

# 9M 2023 Results

Hanover – November 8, 2023

Ticker: CON  
ADR-Ticker: CTTAY  
<http://www.continental-ir.com>

Katja Garcia Vila (formerly Duerrfeld) – CFO

# Agenda

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Back-up and Fact Sheets 2022 – 9M 2023

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# 1 | Group Highlights

## Most Important KPIs for Q3 2023

	Q3 2022	Q3 2023
Sales	€10.4 bn	<b>€10.2 bn</b>
Adjusted EBIT <sup>1</sup>	€595 mn	<b>€637 mn</b>
Adjusted EBIT <sup>1</sup> margin	5.7%	<b>6.2%</b>
PPA <sup>2</sup>	-€37 mn	<b>-€29 mn</b>
Special effects	-€550 mn	<b>-€148 mn</b>
Restructuring	€1 mn	<b>-€90 mn</b>
Impairment	-€503 mn	<b>-€2 mn</b>
Other effects	-€48 mn	<b>-€56 mn</b>
NIAT <sup>3,4</sup>	-€211 mn	<b>€299 mn</b>
Adjusted free cash flow <sup>5</sup>	-€496 mn	<b>€466 mn</b>
Gearing ratio <sup>4</sup>	40.8%	<b>39.2%</b>
Equity ratio <sup>4</sup>	37.7%	<b>37.9%</b>
Trailing ROCE <sup>6</sup>	2.6%	<b>9.2%</b>
Net indebtedness	€6,025 mn	<b>€5,715 mn</b>

### Executive Summary

- › Further progress with price negotiations in the Automotive group sector; most of the agreements finalized
- › Tires with solid results despite lower volumes; full-year margin guidance slightly increased
- › ContiTech with resilient performance in challenging markets, on track to achieve full-year guidance
- › FX continues to be a burden in all group sectors
- › Sales guidance slightly adjusted mainly due to continued FX headwinds
- › Free cash flow supported by incremental improvements in inventory
- › New bond issued at solid financing conditions

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

<sup>2</sup> Amortization of intangibles from PPA.

<sup>3</sup> Net income attributable to the shareholders of the parent.

<sup>4</sup> The methodology used in the consolidated financial statements for the recognition of uncertain tax positions has been changed. The comparative period has been adjusted accordingly.

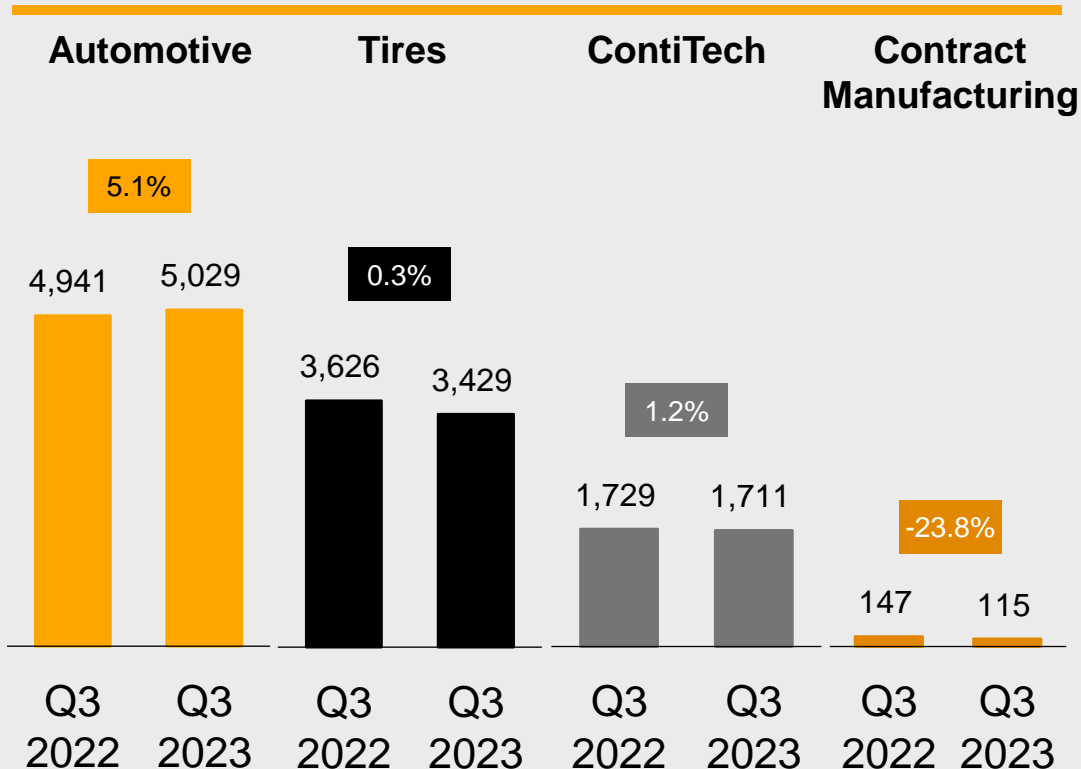
<sup>5</sup> Free cash flow before acquisitions and divestments.

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

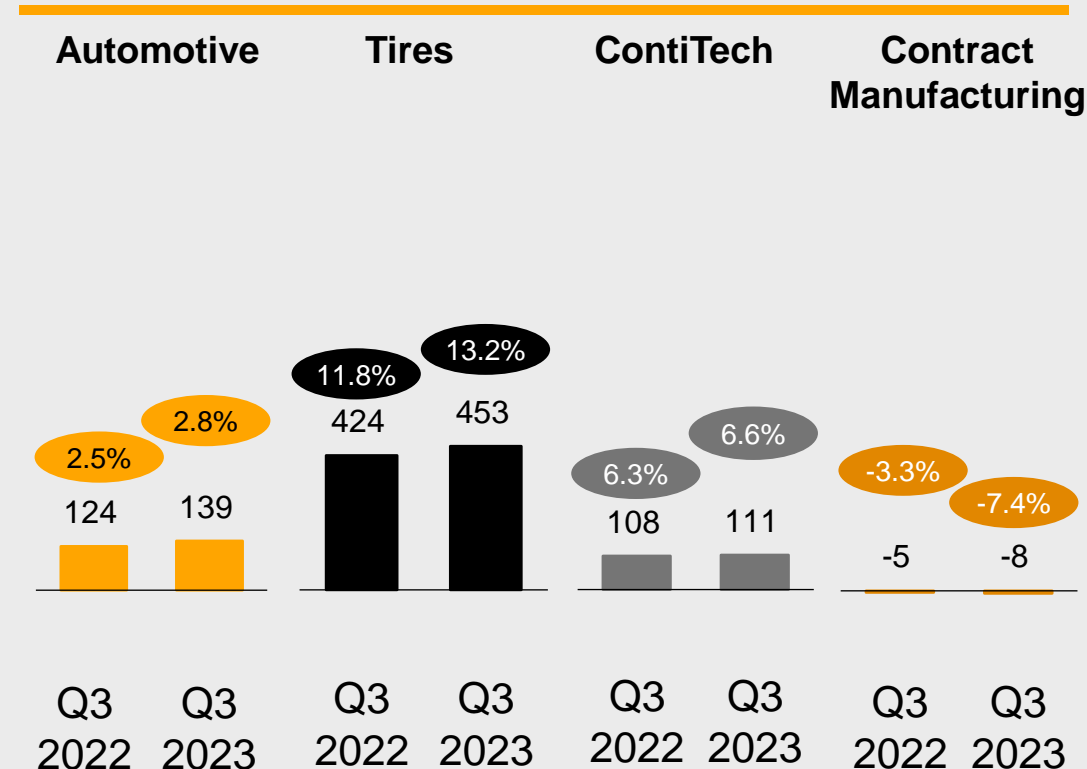
# 1 | Group Highlights

## Q3 2023 – Sales and Adjusted EBIT

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



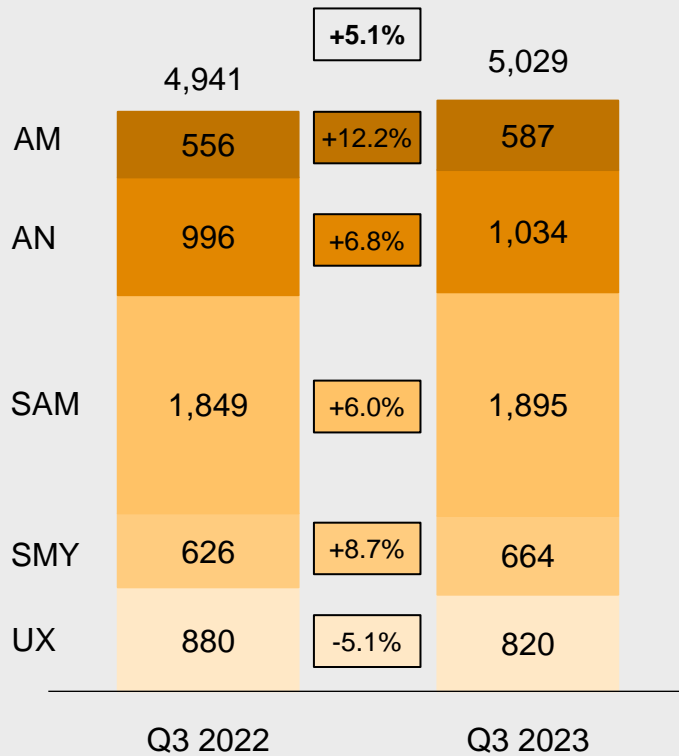
□ Organic growth<sup>2</sup> | ○ Adj. EBIT<sup>1</sup> margin

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

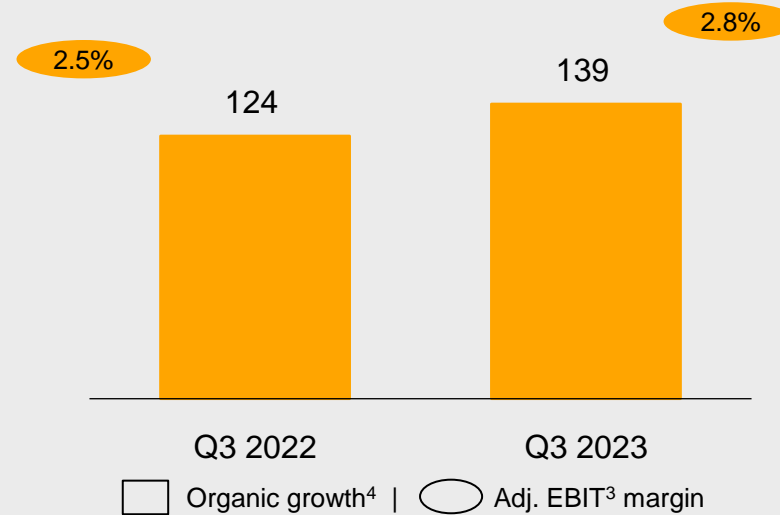
# 2 | Automotive

## Q3 2023 – Sales and Adjusted EBIT

### Sales<sup>1,2</sup> (€ mn)



### Adjusted EBIT<sup>3</sup> (€ mn)



### Sales

- › Sales impact from FX: -3.3%
- › Organic growth mainly driven by volume increases and pricing
- › Most of the pricing agreements finalized in Q3
- › Temporary lower sales in UX due to product generation changes

### Adjusted EBIT<sup>3</sup>

- › Inflation effects amounted to ~ €250 mn
- › Negative effects from currency translation on profitability
- › Pricing carry-over supportive year-over-year
- › Lower special freight costs contributing to earnings

<sup>1</sup> Without Software and Central Technologies.

<sup>2</sup> Due to consolidation effects, the sum of numbers shown in the columns does not match the total sum.

<sup>3</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

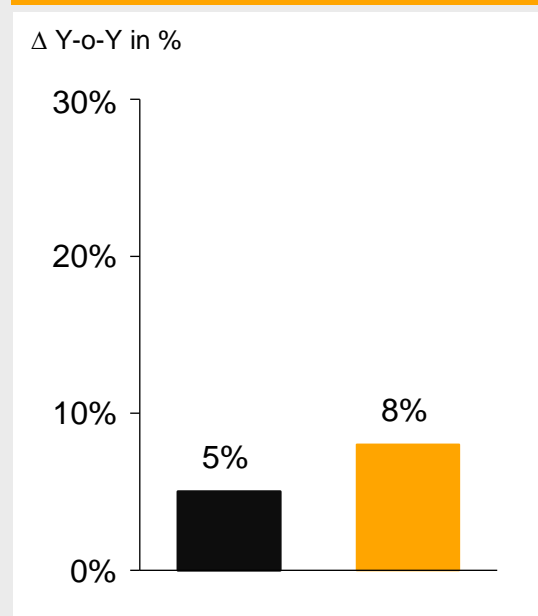
<sup>4</sup> Before changes in the scope of consolidation and exchange-rate effects.

AM: Autonomous Mobility. AN: Architecture and Networking. SAM: Safety and Motion. SMY: Smart Mobility. UX: User Experience

# 2 | Automotive

## Regional Production vs. Sales Growth in Q3 2023

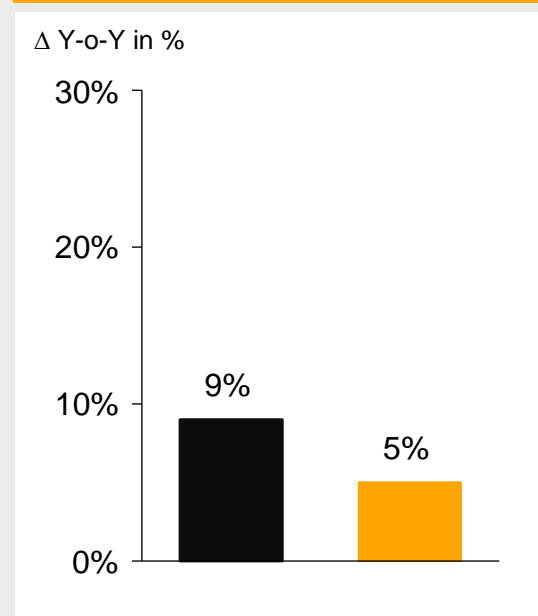
### Europe<sup>1</sup>



### Europe: share of sales<sup>1</sup>

Q3 2022	43%
Q3 2023	45%

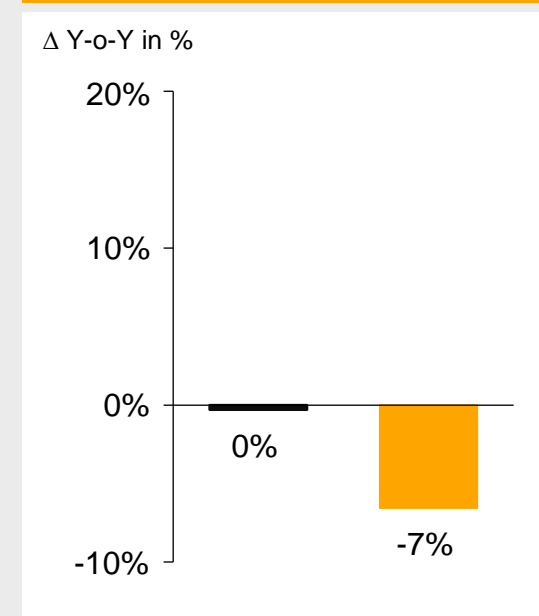
### North America<sup>1</sup>



### North America: share of sales<sup>1</sup>

Q3 2022	24%
Q3 2023	24%

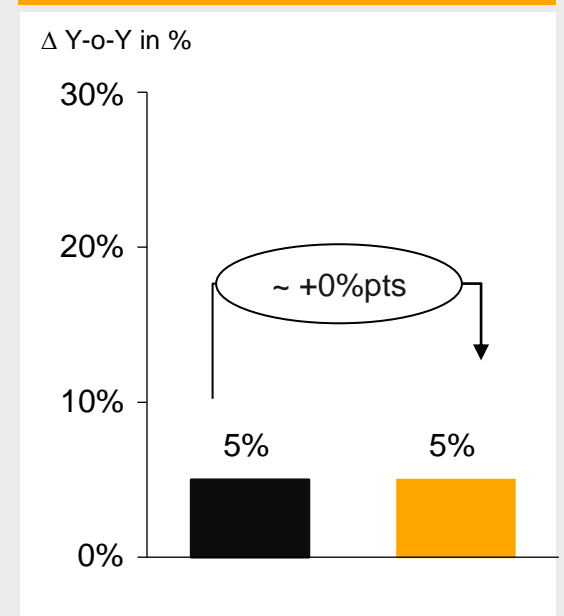
### China<sup>1</sup>



### China: share of sales<sup>1</sup>

Q3 2022	18%
Q3 2023	16%

### Worldwide<sup>1</sup>



- PC&LT production weighted by regional sales share
- Outperformance

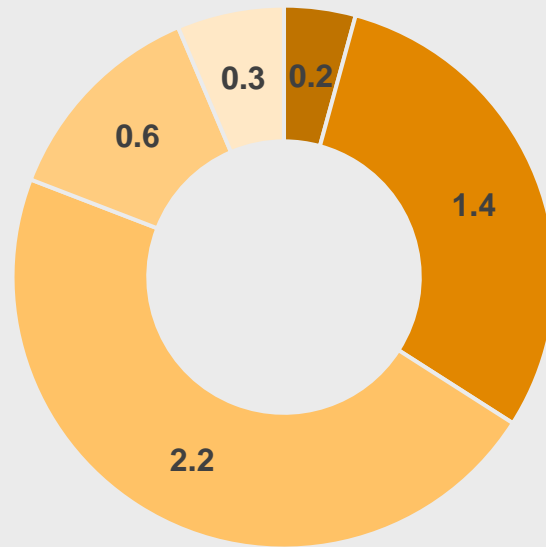
■ PC&LT production by region    ■ Automotive sales

<sup>1</sup> Shown as change in organic sales Y-o-Y (adjusted for FX and consolidation effects).

# 2 | Automotive

## Q3 2023 – Order Intake of €4.7 bn Lifetime Sales

### Order Intake Q3 2023<sup>1</sup> (€ bn)



■ AM ■ AN ■ SAM ■ SMY ■ UX

### Highlights

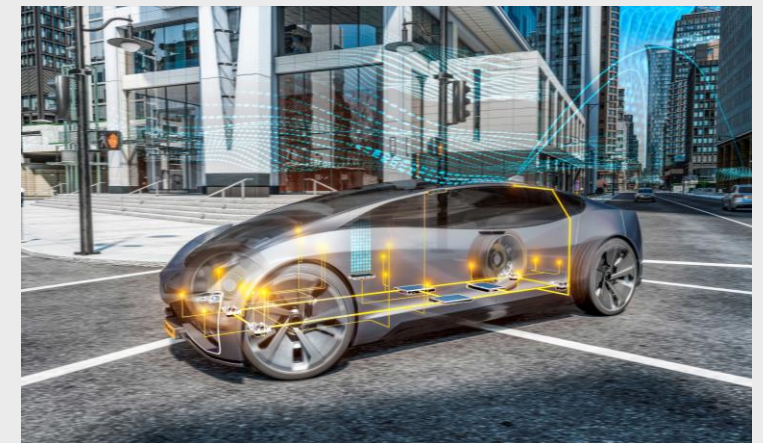
#### Safety and Motion: €2.2 bn

- › Multiple awards for latest generation of one-box brake systems
- › Airbag control unit systems for Asian OEMs



#### Architecture & Networking: €1.4 bn

- › Main order wins for telematic control units
- › Major award for body controllers

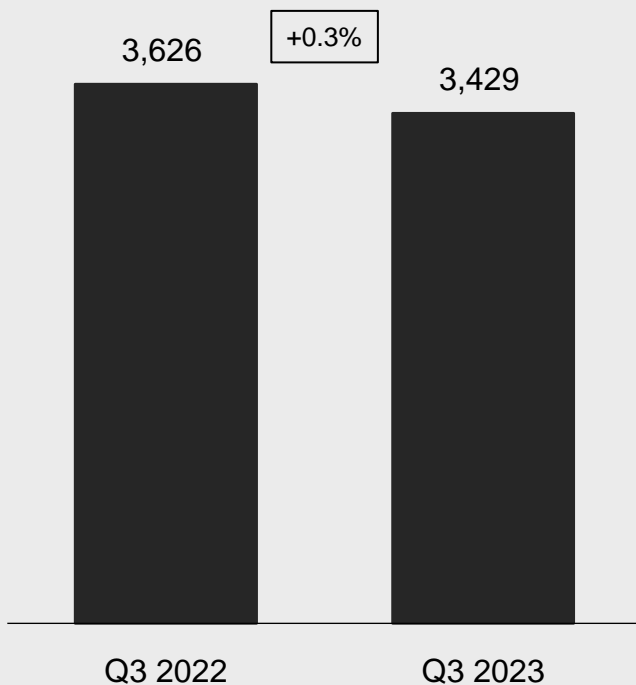


<sup>1</sup> Without Software and Central Technologies.

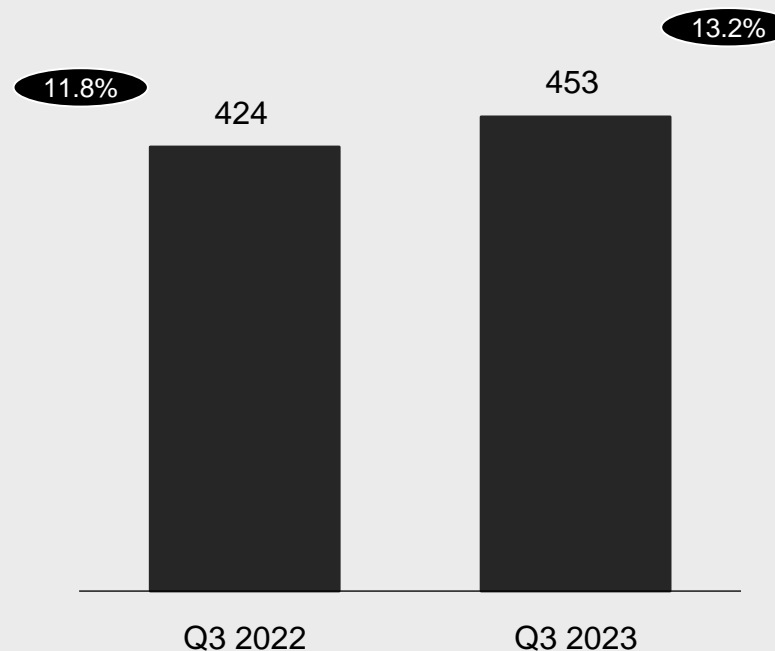
# 3 | Tires

## Q3 2023 – Sales and Adjusted EBIT

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



### Sales

- › Impact from FX: -5.1%
- › Volumes: -2.6%, in line with market
  - › Declining replacement volumes mainly in Europe and North America
  - › OE volumes continue to be strong
- › Price/mix: +2.4%; mainly attributable to mix, still strong despite weak markets

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

- › Positive high double-digit effect from raw material
- › Cost inflation from increases in labor of ~ €50 mn

□ Organic growth<sup>2</sup> | ● Adj. EBIT<sup>1</sup> margin

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

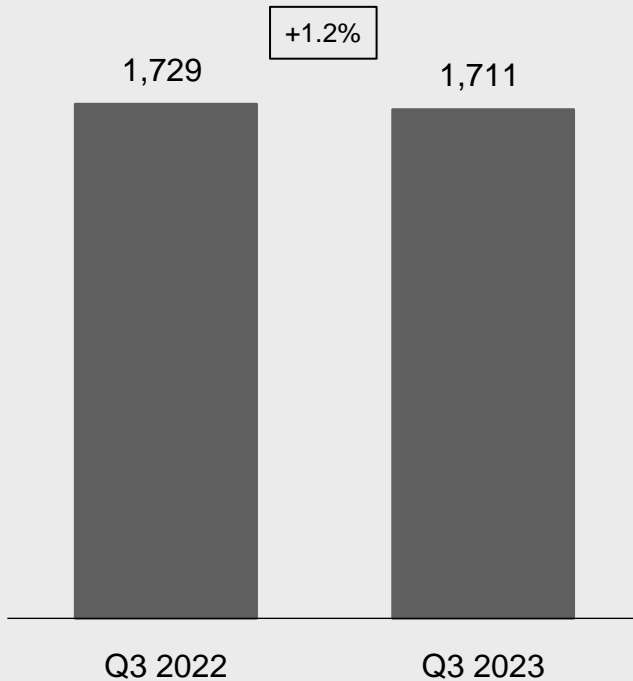
<sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.



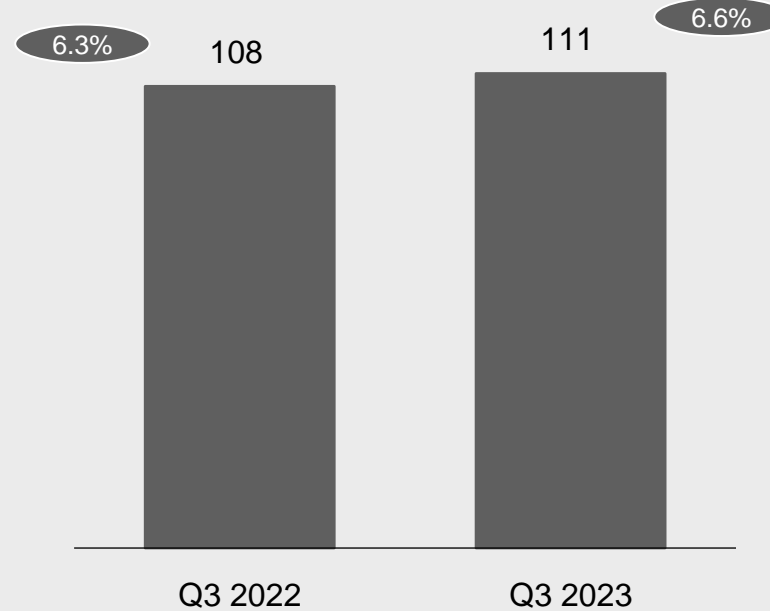
# 4 | ContiTech

## Q3 2023 – Sales and Adjusted EBIT

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



□ Organic growth<sup>2</sup> | ● Adj. EBIT<sup>1</sup> margin

### Sales

- › Impact from FX: -3.8%
- › Positive effects from concluded pricing agreements in OE business
- › Ongoing strong volume development in the OE business; industry volumes below prior year

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

- › Positively impacted by net gain of price over inflation
- › Inflation for mainly labor of ~ €30 mn
- › Favorable mix impact in some industry business areas

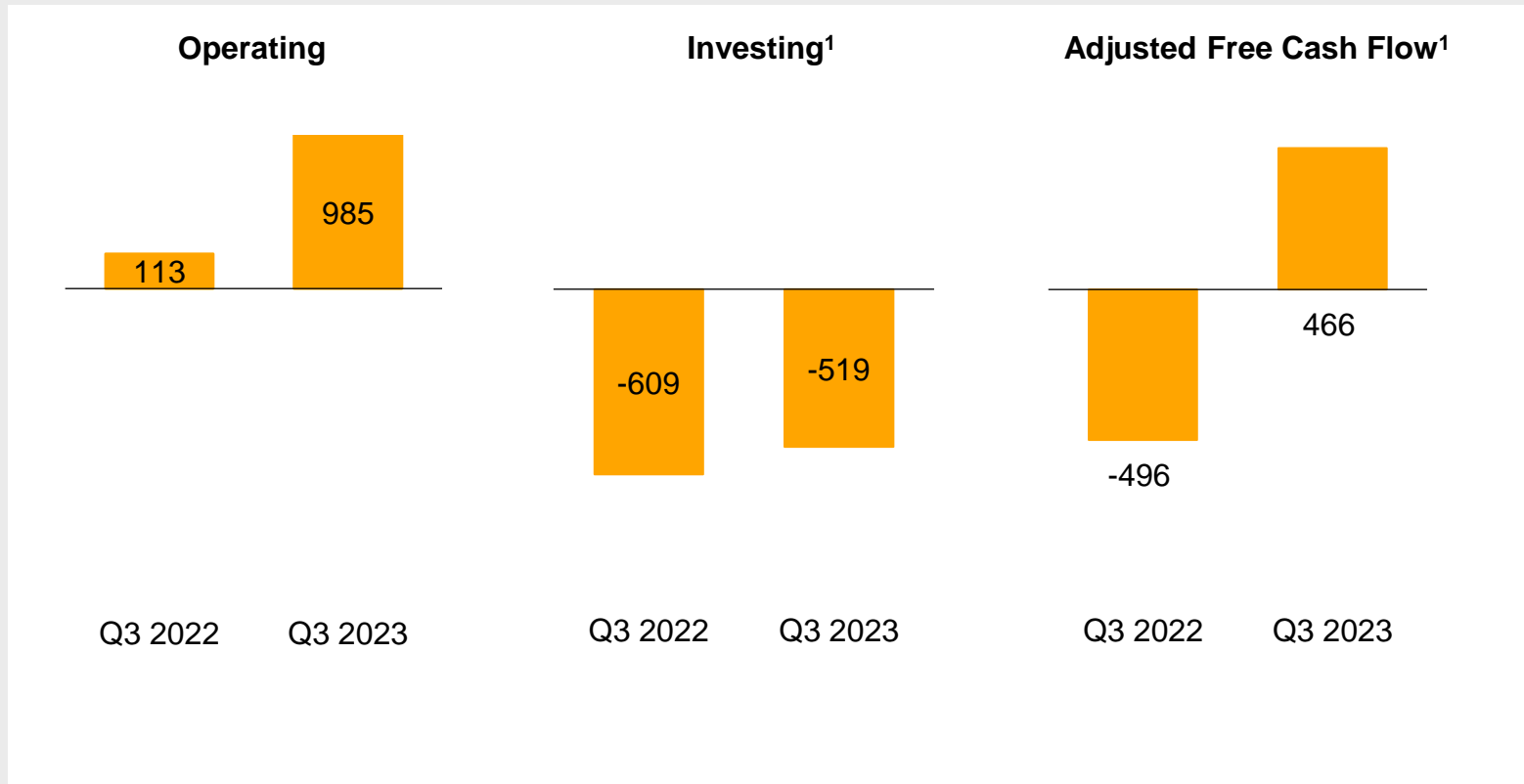
<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

<sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.

# 5 | Cash Flow

## Adjusted Free Cash Flow Improved Due to Lower Inventory Levels

Cash Flow Q3 2023 (€ mn)



### Operating Cash Flow







- › Inventory improvements as the main driver for better operating cash generation
- › Despite ongoing improvements, working capital levels remain elevated

### Investing Cash Flow<sup>1</sup>

- › Lower capital expenditure
- › Higher order intake in Automotive requires according investments; Tires further increases capacity and mix

<sup>1</sup> Before acquisitions and divestments.

# 6 | 2023 Outlook – Main Markets

	Vehicle Production		Replacement Tires <sup>1</sup>		Industrial Production		
	Q3 2023	2023E	Q3 2023	2023E	Q3 2023	2023E	
<b>Passenger Cars &amp; Light Trucks</b> 							
Europe	+5%	+9% to +11% +7% to +9%	-3%	-6% to -4% -5% to -3%	Eurozone  -3.2%	-2% to 0% -1% to +1%	
North America 	+9%	+5% to +7%	+6%	-2% to 0% -3% to -1%	USA 	+0.1%	-1% to +1% -2% to 0%
China 	0%	4% to +6% 0% to +2%	-2%	+10% to +12% +14% to +16%	China 	+4.2%	+4% to +6%
<b>Worldwide</b> 	<b>+4%</b>	<b>+5% to +7%</b> +3% to +5%	<b>-2%</b>	<b>-2% to 0%</b>			
<b>Commercial Vehicles</b> 							
Europe	+6	+7% to +10% +3% to +7%	-4%	-13% to -11% -8% to -6%			
North America 	+1	+3% to +7	-21%	-19% to -17% -10% to -8%			New estimate Prev. estimate

<sup>1</sup> Europe excluding Russia.

Calculated against the corresponding period of prior year. E = Estimates.

Sources: S&P Global, Bloomberg, preliminary data and own estimates.

# 6 | 2023 Outlook - Update

## 2023E

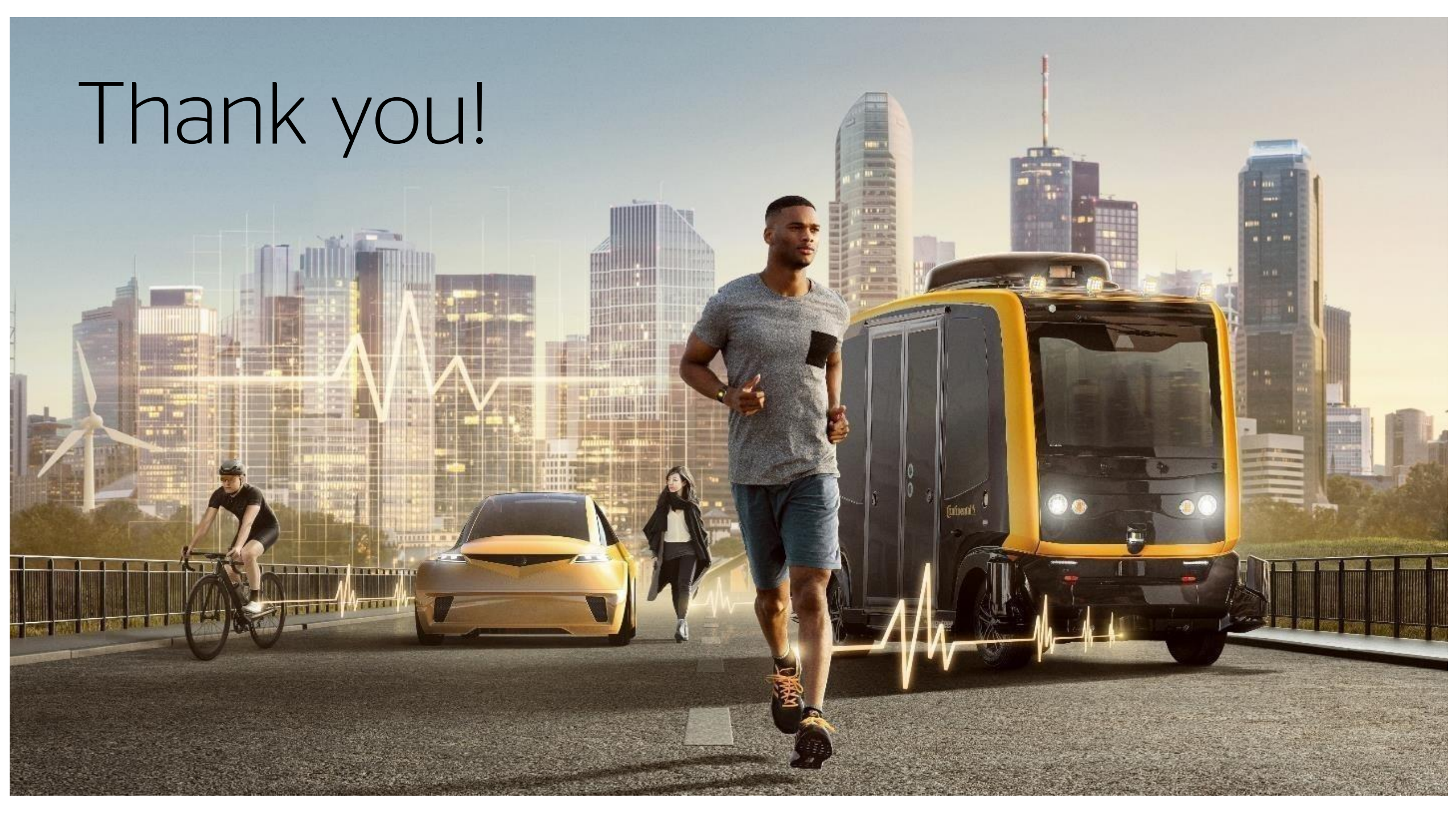
<b>Continental Group</b> consolidated sales	Around €41.0 bn – €43.0 bn (prev. ~ €41.5 bn – €44.5 bn)
Adj. EBIT <sup>1</sup> margin	Around 5.5% – 6.5%, incl. cost inflation (materials, labor, energy, logistics) headwind of ~ €1.4 bn
<b>Automotive</b> sales	Around €20.0 bn – €21.0 bn (prev. ~ €20.5 bn – €21.5 bn)
Adj. EBIT <sup>1</sup> margin	Around 2% – 3%, incl. cost inflation (materials, labor, logistics) headwind of ~ €1 bn
<b>Tires</b> sales	Around €14.0 bn – €15.0 bn
Adj. EBIT <sup>1</sup> margin	Around 12.5% – 13.5% (prev. ~ 12% – 13%), incl. cost inflation (labor) headwind of ~ €200 mn
<b>ContiTech</b> sales	Around €6.8 bn – €7.2 bn
Adj. EBIT <sup>1</sup> margin	Around 6% – 7%, incl. cost inflation (materials, labor, energy) headwind of ~ €200 mn
<b>Contract Manufacturing</b> sales	Around €400 mn – €600 mn
Adj. EBIT <sup>1</sup> margin	Around 0%
<b>Adjusted free cash flow<sup>2</sup></b>	Around €0.8 bn – €1.2 bn
PPA amortization	Below -€150 mn
Special effects	Around -€350 mn
Financial result	Around -€350 mn <sup>3</sup>
Tax rate	Around 27%
Capex before financial investments in % of sales	Around 6%

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

<sup>2</sup> Free cash flow before acquisitions and divestments.

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

Thank you!



# Disclaimer

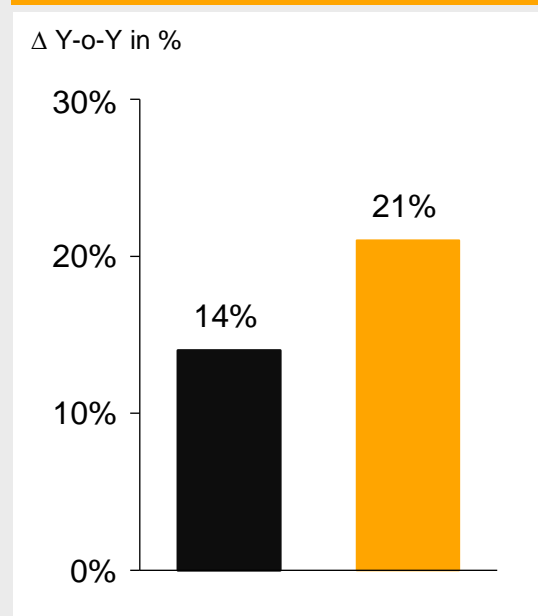
- › This presentation has been prepared by Continental Aktiengesellschaft solely in connection with the Analyst and Investor Call on November 8, 2023, and the subsequent analyst and investor meetings. It has not been independently verified. It does not constitute an offer, invitation or recommendation to purchase or subscribe for any shares or other securities issued by Continental AG or any subsidiary and neither shall any part of it form the basis of, or be relied upon in connection with, any contract or commitment concerning the purchase or sale of such shares or other securities whatsoever.
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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 methodology used in the consolidated financial statements for the recognition of uncertain tax positions has been changed. For more information, see Note 2 (General Information and Accounting Principles) of the notes to the consolidated financial statements in the 2022 annual report. The comparative period has been adjusted accordingly.

# Back-up

# Back-up

## Automotive: Regional Production vs. Sales Growth in 9M 2023

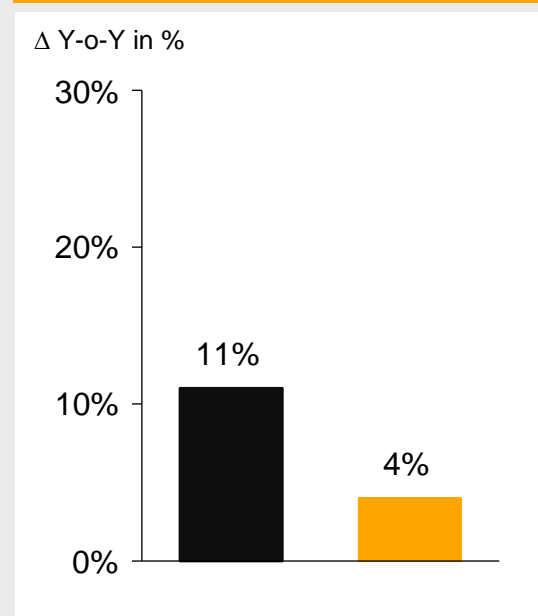
### Europe<sup>1</sup>



### Europe: share of sales<sup>1</sup>

9M 2022	45%
9M 2023	48%

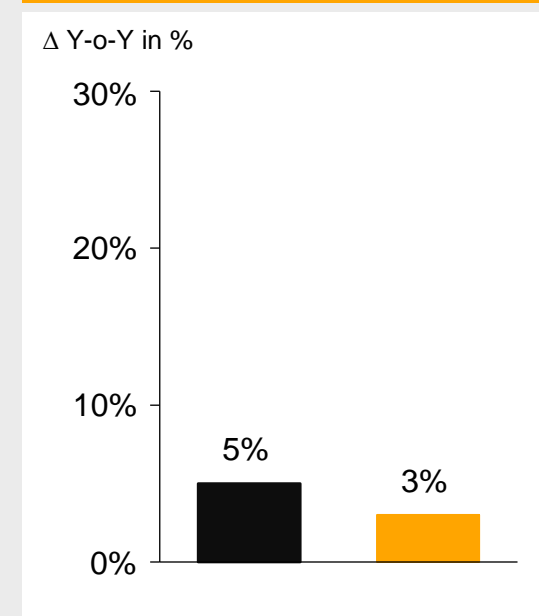
### North America<sup>1</sup>



### North America: share of sales<sup>1</sup>

9M 2022	24%
9M 2023	22%

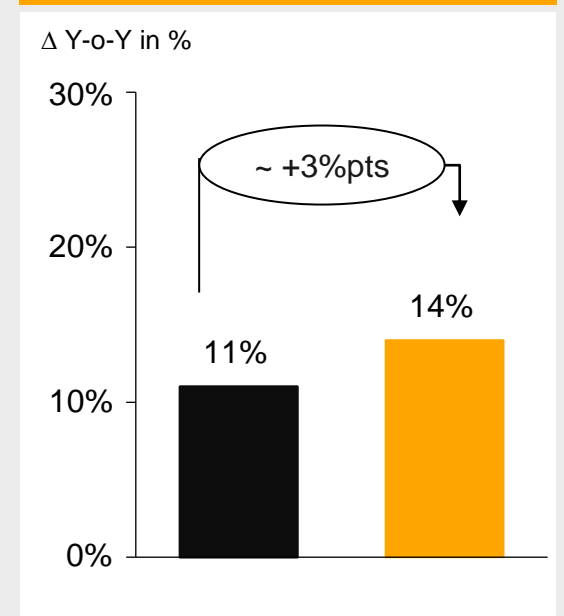
### China<sup>1</sup>



### China: share of sales<sup>1</sup>

9M 2022	16%
9M 2023	14%

### Worldwide<sup>1</sup>



- PC&LT production weighted by regional sales share
- Outperformance

■ PC&LT production by region    ■ Automotive sales

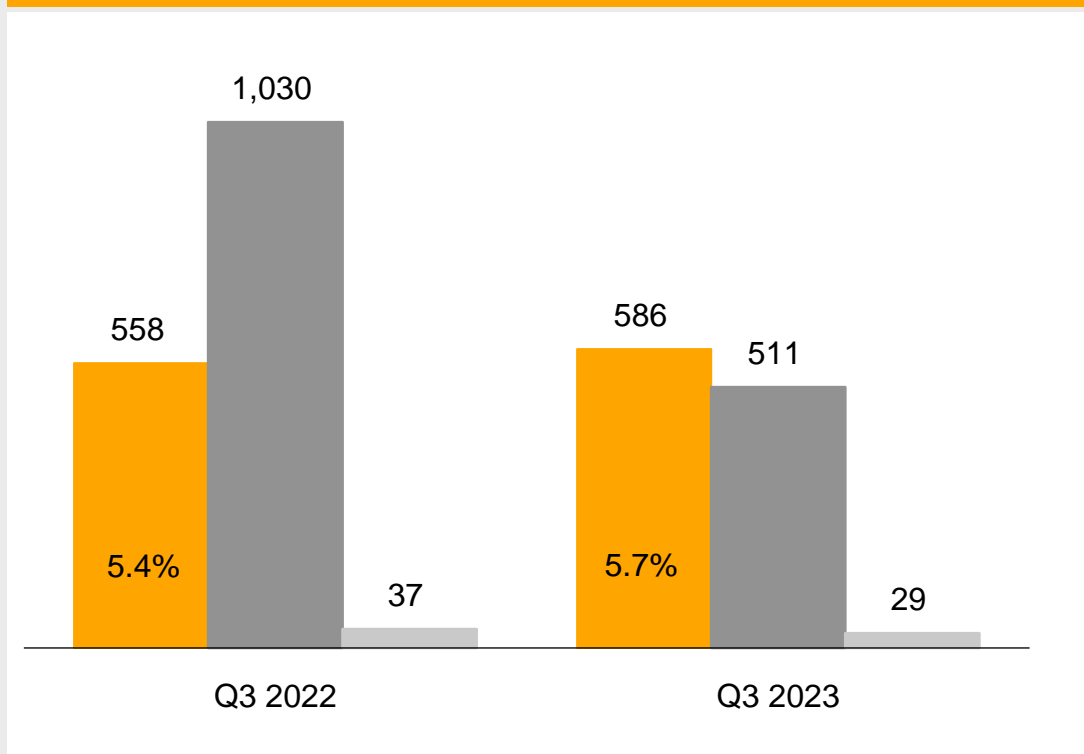
<sup>1</sup> Shown as change in organic sales Y-o-Y (adjusted for FX and consolidation effects).



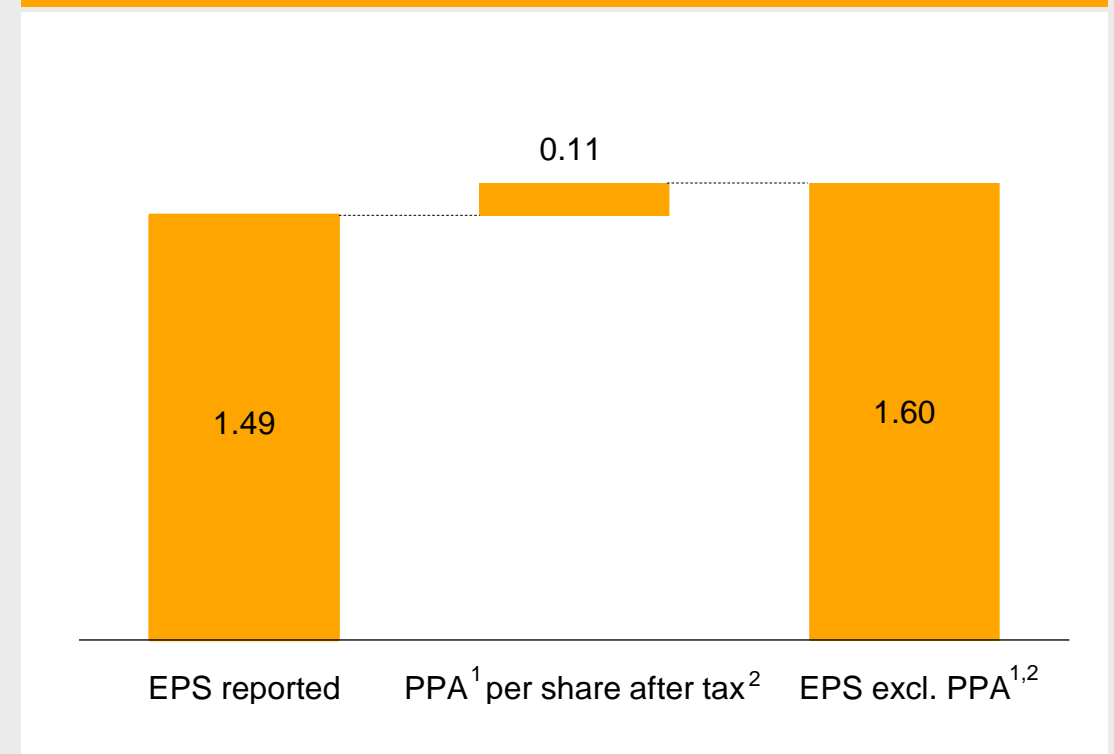
# Back-up

## Capex, Depreciation and Earnings per Share – Q3 2023

Capex, Depreciation and PPA<sup>1</sup> (€ mn)



EPS excl. PPA<sup>1,2</sup> (€)



■ Capex (PPE & software), percentage of sales | ■ Depreciation, w/o PPA<sup>1</sup> | ■ PPA<sup>1</sup>

<sup>1</sup> Amortization of intangibles from PPA.

<sup>2</sup> Assuming corporate tax rate of 28%.

# Back-up

## Relevant Bonds

Issuer	Conti-Gummi Finance B.V., Netherlands <sup>1</sup>	Conti-Gummi Finance B.V., Netherlands <sup>1</sup>	Continental AG	Continental AG	Continental AG	Continental AG	Continental AG
<b>Issue</b>	Senior Notes						
<b>Principal amount</b>	€750 mn	€625 mn	€600 mn	€750 mn	€500 mn	€625 mn	€750 mn
<b>Offering price</b>	99.559%	99.589%	99.802%	98.791%	99.658%	100.000%	99.445%
<b>Rating at issue date</b>	Baa2 (Moody's) BBB (Fitch)	Baa2 (Moody's) BBB (Fitch)	Baa1 (Moody's) BBB+ (Fitch)	Baa2 (Moody's) BBB (Fitch)	Baa2 (Moody's) BBB (Fitch) BBB (S&P)	Baa2 (Moody's) BBB (Fitch) BBB (S&P)	Baa2 (Moody's) BBB (Fitch) BBB (S&P)
<b>Current rating (Group)</b>	<b>BBB (S&amp;P<sup>2</sup>), BBB (Fitch<sup>3</sup>), Baa2 (Moody's<sup>4</sup>)</b>						
<b>Coupon</b>	2.125% p.a.	1.125% p.a.	0.375% p.a.	2.500% p.a.	4.000% p.a.	3.625% p.a.	4.000% p.a.
<b>Issue date</b>	May 27, 2020	June 25, 2020	Sept. 27, 2019	May 27, 2020	Aug. 31, 2023	Nov. 30, 2022	June 1, 2023
<b>Maturity</b>	<b>Nov. 27, 2023</b>	<b>Sept. 25, 2024</b>	<b>June 27, 2025</b>	<b>Aug. 27, 2026</b>	<b>Mar. 1, 2027</b>	<b>Nov. 30, 2027</b>	<b>June 1, 2028</b>
<b>Interest payment</b>	Annual Nov. 27	Annual Sept. 25	Annual June 27	Annual Aug. 27	Annual Aug. 31	Annual Nov. 30	Annual June 1
<b>WKN</b>	A28XTQ	A28YEC	A2YPAE	A28XTR	A35138	A30VQ4	A351PU
<b>ISIN</b>	XS2178585423	XS2193657561	XS2056430874	XS2178586157	XS2672452237	XS2558972415	XS2630117328
<b>Denomination</b>	€1,000 with minimum tradable amount €1,000						

<sup>1</sup> Guaranteed by Continental AG.

<sup>2</sup> Contracted rating since May 19, 2000.

<sup>3</sup> Contracted rating since November 7, 2013.

<sup>4</sup> Contracted rating since January 1, 2019.

# Fact Sheets

## 2022 – 9M 2023

# Fact Sheets

## Sales and Adjusted EBIT<sup>1</sup> by Quarter

Sales in Mill. EUR	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	4,246.0	4,315.1	4,941.3	4,819.3	18,321.6	5,015.2	5,132.9	5,029.2		
Tires	3,295.2	3,380.9	3,626.0	3,703.0	14,005.2	3,462.5	3,459.2	3,429.1		
ContiTech	1,570.4	1,613.3	1,728.5	1,682.1	6,594.3	1,730.8	1,741.9	1,710.5		
Contract Manufacturing	209.9	179.0	147.4	129.3	665.6	154.3	136.3	114.7		
Other / Consolidation	-43.2	-44.1	-47.7	-42.8	-177.8	-56.7	-44.3	-43.4		
<b>Group</b>	<b>9,278.3</b>	<b>9,444.2</b>	<b>10,395.6</b>	<b>10,290.8</b>	<b>39,408.9</b>	<b>10,306.1</b>	<b>10,425.9</b>	<b>10,240.1</b>		

adj. EBIT <sup>1</sup> in Mill. EUR	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-172.6	-107.0	123.7			38.5	-31.6	139.4		
Tires	565.0	464.8	424.0			468.6	474.3	453.1		
ContiTech	83.3	79.4	108.4			109.2	109.2	111.1		
Contract Manufacturing	12.1	4.1	-4.8			9.5	5.9	-8.5		
Other / Consolidation	-59.3	-40.6	-55.9			-47.5	-60.7	-57.7		
<b>Group</b>	<b>428.4</b>	<b>400.7</b>	<b>595.3</b>			<b>578.3</b>	<b>497.2</b>	<b>637.4</b>		

Changes Y-o-Y in %	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	3.2	13.7	42.1	21.4	19.3	18.1	19.0	1.8		
Tires	20.1	17.1	21.8	15.7	18.6	5.1	2.3	-5.4		
ContiTech	3.3	8.2	20.4	14.8	11.5	10.2	8.0	-1.0		
Contract Manufacturing	-20.7	-20.5	-27.2	-34.3	-25.2	-26.5	-23.9	-22.2		
<b>Group</b>	<b>8.2</b>	<b>13.0</b>	<b>29.3</b>	<b>17.0</b>	<b>16.7</b>	<b>11.1</b>	<b>10.4</b>	<b>-1.5</b>		

adj. EBIT <sup>1</sup> margin in %	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-4.1	-2.5	2.5			0.8	-0.6	2.8		
Tires	17.1	13.8	11.8			13.5	13.7	13.2		
ContiTech	5.3	4.9	6.3			6.4	6.4	6.6		
Contract Manufacturing	5.8	2.3	-3.3			6.2	4.4	-7.4		
<b>Group</b>	<b>4.6</b>	<b>4.3</b>	<b>5.7</b>			<b>5.6</b>	<b>4.8</b>	<b>6.2</b>		

Changes Y-o-Y in %	2023				
	Q1	Q2	Q3	Q4	Year
Automotive	122.3	70.5	12.7		
Tires	-17.1	2.1	6.9		
ContiTech	31.1	37.5	2.5		
Contract Manufacturing	-21.6	45.9	-75.2		
<b>Group</b>	<b>35.0</b>	<b>24.1</b>	<b>7.1</b>		

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

# Fact Sheets

## EBITDA and EBIT by Quarter

EBITDA in Mill. EUR	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	60.1	127.9	331.7	442.8	962.5	269.3	218.1	251.3		
Tires	765.2	671.7	629.1	578.8	2,644.7	659.9	576.2	637.0		
ContiTech	144.3	76.3	170.4	95.4	486.4	172.0	174.0	170.3		
Contract Manufacturing	21.2	12.5	3.2	7.8	44.7	16.4	12.5	-3.2		
Other / Consolidation	-58.6	-39.9	-55.7	-18.2	-172.3	-47.4	-61.0	-55.4		
<b>Group</b>	<b>932.3</b>	<b>848.6</b>	<b>1,078.7</b>	<b>1,106.5</b>	<b>3,966.1</b>	<b>1,070.1</b>	<b>919.8</b>	<b>1,000.0</b>		

EBITDA margin in %	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	1.4	3.0	6.7	9.2	5.3	5.4	4.2	5.0		
Tires	23.2	19.9	17.3	15.6	18.9	19.1	16.7	18.6		
ContiTech	9.2	4.7	9.9	5.7	7.4	9.9	10.0	10.0		
Contract Manufacturing	10.1	7.0	2.2	6.0	6.7	10.6	9.2	-2.8		
<b>Group</b>	<b>10.0</b>	<b>9.0</b>	<b>10.4</b>	<b>10.8</b>	<b>10.1</b>	<b>10.4</b>	<b>8.8</b>	<b>9.8</b>		

Changes Y-o-Y in %	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-80.2	-12.9	230.3	309.7	46.0	348.2	70.5	-24.2		
Tires	17.6	-7.1	5.2	4.4	4.7	-13.8	-14.2	1.3		
ContiTech	-33.7	-57.1	17.1	-67.4	-41.7	19.2	128.0	-0.1		
Contract Manufacturing	-72.6	-41.6	-95.9	-54.9	-77.0	-22.8	0.2	-199.1		
<b>Group</b>	<b>-23.2</b>	<b>-17.8</b>	<b>10.6</b>	<b>25.3</b>	<b>-3.4</b>	<b>14.8</b>	<b>8.4</b>	<b>-7.3</b>		

EBIT in Mill. EUR	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-204.3	-509.9	-426.2	170.4	-970.1	15.6	-39.5	-2.6		
Tires	557.9	389.7	410.7	365.3	1,723.6	457.7	373.4	440.0		
ContiTech	69.3	-7.4	89.1	15.5	166.5	96.4	97.7	89.8		
Contract Manufacturing	11.7	3.6	-5.3	-0.5	9.5	9.5	5.9	-8.8		
Other / Consolidation	-59.4	-40.6	-56.1	-18.7	-174.7	-48.1	-60.8	-57.9		
<b>Group</b>	<b>375.3</b>	<b>-164.7</b>	<b>12.2</b>	<b>532.0</b>	<b>754.8</b>	<b>531.1</b>	<b>376.7</b>	<b>460.7</b>		

EBIT margin in %	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-4.8	-11.8	-8.6	3.5	-5.3	0.3	-0.8	-0.1		
Tires	16.9	11.5	11.3	9.9	12.3	13.2	10.8	12.8		
ContiTech	4.4	-0.5	5.2	0.9	2.5	5.6	5.6	5.3		
Contract Manufacturing	5.6	2.0	-3.6	-0.4	1.4	6.1	4.3	-7.7		
<b>Group</b>	<b>4.0</b>	<b>-1.7</b>	<b>0.1</b>	<b>5.2</b>	<b>1.9</b>	<b>5.2</b>	<b>3.6</b>	<b>4.5</b>		

Changes Y-o-Y in %	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-471.6	-388.6	-167.9	198.1	-153.9	107.6	92.3	99.4		
Tires	24.7	-25.1	3.9	8.2	1.4	-18.0	-4.2	7.1		
ContiTech	-49.0	-107.6	32.7	-92.7	-67.7	39.1	1,413.1	0.9		
Contract Manufacturing	-81.5	275.2	-108.4	-109.0	-92.7	-19.4	65.1	-65.4		
<b>Group</b>	<b>-43.4</b>	<b>-134.8</b>	<b>-97.1</b>	<b>82.2</b>	<b>-59.1</b>	<b>41.5</b>	<b>328.8</b>	<b>3,676.1</b>		

# Fact Sheets

## Reported and Adjusted 9M 2023 Results

Mill. EUR	Automotive		Tires		ContiTech		Contract Manufacturing		Cons. / Corr.		Group	
	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023
<b>Sales</b>	13,502.3	15,177.4	10,302.2	10,350.8	4,912.2	5,183.2	536.3	405.3	-135.0	-144.4	29,118.0	30,972.2
<b>EBIT</b>	-1,140.4	-26.4	1,358.3	1,271.1	150.9	284.0	10.0	6.6	-156.0	-166.8	222.9	1,368.5
in % of sales	-8.4%	-0.2%	13.2%	12.3%	3.1%	5.5%	1.9%	1.6%			0.8%	4.4%
<b>Amortization of intangible assets from PPA</b>	53.8	43.6	10.8	4.8	48.7	40.2					113.3	88.6
<b>Total special effects</b>	931.0	129.1	91.1	120.1	72.6	12.0	1.4	0.4	0.2	0.9	1,096.3	262.5
<b>Total consolidation effects</b>	-0.4		-6.5		-1.2	-6.8					-8.1	-6.8
<b>Total consolidation and special effects</b>	930.6	129.1	84.6	120.1	71.4	5.2	1.4	0.4	0.2	0.9	1,088.2	255.7
<b>Adjusted operating result (adj. EBIT) 1</b>	-156.0	146.3	1,453.7	1,396.0	271.1	329.5	11.4	7.0	-155.8	-165.9	1,424.4	1,712.9
in % of adjusted sales	-1.2%	1.0%	14.2%	13.5%	5.5%	6.5%	2.1%	1.7%			4.9%	5.5%

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

## Financial Calendar and Upcoming Investor Meetings

### 2023

Annual 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

### 2024

Annual Press Conference	March 7, 2024
Annual Shareholders' Meeting	April 26, 2024
Q1 Quarterly Statement	May 8, 2024
Half-Year Financial Report	August 7, 2024
Nine-Month Quarterly Statement	November 11, 2024

### Upcoming Roadshows and Conferences

- › **Deutsche Bank AutoTech Conference (CFO)**
  - › November 9, virtual
- › **Q3 Roadshow (CFO)**
  - › November 9/10, virtual
- › **UBS European Conference**
  - › November 14/15, London
- › **Capital Market Day (Executive Board)**
  - › December 4, Hanover
- › **CEO Roadshow (CEO)**
  - › December 5+11, virtual
- › **Goldman Sachs Automotive Conference (CFO)**
  - › December 6/7, London
- › **Berenberg European Conference**
  - › December 7, London
- › **Kepler Cheuvreux CEO/CFO Tour (CEO)**
  - › December 11, virtual

# References

## Useful Links to Continental Websites

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Investor Relations

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Reports and Investor Presentation (Fact Book)

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

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Latest Presentations

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Events

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Sustainability

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2022 Integrated Sustainability Report

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Corporate Governance Principles

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Shares

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