



## Vehicle Sales BMW of North America, LLC Q2 2021

|                                        | Q2 2021        | Q2 2020       | %             | YTD 2021       | YTD 2020       | %            |
|----------------------------------------|----------------|---------------|---------------|----------------|----------------|--------------|
| i3                                     | 511            | 188           | 172.0%        | 851            | 252            | 238.0%       |
| i8                                     | 2              | 49            | -96.0%        | 10             | 115            | -91.0%       |
| 2 Series                               | 4,033          | 3,804         | 6.0%          | 9,340          | 5,576          | 67.5%        |
| 3 Series                               | 14,350         | 7,713         | 86.0%         | 23,776         | 18,326         | 29.7%        |
| 4 Series                               | 7,748          | 1,760         | 340.2%        | 12,533         | 3,957          | 216.7%       |
| 5 Series                               | 7,268          | 4,940         | 47.1%         | 13,701         | 10,335         | 32.6%        |
| 6 Series                               | 7              | 66            | -89.4%        | 48             | 118            | -59.3%       |
| 7 Series                               | 1,995          | 1,163         | 71.5%         | 3,915          | 2,848          | 37.5%        |
| 8 Series                               | 2,279          | 1,747         | 30.5%         | 3,781          | 3,441          | 9.9%         |
| Z4                                     | 696            | 830           | -16.1%        | 891            | 1,455          | -38.8%       |
| X1                                     | 6,054          | 2,307         | 162.4%        | 10,022         | 6,440          | 55.6%        |
| X2                                     | 2,030          | 1,768         | 14.8%         | 3,367          | 4,054          | -16.9%       |
| <b>BMW passenger cars</b>              | <b>46,973</b>  | <b>26,335</b> | <b>78.4%</b>  | <b>82,235</b>  | <b>56,917</b>  | <b>44.5%</b> |
| X3                                     | 21,285         | 9,460         | 125.0%        | 36,273         | 20,074         | 80.7%        |
| X4                                     | 2,669          | 1,373         | 94.4%         | 4,351          | 3,161          | 37.6%        |
| X5                                     | 16,544         | 8,517         | 94.2%         | 29,244         | 19,155         | 52.7%        |
| X6                                     | 2,574          | 1,201         | 114.3%        | 4,612          | 2,452          | 88.1%        |
| X7                                     | 6,516          | 4,071         | 60.1%         | 11,279         | 8,653          | 30.3%        |
| <b>BMW light trucks</b>                | <b>49,588</b>  | <b>24,622</b> | <b>101.4%</b> | <b>85,759</b>  | <b>53,495</b>  | <b>60.3%</b> |
| <b>BMW brand</b>                       | <b>96,561</b>  | <b>50,957</b> | <b>89.5%</b>  | <b>167,994</b> | <b>110,412</b> | <b>52.2%</b> |
| Cooper /S Hardtop 2 Door               | 2,464          | 1,474         | 67.2%         | 4,236          | 2,909          | 45.6%        |
| Cooper /S Hardtop 4 Door               | 1,714          | 951           | 80.2%         | 2,746          | 1,916          | 43.3%        |
| Cooper /S Convertible                  | 1,224          | 765           | 60.0%         | 2,034          | 1,345          | 51.2%        |
| Cooper /S Clubman                      | 749            | 452           | 65.7%         | 1,258          | 1,035          | 21.5%        |
| Countryman                             | 3,189          | 1,646         | 93.7%         | 5,351          | 3,320          | 61.2%        |
| <b>MINI brand</b>                      | <b>9,340</b>   | <b>5,288</b>  | <b>76.6%</b>  | <b>15,625</b>  | <b>10,525</b>  | <b>48.5%</b> |
| <b>TOTAL BMW of North America, LLC</b> | <b>105,901</b> | <b>56,245</b> | <b>88.3%</b>  | <b>183,619</b> | <b>120,937</b> | <b>51.8%</b> |