



## Jaguar Land Rover Results Under IFRS for the period ended 30 June 2012

09 August 2012



## Disclaimer



Statements in this presentation describing the objectives, projections, estimates and expectations of Jaguar Land Rover 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.

- Q1 FY13 represents the 3 month period from 1 April 2012 to 30 June 2012
- Q1 FY12 represents the 3 month period from 1 April 2011 to 30 June 2011
- FY13 represents the 12 month period from 1 April 2012 to 31 March 2013
- FY12 represents the 12 month period from 1 April 2011 to 31 March 2012
- Consolidated results of Jaguar Land Rover PLC and its subsidiaries contained in the presentation are unaudited and presented under IFRS as approved in the EU

# Participants



## **Kenneth Gregor**

- CFO Jaguar Land Rover

## **Bennett Birgbauer**

- Treasurer Jaguar Land Rover

## **C. Ramakrishnan**

- CFO Tata Motors

## **Vijay Somaiya**

- Head of Treasury & Investor Relations Tata Motors

# Agenda



---

## Key topics

## Page

**Financial performance**

**5**

Looking ahead / other developments

14

Closing Q&A

17

---

## Q1 FY13 financial highlights



**Wholesale volumes and revenue** up 34% from prior year

---

**Q1 EBITDA and PBT up** on higher volumes and margins

---

**EBITDA margin up** 1.1% to 14.5%, which is in line with Q4 FY12

---

**Maintained positive free cash flow** while investing significantly in the business

---

**Cash and financial deposits £2,332m** and undrawn committed bank lines £896m.  
**£157m of preference shares** were repaid to Tata Motors in the quarter

---

# Key financial metrics



## Key metrics - IFRS

(£ million, unless stated)	Quarter ended 30 June		
	2012	2011	Change
Retail volumes ('000 units)	86	63	37%
Wholesale volumes ('000 units)	83	62	34%
Revenues	3,638	2,703	935
<b>EBITDA</b>	<b>527</b>	<b>362</b>	<b>165</b>
EBITDA %	14.5%	13.4%	1.1 ppt
<b>Profit before tax</b>	<b>333</b>	<b>251</b>	<b>82</b>
<b>Profit after tax</b>	<b>236</b>	<b>220</b>	<b>16</b>
Free cash flow <sup>(1)</sup>	106	114	(8)
Cash <sup>(2)</sup>	2,332	1,383	949

<sup>1</sup> Cash from operating activities after investing activities (excluding investments in financial deposits)

<sup>2</sup> Includes cash and cash equivalents and financial deposits

## Overall performance continues to be good



Land Rover retail **volume up 42%** - continuing success of the Range Rover Evoque

Jaguar retail **volume up 9%** supported by the launch of the freshened XF with 2.2L diesel option and 3.0L petrol XJ option in China

Improvement in EBITDA margin primarily due to:

- a more **favourable geographic mix** led by growth in China
- **Continued favourable foreign exchange environment** (avg. £/\$ rate 1.58 in Q1 FY13 vs. 1.64 in Q1 FY12)

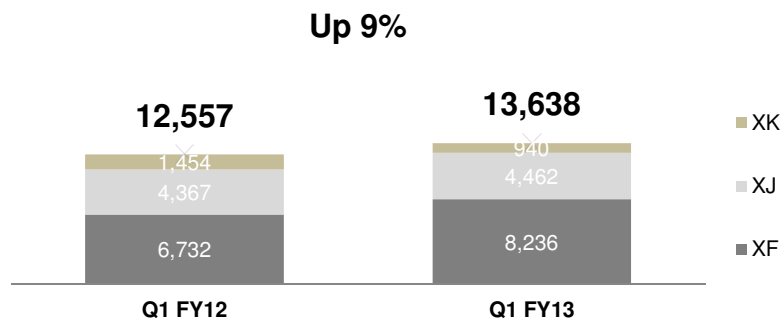
PBT is impacted by **£67m of foreign exchange revaluation** of fx hedge contracts and foreign currency denominated borrowings

**PAT is up compared to Q1 FY12**, reflecting a higher PBT partially offset by a higher tax charge, which is a consequence of the recognition of a deferred tax asset in Q4 FY12

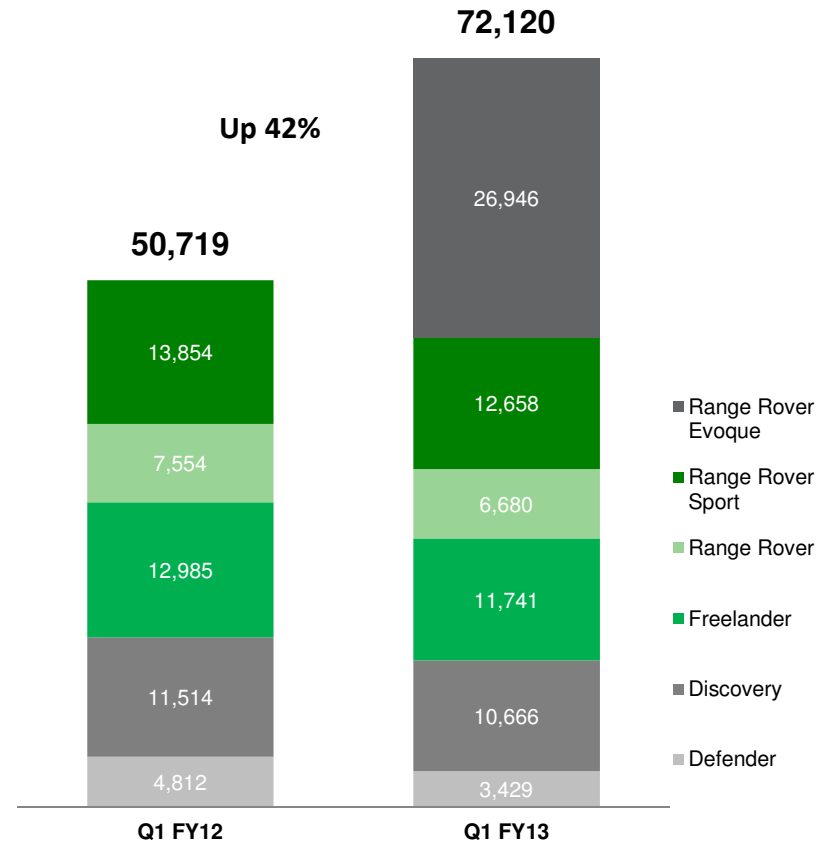
# Retail volumes by carline – Q1 FY13



## Jaguar – Q1 FY13 vs. Q1 FY12



## Land Rover – Q1 FY13 vs. Q1 FY12





# Retail volumes by geography – Q1 FY13



## UK

Up 36%

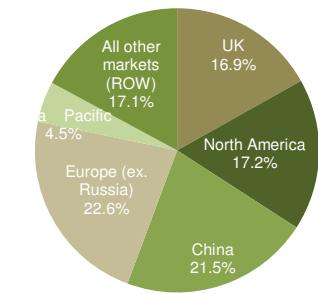
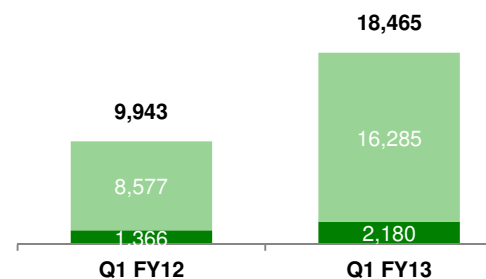
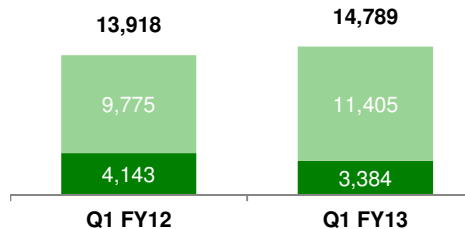
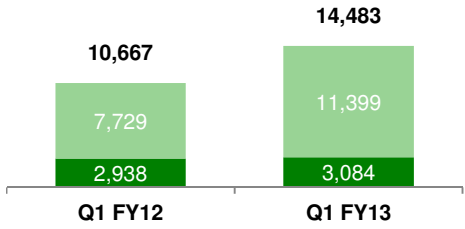
## North America

Up 6%

## China

Up 86%

## Q1 FY13



85,758 units

## Europe

Up 40%

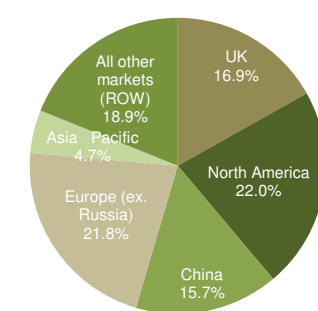
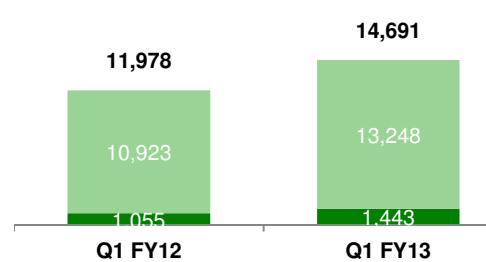
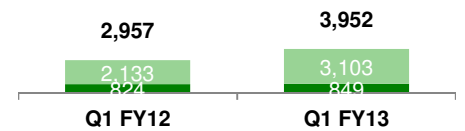
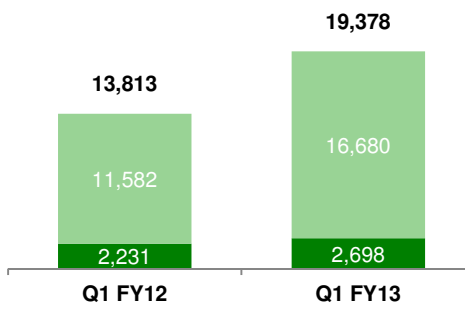
## Asia Pacific

Up 34%

## All other markets

Up 23%

## Q1 FY12



63,276 units

Land Rover | Jaguar

# Income statement



## Consolidated income statement - IFRS

(£ million, unless stated)	Quarter ended 30 June		
	2012	2011	Change
<b>Revenues</b>	<b>3,638</b>	<b>2,703</b>	<b>935</b>
Material cost of sales	(2,354)	(1,774)	(580)
Employee costs	(301)	(210)	(91)
Other expenses	(671)	(533)	(138)
Product development costs capitalised	215	176	39
<b>EBITDA</b>	<b>527</b>	<b>362</b>	<b>165</b>
Depreciation and amortisation	(121)	(93)	(28)
Foreign exchange gain / (loss)	(67)	3	(70)
Net finance expense	(6)	(21)	15
<b>Profit before tax</b>	<b>333</b>	<b>251</b>	<b>82</b>
Income tax expense	(97)	(31)	(66)
<b>Profit after tax</b>	<b>236</b>	<b>220</b>	<b>16</b>

## Healthy cash generation and strong liquidity



### Consolidated cash flow - IFRS

(£ million, unless stated)	Quarter ended 30 June		
	2012	2011	Change
<b>Cash from operating activities</b>	<b>525</b>	<b>380</b>	<b>145</b>
Working capital changes and tax paid	(39)	131	(170)
<b>Cash flow from operations</b>	<b>486</b>	<b>511</b>	<b>(25)</b>
Investment in tangible and intangible assets	(377)	(374)	(3)
Other (including finance income)	(3)	(23)	20
<b>Free cash flow</b>	<b>106</b>	<b>114</b>	<b>(8)</b>
Investment in financial deposits	(175)	-	(175)
Changes in debt	(144)	280	(424)
Finance expenses and fees paid	(60)	(39)	(21)
<b>Net change in cash and cash equivalents</b>	<b>(273)</b>	<b>355</b>	<b>(628)</b>
Cash and cash equivalents at beginning of period	2,430	1,028	1,402
<b>Cash and cash equivalents at end of period</b>	<b>2,157</b>	<b>1,383</b>	<b>774</b>
Memo: Cash including investment in financial deposits	2,332	1,383	949

## Strong financing structure



### Key financial indicators - IFRS

(£ million, unless stated)	30 June 2012	31 March 2012	Change
Cash and financial deposits	2,332	2,430	(98)
Committed revolving credit facility	710	710	-
Other undrawn committed facilities	186	146	40
<b>Total liquidity</b>	<b>3,228</b>	<b>3,286</b>	<b>(58)</b>
Total equity	3,081	2,924	137
Total debt	1,845	1,974	(129)
<b>Net cash</b>	<b>487</b>	<b>456</b>	<b>31</b>
Net cash / equity	15.8%	15.6%	0.3ppt

# Agenda



---

## Key topics

## Page

Financial performance

5

**Looking ahead / other developments**

**14**

Closing Q&A

17

---

## Developments



Announced plans to **increase investment** in the Castle Bromwich plant and create **1,100 jobs** to produce the new Jaguar XF Sportbrake and F-Type

---

JD Power UK customer satisfaction survey ranked **Jaguar 1st** against all brands  
JD Power US APEAL survey ranked **Jaguar 2nd** and **Land Rover 6th**  
JD Power US initial quality survey ranked **Jaguar 2nd** against all brands

---

Standard & Poor's **upgraded the credit rating for JLR from B+ to BB-** and maintained a positive outlook

---

An ordinary **dividend of £150 million** has been proposed by the JLR board and is expected be paid in August 2012

---

## Good overall performance in the first fiscal quarter

Going forward **focus** is on:

- building on momentum of XF 12 model year, 2.2 diesel and Range Rover Evoque launch
- launching both refreshed and new Jaguar and Land Rover products
- continuing to monitor economic and sales trends closely to balance sales and production
- planned investments in future new products and technologies to meet customer aspirations and regulatory environmental standards
- generating strong operating cash flows to support these future investments

# Agenda



---

## Key topics

## Page

---

Financial performance

5

---

Looking ahead / other developments

14

---

**Closing Q&A**

**17**

---





## Q&A

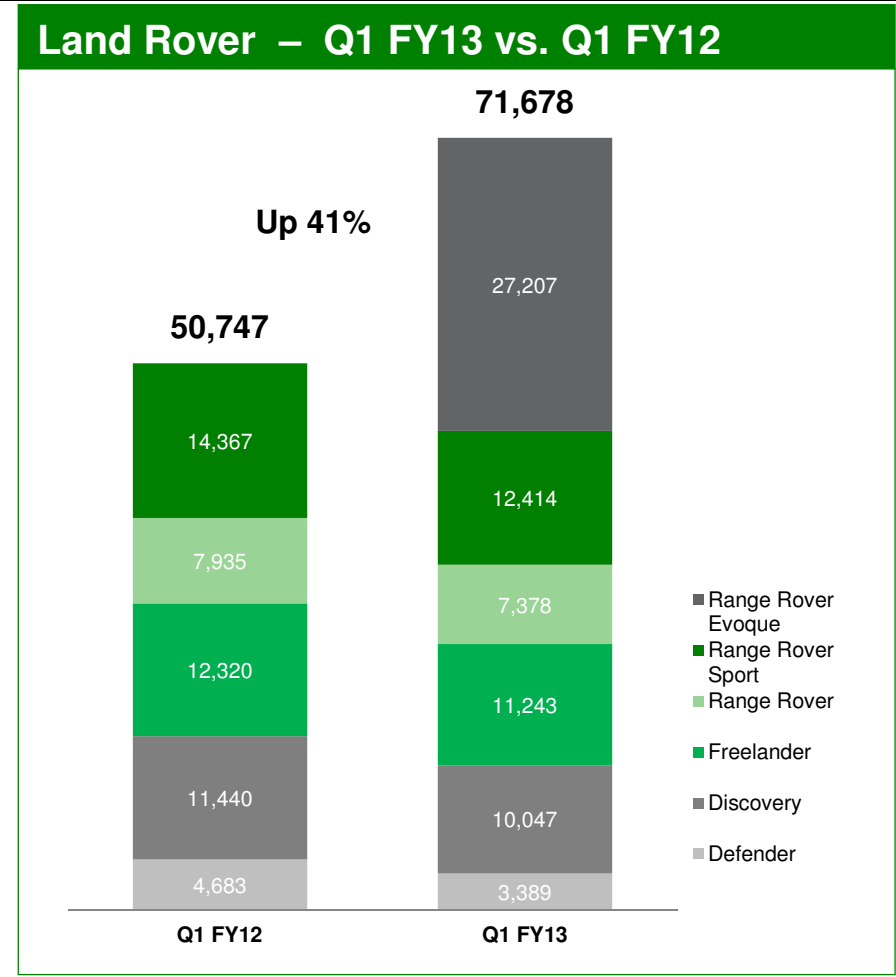
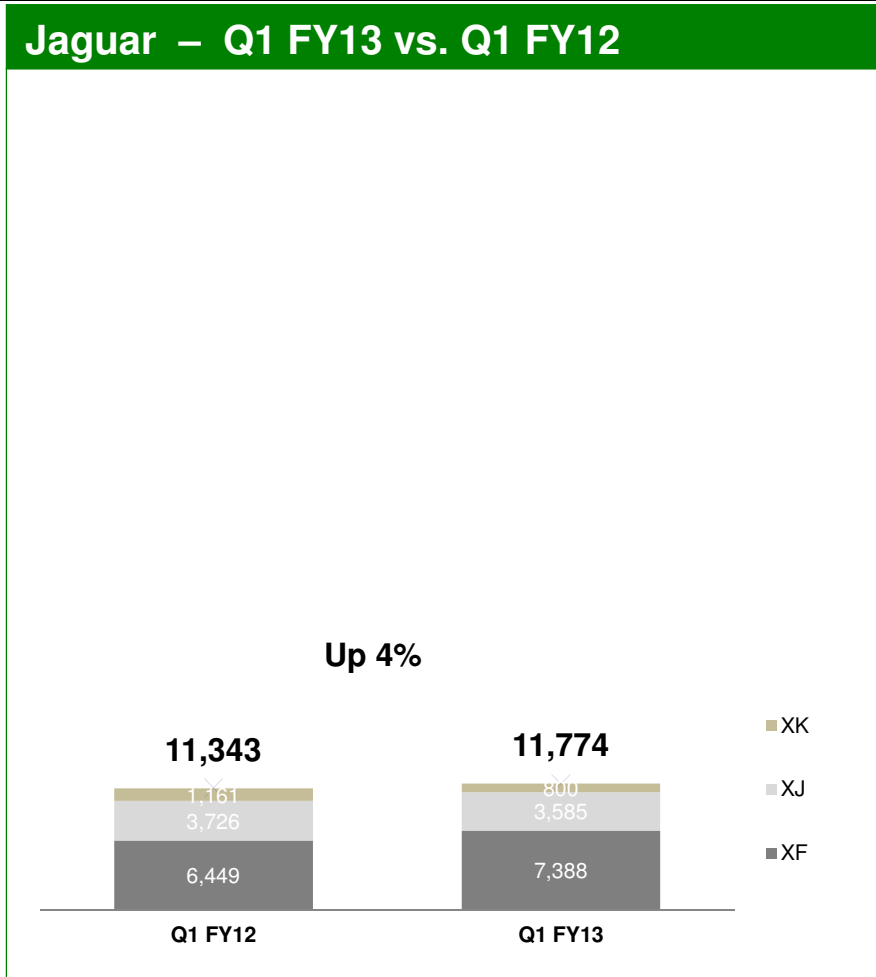




## Additional slides



# Wholesale volumes by carline – Q1 FY13



# Wholesale volumes by geography – Q1 FY13



83,452 units

62,090 units

## Product and other investment



### Key financial indicators - IFRS

(£ million, unless stated)	Quarter ended 30 June		
	2012	2011	Change
<b>R&amp;D expense</b>			
Capitalised	215	176	39
Expensed	47	26	21
<b>Total R&amp;D expense</b>	<b>262</b>	<b>202</b>	<b>60</b>
Investment in tangible and other intangible assets	162	198	(36)
<b>Total product and other investment</b>	<b>424</b>	<b>400</b>	<b>24</b>
Of which capitalised	377	374	3