

Tata Motors and Castrol announce global strategic partnership



Mumbai, January 5 2017:

Tata Motors and Castrol today announced the signing of a three-year strategic partnership agreement for supply of Commercial Vehicle Oils to Tata Motors globally.

The agreement will cover over 50 markets including SAARC and ASEAN region, Middle East, Africa, Russia and Latin America. As Tata Motors expand their international footprint, Castrol with its established presence in these markets, will support Tata Motors' channel partners with high quality products and services to enhance their market share and profitability.

Tata Motors is a key strategic global account for Castrol and this new agreement is a step forward in the partnership which goes back three decades, starting in India where Tata Motors is the largest commercial vehicle manufacturer. As a preferred partner of Tata Motors, Castrol will work closely with the Tata team to co-engineer products suited to meet specific requirements of new engine technology and environment regulations.

Commenting on the agreement, Guenter Butschek – CEO and Managing Director, Tata Motors Limited, said: "Tata Motors has had a long and enduring partnership with Castrol in India, delivering exceptional products and outstanding service for our customers. We are delighted to extend this partnership to a global level and look forward to leveraging our complementary strengths to offer our channel partners high quality support."

Mandhir Singh, CEO, BP Lubricants, said: "Tata Motors is a valued key global strategic account for Castrol and we are excited about extending our relationship to global markets. As Tata Motors explores new markets, we are committed to supporting them with our pioneering technology products, superior service offers and expertise in retail marketing and promotion, to add value to this partnership."

**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>)

About Castrol

Castrol, one of the world's leading lubricant brands, has a proud heritage of innovation and fuelling the dreams of pioneers. Our passion for performance, combined with a philosophy of working in partnership, has enabled Castrol to develop lubricants and greases that have been at the heart of numerous technological feats on land, air, sea and space for over 100 years.

Castrol is part of the BP group and serves customers and consumers in the automotive, marine, industrial and energy sectors. Our branded products are recognized globally for innovation and high performance through our commitment to premium quality and cutting-edge technology. To find out more about Castrol please visit www.castrol.co.in

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