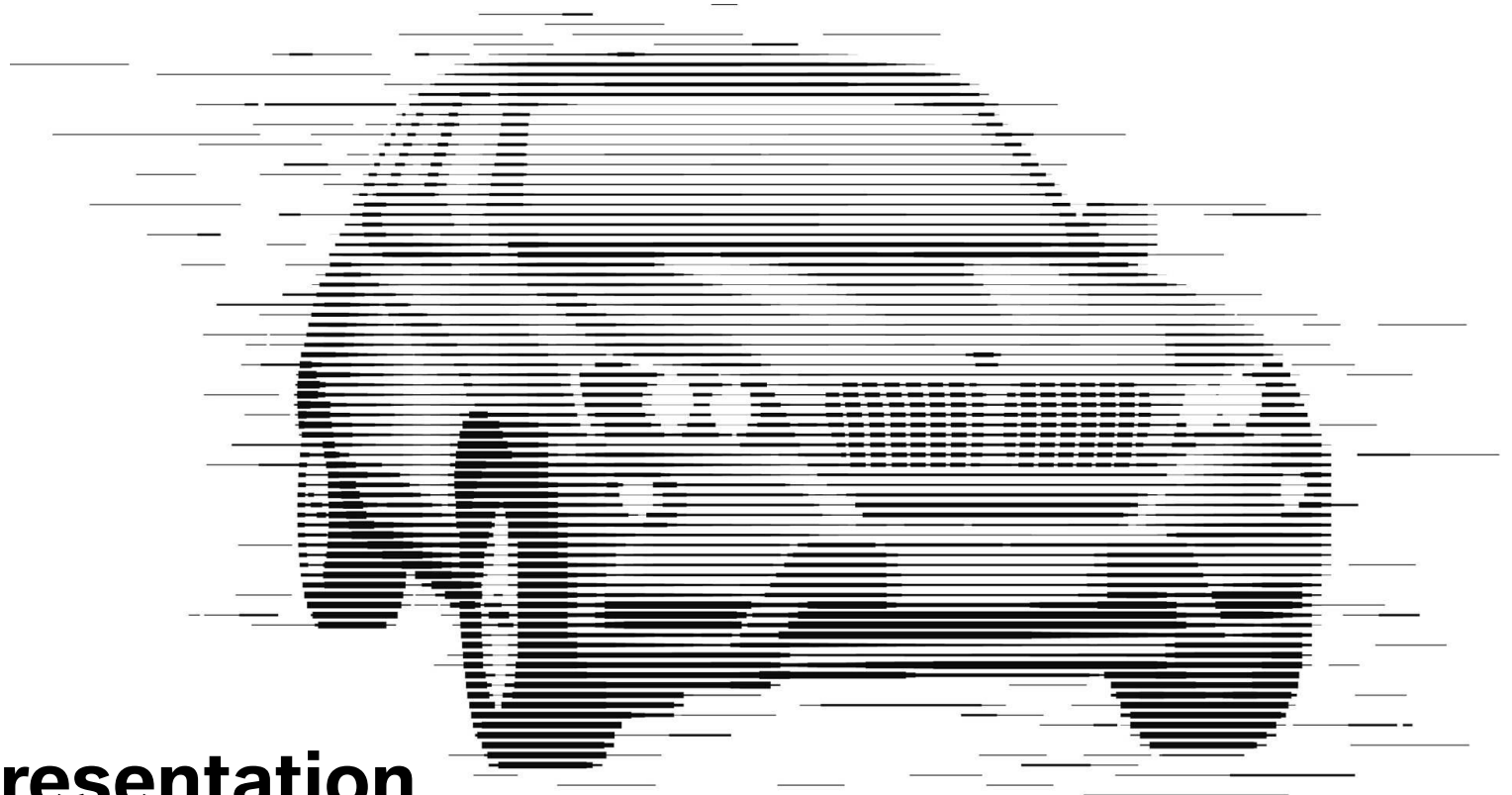


# Quarterly Report

## to 30 September 2010



## Presentation

**BMW Group**

Rolls-Royce  
Motor Cars Limited



# BMW Group.

## Summary.

- Automobiles segment aiming for EBIT margin above 7%.
- Adjusted Free cash flow Automobiles of euro +2,131 million.
- Return on Equity of more than 18% in 2010 in segment financial services.
- Group revenues first nine months 2010: euro 43,731million (20.7%).
- Group EBIT in the first nine months:  
euro 3,358 million (euro 1,192 million in Q3-2010).
- Automobiles EBIT in the first nine months:  
euro 2,760 million (euro 1,152 million in Q3-2010).
- Deliveries Automobiles 09/2010 YTD:
 

1,062,216 units	(13.1%)
▪ BMW Automobile	892,737 units (14.8%)
▪ MINI Automobile	167,751 units (3.8%)
▪ Rolls-Royce Automobile	1,728 units (274.8%)
▪ Deliveries BMW Motorcycles	81,508 units (16.9%)

# BMW Group.

## Key figures third quarter 2010.

euro million	2010 1 July – 30 Sept.	2009 1 July – 30 Sept.	Change in %
<b>Revenues</b>	<b>15,940</b>	<b>11,759</b>	<b>35.6</b>
<b>Loss / profit before financial result (EBIT)</b>	<b>1,192</b>	<b>55</b>	<b>.</b>
Automobiles	1,152	-76	.
Motorcycles	2	-3	.
Financial Services	308	89	.
Other entities	0	8	.
Eliminations	-270	37	.
<b>Profit before tax</b>	<b>1,359</b>	<b>126</b>	<b>.</b>
<b>Net profit</b>	<b>874</b>	<b>78</b>	<b>.</b>
<b>EPS in Euro (common / preferred)</b>	<b>1.33/1.33</b>	<b>0.12/0.12</b>	<b>.</b>
<b>Operating Cash flow (Automobiles)</b>	<b>1,764</b>	<b>654</b>	<b>.</b>

# BMW Group.

## Key figures first nine months 2010.

euro million	2010 1 Jan. - 30 Sept.	2009 1 Jan. - 30 Sept.	Change in %
<b>Revenues</b>	<b>43,731</b>	<b>36,239</b>	<b>20.7</b>
<b>Loss / profit before financial result (EBIT)</b>	<b>3,358</b>	<b>169</b>	<b>.</b>
Automobiles	2,760	-358	.
Motorcycles	88	51	72.5
Financial Services	900	234	.
Other entities	-74	46	.
Eliminations	-316	196	.
<b>Loss / profit before tax</b>	<b>3,166</b>	<b>79</b>	<b>.</b>
<b>Net loss / net profit</b>	<b>2,032</b>	<b>47</b>	<b>.</b>
<b>EPS in Euro (common / preferred)</b>	<b>3.09/3.10</b>	<b>0.06/0.07</b>	<b>.</b>
<b>Operating Cash flow (Automobiles)</b>	<b>4,172</b>	<b>2,763</b>	<b>51.0</b>
<b>Equity</b>	<b>21,722</b>	<b>19,939</b>	<b>8.9</b>

# BMW Group.

## Revenues by segment third quarter 2010.

euro million	2010 1 July - 30 Sept.	2009 1 July - 30 Sept.	Change in %
<b>BMW Group</b>	<b>15,940</b>	<b>11,759</b>	<b>35.6</b>
Automobiles	14,210	10,178	39.6
Motorcycles	291	239	21.8
Financial Services	4,278	3,831	11.7
Other Entities	1	1	.
Eliminations	-2,840	-2,490	14.1

# BMW Group.

## Revenues by segment first nine months 2010.

euro million	2010 1 Jan. - 30 Sept.	2009 1 Jan. - 30 Sept.	Change in %
<b>BMW Group</b>	<b>43,731</b>	<b>36,239</b>	<b>20.7</b>
Automobiles	38,551	30,610	25.9
Motorcycles	1,081	865	25.0
Financial Services	12,480	12,058	3.5
Other Entities	3	3	.
Eliminations	-8,384	-7,297	14.9

# BMW Group.

## EBIT-Margin, Return on Sales, third quarter 2010.

EBIT-Margin <sup>1</sup> in %	2010 1 July – 30 Sept.	2009 1 July – 30 Sept.
<b>BMW Group</b>	<b>7.5</b>	<b>0.5</b>
Automobiles	8.1	-0.7
Motorcycles	0.7	-1.3
Financial Services	7.2	2.3

Return on Sales <sup>2</sup> in %	2010 1 July – 30 Sept.	2009 1 July – 30 Sept.
<b>BMW Group</b>	<b>8.5</b>	<b>1.1</b>
Automobiles	9.0	-1.5
Motorcycles	0.0	-2.1
Financial Services	7.4	2.5

<sup>1</sup> EBIT / revenues

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

# BMW Group.

## EBIT-Margin, Return on Sales, first nine months 2010.

<b>EBIT-Margin <sup>1</sup> in %</b>	<b>2010 1 Jan. – 30 Sept.</b>	<b>2009 1 Jan. – 30 Sept.</b>
<b>BMW Group</b>	<b>7.7</b>	<b>0.5</b>
Automobiles	7.2	-1.2
Motorcycles	8.1	5.9
Financial Services	7.2	1.9

<b>Return on Sales <sup>2</sup> in %</b>	<b>2010 1 Jan. – 30 Sept.</b>	<b>2009 1 Jan. – 30 Sept.</b>
<b>BMW Group</b>	<b>7.2</b>	<b>0.2</b>
Automobiles	6.3	-2.6
Motorcycles	7.7	5.2
Financial Services	7.4	2.0

<sup>1</sup> EBIT / revenues

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



# BMW Group.

## Income Statement third quarter 2010.

euro million	2010 1 July - 30 Sept.	2009 1 July - 30 Sept.	Change in %
<b>Revenues</b>	<b>15,940</b>	<b>11,759</b>	<b>35.6</b>
Cost of sales	-13,290	-10,458	27.1
<b>Gross profit</b>	<b>2,650</b>	<b>1,301</b>	<b>.</b>
Sales and administrative costs	-1,355	-1,275	6.3
Other operating income	200	154	29.9
Other operating expenses	-303	-125	.
<b>Profit before financial result</b>	<b>1,192</b>	<b>55</b>	<b>.</b>
Financial result	167	71	.
<b>Profit before tax</b>	<b>1,359</b>	<b>126</b>	<b>.</b>
Income taxes	-485	-48	.
<b>Net profit</b>	<b>874</b>	<b>78</b>	<b>.</b>
Earnings per share (common/preferred)	1.33/1.33	0.12/0.12	.

# BMW Group.

## Income Statement first nine months 2010.

euro million	2010 1 Jan. - 30 Sept.	2009 1 Jan. - 30 Sept.	Change in %
<b>Revenues</b>	<b>43,731</b>	<b>36,239</b>	<b>20.7</b>
Cost of sales	-36,132	-32,358	11.7
<b>Gross profit</b>	<b>7,599</b>	<b>3,881</b>	<b>95.8</b>
Sales and administrative costs	-3,996	-3,734	7.0
Other operating income	573	561	2.1
Other operating expenses	-818	-539	51.8
<b>Profit before financial result</b>	<b>3,358</b>	<b>169</b>	<b>.</b>
Financial result	-192	-90	.
<b>Profit before tax</b>	<b>3,166</b>	<b>79</b>	<b>.</b>
Income taxes	-1,134	-32	.
<b>Net profit</b>	<b>2,032</b>	<b>47</b>	<b>.</b>
Earnings per share (common/preferred)	3.09/3.10	0.06/0.07	.

# BMW Group.

## Cash flow statement.

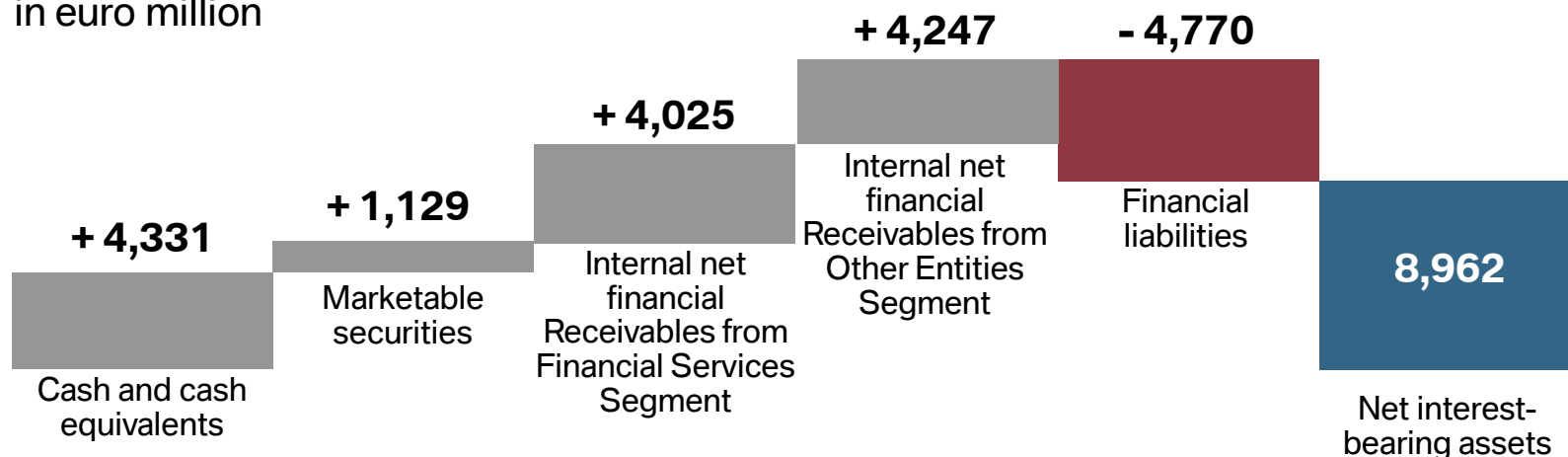
euro million	2010 1 Jan. - 30 Sept.	2009 1 Jan. - 30 Sept.
<b>Cash inflow from operating activities</b>	<b>8,482</b>	<b>7,234</b>
<b>Cash outflow from investing activities</b>	<b>-7,071</b>	<b>-7,020</b>
<b>Cash inflow from financing activities</b>	<b>-2,226</b>	<b>773</b>
Effect of exchange rate and changes in composition of group on cash and cash equivalents	181	-18
<b>Change in cash and cash equivalents</b>	<b>-634</b>	<b>969</b>
Cash and cash equivalents at 1 January	7,767	7,454
<b>Cash and cash equivalents at 30 September</b>	<b>7,133</b>	<b>8,423</b>

# BMW Group.

## Net interest-bearing assets Automobiles segment.

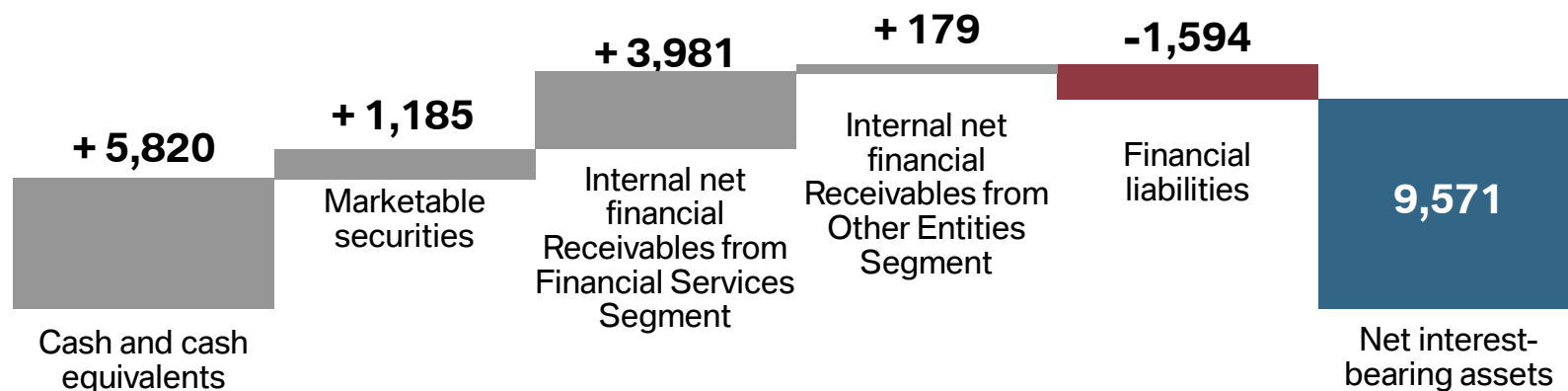
**12/31/2009**

in euro million



**09/30/2010**

in euro million



# BMW Group.

## Deliveries to customers, third quarter 2010.

Deliveries of automobiles (in units)	3 <sup>rd</sup> Quarter 2010	3 <sup>rd</sup> Quarter 2009	Change in %
<b>BMW total</b>	<b>306,982</b>	<b>263,864</b>	<b>16.3</b>
1 series	47,862	54,771	-12.6
3 series	96,581	99,280	-2.7
5 series	60,949	41,887	45.5
6 series	2,064	2,152	-4.1
7 series	16,638	12,930	28.7
X1	25,589	-	.
X3	10,411	13,413	-22.4
X5	28,196	20,039	40.7
X6	12,291	10,612	15.8
Z4	6,401	8,780	-27.1
<b>MINI total</b>	<b>58,450</b>	<b>60,104</b>	<b>-2.8</b>
Hatch	40,583	39,840	1.9
Convertible	8,880	10,074	-11.9
Clubman	7,224	10,190	-29.1
Countryman	1,763	-	.
<b>Rolls-Royce total</b>	<b>758</b>	<b>132</b>	<b>.</b>
Phantom	74	64	15.6
Phantom Coupé	16	37	-56.8
Phantom Drophead Coupé	17	31	-45.2
Ghost	651	-	.
<b>BMW Group</b>	<b>366,190</b>	<b>324,100</b>	<b>13.0</b>

# BMW Group.

## Deliveries to customers, first nine months 2010.

Deliveries of automobiles (in units)	Jan. – Sept. 2010	Jan. – Sept. 2009	Change in %
<b>BMW total</b>	<b>892,737</b>	<b>777,455</b>	<b>14.8</b>
1series	151,681	164,114	-7.6
3series	295,608	292,466	1.1
5series	155,648	127,363	22.2
6series	5,149	7,078	-27.3
7series	47,349	33,409	41.7
X1	72,294	-	.
X3	35,252	41,368	-14.8
X5	74,655	64,270	16.2
X6	34,464	30,459	13.1
Z4	20,637	16,928	21.9
<b>MINI total</b>	<b>167,751</b>	<b>161,638</b>	<b>3.8</b>
Hatch	116,663	110,611	5.5
Cabrio	25,838	22,271	16.0
Clubman	23,487	28,756	-18.3
Countryman	1,763	-	.
<b>Rolls-Royce total</b>	<b>1,728</b>	<b>461</b>	<b>.</b>
Phantom	229	191	19.9
Coupé	53	122	-56.6
Drophead Coupé	78	148	-47.3
Ghost	1,368	-	.
<b>BMW Group</b>	<b>1,062,216</b>	<b>939,554</b>	<b>13.1</b>

# BMW Group.

## Deliveries to customers by region third quarter 2010.

<b>Deliveries of automobiles (in units)</b>	<b>2010 1 July - 30 Sept.</b>	<b>2009 1 July - 30 Sept.</b>	<b>Change in %</b>
<b>Europe</b>	<b>187,795</b>	<b>184,482</b>	<b>1.8</b>
thereof Germany	59,313	59,939	-1.0
<b>North America</b>	<b>78,961</b>	<b>73,147</b>	<b>7.9</b>
thereof USA	70,657	64,816	9.0
<b>Asia</b>	<b>77,645</b>	<b>47,845</b>	<b>62.3</b>
thereof Japan	11,230	10,358	8.4
thereof Chinese markets	50,463	26,447	90.8
<b>Rest of the world</b>	<b>21,789</b>	<b>18,626</b>	<b>17.0</b>
<b>BMW Group</b>	<b>366,190</b>	<b>324,100</b>	<b>13.0</b>

# BMW Group.

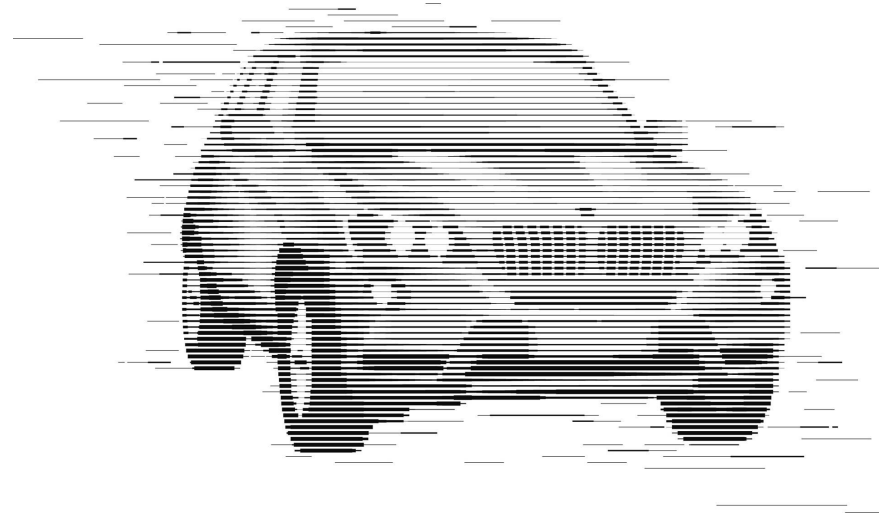
## Deliveries to customers by region first nine months 2010.

<b>Deliveries of automobiles (in units)</b>	<b>2010 1 Jan. - 30 Sept.</b>	<b>2009 1 Jan. - 30 Sept.</b>	<b>Change in %</b>
<b>Europe</b>	<b>577,626</b>	<b>559,487</b>	<b>3.2</b>
thereof Germany	191,579	201,601	-5.0
<b>North America</b>	<b>215,940</b>	<b>201,076</b>	<b>7.4</b>
thereof USA	192,569	179,364	7.4
<b>Asia</b>	<b>206,490</b>	<b>129,557</b>	<b>59.4</b>
thereof Japan	32,151	30,963	3.8
thereof Chinese markets	132,270	67,463	96.1
<b>Rest of the world</b>	<b>62,160</b>	<b>49,434</b>	<b>25.7</b>
<b>BMW Group</b>	<b>1,062,216</b>	<b>939,554</b>	<b>13.1</b>



# Quarterly Report

## to 30 September 2010



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**BMW Group**

Rolls-Royce  
Motor Cars Limited

