



BMW GROUP TEN-YEAR COMPARISON

		2022	2021	2020	2019	2018 ¹	2017	2016	2015	2014	2013
DELIVERIES											
Automotive	units	2,399,632	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
Motorcycles ²	units	202,895	194,261	169,272	175,162	165,566	164,153	145,032	136,963	123,495	115,215
PRODUCTION											
Automotive	units	2,382,305	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
Motorcycles ²	units	215,932	187,500	168,104	187,116	162,687	185,682	145,555	151,004	133,615	110,127
FINANCIAL SERVICES											
Contract portfolio	Contracts	5,513,129	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
Business volume in balance sheet terms	€ million	135,689	139,530	133,093	142,834	133,147	124,719	123,394	111,191	96,390	84,347
INCOME STATEMENT											
Revenues	€ million	142,610	111,239	98,990	104,210	96,855	98,282	94,163	92,175	80,401	76,059
Gross profit margin	%	17.2	19.8	13.7	17.3	19.0	20.3	19.9	19.7	21.2	20.1
Earnings before financial result	€ million	13,999	13,400	4,830	7,411	8,933	9,899	9,386	9,593	9,118	7,978
Profit before tax	€ million	23,509	16,060	5,222	7,118	9,627	10,675	9,665	9,224	8,707	7,893
Return on sales (earnings before tax/revenues)	%	16.5	14.4	5.3	6.8	9.9	10.9	10.3	10.0	10.8	10.4
Income taxes	€ million	4,927	3,597	1,365	2,140	2,530	2,000	2,755	2,828	2,890	2,564
Effective tax rate	%	21.0	22.4	26.1	30.1	26.3	18.7	28.5	30.7	33.2	32.5
Net profit	€ million	18,582	12,463	3,857	5,022	7,064	8,675	6,910	6,396	5,817	5,329

		2022	2021	2020	2019	2018 ¹	2017	2016	2015	2014	2013
BALANCE SHEET											
Non-current assets	€ million	154,722	143,354	134,851	137,404	124,202	121,964	121,671	110,343	97,959	86,193
Current assets	€ million	92,204	86,173	81,807	90,630	84,736	73,542	66,864	61,831	56,844	52,184
Capital expenditure (excluding capitalised development costs)	€ million	7,791	5,012	3,922	5,650	5,029	4,688	3,731	3,826	4,601	4,967
Capital expenditure ratio (capital expenditure/revenues)	%	5.5	4.5	4.0	5.4	5.2	4.8	4.0	4.2	5.7	6.5
Equity	€ million	91,288	75,132	61,520	59,907	57,829	54,107	47,363	42,764	37,437	35,600
Equity ratio	%	37.0	32.7	28.4	26.3	27.7	27.7	25.1	24.8	24.2	25.7
Non-current provisions and liabilities	€ million	71,217	77,929	83,175	85,502	79,698	69,634	73,183	63,819	58,288	51,643
Current provisions and liabilities	€ million	84,421	76,466	71,963	82,625	71,411	71,765	67,989	65,591	59,078	51,134
Total equity and liabilities	€ million	246,926	229,527	216,658	228,034	208,938	195,506	188,535	172,174	154,803	138,377
CASH FLOW STATEMENT											
Cash and cash equivalents	€ million	16,870	16,009	13,537	12,036	10,979	9,039	7,880	6,122	7,688	7,671
Free cash flow Automotive segment	€ million	11,071	6,354	3,395	2,567	2,713	4,459	5,792	5,404	3,481	3,003
PERSONNEL											
Workforce at year-end ³		149,475	118,909	120,726	126,016	134,682	129,932	124,729	122,244	116,324	110,351
Personnel cost per employee ³	€	94,952	103,569	99,647	98,901	101,178	100,760	99,575	97,136	92,337	89,869
DIVIDEND											
Dividend total	€ million	5,481 ⁴	3,827	1,253	1,646	2,303	2,630	2,300	2,102	1,904	1,707
Dividend per share of common stock/preferred stock	€	8.50/8.52 ⁴	5.80/5.82	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

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 Excluding Husqvarna, deliveries until 2013: 59,776 units; production until 2013: 59,426 units.

³ The term "employee" has been redefined with effect from the reporting year 2020 (for definition, see [Glossary](#)). The figure for 2019 was restated accordingly for comparison purposes (2019 before adjustment: 133,778 employees). For the period 2018 and earlier, the share of employees that are no longer reflected in reporting is between 7.5% and 8.0%.

⁴ Proposal by management. The dividend total may change before the date of the Annual General Meeting due to the share buyback and a resulting change in the number of shares entitled to receive a dividend.