



Capital Market Days 2020

Strategic Action Field: Architecture and Networking

Leading the Way Toward Software-defined Vehicles

Ticker: CON
ADR-Ticker: CTTAY
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Strategic Action Field: Architecture and Networking

Leading the Way Toward Software-defined Vehicles



Leading the Way toward Software-defined Vehicles

Complexity and Functional Growth Is Limited by Current Approach

Up2now



- › **Conventional** architecture and functions
Based on gateway, body controller, other ECUs

Going forward

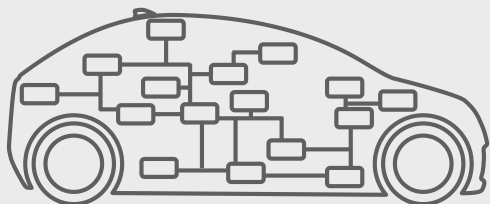


- › **Function-defined** architecture
Based on ICAS1 High Performance Computer (HPC)
- › **Scalable** across platforms
- › **New functions & value streams**

Leading the Way toward Software-defined Vehicles

Complexity and Functional Growth Is Limited by Current Approach

Up2now

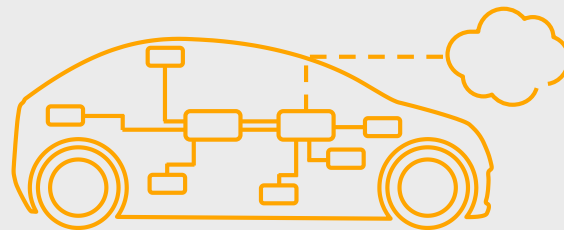


Patchwork architecture

- › Up to ~100 ECUs, limited computing power
- › Functionality isolated in ECUs
- › Lots of wires
- › Limited cloud-based functionality

User expectation: pleasure, safety and convenience

Going forward



Function-defined architecture

- › Few HPCs and zones, significant computing power
- › Functions defined by SW (HW abstraction)
- › ~50% reduction of wires
- › Always connected

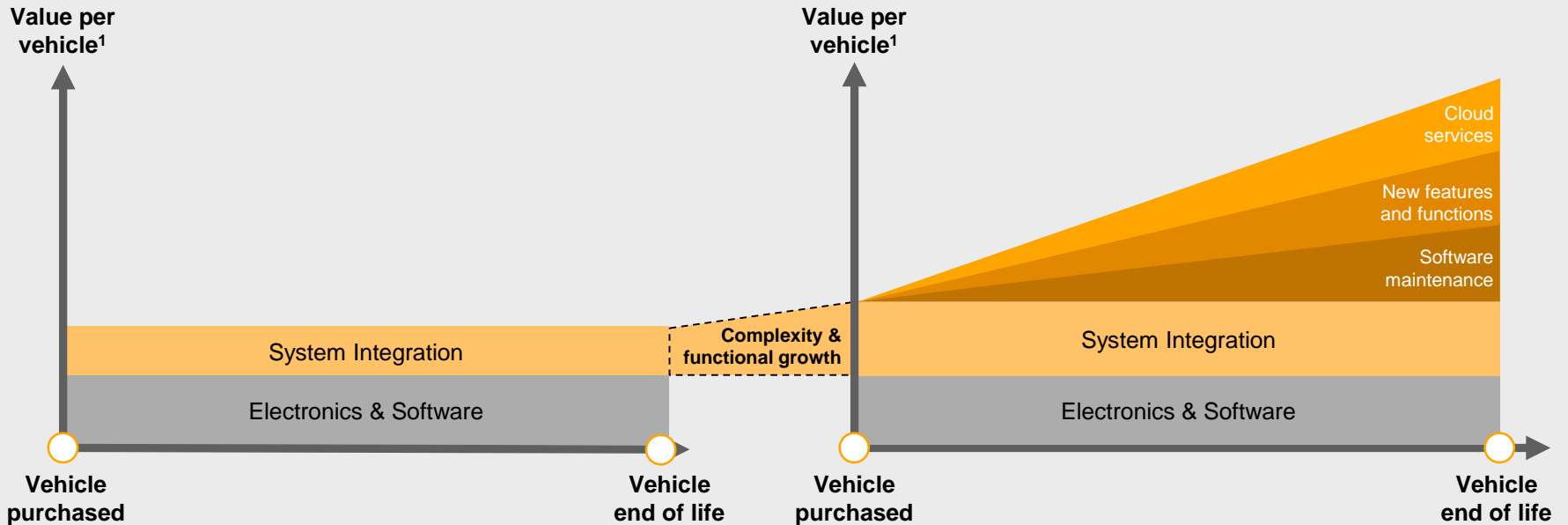
User expectation: smart IoT device

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Vehicle as De-facto IoT Device – New Value Streams Across Lifecycle

Up2now

Going forward



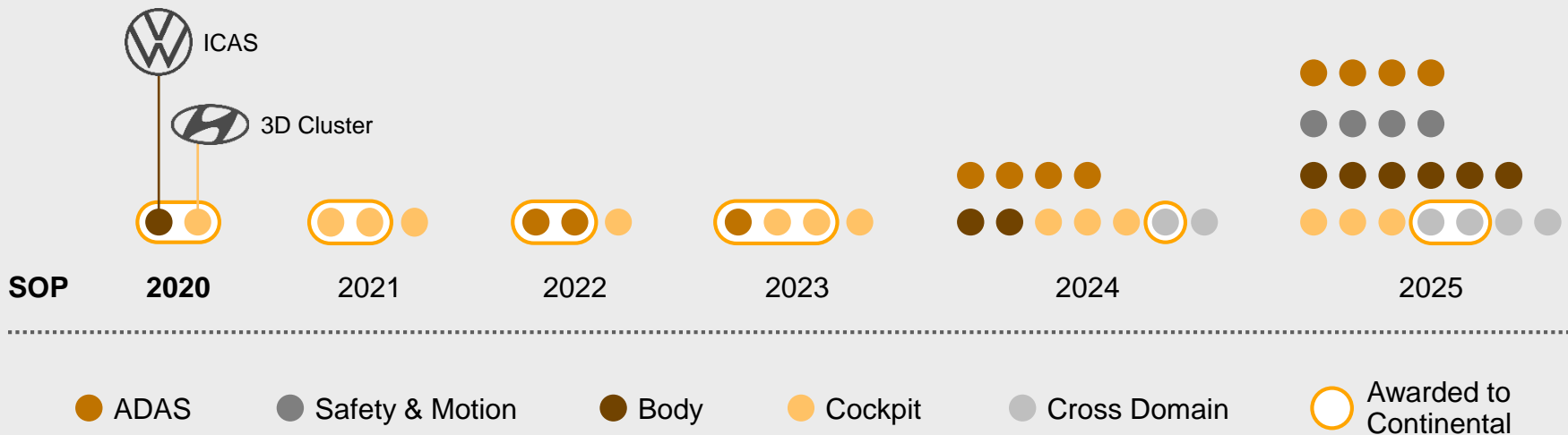
¹ Not to scale; for illustrative purposes only

Leading the Way toward Software-defined Vehicles

We Are **First-to-market** and Top Player in X-domain Computing Solutions

HPC projects won and in acquisition (#)

Total order intake so far: > €4 bn LTS

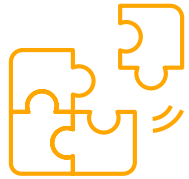


Leading the Way toward Software-defined Vehicles

Why We Have Been **Winning**: Providing **Solutions** that **Capture Value**

Customer
Challenges >

Continental
Solutions >



**Integration of
complex systems**

- > **Capability** to provide fully **pre-integrated** and **cyber-secured** functional stacks



**Lack of software
expertise**

- > Superior capabilities **component to system**
- > Established **agile development & collaboration methods & tools**

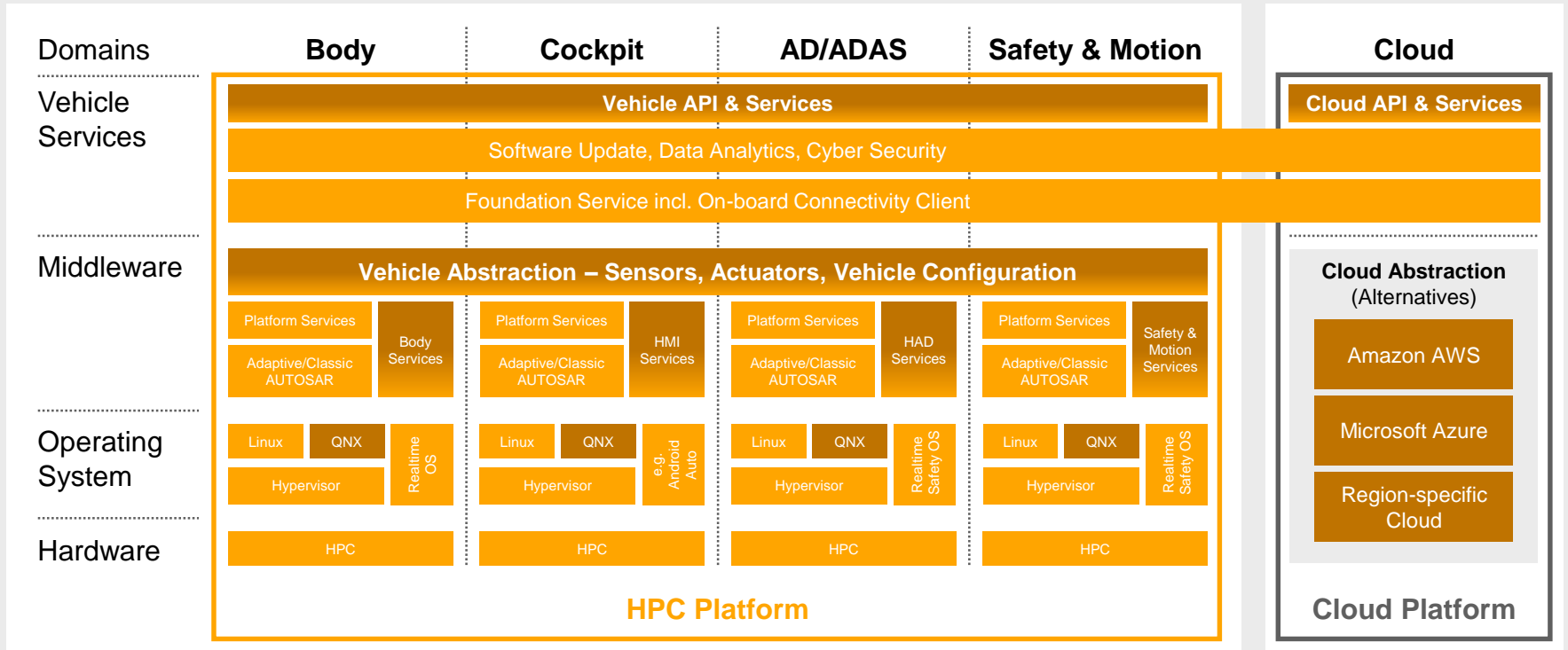


**Managing new
business models**

- > Enabling **new recurring value streams**
- > Covering **complete vehicle lifecycle**

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Unique Capability to Provide Fully Integrated Functional Stacks



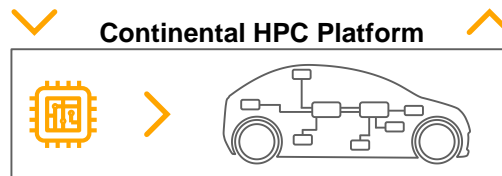
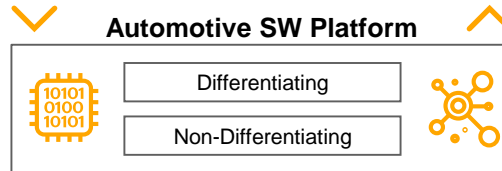
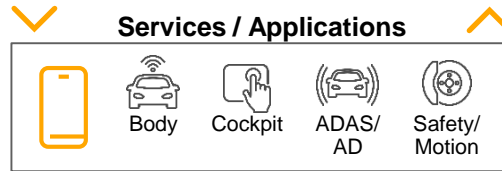
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Unique Capability to Provide Fully Integrated Functional Stacks

Building Blocks



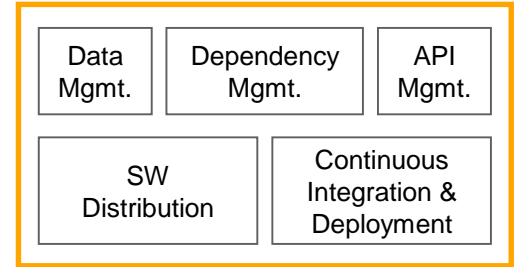
System Integration



Toolkit



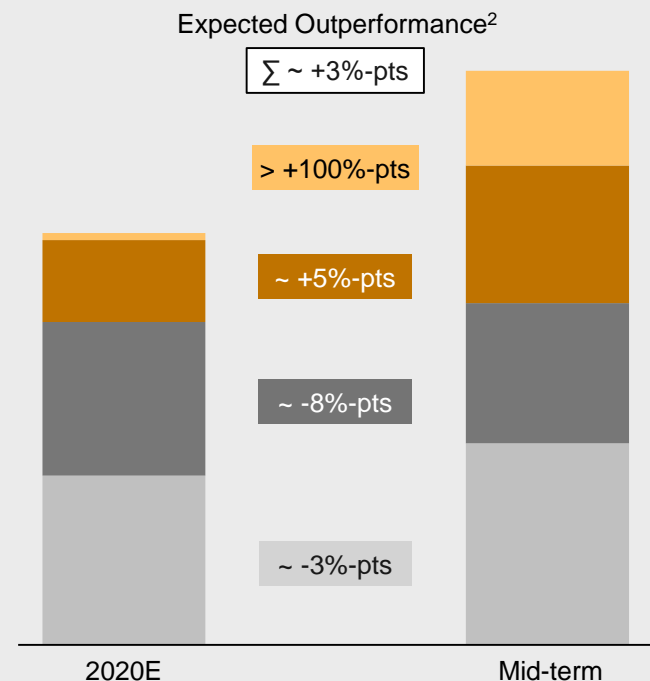
Tool Framework



Leading the Way toward Software-defined Vehicles

Strong Business Growth Enabled by Future Architecture Competency

Sales in Action Field¹ (€)



Additional growth across all strategic action fields

Additional HPCs

- › ADAS/AD
- › Safety and motion
- › Cross domain

Software and systems

- › System integration
- › Software maintenance
- › New features and functions
- › Cloud services

Body and Cockpit HPCs + zone ECUs

Connectivity

Legacy ECUs

- › Body control modules, gateways, in-vehicle infotainment

Other products

- › Power closures, seat control, other ECUs

¹ Based on mid-term IHS light vehicle production (LVP) forecast from November 2020

² Mid-term organic sales growth above IHS LVP

Leading the Way toward Software-defined Vehicles

Summary



First in market to realize **paradigm shift** to new E/E and SW architecture

Pole position for growing connected vehicle and HPC opportunities across all domains

Strong full stack offerings available make us strong partner of choice for customers

Synergetic capability to design, integrate and partner on **full stacks** across domains and cloud

Monetizing new **business models and recurring revenue streams** with major **growth potential**

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The Future in Motion