

Schaeffler Financial Figures

Quarterly adjusted comparative figures 2018 based on 2019 segment structure.

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FY 2018 (as of April 10, 2019)

Group

in € millions	2017 ¹					2018					2018 - Comparative figures 2019 structure ²				
	1 st quarter	2 nd quarter	3 rd quarter	4 th quarter	FY	1 st quarter	2 nd quarter	3 rd quarter	4 th quarter	FY	1 st quarter	2 nd quarter	3 rd quarter	4 th quarter	FY
Revenue	3,574	3,472	3,434	3,541	14,021	3,551	3,642	3,521	3,527	14,241					
• Growth at constant currency (in %)	5.4%	2.2%	7.4%	8.5%	5.9%	3.9%	7.9%	3.7%	0.3%	3.9%					
Cost of sales	-2,542	-2,551	-2,470	-2,612	-10,175	-2,591	-2,669	-2,587	-2,711	-10,558					
Gross profit	1,032	921	964	929	3,846	960	973	934	816	3,683					
• in % of revenue	28.9%	26.5%	28.1%	26.2%	27.4%	27.0%	26.7%	26.5%	23.1%	25.9%					
Research and development expenses	-212	-216	-209	-209	-846	-224	-220	-209	-194	-847					
Selling and administrative expenses	-360	-355	-337	-361	-1,413	-361	-374	-367	-390	-1,492					
EBIT	435	358	416	319	1,528	391	382	376	205	1,354					
• in % of revenue	12.2%	10.3%	12.1%	9.0%	10.9%	11.0%	10.5%	10.7%	5.8%	9.5%					
Special items	0	-13	0	69	56	0	22	-21	26	27					
EBIT before special items	435	345	416	388	1,584	391	404	355	231	1,381					
• in % of revenue	12.2%	9.9%	12.1%	11.0%	11.3%	11.0%	11.1%	10.1%	6.5%	9.7%					
Revenue by region															
Europe	1,868	1,796	1,760	1,759	7,183	1,878	1,882	1,771	1,782	7,313					
• Growth at constant currency (in %)	2.2%	-3.9%	2.1%	6.0%	1.5%	1.5%	6.3%	1.5%	2.1%	2.9%					
Americas	776	747	702	685	2,910	699	714	733	728	2,874					
• Growth at constant currency (in %)	5.6%	2.6%	3.4%	7.0%	4.6%	1.4%	4.1%	7.6%	6.9%	4.9%					
Greater China	563	562	610	721	2,456	622	662	643	634	2,561					
• Growth at constant currency (in %)	19.5%	23.8%	30.3%	22.5%	24.0%	18.1%	19.2%	6.6%	-11.1%	6.7%					
Asia/Pacific	367	367	362	376	1,472	352	384	374	383	1,493					
• Growth at constant currency (in %)	2.2%	7.7%	8.6%	3.2%	5.3%	1.5%	8.4%	2.5%	1.0%	3.3%					

Changes only on
divisional level

Automotive OEM Division

in € millions	2017 ¹					2018					2018 - Comparative figures 2019 structure ²				
	1 st quarter	2 nd quarter	3 rd quarter	4 th quarter	FY	1 st quarter	2 nd quarter	3 rd quarter	4 th quarter	FY	1 st quarter	2 nd quarter	3 rd quarter	4 th quarter	FY
Revenue	2,308	2,220	2,138	2,325	8,991	2,279	2,308	2,191	2,219	8,997	2,280	2,307	2,191	2,218	8,996
• Growth at constant currency (in %)	6.4%	3.5%	7.4%	8.7%	6.5%	3.2%	6.5%	3.2%	-4.2%	2.1%	3.2%	6.5%	3.2%	-4.2%	2.1%
Cost of sales	-1,693	-1,677	-1,591	-1,750	-6,711	-1,730	-1,765	-1,685	-1,795	-6,975	-1,728	-1,763	-1,689	-1,806	-6,986
Gross profit	615	543	547	575	2,280	549	543	506	424	2,022	552	544	502	412	2,010
• in % of revenue	26.6%	24.5%	25.6%	24.7%	25.4%	24.1%	23.5%	23.1%	19.1%	22.5%	24.2%	23.6%	22.9%	18.6%	22.3%
Research and development expenses	-171	-175	-170	-169	-685	-182	-176	-169	-152	-679	-182	-176	-168	-154	-680
Selling and administrative expenses	-161	-156	-147	-159	-623	-163	-167	-164	-173	-667	-164	-170	-164	-176	-674
EBIT	275	221	229	226	951	217	197	185	83	682	218	193	181	70	662
• in % of revenue	11.9%	10.0%	10.7%	9.7%	10.6%	9.5%	8.5%	8.4%	3.7%	7.6%	9.6%	8.4%	8.3%	3.2%	7.4%
Special items	0	-13	0	35	22	0	10	-13	14	11	0	10	-13	14	11
EBIT before special items	275	208	229	261	973	217	207	172	97	693	218	203	168	84	673
• in % of revenue	11.9%	9.4%	10.7%	11.2%	10.8%	9.5%	9.0%	7.9%	4.4%	7.7%	9.6%	8.8%	7.7%	3.8%	7.5%
Revenue by business division															
Engine Systems BD	716	682	669	719	2,786	709	713	691	670	2,783					
• Growth at constant currency (in %)						4.1%	7.3%	4.1%	-6.5%	2.1%					
Transmission Systems BD	1,084	1,041	992	1,087	4,204	1,075	1,077	996	1,022	4,170					
• Growth at constant currency (in %)						3.9%	6.5%	1.2%	-5.6%	1.4%					
E-Mobility BD	101	107	103	105	416	104	117	128	137	486					
• Growth at constant currency (in %)						6.6%	8.8%	25.3%	31.2%	18.1%					
Chassis Systems BD	407	390	374	414	1,585	391	401	376	390	1,558					
• Growth at constant currency (in %)						-0.3%	5.2%	1.3%	-5.3%	0.1%					
Revenue by region															
Europe	1,062	1,009	939	994	4,004	1,057	1,048	947	962	4,014					
• Growth at constant currency (in %)	3.3%	-4.4%	1.7%	5.8%	1.4%	0.4%	4.6%	1.6%	-2.7%	0.9%					
Americas	516	502	457	457	1,932	480	481	494	483	1,938					
• Growth at constant currency (in %)	3.4%	3.4%	1.5%	8.6%	4.1%	3.7%	3.7%	9.9%	5.1%	5.6%					
Greater China	447	429	466	585	1,927	472	488	473	477	1,910					
• Growth at constant currency (in %)	21.8%	23.5%	26.8%	20.7%	23.0%	12.4%	14.5%	2.5%	-17.4%	1.2%					
Asia/Pacific	283	280	276	289	1,128	270	291	277	297	1,135					
• Growth at constant currency (in %)	3.3%	9.7%	8.6%	0.5%	5.3%	0.5%	7.6%	-0.7%	2.1%	2.3%					

Automotive Aftermarket Division

in € millions	2017 ¹					2018					2018 - Comparative figures 2019 structure ²				
	1 st quarter	2 nd quarter	3 rd quarter	4 th quarter	FY	1 st quarter	2 nd quarter	3 rd quarter	4 th quarter	FY	1 st quarter	2 nd quarter	3 rd quarter	4 th quarter	FY
Revenue	484	444	506	446	1,880	446	479	476	458	1,859	447	480	476	459	1,862
• Growth at constant currency (in %)	9.7%	-7.3%	4.7%	6.3%	3.2%	-4.4%	12.3%	-3.0%	5.0%	2.2%	-4.4%	12.3%	-3.0%	5.0%	2.2%
Cost of sales	-307	-294	-313	-292	-1,206	-286	-310	-311	-310	-1,217	-288	-308	-306	-298	-1,200
Gross profit	177	150	193	154	674	160	169	165	148	642	159	172	170	161	662
• in % of revenue	36.6%	33.8%	38.1%	34.5%	35.9%	35.9%	35.3%	34.7%	32.3%	34.5%	35.6%	35.8%	35.7%	35.1%	35.6%
Research and development expenses	-7	-7	-7	-7	-28	-7	-8	-7	-6	-28	-8	-8	-7	-6	-29
Selling and administrative expenses	-72	-72	-69	-72	-285	-73	-76	-78	-83	-310	-73	-74	-77	-81	-305
EBIT	93	68	117	55	333	80	96	83	60	319	81	96	88	76	341
• in % of revenue	19.2%	15.3%	23.1%	12.3%	17.7%	17.9%	20.0%	17.4%	13.1%	17.2%	18.1%	20.0%	18.5%	16.6%	18.3%
Special items	0	0	0	25	25	0	0	-3	0	-3	0	0	-3	0	-3
EBIT before special items	93	68	117	80	358	80	96	80	60	316	81	96	85	76	338
• in % of revenue	19.2%	15.3%	23.1%	17.9%	19.0%	17.9%	20.0%	16.8%	13.1%	17.0%	18.1%	20.0%	17.9%	16.6%	18.2%
Revenue by region															
Europe	352	320	375	328	1,375	337	362	355	339	1,393					
• Growth at constant currency (in %)	4.3%	-8.8%	2.5%	7.6%	1.2%	-3.6%	15.2%	-4.3%	4.5%	2.5%					
Americas	107	97	106	93	403	78	84	89	89	340					
• Growth at constant currency (in %)	30.4%	-5.3%	13.1%	1.5%	8.8%	-16.5%	-0.7%	-6.3%	3.6%	-5.2%					
Greater China	14	15	14	14	57	19	20	19	18	76					
• Growth at constant currency (in %)	22.5%	17.0%	14.3%	24.3%	19.4%	40.9%	38.8%	37.3%	29.2%	36.5%					
Asia/Pacific	11	12	11	11	45	12	13	13	12	50					
• Growth at constant currency (in %)	15.3%	13.1%	9.3%	13.2%	12.6%	16.1%	15.7%	16.3%	2.1%	12.5%					

Industrial Division

in € millions	2017 ¹					2018					2018 - Comparative figures 2019 structure ²				
	1 st quarter	2 nd quarter	3 rd quarter	4 th quarter	FY	1 st quarter	2 nd quarter	3 rd quarter	4 th quarter	FY	1 st quarter	2 nd quarter	3 rd quarter	4 th quarter	FY
Revenue	782	808	790	770	3,150	826	855	854	850	3,385	824	855	854	850	3,383
• Growth at constant currency (in %)	0.2%	4.5%	9.2%	9.0%	5.7%	10.8%	9.3%	9.4%	11.0%	10.1%	10.8%	9.3%	9.4%	11.0%	10.1%
Cost of sales	-542	-580	-566	-570	892	-575	-594	-591	-606	1,019	-575	-598	-592	-607	-2,372
Gross profit	240	228	224	200	892	251	261	263	244	1,019	249	257	262	243	1,011
• in % of revenue	30.7%	28.2%	28.4%	26.0%	28.3%	30.4%	30.5%	30.8%	28.7%	30.1%	30.2%	30.1%	30.7%	28.6%	29.9%
Research and development expenses	-34	-34	-32	-33	-133	-35	-36	-33	-36	-140	-34	-36	-34	-34	-138
Selling and administrative expenses	-127	-127	-121	-130	-505	-125	-131	-125	-134	-515	-124	-130	-126	-133	-513
EBIT	67	69	70	38	244	94	89	108	62	353	92	93	107	59	351
• in % of revenue	8.6%	8.5%	8.9%	4.9%	7.7%	11.4%	10.4%	12.6%	7.3%	10.4%	11.2%	10.9%	12.5%	6.9%	10.4%
Special items	0	0	0	9	9	0	12	-5	12	19	0	12	-5	12	19
EBIT before special items	67	69	70	47	253	94	101	103	74	372	92	105	102	71	370
• in % of revenue	8.6%	8.5%	8.9%	6.1%	8.0%	11.4%	11.8%	12.1%	8.7%	11.0%	11.2%	12.3%	11.9%	8.4%	10.9%
Revenue by region															
Europe	454	467	446	437	1,804	484	472	469	481	1,906					
• Growth at constant currency (in %)	-1.7%	0.9%	2.7%	5.1%	1.7%	8.2%	3.7%	6.3%	11.4%	7.3%					
Americas	153	148	139	135	575	141	149	150	156	596					
• Growth at constant currency (in %)	0.1%	5.1%	3.5%	5.3%	3.5%	5.4%	8.4%	10.1%	14.9%	9.7%					
Greater China	102	118	130	122	472	131	154	151	139	575					
• Growth at constant currency (in %)	10.3%	25.7%	46.9%	31.6%	28.8%	40.0%	34.0%	17.6%	14.1%	25.4%					
Asia/Pacific	73	75	75	76	299	70	80	84	74	308					
• Growth at constant currency (in %)	-3.4%	-0.1%	8.6%	13.2%	4.4%	3.2%	10.1%	12.4%	-3.2%	5.6%					

Definitions

EBIT	EBIT is defined as earnings before financial result and income taxes.
EBIT margin	The EBIT margin represents EBIT as a percentage of revenue.
EBITDA	EBIT before amortization of intangible assets, depreciation of property, plant and equipment, and impairment losses.
Special items	In order to make the evaluation of the company's results of operations as transparent as possible, the Schaeffler Group reports the indicators described above before special items (=adjusted). Special items are items which the Board of Managing Directors considers to render the financial indicators less meaningful for evaluating the sustainability of the Schaeffler Group's profitability due to their nature, frequency, and/or size. Special items are categorized as legal cases, restructuring, and other.
Constant currency	Revenue figures at constant currency, i.e. excluding the impact of currency translation, are calculated by translating functional currency revenue using the same exchange rate for both the current and the prior year or comparison reporting period.

¹ 2017 information presented based on 2018 segment structure.

² Effective January 1, 2019 Schaeffler AG completed the integration of the "Bearings and Components Technologies" (BCT) unit into the divisions. This leads to changes in several divisional key figures and is the basis for future guidance.

Please refer to the Annual Report 2018 of the Schaeffler Group for more details.