



Capital Market Days 2020

Strategic Action Field: Safety

Safety Is Not Negotiable

Ticker: CON
ADR-Ticker: CTTAY
<http://www.continental-ir.com>

Cristina Arias, Head of Sales, Business Unit Hydraulic Brake Systems, AMS
December 9, 2020

Strategic Action Field: Safety

Safety Is Not Negotiable



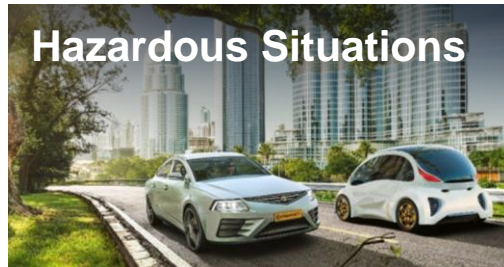
Our Vision Zero

Safe Mobility Is Our Passion – Saving Lives Our Devotion



Normal Driving

Hydraulic Brake System
“Safe Stop and Stand Still”



Hazardous Situations

Electronic Brake System
“Stabilize and Emergency Brake”



Crash

Restraint System
“Mitigate the Impact”

All our solutions are based on:



Sense

Plan

Act

Continental's Safety Business

Comprehensive Portfolio

Sensors



Speed, Position Sensors



Tire Pressure Sensor, eTIS¹



Current, Inertial, ...

Hydraulic Brake Systems



Brake Calipers



Electric Parking Brake



Booster, Vacuum Pump

Electronic Brake Systems



Restraint Systems



A CONTINENTAL • NEXTEER
MOTION CONTROL VENTURE

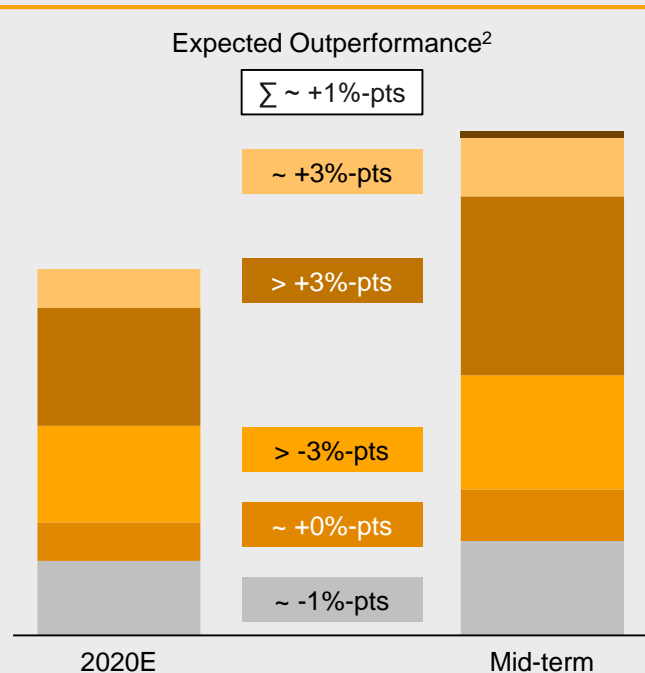
Motion Control System

¹ eTIS: electronic tire information system

Continental's Safety Business

Leading Player with Track Record of Profitable Growth

Sales in Action Field¹ (€)



Safety & Motion High Performance Computer

- › Translate system and integration expertise to upcoming central ECU³ market

Sensors

- › Refine and extend portfolio to tackle rising demand on automotive sensors

Electronic Brake Systems

- › Benefit from integration to increase content and retain technology leadership

Hydraulic Brake Systems

- › Selective innovations to compensate for price erosion of standard components

Restraint System

- › Leverage in-house competencies for new functions to protect market position

Other products

- › Aftermarket, washer systems, build to print

¹ Based on mid-term IHS light vehicle production (LVP) forecast from November 2020 | ² Mid-term organic sales growth above IHS LVP; in percentage points | ³ ECU: electronic control unit

Sensors Are the Base for Safety and Automation

Strong Position Today. Extending Portfolio for Tomorrow's Opportunities

Automotive trends drive increase of vehicle functions



Sensors are essential for functions



Need for more and new sensors



Today

Strong position leveraging our engineering and manufacturing expertise.

>300 mn sensors¹
delivered in 2019

Tomorrow

Assert position through portfolio refinement and extension.

3% outperformance²
2020E – mid-term

Wheel Speed Sensors
High resolution, AD³ ready



Battery Sensors
Electrical vehicles



Tire Information System
Tire & road condition



¹ excluding airbag satellite sensors | ² Mid-term organic sales growth above IHS LVP; in percentage points | ³ AD: automated driving

All Future Cars Need a Brake System

Friction Brakes with Electronic Brake System Stay the Dominating Solution



**Normal
Braking**



**Emergency
Braking**



Stabilization



**Standstill
Management**



**Fail
Operational**

**Friction Brake
& EBS**



**Recuperation
only**



All Future Cars Need a Brake System

Top Market Position by Translation of Trends into Tangible Products

Market 2025



**Corrosion
robustness**



**Brake dust
reduction**



The New Generation of Drum Brakes

- › Low brake dust emissions
- › Corrosion resistant
- › Integrated electric parking brake
- › Patented design

Ø EPB³ content per car



100%

Today

~125%

Mid-term

Two Trends
One solution: **EPB Si**

1st to Market
with VW ID.3



+7 additional awards

¹ EV = electrical vehicle (BEV, HEV, 48V) | ² ICE = internal combustion engine | ³ EPB = electric parking brake

All Future Cars Need a Brake System

Integration Increases Content per Car

Conventional = different components



One Box = integration into one unit



- › Superior performance
- › Full recuperation
- › HAD¹ ready
- › Better packaging

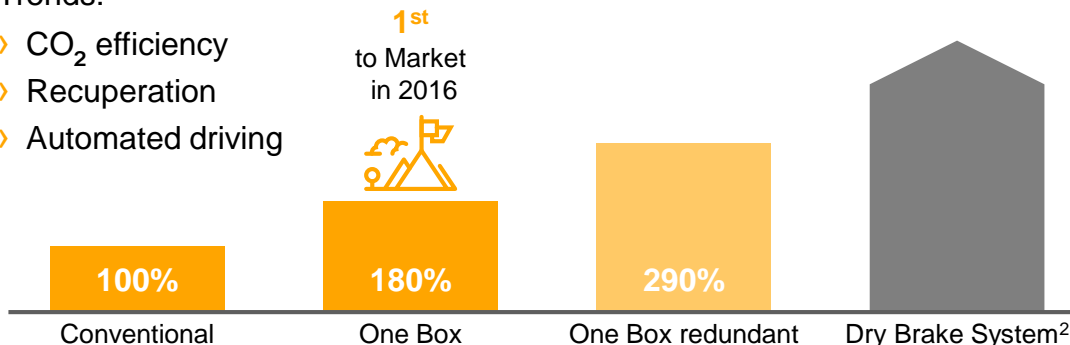
One Box Installation Rates⁴



Typical content per car

Trends:

- › CO₂ efficiency
- › Recuperation
- › Automated driving



6 OEM, 53 SOPs³ to date

~1 mn Units delivered in 2019

37 Awards in backlog

All platforms of a premium OEM
(recent award with additional € 1.8 bn LTS⁵)

¹ HAD: Highly Automated Driving | ² Feasibility Study | ³ SOP: Start of Production | ⁴ Internal outlook based on customer awards and request for quotation | ⁵ LTS: lifetime sales

Restraint Systems Become Anticipatory and Connected

Continued Top Market Position. Leverage In-house Portfolio and Expertise

Trends



Occupant
Freedom



Vehicle
Designs



Safety
Standards



ADAS



Cabin
Sensing



Smart
Infrastructure

**Near Field Environment Model
Occupant Safety Monitoring**

New Functions

**PreCrash Safety Monitoring
Adaptive Deployment Strategies**



30 Awards
2018



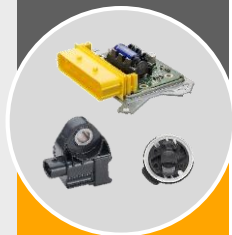
30 Awards
2019



~22 mn Units
supplied in 2019



~100 mn Satellites
supplied in 2019

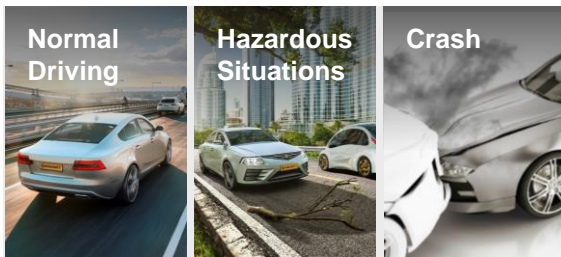


Enablers

System and Integration Expertise Is Key

Well Prepared for Next Step of Vertical and Horizontal Function Integration

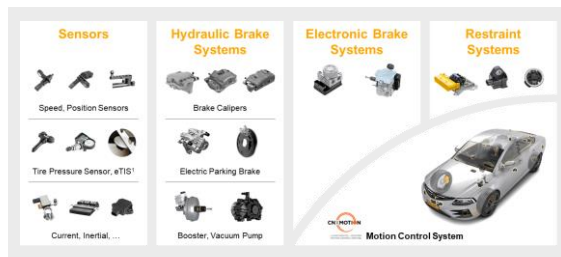
All Driving Situations



Complete Chain of Effects



Comprehensive Portfolio



Extensive knowledge and understanding of the system –
from the individual components up to the whole vehicle

Makes us partner of choice in the global safety market

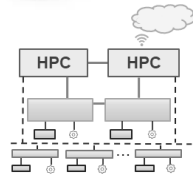
System and Integration Expertise Is Key

Our Expertise Makes Us the Right Development and Integration Partner

Growth in Enhanced Functions/Features

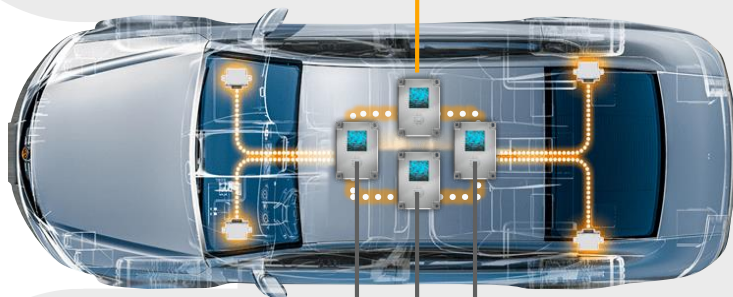


Rolling Chassis



ECU³ Consolidation to Central Servers

Safety & Motion HPC¹

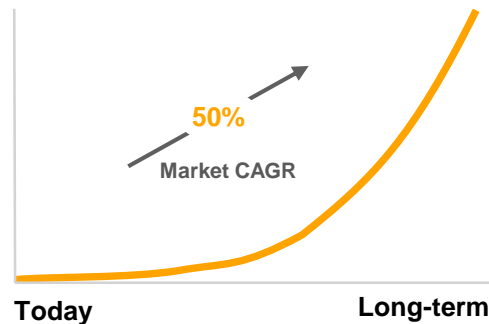


Body HPC

AD HPC

Cockpit HPC

Market Outlook



Source: Continental own estimates

4 RFIs² running with targeted SOP in 2025

¹ HPC: high performance computer | ² RFI: request for information | ³ ECU: electronic control unit

Safety Is not Negotiable

Summary



Transformation of the automotive industry is **not disrupting** the safety market but driving innovation

Sustainable top market position across complete portfolio in a large and stable market

Solid content per car growth assured by innovations and new products to counteract commoditization

Tackling new opportunities using our extensive knowledge and integration expertise from component up to vehicle level

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