



FIRST QUARTER SALES REMAIN CONSTRAINED BY SEMICONDUCTOR SHORTAGES CUSTOMER ORDER BOOK GROWS TO A RECORD 200K UNITS

- Retail sales in the quarter flat vs Q4 as renewed Covid-19 lockdowns in China restricted local production and forced the temporary closure of some dealers
- Record order book reflects strong demand for New Range Rover, New Range Rover Sport and Defender in particular
- Continue to expect sales to improve over the remainder of the financial year as chip supply gradually improves

Gaydon, UK, 07 July 2022 – Jaguar Land Rover today reported sales volumes for the three-month period to 30 June 2022. Despite a record order book, sales continue to be constrained by the global chip shortage, compounded by the run out of the prior model Range Rover Sport, with deliveries just starting, and the impact of Covid lockdowns in China.

Retail sales for the quarter ending 30 June 2022 were 78,825 vehicles, broadly flat (183 units lower) compared with the previous quarter ending 31 March 2022 and down 37% (46k units) from the quarter a year ago ending 30 June 2021. Compared to the prior quarter, retails were higher in UK (+10%) and Europe (+49%) but were lower in China (-5%), North America (-30%) and Overseas (-10%) reflecting the transition to new models and delivery times to these markets.

Wholesale volumes were 71,815 units in the period (excluding our China Joint Venture), down 6% compared to the previous quarter ending 31 March 2022.

The Company continues to see strong demand for its products, with global retail orders again setting new records in the quarter. As at the 30 June 2022, the total order book has grown to almost 200,000 units, up around 32,000 orders from the 31 March 2022. Demand for the New Range Rover, New Range Rover Sport and Defender are particularly strong with over 62,000, 20,000 and 46,000 orders respectively.

Jaguar Land Rover expects to report unaudited results for the 3 months ending 30 June 2022 in late July.



Q1 retail sales summary:

Q1
Apr - June 2022

	Units	QoQ % change	YoY % change
Jaguar Land Rover	78,825	0%	(37)%
Jaguar	15,207	4%	(48)%
Land Rover	63,618	(1)%	(33)%

ENDS

Notes to Editors

About Jaguar Land Rover: Reimagining the future of modern luxury by design

Jaguar Land Rover is reimagining the future of modern luxury by design through its distinct, British brands.

Our current model range embraces fully electric, plug-in hybrid and mild-hybrid vehicles, as well as the latest diesel and petrol engines. Our class-leading Jaguars and Land Rovers are in demand around the world and in Fiscal 2021/22 we sold 376,381 vehicles in 123 countries. Land Rover is the global leader of luxury SUVs through its three families of Range Rover, Discovery and Defender. Jaguar is the first ever brand to offer a premium all-electric performance SUV, the Jaguar I-PACE

At heart we are a British company, with two major design and engineering sites, three vehicle manufacturing facilities, an Engine Manufacturing Centre and a Battery Assembly Centre in the UK. We also have vehicle plants in China, Brazil, India, Austria and Slovakia. Three of our seven technology hubs are in the UK – Manchester, Warwick (NAIC) and London – with additional sites in Shannon, Ireland, Portland, USA, Budapest, Hungary and Shanghai, China.

Central to our Reimagine strategy is the electrification of both the Land Rover and Jaguar brands with two clear, distinct personalities. All Jaguar and Land Rover nameplates will be available in pure electric form by the end of the decade. This marks the start of the company's journey to become a net zero carbon business across its supply chain, products and operations by 2039.

To help the company meet this objective, Jaguar Land Rover has committed to reducing greenhouse gas emissions across its operations by 46 per cent, and across its value chains by 54 per cent, by 2030. The goals, which are approved by the Science Based Targets initiative (SBTi), confirm the company's pathway to a 1.5°C emissions reduction in line with the Paris Agreement.

As a wholly owned subsidiary of Tata Motors since 2008, Jaguar Land Rover has unrivalled access to leading global players in technology and sustainability within the wider Tata Group.

MEDIA INFORMATION



Jaguar Land Rover PR social channels:

Twitter: [@jaguarlandrover](https://twitter.com/jaguarlandrover)

LinkedIn: [@JaguarLandRover](https://www.linkedin.com/company/jaguarlandrover)

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