

9M 2022 Results

Hanover – November 10, 2022

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1 | Group Highlights

Most Important KPIs for Q3 2022

	Q3 2021	Q3 2022
Sales	€8.0 bn	€10.4 bn
Adjusted EBIT ¹	€412 mn	€605 mn
Adjusted EBIT ¹ margin	5.2%	5.8%
PPA ²	-€38 mn	-€37 mn
Special effects	€38 mn	-€550 mn
Carve-out effects	-€73 mn	-
Restructuring	€55 mn	€1 mn
Impairment	€0 mn	-€503 mn
Other effects	€56 mn	-€48 mn
NIAT ³	€309 mn ⁴	-€211 mn
Adjusted free cash flow ⁵	-€8 mn ⁴	-€496 mn
Gearing ratio	32.3%	40.9%
Equity ratio	34.6%	37.4%
Trailing ROCE ⁶	10.5%	2.6%
Net indebtedness	€3,964 mn	€6,025 mn

Executive Summary

- › Price negotiations with OEMs further progressed in all sectors
- › Additional negotiation effects expected for Q4 in Automotive
- › Strong outperformance within Automotive in Q3
- › Working capital remains high in all sectors: inventory and accounts receivable
- › Goodwill impairment within Automotive due to higher interest rates and other valuation-related effects

Other KPIs:

- › Sales impact from FX: +6.5%
- › Organic growth: +22.8%

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

² Amortization of intangibles from PPA.

³ Net income attributable to the shareholders of the parent.

⁴ The figures shown comprise continuing and discontinued operations.

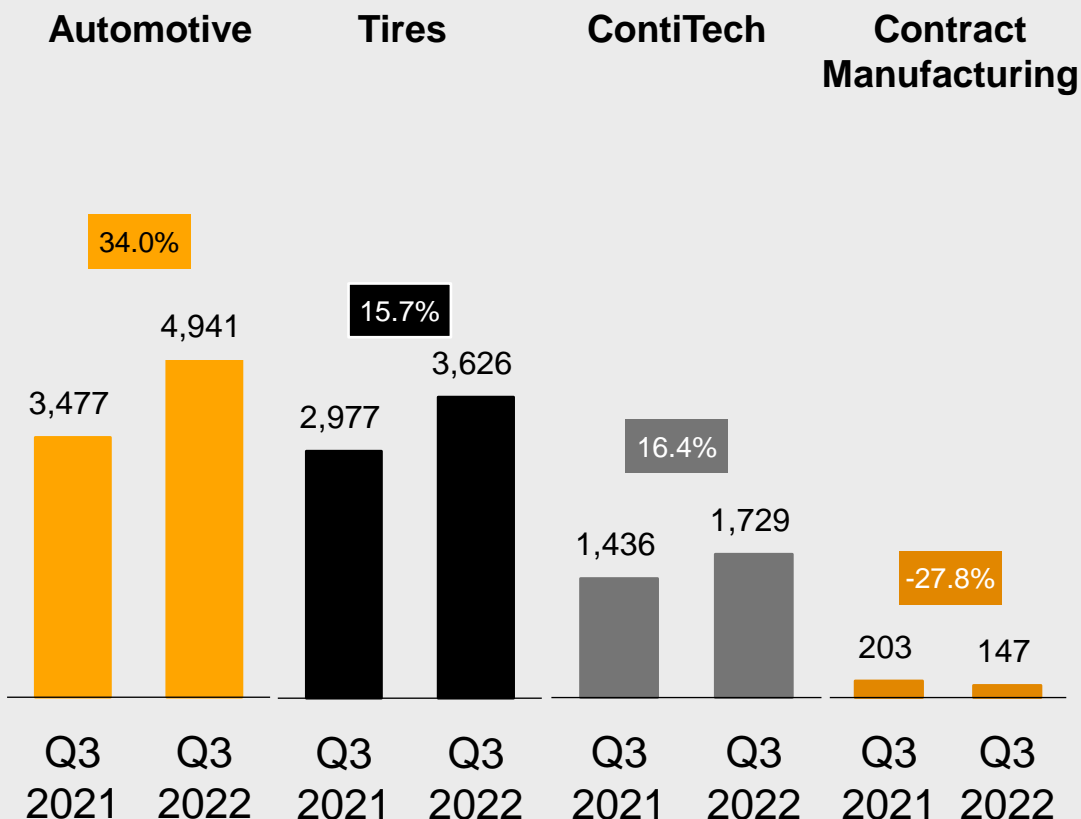
⁵ Free cash flow before acquisitions and divestments.

⁶ Calculated as reported EBIT for the last twelve months (LTM) divided by average operating assets for the LTM.

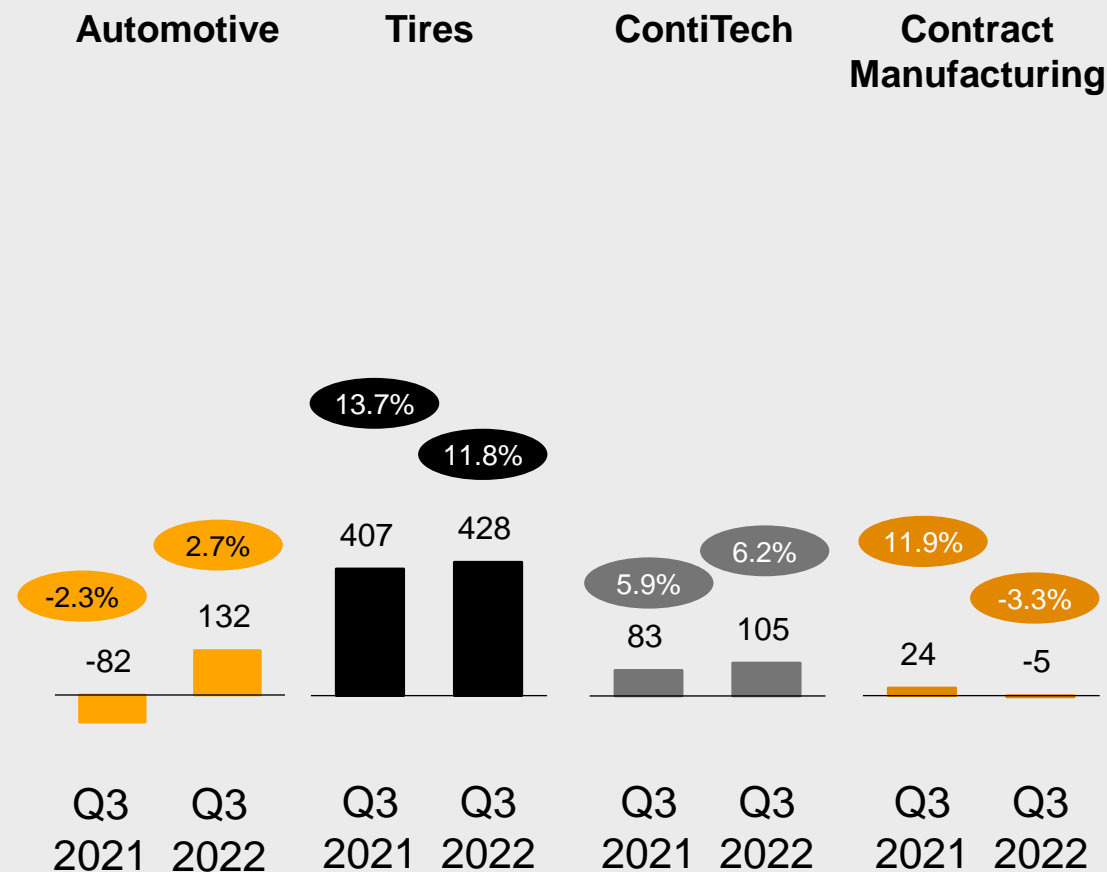
1 | Group Highlights

Q3 2022 – Sales and Earnings

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



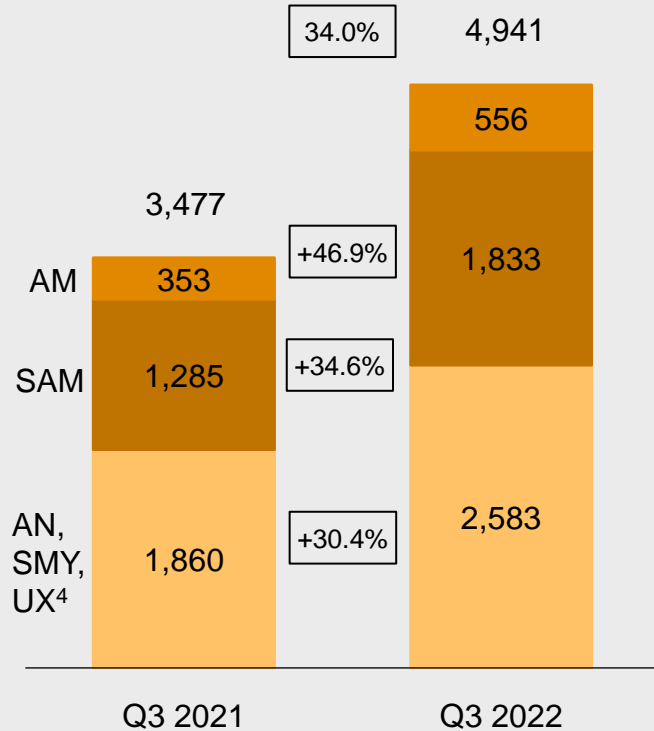
□ Organic growth² | ○ Adj. EBIT margin¹

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

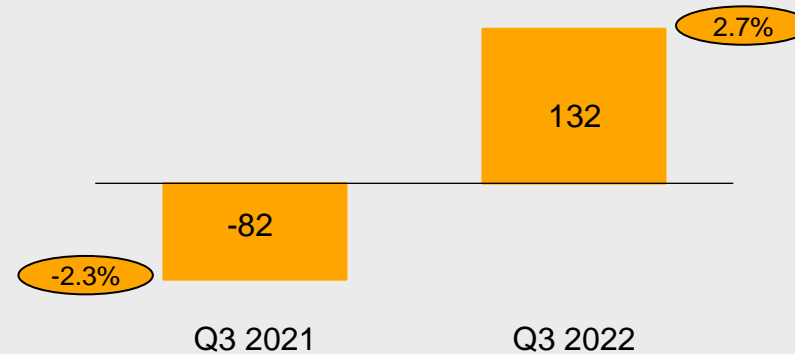
2 | Automotive

Q3 2022 – Sales¹ and Adjusted EBIT²

Sales¹ (€ mn)



Adjusted EBIT² (€ mn)



□ Organic growth³ | ○ Adj. EBIT margin²

¹ Due to consolidation effects, the sum of numbers shown in the columns do not match the total sum.
² Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.
³ Before changes in the scope of consolidation and exchange-rate effects.
⁴ Architecture and Networking, Smart Mobility and User Experience (former VNI business).

Automotive

- › Sales impact from FX: +7.2%
- › Organic growth driven by new pricing agreements with customers and content per vehicle increase
- › New pricing positively impacted adjusted EBIT margin²
- › Inflation effects were below €300 mn

Autonomous Mobility (AM)

- › Stronger volumes from material shortage recovery in radar and camera business

Safety and Motion (SAM)

- › Again, higher volumes for new brake system generation (one box design: MK Cx)

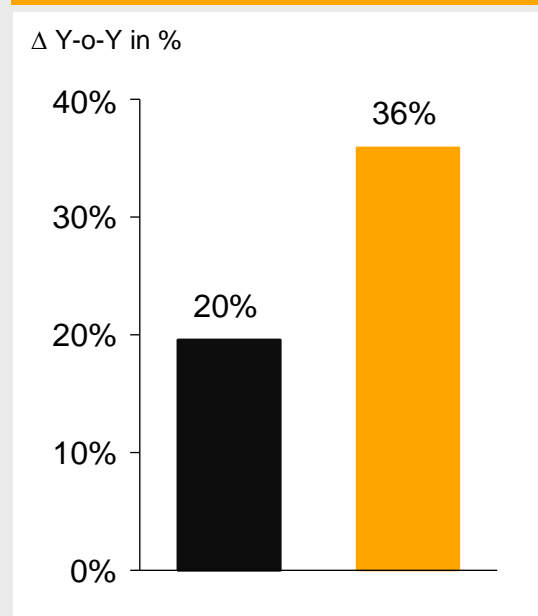
AN, SMY and UX⁴

- › Stronger volumes in the area of connectivity products and display solutions
- › Negative impacts from FX affected bottom line

2 | Automotive

Regional Production vs. Sales Growth in Q3 2022

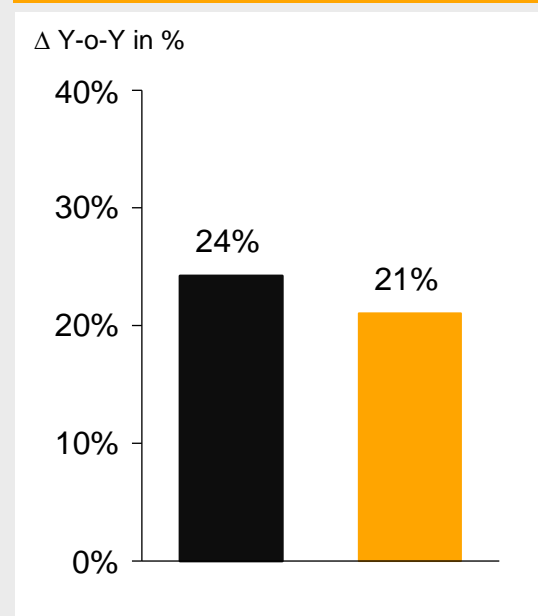
Europe¹



Europe: share of sales

Q3 2021	45%
Q3 2022	45%

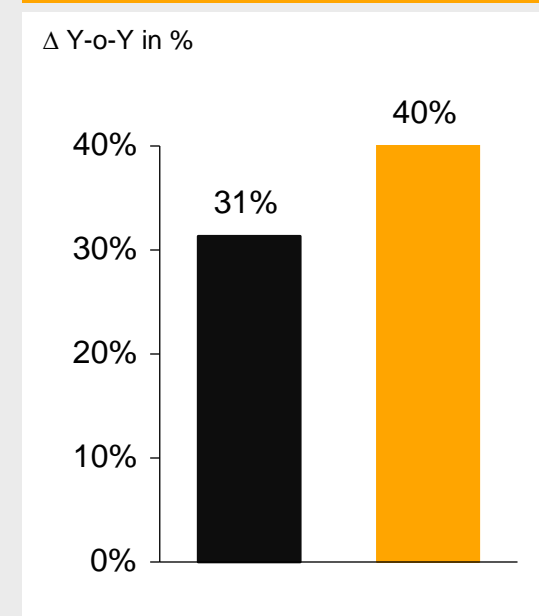
North America¹



North America: share of sales

Q3 2021	25%
Q3 2022	22%

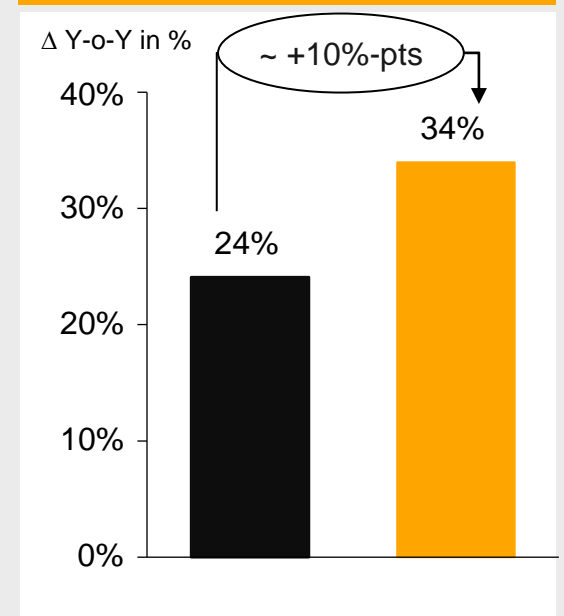
China¹



China: share of sales

Q3 2021	16%
Q3 2022	17%

Worldwide¹



- PC< production weighted by regional sales share
- Outperformance

■ PC< production by region ■ Automotive sales

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

2 | Automotive

Q3 2022 – Order Intake of More than €6 bn Lifetime Sales

AN, SMY and UX¹: €3.1 bn

Highlights:

- › Two new orders for pillar-to-pillar display and OLED multi-display
- › Business wins for body control units



Safety and Motion: €2.3 bn

Highlights:

- › Major business win for a semi-dry brake system for an US car manufacturer
- › Orders for electronic stability control systems



Autonomous Mobility: €0.8 bn

Highlights:

- › Radar sensor business for Asian and European customers
- › Camera business win

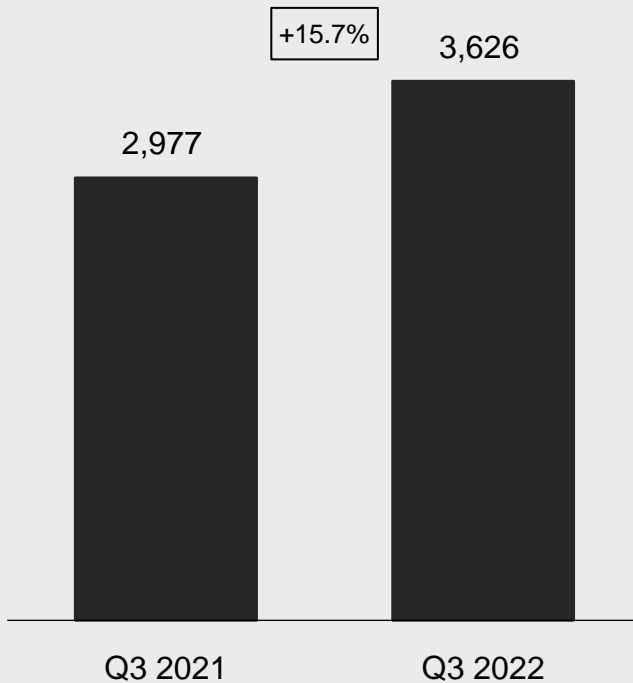


¹ Architecture and Networking, Smart Mobility and User Experience (former VNI business).

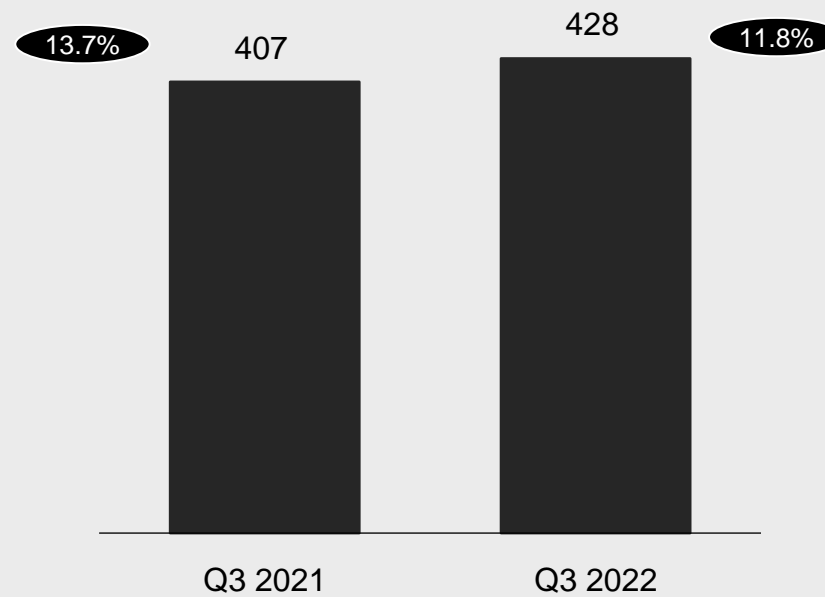
3 | Tires

Q3 2022 – Sales and Adjusted EBIT¹

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



□ Organic growth² | ● Adj. EBIT margin¹

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

² Before changes in the scope of consolidation and exchange-rate effects.

Sales

- › Impact from FX: +6.1%
- › Volumes: -4.7%: declining replacement volumes in all regions, OE volumes recovering
- › Price/mix: +20.4%, ~ 2/3 is attributable to pricing in all replacement markets and OE

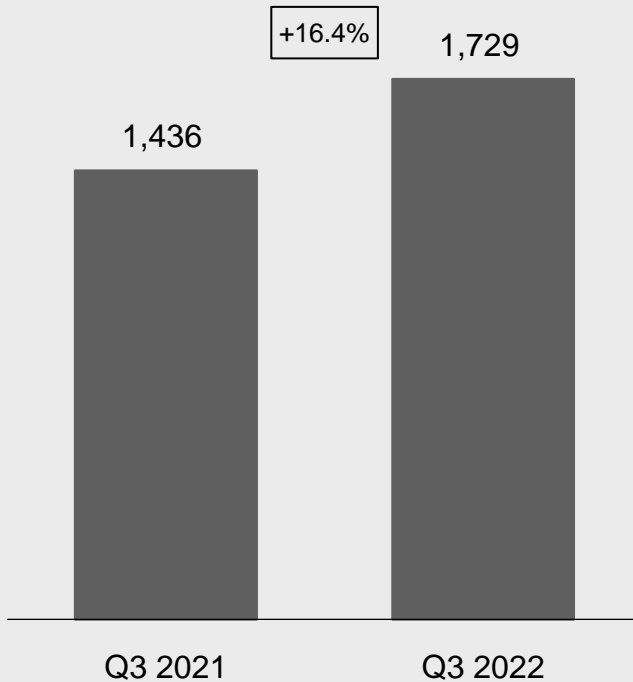
Adjusted EBIT¹

- › Increased inflation for raw materials, logistics and energy costs of ~ €480 mn
- › Price/mix contribution overcompensated inflation effect
- › Positive high double-digit amount from inventory valuation in Q3

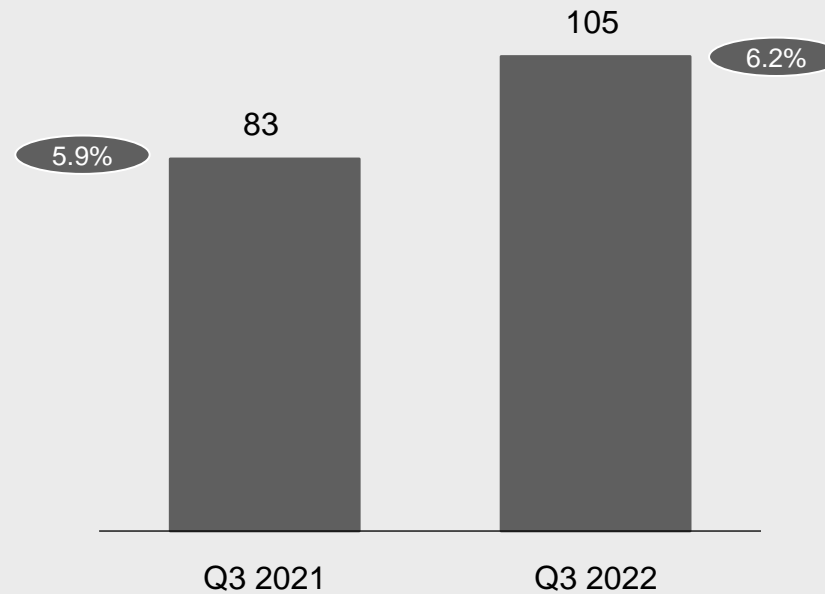
4 | ContiTech

Q3 2022 – Sales and Adjusted EBIT¹

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



□ Organic growth² | ● Adj. EBIT margin¹

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

² Before changes in the scope of consolidation and exchange-rate effects.

Sales

- › Impact from FX: +6.2%
- › Successful price negotiations with OE customers impacted the top-line
- › Solid growth especially in advanced dynamics, mobile fluid solutions, and surface solutions

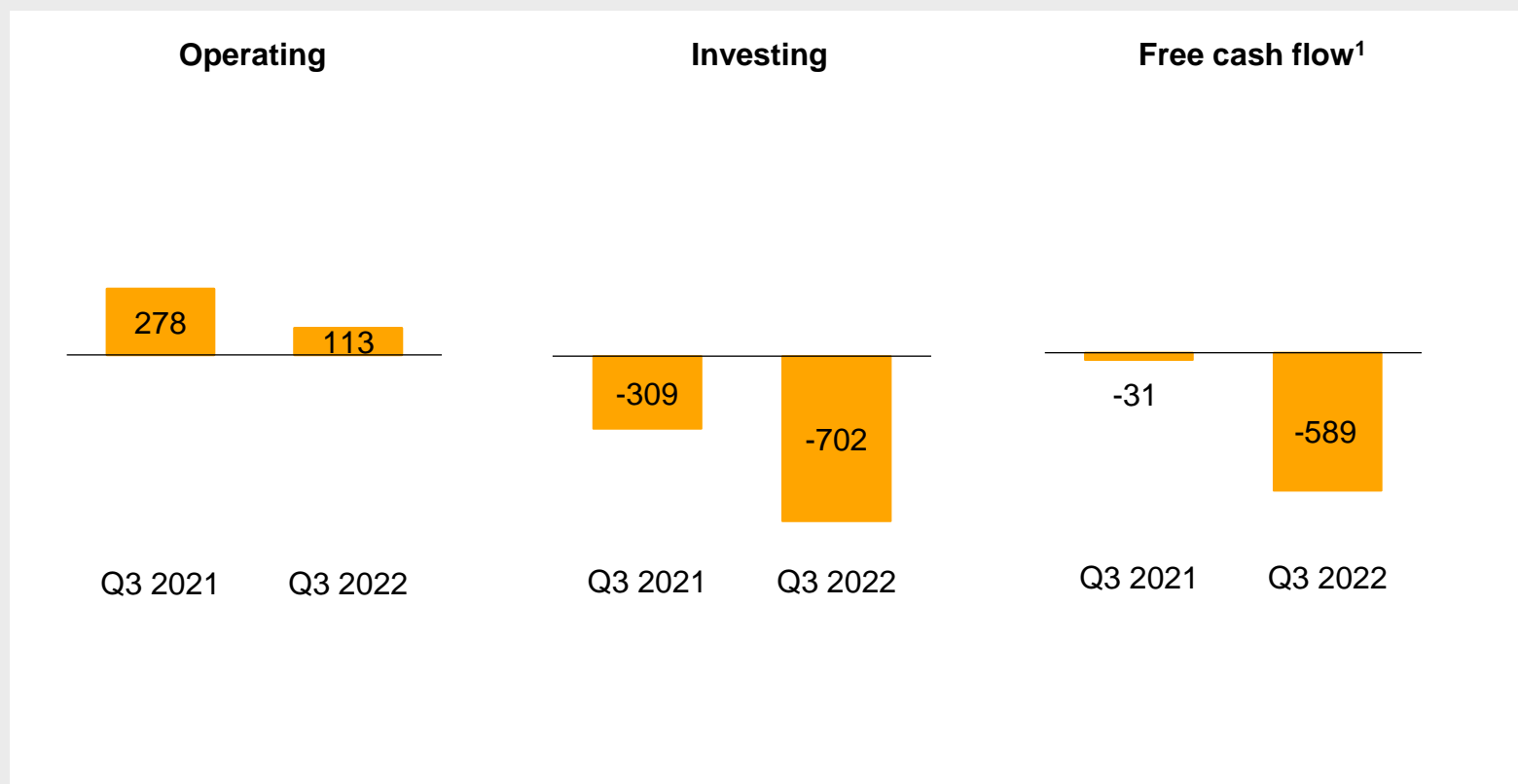
Adjusted EBIT¹

- › Margins impacted by inflationary headwinds from raw materials, energy and logistics (~ €170 mn)
- › Positive impacts from pricing mainly with OEMs

5 | Cash Flow – Continuing Operations Only

Free Cash Flow Impacted by Higher Working Capital

Cash Flow Q3 2022 (€ mn)



Operating Cash Flow

- › Higher working capital due to higher material prices and operational stock increases as well as higher receivables led to a lower operating cash flow

Investing Cash Flow

- › Higher capital expenditure on property, plant and equipment, and software
- › Q3 21: Cash inflow of €125 mn resulting from sale of minority stake in financial investment

¹ Due to missing comparable data for Q3 2021, this number does not equal the definition of the free cash flow before acquisitions and divestments as described in the guidance.

6 | 2022 Outlook – Main Markets

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 may result from the ongoing COVID-19 pandemic as well as possible disruption to the energy supply in Europe, particularly in Germany, and the associated supply situation.

	Vehicle Production		Replacement Tires		Industrial Production	
	Q3 2022	2022E	Q3 2022	2022E	Q3 2022	2022E
Passenger Cars & Light Trucks 						
Europe	+20%	-3% to -1%	-6%	-3% to -1%	Eurozone  +0.5%	-1% to +1%
North America 	+24%	+10% to +12%	-6%	-1% to +1%	USA  +4.1%	+3% to +5%
China 	+31%	+4% to +6%	-2%	-6% to -4%	China  +4.0%	+3% to +5%
Worldwide 	+27%	+4% to +6%	-4%	-3% to -1%		
Commercial Vehicles 						
Europe	+15%	-2% to +2%	-3%	+1% to +3%		
North America 	+12%	+8% to +12%	+3%	+4% to +6%		

Calculated against the corresponding period of prior year. E = Estimates.
Sources: S&P Global, Bloomberg, preliminary data and own estimates.

6 | 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 may result from the ongoing COVID-19 pandemic as well as possible disruption to the energy supply in Europe, particularly in Germany, and the associated supply situation.

2022E

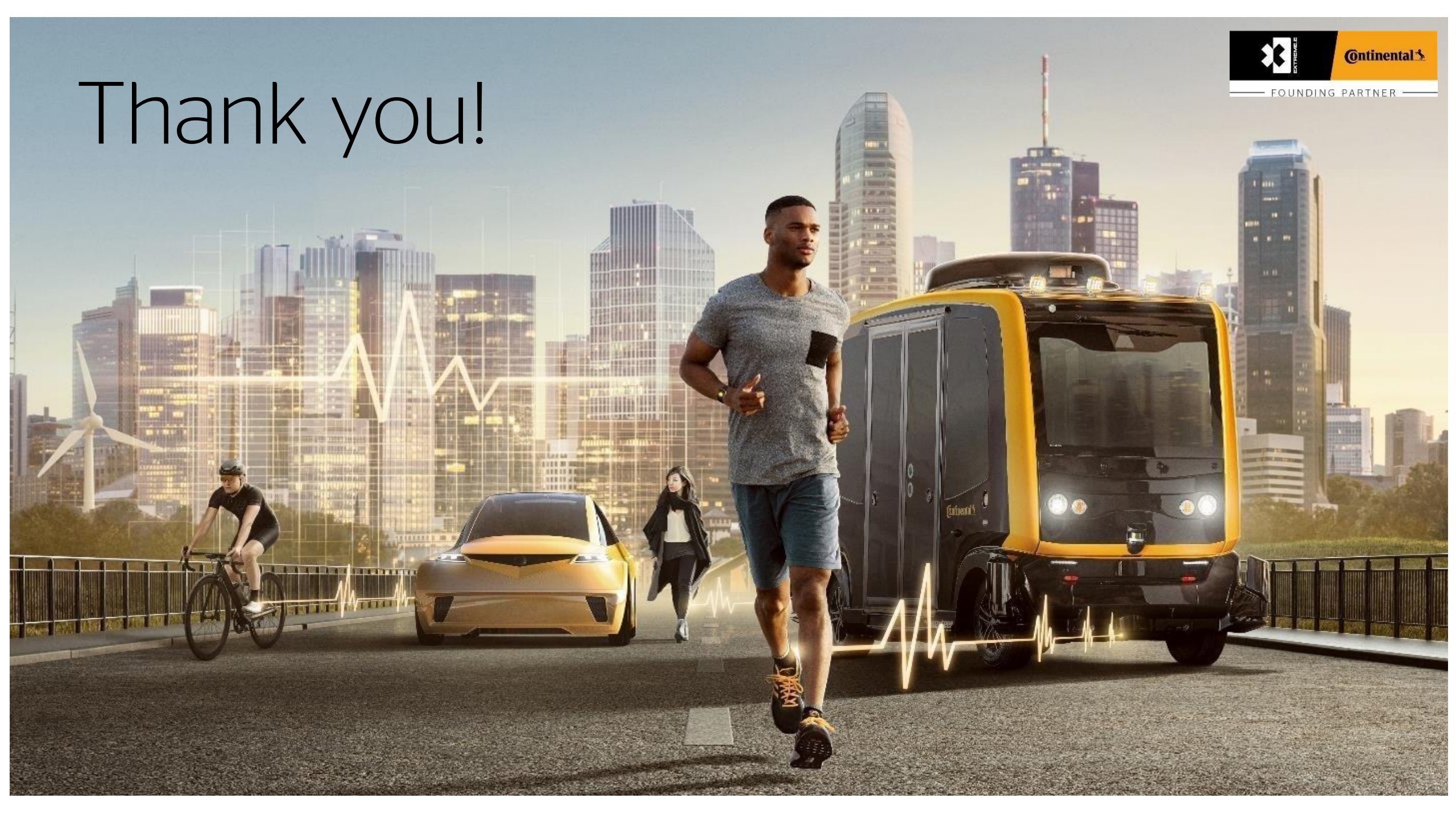
Group consolidated sales Adj. EBIT ¹ margin	Around €38.3 bn – €40.1 bn Around 4.7% – 5.7%, incl. cost inflation (materials, energy, logistics) headwind of ~ €3.4 bn
Automotive sales Adj. EBIT ¹ margin	Around €17.8 bn – €18.8 bn Around -0.5% – 1%, incl. cost inflation headwind of ~ €1 bn
Tires sales Adj. EBIT ¹ margin	Around €13.8 bn – €14.2 bn Around 12.0% – 13.0%, incl. cost inflation headwind of ~ €1.8 bn
ContiTech sales Adj. EBIT ¹ margin	Around €6.3 bn – €6.5 bn Around 6.0% – 7.0%, incl. cost inflation headwind of ~ €0.6 bn
Contract Manufacturing sales Adj. EBIT ¹ margin	Around €600 mn – €700 mn Around 0% – 1.0%
Adjusted free cash flow²	Around €600 mn – €800 mn (previously around €0.6 – €1.0 bn)
PPA amortization Special effects	Around -€150 mn Around -€1.2 bn (previously around -€650 mn)
Financial result Tax rate	Below -€200 mn ³ Above 40% before the permanent effects of goodwill impairment (previously around 27%)
Capex before financial investments in % of sales	Around 6%

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

² Free cash flow before acquisitions and divestments.

³ Before effects of currency translation, effects from changes in the fair value of derivative instruments, and other valuation effects.

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.
- › 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

Automotive: Major Award for Semi-Dry Brake System Worth over Two Billion Euros



Key points:

- › Third quarter order intake value of about €1.5 billion, totaling up to more than €2 billion
- › Start of production planned with a global US car manufacturer in 2025
- › Digitalized, electrified, automated vehicles: Continental's innovation roadmap for brake systems demonstrates the evolution of brake controls to motion systems

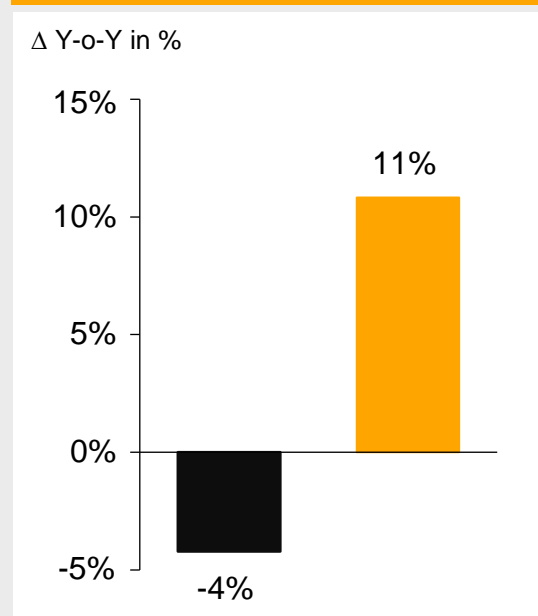
Key benefits:

- › Greater sustainability, as the brake fluid no longer needs to be changed and disposed of regularly
- › More simplified rear axle assembly due to the elimination of rigid hydraulic lines
- › The use of the brakes for systematic energy recuperation at the rear axle during each braking operation
- › The Future Brake System gives the car manufacturer the freedom to go to a smart actuator hardware where the software can be distributed on any electronic control unit. This ensures safety redundancy and offering flexibility to the customers – a further step towards the software-defined vehicle

Back-up

Automotive: Regional Production vs. Sales Growth in 9M 2022

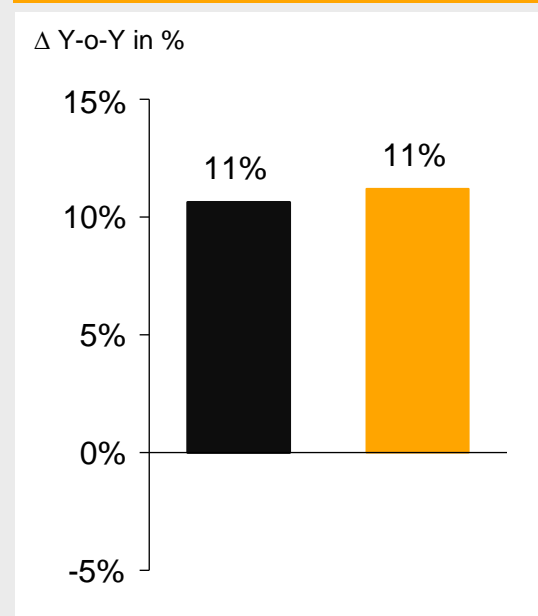
Europe¹



Europe: share of sales

9M 2021	48%
9M 2022	47%

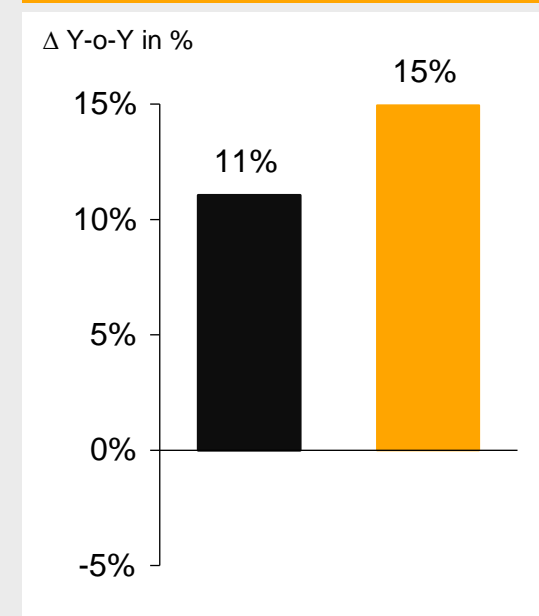
North America¹



North America: share of sales

9M 2021	23%
9M 2022	23%

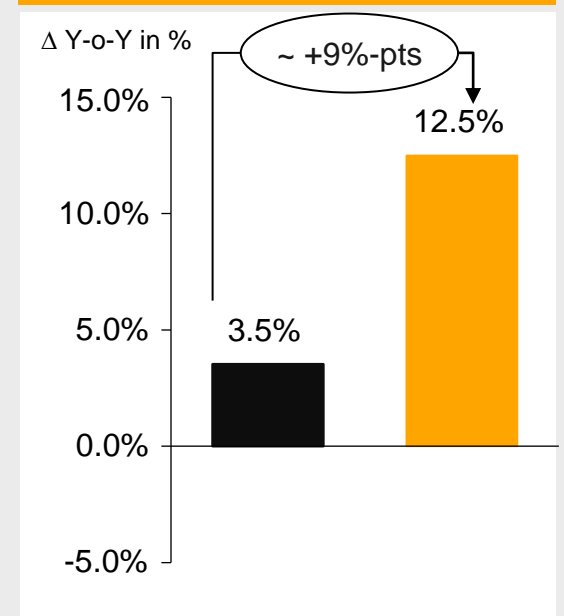
China¹



China: share of sales

9M 2021	15%
9M 2022	15%

Worldwide¹



- PC< production weighted by regional sales share
- Outperformance

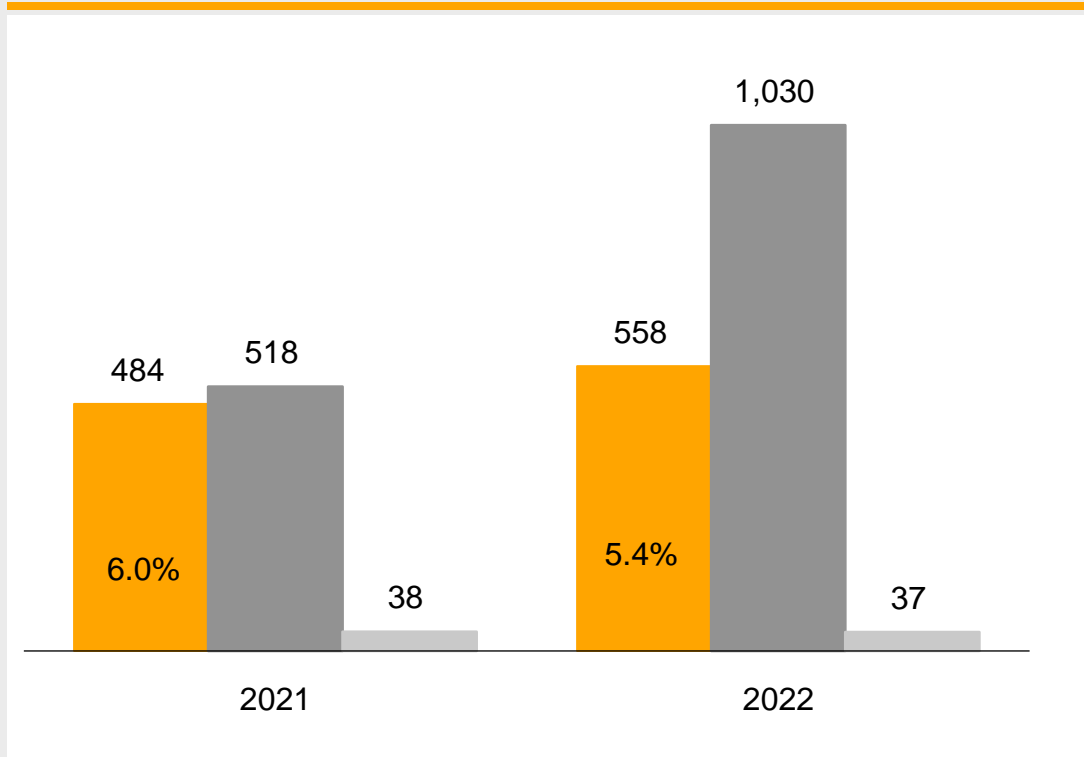
■ PC< production by region ■ Automotive sales

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

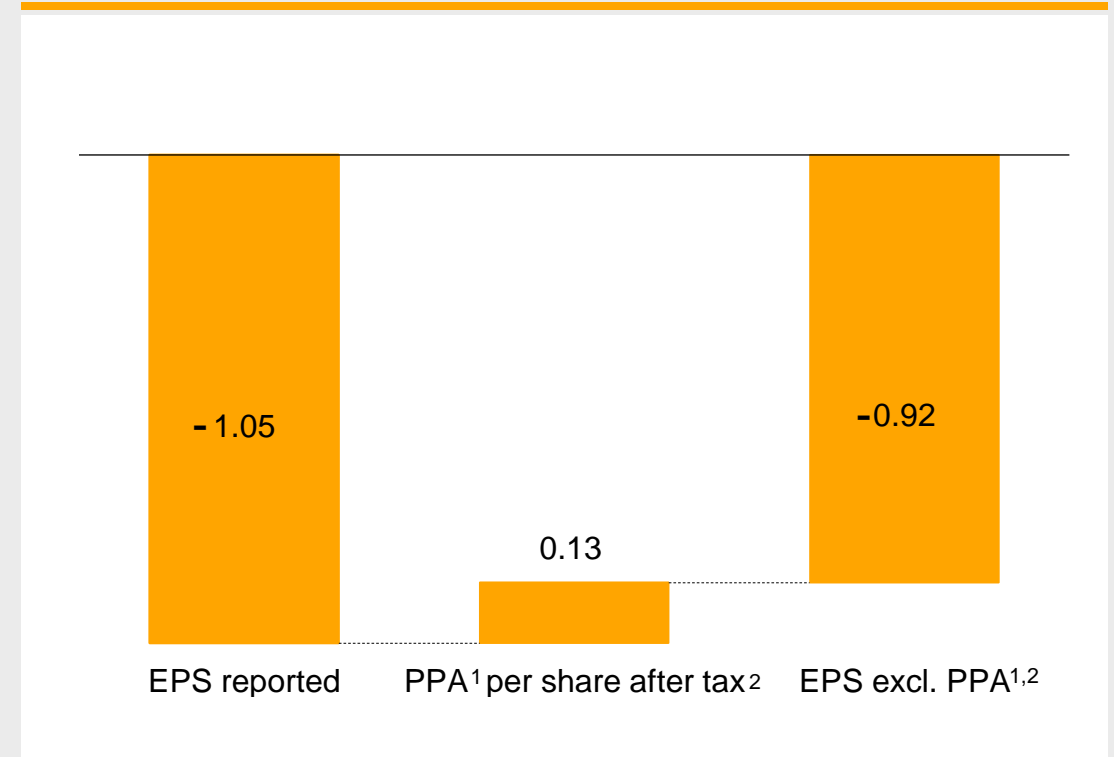
Back-up

Capex, Depreciation and Earnings per Share – Q3 2022

Capex, Depreciation and PPA¹ (€ mn)



EPS excl. PPA^{1,2} (€)



■ Capex (PPE & software), percentage of sales | ■ Depreciation, w/o PPA¹ | ■ PPA¹

¹ Amortization of intangibles from PPA.

² Assuming corporate tax rate of 28%.

Back-up

Relevant Bonds

Issuer	Continental AG	Conti-Gummi Finance B.V., Netherlands ¹	Conti-Gummi Finance B.V., Netherlands ¹	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 ²), BBB (Fitch ³), Baa2 (Moody's ⁴)				
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	Sept. 12, 2023	Nov. 27, 2023	Sept. 25, 2024	June 27, 2025	Aug. 27, 2026
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

¹ Guaranteed by Continental AG.

² Contracted rating since May 19, 2000.

³ Contracted rating since November 7, 2013.

⁴ Contracted rating since January 1, 2019.

Fact Sheets

2021 – 9M 2022

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.

Fact Sheets

Sales and Adjusted EBIT¹ by Quarter

Sales

Sales (€ mn)	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	4,114.2	3,796.0	3,476.6	3,970.6	15,357.4	4,246.0	4,315.0	4,941.3		
Tires	2,742.9	2,888.2	2,976.6	3,199.9	11,807.6	3,295.2	3,381.0	3,626.0		
ContiTech	1,520.7	1,491.3	1,435.5	1,465.1	5,912.6	1,570.4	1,613.3	1,728.5		
Contract Manufacturing	264.9	225.2	202.7	196.8	889.6	209.9	179.0	147.4		
Other / Consolidation	-67.4	-46.3	-50.9	-37.4	-202.0	-43.2	-44.2	-47.6		
Group	8,575.3	8,354.4	8,040.5	8,795.0	33,765.2	9,278.3	9,444.1	10,395.6		

Changes Y-o-Y in %	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-2.7	47.2	-15.9	-11.7	-0.5	3.2	13.7	42.1		
Tires	10.4	51.0	3.0	11.3	16.2	20.1	17.1	21.8		
ContiTech		40.2	-2.3	-3.9	6.0	3.3	8.2	20.4		
Contract Manufacturing	-3.2	42.1	-20.2	-30.6	-8.3	-20.8	-20.5	-27.3		
Group	2.0	47.6	-7.4	-3.6	6.0	8.2	13.0	29.3		

Adjusted EBIT¹

Adj. EBIT ¹ (€ mn)	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	96.8	-85.9	-81.6			-164.8	-99.2	131.7		
Tires	455.2	514.5	407.2			565.0	467.0	428.3		
ContiTech	150.5	114.4	82.5			85.5	79.2	105.2		
Contract Manufacturing	64.9	8.4	24.1			12.1	4.0	-4.8		
Other / Consolidation	-39.4	-39.3	-20.0			-59.3	-40.5	-55.9		
Group	728.0	512.1	412.2			438.5	410.5	604.5		

Adj. EBIT ¹ (margin in %)	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	2.4	-2.3	-2.3			-3.9	-2.3	2.7		
Tires	16.6	17.8	13.7			17.1	13.8	11.8		
ContiTech	10.2	7.9	5.9			5.4	4.9	6.2		
Contract Manufacturing	24.5	3.7	11.9			5.8	2.2	-3.3		
Group	8.5	6.2	5.2			4.7	4.4	5.8		

Changes Y-o-Y in %	2022				
	Q1	Q2	Q3	Q4	Year
Automotive	-270.2	-15.5	261.4		
Tires	24.1	-9.2	5.2		
ContiTech	-43.2	-30.8	27.5		
Contract Manufacturing	-81.4	-52.4	-119.9		
Group	-39.8	-19.8	46.7		

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

Fact Sheets

EBITDA and EBIT by Quarter

EBITDA

(€ mn)	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	304.4	148.0	106.4	108.0	666.8	60.1	127.9	331.8		
Tires	650.8	723.1	597.8	554.2	2,525.9	765.2	671.7	629.0		
ContiTech	217.6	178.0	145.5	292.6	833.7	144.3	76.4	170.3		
Contract Manufacturing	77.6	21.5	77.9	17.2	194.2	21.2	12.6	3.2		
Other / Consolidation	-36.8	-38.3	47.6	-88.9	-116.4	-58.5	-40.0	-55.6		
Group	1,213.6	1,032.3	975.2	883.1	4,104.2	932.3	848.6	1,078.7		

Margin in %	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	7.4	3.9	3.1	2.7	4.3	1.4	3.0	6.7		
Tires	23.7	25.0	20.1	17.3	21.4	23.2	19.9	17.3		
ContiTech	14.3	11.9	10.1	20.0	14.1	9.2	4.7	9.9		
Contract Manufacturing	29.3	9.5	38.4	8.7	21.8	10.1	7.0	2.2		
Group	14.2	12.4	12.1	10.0	12.2	10.0	9.0	10.4		

Changes Y-o-Y in %	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-23.5	147.7	79.7	-54.2	74.4	-80.3	-13.6	211.8		
Tires	38.0	199.0	37.2	-22.6	35.4	17.6	-7.1	5.2		
ContiTech	21.3	258.9	-27.9	47.9	32.6	-33.7	-57.1	17.0		
Contract Manufacturing	1.3	867.9	209.1	170.2	978.7	-72.7	-41.4	-95.9		
Group	11.9	3,118.4	61.2	-20.3	48.5	-23.2	-17.8	10.6		

EBIT

(€ mn)	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	55.4	-103.2	-153.1	-173.7	-374.6	-204.3	-509.9	-426.2		
Tires	447.5	520.1	395.3	337.7	1,700.6	557.9	389.7	410.7		
ContiTech	135.8	98.1	67.2	213.6	514.7	69.3	-7.4	89.0		
Contract Manufacturing	63.4	-2.0	63.2	5.8	130.4	11.7	3.6	-5.3		
Other / Consolidation	-39.5	-40.3	45.9	-91.4	-125.3	-59.3	-40.6	-56.0		
Group	662.6	472.7	418.5	292.0	1,845.8	375.3	-164.6	12.2		

Margin in %	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	1.3	-2.7	-4.4	-4.4	-2.4	-4.8	-11.8	-8.6		
Tires	16.3	18.0	13.3	10.6	14.4	16.9	11.5	11.3		
ContiTech	8.9	6.6	4.7	14.6	8.7	4.4	-0.5	5.1		
Contract Manufacturing	23.9	-0.9	31.2	2.9	14.7	5.6	2.0	-3.6		
Group	7.7	5.7	5.2	3.3	5.5	4.0	-1.7	0.1		

Changes Y-o-Y in %	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-59.8	81.6	82.9	0.5	74.9	-468.8	-394.1	-178.4		
Tires	74.4	1,577.7	70.9	-31.6	68.0	24.7	-25.1	3.9		
ContiTech	51.2	349.6	-34.5	111.5	102.6	-49.0	-107.5	32.4		
Contract Manufacturing	7.1	89.4	173.0	112.2	238.7	-81.5	280.0	-108.4		
Group	33.1	178.3	162.1	-17.0	531.3	-43.4	-134.8	-97.1		

Fact Sheets

Reported and Adjusted 9M 2022 Results

(€ mn)	Automotive		Tires		ContiTech		Contract Manufacturing		Cons. / Corr.		Group	
	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022
Sales	11,386.8	13,502.3	8,607.7	10,302.2	4,447.5	4,912.2	692.8	536.3	-164.6	-135.0	24,970.2	29,118.0
EBIT	-200.9	-1,140.4	1,362.9	1,358.3	301.1	150.9	124.6	10.0	-33.9	-155.9	1,553.8	222.9
in % of sales	-1.8%	-8.4%	15.8%	13.2%	6.8%	3.1%	18.0%	1.9%			6.2%	0.8%
Amortization of intangible assets from PPA	49.4	53.8	13.1	10.8	54.6	48.7					117.1	113.3
Total special effects	80.8	930.9	0.9	91.2	15.3	72.6	-27.2	1.3	-64.8	0.2	5.0	1,096.2
Total consolidation effects		23.4			-23.6	-2.3					-23.6	21.1
Total consolidation and special effects	80.8	954.3	0.9	91.2	-8.3	70.3	-27.2	1.3	-64.8	0.2	-18.6	1,117.3
Adjusted operating result (adj. EBIT) ¹	-70.7	-132.3	1,376.9	1,460.3	347.4	269.9	97.4	11.3	-98.7	-155.7	1,652.3	1,453.5
in % of adjusted sales	-0.6%	-1.0%	16.0%	14.2%	8.0%	5.5%	14.1%	2.1%			6.7%	5.0%

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

References

Useful Links to Continental Websites

Investor Relations

[Investor Relations](#)

Reports and Investor Presentation (Fact Book)

[Investor Presentation \(Fact Book\)](#)

Latest Presentations

[Presentations](#)

Events

[Events](#)

Sustainability

[Sustainability](#)

2021 Integrated Sustainability Report

[2021 Integrated Sustainability Report](#)

Corporate Governance Principles

[Corporate Governance Principles](#)

Shares

[Shares](#)

Debt and Rating

[Debt and Rating](#)

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 8, 2023
Annual Shareholders' Meeting	April 27, 2023
Q1 Quarterly Statement	May 10, 2023
Half-Year Financial Report	August 9, 2023
Nine-Month Quarterly Statement	November 8, 2023

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