

J. Greg Pugh  
General Manager & Equity Partner  
BMW of Alexandria

Mr. Pugh was born in Alexandria, Virginia and spent his youth in Fairfax, Virginia. He graduated from St. Stephen's School in Alexandria and graduated from the University of Virginia's McIntire School of Commerce with a concentration in Accounting. He spent three years at KPMG Peat Marwick in the Washington DC and Tyson's Corner offices. After KPMG, Mr. Pugh worked at British Aerospace (BAe) in Herndon, Virginia. One of BAe's subsidiaries was Range Rover North America, located in Lanham, Maryland. Mr. Pugh transferred to Range Rover North America and spent seven years with the company, during which time the sales increased from approximately 3,000 units annually to more than 20,000 annually. He started with Range Rover North America as the Controller and his last position was Vice President of Finance.

A group of investors, led by Mr. Pugh, acquired the assets of Heishman BMW-Porsche-Audi located in Arlington, Virginia in 2000. The Audi franchise was relocated to Mt. Vernon Avenue and renamed Audi of Alexandria in 2002. After partnering with the Rosenthal Organization during 2009, the BMW franchise was relocated to Pickett Street and renamed BMW of Alexandria during 2010. The original location on Route 1 in Arlington is planned for renovation in late 2011 featuring an updated facility for Porsche of Arlington. The total investment in facilities for the automotive operations in Alexandria is approximately \$30 million.

Mr. Pugh lives in Alexandria with his wife Aileen and twelve year old triplets (James, Olivia and Nathan). In his spare time, he enjoys participating in sports and listening to music.

**BMW Group in America**

BMW of North America, LLC has been present in the United States since 1975. Rolls-Royce Motor Cars NA, LLC began distributing vehicles in 2003. The BMW Group in the United States has grown to include marketing, sales, and financial service organizations for the BMW brand of motor vehicles, including motorcycles, the MINI brand, and the Rolls-Royce brand of Motor Cars; DesignworksUSA, a strategic design consultancy in California; a technology office in Silicon Valley and various other operations throughout the country. BMW Manufacturing Co., LLC in South Carolina is part of BMW Group's global manufacturing network and is the exclusive manufacturing plant for all X5 and X3 Sports Activity Vehicles and X6 Sports Activity Coupes. The BMW Group sales organization is represented in the U.S. through networks of 338 BMW passenger car and BMW Sports Activity Vehicle centers, 138 BMW motorcycle retailers, 103 MINI passenger car dealers, and 30 Rolls-Royce Motor Car dealers. BMW (US) Holding Corp., the BMW Group's sales headquarters for North America, is located in Woodcliff Lake, New Jersey.



BMW Group PressClub USA

## BMW Group U.S. Reports Decem...

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### BMW Group U.S. Reports December 2010 Sales

04.01.2011 | Press Release

**BMW brand sales up 12% in 2010****MINI achieves its best December since the US launch in 2002**

**Woodcliff Lake, NJ – January 4, 2011...** The BMW Group in the U.S. (BMW and MINI combined) reported December sales of 27,600 vehicles, an increase of 16.9 percent from the 23,617 vehicles sold in the same month a year ago. For 2010, the BMW Group in the U.S. reported total sales of 265,757 vehicles, up 9.9 percent compared to the 241,727 vehicles sold in 2009.

"As we've seen throughout the last six months of 2010, consumers in December clearly felt more confident about the future and showed it in their purchases." said Jim O'Donnell, President and CEO of BMW of North America, LLC. "We really like the momentum we're getting as a result of this and along with our continual aggressive new model launches from BMW and MINI in 2011 we have real optimism we will continue growing our business with profitable sales in the new year."

#### BMW Brand Sales

Sales of BMW brand vehicles increased 15.7 percent in December for a total of 23,280 compared to 20,128 vehicles sold in December, 2009. For the year, BMW brand sales were up 12.0 percent to 220,113 vehicles compared to 196,502 vehicles sold in 2009.

In December, best performing vehicles included the 5 Series, up 28.9 percent to 5,045 units; the 3 Series, up 12.3 percent to 10,067 units; the X5, up 12.1 percent to 3,939 units and the X6 up 52.8 percent to 859 units. Overall, the BMW SAV segment (X3, X5, X6) continued to show significant growth with sales up 26.9 percent for the year to 48,108 units compared to 37,925 in 2009.

#### BMW Pre-Owned Vehicles

In December, sales of BMW used vehicles (including certified pre-owned and pre-owned) decreased 2.0 percent to 15,714 vehicles from the 16,031 vehicles sold in December 2009. For 2010, total BMW used vehicle sales were up 4.3 percent to 168,762 from the 161,794 units sold in 2009.

#### MINI Brand Sales

MINI USA reported sales of 4,320 automobiles in December, an increase of 23.8 percent from the 3,489 in December 2009, making it the most successful December ever for MINI in the USA. For the year 2010, MINI reported sales of 45,644, an increase of 0.9 percent from the 45,225 sold in 2009.

**Table: Sales BMW of North America, LLC, December 2010**

	Dec. 2010	Dec. 2009	%	YTD 2010	YTD 2009	%
<b>BMW brand</b>	<b>23,280</b>	<b>20,128</b>	<b>15.7</b>	<b>220,113</b>	<b>196,502</b>	<b>12.0</b>
BMW passenger cars	17,663	15,534	13.5	172,005	158,577	8.5
BMW light trucks (SAVs)	5,647	4,594	22.9	48,108	37,925	26.9
<b>MINI brand</b>	<b>4,320</b>	<b>3,489</b>	<b>23.8</b>	<b>45,644</b>	<b>45,225</b>	<b>0.9</b>
<b>TOTAL Group</b>	<b>27,600</b>	<b>23,617</b>	<b>16.9</b>	<b>265,757</b>	<b>241,727</b>	<b>9.9</b>

**Documents for downloading:**

110104\_BMW\_Group\_US\_Sales\_Report\_December\_and\_2010\_year\_FINAL.docx (DOCX, EN , 49.74KB)

110104\_BMW\_Group\_USA\_Reports\_December\_2010\_Chart.pdf (PDF, EN\_US , 52.81KB)

**More on the same topic:**

Corporate Issues > Sales and Marketing > Sales BMW Group North America

Corporate Issues > Corporate Finance, Facts, Figures

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BMW Group PressClub USA

## BMW Group U.S. Reports March...

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### BMW Group U.S. Reports March 2011 Sales

01.04.2011 | Press Release

**BMW brand sales up 12.4%****MINI sales up 68.6%**

**Woodcliff Lake, NJ – April 1, 2011...** The BMW Group in the U.S. (BMW and MINI combined) reported March sales of 26,382 vehicles, an increase of 21.7 percent from the 21,670 vehicles sold in the same month a year ago.

Year-to-date, BMW Group is up 18% on sales of 64,958 in the first three months of 2011 compared 55,051 in the same period in 2010.

"Three months into 2011, we're now seeing our consumer base becoming increasingly comfortable with the moderate pace of economic recovery," said Jim O'Donnell, President and CEO of BMW of North America, LLC. "Those with attractive vehicles, such as the new BMW 5 Series and X3 and the MINI Countryman, are right in the sweet spot of opportunity as we are seeing with the X3 and the Countryman accounting for more than 9,000 year-to-date sales of the BMW Group in the U.S."

#### BMW Brand Sales

Sales of BMW brand vehicles increased 12.4% in March for a total of 20,295 compared to 18,060 vehicles sold in March, 2010.

Year-to-date, the BMW brand is up 13.6% on sales of 52,617 January to March compared to 46,323 sold in the first three months of 2010.

In March, best performing vehicles included the new X3 SAV – now on sale in the U.S. for two full months - up 270% to 2,648 units; the 5 Series, up 55.6% to 4,491 units and the 7 Series, up 40% to 1,027 units. The BMW SAV segment (X3, X5, X6) continues to show growth with sales up 36.5% from the previous March.

#### BMW Pre-Owned Vehicles

In March, sales of BMW used vehicles (including certified pre-owned and pre-owned) totaled 14,773, a decrease of 7.3% from the 15,938 sold in March 2010.

Year-to-date, BMW used vehicle sales are down 1.6% on volume of 39,214 compared to 39,848 in the first three months of 2010.

**MINI Brand Sales**

MINI USA reported sales of 6,087 automobiles making it the best March and the 2nd best sales month ever in the U.S. March 2011 sales are an increase of 68.6% over the 3,610 sold in March, 2010.

Year-to-date, MINI sales in the U.S. are up 41.4% on volume of 12,341 compared to 8,728 in the first three months of 2010.

**Table: Sales BMW of North America, LLC, March 2011**

	March 2011	March 2010	%	YTD 2011	YTD 2010	%
<b>BMW brand</b>	<b>20,295</b>	<b>18,060</b>	<b>12.4</b>	<b>52,617</b>	<b>46,323</b>	<b>13.6</b>
BMW passenger cars	15,361	14,445	6.3	38,176	35,774	6.7
BMW light trucks (SAVs)	4,934	3,615	36.5	14,441	10,549	36.9
<b>MINI brand</b>	<b>6,087</b>	<b>3,610</b>	<b>68.6</b>	<b>12,341</b>	<b>8,728</b>	<b>41.4</b>
<b>TOTAL Group</b>	<b>26,382</b>	<b>21,670</b>	<b>21.7</b>	<b>64,958</b>	<b>55,051</b>	<b>18.0</b>

**Documents for downloading:**

110401\_BMW Group USA Reports March Sales FINAL.docx (DOCX, EN , 50.98KB)

110401\_BMW\_Group\_USA\_Reports\_March\_Sales\_Chart.pdf (PDF, EN , 52.27KB)

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