BMW Group.
Annual Accounts Press Conference.

14 March 2007

Dr. Norbert Reithofer
Chairman of the Board of Management of BMW AG
BMW Group Annual Accounts
Press Conference.
Business year 2006.

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
BMW Group Annual Accounts
Press Conference.

- New retail record on group level
- Financial result over last year’s reference value, adjusted for Rolls-Royce book gain
BMW Group Annual Accounts
Press Conference.
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.
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Business year 2006.
BMW Group retail of automobiles.

in k/units

2005: 1,328
2006: 1,374

Increase: 3.5%
Business year 2006.
Deliveries of BMW Motorrad.

2005: 97.5 k/units
2006: 100.1 k/units
Increase: 2.7%
Business year 2006.
Financial Services.

Number of leasing and financing contracts administered [in millions]

- 2005: 2.087
- 2006: 2.271

Change: +8.8%
Business year 2006.

Revenues.

in bn€

<table>
<thead>
<tr>
<th></th>
<th>2005</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>50</td>
<td>46.7</td>
<td>49.0</td>
</tr>
<tr>
<td>40</td>
<td></td>
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<td>30</td>
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<td>20</td>
<td></td>
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<tr>
<td>10</td>
<td></td>
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</tbody>
</table>

Increase: 5.0%
Business year 2006.
Profit before tax.
Business year 2006.
Net profit.

in bn€

<table>
<thead>
<tr>
<th>Year</th>
<th>Net Profit</th>
</tr>
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<tbody>
<tr>
<td>2005</td>
<td>2.239</td>
</tr>
<tr>
<td>2006</td>
<td>2.874</td>
</tr>
</tbody>
</table>

Change: 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.

<table>
<thead>
<tr>
<th>Employees</th>
<th>2005</th>
<th>2006</th>
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<tbody>
<tr>
<td></td>
<td>105,798</td>
<td>106,575</td>
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Increase: 0.7%
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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.

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.
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.
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Challenges.
The BMW Group is well prepared for the future.
Challenges.
BMW fleet consumption in Germany reduced by almost 30%.
Challenges.
BMW EfficientDynamics: The BMW 1 Series as an example.

Efficiency improvement of the BMW 118i revised model\textsuperscript{1}
(Index = BMW 118i model year 2004, compared with the 118i available from spring 2007)

<table>
<thead>
<tr>
<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>
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<tbody>
<tr>
<td>Power</td>
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<td></td>
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<td></td>
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<tr>
<td>Torque</td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
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<td>+5</td>
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<td>Weight</td>
<td></td>
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<td></td>
<td></td>
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<td>+2</td>
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<td></td>
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<td></td>
<td></td>
<td></td>
<td>-3</td>
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<tr>
<td>Exhaust gas emissions</td>
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<td></td>
<td></td>
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<td>Fuel consumption\textsuperscript{2}</td>
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<td></td>
<td></td>
<td></td>
<td>-19</td>
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</tbody>
</table>

1] manual transmission  2] Combined EU fuel consumption
Challenges.
Efficiency increases of the BMW 1 Series, 3 Series and 5 Series.

Current 320i – 23 percent less fuel consumption

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.
Challenges.
BMW EfficientDynamics: Intelligent energy management.

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

![Diagram showing integrated approach for the traffic sector with categories such as Politics, Automotive manufacturers & suppliers, Fuel industry, Traffic Infrastructure, Traffic management, and Customer (market).]
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Responsibility.
BMW Group acts as a good corporate citizen at all 23 global production locations.
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