Autonomous Mobility
Bank of America - Future Car Series, September 12th 2023
Trends within “Autonomous Mobility”
Market Development Offers Great Business Opportunities

**Trends of Autonomous Mobility market**

- Increased Content per vehicle
- Accelerated Industry and technology changes
- Emerging new business areas and models (e.g. MaaS, SaaP)

- Market potential will increase multi-fold
- Holistic Systems for Autonomous Driving

- Architecture centralization
- Changed Product set-up (HW only with separate SW)

**Changes of Autonomous Mobility market**

- Shifted value chain for Tier1
- Changed OEM procurement and (co-)development process

**LEAD TO**

- Adjustment of product portfolio and business model to new market needs
- Strategic cooperation's between all kind of market players
- Increased Competition Reallocation of market shares between established and new players
Strongly Positioned for Creating Value in Growth Markets
Market Segmentation by Our Strategic Pillars
Strongly Positioned for Creating Value in Growth Markets
Market Segmentation by Our Deliveries

Paradigm

Scale with **Hardware**
- VOLUME
- Affordable
- Integration / validation efforts low
- Functions pre-set
- Simple performance updates only
- Selling hardware boxes with software for a defined function

Scale with **Software**
- PREMIUM
- New functions over lifetime
- Pay per use models possible
- High performance Compute and sensor suite in every car
- Selling a high-performance hardware with maximum sensor suite

Scale with **Service**
- SERVICES
- Defined hardware and function scope
- Use cases and business models known
- Return over lifetime
- Hardware as a service model
- Providing a high-performance hardware with maximum sensor suite
  *Paid by miles driven*
Portfolio Overview
System Configurations
Core Products of Autonomous Mobility
Provider of Full-Stack Solutions

Components
- Camera
- Radar
- LiDAR
- Ultrasonic
- ADCU

Engineering Ecosystem
- SW Platform, OS & Middleware
- Cloud Services & Data Solutions
- Integration & Collaboration Platform
- Test Platform & Methods
- Simulation & Virtualization Engine

Systems & Software
- Cruising
- Parking
- Safety
- Human Vision
- Computer Vision
- Environmental Model & Fusion
- Sensor Processing
Partners
Powerful SoC

Strategic Partnership to…
…jointly deliver scalable, System on Chip (SoC)-optimized Automotive Software and Functions

✓ Competitive advantage through Purpose Design SoC
✓ Full system capability down to SoC
✓ Flexibility towards customer SW
✓ Market-proven product and process know-how

High Performance and Power Efficiency
Compared to Competitor on Standard Benchmark

<table>
<thead>
<tr>
<th>Performance (fps)</th>
<th>Power Efficiency (frames per Watt)</th>
<th>DRAM Efficiency (GB per frame, lower is better)</th>
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<tbody>
<tr>
<td>Competitor</td>
<td>128</td>
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<tr>
<td>Ambarella CV3 AD-High Div</td>
<td>706 x 5.5</td>
<td>11.2 x 4</td>
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<td>0.51 x 10x</td>
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Scalability
Ambarella with Most Scalable SoC Platform

Your full stack partner ...

Perception / Functions
Continental and Ambarella cooperation
Scalable and Reusable System Architecture

SAE L2
- Parking and Vision Base
  - ADC5 Low
  - ADC5X High
  - ADC5 Low
- Fallback used for Parking & Vision

SAE L2+
- COMPANION PERFORMANCE B
  - SOP 2027
- Fallback used for L2P Main Path
- Cruising Assist
  - System Initiated Lane Change
  - L2P Hands-Off 137 kph
- Urban Features
- Navigation Cruise System

SAE L3
- CRUISING CHAUFFEUR
  - SOP 2027
- L3 Cruising Chauffeur 137 kph

SAE L4
- CRUISING PILOT FALBACK PATH
  - SOP 2027
- L4 Cruising Pilot Fallback

CUSTOMER MAIN PATH
- Main ADCU

Awarded Series Project

- Semi/Automated & Remote Parking
- Park Distance Warning
- Reverse Assist
- 2D/3D Views
- Transparent Hood
- Cruising Assist
  - System Initiated Lane Change
  - L2P Hands-Off 137 kph
  - Urban Features
  - Navigation Cruise System

- Fallback used for L3 Main Path
- Fallback used for L2 Main Path
- Fallback used for Parking & Vision

Awarded Series Project

Automated Driving Technology
Investor Relations © Continental AG

9/12/2023
System Setup

1x Top Sensor Module
- With the unique **Aurora lidar** industrialized by Continental, and a combination of long-range **imaging radars** and **cameras** from Continental’s portfolio

2x Side Sensor Module
- Combination of long-range **imaging radars**, **far looking cameras** and mid-range **lidar sensors**

Automated Driving Control Units
- 4 Layers of **Automated Driving Control Units** ranging from main compute (high performance) to basic vehicle controls

3x Sensor module low range
- Combination of surround range **radars**, narrow and wide view **cameras** from the Continental portfolio and near-range **lidar**

**Cleaning**
- Sensor heating
- Wire harness with central connector
- Easy to maintain and replace

ALL SENSOR MODULES FEATURE

**Cleaning**
- Sensor heating
- Wire harness with central connector
- Easy to maintain and replace

**Maintenance**
- Easy to maintain and replace

**Features**
- ALL SENSOR MODULES
- Cleaning
- Sensor heating
- Wire harness with central connector
- Easy to maintain and replace
Fallback Path

Fallback Path brings the vehicle to a safe state by applying a minimal risk maneuver in case of a malfunction of the Performance Path.

MRM fallback capability is mandatory according to AD regulations worldwide.

Completely parallel and independent to Performance Path developed by customer.

Bringing in heterogenous redundancy by diverse sensors, development team, development tools.

CUSTOMER ADVANTAGES:

- Strong advantage towards homologation of customer system.
- Industrialized package, expected to be less complex than Performance Path due to reduced functionality.

1. Permanently check for safe stopping options along the projected path.
2. In failure case, choose proper minimum risk maneuver regarding system capabilities and road infrastructure.

MRM*) Stopping Lane

*) MRM = Minimum Risk Maneuver
Strategic Vision Combined With Strong Execution
Earnings per Mile Offer Recurring Revenues

Driver as a Service
- System Design ready for production @OE
- Supply chain ensured by Continental
- Public visibility of Aurora & Continental partnership

Hardware as a Service (incl. AD Safety Path)
- Cash for AD Kit
- Technical Collaboration
- Pay per Mile

Pay per Mile
Our Key Takeaways for Today

1. Ambarella strategic partnership as entry point for SoC based scalable system solutions and joint SW Stack development.

2. Focus on one chip family (Ambarella CV3) to leverage opportunities from premium systems (L4) to volume systems (L2/L2+).

3. Leapfrog to power efficient and performant L4 solution using latest AI technologies and maximize re-use for L3/L2+/L2 by scaling down with one SW main track.

4. Truck L4 fallback-path will be reused for the main-path of passenger-car L3/L2+/L2.

5. Significant order intake with new Hardware as a Service Business Model and recurring revenues from per mile payments.
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<tr>
<th>Name</th>
<th>Title</th>
<th>Phone</th>
<th>E-mail</th>
</tr>
</thead>
<tbody>
<tr>
<td>Anna-Maria Fischer</td>
<td>Head of Investor Relations (IR)</td>
<td>+49 511 938 12203</td>
<td><a href="mailto:anna-maria.fischer@conti.de">anna-maria.fischer@conti.de</a></td>
</tr>
<tr>
<td>Jana Maddison</td>
<td>Assistant to the Head of IR, Roadshow and Conference Organization</td>
<td>+49 511 938 1163</td>
<td><a href="mailto:jana.maddison@conti.de">jana.maddison@conti.de</a></td>
</tr>
<tr>
<td>Rachel Arellano</td>
<td>Director - Investor Relations</td>
<td>+49 511 938 10478</td>
<td><a href="mailto:rachel.arellano@continental.com">rachel.arellano@continental.com</a></td>
</tr>
<tr>
<td>Andrea Kraft</td>
<td>Analysts and Institutional Investors</td>
<td>+49 511 938 1880</td>
<td><a href="mailto:andrea.kraft@conti.de">andrea.kraft@conti.de</a></td>
</tr>
<tr>
<td>Sabine Reese</td>
<td>ASM, Disclosure Requirements, IR Website, Sustainability</td>
<td>+49 511 938 1027</td>
<td><a href="mailto:sabine.reese@conti.de">sabine.reese@conti.de</a></td>
</tr>
<tr>
<td>Max Westmeyer</td>
<td>Analysts and Institutional Investors</td>
<td>+49 511 938 13650</td>
<td><a href="mailto:max.2.westmeyer@conti.de">max.2.westmeyer@conti.de</a></td>
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