

## VOLUMES IN LINE WITH JLR'S EXPECTATIONS IN CHALLENGING FIRST QUARTER

- Wholesales in Q1 FY26 were 87,286 units, down 10.7% vs. Q1 FY25
- Retail sales in Q1 FY26 were 94,420 units, down 15.1% vs. Q1 FY25
- Planned wind down of legacy Jaguar models and US tariffs impacted volumes as expected
- Range Rover, Range Rover Sport and Defender model mix at 77.2% of total wholesale volumes in Q1 FY26, up from 66.3% in prior quarter and 67.8% year-on-year

**Gaydon, UK, 07 July 2025** – JLR today reports its wholesale and retail sales for the first quarter of FY26 (three-months to 30 June 2025). Volumes reduced, in line with the company's expectations, following a challenging quarter. This largely reflects the planned wind down of legacy Jaguar models<sup>1</sup> ahead of the launch of new Jaguar, and a pause in shipments to the US during April 2025 following the introduction of US import tariffs.

Wholesale volumes for the first quarter were 87,286 units (excluding the Chery Jaguar Land Rover China JV), down 10.7% year-on-year and down 21.7% compared to Q4 FY25. Compared to the prior year, wholesale volumes for the first quarter were up in MENA<sup>2</sup> (20.5%), Overseas (4.6%) and China (1.0%), and down in North America (-12.2%), Europe (-13.6%) and the UK (-25.5%); the UK was most impacted by the planned cessation of the legacy Jaguar models.

Retail sales for the first quarter of 94,420 units (including the Chery Jaguar Land Rover China JV) were down 15.1% year-on-year and down 12.8% compared to Q4 FY25.

The overall mix of Range Rover, Range Rover Sport and Defender models was 77.2% of total wholesale volumes in Q1 FY26, up from 66.3% in the prior quarter and 67.8% year-on-year, reflecting the prioritisation of JLR's most profitable models.

JLR will report its full financial results for Q1 FY26 in August 2025.

**ENDS**

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

<sup>1</sup> As part of the transformation of Jaguar to a new portfolio of electric vehicles, production of Jaguar XE, XF and F-TYPE, produced at Castle Bromwich in the UK, ended in May 2024, while I-PACE and E-PACE, produced in Austria, ended in December 2024.

<sup>2</sup> MENA now reported as separate market from FY26 (previously included within Overseas)

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## Notes to Editors

### About JLR

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

We are transforming our business with the aim 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 and 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 electric propulsion manufacturing centre, and a battery assembly centre in the UK. We also have vehicle plants in China (joint venture), Slovakia, India, and Brazil, as well as seven technology hubs across the globe. JLR is a wholly owned subsidiary of Tata Motors Limited, part of Tata Sons.