

## THIRD QUARTER SALES CONTINUED TO BE CONSTRAINED BY SEMICONDUCTOR SHORTAGES ALTHOUGH IMPROVED FROM SECOND QUARTER

Gaydon, UK, 12 January 2022 – Jaguar Land Rover retail sales for the three-month period to 31 December 2021 continued to be constrained by the global semiconductor shortage, though the Company started to see some improvement in chip supply and wholesale volumes compared to the preceding quarter. Underlying demand for Jaguar Land Rover products remains strong and the Company has proactively managed semiconductor supplies to maximise production of higher margin products.

Retail sales for the quarter ending 31 December 2021 were 80,126 vehicles, down 13.6% (12.6k units) from the preceding quarter ending 30 September 2021 and 37.6% (48.3k units) from the quarter a year ago ending 31 December 2020. Retail sales were lower across all regions compared to the preceding quarter, including China (-6.9%), Europe (-6.8%), North America (-11.8%), UK (-24.3%), and Overseas (-25.4%).

However, wholesale volumes were 69,182 units and production volumes were 72,184 units in the period (both excluding China JV), up 8% and 41% respectively compared to the preceding quarter ending 30 September 2021. The increase in production in particular reflects a start in improved chip supply. Compared to the preceding quarter, Range Rover wholesale volumes were up by 91.8%, Range Rover Sport by 64.0% and I-Pace by 34.5%.

Retail sales for the calendar year 2021 were 420,856, down 1.2% compared to the calendar year 2020 with Land Rover sales up 3.4%.

Despite the impact of the semiconductor shortage on production and sales, the Company continues to see strong demand for its products with global retail orders at record levels. The total order book has grown to over 154,000 units, up about 30,000 orders from the prior quarter for the New Range Rover, while demand for the Land Rover Defender remains strong with about 36,000 orders.

Commenting on the sales results, Lennard Hoornik, Jaguar Land Rover Chief Commercial Officer, said:

*“The New Range Rover is the embodiment of Jaguar Land Rover’s vision for Modern Luxury by Design. We are delighted that positive feedback at launch has led to a strong order intake for this first all new modern luxury model. Furthermore, the Land Rover Defender continues to contribute to a record order bank next to our all electric Jaguar I-PACE. Semi-conductor supply challenges continue within the industry but our wholesale volumes are improving. We look forward to completing delivery to global customers as supply improves in 2022.”*

At the end of January, Jaguar Land Rover expects to report unaudited results for the three months ending 31 December 2021. Initial estimated cashflow for the quarter is around £150 million positive.

Looking ahead, the chip shortage remains dynamic and difficult to forecast, however, we expect supply to continue to improve in Q4 of the fiscal year ending 31 March 2022.

## Q3 retail sales summary:

| FY22 Q3<br>October - December 2021 |        |                 |                 |
|------------------------------------|--------|-----------------|-----------------|
|                                    | Units  | QoQ %<br>change | YoY %<br>change |
| Jaguar Land Rover                  | 80,126 | (13.6)%         | (37.6)%         |
| Jaguar                             | 14,407 | (25.2)%         | (48.7)%         |
| Land Rover                         | 65,719 | (10.5)%         | (34.5)%         |

| Calendar year<br>January - December 2021 |         |                 |
|------------------------------------------|---------|-----------------|
|                                          | Units   | YoY %<br>change |
| Jaguar Land Rover                        | 420,856 | (1.2)%          |
| Jaguar                                   | 86,270  | (15.8)%         |
| Land Rover                               | 334,586 | 3.4%            |

ENDS

## Notes to Editors

### About Jaguar Land Rover

For more information about Jaguar Land Rover's Reimagine strategy please visit: <https://www.jaguarlandrover.com/reimagine>

About Jaguar Land Rover: Reimagining the future of modern luxury by design

Jaguar Land Rover is reimagining the future of modern luxury by design through its distinct, British brands.

# MEDIA INFORMATION



Our current model range embraces fully electric, plug-in hybrid and mild-hybrid vehicles, as well as the latest diesel and petrol engines. Our class-leading Jaguars and Land Rovers are in demand around the world and in Fiscal 2020/21 we sold 439,588 vehicles in 127 countries. Land Rover is the global leader of luxury SUVs through its three families of Range Rover, Discovery and Defender. Jaguar is the first ever brand to offer a premium all-electric performance SUV, the Jaguar I-PACE.

At heart we are a British company, with two major 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, Brazil, India, Austria and Slovakia. Three of our seven technology hubs are in the UK – Manchester, Warwick (NAIC) and London – with additional sites in Shannon, Ireland, Portland, USA, Budapest, Hungary and Shanghai, China.

Central to our Reimagine strategy is the electrification of both the Land Rover and Jaguar brands with two clear, distinct personalities. All Jaguar and Land Rover nameplates will be available in pure electric form by the end of the decade. This marks the start of the company's journey to become a net zero carbon business across its supply chain, products and operations by 2039.

As a wholly owned subsidiary of Tata Motors since 2008, Jaguar Land Rover has unrivalled access to leading global players in technology and sustainability within the wider Tata Group.

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