

BMW
GROUP



ROLLS-ROYCE
MOTOR CARS LTD



BMW GROUP. Half-Year Report to 30 June 2023.

August 3rd, 2023.

BMW GROUP HALF-YEAR REPORT TO 30 JUNE 2023.



WALTER MERTL.

Member of the Board of Management
of BMW AG, Finance.

HIGHLIGHTS OF BMW GROUP PERFORMANCE IN Q2 AND H1.

BMW Group with solid performance in a
challenging business environment

Group EBT margin of 11.3% in Q2;
12.6% in H1

Automotive EBIT margin of 9.2% in Q2;
10.6% in H1
(10.2% Q2; 11.7% H1 reflecting BBA PPA)

Positive business momentum in H2 and
corresponding guidance increase for 2023



BMW GROUP IN Q2.

Increased performance and profitable growth.

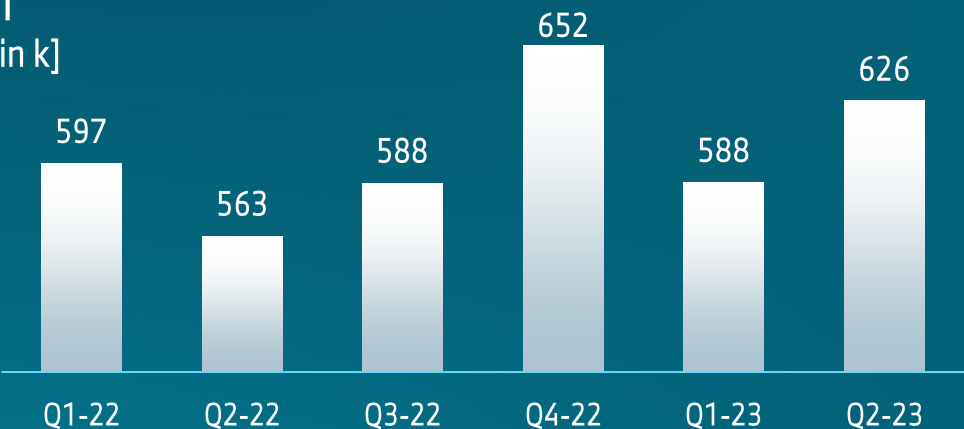
	Q2 2023	Q2 2022	CHANGE
Revenues Group [in m€]	37,219	34,770	+7.0%
Earnings before tax Group [EBT; in m€]	4,222	3,929	+8.3%
EBT Margin Group	11.3%	11.3%	-

Profitable growth.
Solid increase in revenues and
EBT with consistent margin.

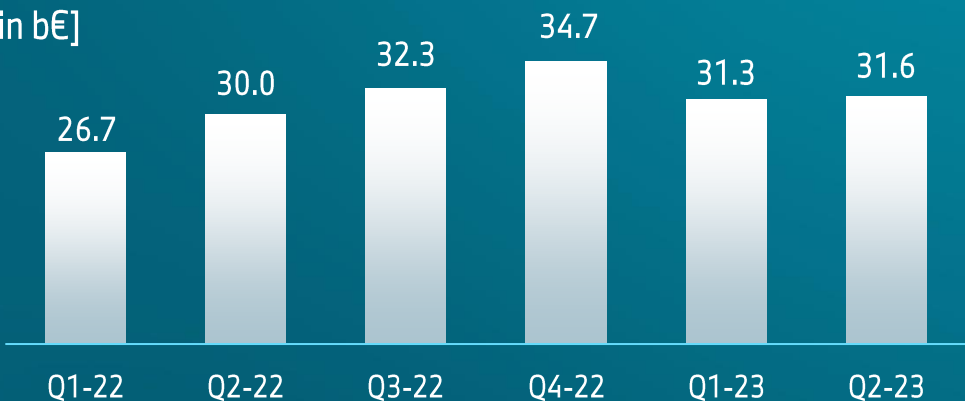
AUTOMOTIVE RETAIL UNITS, BEV UNITS, AUTO REVENUE AND AUTO EBIT.

Sequential development 2022 and 2023.

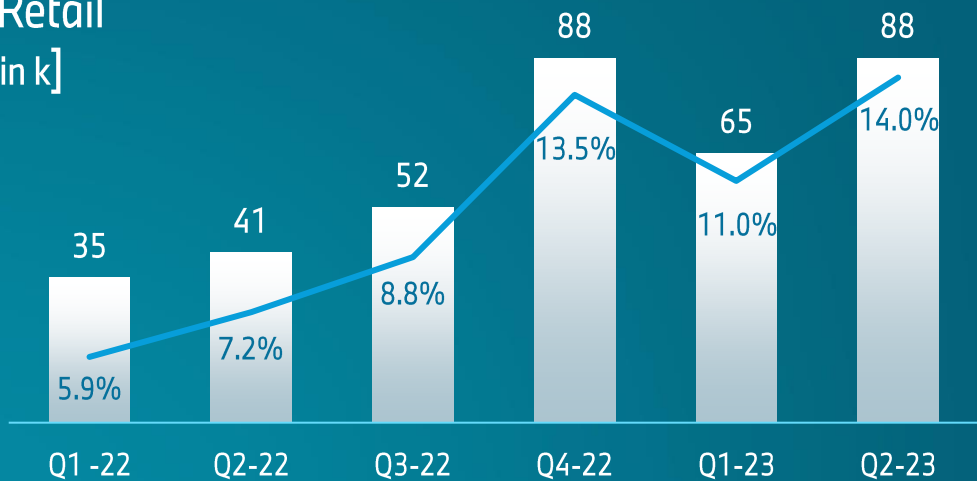
Retail
Units [in k]



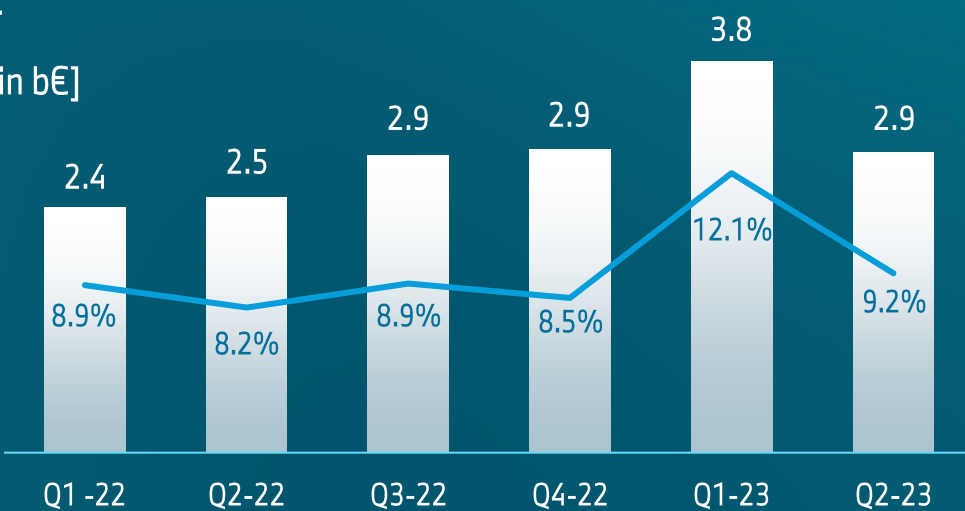
Revenues
Auto [in b€]



BEV Retail
Units [in k]



EBIT
Auto [in b€]



AUTOMOTIVE SEGMENT EBIT IN Q2.

Positive YoY development in Q2 2023.

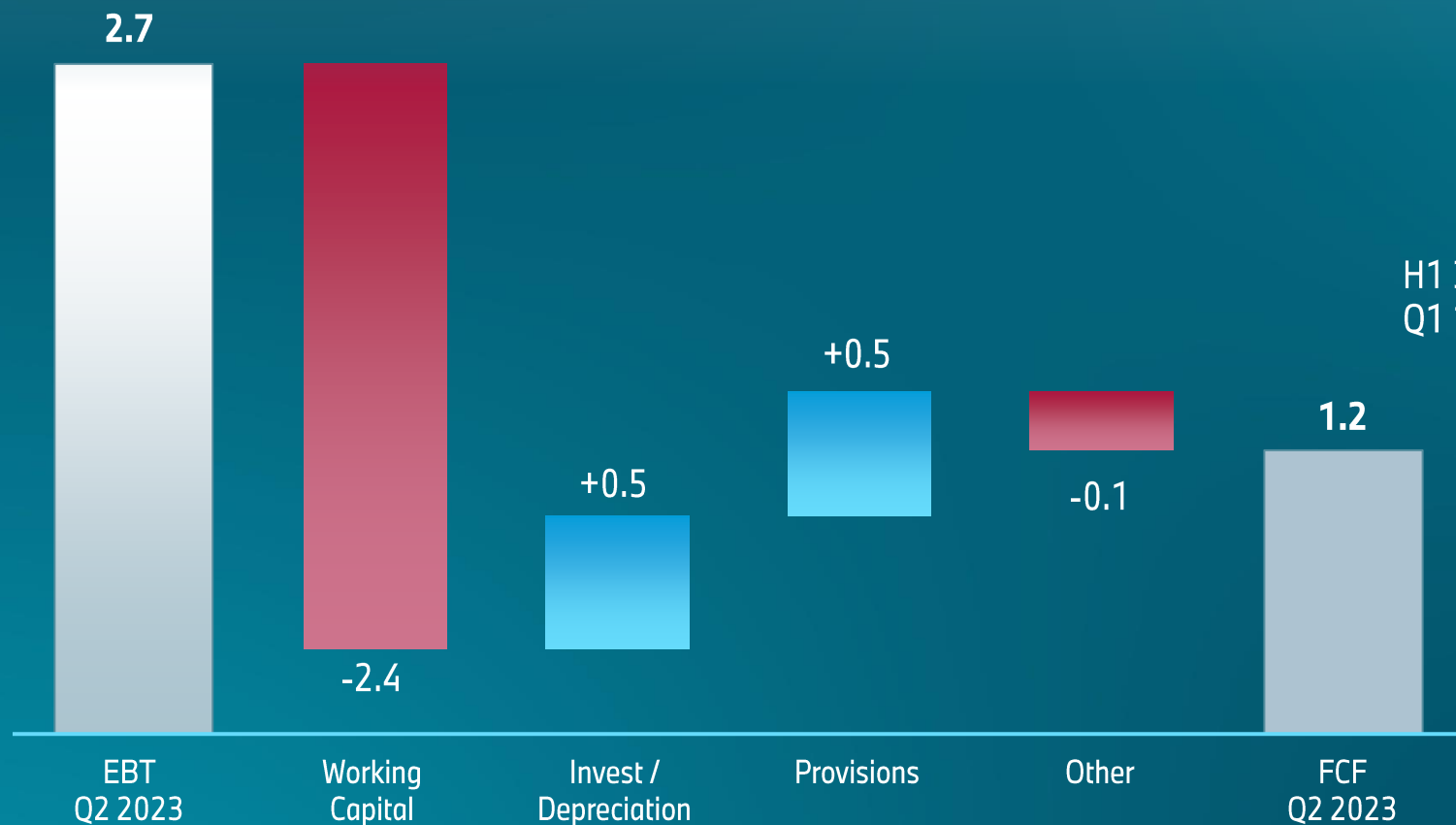
in b€



AUTOMOTIVE SEGMENT FREE CASH FLOW IN Q2.

Reconciliation EBT - FCF for Q2 2023.

in b€



H1 3,141 m€
Q1 1,981 m€

↘ Inventory increases to fill the pipeline



FINANCIAL SERVICES SEGMENT IN H1.

Improved average finance volume partially counters reduction in new contracts.

	H1 2023	H1 2022	CHANGE
Contracts with new customer	729,308	815,448	-10.6%
Total volume of new customer contracts [in m€]	26,797	28,442	-5.8%
Earnings before tax [EBT; in m€]	1,704	1,981	-14.0%
Penetration Rate	37.5%	44.4%	-6.9%-pts



MOTORCYCLES SEGMENT IN Q2.

Strong Growth in centennial year.

	Q2 2023	Q2 2022	CHANGE
Deliveries [in units]	64,936	60,152	+8.0%
Revenues [in m€]	988	864	+14.4%
Earnings before interest and tax [EBIT; in m€]	158	127	+24.4%
EBIT Margin	16.0%	14.7%	-



OUTLOOK 2023.

Increased guidance based on strong H1 and positive momentum in H2.



Group earnings before tax

Significant decrease

Size of workforce

Slight increase



Deliveries

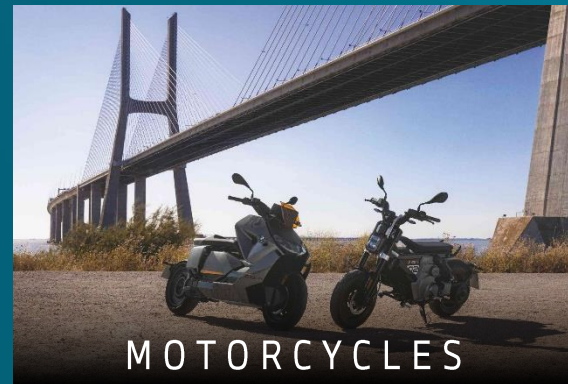
Solid increase

EBIT margin

Between 9 and 10.5%

Return on Capital Employed

Between 18 and 22%



Deliveries

Slight increase

EBIT margin

Between 8 and 10%

Return on Capital Employed

Between 21 and 26%



Return on Equity

Between 16 and 19%

BMW GROUP HAS THE STRATEGIC FOCUS AND OPERATIONAL EXCELLENCE TO DELIVER CONTINUED SUCCESS FOR ALL STAKEHOLDERS.

Young and highly attractive product portfolio

Operational excellence in current business
to fund investment and deliver returns

Strategic investment in future technologies

Profitable roadmap to NEUE KLASSE and beyond



THANK YOU.

