



JAGUAR LAND ROVER ANNOUNCES STEPS TO SUPPORT CUSTOMERS IN RESPONSE TO COVID-19

- **New Programs Available for April and May**
- **Retailers are Ready to Handle Entire Sales Process Remotely, including Delivery of New Vehicle to Customers' Homes**

(MAHWAH, N.J.) – April 3, 2020 – In response to COVID-19, Jaguar Land Rover today announced new programs to support current owners and new car shoppers purchasing vehicles from Jaguar and Land Rover retailers across the United States, many of which offer a fully digital shopping process and home pickup/delivery services.

The new programs are:

NEW FINANCE PURCHASES

- **0% financing for 72 Months** – Jaguar Land Rover will offer zero-percent financing on 2020 Jaguar and Land Rover models, as well as 2021 Jaguar F-TYPE, for up to 72 months.
- **Payment Deferral Program¹** –Jaguar Land Rover will offer a 90-day first payment deferral for qualifying customers who finance through Jaguar Financial Group or Land Rover Financial Group (collectively, "Jaguar Land Rover Financial Group")*. The program applies to all 2020 Jaguar and Land Rover models, as well as 2021 Jaguar F-TYPE (at an amount financed cap of \$100,000).

CURRENT JAGUAR LAND ROVER FINANCIAL GROUP LEASE CUSTOMERS

- By continuing to make monthly payments, Jaguar Land Rover Financial Group lease customers may extend the term of a Lease Agreement for up to six months to allow extra time and flexibility. No phone call is needed to confirm the extension. Customers will receive a letter or email from Chase for more information about the lease extension.
- **Lease Payment Waiver²** for qualified returning Jaguar Land Rover Financial Group lease customers. This waiver is the first of its kind among luxury marques. Through the Lease Payment Waiver, Jaguar Land Rover Financial Group will waive two payments of up to \$750 each for eligible returning lessees, who begin a new lease through Jaguar Land Rover Financial Group. The Lease Payment Waiver covers all 2020 Jaguar models, as well as the 2021 F-TYPE, and 2020 Land Rover Discovery Sport, Discovery, Range Rover Evoque, and Range Rover Velar.

Jaguar Land Rover recognizes that customer transportation requirements are ongoing, and is fully committed to supporting vehicle sales, service, and parts needs during this period of extraordinary caution. As part of the complimentary valet service from Jaguar Land Rover, participating retailers are able to deliver vehicles to customers for test drives and product presentations.

Retailers are ready to handle the entire vehicle purchase process remotely and are available to finalize all purchases without the need for customers to leave their homes. Retailer facilities are undergoing an updated daily cleaning regimen and personnel are observing the safest levels of social distancing to continue supporting customers' vehicle needs. Retailers are extending vehicle drop-off times to eliminate



vehicle service congestion, as well as offering a variety of transportation options to facilitate vehicle servicing.

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Contact:

Leah Watkins-Hall
Manager, Corporate PR & Media Relations
Jaguar Land Rover North America, LLC
201.232-3107
lwatki40@jaguarlandrover.com

Note to Editors:

Information about Jaguar North America products is available to consumers at www.jaguarusa.com. Visit www.us.media.jaguar.com for news releases, high-resolution photographs and broadcast quality video footage. Additional media updates are available on Facebook (JaguarUSA) and Twitter (@interactivejag).

Information about Land Rover North America products is available to consumers at www.landroverusa.com. Visit www.us.media.landrover.com for news releases, high-resolution photographs and broadcast quality video footage. Additional media updates are available on Facebook (LandRoverUSA) and Twitter (@interactivelr).

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.

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 center 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 gasoline engines.

ADDITIONAL INFORMATION

¹All applications subject to credit approval by Chase and programs may change at any time. Terms, conditions and vehicle restrictions apply. Not available for leases. The deferment period begins the date the contract is submitted to Jaguar Land Rover Financial Group through your Jaguar Land Rover retailer. Interest accrues during deferment. If you decide to defer payments you will pay interest over a longer period of time, and the overall cost of your loan may be higher. The deferment program may not be available in all states. See your retailer for complete details.

²Payment Program Details

This Payment Program is provided by Jaguar Land Rover North America, LLC.

Eligible vehicles for this program include the Jaguar F-PACE, E-PACE, I-PACE, XE, and F-TYPE Model Year 2020. Land Rover vehicles include the Range Rover Velar, Range Rover Evoque, Discovery, and Discovery Sport Model Year 2020.

To receive the Monthly Payment Program, your lease must be with Jaguar Financial Group or Land Rover Financial Group.



Jaguar and Land Rover will make applicable payment(s), on your behalf, directly to Jaguar Financial Group or Land Rover Financial Group. The payment credit will post to your account on, or before, the payment due date.

Your new lease must be open, and active, with Jaguar Financial Group or Land Rover Financial Group at the payment due date to receive the credit. For example, if your lease is paid off before the Payment Program period ends, you will not receive credit towards your payoff for applicable payments that have not yet come due.

During the Payment Program period, you are responsible to submit to Jaguar Financial Group or Land Rover Financial Group, by the payment due date, any portion of the monthly payment that exceeds the Monthly Payment Program. If you fail to make your payment by the due date, this portion of your payment may become past due and late fees may apply. To avoid late fees, please pay any amount due in full each month.

New leases are subject to credit approval by Jaguar Financial Group or Land Rover Financial Group. Not all products are available in all states. Additional terms and conditions apply. Jaguar Land Rover North America reserves the right to cancel, amend, or revoke the program at any time without written notice. Offer is available to consumer named on this offer but is transferable to other immediate family members residing in the same household.

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