



Schaeffler E-Mobility J.P.Morgan Investor Call

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Disclaimer

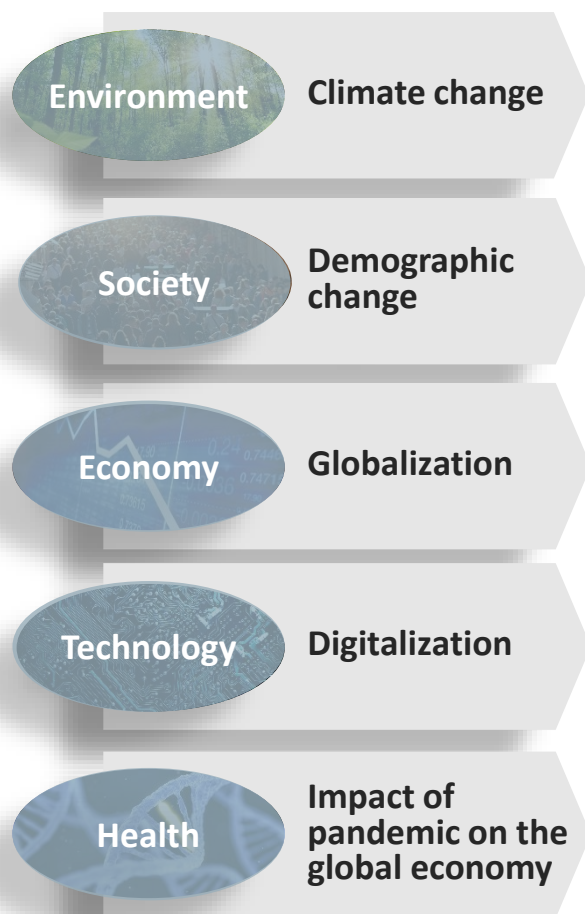
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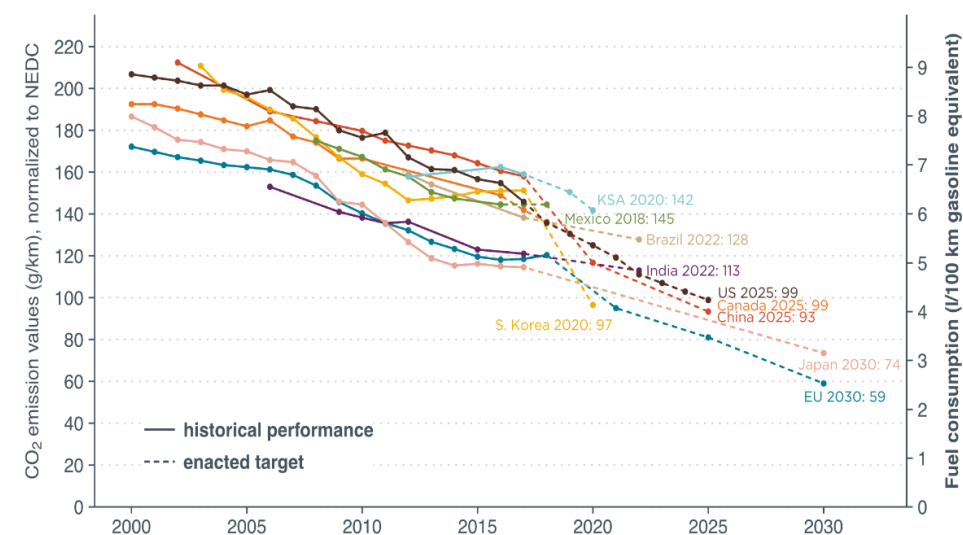
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Global megatrends and resulting automotive trends



CO₂ emission as key driver



Updated June 2019
Details at www.theicct.org/info-tools/global-passenger-vehicle-standards

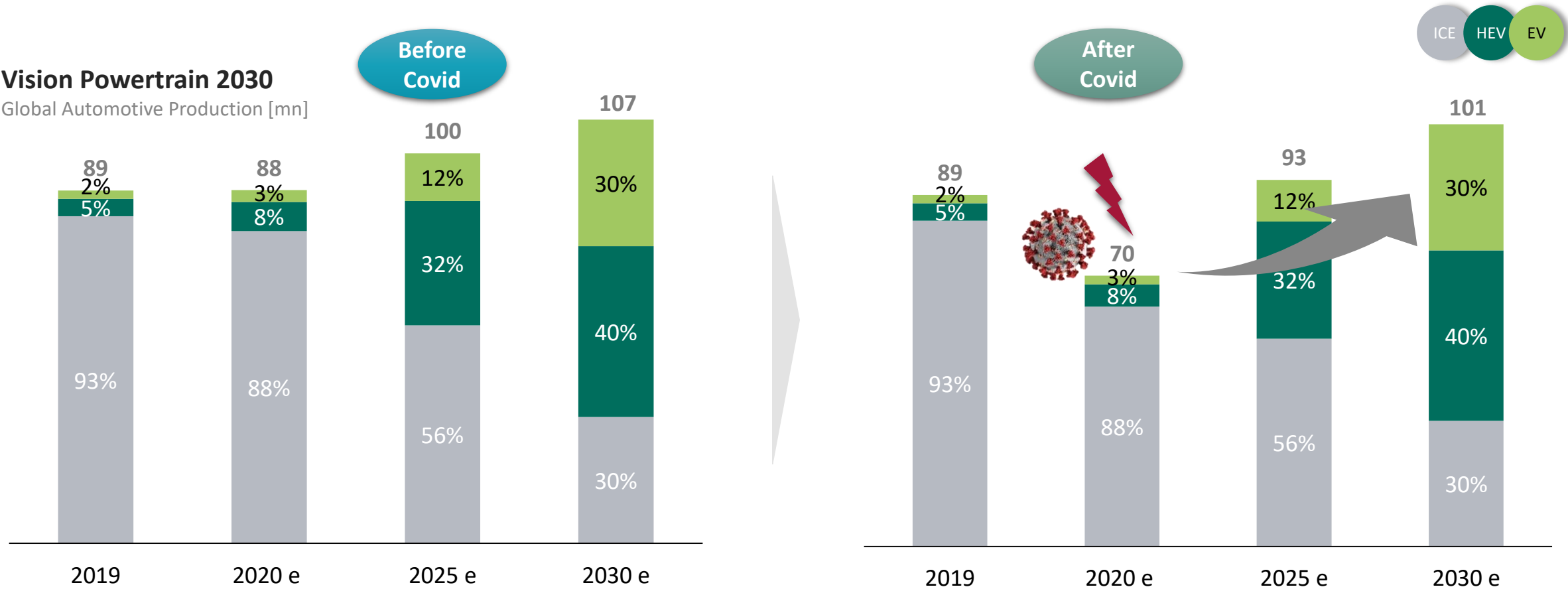
Source = ICCT, June 2019

*China's target reflects gasoline vehicles only. U.S. CO₂ emission values are derived from fuel economy standards set by NHTSA, reflecting tailpipe GHG emission (i.e., they exclude low-GWP refrigerant credits incorporated in the U.S. EPA GHG regulation). Gasoline in Brazil contains 22% ethanol (E22); all data in the chart has been converted to the gasoline (E00) equivalent. Supporting data can be found at www.theicct.org/info-tools/global-passenger-vehicle-standards.

The base of our E-Mobility strategy is our vision of the future automotive market

Vision Powertrain 2030

Global Automotive Production [mn]



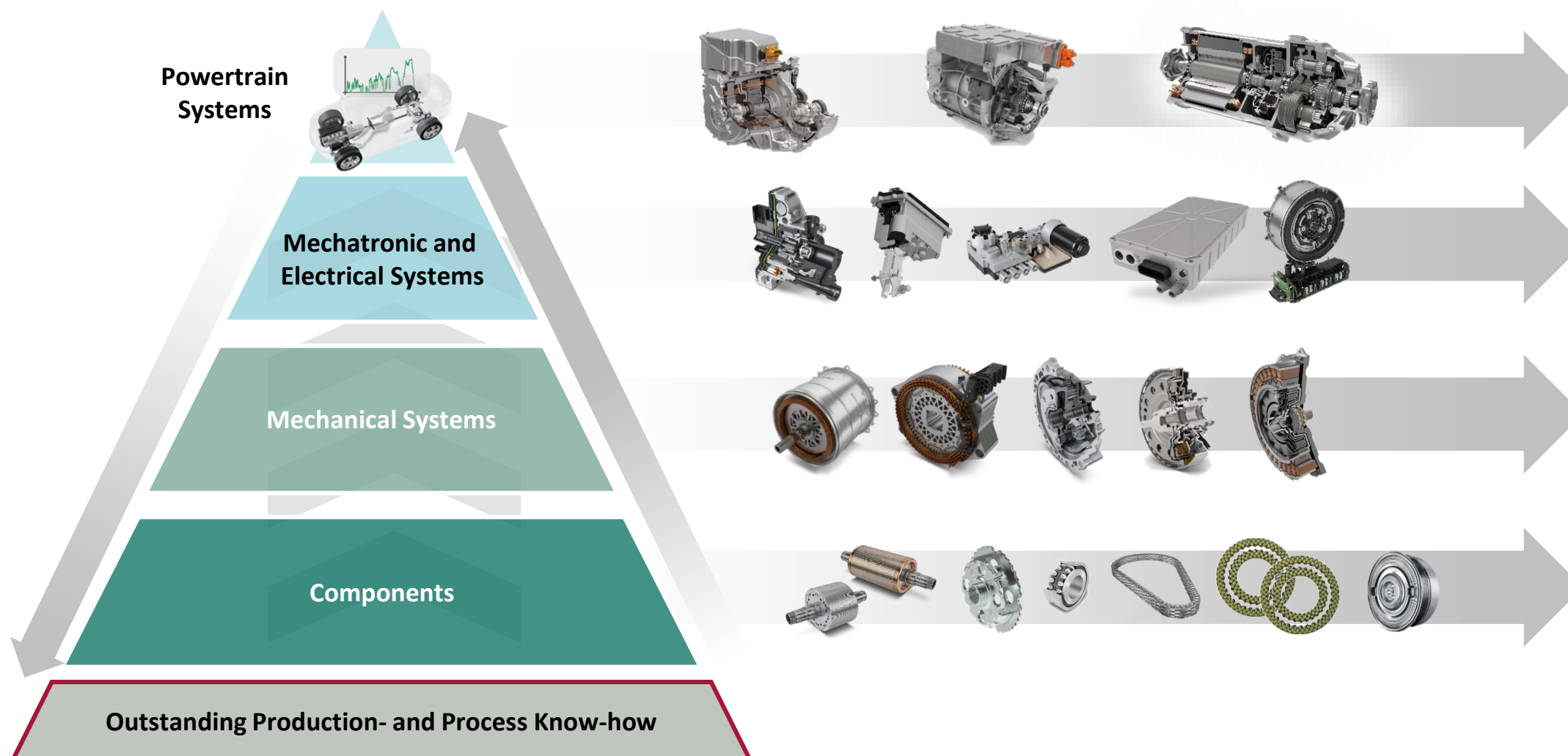
Source of global automotive production from IHS (September 2020)
Source of separation of EV, HEV and ICE is identified by Schaeffler

Our powertrain scenario 30-40-30 is confirmed and unchanged for 2030
Covid has a significant impact in 2020ff, however the relative growth of Hybrids and xEVs will continue

Major Milestones of E-Mobility at Schaeffler



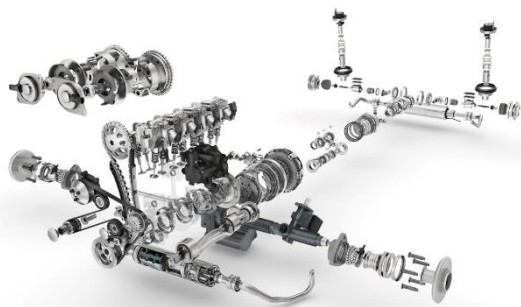
The strength of Schaeffler USP covers both powertrain system integration and component manufacturing



Schaeffler transformation is our key for success in E-Mobility

What do we stand for **today**:

- Customers trust since more than 50 years in automotive
- Highly innovative product portfolio
- Deep and profound powertrain know-how in:
 - Transmission systems and components
 - Engine systems and components
- Strong in manufacturing and high vertical integration



Our current **transformation** process

- We **transformed** more than **1,150 specialists¹ internally** from transmission & engine business divisions
- We **hired** more than **350 new specialists¹ externally**
- More than **100 Fit4Mechantronic training programs** set-up running with over **1,200 participants**
- Strategic **acquisitions** to accelerate filling remaining competence gaps



**Compact
Dynamics**

¹since 2018

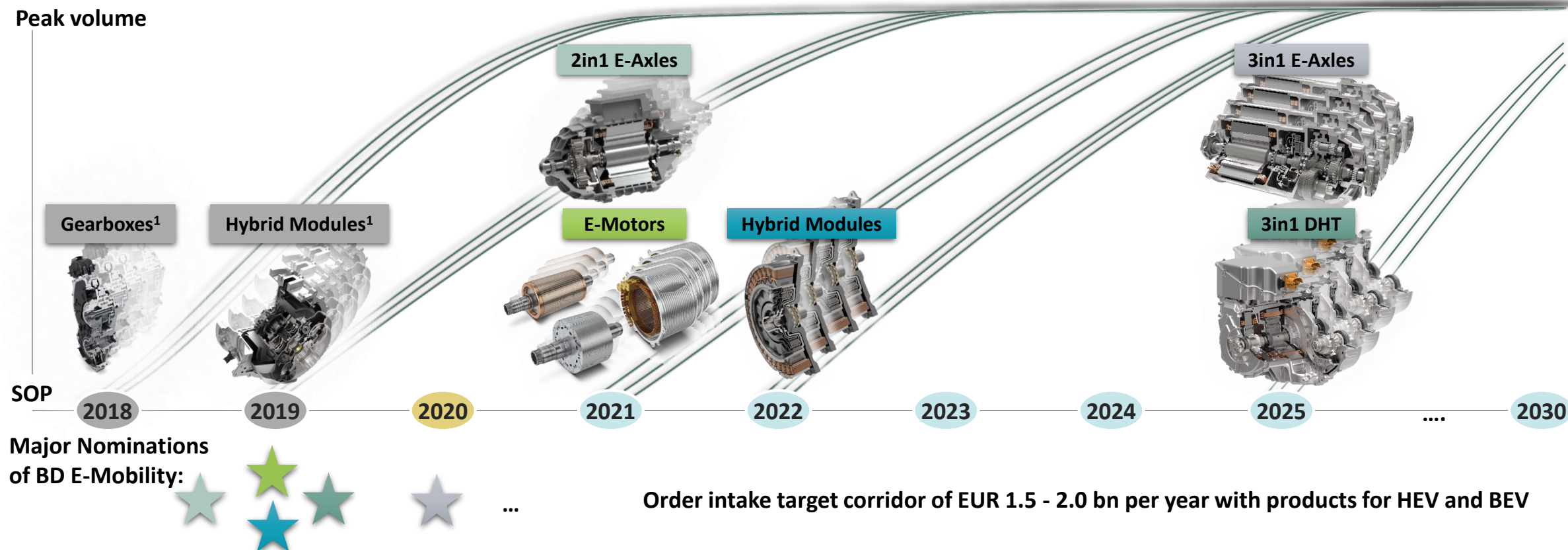


Where do we move to **tomorrow**:

- Further development of customers trust in automotive
- Continue innovating our component portfolio
- + **Become the preferred supplier of electrified drivetrains & components**
- + **Manufacturing of whole electric drivetrain systems**
- + **E-Motors supplier**
- + **Mechatronic & Electronic component supplier**
- + **Customers trust as major E-Mobility system supplier**



Start of production of our E-Mobility products in the next years

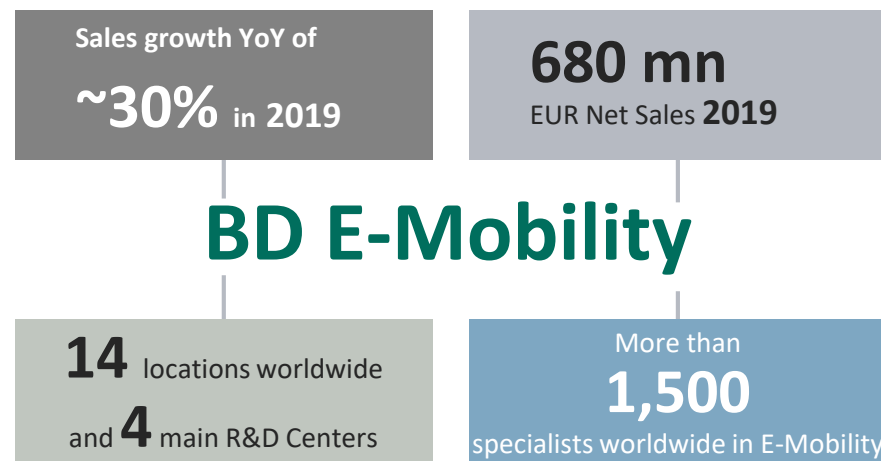


¹ Nominated before 2018

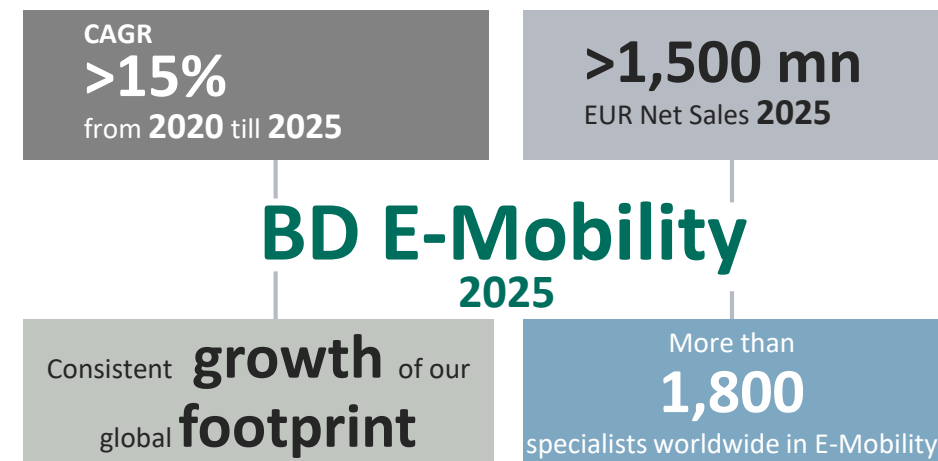
With our growing product portfolio and number of customer programs we will increasingly drive the E-Mobility growth

Business division E-Mobility in key figures – strong position and continuous growth

What do we stand for **today**:



Where do we move to **tomorrow**?

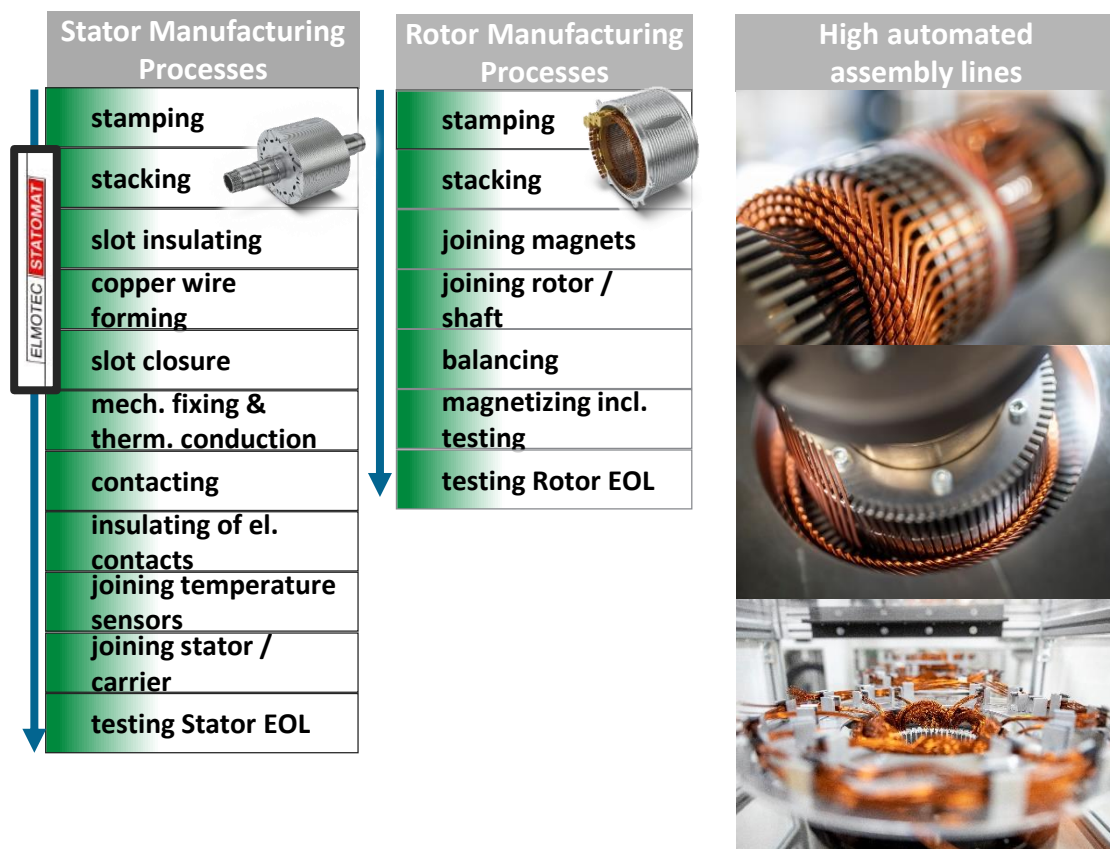


Our growth expectation is based on our powertrain scenario and our order intake annual target corridor

Our E-Motors are key components for our system products and convince customers also on component level

SCHAEFFLER E-Motors

Full value add in E-Motors from Schaeffler



in series production at Schaeffler today

ELMOTEC STATOMAT Compact Dynamics

Strategic relevance:

- Own E-Motors are used as a base for innovative systems
- Elmotec & Compact Dynamic strengthen our position as a highly innovative E-Motor supplier
- Use manufacturing competence of Schaeffler for high value add

USPs:

- Highest power density & efficiency of our E-Motors
- Innovative winding technology made by Elmotec, e.g. wave winding
- Outstanding innovation platform with Compact Dynamics
- Modular designs for a flexible inhouse production and more variance
- High vertical integration with our inhouse machinery & manufacturing

Our E-Motor competence combines innovation with experienced mass production skills and full vertical integration

New E-Mobility plant in Hungary – a sustainable factory for tomorrow



Overview:

- E-Mobility competence center for manufacturing of systems & components
- First product SOP in 2021
- Highly efficient production processes
- 18,000 m³ thereof 15,000 m³ production space (30 hectares area)
- DGNB¹ Gold certification
- Nearly CO₂ neutral

Features:

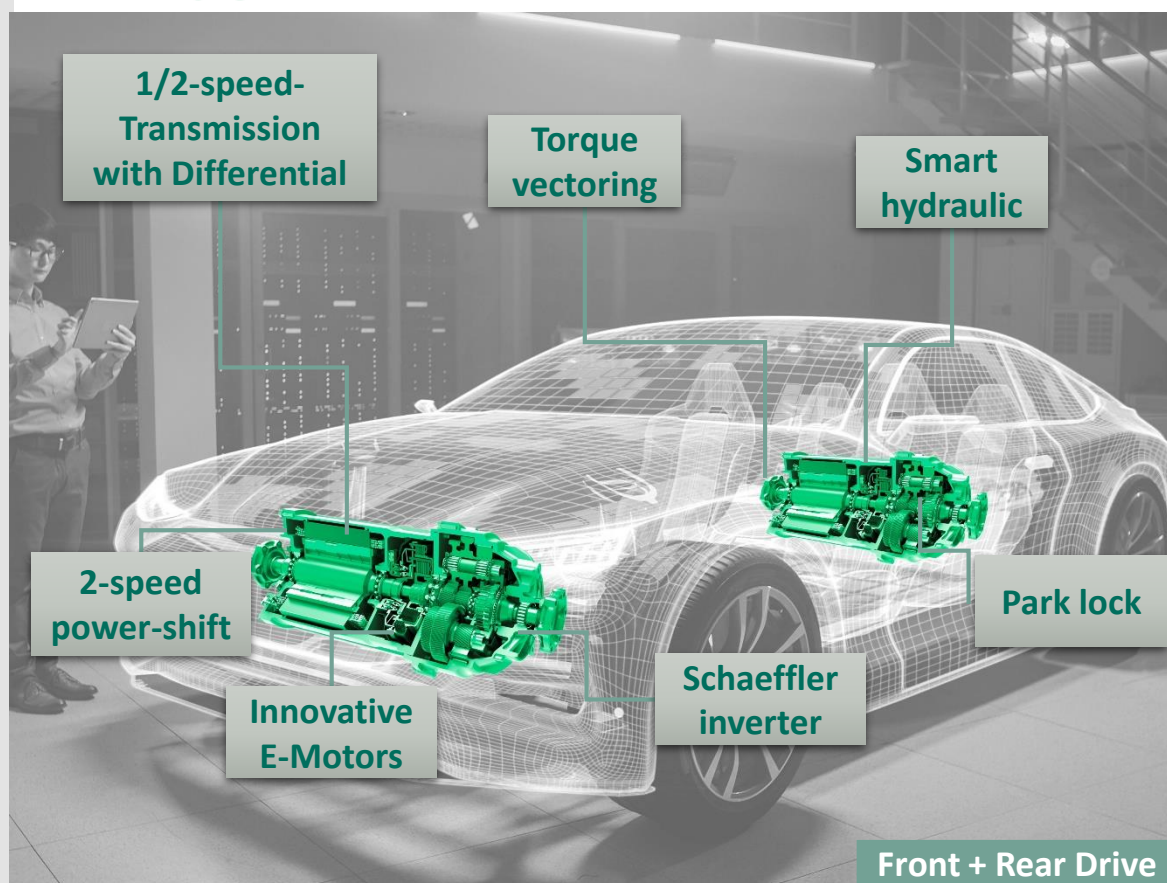
- Energy-saving (LED) and intelligent lighting
- Heat recovery compressors
- Photovoltaic system
- Green service-, rain- and wastewater treatment
- and much more

Our first pure E-Mobility plant in Szombathely is the next milestone in our E-Mobility transformation. It gives us space to grow and is a major step towards our sustainable production footprint of tomorrow

¹ Deutsche Gesellschaft für Nachhaltiges Bauen e.V.

We delivered on our promise - Schaeffler achieved the target to become a 3in1 E-Axle supplier

3in1 Performance E-Axle powered by **SCHAEFFLER**



Strategic relevance:

- High volume application for 3in1 E-Axle system for Schaeffler
- Highly innovative 800V performance E-Axle
- Modular kit with 5 variants for medium premium and sportscars

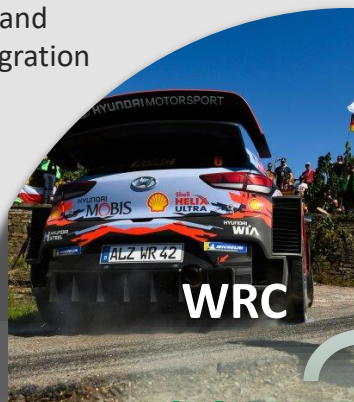
USPs:

- Development of a complete 3in1 powertrain portfolio for E-Axle
- Fully functional, integrated system of the E-Axle and components
- Best in class efficiency
- Outstanding power density supported by integrated cooling concept
- Innovative 800 V Inverter with complete system control
- Novel E-Motor technology with outstanding performance and efficiency

With our new 3in1 E-Axle we will step forward technologically in performance application, set a new benchmark in the market and enter with highly innovative concepts into future E-Axles

„Race to road“ at Schaeffler E-Mobility – Leveraging our race track experience

- Off road sport cars
- Full Hybrid drivetrain (P3)
3in1 E-Axle and battery integration
- Start: 2022



WRC

- High performance drivetrain based on battery

- E-Motor, PEU & gearbox parts
- Start: 2014



Formula E

SCHAEFFLER

- Almost zero emission racing league - highly innovative
- Hydrogen powertrain development
- Start: 2023



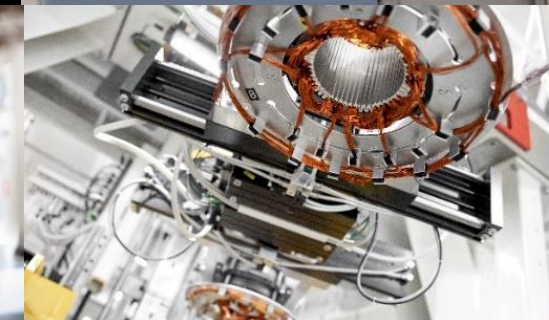
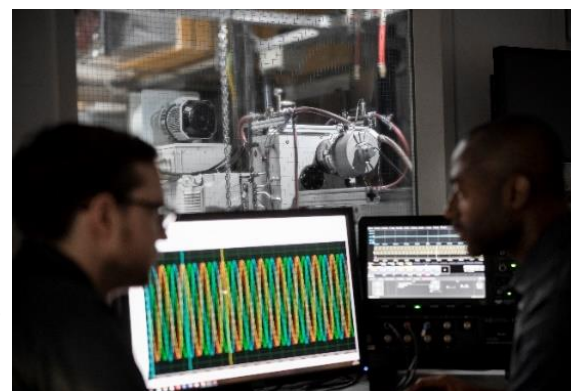
HYRAZE

4ePerformance



- Inhouse concept with over 1000 PS
- Platform for further predevelopments
- Start: 2018

- Our racing experience go directly into our development departments
- We have a broad spread represented with our different products



With our “Race to road” strategy we innovate on the racetrack and shape our revolutionary future products

We successfully shape our E-Mobility business

- 1 Our powertrain vision 30-40-30 remains our strategic guideline and we are fully prepared with our expanding product portfolio for the future mobility

- 2 We produce highly innovative E-Mobility components and systems in a sustainable production network

- 3 With our new innovative high performance 3in1 E-Axle project we delivered on our promises. We further complete and grow our product portfolio

- 4 With our wide range of products and deep process know-how we have a strong position in the market, and we will continue to grow

Schaeffler E-Mobility strategy is materializing successfully.

We are following our strategic path to become the preferred supplier of electrified drivetrain systems & components for our customers!