

# Progress Arises from Change.

**Continental AG**

UniCredit Automotive Credit Conference, June 22, 2022

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

Stefan Scholz, Group Treasurer

# Agenda

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- 1 Financial Situation
  - 2 Technology Trends
  - 3 Sustainability
  - 4 Q1 2022 Results
  - 5 2022 Outlook
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Back-up

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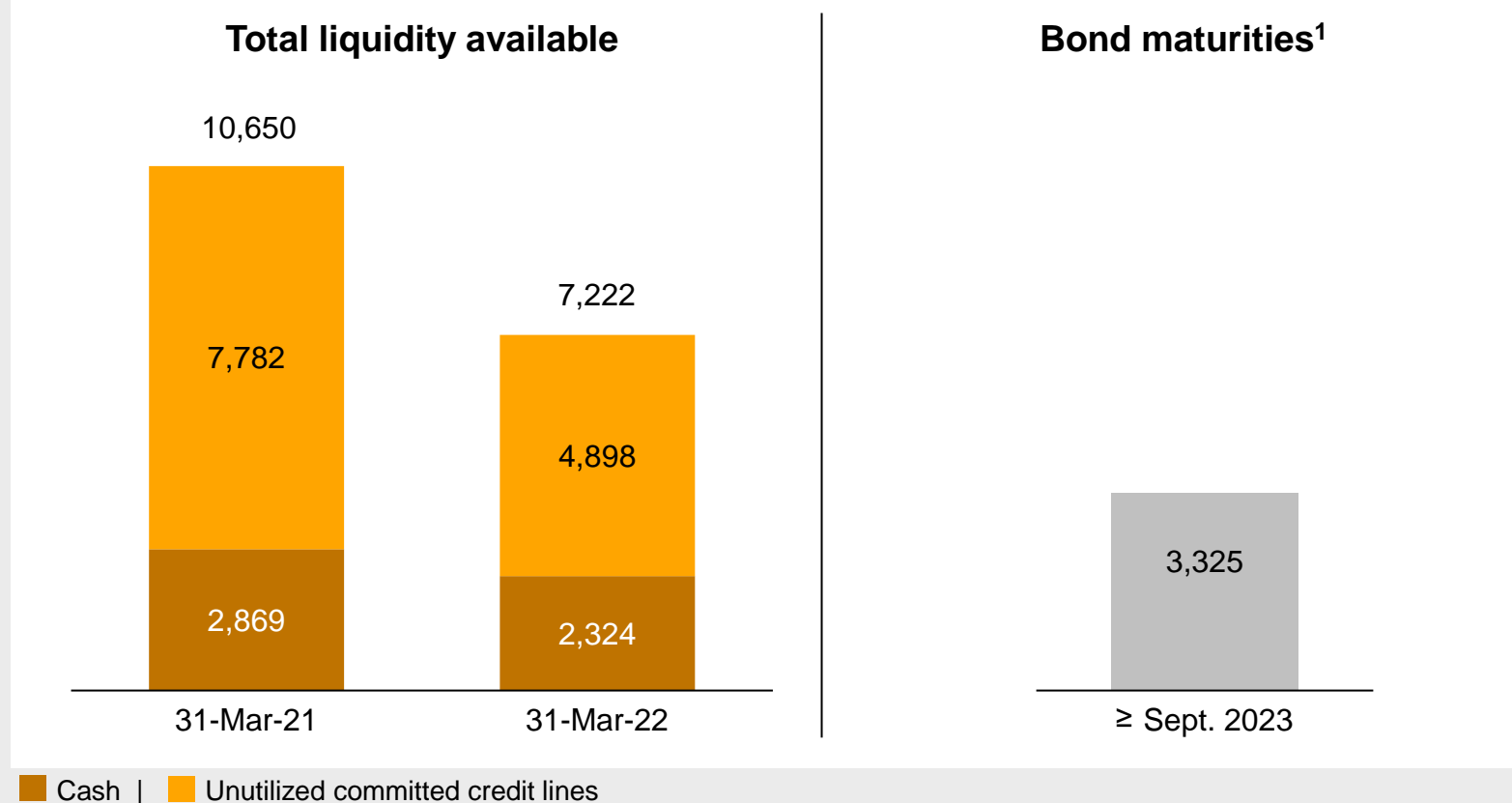
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# 1 | Financial Situation

## Financial Position Remains Solid

### Liquidity and bond maturities (€ mn)



#### Credit Lines

- › €4 bn Revolving Credit Facility was not utilized as of March 31, 2022
- › Availability of the credit facilities is not subject to financial covenants or ratings triggers

#### Bonds

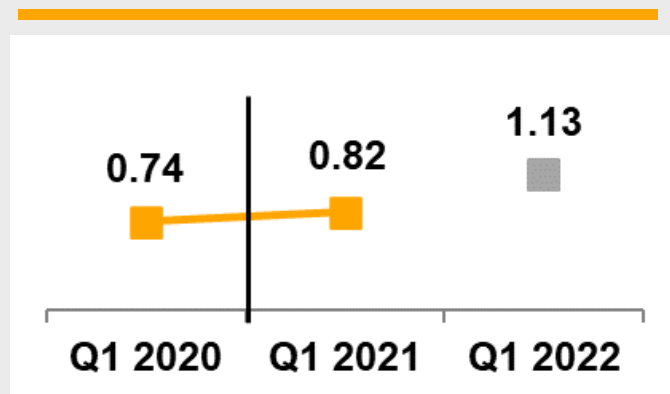
- › Next maturity in September 2023 nom. €500 mn

<sup>1</sup> Bond amounts shown are nominal values.

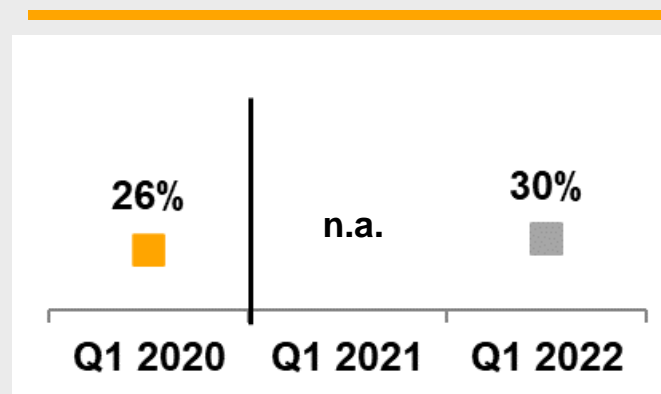
# 1 | Financial Situation

## Investment Grade Credit Profile

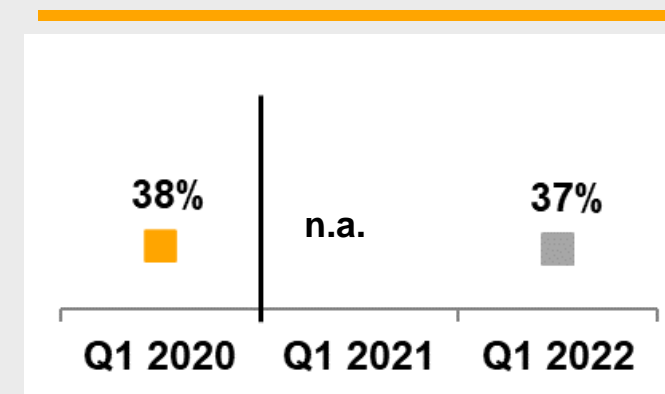
Leverage ratio<sup>1</sup>



Gearing ratio<sup>2</sup>



Equity ratio<sup>3</sup>



### Continental's current credit rating is:

- › Fitch (since April 20, 2020): BBB, outlook stable
- › S&P (since March 30, 2020): BBB, outlook negative
- › Moody's (since March 13, 2020): Baa2, outlook negative

### Continental's targets:

- › Rating: BBB / BBB+
- › Leverage ratio<sup>1</sup>: well below 1.00x
- › Gearing ratio<sup>2</sup>: below 40%
- › Equity ratio<sup>3</sup>: above 30%

<sup>1</sup> Net indebtedness divided by adjusted EBITDA (LTM). For 2020, the leverage ratio comprises continuing and discontinued operations

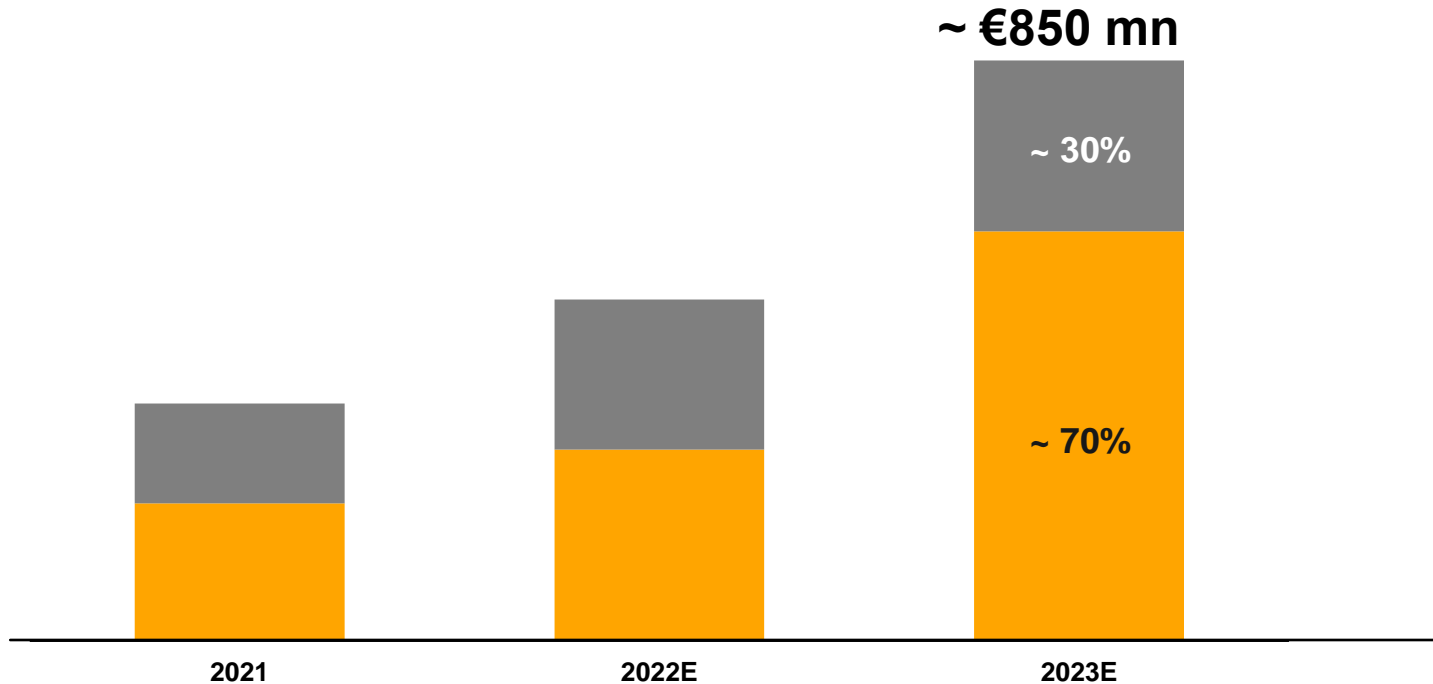
<sup>2</sup> Net indebtedness divided by equity. For 2020 the gearing ratio comprises continuing and discontinued operations

<sup>3</sup> For 2020 the equity ratio comprises continuing and discontinued operations.

# 1 | Financial Situation

## Implementation of Structural Measures on Track

### Targeted annual gross cost savings



■ Automotive and Contract Manufacturing ■ Tires and ContiTech

### Program details

- › Includes footprint, structures and processes
- › Contributions from central functions and business areas
- › Around 23,000 jobs worldwide affected
  - › Major portion in high-cost countries
  - › Negotiations with employee representatives ongoing

# 1 | Financial Situation

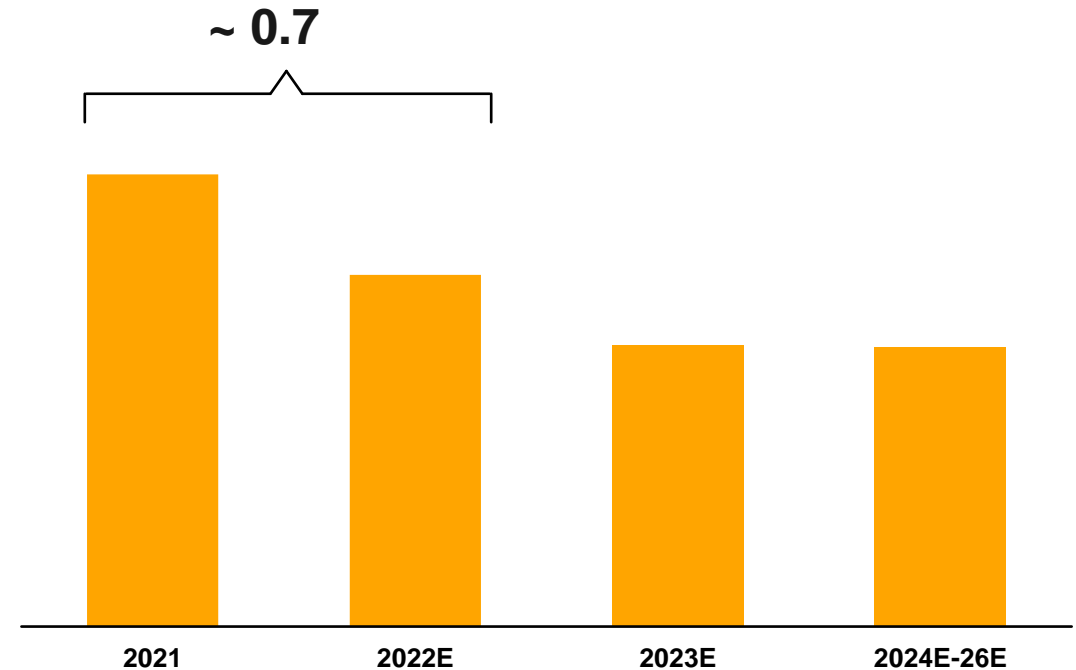
## Cash Outflow for Restructuring Predominantly in 2021 and 2022

Restructuring costs (€ bn)



■ Total costs, predominantly booked in 2019/2020

Cash outflow for restructuring (€ bn)





## 2 | Technology Trends

### Six Dominating Trends Will Define the Future of Mobility

Autonomous  
Mobility



User  
Experience



Smart  
Mobility



Safety



Architecture  
and  
Networking

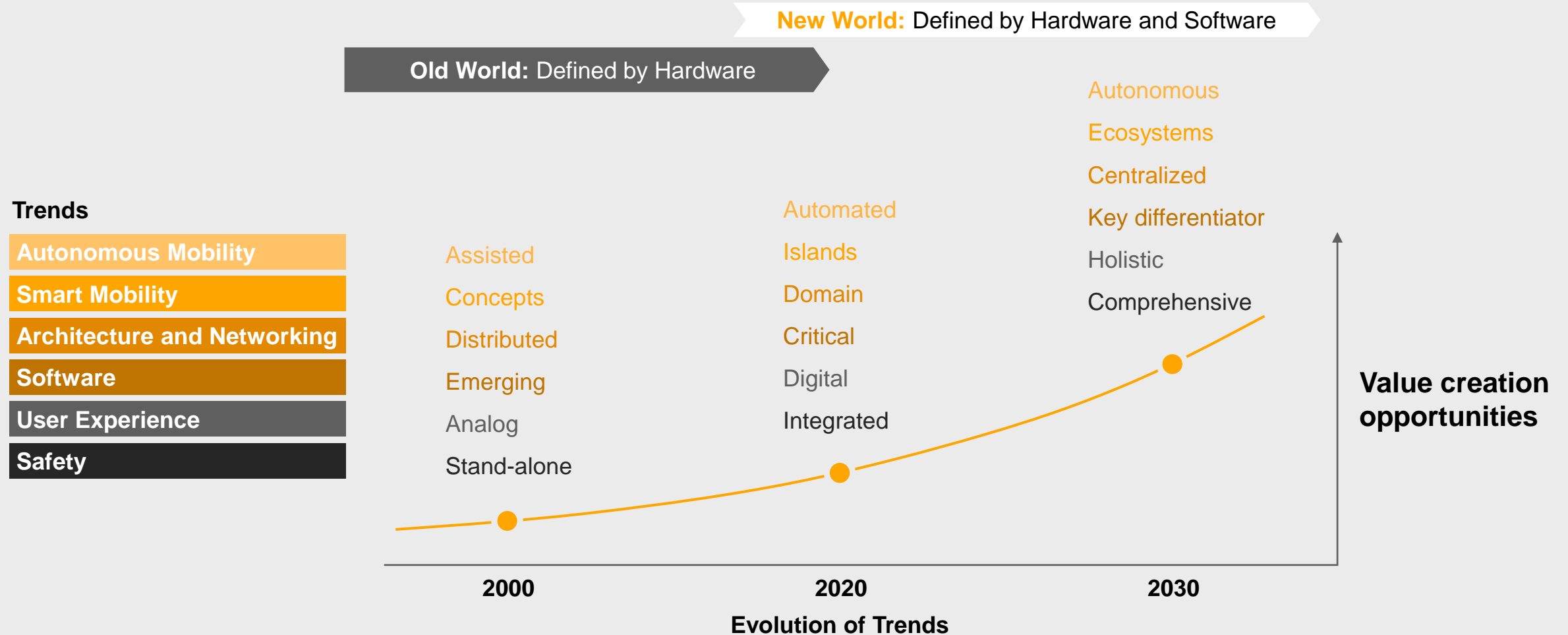


Software



## 2 | Technology Trends

### Expanding Value Creation Opportunities in All Trends





## 2 | Technology Trends

### Automotive – At The Forefront of User Experience

#### IN LAUNCH<sup>1</sup>



L-Shape Display + Cockpit HPC<sup>2</sup>



C-Shape Display + Cockpit HPC<sup>2</sup>



V-Shape Display

#### UPCOMING LAUNCHES



Business win  
with German OEM

C-Shape OLED Display



Business win  
with Asian OEM

V-Shape Display

**> €5.5 bn awarded lifetime sales**  
for Display Solutions with SOP ≥ 2022

#### NEW ACQUISITIONS UNDERWAY



ShyTech Display

<sup>1</sup> Pictures featured on this page belong to their respective owners.  
<sup>2</sup> High-Performance Computer.

## 2 | Technology Trends

### Automotive – Leadership in High Performance Computers (HPCs)

#### First to market

For Volkswagen Group's MEB platform

~ 500,000 ICAS<sup>1</sup> units  
delivered since 2019



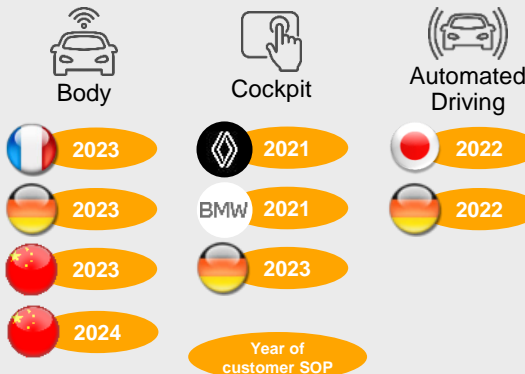
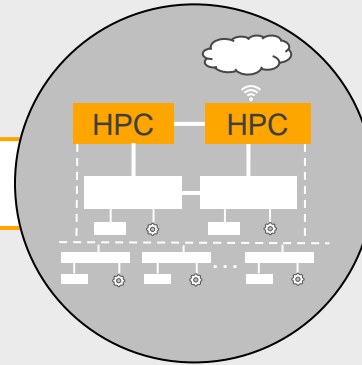
#### Continuing to add value to ICAS through:

- › Software maintenance
- › Functional improvements

#### Upcoming SOPs

HPCs for single domains

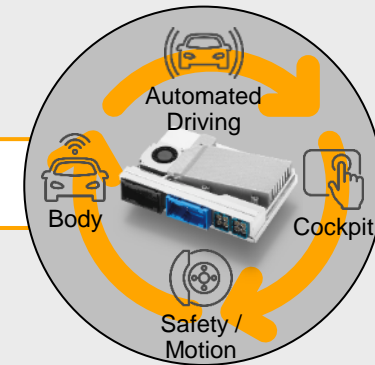
~ €5.5 bn cumulative  
order intake since 2018



#### Future

HPC servers for cross-domain solutions

> 15 active acquisitions underway  
with SOPs starting in 2024

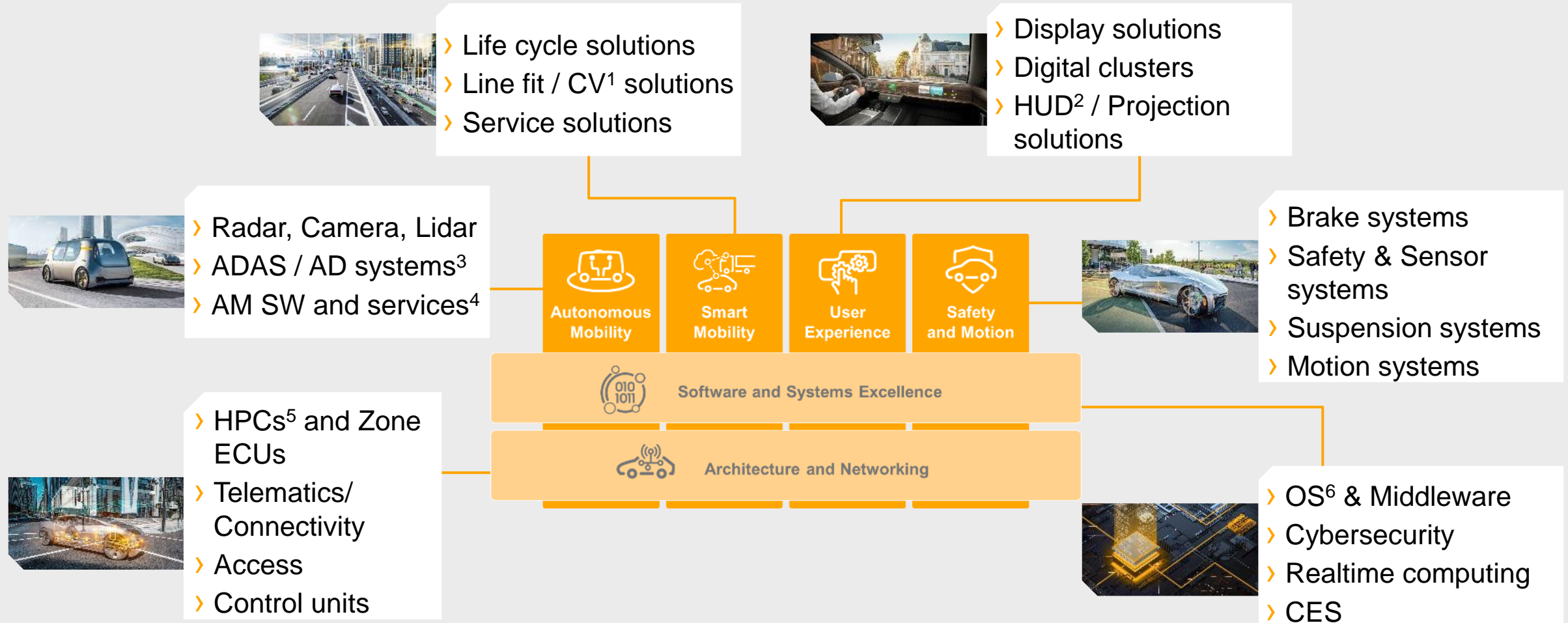


- › Continental as industry & innovation leader in HPCs in all domains
- › Server architecture needed to enable new business models for Continental and OEMs

<sup>1</sup> ICAS: In-Car Application Server.

## 2 | Technology Trends

### Transformation Towards Innovative Mobility With a Comprehensive Portfolio



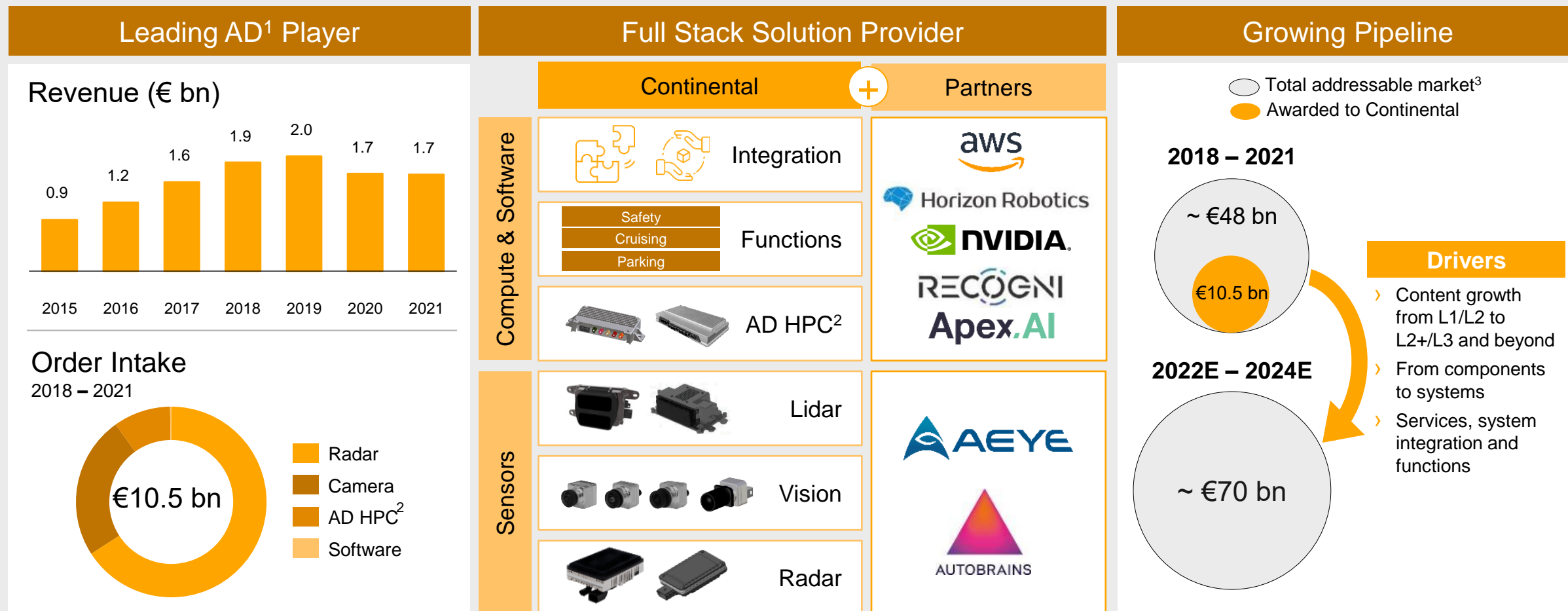
1 Commercial Vehicle  
2 Head-up Display

3 Automated Driving  
4 Autonomous Mobility, Software and Services

5 High Performance Computer  
6 Operating System

## 2 | Technology Trends

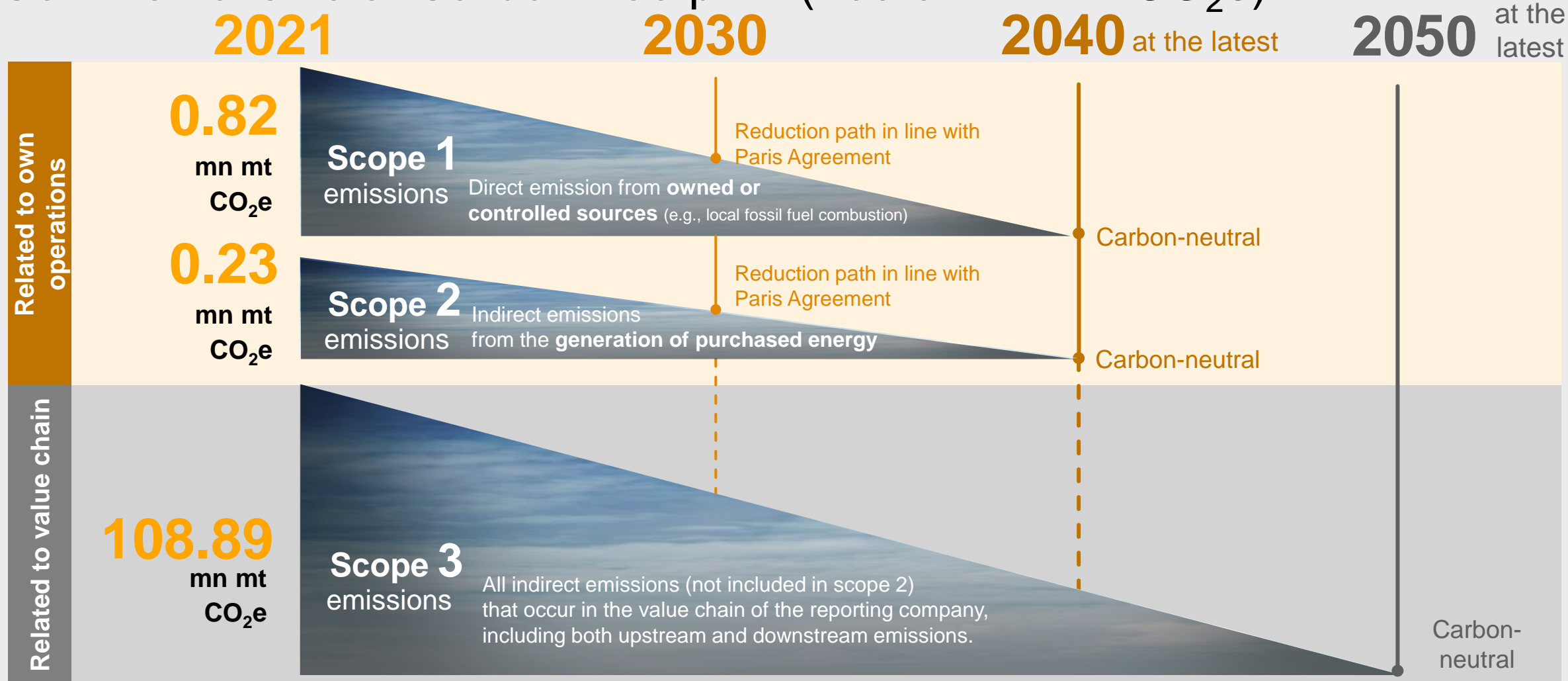
### Leveraging Strong AD<sup>1</sup> Position to Capture Growth Opportunities



<sup>1</sup> Assisted/automated Driving. | <sup>2</sup> AD high-performance computer. | <sup>3</sup> Based on expected lifetime sales of orders awarded during the time period.

### 3 | Sustainability

Continental's Total Carbon Footprint (109.94 mn mt CO<sub>2</sub>e)



Remark: The scopes are not shown to the exact scale for the purpose of better overview, but only indicate the relation of the scopes to each other.



### 3 | Sustainability

## A Unique Offer in the Automotive Supplier Industry

WE OFFER OUR CUSTOMERS THE  
NEUTRALIZATION OF OUR CARBON  
BACKPACK



## Net|Zero|Now

... provides the **necessary speed for our customers** to reach their ambitious decarbonization targets.

... meets the requirements of the **Paris Agreement** by **extending the global carbon budget**.

With Net|Zero|Now, we offer our customers the neutralization of our business carbon backpack through negative emissions. The offer focuses on business with zero-tailpipe-emission vehicles but can now also be used for other business.



# 3 | Sustainability

## The GreenConcept: The Most Progressive Tire In Terms of Sustainability

### Sustainable

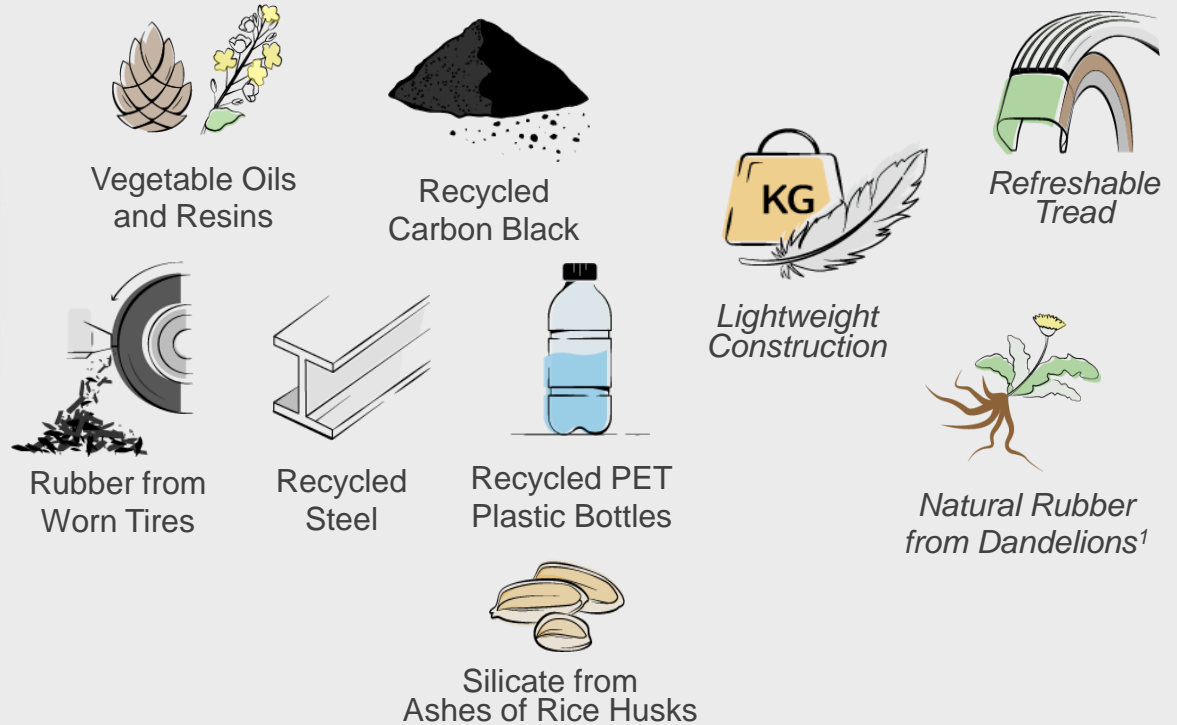
>50% of **renewable** and **recycled materials**!

### Lightweight

40% less weight with our **innovative lightweight construction**!

### Efficient

**Low rolling resistance** exceeding A-Label requirements by **25%!**



<sup>1</sup> Dandelion already in series production for Continental Bicycle Tires

# 4 | Q1 2022 Results

## Q1 2022 Results: Review and Current Priorities

### Review Q1 2022

#### Group

- › (+) Uncertainties in demand due to the war in Eastern Europe persist, however sales mostly unchanged
- › (-) COVID-19 related lockdowns in China added challenges to the overall supply and logistics situation

#### Automotive

- › (-) Inflation headwinds had material influence on margins
- › (+) Customer negotiations to cover cost inflation in progress; first agreements achieved
- › (+) Actively securing semiconductor supplies for 2023 and beyond
- › (+) Order intake of more than €5.8 bn

#### Tires

- › (+) Strong margin, supported also by inventory valuation
- › (-) Further cost increases for raw materials, energy and logistics

#### ContiTech

- › (+) Positive EBIT-contributions from pricing activities for non-OE business
- › (-) Further cost increases for raw materials, energy and logistics

### Priorities FY 2022

#### Operational topics

- › Increase performance with efficiency programs and strengthen focus on cost reduction measures
- › Actively manage portfolio in line with our growth and value strategy
- › Control order intake strictly for profitability optimization
- › Implement sustainable pricing to mitigate broad inflationary headwinds
- › Manage sourcing and logistics challenges to cope with the war in Eastern Europe and COVID-19 lockdowns in China
- › Strategically manage semiconductor-related constraints

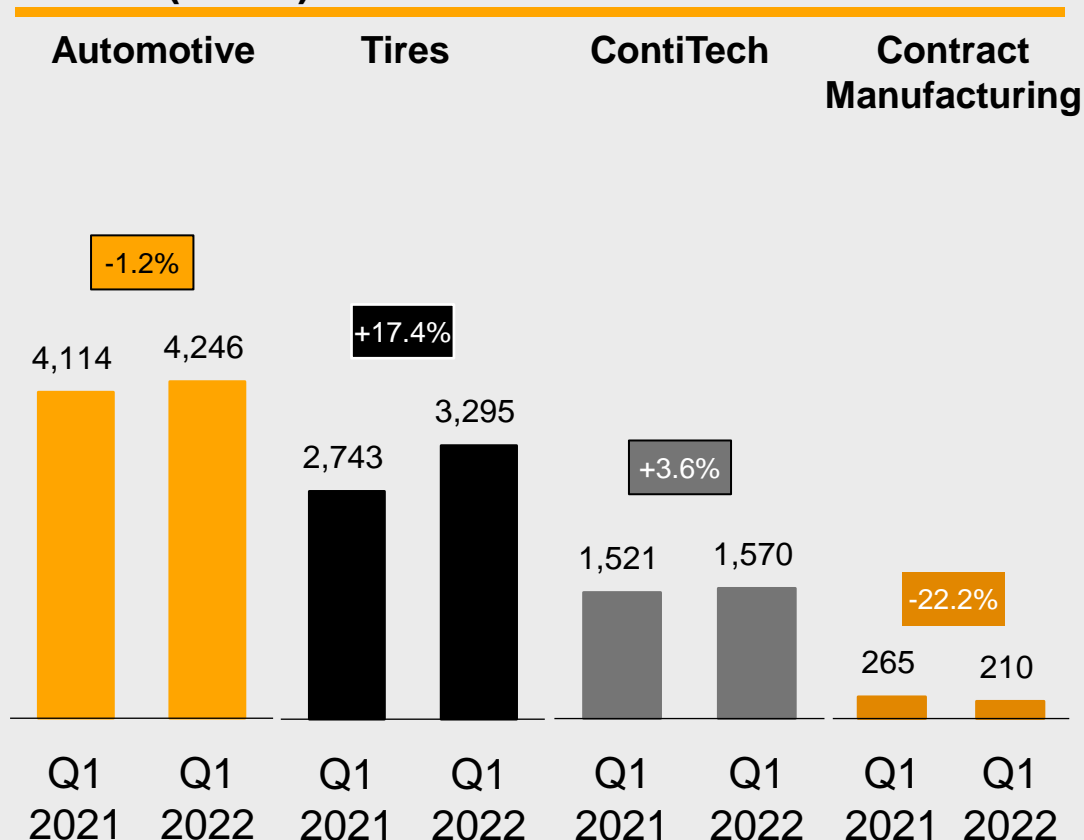
#### Our employees

- › Top priority remains the health and safety of our people
- › Attract and maintain talents within the organization

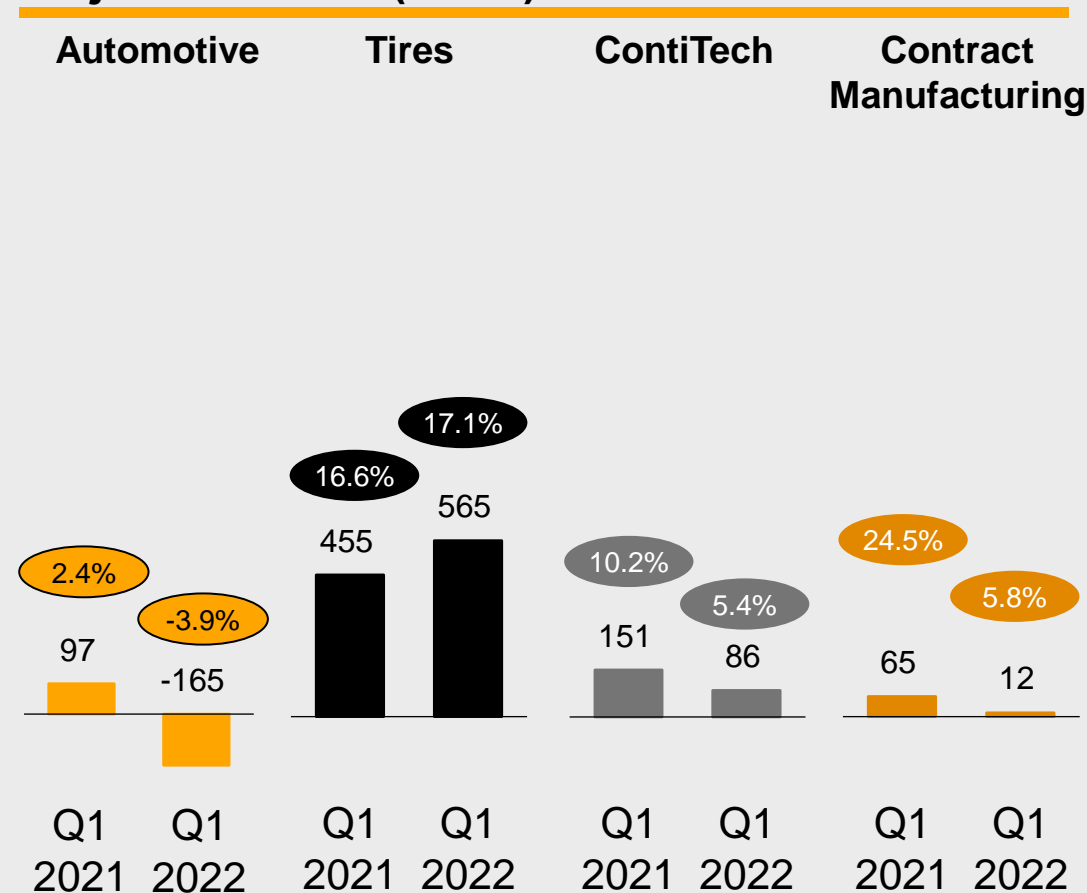
# 4 | Q1 2022 Results

## Sales and Earnings Performance of Our Group Sectors

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



□ Organic growth<sup>2</sup> | ○ Adj. EBIT margin<sup>1</sup>

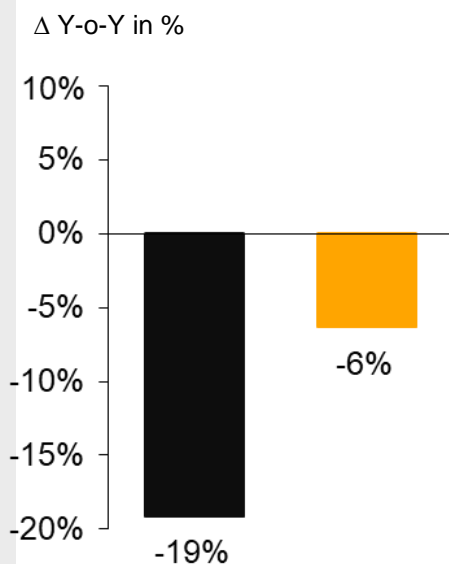
<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

<sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.

# 4 | Q1 2022 Results

## Q1 2022 Results: Regional Production vs. Automotive Group Sector Sales Growth

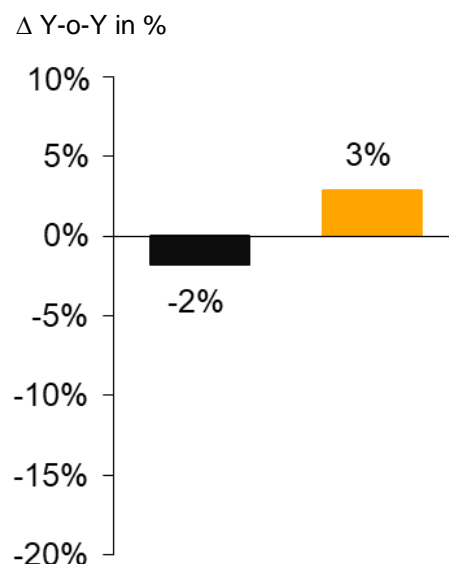
### Europe<sup>1</sup>



#### Europe: share of sales

Q1 2021	49%
Q1 2022	46%

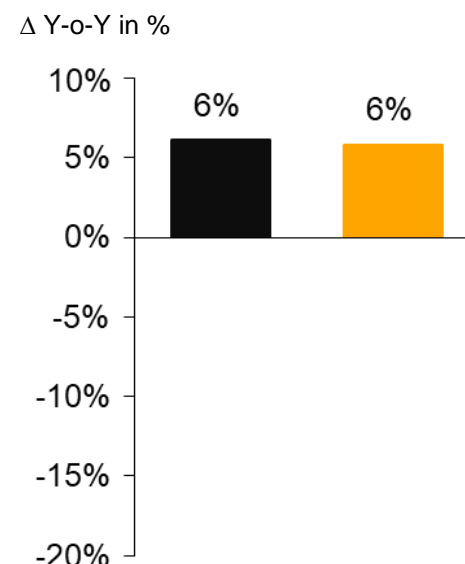
### North America<sup>1</sup>



#### North America: share of sales

Q1 2021	23%
Q1 2022	24%

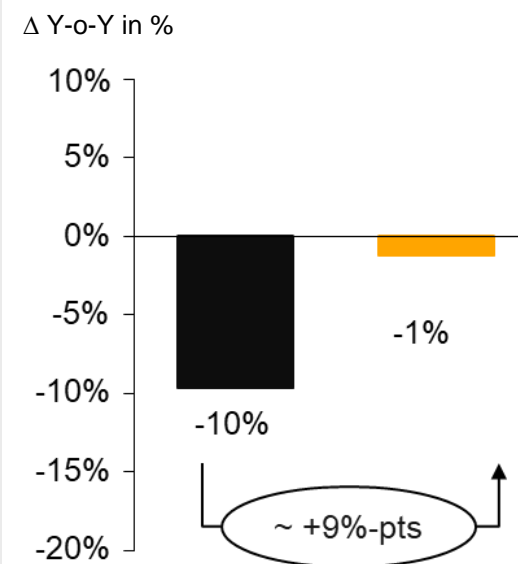
### China<sup>1</sup>



#### China: share of sales

Q1 2021	14%
Q1 2022	15%

### Worldwide<sup>1</sup>



- PC&LT production weighted by regional sales share
- Outperformance

■ PC&LT production by region    ■ Automotive Group Sector sales

<sup>1</sup> Shown as change in organic sales Y-o-Y (adjusted for FX and consolidation effects); China including Hong Kong.











# 5 | 2022 Outlook

Expectations do not include potential effects related to the current war

In the event the geopolitical situation, in particular in Eastern Europe, remains tense or even worsens, it could result in lasting consequences for production, supply chains and demand. Depending on the severity of the disruption, this may result in lower sales and earnings in all group sectors as well as for the Continental Group compared to the prior year.

## Vehicle Production

## Replacement Tires

		Passenger Cars & Light Trucks 		Commercial Vehicles 		Passenger Cars & Light Trucks 		Commercial Vehicles 	
		Q1 2022	2022E	Q1 2022	2022E	Q1 2022	2022E	Q1 2022	2022E
Europe		-19%	+2% to +6%	-10%	-14% to -10%	+5%	-1% to +1%	+6%	+1% to +3%
North America	  	-2%	+12% to +15%	+11%	+11% to +15%	+6%	0% to +2%	+2%	+1% to +3%
China		+6%	-2% to +2%	-55%	-24% to -20%	-7%	-4% to -2%	n/a	n/a
Worldwide		-4%	+4% to +6%	-31%	-11% to -7%	+4%	-2% to 0%	n/a	n/a

E = Expectations.

Sources: S&P Global, own estimates.

# 5 | 2022 Outlook

In the event the geopolitical situation, in particular in Eastern Europe, remains tense or worsens, it could result in further lasting consequences for production, supply chains and demand. In addition, further negative effects could arise as a result of the ongoing COVID-19 pandemic and the related supply situation. Depending on the severity of the disruption, this may result in lower sales and especially earnings in all group sectors as well as for the Continental Group compared to the prior year.

## 2022E

Group consolidated sales	Around €38.3 bn – €40.1 bn
Adj. EBIT <sup>1</sup> margin	Around 4.7% – 5.7%
Automotive sales	Around €17.8 bn – €18.8 bn
Adj. EBIT <sup>1</sup> margin	Around -0.5% – 1%
Tires sales	Around €13.8 bn – €14.2 bn
Adj. EBIT <sup>1</sup> margin	Around 12.0% – 13.0%
ContiTech sales	Around €6.3 bn – €6.5 bn
Adj. EBIT <sup>1</sup> margin	Around 6.0% – 7.0%
Contract Manufacturing sales	Around €600 mn – €700 mn
Adj. EBIT <sup>1</sup> margin	Around 0% – 1.0%
Cost inflation (Materials, energy, logistics)	Automotive: Headwind of around €1 bn Tires: Headwind of around €1.9 bn ContiTech: Headwind of around €600 mn
PPA amortization	Around -€150 mn
Special effects	Around -€150 mn
Financial result	Below -€200 mn <sup>2</sup>
Tax rate	Around 27%
Capex before financial investments in % of sales	Around 6%
Adjusted free cash flow <sup>3</sup>	Around €0.6 bn – €1.0 bn

<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

<sup>2</sup> Before effects of currency translation, effects from changes in the fair value of derivative instruments, and other valuation effects.

<sup>3</sup> Free cash flow before acquisitions and divestments.





# Questions and Answers

# Disclaimer

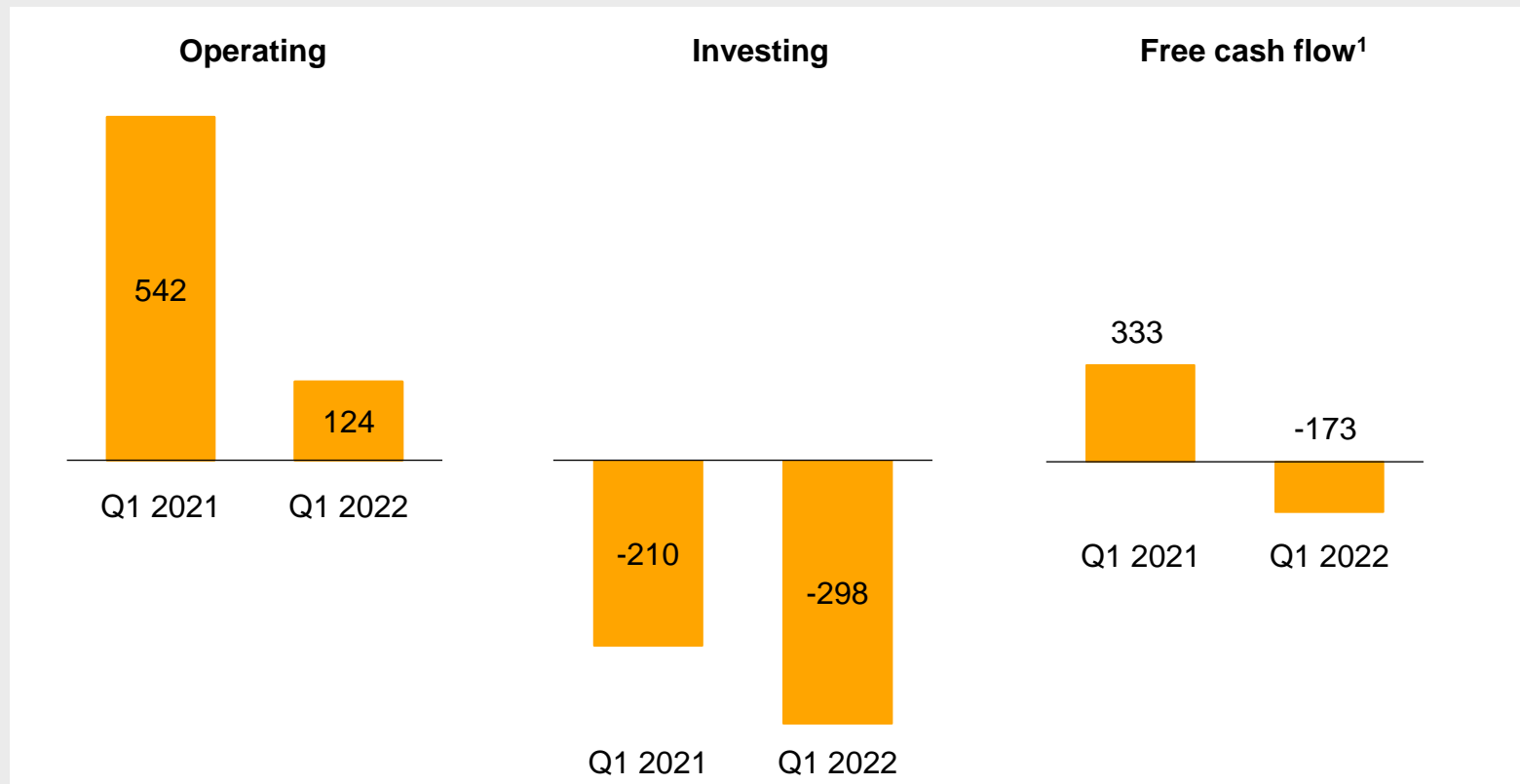
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- › Unless otherwise stated, all amounts are shown in millions of euro. Please note that differences may arise as a result of the use of rounded amounts and percentages.
- › The tables on the key figures for the group sectors show only the figures for continuing operations in the reporting and comparative periods for all group sectors. As part of the new organizational structure in place since January 1, 2022, the Continental Group is divided into the four group sectors Automotive, Tires, ContiTech and Contract Manufacturing. All key figures for the group sectors reflect this over the entire reporting period and are adjusted accordingly for the comparative period.

# Back-up

# Back-up

## Q1 2022 Free Cash Flow (Continuing Operations Only) – Impacted by Higher Inventories

### Cash Flow (€ mn)



#### Operating Cash Flow

- › Higher inventory levels and higher material prices led to a lower operating cash flow

#### Investing Cash Flow

- › Higher capital expenditure on property, plant and equipment, and software

<sup>1</sup> Due to missing comparable data for Q1 2021, this number does not equal the definition of the free cash flow before acquisitions and divestments as described in the guidance.

# Back-up

## Q1 2022 Results: Most Important KPIs

	Q1 2021	Q1 2022	Change	Comments
Sales	€8.6 bn	€9.3 bn	+8.2%	Organic growth +5.3%; FX €266 mn
Adjusted EBIT <sup>1</sup>	€728 mn	€439 mn	-€290 mn	
Adjusted EBIT <sup>1</sup> margin	8.5%	4.7%	-380 bps	
PPA <sup>2</sup>	-€40 mn	-€39 mn		
Special effects	-€35 mn	-€17 mn		
Carve-out effects	-€10 mn	-		
Restructuring	-€2 mn	€8 mn		
Impairments	€0 mn	-€1 mn		
Other effects	-€23 mn	-€24 mn		
NIAT <sup>3</sup>	€448 mn <sup>4</sup>	€245 mn		
Adjusted free cash flow <sup>5</sup>	€646 mn <sup>4</sup>	-€174 mn		
Gearing ratio	n.a. <sup>6</sup>	30.1%		
Equity ratio	n.a. <sup>6</sup>	36.7%		
Trailing ROCE <sup>7</sup>	-1.4%	8.3%		
Net indebtedness	€3,707 mn	€4,117 mn		

<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

<sup>2</sup> Amortization of intangibles from PPA.

<sup>3</sup> Net income attributable to the shareholders of the parent.

<sup>4</sup> The figures shown comprise continuing and discontinued operations.

<sup>5</sup> Free cash flow before acquisitions and divestments.

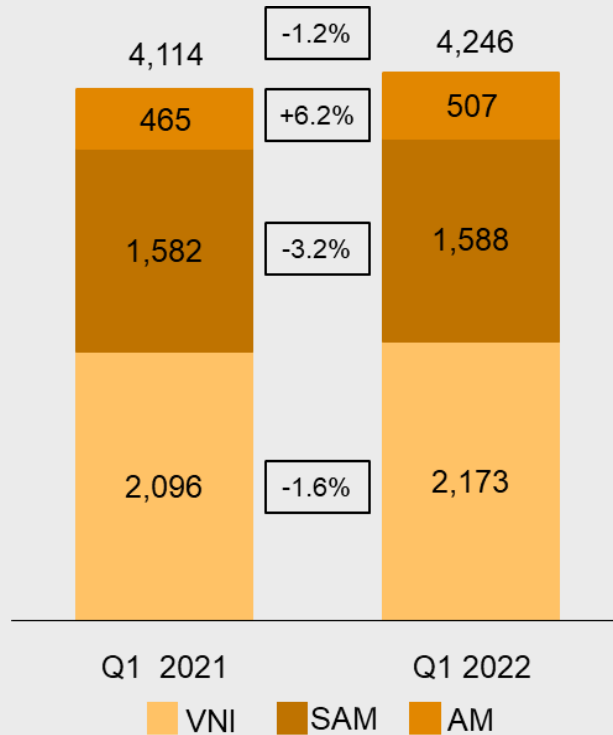
<sup>6</sup> Due to missing comparable data for Q1 2021, no values are given.

<sup>7</sup> Calculated as reported EBIT for the last twelve months (LTM) divided by average operating assets for the LTM.

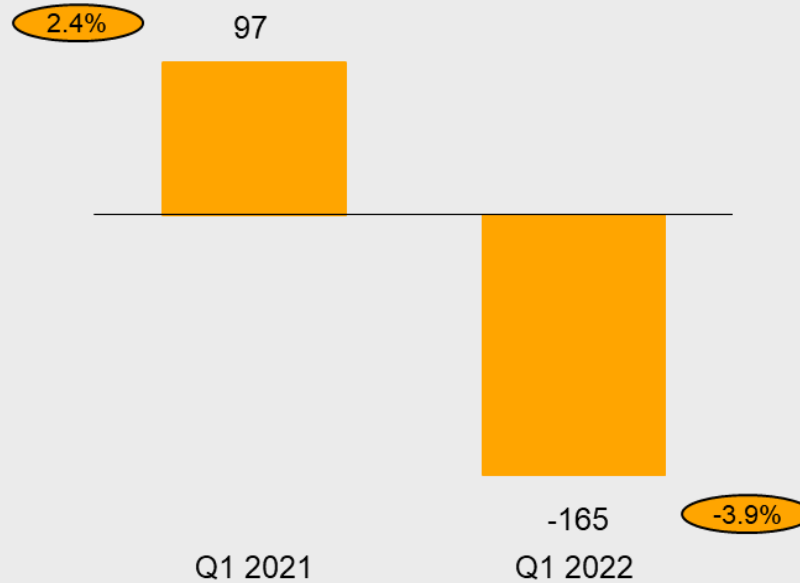
# Back-up

## Q1 2022 Results: Group Sector Automotive

### Sales (€ mn)



### Adjusted EBIT (€ mn)



□ Organic growth<sup>2</sup> | ○ Adj. EBIT margin<sup>1</sup>

<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.  
<sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.

### Automotive

- › Impact from FX: +3.6%
- › Contribution to sales from ex Osram Continental JV
- › Organic growth: strong sales in Asia and North America nearly compensated lower volumes in Europe
- › Profitability negatively impacted by cost inflation and FX

### Autonomous Mobility

- › Sales lifted by higher radar and camera volumes
- › Earnings burdened also by additional R&D activities

### Safety and Motion

- › Higher volumes for one box brake systems (MK Cx), lower volumes for hydraulic brakes and ESC systems

### Vehicle Networking & Information

- › Higher sales with connectivity and aftermarket products, lower sales with instrument cluster and multimedia
- › Profitability impacted by upfront R&D activities and FX

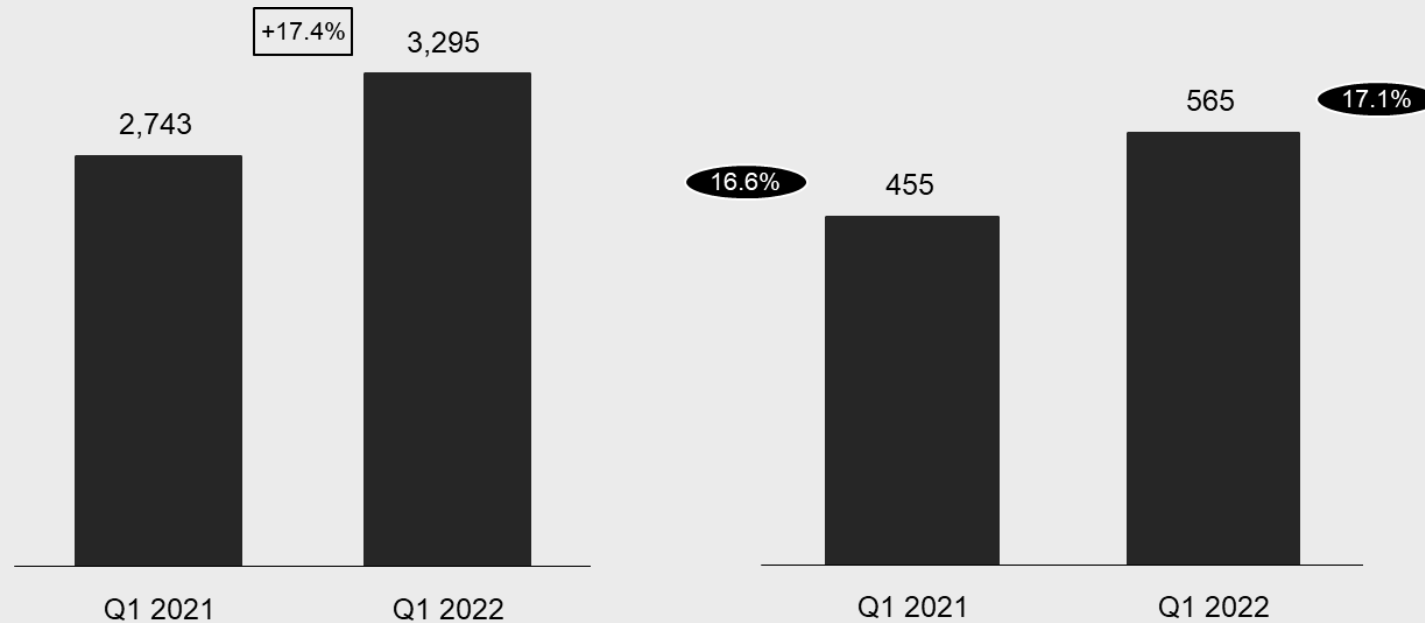


# Back-up

## Q1 2022 Results: Group Sector Tires

### Sales (€ mn)

### Adjusted EBIT (€ mn)



□ Organic growth<sup>2</sup> | ● Adj. EBIT margin<sup>1</sup>

<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

<sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.

### Sales

- › Impact from FX: +2.7%
- › Volumes: +1.4%
  - › Replacement volumes above prior year in all regions
  - › Declining OE volumes
- › Price/mix: +15.9%, more than 50% attributable to pricing, predominantly in the Replacement market in Europe and North America

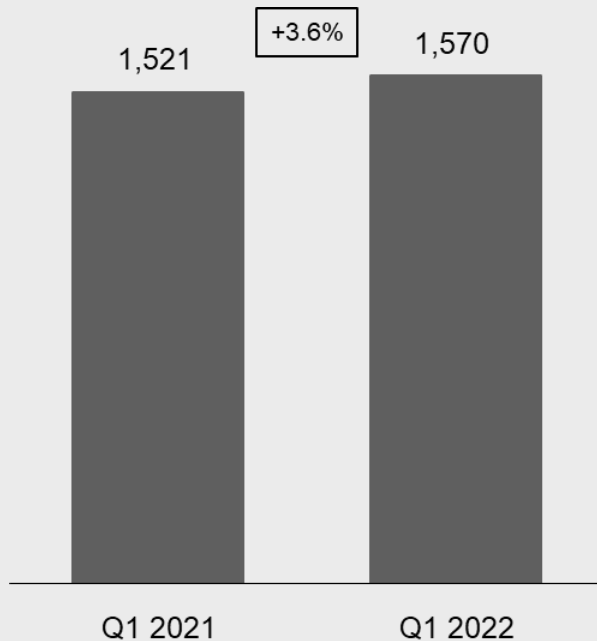
### Adjusted EBIT<sup>1</sup>

- › Strong inflation in raw materials, logistics and energy costs of ~ €400 mn
- › Price/mix contribution compensated cost increases
- › Effect from inventory valuation ~ +€200 million

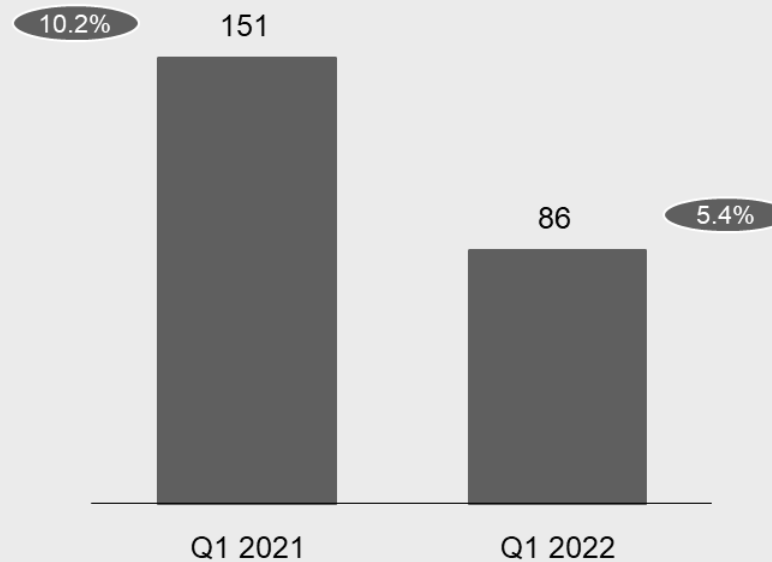
# Back-up

## Q1 2022 Results: Group Sector ContiTech

### Sales (€ mn)



### Adjusted EBIT (€ mn)



□ Organic growth<sup>2</sup> | ● Adj. EBIT margin<sup>1</sup>

<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

<sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.

### Sales

- › Impact from FX: +2.8%
- › Automotive: volumes down Y-o-Y, burdened by decline in Europe; high volatility of call-offs well managed
- › Industrial and aftermarket: solid growth, especially in conveying solutions and industrial fluid solutions

### Adjusted EBIT<sup>1</sup>

- › Margins challenged by inflationary headwinds from raw materials, energy and logistics (~ €120 mn)
- › Positive contributions from pricing activities for industrial and aftermarket business
- › Price negotiations with OE customers on inflation topics ongoing

# Back-up

## Relevant Bonds

Issuer	Continental AG	Conti-Gummi Finance B.V., Netherlands <sup>1</sup>	Conti-Gummi Finance B.V., Netherlands <sup>1</sup>	Continental AG	Continental AG
Issue	Senior Notes				
Principal amount	€500 mn	€750 mn	€625 mn	€600 mn	€750 mn
Offering price	99.804%	99.559%	99.589%	99.802%	98.791%
Rating at issue date	Baa1 (Moody's) BBB+ (Fitch)	Baa2 (Moody's) BBB (Fitch)	Baa2 (Moody's) BBB (Fitch)	Baa1 (Moody's) BBB+ (Fitch)	Baa2 (Moody's) BBB (Fitch)
Current rating (group)	BBB (S&P <sup>2</sup> ), BBB (Fitch <sup>3</sup> ), Baa2 (Moody's <sup>4</sup> )				
Coupon	0.000% p.a.	2.125% p.a.	1.125% p.a.	0.375% p.a.	2.500% p.a.
Issue date	Sept. 12, 2019	May 27, 2020	June 25, 2020	Sept. 27, 2019	May 27, 2020
Maturity	<b>Sept. 12, 2023</b>	<b>Nov. 27, 2023</b>	<b>Sept. 25, 2024</b>	<b>June 27, 2025</b>	<b>Aug. 27, 2026</b>
Interest payment		Annual Nov. 27	Annual Sept. 25	Annual June 27	Annual Aug. 27
WKN	A2YPE5	A28XTQ	A28YEC	A2YPAE	A28XTR
ISIN	XS2051667181	XS2178585423	XS2193657561	XS2056430874	XS2178586157
Denomination	€1,000 with minimum tradable amount €1,000	€1,000 with minimum tradable amount €1,000	€1,000 with minimum tradable amount €1,000	€1,000 with minimum tradable amount €1,000	€1,000 with minimum tradable amount €1,000

<sup>1</sup> Guaranteed by Continental AG.

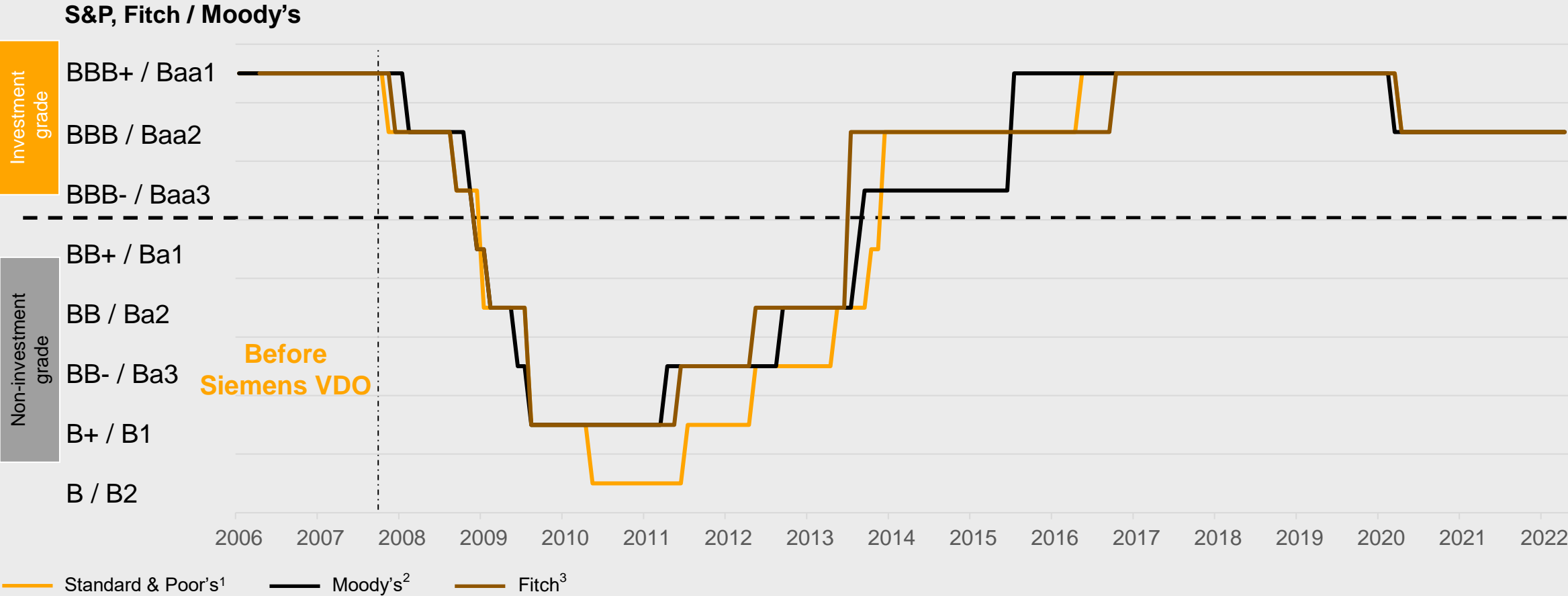
<sup>2</sup> Contracted rating since May 19, 2000.

<sup>3</sup> Contracted rating since November 7, 2013.

<sup>4</sup> Contracted rating since January 1, 2019.

# Back-up

## Continental's Credit Rating



<sup>1</sup> Contracted rating since May 19, 2000.  
<sup>2</sup> Contracted rating since January 1, 2019.  
<sup>3</sup> Contracted rating since November 7, 2013.

# References

## Useful Links to Continental Websites

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Investor Relations	<a href="http://www.continental-ir.com">www.continental-ir.com</a>
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Latest Presentations	<a href="#">Presentations</a>
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Events	<a href="#">Events</a>
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Sustainability	<a href="#">Sustainability</a>
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2021 Integrated Sustainability Report	<a href="#">2021 Integrated Sustainability Report</a>
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Corporate Governance Principles	<a href="#">Corporate Governance Principles</a>
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Shares	<a href="#">Shares</a>
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Debt and Rating	<a href="#">Debt and Rating</a>
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# Continental

## Financial Calendar

### 2022

Annual Financial Press Conference	March 9, 2022
Annual Shareholders' Meeting	April 29, 2022
Q1 Quarterly Statement	May 11, 2022
Half-Year Financial Report	August 9, 2022
Nine-Month Quarterly Statement	November 10, 2022

### 2023

Annual Financial Press Conference	March
Annual Shareholders' Meeting	April 27, 2023
Q1 Quarterly Statement	May
Half-Year Financial Report	August
Nine-Month Quarterly Statement	November



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