

JLR REPORTS STRONG WHOLESALLES GROWTH IN THIRD QUARTER

- Wholesales in Q3 FY25 were 104,427 units, up 3% vs. Q3 FY24 and up 20% vs. Q2 FY25
- Wholesale volumes for JLR's three best-selling models for Q3 FY25 were up 22% for Range Rover, up 17% for Range Rover Sport, and up 13% for Defender, compared to Q3 FY24
- Retail sales in Q3 FY25 were 106,334 units, down 3% vs. Q3 FY24 and up 3% vs. Q2 FY25

Gaydon, UK, 08 January 2025 – JLR today reported increased wholesale volumes for the third quarter of FY25 (three-month period to 31 December 2024), reflecting an improvement following supply disruptions in the second quarter of FY25.

Wholesale volumes of 104,427 units in the third quarter of FY25 (excluding the Chery Jaguar Land Rover China JV) were up 3% compared to the same quarter a year ago and up 20% compared to the prior quarter ended 30 September 2024. Compared to the prior year, wholesale volumes were higher in North America (+44%) and Europe (+6%), and lower in China (-38%), the UK (-17%) and Overseas (-1%). Wholesale volumes for the financial year to date were 289,485, down 1% compared to the prior year.

Retail sales of 106,334 units in the third quarter (including the Chery Jaguar Land Rover China JV) were down 3% compared to Q3 FY24 and up 3% compared to Q2 FY25. Retail sales for the financial year to date were 320,622, up 1% compared to the prior year.

The overall mix of the most profitable Range Rover, Range Rover Sport and Defender models increased to 70% of total wholesale volumes. In the quarter, demand for Range Rover was particularly strong with wholesale volumes up 48% compared to Q2 FY25, partly due to the resolution of temporary supply chain disruptions, but also up 22% compared to the same quarter a year ago, representing continued strong demand.

JLR will report full financial results for Q3 FY25 at the end of January. Additional volume detail is available on the Investor Relations pages of the JLR website (<https://www.jaguarlandrover.com/investor-relations>).

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Media Enquiries:

JLR

Dave Lafferty

Global Head of Corporate PR

E: dlaffert2@jaguarlandrover.com

T: +44 (0)7469 405 346

David Wrottesley

E: dwrottes@jaguarlandrover.com

T: +44 (0) 7846 091167

Headland Consultancy

Susanna Voyle

Partner

E: svoyle@headlandconsultancy.com

T: +44 (0)7980 894557

Bryony Sym

E: bsym@headlandconsultancy.com

T: [+44 \(0\)7825 156291](tel:+44(0)7825156291)

Investor Enquiries:

Claire Bird

Assistant Treasurer, Funding & Investor Relations

E: investor@jaguarlandrover.com

JLR PR social channels:

X: [@JLR_News](https://twitter.com/JLR_News)

LinkedIn: [@JLR](https://www.linkedin.com/company/jlr)

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, 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 (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.