

# Interim Report to 30 September 2007



## Presentation

**BMW Group**

Rolls-Royce  
Motor Cars Limited



# BMW Group.

## Summary.

- BMW Group achieves further increase in sales volume, revenues and pre tax profit.
- Group revenues third quarter 2007: euro 13,778 million (+19.2%).
- Group profit before tax in the third quarter 2007:  
Euro 765 million (+6.3%).
- Automobiles profit before tax in the third quarter 2007:  
Euro 704 million (+15.2%).
- Deliveries Automobiles Sept. 2007 YTD: 1,094,849 units (+7.2%)
  - BMW Automobile 929,379 units (+6.3%)
  - MINI Automobile 164,891 units (+12.3%)
  - Rolls-Royce Automobile 579 units (+21.9%)
- Deliveries BMW Motorcycles 82,779 units (+4.3%)

# BMW Group.

## Key figures third quarter.

<b>Euro million</b>	<b>2007 1 July - 30 Sept.</b>	<b>2006 1 July - 30 Sept.</b>	<b>Change in %</b>
<b>Revenues</b>	<b>13,778</b>	<b>11,557</b>	<b>19.2</b>
<b>Profit before tax</b>	<b>765</b>	<b>720</b>	<b>6.3</b>
Automobiles	704	611	15.2
Motorcycles	5	4	25.0
Financial Services	191	182	4.9
Reconciliations	-135	-77	-75.3
<b>Net profit</b>	<b>803</b>	<b>452</b>	<b>77.7</b>
<b>EPS in Euro (common/preferred)</b>	<b>1.22/1.22</b>	<b>0.69/0.69</b>	<b>76.8/76.8</b>
<b>Operating Cashflow</b>	<b>1,678</b>	<b>255</b>	<b>558.0</b>

# BMW Group.

## Key figures first nine months.

<b>Euro million</b>	<b>2007 1 Jan. - 30 Sept.</b>	<b>2006 1 Jan. - 30 Sept.</b>	<b>Change in %</b>
<b>Revenues</b>	<b>40,412</b>	<b>36,368</b>	<b>11.1</b>
<b>Profit before tax</b>	<b>2,682</b>	<b>3,248</b>	<b>-17.4</b>
Automobiles	2,114	2,319	-8.8
Motorcycles	95	89	6.7
Financial Services	563	535	5.2
Reconciliations	-90	305	-
<b>Net profit</b>	<b>2,143</b>	<b>2,187</b>	<b>-2.0</b>
<b>EPS in Euro (common/preferred)</b>	<b>3.27/3.28</b>	<b>3.33/3.34</b>	<b>-1.8/-1.8</b>
<b>Operating cash flow</b>	<b>4,476</b>	<b>3,998</b>	<b>12.0</b>
<b>Equity</b>	<b>20,917</b>	<b>18,188</b>	<b>15.0</b>

# BMW Group.

## Revenues by segment third quarter.

<b>Euro million</b>	<b>2007 1 July - 30 Sept.</b>	<b>2006 1 July - 30 Sept.</b>	<b>Change in %</b>
<b>BMW Group</b>	<b>13,778</b>	<b>11,557</b>	<b>19.2</b>
Automobiles	13,107	11,088	18.2
Motorcycles	259	278	-6.8
Financial Services	3,569	2,703	32.0
Reconciliations	-3,157	-2,512	-25.7

# BMW Group.

## Revenues by segment first nine months.

<b>Euro million</b>	<b>2007 1 Jan. - 30 Sept.</b>	<b>2006 1 Jan. - 30 Sept.</b>	<b>Change in %</b>
<b>BMW Group</b>	<b>40,412</b>	<b>36,368</b>	<b>11.1</b>
Automobiles	38,782	35,262	10.0
Motorcycles	1,022	1,010	1.2
Financial Services	10,101	8,310	21.6
Reconciliations	-9,493	-8,214	-15.6

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## Return on Sales third quarter.

<b>Return on Sales <sup>1</sup> in percent</b>	<b>2007 1 July - 30 Sept.</b>	<b>2006 1 July - 30 Sept.</b>
<b>BMW Group</b>	<b>5.6</b>	<b>6.2</b>
Automobiles	5.4	5.5
Motorcycles	1.9	1.4
Financial Services	5.4	6.7

<sup>1</sup> Profit before tax / Revenues

# BMW Group.

## Return on Sales first nine months.

<b>Return on Sales <sup>1</sup> in percent</b>	<b>2007 1 Jan. - 30 Sept.</b>	<b>2006 1 Jan. - 30 Sept.</b>
<b>BMW Group</b>	<b>6.6</b>	<b>8.9</b>
Automobiles	5.5	6.6
Motorcycles	9.3	8.8
Financial Services	5.6	6.4

<sup>1</sup> Profit before tax / Revenues



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## Income Statement third quarter.

Euro million	2007 1 July - 30 Sept.	2006 1 July - 30 Sept.	Change in %
<b>Revenues</b>	<b>13,778</b>	<b>11,557</b>	<b>19.2</b>
Cost of sales	-10,902	-8,918	22.2
<b>Gross profit</b>	<b>2,876</b>	<b>2,639</b>	<b>9.0</b>
Sales and administrative costs	-1,228	-1,177	4.3
Research and development costs	-723	-605	19.5
Other operating income and expenses	48	25	92.0
<b>Profit before financial result</b>	<b>973</b>	<b>882</b>	<b>10.3</b>
Financial result	-208	-162	28.4
<b>Profit before tax</b>	<b>765</b>	<b>720</b>	<b>6.3</b>
Income taxes	38	-268	-
<b>Net profit</b>	<b>803</b>	<b>452</b>	<b>77.7</b>
Earnings per share (common/preferred)	1.22/1.22	0.69/0.69	76.8/76.8

# BMW Group.

## Income Statement first nine months.

Euro million	2007 1 Jan. - 30 Sept.	2006 1 Jan. - 30 Sept.	Change in %
<b>Revenues</b>	<b>40,412</b>	<b>36,368</b>	<b>11.1</b>
Cost of sales	-31,468	-28,062	12.1
<b>Gross profit</b>	<b>8,944</b>	<b>8,306</b>	<b>7.7</b>
Sales and administrative costs	-3,946	-3,620	9.0
Research and development costs	-2,195	-1,812	21.1
Other operating income and expenses	101	157	-35.7
<b>Profit before financial result</b>	<b>2,904</b>	<b>3,031</b>	<b>-4.2</b>
Financial result	-222	217	-
<b>Profit before tax</b>	<b>2,682</b>	<b>3,248</b>	<b>-17.4</b>
Income taxes	-539	-1,061	-49.2
<b>Net profit</b>	<b>2,143</b>	<b>2,187</b>	<b>-2.0</b>
Earnings per share (common/preferred)	3.27/3.28	3.33/3.34	-1.8/-1.8

# BMW Group.

## Cash flow statement.

Euro million	2007 1 Jan. - 30 Sept.	2006 1 Jan. - 30 Sept.
<b>Cash inflow from operating activities</b>	<b>7,881</b>	<b>7,526</b>
<b>Cash outflow from investing activities</b>	<b>-12,065</b>	<b>-9,020</b>
<b>Cash inflow from financing activities</b>	<b>4,706</b>	<b>1,171</b>
Effect of exchange rate and changes in composition of group on cash and cash equivalents	-21	75
<b>Change in cash and cash equivalents</b>	<b>501</b>	<b>-248</b>
Cash and cash equivalents at 1 January	1,336	1,621
<b>Cash and cash equivalents at 30 September</b>	<b>1,837</b>	<b>1,373</b>

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## Deliveries to customers third quarter.

<b>Deliveries of automobiles in units</b>	<b>2007 1 July - 30 Sept.</b>	<b>2006 1 July - 30 Sept.</b>	<b>Change in %</b>
<b>Total BMW</b>	<b>306,964</b>	<b>277,088</b>	<b>10.8%</b>
1 series	44,048	37,677	16.9%
3 series	129,989	120,659	7.7%
5 series	53,307	51,025	4.5%
6 series	4,271	4,869	-12.3%
7 series	10,627	11,350	-6.4%
X3	25,530	23,222	9.9%
X5	32,007	18,712	71.1%
Z4	7,185	9,572	-24.9%
Z8	0	2	-100.0%
<b>Total MINI</b>	<b>57,315</b>	<b>45,788</b>	<b>25.2%</b>
<b>Total Rolls-Royce</b>	<b>285</b>	<b>188</b>	<b>51.6%</b>
<b>BMW Group</b>	<b>364,564</b>	<b>323,064</b>	<b>12.8%</b>

# BMW Group.

## Deliveries to customers first nine months.

<b>Deliveries of automobiles in units</b>	<b>2007 1 Jan. - 30 Sept.</b>	<b>2006 1 Jan. - 30 Sept.</b>	<b>Change in %</b>
<b>Total BMW</b>	<b>929,379</b>	<b>874,208</b>	<b>6.3%</b>
1 series	114,330	116,689	-2.0%
3 series	418,247	374,998	11.5%
5 series	165,109	169,597	-2.6%
6 series	14,325	16,344	-12.4%
7 series	31,286	36,785	-14.9%
X3	83,001	79,524	4.4%
X5	80,540	57,459	40.2%
Z4	22,541	22,806	-1.2%
Z8	0	6	-100.0%
<b>Total MINI</b>	<b>164,891</b>	<b>146,851</b>	<b>12.3%</b>
<b>Total Rolls-Royce</b>	<b>579</b>	<b>475</b>	<b>21.9%</b>
<b>BMW Group</b>	<b>1,094,849</b>	<b>1,021,534</b>	<b>7.2%</b>

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## Deliveries to customers by region 3rd quarter.

<b>Deliveries of automobiles in units</b>	<b>2007 1 July - 30 Sept.</b>	<b>2006 1 July - 30 Sept.</b>	<b>Change in %</b>
<b>Europe</b>	<b>215,579</b>	<b>188,927</b>	<b>14.1%</b>
thereof Germany	64,964	63,222	2.8%
<b>North America</b>	<b>90,888</b>	<b>78,719</b>	<b>15.5%</b>
thereof USA	84,048	72,674	15.7%
<b>Asia</b>	<b>38,090</b>	<b>35,534</b>	<b>7.2%</b>
thereof Japan	13,307	15,273	-12.9%
thereof Chinese markets	14,923	11,248	32.7%
<b>Rest of the world</b>	<b>20,007</b>	<b>19,884</b>	<b>0.6%</b>
<b>BMW Group</b>	<b>364,564</b>	<b>323,064</b>	<b>12.8%</b>

# BMW Group.

## Deliveries to customers by region first nine months.

<b>Deliveries of automobiles in units</b>	<b>2007 1 Jan. - 30 Sept.</b>	<b>2006 1 Jan. - 30 Sept.</b>	<b>Change in %</b>
<b>Europe</b>	<b>651,550</b>	<b>610,031</b>	<b>6.8%</b>
thereof Germany	202,211	211,274	-4.3%
<b>North America</b>	<b>269,491</b>	<b>247,645</b>	<b>8.8%</b>
thereof USA	248,489	230,018	8.0%
<b>Asia</b>	<b>114,815</b>	<b>103,787</b>	<b>10.6%</b>
thereof Japan	46,080	46,088	0.0%
thereof Chinese markets	43,285	32,846	31.8%
<b>Rest of the world</b>	<b>58,993</b>	<b>60,071</b>	<b>-1.8%</b>
<b>BMW Group</b>	<b>1,094,849</b>	<b>1,021,534</b>	<b>7.2%</b>

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## MINI deliveries to customers by region 3rd quarter.

<b>Deliveries of MINI automobiles in units</b>	<b>2007 1 July - 30 Sept.</b>	<b>2006 1 July - 30 Sept.</b>	<b>Change in %</b>
<b>Europe</b>	<b>36,720</b>	<b>28,578</b>	<b>28.5%</b>
thereof Germany	6,941	6,026	15.2%
<b>North America</b>	<b>13,801</b>	<b>11,137</b>	<b>23.9%</b>
thereof USA	12,177	9,744	25.0%
<b>Asia</b>	<b>6,665</b>	<b>5,924</b>	<b>12.5%</b>
thereof Japan	3,090	3,307	-6.6%
thereof Chinese markets	989	579	70.8%
<b>Rest of the world</b>	<b>129</b>	<b>149</b>	<b>-13.4%</b>
<b>MINI total</b>	<b>57,315</b>	<b>45,788</b>	<b>25.2%</b>



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## MINI deliveries to customers by region first nine months.

<b>Deliveries of MINI automobiles in units</b>	<b>2007 1 Jan. - 30 Sept.</b>	<b>2006 1 Jan. - 30 Sept.</b>	<b>Change in %</b>
<b>Europe</b>	<b>108,619</b>	<b>94,719</b>	<b>14.7%</b>
thereof Germany	22,770	20,064	13.5%
<b>North America</b>	<b>36,680</b>	<b>34,046</b>	<b>7.7%</b>
thereof USA	31,936	29,770	7.3%
<b>Asia</b>	<b>19,216</b>	<b>17,743</b>	<b>8.3%</b>
thereof Japan	10,265	10,597	-3.1%
thereof Chinese markets	2,168	1,436	51.0%
<b>Rest of the world</b>	<b>376</b>	<b>343</b>	<b>9.6%</b>
<b>MINI total</b>	<b>164,891</b>	<b>146,851</b>	<b>12.3%</b>

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## The MINI model mix first nine months 2007.

<b>MINI Model Mix 1 Jan. - 30 Sept.</b>	<b>Units</b>	<b>Model mix in %</b>
MINI One	17,379	10.5%
MINI One D	338	0.2%
MINI Cooper	64,238	39.0%
MINI Cooper D	13,599	8.2%
MINI Cooper S	40,241	24.4%
MINI Convertible	29,096	17.6%
<b>MINI Total</b>	<b>164,891</b>	<b>100.0%</b>

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