



## Press and Corporate Affairs

Media Information

21 December 2017

### **BMW to enthrall Patna with the BMW Mobile Studio.**

BMW Mobile Studio to cover 50 emerging markets across India in 2017.

Most fascinating BMW Product portfolio on special display and test drive.

**Patna.** BMW India has introduced the BMW Mobile Studio - one of its kind mobile showroom in Patna, designed exclusively to showcase the most aspirational BMW products and services in over 50 emerging markets across India. The BMW Mobile Studio in Patna is hosted by Titanium Autos and will be stationed from 22 - 23 December 2017 at Patna Golf Club, Bailey road, Rajbansi Nagar, Patna - 800023.

BMW Mobile Studio is a state-of-the art mobile structure featuring a two car display, reception area, BMW lifestyle collection and a VIP lounge. Customers will have an opportunity to experience the performance of BMW sedans and SAVs (Sports Activity Vehicle). After getting a first-hand driving experience, the customers can address their queries and interests to the sales experts. The experts provide professional advice on all specifications, technology and features of the cars to give an overall view of the innovative BMW products, services and lifestyle accessories. Customers can also book their favourite BMW vehicles at the BMW Mobile Studio.

Mr. Vikram Pawah, President, BMW Group India said, "The BMW Mobile Studio opens up new opportunities for us to showcase premium individual mobility in emerging markets across India. Customers and prospects can experience our fascinating and emotional product range, discuss various finance options and even book their favorite BMW car on the spot. It is a persuasive concept that provides us with a platform to showcase our interpretation of luxury in emerging markets across India."

Company  
BMW India  
Private Limited

A BMW Group Company

Registered Office  
DLF Cyber City, Phase II  
Building No. 8, Tower B  
7th Floor  
Gurgaon 122 002  
India

Corporate Identity  
Number  
U35991HR1997PTC037  
496

Telephone  
+91 124 4566 600

Email  
corporateaffairs@bmw.in

Internet  
www.bmw.in

Bank details  
Citibank India  
520116001  
IFSC-Code  
CITI0000002

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Mr. Bimal Singhania, Dealer Principal, Titanium Autos said, "The demand for luxury cars is increasing across emerging markets and the BMW Mobile Studio is a perfect platform for us to cater to this potential market. We are looking forward to showcase the dynamic BMW product range and services in Patna."

The BMW 3 Series Gran Turismo and the BMW X1 will be on display while the BMW 3 Series, the BMW 3 Series Gran Turismo, the all-new BMW 5 Series, the BMW X1, the BMW X3 and the BMW X5 will be available for test drives to automobile enthusiasts visiting the BMW Mobile studio.

### **BMW Group India**

With BMW, MINI and Motorrad, the BMW Group has its sight set firmly on the premium sector of the Indian automobile market. Along with automobiles and motorcycles, the BMW Group's activities in India comprise of financial services for its premium clientele. Till date, BMW Group has invested INR 12.5 billion (€ 182.5 million) in its subsidiaries in India. (BMW India – INR 5.2 billion (€ 72 million) and BMW Financial Services India – INR 7.3 billion (€ 110.5 million).

**BMW India** is a 100% subsidiary of the BMW Group and is headquartered in Gurgaon (National Capital Region). The wide range of BMW activities in India include a manufacturing plant in Chennai, a parts warehouse in Mumbai, a training centre in Gurgaon NCR and development of a dealer organisation across major metropolitan centres of the country.

**BMW Plant Chennai** started operations on 29 March 2007. The BMW Plant Chennai locally produces the BMW 3 Series, the BMW 3 Series Gran Turismo, the BMW 5 Series, the BMW 7 Series, the BMW X1, the BMW X3 and the BMW X5. BMW Plant Chennai will start the local production of the BMW 6 Series Gran Turismo in 2018.

BMW dealerships also display the BMW X6, the BMW Z4, the BMW M3 Sedan, the BMW M4 Coupe, the BMW M5 Sedan, the BMW M6 Gran Coupe, the BMW X5 M, the BMW X6 M and BMW i8 which are available in the country as Completely Built-up Units.

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The total number of employees at BMW Group India is over 650. More than 3,000 additional jobs have been created in the dealer and service network.

BMW India is the pioneer in bringing luxurious dealerships to India. BMW India has set a decisive course by setting up BMW dealerships of international standards across the country. BMW India has also set very high standards in service quality and customer care. Currently, BMW India has 42 sales outlets in the Indian market.

BMW India offers 'BMW Premium Selection' with the finest range of pre-owned BMW vehicles that are carefully selected and comprehensively examined for quality. BMW Premium Selection vehicles can be ordered through BMW Premium Selection dealerships at 13 locations in the Indian market.

**BMW i** stands for visionary electric cars and mobility services, inspiring design and a new understanding of premium that is strongly defined by sustainability. BMW i8, plug-in hybrid sports car, is available at four BMW i dealerships as a Completely Built-up Unit (CBU).

**BMW Motorrad** officially started its operations as a part of the Indian subsidiary of BMW Group in 2017. Presently, BMW Motorrad is in the process of setting up the team and dealer network in India. Till date, BMW Motorrad India has set up seven sales outlets in Ahmedabad, Bangalore, Mumbai, Pune, Delhi, Chennai and Kochi. BMW Motorrad dealerships display Sport – BMW S 1000 RR, BMW R 1200 RS; Adventure – BMW R 1200 GS, BMW R 1200 GS Adventure, BMW S 1000 XR; Roadster – BMW S 1000 R, BMW R 1200 R; Heritage – BMW R nineT, BMW R nineT Scrambler, BMW R nineT Racer and Tour – BMW R 1200 RT, BMW K 1600 GTL, BMW K 1600 B, which are available as Completely Built-up Units (CBU).

**MINI** has successfully established itself as a premium small car brand in India. Presently, the MINI model range in India includes the MINI 3-door, MINI 5-door, MINI Convertible, MINI Countryman and the MINI Clubman. MINI has established five sales outlets in India.

The International Purchasing Office (IPO) established in Gurgaon identifies and assesses potential suppliers for BMW, MINI, and BMW Motorcycles taking into account BMW Group's requirements for quality, technology and logistics. The IPO strongly focuses on facilitating the sourcing of production material (components) as well as IT and engineering services from India to the BMW Group international production network.

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**BMW Financial Services India** is a 100% subsidiary of the BMW Group and is headquartered in Gurgaon (National Capital Region). BMW Financial Services India operates with three business lines: Retail Finance, Commercial Finance and Insurance Solutions (as corporate agents). The services offered through BMW Financial Services India are significantly valuable to the premium clientele of BMW, MINI and Motorrad who require exclusive and flexible financial solutions. Service excellence is the primary focus of operations across all business lines.

BMW Financial Services India offers solutions for retail automobile financing for BMW customers and multi make customers, financing for fleet owners and commercial financing for BMW dealerships and multi-make dealerships. Commercial finance solutions offered to BMW India dealerships further strengthen operations in the country and reinforce the BMW brand. BMW Financial Services India also offers BMW Lease for individuals and corporate customers. BMW Financial Services India offers insurance solutions (as corporate agents) to its customers through its cooperation partner in India.

### **The BMW Group**

With its four brands BMW, MINI, Rolls-Royce and BMW Motorrad, the BMW Group is the world's leading premium manufacturer of automobiles and motorcycles and also provides premium financial and mobility services. As a global company, the BMW Group operates 31 production and assembly facilities in 14 countries and has a global sales network in more than 140 countries.

In 2016, the BMW Group sold approximately 2.367 million cars and 145,000 motorcycles worldwide. The profit before tax was approximately € 9.67 billion on revenues amounting to € 94.16 billion. As of 31 December 2016, the BMW Group had a workforce of 124,729 employees. The success of the BMW Group has always been based on long-term thinking and responsible action. The company has therefore established ecological and social sustainability throughout the value chain, comprehensive product responsibility and a clear commitment to conserving resources as an integral part of its strategy.

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If you have any queries, please contact:

### **BMW Group India**

Abhay Dange, Press and Corporate Affairs

Cell: +91 9910481013, Tel: + 91 124 4566 600, Fax: + 91 124 4566 612, Email: [Abhay.Dange@bmw.in](mailto:Abhay.Dange@bmw.in)

Satchit Gayakwad, Press and Corporate Affairs

Cell: +91 95 607 25900, Tel: + 91 124 4566 906, Fax: + 91 124 4566 612, Email: [Satchit.gayakwad@bmw.in](mailto:Satchit.gayakwad@bmw.in)

Internet: [www.bmw.in](http://www.bmw.in)

Facebook: <https://www.facebook.com/bmwindia>

Twitter: <https://twitter.com/bmwindia>

YouTube: <https://www.youtube.com/user/bmwindia>

Instagram: [https://www.instagram.com/bmwindia\\_official](https://www.instagram.com/bmwindia_official)