

# Quarterly Report to 30 September 2008



## Presentation

**BMW Group**

Rolls-Royce  
Motor Cars Limited





# BMW Group.

## Key figures third quarter.

<b>Euro million</b>	<b>2008 1 July - 30 Sept.</b>	<b>2007 1 July - 30 Sept.</b>	<b>Change in %</b>
<b>Revenues</b>	<b>12,588</b>	<b>13,778</b>	<b>-8.6</b>
<b>Profit before tax</b>	<b>279</b>	<b>765</b>	<b>-63.5</b>
Automobiles	18	704	-97.4
Motorcycles	-7	5	-
Financial Services	-17	191	-
Reconciliations	285	-135	-
<b>Net profit</b>	<b>298</b>	<b>803</b>	<b>-62.9</b>
<b>EPS in Euro (common/preferred)</b>	<b>0.45/0.45</b>	<b>1.22/1.22</b>	<b>-63.1/-63.1</b>
<b>Operating Cashflow</b>	<b>1,070</b>	<b>1,678</b>	<b>-36.2</b>

# BMW Group.

## Key figures first nine months.

<b>Euro million</b>	<b>2008 1 Jan. - 30 Sept.</b>	<b>2007 1 Jan. - 30 Sept.</b>	<b>Change in %</b>
<b>Revenues</b>	<b>40,425</b>	<b>40,412</b>	<b>0.0</b>
<b>Profit before tax</b>	<b>1,522</b>	<b>2,682</b>	<b>-43.3</b>
Automobiles	882	2,114	-58.3
Motorcycles	80	95	-15.8
Financial Services	131	563	-76.7
Reconciliations	429	-90	-
<b>Net profit</b>	<b>1,292</b>	<b>2,143</b>	<b>-39.7</b>
<b>EPS in Euro (common/preferred)</b>	<b>1.97/1.98</b>	<b>3.27/3.28</b>	<b>-39.8/-39.6</b>
<b>Operating cash flow</b>	<b>3,392</b>	<b>4,476</b>	<b>-24.2</b>
<b>Equity</b>	<b>22,214</b>	<b>21,744</b>	<b>2.2</b>

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## Revenues by segment third quarter.

<b>Euro million</b>	<b>2008 1 July - 30 Sept.</b>	<b>2007 1 July - 30 Sept.</b>	<b>Change in %</b>
<b>BMW Group</b>	<b>12,588</b>	<b>13,778</b>	<b>-8.6</b>
Automobiles	11,113	13,107	-15.2
Motorcycles	271	259	4.6
Financial Services	4,084	3,569	14.4
Reconciliations	-2,880	-3,157	-

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## Revenues by segment first nine months.

<b>Euro million</b>	<b>2008 1 Jan. - 30 Sept.</b>	<b>2007 1 Jan. - 30 Sept.</b>	<b>Change in %</b>
<b>BMW Group</b>	<b>40,425</b>	<b>40,412</b>	<b>0.0</b>
Automobiles	37,029	38,782	-4.5
Motorcycles	1,008	1,022	-1.4
Financial Services	11,818	10,101	17.0
Reconciliations	-9,430	-9,493	-

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## EBIT-Margin, Return on Sales, third quarter.

<b>EBIT-Margin <sup>1</sup></b> in %	<b>2008</b> 1 July – 30 Sept.	<b>2007</b> 1 July – 30 Sept.
<b>BMW Group</b>	<b>3.1</b>	<b>7.1</b>
Automobiles	1.3	6.0
Motorcycles	-1.8	2.7
Financial Services	-0.6	4.9

<b>Return on Sales <sup>2</sup></b> in %	<b>2008</b> 1 July – 30 Sept.	<b>2007</b> 1 July – 30 Sept.
<b>BMW Group</b>	<b>2.2</b>	<b>5.6</b>
Automobiles	0.2	5.4
Motorcycles	-2.6	1.9
Financial Services	-0.4	5.4

<sup>1</sup> EBIT / revenues

<sup>2</sup> Profit before tax / revenues

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## EBIT-Margin, Return on Sales, first nine months.

<b>EBIT-Margin <sup>1</sup> in %</b>	<b>2008 1 Jan. – 30 Sept.</b>	<b>2007 1 Jan. – 30 Sept.</b>
<b>BMW Group</b>	<b>4.1</b>	<b>7.2</b>
Automobiles	3.1	5.9
Motorcycles	8.6	10.0
Financial Services	0.8	5.4

<b>Return on Sales <sup>2</sup> in %</b>	<b>2008 1 Jan. – 30 Sept.</b>	<b>2007 1 Jan. – 30 Sept.</b>
<b>BMW Group</b>	<b>3.8</b>	<b>6.6</b>
Automobiles	2.4	5.5
Motorcycles	7.9	9.3
Financial Services	1.1	5.6

<sup>1</sup> EBIT / revenues

<sup>2</sup> Profit before tax / revenues



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## Income Statement third quarter.

Euro million	2008 1 July - 30 Sept.	2007 1 July - 30 Sept.	Change in %
<b>Revenues</b>	<b>12,588</b>	<b>13,778</b>	<b>-8.6</b>
Cost of sales	-10,298	-10,902	-5.5
<b>Gross profit</b>	<b>2,290</b>	<b>2,876</b>	<b>-20.4</b>
Sales and administrative costs	-1,306	-1,228	6.4
Research and development costs	-686	-723	-5.1
Other operating income and expenses	89	48	85.4
<b>Profit before financial result</b>	<b>387</b>	<b>973</b>	<b>-60.2</b>
Financial result	-108	-208	-48.1
<b>Profit before tax</b>	<b>279</b>	<b>765</b>	<b>-63.5</b>
Income taxes	19	38	-50.0
<b>Net profit</b>	<b>298</b>	<b>803</b>	<b>-62.9</b>
Earnings per share (common/preferred)	0.45/0.45	1.22/1.22	-63.1/-63.1

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## Income Statement first nine months.

Euro million	2008 1 Jan. - 30 Sept.	2007 1 Jan. - 30 Sept.	Change in %
<b>Revenues</b>	<b>40,425</b>	<b>40,412</b>	<b>0.0</b>
Cost of sales	-32,718	-31,468	4.0
<b>Gross profit</b>	<b>7,707</b>	<b>8,944</b>	<b>-13.8</b>
Sales and administrative costs	-4,055	-3,946	2.8
Research and development costs	-2,162	-2,195	-1.5
Other operating income and expenses	149	101	47.5
<b>Profit before financial result</b>	<b>1,639</b>	<b>2,904</b>	<b>-43.6</b>
Financial result	-117	-222	-47.3
<b>Profit before tax</b>	<b>1,522</b>	<b>2,682</b>	<b>-43.3</b>
Income taxes	-230	-539	-57.3
<b>Net profit</b>	<b>1,292</b>	<b>2,143</b>	<b>-39.7</b>
Earnings per share (common/preferred)	1.97/1.98	3.27/3.28	-39.8/-39.6

# BMW Group.

## Cash flow statement.

Euro million	2008 1 Jan. - 30 Sept.	2007 1 Jan. - 30 Sept.
<b>Cash inflow from operating activities</b>	<b>8,630</b>	<b>7,881</b>
<b>Cash outflow from investing activities</b>	<b>-14,739</b>	<b>-12,065</b>
<b>Cash inflow from financing activities</b>	<b>7,398</b>	<b>4,706</b>
Effect of exchange rate and changes in composition of group on cash and cash equivalents	-31	-21
<b>Change in cash and cash equivalents</b>	<b>1,258</b>	<b>501</b>
Cash and cash equivalents at 1 January	2,393	1,336
<b>Cash and cash equivalents at 30 September</b>	<b>3,651</b>	<b>1,837</b>

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## Deliveries to customers, third quarter.

Deliveries of automobiles (in units)	1 July – 30 Sept. 2008	1 July – 30 Sept. 2007	Change in %
<b>BMW total</b>	<b>290,661</b>	<b>306,964</b>	<b>-5.3%</b>
1 series	56,853	44,048	29.1%
3 series	112,313	129,991	-13.6%
5 series	48,234	53,307	-9.5%
6 series	3,767	4,271	-11.8%
7 series	9,111	10,627	-14.3%
X3	18,438	25,530	-27.8%
X5	28,501	32,007	-11.0%
X6	9,362	0	-
Z4	4,082	7,183	-43.2%
<b>MINI total</b>	<b>58,105</b>	<b>57,315</b>	<b>1.4%</b>
Hatch	41,455	47,459	-12.7%
Cabrio	5,265	9,825	-46.4%
Clubman	11,385	31	.
<b>Rolls-Royce total</b>	<b>332</b>	<b>285</b>	<b>16.5%</b>
Phantom	178	202	-11.8%
Phantom Droph. Coupé & Phantom Coupé	154	83	85.5%
<b>BMW Group</b>	<b>349,098</b>	<b>364,564</b>	<b>-4.2%</b>

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## Deliveries to customers, first nine months.

Deliveries of automobiles (in units)	1 Jan. - 30 Sept. 2008	1 Jan. - 30 Sept. 2007	Change in %
<b>BMW total</b>	<b>928,230</b>	<b>929,379</b>	<b>-0.1%</b>
1 series	173,772	114,330	52.0%
3 series	368,365	418,247	-11.9%
5 series	154,605	165,109	-6.4%
6 series	13,480	14,325	-5.9%
7 series	29,355	31,286	-6.2%
X3	65,584	83,001	-21.0%
X5	91,853	80,540	14.0%
X6	15,444	0	-
Z4	15,772	22,541	-30.0%
<b>MINI total</b>	<b>184,915</b>	<b>164,891</b>	<b>12.1%</b>
Hatch	126,808	135,764	-6.6%
Cabrio	21,978	29,096	-24.5%
Clubman	36,129	31	.
<b>Rolls-Royce total</b>	<b>827</b>	<b>579</b>	<b>42.8%</b>
Phantom	475	496	-4.2%
Phantom Drophead Coupé	325	83	-
<b>BMW Group</b>	<b>1,113,972</b>	<b>1,094,849</b>	<b>1.7%</b>

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## Deliveries to customers by region third quarter.

<b>Deliveries of automobiles in units</b>	<b>2008 1 July - 30 Sept.</b>	<b>2007 1 July - 30 Sept.</b>	<b>Change in %</b>
<b>Europe</b>	<b>203,896</b>	<b>214,434</b>	<b>-4.9%</b>
thereof Germany	66,000	65,186	1.2%
<b>North America</b>	<b>85,577</b>	<b>90,888</b>	<b>-5.8%</b>
thereof USA	78,518	84,048	-6.6%
<b>Asia</b>	<b>42,055</b>	<b>38,090</b>	<b>10.4%</b>
thereof Japan	12,347	13,307	-7.2%
thereof Chinese markets	19,040	14,925	27.6%
<b>Rest of the world</b>	<b>17,570</b>	<b>22,152</b>	<b>-19.4%</b>
<b>BMW Group</b>	<b>349,098</b>	<b>364,564</b>	<b>-4.2%</b>

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## Deliveries to customers by region first nine months.

<b>Deliveries of automobiles in units</b>	<b>2008 1 Jan. - 30 Sept.</b>	<b>2007 1 Jan. - 30 Sept.</b>	<b>Change in %</b>
<b>Europe</b>	<b>674,248</b>	<b>651,550</b>	<b>3.5%</b>
thereof Germany	212,501	202,211	5.1%
<b>North America</b>	<b>257,847</b>	<b>269,491</b>	<b>-4.3%</b>
thereof USA	236,598	248,489	-4.8%
<b>Asia</b>	<b>125,613</b>	<b>114,815</b>	<b>9.4%</b>
thereof Japan	38,897	46,080	-15.6%
thereof Chinese markets	54,557	43,285	26.0%
<b>Rest of the world</b>	<b>56,264</b>	<b>58,993</b>	<b>-4.6%</b>
<b>BMW Group</b>	<b>1,113,972</b>	<b>1,094,849</b>	<b>1.7%</b>

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## The MINI model mix first nine months 2008.

<b>MINI Model Mix 1 Jan. - 30 Sept. 2008</b>	<b>Units</b>	<b>Model mix in %</b>
MINI One incl. One D	21,258	11.5
MINI Cooper incl. Cooper D	72,099	39.0
MINI Cooper S	33,451	18.1
MINI Convertible	21,978	11.9
MINI Clubman	36,129	19.5
<b>Total</b>	<b>184,915</b>	<b>100.0</b>



# Quarterly Report

## to 30 September 2008



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