

JLR Q4 SALES BOUNCE BACK AFTER CYBER INCIDENT

- Wholesales in Q4 FY26 were 95,300* units, down 14.5% vs Q4 FY25 and up 61.1% vs Q3 FY26. Wholesales for FY26 were 307,900* units, down 23.2% vs FY25
- Retail sales in Q4 FY26 were 92,700* units, down 14.3% vs Q4 FY25 and up 16.2% vs Q3 FY26. Retail sales for FY26 were 352,300* units, down 17.8% vs FY25
- As anticipated and previously indicated, Q4 FY26 volumes rose significantly quarter-on-quarter (QoQ) as production returned to normal
- Full year volumes impacted by US tariffs, China market challenges and planned wind down of legacy Jaguar models ahead of new Jaguar launch, in addition to production stoppages following the cyber incident
- Range Rover, Range Rover Sport and Defender model mix in Q4 FY26 was 77.1% of total wholesale volumes, up from 66.3% in Q4 FY25

Gaydon, UK, 02 April 2026 – JLR today reports its wholesale and retail sales for the fourth quarter of FY26 (three-months to 31 March 2026) and the full year ended 31 March 2026. As anticipated and previously indicated, fourth quarter volumes rose significantly versus the prior quarter, as operations recovered and production returned to normal levels following the cyber incident. Full year volumes were impacted by US tariffs, China market challenges, planned wind down of legacy Jaguar models ahead of new Jaguar launch and production stoppages following the cyber incident.

Wholesale volumes for the fourth quarter were 95,300* units (excluding the Chery Jaguar Land Rover China ('CJLR') JV), down 14.5% year-on-year, reflecting ongoing challenges in certain markets and the planned wind down of legacy Jaguar models ahead of new Jaguar launch. Q4 wholesale volumes increased 61.1% compared to Q3 FY26, reflecting a return to normal production levels following the cyber incident. Compared to the prior year, wholesale volumes for the fourth quarter were down in all markets, aside from Europe, which was up 4.1%. Volumes were lower in the UK (-23.1%), North America (-19.0%), China (-29.8%), Overseas (-7.9%) and MENA¹ (-2.4%). Wholesale volumes for FY26 were 307,900* units, down 23.2% versus FY25.

The overall mix of Range Rover, Range Rover Sport and Defender models was 77.1% of total wholesale volumes in Q4 FY26, up from 66.3% in Q4 FY25 and up from 74.3% in the prior quarter. For the full year, the mix of the same models was 76.5%, up from 67.8% the previous year.

Retail sales for the fourth quarter of 92,700 units* (including CJLR) were down 14.3% year-on-year but up 16.2% compared to Q3 FY26. Compared to the prior year, retail volumes for the fourth quarter were down in all markets, with the UK down 2.9%, North America down 13.8%, Europe down 6.4%, China down 34.6%, Overseas down 16.2% and MENA¹ down 29.6%. Retail volumes for FY26 were 352,300* units, down 17.8% versus FY25.

JLR will report its fourth quarter and full year financial results for the period ended 31 March 2026 in May 2026.

ENDS

* The volume data included in this release is rounded to the nearest hundred units and provisional. Additional detailed volume data will be available by 9 April 2026 on the Investor Relations pages of the JLR website (<https://www.jaguarlandrover.com/investor-relations>) and will affirm the volumes for the quarter.

¹ MENA now reported as separate market from FY26 (previously included within Overseas)

Media Enquiries:

JLR

Dave Lafferty

Global Head of Corporate PR

E: dlaffer2@jaguarlandrover.com

T: +44 (0)7552 283266

David Wrottesley

Global Corporate Communications Manager

E: dwrottes@jaguarlandrover.com

T: +44 (0) 7846 091167

Headland Consultancy

Susanna Voyle

Partner

E: svoyle@headlandconsultancy.com

T: +44 (0)7980 894557

Will Smith

Director

E: wsmith@headlandconsultancy.com

T: +44 (0)7872 350428

Investor Enquiries:

Claire Bird

Assistant Treasurer, Funding & Investor Relations

E: investor@jaguarlandrover.com

JLR PR social channels:

X: [@JLR_News](https://twitter.com/JLR_News)

LinkedIn: [@JLR](https://www.linkedin.com/company/jlr)

Notes to Editors

About JLR

JLR's *Reimagine* strategy aims to deliver a sustainability-rich vision of modern luxury by design. We are transforming our business with the aim to become carbon net zero across our supply chain, products and operations by 2039.

Electrification is central to our strategy and before the end of the decade our brands will each have a pure electric model, while Jaguar will be entirely electric.

The flexibility of our world-leading powertrain technologies means we can continue to offer hybrid and ICE vehicles in our ranges as we begin to roll out full BEV options, to match demand in the global transition to electric.

At heart we are a British company, with two design and engineering sites, two vehicle manufacturing facilities, a components and finishing facility, an electric propulsion manufacturing centre and a battery assembly centre in the UK. We also have vehicle plants in China (joint venture), Slovakia, India, and Brazil as well as seven technology hubs across the globe.

JLR is a wholly owned subsidiary of Tata Motors Passenger Vehicles Limited, part of Tata Sons.