

BMW GROUP QUARTERLY REPORT

TO 30 SEPTEMBER 2013

**BMW
GROUP**



Rolls-Royce
Motor Cars Limited

SUMMARY.

- BMW Group remains on successful course in the third quarter.
- Group revenues third quarter 2013: **EUR 18,750 million.**
- Group profit before tax in the third quarter 2013: **EUR 1,989 million.**
- Profit before financial result in the Automotive segment in the third quarter 2013: **EUR 1,549 million.**
- Free cash flow Automotive segment in the first nine months: **EUR 2,454 million.**
- Group liquidity as at 30 September at very robust level of **EUR 10,732 million.**
- Deliveries of Automobiles Sept. 2013 YTD:

units	1,436,178	(+7.5%)
• BMW Automobiles	units	1,209,598 (+9.0%)
• MINI Automobiles	units	224,280 (+0.5%)
• Rolls-Royce Automobiles	units	2,300 (-1.1 %)
- Deliveries of BMW Motorcycles Sept. 2013 YTD: units 93,154 (+8.4%)

GROUP KEY FIGURES, THIRD QUARTER 2013.

Euro million	2013 1 July - 30 Sept.	2012* 1 July - 30 Sept.	Change in %
Revenues	18,750	18,817	-0.4
Earnings before interest and tax (EBIT)	1,928	2,002	-3.7
Automotive	1,549	1,647	-6.0
Motorcycles	-4	-3	-33.3
Financial Services	390	424	-8.0
Other Entities	14	17	-17.6
Eliminations	-21	-83	74.7
Profit before tax	1,989	1,987	0.1
Net profit	1,330	1,289	3.2
EPS in Euro (common/preferred)	2.02/2.02	1.95/1.95	3.6/3.6
Operating Cash flow (Automotive segment)¹⁾	2,570	2,551	0.7

^{*)} Prior year figures have been adjusted in accordance with the revised version of IAS 19, see note [4] on pages 37ff of the quarterly report to September 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 NINE MONTHS 2013.

Euro million	2013 1 Jan.- 30 Sept.	2012* 1 Jan.- 30 Sept.	Change in %
Revenues	55,848	56,312	-0.8
Earnings before interest and tax (EBIT)	6,035	6,403	-5.7
Automotive	4,887	5,545	-11.9
Motorcycles	93	82	13.4
Financial Services	1,308	1,291	1.3
Other Entities	38	44	-13.6
Eliminations	-291	-559	47.9
Profit before tax	6,024	6,043	-0.3
Net profit	4,034	3,918	3.0
EPS in Euro (common/preferred)	6.12/6.13	5.94/5.95	3.0/3.0
Operating Cash flow (Automotive segment)¹⁾	6,919	6,152	12.5
Equity (Group) [as of September 30]	33,902	29,044	16.7

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REVENUES BY SEGMENT. THIRD QUARTER 2013.

Euro million	2013 1 July - 30 Sept.	2012 1 July - 30 Sept.	Change in %
BMW Group	18,750	18,817	-0.4
Automotive	17,196	17,187	0.1
Motorcycles	324	358	-9.5
Financial Services	4,994	4,916	1.6
Other Entities	1	1	-
Eliminations	-3,765	-3,645	-3.3

REVENUES BY SEGMENT. FIRST NINE MONTHS 2013.

Euro million	2013 1 Jan.- 30 Sept.	2012 1 Jan.- 30 Sept.	Change in %
BMW Group	55,848	56,312	-0.8
Automotive	51,304	50,712	1.2
Motorcycles	1,235	1,216	1.6
Financial Services	14,882	14,582	2.1
Other Entities	4	4	-
Eliminations	-11,577	-10,202	-13.5

EBIT-MARGIN AND RETURN ON SALES. THIRD QUARTER 2013.

EBIT-Margin (EBIT* / revenues) in %	2013 1 July - 30 Sept.	2012* 1 July - 30 Sept.
BMW Group	10.3	10.6
Automotive	9.0	9.6
Motorcycles	-1.2	-0.8
Financial Services	7.8	8.6

Return on Sales (Profit before tax* / revenues) in %	2013 1 July - 30 Sept.	2012* 1 July - 30 Sept.
BMW Group	10.6	10.6
Automotive	9.5	9.9
Motorcycles	-1.5	-1.1
Financial Services	8.0	8.6

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EBIT-MARGIN AND RETURN ON SALES. FIRST NINE MONTHS 2013.

EBIT-Margin (EBIT* / revenues) in %	2013 1 Jan.- 30 Sept.	2012* 1 Jan.- 30 Sept.
BMW Group	10.8	11.4
Automotive	9.5	10.9
Motorcycles	7.5	6.7
Financial Services	8.8	8.9

Return on Sales (Profit before tax* / revenues) in %	2013 1 Jan.- 30 Sept.	2012* 1 Jan.- 30 Sept.
BMW Group	10.8	10.7
Automotive	9.3	10.4
Motorcycles	7.3	6.6
Financial Services	8.8	8.8

*) Prior year figures have been adjusted in accordance with the revised version of IAS 19, see note [4] on pages 37ff of the quarterly report to September 30, 2013.

GROUP INCOME STATEMENT, THIRD QUARTER 2013.

Euro million	2013 1 July - 30 Sept.	2012* 1 July - 30 Sept.	Change in %
Revenues	18,750	18,817	-0.4
Cost of sales	-15,030	-15,050	+0.1
Gross profit	3,720	3,767	-1.2
Sales and administrative costs	-1,787	-1,719	-4.0
Other operating income	163	192	-15.1
Other operating expenses	-168	-238	+29.4
Profit before financial result	1,928	2,002	-3.7
Financial result	61	-15	-
Profit before tax	1,989	1,987	0.1
Income taxes	-659	-698	+5.6
Net profit	1,330	1,289	3.2
Earnings per share (common/preferred)	2.02/2.02	1.95/1.95	3.6/3.6

*) Prior year figures have been adjusted in accordance with the revised version of IAS 19, see note [4] on pages 37ff of the quarterly report to September 30, 2013.

GROUP INCOME STATEMENT, FIRST NINE MONTHS 2013.

Euro million	2013 1 Jan.- 30 Sept.	2012* 1 Jan.- 30 Sept.	Change in %
Revenues	55,848	56,312	-0.8
Cost of sales	-44,557	-44,753	+0.4
Gross profit	11,291	11,559	-2.3
Sales and administrative costs	-5,250	-5,083	-3.3
Other operating income	484	548	-11.7
Other operating expenses	-490	-621	+21.1
Profit before financial result	6,035	6,403	-5.7
Financial result	-11	-360	+96.9
Profit before tax	6,024	6,043	-0.3
Income taxes	-1,990	-2,125	+6.4
Net profit	4,034	3,918	3.0
Earnings per share (common/preferred)	6.12/6.13	5.94/5.95	3.0/3.0

*) Prior year figures have been adjusted in accordance with the revised version of IAS 19, see note [4] on pages 37ff of the quarterly report to September 30, 2013.

GROUP CASH FLOW STATEMENT. FIRST NINE MONTHS 2013.

Euro million	2013 1 Jan.- 30 Sept.	2012* 1 Jan.- 30 Sept.
Cash inflow from operating activities	3,368	3,540
Cash outflow from investing activities	-4,534	-2,776
Cash inflow / outflow from financing activities	548	-124
Effect of exchange rate on cash and cash equivalents	-52	35
Effect of changes in composition of Group on cash and cash equivalents	47	11
Change in cash and cash equivalents	-623	686
Cash and cash equivalents as at 1 January	8,370	7,776
Cash and cash equivalents as at 30 September	7,747	8,462

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FREE CASH FLOW AUTOMOTIVE SEGMENT. FIRST NINE MONTHS 2013.

Euro million	2013 1 Jan.- 30 Sept.	2012*1) 1 Jan.- 30 Sept.
Cash inflow from operating activities	6,919	6,152
Cash outflow from investing activities	-4,945	-3,062
Net investment in marketable securities investment (+) / sales (-)	480	134
Free cash flow Automotive segment	2,454	3,224

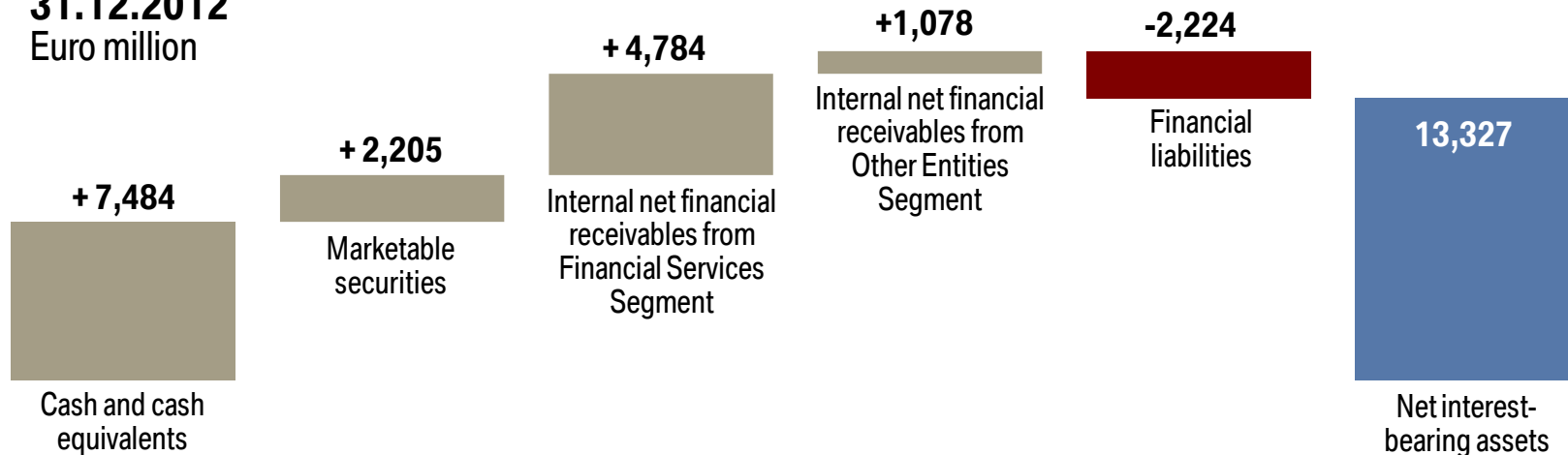
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NET INTEREST-BEARING ASSETS AUTOMOTIVE SEGMENT.

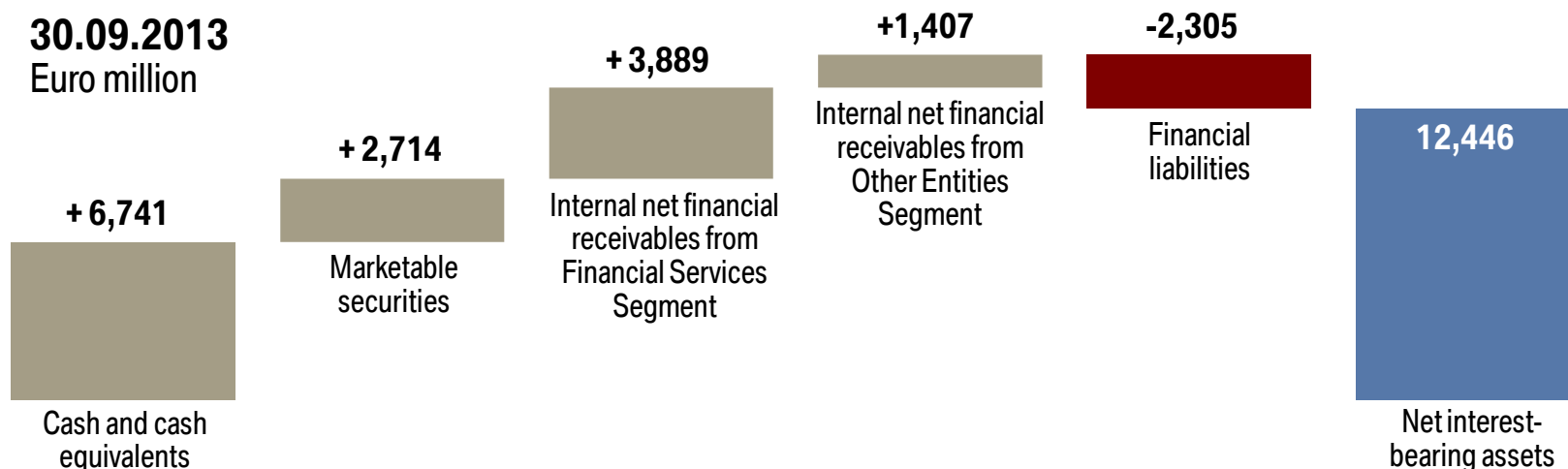
31.12.2012

Euro million



30.09.2013

Euro million



DELIVERIES TO CUSTOMERS. THIRD QUARTER 2013.

Deliveries of automobiles (in units)*	2013 1 July - 30 Sept.	2012 1 July - 30 Sept.	Change in %
BMW total	405,350	362,898	11.7
1 series	53,383	54,621	-2.3
3 series	128,072	92,633	38.3
4 series	863	-	.
5 series	91,069	85,953	6.0
6 series	6,348	6,261	1.4
7 series	15,345	13,283	15.5
X1	37,390	38,132	-1.9
X3	35,986	33,735	6.7
X5	25,593	24,326	5.2
X6	8,237	10,613	-22.4
Z4	3,064	3,341	-8.3
MINI total	75,482	71,339	5.8
Rolls-Royce total	825	726	13.6
BMW Group	481,657	434,963	10.7

*) Including the BMW Brilliance joint venture

DELIVERIES TO CUSTOMERS. FIRST NINE MONTHS 2013.

Deliveries of automobiles (in units)*	2013 1 Jan.- 30 Sept.	2012 1 Jan.- 30 Sept.	Change in %
BMW total	1,209,598	1,109,962	9.0
1 series	163,086	168,426	-3.2
3 series	365,772	286,622	27.6
4 series	863	-	.
5 series	270,902	263,738	2.7
6 series	20,360	16,607	22.6
7 series	42,445	43,794	-3.1
X1	116,451	102,519	13.6
X3	113,945	107,833	5.7
X5	78,244	76,725	2.0
X6	27,202	31,497	-13.6
Z4	10,328	12,201	-15.4
MINI total	224,280	223,214	0.5
Rolls-Royce total	2,300	2,326	-1.1
BMW Group	1,436,178	1,335,502	7.5

*) Including the BMW Brilliance joint venture

DELIVERIES TO CUSTOMERS BY REGION. THIRD QUARTER 2013.

Deliveries of automobiles (in units)	2013 1 July - 30 Sept.	2012 1 July - 30 Sept.	Change in %
Europe	204,828	202,869	1.0
thereof Germany	58,435	65,072	-10.2
Americas	111,810	96,457	15.9
thereof USA	89,589	76,526	17.1
Asia	149,834	120,372	24.5
thereof Japan	16,039	14,301	12.2
thereof Mainland China*	102,422	78,292	30.8
Rest of the world	15,185	15,265	-0.5
BMW Group	481,657	434,963	10.7

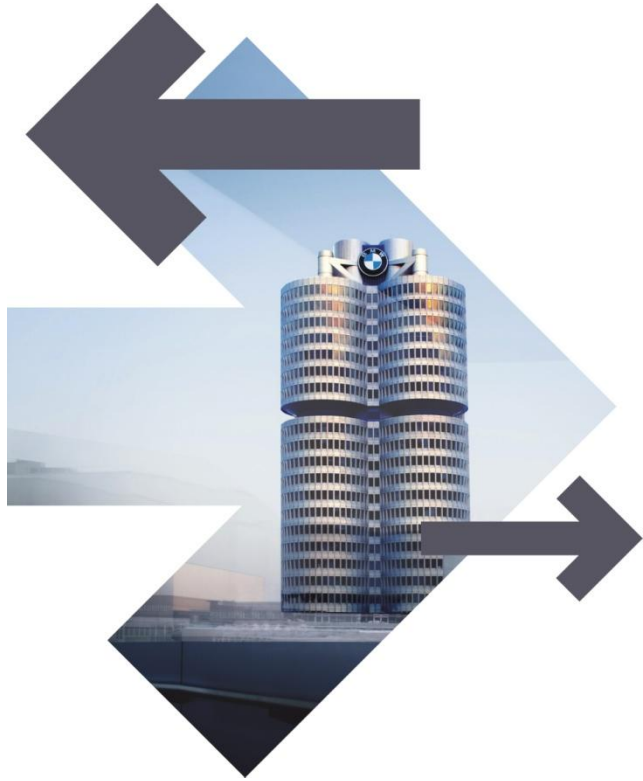
*) Including the BMW Brilliance joint venture

DELIVERIES TO CUSTOMERS BY REGION. FIRST NINE MONTHS 2013.

Deliveries of automobiles (in units)	2013 1 Jan.- 30 Sept.	2012 1 Jan.- 30 Sept.	Change in %
Europe	641,537	640,207	0.2
thereof Germany	191,889	207,230	-7.4
Americas	325,677	291,477	11.7
thereof USA	262,745	235,487	11.6
Asia	422,777	359,103	17.7
thereof Japan	46,564	42,038	10.8
thereof Mainland China*	285,630	237,650	20.2
Rest of the world	46,187	44,715	3.3
BMW Group	1,436,178	1,335,502	7.5

*) Including the BMW Brilliance joint venture

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