

JLR FULL YEAR SALES UP OVER 20 PER CENT YEAR-ON-YEAR REFLECTING IMPROVED PRODUCTION AND SUSTAINED GLOBAL DEMAND

- Wholesales for FY24 were 401,303 units, up 25% year-on-year
- Wholesales in Q4 FY24 were 110,190 units, up 16% vs. Q4 FY23
- Retail sales for FY24 were 431,733 units, up 22% year-on-year
- Retail sales in Q4 FY24 were 114,038, up 11% vs. Q4 FY23

Gaydon, UK, 08 April 2024 – JLR today reports its full year sales are up over 20 per cent year-on-year reflecting improved production and sustained global demand.

Wholesale volumes of 110,190 units in the fourth quarter (excluding the Chery Jaguar Land Rover China JV) were up 16% compared to the same quarter a year ago and up 9% compared to the quarter ended 31 December 2023. By brand, compared to the prior year, wholesale volumes increased in the quarter for Range Rover (up 22% to 58,280 units), Defender (up 5% to 28,702 units), Jaguar (up 39% to 13,528 units) and Discovery (up 1% to 9,680 units).

Retail sales for the fourth quarter were 114,038 units (including the Chery Jaguar Land Rover China JV), up 11% compared to the same quarter a year ago and up 4% compared to the quarter ended 31 December 2023. Compared to the prior year, retail sales in the quarter were up 32% in the UK, 21% in North America, and 16% Overseas. Compared to the prior year, retail sales in China were down 9% and down 2% in Europe for the quarter.

For the full year ended 31 March 2024, wholesale volumes were 401,303 and retail sales were 431,733, up 25% and 22% respectively compared to the prior year; wholesale volumes and retail sales were up in all regions compared to the prior year.

JLR will report results for the fourth quarter and full financial year ended 31 March 2024 in May 2024.

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

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.

JLR is a wholly owned subsidiary of Tata Motors Limited, part of Tata Sons.