DYNAMIC STRATEGY. AN ONGOING TASK.

POSITION. WHAT do we stand for?

DIRECTION. WHAT drives us?

STRATEGIC APPROACH. WHERE do we want to go?

COOPERATION HOW do we achieve our goals?
WHAT do we stand for? POSITION.
We take on business, environmental and societal challenges.

WHAT drives us? DIRECTION
We offer inspiring premium products for individual mobility. Today and for future generations.

WHERE do we want to go? STRATEGIC APPROACH.
We focus on our customers and fulfil their diverse needs worldwide.

HOW do we achieve our goals? COOPERATION.
We deliver top performance. Each of us makes a contribution, based on our values.
POWER OF CHOICE.
OUR CUSTOMERS DECIDE WHAT IS RIGHT FOR THEIR NEEDS.

BMWX3. PETROL & DIESEL.

BMWX3 xDRIVE 30e.

BMWiX3.

VARIETY OF DRIVE TRAINS IN THE BMWX3.
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.
AT LEAST 25 ELECTRIFIED MODELS BY 2023 INCLUDING AT LEAST 13 FULLY ELECTRIC CARS. 
BY THE END OF 2020 THE BMW GROUP WILL HAVE AT LEAST 12 PHEVS BASIC MODELS AVAILABLE.

FULLY ELECTRIC.
BMW i3
60 Ah / 22 kWh
BMW i3
94 Ah / 33 kWh
BMW i3, BMW i3s
94 Ah / 33 kWh
BMW i3, BMW i3s
120 Ah / 42 kWh
MINI Electric
BMW iX3*
BMW iNEXT*
BMW i4*
BMW iX3*
BMW iNEXT*
BMW i4*

PLUG-IN HYBRID.
BMW i8 Coupe
BMW X5 xDrive40e
BMW 740e, Le, Le xDrive
BMW X1 xDrive25Le (CN only)
BMW i8 Roadster
BMW 845e, Le, Le xDrive
BMW 530i e
BMW 845xe
MINI Cooper S E Countryman ALL4
BMW 225xe
BMW X1 xDrive25Le (CN only)
BMW X3 xDrive30e
BMW X5 xDrive45e
BMW X2 xDrive25e
BMW X1 xDrive25Le (CN only)
BMW 530e, xDrive Touring
BMW X2 xDrive25e
BMW 530e, xDrive Touring
E-MOBILITY WITHOUT COMPROMISE.
BMW CONCEPT I4.

BMW i4 (2021).

UP TO 600 KM RANGE (BASED ON WLTP).

UP TO 530 HP.

5TH GENERATION BMW eDRIVE WITHOUT ANY RARE EARTHS.

BUILT IN MUNICH.
LEADING PROVIDER OF ELECTRIFIED CARS.
MORE THAN 146,000 UNITS SOLD IN 2019. ONE MILLION ON THE ROAD BY THE END OF 2021.

SALES
ELECTRIFIED CARS.

<table>
<thead>
<tr>
<th>Year</th>
<th>Units Sold</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>17,805</td>
</tr>
<tr>
<td>2015</td>
<td>32,732</td>
</tr>
<tr>
<td>2016</td>
<td>61,873</td>
</tr>
<tr>
<td>2017</td>
<td>103,103</td>
</tr>
<tr>
<td>2018</td>
<td>142,386</td>
</tr>
<tr>
<td>2019</td>
<td>146,160</td>
</tr>
</tbody>
</table>

END OF 2019
500,000 ON THE ROAD.

END OF 2021
1 MILLION ON THE ROAD.

EV (BEV + PHEV) SALES Q1 2020:
30,692 (+13.9%)
ELECTRIFIED VEHICLES.
ONE MILLION ON THE ROAD GLOBALLY BY THE END OF 2021.

ROADMAP
EUROPEAN NEW VEHICLE FLEET.

2021
25% ELECTRIFIED.

2025
33% ELECTRIFIED.

2030
50% ELECTRIFIED.

EUROPEAN SALES Q1 2020.
23% INCREASE ON PREVIOUS YEAR.
10% ELECTRIFIED.
BMW IS THE MARKET LEADER FOR ELECTRIFIED VEHICLES IN GERMANY.

BEV & PHEV MARKET SHARE 2019. GERMANY.

- **BMW**: 21%
- **MINI**: 3%
- **OTHER OEMs**: Other 6.6% (NOR), 8.2% (AUS), 7.5% (SWE), 10.1% (BEL), 12.1% (NET), 19.4% (UK), 7.8% (ESP), 10.1% (FR), 7.5% (IT), 4.8% (FR), 6.6% (UK), 0.0% (IT), 0.0% (FR), 0.0% (ESP), 0.0% (BEL), 0.0% (NET), 0.0% (SWE), 0.0% (AUS), 0.0% (NOR), 0.0% (OTHERS)

BEV & PHEV SEGMENT SHARE 2019. EU-28 PLUS NORWAY.

- **BMW GROUP**: Ø 8.6%
- **ALL OEMs**: Ø 3.5%

END OF 2019: OVER 330,000 BMW GROUP PLUG-IN-HYBRID MODELS ON THE ROAD.
WHAT WILL DRIVE ACCEPTANCE AND PROFITABILITY OF E-MOBILITY GOING FORWARD …

**Acceptance of EVs**
- Regulation favors E-Mobility.
- Optimization of the Charging Infrastructure.
- Smart and Efficient, increase of charging points.
- Driving Range Extension with new storage topologies and motor configurations.

**Profitability of EVs**
- Utilization of the pricing potential of BEV/PHEVs.
- Improvement in Production Efficiency.
- Increase in volume/sales due to BMW i and iPerformance Rollout.
- Decrease in Battery Costs due to new innovations and scalability.
- Material Costs Reduction due to higher supply and higher volume.

**TIME OUTLOOK**
SUSTAINABLE PRODUCTION.
- External electricity sourcing 100% renewable.
- CO2-emissions: -60% since 2006.

SUSTAINABILITY IN THE SUPPLY CHAIN.
- Direct sourcing of Cobalt/Lithium.
- No rare earth materials in electric motors (Gen5).

VEHICLE EMISSIONS.
- CO2-emissions EU-fleet: -50% by end of 2020 (vs. 1995).
- 12 electrified models on offer, >500,000 xEVs delivered to customers.

CONSISTENT RECYCLING.
- All vehicles 95% recyclable.
- Up to 20% of plastics in vehicles are made from recycled material.
SUSTAINABILITY IS FULLY INTEGRATED IN THE BMW GROUP AND LEADS TO TOP RATINGS.

TOP RATINGS.

**DOW JONES SUSTAINABILITY INDICES.**
The BMW Group is the only company in the automotive industry continuously listed on the index since the very beginning.

**MSCI ESG.**
BMW's A-rating remains unchanged since August, 2017.

**CARBON DISCLOSURE PROJECT.**
In 2019, the BMW Group was ranked in the category Leadership with a A- rating.

**FTSE4GOOD.**
Listed in the FTSE4Good Index.

**ISS ESG.**
Corporate ESG Performance: Prime.

**SUSTAINALYTICS.**
Overall ESG Score: Leader.

MILESTONES.

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.

TODAY
Sustainability is fully integrated across the whole value chain and part of divisional targets.
EFFICIENT DYNAMICS.
ACTIVE CLIMATE PROTECTION SINCE 2007.

EFFICIENT DYNAMICS.
MILESTONES.

2007
AUTOMATIC START/STOP FUNCTION.

2010
HIGH-PRECISION INJECTION.

2013
BMW i3: FULLY ELECTRIC SERIES-PRODUCTION CAR.

2016
3rd GENERATION AIR FLAP CONTROL IN BMW 7 SERIES.

2019
48 VOLT MILD HYBRID TECHNOLOGY.

2020
5th GENERATION BMW eDRIVE TECHNOLOGY IN BMW iX3.

FUTURE.
CO₂ COMPLIANCE.
WE WILL REACH OUR EU TARGETS FOR 2020 AND 2021.

CO₂-EMISSIONS.
New passenger cars [g CO₂ / km].

-17%
2006 – 2008
-20%
2019 – 2020
BMW CONSIDERS THE TOTAL VALUE CHAIN OF BATTERY CELL. FROM CRADLE TO GRAVE.

RAW MATERIALS AND REFINING.
- Environmental and social standards.
- Raw material optimized for chemistry design.
- Use of recycled raw materials.
- Securing raw material supply.

CELL DESIGN AND PRODUCTION.
- Optimized performance/costs based on BMW Group application.
- Securing production capacity.
- Reduction CO₂ footprint.

BATTERY “2ND LIFE”.
- Cell/module/pack design.
- Application on BMW Group sites.
- Business Models to secure markets.

RECYCLING.
- Cell/module/pack design to foster recyclability.
- Development of recycling processes with ability to close material loops.
- Securing recycling capacities.
BMW VALUE CHAIN CHARGING. A HOLISTIC APPROACH.

CUSTOMER

BMW as direct provider for the services:
- Direct customer interface
- Integration of BMW-Customers in our eco-system.

BMW GROUP

BMW as initiator of a neutral eRoaming platform. Basis for transnational and provider-agnostic access and services within public charging infrastructure

DCS

Access public charging infrastructure and payment functionality as important enabler of e-mobility.

HUBJECT

BMW as selective initiator of charging infrastructure due to high dependency on infrastructure.

IONITY

Fleet-, Workplace and Dealership-Charging including energy-management as important enabler for e-mobility – via flexible cooperations

EXT. PARTNER

BMW AS HOLISTIC INITIATOR OF SERVICES THROUGHOUT THE ENTIRE VALUE CHAIN OF CHARGING TO GAIN AN EXCELLENT CUSTOMER EXPERIENCE.
SYSTEM INTEGRATION.
MASTERING COMPLEXITY.

DESIGN.

SAFETY.

PRODUCING 11,000 CARS PER DAY.

4,500 SUPPLIER LOCATIONS.

THOUSANDS OF PARTS PER VEHICLE.

HIGH QUALITY AND PRECISION.

CUSTOMIZABLE.

FLEXIBLE FOR CUSTOMER DEMAND.

COMPETITIVE PRICING.

PROFITABLE.

MANAGING MILLIONS OF CUSTOMERS IN SALES, FINANCIAL SERVICES AND AFTERSALES.

4,800 DEALERS IN 160 COUNTRIES.

IN COMPLIANCE WITH REGULATION.

ELECTRIFIED AND EFFICIENT CONVENTIONAL ENGINES.

AUTOMATED DRIVING.

DIGITAL SERVICES AND INTERFACES.

ECO-FRIENDLY IN PRODUCTION AND OPERATION.
DIGITAL SOLUTIONS.
INNOVATIVE AND EFFECTIVE USE CASES.

CAR.
REMOTE SERVICE UPGRADE.

PRODUCTION.
ARTIFICIAL INTELLIGENCE APPLICATIONS.

PURCHASING.
RETRACEABILITY BY BLOCKCHAIN.

FINANCIAL SERVICES.
100% DIGITAL PROCESSES.

QUANTUM COMPUTING RESEARCH.
MATERIALS SIMULATION. PROCESS OPTIMIZATION. MACHINE LEARNING.
YOUR NOW JOINT VENTURE. THE "MOBILITY POWERHOUSE" WITH A SIGNIFICANT END CUSTOMER BASE AND COVERAGE WORLDWIDE.

<table>
<thead>
<tr>
<th>CUSTOMERS**</th>
<th>INTERACTIONS in millions</th>
<th>GMV RUN RATE*** in billions €</th>
</tr>
</thead>
<tbody>
<tr>
<td>DAIMLER</td>
<td>BMW GROUP</td>
<td></td>
</tr>
<tr>
<td>SHARE NOW</td>
<td>PARK NOW</td>
<td>GMV RR**</td>
</tr>
<tr>
<td>DriveNow</td>
<td>ParkNow</td>
<td>YTD Q1 2020</td>
</tr>
<tr>
<td>FREE NOW</td>
<td>ReachNow</td>
<td></td>
</tr>
<tr>
<td>FleeGo</td>
<td>ReachNow</td>
<td></td>
</tr>
<tr>
<td>&amp;</td>
<td>&amp;</td>
<td></td>
</tr>
<tr>
<td>BEAT</td>
<td>&amp;</td>
<td></td>
</tr>
<tr>
<td>BEAT</td>
<td>&amp;</td>
<td></td>
</tr>
<tr>
<td>&gt;90 MIO.</td>
<td>2.7</td>
<td>39.8*</td>
</tr>
<tr>
<td>CITIES**</td>
<td>5.6</td>
<td>57.2*</td>
</tr>
<tr>
<td>16</td>
<td>151</td>
<td>&gt;1,000*</td>
</tr>
<tr>
<td>588 MIO.</td>
<td>45.4</td>
<td>0.06</td>
</tr>
<tr>
<td>TRANSACTIONS</td>
<td>10.0</td>
<td>0.14</td>
</tr>
<tr>
<td>&gt;1,000</td>
<td>&gt;1,000</td>
<td>148</td>
</tr>
</tbody>
</table>

* for U.S. entity of PARK NOW, March 2020 figures estimated
** Partially, customer data summation w/o consideration of possible redundancies.
*** Due to current uncertain situation not applicable to estimate FY 2020 value.
THE ROAD TO AUTONOMOUS DRIVING.

200,000 TB OF DATA.
1,800 EXPERT DEVELOPERS.
23,000 m² IS THE AREA.
240,000,000 TEST KILOMETERS.

QUANTITY? NO, QUALITY.

BY YOUR SIDE, WHEN YOU DECIDE.

ON THE ROAD WITH AUTONOMOUS DRIVING.
THE BMW PERSONAL COPILOT TECHNOLOGY.

INTELLIGENT DRIVING.
INTELLIGENT PARKING.
INTELLIGENT SAFETY.
THE BMW GROUP USES INDUSTRY & CROSS-INDUSTRY COOPERATION TO PREPARE ITSELF FOR FUTURE TECHNOLOGIES AND BUSINESS OPPORTUNITIES.

**ELECTRIFICATION AND CELL TECH**

- Land Rover
- Hubject
- northvolt
- Umicore
- IONITY
- CATL
- Samsung
- Samsung SDI
- Hydrogen & FuelCell

**AUTONOMOUS DRIVING**

- Baidu Apollo
- Here
- ANSYS
- NAVINFO
- FCA
- APTIV
- Intel
- Continental
- Magna
- T-Tech

**DIGITAL & MOBILITY SERVICES**

- Critical Techworks
- Enory
- FreeNow
- ShareNow
- ChargeNow
- ParkNow
- ReachNow

* Partnerships with suppliers
VERY ATTRACTIVE AND FRESH LINE UP
OF THE X FAMILY SUPPORTS GROWTH AND PRODUCT MIX.
PREMIUM SEGMENT SHARE OF TOTAL MARKET 2020.

Germany: 27%
United Kingdom: 26%
Spain: 14%
South Korea: 10%
Italy: 12%
USA: 12%
South Africa: 9%
Canada: 11%
Australia: 10%
China: 12%
France: 9%
Russia: 7%
Turkey: 8%
Japan: 5%

World Average: 10.8%.

Source: Global Insight 02/2020.
THE WORLD’S LEADING PREMIUM CAR COMPANY.
BMW, ROLLS-ROYCE AND BMW MOTORRAD POST NEW ALL-TIME HIGHS IN 2019.

2,185,793
+3.3%

175,162
+5.8%

347,474
-4.6%

5,100
+21.6%
BMW, ROLLS-ROYCE AND BMW MOTORRAD DELIVERIES IN Q1 2020. DECREASE DUE TO CORONAVIRUS PANDEMIC.

64,449 -23.4%

853 -27.2%

34,774 -9.9%

411,809 -20.1%
BMW GROUP AUTOMOTIVE.
SIGNIFICANT DECREASE IN DELIVERIES IN Q1 2020 DUE TO CORONAVIRUS PANDEMIC.

Delivery figures have been adjusted retrospectively going back to 2015. The basis for the adjustments is a change in the methodology used to collate data for the BMW Group's most important markets (China, USA, Germany, UK, Italy and Japan). The retrospective adjustment enables better comparability.

Sales figures Q1 2020. Figures may not add to 100% due to rounding.
**Includes Rolls Royce sales**

<table>
<thead>
<tr>
<th>Region</th>
<th>Q1 2020 Units</th>
<th>Q1 2019 Units</th>
<th>Change (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>AMERICAS</td>
<td>81,791</td>
<td>17%</td>
<td></td>
</tr>
<tr>
<td>EUROPE</td>
<td>220,812</td>
<td>46%</td>
<td>-18.3%</td>
</tr>
<tr>
<td>MAINLAND CHINA</td>
<td>116,452</td>
<td>24%</td>
<td>-30.9%</td>
</tr>
<tr>
<td>REST OF WORLD**</td>
<td>58,056</td>
<td>12%</td>
<td>-7.1%</td>
</tr>
</tbody>
</table>

**Figures may not add to 100% due to rounding.**
## Deliveries of automobiles* Q1 2020  Q1 2019  Change in %

<table>
<thead>
<tr>
<th>Region</th>
<th>Delivery 2020</th>
<th>Delivery 2019</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>220,812</td>
<td>270,393</td>
<td>-18.3%</td>
</tr>
<tr>
<td>thereof</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Germany</td>
<td>67,882</td>
<td>74,632</td>
<td>-9.0%</td>
</tr>
<tr>
<td>Great Britain</td>
<td>44,408</td>
<td>62,254</td>
<td>-28.7%</td>
</tr>
<tr>
<td>Americas</td>
<td>81,791</td>
<td>99,320</td>
<td>-17.6%</td>
</tr>
<tr>
<td>thereof</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>USA</td>
<td>64,692</td>
<td>78,299</td>
<td>-17.4%</td>
</tr>
<tr>
<td>Asia</td>
<td>162,604</td>
<td>216,932</td>
<td>-25.0%</td>
</tr>
<tr>
<td>thereof</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>China Mainland</td>
<td>116,452</td>
<td>168,433</td>
<td>-30.9%</td>
</tr>
<tr>
<td>thereof BBA retail sales</td>
<td>87,443</td>
<td>128,653</td>
<td>-32.0%</td>
</tr>
<tr>
<td>Rest of the World**</td>
<td>51,709</td>
<td>57,899</td>
<td>-10.7%</td>
</tr>
<tr>
<td>Total</td>
<td>477,111</td>
<td>600,614</td>
<td>-20.6%</td>
</tr>
</tbody>
</table>

*Some delivery figures have been adjusted retrospectively going back to 2015. The basis for the adjustments is a change in the methodology used to collate data for the BMW Group’s most important markets (China, USA, Germany, UK, Italy and Japan). The retrospective adjustment enables better comparability.

**Includes Rolls Royce sales.
GROWTH IN CHINA DESPITE MARKET NORMALIZATION.

XEV SHARE IN CHINA

FY-2019: 4.3%
FY-2018: 3.6%

6 MODELS IN LOCAL PRODUCTION & MORE TO COME

- 5 SERIES
- X1
- 3 SERIES
- 1 SERIES SEDAN
- X3
- X2
- NEW MODEL

## Share of JV Sales (through BMW Brilliance Automotive)

<table>
<thead>
<tr>
<th>Year</th>
<th>Import</th>
<th>JV Sales</th>
<th>[in m€]</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>30.6</td>
<td>51.6</td>
<td>59%</td>
</tr>
<tr>
<td>2008</td>
<td>35.2</td>
<td>65.8</td>
<td>53%</td>
</tr>
<tr>
<td>2009</td>
<td>43.7</td>
<td>90.5</td>
<td>48%</td>
</tr>
<tr>
<td>2010</td>
<td>53.7</td>
<td>169.0</td>
<td>32%</td>
</tr>
<tr>
<td>2011</td>
<td>115.3</td>
<td>232.6</td>
<td>41%</td>
</tr>
<tr>
<td>2012</td>
<td>138.2</td>
<td>326.4</td>
<td>43%</td>
</tr>
<tr>
<td>2013</td>
<td>185.3</td>
<td>390.7</td>
<td>51%</td>
</tr>
<tr>
<td>2014</td>
<td>192.2</td>
<td>456.0</td>
<td>61%</td>
</tr>
<tr>
<td>2015</td>
<td>180.1</td>
<td>463.7</td>
<td>61%</td>
</tr>
<tr>
<td>2016</td>
<td>181.7</td>
<td>516.4</td>
<td>61%</td>
</tr>
<tr>
<td>2017</td>
<td>200.2</td>
<td>594.4</td>
<td>65%</td>
</tr>
<tr>
<td>2018</td>
<td>210.3</td>
<td>635.8</td>
<td>72%</td>
</tr>
<tr>
<td>2019</td>
<td>180.2</td>
<td>538.6</td>
<td>74%</td>
</tr>
</tbody>
</table>

Sales figures FY19. Figures may not add to 100% due to rounding.

*BMW Group Investor Presentation, June 2020*
GLOBAL PRODUCTION NETWORK
OFFERING HIGH FLEXIBILITY.

PRODUCTION NETWORK.
HIGH FLEXIBILITY.

BMW GROUP PLANT.
ASSEMBLY PLANTS.
JOINT VENTURES.
CONTRACT PRODUCTION PLANTS.
AUTOMOBILE PRODUCTION BY PLANT IN 2019.

- Munich, Germany: 221,077
- Dingolfing, Germany: 284,907
- Regensburg, Germany: 255,804
- Leipzig, Germany: 230,284
- Rosslyn, South Africa: 212,716
- Spartanburg, USA: 411,620
- Dadong, China*: 250,241
- Tiexi, China*: 174,097
- Oxford, UK: 222,340
- Graz, Austria (Magna Steyr)**: 52,231
- Born, Netherlands (VDL Nedcar)**: 5,455
- Goodwood, UK: 100,238
- BMW 3, 4 series: 221,077
- BMW 3, 4, 5, 6, 7, 8 series: 284,907
- BMW 1, 2, 3, 4 series, X1, X2: 255,804
- BMW 1, 2 series, i3, i8: 230,284
- BMW 3 series, X3: 69,463
- BMWX3, X4, X5, X6, X7: 411,620
- BMW 5 series, X5: 286,268
- BMW 1, 2, 3 series, X1, X2: 250,241
- MINI Hatch, MINI Clubman: 222,340
- BMW 5 series: 52,231
- MINI Hatch, MINI Cabrio, MINI, Countryman, BMW X1: 174,097
- Rolls-Royce: 5,455
- BMW Group Investor Presentation, June 2020

Sum: 2,564,025

*Joint venture BMW Brilliance Automotive Ltd., Shenyang
**Contract production
AUTOMOTIVE SEGMENT
EBIT MARGIN.

EBIT margin. [in %]

* 2013 figures have been adjusted in accordance with IAS 8. ** Adjusted value for 2017 in accordance with IFRS 15.

BMW Group Investor Presentation, June 2020
BMW MOTORRAD.
WIDER RANGE THAN EVER BEFORE.
FINANCIAL SERVICES AT A GLANCE.

Global operations in ~60 countries.
~5.5 million serviced retail contracts.

BUSINESS LINES (PORTFOLIO SIZE).

- CONSUMER FINANCE: €104.0 BN.
- DEALER FINANCE: €21.2 BN.
- MULTIMAKE FINANCE: €6.8 BN.
- FLEET BUSINESS: €13.9 BN.
- INSURANCE: 4.0 MN CONTRACTS
- BANKING: €10.8 BN.
SIGNIFICANT CONTRIBUTION OF FINANCIAL SERVICES TO BMW GROUP PROFIT.

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

* FY-08 EBT includes a negative effect of EUR 1,057 million from additional credit and residual value risk provisions. ** FY-10 EBT includes a positive effect of EUR 122 million from better than expected off-lease business. *** 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. **** FY-12 EBT includes a positive effect of EUR 124 million from better than expected off-lease business.
Credit loss ratio.*
[in %]

- 2006: 0.41
- 2007: 0.46
- 2008: 0.59
- 2009: 0.84
- 2010: 0.67
- 2011: 0.49
- 2012: 0.48
- 2013: 0.46
- 2014: 0.50
- 2015: 0.37
- 2016: 0.32
- 2017: 0.34
- 2018: 0.25
- 2019: 0.26

* 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.
## BMW GROUP
FY-2019 KEY FINANCIALS.

### BMW Group

<table>
<thead>
<tr>
<th></th>
<th>FY-2019</th>
<th>FY-2018*</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings before tax (EBT) – Group (in m€)</td>
<td>7,118</td>
<td>9,627</td>
<td>-26.1%</td>
</tr>
<tr>
<td>EBT margin (in %) – Group</td>
<td>6.8</td>
<td>9.9</td>
<td>-3.1% points</td>
</tr>
<tr>
<td>Payout Ratio (in %) – Group</td>
<td>32.8</td>
<td>32.0</td>
<td>+0.8 % points</td>
</tr>
</tbody>
</table>

### Automotive Segment

<table>
<thead>
<tr>
<th></th>
<th>FY-2019</th>
<th>FY-2018*</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (units)</td>
<td>2,538,367</td>
<td>2,483,292</td>
<td>+2.2%</td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT) (in m€)</td>
<td>4,499</td>
<td>6,182</td>
<td>-27.2%</td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td>4.9</td>
<td>7.2</td>
<td>-2.3% points</td>
</tr>
<tr>
<td>Net financial assets (m€)*</td>
<td>17,577</td>
<td>19,488</td>
<td>-10.9%</td>
</tr>
</tbody>
</table>

### Motorcycles Segment

<table>
<thead>
<tr>
<th></th>
<th>FY-2019</th>
<th>FY-2018*</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (units)</td>
<td>175,162</td>
<td>165,566</td>
<td>+5.8%</td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT) (in m€)</td>
<td>194</td>
<td>175</td>
<td>+10.9%</td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td>8.2</td>
<td>8.1</td>
<td>+0.1 % points</td>
</tr>
</tbody>
</table>

### Financial Services

<table>
<thead>
<tr>
<th></th>
<th>FY-2019</th>
<th>FY-2018*</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings before tax (EBT) (in m€)</td>
<td>2,272</td>
<td>2,143</td>
<td>+6.0%</td>
</tr>
<tr>
<td>Return on Equity (in %)</td>
<td>15.0</td>
<td>14.8</td>
<td>+0.2 % points</td>
</tr>
<tr>
<td>Penetration rate (in %)</td>
<td>52.2</td>
<td>50.1</td>
<td>+2.1 % points</td>
</tr>
<tr>
<td>Credit loss ratio (in %)</td>
<td>0.26</td>
<td>0.25</td>
<td>+0.01 % points</td>
</tr>
</tbody>
</table>

*Prior year’s figures adjusted due to a change in accounting policy in connection with the adoption of IFRS 16; see note 6 to the Group Financial Statements. In addition, figures for the prior year have been adjusted due to changes in presentation of selected items, which are not material overall.
## BMW GROUP
### Q1-2020 KEY FINANCIALS.

<table>
<thead>
<tr>
<th>BMW Group</th>
<th>Q1-2020</th>
<th>Q1-2019</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings before tax – Group (in m€)</td>
<td>798</td>
<td>762</td>
<td>4.7 %</td>
</tr>
<tr>
<td>EBT margin (in %) – Group</td>
<td>3.4</td>
<td>3.4</td>
<td>0.0 % points</td>
</tr>
</tbody>
</table>

### Automotive Segment

<table>
<thead>
<tr>
<th></th>
<th>Q1-2020</th>
<th>Q1-2019</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (units)</td>
<td>477,111</td>
<td>600,614</td>
<td>-20.6 %</td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT) (in m€)</td>
<td>229</td>
<td>-310</td>
<td>.</td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td>1.3</td>
<td>-1.6</td>
<td>.</td>
</tr>
</tbody>
</table>

### Motorcycles Segment

<table>
<thead>
<tr>
<th></th>
<th>Q1-2020</th>
<th>Q1-2019</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (units)</td>
<td>34,774</td>
<td>38,606</td>
<td>-9.9 %</td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT) (in m€)</td>
<td>72</td>
<td>89</td>
<td>-19.1 %</td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td>12.9</td>
<td>15.2</td>
<td>-2.3% points</td>
</tr>
</tbody>
</table>

### Financial Services

<table>
<thead>
<tr>
<th></th>
<th>Q1-2020</th>
<th>Q1-2019</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings before tax (EBT) (in m€)</td>
<td>484</td>
<td>627</td>
<td>-22.8 %</td>
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</tbody>
</table>
THE BMW GROUP IS COMMITTED TO PLAYING A KEY ROLE IN TOMORROW’S MOBILITY.

R&D Expenditure.*
[in m€, HGB]

<table>
<thead>
<tr>
<th>Year</th>
<th>Expenditure</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>2017</td>
<td>6,108</td>
</tr>
<tr>
<td>2018</td>
<td>6,890</td>
</tr>
<tr>
<td>2019</td>
<td>6,419</td>
</tr>
</tbody>
</table>

R&D Ratio.**
[in %, HGB]

<table>
<thead>
<tr>
<th>Year</th>
<th>Ratio</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>2017</td>
<td>6.2</td>
</tr>
<tr>
<td>2018</td>
<td>7.1</td>
</tr>
<tr>
<td>2019</td>
<td>6.2</td>
</tr>
</tbody>
</table>

Long-term target ratio: 5% – 5.5%.

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

**BMW Group Capital Expenditure.***

*in m€*

<table>
<thead>
<tr>
<th>Year</th>
<th>Capital Expenditure</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>2,777</td>
</tr>
<tr>
<td>2007</td>
<td>2,933</td>
</tr>
<tr>
<td>2008</td>
<td>2,980</td>
</tr>
<tr>
<td>2009**</td>
<td>2,383</td>
</tr>
<tr>
<td>2010</td>
<td>2,312</td>
</tr>
<tr>
<td>2011**</td>
<td>2,720</td>
</tr>
<tr>
<td>2012</td>
<td>4,151</td>
</tr>
<tr>
<td>2013**</td>
<td>4,967</td>
</tr>
<tr>
<td>2014</td>
<td>4,601</td>
</tr>
<tr>
<td>2015</td>
<td>3,826</td>
</tr>
<tr>
<td>2016</td>
<td>3,731</td>
</tr>
<tr>
<td>2017</td>
<td>4,688</td>
</tr>
<tr>
<td>2018</td>
<td>5,029</td>
</tr>
<tr>
<td>2019****</td>
<td>5,650</td>
</tr>
</tbody>
</table>

**Capex Ratio.**

*in %*

<table>
<thead>
<tr>
<th>Year</th>
<th>Capex Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>5.7%</td>
</tr>
<tr>
<td>2007</td>
<td>5.2%</td>
</tr>
<tr>
<td>2008</td>
<td>5.6%</td>
</tr>
<tr>
<td>2009**</td>
<td>4.7%</td>
</tr>
<tr>
<td>2010</td>
<td>3.8%</td>
</tr>
<tr>
<td>2011**</td>
<td>4.0%</td>
</tr>
<tr>
<td>2012</td>
<td>5.4%</td>
</tr>
<tr>
<td>2013**</td>
<td>6.5%</td>
</tr>
<tr>
<td>2014</td>
<td>5.7%</td>
</tr>
<tr>
<td>2015</td>
<td>4.2%</td>
</tr>
<tr>
<td>2016</td>
<td>4.0%</td>
</tr>
<tr>
<td>2017</td>
<td>4.8%</td>
</tr>
<tr>
<td>2018</td>
<td>5.2%</td>
</tr>
<tr>
<td>2019****</td>
<td>5.4%</td>
</tr>
</tbody>
</table>

Long-term 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.

**** Capital expenditure – mainly for property, plant and equipment – rose to 5.65 billion euros in 2019. This reflects the recognition of right-of-use assets in the balance sheet for the first time, according to IFRS 16.
FREE CASH FLOW IN AUTOMOTIVE SEGMENT REMAINS STRONG, DESPITE SIGNIFICANTLY HIGHER INVESTMENTS.

Free Cash Flow (Automotive).*
[in m€]

<table>
<thead>
<tr>
<th>Year</th>
<th>Free Cash Flow (in m€)</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>197</td>
</tr>
<tr>
<td>2009**</td>
<td>1,456</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>2017</td>
<td>4,459</td>
</tr>
<tr>
<td>2018</td>
<td>2,713</td>
</tr>
<tr>
<td>2019</td>
<td>2,567</td>
</tr>
</tbody>
</table>

Long-term 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.
PERFORMANCE PROGRAM.
IMPORTANT DECISIONS ALREADY BEING IMPLEMENTED.

CUSTOMER AND SALES
Improvement in sales performance and optimization of customer interface based on data analytics.

VEHICLE
Complexity and product variety reduction while maintaining customer benefit.
Accelerate the R&D process.

PROCESS AND STRUCTURE
Optimization of indirect purchasing and material cost reduction.
Cross-functional optimization of structures and processes.

COOPERATIONS
Project-based cooperations for opening up new opportunities.
Using industry & cross-industry cooperation to develop future technologies.
Prior to the coronavirus outbreak, the company’s planning envisaged the Automotive segment posting a slight increase in sales. The spread of the coronavirus slowed the BMW Group’s worldwide vehicle sales. We now expect global sales in 2020 to be much lower than last year. In light of the negative effects of the pandemic and the assessment that deliveries in all markets would return to normal levels after a few weeks, we had published an EBIT margin target of 2% to 4% for the year as a whole by mid-March 2020. Other than assumed by mid-March 2020, we do now expect that the economic environment will only begin to stabilize in the third quarter of the year. Accordingly, we are expanding our guidance for the financial year and are expecting an EBIT margin of between 0 and 3%, with the first half of the year being affected more than H2.

*including the joint venture BMW Brilliance Automotive Ltd., Shenyang ** EU-28
BMW Group continues to target a well diversified debt structure.
FOCUS ON LIQUIDITY AND FUNDING. IN A CHALLENGING ENVIRONMENT.

- **Solid** level of BMW Group **Gross Liquidity** with EUR 18.8 bn.*
- Automotive Segment reporting **Net Financial Assets of EUR 14.5 bn.**
- Enhanced strong focus on **Working Capital management** and prioritised **CAPEX planning**.
- Refinancing strategy continues to target a **well-diversified debt structure** across various regions and instruments. **Banking** entities within the BMW Group also enable **Central Bank access**.
- **Best rated** European OEM and second best rated globally.**
- **Financial Services** business with **maturity matched funding profile**.
- Access to an **untapped syndicated credit line of EUR 8 bn** with a term up to July 2024. Made available by a large consortium of **international banks**.

* Figures as of March 31st 2020   **S&P A neg./Moody's A2 watch neg."
CORPORATE FINANCE ENSURES SOLVENCY AT ANY TIME. MANAGING RISK ALONG THE ENTIRE VALUE CHAIN.

- Financial Risk
  - Liquidity
  - Funding
    - Solvent
    - Independent
    - Flexible
    - Value Oriented
  - Target Debt Structure
  - Financing Follows Markets

- Strategic Direction
  - Increasing planning security
  - Reducing earnings risk
  - Maintaining opportunities

- Operational Implementation
  - Minimum Liquidity Concept
  - Target Debt Structure
  - Financing Follows Markets
  - Selective Approach
  - Relative Value
  - Natural Hedging

- Asset-Management
  - Yield oriented
  - Risk optimized
  - Chances
  - Asset-Liability-Studies
  - Liability-driven investment
  - Lifecycle concept

BMW Group Investor Presentation, June 2020
GLOBAL MARKETS ACCESS. TREASURY ORGANIZATION ENSURES 24 HOUR MARKET COVERAGE.

Stand Alone Bonds
Asset Backed Securities

144A / RegS Bonds
7 bn. USD CP Program
Asset Backed Securities

BMW Bank North America
Salt Lake City

Treasury Center Amerika
Woodcliff Lake

Treasury Center Europa
Den Haag

BMW Bank Group of Institutions Europe
Munich

BMW Group Treasury
Munich

Financial and Panda Bond
Asset Backed Securities

Treasury Center China
Beijing

Stand Alone Bonds
Asset Backed Securities

2.5 bn. AMTN Program
Asset Backed Securities

Financial and Panda Bond
Asset Backed Securities

Asset Backed Securities

15 bn. IRS CP Program

Treasury Center Asia
Singapore

Stand Alone Bonds
Asset Backed Securities

Stand Alone Bonds
Asset Backed Securities

BMW Group Investor Presentation, June 2020
CONSUMPTION AND EMISSION DATA.

MINI Cooper SE.
Fuel consumption in l/100 km (combined): 0; Power consumption in kWh/100 km (combined): 16.9 – 14.8; CO2- emissions in g/km (combined): 0.

BMW 118i.
Fuel consumption in l/100 km (combined): 5.7 – 5.5; CO2- emissions in g/km (combined): 129 – 113

BMW M235i xDrive Gran Coupé.
Fuel consumption in l/100 km (combined): 7.1 – 6.7; CO2- Emissions in g/km (combined): 182 – 153.

BMW 330e Touring*.
Fuel consumption in l/100 km (combined): 2.1 – 1.7; Power consumption in kWh/100 km (combined): 19.4 – 15.7; CO2- emissions in g/km (combined): 48 – 39.

BMW 330e xDrive Touring*.
Fuel consumption in l/100 km (combined): 2.5 – 2.2; Power consumption in kWh/100 km (combined): 22.3 – 17.8; CO2- emissions in g/km (combined): 56 – 48.

BMW 330e Sedan.
Fuel consumption in l/100 km (combined): 1.7 – 1.6; Power consumption in kWh/100 km (combined): 15.0 – 14.8; CO2- emissions in g/km (combined): 39 – 36.

BMW 330e xDrive Sedan*.
Fuel consumption in l/100 km (combined): 2.3 – 1.8; Power consumption in kWh/100 km (combined): 21.3 – 16.7; CO2- emissions in g/km (combined): 52 – 42.

BMW X1 xDrive25e.
Fuel consumption in l/100 km (combined): 1.9; Power consumption in kWh/100 km (combined): 13.8; CO2- emissions in g/km (combined): 43.

BMW X2 xDrive25e*.
Fuel consumption in l/100 km (combined): 2.1 – 1.9; Power consumption in kWh/100 km (combined): 14.2 – 13.7; CO2- emissions in g/km (combined): 47 – 43 g/km.

BMW X3 xDrive30e.
Fuel consumption in l/100 km (combined): 2.4 – 2.1; Power consumption in kWh/100 km (combined): 17.1 – 16.4; CO2- emissions in g/km (combined): 54 – 48.

BMW X3 xDrive20d.
Fuel consumption in l/100 km (combined): 5.1 – 4.8; CO2- emissions in g/km (combined): 134 – 126.

BMW iX3*.
Fuel consumption in l/100 km (combined): 0; Power consumption in kWh/100 km (combined): < 20; CO2- emissions in g/km (combined): 0.

BMW X4 xDrive20d.
Fuel consumption in l/100 km (combined): 5.1 – 4.8; CO2- emissions in g/km (combined): 133 – 125.

BMW X5 xDrive45e.
Fuel consumption in l/100 km (combined): 2.0 – 1.7; Power consumption in kWh/100 km (combined): 23.5 – 21.3; CO2- Emissions in g/km (combined): 46 – 38.

BMW X5 M.
Fuel consumption in l/100 km (combined): 13; CO2- emissions in g/km (combined): 296.

BMW X6 M Competition.
Fuel consumption in l/100 km (combined): 12.7; CO2- emissions in g/km (combined): 289.

BMW M8 Competition Gran Coupé.
Fuel consumption in l/100 km (combined): 10.7; CO2- emissions in g/km (combined): 244.

BMW M8 Competition Convertible.
Fuel consumption in l/100 km (combined): 10.8; CO2- emissions in g/km (combined): 246.

* Provisional figures.
Fuel consumption, CO2 emission figures and power consumption were measured using the methods required according to Regulation (EC) 2073/2009 as amended. The figures are calculated using a vehicle fitted with basic equipment in Germany, the ranges stated take into account differences in selected wheel and tyre sizes as well as the optional equipment. They may change during configuration. The figures have already been calculated based on the new WLTP test cycle and adapted to NEDC for comparison purposes. In these vehicles, different figures than those published here may apply for the assessment of taxes and other vehicle-related duties which are (also) based on CO2 emissions. For further details of the official fuel consumption figures and official specific CO2 emissions of new cars, please refer to the “Manual on fuel consumption, CO2 emissions and power consumption of new cars”, available free of charge at all sales outlets, from Deutsche Automobil Treuhand GmbH (DAT), Helmuth-Hirth-Str. 1, 73760 Ostfildern-Scharnhausen and at https://www.dat.de/co2/.
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Petuelring 130
80788 Munich

http://www.bmwgroup.com/ir

ir@bmwgroup.com
<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>05.08.2020</td>
<td>Quarterly Report to 30 June 2020</td>
</tr>
<tr>
<td>04.11.2020</td>
<td>Quarterly Report to 30 September 2020</td>
</tr>
<tr>
<td>17.03.2021</td>
<td>Annual Report 2020</td>
</tr>
<tr>
<td>18.03.2021</td>
<td>Analyst and Investor Conference 2021</td>
</tr>
<tr>
<td>07.05.2021</td>
<td>Quarterly Statement to 31 March 2021</td>
</tr>
<tr>
<td>Date</td>
<td>Event</td>
</tr>
<tr>
<td>------------</td>
<td>------------------------------------------</td>
</tr>
<tr>
<td>02./03.06.2020</td>
<td>CFO Virtual Roadshow</td>
</tr>
<tr>
<td>04.06.2020</td>
<td>dbAccess Conference</td>
</tr>
<tr>
<td>23.06.2020</td>
<td>JP Morgan Auto Conference</td>
</tr>
<tr>
<td>24./25.06.2020</td>
<td>UniCredit Automotive Credit Conference</td>
</tr>
</tbody>
</table>
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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