



Media Information
08 October 2012

BMW Motorrad posts record retail figures for September. **Supplies of Husqvarna Motorcycles 21,0 % above previous year as of September 2012.**

Munich. Despite a persistently difficult market environment, BMW Motorrad has repeated its accomplishment of the month of August by achieving a new all-time retail high in September 2012. With 9,215 units, BMW Motorrad supplied more vehicles than ever before in a month of September. 7.0% more vehicles were handed over to customers than in the previous month (prev. yr.: 8,612 units). Supplies of motorcycles and maxi scooters from January up to and including September add up to a total of 85,944. (prev. yr.: 86,892 units / -1.1%).

Heiner Faust, BMW Motorrad Head of Sales and Marketing: "The second all-time monthly retail high in succession is a major achievement. We are still well on the way to setting a new sales record this year. Our world market share is currently at just over 11%. This means that one in ten motorcycles with a capacity of over 500 cc comes from BMW Motorrad. In Germany it is one in four motorcycles. In its last year of production, our travel enduro R 1200 GS still accounts for a very large part of this. It is virtually sold out in all markets. By the end of the year we will be able to sell at least 26,000 units of the R 1200 GS and R 1200 GS Adventure. We presented the successor model to the world's top-selling enduro bike just a few days ago at the motorcycle trade show INTERMOT in Cologne. The visitors' response was overwhelming, significantly exceeding our expectations. This gives us a positive sense that the new GS generation will perpetuate the model's success on the market. Trade fair visitors were equally interested in the BMW HP4, currently the most innovative supersports motorcycle with the first ever semiactive suspension, which we will be supplying to our customers before the end of this year."

Company
Bayerische
Motoren Werke
Aktiengesellschaft

Postal Address
BMW AG
80788 München

Telephone
+49 89 382-0

Internet
www.bmwgroup.com

Husqvarna Motorcycles, the BMW Group's second motorcycle brand, supplied a total of 7,355 vehicles (prev. yr.: 6,079 units / + 21.0%) to the Husqvarna dealer



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network from January up to and including September. Supplies in the month of September totalled 1,255 vehicles (prev. yr.: 1,351 units / - 7.1%).

INTERMOT / Cologne saw the world premieres of the new single-cylinder models TR 650 Terra and TR 650 Strada as well as the NUDA 900 models with ABS brake system. With these four new models, Husqvarna is extending its range of sporty, road-oriented motorcycles as of autumn 2012.

Internet: www.press.bmw.de
E-mail: presse@bmw.de

The BMW Group

The BMW Group is one of the most successful manufacturers of automobiles and motorcycles in the world with its BMW, MINI, Husqvarna Motorcycles and Rolls-Royce brands. As a global company, the BMW Group operates 29 production and assembly facilities in 14 countries and has a global sales network in more than 140 countries.

In 2011, the BMW Group sold about 1.67 million cars and more than 113,000 motorcycles worldwide. The profit before tax for the financial year 2011 was euro 7.38 billion on revenues amounting to euro 68.82 billion. At 31 December 2011, the BMW Group had a workforce of approximately 100,000 employees.

The success of the BMW Group has always been built on long-term thinking and responsible action. The company has therefore established ecological and social sustainability throughout the value chain, comprehensive product responsibility and a clear commitment to conserving resources as an integral part of its strategy. As a result of its efforts, the BMW Group has been ranked industry leader in the Dow Jones Sustainability Indexes for the last seven years.

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