



JAGUAR LAND ROVER REPORTS JUNE AND Q1 FISCAL 2019/20 SALES

	June 2019	Change year-on-year	Q1 FY20 Apr – Jun 2019	Change year-on-year
Jaguar Land Rover	47,060	(9.6)%	128,615	(11.6)%
Jaguar	14,933	(8.5)%	39,540	(10.4)%
Land Rover	32,127	(10.1)%	89,075	(12.1)%

Whitley, UK, 10 July 2019 – Jaguar Land Rover retail sales in June 2019 were 47,060 vehicles, down 9.6% compared to June 2018.

Retail sales were up in the UK (4.6%) but down in other regions including North America (-9.0%), Europe (-11.7%), China (-12.3%) and in Overseas markets (-18.6%), reflecting generally weaker industry conditions. While China sales remained down year on year in June, sales there were up 23.1% from May. Jaguar Land Rover UK sales set a new record for June, despite the industry being down 4.9%.

Retail sales of the all-electric I-PACE and the new Range Rover Evoque grew, while other models were impacted by the weaker general market conditions. Discovery Sport sales also reflected anticipation of the launch of the new refreshed model.

Jaguar retail sales in June 2019 were 14,933 vehicles, down 8.5% year-on-year and Land Rover retailed 32,127 vehicles, down 10.1% compared to June 2019.

Felix Brautigam, Jaguar Land Rover Chief Commercial Officer, said:

“While challenging conditions continue to impact other regions, we were pleased to see sales return to growth in the UK, where we are outperforming the market aided by higher sales of the new Range Rover Evoque, Land Rover Discovery, Jaguar I-PACE and the new Jaguar XE.

“For Jaguar, initial customer response to the XE is encouraging following the debut of the sporty saloon’s new enhanced exterior design, luxurious interior and advanced technologies. The unprecedented treble World Car award-winning I-PACE continues to delight and excite, bringing new customers to the brand.

“At Land Rover, the new Range Rover Evoque luxury compact SUV continues to strengthen its global sales performance following its recent debut. With both Range Rover and Range Rover Sport launched as plug-in hybrids last year, production has now ramped up and this innovative technology is fully available. Mild-hybrid electric versions of both vehicles were also announced recently as the latest step in offering electrified options for all new models from 2020.”

Jaguar Land Rover total retail sales for Q1 Fiscal 2019/20 were 128,615, down 11.6% compared to the same period last year.

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About Jaguar Land Rover

Jaguar Land Rover is the UK's largest automotive manufacturer, built around two iconic British car brands: Land Rover, the world's leading manufacturer of premium all-wheel-drive vehicles; and Jaguar, one of the world's premier luxury sports saloon and sports car marques.

At Jaguar Land Rover, we are driven by a desire to deliver class-leading vehicles, which will provide experiences our customers will love, for life. Our products are in demand around the globe. In 2018 Jaguar Land Rover sold 592,708 vehicles in 128 countries.

We support around 260,000 people through our retailer network, suppliers and local businesses. At heart we are a British company, with two major design and engineering sites, three vehicle manufacturing facilities and an engine manufacturing centre in the UK. We also have plants in China, Brazil, India, Austria and Slovakia.

From 2020 all new Jaguar Land Rover vehicles will offer the option of electrification, giving our customers even more choice. We will introduce a portfolio of electrified products across our model range, embracing fully electric, plug-in hybrid and mild hybrid vehicles as well as continuing to offer the latest diesel and petrol engines.