Bitte decken Sie die schraffierte Fläche mit einem Bild ab.

Please cover the shaded area with a picture.

(24,4 x 7,6 cm)

Capital Market Days 2020
Tires: Our Opportunity
From Tires and Services to Integrated Solutions Provider

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

Tansu Isik, Head of Strategic Business Development & Global Marketing
December 14, 2020
Our Opportunity
Fleets, Connectivity and New Mobility Drive Demand for New Solutions

Fleets
New Mobility
Connectivity

New Customer Needs
Data-driven services
Integrated solutions
New business models
Our Journey
From Tires and Services to Integrated Solutions Provider

Coming from tires

Moving to selling value

Offering tires + Single services + ContiLifeCycle™
Bundling single services

Embracing digitalization

ContiPressureCheck™
ContiConnect™
Intelligent tire

Heading toward

Integrated solutions provider
Our Opportunity
Solving Customer Needs Requires Product and Service Innovations

Productivity
- Increase uptime

Efficiency
- Decrease TCO\(^1\)

Safety and Compliance
- Zero incidents

Environment
- Reduce direct and indirect emissions

Convenience
- Decrease administrative burden

\(^1\) TCO: Total Cost of Ownership.
Our Portfolio
Conti360: Holistic Solution Portfolio to Fulfill Evolving Customer Needs

- Tire condition monitoring
- Analytics and optimization
- Premium Tires
- Tire and vehicle services
- Breakdown service
- Retread solutions

Conti360 SOLUTIONS
Our Edge: In-house Automotive Expertise
Unique Differentiator Within the Tire Industry

Remote Vehicle Diagnostics
Fleet Management Solutions
Electronics and Sensors Portfolio

Full technology portfolio and system competence
Superior understanding of vehicles
Vertical and horizontal integration capability
From Selling Tires to Integrated Solutions
Increasing Value Creation and Customer Retention

- **Growth**
  - through new revenue streams

- **Margins**
  - through increased services

- **Stability**
  - through subscription models

- **Returns**
  - through low capital intensity

**Single Product and Service Sale** → **Subscription Revenue**

- Tires
- Services
- Retread
- Electronics
- Conti360°
Use Case: Car-sharing
Digital Tire Monitoring and Prediction Models via ContiConnect Live

Benefits

› Increased efficiency for tire monitoring and services
› Reduced amount of incidents → higher uptime!
› Increased end user satisfaction
Use Case: Logistics Fleet
Pay Per Kilometer – Full Service via Conti360° Fleet Solutions

Benefits
› Downtime reduction
› Plannable costs based on monthly installments
› Access to pan-European service network for planned services at reliable quality

Tires as a Service

Fleet Checks
Tire Service
Breakdown Service

In cooperation with
Deutsche Post
DHL
Use Case: Liquid, Dry Bulk, Specialty Hauler

ContiConnect Yard

**Benefits**

› Reduction of tire related roadside breakdowns to zero

› 50% reduction of cost in emergency roadside calls
Our Journey Toward Integrated Solutions Provider
Commercializing New Opportunities into Sustainable Value Creation

Market

Data-driven services

New business models

Integrated solutions

Continental

Automotive expertise

Global service network

Tires sales split

Mid-term to long-term

today

Growth through new revenue streams

Margins through increased services

Stability through subscription models

Returns through low capital intensity

Solution business
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