

Deep Dive Asia / Pacific

Schaeffler AG Investor Presentation

August 5, 2021

We pioneer motion

A diverse region with long term growth opportunities

18
Countries

Spread across
16.5 million
square kilometers

2.21 billion
total inhabitants



Collective GDP

15 trillion \$

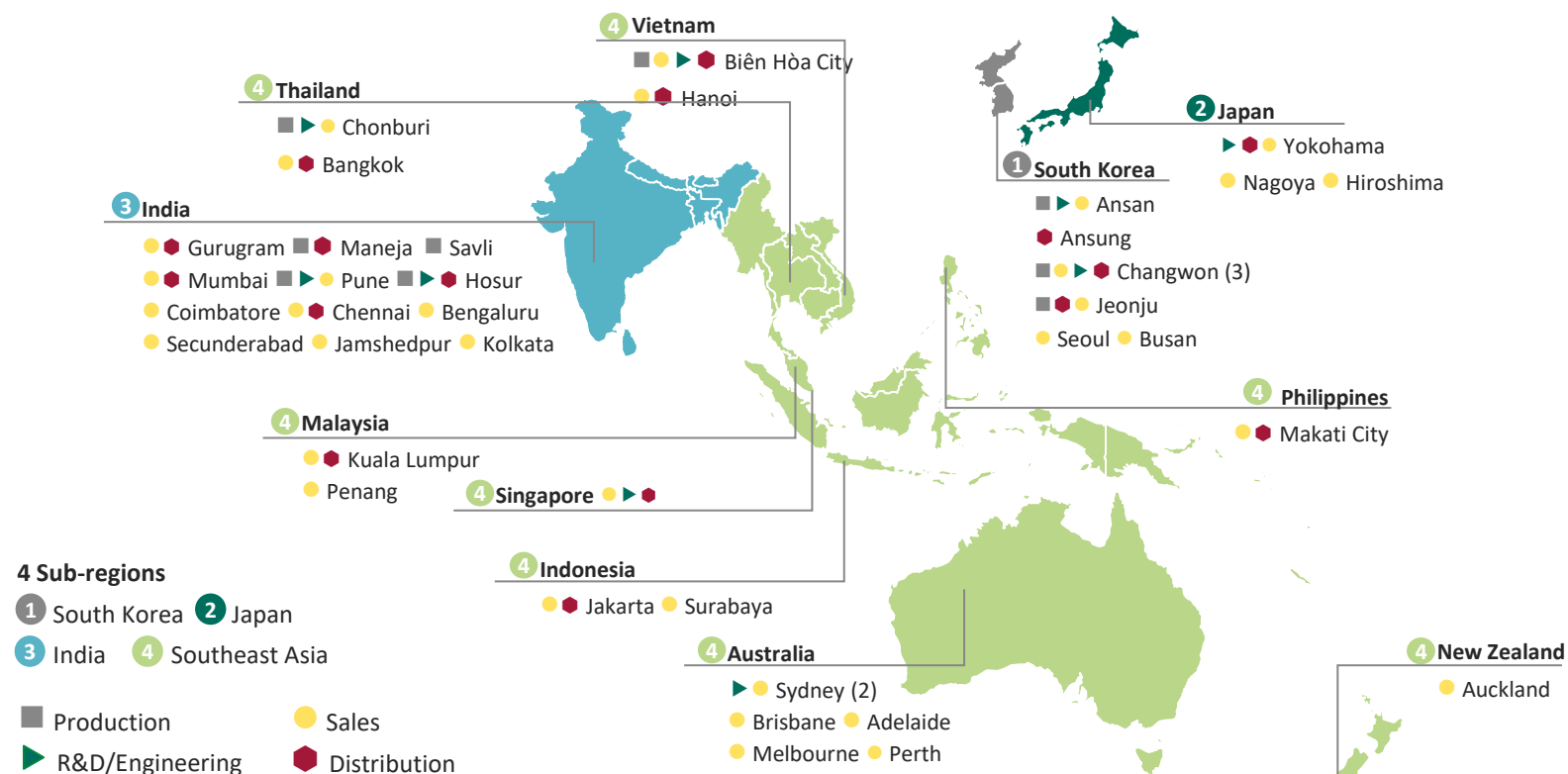
17% of global economy

18
currencies

6
time zones

Map for representation purpose only

Schaeffler has a wide-spread presence in Asia / Pacific



Six decades of presence in the region, strong customer relationships and regional footprint

Map for representation purpose only



Headquartered in
Singapore



9 Plants
8 R&D / engineering centers

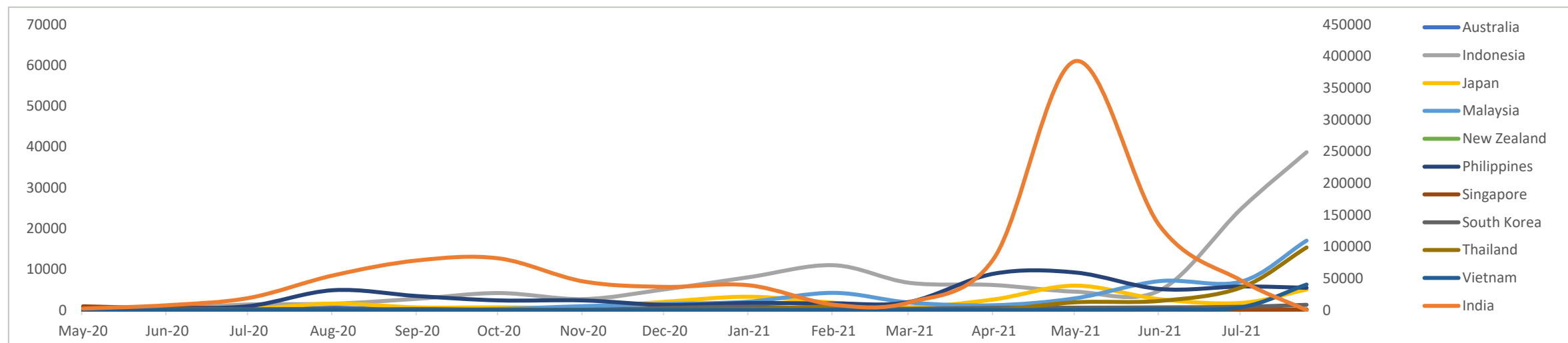


13.3%
contribution to global turnover
in 2020



5,860
employees as at
December 2020

Region learning to live with COVID-19



Source: Our World in Data, Statistics COVID-19 pandemic, as of July 26, 2021. India values plotted on Y-axis on right-hand side.



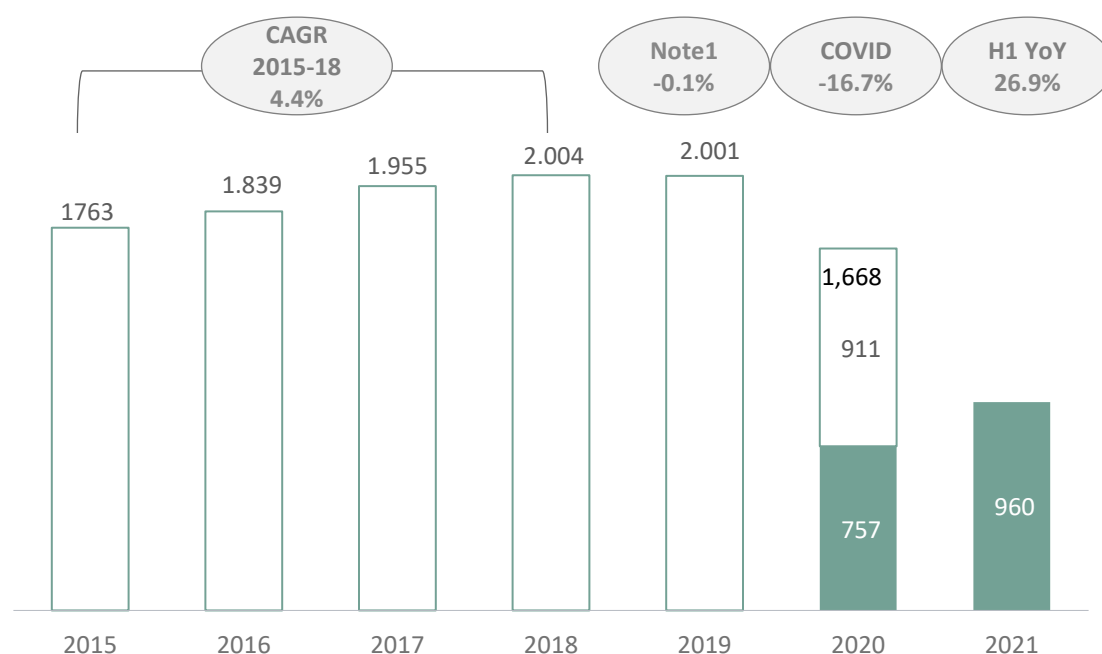
Sharp economic recovery despite ongoing restrictions. Focus on health & safety yields results.

Image source: <https://bit.ly/3iPRq5p>

Robust sales recovery

Sales development

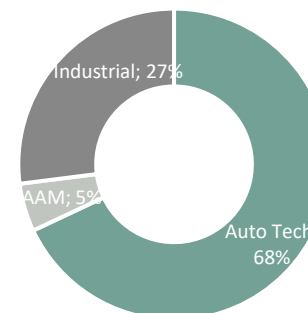
2015-2021 | In mn EUR



Market view at at Actual Rate Note 1 – Light Vehicle production dropped in 2019 by 4% (from 23 mn PCs to 22 mn PCs)

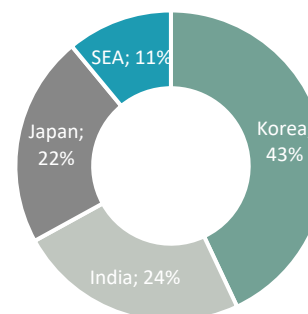
Share of sales by Division

2020



Share of sales by Sub-region

2020



Share of sales by customer sector

2020

Two-wheelers	4%
Cars & Light Comm. Vehicles	66%
Truck & Bus	4%
Off-road	7%
Rail	2%
Aerospace	1%
Raw Materials	5%
Industrial Automation	4%
Power Transmission	5%
Wind	2%

Faster than anticipated recovery, supported by well diversified business

Key regional developments and trends

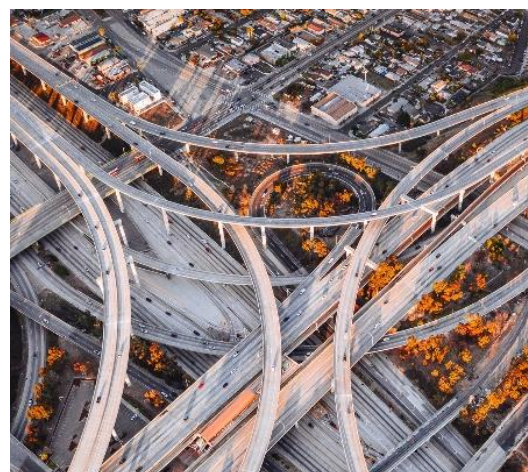


**India, Southeast Asia
focus on infrastructure
with projects worth 1.7tn
EUR in next five years**

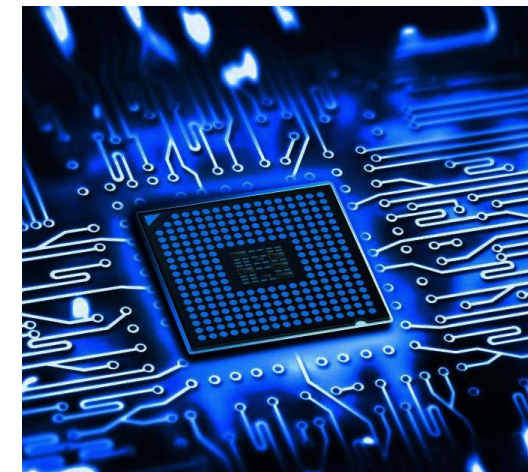


**Strong demand drives
investments into
semiconductor and
automation**

**Largest Trade deal
'Regional Comprehensive
Economic Partnership'
under ratification**



**Sustainability receives
new push by policy
makers and acceleration
of electrification**



Automotive - Solutions customers want



Powertrain solutions
from combustion
engines to hybrids and
beyond



Contributing to
agricultural development
in India and Southeast
Asia as **market leader for
clutches**



**Aftermarket product
portfolio** that leverages
strong distribution and
E-Commerce platforms

Powertrain, Chassis or Aftermarket. We have a wide portfolio.

Industrial – Key sectors in the region



60% of global motorcycle production is in Asia-Pacific



Local development and manufacturing for optimum product performance and cost



Wind Energy **gaining traction** in countries across the region



Capacity installed for customized large size TRB, CRB and SSRB for **Wind Turbines** and **Gear Boxes**



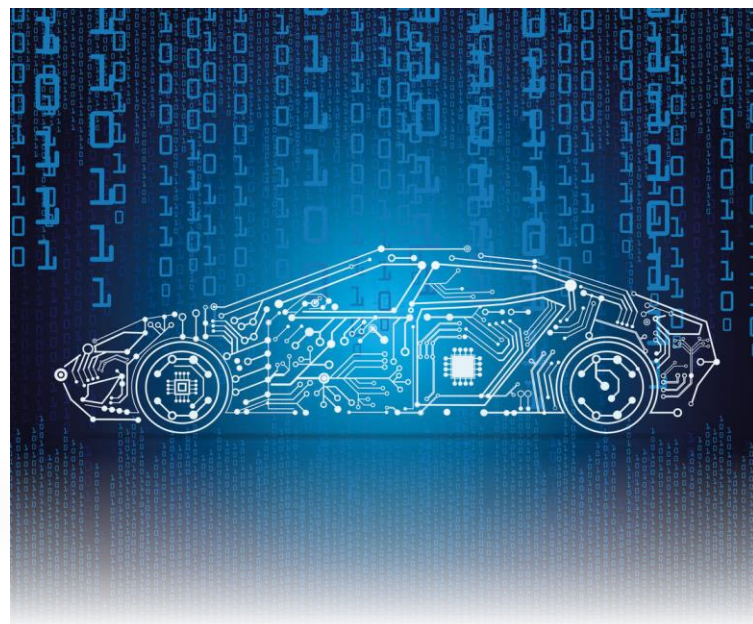
Mining, Cement and Steel as key growth drivers in the region



Wide range of **products** and **service solutions**, including **Industry 4.0**

A sector-focused approach with local development, manufacturing and service solutions

Building new capabilities



Global Mechatronics Hub in India.
Strengthening Group capability with
250 software engineers by 2023



Strategic partnerships.
Order secured for innovative
components for cobots in
Japan and Korea



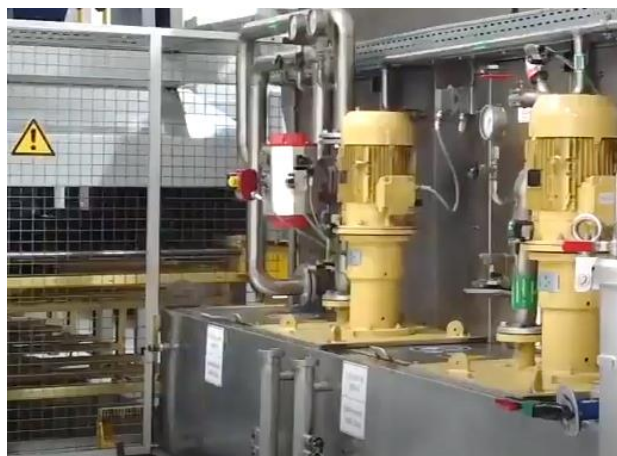
Advanced digitalization
concepts piloted at our
production hub in Vietnam

Regional competencies leveraged towards building new capabilities for the Group

Committed towards sustainability



Rooftop solar panels
and renewable energy



Focus on **water conservation and energy efficiency** (annual saving of 2 GWh implemented in 2020)



Focus on **safety** with
zero LTIR* target



Extending **support and relief** to communities around us



* Lost Time Incident Rate

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