BMW GROUP QUARTERLY STATEMENT TO 31 MARCH 2023.

4 MAY 2023.
QUARTERLY STATEMENT TO 31 MARCH 2023.

DR. NICOLAS PETER.
MEMBER OF THE BOARD OF MANAGEMENT OF BMW AG.
FINANCE.
OVERVIEW Q1 2023.

BMW Group with solid performance in a challenging business environment

All segments with a strong start into 2023

EBIT Margin of 12.1% in Automotive segment

Ongoing positive pricing development and favourable product mix, with momentum in the upper price segment

BEV sales growth by 83% (BMW brand by 112%)
BMW GROUP IN Q1.
EBT DECREASE DUE TO BBA FULL CONSOLIDATION EFFECT IN 2022.

<table>
<thead>
<tr>
<th></th>
<th>Q1 2023</th>
<th>Q1 2022</th>
<th>CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deliveries [units]</td>
<td>588,138</td>
<td>596,907</td>
<td>-1.5%</td>
</tr>
<tr>
<td>Revenues [in m€]</td>
<td>36,853</td>
<td>31,142</td>
<td>+18.3%</td>
</tr>
<tr>
<td>Earnings before tax [EBT; in m€]</td>
<td>5,129</td>
<td>12,227</td>
<td>-58.1%</td>
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</tbody>
</table>
AUTOMOTIVE SEGMENT IN Q1.
STRONG PERFORMANCE DRIVEN BY PRICING AND MIX.

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<td>596,907</td>
<td>-1.5%</td>
</tr>
<tr>
<td>Revenues [in m€]</td>
<td>31,268</td>
<td>26,726</td>
<td>+17.0%</td>
</tr>
<tr>
<td>Earnings before interest and tax [EBIT; in m€]</td>
<td>3,777</td>
<td>2,367</td>
<td>+59.6%</td>
</tr>
<tr>
<td>EBIT margin</td>
<td>12.1%</td>
<td>8.9%</td>
<td>+3.2%-pts</td>
</tr>
<tr>
<td>Earnings before tax [EBT; in m€]</td>
<td>3,828</td>
<td>10,420</td>
<td>-63.3%</td>
</tr>
</tbody>
</table>
FREE CASHFLOW DEVELOPMENT IN Q1.

Free Cashflow Automotive Segment
in m€

1,981

Target for 2023: around €7 billion

- Solid earnings development
- Higher working capital due to seasonal inventory increase
INVESTING IN OUR TRANSFORMATION. FOCUS ON ELECTROMOBILITY AND DIGITALIZATION.

Capex Ratio
in %

Capital Expenditure*
in m€

Q1 2021 | 759
Q1 2022 | 1,098
Q1 2023 | 1,328

Target for 2023: around 6%

* Excl. capitalised development costs.
R&D EXPENDITURE ABOVE PREVIOUS YEAR.

R&D ratio
(HGB)
BMW Group

4.8%  4.5%  4.2%

R&D expenditure
(HGB) in m€

1,287  1,391  1,554

Q1 2021  Q1 2022  Q1 2023

Target from 2023: 4-5%
FINANCIAL SERVICES SEGMENT IN Q1.
STABLE RISK SITUATION.

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</thead>
<tbody>
<tr>
<td>Contracts with new customers</td>
<td>347,298</td>
<td>433,429</td>
<td>-19.9%</td>
</tr>
<tr>
<td>Total volume of new customer contracts [in m€]</td>
<td>12,788</td>
<td>14,875</td>
<td>-14.0%</td>
</tr>
<tr>
<td>Earnings before tax [EBT; in m€]</td>
<td>945</td>
<td>1,007</td>
<td>-6.2%</td>
</tr>
<tr>
<td>Penetration rate</td>
<td>36.5%</td>
<td>46.8%</td>
<td>-10.3%-pts</td>
</tr>
</tbody>
</table>
MOTORCYCLES SEGMENT IN Q1.
SALES GROWTH DRIVEN BY ATTRACTIVE PRODUCTS.

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</tr>
</thead>
<tbody>
<tr>
<td>Deliveries (in units)</td>
<td>47,935</td>
<td>47,403</td>
<td>+1.1%</td>
</tr>
<tr>
<td>Revenues (in m€)</td>
<td>933</td>
<td>799</td>
<td>+16.8%</td>
</tr>
<tr>
<td>Earnings before interest and tax (EBIT; in m€)</td>
<td>154</td>
<td>108</td>
<td>+42.6%</td>
</tr>
<tr>
<td>EBIT margin</td>
<td>16.5%</td>
<td>13.5%</td>
<td>+3.0%-pts</td>
</tr>
<tr>
<td>Earnings before tax (EBT; in m€)</td>
<td>154</td>
<td>109</td>
<td>+41.3%</td>
</tr>
</tbody>
</table>

BMW Group Quarterly Statement to 31 March 2023
OUTLOOK 2023.
STEERING THE COMPANY TOWARDS PROFITABILITY & LEVERAGING EFFICIENCIES.

GROUP EARNINGS BEFORE TAX.
SIGNIFICANT DECREASE.

SIZE OF WORKFORCE.
SLIGHT INCREASE.

DELIVERIES.
SLIGHT INCREASE.

EBIT MARGIN.
BETWEEN 8 AND 10%.

DELIVERIES.
SLIGHT INCREASE.

EBIT MARGIN.
BETWEEN 8 AND 10%.

RETURN ON EQUITY.
BETWEEN 14 AND 17%.
BMW GROUP CONFIRMS GUIDANCE after solid start into 2023.

STRONG FINANCIAL POSITION is the basis for investments in future technologies.

BEV SHARE expected to reach 15% of overall sales.

CLEAR STRATEGY and operating excellence guide through volatile times with consistent performance.

CONSUMPTION AND EMISSION DATA.

**BMW i4 M50.**
Power consumption in kWh/100km WLTP (combined): 22.5–18.0; CO₂-emissions in g/km: 0.

**BMW iX M60.**
Power consumption in kWh/100km WLTP (combined): 24.5–21.9; CO₂-emissions in g/km (combined): 0.

**BMW iX xDrive 50.**
Power consumption in kWh/100km WLTP (combined): 23 – 19.8; CO₂-emissions in g/km (combined): 0.

**BMW iX1 xDrive30.**
Power consumption in kWh/100 km WLTP (combined): 18.1 – 16.8; CO₂-emissions in g/km (combined): 0.

**BMW iX xDrive 40.**
Power consumption in kWh/100 km WLTP (combined): 22.5 – 19.3; CO₂-emissions in g/km (combined): 0.

**BMW iX3.**
Power consumption in kWh/100 km WLTP (combined): 18.9 – 18.5; CO₂-emissions in g/km (combined): 0.

*The figures for fuel consumption, CO₂ emissions and power consumption are calculated based on the measurement methods stipulated in the current version of Regulation (EU) 715 / 2007. This information is based on a vehicle with basic equipment in Germany; ranges take into account differences in wheel and tire sizes selected as well as optional equipment and can change based on configuration. The figures have been calculated based on the new WLTC (Pacecyce) and adapted to NECO for comparison purposes. For vehicles that were newly type approved on or after January 1, 2021, official figures are only based on WLTP, in the vehicles, different figures than those published here may apply for the assessment of taxes and other vehicle-related duties. The values are 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 at: [www.dat.de/co2].

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