

# FINANCIAL STATEMENTS OF BMW AG

Financial Year 2017

**BMW  
GROUP**

THE NEXT  
100 YEARS



Rolls-Royce  
Motor Cars Limited

## BMW AG IN FIGURES

→ BMW AG in Figures  
→ Financial Statements

		2017	2016	Change in %
Revenues	€ million	79,215	75,350	5.1
Export ratio	%	82.8	82.4	
<b>Production</b>				
Automobiles <sup>1</sup>	Units	2,505,741	2,359,756	6.2
Motorcycles	Units	185,682	145,555	27.6
<b>Deliveries</b>				
Automobiles <sup>1</sup>	Units	2,494,115	2,355,726	5.9
Motorcycles	Units	175,452	147,290	19.1
Capital expenditure	€ million	2,628	2,346	12.0
Depreciation, amortisation and impairment losses	€ million	2,350	2,233	5.2
Workforce at end of year		87,940	85,754	2.5
Tangible, intangible and investment assets	€ million	15,419	14,711	4.8
Current assets, prepayments and surplus of pension and similar plan assets over liabilities	€ million	26,053	21,588	20.7
Subscribed capital	€ million	658	657	0.2
Reserves	€ million	11,758	11,165	5.3
Equity	€ million	15,046	14,122	6.5
as % of tangible, intangible and investment assets	%	97.6	96.0	
Balance sheet total	€ million	41,472	36,299	14.3
Cost of materials	€ million	56,065	53,862	4.1
Personnel costs	€ million	8,638	8,340	3.6
Taxes	€ million	1,579	1,327	19.0
Net profit	€ million	3,197	3,277	2.4
Dividend	€ million	2,630 <sup>2</sup>	2,300	14.3
per share of common stock with a par value of €1 each	€	4.00 <sup>2</sup>	3.50	
per share of preferred stock with a par value of €1 each	€	4.02 <sup>2</sup>	3.52	

<sup>1</sup> Including supplies of series parts to BMW Brilliance Automotive Ltd., Shenyang.

<sup>2</sup> Proposed by the Board of Management.

# FINANCIAL STATEMENTS

## **Publication**

The BMW AG Financial Statements and Management Report for the financial year 2017 will be submitted to the operator of the electronic version of the German Federal Gazette and can be obtained via the Company Register website. The Management Report of BMW AG is combined with the Group Management Report and published in the BMW Group Annual Report 2017.

The Annual Financial Statements and the Management Report of BMW AG are also available on the BMW Group's website at → [www.bmwgroup.com/ir](http://www.bmwgroup.com/ir).

**BALANCE SHEET AT 31 DECEMBER**

→ Balance Sheet at  
31 December  
→ Income Statement

in € million	Notes	2017	2016
<b>ASSETS</b>			
Intangible assets	1	288	310
Property, plant and equipment	2	11,455	11,163
Investments	3	3,676	3,238
<b>Tangible, intangible and investment assets</b>		<b>15,419</b>	<b>14,711</b>
Inventories	4	4,643	4,260
Trade receivables	5	766	667
Receivables from subsidiaries	5	7,641	6,001
Other receivables and other assets	5	2,827	2,525
Marketable securities	6	4,185	3,846
Cash and cash equivalents	7	4,218	2,676
<b>Current assets</b>		<b>24,280</b>	<b>19,975</b>
<b>Prepayments</b>		<b>483</b>	<b>430</b>
<b>Surplus of pension and similar plan assets over liabilities</b>	8	<b>1,290</b>	<b>1,183</b>
<b>Total assets</b>		<b>41,472</b>	<b>36,299</b>
<b>EQUITY AND LIABILITIES</b>			
Subscribed capital	9	658	657
Capital reserves	9	2,153	2,127
Revenue reserves	10	9,605	9,038
Unappropriated profit available for distribution	23	2,630	2,300
<b>Equity</b>		<b>15,046</b>	<b>14,122</b>
<b>Registered profit-sharing certificates</b>	11	<b>29</b>	<b>30</b>
Pension provisions		139	93
Other provisions		8,469	7,606
<b>Provisions</b>	12	<b>8,608</b>	<b>7,699</b>
Liabilities to banks		965	995
Trade payables		5,619	5,030
Liabilities to subsidiaries		8,187	5,951
Other liabilities		333	406
<b>Liabilities</b>	13	<b>15,104</b>	<b>12,382</b>
<b>Deferred income</b>	14	<b>2,685</b>	<b>2,066</b>
<b>Total equity and liabilities</b>		<b>41,472</b>	<b>36,299</b>

# INCOME STATEMENT

in € million	Notes	2017	2016
Revenues	15	79,215	75,350
Cost of sales	16	-62,817	-60,946
<b>Gross profit</b>		<b>16,398</b>	<b>14,404</b>
Selling expenses		-3,958	-3,635
Administrative expenses		-2,733	-2,504
Research and development expenses		-5,168	-4,504
Other operating income	17		
and expenses	18	-303	-137
Result on investments	19	1,081	1,015
Financial result	20	-541	-35
Income taxes	21	-1,563	-1,308
<b>Profit after income tax</b>		<b>3,213</b>	<b>3,296</b>
Other taxes		-16	-19
<b>Net profit</b>		<b>3,197</b>	<b>3,277</b>
Transfer to revenue reserves	22	-567	-977
<b>Unappropriated profit available for distribution</b>	23	<b>2,630</b>	<b>2,300</b>

# NOTES TO THE FINANCIAL STATEMENTS

## BASIS OF PREPARATION

The financial statements of BMW AG have been drawn up in accordance with the accounting provisions contained in the German Commercial Code (HGB) and legislation applicable to stock corporations. Figures are presented in millions of euro (euro million) unless otherwise stated. BMW AG, which has its legal seat in Munich, is registered in the Commercial Register of the District Court of Munich under the number HRB 42243.

## ACCOUNTING POLICIES

In order to improve clarity, individual items are aggregated in the balance sheet and income statement and presented separately in the notes to the financial statements.

Purchased intangible assets are valued at acquisition cost and amortised over their estimated useful lives using the straight-line method. Internally generated intangible assets are not capitalised.

Property, plant and equipment are stated at acquisition or at manufacturing cost, less accumulated scheduled depreciation and impairment losses. Manufacturing cost includes direct material and production costs and an appropriate proportion of material and production overheads (including production-related depreciation). Production-related administrative costs, voluntary social costs and company pension costs are not included. Impairment losses are recorded when the decline in value of an asset is considered to be of a lasting nature. If the reasons for impairment no longer exist, impairment losses previously recorded are reversed, at a maximum up to their amortised cost. Property, plant and equipment are generally depreciated straight-line. The reducing balance method is still also applied in specific cases, whereby a switch is made to straight-line depreciation as soon as this gives rise to a higher depreciation expense. Items acquired during the year are depreciated on a time-apportioned basis. Assets with an acquisition or manufacturing cost of up to €150 are recognised directly as an expense in the year of purchase/construction. Assets with an acquisition or manufacturing cost of between €150 and €1,000 are depreciated using the straight-line method over a period of five years.

Factory and office buildings and distribution facilities which form an inseparable part of such buildings are depreciated over eight to 40 years, residential buildings over 25 to 50 years, technical plant and machinery as a general rule over four to 21 years and other facilities, factory and office equipment mainly over five years. For machinery used in multiple-shift operations, depreciation rates are increased to account for the additional utilisation.

Investments in subsidiaries and participations are stated at cost or, if lower, at their fair value. If the reasons for impairment no longer exist, impairment losses previously recorded are reversed, at a maximum up to the level of original cost. Loans which bear no or a below-market rate of interest are discounted to their present value.

Structured financial instruments are accounted for as a single asset, measured at the lower of their fair value or amortised cost.

The composition of and changes in long-lived assets are shown in the Analysis of Changes in Tangible, Intangible and Investment Assets.

Inventories of raw materials, supplies and goods for resale are stated at the lower of cost and net realisable value. Direct material and production costs and an appropriate proportion of material and production overheads (including production-related depreciation) are taken into account in the measurement of unfinished and finished goods. Production-related administrative costs, voluntary social costs and company pension costs are not included. Write-downs are made to cover risks arising from slow-moving items or reduced saleability.

Receivables and other assets are stated at the lower of their nominal value or net realisable value.

Investments in marketable securities are measured at cost or, if lower, at their fair value at the end of the reporting period. Fair value corresponds to the market price.

In order to meet obligations relating to pension plans, certain assets are managed on a trustee basis by BMW Trust e.V., Munich, in conjunction with Contractual Trust Arrangements (CTA). These assets are measured at their fair value, based on the market values of the corresponding fund management companies at the end of the reporting period. Designated plan assets are offset against the related obligations. A provision is recognised when obligations exceed assets. When assets exceed obligations, the surplus is reported in the balance sheet in the line item "Surplus of pension and similar plan assets over liabilities".

Pension obligations are measured in accordance with the projected unit credit method and discounted using the average market interest rate for the past ten years, which corresponds to the remaining term of the obligations. The provision is derived from an independent actuarial valuation which takes into account the relevant biometric factors. The difference in the carrying amount of the provision based on using the average market interest rate for the past ten financial years and that for the past seven financial years is disclosed in the notes to the financial statements. The provisions for long-service awards and for pre-retirement part-time work arrangements are also measured using the projected unit credit method. Income and expenses arising on assets offset against liabilities, from the unwinding of discounting and from the effect of changes in the discount rate are presented as part of the financial result. All other components of pension expense are included in the income statement under costs by function.

Other provisions are recognised to take account of all identified risks. Provisions are measured at their expected settlement amount. In the case of non-current provisions, amounts are discounted using the average market interest rate – calculated and published by the Deutsche Bundesbank – which corresponds to the remaining term of the provision.

The measurement of provisions for statutory and non-statutory warranty obligations and product guarantees involves estimations. These provisions are recognised when the risks and rewards of ownership of the goods are transferred to the dealership or the retail customer. In order to determine the level of the provision, various factors are taken into consideration, including current estimations based on past experience with the nature and amount of claims relating to vehicles delivered. In addition, the future level of potential repair costs for materials and labour as well as price increases per product are taken into account. Specific and expected warranty-related obligations for vehicles delivered, such as vehicle recall actions, are also included in provisions for statutory and non-statutory warranty obligations and product guarantees.

Provisions for statutory and non-statutory warranty obligations and product guarantees are adjusted regularly to take account of new circumstances and the impact thereof recognised in the income statement. Expected reimbursement claims are estimated and offset against provisions for statutory and non-statutory warranty obligations and product guarantees.

Tax provisions are calculated in accordance with the principle of reasonable management judgement.

BMW AG assumes some of the residual value obligations arising at the level of BMW Group Financial Services entities in connection with the remarketing of vehicles and recognises provisions accordingly. For the purpose of measuring the provisions, contractually agreed residual values are compared with expected residual values on a contract-by-contract basis. The computation of expected residual values also takes account of publicly available assessments of independent forecasting institutes as well as in-house forecasts.

Liabilities are stated at their expected settlement amount at the balance sheet date.

Foreign currency receivables and payables are translated using the mid-spot exchange rate applicable at transaction date. Gains arising on the translation of period-end items are only recognised for receivables and payables with a remaining term of one year or less. Unrealised losses resulting from changes in exchange rates are recognised by restating the foreign currency amount in the balance sheet to the closing rate. Financial assets and financial liabilities denominated in a foreign currency are mostly hedged, in which case they are translated using the relevant hedge rate.

The Company uses derivative financial instruments to hedge interest rate, currency and commodity price risks arising in conjunction with operating activities as well as the resulting financing requirements.

The fair values of commodity hedging contracts are determined on the basis of current reference prices, as adjusted for forward premium and discount amounts. The fair values of derivative financial instruments derived for the relevant nominal values do not take account of any offsetting change in the fair value of the hedged items.



Where there is a direct hedging relationship, the derivative financial instrument and the hedged item are accounted for as a valuation unit.

BMW AG invoices a number of its affiliated sales companies that are based outside the eurozone in the relevant local currency. The resulting currency exposures are hedged by derivative currency instruments and, together with the hedged items, accounted for as valuation units. The hedged items relate to highly probable forecast transactions, for which portfolio hedges are designated out of the foreign currency invoices issued to the sales subsidiaries. The "Valuation Freeze Method" (Einfrierungsmethode) is applied until the foreign currency receivables arise, at which stage the "Booking through method" (Durchbuchungsmethode) is applied. In the case of a late designation, the forward currency contracts are treated as stand-alone derivatives until the date of designation.

Micro hedges are designated on currency and interest rate derivatives used to hedge financial assets and for back-to-back derivative financial instruments. Portfolio hedges are designated for commodity derivatives. BMW AG has elected to apply the "Valuation Freeze Method" (Einfrierungsmethode) for these hedging relationships.

Since the principal features of the transactions included in a valuation unit are matched, changes in fair values or cash flows generally offset each other. Hedging is in place for the whole term of the hedged item. Effectiveness is ensured as a general rule by the use of a critical term match. The effectiveness of the portfolio hedge relating to foreign-currency-denominated sales to sales subsidiaries is measured on the basis of regression analysis. The Dollar-Offset method is used to calculate the absolute amounts attributable to non-validity and ineffectiveness. Realised gains and losses arising on valuation units created for back-to-back derivative financial instruments entered into with subsidiaries and banks are presented in other operating income/expenses on a net basis.

If there is no hedging relationship, or if the hedging relationship is deemed to be insufficient, pending losses are recognised with income statement effect.

Deferred income relates to amounts received before the balance sheet date, which represent income for a specific period after the end of the reporting period. This also includes revenues billed for services which are rendered after the end of the reporting period. Revenues from sales with multiple components are analysed into the various performance components on the basis of fair values which can be determined objectively and reliably. The portion of revenues relating to services not performed by the end of the reporting period is presented as deferred income.

Deferred taxes are calculated for temporary differences between the tax base and accounting carrying amounts of assets, liabilities and deferred/prepaid items. Deferred tax assets and liabilities are measured using a combined income tax rate of 30.7% relevant for the BMW AG tax group. This combined rate covers corporation tax, municipal trade tax and solidarity surcharge. In the case of temporary differences arising on assets, liabilities and deferred/prepaid items of partnership entities, in which BMW AG participates in the capacity of a shareholder, deferred taxes are measured on the basis of an income tax rate of 15.83% which covers corporation tax and solidarity surcharge. In the year under report, the BMW AG tax group has a surplus of deferred tax assets over deferred tax liabilities, mainly as a result of temporary differences between the tax base and accounting carrying amounts of provisions for pensions and similar obligations (before offset against designated plan assets), other provisions and property, plant and equipment. BMW AG, as head of the German tax group, has elected not to recognise the surplus amount of deferred tax assets.

The share-based remuneration programmes for Board of Management members and senior heads of department entitle BMW AG to elect whether to settle its commitments in cash or with shares of BMW AG common stock. Following the decision to settle in cash, the two share-based programmes are accounted for as cash-settled share-based transactions. Share-based programmes expected to be settled in cash are revalued to their fair value at each balance sheet date between the grant date and the settlement date and on the settlement date itself. The expense for such programmes is recognised in the income statement (as personnel expense) over the vesting period of the options and in the balance sheet as a provision. Further information regarding the two share-based programmes is provided in note 41 to the BMW Group Financial Statements 2017.

# ANALYSIS OF CHANGES IN TANGIBLE, INTANGIBLE AND INVESTMENT ASSETS

in € million	Acquisition or manufacturing costs				31.12.2017
	1.1.2017	Additions	Reclassi- fications	Disposals	
<b>Intangible assets</b>	<b>801</b>	<b>111</b>	<b>–</b>	<b>28</b>	<b>884</b>
Land, titles to land, buildings, including buildings on third party land	6,027	107	57	5	6,186
Plant and machinery	25,777	1,400	651	1,034	26,794
Other facilities, factory and office equipment	1,466	178	32	102	1,574
Advance payments made and construction in progress	1,180	832	–740	–	1,272
<b>Property, plant and equipment</b>	<b>34,450</b>	<b>2,517</b>	<b>–</b>	<b>1,141</b>	<b>35,826</b>
Investments in subsidiaries	3,017	368	–	–	3,385
Participations	625	–	–	–	625
Non-current marketable securities	28	–	–	–	28
Other non-current loans receivable	3	–	–	–	3
<b>Investments</b>	<b>3,673</b>	<b>368</b>	<b>–</b>	<b>–</b>	<b>4,041</b>
<b>Tangible, intangible and investment assets</b>	<b>38,924</b>	<b>2,996</b>	<b>–</b>	<b>1,169</b>	<b>40,751</b>

Depreciation, amortisation and impairment losses				Carrying amount			
1. 1. 2017	Current year	Disposals	Reversals of impairment losses	31.12.2017	31.12.2017	31.12.2016	
491	133	28	–	596	288	310	<b>Intangible assets</b>
2,680	161	5	–	2,836	3,350	3,347	Land, titles to land, buildings, including buildings on third party land
19,515	1,916	1,029	–	20,402	6,392	6,262	Plant and machinery
1,092	140	99	–	1,133	441	374	Other facilities, factory and office equipment
–	–	–	–	–	1,272	1,180	Advance payments made and construction in progress
23,287	2,217	1,133	–	24,371	11,455	11,163	<b>Property, plant and equipment</b>
–	–	–	–	–	3,385	3,017	Investments in subsidiaries
432	–	–	68	364	261	193	Participations
2	–	–	2	–	28	26	Non-current marketable securities
1	–	–	–	1	2	2	Other non-current loans receivable
435	–	–	70	365	3,676	3,238	<b>Investments</b>
24,213	2,350	1,161	70	25,332	15,419	14,711	<b>Tangible, intangible and investment assets</b>

# NOTES TO THE BALANCE SHEET

## 01

### Intangible assets

Intangible assets comprise mainly purchased software, franchises and licenses. Scheduled amortisation in the year under report totalled €133 million (2016: €130 million). Advance payments for intangible assets amounted to €17 million (2016: €12 million).

## 02

### Property, plant and equipment

Additions to property, plant and equipment relate primarily to infrastructure improvements and product-related investments in plant and machinery. Scheduled amortisation in the year under report totalled €2,217 million (2016: €2,103 million).

## 03

### Investments

The addition to investments relates to a share capital increase at the level of BMW Automotive Finance (China) Co., Ltd., Beijing, amounting to €368 million.

BMWAG holds an investment in SGL Carbon SE, Wiesbaden. Reversals of impairment losses totalling €70 million were recognised in 2017, since the reasons for valuing the investment at its lower market value no longer existed at the balance sheet date. In the previous year, the investment had been written down by €64 million.

## 04

### Inventories

in € million	31.12.2017	31.12.2016
Raw materials and supplies	834	765
Work in progress, unbilled contracts	367	383
Finished goods and goods for resale	3,442	3,112
<b>Inventories</b>	<b>4,643</b>	<b>4,260</b>

## 05

### Receivables and other assets

in € million	31.12.2017	31.12.2016
Trade receivables	766	667
Receivables from subsidiaries	7,641	6,001
thereof due later than one year	20	20
Other receivables and other assets		
Receivables from other companies in which an investment is held	1,178	1,065
Other assets	1,649	1,460
thereof due later than one year	33	92
	<b>2,827</b>	<b>2,525</b>
<b>Receivables and other assets</b>	<b>11,234</b>	<b>9,193</b>

Receivables from subsidiaries comprise financial receivables amounting to €5,030 million (2016: €5,057 million) and trade receivables amounting to €2,611 million (2016: €944 million).

Other assets include primarily tax receivables and receivables in conjunction with securities repurchase agreements.

In addition, BMW AG has recognised the positive fair values of forward currency contracts entered into on behalf of sales companies amounting to €69 million (2016: €110 million) in other assets.

Unless stated otherwise, receivables and other assets are due within one year.

## 06

**Marketable securities**

Marketable securities relate primarily to one special investment fund and to money market funds.

BMW AG holds all of the shares of the special investment fund. The fund is not subject to any restrictions in terms of the daily redemption amount. The acquisition cost of the shares in the special investment fund ↗

amounted to €3,554 million (2016: €3,553 million). A profit distribution amounting to €17 million (2016: €20 million) was received during the financial year 2017.

The following table shows the acquisition cost and fair value of investments held by the special investment fund at 31 December 2017:

in € million	Acquisition cost		Fair value	
	31.12.2017	31.12.2016	31.12.2017	31.12.2016
Fixed-income securities	3,538	3,297	3,557	3,314
Shares	530	729	534	734
Other marketable securities	64	52	64	52
Receivables and payables	24	30	24	30
Cash and cash equivalents	–	5	–	5
Derivative instruments	–	–	2	–2
<b>Special investment fund</b>	<b>4,156</b>	<b>4,113</b>	<b>4,181</b>	<b>4,133</b>

## 07

**Cash and cash equivalents**

Cash and cash equivalents comprise cash at bank, of which €16 million (2016: €33 million) relates to amounts held by subsidiaries, and to cash on hand.

The surplus arising on the offset of assets and liabilities can be analysed as follows:

in € million	31.12.2017	31.12.2016
For pension obligations	1,290	1,159
For pre-retirement part-time working arrangements		
fair value of designated plan assets	–	351
obligations for settlement arrears	362	327
	–	24
<b>Surplus of pension and similar plan assets over liabilities</b>	<b>1,290</b>	<b>1,183</b>

## 08

**Surplus of pension and similar plan assets over liabilities**

Assets held to secure obligations relating to pensions are offset against the related liabilities. The assets concerned comprise mainly holdings in investment fund assets.

With effect from the financial year 2017, credit balances arising in conjunction with pre-retirement part-time working arrangements are secured by bank guarantees. There were therefore no corresponding designated plan assets at the end of the reporting period. The acquisition cost of such designated plan at the end of the previous financial year amounted €287 million.

A reconciliation of the surplus of €1,290 million (2016: €1,159 million) arising on the offset of assets and liabilities relating to pension obligations is shown in → note 12.

→ see  
note 12

## 09 Subscribed capital and capital reserves

in € million	31.12.2017	31.12.2016
Subscribed capital	658	657
Capital reserves	2,153	2,127

BMW AG's issued share capital of €658 million comprises 601,995,196 shares of common stock, each with a par value of €1, and 55,605,404 shares of non-voting preferred stock, each with a par value of €1. All of the Company's stock is issued to bearer. Preferred stock bears an additional dividend of €0.02 per share.

In 2017, a total of 491,114 shares of preferred stock was sold to employees at a reduced price of €55.05 per share in conjunction with the Company's Employee Share Programme. These shares are entitled to receive dividends for the first time with effect from the financial year 2018.

Issued share capital increased by €0.5 million as a result of the issue to employees of 491,000 shares of non-voting preferred stock. After servicing the Employee Share Programme for previous years, the Authorised Capital of BMW AG therefore amounted to €3.7 million at the end of the reporting period. The Company is authorised to issue shares of non-voting preferred stock amounting to nominal €5.0 million prior to 14 May 2019. The share premium of €26.5 million arising on this share capital increase was transferred to capital reserves.

In addition, 114 previously issued shares of preferred stock were acquired and re-issued to employees.

## 10 Revenue reserves

in € million	31.12.2017	31.12.2016
Statutory reserves	1	1
Other revenue reserves		
Balance brought forward	9,037	8,060
Transfer from net profit	567	977
	9,604	9,037
<b>Revenue reserves</b>	<b>9,605</b>	<b>9,038</b>

The amount not available for distribution at 31 December 2017 was €2,917 million (2016: €2,646 million). This figure arises in conjunction with fair value gains of €1,667 million (2016: €1,683 million) on assets held to service obligations for pensions (2016: also including obligations for pre-retirement part-time working arrangements) and the difference of €1,250 million (2016: €963 million) in the carrying amount of the pension provision based on using the relevant average market interest rate for the past ten rather than seven financial years.

## 11 Registered profit-sharing certificates

Employees are entitled to subscribe to shares of preferred stock as part of a wealth accumulation programme. These arrangements replaced the programme in place up to 1989, under which employees were entitled to subscribe to registered profit-sharing certificates, with the level of the profit share based on the level of the dividend. A total of 600,513 registered profit-sharing certificates remained in place at 31 December 2017 (2016: 616,335 registered profit-sharing certificates).

## 12 Provisions

in € million	31.12.2017	31.12.2016
Pension provisions	139	93
Other provisions		
Tax provisions	458	384
Sundry other Provisions	8,011	7,222
thereof provisions for statutory and non-statutory warranty obligations and product guarantees	2,281	2,191
	<b>8,469</b>	<b>7,606</b>
<b>Provisions</b>	<b>8,608</b>	<b>7,699</b>

BMW AG provides pension benefits to its employees in various forms. BMW AG's pension obligations include defined benefit obligations, for which benefits are determined either by multiplying a fixed amount by the number of years of service or on the basis of an employee's final salary. The defined benefit plans have been closed to new entrants.

An additional pension plan is also in place – covered by trust assets – which pays defined benefit amounts that are predominantly dependent on the contributions made by the Company, the investment income earned and a guaranteed minimum rate of interest.

BMW AG also offers employees the option of participating in a voluntary deferred remuneration retirement plan. The measurement of pension obligations is based, as in previous years, on the assumptions set out in the biometric tables of Prof. Dr. Klaus Heubeck (2005 G). In addition, the following assumptions are applied:

in %	31.12.2017	31.12.2016
Discount rate	3.68	4.01
Future salary increases	2.94	2.89
Future pension increases	1.82	1.78

The discount rate used to discount pension obligations corresponds to the average market interest rate for the past ten financial years for an assumed maturity term of 15 years, as calculated and published by the Deutsche Bundesbank. The difference in the carrying amount of the pension provision as a result of using an average market interest rate for ten rather than seven years is disclosed in the note on provisions → note 10.

→ see  
note 10

The so-called “pension entitlement trend” (Festbetragstrend) also represents a significant actuarial assumption for the purposes of determining benefits payable at retirement and was left unchanged at 2.0 %.

The provision for pensions amounting to €139 million (2016: €93 million) can be summarised as follows:

in € million	31.12.2017	31.12.2016
Fair value of assets held to cover pension obligations	9,505	8,556
Present value of defined benefit obligations	8,354	7,490
Surplus of pension and similar plan assets over liabilities	1,290	1,159
<b>Pension provisions</b>	<b>139</b>	<b>93</b>

→ see  
note 8

If the fair value of the designated plan assets exceeds the pension obligations, the surplus amount is reported in the line item “Surplus of pension and similar plan assets over liabilities” (see → note 8). Acquisition cost of the designated plan assets for pension obligations amounted to €7,838 million (2016: €6,937 million).

Tax provisions comprise mainly expected income tax payments relating to the financial year 2017 and prior years as well as back-payments for ancillary tax-related expenses. Tax provisions cover risks relating to transfer pricing (taking account of diverse tax legislation requirements) and potential non-compliance with guidelines issued by tax authorities in the relevant countries.

Other provisions comprise mainly obligations for personnel-related expenses, statutory and non-statutory warranty obligations and product guarantees, selling activities, litigation and liability risks.

## 13 Liabilities

in € million	31.12.2017 (31.12.2016)			
	Total	thereof with a remaining term of		
		up to one year	1 to 5 years	more than 5 years
Liabilities to banks	965	520	445	–
	(995)	(159)	(836)	–
Trade payables	5,619	5,619	–	–
	(5,030)	(5,030)	–	–
Liabilities to subsidiaries	8,187	8,187	–	–
	(5,951)	(5,951)	–	–
<b>Other liabilities</b>				
Advance payments received on orders	41	41	–	–
	(30)	(30)	–	–
Payables to entities in which a participation is held	16	16	–	–
	(5)	(5)	–	–
Liabilities to BMW Unterstützungsverein e. V.	3	–	–	3
	(3)	–	–	(3)
Sundry other liabilities	273	234	39	–
	(368)	(254)	(114)	–
thereof for social security	52	52	–	–
	(51)	(51)	–	–
thereof for taxes	58	58	–	–
	(13)	(13)	–	–
	333	291	39	3
	(406)	(289)	(114)	(3)
<b>Liabilities</b>	<b>15,104</b>	<b>14,617</b>	<b>484</b>	<b>3</b>
	<b>(12,382)</b>	<b>(11,429)</b>	<b>(950)</b>	<b>(3)</b>

Payables to subsidiaries comprise financial liabilities amounting to €6,930 million (2016: €4,197 million) and trade payables amounting to €1,257 million (2016: €1,754 million).

In addition, BMW AG has recognised the negative fair values of forward currency contracts entered into on behalf of sales companies amounting to €111 million (2016: €238 million) in other liabilities.

## 14 Deferred income

Deferred income includes revenue received for services to be performed in future accounting periods, including €2,467 million (2016: €1,998 million) deferred for work still to be performed in conjunction with service and maintenance contracts.



# NOTES TO THE INCOME STATEMENT

## 15

### Revenues

in € million	2017	2016
Automobiles	66,456	63,248
Motorcycles	1,690	1,411
Other revenues	11,069	10,691
<b>Revenues</b>	<b>79,215</b>	<b>75,350</b>
<b>Information by region</b>		
Germany	13,624	13,293
China	13,298	12,321
USA	12,912	12,429
Rest of Europe	25,001	23,974
Rest of Asia	9,005	8,081
Rest of the Americas	2,985	2,780
Other regions	2,390	2,472
<b>Revenues</b>	<b>79,215</b>	<b>75,350</b>

The line item "Rest of the Americas" comprises the markets in North America, Central America and South America, but excluding the USA. The markets in Africa, Australia and Oceania are aggregated in the line item "Other regions".

## 16

### Cost of sales

Cost of sales comprises mainly production costs of materials, bought-in goods and services, personnel expenses, depreciation and amortisation of assets, production-related rent and leasing expenses as well as expenses for statutory and non-statutory warranties and product guarantees.

## 17

### Other operating income

Other operating income totalling €2,457 million (2016: €1.812 million) include mainly realised exchange gains, income from the reversal of provisions and other sundry items.

Other operating income relating to prior periods amounted to €200 million (2016: €175 million), mainly for reversal of provisions. Gains resulting from measurement of foreign currency items using closing exchange rates totalled €98 million (2016: €72 million).

## 18

### Other operating expenses

Other operating expenses amounted to €2,760 million (2016: €1,949 million) and included in particular realised exchange losses, allocations to provisions (including for legal disputes and litigation) as well as expenses incurred for premiums on options.

Other operating expenses relating to prior periods amounted to €42 million (2016: €36 million). Losses resulting from measurement of foreign currency items using closing exchange rates totalled €37 million (2016: €60 million).

## 19

### Result on investments

in € million	2017	2016
Income from investments	-	-
Income from profit and loss transfer agreements	1,082	1,016
Expense of assuming losses under profit and loss transfer agreements	-1	-1
<b>Result on investments</b>	<b>1,081</b>	<b>1,015</b>

## 20 Financial result

in € million	2017	2016
Other interest and similar income	74	420
thereof from subsidiaries	40	42
thereof financial income arising on pension and long-term personnel- related provisions	–	276
Reversals of impairment losses on non-current financial assets and current marketable securities	70	1
Impairment losses on non-current financial assets and current marketable securities	–	–64
Interest and similar expenses	–685	–392
thereof to subsidiaries	–75	–168
thereof financial expense from unwind- ing the discounting of pension and long-term personnel-related provisions	–400	–
thereof expense from unwinding the discounting of liabilities and other provisions	–118	–133
<b>Financial result</b>	<b>–541</b>	<b>–35</b>

The net financing expense (2016: net financing income) for pension and long-term personnel expense-related provisions results from netting the following items:

in € million	2017	2016
Income from fund assets offset against liabilities	307	438
Expense from unwinding discounted pension and long-term personnel expense-related provisions and effect of changes in the discount factor	–707	–162
<b>Financial income/expense from pension and long-term personnel- related provisions</b>	<b>–400</b>	<b>276</b>

## 21 Taxes on income

The expense for income taxes relates primarily to current tax for the financial year 2017. This includes prior year tax expenses of €60 million (2016: prior year tax income of €165 million), including transfer pricing risks and ancillary tax-related expense.

## 22 Transfer to revenue reserves

An amount of €567 million was transferred from net profit for the year to other revenue reserves.

## 23 Unappropriated profit

A proposal will be made that the unappropriated profit of BMW AG amounting to €2,629,540,229.80 for the financial year 2017 be utilised as follows:

Payment of a dividend of €4.02 per share of non-voting preferred stock, each with a par value of €1, on the stock entitled to receive a dividend (55,114,290 shares of preferred stock), amounting to €221,559,445.80. Payment of a dividend of €4.00 per share of common stock, each with a par value of €1, on the stock entitled to receive a dividend (601,995,196 shares of common stock), amounting to €2,407,980,784.00.

## OTHER DISCLOSURES

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### Cost of materials

in € million	2017	2016
Cost of raw materials and goods for resale	53,572	51,908
Cost of purchased services	2,493	1,954
<b>Cost of materials</b>	<b>56,065</b>	<b>53,862</b>

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### Personnel expense

in € million	2017	2016
Wages and salaries	7,412	7,072
Social security, pension and welfare costs	1,226	1,268
thereof pension costs	245	321
<b>Personnel expense</b>	<b>8,638</b>	<b>8,340</b>

Average workforce during the year	2017	2016
Head office and Munich plant	36,351	34,828
Dingolfing plant	18,144	18,409
Regensburg plant	9,299	9,286
Leipzig plant	5,016	4,753
Landshut plant	3,934	3,885
Berlin plant	2,988	2,859
Branches	5,272	5,291
	<b>81,004</b>	<b>79,311</b>

Apprentices and students gaining work experience	5,978	6,106
	<b>86,982</b>	<b>85,417</b>

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### Fee expense of the external auditor

Work performed during the financial year 2017 by the Group auditor KPMG AG Wirtschaftsprüfungsgesellschaft, Berlin, for BMW AG and its controlled subsidiaries relates to the audit of financial statements, other attestation services, tax advisory services and other services.

The audit of financial statements comprises mainly the audit of the Company and Group financial statements of BMW AG and its controlled subsidiaries, and, in accordance with new requirements all related work, including the review of the Group Interim Financial Statements.

Other attestation services include mainly project-related audits, comfort letters and statutorily prescribed, contractually agreed or voluntarily commissioned attestation work.

Tax advisory services were performed particularly in conjunction with tax compliance.

Other services include primarily the preparation of studies.

The fee expense of the external auditor is not reported here due to the exempting group clause contained in § 285 No. 17 HGB (German Commercial Code).

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### Contingent liabilities

in € million	31.12.2017	31.12.2016
Guarantees for bonds under the AMTN/EMTN programme	34,839	34,775
thereof in favour of subsidiaries	34,839	34,775
Guarantees for commercial paper	4,405	3,658
thereof in favour of subsidiaries	4,405	3,658
Guarantees for other debt capital transactions	12,560	11,919
thereof in favour of subsidiaries	12,560	11,919
Other*	2,172	1,194
of which to subsidiaries	2,145	1,155
<b>Contingent liabilities</b>	<b>53,976</b>	<b>51,546</b>

\* Previous year's figure restated.

BMW AG is liable for the full extent and amount of customer deposits taken in by the subsidiary, BMW Bank GmbH, Munich, instead of the Deposit Protection Fund of the Association of German Banks (Einlagensicherungsfonds des Bundesverbands deutscher Banken e.V.), of which BMW Bank GmbH is a member. The maximum liability per customer is capped at 20 % of BMW Bank GmbH's equity capital.

The Dutch entities BMW International Holding B.V., Rijswijk, and Alphabet Nederland B.V., Breda, apply the exemption provision contained in Article 2:403 of the Civil Code of the Netherlands. BMW AG assumes joint and several liability to these entities for all obligations arising out of legal transactions.

Based on the information available to BMW AG at the date of the preparation of the financial statements regarding the financial condition of the principal debtors, BMW AG considers that the obligations underlying the contingent liabilities shown above can be fulfilled by the relevant principal debtors. In the case of double contingent liabilities, the potential risk of BMW AG being called upon is included only once within contingent liabilities. BMW AG considers it unlikely that it will be called upon in conjunction with these contingent liabilities.

### Other financial commitments and off-balance-sheet transactions

Other financial commitments totalled €2,990 million (2016: €2,578 million) and comprise mainly obligations arising from rental and leasing contracts.

The total amount of these obligations can be analysed by maturity as follows:

in € million	31.12.2017	31.12.2016
due within one year	1,266	752
due between one and five years	788	801
due later than five years	936	1,025
<b>Other financial obligations</b>	<b>2,990</b>	<b>2,578</b>

Of these amounts, €1,421 million (2016: €954 million) relate to subsidiaries.

Purchase commitments for capital expenditure are at a normal level for the business.

As part of BMW AG's refinancing activities, some receivables have been sold to other BMW Group entities and sale-and-lease-back transactions entered into in previous years. No significant risks and rewards remain with BMW AG in conjunction with these transactions.

Buyback commitments amounting to €3,268 million (2016: €3,245 million) relate entirely to commitments given by BMW AG to financial services subsidiaries in conjunction with vehicle sales and vehicle leasing. Of this amount, €1,845 million (2016: €1,908 million) falls due within one year.

### Related party transactions

Transactions with related parties are all conducted on an arm's length basis.

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## Derivative financial instruments

in € million	Nominal volume		Fair values	
	31.12.2017	31.12.2016	31.12.2017	31.12.2016
<b>Currency-related contracts</b>				
Forward currency contracts	33,759	52,931	1,617	522
thereof positive fair values			1,784	1,730
thereof negative fair values			-167	-1,208
<b>Interest rate-related instruments</b>				
Interest swaps	120	2,506	-	-
thereof positive fair values			-	1
thereof negative fair values			-	-1
<b>Purchasing-related instruments</b>				
Commodity derivatives	2,718	3,590	442	-303
thereof positive fair values			533	147
thereof negative fair values			-91	-450

Provisions of €87 million (2016: €299 million) were recognised to cover negative fair values and fair value changes in derivative instruments as well as for the negative impact of the ineffective portion of valuation units.

The nominal amounts of derivative financial instruments correspond to the purchase or sale amounts or to the contracted amounts of hedged items. The fair values of currency and interest-rate-related instruments shown are measured on the basis of market information available at the balance sheet date or using appropriate measurement techniques e.g. the discounted cash flow method. Options are measured

on the basis of quoted prices or option price models using appropriate market data.

The fair values of commodity hedging contracts are determined on the basis of current reference prices, as adjusted for forward premium and discount amounts. The fair values of derivative financial instruments derived for the relevant nominal values do not take account of any offsetting change in the fair value of the hedged items.

Amounts are discounted at 31 December 2017 on the basis of the following interest rates:

in %	EUR	USD	GBP	JPY	CNY
Interest rate for six months	-0.33	1.82	0.86	-0.08	4.87
Interest rate for one year	-0.26	1.88	0.65	0.03	4.71
Interest rate for five years	0.32	2.24	1.04	0.12	4.74
Interest rate for ten years	0.91	2.40	1.29	0.33	4.88

## 31

**Valuation units**

The Company is exposed to exchange rate, commodity price and interest rate risks from underlying and forecast transactions. These risks are hedged for the most part by derivative financial instruments and aggregated in valuation units.

At 31 December 2017 BMW AG held currency derivative instruments with terms of up to 32 months (2016: 44 months). These currency derivatives are used to hedge the exchange rates relating to highly probable forecast foreign currency trade receivables and foreign currency financial assets. Derivative financial instruments also include back-to-back contracts entered into with subsidiaries and banks.

↱

Hedges for future purchases of commodities relate to highly probable forecast transactions. Changes in prices of these raw materials have an impact on BMW AG's production costs. Hedging strategies have therefore been put in place for raw materials management purposes, based on forecast purchase volumes. Commodity derivative instruments with terms of up to 46 months were in place at the end of the reporting period (2016: 58 months).

In addition, BMW AG held interest-rate derivative instruments at 31 December 2017 with terms of up to 75 months (2016: 87 months), including back-to-back derivative financial instruments entered into with subsidiaries and banks. Fixed-interest financial instruments are used as a hedge against interest-rate risks.

in € million	Volume hedged		Amount of risk hedged	
	31.12.2017	31.12.2016	31.12.2017	31.12.2016
<b>Currency risk hedges</b>				
Forecast transactions	28,334	40,581	80	1,002
Executory contracts	-2	-101	2	127
<b>Interest rate hedges</b>				
Assets	10	30	-	-
Liabilities	110	110	-	-
Executory contracts	-	-5	-	1
<b>Commodity hedges</b>				
Forecast transactions	1,814	2,381	90	341

The amounts disclosed for volumes hedged relate to the carrying amounts of hedged assets, the nominal amount of forecast transactions and the fair value of hedged contracts over the period of the valuation units. The figures disclosed for the amount of risk hedged refer to the non-recognition of a provision for onerous contracts with negative fair values.

## 32

**Total remuneration of the Board of Management and the Supervisory Board**

Subject to the approval of the proposed dividend at the Annual General Meeting of Shareholders, the remuneration of current members of the Board of Management for the financial year 2017 amounts to €40.3 million (2016: €37.6 million). This comprised fixed components of €7.7 million (2016: €7.8 million), variable components of €31.7 million (2016: €29.0 million) and a share-based compensation component totalling €0.9 million (2016: €0.8 million).

The grant of the share-based remuneration component related to 9,913 shares of common stock (2016: 8,964 shares of common stock) and a corresponding cash-based settlement, measured at the relevant market share price prevailing on grant date.

The remuneration of former members of the Board of Management and their dependants amounted to €6.7 million (2016: €6.5 million).

Pension obligations to former members of the Board of Management and their dependants are fully covered by pension provisions amounting to €73.2 million (2016: €67.7 million).

The compensation of the members of the Supervisory Board for the financial year 2017 amounted to €5.6 million (2016: €5.4 million). This comprised fixed components of €2.0 million (2016: €2.0 million) and variable components of €3.6 million (2016: €3.4 million).

The compensation systems for members of the Supervisory Board do not include any stock options, value appreciation rights comparable to stock options or any other stock-based compensation components. Apart from vehicle leasing and credit financing contracts entered into on customary market conditions, no advances or loans were granted to members of the Board of Management and the Supervisory Board, nor were any contingent liabilities entered into on their behalf.

Further details about the remuneration system of current members of the Board of Management and of the Supervisory Board can be found in the Compensation Report included in the BMW Group Annual Report 2017. The Compensation Report is part of the Combined Management Report.

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### 33

#### **Disclosures pursuant to § 160 (1) no. 8 of the German Stock Corporation Act (AktG)**

A number of shareholdings in the Company exist at 31 December 2017, which have been notified in accordance with § 33 (1) of the German Securities Trading Act (WpHG) (new version) (§ 21 (1) WpHG old version) and published with the following content in accordance with § 40 (1) WpHG (new version) (§ 26 (1) WpHG (old version)):

**Stefan Quandt** has informed us that his voting rights in BMW AG on 22 September 2016 amounted to 17.64% (previously 34.19%), corresponding to 106,165,053 voting rights. 17.44% (corresponding to 104,979,435 voting rights) are attributable indirectly to Mr. Quandt pursuant to § 22 WpHG (new version) via AQTON SE.

**Susanne Klatten** has informed us that her voting rights in BMW AG on 22 September 2016 amounted to 12.75% (previously 29.30%), corresponding to 76,748,039 voting rights. 12.55% (corresponding to 75,562,421 voting rights) are attributable indirectly to Ms. Klatten pursuant to § 22 WpHG (old version) via Susanne Klatten Beteiligungs GmbH.

**BlackRock, Inc., Wilmington, Delaware, USA**, has informed us that its voting rights in BMW AG on 20 April 2017 amounted to 3.06% (previously 3.05%), corresponding to 18,435,168 voting rights. All of these shares are attributable indirectly to BlackRock, Inc. in accordance with § 22 WpHG (old version).

**Harris Associates L.P., Wilmington, DE, USA**, has informed us that its voting rights in BMW AG on 4 August 2017 amounted to 3.03% (previously 3.01%), corresponding to 18,254,105 voting rights. All of these shares are attributable indirectly to Harris Associates L.P. in accordance with § 22 WpHG (old version).

After the balance sheet date, **Harris Associates Investment Trust, Boston, Massachusetts, USA**, has informed us that its voting rights in BMW AG on 10 January 2018 amounted to 3.02%, corresponding to 18,153,900 voting rights.

The voting power percentages disclosed above may have changed subsequent to the dates stated, if these changes were not required to be reported to the Company. Due to the fact that the Company's shares are issued to bearer, the Company is generally only aware of changes in shareholdings if such changes are subject to mandatory notification rules.

Voluntary notifications at 31 December 2017 relating to investments that exceed 10% of the voting rights at the end of the reporting period are disclosed in the Management Report.

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### 34

#### **Events after the end of the reporting period**

No events have occurred since the end of the reporting period which could have a major impact on the results of operations, financial position or net assets of BMW AG.

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### 35

#### **Declaration with respect to the Corporate Governance Code**

The Declaration with respect to the Corporate Governance Code pursuant to § 161 AktG is reproduced in the Annual Report 2017 of the BMW Group and is available to shareholders on the BMW Group's website → [www.bmwgroup.com/ir](http://www.bmwgroup.com/ir).

# LIST OF INVESTMENTS AT 31 DECEMBER 2017

the other are not made if they are of “minor significance” for the results of operations, financial position and net assets of BMW AG pursuant to § 286 (3) sentence 1 no. 1 HGB and § 313 (3) sentence 4 HGB. It is also shown in the list which subsidiaries apply the exemptions available in § 264 (3) and § 264 b HGB with regard to the publication of annual financial statements and the drawing up of a management report and/or notes to the financial statements (footnotes 5 and 6). The Group Financial Statements of BMW AG serve as exempting consolidated financial statements for these companies.

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## List of investments at 31 December 2017

The List of Investments of pursuant to § 285 and § 313 HGB is presented below. Disclosures for equity and earnings on the one hand and for investments on the other

### Affiliated companies (subsidiaries) of BMW AG at 31 December 2017

Companies	Equity in € million	Profit/loss in € million	Capital invest- ment in %
<b>DOMESTIC<sup>1,12</sup></b>			
BMW Beteiligungs GmbH & Co. KG, Munich <sup>6</sup>	5,289	-5	100
BMW INTEC Beteiligungs GmbH, Munich <sup>3,6</sup>	3,558	-	100
BMW Bank GmbH, Munich <sup>3</sup>	1,988	-	100
BMW Finanz Verwaltungs GmbH, Munich	326	1	100
BMW Verwaltungs GmbH, Munich <sup>3,6</sup>	153	-	100
Alphabet International GmbH, Munich <sup>4,5,6</sup>	-	-	100
Alphabet Fuhrparkmanagement GmbH, Munich <sup>4</sup>	-	-	100
Parkhaus Oberwiesenfeld GmbH, Munich	-	-	100
BMW Hams Hall Motoren GmbH, Munich <sup>4,5,6</sup>	-	-	100
BMW High Power Charging Beteiligungs GmbH, Munich <sup>4,6,11</sup>	-	-	100
LARGUS Grundstücks-Verwaltungsgesellschaft mbH, Munich	-	-	100
BMW Vertriebszentren Verwaltungs GmbH, Munich	-	-	100
BMW Fahrzeugtechnik GmbH, Eisenach <sup>3,5,6</sup>	-	-	100
BMW Anlagen Verwaltungs GmbH, Munich <sup>3,6</sup>	-	-	100
Bürohaus Petuelring GmbH, Munich	-	-	100
Bavaria Wirtschaftsagentur GmbH, Munich <sup>3,5,6</sup>	-	-	100
BAVARIA-LLOYD Reisebüro GmbH, Munich	-	-	51
Rolls-Royce Motor Cars GmbH, Munich <sup>4,5,6</sup>	-	-	100
BMW Vermögensverwaltungs GmbH, Munich	-	-	100
BMW M GmbH Gesellschaft für individuelle Automobile, Munich <sup>3,5,6</sup>	-	-	100
<b>FOREIGN<sup>2</sup></b>			
<b>Europe<sup>12</sup></b>			
BMW Holding B.V., The Hague	16,655	1,959	100
BMW International Holding B.V., Rijswijk <sup>10</sup>	7,913	15	100
BMW Österreich Holding GmbH, Steyr	3,026	824	100
BMW (UK) Holdings Ltd., Farnborough	1,489	413	100
BMW España Finance S.L., Madrid	999	110	100
BMW Financial Services (GB) Ltd., Farnborough	894	261	100
BMW Motoren GmbH, Steyr	879	172	100
BMW (Schweiz) AG, Dielsdorf	794	45	100
BMW Malta Ltd., Floriana	728	29	100
BMW (UK) Manufacturing Ltd., Farnborough	603	94	100
BMW Coordination Center V.o.F., Bornem	594	2	100



BMW Finance S.N.C., Guyancourt	419	56	100
BMW Italia S.p.A., San Donato Milanese	360	15	100
BMW (UK) Ltd., Farnborough	330	77	100
BMW Belgium Luxembourg S.A./N.V., Bornem	298	22	100
ALPHABET (GB) Ltd., Farnborough	244	50	100
BMW France, Montigny-le-Bretonneux	223	23	100
BMW Financial Services Scandinavia AB, Sollentuna	218	11	100
BMW Iberica S.A., Madrid	210	19	100
BMW Finance N.V., The Hague	154	20	100
BMW Austria Leasing GmbH, Salzburg	136	13	100
Rolls-Royce Motor Cars Ltd., Farnborough	135	24	100
Alphabet Nederland B.V., Breda <sup>10</sup>	131	41	100
BMW Russland Trading OOO, Moscow	130	150	100
BMW i Ventures SCS SICAV-RAIF, Senningerberg <sup>11</sup>	115	-3	100
BMW Austria Bank GmbH, Salzburg	115	12	100
Alphabet Belgium Long Term Rental NV, Aartselaar	113	17	100
BMW International Investment B.V., The Hague	107	7	100
BMW Vertriebs GmbH, Salzburg	102	27	100
Bavaria Reinsurance Malta Ltd., Floriana	-	-	100
APD Industries plc, Farnborough	-	-	100
BMW Austria Ges.m.b.H., Salzburg	-	-	100
Alphabet UK Ltd., Glasgow	-	-	100
BMW Bank OOO, Moscow	-	-	100
Alphabet España Fleet Management S.A.U., Madrid	-	-	100
BMW Finanzdienstleistungen (Schweiz) AG, Dielsdorf	-	-	100
BMW Northern Europe AB, Stockholm	-	-	100
BMW Financial Services Belgium S.A./N.V., Bornem	-	-	100
Swindon Pressings Ltd., Farnborough	-	-	100
BMW Financial Services (Ireland) DAC, Dublin	-	-	100
BMW Financial Services B.V., Rijswijk	-	-	100
BMW Norge AS, Fornebu	-	-	100
Alphabet France Fleet Management S.N.C., Rueil-Malmaison	-	-	100
BMW Services Ltd., Farnborough	-	-	100
Alphabet Italia Fleet Management S.p.A., Rome	-	-	100
BMW Portugal Lda., Porto Salvo	-	-	100
Alphabet Austria Fuhrparkmanagement GmbH, Salzburg	-	-	100
BMW Retail Nederland B.V., Delft	-	-	100
BMW Hellas Trade of Cars A.E., Kifissia	-	-	100
Alphabet Fuhrparkmanagement (Schweiz) AG, Dielsdorf	-	-	100
BMW Nederland B.V., Rijswijk	-	-	100
BMW Financial Services Polska Sp. z o.o., Warsaw	-	-	100
BMW Automotive (Ireland) Ltd., Dublin	-	-	100
Alphabet France SAS, Rueil-Malmaison	-	-	100
BMW Amsterdam B.V., Amsterdam	-	-	100
Alphabet Polska Fleet Management Sp. z o.o., Warsaw	-	-	100
BMW Financial Services Denmark A/S, Copenhagen	-	-	100
Park Lane Ltd., Farnborough	-	-	100
BMW Distribution S.A.S., Montigny-le-Bretonneux	-	-	100
BMW Services Belgium N.V., Bornem	-	-	100
BMW Renting (Portugal) Lda., Porto Salvo	-	-	100
BMW Roma S.r.l., Rome	-	-	100
BMW Danmark A/S, Copenhagen	-	-	100
Oy BMW Suomi AB, Helsinki	-	-	100
BMW Den Haag B.V., The Hague	-	-	100

BMW Madrid S.L., Madrid	–	–	100
BMW Milano S.r.l., San Donato Milanese	–	–	100
Société Nouvelle WATT Automobiles SARL, Rueil-Malmaison	–	–	100
Alphabet Luxembourg S.A., Leudelange	–	–	100
BMW (UK) Investments Ltd., Farnborough	–	–	100
BMW Malta Finance Ltd., Floriana	–	–	100
BiV Carry I SCS, Senningerberg <sup>11</sup>	–	–	100
BMW (UK) Capital plc, Farnborough	–	–	100
Riley Motors Ltd., Farnborough	–	–	100
BMW Central Pension Trustees Ltd., Farnborough	–	–	100
Triumph Motor Company Ltd., Farnborough	–	–	100
BLMC Ltd., Farnborough	–	–	100
Bavarian Sky FTC, Pantin <sup>14</sup>	–	–	0
Bavarian Sky UK 1 PLC, London <sup>14</sup>	–	–	0
Bavarian Sky UK A Limited, London <sup>14</sup>	–	–	0
Bavarian Sky S.A., Compartment German Auto Loans 3, Luxembourg <sup>14</sup>	–	–	0
Bavarian Sky S.A., Compartment German Auto Loans 4, Luxembourg <sup>14</sup>	–	–	0
Bavarian Sky S.A., Compartment German Auto Loans 5, Luxembourg <sup>14</sup>	–	–	0
Bavarian Sky S.A., Compartment German Auto Loans 6, Luxembourg <sup>14</sup>	–	–	0
Bavarian Sky S.A., Compartment German Auto Loans 7, Luxembourg <sup>14</sup>	–	–	0
Bavarian Sky S.A., Compartment German Auto Leases 4, Luxembourg <sup>14</sup>	–	–	0
Bavarian Sky S.A., Compartment A, Luxembourg <sup>14</sup>	–	–	0
Bavarian Sky S.A., Compartment B, Luxembourg <sup>14</sup>	–	–	0
Bavarian Sky Europe S.A. Compartment A, Luxembourg <sup>14</sup>	–	–	0
Bavarian Sky Europe S.A., Luxembourg <sup>14</sup>	–	–	0
<b>The Americas</b>			
BMW Financial Services NA, LLC, Wilmington, Delaware	2,444	2,320	100
BMW (US) Holding Corp., Wilmington, Delaware	2,280	220	100
BMW Manufacturing Co., LLC, Wilmington, Delaware	1,431	303	100
BMW Bank of North America, Inc., Salt Lake City, Utah	1,358	121	100
Financial Services Vehicle Trust, Wilmington, Delaware	1,135	247	100
BMW US Capital, LLC, Wilmington, Delaware	333	41	100
BMW do Brasil Ltda., São Paulo	226	10	100
BMW SLP, S.A. de C.V., Villa de Reyes	187	–84	100
BMW of North America, LLC, Wilmington, Delaware	–288	–679	100
BMW Extended Service Corporation, Wilmington, Delaware	–	–	100
Rolls-Royce Motor Cars NA, LLC, Wilmington, Delaware	–	–	100
BMW Auto Leasing, LLC, Wilmington, Delaware	–	–	100
BMW Facility Partners, LLC, Wilmington, Delaware	–	–	100
BMW FS Securities LLC, Wilmington, Delaware	–	–	100
BMW FS Funding Corp., Wilmington, Delaware	–	–	100
BMW Manufacturing LP, Woodcliff Lake, New Jersey	–	–	100
BMW FS Receivables Corp, Wilmington, Delaware	–	–	100
SB Acquisitions, LLC, Wilmington, Delaware	–	–	100
BMW Consolidation Services Co., LLC, Wilmington, Delaware	–	–	100
BMW Acquisitions Ltda., São Paulo	–	–	100
BMW Leasing de Mexico S.A. de C.V., Mexico City	–	–	100
BMW Insurance Agency, Inc., Wilmington, Delaware	–	–	100
BMW Manufacturing Indústria de Motos da Amazônia Ltda., Manaus	–	–	100
BMW Leasing do Brasil, S.A., São Paulo	–	–	100
BMW de Argentina S.A., Buenos Aires	–	–	100
BMW Financial Services de Mexico S.A. de C.V. SOFOM, Mexico City	–	–	100
BMW de Mexico, S.A. de C.V., Mexico City	–	–	100

BMW Financeira S.A. Credito, Financiamento e Investimento, São Paulo	–	–	100
BMW Receivables 2 Inc., Richmond Hill, Ontario	–	–	100
BMW Receivables Limited Partnership, Richmond Hill, Ontario	–	–	100
BMW Receivables 1 Inc., Richmond Hill, Ontario	–	–	100
BMW of Manhattan, Inc., Wilmington, Delaware	–	–	100
BMW Canada Inc., Richmond Hill, Ontario	–	–	100
BMW Vehicle Lease Trust 2015-2, Wilmington, Delaware <sup>14</sup>	–	–	0
BMW Vehicle Lease Trust 2016-1, Wilmington, Delaware <sup>14</sup>	–	–	0
BMW Vehicle Lease Trust 2016-2, Wilmington, Delaware <sup>14</sup>	–	–	0
BMW Vehicle Lease Trust 2017-1, Wilmington, Delaware <sup>14</sup>	–	–	0
BMW Vehicle Lease Trust 2017-2, Wilmington, Delaware <sup>14</sup>	–	–	0
BMW Vehicle Lease Trust 2016-A, Wilmington, Delaware <sup>14</sup>	–	–	0
BMW Vehicle Lease Trust 2017-A, Wilmington, Delaware <sup>14</sup>	–	–	0
BMW Vehicle Owner Trust 2014-A, Wilmington, Delaware <sup>14</sup>	–	–	0
BMW Vehicle Owner Trust 2016-A, Wilmington, Delaware <sup>14</sup>	–	–	0
BMW Floorplan Master Owner Trust, Wilmington, Delaware <sup>14</sup>	–	–	0
BMW Canada 2015-A, Richmond Hill, Ontario <sup>14</sup>	–	–	0
BMW Canada Auto Trust 2015, Richmond Hill, Ontario <sup>14</sup>	–	–	0
BMW Canada Auto Trust 2016, Richmond Hill, Ontario <sup>14</sup>	–	–	0
BMW Canada Auto Trust 2017-1, Richmond Hill, Ontario <sup>14</sup>	–	–	0
<b>Africa</b>			
BMW (South Africa) (Pty) Ltd., Pretoria	721	54	100
BMW Financial Services (South Africa) (Pty) Ltd., Midrand	167	–6	100
Bavarian Sky South Africa (RF) Ltd., Johannesburg <sup>14</sup>	–	–	0
SuperDrive Investments (RF) Limited, Cape Town <sup>14</sup>	–	–	0
<b>Asia</b>			
BMW Automotive Finance (China) Co., Ltd., Beijing	1,860	289	58
BMW China Automotive Trading Ltd., Beijing	799	752	100
BMW Financial Services Korea Co., Ltd., Seoul	475	68	100
BMW Japan Finance Corp., Chiba	414	63	100
BMW Japan Corp., Tokyo	280	0	100
BMW Korea Co., Ltd., Seoul	214	16	100
BMW India Financial Services Private Ltd., Gurgaon	122	10	100
BMW (Thailand) Co., Ltd., Bangkok	114	88	100
BMW Manufacturing (Thailand) Co., Ltd., Rayong	106	63	100
Herald International Financial Leasing Co., Ltd., Tianjin <sup>11</sup>	–	–	100
BMW Malaysia Sdn Bhd, Kuala Lumpur	–	–	51
BMW Asia Pte. Ltd., Singapore	–	–	100
BMW Leasing (Thailand) Co., Ltd., Bangkok	–	–	74
BMW India Private Ltd., Gurgaon	–	–	100
BMW China Services Ltd., Beijing	–	–	100
BMW Asia Technology Centre Sdn Bhd, Kuala Lumpur	–	–	100
BMW Holding Malaysia Sdn Bhd, Kuala Lumpur	–	–	100
PT BMW Indonesia, Jakarta	–	–	100
BMW Asia Pacific Capital Pte Ltd., Singapore	–	–	100
BMW Credit (Malaysia) Sdn Bhd, Kuala Lumpur	–	–	100
BMW Tokyo Corp., Tokyo	–	–	100
BMW Lease (Malaysia) Sdn Bhd, Kuala Lumpur	–	–	100
Bavarian Sky Korea Auto Receivable 1 Pte. Ltd., Singapore <sup>14</sup>	–	–	0
Bavarian Sky Korea 2016-1, Seoul <sup>14</sup>	–	–	0
Bavarian Sky Korea 2017-1, Seoul <sup>14</sup>	–	–	0
Bavarian Sky China 2016-1, Beijing <sup>14</sup>	–	–	0

Bavarian Sky China 2016-2, Beijing <sup>14</sup>	–	–	0
Bavarian Sky China 2017-1, Beijing <sup>14</sup>	–	–	0
Bavarian Sky China 2017-2, Beijing <sup>14</sup>	–	–	0
Bavarian Sky China 2017-3, Beijing <sup>14</sup>	–	–	0
2014-2 ABL, Tokyo <sup>14</sup>	–	–	0
2015-1 ABL, Tokyo <sup>14</sup>	–	–	0
2015-2 ABL, Tokyo <sup>14</sup>	–	–	0
2016-1 ABL, Tokyo <sup>14</sup>	–	–	0
2016-2 ABL, Tokyo <sup>14</sup>	–	–	0
2017-1 ABL, Tokyo <sup>14</sup>	–	–	0
2017-2 ABL, Tokyo <sup>14</sup>	–	–	0
2017-3 ABL, Tokyo <sup>14</sup>	–	–	0
<b>Oceania</b>			
BMW Australia Finance Ltd., Mulgrave	380	13	100
BMW Australia Ltd., Melbourne	134	15	100
BMW Financial Services New Zealand Ltd., Auckland	–	–	100
BMW New Zealand Ltd., Auckland	–	–	100
BMW Sydney Pty. Ltd., Sydney	–	–	100
BMW Melbourne Pty. Ltd., Melbourne	–	–	100
BMW Australia Trust, Mulgrave, Victoria <sup>14</sup>	–	–	0

## BMW AG's non-consolidated companies at 31 December 2017

Companies	Equity in € million	Profit/loss in € million	Capital invest- ment in %
<b>DOMESTIC<sup>7</sup></b>			
Alphabet Fleetservices GmbH, Munich	–	–	100
BMW i Ventures GmbH, Munich	–	–	100
Automag GmbH, Munich	–	–	100
Digital Charging Solutions GmbH, Munich	–	–	100
BMW Car IT GmbH, Munich <sup>4</sup>	–	–	100
ParkNow GmbH, Munich	–	–	100
PM Parking Ventures GmbH, Munich	–	–	100
<b>FOREIGN<sup>7</sup></b>			
<b>Europe</b>			
Alphabet Insurance Services Polska Sp. z o.o., Warsaw	–	–	100
BMW (GB) Ltd., Farnborough	–	–	100
BMW (P + A) Ltd., Farnborough	–	–	100
BMW (UK) Pensions Services Ltd., Hams Hall	–	–	100
BMW Car Club Ltd., Farnborough	–	–	100
BMW Drivers Club Ltd., Farnborough	–	–	100
BMW Group Benefit Trust Ltd., Farnborough	–	–	100
BMW i Ventures B.V., The Hague	–	–	100
BMW Motorsport Ltd., Farnborough	–	–	100
Cobalt Holdings Ltd., Basingstoke	–	–	100
Cobalt Telephone Technologies Ltd., Basingstoke	–	–	100
Content4all BV, Amsterdam	–	–	100
John Cooper Garages Ltd., Farnborough	–	–	100
John Cooper Works Ltd., Farnborough	–	–	100
OOO BMW Leasing, Moscow	–	–	100

BMW Russland Automotive OOO, Kaliningrad	–	–	100
Park-line Aqua B.V., The Hague	–	–	100
Park-line B.V., The Hague	–	–	100
Park-line Holding B.V., The Hague	–	–	100
Parkmobile International Holding B.V., Utrecht	–	–	100
Parkmobile International B.V., Utrecht	–	–	100
Parkmobile (UK) Ltd., Basingstoke	–	–	100
Parkmobile Belgium BvBa, Antwerpen	–	–	100
Parkmobile Benelux B.V., Amsterdam	–	–	100
ParkNow France SAS, Versailles	–	–	100
Parkmobile Group BV, Amsterdam	–	–	100
Parkmobile Group Holding BV, Amsterdam	–	–	100
Parkmobile Hellas SA, Athens	–	–	60
Parkmobile Licenses B.V., Amsterdam	–	–	100
Parkmobile Ltd., Basingstoke	–	–	100
Parkmobile Software BV, Amsterdam	–	–	100
ParkNow Suisse SA, Bulle	–	–	100
U.T.E. Alfabeta España-Bujarkay, Sevilla	–	–	90
<b>The Americas</b>			
217-07 Northern Boulevard Corporation, Wilmington, Delaware	–	–	100
BMW Experience Centre Inc., Richmond Hill, Ontario	–	–	100
BMW i Ventures, LLC, Wilmington, Delaware	–	–	100
BMW i Ventures, Inc., Wilmington, Delaware	–	–	100
BMW Leasing de Argentina S.A., Buenos Aires	–	–	100
BMW Operations Corp., Wilmington, Delaware	–	–	100
BMW Technology Corporation, Wilmington, Delaware	–	–	100
Designworks/USA, Inc., Newbury Park, California	–	–	100
MINI Business Innovation, LLC, Wilmington, Delaware	–	–	100
Mini Urban X Accelerator SPV, LLC, Wilmington, Delaware	–	–	100
ReachNow, LLC, Wilmington, Delaware	–	–	100
Parkmobile Montgomery County, LLC, Baltimore, Maryland <sup>13</sup>	–	–	65
Parkmobile, LLC, Wilmington, Delaware <sup>13</sup>	–	–	65
Parkmobile USA, Inc., Atlanta, Georgia	–	–	100
Parkmobile Electronic Parking Solutions Canada, Inc., Vancouver	–	–	100
Toluca Planta de Automoviles, S.A. de C.V., Mexico City	–	–	100
<b>Africa</b>			
BMW Automobile Distributors (Pty) Ltd., Midrand	–	–	100
BPF Midrand Property Holdings (Pty) Ltd., Midrand	–	–	100
Multisource Properties (Pty) Ltd., Midrand	–	–	100
<b>Asia</b>			
BMW Finance (United Arab Emirates) Ltd., Dubai	–	–	100
BMW Financial Services Hong Kong Limited, Hong Kong	–	–	51
BMW Hong Kong Services Limited, Hong Kong	–	–	100
BMW Financial Services Singapore Pte Ltd., Singapore	–	–	100
BMW India Leasing Pvt. Ltd., Gurgaon	–	–	100
BMW India Foundation, Gurgaon	–	–	100
BMW Insurance Services Korea Co. Ltd., Seoul	–	–	100
BMW Philippines Corp., Manila	–	–	70
Herald Hezhong (Beijing) Automotive Trading Co., Ltd., Beijing	–	–	100
THEPSATRI Co., Ltd., Bangkok <sup>9</sup>	–	–	49
<b>Oceania</b>			
Parkmobile International (Australia) Pty. Ltd., Sydney	–	–	100

## BMW AG's associated companies, joint ventures and joint operations at 31 December 2017

Companies	Equity in € million	Profit/loss in € million	Capital invest- ment in %
<b>Joint ventures – equity accounted</b>			
<b>DOMESTIC</b>			
DriveNow GmbH & Co. KG, Munich <sup>8</sup>	42	-2	50
DriveNow Verwaltungs GmbH, Munich <sup>8</sup>	-	-	50
IONITY Holding GmbH & Co. KG, Munich <sup>8</sup>	39	-11	25
<b>FOREIGN</b>			
BMW Brilliance Automotive Ltd., Shenyang <sup>8</sup>	5,377	1,337	50
<b>Associated companies – equity accounted</b>			
<b>FOREIGN</b>			
THERE Holding B.V., Amsterdam <sup>8</sup>	2,195	362	33
<b>Joint operations – proportionately consolidated entities</b>			
<b>DOMESTIC</b>			
SGL Automotive Carbon Fibers GmbH & Co. KG, Munich <sup>8</sup>	52	9	49
<b>FOREIGN</b>			
SGL Automotive Carbon Fibers, LLC, Dover, Delaware <sup>8</sup>	41	2	49
<b>Not equity accounted or proportionately consolidated entities</b>			
<b>DOMESTIC<sup>7</sup></b>			
Encory GmbH, Unterschleißheim	-	-	50
Digital Energy Solutions GmbH & Co. KG, Munich	-	-	50
The Retail Performance Company GmbH, Munich	-	-	50
Abgaszentrum der Automobilindustrie GbR, Weissach	-	-	25
PDB – Partnership for Dummy Technology and Biomechanics GbR, Gaimersheim	-	-	20
<b>FOREIGN<sup>7</sup></b>			
BMW Albatha Leasing LLC, Dubai	-	-	40
BMW Albatha Finance PSC, Dubai	-	-	40
BMW AVTOTOR Holding B.V., Amsterdam	-	-	50
Stadsparkeren B.V., Deurne	-	-	30
IP Mobile N.V., Brussels	-	-	25
DSP Concepts, Inc., Dover, Delaware	-	-	20
Bavarian & Co. Ltd., Incheon	-	-	20

## BMW AG's participations at 31 December 2017

Companies	Equity in € million	Profit/loss in € million	Capital invest- ment in %
<b>DOMESTIC<sup>7</sup></b>			
Deutsches Forschungszentrum für Künstliche Intelligenz GmbH, Kaiserslautern	–	–	4.6
GSB Sonderabfall-Entsorgung Bayern GmbH, Baar-Ebenhausen	–	–	3.1
Hubject GmbH, Berlin	–	–	17.8
IVM Industrie-Verband Motorrad GmbH & Co. Dienstleistungs KG, Essen	–	–	18.9
Joblinge gemeinnützige AG Berlin, Berlin	–	–	9.8
Joblinge gemeinnützige AG Leipzig, Leipzig	–	–	16.7
Joblinge gemeinnützige AG München, Munich	–	–	6.2
RA Rohstoffallianz GmbH i.L., Berlin	–	–	10.5
Racer Benchmark Group GmbH, Landsberg am Lech	–	–	9.1
SGL Carbon SE, Wiesbaden	–	–	18.3
<b>FOREIGN<sup>7</sup></b>			
Gios Holding B.V., Oss	–	–	12.0

<sup>1</sup> The amounts shown for the German subsidiaries correspond to the annual financial statements drawn up in accordance with German accounting requirements (HGB).

<sup>2</sup> The amounts shown for the foreign subsidiaries correspond to the annual financial statements drawn up in accordance with uniform IFRS rules. Equity and earnings not denominated in euro are translated into euro using the closing exchange rate at the balance sheet date.

<sup>3</sup> Profit and Loss Transfer Agreement with BMW AG.

<sup>4</sup> Profit and Loss Transfer Agreement with a subsidiary of BMW AG.

<sup>5</sup> Exemption from drawing up a management report applied in accordance with § 264 (3) and § 264 b HGB.

<sup>6</sup> Exemption from publication of financial statements applied in accordance with § 264 (3) and § 264 b HGB.

<sup>7</sup> These entities are neither consolidated nor accounted for using the equity method due to their overall immateriality for the Group Financial Statements.

<sup>8</sup> The amounts shown for entities accounted for using the equity method and for proportionately consolidated entities correspond to the annual financial statements drawn up in accordance with uniform IFRS rules. Equity not denominated in euro is translated into euro using the closing exchange rate at the balance sheet date, earnings are translated using the average rate.

<sup>9</sup> Including power to appoint representative bodies.

<sup>10</sup> Exemption pursuant to Article 2:403 of the Civil Code of the Netherlands (Burgerlijk Wetboek).

<sup>11</sup> First-time consolidation.

<sup>12</sup> Deconsolidation in the financial year 2017: BMW Osaka Corp., Tokyo, MITEC Mikroelektronik Mikrotechnik Informatik GmbH, Munich (merger).

<sup>13</sup> 100 % acquisition on 3 January 2018.

<sup>14</sup> Control on basis of economic dependence.

# MEMBERS OF THE BOARD OF MANAGEMENT

## Harald Krüger (\*1965)

Chairman

## Milagros Caiña Carreiro-Andree (\*1962)

Human Resources, Industrial Relations Director

## Markus Duesmann (\*1969)

Purchasing and Supplier Network

## Klaus Fröhlich (\*1960)

Development

Mandates

— HERE International B.V. (until 28 February 2018)

## Pieter Nota (\*1964)

Sales and Brand BMW, Aftersales BMW Group  
(since 1 January 2018)

## Dr. Nicolas Peter (\*1962)

Finance

Mandates

— BMW Brilliance Automotive Ltd.  
(Deputy Chairman)  
— BMW Nederland B.V. (until 14 February 2017)

## Dr. Ian Robertson (HonDSc) (\*1958)

Sales and Brand BMW,  
Aftersales BMW Group  
(until 31 December 2017)

Mandates

— Weybourne Limited (from 3 January 2017  
until 19 October 2017)  
— Weybourne Group Limited  
— Weybourne Investments Holdings  
(until 19 October 2017)  
— Weybourne Management Limited

## Peter Schwarzenbauer (\*1959)

MINI, Rolls-Royce, BMW Motorrad,  
Customer Engagement and  
Digital Business Innovation BMW Group

Mandates

— Scout24 AG (since 8 June 2017)  
— Rolls-Royce Motor Cars Limited (Chairman)

## Oliver Zipse (\*1964)

Production

Mandates

— BMW (South Africa) (Pty) Ltd. (Chairman)  
— BMW Motoren GmbH (Chairman)

General Counsel:

**Dr. Jürgen Reul**



# MEMBERS OF THE SUPERVISORY BOARD

## **Dr.-Ing. Dr.-Ing. E.h. Norbert Reithofer** (\*1956)

Member since 2015

Chairman

Former Chairman of the Board of

Management of BMW AG

Mandates

- Siemens Aktiengesellschaft
- Henkel AG & Co. KGaA (Shareholders' Committee)

## **Manfred Schoch**<sup>1</sup> (\*1955)

Member since 1988

Deputy Chairman

Chairman of the European  
and General Works Council

Industrial Engineer

## **Stefan Quandt** (\*1966)

Member since 1997

Deputy Chairman

Entrepreneur

Mandates

- DELTON AG (Chairman)
- AQTON SE (Chairman)
- Entrust Datacard Corp.

## **Stefan Schmid**<sup>1</sup> (\*1965)

Member since 2007

Deputy Chairman

Chairman of the Works Council, Dingolfing

## **Dr. jur. Karl-Ludwig Kley** (\*1951)

Member since 2008

Deputy Chairman

Chairman of the Supervisory Board of the E.ON SE  
and of the Deutsche Lufthansa Aktiengesellschaft

Mandates

- E.ON SE (Chairman)
- Deutsche Lufthansa Aktiengesellschaft  
(Chairman, since 25 September 2017)
- Verizon Communications Inc. (until 3 May 2018)

## **Christiane Benner**<sup>2</sup> (\*1968)

Member since 2014

Second Chairman of IG Metall

## **Franz Haniel** (\*1955)

Member since 2004

Entrepreneur

Mandates

- DELTON AG (Deputy Chairman)
- Franz Haniel & Cie. GmbH (Chairman)
- Heraeus Holding GmbH
- TBG Limited

## **Ralf Hattler**<sup>3</sup> (\*1968)

Member since 2017

Head of Purchasing Indirect Goods and Services,  
Raw Material, Production Partner

## **Dr.-Ing. Heinrich Hiesinger** (\*1960)

Member since 11 May 2017

Chairman of the Board of Management  
of thyssenkrupp AG

Mandates

- thyssenkrupp Elevator AG (Chairman)
- thyssenkrupp Steel Europe AG (Chairman)
- thyssenkrupp (China) Ltd. (Chairman)

<sup>1</sup> Employee representatives (company employees).

<sup>2</sup> Employee representatives (union representatives).

<sup>3</sup> Employee representatives (members of senior management).

— Membership of other statutory supervisory boards.

— Membership of equivalent national or foreign boards of business enterprises.

**Prof. Dr. rer. nat. Dr. h.c. Reinhard Hüttl** (\*1957)

Member since 2008

Chairman of the Executive Board  
of Helmholtz-Zentrum Potsdam

Deutsches GeoForschungsZentrum – GFZ

University Professor

**Prof. Dr. rer. nat. Dr.-Ing. E.h.****Henning Kagermann** (\*1947)

Member from 2010 until 11 May 2017

President of acatech – Deutsche Akademie der  
Technikwissenschaften e.V.

Mandates

- Deutsche Bank AG
- Deutsche Post AG
- Münchener Rückversicherungs-Gesellschaft  
Aktiengesellschaft in München

**Susanne Klatten** (\*1962)

Member since 1997

Entrepreneur

Mandates

- ALTANA AG (Deputy Chairman)
- SGL Carbon SE (Chairman)
- UnternehmerTUM GmbH (Chairman)

**Prof. Dr. rer. pol. Renate Köcher** (\*1952)

Member since 2008

Director of Institut für Demoskopie  
Allensbach Gesellschaft zum Studium der  
öffentlichen Meinung mbH

Mandates

- Allianz SE (until 3 May 2017)
- Infineon Technologies AG
- Nestlé Deutschland AG
- Robert Bosch GmbH

**Dr. h.c. Robert W. Lane** (\*1949)

Member since 2009

Former Chairman and Chief Executive Officer of  
Deere & Company

Mandates

- General Electric Company (until 8 October 2017)

**Horst Lischka**<sup>2</sup> (\*1963)

Member since 2009

General Representative of IG Metall Munich

Mandates

- KraussMaffei Group GmbH
- MAN Truck & Bus AG
- Städtisches Klinikum München GmbH

**Willibald Löw**<sup>1</sup> (\*1956)

Member since 1999

Chairman of the Works Council, Landshut

**Simone Menne** (\*1960)

Member since 2015

Former Member of Management of  
Boehringer Ingelheim Gruppe

Mandates

- Deutsche Post AG

<sup>1</sup> Employee representatives (company employees).<sup>2</sup> Employee representatives (union representatives).<sup>3</sup> Employee representatives (members of senior management).

— Membership of other statutory supervisory boards.

— Membership of equivalent national or foreign boards of business enterprises.

**Dr. Dominique Mohabeer<sup>1</sup> (\*1963)**

Member since 2012

Member of the Works Council, Munich

**Brigitte Rödiger<sup>1</sup> (\*1963)**

Member since 2013

Member of the Works Council, Dingolfing

**Jürgen Wechsler<sup>2</sup> (\*1955)**

Member since 2011

Regional Head of IG Metall Bavaria

Mandates

— Schaeffler AG (Deputy Chairman)

— Siemens Healthcare GmbH (Deputy Chairman)

**Werner Zierer<sup>1</sup> (\*1959)**

Member since 2001

Chairman of the Works Council, Regensburg

<sup>1</sup> Employee representatives (company employees).

<sup>2</sup> Employee representatives (union representatives).

<sup>3</sup> Employee representatives (members of senior management).

— Membership of other statutory supervisory boards.

— Membership of equivalent national or foreign boards of business enterprises.

Munich, 15 February 2018

**Bayerische Motoren Werke**  
Aktiengesellschaft

The Board of Management

Harald Krüger

Milagros Caiña Carreiro-Andree    Markus Duesmann

Klaus Fröhlich    Pieter Nota

Dr. Nicolas Peter    Peter Schwarzenbauer

Oliver Zipse

# BMW AG RESPONSIBILITY STATEMENT BY THE COMPANY'S LEGAL REPRESENTATIVES

## **Responsibility Statement by the Legal Representatives of the Company pursuant to § 264 (2) sentence 3 and § 289 (1) sentence 5 HGB**

"To the best of our knowledge, and in accordance with the applicable reporting principles, the Annual Financial Statements of Bayerische Motoren Werke Aktiengesellschaft give a true and fair view of the assets, liabilities, financial position and results of operations of the Company in accordance with German accounting principles, and the Management Report includes a fair review of the development and performance of the business and the position of the Company, together with a description of the principal opportunities and risks associated with the expected development of the Company."

Munich, 15 February 2018

**Bayerische Motoren Werke**  
Aktiengesellschaft

The Board of Management

Harald Krüger

Milagros Caiña Carreiro-Andree    Markus Duesmann

Klaus Fröhlich

Pieter Nota

Dr. Nicolas Peter

Peter Schwarzenbauer

Oliver Zipse

# INDEPENDENT AUDITOR'S REPORT

To Bayerische Motoren Werke  
Aktiengesellschaft, Munich

## Report on the Audit of the Annual Financial Statements and of the Management Report

### Opinions

We have audited the annual financial statements prepared by the Bayerische Motoren Werke Aktiengesellschaft (BMW AG), Munich, comprising the balance sheet as at 31 December 2017, and the income statement for the financial year from 1 January to 31 December 2017 and notes to the financial statements, including accounting policies. In addition, we have audited the combined management report (subsequently referred to as management report) of BMW for the financial year from 1 January to 31 December 2017. In accordance with the German legal requirements we have not audited the content of the statement on Corporate Governance which is included in section "Statement on Corporate Governance" (§ 289 f HGB) [Handelsgesetzbuch: German Commercial Code] of the group management report.

In our opinion, on the basis of the knowledge obtained in the audit,

- the accompanying annual financial statements comply, in all material respects, with the requirements of German commercial law applicable to business corporations and give a true and fair view of the assets, liabilities and financial position of the Company as at 31 December 2017 and of its financial performance for the financial year from 1 January to 31 December 2017 in compliance with German Legally Required Accounting Principles, and

- the accompanying management report as a whole provides an appropriate view of the Company's position. In all material respects, this management report is consistent with the annual financial statements, complies with German legal requirements and appropriately presents the opportunities and risks of future development. Our opinion on the management report does not cover the contents of the statement on Corporate Governance mentioned above.

Pursuant to Section 322 (3) sentence 1 HGB, we declare that our audit has not led to any reservations relating to the legal compliance of the annual financial statements and of the management report.

### Basis for the Opinions

We conducted our audit of the annual financial statements and of the management report in accordance with Section 317 HGB and the EU Audit Regulation No. 537/2014 (referred to subsequently as "EU Audit Regulation") and in compliance with German Generally Accepted Standards for Financial Statement Audits promulgated by the Institut der Wirtschaftsprüfer [Institute of Public Auditors in Germany] (IDW). Our responsibilities under those requirements and principles are further described in the "Auditor's Responsibilities for the Audit of the Annual Financial Statements and of the Management Report" section of our auditor's report. We are independent of the Company in accordance with the requirements of European law and German commercial and professional law, and we have fulfilled our other German professional responsibilities in accordance with these requirements. In addition, in accordance with Article 10 (2) point (f) of the EU Audit Regulation, we declare that we have not provided non-audit services prohibited under Article 5 (1) of the EU Audit Regulation. We believe that the evidence we have obtained is sufficient and appropriate to provide a basis for our opinions on the annual financial statements and on the management report.

## **Key Audit Matters in the Audit of the Annual Financial Statements**

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the annual financial statements for the financial year from 1 January to 31 December 2017. These matters were addressed in the context of our audit of the annual financial statements as a whole, and in forming our opinion thereon, we do not provide a separate opinion on these matters.

### **Valuation of provisions for statutory and non-statutory warranty obligations and product guarantees**

The “accounting policies” are disclosed in the notes to the financial statements. Disclosure for “provisions” is provided in note 12.

#### **Financial statement risk**

Provisions for statutory and non-statutory warranty obligations and product guarantees are included in the annual financial statements of BMW AG as a key component in “Other provisions”. The provision for statutory and non-statutory warranty obligations and product guarantees amounts to EUR 2,281 as at 31 December 2017.

BMW AG is responsible for the legally prescribed product liability and warranty. Moreover, additional warranties are granted to differing extents. In order to assess the liabilities arising from warranty, guarantee and goodwill for vehicles sold, information on the type and volume of damages arising and on remedial measures is recorded and evaluated at vehicle model level. The expected amount of obligations arising from warranty claims is extrapolated from the costs of the past and provided for. For specific or anticipated individual circumstances, for example recalls, additional provisions are set aside provided they have not already been taken into account. The determination of provisions is associated with unavoidable estimation uncertainties, is complex and is subject to a high degree of risk of change, depending on factors such as detected deficiencies becoming known and claims made by vehicle owners.

There is a risk for the financial statements that the valuation of provisions for statutory and non-statutory warranty obligations and product guarantees is not appropriate.

#### **Our audit approach**

In order to evaluate the appropriateness of the valuation method used for the determination of the provisions for statutory and non-statutory warranty obligations and product guarantees including the assumptions and parameters, through discussions with the departments responsible, we primarily obtained an understanding of the process for determining the assumptions and parameters. We audited the appropriateness and effectiveness of controls to determine the assumptions and parameters. With the involvement of our IT specialists, we reviewed the IT systems utilised to verify their appropriateness.

We compared the amount of provisions from prior year with expenses selected according to risk and which actually arose for damage claims, as well as with technical measures, in order to arrive at a conclusion on the forecast accuracy.

Selecting specific selected vehicle models, the computational accuracy of the valuation model used including a tool for rate-based planning was verified with the support of our actuaries. The measurement parameters included therein, such as cost items, are reconciled with actual costs. We evaluated the assumptions concerning the extent to which the historical values are representative for the expected damage susceptibility, for the expected value of damage per vehicle in terms of material and labour cost and for the anticipated claim.

#### **Our conclusions**

The method for the valuation of statutory and non-statutory warranty obligations and product guarantees is appropriate and has been applied consistently. The measurement parameters and assumptions utilised are appropriate as a whole.

### Valuation of provisions for taxes in relation to transfer pricing risks

The "accounting policies" are disclosed in the notes to the financial statements. Disclosure for "provisions" is provided in note 12.

#### Financial statement risk

In the annual financial statements of BMW AG, provisions for taxes in the amount of EUR 458 million are reported as at 31 December 2017, which also include risks arising from transfer pricing.

The business operations of BMW AG in respect of the production and sale of vehicles require extensive cross-border relationships with affiliated companies. In this regard, the varying requirements under tax legislation as well as the specifications of the responsible tax authorities for the respective countries must be observed; the corresponding tax determinations are subject to review by the competent tax authorities over several years.

Transfer pricing is calculated by exercising judgement on the determination of the related parameters and requires discretionary interpretation of the regulatory frameworks of countries concerned in respect of the transfer pricing utilised.

There is a risk for the financial statements that the provisions for taxes in relation to transfer pricing were not measured at an appropriate amount.

#### Our audit approach

In order to audit the provisions for taxes in relation to transfer pricing, we involved staff specialising in transfer pricing law and those specialising in tax law.

Using inquiries, we obtained an understanding of the parameters set. We compared arm's length values with available benchmark studies, empirical values and the results of past tax audits, as well as with completed mutual agreement procedures. Furthermore, we inspected the correspondence with tax authorities related to concluded mutual agreement procedures and tax audits and evaluated whether their consideration in the determination of transfer pricing was appropriate.

For sales companies selected according to risk, we examined whether risks that had not previously been considered in the determination of the provision could be identified on the basis of the margins generated. We mathematically verified the income tax obligations amount resulting from the difference between the margin and the arm's length values.

#### Our conclusions

The parameters underlying the measurement of provisions for taxes in relation to transfer pricing risk are appropriate as a whole.

### Valuation of residual value obligations

The "accounting policies" are disclosed in the notes to the financial statements. Disclosure for "provisions" is provided in note 12.

#### Financial statement risk

BMW AG carries realisation risks for vehicles which are recognised by the affiliated companies of the financial services segment and partially assumes the residual value obligations arising from this. Residual value risks are determined by comparing the contractually agreed residual value on a contract-by-contract basis with the expected residual value at the end of the customer contract. The other provisions of BMW AG amount to EUR 8,011 million as at 31 December 2017 and include residual value obligations.

A key estimated value for subsequent measurement is the expected residual value at the end of the lease term.

The estimation of future residual values is subject to judgement and complex due to the large number of assumptions to be made and the amount of data incorporated in the determination. BMW AG uses internally available data on historical values, current market data for residual value forecasts as well as forecasts of external market research institutes.

There is a risk for the financial statements that the residual values expected for the end of the lease terms are not appropriately assessed and the provisions required on account of the cost assumption obligations of BMW AG are not recognised in sufficient amounts.



### Our audit approach

By means of inquiries, inspecting internal calculation methods and analysing the disposal proceeds of vehicles, among other methods, we obtained an understanding of the development of leased products, the underlying residual value risks as well as the business processes for the identification, management, monitoring and measurement of residual value risks.

We reviewed the appropriateness and effectiveness of the internal control system, particularly in relation to the determination of expected residual values. This included the audit of the compliance of the relevant IT systems as well as the implemented interfaces therein by our IT specialists.

In addition, we evaluated the appropriateness of the forecasting methods, the model assumptions as well as the parameters used for the determination of the residual values based on the validations carried out by the BMW Group. For this purpose, we inquired with the company's experts responsible for the management and monitoring of residual value risks and inspected the internal analysis on residual value developments and residual value forecasts as well as the validation results. Furthermore, we evaluated the processes for handling external forecast values from market research institutes. We ensured the computational accuracy of the forecast values by verifying key calculation steps.

### Our conclusions

The methods and processes for the expected residual values of vehicles at the end of the leases underlying the valuation are appropriate. The assumptions and parameters incorporated in the forecast model for the residual value are appropriate as a whole.

### Other information

The legal representatives are responsible for the other information. Other information includes:

- the statement on Corporate Governance and
- the annual report of BMW AG, with the exception of the audited financial statements and management report as well as our Independent Auditor's Report.

Our opinions on the annual financial statements and on the management report do not cover the other information, and consequently we do not express an opinion or any other form of assurance conclusion thereon.

In connection with our audit, our responsibility is to read the other information and, in so doing, to consider whether the other information

- is materially inconsistent with the annual financial statements, with the management report or our knowledge obtained in the audit, or
- otherwise appears to be materially misstated.

### Responsibilities of Management and the Supervisory Board for the Annual Financial Statements and the Management Report

Management is responsible for the preparation of the annual financial statements that comply, in all material respects, with the requirements of German commercial law applicable to business corporations, and that the annual financial statements give a true and fair view of the assets, liabilities, financial position and financial performance of the Company in compliance with German Legally Required Accounting Principles. In addition, management is responsible for such internal controls as they, in accordance with German Legally Required Accounting Principles, have determined necessary to enable the preparation of annual financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the annual financial statements, management is responsible for assessing the Company's ability to continue as a going concern. They also have the responsibility for disclosing, as applicable, matters related to going concern. In addition, they are responsible for financial reporting based on the going concern basis of accounting, provided no actual or legal circumstances conflict therewith.

Furthermore, management is responsible for the preparation of the management report that as a whole provides an appropriate view of the Company's position and is, in all material respects, consistent with the annual financial statements, complies with German legal requirements, and appropriately presents the opportunities and risks of future development. In addition, management is responsible for such arrangements and measures (systems) as they have considered necessary to enable the preparation of a management report that is in accordance with the applicable German legal requirements, and to be able to provide sufficient appropriate evidence for the assertions in the management report.

The supervisory board is responsible for overseeing the Company's financial reporting process for the preparation of the annual financial statements and of the management report.

### **Auditor's Responsibilities for the Audit of the Annual Financial Statements and of the Management Report**

Our objectives are to obtain reasonable assurance about whether the annual financial statements as a whole are free from material misstatement, whether due to fraud or error, and whether the management report as a whole provides an appropriate view of the Company's position and, in all material respects, is consistent with the annual financial statements and the knowledge obtained in the audit, complies with the German legal requirements and appropriately presents the opportunities and risks of future development, as well as to issue an auditor's report that includes our opinions on the annual financial statements and on the management report.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Section 317 HGB and the EU Audit Regulation and in compliance with German Generally Accepted Standards for Financial Statement Audits promulgated by the Institut der Wirtschaftsprüfer (IDW) will always detect a material misstatement. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these annual financial statements and this management report.

We exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the annual financial statements and of the management report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinions. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal controls.
- Obtain an understanding of internal control relevant to the audit of the annual financial statements and of arrangements and measures (systems) relevant to the audit of the management report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of these systems of the Company.
- Evaluate the appropriateness of accounting policies used by management and the reasonableness of estimates made by management and related disclosures.

- Conclude on the appropriateness of the management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in the auditor's report to the related disclosures in the annual financial statements and in the management report or, if such disclosures are inadequate, to modify our respective opinions. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to be able to continue as a going concern.
- Evaluate the overall presentation, structure and content of the annual financial statements, including the disclosures, and whether the annual financial statements present the underlying transactions and events in a manner that the annual financial statements give a true and fair view of the assets, liabilities, financial position and financial performance of the Company in compliance with German Legally Required Accounting Principles.
- Evaluate the consistency of the management report with the annual financial statements, its conformity with [German] law, and the view of the Company's position it provides.
- Perform audit procedures on the prospective information presented by management in the management report. On the basis of sufficient appropriate audit evidence we evaluate, in particular, the significant assumptions used by management as a basis for the prospective information, and evaluate the proper derivation of the prospective information from these assumptions. We do not express a separate opinion on the prospective information and on the assumptions used as a basis. There is a substantial unavoidable risk that future events will differ materially from the prospective information.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with the relevant independence requirements, and communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, the related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the annual financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter.

## Other Legal and Regulatory Requirements

### **Further Information pursuant to Article 10 of the EU Audit Regulation**

We were elected as auditor by the annual general meeting on 11 May 2017 for the financial year from 1 January to 31 December 2017 and on 22 June 2017 we were engaged by the audit committee of the supervisory board. Taking into consideration the Article 41 (1) EU APrVO we have been the group auditor of the Bayerische Motoren Werke Aktiengesellschaft without interruption for more than 30 years.

We declare that the opinions expressed in this auditor's report are consistent with the additional report to the audit committee pursuant to Article 11 of the EU Audit Regulation (long-form audit report).

## Certified Public Auditor Responsible for the Engagement

The Certified Public Auditor responsible for the engagement is Andreas Feege.

Munich, 26 February 2018

**KPMG AG**  
Wirtschaftsprüfungsgesellschaft

Sailer  
Wirtschaftsprüfer  
[Certified Public Auditor]

Feege  
Wirtschaftsprüfer  
[Certified Public Auditor]

# FINANCIAL CALENDAR

## 2018

**21 March 2018**

Annual Accounts Press Conference

**22 March 2018**

Analyst and Investor Conference

**4 May 2018**

Quarterly Report to 31 March 2018

**17 May 2018**

Annual General Meeting

**2 August 2018**

Quarterly Report to 30 June 2018

**7 November 2018**

Quarterly Report to 30 September 2018

## 2019

**20 March 2019**

Annual Report 2018

**20 March 2019**

Annual Accounts Press Conference

**21 March 2019**

Analyst and Investor Conference

**7 May 2019**

Quarterly Report to 31 March 2019

**16 May 2019**

Annual General Meeting

**1 August 2019**

Quarterly Report to 30 June 2019

**6 November 2019**

Quarterly Report to 30 September 2019

# BMW AG

## 10-YEAR COMPARISON

→ BMW AG  
Ten-year Comparison

		2017	2016	2015	2014
Revenues <sup>1</sup>	€ million	<b>79,215</b>	75,350	72,384	66,599
Change	%	<b>5.1</b>	4.1	8.7	10.1
Export ratio	%	<b>82.8</b>	82.4	83.0	81.7
Production					
Automobiles <sup>2</sup>	Units	<b>2,505,741</b>	2,359,756	2,279,503	2,165,566
Motorcycles <sup>3</sup>	Units	<b>185,682</b>	145,555	151,004	133,615
Deliveries					
Automobiles <sup>2</sup>	Units	<b>2,494,115</b>	2,355,726	2,275,367	2,166,772
Motorcycles <sup>3</sup>	Units	<b>175,452</b>	147,290	144,291	133,635
Capital expenditure	€ million	<b>2,628</b>	2,346	2,748	3,150
Depreciation, amortisation and impairment losses	€ million	<b>2,350</b>	2,233	2,072	1,890
Workforce at the end of the year <sup>4</sup>		<b>87,940</b>	85,754	84,860	80,675
Tangible, intangible and investment assets <sup>5</sup>	€ million	<b>15,419</b>	14,711	14,619	13,945
Current assets, prepayments and surplus of designated plan assets over liabilities	€ million	<b>26,053</b>	21,588	20,358	20,291
Subscribed capital	€ million	<b>658</b>	657	657	656
Reserves	€ million	<b>11,758</b>	11,165	10,168	9,506
Equity	€ million	<b>15,046</b>	14,122	12,927	12,066
as % of tangible, intangible and investment assets	%	<b>97.6</b>	96.0	88.4	86.5
Balance sheet total	€ million	<b>41,472</b>	36,299	34,977	34,236
Cost of materials	€ million	<b>56,065</b>	53,862	52,128	47,008
Personnel costs <sup>4</sup>	€ million	<b>8,638</b>	8,340	7,576	6,786
Income taxes	€ million	<b>1,579</b>	1,327	1,831	1,934
Net profit	€ million	<b>3,197</b>	3,277	2,741	3,229
Dividend	€ million	<b>2,630<sup>6</sup></b>	2,300	2,102	1,904
per share of common stock with a par value of €1 each	€	<b>4.00<sup>6</sup></b>	3.50	3.20	2.90
per share of preferred stock with a par value of €1 each	€	<b>4.02<sup>6</sup></b>	3.52	3.22	2.92

<sup>1</sup> Financial Reporting Implementation Act (BiRUG) applied with effect from the beginning of the financial year 2016. Comparative figures for 2015 not adjusted.

<sup>2</sup> Including supplies of series parts to BMW Brilliance Automotive Ltd., Shenyang.

<sup>3</sup> From 2006 up to 2008 including BMW G 650 X assembly by Piaggio S. p. A., Pontedera.

<sup>4</sup> From 2009 onward including personnel seconded from other group entities.

<sup>5</sup> From 2010 onward including property, plant and equipment transferred in conjunction with the merger of BMW Ingenieur-Zentrum GmbH + Co oHG, Dingolfing.

From 2011 onward including property, plant and equipment transferred in conjunction with the merger of BMW Maschinenfabrik Spandau GmbH, Berlin.

From 2013 onward including tangible and intangible assets transferred in conjunction with the merger of BMW Peugeot Citroën Electrification GmbH, Munich.

From 2015 onward including property, plant and equipment transferred in conjunction with the merger of BMW Forschung und Technik GmbH, Munich.

<sup>6</sup> Proposed by the Board of Management.

	2013	2012	2011	2010	2009	2008	
	60,474	58,805	55,007	45,773	37,980	44,313	Revenues <sup>1</sup>
	2.8	6.9	20.2	20.5	14.3	8.3	Change
	81.5	79.6	77.3	76.7	73.8	75.6	Export ratio
							Production
	2,006,366	1,861,826	1,738,160	1,481,253	1,258,417	1,439,918	Automobiles <sup>2</sup>
	110,127	113,811	110,360	99,236	82,631	104,220	Motorcycles <sup>3</sup>
							Deliveries
	1,995,903	1,868,158	1,723,637	1,460,923	1,231,893	1,446,055	Automobiles <sup>2</sup>
	110,039	110,857	110,145	97,586	86,451	103,077	Motorcycles <sup>3</sup>
	3,203	2,776	2,032	1,582	1,667	2,064	Capital expenditure
	1,732	1,613	1,578	1,540	1,505	1,569	Depreciation, amortisation and impairment losses
	77,110	74,571	71,630	69,518	70,223	71,596	Workforce at the end of the year <sup>4</sup>
	12,833	11,078	9,663	8,273	6,984	6,643	Tangible, intangible and investment assets <sup>5</sup>
	20,932	20,887	17,845	16,073	17,663	16,673	Current assets, prepayments and surplus of designated plan assets over liabilities
	656	656	655	655	655	654	Subscribed capital
	8,166	7,568	6,059	5,581	4,502	4,487	Reserves
	10,529	9,864	8,222	7,088	5,354	5,338	Equity
	82.0	89.0	85.1	85.7	76.7	80.4	as % of tangible, intangible and investment assets
	33,765	31,965	27,508	24,346	24,647	23,316	Balance sheet total
	43,402	42,178	39,324	32,875	28,300	34,044	Cost of materials
	6,419	6,030	5,758	5,428	5,850	5,125	Personnel costs <sup>4</sup>
	1,674	1,666	2,096	1,106	403	11	Income taxes
	2,289	3,131	1,970	1,506	202	384	Net profit
	1,707	1,640	1,508	852	197	197	Dividend
	2.60	2.50	2.30	1.30	0.30	0.30	per share of common stock with a par value of €1 each
	2.62	2.52	2.32	1.32	0.32	0.32	per share of preferred stock with a par value of €1 each

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## **The BMW Group on the Internet**

Further information about the BMW Group is available online at → [www.bmwgroup.com](http://www.bmwgroup.com).

Investor Relations information is available directly at → [www.bmwgroup.com/ir](http://www.bmwgroup.com/ir).

Information about the various BMW Group brands is available at → [www.bmw.com](http://www.bmw.com), → [www.mini.com](http://www.mini.com) and → [www.rolls-roycemotorcars.com](http://www.rolls-roycemotorcars.com).

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