

# BMW Group



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

|  | June 2013     | June 2012     | %             | YTD June 2013  | YTD June 2012  | %            |
|--|---------------|---------------|---------------|----------------|----------------|--------------|
| 1 Series                               | 634           | 701           | -9.6%         | 3,189          | 4,164          | -23.4%       |
| 3 Series                               | 10,957        | 6,740         | 62.6%         | 49,162         | 46,762         | 5.1%         |
| Z4                                     | 204           | 240           | -15.0%        | 1,396          | 1,412          | -1.1%        |
| 5 Series                               | 4,484         | 5,374         | -16.6%        | 25,891         | 27,751         | -6.7%        |
| 6 Series                               | 1409          | 642           | 119.5%        | 5,154          | 3,577          | 44.1%        |
| 7 Series                               | 855           | 539           | 58.6%         | 5,075          | 5,604          | -9.4%        |
| X1                                     | 1,853         | N/A           | N/A           | 12,069         | N/A            | N/A          |
| <b>BMW passenger cars</b>              | <b>20,396</b> | <b>14,236</b> | <b>43.3%</b>  | <b>101,936</b> | <b>89,270</b>  | <b>14.2%</b> |
| X3                                     | 2,981         | 2,825         | 5.5%          | 14,240         | 14,417         | -1.2%        |
| X5                                     | 3,406         | 4,015         | -15.2%        | 21,459         | 19,981         | 7.4%         |
| X6                                     | 291           | 649           | -55.2%        | 2,796          | 2,836          | -1.4%        |
| <b>BMW light trucks</b>                | <b>6,678</b>  | <b>7,489</b>  | <b>-10.8%</b> | <b>38,495</b>  | <b>37,234</b>  | <b>3.4%</b>  |
| <b>BMW brand</b>                       | <b>27,074</b> | <b>21,725</b> | <b>24.6%</b>  | <b>140,431</b> | <b>126,504</b> | <b>11.0%</b> |
| Cooper /S Clubman                      | 568           | 560           | 1.4%          | 2,221          | 2,823          | -21.3%       |
| Cooper /S Hardtop                      | 2,363         | 2,601         | -9.2%         | 13,743         | 14,729         | -6.7%        |
| Cooper /S Convertible                  | 595           | 539           | 10.4%         | 2,415          | 2,692          | -10.3%       |
| Coupe                                  | 269           | 252           | 6.7%          | 1,084          | 1,565          | -30.7%       |
| Roadster                               | 377           | 224           | 68.3%         | 1,616          | 990            | 63.2%        |
| Countryman                             | 2,089         | 1,819         | 14.8%         | 10,563         | 9,260          | 14.1%        |
| Paceman                                | 310           | N/A           | N/A           | 714            | N/A            | N/A          |
| <b>MINI brand</b>                      | <b>6,571</b>  | <b>5,995</b>  | <b>9.6%</b>   | <b>32,356</b>  | <b>32,059</b>  | <b>0.9%</b>  |
| <b>TOTAL BMW of North America, LLC</b> | <b>33,645</b> | <b>27,720</b> | <b>21.4%</b>  | <b>172,787</b> | <b>158,563</b> | <b>9.0%</b>  |