

# Schaeffler Financial Figures

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As of Q1 2019 (May 8, 2019)

## Overview Group

in € millions	2017 <sup>1</sup>				2018				2018 - Comparative figures 2019 structure <sup>2</sup>				2019 1 <sup>st</sup> quarter		
	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter	FY	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter	FY	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter	
<b>Revenue</b>	3,574	3,472	3,434	3,541	14,021	3,551	3,642	3,521	3,527	14,241					3,622
• 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%					0.4%
<b>Gross profit</b>	1,032	921	964	929	3,846	960	973	934	816	3,683					913
• in % of revenue	28.9%	26.5%	28.1%	26.2%	27.4%	27.0%	26.7%	26.5%	23.1%	25.9%					25.2%
<b>EBITDA</b>	624	551	605	515	2,295	587	583	584	421	2,175					472
<b>EBIT before special items</b>	435	345	416	388	1,584	391	404	355	231	1,381					272
• in % of revenue	12.2%	9.9%	12.1%	11.0%	11.3%	11.0%	11.1%	10.1%	6.5%	9.7%					7.5%
<b>EBIT</b>	435	358	416	319	1,528	391	382	376	205	1,354					230
• in % of revenue	12.2%	10.3%	12.1%	9.0%	10.9%	11.0%	10.5%	10.7%	5.8%	9.5%					6.3%
<b>Net income</b>	279	206	306	189	980	240	269	257	115	881					137
<b>EPS (common non-voting share, basic/diluted, in €)</b>	0.42	0.31	0.46	0.29	1.48	0.36	0.41	0.38	0.18	1.33					0.21
<b>Free cash flow before M&amp;A</b>	-111	25	333	268	515	-69	-5	201	257	384					-235
<b>Capital expenditures</b>	299	295	279	400	1,273	306	289	262	375	1,232					373
<b>Schaeffler Value Added before special items</b>	938	837	829	787	787	743	792	721	556	556					421
<b>ROCE before special items (in %)</b>	22.1%	20.7%	20.5%	19.9%	19.9%	19.3%	19.8%	18.8%	16.7%	16.7%					15.0%
<b>Net financial debt</b>	2,742	2,956	2,620	2,370	2,370	2,439	2,833	2,644	2,547	2,547					2,805
• Net financial debt to EBITDA ratio before special items	1.1	1.2	1.1	1.0	1.0	1.1	1.2	1.1	1.2	1.2					1.3
<b>Dividend</b>	0	330	0	0	330	0	363	0	0	363					0
<b>Employees (headcount)</b>	87,341	87,937	89,359	90,151	90,151	91,414	92,198	92,836	92,478	92,478					91,837
<b>Revenue by region</b>															
<b>Europe</b>	1,868	1,796	1,760	1,759	7,183	1,878	1,882	1,771	1,782	7,313					1,846
• 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%					-1.5%
<b>Americas</b>	776	747	702	685	2,910	699	714	733	728	2,874					817
• 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%					11.9%
<b>Greater China</b>	563	562	610	721	2,456	622	662	643	634	2,561					586
• 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%					-8.0%
<b>Asia/Pacific</b>	367	367	362	376	1,472	352	384	374	383	1,493					373
• 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%					2.8%

<sup>1</sup> 2017 information presented based on 2018 segment structure. See Note 5.5 "Segment information" to the consolidated financial statements for further details.

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

Changes only on  
divisional level

## Automotive OEM Division

in € millions	2017 <sup>1</sup>					2018					2018 - Comparative figures 2019 structure <sup>2</sup>				2019 1 <sup>st</sup> quarter	
	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter	FY	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter	FY	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter		
<b>Revenue</b>	<b>2,308</b>	<b>2,220</b>	<b>2,138</b>	<b>2,325</b>	<b>8,991</b>	<b>2,279</b>	<b>2,308</b>	<b>2,191</b>	<b>2,219</b>	<b>8,997</b>	<b>2,280</b>	<b>2,307</b>	<b>2,191</b>	<b>2,218</b>	<b>8,996</b>	<b>2,286</b>
• 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%	-1.7%
<b>Cost of sales</b>	<b>-1,693</b>	<b>-1,677</b>	<b>-1,591</b>	<b>-1,750</b>	<b>-6,711</b>	<b>-1,730</b>	<b>-1,765</b>	<b>-1,685</b>	<b>-1,795</b>	<b>-6,975</b>	<b>-1,728</b>	<b>-1,763</b>	<b>-1,689</b>	<b>-1,806</b>	<b>-6,986</b>	<b>-1,804</b>
<b>Gross profit</b>	<b>615</b>	<b>543</b>	<b>547</b>	<b>575</b>	<b>2,280</b>	<b>549</b>	<b>543</b>	<b>506</b>	<b>424</b>	<b>2,022</b>	<b>552</b>	<b>544</b>	<b>502</b>	<b>412</b>	<b>2,010</b>	<b>482</b>
• 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%	21.1%
Research and development expenses	-171	-175	-170	-169	-685	-182	-176	-169	-152	-679	-182	-176	-168	-154	-680	-184
Selling and administrative expenses	-161	-156	-147	-159	-623	-163	-167	-164	-173	-667	-164	-170	-164	-176	-674	-176
<b>EBIT</b>	<b>275</b>	<b>221</b>	<b>229</b>	<b>226</b>	<b>951</b>	<b>217</b>	<b>197</b>	<b>185</b>	<b>83</b>	<b>682</b>	<b>218</b>	<b>193</b>	<b>181</b>	<b>70</b>	<b>662</b>	<b>59</b>
• 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%	2.6%
Special items	0	-13	0	35	22	0	10	-13	14	11	0	10	-13	14	11	55
<b>EBIT before special items</b>	<b>275</b>	<b>208</b>	<b>229</b>	<b>261</b>	<b>973</b>	<b>217</b>	<b>207</b>	<b>172</b>	<b>97</b>	<b>693</b>	<b>218</b>	<b>203</b>	<b>168</b>	<b>84</b>	<b>673</b>	<b>113</b>
• 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%	5.0%
<b>Revenue by business division</b>																
Engine Systems BD	716	682	669	719	2,786	709	713	691	670	2,783						699
• Growth at constant currency (in %)						4.1%	7.3%	4.1%	-6.5%	2.1%						-3.4%
Transmission Systems BD	1,084	1,041	992	1,087	4,204	1,075	1,077	996	1,022	4,170						1,035
• Growth at constant currency (in %)						3.9%	6.5%	1.2%	-5.6%	1.4%						-6.0%
E-Mobility BD	101	107	103	105	416	104	117	128	137	486						145
• Growth at constant currency (in %)						6.6%	8.8%	25.3%	31.2%	18.1%						33.9%
Chassis Systems BD	407	390	374	414	1,585	391	401	376	390	1,558						406
• Growth at constant currency (in %)						-0.3%	5.2%	1.3%	-5.3%	0.1%						3.6%
<b>Revenue by region</b>																
Europe	1,062	1,009	939	994	4,004	1,057	1,048	947	962	4,014						1,024
• 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%						-3.3%
Americas	516	502	457	457	1,932	480	481	494	483	1,938						566
• 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%						12.4%
Greater China	447	429	466	585	1,927	472	488	473	477	1,910						412
• 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%						-14.5%
Asia/Pacific	283	280	276	289	1,128	270	291	277	297	1,135						284
• 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%						2.4%

## Automotive Aftermarket Division

in € millions	2017 <sup>1</sup>					2018					2018 - Comparative figures 2019 structure <sup>2</sup>				2019 1 <sup>st</sup> quarter	
	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter	FY	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter	FY	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter		
<b>Revenue</b>	484	444	506	446	1,880	446	479	476	458	1,859	447	480	476	459	1,862	441
• 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%	-1.1%
<b>Cost of sales</b>	-307	-294	-313	-292	-1,206	-286	-310	-311	-310	-1,217	-288	-308	-306	-298	-1,200	-292
<b>Gross profit</b>	177	150	193	154	674	160	169	165	148	642	159	172	170	161	662	149
• 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%	33.7%
Research and development expenses	-7	-7	-7	-7	-28	-7	-8	-7	-6	-28	-8	-8	-7	-6	-29	-8
Selling and administrative expenses	-72	-72	-69	-72	-285	-73	-76	-78	-83	-310	-73	-74	-77	-81	-305	-76
<b>EBIT</b>	93	68	117	55	333	80	96	83	60	319	81	96	88	76	341	64
• 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%	14.4%
Special items	0	0	0	25	25	0	0	-3	0	-3	0	0	-3	0	-3	0
<b>EBIT before special items</b>	93	68	117	80	358	80	96	80	60	316	81	96	85	76	338	64
• 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%	14.4%
<b>Revenue by region</b>																
Europe	352	320	375	328	1,375	337	362	355	339	1,393						321
• 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%						-4.2%
Americas	107	97	106	93	403	78	84	89	89	340						88
• 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%						14.1%
Greater China	14	15	14	14	57	19	20	19	18	76						20
• 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%						1.1%
Asia/Pacific	11	12	11	11	45	12	13	13	12	50						11
• 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%						-9.6%

## Industrial Division

in € millions	2017 <sup>1</sup>					2018					2018 - Comparative figures 2019 structure <sup>2</sup>				2019 1 <sup>st</sup> quarter	
	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter	FY	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter	FY	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter		
<b>Revenue</b>	782	808	790	770	3,150	826	855	854	850	3,385	824	855	854	850	3,383	895
• 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%	6.9%
<b>Cost of sales</b>	-542	-580	-566	-570	892	-575	-594	-591	-606	1,019	-575	-598	-592	-607	-2,372	-613
<b>Gross profit</b>	240	228	224	200	892	251	261	263	244	1,019	249	257	262	243	1,011	282
• 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%	31.6%
Research and development expenses	-34	-34	-32	-33	-133	-35	-36	-33	-36	-140	-34	-36	-34	-34	-138	-38
Selling and administrative expenses	-127	-127	-121	-130	-505	-125	-131	-125	-134	-515	-124	-130	-126	-133	-513	-140
<b>EBIT</b>	67	69	70	38	244	94	89	108	62	353	92	93	107	59	351	108
• 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%	12.0%
Special items	0	0	0	9	9	0	12	-5	12	19	0	12	-5	12	19	-13
<b>EBIT before special items</b>	67	69	70	47	253	94	101	103	74	372	92	105	102	71	370	95
• 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%	10.6%
<b>Revenue by region</b>																
Europe	454	467	446	437	1,804	484	472	469	481	1,906						501
• 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%						4.4%
Americas	153	148	139	135	575	141	149	150	156	596						162
• 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%						9.1%
Greater China	102	118	130	122	472	131	154	151	139	575						155
• 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%						14.1%
Asia/Pacific	73	75	75	76	299	70	80	84	74	308						77
• 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%						6.3%

## Income statement

	2017 <sup>1</sup>				FY	2018				FY	2019
in € millions	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter		1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter		1 <sup>st</sup> quarter
Revenue	3,574	3,472	3,434	3,541	14,021	3,551	3,642	3,521	3,527	14,241	3,622
Cost of sales	-2,542	-2,551	-2,470	-2,612	-10,175	-2,591	-2,669	-2,587	-2,711	-10,558	-2,708
<b>Gross profit</b>	<b>1,032</b>	<b>921</b>	<b>964</b>	<b>929</b>	<b>3,846</b>	<b>960</b>	<b>973</b>	<b>934</b>	<b>816</b>	<b>3,683</b>	<b>913</b>
Research and development expenses	-212	-216	-209	-209	-846	-224	-220	-209	-194	-847	-229
Selling expenses	-243	-242	-234	-251	-970	-242	-258	-249	-255	-1,004	-253
Administrative expenses	-117	-113	-103	-110	-443	-119	-116	-118	-135	-488	-140
Other income	12	30	5	35	82	26	27	25	9	87	28
Other expenses	-37	-22	-7	-75	-141	-10	-24	-7	-36	-77	-90
<b>Earnings before financial result and income taxes (EBIT)</b>	<b>435</b>	<b>358</b>	<b>416</b>	<b>319</b>	<b>1,528</b>	<b>391</b>	<b>382</b>	<b>376</b>	<b>205</b>	<b>1,354</b>	<b>230</b>
Financial income	1	86	38	-17	108	16	5	20	25	66	26
Financial expenses	-49	-141	-39	-71	-300	-68	-35	-44	-74	-221	-64
<b>Financial result</b>	<b>-48</b>	<b>-55</b>	<b>-1</b>	<b>-88</b>	<b>-192</b>	<b>-52</b>	<b>-30</b>	<b>-24</b>	<b>-49</b>	<b>-155</b>	<b>-38</b>
Income (loss) from equity-accounted investees	0	0	0	0	0	0	0	0	0	-4	-4
<b>Earnings before income taxes</b>	<b>387</b>	<b>303</b>	<b>415</b>	<b>231</b>	<b>1,336</b>	<b>339</b>	<b>352</b>	<b>352</b>	<b>152</b>	<b>1,195</b>	<b>188</b>
Income taxes	-104	-92	-105	-38	-339	-95	-80	-91	-34	-300	-47
<b>Net income</b>	<b>283</b>	<b>211</b>	<b>310</b>	<b>193</b>	<b>997</b>	<b>244</b>	<b>272</b>	<b>261</b>	<b>118</b>	<b>895</b>	<b>140</b>
Attributable to shareholders of the parent company	279	206	306	189	980	240	269	257	115	881	137
Attributable to non-controlling interests	4	5	4	4	17	4	3	4	3	14	3
Earnings per common share (basic/diluted, in €)	0.42	0.30	0.46	0.29	1.47	0.36	0.40	0.39	0.17	1.32	0.21
Earnings per common non-voting share (basic/diluted, in €)	0.42	0.31	0.46	0.29	1.48	0.36	0.41	0.38	0.18	1.33	0.21

**Special items**

in € millions	2017 <sup>1</sup>					2018					2019
	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter	FY	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter	FY	1 <sup>st</sup> quarter
<b>EBIT</b>	435	358	416	319	1,528	391	382	376	205	1,354	230
<b>Special items</b>	0	-13	0	69	56	0	22	-21	26	27	42
• Legal cases	0	-13	0	30	17	0	0	-21	0	-21	-13
• Restructuring	0	0	0	39	39	0	22	0	26	48	55
• Other	0	0	0	0	0	0	0	0	0	0	0
<b>EBIT before special items</b>	435	345	416	388	1,584	391	404	355	231	1,381	272
<b>EBITDA before special items</b>	624	538	605	584	2,351	587	605	563	447	2,202	509
– Tax effect	0	4	0	-18	-14	0	-6	6	-7	-7	-11
<b>Net income before special items</b>	279	197	306	240	1,022	240	285	242	134	901	169

## Balance Sheet

	2017 <sup>1</sup>				2018				2019
in € millions	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	FY	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	FY	1 <sup>st</sup> quarter
<b>ASSETS</b>									
Intangible assets	634	631	629	636	636	632	628	627	718
Right of Use Assets									209
Property, plant and equipment	4,622	4,569	4,625	4,865	4,888	4,991	5,057	5,318	5,443
Investments in equity-accounted investees	0	0	0	3	3	0	0	160	157
Contract assets	0	0	0	0	16	0	0	11	11
Other financial assets	210	147	165	111	102	115	131	106	89
Other assets	59	60	66	71	63	79	89	86	102
Deferred tax assets	557	488	492	492	538	547	524	520	585
<b>Total non-current assets</b>	<b>6,082</b>	<b>5,895</b>	<b>5,977</b>	<b>6,178</b>	<b>6,246</b>	<b>6,364</b>	<b>6,429</b>	<b>6,828</b>	<b>7,315</b>
Inventories	2,011	2,010	2,061	2,017	2,168	2,294	2,355	2,183	2,334
Contract assets	0	0	0	0	30	34	43	45	51
Trade receivables	2,462	2,327	2,323	2,192	2,275	2,329	2,241	2,003	2,225
Other financial assets	54	85	96	111	95	100	136	131	105
Other assets	271	293	254	236	285	277	290	267	324
Income tax receivables	90	111	106	102	105	97	94	102	113
Cash and cash equivalents	947	399	719	698	672	507	731	801	2,071
Assets held for sale	24	0	0	3	0	0	0	2	25
<b>Total current assets</b>	<b>5,859</b>	<b>5,225</b>	<b>5,559</b>	<b>5,359</b>	<b>5,630</b>	<b>5,638</b>	<b>5,890</b>	<b>5,534</b>	<b>7,246</b>
<b>Total assets</b>	<b>11,941</b>	<b>11,120</b>	<b>11,536</b>	<b>11,537</b>	<b>11,876</b>	<b>12,002</b>	<b>12,319</b>	<b>12,362</b>	<b>14,561</b>
<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>									
Share capital	666	666	666	666	666	666	666	666	666
Retained earnings	2,222	2,101	2,408	2,630	2,902	2,775	3,025	3,214	3,351
Accumulated other comprehensive income (loss)	-597	-703	-775	-822	-896	-892	-890	-907	-941
<b>Equity attributable to shareholders of the parent company</b>	<b>2,292</b>	<b>2,064</b>	<b>2,299</b>	<b>2,474</b>	<b>2,672</b>	<b>2,549</b>	<b>2,801</b>	<b>2,973</b>	<b>3,076</b>
Non-controlling interests	108	104	102	107	106	108	106	87	93
<b>Total shareholders' equity</b>	<b>2,400</b>	<b>2,168</b>	<b>2,401</b>	<b>2,581</b>	<b>2,778</b>	<b>2,657</b>	<b>2,907</b>	<b>3,060</b>	<b>3,169</b>
Provisions for pensions and similar obligations	2,107	2,077	2,083	2,124	2,167	2,157	2,140	2,173	2,362
Provisions	97	88	88	188	182	167	143	172	180
Financial debt	3,687	3,003	2,985	3,066	3,103	3,132	3,137	3,188	3,442
Contract liabilities	0	0	0	0	0	1	2	2	3
Income tax payables	137	141	145	106	98	143	145	103	105
Other financial liabilities	76	55	33	24	16	8	9	9	29
Lease Liabilities									151
Other liabilities	6	7	5	7	6	7	2	2	3
Deferred tax liabilities	123	136	164	129	120	118	125	131	130
<b>Total non-current liabilities</b>	<b>6,233</b>	<b>5,507</b>	<b>5,503</b>	<b>5,644</b>	<b>5,692</b>	<b>5,733</b>	<b>5,703</b>	<b>5,780</b>	<b>6,404</b>
Provisions	341	300	281	264	275	233	220	244	281
Financial debt	2	352	354	2	8	208	238	160	1,434
Contract liabilities	0	0	0	0	72	19	21	45	45
Trade payables	1,653	1,581	1,651	1,867	1,866	1,886	1,924	1,967	1,980
Income tax payables	232	198	210	130	187	172	154	69	86
Other financial liabilities	654	593	720	682	395	642	729	481	501
Lease Liabilities									59
Refund liabilities	0	0	0	0	180	0	0	236	193
Other liabilities	418	421	416	367	423	452	423	320	396
Liabilities held for sale	8	0	0	0	0	0	0	0	15
<b>Total current liabilities</b>	<b>3,308</b>	<b>3,445</b>	<b>3,632</b>	<b>3,312</b>	<b>3,406</b>	<b>3,612</b>	<b>3,709</b>	<b>3,522</b>	<b>4,988</b>
<b>Total shareholders' equity and liabilities</b>	<b>11,941</b>	<b>11,120</b>	<b>11,536</b>	<b>11,537</b>	<b>11,876</b>	<b>12,002</b>	<b>12,319</b>	<b>12,362</b>	<b>14,561</b>

## Cash flow statement

in € millions	2017 <sup>1</sup>					FY	2018					2019
	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter	FY		1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	4 <sup>th</sup> quarter	FY	
<b>Operating activities</b>												
EBIT	435	358	416	319	1,528	391	382	376	205	1,354	230	
Interest paid	-30	-47	-29	-15	-121	-28	-16	-35	-15	-94	-37	
Interest received	3	1	3	3	10	3	2	3	7	15	4	
Income taxes paid	-81	-100	-66	-98	-345	-89	-105	-90	-71	-355	-57	
Depreciation, amortization, and impairment losses	189	193	189	196	767	196	201	208	216	821	242	
(Gains) losses on disposal of assets	0	1	0	1	2	-2	0	1	-2	-3	-1	
Changes in:												
• Inventories	-93	-68	-81	36	-206	-159	-121	-72	186	-166	-117	
• Trade receivables	-231	57	-29	117	-86	-132	-48	71	244	135	-241	
• Trade payables	40	-2	67	156	261	79	20	20	-56	63	62	
• Provisions for pensions and similar obligations	17	9	11	-6	31	1	-14	10	-25	-28	2	
• Other assets, liabilities, and provisions	-63	-82	129	-47	-63	-23	-18	-29	-66	-136	67	
<b>Cash flows from operating activities</b>	<b>186</b>	<b>320</b>	<b>610</b>	<b>662</b>	<b>1,778</b>	<b>237</b>	<b>283</b>	<b>463</b>	<b>623</b>	<b>1,606</b>	<b>154</b>	
<b>Investing activities</b>												
Proceeds from disposals of property, plant and equipment	2	1	1	5	9	1	1	0	11	13	2	
Capital expenditures on intangible assets	-7	-7	-5	-13	-32	-3	-2	-3	-6	-14	-2	
Capital expenditures on property, plant and equipment	-292	-288	-274	-387	-1,241	-303	-287	-259	-369	-1,218	-371	
Acquisition of subsidiaries	-23	0	0	-24	-47	-2	0	0	-161	-163	-65	
Proceeds from disposal of subsidiaries	4	16	0	0	20	0	0	1	0	1	0	
Other investing activities	0	-1	1	1	1	-1	0	0	-2	-3	-4	
<b>Cash used in investing activities</b>	<b>-316</b>	<b>-279</b>	<b>-277</b>	<b>-418</b>	<b>-1,290</b>	<b>-308</b>	<b>-288</b>	<b>-261</b>	<b>-527</b>	<b>-1,384</b>	<b>-440</b>	
<b>Financing activities</b>												
Dividends paid to shareholders and non-controlling interests	0	-330	0	0	-330	0	-363	0	0	-363	0	
Receipts from loans	0	350	1	89	440	56	202	30	116	404	2,190	
Repayments of loans	-2	-586	0	-352	-940	-1	-1	0	-150	-152	-635	
Principal repayments on lease liabilities											-14	
<b>Cash used in financing activities</b>	<b>-2</b>	<b>-566</b>	<b>1</b>	<b>-263</b>	<b>-830</b>	<b>55</b>	<b>-162</b>	<b>30</b>	<b>-34</b>	<b>-111</b>	<b>1,541</b>	
<b>Net increase/decrease in cash and cash equivalents</b>	<b>-132</b>	<b>-525</b>	<b>334</b>	<b>-19</b>	<b>-342</b>	<b>-16</b>	<b>-167</b>	<b>232</b>	<b>62</b>	<b>111</b>	<b>1,255</b>	
Effects of foreign exchange rate changes on cash and cash equivalents	8	-23	-14	-2	-31	-10	2	-8	8	-8	15	
Cash and cash equivalents as at beginning of period	1,071	947	399	719	1,071	698	672	507	731	698	801	
<b>Cash and cash equivalents</b>	<b>947</b>	<b>399</b>	<b>719</b>	<b>698</b>	<b>698</b>	<b>672</b>	<b>507</b>	<b>731</b>	<b>801</b>	<b>801</b>	<b>2,071</b>	

**Net financial position**

in € millions	2017 <sup>1</sup>				2018				2019
	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	FY	1 <sup>st</sup> quarter	2 <sup>nd</sup> quarter	3 <sup>rd</sup> quarter	FY	1 <sup>st</sup> quarter
Current financial debt	2	352	354	2	8	208	238	160	1,434
Non-current financial debt	3,687	3,003	2,985	3,066	3,103	3,132	3,137	3,188	3,442
<b>Financial debt</b>	<b>3,689</b>	<b>3,355</b>	<b>3,339</b>	<b>3,068</b>	<b>3,111</b>	<b>3,340</b>	<b>3,375</b>	<b>3,348</b>	<b>4,876</b>
Cash and cash equivalents	947	399	719	698	672	507	731	801	2,071
<b>Net financial debt</b>	<b>2,742</b>	<b>2,956</b>	<b>2,620</b>	<b>2,370</b>	<b>2,439</b>	<b>2,833</b>	<b>2,644</b>	<b>2,547</b>	<b>2,805</b>
EBITDA bsi	624	538	605	2,351	587	605	563	2,202	509
<b>Net financial debt to EBITDA ratio before special items</b>	<b>1.1</b>	<b>1.2</b>	<b>1.1</b>	<b>1.0</b>	<b>1.1</b>	<b>1.2</b>	<b>1.1</b>	<b>1.0</b>	<b>1.3</b>

## 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.
Net income	Net income attributable to shareholders of the parent company.
Free cash flow before M&A	Free cash flow (FCF) before cash in- and outflows for M&A activities.
Net financial debt	Sum of current and non-current financial debt net of cash and cash equivalents.
Net debt to EBITDA ratio	This ratio is used to evaluate the financing structure and is the ratio of net financial debt to EBITDA. In order to make the evaluation of the company's results or operations as transparent as possible, the Schaeffler Group reports the indicators described above before special items (=adjusted).
Special items	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. <i>Special items are categorized as legal cases, restructuring and other.</i>
ROCE	The ROCE indicator measures the rate of return on capital and is defined as EBIT divided by average capital employed.
SVA	Calculation of the SVA starts with the company's EBIT. EBIT has to be sufficient to cover the cost of capital. Positive SVA means that EBIT has exceeded the cost of capital for the period and, therefore, that the Schaeffler Group has added value in this amount. Cost of capital is calculated by applying the minimum return of 10% p.a. (before tax) set by the Board of Managing Directors and the Supervisory Board to the average capital employed during the year.
Capital employed	Capital employed is calculated by adding up the following operating balance sheet items: property, plant and equipment, intangible assets, and working capital.
Working capital	Comprises trade receivables and inventories net of trade payables.
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.

For a full set of definitions please refer to the current Annual Report of the Schaeffler AG.