

Media Information
7 November 2018

BMW Group clearly focused on mobility of the future

- Krüger: Forward-looking approach has absolute priority
- Key strategic decisions taken in recent months
- Significantly higher upfront expenditure for R&D
- Revenues and earnings for nine-month period at high levels
- High volatility and intense competition
- Outlook announced on 25 September confirmed

Munich. The BMW Group remains firmly committed to following its forward-looking strategy, despite the current challenging conditions. In line with its **Strategy NUMBER ONE > NEXT**, the BMW Group continues to invest extensively in tomorrow's technologies and is maintaining its steady course, despite highly volatile geopolitical and trade policy developments.

"Our forward-looking approach has absolute priority. Particularly in these volatile times, we are maintaining our focus on the future and taking the decisions that will lead to tomorrow's success," said **Harald Krüger**, Chairman of the Board of Management of BMW AG, in Munich on Wednesday. "We stand for trust and continuity. The BMW Group has more than 100 years of experience in dealing with transformation and volatility in a rapidly changing world. This is why we see challenging conditions as an opportunity to move forward and strengthen our position as market leader. We are implementing our strategy rigorously and investing extensively in the technologies of the future, despite today's volatile environment," **Krüger** emphasised.

Research and development expenses during the first nine months of 2018 exceeded last year's corresponding figure by around € 400 million and totalled € 3,881 million (+11.4%). As previously reported, full-year R&D expenses are likely to amount to as much as seven per cent of Group revenues in 2018 (2017: 6.2%). This level of expenditure was reached in the **third quarter**, with an R&D ratio of 6.9%. At € 2,889 million, **capital expenditure** over the nine-month period from January to September was also up on the previous year (2017: € 2,817 million). In addition to ramping up the roll-out of new models, the focus

is on expanding business in the fields of electric mobility and autonomous driving. As the world's leading provider of premium mobility, the BMW Group puts the needs and desires of its customers first and is continuing its ground-breaking work on the four **ACES** topics (**A**utonomous, **C**onnected, **E**lectrified and **S**ervices/Shared).

"We remain an ambitious company, setting ourselves challenging targets. However, along with the rest of the industry, we are increasingly confronted with adverse external factors, the negative impact of which cannot be fully offset," commented **Nicolas Peter**, Member of the Board of Management of BMW AG, Finance. "The BMW Group is extremely flexible and we are countering these developments rigorously. We remain unconditionally focused on the issues of crucial importance for the future, while at the same time optimising our internal processes. The BMW Group's strong financial performance remains the basis for sustained success, enabling our company to play a key role in shaping the transformation currently taking place in our industry." Despite the current very challenging environment, the BMW Group's Automotive segment generated **free cash flow** of € 2,042 million (2017: € 2,703 million) in the first nine months of the current year.

Key strategic decisions to ensure future success

In recent months in particular, the BMW Group has taken numerous key strategic decisions to underpin its future success on a sustainable basis. The BMW Group is bolstering its global production network, focusing keenly on **Europe, China** and the **USA**. In September, the **four-millionth vehicle** was produced at the **Spartanburg** plant in the USA, the Group's largest manufacturing facility worldwide. The BMW Group is currently investing in its Spartanburg plant on a substantial scale, preparing the plant for future generations of BMW X models and enlarging the local workforce from a current figure of around 10,000 employees to 11,000 employees by 2021. In addition to

the 1,400 BMW X3, X4, X5 and X6 vehicles currently produced daily in Spartanburg, from December onwards the new **BMW X7** is set to become the fifth BMW model to be manufactured at the South Carolina plant.

A few weeks ago, the BMW Group also announced its intention to comprehensively expand its business in **China**. As the first foreign automobile manufacturer to take this step in China, the BMW Group has agreed with its local partner, Brilliance, to acquire a majority stake in the BMW Brilliance Automotive joint venture. At the same time, the contractual term of the joint venture is to be extended until **2040**. Investments of more than three billion euros in local plant structures were announced in connection with this ground-breaking agreement. These measures strengthen the company's position in China, a dynamic growth market.

Rigorous expansion of electric mobility

With the launch of the BMW i3, the BMW Group established itself early as a pioneer in the field of electric mobility. Electrification is one of the key pillars of the Group's **Strategy NUMBER ONE > NEXT**. By 2021, the BMW Group will have **five all-electric models**: the BMW i3, the MINI Electric, the BMW iX3, the BMW i4 and the BMW iNEXT. By 2025, that number is set to grow to at least twelve models. Including plug-in hybrids – whose electrically powered range will increase significantly in the coming year – the BMW Group's electrified product portfolio will then comprise at least 25 models.

This wide range is possible thanks to **highly flexible vehicle architectures** and an equally flexible global production system. Going forward, the BMW Group will be capable of manufacturing models with all-electric (BEV), hybrid-electric (PHEV) and conventional (ICE) drivetrains on a single production line. Its ability to integrate e-mobility in the production network enables the BMW Group to respond even more flexibly to the increasing demand for electrified vehicles. The

goal for the current year is to deliver 140,000 electrified vehicles to customers. By the end of 2019, the BMW Group expects to have more than half a million electrified vehicles on the roads.

The BMW Group is currently developing the **fifth generation** of its electric drivetrain, in which the interplay of electric motor, transmission, power electronics and battery will be additionally optimised. Integrating the electric motor, transmission and power electronics also cuts costs. Another advantage is that the electric motor **does not require rare earths**, enabling the BMW Group to reduce its dependence on their availability. The fifth generation of the electric drivetrain will be installed for the first time in the BMW iX3 in 2020.

At the beginning of the third quarter, the BMW Group signed a long-term contract with the Chinese company Contemporary Amperex Technology Co. Limited (CATL) to supply **battery cells** with a value of four billion euros. The award of this contract was a decisive factor in CATL's decision to build the world's most advanced battery cell manufacturing facility in Germany. From 2021 onwards, cells for the BMW iNEXT – which will be manufactured at the BMW Group plant in Dingolfing – will be supplied by the new CATL plant in Erfurt. The BMW Group has thereby anchored the entire e-mobility value chain in Germany – from battery cell production through to the finished vehicle.

One of the prerequisites for expanding e-mobility volumes on this pioneering scale is the ability to efficiently manage the highly sought-after **raw materials** needed to manufacture the battery cells. In order to ensure security of supply, the BMW Group will in future purchase specific raw materials such as cobalt itself, and then make them available to battery cell suppliers – a strategy that has already proven its worth for aluminium and other resources. In addition, negotiations are being held with suppliers with the aim of concluding long-term agreements for battery raw materials that meet the BMW Group's sustainability criteria.

Furthermore the BMW Group is establishing a joint **technology consortium** together with Northvolt (a Swedish battery manufacturer) and Umicore (a Belgium-based company engaged in developing battery materials), thereby taking a further step to ensure access to the cell technology so vital for electric mobility. The collaboration will extend to the development of a complete, sustainable value chain for battery cells in Europe, including development, production and ultimately recycling. The recycling of battery components will play a key role: given the sharp rise in demand for battery cells, the consortium's stated aim is to close the life-cycle loop of raw materials to the greatest possible extent with comprehensive recycling.

Challenging conditions in 2018 financial year

In terms of its **core business**, the BMW Group had always expected 2018 to be a challenging year. Compared with 2017, additional upfront expenditure of around one billion euros for the mobility of the future and a high three-digit million euro negative impact from exchange-rate and raw-materials-price developments had been factored into expected earnings for the year.

As announced on 25 September 2018, several additional factors further restricted business performance in the third quarter. Unlike many of its competitors, the BMW Group implemented the requirements of the WLTP regulations at an early stage. The industry-wide shift to the new WLTP test cycle has resulted in significant supply distortions in Europe and unexpectedly intense competition, given that numerous competitor models without WLTP certification were registered before 1 September. As a result, within the framework of its flexible production and sales strategy and given its focus on earnings quality, the BMW Group decided to reduce its volume planning. At the same time, increased goodwill and warranty measures resulted in significantly higher additions to provisions in the Automotive segment. In addition, the ongoing international

trade conflicts had the effect of aggravating the market situation and feeding consumer uncertainty. These circumstances resulted in unexpectedly severe distortions in demand and therefore pressure on pricing in several markets.

Deliveries of the BMW Group's three premium automobile brands during the **first nine months of the year** edged up by 1.3% to 1,834,810 units (2017: 1,811,234 units). **Group revenues** amounted to € 72,460 million (2017: € 73,324 million; -1.2%). Adjusted for exchange rate factors, the increase was 1.5%. As a result of the various adverse factors arising in the third quarter, combined with high levels of upfront expenditure for research and development, **profit before financial result** (EBIT) fell to € 7,224 million (2017: € 8,137 million; -11.2%). **Profit before tax** totalled € 7,883 million (2017: € 8,741 million; -9.8%) and, despite the reduction, was the second-best nine-month figure in the company's history. The **EBT margin** for the Group came in at 10.9% (2017: 11.9%). **Group net profit** amounted to € 5,788 million (2017: € 6,337 million; -8.7%).

At 592,303 units, **third-quarter deliveries to customers** remained at the previous year's level (2017: 590,415 units; +0.3%). **Group revenues** grew by 4.7% to € 24,743 million (2017: € 23,633 million). **Profit before financial result** (EBIT) fell to € 1,745 million (2017: € 2,384 million; -26.8%). **Profit before tax** (EBT) amounted to € 1,845 million (2017: € 2,503 million; -26.3%). The **EBT margin** for the Group came in at 7.5% (2017: 10.6%). **Net profit** amounted to € 1,405 million (2017: € 1,846 million; -23.9%).

Automotive segment exposed to volatile business conditions

At € 62,629 million, **Automotive segment revenues** for the **first nine months** were at the previous year's level (2017: € 62,599 million). Due to the factors mentioned above and the high level of upfront expenditure for research and development, **EBIT** amounted to € 4,730 million (2017: € 5,879

million; -19.5%). Despite the large number of adverse factors, the **EBIT margin** came in at 7.6% (2017: 9.4%). **Profit before tax** fell to € 5,346 million (2017: € 6,562 million; -18.5%).

Third-quarter revenues grew by 3.3% to € 21,111 million (2017: € 20,433 million). Due to the above adverse factors and the high level of upfront expenditure for research and development, **EBIT** for the three-month period fell to € 930 million (2017: € 1,758 million; -47.1%). The Automotive segment's **EBIT margin** came in at 4.4% (2017: 8.6%). **Profit before tax** amounted to € 1,003 million (2017: € 1,886 million; -46.8%).

In total, 1,566,216 (2017: 1,537,497 units; +1.9%) **BMW** brand vehicles were delivered to customers worldwide during the first nine months of the year. With double-digit growth rates, the **BMW 5 Series** (+14.9%) and the new **BMW X3** (+15.3%) were the main growth drivers. Deliveries of the **BMW X3** rose by 62.5% in the third quarter, thanks to full availability and expanded production capacity.

A total of 265,935 (2017: 271,394; -2.0%) **MINI** brand vehicles were delivered to customers during the first nine months of 2018. The **MINI Countryman** recorded double-digit growth (+24.9%) during this period.

Compared to the previous year, deliveries of **Rolls-Royce Motor Cars** rose by 13.5% (2,659 units) in the first three quarters of the year. Worldwide demand for all Rolls-Royce models, including the Black Badge variants of the Dawn, Ghost and Wraith, remains strong. Preparations are underway for the first deliveries of the Rolls-Royce Cullinan to customers, which are scheduled for early 2019. This new all-terrain model is already enjoying strong customer demand, with the order book filled well into the coming year.

Whereas deliveries of the BMW Group's three automotive brands in **Europe** remained virtually unchanged at the previous year's high level (816,037 units), the **Americas** (336,258 units; +3.0%) and **Asia** (638,449 units; +2.8%) regions recorded slight growth for the nine-month period. In **China**, the pace of growth in the number of deliveries to customers rose significantly in the third quarter (160,047 units; +11.5%), thanks to the ramp-up of the local production of the new BMW X3.

Motorcycles segment revises model range

BMW Motorrad has revised its 2018 model range on a massive scale, adding nine new models. Production adjustments necessary during the ramp-up phase had a negative impact on deliveries during the first six-month period. In the first **nine months** of the year, a total of 126,793 BMW motorcycles and maxi-scooters were delivered to customers (2017: 127,818 units; -0.8%). **Revenues** totalled € 1,658 million (2017: € 1,827 million; -9.3%). **Profit before financial result** decreased to € 208 million (2017: € 282 million; -26.2%), resulting in an **EBIT margin** of 12.5% (2017: 15.4%). **Profit before tax** for the nine-month period amounted to € 205 million (2017: € 281 million; -27.0%).

Third-quarter deliveries to customers totalled 39,818 units (2017: 39,429 units; +1.0%). **Revenues** fell to € 476 million (2017: € 512 million; -7.0%). **Profit before financial result** amounted to € 33 million (2017: € 53 million; -37.7%), corresponding to an **EBIT margin** of 6.9% for the quarter (2017: 10.4%). **Profit before tax** amounted to € 31 million (2017: € 53 million; -41.5%).

Financial Services segment remains on course

The **Financial Services segment** continued to perform well in the period from **January to September** 2018. In total, 1,422,558 (2017: 1,369,263; +3.9%) **new credit financing and lease contracts** were signed during the nine-month period. The **contract portfolio** with retail customers comprised

5,586,855 contracts at the end of the reporting period (31 December 2017: 5,380,785 contracts; +3.8%). **Segment revenues** totalled € 21,148 million (2017: € 20,769 million; +1.8%). **Profit before tax** for the nine-month period amounted to € 1,714 million (2017: € 1,793 million; -4.4%).

During the **third quarter**, 490,347 (2017: 435,026 contracts: +12.7%) **new credit financing and lease contracts** were signed with retail customers. **Segment revenues** totalled € 7,333 million (2017: € 6,679 million; +9.8%). **Profit before tax** amounted to € 548 million (2017: € 609 million; -10.0%).

Increase in workforce size

The BMW Group's **workforce** comprised 133,475 employees at 30 September 2018, 2.7% more than at 31 December 2017. Skilled workers and IT specialists in future-oriented areas, such as digitalisation, autonomous driving and electric mobility continue to be recruited.

BMW Group confirms current outlook for 2018

The BMW Group confirms its current outlook for the financial year 2018.

Automotive segment revenues are expected to be slightly below the previous year's figure. The **EBIT margin** in the **Automotive segment** is expected to be at least 7%. **Group profit before tax** is expected to show a moderate decrease from the previous year. Possible positive earnings effects from a regulatory approval and the closing of the planned mobility services joint venture in 2018 are still not reflected in the adjusted outlook. The factors triggering the outlook revision on 25 September 2018 will also have a significant effect on Group profit before tax and the EBIT margin in the Automotive segment in the fourth quarter. The BMW Group continues to target slight increases in **deliveries to customers** in the **Automotive segment** in 2018.

Forecasts for the current year are based on the assumption that worldwide economic and political conditions will not change significantly. The BMW Group continues to benefit from its strong brands and attractive product portfolio, whilst at the same time having to deal with high levels of upfront expenditure for key new technologies, intense competition and rising personnel costs. The global political and economic environment is expected to remain volatile.

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The BMW Group – an overview		Jan. – Sept. 2018	Jan. – Sept. 2017	Change in %
Deliveries to customers				
Automotive	units	1,834,810	1,811,234	1.3
thereof: BMW	units	1,566,216	1,537,497	1.9
MINI	units	265,935	271,394	-2.0
Rolls-Royce	units	2,659	2,343	13.5
Motorcycles	units	126,793	127,818	-0.8
Workforce¹ (compared to 31 December 2017)		133,475	129,932	2.7
EBIT margin Automotive segment ³	%	7.6	9.4	-1.8 %points
EBIT margin Motorcycles segment ³	%	12.5	15.4	-2.9 %points
EBT margin BMW Group³	%	10.9	11.9	-1.0 %points
Revenues³				
thereof: Automotive ³	€ million	72,460	73,324	-1.2
Motorcycles ³	€ million	62,629	62,599	-
Financial Services	€ million	1,658	1,827	-9.3
Other Entities	€ million	21,148	20,769	1.8
Eliminations ³	€ million	4	4	-
	€ million	-12,979	-11,875	-9.3
Profit before financial result (EBIT)³				
thereof: Automotive ³	€ million	7,224	8,137	-11.2
Motorcycles	€ million	4,730	5,879	-19.5
Financial Services	€ million	208	282	-26.2
Other Entities	€ million	1,703	1,799	-5.3
Eliminations ³	€ million	22	0	-
	€ million	561	177	-
Profit before tax (EBT)³				
thereof: Automotive ³	€ million	7,883	8,741	-9.8
Motorcycles	€ million	5,346	6,562	-18.5
Financial Services	€ million	205	281	-27.0
Other Entities	€ million	1,714	1,793	-4.4
Eliminations ³	€ million	105	30	-
	€ million	513	75	-
Income taxes³				
	€ million	-2,073	-2,404	13.8
Net profit for the period^{3,4}	€ million	5,788	6,337	-8.7
Earnings per share^{2,3}	€	8.69/8.70	9.55/9.56	-9.0/-9.0

¹ Excluding dormant employment contracts, employees in the work and non-work phases of pre-retirement part-time working arrangements and low wage earners.

² Earnings per share of common stock/preferred stock

³ 2017 figures were adjusted according to IFRS 15 – see note [5] in quarterly report.

⁴ Value for 2018 (including a loss from discontinued operations of € 22 million)

The BMW Group – an overview		3rd quarter 2018	3rd quarter 2017	Change in %
Deliveries to customers				
Automotive	units	592,303	590,415	0.3
thereof: BMW	units	506,920	499,467	1.5
MINI	units	84,505	90,180	-6.3
Rolls-Royce	units	878	768	14.3
Motorcycles	units	39,818	39,429	1.0
Workforce¹ (compared to 31 December 2017)		133,475	129,932	2.7
EBIT margin Automotive segment ³	%	4.4	8.6	-4.2 %points
EBIT margin Motorcycles segment ³	%	6.9	10.4	-3.5 %points
EBT margin BMW Group³	%	7.5	10.6	-3.1 %points
Revenues³				
	€ million			
thereof: Automotive ³	€ million	21,111	20,433	3.3
Motorcycles ³	€ million	476	512	-7.0
Financial Services	€ million	7,333	6,679	9.8
Other Entities	€ million	1	1	-
Eliminations ³	€ million	-4,178	-3,992	-4.7
Profit before financial result (EBIT)³		1,745	2,384	-26.8
	€ million			
thereof: Automotive ³	€ million	930	1,758	-47.1
Motorcycles	€ million	33	53	-37.7
Financial Services	€ million	527	607	-13.2
Other Entities	€ million	6	-12	-
Eliminations ³	€ million	249	-22	-
Profit before tax (EBT)³		1,845	2,503	-26.3
	€ million			
thereof: Automotive ³	€ million	1,003	1,886	-46.8
Motorcycles	€ million	31	53	-41.5
Financial Services	€ million	548	609	-10.0
Other Entities	€ million	27	11	-
Eliminations ³	€ million	236	-56	-
Income taxes³		-425	-657	35.3
	€ million			
Net profit for the period^{3,4}	€ million	1,405	1,846	-23.9
Earnings per share^{2,3}	€	2.09/2.09	2.76/2.76	-24.3/-24.3

¹ Excluding dormant employment contracts, employees in the work and non-work phases of pre-retirement part-time working arrangements and low wage earners.

² Earnings per share of common stock/preferred stock

³ 2017 figures were adjusted according to IFRS 15 – see note [5] in quarterly report.

⁴ Value for 2018 (including a loss from discontinued operations of € 15 million)

Corporate Communications

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With its four brands BMW, MINI, Rolls-Royce and BMW Motorrad, the BMW Group is the world's leading premium manufacturer of automobiles and motorcycles and also provides premium financial and mobility services. The BMW Group production network comprises 30 production and assembly facilities in 14 countries; the company has a global sales network in more than 140 countries.

In 2017, the BMW Group sold over 2,463,500 passenger vehicles and more than 164,000 motorcycles worldwide. The profit before tax in the financial year 2017 was € 10.655 billion on revenues amounting to € 98.678 billion. As of 31 December 2017, the BMW Group had a workforce of 129,932 employees.

The success of the BMW Group has always been based on long-term thinking and responsible action. The company has therefore established ecological and social sustainability throughout the value chain, comprehensive product responsibility and a clear commitment to conserving resources as an integral part of its strategy.

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