1. The world’s leading premium manufacturer in the automotive industry

2. Goals reached and, in some areas, exceeded: new records results for retail, revenues and earnings

3. Most successful year in the company’s history
New retail record on group level

Financial result over last year's reference value, adjusted for Rolls-Royce book gain
BMW Group Financial Analysts' Meeting.
Passion for mobility.
BMW Group Financial Analysts' Meeting.
Main points.

1. Report about the business year 2006
2. Outlook and goals for the business year 2007
3. BMW Group is well prepared for future challenges.
4. We assume responsibility and act in a future-oriented way.
BMW Group Financial Analysts' Meeting.
Main points.

1. Report about the business year 2006
2. Outlook and goals for the business year 2007
3. BMW Group is well prepared for future challenges.
4. We assume responsibility and act in a future-oriented way.
Business year 2006.
BMW Group retail of automobiles.

<table>
<thead>
<tr>
<th>Year</th>
<th>Units (in k/units)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>1,328</td>
</tr>
<tr>
<td>2006</td>
<td>1,374</td>
</tr>
</tbody>
</table>

3.5% increase from 2005 to 2006.
Business year 2006.
Deliveries of BMW Motorrad.

<table>
<thead>
<tr>
<th>Year</th>
<th>Deliveries in k/units</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>97.5</td>
</tr>
<tr>
<td>2006</td>
<td>100.1</td>
</tr>
</tbody>
</table>

Increase: 2.7%
Business year 2006.
Financial Services.

Number of leasing and financing contracts administered [in millions]

- 2005: 2.087
- 2006: 2.271

Increase: 8.8%
Business year 2006.

Revenues.

<table>
<thead>
<tr>
<th></th>
<th>2005</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>in bn€</td>
<td></td>
<td></td>
</tr>
<tr>
<td>50</td>
<td>46.7</td>
<td>49.0</td>
</tr>
<tr>
<td>40</td>
<td></td>
<td></td>
</tr>
<tr>
<td>30</td>
<td></td>
<td></td>
</tr>
<tr>
<td>20</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Business year 2006.
Profit before tax.

<table>
<thead>
<tr>
<th>Year</th>
<th>Profit in bn€</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>3.287</td>
<td></td>
</tr>
<tr>
<td>2006</td>
<td>4.124</td>
<td>25.5%</td>
</tr>
</tbody>
</table>
Business year 2006.
Net profit.

2005: 2.239 billion €
2006: 2.874 billion €
Increase: 28.4%
Business year 2006.
Proposed dividend.

BMW common stock
70 cents per share (+9.4 percent)

BMW preferred stock
72 cents per share (+9.1 percent)
Business year 2006.
Global workforce.

employees

<table>
<thead>
<tr>
<th>Year</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>105,798</td>
</tr>
<tr>
<td>2006</td>
<td>106,575</td>
</tr>
</tbody>
</table>

0.7% increase from 2005 to 2006.
BMW Group Financial Analysts' Meeting.
Main points.

1. Report about the business year 2006
2. Outlook and goals for the business year 2007
3. BMW Group is well prepared for future challenges.
4. We assume responsibility and act in a future-oriented way.
Retail target.

- New retail records for all three brands, BMW, MINI and Rolls-Royce
- More than 1.4 billion vehicles on group level
- Growth rate in the higher single-digit percentage range
New BMW models.

- 1 Series
- 1 Series 3-door variant
- 3 Series Convertible
- M5 Touring
- 5 Series Sedan/Touring
- X5
BMW 1 Series: New variant launched in May.
3 Series: Convertible with retractable hardtop.
1 Series, 3 Series, 5 Series: The backbone of the BMW brand.
New MINI Generation.

MINI One

MINI Cooper D
Exciting model year – BMW and MINI.

Over 50,000 additional units sold from the first to the second quarter thanks to the new models.
Rolls-Royce Phantom Drophead Coupé.
New motorcycle models.

- G 650 Xcountry
- G 650 Xchallenge
- G 650 Xmoto
- K1200 R
- HP2 Megamoto
Outlook on the business year 2007.

Result target.

Adjusted for the book gain from the Rolls-Royce exchangeable bond, we aim to exceed the 2006 record pre-tax group earnings.
BMW Group Financial Analysts' Meeting.
Main points.

1. Report about the business year 2006
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3. BMW Group is well prepared for future challenges.
4. We assume responsibility and act in a future-oriented way.
Challenges.
The BMW Group is well prepared for the future.
Challenges.
BMW fleet consumption in Germany reduced by almost 30%.

Fuel consumption [%]

- 30 % since 1990
**Challenges.**

**BMW EfficientDynamics: The BMW 1 Series as an example.**

<table>
<thead>
<tr>
<th>Efficiency improvement of the BMW 118i revised model[^1]</th>
<th>Difference in %</th>
<th>-100</th>
<th>-75</th>
<th>-50</th>
<th>-25</th>
<th>+25</th>
<th>+50</th>
<th>+75</th>
<th>+100</th>
</tr>
</thead>
<tbody>
<tr>
<td>Power</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>+10</td>
</tr>
<tr>
<td>Torque</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>+5</td>
</tr>
<tr>
<td>Weight</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>+2</td>
</tr>
<tr>
<td>Drag</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>-3</td>
<td></td>
</tr>
<tr>
<td>Exhaust gas emissions</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

[^1]: manual transmission  
[^2]: Combined EU fuel consumption
### Challenges.

Efficiency increases of the BMW 1 Series, 3 Series and 5 Series.

<table>
<thead>
<tr>
<th>Model</th>
<th>Current 320i</th>
<th>New 118i:</th>
<th>New 118d:</th>
<th>New 525i</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fuel savings</td>
<td>23 percent less fuel consumption</td>
<td>5.9 liters of petrol/100km</td>
<td>4.7 liters of diesel/100km</td>
<td>33 percent less fuel consumption</td>
</tr>
</tbody>
</table>

- New 118i: 5.9 liters of petrol/100km
- New 118d: 4.7 liters of diesel/100km
- New 525i: 33 percent less fuel consumption
Challenges.

BMW EfficientDynamics: Optimization of engine technology.

4-cylinder petrol engine  4-cylinder diesel engine
Challenges.
BMW EfficientDynamics: Intelligent energy management.

- Basic powertrain technology
- Electrification / Hybridization
- Energy sources
- Heat management
- Additional drive systems
- Aerodynamics
- Light-weight construction
- Exhaust treatment
- Evaporation measures
- Rolling resistance
- Aerodynamics
- Light-weight construction
- Exhaust treatment
- Evaporation measures
- Rolling resistance
Challenges.

BMW a pioneer in economic diesel technology: 40 percent of BMW fleet with diesel engines.
Challenges.

BMW EfficientDynamics: Hydrogen 7 as the world’s first hydrogen-powered sedan.
Challenges.
BMW EfficientDynamics.

Maintain variety

Different CO₂ emission limits for different vehicle classes

Many models with less than 140 g CO₂ / km by the end of 2007: from the MINI Cooper D to the BMW 520d

Sheer driving pleasure

Sheer saving pleasure
Challenges.
Limit of 130 grams/CO$_2$ from 2012 on: Average consumption of all cars in Europe 5.3 l/100 km.
Challenges.
Integrated approach for the traffic sector.
BMW Group Financial Analysts' Meeting.
Main points.

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4. We assume responsibility and act in a future-oriented way.
Responsibility.
BMW Group acts as a good corporate citizen at all 23 global production locations.
BMW Group.
Financial Analysts' Meeting.

15 March 2007

Dr. Norbert Reithofer
Chairman of the Board of Management of BMW AG