

BMW GROUP IN FIGURES

Key non-financial performance indicators

→ 01

	2014	2015	2016	2017	2018	Change in %
GROUP						
Workforce at year-end ¹	116,324	122,244	124,729	129,932	134,682	3.7
AUTOMOTIVE SEGMENT						
Deliveries ²	2,117,965	2,247,485	2,367,603	2,463,526	2,490,664	1.1
Fleet emissions in g CO ₂ /km ³	130	127	124	128 ⁴	128	–
MOTORCYCLES SEGMENT						
Deliveries	123,495	136,963	145,032	164,153	165,566	0.9

Further non-financial performance figures

→ 02

	2014	2015	2016	2017	2018	Change in %
AUTOMOTIVE SEGMENT						
Deliveries						
BMW ²	1,811,719	1,905,234	2,003,359	2,088,283	2,125,026	1.8
MINI	302,183	338,466	360,233	371,881	361,531	–2.8
Rolls-Royce	4,063	3,785	4,011	3,362	4,107	22.2
Total²	2,117,965	2,247,485	2,367,603	2,463,526	2,490,664	1.1
Production volume						
BMW ⁵	1,838,268	1,933,647	2,002,997	2,123,947	2,168,496	2.1
MINI	322,803	342,008	352,580	378,486	368,685	–2.6
Rolls-Royce	4,495	3,848	4,179	3,308	4,353	31.6
Total⁵	2,165,566	2,279,503	2,359,756	2,505,741	2,541,534	1.4
MOTORCYCLES SEGMENT						
Production volume						
BMW	133,615	151,004	145,555	185,682	162,687	–12.4
FINANCIAL SERVICES SEGMENT						
New contracts with retail customers	1,509,113	1,655,961	1,811,157	1,828,604	1,908,640	4.4

¹ Figures exclude suspended contracts of employment, employees in the non-work phases of pre-retirement part-time arrangements and low income earners.

² Including the joint venture BMW Brilliance Automotive Ltd., Shenyang (2014: 275,891 units, 2015: 282,000 units, 2016: 316,200 units, 2017: 384,124 units, 2018: 459,581 units).

³ EU-28.

⁴ Adjusted value based on planned conversion to WLTP (Worldwide Harmonised Light Vehicles Test Procedure).

⁵ Including the joint venture BMW Brilliance Automotive Ltd., Shenyang (2014: 287,466 units, 2015: 287,755 units, 2016: 305,726 units, 2017: 396,749 units, 2018: 491,872 units).

Key financial performance indicators

→ 03

	2014	2015	2016	2017	2018	Change in %
GROUP						
Profit before tax ¹ in € million	8,707	9,224	9,665	10,675	9,815	-8.1
AUTOMOTIVE SEGMENT						
Revenues ¹ in € million	75,173	85,536	86,424	85,742	85,846	0.1
EBIT margin ¹ in % (change in %pts)	9.6	9.2	8.9	9.2	7.2	-2.0
RoCE ¹ in % (change in %pts)	61.7	72.2	74.3	77.7	49.8	-27.9
MOTORCYCLES SEGMENT						
EBIT margin ¹ in % (change in %pts)	6.7	9.1	9.0	9.1	8.1	-1.0
RoCE ¹ in % (change in %pts)	21.8	31.6	33.0	34.0	28.4	-5.6
FINANCIAL SERVICES SEGMENT						
RoE in % (change in %pts)	19.4	20.2	21.2	18.1	14.8	-3.3

Further financial performance figures

→ 04

in € million	2014	2015	2016	2017	2018	Change in %
Total capital expenditure²	6,100	5,890	5,823	7,112	8,013	12.7
Depreciation and amortisation	4,170	4,659	4,806	4,822	5,113	6.0
Free cash flow Automotive segment	3,481	5,404	5,792	4,459	2,713	-39.2
Group revenues¹	80,401	92,175	94,163	98,282	97,480	-0.8
Automotive ¹	75,173	85,536	86,424	85,742	85,846	0.1
Motorcycles ¹	1,679	1,990	2,069	2,272	2,173	-4.4
Financial Services	20,599	23,739	25,681	27,567	28,165	2.2
Other Entities	7	7	6	7	6	-14.3
Eliminations ¹	-17,057	-19,097	-20,017	-17,306	-18,710	-8.1
Group profit before financial result (EBIT)¹	9,118	9,593	9,386	9,899	9,121	-7.9
Automotive ¹	7,244	7,836	7,695	7,888	6,182	-21.6
Motorcycles ¹	112	182	187	207	175	-15.5
Financial Services	1,756	1,981	2,184	2,194	2,190	-0.2
Other Entities	71	169	-17	14	-27	-
Eliminations ¹	-65	-575	-663	-404	601	-
Group profit before tax (EBT)¹	8,707	9,224	9,665	10,675	9,815	-8.1
Automotive ¹	6,886	7,523	7,916	8,717	6,977	-20.0
Motorcycles ¹	107	179	185	205	169	-17.6
Financial Services	1,723	1,975	2,166	2,207	2,161	-2.1
Other Entities	154	211	170	80	-45	-
Eliminations ¹	-163	-664	-772	-534	553	-
Group income taxes¹	-2,890	-2,828	-2,755	-2,000	-2,575	-28.8
Profit from continuing operations	5,817	6,396	6,910	8,675	7,240	-16.5
Loss from discontinued operations	-	-	-	-	-33	-
Group net profit¹	5,817	6,396	6,910	8,675	7,207	-16.9
Earnings per share¹ in €	8.83/8.85	9.70/9.72	10.45/10.47	13.07/13.09	10.82/10.84	-17.2/-17.2
Pre-tax return on sales^{1,3} in % (change in %pts)	10.8	10.0	10.3	10.9	10.1	-0.8

¹ Prior year figures adjusted due to first-time application of IFRS 15, see note 6 to the Group Financial Statements.

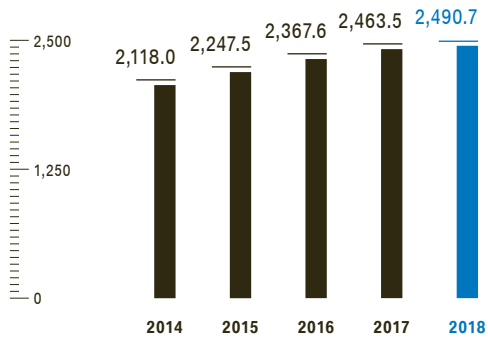
² Expenditure for capitalised development costs, other intangible assets and property, plant and equipment.

³ Group profit before tax as a percentage of Group revenues.

BMW Group deliveries of automobiles¹

→ 05

in 1,000 units

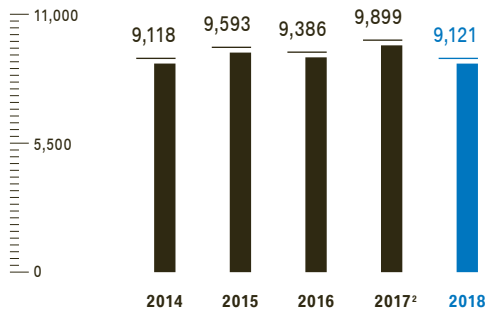


¹ Including the joint venture BMW Brilliance Automotive Ltd., Shenyang (2014: 275,891 units, 2015: 282,000 units, 2016: 316,200 units, 2017: 384,124 units, 2018: 459,581 units).

BMW Group profit before financial result (EBIT)

→ 06

in € million

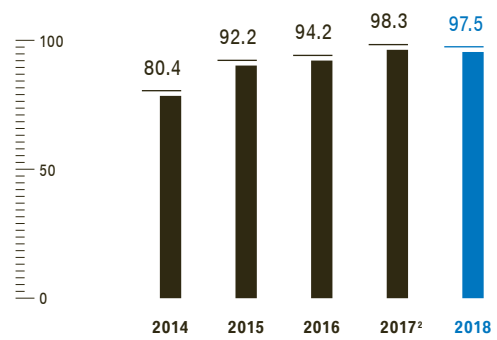


² Prior year figures adjusted due to first-time application of IFRS 15, see note 6 to the Group Financial Statements.

BMW Group revenues

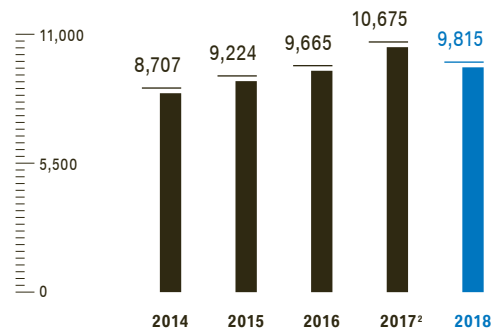
→ 07

in € billion

**BMW Group profit before tax**

→ 08

in € million



² Prior year figures adjusted due to first-time application of IFRS 15, see note 6 to the Group Financial Statements.