL</b> | <b>63,305</b> | <b>71,240</b> | <b>67,177</b> | <b>6,022</b> | <b>8,213</b> | <b>8,464</b> | <b>69,327</b> | <b>79,453</b> | <b>75,641</b> |