Please cover the shaded area with a picture.

(24,4 x 7,6 cm)

Capital Market Days 2020
ContiTech: Material Science
Enabling The Way Beyond Rubber

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

Dr. Jens Hoegermeier, Head of Advanced Technology Development, ContiTech
December 11, 2020
Today’s ContiTech Is Already Moving Beyond Rubber

150 YEARS

of material expertise at the heart of our development. And the story continues beyond rubber…

1871

100% Rubber

2021

30% Rubber

We are material experts and provider of complex systems
The World Is Changing: Industry Megatrends
Why We Are Developing Beyond Rubber

Infrastructure changes
› Trainlines and transportation
› Alternative energies

Automation
› Automated harvesting
› Automated production

Industry solutions
› Predictive maintenance
› Connectivity
› Internet of Things in production
The World Is Changing: Automotive Megatrends
Why We Are Developing Beyond Rubber

Gasoline engine
› ~ 78 connections
› ~ 14.3 m plastic lines
› Up to 6 sensors
€135 Content per vehicle

Hybrids
› ~ 89 connections
› ~ 20.7 m plastic lines
› Up to 9 sensors
€190 Content per vehicle

Electrified powertrain engines
› ~ 95 connections
› ~ 26.8 m plastic lines
› Up to 12 sensors
€230 Content per vehicle

ICE¹ Technology
Hybrids
BEV²

1 ICE: Internal combustion engine
2 BEV: Battery electric vehicles
Customer challenges

- BEV\(^1\) range (battery temperature)
- Remote area breakdowns
- Digital integration in interior
- Internet of Things in production
- Automated tooling recognition
- Demand for information

Metal structures in cars (weight)

Solutions

- Active thermal battery management
- Functionality interior sensor integration
- Smart tooling (RFID\(^2\) etc.)
- Predictive maintenance
- Composites to replace metal for weight reduction

Enabler

- Engineered thermoplastics
- Rubber/thermoplastics hybrid materials
- Composites (fibers etc. in rubber/thermoplastics matrix)

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\(^1\) BEV: Battery electric vehicles
\(^2\) RFID: Radio frequency identification
Thermoplastics
Enabler to Solve Customer Challenges

Battery management system ID.3 enabled by thermoplastics technology

1 Content in electric vehicle versus in a same sized internal combustion engine vehicle
Sustainable Materials
Research for a Greener Tomorrow

Customer challenges

<table>
<thead>
<tr>
<th>A sustainable future</th>
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</thead>
<tbody>
<tr>
<td>Recycling</td>
</tr>
<tr>
<td>Renewable materials</td>
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<tr>
<td>Waste reduction</td>
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</tbody>
</table>

Solutions

<table>
<thead>
<tr>
<th>Use of renewable materials</th>
<th>5 projects</th>
</tr>
</thead>
<tbody>
<tr>
<td>Integration of recycled materials</td>
<td>4 projects</td>
</tr>
<tr>
<td>Waste reduction</td>
<td>5 projects</td>
</tr>
</tbody>
</table>

Enabler

› Renewable materials compounding
› Sustainable supply chain (focus on natural rubber)
› Conflict mineral elimination

First consumer product:
Garden hose from renewable rubber based on sugar cane
How To Be Successful
Material Science: Chemistry Meets Processing

Closed loop development!
› Compounding and processing know-how
› Optimal quality throughout full value chain
› Continuous improvement by advanced analytics
How To Be Successful
Material Science: Chemistry Meets Processing

Customer challenge

Recipe mixing

Processing and process development

Customer solution

Product design and production

**BUT**

*it doesn’t end here:*

Only full know-how and constant improvement of all value-adding steps create successful products in material science!
How To Be Successful
Material Science: Chemistry Meets Processing

Customer challenge

Recipe mixing

Processing and process development

Product design and production

Tests/failure analysis/ market benchmark

Product in market

Customer solution

Test method, process and material development

Recipe mixing

Processing and process development

Product design and production

Tests/failure analysis/ market benchmark

Product in market
How To Be Successful
Competences Beyond Chemistry: Analytics

Our steps for fast product improvement
1) Collect customer feedback
2) In-house analytics and know-how
3) Generate understanding
4) Initiate product improvement

Composites: Gradient materials
Composites: Elementary composition

Full analytics in house
› Electron microscopy
› Material composition analysis
› Gas and liquid chromatography
› …

Next generation of materials
Advanced analytics

Quick reactions to market feedback and benchmarking
Why We Are Strong in Material Science

Summary

Strong base
Material Science is part of our DNA – for 149 years and counting!

Customer focus
Material science beyond rubber enables customer focused solutions

Agile inventor
Our closed loop development and unique analytics allow us to create new solutions
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