BMW GROUP: Quarterly Statement to 30 September 2023. On track to meet guidance in all segments.

BMW GROUP QUARTERLY STATEMENT TO 30 SEPTEMBER 2023.

WALTER MERTL.

Member of the Board of Management of BMW AG, Finance.
HIGHLIGHTS OF BMW GROUP PERFORMANCE IN Q3 AND YTD SEPTEMBER.

BMW Group with strong performance and solid increase in sales.

Group EBT margin of 10.6% in Q3; 11.9% after 9 months.

Automotive EBIT margin of 9.8% in Q3; 10.3% after 9 months (10.8% Q3; 11.4% after 9 months reflecting BBA PPA)

On track to meet guidance in all segments based on expected positive development in Q4.
**BMW GROUP IN Q3.**
Strong earnings with double-digit EBT margin.

<table>
<thead>
<tr>
<th></th>
<th>Q3 2023</th>
<th>Q3 2022</th>
<th>CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>38,458</td>
<td>37,176</td>
<td>+3.4%</td>
</tr>
<tr>
<td>Group [in m€]</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Earnings before</td>
<td>4,063</td>
<td>4,100</td>
<td>-0.9%</td>
</tr>
<tr>
<td>tax</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Group [EBT; in m€]</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EBT Margin</td>
<td>10.6%</td>
<td>11.0%</td>
<td>-0.4%-pts</td>
</tr>
<tr>
<td>Group</td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>
AUTOMOTIVE RETAIL UNITS, BEV UNITS, AUTO REVENUE AND AUTO EBIT.
Sequential development 2022 and 2023.

Retail Units [in k]
- Q1-22: 597
- Q2-22: 563
- Q3-22: 588
- Q4-22: 652
- Q1-23: 588
- Q2-23: 626
- Q3-23: 622

YTD (in m)
- Q1-22: 1.75
- Q2-22: 1.75
- Q3-22: 1.75
- Q4-22: 1.75
- Q1-23: 1.75
- Q2-23: 1.75
- Q3-23: 1.75

Revenues Auto [in b€]
- Q1-22: 26.7
- Q2-22: 30.0
- Q3-22: 32.3
- Q4-22: 34.7
- Q1-23: 31.3
- Q2-23: 31.6
- Q3-23: 32.1

YTD (in bn)
- Q1-22: 95.0
- Q2-22: 95.0
- Q3-22: 95.0
- Q4-22: 95.0
- Q1-23: 95.0
- Q2-23: 95.0
- Q3-23: 95.0

BEV Retail Units [in k]
- Q1-22: 35
- Q2-22: 41
- Q3-22: 52
- Q4-22: 88
- Q1-23: 65
- Q2-23: 88
- Q3-23: 94

YTD (in k)
- Q1-22: 5.9%
- Q2-22: 7.2%
- Q3-22: 128
- Q4-22: 13.5%
- Q1-23: 11.0%
- Q2-23: 14.0%
- Q3-23: 15.1%

EBIT Auto [in b€]
- Q1-22: 2.4
- Q2-22: 2.5
- Q3-22: 2.9
- Q4-22: 2.9
- Q1-23: 3.8
- Q2-23: 2.9
- Q3-23: 3.1

YTD (in %)
- Q1-22: 8.9%
- Q2-22: 8.2%
- Q3-22: 8.7
- Q4-22: 8.5%
- Q1-23: 12.1%
- Q2-23: 9.2%
- Q3-23: 10.3
AUTOMOTIVE SEGMENT EBIT IN Q3.
Positive YoY development in Q3 2023.

in b€

EBIT margin 8.9%
EBIT Q3 2022
Net Effect FX / Com
Volume, Mix, Price
R&D Expenses
Selling & Admin. Expenses
Depreciation (exc. R&D)
Other Cost Changes
EBIT margin 9.8%
EBIT Q3 2023

Volume
FX

2.9 -0.2 +0.3 -0.1 -0.1 +/-0.0 +0.3 3.1
AUTOMOTIVE SEGMENT FREE CASHFLOW IN Q3.
Reconciliation EBT - FCF for Q3 2023.

<table>
<thead>
<tr>
<th></th>
<th>EBT Q3 2023</th>
<th>Working Capital</th>
<th>Invest / Depreciation</th>
<th>Provisions</th>
<th>Other</th>
<th>FCF Q3 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>3.0</td>
<td>+0.1</td>
<td>-0.5</td>
<td>-0.4</td>
<td>+0.4</td>
<td>2.6</td>
</tr>
</tbody>
</table>

- Trade payables
- CAPEX for battery packs and Plant Debrecen

YTD 5,759 m €
Q3 2,618 m €
FINANCIAL SERVICES SEGMENT YTD SEPTEMBER.
High earnings level and stable risk situation.
Positive trend in new contracts in Q3.

<table>
<thead>
<tr>
<th></th>
<th>Jan–Sep 2023</th>
<th>Jan–Sep 2022</th>
<th>CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contracts with new customers</td>
<td>1,112,817</td>
<td>1,178,286</td>
<td>-5.6%</td>
</tr>
<tr>
<td>Total volume of new customer</td>
<td>40,973</td>
<td>41,656</td>
<td>-1.6%</td>
</tr>
<tr>
<td>contracts [in m€]</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Earnings before tax</td>
<td>2,451</td>
<td>2,672</td>
<td>-8.3%</td>
</tr>
<tr>
<td>[EBT; in m€]</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Penetration Rate</td>
<td>38%</td>
<td>42%</td>
<td>-4%-pts</td>
</tr>
</tbody>
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New Contract Development 2022 vs 2023
MOTORCYCLES SEGMENT IN Q3.
Deliveries remain at a high level; profit impacted by model launch timing.

<table>
<thead>
<tr>
<th></th>
<th>Q3 2023</th>
<th>Q3 2022</th>
<th>CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deliveries [in units]</td>
<td>52,037</td>
<td>51,778</td>
<td>+0.5%</td>
</tr>
<tr>
<td>Revenues [in m€]</td>
<td>650</td>
<td>822</td>
<td>-20.9%</td>
</tr>
<tr>
<td>Earnings before interest and tax [EBIT; in m€]</td>
<td>-4</td>
<td>87</td>
<td>-</td>
</tr>
<tr>
<td>EBIT Margin</td>
<td>-0.6%</td>
<td>10.6%</td>
<td>-</td>
</tr>
</tbody>
</table>
OUTLOOK 2023.
BMW Group on track to meet guidance in all segments.

**Group earnings before tax**
Significant decrease

**Size of workforce**
Slight increase

**Deliveries**
Solid increase

**EBIT margin**
Between 9 and 10.5%

**Return on Capital Employed**
Between 18 and 22%

**Deliveries**
Slight increase

**EBIT margin**
Between 8 and 10%

**Return on Capital Employed**
Between 21 and 26%

**Return on Equity**
Between 16 and 19%
BMW GROUP PERFORMS AS IT TRANSFORMS.

Strong brands and attractive product portfolio.

Flexibility to capitalize on market opportunities in a dynamic environment.

Consistent strong profit generation finances future investments.

Clear strategy and consistent execution for our long-term success.
CONSUMPTION AND EMISSION DATA.

**BMW iX xDrive40.**
Power consumption in kWh/100km WLTP (combined): 21.4 – 19.4;
CO2-emissions in g/km: 0.

**BMW CE 04.**
Power consumption in kWh/100km WMTC: 7.7;
CO2-emissions in g/km: 0.

**BMW R 1300 GS.**
Power consumption in l/100km WMTC: 4.8;
CO2-emissions in g/km: 110.

**BMW i5 eDrive40.**
Power consumption in kWh/100km WLTP (combined): 18.9 – 15.9;
CO2-emissions in g/km: 0.

**BMW i5 M60 xDrive.**
Power consumption in kWh/100km WLTP (combined): 20.6 – 18.2;
CO2-emissions in g/km: 0.

**Mini Electric Cooper SE.**
Power consumption in kWh/100km WLTP (combined): 17.6-15.2;
CO2-emissions in g/km: 0.

**BMW X2 M35i xDrive.**
Fuel consumption in l/100km WLTP (combined): 8.0 – 7.7;
CO2-emissions in g/km: 181 – 174.

**BMW iX2 xDrive30.**
Power consumption in kWh/100km WLTP (combined): 17.7 – 16.3;
CO2-emissions in g/km: 0.

**BMW i7 M70 xDrive.**
Power consumption in kWh/100km WLTP (combined): 23.8 – 20.8;
CO2-emissions in g/km: 0.