

PRESS RELEASE

21 JUNE 2018

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BLACK HORSE AND JAGUAR LAND ROVER EXTEND THEIR PARTNERSHIP

- Successful partnership extended by another year until at least the end of 2020
 - Agreement supports aligned investment in digital solutions

Black Horse and Jaguar Land Rover have announced an extension to their successful partnership.

The new agreement will see the car finance arm of Lloyds Banking Group continue to provide finance for customers buying new Jaguar and Land Rover vehicles and support retailer finance until the end of 2020. This builds on the ongoing success of the existing six-year arrangement that began in 2014.

As part of its strategic development, Black Horse will be transforming its business by investing in digital solutions to improve the car buying journey for both dealers and customers. Jaguar Land Rover are doing likewise and this alignment is one of the reasons for the decision to extend the partnership.

Commenting on the deal, **Black Horse managing director Richard Jones** said: “Our relationship with Jaguar Land Rover goes from strength to strength, and has played an important role of the Black Horse business over the last few years.

“This partnership is testament to the expertise and tireless work of our colleagues and the ongoing excellent customer service we provide and I’m proud that we’ll continue to partner such an important business as JLR, and to serve its retailers and customers, as this is central to Lloyds Banking Group’s ongoing drive to help Britain prosper.”

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Jeremy Hicks, UK managing director, Jaguar Land Rover said: “This is excellent news for our retailers and our customers as Black Horse continues to deliver a great service, helping to deliver a smooth car buying journey against a backdrop of evolving customer buying habits.”

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