

# BMW Group

## U.S. Press Information

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### BMW of North America Reports Q3 2022 U.S. Sales Results.

- BMW Brand Sales Rise 3.2% vs Q3 2021 on the Increased Availability of Battery Electric Vehicles and Strength of Sports Activity Vehicle Lineup.
- BMW Sets New Quarterly Benchmarks for Sales of Battery Electric and Plug-in Hybrid Electric Vehicles.
- MINI Brand Sales Increase 11.4% vs Q3 2021.

**Woodcliff Lake, NJ – October 3, 2022...** BMW of North America today reported Q3 2022 sales results for the BMW and MINI brands in the U.S.

#### BMW Brand

In the third quarter of 2022, BMW brand sales in the U.S. totaled 78,031 vehicles, a 3.2% increase from the 75,619 vehicles sold in the third quarter of 2021.

Increased availability of the battery electric BMW iX Sports Activity Vehicle and BMW i4 Gran Coupe fueled sales growth in all three months of the third quarter. As a result, the company also set new quarterly benchmarks for both battery electric (4,337) and plug-in hybrid electric deliveries (10,858 BEV & PHEV combined). BMW's battery electric lineup will expand in the fourth quarter as the first-ever fully electric BMW i7 Sedan begins arriving at U.S. dealerships.

"The customer demand and enthusiasm for BMW's electric vehicles has been there from the start," said Sebastian Mackensen, President and CEO, BMW of North America. "With the support of our dealer partners, we expect this momentum to accelerate through the fourth quarter, resulting in a strong finish to the year."

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BMW Sports Activity Vehicles continue to be an important part of the company's sales success in the U.S., accounting for over 62% of sales year-to-date. In total, sales of Sports Activity Vehicles are up 16.6% through the first three quarters of the year. An all-new addition to the line-up, the hybrid-electric BMW XM, was unveiled at the end of September and will begin arriving in showrooms early next year.

### **MINI Brand**

MINI brand sales in the U.S. totaled 7,178 vehicles in the third quarter of 2022, an increase of 11.4% vs the 6,445 vehicles sold in the third quarter of 2021.

**Table 1: New Vehicle Sales BMW of North America, LLC, Q3 2022.**

	<b>Q3 2022</b>	<b>Q3 2021</b>	<b>%</b>	<b>YTD 2022</b>	<b>YTD 2021</b>	<b>%</b>
BMW passenger cars	25,502	35,588	- 28.3%	83,977	117,823	- 28.7%
BMW light trucks	52,529	40,031	31.2%	146,673	125,790	16.6%
<b>TOTAL BMW</b>	<b>78,031</b>	<b>75,619</b>	<b>3.2%</b>	<b>230,650</b>	<b>243,613</b>	<b>- 5.3%</b>
<b>TOTAL MINI</b>	<b>7,178</b>	<b>6,445</b>	<b>11.4%</b>	<b>19,185</b>	<b>22,070</b>	<b>-13.1%</b>

*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 Q3 2022 report occurred between July 1, 2022 and September 30, 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 350 BMW passenger car and BMW Sports Activity Vehicle centers, 146 BMW motorcycle retailers, 105 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](http://www.bmwusanews.com) and [www.press.bmwna.com](http://www.press.bmwna.com).