

# BMW GROUP

## INVESTOR PRESENTATION

MAY 2020

**BMW  
GROUP**



**Rolls-Royce**  
Motor Cars Limited



# DYNAMIC STRATEGY. AN ONGOING TASK.

**BMW GROUP  
STRATEGY**



## **POSITION.**

WHAT do we stand for?

## **DIRECTION.**

WHAT drives us?

## **STRATEGIC APPROACH.**

WHERE do we want to go?

## **COOPERATION**

HOW do we achieve our goals?

# BMW GROUP STRATEGY.

## WHAT do we stand for? POSITION.

We take on business, environmental and societal challenges.

## WHAT drives us? DIRECTION

We offer inspiring premium products for individual mobility. Today and for future generations.

BMW GROUP  
STRATEGY



## WHERE do we want to go? STRATEGIC APPROACH.

We focus on our customers and fulfil their diverse needs worldwide.

## HOW do we achieve our goals? COOPERATION.

We deliver top performance. Each of us makes a contribution, based on our values.

# POWER OF CHOICE.

OUR CUSTOMERS DECIDE WHAT IS RIGHT FOR THEIR NEEDS.



**BMW X3.** PETROL & DIESEL.



**BMW X3 xDRIVE 30e.**



**BMW iX3.**

VARIETY OF DRIVE TRAINS IN THE BMW X3.

# BMW i. FROM “BORN ELECTRIC”. TO “ONE PLATFORM SERVES ALL”.

**2013**  
“BORN ELECTRIC”.

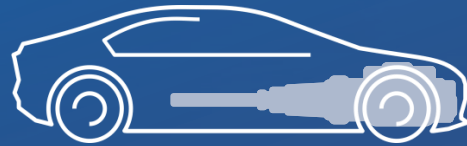


FROM  
**2021** ON.



**ONE PLATFORM  
FITS ALL POWERTRAIN  
DERIVATIVES ...**

COMBUSTION ENGINE.



PLUG-IN HYBRID.



PURE ELECTRIC.



# OUR CLEAR ROADMAP.

AT LEAST 25 ELECTRIFIED MODELS BY 2023 INCLUDING AT LEAST 13 FULLY ELECTRIC CARS.  
BY THE END OF 2020 THE BMW GROUP WILL HAVE AT LEAST 12 PHEVS BASIC MODELS AVAILABLE.

## FULLY ELECTRIC.



BMW i3  
60 Ah / 22 kWh



BMW i3  
94 Ah/33 kWh



BMW i3, BMW i3s  
94 Ah/33 kWh



BMW i3, BMW i3s  
120 Ah/42 kWh



MINI Electric



BMW iX3\*



BMW i4\*



BMW iNEXT\*

2013

2014

2015

2016

2017

2018

2019

2020

2021

2022

2023



BMW i8 Coupe



BMW X5  
xDrive40e



BMW 740e,  
Le, Le xDrive



BMW X1 xDrive  
25Le (CN only)



BMW i8 Roadster



BMW 745e,  
Le, Le xDrive



BMW 330e



BMW X1 xDrive25e



BMW 530  
Le China



BMW 330e



BMW 530e



BMW i8 Coupé



BMW 225xe



BMW 530e, xDrive



BMW 330e xDrive Touring



BMW 225xe



MINI Cooper S E  
Countryman ALL4



BMW 530Le  
(CN only)



BMW X3 xDrive30e



BMW X5  
xDrive45e



BMW X2 xDrive25e



BMW X1 xDrive 25Le (CN only)

## PLUG-IN HYBRID.

# E-MOBILITY WITHOUT COMPROMISE. BMW CONCEPT i4.

## **BMW i4 (2021).**

UP TO 600 KM RANGE  
(BASED ON WLTP).

UP TO 530 HP.

5<sup>TH</sup> GENERATION BMW eDRIVE  
WITHOUT ANY RARE EARTHS.

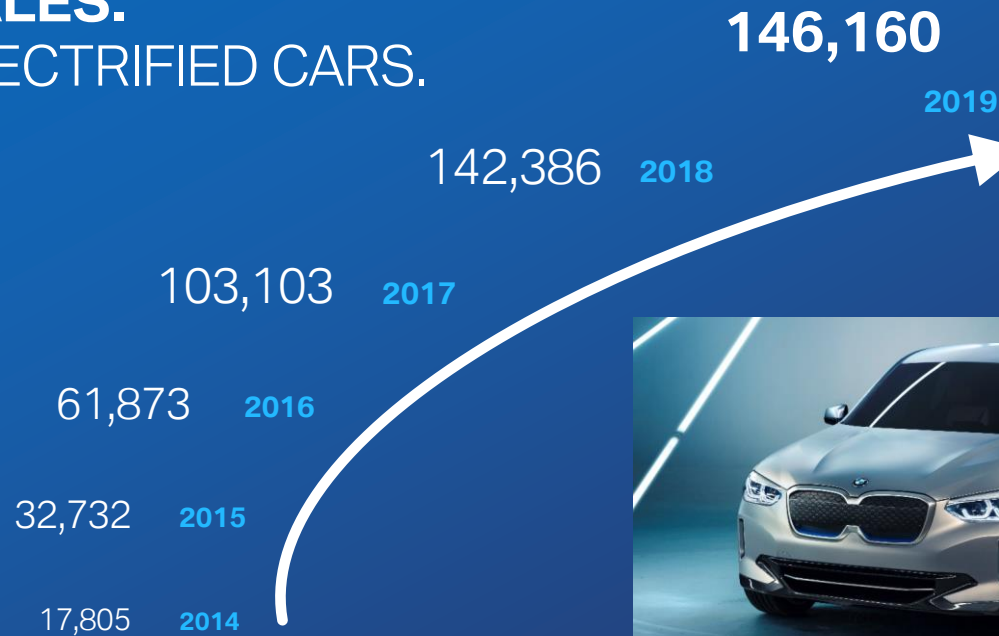
BUILT IN MUNICH.



# LEADING PROVIDER OF ELECTRIFIED CARS.

MORE THAN 146,000 UNITS SOLD IN 2019. ONE MILLION ON THE ROAD BY THE END OF 2021.

## SALES. ELECTRIFIED CARS.



END OF 2021  
**1 MILLION**  
ON THE ROAD.

END OF 2019  
**500,000**  
ON THE ROAD. ✓

EV (BEV + PHEV) SALES YTD Q1 2020:  
30,692 (+13.9%)

# ELECTRIFIED VEHICLES.

ONE MILLION ON THE ROAD GLOBALLY BY THE END OF 2021.

## ROADMAP

### EUROPEAN NEW VEHICLE FLEET.

2030

50% ELECTRIFIED.

2025

33% ELECTRIFIED.

2021

25% ELECTRIFIED.

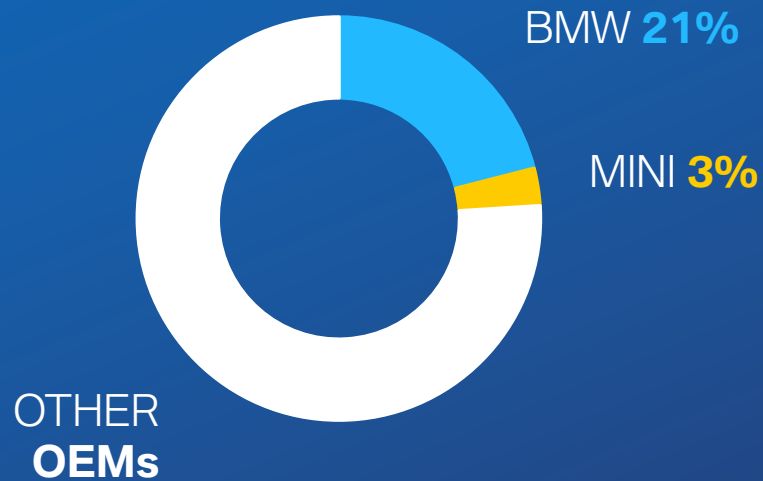


## EUROPEAN SALES YTD MARCH.

23% INCREASE ON PREVIOUS YEAR.  
10% ELECTRIFIED.

# BMW IS THE MARKET LEADER FOR ELECTRIFIED VEHICLES IN GERMANY.

**BEV & PHEV MARKET SHARE 2019.**  
GERMANY.

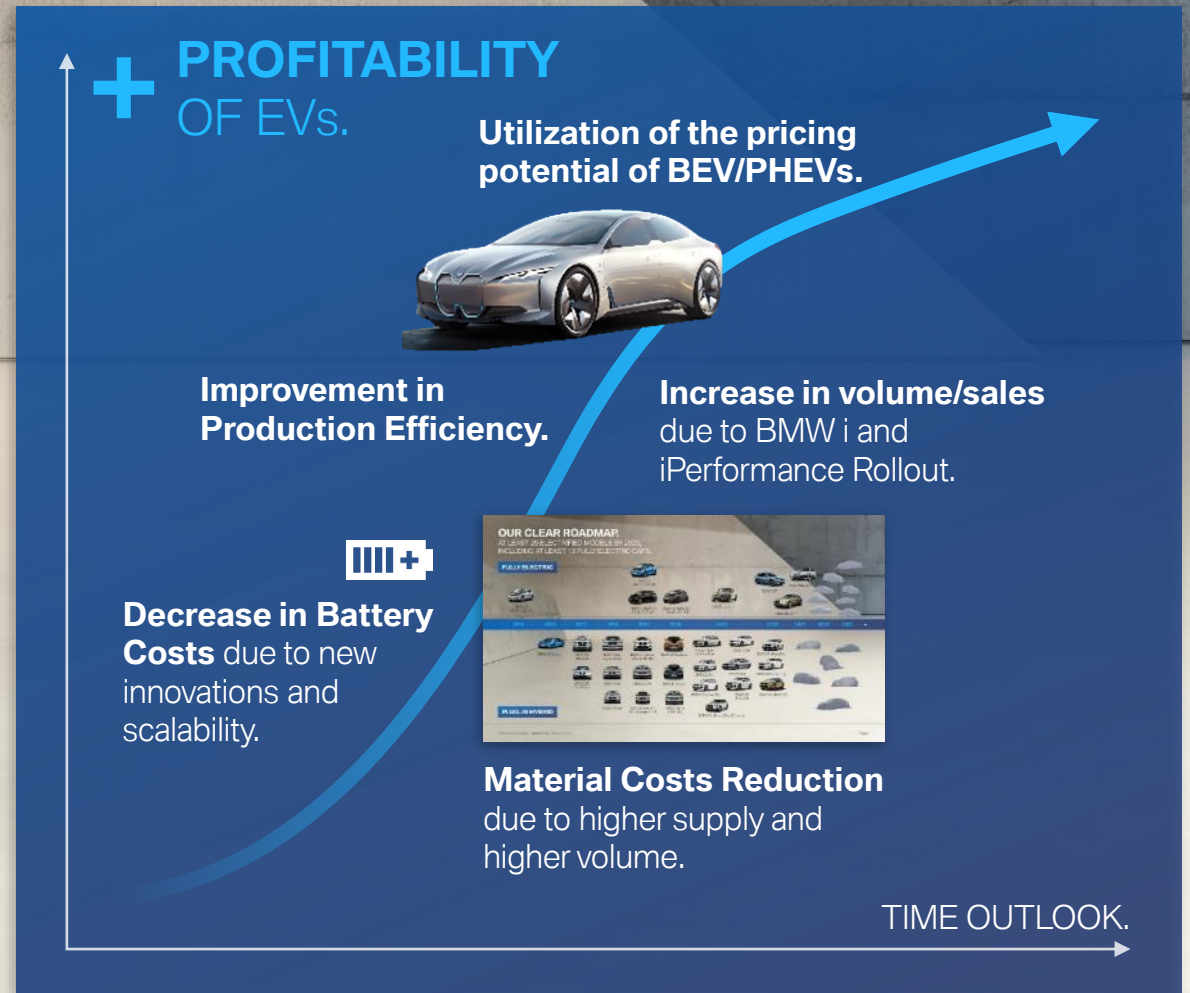
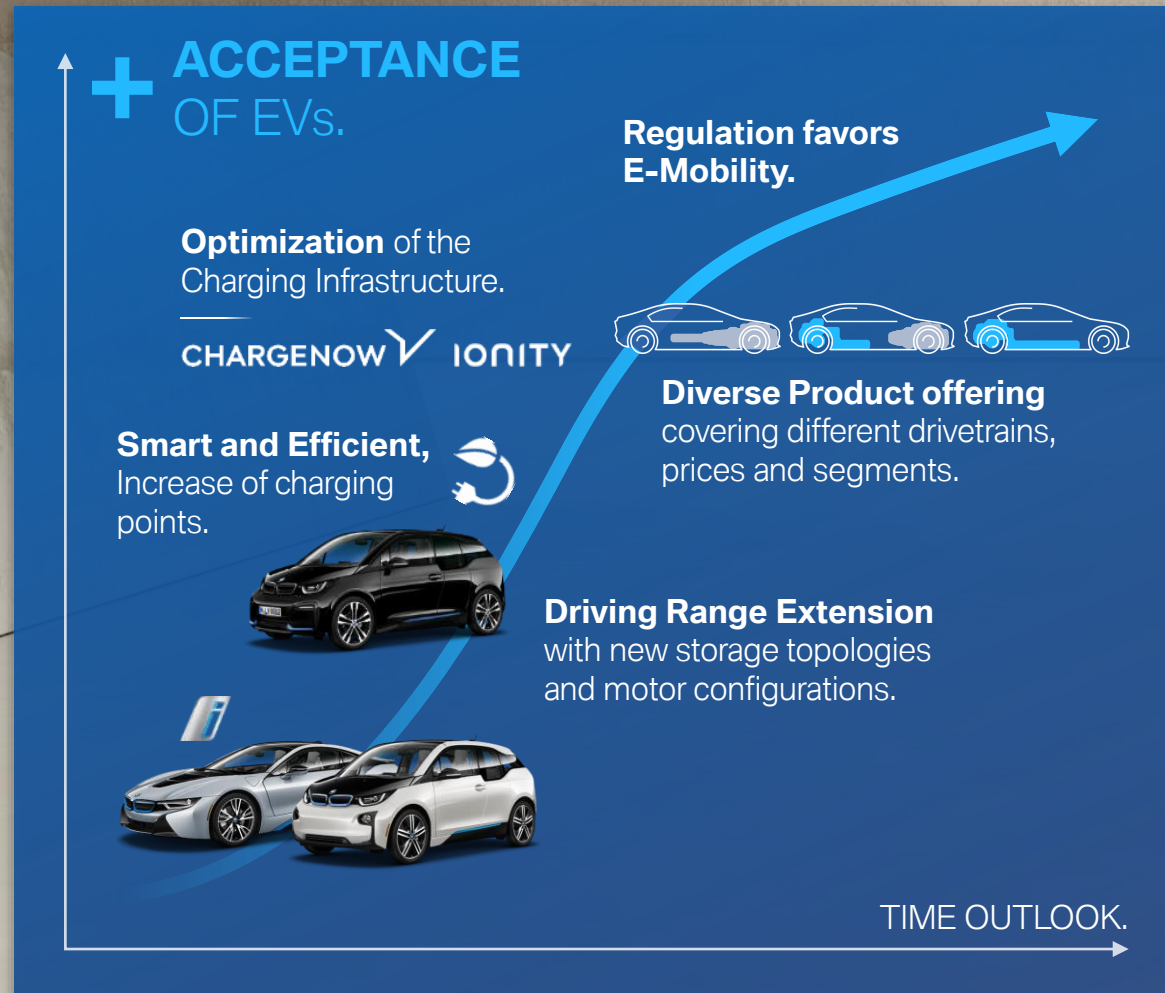


**BEV & PHEV SEGMENT SHARE 2019.**  
EU-28 PLUS NORWAY.



END OF 2019. OVER 330,000 BMW GROUP PLUG-IN-HYBRID MODELS ON THE ROAD.

# WHAT WILL DRIVE ACCEPTANCE AND PROFITABILITY OF E-MOBILITY GOING FORWARD ...



# SUSTAINABILITY. HOLISTIC APPROACH.

## SUSTAINABLE PRODUCTION.

- External electricity sourcing 100% renewable.
- CO2-emissions: -60% since 2006.

## SUSTAINABILITY IN THE SUPPLY CHAIN.

- Direct sourcing of Cobalt/Lithium.
- No rare earth materials in electric motors (Gen5).

## HOLISTIC APPROACH.



## VEHICLE EMISSIONS.







- CO2-emissions EU-fleet: -50% by end of 2020 (vs. 1995).
- 12 electrified models on offer, >500,000 xEVs delivered to customers.

## CONSISTENT RECYCLING.

- All vehicles 95% recyclable.
- Up to 20% of plastics in vehicles are made from recycled material.

# SUSTAINABILITY IS FULLY INTEGRATED IN THE BMW GROUP AND LEADS TO TOP RATINGS.

## TOP RATINGS.

|  |  |   |   |  |  |
|--|--|---|---|--|--|
| <p><b>DOW JONES SUSTAINABILITY INDICES.</b></p> <p>The BMW Group is the only company in the automotive industry continuously listed on the index since the very beginning.</p> <p>MEMBER OF<br/>Dow Jones Sustainability Indices<br/>in collaboration with </p> | <p><b>MSCI ESG.</b></p> <p>BMW's A-rating remains unchanged since August, 2017.</p> <p></p> | <p><b>CARBON DISCLOSURE PROJECT.</b></p> <p>In 2019, the BMW Group was ranked in the category Leadership with a A- rating.</p> <p></p> | <p><b>FTSE4GOOD.</b></p> <p>Listed in the FTSE4Good Index.</p> <p></p> | <p><b>ISS ESG.</b></p> <p>Corporate ESG Performance: Prime.</p> <p></p> | <p><b>SUSTAINALYTICS.</b></p> <p>Overall ESG Score: Leader.</p> <p></p> |
|--|--|---|---|--|--|

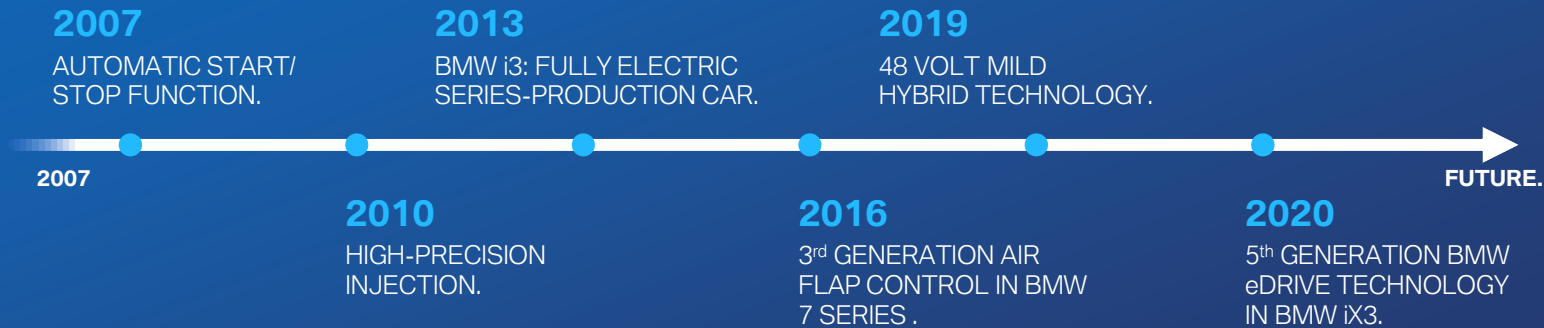
## MILESTONES.

| 1973  | 2000  | 2009  | TODAY   |
|---|---|---|---|
| First environmental manager in the automotive industry. | Executive Board resolution "Sustainability is a guiding principle of the BMW Group's corporate strategy." | Establishment of Sustainability Circle and Board. Corporate sustainability is declared as corporate target. | Sustainability is fully integrated across the whole value chain and part of divisional targets. |

# EFFICIENT DYNAMICS.

## ACTIVE CLIMATE PROTECTION SINCE 2007.

### EFFICIENT DYNAMICS. MILESTONES.

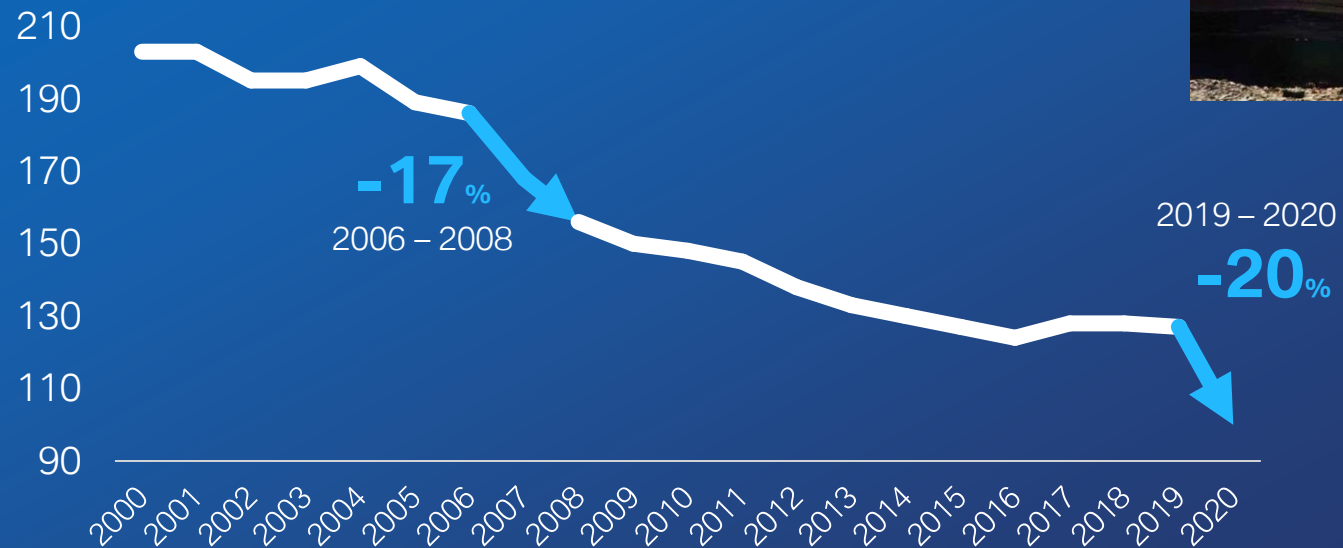


# CO<sub>2</sub> COMPLIANCE.

WE WILL REACH OUR EU TARGETS FOR 2020 AND 2021.

## CO<sub>2</sub>-EMISSIONS.

New passenger cars [g CO<sub>2</sub> / km].



# BMW CONSIDERS THE TOTAL VALUE CHAIN OF BATTERY CELL. FROM CRADLE TO GRAVE.



## RAW MATERIALS AND REFINING.

Environmental  
and social standards.

Raw material optimized  
for chemistry design.

Use of recycled  
raw materials.

Securing raw  
material supply.



## CELL DESIGN AND PRODUCTION.

Optimized performance/  
costs based on BMW Group  
application.

Securing production  
capacity.

Reduction  
CO<sub>2</sub> footprint.



## BATTERY “2<sup>ND</sup> LIFE”.

Cell/module/  
pack design.

Application on  
BMW Group sites.

Business Models  
to secure markets.



## RECYCLING.

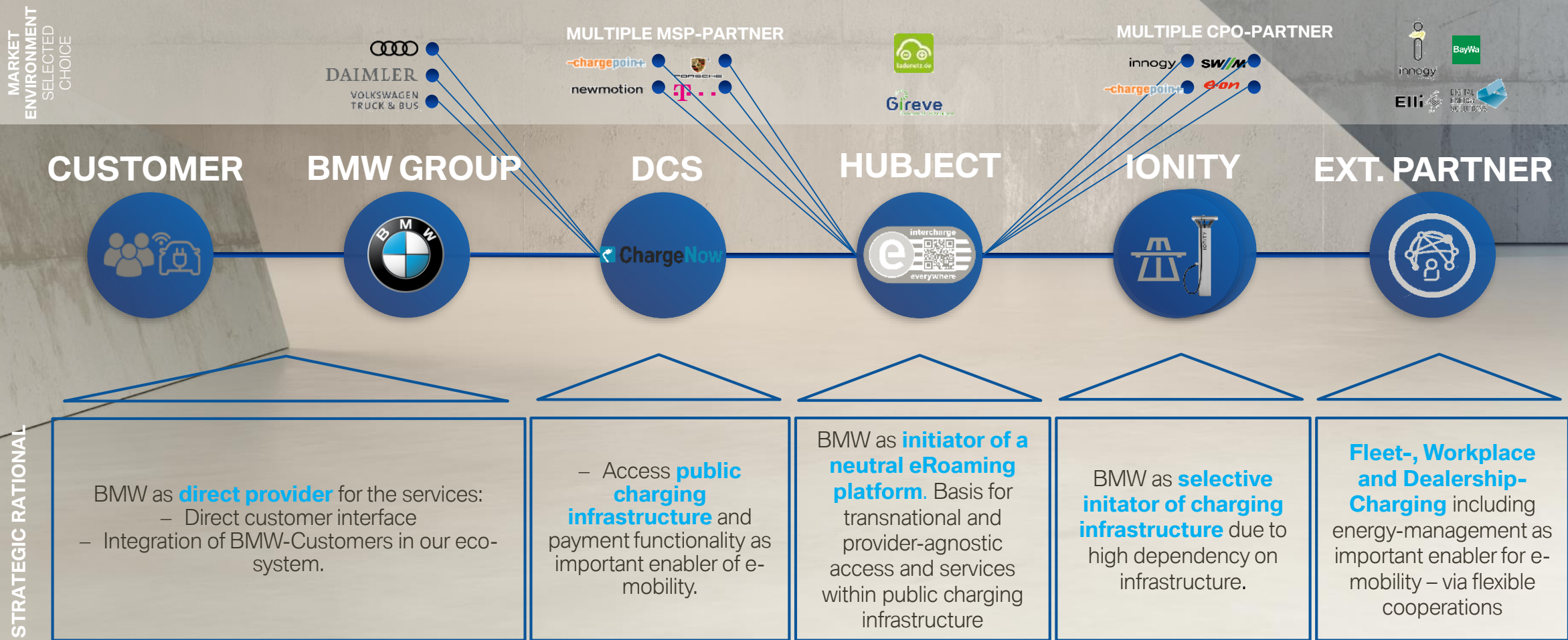
Cell/module/pack design  
to foster recyclability.

Development of recycling  
processes with ability  
to close material loops.

Securing recycling  
capacities.

# BMW VALUE CHAIN CHARGING.

## A HOLISTIC APPROACH.



**BMW AS HOLISTIC INITIATOR OF SERVICES THROUGHOUT THE ENTIRE VALUE CHAIN OF CHARGING TO GAIN AN EXCELLENT CUSTOMER EXPERIENCE.**

# SYSTEM INTEGRATION. MASTERING COMPLEXITY.

DESIGN.

SAFETY.

PRODUCING  
11,000 CARS PER DAY.

4,500 SUPPLIER LOCATIONS.

THOUSANDS  
OF PARTS PER VEHICLE.

HIGH QUALITY AND PRECISION.

CUSTOMIZABLE.

FLEXIBLE  
FOR CUSTOMER DEMAND.

COMPETITIVE PRICING.

PROFITABLE.



MANAGING MILLIONS OF  
CUSTOMERS  
IN SALES, FINANCIAL SERVICES  
AND AFTERSALES.

4,800 DEALERS  
IN 160 COUNTRIES.

IN COMPLIANCE  
WITH REGULATION.

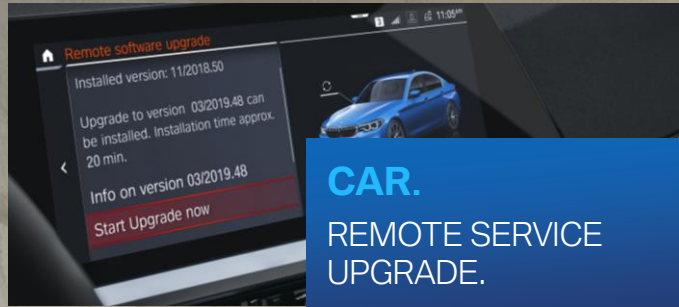
ELECTRIFIED AND  
EFFICIENT CONVENTIONAL ENGINES.

AUTOMATED DRIVING.

DIGITAL SERVICES  
AND INTERFACES.

ECO-FRIENDLY IN  
PRODUCTION AND OPERATION.

# DIGITAL SOLUTIONS. INNOVATIVE AND EFFECTIVE USE CASES.



## **CAR.**

REMOTE SERVICE  
UPGRADE.



## **PRODUCTION.**

ARTIFICIAL  
INTELLIGENCE  
APPLICATIONS.



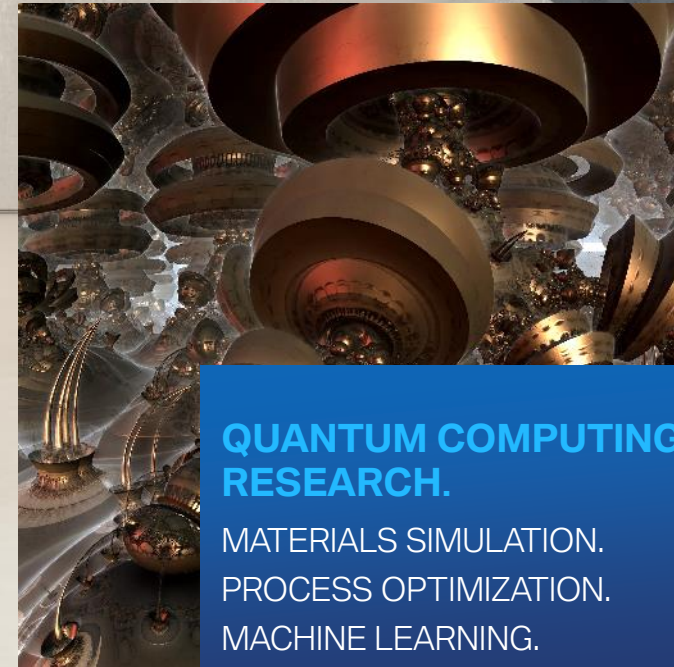
## **PURCHASING.**

RETRACEABILITY  
BY BLOCKCHAIN.



## **FINANCIAL SERVICES.**

100% DIGITAL  
PROCESSES.



## **QUANTUM COMPUTING RESEARCH.**

MATERIALS SIMULATION.  
PROCESS OPTIMIZATION.  
MACHINE LEARNING.

# YOUR NOW JOINT VENTURE. THE "MOBILITY POWERHOUSE" WITH A SIGNIFICANT END CUSTOMER BASE AND COVERAGE WORLDWIDE.

588 MIO. TRANSACTIONS.

>90 MIO. CUSTOMERS.

3.8 BN. GMV RUN RATE.

DAIMLER

BMW  
GROUP

|                             | SHARENOW ✓  |  |  | FREE NOW ✓ & REACH NOW ✓  |  | PARK NOW ✓ & CHARGE NOW ✓   |  | GMV RR***<br>in billions €<br>n/a   |   |                |
|-----------------------------|---|--|--|---|--|---|--|---|---|----------------|
|                             |  |  |  |      |  |   |  |     |   | YTD<br>Q1 2020 |
| CUSTOMERS**<br>in millions  | 2.7   |  |  | 45.4  |  | 10.0  |  | 39.8*   | 0.06  | 98.0           |
| INTERACTIONS<br>in millions | 5.6   |  |  | 77.6  |  | 7.1   |  | 57.2*   | 0.14  | 148            |
| CITIES**                    | 16  |  |  | 151   |  | 19  |  | >1,000*   | n/a   | >1,000         |

\* For U.S. entity of PARK NOW, March 2020 figures estimated

\*\* Partially, customer data summation w/o consideration of possible redundancies.

\*\*\* Due to current uncertain situation not applicable to estimate FY 2020 value.

# THE ROAD TO AUTONOMOUS DRIVING.

200,000  
TB OF DATA.



1,800  
EXPERT DEVELOPERS.



23,000 m<sup>2</sup>  
IS THE AREA.



240,000,000  
TEST KILOMETERS.



QUANTITY?  
NO, QUALITY.

## ON THE ROAD WITH AUTONOMOUS DRIVING. THE BMW PERSONAL COPILOT TECHNOLOGY.

”  
BY YOUR SIDE,  
WHEN YOU  
DECIDE.



INTELLIGENT DRIVING.



INTELLIGENT PARKING.



INTELLIGENT SAFETY.

# THE BMW GROUP USES INDUSTRY & CROSS-INDUSTRY COOPERATION TO PREPARE ITSELF FOR FUTURE TECHNOLOGIES AND BUSINESS OPPORTUNITIES.

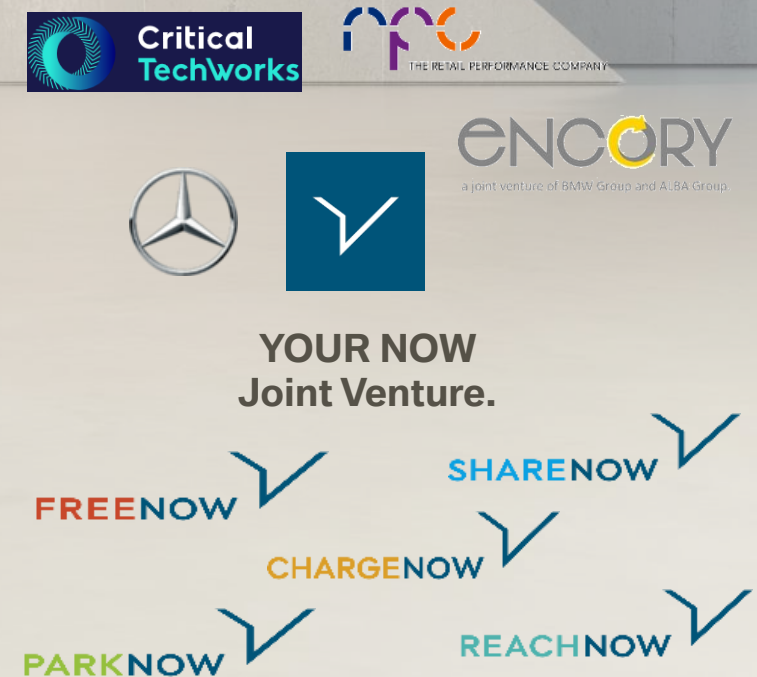
## ELECTRIFICATION AND CELL TECH



## AUTONOMOUS DRIVING



## DIGITAL & MOBILITY SERVICES



# VERY ATTRACTIVE AND FRESH LINE UP OF THE X FAMILY SUPPORTS GROWTH AND PRODUCT MIX.



BMW X1



BMW X2



BMW X3



BMW X4



BMW X5

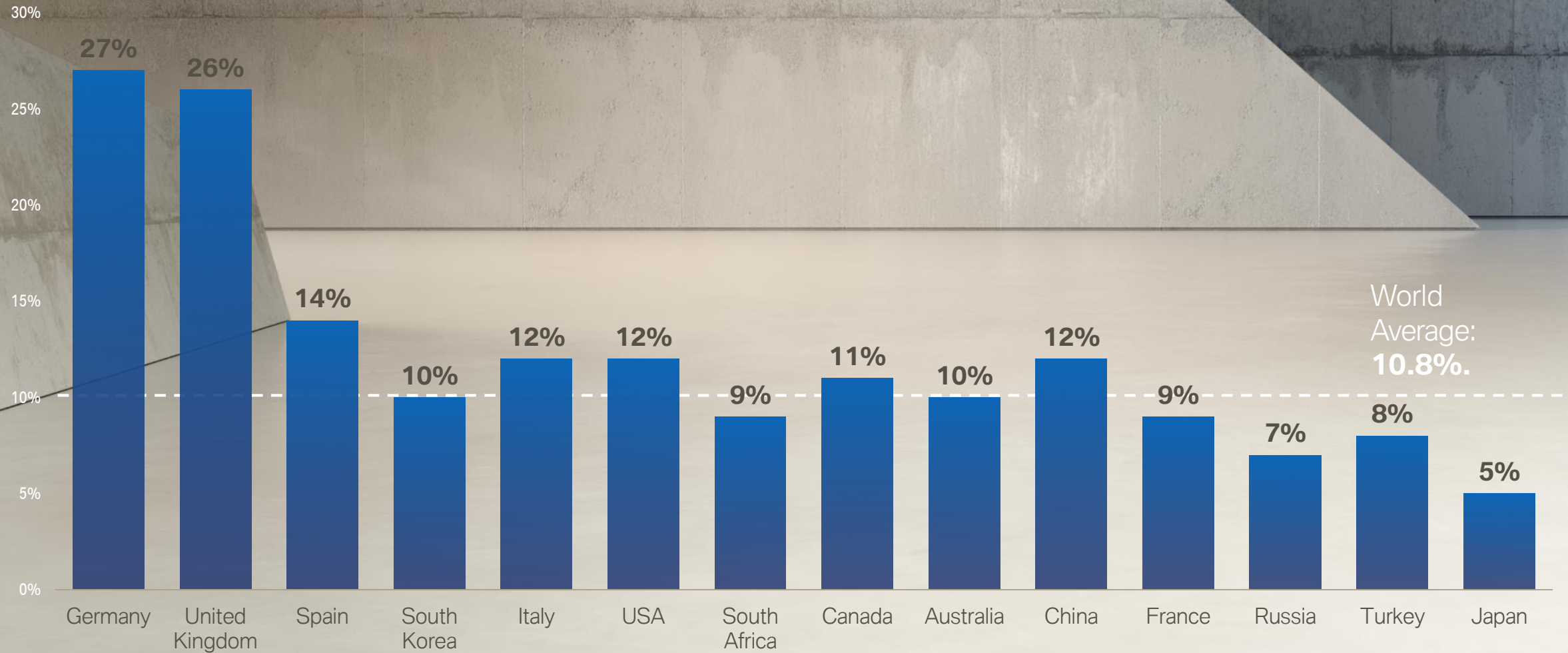


BMW X6



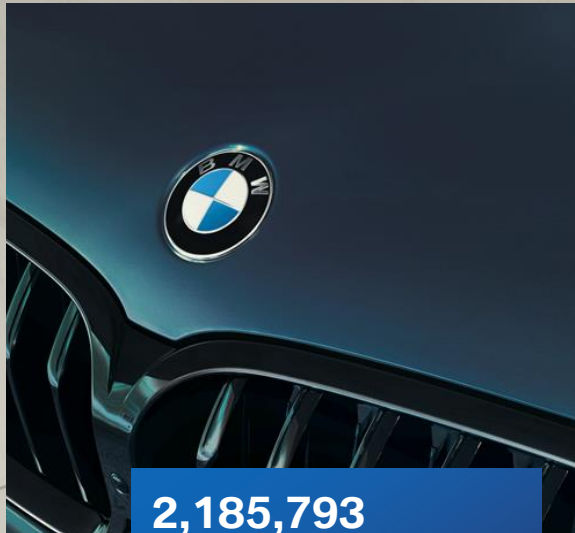
BMW X7

# PREMIUM SEGMENT SHARE OF TOTAL MARKET 2020.

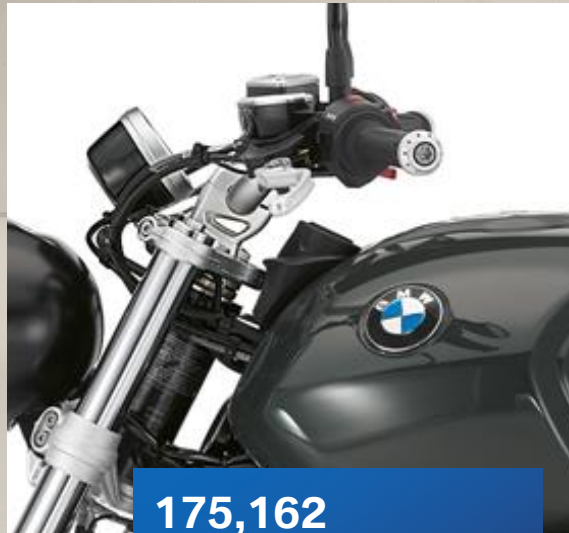


# THE WORLD'S LEADING PREMIUM CAR COMPANY.

BMW, ROLLS-ROYCE AND BMW MOTORRAD POST NEW ALL-TIME HIGHS IN 2019.



**2,185,793**  
+3.3%



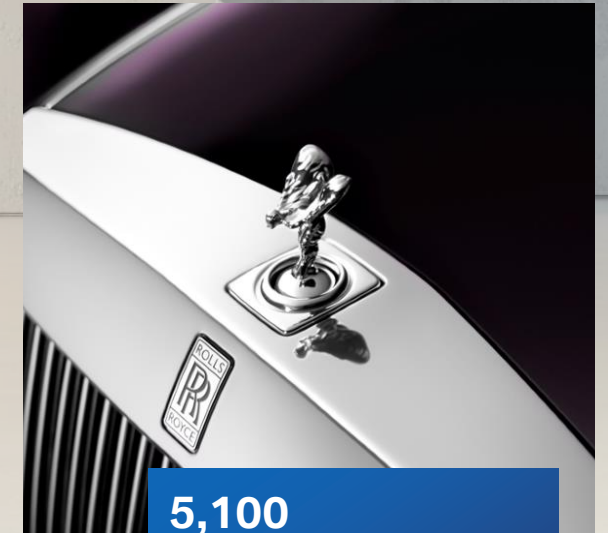
**175,162**  
+5.8%



**BMW  
MOTORRAD**



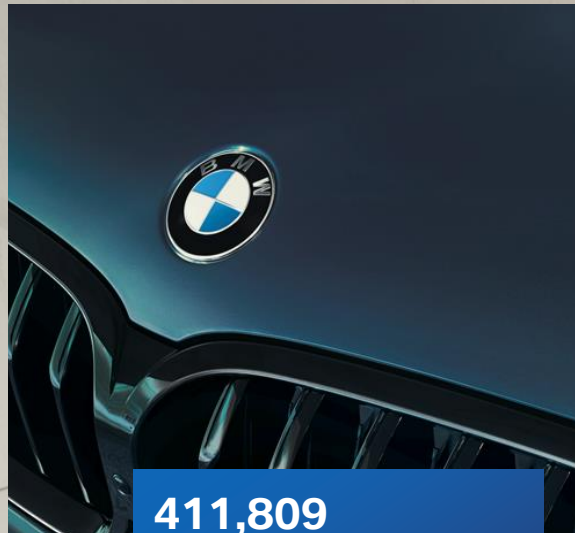
**347,474**  
-4.6%



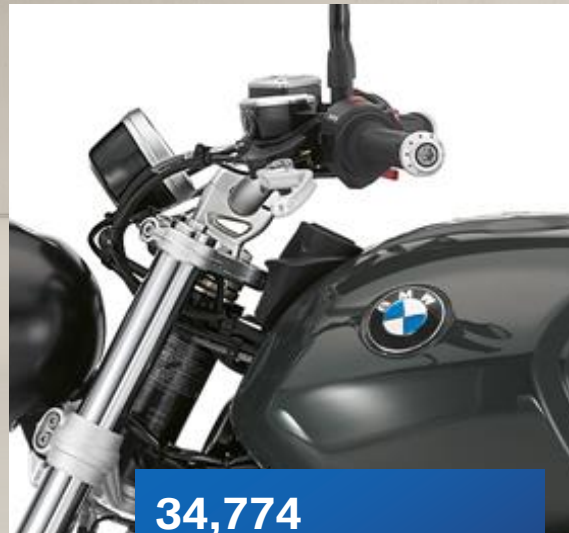
**5,100**  
+21.6%



# BMW, ROLLS-ROYCE AND BMW MOTORRAD DELIVERIES IN Q1 2020. DECREASE DUE TO CORONAVIRUS PANDEMIC.



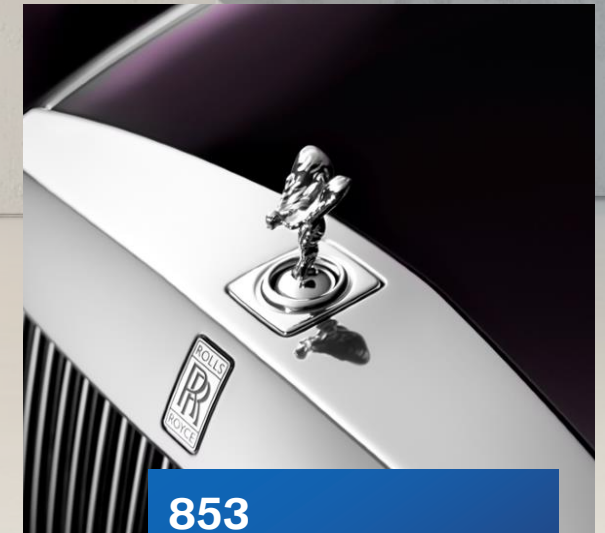
**411,809**  
-20.1%



**34,774**  
-9.9%



**64,449**  
-23.4%

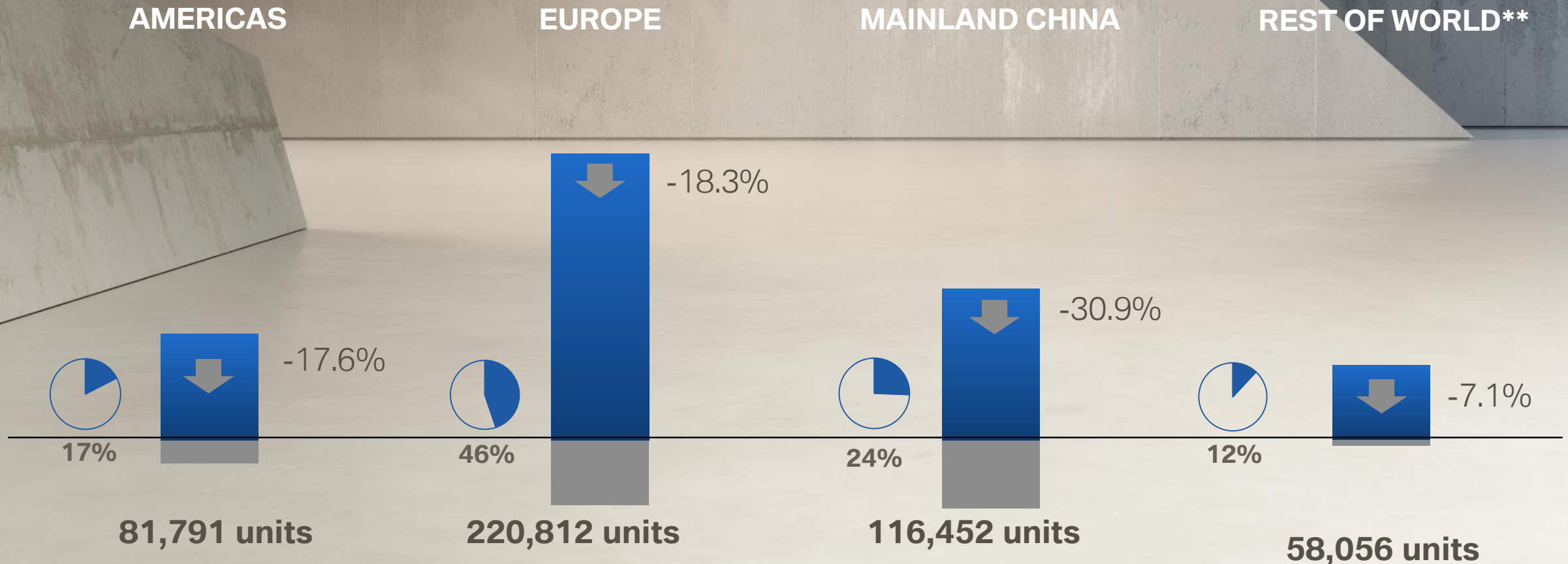


**853**  
-27.2%



# BMW GROUP AUTOMOTIVE.

SIGNIFICANT DECREASE IN DELIVERIES IN Q1 2020 DUE TO CORONAVIRUS PANDEMIC.



# BMW GROUP AUTOMOTIVE MAJOR MARKETS.

## DELIVERIES TO CUSTOMERS Q1 2020.

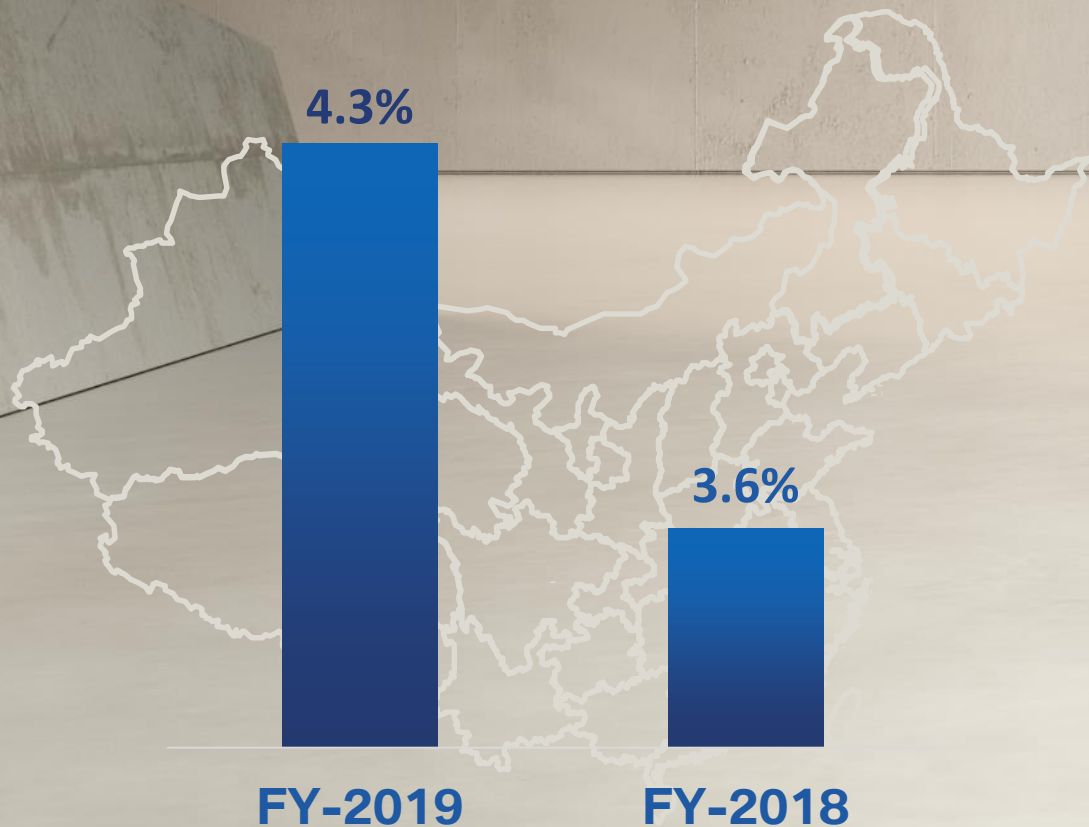
| Deliveries of automobiles* |                          | Q1 2020        | Q1 2019        | Change in %   |
|----------------------------|--------------------------|----------------|----------------|---------------|
| <b>Europe</b>              |                          | <b>220,812</b> | 270,393        | -18.3%        |
| thereof                    | Germany                  | <b>67,882</b>  | 74,632         | -9.0%         |
|                            | Great Britain            | <b>44,408</b>  | 62,254         | -28.7%        |
| <b>Americas</b>            |                          | <b>81,791</b>  | 99,320         | -17.6%        |
| thereof                    | USA                      | <b>64,692</b>  | 78,299         | -17.4%        |
| <b>Asia</b>                |                          | <b>162,604</b> | 216,932        | -25.0%        |
| thereof                    | China Mainland           | <b>116,452</b> | 168,433        | -30.9%        |
|                            | thereof BBA retail sales | <b>87,443</b>  | 128,653        | -32.0%        |
| <b>Rest of the World**</b> |                          | <b>51,709</b>  | 57,899         | -10.7%        |
| <b>Total</b>               |                          | <b>477,111</b> | <b>600,614</b> | <b>-20.6%</b> |

\*Some delivery figures have been adjusted retrospectively going back to 2015. The basis for the adjustments is a change in the methodology used to collate data for the BMW Group's most important markets (China, USA, Germany, UK, Italy and Japan). The retrospective adjustment enables better comparability.

\*\*includes Rolls Royce sales

# GROWTH IN CHINA DESPITE MARKET NORMALIZATION.

## XEV SHARE IN CHINA



6 MODELS IN LOCAL PRODUCTION &  
MORE TO COME

5 SERIES



X1



3 SERIES



1 SERIES SEDAN



X3



X2

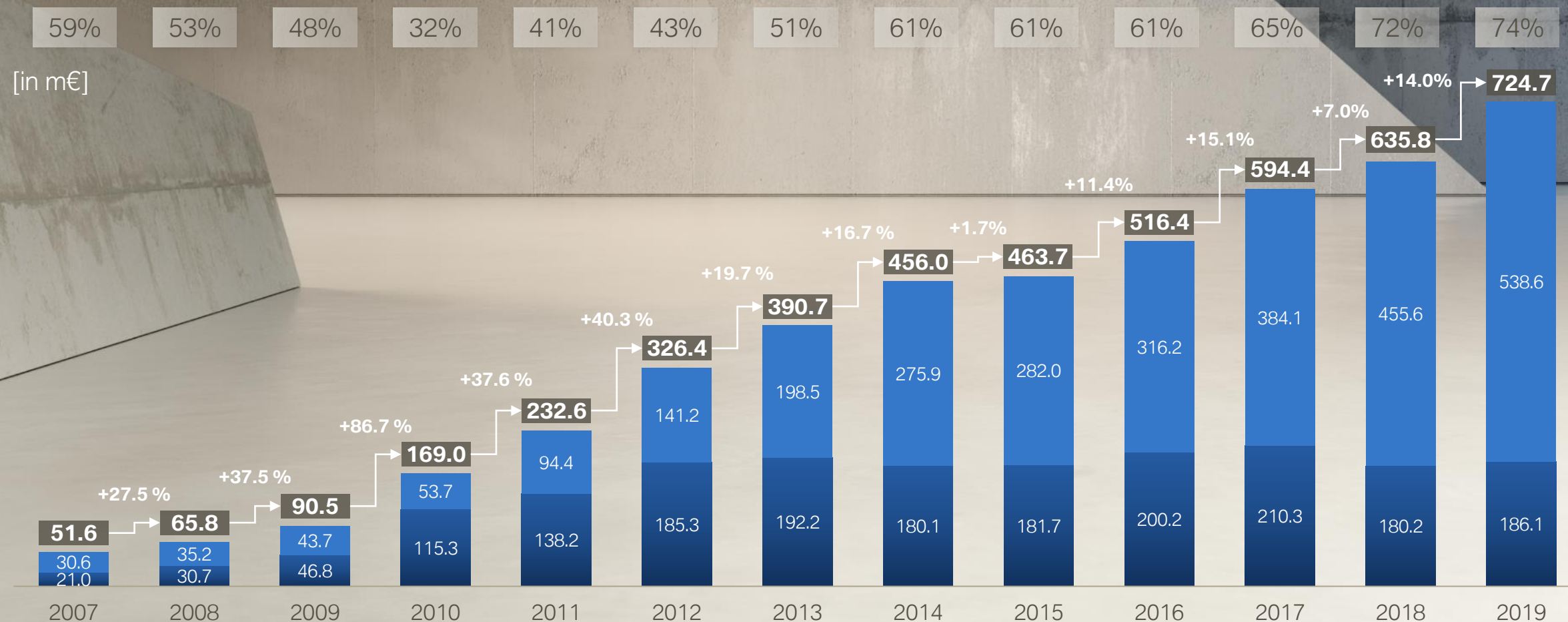


NEW MODEL



# BMW AND MINI RETAIL SALES DEVELOPMENT IN MAINLAND CHINA 2007 – 2019.

**Share of JV Sales** (through BMW Brilliance Automotive).



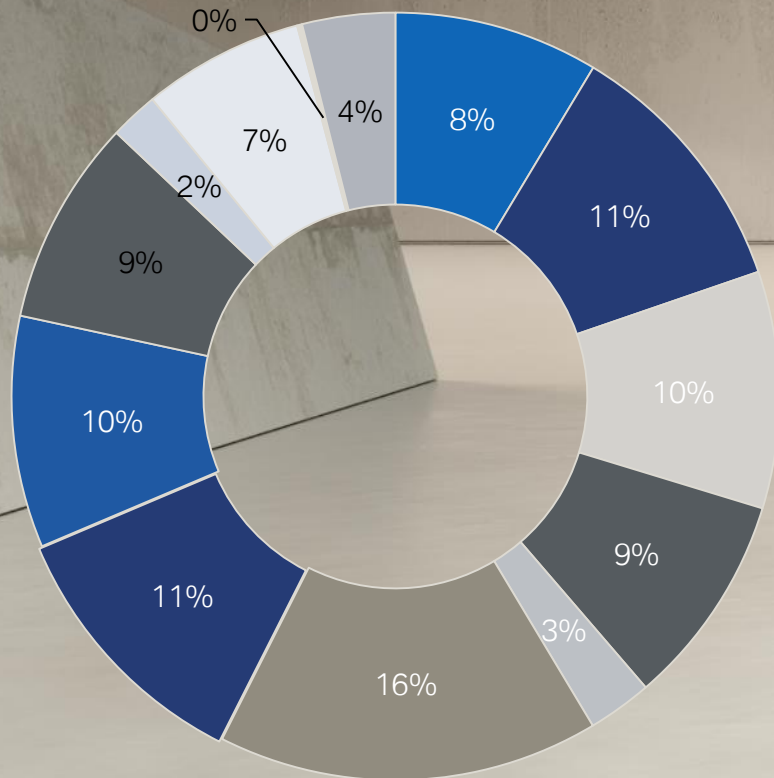
# GLOBAL PRODUCTION NETWORK

OFFERING HIGH FLEXIBILITY.

## PRODUCTION NETWORK. HIGH FLEXIBILITY.



# AUTOMOBILE PRODUCTION BY PLANT IN 2019.

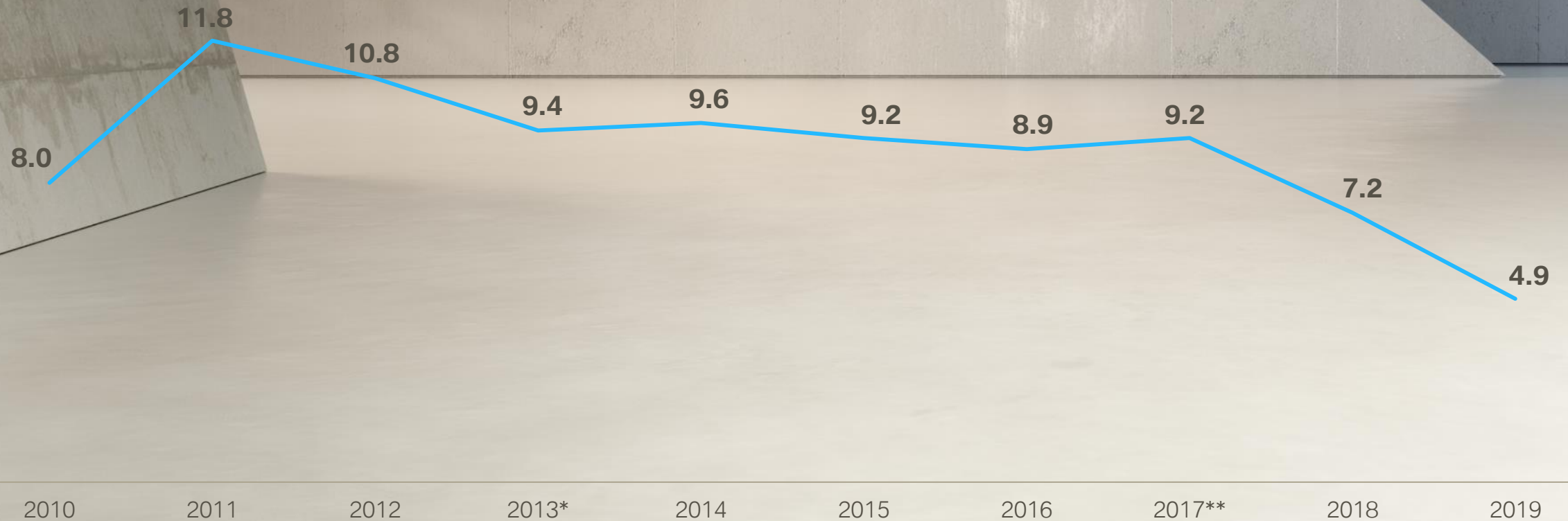


|                                  |   |                  |
|----------------------------------|---|------------------|
| Munich, Germany                  | BMW 3, 4 series                                   | 221,077          |
| Dingolfing, Germany              | BMW 3, 4, 5, 6, 7, 8 series                       | 284,907          |
| Regensburg, Germany              | BMW 1, 2, 3, 4 series, X1, X2                     | 255,804          |
| Leipzig, Germany                 | BMW 1, 2 series, i3, i8                           | 230,284          |
| Rossllyn, South Africa           | BMW 3 series, X3                                  | 69,463           |
| Spartanburg, USA                 | BMW X3, X4, X5, X6, X7                            | 411,620          |
| Dadong, China*                   | BMW 5 series, X3                                  | 286,268          |
| Tiexi, China*                    | BMW 1, 2, 3 series, X1, X2                        | 250,241          |
| Oxford, UK                       | MINI Hatch, MINI Clubman                          | 222,340          |
| Graz, Austria (Magna Steyr)**    | BMW 5 series                                      | 52,231           |
| Born, Netherlands (VDL Nedcar)** | MINI Hatch, MINI Cabrio, MINI, Countryman, BMW X1 | 174,097          |
| Goodwood, UK                     | Rolls-Royce                                       | 5,455            |
| Assembly plants                  |   | 100,238          |
| <b>Sum</b>                       |   | <b>2,564,025</b> |

# AUTOMOTIVE SEGMENT

## EBIT MARGIN.

**EBIT margin.**  
[in %]



# BMW MOTORRAD.

WIDER RANGE THAN EVER BEFORE.

## ADVENTURE



## TOUR



## SPORT



## ROADSTER



## HERITAGE

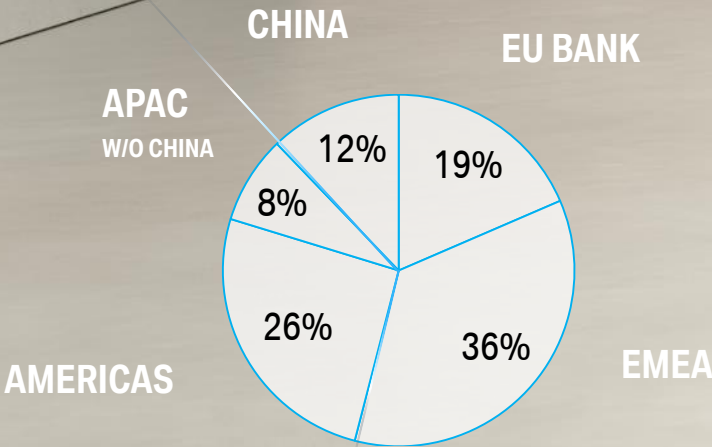


## URBAN MOBILITY



# FINANCIAL SERVICES AT A GLANCE.

Global operations in  
~60 countries.  
~5.5 million  
serviced retail contracts.



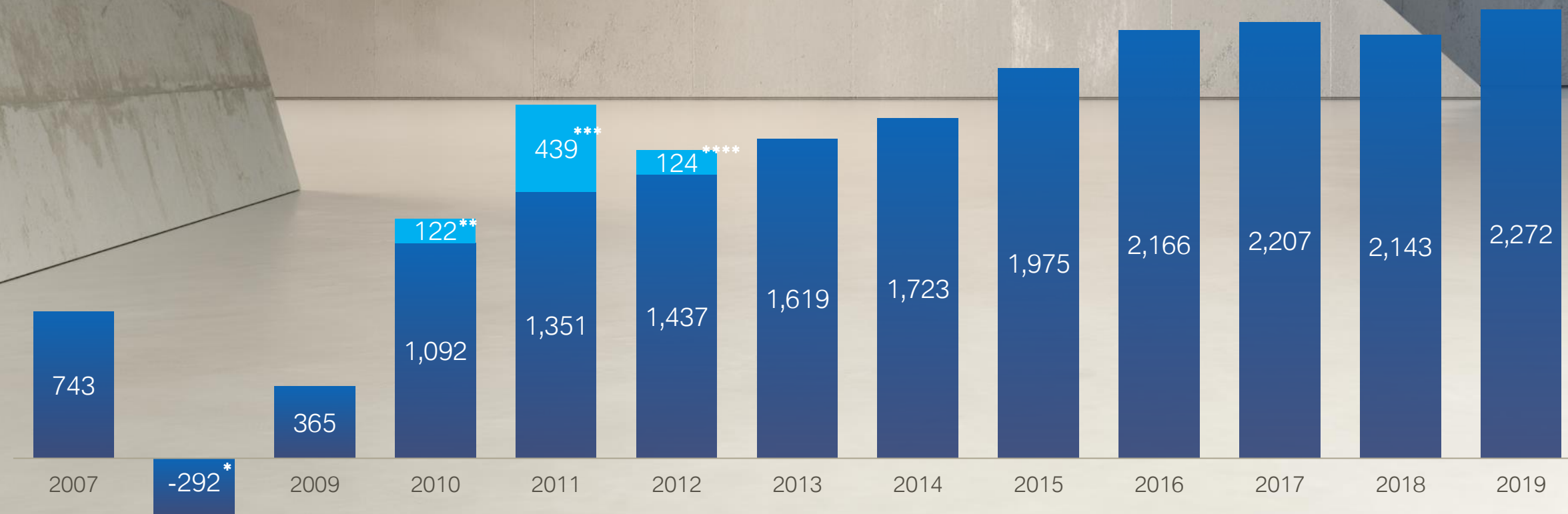
## BUSINESS LINES (PORTFOLIO SIZE).



# SIGNIFICANT CONTRIBUTION OF FINANCIAL SERVICES TO BMW GROUP PROFIT.

## Earnings before Tax (EBT) Financial Services.

[in m€]



# BMW GROUP FINANCIAL SERVICES.

## SOLID DEVELOPMENT OF CREDIT LOSS RATIO.

**Credit loss ratio.\***  
[in %]



# BMW GROUP

## FY-2019 KEY FINANCIALS.

| BMW Group                                       | FY-2019   | FY-2018*  | Change in %    |
|---|-----------|-----------|----------------|
| Earnings before tax (EBT) – Group (in m€)       | 7,118     | 9,627     | -26.1          |
| EBT margin (in %) – Group                       | 6.8       | 9.9       | -3.1% points   |
| Payout Ratio (in %) – Group                     | 32.8      | 32.0      | +0.8 % points  |
| <b>Automotive Segment</b>                       |           |           |                |
| Sales (units)                                   | 2,538,367 | 2,483,292 | +2.2           |
| Earnings before interest and tax (EBIT) (in m€) | 4,499     | 6,182     | -27.2          |
| EBIT margin (in %)                              | 4.9       | 7.2       | -2.3% points   |
| Net financial assets (m€)*                      | 17,577    | 19,488    | -10.9          |
| <b>Motorcycles Segment</b>                      |           |           |                |
| Sales (units)                                   | 175,162   | 165,566   | +5.8           |
| Earnings before interest and tax (EBIT) (in m€) | 194       | 175       | +10.9          |
| EBIT margin (in %)                              | 8.2       | 8.1       | +0.1 % points  |
| <b>Financial Services</b>                       |           |           |                |
| Earnings before tax (EBT) (in m€)               | 2,272     | 2,143     | +6.0           |
| Return on Equity (in %)                         | 15.0      | 14.8      | +0.2 % points  |
| Penetration rate (in %)                         | 52.2      | 50.1      | +2.1 % points  |
| Credit loss ratio (in %)                        | 0.26      | 0.25      | +0.01 % points |

# BMW GROUP

## Q1-2020 KEY FINANCIALS.

| BMW Group                           | Q1-2020 | Q1-2019 | Change in %  |
|-------------------------------------|---------|---------|--------------|
| Earnings before tax – Group (in m€) | 798     | 762     | 4.7          |
| EBT margin (in %) – Group           | 3.4     | 3.4     | 0.0 % points |

| Automotive Segment                              |         |         |       |
|---|---------|---------|-------|
| Sales (units)                                   | 477,111 | 600,614 | -20.6 |
| Earnings before interest and tax (EBIT) (in m€) | 229     | -310    | .     |
| EBIT margin (in %)                              | 1.3     | -1.6    | .     |

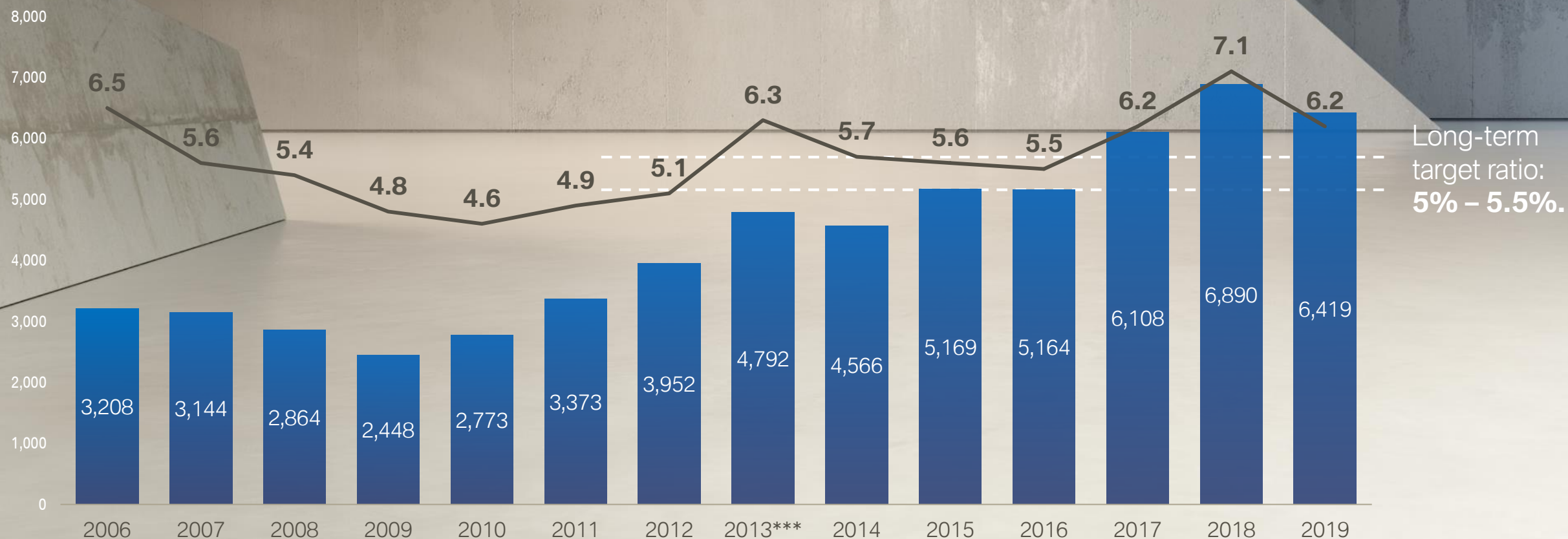
| Motorcycles Segment                             |        |        |              |
|---|--------|--------|--------------|
| Sales (units)                                   | 34,774 | 38,606 | -9.9         |
| Earnings before interest and tax (EBIT) (in m€) | 72     | 89     | -19.1        |
| EBIT margin (in %)                              | 12.9   | 15.2   | -2.3% points |

| Financial Services                |     |     |       |
|-----------------------------------|-----|-----|-------|
| Earnings before tax (EBT) (in m€) | 484 | 627 | -22.8 |

# THE BMW GROUP IS COMMITTED TO PLAYING A KEY ROLE IN TOMORROW'S MOBILITY.

**R&D Expenditure.\***  
[in m€, HGB]

**R&D Ratio.\*\***  
[in %, HGB]



# TIGHT MANAGEMENT OF CAPITAL EXPENDITURE TO ACHIEVE TARGET RATIO.

**BMW Group Capital Expenditure.\***  
[in m€]

**Capex Ratio.\*\***  
[in %]



# FREE CASH FLOW IN AUTOMOTIVE SEGMENT

## REMAINS STRONG, DESPITE SIGNIFICANTLY HIGHER INVESTMENTS.

**Free Cash Flow (Automotive).\***  
[in m€]



# PERFORMANCE > NEXT.

## IMPORTANT DECISIONS ALREADY BEING IMPLEMENTED.



### CUSTOMER AND SALES

Improvement in sales performance and optimization of customer interface based on data analytics.



### VEHICLE

Complexity and product variety reduction while maintaining customer benefit.

Accelerate the R&D process.



### PROCESS AND STRUCTURE

Optimization of indirect purchasing and material cost reduction.

Cross-functional optimization of structures and processes.



### COOPERATIONS

Project-based cooperations for opening up new opportunities.

Using industry & cross-industry cooperation to develop future technologies.

# OUTLOOK 2020.



## AUTOMOTIVE

Significant decrease in **deliveries\***

**EBIT-margin** between 0 and 3%

Significant decrease in **Fleet emissions\*\***



## MOTORCYCLES

Significant decrease in **deliveries**

**EBIT-margin** between 3 and 5%



## FINANCIAL SERVICES

Moderate decrease in **Return on Equity**



## BMW GROUP

Significant decrease in **Profit before tax**

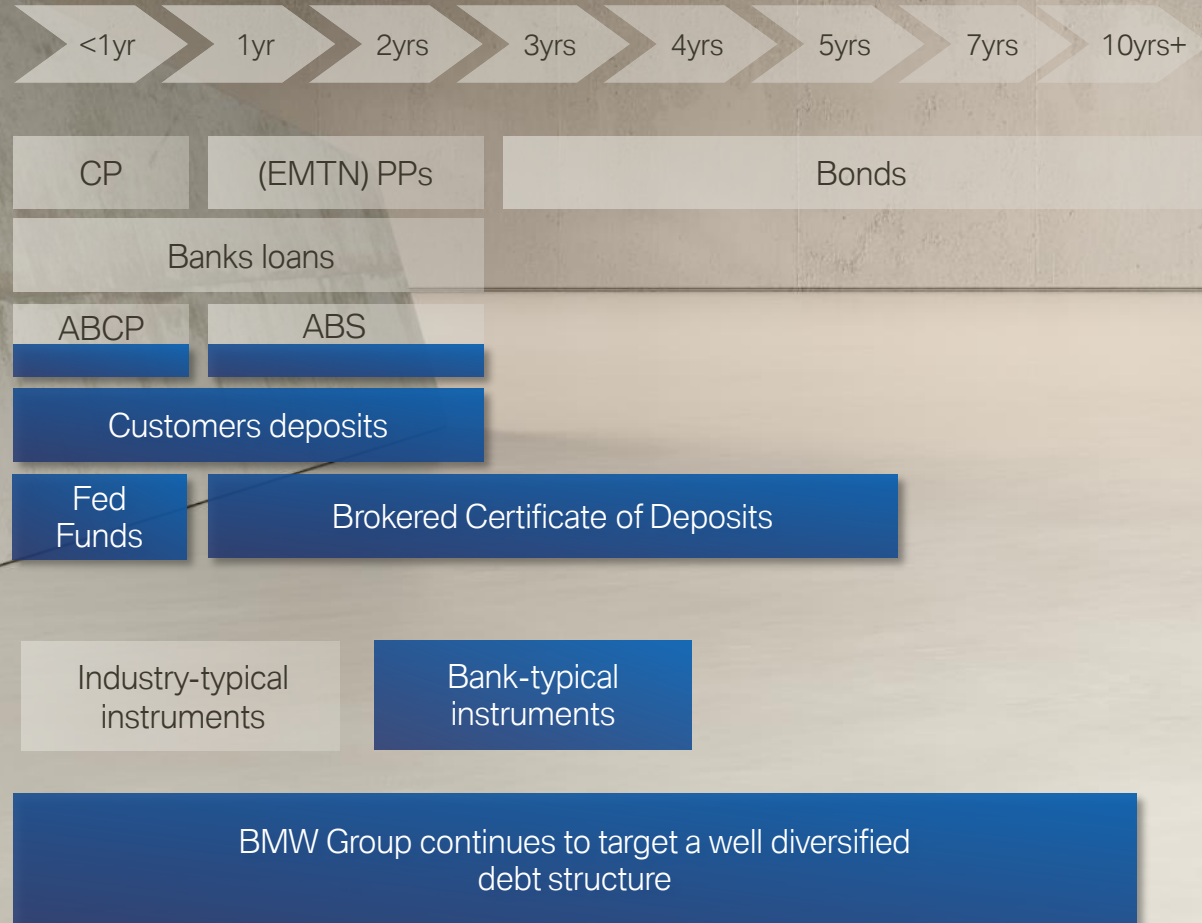
Slight decrease in **workforce at year-end**

Prior to the coronavirus outbreak, the company's planning envisaged the Automotive segment posting a slight increase in sales. The spread of the coronavirus slowed the BMW Group's worldwide vehicle sales. We now expect global sales in 2020 to be much lower than last year. In light of the negative effects of the pandemic and the assessment that deliveries in all markets would return to normal levels after a few weeks, we had published an EBIT margin target of 2% to 4% for the year as a whole by mid-March 2020. Other than assumed by mid-March 2020, we do now expect that the economic environment will only begin to stabilize in the third quarter of the year. Accordingly, we are expanding our guidance for the financial year and are expecting an EBIT margin of between 0 and 3%, with the first half of the year being affected more than H2.

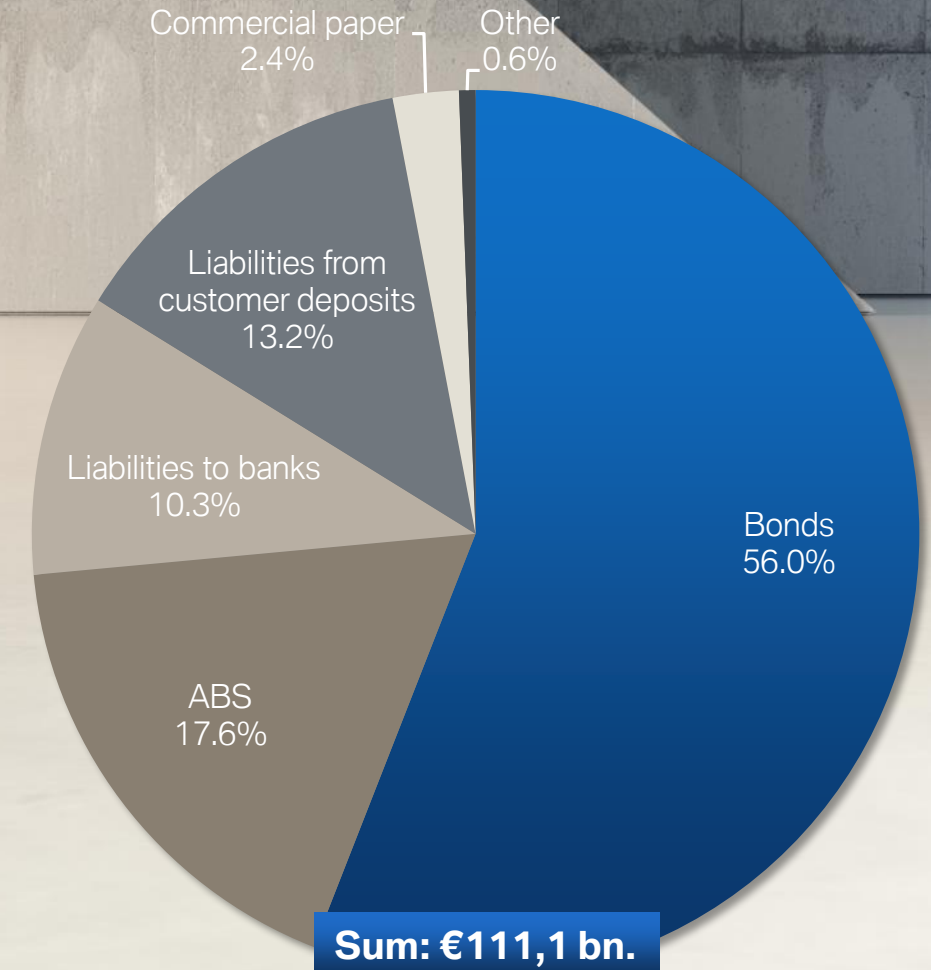
\*Including the joint venture BMW Brilliance Automotive Ltd., Shenyang \*\* EU-28

# DIVERSIFIED FUNDING MIX WITH A COMBINATION OF INDUSTRY AND BANK - TYPICAL FINANCING INSTRUMENTS.

## FUNDING INSTRUMENTS



## FINANCIAL DEBT AS OF FY 2019

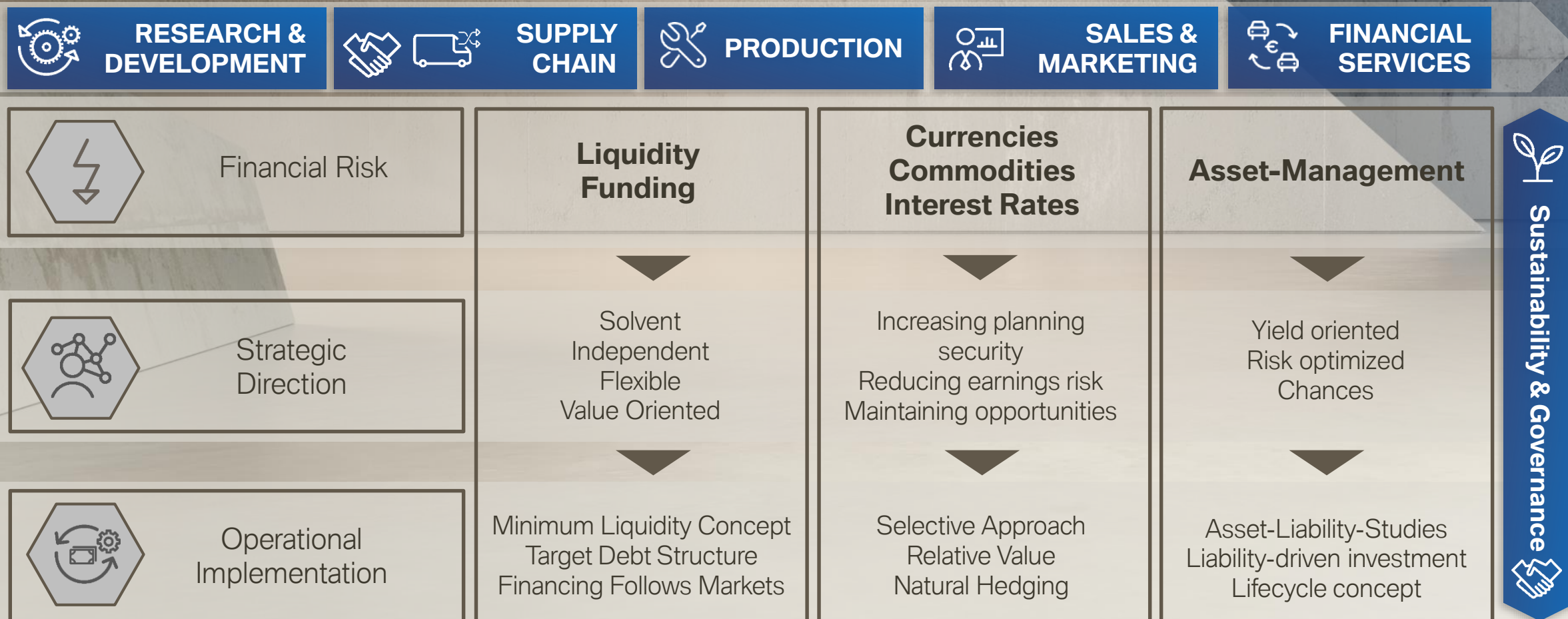


# FOCUS ON LIQUIDITY AND FUNDING. IN A CHALLENGING ENVIRONMENT.

- **Solid** level of BMW Group **Gross Liquidity** with **EUR 18.8 bn.\***
- Automotive Segment reporting **Net Financial Assets of EUR 14.5 bn.\***
- Enhanced strong focus on **Working Capital management** and prioritised **CAPEX planning.**
- Refinancing strategy continues to target a **well-diversified debt structure** across various regions and instruments. **Banking** entities within the BMW Group also enable **Central Bank access.**
- **Best rated** European OEM and second best rated globally.\*\*
- **Financial Services** business with **maturity matched funding profile.**
- Access to an **untapped syndicated credit line of EUR 8 bn** with a term up to July **2024.**  
Made available by a large consortium of **international banks.**

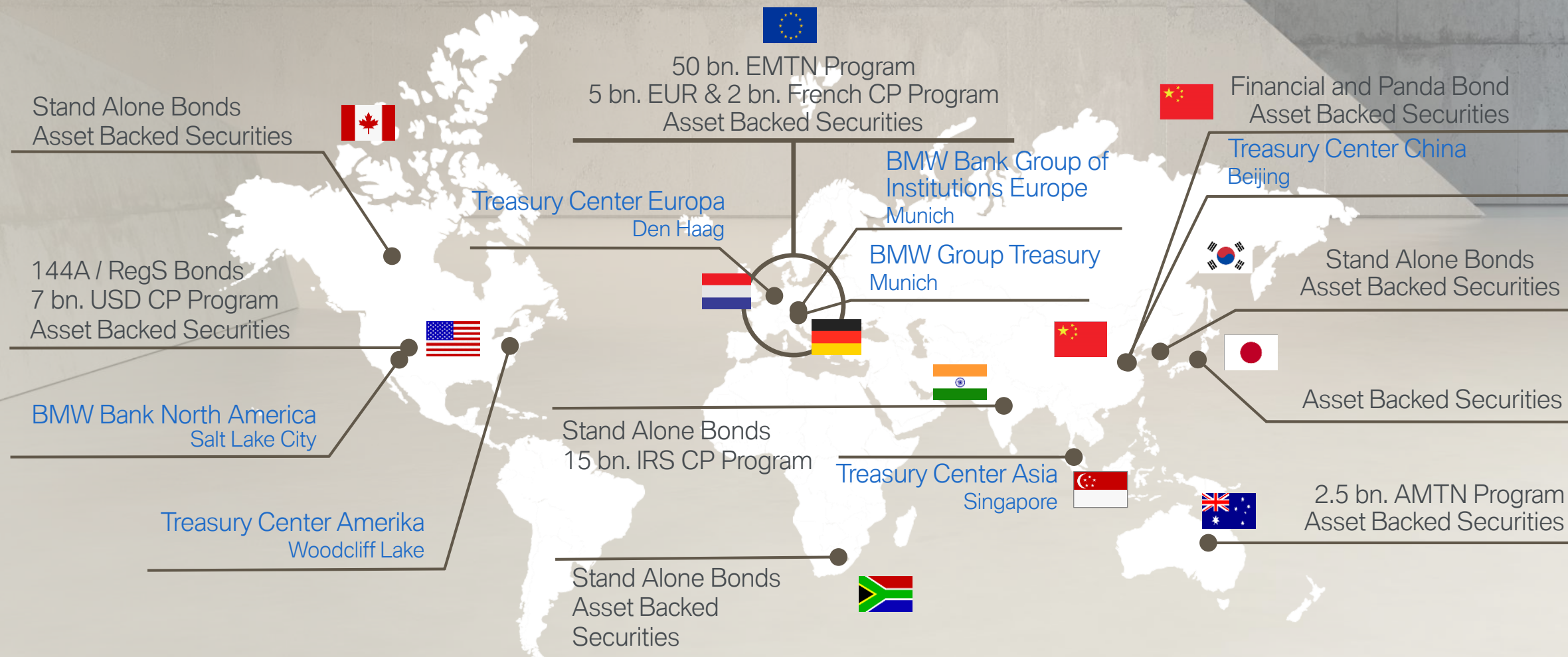
# CORPORATE FINANCE ENSURES SOLVENCY AT ANY TIME.

## MANAGING RISK ALONG THE ENTIRE VALUE CHAIN.



# GLOBAL MARKETS ACCESS.

## TREASURY ORGANIZATION ENSURES 24 HOUR MARKET COVERAGE.



# CONSUMPTION AND EMISSION DATA.

## **MINI Cooper SE.**

Fuel consumption in l/100km (combined): 0; Power consumption in kWh/100 km (combined): 16.8 – 14.8; CO<sub>2</sub>-emissions in g/km (combined): 0.

## **BMW 118i.**

Fuel consumption in l/100 km (combined): 5.7 – 5.0; CO<sub>2</sub>-emissions in g/km (combined): 129 – 113

## **BMW M235i xDrive Gran Coupé.**

Fuel consumption in l/100 km (combined): 7.1 – 6.7; CO<sub>2</sub>-Emissions in g/km (combined): 162 – 153.

## **BMW 330e Touring\*.**

Fuel consumption in l/100 km (combined): 2.1 – 1.7; Power consumption in kWh/100 km (combined): 19.4 – 15.7; CO<sub>2</sub>-emissions in g/km (combined): 48 – 39.

## **BMW 330e xDrive Touring\*.**

Fuel consumption in l/100 km (combined): 2.5 – 2.0; Power consumption in kWh/100 km (combined): 22.3 – 17.8; CO<sub>2</sub>-emissions in g/km (combined): 56 – 46.

## **BMW 330e Sedan.**

Fuel consumption in l/100 km (combined): 1.7 – 1.6; Power consumption in kWh/100 km (combined): 15.0 – 14.8; CO<sub>2</sub>-emissions in g/km (combined): 38 – 36.

## **BMW 330e xDrive Sedan\*.**

Fuel consumption in l/100 km (combined): 2.3 – 1.8; Power consumption in kWh/100 km (combined): 21.3 – 16.7; CO<sub>2</sub>-emissions in g/km (combined): 52 – 42.

## **BMW X1 xDrive25e.**

Fuel consumption in l/100 km (combined): 1.9; Power consumption in kWh/100 km (combined): 13.8; CO<sub>2</sub>-emissions in g/km (combined): 43.

## **BMW X2 xDrive25e\*.**

Fuel consumption in l/100 km (combined): 2.1 – 1.9; Power consumption in kWh/100 km (combined): 14.2 – 13.7; CO<sub>2</sub>-emissions in g/km (combined): 47 – 43 g/km.

## **BMW X3 xDrive30e.**

Fuel consumption in l/100 km (combined): 2.4 – 2.1; Power consumption in kWh/100 km (combined): 17.1 – 16.4; CO<sub>2</sub>-emissions in g/km (combined): 54 – 48.

## **BMW X3 xDrive20d.**

Fuel consumption in l/100 km (combined): 5.1 – 4.8; CO<sub>2</sub>-emissions in g/km (combined): 134 – 126.

## **BMW iX3\*.**

Fuel consumption in l/100km (combined): 0; Power consumption in kWh/100 km (combined): < 20; CO<sub>2</sub> emissions in g/km (combined): 0.

## **BMW X4 xDrive20d.**

Fuel consumption in l/100 km (combined): 5.1 – 4.8; CO<sub>2</sub>-emissions in g/km (combined): 133 – 125.

## **BMW X5 xDrive45e.**

Fuel consumption in l/100 km (combined): 2.0 – 1.7; Power consumption in kWh/100 km (combined): 23.5 – 21.3; CO<sub>2</sub>-Emissions in g/km (combined): 46 – 38.

## **BMW X5 M.**

Fuel consumption in l/100 km (combined): 13; CO<sub>2</sub>-emissions in g/km (combined): 296.

## **BMW X6 M Competition.**

Fuel consumption in l/100 km (combined): 12.7; CO<sub>2</sub>-emissions in g/km (combined): 289.

## **BMW M8 Competition Gran Coupé.**

Fuel consumption in l/100 km (combined): 10.7; CO<sub>2</sub>-emissions in g/km (combined): 244.

## **BMW M8 Competition Convertible.**

Fuel consumption in l/100 km (combined): 10.8; CO<sub>2</sub>-emissions in g/km (combined): 246.

\* Provisional figures

Fuel consumption, CO<sub>2</sub> emission figures and power consumption were measured using the methods required according to Regulation (EC) 2007/715 as amended. The figures are calculated using a vehicle fitted with basic equipment in Germany, the ranges stated take into account differences in selected wheel and tyre sizes as well as the optional equipment. They may change during configuration. The figures have already been calculated based on the new WLTP test cycle and adapted to NEDC for comparison purposes. In these 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 free of charge at all sales outlets, from Deutsche Automobil Treuhand GmbH (DAT), Hellmuth-Hirth-Str. 1, 73760 Ostfildern-Schramhausen and at <https://www.dat.de/co2/>.

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# BMW GROUP INVESTOR RELATIONS.

## FINANCIAL CALENDAR 2020.

06.05.2020

Quarterly Statement to 31 March 2020

14.05.2020

Annual General Meeting

05.08.2020

Quarterly Report to 30 June 2020

04.11.2020

Quarterly Report to 30 September 2020

# BMW GROUP INVESTOR RELATIONS.

## ON THE ROAD AND ONLINE H1-2020.

|                |         |                              |
|----------------|---------|------------------------------|
| 06.04.2020     | Germany | CFO Virtual Roadshow Germany |
| 07./08.04.2020 | USA     | CFO Virtual Roadshow USA     |
| 04.06.2020     | Berlin  | dbAccess Conference          |
| 23.06.2020     | London  | JP Morgan Auto Conference    |

# DISCLAIMER.

This document contains forward-looking statements that reflect BMW Group's current views about future events. The words "anticipate," "assume," "believe," "estimate," "expect," "intend," "may," "can," "could," "plan," "project," "should" and similar expressions are used to identify forward-looking statements.

These statements are subject to many risks and uncertainties or may be affected by factors outside BMW Group's control, including adverse developments in global economic conditions resulting in a decline in demand in BMW Group's key markets, including China, North America and Europe; a deterioration in credit and financial markets; a shift in consumer preferences affecting demand for BMW Group's products; changes in the prices of fuel or raw materials; disruption of production due to shortages of materials, labor strikes or supplier insolvencies; the effective implementation of BMW Group's strategic goals and targets; changes in laws, regulations and government policies, particularly those relating to vehicle emissions, fuel economy and safety; and other risks and uncertainties, including those described under the heading "Report on Risks and Opportunities" in BMW Group's most recent Annual Report.

If any of these risks and uncertainties materializes or if the assumptions underlying any of BMW Group's forward-looking statements prove to be incorrect, actual results may be materially different from those BMW Group expresses or implies by such statements. BMW Group does not intend or assume any obligation to update these forward-looking statements.