## BMW X3 \& X5 Series Sales - United States

## December, 2006

| MODEL | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | MONTHLY SALES FIGURES |  |  |  |  |  |  | \% of TOTAL | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | DEC 06 | \% | DEC 05 | \% | DEC 04 | \% | DEC 03 |  | YTD 06 | \% | YTD 05 | \% | YTD 04 | \% | YTD 03 |
| X3 2.5i | 0.1 | 4 | 96.0 | 101 | 83.4 | 610 |  | 0 | 0.3 | 193 | 97.0 | 6,343 | 67.4 | 19,450 |  | 0 |
| X3 3.0i | 2.4 | 154 | 93.2 | 2,255 | 49.0 | 1,513 |  | 0 | 40.9 | 23,779 | 2.6 | 24,426 | 61.2 | 15,154 |  | 0 |
| X3 3.0si | 56.9 | 3,648 |  | 0 |  | 0 |  | 0 | 12.6 | 7,319 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 59.4 | 3,806 | 61.5 | 2,356 | 11.0 | 2,123 |  | 0 | 53.9 | 31,291 | 1.7 | 30,769 | 11.1 | 34,604 |  | 0 |
| X5 3.0i | 3.3 | 213 | 92.0 | 2,679 | 13.0 | 3,080 | 20.6 | 3,878 | 29.5 | 17,149 | 36.7 | 27,088 | 8.8 | 24,902 | 17.6 | 30,214 |
| X5 3.0si (E70) | 20.0 | 1,280 |  | 0 |  | 0 |  | 0 | 2.9 | 1,677 |  | 0 |  | 0 |  | 0 |
| X5 4.4i | 3.7 | 235 | 69.8 | 778 | 41.5 | 1,331 | 38.9 | 958 | 10.1 | 5,855 | 35.8 | 9,121 | 0.4 | 9,156 | 2.4 | 9,383 |
| X5 4.6is |  | 0 |  | 0 |  | 0 | 100.0 | 20 |  | 0 |  | 0 | 100.0 | 23 | 97.9 | 1,118 |
| X5 4.8i (E70) | 12.4 | 794 |  | 0 |  | 0 |  | 0 | 2.0 | 1,144 |  | 0 |  | 0 |  | 0 |
| X5 4.8is | 1.3 | 82 | 41.8 | 141 | 24.2 | 186 |  | 0 | 1.7 | 973 | 29.9 | 1,389 | 21.4 | 1,144 |  | 0 |
| TOTAL X5 Series | 40.6 | 2,604 | 27.6 | 3,598 | 21.7 | 4,597 | 5.3 | 4,856 | 46.1 | 26,798 | 28.7 | 37,598 | 6.7 | 35,225 | 13.5 | 40,715 |
| TOTAL X3 \& X5 Series | 100.0 | 6,410 | 7.7 | 5,954 | 11.4 | 6,720 | 38.4 | 4,856 | 100.0 | 58,089 | 15.0 | 68,367 | 2.1 | 69,829 | 71.5 | 40,715 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001.
The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.
To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

Entire contents © 2004-2007 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

November, 2006

| MODEL | $\begin{array}{\|c\|} \hline \text { \% of } \\ \text { TOTAL } \end{array}$ | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | NOV 06 | \% | NOV 05 | \% | NOV 04 | \% | NOV 03 |  | YTD 06 | \% | YTD 05 | \% | YTD 04 | \% | YTD 03 |
| X3 2.5i | 0.0 | 1 | 99.5 | 201 | 91.8 | 2,451 |  | 0 | 0.4 | 189 | 97.0 | 6,242 | 66.9 | 18,840 |  | 0 |
| X3 3.0i | 2.3 | 86 | 93.9 | 1,405 | 31.8 | 2,060 |  | 0 | 45.7 | 23,625 | 6.6 | 22,171 | 62.5 | 13,641 |  | 0 |
| X3 3.0si | 59.4 | 2,249 |  | 0 |  | 0 |  | 0 | 7.1 | 3,671 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 61.7 | 2,336 | 45.5 | 1,606 | 64.4 | 4,511 |  | 0 | 53.2 | 27,485 | 3.3 | 28,413 | 12.5 | 32,481 |  | 0 |
| X5 3.0i | 9.8 | 371 | 85.6 | 2,572 | 10.7 | 2,324 | 10.7 | 2,602 | 32.8 | 16,936 | 30.6 | 24,409 | 11.9 | 21,822 | 17.1 | 26,336 |
| X5 3.0si (E70) | 10.5 | 397 |  | 0 |  | 0 |  | 0 | 0.8 | 397 |  | 0 |  | 0 |  | 0 |
| X5 4.4i | 7.0 | 265 | 71.7 | 938 | 0.3 | 941 | 24.9 | 1,253 | 10.9 | 5,620 | 32.6 | 8,343 | 6.6 | 7,825 | 7.1 | 8,425 |
| X5 4.6is |  | 0 |  | 0 |  | 0 | 100.0 | 46 |  | 0 |  | 0 | 100.0 | 23 | 97.9 | 1,098 |
| X5 4.8i (E70) | 9.2 | 350 |  | 0 |  | 0 |  | 0 | 0.7 | 350 |  | 0 |  | 0 |  | 0 |
| X5 4.8is | 1.7 | 66 | 52.2 | 138 | 13.8 | 160 |  | 0 | 1.7 | 891 | 28.6 | 1,248 | 30.3 | 958 |  | 0 |
| TOTAL X5 Series | 38.3 | 1,449 | 60.3 | 3,648 | 6.5 | 3,425 | 12.2 | 3,901 | 46.8 | 24,194 | 28.8 | 34,000 | 11.0 | 30,628 | 14.6 | 35,859 |
| TOTAL X3 \& X5 Series | 100.0 | 3,785 | 28.0 | 5,254 | 33.8 | 7,936 | 103.4 | 3,901 | 100.0 | 51,679 | 17.2 | 62,413 | 1.1 | 63,109 | 76.0 | 35,859 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001.
The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.
To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

Entire contents © 2004-2006 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

October, 2006

| MODEL | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | OCT 06 | \% | OCT 05 | \% | OCT 04 | \% | OCT 03 |  | YTD 06 | \% | YTD 05 | \% | YTD 04 | \% | YTD 03 |
| X3 2.5i | 0.2 | 6 | 98.2 | 326 | 80.5 | 1,674 |  | 0 | 0.4 | 188 | 96.9 | 6,041 | 63.1 | 16,389 |  | 0 |
| X3 3.0i | 17.8 | 599 | 44.1 | 1,072 | 15.3 | 1,266 |  | 0 | 49.1 | 23,539 | 13.4 | 20,766 | 79.3 | 11,581 |  | 0 |
| X3 3.0si | 37.2 | 1,249 |  | 0 |  | 0 |  | 0 | 3.0 | 1,422 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 55.2 | 1,854 | 32.6 | 1,398 | 52.4 | 2,940 |  | 0 | 52.5 | 25,149 | 6.2 | 26,807 | 4.2 | 27,970 |  | 0 |
| X5 3.0i | 28.3 | 949 | 38.0 | 1,530 | 19.4 | 1,899 | 32.0 | 2,794 | 34.6 | 16,565 | 24.1 | 21,837 | 12.0 | 19,498 | 17.8 | 23,734 |
| X5 4.4i | 13.1 | 441 | 9.6 | 488 | 44.9 | 886 | 15.9 | 1,053 | 11.2 | 5,355 | 27.7 | 7,405 | 7.6 | 6,884 | 4.0 | 7,172 |
| X5 4.6is |  | 0 |  | 0 |  | 0 | 100.0 | 64 |  | 0 |  | 0 | 100.0 | 23 | 97.8 | 1,052 |
| X5 4.8is | 3.3 | 112 | 11.8 | 127 | 9.3 | 140 |  | 0 | 1.7 | 825 | 25.7 | 1,110 | 39.1 | 798 |  | 0 |
| TOTAL X5 Series | 44.8 | 1,502 | 30.0 | 2,145 | 26.7 | 2,925 | 25.2 | 3,911 | 47.5 | 22,745 | 25.1 | 30,352 | 11.6 | 27,203 | 14.9 | 31,958 |
| TOTAL X3 \& X5 Series | 100.0 | 3,356 | 5.3 | 3,543 | 39.6 | 5,865 | 50.0 | 3,911 | 100.0 | 47,894 | 16.2 | 57,159 | 3.6 | 55,173 | 72.6 | 31,958 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/
Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

Entire contents © 2004-2006 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

## September, 2006

| MODEL | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{array}{\|c\|} \hline \text { \% of } \\ \text { TOTAL } \end{array}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | SEP 06 | \% | SEP 05 | \% | SEP 04 | \% | SEP 03 |  | YTD 06 | \% | YTD 05 | \% | YTD 04 | \% | YTD 03 |
| X3 2.5i | 0.0 | 0 | 100.0 | 662 | 74.7 | 2,613 |  | 0 | 0.4 | 182 | 96.8 | 5,715 | 61.2 | 14,715 |  | 0 |
| X3 3.0i | 52.3 | 2,650 | 98.1 | 1,338 | 10.3 | 1,491 |  | 0 | 51.5 | 22,940 | 16.5 | 19,694 | 90.9 | 10,315 |  | 0 |
| X3 3.0si | 3.4 | 173 |  | 0 |  | 0 |  | 0 | 0.4 | 173 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 55.7 | 2,823 | 41.2 | 2,000 | 51.3 | 4,104 |  | 0 | 52.3 | 23,295 | 8.3 | 25,409 | 1.5 | 25,030 |  | 0 |
| X5 3.0i | 32.1 | 1,626 | 50.0 | 3,254 | 81.0 | 1,798 | 31.4 | 2,621 | 35.1 | 15,616 | 23.1 | 20,307 | 15.4 | 17,599 | 16.0 | 20,940 |
| X5 4.4i | 10.9 | 551 | 47.6 | 1,052 | 53.4 | 686 | 25.0 | 549 | 11.0 | 4,914 | 29.0 | 6,917 | 15.3 | 5,998 | 2.0 | 6,119 |
| X5 4.6is |  | 0 |  | 0 |  | 0 | 100.0 | 106 |  | 0 |  | 0 | 100.0 | 23 | 97.7 | 988 |
| X5 4.8is | 1.3 | 64 | 53.3 | 137 | 9.6 | 125 |  | 0 | 1.6 | 713 | 27.5 | 983 | 49.4 | 658 |  | 0 |
| TOTAL X5 Series | 44.3 | 2,241 | 49.6 | 4,443 | 70.3 | 2,609 | 20.4 | 3,276 | 47.7 | 21,243 | 24.7 | 28,207 | 16.2 | 24,278 | 13.4 | 28,047 |
| TOTAL X3 \& X5 Series | 100.0 | 5,064 | 21.4 | 6,443 | 4.0 | 6,713 | 104.9 | 3,276 | 100.0 | 44,538 | 16.9 | 53,616 | 8.7 | 49,308 | 75.8 | 28,047 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001.
The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.
To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

Entire contents © 2004-2006 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

## August, 2006

| MODEL | $\begin{array}{\|c\|} \hline \text { \% of } \\ \text { TOTAL } \end{array}$ | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | AUG 06 | \% | AUG 05 | \% | AUG 04 | \% | AUG 03 |  | YTD 06 | \% | YTD 05 | \% | YTD 04 | \% | YTD 03 |
| X3 2.5i | 0.0 | 2 | 99.8 | 1,030 | 49.6 | 2,042 |  | 0 | 0.5 | 182 | 96.4 | 5,053 | 58.2 | 12,102 |  | 0 |
| X3 3.0i | 43.8 | 2,349 | 14.5 | 2,746 | 89.6 | 1,448 |  | 0 | 51.4 | 20,290 | 10.5 | 18,356 | 108.0 | 8,824 |  | 0 |
| TOTAL X3 Series | 43.8 | 2,351 | 37.7 | 3,776 | 8.2 | 3,490 |  | 0 | 51.9 | 20,472 | 12.5 | 23,409 | 11.9 | 20,926 |  | 0 |
| X5 3.0i | 41.2 | 2,210 | 33.0 | 3,297 | 39.8 | 2,358 | 22.7 | 3,052 | 35.4 | 13,990 | 18.0 | 17,053 | 7.9 | 15,801 | 13.7 | 18,319 |
| X5 4.4i | 13.6 | 731 | 33.9 | 1,106 | 30.3 | 849 | 1.3 | 838 | 11.1 | 4,363 | 25.6 | 5,865 | 10.4 | 5,312 | 4.6 | 5,570 |
| X5 4.6is |  | 0 |  | 0 |  | 0 | 100.0 | 120 |  | 0 |  | 0 | 100.0 | 23 | 97.4 | 882 |
| X5 4.8is | 1.4 | 76 | 26.9 | 104 | 37.0 | 165 |  | 0 | 1.6 | 649 | 23.3 | 846 | 58.7 | 533 |  | 0 |
| TOTAL X5 Series | 56.2 | 3,017 | 33.1 | 4,507 | 33.7 | 3,372 | 15.9 | 4,010 | 48.1 | 19,002 | 20.0 | 23,764 | 9.7 | 21,669 | 12.5 | 24,771 |
| TOTAL X3 \& X5 Series | 100.0 | 5,368 | 35.2 | 8,283 | 20.7 | 6,862 | 71.1 | 4,010 | 100.0 | 39,474 | 16.3 | 47,173 | 10.7 | 42,595 | 72.0 | 24,771 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

July, 2006

| MODEL | $\begin{array}{\|c\|} \hline \text { \% of } \\ \text { TOTAL } \end{array}$ | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | JUL 06 | \% | JUL 05 | \% | JUL 04 | \% | JUL 03 |  | YTD 06 | \% | YTD 05 | \% | YTD 04 | \% | YTD 03 |
| X3 2.5i | 0.1 | 6 | 99.1 | 679 | 77.9 | 3,076 |  | 0 | 0.5 | 180 | 95.5 | 4,023 | 60.0 | 10,060 |  | 0 |
| X3 3.0i | 48.2 | 2,188 | 15.9 | 2,603 | 81.0 | 1,438 |  | 0 | 52.6 | 17,941 | 14.9 | 15,610 | 111.6 | 7,376 |  | 0 |
| TOTAL X3 Series | 48.4 | 2,194 | 33.2 | 3,282 | 27.3 | 4,514 |  | 0 | 53.1 | 18,121 | 7.7 | 19,633 | 12.6 | 17,436 |  | 0 |
| X5 3.0i | 37.4 | 1,696 | 32.0 | 2,494 | 7.9 | 2,311 | 14.9 | 2,715 | 34.5 | 11,780 | 14.4 | 13,756 | 2.3 | 13,443 | 11.9 | 15,267 |
| X5 4.4i | 12.9 | 584 | 21.7 | 746 | 34.2 | 556 | 23.3 | 725 | 10.6 | 3,632 | 23.7 | 4,759 | 6.6 | 4,463 | 5.7 | 4,732 |
| X5 4.6is |  | 0 |  | 0 | 100.0 | 6 | 94.3 | 106 |  | 0 |  | 0 | 100.0 | 23 | 97.0 | 762 |
| X5 4.8is | 1.4 | 63 | 37.6 | 101 | 14.4 | 118 |  | 0 | 1.7 | 573 | 22.8 | 742 | 102 | 368 |  | 0 |
| TOTAL X5 Series | 51.6 | 2,343 | 29.9 | 3,341 | 11.7 | 2,991 | 15.7 | 3,546 | 46.9 | 15,985 | 17.0 | 19,257 | 5.2 | 18,297 | 11.9 | 20,761 |
| TOTAL X3 \& X5 Series | 100.0 | 4,537 | 31.5 | 6,623 | 11.8 | 7,505 | 111.6 | 3,546 | 100.0 | 34,106 | 12.3 | 38,890 | 8.8 | 35,733 | 72.1 | 20,761 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

June, 2006

| MODEL | \% of TOTAL | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | JUN 06 | \% | JUN 05 | \% | JUN 04 | \% | JUN 03 |  | YTD 06 | \% | YTD 05 | \% | YTD 04 | \% | YTD 03 |
| X3 2.5i | 0.1 | 5 | 99.3 | 686 | 70.4 | 2,315 |  | 0 | 0.6 | 174 | 94.8 | 3,344 | 52.1 | 6,984 |  | 0 |
| X3 3.0i | 53.6 | 2,402 | 7.3 | 2,592 | 83.3 | 1,414 |  | 0 | 53.3 | 15,753 | 21.1 | 13,007 | 119.0 | 5,938 |  | 0 |
| TOTAL X3 Series | 53.7 | 2,407 | 26.6 | 3,278 | 12.1 | 3,729 |  | 0 | 53.9 | 15,927 | 2.6 | 16,351 | 26.5 | 12,922 |  | 0 |
| X5 3.0i | 33.6 | 1,507 | 18.9 | 1,859 | 29.1 | 2,623 | 2.9 | 2,549 | 34.1 | 10,084 | 10.5 | 11,262 | 1.2 | 11,132 | 11.3 | 12,552 |
| X5 4.4i | 11.0 | 495 | 27.8 | 686 | 12.1 | 780 | 18.9 | 656 | 10.3 | 3,048 | 24.0 | 4,013 | 2.7 | 3,907 | 2.5 | 4,007 |
| X5 4.6is |  | 0 |  | 0 | 100.0 | 3 | 97.8 | 139 |  | 0 |  | 0 | 100.0 | 17 | 97.4 | 656 |
| X5 4.8is | 1.7 | 75 | 33.6 | 113 | 32.7 | 168 |  | 0 | 1.7 | 510 | 20.4 | 641 | 156 | 250 |  | 0 |
| TOTAL X5 Series | 46.3 | 2,077 | 21.9 | 2,658 | 25.6 | 3,574 | 6.9 | 3,344 | 46.1 | 13,642 | 14.3 | 15,916 | 4.0 | 15,306 | 11.1 | 17,215 |
| TOTAL X3 \& X5 Series | 100.0 | 4,484 | 24.5 | 5,936 | 18.7 | 7,303 | 118.4 | 3,344 | 100.0 | 29,569 | 8.4 | 32,267 | 14.3 | 28,228 | 64.0 | 17,215 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

May, 2006

| MODEL | $\begin{array}{\|c\|} \hline \text { \% of } \\ \text { TOTAL } \end{array}$ | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{array}{\|c\|} \hline \text { \% of } \\ \text { TOTAL } \end{array}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | MAY 06 | \% | MAY 05 | \% | MAY 04 | \% | MAY 03 |  | YTD 06 | \% | YTD 05 | \% | YTD 04 | \% | YTD 03 |
| X3 2.5i | 0.3 | 13 | 97.9 | 607 | 61.8 | 1,590 |  | 0 | 0.7 | 169 | 93.6 | 2,658 | 43.1 | 4,669 |  | 0 |
| X3 3.0i | 56.9 | 2,868 | 32.7 | 2,161 | 140.9 | 897 |  | 0 | 53.2 | 13,351 | 28.2 | 10,415 | 130.2 | 4,524 |  | 0 |
| TOTAL X3 Series | 57.1 | 2,881 | 4.1 | 2,768 | 11.3 | 2,487 |  | 0 | 53.9 | 13,520 | 3.4 | 13,073 | 42.2 | 9,193 |  | 0 |
| X5 3.0i | 30.8 | 1,554 | 14.8 | 1,824 | 3.7 | 1,759 | 13.5 | 2,033 | 34.2 | 8,577 | 8.8 | 9,403 | 10.5 | 8,509 | 14.9 | 10,003 |
| X5 4.4i | 10.7 | 539 | 10.8 | 604 | 18.6 | 742 | 6.2 | 699 | 10.2 | 2,553 | 23.3 | 3,327 | 6.4 | 3,127 | 6.7 | 3,351 |
| X5 4.6is |  | 0 |  | 0 |  | 0 | 100.0 | 113 |  | 0 |  | 0 | 100.0 | 14 | 97.3 | 517 |
| X5 4.8is | 1.4 | 69 | 36.1 | 108 | 83.1 | 59 |  | 0 | 1.7 | 435 | 17.6 | 528 | 544 | 82 |  | 0 |
| TOTAL X5 Series | 42.9 | 2,162 | 14.7 | 2,536 | 0.9 | 2,560 | 10.0 | 2,845 | 46.1 | 11,565 | 12.8 | 13,258 | 13.0 | 11,732 | 15.4 | 13,871 |
| TOTAL X3 \& X5 Series | 100.0 | 5,043 | 4.9 | 5,304 | 5.1 | 5,047 | 77.4 | 2,845 | 100.0 | 25,085 | 4.7 | 26,331 | 25.8 | 20,925 | 50.9 | 13,871 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

## April, 2006

| MODEL | $\begin{array}{\|c\|} \hline \text { \% of } \\ \text { TOTAL } \end{array}$ | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | APR 06 | \% | APR 05 | \% | APR 04 | \% | APR 03 |  | YTD 06 | \% | YTD 05 | \% | YTD 04 | \% | YTD 03 |
| X3 2.5i | 0.4 | 28 | 95.4 | 608 | 55.2 | 1,357 |  | 0 | 0.8 | 156 | 92.4 | 2,051 | 33.4 | 3,079 |  | 0 |
| X3 3.0i | 67.0 | 4,568 | 78.3 | 2,562 | 171.1 | 945 |  | 0 | 52.3 | 10,483 | 27.0 | 8,254 | 127.6 | 3,627 |  | 0 |
| TOTAL X3 Series | 67.4 | 4,596 | 45.0 | 3,170 | 37.7 | 2,302 |  | 0 | 53.1 | 10,639 | 3.2 | 10,305 | 53.7 | 6,706 |  | 0 |
| X5 3.0i | 24.1 | 1,643 | 19.4 | 2,038 | 14.0 | 1,787 | 8.8 | 1,960 | 35.0 | 7,023 | 7.3 | 7,579 | 12.3 | 6,750 | 15.3 | 7,970 |
| X5 4.4i | 7.3 | 495 | 35.5 | 768 | 6.7 | 720 | 11.5 | 646 | 10.0 | 2,014 | 26.0 | 2,723 | 14.2 | 2,385 | 10.1 | 2,652 |
| X5 4.6is |  | 0 |  | 0 |  | 0 | 100.0 | 110 |  | 0 |  | 0 | 100.0 | 14 | 96.5 | 404 |
| X5 4.8is | 1.3 | 89 | 29.4 | 126 | 447.8 | 23 |  | 0 | 1.8 | 366 | 12.9 | 420 | 1726 | 23 |  | 0 |
| TOTAL X5 Series | 32.6 | 2,227 | 24.0 | 2,932 | 15.9 | 2,530 | 6.8 | 2,716 | 46.9 | 9,403 | 12.3 | 10,722 | 16.9 | 9,172 | 16.8 | 11,026 |
| TOTAL X3 \& X5 Series | 100.0 | 6,823 | 11.8 | 6,102 | 26.3 | 4,832 | 77.9 | 2,716 | 100.0 | 20,042 | 4.7 | 21,027 | 32.4 | 15,878 | 44.0 | 11,026 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

March, 2006

| MODEL | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | MAR 06 | \% | MAR 05 | \% | MAR 04 | \% | MAR 03 |  | YTD 06 | \% | YTD 05 | \% | YTD 04 | \% | YTD 03 |
| X3 2.5i | 0.5 | 30 | 95.1 | 609 | 54.6 | 1,341 |  | 0 | 1.0 | 128 | 91.1 | 1,443 | 16.2 | 1,722 |  | 0 |
| X3 3.0i | 55.0 | 3,043 | 27.0 | 2,396 | 98.0 | 1,210 |  | 0 | 44.7 | 5,915 | 3.9 | 5,692 | 112.2 | 2,682 |  | 0 |
| TOTAL X3 Series | 55.5 | 3,073 | 2.3 | 3,005 | 17.8 | 2,551 |  | 0 | 45.7 | 6,043 | 15.3 | 7,135 | 62.0 | 4,404 |  | 0 |
| X5 3.0i | 32.7 | 1,811 | 4.9 | 1,904 | 9.5 | 1,739 | 23.9 | 2,285 | 40.7 | 5,380 | 2.9 | 5,541 | 11.6 | 4,963 | 17.4 | 6,010 |
| X5 4.4i | 10.0 | 554 | 16.2 | 661 | 0.0 | 661 | 8.8 | 725 | 11.5 | 1,519 | 22.3 | 1,955 | 17.4 | 1,665 | 17.0 | 2,006 |
| X5 4.6is |  | 0 |  | 0 | 100.0 | 4 | 95.2 | 84 |  | 0 |  | 0 | 100.0 | 14 | 95.2 | 294 |
| X5 4.8is | 1.8 | 97 | 6.7 | 104 |  | 0 |  | 0 | 2.1 | 277 | 5.8 | 294 |  | 0 |  | 0 |
| TOTAL X5 Series | 44.5 | 2,462 | 7.8 | 2,669 | 11.0 | 2,404 | 22.3 | 3,094 | 54.3 | 7,176 | 7.9 | 7,790 | 17.3 | 6,642 | 20.1 | 8,310 |
| TOTAL X3 \& X5 Series | 100.0 | 5,535 | 2.4 | 5,674 | 14.5 | 4,955 | 60.1 | 3,094 | 100.0 | 13,219 | 11.4 | 14,925 | 35.1 | 11,046 | 32.9 | 8,310 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

## February, 2006

| MODEL | \% of TOTAL | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{array}{\|c\|} \hline \text { \% of } \\ \text { TOTAL } \end{array}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | FEB 06 | \% | FEB 05 | \% | FEB 04 | \% | FEB 03 |  | YTD 06 | \% | YTD 05 | \% | YTD 04 | \% | YTD 03 |
| X3 2.5i | 1.3 | 49 | 88.9 | 440 | 18.3 | 372 |  | 0 | 1.3 | 98 | 88.2 | 834 | 118.9 | 381 |  | 0 |
| X3 3.0i | 39.7 | 1,533 | 18.4 | 1,879 | 169.2 | 698 |  | 0 | 37.4 | 2,872 | 12.9 | 3,296 | 123.9 | 1,472 |  | 0 |
| TOTAL X3 Series | 40.9 | 1,582 | 31.8 | 2,319 | 116.7 | 1,070 |  | 0 | 38.7 | 2,970 | 28.1 | 4,130 | 122.9 | 1,853 |  | 0 |
| X5 3.0i | 43.2 | 1,669 | 12.4 | 1,906 | 15.1 | 1,656 | 7.7 | 1,794 | 46.4 | 3,569 | 1.9 | 3,637 | 12.8 | 3,224 | 13.4 | 3,725 |
| X5 4.4i | 13.1 | 505 | 24.4 | 668 | 13.6 | 588 | 4.9 | 618 | 12.6 | 965 | 25.4 | 1,294 | 28.9 | 1,004 | 21.6 | 1,281 |
| X5 4.6is |  | 0 |  | 0 | 100.0 | 5 | 95.5 | 110 |  | 0 |  | 0 | 100.0 | 10 | 95.2 | 210 |
| X5 4.8is | 2.8 | 109 | 10.7 | 122 |  | 0 |  | 0 | 2.3 | 180 | 5.3 | 190 |  | 0 |  | 0 |
| TOTAL X5 Series | 59.1 | 2,283 | 15.3 | 2,696 | 19.9 | 2,249 | 10.8 | 2,522 | 61.3 | 4,714 | 7.9 | 5,121 | 20.8 | 4,238 | 18.8 | 5,216 |
| TOTAL X3 \& X5 Series | 100.0 | 3,865 | 22.9 | 5,015 | 51.1 | 3,319 | 31.6 | 2,522 | 100.0 | 7,684 | 16.9 | 9,251 | 51.9 | 6,091 | 16.8 | 5,216 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/
Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

## January, 2006

| MODEL | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{array}{\|c\|} \hline \text { \% of } \\ \text { TOTAL } \end{array}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | JAN 06 | \% | JAN 05 | \% | JAN 04 | \% | JAN 03 |  | YTD 06 | \% | YTD 05 | \% | YTD 04 | \% | YTD 03 |
| X3 2.5i | 1.3 | 49 | 87.6 | 394 | 4278 | 9 |  | 0 | 1.3 | 49 | 87.6 | 394 | 4278 | 9 |  | 0 |
| X3 3.0i | 35.1 | 1,339 | 5.5 | 1,417 | 83.1 | 774 |  | 0 | 35.1 | 1,339 | 5.5 | 1,417 | 83.1 | 774 |  | 0 |
| TOTAL X3 Series | 36.3 | 1,388 | 23.4 | 1,811 | 131.3 | 783 |  | 0 | 36.3 | 1,388 | 23.4 | 1,811 | 131.3 | 783 |  | 0 |
| X5 3.0i | 49.8 | 1,900 | 9.8 | 1,731 | 10.4 | 1,568 | 18.8 | 1,931 | 49.8 | 1,900 | 9.8 | 1,731 | 10.4 | 1,568 | 18.8 | 1,931 |
| X5 4.4i | 12.0 | 460 | 26.5 | 626 | 50.5 | 416 | 37.3 | 663 | 12.0 | 460 | 26.5 | 626 | 50.5 | 416 | 37.3 | 663 |
| X5 4.6is |  | 0 |  | 0 | 100.0 | 5 | 95.0 | 100 |  | 0 |  | 0 | 100.0 | 5 | 95.0 | 100 |
| X5 4.8is | 1.9 | 71 | 4.4 | 68 |  | 0 |  | 0 | 1.9 | 71 | 4.4 | 68 |  | 0 |  | 0 |
| TOTAL X5 Series | 63.7 | 2,431 | 0.2 | 2,425 | 21.9 | 1,989 | 26.2 | 2,694 | 63.7 | 2,431 | 0.2 | 2,425 | 21.9 | 1,989 | 26.2 | 2,694 |
| TOTAL X3 \& X5 Series | 100.0 | 3,819 | 9.8 | 4,236 | 52.8 | 2,772 | 2.9 | 2,694 | 100.0 | 3,819 | 9.8 | 4,236 | 52.8 | 2,772 | 2.9 | 2,694 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

## December, 2005

| MODEL | $\begin{array}{\|c\|} \hline \text { \% of } \\ \text { TOTAL } \end{array}$ | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | DEC 05 | \% | DEC 04 | \% | DEC 03 | \% | DEC 02 |  | YTD 05 | \% | YTD 04 | \% | YTD 03 | \% | YTD 02 |
| X3 2.5i | 1.7 | 101 | 83.4 | 610 |  | 0 |  | 0 | 9.3 | 6,343 | 67.4 | 19,450 |  | 0 |  | 0 |
| X3 3.0i | 37.9 | 2,255 | 49.0 | 1,513 |  | 0 |  | 0 | 35.7 | 24,426 | 61.2 | 15,154 |  | 0 |  | 0 |
| TOTAL X3 Series | 39.6 | 2,356 | 11.0 | 2,123 |  | 0 |  | 0 | 45.0 | 30,769 | 11.1 | 34,604 |  | 0 |  | 0 |
| X5 3.0i | 45.0 | 2,679 | 13.0 | 3,080 | 20.6 | 3,878 | 31.9 | 2,940 | 39.6 | 27,088 | 8.8 | 24,902 | 17.6 | 30,214 | 6.0 | 32,131 |
| X5 4.4i | 13.1 | 778 | 41.5 | 1,331 | 38.9 | 958 | 1.1 | 969 | 13.3 | 9,121 | 0.4 | 9,156 | 2.4 | 9,383 | 1.6 | 9,235 |
| X5 4.6is |  | 0 |  | 0 | 100.0 | 20 | 82.8 | 116 |  | 0 | 100.0 | 23 | 97.9 | 1,118 | 18.8 | 1,376 |
| X5 4.8is | 2.4 | 141 | 24.2 | 186 |  | 0 |  | 0 | 2.0 | 1,389 | 21.4 | 1,144 |  | 0 |  | 0 |
| TOTAL X5 Series | 60.4 | 3,598 | 21.7 | 4,597 | 5.3 | 4,856 | 20.6 | 4,025 | 55.0 | 37,598 | 6.7 | 35,225 | 13.5 | 40,715 | 4.7 | 42,742 |
| TOTAL X3 \& X5 Series | 100.0 | 5,954 | 11.4 | 6,720 | 38.4 | 4,856 | 20.6 | 4,025 | 100.0 | 68,367 | 2.1 | 69,829 | 71.5 | 40,715 | 4.7 | 42,742 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

November, 2005

| MODEL | $\begin{array}{\|c\|} \hline \text { \% of } \\ \text { TOTAL } \end{array}$ | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{array}{\|c\|} \hline \text { \% of } \\ \text { TOTAL } \end{array}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | NOV 05 | \% | NOV 04 | \% | NOV 03 | \% | NOV 02 |  | YTD 05 | \% | YTD 04 | \% | YTD 03 | \% | YTD 02 |
| X3 2.5i | 3.8 | 201 | 91.8 | 2,451 |  | 0 |  | 0 | 10.0 | 6,242 | 66.9 | 18,840 |  | 0 |  | 0 |
| X3 3.0i | 26.7 | 1,405 | 31.8 | 2,060 |  | 0 |  | 0 | 35.5 | 22,171 | 62.5 | 13,641 |  | 0 |  | 0 |
| TOTAL X3 Series | 30.6 | 1,606 | 64.4 | 4,511 |  | 0 |  | 0 | 45.5 | 28,413 | 12.5 | 32,481 |  | 0 |  | 0 |
| X5 3.0i | 49.0 | 2,572 | 10.7 | 2,324 | 10.7 | 2,602 | 11.3 | 2,934 | 39.1 | 24,409 | 11.9 | 21,822 | 17.1 | 26,336 | 9.8 | 29,191 |
| X5 4.4i | 17.9 | 938 | 0.3 | 941 | 24.9 | 1,253 | 18.0 | 1,062 | 13.4 | 8,343 | 6.6 | 7,825 | 7.1 | 8,425 | 1.9 | 8,266 |
| X5 4.6is |  | 0 |  | 0 | 100.0 | 46 | 72.1 | 165 |  | 0 | 100.0 | 23 | 97.9 | 1,098 | 12.9 | 1,260 |
| X5 4.8is | 2.6 | 138 | 13.8 | 160 |  | 0 |  | 0 | 2.0 | 1,248 | 30.3 | 958 |  | 0 |  | 0 |
| TOTAL X5 Series | 69.4 | 3,648 | 6.5 | 3,425 | 12.2 | 3,901 | 6.2 | 4,161 | 54.5 | 34,000 | 11.0 | 30,628 | 14.6 | 35,859 | 7.4 | 38,717 |
| TOTAL X3 \& X5 Series | 100.0 | 5,254 | 33.8 | 7,936 | 103.4 | 3,901 | 6.2 | 4,161 | 100.0 | 62,413 | 1.1 | 63,109 | 76.0 | 35,859 | 7.4 | 38,717 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

October, 2005

| MODEL | $\begin{array}{\|c\|} \hline \text { \% of } \\ \text { TOTAL } \end{array}$ | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | OCT 05 | \% | OCT 04 | \% | OCT 03 | \% | OCT 02 |  | YTD 05 | \% | YTD 04 | \% | YTD 03 | \% | YTD 02 |
| X3 2.5i | 9.2 | 326 | 80.5 | 1,674 |  | 0 |  | 0 | 10.6 | 6,041 | 63.1 | 16,389 |  | 0 |  | 0 |
| X3 3.0i | 30.3 | 1,072 | 15.3 | 1,266 |  | 0 |  | 0 | 36.3 | 20,766 | 79.3 | 11,581 |  | 0 |  | 0 |
| TOTAL X3 Series | 39.5 | 1,398 | 52.4 | 2,940 |  | 0 |  | 0 | 46.9 | 26,807 | 4.2 | 27,970 |  | 0 |  | 0 |
| X5 3.0i | 43.2 | 1,530 | 19.4 | 1,899 | 32.0 | 2,794 | 10.0 | 2,540 | 38.2 | 21,837 | 12.0 | 19,498 | 17.8 | 23,734 | 9.6 | 26,257 |
| X5 4.4i | 13.8 | 488 | 44.9 | 886 | 15.9 | 1,053 | 52.4 | 691 | 13.0 | 7,405 | 7.6 | 6,884 | 4.0 | 7,172 | 0.4 | 7,204 |
| X5 4.6is |  | 0 |  | 0 | 100.0 | 64 | 66.3 | 190 |  | 0 | 100.0 | 23 | 97.8 | 1,052 | 3.9 | 1,095 |
| X5 4.8is | 3.6 | 127 | 9.3 | 140 |  | 0 |  | 0 | 1.9 | 1,110 | 39.1 | 798 |  | 0 |  | 0 |
| TOTAL X5 Series | 60.5 | 2,145 | 26.7 | 2,925 | 25.2 | 3,911 | 14.3 | 3,421 | 53.1 | 30,352 | 11.6 | 27,203 | 14.9 | 31,958 | 7.5 | 34,556 |
| TOTAL X3 \& X5 Series | 100.0 | 3,543 | 39.6 | 5,865 | 50.0 | 3,911 | 14.3 | 3,421 | 100.0 | 57,159 | 3.6 | 55,173 | 72.6 | 31,958 | 7.5 | 34,556 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

## September, 2005

| MODEL | \% of TOTAL | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | SEP 05 | \% | SEP 04 | \% | SEP 03 | \% | SEP 02 |  | YTD 05 | \% | YTD 04 | \% | YTD 03 | \% | YTD 02 |
| X3 2.5i | 10.3 | 662 | 74.7 | 2,613 |  | 0 |  | 0 | 10.7 | 5,715 | 61.2 | 14,715 |  | 0 |  | 0 |
| X3 3.0i | 20.8 | 1,338 | 10.3 | 1,491 |  | 0 |  | 0 | 36.7 | 19,694 | 90.9 | 10,315 |  | 0 |  | 0 |
| TOTAL X3 Series | 31.0 | 2,000 | 51.3 | 4,104 |  | 0 |  | 0 | 47.4 | 25,409 | 1.5 | 25,030 |  | 0 |  | 0 |
| X5 3.0i | 50.5 | 3,254 | 81.0 | 1,798 | 31.4 | 2,621 | 31.5 | 1,993 | 37.9 | 20,307 | 15.4 | 17,599 | 16.0 | 20,940 | 11.7 | 23,717 |
| X5 4.4i | 16.3 | 1,052 | 53.4 | 686 | 25.0 | 549 | 26.5 | 434 | 12.9 | 6,917 | 15.3 | 5,998 | 2.0 | 6,119 | 6.0 | 6,513 |
| X5 4.6is |  | 0 |  | 0 | 100.0 | 106 | 45.2 | 73 |  | 0 | 100.0 | 23 | 97.7 | 988 | 9.2 | 905 |
| X5 4.8is | 2.1 | 137 | 9.6 | 125 |  | 0 |  | 0 | 1.8 | 983 | 49.4 | 658 |  | 0 |  | 0 |
| TOTAL X5 Series | 69.0 | 4,443 | 70.3 | 2,609 | 20.4 | 3,276 | 31.0 | 2,500 | 52.6 | 28,207 | 16.2 | 24,278 | 13.4 | 28,047 | 9.9 | 31,135 |
| TOTAL X3 \& X5 Series | 100.0 | 6,443 | 4.0 | 6,713 | 104.9 | 3,276 | 31.0 | 2,500 | 100.0 | 53,616 | 8.7 | 49,308 | 75.8 | 28,047 | 9.9 | 31,135 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

## August, 2005

| MODEL | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | AUG 05 | \% | AUG 04 | \% | AUG 03 | \% | AUG 02 |  | YTD 05 | \% | YTD 04 | \% | YTD 03 | \% | YTD 02 |
| X3 2.5i | 12.4 | 1,030 | 49.6 | 2,042 |  | 0 |  | 0 | 10.7 | 5,053 | 58.2 | 12,102 |  | 0 |  | 0 |
| X3 3.0i | 33.2 | 2,746 | 89.6 | 1,448 |  | 0 |  | 0 | 38.9 | 18,356 | 108.0 | 8,824 |  | 0 |  | 0 |
| TOTAL X3 Series | 45.6 | 3,776 | 8.2 | 3,490 |  | 0 |  | 0 | 49.6 | 23,409 | 11.9 | 20,926 |  | 0 |  | 0 |
| X5 3.0i | 39.8 | 3,297 | 39.8 | 2,358 | 22.7 | 3,052 | 9.4 | 2,790 | 36.1 | 17,053 | 7.9 | 15,801 | 13.7 | 18,319 | 15.7 | 21,724 |
| X5 4.4i | 13.4 | 1,106 | 30.3 | 849 | 1.3 | 838 | 19.2 | 703 | 12.4 | 5,865 | 10.4 | 5,312 | 4.6 | 5,570 | 8.4 | 6,079 |
| X5 4.6is |  | 0 |  | 0 | 100.0 | 120 | 10.4 | 134 |  | 0 | 100.0 | 23 | 97.4 | 882 | 6.0 | 832 |
| X5 4.8is | 1.3 | 104 | 37.0 | 165 |  | 0 |  | 0 | 1.8 | 846 | 58.7 | 533 |  | 0 |  | 0 |
| TOTAL X5 Series | 54.4 | 4,507 | 33.7 | 3,372 | 15.9 | 4,010 | 10.6 | 3,627 | 50.4 | 23,764 | 9.7 | 21,669 | 12.5 | 24,771 | 13.5 | 28,635 |
| TOTAL X3 \& X5 Series | 100.0 | 8,283 | 20.7 | 6,862 | 71.1 | 4,010 | 10.6 | 3,627 | 100.0 | 47,173 | 10.7 | 42,595 | 72.0 | 24,771 | 13.5 | 28,635 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

July, 2005

| MODEL | $\begin{array}{\|c\|} \hline \% \text { of } \\ \text { TOTAL } \end{array}$ | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | JUL 05 | \% | JUL 04 | \% | JUL 03 | \% | JUL 02 |  | YTD 05 | \% | YTD 04 | \% | YTD 03 | \% | YTD 02 |
| X3 2.5i | 10.3 | 679 | 77.9 | 3,076 |  | 0 |  | 0 | 10.3 | 4,023 | 60.0 | 10,060 |  | 0 |  | 0 |
| X3 3.0i | 39.3 | 2,603 | 81.0 | 1,438 |  | 0 |  | 0 | 40.1 | 15,610 | 111.6 | 7,376 |  | 0 |  | 0 |
| TOTAL X3 Series | 49.6 | 3,282 | 27.3 | 4,514 |  | 0 |  | 0 | 50.5 | 19,633 | 12.6 | 17,436 |  | 0 |  | 0 |
| X5 3.0i | 37.7 | 2,494 | 7.9 | 2,311 | 14.9 | 2,715 | 13.0 | 2,403 | 35.4 | 13,756 | 2.3 | 13,443 | 11.9 | 15,267 | 19.4 | 18,934 |
| X5 4.4i | 11.3 | 746 | 34.2 | 556 | 23.3 | 725 | 2.6 | 744 | 12.2 | 4,759 | 6.6 | 4,463 | 5.7 | 4,732 | 12.0 | 5,376 |
| X5 4.6is |  | 0 | 100.0 | 6 | 94.3 | 106 | 35.0 | 163 |  | 0 | 100.0 | 23 | 97.0 | 762 | 9.2 | 698 |
| X5 4.8is | 1.5 | 101 | 14.4 | 118 |  | 0 |  | 0 | 1.9 | 742 | 102 | 368 |  | 0 |  | 0 |
| TOTAL X5 Series | 50.4 | 3,341 | 11.7 | 2,991 | 15.7 | 3,546 | 7.1 | 3,310 | 49.5 | 19,257 | 5.2 | 18,297 | 11.9 | 20,761 | 17.0 | 25,008 |
| TOTAL X3 \& X5 Series | 100.0 | 6,623 | 11.8 | 7,505 | 111.6 | 3,546 | 7.1 | 3,310 | 100.0 | 38,890 | 8.8 | 35,733 | 72.1 | 20,761 | 17.0 | 25,008 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

June, 2005

| MODEL | \% of TOTAL | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | JUN 05 | \% | JUN 04 | \% | JUN 03 | \% | JUN 02 |  | YTD 05 | \% | YTD 04 | \% | YTD 03 | \% | YTD 02 |
| X3 2.5i | 11.6 | 686 | 70.4 | 2,315 |  | 0 |  | 0 | 10.4 | 3,344 | 52.1 | 6,984 |  | 0 |  | 0 |
| X3 3.0i | 43.7 | 2,592 | 83.3 | 1,414 |  | 0 |  | 0 | 40.3 | 13,007 | 119.0 | 5,938 |  | 0 |  | 0 |
| TOTAL X3 Series | 55.2 | 3,278 | 12.1 | 3,729 |  | 0 |  | 0 | 50.7 | 16,351 | 26.5 | 12,922 |  | 0 |  | 0 |
| X5 3.0i | 31.3 | 1,859 | 29.1 | 2,623 | 2.9 | 2,549 | 8.0 | 2,772 | 34.9 | 11,262 | 1.2 | 11,132 | 11.3 | 12,552 | 24.1 | 16,531 |
| X5 4.4i | 11.6 | 686 | 12.1 | 780 | 18.9 | 656 | 33.4 | 985 | 12.4 | 4,013 | 2.7 | 3,907 | 2.5 | 4,007 | 13.5 | 4,632 |
| X5 4.6is |  | 0 | 100.0 | 3 | 97.8 | 139 | 24.1 | 112 |  | 0 | 100.0 | 17 | 97.4 | 656 | 22.6 | 535 |
| X5 4.8is | 1.9 | 113 | 32.7 | 168 |  | 0 |  | 0 | 2.0 | 641 | 156 | 250 |  | 0 |  | 0 |
| TOTAL X5 Series | 44.8 | 2,658 | 25.6 | 3,574 | 6.9 | 3,344 | 13.6 | 3,869 | 49.3 | 15,916 | 4.0 | 15,306 | 11.1 | 17,215 | 20.7 | 21,698 |
| TOTAL X3 \& X5 Series | 100.0 | 5,936 | 18.7 | 7,303 | 118.4 | 3,344 | 13.6 | 3,869 | 100.0 | 32,267 | 14.3 | 28,228 | 64.0 | 17,215 | 20.7 | 21,698 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

May, 2005

| MODEL | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{gathered} \% \text { of } \\ \text { TOTAL } \end{gathered}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | MAY 05 | \% | MAY 04 | \% | MAY 03 | \% | MAY 02 |  | YTD 05 | \% | YTD 04 | \% | YTD 03 | \% | YTD 02 |
| X3 2.5i | 11.4 | 607 | 61.8 | 1,590 |  | 0 |  | 0 | 10.1 | 2,658 | 43.1 | 4,669 |  | 0 |  | 0 |
| X3 3.0i | 40.7 | 2,161 | 140.9 | 897 |  | 0 |  | 0 | 39.6 | 10,415 | 130.2 | 4,524 |  | 0 |  | 0 |
| TOTAL X3 Series | 52.2 | 2,768 | 11.3 | 2,487 |  | 0 |  | 0 | 49.6 | 13,073 | 42.2 | 9,193 |  | 0 |  | 0 |
| X5 3.0i | 34.4 | 1,824 | 3.7 | 1,759 | 13.5 | 2,033 | 27.5 | 2,805 | 35.7 | 9,403 | 10.5 | 8,509 | 14.9 | 10,003 | 27.3 | 13,759 |
| X5 4.4i | 11.4 | 604 | 18.6 | 742 | 6.2 | 699 | 16.6 | 838 | 12.6 | 3,327 | 6.4 | 3,127 | 6.7 | 3,351 | 8.1 | 3,647 |
| X5 4.6is |  | 0 |  | 0 | 100.0 | 113 | 8.7 | 104 |  | 0 | 100.0 | 14 | 97.3 | 517 | 22.2 | 423 |
| X5 4.8is | 2.0 | 108 | 83.1 | 59 |  | 0 |  | 0 | 2.0 | 528 | 544 | 82 |  | 0 |  | 0 |
| TOTAL X5 Series | 47.8 | 2,536 | 0.9 | 2,560 | 10.0 | 2,845 | 24.1 | 3,747 | 50.4 | 13,258 | 13.0 | 11,732 | 15.4 | 13,871 | 22.2 | 17,829 |
| TOTAL X3 \& X5 Series | 100.0 | 5,304 | 5.1 | 5,047 | 77.4 | 2,845 | 24.1 | 3,747 | 100.0 | 26,331 | 25.8 | 20,925 | 50.9 | 13,871 | 22.2 | 17,829 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

## April, 2005

| MODEL | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | APR 05 | \% | APR 04 | \% | APR 03 | \% | APR 02 |  | YTD 05 | \% | YTD 04 | \% | YTD 03 | \% | YTD 02 |
| X3 2.5i | 10.0 | 608 | 55.2 | 1,357 |  | 0 |  | 0 | 9.8 | 2,051 | 33.4 | 3,079 |  | 0 |  | 0 |
| X3 3.0i | 42.0 | 2,562 | 171.1 | 945 |  | 0 |  | 0 | 39.3 | 8,254 | 127.6 | 3,627 |  | 0 |  | 0 |
| TOTAL X3 Series | 52.0 | 3,170 | 37.7 | 2,302 |  | 0 |  | 0 | 49.0 | 10,305 | 53.7 | 6,706 |  | 0 |  | 0 |
| X5 3.0i | 33.4 | 2,038 | 14.0 | 1,787 | 8.8 | 1,960 | 34.7 | 3,002 | 36.0 | 7,579 | 12.3 | 6,750 | 15.3 | 7,970 | 27.2 | 10,954 |
| X5 4.4i | 12.6 | 768 | 6.7 | 720 | 11.5 | 646 | 35.6 | 1,003 | 13.0 | 2,723 | 14.2 | 2,385 | 10.1 | 2,652 | 5.6 | 2,809 |
| X5 4.6is |  | 0 |  | 0 | 100.0 | 110 | 35.8 | 81 |  | 0 | 100.0 | 14 | 96.5 | 404 | 26.6 | 319 |
| X5 4.8is | 2.1 | 126 | 447.8 | 23 |  | 0 |  | 0 | 2.0 | 420 | 1726 | 23 |  | 0 |  | 0 |
| TOTAL X5 Series | 48.0 | 2,932 | 15.9 | 2,530 | 6.8 | 2,716 | 33.5 | 4,086 | 51.0 | 10,722 | 16.9 | 9,172 | 16.8 | 11,026 | 21.7 | 14,082 |
| TOTAL X3 \& X5 Series | 100.0 | 6,102 | 26.3 | 4,832 | 77.9 | 2,716 | 33.5 | 4,086 | 100.0 | 21,027 | 32.4 | 15,878 | 44.0 | 11,026 | 21.7 | 14,082 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

## March, 2005

| MODEL | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | MAR 05 | \% | MAR 04 | \% | MAR 03 | \% | MAR 02 |  | YTD 05 | \% | YTD 04 | \% | YTD 03 | \% | YTD 02 |
| X3 2.5i | 10.7 | 609 | 54.6 | 1,341 |  | 0 |  | 0 | 9.7 | 1,443 | 16.2 | 1,722 |  | 0 |  | 0 |
| X3 3.0i | 42.2 | 2,396 | 98.0 | 1,210 |  | 0 |  | 0 | 38.1 | 5,692 | 112.2 | 2,682 |  | 0 |  | 0 |
| TOTAL X3 Series | 53.0 | 3,005 | 17.8 | 2,551 |  | 0 |  | 0 | 47.8 | 7,135 | 62.0 | 4,404 |  | 0 |  | 0 |
| X5 3.0i | 33.6 | 1,904 | 9.5 | 1,739 | 23.9 | 2,285 | 18.6 | 2,807 | 37.1 | 5,541 | 11.6 | 4,963 | 17.4 | 6,010 | 24.4 | 7,952 |
| X5 4.4i | 11.6 | 661 | 0.0 | 661 | 8.8 | 725 | 6.2 | 773 | 13.1 | 1,955 | 17.4 | 1,665 | 17.0 | 2,006 | 11.1 | 1,806 |
| X5 4.6is |  | 0 | 100.0 | 4 | 95.2 | 84 | 5.0 | 80 |  | 0 | 100.0 | 14 | 95.2 | 294 | 23.5 | 238 |
| X5 4.8is | 1.8 | 104 |  | 0 |  | 0 |  | 0 | 2.0 | 294 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 47.0 | 2,669 | 11.0 | 2,404 | 22.3 | 3,094 | 15.5 | 3,660 | 52.2 | 7,790 | 17.3 | 6,642 | 20.1 | 8,310 | 16.9 | 9,996 |
| TOTAL X3 \& X5 Series | 100.0 | 5,674 | 14.5 | 4,955 | 60.1 | 3,094 | 15.5 | 3,660 | 100.0 | 14,925 | 35.1 | 11,046 | 32.9 | 8,310 | 16.9 | 9,996 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

## February, 2005

| MODEL | \% of TOTAL | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | FEB 05 | \% | FEB 04 | \% | FEB 03 | \% | FEB 02 |  | YTD 05 | \% | YTD 04 | \% | YTD 03 | \% | YTD 02 |
| X3 2.5i | 8.8 | 440 | 18.3 | 372 |  | 0 |  | 0 | 9.0 | 834 | 118.9 | 381 |  | 0 |  | 0 |
| X3 3.0i | 37.5 | 1,879 | 169.2 | 698 |  | 0 |  | 0 | 35.6 | 3,296 | 123.9 | 1,472 |  | 0 |  | 0 |
| TOTAL X3 Series | 46.2 | 2,319 | 116.7 | 1,070 |  | 0 |  | 0 | 44.6 | 4,130 | 122.9 | 1,853 |  | 0 |  | 0 |
| X5 3.0i | 38.0 | 1,906 | 15.1 | 1,656 | 7.7 | 1,794 | 31.2 | 2,609 | 39.3 | 3,637 | 12.8 | 3,224 | 13.4 | 3,725 | 27.6 | 5,145 |
| X5 4.4i | 13.3 | 668 | 13.6 | 588 | 4.9 | 618 | 19.5 | 517 | 14.0 | 1,294 | 28.9 | 1,004 | 21.6 | 1,281 | 24.0 | 1,033 |
| X5 4.6is |  | 0 | 100.0 | 5 | 95.5 | 110 | 69.2 | 65 |  | 0 | 100.0 | 10 | 95.2 | 210 | 32.9 | 158 |
| X5 4.8is | 2.4 | 122 |  | 0 |  | 0 |  | 0 | 2.1 | 190 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 53.8 | 2,696 | 19.9 | 2,249 | 10.8 | 2,522 | 21.0 | 3,191 | 55.4 | 5,121 | 20.8 | 4,238 | 18.8 | 5,216 | 17.7 | 6,336 |
| TOTAL X3 \& X5 Series | 100.0 | 5,015 | 51.1 | 3,319 | 31.6 | 2,522 | 21.0 | 3,191 | 100.0 | 9,251 | 51.9 | 6,091 | 16.8 | 5,216 | 17.7 | 6,336 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

## January, 2005

| MODEL | \% of TOTAL | MONTHLY SALES FIGURES |  |  |  |  |  |  | $\begin{gathered} \text { \% of } \\ \text { TOTAL } \end{gathered}$ | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | JAN 05 | \% | JAN 04 | \% | JAN 03 | \% | JAN 02 |  | YTD 05 | \% | YTD 04 | \% | YTD 03 | \% | YTD 02 |
| X3 2.5i | 9.3 | 394 | 4278 | 9 |  | 0 |  | 0 | 9.3 | 394 | 4278 | 9 |  | 0 |  | 0 |
| X3 3.0i | 33.5 | 1,417 | 83.1 | 774 |  | 0 |  | 0 | 33.5 | 1,417 | 83.1 | 774 |  | 0 |  | 0 |
| TOTAL X3 Series | 42.8 | 1,811 | 131.3 | 783 |  | 0 |  | 0 | 42.8 | 1,811 | 131.3 | 783 |  | 0 |  | 0 |
| X5 3.0i | 40.9 | 1,731 | 10.4 | 1,568 | 18.8 | 1,931 | 23.9 | 2,536 | 40.9 | 1,731 | 10.4 | 1,568 | 18.8 | 1,931 | 23.9 | 2,536 |
| X5 4.4i | 14.8 | 626 | 50.5 | 416 | 37.3 | 663 | 28.5 | 516 | 14.8 | 626 | 50.5 | 416 | 37.3 | 663 | 28.5 | 516 |
| X5 4.6is |  | 0 | 100.0 | 5 | 95.0 | 100 | 7.5 | 93 |  | 0 | 100.0 | 5 | 95.0 | 100 | 7.5 | 93 |
| X5 4.8is | 1.6 | 68 |  | 0 |  | 0 |  | 0 | 1.6 | 68 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 57.2 | 2,425 | 21.9 | 1,989 | 26.2 | 2,694 | 14.3 | 3,145 | 57.2 | 2,425 | 21.9 | 1,989 | 26.2 | 2,694 | 14.3 | 3,145 |
| TOTAL X3 \& X5 Series | 100.0 | 4,236 | 52.8 | 2,772 | 2.9 | 2,694 | 14.3 | 3,145 | 100.0 | 4,236 | 52.8 | 2,772 | 2.9 | 2,694 | 14.3 | 3,145 |

The "\% of TOTAL" columns indicate the sales of each model as a percent of the total $X$ Series sales for the current month and the YTD period.

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X5 3.0i model was sold in the U.S. in November, 1999. The first X5 4.6is model was sold in the U.S. in October, 2001. The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is model was sold in the U.S. in April, 2004.

To view all the BMW, Lexus \& Mercedes-Benz sales reports visit my website at: http://home.att.net/~fdmeloan/

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: fred@meloan.org

## BMW X3 \& X5 Series Sales - United States

December, 2004

| MODEL | MONTHLY SALES FIGURES |  |  |  |  |  |  | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | DEC 04 | \% | DEC 03 | \% | DEC 02 | \% | DEC 01 | YTD 04 | \% | YTD 03 | \% | YTD 02 | \% | YTD 01 |
| X3 2.5i | 610 |  | 0 |  | 0 |  | 0 | 19,450 |  | 0 |  | 0 |  | 0 |
| X3 3.0i | 1,513 |  | 0 |  | 0 |  | 0 | 15,154 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 2,123 |  | 0 |  | 0 |  | 0 | 34,604 |  | 0 |  | 0 |  | 0 |
| X5 3.0i | 3,080 | 20.6 | 3,878 | 31.9 | 2,940 | 15.2 | 3,469 | 24,902 | 17.6 | 30,214 | 6.0 | 32,131 | 18.8 | 27,041 |
| X5 4.4i | 1,331 | 38.9 | 958 | 1.1 | 969 | 40.2 | 691 | 9,156 | 2.4 | 9,383 | 1.6 | 9,235 | 30.4 | 13,261 |
| X5 4.6is | 0 | 100.0 | 20 | 82.8 | 116 | 17.1 | 140 | 23 | 97.9 | 1,118 | 18.8 | 1,376 | 330.0 | 320 |
| X5 4.8is | 186 |  | 0 |  | 0 |  | 0 | 1,144 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 4,597 |  | 4,856 | 20.6 | 4,025 | 6.4 | 4,300 | 35,225 | 13.5 | 40,715 | 4.7 | 42,742 | 5.2 | 40,622 |
| TOTAL X3 \& X5 Series | 6,720 | 38.4 | 4,856 | 20.6 | 4,025 | 6.4 | 4,300 | 69,829 | 71.5 | 40,715 | 4.7 | 42,742 | 5.2 | 40,622 |

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is was sold in the U.S. in April, 2004. The first X5 4.6is was sold in the U.S. in October, 2001.

Please use the Adobe "Bookmark" feature to view other month's reports.

Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: CSIhelp@att.net
Entire contents © 2004-2005 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

## November, 2004

| MODEL | MONTHLY SALES FIGURES |  |  |  |  |  |  | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NOV 04 | \% | NOV 03 | \% | NOV 02 | \% | NOV 01 | YTD 04 | \% | YTD 03 | \% | YTD 02 | \% | YTD 01 |
| X3 2.5i | 2,451 |  | 0 |  | 0 |  | 0 | 18,840 |  | 0 |  | 0 |  | 0 |
| X3 3.0i | 2,060 |  | 0 |  | 0 |  | 0 | 13,641 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 4,511 |  | 0 |  | 0 |  | 0 | 32,481 |  | 0 |  | 0 |  | 0 |
| X5 3.0i | 2,324 | 10.7 | 2,602 | 11.3 | 2,934 | 7.5 | 3,171 | 21,822 | 17.1 | 26,336 | 9.8 | 29,191 | 23.8 | 23,572 |
| X5 4.4i | 941 | 24.9 | 1,253 | 18.0 | 1,062 | 63.6 | 649 | 7,825 | 7.1 | 8,425 | 1.9 | 8,266 | 34.2 | 12,570 |
| X5 4.6is | 0 | 100.0 | 46 | 72.1 | 165 | 4.6 | 173 | 23 | 97.9 | 1,098 | 12.9 | 1,260 | 600.0 | 180 |
| X5 4.8is | 160 |  | 0 |  | 0 |  | 0 | 958 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 3,425 | 12.2 | 3,901 | 6.2 | 4,161 | 4.2 | 3,993 | 30,628 | 14.6 | 35,859 | 7.4 | 38,717 | 6.6 | 36,322 |
| TOTAL X3 \& X5 Series | 7,936 | 103.4 | 3,901 | 6.2 | 4,161 | 4.2 | 3,993 | 63,109 | 76.0 | 35,859 | 7.4 | 38,717 | 6.6 | 36,322 |

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is was sold in the U.S. in April, 2004. The first X5 4.6is was sold in the U.S. in October, 2001.

Please use the Adobe "Bookmark" feature to view other month's reports.

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: CSIhelp@att.net
Entire contents © 2004 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

October, 2004

| MODEL | MONTHLY SALES FIGURES |  |  |  |  |  |  | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | OCT 04 | \% | OCT 03 | \% | OCT 02 | \% | OCT 01 | YTD 04 | \% | YTD 03 | \% | YTD 02 | \% | YTD 01 |
| X3 2.5i | 1,674 |  | 0 |  | 0 |  | 0 | 16,389 |  | 0 |  | 0 |  | 0 |
| X3 3.0i | 1,266 |  | 0 |  | 0 |  | 0 | 11,581 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 2,940 |  | 0 |  | 0 |  | 0 | 27,970 |  | 0 |  | 0 |  | 0 |
| X5 3.0i | 1,899 | 32.0 | 2,794 | 10.0 | 2,540 | 12.5 | 2,904 | 19,498 | 17.8 | 23,734 | 9.6 | 26,257 | 28.7 | 20,401 |
| X5 4.4i | 886 | 15.9 | 1,053 | 52.4 | 691 | 20.4 | 868 | 6,884 | 4.0 | 7,172 | 0.4 | 7,204 | 39.6 | 11,921 |
| X5 4.6is | 0 | 100.0 | 64 | 66.3 | 190 | 2614 | 7 | 23 | 97.8 | 1,052 | 3.9 | 1,095 | 15543 | 7 |
| X5 4.8is | 140 |  | 0 |  | 0 |  | 0 | 798 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 2,925 | 25.2 | 3,911 | 14.3 | 3,421 | 9.5 | 3,779 | 27,203 | 14.9 | 31,958 | 7.5 | 34,556 | 6.9 | 32,329 |
| TOTAL X3 \& X5 Series | 5,865 | 50.0 | 3,911 | 14.3 | 3,421 | 9.5 | 3,779 | 55,173 | 72.6 | 31,958 | 7.5 | 34,556 | 6.9 | 32,329 |

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is was sold in the U.S. in April, 2004. The first X5 4.6is was sold in the U.S. in October, 2001.

Please use the Adobe "Bookmark" feature to view other month's reports.

Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: CSIhelp@att.net
Entire contents © 2004 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

## September, 2004

| MODEL | MONTHLY SALES FIGURES |  |  |  |  |  |  | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | SEP 04 | \% | SEP 03 | \% | SEP 02 | \% | SEP 01 | YTD 04 | \% | YTD 03 | \% | YTD 02 | \% | YTD 01 |
| X3 2.5i | 2,613 |  | 0 |  | 0 |  | 0 | 14,715 |  | 0 |  | 0 |  | 0 |
| X3 3.0i | 1,491 |  | 0 |  | 0 |  | 0 | 10,315 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 4,104 |  | 0 |  | 0 |  | 0 | 25,030 |  | 0 |  | 0 |  | 0 |
| X5 3.0i | 1,798 | 31.4 | 2,621 | 31.5 | 1,993 | 14.7 | 1,738 | 17,599 | 16.0 | 20,940 | 11.7 | 23,717 | 35.5 | 17,497 |
| X5 4.4i | 686 | 25.0 | 549 | 26.5 | 434 | 69.2 | 1,411 | 5,998 | 2.0 | 6,119 | 6.0 | 6,513 | 41.1 | 11,053 |
| X5 4.6is | 0 | 100.0 | 106 | 45.2 | 73 |  | 0 | 23 | 97.7 | 988 | 9.2 | 905 |  | 0 |
| X5 4.8is | 125 |  | 0 |  | 0 |  | 0 | 658 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 2,609 | 20.4 | 3,276 | 31.0 | 2,500 | 20.6 | 3,149 | 24,278 | 13.4 | 28,047 | 9.9 | 31,135 | 9.1 | 28,550 |
| TOTAL X3 \& X5 Series | 6,713 | 104.9 | 3,276 | 31.0 | 2,500 | 20.6 | 3,149 | 49,308 | 75.8 | 28,047 | 9.9 | 31,135 | 9.1 | 28,550 |

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is was sold in the U.S. in April, 2004. The first X5 4.6is was sold in the U.S. in October, 2001.

Please use the Adobe "Bookmark" feature to view other month's reports.

Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: CSIhelp@att.net
Entire contents © 2004 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

August, 2004

| MODEL | MONTHLY SALES FIGURES |  |  |  |  |  |  | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AUG 04 | \% | AUG 03 | \% | AUG 02 | \% | AUG 01 | YTD 04 | \% | YTD 03 | \% | YTD 02 | \% | YTD 01 |
| X3 2.5i | 2,042 |  | 0 |  | 0 |  | 0 | 12,102 |  | 0 |  | 0 |  | 0 |
| X3 3.0i | 1,448 |  | 0 |  | 0 |  | 0 | 8,824 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 3,490 |  | 0 |  | 0 |  | 0 | 20,926 |  | 0 |  | 0 |  | 0 |
| X5 3.0i | 2,358 | 22.7 | 3,052 | 9.4 | 2,790 | 25.6 | 2,222 | 15,801 | 13.7 | 18,319 | 15.7 | 21,724 | 37.9 | 15,759 |
| X5 4.4i | 849 | 1.3 | 838 | 19.2 | 703 | 46.5 | 1,314 | 5,312 | 4.6 | 5,570 | 8.4 | 6,079 | 37.0 | 9,642 |
| X5 4.6is | 0 | 100.0 | 120 | 10.4 | 134 |  | 0 | 23 | 97.4 | 882 | 6.0 | 832 |  | 0 |
| X5 4.8is | 165 |  | 0 |  | 0 |  | 0 | 533 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 3,372 | 15.9 | 4,010 | 10.6 | 3,627 | 2.6 | 3,536 | 21,669 | 12.5 | 24,771 | 13.5 | 28,635 | 12.7 | 25,401 |
| TOTAL X3 \& X5 Series | 6,862 | 71.1 | 4,010 | 10.6 | 3,627 | 2.6 | 3,536 | 42,595 | 72.0 | 24,771 | 13.5 | 28,635 | 12.7 | 25,401 |

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is was sold in the U.S. in April, 2004. The first X5 4.6is was sold in the U.S. in October, 2001.

Please use the Adobe "Bookmark" feature to view other month's reports.
Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: CSIhelp@att.net
Entire contents © 2004 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

July, 2004

| MODEL | MONTHLY SALES FIGURES |  |  |  |  |  |  | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUL 04 | \% | JUL 03 | \% | JUL 02 | \% | JUL 01 | YTD 04 | \% | YTD 03 | \% | YTD 02 | \% | YTD 01 |
| X3 2.5i | 3,076 |  | 0 |  | 0 |  | 0 | 10,060 |  | 0 |  | 0 |  | 0 |
| X3 3.0i | 1,438 |  | 0 |  | 0 |  | 0 | 7,376 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 4,514 |  | 0 |  | 0 |  | 0 | 17,436 |  | 0 |  | 0 |  | 0 |
| X5 3.0i | 2,311 | 14.9 | 2,715 | 13.0 | 2,403 | 19.5 | 2,011 | 13,443 | 11.9 | 15,267 | 19.4 | 18,934 | 39.9 | 13,537 |
| X5 4.4i | 556 | 23.3 | 725 | 2.6 | 744 | 36.5 | 1,171 | 4,463 | 5.7 | 4,732 | 12.0 | 5,376 | 35.4 | 8,328 |
| X5 4.6is | 6 | 94.3 | 106 | 35.0 | 163 |  | 0 | 23 | 97.0 | 762 | 9.2 | 698 |  | 0 |
| X5 4.8is | 118 |  | 0 |  | 0 |  | 0 | 368 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 2,991 | 15.7 | 3,546 | 7.1 | 3,310 | 4.0 | 3,182 | 18,297 | 11.9 | 20,761 | 17.0 | 25,008 | 14.4 | 21,865 |
| TOTAL X3 \& X5 Series | 7,505 | 111.6 | 3,546 | 7.1 | 3,310 | 4.0 | 3,182 | 35,733 | 72.1 | 20,761 | 17.0 | 25,008 | 14.4 | 21,865 |

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is was sold in the U.S. in April, 2004. The first X5 4.6is was sold in the U.S. in October, 2001.

Please use the Adobe "Bookmark" feature to view other month's reports.

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: CSIhelp@att.net
Entire contents © 2004 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

June, 2004

| MODEL | MONTHLY SALES FIGURES |  |  |  |  |  |  | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JUN 04 | \% | JUN 03 | \% | JUN 02 | \% | JUN 01 | YTD 04 | \% | YTD 03 | \% | YTD 02 | \% | YTD 01 |
| X3 2.5i | 2,315 |  | 0 |  | 0 |  | 0 | 6,984 |  | 0 |  | 0 |  | 0 |
| X3 3.0i | 1,414 |  | 0 |  | 0 |  | 0 | 5,938 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 3,729 |  | 0 |  | 0 |  | 0 | 12,922 |  | 0 |  | 0 |  | 0 |
| X5 3.0i | 2,623 | 2.9 | 2,549 | 8.0 | 2,772 | 49.8 | 1,850 | 11,132 | 11.3 | 12,552 | 24.1 | 16,531 | 43.4 | 11,526 |
| X5 4.4i | 780 | 18.9 | 656 | 33.4 | 985 | 26.8 | 1,346 | 3,907 | 2.5 | 4,007 | 13.5 | 4,632 | 35.3 | 7,157 |
| X5 4.6is | 3 | 97.8 | 139 | 24.1 | 112 |  | 0 | 17 | 97.4 | 656 | 22.6 | 535 |  | 0 |
| X5 4.8is | 168 |  | 0 |  | 0 |  | 0 | 250 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 3,574 | 6.9 | 3,344 | 13.6 | 3,869 | 21.1 | 3,196 | 15,306 | 11.1 | 17,215 | 20.7 | 21,698 | 16.1 | 18,683 |
| TOTAL X3 \& X5 Series | 7,303 | 118.4 | 3,344 | 13.6 | 3,869 | 21.1 | 3,196 | 28,228 | 64.0 | 17,215 | 20.7 | 21,698 | 16.1 | 18,683 |

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is was sold in the U.S. in April, 2004. The first X5 4.6is was sold in the U.S. in October, 2001.

Please use the Adobe "Bookmark" feature to view other month's reports.

Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: CSIhelp@att.net
Entire contents © 2004 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

May, 2004

| MODEL | MONTHLY SALES FIGURES |  |  |  |  |  |  | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MAY 04 | \% | MAY 03 | \% | MAY 02 | \% | MAY 01 | YTD 04 | \% | YTD 03 | \% | YTD 02 | \% | YTD 01 |
| X3 2.5i | 1,590 |  | 0 |  | 0 |  | 0 | 4,669 |  | 0 |  | 0 |  | 0 |
| X3 3.0i | 897 |  | 0 |  | 0 |  | 0 | 4,524 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 2,487 |  | 0 |  | 0 |  | 0 | 9,193 |  | 0 |  | 0 |  | 0 |
| X5 3.0i | 1,759 | 13.5 | 2,033 | 27.5 | 2,805 | 62.8 | 1,723 | 8,509 | 14.9 | 10,003 | 27.3 | 13,759 | 42.2 | 9,676 |
| X5 4.4i | 742 | 6.2 | 699 | 16.6 | 838 | 39.9 | 1,395 | 3,127 | 6.7 | 3,351 | 8.1 | 3,647 | 37.2 | 5,811 |
| X5 4.6is | 0 | 100.0 | 113 | 8.7 | 104 |  | 0 | 14 | 97.3 | 517 | 22.2 | 423 |  | 0 |
| X5 4.8is | 59 |  | 0 |  | 0 |  | 0 | 82 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 2,560 | 10.0 | 2,845 | 24.1 | 3,747 | 20.2 | 3,118 | 11,732 | 15.4 | 13,871 | 22.2 | 17,829 | 15.1 | 15,487 |
| TOTAL X3 \& X5 Series | 5,047 | 77.4 | 2,845 | 24.1 | 3,747 | 20.2 | 3,118 | 20,925 | 50.9 | 13,871 | 22.2 | 17,829 | 15.1 | 15,487 |

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is was sold in the U.S. in April, 2004. The first X5 4.6is was sold in the U.S. in October, 2001.

Please use the Adobe "Bookmark" feature to view other month's reports.

Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: CSIhelp@att.net
Entire contents © 2004 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

April, 2004

| MODEL | MONTHLY SALES FIGURES |  |  |  |  |  |  | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | APR 04 | \% | APR 03 | \% | APR 02 | \% | APR 01 | YTD 04 | \% | YTD 03 | \% | YTD 02 | \% | YTD 01 |
| X3 2.5i | 1,357 |  | 0 |  | 0 |  | 0 | 3,079 |  | 0 |  | 0 |  | 0 |
| X3 3.0i | 945 |  | 0 |  | 0 |  | 0 | 3,627 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 2,302 |  | 0 |  | 0 |  | 0 | 6,706 |  | 0 |  | 0 |  | 0 |
| X5 3.0i | 1,787 | 8.8 | 1,960 | 34.7 | 3,002 | 94.4 | 1,544 | 6,750 | 15.3 | 7,970 | 27.2 | 10,954 | 37.7 | 7,953 |
| X5 4.4i | 720 | 11.5 | 646 | 35.6 | 1,003 | 21.1 | 1,272 | 2,385 | 10.1 | 2,652 | 5.6 | 2,809 | 36.4 | 4,416 |
| X5 4.6is | 0 | 100.0 | 110 | 35.8 | 81 |  | 0 | 14 | 96.5 | 404 | 26.6 | 319 |  | 0 |
| X5 4.8is | 23 |  | 0 |  | 0 |  | 0 | 23 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 2,530 | 6.8 | 2,716 | 33.5 | 4,086 | 45.1 | 2,816 | 9,172 | 16.8 | 11,026 | 21.7 | 14,082 | 13.8 | 12,369 |
| TOTAL X3 \& X5 Series | 4,832 | 77.9 | 2,716 | 33.5 | 4,086 | 45.1 | 2,816 | 15,878 | 44.0 | 11,026 | 21.7 | 14,082 | 13.8 | 12,369 |

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is was sold in the U.S. in April, 2004. The first X5 4.6is was sold in the U.S. in October, 2001.

Please use the Adobe "Bookmark" feature to view other month's reports.

## Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: CSIhelp@att.net
Entire contents © 2004 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

March, 2004

| MODEL | MONTHLY SALES FIGURES |  |  |  |  |  |  | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | MAR 04 | \% | MAR 03 | \% | MAR 02 | \% | MAR 01 | YTD 04 | \% | YTD 03 | \% | YTD 02 | \% | YTD 01 |
| X3 2.5i | 1,341 |  | 0 |  | 0 |  | 0 | 1,722 |  | 0 |  | 0 |  | 0 |
| X3 3.0i | 1,210 |  | 0 |  | 0 |  | 0 | 2,682 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 2,551 |  | 0 |  | 0 |  | 0 | 4,404 |  | 0 |  | 0 |  | 0 |
| X5 3.0i | 1,739 | 23.9 | 2,285 | 18.6 | 2,807 | 22.3 | 2,296 | 4,963 | 17.4 | 6,010 | 24.4 | 7,952 | 24.1 | 6,409 |
| X5 4.4i | 661 | 8.8 | 725 | 6.2 | 773 | 43.0 | 1,355 | 1,665 | 17.0 | 2,006 | 11.1 | 1,806 | 42.6 | 3,144 |
| X5 4.6is | 4 | 95.2 | 84 | 5.0 | 80 |  | 0 | 14 | 95.2 | 294 | 23.5 | 238 |  | 0 |
| X5 4.8is | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 2,404 | 22.3 | 3,094 | 15.5 | 3,660 | 0.2 | 3,651 | 6,642 | 20.1 | 8,310 | 16.9 | 9,996 | 4.6 | 9,553 |
| TOTAL X3 \& X5 Series | 4,955 | 60.1 | 3,094 | 15.5 | 3,660 | 0.2 | 3,651 | 11,046 | 32.9 | 8,310 | 16.9 | 9,996 | 4.6 | 9,553 |

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is was sold in the U.S. in April, 2004. The first X5 4.6is was sold in the U.S. in October, 2001.

Please use the Adobe "Bookmark" feature to view other month's reports.

Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: CSIhelp@att.net
Entire contents © 2004 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

February, 2004

| MODEL | MONTHLY SALES FIGURES |  |  |  |  |  |  | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FEB 04 | \% | FEB 03 | \% | FEB 02 | \% | FEB 01 | YTD 04 | \% | YTD 03 | \% | YTD 02 | \% | YTD 01 |
| X3 2.5i | 372 |  | 0 |  | 0 |  | 0 | 381 |  | 0 |  | 0 |  | 0 |
| X3 3.0i | 698 |  | 0 |  | 0 |  | 0 | 1,472 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 1,070 |  | 0 |  | 0 |  | 0 | 1,853 |  | 0 |  | 0 |  | 0 |
| X5 3.0i | 1,656 | 7.7 | 1,794 | 31.2 | 2,609 | 33.5 | 1,955 | 3,224 | 13.4 | 3,725 | 27.6 | 5,145 | 25.1 | 4,113 |
| X5 4.4i | 588 | 4.9 | 618 | 19.5 | 517 | 43.7 | 918 | 1,004 | 21.6 | 1,281 | 24.0 | 1,033 | 42.3 | 1,789 |
| X5 4.6is | 5 | 95.5 | 110 | 69.2 | 65 |  | 0 | 10 | 95.2 | 210 | 32.9 | 158 |  | 0 |
| X5 4.8is | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 2,249 | 10.8 | 2,522 | 21.0 | 3,191 | 11.1 | 2,873 | 4,238 | 18.8 | 5,216 | 17.7 | 6,336 | 7.4 | 5,902 |
| TOTAL X3 \& X5 Series | 3,319 | 31.6 | 2,522 | 21.0 | 3,191 | 11.1 | 2,873 | 6,091 | 16.8 | 5,216 | 17.7 | 6,336 | 7.4 | 5,902 |

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is was sold in the U.S. in April, 2004. The first X5 4.6is was sold in the U.S. in October, 2001.

Please use the Adobe "Bookmark" feature to view other month's reports.

Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: CSIhelp@att.net
Entire contents © 2004 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

January, 2004

| MODEL | MONTHLY SALES FIGURES |  |  |  |  |  |  | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JAN 04 | \% | JAN 03 | \% | JAN 02 | \% | JAN 01 | YTD 04 | \% | YTD 03 | \% | YTD 02 | \% | YTD 01 |
| X3 2.5i | 9 |  | 0 |  | 0 |  | 0 | 9 |  | 0 |  | 0 |  | 0 |
| X3 3.0i | 774 |  | 0 |  | 0 |  | 0 | 774 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 783 |  | 0 |  | 0 |  | 0 | 783 |  | 0 |  | 0 |  | 0 |
| X5 3.0i | 1,568 | 18.8 | 1,931 | 23.9 | 2,536 | 17.5 | 2,158 | 1,568 | 18.8 | 1,931 | 23.9 | 2,536 | 17.5 | 2,158 |
| X5 4.4i | 416 | 37.3 | 663 | 28.5 | 516 | 40.8 | 871 | 416 | 37.3 | 663 | 28.5 | 516 | 40.8 | 871 |
| X5 4.6is | 5 | 95.0 | 100 | 7.5 | 93 |  | 0 | 5 | 95.0 | 100 | 7.5 | 93 |  | 0 |
| X5 4.8is | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 1,989 | 26.2 | 2,694 | 14.3 | 3,145 | 3.8 | 3,029 | 1,989 | 26.2 | 2,694 | 14.3 | 3,145 | 3.8 | 3,029 |
| TOTAL X3 \& X5 Series | 2,772 | 2.9 | 2,694 | 14.3 | 3,145 | 3.8 | 3,029 | 2,772 | 2.9 | 2,694 | 14.3 | 3,145 | 3.8 | 3,029 |

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is was sold in the U.S. in April, 2004. The first X5 4.6is was sold in the U.S. in October, 2001.

Please use the Adobe "Bookmark" feature to view other month's reports.

Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: CSIhelp@att.net
Entire contents © 2004 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

December, 2003

| MODEL | MONTHLY SALES FIGURES |  |  |  |  |  |  | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | DEC 03 | \% | DEC 02 | \% | DEC 01 | \% | DEC 00 | YTD 03 | \% | YTD 02 | \% | YTD 01 | \% | YTD 00 |
| X3 2.5i | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| X3 3.0i | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| X5 3.0i | 3,878 | 31.9 | 2,940 | 15.2 | 3,469 | 21.6 | 2,853 | 30,214 | 6.0 | 32,131 | 18.8 | 27,041 | 70.6 | 15,849 |
| X5 4.4i | 958 | 1.1 | 969 | 40.2 | 691 | 50.7 | 1,402 | 9,383 | 1.6 | 9,235 | 30.4 | 13,261 | 22.0 | 10,871 |
| X5 4.6is | 20 | 82.8 | 116 | 17.1 | 140 |  | 0 | 1,118 | 18.8 | 1,376 | 330.0 | 320 |  | 0 |
| X5 4.8is | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 4,856 | 20.6 | 4,025 | 6.4 | 4,300 | 1.1 | 4,255 | 40,715 | 4.7 | 42,742 | 5.2 | 40,622 | 52.0 | 26,720 |
| TOTAL X3 \& X5 Series | 4,856 | 20.6 | 4,025 | 6.4 | 4,300 | 1.1 | 4,255 | 40,715 | 4.7 | 42,742 | 5.2 | 40,622 | 52.0 | 26,720 |

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is was sold in the U.S. in April, 2004. The first X5 4.6is was sold in the U.S. in October, 2001.

Please use the Adobe "Bookmark" feature to view other month's reports.

Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: CSIhelp@att.net
Entire contents © 2004 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

November, 2003

| MODEL | MONTHLY SALES FIGURES |  |  |  |  |  |  | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | NOV 03 | \% | NOV 02 | \% | NOV 01 | \% | NOV 00 | YTD 03 | \% | YTD 02 | \% | YTD 01 | \% | YTD 00 |
| X3 2.5i | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| X3 3.0i | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| X5 3.0i | 2,602 | 11.3 | 2,934 | 7.5 | 3,171 | 33.6 | 2,374 | 26,336 | 9.8 | 29,191 | 23.8 | 23,572 | 81.4 | 12,996 |
| X5 4.4i | 1,253 | 18.0 | 1,062 | 63.6 | 649 | 37.2 | 1,034 | 8,425 | 1.9 | 8,266 | 34.2 | 12,570 | 32.7 | 9,469 |
| X5 4.6is | 46 | 72.1 | 165 | 4.6 | 173 |  | 0 | 1,098 | 12.9 | 1,260 | 600.0 | 180 |  | 0 |
| X5 4.8is | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 3,901 | 6.2 | 4,161 | 4.2 | 3,993 | 17.2 | 3,408 | 35,859 | 7.4 | 38,717 | 6.6 | 36,322 | 61.7 | 22,465 |
| TOTAL X3 \& X5 Series | 3,901 | 6.2 | 4,161 | 4.2 | 3,993 | 17.2 | 3,408 | 35,859 | 7.4 | 38,717 | 6.6 | 36,322 | 61.7 | 22,465 |

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is was sold in the U.S. in April, 2004. The first X5 4.6is was sold in the U.S. in October, 2001.

Please use the Adobe "Bookmark" feature to view other month's reports.

Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: CSIhelp@att.net
Entire contents © 2004 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

October, 2003

| MODEL | MONTHLY SALES FIGURES |  |  |  |  |  |  | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | OCT 03 | \% | OCT 02 | \% | OCT 01 | \% | OCT 00 | YTD 03 | \% | YTD 02 | \% | YTD 01 | \% | YTD 00 |
| X3 2.5i | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| X3 3.0i | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| X5 3.0i | 2,794 | 10.0 | 2,540 | 12.5 | 2,904 | 5.5 | 2,753 | 23,734 | 9.6 | 26,257 | 28.7 | 20,401 | 92.1 | 10,622 |
| X5 4.4i | 1,053 | 52.4 | 691 | 20.4 | 868 | 12.0 | 775 | 7,172 | 0.4 | 7,204 | 39.6 | 11,921 | 41.3 | 8,435 |
| X5 4.6is | 64 | 66.3 | 190 | 2614 | 7 |  | 0 | 1,052 | 3.9 | 1,095 | 15543 | 7 |  | 0 |
| X5 4.8is | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 3,911 | 14.3 | 3,421 | 9.5 | 3,779 | 7.1 | 3,528 | 31,958 | 7.5 | 34,556 | 6.9 | 32,329 | 69.6 | 19,057 |
| TOTAL X3 \& X5 Series | 3,911 | 14.3 | 3,421 | 9.5 | 3,779 | 7.1 | 3,528 | 31,958 | 7.5 | 34,556 | 6.9 | 32,329 | 69.6 | 19,057 |

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is was sold in the U.S. in April, 2004. The first X5 4.6is was sold in the U.S. in October, 2001.

Please use the Adobe "Bookmark" feature to view other month's reports.

Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: CSIhelp@att.net
Entire contents © 2004 Frederick D. Meloan. All Rights Reserved.

## BMW X3 \& X5 Series Sales - United States

September, 2003

| MODEL | MONTHLY SALES FIGURES |  |  |  |  |  |  | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | SEP 03 | \% | SEP 02 | \% | SEP 01 | \% | SEP 00 | YTD 03 | \% | YTD 02 | \% | YTD 01 | \% | YTD 00 |
| X3 2.5i | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| X3 3.0i | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| X5 3.0i | 2,621 | 31.5 | 1,993 | 14.7 | 1,738 | 26.4 | 2,361 | 20,940 | 11.7 | 23,717 | 35.5 | 17,497 | 122.4 | 7,869 |
| X5 4.4i | 549 | 26.5 | 434 | 69.2 | 1,411 | 86.4 | 757 | 6,119 | 6.0 | 6,513 | 41.1 | 11,053 | 44.3 | 7,660 |
| X5 4.6is | 106 | 45.2 | 73 |  | 0 |  | 0 | 988 | 9.2 | 905 |  | 0 |  | 0 |
| X5 4.8is | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 3,276 | 31.0 | 2,500 | 20.6 | 3,149 | 1.0 | 3,118 | 28,047 | 9.9 | 31,135 | 9.1 | 28,550 | 83.8 | 15,529 |
| TOTAL X3 \& X5 Series | 3,276 | 31.0 | 2,500 | 20.6 | 3,149 | 1.0 | 3,118 | 28,047 | 9.9 | 31,135 | 9.1 | 28,550 | 83.8 | 15,529 |

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X3 2.5 i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is was sold in the U.S. in April, 2004. The first X5 4.6is was sold in the U.S. in October, 2001.

Please use the Adobe "Bookmark" feature to view other month's reports.

Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: CSIhelp@att.net
Entire contents © 2004 Frederick D. Meloan. All Rights Reserved.

## BMW X3 and X5 Series Sales - United States

August, 2003

| MODEL | MONTHLY SALES FIGURES |  |  |  |  |  |  | YEAR TO DATE SALES FIGURES |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | AUG 03 | \% | AUG 02 | \% | AUG 01 | \% | AUG 00 | YTD 03 | \% | YTD 02 | \% | YTD 01 | \% | YTD 00 |
| X3 2.5i | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| X3 3.0i | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| TOTAL X3 Series | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| X5 3.0i | 3,052 | 9.4 | 2,790 | 25.6 | 2,222 | 23.3 | 1,802 | 18,319 | 15.7 | 21,724 | 37.9 | 15,759 | 186.1 | 5,508 |
| X5 4.4i | 838 | 19.2 | 703 | 46.5 | 1,314 | 131.7 | 567 | 5,570 | 8.4 | 6,079 | 37.0 | 9,642 | 39.7 | 6,903 |
| X5 4.6is | 120 | 10.4 | 134 |  | 0 |  | 0 | 882 | 6.0 | 832 |  | 0 |  | 0 |
| X5 4.8is | 0 |  | 0 |  | 0 |  | 0 | 0 |  | 0 |  | 0 |  | 0 |
| TOTAL X5 Series | 4,010 | 10.6 | 3,627 | 2.6 | 3,536 | 49.3 | 2,369 | 24,771 | 13.5 | 28,635 | 12.7 | 25,401 | 104.7 | 12,411 |
| TOTAL X3 \& X5 Series | 4,010 | 10.6 | 3,627 | 2.6 | 3,536 | 49.3 | 2,369 | 24,771 | 13.5 | 28,635 | 12.7 | 25,401 | 104.7 | 12,411 |

The "\%" column reflects the percent increase or decrease in sales of each model when compared to the corresponding period of the previous year. Note that a negative percent change is shown in red.

The first X3 2.5i and X3 3.0i models were sold in the U.S. in January, 2004. The first X5 4.8is was sold in the U.S. in April, 2004. The first X5 4.6is was sold in the U.S. in October, 2001.

Please use the Adobe "Bookmark" feature to view other month's reports.
Prepared By:

## Frederick D. Meloan

Customer Satisfaction Consultant
e-mail: CSIhelp@att.net
Entire contents © 2004 Frederick D. Meloan. All Rights Reserved.

