

BMW GROUP IN FIGURES

Key non-financial performance indicators

→ 01

	2013	2014	2015	2016	2017	Change in %
GROUP						
Workforce at year-end ¹	110,351	116,324	122,244	124,729	129,932	4.2
AUTOMOTIVE SEGMENT						
Deliveries ²	1,963,798	2,117,965	2,247,485	2,367,603	2,463,526	4.1
Fleet emissions in g CO ₂ /km ³	133	130	127	124	122	-1.6
MOTORCYCLES SEGMENT						
Deliveries ⁴	115,215	123,495	136,963	145,032	164,153	13.2

Further non-financial performance figures

→ 02

	2013	2014	2015	2016	2017	Change in %
AUTOMOTIVE SEGMENT						
Deliveries						
BMW ²	1,655,138	1,811,719	1,905,234	2,003,359	2,088,283	4.2
MINI	305,030	302,183	338,466	360,233	371,881	3.2
Rolls-Royce	3,630	4,063	3,785	4,011	3,362	-16.2
Total²	1,963,798	2,117,965	2,247,485	2,367,603	2,463,526	4.1
Production volume						
BMW ⁵	1,699,835	1,838,268	1,933,647	2,002,997	2,123,947	6.0
MINI	303,177	322,803	342,008	352,580	378,486	7.3
Rolls-Royce	3,354	4,495	3,848	4,179	3,308	-20.8
Total⁵	2,006,366	2,165,566	2,279,503	2,359,756	2,505,741	6.2
MOTORCYCLES SEGMENT						
Production volume ⁶						
BMW	110,127	133,615	151,004	145,555	185,682	27.6
FINANCIAL SERVICES SEGMENT						
New contracts with retail customers	1,471,385	1,509,113	1,655,961	1,811,157	1,828,604	1.0

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 (2013: 198,542 units, 2014: 275,891 units, 2015: 282,000 units, 2016: 316,200 units, 2017: 384,124 units).

³ EU-28.

⁴ Excluding Husqvarna, deliveries up to 2013: 59,776 units.

⁵ Including the joint venture BMW Brilliance Automotive Ltd., Shenyang (2013: 214,920 units, 2014: 287,466 units, 2015: 287,755 units, 2016: 305,726 units, 2017: 396,749 units).

⁶ Excluding Husqvarna, production up to 2013: 59,426 units.

Key financial performance indicators

→ 03

	2013	2014	2015	2016	2017	Change in %
GROUP						
Profit before tax in € million	7,893	8,707	9,224	9,665	10,655	10.2
AUTOMOTIVE SEGMENT						
Revenues in € million	70,630	75,173	85,536	86,424	88,581	2.5
EBIT margin in % (change in %pts)	9.4	9.6	9.2	8.9	8.9	–
RoCE in % (change in %pts)	63.0	61.7	72.2	74.3	78.6	4.3
MOTORCYCLES SEGMENT						
EBIT margin in % (change in %pts)	5.3	6.7	9.1	9.0	9.1	0.1
RoCE in % (change in %pts)	16.4	21.8	31.6	33.0	34.0	1.0
FINANCIAL SERVICES SEGMENT						
RoE in % (change in %pts)	20.0	19.4	20.2	21.2	18.1	–3.1

Further financial performance figures

→ 04

in € million	2013	2014	2015	2016	2017	Change in %
Total capital expenditure¹	6,711	6,100	5,890	5,823	7,112	22.1
Depreciation and amortisation	3,741	4,170	4,659	4,806	4,822	0.3
Free cash flow Automotive segment	3,003	3,481	5,404	5,792	4,459	–23.0
Revenues	76,059	80,401	92,175	94,163	98,678	4.8
Automotive	70,630	75,173	85,536	86,424	88,581	2.5
Motorcycles	1,504	1,679	1,990	2,069	2,283	10.3
Financial Services	19,874	20,599	23,739	25,681	27,567	7.3
Other Entities	6	7	7	6	7	16.7
Eliminations	–15,955	–17,057	–19,097	–20,017	–19,760	1.3
Profit before financial result (EBIT)	7,978	9,118	9,593	9,386	9,880	5.3
Automotive	6,649	7,244	7,836	7,695	7,863	2.2
Motorcycles	79	112	182	187	207	10.7
Financial Services	1,643	1,756	1,981	2,184	2,194	0.5
Other Entities	44	71	169	–17	14	–
Eliminations	–437	–65	–575	–663	–398	40.0
Profit before tax (EBT)	7,893	8,707	9,224	9,665	10,655	10.2
Automotive	6,561	6,886	7,523	7,916	8,691	9.8
Motorcycles	76	107	179	185	205	10.8
Financial Services	1,619	1,723	1,975	2,166	2,207	1.9
Other Entities	164	154	211	170	80	–52.9
Eliminations	–527	–163	–664	–772	–528	31.6
Income taxes	–2,564	–2,890	–2,828	–2,755	–1,949	29.3
Net profit	5,329	5,817	6,396	6,910	8,706	26.0
Earnings per share in €	8.08/8.10	8.83/8.85	9.70/9.72	10.45/10.47	13.12/13.14	25.6/25.5
Pre-tax return on sales² in % (change in %pts)	10.4	10.8	10.0	10.3	10.8	0.5

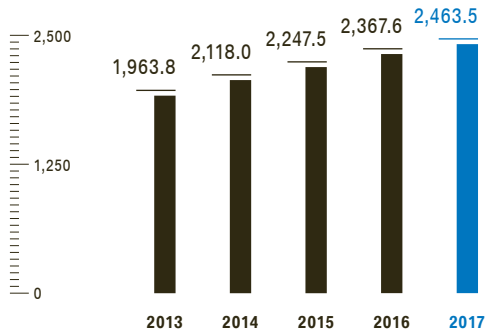
¹ Expenditure for capitalised development costs, other intangible assets and property, plant and equipment.

² Group profit before tax as a percentage of Group revenues.

BMW Group deliveries of automobiles*

→ 05

in 1,000 units

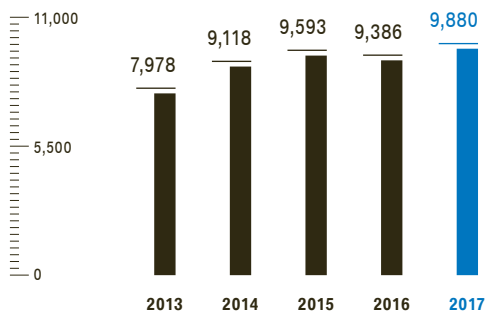


* Including the joint venture BMW Brilliance Automotive Ltd., Shenyang (2013: 198,542 units, 2014: 275,891 units, 2015: 282,000 units, 2016: 316,200 units, 2017: 384,124 units).

BMW Group profit before financial result (EBIT)

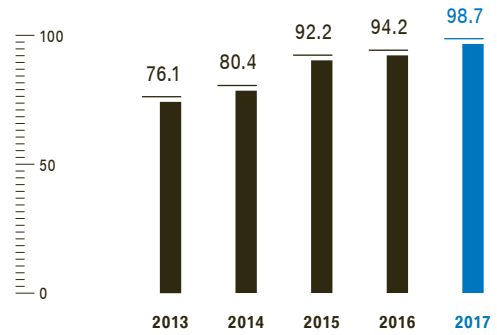
→ 06

in € million

**BMW Group revenues**

→ 07

in € billion

**BMW Group profit before tax**

→ 08

in € million

