

**BMW  
GROUP**



**ROLLS-ROYCE**  
MOTOR CARS LTD

# **BMW GROUP QUARTERLY STATEMENT TO 31 MARCH 2023.**

4 MAY 2023.

QUARTERLY STATEMENT TO  
31 MARCH 2023.

## DR. NICOLAS PETER.

MEMBER OF THE BOARD OF MANAGEMENT OF BMW AG.  
FINANCE.



# OVERVIEW Q1 2023.

BMW Group with solid performance in a challenging business environment

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All segments with a strong start into 2023

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EBIT Margin of 12.1% in Automotive segment

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Ongoing positive pricing development and favourable product mix, with momentum in the upper price segment

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BEV sales growth by 83% (BMW brand by 112%)

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# BMW GROUP IN Q1. EBT DECREASE DUE TO BBA FULL CONSOLIDATION EFFECT IN 2022.



	Q1 2023	Q1 2022	CHANGE
<b>Deliveries</b> [units]	<b>588,138</b>	596,907	-1.5%
<b>Revenues</b> Group [in m€]	<b>36,853</b>	31,142	+18.3%
<b>Earnings before tax</b> Group [EBT; in m€]	<b>5,129</b>	12,227	-58.1%

# AUTOMOTIVE SEGMENT IN Q1. STRONG PERFORMANCE DRIVEN BY PRICING AND MIX.

	Q1 2023	Q1 2022	CHANGE
<b>Deliveries</b> [in units]	<b>588,138</b>	596,907	-1.5%
<b>Revenues</b> [in m€]	<b>31,268</b>	26,726	+17.0%
<b>Earnings before interest and tax</b> [EBIT; in m€]	<b>3,777</b>	2,367	+59.6%
<b>EBIT margin</b>	<b>12.1%</b>	8.9%	+3.2%-pts
<b>Earnings before tax</b> [EBT; in m€]	<b>3,828</b>	<b>10,420</b>	-63.3%

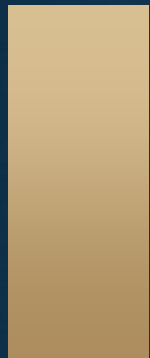


# FREE CASHFLOW DEVELOPMENT IN Q1.

## Free Cashflow Automotive Segment

in m€

1,981



- + Solid earnings development
- Higher working capital due to seasonal inventory increase

**Target for 2023:** around €7 billion

# INVESTING IN OUR TRANSFORMATION. FOCUS ON ELECTROMOBILITY AND DIGITALIZATION.



## Capex Ratio in %



## Capital Expenditure\* in m€



**Target for 2023:** around 6%

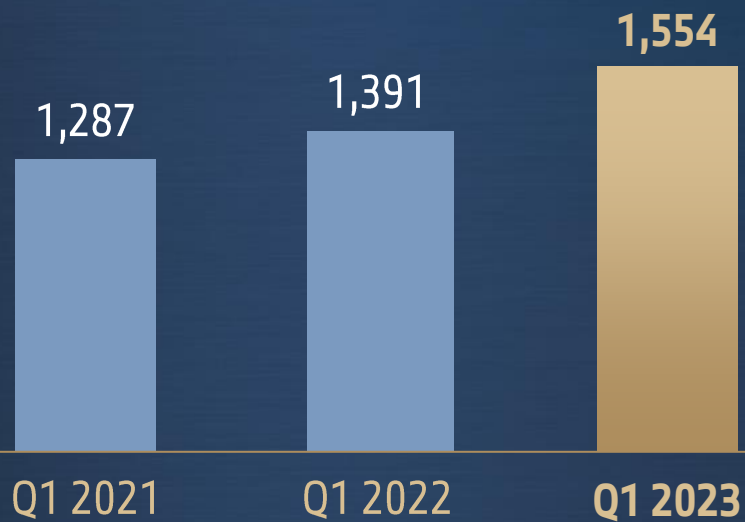
\* Excl. capitalised development costs.

# R&D EXPENDITURE ABOVE PREVIOUS YEAR.

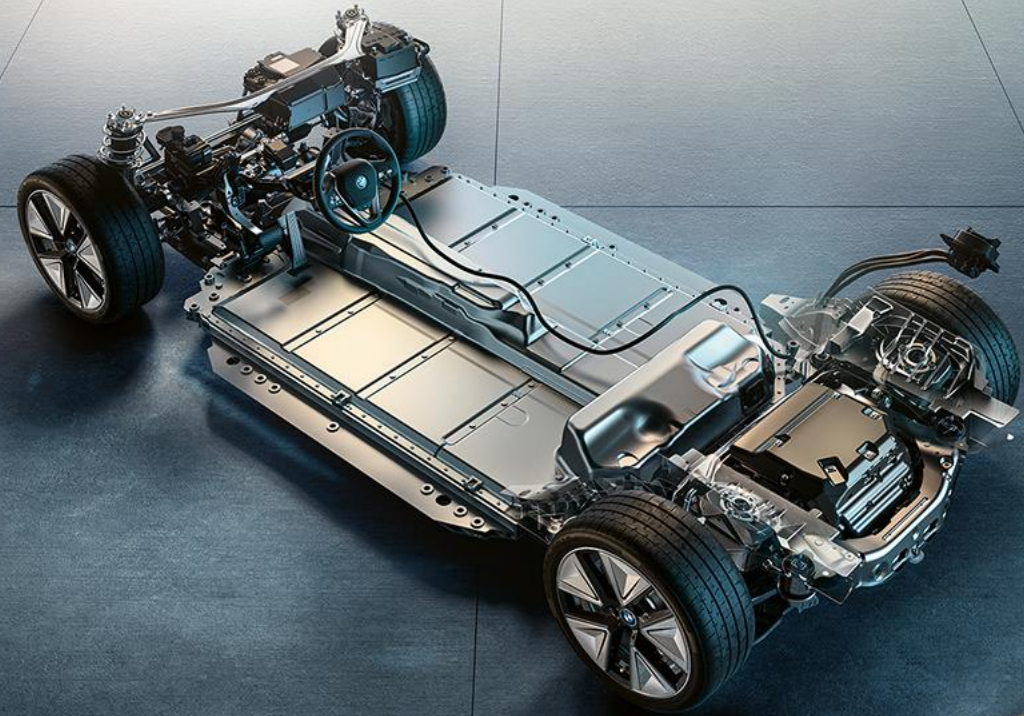
**R&D ratio**  
(HGB)  
BMW Group



**R&D expenditure**  
(HGB) in m€



**Target from 2023: 4-5%**





# FINANCIAL SERVICES SEGMENT IN Q1. STABLE RISK SITUATION.

	Q1 2023	Q1 2022	CHANGE
<b>Contracts with new customers</b>	<b>347,298</b>	433,429	-19.9%
<b>Total volume of new customer contracts</b> [in m€]	<b>12,788</b>	14,875	-14.0%
<b>Earnings before tax</b> [EBT; in m€]	<b>945</b>	1,007	-6.2%
<b>Penetration rate</b>	<b>36.5%</b>	46.8%	-10.3%-pts



# MOTORCYCLES SEGMENT IN Q1. SALES GROWTH DRIVEN BY ATTRACTIVE PRODUCTS.

	Q1 2023	Q1 2022	CHANGE
<b>Deliveries</b> [in units]	<b>47,935</b>	47,403	+1.1%
<b>Revenues</b> [in m€]	<b>933</b>	799	+16.8%
<b>Earnings before interest and tax</b> [EBIT; in m€]	<b>154</b>	108	+42.6%
<b>EBIT margin</b>	<b>16.5%</b>	13.5%	+3.0%-pts
<b>Earnings before tax</b> [EBT; in m€]	<b>154</b>	109	+41.3%



# OUTLOOK 2023. STEERING THE COMPANY TOWARDS PROFITABILITY & LEVERAGING EFFICIENCIES.



BMW GROUP.

**GROUP EARNINGS  
BEFORE TAX.**

SIGNIFICANT DECREASE.

**SIZE OF WORKFORCE.**

SLIGHT INCREASE.



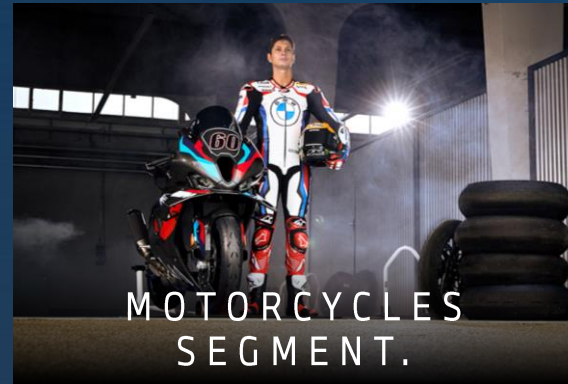
AUTOMOTIVE  
SEGMENT.

**DELIVERIES.**

SLIGHT INCREASE.

**EBIT MARGIN.**

BETWEEN 8 AND 10%.



MOTORCYCLES  
SEGMENT.

**DELIVERIES.**

SLIGHT INCREASE.

**EBIT MARGIN.**

BETWEEN 8 AND 10%.



FINANCIAL  
SERVICES SEGMENT.

**RETURN ON EQUITY.**

BETWEEN 14 AND 17%.

WELL-BALANCED BUSINESS AND ATTRACTIVE PRODUCT PORTFOLIO LAY THE FOUNDATION FOR A SUCCESSFUL YEAR 2023.



**BMW GROUP CONFIRMS GUIDANCE**  
after solid start into 2023.

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**STRONG FINANCIAL POSITION**  
is the basis for investments in future technologies.

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**BEV SHARE**  
expected to reach 15% of overall sales.

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**CLEAR STRATEGY**  
and operating excellence guide through volatile times with consistent performance.

# CONSUMPTION AND EMISSION DATA.

## **BMW i4 M50.**

Power consumption in kWh/100km WLTP (combined): 22.5-18.0;  
CO<sub>2</sub>-emissions in g/km: 0.

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## **BMW iX M60.**

Power consumption in kWh/100km WLTP (combined): 24.5 – 21.9;  
CO<sub>2</sub>-emissions in g/km (combined): 0.

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## **BMW iX xDrive 50.**

Power consumption in kWh/100km WLTP (combined): 23 – 19.8;  
CO<sub>2</sub>-emissions in g/km (combined): 0.

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## **BMW i7 xDrive60.**

Power consumption in kWh/100km WLTP (combined): 19.6 – 18.4;  
CO<sub>2</sub>-emissions in g/km (combined): 0.

## **BMW iX1 xDrive30.**

Power consumption in kWh/100 km WLTP (combined): 18.1 – 16.8;  
CO<sub>2</sub>-emissions in g/km (combined): 0.

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## **BMW iX xDrive 40.**

Power consumption in kWh/100 km WLTP (combined): 22.5 – 19.3;  
CO<sub>2</sub>-emissions in g/km (combined): 0.

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## **BMW iX3.**

Power consumption in kWh/100 km WLTP (combined): 18.9 – 18.5;  
CO<sub>2</sub>-emissions in g/km (combined): 0.

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\* The figures for fuel consumption, CO<sub>2</sub> emissions and power consumption are calculated based on the measurement methods stipulated in the current version of Regulation (EU) 715 / 2007. This information is based on a vehicle with basic equipment in Germany; ranges take into account differences in wheel and tyre size selected as well as optional equipment and can change based on configuration. The figures have been calculated based on the new WLTP test cycle and adapted to NEDC for comparison purposes. For vehicles that were newly type approved on or after January 1, 2021, official figures are only based on WLTP. In the vehicles, different figures than those published here may apply for the assessment of taxes and other vehicle-related duties which are also based on CO<sub>2</sub> emissions. For further details of the official fuel consumption figures and official specific CO<sub>2</sub> emissions of new cars, please refer to the "Manual on fuel consumption, CO<sub>2</sub> emissions and power consumption of new cars", available at: [www.dat.de/co2](http://www.dat.de/co2)