

# **Schaeffler Financial Figures**

Q2 2024

Overview Group	p. 2
Divisions and Others	p. 3-6
Income statement	p. 7
Special items	p. 8
Balance sheet	p. 9-10
Cash flow statement	p. 11
Net financial position	p. 12
Definitions	p. 13

As of Q2 2024 (August 6, 2024)

#### Overview Group

	2023 - Adjusted comparative figure 1 <sup>st</sup> quarter 2 <sup>nd</sup> quarter 3 <sup>rd</sup> quarter 4 <sup>th</sup> quart						
in € millions	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
Revenue	4,152	4,056	4,062	4,043	16,313	4,085	4,191
• Growth at constant currency (in %)	10.4%	9.9%	0.4%	3.3%	5.8%	0.0%	4.2%
Gross profit	959	867	883	798	3,507	1,086	880
• in % of revenue	23.1%	21.4%	21.7%	19.7%	21.5%	26.6%	21.0%
EBITDA	492	531	567	245	1,836	659	421
EBITDA (excl. non recurring items)	584	537	585	483	2,189	566	447
• in % of revenue	14.1%	13.2%	14.4%	11.9%	13.4%	13.9%	10.7%
Income (loss) from equity-accounted investees	0	0	0	0	1	-8	-26
EBIT	244	283	322	-15	834	415	178
• in % of revenue	5.9%	7.0%	7.9%	-0.4%	5.1%	10.2%	4.2%
EBIT before special items	335	289	340	223	1,187	322	204
• in % of revenue	8.1%	7.1%	8.4%	5.5%	7.3%	7.9%	4.9%
Financial result	-47	-45	-58	-109	-259	-73	-75
Earnings before income taxes	197	238	264	-124	575	342	103
Income taxes	-62	-93	-108	23	-240	-105	-64
Net income	135	145	157	-101	335	237	40
Net income (attributable to non-controlling interests)	6	7	7	6	26	6	7
EPS (common non-voting share, basic/diluted, in €)	0.19	0.22	0.22	-0.16	0.47	0.35	0.05
EPS (common share, basic/diluted, in €)	0.19	0.21	0.22	-0.16	0.46	0.35	0.04
Free cash flow before M&A	-73	103	182	210	421	-166	75
Capital expenditures	221	198	247	273	938	222	195
Schaeffler Value Added before special items <sup>1</sup>	220	292	264	238	238	193	73
ROCE before special items (in %)	12.4%	13.2%	12.8%	12.5%	12.5%	12.0%	10.7%
Net financial debt	2,999	3,231	3,072	3,189	3,189	4,613	4,920
Net financial debt to EBITDA ratio before special items	1.4	1.5	1.4	1.5	1.5	2.1	2.4
Gearing ratio	70.9%	81.0%	72.0%	81.5%	81.5%	109.9%	125.6%
Dividend	0	306	0	0	306	0	306
Employees (headcount)	84,060	83,705	83,600	83,362	83,362	83,793	83,990
Revenue by region							
Europe	1,848	1,790	1,763	1,820	7,221	1,846	1,881
Growth at constant currency (in %)	17.3%	10.9%	5.5%	8.8%	10.5%	-0.4%	4.8%
Americas	920	911	903	835	3,569	952	966
• Growth at constant currency (in %)	5.4%	5.9%	0.1%	-3.0%	2.0%	4.2%	7.2%
Greater China	829	813	855	861	3,358	754	799
• Growth at constant currency (in %)	1.0%	12.8%	-9.6%	0.3%	0.2%	-3.6%	0.2%
Asia/Pacific	554	542	543	527	2,165	533	547
Growth at constant currency (in %)	12.9%	8.9%	4.8%	2.0%	7.0%	-0.5%	2.7%

 $<sup>^1</sup>$  LTM EBIT before special items minus Cost of Capital (10% x Ø Capital Employed)

#### **Automotive Technologies**

	2023 - Adjusted comparative figures					2024		
in € millions	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	
Revenue	1,778	1,730	1,748	1,780	7,035	1,770	1,764	
• Growth at constant currency (in %)	7.2%	11.3%	-2.0%	3.9%	4.8%	0.8%	2.2%	
Cost of sales	-1,436	-1,411	-1,420	-1,504	-5,771	-1,397	-1,434	
Gross profit	342	319	328	276	1,264	373	330	
• in % of revenue	19.2%	18.4%	18.8%	15.5%	18.0%	21.1%	18.7%	
Research and development expenses	-137	-129	-124	-115	-504	-137	-139	
Selling and administrative expenses	-123	-113	-124	-126	-486	-135	-133	
EBIT	47	98	88	-22	211	117	65	
• in % of revenue	2.6%	5.7%	5.0%	-1.2%	3.0%	6.6%	3.7%	
Special items	40	-9	18	78	128	-24	3	
EBIT before special items	87	90	107	56	339	93	68	
• in % of revenue	4.9%	5.2%	6.1%	3.1%	4.8%	5.3%	3.9%	
Revenue by business division								
E-Mobility	335	294	333	340	1,302	337	350	
Growth at constant currency (in %)	9.5%	3.4%	-9.7%	-1.8%	-0.4%	2.2%	19.5%	
Engine and Transmission Systems	1,335	1,311	1,304	1,313	5,263	1,317	1,299	
Growth at constant currency (in %)	5.7%	11.0%	-0.7%	4.0%	4.8%	-0.3%	-0.6%	
Chassis Systems	107	126	111	127	470	117	114	
Growth at constant currency (in %)	21.6%	42.4%	8.9%	21.9%	23.0%	10.0%	-9.0%	
Revenue by region								
Europe	675	651	623	695	2,643	687	670	
Growth at constant currency (in %)	16.4%	17.2%	1.6%	16.2%	12.6%	1.9%	3.1%	
Americas	453	441	436	388	1,718	463	466	
Growth at constant currency (in %)	4.0%	3.0%	-3.5%	-10.4%	-1.9%	0.7%	4.4%	
Greater China	394	394	439	456	1,683	370	386	
Growth at constant currency (in %)	-8.0%	13.1%	-7.3%	3.1%	-0.6%	-0.4%	-0.2%	
Asia/Pacific	256	245	250	240	991	250	241	
• Growth at constant currency (in %)	19.5%	9.7%	2.9%	1.3%	7.9%	0.1%	-0.1%	

#### Vehicle Lifetime Solutions

		2023 - Adjusted comparative figures					024
in € millions	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
Revenue	581	548	581	531	2,241	625	684
Growth at constant currency (in %)	25.7%	10.0%	8.4%	3.1%	11.4%	8.6%	27.1%
Cost of sales	-399	-388	-394	-377	-1,558	-407	-461
Gross profit	182	160	187	154	683	218	223
• in % of revenue	31.2%	29.2%	32.2%	29.0%	30.5%	34.8%	32.5%
Research and development expenses	-5	-4	-5	-6	-20	-6	-5
Selling and administrative expenses	-88	-88	-93	-95	-364	-107	-108
EBIT	88	74	98	-2	258	118	113
• in % of revenue	15.2%	13.4%	16.8%	-0.3%	11.5%	18.9%	16.5%
Special items	1	-1	3	66	70	-10	6
EBIT before special items	90	73	101	65	328	109	119
• in % of revenue	15.4%	13.3%	17.3%	12.2%	14.6%	17.4%	17.4%
Revenue by region							
Europe	393	353	386	353	1,485	415	454
• Growth at constant currency (in %)	30.2%	4.8%	7.5%	-1.4%	9.6%	3.7%	27.1%
Americas	120	121	127	110	478	132	141
• Growth at constant currency (in %)	15.9%	12.5%	11.8%	8.1%	12.0%	17.7%	30.6%
Greater China	34	38	34	33	139	41	47
Growth at constant currency (in %)	17.2%	59.1%	6.5%	43.8%	28.7%	29.4%	25.7%
Asia/Pacific	34	37	34	35	139	36	42
Growth at constant currency (in %)	20.1%	16.3%	7.2%	5.3%	11.8%	11.7%	17.1%

#### Bearings & Industrial Solutions

		2023 - Adjusted comparative figures					2024		
in € millions	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		
Revenue	1,787	1,769	1,714	1,690	6,960	1,677	1,690		
Growth at constant currency (in %)	9.2%	8.3%	-0.1%	0.9%	4.4%	-4.1%	-3.6%		
Cost of sales	-1,354	-1,377	-1,342	-1,324	-5,397	-1,168	-1,357		
Gross profit	433	392	372	366	1,563	509	333		
• in % of revenue	24.3%	22.2%	21.7%	21.6%	22.5%	30.3%	19.7%		
Research and development expenses	-62	-58	-58	-61	-240	-64	-62		
Selling and administrative expenses	-224	-222	-216	-223	-885	-241	-236		
Income (loss) from equity-accounted investees	0	0	0	0	1	0	0		
EBIT	109	115	142	6	372	202	34		
• in % of revenue	6.1%	6.5%	8.3%	0.3%	5.3%	12.0%	2.0%		
Special items	50	15	-4	93	155	-59	8		
EBIT before special items	159	131	138	99	527	143	42		
• in % of revenue	8.9%	7.4%	8.0%	5.9%	7.6%	8.5%	2.5%		
Revenue by region									
Europe	775	779	745	744	3,043	732	718		
Growth at constant currency (in %)	12.2%	8.4%	8.1%	5.1%	8.4%	-5.4%	-7.6%		
Americas	347	349	339	336	1,372	357	358		
Growth at constant currency (in %)	3.8%	7.8%	0.9%	2.8%	3.8%	4.1%	2.7%		
Greater China	401	380	370	358	1,510	342	351		
Growth at constant currency (in %)	10.2%	9.4%	-15.7%	-8.7%	-2.4%	-9.8%	-6.0%		
Asia/Pacific	264	261	259	251	1,035	246	263		
Growth at constant currency (in %)	6.4%	7.3%	6.3%	2.1%	5.5%	-2.6%	3.3%		

#### Others

		2023 - Adjusted comparative figures					
in € millions	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
Revenue	6	9	19	42	76	13	54
EBIT before special items	0	-5	-5	3	-7	-23	-26

#### Income statement

	2023 - Adjusted comparative figures					20	24
in € millions	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
Revenue	4,152	4,056	4,062	4,043	16,313	4,085	4,191
Cost of sales	-3,193	-3,189	-3,179	-3,244	-12,805	-2,999	-3,311
Gross profit	959	867	883	798	3,507	1,086	880
Research and development expenses	-205	-192	-188	-182	-768	-208	-207
Selling expenses	-277	-274	-265	-272	-1,088	-295	-293
Administrative expenses	-159	-149	-169	-172	-649	-189	-184
Other income	21	58	93	87	258	56	8
Other expenses	-95	-28	-31	-274	-428	-27	1
Income (loss) from equity-accounted investees	0	0	0	0	1	-8	-26
Earnings before financial result and income taxes (EBIT)	244	283	322	-15	834	415	178
Financial income	10	10	6	51	77	38	10
Financial expenses	-56	-55	-65	-159	-336	-111	-85
Financial result	-47	-45	-58	-109	-259	-73	-75
Earnings before income taxes	197	238	264	-124	575	342	103
Income taxes	-62	-93	-108	23	-240	-105	-64
Net income	135	145	157	-101	335	237	40
Attributable to shareholders of the parent company	128	138	150	-107	309	231	33
Attributable to non-controlling interests	6	7	7	6	26	6	7
Earnings per common share (basic/diluted, in €)	0.19	0.21	0.22	-0.16	0.46	0.35	0.04
Earnings per common non-voting share (basic/diluted, in €)	0.19	0.22	0.22	-0.16	0.47	0.35	0.05

#### Special items

	2023 - Adjusted comparative figures						)24
in € millions	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
EBIT	244	283	322	-15	834	415	178
Special items	92	6	18	238	353	-93	26
• Legal cases	0	-7	0	22	15	0	0
Restructuring	12	-8	-4	-3	-3	8	5
• M&A	2	1	10	219	231	-4	24
Energy derivatives and forward exchange contracts	0	98	13	21	131	19	-3
• Other	78	-78	0	-21	-21	-117	0
EBIT before special items	335	289	340	223	1,187	322	204
EBITDA before special items	584	537	585	483	2,189	566	447
– Tax effect	-26	-2	-5	-6	-38	17	-5
Net income before special items	195	142	163	122	623	155	54

#### **Balance Sheet**

	2023	ures	2024			
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
ASSETS						
Intangible assets	1,592	1,592	1,615	1,617	1,615	1,612
Right of Use Assets	232	227	227	236	240	246
Property, plant and equipment	4,593	4,544	4,576	4,555	4,522	4,486
Investments in equity-accounted investees	7	7	7	7	1,279	1,243
Contract cost assets	346	340	333	330	328	327
Other financial assets	198	201	200	192	232	255
Other assets	195	195	179	174	152	142
Income tax receivables	11	12	12	75	74	73
Deferred tax assets	739	736	712	783	780	786
Total non-current assets	7,911	7,853	7,861	7,971	9,222	9,171
Inventories	2,992	2,987	2,990	2,822	3,127	3,096
Contract assets	55	58	58	65	56	63
Trade receivables	2,725	2,605	2,726	2,575	2,730	2,766
Other financial assets	195	208	152	389	214	284
Other assets	424	430	408	363	432	416
Income tax receivables	42	33	35	38	61	30
Cash and cash equivalents	799	572	796	769	1,463	596
Assets held for sale	63	61	58	25	22	10
Total current assets	7,296	6,955	7,224	7,046	8,106	7,262
Total assets	15,207	14,808	15,085	15,016	17,328	16,433

#### **Balance Sheet**

	2023	2023 - Adjusted comparative figures				
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
SHAREHOLDERS' EQUITY AND LIABILITIES						
Share capital	666	666	666	666	666	666
Retained earnings	3,702	3,545	3,695	3,588	3,819	3,555
Accumulated other comprehensive income (loss)	-270	-349	-226	-476	-430	-445
Equity attributable to shareholders of the parent company	4,098	3,862	4,135	3,778	4,055	3,776
Non-controlling interests	130	126	135	135	144	141
Total shareholders' equity	4,228	3,989	4,270	3,913	4,199	3,917
Provisions for pensions and similar obligations	1,668	1,707	1,585	1,832	1,805	1,755
Provisions	300	266	241	208	200	195
Financial debt	2,942	2,944	3,069	3,068	5,562	5,349
Contract liabilities	141	138	152	173	178	180
Income tax payables	65	57	59	62	57	58
Other financial liabilities	105	107	111	91	103	99
Lease Liabilities	168	166	166	175	176	182
Other liabilities	5	5	5	6	24	25
Deferred tax liabilities	266	251	246	201	208	195
Total non-current liabilities	5,660	5,640	5,634	5,816	8,315	8,039
Provisions	402	374	378	313	303	299
Financial debt	856	859	799	890	514	167
Contract liabilities	170	170	156	136	153	134
Trade payables	2,485	2,418	2,398	2,357	2,445	2,460
Income tax payables	150	110	137	114	157	106
Other financial liabilities	473	535	596	811	519	551
Lease Liabilities	64	62	62	63	66	67
Refund liabilities	260	222	261	282	217	271
Other liabilities	458	429	393	320	440	422
Liabilities held for sale	0	1	1	0	0	0
Total current liabilities	5,319	5,179	5,182	5,287	4,815	4,478
Total shareholders' equity and liabilities	15,207	14,808	15,085	15,016	17,328	16,433

#### Cash flow statement

		2023 - Adjusted comparative figures				2024		
in € millions	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	
Operating activities								
EBIT	244	283	322	-15	834	415	178	
Interest paid	-41	-12	-16	-99	-168	-93	-29	
Interest received	4	3	3	9	19	9	5	
Income taxes paid	-92	-99	-76	-93	-359	-90	-111	
Dividend received		0	0	0	0	0	3	
Depreciation, amortization, and impairment losses	249	248	245	260	1,002	245	243	
(Gains) losses on disposal of assets	-5	-7	-13	-19	-44	0	-2	
Changes in:								
• Inventories	-151	-13	18	136	-9	-293	18	
Trade receivables	-240	90	-102	109	-142	-202	-45	
Trade payables	180	-68	-25	-39	48	121	17	
Provisions for pensions and similar obligations	-1	-17	-12	-17	-47	-4	-17	
Other assets, liabilities, and provisions	8	-100	83	224	215	-28	23	
Cash flows from operating activities	156	307	428	457	1,348	79	283	
Investing activities								
Proceeds from disposals of property, plant and equiptment	10	12	18	44	84	1	5	
Capital expenditures on intangible assets	-19	-20	-18	-20	-77	-17	-13	
Capital expenditures on property, plant and equiptment	-202	-179	-228	-252	-861	-205	-182	
Acquisition of subsidiaries	-681	-9	-22	-2	-715	0	-1	
Acquisition of interests in joint ventures, and other equity investments	-4	-9	-4	-309	-327	-1,224	-5	
Proceeds from disposal of subsidiaries	4	0	0	-8	-4	0	0	
Proceeds from disposal of interests in joint ventures, and other equity investments <sup>1)</sup>	0	0	0	1	1	0	0	
Loans to joint ventures and other equity investees in preparation for an acquisition	0	0	0	0	0	-80	-59	
Other investing activities	-1	0	0	0	-1	-6	0	
Cash used in investing activities	-893	-205	-254	-548	-1,900	-1,531	-256	
Financing activities								
Dividends paid to shareholders and non-controlling interests	0	-306	0	0	-306	0	-306	
Receipts from loans	500	10	115	90	716	3,048	-515	
Repayments of loans	-2	-9	-51	0	-62	-886	-51	
Principal repayments on lease liabilities	-18	-18	-18	-18	-72	-18	-17	
Acquisition of non-controlling interests	0	0	0	0	0	0	-1	
Other investing activities	0	0	0	0	0	-1	-2	
Cash used in financing activities	480	-322	46	72	276	2,143	-892	
Net increase/decrease in cash and cash equivalents	-257	-220	219	-19	-276	691	-865	
Effects of foreign exchange rate changes on cash and cash equivalents	-7	-9	5	-12	-24	4	-2	
Cash and cash equivalents as at beginning of period	1,069	805	576	800	1,069	769	1,463	
Cash and cash equivalents	805	576	800	769	769	1,463	596	
Less cash and cash equivalents classified as assets held for sale	6	4	4	0	0	0	0	
Cash and cash equivalents (consolidated statement of financial position)	799	572	796	769	769	1,463	596	

#### Net financial position

	2023	2023 - Adjusted comparative figures					
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	
Current financial debt	856	859	799	890	514	167	
Non-current financial debt	2,942	2,944	3,069	3,068	5,562	5,349	
Financial debt	3,798	3,803	3,868	3,958	6,077	5,516	
Cash and cash equivalents	799	572	796	769	1,463	596	
Net financial debt	2,999	3,231	3,072	3,189	4,613	4,920	
EBITDA bsi	584	537	585	483	566	447	
EBITDA bsi LTM	2,110	2,203	2,189	2,189	2,171	2,081	
Net financial debt to EBITDA ratio before special items	1.4	1.5	1.4	1.5	2.1	2.4	

#### Definitions

EBIT	EBIT is defined as earnings before financial result and income taxes.
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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.
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 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, M&A, energy derivatives and forward exchange contracts as well as other.
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).
Capital employed	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.
Working capital	Comprises trade receivables and inventories net of trade payables.
Constant currency	Devote a forest at constant surrous is a validing the impact of surrous translation are calculated by translating functional surrous winds to a validing the impact of surrous translation are calculated by translating functional surrous winds.
	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