INVESTOR PRESENTATION

NOVEMBER 2022
**WHY INVEST IN BMW?**

**FIRST-CLASS INDIVIDUAL MOBILITY** – We play a pioneering role in setting standards for the individual premium mobility of tomorrow. It combines pleasure and responsibility without compromise.

**SUSTAINABILITY** – The BMW Group is a holistically sustainable company taking responsibility for sustainable future mobility. Every investment in BMW is a sustainable investment.

**INNOVATION & FLEXIBILITY** – The BMW Group is an innovation pioneer in the automotive industry. Our business model is based on constant transformation and flexibility – successful for over 100 years.

**ELECTRIFICATION** – Due to our flexibility and permanently transformed plants, we will have a convincing battery-electric vehicle offer covering 90% of our current market segments from 2023.

**DIGITALIZATION** – We set standards in the digitalization and connectivity of our vehicles and use our competitive edge in remote software upgrades.

**FINANCIAL PERFORMANCE** – We offer financial stability due to our strong balance sheet and industry-leading credit ratings*. We set ambitious profitability and cash flow targets and are a reliable dividend payer.

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BMW GROUP STRATEGY.
THE BMW GROUP STANDS FOR FIRST CLASS INDIVIDUAL MOBILITY AND CONTRIBUTES TO THE SUSTAINABLE DEVELOPMENT OF OUR PLANET.

WHAT FOR?
POSITION.
We stand for first class individual mobility and contribute to the sustainable development of our planet. We reconcile economy, ecology and society. As a result, our customers enjoy outstanding products and demonstrate responsibility.

WHAT?
DIRECTION.
We offer thrilling products – today and for future generations. High profitability secures our independence as a company. We use our powerful innovations and our passion to shape the future of sustainable mobility.

WHERE?
STRATEGIC APPROACH.
We focus on our customers and meet their needs which differ across the world. We combine technologies, emotional products and personalized customer support to create a unique overall experience.

HOW?
COOPERATION.
We deliver top performance. Our values are the basis for cooperation. We work hand in hand internally and with our external partners. In doing so, we achieve maximum effectiveness, and together bring success to the company.
ENSURE LONG-TERM SUCCESS.
BMW GROUP STRATEGIC OBJECTIVES.

2025

- >10% Group EBT margin
- 8 – 10% Auto EBIT margin
- ≥ 18% Return on capital employed in the automotive segment

- 30% Minimum share of electrified cars in total deliveries
- 22% Percentage of women in management positions in the BMW Group

2030

- 80% Reduction of CO₂ emissions per vehicle in production (Reference year 2019)
- 50% Reduction of CO₂ emissions in the use phase of the vehicle per kilometer driven (Reference year 2019)
- ≥ 20% Reduction of CO₂ emissions in the supply chain (Reference year 2019)

This is a simplified representation. Detailed explanations of the key figures as well as the identification of the depth of the audit can be found in the respective report chapters.

*With effect from the reporting year 2022, a simplified definition of capital employed will be applied to make the calculation of RoCE more comprehensible and transparent. Further information is available in the BMW Group Report 2021, page 45.
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SUSTAINABILITY IS CENTRAL TO EVERYTHING WE DO. BMW HAS PURSUED AMBITIOUS SUSTAINABILITY GOALS FOR YEARS.

**SUSTAINABILITY. SELECTED MILESTONES.**

- **1973**: First environmental manager in the automotive industry
- **2001**: 1st Sustainable Value Report
- **2009**: Sustainability is a corporate target
- **2012**: We set ten sustainability goals for the end of 2020
- **2020**: We set ambitious CO₂ reduction targets across the entire value chain by 2030
- **2021**: 1st Integrated Report
- **2050**: Climate-neutral business model across the entire value chain

**2000**: Sustainability is a guiding principle of the BMW Group’s corporate strategy

**2011**: Sustainability is an integral part of our procurement process and an essential purchasing criterion

**2020+**: We are making sustainability central to the strategic direction of the BMW Group

**2030**: CO₂ reduction by at least 40% across the value chain
SUBSTANTIAL CO₂ REDUCTION BY AT LEAST 40% PER VEHICLE ACROSS THE ENTIRE VALUE CHAIN UP TO 2030.

2030
At least -20% CO₂ per vehicle vs. 2019

Avoidance increase in CO₂ emissions by approx. 50% per vehicle due to electrification. Trend reversal through additional measures.

SUPPLY CHAIN.

2030
-80% CO₂ per vehicle vs. 2019.

2020
100% green electricity supply worldwide.

2021
CO₂-neutral balance in production by offsetting.

PRODUCTION.

2030
At least -50% CO₂ per vehicle vs. 2019.

Further electrification of the vehicle fleet. Reduction of local CO₂ emissions when driving.

USE PHASE.
CO₂ EU FLEET TARGET 2021 BASED ON WLTP. THE BMW GROUP HAS CLEARLY ACHIEVED THE CO₂ FLEET TARGET IN 2021.

BMW, MINI, Rolls Royce, BMW M

<table>
<thead>
<tr>
<th>NEDC</th>
<th>Actuals 2020 excluding Regulatory Factors</th>
<th>Target Reconciliation NEDC to WLTP</th>
<th>BMW Group Fleet Target 2021 WLTP</th>
<th>Actuals 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>135*</td>
<td>126**</td>
<td></td>
<td>116***</td>
</tr>
</tbody>
</table>

*For better comparability the 2020 figure has been converted internally from an NEDC basis to a WLTP basis excluding regulatory factors | **Fleet target 2021 has been internally converted from NEDC to WLTP |
***BMW internal calculation (official EU-com.-data will likely not be communicated until end of 2022)
SUSTAINABILITY IN BATTERY CELLS: THE COMPLETE VALUE CHAIN AND LIFE CYCLE HAS TO BE CONSIDERED.

- Cobalt and lithium from certified mines in Australia and Morocco. Usage of secondary material.
- Production of battery cells with 100% power from renewable sources.
- Taking back batteries worldwide at the end of battery life.
- Enabling second use e.g. in battery storage farms.
- Pushing the limits of material recycling and returning materials efficiently into the production cycle.
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OUR THREE PHASES OF TRANSFORMATION.

2013
Pioneering e-mobility.

TODAY
Electrification across our entire portfolio.

FROM 2025
Neue Klasse: High BEV volume and the next level of digitalization.
BY 2023, 90% OF OUR SEGMENTS ARE COVERED BY AT LEAST ONE BEV. OUR DEFINED E-MOBILITY ROADMAP.

**Phase I**
Pioneering e-mobility

- BMW i3
- MINI Electric
- BMW i8 (PHEV)

2013

**Phase II**
Electrification across our segments

- MINI Countryman BEV*
- BMW iX1
- BMW iX
- MINI Electric
- BMW i3**
- BMW iX3
- BMW i4
- BMW i7
- BMW 5 series BEV*
- Rolls-Royce Spectre BEV

2019 2019 2020 2021 2022 2023

*Schematic illustration of future launch dates. **All electric BMW 3 Series Sedan long wheelbase, tailor made exclusively for China.
10 MILLION BEVS ON THE ROAD WITHIN THE NEXT TEN YEARS. LEADING PROVIDER OF BATTERY-ELECTRIC VEHICLES.

**Phase I**

Until 2025
0 +50% BEV SALES p.a.

**Phase II**

2023 BEVs available for 90% of today's MARKET SEGMENTS

2025 - 2030
0 +20% BEV SALES p.a.

**Phase III**

2030
BEVs will account for at least 50% of GLOBAL SALES

2030
BEVs available for 100% of today's MARKET SEGMENTS
E-MOBILITY RAMPUP FURTHER ACCELERATES YTD 09/2022. GLOBAL BEV VOLUME TO AT LEAST DOUBLE IN FY 2022, DRIVING SIGNIFICANT GROWTH OF XEV VOLUME.

GLOBAL SALES YTD 09/2022.
22% xEV INCREASE OVER PREVIOUS YEAR.
16% ELECTRIFIED.

EUROPEAN SALES YTD 09/2022.
17% xEV INCREASE OVER PREVIOUS YEAR.
30% ELECTRIFIED.
THE FIRST EVER BMW i4.

BMW i4

5TH GENERATION
BMW eDRIVE

WITHOUT ANY RARE EARTHS.

BUILT IN MUNICH.

BMW i4 M50
- The first purely electric M performance car.
- 400 kw/544 hp.
- 0 to 100 km/h in 3.9 seconds.

BMW i4 eDrive40
- Up to 591 km range (WLTP).
- 250 kw/340 hp.
- 0 to 100 km/h in 5.7 seconds.
BMW iX – TECHNOLOGY FLAGSHIP FOR SUSTAINABLE MOBILITY.

BMW iX
5TH GENERATION
BMW eDRIVE

WITHOUT ANY RARE EARTHS.

ELECTRIC ALL-WHEEL DRIVE WITH TWO ELECTRICALLY DRIVEN AXLES.

<table>
<thead>
<tr>
<th>Model</th>
<th>Range (WLTP)</th>
<th>Power (kw/hp)</th>
<th>0 to 100 km/h</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMW iX xDrive50</td>
<td>Up to 620</td>
<td>385/523</td>
<td>4.6</td>
</tr>
<tr>
<td></td>
<td>km</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BMW iX xDrive40</td>
<td>Up to 425</td>
<td>240/326</td>
<td>6.1</td>
</tr>
<tr>
<td></td>
<td>km</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BMW iX xDrive60</td>
<td>Up to 549</td>
<td>397/540</td>
<td>3.8</td>
</tr>
<tr>
<td></td>
<td>km</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
BMW i7 – LEADING THE LUXURY SEGMENT INTO A NEW ERA. GLOBAL MARKET LAUNCH STARTING IN NOVEMBER 2022.

BMW i7
5TH GENERATION
BMW eDRIVE

GREEN ENERGY IN PRODUCTION.

PRIVATE CINEMA LOUNGE
WITH BMW THEATRE SCREEN.

BMW i7 xDrive60
- Up to 625 km range (WLTP).
- 400 kw/544 hp.
- 0 to 100 km/h in 4.7 seconds.
- Electric all-wheel drive.
- Consumption: 19.6 - 18.4 kWh/100km.
- Top speed: 240km/h.
BMW iX1 – MAKING E-MOBILITY ACCESSIBLE TO A VERY WIDE TARGET AUDIENCE. MARKET LAUNCH IN OCTOBER 2022.

**BMW iX1**

5TH GENERATION

BMW eDRIVE

THE FIRST FULLY ELECTRIC BMW iX1.

**HIGH ENERGY DENSITY OF THE BATTERY IN RELATION TO ITS WEIGHT.**

**BMW iX1 xDrive30**

- Up to 438 km range (WLTP).
- 230 kw/313 hp.
- 0 to 100 km/h in 5.7 seconds.
- Electric all-wheel drive.
- Consumption: 18.4 - 17.3 kWh/100km.
- Top speed: 180km/h.
ELECTRIC.
Uncompromisingly designed and optimized for electric drivetrains – BEV-only. Aim to match range and contribution margin of state-of-the-art combustion engines with comparable performance.

CIRCULAR.
Proportion of secondary materials will be sharply increased. Focus on significantly reducing resource consumption.

DIGITAL.
Completely novel user experience. Even more individually configurable and bookable features.
OUR STRATEGIC DECISION: CYLINDRICAL CELL FOR OUR 6\textsuperscript{th} GENERATION.

Advantages:
- Integration
- Energy
- Safety
- Sustainability

-30% Charging Time (10\%-80\% SOC)
-60% CO\textsubscript{2}

+30% Range
-50% Cost (on pack level)
STRATEGIC PARTNERSHIPS AND “LOCAL FOR LOCAL”. BATTERY CELL FACTORIES WITH UP TO 20GWH/A IN EU AND CHINA AND UP TO 30 GWH/A IN THE US.

Gen6 (in stages from 2025)  Battery cell factories in key markets, close to BMW Group production sites.

Gen5
ALL OF OUR BRANDS ARE BECOMING ELECTRIC.

MINI and Rolls-Royce electric only from early 2030.

Urban concepts from BMW Motorrad that are only all-electric.
BATTERY CELL IS KEY COMPONENT FOR FUTURE SUCCESS OF BMW.

BATTERY KPI DETERMINE VEHICLE CHARACTERISTICS

<table>
<thead>
<tr>
<th>RANGE</th>
<th>CHARGE TIME</th>
<th>DRIVING POWER</th>
<th>COST</th>
</tr>
</thead>
</table>

- Energy Density
- Lifetime
- Power Density (Ch/DCh)
- Safety
- Cost

CA. 40% OF TOTAL VEHICLE COST IS COST FOR THE BATTERY PACK (E.G. I4).

MODUL- & SYSTEM COST

- 20%

BATTERY CELL COST

- 80% MATERIAL COST

20% CELL PRODUCTION COST
TRANSITION FROM performance/range maximization towards PORTFOLIO ORIENTED (performance vs. low cost).

Energy Density

State of the art

Ni rich

Step 1: Co free

Step 2: Si-Oxide/Graphite
Step 2: High Si anode e.g., Si-C compound

Step 2: CO free, low Ni, e.g., Lithium-Manganese-rich

Performance

Cost Down

ASSB

LFP

Time
TRANSFORMATION TO E-MOBILITY IS IN FULL SWING.

Spartanburg
MINI BEV
High-voltage battery assembly

Regensburg
BMW X1 BEV
- Battery cell coating
- High-voltage battery assembly

Landshut
- E-machine
- Housing e-machine (casting)

Munich Pilot Plant E-Drive
BMW i4
Battery Cell Competence Center

Leipzig
MINI Countryman BEV (2024)
Battery modules

Shenyang
BMW iX3 BEV
BMW i3 BEV*
- Battery cell coating
- Battery modules
- High-voltage battery assembly

Thailand
- Battery modules
- High-voltage battery assembly

Steyr
Electric drivetrains (2025)

Dingolfing E-Powertrain Competence Center
BMW iX BEV
BMW 7 series BEV
BMW 5 series BEV (2023)
- Battery cell coating
- Battery modules
- High-voltage battery assembly
- E-machine

*All electric BMW 3 Series Sedan long wheelbase, tailor made exclusively for China.
BMW CHARGING IS THE MOST COMPREHENSIVE OFFERING OF ITS KIND IN THE MARKET FOR CHARGING AT HOME AND ON THE GO.

**HOME CHARGING**
- Flexible Fast Charger
- Choose and Charge in 29 markets until 2022
- BMW Wallbox 3.0
- Smart partnerwallbox (market-specific)
- Installation integrated (option)

**WORKPLACE CHARGING**
Charging portfolio for fleets:
- Requirement analysis for fleet operator
- Hardware installation and operations
- Billing solutions
**Blueprint:** BMW Employee Charging

**PUBLIC CHARGING**
- Public Charging cable (EU) ex factory
- Access to biggest charging infrastructure with > 450,000 charging points
- Improved pricing logic for BMW Charging in EU decided for rollout
- No base fee in first year

- High Power Charging (HPC)
- Access to >350 IONITY HPC stations in EU (built up by end of 2021); 2,300 charging points in total
- IONITY pricing
- No base fee in first year
THE BMW GROUP USES ...

... INDUSTRY & CROSS-INDUSTRY.

COOPERATION & PARTNERSHIPS
to prepare itself for future technologies, digitalization and business opportunities.

- Solid Power
- northvolt
- e.on
- CATL
- SAMSUNG
- SAMSUNG SDI
- LAND ROVER
- JAGUAR
- umicore
- IONITY
- Hubject
- Ansys
- Tencent
- NAVINFO
- APTIV
- Qualcomm
- ArriVer
- TTEchnologies
- Continental
- AWS
- Intel
- HERE
- Microsoft
- Magna
- Critical Techworks
- ENCory
- BA TechWorks
- YOUR NOW Joint Venture.

ELECTRIFICATION & CELL TECH

AUTONOMOUS DRIVING

CONNECTED & MOBILITY SERVICES
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"DIGITAL EVERYWHERE". 10,000 COLLEAGUES IN A GLOBAL SOFTWARE AND IT DEVELOPMENT NETWORK.

The BMW Group integrates SOFTWARE DEVELOPMENT directly in established vehicle development processes.

1) Partners set up with several locations.
DIGITALIZATION ADDRESSES THE OVERALL COMPANY. CONSISTENT DIGITALIZATION TO EXPLOIT POTENTIALS IN ALL BUSINESS SEGMENTS.

Business Processes
- Smart logistics
- Innovative automation & assistance systems
- Virtualization
- Quantum computing
- Catena-x automotive network

Products
- Unique BMW iDrive based on OS 8
- Seamless and safe automated driving
- Car as a managed device
- Central enablers: Stable software platforms, Remote Software Upgrades (RSU)

Customer Interaction
- Digital customer experience
- Digital aftersales upgrades
- Digital personalization of the vehicle
- Digital financing process at financial services

FOCUS ON CUSTOMER CENTRICITY
APPROACHES TO DIGITALIZATION. ENABLERS FOR BMW i FACTORY.

**DATA SCIENCE.**

- End-to-end data from component to customer.
- Real-time data in all business processes.
- Data-based automation of processes.

**ARTIFICIAL INTELLIGENCE.**

- Potential for automation in logistics and quality processes.
- Group-wide platform for standardised use of AI applications in production.

**VIRTUALISATION.**

- Validation spanning Research & Development/Purchase/Production.
- Virtual planning and commissioning – collaboration in real time.
- Virtual training of plant staff.
STATE-OF-THE-ART DRIVING AND PARKING ASSISTANCE SYSTEMS PROVIDE OUR CUSTOMERS WITH THE BEST DRIVING EXPERIENCE.

DRIVING & PARKING.
MORE THAN 40 FEATURES.

ACTIVE SAFETY SYSTEMS.

PARKING SYSTEMS.

SYSTEMS FOR MORE COMFORT.
TODAY, WE OFFER OUR CUSTOMERS A WIDE RANGE OF DRIVER ASSISTANCE AND ACTIVE SAFETY SYSTEMS.

MORE THAN 40 FEATURES.

DRIVING SYSTEMS.

<table>
<thead>
<tr>
<th>ACTIVE SAFETY SYSTEMS.</th>
<th>COMFORT SYSTEMS.</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Rear Collision warning</td>
<td>- Lane-Change Assistant</td>
</tr>
<tr>
<td>- Emergency Break Assistant</td>
<td>- Urban Cruise Control with traffic light detection (DE only)</td>
</tr>
<tr>
<td>- Front cross traffic warning with brake function</td>
<td>- Steering and Lane Guidance Assistant</td>
</tr>
<tr>
<td>- Lane Change Warning with active guidance and Turn Across Path</td>
<td>- Advanced functions LSA (bottleneck assistant, active navigation)</td>
</tr>
<tr>
<td>- Passenger/Cyclists warning incl. turn off</td>
<td>- Hands Off Option up to 60 km/h</td>
</tr>
<tr>
<td>- Rear cross traffic warning with brake function</td>
<td>- (Automated) Speed Limit Assist</td>
</tr>
<tr>
<td>- Safe Exit</td>
<td>- Assisted View</td>
</tr>
<tr>
<td>- Evasive Assistant</td>
<td>- Speed Limit Info</td>
</tr>
<tr>
<td>- Cross Traffic Alert</td>
<td>- Active Cruise Control 210</td>
</tr>
<tr>
<td>- Wrong-way warning</td>
<td></td>
</tr>
<tr>
<td>- Left-turn warning</td>
<td></td>
</tr>
<tr>
<td>- Collision warning</td>
<td></td>
</tr>
<tr>
<td>- Right-of-way Warning</td>
<td></td>
</tr>
<tr>
<td>- Integrated Collision Avoidance (AWA)</td>
<td></td>
</tr>
<tr>
<td>- Rescue Lane Assistant (only active in 7 EU countries)</td>
<td></td>
</tr>
<tr>
<td>- Lane Change Warning with Return and two-way traffic</td>
<td></td>
</tr>
<tr>
<td>- Collision Warning with oncoming traffic</td>
<td></td>
</tr>
<tr>
<td>- Lane Keeping Assistant (Side collision protection)</td>
<td></td>
</tr>
</tbody>
</table>

PARKING SYSTEMS.

- Automated Manoeuvre Assistant
- Panorama View
- Remote control with seamless mode switching
- Reversing Assistant
- Active PDC
- Trailer Mode
- Remote 360
- 3D Top View
- Parking Assistant Professional
- Parking approach monitoring
- Parking assistant incl. head-in parking spaces
- PDC
- Rear view camera with Panorama View
- Reversing Assistant Professional
REGULAR OVER-THE-AIR UPDATES (OTA).
BMW HAS THE WORLD'S LARGEST FLEET.

NEW FUNCTIONS, e.g.,
- Active and Urban Cruise Control
- Dangerous Curve Assistant
- Parking Maneuver Assistance
- BMW ID Login and Personalisation
- Smart Opener
- eDrive Zones
- Amazon Alexa
- Android Auto
- BMW Maps

WORLD'S LARGEST UPGRADEABLE FLEET
- Upgradable fleet of 2.6m cars

50 FEATURE UPGRADES (performed in the past 3 years)
- For all functional domains
- Infotainment/ driving assistant/ security/ powertrain/ privacy

> 30 MODELS WORLDWIDE IN SCOPE
All powertrains (ICE, PHEV, BEV) and configurations.

20 MINUTES INSTALLATION (Up to 1.8 GB)
Download directly into the vehicle (eSIM) or by using my BMW app.
BMW OPERATING SYSTEM 8 IS THE MOST POWERFUL AND EXTENSIVE TECHNOLOGY STACK EVER CREATED BY BMW.

Always up to date: Remote Software Upgrade
Over-the-air retrofitting: ConnectedDrive Upgrades

BMW Digital Key Plus with ultra-wideband radio technology

More apps, greater diversity: Optimized third-party integration
Regionalization: Market specific offer

Fast, reliable data transmission using 5G mobile technology
THE ALL-NEW iDRIVE – READY FOR THE FUTURE.
INDIVIDUAL, INTUITIVE, INTELLIGENT, PROACTIVE, HIGH-RESOLUTION.

THE ALL-NEW BMW iDRIVE.
The easiest and most joyful user interaction ever built by BMW. Powered by BMW Operating System 8, the most powerful technology stack we ever created.
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BMW, MINI, ROLLS-ROYCE AND BMW MOTORRAD DELIVERIES* FY 2021.
BMW BRAND, ROLLS-ROYCE AND MOTORRAD REPORTS ALL-TIME SALES HIGH.

2,213,790  +9.1%
194,261  +14.8%
302,138  +3.3%
5,586  +48.7%

*Retail vehicle delivery data for 2020 and 2021 are not directly comparable to the data presented for previous years. See Retail vehicle delivery data in the BMW Group Report 2021, pp 96ff, for further information.
BMW, MINI, ROLLS-ROYCE AND BMW MOTORRAD DELIVERIES YTD 09/2022.
HIGHLY VOLATILE ENVIRONMENT.

1,533,866 159,333 209,271 4,701
-9.9% +1.7% -6.9% +8.9%
### BMW GROUP AUTOMOTIVE
**DELIVERIES TO CUSTOMERS YTD 09/2022.**

<table>
<thead>
<tr>
<th>Geographic Region</th>
<th>YTD 09/2022</th>
<th>YTD 09/2021</th>
<th>CHANGE IN %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>630,694</td>
<td>725,721</td>
<td>-13.1</td>
</tr>
<tr>
<td>thereof</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Germany</td>
<td>182,767</td>
<td>201,616</td>
<td>-9.3</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>113,861</td>
<td>125,813</td>
<td>-9.5</td>
</tr>
<tr>
<td>Americas</td>
<td>309,411</td>
<td>330,513</td>
<td>-6.4</td>
</tr>
<tr>
<td>thereof</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>USA</td>
<td>251,094</td>
<td>266,833</td>
<td>-5.9</td>
</tr>
<tr>
<td>Asia</td>
<td>770,033</td>
<td>835,090</td>
<td>-7.8</td>
</tr>
<tr>
<td>thereof</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>China Mainland</td>
<td>594,089</td>
<td>670,964</td>
<td>-11.5</td>
</tr>
<tr>
<td>Rest of the World</td>
<td>37,700</td>
<td>40,900</td>
<td>-7.8</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>1,747,838</strong></td>
<td><strong>1,932,224</strong></td>
<td><strong>-9.5</strong></td>
</tr>
<tr>
<td>thereof</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Plug-in Hybrid Electric Vehicles (PHEV)</td>
<td>155,089</td>
<td>171,887</td>
<td>-9.8</td>
</tr>
<tr>
<td>Battery Electric Vehicles (BEV)</td>
<td>128,195</td>
<td>59,688</td>
<td>+114.8</td>
</tr>
</tbody>
</table>
BMW GROUP AUTOMOTIVE.
BALANCED SALES FOOTPRINT.

DELIVERIES
YTD 09/2022.

AMERICAS: 309,411 units, -6.4%, 18%
EUROPE: 630,694 units, -13.1%, 36%
MAINLAND CHINA: 594,089 units, -11.5%, 34%
REST OF WORLD: 213,644 units, +4.2%, 12%

*Sales figures including Rolls-Royce
SHARE OF TOTAL MARKET 2021.

<table>
<thead>
<tr>
<th>Country</th>
<th>Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>United Kingdom</td>
<td>31%</td>
</tr>
<tr>
<td>Germany</td>
<td>29%</td>
</tr>
<tr>
<td>China</td>
<td>16%</td>
</tr>
<tr>
<td>Spain</td>
<td>15%</td>
</tr>
<tr>
<td>South Korea</td>
<td>14%</td>
</tr>
<tr>
<td>Italy</td>
<td>14%</td>
</tr>
<tr>
<td>France</td>
<td>13%</td>
</tr>
<tr>
<td>USA</td>
<td>12%</td>
</tr>
<tr>
<td>Canada</td>
<td>11%</td>
</tr>
<tr>
<td>Russia</td>
<td>9%</td>
</tr>
<tr>
<td>Australia</td>
<td>9%</td>
</tr>
<tr>
<td>South Africa</td>
<td>9%</td>
</tr>
<tr>
<td>Turkey</td>
<td>7%</td>
</tr>
<tr>
<td>Japan</td>
<td>5%</td>
</tr>
</tbody>
</table>

World average: 12.5%
GLOBAL PRODUCTION NETWORK FY 2021. OFFERING HIGH FLEXIBILITY.

- Munich, Germany: BMW 3, 4 series, i4, BMW M (151,154)
- Dingolfing, Germany: BMW 3, 4, 5, 6, 7, 8series, BMW M,iX (244,734)
- Regensburg, Germany: BMW 1, 2, 3, 4 series, X1,X2 (183,485)
- Leipzig, Germany: BMW 1, 2 series, i3, BMW M (191,604)
- Rosslyn, South Africa: BMW X3 (61,580)
- Spartanburg, USA: BMW X3, X4, X5, X6, X7, BMW M (433,810)
- Dadong, China*: BMW 5 series, X3, iX3 (365,466)
- Tiexi, China*: BMW 1, 2, 3 series, X1, X2 (335,311)
- Oxford, UK: MINI, MINI Clubman, MINI Cooper SE (186,883)
- San Luis Potosi, Mexico: BMW 2, 3 series (69,149)
- Graz, Austria (Magna Steyr)**: BMW 5 series (54,547)
- Born, Netherlands (VDL Nedcar)**: MINI Convertible, MINI Countryman, BMW X1 (105,214)
- Goodwood, UK: Rolls-Royce (5,912)
- Assembly plants: 72,420

*Joint venture BMW Brilliance Automotive Ltd., Shenyang | ** Contract production

BMW Group Investor Presentation | November 2022
THE BMW GROUP HAS A STRONG FOOTPRINT IN CHINA.

- High voltage battery assembly
- 2 vehicle plants
  - 2 major extension projects opened in 2022
  - 1 powertrain plant with high-voltage battery centre
- 4 development sites
- 460+ 1st tier suppliers
- 500+ NEV dealers & 600+ sales outlets
FINANCIAL SERVICES AT A GLANCE. FY 2021.

Global operations in ~50 countries.

Serviced retail contracts ~5.6 million.

BUSINESS LINES (PORTFOLIO SIZE)

- **CONSUMER FINANCE**
  - €110.0 BN

- **DEALER FINANCE**
  - €13.1 BN

- **MULTIMAKE FINANCE**
  - €6.6 BN

- **FLEET BUSINESS**
  - €14.1 BN

- **INSURANCE**
  - 4.0 MN CONTRACTS

- **BANKING**
  - €11.0 BN

14% CHINA

8% APAC W/O CHINA

25% AMERICAS

18% EU BANK

35% EMEA
BMW MOTORRAD.
ONE BRAND. ONE PASSION. SIX WORLDS OF EXPERIENCE.

ROADSTER.

ADVENTURE.

HERITAGE.

TOUR.

SPORT.

URBAN MOBILITY.
## BMW GROUP
### Q3 2022 KEY FINANCIALS.

<table>
<thead>
<tr>
<th>BMW GROUP</th>
<th>Q3 2022</th>
<th>Q3 2021</th>
<th>CHANGE IN %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings before tax – Group (in m€)</td>
<td>4,100</td>
<td>3,417</td>
<td>+20.0</td>
</tr>
<tr>
<td>EBIT margin (in %) – Group</td>
<td>11.0</td>
<td>12.4</td>
<td>-1.1%pts</td>
</tr>
</tbody>
</table>

### AUTOMOTIVE SEGMENT

<table>
<thead>
<tr>
<th></th>
<th>Q3 2022</th>
<th>Q3 2021</th>
<th>CHANGE IN %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (units)*</td>
<td>587,744</td>
<td>593,177</td>
<td>-0.9</td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT) (in m€)</td>
<td>2,873</td>
<td>1,756</td>
<td>+63.6</td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td>8.9</td>
<td>7.8</td>
<td>+1.1%pts</td>
</tr>
</tbody>
</table>

### MOTORCYCLES SEGMENT

<table>
<thead>
<tr>
<th></th>
<th>Q3 2022</th>
<th>Q3 2021</th>
<th>CHANGE IN %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (units)*</td>
<td>51,778</td>
<td>48,999</td>
<td>+5.7</td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT) (in m€)</td>
<td>87</td>
<td>39</td>
<td>+123.08</td>
</tr>
<tr>
<td>EBIT margin (in %)</td>
<td>10.6</td>
<td>6.1</td>
<td>+4.5%pts</td>
</tr>
</tbody>
</table>

### FINANCIAL SERVICES

<table>
<thead>
<tr>
<th></th>
<th>Q3 2022</th>
<th>Q3 2021</th>
<th>CHANGE IN %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings before tax (EBT) (in m€)</td>
<td>691</td>
<td>988</td>
<td>-30.1</td>
</tr>
</tbody>
</table>

---

*Retail vehicle delivery data for 2021 and 2022 are not directly comparable to the data presented for previous years. See Retail vehicle delivery data in the BMW Group Report 2021, pp. 96ff. for further information."
# BMW GROUP
## FY 2021 KEY FINANCIALS

<table>
<thead>
<tr>
<th>BMW GROUP</th>
<th>FY 2021</th>
<th>FY 2020</th>
<th>CHANGE IN %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings before tax – Group (in m€)</td>
<td>16,060</td>
<td>5,222</td>
<td>-</td>
</tr>
<tr>
<td>EBT margin (in %) – Group</td>
<td>14.4</td>
<td>5.3</td>
<td>+9.1% points</td>
</tr>
<tr>
<td>Payout Ratio (in %) – Group</td>
<td>30.7</td>
<td>32.5</td>
<td>-1.8% points</td>
</tr>
</tbody>
</table>

### AUTOMOTIVE SEGMENT
| | FY 2021 | FY 2020 | CHANGE IN % |
| Sales (units)* | 2,521,514 | 2,325,179 | +8.4 |
| Earnings before interest and tax (EBIT) (in m€) | 9,870 | 2,162 | - |
| EBIT margin (in %) | 10.3 | 2.7 | +7.6% points |
| Free Cash Flow (in m€) | 6,354 | 3,395 | +87.2 |
| Net financial assets (m€) | 22,362 | 18,462 | +21.1 |

### MOTORCYCLES SEGMENT
| | FY 2021 | FY 2020 | CHANGE IN % |
| Sales (units)* | 194,261 | 169,272 | +14.8 |
| Earnings before interest and tax (EBIT) (in m€) | 227 | 103 | - |
| EBIT margin (in %) | 8.3 | 4.5 | +3.8% points |

### FINANCIAL SERVICES
| | FY 2021 | FY 2020 | CHANGE IN % |
| Earnings before tax (EBIT) (in m€) | 3,753 | 1,725 | - |
| Return on Equity (in %) | 22.6 | 11.2 | +11.4% points |
| Penetration rate (in %) | 50.5 | 49.8 | +0.7% points |
| Credit loss ratio (in %) | 0.18 | 0.21 | -0.03% points |

*Retail vehicle delivery data for 2020 and 2021 are not directly comparable to the data presented for previous years. See Retail vehicle delivery data in the BMW Group Report 2021, pp. 96f. for further information.
AUTOMOTIVE SEGMENT.

EBIT MARGIN. (in %)

*Including an increase by around 1 percentage point due to the revaluation of the provision for the ongoing EU antitrust proceedings. | ** Adjusted value for 2017 in accordance with IFRS 15. | *** 2013 figures have been adjusted in accordance with IAS 8.

Guidance for 2022 7% – 9%.
Mid-term target 8% – 10%.
**Total Dividend**
payout to BMW AG shareholders.  
[in m€]

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend per ordinary share 2</th>
<th>Payout ratio 1 [in %]</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>2.30</td>
<td>30.7</td>
</tr>
<tr>
<td>2012</td>
<td>2.50</td>
<td>32.1</td>
</tr>
<tr>
<td>2013</td>
<td>2.60</td>
<td>32.0</td>
</tr>
<tr>
<td>2014</td>
<td>3.20</td>
<td>32.7</td>
</tr>
<tr>
<td>2015</td>
<td>3.50</td>
<td>32.9</td>
</tr>
<tr>
<td>2016</td>
<td>4.00</td>
<td>33.3</td>
</tr>
<tr>
<td>2017</td>
<td>3.50</td>
<td>30.2</td>
</tr>
<tr>
<td>2018</td>
<td>3.00</td>
<td>32.0</td>
</tr>
<tr>
<td>2019</td>
<td>3.28</td>
<td>32.8</td>
</tr>
<tr>
<td>2020</td>
<td>3.25</td>
<td>32.5</td>
</tr>
<tr>
<td>2021</td>
<td>5.80</td>
<td>30.7</td>
</tr>
</tbody>
</table>

1Payout ratio: Total dividend payout to BMW AG shareholders divided by Group net profit.  2Preferred stock, to which no voting rights are attached, bear an additional dividend of € 0.02 per share.
THE BMW GROUP IS COMMITTED TO PLAYING A KEY ROLE IN TOMORROW’S MOBILITY.

The R&D ratio is expected within our target corridor of 5% - 5.5% in 2022. The capitalization ratio in 2022 is expected to be within a corridor of 35% - 40%.

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 38.

BMW Group Investor Presentation | November 2022
TIGHT FOCUS ON CAPITAL EXPENDITURE.

** BMW Group Capital Expenditure.**
[in m€]

**Capex Ratio.**
[in %]

For 2022 we expect the capex ratio to be at c. 5.5%.

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. ***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.
We expect the RoE for 2022 in a corridor of 17 and 20% - above the strategic target of at least 14%.
BMW GROUP FINANCIAL SERVICES.
DEVELOPMENT OF CREDIT LOSS RATIO.

Credit loss ratio.*
[in %]

<table>
<thead>
<tr>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>0.46</td>
<td>0.59</td>
<td>0.84</td>
<td>0.67</td>
<td>0.49</td>
<td>0.48</td>
<td>0.46</td>
<td>0.50</td>
<td>0.37</td>
<td>0.32</td>
<td>0.34</td>
<td>0.25</td>
<td>0.26</td>
<td>0.21</td>
<td>0.18</td>
</tr>
</tbody>
</table>

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

Free Cash Flow (Automotive).* [in m€]

The free cash flow is expected to reach at least 10 billion euros in FY 2022.

Mid-term target >7 billion euros.

*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.
THE PERFORMANCE PROGRAMME CONTRIBUTES SUBSTANTIALLY TO OUR EARNINGS AND FREE CASHFLOW.

**Improve Sales Performance.**
- Introduction of Direct Sales in Europe by way of an agency model.
- Steering of sales activities even more granular and in real time – at the level of sales channel, markets and models.
- Re-allocation of volumes to markets with high contribution margins and reducing cost of retail.
- Worldwide rollout of all performance levers on track.

**Optimize Product Offer and Complexity.**
- Optimization of drive train variants to fulfill the customer requirements and to speed up the transformation to e-mobility.
- Customer centric offer structure: More transparency for customers, easier vehicle configuration and better equipped base vehicle.

**Decrease Proportional and Fixed Costs.**
- Continuation of our measures to optimize our real estate expenses and reduce costs with long-term effect.
- Further increase of the efficiency and speed of internal processes in all departments of the company.

**Optimize Investment and Working Capital.**
- Optimization of product planning at early stage for efficient plant integration and investment.
- Increase share of modular systems with additional effects in purchasing through economies of scale.
- Further optimization of working capital (e.g., in finished goods).

Further development of the programme with additional content will continue to show its effects in 2022 and subsequent years.
SHARE BUYBACK ACTIVITIES.
STRINGENT CAPITAL MANAGEMENT AND BUSINESS FOCUS.

Authorization: BMW AG obtained approval at the AGM in May 2022 for a share buyback resolution via the stock exchange to improve its shareholder structure. It allows the Board of Management to undertake share buybacks of BMW shares up to 10% of share capital over a 5-year period (until May 2027).

Programme: On 30 June 2022, BMW AG announced the approval of a share buy-back programme based on the authorisation granted by the AGM in May 2022. The programme has a volume of up to EUR 2.0 bn (total purchase price excl. ancillary costs). Of this amount, a volume of up to EUR 1.85 bn is attributed to ordinary shares and a volume of up to EUR 0.15 bn to preferred shares of the company. The program started in July 2022 and is scheduled to be completed by December 31, 2023 at the latest. Main purpose is redemption of shares with a resulting reduction of share capital.

Usage options:* - Largely cancelling of repurchased BMW shares, which will result in a reduction of the issued share capital and a relative improvement of certain KPIs, most importantly earnings per share (EPS).
- Reissuing repurchased BMW shares to its employees as part of the BMW employee stock programme.
- Usage of repurchased shares as consideration in-kind in case of company mergers, acquisitions of companies or equity investments.
- Repurchased BMW shares can be resold via the stock exchange or by offer to all shareholders. In both cases an equal treatment of shareholders is guaranteed.

Motivation of share buyback activities: The profitable business development in recent years resulted in a very strong balance sheet, which reveals a healthy equity ratio and a solid level of net financial assets for the automotive segment.

At the same time the BMW Group will continue to strategically invest in the transformation of its business, particularly in the further ramp-up of emissions-free mobility and digitalization taking into account its strong potential for further organic growth.

*Abridged overview. The wording of the proposed resolution as published in the Federal Gazette (Bundesanzeiger) end of March 2022 shall be authoritative.
BBA JOINT VENTURE FULL CONSOLIDATION.
STEPS TO CONSOLIDATION IN ACCORDANCE WITH IFRS 3.

Accounting for acquisition method according to IFRS 3

Overview

Full consolidation

01 | Identification of assets and liabilities and measurement at fair value.

02 | Measurement at fair market value of previously held equity interest and realization of the effect in the financial result.

03 | Purchase price

04 | Valuation of non-controlling interests in accordance with step 1.

05 | Goodwill as balancing figure.

*Preliminary values.

BMW Group Investor Presentation | November 2022
IMPACT OF BBA CHINA JOINT VENTURE FULL CONSOLIDATION ON AUTOMOTIVE EBIT.

**EBIT** Automotive Segment (€)

Flowchart only used for illustration purpose. Effects cannot be quantified based on the size of the columns.

---

**01 | INCREASE**

by inclusion of BBA EBIT.

**02 | DEPRECIATION**

from PPA for several years.

**03 | MID-TERM**

increase due to BBA EBIT.

**04 | EBIT 2022**

Negative impact related to first time profit elimination on EBIT and EBIT margin in 2022.
**Group EBT (€)**
Flowchart only used for illustration purpose. Effects cannot be quantified based on the size of the columns.

**Mid-Term Effect 2023ff.**

- **01** | **Group EBT (Status Quo)**
- **02** | **Reduction of Financial Result (At-Equity)**
- **03** | **BBA-Effect on Group EBT**
- **04** | **Group EBT Mid-Term (Full Consolidation)**
- **2022** | **Group EBT 2022**

**01 | FINANCIAL RESULT**
Decrease due to "loss" of BBA's At-Equity contribution.

**02 | GROUP EBT**
increases by full consolidation of BBA's result.

**03 | MID-TERM**
Increase due to full inclusion of BBA results.

**04 | EBT 2022**
Significant Group EBT increase in 2022 due to revaluation of previously held equity interest in BBA (financial result).
Free Cash Flow (FCF) Segment Automotive (€)
Flowchart only used for illustration purpose. Effects cannot be quantified based on the size of the columns.

01 | BBA DIVIDEND
From at-equity consolidation no longer included.

02 | BBA FREE CASH FLOW
Fully consolidated.

03 | MID-TERM
Increase due to inclusion of BBA free cash flow.

04 | FCF 2022
Positive one-off impact due to consolidation of BBA cash less purchase price.
### OUTLOOK 2022.
**BMW GROUP KEY PERFORMANCE INDICATORS.**

<table>
<thead>
<tr>
<th></th>
<th>2021 Actuals</th>
<th>2022 Outlook</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Group</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Earnings before tax</td>
<td>m€</td>
<td>16,060</td>
</tr>
<tr>
<td>Workforce at year-end</td>
<td></td>
<td>118,909</td>
</tr>
<tr>
<td>Share of women in management positions in the BMW Group</td>
<td>%</td>
<td>18.8</td>
</tr>
</tbody>
</table>

**AUTOMOTIVE SEGMENT**

<table>
<thead>
<tr>
<th></th>
<th>2021 Actuals</th>
<th>2022 Outlook</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deliveries to customers¹</td>
<td>units</td>
<td>2,521,514</td>
</tr>
<tr>
<td>Share of electrified vehicles in deliveries</td>
<td>%</td>
<td>13.0</td>
</tr>
<tr>
<td>CO&lt;sub&gt;2&lt;/sub&gt; emissions EU New Vehicle Fleet²</td>
<td>g/km</td>
<td>115.9</td>
</tr>
<tr>
<td>CO&lt;sub&gt;2&lt;/sub&gt; emissions per vehicle produced³</td>
<td>tons</td>
<td>0.33</td>
</tr>
<tr>
<td>EBIT margin</td>
<td>%</td>
<td>10.3</td>
</tr>
<tr>
<td>Return on Capital Employed (RoCE)⁴</td>
<td>%</td>
<td>24.0</td>
</tr>
</tbody>
</table>

**MOTORCYCLES SEGMENT**

<table>
<thead>
<tr>
<th></th>
<th>2021 Actuals</th>
<th>2022 Outlook</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deliveries to customers</td>
<td>units</td>
<td>194,261</td>
</tr>
<tr>
<td>EBIT margin</td>
<td>%</td>
<td>8.3%</td>
</tr>
<tr>
<td>Return on Capital Employed (RoCE)⁴</td>
<td>%</td>
<td>21.9</td>
</tr>
</tbody>
</table>

**FINANCIAL SERVICES SEGMENT**

<table>
<thead>
<tr>
<th></th>
<th>2021 Actuals</th>
<th>2022 Outlook</th>
</tr>
</thead>
<tbody>
<tr>
<td>Return on Equity (RoE)</td>
<td>%</td>
<td>22.6</td>
</tr>
</tbody>
</table>

1 Deliveries including the joint venture BMW Brilliance Automotive Ltd., Shenyang (2021: 651,236 units).  
2 EU-27 countries including Norway and Iceland; with effect from 2021, values are calculated on a converted basis in line with WLTP (Worldwide Harmonised Light Vehicles Test Procedure).  
3 Efficiency ratio calculated on the basis of Scope 1 and Scope 2 CO<sub>2</sub> emissions (i.e., a market-based method according to GHG Protocol Scope 2 guidance; but excluding climate-changing gases other than carbon dioxide from vehicle production (BMW Group manufacturing sites incl. joint venture BMW Brilliance Automotive Ltd. and motorcycles, but excluding contract manufacturers). As well as BMW Group non-manufacturing sites, e.g., research centre, sales centre offices) divided by the number of vehicles (excluding motorcycles) produced (BMW Group manufacturing sites excl. joint venture BMW Brilliance Automotive Ltd., excluding contract manufacturers).  
4 New method of calculation applied with effect from 2022. Previous year’s figure adjusted.  
2021 reported for Automotive Segment: 59.9%; Motorcycles Segment: 56.9%.
DIVERSIFIED FUNDING MIX WITH A COMBINATION OF INDUSTRY AND BANK-TYPICAL FINANCING INSTRUMENTS.

**FUNDING INSTRUMENTS**

<table>
<thead>
<tr>
<th></th>
<th>&lt;1yr</th>
<th>1yr</th>
<th>2 yrs</th>
<th>3 yrs</th>
<th>4 yrs</th>
<th>5 yrs</th>
<th>7 yrs</th>
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<td>Banks loans</td>
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<td>Brokered Certificate of Deposits</td>
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<td>BMW Group continues to target a well diversified debt structure</td>
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**FINANCIAL DEBT AS OF FY 2021**

SUM €103.5 bn.

- Bonds 51,5
- Liabilities from Customer Deposits; 16,7
- ABS; 19,4
- Liabilities to banks; 9,1
- Commercial paper; 1,4
- Lease Liabilities; 2,4
- Other; 1,2
- Financial liabilities related to capital market activities; € 98.7 bn.
CIRPORATE FINANCE ENSURES SOLVENCY AT ANY TIME. MANAGING RISK ALONG THE ENTIRE VALUE CHAIN.

**Financial Risk**

**Strategic Direction**
- Financial Risk
- Liquidity Funding
- Currencies
  - Commodities
  - Interest Rates
- Asset-Management

**Operational Implementation**
- Solvent
- Independent
- Flexible
- Value Oriented
- Minimum Liquidity Concept
- Target Debt Structure
- Financing Follows Markets
- Increasing planning security
- Reducing earnings risk
- Maintaining opportunities
- Selective Approach
- Relative Value
- Natural Hedging
- Yield oriented
- Risk optimized
- Chances
- Asset-Liability-Studies
- Liability-driven investment
- Lifecycle concept
GLOBAL MARKETS ACCESS.
TREASURY ORGANIZATION ENSURES 24 HOUR MARKET COVERAGE.
BMW GROUP INVESTOR RELATIONS.
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http://www.bmwgroup.com/ir
ir@bmwgroup.com

IR Contact
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Petuelring 130 | 80788 Munich
<table>
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<tr>
<th>Date</th>
<th>Event</th>
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<tbody>
<tr>
<td>04.11.2022</td>
<td>CFO Roadshow, Frankfurt</td>
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<tr>
<td>11.11.2022</td>
<td>CFO Roadshow, London</td>
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<tr>
<td>14.11.2022</td>
<td>Sabadell Autos Conference call, virtual</td>
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<tr>
<td>17.-18.11.2022</td>
<td>CFO Roadshow, Toronto and New York</td>
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<tr>
<td>30.11.2022</td>
<td>Barclays Global Automotive and Mobility Tech Conference, virtual</td>
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<tr>
<td>30.11.2022</td>
<td>Investor Day: Preview Event BMW i Vision Vehicle, Munich</td>
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<td>02.12.2022</td>
<td>Analyst Day: Preview Event BMW i Vision Vehicle, Munich</td>
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<td>09.-10.01.2023</td>
<td>Commerzbank &amp; ODDO BHF German Investment Seminar, New York</td>
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<tr>
<td>17.-18.01.2023</td>
<td>UniCredit / Kepler Cheuvreux German Corporate Conference, Frankfurt</td>
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<tr>
<td>Date</td>
<td>Event Description</td>
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<tr>
<td>15.03.2023</td>
<td>BMW Group Annual Conference 2023 – Media Day</td>
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<td>16.03.2023</td>
<td>Virtual BMW Group Annual Conference 2023 – Analyst and Investor Day</td>
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<td>04.05.2023</td>
<td>Quarterly Statement to 31 March 2023</td>
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<tr>
<td>11.05.2023</td>
<td>Annual General Meeting 2023</td>
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<td>03.08.2023</td>
<td>Half-Year Report to 30 June 2023</td>
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<tr>
<td>03.11.2023</td>
<td>Quarterly Statement to 30 September 2023</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.

If any of these risks and uncertainties materializes or if the assumptions underlying any of BMW Group's forward-looking statements prove to be incorrect, actual results may be materially different from those BMW Group expresses or implies by such statements. BMW Group does not intend or assume any obligation to update these forward-looking statements.

For consumption and emissions data, please visit our homepage: www.bmw.com