



# BMW GROUP QUARTERLY REPORT

**T0 31 MARCH 2013**

**BMW  
GROUP**



Rolls-Royce  
Motor Cars Limited

# SUMMARY.

- BMW Group with successful start to new financial year .
- Group revenues first quarter 2013: **euro 17,546 million** (-4.1%).
- Group profit before tax in the first quarter 2013: **euro 2,003 million**.
- Group liquidity with **euro 10,985 million** still on a solid level.
- Profit before financial result in the Automotive segment in the first quarter 2013: **euro 1,582 million**.
- Automobiles segment free cash flow of **euro 628 million**.
- Deliveries of Automobiles March 2013 YTD:

	448,200 units	(+5.3%)
• BMW Automobiles	381,404 units	(+7,0%)
• MINI Automobiles	66,154 units	(-3.0%)
• Rolls-Royce Automobiles	642 units	(-16.6%)
- Deliveries of Motorcycles March 2013 YTD: 24,732 units (+1.5%)

# GROUP KEY FIGURES FIRST QUARTER 2013.

<b>Euro million</b>	<b>2013 1 Jan.- 31 March</b>	<b>2012 1 Jan.- 31 March</b>	<b>Change in %</b>
<b>Revenues</b>	<b>17,546</b>	<b>18,293</b>	<b>-4.1</b>
<b>Earnings before interest and tax (EBIT)</b>	<b>2,039</b>	<b>2,134</b>	<b>-4.5</b>
Automobiles	1,582	1,880	-15.9
Motorcycles	51	37	37.8
Financial Services	450	426	5.6
Other entities	17	13	30.8
Eliminations	-61	-222	-72.5
<b>Profit</b>	<b>2,003</b>	<b>2,080</b>	<b>-3.7</b>
<b>Net profit</b>	<b>1,312</b>	<b>1,352</b>	<b>-3.0</b>
<b>EPS in Euro (common/preferred)</b>	<b>1.99/1.99</b>	<b>2.05/2.05</b>	<b>-2.9/-2.9</b>
<b>Operating Cash flow (Group)</b>	<b>677</b>	<b>2,291</b>	<b>-70.4</b>
<b>Equity</b>	<b>31,811</b>	<b>30,606</b>	<b>3.9</b>

# REVENUES BY SEGMENT.

<b>Euro million</b>	<b>2013 1 Jan.- 31 March</b>	<b>2012 1 Jan.- 31 March</b>	<b>Change in %</b>
<b>BMW Group</b>	<b>17,546</b>	<b>18,293</b>	<b>-4.1</b>
Automobiles	15,907	16,159	-1.6
Motorcycles	436	448	-2.7
Financial Services	4,830	4,800	0.6
Other Entities	1	1	-
Eliminations	-3,628	-3,115	-16.5

# EBIT-MARGIN AND RETURN ON SALES.

<b>EBIT-Margin <sup>1</sup> in %</b>	<b>2013 1 Jan.- 31 March</b>	<b>2012 1 Jan.- 31 March</b>
<b>BMW Group</b>	<b>11.6</b>	<b>11.7</b>
Automobiles	9.9	11.6
Motorcycles	11.7	8.3
Financial Services	9.3	8.9

<b>Return on Sales <sup>2</sup> in %</b>	<b>2013 1 Jan.- 31 March</b>	<b>2012 1 Jan.- 31 March</b>
<b>BMW Group</b>	<b>11.4</b>	<b>11.4</b>
Automobiles	9.5	11.3
Motorcycles	11.5	8.3
Financial Services	9.3	9.0

<sup>1</sup> EBIT/ revenues

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

# GROUP INCOME STATEMENT.

<b>Euro million</b>	<b>2013 1 Jan. – 31 March</b>	<b>2012 1 Jan. – 31 March</b>	<b>Change in %</b>
<b>Revenues</b>	<b>17,546</b>	<b>18,293</b>	<b>-4.1</b>
Cost of sales	-13,967	-14,529	-3.9
<b>Gross profit</b>	<b>3,579</b>	<b>3,764</b>	<b>-4.9</b>
Sales and administrative costs	-1,588	-1,634	-2.8
Other operating income	156	181	-13.8
Other operating expenses	-108	-177	-39.0
<b>Profit/ loss before financial result</b>	<b>2,039</b>	<b>2,134</b>	<b>-4.5</b>
Financial result	-36	-54	-33.3
<b>Profit/ loss before tax</b>	<b>2,003</b>	<b>2,080</b>	<b>-3.7</b>
Income taxes	-691	-728	-5.1
<b>Net profit/net loss</b>	<b>1,312</b>	<b>1,352</b>	<b>-3.0</b>
Earnings per share (common/preferred)	1.99/1.99	2.05/2.05	-2.9/-2.9

# GROUP CASH FLOW STATEMENT.

Euro million	2013 1 Jan.- 31 March	2012 1 Jan.- 31 March
<b>Cash inflow from operating activities</b>	<b>677</b>	<b>2,291</b>
<b>Cash outflow from investing activities</b>	<b>-1,588</b>	<b>-967</b>
<b>Cash inflow/ outflow from financing activities</b>	<b>450</b>	<b>266</b>
Effect of exchange rate and changes in composition of Group on cash and cash equivalents	34	-28
<b>Change in cash and cash equivalents</b>	<b>-427</b>	<b>1,573</b>
Cash and cash equivalents as at 1 January	8,370	7,776
<b>Cash and cash equivalents as at 31 March</b>	<b>7,943</b>	<b>9,349</b>

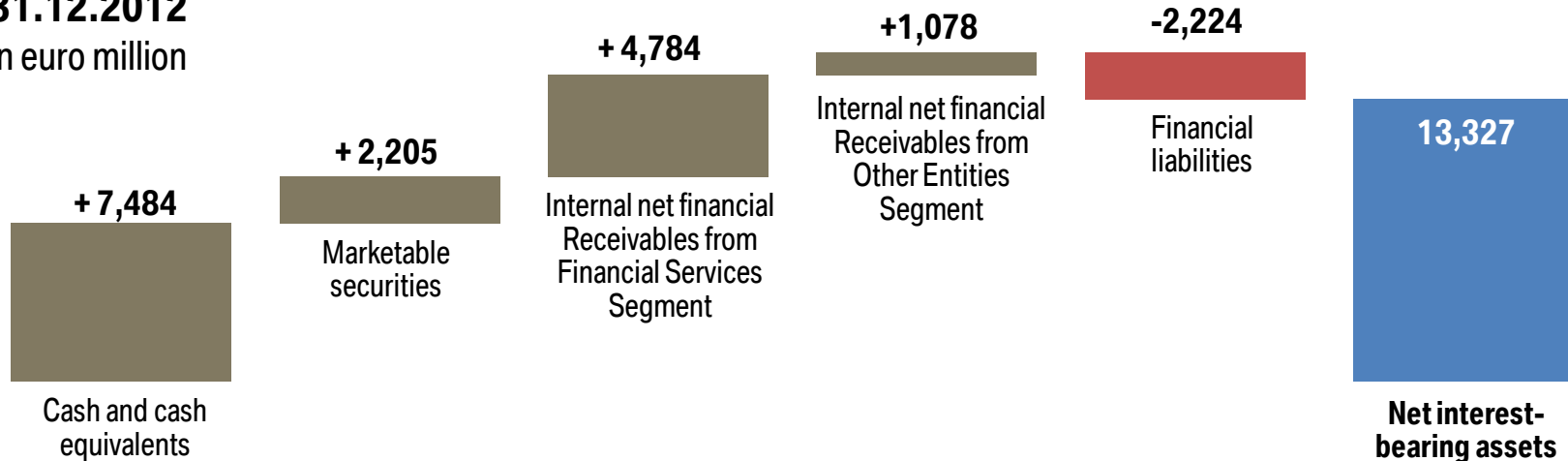
# FREE CASH FLOW AUTOMOBILES SEGMENT.

<b>Euro million</b>	<b>2013 1 Jan.- 31 March</b>	<b>2012 1 Jan.- 31 March</b>
<b>Cash inflow from operating activities</b>	<b>1,968</b>	<b>2,184</b>
<b>Cash outflow from investing activities</b>	<b>-1,804</b>	<b>-942</b>
<b>Net investment in marketable securities investment (+) / sales (-)</b>	<b>464</b>	<b>284</b>
<b>Free Cash Flow Automotive segment</b>	<b>628</b>	<b>1,526</b>

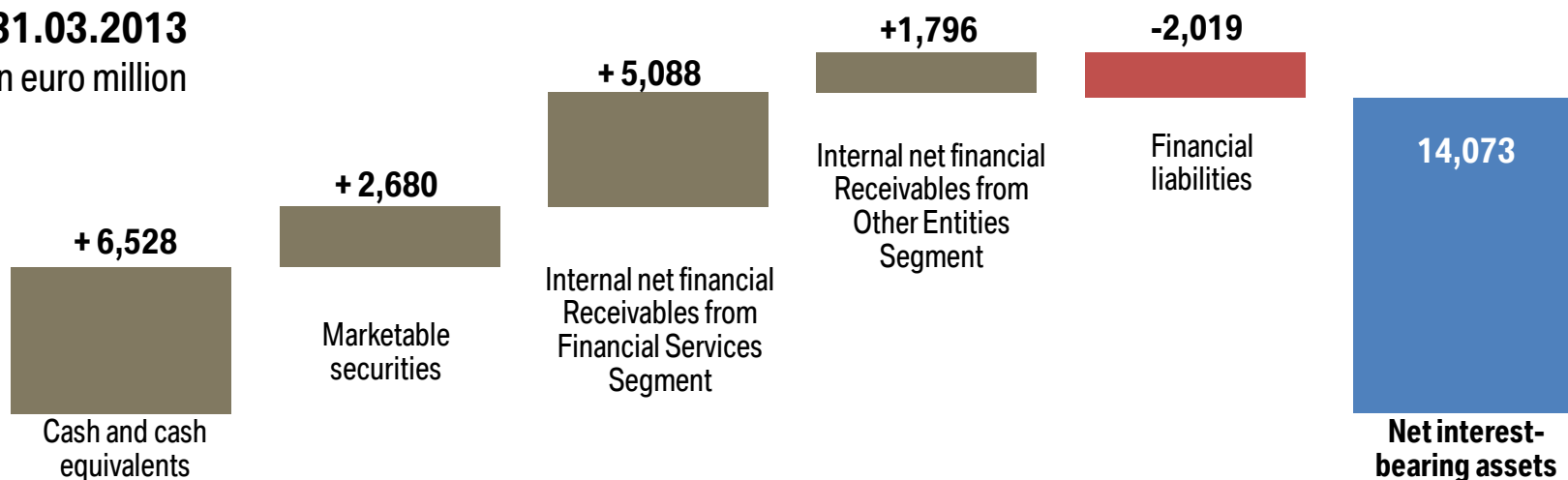


# NET INTEREST-BEARING ASSETS AUTOMOBILES SEGMENT.

**31.12.2012**  
in euro million



**31.03.2013**  
in euro million



# DELIVERIES TO CUSTOMERS.

Deliveries of automobiles (in units)	2013 1. Jan – 31 March	2012 1. Jan – 31 March	Change in %
<b>BMW total</b>	<b>381,404</b>	<b>356,548</b>	<b>7.0</b>
1er	53,906	54,160	-0.5
3er	109,309	91,189	19.9
5er	85,731	82,231	4.3
6er	6,174	4,651	32.7
7er	12,390	17,786	-30.3
X1	37,680	29,532	27.6
X3	36,189	35,248	2.7
X5	27,274	26,563	2.7
X6	9,769	11,048	-11.6
Z4	2,982	4,140	-28.0
<b>MINI total</b>	<b>66,154</b>	<b>68,210</b>	<b>-3.0</b>
<b>Rolls-Royce total</b>	<b>642</b>	<b>770</b>	<b>-16.6</b>
<b>BMW Group</b>	<b>448,200</b>	<b>425,528</b>	<b>5.3</b>

# DELIVERIES TO CUSTOMERS BY REGION.

<b>Deliveries of automobiles (in units)</b>	<b>2013 1 Jan.- 31 March</b>	<b>2012 1 Jan.- 31 March</b>	<b>Change in %</b>
<b>Europe</b>	<b>207,243</b>	<b>201,063</b>	<b>3.1</b>
thereof Germany	63,419	63,024	0.6
<b>America</b>	<b>96,488</b>	<b>91,890</b>	<b>5.0</b>
thereof USA	79,117	75,931	4.2
<b>Asia</b>	<b>130,219</b>	<b>118,880</b>	<b>9.5</b>
thereof Japan	15,007	13,994	7.2
thereof Chinese markets	86,224	80,218	7.5
<b>Rest of the world</b>	<b>14,250</b>	<b>13,695</b>	<b>4.1</b>
<b>BMW Group</b>	<b>448,200</b>	<b>425,528</b>	<b>5.3</b>

# BMW GROUP QUARTERLY REPORT. TO 31 MARCH 2013.



Download:

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