


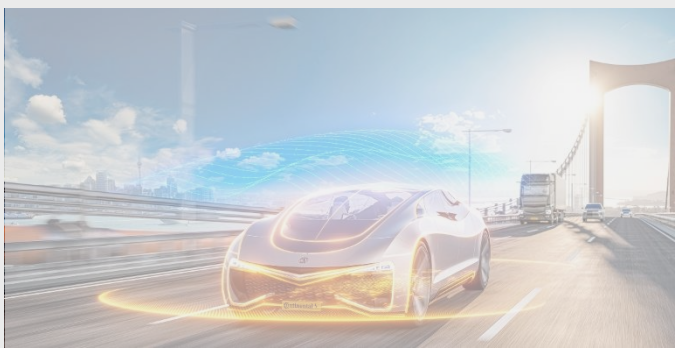


# Group Sector **ContiTech**

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

Group	Continental 		
Group Sector	Automotive	Tires	ContiTech
Business Area			 <ul style="list-style-type: none"> <li>› Advanced Dynamics Solutions</li> <li>› Conveying Solutions</li> <li>› Industrial Fluid Solutions</li> <li>› Mobile Fluid Systems</li> <li>› Power Transmission Group</li> <li>› Surface Solutions</li> </ul>

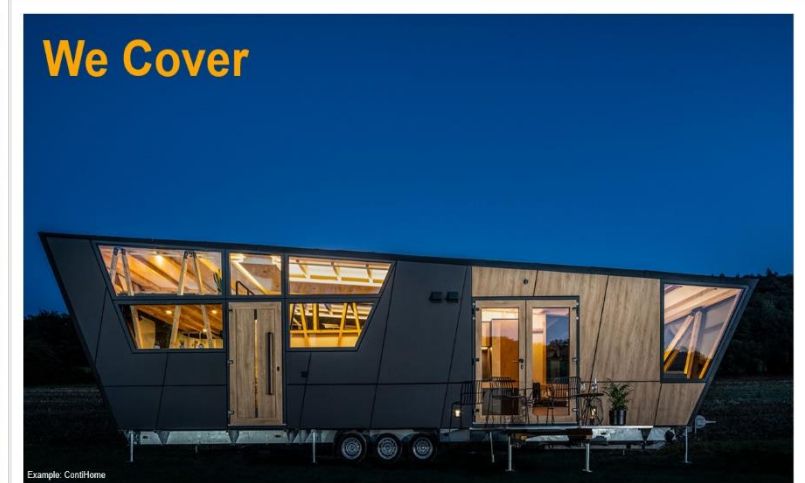
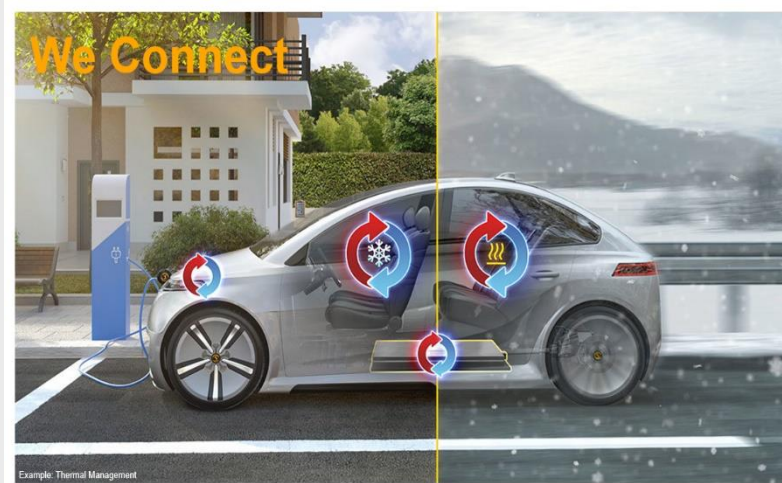
Group structure since January 1, 2022.



# ContiTech – Innovating for our Customers

We Connect, Convey and Cover

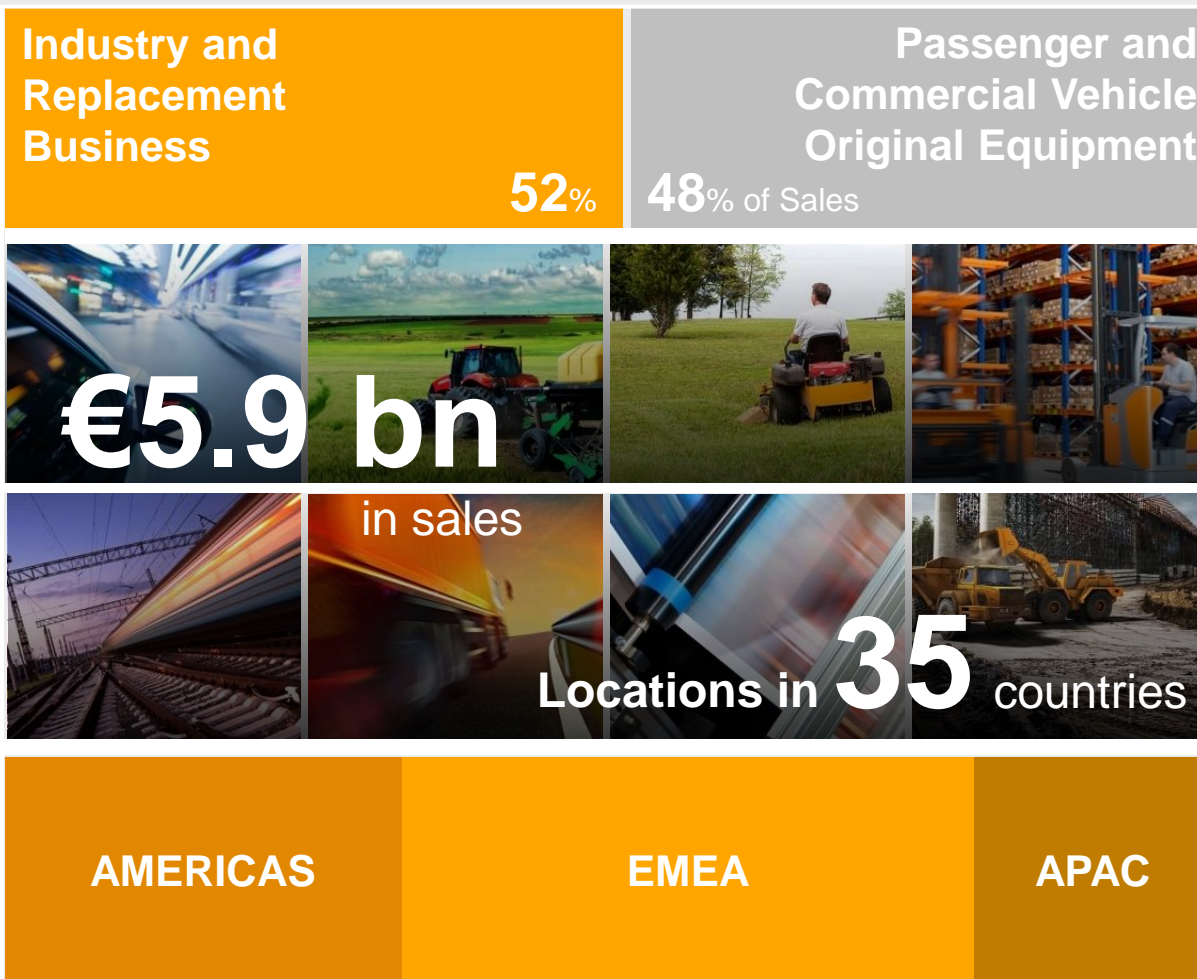
Creating material-driven **solutions** for our customers – innovative | smart | sustainable



**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**

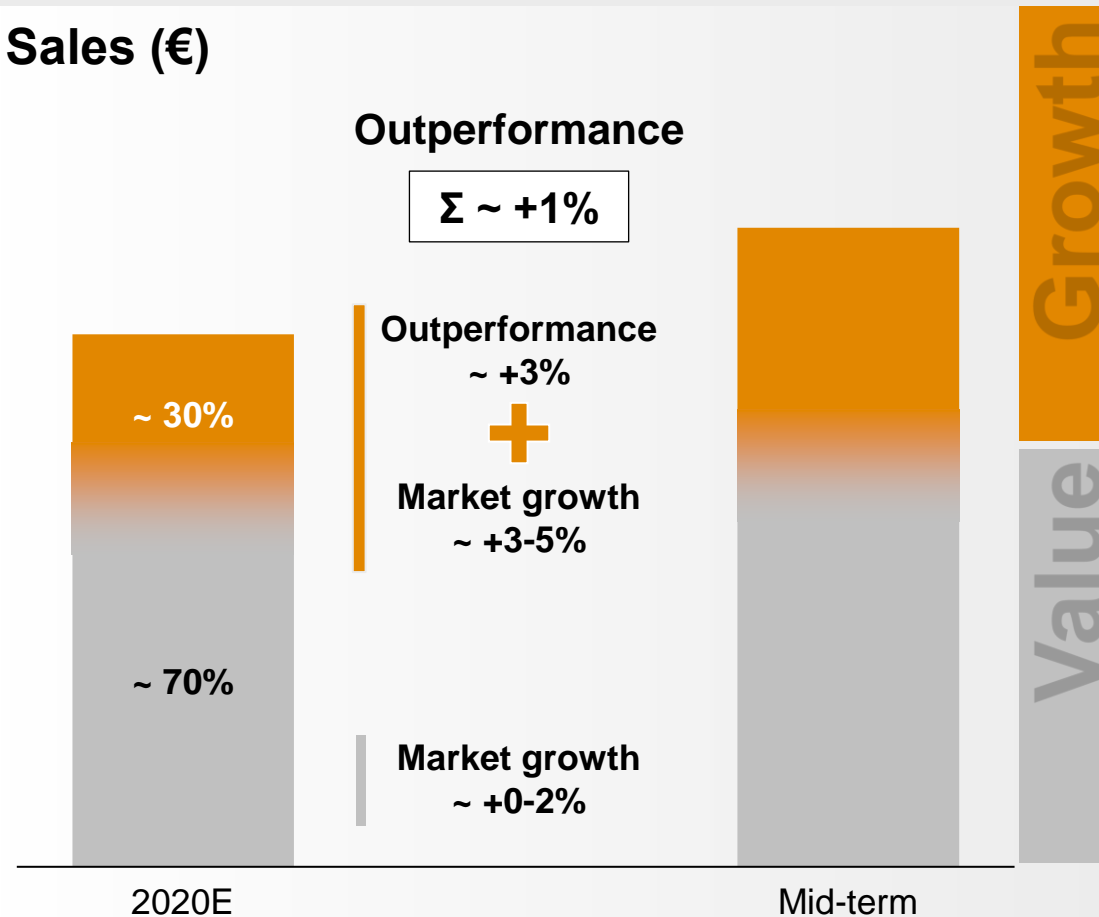
We create **high performance & customer centric solutions** that are smart & sustainable

*Sales share based on 2021 figures.*

# 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

# ContiTech – Our Growth

## Deep Dive Growth Field Electric Passenger Vehicles



**Electric Passenger Vehicles**

**~ €200 mn**  
(2021)

**Market penetration**

**Execute battle plan**  
based on  
gap analysis

**Innovation**

**Focus on thermal management**  
and  
increase of  
plastic and sensor  
know-how



**Future M&A's**

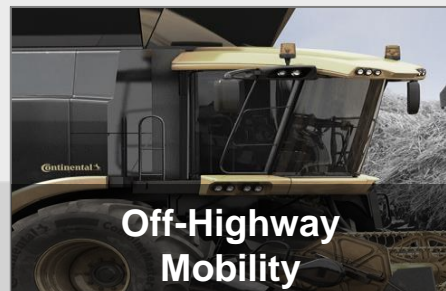
**Focus on sensing feature know-how**  
and  
partnerships with  
system providers

**~ €500 mn**  
mid-term



# ContiTech – Our Growth

## Deep Dive Growth Field Off-Highway Mobility



**~ €200 mn**  
(2021)

Market penetration

Acquisition of  
**WCCO Belting, LLC**  
and  
further investments  
for expansion



Innovation

**Greenfield  
Mexico**  
for hydraulics  
to become  
full range  
hose supplier

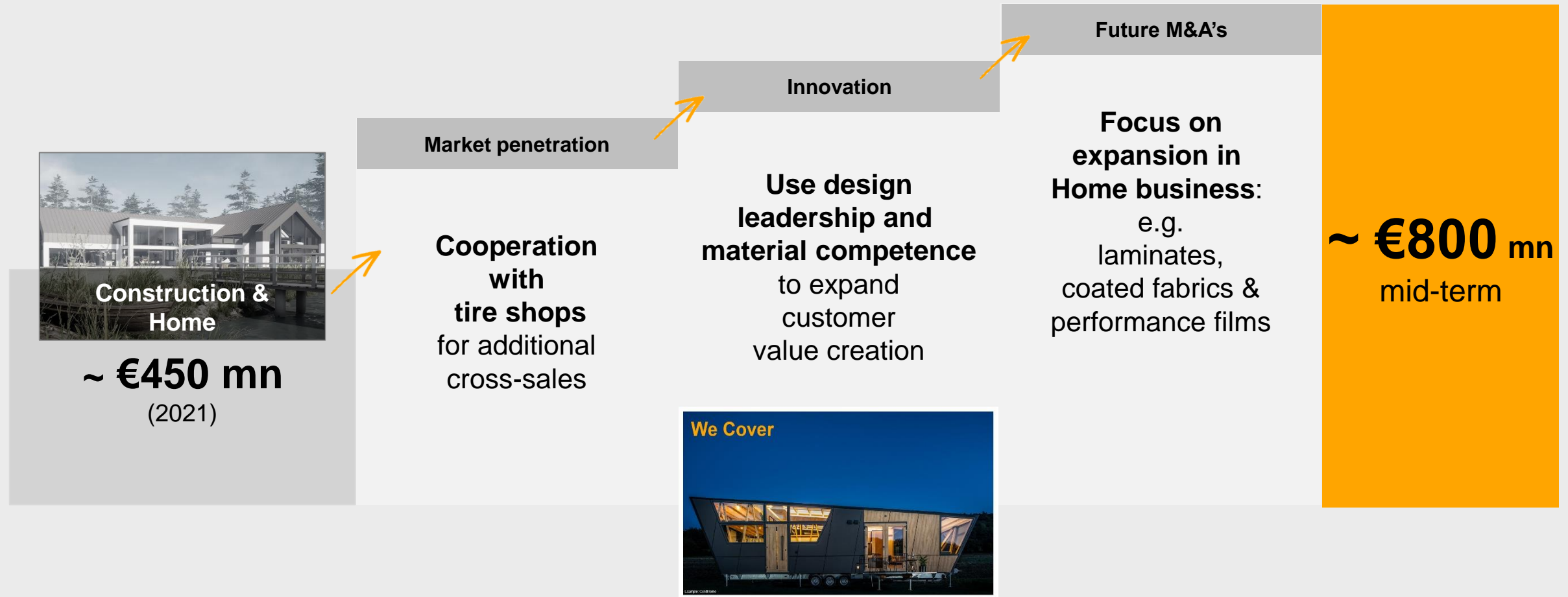
Future M&A's

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

**~ €400 mn**  
mid-term

# ContiTech – Our Growth

## Deep Dive Growth Field Construction & Home

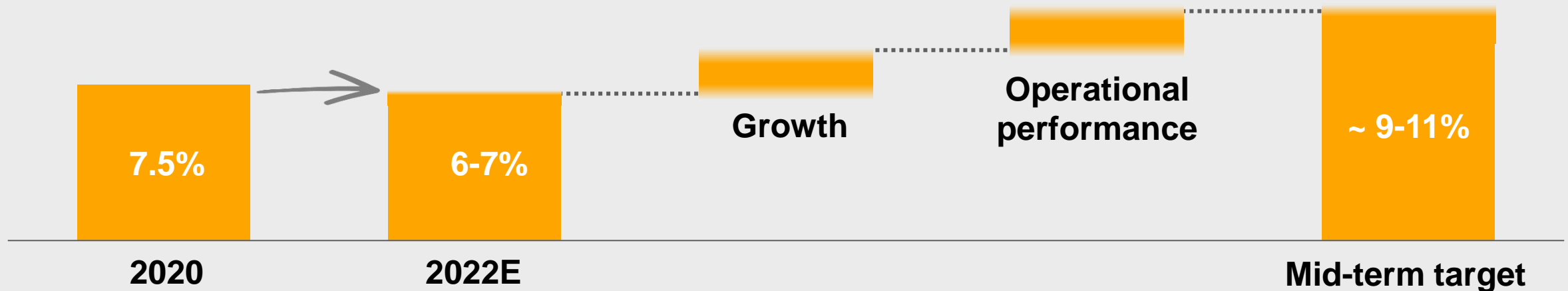




# ContiTech – Our Financials

## Reiteration of Mid-term EBIT-Margin-Target Despite Current Headwind

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



<sup>1</sup> 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!



# Disclaimer

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# Back-up



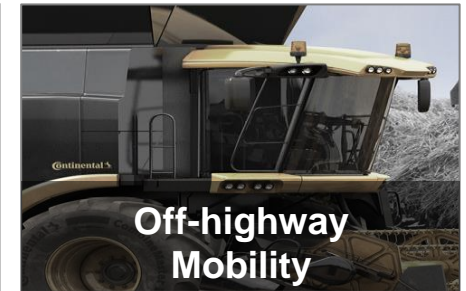
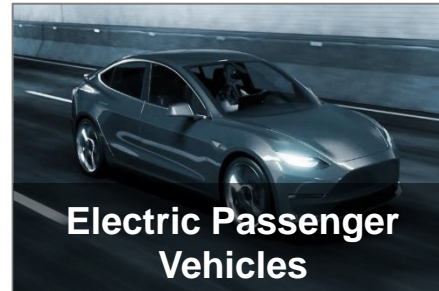
# ContiTech – Our Growth

## Outperformance in Growth Fields

Focus on five **growth fields** with increased drumbeat

**ContiTech Growth Fields**

**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

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

# 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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