

BMW GROUP TEN-YEAR COMPARISON

		2021	2020	2019	2018 ¹	2017	2016	2015	2014	2013	2012
DELIVERIES											
Automobiles ²	units	2,521,514	2,325,179	2,537,504	2,486,149	2,465,021	2,349,962	2,259,733	2,117,965	1,963,798	1,845,186
Motorcycles ³	units	194,261	169,272	175,162	165,566	164,153	145,032	136,963	123,495	115,215	106,358
PRODUCTION VOLUME											
Automobiles	units	2,461,269	2,255,637	2,564,025	2,541,534	2,505,741	2,359,756	2,279,503	2,165,566	2,006,366	1,861,826
Motorcycles ³	units	187,500	168,104	187,116	162,687	185,682	145,555	151,004	133,615	110,127	113,811
FINANCIAL SERVICES											
Contract portfolio	contracts	5,859,890	5,981,928	5,973,682	5,708,032	5,380,785	5,114,906	4,718,970	4,359,572	4,130,002	3,846,364
Business volume (based on balance sheet carrying amounts)	€ million	139,530	133,093	142,834	133,147	124,719	123,394	111,191	96,390	84,347	80,974
INCOME STATEMENT											
Revenues	€ million	111,239	98,990	104,210	96,855	98,282	94,163	92,175	80,401	76,059	76,848
Gross profit margin	%	19.8	13.7	17.3	19.0	20.3	19.9	19.7	21.2	20.1	20.2
Earnings before financial result	€ million	13,400	4,830	7,411	8,933	9,899	9,386	9,593	9,118	7,978	8,275
Earnings before tax	€ million	16,060	5,222	7,118	9,627	10,675	9,665	9,224	8,707	7,893	7,803
Return on sales (earnings before tax / revenues)	%	14.4	5.3	6.8	9.9	10.9	10.3	10.0	10.8	10.4	10.2
Income taxes	€ million	3,597	1,365	2,140	2,530	2,000	2,755	2,828	2,890	2,564	2,692
Effective tax rate	%	22.4	26.1	30.1	26.3	18.7	28.5	30.7	33.2	32.5	34.5
Net profit for the year	€ million	12,463	3,857	5,022	7,064	8,675	6,910	6,396	5,817	5,329	5,111

¹ The 2018 figures were adjusted due to the change in accounting policy in conjunction with the adoption of IFRS 16 (see Annual Report 2019, note 6 to the Group Financial Statements).

In addition, prior year figures were adjusted due to changes in the presentation of selected items that are of minor importance overall.

² Retail vehicle delivery data presented for 2020 and 2021 is not directly comparable to such data presented for previous years. For further information on retail vehicle delivery data, please see [Comparison of Forecasts with Actual Outcomes](#).

³ Excluding Husqvarna, deliveries up to 2013: 59,776 units; production up to 2013: 59,426 units.

⁴ Since the reporting year 2020, a new definition for workforce size has been applied ([Glossary](#)). To enable better comparability, the value for 2019 was adjusted accordingly (2019 before adjustment: 133,778 employees).

For the timeframe including and prior to 2018, the share of the employees that are no longer reflected in reporting is about 7.5-8 %.

⁵ Proposal by management.

		2021	2020	2019	2018 ¹	2017	2016	2015	2014	2013	2012
BALANCE SHEET											
Non-current assets	€ million	143,354	134,851	137,404	124,202	121,964	121,671	110,343	97,959	86,193	81,305
Current assets	€ million	86,173	81,807	90,630	84,736	73,542	66,864	61,831	56,844	52,184	50,530
Capital expenditure (excluding capitalised development costs)	€ million	5,012	3,922	5,650	5,029	4,688	3,731	3,826	4,601	4,967	4,151
Capital expenditure ratio (capital expenditure / revenues)	%	4.5	4.0	5.4	5.2	4.8	4.0	4.2	5.7	6.5	5.4
Equity	€ million	75,132	61,520	59,907	57,829	54,107	47,363	42,764	37,437	35,600	30,606
Equity ratio	%	32.7	28.4	26.3	27.7	27.7	25.1	24.8	24.2	25.7	23.2
Non-current provisions and liabilities	€ million	77,929	83,175	85,502	79,698	69,634	73,183	63,819	58,288	51,643	52,834
Current provisions and liabilities	€ million	76,466	71,963	82,625	71,411	71,765	67,989	65,591	59,078	51,134	48,395
Balance sheet total	€ million	229,527	216,658	228,034	208,938	195,506	188,535	172,174	154,803	138,377	131,835
CASH FLOW STATEMENT											
Cash and cash equivalents at balance sheet date	€ million	16,009	13,537	12,036	10,979	9,039	7,880	6,122	7,688	7,671	8,370
Free cash flow Automotive segment	€ million	6,354	3,395	2,567	2,713	4,459	5,792	5,404	3,481	3,003	3,809
PERSONNEL											
Workforce at year-end ⁴		118,909	120,726	126,016	134,682	129,932	124,729	122,244	116,324	110,351	105,876
Personnel cost per employee ⁴	€	103,569	99,647	98,901	101,178	100,760	99,575	97,136	92,337	89,869	89,161
DIVIDEND											
Dividend total	€ million	3,827 ⁵	1,253	1,646	2,303	2,630	2,300	2,102	1,904	1,707	1,640
Dividend per share of common stock / preferred stock	€	5.80/5.82 ⁵	1.90/1.92	2.50/2.52	3.50/3.52	4.00/4.02	3.50/3.52	3.20/3.22	2.90/2.92	2.60/2.62	2.50/2.52

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