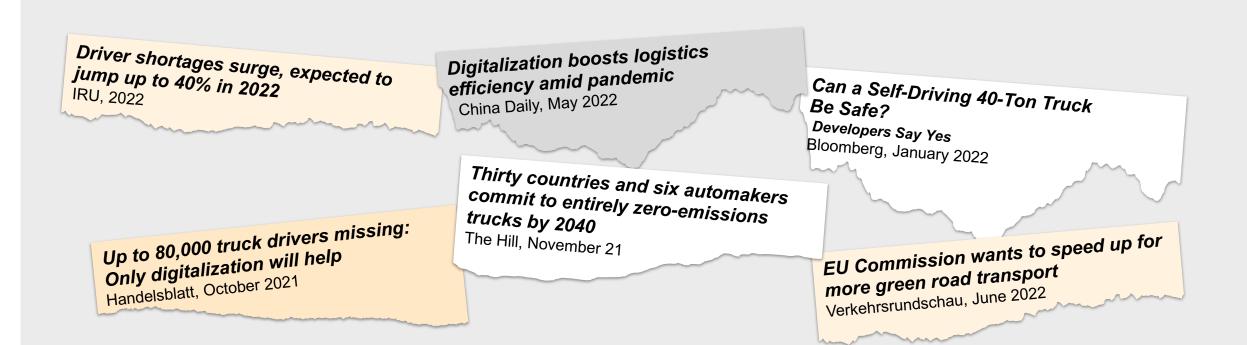


Let's Take a Look at the Headlines...





Let's Take a Look at the Headlines...





Sustainability





EU Commission wants to speed up for more green road transport

Verkehrsrundschau, June 2022

Thirty countries and six automakers commit to entirely zero-emissions trucks by 2040 The Hill, November 21

Decarbonising road freight demands more than zero-emission powertrains

Automotiveworld, May 2022

Can a Self-Driving 40-Ton Truck Be Safe? Developers Say Yes Bloomberg, January 2022

Driver shortages surge, expected to jump up to 40% in 2022 IRU, 2022

"Who's gonna sit on the left seat?" DER SPIEGEL, June 22 Up to 80,000 truck drivers missing: Only digitalization will help Handelsblatt, October 2021

Digitalization boosts logistics efficiency amid pandemic China Daily, May 2022

"How Trucking's Adoption of Telematics Has Forever Changed Fleet Management" Transport Topics, June 22

Challenge Sustainability: Beyond saving CO₂

Current situation:

> The global climate crisis is developing at a staggering pace

- > The importance of sustainability has greatly increased
- > Legislative initiative for CO2 reduction (EU "Fit for 55")

Challenges:

> Fleets: Additional costs at a time with minimal operating margins

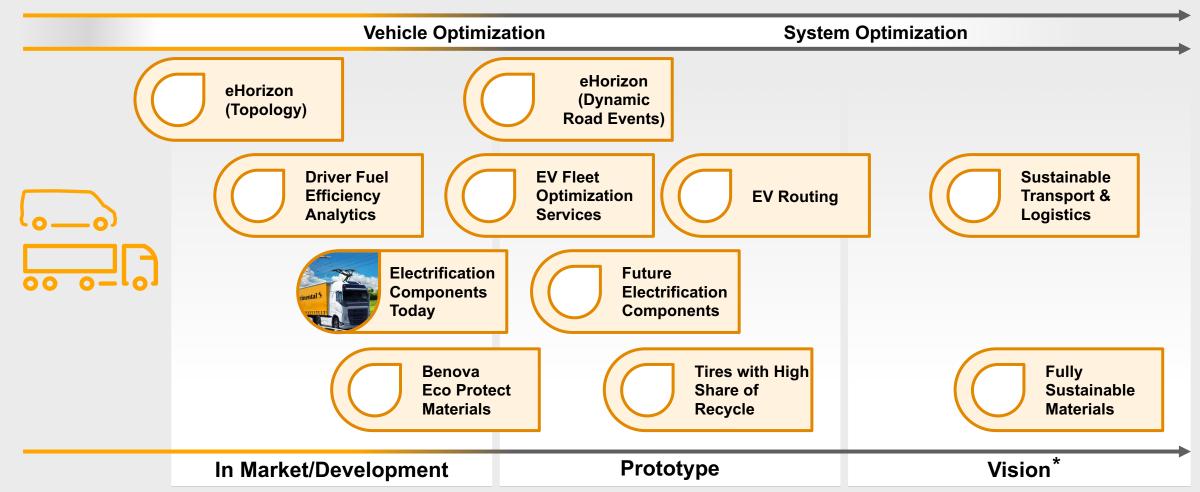
OEMs: Make sustainability viable/affordable!

Conclusion:

Sustainability is an integral part of value creation. This goes beyond saving CO_2 and emission requirements – it's about integrating it into all aspects of value creation and to act responsibly and economically at the same time.

Our Sustainability Highlights





* Continental Role TBD

Challenge Safe and Fair Transport: Reducing the impacts of transport

Current situation:

- Commercial traffic has come under scrutiny due to its negative effects
- > Drivers' working conditions need to be improved (EU Mobility Package)
- With the rising traffic density on roads, safety becomes ever more important and is addressed by regulations in the EU (EU General Safety Regulation)

Challenges:

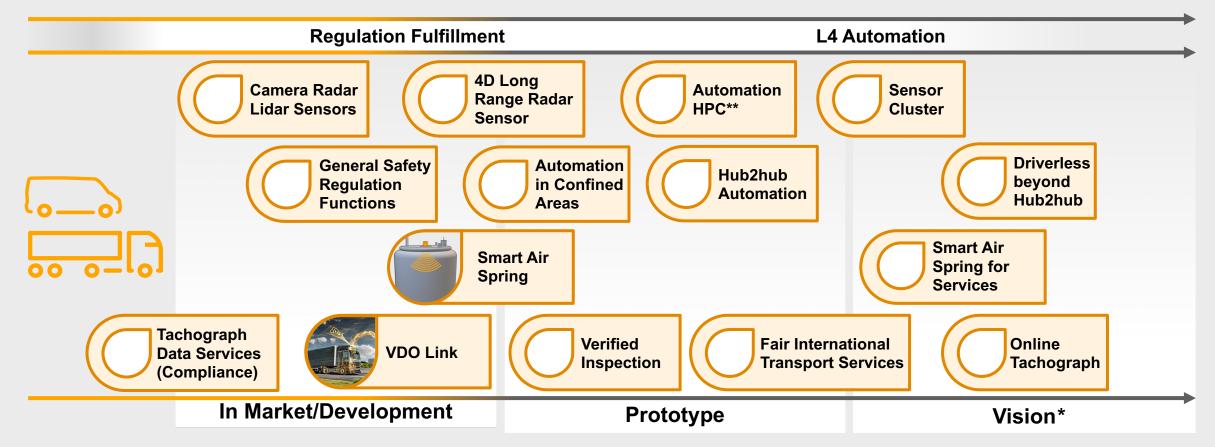
- > OEMs: Increasing cost of legislation compliance in vehicles
- > Fleets: Must digest increasing truck costs and meet increasing regulation

Conclusion:

Efficient and seamless implementation of regulations is needed. Regulation will mandate new sensor-based functions. The sensors can be reused for other differentiating functions as well as vehicle autonomy.

Safe & Fair Transportation





* Continental Role TBD

Data-Driven Services Seize the opportunity of connectivity, data and Al

Current situation:

- COVID-19 and the gradual unblocking of the supply chain drives demand for logistic services
- Goods transports prices skyrocket
- > Driver shortage increases dramatically in Western societies

Challenges:

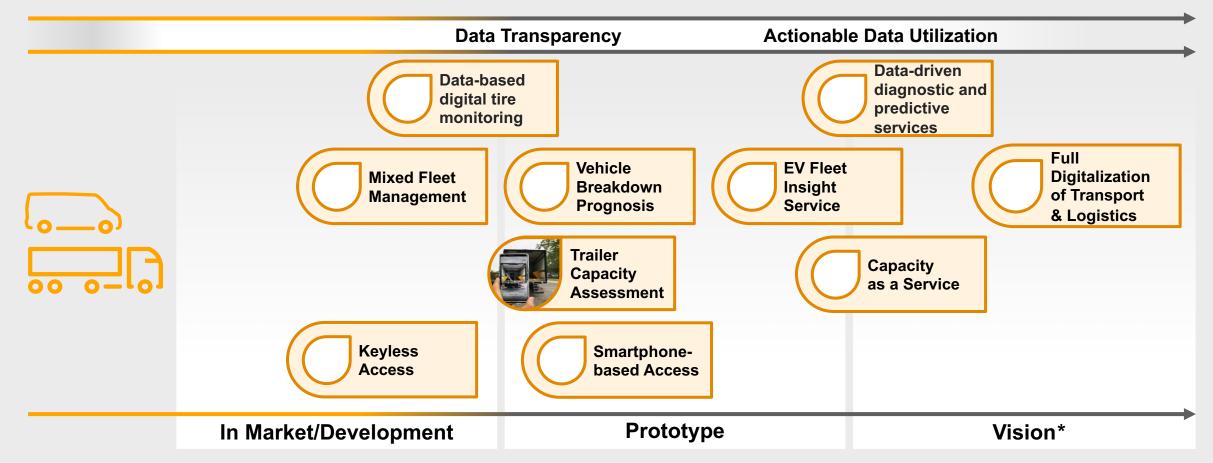
- > Fleets: Cope with rising demand for logistic services & optimize work processes
- > OEMs: Add new digital business models to their traditional vehicle business

Conclusion:

Changed market needs will drive digital efficiency and automation further – with potentially beneficial effects on sustainability. Regulations will do the same.

Digitalization – Data Driven Services





Conclusion	
Why?	Legislation (CO2, safety), costs pressure, driver shortages, and working conditions are driving haulers and OEs. At the same time there is significant societal pressure
What?	The industry must rapidly move towards more sustainability, safety and efficiency with significant beneficial effects for society
How?	Embrace transformation e.g. by utilizing digitalization and sustainable technologies across transportation and logistics value chain
When?	Now. See you at the IAA!

