

**BMW
GROUP**



ROLLS-ROYCE
MOTOR CARS LTD



**BMW GROUP: Quarterly Statement to 30 September 2023.
On track to meet guidance in all segments.**

NOVEMBER 3RD, 2023.

BMW GROUP QUARTERLY STATEMENT TO 30 SEPTEMBER 2023.



WALTER MERTL.

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

HIGHLIGHTS OF BMW GROUP PERFORMANCE IN Q3 AND YTD SEPTEMBER.

BMW Group with strong performance
and solid increase in sales.

Group EBT margin of 10.6% in Q3;
11.9% after 9 months.

Automotive EBIT margin of 9.8% in Q3;
10.3% after 9 months
(10.8% Q3; 11.4% after 9 months reflecting BBA PPA).

On track to meet guidance in all segments
based on expected positive development in Q4.



BMW GROUP IN Q3.

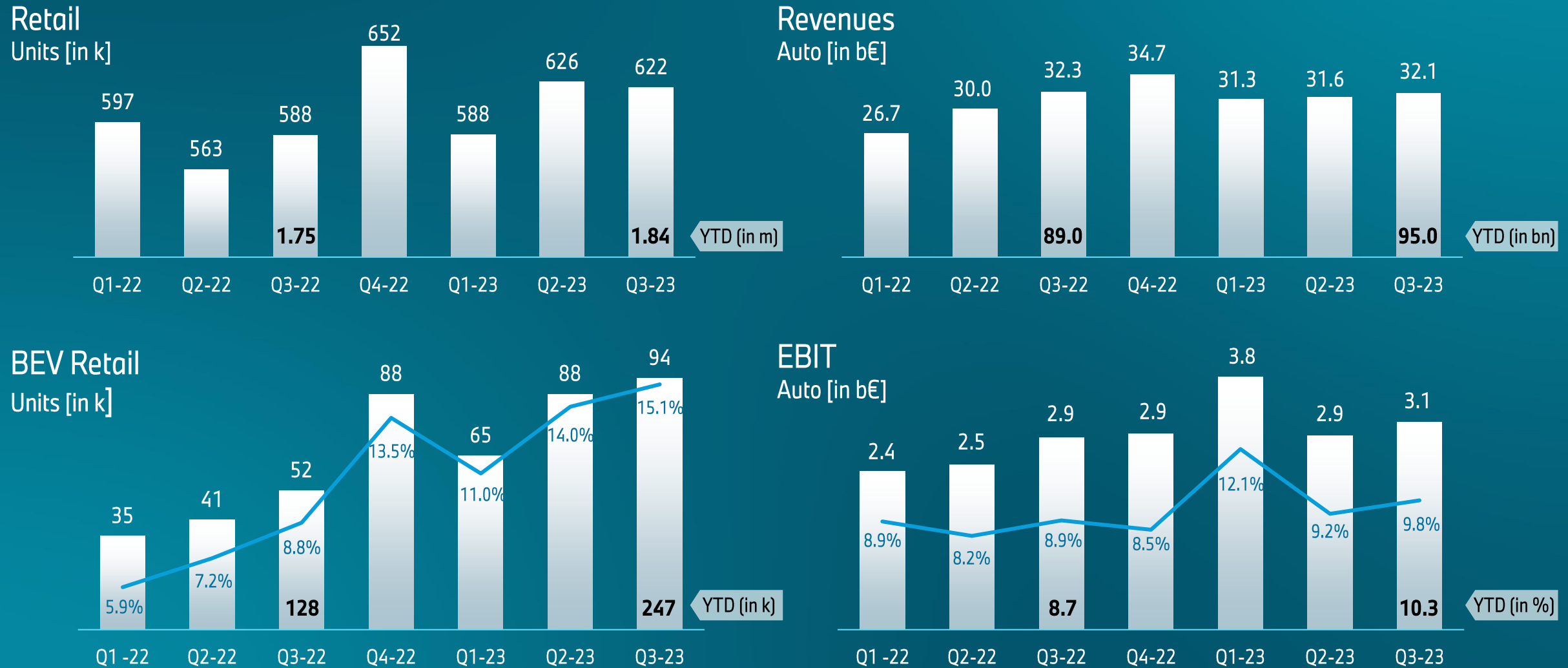
Strong earnings with double-digit EBT margin.

	Q3 2023	Q3 2022	CHANGE
Revenues Group [in m€]	38,458	37,176	+3.4%
Earnings before tax Group [EBT; in m€]	4,063	4,100	-0.9%
EBT Margin Group	10.6%	11.0%	-0.4%-pts



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

Sequential development 2022 and 2023.



AUTOMOTIVE SEGMENT EBIT IN Q3.

Positive YoY development in Q3 2023.

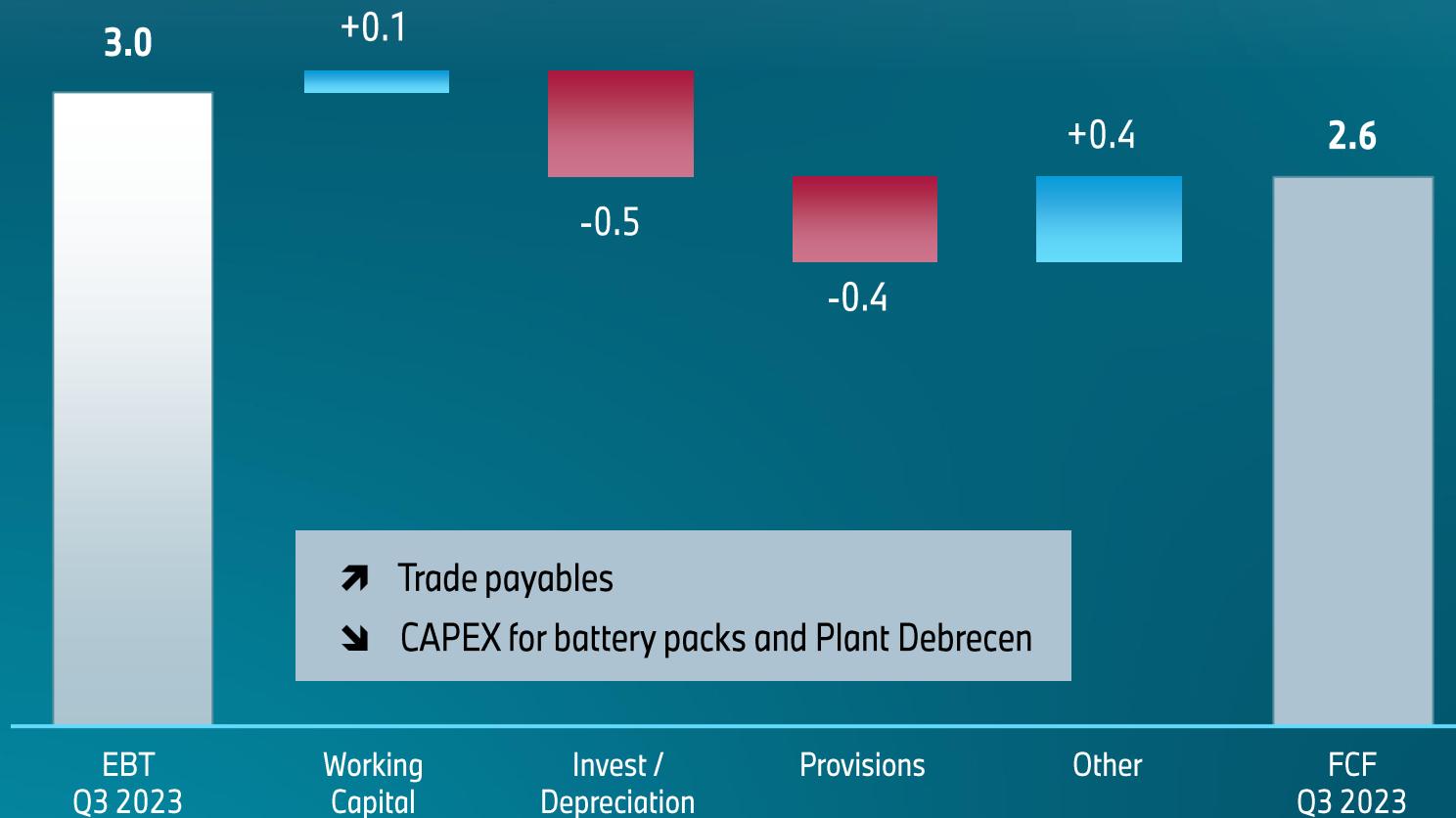
in b€



AUTOMOTIVE SEGMENT FREE CASHFLOW IN Q3.

Reconciliation EBT - FCF for Q3 2023.

in b€



YTD 5,759 m €
Q3 2,618 m €



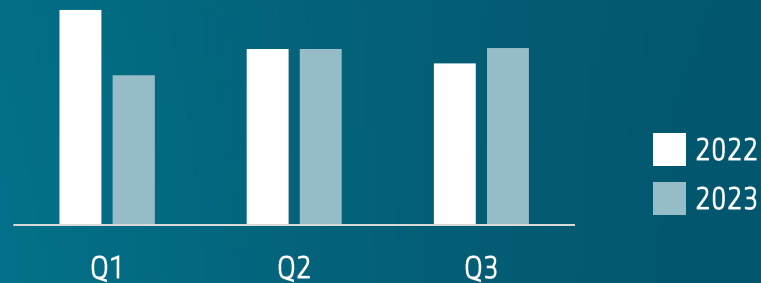
FINANCIAL SERVICES SEGMENT YTD SEPTEMBER.

High earnings level and stable risk situation.

Positive trend in new contracts in Q3.

	Jan-Sep 2023	Jan-Sep 2022	CHANGE
Contracts with new customers	1,112,817	1,178,286	-5.6%
Total volume of new customer contracts [in m€]	40,973	41,656	-1.6%
Earnings before tax [EBT; in m€]	2,451	2,672	-8.3%
Penetration Rate	38%	42%	-4%-pts

New Contract Development
2022 vs 2023



MOTORCYCLES SEGMENT IN Q3.

Deliveries remain at a high level; profit impacted by model launch timing.

	Q3 2023	Q3 2022	CHANGE
Deliveries [in units]	52,037	51,778	+0.5%
Revenues [in m€]	650	822	-20.9%
Earnings before interest and tax [EBIT; in m€]	-4	87	-
EBIT Margin	-0.6%	10.6%	-



OUTLOOK 2023.

BMW Group on track to meet guidance in all segments.



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 PERFORMS AS IT TRANSFORMS.

Strong brands and attractive product portfolio.

Flexibility to capitalize on market opportunities in a dynamic environment.

Consistent strong profit generation finances future investments.

Clear strategy and consistent execution for our long-term success.



THANK YOU.

