

# Interim Report to 31 March 2006

## Presentation



**BMW Group**

Rolls-Royce  
Motor Cars Limited



# BMW Group.

## Summary.

- The BMW Group started the financial year 2006 with the first quarter successfully.
- Group revenues first quarter 2006: euro 11,618 million (+12.2%).
- Group profit before tax in the first three months:  
euro 1,296 million (+57.7%).
- Automobiles profit before tax in the first three months:  
euro 761 million (+7.2%).
- Deliveries Automobiles March 2006 YTD: 332,923 (+13.9%)
  - BMW Automobile 283,297 units (+18.3%)
  - MINI Automobile 49,519 units (-6.0%)
  - Rolls-Royce Automobile 107 units (-15.1%)
- Deliveries BMW Motorcycles 19,051 units (-10.6%)

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## Key figures first quarter 2006.

<b>Euro million</b>	<b>2006 1 Jan.- 31 March</b>	<b>2005 1 Jan.- 31 March</b>	<b>Change in %</b>
<b>Revenues</b>	<b>11,618</b>	<b>10,357</b>	<b>12.2%</b>
<b>Profit before tax</b>	<b>1,296</b>	<b>822</b>	<b>57.7%</b>
Automobiles	761	710	7.2%
Motorcycles	29	31	-6.5%
Financial Services	173	150	15.3%
Reconciliations	333	-69	-
<b>Net profit</b>	<b>948</b>	<b>525</b>	<b>80.6%</b>
<b>EPS in Euro (common/preferred)</b>	<b>1.44/ 1.44</b>	<b>0.78/ 0.78</b>	<b>84.6%</b>
<b>Cash flow</b>	<b>1,631</b>	<b>1,300</b>	<b>25.5%</b>
<b>Operating Cash flow</b>	<b>1,221</b>	<b>1,116</b>	<b>9.4%</b>
<b>Equity</b>	<b>17,257</b>	<b>16,973</b>	<b>1.7%</b>

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## Revenues by segment.

<b>Euro million</b>	<b>2006 1 Jan.- 31 March</b>	<b>2005 1 Jan.- 31 March</b>	<b>Change in %</b>
<b>BMW Group</b>	<b>11,618</b>	<b>10,357</b>	<b>12.2%</b>
Automobiles	11,231	9,954	12.8%
Motorcycles	313	318	-1.6%
Financial Services	2,738	2,135	28.2%
Reconciliations	-2,664	-2,050	-30.0%

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## Return on Sales.

Return on Sales <sup>1</sup> in %	2006 1 Jan.- 31 March	2005 1 Jan.- 31 March
<b>BMW Group</b>	<b>11.2</b>	<b>7.9</b>
Automobiles	6.8	7.1
Motorcycles	9.3	9.7
Financial Services	6.3	7.0

<sup>1</sup> Profit from ordinary activities / Revenues

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## Income Statement.

Euro million	2006 1 Jan. – 31 March	2005 1 Jan. – 31 March	Change in %
<b>Revenues</b>	<b>11,618</b>	<b>10,357</b>	12.2%
Cost of sales	-9,047	-7,907	14.4%
<b>Gross profit</b>	<b>2,571</b>	<b>2,450</b>	4.9%
Sales and administrative costs	-1,156	-1,111	4.1%
Research and development costs	-609	-597	2.0%
Other operating income	198	186	6.5%
Other operating expenses	-115	-97	18.6%
<b>Profit before financial result</b>	<b>889</b>	<b>831</b>	7.0%
Financial result	407	-9	-
<b>Profit before tax</b>	<b>1,296</b>	<b>822</b>	57.7%
Income taxes	-348	-297	17.2%
<b>Net profit</b>	<b>948</b>	<b>525</b>	80.6%
Earnings per share (common/ preferred)	1.44/ 1.44	0.78/ 0.78	84.6%

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## Cash flow statement.

Euro million	2006 1 <sup>st</sup> quarter	2005 1 <sup>st</sup> quarter
<b>Cash inflow from operating activities</b>	<b>2,473</b>	<b>2,334</b>
<b>Cash outflow from investing activities</b>	<b>-2,377</b>	<b>-2,520</b>
<b>Cash inflow/ outflow from financing activities</b>	<b>-424</b>	<b>73</b>
Effect of exchange rate and changes in composition of group on cash and cash equivalents	682	27
<b>Change in cash and cash equivalents</b>	<b>354</b>	<b>-86</b>
Cash and cash equivalents at 1 January	1,621	2,128
<b>Cash and cash equivalents at 31 March</b>	<b>1,975</b>	<b>2,042</b>

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## Deliveries to customers.

<b>Deliveries of automobiles in units</b>	<b>2006 31 March</b>	<b>2005 31 March</b>	<b>Change in %</b>
<b>Total BMW</b>	<b>283,297</b>	<b>239,387</b>	<b>18.3%</b>
1 Series	37,611	36,042	4.4%
3 Series	122,691	79,537	54.3%
5 Series	57,837	54,239	6.6%
6 Series	5,109	5,185	-1.5%
7 Series	11,727	8,025	46.1%
X3	25,175	27,529	-8.6%
X5	19,913	22,740	-12.4%
Z3/Z4	3,233	6,085	-46.9%
Z8	1	5	-80.0%
<b>Total MINI</b>	<b>49,519</b>	<b>52,694</b>	<b>-6.0%</b>
<b>Total Rolls-Royce</b>	<b>107</b>	<b>126</b>	<b>-15.1%</b>
<b>BMW Group</b>	<b>332,923</b>	<b>292,207</b>	<b>13.9%</b>



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## Deliveries to customers by region.

<b>Deliveries of automobiles in units</b>	<b>2006 31 March</b>	<b>2005 31 March</b>	<b>Change in %</b>
Germany	72,559	65,681	10.5%
Rest of Europe	126,512	112,530	12.4%
Americas	81,234	72,992	11.3%
thereof USA	72,622	65,599	10.7%
Africa, Asia, Pacific Region, etc.	52,618	41,004	28.3%
<b>BMW Group</b>	<b>332,923</b>	<b>292,207</b>	<b>13.9%</b>

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## MINI deliveries to customers by region.

<b>Deliveries of MINI Automobiles in units</b>	<b>2006 31 March</b>	<b>2005 31 March</b>	<b>Change in %</b>
Germany	6,939	6,857	1.2%
Rest of Europe	26,196	29,203	-10.3%
Americas	10,681	11,291	-5.4%
thereof USA	9,485	10,184	-6.9%
Africa, Asia, Pacific Region, etc.	5,703	5,343	6.7%
<b>Total MINI Automobiles</b>	<b>49,519</b>	<b>52,694</b>	<b>-6.0%</b>

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## The MINI model mix.

<b>MINI Model Mix 31 March 2006</b>	<b>Units</b>	<b>Model mix in %</b>
MINI One	8,379	16.9%
MINI One D	5,018	10.1%
MINI Cooper	15,953	32.2%
MINI Cooper S	10,523	21.3%
MINI Convertible	9,646	19.5%

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