Group Sector **ContiTech**

Philip Nelles
Member of the Executive Board of Continental AG
CEO ContiTech AG

RBC European Industrials Virtual Conference – September 20, 2022
**ContiTech – A Key Pillar of Continental**
One of Three Group Sectors

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<th>Automotive</th>
<th>Tires</th>
<th>ContiTech</th>
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<td>Advanced Dynamics Solutions</td>
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<td>Conveying Solutions</td>
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<td>Industrial Fluid Solutions</td>
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<td>Mobile Fluid Systems</td>
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<td>Power Transmission Group</td>
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<td>Surface Solutions</td>
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Group structure since January 1, 2022.
ContiTech – Innovating for our Customers
We Connect, Convey and Cover

Creating material-driven solutions for our customers – innovative | smart | sustainable

Made for industrial performance – enabled by 150 years of material competence
ContiTech – Innovating since 1871
Global Leader in Technical Rubber and Plastic Products

We are active in diverse industries connected through our material expertise

We are globally present – close to our customers

We create high performance & customer centric solutions that are smart & sustainable

Sales share based on 2021 figures.

€5.9 bn in sales

Locations in 35 countries

52% Industry and Replacement Business

48% Passenger and Commercial Vehicle Original Equipment

AMERICAS

EMEA

APAC
ContiTech – Recap Capital Market Days December 2020
We Reconfirm Our Outperformance Targets

Sales (€)

Growth fields

› **Focus on outperformance** of market development
› **Differentiate** through material and digital expertise
› **Capture organic and inorganic** growth opportunities

Value fields

› **Maximize profitability**
› **Deliver growth** in line with market performance
› **Optimize** costs, processes and capital allocations
› **Divest and phase out** selected businesses

Σ ~ +1%

Outperformance

~ +3%

Market growth

~ +3-5%

~ 30%

2020E

~ 70%

Mid-term
ContiTech – Our Growth
Deep Dive Growth Field Electric Passenger Vehicles

- Focus on thermal management and increase of plastic and sensor know-how
- Execute battle plan based on gap analysis
- Focus on sensing feature know-how and partnerships with system providers
- Market penetration

Electric Passenger Vehicles
~ €200 mn
(2021)

Future M&A’s
~ €500 mn
mid-term

Innovation

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ContiTech – Our Growth
Deep Dive Growth Field Off-Highway Mobility

Acquisition of WCCO Belting, LLC and further investments for expansion

Market penetration

Greenfield Mexico for hydraulics to become full range hose supplier

Innovation

Focus on APAC with further M&A and/or partnerships

Future M&A’s

~ €400 mn mid-term

Off-Highway Mobility

~ €200 mn (2021)

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ContiTech – Our Growth
Deep Dive Growth Field Construction & Home

- Innovation
  - Use design leadership and material competence to expand customer value creation

- Future M&A’s
  - Focus on expansion in Home business: e.g. laminates, coated fabrics & performance films

- Market penetration
  - Construction & Home
    - ~ €450 mn (2021)

- Cooperation with tire shops for additional cross-sales

- We Cover

- ~ €800 mn mid-term
ContiTech – Our Financials
Reiteration of Mid-term EBIT-Margin-Target Despite Current Headwind

Adjusted EBIT\(^1\)-margin

- **2020**: 7.5%
- **2022E**: 6-7%
- **Mid-term target**: ~9-11%

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\(^1\) Before amortization of intangible assets from purchase price allocation, changes in the scope of consolidation, and special effects.
ContiTech
Serving Our Industries Since 1871

› Winning with material competence
customer-centric solutions
› Outperforming markets
in focused growth fields
› Leveraging our size, variety and
experience to innovate for our industries

THANK YOU!
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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.
Back-up
ContiTech – Our Growth
Outperformance in Growth Fields

Focus on five growth fields with increased drumbeat

Market growth ~ 3-5% p.a.
Outperformance ~ 3%

› We aligned our strategy and strengthened our cross-organizational teams
› We sharpened our focus in 2022: reduction from 8 to 5 Growth Fields
› We reconfirm our outperformance targets
## References

### Useful Links to Continental Websites

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# Continental Financial Calendar

## 2022

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<td>Annual Financial Press Conference</td>
<td>March 9, 2022</td>
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<td>Annual Shareholders’ Meeting</td>
<td>April 29, 2022</td>
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<td>Q1 Quarterly Statement</td>
<td>May 11, 2022</td>
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<tr>
<td>Half-Year Financial Report</td>
<td>August 9, 2022</td>
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<tr>
<td>Nine-Month Quarterly Statement</td>
<td>November 10, 2022</td>
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## 2023

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