



## Q1 2021 Results

Hanover – May 6, 2021

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Wolfgang Schaefer – CFO

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# 1 | Current Situation

## Q1 Update – Current Priorities

### Review Q1 2021

#### Group

- › (+) Approvals for Vitesco Technologies spin-off
- › (+) Continued discipline in cost and working-capital management

#### Automotive Technologies

- › (+/-) Largely effective in navigating semiconductor supply constraints, though at expense of higher supply chain costs
- › (+) Further business wins in HPC<sup>1</sup> and display solutions. Cumulative HPC<sup>1</sup> order intake now about €5 bn lifetime sales

#### Rubber Technologies

- › (+) Solid volume and profit growth secured through operational excellence

#### Powertrain Technologies

- › (+) Electrification Technology revenue up 65% Y-o-Y
- › (+) Secured major order for silicon carbide inverter from Hyundai Motor Company

### Current priorities

#### Operational topics

- › Continued shortage of semiconductors
- › Dealing with increasing costs for raw materials
- › Constraints related to logistics
- › Uncertainty and volatility of customer demand

#### Strategic

- › Independent “Autonomous Mobility” business area from January 1, 2022
- › MOU<sup>2</sup> for intelligent driving JV with Horizon Robotics in China
- › Established CAEdge technology platform with Amazon Web Services

#### Structural Program

- › Agreements reached on social plan for the tires plant in Aachen (D) and basic points for the automotive plant in Karben (D)
- › Negotiations proceeding with the remaining few locations
- › On track to achieve >€1bn gross cost savings from 2023

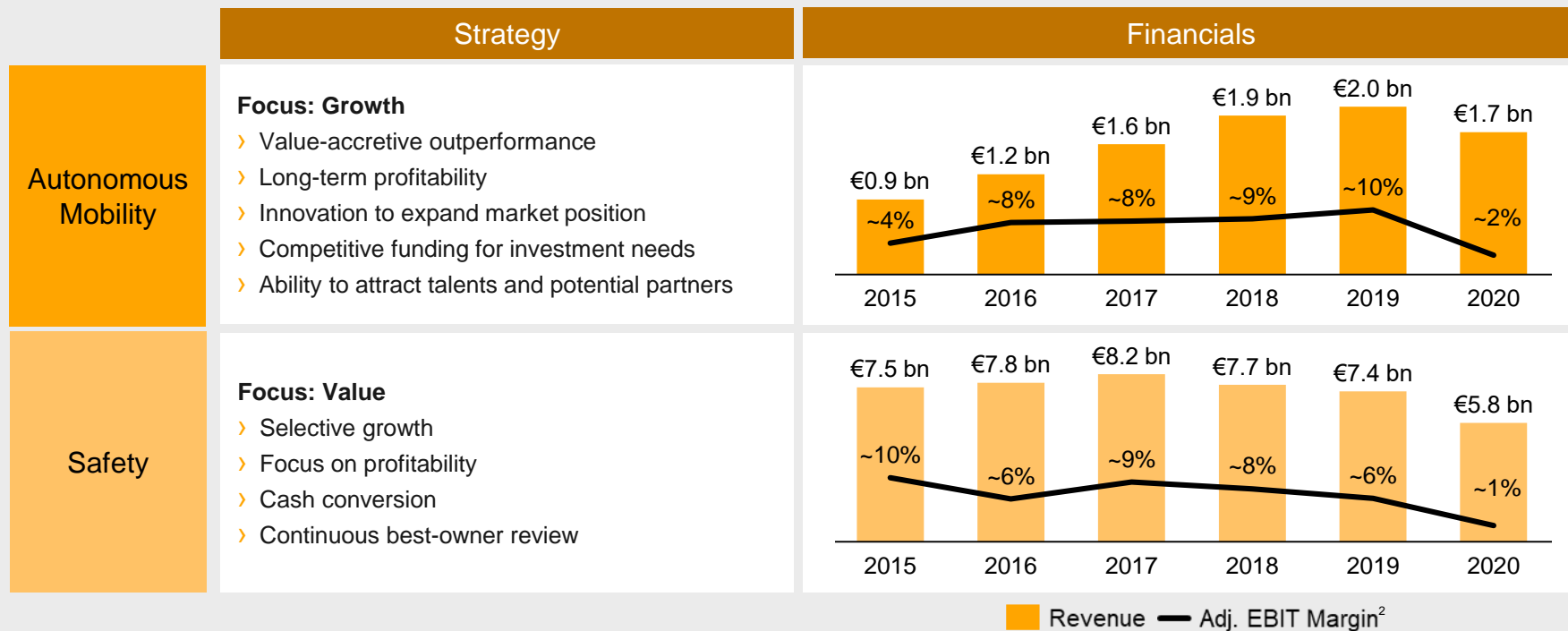
#### Vitesco Technologies

- › Listing on track for September 2021

<sup>1</sup> High performance computer.  
<sup>2</sup> Memorandum of understanding.

## 2 | Strategic Priorities

### Separation of AMS<sup>1</sup> Into Separate Business Areas Supports Portfolio Strategy



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<sup>1</sup> Autonomous Mobility and Safety.

<sup>2</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects. Historical financials based on figures as reported in each respective year

### 3 | Group Highlights

#### Most Important KPIs for Q1 2021

	Q1 2020	Q1 2021	Change	Comments
Sales	€9.9 bn	€10.3 bn	+3.5%	Organic growth 8.6%; FX -€426 mn
Adjusted EBIT <sup>1</sup>	€433 mn	€834 mn <sup>5</sup>	+€401 mn	Excluding IFRS 5 effect: Q1/21 €812 mn
Adjusted EBIT <sup>1</sup> margin	4.4%	8.1% <sup>5</sup>	+370 bps	Excluding IFRS 5 effect: Q1/21 7.9%
PPA <sup>2</sup>	-€48 mn	-€41 mn		
Special effects	€51 mn	-€71 mn		
Carve-out effects	-€12 mn	-€24 mn		
Restructuring	-€40 mn	€9 mn		
Impairments	-€18 mn	-€28 mn		
Other effects	€122 mn	-€28 mn		
NIAT <sup>3</sup>	€292 mn	€448 mn	+€156 mn	
Free cash flow before acquisitions, divestments, and carve-out effects	-€148 mn	€670 mn	+€818 mn	
Gearing ratio	25.8%	25.6%	-20 bps	
Equity ratio	37.6%	33.9%	-370 bps	
Trailing ROCE <sup>4</sup>	-2.6%	-2.0% <sup>5</sup>	+60 bps	Excluding IFRS 5 effect: Q1/21 -2.1%
Net indebtedness	€3,996 mn	€3,562 mn		

<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

<sup>2</sup> Amortization of intangibles from PPA.

<sup>3</sup> Net income attributable to the shareholders of the parent.

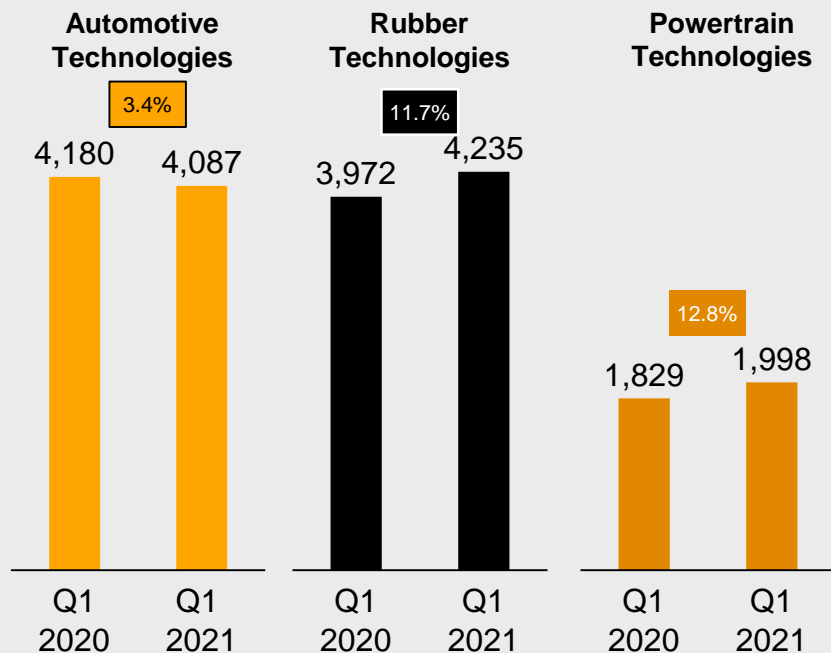
<sup>4</sup> Calculated as reported EBIT for the last twelve months (LTM) divided by average operating assets for the LTM.

<sup>5</sup> Due to the intended spin-off of Powertrain Technologies, IFRS 5 Non-current Assets Held for Sale and Discontinued Operations has been applied. Due to this application, depreciation ceased for discontinued operations starting March 16, 2021.

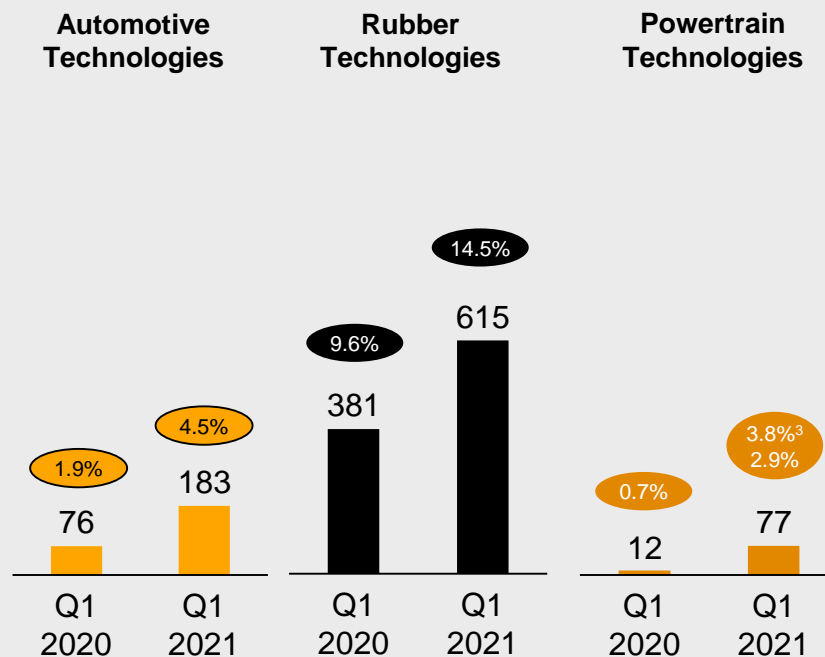
### 3 | Group Highlights

## Q1 2021 – Sales and Earnings Performance

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



□ Organic Growth<sup>2</sup> | ○ Adj. EBIT Margin<sup>1</sup>

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects.

<sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.

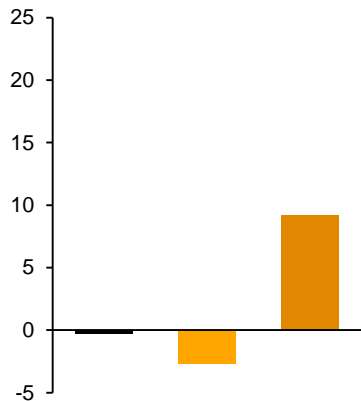
<sup>3</sup> Due to the intended spin-off of Powertrain Technologies depreciation ceased for discontinued operations starting March 16, 2021.

# 3 | Group Highlights

## Regional Production vs. Sales Growth by Group Sectors in Q1 2021

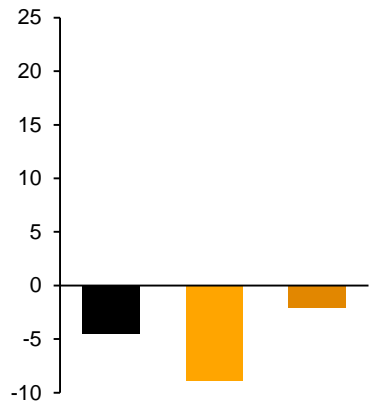
### Europe<sup>1</sup>

Δ Y-o-Y in %



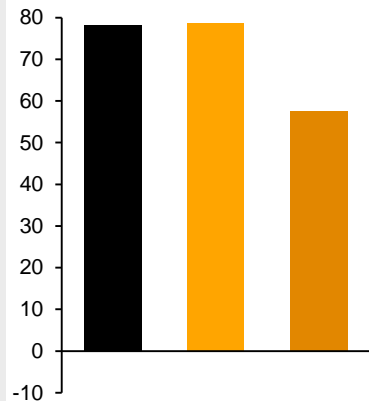
### North America<sup>1</sup>

Δ Y-o-Y in %



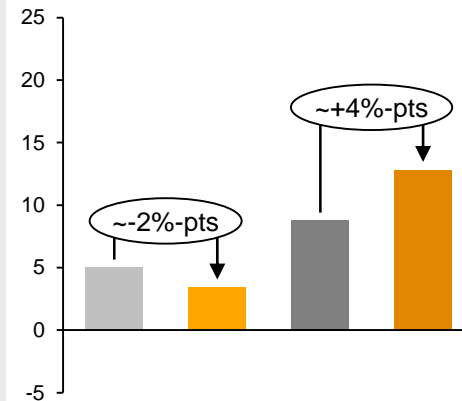
### China<sup>1</sup>

Δ Y-o-Y in %



### Worldwide<sup>1</sup>

Δ Y-o-Y in %



### Europe: share of sales

	Automotive	Powertrain
Q1 2020	51%	50%
Q1 2021	48%	48%

### North America: share of sales

	Automotive	Powertrain
Q1 2020	27%	25%
Q1 2021	24%	22%

### China: share of sales

	Automotive	Powertrain
Q1 2020	8%	12%
Q1 2021	13%	17%

■ PC&LT production by region 
 ■ Automotive Technologies sales 
 ■ Powertrain Technologies sales

■ PC&LT production weighted (Automotive Technologies)

■ PC&LT production weighted (Powertrain Technologies)

○ Outperformance

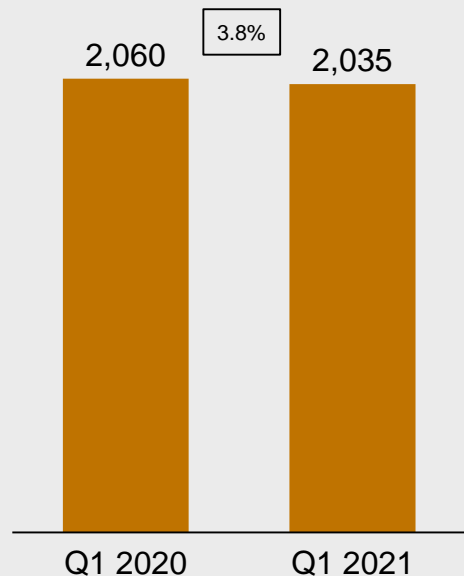
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<sup>1</sup> Shown as change in organic sales Y-o-Y w/o consolidation effects and fx effects; China incl. Hong Kong.

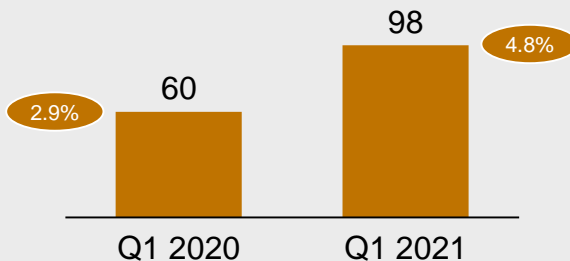
## 4 | Automotive Technologies

### Q1 2021 – Autonomous Mobility and Safety

#### Sales (€ mn)



#### Adjusted EBIT<sup>1</sup> (€ mn)



□ Organic Growth<sup>2</sup> | ● Adj. EBIT Margin<sup>1</sup>

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects.  
<sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.

#### Sales

- › Impact from FX: -4.1%
- › Growth in China overcompensated decline in North America
- › Highest sales growth in Passive Safety and Sensorics

#### Adjusted EBIT<sup>1</sup>

- › Margin improvement from growth and cost discipline partially restrained by higher premium freight charges
- › Higher R&D expenses for ADAS expected in subsequent quarters

Order intake: €1.0 bn

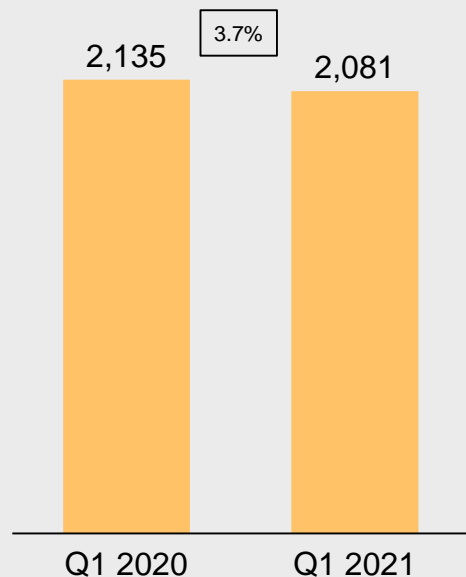
- › Business wins for electronic brake systems



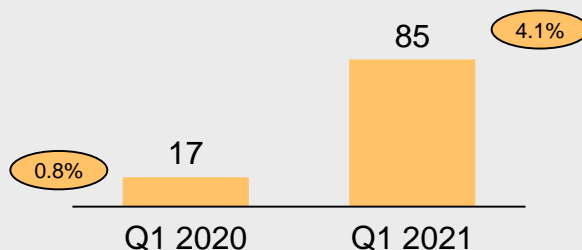
## 4 | Automotive Technologies

### Q1 2021 – Vehicle Networking and Information

#### Sales (€ mn)



#### Adjusted EBIT<sup>1</sup> (€ mn)



□ Organic Growth<sup>2</sup> | ○ Adj. EBIT Margin<sup>1</sup>

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects.  
<sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.

#### Sales

- › Impact from FX: -3.8%
- › Strong demand in China and South Korea, while Europe remains soft
- › Outperformance dampened by decline in analog instrument clusters

#### Adjusted EBIT<sup>1</sup>

- › Margin improvement resulting from focus on cost discipline
- › Higher logistic costs due to semiconductor shortage

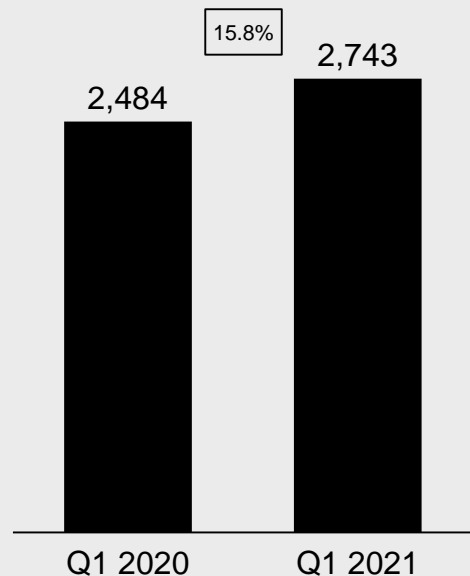
#### Order intake: €2.9 bn

- › About €1.3 bn in new bookings for digital displays, predominantly for display solutions
- › First HPC award for commercial vehicle application

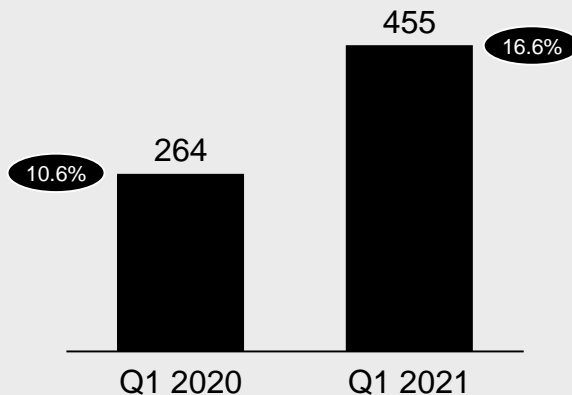
# 5 | Rubber Technologies

## Q1 2021 – Tires

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



□ Organic Growth<sup>2</sup> | ● Adj. EBIT Margin<sup>1</sup>

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects.  
<sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.

### Sales

- › Impact from FX: -5.4%
- › Volume: +9.2%
  - › Recovery led by Chinese and North American replacement markets as well as truck business
- › Price/mix: +6.7%
  - › Strong mix contribution and replacement pricing more than offset OE price cuts

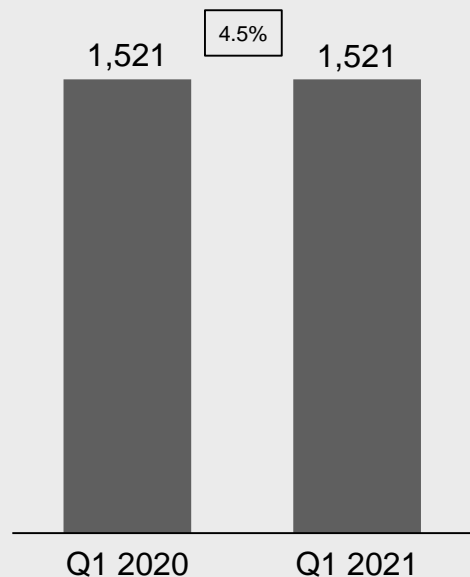
### Adjusted EBIT<sup>1</sup>

- › Significant volume recovery and strong price/mix more than offset FX headwind
- › Continued fixed cost discipline; some effects expected to fade in remainder of 2021
- › Significant raw material headwinds expected starting in Q2 2021

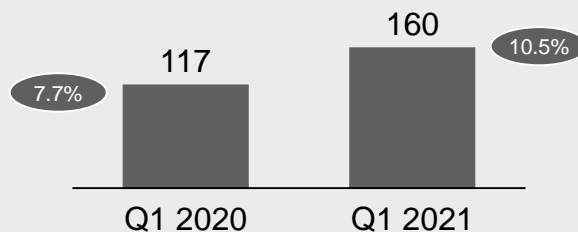
# 5 | Rubber Technologies

## Q1 2021 – ContiTech

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



□ Organic Growth<sup>2</sup> | ● Adj. EBIT Margin<sup>1</sup>

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects.  
<sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.

### Sales

- › Impact from FX: -4.3%
- › OE: Volume recovery in Mobile Fluid Systems and Surface Solutions
- › Industrial and Aftermarket: Continued strength in Surface Solutions and Advanced Dynamics Solutions
- › Strongest regional growth in China followed by Europe

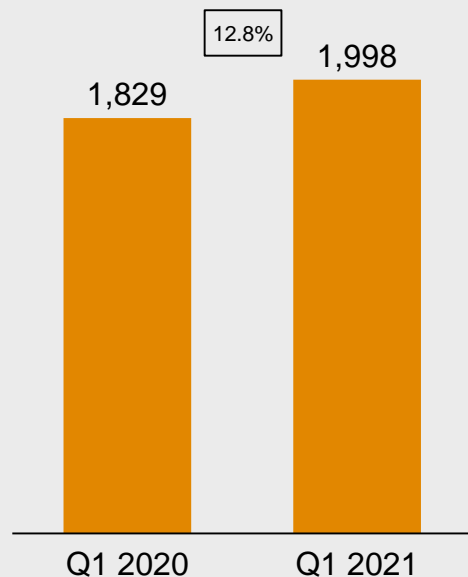
### Adjusted EBIT<sup>1</sup>

- › Margin improvement driven by OE recovery and strong demand in China
- › Sustained margin expansion supported by higher efficiency and strict fixed cost control
- › Further progress on restructuring and capacity adjustment

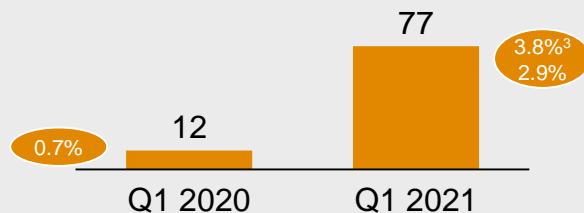
# 6 | Powertrain Technologies

## Q1 2021 – Powertrain

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



□ Organic Growth<sup>2</sup> | ● Adj. EBIT Margin<sup>1</sup>

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects.

<sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.

<sup>3</sup> Due to the intended spin-off of Powertrain Technologies depreciation ceased for discontinued operations starting March 16, 2021.

### Sales

- › Impact from FX: -3.5%
- › Electrification Technology sales of €157 mn (€95 mn in Q1 2020) mainly driven by high-voltage axle drives and power electronics especially in Europe
- › Strong development in Sensing & Actuation

### Adjusted EBIT<sup>1</sup>

- › Adjusted EBIT benefited from higher volumes and strict fixed cost discipline
- › Margin excluding Electrification Technology of 7.8%<sup>3</sup> / 6.9%

Order intake: €1.9 bn

- › Strongest single order intake: 800V SiC inverter for Hyundai Motor Company

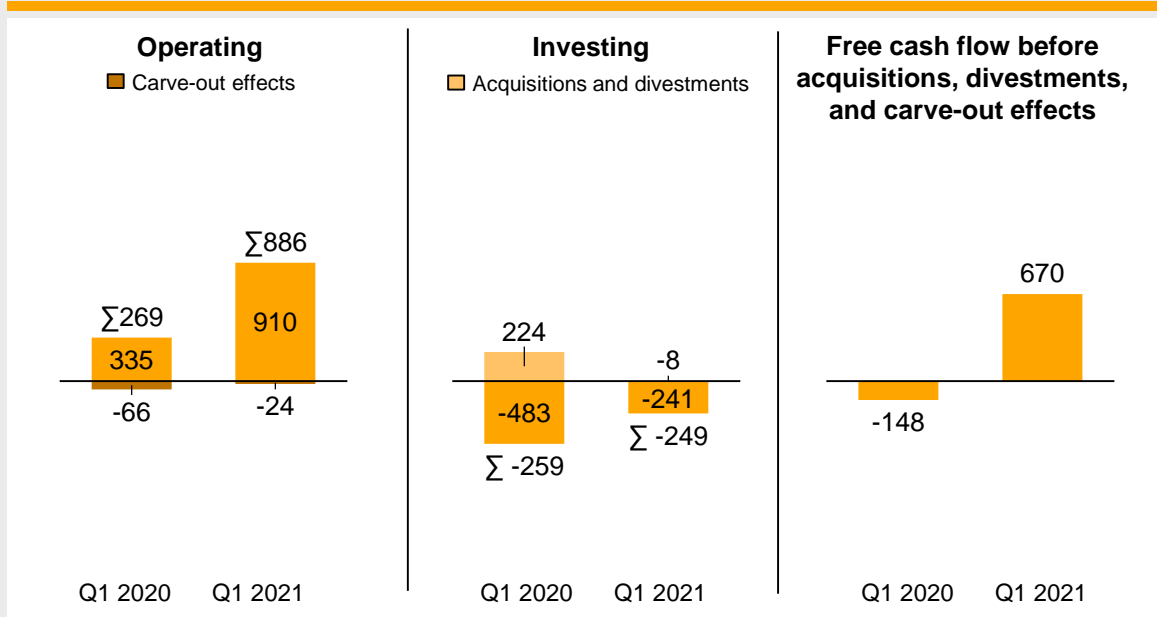
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# 7 | Cash Flow and Liquidity

## Free Cash Flow Driven by Higher EBIT and Lower Capex

### Cash Flow Q1 2021 (€ mn)



#### Operating Cash Flow

- › Solid result driven by strong EBIT and disciplined working-capital management
- › Cash outflow for restructuring of €55 mn

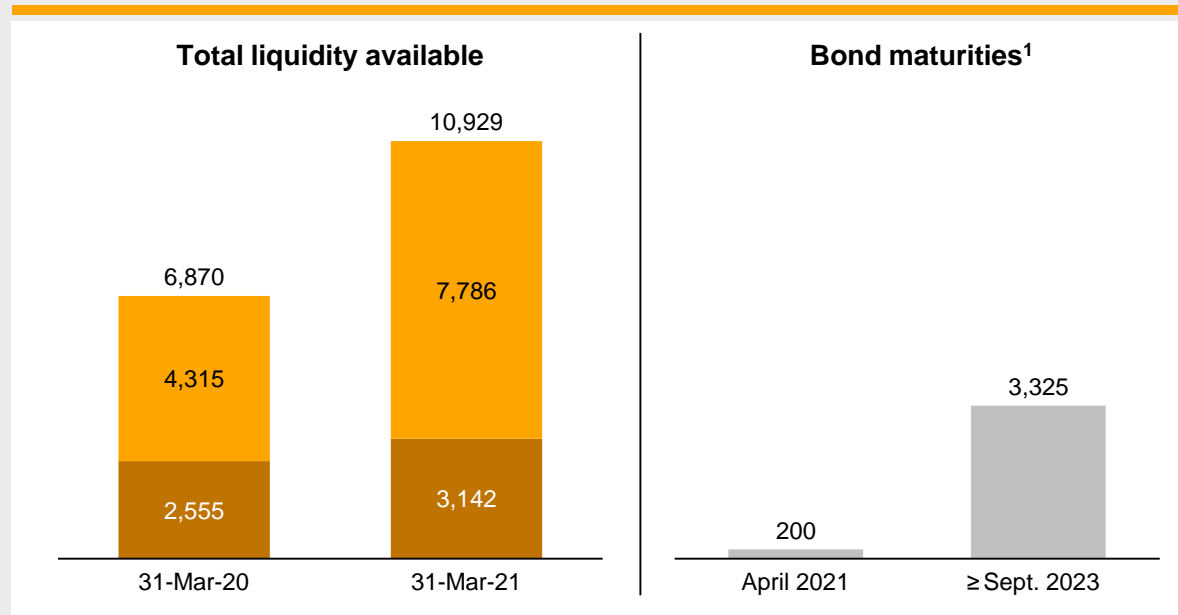
#### Investing Cash Flow

- › Lower value for capital expenditures of 2.8% of sales
- › Capital expenditures in FY21 expected to be around 7% of sales for the continuing operations

# 7 | Cash Flow and Liquidity

## Financial Position Remains Solid

### Liquidity and bond maturities<sup>2</sup> (€ mn)



■ Cash | ■ Unutilized committed credit lines

<sup>1</sup> Bond amounts shown are nominal values.

<sup>2</sup> Due to the intended spin-off of Powertrain Technologies, IFRS 5 Non-current Assets Held for Sale and Discontinued Operations has been applied. Due to this application, depreciation ceased for discontinued operations starting March 16, 2021.

#### Credit Lines











- › Short-term credit line of €3 bn until May 2021
- › Availability of the credit facilities is not subject to financial covenants or ratings triggers

#### Bonds

- › Completed bond redemption of €200 mn in April

## 8 | 2021 Outlook

### Expectations for Market Development Unchanged

	Vehicle Production				Replacement Tires			
	Passenger Cars & Light Trucks 		Commercial Vehicles 		Passenger Cars & Light Trucks 		Commercial Vehicles 	
	Q1 2021	2021E	Q1 2021	2021E	Q1 2021	2021E	Q1 2021	2021E
Europe 	~ 0%	10% to 13%	~ 20%	8% to 12%	~ 9%	6% to 8%	~ 15%	4% to 6%
North America   	~ -4%	17% to 20%	~ 10%	26% to 30%	~ 11%	4% to 6%	~ 13%	4% to 6%
China 	~ 78%	2% to 5%	~ 45%	-28% to -32%	~ 33%	6% to 8%	n/a	n/a
<b>Worldwide</b> 	~ <b>14%</b>	<b>9% to 12%</b>	~ <b>25%</b>	-7% to -12%	~ <b>10%</b>	<b>6% to 8%</b>	<b>n/a</b>	<b>n/a</b>

E = Estimates.  
Sources: IHS, own estimates.

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## 8 | 2021 Outlook

### Continental Group (Continuing Operations Only)

	2021E
Consolidated sales	Around €32.5 bn – €34.5 bn
Adj. EBIT <sup>1</sup> margin	Around 6% – 7%
Automotive Technologies sales	Around €16 bn – €17 bn
Adj. EBIT <sup>1</sup> margin	Around 1% – 2%
Rubber Technologies sales	Around €16.5 bn – €17.5 bn
Adj. EBIT <sup>1</sup> margin	Around 11.5% – 12.5%
Raw materials cost impact for Rubber Technologies	Headwind of around €350 mn (previously €200 mn)
Special effects	Around -€300 mn for restructuring costs and carve-out effects
Financial result	Around -€220 mn <sup>2</sup>
Tax rate including carve-out effects	Around 27%
Capex before financial investments in % of sales	Around 7%
PPA amortization	Almost €200 mn
Free cash flow before acquisitions, divestments, and carve-out effects	Around €1.1 bn – €1.5 bn (previously €0.9 bn – €1.3 bn)

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects.

<sup>2</sup> Before effects of currency translation and effects from changes in the fair value of derivative instruments and other valuation effects.

E = Estimates.



# Thank you!



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- › Unless otherwise stated, all amounts are shown in millions of euro. Please note that differences may arise as a result of the use of rounded amounts and percentages.
- › Adjustment to the consolidated financial statements as of March 31, 2020: As part of the change in the accounting policy for revenue recognition for subsidiaries in China, the Continental Group recognized the following amounts in the first quarter of 2020 as a result of an error correction in accordance with IAS 8, Accounting Policies, Changes in Accounting Estimates and Errors. Sales increased by €68.7 million to a total of €9,912.7 million for the Continental Group, while manufacturing costs rose by €68.9 million to a total of €7,652.1 million. In the consolidated statement of financial position, trade accounts receivable were adjusted by €81.6 million to a total of €7,323.9 million, cash and cash equivalents by €27.9 million to a total of €2,555.0 million, trade accounts payable by €74.9 million to a total of €6,727.8 million, and short-term other financial liabilities by €34.8 million to a total of €906.2 million. The effect on gross margin on sales and subsequent earnings figures of -€0.2 million is not material.

# Back-up

# Back-up

## Key Historical Credit Metrics

(€ mn) <sup>1</sup>	2017	2018	2019 <sup>5</sup>	2020	LTM
<b>Statement of Cash Flows</b>					
Adjusted EBITDA	6,701	6,190	5,837	4,030	4,389
Reported EBITDA	6,679	6,236	4,977	3,034	3,276
Net cash interest paid	-105	-91	-83	-137	-150
Tax paid	-1,122	-848	-866	-886	-769
Change in net working capital <sup>2</sup>	-484	60	-256	-579	-747
Other <sup>3</sup>	253	-379	642	1,282	1,720
<b>Cash flow arising from operating activities</b>	<b>5,221</b>	<b>4,977</b>	<b>4,414</b>	<b>2,714</b>	<b>3,331</b>
<b>Cash flow arising from investing activities</b>	<b>-3,468</b>	<b>-3,626</b>	<b>-3,653</b>	<b>-1,835</b>	<b>-1,825</b>
- thereof acquisitions	-596	-418	-488	-71	-69
- thereof capex in PPE and intangibles	-2,951	-3,285	-3,220	-2,126	-1,885
<b>Cash flow before financing activities</b>	<b>1,753</b>	<b>1,351</b>	<b>762</b>	<b>879</b>	<b>1,506</b>
<b>Cash flow before acquisitions</b>	<b>2,349</b>	<b>1,769</b>	<b>1,249</b>	<b>950</b>	<b>1,575</b>
<b>Statement of Financial Position</b>					
Cash and cash equivalents	1,882	2,761	3,342	2,939	3,142
Derivative instruments and interest-bearing investments	161	184	206	257	245
Total indebtedness	4,090	4,607	7,619	7,334	6,949
<b>Net indebtedness</b>	<b>2,048</b>	<b>1,661</b>	<b>4,072</b>	<b>4,139</b>	<b>3,562</b>
<b>Credit Ratios</b>					
<b>Net indebtedness / adjusted EBITDA</b>	<b>0.3x</b>	<b>0.3x</b>	<b>0.7x</b>	<b>1.0x</b>	<b>0.8x</b>
<b>Net cash interest paid coverage (ratio)<sup>4</sup></b>	<b>63.6x</b>	<b>67.8x</b>	<b>70.4x</b>	<b>29.5x</b>	<b>29.3x</b>

Notes:

1 Amounts shown may contain rounding differences.

2 Includes changes in inventories, trade accounts receivable, trade accounts payable and discounted notes.

3 Includes dividends received, income from equity-accounted and other investments, incl. impairment and reversal of impairment losses, gains/losses from the disposal of assets, companies and business operations, as well as changes in employee benefits and other provisions and in other assets and liabilities.

4 Adjusted EBITDA to net cash interest paid.

5 The previous year's figures have been adjusted due to the change in recognition of interest and penalties on income taxes. To increase transparency, receivables from and liabilities to related parties have been reclassified from changes in other assets and liabilities to changes from trade accounts receivables and payables starting from 2019 reporting year. The figures from the comparative period have been adjusted accordingly.

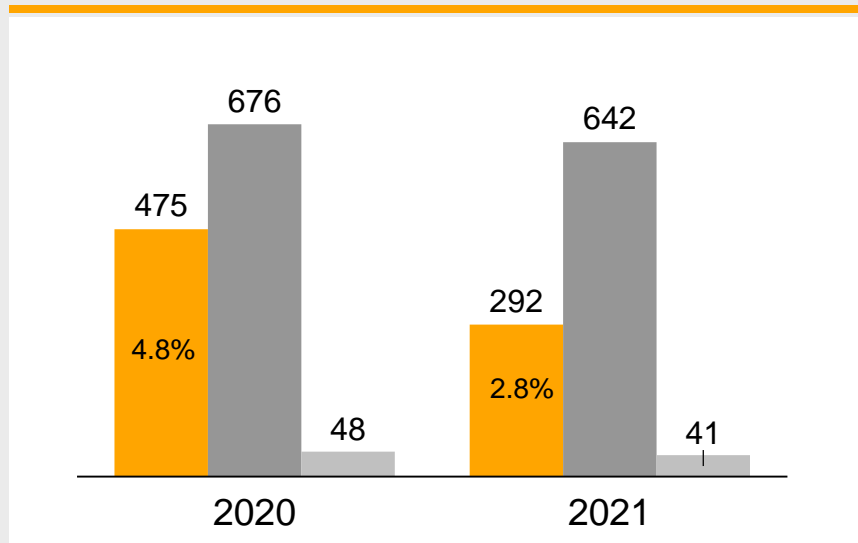
IFRS 16 applied starting 2019.

Due to the intended spin-off of Powertrain Technologies depreciation ceased for discontinued operations starting March 16, 2021.

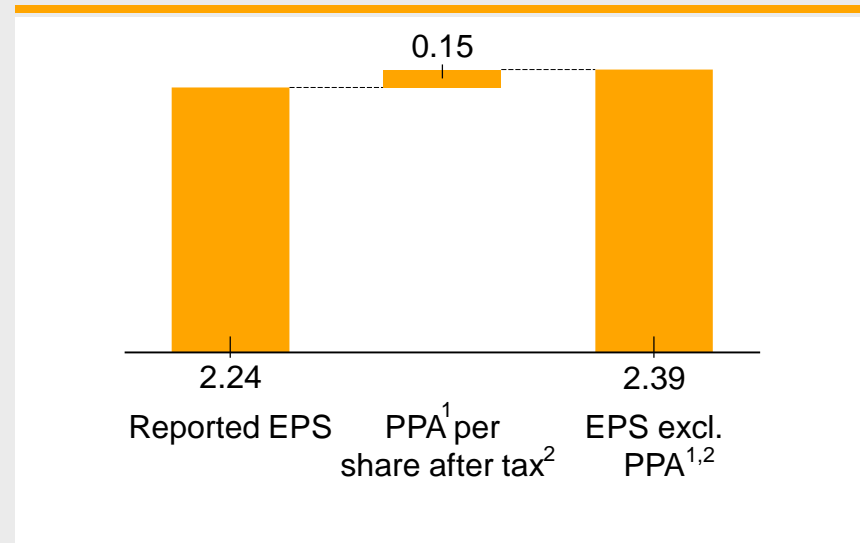
## Back-up

### Capex, Depreciation and Earnings per Share – Breakdown for Q1 2021

Capex, Depreciation and PPA<sup>1</sup> (€ mn)



EPS excl. PPA<sup>1,2</sup> (€)



■ Capex (PPE), percentage of sales | ■ Depreciation, w/o PPA<sup>1</sup> | ■ PPA<sup>1</sup>

<sup>1</sup> Amortization of intangibles from PPA.

<sup>2</sup> Assuming corporate tax rate of 28%.

# Back-up

## Relevant Bonds

Issuer	Continental AG	Conti-Gummi Finance B.V., Netherlands <sup>1</sup>	Conti-Gummi Finance B.V., Netherlands <sup>1</sup>	Continental AG	Continental AG
Issue	Senior Notes				
Principal amount	€500 mn	€750 mn	€625 mn	€600 mn	€750 mn
Offering price	99.804%	99.559%	99.589%	99.802%	98.791%
Rating at issue date	Baa1 (Moody's) BBB+ (Fitch)	Baa2 (Moody's) BBB (Fitch)	Baa2 (Moody's) BBB (Fitch)	Baa1 (Moody's) BBB+ (Fitch)	Baa2 (Moody's) BBB (Fitch)
Current rating (group)	BBB (S&P <sup>2</sup> ), BBB (Fitch <sup>3</sup> ), Baa2 (Moody's <sup>4</sup> )				
Coupon	0.00% p.a.	2.125% p.a.	1.125% p.a.	0.375% p.a.	2.500% p.a.
Issue date	Sept. 12, 2019	May 27, 2020	June 25, 2020	Sept. 27, 2019	May 27, 2020
Maturity	<b>Sept. 12, 2023</b>	<b>Nov. 27, 2023</b>	<b>Sept. 25, 2024</b>	<b>June 27, 2025</b>	<b>Aug. 27, 2026</b>
Interest payment		Annual Nov. 27	Annual Sept. 25	Annual June 27	Annual Aug. 27
WKN	A2YPE5	A28XTQ	A28YEC	A2YPAE	A28XTR
ISIN	XS2051667181	XS2178585423	XS2193657561	XS2056430874	XS2178586157
Denomination	€1,000 with minimum tradable amount €1,000	€1,000 with minimum tradable amount €1,000	€1,000 with minimum tradable amount €1,000	€1,000 with minimum tradable amount €1,000	€1,000 with minimum tradable amount €1,000

<sup>1</sup> Guaranteed by Continental AG.

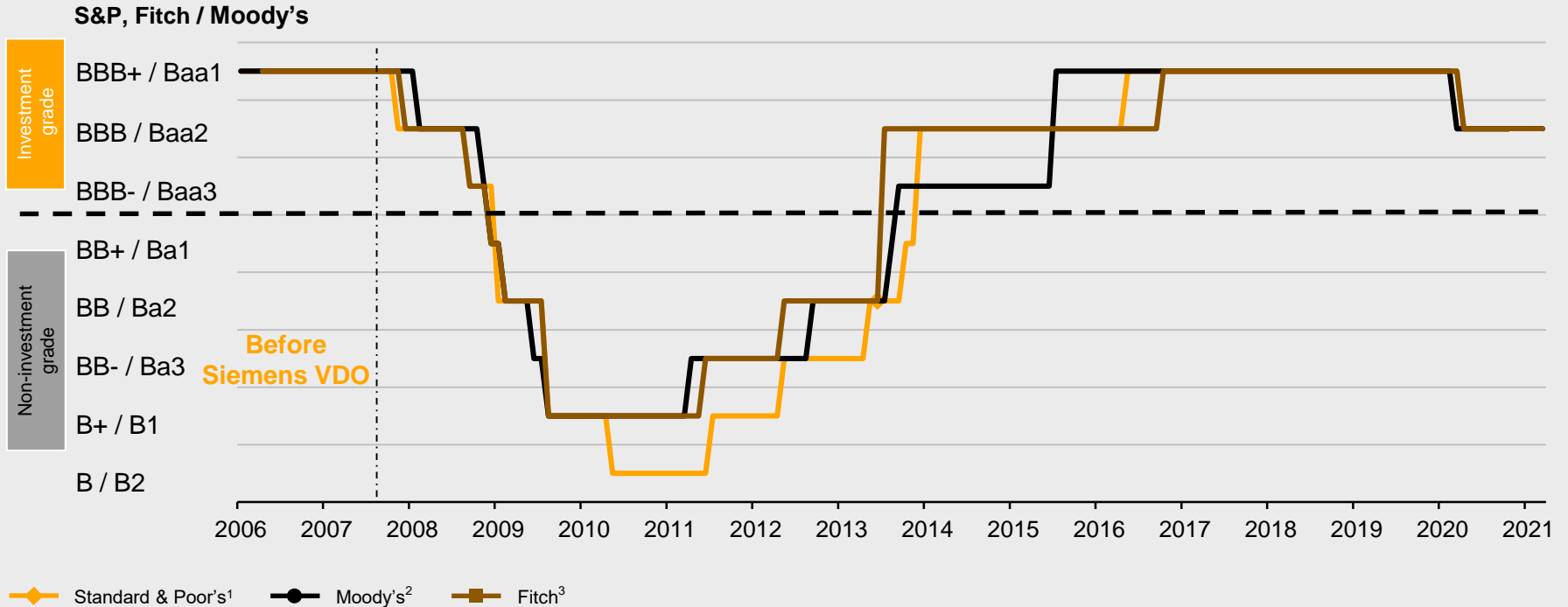
<sup>2</sup> Contracted rating since May 19, 2000.

<sup>3</sup> Contracted rating since November 7, 2013.

<sup>4</sup> Contracted rating since January 1, 2019.

# Back-up

## Continental's Credit Rating



<sup>1</sup> Contracted rating since May 19, 2000.

<sup>2</sup> Contracted rating since January 1, 2019.

<sup>3</sup> Contracted rating since November 7, 2013.

# Fact Sheets

## 2020 – Q1 2021



# Fact Sheets

## Sales and Adjusted EBIT<sup>1</sup> by Quarter

### Sales

Sales (€ mn)	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	2,060.3	1,256.2	1,987.0	2,225.7	7,529.2	2,035.3				
Vehicle Networking and Information	2,134.5	1,315.1	2,129.6	2,276.9	7,856.1	2,080.5				
Tires	2,483.5	1,912.2	2,888.7	2,874.2	10,158.6	2,742.9				
ContiTech	1,520.9	1,063.7	1,469.7	1,524.3	5,578.6	1,520.7				
Powertrain	1,829.0	1,131.2	1,908.9	2,098.6	6,967.7	1,998.2				
Other / Consolidation	-115.5	-58.7	-88.6	-105.1	-367.9	-118.7				
<b>Group</b>	<b>9,912.7</b>	<b>6,619.7</b>	<b>10,295.3</b>	<b>10,894.6</b>	<b>37,722.3</b>	<b>10,258.9</b>				

Changes Y-o-Y in %	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	-12.7	-47.3	-13.2	-5.2	-19.7	-1.2				
Vehicle Networking and Information	-10.9	-46.9	-11.6	-1.7	-18.1	-2.5				
Tires	-12.3	-33.4	-3.4	-5.3	-13.4	10.4				
ContiTech	-3.3	-36.6	-8.0	-1.9	-12.9	0.0				
Powertrain	-8.8	-42.3	-0.9	9.9	-10.7	9.3				
<b>Group</b>	<b>-10.3</b>	<b>-41.2</b>	<b>-7.3</b>	<b>-1.5</b>	<b>-15.2</b>	<b>3.5</b>				

### Adjusted EBIT<sup>1</sup>

Adj. EBIT <sup>1</sup> (€ mn)	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	60.0					97.7				
Vehicle Networking and Information	17.0					84.8				
Tires	263.8					455.3				
ContiTech	117.4					159.6				
Powertrain	11.9					76.6				
Other / Consolidation	-36.9					-40.2				
<b>Group</b>	<b>433.2</b>					<b>833.8</b>				

Adj. EBIT <sup>1</sup> margin in %	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	2.9					4.8				
Vehicle Networking and Information	0.8					4.1				
Tires	10.6					16.6				
ContiTech	7.7					10.5				
Powertrain	0.7					3.8				
<b>Group</b>	<b>4.4</b>					<b>8.1</b>				

Changes Y-o-Y in %	2021				
	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	62.8				
Vehicle Networking and Information	398.8				
Tires	72.6				
ContiTech	35.9				
Powertrain	543.7				
<b>Group</b>	<b>92.5</b>				

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects.

Due to the intended spin-off of Powertrain Technologies depreciation ceased for discontinued operations starting March 16, 2021.

# Fact Sheets

## EBITDA and EBIT by Quarter

### EBITDA

(€ mn)	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	151.3	-61.6	168.0	215.2	472.9	217.8				
Vehicle Networking and Information	276.3	-225.4	-72.5	47.8	26.2	183.0				
Tires	471.6	241.8	435.8	715.7	1,864.9	650.8				
ContiTech	179.4	49.6	201.8	197.9	628.7	217.6				
Powertrain	116.5	-91.3	14.6	82.7	122.5	172.5				
Other / Consolidation	-34.7	-21.2	-22.8	-2.7	-81.4	-38.7				
<b>Group</b>	<b>1,160.4</b>	<b>-108.1</b>	<b>724.9</b>	<b>1,256.6</b>	<b>3,033.8</b>	<b>1,403.0</b>				

Margin in %	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	7.3	-4.9	8.5	9.7	6.3	10.7				
Vehicle Networking and Information	12.9	-17.1	-3.4	2.1	0.3	8.8				
Tires	19.0	12.6	15.1	24.9	18.4	23.7				
ContiTech	11.8	4.7	13.7	13.0	11.3	14.3				
Powertrain	6.4	-8.1	0.8	3.9	1.8	8.6				
<b>Group</b>	<b>11.7</b>	<b>-1.6</b>	<b>7.0</b>	<b>11.5</b>	<b>8.0</b>	<b>13.7</b>				

Changes Y-o-Y in %	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	-44.0	-121.0	-35.5	-33.2	-58.7	44.0				
Vehicle Networking and Information	17.4	-183.6	-323.8	6.5	-95.5	-33.8				
Tires	-22.7	-59.6	-29.0	5.9	-25.3	38.0				
ContiTech	0.3	-67.6	9.5	28.1	-6.2	21.3				
Powertrain	-37.4	-149.2	236.4	149.2	-36.4	48.1				
<b>Group</b>	<b>-21.3</b>	<b>-107.4</b>	<b>-30.9</b>	<b>26.0</b>	<b>-39.0</b>	<b>20.9</b>				

### EBIT

(€ mn)	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	11.8	-193.9	45.8	38.6	-97.7	83.1				
Vehicle Networking and Information	139.6	-358.5	-921.8	-201.8	-1,342.5	56.5				
Tires	256.6	31.0	231.3	493.4	1,012.3	447.5				
ContiTech	89.8	-39.3	102.6	101.0	254.1	135.8				
Powertrain	-22.9	-244.3	-106.2	-77.4	-450.8	37.3				
Other / Consolidation	-38.6	-24.1	-25.1	-5.7	-93.5	-40.3				
<b>Group</b>	<b>436.3</b>	<b>-829.1</b>	<b>-673.4</b>	<b>348.1</b>	<b>-718.1</b>	<b>719.9</b>				

Margin in %	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	0.6	-15.4	2.3	1.7	-1.3	4.1				
Vehicle Networking and Information	6.5	-27.3	-43.3	-8.9	-17.1	2.7				
Tires	10.3	1.6	8.0	17.2	10.0	16.3				
ContiTech	5.9	-3.7	7.0	6.6	4.6	8.9				
Powertrain	-1.3	-21.6	-5.6	-3.7	-6.5	1.9				
<b>Group</b>	<b>4.4</b>	<b>-12.5</b>	<b>-6.5</b>	<b>3.2</b>	<b>-1.9</b>	<b>7.0</b>				

Changes Y-o-Y in %	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	-92.0	-217.9	107.8	-75.7	18.8	604.2				
Vehicle Networking and Information	23.6	-420.7	37.1	-139.7	-1.3	-59.5				
Tires	-38.0	-92.2	-40.9	10.1	-38.7	74.4				
ContiTech	-6.5	-160.6	7.1	104.9	-16.9	51.2				
Powertrain	-137.6	-533.9	71.1	81.2	31.9	262.9				
<b>Group</b>	<b>-47.0</b>	<b>-210.1</b>	<b>65.8</b>	<b>177.1</b>	<b>-167.6</b>	<b>65.0</b>				

Due to the intended spin-off of Powertrain Technologies depreciation ceased for discontinued operations starting March 16, 2021.

Q1 2021 Results – May 6, 2021  
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# Fact Sheets

## Reported and Adjusted Q1 2021 Results

Mill. EUR	Autonomous Mobility and Safety		Vehicle Networking and Information		Tires		ContiTech		Powertrain		Cons. / Corr.		Group	
	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021
<b>Sales</b>	2,060.3	2,035.3	2,134.5	2,080.5	2,483.5	2,742.9	1,520.9	1,520.7	1,829.0	1,998.2	-115.5	-118.7	9,912.7	10,258.9
<b>EBIT</b>	11.8	83.1	139.6	56.5	256.6	447.5	89.8	135.8	-22.9	37.3	-38.6	-40.3	436.3	719.9
<b>Amortization of intangible assets from PPA</b>			16.6	16.1	4.9	4.6	23.7	19.1	2.6	1.4			47.8	41.2
<b>Total special effects</b>	42.6	14.6	-134.1	10.8	2.3	3.1	4.0	4.7	32.2	37.9	1.7	0.1	-51.3	71.2
<b>Total consolidation effects</b>	5.6		-5.1	1.4		0.1	-0.1						0.4	1.5
<b>Total consolidation and special effects</b>	48.2	14.6	-139.2	12.2	2.3	3.2	3.9	4.7	32.2	37.9	1.7	0.1	-50.9	72.7
<b>Adjusted operating result (adj. EBIT) <sup>1</sup></b>	60.0	97.7	17.0	84.8	263.8	455.3	117.4	159.6	11.9	76.6	-36.9	-40.2	433.2	833.8
<i>in % of adjusted sales</i>	2.9%	4.8%	0.8%	4.1%	10.6%	16.6%	7.7%	10.5%	0.7%	3.8%			4.4%	8.1%

Mill. EUR	Automotive Technologies		Rubber Technologies		Powertrain Technologies		Cons. / Corr.		Group	
	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021
<b>Sales</b>	4,180.4	4,086.9	3,971.7	4,235.4	1,829.0	1,998.2	-68.4	-61.6	9,912.7	10,258.9
<b>EBIT</b>	150.7	139.6	346.4	583.2	-22.9	37.3	-37.9	-40.2	436.3	719.9
<b>Amortization of intangible assets from PPA</b>	16.6	16.1	28.6	23.7	2.6	1.4			47.8	41.2
<b>Total special effects</b>	-91.5	25.4	6.3	7.8	32.2	37.9	1.7	0.1	-51.3	71.2
<b>Total consolidation effects</b>	0.5	1.4	-0.1	0.1					0.4	1.5
<b>Total consolidation and special effects</b>	-91.0	26.8	6.2	7.9	32.2	37.9	1.7	0.1	-50.9	72.7
<b>Adjusted operating result (adj. EBIT) <sup>1</sup></b>	76.3	182.5	381.2	614.8	11.9	76.6	-36.2	-40.1	433.2	833.8
<i>in % of adjusted sales</i>	1.9%	4.5%	9.6%	14.5%	0.7%	3.8%			4.4%	8.1%

Q1 2021 Results – May 6, 2021

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<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

Due to the intended spin-off of Powertrain Technologies depreciation ceased for discontinued operations starting March 16, 2021.

# References

## Useful Links

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Continental Investor Relations website	<a href="http://www.continental-ir.com">www.continental-ir.com</a>
Annual and interim reports	<a href="http://www.continental-corporation.com/en/investors/reports">www.continental-corporation.com/en/investors/reports</a>
Fact Book / Investor Presentation	<a href="http://www.continental.com/en/investors/reports">www.continental.com/en/investors/reports</a>
Investor Relations events and presentations	<a href="http://www.continental.com/en/investors/events-and-presentations">www.continental.com/en/investors/events-and-presentations</a>
Sustainability at Continental (presentation and fact sheet for investors)	<a href="http://www.continental.com/resource/blob/23136/8b04da84d56f973fd247b1f131226184/sustainability-presentation-data.pdf">www.continental.com/resource/blob/23136/8b04da84d56f973fd247b1f131226184/sustainability-presentation-data.pdf</a>
Corporate Sustainability	<a href="http://www.continental-sustainability.com">www.continental-sustainability.com</a>
2020 Integrated Sustainability Report	<a href="http://www.continental.com/resource/blob/251860/69fecbe53e0deb6924d15aa010594ee3/gri-2020-data.pdf">www.continental.com/resource/blob/251860/69fecbe53e0deb6924d15aa010594ee3/gri-2020-data.pdf</a>
Corporate Governance Principles	<a href="http://www.continental-corporation.com/en/company/corporate-governance/principles-and-declarations">www.continental-corporation.com/en/company/corporate-governance/principles-and-declarations</a>
Continental shares	<a href="http://www.continental.com/en/investors/shares">www.continental.com/en/investors/shares</a>
Continental debt and rating	<a href="http://www.continental.com/en/investors/debt-and-rating">www.continental.com/en/investors/debt-and-rating</a>

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# Continental

## Financial Calendar

### 2021

Annual Financial Press Conference	March 9, 2021
Annual Shareholders' Meeting	April 29, 2021
Q1 Quarterly Statement	May 6, 2021
Half-Year Financial Report	August 5, 2021
Nine-Month Quarterly Statement	November 10, 2021
Capital Market Days (Vitesco Technologies)	March 23 and 25, 2021

### 2022

Annual Financial Press Conference	March
Annual Shareholders' Meeting	April 29, 2022
Q1 Quarterly Statement	May
Half-Year Financial Report	August
Nine-Month Quarterly Statement	November

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