

APPENDIX 4.1
(referred to in paragraphs 4.29, 4.30, 4.31 and 9.4)

BMW (GB) Limited: summary of financial results, 1994 to 1998*

	<i>£ million</i>				
	<i>Years ended 31 December</i>				
	1994	1995	1996	1997	1998
<i>Profit and loss account</i>					
Sales	908	1,097	1,239	1,340	1,478
Gross profit	67	59	115	223	271
Operating profit/(loss)	10	(1)	52	146	185
Profit before tax	14	2	56	163	213
Profit after tax	7	1	12	109	144
<i>Assets employed</i>					
Fixed assets	28	27	42	23	22
Net current assets/(liabilities)	<u>31</u>	<u>9</u>	<u>(53)</u>	<u>74</u>	<u>216</u>
Net operating assets†	59	36	(11)	97	238
<i>Representing</i>					
Share capital	40	40	40	40	40
Reserves	19	20	32	117	181
Cash holdings	(9)	(40)	(102)	(84)	(15)
Provisions	<u>9</u>	<u>16</u>	<u>19</u>	<u>24</u>	<u>32</u>
	59	36	(11)	97	238
Net due to/(from) group	35	21	43	(94)	(196)
Net operating assets‡	94	57	32	3	42
				<i>per cent</i>	
Operating margin	1.1	(0.1)	4.2	10.9	12.5
Return on net operating assets†	16.9	(2.8)	N/A	150.6	77.7
Return on net operating assets‡	10.6	(1.7)	162.5	N/A	440.5

Source: Company accounts.

*The financial results above for all years are based on the company's accounts. Under section 228 of the Companies Act 1985, the company is exempt from preparing group accounts as its ultimate parent company, which is incorporated in Germany, prepares consolidated accounts.

†Net group balances treated as part of net operating assets.

‡Net group balances treated as a source of capital.

Note: The accounts include amounts owing to and from other group companies.