

BMW GROUP TEN-YEAR COMPARISON

		2020	2019	2018 ¹	2017	2016	2015	2014	2013	2012	2011
DELIVERIES											
Automobiles ²	units	2,325,179	2,537,504	2,486,149	2,465,021	2,349,962	2,259,733	2,117,965	1,963,798	1,845,186	1,668,982
Motorcycles ³	units	169,272	175,162	165,566	164,153	145,032	136,963	123,495	115,215	106,358	104,286
PRODUCTION VOLUME											
Automobiles	units	2,255,637	2,564,025	2,541,534	2,505,741	2,359,756	2,279,503	2,165,566	2,006,366	1,861,826	1,738,160
Motorcycles ³	units	168,104	187,116	162,687	185,682	145,555	151,004	133,615	110,127	113,811	110,360
FINANCIAL SERVICES											
Contract portfolio	contracts	5,981,928	5,973,682	5,708,032	5,380,785	5,114,906	4,718,970	4,359,572	4,130,002	3,846,364	3,592,093
Business volume (based on balance sheet carrying amounts)	€ million	133,093	142,834	133,147	124,719	123,394	111,191	96,390	84,347	80,974	75,245
INCOME STATEMENT											
Revenues	€ million	98,990	104,210	96,855	98,282	94,163	92,175	80,401	76,059	76,848	68,821
Gross profit margin	%	13.7	17.3	19.0	20.3	19.9	19.7	21.2	20.1	20.2	21.1
Earnings before financial result	€ million	4,830	7,411	8,933	9,899	9,386	9,593	9,118	7,978	8,275	8,018
Earnings before tax	€ million	5,222	7,118	9,627	10,675	9,665	9,224	8,707	7,893	7,803	7,383
Return on sales (earnings before tax / revenues)	%	5.3	6.8	9.9	10.9	10.3	10.0	10.8	10.4	10.2	10.7
Income taxes	€ million	1,365	2,140	2,530	2,000	2,755	2,828	2,890	2,564	2,692	2,476
Effective tax rate	%	26.1	30.1	26.3	18.7	28.5	30.7	33.2	32.5	34.5	33.5
Net profit for the year	€ million	3,857	5,022	7,064	8,675	6,910	6,396	5,817	5,329	5,111	4,907



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BALANCE SHEET											
Non-current assets	€ million	134,851	137,404	124,202	121,964	121,671	110,343	97,959	86,193	81,305	74,425
Current assets	€ million	81,807	90,630	84,736	73,542	66,864	61,831	56,844	52,184	50,530	49,004
Capital expenditure (excluding capitalised development costs)	€ million	3,922	5,650	5,029	4,688	3,731	3,826	4,601	4,967	4,151	2,720
Capital expenditure ratio (capital expenditure / revenues)	%	4.0	5.4	5.2	4.8	4.0	4.2	5.7	6.5	5.4	4.0
Equity	€ million	61,520	59,907	57,829	54,107	47,363	42,764	37,437	35,600	30,606	27,103
Equity ratio	%	28.4	26.3	27.7	27.7	25.1	24.8	24.2	25.7	23.2	22.0
Non-current provisions and liabilities	€ million	83,175	85,502	79,698	69,634	73,183	63,819	58,288	51,643	52,834	49,113
Current provisions and liabilities	€ million	71,963	82,625	71,411	71,765	67,989	65,591	59,078	51,134	48,395	47,213
Balance sheet total	€ million	216,658	228,034	208,938	195,506	188,535	172,174	154,803	138,377	131,835	123,429
CASH FLOW STATEMENT											
Cash and cash equivalents at balance sheet date	€ million	13,537	12,036	10,979	9,039	7,880	6,122	7,688	7,671	8,370	7,776
Free cash flow Automotive segment	€ million	3,395	2,567	2,713	4,459	5,792	5,404	3,481	3,003	3,809	3,166
PERSONNEL											
Workforce at year-end ⁴		120,726	126,016	134,682	129,932	124,729	122,244	116,324	110,351	105,876	100,306
Personnel cost per employee ⁴	€	99,647	98,901	101,178	100,760	99,575	97,136	92,337	89,869	89,161	84,887
DIVIDEND											
Dividend total	€ million	1,253 ⁵	1,646	2,303	2,630	2,300	2,102	1,904	1,707	1,640	1,508
Dividend per share of common stock / preferred stock	€	1.90 ⁵ / 1.92 ⁵	2.50 / 2.52	3.50 / 3.52	4.00 / 4.02	3.50 / 3.52	3.20 / 3.22	2.90 / 2.92	2.60 / 2.62	2.50 / 2.52	2.30 / 2.32

¹ The 2018 figures were adjusted due to the change in accounting policy in conjunction with the adoption of IFRS 16 (see Annual Report 2019, note 6 to the Group Financial Statements).

In addition, prior year figures were adjusted due to changes in the presentation of selected items that are of minor importance overall.

² Retail vehicle delivery data presented for 2020 is not directly comparable to such data presented for previous years. For further information on retail vehicle delivery data, please see L² Comparison of Forecast with Actual Outcomes.

³ Excluding Husqvarna, deliveries up to 2013: 59,776 units; production up to 2013: 59,426 units.

⁴ Since the reporting year 2020, a new definition for workforce size has been applied (see L² Glossary). To enable better comparability, the value for 2019 was adjusted accordingly (2019 before adjustment: 133,778 employees).

For the timeframe including and prior to 2018, the share of the employees that are no longer reflected in reporting is about 7.5-8%.

⁵ Proposal by management.