

# BMW GROUP IN FIGURES

## Key non-financial performance indicators

→ 01

	2012	2013	2014	2015	2016	Change in %
<b>BMW GROUP</b>						
Workforce at year-end <sup>1</sup>	105,876	110,351	116,324	122,244	124,729	2.0
<b>AUTOMOTIVE SEGMENT</b>						
Sales volume <sup>2</sup>	1,845,186	1,963,798	2,117,965	2,247,485	2,367,603	5.3
Fleet emissions in g CO <sub>2</sub> /km <sup>3</sup>	143	133	130	127	124	-2.4
<b>MOTORCYCLES SEGMENT</b>						
Sales volume <sup>4</sup>	106,358	115,215	123,495	136,963	145,032	5.9

## Further non-financial performance figures

→ 02

	2012	2013	2014	2015	2016	Change in %
<b>AUTOMOTIVE SEGMENT</b>						
Sales volume						
BMW <sup>2</sup>	1,540,085	1,655,138	1,811,719	1,905,234	2,003,359	5.2
MINI	301,526	305,030	302,183	338,466	360,233	6.4
Rolls-Royce	3,575	3,630	4,063	3,785	4,011	6.0
<b>Total<sup>2</sup></b>	<b>1,845,186</b>	<b>1,963,798</b>	<b>2,117,965</b>	<b>2,247,485</b>	<b>2,367,603</b>	<b>5.3</b>
Production volume						
BMW <sup>5</sup>	1,547,057	1,699,835	1,838,268	1,933,647	2,002,997	3.6
MINI	311,490	303,177	322,803	342,008	352,580	3.1
Rolls-Royce	3,279	3,354	4,495	3,848	4,179	8.6
<b>Total<sup>5</sup></b>	<b>1,861,826</b>	<b>2,006,366</b>	<b>2,165,566</b>	<b>2,279,503</b>	<b>2,359,756</b>	<b>3.5</b>
<b>MOTORCYCLES SEGMENT</b>						
Production volume <sup>6</sup>						
BMW	113,811	110,127	133,615	151,004	145,555	-3.6
<b>FINANCIAL SERVICES SEGMENT</b>						
New contracts with retail customers	1,341,296	1,471,385	1,509,113	1,655,961	1,811,157	9.4

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

<sup>2</sup> Including the joint venture BMW Brilliance Automotive Ltd., Shenyang (2012: 141,165 units, 2013: 198,542 units, 2014: 275,891 units, 2015: 282,000 units, 2016: 316,200 units).

<sup>3</sup> EU-28.

<sup>4</sup> Excluding Husqvarna, sales volume up to 2013: 59,776 units.

<sup>5</sup> Including the joint venture BMW Brilliance Automotive Ltd., Shenyang (2012: 150,052 units, 2013: 214,920 units, 2014: 287,466 units, 2015: 287,755 units, 2016: 305,726 units).

<sup>6</sup> Excluding Husqvarna, production up to 2013: 59,426 units.

## Key financial performance indicators

→ 03

	2012	2013	2014	2015	2016	Change in %
<b>BMW GROUP</b>						
Profit before tax in € million	7,803	7,893	8,707	9,224	9,665	4.8
<b>AUTOMOTIVE SEGMENT</b>						
Revenues in € million	70,208	70,630	75,173	85,536	86,424	1.0
EBIT margin in % (change in %pts)	10.8	9.4	9.6	9.2	8.9	-0.3
RoCE in % (change in %pts)	73.7	63.0	61.7	72.2	74.3	2.1
<b>MOTORCYCLES SEGMENT</b>						
RoCE in % (change in %pts)	1.8	16.4	21.8	31.6	33.0	1.4
<b>FINANCIAL SERVICES SEGMENT</b>						
RoE in % (change in %pts)	21.2	20.0	19.4	20.2	21.2	1.0

## Further financial performance figures

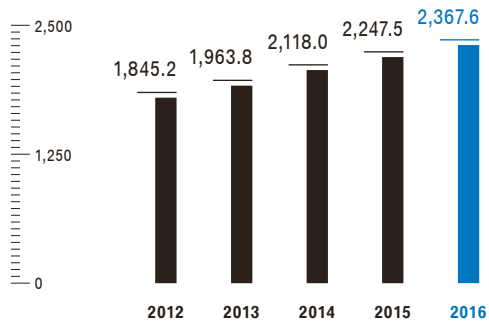
→ 04

in € million	2012	2013	2014	2015	2016	Change in %
<b>Capital expenditure</b>	5,240	6,711	6,100	5,890	5,823	-1.1
<b>Depreciation and amortisation</b>	3,541	3,741	4,170	4,659	4,806	3.2
<b>Operating cash flow Automotive segment</b>	9,167	9,964	9,423	11,836	11,464	-3.1
<b>Revenues</b>	<b>76,848</b>	<b>76,059</b>	<b>80,401</b>	<b>92,175</b>	<b>94,163</b>	<b>2.2</b>
Automotive	70,208	70,630	75,173	85,536	86,424	1.0
Motorcycles	1,490	1,504	1,679	1,990	2,069	4.0
Financial Services	19,550	19,874	20,599	23,739	25,681	8.2
Other Entities	5	6	7	7	6	-14.3
Eliminations	-14,405	-15,955	-17,057	-19,097	-20,017	-4.8
<b>Profit before financial result (EBIT)</b>	<b>8,275</b>	<b>7,978</b>	<b>9,118</b>	<b>9,593</b>	<b>9,386</b>	<b>-2.2</b>
Automotive	7,599	6,649	7,244	7,836	7,695	-1.8
Motorcycles	9	79	112	182	187	2.7
Financial Services	1,558	1,643	1,756	1,981	2,184	10.2
Other Entities	58	44	71	169	-17	-
Eliminations	-949	-437	-65	-575	-663	-15.3
<b>Profit before tax</b>	<b>7,803</b>	<b>7,893</b>	<b>8,707</b>	<b>9,224</b>	<b>9,665</b>	<b>4.8</b>
Automotive	7,170	6,561	6,886	7,523	7,916	5.2
Motorcycles	6	76	107	179	185	3.4
Financial Services	1,561	1,619	1,723	1,975	2,166	9.7
Other Entities	3	164	154	211	170	-19.4
Eliminations	-937	-527	-163	-664	-772	-16.3
<b>Income taxes</b>	<b>-2,692</b>	<b>-2,564</b>	<b>-2,890</b>	<b>-2,828</b>	<b>-2,755</b>	<b>2.6</b>
<b>Net profit</b>	<b>5,111</b>	<b>5,329</b>	<b>5,817</b>	<b>6,396</b>	<b>6,910</b>	<b>8.0</b>
<b>Earnings per share in €</b>	<b>7.75/7.77</b>	<b>8.08/8.10</b>	<b>8.83/8.85</b>	<b>9.70/9.72</b>	<b>10.45/10.47</b>	<b>7.7/7.7</b>

**Sales volume of automobiles\***

→ 05

in 1,000 units

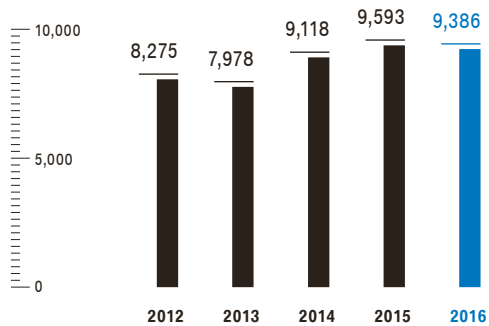


\* Including the joint venture BMW Brilliance Automotive Ltd., Shenyang (2012: 141,165 units, 2013: 198,542 units, 2014: 275,891 units, 2015: 282,000 units, 2016: 316,200 units).

**Profit before financial result**

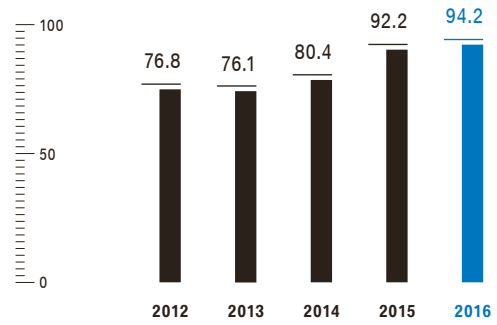
→ 06

in € million

**Revenues**

→ 07

in € billion

**Profit before tax**

→ 08

in € million

