

BMW GROUP QUARTERLY REPORT

TO 30 JUNE 2013

**BMW
GROUP**



Rolls-Royce
Motor Cars Limited

SUMMARY.

- BMW Group remains on successful course in second quarter.
- Group revenues second quarter 2013: **EUR 19,552 million.**
- Group profit before tax in the second quarter 2013: **EUR 2,032 million.**
- Profit before financial result in the Automotive segment in the second quarter 2013: **EUR 1,756 million.**
- Free cash flow Automotive segment in the first half: **EUR 1,670 million.**
- Group liquidity as at 30 June at very robust level of **EUR 10,983 million.**
- Deliveries of Automobiles June 2013 YTD:

units	954,521	(+6.0 %)
• BMW Automobiles	units	804,248 (+7.7%)
• MINI Automobiles	units	148,798 (-2.0 %)
• Rolls-Royce Automobiles	units	1,475 (-7.8 %)
- Deliveries of BMW Motorcycles June 2013 YTD: units 64,941 (+9.7%)

GROUP KEY FIGURES, SECOND QUARTER 2013.

Euro million	2013 1 Apr.- 30 June	2012* 1 Apr.- 30 June	Change in %
Revenues	19,552	19,202	1.8
Earnings before interest and tax (EBIT)	2,068	2,267	-8.8
Automotive	1,756	2,018	-13.0
Motorcycles	46	48	-4.2
Financial Services	468	441	6.1
Other entities	7	14	-50.0
Eliminations	-209	-254	17.7
Profit before tax	2,032	1,976	2.8
Net profit	1,392	1,277	9.0
EPS in Euro (common/preferred)	2.11/2.12	1.94/1.95	8.8/8.7
Operating Cash flow (Automotive segment)¹⁾	2,381	1,417	68.0

^{*)} Prior year figures have been adjusted in accordance with the revised version of IAS 19, see note [3] on pages 37ff of the quarterly report to June 30, 2013.

¹⁾ Prior year figures have been adjusted in accordance with the reclassification described in the Group Financial Statements for the year ended 31 December 2012.

GROUP KEY FIGURES, FIRST HALF 2013.

Euro million	2013 1 Jan.- 30 June	2012* 1 Jan.- 30 June	Change in %
Revenues	37,098	37,495	-1.1
Earnings before interest and tax (EBIT)	4,107	4,401	-6.7
Automotive	3,338	3,898	-14.4
Motorcycles	97	85	14.1
Financial Services	918	867	5.9
Other entities	24	27	-11.1
Eliminations	-270	-476	43.3
Profit before tax	4,035	4,056	-0.5
Net profit	2,704	2,629	2.9
EPS in Euro (common/preferred)	4.10/4.11	3.99/4.00	2.8/2.8
Operating Cash flow (Automotive segment)¹⁾	4,349	3,601	20.8
Equity (Group) [as of June 30]	32,331	27,721	16.6

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¹⁾ Prior year figures have been adjusted in accordance with the reclassification described in the Group Financial Statements for the year ended 31 December 2012.

REVENUES BY SEGMENT, SECOND QUARTER 2013.

Euro million	2013 1 Apr.- 30 June	2012 1 Apr.- 30 June	Change in %
BMW Group	19,552	19,202	1.8
Automotive	18,201	17,366	4.8
Motorcycles	475	410	15.9
Financial Services	5,058	4,866	3.9
Other Entities	2	2	-
Eliminations	-4,184	-3,442	-21.6

REVENUES BY SEGMENT, FIRST HALF 2013.

Euro million	2013 1 Jan.- 30 June	2012 1 Jan.- 30 June	Change in %
BMW Group	37,098	37,495	-1.1
Automotive	34,108	33,525	1.7
Motorcycles	911	858	6.2
Financial Services	9,888	9,666	2.3
Other Entities	3	3	-
Eliminations	-7,812	-6,557	-19.1

EBIT-MARGIN AND RETURN ON SALES, SECOND QUARTER 2013.

EBIT-Margin (EBIT* / revenues) in %	2013 1 Apr.- 30 June	2012 1 Apr.- 30 June
BMW Group	10.6	11.8
Automotive	9.6	11.6
Motorcycles	9.7	11.7
Financial Services	9.3	9.1

Return on Sales (Profit before tax* / revenues) in %	2013 1 Apr.- 30 June	2012 1 Apr.- 30 June
BMW Group	10.4	10.3
Automotive	9.1	10.1
Motorcycles	9.5	11.5
Financial Services	9.2	8.9

*) Prior year figures have been adjusted in accordance with the revised version of IAS 19, see note [3] on pages 37ff of the quarterly report to June 30, 2013.

EBIT-MARGIN AND RETURN ON SALES, FIRST HALF 2013.

EBIT-Margin (EBIT* / revenues) in %	2013 1 Jan.- 30 June	2012 1 Jan.- 30 June
BMW Group	11.1	11.7
Automotive	9.8	11.6
Motorcycles	10.6	9.9
Financial Services	9.3	9.0

Return on Sales (Profit before tax* / revenues) in %	2013 1 Jan.- 30 June	2012 1 Jan.- 30 June
BMW Group	10.9	10.8
Automotive	9.3	10.6
Motorcycles	10.4	9.8
Financial Services	9.3	8.9

*) Prior year figures have been adjusted in accordance with the revised version of IAS 19, see note [3] on pages 37ff of the quarterly report to June 30, 2013.

GROUP INCOME STATEMENT, SECOND QUARTER 2013.

Euro million	2013 1 Apr.- 30 June	2012* 1 Apr.- 30 June	Change in %
Revenues	19,552	19,202	1.8
Cost of sales	-15,560	-15,174	-2.5
Gross profit	3,992	4,028	-0.9
Sales and administrative costs	-1,875	-1,730	-8.4
Other operating income	165	175	-5.7
Other operating expenses	-214	-206	-3.9
Profit before financial result	2,068	2,267	-8.8
Financial result	-36	-291	87.6
Profit before tax	2,032	1,976	2.8
Income taxes	-640	-699	8.4
Net profit	1,392	1,277	9.0
Earnings per share (common/preferred)	2.11/2.12	1.94/1.95	8.8/8.7

*) Prior year figures have been adjusted in accordance with the revised version of IAS 19, see note [3] on pages 37ff of the quarterly report to June 30, 2013.

GROUP INCOME STATEMENT, FIRST HALF 2013.

Euro million	2013 1 Jan. - 30 June	2012* 1 Jan. - 30 June	Change in %
Revenues	37,098	37,495	-1.1
Cost of sales	-29,527	-29,703	0.6
Gross profit	7,571	7,792	-2.8
Sales and administrative costs	-3,463	-3,364	-2.9
Other operating income	321	356	-9.8
Other operating expenses	-322	-383	15.9
Profit before financial result	4,107	4,401	-6.7
Financial result	-72	-345	79.1
Profit before tax	4,035	4,056	-0.5
Income taxes	-1,331	-1,427	6.7
Net profit	2,704	2,629	2.9
Earnings per share (common/preferred)	4.10/4.11	3.99/4.00	2.8/2.8

*) Prior year figures have been adjusted in accordance with the revised version of IAS 19, see note [3] on pages 37ff of the quarterly report to June 30, 2013.

GROUP CASH FLOW STATEMENT, FIRST HALF 2013.

Euro million	2013 1 Jan.- 30 June	2012* 1 Jan.- 30 June
Cash inflow from operating activities	2,253	3,592
Cash outflow from investing activities	-2,709	-1,762
Cash inflow/ outflow from financing activities	113	-1,545
Effect of exchange rate on cash and cash equivalents	-9	23
Effect of changes in composition of Group on cash and cash equivalents	47	11
Change in cash and cash equivalents	-305	319
Cash and cash equivalents as at 1 January	8,370	7,776
Cash and cash equivalents as at 30 June	8,065	8,095

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FREE CASH FLOW AUTOMOTIVE SEGMENT, FIRST HALF 2013.

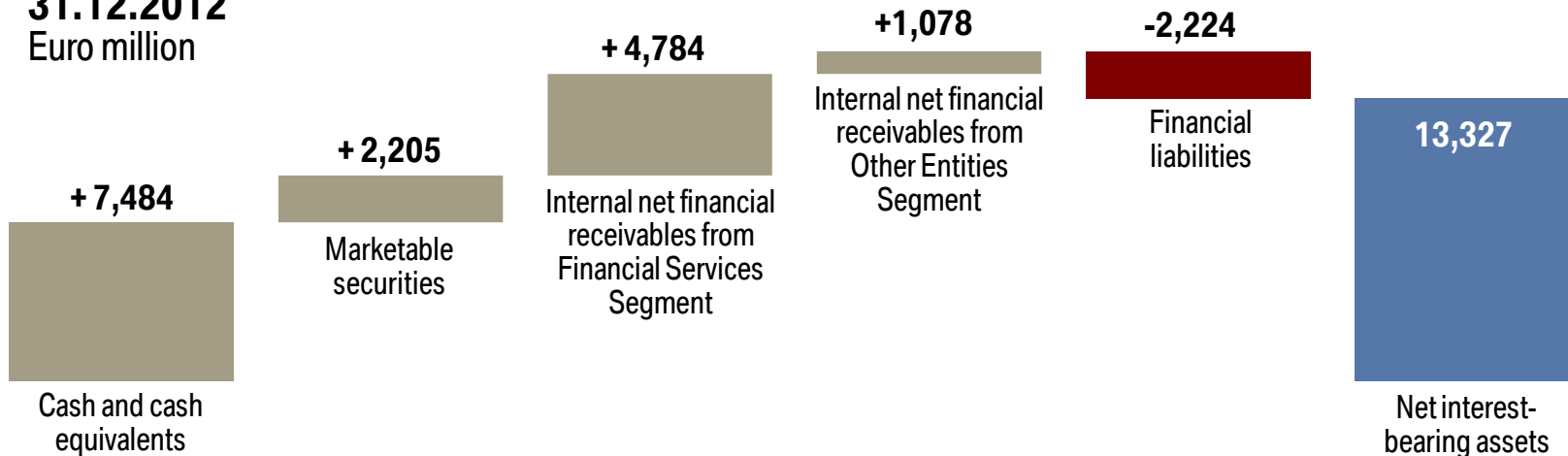
Euro million	2013 1 Jan.- 30 June	2012* ¹ 1 Jan.- 30 June
Cash inflow from operating activities	4,349	3,601
Cash outflow from investing activities	-3,150	-1,911
Net investment in marketable securities investment (+) / sales (-)	471	266
Free cash flow Automotive segment	1,670	1,956

^{*}) Prior year figures have been adjusted in accordance with the revised version of IAS 19, see note [3] on pages 37ff of the quarterly report to June 30, 2013.

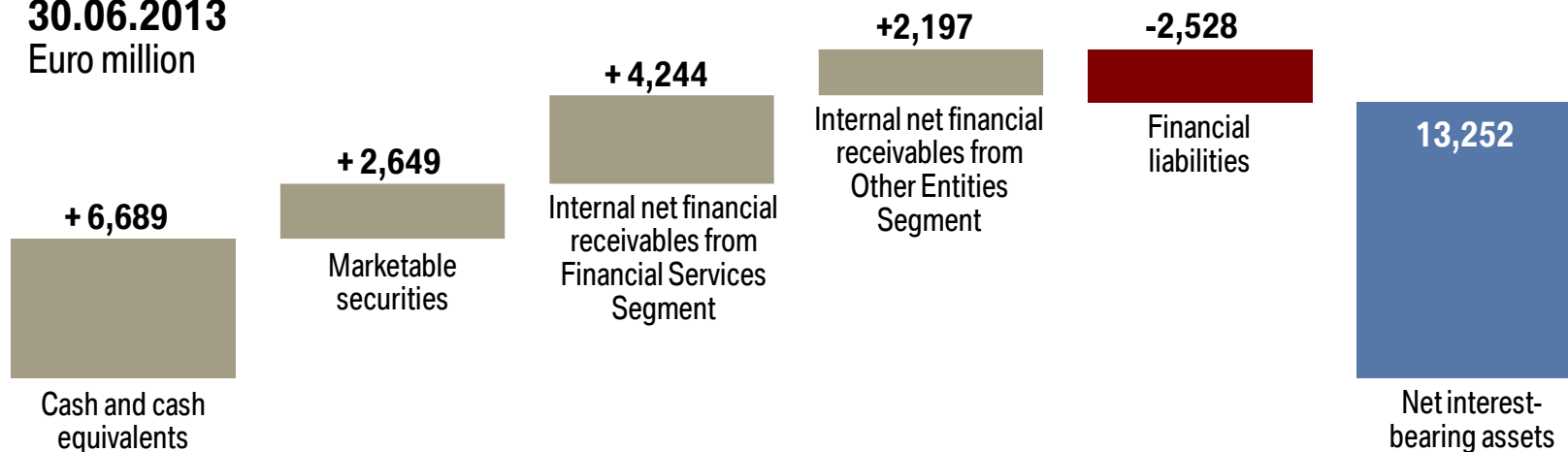
¹⁾) Prior year figures have been adjusted in accordance with the reclassification described in the Group Financial Statements for the year ended 31 December 2012.

NET INTEREST-BEARING ASSETS AUTOMOTIVE SEGMENT.

31.12.2012
Euro million



30.06.2013
Euro million



DELIVERIES TO CUSTOMERS, SECOND QUARTER 2013.

Deliveries of automobiles (in units)*	2013 1 Apr.- 30 June	2012 1 Apr.- 30 June	Change in %
BMW total	422,844	390,516	8.3
1er	55,797	59,645	-6.5
3er	128,391	102,800	24.9
5er	94,102	95,554	-1.5
6er	7,838	5,695	37.6
7er	14,710	12,725	15.6
X1	41,381	34,855	18.7
X3	41,770	38,850	7.5
X5	25,377	25,836	-1.8
X6	9,196	9,836	-6.5
Z4	4,282	4,720	-9.3
MINI total	82,644	83,665	-1.2
Rolls-Royce total	833	830	0.4
BMW Group	506,321	475,011	6.6

*) Including the BMW Brilliance joint venture

DELIVERIES TO CUSTOMERS, FIRST HALF 2013.

Deliveries of automobiles (in units)*	2013 1 Jan.- 30 June	2012 1 Jan.- 30 June	Change in %
BMW total	804,248	747,064	7.7
1er	109,703	113,805	-3.6
3er	237,700	193,989	22.5
5er	179,833	177,785	1.2
6er	14,012	10,346	35.4
7er	27,100	30,511	-11.2
X1	79,061	64,387	22.8
X3	77,959	74,098	5.2
X5	52,651	52,399	0.5
X6	18,965	20,884	-9.2
Z4	7,264	8,860	-18.0
MINI total	148,798	151,875	-2.0
Rolls-Royce total	1,475	1,600	-7.8
BMW Group	954,521	900,539	6.0

*) Including the BMW Brilliance joint venture

DELIVERIES TO CUSTOMERS BY REGION, SECOND QUARTER 2013.

Deliveries of automobiles (in units)	2013 1 Apr.- 30 June	2012 1 Apr.- 30 June	Change in %
Europe	229,466	236,275	-2.9
thereof Germany	70,035	79,134	-11.5
Americas	117,379	103,130	13.8
thereof USA	94,039	83,030	13.3
Asia	142,724	119,851	19.1
thereof Japan	15,518	13,743	12.9
thereof Mainland China*	96,984	79,140	22.5
Rest of the world	16,752	15,755	6.3
BMW Group	506,321	475,011	6.6

*) Including the BMW Brilliance joint venture

DELIVERIES TO CUSTOMERS BY REGION, FIRST HALF 2013.

Deliveries of automobiles (in units)	2013 1 Jan.- 30 June	2012 1 Jan.- 30 June	Change in %
Europe	436,709	437,338	-0.1
thereof Germany	133,454	142,158	-6.1
Americas	213,867	195,020	9.7
thereof USA	173,156	158,961	8.9
Asia	272,943	238,731	14.3
thereof Japan	30,525	27,737	10.1
thereof Mainland China*	183,208	159,358	15.0
Rest of the world	31,002	29,450	5.3
BMW Group	954,521	900,539	6.0

*) Including the BMW Brilliance joint venture

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