

MEDIA INFORMATION

JAGUAR LAND ROVER AND BNP PARIBAS LAUNCH NEW MOBILITY FINANCING AND SERVICES IN EUROPE

- Strategic partnership sees new mobility financing services launch across nine European markets
- Products and services are now live in Germany, Italy, France, Spain, Belgium, Luxemburg, Netherlands, Austria and Portugal
- Partnership is the first phase in Jaguar Land Rover's vision of redefining the role of financial services for future clients, as part of its Reimagine strategy

Gaydon, UK, 20 January 2023: Jaguar Land Rover and BNP Paribas have launched a suite of new mobility financing services across nine European markets as part of their strategic partnership.

The collaboration is the first phase of a transformational plan to reimagine the role of financial services for clients of its Range Rover, Defender, Discovery and Jaguar brands.

Since partnering in February 2022, Jaguar Land Rover and BNP Paribas have been collaborating to innovate and develop a truly integrated offering that covers all aspects of mobility financing needs. This approach will deliver seamless end-to-end connectivity and facilitates personalised modern luxury experiences from website to showroom.

Jaguar Land Rover retail partner networks and clients now have access to a comprehensive suite of competitive retail financing solutions, insurance and services, as well as wholesale financing.

The retail range includes products such as traditional loans, lease-to-purchase, long-term lease, 'buy now, pay later', insurance and services products. BNP Paribas leverages on all its business involved in mobility products and services with support from its Corporate and Institutional Banking department: BNP Paribas Personal Finance supports the provision of wholesale financing, retail loans and financial leases, Arval delivers lease and fleet management, Floa provides 'buy now, pay later' services, and BNP Paribas Cardif offers insurance products and services.

Francois Dossa, Executive Director, Strategy and Sustainability, **Jaguar Land Rover** said: *"We have a vision of delivering modern luxury products and services for our clients. Today's launch across nine markets with our European strategic partner, BNP Paribas, is an exciting first phase of innovating mobility finance to create a modern luxury financial services experience for our clients."*

Thierry Laborde, Chief Operating Officer of **BNP Paribas** added: *"This long-term partnership with Jaguar Land Rover stems from our successful association in complementary areas of expertise, which places sustainability and innovation at the heart of the businesses, in order to better serve customers and retailers. Leveraging on the efficiency of its One Bank model, BNP Paribas is fully committed to building a truly integrated service covering all types of mobility financing needs, across nine strategic markets in Europe."*

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Notes to Editors

Jaguar Land Rover's *Reimagine* strategy is delivering a sustainability-rich vision of modern luxury by design.

We are transforming our business to become carbon net zero across our supply chain, products, and operations by 2039. We have set a roadmap to reduce emissions across our own operations and value chains by 2030 through approved, science-based targets. Electrification is central to this strategy and before the end of the decade our Range Rover, Discovery, Defender collections will each have a pure electric model, while Jaguar will be entirely electric.

At heart we are a British company, with two design and engineering sites, three vehicle manufacturing facilities, an engine manufacturing centre, and a battery assembly centre in the UK. We also have vehicle plants in China, Brazil, India, Austria, and Slovakia, as well as seven technology hubs across the globe.

Jaguar Land Rover is a wholly owned subsidiary of Tata Motors Limited, part of Tata Sons.

[About BNP Paribas](#)

BNP Paribas is the European Union's leading bank and key player in international banking. It operates in 68 countries and has more than 193,000 employees, including nearly 148,000 in Europe. The Group has key positions in its three main fields of activity: Retail Banking for the Group's retail-banking networks and several specialised businesses including BNP Paribas Personal Finance and Arval; Investment & Protection Services for savings, investment and protection solutions; and Corporate & Institutional Banking, focused on corporate and institutional clients. Based on its strong diversified and integrated model, the Group helps all its clients (individuals, community associations, entrepreneurs, SMEs, corporates and institutional clients) to realise their projects through solutions spanning financing, investment, savings and protection insurance. In Europe, BNP Paribas has four domestic markets: Belgium, France, Italy and Luxemburg. The Group is rolling out its integrated retail-banking model across several Mediterranean countries, Turkey, Eastern Europe as well as via a large network in the western part of the United States. As a key player in international banking, the Group has leading platforms and business lines in Europe, a strong presence in the Americas as well as a solid and fast-growing business in Asia-Pacific.

BNP Paribas has implemented a Corporate Social Responsibility approach in all its activities, enabling it to contribute to the construction of a sustainable future, while ensuring the Group's performance and stability.