

JLR DELIVERS ON NET CASH POSITIVE TARGET AFTER STRONG FY25 SALES

- Wholesales for FY25 were 400,898 units, flat year-on-year
- Wholesales in Q4 FY25 were 111,413 units, up 1.1% vs. Q4 FY24
- Retail sales for FY25 were 428,854 units, flat year-on-year
- Retail sales in Q4 FY25 were 108,232, down 5.1% vs. Q4 FY24
- Mix of Range Rover, Range Rover Sport and Defender in FY25 was 67.8% of total wholesales
- Key *Reimagine* strategy target of being net cash positive achieved

Gaydon, UK, 07 April 2025 – JLR today announces strong wholesale and retail sales for the fourth quarter of FY25 (three-month period to 31 March 2025) and the full year ended 31 March 2025, reflecting consistent, sustained global demand, as it achieved a net cash positive position, a key *Reimagine* strategy target.

Wholesale volumes for the fourth quarter of 111,413 units (excluding the Chery Jaguar Land Rover China JV), up 6.7% vs. Q3 FY25 and up 1.1% year-on-year. Compared to the prior year, wholesale volumes for the fourth quarter were higher in North America (14.4%), Europe (10.9%), flat in the UK (0.8%), lower in China (-29.4%) and Overseas (-8.1%).

Retail sales for the fourth quarter of 108,232 units (including the Chery Jaguar Land Rover China JV) were down 5.1% compared to Q4 FY24 and up 1.8% compared to Q3 FY25.

The overall mix of the most profitable Range Rover, Range Rover Sport and Defender models was 66.3% of total wholesale volumes in Q4 FY25 and 67.8% for the full year.

For the full year ended 31 March 2025, wholesale volumes of 400,898 and retail sales of 428,854 were flat at -0.1% and -0.7% respectively, compared to the prior year. In addition, JLR achieved its net debt zero target, ending the financial year net cash positive, a key *Reimagine* strategy target.

JLR will report its full year results for the year ended 31 March 2025 in May and, as usual, provide guidance on the outlook for FY26 at that time.

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

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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.