

# Schaeffler Financial Figures

Q1 2022

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As of Q1 2022 (May 10, 2022)

## Overview Group

in € millions	2018 <sup>1)</sup>	2019 <sup>1)</sup>	2020 <sup>1)</sup>	2021 - Adjusted comparative figures				2022	
	FY	FY	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
Revenue	14,241	14,427	12,589	3,560	3,454	3,332	3,506	13,852	3,758
• Growth at constant currency (in %)	3.9%	0.1%	-10.5%	12.3%	52.8%	-3.5%	-5.8%	10.2%	1.9%
Gross profit	3,683	3,574	2,859	957	843	793	846	3,440	871
• in % of revenue	25.9%	24.8%	22.7%	26.9%	24.4%	23.8%	24.1%	24.8%	23.2%
EBITDA	2,175	1,769	1,111	619	584	507	476	2,186	493
EBIT	1,354	790	-149	382	341	266	231	1,220	247
• in % of revenue	9.5%	5.5%	-1.2%	10.7%	9.9%	8.0%	6.6%	8.8%	6.6%
EBIT before special items	1,381	1,161	798	397	305	260	260	1,222	258
• in % of revenue	9.7%	8.1%	6.3%	11.2%	8.8%	7.8%	7.4%	8.8%	6.9%
Net income (attributable to shareholders of the parent company)	881	428	-428	235	227	149	145	756	136
EPS (common non-voting share, basic/diluted, in €)	1.33	0.65	-0.64	0.35	0.35	0.22	0.22	1.14	0.21
Free cash flow before M&A	384	473	539	130	113	225	55	523	14
Capital expenditures	1,232	1,045	632	132	136	215	188	671	156
Schaeffler Value Added before special items	556	284	2	126	606	557	404	404	256
ROCE before special items (in %)	16.7%	13.2%	10.0%	11.5%	17.4%	16.8%	14.9%	14.9%	13.1%
Net financial debt	2,547	2,526	2,312	2,176	2,228	2,014	1,954	1,954	1,992
• Net financial debt to EBITDA ratio before special items	1.2	1.2	1.3	1.1	0.9	0.9	0.9	0.9	1.0
• Gearing ratio	83.2%	86.6%	114.4%	85.3%	84.4%	70.7%	61.7%	61.7%	54.4%
Dividend	363	364	295	0	162	0	0	162	0
Employees (headcount)	92,478	87,748	83,297	83,937	83,945	83,935	82,981	82,981	83,089
Revenue by region									
Europe	7,313	6,506	5,379	1,518	1,501	1,374	1,430	5,823	1,584
• Growth at constant currency (in %)	2.9%	-4.5%	17.0%	-0.6%	69.5%	-3.1%	-7.0%	8.5%	4.4%
Americas	2,874	3,154	2,601	754	669	705	692	2,821	833
• Growth at constant currency (in %)	4.9%	6.4%	-12.6%	7.6%	90.7%	-5.5%	-9.0%	10.9%	3.5%
Greater China	2,562	2,763	2,941	800	812	778	904	3,294	842
• Growth at constant currency (in %)	6.7%	6.7%	8.7%	57.3%	10.6%	-10.0%	-3.4%	9.0%	-3.4%
Asia/Pacific	1,493	2,003	1,668	488	472	475	479	1,915	499
• Growth at constant currency (in %)	3.3%	-0.7%	-13.2%	12.6%	60.4%	11.1%	-2.0%	16.6%	0.4%

<sup>1)</sup> as reported

## Automotive Technologies

in € millions	2018 <sup>1)</sup>	2019 <sup>1)</sup>	2020 <sup>1)</sup>	2021 - Adjusted comparative figures				2022	
	FY	FY	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
Revenue	8,996	9,044	7,816	2,281	2,084	1,921	2,150	8,436	2,293
• Growth at constant currency (in %)	2.1%	-0.8%	-11.7%	17.0%	67.5%	-13.1%	-12.5%	7.8%	-3.2%
Cost of sales	-6,986	-7,163	-6,382	-1,721	-1,651	-1,545	-1,712	-6,629	-1,859
Gross profit	2,010	1,881	1,434	560	433	376	437	1,807	434
• in % of revenue	22.3%	20.8%	18.4%	24.5%	20.8%	19.6%	20.3%	21.4%	18.9%
Research and development expenses	-680	-672	-540	-154	-147	-147	-154	-602	-162
Selling and administrative expenses	-674	-696	-616	-173	-172	-157	-170	-672	-183
EBIT	662	286	-344	232	141	96	110	579	77
• in % of revenue	7.4%	3.2%	-4.4%	10.2%	6.7%	5.0%	5.1%	6.9%	3.4%
Special items	11	210	608	8	-21	-20	-3	-35	3
EBIT before special items	673	496	263	240	119	77	107	544	80
• in % of revenue	7.5%	5.5%	3.4%	10.5%	5.7%	4.0%	5.0%	6.4%	3.5%
Revenue by business division									
• E-Mobility				247	259	226	306	1,038	307
• Growth at constant currency (in %)									18.4%
• Engine and Transmission Systems				1,283	1,143	1,073	1,189	4,688	1,257
• Growth at constant currency (in %)									-5.9%
• Bearings				676	615	554	577	2,422	643
• Growth at constant currency (in %)									-7.6%
• Chassis Systems				76	66	67	78	288	86
• Growth at constant currency (in %)									11.6%
Revenue by region									
Europe	4,014	3,570	2,883	864	812	661	738	3,075	849
• Growth at constant currency (in %)	0.9%	-6.0%	-19.7%	3.3%	120.4%	-16.3%	-16.4%	6.8%	-1.9%
Americas	1,939	2,154	1,772	532	438	452	449	1,870	567
• Growth at constant currency (in %)	5.6%	7.4%	-13.7%	6.7%	137.2%	-16.0%	-16.0%	7.3%	0.3%
Greater China	1,910	1,959	2,023	541	513	501	655	2,210	557
• Growth at constant currency (in %)	1.2%	1.8%	5.8%	74.8%	3.1%	-16.1%	-6.0%	5.9%	-5.3%
Asia/Pacific	1,133	1,360	1,138	345	321	307	308	1,281	320
• Growth at constant currency (in %)	2.3%	-0.7%	-13.2%	14.0%	63.9%	7.3%	-9.3%	14.2%	-8.3%

<sup>1)</sup> as reported

## Automotive Aftermarket

in € millions	2018 <sup>1)</sup>	2019 <sup>1)</sup>	2020 <sup>1)</sup>	2021 - Adjusted comparative figures				2022	
	FY	FY	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
Revenue	1,862	1,848	1,642	444	467	500	437	1,848	463
• Growth at constant currency (in %)	2.2%	-1.1%	-6.9%	4.9%	57.9%	9.0%	-2.1%	13.9%	2.1%
Cost of sales	-1,200	-1,215	-1,073	-300	-321	-346	-296	-1,263	-319
Gross profit	661	634	569	143	147	154	141	585	144
• in % of revenue	35.5%	34.3%	34.6%	32.3%	31.4%	30.8%	32.2%	31.6%	31.2%
Research and development expenses	-29	-26	-18	-4	-4	-4	-4	-16	-5
Selling and administrative expenses	-306	-305	-287	-82	-68	-82	-88	-320	-76
EBIT	341	290	228	57	89	80	48	274	62
• in % of revenue	18.3%	15.7%	13.9%	12.9%	19.0%	16.1%	10.9%	14.8%	13.4%
Special items	-2	15	30	1	-11	-9	1	-18	1
EBIT before special items	339	305	258	58	78	72	49	256	63
• in % of revenue	18.2%	16.5%	15.7%	13.1%	16.6%	14.3%	11.2%	13.9%	13.6%
Revenue by region									
Europe	1,395	1,308	1,184	312	332	341	291	1,276	306
• Growth at constant currency (in %)	2.5%	-3.1%	-7.8%	-3.3%	57.8%	2.1%	-7.0%	8.2%	-2.0%
Americas	339	362	301	83	86	102	92	363	99
• Growth at constant currency (in %)	-5.2%	6.6%	-4.3%	21.5%	64.2%	27.0%	5.8%	26.5%	11.3%
Greater China	76	81	77	25	26	27	24	101	30
• Growth at constant currency (in %)	36.5%	5.7%	-1.9%	73.2%	24.6%	18.7%	7.1%	27.5%	9.8%
Asia/Pacific	51	96	80	24	24	30	31	109	29
• Growth at constant currency (in %)	12.5%	-5.4%	-12.3%	20.5%	86.2%	41.2%	24.9%	38.2%	15.6%

<sup>1)</sup> as reported

## Industrial

in € millions	2018 <sup>1)</sup>	2019 <sup>1)</sup>	2020 <sup>1)</sup>	2021 - Adjusted comparative figures				2022	
	FY	FY	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
Revenue	3,383	3,535	3,132	836	902	911	919	3,568	1,002
• Growth at constant currency (in %)	10.1%	3.1%	-9.4%	4.7%	25.4%	15.8%	12.0%	14.2%	15.7%
Cost of sales	-2,371	-2,476	-2,275	-582	-640	-648	-650	-2,520	-710
Gross profit	1,012	1,059	856	254	262	263	268	1,048	292
• in % of revenue	29.9%	30.0%	27.3%	30.4%	29.1%	28.9%	29.2%	29.4%	29.2%
Research and development expenses	-139	-152	-126	-34	-32	-31	-33	-130	-36
Selling and administrative expenses	-512	-534	-469	-127	-131	-135	-133	-526	-142
EBIT	351	214	-33	92	112	89	74	367	108
• in % of revenue	10.4%	6.0%	-1.1%	11.0%	12.4%	9.8%	8.0%	10.3%	10.8%
Special items	19	147	309	6	-4	23	30	55	7
EBIT before special items	370	361	276	98	108	112	104	421	115
• in % of revenue	10.9%	10.2%	8.8%	11.8%	11.9%	12.3%	11.3%	11.8%	11.4%
Revenue by region									
Europe	1,904	1,627	1,312	342	357	372	401	1,472	429
• Growth at constant currency (in %)	7.3%	-2.4%	-18.4%	-7.0%	16.6%	26.2%	17.6%	12.4%	26.2%
Americas	596	638	528	140	146	151	151	588	168
• Growth at constant currency (in %)	9.7%	2.9%	-13.5%	3.4%	29.2%	17.7%	9.3%	14.2%	11.0%
Greater China	575	723	840	235	272	250	226	983	255
• Growth at constant currency (in %)	25.4%	23.4%	18.1%	27.0%	26.3%	2.2%	4.0%	14.5%	-0.3%
Asia/Pacific	308	547	451	119	127	138	140	525	150
• Growth at constant currency (in %)	5.6%	-0.1%	-13.6%	7.3%	48.6%	14.6%	12.9%	18.9%	22.7%

<sup>1)</sup> as reported

Income statement

in € millions	2018 <sup>1)</sup>	2019 <sup>1)</sup>	2020 <sup>1)</sup>	2021 - Adjusted comparative figures					2022
	FY	FY	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
Revenue	14,241	14,427	12,589	3,560	3,454	3,332	3,506	13,852	3,758
Cost of sales	-10,558	-10,853	-9,730	-2,603	-2,611	-2,538	-2,659	-10,412	-2,887
Gross profit	3,683	3,574	2,859	957	843	793	846	3,440	871
Research and development expenses	-847	-849	-684	-192	-183	-181	-191	-748	-203
Selling expenses	-1,004	-976	-881	-246	-232	-243	-256	-977	-257
Administrative expenses	-487	-557	-491	-137	-139	-130	-134	-540	-145
Other income	87	80	103	37	106	64	15	222	8
Other expenses	-78	-482	-1,055	-31	-38	-24	-37	-131	-16
Income (loss) from equity-accounted investees <sup>2)</sup>	0	0	0	-6	-14	-12	-12	-44	-11
Earnings before financial result and income taxes (EBIT) <sup>2)</sup>	1,354	790	-149	382	341	266	231	1,220	247
Financial income	45	57	19	7	25	15	4	50	12
Financial expenses	-199	-194	-204	-40	-40	-51	-17	-148	-41
Financial result	-155	-137	-185	-34	-15	-36	-13	-98	-29
Income (loss) from equity-accounted investees <sup>2)</sup>	-4	-17	-33	0	0	0	0	0	0
Earnings before income taxes	1,195	636	-368	348	326	230	218	1,122	218
Income taxes	-300	-196	-51	-109	-95	-75	-68	-348	-75
Net income	895	440	-419	239	231	155	150	775	143
Attributable to shareholders of the parent company	881	428	-428	235	227	149	145	756	136
Attributable to non-controlling interests	14	12	9	4	3	6	6	19	6
Earnings per common share (basic/diluted, in €)	1.32	0.64	-0.65	0.35	0.34	0.22	0.22	1.13	0.21
Earnings per common non-voting share (basic/diluted, in €)	1.33	0.65	-0.64	0.35	0.35	0.22	0.22	1.14	0.21

<sup>1)</sup> as reported  
<sup>2)</sup> earnings before financial result and income taxes (EBIT) have been expanded to include income (loss) from equity-accounted investees starting January 1, 2022. This change in policy was made by a retrospective adjustment to the comparative figures for the period 2021

Special items

in € millions	2018 <sup>1)</sup>	2019 <sup>1)</sup>	2020 <sup>1)</sup>	2021 - Adjusted comparative figures				2022	
	FY	FY	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
EBIT	1,354	790	-149	382	341	266	231	1,220	247
Special items	27	372	946	15	-37	-6	29	1	11
• Legal cases	-21	-13	21	10	-20	-19	-2	-32	0
• Restructuring	48	384	676	5	-22	0	7	-10	11
• Other	0	0	249	0	6	13	24	43	0
EBIT before special items	1,381	1,161	798	397	305	260	260	1,222	258
EBITDA before special items	2,202	2,116	1,788	635	546	497	502	2,180	503
– Tax effect	-7	-115	-197	-4	19	7	-8	14	-3
Net income before special items	901	686	321	247	190	146	165	748	144

<sup>1)</sup> as reported

## Balance Sheet

in € millions	2018 <sup>1)</sup>	2019 <sup>1)</sup>	2020 <sup>1)</sup>	2021 - Adjusted comparative figures			2022
	FY	FY	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	627	728	470	467	464	490	497
Right of Use Assets		193	183	182	180	203	208
Property, plant and equipment	5,318	5,355	4,865	4,830	4,732	4,693	4,748
Investments in equity-accounted investees	160	144	110	108	94	82	70
Contract cost assets			372	377	371	371	367
Contract assets	11	6	0	0	0	0	0
Other financial assets	106	126	77	110	152	181	209
Other assets	85	122	121	143	192	221	244
Income tax receivables	0	0	1	1	1	1	9
Deferred tax assets	520	713	911	814	858	881	842
<b>Total non-current assets</b>	<b>6,827</b>	<b>7,387</b>	<b>7,110</b>	<b>7,032</b>	<b>7,044</b>	<b>7,122</b>	<b>7,194</b>
Inventories	2,183	2,132	1,881	2,107	2,283	2,428	2,495
Contract assets	45	66	57	61	58	63	52
Trade receivables	2,003	2,130	2,160	2,303	2,260	2,215	2,274
Other financial assets	131	120	182	122	95	70	80
Other assets	267	273	290	330	347	323	324
Income tax receivables	102	89	61	55	58	60	46
Cash and cash equivalents	801	668	1,758	1,854	1,810	2,020	1,822
Assets held for sale	2	5	8	8	3	72	77
<b>Total current assets</b>	<b>5,534</b>	<b>5,483</b>	<b>6,399</b>	<b>6,840</b>	<b>6,916</b>	<b>7,251</b>	<b>7,170</b>
<b>Total assets</b>	<b>12,362</b>	<b>12,870</b>	<b>13,509</b>	<b>13,872</b>	<b>13,959</b>	<b>14,373</b>	<b>14,364</b>
<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>							
Share capital	666	666	666	666	666	666	666
Retained earnings	3,214	3,280	2,741	2,976	3,042	3,191	3,336
Accumulated other comprehensive income (loss)	-907	-1,124	-1,479	-1,193	-1,166	-1,116	-949
Equity attributable to shareholders of the parent company	2,973	2,822	1,928	2,449	2,542	2,742	3,053
Non-controlling interests	87	95	93	100	97	106	112
<b>Total shareholders' equity</b>	<b>3,060</b>	<b>2,917</b>	<b>2,022</b>	<b>2,549</b>	<b>2,640</b>	<b>2,848</b>	<b>3,165</b>
Provisions for pensions and similar obligations	2,173	2,637	2,800	2,562	2,569	2,570	2,454
Provisions	172	168	510	527	407	407	304
Financial debt	3,188	3,026	4,028	4,028	3,486	3,489	3,231
Contract liabilities	2	7	105	101	104	102	118
Income tax payables	103	103	10	10	38	32	36
Other financial liabilities	8	36	18	17	19	34	35
Lease Liabilities		144	135	135	133	156	159
Other liabilities	3	15	18	16	16	16	11
Deferred tax liabilities	131	137	177	130	170	172	169
<b>Total non-current liabilities</b>	<b>5,780</b>	<b>6,273</b>	<b>7,801</b>	<b>7,524</b>	<b>6,943</b>	<b>6,979</b>	<b>6,516</b>
Provisions	244	462	616	539	551	501	492
Financial debt	160	168	43	2	553	545	545
Contract liabilities	45	60	80	96	88	85	94
Trade payables	1,967	1,732	1,704	1,866	1,818	1,891	2,068
Income tax payables	69	101	124	172	160	167	118
Other financial liabilities	481	545	593	507	575	692	724
Lease Liabilities		50	50	49	49	49	52
Refund liabilities	236	232	224	174	205	257	274
Other liabilities	320	329	252	393	378	335	286
Liabilities held for sale	0	0	0	0	0	26	30
<b>Total current liabilities</b>	<b>3,521</b>	<b>3,680</b>	<b>3,686</b>	<b>3,799</b>	<b>4,377</b>	<b>4,547</b>	<b>4,683</b>
<b>Total shareholders' equity and liabilities</b>	<b>12,362</b>	<b>12,870</b>	<b>13,509</b>	<b>13,872</b>	<b>13,959</b>	<b>14,373</b>	<b>14,364</b>

<sup>1)</sup> as reported



## Cash flow statement

in € millions	2018 <sup>1)</sup>	2019 <sup>1)</sup>	2020 <sup>1)</sup>	2021 - Adjusted comparative figures				2022	
	FY	FY	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>Operating activities</b>									
EBIT	1,354	790	-149	382	341	266	231	1,220	247
Interest paid	-94	-95	-121	-43	-9	-2	-66	-120	-44
Interest received	15	17	12	4	2	3	5	14	4
Income taxes paid	-355	-222	-316	-66	-87	-97	-97	-348	-74
Depreciation, amortization, and impairment losses	821	980	1,260	238	242	241	245	966	245
(Gains) losses on disposal of assets	-3	-8	6	0	2	0	0	2	0
<b>Changes in:</b>									
• Inventories	-166	77	142	-193	-173	-145	-40	-552	-262
• Trade receivables	135	-156	-165	-138	41	65	-14	-46	-142
• Trade payables	63	-145	13	156	-46	95	105	311	308
• Provisions for pensions and similar obligations	-29	5	1	25	29	13	-17	50	18
• Other assets, liabilities, and provisions	-135	337	571	-82	-77	21	-81	-219	-101
<b>Cash flows from operating activities</b>	<b>1,606</b>	<b>1,578</b>	<b>1,254</b>	<b>281</b>	<b>266</b>	<b>458</b>	<b>271</b>	<b>1,277</b>	<b>199</b>
<b>Investing activities</b>									
Proceeds from disposals of property, plant and equipment	13	25	17	1	9	2	4	16	3
Capital expenditures on intangible assets	-14	-22	-24	-2	-4	-14	-16	-37	-13
Capital expenditures on property, plant and equipment	-1,218	-1,023	-609	-130	-132	-200	-172	-634	-143
Acquisition of subsidiaries	-163	-105	15	-4	2	-10	-7	-19	-62
Proceeds from disposal of subsidiaries	0	4	-3	0	0	1	-4	-4	0
Other investing activities	-3	-26	-40	-7	-12	-6	-15	-39	-16
<b>Cash used in investing activities</b>	<b>-1,384</b>	<b>-1,147</b>	<b>-642</b>	<b>-141</b>	<b>-136</b>	<b>-229</b>	<b>-211</b>	<b>-716</b>	<b>-231</b>
<b>Financing activities</b>									
Dividends paid to shareholders and non-controlling interests	-363	-364	-298	0	-165	0	0	-165	0
Receipts from loans	404	2,424	2,100	1	7	-8	0	0	0
Repayments of loans	-153	-2,572	-1,216	-43	0	0	-259	-302	-544
Principal repayments on lease liabilities		-60	-60	-15	-14	-14	-16	-59	-15
<b>Cash used in financing activities</b>	<b>-111</b>	<b>-572</b>	<b>526</b>	<b>-56</b>	<b>-172</b>	<b>-23</b>	<b>-276</b>	<b>-527</b>	<b>-559</b>
<b>Net increase/decrease in cash and cash equivalents</b>	<b>110</b>	<b>-140</b>	<b>1,138</b>	<b>85</b>	<b>-42</b>	<b>206</b>	<b>-216</b>	<b>33</b>	<b>-591</b>
Effects of foreign exchange rate changes on cash and cash equivalents	-8	8	-50	11	-2	4	20	34	12
Konsolidierungskreisbedingte Veränderung des Bestands an Zahlungsmitteln und Zahlungsmitteläquivalenten	0	0	0	0	0	-1	-2	-3	0
<b>Cash and cash equivalents as at beginning of period</b>	<b>698</b>	<b>801</b>	<b>668</b>	<b>1,758</b>	<b>1,854</b>	<b>1,810</b>	<b>2,020</b>	<b>1,758</b>	<b>1,822</b>
<b>Cash and cash equivalents</b>	<b>801</b>	<b>668</b>	<b>1,758</b>	<b>1,854</b>	<b>1,810</b>	<b>2,020</b>	<b>1,822</b>	<b>1,822</b>	<b>1,243</b>

<sup>1)</sup> as reported

Net financial position

in € millions	2018 <sup>1)</sup>	2019 <sup>1)</sup>	2020 <sup>1)</sup>	2021 - Adjusted comparative figures			2022	
	FY	FY	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	160	168	43	2	553	545	545	0
Non-current financial debt	3,188	3,026	4,028	4,028	3,486	3,489	3,231	3,235
<b>Financial debt</b>	<b>3,348</b>	<b>3,194</b>	<b>4,071</b>	<b>4,030</b>	<b>4,039</b>	<b>4,034</b>	<b>3,776</b>	<b>3,235</b>
Cash and cash equivalents	801	668	1,758	1,854	1,810	2,020	1,822	1,243
<b>Net financial debt</b>	<b>2,547</b>	<b>2,526</b>	<b>2,312</b>	<b>2,176</b>	<b>2,228</b>	<b>2,014</b>	<b>1,954</b>	<b>1,992</b>
EBITDA bsi	2,202	2,116	1,788	635	546	497	2,180	503
EBITDA bsi LTM	2,202	2,116	1,788	1,939	2,409	2,339	2,180	2,049
<b>Net financial debt to EBITDA ratio before special items</b>	<b>1.2</b>	<b>1.2</b>	<b>1.3</b>	<b>1.1</b>	<b>0.9</b>	<b>0.9</b>	<b>0.9</b>	<b>1.0</b>

<sup>1)</sup> as reported

## Definitions

<b>EBIT</b>	EBIT is defined as earnings before financial result and income taxes.
<b>EBIT margin</b>	The EBIT margin represents EBIT as a percentage of revenue.
<b>EBITDA</b>	EBIT before amortization of intangible assets, depreciation of property, plant and equipment, and impairment losses.
<b>Net income</b>	Net income attributable to shareholders of the parent company.
<b>Free cash flow before M&amp;A</b>	Free cash flow (FCF) before cash in- and outflows for M&A activities.
<b>Net financial debt</b>	Sum of current and non-current financial debt net of cash and cash equivalents.
<b>Net debt to EBITDA ratio</b>	This ratio is used to evaluate the financing structure and is the ratio of net financial debt to EBITDA.
<b>Special Items</b>	In order to make the evaluation of the company's results of operations as transparent as possible, the Schaeffler Group reports the indicators described 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.
<b>ROCE</b>	The ROCE indicator measures the rate of return on capital and is defined as EBIT divided by average capital employed.
<b>SVA</b>	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).
<b>Capital employed</b>	Capital employed is calculated by adding up the following operating balance sheet items: property, plant and equipment and intangible assets as well as working capital. Capital employed also includes investments in joint ventures and associated companies, right-of-use assets under leases, contract assets and costs to fulfill a contract net of contract liabilities, refund liabilities as well as assets held for sale net of related liabilities. The annual average determined as the mathematical average of the balance at the end of each of the twelve months.
<b>Working capital</b>	Comprises trade receivables and inventories net of trade payables.
<b>Constant currency</b>	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.

Adjusted comparative figures for the prior year in structure of subsequent year due to structural changes like further divisionalization and a slight impact of a change in the accounting policy for development services. Furthermore, inclusion of i.a. thermal management module in E-Mobility Business Division effective January 1, 2021.

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