



TATA MOTORS Q2 PRESS CONFERENCE

JAGUAR LAND ROVER RESULTS

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DISCLAIMER



Statements in this presentation describing the objectives, projections, estimates and expectations of Jaguar Land Rover Automotive plc and its direct and indirect subsidiaries (the “Company”, “Group” or “JLR”) may be “forward-looking statements” within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company’s operations include, among others, economic conditions affecting demand / supply and price conditions in the domestic and overseas markets in which the Company operates, changes in Government regulations, tax laws and other statutes and incidental factors

- Q2 FY18 represents the 3 month period from 1 July 2017 to 30 September 2017
- Q2 FY17 represents the 3 month period from 1 July 2016 to 30 September 2016
- 6M FY18 represents the 6 month period from 1 April 2017 to 30 September 2017
- 6M FY17 represents the 6 month period from 1 April 2016 to 30 September 2016

Consolidated results of Jaguar Land Rover Automotive plc and its subsidiaries contained in the presentation are unaudited and presented under IFRS as approved in the EU.

Retail volume data includes and wholesale volume excludes sales from the Company’s unconsolidated Chinese joint venture (“CJLR”)

EBITDA is defined profit before income tax expense, exceptional items, finance expense (net), finance income, gains/losses on unrealised commodity derivatives, foreign exchange gains/losses on unrealised derivatives as well as debt (not designated as hedges) and realised currency derivatives entered into to hedge certain foreign currency debt, share of profit/loss from equity accounted investments and depreciation and amortisation.

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Certain analysis undertaken and represented in this document may constitute an estimate from the Company and may differ from the actual underlying results

JLR MODEL RANGE CONTINUES TO GROW

Q2 FY18 150k UP 5.1%, 6M FY18 287k UP 4.3%



LUXURY



XJ



XF SPORTBRAKE



XF



XE

SPORTS



F-TYPE



F-TYPE CONVERTIBLE

LIFESTYLE



F-PACE

LUXURY – RANGE ROVER



RANGE ROVER



RANGE ROVER SPORT



RANGE ROVER VELAR



RANGE ROVER EVOQUE

LEISURE - DISCOVERY



ALL NEW DISCOVERY



DISCOVERY SPORT

DUAL PURPOSE - DEFENDER



LAND ROVER DEFENDER

Replacement in development



JAGUAR XF WINNER
GOLDEN STEERING
WHEEL AWARD
2016 BEST SALOON CAR



JAGUAR F-PACE WINNER
WORLD CAR AWARDS
2017 WORLD CAR
OF THE YEAR



JAGUAR F-PACE WINNER
WORLD CAR AWARDS
2017 WORLD CAR
DESIGN OF THE YEAR



RANGE ROVER
BEST LUXURY BUY



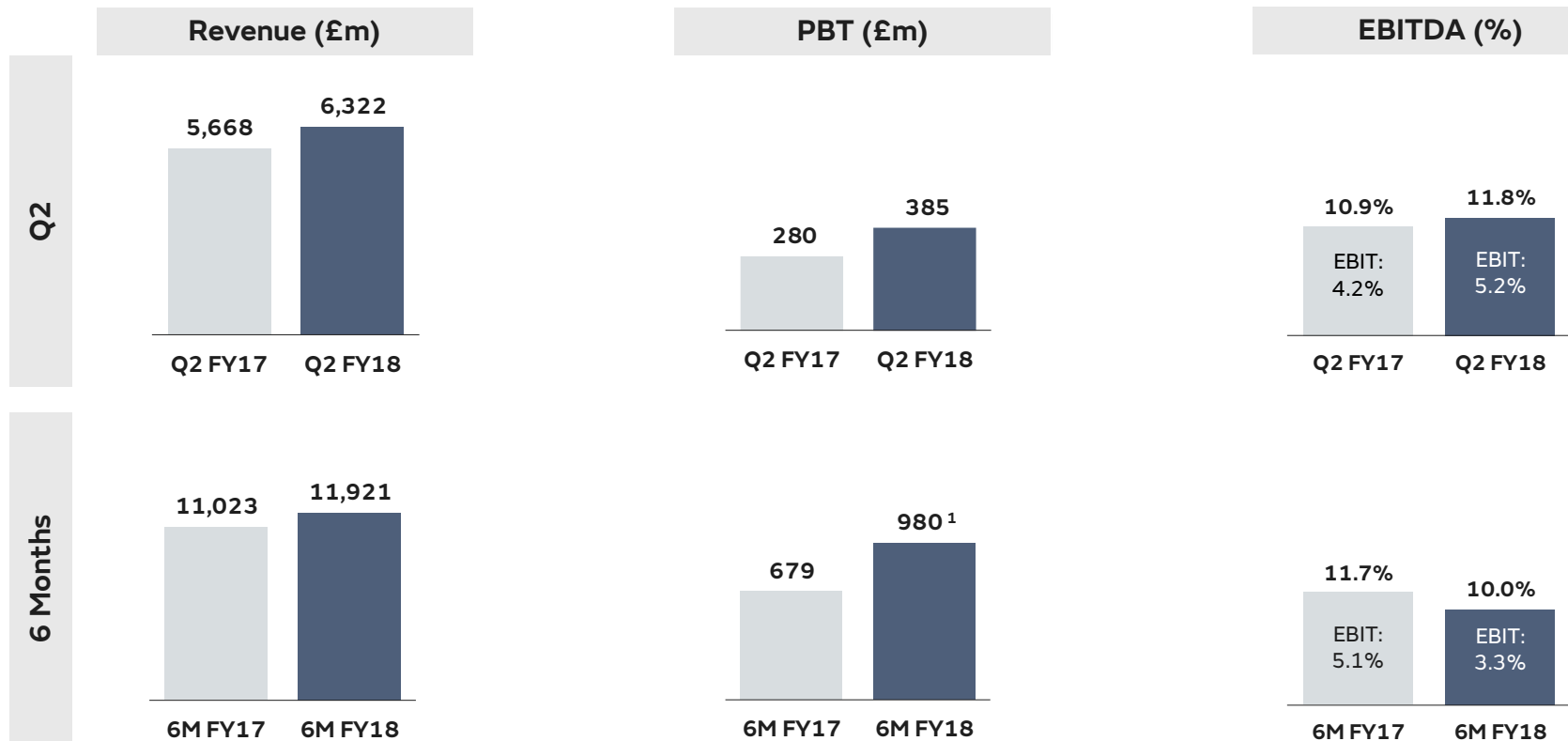
LAND ROVER
DISCOVERY SPORT



RANGE ROVER SPORT SVR
AUTOCAR STAR AWARD

Q2 PROFITS UP 38% ON HIGHER SALES

FAVOURABLE VOLUME, MIX, FX/COMMODITY REVALUATION



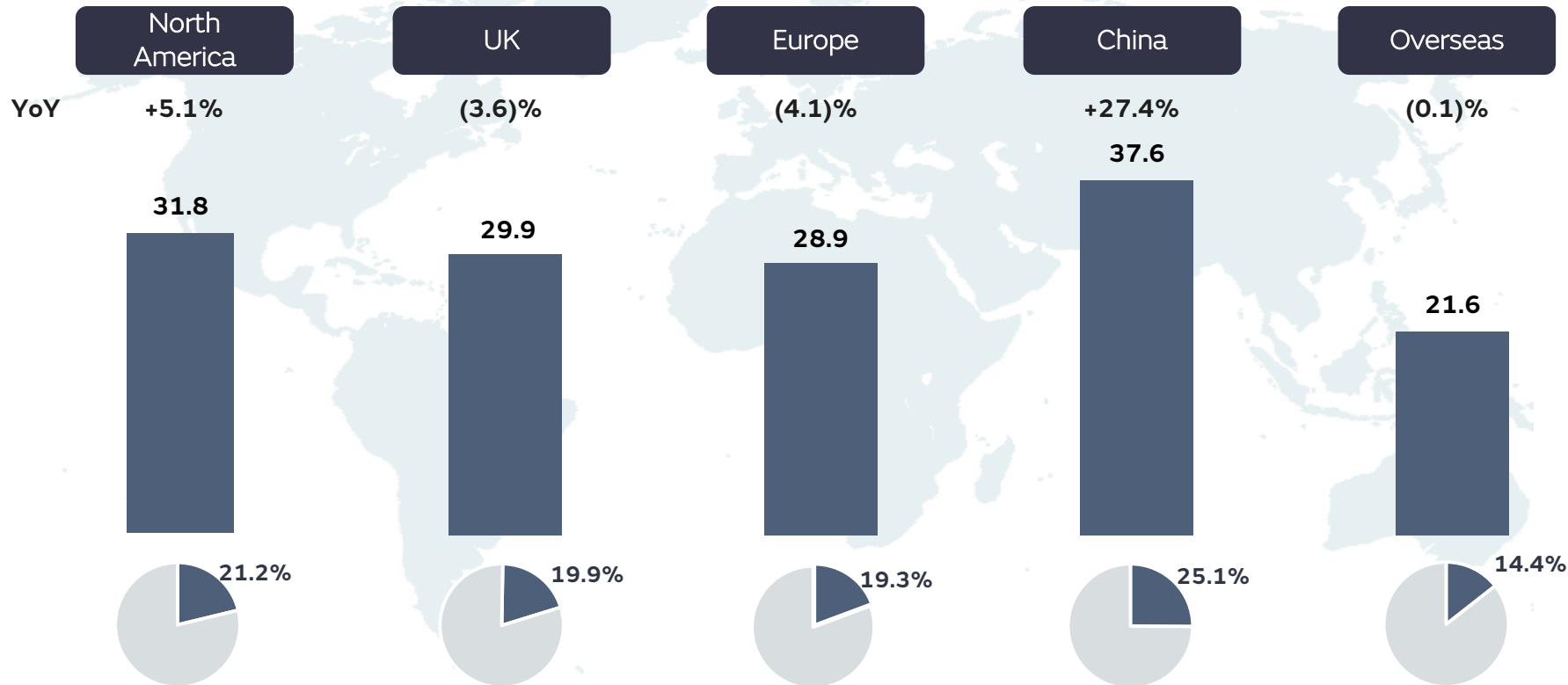
¹ Includes £437m one time credit relating to changes made to the Company's pension plans in Q1 FY18

Q2 FY18 RETAILS 149,690 UP 5.1% YOY

CHINA AND NORTH AMERICA UP, UK AND EUROPE LOWER



Units in '000



EXCITING NEW PRODUCTS

AND MORE TO COME...



Range Rover Velar (July 2017)



XF Sportbrake (September 2017)



Long wheel base XEL (China JV)



E-PACE (this winter)



18MY Range Rover Sport with PHEV models (this winter)



18MY Range Rover with PHEV models (this winter)



JLR STRATEGIC PRIORITIES -- ACES



AUTONOMOUS

- JLR vehicles currently include level 2 features
- Investing in driver assistance technology to support increasing degrees of automation



CONNECTED

- Investment in technology and infrastructure to support higher levels of connectivity
- Cloudcar - \$15m equity investment



ELECTRIC

- I-PACE Battery Electric Vehicle on sale 2018
- Plug-in hybrids starting with the Range Rover and Range Rover Sport



SHARED

- InMotion Ventures invests in the future of transport and mobility
- Lyft - \$25m equity investment

ELECTRIFICATION STRATEGY

INVESTMENT IN RECENT YEARS STARTING TO DELIVER



from 2018

- New and refreshed vehicles with electric options
 - First plug-in hybrids offered in 18MY Range Rover and Range Rover Sport
 - I-PACE first battery electric vehicle mid 2018

from 2020

- All JLR vehicles offer electric options
 - Mild hybrids and/or
 - Plug-in hybrids or
 - Battery electric vehicles



LOOKING AHEAD

CONTINUING TO INVEST TO DRIVE PROFITABLE GROWTH



- JLR's strategy remains to achieve sustainable profitable growth by investing proportionally more in new products, technology and capacity.
- The automotive environment is now more challenging with the shift to electrification, greater geopolitical uncertainty (e.g. Brexit) and softer markets in the UK and US with more competitive conditions generally.
- To counter this more challenging environment, JLR has an unprecedented pipeline of exciting new products, including:
 - The Range Rover Velar, the Jaguar XF Sportbrake, E-PACE and long wheel base XEL in China and refreshed Range Rover and Range Rover Sport (including plug-in hybrid models) in FY18
 - The stunning Jaguar I-Pace, our first battery electric model in 2018 and more to come



Renowned as the most prestigious award in British engineering, the Royal Automobile Club's Dewar Trophy is awarded only in years when the Club's expert committee believes that there are contenders of sufficient merit, with winners joining a remarkable line-up of automotive greats.



Thank You

Dr Ralf Speth

CEO, Jaguar Land Rover