



NEWS

JAGUAR LAND ROVER REPORTS U.S. SALES FOR MAY 2018

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- **May 2018 is the best ever US May sales month for Jaguar Land Rover, and the best ever May sales month for the Land Rover brand**
- **Refreshed 2018 MY Range Rover and Range Rover Sport continue to lead Land Rover sales**
- **New SUV products including Land Rover Discovery, Jaguar E-PACE, and Range Rover Velar attribute to the successful sales of the SUV family as a whole**

(MAHWAH, NJ) – June 1, 2018 – Jaguar Land Rover North America, LLC today reported May 2018 US sales: Land Rover reached a new May sales high of 7,103 units, an increase of 42 percent from 4,993 in May 2017; Jaguar sales were 2,366 units, a 24 percent decrease from 3,113 units in May 2017. Jaguar Land Rover May US sales for both brands hit 9,469 units, a 17 percent increase from the previous 8,106 units in May 2017.

“Jaguar Land Rover continues to achieve strong monthly sales,” said Joe Eberhardt President and CEO, Jaguar Land Rover North America, LLC. “Our SUVs from both Jaguar and Land Rover clearly are aligned with the current trends in the market place and offer our customers a variety of distinct choices.”

For the full year 2017, Jaguar Land Rover US sales reached 114,333 units, up nine percent compared to 105,104 units in 2016, and establishing a new all-time US sales record for the combined brands.

US MODEL HIGHLIGHTS

Land Rover

For the month of May, the Land Rover brand reached a new May sales high of 7,103 units, an increase of 42 percent from 4,993 in May 2017 (the previous best May sales month was 1,722 units in 2015).

With the sales of 2,098 units, the Range Rover Sport set a new May sales record, an increase of 16 percent compared to 1,813 units, the previous best May sales month in 2017. With this performance, the Range Rover Sport topped monthly sales for Jaguar Land Rover in May.

The Discovery Sport also achieved the best May ever sales with 932 units sold (the previous best May sales month was 904 units in 2017).

In May, Range Rover hit 1,452 units, up 14 percent versus May 2017.

Offering new levels of refinement, elegance and technology to the segment, the Range Rover Velar sold 1,344 units in May.

The 2018 Land Rover model line-up features six models: The 2018 Discovery Sport and Range Rover Evoque compete within the compact SUV

- More -

segment and both offer the option of either a 237-hp or a 286-hp turbocharged 2.0-liter gasoline engine. The full-size 2018 Land Rover Discovery offers seating for up to seven adults and exceptional levels of refinement, passenger technology, and driver assistance features. The World Car Design of the Year winning, 2018 Range Rover Velar mid-size SUV features a new design language for the Range Rover family, including new LED headlights and the all-new Land Rover InControl® Touch Pro™ Duo infotainment system⁵. The model starts at \$49,900¹. The 2018 Range Rover and Range Rover Sport model lines received a number of exterior, interior and powertrain enhancements adding to the desirability of the models. Within the full-size Range Rover line-up, Jaguar Land Rover Special Vehicle Operations introduced the SVAutobiography Dynamic. Based off of the long wheelbase SVAutobiography, the SVAutobiography Dynamic offers a driver focused experience through a standard wheelbase, bespoke suspension and chassis tuning, a lowered ride height and a specially tuned 557-hp supercharged V8 engine. Both the Range Rover and Range Rover Sport model lines feature five powertrain options – a 254-hp turbocharged 3.0-liter V6 diesel, a 340-hp supercharged V6, a 380-hp supercharged V6, a 518-hp supercharged V8, and either a 550-hp supercharged V8 (Range Rover Sport) or 557-hp supercharged V8 (Range Rover).

Jaguar

For the month of May, Jaguar sales were 2,366 units, a 24 percent decrease from 3,113 units in May 2017.

The award winning Jaguar F-PACE continued to lead the brand performance with 1,157 units sold.

The newest member of the Jaguar family of SUVs, the E-PACE, is a five-seat compact SUV which packs the design and performance of a Jaguar sports car into a practical and connected all-wheel drive vehicle. The E-PACE follows the World Car of the Year-winning F-PACE performance SUV and the brand's first all-electric SUV, the Jaguar I-PACE. Featuring two four-cylinder Ingenium gasoline engine options producing 246-hp and 296-hp, each mated to a ZF® 9-speed automatic transmission, the E-PACE is priced from \$38,600¹.

Competitively priced within their respective segments, the 2018 Jaguar XE compact luxury sedan and the 2018 Jaguar F-PACE luxury SUV appeal to an all-new segment of buyers for the Jaguar brand. For the 2018 model year, the XE is available with three gasoline engine options, a 247-hp turbocharged four-cylinder, a 296-hp turbocharged four-cylinder, and a 380-hp supercharged V6. The F-PACE is available with the same powertrain line-up. Both vehicles are also available with a 180-hp turbocharged diesel engine, which returns 42mpg highway² on Jaguar XE models and 33mpg highway² on F-PACE models.

The Jaguar XF is similarly offered with four available powertrains, two turbocharged four-cylinder powertrains producing 247- and 296-hp, a supercharged V6 offering 380-hp and a 180-hp turbocharged four-cylinder diesel offering an EPA certified 42mpg highway². New for 2018, the XF line-up now includes a Sportbrake body-style catering to customers looking for practicality and versatility without compromise to driving performance. The XF Sportbrake is available exclusively in an 'S' trim level featuring a 380-hp supercharged V6 and standard all-wheel drive. The 2018 Jaguar XJ retains its position within the Jaguar line-up as the pinnacle in luxury for the brand. It continues to be available with three powertrain options – a 340-hp supercharged V6, a 470-hp supercharged V8 and a 575-hp supercharged V8 uprated from 550-hp for the 2018MY. This newly uprated V8 features on the all-new XJR575 available as a rear-wheel drive long-wheelbase model as standard.

For 2018, an all-new 296-hp four-cylinder powertrain option is offered on the Jaguar F-TYPE establishing a new entry point into the model with a starting price of \$60,750. Available exclusively in rear-wheel drive with an eight-speed automatic transmission, the four-cylinder F-TYPE achieves 0-60mph in 5.4 seconds with a top speed of 155mph⁴.

All new Jaguar models come standard with Jaguar EliteCare, a class-leading ownership package, including five-years or 60,000-mile limited warranty, complimentary scheduled maintenance coverage, roadside assistance and Jaguar InControl® Remote & Protect™³.

¹ All prices shown are Manufacturer's Suggested Retail Price. Excludes \$995 destination/handling charge, tax, title, license, and retailer fees, all due at signing, and optional equipment. Retailer price, terms and vehicle availability may vary. See your local authorized Jaguar or Land Rover Retailer for details.

² EPA estimates the diesel powertrain on the F-PACE will offer 26mpg city/ 33mpg highway. EPA estimates the diesel powertrain on the XE will offer 32mpg city/ 42mpg highway. EPA estimates 31mpg city/ 42mpg highway for the diesel XF. Actual mileage may vary.

³ Class is cars sold by luxury automobile brands and claim is based on total package of warranty, maintenance and other coverage programs. For complete details regarding Jaguar EliteCare coverage, please visit JAGUARUSA.COM, call 1.800.4.JAGUAR or visit your local Jaguar Retailer.

⁴ F-TYPE SVR Coupe top speed is 200mph. F-TYPE SVR Convertible top speed is 195mph. Always follow local speed limits.

⁵ Do not use Land Rover InControl® features under conditions that will affect your safety or the safety of others. Driving while distracted can result in loss of vehicle control.

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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 sedan and sports car marques.

We employ more than 43,000 people globally, with 330 in the U.S. and support around 240,000 more through our dealerships, suppliers and local businesses. Manufacturing is centered 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 percent of our vehicles produced in the UK being sold abroad.

Our innovation is continuous: we will spend more than £4 billion (USD\$5.7 billion) in the coming 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 gasoline and diesel engines.