

# BMW Group



## Vehicle Sales BMW of North America, LLC, April 2013

|                                        | Apr. 2013     | Apr. 2012     | %             | YTD Apr. 2013  | YTD Apr. 2012  | %            |
|----------------------------------------|---------------|---------------|---------------|----------------|----------------|--------------|
| 1 Series                               | 626           | 741           | -15.5%        | 1,917          | 2,835          | -32.4%       |
| 3 Series                               | 8,236         | 9,003         | -8.5%         | 28,898         | 33,701         | -14.3%       |
| Z4                                     | 230           | 278           | -17.3%        | 854            | 888            | -3.8%        |
| 5 Series                               | 5,234         | 3,566         | 46.8%         | 17,373         | 16,275         | 6.7%         |
| 6 Series                               | 760           | 513           | 48.1%         | 2,831          | 2,210          | 28.1%        |
| 7 Series                               | 871           | 516           | 68.8%         | 3,209          | 3,896          | -17.6%       |
| X1                                     | 1,556         | N/A           | N/A           | 6,967          | N/A            | N/A          |
| <b>BMW passenger cars</b>              | <b>17,513</b> | <b>14,617</b> | <b>19.8%</b>  | <b>62,049</b>  | <b>59,805</b>  | <b>3.8%</b>  |
| X3                                     | 1,914         | 2,479         | -22.8%        | 9,125          | 9,132          | -0.1%        |
| X5                                     | 3,444         | 3,561         | -3.3%         | 15,335         | 12,236         | 25.3%        |
| X6                                     | 354           | 405           | -12.6%        | 1,618          | 1,438          | 12.5%        |
| <b>BMW light trucks</b>                | <b>5,712</b>  | <b>6,445</b>  | <b>-11.4%</b> | <b>26,078</b>  | <b>22,806</b>  | <b>14.3%</b> |
| <b>BMW brand</b>                       | <b>23,225</b> | <b>21,062</b> | <b>10.3%</b>  | <b>88,127</b>  | <b>82,611</b>  | <b>6.7%</b>  |
| Cooper /S Hardtop                      | 2,469         | 2,621         | -5.8%         | 8,859          | 9,449          | -6.2%        |
| Cooper /S Convertible                  | 507           | 521           | -2.7%         | 1,226          | 1,503          | -18.4%       |
| Cooper /S Clubman                      | 400           | 508           | -21.3%        | 1,238          | 1,756          | -29.5%       |
| Coupe                                  | 168           | 290           | -42.1%        | 613            | 1,026          | -40.3%       |
| Roadster                               | 283           | 258           | 9.7%          | 938            | 512            | 83.2%        |
| Countryman                             | 1,864         | 1,533         | 21.6%         | 6,703          | 5,665          | 18.3%        |
| Paceman                                | 95            | N/A           | N/A           | 264            | N/A            | N/A          |
| <b>MINI brand</b>                      | <b>5,786</b>  | <b>5,731</b>  | <b>1.0%</b>   | <b>19,841</b>  | <b>19,911</b>  | <b>-0.4%</b> |
| <b>TOTAL BMW of North America, LLC</b> | <b>29,011</b> | <b>26,793</b> | <b>8.3%</b>   | <b>107,968</b> | <b>102,522</b> | <b>5.3%</b>  |