

JLR REPORTS STABLE Q2 RETAIL SALES

- Retail sales in Q2 FY25 were 103,108 units, down 3% vs Q2 FY24
- Production in Q2 FY25 was restricted to c.86,000 units, down 7% compared to c.93,000 units in Q2 FY24, as a result of aluminium supply disruptions reported in Q1 FY25
- Wholesales in Q2 FY25 were 87,303 units, down 10% vs Q2 FY24
- Production and wholesale volumes are expected to recover strongly in the second half of the year

Gaydon, UK, 7 October 2024 – Retail sales of 103,108 units in the second quarter (including the Chery Jaguar Land Rover China JV) were down 3% compared to the same quarter a year ago. Retail sales for the first six months of the financial year were 214,288 units, up 3% year-on-year. Compared to the prior year, retail sales in the quarter were up 29% in the UK, up 9% in North America, down 22% in Europe, down 17% in China and down 6% Overseas.

JLR production in the quarter was restricted to c.86,000 units, down 7% compared to the same quarter a year ago, as a result of supply disruptions from a key high-grade aluminium supplier that affected multiple OEMS.

Wholesale volumes of 87,303 units in the second quarter of the financial year (excluding the Chery Jaguar Land Rover China JV) were down 10% compared to the same quarter a year ago due to restricted aluminium supplies. In addition, at the end of September, a temporary hold was placed on c.6,500 vehicles, largely in the UK and Europe, to allow additional quality control checks to be performed. These vehicles will be wholesaled in the second half of the year.

The overall mix of the most profitable Range Rover, Range Rover Sport and Defender models was 67% of total wholesale volumes.

We expect both production and wholesale volumes to pick up strongly in the second half of the financial year as the aluminium supply situation normalises.

JLR will report full financial results for Q2 FY25 in early November.

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

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Notes to Editors

JLR'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 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 (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.

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