

Schaeffler Group at a glance

Income statement (in € millions)	1 st six months		Change
	2018	2017	
Revenue	7,193	7,046	2.1 %
• at constant currency			5.8 %
EBIT	773	793	-2.5 %
• in % of revenue	10.7	11.3	-0.6 %-pts.
EBIT before special items ¹⁾	795	780	1.9 %
• in % of revenue	11.1	11.1	0.0 %-pts.
Net income ²⁾	509	485	4.9 %
Earnings per common non-voting share (basic/diluted, in €)	0.77	0.73	5.5 %
Statement of financial position (in € millions)	06/30/2018	12/31/2017	Change
Total assets	12,002	11,537	4.0 %
Shareholders' equity ³⁾	2,657	2,548	109 € millions
• in % of total assets	22.1	22.1	0.0 %-pts.
Net financial debt	2,833	2,370	19.5 %
• Net financial debt to EBITDA ratio before special items ^{1) 4)}	1.2	1.0	
• Gearing ratio (Net financial debt to shareholders' equity ³⁾ , in %)	106.6	93.0	13.6 %-pts.
Statement of cash flows (in € millions)	1 st six months		Change
EBITDA	1,170	1,175	-0.4 %
Cash flows from operating activities	520	506	14 € millions
Capital expenditures (capex) ⁵⁾	595	594	1 € millions
• in % of revenue (capex ratio)	8.3	8.4	-0.1 %-pts.
Free cash flow (FCF) before cash in- and outflows for M&A activities	-74	-86	12 € millions
• FCF conversion ratio (ratio of FCF before cash in- and outflows for M&A activities to EBITDA, in %) ^{1) 4)}	22.1	18.1	4.0 %-pts.
Value-based management			Change
ROCE before special items (in %) ^{1) 4)}	19.8	20.7	-0.9 %-pts.
Schaeffler Value Added before special items (in € millions) ^{1) 4)}	792	837	-5.4 %
Employees	06/30/2018	12/31/2017	Change
Headcount	92,198	90,151	2.3 %
Automotive OEM division ⁶⁾ (in € millions)	1 st six months		Change
Revenue	4,587	4,528	1.3 %
• at constant currency			4.8 %
EBIT	414	496	-16.5 %
• in % of revenue	9.0	11.0	-2.0 %-pts.
EBIT before special items ¹⁾	424	483	-12.2 %
• in % of revenue	9.2	10.7	-1.5 %-pts.
Automotive Aftermarket division ⁶⁾ (in € millions)			Change
Revenue	925	928	-0.3 %
• at constant currency			3.6 %
EBIT	176	161	9.3 %
• in % of revenue	19.0	17.3	1.7 %-pts.
EBIT before special items ¹⁾	176	161	9.3 %
• in % of revenue	19.0	17.3	1.7 %-pts.
Industrial division ⁶⁾ (in € millions)			Change
Revenue	1,681	1,590	5.7 %
• at constant currency			10.0 %
EBIT	183	136	34.6 %
• in % of revenue	10.9	8.6	2.3 %-pts.
EBIT before special items ¹⁾	195	136	43.4 %
• in % of revenue	11.6	8.6	3.0 %-pts.

¹⁾ Please refer to pp. 20 et seq. for the definition of special items.

²⁾ Attributable to shareholders of the parent company.

³⁾ Including non-controlling interests.

⁴⁾ Based on the last twelve months.

⁵⁾ Capital expenditures on intangible assets and property, plant and equipment.

⁶⁾ Prior year information presented based on 2018 segment structure.