



BMW GROUP QUARTERLY REPORT

TO 30 SEPTEMBER 2012

**BMW
GROUP**



Rolls-Royce
Motor Cars Limited

SUMMARY.

- The BMW Group continued to perform successfully during the period under report despite difficult market conditions.
- New highs for sales volume, revenues and earnings.
- Group revenues third quarter 2012: **euro 18,817 million** (+13.7%).
- Group profit before tax in the third quarter 2012: **euro 1,987 million**.
- Group liquidity with **euro 11,049 billion** still on a solid level.
- Profit before financial result in the Automotive segment in the third quarter 2012: **euro 1,649 million**.
- Free Cash Flow Automotive segment in the third quarter: **euro 1,352 million**.
- Deliveries of Automobiles September 2012 YTD:

	1,335,502 units	(+8.3%)
• BMW Automobiles	1,109,962 units	(+8.6%)
• MINI Automobiles	223,214 units	(+7.2%)
• Rolls-Royce Automobiles	2,326 units	(-4.7%)
- Deliveries of Motorcycles September 2012 YTD: 85,944 units (-1.1%)

GROUP KEY FIGURES, THIRD QUARTER 2012.

Euro million	2012 1 July- 30 Sept.	2011 1 July- 30 Sept.	Change in %
Revenues	18,817	16,547	13.7
Earnings before interest and tax (EBIT)	2,004	1,761	13.8
Automotive	1,649	1,819	-9.3
Motorcycles	-3	-16	81.3
Financial Services	424	364	16.5
Other entities	17	-153	.
Eliminations	-83	-253	67.2
Profit/ loss before tax	1,987	1,689	17.6
Net profit/ net loss	1,289	1,111	16.0
EPS in Euro (common/preferred)	1.95/1.95	1.69/1.69	15.4/15.4
Operating Cash Flow (Automotive segment)	2,635	1,701	54.9

GROUP KEY FIGURES, FIRST NINE MONTHS 2012.

Euro million	2012 1 Jan.- 30 Sept.	2011 1 Jan.- 30 Sept.	Change in %
Revenues	56,312	50,472	11.6
Earnings before interest and tax (EBIT)	6,406	6,358	0.8
Automotive	5,548	5,935	-6.5
Motorcycles	82	62	32.3
Financial Services	1,291	1,506	-14.3
Other entities	44	-115	.
Eliminations	-559	-1,030	45.7
Profit/ loss before tax	6,040	6,044	-0.1
Net profit/ net loss	3,915	4,028	-2.8
EPS in Euro (common/preferred)	5.94/5.95	6.12/6.13	-2.9/-2.9
Operating Cash Flow (Automotive segment)	6,768	6,787	-0.3
Equity	28,853	27,103	6.5

REVENUES BY SEGMENT, THIRD QUARTER 2012.

Euro million	2012 1 July- 30 Sept.	2011 1 July- 30 Sept.	Change in %
BMW Group	18,817	16,547	13.7
Automotive	17,187	15,344	12.0
Motorcycles	358	334	7.2
Financial Services	4,916	4,276	15.0
Other Entities	1	1	0.0
Eliminations	-3,645	-3,408	-7.0

REVENUES BY SEGMENT, FIRST NINE MONTHS 2012.

Euro million	2012 1 Jan.- 30 Sept.	2011 1 Jan.- 30 Sept.	Change in %
BMW Group	56,312	50,472	11.6
Automotive	50,712	46,391	9.3
Motorcycles	1,216	1,181	3.0
Financial Services	14,582	12,640	15.4
Other Entities	4	3	33.3
Eliminations	-10,202	-9,743	-4.7

EBIT-MARGIN AND RETURN ON SALES, THIRD QUARTER 2012.

EBIT-Margin ¹ in %	2012 1 July- 30 Sept.	2011 1 July- 30 Sept.
BMW Group	10.6	10.6
Automotive	9.6	11.9
Motorcycles	-0.8	-4.8
Financial Services	8.6	8.5

Return on Sales ² in %	2012 1 July- 30 Sept.	2011 1 July- 30 Sept.
BMW Group	10.6	10.2
Automotive	9.9	11.4
Motorcycles	-1.1	-5.1
Financial Services	8.6	8.3

¹ EBIT/ revenues

² Profit before tax / revenues

EBIT-MARGIN AND RETURN ON SALES, FIRST NINE MONTHS 2012.

EBIT-Margin ¹ in %	2012 1 Jan.- 30 Sept.	2011 1 Jan.- 30 Sept.
BMW Group	11.4	12.6
Automotive	10.9	12.8
Motorcycles	6.7	5.2
Financial Services	8.9	11.9

Return on Sales ² in %	2012 1 Jan.- 30 Sept.	2011 1 Jan.- 30 Sept.
BMW Group	10.7	12.0
Automotive	10.4	12.2
Motorcycles	6.6	5.1
Financial Services	8.8	12.1

¹ EBIT/ revenues

² Profit before tax / revenues

GROUP INCOME STATEMENT, THIRD QUARTER 2012.

Euro million	2012 1 July – 30 Sept.	2011 1 July – 30 Sept.	Change in %
Revenues	18,817	16,547	13.7
Cost of sales	-15,050	-13,122	-14.7
Gross profit	3,767	3,425	10.0
Sales and administrative costs	-1,717	-1,502	-14.3
Other operating income	192	221	-13.1
Other operating expenses	-238	-383	37.9
Profit/ loss before financial result	2,004	1,761	13.8
Financial result	-17	-72	76.4
Profit/ loss before tax	1,987	1,689	17.6
Income taxes	-698	-578	-20.8
Net profit/net loss	1,289	1,111	16.0
Earnings per share (common/preferred)	1.95/1.95	1.69/1.69	15.4/15.4

GROUP INCOME STATEMENT, FIRST NINE MONTHS 2012.

Euro million	2012 1 Jan. – 30 Sept.	2011 1 Jan. – 30 Sept.	Change in %
Revenues	56,312	50,472	11.6
Cost of sales	-44,753	-39,522	-13.2
Gross profit	11,559	10,950	5.6
Sales and administrative costs	-5,080	-4,352	-16.7
Other operating income	548	540	1.5
Other operating expenses	-621	-780	20.4
Profit/ loss before financial result	6,406	6,358	0.8
Financial result	-366	-314	-16.6
Profit/ loss before tax	6,040	6,044	-0.1
Income taxes	-2,125	-2,016	-5.4
Net profit/net loss	3,915	4,028	-2.8
Earnings per share (common/preferred)	5.94/5.95	6.12/6.13	-2.9/-2.9

GROUP CASH FLOW STATEMENT, FIRST NINE MONTHS 2012.

Euro million	2012 1 Jan.- 30 Sept.	2011 1 Jan.- 30 Sept.
Cash inflow from operating activities	3,540	6,632
Cash outflow from investing activities	-2,776	-3,490
Cash inflow/outflow from financing activities	-124	-1,975
Effect of exchange rate and changes in composition of Group on cash and cash equivalents	46	-52
Change in cash and cash equivalents	686	1,115
Cash and cash equivalents as at 1 January	7,776	7,432
Cash and cash equivalents as at 30 Sept.	8,462	8,547

FREE CASH FLOW AUTOMOBILES SEGMENT, FIRST NINE MONTHS 2012.

Euro million	2012 1 Jan.- 30 Sept.	2011 1 Jan.- 30 Sept.
Cash inflow from operating activities	6,768	6,787
Cash outflow from investing activities	-3,062	-3,571
Net investment in marketable securities investment (+) / sales (-)	134	839
Free Cash Flow Automotive segment	3,840	4,055

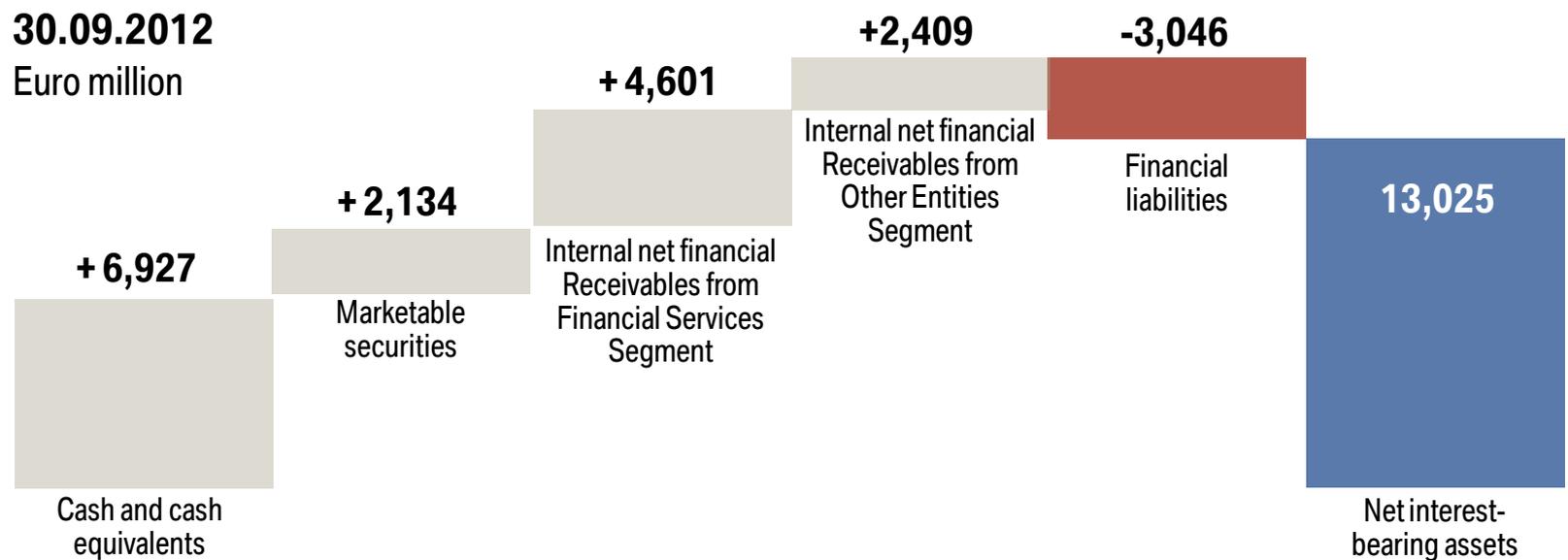
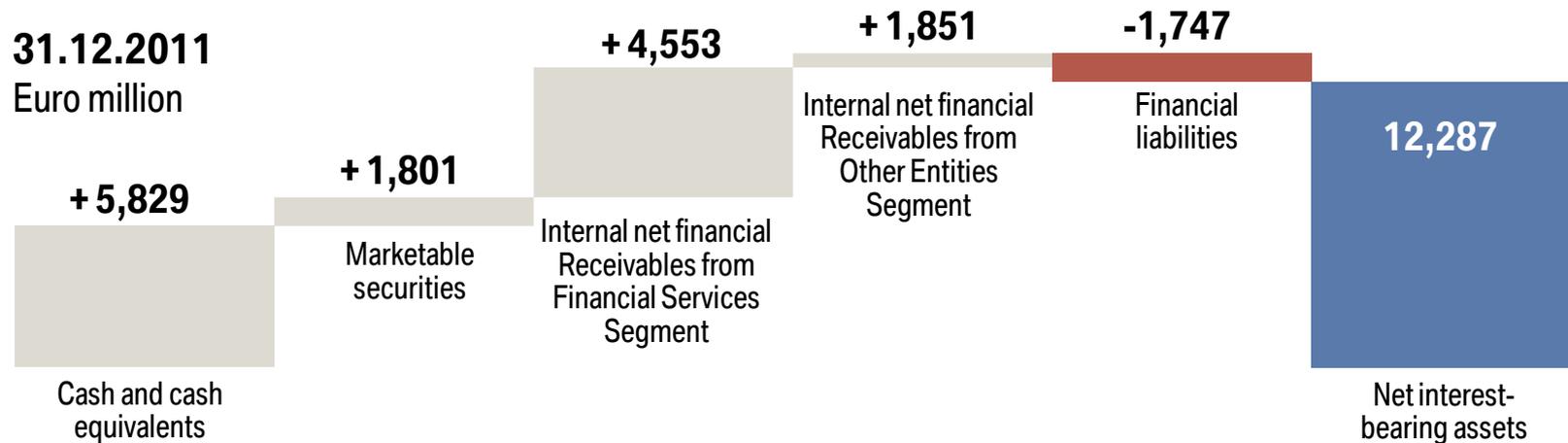
DELIVERIES TO CUSTOMERS, THIRD QUARTER 2012.

Deliveries of automobiles (in units)	2012 1 July – 30 Sept.	2011 1 July – 30 Sept.	Change in %
BMW total	362,898	332,066	9.3
1er	54,621	34,587	57.9
3er	92,633	95,150	-2.6
5er	85,953	79,858	7.6
6er	6,261	2,101	.
7er	13,283	17,078	-22.2
X1	38,132	31,596	20.7
X3	33,735	30,232	11.6
X5	24,326	26,306	-7.5
X6	10,613	10,034	5.8
Z4	3,341	5,124	-34.8
MINI total	71,339	66,303	7.6
Rolls-Royce total	726	849	-14.5
BMW Group	434,963	399,218	9.0

DELIVERIES TO CUSTOMERS, FIRST NINE MONTHS 2012.

Deliveries of automobiles (in units)	2012 1 Jan. – 30 Sept.	2011 1 Jan. – 30 Sept.	Change in %
BMW total	1,109,962	1,021,927	8.6
1er	168,426	129,041	30.5
3er	286,622	288,077	-0.5
5er	263,738	250,566	5.3
6er	16,607	5,314	.
7er	43,794	48,842	-10.3
X1	102,519	94,294	8.7
X3	107,833	83,754	28.7
X5	76,725	75,055	2.2
X6	31,497	31,357	0.4
Z4	12,201	15,627	-21.9
MINI total	223,214	208,216	7.2
Rolls-Royce total	2,326	2,441	-4.7
BMW Group	1,335,502	1,232,584	8.3

NET INTEREST-BEARING ASSETS AUTOMOTIVE SEGMENT.



DELIVERIES TO CUSTOMERS BY REGION, THIRD QUARTER 2012.

Deliveries of automobiles (in units)	2012 1 July- 30 Sept.	2011 1 July- 30 Sept.	Change in %
Europe	202,869	197,745	2.6
thereof Germany	65,072	65,402	-0.5
North America	86,784	85,011	2.1
thereof USA	76,526	75,988	0.7
Asia	120,372	92,422	30.2
thereof Japan	14,301	12,807	11.7
thereof Mainland China	78,292	56,198	39.3
Rest of the World	24,938	24,040	3.7
BMW Group	434,963	399,218	9.0

DELIVERIES TO CUSTOMERS BY REGION, FIRST NINE MONTHS 2012.

Deliveries of automobiles (in units)	2012 1 Jan.- 30 Sept.	2011 1 Jan.- 30 Sept.	Change in %
Europe	640,207	635,403	0.8
thereof Germany	207,230	209,772	-1.2
North America	264,207	245,903	7.4
thereof USA	235,487	219,962	7.1
Asia	359,103	282,476	27.1
thereof Japan	42,038	34,591	21.5
thereof Mainland China	237,650	178,232	33.3
Rest of the World	71,985	68,802	4.6
BMW Group	1,335,502	1,232,584	8.3

BMW GROUP QUARTERLY REPORT. TO 30 SEPTEMBER 2012.



Download:

<http://www.bmwgroup.com/ir>