

12 May 2021  
10:00 a.m.

# 101<sup>ST</sup> ANNUAL GENERAL MEETING OF BMW AG.



**The BMW Way to 2050**  
For your investment.  
And our shared future.



**The BMW Way to 2050**  
For your investment.  
And our shared future.

---

**OLIVER ZIPSE.**

**CHAIRMAN OF THE BOARD OF MANAGEMENT  
OF BMW AG.**



# FINANCIAL YEAR 2020: PROPOSED DIVIDEND.

COMMON STOCK

**1.90 €**

PREFERRED STOCK

**1.92 €**

PAYOUT RATIO



**32.5%**



# The BMW Way to 2050.

---

**For your investment.  
And our shared future.**



# AGENDA.



**We look far into the future.  
That is our perspective.**

---

**We take action in the here and now.  
That is our foundation for the future.**

# THINK RE:DUCE USE CYCLE

MORE ABOUT THIS AT  
THE IAA MOBILITY 2021.



# BMW REALIGNMENT IN THE 1960s. RADICAL NEW APPROACH.



# THE “NEUE KLASSE” 2025.



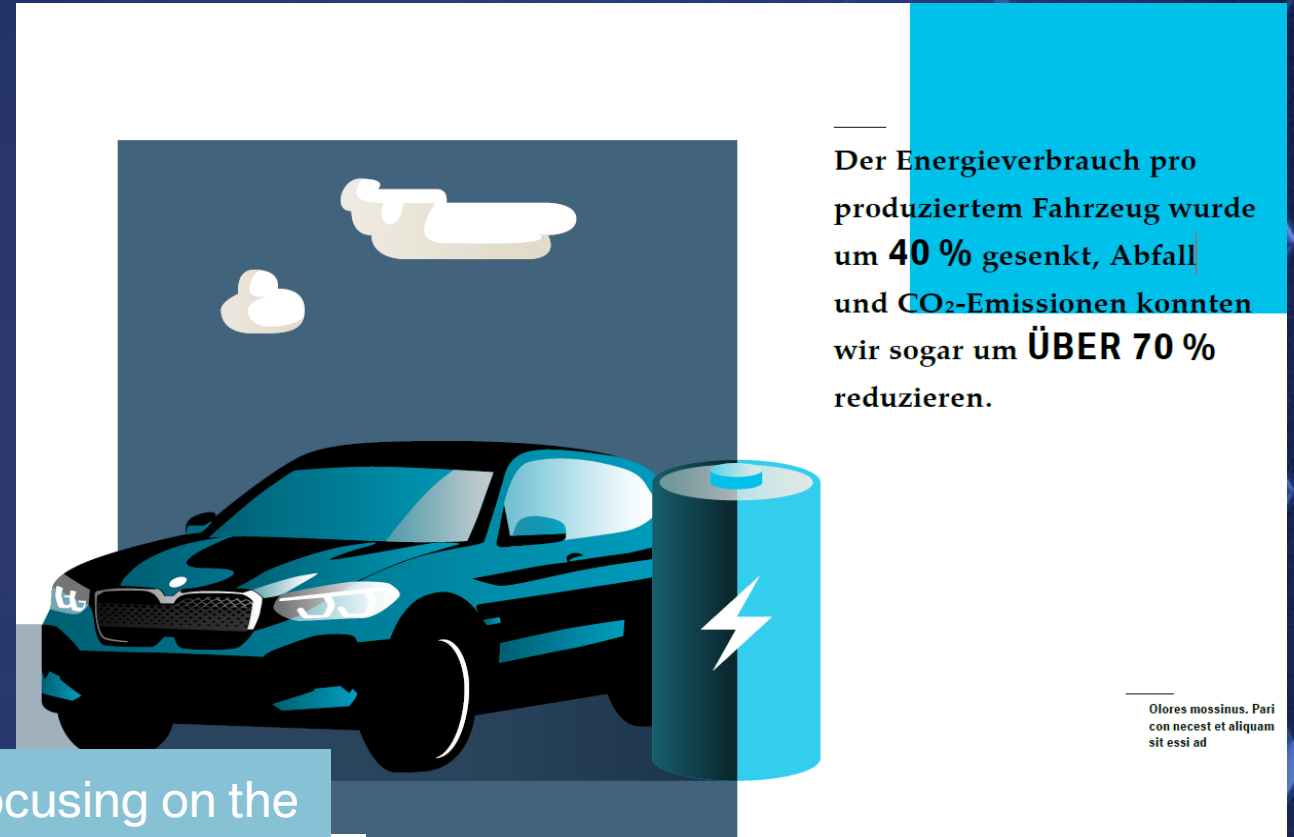
**Electric.**

**Digital.**

**Circular.**



# FIRST INTEGRATED BMW GROUP REPORT. SUSTAINABLE AND FINANCIAL INDICATORS ARE EQUAL.



“The BMW Group Report – focusing on the BMW Group’s economic performance and its contribution to the environment and to society.”

# BINDING SUSTAINABILITY GOALS FOR 2030. WE ARE MEASURING OUR PERFORMANCE.

## Production

**-80%**

CO<sub>2</sub> per veh.  
2030 vs. 2019

## Use phase

at least

**-40%**

CO<sub>2</sub> per veh.  
2030 vs. 2019

## Supply chain

at least

**-20%**

CO<sub>2</sub> per veh.  
2030 vs. 2019



# ELECTRIFICATION ROADMAP.

 **2021**

Over **1 million** electric models and plug-in hybrids since 2013.



**2023**



We are ICE-BAN-ready.\*

**13 fully-electric models** (BEVs).  
**At least one BEV model** in all key segments.

We offer BEV options in **90% of our core segments**.



**2025**

Around **2 million BEVs delivered**.



**2030**

At least **50% of our global sales** are BEVs.



Over the next 10 years or so:  
**10 million fully-electric BMW Group vehicles on the roads!**

\*) Regardless of when individual markets complete the transition to e-mobility: We will be able to deliver.



# AGENDA.



We look far into the future.  
That is our perspective.

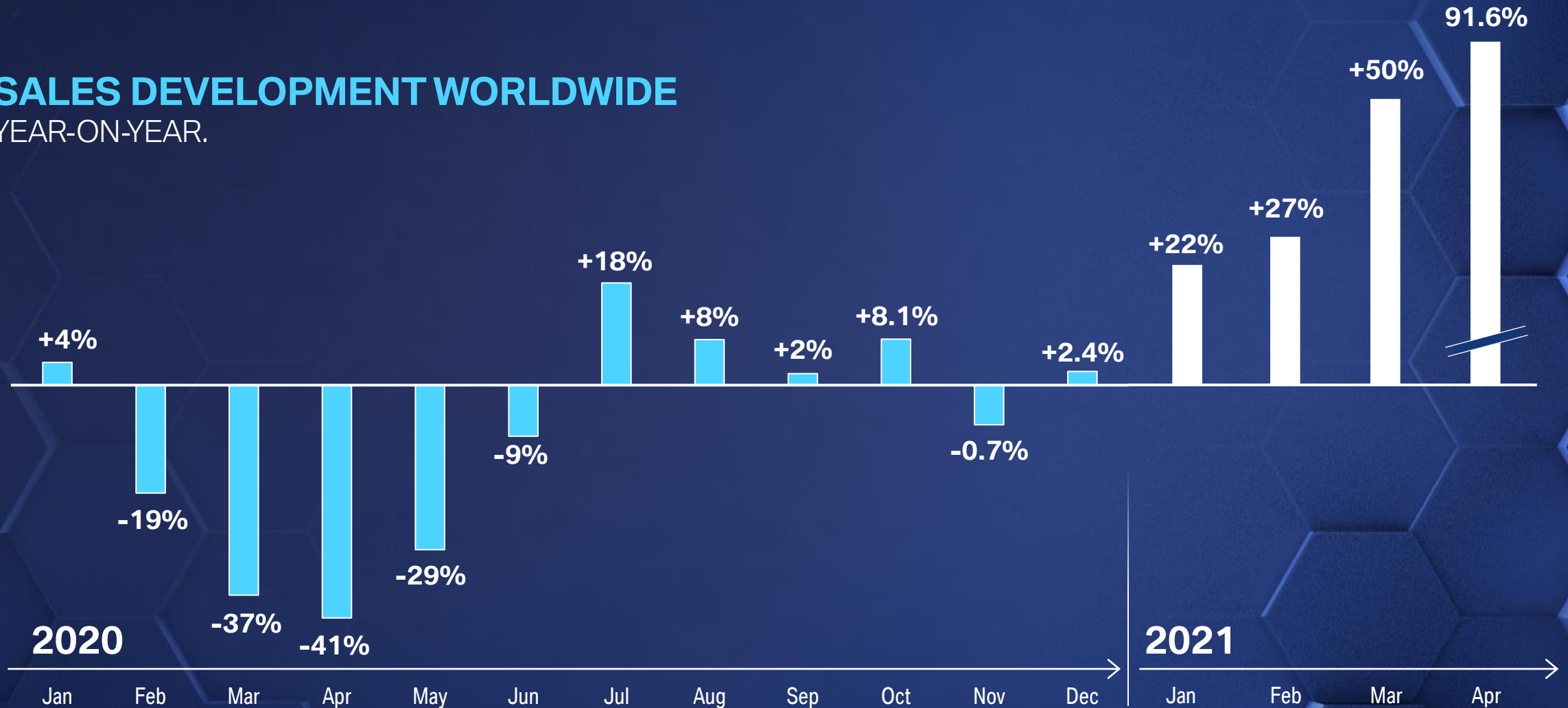
---

**We take action in the here and now.  
That is our foundation for the future.**

# BMW GROUP SALES IN 2020 AND 2021.

## GOOD START IN 2021.

### SALES DEVELOPMENT WORLDWIDE YEAR-ON-YEAR.





# 2020 MOST SUCCESSFUL YEAR EVER FOR BMW M GMBH. BMW MOTORRAD POSTS SECOND-BEST SALES IN ITS HISTORY.



144,218  
+6%



BMW  
MOTORRAD

169,272  
-3.4%



# BUSINESS DEVELOPMENT IN 2021.

## WHAT WE ARE AIMING FOR.

### Group

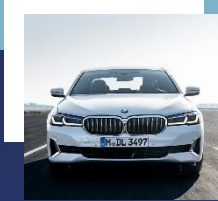


**Earnings before tax**  
Significant increase.

**Employees at year-end**  
Slight decrease.

**Percentage of women in management at BMW Group**  
Slight increase.

### Automotive Segment



**Deliveries**  
Solid increase.

**Percentage of electrified vehicles**  
Significant increase.

**CO<sub>2</sub> emissions EU new vehicle fleet**  
Significant reduction.

**CO<sub>2</sub> emissions per vehicle produced**  
Moderate reduction.

**EBIT margin**  
within range of 6-8%.

**Return on Capital Employed (RoCE)**  
Significant increase.

### Motorcycles Segment

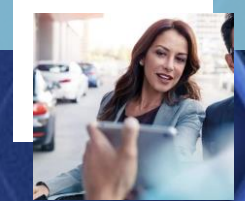


**Deliveries**  
Solid increase.

**EBIT margin**  
within range of 8-10%.

**Return on Capital Employed (RoCE)**  
Significant increase.

### Financial Services Segment



**Return on Equity**  
within range of 12-15%.

# BMW SHARE PRICE PERFORMANCE SINCE 1 JAN. 2020. UP 14.5%, DESPITE CORONAVIRUS PANDEMIC.





**INTELLIGENT VEHICLE ARCHITECTURES.  
PERFECT SYSTEMS INTEGRATION.**





# THE NEW FULLY-ELECTRIC BMW iX3 BUILT IN CHINA. SCOOPING UP AWARDS.



**auto**  
**motor**  
**and**  
**sport**

**“Electric SUV with the range of petrol”**



# BMW i HYDROGEN NEXT – SMALL SERIES IN 2022. LOOKING AHEAD TO THE HYDROGEN DRIVE TRAIN.





**THE ALL-NEW BMW iX AND THE ALL-NEW BMW i4.**  
**OUR FULLY-ELECTRIC DUO FROM AUTUMN 2021.**





# OUR NEW CUSTOMER, BRANDS AND SALES SYSTEM (CBS). DIGITALISING THE PRODUCT AND PURCHASING EXPERIENCE.



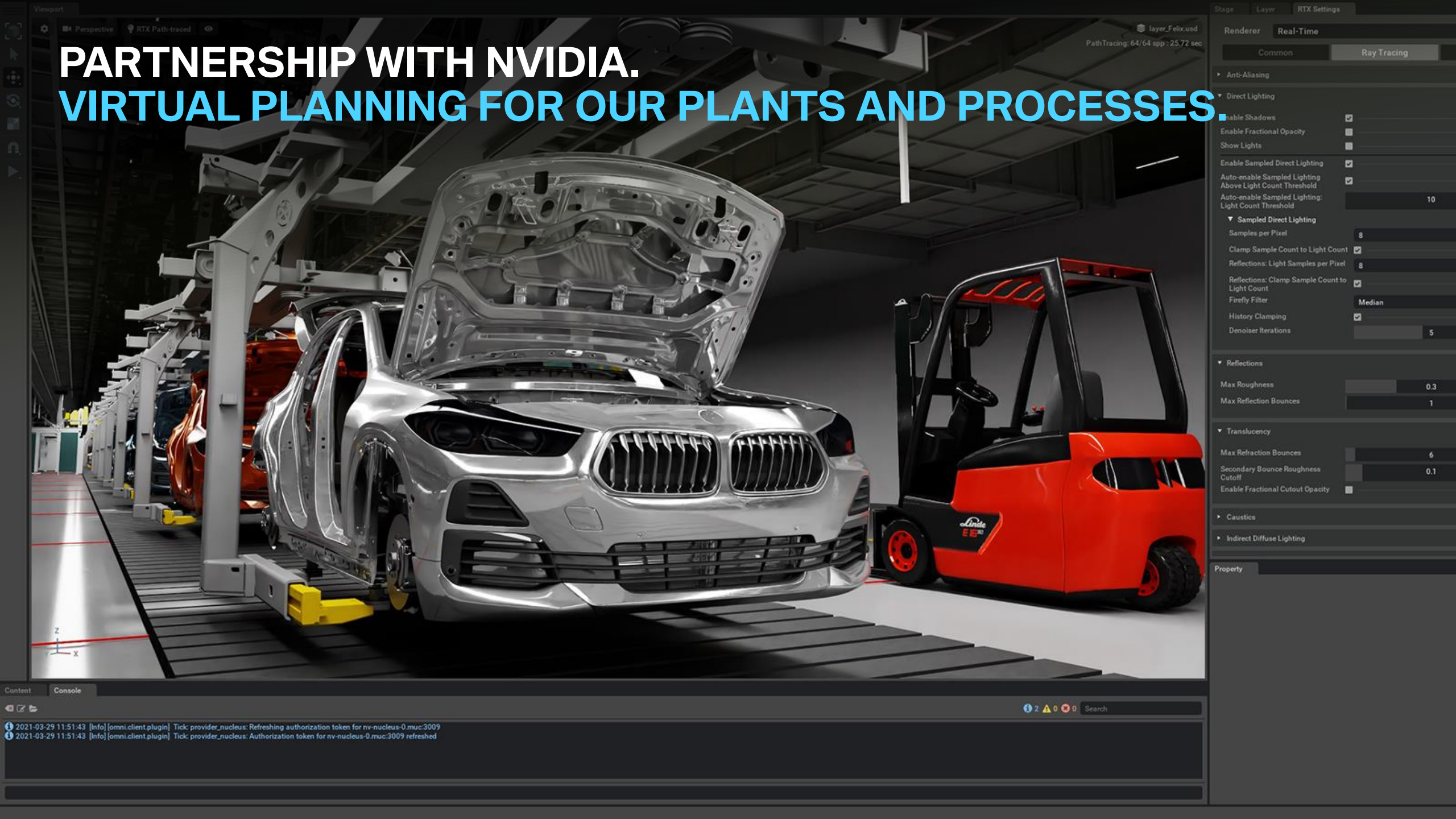


**BMW OPERATING SYSTEM 8 – OUR DIGITAL POWERHOUSE.**  
**INTUITIVE OPERATION – THANKS TO SHY TECH.**





# PARTNERSHIP WITH NVIDIA. VIRTUAL PLANNING FOR OUR PLANTS AND PROCESSES





**THE ALL-NEW MINI COOPER SE.**  
**MINI WILL BE OUR FIRST PURE ELECTRIC BRAND.**





**BMW MOTORRAD DEFINITION CE 04.**  
**A NEW FORM OF URBAN MOBILITY ON TWO WHEELS.**





# The BMW Way to 2050.

---

**For your investment.  
And our shared future.**



# CONSUMPTION / EMISSIONS DATA.

**BMW iX:** Power consumption in kWh/100 km: 22.5-19.5 WLTP. Data are preliminary and based on forecasts.

**MINI Cooper SE:** Power consumption in kWh/100 km combined: 16.9-14.9 NEDC, 17.6-15.2 WLTP.

**BMW iX3:** Power consumption in kWh/100 km combined: 17.8-17.5 NEDC, 19.0-18.6 WLTP.

**BMW i4:** This is a pre-production model, no homologation figures are available yet.

**BMW M3 Competition Sedan:** Fuel consumption combined: 9.8 – 9.6 l/100 km [28.8 – 29.4 mpg imp] in WLTP;  
CO2 emissions combined: 224 – 219 g/km in WLTP.