



FOR IMMEDIATE RELEASE

BMW Financial Services NA, LLC

Media Contact:

Steve Bottieri, BMW Financial Services

Email: steven.bottieri@bmwfs.com

Phone: 201-307-4247

BMW Group Financial Services Welcomes New Region Americas CEO

Woodcliff Lake, NJ – February 3, 2017 ... BMW Group Financial Services, Region Americas, is welcoming its new CEO, **Ian Smith**, successor to Ed Robinson who retired at the end of 2016.

Ian Smith has been part of the BMW Group since 1999, holding senior executive positions in Canada, Brazil, the UK, Germany and the U.S. Immediately prior to becoming head of Financial Services Region Americas, Ian was Vice President of Business Development, Marketing, Compliance and Corporate Strategy at BMW Group global headquarters in Munich, Germany.

His international experience and earlier roles include Director of Sales & Marketing, BMW Financial Services, Canada; President, BMW Financiernos, Brazil; Vice President, Business Lines, BMW Financial Services U.S. In 2009, Ian was named CEO, BMW Financial Services, Canada and, in 2011, he was appointed CEO, BMW Group Financial Services U.K.

As head of BMW Group Financial Services, Region Americas, Ian oversees the BMW Bank and the company's consumer lending and commercial finance business in the U.S., Canada, Mexico, Brazil, and all other Latin American markets. In addition, Ian is a member of the Global Financial Services Management Board and is a Supervisor of the BMW Automotive Financial Services Company in China.

Company
BMW Financial
Services NA, LLC

BMW Group Company

Mailing Address
PO Box 1227
Westwood NJ 07675-
1227

Office Address
300 Chestnut Ridge Road
Woodcliff Lake NJ
07677-7731

Telephone
201 307 4000

Fax
201 307 4095

Internet
bmwusa.com

BMW Financial Services

About BMW Group Financial Services

BMW Group Financial Services was established in the U.S. in 1992 to support the sales and marketing of BMW products. Since then, the Group has expanded to provide service to markets in multiple countries and continues to evolve beyond its role as a captive finance unit. BMW Group Financial Services offers a wide range of leasing, retail and commercial financing and banking products tailored to meet the needs of the BMW customer. The Group also provides financing to BMW dealers for expanding dealership capabilities and enhancing overall operations. With more than \$47 billion in serviced assets and 1,300,000 automotive lending customers across the U.S., Canada and Mexico, BMW Group Financial Services finances almost three-quarters of the BMWs sold or leased in North America. BMW Group Financial Services employs more than 1,000 people, including consultants and temporary workers, most of whom are located in the Hilliard, Ohio, Regional Service Center, which serves the U.S., Canada and Mexico.

In 2001, the MINI Financial Services division was established to provide support for the brand's dealers and its customers by offering financing and leasing options and branded financial services products. Alpera Financial Services was established in 2006 to provide financial services to multi-brand dealers.

BMW Group Financial Services also offers credit card products through its subsidiary, the BMW Bank of North America. up2drive.com is a division of BMW Bank of North America, a wholly owned subsidiary of BMW Financial Services NA, LLC. BMW Insurance Agency, Inc., a property and casualty producer is also part of BMW Group Financial Services. Information about BMW Group products is available to consumers via the Internet at:

www.bmwusa.com

www.bmwmotorradusa.com

www.miniusa.com

www.rolls-roycemotorcars.com

#