

BMW Financial Services Fact Sheet

Contact: Martha McKinley
Business Communications Manager
BMW of North America, LLC
201-307-3786
Martha.McKinley@bmwna.com

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BMW Financial Services was established in 1993 to support the sales and marketing efforts of BMW. Since then, the company has expanded to provide service to markets in multiple countries and continues to evolve beyond its role as a captive finance unit. BMW Financial Services offers a wide range of leasing, retail, commercial and banking products tailored to meet the needs of the BMW customer. The company also provides financing to BMW dealers for expanding dealership capabilities and enhancing overall operations. With over \$12 billion in managed assets and nearly 400,000 automotive lending customers, BMW Financial Services finances approximately half of the BMWs sold or leased in the United States.

In 2001, MINI Financial Services was established to provide support for the brand's dealer and customer networks by offering various financing and leasing options.

The BMW Financial Services' concept of "one-stop shopping," which provides customers with customized vehicle financing programs from a single source, has been extremely successful. BMW Financial Services also offers personal banking services such as checking, savings, money market accounts, credit cards, loans and certificates of deposit through its subsidiary the BMW Bank of North America.

Since its founding, BMW Financial Services has experienced phenomenal growth in managed assets. The company now has a diversified portfolio of retail and wholesale receivables and operating leases. Currently, BMW Financial Services' assets are allocated to automotive leasing (66 percent), retail loans (27 percent), and wholesale and commercial financing (7 percent).

In order to effectively meet the growing needs of its customers nationwide, BMW Financial Services began operating a dedicated Customer Service Center on a contractual basis with Bank One of Columbus, Ohio, in 1993. In 1995, BMW Financial Services assumed direct responsibility for all consumer and dealer service functions conducted through their national Customer Service Center.

The newest addition to BMW Financial Services centers on the MINI. MINI Financial Services, introduced in March 2002, provides support for the brand's dealer and customer networks by offering various financing and leasing options.

BMW Financial Services Facility Locations:

BMW Financial Services is one of 31 subsidiaries of the Financial Services Division of BMW AG. The company offers services to customers and dealers in the United States, Canada, Mexico, Argentina and Brazil. In providing the level of excellence in value and service that BMW customers have come to expect, BMW Financial

Services employs 440 associates and approximately 150 additional staff from on-site service providers distributed throughout its North and Latin American offices. These facilities are:

- The BMW Financial Services Headquarters in Woodcliff Lake, N.J., which was initially established to provide financial services to both U.S. and Canadian customers and has subsequently become the headquarters for BMW Financial Services in the United States. This facility has a staff of approximately 40 associates located at 300 Chestnut Ridge Road in Woodcliff Lake, N.J., 07677.
- BMW's national Customer Service Center is located in Dublin, Ohio. The facility was opened in 1993 to provide financial services to U.S. customers and dealers. All lease servicing including credit underwriting, funding, customer service, title administration, lease-end and collections are handled at this location. The Customer Service Center currently employs 360 people at its facility located at 5515 Parkcenter Circle in Dublin, Ohio, 43017.

BMW Financial Services has doubled the size of its facility to 118,000 square feet and plans to continue hiring additional employees by the end of 2002. This expansion will bring the total number of employees on-site to 525, enhancing the company's call center capabilities and accommodating future growth of the Financial Services' business.

BMW Financial Services also employs a field staff of approximately 20 people who are located at regional sales offices throughout the United States.

- The Canadian office opened in 1994 to provide national support for the BMW Financial Services programs offered to its Canadian customers and dealers. The facility provides retail and wholesale financing, in addition to leasing. As of December 31, 2001, the Canadian office has managed assets of \$560 million U.S. for BMW Financial Services. The office employs 23 people at 920 Champlain Court in Whitby, Ontario, L1N6K9.
- The BMW Bank of North America, a subsidiary of BMW Financial Services, was chartered as an Industrial Loan Corporation in the state of Utah in September of 1999. This FDIC insured bank supports BMW's expanding portfolio of services by offering BMW drivers checking, savings and money market accounts; credit cards; loans and certificates of deposit. The BMW Bank has a staff of 20 employees and is located at 2735 E. Parleys Way, Suite 301 in Salt Lake City, Utah, 84109.
- The Mexico office was opened in 1999 as a regional support facility offering dealer financing, wholesale financing and retail loans. As of December 31, 2001, the Mexican office has managed assets of \$64.5 million U.S. The office has a staff of four employees located at Arquimedes 130 – Piso 8, Col. Polanco 11560 in Mexico City.
- The new facility in Sao Paulo, Brazil, was opened in 1999 to support BMW's South American sales efforts. The facility offers wholesale and floorplan financing, in addition to leasing. As of December 31, 2001, the Brazilian office has managed assets of \$34.6 million U.S.

BMW Leasing de Brazil employs 17 people at its office at Av. Eng Luis Carlos, Berrini, 901 Edificio BMW-CEP 04571-010, Sao Paulo, SP Brazil.

- The Buenos Aires office was also opened in 1999 and offers wholesale financing to BMW's South American retailers. The office address of BMW Financial Services in Buenos Aires is Ruta Panamericana, Ramal Pilar, Km 35.5 (B1667KQT) Tortuguitas, Buenos Aires, Argentina.

BMW Financial Services Vehicle Services

BMW Financial Services offers customers the chance to structure leases to meet their own personal needs with reasonable monthly payments and up to a multiple of nine refundable security deposits to further reduce payments. Before the end of the lease term, the company provides a "90 Days To Go" package, outlining customer options regarding re-leasing or re-financing, vehicle return and purchasing.

BMW Financial Services also provides flexible financing with options to customize loans. The company offers competitive low-interest rates, no down payment, terms up to 60 months, and the OwnersChoice program which features low monthly payments and financing for new and Certified Pre-Owned BMWs.

BMW Financial Services PerformanceBanking

Through its BMW Bank of North America subsidiary, BMW Financial Services offers deposit-banking products for BMW drivers, including checking, savings and money market accounts, credit cards, loans and certificates of deposit. The company provides additional convenience to its customers through 24-hour access to accounts and bill payment. The BMW Bank of North America is chartered as an industrial loan corporation in the state of Utah and is insured by the FDIC.

BMW Financial Services on the Web

BMW provides detailed and accurate information to help in all aspects of the buying process at www.bmwusa.com. This easily navigable, interactive site affords consumers a wealth of information on BMW products and provides tools to assist customers in submitting credit applications, determining whether to lease or buy, enrolling in and maintaining personal banking accounts and accessing quotes and information.

BMW Financial Services' Community Involvement

BMW Financial Services supports charitable organizations in the communities where it has offices through monetary donations and volunteered time. The company has raised funds for Ohio's Interfaith Hospitality Network, the Columbus AIDS Walk, the Children's Hospital Foundation and the local chapter of the Arthritis Foundation. BMW Financial Services also supports the Boys and Girls Clubs, Big Brothers and Big Sisters of Northern New Jersey, Christmas in April, and recently donated money to send a terminally ill teenager and her family to swim with the dolphins in Hawaii, through the Make-a-Wish Foundation.

BMW Financial Services' Commitment to the Arts

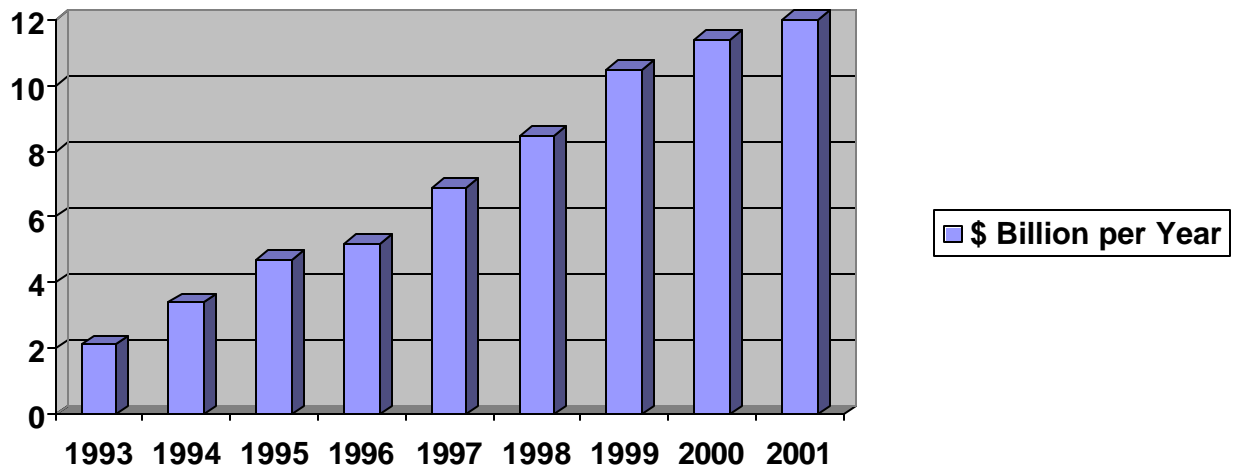
For nearly three decades, BMW has demonstrated a commitment to cultural affairs, providing a mutual enrichment of two worlds – technology and the arts. BMW launched its Art Car Collection in 1975, when a racecar painted by Alexander Calder raced at the famous 24 Hueres du Le Mans. Since then, 14 other artists have used BMW vehicles as the medium of their works.

In 1998, BMW Financial Services initiated When Dreams Come True, contemporary photographs by an international roster of critically acclaimed artists. The theme of the project reveals the values and emotions associated with the BMW experience. The exhibit opened in November of 2000 at the renowned Deichtorhallen modern art museum in Hamburg, Germany.

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Journalist note: Information about the BMW Group and its products is available to journalists on-line at the BMW Group PressClub at the following address - www.press.bmwgroup.com.

BMW Financial Services Growth (1993 to 2001)



BMW Financial Services New Contracts (1993 to 2001)

