

**BMW  
GROUP**



**ROLLS-ROYCE**  
MOTOR CARS LTD



# BMW GROUP BRANDS & BMW BRAND STRATEGY.

**BERND KÖRBER**

SENIOR VICE PRESIDENT BRAND AND PRODUCT MANAGEMENT, CONNECTED COMPANY.

**DR. LARISSA HUISGEN**

VICE PRESIDENT BRAND PORTFOLIO STRATEGY, MARKET RESEARCH, COMPETITION

July 2024.



STRONG BRANDS BUILD ON TRUST IN...

TRUST

QUALITY

CONSISTENCY

INNOVATION



...AND DELIVERING ON A CLEAR PROMISE AND CUSTOMER BENEFIT.  
THE BMW GROUP DELIVERS ON THAT WITH FOUR STRONG BRANDS.



ROLLS-ROYCE  
MOTOR CARS LTD



**BMW  
MOTORRAD**



# OUR BRANDS ARE STRONG ASSETS. THEY HAVE TO BE PRESERVED AND TRANSFORMED AT THE SAME TIME.

## UNIQUE PREMIUM / LUXURY BRANDS...

...THAT ARE DIFFERENTIATED & RELEVANT



Freude



Uplifting  
Lives



Inspiring  
Greatness



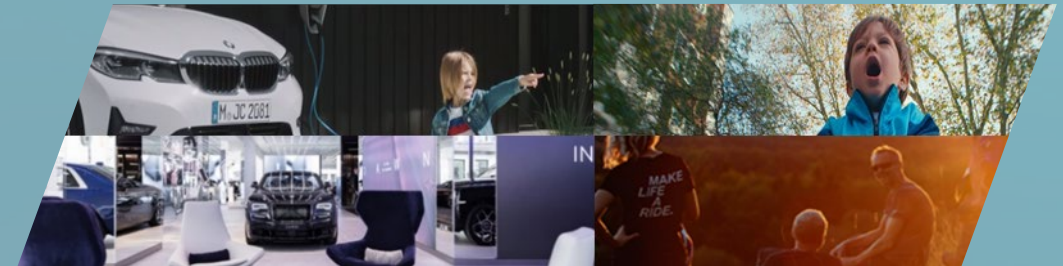
BMW  
MOTORRAD

Make Life  
a Ride

Clear profiling of each individual brand and sub-brand. Leading the way for all brand contact points along the customer journey.

## BRAND PORTFOLIO STRATEGY ENSURES...

... OUR BRAND PORTFOLIO AS A WHOLE IS MORE THAN THE SUM OF ITS BRANDS



Long-term positioning of the BMW Group brands and sub-brands considering the BMW Group strategy as well as external trends, values and social developments.



LET'S FOCUS ON THE BMW BRAND.





# WE HAVE A STRONG, EMOTIONAL AND HUMAN BRAND CORE...

## FREUDE

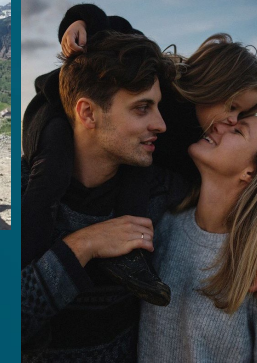
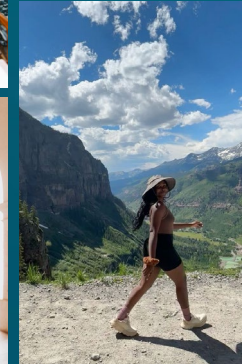
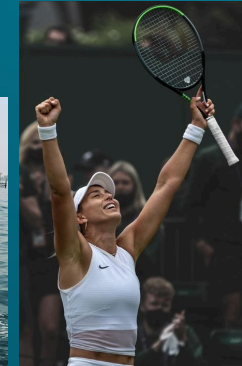
Simple. And at the same time so much more than joy.

**More than happiness or delight, exhilaration and bliss. More than just a smile.**

All of them and none of them.

**It's freedom & self-actualization.**

Covering the little moments and the big ones. **It comes like a spark and goes as fast; and while we can't hold it forever, we can always strive for it.**





...AND "FREUDE" IS ALSO IN OUR BRAND THEME, FOR 60 YEARS.



*...aus Freude  
am Fahren...*

FREUDE  
AM WAGEN  
FREUDE  
AM FAHREN





# WE ARE AMONG THE TOP 10 BRANDS IN THE WORLD.

01  
Apple



+4%  
502,680 \$m

02  
Microsoft



+14%  
316,659 \$m

03  
Amazon



+1%  
276,929 \$m

04  
Google



+3%  
260,260 \$m

05  
Samsung



+4%  
91,407 \$m

06  
Toyota



+8%  
64,504 \$m

07  
Mercedes-Benz



+9%  
61,414 \$m

08  
Coca-Cola



+1%  
58,046 \$m

09  
Nike



+7%  
53,773 \$m

10  
BMW



+10%  
51,157 \$m



WE ARE PERCEIVED AS A PLAYER WITH A CLEAR STRATEGY.

**The New York Times**

# BMW Is a Surprise Winner in Electric Vehicles

Once considered a laggard, the German luxury carmaker is one of only a few established automakers that has been able to compete effectively against Tesla.

<https://www.nytimes.com/2024/03/09/business/bmw-electric-vehicles.html>

# WE ARE WELL POSITIONED WITH OUR CURRENT AND FUTURE PORTFOLIO.



L = Long version | I Internal Combustion Engine | E Battery Electric Vehicle | P Plug-in Hybrid).



WE LEAD THE PREMIUM SEGMENT AND WE PERFORM ACROSS SEGMENTS AND DRIVETRAINS. FLEXIBILITY PAYS OFF IN VOLATILE MARKETS.

1,096,486

Delivered BMW vehicles in 1<sup>st</sup> HY 2024

179,557

Delivered BMW BEVs in 1<sup>st</sup> HY 2024





OUR AIM IS TO STRENGTHEN OUR BRAND CORE AND INCREASE TWO STRATEGIC FIELDS – TO PROVIDE THE BASE FOR PROFITABLE GROWTH.



**EXCLUSIVITY /  
LEADERSHIP**



**FREUDE**



**TECH MAGIC /  
INTELLIGENT  
CONNECTED VEHICLE**



OUR ROAD TO...

**EXCLUSIVITY /  
LEADERSHIP**

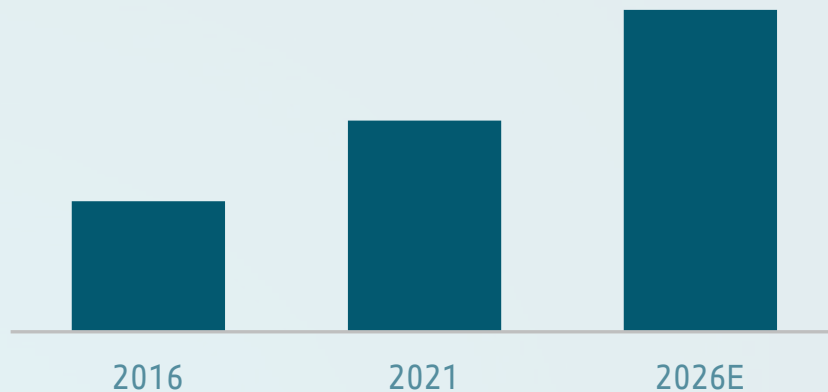


WE FOCUS ON EXISTING STRONG GKL AND NEW HIGH POTENTIAL SEGMENTS AS WELL AS ON THE HNWI AS AN INCREASING GLOBAL TARGET GROUP.

Target Group:

**HIGH-NET-WORTH INDIVIDUALS (HNWI)**

individuals with a net worth of \$1 million or more





OUR ROAD TO EXCLUSIVITY IS BASED ON ATTENTION TO EVERY DETAIL, MINDFUL MOMENTS AND CAREFUL SELECTION OF THE RIGHT PARTNERS...

## DEDICATION

Products, services and communication with attention to every detail.

## COOPERATION

Cooperate with selected partners to be at the places where the HNWI are.

## EXPERIENCE

Mindful moments that address all senses in exclusive locations.

# QUALITY



...AND TAILORED TO THE REGIONAL NEEDS, INTERESTS AND MARKET TRENDS.



BMW  
CHAMPIONSHIP

AMERICAS

BMW Championship



FESTIVAL DE CANNES  
OFFICIAL PARTNER

EUROPE

Cannes Film Festival



ASIA

BMW Brand  
Experience Club



# WITH A VARIETY OF EXCLUSIVE PRODUCT MEASURES WE ADDRESS THE EXTERIOR AND INTERIOR REFINEMENT.

Automatic Doors

Two Tone  
exterior colors

Sky Lounge

Executive Lounge  
Seating

Crystal Headlights

Fond Entertainment  
With 8K Theatre Screen

Working Table



# OUR ROAD TO...



**TECH MAGIC /  
INTELLIGENT  
CONNECTED VEHICLE**



# CRAFTING CAPTIVATING EXPERIENCES, TRANSFORMING BUSINESS, AND ELEVATING CUSTOMER CONNECTIONS.

## EMOTIONAL EXPERIENCES

(Tech Magic & Human Centric)

Business Model for  
**DIGITAL FRESHNESS**

Keeping  
**CUSTOMER INTERFACE AND CONTACT**





OUR ROAD TO TECH-MAGIC IS BASED ON BEING AT THE RIGHT PLACES, PARTNER WITH THE BEST AND PROVIDE HOLISTIC DIGITAL EXPERIENCES...

## PLATFORMS

Being at tech, innovation and virtual platforms to access new target groups.

## PARTNERS

Partnering with selected new and established tech players to increase offer possibilities.

## EXPERIENCE

Design the digital product portfolio to deliver a holistic experience.

# INNOVATION



...TAILORED TO THE REGIONAL NEEDS, INTERESTS AND MARKET TRENDS.



AMERICAS

Consumer  
Electronics Show



EUROPE

BMW Startup Garage



ASIA

BMW Driving Center  
R&D Activities



# WITH OUR CURRENT AND FUTURE DIGITAL PRODUCTS AND SERVICES WE DELIVER TECH-MAGIC WITH HUMAN-CENTRICITY.

**In-Car Videostreaming**  
e.g. also exclusive for Events  
like Ryder Cup

**In-Car Gaming**

**Level 2+ / 3**  
With automatic lane change

**New BMW iDrive**

**OTA Updatability**  
Of 8 Mio Vehicles

**Digital Signature**

**My BMW App**  
12.3 Mio Users  
4.8 Global App Rating

**BMW Intelligent  
Personal Assistant**  
Based on Alexa incl. LLM



TO ADDRESS YOUNG TARGET GROUPS WE ALSO ENSURE AN AUTHENTIC BRAND PRESENCE ON SOCIAL CHANNELS.



**39.1 Mio Followers**

**Number 1 car brand**  
on Instagram



**20.5 Mio**



**3.2 Mio**



**4.8 Mio**

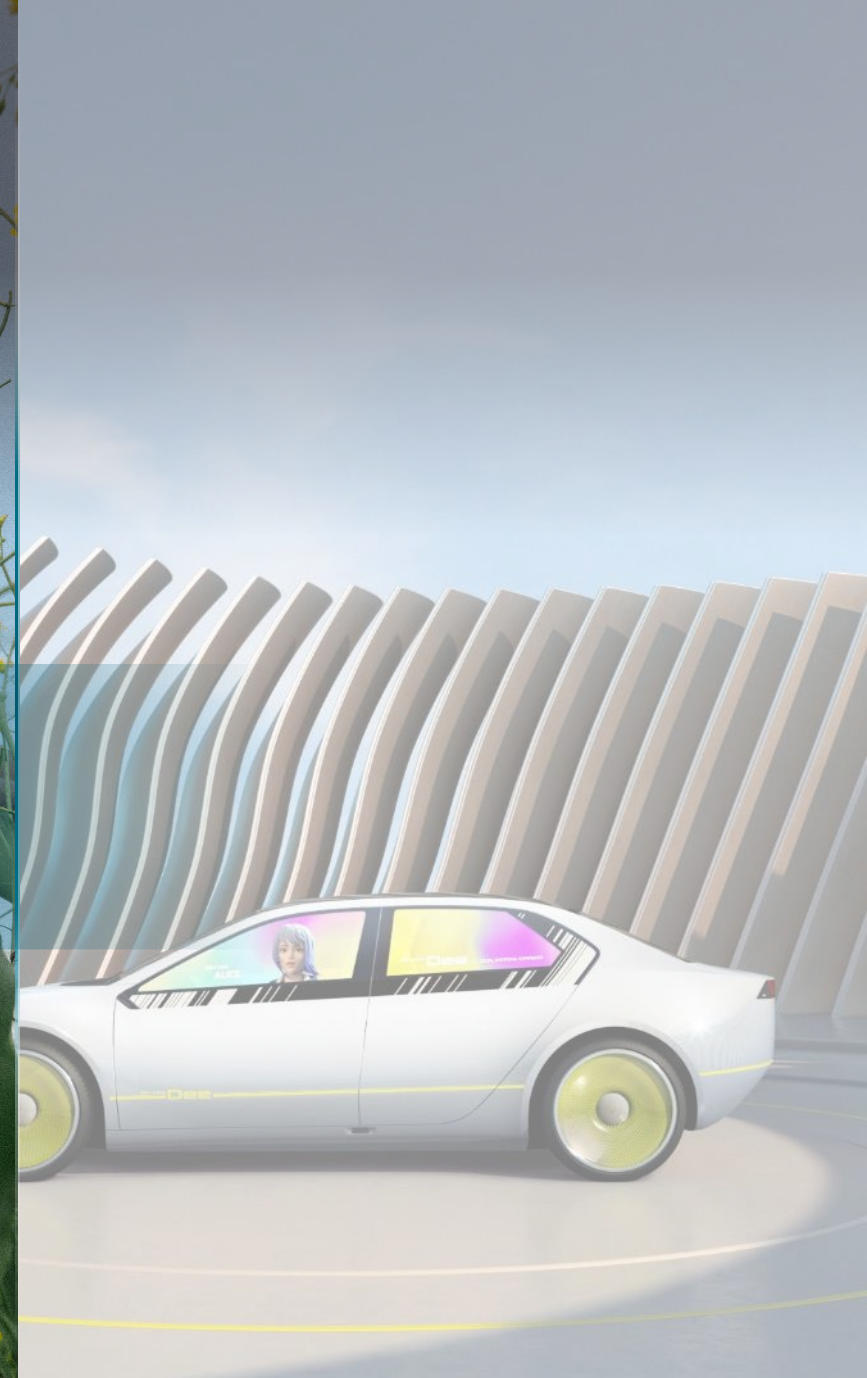




OUR ROAD TO...



FREUDE





OUR ROAD TO FREUDE IS BASED ON STRENGTHENING OUR BRAND IMAGE WITH AUTHENTICITY, INSIGHTS INTO OUR FUTURE AND UNIQUENESS.

## DIRECTION

Providing an outlook to the future and take customers and prospects on the journey.

## AUTHENTICITY

Staying true to who we are and follow our own path.

## UNIQUENESS

Defining our "only BMW can do" in everything we do.

# CONSISTENCY



# CONSUMPTION AND EMISSION DATA.

## BMW R 1300 GS.

Fuel consumption in l/100km (WMTC): 4.8

CO<sub>2</sub>-emissions in g/km: 110

CO<sub>2</sub>-Class: G

## MINI Aceman.

Fuel consumption in l/100km WLTP (combined): 9.8 – 9.6

CO<sub>2</sub>-emissions in g/km: 223 – 218

CO<sub>2</sub>-Class: G

## BMW Z4.

Fuel consumption in l/100km WLTP (combined): 9.8 – 9.6

CO<sub>2</sub>-emissions in g/km: 223 – 218

CO<sub>2</sub>-Class: G

## BMW i5 Limousine.

Energy consumption in kWh/100km WLTP (combined): 18.9 – 18.8

CO<sub>2</sub>-emissions in g/km: 0

CO<sub>2</sub>-Class: A

## BMW i7 M70 xDrive.

Energy consumption in kWh/100km WLTP (combined): 23.7

CO<sub>2</sub>-emissions in g/km: 0

CO<sub>2</sub>-Class: A

## BMW 4 Series Convertible.

Fuel consumption in l/100km WLTP (combined): 9.8 – 9.6

CO<sub>2</sub>-emissions in g/km: 223 – 218

CO<sub>2</sub>-Class: G



# CONSUMPTION AND EMISSION DATA.

## BMW 4 Series Coupé.

Fuel consumption in l/100km WLTP (combined): 10.4 – 10.3

CO<sub>2</sub>-emissions in g/km: 235 – 233

CO<sub>2</sub>-Class: G

## BMW 5 Series Touring

Fuel consumption in l/100km WLTP (combined): 9.8 – 9.6

CO<sub>2</sub>-emissions in g/km: 223 – 218

CO<sub>2</sub>-Class: G

## BMW M4 Convertible.

Fuel consumption in l/100km WLTP (combined): 9.8 – 9.6

CO<sub>2</sub>-emissions in g/km: 223 – 218

CO<sub>2</sub>-Class: G

## BMW M4 Coupé.

Fuel consumption in l/100km WLTP (combined): 10.2

CO<sub>2</sub>-emissions in g/km: 189 – 175

CO<sub>2</sub>-Class: G – F

## BMW 4 Series Gran Coupé.

Fuel consumption in l/100km WMTC: 4.9

CO<sub>2</sub>-emissions in g/km: 113

CO<sub>2</sub>-Class: G – F

## BMW M4 CS.

Fuel consumption in l/100km WLTP (combined): 10.2

CO<sub>2</sub>-emissions in g/km: 232

CO<sub>2</sub>-Class: G



# CONSUMPTION AND EMISSION DATA.

## BMW M3 Touring.

Fuel consumption in l/100km WLTP (combined): 10.4 – 10.3

CO<sub>2</sub>-emissions in g/km: 235 – 233

CO<sub>2</sub>-Class: G

## BMW M3.

Fuel consumption in l/100km WLTP (combined): 9.8 – 9.6

CO<sub>2</sub>-emissions in g/km: 223 – 218

CO<sub>2</sub>-Class: G

## BMW M2.

Fuel consumption in l/100km WLTP (combined): 9.8 – 9.6

CO<sub>2</sub>-emissions in g/km: 223 – 218

CO<sub>2</sub>-Class: G

## BMW 1 Series Hatch.

Fuel consumption in l/100km WLTP (combined): 8.3 – 7.7

CO<sub>2</sub>-emissions in g/km: 189 – 175

CO<sub>2</sub>-Class: G – F

## BMW X3.

Fuel consumption in l/100km WMTC: 4.9

CO<sub>2</sub>-emissions in g/km: 113

CO<sub>2</sub>-Class: G – F

## BMW M5.

Fuel consumption in l/100km WLTP (combined): 9.8 – 9.6

CO<sub>2</sub>-emissions in g/km: 223 – 218

CO<sub>2</sub>-Class: G



# CONSUMPTION AND EMISSION DATA.

## **BMW i5 eDrive40.**

Energy consumption in kWh/100km WLTP (combined): 16.3

CO<sub>2</sub>-emissions in g/km: 0

CO<sub>2</sub>-Class: A

## **BMW 530e xDrive Limousine.**

Energy consumption in kWh/100km WLTP (combined): 15.4 – 14.1

CO<sub>2</sub>-emissions in g/km: 49 - 46

## **BMW i5 M60 xDrive.**

Energy consumption in kWh/100km WLTP (combined): 20.5

CO<sub>2</sub>-emissions in g/km: 0

CO<sub>2</sub>-Class: A




# CONSUMPTION AND EMISSION DATA.

## **MINI Countryman SE ALL4 Essential Trim.**

Energy consumption in kWh/100km WLTP (combined): 18.5

CO<sub>2</sub>-emissions in g/km WLTP (combined): 0

CO<sub>2</sub>-Class: A



## **BMW R 1300 GS Trophy.**

Fuel consumption in l/100km WMTC (combined): 4.8

CO<sub>2</sub>-emissions in g/km: 110



## **Rolls-Royce Spectre.**

Energy consumption in kWh/100km WLTP (combined): 21.5

CO<sub>2</sub>-emissions in g/km: 0

