FORWARD-LOOKING STRATEGIES LEADING TO A SUCCESSFUL CORPORATE DEVELOPMENT SINCE 2001.
ADAPTING OUR STRATEGY TO A CHANGING ENVIRONMENT.
ADDRESSING NEW TRENDS.

**TOP TRENDS**

- Digitalization
- Modified Customer Requirements
- Market and Competitive Environment
- New Technologies and Services
- Tightening of Regulatory Requirements
- Volatility
STRATEGIC APPROACH
We are leading the BMW Group into a new era:
We leverage innovative technologies, digitalization and sustainability to deliver unique customer experiences.

> Brands & Design
> Products
> Technologies
> Customer Experience & Services
> Digitalization
> Profitability

VISION
We are Number ONE.
We inspire people on the move:
We shape tomorrow's individual premium mobility.

COMPETITIVE ADVANTAGE
We unite excitement, responsibility and success: We have the most emotional products and attractive services.

CORPORATE CULTURE
We create the future:
We combine operational excellence and fresh thinking.
We are Number ONE.

We inspire people on the move: We shape tomorrow’s individual premium mobility.
LEADERSHIP DRIVEN BY ASPIRATIONAL BRAND PORTFOLIO AND HIGHLY EMOTIONAL PRODUCTS.

<table>
<thead>
<tr>
<th>Premium Brands</th>
<th>Design</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Luxury</strong></td>
<td>Rolls-Royce Motor Cars Limited</td>
</tr>
<tr>
<td><strong>Compact/Small</strong></td>
<td>Now</td>
</tr>
<tr>
<td>Dynamic → Target group ← Efficient</td>
<td></td>
</tr>
</tbody>
</table>

*BMW Group Investor Factbook, December 2017*
ATTRACTIVE PREMIUM BRANDS PROVIDE THE BASIS FOR A FURTHER EXPANSION OF THE PRODUCT PORTFOLIO.
BMW VISION NEXT 100.
A GLIMPSE INTO THE FUTURE OF MOBILITY.
MINI VISION NEXT 100. EVERY MINI IS MY MINI.
BMW MOTORRAD VISION NEXT 100.
THE ULTIMATE RIDING EXPERIENCE OF THE FUTURE.
CULTURE
We create the future:
We combine operational excellence and fresh thinking.

RESPONSIBILITY
APPRECIATION
TRANSPARENCY
TRUST
OPENNESS
ACES ARE A CORE ELEMENT OF STRATEGY NUMBER ONE > NEXT.
FINANCIAL TARGETS 2020: SUSTAINABLE GROWTH AND SOLID PROFITABILITY DESPITE CHALLENGES.

<table>
<thead>
<tr>
<th>BMW Group</th>
<th>2016</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBT margin</td>
<td>10.3%</td>
<td>&gt;10%</td>
</tr>
<tr>
<td>Investment ratio*</td>
<td>4.0%</td>
<td>&lt;5.0%</td>
</tr>
<tr>
<td>Research and development ratio</td>
<td>5.5%</td>
<td>5.0 - 5.5%</td>
</tr>
<tr>
<td>Payout ratio</td>
<td>33.3%</td>
<td>30 - 40%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Automotive Segment</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>EBIT margin</td>
<td>8.9%</td>
<td>8 - 10%</td>
</tr>
<tr>
<td>Free Cashflow</td>
<td>5.8 bn €</td>
<td>&gt;3 bn €</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Motorcycles Segment</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales volume</td>
<td>145,032 units</td>
<td>&gt;200,000 units</td>
</tr>
<tr>
<td>EBIT margin</td>
<td>9.0%</td>
<td>8 - 10%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Financial Services Segment</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Return on Equity</td>
<td>21.2%</td>
<td>&gt;18%</td>
</tr>
</tbody>
</table>

*Investments in property, plant and equipment and other intangible assets (without capitalized development costs).
MAINTAINING THE AUTOMOTIVE EBIT MARGIN IN THE CORRIDOR OF 8-10% DESPITE ONGOING CHALLENGES.

Ongoing efficiency measures to compensate the cost burden

**Focus & Performance**

Future costs  Regulatory requirements  Market and competitive environment  Volatility

Expansion & optimization of product portfolio  Retail sales growth in Autos and Motorcycles  Reduction of complexity  Reduction of material costs  Benefits from digitalization  Efficiency measures

10 %  8 %
| 1 | STRATEGY NUMBER ONE NEXT |
| 2 | E-MOBILITY |
| 3 | AUTONOMOUS DRIVING |
| 4 | MOBILITY SERVICES |
| 5 | GROUP FINANCIALS |
| 6 | AUTOMOTIVE |
| 7 | MOTORCYCLES |
| 8 | FINANCIAL SERVICES |
| 9 | MARKETS |
| 10 | SUSTAINABILITY |
| 11 | BMW SHARES |
| 12 | DEBT & RATING |
| 13 | CONTACT & CALENDAR |
The interplay of BMW M and BMW i enhances competitive differentiation (representation of the scope of the BMW brand).
INTELLIGENT DRIVE TRAIN MIX TO MEET CUSTOMER EXPECTATIONS AND REGULATORY REQUIREMENTS.

BEV* / Plug-in Hybrid

Fuel cell

Combustion engine

* BEV = Battery Electric Vehicle
In times of technological change we have to improve our existing technologies and invest heavily in new technologies to remain future proof.
BMW GROUP’S ELECTRIFICATION PATHWAY.

I. PIONEERING
- Building-up expertise
- Technology innovation
- Project i

II. ELECTRIFICATION OF CORE PORTFOLIO
- Roll-out BMW i Performance
- Upgrade BMW i3
- LCI BMW i3, new BMW i3s
- MINI Electric (PHEV)
- MINI BEV
- BMW X3 BEV

III. SCALABILITY AND FLEXIBILITY
- BMW iNext
- BMW i Vision Dynamics
FLEXIBILITY IS KEY FOR E-MOBILITY.
BMW i. FROM “BORN ELECTRIC” TO “ONE PLATFORM SERVES ALL”. 

2013  
“Born electric” 

FROM 2021 ON  

One platform fits all powertrain derivatives… 

- Combustion engine 
- Plug-In-Hybrid 
- Pure electric
OUR CLEAR ROADMAP:
25 ELECTRIFIED MODELS BY 2025, INCLUDING 12 FULLY ELECTRIC CARS.
MORE THAN 200,000 ELECTRIFIED BMW GROUP VEHICLES SOLD BY NOVEMBER 2017. WELL ON TRACK FOR 100,000 ELECTRIFIED VEHICLES IN 2017.

i3 60 Ah  
i8  

Figures represent cumulative sales of Battery Electric Vehicles (BEV) and Plug-in Hybrid Vehicles (PHEV) iPerformance = Plug-in Hybrid Vehicles (PHEV)

* Not in series production any more

YTD 11/2017 89,806 electrified vehicles sold
BMW iNEXT AS SPEARHEAD OF INNOVATION.

Connectivity

lightweight design

purpose-built

Autonomous driving

electrification

Artificial intelligence

sustainability

Highly automated driving

new sportiness

Interior of the future

BMW iNEXT

Connectivity

lightweight design

purpose-built

Autonomous driving

electrification

Artificial intelligence

sustainability

Highly automated driving

new sportiness

Interior of the future

BMW Group Investor Factbook, December 2017
<table>
<thead>
<tr>
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<th>CONTENT.</th>
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<tbody>
<tr>
<td>1</td>
<td>STRATEGY NUMBER ONE NEXT</td>
</tr>
<tr>
<td>2</td>
<td>E-MOBILITY</td>
</tr>
<tr>
<td>3</td>
<td>AUTONOMOUS DRIVING</td>
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<tr>
<td>4</td>
<td>MOBILITY SERVICES</td>
</tr>
<tr>
<td>5</td>
<td>GROUP FINANCIALS</td>
</tr>
<tr>
<td>6</td>
<td>AUTOMOTIVE</td>
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<tr>
<td>7</td>
<td>MOTORCYCLES</td>
</tr>
<tr>
<td>8</td>
<td>FINANCIAL SERVICES</td>
</tr>
<tr>
<td>9</td>
<td>MARKETS</td>
</tr>
<tr>
<td>10</td>
<td>SUSTAINABILITY</td>
</tr>
<tr>
<td>11</td>
<td>BMW SHARES</td>
</tr>
<tr>
<td>12</td>
<td>DEBT &amp; RATINGS</td>
</tr>
<tr>
<td>13</td>
<td>CONTACT &amp; CALENDAR</td>
</tr>
</tbody>
</table>
AUTOMATED DRIVING.
CHANGING FRAMEWORK LEADS TO NEW DEFINITION OF FUTURE MOBILITY.
DRIVING EXPERIENCE REDEFINED.
CUSTOMER BENEFIT AS THE FOCAL POINT.

Delegation

Driver unchallenged

Ability

“FLOW”

Safety

Driver overchallenged

--- Need for automation of driving tasks ---
THE NEW BMW 7 SERIES ALREADY OFFERS A COMPREHENSIVE RANGE OF DRIVING ASSISTANCE: SCANNING THE SURROUNDINGS.
THE NEW BMW 5 SERIES DRIVER ASSISTANCE PROVIDES COMFORT AND SAFETY AT THE HIGHEST LEVEL.

- Crossing traffic warning rear / front
- Active cruise control with Stop&Go function
- Lane keeping assistant with active side collision protection
- Rear collision prevention
- Crossroad Assist
- Night Vision
- Lateral parking aid
- Distance information
- Lane departure warning
- Speed Limit Assist
- Wrong Way Assist
- Lane change warning
- Speed Limit Device
- Approach control warning with braking function
- BMW Selective Beam
- Remote Control Parking
- Parking assistant
- Active Park Distance Control
- Top View Remote
- Top View
- Panorama View
- 3D View
- Speed limit and No Pass information
- Approach control warning with braking function
- Speed Limit Device
- Lateral parking aid
### THE NEXT STEPS ARE HIGHLY AND FULLY AUTONOMOUS DRIVING.

<table>
<thead>
<tr>
<th>0</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
</tr>
</thead>
<tbody>
<tr>
<td>Driver</td>
<td>Feet off</td>
<td>Hands off</td>
<td>Eyes off</td>
<td>Mind off</td>
<td>Passenger</td>
</tr>
<tr>
<td>No assistance</td>
<td>Assisted</td>
<td>Partially automated</td>
<td>Highly automated</td>
<td>Fully automated</td>
<td>Autonomous</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Human</th>
<th>Transfer of responsibility</th>
<th>Machine</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tr>
</tbody>
</table>

BMW Group Investor Factbook, December 2017
HD-MAP, SENSORS, AI/ENVIRONMENT MODEL AND MOTION CONTROL PLAY A KEY ROLE IN THE ARCHITECTURE OF AUTOMATED DRIVING.
BMW GROUP, INTEL AND MOBILEYE TEAM UP TO BRING FULLY AUTONOMOUS DRIVING TO STREETS BY 2021.

Fleets of fully autonomous cars for new mobility services in urban environments

Creation of an open platform for the next generation of cars

In-vehicle computing, robust cloud and set of machine-learning solutions from Intel

Full suite of expertise in sensing, localization, and driving policy from Mobileye

BMW iNEXT model will be the basis for fleets of fully autonomous vehicles
### ROADMAP TO AUTONOMOUS DRIVING.

<table>
<thead>
<tr>
<th>Year</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>PAD: Partially Automated Driving</td>
<td>- Partial automated driving on all roads</td>
<td>- Temporary Hands-off during Stop&amp;Go on highway</td>
<td>- Advanced ACC function</td>
<td>- Hands- and Eyes-off on highway or highway-like (EU, US)</td>
<td>- Hands- and Eyes-off on highway (EU, US, CN)</td>
<td>- Active lane changing and thread</td>
</tr>
<tr>
<td>HAD: Highly Automated Driving</td>
<td>- Automated lane changing on highway</td>
<td>- Hands-off up to 30sec</td>
<td>- Pilot Mind-off on pre-defined routes</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FAD: Fully Automated Driving</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

- 210 km/h
- 60 km/h
- 130 km/h
- 130 km/h
- 70 km/h

**Notes:**
- PAD: Partially Automated Driving
- HAD: Highly Automated Driving
- FAD: Fully Automated Driving

**Source:** BMW Group Investor Factbook, December 2017
## CONTENT

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td><strong>1</strong></td>
<td><strong>Strategy Number One Next</strong></td>
</tr>
<tr>
<td><strong>2</strong></td>
<td>E-Mobility</td>
</tr>
<tr>
<td><strong>3</strong></td>
<td>Autonomous Driving</td>
</tr>
<tr>
<td><strong>4</strong></td>
<td>Mobility Services</td>
</tr>
<tr>
<td><strong>5</strong></td>
<td>Group Financials</td>
</tr>
<tr>
<td><strong>6</strong></td>
<td>Automotive</td>
</tr>
<tr>
<td><strong>7</strong></td>
<td>Motorcycles</td>
</tr>
<tr>
<td><strong>8</strong></td>
<td>Financial Services</td>
</tr>
<tr>
<td><strong>9</strong></td>
<td>Markets</td>
</tr>
<tr>
<td><strong>10</strong></td>
<td>Sustainability</td>
</tr>
<tr>
<td><strong>11</strong></td>
<td>BMW Shares</td>
</tr>
<tr>
<td><strong>12</strong></td>
<td>Debt &amp; Ratings</td>
</tr>
<tr>
<td><strong>13</strong></td>
<td>Contact &amp; Calendar</td>
</tr>
</tbody>
</table>
WE CREATE THE INDIVIDUAL PREMIUM MOBILITY PORTFOLIO OF THE FUTURE FOR OUR CUSTOMERS.
LEVERAGING POTENTIAL OF DIGITALIZATION AND CONNECTIVITY.
DRIVE NOW. PREMIUM, FREE FLOATING CAR SHARING SERVICE FROM BMW GROUP.

DriveNow Customers are BMW Group’s youngest & most modern target group

1,000,000 customers in 13 cities
6,000+ cars in the fleets

15% share of electric vehicles

BMW Group Investor Factbook, December 2017
CAR SHARING EXPERIENCE ON A NEW LEVEL. REACH NOW TO INTRODUCE UNIQUE FEATURES TO THE CUSTOMERS.

Launch in April 2016 in **Seattle** – Followed by **Portland** and **Brooklyn** (NY)

- **55,000** members
- **15%** share of electric vehicles
- **1,400** cars in the fleet

New features piloted:
- **Ride:** Car with driver
- **Reserve:** For long period use of vehicles and delivery of car

Fleet Solutions:
- Individualized CarSharing offering for residential areas
- **Share:** Renting out your own car

15% share of electric vehicles

1,400 cars in the fleet
PREMIUM MOBILITY SERVICES CHARGENOW AND PARKNOW MAKE CHARGING AND PARKING EASIER THAN EVER.

130,000 charging points until end of 2017 in 29 countries

On- and off-street parking

55 cities in Germany, Austria, France & Switzerland

Cashless car integration starting with all new BMW 5 Series

in cooperation with BMW i, ParkNow
<table>
<thead>
<tr>
<th></th>
<th>CONTENT.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>STRATEGY NUMBER ONE NEXT</td>
</tr>
<tr>
<td>2</td>
<td>E-MOBILITY</td>
</tr>
<tr>
<td>3</td>
<td>AUTONOMOUS DRIVING</td>
</tr>
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<td>4</td>
<td>MOBILITY SERVICES</td>
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<td>5</td>
<td>GROUP FINANCIALS</td>
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<td>9</td>
<td>MARKETS</td>
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<td>10</td>
<td>SUSTAINABILITY</td>
</tr>
<tr>
<td>11</td>
<td>BMW SHARES</td>
</tr>
<tr>
<td>12</td>
<td>DEBT &amp; RATINGS</td>
</tr>
<tr>
<td>13</td>
<td>CONTACT &amp; CALENDAR</td>
</tr>
</tbody>
</table>
### BMW Group Financial Year 2016: Positive Business Development Despite Challenging Political and Economic Conditions

<table>
<thead>
<tr>
<th>BMW Group</th>
<th>FY-2016</th>
<th>FY-2015</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings before tax – Group (in m€)</td>
<td>9,665</td>
<td>9,224</td>
<td>+4.8</td>
</tr>
<tr>
<td>EBT margin (in %) – Group</td>
<td>10.3</td>
<td>10.0</td>
<td>+0.3 pp</td>
</tr>
</tbody>
</table>

### Automotive Segment

<table>
<thead>
<tr>
<th></th>
<th>FY-2016</th>
<th>FY-2015</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automotive sales (units)</td>
<td>2,367,603</td>
<td>2,247,485</td>
<td>+5.3</td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT) (in m€)</td>
<td>7,695</td>
<td>7,836</td>
<td>-1.8</td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td>8.9</td>
<td>9.2</td>
<td>-0.3 pp</td>
</tr>
<tr>
<td>Net financial assets (m€)*</td>
<td>19,520</td>
<td>16,911</td>
<td>+15.4</td>
</tr>
</tbody>
</table>

### Motorcycles Segment

<table>
<thead>
<tr>
<th></th>
<th>FY-2016</th>
<th>FY-2015</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (units)</td>
<td>145,032</td>
<td>136,963</td>
<td>+5.9</td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT) (in m€)</td>
<td>187</td>
<td>182</td>
<td>+2.7</td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td>9.0</td>
<td>9.1</td>
<td>-0.1 pp</td>
</tr>
</tbody>
</table>

### Financial Services

<table>
<thead>
<tr>
<th></th>
<th>FY-2016</th>
<th>FY-2015</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings before tax (EBT) (in m€)</td>
<td>2,166</td>
<td>1,975</td>
<td>+9.7</td>
</tr>
<tr>
<td>Penetration rate (in %)</td>
<td>49.6</td>
<td>46.3</td>
<td>+3.3 pp</td>
</tr>
<tr>
<td>Credit loss ratio (in %)</td>
<td>0.32</td>
<td>0.37</td>
<td>-0.05 pp</td>
</tr>
</tbody>
</table>

*As of 31 December 2015/2016*
BMW GROUP Q3-2017. SUBSTANTIAL UPFRONT EXPENDITURE FOR TOMORROW’S MOBILITY DAMPENED EARNINGS IN THE 3RD QUARTER.

<table>
<thead>
<tr>
<th>BMW Group</th>
<th>Q3-2017</th>
<th>Q3-2016</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings before tax – Group (in m€)</td>
<td>2,422</td>
<td>2,575</td>
<td>-5.9</td>
</tr>
<tr>
<td>EBT margin (in %) – Group</td>
<td>10.3</td>
<td>11.0</td>
<td>-0.7 pp</td>
</tr>
</tbody>
</table>

**Automotive Segment**

<p>| | | | | |</p>
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<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Automotive sales (units)</td>
<td>590,415</td>
<td>583,499</td>
<td>+1.2</td>
<td></td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT) (in m€)</td>
<td>1,753</td>
<td>1,837</td>
<td>-4.6</td>
<td></td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td>8.3</td>
<td>8.5</td>
<td>-0.2 pp</td>
<td></td>
</tr>
<tr>
<td>Net financial assets (m€)*</td>
<td>18,796</td>
<td>16,715</td>
<td>+12.4</td>
<td></td>
</tr>
</tbody>
</table>

**Motorcycles Segment**

<p>| | | | | |</p>
<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (units)</td>
<td>39,429</td>
<td>35,290</td>
<td>+11.7</td>
<td></td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT) (in m€)</td>
<td>53</td>
<td>32</td>
<td>+65.6</td>
<td></td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td>10.3</td>
<td>7.1</td>
<td>+3.2 pp</td>
<td></td>
</tr>
</tbody>
</table>

**Financial Services**

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<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Earnings before tax (EBT) (in m€)</td>
<td>609</td>
<td>568</td>
<td>+7.2</td>
<td></td>
</tr>
<tr>
<td>Penetration rate (in %)**</td>
<td>46.7</td>
<td>49.0</td>
<td>-2.3 pp</td>
<td></td>
</tr>
<tr>
<td>Credit loss ratio (in %)**</td>
<td>0.30</td>
<td>0.30</td>
<td>-</td>
<td></td>
</tr>
</tbody>
</table>

*As of September 30th 2016/2017
** Figures for 9M-2016/2017
### BMW GROUP 9M-2017. STRONG RESULTS IN THE FIRST 9 MONTHS OF 2017. BMW GROUP ON COURSE FOR SUCCESSFUL FINANCIAL YEAR.

<table>
<thead>
<tr>
<th>BMW Group</th>
<th>9M-2017</th>
<th>9M-2016</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings before tax – Group (in m€)</td>
<td>8,482</td>
<td>7,741</td>
<td>+9.6</td>
</tr>
<tr>
<td>EBT margin (in %) – Group</td>
<td>11.7</td>
<td>11.2</td>
<td>+0.5 pp</td>
</tr>
<tr>
<td><strong>Automotive Segment</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Automotive sales (units)</td>
<td>1,811,234</td>
<td>1,746,638</td>
<td>+3.7</td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT) (in m€)</td>
<td>5,862</td>
<td>5,778</td>
<td>+1.5</td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td>9.1</td>
<td>9.1</td>
<td>-</td>
</tr>
<tr>
<td>Net financial assets (m€)*</td>
<td>18,796</td>
<td>16,715</td>
<td>+12.4</td>
</tr>
<tr>
<td><strong>Motorcycles Segment</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales (units)</td>
<td>127,818</td>
<td>116,044</td>
<td>+10.1</td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT) (in m€)</td>
<td>282</td>
<td>224</td>
<td>+25.9</td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td>15.4</td>
<td>13.6</td>
<td>+1.8 pp</td>
</tr>
<tr>
<td><strong>Financial Services</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Earnings before tax (EBT) (in m€)</td>
<td>1.793</td>
<td>1.641</td>
<td>+9.3</td>
</tr>
<tr>
<td>Penetration rate (in %)</td>
<td>46.7</td>
<td>49.0</td>
<td>-2.3 pp</td>
</tr>
<tr>
<td>Credit loss ratio (in %)</td>
<td>0.30</td>
<td>0.30</td>
<td>-</td>
</tr>
</tbody>
</table>

*As of September 30th 2016/2017*
THE BMW GROUP IS COMMITTED TO PLAYING A KEY ROLE IN TOMORROW’S MOBILITY AND IS INVESTING SUBSTANTIAL AMOUNTS IN NEW TECHNOLOGIES.

### R&D Expenditure*  
<table>
<thead>
<tr>
<th>Year</th>
<th>[in m€, HGB]</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>3,208</td>
</tr>
<tr>
<td>2007</td>
<td>3,144</td>
</tr>
<tr>
<td>2008</td>
<td>2,864</td>
</tr>
<tr>
<td>2009</td>
<td>2,448</td>
</tr>
<tr>
<td>2010</td>
<td>2,773</td>
</tr>
<tr>
<td>2011</td>
<td>3,373</td>
</tr>
<tr>
<td>2012</td>
<td>3,952</td>
</tr>
<tr>
<td>2013***</td>
<td>4,792</td>
</tr>
<tr>
<td>2014</td>
<td>4,566</td>
</tr>
<tr>
<td>2015</td>
<td>5,169</td>
</tr>
<tr>
<td>2016</td>
<td>5,164</td>
</tr>
<tr>
<td>9M-2016</td>
<td>3,332</td>
</tr>
<tr>
<td>9M-2017</td>
<td>4,058</td>
</tr>
</tbody>
</table>

### R&D Ratio**  
<table>
<thead>
<tr>
<th>Year</th>
<th>[in %, HGB]</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>6.5</td>
</tr>
<tr>
<td>2007</td>
<td>5.6</td>
</tr>
<tr>
<td>2008</td>
<td>5.4</td>
</tr>
<tr>
<td>2009</td>
<td>4.8</td>
</tr>
<tr>
<td>2010</td>
<td>4.6</td>
</tr>
<tr>
<td>2011</td>
<td>4.9</td>
</tr>
<tr>
<td>2012</td>
<td>5.1</td>
</tr>
<tr>
<td>2013***</td>
<td>6.3</td>
</tr>
<tr>
<td>2014</td>
<td>5.7</td>
</tr>
<tr>
<td>2015</td>
<td>5.6</td>
</tr>
<tr>
<td>2016</td>
<td>5.5</td>
</tr>
<tr>
<td>9M-2016</td>
<td>4.8</td>
</tr>
<tr>
<td>9M-2017</td>
<td>5.6</td>
</tr>
</tbody>
</table>

**Target ratio: 5-5.5 %

---

* R&D Expenditure: Research and development expenses plus capitalized research and development cost minus amortization of capitalized development costs.

** R&D Ratio: R&D expenditure divided by Group revenues.

*** 2013 figures have been adjusted in accordance with IAS 8.

HGB: German Commercial Code
TIGHT MANAGEMENT OF CAPITAL EXPENDITURE TO ACHIEVE TARGET RATIO.

BMW Group Capital Expenditure*  
[in m€]

Capex Ratio**  
[in %]

<table>
<thead>
<tr>
<th>Year</th>
<th>Capital Expenditure</th>
<th>Capex Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>2,777</td>
<td>5.7</td>
</tr>
<tr>
<td>2007</td>
<td>2,933</td>
<td>5.2</td>
</tr>
<tr>
<td>2008</td>
<td>2,980</td>
<td>5.6</td>
</tr>
<tr>
<td>2009</td>
<td>2,383</td>
<td>4.7</td>
</tr>
<tr>
<td>2010</td>
<td>2,312</td>
<td>3.8</td>
</tr>
<tr>
<td>2011</td>
<td>2,720</td>
<td>4.0</td>
</tr>
<tr>
<td>2012</td>
<td>4,151</td>
<td>5.4</td>
</tr>
<tr>
<td>2013***</td>
<td>4,967</td>
<td>6.5</td>
</tr>
<tr>
<td>2014</td>
<td>4,601</td>
<td>5.7</td>
</tr>
<tr>
<td>2015</td>
<td>3,826</td>
<td>4.2</td>
</tr>
<tr>
<td>2016</td>
<td>3,731</td>
<td>4.0</td>
</tr>
<tr>
<td>2017</td>
<td>2,817</td>
<td></td>
</tr>
</tbody>
</table>

Target ratio: <5%

* Capital Expenditure: additions to property, plant and equipment and other intangible assets (definition has been changed in 2016).
** Capital expenditure ratio: Capital expenditure divided by Group revenues.
*** 2013 figures have been adjusted in accordance with IAS 8.
OUTLOOK FOR 2017. POSITIVE BUSINESS DEVELOPMENT EXPECTED DESPITE CHALLENGES.

<table>
<thead>
<tr>
<th>Segment</th>
<th>Performance</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMW Group</td>
<td>Solid increase in EBT compared with previous year</td>
</tr>
<tr>
<td>Automotive Segment</td>
<td>Slight increase in deliveries compared with previous year</td>
</tr>
<tr>
<td></td>
<td>Slight increase in revenues compared with previous year</td>
</tr>
<tr>
<td></td>
<td>EBIT margin in the target range of 8-10%</td>
</tr>
<tr>
<td>Financial Services Segment</td>
<td>Return on equity of at least 18%, slight decrease compared with previous year</td>
</tr>
<tr>
<td>Motorcycles Segment</td>
<td>Significant increase in deliveries compared with previous year</td>
</tr>
<tr>
<td></td>
<td>EBIT margin in the target range of 8-10%</td>
</tr>
<tr>
<td></td>
<td>Content</td>
</tr>
<tr>
<td>---</td>
<td>--------------------------</td>
</tr>
<tr>
<td>1</td>
<td>Strategy Number One Next</td>
</tr>
<tr>
<td>2</td>
<td>E-Mobility</td>
</tr>
<tr>
<td>3</td>
<td>Autonomous Driving</td>
</tr>
<tr>
<td>4</td>
<td>Mobility Services</td>
</tr>
<tr>
<td>5</td>
<td>Group Financials</td>
</tr>
<tr>
<td>6</td>
<td>Automotive</td>
</tr>
<tr>
<td>7</td>
<td>Motorcycles</td>
</tr>
<tr>
<td>8</td>
<td>Financial Services</td>
</tr>
<tr>
<td>9</td>
<td>Markets</td>
</tr>
<tr>
<td>10</td>
<td>Sustainability</td>
</tr>
<tr>
<td>11</td>
<td>BMW Shares</td>
</tr>
<tr>
<td>12</td>
<td>Debt &amp; Ratings</td>
</tr>
<tr>
<td>13</td>
<td>Contact &amp; Calendar</td>
</tr>
</tbody>
</table>
BMW, ROLLS ROYCE, MINI – STRONG PREMIUM BRANDS AS THE BASIS FOR BMW GROUP’S SUCCESS.

The pinnacle of automobile luxury
Rolls-Royce Motor Cars Limited

Sheer driving pleasure

The world’s most exciting premium small car brand
MINI
## FY-2016 AUTOMOTIVE SEGMENT: EBIT MARGIN IN TARGET RANGE OF 8-10% AS FORECAST.

<table>
<thead>
<tr>
<th>In m€</th>
<th>2016</th>
<th>2015</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (units)</td>
<td>2,367,603</td>
<td>2,247,485</td>
<td>+ 5.3</td>
</tr>
<tr>
<td>Revenues</td>
<td>86,424</td>
<td>85,536</td>
<td>+ 1.0</td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT)</td>
<td>7,695</td>
<td>7,836</td>
<td>- 1.8</td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td>8.9</td>
<td>9.2</td>
<td>- 0.3 pp</td>
</tr>
<tr>
<td>Earnings before tax (EBT)</td>
<td>7,916</td>
<td>7,523</td>
<td>+ 5.2</td>
</tr>
</tbody>
</table>
## AUTOMOTIVE SEGMENT. 2015 TO 2016 EBIT DEVELOPMENT.

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBIT</td>
<td>7,836 m€</td>
<td>7,695 m€</td>
</tr>
<tr>
<td>EBIT margin</td>
<td>9.2%</td>
<td>8.9%</td>
</tr>
<tr>
<td>EBIT from</td>
<td></td>
<td></td>
</tr>
<tr>
<td>exchange rates/</td>
<td></td>
<td></td>
</tr>
<tr>
<td>commodities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td></td>
</tr>
<tr>
<td>operating</td>
<td></td>
<td></td>
</tr>
<tr>
<td>income and</td>
<td></td>
<td></td>
</tr>
<tr>
<td>expenses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Volume/</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mix/Markets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other changes</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Net effect from exchange rates/commodities: +200 m€
Other operating income and expenses: -70 m€
Volume/Mix/Market: +89 m€
Depreciation: -143 m€
Other changes: -217 m€
Q3-2017 AUTOMOTIVE SEGMENT: EBIT MARGIN WITHIN TARGET RANGE, BUT SLIGHT DECREASE IN REVENUES AND EBIT.

<table>
<thead>
<tr>
<th></th>
<th>Q3-2017</th>
<th>Q3-2016</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (units)</td>
<td>590,415</td>
<td>583,499</td>
<td>+1.2</td>
</tr>
<tr>
<td>Revenues</td>
<td>21,040</td>
<td>21,564</td>
<td>-2.4</td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT)</td>
<td>1,753</td>
<td>1,837</td>
<td>-4.6</td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td>8.3</td>
<td>8.5</td>
<td>-0.2 pp</td>
</tr>
<tr>
<td>Earnings before tax (EBT)</td>
<td>1,880</td>
<td>2,030</td>
<td>-7.4</td>
</tr>
</tbody>
</table>
9M-2017 AUTOMOTIVE SEGMENT: SUSTAINABLE PROFITABILITY WITH EBIT MARGIN OF 9.1%.

<table>
<thead>
<tr>
<th></th>
<th>In m€</th>
<th>9M-2017</th>
<th>9M-2016</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (units)</td>
<td>m€</td>
<td>1,811,234</td>
<td>1,746,638</td>
<td>+3.7</td>
</tr>
<tr>
<td>Revenues</td>
<td>m€</td>
<td>64,708</td>
<td>63,250</td>
<td>+2.3</td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT)</td>
<td>m€</td>
<td>5,862</td>
<td>5,778</td>
<td>+1.5</td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td></td>
<td>9.1</td>
<td>9.1</td>
<td></td>
</tr>
<tr>
<td>Earnings before tax (EBT)</td>
<td>m€</td>
<td>6,544</td>
<td>6,041</td>
<td>+8.3</td>
</tr>
</tbody>
</table>
BMW GROUP ACHIEVES SIXTH CONSECUTIVE ALL-TIME SALES HIGH AND REMAINS WORLD’S LEADING PREMIUM CAR COMPANY IN FY-2016.

<table>
<thead>
<tr>
<th>BMW GROUP</th>
<th>Sales FY-2016</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMW GROUP</td>
<td>2,367,603</td>
<td>+5.3%</td>
</tr>
<tr>
<td>BMW</td>
<td>2,003,359</td>
<td>+5.2%</td>
</tr>
<tr>
<td>MINI</td>
<td>360,233</td>
<td>+6.4%</td>
</tr>
<tr>
<td>Rolls-Royce Motor Cars Limited</td>
<td>4,011</td>
<td>+6.0%</td>
</tr>
<tr>
<td>BMW Motorrad</td>
<td>145,032</td>
<td>+5.9%</td>
</tr>
</tbody>
</table>
BMW GROUP AUTOMOTIVE: BALANCED SALES DISTRIBUTION AND SOLID FY-2016 GROWTH OF +5.3% TO NEW RECORD OF 2,367,603 VEHICLES.

Sales figures FY-2016 (figures may not add to 100% due to rounding)
## Deliveries of automobiles FY 2016

<table>
<thead>
<tr>
<th>Region</th>
<th>FY-2016</th>
<th>FY-2015</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>1,092,155</td>
<td>1,000,427</td>
<td>9.2</td>
</tr>
<tr>
<td>thereof Germany</td>
<td>298,928</td>
<td>286,098</td>
<td>4.5</td>
</tr>
<tr>
<td>thereof Great Britain</td>
<td>252,205</td>
<td>230,982</td>
<td>9.2</td>
</tr>
<tr>
<td>Americas</td>
<td>460,398</td>
<td>495,897</td>
<td>-7.2</td>
</tr>
<tr>
<td>thereof USA</td>
<td>366,493</td>
<td>405,715</td>
<td>-9.7</td>
</tr>
<tr>
<td>Asia</td>
<td>747,291</td>
<td>685,792</td>
<td>9.0</td>
</tr>
<tr>
<td>thereof China Mainland</td>
<td>516,785</td>
<td>464,086</td>
<td>11.4</td>
</tr>
<tr>
<td>thereof BBA retail sales</td>
<td>316,200</td>
<td>282,000</td>
<td>12.1</td>
</tr>
<tr>
<td>Rest of the World</td>
<td>67,759</td>
<td>65,369</td>
<td>3.7</td>
</tr>
<tr>
<td>Total</td>
<td>2,367,603</td>
<td>2,247,485</td>
<td>5.3</td>
</tr>
</tbody>
</table>
### Deliveries of automobiles

<table>
<thead>
<tr>
<th>Deliveries of automobiles</th>
<th>FY-2016</th>
<th>FY-2015</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Series</td>
<td>176,032</td>
<td>182,158</td>
<td>-3.4</td>
</tr>
<tr>
<td>2 Series</td>
<td>196,183</td>
<td>157,144</td>
<td>24.8</td>
</tr>
<tr>
<td>3 Series</td>
<td>411,844</td>
<td>444,338</td>
<td>-7.3</td>
</tr>
<tr>
<td>4 Series</td>
<td>133,272</td>
<td>152,390</td>
<td>12.5</td>
</tr>
<tr>
<td>5 Series</td>
<td>331,410</td>
<td>347,096</td>
<td>-4.5</td>
</tr>
<tr>
<td>6 Series</td>
<td>13,400</td>
<td>20,962</td>
<td>36.1</td>
</tr>
<tr>
<td>7 Series</td>
<td>61,514</td>
<td>36,364</td>
<td>69.2</td>
</tr>
<tr>
<td>X1</td>
<td>220,378</td>
<td>120,011</td>
<td>83.6</td>
</tr>
<tr>
<td>X3</td>
<td>157,017</td>
<td>137,810</td>
<td>13.9</td>
</tr>
<tr>
<td>X4</td>
<td>58,055</td>
<td>55,050</td>
<td>5.5</td>
</tr>
<tr>
<td>X5</td>
<td>166,219</td>
<td>168,143</td>
<td>-1.1</td>
</tr>
<tr>
<td>X6</td>
<td>43,323</td>
<td>46,305</td>
<td>-6.4</td>
</tr>
<tr>
<td>Z4</td>
<td>5,432</td>
<td>7,950</td>
<td>-31.7</td>
</tr>
<tr>
<td>BMW i</td>
<td>29,280</td>
<td>29,513</td>
<td>-0.8</td>
</tr>
<tr>
<td>BMW Total</td>
<td>2,003,359</td>
<td>1,905,234</td>
<td>5.2</td>
</tr>
<tr>
<td>MINI</td>
<td>360,233</td>
<td>338,466</td>
<td>6.4</td>
</tr>
<tr>
<td>Rolls Royce</td>
<td>4,011</td>
<td>3,785</td>
<td>6</td>
</tr>
<tr>
<td>BMW Group Total</td>
<td>2,367,603</td>
<td>2,247,485</td>
<td>5.3</td>
</tr>
</tbody>
</table>
BMW GROUP SALES CONTINUE TO GROW THROUGH NOVEMBER 2017.

<table>
<thead>
<tr>
<th>BMW Group</th>
<th>Sales</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>November 2017</td>
<td></td>
</tr>
<tr>
<td>BMW</td>
<td>2,229,497</td>
<td>+3.6%</td>
</tr>
<tr>
<td>MINI</td>
<td>1,892,365</td>
<td>+3.7%</td>
</tr>
<tr>
<td>Rolls-Royce</td>
<td>334,205</td>
<td>+3.0%</td>
</tr>
<tr>
<td>BMW Motorrad</td>
<td>2,927</td>
<td>-16.0%</td>
</tr>
<tr>
<td></td>
<td>152,322</td>
<td>+11.7%</td>
</tr>
</tbody>
</table>
BMW GROUP AUTOMOTIVE: BALANCED SALES DISTRIBUTION AND SOLID YTD 11/2017 GROWTH OF +3.6% TO A NEW RECORD OF 2,229,497 VEHICLES.

- Americas: 402,033 units, -2.6%
- Europe: 998,005 units, +0.5%
- Mainland China: 542,362 units, +14.7%
- Asia (w/o China) & Rest of World: 287,097 units, +4.7%

YTD November 2017 (figures may not add to 100% due to rounding)
### Deliveries of automobiles

<table>
<thead>
<tr>
<th>Region</th>
<th>YTD 11/2017</th>
<th>YTD 11/2016</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Europe</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>thereof Germany 1)</td>
<td>281,713</td>
<td>281,886</td>
<td>-0.1</td>
</tr>
<tr>
<td>thereof Great Britain</td>
<td>220,126</td>
<td>228,720</td>
<td>-3.8</td>
</tr>
<tr>
<td><strong>Americas</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>thereof USA</td>
<td>313,926</td>
<td>327,711</td>
<td>-4.2</td>
</tr>
<tr>
<td><strong>Asia</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>thereof China Mainland</td>
<td>542,362</td>
<td>472,705</td>
<td>14.7</td>
</tr>
<tr>
<td>thereof BBA retail sales</td>
<td>350,356</td>
<td>290,031</td>
<td>20.8</td>
</tr>
<tr>
<td><strong>Rest of the World (incl. RR)</strong> 2)</td>
<td>59,816</td>
<td>66,400</td>
<td>-9.9</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>2,229,497</td>
<td>2,152,415</td>
<td>3.6</td>
</tr>
</tbody>
</table>

1) Registrations 2) Rolls-Royce sales are included in “Rest of the World”
DELIVERIES TO CUSTOMERS BY SERIES OR BRAND YTD NOVEMBER 2017.

<table>
<thead>
<tr>
<th>Deliveries of automobiles</th>
<th>YTD 11/2017</th>
<th>YTD 11/2016</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Series</td>
<td>182,413</td>
<td>160,143</td>
<td>13.9</td>
</tr>
<tr>
<td>2 Series</td>
<td>164,199</td>
<td>179,819</td>
<td>-8.7</td>
</tr>
<tr>
<td>3 Series</td>
<td>372,606</td>
<td>379,129</td>
<td>-1.7</td>
</tr>
<tr>
<td>4 Series</td>
<td>120,416</td>
<td>121,541</td>
<td>-0.9</td>
</tr>
<tr>
<td>5 Series</td>
<td>311,843</td>
<td>306,341</td>
<td>1.8</td>
</tr>
<tr>
<td>6 Series</td>
<td>9,206</td>
<td>12,179</td>
<td>-24.4</td>
</tr>
<tr>
<td>7 Series</td>
<td>58,297</td>
<td>54,308</td>
<td>7.3</td>
</tr>
<tr>
<td>X1</td>
<td>260,462</td>
<td>193,343</td>
<td>34.7</td>
</tr>
<tr>
<td>X3</td>
<td>134,486</td>
<td>143,326</td>
<td>-6.2</td>
</tr>
<tr>
<td>X4</td>
<td>47,947</td>
<td>53,192</td>
<td>-9.9</td>
</tr>
<tr>
<td>X5</td>
<td>162,833</td>
<td>150,958</td>
<td>7.9</td>
</tr>
<tr>
<td>X6</td>
<td>36,331</td>
<td>38,911</td>
<td>-6.6</td>
</tr>
<tr>
<td>Z4</td>
<td>1,400</td>
<td>5,094</td>
<td>-72.4</td>
</tr>
<tr>
<td>BMW i</td>
<td>29,926</td>
<td>26,241</td>
<td>14.0</td>
</tr>
<tr>
<td>BMW Total</td>
<td>1,892,365</td>
<td>1,824,510</td>
<td>3.7</td>
</tr>
<tr>
<td>MINI</td>
<td>334,205</td>
<td>324,419</td>
<td>3.0</td>
</tr>
<tr>
<td>Rolls Royce</td>
<td>2,927</td>
<td>3,486</td>
<td>-16.0</td>
</tr>
<tr>
<td>BMW Group Total</td>
<td>2,229,497</td>
<td>2,152,415</td>
<td>3.6</td>
</tr>
</tbody>
</table>
BMW GROUP RETAIL SALES INCREASED ON AVERAGE BY 4.7% SINCE 2007.

BMW Group Retail sales development
[in 1,000 units]

BMW Group Investor Factbook, December 2017
Credit loss ratio*
[in %]


0.41 0.46 0.59 0.84 0.67 0.49 0.48 0.46 0.50 0.37 0.32 0.30 0.30

* Definition Credit Loss Ratio: credit losses in relation to the average serviced portfolio. Credit losses: all write offs, meaning the lost receivable including accumulated interest and other costs less utilized collateral. Income related to the recovery process after write off is also taken into consideration.
SOLID FREE CASH FLOW DEVELOPMENT IN THE AUTOMOTIVE SEGMENT.

Free Cash Flow (Automotive)*
[in m€]

<table>
<thead>
<tr>
<th>Year</th>
<th>Free Cash Flow</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>1,156</td>
</tr>
<tr>
<td>2007</td>
<td>2,277</td>
</tr>
<tr>
<td>2008</td>
<td>1,456</td>
</tr>
<tr>
<td>2009**</td>
<td>197</td>
</tr>
<tr>
<td>2010</td>
<td>4,471</td>
</tr>
<tr>
<td>2011**</td>
<td>3,166</td>
</tr>
<tr>
<td>2012</td>
<td>3,809</td>
</tr>
<tr>
<td>2013**</td>
<td>3,003</td>
</tr>
<tr>
<td>2014</td>
<td>3,481</td>
</tr>
<tr>
<td>2015</td>
<td>5,404</td>
</tr>
<tr>
<td>2016</td>
<td>5,792</td>
</tr>
<tr>
<td>9M-2016</td>
<td>3,415</td>
</tr>
<tr>
<td>9M-2017</td>
<td>2,703</td>
</tr>
</tbody>
</table>

Target: > 3 billion

* Definition: Free cash flow corresponds to the cash inflow from operating activities of the Automobiles segment less the cash outflow for investing activities of the Automobiles segment adjusted for net investment in marketable securities and term deposits. 2009 – 2015 as reported, 2007 & 2008 calculated according to above definition from reported figures. No cash flow reporting on segment level in 2006.

** 2009, 2011, 2013 figures have been adjusted in accordance with IAS 8.
INTELLIGENT AND INNOVATIVE PRODUCTION. DIGITALIZATION CREATES NEW OPPORTUNITIES.

<table>
<thead>
<tr>
<th>Data and Analytics</th>
<th>Smart Logistics</th>
<th>Innovative Automation</th>
<th>Additive Manufacturing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Internet-of-Things Architecture</td>
<td>Autonomous Transport Systems</td>
<td>Collaborative Robot Systems</td>
<td>Laminate or Metal</td>
</tr>
<tr>
<td>Data Management for Planning and Control</td>
<td>Global Supply Chain Visibility and Control</td>
<td>Context-sensitive Worker Support Systems</td>
<td>Serial Production and Rapid Prototyping</td>
</tr>
<tr>
<td>Cyber Security</td>
<td>Integrated Supplier Networks</td>
<td>Reorganization of Work</td>
<td>New Individualization</td>
</tr>
</tbody>
</table>
EUROPE, CHINA AND USA – THE PILLARS OF THE BMW GROUP PRODUCTION NETWORK.
AUTOMOBILE PRODUCTION BY PLANT IN 2016.

- Munich, Germany: 14%
- Dingolfing, Germany: 9%
- Regensburg, Germany: 7%
- Leipzig, Germany: 6%
- Rosslyn, South Africa: 5%
- Spartanburg, USA: 3%
- Dadong, China*: 2%
- Tiexi, China*: 2%
- Oxford, UK: 0%
- Graz, Austria (Magna Steyr)**: 0%
- Born, Netherlands (VDL Nedcar)**: 0%
- Goodwood, UK: 0%
- Assembly plants: 3%
- Sum: 15%

BMW 3, 4 series: 216,769
BMW 3, 4, 5, 6, 7 series: 339,769
BMW 1, 2, 3, 4 series, X1, Z4: 346,291
BMW 1,2 series, i3, i8: 246,550
BMW 3 series: 61,077
BMW X3, X4, X5, X6: 411,171
BMW 5 series: 143,825
BMW 2, 3 series, X1: 161,901
MINI Hatch, MINI Clubman: 210,971
MINI Countryman, MINI Paceman: 53,528
MINI Hatch, MINI Cabrio, MINI Countryman: 87,609
Rolls-Royce: 4,179

Total: 2,359,756

* Joint venture BMW Brilliance Automotive Ltd., Shenyang
** Contract production
THE LARGEST MODEL OFFENSIVE IN THE COMPANY’S HISTORY. 40 AUTOMOBILE LAUNCHES IN 2017 AND 2018 & ATTRACTIVE MOTORCYCLE LAUNCHES.

- BMW M760Li
- BMW 5 Series
- MINI Countryman
- BMW 4 Series
- BMW 1 Series
- BMW 2 Series
- BMW 6 Series Gran Turismo
- BMW X3
- BMW M5
- BMW X2
- BMW i3s
- Rolls-Royce Phantom

BMW Group Investor Factbook, December 2017
… AND WE WILL KEEP THE MOMENTUM ROLLING IN 2018.
The BMW i Vision Dynamics exudes modernity, progressiveness and an appealing technical aesthetic from every angle. As a trailblazer for the BMW brand, it showcases clearly the BMW Group’s future vision of emotionally engaging electrified mobility.

<table>
<thead>
<tr>
<th><strong>BMW i Vision Dynamics</strong></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Drive</strong></td>
<td>Pure Electric</td>
</tr>
<tr>
<td><strong>Range</strong></td>
<td>600 km (WLTP cycle)</td>
</tr>
<tr>
<td><strong>Acceleration</strong></td>
<td>4.0 sec (0-100 km/h)</td>
</tr>
<tr>
<td><strong>Top speed</strong></td>
<td>200 km/h</td>
</tr>
</tbody>
</table>
THE MINI COOPER S E COUNTRYMAN ALL4.
AGILE, VERSATILE & ELECTRIFYING.
MINI ELECTRIC CONCEPT.
ICONIC DESIGN AND URBAN DRIVING FUN WITH ZERO EMISSIONS.
THE NEW BMW i3 AND i3S. OUTSTANDING DRIVING DYNAMICS & EMISSION-FREE FUN AT THE WHEEL.
THE NEW BMW 1 SERIES.
UNMISTAKABLY SPORTY, WITH A HIGHER-QUALITY FEEL AND GREATER PRESENCE.
THE NEW BMW 2 SERIES COUPÉ AND BMW 2 SERIES CONVERTIBLE. MORE STRIKING DESIGN, LED HEADLIGHTS AND AN ALL-NEW INTERIOR.
THE NEW BMW 4 SERIES MODELS. ACCENTUATING THE SPORTY CHARACTER.
SEVENTH GENERATION OF BMW 5 SERIES: SPORTINESS AND EVERYDAY USABILITY.
THE NEW 6 SERIES GRAN TURISMO.
LONG-DISTANCE COMFORT OF A LUXURY SEDAN WITH ALLURING COUPE STYLE.
BMW CONCEPT 8 SERIES.  
THE PINNACLE OF SPORTS PERFORMANCE AND EXCLUSIVITY.
THE BMW CONCEPT Z4.
FREEDOM ON FOUR WHEELS.
THE NEW ROLLS-ROYCE PHANTOM. PURSUIT OF PERFECTION, VISIONARY ENGINEERING & AESTHETIC ACUITY.

BMW X1

BMW X2

BMW X3

BMW X4

BMW X5

BMW X6

BMW X7*
THE NEW BMW X2.
EXCITING LOOKS, SPARKLING DYNAMICS.
THE NEW BMW X3. NEW LEVEL OF SPORTINESS, SHARPER DESIGN, SEMI-AUTOMATED DRIVING AND CUTTING-EDGE CONNECTIVITY.
BMW CONCEPT X7 iPERFORMANCE. STRIKING EXTERIOR COMBINED WITH EXCEPTIONALLY EFFICIENT & DYNAMIC PLUG-IN HYBRID POWERTRAIN.
STRONG PERFORMANCE OF M PRODUCTS SERVES AS A STARTING POINT FOR FURTHER GROWTH.

Sales Volume BMW M and M Performance Automobiles

- **M Automobiles**
- **M Performance Automobiles**

<table>
<thead>
<tr>
<th>Year</th>
<th>M Automobiles</th>
<th>M Performance Automobiles</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>16,967</td>
<td>6,211</td>
</tr>
<tr>
<td>2011</td>
<td>17,118</td>
<td>14,242</td>
</tr>
<tr>
<td>2012</td>
<td>26,873</td>
<td>20,642</td>
</tr>
<tr>
<td>2013</td>
<td>31,276</td>
<td>23,943</td>
</tr>
<tr>
<td>2014</td>
<td>44,872</td>
<td>34,487</td>
</tr>
<tr>
<td>2015</td>
<td>62,368</td>
<td>37,473</td>
</tr>
<tr>
<td>2016</td>
<td>67,830</td>
<td>27,881</td>
</tr>
</tbody>
</table>
BMW M AUTOMOBILES ARE THE VERY SPORTY AND DYNAMIC END OF OUR MODEL RANGE.

AN EXAMPLE:

- BRAND SHAPER
  - BMW M4 GTS

- M AUTOMOBILES
  - BMW M2 Coupé

- M PERFORMANCE AUTOMOBILES
  - BMW M240i Coupé

- CORE BRAND MODEL WITH M SPORT PACKAGE
  - BMW 420i Coupé with M sport package

- TOP MODEL CORE BRAND
  - BMW 228i Coupé
<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>STRATEGY NUMBER ONE NEXT</td>
</tr>
<tr>
<td>2</td>
<td>E-MOBILITY</td>
</tr>
<tr>
<td>3</td>
<td>AUTONOMOUS DRIVING</td>
</tr>
<tr>
<td>4</td>
<td>MOBILITY SERVICES</td>
</tr>
<tr>
<td>5</td>
<td>GROUP FINANCIALS</td>
</tr>
<tr>
<td>6</td>
<td>AUTOMOTIVE</td>
</tr>
<tr>
<td>7</td>
<td>MOTORCYCLES</td>
</tr>
<tr>
<td>8</td>
<td>FINANCIAL SERVICES</td>
</tr>
<tr>
<td>9</td>
<td>MARKETS</td>
</tr>
<tr>
<td>10</td>
<td>SUSTAINABILITY</td>
</tr>
<tr>
<td>11</td>
<td>BMW SHARES</td>
</tr>
<tr>
<td>12</td>
<td>DEBT &amp; RATINGS</td>
</tr>
<tr>
<td>13</td>
<td>CONTACT &amp; CALENDAR</td>
</tr>
</tbody>
</table>
BMW MOTORRAD. WIDER RANGE THAN EVER BEFORE.

<table>
<thead>
<tr>
<th>ADVENTURE</th>
<th>TOUR</th>
<th>SPORT</th>
<th>ROADSTER</th>
<th>HERITAGE</th>
<th>URBAN MOBILITY</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1" alt="ADVENTURE" /></td>
<td><img src="image2" alt="TOUR" /></td>
<td><img src="image3" alt="SPORT" /></td>
<td><img src="image4" alt="ROADSTER" /></td>
<td><img src="image5" alt="HERITAGE" /></td>
<td><img src="image6" alt="URBAN MOBILITY" /></td>
</tr>
</tbody>
</table>
FY-2016 MOTORCYCLES SEGMENT. INCREASE IN DELIVERIES, SALES AND EARNINGS.

<table>
<thead>
<tr>
<th>In m€</th>
<th>2016</th>
<th>2015</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (units)</td>
<td>145,032</td>
<td>136,963</td>
<td>+ 5.9</td>
</tr>
<tr>
<td>Revenues</td>
<td>2,069</td>
<td>1,990</td>
<td>+ 4.0</td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT)</td>
<td>187</td>
<td>182</td>
<td>+ 2.7</td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td>9.0</td>
<td>9.1</td>
<td>-0.1 pp</td>
</tr>
<tr>
<td>Earnings before tax (EBT)</td>
<td>185</td>
<td>179</td>
<td>+ 3.4</td>
</tr>
</tbody>
</table>
**Q3-2017 MOTORCYCLES SEGMENT: VERY GOOD PERFORMANCE IN SALES AND PROFIT.**

<table>
<thead>
<tr>
<th>In m€</th>
<th>Q3-2017</th>
<th>Q3-2016</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (units)</td>
<td>39,429</td>
<td>35,290</td>
<td>+11.7</td>
</tr>
<tr>
<td>Revenues</td>
<td>514</td>
<td>451</td>
<td>+14.0</td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT)</td>
<td>53</td>
<td>32</td>
<td>+65.6</td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td>10.3</td>
<td>7.1</td>
<td>+3.2 pp</td>
</tr>
<tr>
<td>Earnings before tax (EBT)</td>
<td>53</td>
<td>32</td>
<td>+65.6</td>
</tr>
</tbody>
</table>
## 9M-2017 Motorcycles Segment: New Sales Record with More Than 127,000 Units Sold.

<table>
<thead>
<tr>
<th></th>
<th>9M-2017</th>
<th>9M-2016</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (units)</td>
<td>127,818</td>
<td>116,044</td>
<td>+10.1</td>
</tr>
<tr>
<td>Revenues</td>
<td>1,833</td>
<td>1,650</td>
<td>+11.1</td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT)</td>
<td>282</td>
<td>224</td>
<td>+25.9</td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td>15.4</td>
<td>13.6</td>
<td>+1.8 pp</td>
</tr>
<tr>
<td>Earnings before tax (EBT)</td>
<td>281</td>
<td>223</td>
<td>+26.0</td>
</tr>
</tbody>
</table>

BMW Group Investor Factbook, December 2017
MOST IMPORTANT MARKETS FOR BMW MOTORCYCLES IN 2016.
BMW MOTORRAD – NEW STRATEGY SUPPORTS SUSTAINABLE AND PROFITABLE GROWTH.
THE BMW MOTORRAD MODEL OFFENSIVE.
SUCCESSFUL FY 2016 FOR BMW MOTORRAD.
EBIT MARGIN WITHIN TARGET CORRIDOR OF 8-10%.

EBIT margin development BMW Motorrad
[in %]

Target corridor:
8-10%
(starting 2017)
<table>
<thead>
<tr>
<th>1</th>
<th>STRATEGY NUMBER ONE NEXT</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>E-MOBILITY</td>
</tr>
<tr>
<td>3</td>
<td>AUTONOMOUS DRIVING</td>
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<td>10</td>
<td>SUSTAINABILITY</td>
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<td>12</td>
<td>DEBT &amp; RATINGS</td>
</tr>
<tr>
<td>13</td>
<td>CONTACT &amp; CALENDAR</td>
</tr>
</tbody>
</table>
TODAY SF FULFILLS ITS VALUE CONTRIBUTION ROLE WITHIN THE GROUP.

Penetration Rate: 46.7% (30.09.2017)
- Financing Partners of BMW Group.
- Strengthen Automotive Brands of BMW Group.

Customer Interface

Customers: 4.9 Million (30.09.2017)
- Win new Customers for BMW Group.
- Service and Loyalize all Customers for BMW Group.

Profit Contribution

Return on Equity > 18% (Target)
- Significant Profit Contribution to BMW Group.
Global Presence as of 09/2017

- Global Operations in 58 Countries
- ~ 4.9 Million Serviced Retail Contracts

Global Markets
- Americas: 29%
- Asia, Pacific: 18%
- EMEA: 26%
- EU Bank: 27%

Business Lines as of 09/2017

- Retail Finance: €87.9 bn
- Dealer Finance: €17.8 bn
- Fleet Business: €12.1 bn
- Multi Make Financing: €7.9 bn
- Insurance: 3.6 mn contracts
- Banking: €10.1 bn
FY-2016 FINANCIAL SERVICES SEGMENT: SUCCESSFUL FINANCIAL YEAR 2016. ROE TARGET OF >18% ACHIEVED.

<table>
<thead>
<tr>
<th>In m€</th>
<th>FY-2016</th>
<th>FY-2015</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>New customer contracts (units)</td>
<td>1,811,157</td>
<td>1,655,961</td>
<td>+ 9.4</td>
</tr>
<tr>
<td>Revenues</td>
<td>25,681</td>
<td>23,739</td>
<td>+ 8.2</td>
</tr>
<tr>
<td>Earnings before tax (EBT)</td>
<td>2,166</td>
<td>1,975</td>
<td>+ 9.7</td>
</tr>
<tr>
<td>Return on equity (in %)</td>
<td>21.2</td>
<td>20.2</td>
<td>+1.0 pp</td>
</tr>
<tr>
<td>Penetration rate (in %)</td>
<td>49.6</td>
<td>46.3</td>
<td>+3.3 pp</td>
</tr>
</tbody>
</table>
FINANCIAL SERVICES SEGMENT REMAINS ON SUCCESSFUL COURSE IN Q3-2017.

<table>
<thead>
<tr>
<th>In m€</th>
<th>Q3-2017</th>
<th>Q3-2016</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>New customer contracts (units)</td>
<td>435,026</td>
<td>467,702</td>
<td>-7.0</td>
</tr>
<tr>
<td>Revenues</td>
<td>6,679</td>
<td>6,403</td>
<td>+4.3</td>
</tr>
<tr>
<td>Earnings before tax (EBT)</td>
<td>609</td>
<td>568</td>
<td>+7.2</td>
</tr>
<tr>
<td>Penetration rate (in %)*</td>
<td>46.7</td>
<td>49.0</td>
<td>-2.3 pp</td>
</tr>
</tbody>
</table>

* Figures for 9M-2016/2017
9M-2017 FINANCIAL SERVICES SEGMENT: STRONG PERFORMANCE IN FIRST NINE MONTHS.

<table>
<thead>
<tr>
<th>In m€</th>
<th>9M-2017</th>
<th>9M-2016</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>New customer contracts (units)</td>
<td>1,369,263</td>
<td>1,341,792</td>
<td>+2.0</td>
</tr>
<tr>
<td>Revenues</td>
<td>20,769</td>
<td>18,940</td>
<td>+9.7</td>
</tr>
<tr>
<td>Earnings before tax (EBT)</td>
<td>1,793</td>
<td>1,641</td>
<td>+9.3</td>
</tr>
<tr>
<td>Penetration rate (in %)</td>
<td>46.7</td>
<td>49.0</td>
<td>-2.3 pp</td>
</tr>
</tbody>
</table>
SIGNIFICANT CONTRIBUTION OF FINANCIAL SERVICES TO BMW GROUP PROFIT.

Earnings before Tax (EBT) Financial Services
[in mn €]

1) FY-08 EBT includes a negative effect of EUR 1,057 million from additional credit and residual value risk provisions.
2) FY-10 EBT includes a positive effect of EUR 122 million from better than expected off-lease business.
3) FY-11 EBT includes a positive effect of EUR 439 million from adjustment of residual value and credit risk provisions and a better than expected off-lease business.
4) FY-12 EBT includes a positive effect of EUR 124 million from better than expected off-lease business.

743   365   1,214  1,790  1,561  1,619  1,723  1,975  2,166  1,641  1,793
RETURN ON EQUITY (ROE) FINANCIAL SERVICES.
TARGET ROE OF >18%.

Return on equity (ROE)
Financial Services
[in %]

* FY-08 RoE includes a negative PBT effect of EUR 1,057 million from additional credit and residual value risk provisions (adjusted RoE: 19.2%) (AR-2008 pg. 14).
** 2013 figures have been adjusted in accordance with IAS 8.
No quarterly equity reporting on segment level in 2006.
**Penetration rate Retail business**

*Penetration Rate: New BMW Group Cars that retailed in combination with a BMW Group Financial Services contract (i.e. Loan or Lease) divided by official retail sales of the BMW Group in markets with Financial Services activities.

**The penetration rate dropped significantly due to the consolidation of BMW Group Financial Services China as of 1 January 2011.**
BMW GROUP FINANCIAL SERVICES.
SOLID DEVELOPMENT OF CREDIT LOSS RATIO.

Credit loss ratio*
[in %]

* Definition Credit Loss Ratio: credit losses in relation to the average serviced portfolio. Credit losses: all write offs, meaning the lost receivable including accumulated interest and other costs less utilized collateral. Income related to the recovery process after write off is also taken into consideration.
ALPHABET PROVIDES INNOVATIVE AND HOLISTIC MOBILITY SERVICES FOR CORPORATE CUSTOMERS.

- 4th largest European fleet management company.
- Stable profit contribution, meeting SF profitability target requirements (ROE >18%).
- Tailor-made, innovative Business Mobility Solutions including Corporate Car Sharing and Mobility Apps.
- Serving **68,000 corporate customers in 16 European countries**, Australia and China with a team of ~2,500 people.
- Contract portfolio of **645,000 vehicles**.
<p>| | | | | |</p>
<table>
<thead>
<tr>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><strong>STRATEGY NUMBER ONE NEXT</strong></td>
<td>8</td>
<td><strong>FINANCIAL SERVICES</strong></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td><strong>E-MOBILITY</strong></td>
<td>9</td>
<td><strong>MARKETS</strong></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td><strong>AUTONOMOUS DRIVING</strong></td>
<td>10</td>
<td><strong>SUSTAINABILITY</strong></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td><strong>MOBILITY SERVICES</strong></td>
<td>11</td>
<td><strong>BMW SHARES</strong></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td><strong>GROUP FINANCIALS</strong></td>
<td>12</td>
<td><strong>DEBT &amp; RATINGS</strong></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td><strong>AUTOMOTIVE</strong></td>
<td>13</td>
<td><strong>CONTACT &amp; CALENDAR</strong></td>
<td></td>
</tr>
<tr>
<td>7</td>
<td><strong>MOTORCYCLES</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
PREMIUM SEGMENT SHARE OF TOTAL MARKET 2016.

In %

<table>
<thead>
<tr>
<th>Country</th>
<th>Premium Segment Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>28.6</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>26.6</td>
</tr>
<tr>
<td>South Africa</td>
<td>17.1</td>
</tr>
<tr>
<td>Spain</td>
<td>15.3</td>
</tr>
<tr>
<td>Italy</td>
<td>13.5</td>
</tr>
<tr>
<td>France</td>
<td>11.9</td>
</tr>
<tr>
<td>Australia</td>
<td>10.1</td>
</tr>
<tr>
<td>USA</td>
<td>10.0</td>
</tr>
<tr>
<td>Russia</td>
<td>10.0</td>
</tr>
<tr>
<td>Canada</td>
<td>9.3</td>
</tr>
<tr>
<td>South Korea</td>
<td>8.8</td>
</tr>
<tr>
<td>Turkey</td>
<td>8.8</td>
</tr>
<tr>
<td>China</td>
<td>7.4</td>
</tr>
<tr>
<td>Japan</td>
<td>4.9</td>
</tr>
</tbody>
</table>

World Average: 9.3%

Source: Global Insight 06/2017
GLOBAL ANNUAL PREMIUM SEGMENT SALES ARE EXPECTED TO GROW AT A CAGR OF 2.1% TO 9.97 MN UNITS BY 2022.

Region (’000 units) | 2017   | 2022   | Change |
-------------------|--------|--------|--------|
World              | 8,781  | 9,972  | 14%    |
Rest of World      | 668    | 853    | 28%    |
BRIKT*             | 438    | 660    | 51%    |
China (Mainland)   | 2,387  | 2,885  | 21%    |
Japan              | 225    | 256    | 14%    |
North America      | 1,954  | 2,189  | 12%    |
Western Europe     | 3,109  | 3,128  | 1%     |

Rest of World, CAGR +4.2%
BRIKT*, CAGR +7.1%
China, CAGR +3.2%
Japan, CAGR +2.2%
North America, CAGR +1.9%
Western Europe, CAGR +0.1%

*BRIKT refers to Brazil, Russia, India, South Korea and Turkey

Source: Global Insight 09/2017
BMW AND MINI RETAIL DEVELOPMENT IN MAINLAND CHINA YTD NOV. 2017.

Share of JV Sales

<table>
<thead>
<tr>
<th>Year</th>
<th>Import</th>
<th>JV Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>36.4</td>
<td>13.8</td>
</tr>
<tr>
<td>2007</td>
<td>51.6</td>
<td>22.6</td>
</tr>
<tr>
<td>2008</td>
<td>65.8</td>
<td>30.6</td>
</tr>
<tr>
<td>2009</td>
<td>90.5</td>
<td>35.2</td>
</tr>
<tr>
<td>2010</td>
<td>169.0</td>
<td>43.7</td>
</tr>
<tr>
<td>2011</td>
<td>232.6</td>
<td>53.7</td>
</tr>
<tr>
<td>2012</td>
<td>326.4</td>
<td>185.3</td>
</tr>
<tr>
<td>2013</td>
<td>390.7</td>
<td>192.2</td>
</tr>
<tr>
<td>2014</td>
<td>456.0</td>
<td>275.9</td>
</tr>
<tr>
<td>2015</td>
<td>463.7</td>
<td>282.0</td>
</tr>
<tr>
<td>2016</td>
<td>516.4</td>
<td>316.2</td>
</tr>
<tr>
<td>YTD 2016</td>
<td>472.7</td>
<td></td>
</tr>
<tr>
<td>YTD 2017</td>
<td>542.4</td>
<td></td>
</tr>
</tbody>
</table>

Source: BMW Group Investor Factbook, December 2017
ROBUST GROWTH IN CHINA DESPITE MARKET NORMALIZATION. GROWTH OF DEALER NETWORK AND FURTHER LOCALIZATION.

BMW and MINI outlets in China (as of 30 September 2017)

<table>
<thead>
<tr>
<th>Outlet</th>
<th>BMW</th>
<th>MINI</th>
</tr>
</thead>
<tbody>
<tr>
<td>North</td>
<td>103</td>
<td>31</td>
</tr>
<tr>
<td>East</td>
<td>113</td>
<td>26</td>
</tr>
<tr>
<td>Southeast</td>
<td>94</td>
<td>19</td>
</tr>
<tr>
<td>West</td>
<td>134</td>
<td>30</td>
</tr>
<tr>
<td>South</td>
<td>137</td>
<td>28</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>581</strong></td>
<td><strong>134</strong></td>
</tr>
</tbody>
</table>

5 MODELS IN LOCAL PRODUCTION & MORE TO COME

- **3 SERIES**
- **5 SERIES**
- **X1 (SINCE 2012)**
- **2 SERIES ACTIVE TOURER (SINCE 2016)**
- **1 SERIES SEDAN (SINCE 2017)**
- **CHINA SPECIFIC X3 (2018)**
BMW 1 SERIES SEDAN: SPORTY, HIGHLY EMOTIONAL MODEL EXCLUSIVELY FOR THE CHINESE MARKET.
BMW AND MINI RETAIL MIX IN MAINLAND CHINA FY-2016.

Source: BMW & MINI Retail data, FY-2016

*Share of 5 series worldwide: 16.5%
BMW BRILLIANCE AUTOMOTIVE – A SUCCESS STORY WITH GROWING REVENUE AND EARNINGS CONTRIBUTION.
<table>
<thead>
<tr>
<th></th>
<th>CONTENT.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>STRATEGY NUMBER ONE NEXT</td>
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<td>E-MOBILITY</td>
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<td>SUSTAINABILITY</td>
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<td>BMW SHARES</td>
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<td>DEBT &amp; RATINGS</td>
</tr>
<tr>
<td>13</td>
<td>CONTACT &amp; CALENDAR</td>
</tr>
</tbody>
</table>
VISION 2020: THE BMW GROUP IS THE MOST SUCCESSFUL AND SUSTAINABLE PREMIUM PROVIDER OF INDIVIDUAL MOBILITY.

"The new era of mobility will be characterized by sustainability, connectivity and automated driving."

HARALD KRÜGER, CEO BMW GROUP
SUSTAINABILITY IS FULLY INTEGRATED IN THE BMW GROUP AND LEADS TO TOP RATINGS.

1973

First environmental manager in the automotive industry.

2000

Executive Board resolution “Sustainability is a guiding principle of the BMW Group’s corporate strategy.”

2009

Establishment of Sustainability Circle and Board. Corporate sustainability is declared as corporate target.

TOP RATINGS

- **Dow Jones Sustainability Indices:** BMW Group has been a Sustainability Leader in the Automotive Industry for over 15 years.


- **FTSE4Good:** Listed in the FTSE4Good Index.

- **Oekom:** Corporate Responsibility Rating oekom, Status: Prime.

- **Sustainalytics:** Ranked No. 1 in the “DAX 30 Sustainalytics” (no update since 2011).
## SUSTAINABILITY IS INTEGRATED THROUGHOUT THE ENTIRE VALUE CHAIN.

<table>
<thead>
<tr>
<th>Research &amp; Development</th>
<th>Supply Chain</th>
<th>Production</th>
<th>Logistics &amp; Transportation</th>
<th>Sales &amp; Utilization</th>
<th>Disposal &amp; Recycling</th>
</tr>
</thead>
<tbody>
<tr>
<td>25% reduction of CO₂ emissions of new 7 series over entire life cycle</td>
<td>69% of production-relevant purchasing volume in CDP Supply Chain Program</td>
<td>155 mn. € savings based on resource efficiency since 2006</td>
<td>60% of new vehicles leaving plants via railway</td>
<td>41% (124 g/km) reduction of CO₂-emissions in European new car fleet since 1995</td>
<td>95% of end-of-life vehicle recycled / disposed</td>
</tr>
<tr>
<td>5,616 supplier locations assessed on an industry-specific sustainability questionnaire</td>
<td>63% share of renewable energy purchased from third parties</td>
<td>e-lorries deployment of first all-electric lorries in the transport of goods near the plants</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>853,000 DriveNow and ReachNow customers worldwide</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
CONSISTENT REDUCTION OF OUR CO₂ FLEET EMISSIONS TO MEET STRICT REGULATIONS.

Fleet emissions EU-28 in g CO₂/km

<table>
<thead>
<tr>
<th>Year</th>
<th>Emissions (g CO₂/km)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>145</td>
</tr>
<tr>
<td>2012</td>
<td>143</td>
</tr>
<tr>
<td>2013</td>
<td>133</td>
</tr>
<tr>
<td>2014</td>
<td>130</td>
</tr>
<tr>
<td>2015</td>
<td>127</td>
</tr>
<tr>
<td>2016</td>
<td>124</td>
</tr>
</tbody>
</table>

- 40% since 1995
BMW GROUP EMPLOYER ATTRACTIVENESS: TOP AUTOMOTIVE MANUFACTURER WORLDWIDE.

Most respected global study: students surveyed in 2016

Engineers / IT worldwide

Top automotive manufacturer

Only automobile manufacturer in top 10

4th place overall

Engineers / IT Europe

Top automotive manufacturer

4th place overall
<table>
<thead>
<tr>
<th>1</th>
<th>Strategy Number One Next</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>E-Mobility</td>
</tr>
<tr>
<td>3</td>
<td>Autonomous Driving</td>
</tr>
<tr>
<td>4</td>
<td>Mobility Services</td>
</tr>
<tr>
<td>5</td>
<td>Group Financials</td>
</tr>
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<td>6</td>
<td>Automotive</td>
</tr>
<tr>
<td>7</td>
<td>Motorcycles</td>
</tr>
<tr>
<td>8</td>
<td>Financial Services</td>
</tr>
<tr>
<td>9</td>
<td>Markets</td>
</tr>
<tr>
<td>10</td>
<td>Sustainability</td>
</tr>
<tr>
<td>11</td>
<td>BMW Shares</td>
</tr>
<tr>
<td>12</td>
<td>Debt &amp; Ratings</td>
</tr>
<tr>
<td>13</td>
<td>Contact &amp; Calendar</td>
</tr>
</tbody>
</table>
BMW AG SHAREHOLDER STRUCTURE SUPPORTIVE FOR LONG-TERM ORIENTATION OF THE COMPANY.

Ownership of BMW AG’s ordinary shares (in %)

- Free Float
- Strategic shareholders*

* Strategic shareholders as of 31 December 2016: AQTON SE, Bad Homburg v.d. Höhe (17.4%) held by Stefan Quandt, Johanna Quandt GmbH & Co. KG für Automobilwerte, Bad Homburg v.d. Höhe (16.4%), Susanne Klatten Beteiligungs GmbH, Bad Homburg v.d. Höhe (12.6%), Susanne Klatten (0.2%), Stefan Quandt (0.2%)
The TOP 30 aggregated institutional shareholders represent 185m BMW shares.
This is a share of 28.2% out of 656m outstanding shares.
Majority of investors is long-term oriented.
DIVIDEND DEVELOPMENT & PAYOUT RATIO.

STRATEGIC TARGET PAYOUT RATIO: 30-40%.

Total Dividend payout to BMW AG shareholders

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend per ordinary share [in €]</th>
<th>Payout ratio* [in %]</th>
<th>Total Dividend payout to BMW AG shareholders [in m€]</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>0.70</td>
<td>15.9</td>
<td>458</td>
</tr>
<tr>
<td>2007</td>
<td>1.06</td>
<td>22.1</td>
<td>694</td>
</tr>
<tr>
<td>2008</td>
<td>0.30</td>
<td>197</td>
<td>197</td>
</tr>
<tr>
<td>2009</td>
<td>0.30</td>
<td>197</td>
<td>852</td>
</tr>
<tr>
<td>2010</td>
<td>1.30</td>
<td>26.3</td>
<td>30.7</td>
</tr>
<tr>
<td>2011</td>
<td>2.30</td>
<td>32.1</td>
<td>1,508</td>
</tr>
<tr>
<td>2012</td>
<td>2.50</td>
<td>32.0</td>
<td>1,640</td>
</tr>
<tr>
<td>2013</td>
<td>2.60</td>
<td>32.7</td>
<td>1,707</td>
</tr>
<tr>
<td>2014</td>
<td>2.90</td>
<td>32.9</td>
<td>1,904</td>
</tr>
<tr>
<td>2015</td>
<td>3.20</td>
<td>33.3</td>
<td>2,102</td>
</tr>
<tr>
<td>2016</td>
<td>3.50</td>
<td></td>
<td>2,300</td>
</tr>
</tbody>
</table>

Target corridor: 30-40 %

* Payout ratio: total dividend payout to BMW AG shareholders divided by Group net profit / loss. 
Net profit / loss: 2013 figures have been adjusted in accordance with IAS 8 (AR-2014, p. 90); 2012 figures adjusted in accordance with IAS 19 (AR-2013, p. 88); 2010 figures adjusted for effect of change in accounting policy for leased products (AR-2011, pg. 77).
## Content

<table>
<thead>
<tr>
<th></th>
<th>Subject</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><strong>Strategy Number One Next</strong></td>
</tr>
<tr>
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<td><strong>Financial Services</strong></td>
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<td><strong>Markets</strong></td>
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<td><strong>Sustainability</strong></td>
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<td><strong>BMW Shares</strong></td>
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<td><strong>Debt &amp; Ratings</strong></td>
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<td>13</td>
<td><strong>Contact &amp; Calendar</strong></td>
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</tbody>
</table>
BMW GROUP’S FINANCE STRATEGY COVERS THE ENTIRE AUTOMOTIVE VALUE CHAIN.

BMW GROUP CORPORATE FINANCE STRATEGY REFLECTS THE INDUSTRIAL NATURE OF THE BUSINESS AND IS FOCUSED ON THE ENTIRE AUTOMOTIVE VALUE CHAIN.
BROAD INVESTOR BASE.

Canada
CAD ABS
CAD Bonds
Project Financing
EDC

USA
USD Commercial Paper
USD Bonds (144A)
USD US PP
USD ABS
BCD/ICD

Europe
EUR Commercial Paper
French Commercial Paper
EMTN Private Placements
EUR Bonds
GBP Bonds
CHF Bonds
ECB
Deposits
EUR ABS
GBP ABS
CHF ABS

Project Financing
EIB Plant funding
KFW Tools

Mexico
Project Financing
Plant funding

Brazil
BRL ABS
Project Financing
Plant funding

South Africa
ZAR ABS
ZAR Bonds

India
INR Bonds
INR Promissory Notes

China
RMB ABS
China Financial Bonds
Project Financing
JV Brilliance

South Korea
KRW Bonds
USD/KRW ABS

Japan
JPY SSD
JPY ABS

Australia
AUD (AMTN)
Bonds
AUD ABS
Diversified funding mix with a combination of industry and bank typical financing instruments.

### Funding Instruments

<table>
<thead>
<tr>
<th>&lt;1yr</th>
<th>1yr</th>
<th>2yrs</th>
<th>3yrs</th>
<th>4yrs</th>
<th>5yrs</th>
<th>7yrs</th>
<th>10yrs+</th>
</tr>
</thead>
<tbody>
<tr>
<td>CP</td>
<td>(EMTN) PPs</td>
<td>Bonds</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Banks loans</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ABCP</td>
<td>ABS</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Customers deposits</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fed Funds</td>
<td>BCD’s</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Financial Debt as of 30.09.2017

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial paper</td>
<td>3%</td>
</tr>
<tr>
<td>Derivative instruments</td>
<td>1%</td>
</tr>
<tr>
<td>Liabilities from customer deposits</td>
<td>15%</td>
</tr>
<tr>
<td>Liabilities to banks</td>
<td>14%</td>
</tr>
<tr>
<td>ABS</td>
<td>16%</td>
</tr>
<tr>
<td>Other</td>
<td>1%</td>
</tr>
</tbody>
</table>

Total: 92.8 bn €

Bonds 50%
BMW GROUP CONTINUES TO MAINTAIN A SOLID LIQUIDITY POSITION.

Group Liquidity
[in bn€]

- Marketable securities & investment funds
- Cash & cash equivalents

* 2013 figures have been adjusted in accordance with IAS 8.
DEVELOPMENT OF 5-YEAR CDS.

Source: Reuters Credit Views as of 11 December 2017
BMW GROUP WITH BEST RATING AMONG EUROPEAN AUTOMOTIVE MANUFACTURERS.

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<tr>
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<th>Standard &amp; Poor’s</th>
<th>Moody’s</th>
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<tr>
<td>Short-term Rating</td>
<td>A-1</td>
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<td>Long-term Rating</td>
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<td>Outlook</td>
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<td>08./09.01.2018</td>
<td>Commerzbank German Investment Seminar 2018</td>
<td>New York City</td>
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<tr>
<td>16./17.01.2018</td>
<td>German Corporate Conference (KeplerCheuvreux)</td>
<td>Frankfurt</td>
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<td>05.02.2018</td>
<td>HSBC SRI Conference</td>
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<td>21.03.2018</td>
<td>Annual Accounts Press Conference</td>
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<td>22.03.2018</td>
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<td>04.05.2018</td>
<td>Quarterly Report to 31 March 2018</td>
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<td>17.05.2018</td>
<td>Annual General Meeting 2018</td>
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<td>02.08.2018</td>
<td>Quarterly Report to 30 June 2018</td>
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<td>07.11.2018</td>
<td>Quarterly Report to 30 September 2018</td>
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This document contains forward-looking statements that reflect BMW Group’s current views about future events. The words “anticipate,” “assume,” “believe,” “estimate,” “expect,” “intend,” “may,” “can,” “could,” “plan,” “project,” “should” and similar expressions are used to identify forward-looking statements.

These statements are subject to many risks and uncertainties or may be affected by factors outside BMW Group's control, including adverse developments in global economic conditions resulting in a decline in demand in BMW Group’s key markets, including China, North America and Europe; a deterioration in credit and financial markets; a shift in consumer preferences affecting demand for BMW Group’s products; changes in the prices of fuel or raw materials; disruption of production due to shortages of materials, labor strikes or supplier insolvencies; the effective implementation of BMW Group's strategic goals and targets; changes in laws, regulations and government policies, particularly those relating to vehicle emissions, fuel economy and safety; and other risks and uncertainties, including those described under the heading “Report on Risks and Opportunities” in BMW Group’s most recent Annual Report.

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