

# BMW Group



## Vehicle Sales BMW of North America, LLC August 2019

|                                        | Aug 2019      | Aug 2018      | %             | YTD Aug 2019   | YTD Aug 2018   | %             |
|----------------------------------------|---------------|---------------|---------------|----------------|----------------|---------------|
| i3                                     | 385           | 418           | -8.0%         | 2,896          | 4,386          | -34.0%        |
| i8                                     | 90            | 67            | 34.0%         | 864            | 423            | 104.3%        |
| 2 Series                               | 617           | 589           | 4.8%          | 4,892          | 6,622          | -26.1%        |
| 3 Series                               | 3,984         | 3,751         | 6.2%          | 28,534         | 31,116         | -8.3%         |
| 4 Series                               | 1,072         | 1,955         | -45.2%        | 14,250         | 20,292         | -29.8%        |
| 5 Series                               | 2,534         | 3,439         | -26.3%        | 27,758         | 27,711         | 0.2%          |
| 6 Series                               | 51            | 214           | -76.2%        | 1,067          | 2,659          | -59.9%        |
| 7 Series                               | 762           | 597           | 27.6%         | 6,197          | 5,421          | 14.3%         |
| 8 Series                               | 271           | 0             | 0.0%          | 2,021          | 0              | 0.0%          |
| Z4                                     | 285           | 0             | 0.0%          | 1,886          | 2              | 94200.0%      |
| X1                                     | 1,710         | 2,309         | -25.9%        | 10,546         | 20,372         | -48.2%        |
| X2                                     | 532           | 1,111         | -52.1%        | 7,040          | 8,463          | -16.8%        |
| <b>BMW passenger cars</b>              | <b>12,293</b> | <b>14,450</b> | <b>-14.9%</b> | <b>107,951</b> | <b>127,467</b> | <b>-15.3%</b> |
| X3                                     | 6,360         | 6,344         | 0.3%          | 44,177         | 35,379         | 24.9%         |
| X4                                     | 517           | 314           | 64.6%         | 4,886          | 2,506          | 95.0%         |
| X5                                     | 4,522         | 2,225         | 103.2%        | 32,696         | 29,256         | 11.8%         |
| X6                                     | 72            | 456           | -84.2%        | 3,230          | 4,549          | -29.0%        |
| X7                                     | 1,741         | 0             | 0.0%          | 12,020         | 0              | 0.0%          |
| <b>BMW light trucks</b>                | <b>13,212</b> | <b>9,339</b>  | <b>41.5%</b>  | <b>97,009</b>  | <b>71,690</b>  | <b>35.3%</b>  |
| <b>BMW brand</b>                       | <b>25,505</b> | <b>23,789</b> | <b>7.2%</b>   | <b>204,960</b> | <b>199,157</b> | <b>2.9%</b>   |
| Cooper /S Hardtop 2 Door               | 703           | 865           | -18.7%        | 5,736          | 6,593          | -13.0%        |
| Cooper /S Hardtop 4 Door               | 532           | 583           | -8.7%         | 4,078          | 4,249          | -4.0%         |
| Cooper /S Convertible                  | 394           | 385           | 2.3%          | 2,983          | 4,102          | -27.3%        |
| Cooper /S Clubman                      | 338           | 419           | -19.3%        | 2,210          | 3,057          | -27.7%        |
| Countryman                             | 1,944         | 1,548         | 25.6%         | 9,314          | 12,731         | -26.8%        |
| <b>MINI brand</b>                      | <b>3,838</b>  | <b>3,800</b>  | <b>1.0%</b>   | <b>24,248</b>  | <b>30,732</b>  | <b>-20.9%</b> |
| <b>TOTAL BMW of North America, LLC</b> | <b>29,416</b> | <b>27,589</b> | <b>6.6%</b>   | <b>229,208</b> | <b>229,889</b> | <b>-0.3%</b>  |