

**BMW
GROUP**



ROLLS-ROYCE
MOTOR CARS LTD



**BMW GROUP: Quarterly Statement to 30 September 2024.
BMW Group is on track to meet full-year guidance.**

6TH NOVEMBER 2024.

BMW GROUP QUARTERLY STATEMENT TO 30 SEPTEMBER 2024.



WALTER MERTL.

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

BMW GROUP PERFORMANCE PER Q3 2024.

Group EBT margin of 8.4% after 9 months;
2.6% in Q3.

Automotive EBIT margin of 6.6% after 9 months;
2.3% in Q3.
(excluding BBA PPA: 7.7% after nine months / 3.5% in Q3)

BMW Group global sales -4.5% after 9 months.

BMW brand sales +4.0% excluding China.
EU growth +7.6%.
US with stable market share.

Significant increase of 19.1% in BEV sales
after 9 months.

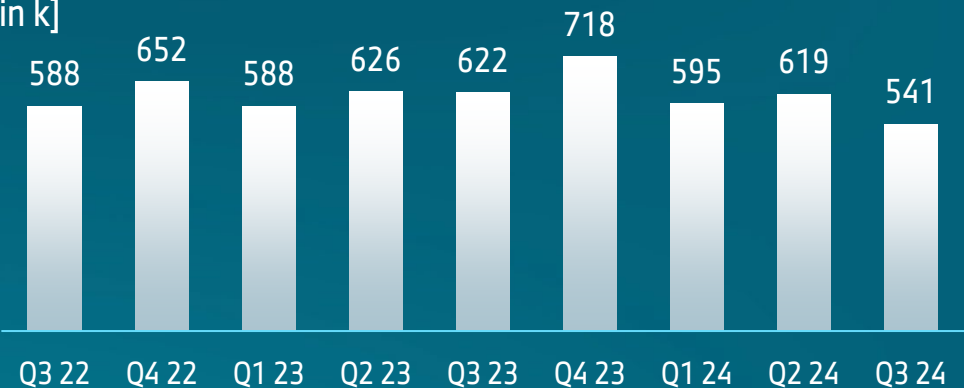


AUTOMOTIVE RETAIL UNITS, BEV UNITS, AUTO REVENUE AND AUTO EBIT.

Sequential development 2022 to date.

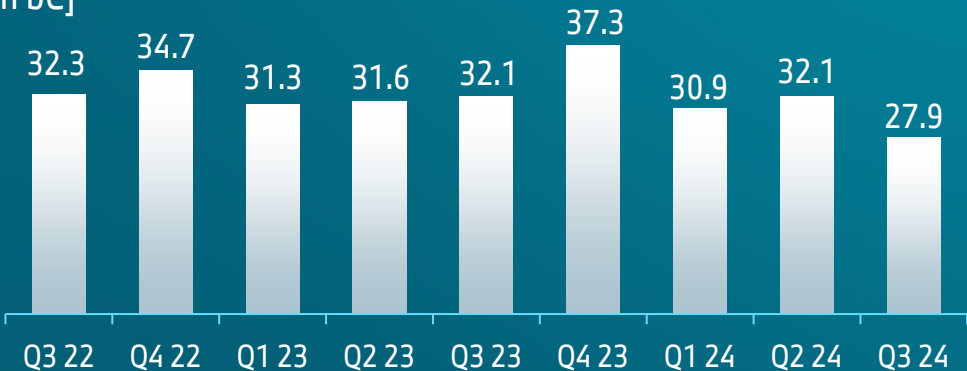
Retail

Units [in k]



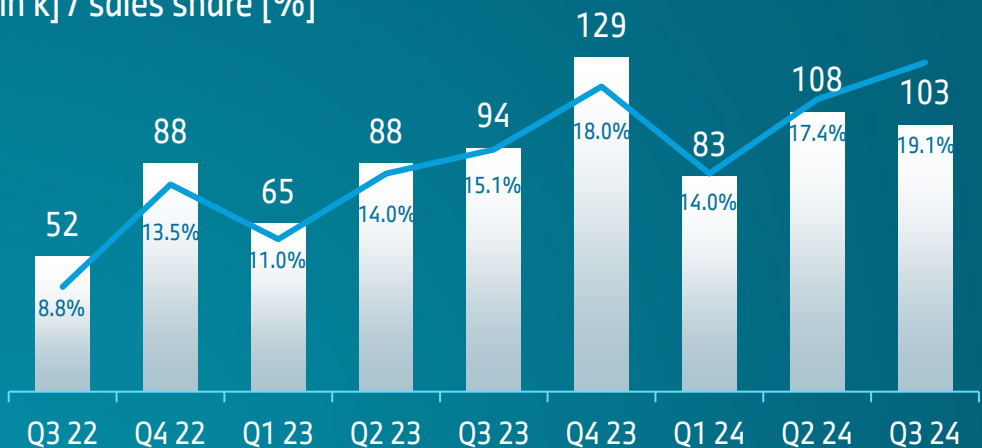
Revenues

Auto [in b€]



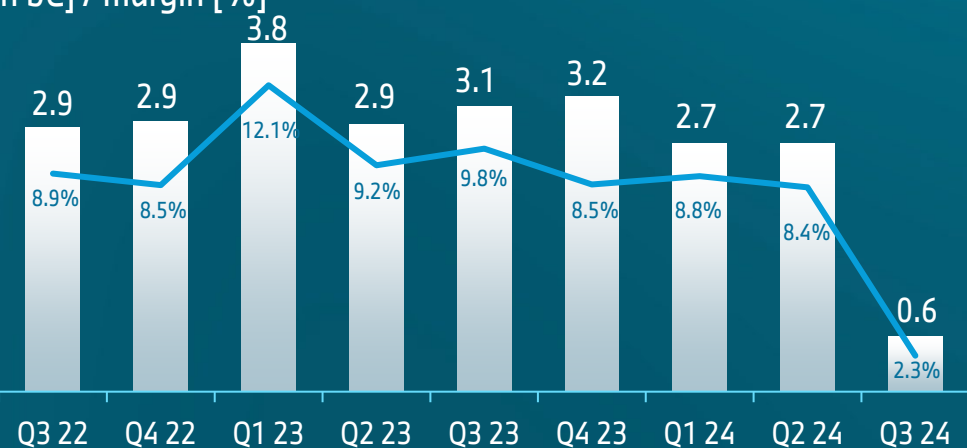
BEV Retail

Units [in k] / sales share [%]



EBIT

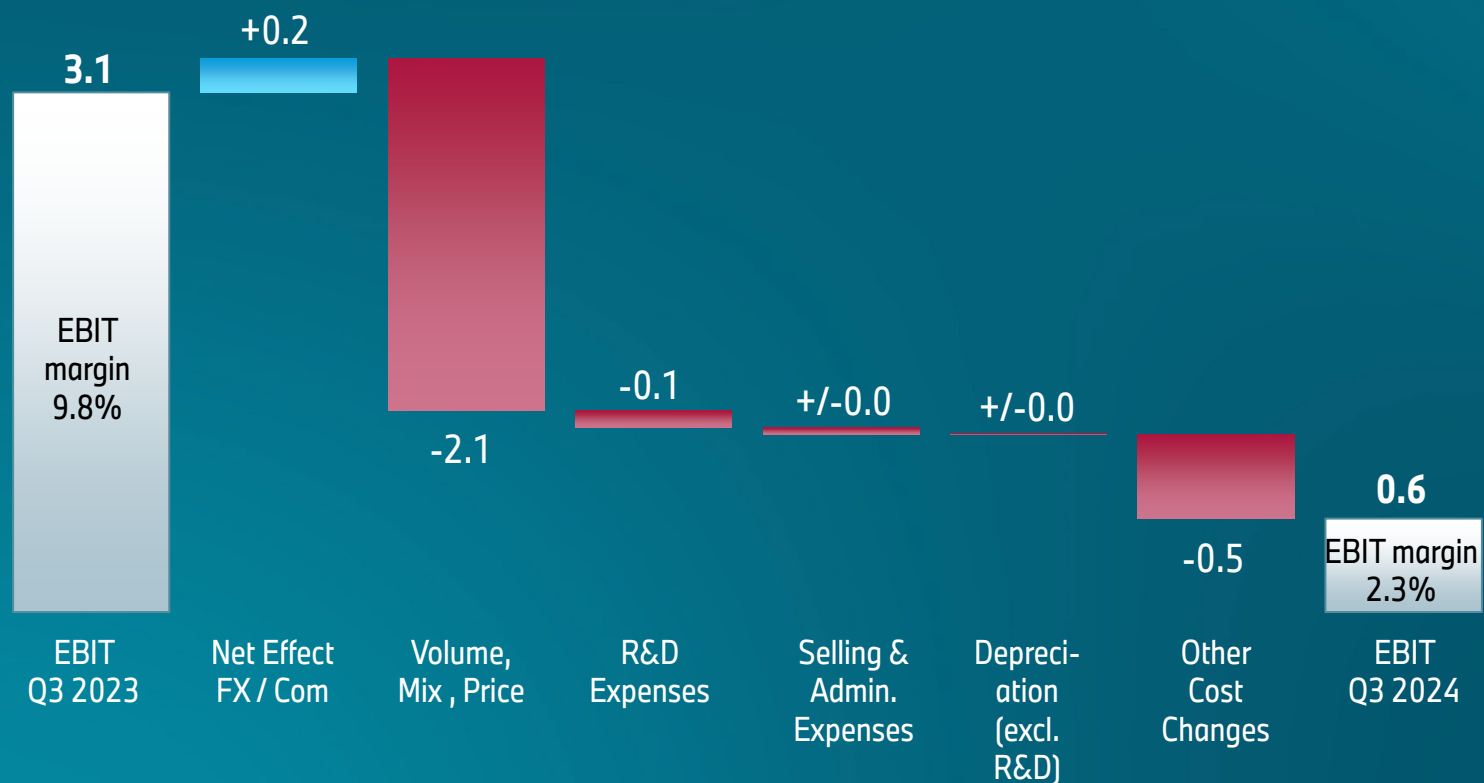
Auto [in b€] / margin [%]



AUTOMOTIVE SEGMENT EBIT IN Q3.

YoY particularly impacted by IBS one-off effect and China market development.

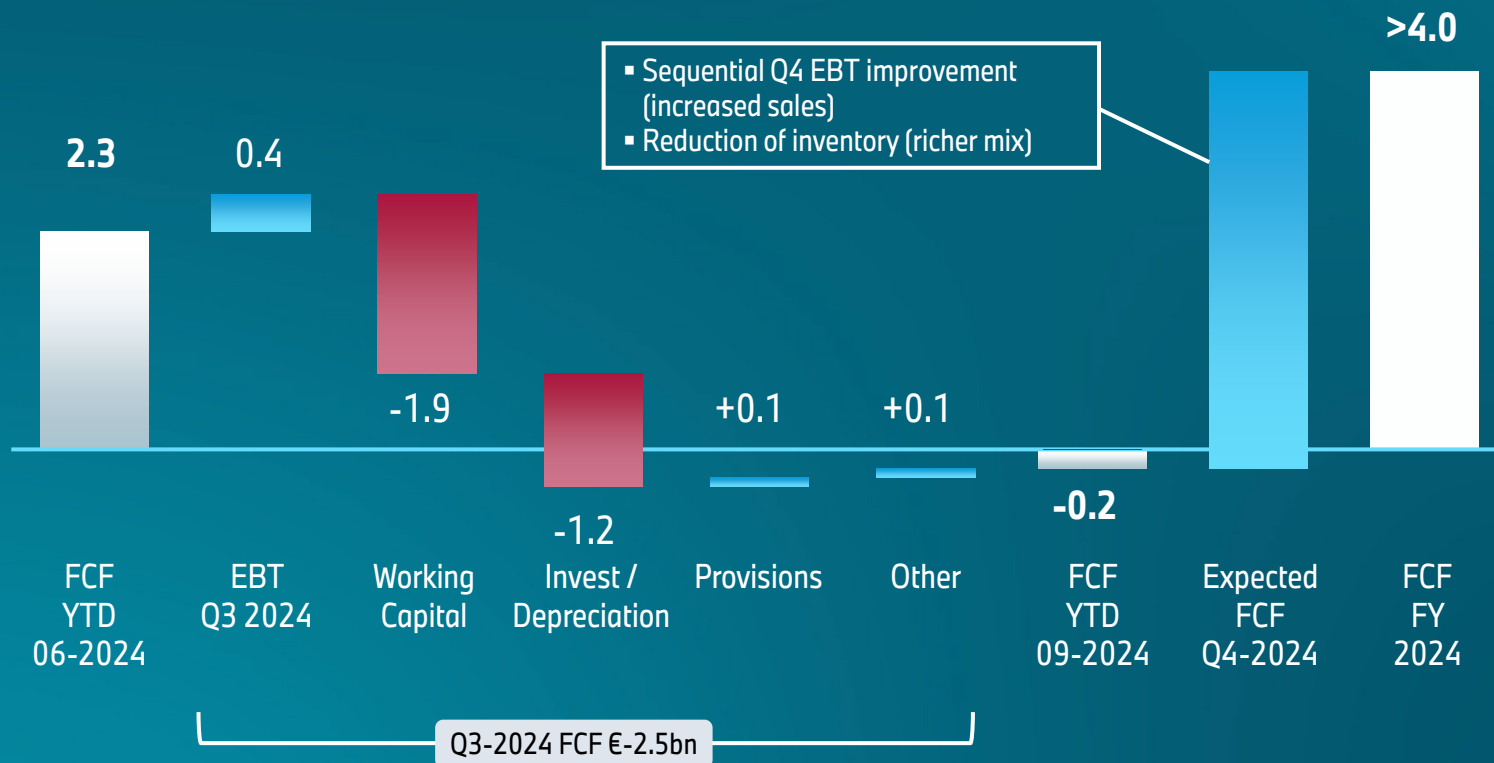
in b€



AUTOMOTIVE SEGMENT FREE CASHFLOW IN Q3.

Reconciliation FCF YTD 06 - FY 2024.

in b€



FINANCIAL SERVICES SEGMENT YTD SEPTEMBER.

Ongoing positive trend in new business.

	Jan-Sep 2024	Jan-Sep 2023	CHANGE
New contracts with retail customers	1,252,251	1,112,817	12.5%
Total new business volume with retail customers [in m€]	46,531	40,973	13.6%
Earnings before tax [EBT; in m€]	2,146	2,451	-12.4%
Penetration Rate	42.3%	37.7%	4.6%-pts

New Contract Development
2022 - 2024



MOTORCYCLES SEGMENT IN Q3.

EBIT margin of 3.8% on increased revenues.

	Q3 2024	Q3 2023	CHANGE
Deliveries [in units]	50,364	52,037	-3.2%
Revenues [in m€]	702	650	8.0%
Earnings before interest and tax [EBIT; in m€]	27	-4	-
EBIT Margin	3.8%	-0.6%	-



OUTLOOK 2024.

BMW Group on track to meet adjusted guidance in all segments.



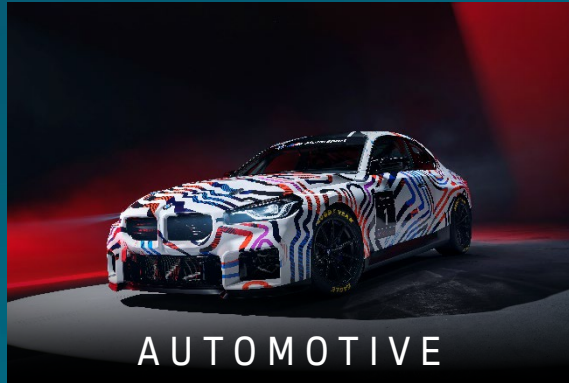
BMW GROUP

Group earnings before tax

Significant decrease

Size of workforce

Slight increase



AUTOMOTIVE

Deliveries

Slight decrease

EBIT margin

Between 6 and 7%

Return on Capital Employed

Between 11 and 13%



MOTORCYCLES

Deliveries

At prior year's level

EBIT margin

Between 6 and 7%

Return on Capital Employed

Between 14 and 16%



FINANCIAL
SERVICES

Return on Equity

Between 15 and 18%



AMBIDEXTROUS APPROACH ADDRESSES THE SHORT AND THE LONG TERM.

Focus on achieving short-term results and delivering long-term strategic objectives

Full engagement in addressing one time headwinds and operational challenges in China

Q3 BEV sales demonstrate successful electrification strategy execution

Planned peak CAPEX and R&D in 2024 underline commitment to future strategic objectives

Value generation with NEUE KLASSE will secure continued financial health to benefit all stakeholders



THANK YOU.



CONSUMPTION AND EMISSION DATA.

BMW M5.

Energy consumption combined in l/100km: 1.9

Fuel consumption combined (empty battery) in l/100km: 10.7

CO₂-emissions in g/km: 43

CO₂-Class combined: B

BMW M235 xDrive Gran Coupé.

Energy consumption combined in l/100km: 8.2

CO₂-emissions in g/km: 185

CO₂-Class combined: G

BMW X3 M50 xDrive.

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

CO₂-emissions in g/km: 189 – 175

CO₂-Class: G – F

BMW iX2 xDrive30.

Energy consumption in kWh/100km WLTP (combined): 17.7 – 17.6

CO₂-emissions in g/km: 0

CO₂-Class: A**

BMW R 1300 GS.

Fuel consumption in l/100km WMTC: 4.8

CO₂-emissions in g/km: 110