



JAGUAR E-PACE AND RANGE ROVER VELAR HELP DRIVE JUNE SALES GROWTH

	June 2018	Change year-on-year	Q1 FY19 Apr – Jun 2018	Change year-on-year	Jan – June 2018	Change year-on-year
Jaguar Land Rover	52,049	0.9%	145,510	5.9%	318,219	0.4%
Jaguar	16,328	6.4%	44,124	6.9%	94,055	(1.2)%
Land Rover	35,721	(1.5)%	101,386	5.4%	224,164	1.1%

Whitley, UK, 9 July, 2018 – Jaguar Land Rover today reported total retail sales of 52,049 vehicles in June 2018, up 0.9% year on year, primarily reflecting the introduction of the Range Rover Velar and the Jaguar E-PACE.

Retail sales for June were up year-on-year in our Overseas markets (16.7%), in North America (7.4%) and in the UK (0.9%) China was down 9.5% as the reduction in import duties on passenger vehicles, starting 1 July, continued to result in deferred purchases as well as increased incentives in advance of the 1 July effective date. Europe was also down slightly (-3.8%).

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

“We have seen a positive month for Jaguar ahead of the start of customer deliveries of our Jaguar I-PACE, the car at the forefront of our electric vehicle revolution. Strong retails of the sporty and compact SUV Jaguar E-PACE in Europe, UK and our Overseas region is driving sales performance for the brand, which is up over 6% for the month.”

“Land Rover sales declined slightly in June as China waited for the welcome reduction in import tariffs as of July. This was largely offset by increases in sales in UK, USA and our Overseas region. The award-winning Range Rover Velar continues to make its mark across all regions. Its combination of elegant design and refined capability successfully translates into growing global sales.”

Jaguar retail sales were up 6.4% in June to 16,328 thanks to the introduction of the E-PACE, partially offset by lower sales of F-PACE and other models.

Land Rover retailed 35,721 vehicles in June, down 1.5% year on year as the introduction of Velar and increased sales of the refreshed Range Rover Sport were offset by lower sales of Evoque, Discovery Sport and other models.

Jaguar Land Rover total retail sales for Q1 FY19 were 145,510, up 5.9% year on year, and retails for the first six months of 2018 calendar year were 318,219, up 0.4% compared to the same period a year ago.

ENDS

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.

We employ more than 44,000 people globally and support around 260,000 more through our retailer network, suppliers and local businesses. Manufacturing is centred in the UK, with additional plants in China, Brazil, Austria and Slovakia.

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 2017 Jaguar Land Rover sold 621,109 vehicles in 130 countries, with more than 80 per cent of our vehicles being sold abroad.

Our innovation is continuous: we will spend in the region of £4.5 billion this year on new product creation and capital expenditure.

From 2020 all new Jaguar Land Rover vehicles will be electrified, 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 ultra-clean petrol and diesel engines.