

**JLR Q3 SALES IMPACTED BY CYBER INCIDENT AS PREVIOUSLY INDICATED**

- Wholesales in Q3 FY26 were 59,200\* units, down 43.3% vs. Q3 FY25
- Retail sales in Q3 FY26 were 79,600\* units, down 25.1% vs. Q3 FY25
- Volumes in quarter initially impacted by production stoppages following cyber incident and time required to distribute vehicles globally after production restart
- Planned wind down of legacy Jaguar models ahead of new Jaguar launch continued to impact volumes throughout the quarter, as expected
- Range Rover, Range Rover Sport and Defender model mix was 74.3% of total wholesale volumes in Q3 FY26, up from 70.3% in Q3 FY25 and down from 76.7% in prior quarter

**Gaydon, UK, 05 January 2026** – JLR today reports its wholesale and retail sales for the third quarter of FY26 (three-months to 31 December 2025). Production returned to normal levels only by mid-November post the cyber incident. Due to this and also the time required to distribute vehicles globally once produced, wholesale and retail volumes reduced on a quarter-on-quarter and year-on-year basis. In addition, the planned wind down of legacy Jaguar models ahead of the launch of new Jaguar, and incremental US tariffs impacting JLR's US exports, continued to impact volumes.

Wholesale volumes for the third quarter were 59,200 units (excluding the Chery Jaguar Land Rover China JV ('CJLR')), down 43.3% year-on-year and down 10.6% compared to Q2 FY26. Compared to the prior year, wholesale volumes for the third quarter were down in all markets comprising the UK which was down 0.9%, North America down 64.4%, Europe down 47.6%, China down 46.0%, MENA<sup>1</sup> down 8.5% and Overseas down 50.4%. The overall mix of Range Rover, Range Rover Sport and Defender models was 74.3% of total wholesale volumes in Q3 FY26, up from 70.3% in Q3 FY25 and down from 76.7% in the prior quarter. Wholesale volumes for the financial year to date were 212,600, down 26.6% YoY.

Retail sales for the third quarter of 79,600 units (including CJLR) were down 25.1% year-on-year and down 6.7% compared to Q2 FY26. Compared to the prior year, retail volumes for the third quarter were down in all markets, comprising the UK which was down 13.3%, North America down 37.7%, Europe down 26.9%, China down 18.4%, MENA<sup>1</sup> down 18.7% and Overseas down 14.1%. Retail volumes for the financial year to date were 259,400, down 19.1% YoY.

JLR will report its full financial results for Q3 FY26 in February 2026.

ENDS

\* The volume data included in this release is provisional and rounded to the nearest hundred units. Additional detailed volume data will be available by 8 January 2026 on the Investor Relations pages of the JLR website (<https://www.jaguarlandrover.com/investor-relations>) and will at that point affirm the volumes for the quarter.

<sup>1</sup> MENA now reported as separate market from FY26 (previously included within Overseas)

# MEDIA INFORMATION



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## 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.