

Q1 2022 Results

Hanover – May 11, 2022

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Back-up and Fact Sheets 2021 - Q1 2022

1 | Current Situation

Focus Remains on Performance Improvement Despite Additional Challenges

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

2 | Business Highlights

Sustainability at Tires



3 | Group Highlights

Most Important KPIs for Q1 2022

	Q1 2021	Q1 2022	Change	Comments
Sales	€8.6 bn	€9.3 bn	+8.2%	Organic growth +5.3%; FX €266 mn
Adjusted EBIT ¹	€728 mn	€439 mn	-€290 mn	
Adjusted EBIT ¹ margin	8.5%	4.7%	-380 bps	
PPA ²	-€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 ³	€448 mn ⁴	€245 mn		
Adjusted free cash flow ⁵	€646 mn ⁴	-€174 mn		
Gearing ratio	n.a.	30.1%		
Equity ratio	n.a.	36.7%		
Trailing ROCE ⁶	-1.4%	8.3%		
Net indebtedness	€3,707 mn	€4,117 mn		

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.

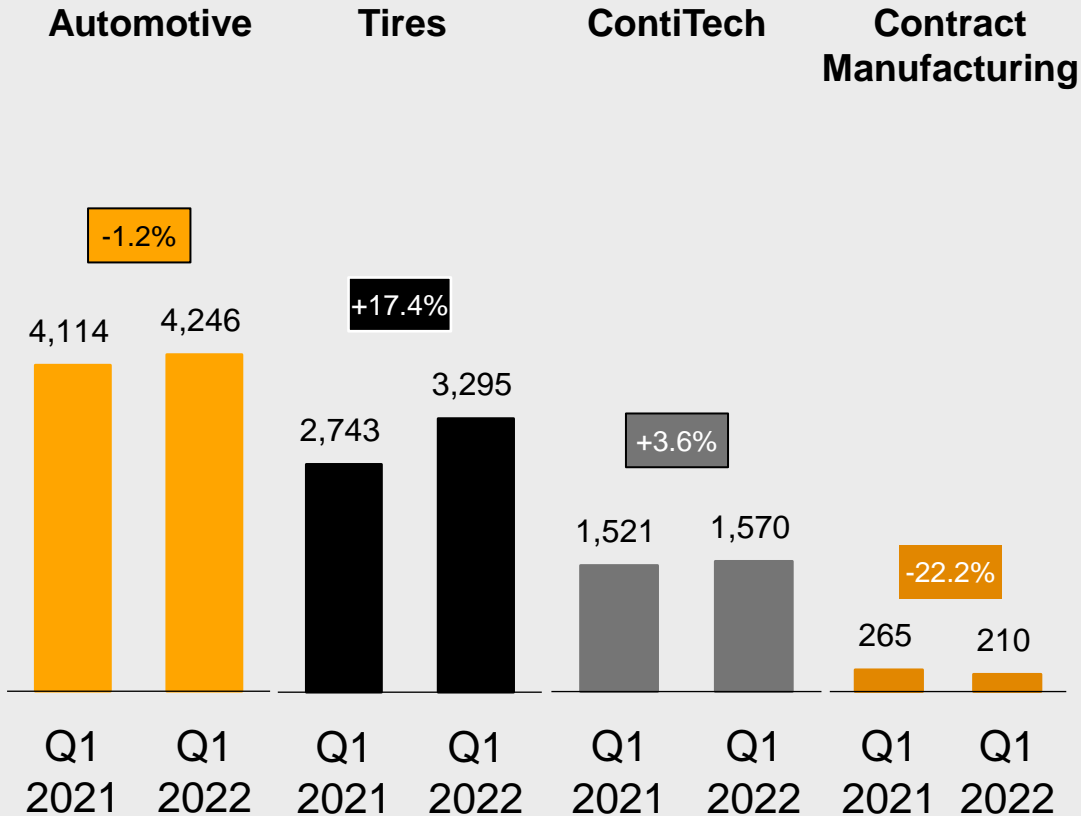
⁵ Free cash flow before acquisitions and divestments.

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

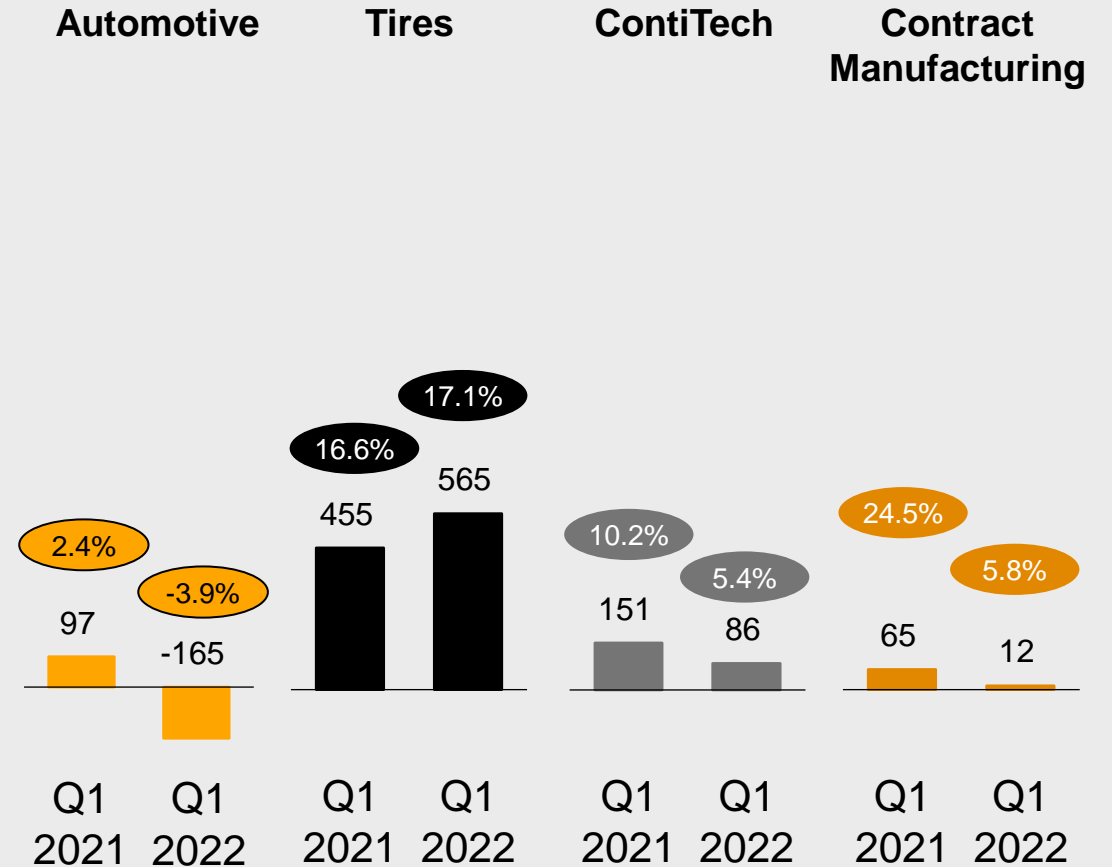
3 | Group Highlights

Q1 2022 – Sales and Earnings Performance

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



□ Organic growth² | ○ Adj. EBIT margin¹

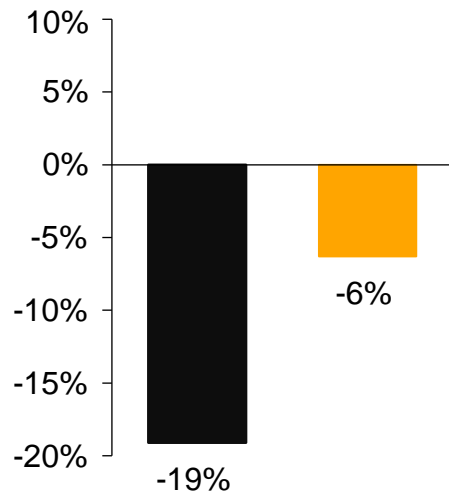
¹ Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.
² Before changes in the scope of consolidation and exchange-rate effects.

4 | Automotive

Regional Production vs. Sales Growth in Q1 2022

Europe¹

Δ Y-o-Y in %

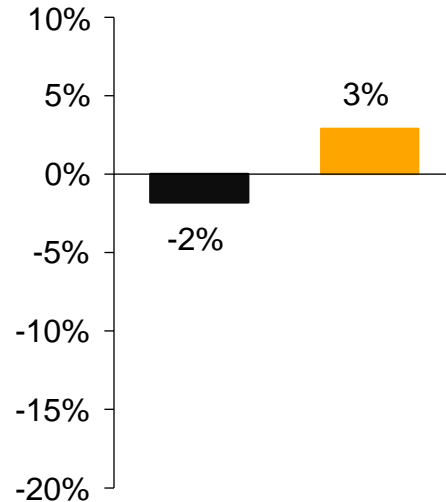


Europe: share of sales

Q1 2021	49%
Q1 2022	46%

North America¹

Δ Y-o-Y in %

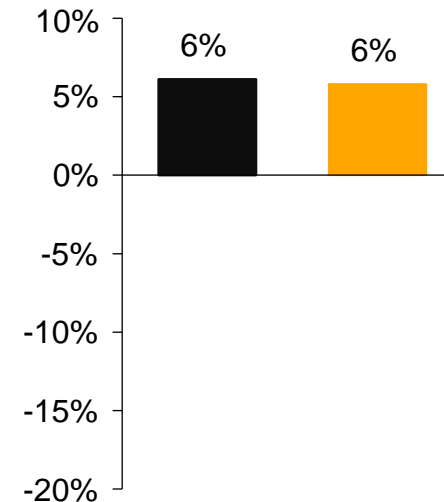


North America: share of sales

Q1 2021	23%
Q1 2022	24%

China¹

Δ Y-o-Y in %

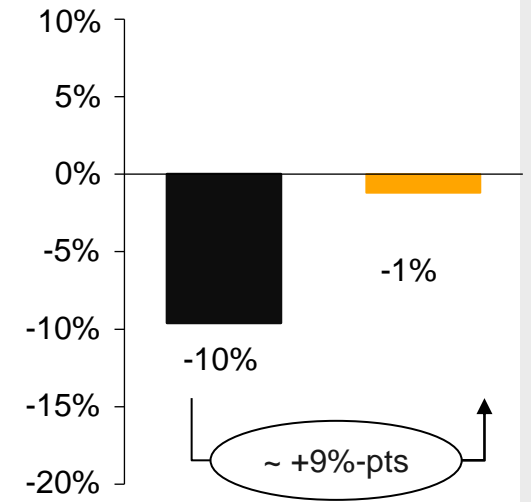


China: share of sales

Q1 2021	14%
Q1 2022	15%

Worldwide¹

Δ Y-o-Y in %



■ PC< production weighted by regional sales share

○ Outperformance

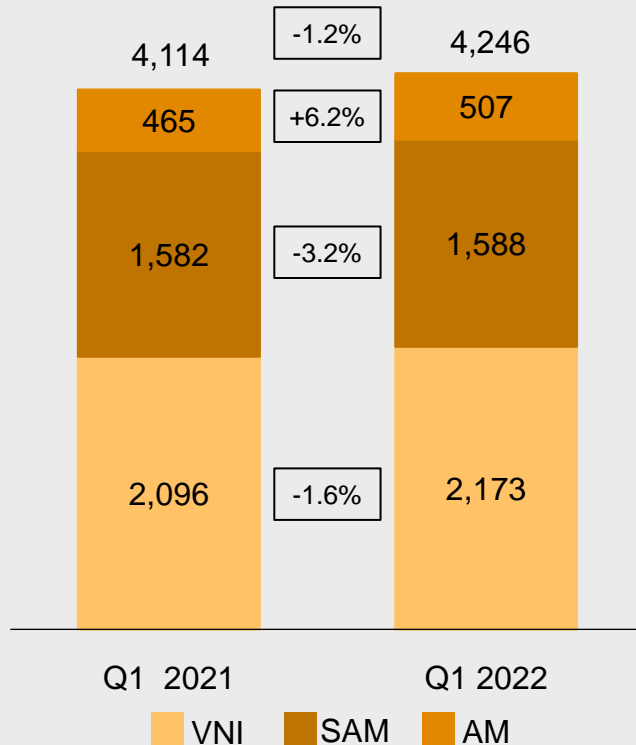
■ PC< production by region ■ Automotive sales

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

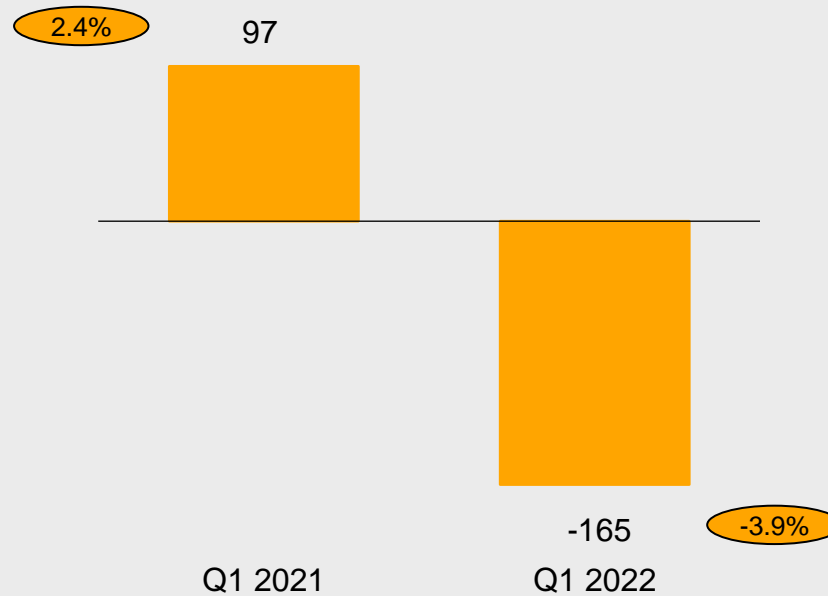
4 | Automotive

Q1 2022 – Sales and Adjusted EBIT¹

Sales (€ mn)



Adjusted EBIT (€ mn)



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.

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

4 | Automotive

Q1 2022 – Order Intake Adds Up to More Than € 5.8 bn Lifetime Sales

Vehicle Networking & Information: €4.5 bn

Highlights:

- › Award for a telematic control unit for a global Asian vehicle manufacturer
- › Two orders for display solutions, together worth more than €2.5 billion in lifetime sales



Safety and Motion: €0.9 bn

Highlights:

- › Worldwide orders for airbag control units
- › Further orders for our MK100 electronic brake system

Autonomous Mobility: €0.5 bn

Highlights:

- › Various projects for ADAS system (camera in combination with radar sensor)
- › Surround view camera project

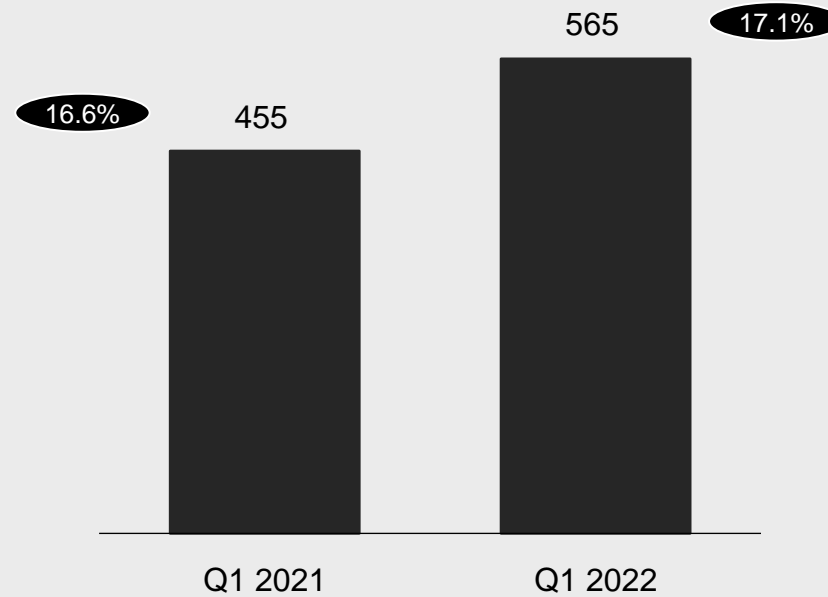
5 | Tires

Q1 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: +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

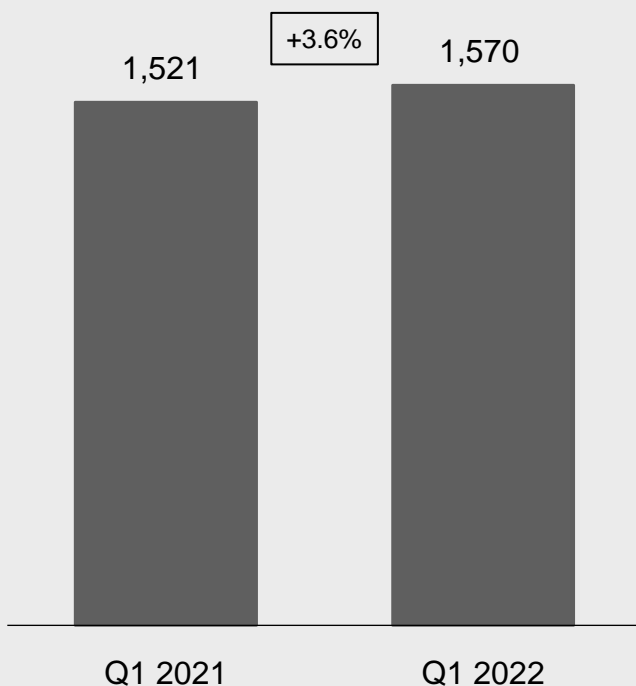
Adjusted EBIT¹

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

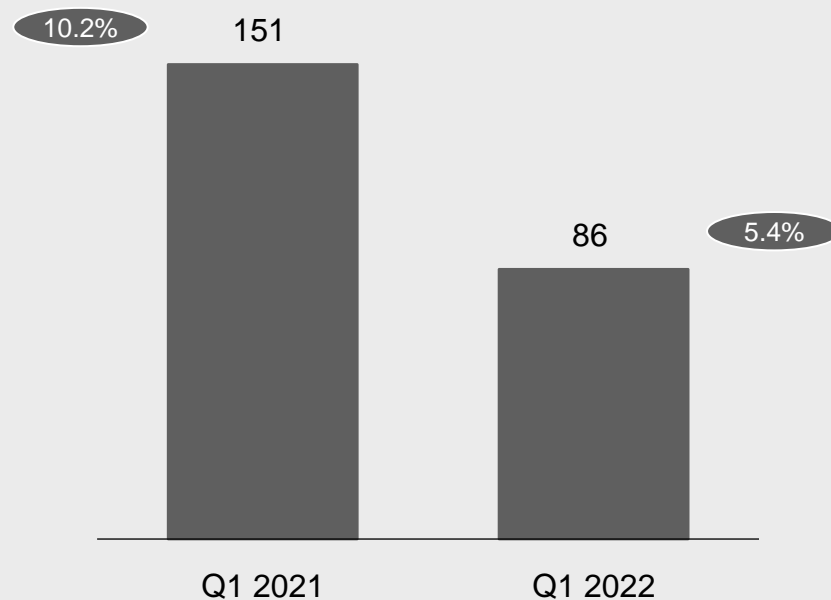
6 | ContiTech

Q1 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: +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

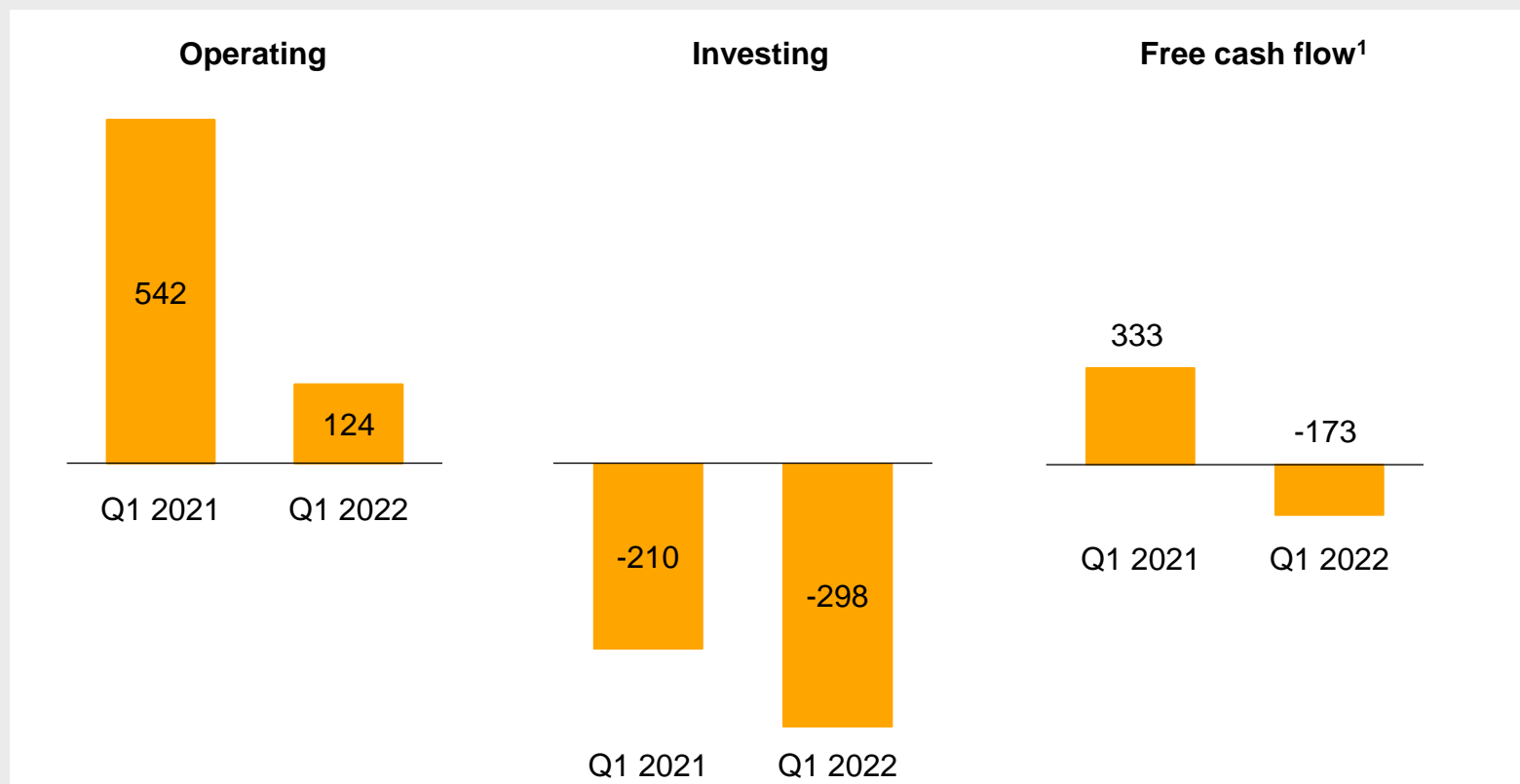
Adjusted EBIT¹

- › 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

7 | Cash Flow – Continuing Operations Only

Free Cash Flow 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

¹ 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.









8 | 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.

8 | 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

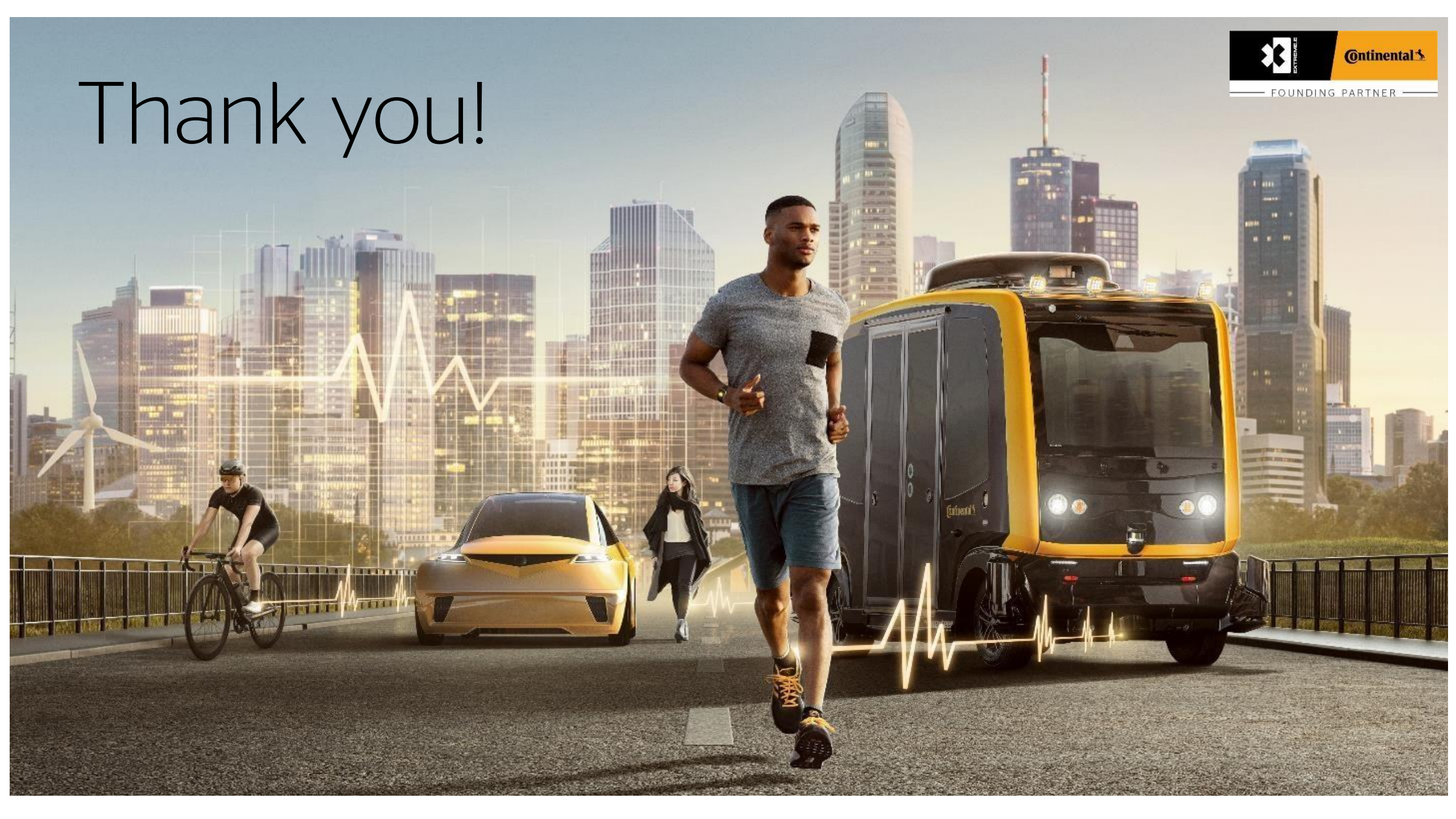
Group consolidated sales	Around €38.3 bn – €40.1 bn
Adj. EBIT ¹ margin	Around 4.7% – 5.7%
Automotive sales	Around €17.8 bn – €18.8 bn
Adj. EBIT ¹ margin	Around -0.5% – 1%
Tires sales	Around €13.8 bn – €14.2 bn
Adj. EBIT ¹ margin	Around 12.0% – 13.0%
ContiTech sales	Around €6.3 bn – €6.5 bn
Adj. EBIT ¹ margin	Around 6.0% – 7.0%
Contract Manufacturing sales	Around €600 mn – €700 mn
Adj. EBIT ¹ 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 ²
Tax rate	Around 27%
Capex before financial investments in % of sales	Around 6%
Adjusted free cash flow ³	Around €0.6 bn – €1.0 bn

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

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

³ Free cash flow before acquisitions and divestments.

Thank you!



Disclaimer

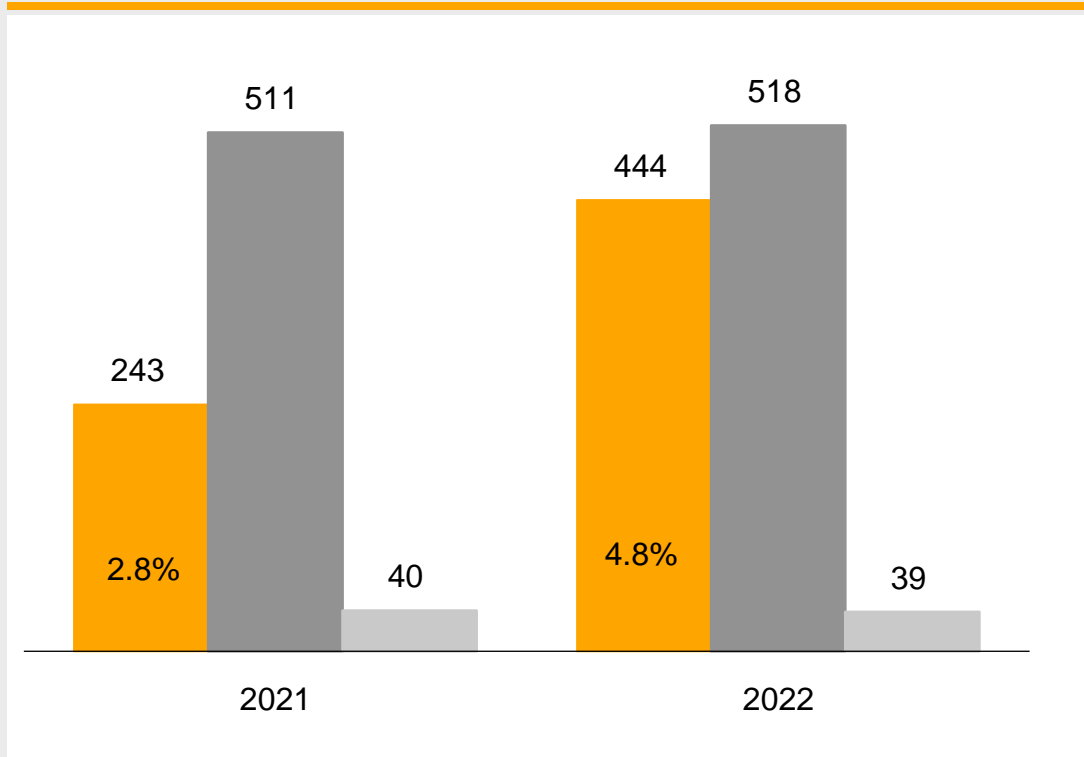
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- › Unless otherwise stated, all amounts are shown in millions of euro. Please note that differences may arise as a result of the use of rounded amounts and percentages.
- › The tables on the key figures for the group sectors show only the figures 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

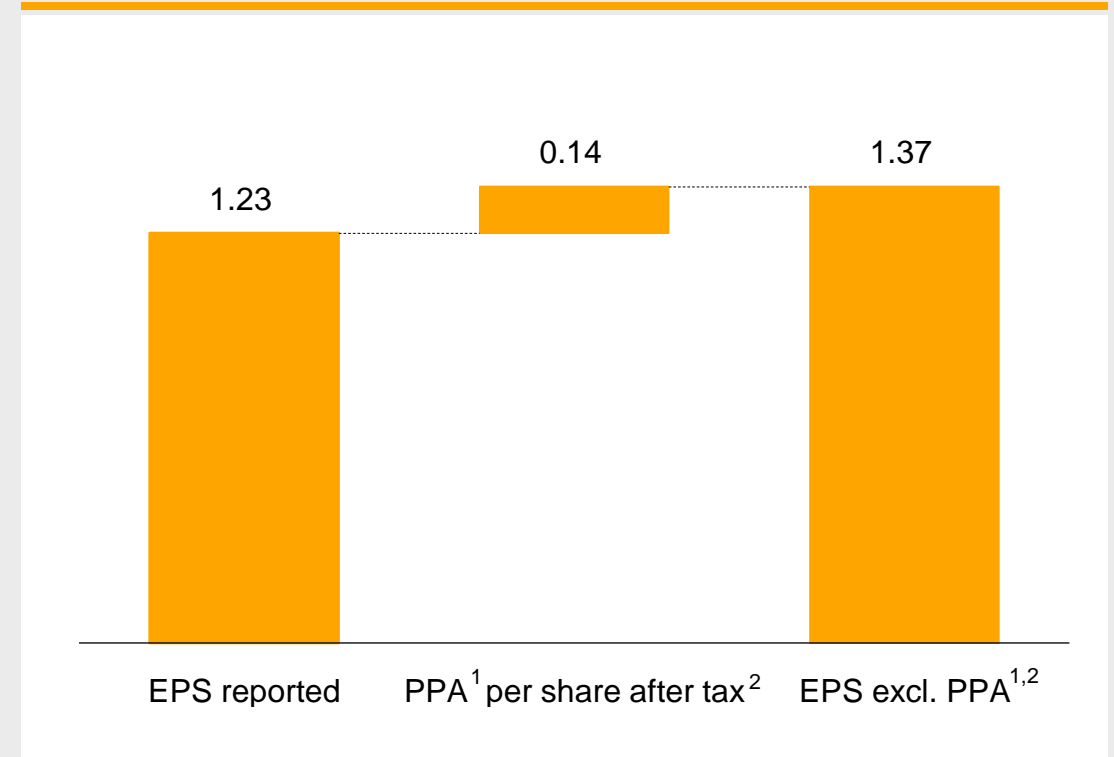
Back-up

Capex, Depreciation and Earnings per Share – Breakdown for Q1 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.

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

2021 - Q1 2022

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				
Tires	2,742.9	2,888.2	2,976.6	3,199.9	11,807.6	3,295.2				
ContiTech	1,520.7	1,491.3	1,435.5	1,465.1	5,912.6	1,570.4				
Contract Manufacturing	264.9	225.2	202.7	196.8	889.6	209.9				
Other / Consolidation	-67.4	-46.3	-50.9	-37.4	-202.0	-43.2				
Group	8,575.3	8,354.4	8,040.5	8,795.0	33,765.2	9,278.3				

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				
Tires	10.4	51.0	3.0	11.3	16.2	20.1				
ContiTech		40.2	-2.3	-3.9	6.0	3.3				
Contract Manufacturing	-3.2	42.1	-20.2	-30.6	-8.3	-20.8				
Group	2.0	47.6	-7.4	-3.6	6.0	8.2				

Adjusted EBIT¹

Adj. EBIT ¹ (€ mn)	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	96.8					-164.8				
Tires	455.2					565.0				
ContiTech	150.5					85.5				
Contract Manufacturing	64.9					12.1				
Other / Consolidation	-39.4					-59.3				
Group	728.0					438.5				

Adj. EBIT ¹ margin in %	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	2.4					-3.9				
Tires	16.6					17.1				
ContiTech	10.2					5.4				
Contract Manufacturing	24.5					5.8				
Group	8.5					4.7				

Changes Y-o-Y in %	2022				
	Q1	Q2	Q3	Q4	Year
Automotive	-270.2				
Tires	24.1				
ContiTech	-43.2				
Contract Manufacturing	-81.4				
Group	-39.8				

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				
Tires	650.8	723.1	597.8	554.2	2,525.9	765.2				
ContiTech	217.6	178.0	145.5	292.6	833.7	144.3				
Contract Manufacturing	77.6	21.5	77.9	17.2	194.2	21.2				
Other / Consolidation	-36.8	-38.3	47.6	-88.9	-116.4	-58.5				
Group	1,213.6	1,032.3	975.2	883.1	4,104.2	932.3				

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				
Tires	447.5	520.1	395.3	337.7	1,700.6	557.9				
ContiTech	135.8	98.1	67.2	213.6	514.7	69.3				
Contract Manufacturing	63.4	-2.0	63.2	5.8	130.4	11.7				
Other / Consolidation	-39.5	-40.3	45.9	-91.4	-125.3	-59.3				
Group	662.6	472.7	418.5	292.0	1,845.8	375.3				

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				
Tires	23.7	25.0	20.1	17.3	21.4	23.2				
ContiTech	14.3	11.9	10.1	20.0	14.1	9.2				
Contract Manufacturing	29.3	9.5	38.4	8.7	21.8	10.1				
Group	14.2	12.4	12.1	10.0	12.2	10.0				

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				
Tires	16.3	18.0	13.3	10.6	14.4	16.9				
ContiTech	8.9	6.6	4.7	14.6	8.7	4.4				
Contract Manufacturing	23.9	-0.9	31.2	2.9	14.7	5.6				
Group	7.7	5.7	5.2	3.3	5.5	4.0				

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				
Tires	38.0	199.0	37.2	-22.6	35.4	17.6				
ContiTech	21.3	258.9	-27.9	47.9	32.6	-33.7				
Contract Manufacturing	1.3	867.9	209.1	170.2	978.7	-72.7				
Group	11.9	3,118.4	61.2	-20.3	48.5	-23.2				

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				
Tires	74.4	1,577.7	70.9	-31.6	68.0	24.7				
ContiTech	51.2	349.6	-34.5	111.5	102.6	-49.0				
Contract Manufacturing	7.1	89.4	173.0	112.2	238.7	-81.5				
Group	33.1	178.3	162.1	-17.0	531.3	-43.4				

Fact Sheets

Reported and Adjusted Q1 2022 Results

(€ mn)	Automotive		Tires		ContiTech		Contract Manufacturing		Cons. / Corr.		Group	
	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022
Sales	4,114.2	4,246.0	2,742.9	3,295.2	1,520.7	1,570.4	264.9	209.9	-67.4	-43.2	8,575.3	9,278.3
EBIT	55.4	-204.3	447.5	557.9	135.8	69.3	63.4	11.7	-39.5	-59.3	662.6	375.3
Amortization of intangible assets from PPA	16.1	18.5	4.6	3.4	19.1	16.7					39.8	38.6
Total special effects	25.3	13.2	3.1	3.7	4.7	-0.5	1.5	0.4	0.1		34.7	16.8
Total consolidation effects		7.8			-9.1						-9.1	7.8
Total consolidation and special effects	25.3	21.0	3.1	3.7	-4.4	-0.5	1.5	0.4	0.1		25.6	24.6
Adjusted operating result (adj. EBIT) ¹	96.8	-164.8	455.2	565.0	150.5	85.5	64.9	12.1	-39.4	-59.3	728.0	438.5
in % of adjusted sales	2.4%	-3.9%	16.6%	17.1%	10.2%	5.4%	24.5%	5.8%			8.5%	4.7%

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

References

Useful Links to Continental Websites

Investor Relations www.continental-ir.com

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

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