

BMW  
GROUP



ROLLS-ROYCE  
MOTOR CARS LTD

ANNUAL  
**CONFERENCE 2025**

MARCH 14, 2025

# BMW GROUP STATEMENT ON FULL YEAR 2024 RESULTS.

## WALTER MERTL

MEMBER OF THE BOARD OF MANAGEMENT  
OF BMW AG, FINANCE



# BMW GROUP ACHIEVES ADJUSTED GUIDANCE IN ALL PARAMETERS IN FY 2024.

Staying our strategic course with consistency

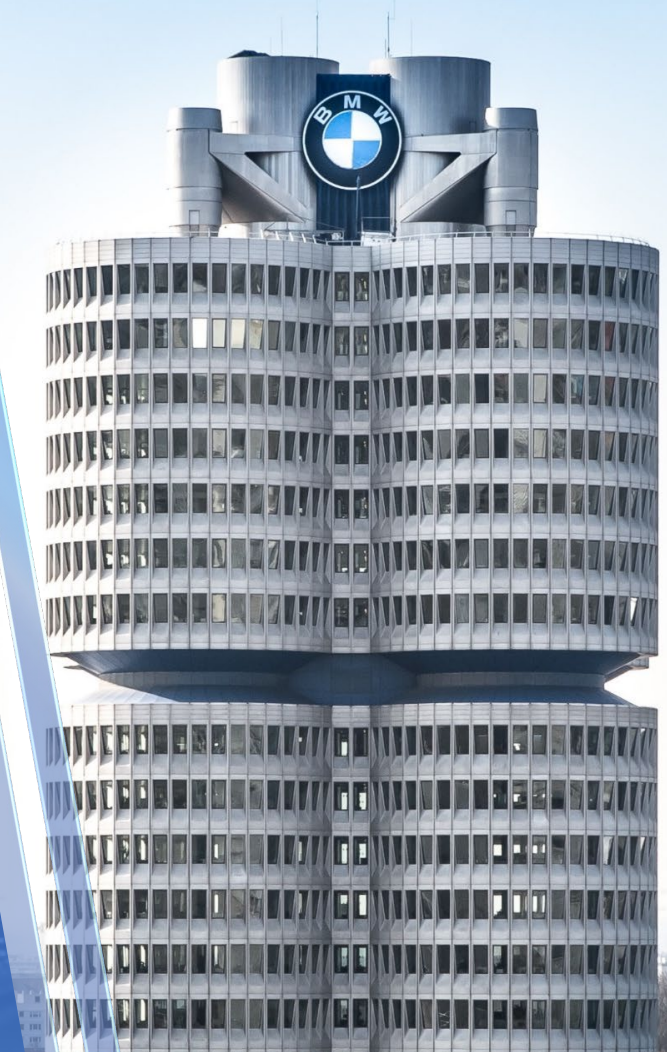
Q4 2024 with sequential improvement on Q3, which was impacted by delivery stops related to Integrated Braking System

Peak levels of R&D and Capital Expenditure reached in 2024; both will decrease meaningfully in 2025

Resilience through flexibility in global operations

Sales worldwide: 2,450,854 vehicles

BEV Sales worldwide: 426,594 units (17.4% of total sales)





# BMW GROUP.

Year-on-year decrease driven by Integrated Braking System and China.

	2024	2023	Change
Group Revenues [in m€]	142,380	155,498	-8.4%
Group Earnings before tax [EBT; in m€]	10,971	17,096	-35.8%
Group EBT Margin [in %]	7.7%	11.0%	-3.3%-pts
Earnings per share [in €]	11.62	17.67	-34.2%

# BMW GROUP.

Segment performance.

	2024	2023	Change
<b>Automotive Segment</b>			
EBIT [in m€]	<b>7,893</b>	12,981	-39.2%
EBIT Margin [in %]	<b>6.3</b>	9.8	-3.5%-pts
<b>Motorcycles Segment</b>			
EBIT [in m€]	<b>198</b>	259	-23.6%
EBIT Margin [in %]	<b>6.1</b>	8.1	-2.0%-pts
<b>Financial Services Segment</b>			
EBT [in m€]	<b>2,538</b>	2,962	-14.3%
RoE [in %]	<b>15.1</b>	17.2	-2.1%-pts
<b>Other Entities Segment</b>			
EBT [in m€]	<b>837</b>	-100	-
<b>Eliminations</b>			
EBT [in m€]	<b>-146</b>	1,334	-





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

Sequential development 2023 and 2024.

## Retail

Units [in k]



## Revenues

Auto [in bn€]



## BEV Retail

Units [in k]



## EBIT

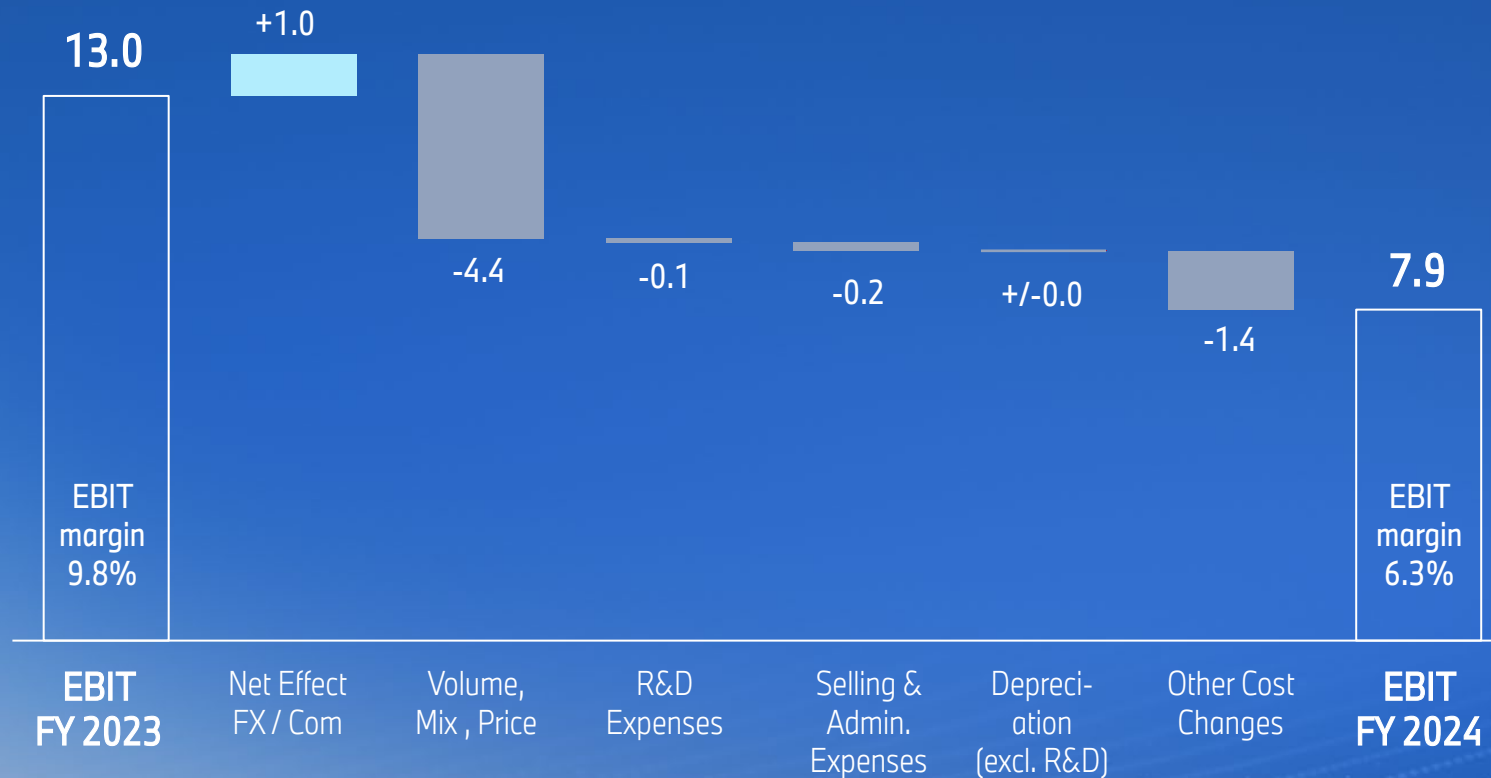
Auto [in bn€]



# AUTOMOTIVE SEGMENT EBIT.

Year-on-year development impacted by volume decrease & pricing headwinds.

[in bn€]

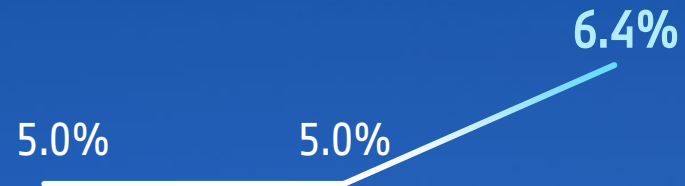


# R&D EXPENDITURE AT PEAK LEVEL.

Continued implementation of electrification and digitalization strategy.

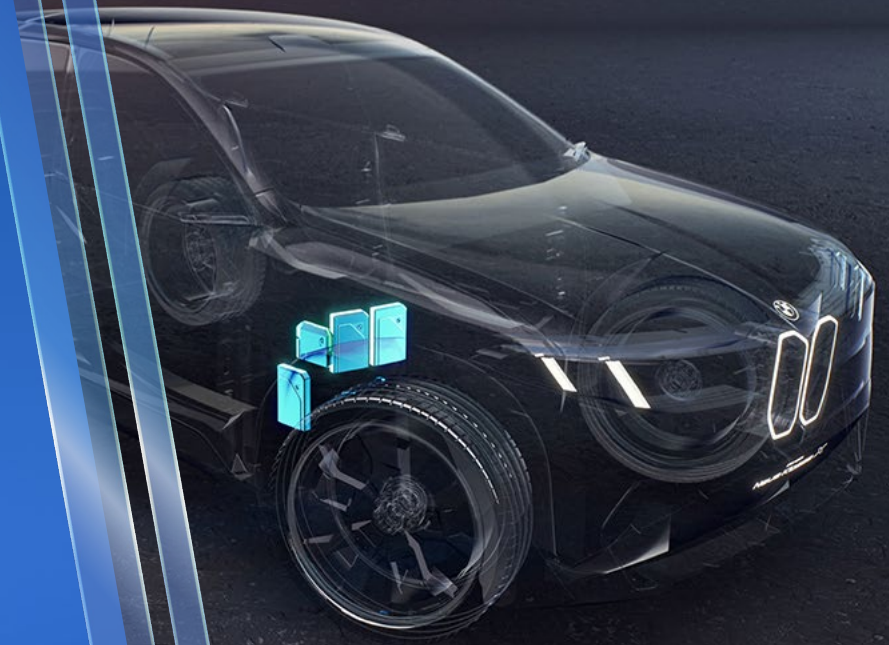
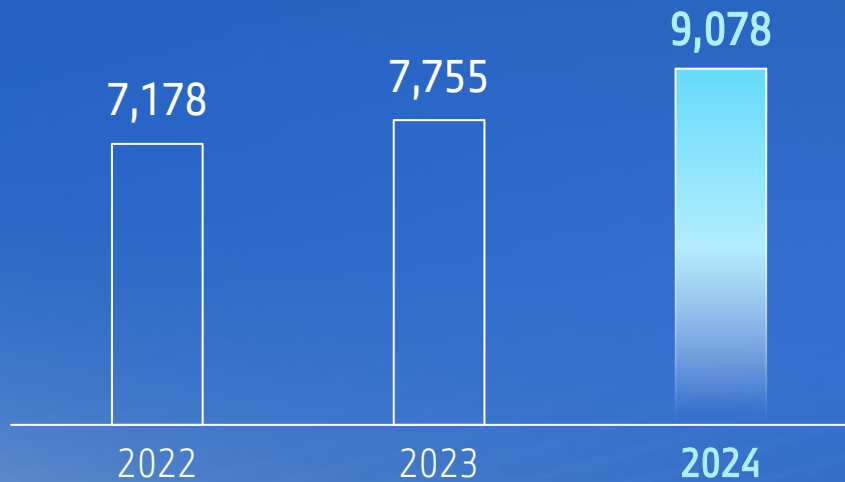
## R&D expenditure ratio

BMW Group



## R&D expenditure

[in m€]







# GROUP CAPITAL EXPENDITURE AT PEAK LEVEL.

Preparations across the production network for launch of NEUE KLASSE.

## Group capex ratio

BMW Group



## Group capital expenditure

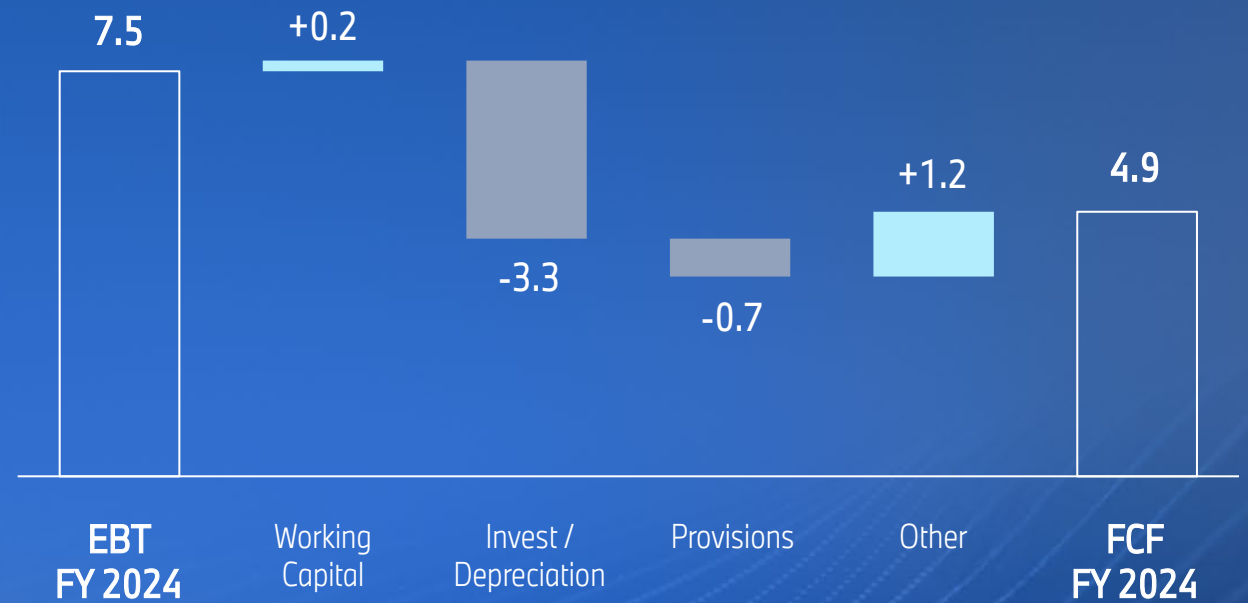
[in m€]



# AUTOMOTIVE SEGMENT FREE CASH FLOW.

Reconciliation EBT – FCF at FY24.

[in bn€]





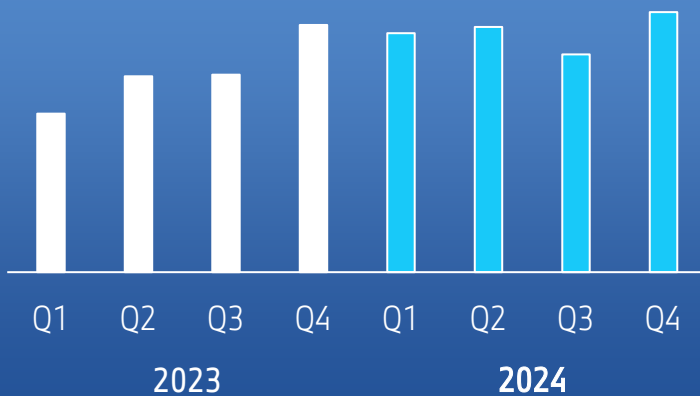


# FINANCIAL SERVICES SEGMENT.

Solid growth in new contracts over the year.

## New Contract Development

2023 vs 2024

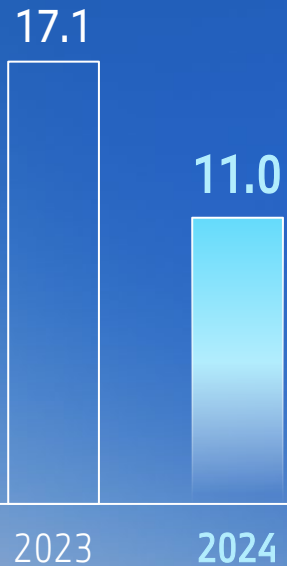


	2024	2023	Change
Penetration Rate	42.6%	38.2%	+4.4%-pts
New contracts with customers	1,693,876	1,542,514	+9.8%
Total volume of new customer contracts [in m€]	64,519	57,333	+12.5%
Earnings before tax [EBT; in m€]	2,538	2,962	-14.3%
Return on Equity	15.1%	17.2%	-2.1%-pts

# DIVIDEND AND HIGHER PAYOUT RATIO.

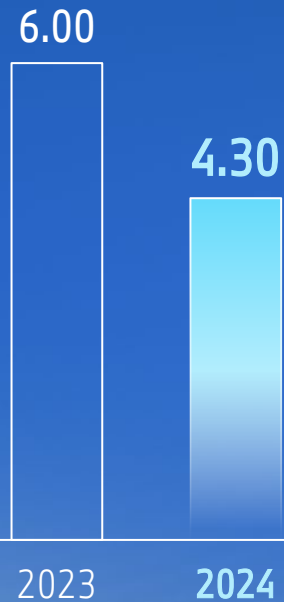
## Group Earnings before Tax

[in bn€]



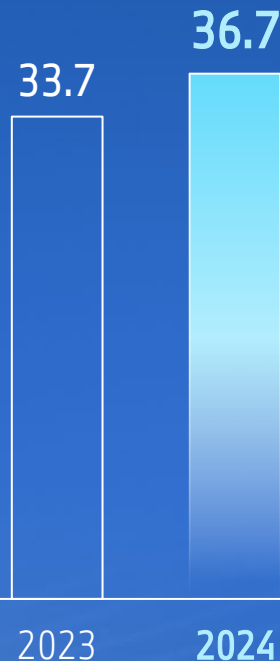
## Proposed Dividend per common share

[in €]



## Payout Ratio

[in %]





# OUTLOOK 2025.



## BMW GROUP

**Group earnings before tax**  
At previous year's level

**Size of workforce**  
At previous year's level



## AUTOMOTIVE

**Deliveries**  
Slight increase

**EBIT margin**  
Between 5 and 7%

**Return on Capital Employed**  
Between 9 and 13%



## MOTORCYCLES

**Deliveries**  
Slight increase

**EBIT margin**  
Between 5.5 and 7.5%

**Return on Capital Employed**  
Between 13 and 17%



## FINANCIAL SERVICES

**Return on Equity**  
Between 13 and 16%

For terminology and ranges the BMW Group uses as a basis when forecasting key performance indicators, see p. 428 in the BMW Group Report 2024

# BMW GROUP: FOCUS ON LONG-TERM VIEW AS WELL AS OPERATIONAL EXCELLENCE.

Long-term strategic planning paired with operational excellence

Free Cash Flow in 2025: >5 billion euros

Commitment to our long-term target corridor of 8-10% EBIT margin in the Automotive Segment

Turnaround in cost structures – R&D, Capex and Operational Costs

Strong brand, emotional products and tech innovation as the foundation for success

NEUE KLASSE: benefits from investments start hitting the road this year





# CONSUMPTION AND EMISSION DATA.

## BMW iX xDrive45.

Power consumption in kWh/100km WLTP (combined): 21.8;

CO<sub>2</sub> emissions in g/km: 0.

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## BMW i4 M50.

Power consumption in kWh/100km WLTP (combined): 22.0 - 17.5;

CO<sub>2</sub> emissions in g/km: 0.

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## BMW i5 M60.

Power consumption in kWh/100km WLTP (combined): 20.6 - 18.2;

CO<sub>2</sub> emissions in g/km: 0.

## BMW X3 M50 xDrive.

Fuel consumption in l/100km WLTP (combined): 8.3 - 7.7;

CO<sub>2</sub> emissions in g/km: 189 - 175.

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## BMW M3 Touring.

Fuel consumption in l/100km WLTP (combined): 10.4 - 10.1;

CO<sub>2</sub> emissions in g/km: 235 - 229.

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