

BMW GROUP

INVESTOR PRESENTATION

December 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.

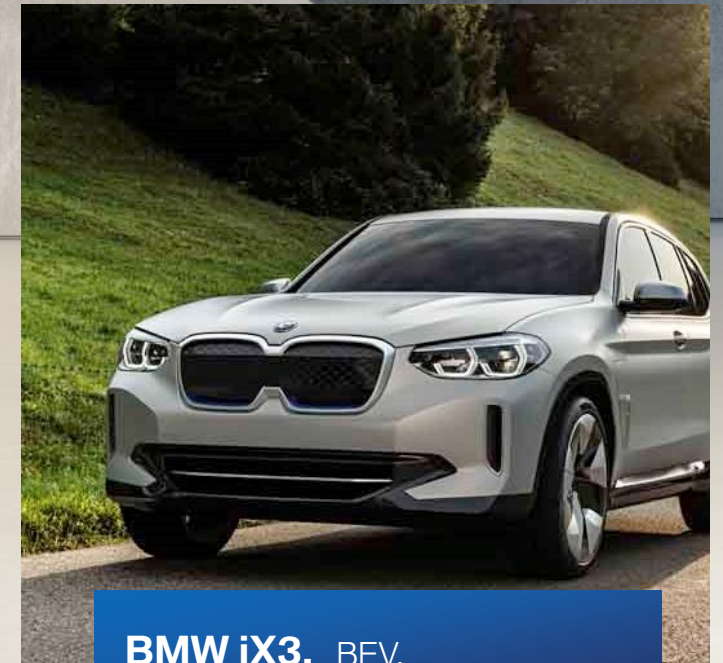
POWER OF CHOICE. OUR CUSTOMERS DECIDE WHAT IS RIGHT FOR THEIR NEEDS.



BMW X3. PETROL & DIESEL.



BMW X3 xDRIVE 30e. PHEV.



BMW iX3. BEV.

VARIETY OF DRIVE TRAINS FOR THE BMW X3.

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

2013
“BORN ELECTRIC”.

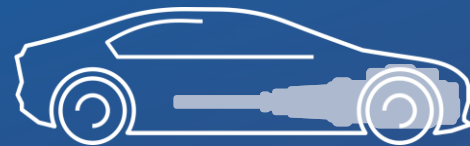


FROM
2021 ON.



ONE ARCHITECTURE
FITS ALL POWERTRAIN
DERIVATIVES

COMBUSTION ENGINE.



PLUG-IN HYBRID.



PURE ELECTRIC.



AFTER
2025.

NEW BEV CENTRIC ARCHITECTURE.

OUR CLEAR ROADMAP.

AT LEAST 25 ELECTRIFIED MODELS BY 2023 INCLUDING AT LEAST 13 FULLY ELECTRIC CARS.

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 iX



BMW iX1**



BMW 5er BEV**

BMW 7er BEV**

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



BMW 330e Touring



BMW X2 xDrive25e



BMW 225xe



MINI Cooper S E
Countryman ALL4



BMW 530Le
(CN only)



BMW X3 xDrive30e



BMW X5
xDrive45e



BMW 530e Touring



BMW X1 xDrive 25Le (CN only)



BMW 545e

PLUG-IN HYBRID.

THE FIRST EVER BMW iX. NEXT ERA, NEXT LEVEL i.

MORE THAN 600 KM OF RANGE.
CONSUMPTION BELOW 21 KWH/100KM (WLTP).

ELECTRIC ALL-WHEEL DRIVE WITH TWO ELECTRICALLY
DRIVEN AXLES AND MORE THAN 500 HP (370 KW).

RECHARGING 120 KM IN JUST TEN MINUTES.
HIGH-VOLTAGE BATTERY >100 kWh (GROSS).

TWO ELECTRIC MOTORS MANUFACTURED W/O THE
USE OF RARE-EARTH RAW MATERIALS.



ELECTRIC PLATFORM.



MULTIPLE DESIGNS.



MINIMALISTIC INTERIEUR.



LUXURIOUS DETAILS.



E-MOBILITY WITHOUT COMPROMISE. BMW CONCEPT i4.

BMW i4 (2021).

UP TO 600 KM RANGE
(BASED ON WLTP).

UP TO 530 HP.

5TH GENERATION BMW eDRIVE
WITHOUT ANY RARE EARTHS.

BUILT IN MUNICH.



LEADING PROVIDER OF ELECTRIFIED CARS. MORE THAN 146,000 UNITS SOLD IN 2019.

GLOBAL SALES. ELECTRIFIED CARS.

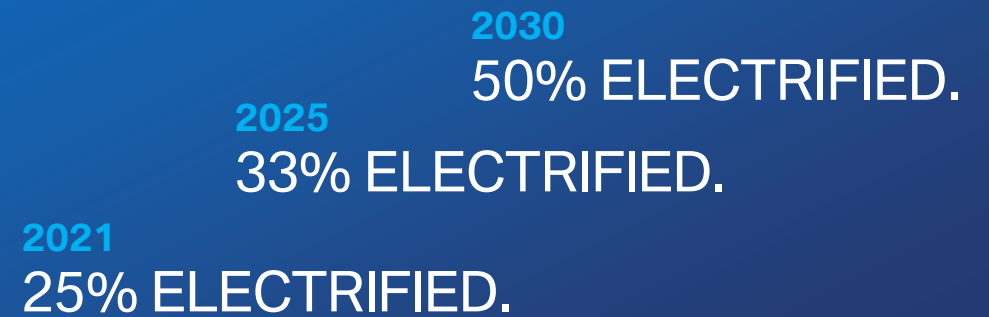


Global xEV (BEV + PHEV) SALES YTD-09/2020:
116,381 (+20%)



ROADMAP.

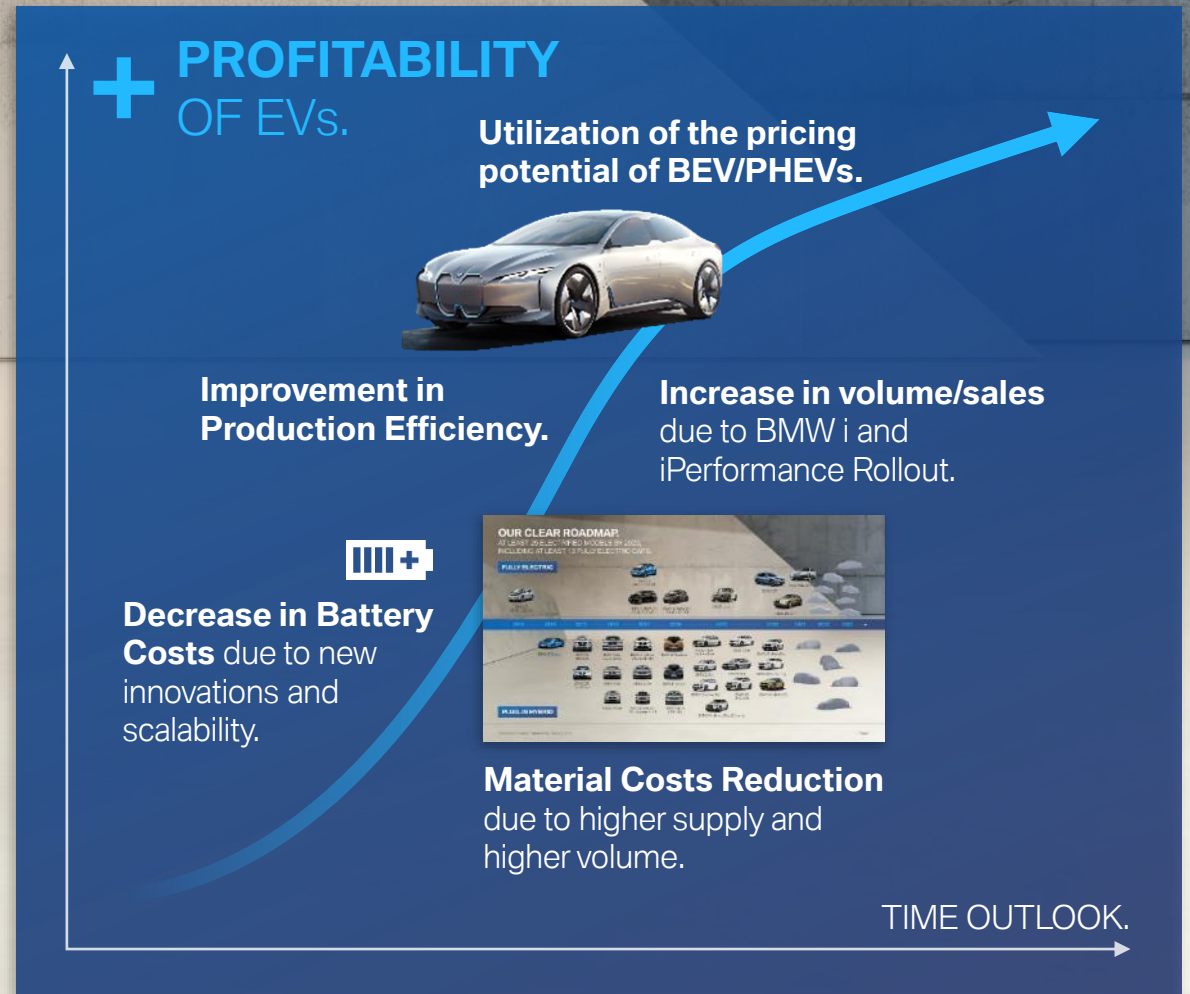
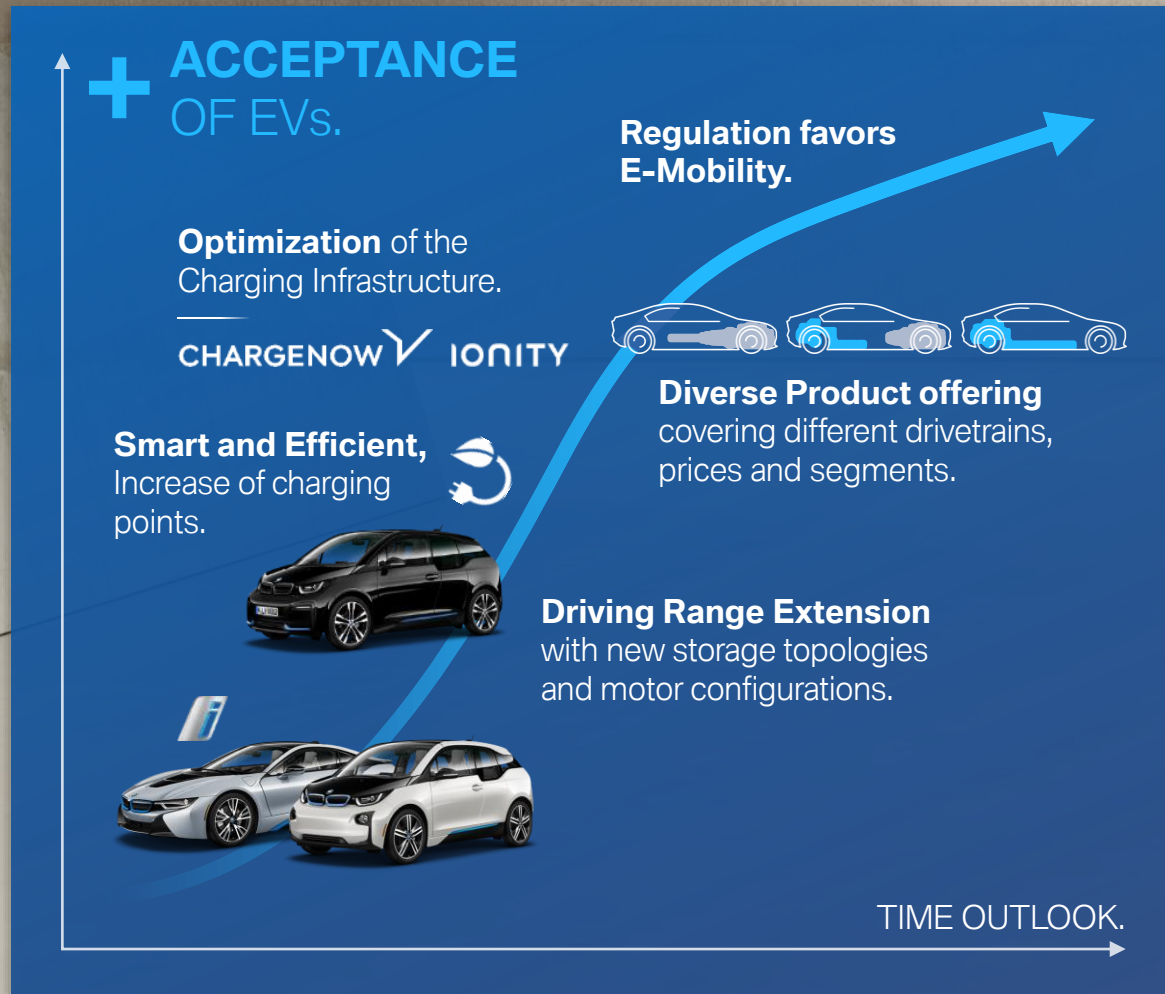
EUROPEAN NEW VEHICLE FLEET.



EUROPEAN SALES YTD-09/2020.

37% INCREASE OVER PREVIOUS YEAR.
12% ELECTRIFIED.

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



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

TOP RATINGS.

DOW JONES SUSTAINABILITY INDICES.

The BMW Group is the only company in the automotive industry continuously listed on the index since the very beginning.

MEMBER OF
Dow Jones
Sustainability Indices
In collaboration with S&P AM

MSCI ESG.

BMW's A-rating remains unchanged since August, 2017.

MSCI

CARBON DISCLOSURE PROJECT.

In 2019, the BMW Group was ranked in the category Leadership with a A- rating.

CDP
DISCLOSURE INSIGHT ACTION

FTSE4GOOD.

Listed in the FTSE4Good Index.

FTSE4Good

ISS ESG.

Corporate ESG Performance: Prime, C+.

ISS ESG

SUSTAINALYTICS.

Overall ESG Score: Leader.

SUSTAINALYTICS

MILESTONES.

1973

First environmental manager in the automotive industry.

2000

Executive Board resolution "Sustainability is a guiding principle of the BMW Group's corporate strategy."

2009

Establishment of Sustainability Circle and Board. Corporate sustainability is declared as corporate target.

TODAY

Sustainability is fully integrated across the whole value chain and part of divisional targets.

2020+

We are making sustainability central to the strategic direction of the BMW Group.

SUBSTANTIAL CO₂ REDUCTION BY AT LEAST ONE THIRD PER VEHICLE ACROSS THE ENTIRE VALUE CHAIN UP TO 2030.

SUPPLY CHAIN.



2030

Avoid increase of ca. +40% per vehicle and reverse trend.

-20% CO₂ per vehicle vs. 2019 in the supply chain.

PRODUCTION.



2030

-80% substantial CO₂ reduction per vehicle vs. 2019.

2021

CO₂-neutral production.

USE PHASE.



2030

-40% CO₂ per vehicle vs. 2019.

Continued rollout of electro mobility, reduction of real emissions.

EFFICIENT DYNAMICS. ACTIVE CLIMATE PROTECTION SINCE 2007.



EFFICIENT DYNAMICS. SELECTED MILESTONES.

2007

AUTOMATIC START/
STOP FUNCTION.

2013

BMW i3: FULLY ELECTRIC
SERIES-PRODUCTION CAR.

2019

48 VOLT MILD
HYBRID TECHNOLOGY.

2007

2010

HIGH-PRECISION
INJECTION.

2016

3rd GENERATION AIR
FLAP CONTROL IN BMW
7 SERIES.

2020

5th GENERATION BMW
eDRIVE TECHNOLOGY
IN BMW iX3.

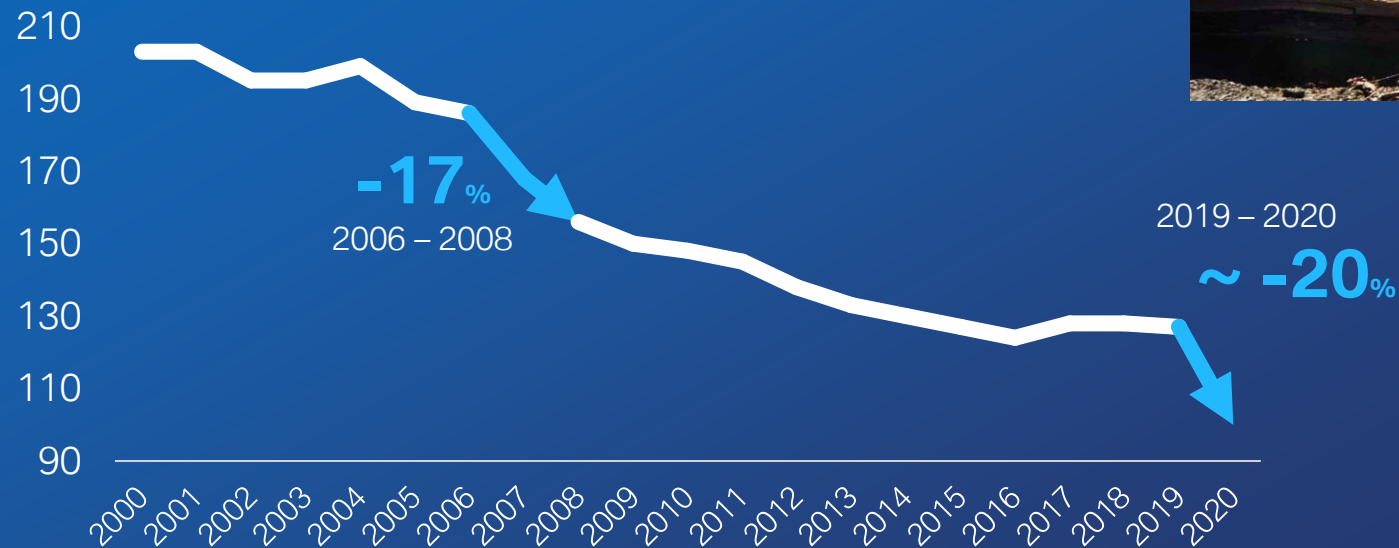
FUTURE.

CO₂ COMPLIANCE.

WE WILL REACH OUR EU TARGETS FOR 2020 AND 2021.

CO₂-EMISSIONS.

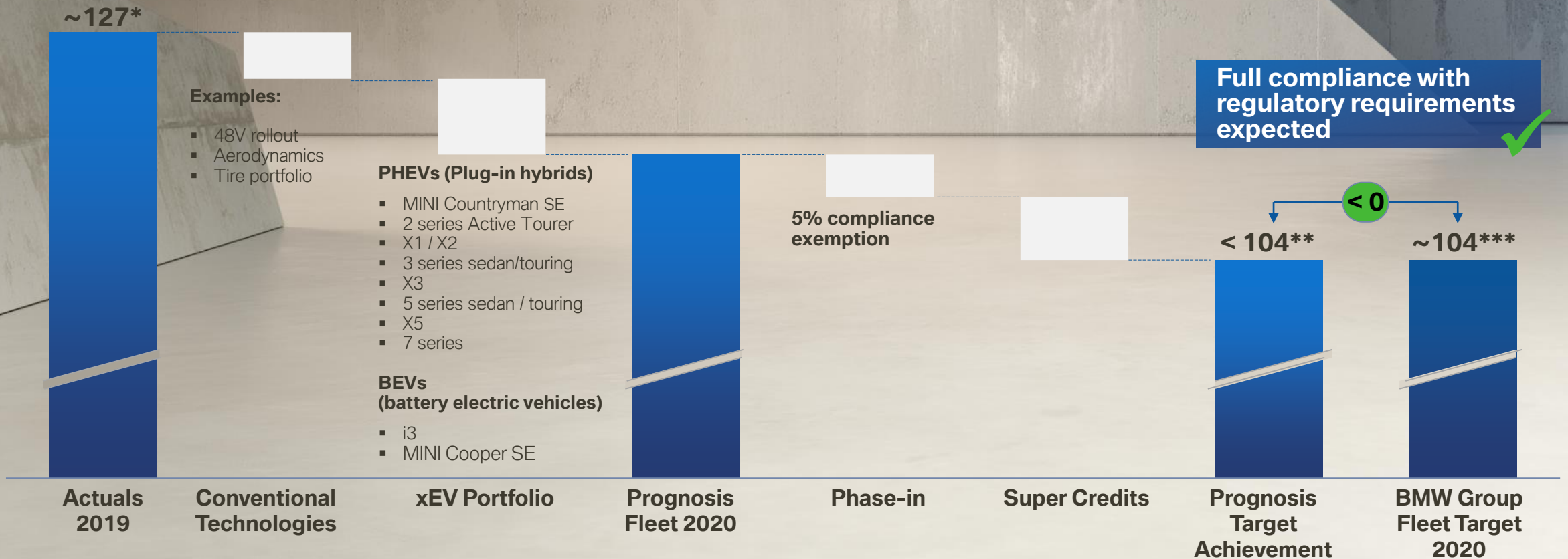
New passenger cars [g CO₂ / km].



OUTLOOK CO₂ FLEET TARGET ACHIEVEMENT EU 2020.

BMW GROUP WILL ACHIEVE CO₂ FLEET TARGETS IN THE EU IN 2020.

CO₂ g/km NEDC BMW Group Fleet EU (BMW, MINI, Rolls Royce, BMW M)



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
CO₂ footprint.



BATTERY "2ND 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.

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.

REMOTE SOFTWARE UPGRADE. ONGOING SOFTWARE UPDATES OVER-THE-AIR*.



BMW Maps.

New cloud-based navigation with significantly enhanced performance, intuitive destination entry, POI enrichment and excellent accuracy.



Android Auto.

Wireless Android integration accessible via the Control Display, Navigation App within the Info Display and Head-Up Display.



Connected Charging.

New connectivity services for more transparency about charging status, range, and optimization of route planning, including charging stops.



Connected Parking.

Parking as part of optimized route planning.
New: forecast of parking situation at chosen destination, consideration of the vehicle size within On-Street Parking Information.



BMW Intelligent Personal Assistant.

New voice control functions, including opening the window, changing drive modes, new rules for automatically opening the driver's window based on GPS position, and a new visualization with driver/passenger orientation.

New optional digital follow-up features.



Adaptive M Suspension.

Automatic sensor-controlled adaption of the suspension according to the driving style and road conditions in a fraction of a second.



IconicSounds Sport.

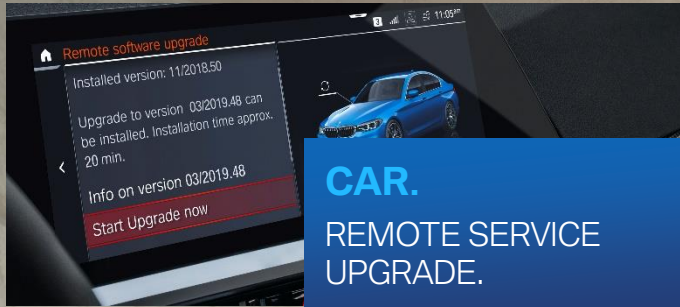
Authentic drive sound in the car's cabin via the audio system.



eDrive Zones.

Automatically switch to all-electric driving Mode when entering "Green Zones" as a contribution for a better quality of life in urban areas.

DIGITAL SOLUTIONS. INNOVATIVE AND EFFECTIVE USE CASES.



CAR.
REMOTE SERVICE
UPGRADE.



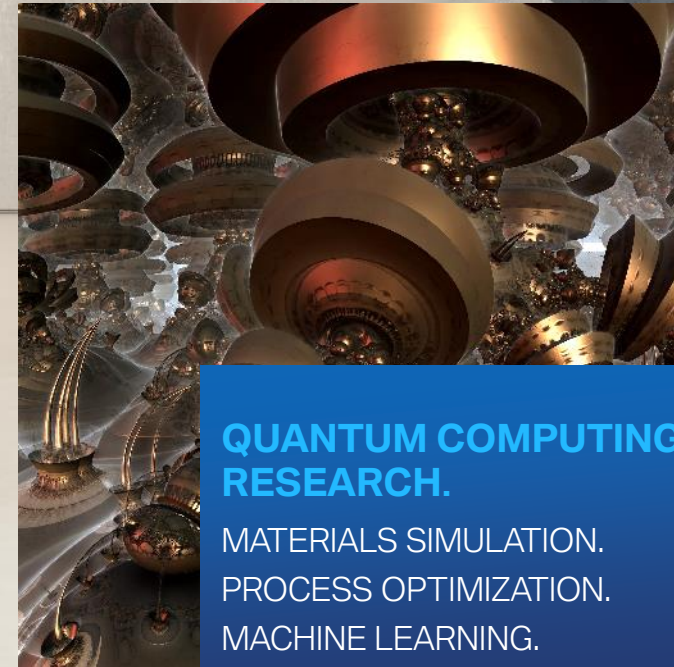
PRODUCTION.
ARTIFICIAL
INTELLIGENCE
APPLICATIONS.



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.

DAIMLER

BMW
GROUP

	DAIMLER			BMW GROUP		GMV RR** in billions € n/a
	SHARENOW ✓ DriveNow CAR2GO	REENOW ✓ FREE NOW ✓ hive clever kapten_ BEAT	REACHNOW ✓ ReachNow moovel	PARKNOW ✓ ParkNow ParkMobile RingGo @ark·line	CHARGENOW ✓ ChargeNow DIGITAL CHARGING SOLUTIONS	YTD 9M 2020
 CUSTOMERS* in millions	2.8	47.3	2.1	43.5	0.09	95.8
 INTERACTIONS in millions	12.6	124	7.9	134	0.52	279
 CITIES*	16	153	6	>1,100	n/a	>1,100

THE ROAD TO AUTONOMOUS DRIVING.

200,000 
TB OF DATA.

1,800 
EXPERT DEVELOPERS.

23,000 m² 
IS THE AREA.

240,000,000 
TEST KILOMETERS.

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



INTELLIGENT DRIVING.



INTELLIGENT PARKING.



INTELLIGENT SAFETY.

THE BMW GROUP USES INDUSTRY & CROSS-INDUSTRY COOPERATION & PARTNERSHIPS 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

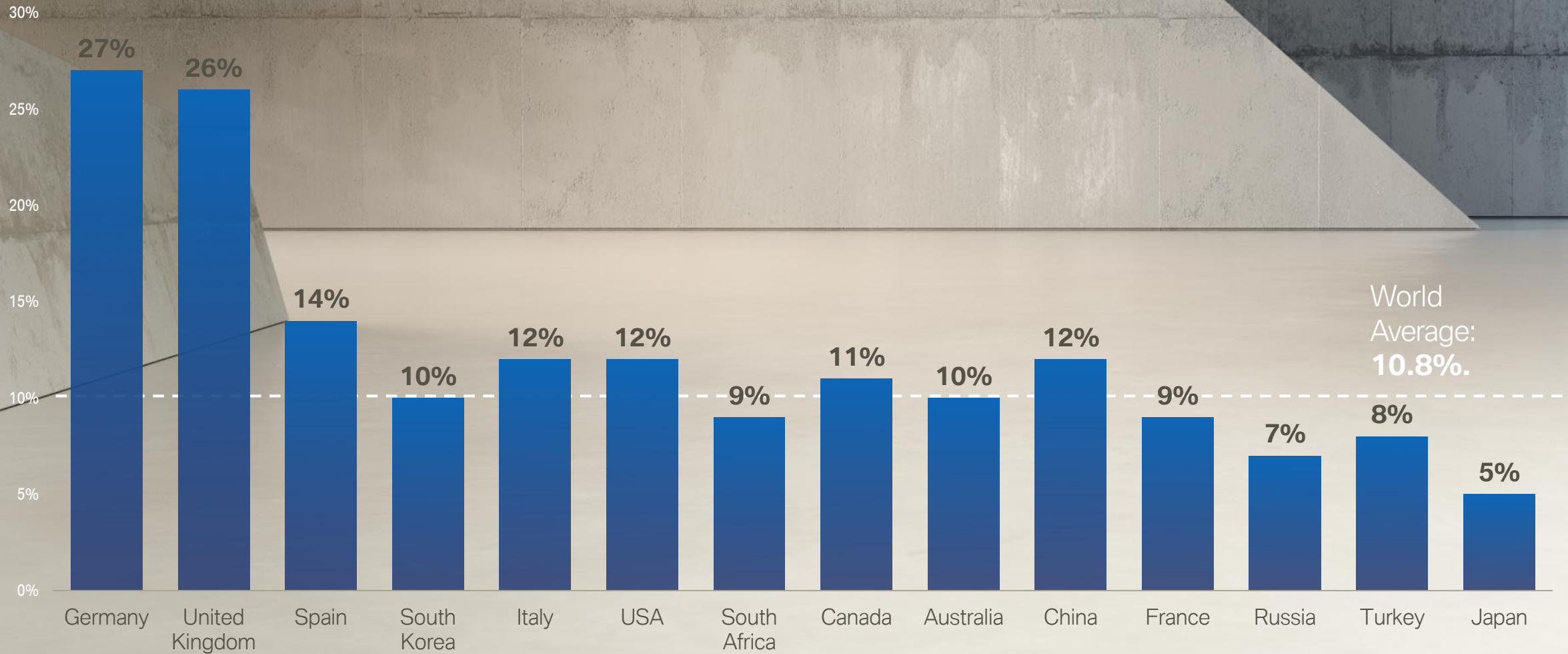


BMW X6



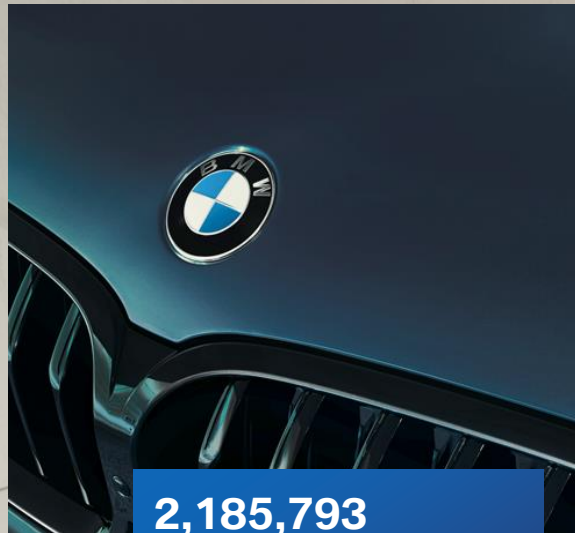
BMW X7

PREMIUM SEGMENT SHARE. TOTAL MARKET 2020.

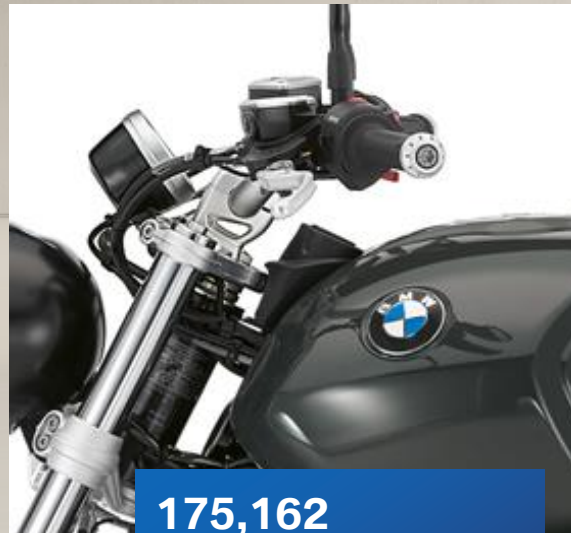


THE WORLD'S LEADING PREMIUM CAR COMPANY.

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



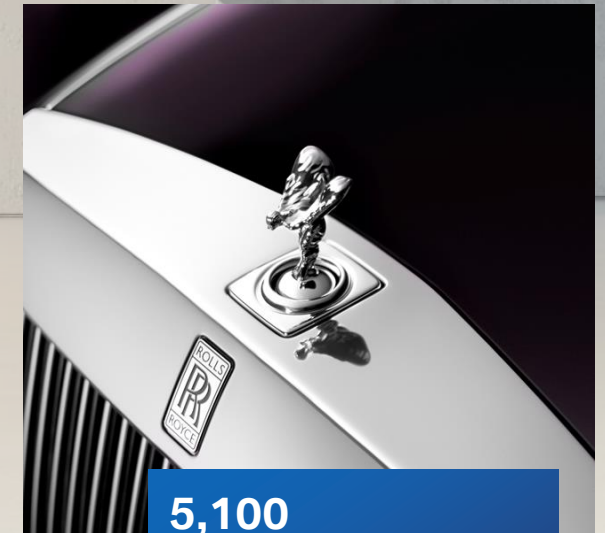
2,185,793
+3.3%



175,162
+5.8%



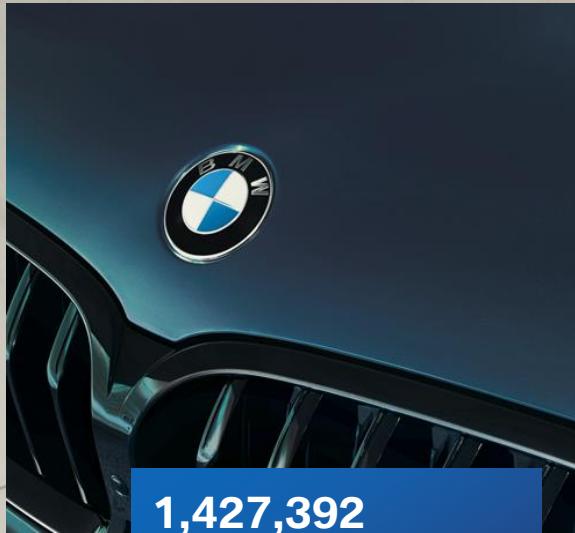
347,474
-4.6%



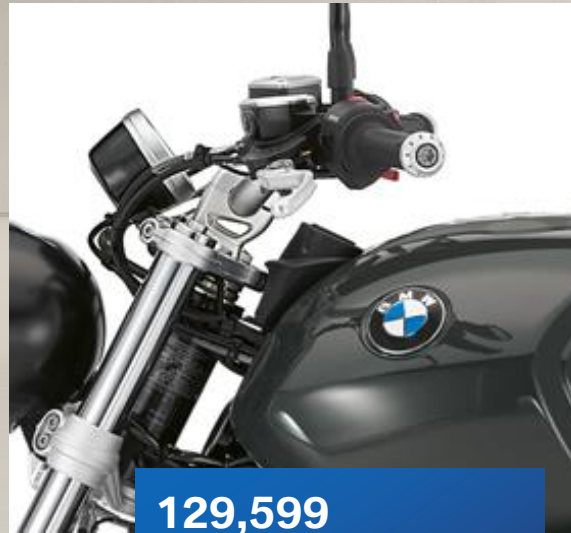
5,100
+21.6%



BMW, ROLLS-ROYCE AND BMW MOTORRAD DELIVERIES* YTD-09/2020. DECREASE DUE TO CORONAVIRUS PANDEMIC.



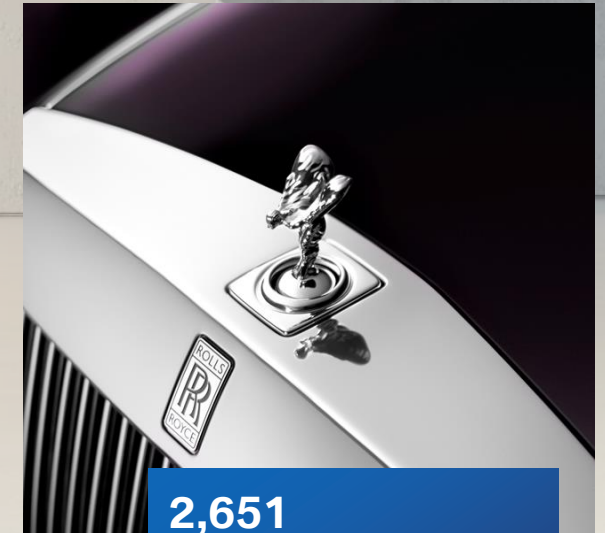
1,427,392
-11.3%



129,599
-5.4%



208,144
-20.0%

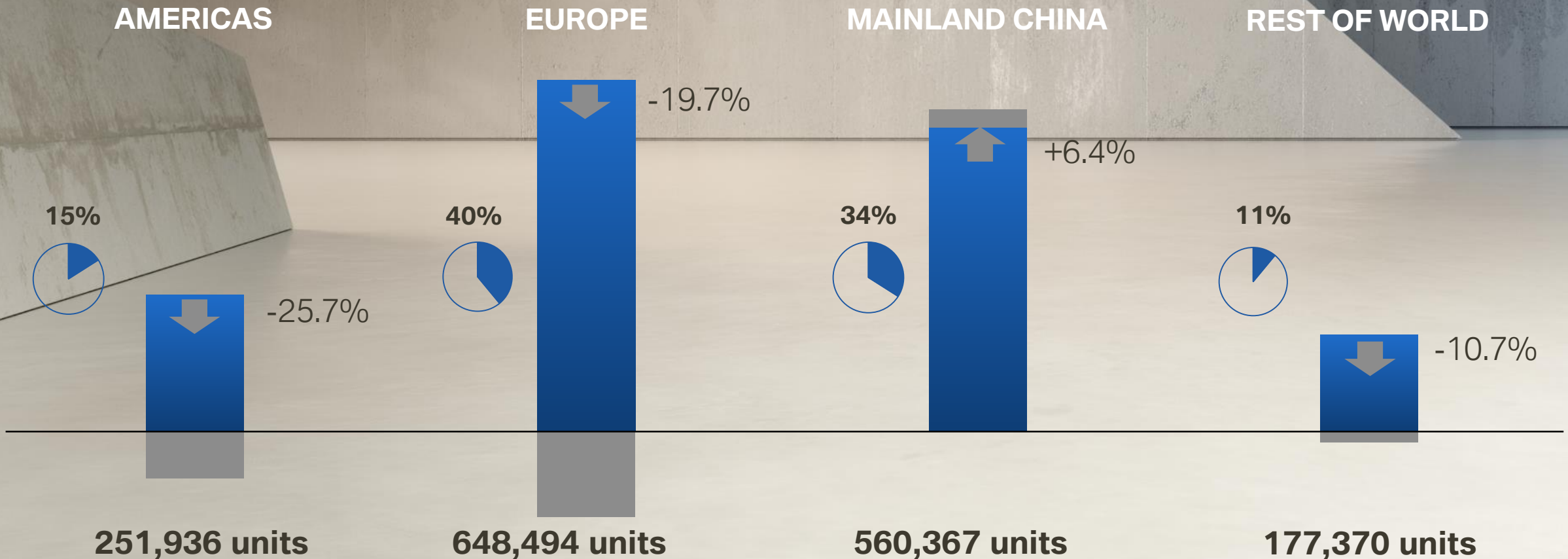


2,651
-28.5%



BMW GROUP AUTOMOTIVE.

SIGNIFICANT DECREASE IN DELIVERIES* YTD-09/2020 DUE TO CORONAVIRUS PANDEMIC.



* In connection with a review of its sales and related reporting practices, BMW Group reviewed prior period retail vehicle delivery data and determined that certain vehicle deliveries were not reported in the correct periods. Further information can be found in BMW Group's 2019 Annual Report on page 54. As an update of the information given there, BMW Group has revised the data on vehicle deliveries retrospectively going back to 2015 in its sixteen most significant markets.

Sales figures may not add to 100% due to rounding.

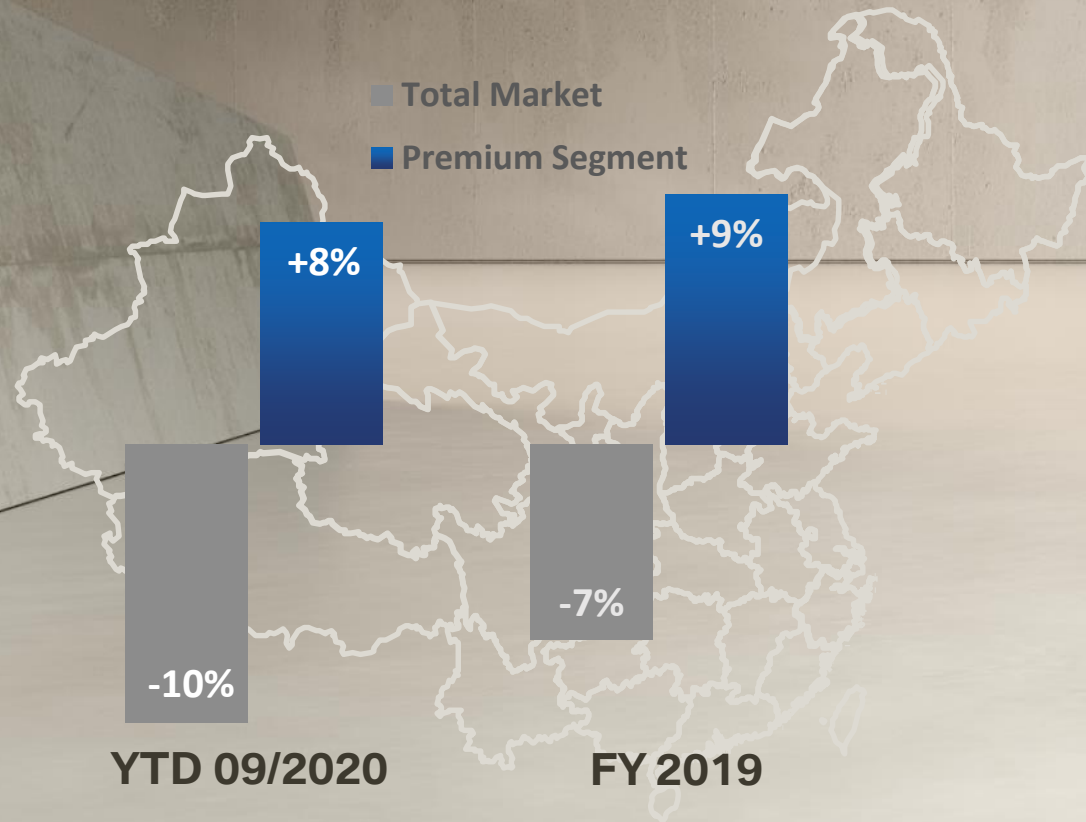
BMW GROUP AUTOMOTIVE MAJOR MARKETS. DELIVERIES* TO CUSTOMERS YTD-09/2020.

Deliveries of automobiles*		YTD-09/2020	YTD-09/2019	Change in %
Europe		648,494	807,780	-19.7
thereof	Germany	203,442	238,222	-14.6
	United Kingdom	118,652	177,443	-33.1
Americas		251,936	339,201	-25.7
thereof	USA	200,286	265,694	-24.6
Asia		705,789	685,293	+3.0
thereof	China Mainland	560,367	526,802	+6.4
	thereof BBA retail sales	437,549	392,394	+11.5
Rest of the World		31,948	40,177	-20.5
Total		1,638,167	1,872,451	-12.5

*In connection with a review of its sales and related reporting practices, BMW Group reviewed prior period retail vehicle delivery data and determined that certain vehicle deliveries were not reported in the correct periods. Further information can be found in BMW Group's 2019 Annual Report on page 54. As an update of the information given there, BMW Group has revised the data on vehicle deliveries retrospectively going back to 2015 in its sixteen most significant markets.

GROWTH IN CHINA.

CHINA TOTAL MARKET & PREMIUM SEGMENT.

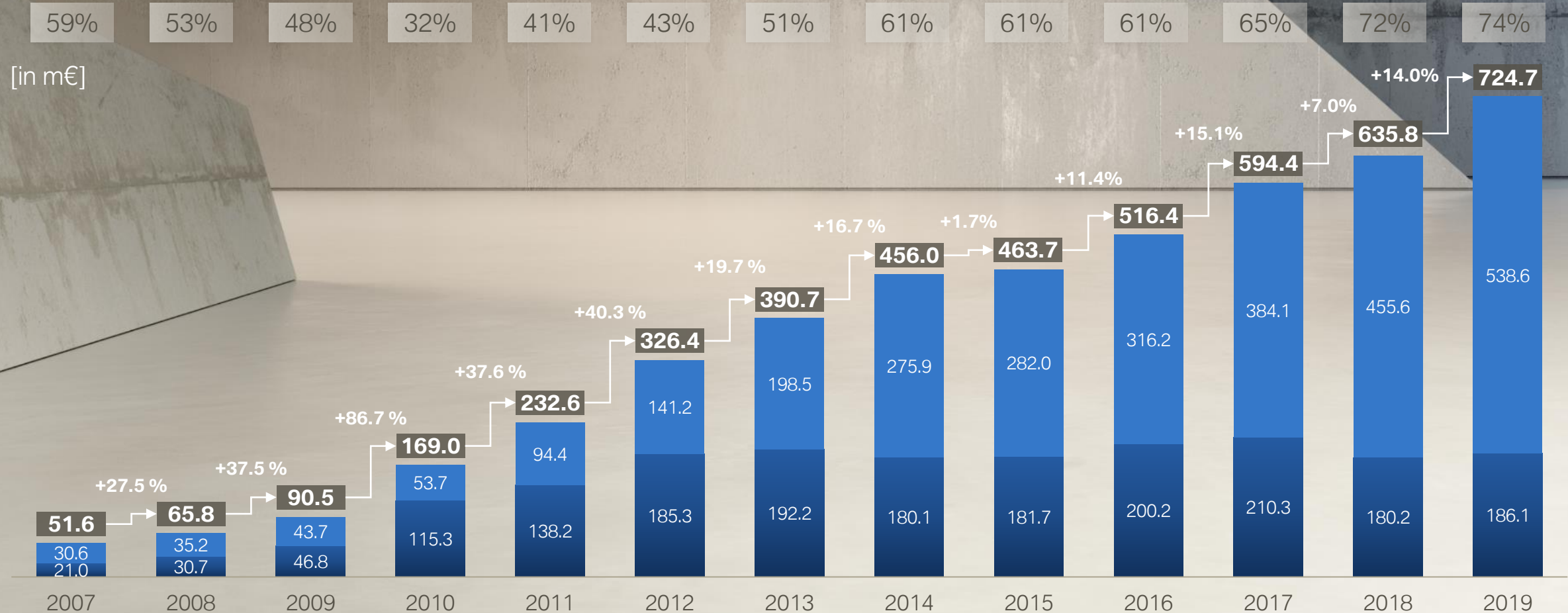


7 MODELS IN LOCAL PRODUCTION & MORE TO COME

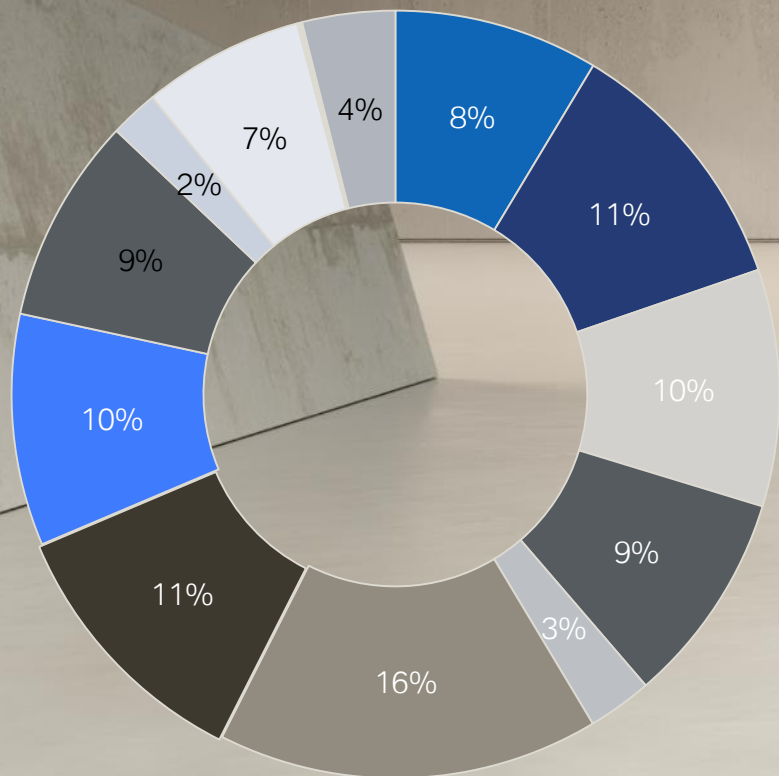


BMW AND MINI RETAIL SALES DEVELOPMENT. MAINLAND CHINA 2007 – 2019.

Share of JV Sales (through BMW Brilliance Automotive).



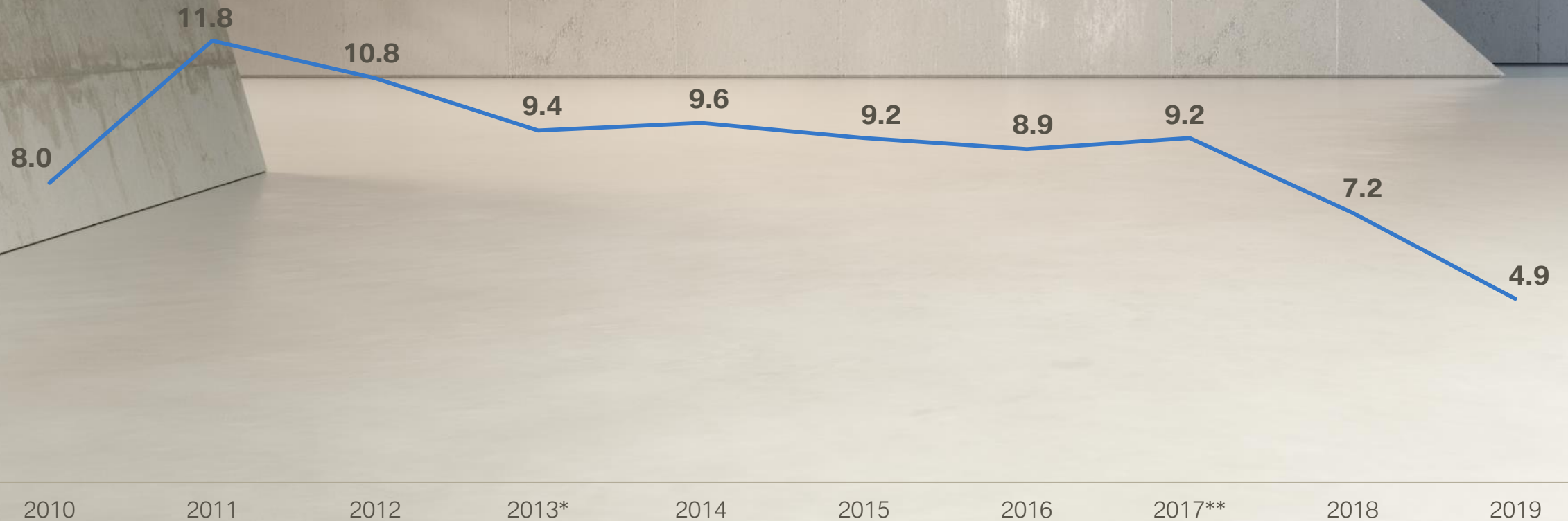
GLOBAL PRODUCTION NETWORK FY 2019. OFFERING HIGH FLEXIBILITY.



■ 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 Convertible, MINI Countryman, BMW X1	174,097
■ Goodwood, UK	Rolls-Royce	5,455
■ Assembly plants		100,238
Sum		2,564,025

AUTOMOTIVE SEGMENT. EBIT MARGIN.

EBIT margin.
[in %]



BMW MOTORRAD. WIDER RANGE THAN EVER BEFORE.

ADVENTURE



TOUR



SPORT



ROADSTER



HERITAGE



URBAN
MOBILITY

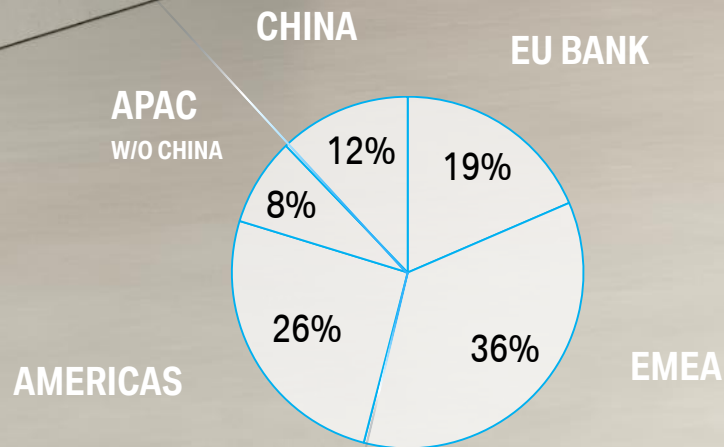


FINANCIAL SERVICES AT A GLANCE.

FY 2019.

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

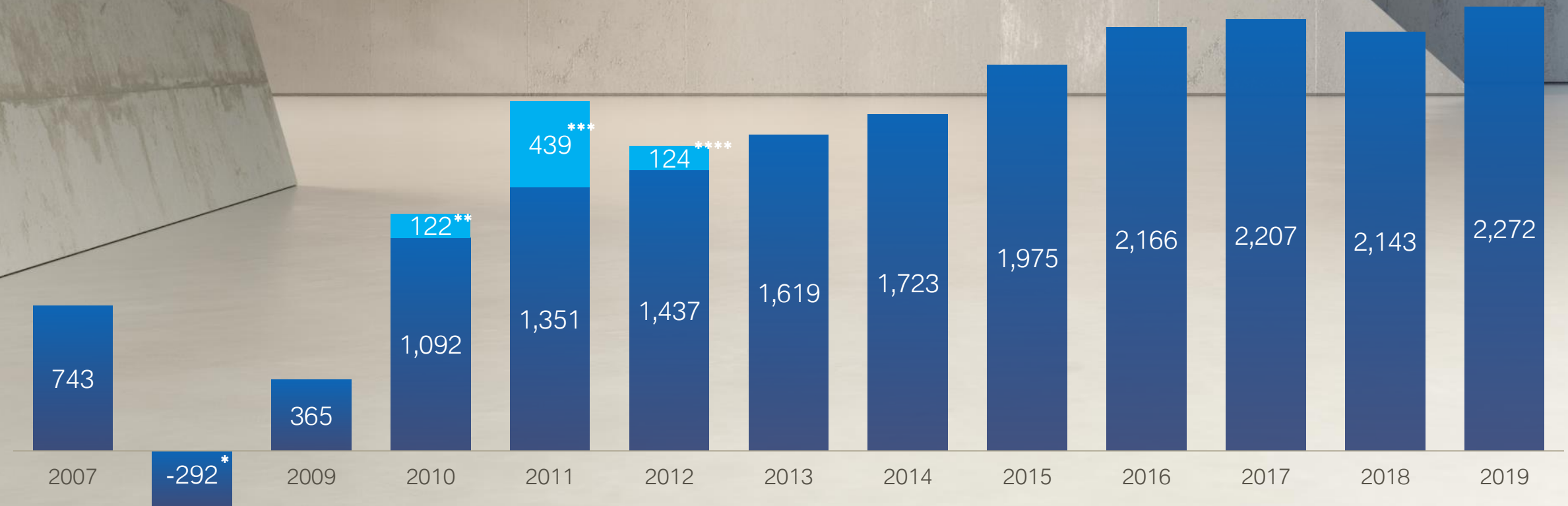
BUSINESS LINES (PORTFOLIO SIZE).



SIGNIFICANT CONTRIBUTION OF FINANCIAL SERVICES TO BMW GROUP PROFIT.

Earnings before Tax (EBT) Financial Services.

[in m€]



BMW GROUP FINANCIAL SERVICES. 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
Automotive Segment			
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
Motorcycles Segment			
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
Financial Services			
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.

Q3 2020 KEY FINANCIALS.

BMW Group

	Q3 2020	Q3 2019	Change in %
Earnings before tax – Group (in m€)	2,464	2,248	9.6
EBT margin (in %) – Group	9.4	8.4	1 % point

Automotive Segment

Sales (units)	675,592	621,981	8.6
Earnings before interest and tax (EBIT) (in m€)	1,477	1,515	-2.5
EBIT margin (in %)	6.7	6.6	0.1 % points

Motorcycles Segment

Sales (units)	52,892	43,744	20.9
Earnings before interest and tax (EBIT) (in m€)	45	35	28.6
EBIT margin (in %)	7.1	6.3	0.8 % points

Financial Services

Earnings before tax (EBT) (in m€)	458	597	-23.3
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BMW GROUP.

YTD-09/2020 KEY FINANCIALS.

BMW Group	YTD-9/2020	YTD-9/2019	Change in %
Earnings before tax – Group (in m€)	2,962	5,063	-41.5
EBT margin (in %) – Group	4.3	6.8	-2,5 % points

Automotive Segment

Sales (units)	1,638,167	1,872,451	-12.5
Earnings before interest and tax (EBIT) (in m€)	152	2,674	-94.3
EBIT margin (in %)	0.3	4.1	-3.8 % points

Motorcycles Segment

Sales (units)	129,599	136,932	-5.4
Earnings before interest and tax (EBIT) (in m€)	110	226	-51.3
EBIT margin (in %)	6.4	12.1	-5.7 % points

Financial Services

Earnings before tax (EBT) (in m€)	1,039	1,797	-42.2
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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]

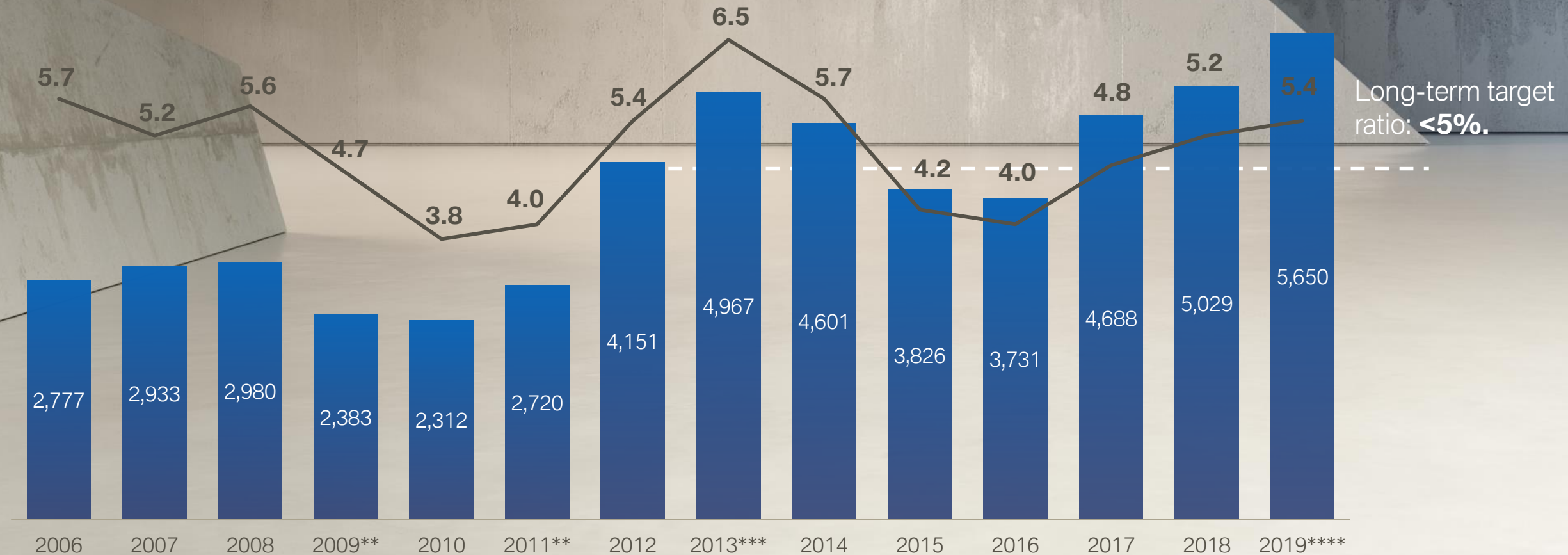


Long-term target ratio: 5% – 5.5%.

TIGHT MANAGEMENT OF CAPITAL EXPENDITURE TO ACHIEVE TARGET RATIO.

BMW Group Capital Expenditure.*
[in m€]

Capex Ratio.**
[in %]



* Capital Expenditure: additions to property, plant and equipment and other intangible assets (definition has been changed in 2016).

** Capital expenditure ratio: Capital expenditure divided by Group revenues.

*** 2013 figures have been adjusted in accordance with IAS 8.

**** Capital expenditure – mainly for property, plant and equipment – rose to 5.65 billion euros in 2019. This reflects the recognition of right-of-use assets in the balance sheet for the first time, according to IFRS 16.

FREE CASH FLOW. AUTOMOTIVE SEGMENT.

Free Cash Flow (Automotive).*
[in m€]



PERFORMANCE PROGRAM. 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

Moderate 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**

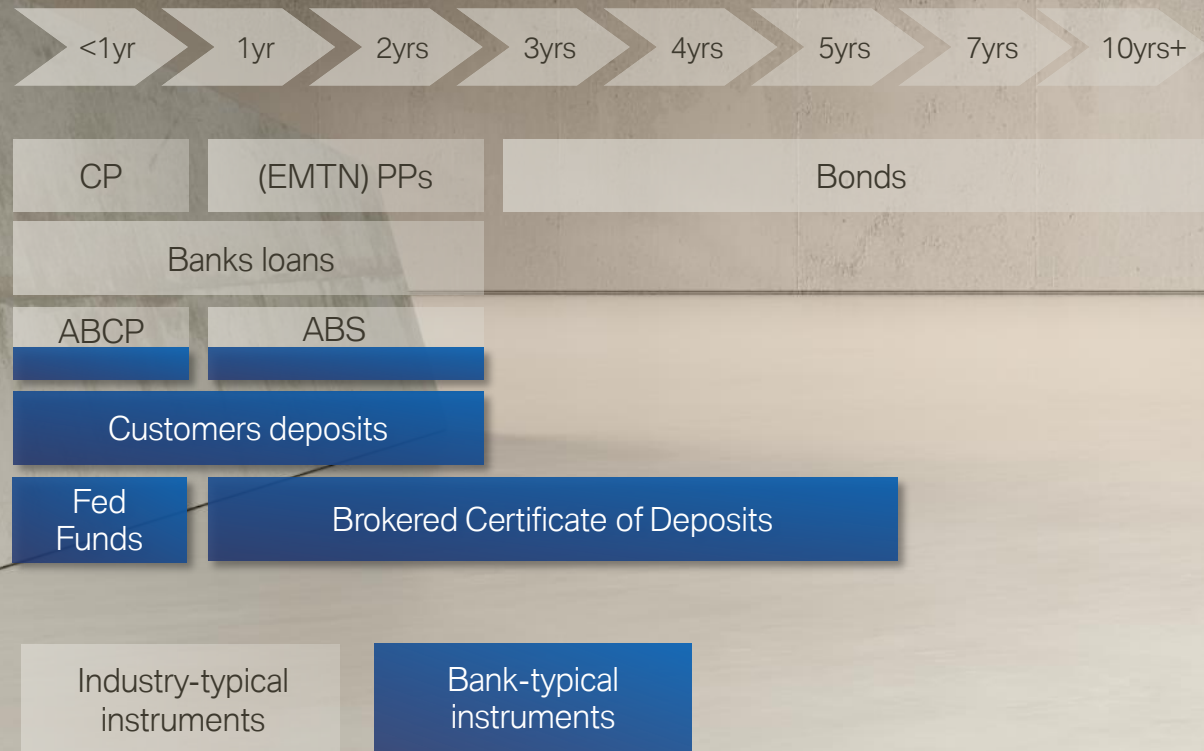
Slight decrease in **workforce at year-end**

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.

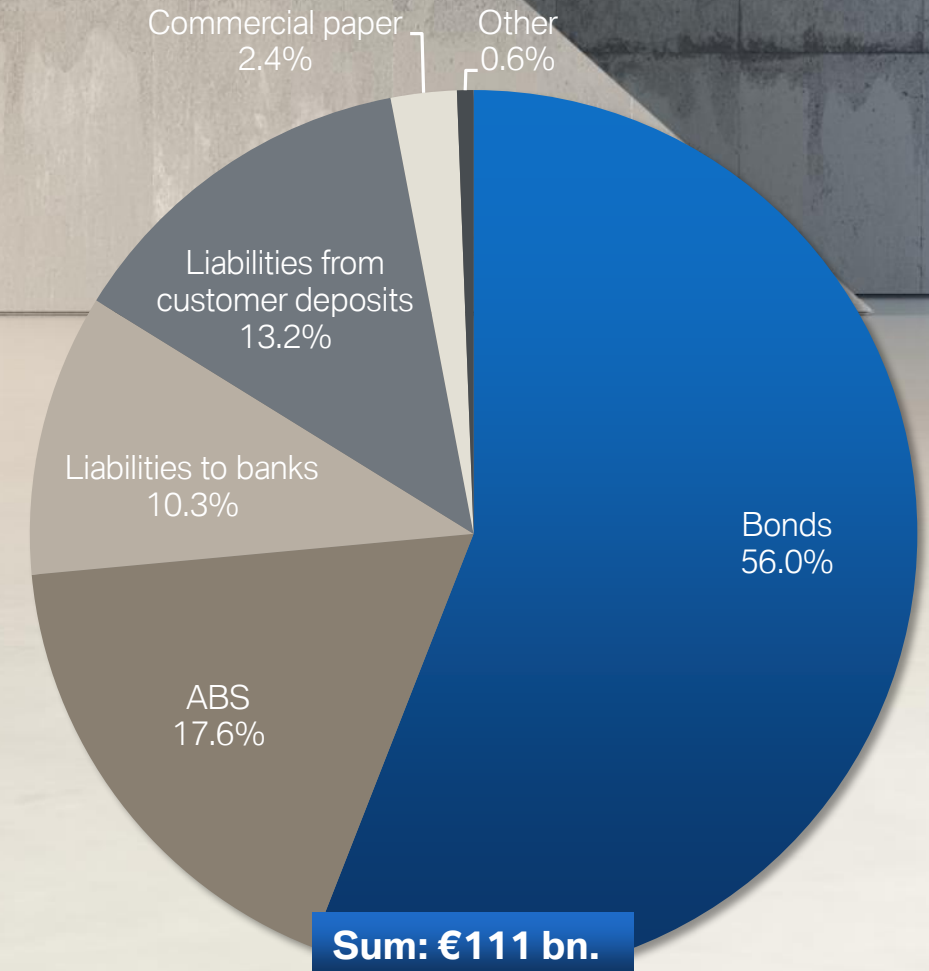
*Including the joint venture BMW Brilliance Automotive Ltd., Shenyang. ** EU-28.

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

FUNDING INSTRUMENTS



FINANCIAL DEBT AS OF FY 2019

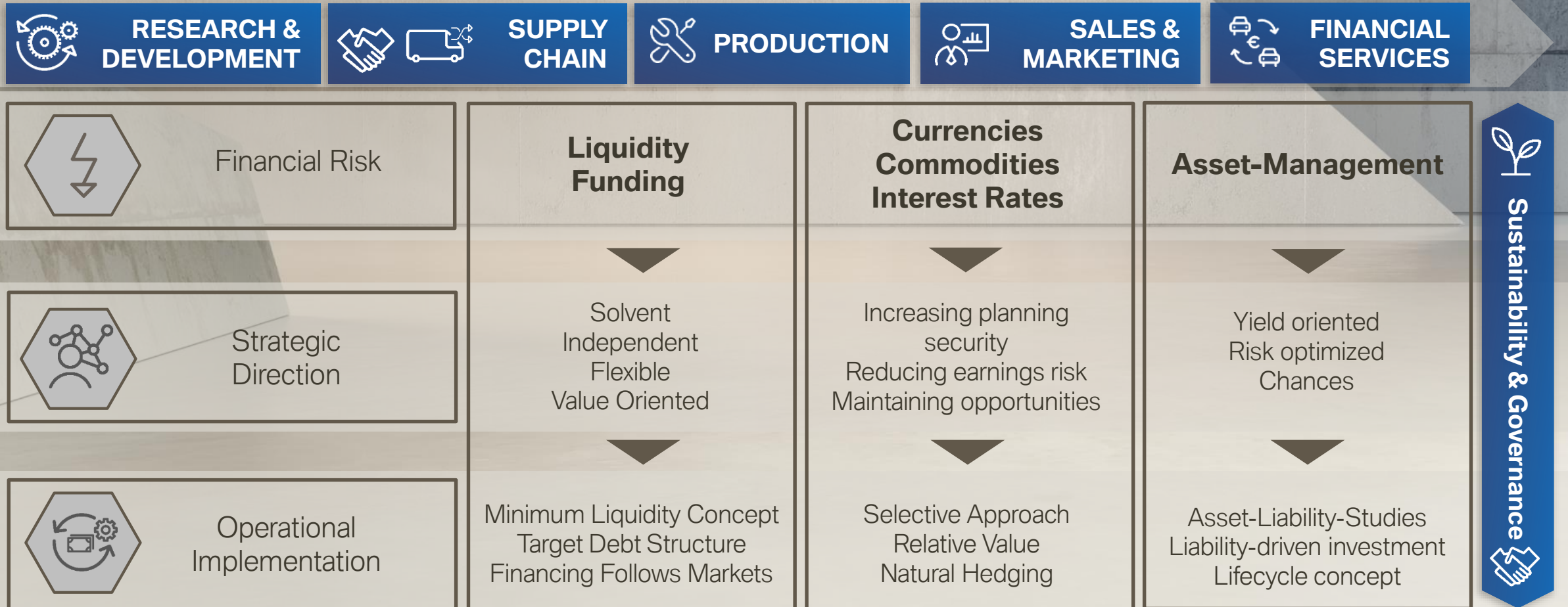


BMW Group continues to target a well diversified debt structure

FOCUS ON LIQUIDITY AND FUNDING IN A CHALLENGING ENVIRONMENT.

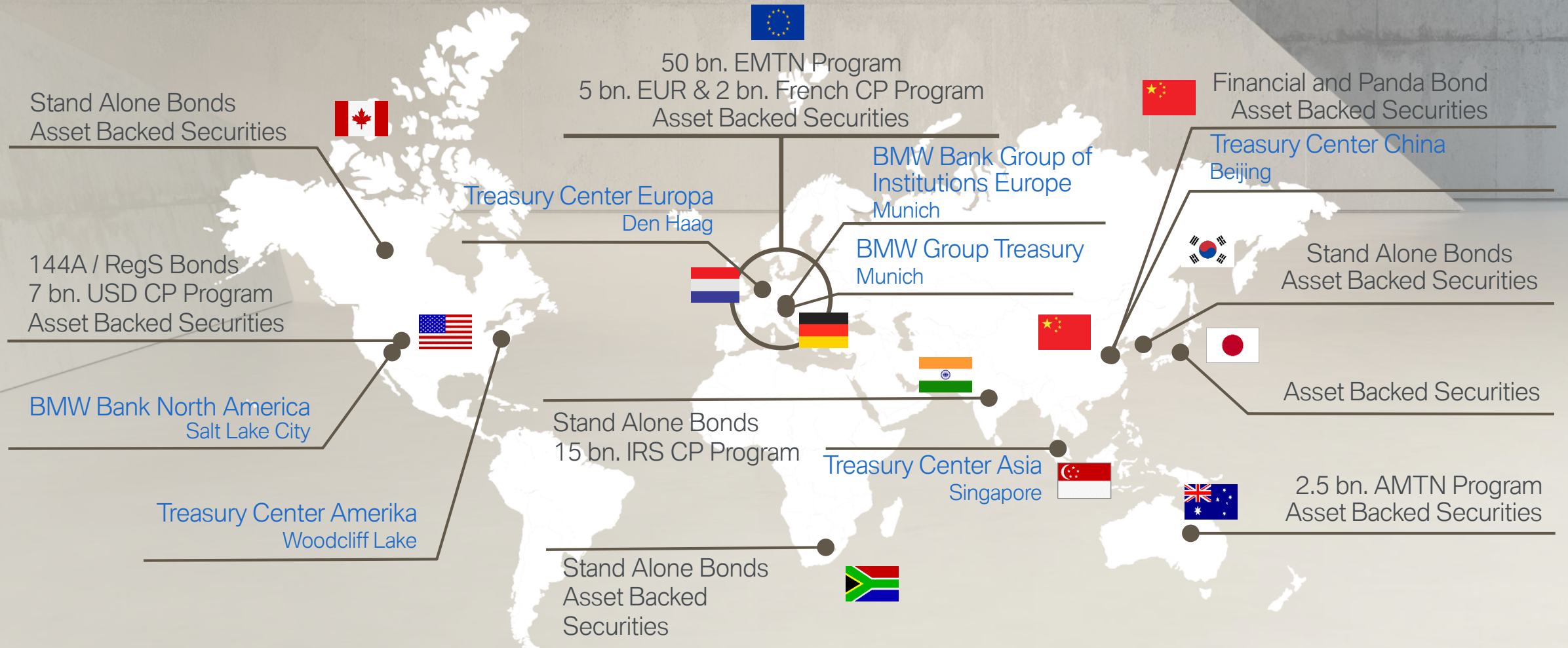
- **Solid** level of BMW Group **Gross Liquidity** with **EUR 21.8 bn.***
- Automotive Segment reporting **Net Financial Assets of EUR 13.5 bn.***
- Enhanced strong focus on **Working Capital management** and prioritised **CAPEX planning.**
- Refinancing strategy continues to target a **well-diversified 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 August **2024.** Made available by a large consortium of **international banks.**

CORPORATE FINANCE ENSURES SOLVENCY AT ANY TIME. MANAGING RISK ALONG THE ENTIRE VALUE CHAIN.



Sustainability & Governance

GLOBAL MARKETS ACCESS. TREASURY ORGANIZATION ENSURES 24 HOUR MARKET COVERAGE.



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BMW GROUP INVESTOR RELATIONS.

FINANCIAL CALENDAR 2021.

17.03.2021

Integrated Annual Report 2020

18.03.2021

Analyst and Investor Conference 2021

07.05.2021

Quarterly Statement to 31 March 2021

12.05.2021

Annual General Meeting 2021

03.08.2021

Quarterly Report to 30 June 2021

03.11.2021

Quarterly Statement to 30 September 2021

BMW GROUP INVESTOR RELATIONS.

VIRTUAL CONFERENCES & ROADSHOWS 2020.

03.-04.12.2020

German Investment Seminar (Commerzbank)

03.-04.12.2020

German Corporate Conference (Kepler Cheuvreux, UniCredit)

24.03.2021

Global ESG Conference (J.P. Morgan)

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.

For consumption and emissions data, please visit our homepage: www.bmw.com