JAGUAR LAND ROVER

RESULTS FOR THE THREE MONTHS ENDED 31 DECEMBER 2016

14th FEBRUARY 2017

DISCLAIMER

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

- Q4 FY17 represents the 3 month period from 1 January 2017 to 31 March 2017
- Q3 FY17 represents the 3 month period from 1 October 2016 to 31 December 2016
- Q3 FY16 represents the 3 month period from 1 October 2015 to 31 December 2015
- 9M FY17 represents the 9 month period from 1 April 2016 to 31 December 2016
- 9M FY16 represents the 9 month period from 1 April 2015 to 31 December 2015

Consolidated results of Jaguar Land Rover Automotive plc and its subsidiaries contained in the presentation are unaudited and presented under IFRS as approved in the EU.

Retail volume data includes and wholesale volume excludes sales from the Company’s unconsolidated Chinese joint venture.

PARTICIPANTS

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Treasurer, Jaguar Land Rover

C. Ramakrishnan

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Q3 FY17 FINANCIAL RESULTS

- Retail sales of 149.3k units, 8.5% up on Q3 FY16
- Wholesale volumes 130.9k units, 4.9% lower -- more than explained by the run-out of Discovery in advance of the all-new model going on sale in Q4 FY17
- Revenue of £6.5b, up from £5.8b with the weaker Pound
- PBT £255m, down from £499m a year ago primarily reflecting:
    - Lower wholesale volumes with less favourable product mix partially offset by favourable market mix (including the run-out of Discovery)
    - Higher marketing expense, including extended 16MY run-out cost in the US
    - Higher depreciation and amortisation
    - Unfavourable unrealised FX and commodity hedge revaluation
    - Offset partially by further recoveries related to Tianjin
- Positive free cashflow of £54m after £926m of total investment spending
- Cash and deposits of £3.8b and an undrawn revolving credit facility of £1.9b – before a €650m 7 year bond and a £300m 4 year bond issued in January 2017 with coupons of 2.20% and 2.75% respectively

KEY FINANCIAL METRICS

	Quarter ended 31 December			9 months ended 31 December		
(£ millions, unless stated)	**2016**	**2015**	**Change**	**2016**	**2015**	**Change**
Retail volumes ('000 units)	149.3	137.7	11.6	424.5	362.8	61.7
Wholesale volumes ('000 units)[1]	130.9	137.6	(6.7)	375.9	359.4	16.5
Revenues	6,537	5,781	756	17,951	15,614	2,337
EBITDA[2]	**611**	**834**	**(223)**	**1,898**	**2,244**	**(346)**
EBITDA %	9.3%	14.4%	(5.1 ppt)	10.6%	14.4%	(3.8 ppt)
Profit before tax and exceptional item	**170**	**469**	**(299)**	**799**	**1,195**	**(396)**
Exceptional item -- Tianjin recoveries	85	30	55	135	(215)	350
Profit before tax	**255**	**499**	**(244)**	**934**	**980**	**(46)**
Profit after tax	**167**	**440**	**(273)**	**715**	**840**	**(125)**
Free cash flow (before financing)	54	454	(400)	(509)	(602)	93
Cash	3,841	3,408	433	3,841	3,408	433

1) Excludes Chery Jaguar Land Rover – Q3 FY17 21,335 units; Q3 FY16 12,830, 9M FY17 46,936 units; 9M FY16 22,219
2) EBITDA defined to include the revaluation of current assets and liabilities and realised FX and commodity hedges but excludes the revaluation of foreign currency debt, unrealised FX and commodity hedges, as well as exceptional items

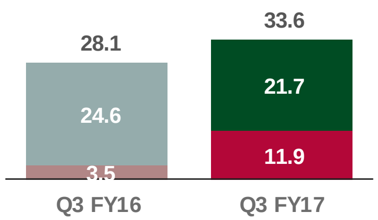
RECORD Q3 RETAIL SALES OF 149.3k UP 8%

CHINA, NORTH AMERICA AND EUROPE UP

Units in '000

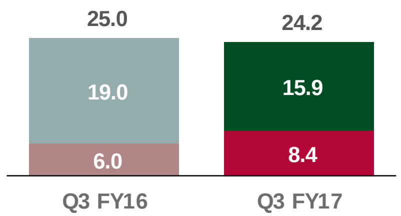
North America

Up 20%



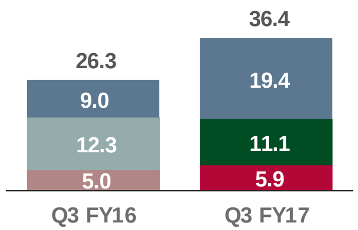
UK

Down (3)%

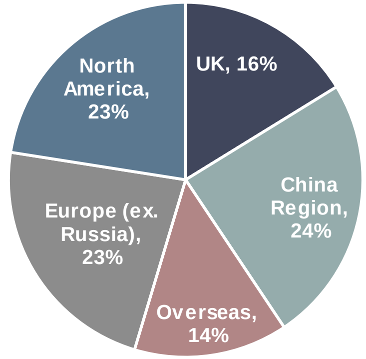


China*

Up 38%



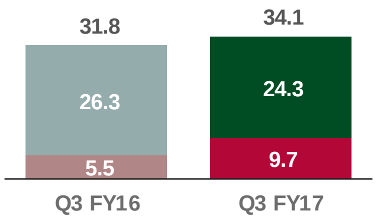
Q3 FY17



149,288 Units

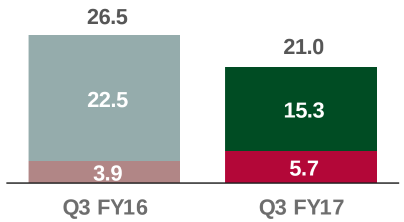
Europe

Up 7%

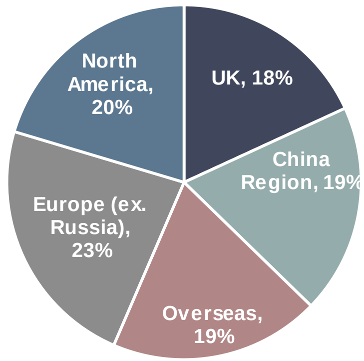


Overseas

Down (21)%



Q3 FY16



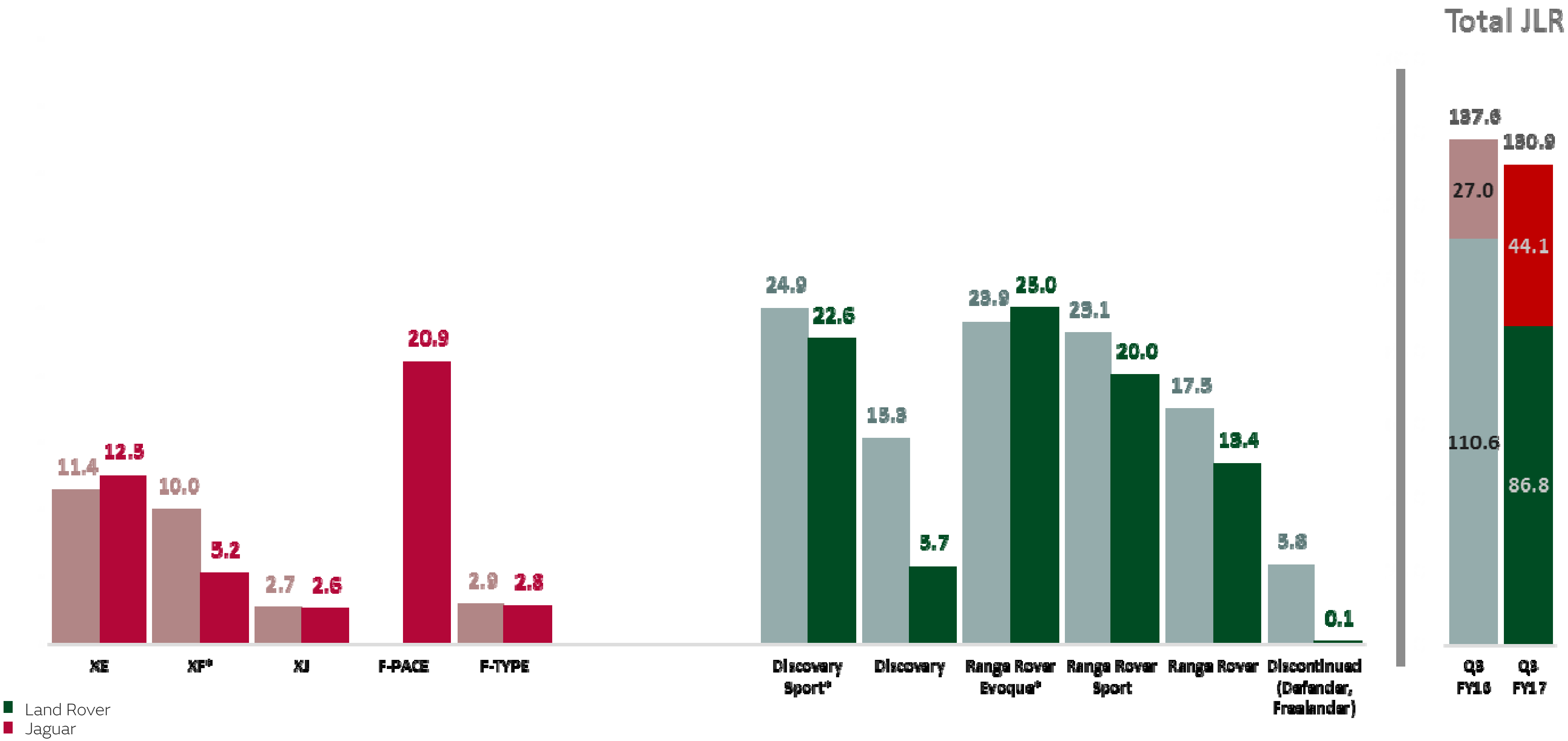
137,653 Units

- Land Rover
- Jaguar
- CJLR

* Total volumes includes sales from Chery Jaguar Land Rover – Q3 FY17 19,395 units; Q3 FY16 9,010

Q3 WHOLESALES OF 130,910 DOWN 5%
MORE THAN EXPLAINED BY DISCOVERY RUN-OUT

Units in '000



* Total volumes excludes sales from Chery Jaguar Land Rover – Q3 FY17 21,335 units. Q3 FY16 12,830

KEY PROFIT DRIVERS

- Revenue of £6.5b up from £5.8b in Q3 FY16, primarily reflecting the weaker Pound partially offset by lower wholesale volumes

- EBITDA of £611m (9.3% margin) compared to £834m (14.4%) a year ago, primarily reflecting:
    - Lower wholesale volumes and less favourable product mix partially offset by favourable market mix (2.0%, including the run-out of Discovery)
    - Unfavourable variable marketing expense (1.7%, including extended 16MY runout expense in the US)
    - Higher new model launch costs (0.3%) and biennial pay negotiation settlement (0.4%)
    - Favourable operating exchange offset by realised hedges

- EBITDA margin, analytically adjusting revenue to include FX hedging gains and losses included in EBITDA 10.1%

- PBT £255m, down from £499m a year ago reflecting:
    - Lower EBITDA (£223m) and higher depreciation and amortisation (£52m)
    - Unfavourable unrealised FX and commodity hedge revaluation and USD debt revaluation (£42m)
    - Higher China JV profits (£13m) and lower net finance expense (£5m)
    - Further recoveries related to Tianjin (£55m)

CASH FLOW

POSITIVE FREE CASH FLOW AFTER INVESTMENT

(£ millions, unless stated)	Quarter ended 31 December 2016	2015	Change	9 months ended 31 December 2016	2015	Change
EBITDA	**611**	**834**	**(223)**	**1,898**	**2,244**	**(346)**
Working capital (incl. non cash accruals)*	204	376	(172)	(281)	(584)	303
Tax paid	(9)	(12)	3	(109)	(117)	8
Cash flow from operations	**806**	**1,198**	**(392)**	**1,508**	**1,543**	**(35)**
Investment in fixed and intangible assets	(830)	(765)	(65)	(2,133)	(2,177)	44
Finance income and other (includes FX revaluation)	78	21	57	116	32	84
Free cash flow (before financing)	**54**	**454**	**(400)**	**(509)**	**(602)**	**93**
Changes in debt	(24)	18	(42)	(56)	(4)	(52)
Finance expenses and fees	(26)	(24)	(2)	(95)	(99)	4
Dividends paid	-	-	-	(150)	(150)	-
Net change in cash & financial deposits	**4**	**448**	**(444)**	**(810)**	**(855)**	**45**

*Includes £68m dividend received from CJLR

EXCITING NEW PRODUCTS

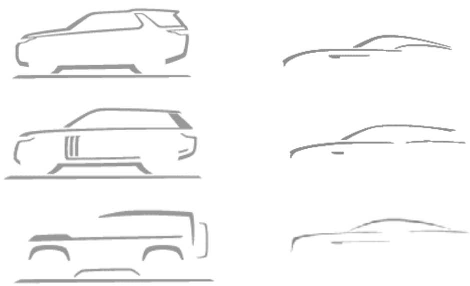
RECENT & UPCOMING NEW MODELS TO DRIVE GROWTH


F-PACE (May 2016)


Evoque convertible (Jun 2016)


XFL (Sep 2016)


All new Discovery (Q4 FY17)


Watch this space!


I-PACE concept (2018)

JAGUAR I-PACE CONCEPT
JLR'S FIRST BATTERY ELECTRIC VEHICLE

I-PACE concept

- All-wheel-drive from twin electric motors
- 500km range (NEDC cycle)
- 0-60mph in 4 seconds
- 90kWh lithium-ion battery
- Rapid charging takes 2 hours
- On the road in 2018

LOOKING AHEAD
CONTINUING TO INVEST TO DRIVE PROFITABLE GROWTH

- JLR's strategy continues to be to invest in new products, technology and manufacturing capacity to grow profitably.

- Jaguar Land Rover plans to continue to build on recent successful product launches with the continued sales ramp up of the Jaguar F-PACE, XF long wheel base in China, the all new Land Rover Discovery and others to be announced this year.

- The start of new Discovery wholesales, peak March UK sales and other seasonal factors should support a solid final quarter.

- JLR continues to have a balanced sales profile and will continue to closely monitor and assess market conditions in key regions.

Thank You

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ADDITIONAL SLIDES

INCOME STATEMENT

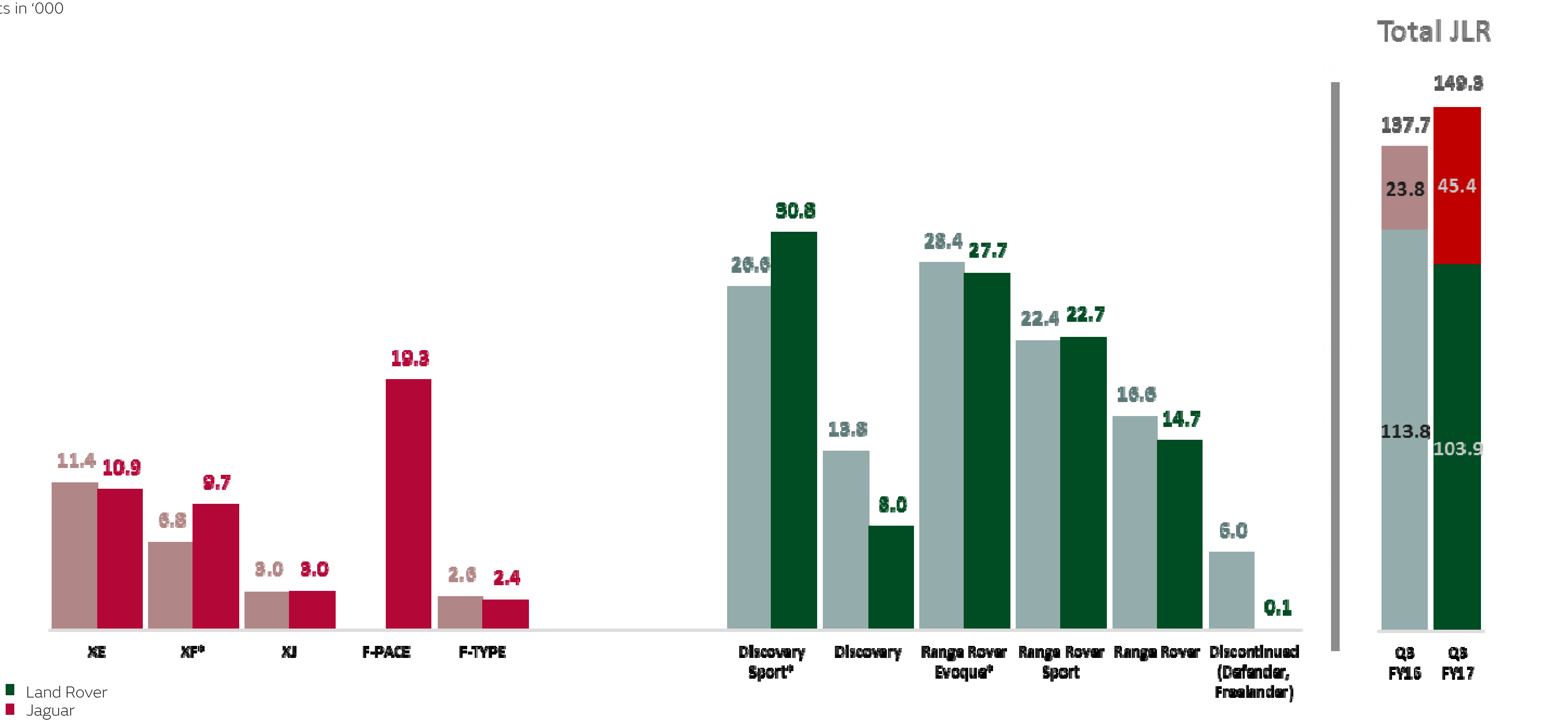
(£ millions, unless stated)	Quarter ended 31 December 2016	Quarter ended 31 December 2015	Change	9 months ended 31 December 2016	9 months ended 31 December 2015	Change
Revenues	**6,537**	**5,781**	**756**	**17,951**	**15,614**	**2,337**
Material and other cost of sales	(3,869)	(3,496)	(373)	(10,623)	(9,318)	(1,305)
Employee costs	(648)	(582)	(66)	(1,838)	(1,673)	(165)
Other (expense) /income[1]	(1,788)	(1,192)	(596)	(4,664)	(3,323)	(1,341)
Product development costs capitalised	379	323	56	1,072	944	128
EBITDA	**611**	**834**	**(223)**	**1,898**	**2,244**	**(346)**
Depreciation and amortisation	(409)	(357)	(52)	(1,207)	(1,040)	(167)
Undesignated debt/unrealised hedges MTM[2]	(62)	(20)	(42)	19	15	4
Net finance (expense) / income and other	(5)	(10)	5	(24)	(39)	15
Share of profit / (Loss) from Joint Venture	35	22	13	113	15	98
Profit before tax and exceptional item	**170**	**469**	**(299)**	**799**	**1,195**	**(396)**
Exceptional item	85	30	55	135	(215)	350
Profit before tax	**255**	**499**	**(244)**	**934**	**980**	**(46)**
Income tax expense	(88)	(59)	(29)	(219)	(140)	(79)
Profit after tax	**167**	**440**	**(273)**	**715**	**840**	**(125)**

1) Includes mark to market of current assets and liabilities and realised gains/losses on matured FX and commodity hedges
2) Includes mark to market of unrealised FX options (time value) and commodity hedges and revaluation of foreign currency debt

RECORD Q3 RETAIL SALES OF 149.3k UP 8%

STRONG F-PACE, XF AND DISCOVERY SPORT SALES

Units in '000

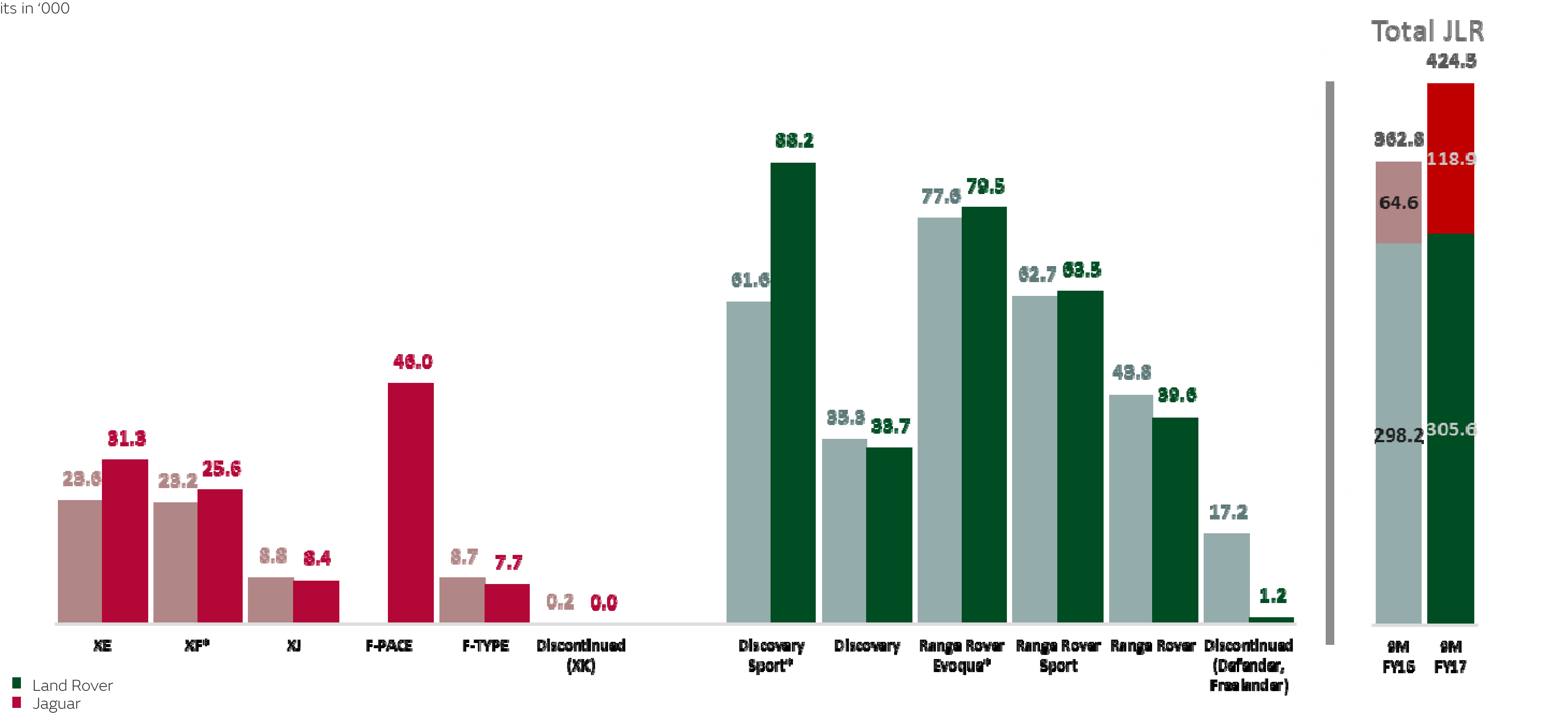


* Total volumes includes sales from Chery Jaguar Land Rover – Q3 FY17 19,395 units; Q3 FY16 9,010

RECORD 9M RETAIL SALES OF 424.5k UP 17%

LED BY F-PACE, XE, XF AND DISCOVERY SPORT

Units in '000



* Total volumes includes sales from Chery Jaguar Land Rover – 9M FY17 46,926 units; 9M FY16 19,398

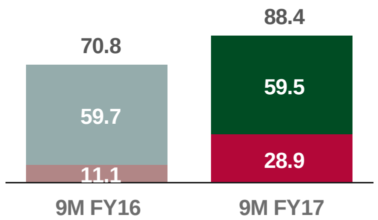
RECORD 9M RETAIL SALES OF 424.5k UP 17%

ALL REGIONS UP EXCEPT OVERSEAS

Units in '000

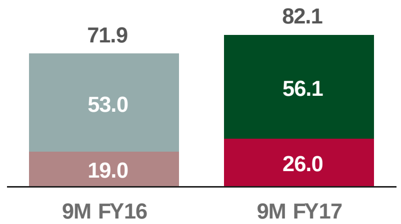
North America

Up 25%



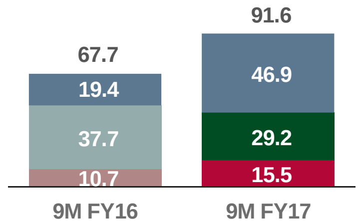
UK

Up 14%

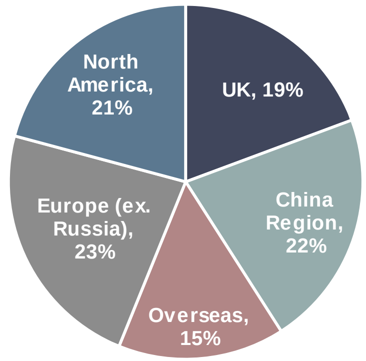


China*

Up 35%



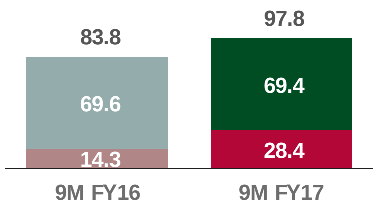
9M FY17



424,499 Units

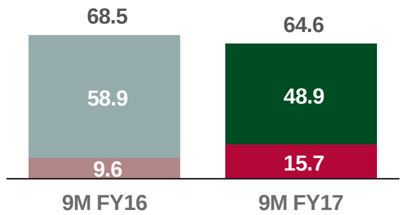
Europe

Up 17%

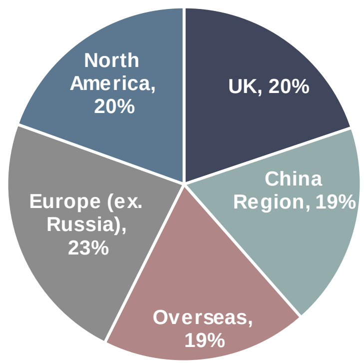


Overseas

Down (6)%



9M FY16



362,758 Units

- Land Rover
- Jaguar
- CJLR

* Total volumes includes sales from Chery Jaguar Land Rover – 9M FY17 46,926 units; 9M FY16 19,398

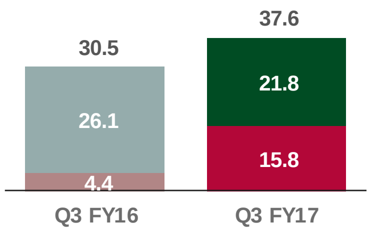
Q3 WHOLESALES OF 130,910 DOWN 5%

NORTH AMERICA AND CHINA UP

Units in '000

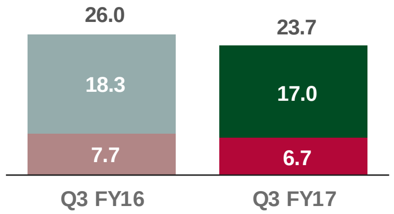
North America

Up 23%



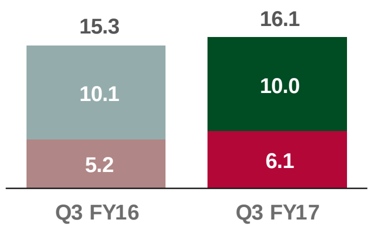
UK

Down (9)%

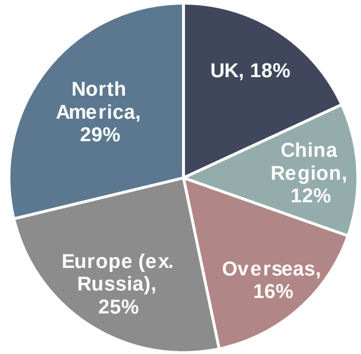


China*

Up 5%



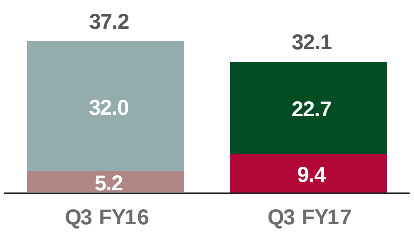
Q3 FY17



130,910 Units

Europe

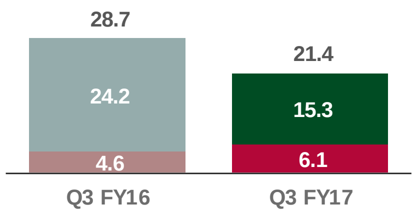
Down (14)%



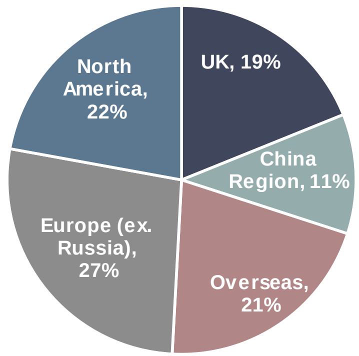
Land Rover
Jaguar

Overseas

Down (26)%



Q3 FY16



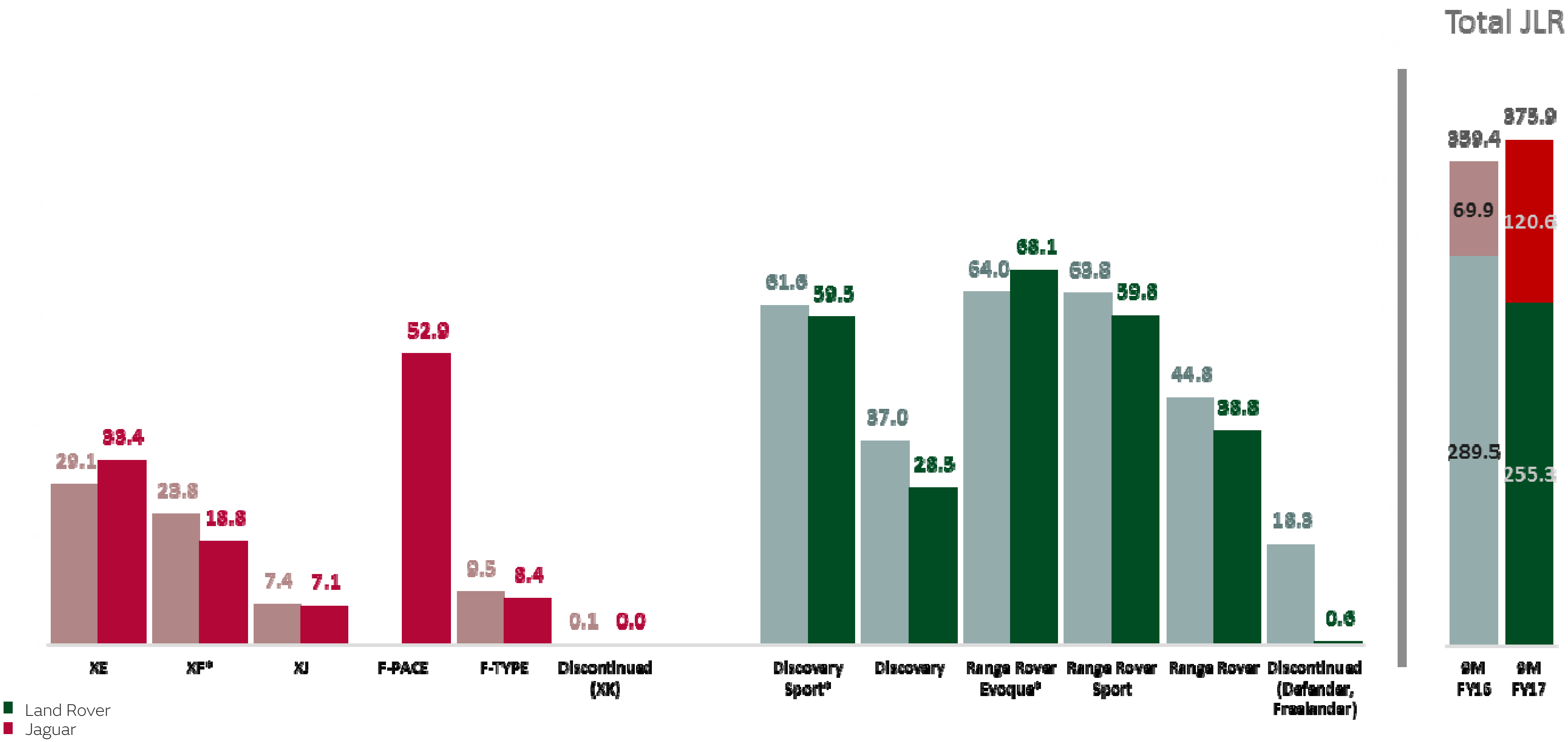
137,631 Units

* Total volumes excludes sales from Chery Jaguar Land Rover – Q3 FY17 21,335 units. Q3 FY16 12,830

9M WHOLESALES OF 375.9k UP 5%

STRONG SALES OF F-PACE, XE AND EVOQUE

Units in '000



* Total volumes excludes sales from Chery Jaguar Land Rover – 9M FY17 49,936 units. 9M FY16 22,219

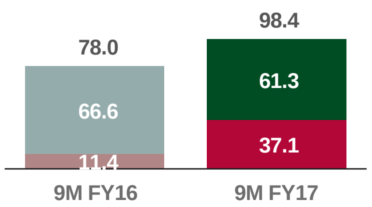
9M WHOLESALES OF 375.9k UP 5%

NORTH AMERICA, UK AND EUROPE UP

Units in '000

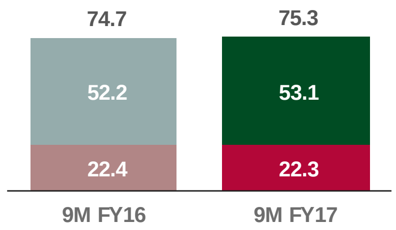
North America

Up 26%



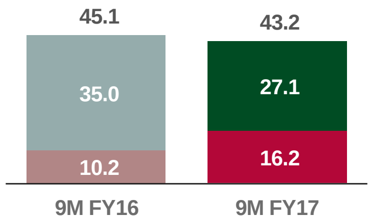
UK

Up 1%

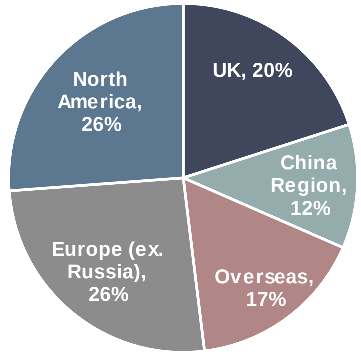


China*

Down (4)%



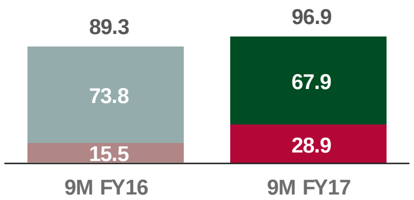
9M FY17



375,870 Units

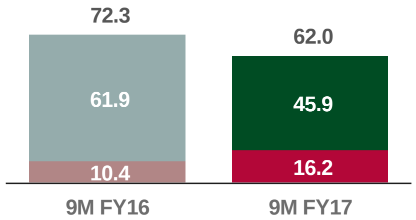
Europe

Up 8%



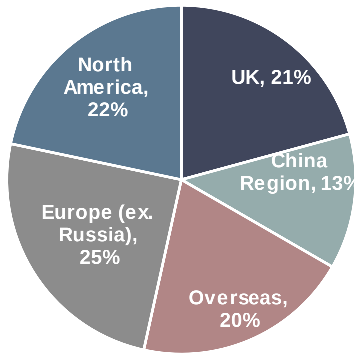
Overseas

Down (14)%



Land Rover
Jaguar

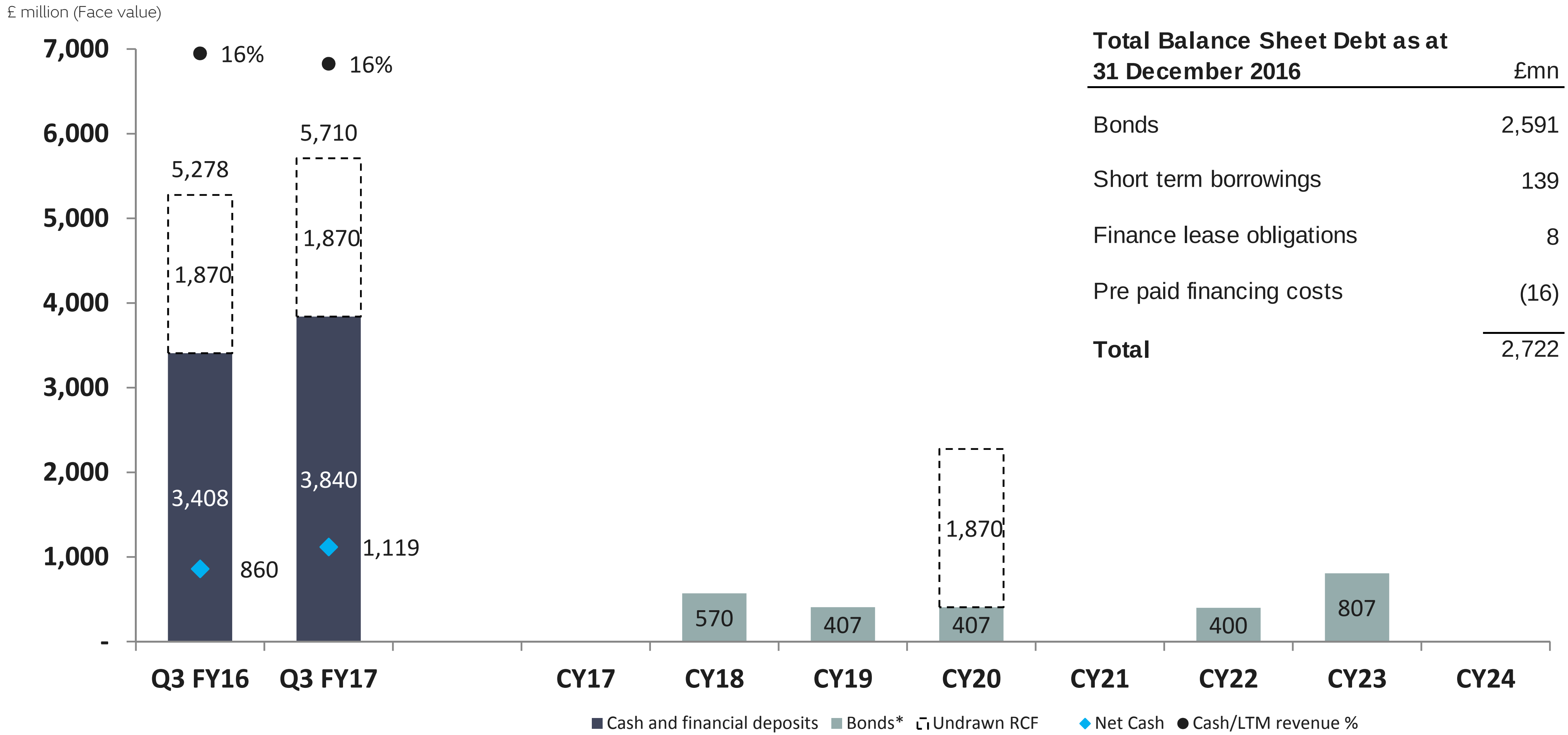
9M FY16



359,439 Units

* Total volumes excludes sales from Chery Jaguar Land Rover – 9M FY17 49,936 units. 9M FY16 22,219

FINANCING STRUCTURE
STRONG LIQUIDITY



Total Balance Sheet Debt as at 31 December 2016	£mn
Bonds	2,591
Short term borrowings	139
Finance lease obligations	8
Pre paid financing costs	(16)
Total	2,722

*Excludes €650m 7 year and £300m 4 year bonds issued in January at coupons of 2.20% and 2.75% respectively

PRODUCT AND OTHER INVESTMENT

CAPITAL EXPENDITURE TO GROW THE BUSINESS

(£ millions, unless stated)	Quarter ended 31 December 2016	2015	Change	9 months ended 31 December 2016	2015	Change
R&D expense						
Capitalised	379	323	56	1,072	944	128
Expensed	96	77	19	269	216	53
Total R&D expense	**475**	**400**	**75**	**1,341**	**1,160**	**181**
Investment in tangible and other intangible assets	451	442	9	1,061	1,233	(172)
Total product and other investment	**926**	**842**	**84**	**2,402**	**2,393**	**9**
Capital investment as % of revenue	14.2%	14.6%	(0.4 ppt)	13.4%	15.3%	(1.9 ppt)
Of which capitalised	830	765	65	2,133	2,177	(44)

FOREIGN EXCHANGE
IMPACT ON PROFITABILITY

(£ millions, unless stated)	Quarter ended 31 December 2016		2015	Change
Operational exchange[1]	n/a		n/a	438
Realized FX Hedges and other[2]	(455)		(71)	(384)
Revaluation of Current Assets/Liabilities[3]	(2)		2	(4)
Total FX impacting EBITDA	**n/a**		**n/a**	**50**
Revaluation of Undesignated Debt[3]	(54)		(36)	(18)
Unrealised FX Hedges[3]	(13)		43	(56)
Total FX below EBITDA	**(67)**		**7**	**(74)**
Total FX impact on PBT	**n/a**		**n/a**	**(24)**
Total FX Revaluation (included above)	***(69)***		***9***	***(78)***
Unrealised commodities	*5*		*(27)*	*32*
Realised commodities	*(11)*		*(18)*	*7*
End of Period Exchange Rates		*Q-o-Q*		*Q-o-Q*
GBP:USD	1.229	*5.1%*	1.483	*2.1%*
GBP:EUR	1.168	*0.9%*	1.357	*0.6%*
GBP:CNY	8.565	*1.0%*	9.740	*1.3%*

Memo:

1 The year-on-year operational exchange is an analytical estimate, which may differ from the actual impact

2 Realised hedge gains/(losses) are driven by the difference between executed hedging exchange rates compared to accounting exchange rates

3 Exchange revaluation gains/(losses) reflects the estimated impact of the change in end of period exchange rates as applied to relevant balances