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Model Year 2018 – Pricing and Equipment Updates

Woodcliff Lake, NJ – November 17, 2017...BMW Motorrad USA is pleased to announce equipment updates for model-year 2018 motorcycles with production beginning between August and the end of 2017.

Models Included in this Communication:

| | | |
|-------------------------|---------------------|--------------------------|
| G 310 R | C 650 GT / Sport | R nineT (all 5 models) |
| F 700 GS | S 1000 R / RR / XR | R 1200 R / RS / RT |
| F 800 GS / GS Adventure | K 1600 B / GT / GTL | R 1200 GS / GS Adventure |

All-New: Special Option

This new line of exclusive paint colors and options was announced during Motorrad Days on July 7th. These new Special options are heavily focused on premium design, quality performance and exclusivity. Special Option equipment launches first on BMW's Heritage and Touring bikes and supports BMW's positioning as a premium brand while expanding the opportunities for customization.

Equipment Changes for Model Year 2018

2018 C 650 Sport

Colors

Austin Yellow Metallic (\$100 MSRP) replaces discontinued paint Valencia Orange Metallic Matte. There is no additional charge for Black Storm Metallic.

2018 C 650 GT

Colors

Ocean Blue Metallic Matte (\$100 MSRP) replaces discontinued paint Frozen Bronze. There is no additional charge for Black Storm Metallic.

2018 F 700 GS

Colors

Racing Blue Metallic (\$150 MSRP) replaces discontinued paint Racing Red.

2018 F 800 GS

Colors

Racing Blue Metallic (\$200 MSRP) replaces discontinued paint Ostra Grey Metallic Matte.

2018 F 800 GS Adventure

Colors

Racing Blue Metallic (\$200 MSRP) replaces discontinued paint Catalano Grey.

All MY 2018 R nineT Models

Options

Special Option: Billet Pack Classic (\$2,600 MSRP). Sept. production.

Special Option: Billet Pack Storm (\$2,600 MSRP). Nov. production.

Special Option: Billet Pack Club Sport (\$2,600 MSRP). Oct. production.

These three different design lines of Special Option billet packs are available for all five derivatives of the R nineT beginning with the production months referenced above.

All Billet Pack Components Include:

- Valve Covers (l/r)
- Oil Filler Cap
- Breast Plate
- Brake and Clutch Lever (adjustable 5 times)
- Adjustable Rider Footrest System
- Passenger Pegs
- Fluid Tank Cap
- Seat Holder (l/r)

2018 R 1200 R

Colors

Espresso Metallic replaces discontinued paint Thunder Grey Metallic and requires the revised Style 2 Package referenced below (\$350 MSRP).

Options

Sport Windshield is now \$75 MSRP when combined with Style 1 Package (previously \$0).

Packages

Style 2 package (\$350 MSRP) replaces the previous Style 2 package and is only available with the new color option Espresso Metallic paint. It comes with 'Tank Cover Pure' with stainless steel center, a new tape application on the fuel tank, grey frame, and gold colored calipers.

2018 R 1200 RS

Colors

Lupin Blue Metallic has been discontinued and replaced with Black Storm Metallic (\$0) and Frozen Bronze Metallic / Black Storm Metallic, which requires the new Style 2 Package referenced below (\$375 MSRP).

Options

'Tank Cover Pure' with stainless steel center and Engine Spoiler are now available with the Style 2 Package as well as existing Style 1 Package.

Packages

Style 2 package (\$375 MSRP) is only available with the new color option Frozen Bronze Metallic/Black Storm Metallic. It comes with 'Tank Cover Pure' with a stainless steel center, Engine Spoiler in body color, grey frame, and gold colored calipers.

2018 R 1200 GS

Options

On-Board Computer Pro (OBC) is available as a single option (\$150 MSRP) that no longer requires the Touring Package.

Packages

OBC Pro has been removed from the Touring Package, resulting in a \$150 package price decrease from \$1,695 to \$1,545 MSRP.

ZTP Technology Package has been deleted and replaced with a new Dynamic Package (\$1,400 MSRP). It includes the following options: DTC, LED Headlights, Hill Start Control, Gear Shift Assist Pro, Ride Modes Pro, and ABS Pro.

ZPP Premium Package has been enhanced with the addition of Gear Shift Assist Pro. The revised \$3,650 MSRP reflects a \$450 cost for the addition of Gear Shift Assist Pro.

2018 R 1200 GS Adventure

Colors

- Light White/ Cordoba Blue requiring the new Style 1 Rally Package described below (\$550 MSRP) and Racing Red (\$0) have replaced discontinued paints Light White and Racing Red Matte.
- Existing color Black Storm Metallic / Dark Slate Metallic Matt / Achat Grey now requires Style 2 Exclusive Package described below (\$500 MSRP) which has replaced the discontinued Special Model Triple Black.

Options

- DTC, Hill Start Control, and Dynamic Pro Mode have been added to Ride Modes Pro, which receives a \$50 price increase (\$450 MSRP).
- Dynamic ESA (\$950 MSRP) has been enhanced with the latest generation technology including an automatic ride-height adjustment and automatic damper settings. The price remains the same.
- On-Board Computer Pro is available as a single option (\$150 MSRP) that no longer requires Touring Package.
- Two New Options Available with Style 1 Rally Package: Extra High Rally Seat (\$50) and Passenger Kit (recommended - returns the standard seat for more passenger seating comfort and the standard higher windscreen, which are both replaced when the Rally Package is ordered: \$150 MSRP).

Packages

- Style 1 Rally Package includes Light White/ Cordoba Blue paint (shown above), a one-piece Rally Bench Seat, Cordoba Blue main frame, gold colored calipers, fuel tank graphics, and a lower windshield (\$550 MSRP).
- Style 2 Exclusive Package has replaced the discontinued Special Model Triple Black and includes Black Storm Metallic / Dark Slate Metallic Matt / Achat Grey paint, a grey main frame, gold colored calipers, and fuel tank graphics (\$500 MSRP).

- OBC Pro has been removed from the Touring Package and replaced with Keyless Ride, resulting in a \$100 package price increase from \$1,875 to **\$1,975 MSRP**.
- The price of ZTP Technology package has been increased by \$25 to **\$1,500 MSRP** to account for the addition of DTC, ABS Pro, and Dynamic Pro Mode.
- ZPP Premium Package has been enhanced with the addition Gear Shift Assist Pro, Keyless Ride, and the improved version of Ride Modes Pro. The revised **\$4,100 MSRP** reflects a \$750 increase to account for the addition of this new and improved equipment.

2018 R 1200 RT

Improved Standard Features

ABS Pro (cornering optimized ABS) has been added as standard equipment. The value of ABS Pro is included in the \$250 base price increase.

General Colors

- Mars Red Metallic / Dark Slate Metallic Matte replaces discontinued paint Platinum Bronze Metallic and requires new Style 1 Sport Package referenced below (\$600 MSRP).
- Carbon Black Metallic is now included as part of 862 Style 2 Elegance Package referenced below (\$450 MSRP).

Special Option: Colors

- Blue Planet Metallic (\$1,700 MSRP)
- Sparkling Storm Metallic (\$1,700 MSRP)

General Options

- DTC replaces ABS Pro (now standard) as contents of Ride Modes Pro (only available with Dynamic Package or ZPP Premium Package). No price impact.
- Sport Windshield and Black Powertrain (only available with Style 1 Package - see below)

Special Option: Bench Seat (\$250 MSRP)

Packages

- Style 1 (Sport) package (\$600 MSRP) is a new package that is only available with new color Mars Red Metallic / Dark Slate Metallic Matte. It comes with gold colored

calipers, asphalt grey wheels, inscription tapes on the saddlebags and fairing, Sport Windshield, and Black Powertrain.

- Style 2 (Elegance) package (\$450 MSRP) is a new package that is only available with Carbon Black Metallic. It comes with chrome accents on the windshield, handlebar weights, and saddlebags, and has gold colored calipers.
- DTC replaces ABS Pro (now standard) as contents of Ride Modes Pro, which is included in Dynamic Package and ZPP Premium Package. No price impact.

2018 K 1600 B bagger

General Option (added as of 8/1/17 production)

Low Seat (**\$0**)

Special Option: Classic Forged Wheels (\$1,500 MSRP)

Packages

As of 8/1/17 production, the ZLP Luxury Plus Package will be named Comfort Package with no impact on contents or pricing.

2018 K 1600 GT

Special Option: Colors

- Sparkling Storm Metallic (\$1,700 MSRP)
- Blue Planet Metallic (\$1,700 MSRP)

Special Option: Options

- Bench Seat (\$250 MSRP)
- Classic Forged Wheels (\$1,500 MSRP)

Packages

The ZLP Luxury Plus Package has the following new package name: Comfort Package. This has no impact on contents or pricing.

Black Powertrain has been defined as Style 1 Sport Package content. No price impact.

2018 K 1600 GTL

Standard Features (Correction)

The 2018 K 1600 GTL is not being produced with a power outlet in the top case, USB/iPod input in the side case, or luggage nets.

Special Option: Colors

- Blue Planet Metallic (\$1,700 MSRP)
- Sparkling Storm Metallic (\$1,700 MSRP)

Special Option: Options

- Bench Seat (\$250 MSRP)
- Classic Forged Wheels (\$1,500 MSRP)

Packages

As of 8/1/17 production, the ZLP Luxury Plus Package has the following new package name: Comfort Package. This has no impact on contents or pricing.

2018 S 1000 R

No equipment changes for MY18

2018 S 1000 XR

Colors

- Light White has been discontinued and replaced with Ocean Blue Metallic Matte **(\$100)**.
- Light White/Granite Grey Metallic/Racing red has been discontinued and replaced with HP Motorsport (Light White/Racing Blue metallic/Racing Red) which requires the new Style HP Package referenced below (\$500 - \$550 MSRP).

Options / Packages

The new Style HP Package (\$550 MSRP) is only available with the new color option HP Motorsport referenced above. It also comes with new option Pro Seat (only available with Style HP Package) which raises the standard seat height from 33.1" to 33.7". Alternatively, Style HP can be ordered with a Low Seat, which lowers the seat height to 32.3" and lowers the price of the Style HP Package to \$500 MSRP.

2018 S 1000 RR

New Options

Design Option Wheels w/ red accent stripe (\$140 MSRP w/ N1P paint / \$0 w/ ND6, ND7 paint)

BMW Group In America

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