



## INVESTOR UPDATE

### JAGUAR LAND ROVER RETAIL SALES CONTINUE TO RECOVER IN JULY AND AUGUST WITH STRONG YEAR-ON-YEAR GROWTH IN THE UK

**Whitley, UK, 9 September 2020** – Jaguar Land Rover retail sales totaled 36,421 in July and 28,887 vehicles in the seasonally lower month of August. Although down year-on-year 4.0% and 15.5% respectively, both months represent further recovery from Q1 FY21 when sales were down 42.4% with June down 24.9%. Notably UK retail sales in July and August were up significantly year-on-year, 29.1% and 14.3% respectively. The further recovery in July and August from the year-on-year decreases in Q1 FY21 and/or June can also be seen in the regions.

|                          | JUNE 2020     |                | Q1 FY21       |                | JULY 2020     |               | AUGUST 2020   |                |
|--------------------------|---------------|----------------|---------------|----------------|---------------|---------------|---------------|----------------|
|                          | SALES         | CHANGE YOY     | SALES         | CHANGE YOY     | SALES         | CHANGE YOY    | SALES         | CHANGE YOY     |
| UK                       | 6,516         | (31.8%)        | 8,252         | (69.5%)        | 8,666         | 29.1%         | 3,098         | 14.3%          |
| NORTH AMERICA            | 9,890         | 2.2%           | 20,833        | (32.1%)        | 8,433         | (10.4%)       | 8,180         | (16.8%)        |
| EUROPE                   | 5,217         | (52.5%)        | 11,527        | (59.1%)        | 7,559         | 1.6%          | 5,186         | (25.2%)        |
| CHINA                    | 8,830         | (7.4%)         | 23,726        | (2.5%)         | 7,719         | (10.9%)       | 8,187         | (6.8%)         |
| OVERSEAS                 | 4,881         | (33.1%)        | 9,729         | (46.9%)        | 4,044         | (29.3%)       | 4,236         | (28.4%)        |
| <b>JAGUAR LAND ROVER</b> | <b>35,334</b> | <b>(24.9%)</b> | <b>74,067</b> | <b>(42.4%)</b> | <b>36,421</b> | <b>(4.0%)</b> | <b>28,887</b> | <b>(15.5%)</b> |

Jaguar Land Rover ordinarily reports sales quarterly in line with the latest industry practice but is providing this sales update given strong investor interest to understand how the restart of the business is progressing following the temporary plant shutdowns in response to Covid-19.

**ENDS**