

# BMW GROUP TEN-YEAR COMPARISON

		2023	2022	2021	2020	2019	2018 <sup>1</sup>	2017	2016	2015	2014
<b>DELIVERIES</b>											
Automobiles	units	2,554,183	2,399,632	2,521,514	2,325,179	2,537,504	2,486,149	2,465,021	2,349,962	2,259,733	2,117,965
Motorcycles	units	209,066	202,895	194,261	169,272	175,162	165,566	164,153	145,032	136,963	123,495
<b>PRODUCTION VOLUME</b>											
Automobiles	units	2,661,922	2,382,305	2,461,269	2,255,637	2,564,025	2,541,534	2,505,741	2,359,756	2,279,503	2,165,566
Motorcycles	units	221,988	215,932	187,500	168,104	187,116	162,687	185,682	145,555	151,004	133,615
<b>FINANCIAL SERVICES</b>											
Contract portfolio	contracts	5,312,689	5,513,129	5,859,890	5,981,928	5,973,682	5,708,032	5,380,785	5,114,906	4,718,970	4,359,572
Business volume (based on balance sheet carrying amounts)	€ million	137,910	135,689	139,530	133,093	142,834	133,147	124,719	123,394	111,191	96,390
<b>INCOME STATEMENT</b>											
Revenues	€ million	155,498	142,610	111,239	98,990	104,210	96,855	98,282	94,163	92,175	80,401
Gross profit margin	%	19.1	17.2	19.8	13.7	17.3	19.0	20.3	19.9	19.7	21.2
Earnings before financial result	€ million	18,482	13,999	13,400	4,830	7,411	8,933	9,899	9,386	9,593	9,118
Earnings before tax	€ million	17,096	23,509	16,060	5,222	7,118	9,627	10,675	9,665	9,224	8,707
Return on sales (earnings before tax/revenues)	%	11.0	16.5	14.4	5.3	6.8	9.9	10.9	10.3	10.0	10.8
Income taxes	€ million	4,931	4,927	3,597	1,365	2,140	2,530	2,000	2,755	2,828	2,890
Effective tax rate	%	28.8	21.0	22.4	26.1	30.1	26.3	18.7	28.5	30.7	33.2
Net profit for the year	€ million	12,165	18,582	12,463	3,857	5,022	7,064	8,675	6,910	6,396	5,817

		2023	2022	2021	2020	2019	2018 <sup>1</sup>	2017	2016	2015	2014
<b>BALANCE SHEET</b>											
Non-current assets	€ million	155,918	154,722	143,354	134,851	137,404	124,202	121,964	121,671	110,343	97,959
Current assets	€ million	94,972	92,204	86,173	81,807	90,630	84,736	73,542	66,864	61,831	56,844
Capital expenditure (excluding capitalised development costs)	€ million	8,836	7,791	5,012	3,922	5,650	5,029	4,688	3,731	3,826	4,601
Capital expenditure ratio (excluding capitalised development costs)	%	5.7	5.5	4.5	4.0	5.4	5.2	4.8	4.0	4.2	5.7
Equity	€ million	92,923	91,288	75,132	61,520	59,907	57,829	54,107	47,363	42,764	37,437
Equity ratio	%	37.0	37.0	32.7	28.4	26.3	27.7	27.7	25.1	24.8	24.2
Non-current provisions and liabilities	€ million	70,966	71,217	77,929	83,175	85,502	79,698	69,634	73,183	63,819	58,288
Current provisions and liabilities	€ million	87,001	84,421	76,466	71,963	82,625	71,411	71,765	67,989	65,591	59,078
Balance sheet total	€ million	250,890	246,926	229,527	216,658	228,034	208,938	195,506	188,535	172,174	154,803
<b>CASH FLOW STATEMENT</b>											
Cash and cash equivalents at balance sheet date	€ million	17,327	16,870	16,009	13,537	12,036	10,979	9,039	7,880	6,122	7,688
Free cash flow Automotive segment	€ million	6,942	11,071	6,354	3,395	2,567	2,713	4,459	5,792	5,404	3,481
<b>PERSONNEL</b>											
Workforce at year-end <sup>2</sup>		154,950	149,475	118,909	120,726	126,016	134,682	129,932	124,729	122,244	116,324
Personnel cost per employee <sup>2</sup>	€	96,778	94,952	103,569	99,647	98,901	101,178	100,760	99,575	97,136	92,337
<b>DIVIDEND</b>											
Dividend total	€ million	3,802 <sup>3</sup>	5,481	3,827	1,253	1,646	2,303	2,630	2,300	2,102	1,904
Dividend per share of common stock/preferred stock	€	6.00 / 6.02 <sup>3</sup>	8.50 / 8.52	5.80 / 5.82	1.90 / 1.92	2.50 / 2.52	3.50 / 3.52	4.00 / 4.02	3.50 / 3.52	3.20 / 3.22	2.90 / 2.92

<sup>1</sup> The 2018 figures were adjusted due to the change in accounting policy in conjunction with the adoption of IFRS 16 (see Annual Report 2019, note 6 to the Group Financial Statements). In addition, prior year figures were adjusted due to changes in the presentation of selected items that are of minor importance overall.

<sup>2</sup> Since the reporting year 2020, a new definition for workforce size has been applied (see [Glossary](#)). To enable better comparability, the value for 2019 was adjusted accordingly (2019 before adjustment: 133,778 employees). For the timeframe including and prior to 2018, the share of the employees that are no longer reflected in reporting is about 7.5-8.0%.

<sup>3</sup> Proposal by management. The dividend total may change before the date of the Annual General Meeting due to the share buyback and a resulting change in the number of shares entitled to receive a dividend.