Continental AG's Quarterly Reference Sheet

April 1, 2025

This reference sheet is a quarterly summary of public information previously provided by Continental AG, or otherwise available in the market, which may support in assessing Continental AG's financial performance ahead of its Q1 2025 results on May 6, 2025. With this summary, Continental AG will not provide any new information or commentary on current trading.

Please note that this release and all information herein is unaudited. Our next quiet period starts on April 6, 2025.

Automotive Group Sector (Q1 2025 vs Q1 2024 – year on year)

Market / Macroeconomic Development

- **Worldwide:** Most recent global market updates for light vehicle production (LVP) in Q1 expect a slight decline on a global scale.
- **Europe:** LVP is expected to be down by almost 10%, with first signs of stabilization.
- **North America:** Light vehicle production is expected to be down around 7%, partially related to economic uncertainty.
- **China:** LVP in China is expected to increase by mid-to-high single digits, performing better than anticipated at the beginning of the year.

Latest Management Commentary on Continental's Development

- The overall start into the year is in line with expectations.
- **Market impact:** Global light vehicle production volumes, regionally weighted for Continental, are expected to be down in the mid-single-digit percentage area.
- **Currency effects**: Potential slight positive impact on sales development.
- **Outperformance:** More sustainable price agreements concluded in 2024 should contribute positively, whereas delayed new product launches as well as product and customer mix continue to be a burden.
- **Self-help programs:** Positive contribution from fixed-cost savings program – in both admin and R&D expected in Q1.
- The additionally announced improvement measures in R&D led to provisions in a low three-digit million-euro range – however, these do not affect adjusted EBIT.
- Slight positive effects could result from changes in input costs.
- The current tariff situation and the development of new product launches are creating high levels of uncertainty, impacting strategic planning and market predictions.
- **Summary:** The implemented measures are expected to result in improvements compared to last year's first quarter. Despite a lower top-line, the adjusted EBIT margin is anticipated to be at around break-even in Q1.

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Tires Group Sector (Q1 2025 vs Q1 2024 - year on year)

Market / Macroeconomic Development

- **Original equipment (OE) passenger car tires:** Continuing weak volumes in the OE passenger and light truck (PLT) tires segment.
- **PLT replacement tires:** PLT replacement markets in Europe and APAC improved in Q1 while the North American PLT replacement market was stable.
- **Commercial vehicle tires:** Both OE and replacement volumes remained muted, however with further slight signs of stabilization in the EMEA and North American replacement market for truck tires.

Latest Management Commentary on Continental's Development

- **Currency effects**: Potential slightly negative impact on sales development.
- **Market impact:** Overall, we expect a rather flat up to a potentially slightly positive volume development.
- **Sales price/mix:** Expected to be positive in the low-to mid-single digit range, more than compensating higher input costs from raw material and wage inflation.
- **Summary:** Quarterly performance in line with expectations. The Q1 margin is likely to be at the lower end of the guided full-year range - an improvement compared to Q1 2024.

ContiTech Group Sector (Q1 2025 vs Q1 2024 – year on year)

Market / Macroeconomic Development

- The industry as well as the automotive market continue to face ongoing challenges, which are impacting the overall performance.
- The development in the industrial business during the first half of 2025 is expected to be in line with the development seen in the second half of 2024.

Latest Management Commentary on Continental's Development

- **Performance:** The challenging start into the year is in line with expectations. Improvements in sales development are expected over the course of the year.
- **Self-help programs:** The strict focus on fixed-costs management and improvements in production performance are expected to almost offset the negative impact from lower sales.
- The announced improvement measures lead to provisions in a mid-double-digit million-euro range – however, these do not affect adjusted EBIT.
- **Overall:** Sales in the first quarter are expected to come in at a similar level as in the second half of 2024, in line with the development of the industrial sector. This means a significant decline compared to the first quarter of 2024.
- Cost improvement measures should help to defend the profitability level of the first quarter of the previous year.

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Group Free Cash Flow

Latest Management Commentary

- As expected, a seasonally weak start into the year, however with clear improvements in the operating result.
- Q1 2024 was significantly impacted by the repurchase of shares in ContiTech AG, whereas Q1 2025 was burdened by cash outflows for restructuring and the preparation of the spin-off.
- **Overall:** Better free cash flow performance than in Q1 2024 expected, mainly driven by the one-off effect in last year's Q1.

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