## Schaeffler Group at a glance

### Income statement (in € millions)

<table>
<thead>
<tr>
<th></th>
<th>1st nine months</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>10,480</td>
<td>9,977</td>
</tr>
<tr>
<td>• at constant currency</td>
<td>10,480</td>
<td>9,977</td>
</tr>
<tr>
<td>EBIT</td>
<td>1,209</td>
<td>1,276</td>
</tr>
<tr>
<td>• in % of revenue</td>
<td>11.5</td>
<td>12.8</td>
</tr>
<tr>
<td>EBIT before special items 1)</td>
<td>1,196</td>
<td>1,276</td>
</tr>
<tr>
<td>• in % of revenue</td>
<td>11.4</td>
<td>12.8</td>
</tr>
<tr>
<td>Net income 2)</td>
<td>791</td>
<td>672</td>
</tr>
<tr>
<td>Earnings per common non-voting share (basic/diluted, in €)</td>
<td>1.19</td>
<td>1.02</td>
</tr>
</tbody>
</table>

### Statement of financial position (in € millions)

<table>
<thead>
<tr>
<th></th>
<th>09/30/2017</th>
<th>12/31/2016</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total assets</td>
<td>11,536</td>
<td>11,564</td>
<td>-0.2%</td>
</tr>
<tr>
<td>Shareholders’ equity 3)</td>
<td>2,401</td>
<td>1,997</td>
<td>404 € millions</td>
</tr>
<tr>
<td>• in % of total assets</td>
<td>20.8</td>
<td>17.3</td>
<td>3.5 %-pts.</td>
</tr>
<tr>
<td>Net financial debt</td>
<td>2,620</td>
<td>2,636</td>
<td>-0.6%</td>
</tr>
<tr>
<td>• Net financial debt to EBITDA ratio before special items 1) 4)</td>
<td>1.1</td>
<td>1.1</td>
<td></td>
</tr>
<tr>
<td>• Gearing Ratio (Net financial debt to shareholders’ equity, in %)</td>
<td>109.1</td>
<td>132.0</td>
<td>-22.9 %-pts.</td>
</tr>
</tbody>
</table>

### Statement of cash flows (in € millions)

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>1,780</td>
<td>1,817</td>
<td>-2.0%</td>
</tr>
<tr>
<td>• in % of revenue</td>
<td>17.0</td>
<td>18.2</td>
<td>-1.2%</td>
</tr>
<tr>
<td>EBITDA before special items 1)</td>
<td>1,767</td>
<td>1,817</td>
<td>-2.8</td>
</tr>
<tr>
<td>• in % of revenue</td>
<td>16.8</td>
<td>18.2</td>
<td>-1.4%</td>
</tr>
<tr>
<td>Cash flows from operating activities</td>
<td>1,116</td>
<td>1,305</td>
<td>-189 € millions</td>
</tr>
<tr>
<td>Capital expenditures (capex) 5)</td>
<td>873</td>
<td>829</td>
<td>44 € millions</td>
</tr>
<tr>
<td>• in % of revenue (capex ratio)</td>
<td>8.3</td>
<td>8.3</td>
<td>0.0 %-pts.</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>244</td>
<td>479</td>
<td>-235 € millions</td>
</tr>
</tbody>
</table>

### Value Added

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROCE before special items (in %) 1) 4)</td>
<td>20.5</td>
<td>22.6</td>
<td>-2.1 %-pts.</td>
</tr>
<tr>
<td>Schaeffler Value Added before special items (in € millions) 1) 4)</td>
<td>829</td>
<td>944</td>
<td>-12.2 %</td>
</tr>
</tbody>
</table>

### Employees

<table>
<thead>
<tr>
<th></th>
<th>09/30/2017</th>
<th>12/31/2016</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Headcount</td>
<td>89,359</td>
<td>86,662</td>
<td>3.1%</td>
</tr>
</tbody>
</table>

### Automotive (in € millions)

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>8,098</td>
<td>7,707</td>
<td>5.1%</td>
</tr>
<tr>
<td>• at constant currency</td>
<td>8,098</td>
<td>7,707</td>
<td>5.1%</td>
</tr>
<tr>
<td>EBIT</td>
<td>1,002</td>
<td>1,097</td>
<td>-9.7%</td>
</tr>
<tr>
<td>• in % of revenue</td>
<td>12.4</td>
<td>14.2</td>
<td>-1.8%</td>
</tr>
<tr>
<td>EBIT before special items 1)</td>
<td>989</td>
<td>1,097</td>
<td>-9.8%</td>
</tr>
<tr>
<td>• in % of revenue</td>
<td>12.2</td>
<td>14.2</td>
<td>-2.0%</td>
</tr>
</tbody>
</table>

### Industrial (in € millions)

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>2,382</td>
<td>2,270</td>
<td>4.9%</td>
</tr>
<tr>
<td>• at constant currency</td>
<td>2,382</td>
<td>2,270</td>
<td>4.6%</td>
</tr>
<tr>
<td>EBIT</td>
<td>207</td>
<td>179</td>
<td>15.6%</td>
</tr>
<tr>
<td>• in % of revenue</td>
<td>8.7</td>
<td>7.9</td>
<td>8.8%</td>
</tr>
<tr>
<td>EBIT before special items 1)</td>
<td>207</td>
<td>179</td>
<td>15.6%</td>
</tr>
<tr>
<td>• in % of revenue</td>
<td>8.7</td>
<td>7.9</td>
<td>8.8%</td>
</tr>
</tbody>
</table>

**Prior year information presented based on 2017 segment structure.**

1) Please refer to pp. 18 et seq. of the interim financial report 9M for the definition of special items.
2) Attributable to shareholders of the parent company.
3) Including non-controlling interests.
4) EBIT/EBITDA based on the last twelve months.
5) Capital expenditures on intangible assets and property, plant and equipment.
Highlights 9M 2017

Growth accelerated significantly in the 3rd quarter

Revenue at EUR 10.5 bn
(up 5.0 % at constant currency)

EBIT margin stabilized in the 3rd quarter

EBIT margin before special items at 11.4 %
(prior year: 12.8 %)

Free cash flow clearly positive in the 3rd quarter

Free cash flow at EUR 244 m
(prior year: EUR 479 m)

Net income up significantly from prior year

Net income at EUR 791 m
(prior year: EUR 672 m)
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<td>5</td>
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<td>Industrial division earnings</td>
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<td>Consolidated statement of financial position</td>
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<td>Consolidated statement of cash flows</td>
<td>10</td>
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<td>Summary – 1st quarter 2016 to 3rd quarter 2017</td>
<td>11</td>
</tr>
<tr>
<td>Financial calendar</td>
<td>12</td>
</tr>
</tbody>
</table>
Positive revenue trend continued – revenue growth at 5.0 % at constant currency; revenue increase in Q3 2017 plus 7.4 % at constant currency // Temporary adverse earnings impacts in Q2 2017 were partially recovered in Q3 2017 // Business growth in the Automotive division in Q3 2017 // Positive revenue and earnings development in the Industrial division continued – encouraging Q3 2017 // Double-digit growth in the Greater China region // R&D activities expanded considerably // Earnings per common non-voting share increased to EUR 1.19 (prior year: EUR 1.02).

<table>
<thead>
<tr>
<th>Schaeffler Group earnings</th>
<th>1st nine months</th>
<th>Change in %</th>
<th>3rd quarter</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>at constant currency</td>
<td>10,480</td>
<td>9,977</td>
<td>5.0</td>
<td>3,434</td>
</tr>
<tr>
<td>Automotive</td>
<td>8,098</td>
<td>7,707</td>
<td>5.1</td>
<td>2,643</td>
</tr>
<tr>
<td>at constant currency</td>
<td>2,382</td>
<td>2,270</td>
<td>4.9</td>
<td>791</td>
</tr>
<tr>
<td>Industrial</td>
<td>2,382</td>
<td>2,270</td>
<td>4.9</td>
<td>791</td>
</tr>
<tr>
<td>Europe</td>
<td>5,424</td>
<td>5,402</td>
<td>0.4</td>
<td>1,760</td>
</tr>
<tr>
<td>at constant currency</td>
<td>2,225</td>
<td>2,120</td>
<td>5.0</td>
<td>702</td>
</tr>
<tr>
<td>Americas</td>
<td>1,735</td>
<td>1,430</td>
<td>21.3</td>
<td>610</td>
</tr>
<tr>
<td>at constant currency</td>
<td>1,096</td>
<td>1,025</td>
<td>6.9</td>
<td>362</td>
</tr>
<tr>
<td>Greater China</td>
<td>-5,563</td>
<td>-7,125</td>
<td>-6.1</td>
<td>-2,470</td>
</tr>
<tr>
<td>at constant currency</td>
<td>-7,563</td>
<td>-7,125</td>
<td>-6.1</td>
<td>-2,470</td>
</tr>
<tr>
<td>Asia/Pacific</td>
<td>2,917</td>
<td>2,852</td>
<td>2.3</td>
<td>964</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>-10,52</td>
<td>-999</td>
<td>5.3</td>
<td>-337</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>1,209</td>
<td>1,276</td>
<td>-5.3</td>
<td>416</td>
</tr>
<tr>
<td>at constant currency</td>
<td>11.5</td>
<td>12.8</td>
<td>-12.1</td>
<td>12.1</td>
</tr>
<tr>
<td>Special items</td>
<td>-13</td>
<td>0</td>
<td>-13</td>
<td>0</td>
</tr>
<tr>
<td>EBIT before special items</td>
<td>1,196</td>
<td>1,276</td>
<td>-6.3</td>
<td>416</td>
</tr>
<tr>
<td>at constant currency</td>
<td>11.4</td>
<td>12.8</td>
<td>-12.1</td>
<td>12.1</td>
</tr>
<tr>
<td>Financial result</td>
<td>-104</td>
<td>-320</td>
<td>-67.5</td>
<td>-1</td>
</tr>
<tr>
<td>Income taxes</td>
<td>-301</td>
<td>-275</td>
<td>9.5</td>
<td>-105</td>
</tr>
<tr>
<td>Net income</td>
<td>791</td>
<td>672</td>
<td>17.7</td>
<td>306</td>
</tr>
<tr>
<td>Earnings per common non-voting share</td>
<td>1.19</td>
<td>1.02</td>
<td>16.7</td>
<td>0.46</td>
</tr>
</tbody>
</table>

1) Based on market (customer location).
2) Please refer to pp. 18 et seq. of the interim financial report 9M for the definition of special items.
3) Attributable to shareholders of the parent company.
## Automotive division

### Revenue EUR 8,098 m

- **77.3%** of group revenue

### EBIT margin before special items 12.2%

Revenue up 5.1% at constant currency // Strong Q3 2017: Revenue at constant currency up 6.9% over prior year // Growth once again exceeds global automobile production // China business maintains highly dynamic growth // Earnings quality increasing in Q3 – adverse earnings impacts in Q2 were partially offset in the third quarter // Expansion of R&D activities aimed at optimizing the drive train based on an internal combustion engine and in the field of E-mobility

### Automotive division earnings

<table>
<thead>
<tr>
<th></th>
<th>1st nine months</th>
<th>Change in %</th>
<th>3rd quarter</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue in € millions</strong></td>
<td>2017</td>
<td>2016</td>
<td>2017</td>
<td>2016</td>
</tr>
<tr>
<td>Revenue</td>
<td>8,098</td>
<td>7,707</td>
<td>5.1</td>
<td>2,643</td>
</tr>
<tr>
<td>* at constant currency</td>
<td></td>
<td></td>
<td>5.1</td>
<td></td>
</tr>
<tr>
<td><strong>Revenue by business division</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BD Engine Systems</td>
<td>2,069</td>
<td>1,960</td>
<td>5.6</td>
<td>670</td>
</tr>
<tr>
<td>* at constant currency</td>
<td></td>
<td></td>
<td>5.9</td>
<td></td>
</tr>
<tr>
<td>BD Transmission Systems</td>
<td>3,428</td>
<td>3,216</td>
<td>6.6</td>
<td>1,055</td>
</tr>
<tr>
<td>* at constant currency</td>
<td></td>
<td></td>
<td>6.9</td>
<td></td>
</tr>
<tr>
<td>BD Chassis Systems</td>
<td>1,173</td>
<td>1,143</td>
<td>2.6</td>
<td>375</td>
</tr>
<tr>
<td>* at constant currency</td>
<td></td>
<td></td>
<td>2.5</td>
<td></td>
</tr>
<tr>
<td>BD Automotive Aftermarket</td>
<td>1,428</td>
<td>1,388</td>
<td>2.9</td>
<td>503</td>
</tr>
<tr>
<td>* at constant currency</td>
<td></td>
<td></td>
<td>2.2</td>
<td></td>
</tr>
<tr>
<td><strong>Revenue by region 1)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Europe</td>
<td>4,056</td>
<td>4,050</td>
<td>0.1</td>
<td>1,313</td>
</tr>
<tr>
<td>* at constant currency</td>
<td></td>
<td></td>
<td>0.0</td>
<td></td>
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<tr>
<td>Americas</td>
<td>1,785</td>
<td>1,698</td>
<td>5.1</td>
<td>563</td>
</tr>
<tr>
<td>* at constant currency</td>
<td></td>
<td></td>
<td>4.1</td>
<td></td>
</tr>
<tr>
<td>Greater China</td>
<td>1,385</td>
<td>1,151</td>
<td>20.3</td>
<td>480</td>
</tr>
<tr>
<td>* at constant currency</td>
<td></td>
<td></td>
<td>23.8</td>
<td></td>
</tr>
<tr>
<td>Asia/Pacific</td>
<td>872</td>
<td>808</td>
<td>7.9</td>
<td>287</td>
</tr>
<tr>
<td>* at constant currency</td>
<td></td>
<td></td>
<td>7.4</td>
<td></td>
</tr>
<tr>
<td>Cost of sales</td>
<td>-5,874</td>
<td>-5,509</td>
<td>6.6</td>
<td>-1,904</td>
</tr>
<tr>
<td>Gross profit</td>
<td>2,224</td>
<td>2,198</td>
<td>1.2</td>
<td>739</td>
</tr>
<tr>
<td>* in % of revenue</td>
<td>27.5</td>
<td>28.5</td>
<td></td>
<td>28.0</td>
</tr>
<tr>
<td>Research and development expenses</td>
<td>-537</td>
<td>-462</td>
<td>16.2</td>
<td>-177</td>
</tr>
<tr>
<td>Selling and administrative expenses</td>
<td>-677</td>
<td>-616</td>
<td>9.9</td>
<td>-216</td>
</tr>
<tr>
<td>EBIT</td>
<td>1,002</td>
<td>1,097</td>
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</tr>
<tr>
<td>* in % of revenue</td>
<td>12.4</td>
<td>14.2</td>
<td></td>
<td>13.1</td>
</tr>
<tr>
<td>Special items 2)</td>
<td>-13</td>
<td>0</td>
<td></td>
<td>0</td>
</tr>
<tr>
<td>EBIT before special items</td>
<td>989</td>
<td>1,097</td>
<td>-9.8</td>
<td>345</td>
</tr>
<tr>
<td>* in % of revenue</td>
<td>12.2</td>
<td>14.2</td>
<td></td>
<td>13.1</td>
</tr>
</tbody>
</table>

Prior year information presented based on 2017 segment structure.
1) Based on market (customer location).
2) Please refer to pp. 18 et seq. of the interim financial report 9M for the definition of special items.
Industrial division

Revenue EUR 2,382 m

22.7 %
of group revenue

EBIT margin before special items 8.7 %

Revenue increases by 4.6 % at constant currency // Growth continued and strengthened in Q3 2017 // Largely driven by higher volumes in the power transmission, industrial automation, and offroad sectors // Significant additional revenue in the Greater China region // Margins stabilized further – gross and EBIT margins increased over prior year // Cost and efficiency measures are consistently executed and proving effective

Industrial division earnings

<table>
<thead>
<tr>
<th></th>
<th>1st nine months</th>
<th>Change in %</th>
<th>3rd quarter</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>4.9%</td>
<td>6.9%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>at constant currency: 2,382</td>
<td>4.6%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Revenue by region</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Europe</td>
<td>1,368</td>
<td>1,352</td>
<td>447</td>
<td>436</td>
</tr>
<tr>
<td></td>
<td>at constant currency: 1,368</td>
<td>1.2%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Americas</td>
<td>440</td>
<td>422</td>
<td>139</td>
<td>139</td>
</tr>
<tr>
<td></td>
<td>at constant currency: 440</td>
<td>4.3%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Greater China</td>
<td>350</td>
<td>279</td>
<td>130</td>
<td>93</td>
</tr>
<tr>
<td></td>
<td>at constant currency: 350</td>
<td>25.4%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Asia/Pacific</td>
<td>224</td>
<td>217</td>
<td>75</td>
<td>72</td>
</tr>
<tr>
<td></td>
<td>at constant currency: 224</td>
<td>3.2%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost of sales</td>
<td>-1,689</td>
<td>-1,616</td>
<td>-566</td>
<td>-525</td>
</tr>
<tr>
<td></td>
<td>at constant currency: -1,689</td>
<td>-4.5%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td>693</td>
<td>654</td>
<td>225</td>
<td>215</td>
</tr>
<tr>
<td></td>
<td>in % of revenue: 29.1%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Research and development expenses</td>
<td>-100</td>
<td>-104</td>
<td>-3.8%</td>
<td>-2.5%</td>
</tr>
<tr>
<td>Selling and administrative expenses</td>
<td>-375</td>
<td>-383</td>
<td>-2.1%</td>
<td>-1.0%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>207</td>
<td>179</td>
<td>71</td>
<td>55</td>
</tr>
<tr>
<td></td>
<td>in % of revenue: 8.7%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Special items</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>EBIT before special items</strong></td>
<td>207</td>
<td>179</td>
<td>15.6%</td>
<td>15.6%</td>
</tr>
<tr>
<td></td>
<td>in % of revenue: 8.7%</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Prior year information presented based on 2017 segment structure.
1) Based on market (customer location).
2) Please refer to pp. 18 et seq. of the interim financial report 9M for the definition of special items.
## Consolidated income statement

<table>
<thead>
<tr>
<th></th>
<th>1st nine months</th>
<th>Change in %</th>
<th>3rd quarter</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>in € millions</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td>10,480</td>
<td>9,977</td>
<td>5.0</td>
<td>3,434</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>-7,563</td>
<td>-7,125</td>
<td>6.1</td>
<td>-2,470</td>
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<tr>
<td><strong>Gross profit</strong></td>
<td>2,917</td>
<td>2,852</td>
<td>2.3</td>
<td>964</td>
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<tr>
<td>Research and development expenses</td>
<td>-637</td>
<td>-566</td>
<td>12.5</td>
<td>-209</td>
</tr>
<tr>
<td>Selling expenses</td>
<td>-719</td>
<td>-677</td>
<td>6.2</td>
<td>-234</td>
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<tr>
<td>Administrative expenses</td>
<td>-333</td>
<td>-322</td>
<td>3.4</td>
<td>-103</td>
</tr>
<tr>
<td>Other income</td>
<td>47</td>
<td>20</td>
<td>&gt; 100</td>
<td>5</td>
</tr>
<tr>
<td>Other expenses</td>
<td>-66</td>
<td>-31</td>
<td>&gt; 100</td>
<td>-7</td>
</tr>
<tr>
<td><strong>Earnings before financial result and income taxes (EBIT)</strong></td>
<td>1,209</td>
<td>1,276</td>
<td>-5.3</td>
<td>416</td>
</tr>
<tr>
<td>Financial income</td>
<td>125</td>
<td>230</td>
<td>-45.7</td>
<td>38</td>
</tr>
<tr>
<td>Financial expenses</td>
<td>-229</td>
<td>-550</td>
<td>-58.4</td>
<td>-39</td>
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<tr>
<td><strong>Financial result</strong></td>
<td>-104</td>
<td>-320</td>
<td>-67.5</td>
<td>-1</td>
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<tr>
<td><strong>Earnings before income taxes</strong></td>
<td>1,105</td>
<td>956</td>
<td>15.6</td>
<td>415</td>
</tr>
<tr>
<td>Income taxes</td>
<td>-301</td>
<td>-275</td>
<td>9.5</td>
<td>-105</td>
</tr>
<tr>
<td><strong>Net income</strong></td>
<td>804</td>
<td>681</td>
<td>18.1</td>
<td>310</td>
</tr>
<tr>
<td>Attributable to shareholders of the parent company</td>
<td>791</td>
<td>672</td>
<td>17.7</td>
<td>306</td>
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<tr>
<td>Attributable to non-controlling interests</td>
<td>13</td>
<td>9</td>
<td>44.4</td>
<td>4</td>
</tr>
<tr>
<td>Earnings per common share (basic/diluted, in €)</td>
<td>1.18</td>
<td>1.01</td>
<td>16.8</td>
<td>0.46</td>
</tr>
<tr>
<td>Earnings per common non-voting share (basic/diluted, in €)</td>
<td>1.19</td>
<td>1.02</td>
<td>16.7</td>
<td>0.46</td>
</tr>
</tbody>
</table>
## Consolidated statement of financial position

<table>
<thead>
<tr>
<th>in € millions</th>
<th>09/30/2017</th>
<th>12/31/2016</th>
<th>09/30/2016</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Intangible assets</td>
<td>629</td>
<td>632</td>
<td>584</td>
<td>-0.5</td>
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<tr>
<td>Property, plant and equipment</td>
<td>4,625</td>
<td>4,507</td>
<td>4,319</td>
<td>2.6</td>
</tr>
<tr>
<td>Other financial assets</td>
<td>165</td>
<td>217</td>
<td>169</td>
<td>-24.0</td>
</tr>
<tr>
<td>Other assets</td>
<td>66</td>
<td>51</td>
<td>29</td>
<td>29.4</td>
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<tr>
<td>Income tax receivables</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.0</td>
</tr>
<tr>
<td>Deferred tax assets</td>
<td>492</td>
<td>572</td>
<td>610</td>
<td>-14.0</td>
</tr>
<tr>
<td><strong>Total non-current assets</strong></td>
<td>5,977</td>
<td>5,979</td>
<td>5,711</td>
<td>0.0</td>
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<tr>
<td>Inventories</td>
<td>2,061</td>
<td>1,905</td>
<td>1,958</td>
<td>8.2</td>
</tr>
<tr>
<td>Trade receivables</td>
<td>2,323</td>
<td>2,218</td>
<td>2,250</td>
<td>4.7</td>
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<tr>
<td>Other financial assets</td>
<td>96</td>
<td>55</td>
<td>97</td>
<td>74.5</td>
</tr>
<tr>
<td>Other assets</td>
<td>254</td>
<td>218</td>
<td>203</td>
<td>16.5</td>
</tr>
<tr>
<td>Income tax receivables</td>
<td>106</td>
<td>93</td>
<td>78</td>
<td>14.0</td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>719</td>
<td>1,071</td>
<td>2,565</td>
<td>-32.9</td>
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<tr>
<td>Assets held for sale</td>
<td>0</td>
<td>25</td>
<td>0</td>
<td>-100</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td>5,559</td>
<td>5,585</td>
<td>7,151</td>
<td>-0.5</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>11,536</td>
<td>11,564</td>
<td>12,862</td>
<td>-0.2</td>
</tr>
<tr>
<td><strong>SHAREHOLDERS’ EQUITY AND LIABILITIES</strong></td>
<td></td>
<td></td>
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<tr>
<td>Share capital</td>
<td>666</td>
<td>666</td>
<td>666</td>
<td>0.0</td>
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<tr>
<td>Capital reserves</td>
<td>2,348</td>
<td>2,348</td>
<td>2,348</td>
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<tr>
<td>Other reserves</td>
<td>60</td>
<td>-404</td>
<td>-591</td>
<td>-</td>
</tr>
<tr>
<td>Accumulated other comprehensive income (loss)</td>
<td>-775</td>
<td>-713</td>
<td>-962</td>
<td>8.7</td>
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<tr>
<td><strong>Equity attributable to shareholders of the parent company</strong></td>
<td>2,299</td>
<td>1,897</td>
<td>1,461</td>
<td>21.2</td>
</tr>
<tr>
<td>Non-controlling interests</td>
<td>102</td>
<td>100</td>
<td>93</td>
<td>2.0</td>
</tr>
<tr>
<td><strong>Total shareholders’ equity</strong></td>
<td>2,401</td>
<td>1,997</td>
<td>1,554</td>
<td>20.2</td>
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<tr>
<td>Provisions for pensions and similar obligations</td>
<td>2,083</td>
<td>2,182</td>
<td>2,471</td>
<td>-4.5</td>
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<tr>
<td>Provisions</td>
<td>88</td>
<td>96</td>
<td>114</td>
<td>-8.3</td>
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<tr>
<td>Financial debt</td>
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<td>3,704</td>
<td>3,636</td>
<td>-19.4</td>
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<tr>
<td>Income tax payables</td>
<td>145</td>
<td>163</td>
<td>224</td>
<td>-11.0</td>
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<tr>
<td>Other financial liabilities</td>
<td>33</td>
<td>86</td>
<td>11</td>
<td>-61.6</td>
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<tr>
<td>Other liabilities</td>
<td>5</td>
<td>6</td>
<td>5</td>
<td>-16.7</td>
</tr>
<tr>
<td>Deferred tax liabilities</td>
<td>164</td>
<td>124</td>
<td>108</td>
<td>32.3</td>
</tr>
<tr>
<td><strong>Total non-current liabilities</strong></td>
<td>5,503</td>
<td>6,361</td>
<td>6,569</td>
<td>-13.5</td>
</tr>
<tr>
<td>Provisions</td>
<td>281</td>
<td>354</td>
<td>421</td>
<td>-20.6</td>
</tr>
<tr>
<td>Financial debt</td>
<td>354</td>
<td>3</td>
<td>1,805</td>
<td>&gt;100</td>
</tr>
<tr>
<td>Trade payables</td>
<td>1,651</td>
<td>1,625</td>
<td>1,406</td>
<td>1.6</td>
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<tr>
<td>Income tax payables</td>
<td>210</td>
<td>176</td>
<td>127</td>
<td>19.3</td>
</tr>
<tr>
<td>Other financial liabilities</td>
<td>720</td>
<td>696</td>
<td>607</td>
<td>3.4</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>416</td>
<td>344</td>
<td>373</td>
<td>20.9</td>
</tr>
<tr>
<td>Liabilities held for sale</td>
<td>0</td>
<td>8</td>
<td>0</td>
<td>-100</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td>3,632</td>
<td>3,206</td>
<td>4,739</td>
<td>13.3</td>
</tr>
<tr>
<td><strong>Total shareholders’ equity and liabilities</strong></td>
<td>11,536</td>
<td>11,564</td>
<td>12,862</td>
<td>-0.2</td>
</tr>
</tbody>
</table>
## Consolidated statement of cash flows

<table>
<thead>
<tr>
<th></th>
<th>1st nine months</th>
<th>Change in %</th>
<th>3rd quarter</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Operating activities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EBIT</td>
<td>1,209</td>
<td>1,276</td>
<td>-5.3</td>
<td>416</td>
</tr>
<tr>
<td>Interest paid</td>
<td>-106</td>
<td>-181</td>
<td>-41.4</td>
<td>-29</td>
</tr>
<tr>
<td>Interest received</td>
<td>7</td>
<td>94</td>
<td>-92.6</td>
<td>3</td>
</tr>
<tr>
<td>Income taxes paid</td>
<td>-247</td>
<td>-234</td>
<td>5.6</td>
<td>-66</td>
</tr>
<tr>
<td>(Gains) losses on disposal of assets</td>
<td>571</td>
<td>541</td>
<td>5.5</td>
<td>189</td>
</tr>
<tr>
<td>Changes in:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Inventories</td>
<td>-242</td>
<td>-161</td>
<td>50.3</td>
<td>-81</td>
</tr>
<tr>
<td>• Trade receivables</td>
<td>-203</td>
<td>-256</td>
<td>-20.7</td>
<td>-29</td>
</tr>
<tr>
<td>• Trade payables</td>
<td>105</td>
<td>114</td>
<td>-7.9</td>
<td>67</td>
</tr>
<tr>
<td>• Provisions for pensions and similar obligations</td>
<td>37</td>
<td>-37</td>
<td>-</td>
<td>11</td>
</tr>
<tr>
<td>• Other assets, liabilities and provisions</td>
<td>-16</td>
<td>147</td>
<td>-100</td>
<td>129</td>
</tr>
<tr>
<td><strong>Cash flows from operating activities</strong></td>
<td><strong>1,116</strong></td>
<td><strong>1,305</strong></td>
<td><strong>-14.5</strong></td>
<td><strong>610</strong></td>
</tr>
<tr>
<td><strong>Investing activities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Proceeds from disposals of property, plant and equipment</td>
<td>4</td>
<td>4</td>
<td>0.0</td>
<td>1</td>
</tr>
<tr>
<td>Capital expenditures on intangible assets</td>
<td>-19</td>
<td>-16</td>
<td>18.8</td>
<td>-5</td>
</tr>
<tr>
<td>Capital expenditures on property, plant and equipment</td>
<td>-854</td>
<td>-813</td>
<td>5.0</td>
<td>-274</td>
</tr>
<tr>
<td>Acquisition of subsidiaries</td>
<td>-23</td>
<td>0</td>
<td>-</td>
<td>0</td>
</tr>
<tr>
<td>Proceeds from disposal of subsidiaries</td>
<td>20</td>
<td>0</td>
<td>-</td>
<td>0</td>
</tr>
<tr>
<td>Other investing activities</td>
<td>0</td>
<td>-1</td>
<td>-100</td>
<td>1</td>
</tr>
<tr>
<td><strong>Cash used in investing activities</strong></td>
<td><strong>-872</strong></td>
<td><strong>-826</strong></td>
<td><strong>5.6</strong></td>
<td><strong>-277</strong></td>
</tr>
<tr>
<td><strong>Financing activities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dividends paid to shareholders and non-controlling interests</td>
<td>-330</td>
<td>-329</td>
<td>0.3</td>
<td>0</td>
</tr>
<tr>
<td>Receipts from loans</td>
<td>351</td>
<td>1,001</td>
<td>-64.9</td>
<td>1</td>
</tr>
<tr>
<td>Repayments of loans (^1)</td>
<td>-588</td>
<td>-1,153</td>
<td>-49.0</td>
<td>0</td>
</tr>
<tr>
<td>Other financing activities</td>
<td>0</td>
<td>1,772</td>
<td>-100</td>
<td>0</td>
</tr>
<tr>
<td><strong>Cash used in financing activities</strong></td>
<td><strong>-567</strong></td>
<td><strong>1,291</strong></td>
<td><strong>-</strong></td>
<td><strong>1</strong></td>
</tr>
<tr>
<td>Net increase (decrease) in cash and cash equivalents</td>
<td>-323</td>
<td>1,770</td>
<td>-</td>
<td>334</td>
</tr>
<tr>
<td>Effects of foreign exchange rate changes on cash and cash equivalents</td>
<td>-29</td>
<td>-4</td>
<td>&gt;100</td>
<td>-14</td>
</tr>
<tr>
<td>Cash and cash equivalents as at beginning of period</td>
<td>1,071</td>
<td>799</td>
<td>34.0</td>
<td>399</td>
</tr>
<tr>
<td>Cash and cash equivalents as at September 30</td>
<td>719</td>
<td>2,565</td>
<td>-72.0</td>
<td>719</td>
</tr>
</tbody>
</table>

\(^1\) Incl. EUR 38 m in cash inflows from cross-currency derivatives terminated early in connection with the redemption of the USD bonds.
# Summary – 1st quarter 2016 to 3rd quarter 2017

## Income statement (in € millions)

<table>
<thead>
<tr>
<th></th>
<th>1st quarter</th>
<th>2nd quarter</th>
<th>3rd quarter</th>
<th>4th quarter</th>
<th>1st quarter</th>
<th>2nd quarter</th>
<th>3rd quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>3,343</td>
<td>3,369</td>
<td>3,265</td>
<td>3,361</td>
<td>3,574</td>
<td>3,472</td>
<td>3,434</td>
</tr>
<tr>
<td>EBIT</td>
<td>421</td>
<td>438</td>
<td>417</td>
<td>280</td>
<td>435</td>
<td>358</td>
<td>416</td>
</tr>
<tr>
<td>• in % of revenue</td>
<td>12.6</td>
<td>13.0</td>
<td>12.8</td>
<td>8.3</td>
<td>12.7</td>
<td>10.3</td>
<td>12.1</td>
</tr>
<tr>
<td>EBIT before special items</td>
<td>421</td>
<td>438</td>
<td>417</td>
<td>424</td>
<td>435</td>
<td>345</td>
<td>416</td>
</tr>
<tr>
<td>• in % of revenue</td>
<td>12.6</td>
<td>13.0</td>
<td>12.8</td>
<td>12.6</td>
<td>12.7</td>
<td>9.9</td>
<td>12.1</td>
</tr>
<tr>
<td>Net income</td>
<td>253</td>
<td>241</td>
<td>178</td>
<td>187</td>
<td>279</td>
<td>206</td>
<td>306</td>
</tr>
<tr>
<td>Earnings per common non-voting share (basic/diluted, in €)</td>
<td>0.38</td>
<td>0.37</td>
<td>0.27</td>
<td>0.28</td>
<td>0.42</td>
<td>0.31</td>
<td>0.46</td>
</tr>
</tbody>
</table>

## Statement of financial position (in € millions)

<table>
<thead>
<tr>
<th></th>
<th>1st quarter</th>
<th>2nd quarter</th>
<th>3rd quarter</th>
<th>4th quarter</th>
<th>1st quarter</th>
<th>2nd quarter</th>
<th>3rd quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total assets</td>
<td>12,607</td>
<td>12,554</td>
<td>12,862</td>
<td>11,564</td>
<td>11,941</td>
<td>11,120</td>
<td>11,536</td>
</tr>
<tr>
<td>Shareholders’ equity</td>
<td>1,609</td>
<td>1,425</td>
<td>1,554</td>
<td>1,997</td>
<td>2,400</td>
<td>2,168</td>
<td>2,401</td>
</tr>
<tr>
<td>• in % of total assets</td>
<td>12.8</td>
<td>11.4</td>
<td>12.1</td>
<td>17.3</td>
<td>20.1</td>
<td>19.5</td>
<td>20.8</td>
</tr>
<tr>
<td>Net financial debt</td>
<td>4,909</td>
<td>4,874</td>
<td>2,876</td>
<td>2,636</td>
<td>2,742</td>
<td>2,956</td>
<td>2,620</td>
</tr>
<tr>
<td>• Net financial debt to EBITDA ratio before special items</td>
<td>2.1</td>
<td>2.0</td>
<td>1.2</td>
<td>1.1</td>
<td>1.1</td>
<td>1.2</td>
<td>1.1</td>
</tr>
<tr>
<td>• Gearing Ratio (Net financial debt to shareholders’ equity, in %)</td>
<td>305.1</td>
<td>342.0</td>
<td>185.1</td>
<td>132.0</td>
<td>114.3</td>
<td>136.3</td>
<td>109.1</td>
</tr>
</tbody>
</table>

## Statement of cash flows (in € millions)

<table>
<thead>
<tr>
<th></th>
<th>1st quarter</th>
<th>2nd quarter</th>
<th>3rd quarter</th>
<th>4th quarter</th>
<th>1st quarter</th>
<th>2nd quarter</th>
<th>3rd quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>598</td>
<td>619</td>
<td>600</td>
<td>476</td>
<td>624</td>
<td>551</td>
<td>605</td>
</tr>
<tr>
<td>• in % of revenue</td>
<td>17.9</td>
<td>18.4</td>
<td>18.4</td>
<td>14.2</td>
<td>17.5</td>
<td>15.9</td>
<td>17.6</td>
</tr>
<tr>
<td>EBITDA before special items</td>
<td>598</td>
<td>619</td>
<td>600</td>
<td>620</td>
<td>624</td>
<td>538</td>
<td>605</td>
</tr>
<tr>
<td>• in % of revenue</td>
<td>17.9</td>
<td>18.4</td>
<td>18.4</td>
<td>18.4</td>
<td>17.5</td>
<td>15.5</td>
<td>17.6</td>
</tr>
<tr>
<td>Cash flows from operating activities</td>
<td>206</td>
<td>571</td>
<td>528</td>
<td>571</td>
<td>186</td>
<td>320</td>
<td>610</td>
</tr>
<tr>
<td>Capital expenditures (capex)</td>
<td>318</td>
<td>243</td>
<td>268</td>
<td>317</td>
<td>299</td>
<td>295</td>
<td>279</td>
</tr>
<tr>
<td>• in % of revenue (capex ratio)</td>
<td>9.5</td>
<td>7.2</td>
<td>8.2</td>
<td>9.4</td>
<td>8.4</td>
<td>8.5</td>
<td>8.1</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>-112</td>
<td>328</td>
<td>263</td>
<td>256</td>
<td>-130</td>
<td>41</td>
<td>333</td>
</tr>
</tbody>
</table>

## Value Added

<table>
<thead>
<tr>
<th></th>
<th>1st quarter</th>
<th>2nd quarter</th>
<th>3rd quarter</th>
<th>4th quarter</th>
<th>1st quarter</th>
<th>2nd quarter</th>
<th>3rd quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td>ROCE before special items (in %)</td>
<td>22.8</td>
<td>23.2</td>
<td>22.6</td>
<td>22.3</td>
<td>22.1</td>
<td>20.7</td>
<td>20.5</td>
</tr>
<tr>
<td>Schaeffler Value Added before special items (in € millions)</td>
<td>928</td>
<td>973</td>
<td>944</td>
<td>939</td>
<td>938</td>
<td>837</td>
<td>829</td>
</tr>
</tbody>
</table>

## Employees

<table>
<thead>
<tr>
<th></th>
<th>1st quarter</th>
<th>2nd quarter</th>
<th>3rd quarter</th>
<th>4th quarter</th>
<th>1st quarter</th>
<th>2nd quarter</th>
<th>3rd quarter</th>
</tr>
</thead>
<tbody>
<tr>
<td>Headcount (at end of reporting period)</td>
<td>85,016</td>
<td>85,225</td>
<td>86,029</td>
<td>86,662</td>
<td>87,341</td>
<td>87,937</td>
<td>89,359</td>
</tr>
</tbody>
</table>

1) Please refer to pp. 18 et seq. of the interim financial report 9M for the definition of special items.
2) Attributable to shareholders of the parent company.
3) Including non-controlling interests.
4) EBIT/EBITDA based on the last twelve months.
5) Capital expenditures on intangible assets and property, plant and equipment.

Prior year information presented based on 2017 segment structure.

1) Please refer to pp. 18 et seq. of the interim financial report 9M for the definition of special items.
Financial calendar

November 08, 2017
Publication of results for the first nine months 2017

March 07, 2018
Publication of annual results 2017

May 07, 2018
Publication of results for the first three months 2018

All information is subject to correction and may be changed at short notice.