

# BMW Group



## Vehicle Sales BMW of North America, LLC, August 2016

|                                        | August 2016   | August 2015   | %             | YTD August 2016 | YTD August 2015 | %             |
|----------------------------------------|---------------|---------------|---------------|-----------------|-----------------|---------------|
| i3                                     | 1,013         | 792           | 27.9%         | 5,372           | 6,183           | -13.1%        |
| i8                                     | 145           | 210           | -30.9%        | 931             | 1,160           | -19.7%        |
| 2 Series                               | 728           | 1,024         | -28.9%        | 11,493          | 7,394           | 55.4%         |
| 3 Series                               | 5,885         | 10,163        | -42.1%        | 45,660          | 60,688          | -24.7%        |
| 4 Series                               | 2,285         | 2,940         | -22.3%        | 23,747          | 31,023          | -23.5%        |
| 5 Series                               | 2,606         | 4,012         | -35.0%        | 26,184          | 29,779          | -12.1%        |
| 6 Series                               | 297           | 258           | 15.1%         | 2,695           | 5,653           | -52.3%        |
| 7 Series                               | 1,230         | 90            | 1266.7%       | 8,038           | 6,229           | 29.0%         |
| Z4                                     | 101           | 123           | -17.9%        | 776             | 1,313           | -40.9%        |
| X1                                     | 1,440         | 2,317         | -37.9%        | 15,709          | 9,411           | 66.9%         |
| <b>BMW passenger cars</b>              | <b>15,730</b> | <b>21,929</b> | <b>-28.3%</b> | <b>140,605</b>  | <b>158,833</b>  | <b>-11.5%</b> |
| X3                                     | 4,668         | 2,127         | 119.5%        | 27,174          | 17,750          | 53.1%         |
| X4                                     | 432           | 453           | -4.6%         | 3,376           | 4,006           | -15.7%        |
| X5                                     | 4,121         | 2,803         | 47.0%         | 29,069          | 37,965          | -23.4%        |
| X6                                     | 580           | 443           | 30.9%         | 4,520           | 4,794           | -5.7%         |
| <b>BMW light trucks</b>                | <b>9,801</b>  | <b>5,826</b>  | <b>68.2%</b>  | <b>64,139</b>   | <b>64,515</b>   | <b>-0.6%</b>  |
| <b>BMW brand</b>                       | <b>25,531</b> | <b>27,755</b> | <b>-8.0%</b>  | <b>204,744</b>  | <b>223,348</b>  | <b>-8.3%</b>  |
| Cooper /S Hardtop 2 Door               | 769           | 1,594         | -51.8%        | 7,822           | 14,321          | -45.4%        |
| Cooper /S Hardtop 4 Door               | 840           | 1,128         | -25.5%        | 8,083           | 10,425          | -22.5%        |
| Cooper /S Convertible                  | 509           | 229           | 122.3%        | 2,875           | 2,208           | 30.2%         |
| Cooper /S Clubman                      | 1,533         | 0             | 0.0%          | 7,020           | 0               | 0.0%          |
| Coupe                                  | 0             | 155           | -100.0%       | 6               | 438             | -98.6%        |
| Roadster                               | 0             | 323           | -100.0%       | 4               | 1,074           | -99.6%        |
| Countryman                             | 1,312         | 1,398         | -6.2%         | 9,014           | 10,879          | -17.1%        |
| Paceman                                | 6             | 282           | -97.9%        | 63              | 1,215           | -94.8%        |
| <b>MINI brand</b>                      | <b>4,969</b>  | <b>5,109</b>  | <b>-2.7%</b>  | <b>34,887</b>   | <b>40,560</b>   | <b>-14.0%</b> |
| <b>TOTAL BMW of North America, LLC</b> | <b>30,500</b> | <b>32,864</b> | <b>-7.2%</b>  | <b>239,631</b>  | <b>263,908</b>  | <b>-9.2%</b>  |