

BMW Group

U.S. Press Information

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BMW of North America Reports Q4 2021 and Full Year 2021 U.S. Sales Results.

- 2021 BMW Deliveries Increase 20.8% vs 2020.
- 2021 MINI Deliveries Increase 6.4% vs 2020.
- Successful Year Despite Continuing Challenges of the Ongoing Global Pandemic and Associated Supply Chain Issues.
- BMW Sales Momentum Remains Strong as First Deliveries of BMW iX and BMW i4 Electric Vehicles Begin this Quarter.
- Full BMW X Model Line-Up of Sports Activity Vehicles Accounts for 60% of 2021 sales.

Woodcliff Lake, NJ – January 4, 2022... BMW of North America today reported Q4 2021 and full year 2021 sales results for the BMW and MINI brands in the U.S.

BMW Brand

In the fourth quarter of 2021, BMW brand sales in the U.S. totaled 93,031 vehicles, a 5.8% decrease from the 98,750 vehicles sold in the fourth quarter of 2020. For the full year 2021, BMW brand sales increased 20.8% on total sales of 336,644 compared to the 278,732 vehicles sold in 2020.

MINI Brand

MINI brand sales in the U.S. totaled 7,860 vehicles in the fourth quarter of 2021, a decrease of 8.1% vs the 8,549 vehicles sold in the fourth quarter of 2020. For the full year 2021, MINI brand sales increased 6.4% on total sales of 29,930 vehicles compared to the 28,138 vehicles sold in 2020.

While the automotive industry continues to navigate the challenges of the ongoing global pandemic and associated supply chain issues, BMW Group has once again shown a positive year of growth in the U.S. This was delivered on the strength of the

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company’s dynamic product portfolio, flexibility of its global production network, and strong dealer collaboration. The company and its network of dealer partners have worked together to manage inventory levels and fulfill strong customer demand for new vehicles. In the first quarter of 2022, BMW customers will begin to take the first deliveries of two all-new, fully-electric offerings – the BMW iX Sports Activity Vehicle and BMW i4 Gran Coupe.

“We are proud of the success we achieved in another unusual year and look forward to building on that as we accelerate our electric vehicle strategy in 2022,” said Sebastian Mackensen, president and CEO, BMW of North America. “I would like to thank our dealers for their flexibility and perseverance, and our customers for their loyalty to our brand as we work to meet the strong demand for BMW vehicles in the U.S.”

Table 1: New Vehicle Sales BMW of North America, LLC, Q4 & Full Year 2021.

	Q4 2021	Q4 2020	%	TOT 2021	TOT 2020	%
BMW passenger cars	38,981	43,746	- 10.9%	156,804	132,580	18.3%
BMW light trucks	54,050	55,004	- 1.7%	179,840	146,152	23%
TOTAL BMW	93,031	98,750	- 5.8%	336,644	278,732	20.8%
TOTAL MINI	7,860	8,549	- 8.1%	29,930	28,138	6.4%

BMW Certified Pre-Owned Vehicles.

- 23,180 BMW Certified Pre-Owned vehicles were sold during the fourth quarter of 2021, a 10.2% decrease from the same quarter a year ago. For the full year 2021, BMW Certified Pre-Owned sales totalled 109,743 vehicles, a 1.1% increase from the 108,593 vehicles sold in 2020.

MINI Certified Pre-Owned Vehicles.

- 1,720 MINI Certified Pre-Owned vehicles were sold during the fourth quarter of 2021, a 20.9% decrease from the same quarter a year ago. For the full year 2021, MINI Certified Pre-Owned sales totalled 10,527 vehicles a 10.9% increase from the 9,490 vehicles sold in 2020.

Table 2: Certified Pre-Owned Vehicle Sales BMW of North America, LLC, Q4 & Full Year 2021.

	Q4 2021	Q4 2020	%	TOT 2021	TOT 2020	%
BMW CPO	23,180	25,811	- 10.2%	109,743	108,593	1.1%
MINI CPO	1,720	2,175	- 20.9%	10,527	9,490	10.9%

The sales reported in today's figures are of BMW passenger cars and light trucks, as well as MINI passenger cars. Consistent with auto industry practice in the U.S., BMW of North America follows the U.S. Auto Industry Sales Release Schedule issued annually by Motor Intelligence for purposes of reporting sales of BMW passenger cars and light trucks and MINI passenger cars. As a result, the sales of BMW passenger cars and light trucks and MINI passenger cars reflected in today's Q4 2021 report occurred between October 1, 2021 and January 3, 2022. The sales of BMW passenger cars and light trucks and MINI passenger cars reflected in the full year 2021 report occurred between January 5, 2021 and January 3, 2022.

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About BMW North America

BMW of North America, LLC has been present in the United States since 1975. Rolls-Royce Motor Cars NA, LLC began distributing vehicles in 2003. The BMW Group in the United States has grown to include marketing, sales, and financial service organizations for the BMW brand of motor vehicles, including motorcycles, the MINI brand, and the Rolls-Royce brand of Motor Cars; Designworks, a strategic design consultancy based in California; a technology office in Silicon Valley, and various other operations throughout the country. BMW Manufacturing Co., LLC in South Carolina is the BMW Group global center of competence for BMW X models and manufactures the X3, X4, X5, X6 and X7 Sports Activity Vehicles. The BMW Group sales organization is represented in the U.S. through networks of 351 BMW passenger car and BMW Sports Activity Vehicle centers, 144 BMW motorcycle retailers, 108 MINI passenger car dealers, and 38 Rolls-Royce Motor Car dealers. BMW (US) Holding Corp., the BMW Group's sales headquarters for North America, is located in Woodcliff Lake, New Jersey.

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Journalist note: Information about BMW Group and its products in the USA is available to journalists on-line at www.bmwusanews.com and www.press.bmwna.com.