



**SCHAEFFLER**

# Q2 2024 Schaeffler AG Pre-Close Call

July 8, 2024  
Herzogenaurach

We pioneer motion

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## Key messages Q2 2024

## Schaeffler Group

	Q2 2023	Q1 2024	Key aspects Q2 2024
<b>Sales growth<sup>1</sup></b>	<b>9.9%</b>	<b>0.0%</b>	<ul style="list-style-type: none"> <li>Moderate growth expected for Q2</li> </ul>
<b>EBIT margin<sup>2</sup></b>	<b>7.1%</b>	<b>7.9%</b>	<ul style="list-style-type: none"> <li>EBIT margin below PY, but in line with our expectations</li> </ul>
<b>Free Cash Flow<sup>3</sup></b>	<b>EUR 103 mn</b>	<b>EUR -166 mn</b>	<ul style="list-style-type: none"> <li>Positive FCF before M&amp;A in Q2</li> </ul>

<sup>1</sup> FX-adjusted | <sup>2</sup> Before special items | <sup>3</sup> Before cash in- and outflows for M&A activities

## Divisional aspects Q2 2024

### Automotive Technologies



- Market environment stable overall, regional development in line with Q1
- Q2 sales flat quarter on quarter in line with overall market development
- EBIT margin in line with expectations, impacted by E-Mobility ramp-ups

### Vehicle Lifetime Solutions



- Market demand remains on a high level, in particular in Europe and Americas
- Very strong growth pattern of last quarters continued in Q2
- EBIT margin remains very strong

### Bearings & Industrial Solutions



- Market environment was more challenging in Q2 than expected
- Negative sales growth yoy due to sector cluster Wind and softer demand in Europe
- EBIT margin clearly below PY and Q1 2024

## FY 2024 Guidance – Confirmed for all metrics

### FY 2024 Guidance<sup>1</sup>

	Schaeffler Group		
	FY 2023 Actuals	Q1 2024 Actuals	FY 2024 Guidance <sup>1</sup>
<b>Sales growth<sup>2</sup></b>	<b>5.8%</b>	<b>0.0%</b>	<b>Considerable sales growth</b>
<b>EBIT margin<sup>3</sup></b>	<b>7.3%</b>	<b>7.9%</b>	<b>6 – 9%</b>
<b>Free Cash Flow<sup>4</sup></b>	<b>EUR 421 mn</b>	<b>EUR -166 mn</b>	<b>EUR 300 – 400 mn</b>

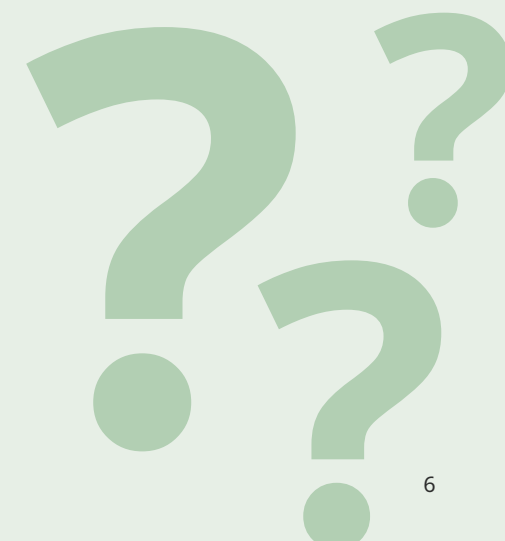
### KEY ASPECTS

- In transition year 2024 we will only guide on Group level
- FY 2024 Group Guidance is based on:
  - Vitesco accounted for „at equity“ from acquisition in January until Q3 2024 included
  - Vitesco to be fully consolidated in Q4 2024, following closing of the merger
- In 2024, we will continue to report on Group and Divisions. Automotive Bearings moved already in Q1 2024 from the Automotive Technologies division to Bearings and Industrial Solutions division

**Transition Year 2024 has a simpler Guidance format**

<sup>1</sup> Please refer to the Annual Report for further details | <sup>2</sup> FX-adjusted | <sup>3</sup> Before special items | <sup>4</sup> Before cash in- and outflows for M&A activities

# Q&A



# Thank you

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BACKUP

## Financial calendar 2024



**November 5**  
9M 2024 Earnings Release



**August 6**  
H1 2024 Earnings Release

