

BMW
GROUP



ROLLS-ROYCE
MOTOR CARS LTD

ANNUAL CONFERENCE 2025

MARCH 14, 2025

BMW GROUP STATEMENT ON FULL YEAR 2024 RESULTS.

WALTER MERTL

MEMBER OF THE BOARD OF MANAGEMENT
OF BMW AG, FINANCE



BMW GROUP ACHIEVES ADJUSTED GUIDANCE IN ALL PARAMETERS IN FY 2024.

Staying our strategic course with consistency

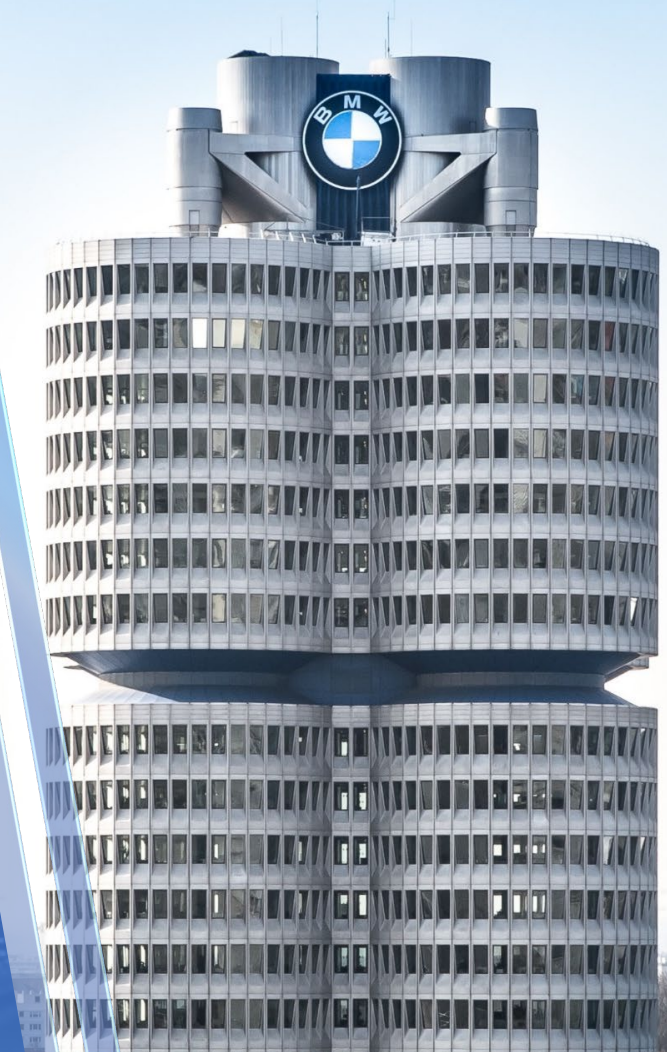
Q4 2024 with sequential improvement on Q3, which was impacted by delivery stops related to Integrated Braking System

Peak levels of R&D and Capital Expenditure reached in 2024; both will decrease meaningfully in 2025

Resilience through flexibility in global operations

Sales worldwide: 2,450,854 vehicles

BEV Sales worldwide: 426,594 units (17.4% of total sales)



BMW GROUP.

Year-on-year decrease driven by Integrated Braking System and China.

	2024	2023	Change
Group Revenues [in m€]	142,380	155,498	-8.4%
Group Earnings before tax [EBT; in m€]	10,971	17,096	-35.8%
Group EBT Margin [in %]	7.7%	11.0%	-3.3%-pts
Earnings per share [in €]	11.62	17.67	-34.2%

BMW GROUP.

Segment performance.

	2024	2023	Change
Automotive Segment			
EBIT [in m€]	7,893	12,981	-39.2%
EBIT Margin [in %]	6.3	9.8	-3.5%-pts
Motorcycles Segment			
EBIT [in m€]	198	259	-23.6%
EBIT Margin [in %]	6.1	8.1	-2.0%-pts
Financial Services Segment			
EBT [in m€]	2,538	2,962	-14.3%
RoE [in %]	15.1	17.2	-2.1%-pts
Other Entities Segment			
EBT [in m€]	837	-100	-
Eliminations			
EBT [in m€]	-146	1,334	-



AUTOMOTIVE RETAIL UNITS, BEV UNITS, AUTO REVENUE AND AUTO EBIT.

Sequential development 2023 and 2024.

Retail

Units [in k]



Revenues

Auto [in bn€]



BEV Retail

Units [in k]



EBIT

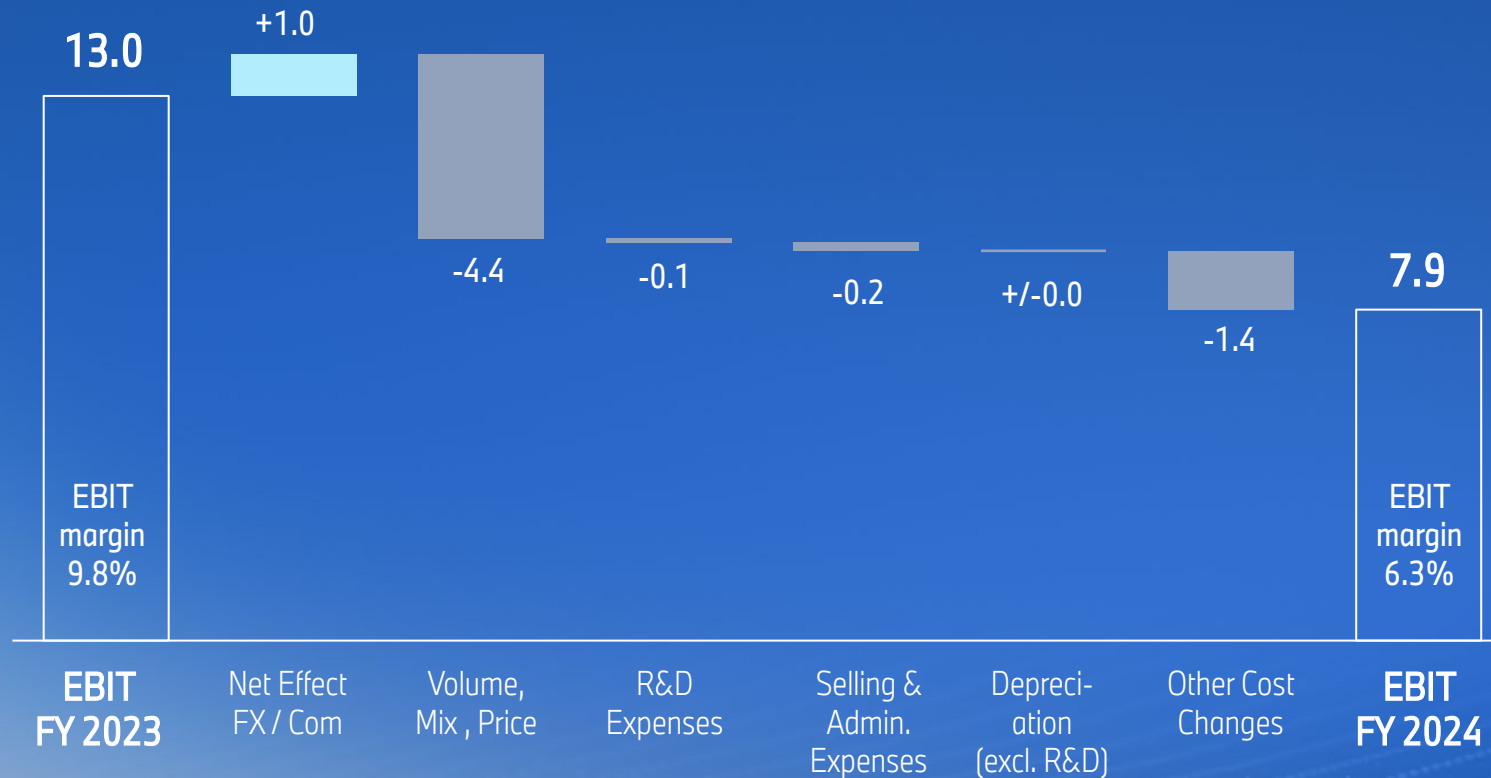
Auto [in bn€]



AUTOMOTIVE SEGMENT EBIT.

Year-on-year development impacted by volume decrease & pricing headwinds.

[in bn€]

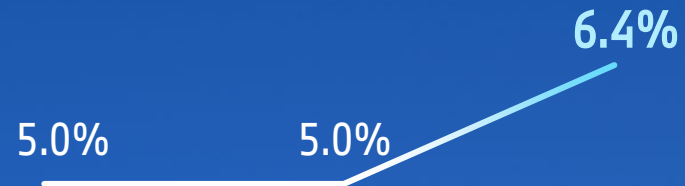


R&D EXPENDITURE AT PEAK LEVEL.

Continued implementation of electrification and digitalization strategy.

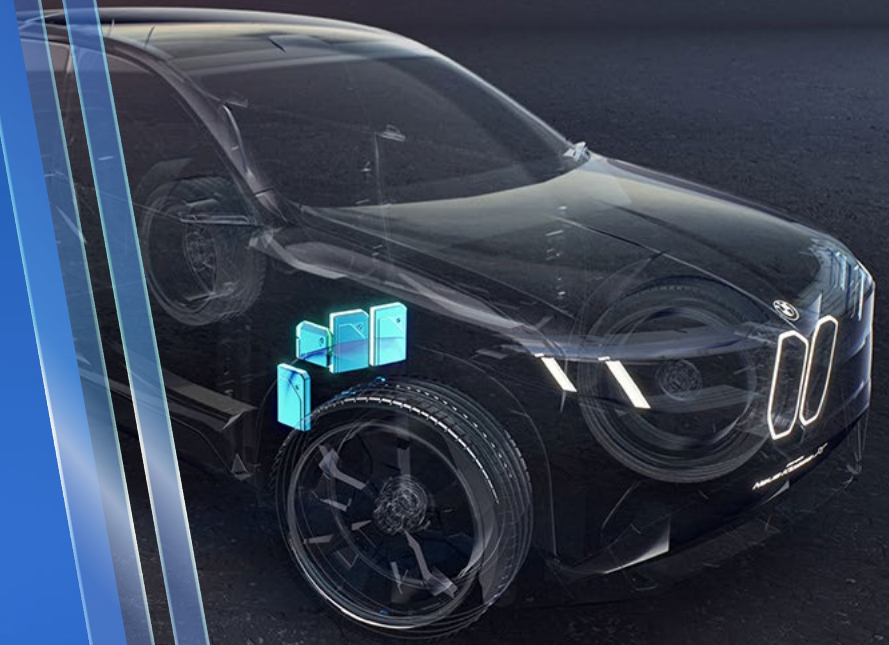
R&D expenditure ratio

BMW Group



R&D expenditure

[in m€]





GROUP CAPITAL EXPENDITURE AT PEAK LEVEL.

Preparations across the production network for launch of NEUE KLASSE.

Group capex ratio

BMW Group



Group capital expenditure

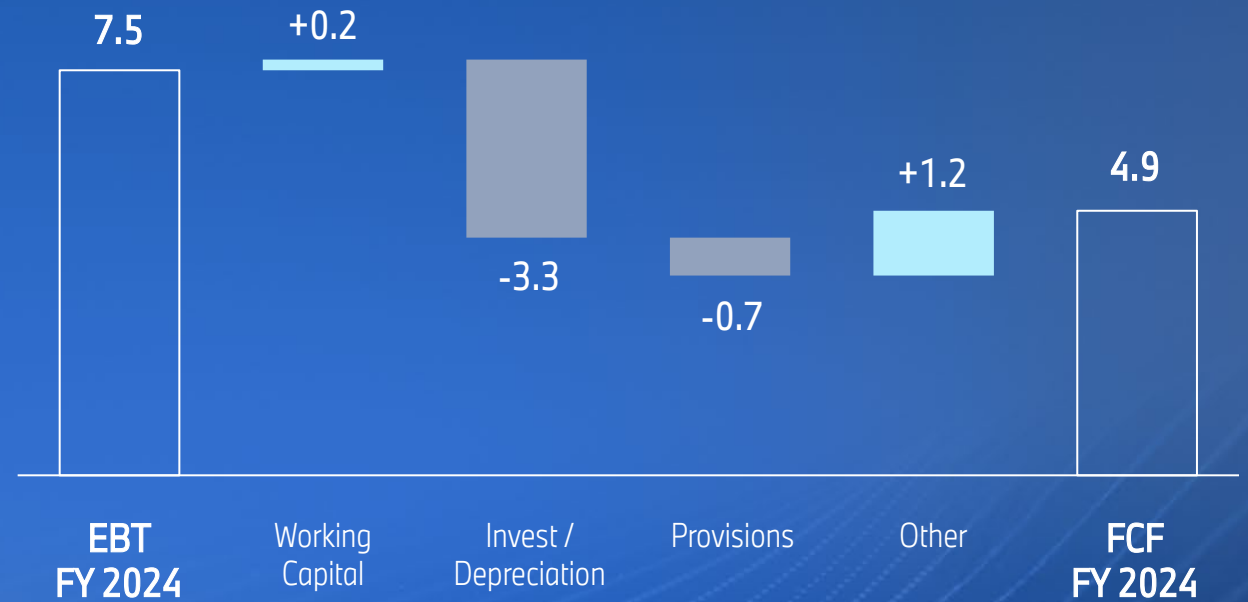
[in m€]



AUTOMOTIVE SEGMENT FREE CASH FLOW.

Reconciliation EBT – FCF at FY24.

[in bn€]



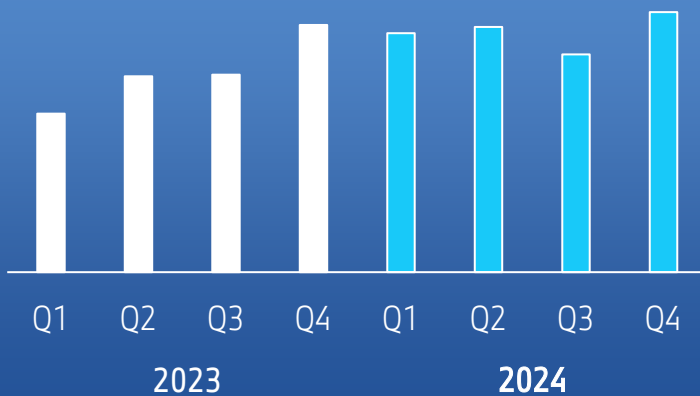


FINANCIAL SERVICES SEGMENT.

Solid growth in new contracts over the year.

New Contract Development

2023 vs 2024

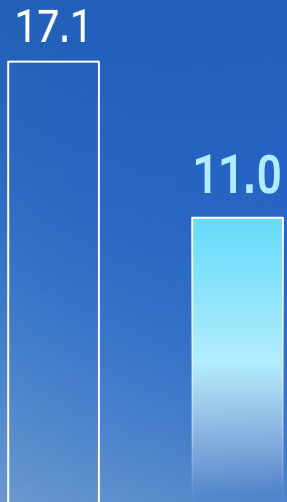


	2024	2023	Change
Penetration Rate	42.6%	38.2%	+4.4%-pts
New contracts with customers	1,693,876	1,542,514	+9.8%
Total volume of new customer contracts [in m€]	64,519	57,333	+12.5%
Earnings before tax [EBT; in m€]	2,538	2,962	-14.3%
Return on Equity	15.1%	17.2%	-2.1%-pts

DIVIDEND AND HIGHER PAYOUT RATIO.

Group Earnings before Tax

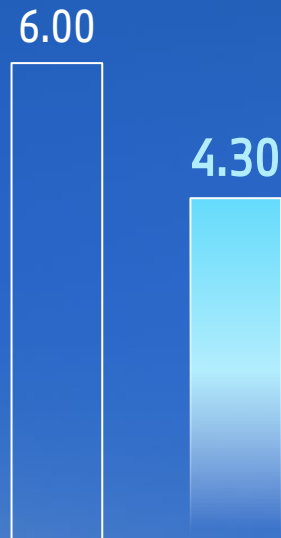
[in bn€]



2023 2024

Proposed Dividend per common share

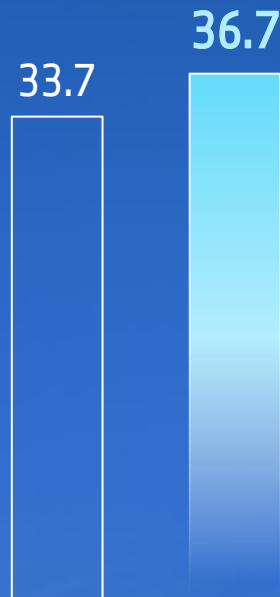
[in €]



2023 2024

Payout Ratio

[in %]



2023 2024



OUTLOOK 2025.



BMW GROUP

Group earnings before tax
At previous year's level

Size of workforce
At previous year's level



AUTOMOTIVE

Deliveries
Slight increase

EBIT margin
Between 5 and 7%

Return on Capital Employed
Between 9 and 13%



MOTORCYCLES

Deliveries
Slight increase

EBIT margin
Between 5.5 and 7.5%

Return on Capital Employed
Between 13 and 17%



FINANCIAL SERVICES

Return on Equity
Between 13 and 16%

For terminology and ranges the BMW Group uses as a basis when forecasting key performance indicators, see p. 428 in the BMW Group Report 2024

BMW GROUP: FOCUS ON LONG-TERM VIEW AS WELL AS OPERATIONAL EXCELLENCE.

Long-term strategic planning paired with operational excellence

Free Cash Flow in 2025: >5 billion euros

Commitment to our long-term target corridor of 8-10% EBIT margin in the Automotive Segment

Turnaround in cost structures – R&D, Capex and Operational Costs

Strong brand, emotional products and tech innovation as the foundation for success

NEUE KLASSE: benefits from investments start hitting the road this year



CONSUMPTION AND EMISSION DATA.

BMW iX xDrive45.

Power consumption in kWh/100km WLTP (combined): 21.8;

CO₂ emissions in g/km: 0.

BMW i4 M50.

Power consumption in kWh/100km WLTP (combined): 22.0 - 17.5;

CO₂ emissions in g/km: 0.

BMW i5 M60.

Power consumption in kWh/100km WLTP (combined): 20.6 – 18.2;

CO₂ emissions in g/km: 0.

BMW X3 M50 xDrive.

Fuel consumption in l/100km WLTP (combined): 8.3 - 7.7;

CO₂ emissions in g/km: 189 – 175;

CO₂ class(es): G – F.

BMW M3 Touring.

Energy consumption: 10,5 l/100 km (WLTP);

CO₂ emissions combined: 238 g/km (WLTP);

CO₂ class: G
