

**BMW
GROUP**



ROLLS-ROYCE
MOTOR CARS LTD

**BMW GROUP: Quarterly Statement to 31 March 2024.
Robust results within full-year guidance.**

MAY 8TH, 2024.

BMW GROUP QUARTERLY STATEMENT TO 31 MARCH 2024.



WALTER MERTL.

Member of the Board of Management
of BMW AG, Finance.

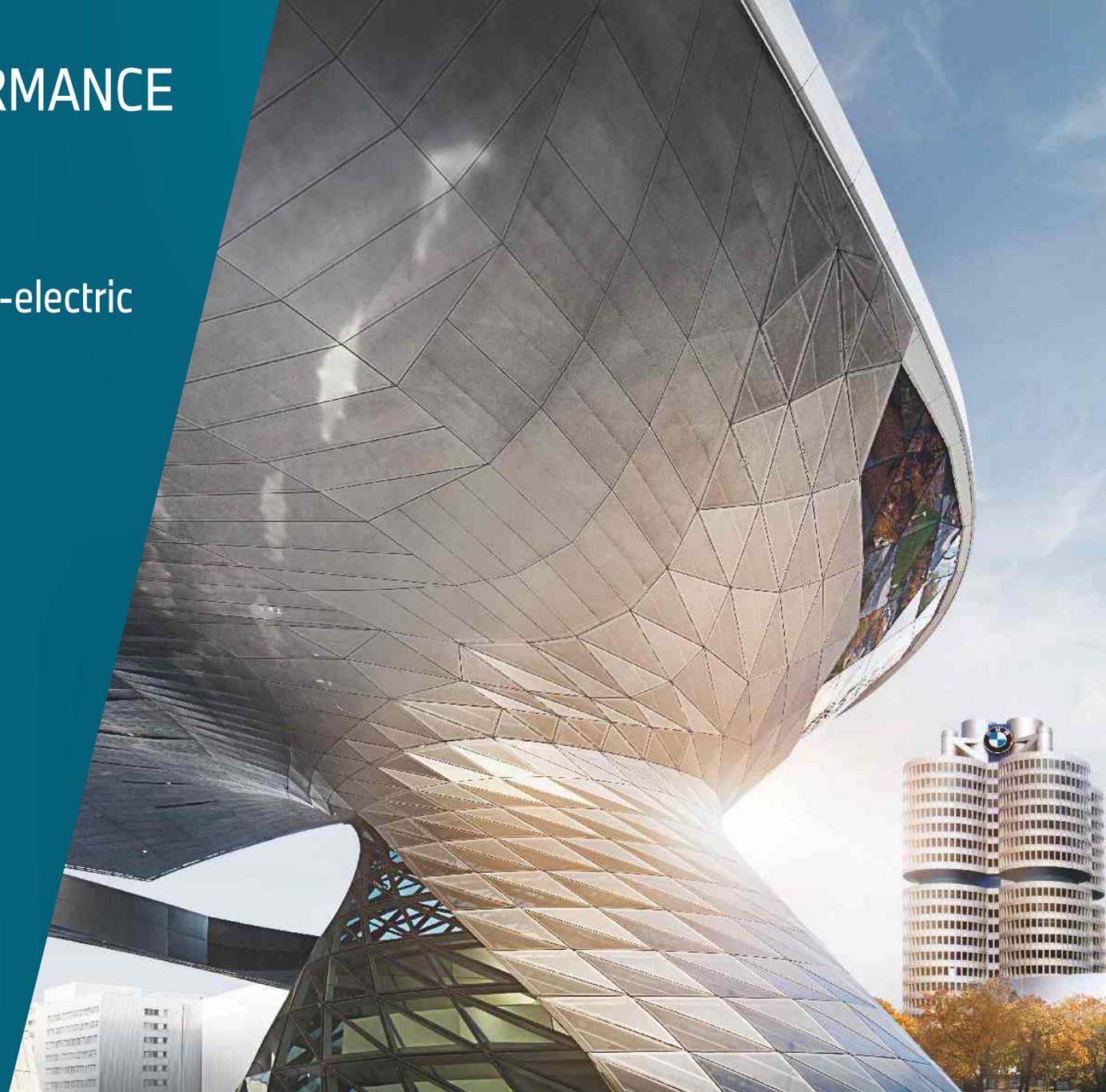
HIGHLIGHTS OF BMW GROUP PERFORMANCE IN Q1 2024.

Slight sales increase with double-digit growth in all-electric
and in upper premium vehicles.

Group EBT margin of 11.4% in Q1.

Automotive EBIT margin of 8.8% in Q1.

BMW Group's operating business consistently
delivers strong results



BMW GROUP IN Q1.

Strong earnings with double-digit EBT margin.

	Q1 2024	Q1 2023	CHANGE
Revenues Group [in m€]	36,614	36,853	-0.6%
Earnings before tax Group [EBT; in m€]	4,162	5,129	-18.9%
EBT Margin Group	11.4%	13.9%	-2.5%-pts



AUTOMOTIVE RETAIL UNITS, BEV UNITS, AUTO REVENUE AND AUTO EBIT.

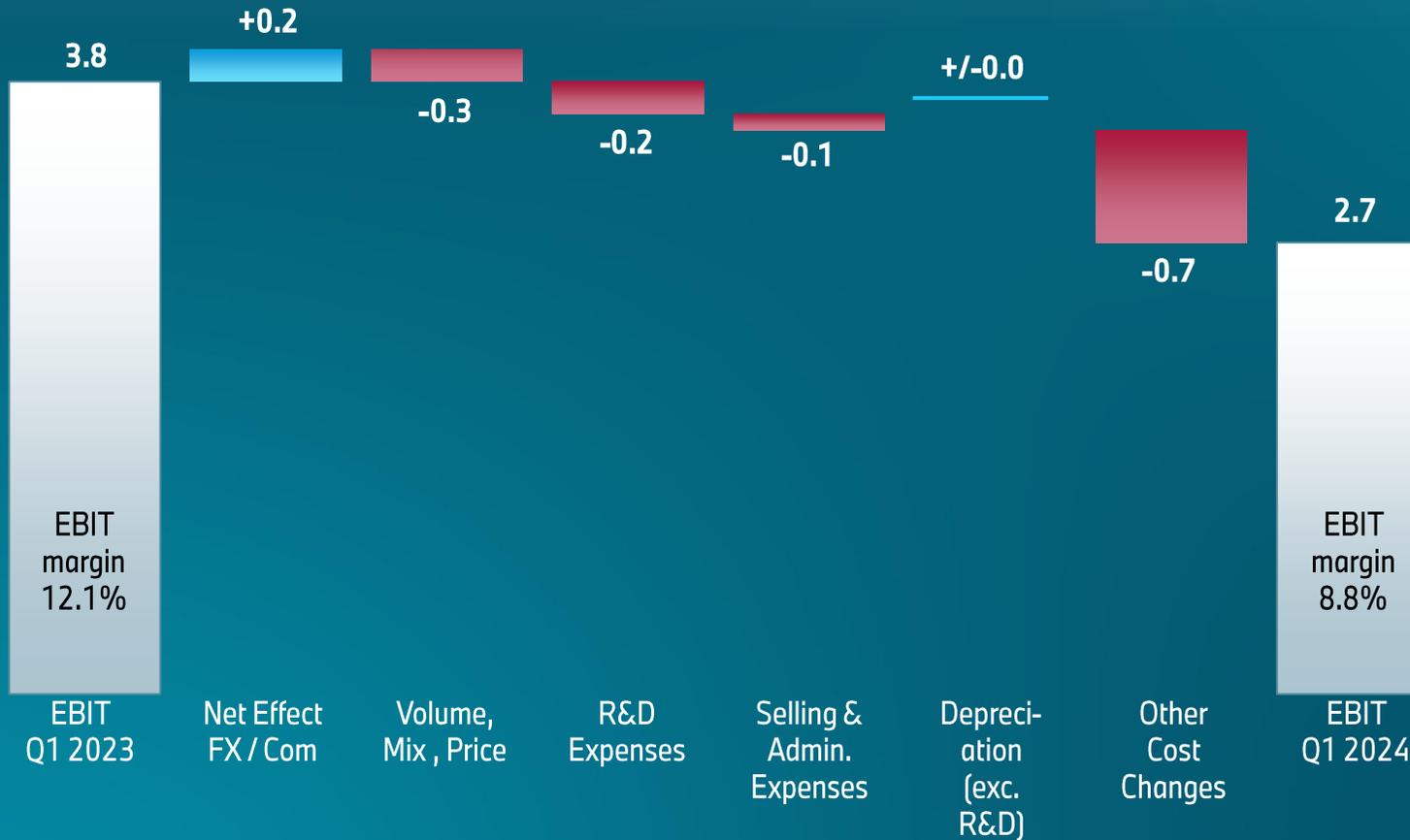
Sequential development 2022 to date.



AUTOMOTIVE SEGMENT EBIT IN Q1.

YoY comparison impacted by underlying material cost benefit in Q1 2023.

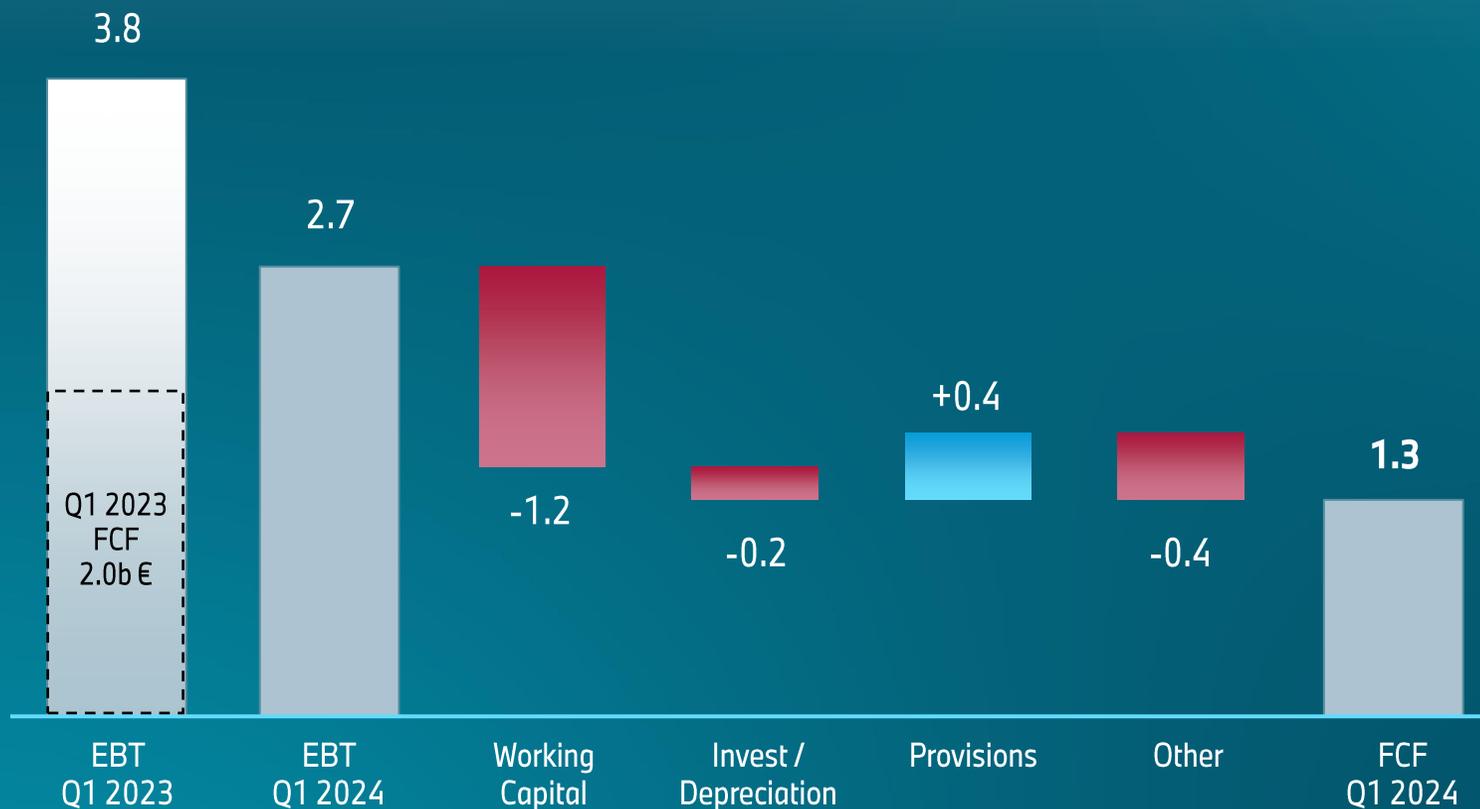
in b€



AUTOMOTIVE SEGMENT FREE CASHFLOW IN Q1.

Reconciliation EBT - FCF for Q1 2024.

in b€



FINANCIAL SERVICES SEGMENT IN Q1.

Positive trend in new business with double-digit growth.

	Q1 2024	Q1 2023	CHANGE
New contracts with retail customers	422,056	347,298	21.5%
Total new business volume with retail customers [in m€]	15,620	12,788	22.1%
Earnings before tax [EBT; in m€]	730	945	-22.8%
Penetration Rate	41.8%	36.5%	+5.3%-pts



MOTORCYCLES SEGMENT IN Q1.

EBIT-margin of 12.2% despite slight decrease in deliveries.

	Q1 2024	Q1 2023	CHANGE
Deliveries [in units]	46,434	47,935	-3.1%
Revenues [in m€]	872	933	-6.5%
Earnings before interest and tax [EBIT; in m€]	106	154	-31.2%
EBIT Margin	12.2%	16.5%	-4.3%-pts



OUTLOOK 2024.

Guidance for key performance indicators remains unchanged.



Group earnings before tax

Slight decrease

Size of workforce

Slight increase



Deliveries

Slight increase

EBIT margin

Between 8 and 10%

Return on Capital Employed

Between 15 and 20%



Deliveries

Slight increase

EBIT margin

Between 8 and 10%

Return on Capital Employed

Between 21 and 26%



Return on Equity

Between 14 and 17%



BMW GROUP WITH CONSISTENT PERFORMANCE.

Positive long-term perspective with highly attractive product portfolio.

Peak Capex and R&D spending in 2024, as planned.

Strong profitability for future investments and attractive shareholder returns.

High flexibility and consistent execution to capitalize on market developments.



THANK YOU.



CONSUMPTION AND EMISSION DATA.

BMW M3 CS.

Power consumption in l/100km WLTP (combined): 10.4 - 10.1;

CO₂-emissions in g/km: 234 - 229.

CO₂-Class: G

BMW i5 Touring eDrive40.

Power consumption in kWh/100km WLTP (combined): 19.3 - 16.5;

CO₂-emissions in g/km: 0.

CO₂-Class: A

BMW R 1300 GS.

Power consumption in l/100km WMTC: 4.8;

CO₂-emissions in g/km: 110.

CO₂-Class: B

BMW iX1 xDrive30.

Power consumption in kWh/100km WLTP (combined): 18.1 - 16.8;

CO₂-emissions in g/km: 0.

CO₂-Class: A

BMW i4 M50 xDrive.

Power consumption in kWh/100km WLTP (combined): 22.0 – 17.5;

CO₂-emissions in g/km: 0.

CO₂-Class: A

BMW i4 xDrive40.

Power consumption in l/100km WLTP (combined): 19.4 – 15.4;

CO₂-emissions in g/km: 0.

CO₂-Class: A