

**BMW
GROUP**



ROLLS-ROYCE
MOTOR CARS LTD

BMW GROUP QUARTERLY STATEMENT TO 31 MARCH 2022.

5 MAY 2022.



DR. NICOLAS PETER.

MEMBER OF THE BOARD OF MANAGEMENT OF BMW AG.
FINANCE.

OVERVIEW Q1 2022.



BMW Group shows strength and resilience in challenging environment

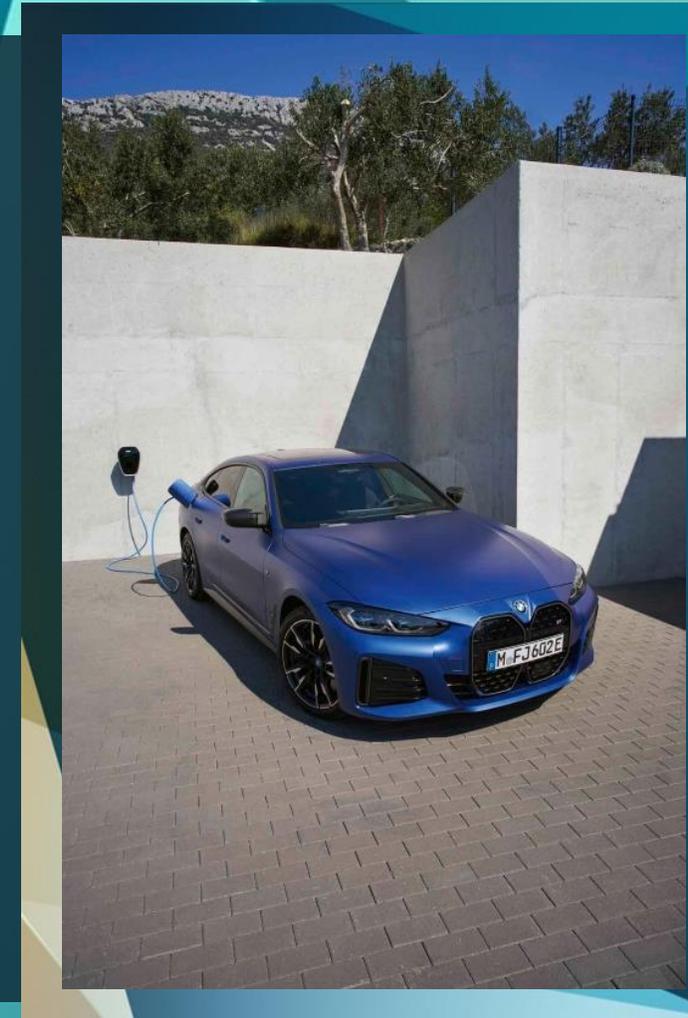
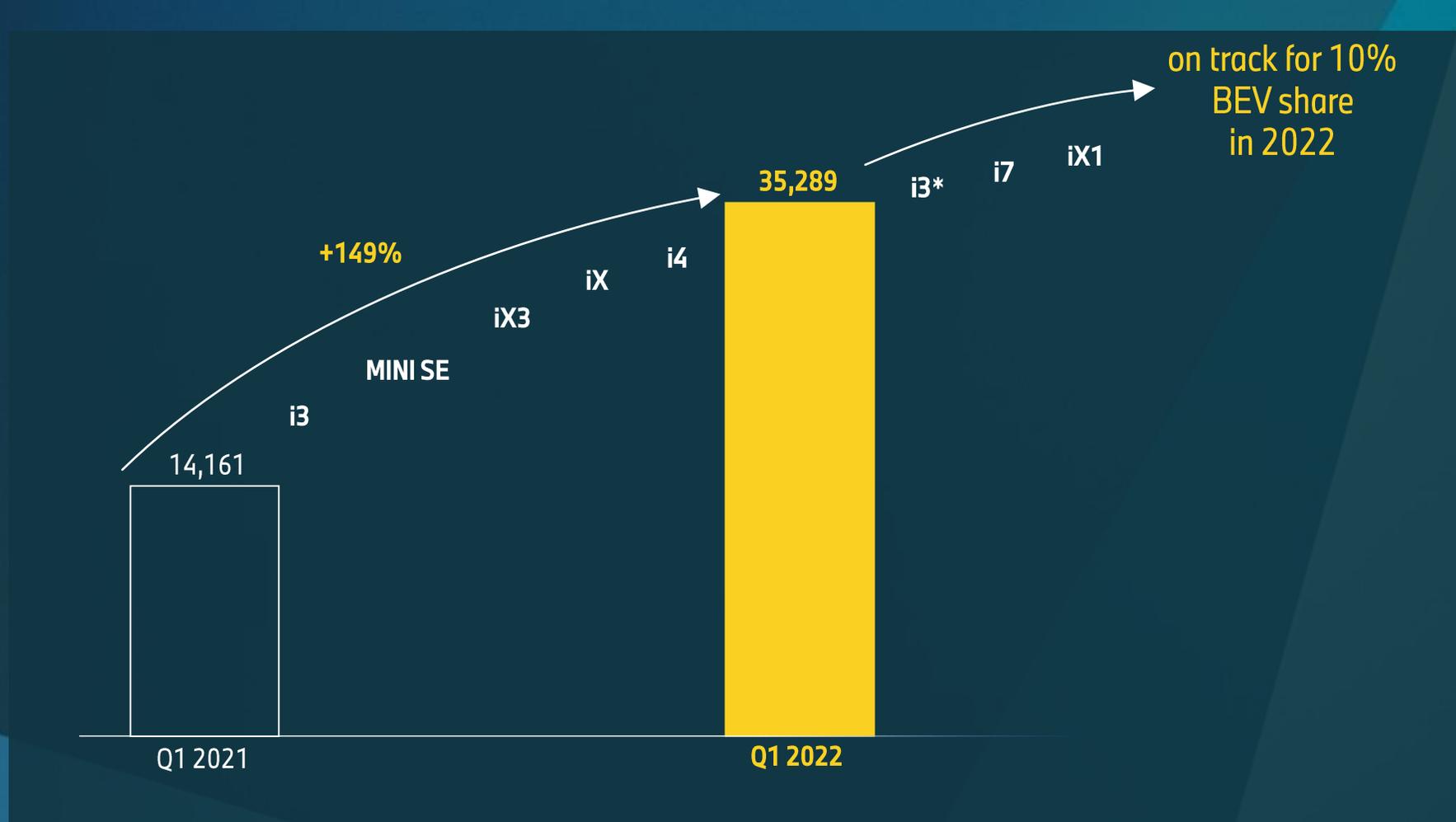
Share increase to 75% and full consolidation of joint venture BBA

Positive pricing development and favourable product mix

Strong Auto EBIT margin development

BEV sales growth by 149%

SALES OF ELECTRIFIED VEHICLES MORE THAN DOUBLED IN Q1 2022.



*All electric BMW 3 Series Sedan long wheelbase, tailor made exclusively for China.

GROUP EBT WITH SIGNIFICANT INCREASE IN Q1. DRIVEN BY OPERATING STRENGTH AND BBA FULL CONSOLIDATION.



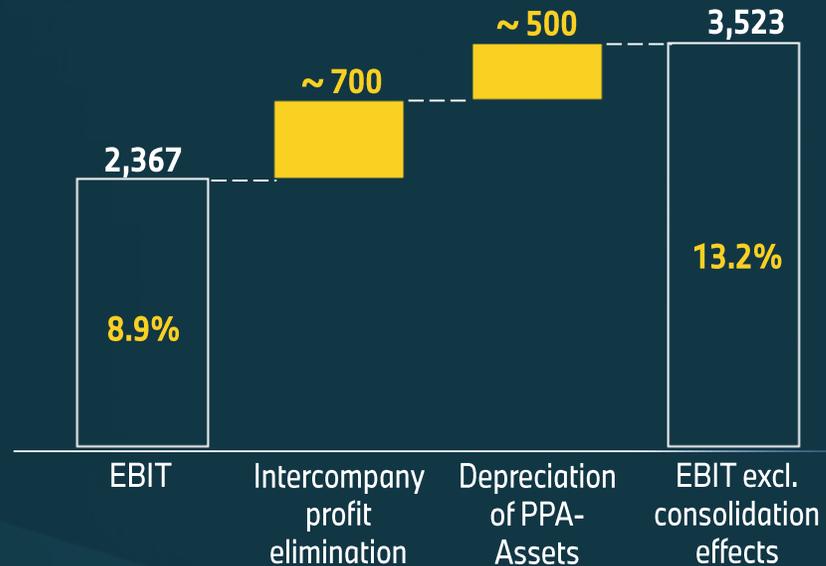
	Q1 2022	Q1 2021	CHANGE [%]
Deliveries [in units]	596,907	636,606	-6.2
Revenues Group [in m€]	31,142	26,778	+16.3
Profit before tax Group [EBT, in m€]	12,227	3,757	-

CONSOLIDATION EFFECTS FROM BBA FULL CONSOLIDATION ON AUTOMOTIVE EBIT.

EBIT

Automotive Segment (Q1 2022)

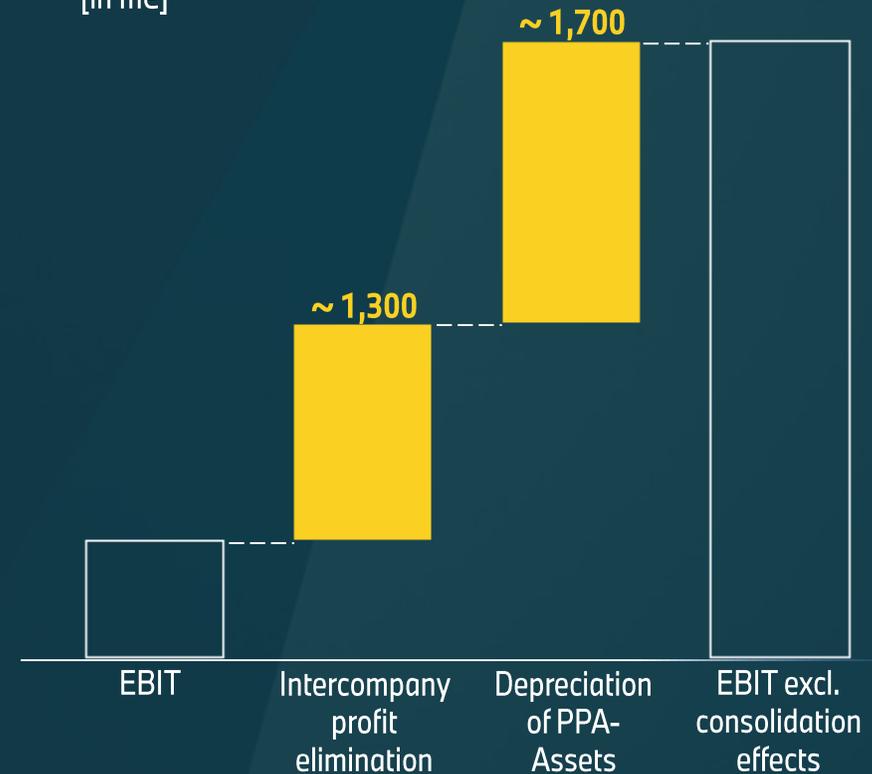
[in m€]



EBIT

Automotive Segment (full year 2022)

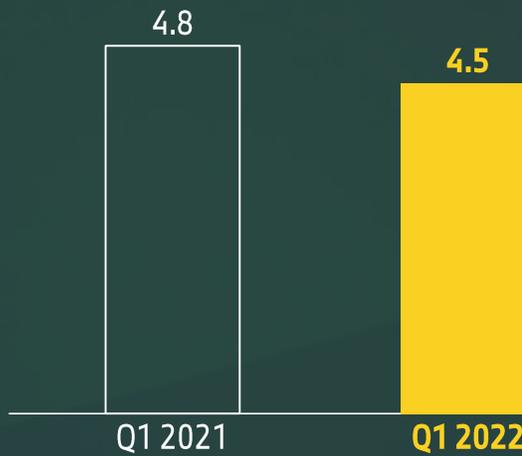
[in m€]



R&D AND CAPEX WITH FOCUS ON EMISSION-FREE MOBILITY.



R&D ratio [HGB, in %]



Target for 2022: 5-5.5%

Capex ratio [in %]



Target for 2022: 5%

OVERVIEW AUTOMOTIVE SEGMENT. STRONG OPERATING PERFORMANCE IN Q1.

	Q1 2022	Q1 2021	CHANGE [%]
Deliveries [in units]	596,907	636,606	-6.2
Revenues [in m€]	26,726	22,762	+17.4
Profit before financial result [EBIT; in m€]	2,367	2,236	+5.9
EBIT margin [in %]	8.9	9.8	-0.9 pts
Profit before tax [EBT; in m€]	10,420	2,776	-



FREE CASHFLOW DEVELOPMENT IN Q1.

Free Cashflow Automotive Segment

(in m€)

4,816



- + BBA liquidity less purchase price
- Change in working capital
- Decrease of advance payments from dealers in China

Target for 2022: at least 12 billion euros



FINANCIAL SERVICES SEGMENT IN Q1. FAVOURABLE RISK SITUATION.

	Q1 2022	Q1 2021	CHANGE [%]
New contracts with retail customers	433,429	489,066	-11.4
Profit before tax [EBT, in m€]	1,007	787	+28.0



MOTORCYCLES SEGMENT IN Q1. MAINTAINING SALES GROWTH.

	Q1 2022	Q1 2021	CHANGE [%]
Deliveries [in units]	47,403	42,592	+11.3
Revenues [in m€]	799	753	+6.1
Profit before financial result [EBIT; in m€]	108	135	-20.0
EBIT margin [in %]	13.5	17.9	-4.4 pts
Profit before tax [EBT; in m€]	109	135	-19.3



OUTLOOK 2022.

BMW GROUP KEY PERFORMANCE INDICATORS.

		2021 reported	2021 adjusted	2022 Outlook
GROUP				
Profit before tax	m€	16,060	-	Significant increase
Workforce at year-end		118,909	-	Significant increase
Share of women in management positions in the BMW Group	%	18.8	-	Slight increase
AUTOMOTIVE SEGMENT				
Deliveries ¹	units	2,521,514	-	In line with last year's level
Share of electrified vehicles in deliveries	%	13.0	-	Significant increase
CO ₂ emissions EU new vehicle fleet ²	g/km	115.9	-	Slight decrease
CO ₂ emissions per vehicle produced ³	tons	0.33	-	Slight decrease
EBIT margin	%	10.3	-	Between 7 and 9
Return on capital employed (RoCE) ⁴	%	59.9	24.0	Between 14 and 19
MOTORCYCLES SEGMENT				
Deliveries	units	194,261	-	Slight increase
EBIT margin	%	8.3	-	Between 8 and 10
Return on capital employed (RoCE) ⁴	%	35.9	21.9	Between 19 and 24
FINANCIAL SERVICES SEGMENT				
Return on equity (RoE)	%	22.6	-	Between 14 and 17

¹ Deliveries including the BMW Brilliance Automotive Ltd., Shenyang, joint venture (2021: 651,236 units). | ² EU-27 countries including Norway and Iceland; with effect from 2021, values are calculated on a converted basis in line with WLTP (Worldwide Harmonised Light Vehicles Test Procedure). | ³ Efficiency ratio calculated on the basis of Scope 1 and Scope 2 carbon emissions (i.e. a market-based method according to GHG Protocol Scope 2 guidance; but excluding climate-changing gases other than carbon dioxide from vehicle production (BMW Group manufacturing sites incl. the BMW Brilliance Automotive Ltd. Joint venture and motorcycles, but excluding partner plants and contract manufacturers), as well as BMW Group non-manufacturing sites (e.g. research centres, sales centres, offices) divided by the number of vehicles produced (BMW Group manufacturing sites incl. the BMW Brilliance Automotive Ltd. joint venture and partner plants, but excluding contract manufacturers). | ⁴ New calculation methodology from 2022.

BMW GROUP ON TRACK TO MEET 2022 TARGETS DESPITE INCREASINGLY VOLATILE BUSINESS ENVIRONMENT.



All segments on track to meet targets for full year 2022

BBA consolidation contributes to further sustainable growth and success

BEV share expected to reach at least 10% of total sales