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BMW Group 10-year Comparison

		2005 IASs/IFRSs	2004 IASs/IFRSs adjusted ^{1]}
Deliveries to customers			
Automobiles ^{3]}	units	1,327,992	1,208,732
Motorcycles ^{4]}	units	97,474	92,266
Produktion			
Automobiles ^{3]}	units	1,323,119	1,250,345
Motorcycles ^{5]}	units	92,012	93,836
Financial Services			
Contract portfolio	contracts	2,087,368	1,843,399
Business volume (based on balance sheet carrying amounts)	euro million	40,428	32,556
Income Statement			
Revenues	euro million	46,656	44,335
Gross profit percentage Group ^{6]}	%	22.9	23.2
Gross profit percentage industrial operations ^{9]}	%	20.9	21.9
Gross profit percentage financial operations ^{9]}	%	12.0	12.5
Profit before financial result	euro million	3,793	3,774
Profit before tax	euro million	3,287	3,583
Return on sales (EBT/revenues)	%	7.0	8.1
Income taxes	euro million	1,048	1,341
Effective tax rate	%	31.9	37.4
Net profit/ – loss for the year	euro million	2,239	2,242
Balance sheet			
Non-current assets	euro million	47,556	40,822
Current assets	euro million	27,010	26,812
Equity	euro million	16,973	16,534
Equity ratio Group	%	22.8	24.4
Industrial operations ^{9]}	%	39.1	41.6
Financial operations ^{9]}	%	10.4	9.7
Non-current provisions and liabilities	euro million	29,509	26,517
Current provisions and liabilities	euro million	28,084	24,583
Balance sheet total	euro million	74,566	67,634
Cash flow statement			
Cash and cash equivalents at balance sheet date	euro million	1,621	2,128
Cash flow ^{9]}	euro million	5,602	5,187
Operative cash flow ^{10]}	euro million	6,184	6,157
Capital expenditure	euro million	3,993	4,347
Capital expenditure (capital expenditure/revenues)	%	8.6	9.8
Personnel			
Workforce at the end of year ^{7]}		105,798	105,972
Personnel cost per employee	euro	75,238	73,241
Dividend			
Dividend total	euro million	424	419
Dividend per share of common stock/preferred stock	euro	0.64/0.66	0.62/0.64

1] adjusted for new accounting treatment of pension obligations 2] reclassified after harmonisation of internal and external reporting systems 3] incl. Rover Cars until 9 May 2000 volume of C1 up to 2002: 33,489 units 6] net profit of euro 663 million before extraordinary items 7] from 1998 figures exclude suspended contracts of employment, employees computation of cash flow for external reporting purposes into line with standards normally applied on the financial markets. In future, the BMW Group will disclose both the figure for also given in the glossary on page 140. 10] figures only available from 2000 onwards

2003 IASs/IFRSs	2002 IASs/IFRSs reclassified ²⁾	2001 IASs/IFRSs	2000 IASs/IFRSs	2000 HGB	1999 HGB	1998 HGB	1997 HGB	1996 HGB
1,104,916	1,057,344	905,657	1,011,874	1,011,874	1,180,429	1,187,115	1,196,096	1,151,364
92,962	92,599	84,713	74,614	74,614	65,168	60,308	54,014	50,465
1,118,940	1,090,258	946,730	1,026,775	1,026,775	1,147,420	1,204,000	1,194,704	1,143,558
89,745	93,010	90,478	74,397	74,397	69,157	60,152	54,933	48,950
1,623,425	1,443,236	1,297,702	1,317,150	970,747	1,010,839	855,250	719,861	665,234
28,647	26,505	25,306	24,958	17,578	16,859	12,564	10,862	8,589
41,525	42,411	38,463	37,226	35,356	34,402	32,280	30,748	26,723
22.7	22.8	25.3	22.8	18.1	16.4	16.0	17.1	-
22.1	22.7	24.0	23.5	-	-	-	-	-
12.3	10.5	16.0	12.0	-	-	-	-	-
3,353	3,505	3,356	2,065	1,578	931	1,232	1,451	965
3,205	3,297	3,242	2,032	1,663	1,111	1,061	1,293	849
7.7	7.8	8.4	5.5	4.7	3.2	3.3	4.2	3.2
1,258	1,277	1,376	823	637	448	537	590	365
39.3	38.7	42.4	40.5	38.3	40.3	50.6	45.6	43.0
1,947	2,020	1,866	1,209	1,026	-2,487 ⁶⁾	462	638	420
36,921	34,667	31,282	30,079	20,056	19,857	18,586	16,735	13,413
24,554	20,844	19,977	19,261	15,819	17,650	12,053	10,506	9,770
16,150	13,871	10,770	9,432	4,896	3,932	6,445	5,240	4,636
26.3	25.0	21.0	19.1	13.6	10.5	21.0	19.2	20.0
45.4	43.1	37.0	35.9	19.1	11.9	28.7	25.3	25.0
9.8	9.4	8.4	8.1	8.0	8.7	10.0	10.0	11.5
22,090	20,028	19,223	17,386	13,457	14,785	9,331	10,288	8,597
23,235	21,612	21,266	22,522	17,522	18,790	14,863	11,713	9,950
61,475	55,511	51,259	49,340	35,875	37,507	30,639	27,241	23,183
1,659	2,333	2,437	2,927	2,879	2,055	1,935	1,257	1,379
4,490	4,374	4,202	3,779	3,198	2,807	2,479	2,518	2,092
4,970	4,553	4,304	3,966	-	-	-	-	-
4,245	4,042	3,516	2,781	2,138	2,155	2,179	2,311	1,958
10.2	9.5	9.1	7.5	6.0	6.3	6.8	7.5	7.3
104,342	101,395	97,275	93,624	93,624	114,952	118,489	117,624	116,112
73,499	69,560	66,711	63,548	62,307	55,710	51,703	50,493	46,122
392	351	350	310	310	269	234	203	152
0.58/0.60	0.52/0.54	0.52/0.54	0.46/0.48	0.46/0.48	0.40/0.42	10.23/10.74	10.23/10.74	7.67/8.18

and Land Rover until 30 June 2000 4] excluding C1, sales volume up to 2003: 32,859 units 5] up to 1999 including BMW F650 assembly at Aprilia S.p.A./excluding C1 production at Bertone, production in the non-working phase of pre-retirement, low-income earners 8] to 1996 presented using the nature of expense method 9] In its financial statements for 2005, the BMW Group has brought the the cash flow as defined here and operating cash flow; the latter corresponding to the cash flow from industrial operations reported in the cash flow statement. An exact definition of the two cash flow terms is