

9M 2024 Results

Hanover – November 11, 2024

Ticker: CON
ADR-Ticker: CTTAY
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Olaf Schick – CFO

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1 | Group Highlights

Most Important KPIs for Q3 2024

	Q3 2023	Q3 2024
Sales	€10.2 bn	€9.8 bn
Adjusted EBIT ¹	€642 mn	€873 mn
Adjusted EBIT ¹ margin	6.3%	8.9%
PPA ²	-€29 mn	-€27 mn
Special effects	-€148 mn	-€95 mn
Restructuring	-€90 mn	-€54 mn
Impairment	-€2 mn	-€8 mn
Other effects	-€56 mn	-€34 mn
NIAT ³	€299 mn	€486 mn
Adjusted free cash flow ⁴	€466 mn	€323 mn
Gearing ratio	39.2%	37.7%
Equity ratio	37.9%	38.4%
Trailing ROCE ⁵	9.2%	9.5%
Net indebtedness	€5,715 mn	€5,349 mn

Executive Summary

- › Organic growth of -2.2% due to persistently weak markets
- › FX still negatively impacting all sectors
- › **Automotive:** Majority of price negotiations finalized; self-help measures on track with incremental positive results in Q3
- › **Tires:** Strong Q3 result, accelerated by improving PLT replacement sell-in in our key markets; effects from stabilization in replacement markets for truck tires
- › **ContiTech:** Industry and automotive markets persistently weighing on performance; working on measures to safeguard results
- › **Free cash flow:** Seasonal working capital build-up; cash outflow for restructuring; positive one-off of €125 mn on Group FCF and EBIT

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 Free cash flow before acquisitions and divestments.

⁵ Calculated as reported EBIT for the last twelve months (LTM) divided by average operating assets for the LTM.

1 | Group Highlights

Automotive Scorecard - 9M 2024

Significant Restructuring

Strong Progress

Focus on Next Steps

Operating leverage

- › 90% of pricing negotiations successfully finalized



- › Finalize price re-negotiations and further improvements in claim management

Operational excellence

- › Strong progress towards manufacturing cost reduction target of around 1% of sales short-term



- › Continue inventory reduction to achieve turn rate increase by 1 YoY until year-end

Fixed-cost reduction

- › Reduction of >3.000 HC achieved YTD
- › More than 2/3 of the >150 mn in 2024 savings achieved
- › 90% of €400 mn savings target 2025 safeguarded



- › Realize ~ €200 mn instead of >€150 mn cost 2024
- › Realize €400 mn savings by end 2025

R&D efficiency

- › Reduction of ~ 1,500 HC achieved YTD
- › R&D ratio (excl. restructuring) improved 30 bps in Q3 YoY



- › Streamline organizational setup
- › Enhance use of AI tools

Asset efficiency / complexity reduction

- › Capex optimization resulted in reduced Q3 spending



- › Merge BAs SCT and AN into new BA "Architecture & Networking Solutions"

Trough behind...

...Consequent restructuring execution...

...Improvement trajectory clear and tangible...

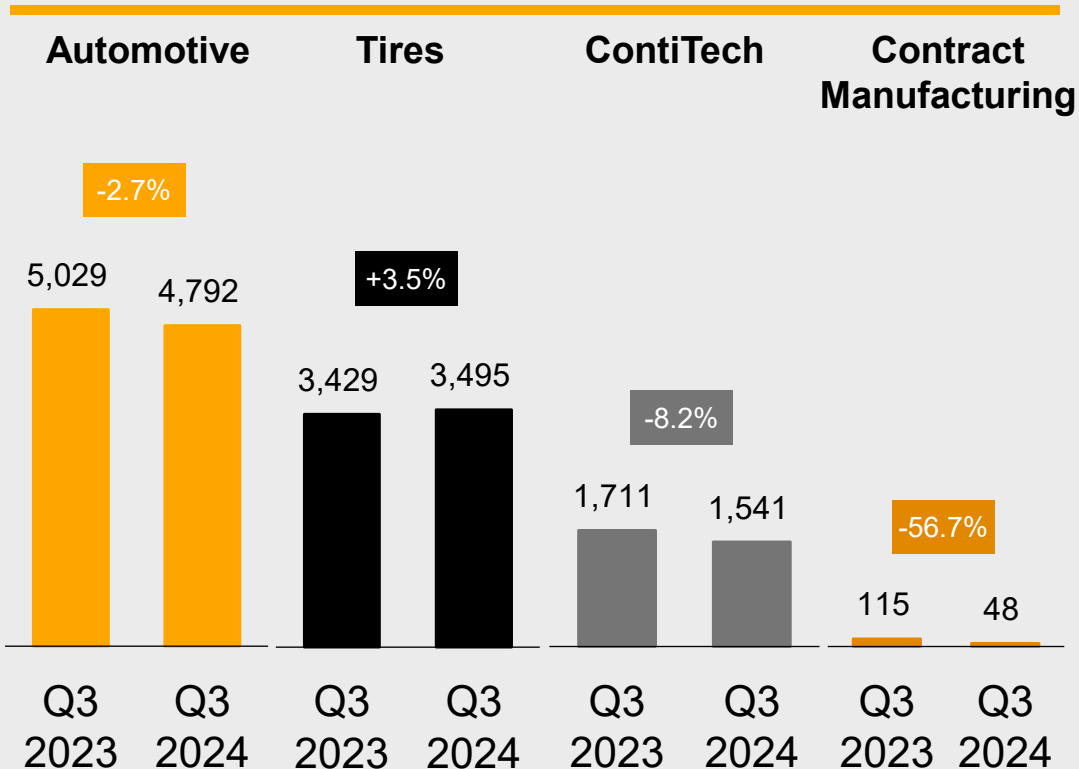
...Spin-off as additional catalyst

YoY: Year-over-year. YTD: Year-to-date. SCT: Software and Central Technologies. AN: Architecture and Networking.

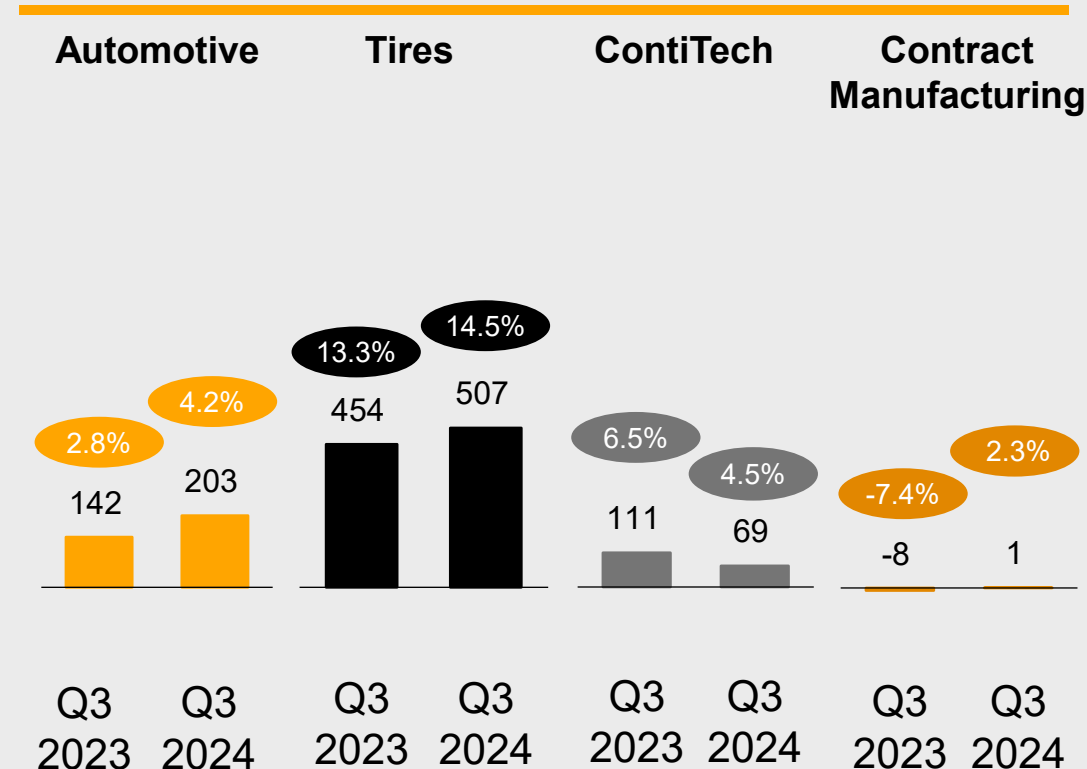
1 | Group Highlights

Q3 2024 – Sales and Adjusted EBIT

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



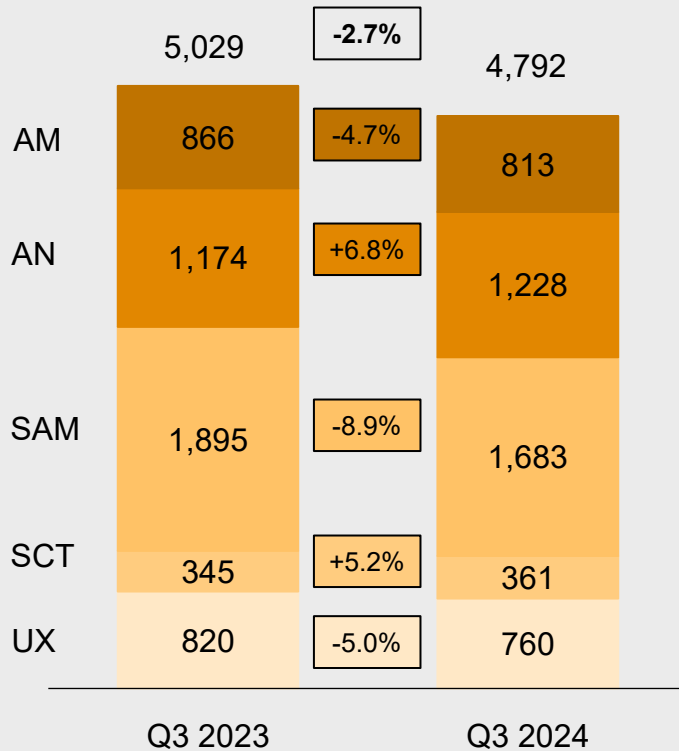
□ Organic growth² | ○ Adj. EBIT¹ margin

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.

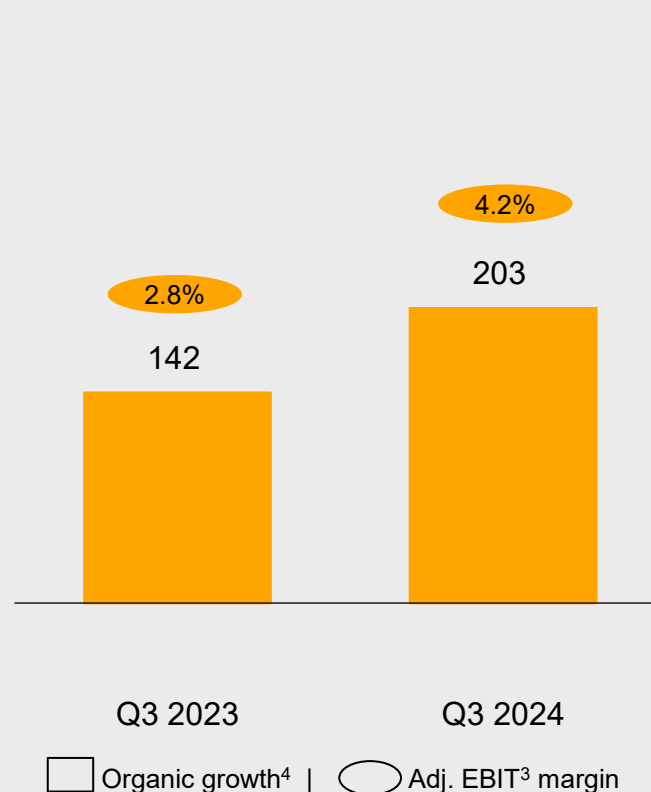
2 | Automotive

Q3 2024 – Sales and Adjusted EBIT

Sales^{1, 2} (€ mn)



Adjusted EBIT³ (€ mn)



Sales

- › Sales impact from FX: -2.0%
- › Negative volume development driven by further deterioration of markets
- › Majority of price negotiations finalized, also driving profitability
- › First positive contribution from new product launches

Adjusted EBIT³

- › Positive effects from our fixed cost saving program
- › Support from incrementally lower premium freights continues
- › Inflation remains a headwind

¹ January 1, 2024, the former SMY business area was dissolved into AM, AN and SCT. The 2023 figures are displayed accordingly on a pro-forma basis.

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

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

⁴ Before changes in the scope of consolidation and exchange-rate effects.

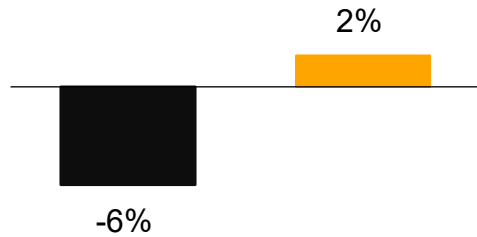
AM: Autonomous Mobility. AN: Architecture and Networking. SAM: Safety and Motion. SCT: Software and Central Technologies. UX: User Experience

2 | Automotive

Regional Production vs. Sales Growth in Q3 2024

Europe¹

Δ Y-o-Y in %

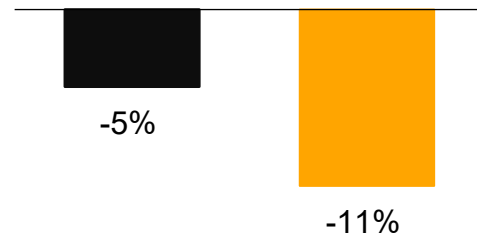


Europe: share of sales¹

Q3 2023	46%
Q3 2024	48%

North America¹

Δ Y-o-Y in %

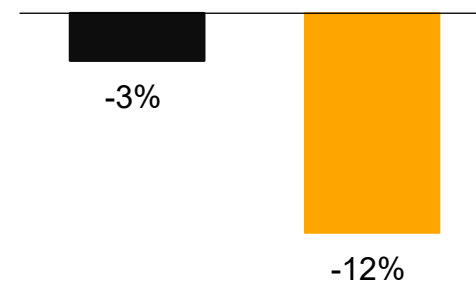


North America: share of sales¹

Q3 2023	25%
Q3 2024	23%

China¹

Δ Y-o-Y in %

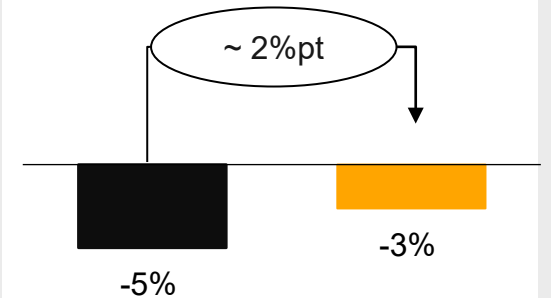


China: share of sales¹

Q3 2023	14%
Q3 2024	13%

Worldwide¹

Δ Y-o-Y in %



- PC< production weighted by regional sales share
- Outperformance

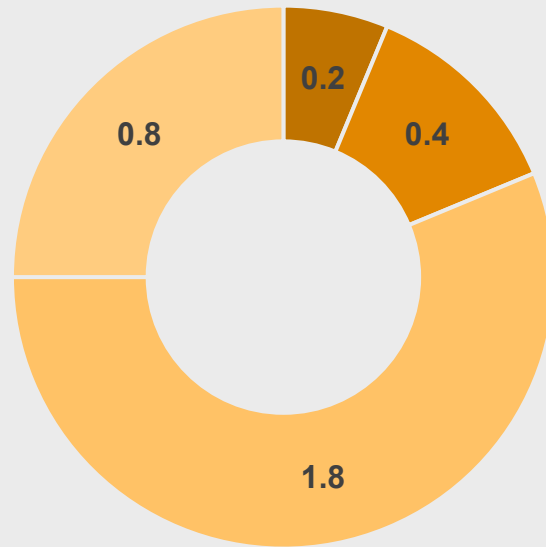
■ PC< production by region ■ Automotive sales

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

2 | Automotive

Q3 2024 – Order Intake of €3.7 bn Lifetime Sales

Order Intake Q3 2024¹ (€ bn)



■ AM ■ AN ■ SAM ■ UX

Highlights

Safety and Motion: €1.8 bn

- › Three major awards for electronic parking brakes
- › Multiple orders for air suspension systems, sensors and latest generation brake systems

User Experience: €0.8 bn

- › Major orders for latest generation display solutions for OEMs in Asia and Europe

Architecture & Networking: €0.4 bn

- › Including awards for trunk and trailer electronics, body control modules and telematic controls

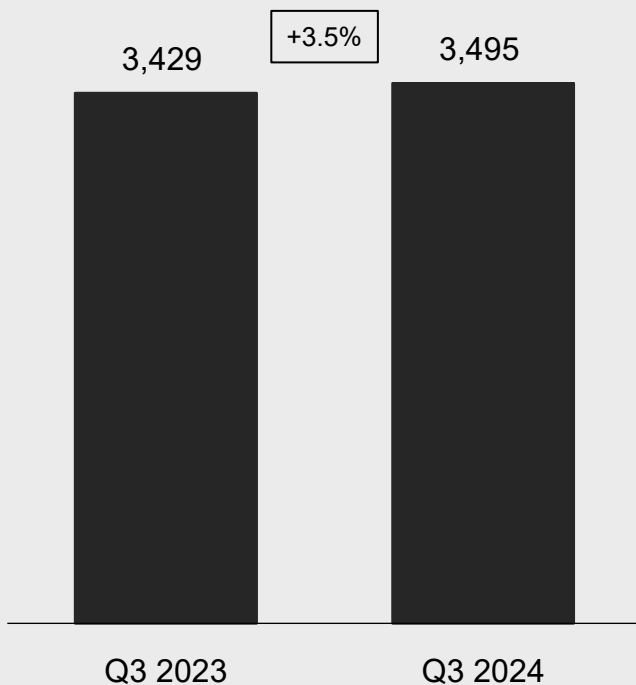


¹ Without Software and Central Technologies.

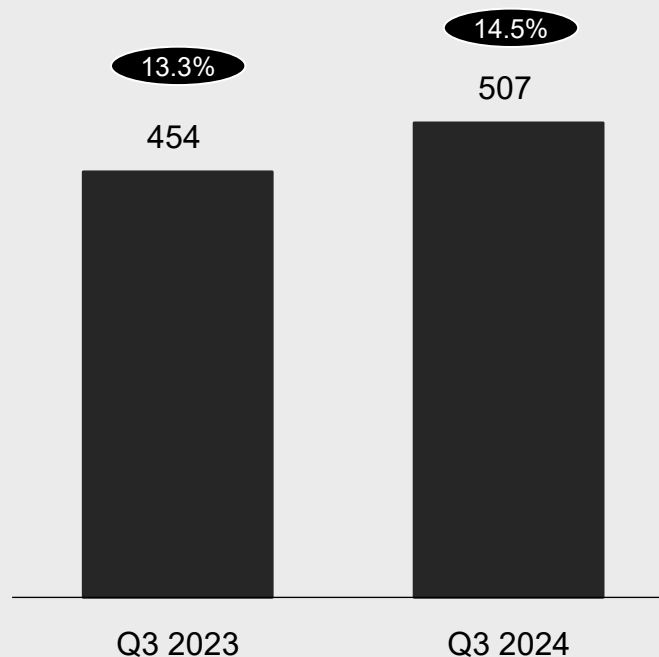
3 | Tires

Q3 2024 – Sales and Adjusted EBIT

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



□ Organic growth² | ● Adj. EBIT¹ margin

Sales

- › Impact from FX: -1.5%
- › Volumes: +2.0%, improved sales in replacement markets in EMEA and APAC; stabilization in the European and North American replacement markets for truck tires
- › Price/mix +1.3%; indexation impact decreased, positive effects from channel and product mix; regional mix still slightly negative

Adjusted EBIT¹

- › PLT replacement volumes contributing positively
- › Positive mix driven by good replacement volumes in winter and all-season tires in EMEA and stronger sales in APAC
- › Slightly negative effect from labor as well as raw material costs

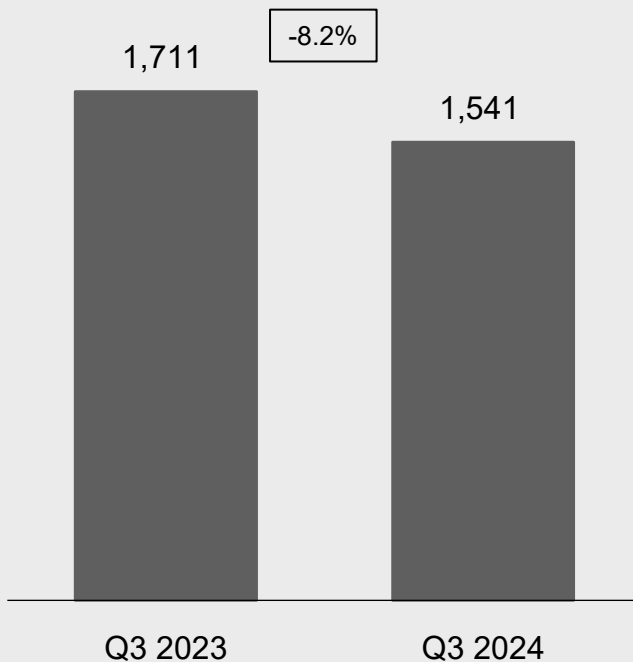
¹ Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

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

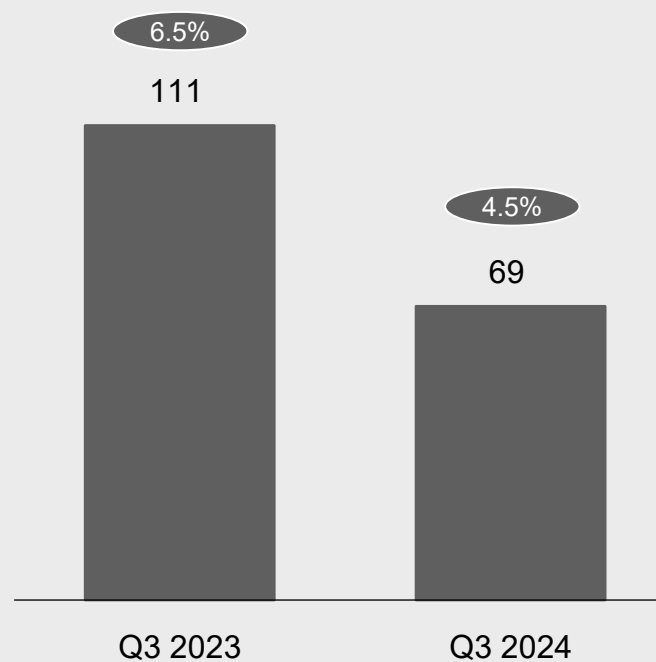
4 | ContiTech

Q3 2024 – Sales and Adjusted EBIT

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



□ Organic growth² | ● Adj. EBIT¹ margin

Sales

- › Impact from FX: -1.8%
- › Automotive OE and the industry markets remain weak, especially in Europe and North America
- › Persistent industry weakness particularly in manufacturing, off-highway and commercial vehicle markets
- › Slight recovery in aftermarket and construction & home

Adjusted EBIT¹

- › Negative volumes causing overall margin pressure
- › Positive contribution from self-help measures and price/mix offsetting labor cost inflation
- › OESL remains slightly positive due to implemented measures

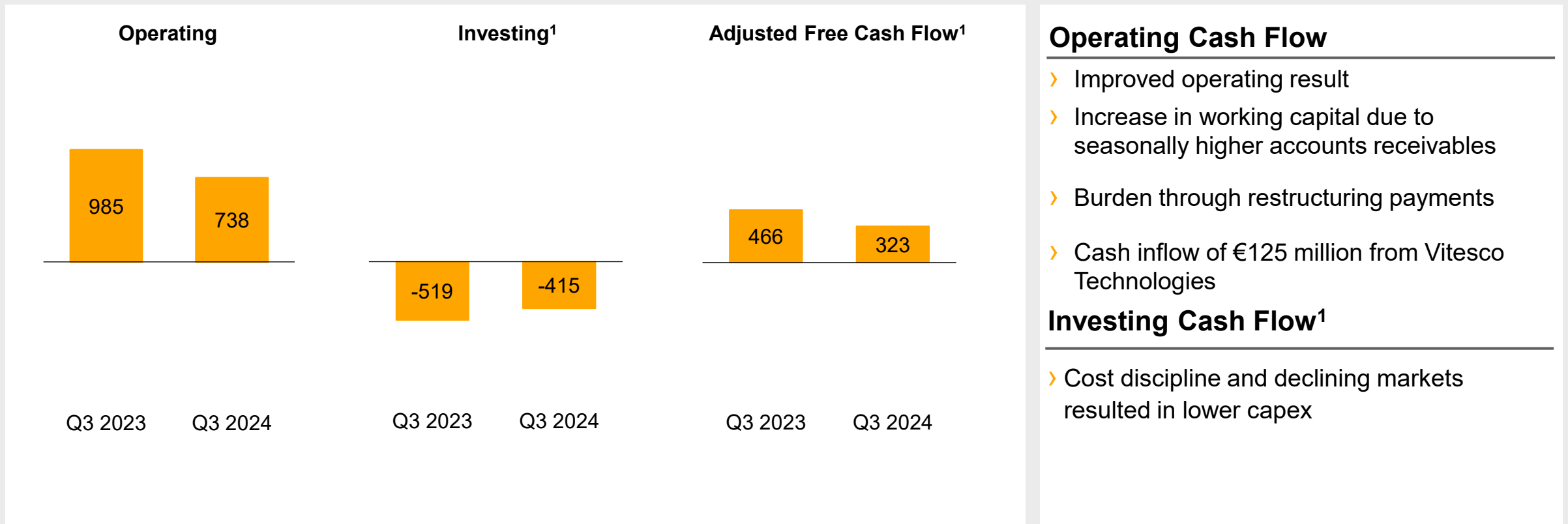
¹ Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

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

5 | Cash Flow










Adjusted Free Cash Flow Burdened from Higher Working Capital

Cash Flow Q3 2024 (€ mn)



¹ Before acquisitions and divestments.

6 | 2024 Outlook – Main Markets

	Vehicle Production		Replacement Tires ¹		Industrial Production	
	Q3 2024	2024E	Q3 2024	2024E	Q3 2024	2024E
Passenger Cars & Light Trucks 						
Europe	-6%	-6% to -4%	+4%	0% to +3%	Eurozone  -1.6%	-4% to -2% -2% to 0%
North America 	-5%	-2% to 0% 0% to +2%	+1%	-1% to +2%	USA  -0.4%	-1% to +1%
China 	-3%	0% to +2%	-5%	+2% to +5%	China  +5.0%	+4% to +6%
Worldwide 	-5%	-3% to -1%	+2%	0% to +3%		
Commercial Vehicles 						
Europe	-27%	-22% to -20% -14% to -12%	+1%	-1% to +1%		
North America 	-7%	-7% to -5% -4% to -2%	+3%	+4% to +6% +2% to +4%		

New estimate
Prev. estimate

¹ Europe excluding Russia.
Calculated against the corresponding period of prior year. E = Estimates.
Sources: S&P Global, Bloomberg, preliminary data and own estimates.

6 | 2024 Outlook Adjusted

2024E

Continental Group consolidated sales Adj. EBIT ¹ margin	Around €39.5 bn – €42.0 bn (prev. ~ €40.0 bn – €42.5 bn) Around 6.0% – 7.0%
Automotive sales Adj. EBIT ¹ margin	Around €19.5 bn – €21.0 bn Around 2.5% - 3.5%
Tires sales Adj. EBIT ¹ margin	Around €13.5 bn – €14.5 bn Around 13.0% – 14.0%
ContiTech sales Adj. EBIT ¹ margin	Around €6.2 bn – €6.6 bn (prev. ~ €6.6 bn – €7.0 bn) Around 5.8% - 6.3% (prev. ~ 6.5% – 7.0%)
Contract Manufacturing sales Adj. EBIT ¹ margin	Around €200 mn – €300 mn Around 0%
Adjusted free cash flow ²	Around €0.6 bn – €1.0 bn
PPA amortization Special effects	Around -€100 mn Around -€350 mn
Financial result Tax rate	Around -€350 mn ³ Around 30% (prev. ~ 27%)
Capex before financial investments in % of sales	Around 6.0% - 7.0%

Outlook is based on current FX rates.

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.

Updated Guidance
Previous Guidance



Thank you!

Disclaimer

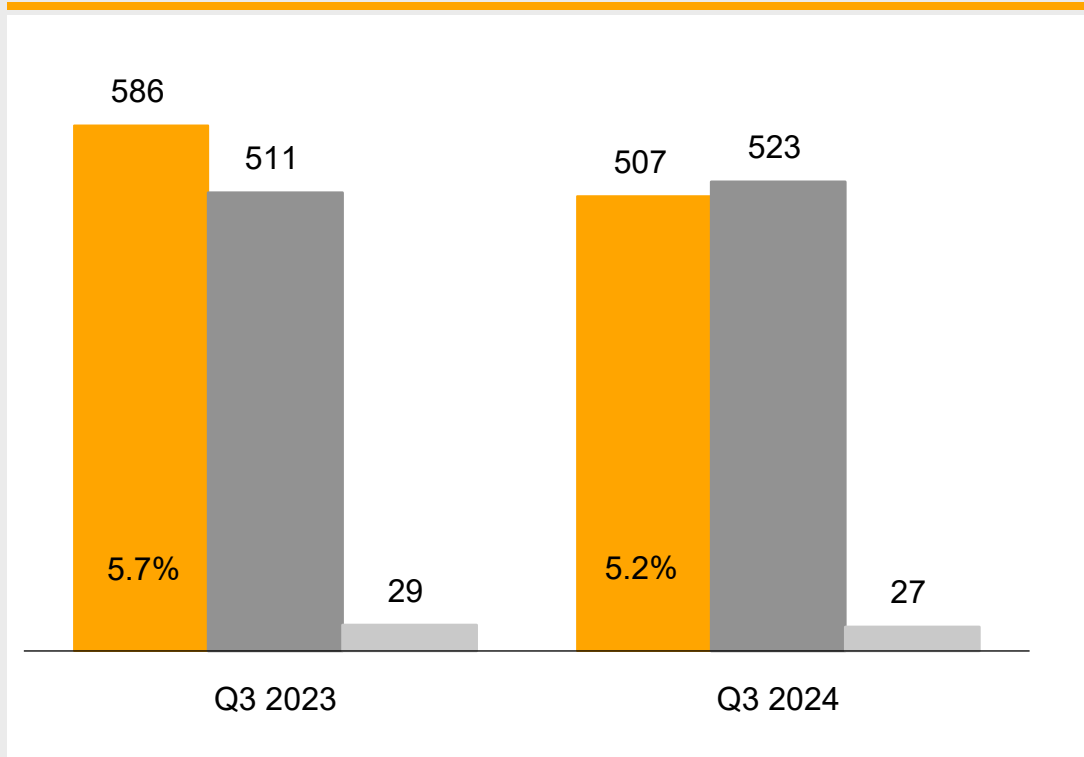
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Back-up

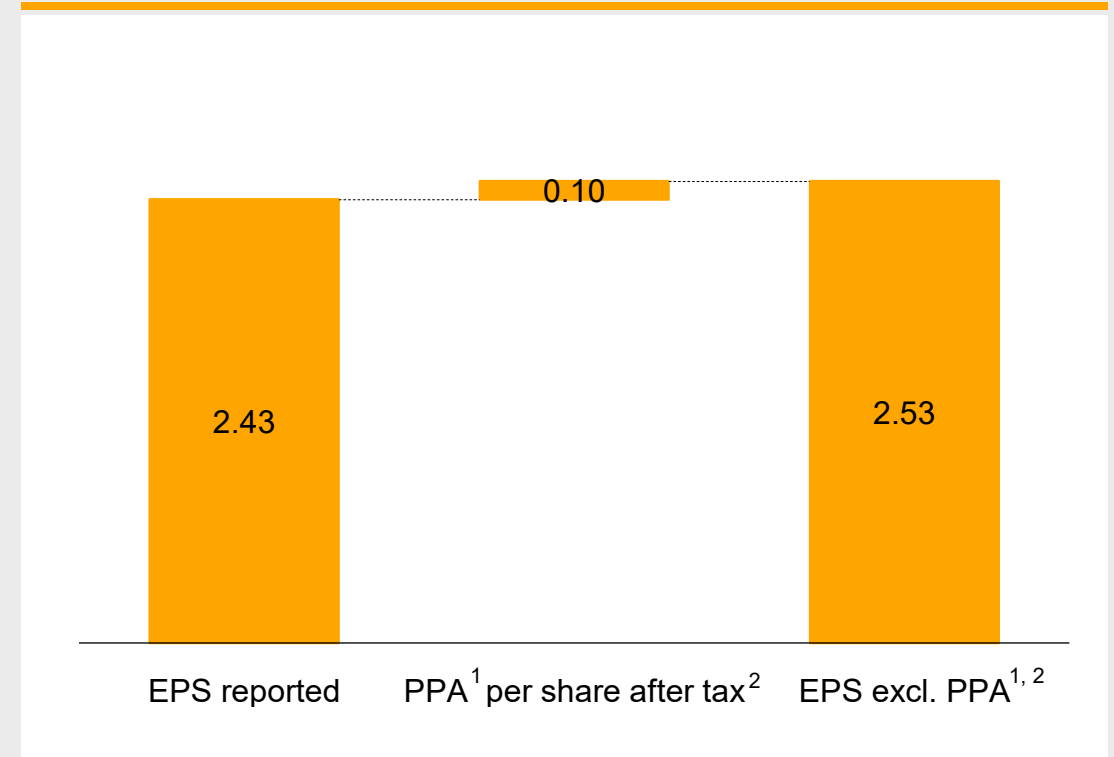
Back-up

Capex, Depreciation and Earnings per Share – Q3 2024

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	Continental AG	Continental AG	Continental AG	Continental AG	Continental AG
Issue	Senior Notes					
Principal amount	€600 mn	€750 mn	€500 mn	€625 mn	€750 mn	€600 mn
Offering price	99.802%	98.791%	99.658%	100.000%	99.445%	99.946%
Rating at issue date	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)	Baa2 (Moody's) BBB (Fitch) BBB (S&P)
Current rating (group)	BBB (S&P¹), BBB (Fitch²), Baa2 (Moody's³)					
Coupon	0.375% p.a.	2.500% p.a.	4.000% p.a.	3.625% p.a.	4.000% p.a.	3.500% p.a.
Issue date	Sept. 27, 2019	May 27, 2020	Aug. 31, 2023	Nov. 30, 2022	June 1, 2023	Oct. 1, 2024
Maturity	June 27, 2025	Aug. 27, 2026	Mar. 1, 2027	Nov. 30, 2027	June 1, 2028	Oct. 1, 2029
Interest payment	Annual June 27	Annual Aug. 27	Annual Mar. 1	Annual Nov. 30	Annual June 1	Annual Oct. 1
WKN	A2YPAE	A28XTR	A35138	A30VQ4	A351PU	A383VK
ISIN	XS2056430874	XS2178586157	XS2672452237	XS2558972415	XS2630117328	XS2910509566
Denomination	€1,000 with minimum tradable amount €1,000					

1 Contracted rating since May 19, 2000.
2 Contracted rating since November 7, 2013.
3 Contracted rating since January 1, 2019.

Automotive

Regional Production vs. Sales Growth in 9M 2024

Europe¹

Δ Y-o-Y in %



Europe: share of sales¹

9M 2023	49%
9M 2024	50%

North America¹

Δ Y-o-Y in %

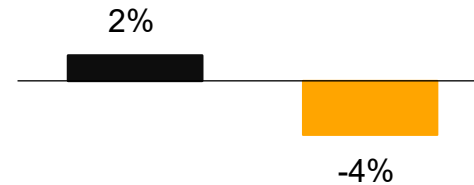


North America: share of sales¹

9M 2023	23%
9M 2024	22%

China¹

Δ Y-o-Y in %

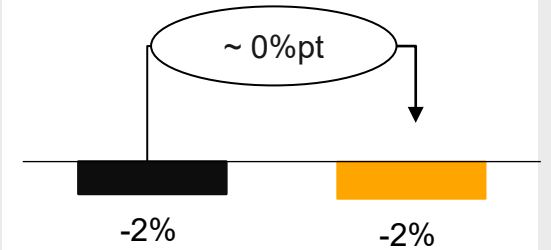


China: share of sales¹

9M 2023	13%
9M 2024	13%

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).

Fact Sheets

2023 – Q3 2024

Fact Sheets

Sales and Adjusted EBIT¹ by Quarter

Sales in € millions	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	5,015	5,133	5,029	5,118	20,295	4,813	4,956	4,792		
Tires	3,463	3,459	3,429	3,607	13,958	3,290	3,399	3,495		
ContiTech	1,731	1,742	1,711	1,658	6,842	1,647	1,646	1,541		
Contract Manufacturing	154	136	115	107	512	80	55	48		
Other/ Hold./ Cons.	-57	-44	-43	-42	-187	-43	-53	-42		
Group	10,306	10,426	10,240	10,448	41,421	9,788	10,003	9,833		

adj. EBIT ¹ in € millions	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	39	-28	142	246	400	-205	133	203		
Tires	461	471	454	491	1,877	386	498	507		
ContiTech	113	113	111	118	455	88	116	69		
Contract Manufacturing	10	6	-8	1	8	1	1	1		
Other/ Hold./ Cons.	-47	-61	-58	-48	-214	-73	-44	93		
Group	574	501	642	808	2,525	196	704	873		

Changes Y-o-Y in %	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	18.1	19.0	1.8	6.2	10.8	-4.0	-3.4	-4.7		
Tires	5.1	2.3	-5.4	-2.6	-0.3	-5.0	-1.7	1.9		
ContiTech	10.2	8.0	-1.0	-1.4	3.7	-4.8	-5.5	-9.9		
Contract Manufacturing	-26.5	-23.9	-22.2	-17.1	-23.0	-48.0	-59.8	-57.8		
Group	11.1	10.4	-1.5	1.5	5.1	-5.0	-4.1	-4.0		

adj. EBIT ¹ margin in %	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	0.8	-0.5	2.8	4.8	2.0	-4.3	2.7	4.2		
Tires	13.4	13.7	13.3	13.6	13.5	11.7	14.7	14.5		
ContiTech	6.5	6.5	6.5	7.1	6.7	5.4	7.1	4.5		
Contract Manufacturing	6.2	4.4	-7.4	0.9	1.6	0.9	2.6	2.3		
Group	5.6	4.8	6.3	7.7	6.1	2.0	7.0	8.9		

Changes Y-o-Y in %	2024				
	Q1	Q2	Q3	Q4	Year
Automotive	-629.6	576.0	43.0		
Tires	-16.2	5.9	11.5		
ContiTech	-22.2	2.7	-38.4		
Contract Manufacturing	-92.7	-76.1	113.0		
Group	-65.8	40.6	36.0		

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

Fact Sheets

EBITDA and EBIT by Quarter

EBITDA in € millions	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	269	218	251	243	982	12	281	396		
Tires	660	576	637	713	2,586	570	687	697		
ContiTech	172	174	170	177	693	147	164	110		
Contract Manufacturing	16	13	-3	3	29	4	4	4		
Other/ Hold./ Cons.	-47	-61	-55	-47	-211	-72	-41	94		
Group	1,070	920	1,000	1,089	4,079	661	1,095	1,302		

EBITDA margin in %	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	5.4	4.2	5.0	4.8	4.8	0.3	5.7	8.3		
Tires	19.1	16.7	18.6	19.8	18.5	17.3	20.2	20.0		
ContiTech	9.9	10.0	10.0	10.7	10.1	8.9	10.0	7.1		
Contract Manufacturing	10.6	9.2	-2.8	2.9	5.6	5.3	7.4	9.2		
Group	10.4	8.8	9.8	10.4	9.8	6.8	10.9	13.2		

Changes Y-o-Y in %	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	348.2	70.5	-24.2	-45.1	2.0	-95.5	28.7	57.5		
Tires	-13.8	-14.2	1.3	23.1	-2.2	-13.7	19.2	9.5		
ContiTech	19.2	128.0	-0.1	85.3	42.5	-14.7	-5.6	-35.5		
Contract Manufacturing	-22.8	0.2	-199.1	-59.9	-35.4	-74.0	-67.7	241.4		
Group	14.8	8.4	-7.3	-1.6	2.8	-38.2	19.0	30.2		

EBIT in € millions	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	16	-39	-3	-31	-57	-255	9	122		
Tires	458	373	440	471	1,743	374	489	500		
ContiTech	96	98	90	96	380	73	89	37		
Contract Manufacturing	9	6	-9	-1	5	1	1	2		
Other/ Hold./ Cons.	-48	-61	-58	-50	-217	-74	-44	91		
Group	531	377	461	485	1,854	118	544	751		

EBIT margin in %	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	0.3	-0.8	-0.1	-0.6	-0.3	-5.3	0.2	2.5		
Tires	13.2	10.8	12.8	13.1	12.5	11.4	14.4	14.3		
ContiTech	5.6	5.6	5.3	5.8	5.6	4.4	5.4	2.4		
Contract Manufacturing	6.1	4.3	-7.7	-1.4	1.0	0.8	2.5	4.1		
Group	5.2	3.6	4.5	4.6	4.5	1.2	5.4	7.6		

Changes Y-o-Y in %	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	107.6	92.3	99.4	-118.2	94.1	-1,733.6	123.4	4,864.0		
Tires	-18.0	-4.2	7.1	29.1	1.1	-18.2	30.9	13.7		
ContiTech	39.1	1,413.1	0.9	519.5	128.3	-24.6	-8.8	-59.3		
Contract Manufacturing	-19.4	65.1	-65.4	-179.0	-46.0	-93.1	-76.6	122.4		
Group	41.5	328.8	3,676.1	-8.8	145.6	-77.7	44.5	63.1		

Fact Sheets

Reported and Adjusted 9M 2024 Results

€ millions	Automotive		Tires		ContiTech		Contract Manufacturing		Other/ Hold./ Cons.		Group	
	9M 2023	9M 2024	9M 2023	9M 2024	9M 2023	9M 2024	9M 2023	9M 2024	9M 2023	9M 2024	9M 2023	9M 2024
Sales	15,177	14,561	10,351	10,183	5,183	4,834	405	184	-144	-138	30,972	29,624
EBIT	-26	-124	1,271	1,363	284	198	7	4	-167	-27	1,369	1,414
in % of sales	-0.2%	-0.9%	12.3%	13.4%	5.5%	4.1%	1.6%	2.2%			4.4%	4.8%
Amortization of intangible assets from PPA	44	42	5	4	40	36					89	83
Total special effects	129	213	120	24	12	38	0	-1	1	3	262	278
Total consolidation effects	7		-10	-1	1	0					-3	-1
Total consolidation and special effects	136	213	110	23	13	38	0	-1	1	3	259	277
Adjusted operating result (adj. EBIT) ¹	153	131	1,386	1,391	337	272	7	3	-166	-24	1,717	1,773
in % of adjusted sales	1.0%	0.9%	13.4%	13.7%	6.5%	5.7%	1.7%	1.7%			5.5%	6.0%

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

Financial Calendar and Upcoming Investor Meetings

2024

Full-Year Results	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

2025

Full-Year Results	March 4, 2025
Annual Shareholders' Meeting	April 25, 2025
Q1 Quarterly Statement	May 6, 2025
Half-Year Financial Report	August 5, 2025
Nine-Month Quarterly Statement	November 6, 2025

Upcoming Roadshows and Conferences

- › **UBS European Conference (CFO)**
› November 13, London
- › **Roadshow Germany (CFO)**
› November 14, Frankfurt
- › **Morgan Stanley Expert Call (CEO Tires)**
› November 14, virtual
- › **Bernstein Pan-European Conference (CEO)**
› November 27, Paris
- › **Berenberg European Conference**
› December 5, Bagshot
- › **Goldman Sachs Annual Global Auto Conference (CFO)**
› December 4-5, London
- › **Kepler Cheuvreux CEO/CFO Tour H2 (CFO)**
› December 6, virtual
- › **CES 2025 (CEO)**
› January 9, Las Vegas
- › **Commerzbank and Oddo BHF GIS (CFO)**
› January 13-14, New York
- › **Kepler GCC (CFO)**
› January 21-22, Frankfurt

References

Useful Links to Continental Websites

Investor Relations

[Investor Relations](#)

Capital Market Day

[Capital Market Day 2023](#)

Latest Presentations

[Presentations](#)

Events

[Events](#)

Investor Presentation (Fact Book)

[Investor Presentation 2024](#)

Sustainability

[Sustainability](#)

Integrated Sustainability Report

[Integrated Sustainability Report 2023](#)

Corporate Governance Principles

[Corporate Governance Principles](#)

Corporate Governance Presentation

[Corporate Governance Presentation 2024](#)

Shares

[Shares](#)

Debt and Rating

[Debt and Rating](#)

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