

JLR SALES CONTINUE TO INCREASE YEAR ON YEAR IN FIRST QUARTER

- Wholesales in Q1 FY24 were 93,253 units, up 30% vs. Q1 FY23 (wholesales exclude China JV)
- Retail sales in Q1 FY24 were 101,994, up 29% vs. Q1 FY23
- Order book remains strong at 185,000 units, reflecting strong client demand
- Demand for Range Rover, Range Rover Sport and Defender continues to be particularly strong, with retail sales up significantly vs. Q1 FY23 and representing 76% of the order book

Gaydon, UK, 07 July 2023 – JLR today reported increased sales for the first quarter of FY24 (three-month period to 30 June 2023) compared to a year ago, reflecting continuing improvement in chip and other supply constraints.

Wholesale volumes for the first quarter were 93,253 units (excluding the Chery Jaguar Land Rover China JV), up 30% compared to the same quarter a year ago. Wholesales were slightly lower (down 1%) compared to the prior quarter ending 31 March 2023 reflecting shipping schedules, while production was up quarter on quarter.

Retail sales for the first quarter were 101,994 units (including the Chery Jaguar Land Rover China JV), up 29% compared to the same quarter a year ago. Retail sales were broadly flat (down 1%) compared to the prior quarter ending 31 March 2023. Compared to the prior year, retail volumes were higher in the Overseas (up 83%), North America (up 42%), China (up 40%) and UK (up 6%) regions while flat in Europe (0%). By model, retail sales of our three most profitable models were up significantly compared to the same quarter a year ago with Range Rover up 199%, Range Rover Sport up 42% and Defender up 90%.

The order book remained strong with over 185,000 client orders at quarter end, reducing from 200,000 at 31 March 2023 in line with expectations, as chip and other supply constraints continue to improve. Range Rover, Range Rover Sport and Defender demand remains particularly strong, representing 76% of the order book.

JLR will report full financial results for Q1 later in July. Based on preliminary cash balances, JLR expects to report positive free cash flow of over £400 million in the quarter.

Additional volume detail is available on the Investor Relations pages of our website (<https://www.jaguarlandrover.com/investor-relations>).

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Notes to Editors

Jaguar Land Rover's *Reimagine* strategy is delivering a sustainability-rich vision of modern luxury by design.

We are transforming our business to become carbon net zero across our supply chain, products, and operations by 2039. We have set a roadmap to reduce emissions across our own operations and value chains by 2030 through approved, science-based targets. Electrification is central to this strategy and before the end of the decade our Range Rover, Discovery, Defender collections will each have a pure electric model, while Jaguar will be entirely electric.

At heart we are a British company, with two 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 (a joint venture), Slovakia, Austria (contract manufacturing with Magna Steyr), India (contract manufacturing with Tata Motors Ltd) and Brazil, as well as seven technology hubs across the globe.

Jaguar Land Rover is a wholly owned subsidiary of Tata Motors Limited, part of Tata Sons.