

Q1 2025 Results

Hanover – May 6, 2025

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

Nikolai Setzer – CEO
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Solid Q1 With Significant Profitability Improvements YoY

Executive Summary

IFRS 5 - NON-CURRENT ASSETS HELD FOR SALE
AND DISCONTINUED OPERATIONS APPLIED

	Q1 2024	Q1 2025 ⁶
Sales	€9.8 bn	€9.7 bn
Adjusted EBIT ¹	€201 mn	€639 mn
Adjusted EBIT ¹ margin	2.1%	6.6%
PPA ²	-€28 mn	-€22 mn
Special effects	-€50 mn	-€279 mn
Restructuring	-€20 mn	-€233 mn
Impairment	-€2 mn	€0 mn
Other effects	-€27 mn	-€45 mn
NIAT ³	-€53 mn	€68 mn
Adjusted free cash flow ⁴	-€1,086 mn	-€304 mn
Gearing ratio	36.4%	27.4%
Equity ratio	37.9%	39.6%
Trailing ROCE ⁵	7.0%	12.7%
Net indebtedness	€5,205 mn	€4,058 mn

Q1 2025
excl. IFRS 5:
€586 mn
6.0%

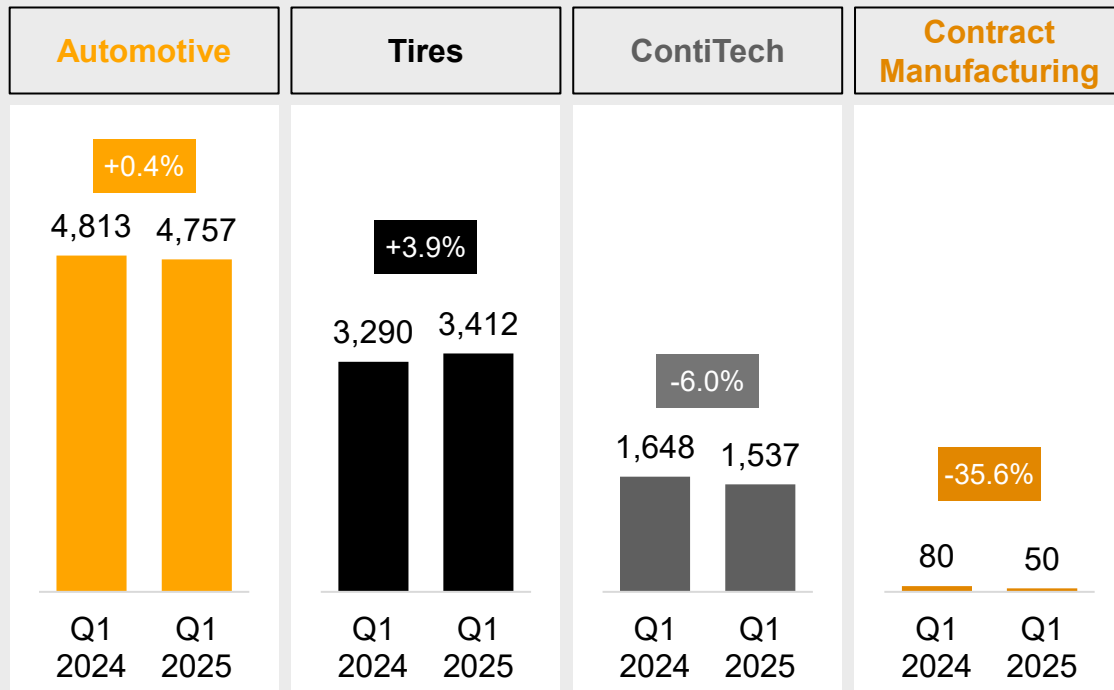
- › Organic growth of +0.2% in persistently weak markets
- › FX of -0.7% weighed on sales
- › Absolute **adjusted EBIT** improved
- › **Automotive**: Significant fixed-cost improvements and sustainable pricing supported good start into the year and reduced margin seasonality
- › **Tires**: Replacement volumes solid in truck and PLT while OE remains on low level; positive price/mix overcompensated raw material headwind
- › **ContiTech**: Weak volumes in both automotive and industry; operational performance and cost discipline kept margins at prior year's level
- › **Adjusted FCF**: Better FCF performance YoY, mainly driven by one-off effects in last year's Q1, improved operational result and lower capex
- › **Net Indebtedness** substantially reduced

1 Before amortization of intangibles from PPA, changes in the scope of consolidation & 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. 6 Due to the intended spin-off of Automotive and Contract Manufacturing, IFRS 5 Non-current Assets Held for Sale and Discontinued Operations has been applied. Due to this application, depreciation ceased for discontinued operations starting March 12, 2025.

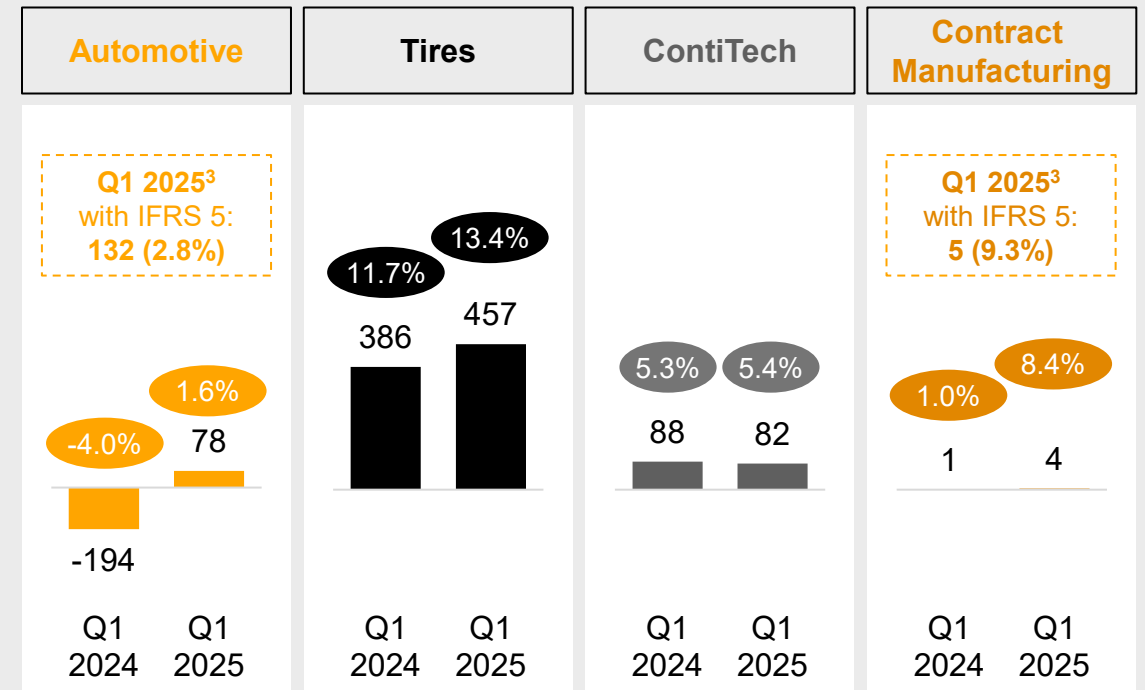
Both Automotive and Tires Contributed to Improved Profitability While ContiTech Suffered From Weak Markets

Group Sales and Adjusted EBIT¹ – Q1 2025

Sales (€ mn)



Adjusted EBIT¹ (€ mn)

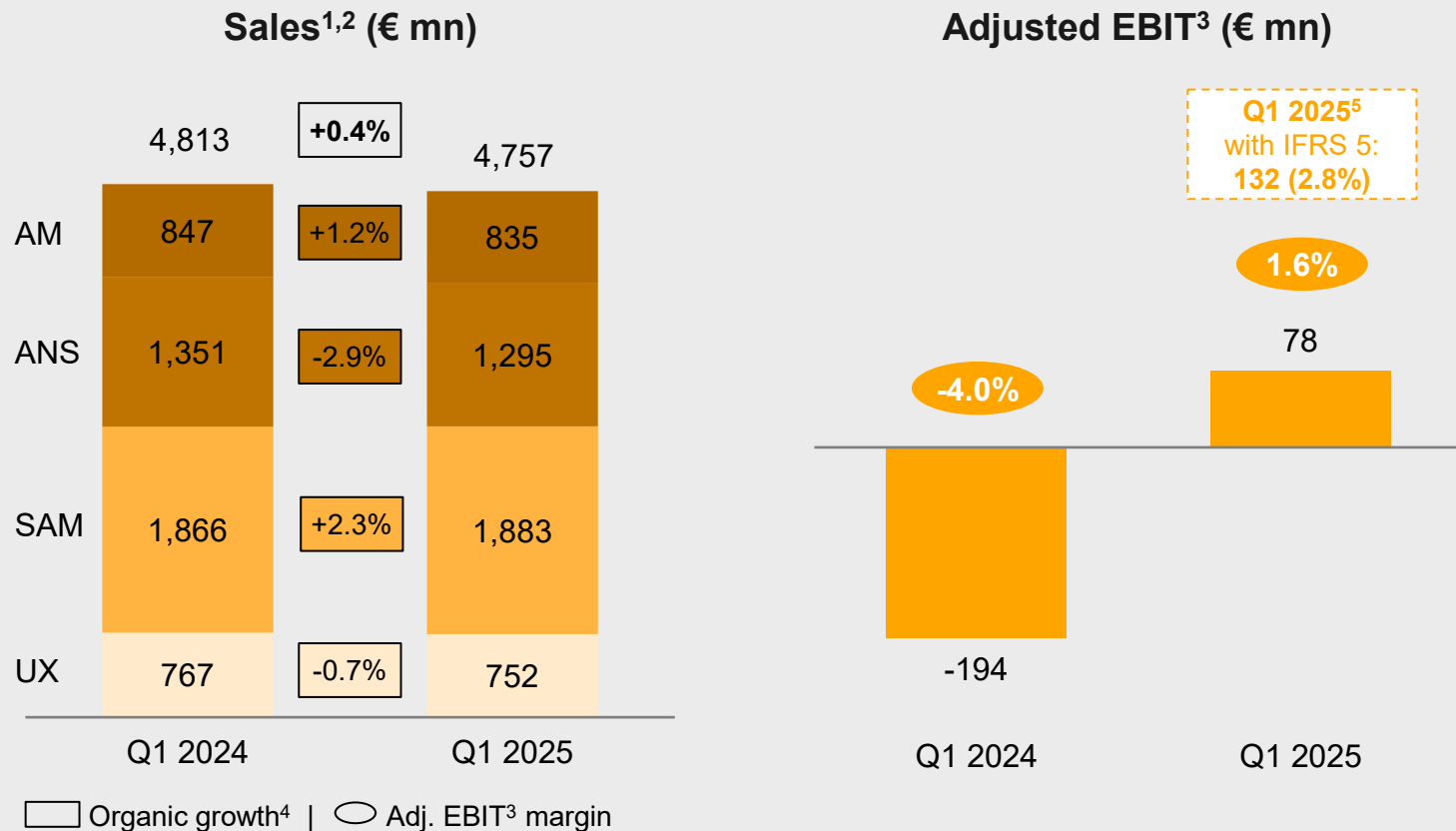


□ Organic growth² | ○ Adj. EBIT¹ margin

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. ³ Due to the intended spin-off of Automotive and Contract Manufacturing, IFRS 5 Non-current Assets Held for Sale and Discontinued Operations has been applied. Due to this application, depreciation ceased for discontinued operations starting March 12, 2025.

Improved Automotive Q1 Driven by Sustainable Pricing and Cost Discipline

Automotive Sales and Adjusted EBIT³ – Q1 2025



Sales

- › Sales impact from FX: -1.1%
- › Sustainable pricing in Q1 supported YoY top-line development
- › Sales reduction at ANS due to active portfolio management and stop of projects, while core business showed robust growth

Adjusted EBIT³

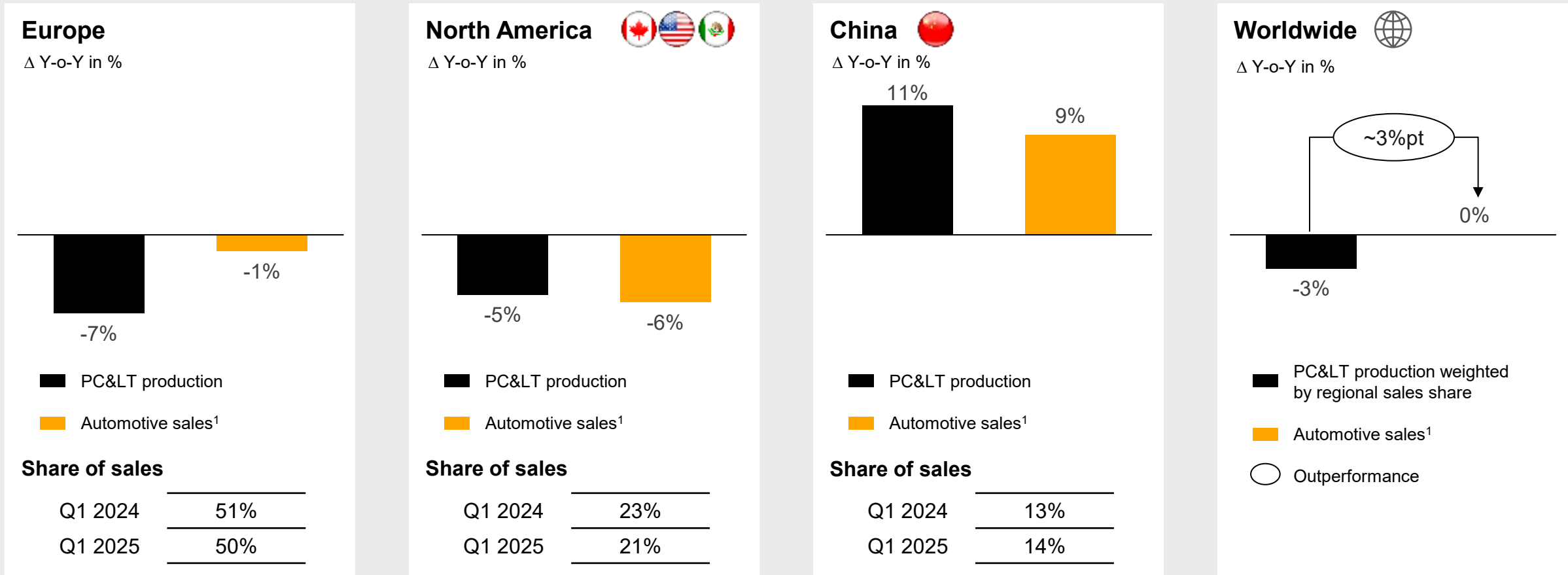
- › Strong contribution from fixed-cost program
- › Incremental progress in headcount reduction continues, additional R&D Improvement program launched and considered in Q1
- › R&D net expenses improved by more than €85 mn adjusted for restructuring

¹ January 1, 2025, the former AN, SAM and SCT business areas were reorganized. The 2024 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. ⁵ Due to the intended spin-off of Automotive and Contract Manufacturing, IFRS 5 Non-current Assets Held for Sale and Discontinued Operations has been applied. Due to this application, depreciation ceased for discontinued operations starting March 12, 2025. AM: Autonomous Mobility. ANS: Architecture and Networking Solutions. SAM: Safety and Motion. UX: User Experience

Automotive Outperformed Due to European Development

Automotive Sales Growth¹ vs. Regional Production – Q1 2025

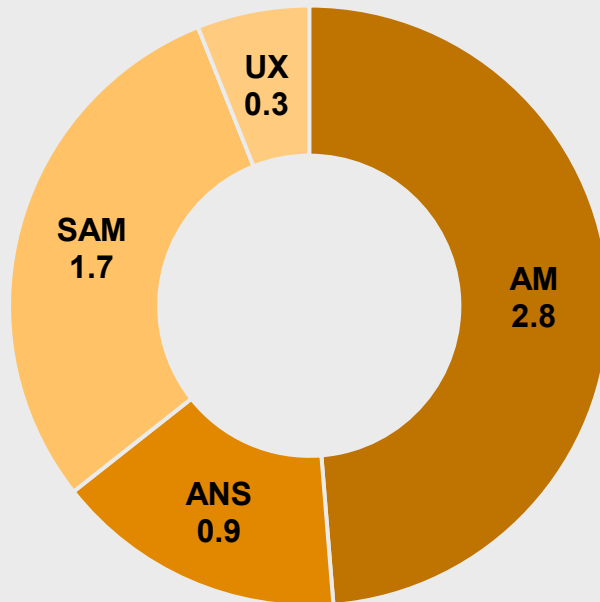


¹ Shown as change in organic sales Y-o-Y (adjusted for FX and consolidation effects).

Automotive Order Intake of €5.8 bn in Q1 2025 With Book-to-Bill Ratio of 1.2

Automotive Order Intake – Q1 2025

Order Intake (€ bn)



Highlights

Autonomous Mobility: €2.8 bn

- › Major award for an advanced surround radar system
- › Orders for assisted and automated driving control units, satellite cameras and next generation radars
- › Significant awards for body & vehicle control units in CSV segment



Safety and Motion: €1.7 bn

- › Award for latest generation brake system from C-OEM
- › Major orders for air suspension systems, wheel speed sensors and airbag control units



Architecture & Networking Solutions: €0.9 bn

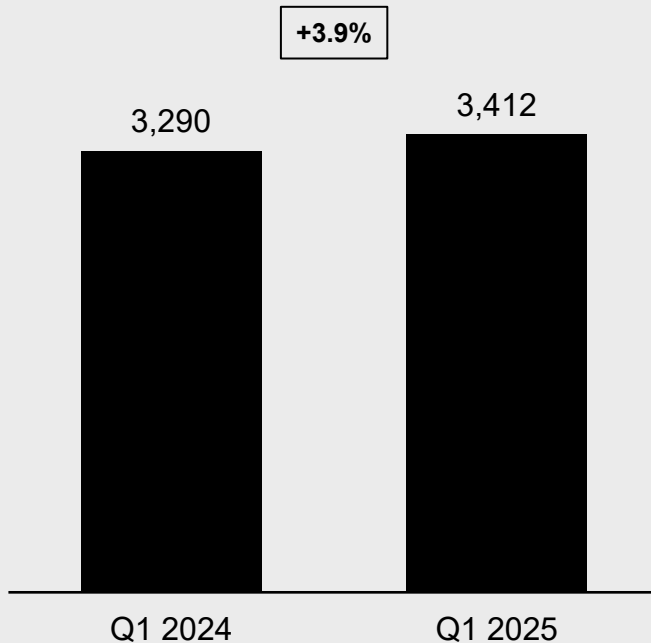
- › Awards for seat systems and control units
- › Orders for zone controllers, access solutions and telematic



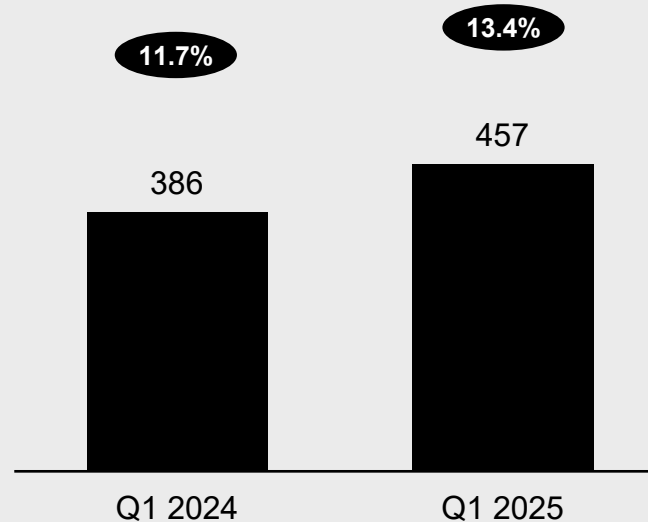
Tires Showed Solid Development in Q1 2025 Driven by Positive Price/Mix

Tires Sales and Adjusted EBIT¹ – Q1 2025

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



Sales

- › Impact from FX: -0.2%
- › Volumes: +0.6%; PLT replacement volumes solid in all regions; truck tire replacement markets further stabilized
- › Price/mix +3.3%; positive effects from channel & product mix

Adjusted EBIT¹

- › PLT replacement volumes contributing positively
- › Positive price/mix overcompensated raw material headwind
- › Prior year negatively affected by one-off effects

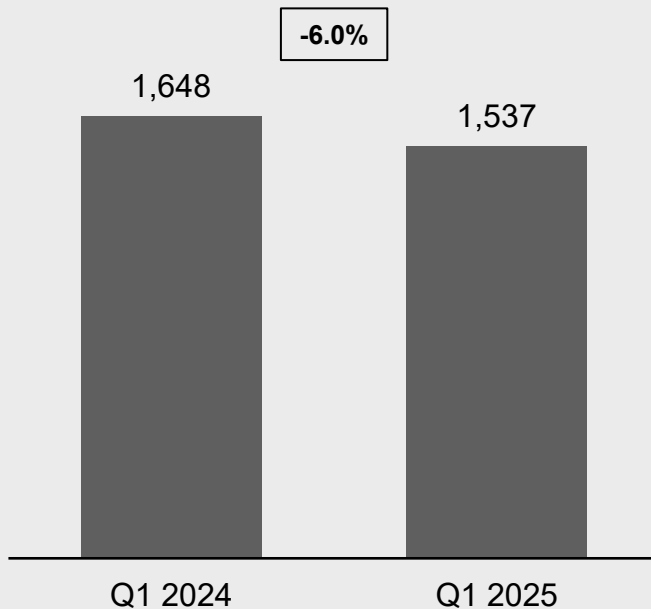
□ Organic growth² | ○ Adj. EBIT¹ margin

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. PLT = Passenger car and light truck tires

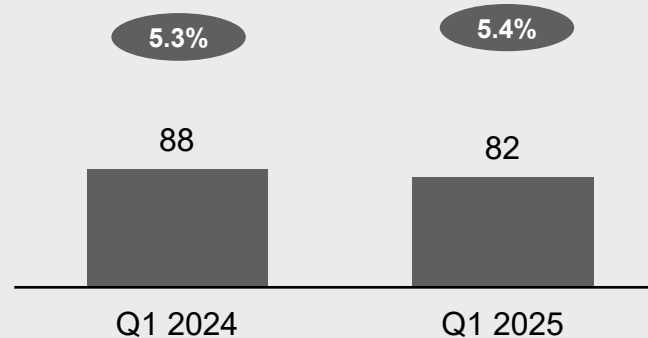
Operational Performance and Cost Discipline Kept ContiTech Margins Around Prior Year's Level

ContiTech Sales and Adjusted EBIT¹ – Q1 2025

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



□ Organic growth² | ○ Adj. EBIT¹ margin

Sales

- › Impact from FX: -0.8%
- › Automotive OE and the industrial markets remained weak
- › Q1 2025 sales flat quarter-over-quarter
- › Recovery of industrial markets still expected within H2 2025

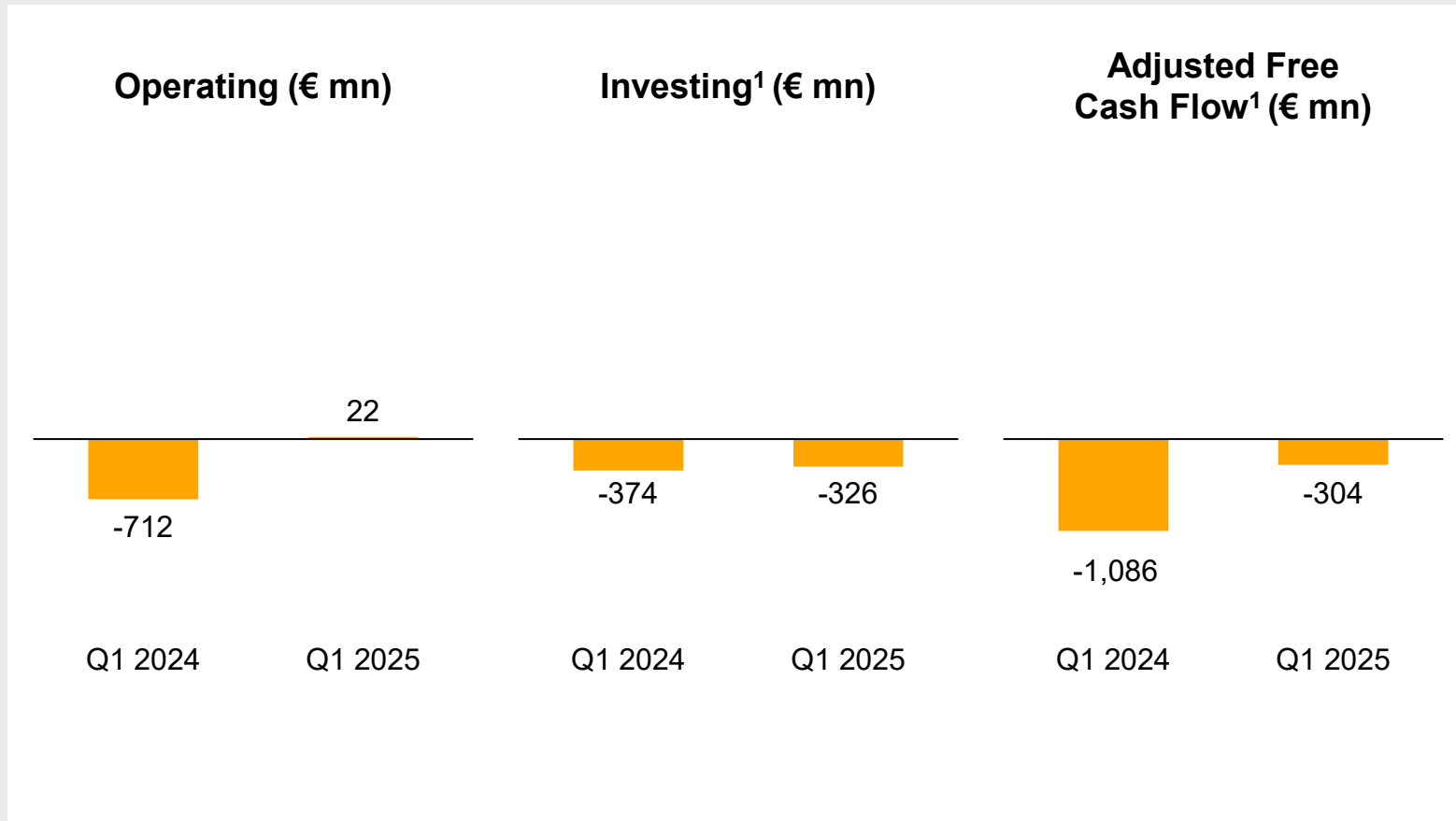
Adjusted EBIT¹

- › Negative volumes causing overall margin pressure
- › Positive contribution from self-help measures and price/mix almost compensated volume loss
- › Strict implementation of measures supported operating leverage

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.

Significantly Improved EBIT and Less One-Offs Resulted in Better Free Cash Flow Performance

Cash Flow – Q1 2025



Operating Cash Flow

- › Significantly improved EBIT while cash outflows for restructuring and spin-off preparations were a burden
- › Seasonal increase in working capital
- › Q1 2024 burdened by one-offs related to repurchase of ContiTech AG shares

Investing Cash Flow¹

- › Cost discipline and efficiency measures resulting in lower capex

¹ Before acquisitions and divestments.

We Are Prepared and Will Take Actions to Mitigate Tariff Impacts

Tariff Deep Dive

Continental US Footprint

Automotive

- › **Two local plants** in New Braunfels and Morganton
- › **Imports** of mostly finished goods and raw materials; thereof, largest share from **Mexico (>50%), almost completely USMCA-compliant**
- › Some exports of US-manufactured parts

Tires

- › **Three local plants** with total capacity of **>16mn tires** (local production share: **PLT >40%, TT >90%**)
- › Imports **mostly from Europe; Mexico roughly 10%**; imports from **China very limited**
- › Exports of US-manufactured tires, e.g. into Canadian market

ContiTech

- › **Local production facilities** for e.g. conveyor belts & hoses
- › **Direct imports** of finished goods and production material from global facilities; **>50% from Mexico, majority USMCA-compliant**
- › Some exports of US-manufactured goods

Potential Tariff Impact & Mitigation

Total US import volume USD ~4.1 bn

Tariffs Status Quo

- › 25% additional tariffs on **steel & aluminum** since March 12
- › 10% **reciprocal tariffs** on all goods since April 10
- › 25% additional tariffs on **auto parts** from May 3 (except USMCA compliant parts)
- › Further **country-specific reciprocal tariffs** (90-day suspension until July 9 except China)

Mitigations

- › **Task forces** running in all three Group Sectors
- › **Re-evaluation** of **non-USMCA** claimed goods
- › **Review** of **customer agreements**
- › **Production** and **supply chain optimization**, including resourcing and rerouting










› **Constant assessment of impacts; no quantification of net impacts possible due to dynamic situation**

› **Additional burden from (potential) retaliatory measures**

Note: Figures based on 2024

Vehicle Production Expected to Decline in 2025 Due to Tariff-Related Uncertainties

Market Outlook – FY 2025

	Vehicle Production		Replacement Tires ¹		Industrial Production	
	Q1 2025	2025E	Q1 2025	2025E	Q1 2025	2025E
Passenger Cars & Light Trucks 						
Europe	-7%	-5% to -3%	+4%	0% to +2%	Eurozone 	-0.7% -1% to +1%
North America 	-5%	-10% to -8% prev. -3% to -1%	0%	0% to +2%	USA 	+1.1% 0% to +2%
China 	+11%	0% to +2% prev. +1% to +3%	-1%	+1% to +3%	China 	+5.6% +4% to +6%
Worldwide 	+1%	-3% to -1% prev. -1% to +1%	+4%	0% to +2%		
Commercial Vehicles 						
Europe	-16%	+2% to +4%	+1%	-1% to +1% prev. 0% - +2%		
North America 	-12%	-2% to 0%	-2%	-4% to +1% prev. -2% - +1%		

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

Guidance Considers Continued Operations with Unchanged Underlying Expectations

Outlook is based on avg. Q1 2025 FX rates.

Potential impacts from recent tariff development not included in FY 2025 guidance.

Guidance – FY 2025

	2025E	
Continued Operations	Continental Group consolidated sales Adj. EBIT ¹ margin	Around €19.5 bn – €21.0 bn Around 10.5% – 11.5%
	Tires sales Adj. EBIT ¹ margin	Around €13.5 bn – €14.5 bn Around 13.3% – 14.3%
	ContiTech sales Adj. EBIT ¹ margin	Around €6.3 bn – €6.8 bn Around 6.0% – 7.0%
	Adjusted free cash flow²	Around €0.6 bn – €1.0 bn
	PPA amortization	Around -€50 mn
	Special effects	Around -€350 mn
	Financial result ³	Around -€300 mn
	Tax rate	Around 27%
	Capex before financial investments in % of sales	Around 6.0%
Discontinued Operations	Automotive sales Adj. EBIT ¹ margin	Around €18.0 bn – €20.0 bn Around 2.5% – 4.0%
	Contract Manufacturing sales Adj. EBIT ¹ margin	Around €100 mn – €200 mn Around 0%

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.
The Automotive guidance reflects the outlook for the Automotive group sector, not considering IFRS 5 implications.

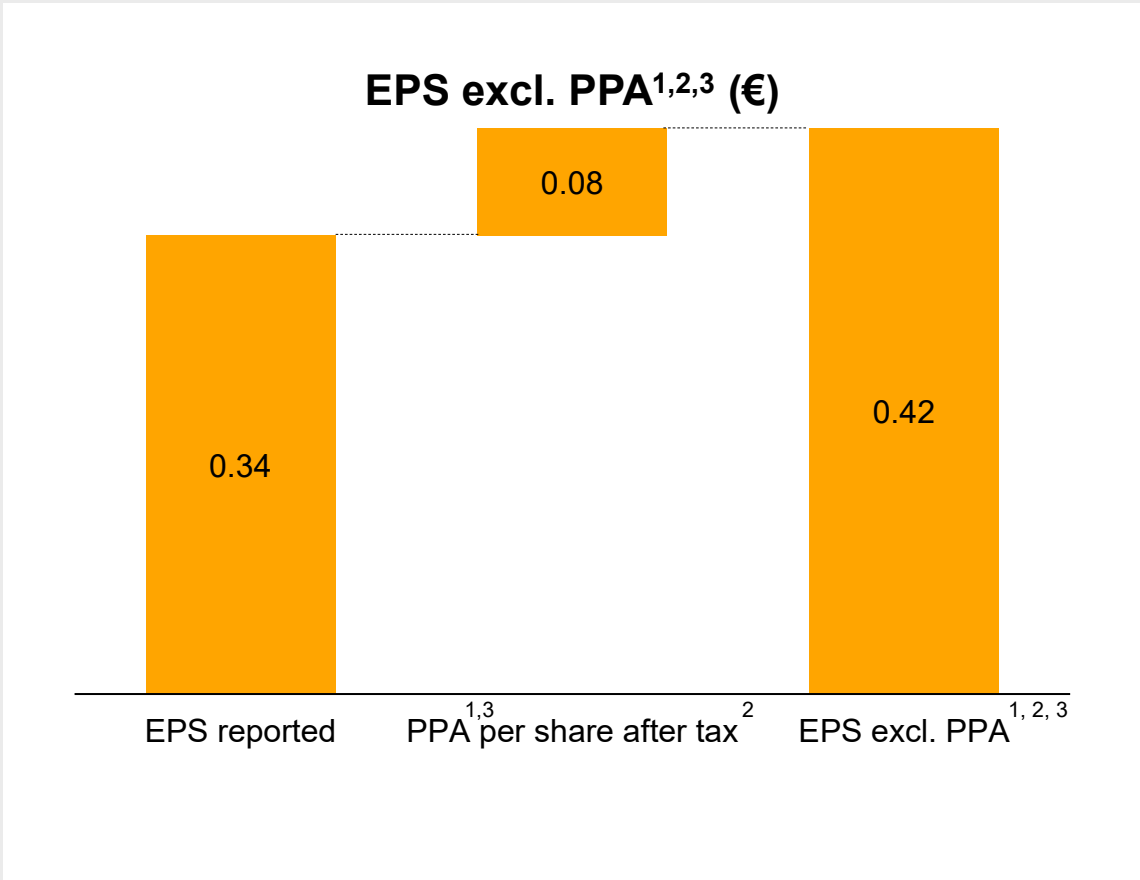
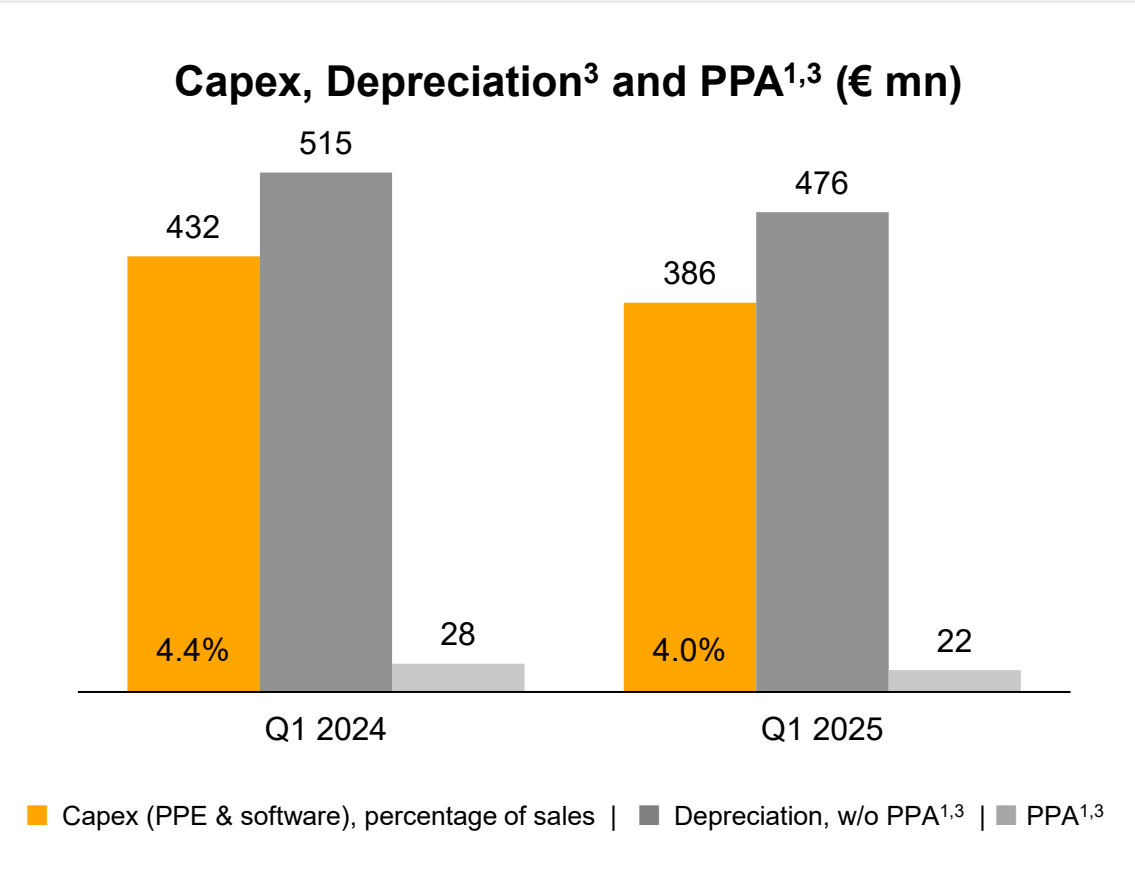
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- › Unless otherwise stated, all amounts are shown in millions of euro. Please note that differences may arise as a result of the use of rounded amounts and percentages.

Back-Up

Back-Up

Capex, Depreciation and Earnings per Share – Q1 2025



¹ Amortization of intangibles from PPA. ² Assuming corporate tax rate of 28%. ³ Due to the intended spin-off of Automotive and Contract Manufacturing, IFRS 5 Non-current Assets Held for Sale and Discontinued Operations has been applied. Due to this application, depreciation ceased for discontinued operations starting March 12, 2025.

Back-Up

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&P ¹), BBB (Fitch ²), Baa2 (Moody's ³)					
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.

Fact Sheets

2024 – Q1 2025

Fact Sheets

Sales and Adjusted EBIT^{1,2} by Quarter

IFRS 5 - NON-CURRENT ASSETS HELD FOR SALE
AND DISCONTINUED OPERATIONS APPLIED

Sales in € millions	2024					2025				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	4,813	4,956	4,791	4,855	19,415	4,757				
Tires	3,290	3,399	3,495	3,677	13,861	3,412				
ContiTech	1,648	1,646	1,541	1,552	6,387	1,537				
Contract Manufacturing	80	55	48	55	239	50				
Other/ Hold./ Cons.	-43	-53	-42	-45	-183	-46				
Group	9,788	10,003	9,833	10,094	39,719	9,709				

Changes Y-o-Y in %	2024					2025				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-4.0	-3.4	-4.7	-5.1	-4.3	-1.2				
Tires	-5.0	-1.7	1.9	1.9	-0.7	3.7				
ContiTech	-4.8	-5.5	-9.9	-6.4	-6.6	-6.7				
Contract Manufacturing	-48.0	-59.8	-57.8	-48.6	-53.4	-38.2				
Group	-5.0	-4.1	-4.0	-3.4	-4.1	-0.8				

adj. EBIT ¹ in € millions	2024					2025				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-194	145	210	336	498	132				
Tires	386	498	508	511	1,903	457				
ContiTech	88	117	68	121	393	82				
Contract Manufacturing	1	2	1	4	7	5				
Other/ Hold./ Cons.	-80	-51	88	-50	-93	-36				
Group	201	711	875	921	2,709	639				

adj. EBIT ¹ margin in %	2024					2025				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-4.0	2.9	4.4	6.9	2.6	2.8				
Tires	11.7	14.7	14.5	13.9	13.7	13.4				
ContiTech	5.3	7.1	4.4	7.8	6.2	5.4				
Contract Manufacturing	1.0	2.8	2.4	7.1	3.1	9.3				
Group	2.1	7.1	8.9	9.1	6.8	6.6				

Changes Y-o-Y in %	2025				
	Q1	Q2	Q3	Q4	Year
Automotive	168.1				
Tires	18.4				
ContiTech	-6.2				
Contract Manufacturing	464.0				
Group	217.9				

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Fact Sheets

IFRS 5 - NON-CURRENT ASSETS HELD FOR SALE AND DISCONTINUED OPERATIONS APPLIED

EBITDA and EBIT¹ by Quarter

EBITDA in € millions	2024					2025				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	18	286	400	646	1,351	143				
Tires	570	687	697	709	2,663	650				
ContiTech	147	164	109	141	562	82				
Contract Manufacturing	4	4	5	14	27	6				
Other/ Hold./ Cons.	-78	-47	90	-70	-105	-44				
Group	661	1,095	1,302	1,440	4,498	837				

EBIT in € millions	2024					2025				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-248	16	127	366	262	-75				
Tires	374	489	500	507	1,870	449				
ContiTech	72	89	35	62	259	8				
Contract Manufacturing	1	1	2	11	16	5				
Other/ Hold./ Cons.	-81	-51	86	-74	-119	-47				
Group	118	544	751	873	2,287	340				

EBITDA margin in %	2024					2025				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	0.4	5.8	8.4	13.3	7.0	3.0				
Tires	17.3	20.2	20.0	19.3	19.2	19.1				
ContiTech	8.9	10.0	7.1	9.1	8.8	5.3				
Contract Manufacturing	5.5	7.6	9.4	24.8	11.2	12.5				
Group	6.8	10.9	13.2	14.3	11.3	8.6				

EBIT margin in %	2024					2025				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-5.1	0.3	2.7	7.5	1.3	-1.6				
Tires	11.4	14.4	14.3	13.8	13.5	13.2				
ContiTech	4.4	5.4	2.3	4.0	4.0	0.5				
Contract Manufacturing	1.0	2.7	4.2	20.4	6.5	9.3				
Group	1.2	5.4	7.6	8.6	5.8	3.5				

Changes Y-o-Y in %	2024					2025				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-93.3	31.3	59.3	165.6	37.6	693.2				
Tires	-13.7	19.2	9.5	-0.6	3.0	14.1				
ContiTech	-14.4	-5.5	-35.9	-20.1	-18.9	-44.5				
Contract Manufacturing	-73.2	-66.9	243.7	337.9	-7.5	40.9				
Group	-38.2	19.0	30.2	32.3	10.3	26.5				

Changes Y-o-Y in %	2024					2025				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-1,687.3	141.0	5,093.4	1,279.3	555.6	69.6				
Tires	-18.2	30.9	13.7	7.6	7.3	20.0				
ContiTech	-24.8	-9.3	-60.7	-35.3	-32.0	-88.4				
Contract Manufacturing	-91.8	-74.8	123.3	869.9	203.4	491.4				
Group	-77.7	44.5	63.1	79.9	23.4	187.1				

¹ Due to the intended spin-off of Automotive and Contract Manufacturing, IFRS 5 Non-current Assets Held for Sale and Discontinued Operations has been applied. Due to this application, depreciation ceased for discontinued operations starting March 12, 2025.

Fact Sheets

Reported and Adj. Q1 2025 Results

IFRS 5 - NON-CURRENT ASSETS HELD FOR SALE
AND DISCONTINUED OPERATIONS APPLIED

€ millions	Automotive		Tires		ContiTech		Contract Manufacturing		Other/ Hold./ Cons.		Group	
	Q1 2024	Q1 2025	Q1 2024	Q1 2025	Q1 2024	Q1 2025	Q1 2024	Q1 2025	Q1 2024	Q1 2025	Q1 2024	Q1 2025
Sales	4,813	4,757	3,290	3,412	1,648	1,537	80	50	-43	-46	9,788	9,709
EBIT²	-248	-75	374	449	72	8	1	5	-81	-47	118	340
in % of sales	-5.1%	-1.6%	11.4%	13.2%	4.4%	0.5%	1.0%	9.3%			1.2%	3.5%
Amortization of intangible assets from PPA ²	14	8	1	1	12	12					28	22
Total special effects	36	199	10	7	2	62	0	0	1	11	50	279
Total consolidation effects	4	0	0	0	1	0			0	0	5	0
Total consolidation and special effects	40	199	10	7	3	62	0	0	2	11	55	278
Adjusted operating result (adj. EBIT)^{1,2}	-194	132	386	457	88	82	1	5	-80	-36	201	639
in % of adjusted sales	-4.0%	2.8%	11.7%	13.4%	5.3%	5.4%	1.0%	9.3%			2.1%	6.6%

¹ Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects. ² Due to the intended spin-off of Automotive and Contract Manufacturing, IFRS 5 Non-current Assets Held for Sale and Discontinued Operations has been applied. Due to this application, depreciation ceased for discontinued operations starting March 12, 2025.

Calendar

Financial Calendar and Upcoming Investor Meetings

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

2026

Full-Year Results	March 2026
Annual Shareholders' Meeting	April 29, 2026
Q1 Quarterly Statement	May 2026
Half-Year Financial Report	August 2026
Nine-Month Quarterly Statement	November 2026

- › **Roadshow Berenberg Q1 2025** (CFO)
 - › May 7/8, New York
- › **Citi EU Autos Virtual field Trip** (CEO)
 - › May 13, Virtual
- › **UBS Best of Europe Virtual Conference** (IR only)
 - › May 13-15, Virtual
- › **Roadshow Bank of America** (CEO)
 - › May 22/23, London
- › **dbAccess European Champions Conference** (CEO)
 - › May 27/28, Frankfurt
- › **J.P. Morgan European Automotive Conference** (CEO Tires)
 - › June 2, London
- › **Exane CEO Conference** (CFO)
 - › June 4, Paris
- › **Capital Market Days** (Executive Board)
 - › June 24/25, Frankfurt
- › **Kepler Cheuvreux CEO-CFO Tour** (CFO)
 - › June 26, virtual

References

Useful Links to Continental Websites

Investor Relations

[Investor Relations](#)

Financial Reports

[Financial Reports](#)

Latest Presentations

[Presentations](#)

Capital Market Day

[Capital Market Day 2023](#)

Events

[Events](#)

Investor Presentation (Fact Book)

[Investor Presentation 2024](#)

Sustainability

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Corporate Governance Principles

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Corporate Governance Presentation

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Shares and Consensus

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Debt and Rating

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