



Press and Corporate Affairs

Media Information

5 May 2017

KUN Exclusive, Hyderabad gives stellar performance to bag 'Dealership of the Year' award at BMW Group India Excellence Awards.

Hyderabad. KUN Exclusive, Hyderabad wins the 'Dealership of the Year' award at the 7th edition of the BMW Group India Excellence Awards for Outstanding Individual and Dealer Performance in 2016. The award is conferred to the dealer partner who has excelled in all parameters of business performance and gets to keep the trophy for a year.

BMW Group India management felicitated top performers in the areas of Sales, Marketing, Aftersales, Sales Channel Development and Financial Services for BMW and MINI brands in India for the year 2016. In all, 71 Dealer Excellence awards were handed out during the evening. Over 300 associates from across the dealer network in India participated in the event.

Mr. Vikram Pawah, President, BMW Group India said, "At BMW Group we believe that excellence is an attitude of continuously striving for being the very best, it is a continuous process. We have appreciated this excellence by awarding the Dealership of the Year award to KUN Exclusive, Hyderabad. They have truly set a benchmark with their performance par excellence. We applaud their accomplishment and wish them great success for future."

KUN Exclusive, Hyderabad excelled in their performance in both Individual and dealership awards receiving honours such as Best Performance in Customer Satisfaction - Sales 2016 and Best Overall Performance in Aftersales 2016.

Mr. Gautham Gudigopuram, Dealer Principal, KUN Exclusive, Hyderabad said, "BMW and KUN Exclusive share a common passion for excellence. It is our constant endeavour to be the best and we are thrilled to receive the most coveted- 'Dealership of the Year award'. This achievement is a result of sheer passion and hard-work from our entire team. Their

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commitment and determination are truly exemplary and we will strive for even better performance this year.”

KUN Exclusive

KUN Exclusive is a BMW dealership in Andhra Pradesh since 3 December 2010. The dealership is headed by Mr. Gautham Gudigopuram, Dealer Principal, KUN Exclusive, Hyderabad.

KUN Exclusive represents BMW with two outlets in Andhra Pradesh. KUN Exclusive, Hyderabad is located on # 6-3-569, Opposite R.T.A Office Khairtabad, Hyderabad – 500082. Spread over 19,084 sq. ft., the ultra-modern 4S facility has a classy showroom integrated with after-sales service facility featuring Sales, Service, Spare parts and Business Systems to ensure that customers receive best-in-class pre and post sales ownership experience.

KUN Exclusive, Vijayawada is located at Plot No 5 APIIC IALA, Old NH5 Capital Region. Spread over 18,500 sq. ft, the showroom offers the entire range of fascinating BMW product to its customers. The design of the showrooms is based upon urban street display concept which is a signature BMW layout with a consultation lounge, sales and after sales desk.

As with every other BMW dealership, KUN Exclusive has provided its staff intense training in management of sales, service, spare parts and business systems to ensure customers receive best-in-class pre and post sales ownership experience. A team of service engineers have also been trained at BMW's training centers in Singapore, Malaysia and Germany.

BMW Group India

With its three brands, BMW, MINI and Rolls-Royce, 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 11.3 billion Indian Rupees (€ 167 million) in its subsidiaries in India. (BMW India –INR 4.9 billion (€ 69 million) and BMW Financial Services India – INR 6.4 billion (€ 98 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

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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 1 Series, 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 dealerships also display the BMW 6 Series Gran Coupe, 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 (CBU).

The total number of employees at BMW Group India is over 650. More than 1,200 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 41 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 exclusive 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. Earlier, BMW Motorrad was operating in India with importers who had sales outlets in Mumbai and New Delhi. Presently, BMW Motorrad is in the process of setting up the team and dealer network in India. In the initial phase, BMW Motorrad has set up dealerships in Ahmedabad, Bangalore, Mumbai and Pune. BMW Motorrad dealerships in

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India will display BMW S 1000 RR, BMW R 1200 RS, BMW R 1200 RT, BMW K 1600 GTL, BMW R 1200 R, BMW S 1000 R, BMW R NineT, BMW R NineT Scrambler, BMW R 1200 G S Adventure, BMW R 1200 GS, BMW S 1000 XR 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 exclusive dealerships 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 increasing the sourcing of production material (components) as well as IT and engineering services from India to the BMW Group international production network.

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 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.

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