

# BMW Group



## Sales BMW of North America, LLC, December 2011

	Dec '11	Dec '10	%	YTD Dec '11	YTD Dec '10	%
1 Series	917	1,229	-25.4%	8,832	13,132	-32.7%
3 Series	8,489	10,067	-15.7%	94,371	100,910	-6.5%
Z4	299	198	51.0%	3,479	3,804	-8.5%
5 Series	4,887	5,045	-3.1%	51,491	39,488	30.4%
6 Series	723	70	932.9%	3,903	2,418	61.4%
7 Series	1,219	1,024	19.0%	11,299	12,253	-7.8%
<b>BMW passenger cars</b>	<b>16,534</b>	<b>17,633</b>	<b>-6.2%</b>	<b>173,375</b>	<b>172,005</b>	<b>0.8%</b>
X3	3,532	849	316.0%	27,793	6,075	357.5%
X5	6,007	3,939	52.5%	40,547	35,776	13.3%
X6	761	859	-11.4%	6,192	6,257	-1.0%
<b>BMW light trucks (SAVs)</b>	<b>10,300</b>	<b>5,647</b>	<b>82.4%</b>	<b>74,532</b>	<b>48,108</b>	<b>54.9%</b>
<b>BMW brand</b>	<b>26,834</b>	<b>23,280</b>	<b>15.3%</b>	<b>247,907</b>	<b>220,113</b>	<b>12.6%</b>
Cooper /S Hardtop	2,762	2,568	7.6%	28,067	29,658	-5.4%
Cooper /S Convertible	299	428	-30.1%	4,964	7,022	-29.3%
Cooper /S Clubman	416	749	-44.5%	6,844	8,389	-18.4%
Coupe	253	N/A	N/A	953	N/A	N/A
Crossover	1,981	575	244.5%	16,683	575	2801.4%
<b>MINI brand</b>	<b>5,711</b>	<b>4,320</b>	<b>32.2%</b>	<b>57,511</b>	<b>45,644</b>	<b>26.0%</b>
<b>TOTAL BMW of North America, LLC</b>	<b>32,545</b>	<b>27,600</b>	<b>17.9%</b>	<b>305,418</b>	<b>265,757</b>	<b>14.9%</b>