

# BMW Group



## Vehicle Sales BMW of North America, LLC Q4 2020

	Q4 2020	Q4 2019	%	YTD 2020	YTD 2019	%
i3	640	1,342	-52.0%	1,508	4,980	-70.0%
i8	28	183	-85.0%	191	1,148	-83.0%
2 Series	4,850	2,442	98.6%	14,616	8,330	75.5%
3 Series	12,722	17,410	-26.9%	41,442	51,848	-20.1%
4 Series	3,862	3,781	2.1%	9,495	21,439	-55.7%
5 Series	11,087	9,479	17.0%	26,785	39,051	-31.4%
6 Series	55	166	-66.9%	200	1,503	-86.7%
7 Series	2,226	2,457	-9.4%	6,443	9,569	-32.7%
8 Series	2,177	2,018	7.9%	7,737	4,410	75.4%
Z4	196	934	-79.0%	2,371	3,042	-22.1%
X1	4,322	6,585	-34.4%	14,405	19,961	-27.8%
X2	1,581	3,830	-58.7%	7,387	12,503	-40.9%
<b>BMW passenger cars</b>	<b>43,746</b>	<b>50,627</b>	<b>-13.6%</b>	<b>132,580</b>	<b>177,784</b>	<b>-25.4%</b>
X3	23,541	20,382	15.5%	59,941	70,395	-14.9%
X4	2,896	2,979	-2.8%	7,677	8,868	-13.4%
X5	18,657	17,804	4.8%	50,642	55,045	-8.0%
X6	2,866	1,171	144.7%	7,313	4,337	68.6%
X7	7,044	7,834	-10.1%	20,579	21,574	-4.6%
<b>BMW light trucks</b>	<b>55,004</b>	<b>50,170</b>	<b>9.6%</b>	<b>146,152</b>	<b>160,219</b>	<b>-8.8%</b>
<b>BMW brand</b>	<b>98,750</b>	<b>100,797</b>	<b>-2.0%</b>	<b>278,732</b>	<b>338,003</b>	<b>-17.5%</b>
Cooper /S Hardtop 2 Door	2,489	2,128	17.0%	8,119	8,415	-3.5%
Cooper /S Hardtop 4 Door	1,408	1,533	-8.2%	4,932	5,962	-17.3%
Cooper /S Convertible	876	795	10.2%	3,039	3,794	-19.9%
Cooper /S Clubman	712	1,079	-34.0%	2,654	3,579	-25.8%
Countryman	3,064	3,329	-8.0%	9,394	14,522	-35.3%
<b>MINI brand</b>	<b>8,549</b>	<b>8,864</b>	<b>-3.6%</b>	<b>28,138</b>	<b>36,272</b>	<b>-22.4%</b>
<b>TOTAL BMW of North America, LLC</b>	<b>107,299</b>	<b>109,661</b>	<b>-2.2%</b>	<b>306,870</b>	<b>374,275</b>	<b>-18.0%</b>