Capital Market Days 2020
Strategic Action Field: Smart Mobility
Becoming a Leader in Smart Mobility

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

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December 10, 2020
Strategic Action Field: Smart Mobility

Becoming a Leader in Smart Mobility

- Autonomous Mobility
- Smart Mobility
- User Experience
- Safety

Software and Systems Excellence

Architecture and Networking
Smart Mobility Mission

Make transportation more **efficient**!

Make traffic **safer**!

Reduce **total cost of ownership**!

Protect the **environment**!

**Add value** to the customers’ business!
Smart Mobility

Key Statements/Executive Summary

Mobility today partly smart:
Fragmented, most unconnected, island solutions

Smart mobility:
Connects data and uses knowledge to provide insights and recommendations

Use data for business
Transmit data
Generate data

Sensor/actuator
Telematics (TCU)
Service

Smart solutions
› Various customer groups
› Full stack
› Multiple business models
Growing Need for Smart Mobility Solutions
Converging Requirements & Demands from CV and PV Worlds

Commercial Vehicle Fleet Operators

› 100% of trucks connected
› Digital logistics value chain drives CV fleet services
› Big data – analysis of data across brands, vehicle types, sensors and markets

Growth Drivers

- Digital logistics value chain
- Regulations – safe, clean & fair
- New mobility business models
- Orchestrator solutions – cross-technology

Private & Fleet Operators of Passenger Vehicles

› New business models like sharing & hailing disrupt mobility
› Fleet vehicles managed as investment goods
› Demand for Total cost of ownership (TCO) reducing services
Key Challenges of Smart Mobility
Our Capabilities and Solutions Provide Customer Value

Customer Challenges

Scattered landscape of independent elements
Difficult to interpret data from a multitude of sensors and actuators
Necessity to use several solutions in parallel

Continental Solutions

Modular full stack solutions and systems from sensor to service
Longstanding experience working with and profound understanding of automotive sensors, actuators and computing
Holistic end-to-end integrated systems providing superior insights in an easy-to-use solution
Smart Mobility
Comprehensive Portfolio of Solutions to Drive Strong Growth

Sales in Action Field¹ (€)

Expected Outperformance²

- ∑ ~ +10%-pts
- ~ +50%-pts
- ~ +50%-pts
- > +20%-pts
- > +10%-pts
- ~ +5%-pts

Remote Vehicle Data
› Cross-brand vehicle data access solution

Key as a Service
› Established OE and fleet smartphone integration for car access

eHorizon
› Proven OE integrated solution for CO₂ and fuel consumption reductions

Fleet Management Solutions
› Solid position in fleet management provider in NA and EU

Digital Tachograph
› Established business in tachographs in EU and future trust center

Other

1 Based on mid-term IHS light vehicle production (LVP) forecast from November 2020
2 Mid-term organic sales growth above IHS LVP
Comprehensive Smart Mobility Solutions
Expanding Offerings to Cover Needs of Diverse Customer Groups

Customer Groups | CV OEMs | PV OEMs | Logistics Fleets | Mass Transit | Vocational & Off-Highway Fleets | Breakdown Service Providers | Workshops & other AM Applications | Mobility Fleets
---|---|---|---|---|---|---|---|---
Fleet type

<table>
<thead>
<tr>
<th>Fleet type</th>
<th>Continental Solution</th>
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<tbody>
<tr>
<td>CV Fleets</td>
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Customer Groups
- CV OEMs
- PV OEMs

Logistics Fleets
- Mass Transit
- Vocational & Off-Highway Fleets
- Breakdown Service Providers
- Workshops & other AM Applications
- Mobility Fleets

Fleet type
- CV Fleets
- PV Fleets

Continental Solution
- Key as a Service
- Remote Vehicle Data
- eHorizon
- Fleet Management
- Digital Tachograph

In the market
- Key as a Service
- Remote Vehicle Data
- eHorizon
- Fleet Management
- Digital Tachograph

In development
- Key as a Service
- Remote Vehicle Data
- eHorizon
- Fleet Management
- Digital Tachograph

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December 10, 2020
Digital Tachograph
The Trusted Data Center in the Vehicle

Product
› Tracking of **driving and rest periods**
› Transmit **speed, driver and weight information**
› Ready for **cabotage, on-board weighing and CO₂ regulation**

Benefits for customers
› **Compliance** with all regulations, e.g., EU Mobility Package I & II – **mandatory** for each truck
› Secured **against manipulation**
› Store safe and secure in our **secured network**

Continental positioning
› **Established business** in the EU
› Trusted supplier of **easy-to-use solutions**
› **Deep vehicle integration**
› **THE trusted data center** for all future applications
Fleet Management Solutions – Logistics and Vocational
Reduce Total Cost of Ownership

Modular and holistic end-to-end solutions to **reduce the total cost of ownership**

**Product**
- Precise routing and tracking
- Actionable **reports and dashboards**
- **Driver efficiency** scoring and coaching
- **Verified pre-trip inspections**

**Benefits for customers**
- Analyze fleet and business **data** to optimize processes
- Increase **driving efficiency** and save fuel
- Improve **driver safety**

**Continental positioning**
- With the **ZONAR** brand solid position in fleet management
- **Vehicle knowledge and integration** is essential for the future full digital logistics chain
# Fleet Management Solutions – Student Transportation

Protect Students Lives as Unlimited Value

<table>
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<tr>
<th>Product</th>
<th>Benefits for customers</th>
<th>Continental positioning</th>
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<tbody>
<tr>
<td>› School bus tracking for <strong>student safety incl. ridership app</strong></td>
<td>› Protecting the lives of ~10 million children in North America every day</td>
<td>› Building on <strong>established market position</strong> in integrated safety solutions for school buses</td>
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<tr>
<td>› <strong>Verified inspections</strong>, incl. sanitation in a pandemic</td>
<td>› Peace of mind for <strong>parents</strong></td>
<td>› <strong>Full system solution</strong> for school districts</td>
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<tr>
<td>› <strong>Stop arm camera</strong> safety program</td>
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eHorizon Solutions
Environmental Protection Meets Fleet TCO Improvement

Product
› Automatically set gear, engine characteristics and speed
› Use information on road profile ahead
› More integrated and connected data model includes traffic and road condition information

Benefits for customers
› Saving >10,000 liters diesel in the lifetime of a truck
› >1.8 bn liters diesel saved\(^1\)
› >4.6 mn tons CO\(_2\) reductions\(^1\)

Continental positioning
› Established and proven OE integrated solution
› Automatic and reliable reduction of emissions and fuel consumption

\(^1\) Cumulated over lifetime | Sources: own estimates
Key as a Service
Continental Creates Mobility Experience

Product
› Provide access and start authorization via smartphone
› Secure cloud back-end and highest security standard
› Short loop communication

Benefits for customers
› Smartphone Access will be standard in the near future
› Coverage across various OEs – factory and aftermarket
› Significantly reduce effort and costs for service delivery

Continental positioning
› Solid position for OE installed car access systems
› Established in several car sharing fleets and roadmap for rollout in execution
› Already generating 20k keys per day

Access
Enables vehicle access across multiple OEMs

Data
Accurate In-Car Telematics

Location
Accurate Vehicle Position

Aftermarket solution
Retrofitting for multiple OEMs
Remote Vehicle Data
Diagnostic Data to Enhance Fleet Business Models and TCO

Product
› Access to comprehensive manufacturer specific vehicle data
› Coverage of various OEMs
› Predictive maintenance enabler

Benefits for customers
› Increased uptime and reduced breakdowns
› Improved service quality
› Significantly reduce effort and expenses for service delivery

Continental positioning
› Continental with an established position in vehicle electronics is mastering all information in and around the car already
› Solution active in the market

4G
Lib
Manufacturer specific data
Data management
Breakdown Service Provider
Independent Aftermarket
PV Fleet Management

manufacturer specific data
Data management
Breakdown Service Provider
Independent Aftermarket
PV Fleet Management

Increased uptime and reduced breakdowns
Improved service quality
Significantly reduce effort and expenses for service delivery
Continental with an established position in vehicle electronics is mastering all information in and around the car already
Solution active in the market
Cooperation Across Continental
Enabling Integrated Solutions

Coming from tires

Offering tires
Single services

Bundling single services

Moving to selling value

Embracing digitalization

ContiPressureCheck™
ContiLifeCycle™
ContiConnect™

Intelligent tire

Heading toward

Integrated solutions provider

Step to Solutions Provider

› Industry development from products towards selling integrated smart systems and services – extracting added value
› Continental as only integrated Tire and vehicle electronics player is positioned to provide these solutions
Continental Established in Full Stack
Modular Architecture for More Service Opportunities

Established service
Existing back-end infrastructure and running services (ContiTech, fleet management system, Tire information system)

Solid market position for TCU
OBD²-II Dongle in production
Solid position in 3G, 4G, 5G telematics
Established in digital tachographs

Large portfolio of sensors/actuators
Bluetooth low energy, tire sensor, door-access-controls, on-board weighing, NOx sensor

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1 TCUs: Telematic Control Units
2 OBD: On-board diagnostics
Becoming a Leader in Smart Mobility
We Enable the Vehicle as a Commercial Asset for the Fleet!

Digital logistics value chain
Massive efficiency gains in B2B through fully digitized logistics chain enabled by Continental solutions

Regulations – Safe, clean and fair
Trusted supplier of easy-to-use solutions covering all regulations on environment, safety and compliance

New mobility business models
Key enabler for new business. Significantly reduced effort for service delivery. Full TCO management based on insights

Orchestrator solutions – Cross-technology
Superior understanding of the vehicle combined with system integration capability as key differentiator
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