

**BMW  
GROUP**



**ROLLS-ROYCE**  
MOTOR CARS LTD

**BMW GROUP: Half-Year Report to 30 June 2024.  
Consistent strategy and focused execution in guidance.**

**1<sup>ST</sup> AUGUST 2024.**

# BMW GROUP HALF-YEAR REPORT TO 30 JUNE 2024.



**WALTER MERTL.**

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

# HIGHLIGHTS OF BMW GROUP PERFORMANCE IN Q2 2024.

Expanded BMW Brand market share outside China.  
Double-digit growth in all-electric & upper premium vehicles.

Group EBT margin of 10.5% in Q2 / 10.9% in H1.

Automotive EBIT margin of 8.4% in Q2 / 8.6% in H1.  
(excluding BBA PPA: 9,4% in Q2 / 9,6% H1)

Consistent strategy and focused execution  
delivers steady results.



# BMW GROUP IN Q2.

Robust earnings with double-digit EBT margin.

|  | Q2 2024 | Q2 2023 | CHANGE    |
|--|---------|---------|-----------|
| Revenues<br>Group [in m€]                    | 36,944  | 37,219  | -0.7%     |
| Earnings before<br>tax<br>Group [EBT; in m€] | 3,861   | 4,222   | -8.6%     |
| EBT Margin<br>Group                          | 10.5%   | 11.3%   | -0.8%-pts |

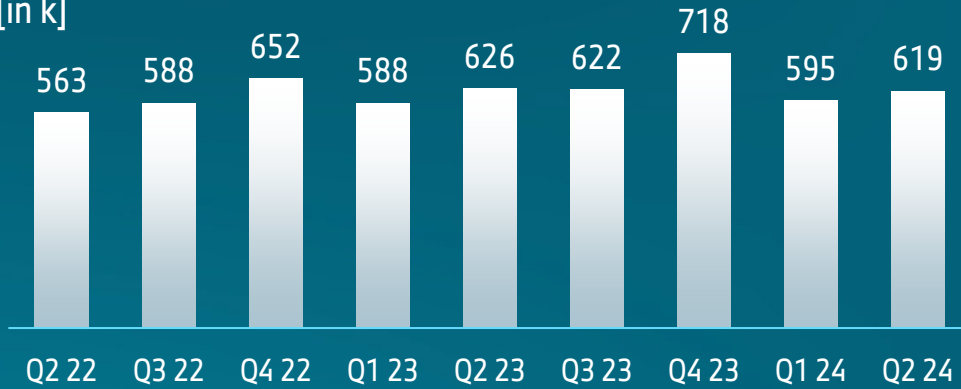


# AUTOMOTIVE RETAIL UNITS, BEV UNITS, AUTO REVENUE AND AUTO EBIT.

Sequential development 2022 to date.

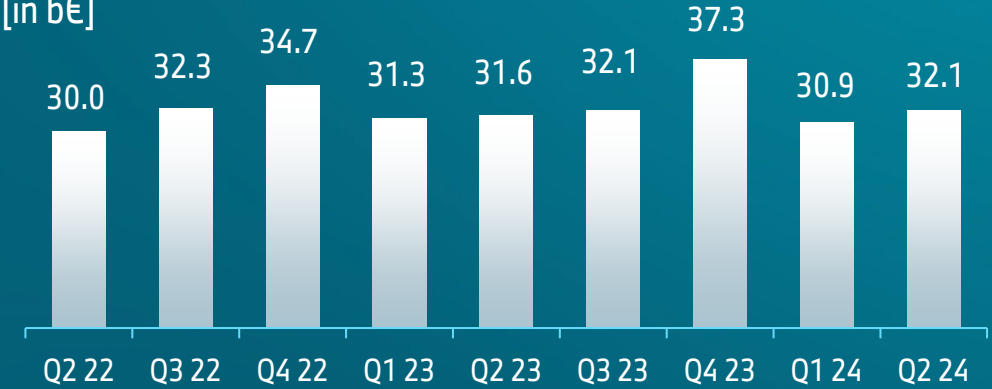
## Retail

Units [in k]



## Revenues

Auto [in b€]



## BEV Retail

Units [in k] / sales share [%]



## EBIT

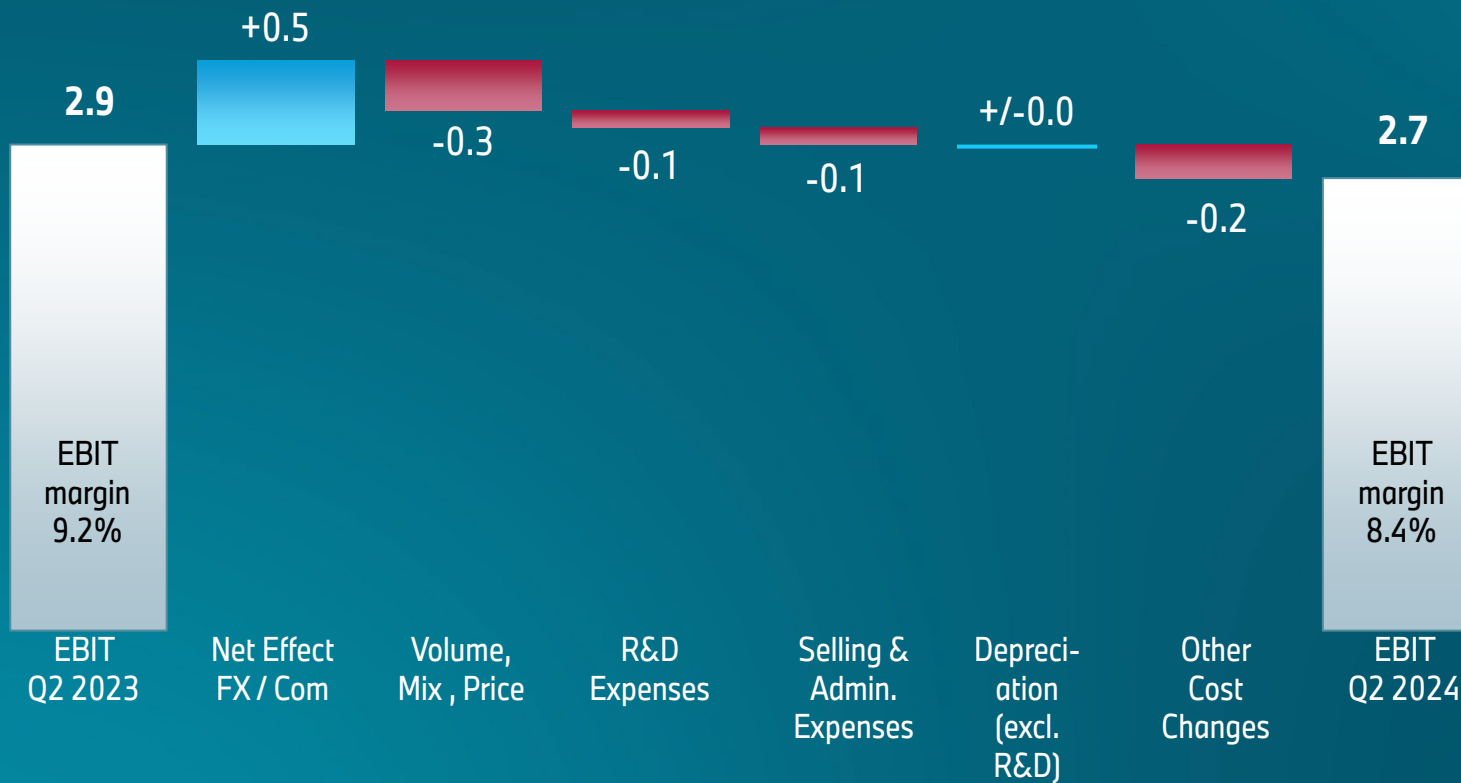
Auto [in b€] / margin [%]



# AUTOMOTIVE SEGMENT EBIT IN Q2.

Consistent result in strategic corridor.

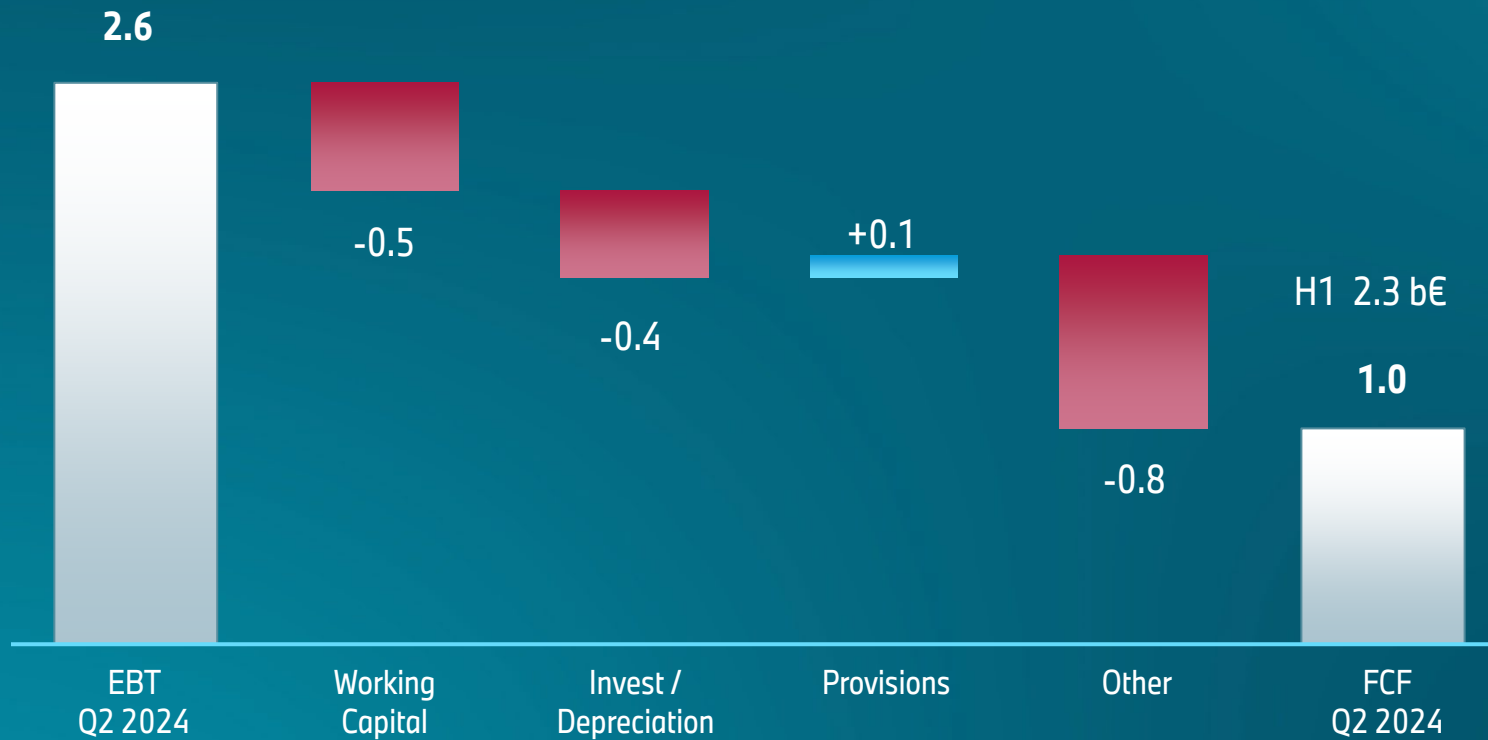
in b€



# AUTOMOTIVE SEGMENT FREE CASHFLOW IN Q2.

Reconciliation EBT - FCF for Q2 2024.

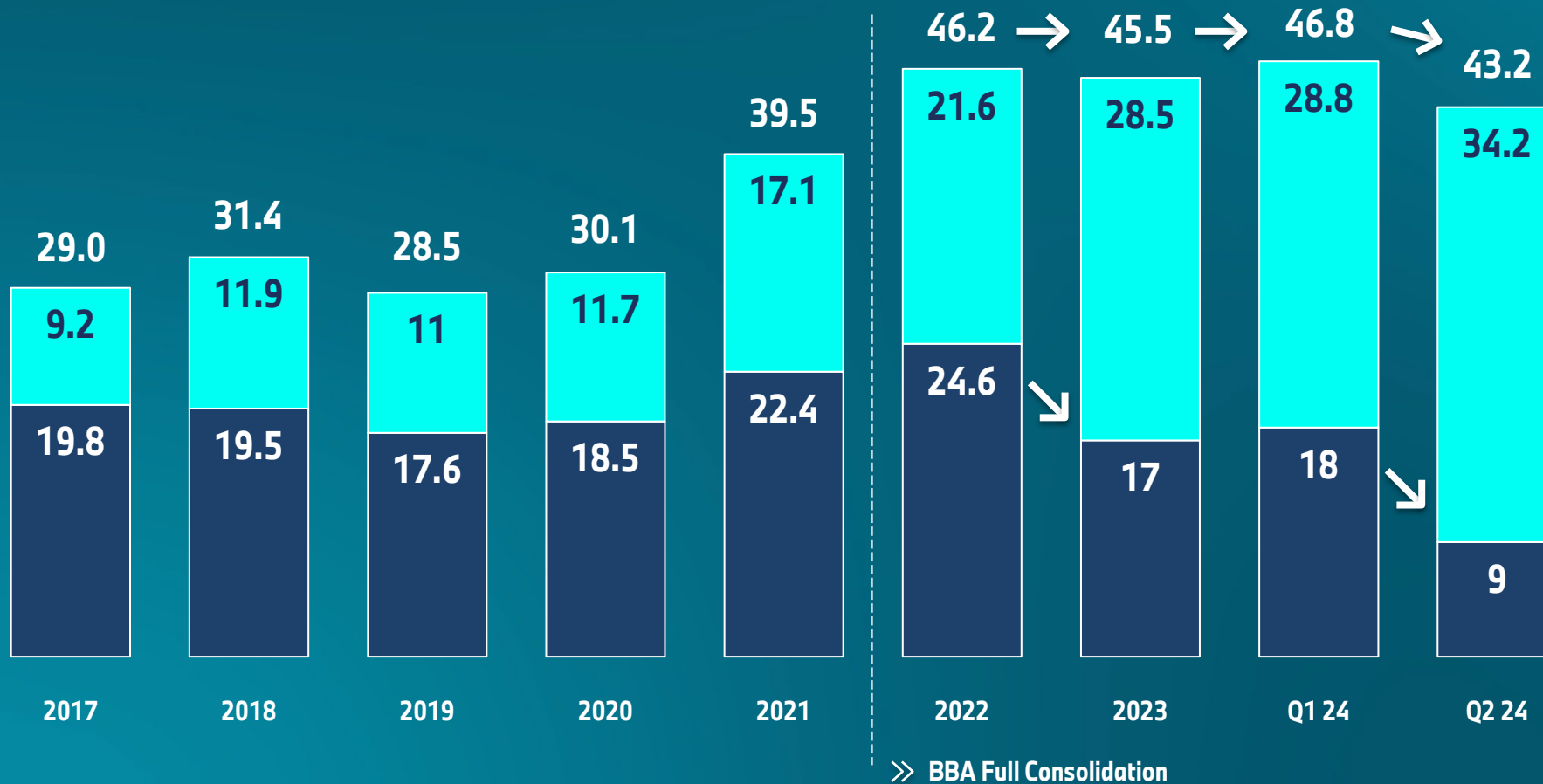
in b€



# NET FINANCIAL ASSETS.

More comprehensive definition including NFA in Holding Companies in Segment Other Entities

## DEVELOPMENT NET FINANCIAL ASSETS AUTOMOTIVE IN b€



NFA Automotive is reflective of retained earnings generated in the core business and remained stable after BBA full consolidation.

- NFA Holding companies within Other Entities Segment
- NFA Automotive Segment

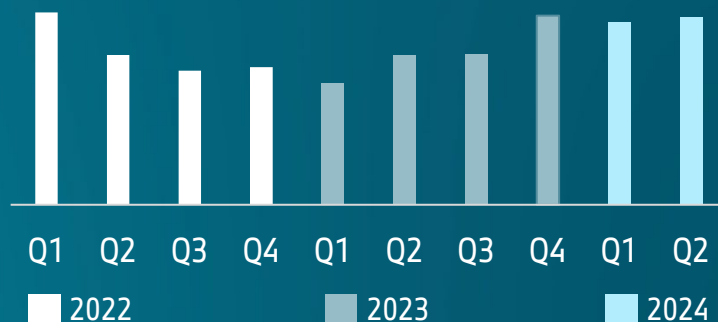


# FINANCIAL SERVICES SEGMENT IN H1.

Growth in new contracts and expansion of new business volume with retail customers.

|   | H1 2024 | H1 2023 | CHANGE   |
|---|---------|---------|----------|
| New contracts with retail customers                     | 849,908 | 729,308 | 16.5%    |
| Total new business volume with retail customers [in m€] | 31,677  | 26,797  | 18.2%    |
| Earnings before tax [EBT; in m€]                        | 1,481   | 1,704   | -13.1%   |
| Penetration Rate  | 41.2%   | 37.5%   | 3.7%-pts |

**New Contract Development**  
2022 - 2024



# MOTORCYCLES SEGMENT IN Q2.

Solid result above target EBIT corridor in challenging market environment.

|   | Q2 2024 | Q2 2023 | CHANGE    |
|---|---------|---------|-----------|
| Deliveries<br>[in units]                          | 66,638  | 64,936  | 2.6%      |
| Revenues<br>[in m€]                               | 989     | 988     | 0.1%      |
| Earnings before interest and tax<br>[EBIT; in m€] | 110     | 158     | -30.4%    |
| EBIT Margin                                       | 11.1%   | 16.0%   | -4.9%-pts |



# OUTLOOK 2024.

Guidance for key performance indicators remains unchanged.



BMW GROUP

## Group earnings before tax

Slight decrease

## Size of workforce

Slight increase



AUTOMOTIVE

## Deliveries

Slight increase

## EBIT margin

Between 8 and 10%

## Return on Capital Employed

Between 15 and 20%



MOTORCYCLES

## Deliveries

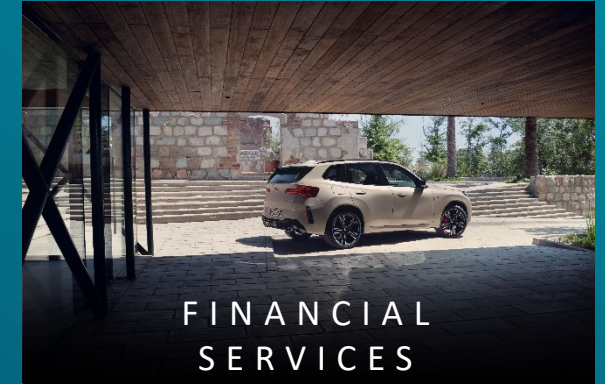
Slight increase

## EBIT margin

Between 8 and 10%

## Return on Capital Employed

Between 21 and 26%



FINANCIAL SERVICES

## Return on Equity

Between 15 and 18%



# BMW GROUP WITH CONSISTENT STRATEGY AND FOCUSED EXECUTION.

Globally balanced footprint and flexibility deliver robust performance in dynamic market conditions.

Targeted investment in the future & BEV growth while delivering Automotive EBIT in the strategic corridor.

Peak Capex and R&D spending in 2024, as planned.

Continuous optimization of manufacturing costs, fixed costs, CAPEX and R&D expenditure to remain competitive and successful.



THANK YOU.



# CONSUMPTION AND EMISSION DATA.

## **BMW M3 Competition Touring M xDrive.**

Fuel consumption in l/100km WLTP (combined): 10.4 – 10.3

CO<sub>2</sub>-emissions in g/km: 235 – 233

CO<sub>2</sub>-Class: G

## **BMW M2 Coupé.**

Fuel consumption in l/100km WLTP (combined): 9.8 – 9.6

CO<sub>2</sub>-emissions in g/km: 223 – 218

CO<sub>2</sub>-Class: G

## **BMW X3 M50 xDrive**

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

CO<sub>2</sub>-emissions in g/km: 189 – 175

CO<sub>2</sub>-Class: G – F

## **BMW R 1300 GS Adventure.**

Fuel consumption in l/100km WMTC: 4.9

CO<sub>2</sub>-emissions in g/km: 113