



SCHAEFFLER

Q3 2024 Schaeffler AG Pre-Close Call

October 10, 2024
Herzogenaurach

We pioneer motion

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Key messages Q3 2024

Schaeffler Group

	Q3 2023	Q2 2024	Key aspects Q3 2024
Sales growth¹	+0.4%	+4.2%	Slightly negative growth ¹ expected for Q3
EBIT margin²	8.4%	4.9%	EBIT margin ² characterized by sequentially unchanged dynamics
Free Cash Flow³	EUR 182 mn	EUR 75 mn	Significant step-up qoq supporting our FY 2024 Guidance

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

Divisional aspects Q3 2024

Automotive Technologies



- Challenging market environment overall, with negative development across all regions
- Solid outperformance, continued strong growth in E-Mobility
- EBIT margin significantly below PY, slightly lower qoq

Vehicle Lifetime Solutions



- Market demand remains on a high level, in particular in Europe
- Continued strong sales growth expected for Q3
- EBIT margin slightly lower than PY and sequentially, but still on very high level

Bearings & Industrial Solutions



- Market environment remains challenging
- Industrial sales lower yoy due to sector cluster Wind and continued weak EU market. Auto Bearings weaker in line with LVP
- EBIT margin clearly below PY

Key messages Q3 2024

Vitesco Technologies Group

	Q3 2023	Q2 2024	Key aspects Q3 2024
Sales growth	2,199.4	2,024.5	Sales development flattish qoq given the burden related to decreasing Non-Core sales and the overall Automotive environment
Electrification Sales	324.4	347.8	E-Mobility recovery underlined by strong top-line growth
Adj. EBIT % margin	76.4 3.5%	81.7 4.0%	Further improved profitability qoq supported by decrease of dilutive Non-Core sales and positive development within E-Mobility
Free Cash Flow % margin	73.4 3.3%	-387.5 -19.1%	Burdened by a settlement on the Group separation agreement between Continental and Vitesco as well as higher working capital intensity and one-time effects

Adj. EBIT before amortization of intangibles from PPA, consolidation and special effects. Free cash flow defined as operating cash flow plus investing cash flow. Order intake defined as sum of acquired lifetime sales within the respective period. Light Vehicle Production Forecast for changes of Q3 2024 production compared to Q3 2023 based on S&P Global Mobility, Light Vehicle Production Forecast as of 08/2024.

Guidance FY 2024 confirmed for all metrics

FY 2024 Combined Guidance¹

	Schaeffler Group		
	FY 2023 Actuals	H1 2024 Actuals	FY 2024 Guidance ¹
Sales growth²	5.8%	+2.0%	Considerable sales growth
EBIT margin³	7.3%	6.3%	5 – 8%
Free Cash Flow⁴	EUR 421 mn	EUR -91 mn	EUR 200 – 300 mn

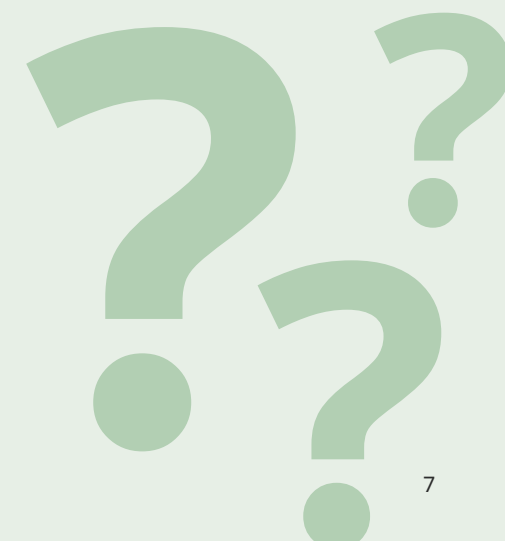
KEY ASPECTS

- 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 on October 1, 2024
- In 2024, we continue to report on Group and Divisions. Automotive Bearings moved already in Q1 2024 from the ATech division to B&IS division

In transition year 2024 we only guide on Group level

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

Q&A



Thank you

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BACKUP

Financial calendar 2024



March 5
FY 2024 Earnings Release



November 5
9M 2024 Earnings Release

