



Press and Corporate Affairs

Media Information

12 October 2017

Lutyens Motorrad launched as BMW Motorrad partner in Delhi.

Delhi. BMW Motorrad has officially started its operations as a part of the Indian subsidiary of BMW Group and has launched Lutyens Motorrad as its dealer partner in Delhi. The dealership is headed by Mr. Manish Gupta, Dealer Principal, Lutyens Motorrad.

Mr. Vikram Pawah, President, BMW Group India said, "The entire BMW brand is emotionally charged by the flair of BMW Motorrad. BMW Motorrad builds fascinating, dynamic motorcycles for every purpose. Whether a trip to the ends of the earth or a training session on the race track, whether an exclusive luxury touring motorcycle or a cool urban bike: every motorcyclist will find just the right machine here. As the most innovative manufacturer of premium motorcycles in the segments of Sports, Tour, Roadster, Heritage and Adventure, BMW Motorrad is opening a new chapter of its market strategy in India."

Presently, BMW Motorrad is in the process of setting up the team and dealer network in India. Mr. Shivapada Ray has been appointed as the head of BMW Motorrad in India. In the initial phase, BMW Motorrad will set up dealerships in Ahmedabad, Bangalore, Mumbai, Pune, Delhi and Kochi.

Mr. Manish Gupta, Dealer Principal, Lutyens Motorrad said, "We take great pride in our relationship with BMW in India. We believe that the blue-and-white logo is the integral part of our company and is firmly anchored in our heritage – as well as its future. We are thrilled to see the ultimate riding machine in Delhi/NCR and as a dealer partner for BMW Motorrad, we are excited about the great potential BMW Motorrad has in contribution to our business success. We are looking forward to embark with BMW Motorrad on a breakthrough journey in the premium motorcycle segment in India."

As the most innovative manufacturer of premium motorcycles in the segments Sports, Tour, Roadster, Heritage and Adventure, BMW Motorrad is opening a new chapter of its market strategy in India. BMW Motorrad dealerships in India will display BMW S 1000 RR,

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

Media Information

Date 12 October 2017

Subject Lutyens Motorrad launched as BMW Motorrad partner in Delhi.

Page 2

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).

The new showroom is located at 10 A, ring road, Lajpat Nagar, New Delhi - 110024. The dealership will deliver international standards of Sales and Service ensuring that customers receive best-in-class post sales ownership experience. The workshop is located at F 2/10 Okhla Industrail Area, Phase 1, Delhi.

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 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 3,000 additional jobs have been created in the dealer and service network.

Media Information

Date 12 October 2017

Subject Lutyens Motorrad launched as BMW Motorrad partner in Delhi.

Page 3

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. 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 will display Sport- 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 and Tour – BMW R 1200 RT, BMW K 1600 GTL 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.

Media Information

Date 12 October 2017

Subject Lutyens Motorrad launched as BMW Motorrad partner in Delhi.

Page 4

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.

If you have any queries, please contact:

BMW Group India

Abhay Dange, Director, Press and Corporate Affairs

Cell: +91 99 104 81013; Tel: + 91 124 4566 600; Fax: + 91 124 4566 612; Email: Abhay.Dange@bmw.in

Satchit Gayakwad, Sales Channel, Lifestyle and Sports Communication, Press and Corporate Affairs

Cell: +91 95 607 25900; Tel: + 91 124 4566 906; Fax: + 91 124 4566 612; Email: Satchit.Gayakwad@bmw.in

Internet: 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