

BMW Group Quarterly Report to 31 March 2008



Presentation



BMW Group

Rolls-Royce
Motor Cars Limited



BMW Group.

Summary.

- Strong operational performance in the first quarter marks a successful start of the financial year 2008. Earnings and sales volume outlook confirmed.
- The effects from the international financial crisis resulted in the recognition of exceptional expenses of euro 236 million in the first quarter.
- Group revenues first quarter 2008: euro 13,285 million (+11.2%).
- Group profit before tax in the first three months: euro 641 million (-24.8%).
- Automobiles profit before tax in the first three months: euro 539 million (-11.5%).
- Deliveries Automobiles March 2008 YTD:

• BMW Automobile	351,787 units	(+5.6%)
• MINI Automobile	293,550 units	(+2.6%)
• Rolls-Royce Automobile	58,054 units	(+23.6%)
	183 units	(+61.9%)
- Deliveries BMW Motorcycles 21,046 units (-8.6%)

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Key figures first quarter 2008.

Euro million	2008 1 Jan.- 31 March	2007 1 Jan.- 31 March	Change in %
Revenues	13,285	11,951	11.2
Earnings before interest and tax (EBIT)	827	912	-9.3
Profit before tax	641	852	-24.8
Automobiles	539	609	-11.5
Motorcycles	34	34	-
Financial Services	84	183	-54.1
Reconciliations	-16	26	-
Net profit	487	587	-17.0
EPS in Euro (common / preferred)	0.74/0.74	0.90 / 0.90	-17.8/-17.8
Operating Cash flow	1,105	1,253	-11.8
Equity	22,581	19,621	15.1

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Revenues by segment.

Euro million	2008 1 Jan.- 31 March	2007 1 Jan.- 31 March	Change in %
BMW Group	13,285	11,951	11.2
Automobiles	12,162	11,418	6.5
Motorcycles	345	367	-6.0
Financial Services	3,857	3,083	25.1
Reconciliations	-3,079	-2,917	5.6

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EBIT-Margin, Return on Sales.

EBIT-Margin ¹ in %	2008 1 Jan.-31 March	2007 1 Jan.- 31 March
BMW Group	6.2	7.6
Automobiles	5.1	5.8
Motorcycles	10.4	9.8
Financial Services	2.0	6.1

Return on Sales ² in %	2008 1 Jan.- 31 March	2007 1 Jan.- 31 March
BMW Group	4.8	7.1
Automobiles	4.4	5.3
Motorcycles	9.9	9.3
Financial Services	2.2	5.9

¹ EBIT / revenues

² Profit before tax / revenues

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Income Statement.

Euro million	2008 1 Jan. – 31 March	2007 1 Jan. – 31 March	Change in %
Revenues	13,285	11,951	11.2
Cost of sales	-10,437	-9,213	13.3
Gross profit	2,848	2,738	4.0
Sales and administrative costs	-1,290	-1,221	5.7
Research and development costs	-719	-637	12.9
Other operating income	288	143	101.4
Other operating expenses	-300	-111	170.3
Profit before financial result	827	912	-9.3
Financial result	-186	-60	210.0
Profit before tax	641	852	-24.8
Income taxes	-154	-265	-41.9
Net profit	487	587	-17.0
Earnings per share (common/ preferred)	0.74/0.74	0.90 / 0.90	-17.8/-17.8

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Cash flow statement.

Euro million	2008 1st quarter	2007 1st quarter
Cash inflow from operating activities	1,872	2,466
Cash outflow from investing activities	-3,281	-3,578
Cash inflow/ outflow from financing activities	2,561	1,029
Effect of exchange rate and changes in composition of group on cash and cash equivalents	-85	1
Change in cash and cash equivalents	1,067	-82
Cash and cash equivalents at 1 January	2,393	1,336
Cash and cash equivalents at 31 March	3,460	1,254

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Deliveries to customers.

Deliveries of automobiles (in units)	31 March 2008	31 March 2007	Change in %
BMW total	293,550	286,185	2.6
1 series	49,829	32,726	52.3
3 series	119,171	134,582	-11.5
5 series	51,008	51,252	-0.5
6 series	4,335	4,493	-3.5
7 series	9,416	9,690	-2.8
X3	22,897	29,247	-21.7
X5	31,148	17,459	78.4
X6	37	-	-
Z4	5,709	6,736	-15.2
MINI total	58,054	49,978	23.6
Hatch	40,706	39,347	3.5
Cabrio	6,591	7,631	-13.6
Clubman	10,757	-	-
Rolls-Royce total	183	113	61.9
Phantom	117	113	3.5
Drophead Coupé	66	-	-
BMW Group	351,787	333,276	5.6

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Deliveries to customers by region.

Deliveries of automobiles in units	2008 1 Jan.- 31 March	2007 1 Jan.- 31 March	Change in %
Europe	219,328	197,383	11.1
thereof Germany	65,488	62,789	4.3
North America	73,120	80,690	-9.4
thereof USA	68,586	75,475	-9.1
Asia	40,498	35,359	14.5
thereof Japan	13,377	15,812	-15.4
thereof Chinese markets	17,331	12,430	39.4
Rest of the world	18,841	19,844	-5.1
BMW Group	351,787	333,276	5.6

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The MINI model mix.

MINI Model Mix 31 March 2008	Units	Model mix in %
MINI One incl. One D	6,984	12.0
MINI Cooper incl. Cooper D	23,763	40.9
MINI Cooper S	9,959	17.2
MINI Convertible	6,591	11.4
MINI Clubman	10,757	18.5
Total	58,054	100.0

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