

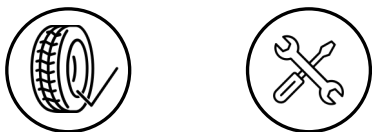
Driving the Change.
ContiLifeCycle Strategy
Dr. Siljana Lietz, Franziska Ohliger



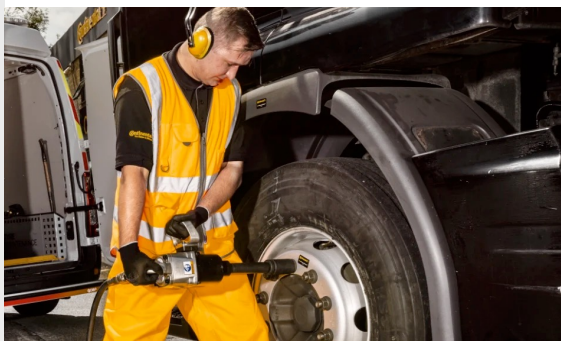
Holistic Approach in Commercial Consumer Business

From Tire Manufacturer to Solution Provider

Coming from tires



Tires + Single services



Moving to selling value



Bundling single services



Embracing digitalization

ContiPressureCheck™

ContiConnect™

Intelligent tire



Heading towards



Integrated solution provider



A holistic portfolio for evolving needs.

ContiLifeCycle contributing to Lowest Overall Driving Costs



Retread is an essential part of the Truck Tire Business - approximately every 5th tire* is a retreaded tire!

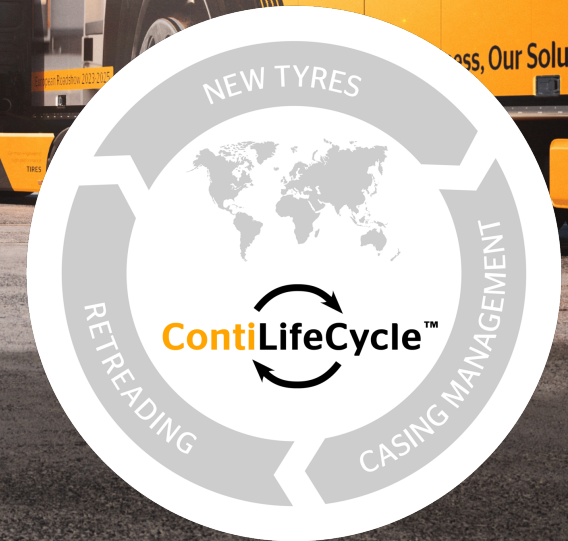
› Status-quo:

- › Main customer value perception of retreading coming from **cost advantage vs. new**

› Future opportunity:

- › Retread supports **waste reduction / avoidance** targets
- › Retread supports **CO₂ emission reduction** targets

Retreading and full life-cycle concepts are required to ensure (cost) competitiveness for fleets and thus must be part of a premium tire solution offer.



ContiLifeCycle

Our premium truck and bus tires are designed to last.

Our truck and bus tires are designed for the unique conditions of your transport activities. They are **long lasting, efficient, retreadable** and form a cornerstone for **optimising the total cost of ownership of your fleet.**

With its **outstanding structural durability**, the casing is what makes our tires so economical. Our casings are built with optimised and excellently matched reinforcements and compounds, and a contour that best suits the application.

We call it durability that pays off.



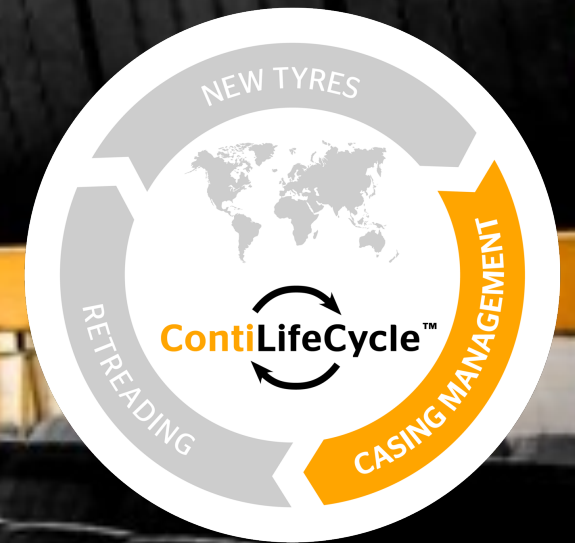
ContiLifeCycle

Casing management: a particularly valuable service.

Thanks to their **robust design**, original Continental casings are ideal for truck and bus tire retreads.

To make it easy for you to get retreaded tires and have your casings credited against your next purchase, we've created the **ContiCasingAccount**. This way we can always offer you greater transparency and flexibility.

We take care of your casings from **inspection** and **storage** to **purchase** and **transport**, and – if necessary – final disposal as well.



ContiLifeCycle

Premium quality: cost-effective and eco-friendly.

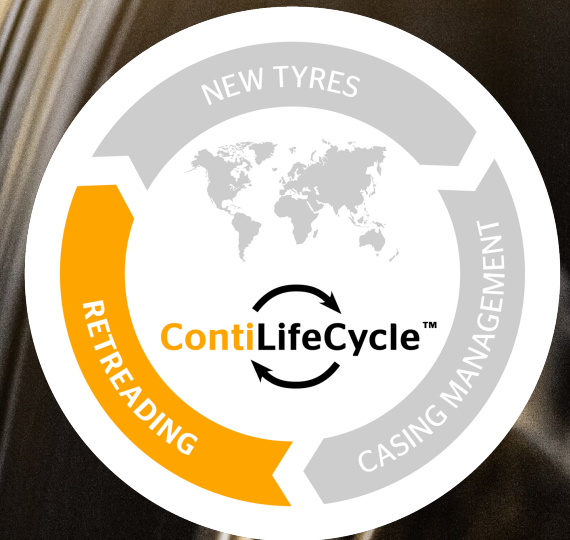
We only use **carefully selected** and **properly inspected casings for retreading**. There are two options, both of which prolong the life of your tires, offer **high quality at fair prices** and **protect the environment**.

ContiRe

Our **hot-retreaded tires** are produced with the same technology as new Continental tyres.

ContiTread

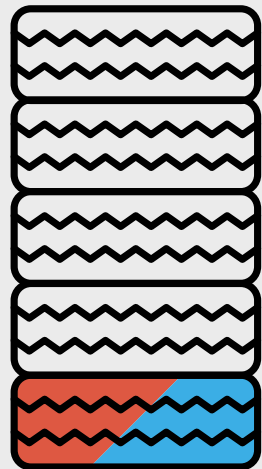
Our **cold-retread solution** is based on new tire technology and realised with certified partners within the ContiLifeCycle network.



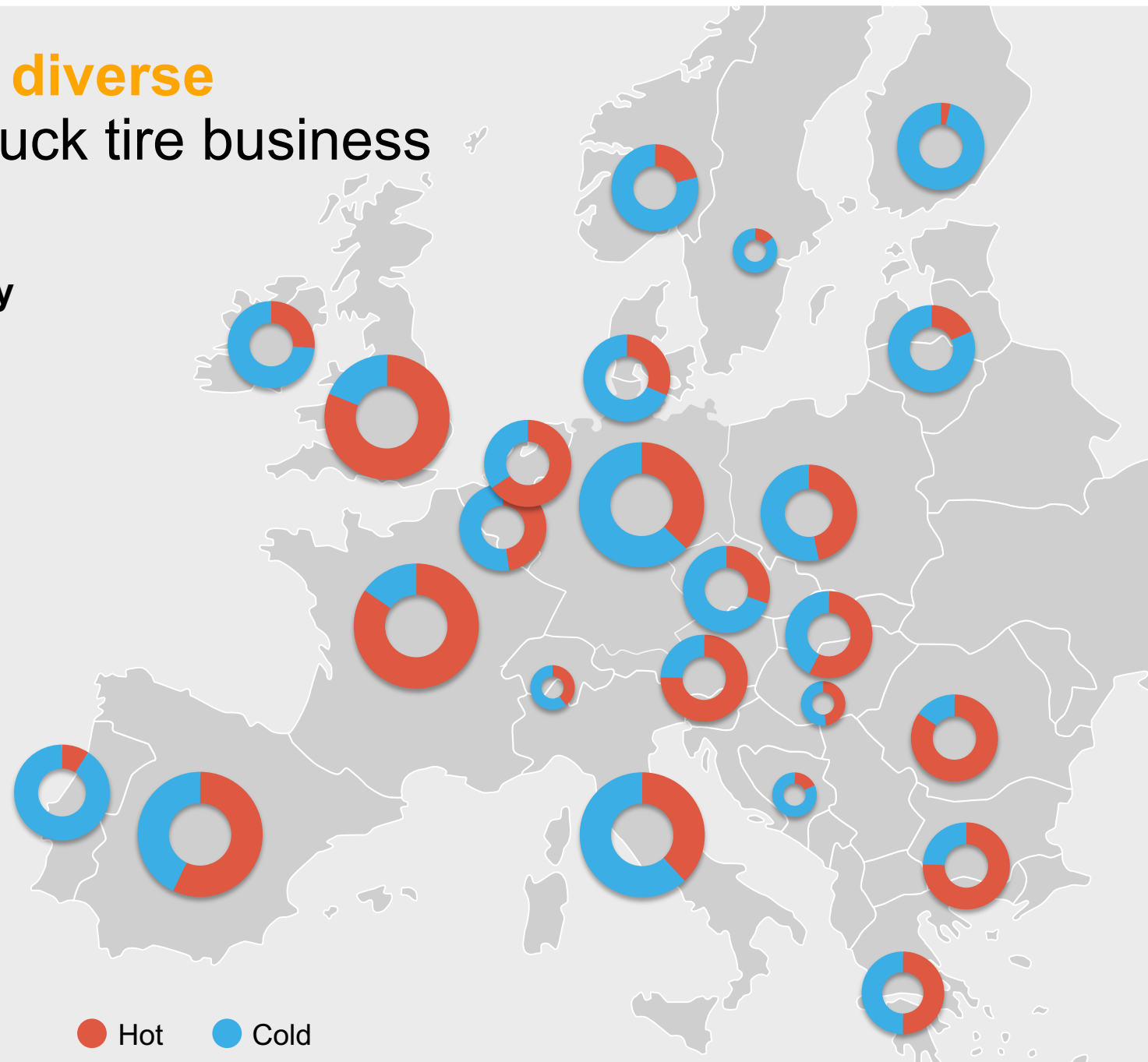
Retread market in EMEA is diverse

and is fundamental part of Truck tire business

- › Preferred retread technology per country driven by new tire manufacturer
- › Hot retread mainly done by larger regional factories
- › Cold retread covered mainly by smaller dealer retread shops



Retread Market Share ~ 20%
(complete pool: 18,1 Mio. tires)*



Retreading

Hot and cold production methods meeting customer needs

Hot retreading: ContiRe™

In hot retreading, the casing is restored from bead to bead in a hot vulcanization process. A new rubber compound is applied to the used casing.

We supply the EU market with Hot Retreaded tires from our plants in Hannover (DE) and Ivybridge (UK).

Cold retreading: ContiTread™

In cold retreading a profiled and pre-vulcanized tread material is applied to the buffed casing. Cold retreading is carried out at lower temperatures and with pre-vulcanized treads.





ContiTread
Premium cold retreading.

A man in a dark blue and grey Continental uniform is working on a tire in a factory. He is holding a yellow and black machine that is applying a new tread to the tire. The background shows industrial machinery and a control panel with various buttons and lights.

ContiTread

As simple as it's smart.

ContiTread extends the service life of your tires. It is the tread that wears down **the quickest**. So, we simply provide your tires with a new tread by means of cold retreading.

Continental's pre-cured treads feature the **same proven pattern** and compounds that we use in the **production of new tires**.

This solution delivers a **high level of safety, durability and reliability**.

So simple, so cool.

ContiTread

Our premium cold retreaded tires.

We produce a wide range of **high-quality retreaded tires** for commercial vehicles of **all types**: From long-haul and people transport, to on/off-road construction tires. We offer our premium retread solutions **6-12 months after the new tire is launched**.



Goods

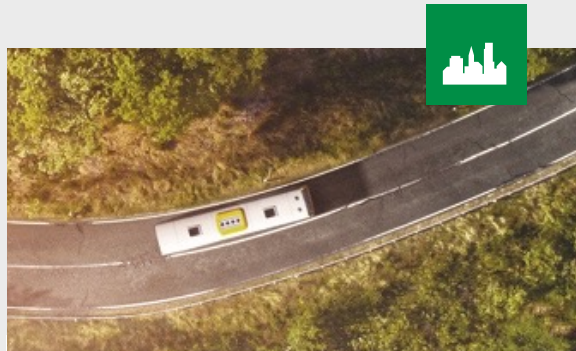
Motorway ContiTread HDL2 Eco-Plus

NEW
2024/25

ContiTread Eco HD5

Regional and Local/Innecity

ContiTread Hybrid (HD5/LD3/HT3+)
ContiTread HD Hybrid / HDR2
ContiTread Hybrid HD5
ContiTread HTR2 S



People

Intercity ContiTread CityPlus (HA3)

Urban ContiTread Urban (HA3)



Construction

On / Off ContiTread HDC1
ContiTread CrossTrac (HD3/HT3)



Winter

Goods ContiTread Scandinavia (HD3/LD3/HT3)
ContiTread HDW2/HTW2
ContiTread ScanExtreme HD3

People ContiTread Urban Scandinavia (HD3)



ContiRe
Premium hot retreading.



ContiRe

For a really hot performance.

ContiRe tires look and run just like new. Thanks to a **hot vulcanisation process** Continental casings can be renewed from bead to bead. So we apply a new rubber compound onto the used casing.

To safeguard **Continental's high quality standards**, we use the same technologies as in the production of new tires and put every retreaded tire through **durability and safety tests**.

All of which makes ContiRe the retreaded tire of choice.

ContiRe

Our premium hot retreaded tires.

We produce a wide range of **high-quality retreaded tires** for commercial vehicles of **all types**: From long-haul and people transport, to on/off-road construction tires. We offer our premium retread **solutions 6-12 months after the new tire is launched**.



Goods

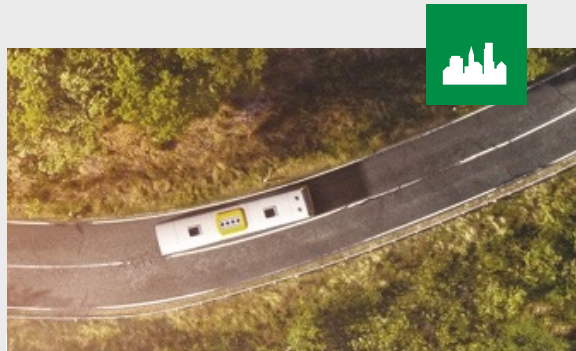
Motorway ContiRe EcoPlus (HD3/HT3)

NEW
2024/25

ContiRe Eco HD5

Regional and Local/Innecity ContiRe Hybrid (HD3/HT3+/LD3)
ContiRe Hybrid HD5

Waste/Recycling ContiRe CityService (HA3/HD3)



People

Intercity ContiRe CityPlus (HA3)

Regional ContiRe CoachRegio (HD3)
ContiRe Coach (HA3)

Urban ContiRe Urban (HA3)



Construction

On / Off ContiRe HDC1
ContiRe CrossTrac (HD3/HT3)



Winter

Goods ContiRe Scandinavia (HD3/HT3)
ContiRe HDW2/HTW2

People ContiRe UrbanScandinavia (HD3)
ContiRe HSW2 Coach

ContiLifeCycle Werk Stöcken

Start from Scratch to State of the Art Production Facility



First Retreaded ContiRe
19th July 2013



Strengthen our Retreading Business

Ivybridge as part of Continental

Focus on Automatization of the processes:

- › Automatic conveyer belts for tire transport from buffing to tire building
- › Automatic spraying
- › Automatic casing storage before tire building

Continuous Invest

Ensures Readiness for Future!

Learning

- › Main Material flow optimization
- › Skiving excellence
- › Building optimization



NOW!

Automatization

- › Utilizing robotics
- › Ready for future rolling resistance targets
- › Automatization of material flows



Maximizing Benefits

- › Enhancing material flows
- › Automated inspection and molding

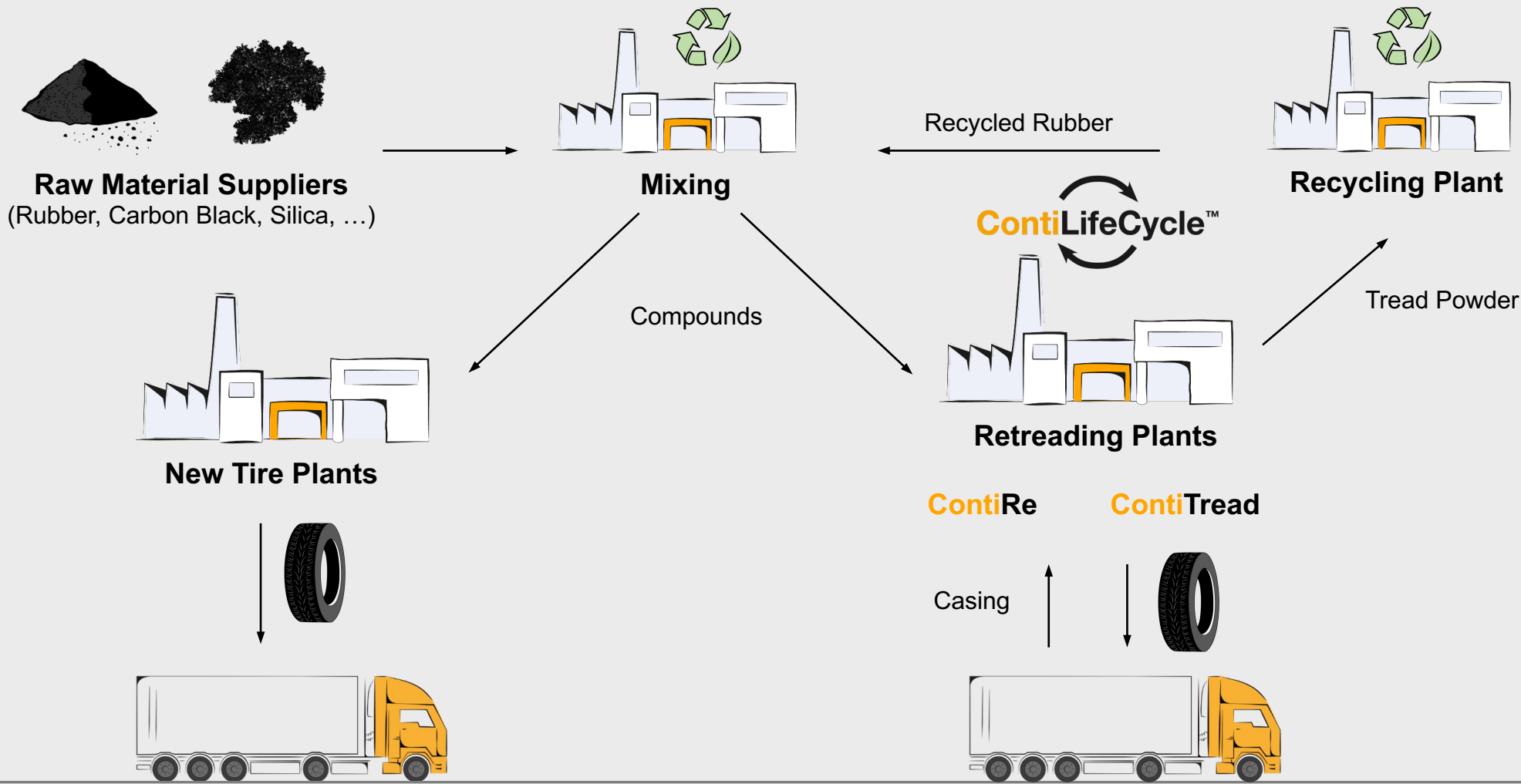


Sustainability.

With ContiLifeCycle™ you will reduce your ecological footprint and protect the environment.

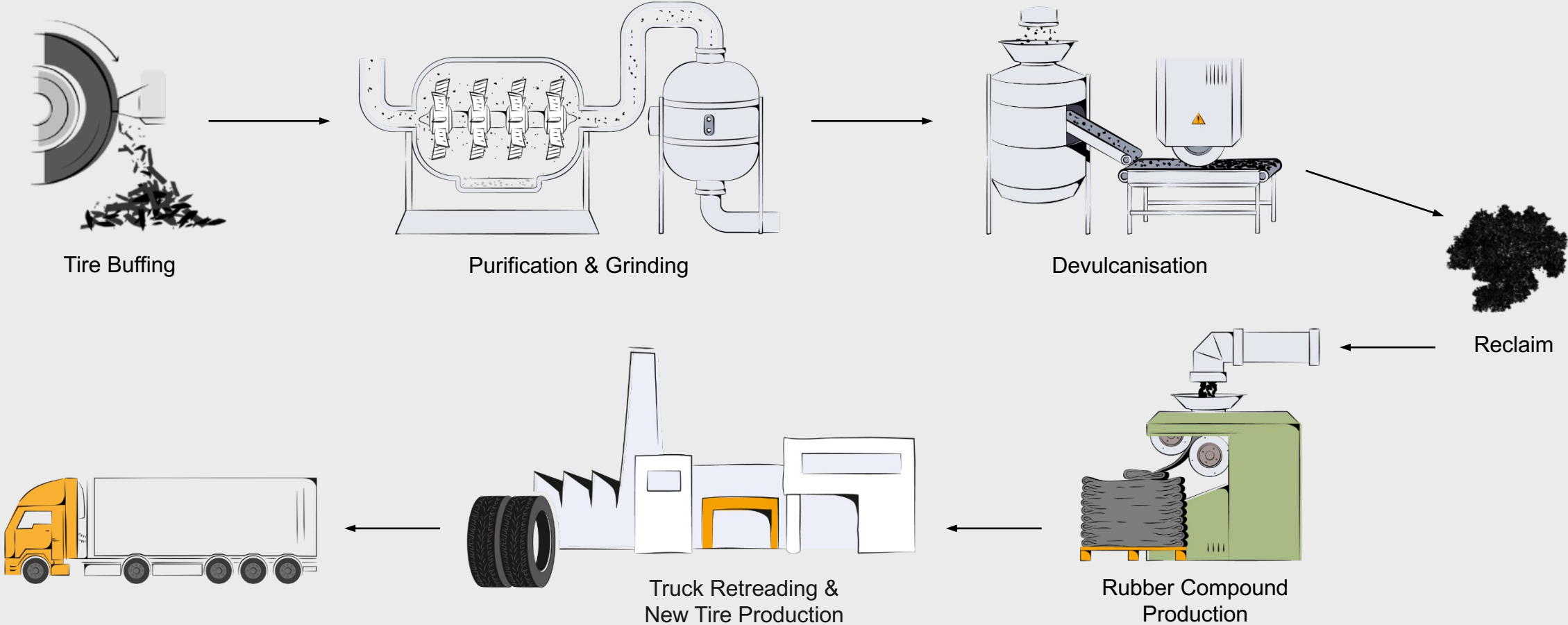
Holistic Approach in Commercial Consumer Business

ContiLifeCycle as one Component for Sustainability



Holistic Approach in Commercial Consumer Business

Recycled rubber from end-of-life tires find it's way to new tires



ContiLifeCycle

Provides proven customer benefit



ContiLifeCycle provides added value



Renew your truck and bus tires with ContiRe and get your proof of commitment to environmental protection.



Ready to support customer needs for upcoming regulatory requirements



Unlock further potential for economic and ecological benefits

Benefits of Retreading

More than just good for our environment

The share of recycled and renewable material is

UP TO

85%



¹



OF WASTE
can be saved

²

UP TO APPROXIMATELY

50% OF **CARBON EMISSIONS**



³

Can be avoided when producing a Retreaded tire instead of a new one.

UP TO



35% **TIRE COST**

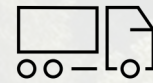
⁴

REDUCTION

With Continental's retreading solutions.

UP TO

99%



⁵

More tire mileage
With retreading



18.1 MILLION
TRUCK TIRES

⁶

Have been sold in the Replacement market in the EU.
20% of them where retreaded

¹ Source: internal tests 2023. Recycled and renewable proportion of the 3.25 m ContiTread HTR2 S 295 with a 385/65 R22.5 casing.

² Source: internal tests 2023. Saved material during production of the 3.25 m ContiTread HTR2 S 295 with a 385/65 R22.5 casing compared to a new tyre.

³ Source: internal estimates (cradle-to-gate). Reference: 3.25 m ContiTread HTR2 S 295 with a 385/65 R22.5 casing compared to a new tyre.

⁴ Source: ContiCasingAccount. Comparison of the 2023 price of the ContiRe Hybrid HT3+ 385/65 R22.5 with that of a new tyre.

⁵ Source: internal laboratory tests 2022. Lifespan of a ContiRe Hybrid HT3+ 385/65 R 22.5 compared to a new tyre.

⁶ Source: etrma.org 2023 and own estimates. Includes hot and cold retreading



There is a life after life. For a Tire.

Continental 
The Future in Motion



Thank You!