



2018 Fact Book

Investor Presentation

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Disclaimer

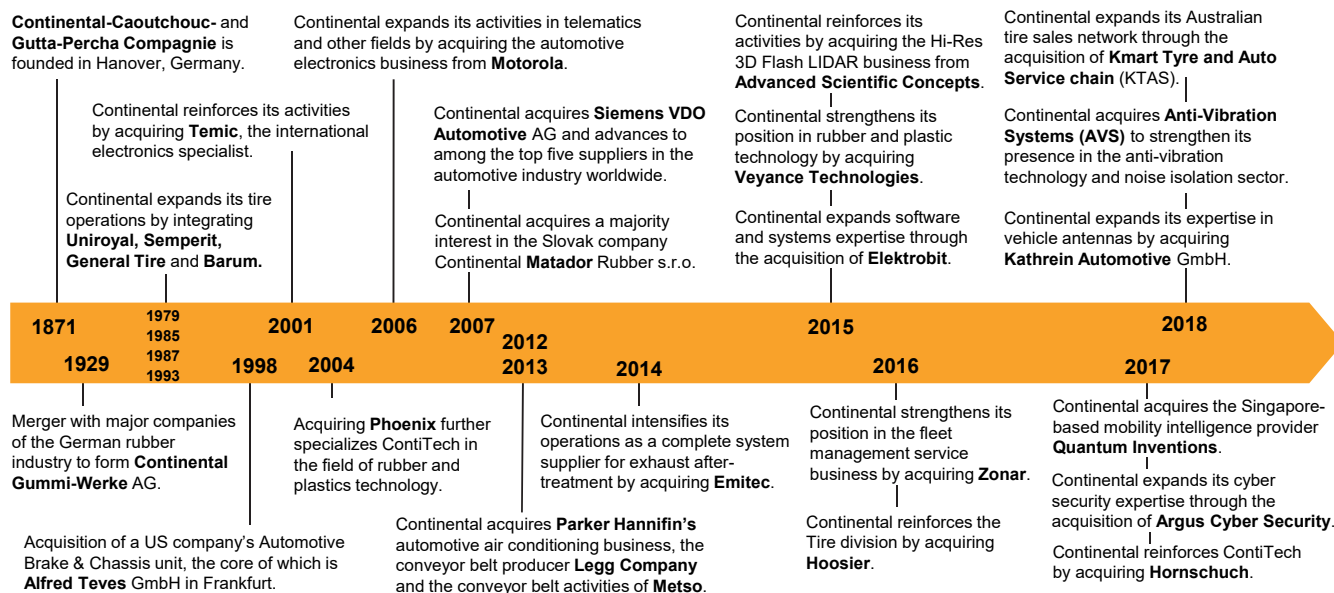
- › This presentation has been prepared by Continental Aktiengesellschaft and includes information available to us as of March 7, 2019. It has not been independently verified. It does not constitute an offer, invitation or recommendation to purchase or subscribe for any shares or other securities issued 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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- › This presentation includes assumptions, estimates, forecasts and other forward-looking statements, including statements about our beliefs and expectations regarding future developments as well as their effect on the results of Continental. These statements are based on plans, estimates and projections as they are currently available to the management of Continental. Therefore, these statements speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events. Furthermore, although the management is of the opinion that these statements, and their underlying beliefs and expectations, are realistic as of the date they are made, no guarantee can be given that the expected developments and effects will actually occur. Many factors may cause the actual development to be materially different from the expectations expressed here. Such factors include, for example and without limitation, changes in general economic and business conditions, fluctuations in currency exchange rates or interest rates, the introduction of competing products, the lack of acceptance for new products or services and changes in business strategy.
- › All statements with regard to markets or market position(s) of Continental or any of its competitors are estimates of Continental based on data available to Continental. Such data are neither comprehensive nor independently verified. Consequently, the data used are not adequate for and the statements based on such data are not meant to be an accurate or proper definition of regional and/or product markets or market shares of Continental and any of the participants in any market.
- › 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.
- › Note: Due to the application of the modified retrospective approach during first time adoption of IFRS 9, *Financial Instruments*, and IFRS 15, *Revenues from Contracts with Customers*, as at January 1, 2018, all the figures from comparative periods are shown unadjusted.

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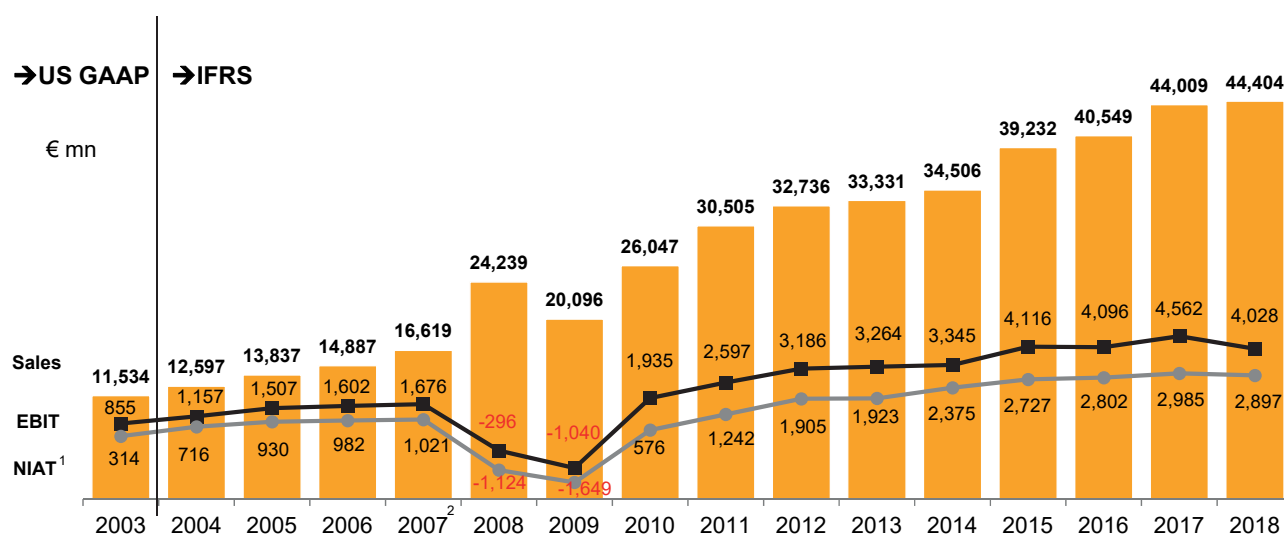
I. Continental at a Glance

More than 145 Years of Progress and Achievement



I. Continental at a Glance

Continental Corporation – Sales, EBIT and Net Income (NIAT)



¹ Net income attributable to the shareholders of the parent, from 1998 until 2003 US GAAP / from 2004 onwards IFRS.

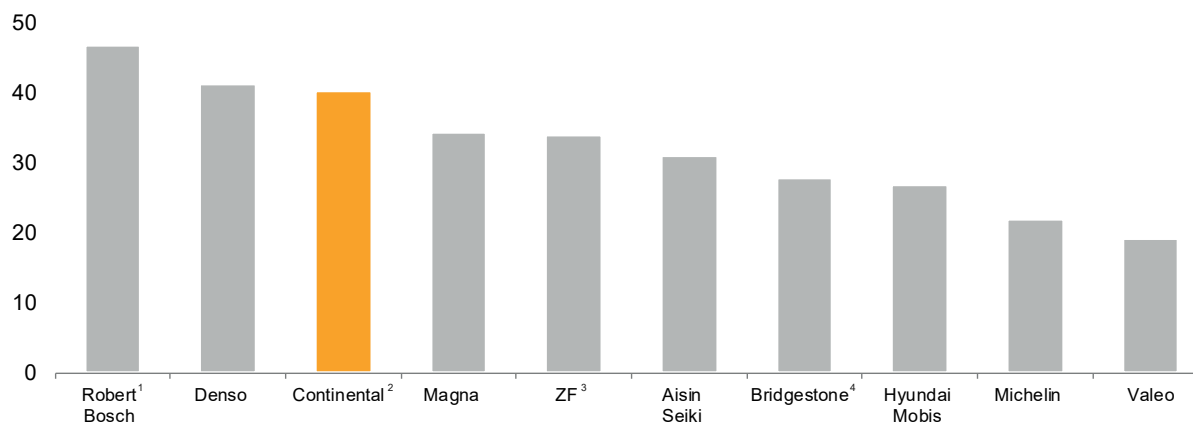
² Siemens VDO incorporated starting December 1, 2007.

IAS 19 (rev. 2011) applied starting 2013. The 2012 figures have been restated accordingly. IFRS 9 and IFRS 15 applied starting 2018.

I. Continental at a Glance

Continental No. 3 in Worldwide Supplier Ranking

Top 10 Global OEM Suppliers – 2018 Sales (€ bn)



¹ Robert Bosch only includes Mobility Solutions division.

² Continental not including ContiTech industrial business and other non-OE automotive business.

³ ZF excluding Industrial Technology business.

⁴ Bridgestone including Diversified Products.

Source: Company filings and estimates. Calendarized to Dec. year-end. Based on average currency exchange rates 2018.

I. Continental at a Glance

Executive Board

Hans-Jürgen Duensing
ContiTech Division

Frank Jourdan
Chassis & Safety Division

Dr. Ariane Reinhart
Corporate Functions:
Human Relations and
Director of Labor
Relations,
Sustainability

Dr. Elmar Degenhart
Chairman of the Executive Board
Corporate Functions:
Corporate Communications, Corporate Quality and Environment, Continental Business System

Helmut Matschi
Interior Division

Christian Kötz
Tire Division
Corporate Functions:
Corporate Purchasing

Nikolai Setzer
Spokesman of the Automotive Board,
Central Functions Automotive

Wolfgang Schäfer
Corporate Functions:
Finance, Controlling, Compliance,
Law, IT



I. Continental at a Glance

Megatrends in the Automotive Industry

Safe – For Safe Mobility



Road Traffic Deaths

Number of Road Traffic Deaths per 100,000 Inhabitants by Region¹

Europe and Russia	9.3
Eastern Mediterranean	18.0
Americas	15.6
Africa	26.6
South East Asia	20.7
Western Pacific	16.9

¹ Data based on framework created by the World Health Organization (WHO) for estimating road traffic mortality.
Source: Global Status Report on Road Safety, WHO 2018.

Clean – For Clean Power



CO₂ Fleet Emission Targets 2020/21 (NEDC)²

Europe ³	95g/km
USA	119g/km
China	117g/km

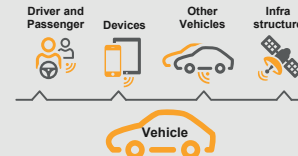
Proposed European³
Target for 2030:
59g/km

² New European Driving Cycle.
³ Mandatory for 95% of the OEMs' fleets.
Source: ICTT Int. Council of Clean Transportation, Global Passenger Vehicle FE/GHG regulations (1/2019).

Intelligent – For Intelligent Driving



Connectivity



I. Continental at a Glance

A Leading Global Supplier for Key Automotive Electronics Applications

Chassis & Safety

- › Actuation
- › Advanced driver assistance systems (ADAS)
- › Airbag electronics
- › Electronic brake systems (EBS)
- › Foundation brake systems

Sales 2018	€9,588 mn
% of total	21%
Adj. EBIT ¹	€785 mn
Adj. EBIT margin	8.2%

ADAS installation rate worldwide (sensors per car)²

1.5
2018

→ CAGR 13%

2.8
2023E

Powertrain

- › Diesel injection systems
- › Gasoline injection systems
- › Transmission control units
- › 48V and plug-in hybrid
- › Full electric vehicle

Sales 2018	€7,741 mn
% of total	17%
Adj. EBIT ¹	€202 mn
Adj. EBIT margin	2.6%



Interior

- › Body and security products
- › Commercial vehicle interiors
- › Device connectivity and telematics units
- › Instrumentation, displays and human machine interfaces
- › Intelligent transport systems

Sales 2018	€9,707 mn
% of total	22%
Adj. EBIT ¹	€899 mn
Adj. EBIT margin	9.3%

Market for automotive electronics³ (USD bn)

286
2018

→ CAGR 8%

413
2023E

¹ Before amortization of intangibles from PPA, consolidation and special effects.

² Average amount of ADAS sensors including sensing rear/surround view cameras but w/o parking assist functions based on ultrasonic technology.

³ Source: Strategy Analytics: Automotive Electronics System Demand, Oct 2018.

I. Continental at a Glance

A Leading Global Supplier of Tire and Non-Tire Rubber Products

Tires

Passenger & Light Truck Tires		Commercial Vehicle Tires	
Markets			
› EMEA		› The Americas	
		› APAC	
Products			
› Original Equipment		› Original Equipment	
› Replacement		› Replacement	
› Summer tires, winter tires, high-performance tires		› Commercial Specialty Tires	
Sales 2018		€11,352 mn	
% of total		26%	
Adj. EBIT ¹		€1,900 mn	
Adj. EBIT margin		16.8%	
Sales breakdown			
72% Non-OE		28% OE	

ContiTech

- › Air springs for railway, trucks and buses
- › Automotive hoses and hose lines
- › Automotive interior trim
- › Conveyor belts
- › Elastomer coatings
- › Industrial hoses
- › Multiple V-ribbed belts and timing belts
- › Vibration absorbers

Sales 2018	€6,345 mn
% of total	14%
Adj. EBIT¹	€473 mn
Adj. EBIT margin	7.6%

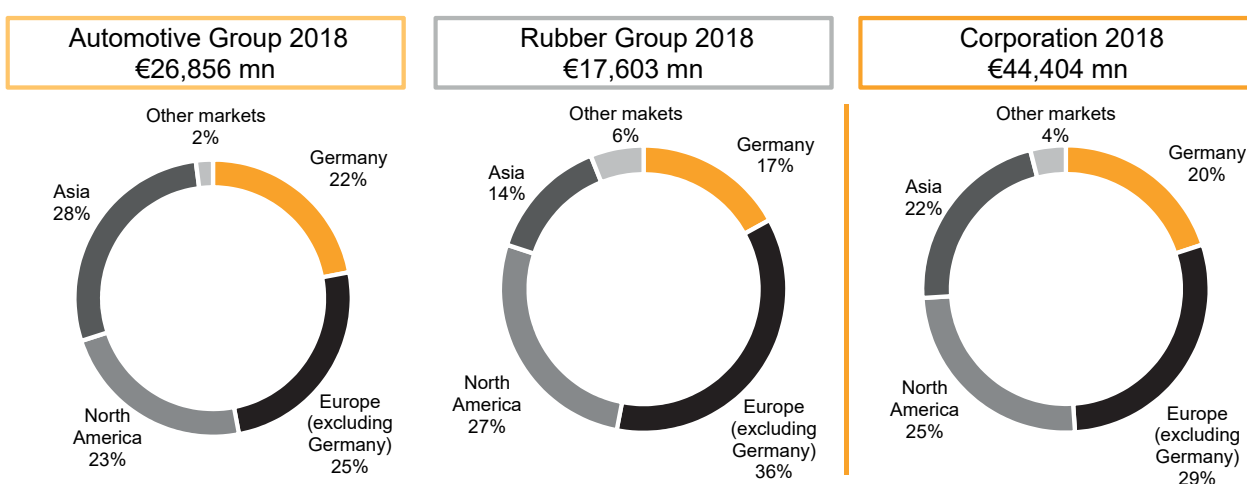
Sales breakdown

49% Non-OE **51%** OE

¹ Before amortization of intangibles from PPA, consolidation and special effects.

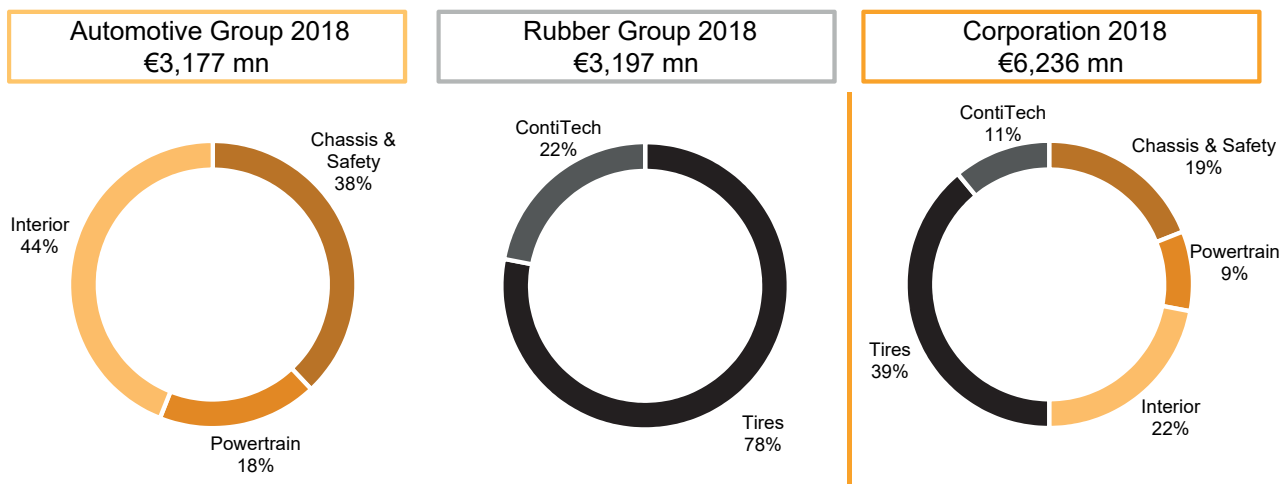
I. Continental at a Glance

Sales by Market



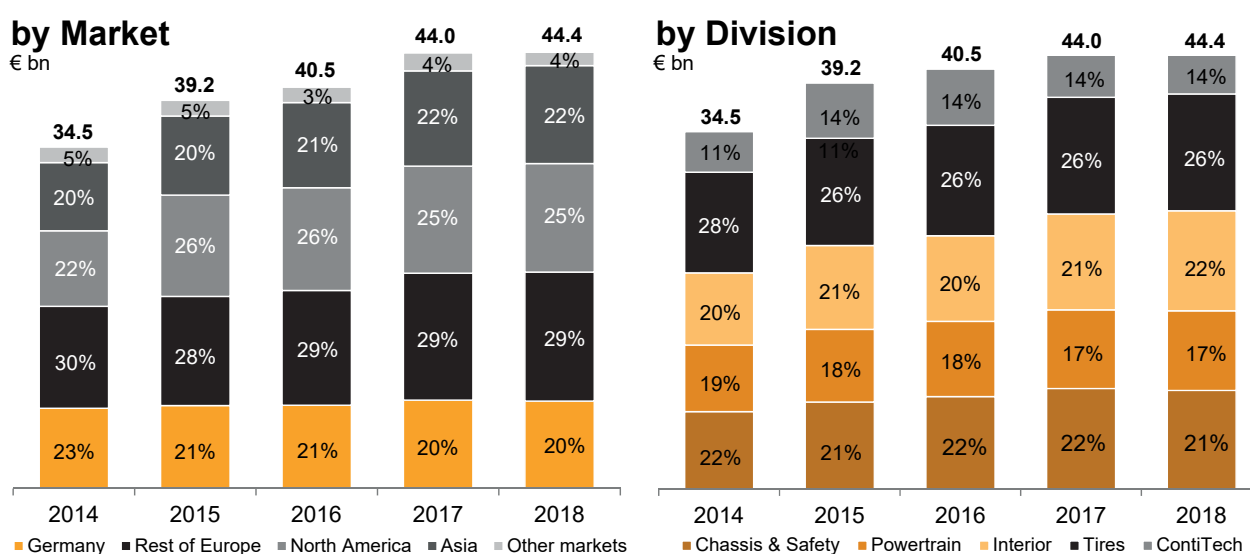
I. Continental at a Glance

EBITDA by Group and Corporation



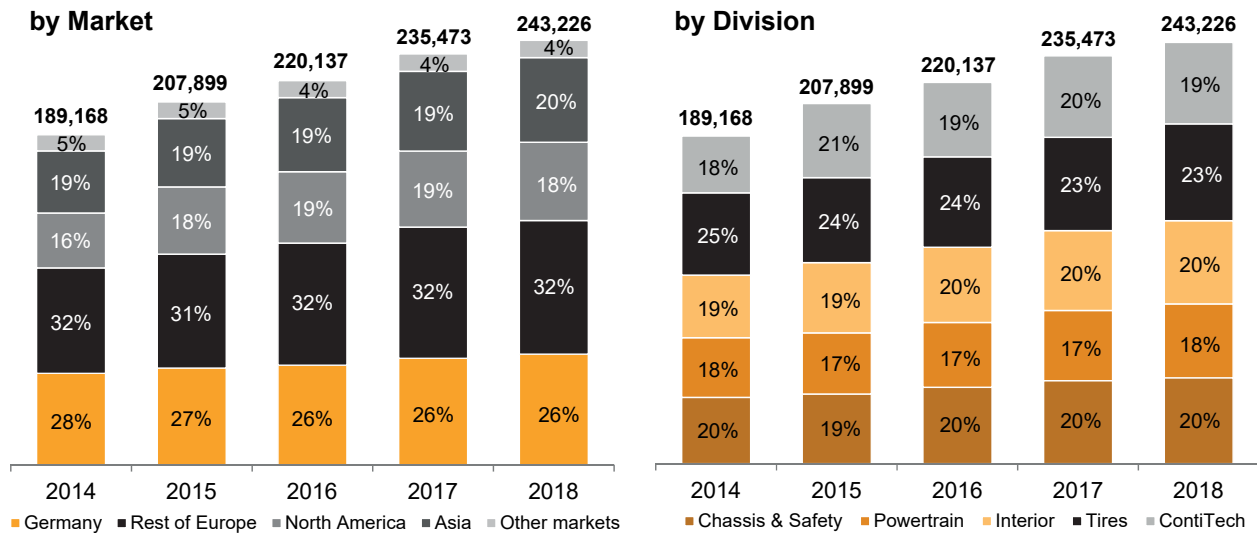
I. Continental at a Glance

Consolidated Sales



I. Continental at a Glance

Number of Employees



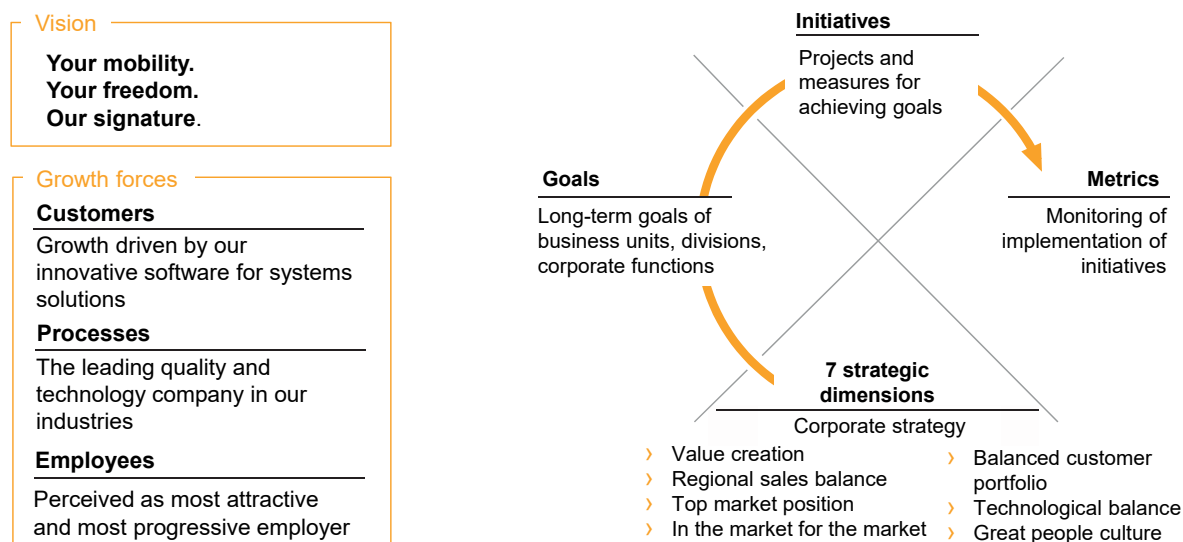
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II. Continental Strategy

Corporate Strategy at a Glance

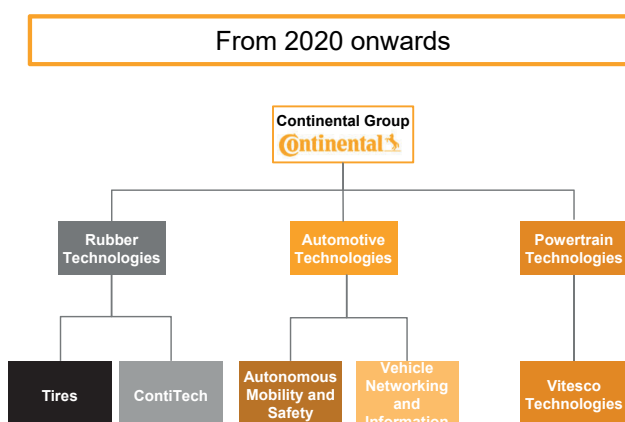
Hoshin Kanri matrix



II. Continental Strategy

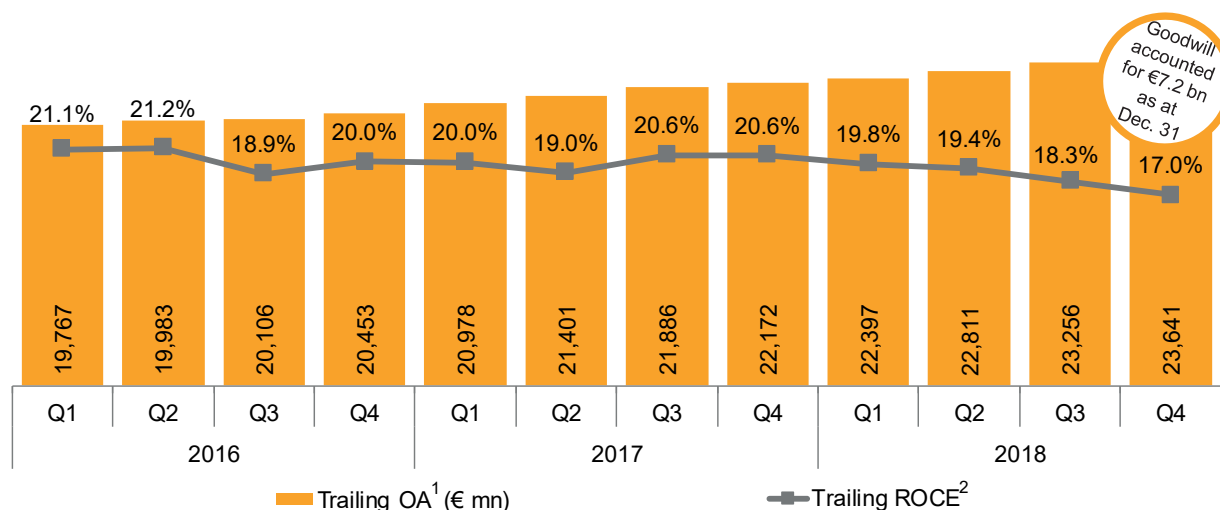
Transformation of Existing Organization – Holding Structure

- › Ensure **long-term competitiveness** and increase strategic flexibility
- › Maintain a **strong network with common values**
- › Maintain **focus on most efficient value creation**
- › Take into account **interests of all stakeholders**



II. Continental Strategy – Value Creation

Sustainable Value Creation

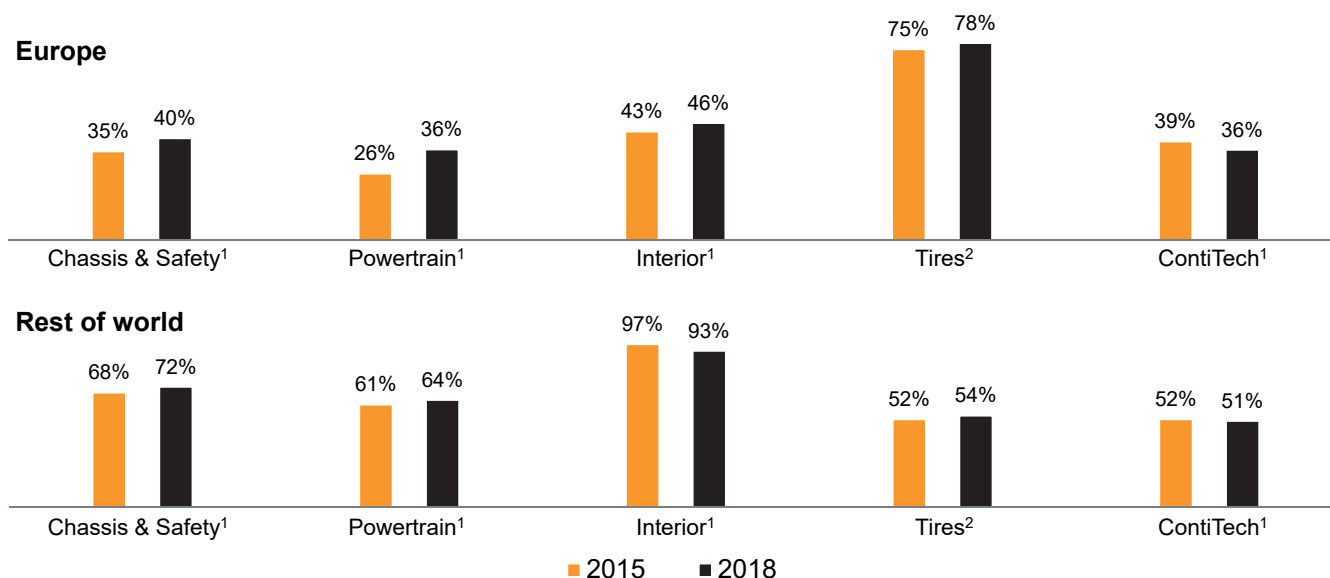


¹ Trailing operating assets are calculated as assets for the last twelve months.

² Trailing ROCE is calculated as reported EBIT for the last twelve months divided by trailing operating assets.

II. Continental Strategy – Value Creation

Cost Consciousness – Production in Best-Cost Countries

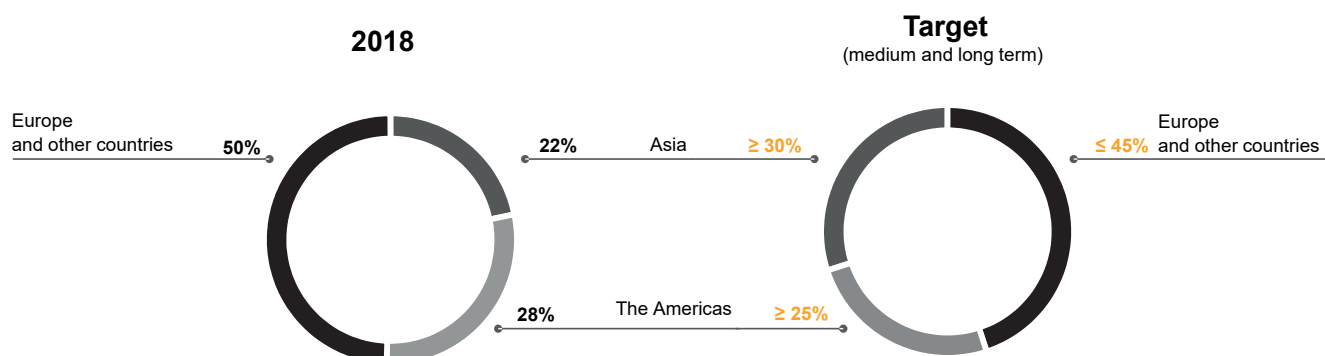


¹ Based on sales.

² Based on units.

II. Continental Strategy – Regional Sales Balance

Balanced Distribution of Sales



II. Continental Strategy – Top Market Position

Top Position for Growing Automotive Technologies

› **Our Goal:** To be among the three leading suppliers in terms of customer focus, quality and market share in the long term in all relevant markets.

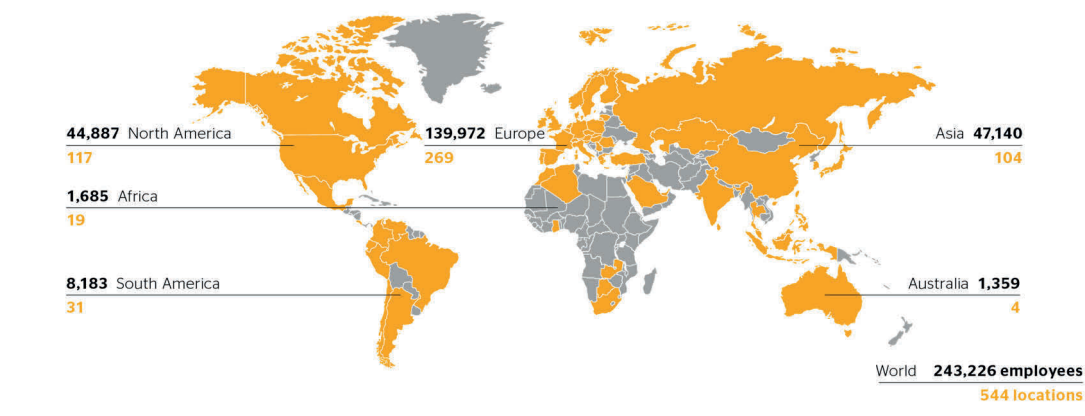
› How our divisions are positioned:

› Chassis & Safety	› Among the top three for Electronic Brake Systems, Foundation Brake Systems, Actuation, Airbag Electronics and Advanced Driver Assistance Systems worldwide
› Powertrain	› One of the world's leading powertrain suppliers
› Interior	› Among the top three for Body & Security, Instrumentation & Driver HMI, Infotainment & Connectivity and Commercial Vehicles worldwide
› Tires	› Number four in the world, while we are also in top positions in individual segments and markets in this area
› ContiTech	› Global leader in rubber and plastics technologies

II. Continental Strategy – In the Market for the Market

Continental Corporation Worldwide

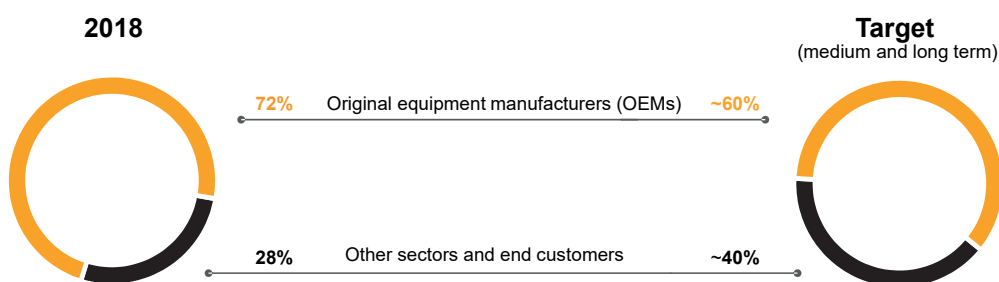
544 locations in 60 countries and markets



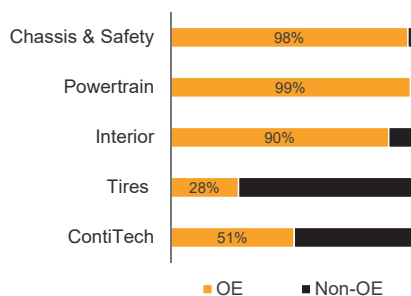
Locations are defined as the postal addresses of companies under our control.

II. Continental Strategy – Balanced Customer Portfolio

Sales OE Automotive/Non-OE Automotive

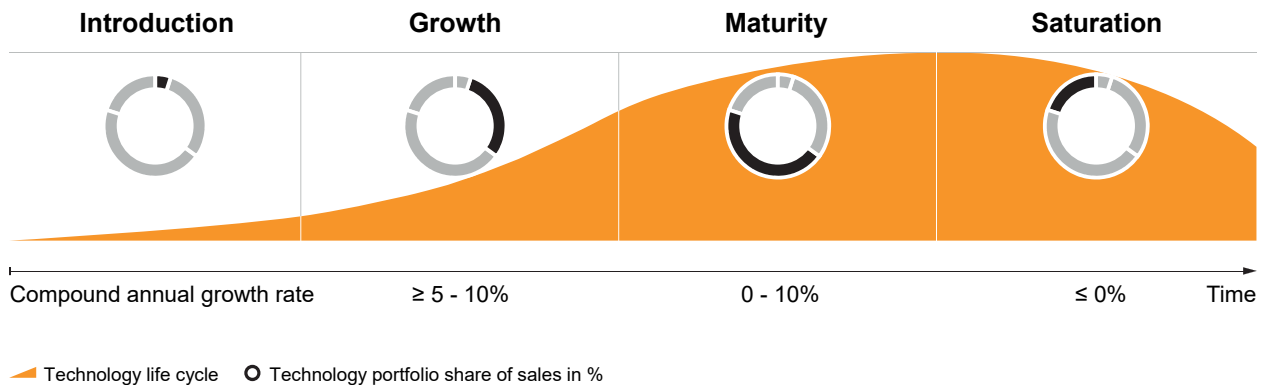


2018: Sales OE Automotive/Non-OE Automotive by Division



II. Continental Strategy – Technological Balance

Technological Balance



II. Continental Strategy – Great People Culture

The Same Values Worldwide for a Shared Corporate Culture

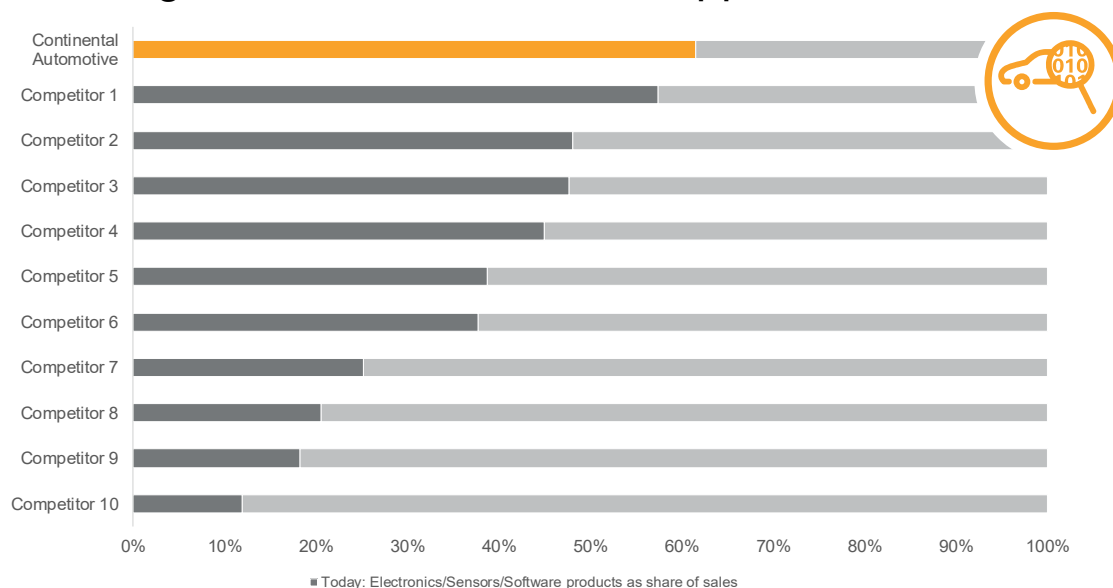


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III. Automotive Trends

The Most Digitalized Portfolio in the Supplier Sector¹



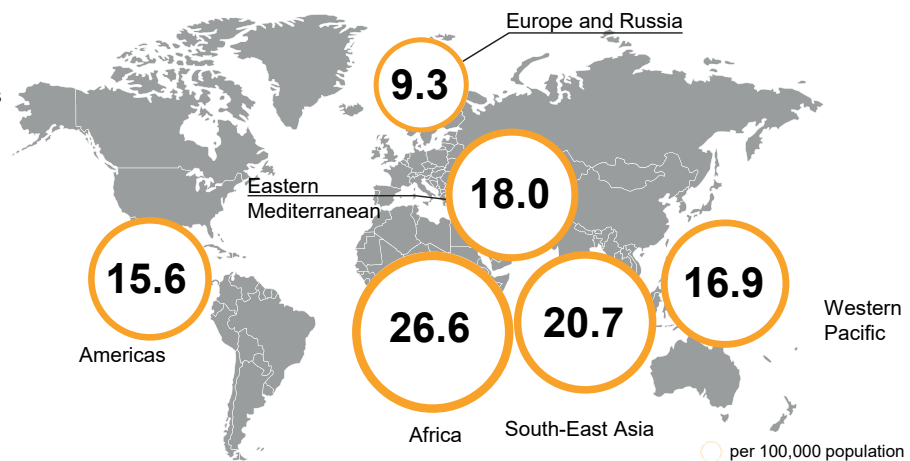
Source: Company filings and Continental estimates.
¹ Suppliers >€3 bn sales.

III. Automotive Trends: Automated Driving

Road Traffic Deaths per 100,000 Inhabitants by Region¹

Over **1.35** million people die in road accidents every year

A further **50** million are injured

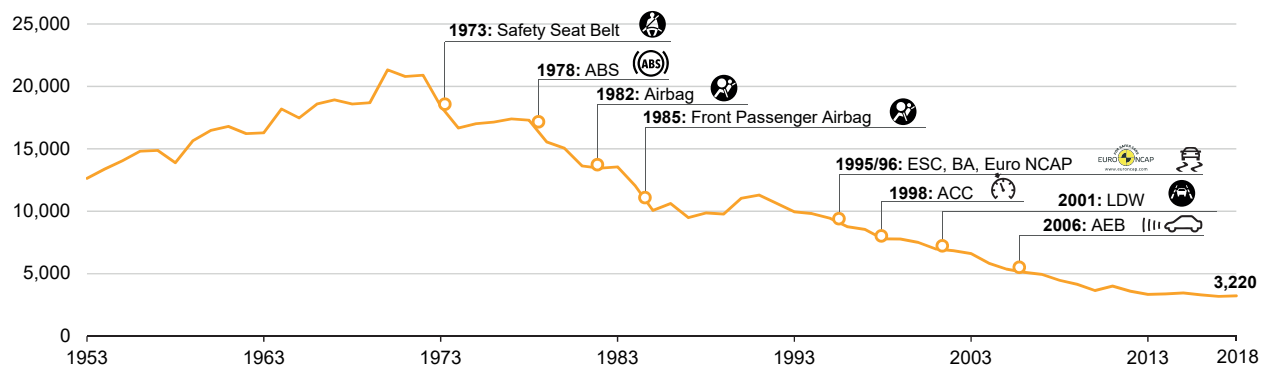


¹ Source: World Health Organization (WHO) – Global Status Report on Road Safety 2018. Road traffic fatality rates per 100,000 population by WHO region.

III. Automotive Trends: Automated Driving

History and Roadmap for Accident-Free Driving







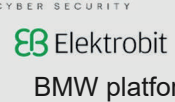
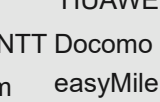
Traffic Fatalities and Introduction of Safety Applications in Germany 1953 – 2018



Source: Federal Statistics Office, Germany (Destatis);
 ABS = Anti-lock Brake System, ESC = Electronic Stability Control, BA = Brake Assist, ACC = Adaptive Cruise Control, LDW = Lane Departure Warning, AEB = Autonomous Emergency Braking.

III. Automotive Trends: Automated Driving

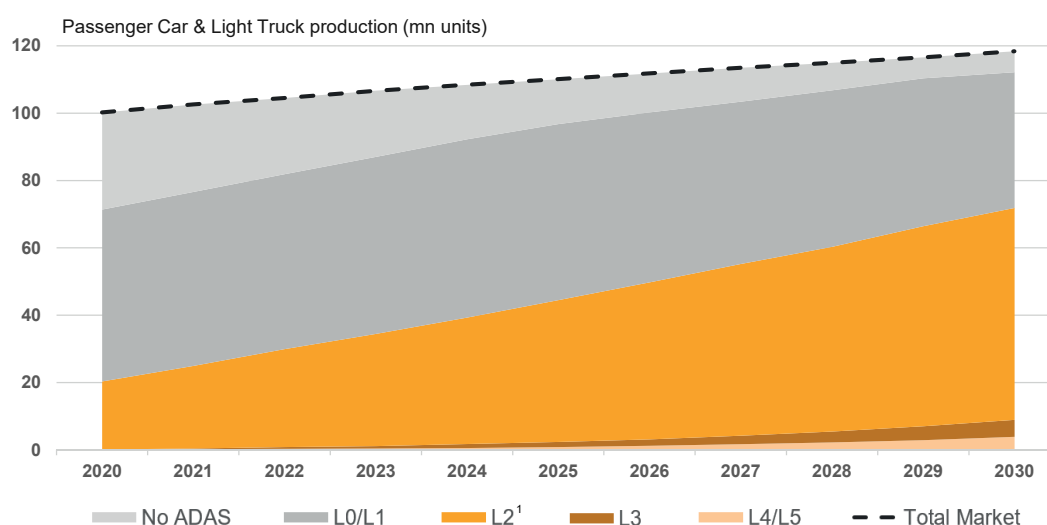
Outlook 2025 – Approaching Automated Driving: Three-Layer Model

Market for Automated Driving ~€30 bn ¹ by 2025			Recent additions to the portfolio (incl. cooperations and JVs)	
Components	Sensors	~€21 bn ¹	  	solid-state high resolution lidar
Environmental Model	Electronics Software Integration	~€9 bn ¹	 	ADCU Baidu
System			  	HUAWEI BMW platform easyMile

¹ Source: Continental estimates.

III. Automotive Trends: Automated Driving

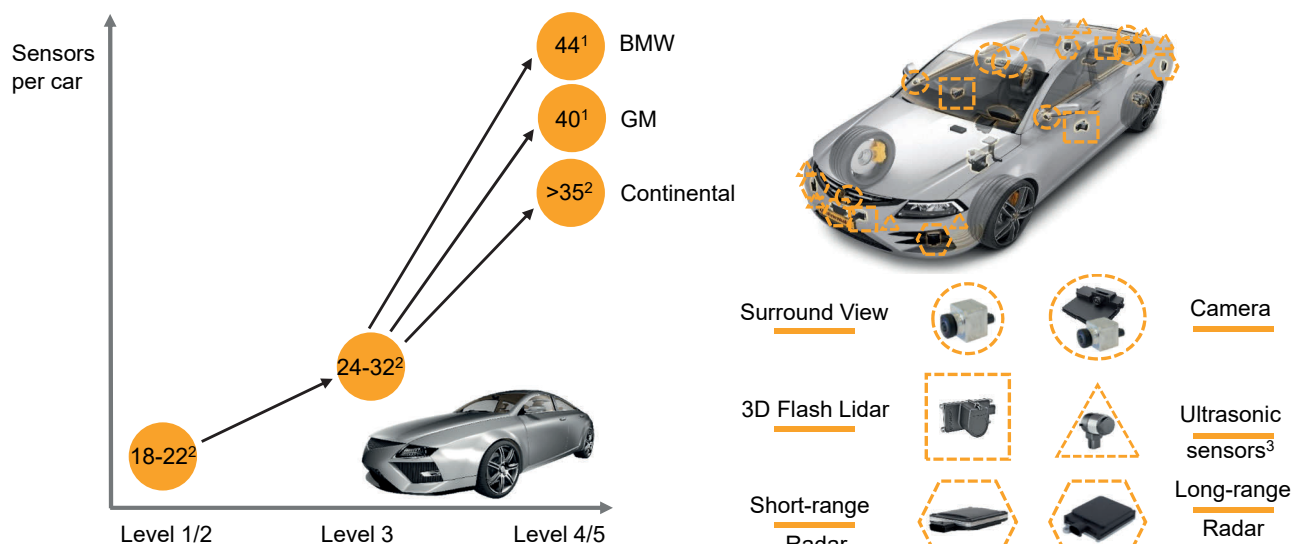
Estimated Market Development



¹ Wide range of functionalities from "Base" to "Premium".

III. Automotive Trends: Automated Driving

ADAS Sensors per Car



¹ Source: https://www.bmwgroup.com/content/dam/bmw-group-websites/bmwgroup_com/ir/technologie_workshops/Technology_Workshops_Autonomous_Driving.pdf

² <https://www.gm.com/content/dam/gm/events/docs/5265893-685163-Chartset-11-30-2017>.

³ Continental estimates, depending on customers and future regulatory requirements.

³ Ultrasonic sensors not in Continental portfolio.

III. Automotive Trends: Automated Driving

Function and Sensor Scenarios¹

Assisted & partially automated

L1/2

- › Autonomous emergency braking (incl. intersections)
- › Adaptive cruise control (Anticipatory and cooperative ACC)
- › Lane keeping / change assist
- › Traffic jam assist
- › Back-up assist
- › Parking assist
- › Remote parking

1x Camera
4x Short range radar
1x Long range radar

1x Surround view system (4 cameras + 1 ECU)
or 1x Rear view system

8-12x Ultrasonic sensors²
1x ADCU³ (optional)

Conditionally automated

L3

- Additionally to L2:
- › Cruising chauffeur
 - › Traffic jam chauffeur

2-5x Camera
4-6x Short range radar
1-3x Long range radar
1-2x High resolution lidar
1x Surround view system (4 cameras; 1x ECU optional)

12x Ultrasonic sensors²
1-2x ADCU³

Highly / Fully automated

L4/5

- Additionally to L3:
- › Urban chauffeur (e.g. Robo Cabs)
 - › Cruising chauffeur (Enhanced)
 - › Traffic jam chauffeur (Enhanced)
 - › Automated parking (e.g. Trained parking, Valet parking)

5-7x Camera
6x Short range radar
2-3x Long range radar
4-7x High resolution lidar
1x Surround view system (4 cameras; 1x ECU optional)

12x Ultrasonic sensors²
2-3x ADCU³

¹ Depending on customers and future regulatory requirements.

² Ultrasonic sensors not in Continental portfolio.

³ The Assisted & Automated Driving Control Unit.

III. Automotive Trends: Automated Driving

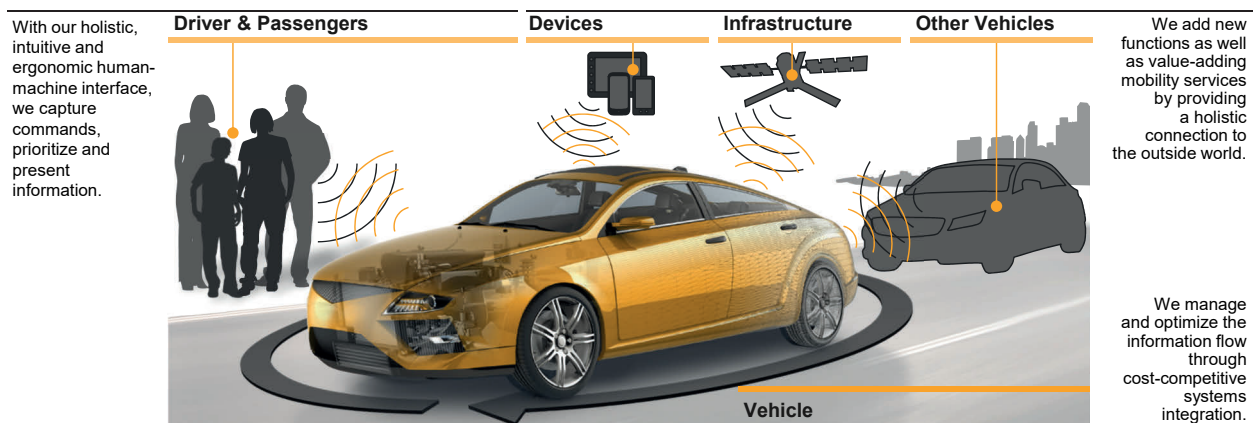
Self-Driving Car Project CUbE



We make Driverless Mobility become Reality - scalable from single components to complex vehicle systems.







III. Automotive Trends: Holistic Connectivity

Information Management – Inside the Vehicle and Beyond



III. Automotive Trends: Holistic Connectivity

Product Highlights for Intelligent Mobility

<p>We connect</p> <p>We inform</p> <p>We integrate</p>	  	  	<p>Holistic Connectivity</p> <p>We provide technologies for vehicle networking to connect drivers and passengers with vehicles, the cloud and the infrastructure. From products to services, protected by advanced Cyber Security solutions.</p> <p>Holistic Human-Machine Interface</p> <p>By knowing the needs of drivers and passengers we provide the expertise for superior comfort, ergonomics, and intuitive ease-of-use.</p> <p>Cost Competitive Systems Solutions</p> <p>We integrate components, functions and services into cost competitive systems serving our customers including the aftermarket.</p>
---	---	---	---

III. Automotive Trends: Holistic Connectivity

Portfolio Extension towards Systems and Services



Logos displayed around the car:

- Elektrobit
- DIGILENS
- OSRAM
- CONTINENTAL
- KATHREIN
- ZONAR
- ARGUS CYBER SECURITY
- [ui!]
- parkpocket
- here
- OTAkeys
- UCIT
- QUANTUM INVENTIONS

Investment and Cooperation for Proven Business and Mobility Services

III. Automotive Trends: Holistic Connectivity

Holistic Connectivity Car



>30 million¹
connected vehicles by
Continental

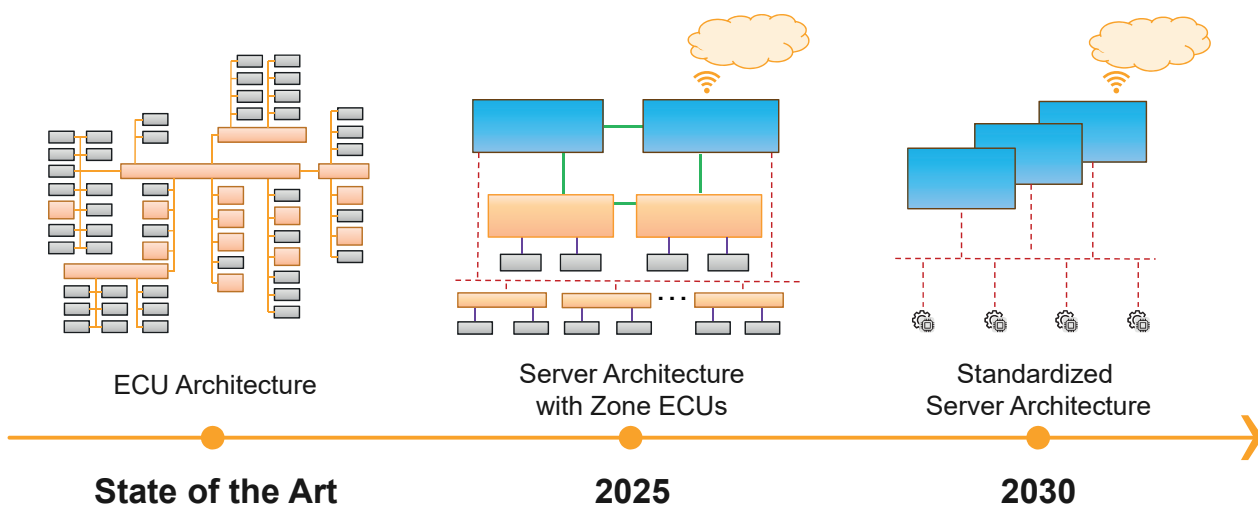
2018: >50%
of produced vehicles are
connected

2020: >250 million
of the vehicles on the road will be
connected

¹ Since 1996.

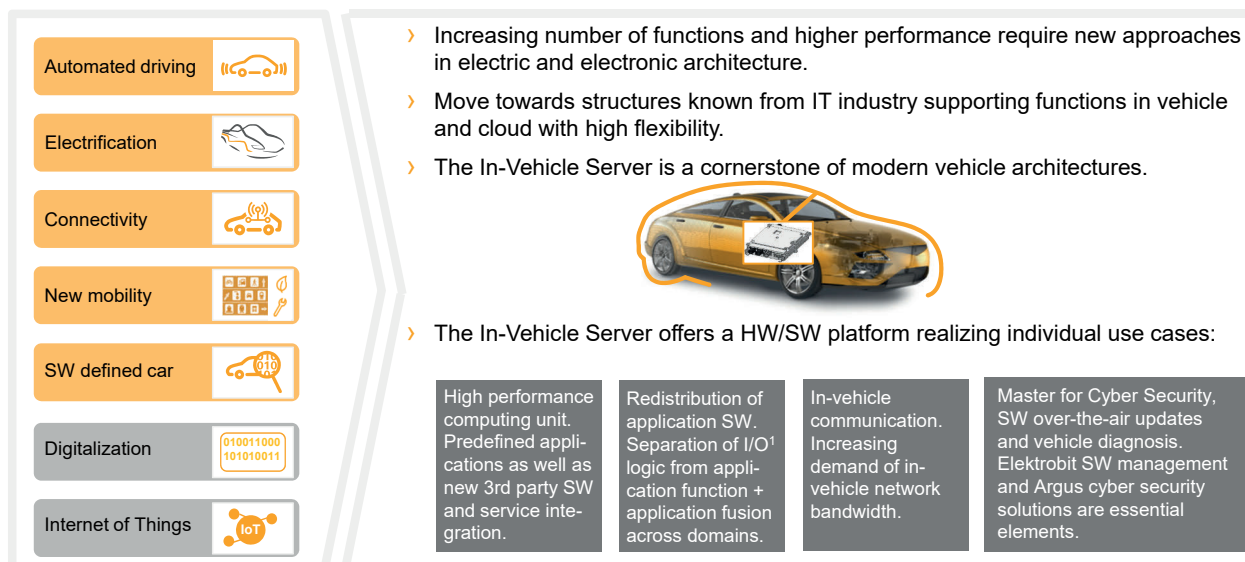
III. Automotive Trends: Holistic Connectivity

From Specific ECU Architecture to High Performance Computing



III. Automotive Trends: Holistic Connectivity

Central Processing Unit in a Server-based Architecture



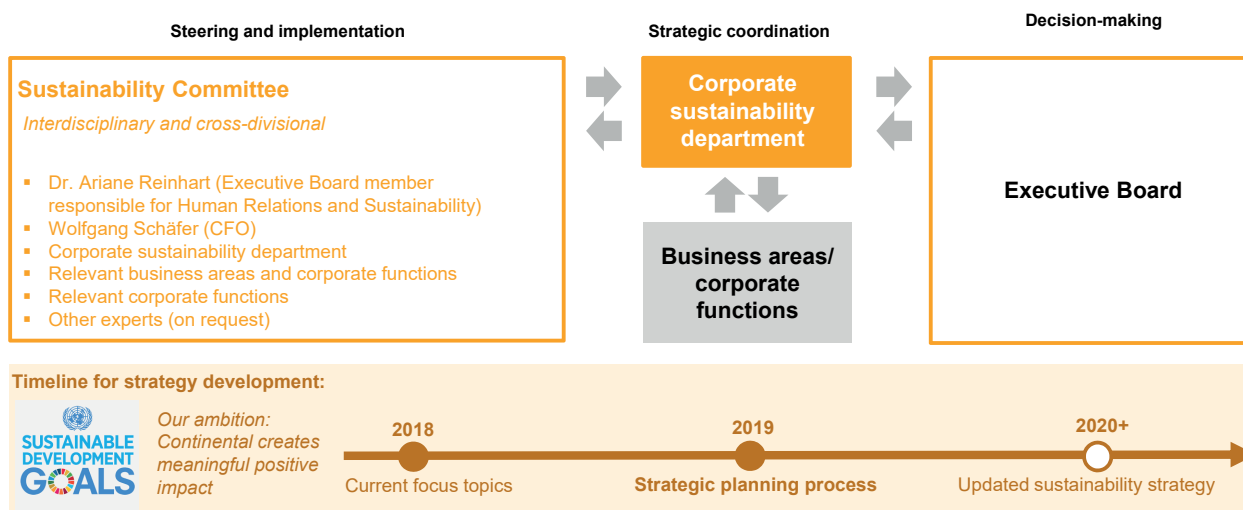
¹ I/O = Input/Output.

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IV. Sustainability at Continental

Sustainability Governance



IV. Sustainability at Continental

Our Key Policies and Guidelines



Environmental
Responsibility



Employees
and Society



Corporate
Governance

Environment, Safety and Health (ESH) Policy – defines worldwide principles for safety, health and environmental protection

Code of Conduct – ethical standards and requirements concerning employee behavior

Business Partner Code of Conduct – ethical standards and requirements which we expect our business partners to adhere to

Corporate Governance Policy – to foster the responsible management of the company focused on value creation

Quality Policy – aims at customer satisfaction as an overarching goal

Risk Report – overview of our Risk Management

OUR BASICS Our Corporate Guidelines

IV. Sustainability at Continental

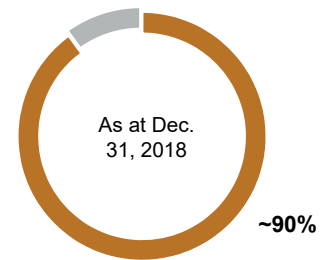
Quality First – Reliable Products by Continental

1 QUALITY
FIRST

- › Our group-wide global quality policy aims at customer satisfaction as an overarching goal
- › Operationalized by five strategic initiatives with leadership culture as a foundation
- › Global quality management organization directly reporting to CEO to implement policy



Status Quo: Certified quality management systems according to ISO 9001 o.s.



■ total workforce covered by certification

IV. Sustainability at Continental

Innovative Products – Sustainable Mobility: Clean, Safe & Affordable

› Examples:



› **Virtual A-Pillar:** By pairing its interior camera and integrated OLED displays in the vehicle's A-pillar, forward blind spots are eliminated.



› **Eco Tires:** EcoContact 6 delivers maximum fuel efficiency and optimized grip thanks to improved component geometry and efficient silica distribution.



› **Super Clean Electrified Diesel:** By making various modifications to a Euro 6 Diesel standard vehicle, Continental engineers were able to massively reduce real driving emissions (NO_x and CO₂).

› **"People's-Hybrid":** The hybrid with 48-volt technology uses up to 21% less fuel, is relatively affordable and is usable in all vehicle classes.

› **Digital Air Spring System:** This revolutionary technology allows the driver's cab to be regulated electronically, thus reducing fuel consumption.

Consolidated sales of products in 2018 that reduce energy consumption and / or emissions

~40%

IV. Sustainability at Continental

Environmental Management: Reduction of Inputs and Outputs until 2020

Absolute figures increased mainly related to growth. Regarding specific figures, efficiency gains have partially been outbalanced by portfolio changes, value chain integration and other effects.

- › Global ESH policy managed by particular ESH organization
- › Commitment to environmental protection, especially to the reduction of resource use and climate protection
- › Strategy 2020: to cut specific inputs and outputs (energy, water, waste and CO₂) by 20% compared to 2013 baseline
- › ISO 14001 certification covers >80% and ISO 50001 ~50% of our total workforce worldwide

Environmental data ¹	Unit	2017 ⁴	2018 ⁵	Δ 2017	Track record: Δ 2013
Total energy use ²	TWh	9.5	9.9	+4%	+29% ↑
Specific energy use ²	MWh / € mn	218	223	+2%	-3% ↓
Total water demand	mn m ³	19.8	20.6	+4%	+27% ↑
Specific water demand	m ³ / € mn	456	465	+2%	-5% ↓
Total waste generation	t	379,992	419,426	+10%	+50% ↑
Specific waste generation	t / € mn	8.8	9.5	+8%	+13% ↑
Thereof: Waste recycled	% of total waste	81	78	-3%-p.	-6%-p. ↓
Total CO ₂ emissions (Scope 1+2) ³	mn t CO ₂	3.2	3.3	+4%	+31% ↑
Specific CO ₂ emissions (Scope 1+2) ³	t CO ₂ / € mn	73	74	+1%	-2% ↓

¹Based on the environmental data system which includes the relevant production and development sites, excluding fleet consumption. Definitions based on Global Reporting Initiative (GRI). Specific data refers to the adjusted sales in the respective year.

²Fossil energies as well as electricity and steam.

³According to Greenhouse Gas Protocol (Scope 2: location-based) on the basis of energy use reported as well as emission factors of Defra (2016) and IEA (2017).

⁴Data with external limited assurance.

⁵Data with external reasonable assurance.

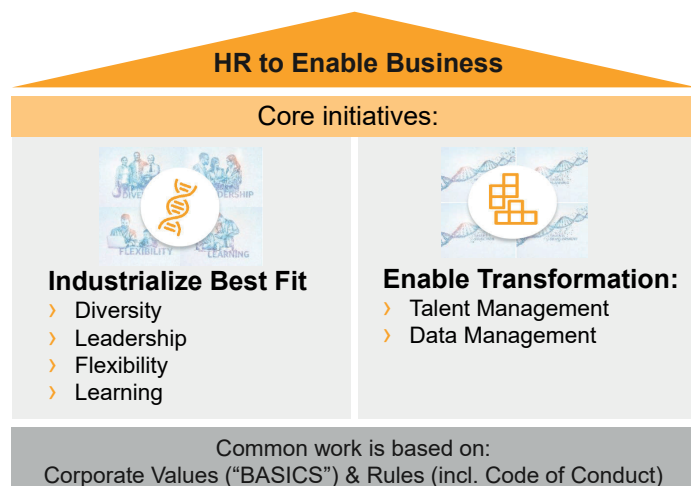
IV. Sustainability at Continental

Human Relations Strategy to Enable Business

- › Total workforce of 243,226, thereof 228,922 own employees in 2018 – to grow further

Key achievements in 2018:

- › Further development of our strategic workforce planning processes covering 97% of own employees
- › Global talent management conferences
- › Certification of global talent management process according to ISO 29990
- › Introduction of Microsoft Office 365 for digital collaboration
- › Introduction of digital learning management platform
- › Extension of certification for health & safety management systems (around 2/3 of total workforce are now covered)



IV. Sustainability at Continental

Human Relations: Key Indicators

Employee data	Unit	2017 ⁸	2018 ⁹	Δ 2017	
Total employees (Total workforce) ¹	Number	235,473	243,226	+3%	↑
Thereof: Own employees (Permanent staff)	Number	219,687	228,922	+4%	↑
Thereof: in Germany	Number	56,854	59,230	+4%	↑
Outside Germany	Number	162,833	169,692	+4%	↑
Total apprentices in Germany	Number	2,155	2,180	+1%	↑
Average age of employees ²	Years	38.4	38.5	+0.3%	↑
Share of female employees in total workforce ²	%	27.2	27.5	+0.3%-p.	↑
Share of female employees in management positions ^{2,3}	%	13.4	14.8	+1.4%-p.	↑
Average service to the company ^{2,4,5}	Years	9.1	9.1	0%	→
Fluctuation, unforced ⁴	%	5.7	6.3	+0.6%-p.	↑
Sickness rate ⁴	%	3.2	3.3	+0.1%-p.	↑
Accidents per mn working hours ^{4,6,7}	Number	3.2	3.4	+6%	↑

¹ Without apprentices.

² Based on HR data system (covering approx. 97% of employees).

³ Executives or higher positions.

⁴ Only own employees.

⁵ Including service to previous company in case of acquisitions.

⁶ Counted from more than one lost day.

⁷ Without Continental Tires Sales (approx. 2% of total workforce).

⁸ Data partially with external limited assurance.

⁹ Data with external reasonable assurance.

IV. Sustainability at Continental

Human Rights: Clear Expectations at Continental

Commitment to human rights and ILO¹ Core Labor Standards:

- › Freedom of association
- › Abolishment of forced labor
- › Abolishment of child labor
- › Freedom from discrimination

Adopted into:

Continental
Code of Conduct

Continental
Business Partner
Code of Conduct

Implementation:

- › Coordination of work through newly established human rights expert role
- › Promotion through internal labor relations network covering more than 70% of our employees worldwide
- › Training of employees on Code of Conduct
- › Additional specific purchasing requirements for sustainable natural rubber
- › Assessment of suppliers via Ecovadis and NQC
- › (Suspected) violations can be reported to global compliance hotline

¹ International Labor Organization.

IV. Sustainability at Continental Supply Chain Management

- › Responsible sourcing anchored in our General Purchasing Terms and Conditions
- › Business Partner Code of Conduct mandatory for suppliers since 2011
- › Dedicated initiatives on natural rubber:
 - › Launch of new policy for Sustainable Natural Rubber in 2018
 - › Cooperation with GIZ¹ on sustainable small-holder rubber farming
 - › Participant of global industry platform (GPSNR²), launched by WBCSD³ Tire Industry Project

Supplier Assessment as at Dec. 31, 2018

750

selected suppliers assessed on their sustainability performance via ecovadis and NQC

¹ German Society for International Cooperation (Gesellschaft für internationale Zusammenarbeit).

² Global Platform for Sustainable Natural Rubber.

³ World Business Council for Sustainable Development.

IV. Sustainability at Continental Diversification of Sourcing: Rubber from Dandelions



- › Innovation and the Green Award both at the international trade fair Automechanika 2016
- › Joseph von Fraunhofer Prize 2015
- › GreenTecAward 2014



Funded by the European Union by the operational program of the ERDF during the 2014 - 2020 funding period.

The natural rubber made from dandelion roots has the same quality and performance characteristics as conventional rubber from rubber trees.

The plants can be cultivated in moderate climates, e.g. Northern and Western Europe or North America. Having plantations next to the tire plants in Central Europe makes both economic and ecological sense.

At the end of 2018, Continental opened the "Taraxagum Lab Anklam" research and test laboratory for dandelion rubber to provide a base for future research into the cultivation and processing of dandelions.

The new dandelion rubber Taraxagum should enter production within the next five to ten years and then flow step-by-step into our rubber products.

Benefits:

- › Reduction in dependency on harvest situations in subtropical regions
- › Higher flexibility due to (bi-)annual cultivation period
- › Lower environmental impact due to reduced logistic requirements
- › Optimal material properties enable first-class products in terms of technology

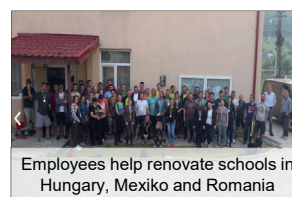


IV. Sustainability at Continental

Social Responsibility: Contributing to a Variety of Initiatives, Activities and Projects Worldwide

- › Our activities are based on the corporate values, internal rules and standards as well as local laws.
- › We contribute to social activities with partnerships as well as charitable and in-kind donations, and we support volunteering activities at our locations worldwide.

Selected examples of our social activities worldwide:



IV. Sustainability at Continental

Ratings and Indexes

- › Continental is listed in the following indexes:



- › Ratings:

MSCI	SUSTAINALYTICS	Corporate Responsibility rated by ISS-oeekom	CDP	ecovadis
2019	2019	2017	2018	2019
› BBB	› Outperformer (73 points)	› Prime (C+)	› Climate: Score B › Water: Score B- › Supply Chain: Score A; Supplier Engagement Leader Board	› Gold Status › 65 /100 › Best 5% of companies

Source: <https://www.ecpigroup.com/>; <https://www.cdp.net/>; <https://www.sustainalytics.com/>; <https://www.msci.com/>; <https://www.ecovadis.com/>.

IV. Sustainability at Continental

Continental's Memberships



Source: www.charta-der-vielfalt.de (German Federal Government Commissioner for Migration, Refugees and Integration); www.luxemburger-deklaration.de; www.globalcompact.de; <http://www.wbcd.org>; <http://www.erscharter.eu>; <http://www.wepinciples.org>; <http://www.snr-i.org/>; <https://econsense.de/>.

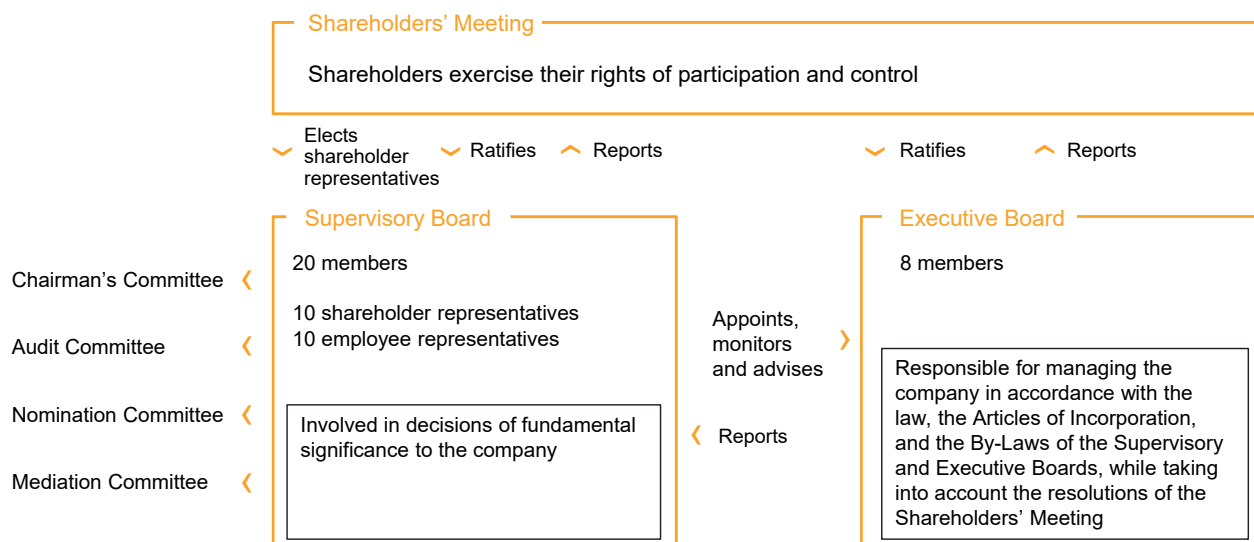
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V. Corporate Governance

Two-Tier Board System – Corporate Bodies

Corporate bodies of the company



V. Corporate Governance

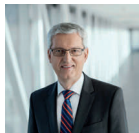
Executive Board of Continental AG



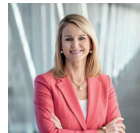
Dr. Elmar Degenhart
Chairman of the Executive Board
Born in 1959
Appointed since 2009 until August 2024



Helmut Matschi
Interior Division
Born in 1963
Appointed since 2009 until March 2024



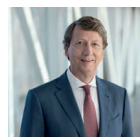
Hans-Jürgen Duensing
ContiTech Division
Born in 1958
Appointed since 2015 until April 2023



Dr. Ariane Reinhart
Human Relations
Born in 1969
Appointed since 2014 until September 2022



Frank Jourdan
Chassis & Safety Division
Born in 1960
Appointed since 2013 until March 2024



Wolfgang Schäfer
Chief Financial Officer
Born in 1959
Appointed since 2010 until December 2024



Christian Kötz
Tires Division
Born in 1970
Appointed since 2019 until March 2022

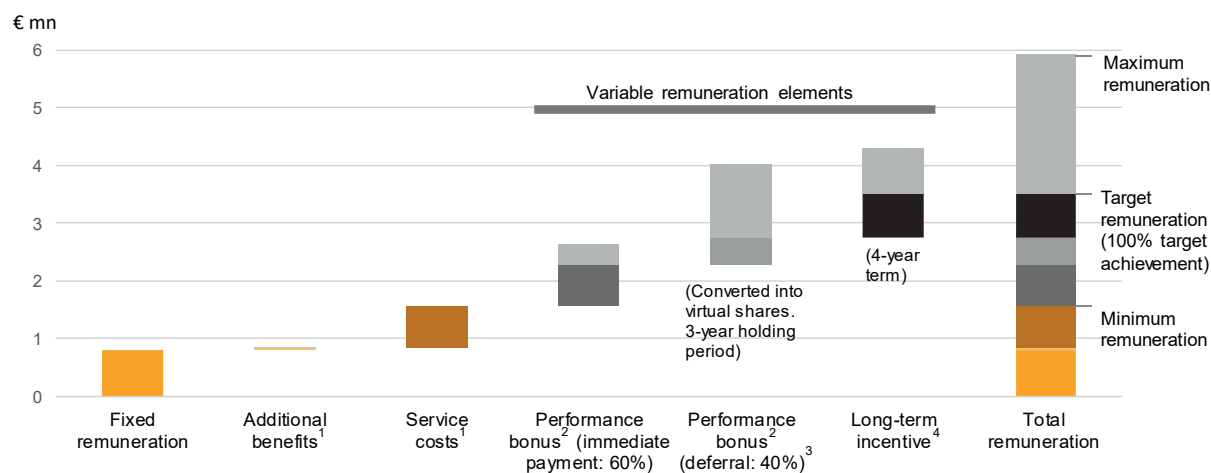


Nikolai Setzer
Spokesman of the Automotive Board
Born in 1971
Appointed since 2009 until March 2024

V. Corporate Governance

Remuneration of an Executive Board member

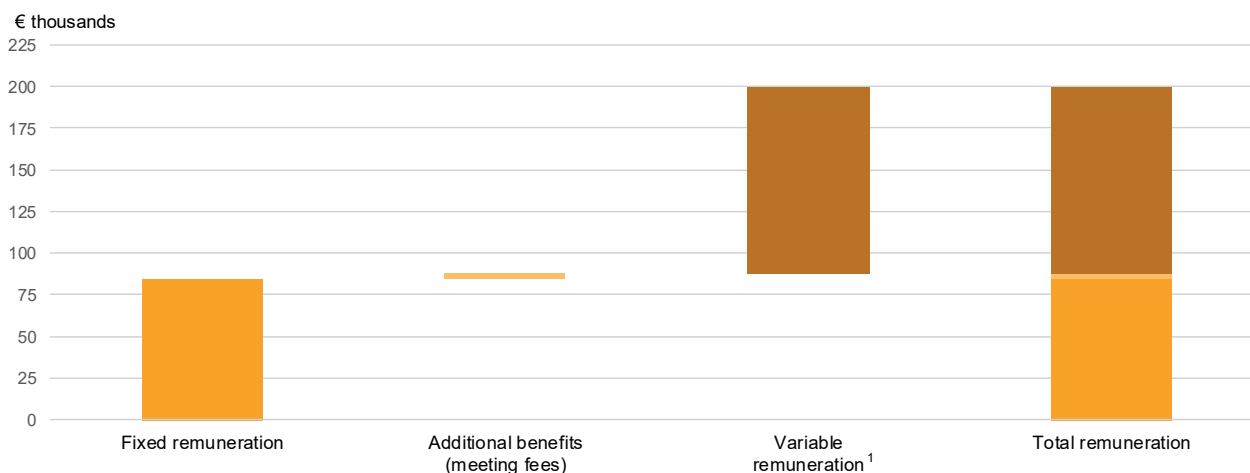
Remuneration of an Executive Board member responsible for a division (example)



V. Corporate Governance

Remuneration of a Supervisory Board member

Remuneration of a Supervisory Board member (example)



¹ Basis for calculation: €90 for each cent of earnings per share over €2, calculated as an average of the last three years.

V. Corporate Governance

DVFA Scorecard / German Corporate Governance Code

- › **Continental** ranks **3 out of 30** in the 2018 DVFA Scorecard survey with 86.55%.
- › About the *Scorecard for German Corporate Governance*:
 - › Corporate Governance (CG) comprises competencies, communication and monitoring on the part of the decision-making bodies of publicly-traded companies.
 - › The scorecard was designed as a professionally suitable analytical tool for analysts, investors and companies for evaluation of all relevant factors.
 - › It includes about 50 measures for the comprehensive implementation of Corporate Governance - separated according to the criteria
 - › CG commitment
 - › shareholder rights
 - › transparency
 - › company management and
 - › auditing.



Source: http://www.ecgi.org/codes/documents/scorecard_d.pdf; http://www.dvfa.de/fileadmin/downloads/Verband/Gremien/Corporate_Governance/Gesamtscore_Methodik_DVFA_Scorecard_for_CG_DAX30_2018.pdf.

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VI. Continental Corporation

Key Consolidated Figures

€ mn	2016	2017	2018
Sales	40,549.5	44,009.5	44,404.4
EBITDA	6,057.4	6,678.9	6,235.7
in % of sales	14.9	15.2	14.0
EBIT	4,095.8	4,561.5	4,027.7
in % of sales	10.1	10.4	9.1
EBIT adjusted ¹		4,748.5	4,118.1
in % of sales ¹		10.8	9.3
Operating assets (average)	20,453.1	22,172.4	23,640.5
ROCE	20.0	20.6	17.0
R, D & E expenses (net)	2,811.5	3,103.7	3,209.0
in % of sales	6.9	7.1	7.2
Capex ²	2,593.0	2,854.4	3,124.4
in % of sales	6.4	6.5	7.0
Depreciation and amortization ³	1,961.6	2,117.4	2,208.0
in % of sales	4.8	4.8	5.0
thereof impairment ⁴	58.6	40.2	20.7

¹ IFRS 9 and IFRS 15 applied starting 2018.

² EBIT before amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation.

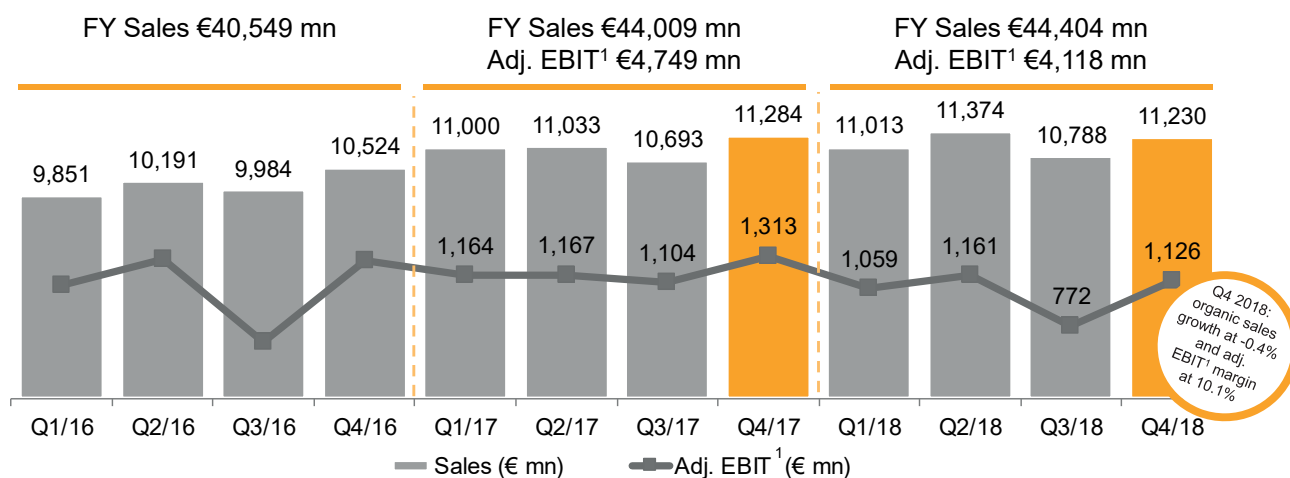
³ Capital expenditure on property, plant and equipment, and software.

⁴ Excluding impairment on financial investments.

⁵ Impairment also includes necessary reversals of impairment losses.

VI. Continental Corporation

Sales and Adjusted EBIT¹ by Quarter



VI. Continental Corporation

Key Historical Credit Metrics

(€ mn) ¹	2014	2015	2016	2017	2018
Statement of Cash Flows					
Adjusted EBITDA ²	5,318	6,094	6,125	6,701	6,190
Reported EBITDA	5,134	6,001	6,057	6,679	6,236
Net cash interest paid	-158	-174	-112	-105	-79
Tax paid	-775	-1,015	-1,047	-1,122	-861
Change in net working capital ³	-207	-107	-210	-484	137
Other ⁴	175	210	250	253	-456
Cash flow arising from operating activities	4,168	4,916	4,938	5,221	4,977
Cash flow arising from investing activities	-2,153	-3,472	-3,167	-3,468	-3,626
- thereof acquisitions	-129	-1,257	-516	-596	-418
- thereof capex in PPE and intangibles	-2,110	-2,265	-2,708	-2,951	-3,285
Cash flow before financing activities	2,015	1,444	1,771	1,753	1,351
Cash flow before acquisitions	2,144	2,701	2,288	2,349	1,769
Statement of Financial Position					
Cash and cash equivalents	3,244	1,622	2,107	1,882	2,761
Derivative instruments and interest-bearing investments	364	81	48	161	184
Total indebtedness	6,432	5,245	4,952	4,090	4,607
Net indebtedness	2,824	3,542	2,798	2,048	1,661
Credit Ratios					
Net indebtedness / adjusted EBITDA ²	0.5x	0.6x	0.5x	0.3x	0.3x
Net cash interest paid coverage (Ratio) ⁵	33.7x	35.1x	54.8x	63.6x	78.6x

¹ Amounts shown may contain rounding differences.

² Adjusted EBITDA as defined in syndicated loan.

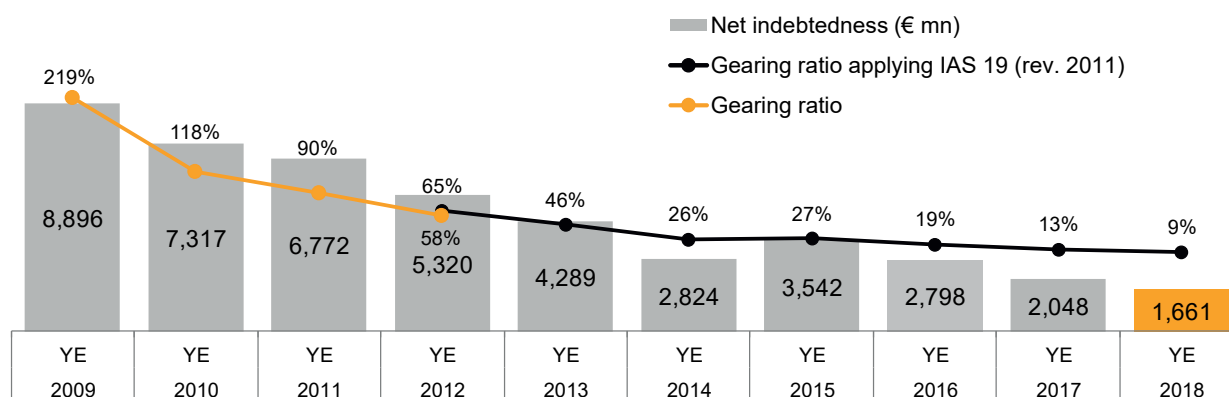
³ Includes changes in inventories, trade accounts receivable, trade accounts payable and discounted notes.

⁴ Includes dividends received, income from equity-accounted and other investments, incl. impairment and reversal of items as well as changes in employee benefits and other provisions and in other assets and liabilities.

⁵ Adjusted EBITDA to net cash interest paid.

VI. Continental Corporation

Net Indebtedness and Gearing Ratio



VI. Continental Corporation

Gross Indebtedness by Source at YE 2018 (€ mn)

› **Gross indebtedness**

€4,607 mn
(PY: €4,090 mn)

› **Cash**

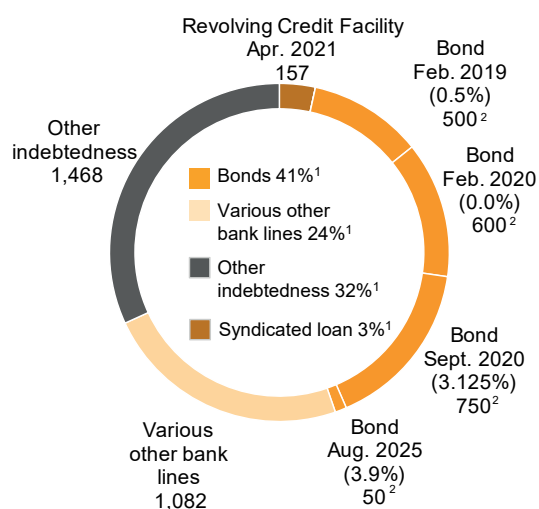
€2,761 mn
(PY: €1,882 mn)

› **Net indebtedness**

€1,661 mn
(PY: €2,048 mn)

› **Available credit lines**

€3,504 mn
(PY: €3,687 mn)



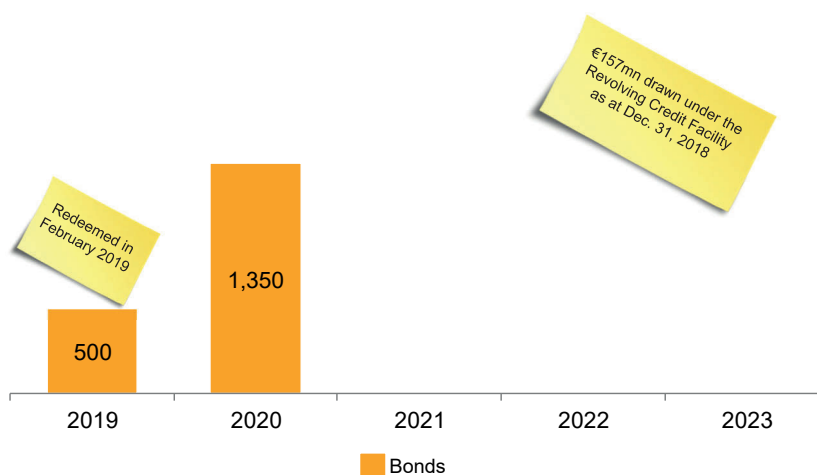
¹ Percentages are calculated as share of gross indebtedness.
² Amounts shown are nominal values.

VI. Continental Corporation

Maturities for Bonds¹ (€ mn)

As at December 31, 2018

(€ mn)	FY 17	FY 18
Gross indebtedness	4,090	4,607
Cash	1,882	2,761
Net indebtedness	2,048	1,661
Available credit lines	3,687	3,504
Total liquidity	5,568	6,266



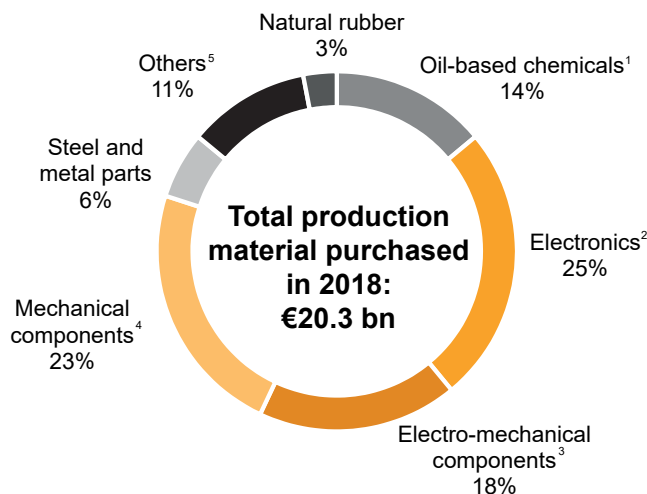
¹ All amounts shown are nominal values.

VI. Continental Corporation

Purchasing – Production Materials 2018

Purchasing contracts

- › Continental has a wide range of sources for production materials worldwide.
- › A specific strategy for each production material group is set up and the appropriate supplier panel is selected. This way we ensure the competitiveness and availability of the materials.
- › For some materials, prices might have a long lead time until they become fully reflected in the cost of our final products.



¹ E.g. synthetic rubber, carbon black, chemicals.

² E.g. discrete/standards, microcontroller, LCDs.

³ E.g. printed circuit boards, mechatronics, motors, components.

⁴ E.g. stamped parts, engine system specific forgings, bearings, fasteners.

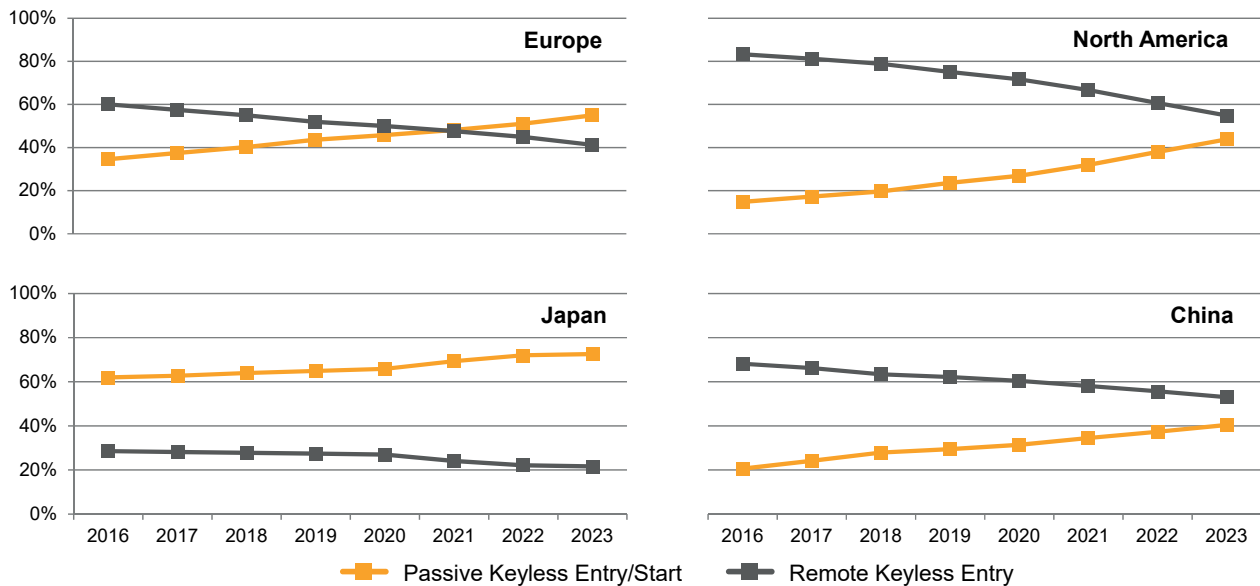
⁵ E.g. textiles, plastics.

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VII. Market Data

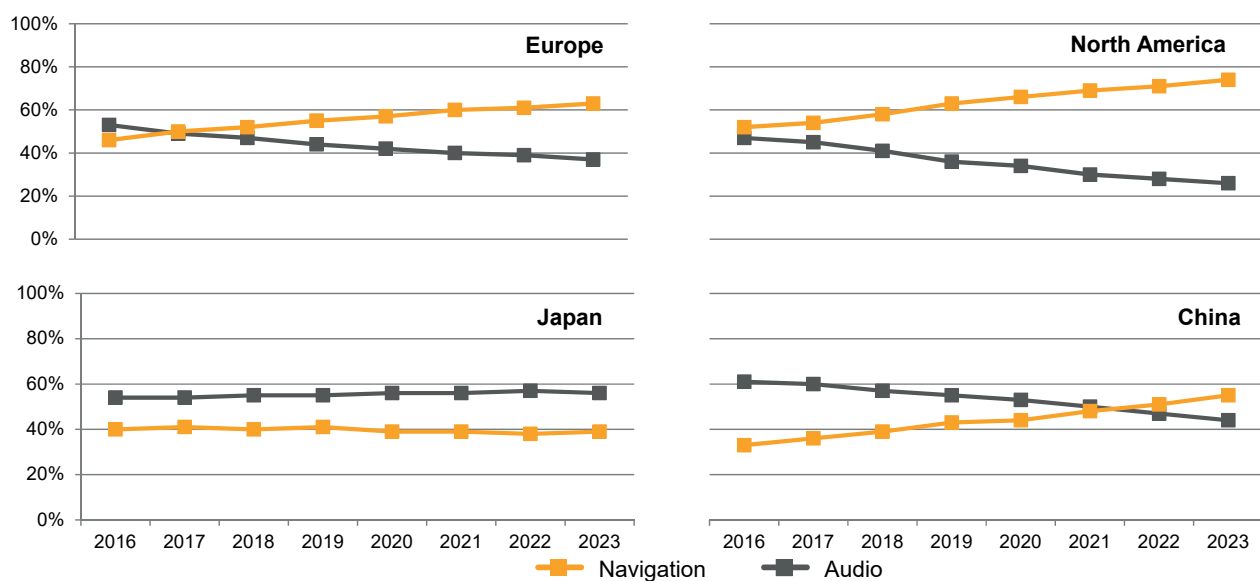
Installation Rates of Keyless Entry Systems



Source: Strategy analytics and Continental estimates.

VII. Market Data

Installation Rates of Multimedia Systems¹

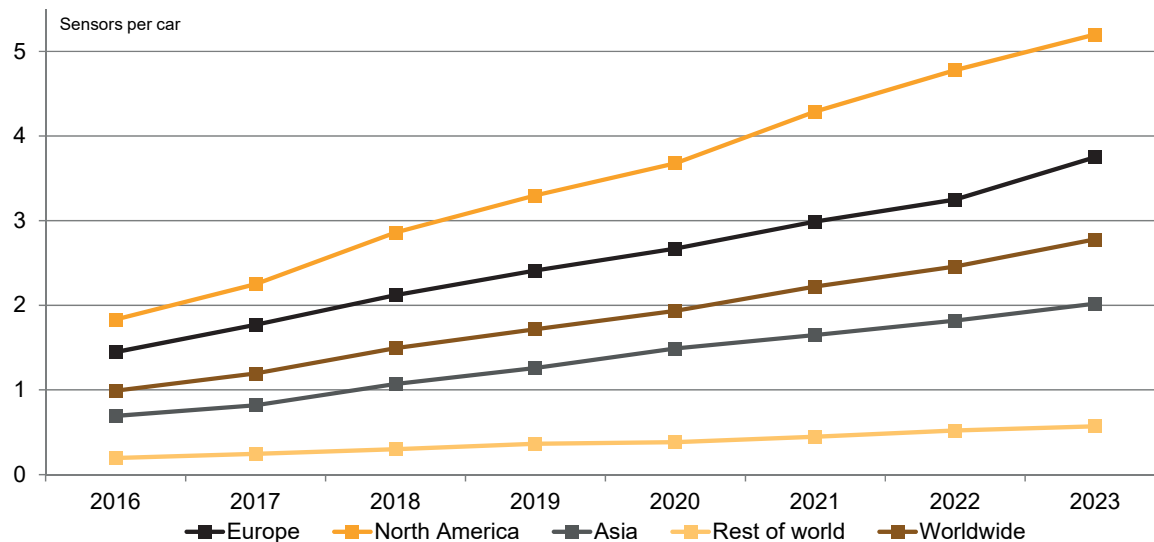


Source: Strategy Analytics, JD Powers and Continental estimates.

¹ "Audio" refers to stand-alone radios, "Navigation" only to embedded navigation in the car, not connected navigation where e.g. a smartphone delivers navigation calculation and the screen of the car is used as a display.

VII. Market Data

Sensors per car of Advanced Driver Assistance Systems¹

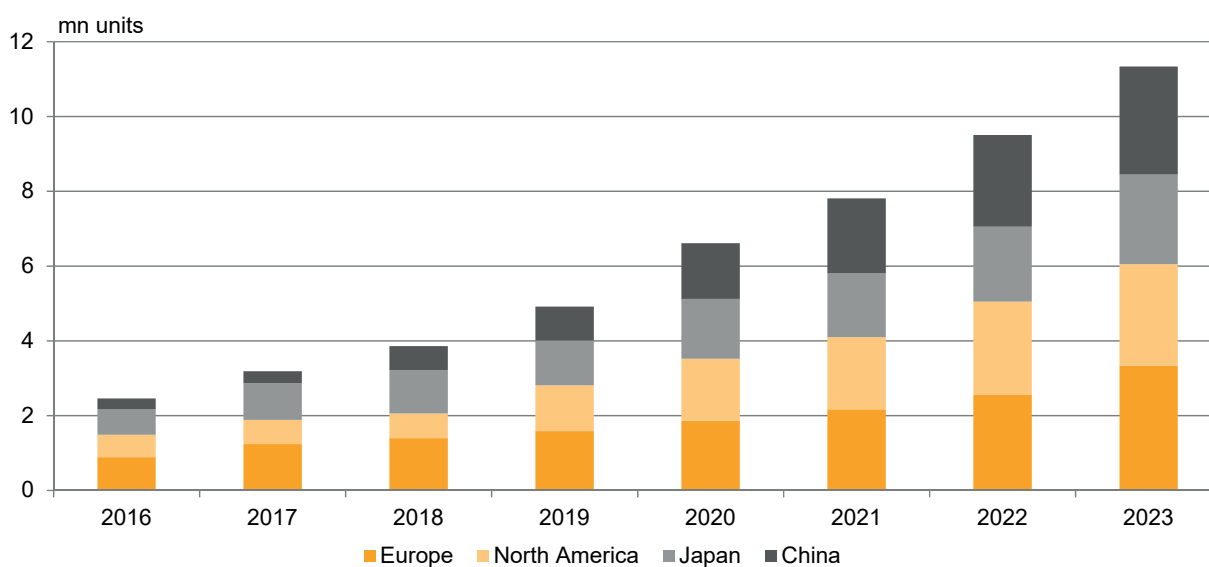


Source: Market data and Continental estimates.

¹Market definition: Average amount of ADAS including sensing rear/surround view cameras but w/o parking assist functions based on ultrasonic sensors.
Example: 2018 worldwide – total number of produced cars: 94.0 mn; average sensors per car: 1.49; total sensors: 94.0 mn x 1.49 = 140.1 mn.

VII. Market Data

Rising Volumes of Head-Up Displays



Source: Market data and Continental estimates.

VII. Market Data

Production of Passenger Cars and Light Commercial Vehicles (<6t)

mn units	2016	2017	2018E	2019E
Europe¹	21.4	22.1	21.7	21.7
North America	17.8	17.1	17.0	17.0
South America	2.7	3.3	3.4	3.6
Asia²	50.0	51.6	50.6	50.5
Other markets	1.1	1.1	1.3	1.3
Total	93.1	95.2	94.0	94.0

Source: IHS, February 2019 and Continental estimates.

¹ West, Central and East Europe incl. Russia and Turkey.

² Asia including Kazakhstan, Uzbekistan, Middle East and Oceania with Australia.

VII. Market Data

Production of Medium and Heavy Commercial Vehicles (>6t)

tsd units	2016	2017	2018E	2019E
Europe¹	605	646	663	663
North America	474	542	638	638
South America	85	110	155	170
Asia²	1,896	2,316	2,240	2,170
Other markets	0	0	0	0
Total	3,060	3,614	3,695	3,641

Source: IHS, February 2019 and Continental estimates.

¹ West, Central and East Europe incl. Russia and Turkey.

² Asia including Kazakhstan, Uzbekistan, Middle East and Oceania with Australia.

VII. Market Data

Replacement Tires – Passenger Cars and Light Commercial Vehicles (<6t)

mn units	2016	2017	2018E	2019E
Europe	340	350	358	364
North America	285	288	296	301
South America	66	71	67	68
Asia	431	447	450	465
Other markets	46	48	49	50
Total	1,168	1,204	1,220	1,248

Source: LMC World Tyre Forecast Service, December 2018 and Continental estimates.

VII. Market Data

Replacement Tires – Medium and Heavy Commercial Vehicles (>6t)

mn units	2016	2017	2018E	2019E
Europe	24.5	26.1	25.8	26.3
North America	23.6	24.8	26.5	27.0
South America	13.7	14.5	14.8	15.1
Asia	86.6	88.2	87.0	89.0
Other markets	7.5	7.8	7.9	8.0
Total	155.9	161.4	162.0	165.4

Source: LMC World Tyre Forecast Service, December 2018 and Continental estimates.

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VIII. Automotive Group

Key Figures

€ mn	2016	2017	2018
Sales	24,496.4	26,565.4	26,855.8
EBITDA	2,615.0	3,296.4	3,177.1
in % of sales	10.7	12.4	11.8
EBIT	1,526.6	2,086.8	1,890.4
in % of sales	6.2	7.9	7.0
EBIT adjusted ¹		2,180.7	1,886.3
in % of sales ¹		8.2	7.0
Operating assets (average)	11,978.3	12,874.1	14,095.6
ROCE	12.7	16.2	13.4
R, D & E expenses (net)	2,430.9	2,675.5	2,760.5
in % of sales	9.9	10.1	10.3
Capex ²	1,497.0	1,789.5	2,019.1
in % of sales	6.1	6.7	7.5
Depreciation and amortization ³	1,088.4	1,209.6	1,286.7
in % of sales	4.4	4.6	4.8
thereof impairment ⁴	21.4	37.3	19.2

IFRS 9 and IFRS 15 applied starting 2018.

¹ EBIT before amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation.

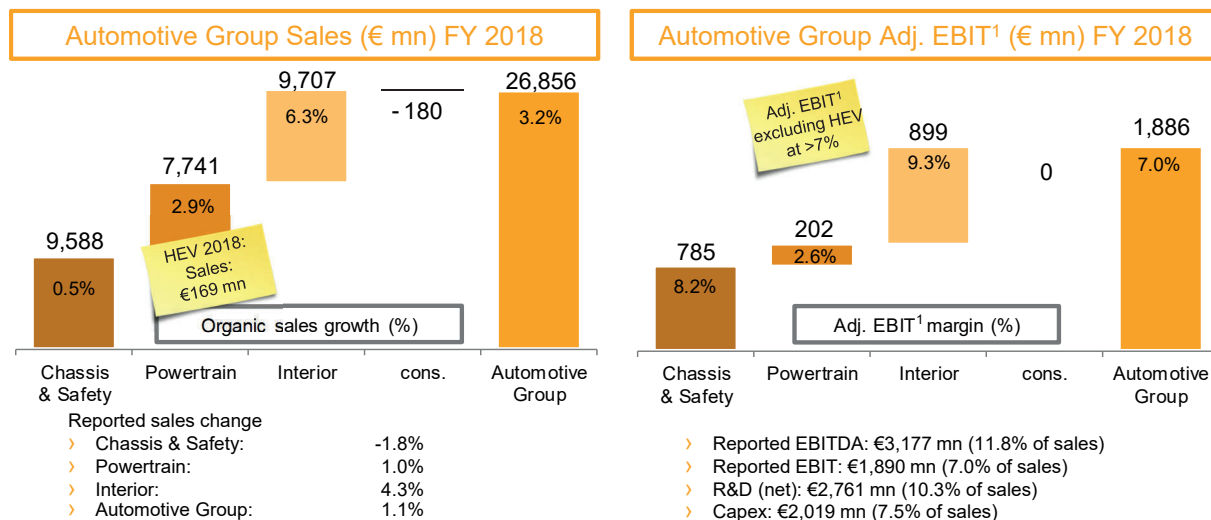
² Capital expenditure on property, plant and equipment, and software.

³ Excluding impairment on financial investments.

⁴ Impairment also includes necessary reversals of impairment losses.

VIII. Automotive Group

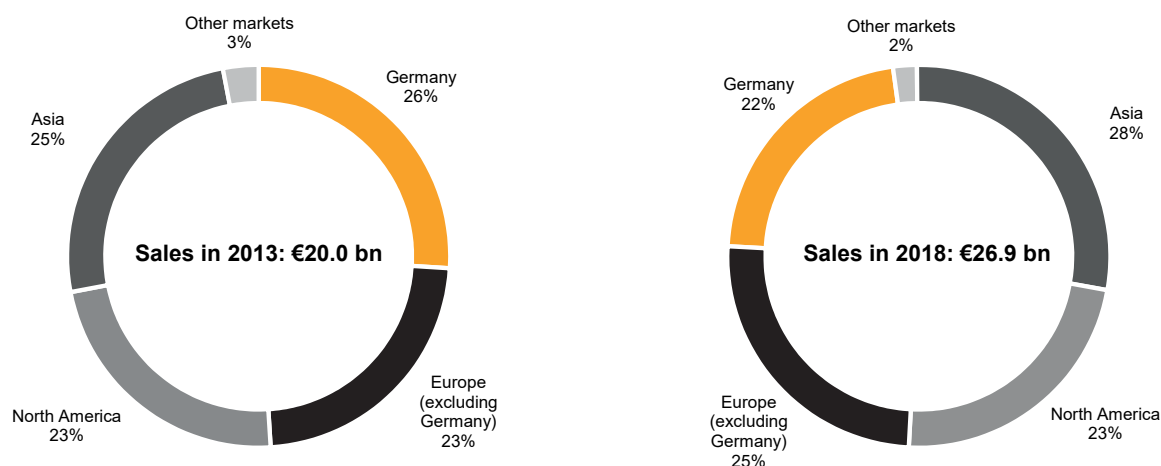
Sales and Adjusted EBIT¹ by Division



¹ Before amortization of intangibles from PPA, consolidation and special effects.

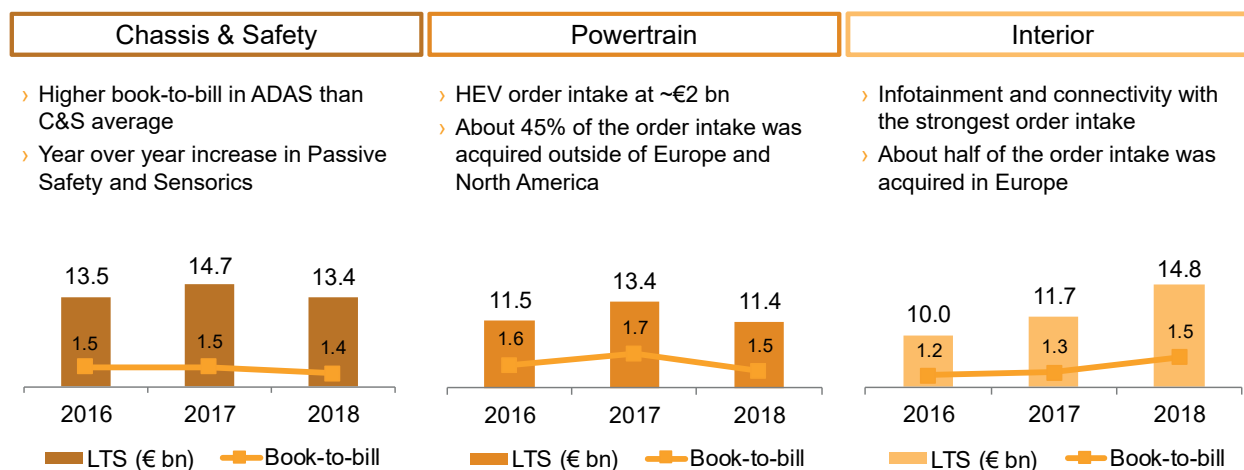
VIII. Automotive Group

Sales by Market



VIII. Automotive Group

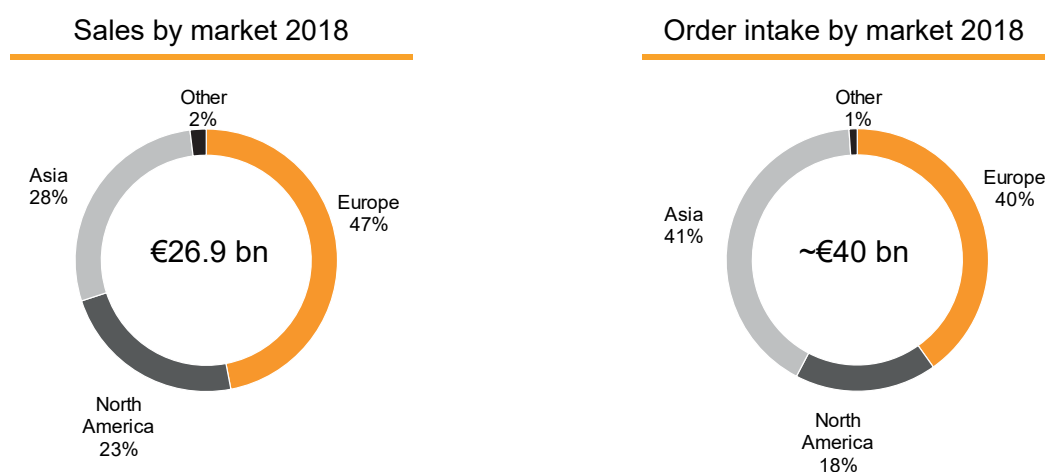
Order Intake (LTS¹) in the Automotive Group of Around €40 bn in 2018



¹ LTS = Lifetime Sales.

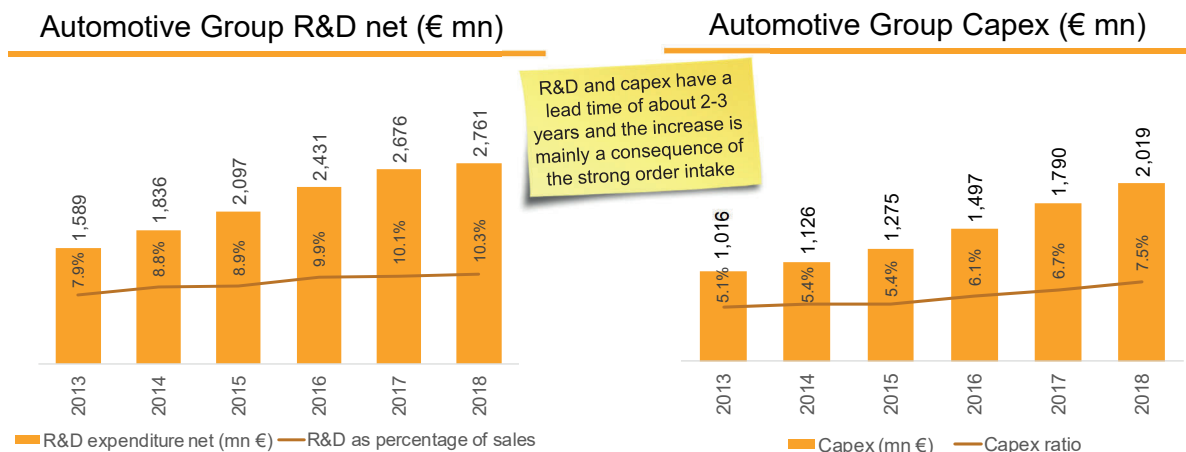
VIII. Automotive Group

Order Intake Well Balanced



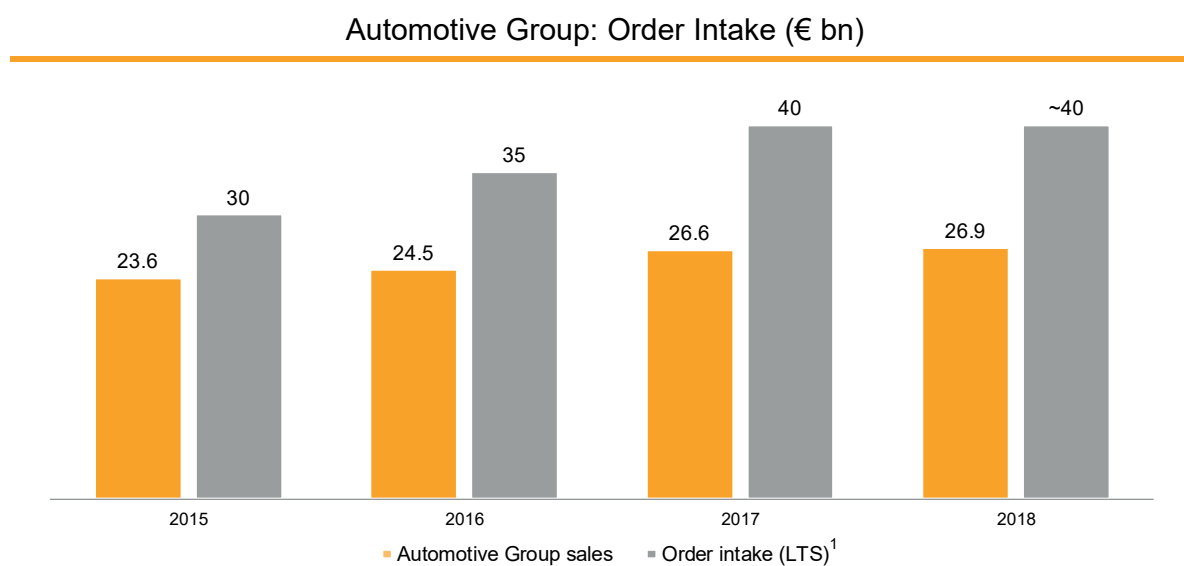
VIII. Automotive Group

Digitalization Causes Sustained High R&D and Capex



VIII. Automotive Group

Order Intake Drives Sustainable Growth

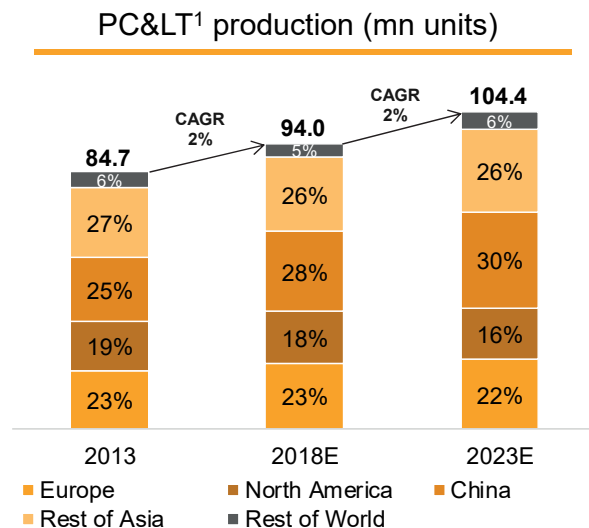


IFRS 9 and IFRS 15 applied starting 2018.
¹ Lifetime Sales.

VII. Automotive Group

Production of Passenger Cars and Light Trucks (<6t)

- › Worldwide PC<¹ production showed a CAGR 2013-18E of 2%.
- › IHS forecasts 2023E 104.4mn units (CAGR 2018E-23E of 2%).
- › China is the largest market for PC<¹ vehicles produced. CAGR expected to slow to 3% in 2018E-23E from 5% during 2013-2018E.
- › Rest of Asia expected to grow 2018E-23E at 2%.
- › Europe expected to grow 2018E-23E at ~1%.
- › North America expected to stagnate (CAGR 2018-23E of 0.2%).







Source: IHS, February 2019 and Continental estimates.
 Europe incl. West, Central and Eastern Europe, Russia and Turkey.
 Asia including Kazakhstan, Uzbekistan, Middle East and Oceania with Australia.
¹ Passenger car & light truck (<6t).

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VIII. Chassis & Safety

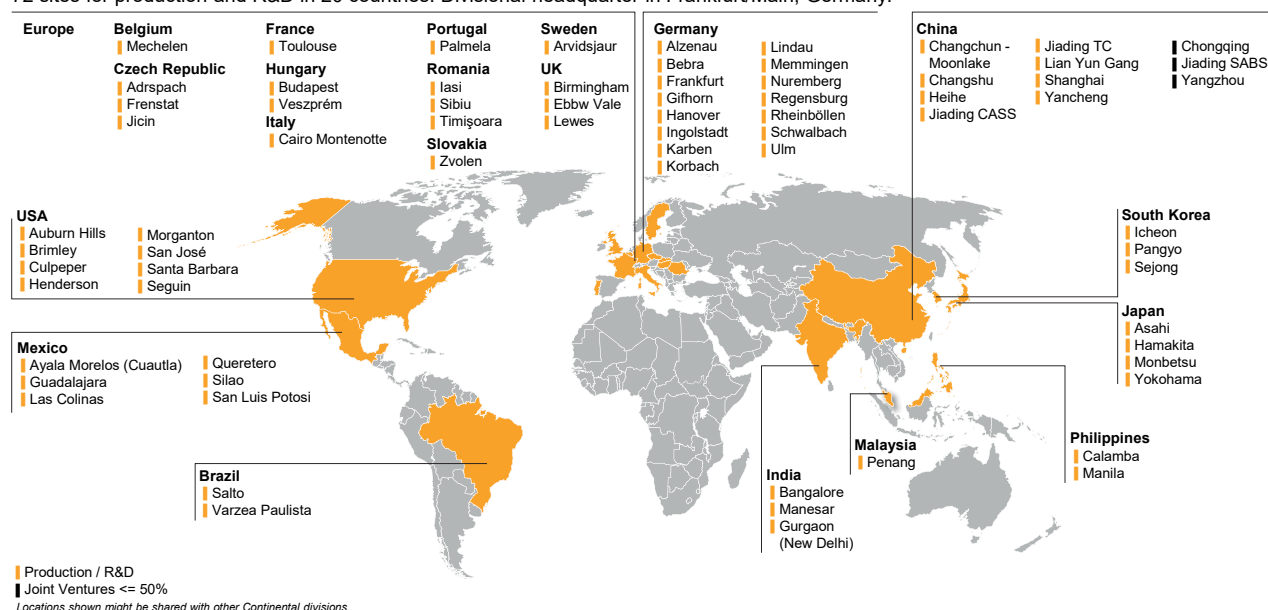
Business Units and Key Products

Vehicle Dynamics	Hydraulic Brake Systems	Passive Safety & Sensorics	Advanced Driver Assistance Systems
<ul style="list-style-type: none"> Electronic brake systems Passenger Cars / Motorcycles ABS / ESC / oCB Software functions Traction control Adaptive cruise control Regenerative brake system Active front steering Hill start assist Hydraulic brake assist Trailer stability assist Air suspension systems 	<ul style="list-style-type: none"> Calipers Drum brakes Brake hoses Boosters Tandem master cylinders Electric parking brakes Pedal modules Brake pressure regulators Washer systems 	<ul style="list-style-type: none"> Integrated vehicle safety development, safety testing and validation Airbag control units / safety (domain) control units Crash sensors Inertial measurement units Chassis and driver intention sensors Battery and energy monitoring sensors Electronic components (1st tier customer) Wheel, engine and transmission speed sensors V2X-communication Electronic chassis components 	<ul style="list-style-type: none"> Sensors Camera Surround view Long-range radar Short-range radar High resolution flash lidar Short-range lidar ADCU Assisted driving control units Automated driving control units Driving functions
			

VIII. Chassis & Safety

Locations Worldwide

72 sites for production and R&D in 20 countries. Divisional headquarter in Frankfurt/Main, Germany.



VIII. Chassis & Safety

Key Figures

€ mn	2016	2017	2018
Sales	8,977.6	9,767.8	9,588.0
EBITDA	954.6	1,301.6	1,213.3
in % of sales	10.6	13.3	12.7
EBIT	580.8	897.7	782.5
in % of sales	6.5	9.2	8.2
EBIT adjusted ¹		898.1	784.9
in % of sales ¹		9.2	8.2
Operating assets (average)	4,448.7	4,519.6	4,887.1
ROCE	13.1	19.9	16.0
R, D & E expenses (net)	773.4	913.8	1,023.2
in % of sales	8.6	9.4	10.7
Capex ²	523.7	682.5	749.7
in % of sales	5.8	7.0	7.8
Depreciation and amortization ³	373.8	403.9	430.8
in % of sales	4.2	4.1	4.5
thereof impairment ⁴	1.5	0.5	1.5

IFRS 9 and IFRS 15 applied starting 2018.

¹ EBIT before amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation.

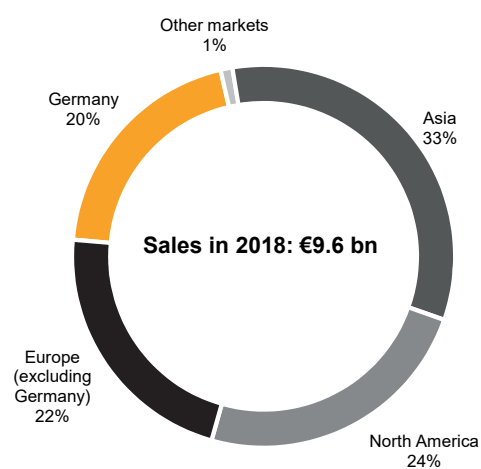
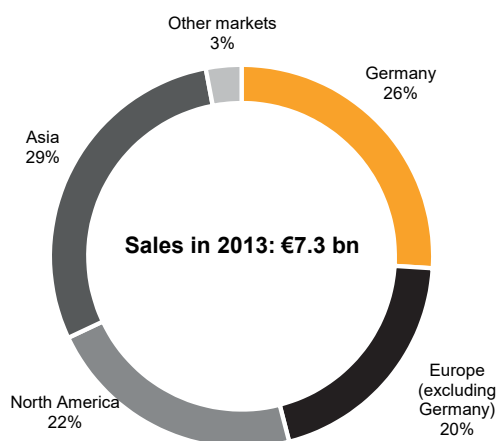
² Capital expenditure on property, plant and equipment, and software.

³ Excluding impairment on financial investments.

⁴ Impairment also includes necessary reversals of impairment losses.

VIII. Chassis & Safety

Sales by Market



VIII. Chassis & Safety

Market-Specific Initiatives – Towards Safer Mobility (1)

Japan	Brazil	USA
<ul style="list-style-type: none"> › Electronic stability control (ESC) <ul style="list-style-type: none"> › mandatory as of Oct. 2012 for all new types of passenger cars › mandatory as of Oct. 2014 for all new passenger cars¹ › Advanced emergency braking system (AEB) and lane departure warning (LDW) <ul style="list-style-type: none"> › mandatory for all new types of: <ul style="list-style-type: none"> › heavy commercial vehicles (>22t GVW) and buses (>12t GVW) as of 2017 › heavy commercial vehicles with GVW between 3.5t-22t as of 2018² › mandatory for all new vehicles: <ul style="list-style-type: none"> › heavy commercial vehicles (>22t GVW) and buses (>12t GVW) as of Nov. 2019 › heavy commercial vehicles with GVW between 3.5t-22t as of 2020² 	<ul style="list-style-type: none"> › Anti-lock brake system (ABS) <ul style="list-style-type: none"> › mandatory as of Jan. 2014 for all new passenger cars, after phase-in which began in 2010³ › Electronic stability control (ESC) <ul style="list-style-type: none"> › mandatory as of Jan. 2020 for all new types of passenger cars › mandatory as of Jan. 2020 for all new types of commercial vehicles and buses › mandatory as of Jan. 2022 for all new passenger cars › mandatory as of Jan. 2022 for all new commercial vehicles and buses⁴ › Motorcycle anti-lock brake system (ABS) <ul style="list-style-type: none"> › mandatory as of Jan. 2019 for all new motorcycles >300ccm, after a phase-in which began in 2016⁵ 	<ul style="list-style-type: none"> › Rear Visibility <ul style="list-style-type: none"> › mandatory as of May 1, 2016, with a phase in schedule for all vehicles and low-speed vehicles with a gross vehicle weight rating (GVWR) of 10,000 pounds or less⁶ › Electronic stability control (ESC) <ul style="list-style-type: none"> › mandatory as of Jan. 2014 for all new types of light vehicles › mandatory as of Jan. 2016 for all new light vehicles⁷ › Tire pressure monitoring system (TPMS) <ul style="list-style-type: none"> › mandatory as of Jan. 2016 for all new types of light vehicles⁷

Other markets are following EU/USA on ESC and Motorcycle ABS regulation

- › **Electronic stability control (ESC)**: Australia (11/2011 for new car types, 11/2013 for all new cars), Turkey (02/2012 for new car types, 11/2014 for all new cars, 01/2015 for new heavy vehicle types, 01/2016 for all new heavy vehicles), New Zealand (07/2015 for all new cars), Malaysia (01/2016 for all new cars), Ecuador (01/2018 for new car types, 01/2020 for all new cars), Argentina (01/2018 for new car types, 01/2020 for all new cars)
- › **Motorcycle anti-lock brake system (ABS)**: India (04/2018 for new motorcycle types >125ccm, 04/2019 for all new motorcycles >125ccm, for motorcycles ≤125ccm same dates apply with requirement to have either ABS or a Combined Brake System)

¹ Source: Ministry of Land, Infrastructure, Transport and Tourism (MLIT) in Japan.

² <http://www.mlit.go.jp/common/001027292.pdf>.

³ CONTRAN 312/2009.

⁴ CONTRAN 641/2016.

⁵ CONTRAN 599/2014.

⁶ Federal Motor Vehicle Safety Standards; Rear Visibility; Final Rule; 49 CFR Part 571.

⁷ Federal Motor Vehicle Safety Standards, 49 CFR Part 136.

GVW = Gross Vehicle Weight.

VIII. Chassis & Safety

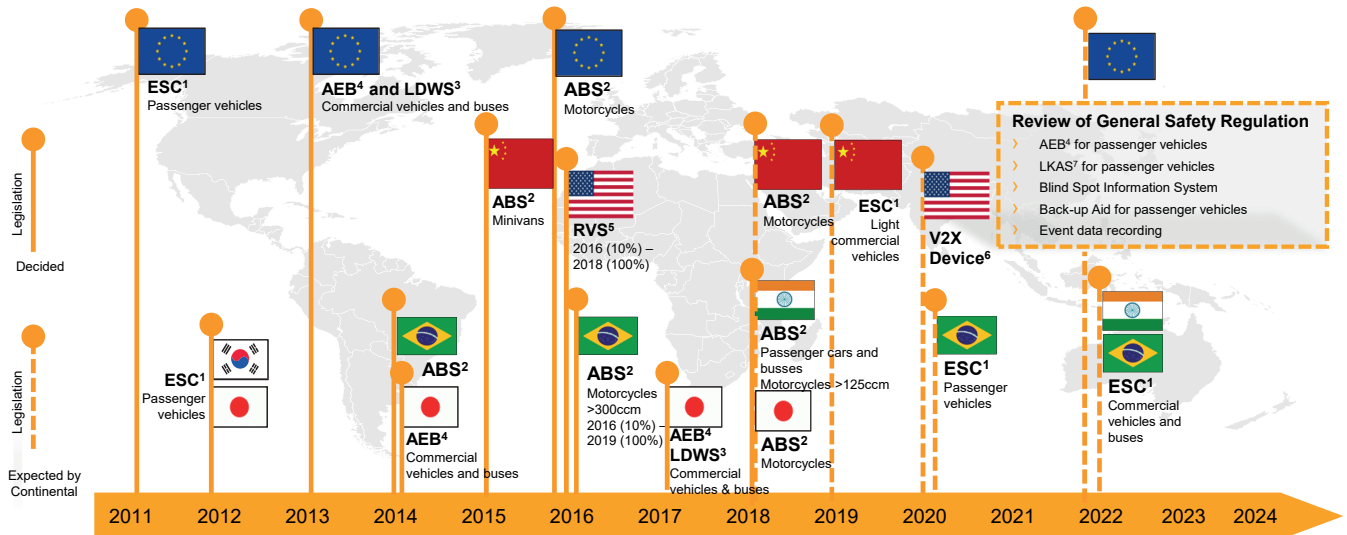
Market-Specific Initiatives – Towards Safer Mobility (2)

EU	
<ul style="list-style-type: none"> › Advanced emergency braking system detecting vehicles ahead <ul style="list-style-type: none"> › mandatory as of 2020 for all new types of passenger cars and light commercial vehicles (<=3.5t GVW) › mandatory as of 2022 for all new passenger cars and light commercial vehicles (<=3.5t GVW) › Advanced emergency braking system for pedestrians <ul style="list-style-type: none"> › mandatory as of 2022 for all new types of passenger cars and light commercial vehicles (<=3.5t GVW) › mandatory as of 2024 for all new types of passenger cars and light commercial vehicles (<=3.5t GVW) › Pedestrian and cyclist collision warning <ul style="list-style-type: none"> › mandatory as of 2022 for all new types of heavy commercial vehicles and buses › mandatory as of 2024 for all new heavy commercial vehicles and buses › Blind spot information system (BSIS) <ul style="list-style-type: none"> › mandatory as of 2022 for all new types of heavy commercial vehicles and buses › mandatory as of 2024 for all new types of heavy commercial vehicles and buses › Emergency lane keeping <ul style="list-style-type: none"> › mandatory as of 2022 for all new types of passenger cars and light commercial vehicles (<=3.5t GVW) › mandatory as of 2024 for all new passenger cars and light commercial vehicles (<=3.5t GVW) 	<ul style="list-style-type: none"> › Advanced emergency braking on heavy duty vehicles (AEBs) <ul style="list-style-type: none"> › mandatory as of 2020 for all new types of heavy commercial vehicles and buses › mandatory as of 2022 for all new heavy commercial vehicles and buses › Tire pressure monitoring <ul style="list-style-type: none"> › mandatory as of 2020 for all new types of light commercial vehicles (<=3.5t GVW) › mandatory as of 2022 for all new light commercial vehicles (<=3.5t GVW) › mandatory as of 2022 for all new types of heavy commercial vehicles and buses › mandatory as of 2024 for all new heavy commercial vehicles and buses › Intelligent speed assistance (ISA) <ul style="list-style-type: none"> › mandatory as of 2022 for all new types of vehicles › mandatory as of 2024 for all new vehicles › Event (accident) data recorder (EDR) <ul style="list-style-type: none"> › mandatory as of 2022 for all new types of passenger cars › mandatory as of 2024 for all new passenger cars › Platooning <ul style="list-style-type: none"> › mandatory as of 2022 for all new types of vehicles › mandatory as of 2024 for all new vehicles › Drowsiness and attention detection <ul style="list-style-type: none"> › mandatory as of 2022 for all new types of vehicles › mandatory as of 2024 for all new vehicles

Source: European Commission COM(2018) 286 final. **Legislation of the General Safety Regulation for all technologies (EU) is under development and not finally decided by the EU.** Assumption - earliest publication expected by June 1, 2019. Application date type A = June 1, 2019 (new type of vehicles) + 36 months = June 1, 2022 (new vehicles). Application date type B = June 1, 2022 (new type of vehicles) and June 1, 2024 (new vehicles). Application date type C = June 1, 2024 (new type of vehicles) and June 1, 2026 (new vehicles). GVW = gross vehicle weight.

VIII. Chassis & Safety

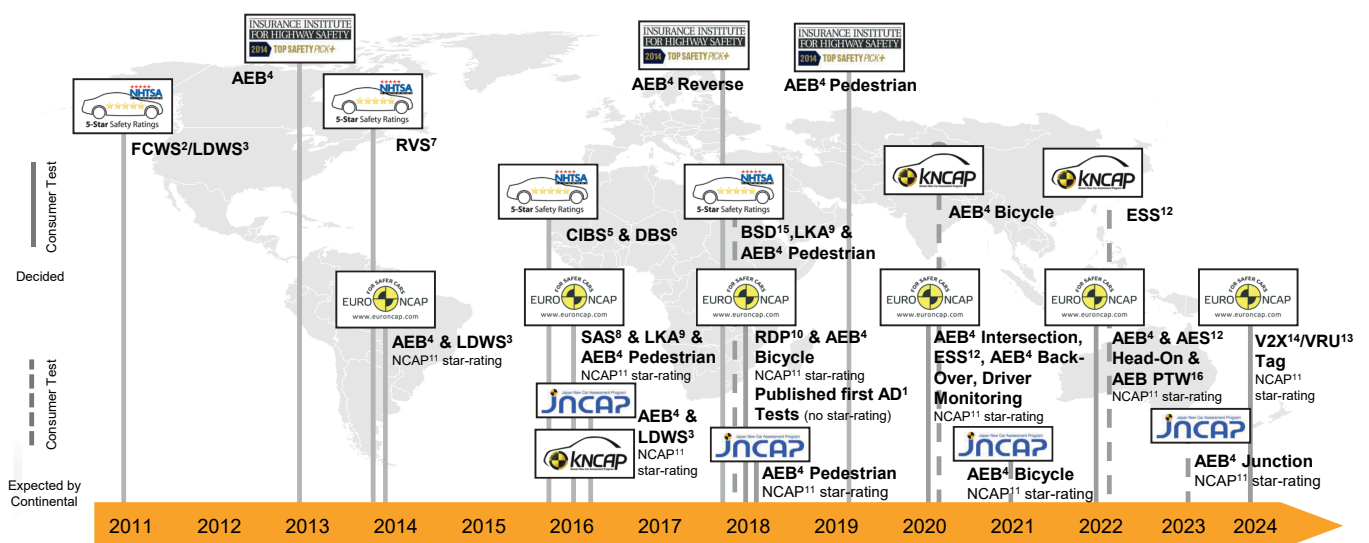
Global Development of Active Safety Regulations



¹ ESC = Electronic Stability Control; ² ABS = Anti-lock Braking System; ³ LDWS = Lane Departure Warning System; ⁴ AEB(S) = Advanced Emergency Braking System; ⁵ RVS = Rearview Video System; ⁶ V2X = Vehicle to everything; LKAS⁷ = Lane Keeping Assist System.

VIII. Chassis & Safety

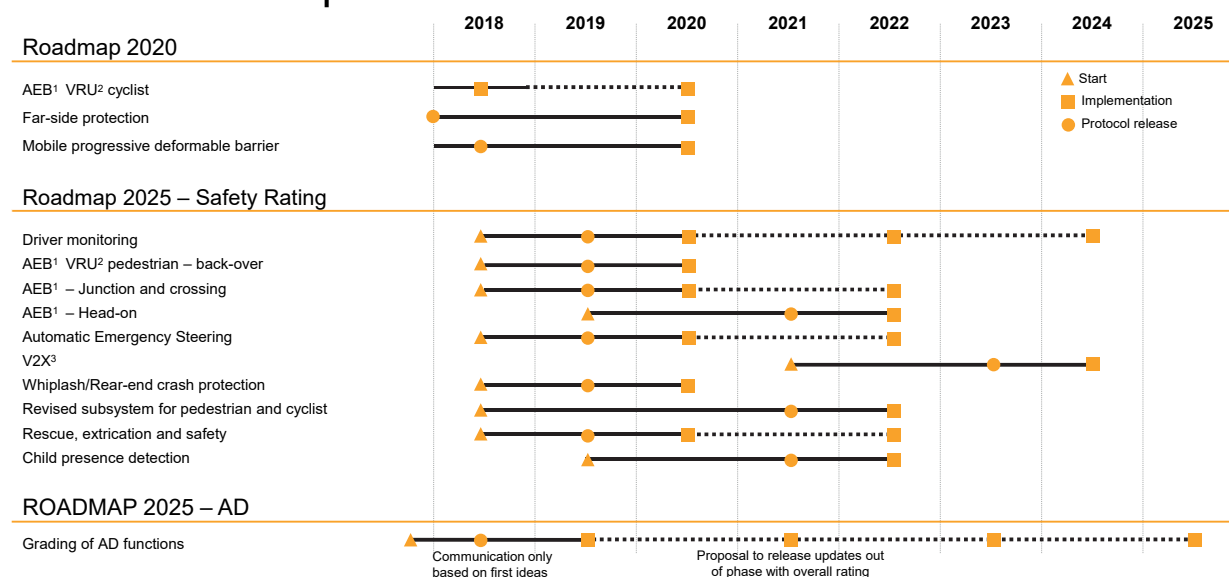
Global Development of Active Safety Regulations and Ratings



¹ Automated Driving (based on SAE Level 2 systems); ² FCWS = Forward Collision Warning System; ³ LDWS = Lane Departure Warning System; ⁴ AEB(S) = Advanced Emergency Braking System; ⁵ CIBS = Crash Imminent Braking System; ⁶ DBS = Dynamic Brake Support; ⁷ RVS = Rearview Video System; ⁸ SAS = Speed Assist System; ⁹ LKA = Lane Keeping Assist; ¹⁰ RDP = Road Departure Protection; ¹¹ NCAP = New Car Assessment Program; ¹² ESS = Emergency Steering Support; ¹³ VRU = Vulnerable Road User; ¹⁴ V2X = Vehicle to everything; ¹⁵ BSD = Blind Spot Detection; ¹⁶ Power Two Wheelers.

VIII. Chassis & Safety

NCAP Roadmap

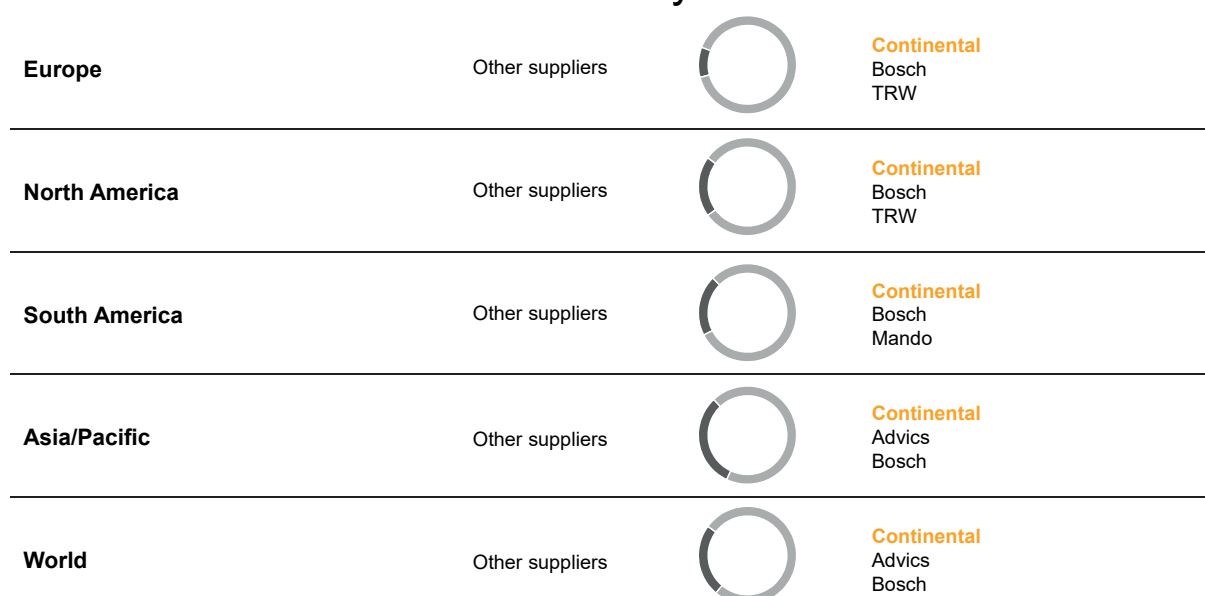


Source: <https://cdn.euroncap.com/media/30700/euroncap-roadmap-2025-v4.pdf>.

¹AEB(S) = Advanced Emergency Braking System; ²VRU = Vulnerable Road User; ³V2X = Vehicle to everything.

VIII. Chassis & Safety

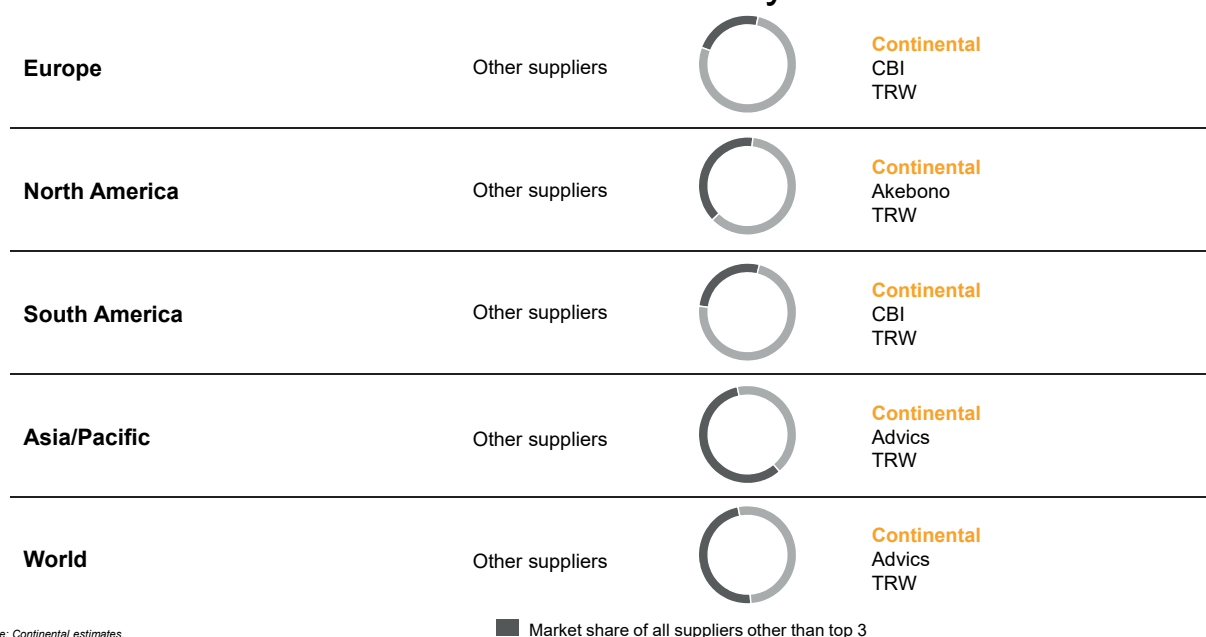
Market Position Electronic Brake Systems in 2018



Source: Continental estimates.

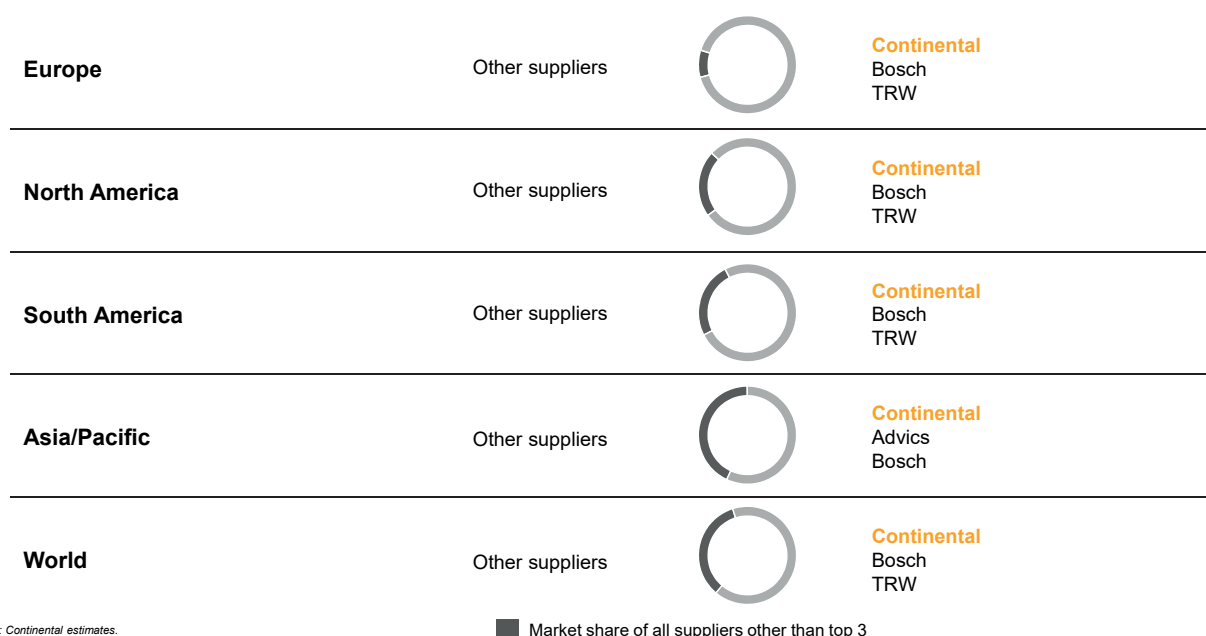
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Market Position for Foundation Brake Systems in 2018



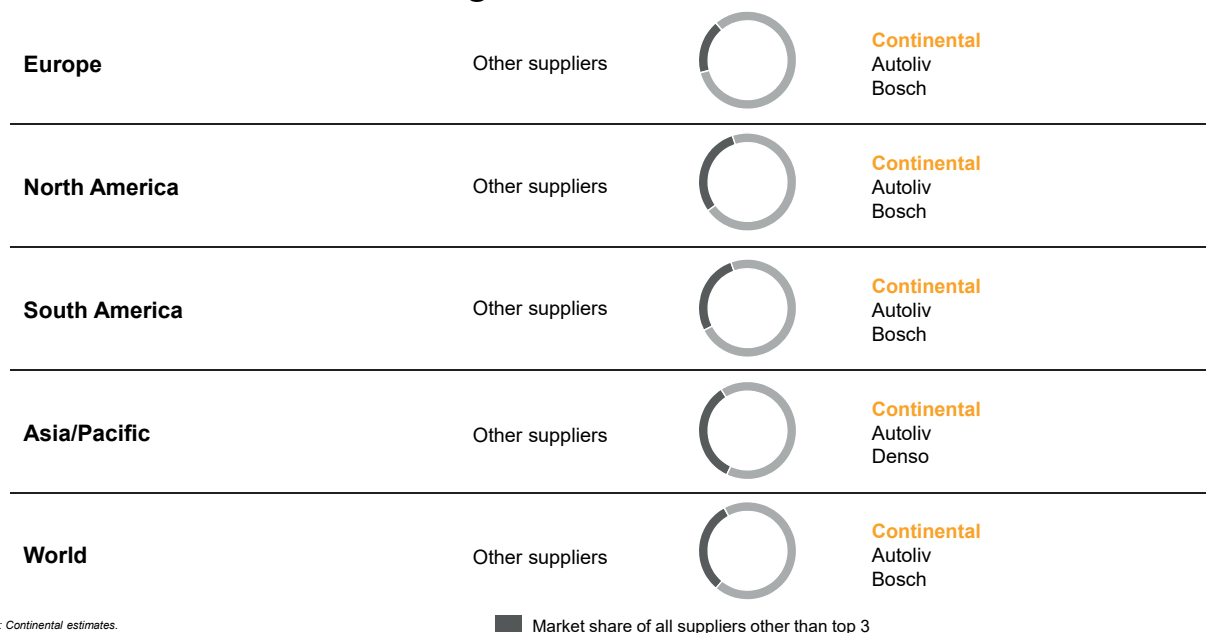
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Market Position for Actuation in 2018



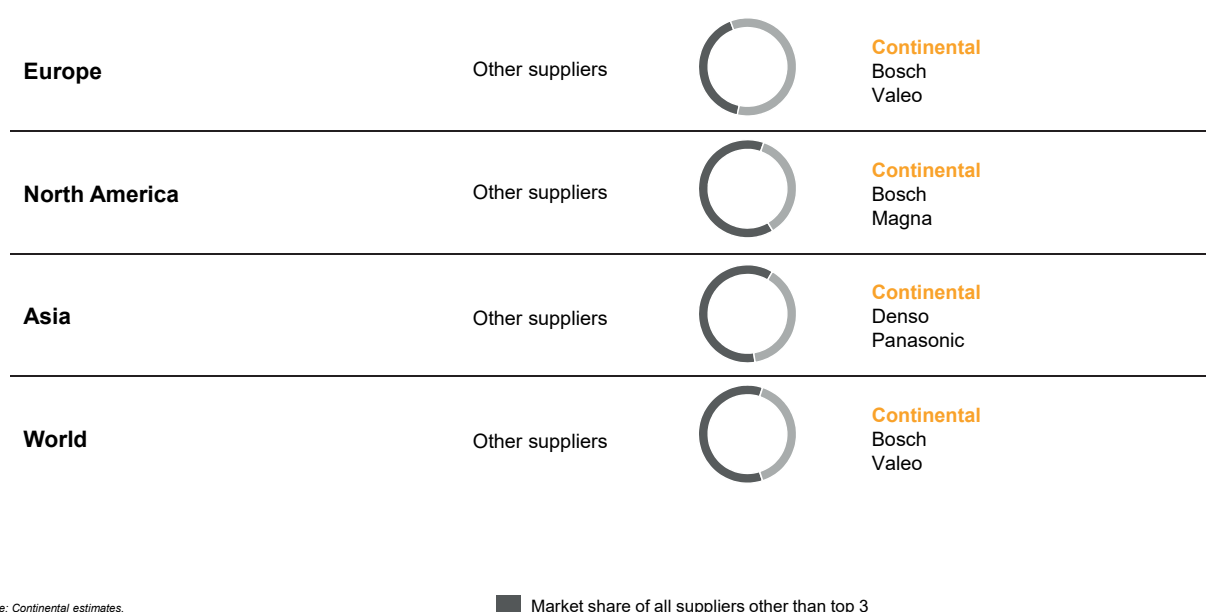
VIII. Chassis & Safety

Market Position for Airbag Electronics in 2018



VIII. Chassis & Safety

Market Position for Advanced Driver Assistance Systems in 2018



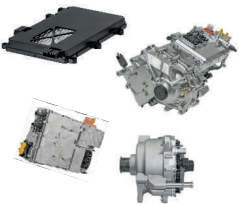




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VIII. Powertrain

Business Units and Key Products until December 31, 2018

Engine Systems	Transmission	Hybrid Electric Vehicle	Sensors & Actuators	Fuel & Exhaust Management
Engine management passenger cars <ul style="list-style-type: none"> › Diesel piezo common rail injection › Gasoline direct and port fuel injection › Synthetic fuels › Exhaust gas after-treatment Engine management commercial vehicles <ul style="list-style-type: none"> › Diesel piezo common rail injection › Exhaust gas after-treatment Engine management non-automotive <ul style="list-style-type: none"> Turbocharger Electrification and E-Mobility <ul style="list-style-type: none"> › On-board high voltage battery charger › Powertrain domain control units 	Transmission control units for automatic transmissions <ul style="list-style-type: none"> › Step-AT, DCT, CVT, DHT, AMT Transmission actuators <ul style="list-style-type: none"> › Clutch, gearshift Transmission sensors <ul style="list-style-type: none"> › Sensorcluster Electric transmission oil pumps	Power electronics	Actuators for <ul style="list-style-type: none"> › Thermal management › Electric pumps › Electric throttle › Exhaust and emission › General purpose Exhaust and emission sensors for <ul style="list-style-type: none"> › Exhaust gas Transmission and engine sensors <ul style="list-style-type: none"> › Mass airflow › Combustion › Position › Pressure › Fluid level and quality › Temperature Vehicle access sensors	Fuel delivery modules
	Shift-by-wire and ePark solutions	Electric motors		Fuel level sensors
	Micromobility electric drivetrains <ul style="list-style-type: none"> › Pedelec drive unit 	HV eDrive		Fuel pumps
		48V power electronics		Electronics for fuel pump control <ul style="list-style-type: none"> › Standalone and flange integrated
		48V drives		Fluid level sensor with sealed contact system
		Battery management systems		Exhaust aftertreatment <ul style="list-style-type: none"> › Catalysts and filters › Electronics › SCR Urea extraction unit
		Power net systems		Water delivery module
				

VIII. Powertrain

New Powertrain Structure Starting January 1, 2019

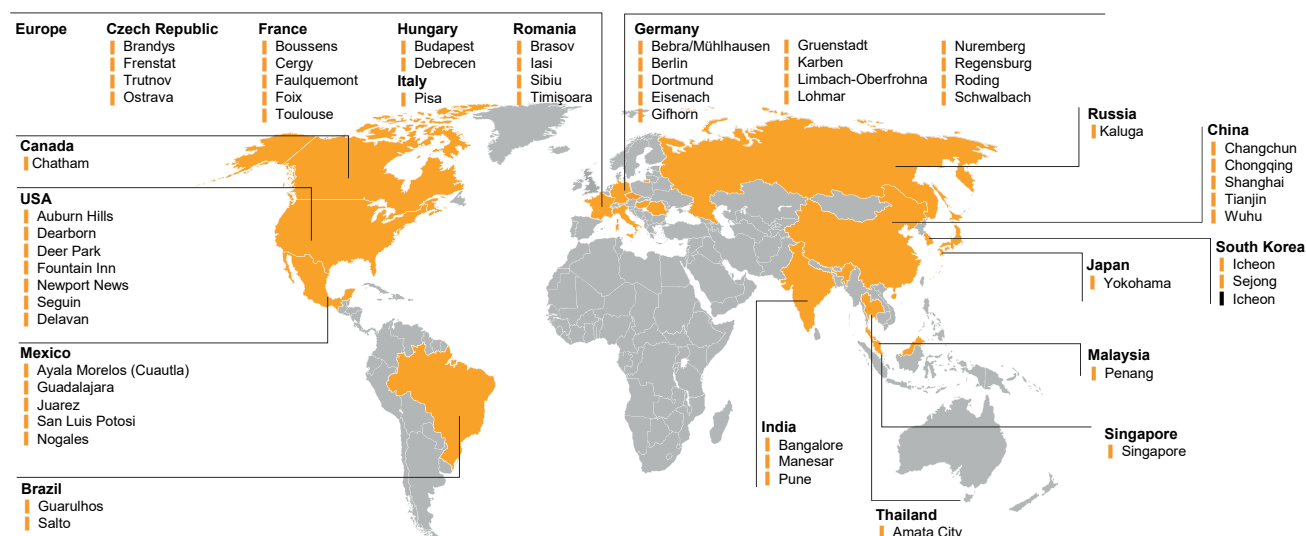
New Powertrain ¹			
Engine & Drivetrain Systems (E&DS)	Hybrid Electric Vehicle (HEV)	Powertrain Components (PTC)	Contract Manufacturing (CM)
<p>Former business units</p> <ul style="list-style-type: none"> › Engine Systems › Transmission 	<p>› As before</p> 	<p>Former business units</p> <ul style="list-style-type: none"> › Sensors & Actuators › Fuel and Exhaust Management 	<p>› As a result of the carve-out, segment manages business between Continental and Powertrain</p> <p>› Sales should constantly decrease over time and will be accounted at cost plus</p>

¹ The segment names displayed represent current working titles.

VIII. Powertrain

Locations Worldwide

59 sites for production and R&D in 18 countries. Divisional headquarters in Regensburg, Germany.



VIII. Powertrain

Key Figures

€ mn	2016	2017	2018
Sales	7,319.5	7,660.9	7,741.0
EBITDA	756.2	854.8	574.6
in % of sales	10.3	11.2	7.4
EBIT	378.0	439.9	119.8
in % of sales	5.2	5.7	1.5
EBIT adjusted ¹		469.9	202.3
in % of sales ¹		6.1	2.6
Operating assets (average)	3,015.8	3,325.6	3,582.2
ROCE	12.5	13.2	3.3
R, D & E expenses (net)	701.5	699.0	672.6
in % of sales	9.6	9.1	8.7
Capex ²	544.4	653.7	691.0
in % of sales	7.4	8.5	8.9
Depreciation and amortization ³	378.2	414.9	454.8
in % of sales	5.2	5.4	5.9
thereof impairment ⁴	8.3	18.6	19.3

¹ IFRS 9 and IFRS 15 applied starting 2018.

² EBIT before amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation.

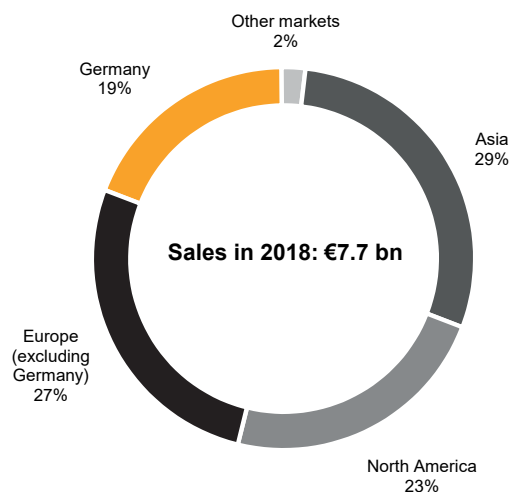
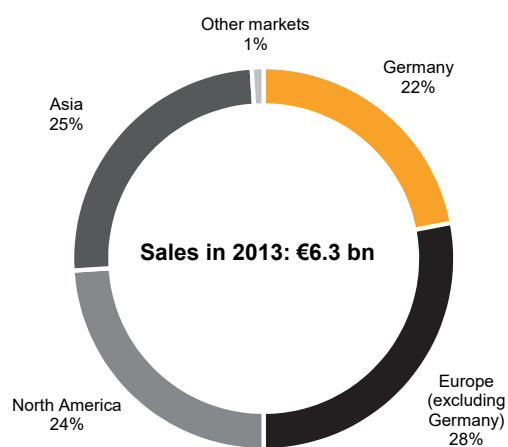
³ Capital expenditure on property, plant and equipment, and software.

⁴ Excluding impairment on financial investments.

⁵ Impairment also includes necessary reversals of impairment losses.

VIII. Powertrain

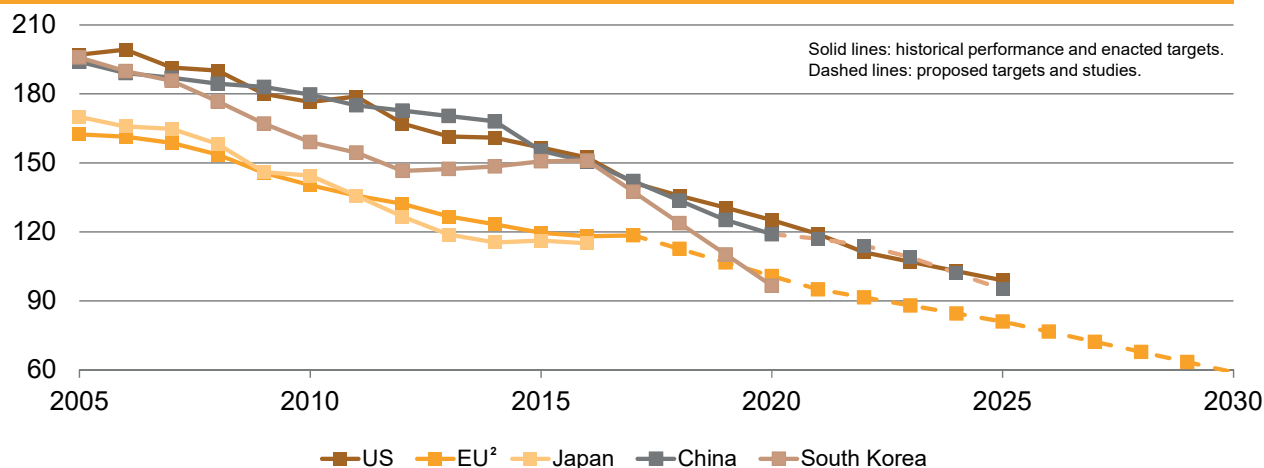
Sales by Market



VIII. Powertrain

Regulations to reduce CO₂ Emissions in New Vehicle Fleets

Gram CO₂ per kilometer, normalized to NEDC¹



Source: International Council on Clean Transportation (ICCT), as of 01/2019 (and other sources)
Due to different test procedures (U.S. CAFE, NEDC, JC08 and WLTC) the ICCT has developed a methodology to convert between cycles.
¹ New European Driving Cycle.
² In 2020 mandatory for 95% of the OEMs' fleets. As of 2021 mandatory for 100%.

VIII. Powertrain

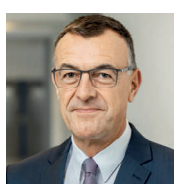
New Management Structure



Andreas Wolf

CEO

- › More than 25 years in the automotive electronics industry since joining Siemens AG in 1989
- › Held various management positions in controlling in Germany and France
- › Head of the global Body & Security business unit within the Interior division as executive vice president since 2007
- › CEO since October 2018



Werner Volz

CFO

- › 10 years of experience in communications technology as well as systems and automation technology, including a CFO position
- › With Siemens VDO and Continental in management positions since 1997
- › Head of finance and controlling in the Chassis & Safety division since 2008
- › CFO since January 2019



Ingo Holstein

CHRO

- › Joined Continental AG in Hanover as an HR specialist in 1992
- › Head of various HR departments in Tires and as a corporate function since 2000
- › Head of HR in the Tires division since 2010
- › CHRO since January 2019

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VIII. Interior Business Units and Key Products

Instrumentation & Driver HMI

- › Instrument clusters
- › Full digital clusters
- › Display solutions
- › Head-up displays
- › Haptic controls
- › Interior camera
- › xDomain Hub



Infotainment & Connectivity

- › Radios
- › Infotainment
- › Connectivity and telematics
- › Software and connected solutions



Body & Security

- › Body control modules
- › Access control systems
- › Power closures
- › Door control units
- › Intelligent glass control
- › Seat comfort systems
- › Tire information systems
- › Gateways
- › Power stabilization
- › Lighting control units
- › Advanced antenna electronics
- › Smart device integration



Commercial Vehicles & Aftermarket

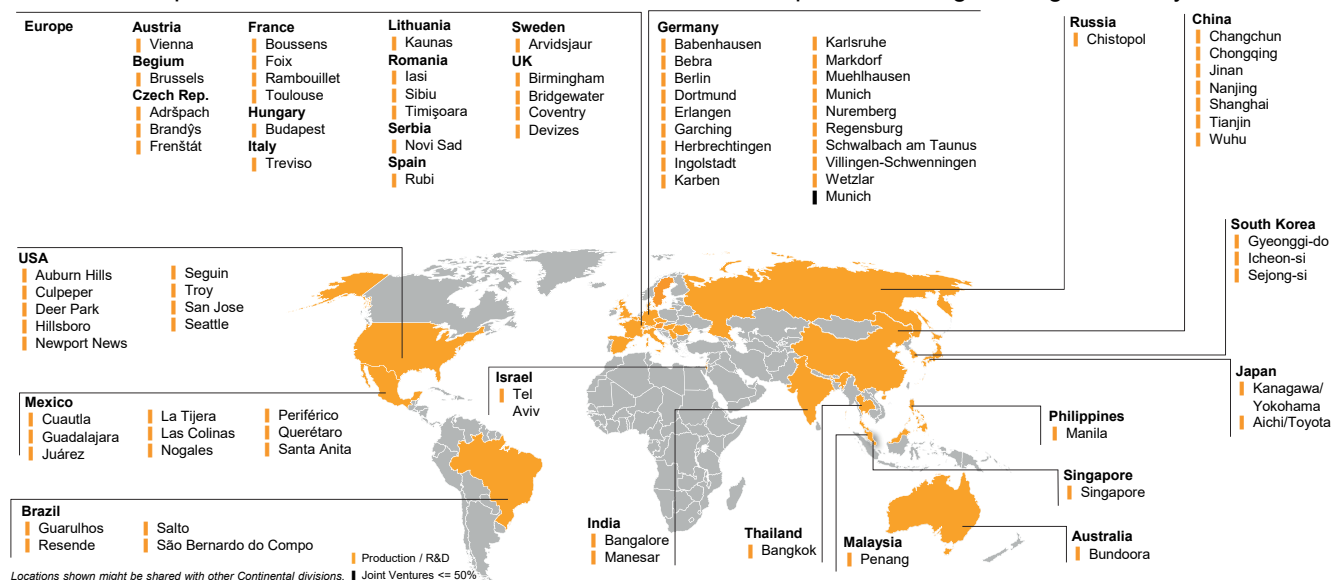
- › Tachographs and telematics
- › Visual and haptical human-machine interface
- › Chassis, body and transmission electronics
- › Spare parts, wear parts and tools
- › Original equipment services
- › Services and diagnostics for the independent aftermarket, fleets and vehicle manufacturers
- › Key as a service
- › In-Car Data as a service
- › eHorizon as a service
- › City-Data as a service



VIII. Interior

Locations Worldwide

83 sites for production and R&D in 26 countries. Divisional headquarters in Regensburg, Germany.



VIII. Interior

Key Figures

€ mn	2016	2017	2018
Sales	8,324.7	9,305.2	9,707.2
EBITDA	904.2	1,140.0	1,389.2
in % of sales	10.9	12.3	14.3
EBIT	567.8	749.2	988.1
in % of sales	6.8	8.1	10.2
EBIT adjusted ¹		812.7	899.1
in % of sales ¹		8.8	9.3
Operating assets (average)	4,513.8	5,028.9	5,626.3
ROCE	12.6	14.9	17.6
R, D & E expenses (net)	956.0	1,062.7	1,064.7
in % of sales	11.5	11.4	11.0
Capex ²	428.9	453.3	578.4
in % of sales	5.2	4.9	6.0
Depreciation and amortization ³	336.4	390.8	401.1
in % of sales	4.0	4.2	4.1
thereof impairment ⁴	11.6	18.2	-1.6

¹ IFRS 9 and IFRS 15 applied starting 2018.

² EBIT before amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation.

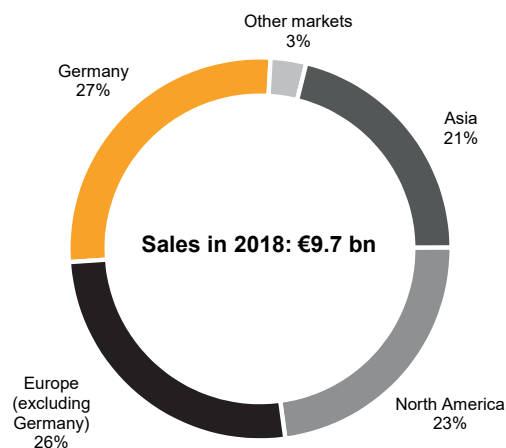
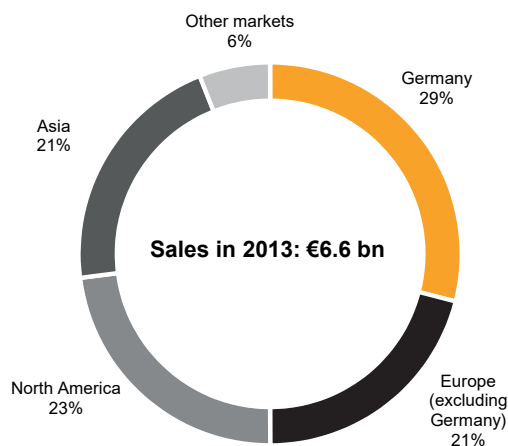
³ Capital expenditure on property, plant and equipment, and software.

⁴ Excluding impairment on financial investments.

⁵ Impairment also includes necessary reversals of impairment losses.

VIII. Interior

Sales by Market



VIII. Interior

Examples of Market-Specific Initiatives and Projects



Holistic Connectivity

- › Connectivity (telematics, IAM, connected gateways)
- › High speed connection (5G solutions)
- › Infotainment (multimedia)
- › Digital tachographs (DTCO)
- › Cyber security, OTA (Argus)
- › Systems integration (E2E)



Holistic HMI

- › Information systems (Integrated Interior Platform)
- › Cutting edge HMI (FDC, Augmented Reality HUD, Haptics)
- › Assist and warning functions (Digital companion)



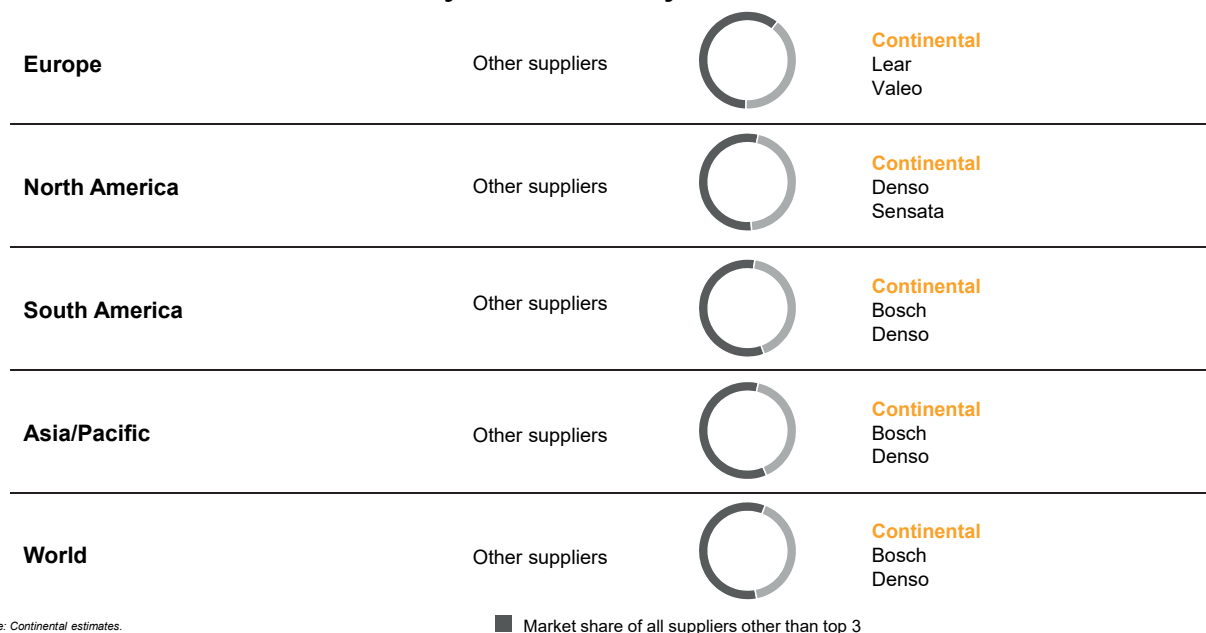
Services

- › Fleet services (TIS Web, Zonar)
- › Map/road services (eHorizon)
- › Key as a service (OTA keys)
- › City data, smart city (Quantum Inventions)
- › Service backend (Continental.cloud)

Several initiatives at e.g.: ITS = Intelligent Transportation Systems; ERTICO = European road transport telematics implementation coordination organisation; Ongoing programs and field tests in Asia, America and Europe, e.g. Japan, Singapore, Germany, France.
IAM = Intelligent Antenna Module; E2E = End to End; HMI = Human Machine Interface; OTA = Over The Air; FDC = Full Digital Cluster; HUD = Head-Up Display.

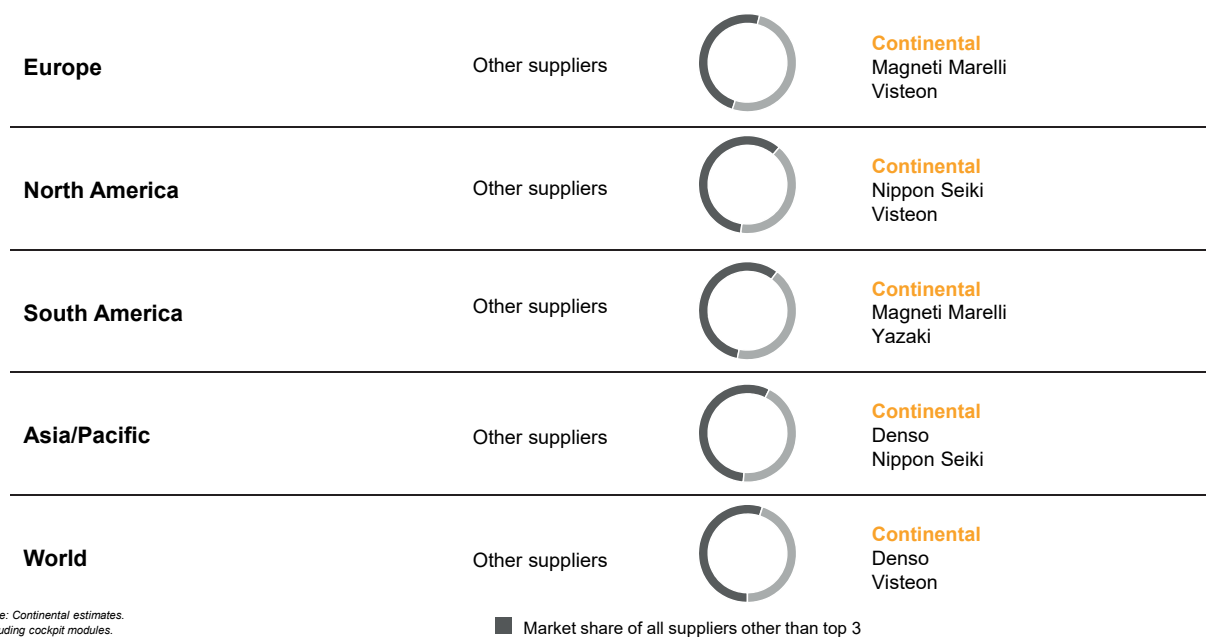
VIII. Interior

Market Position for Body & Security in 2018



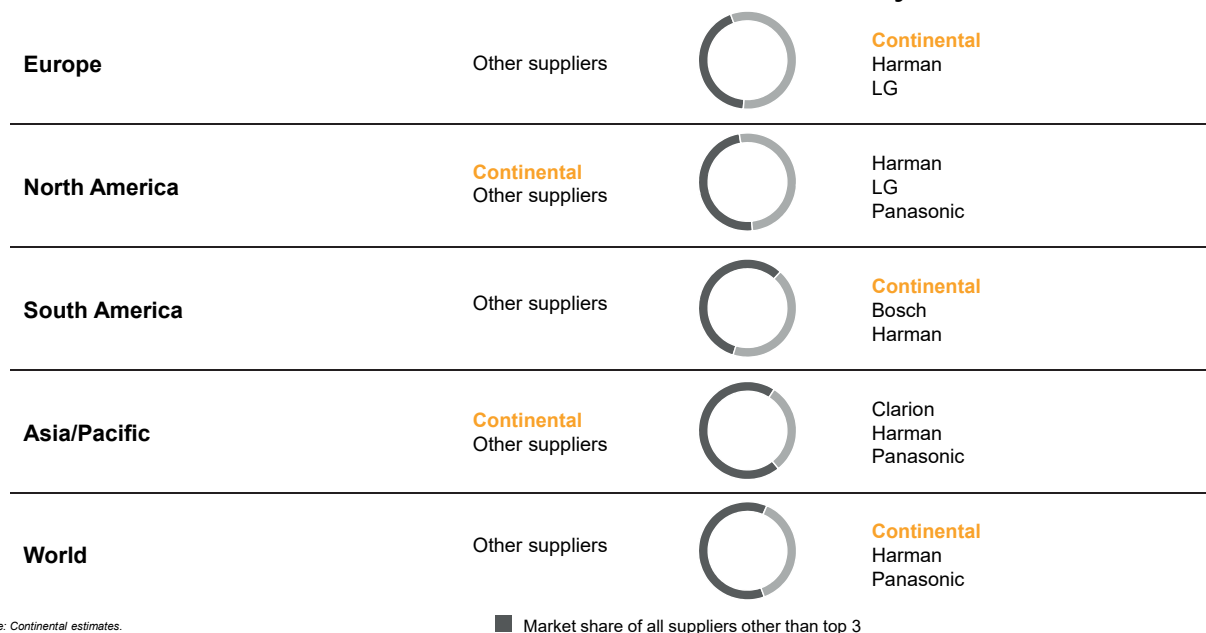
VIII. Interior

Market Position for Instrumentation & Driver HMI¹ in 2018



VIII. Interior

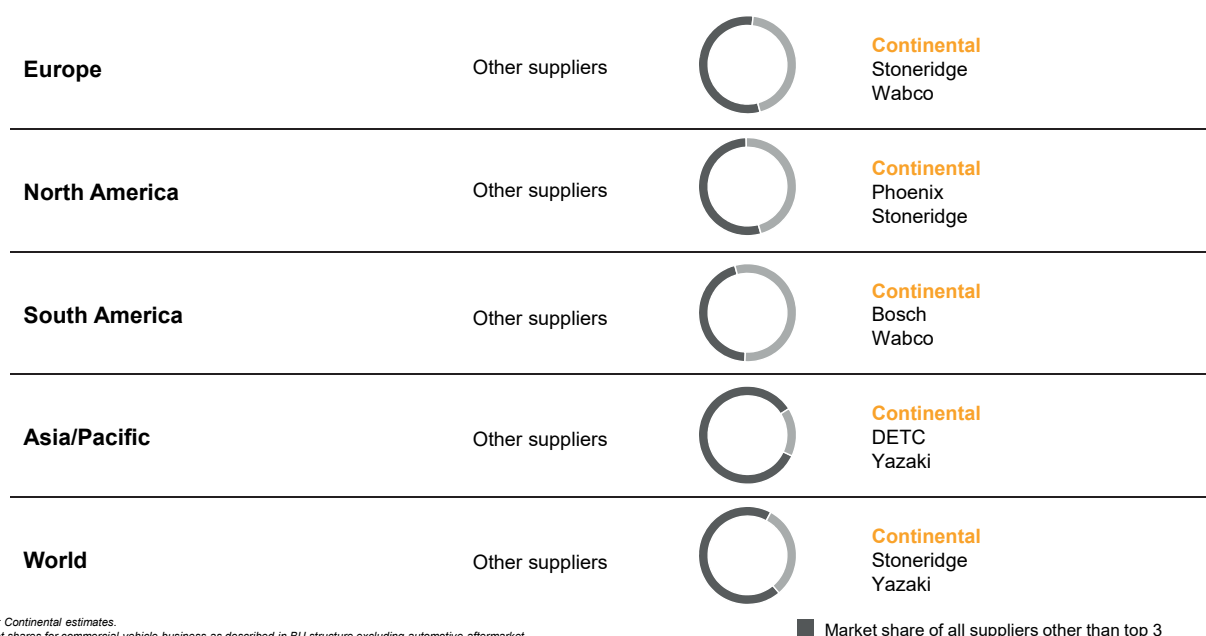
Market Position for Infotainment & Connectivity in 2018



Source: Continental estimates.

VIII. Interior

Market Position for Commercial Vehicles¹ in 2018



Source: Continental estimates.

¹ Market shares for commercial vehicle business as described in BU structure excluding automotive aftermarket.

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IX. Rubber Group

Key Figures

€ mn	2016	2017	2018
Sales	16,097.6	17,494.7	17,603.1
EBITDA	3,559.6	3,499.6	3,196.6
in % of sales	22.1	20.0	18.2
EBIT	2,688.6	2,593.5	2,278.3
in % of sales	16.7	14.8	12.9
EBIT adjusted ¹		2,686.6	2,372.8
in % of sales ¹		15.4	13.6
Operating assets (average)	8,561.4	9,325.1	9,618.1
ROCE	31.4	27.8	23.7
R, D & E expenses (net)	380.6	428.2	448.5
in % of sales	2.4	2.4	2.5
Capex ²	1,094.1	1,060.2	1,087.3
in % of sales	6.8	6.1	6.2
Depreciation and amortization ³	871.0	906.1	918.3
in % of sales	5.4	5.2	5.2
thereof impairment ⁴	37.2	2.9	1.5

IFRS 9 and IFRS 15 applied starting 2018.

¹ EBIT before amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation.

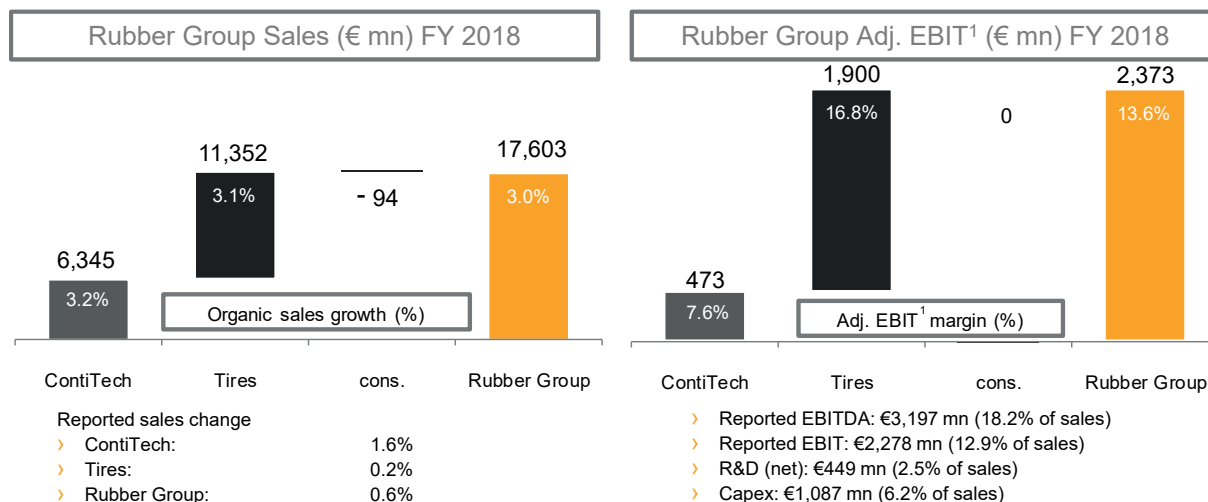
² Capital expenditure on property, plant and equipment, and software.

³ Excluding impairment on financial investments.

⁴ Impairment also includes necessary reversals of impairment losses.

IX. Rubber Group

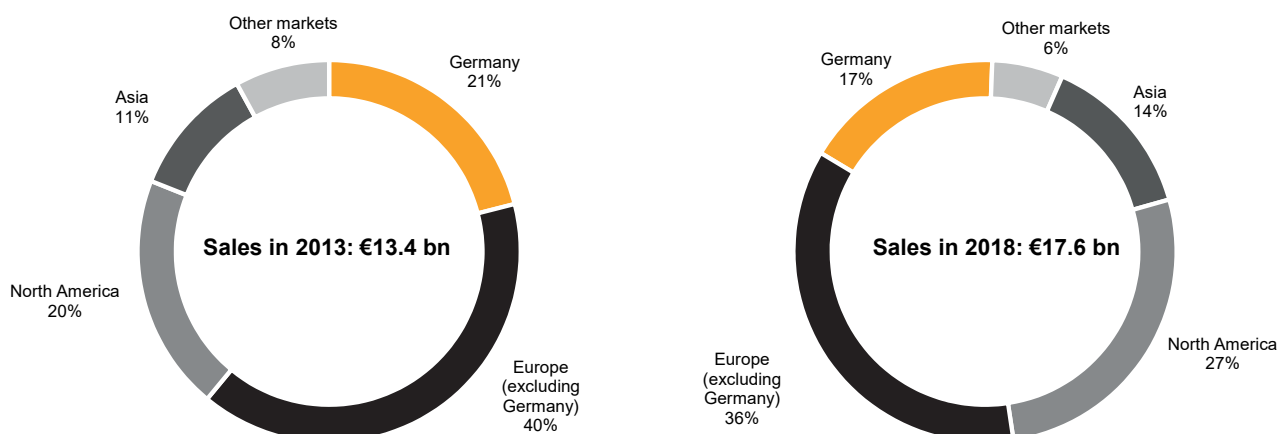
Sales and Adjusted EBIT¹ by Division



¹ Before amortization of intangibles from PPA, consolidation and special effects.

IX. Rubber Group

Sales by Market

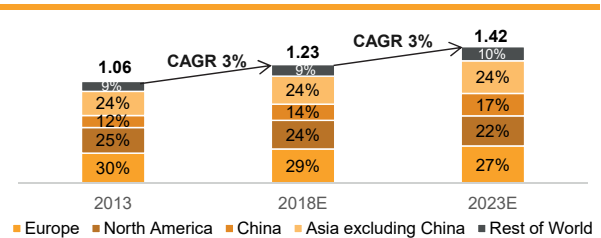


IX. Rubber Group

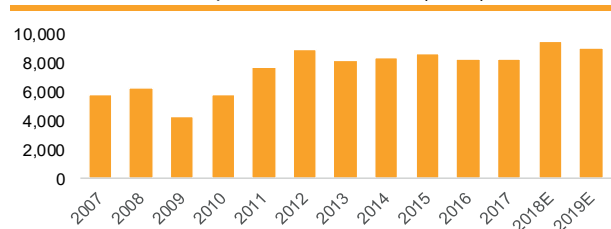
Opportunities and Challenges – Rising Demand vs. Rather Stable Tire Capex

- › Global replacement tire market expected to grow to 1.4 billion units by 2023
- › Mix improvement continues driven by growing SUV share in the car park, espec. in Europe and China
- › Europe to stay the largest replacement tire market by volume
- › Tire Capex seems to be in balance with demand expectations

World Market for PC & LT¹ Replacement Tires



Tire Capex² 2007 to 2019E (mn €)



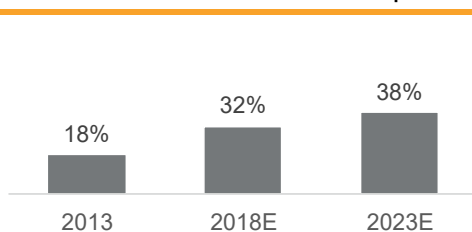
¹ Passenger and light truck replacement tire market in bn units; source: LMC (Dec. 2018).

² Company filings and forecasts (based on public information from 16 tire companies).

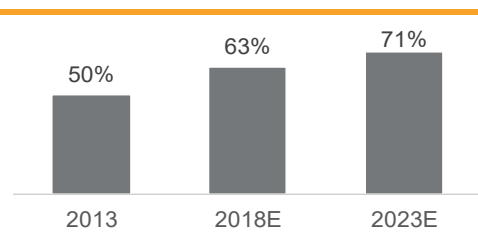
IX. Rubber Group

Growth Opportunities – Improving Tire Mix Due to Rising SUV & Pickup Share

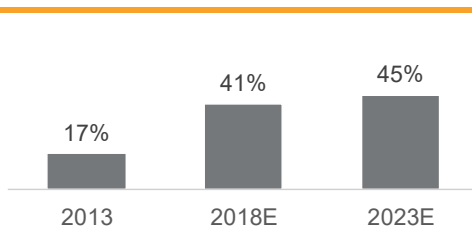
PC<¹ Production Europe



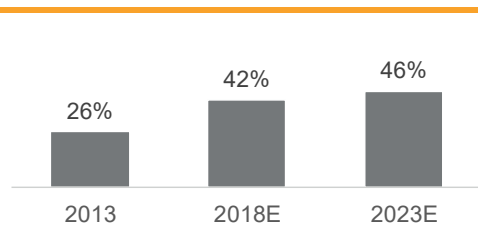
PC<¹ Production North America



PC<¹ Production China



PC<¹ Production Worldwide

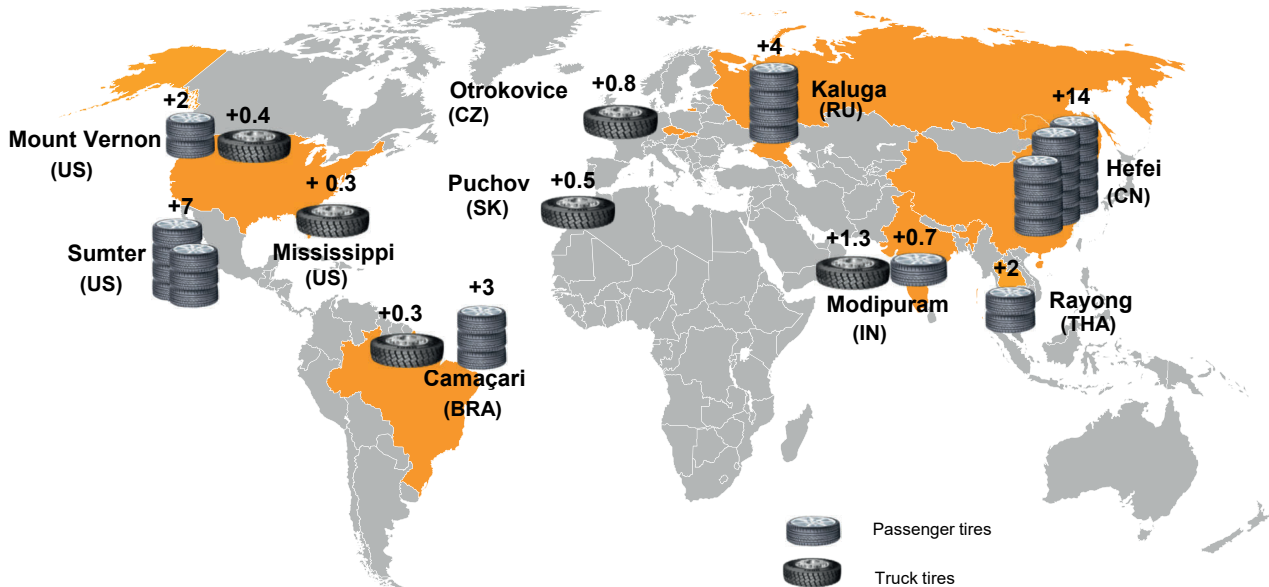


■ Share of SUVs and Pickup Trucks

¹ Passenger car & light truck (<6t). Source: IHS, February 2019.

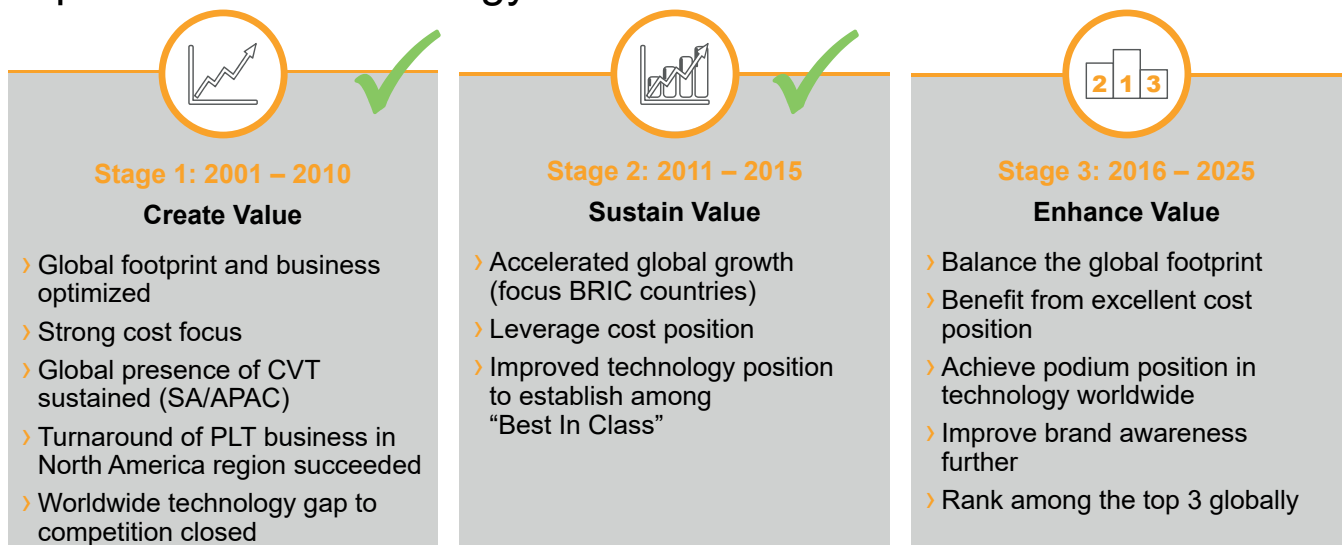
IX. Rubber Group

Additional Tire Production Capacity of around 37mn¹ Units by 2020/21



IX. Rubber Group

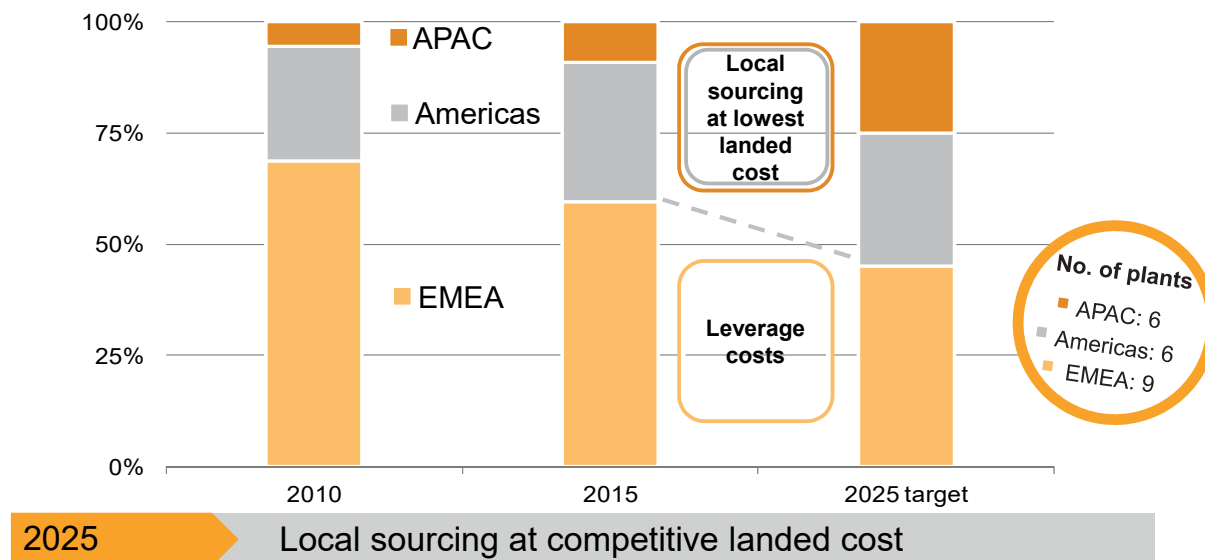
Update on 2025 Strategy



Continuous value creation is our driving force!

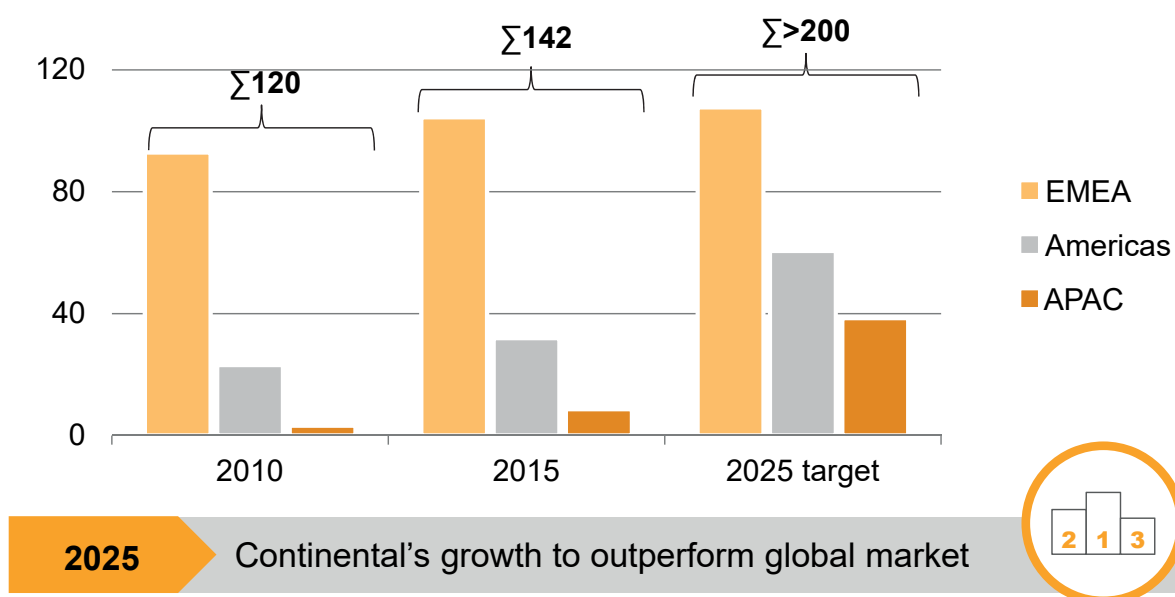
IX. Rubber Group

Balanced Global Manufacturing Footprint



IX. Rubber Group

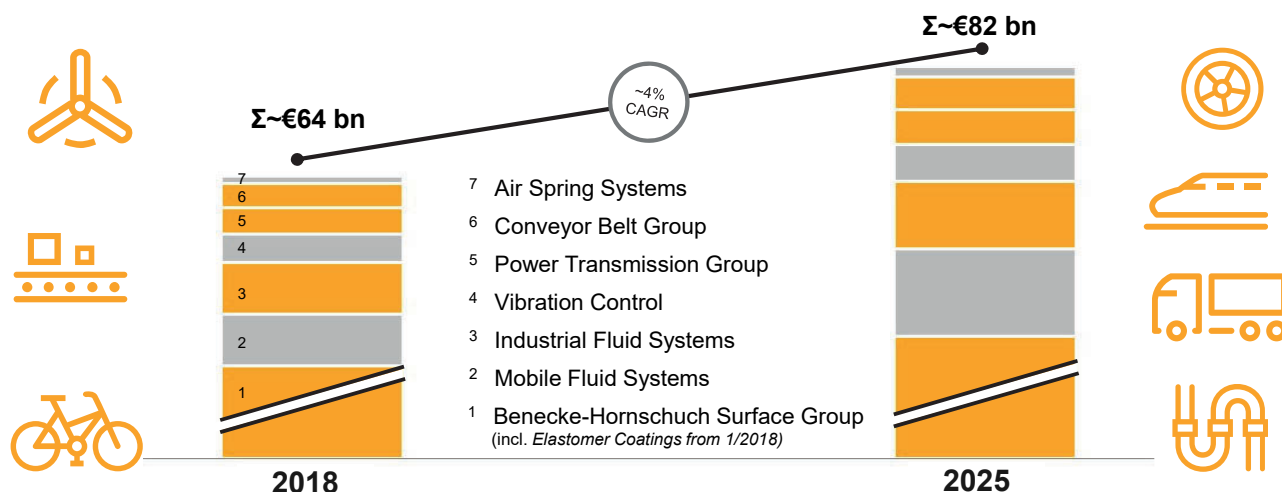
Strategy 2025: Globalize Growth (mn units)¹



¹ Continental's global production capacity of PC< and CV tires.

IX. Rubber Group

Relevant Market and Growth Opportunities for ContiTech Products

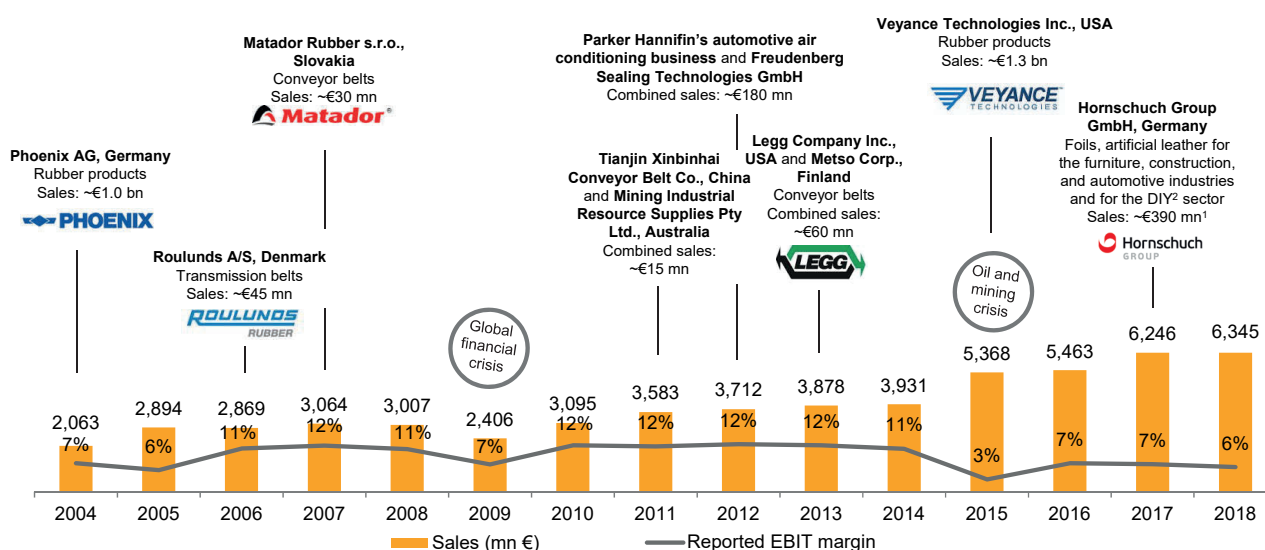


Balanced portfolio of OE automotive and non-OE automotive businesses – Growth through volume and (added) value¹ expansion of products

Source: Market data and Continental estimates.
¹ Additional sales driven by servitization and software.

IX. Rubber Group

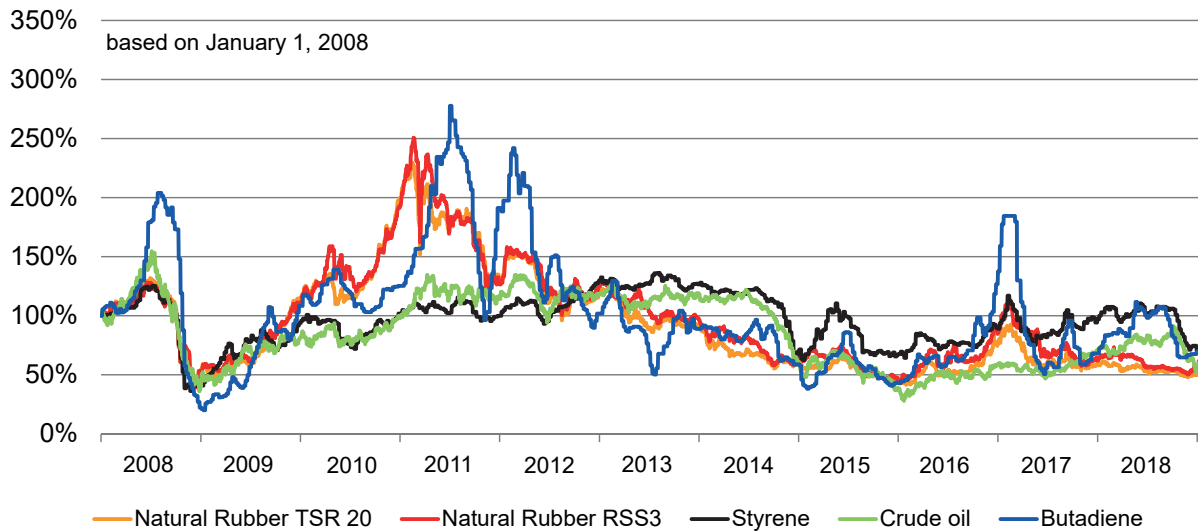
Strong Track Record of Acquiring and Integrating Operations



IFRS 9 and IFRS 15 applied starting 2018. All sales of acquisitions shown are pro forma sales in the year of the acquisition. ¹ Incorporated starting March 1, 2017. ² Do It Yourself.

IX. Rubber Group

Raw Material Prices













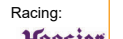



















Source:
 Natural rubber: Rolling one-month contracts from the Singapore Exchange (U.S.\$ cents per kg).
 Crude oil: Europe Brent Forties Oseberg Ekofisk price from Bloomberg (U.S.\$ per barrel).
 Butadiene, styrene: South Korea export price (FOB) from PolymerUpdate.com (U.S.\$ per metric ton).

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IX. Tires

Business Units and Tire Brands

PLT				CVT			Two Wheel Tires	
Original Equipment	Replacement			Truck Tires			Commercial Specialty Tires	
	EMEA	The Americas	APAC	EMEA	The Americas	APAC		
Tires for: <ul style="list-style-type: none">Compact, medium-size and full-size cars4x4 and SUVsVans, light trucks and recreational vehicles				Tires, services and solutions for customer segments: <ul style="list-style-type: none">GoodsPeopleConstruction			Tires, services and solutions for the applications: material handling, agriculture and earthmoving	Tires and tubes for bicycles and motorcycles
Continental								
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<div>Ext. mobility systems: SSR, Minispares, Conti MobilityKit, ContiSeal, ContiSilent</div>								

IX. Tires

Key Figures

€ mn	2016	2017	2018
Sales	10,717.4	11,325.8	11,352.2
EBITDA	2,828.7	2,748.7	2,495.2
in % of sales	26.4	24.3	22.0
EBIT	2,289.4	2,151.3	1,882.1
in % of sales	21.4	19.0	16.6
EBIT adjusted ¹		2,146.8	1,900.0
in % of sales ¹		19.0	16.8
Operating assets (average)	5,612.7	6,143.0	6,471.2
ROCE	40.8	35.0	29.1
R, D & E expenses (net)	260.9	289.8	299.4
in % of sales	2.4	2.6	2.6
Capex ²	882.1	847.0	837.1
in % of sales	8.2	7.5	7.4
Depreciation and amortization ³	539.3	597.4	613.1
in % of sales	5.0	5.3	5.4
thereof impairment ⁴	0.2	0.5	1.2

IFRS 9 and IFRS 15 applied starting 2018.

¹ EBIT before amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation.

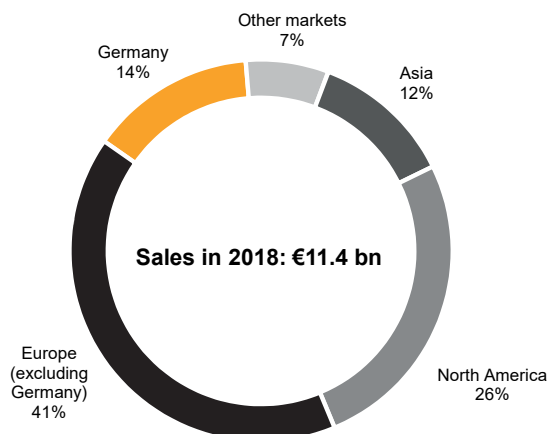
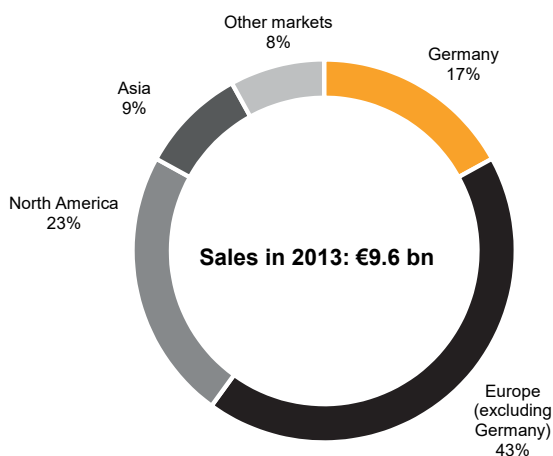
² Capital expenditure on property, plant and equipment, and software.

³ Excluding impairment on financial investments.

⁴ Impairment also includes necessary reversals of impairment losses.

IX. Tires

Sales by Market



IX. Tires

Winter Tire Regulations¹

Europe: Winter Tires Mandatory or Situationally Mandatory

November 1 to April 15 when winter weather conditions prevail	November 15 to April 1	December 1 to February 28
November 15 to April 15 when winter weather conditions prevail	December 1 to March 1	November 1 to April 1 when winter weather conditions prevail
November 15 to March 1	November 1 to April 1	November 15 to March 31 when roads are snowy/icy
November 1 to March 31 when winter weather conditions prevail	Mandatory when winter weather conditions prevail	November 15 to March 15
October 15 to April 1	November 15 to March 15	December 1 to March 31 when winter weather conditions prevail
December 1 to end of February	November 1 to Monday after Easter when winter weather conditions prevail; November 15 to March 31 for trucks	December 1 to April 1 for commercially used vehicles
Mandatory when winter weather conditions prevail (tires produced starting Jan. 1, 2018, must be marked with snowflake symbol)	When winter weather conditions prevail	

Europe: Winter Tires Partly Mandatory

Mandatory on certain roads, marked with signs	Drivers may be held liable, if they cause an accident with summer tires mounted when winter weather conditions prevail
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Canada: Winter Tires Partly Mandatory

Mandatory in Québec December 15 to March 15; mandatory on certain roads in the mountains of Canada when winter weather conditions prevail



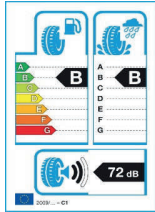
The snowflake symbol: a tire can be marked with this symbol (in addition to the M+S² marking), if its braking or traction performance on snow exceeds that of a standard reference tire by a certain margin.

¹ Source: Continental AG and websites of country ministries, automobile associations and ETRMA (European Tyre and Rubber Manufacturers' Association).
² Mud + snow. The M+S marking is given by the manufacturer and is not linked to a performance definition.

IX. Tires

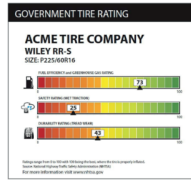
Tire Labeling Initiatives in Europe, USA, Japan, South Korea and Brazil

EU¹



- › Mandatory since November 2012
- › Applies to all tires sold
- › Information to be shown: **rolling resistance** (fuel efficiency), **wet grip** (braking performance on wet roads) and **noise performance** (external rolling noise). Either directly on the tire by means of a label or in some other way
- › Self-certification policy
- › EU member states are responsible for market surveillance

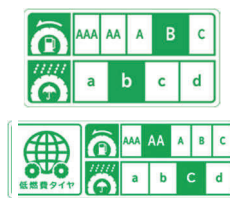
USA²



Label proposed by NHTSA²

- › Final decision pending
- › The NHTSA Tire Fuel Efficiency Consumer Information Program proposes to inform consumers about the effect of tires on **fuel efficiency, safety, and durability**
- › The program aims to implement a national tire fuel efficiency rating system for replacement tires, with the information provided to consumers at the point of sale and online

Japan³



- › Voluntary since 2010
- › Introduced by JATMA³
- › Applies to replacement summer tires for passenger cars; includes information on **rolling resistance** and **wet grip** performance
- › Tires with a grading of A and above for rolling resistance performance are defined as "fuel efficient tires" and are marked with an additional symbol (the lower of the symbols above)

South Korea⁴



- › Mandatory since November 2012
- › Introduced by MKE⁴
- › Applies to all tires sold in South Korea (OE and replacement) for passenger cars and light trucks; includes information on **rolling resistance** and **wet grip** performance
- › The label has to be attached to the tread of each tire; for OE tires the information has to be provided in the car manual
- › Registration of all products required

Brazil⁵



- › Available as of April 2015
- › Mandatory as of October 2016
- › Introduced by INMETRO⁵
- › Applies to all tires sold (with certain exceptions). Includes information on **rolling resistance, wet grip** and **noise** performance
- › Certification to be carried out by a product certification body accredited by INMETRO

¹ Regulation (EC) No.1222/2009 of the European Parliament and of the Council and Commission Regulations (EU) No. 228/2011 and (EU) No.1235/2011. Also implemented in Norway, Switzerland, Turkey, Israel.

² Source: National Highway Traffic Safety Administration (NHTSA).

³ Source: Japan Automobile Tyre Manufacturers Association (JATMA).

⁴ Source: South Korean Ministry of Knowledge Economy (MKE).

⁵ Source: National Institute of Metrology, Quality and Technology (INMETRO).

IX. Tires

Tire Labeling Initiatives in Gulf Countries and China

Saudi Arabia¹



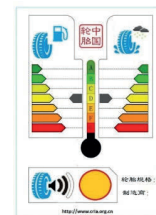
- › Mandatory since November 2015 (truck tires as of Nov. 2016)
- › Applies to all replacement tires
- › Information to be shown: **rolling resistance** (fuel efficiency) and **wet grip** (braking performance on wet roads)
- › Directly on the tire by means of a label
- › Registration of all products required

Gulf Countries²



- › Mandatory since January 2016 (light truck and truck tires as of Jan. 2017)
- › Applies to all replacement tires
- › Information to be shown: **rolling resistance** (fuel efficiency) and **wet grip** (braking performance on wet roads)
- › Directly on the tire by means of a label
- › Registration of all products required

China³



- › Voluntary as of 2017
- › Introduced by CRIA³
- › Applies to all replacement tires for passenger cars
- › Information to be shown: **rolling resistance** (fuel efficiency), **wet grip** (braking performance on wet roads) and **noise performance** (external rolling noise)

Source:

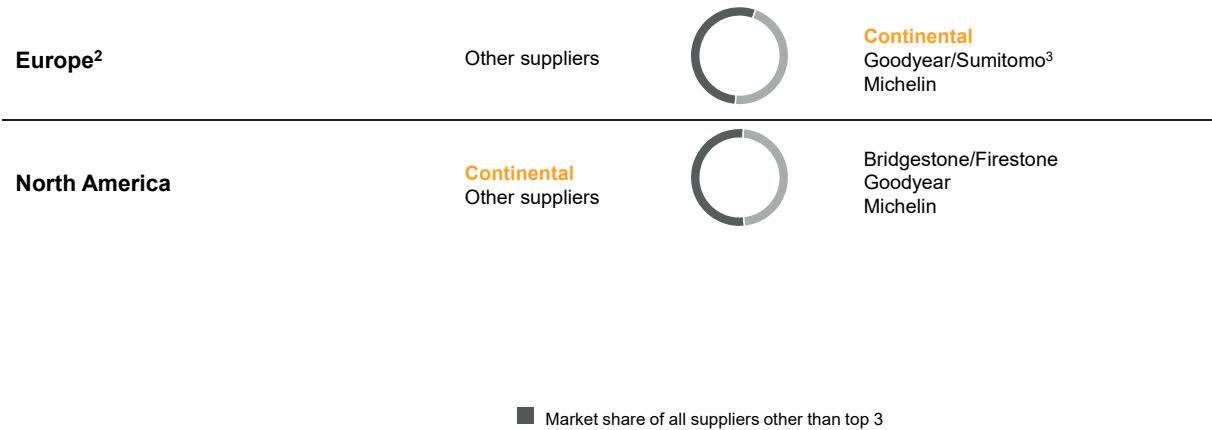
¹ Saudi standards, Metrology and Quality Organization Standard 2857/2015, SASO.

² Standardization Organization of the Gulf Cooperation Council Countries, GSO.

³ Chinese Rubber Industry Association (CRIA).

IX. Passenger and Light Truck Tires

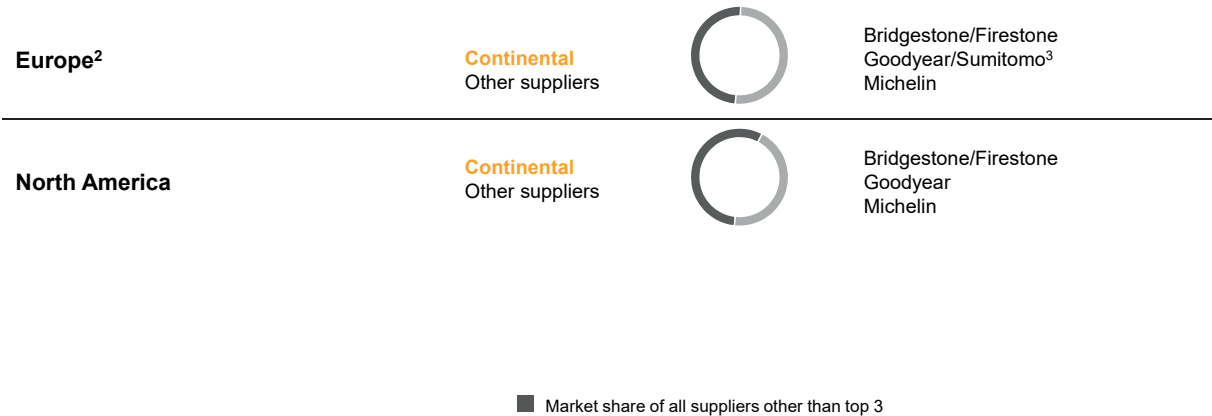
Market Share for Passenger and Light Truck Tires¹ in 2018



Source: Continental estimates.
¹ Replacement.
² Western and Central Europe including Turkey.
³ Dissolving of alliance in October 2015.

IX. Commercial Vehicle Tires

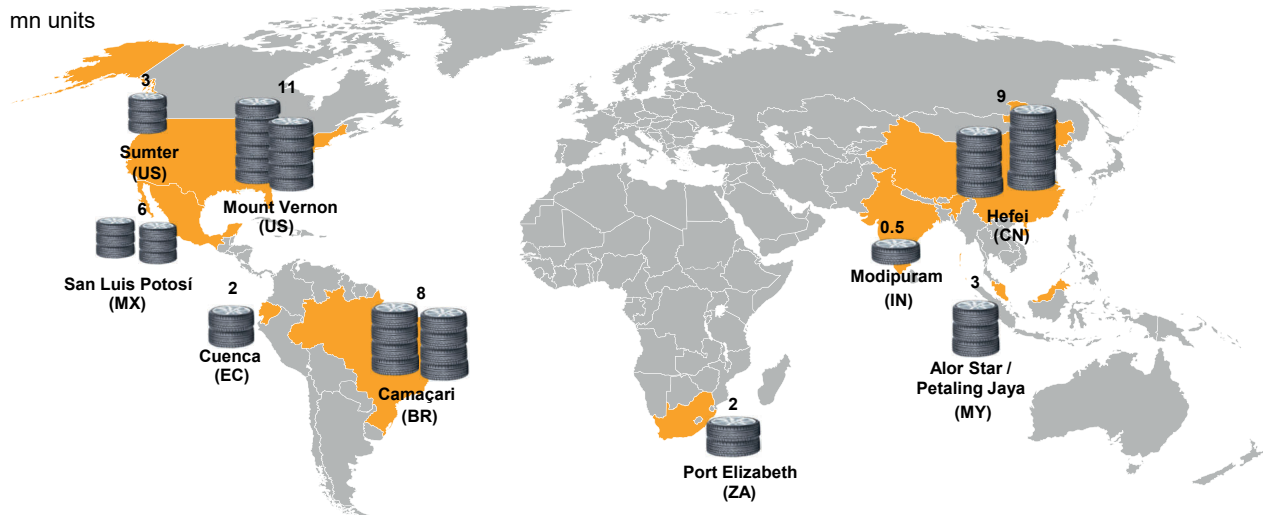
Market Share for Truck Tires¹ in 2018



Source: Continental estimates.
¹ Replacement.
² Western and Central Europe including Turkey.
³ Dissolving of alliance in October 2015.

IX. Passenger and Light Truck Tires

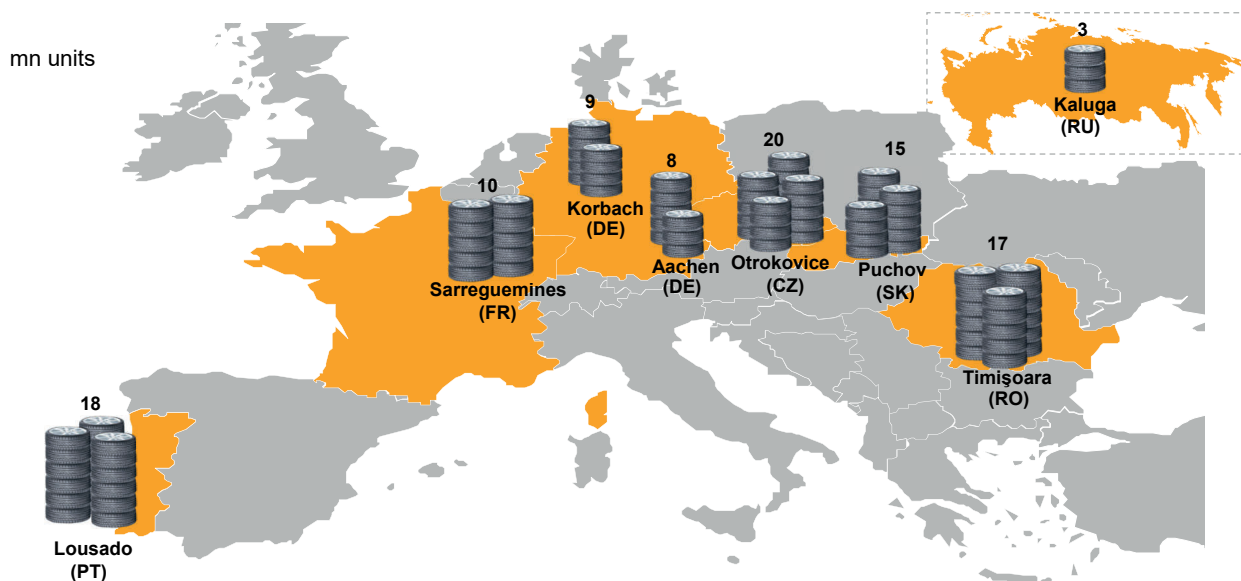
Continental Worldwide PLT Production in 2018¹



¹ W/o Europe.

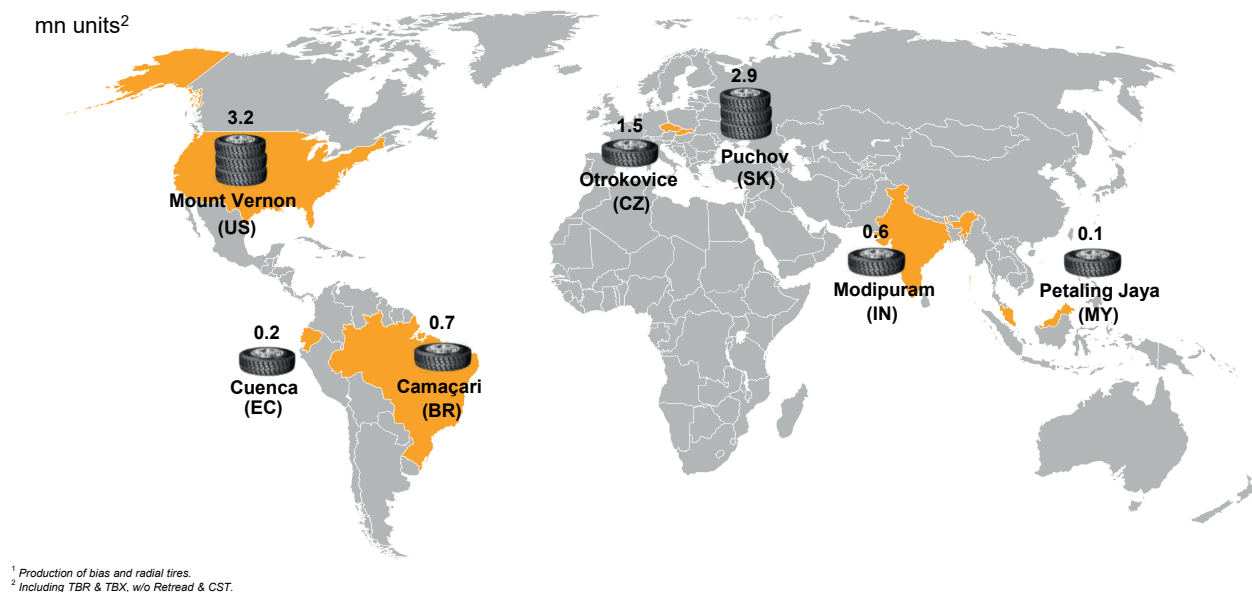
IX. Passenger and Light Truck Tires

Continental European PLT Production in 2018



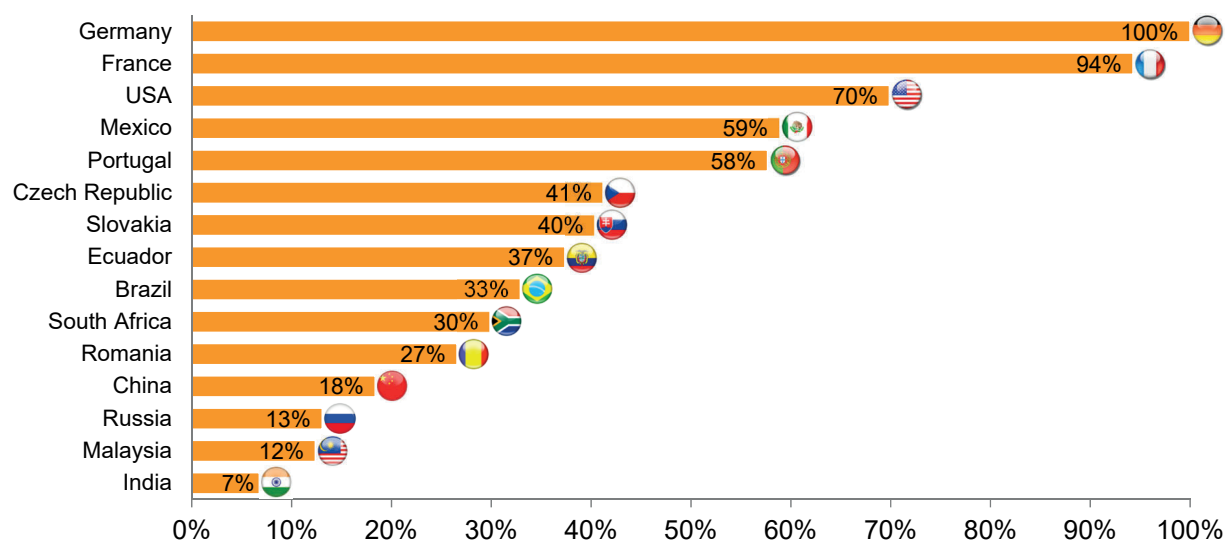
IX. Commercial Vehicle Tires

Continental Worldwide Truck Tire Production¹ in 2018



IX. Tires

Cost of Labor at Continental Manufacturing Sites¹

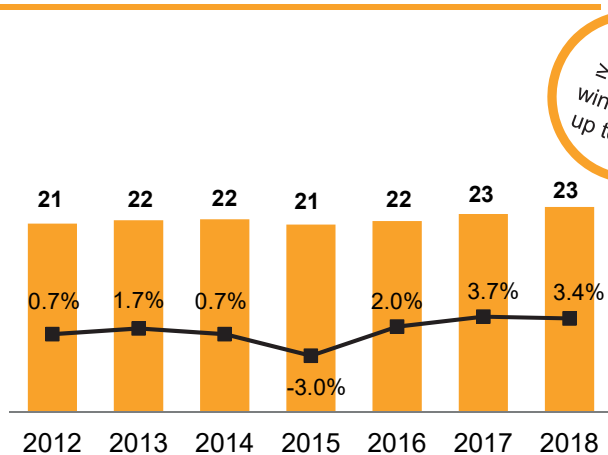


Restated base calculation. Not comparable to prior year.
¹ Based on average currency exchange rates in 2018.

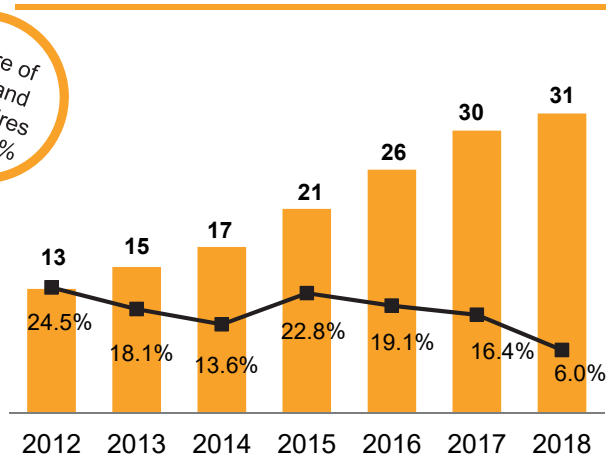
IX. Passenger and Light Truck Tires

Product Mix Improvement

Winter tires worldwide¹
(in mn units / year-on-year increase in %)



High performance summer tires worldwide²
(in mn units / year-on-year increase in %)

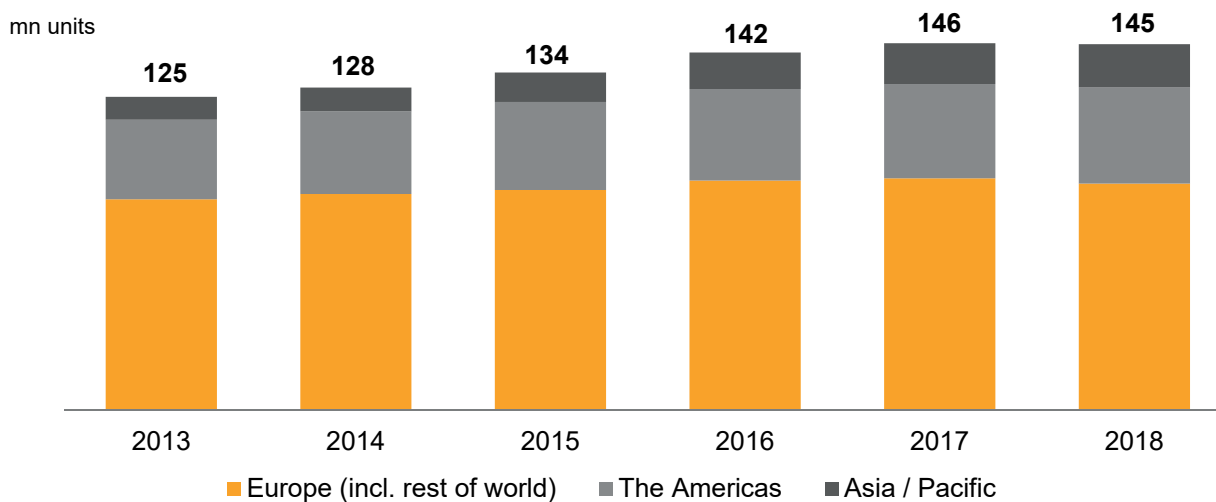


¹ OE and replacement (excl. all-season tires).

² All summer tires and all-season tires with rim sizes of at least 18 inches.

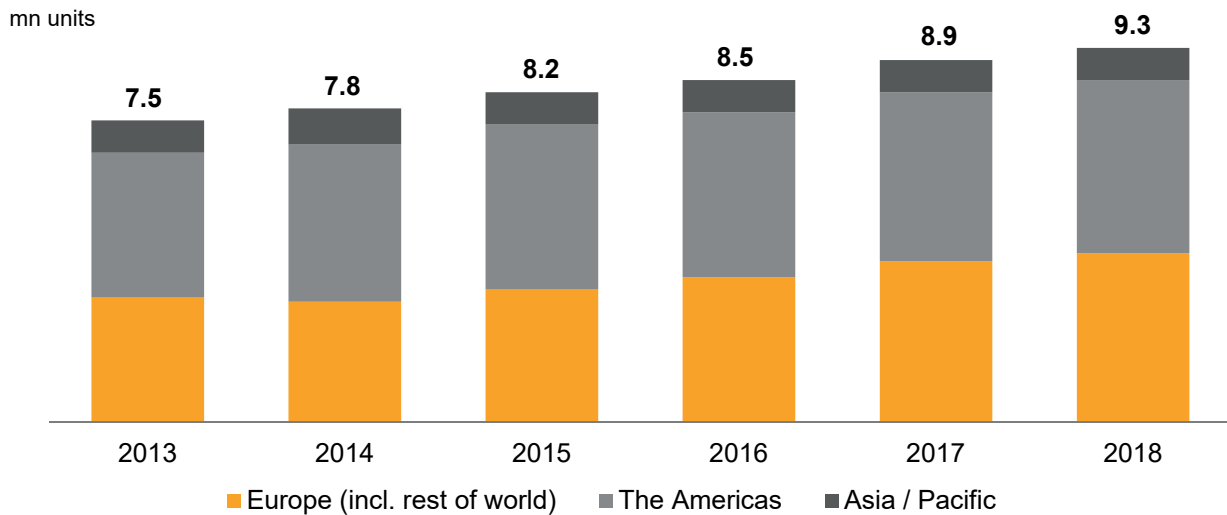
IX. Passenger and Light Truck Tires

Unit Sales 2013 – 2018



IX. Commercial Vehicle Tires

Unit Sales 2013 – 2018



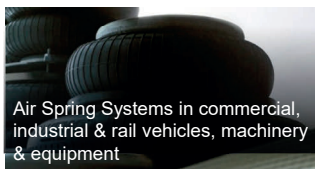
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IX. ContiTech

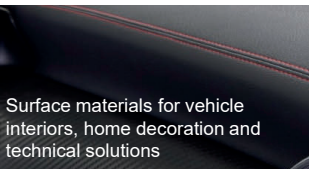
Business Units and Key Products

Air Spring Systems



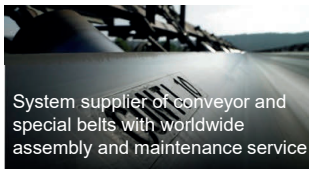
Air Spring Systems in commercial, industrial & rail vehicles, machinery & equipment

Benecke-Hornschuch Surface Group



Surface materials for vehicle interiors, home decoration and technical solutions

Conveyor Belt Group



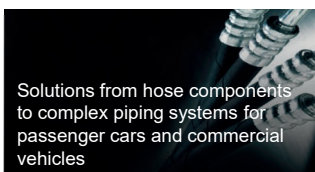
System supplier of conveyor and special belts with worldwide assembly and maintenance service

Industrial Fluid Solutions



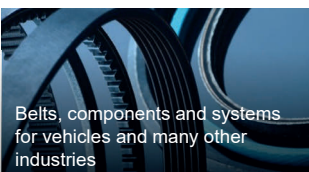
Hoses for almost every industrial application and industrial vehicles

Mobile Fluid Systems



Solutions from hose components to complex piping systems for passenger cars and commercial vehicles

Power Transmission Group



Belts, components and systems for vehicles and many other industries

Vibration Control



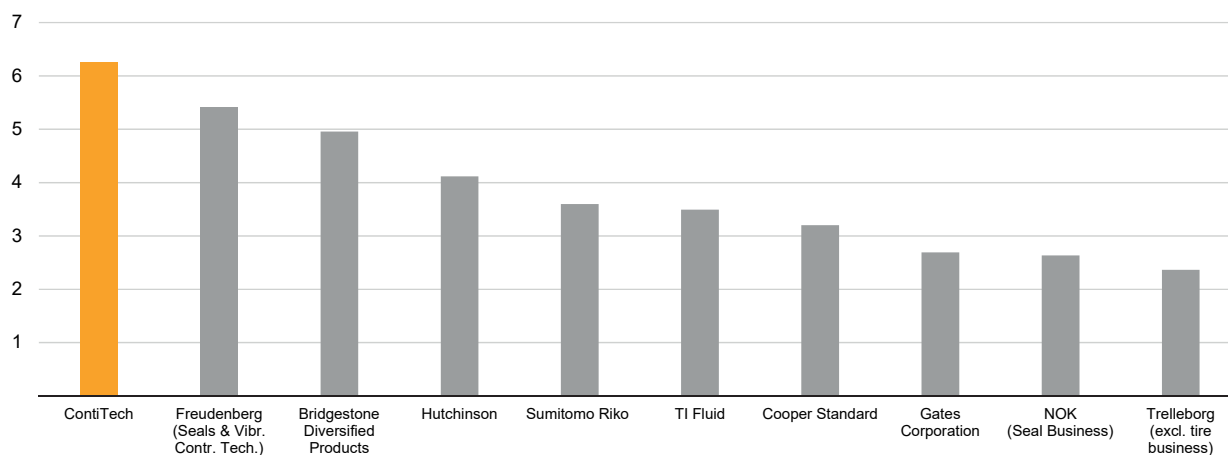
Vibration technology and noise insulation in automobiles and many other industries

As a technology partner, we offer intelligent solutions made of rubber and plastic in combination with metal, fabric and electronics.

IX. ContiTech

Forming a Global Player in Rubber and Plastics Technologies

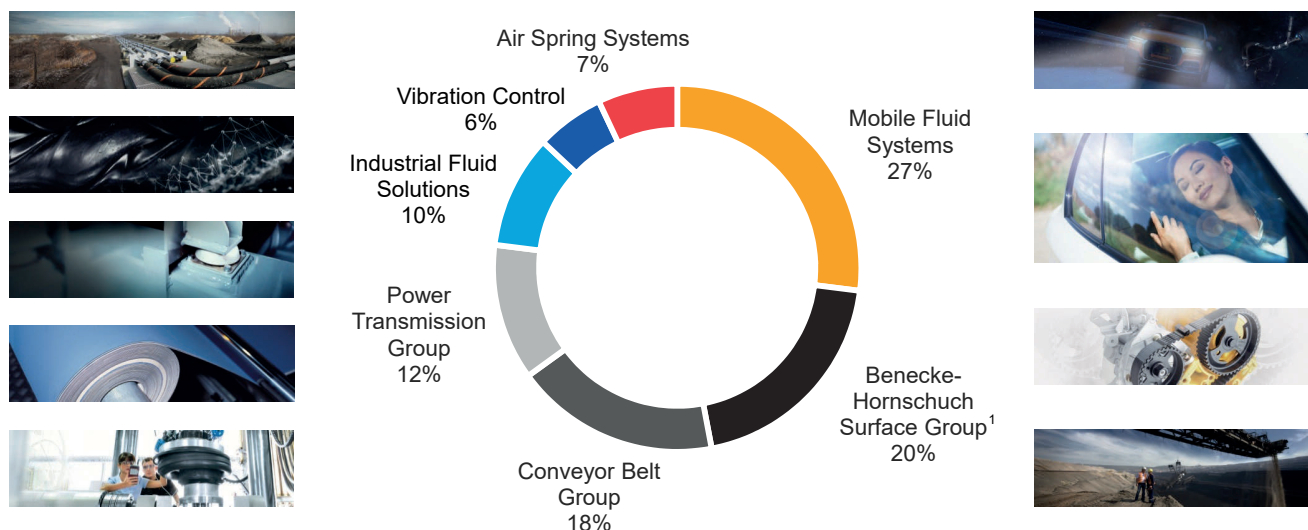
Top 10 Non-Tire Rubber Companies – 2017 Sales (€ bn)



Source: Company filings. Calendarized to Dec. year-end. Based on average currency exchange rates 2017

IX. ContiTech

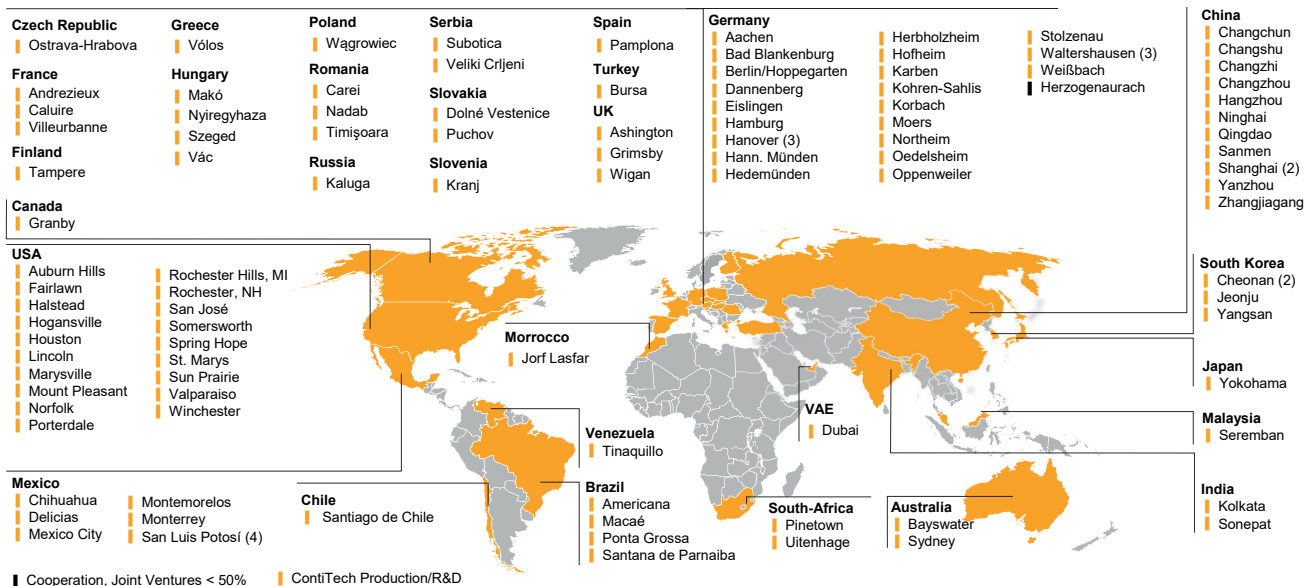
Sales Distribution by Business Unit 2018



IX. ContiTech

Locations Worldwide

112 sites for production and R&D in 30 countries. Divisional headquarters in Hanover, Germany.



IX. ContiTech

Key Figures

€ mn	2016	2017	2018
Sales	5,462.5	6,246.4	6,344.7
EBITDA	730.9	750.9	701.4
in % of sales	13.4	12.0	11.1
EBIT	399.2	442.2	396.2
in % of sales	7.3	7.1	6.2
EBIT adjusted ¹		539.8	472.8
in % of sales ¹		8.7	7.6
Operating assets (average)	2,948.7	3,182.1	3,146.9
ROCE	13.5	13.9	12.6
R, D & E expenses (net)	119.7	138.4	149.1
in % of sales	2.2	2.2	2.3
Capex ²	212.0	213.2	250.2
in % of sales	3.9	3.4	3.9
Depreciation and amortization ³	331.7	308.7	305.2
in % of sales	6.1	4.9	4.8
thereof impairment ⁴	37.0	2.4	0.3

IFRS 9 and IFRS 15 applied starting 2018.

¹ EBIT before amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation.

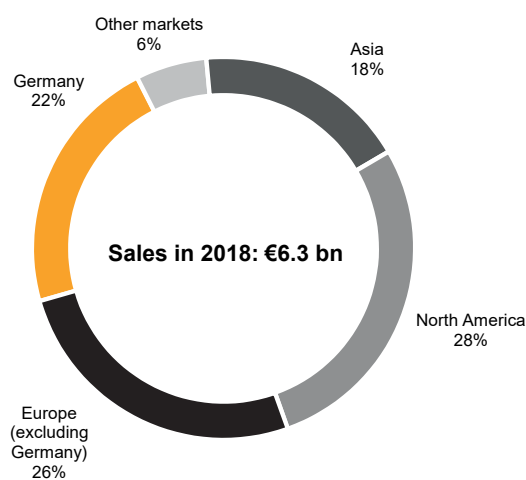
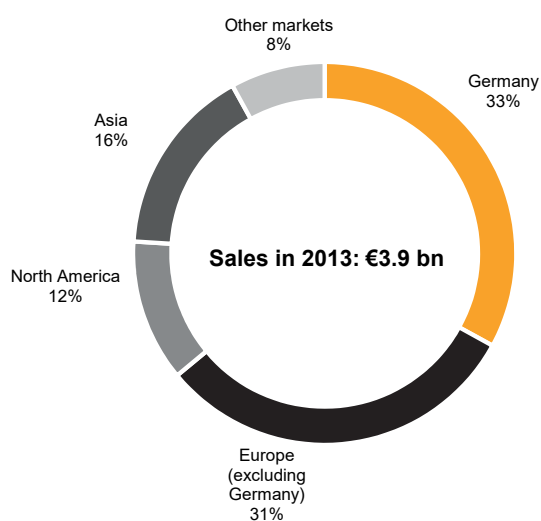
² Capital expenditure on property, plant and equipment, and software.

³ Excluding impairment on financial investments.

⁴ Impairment also includes necessary reversals of impairment losses.

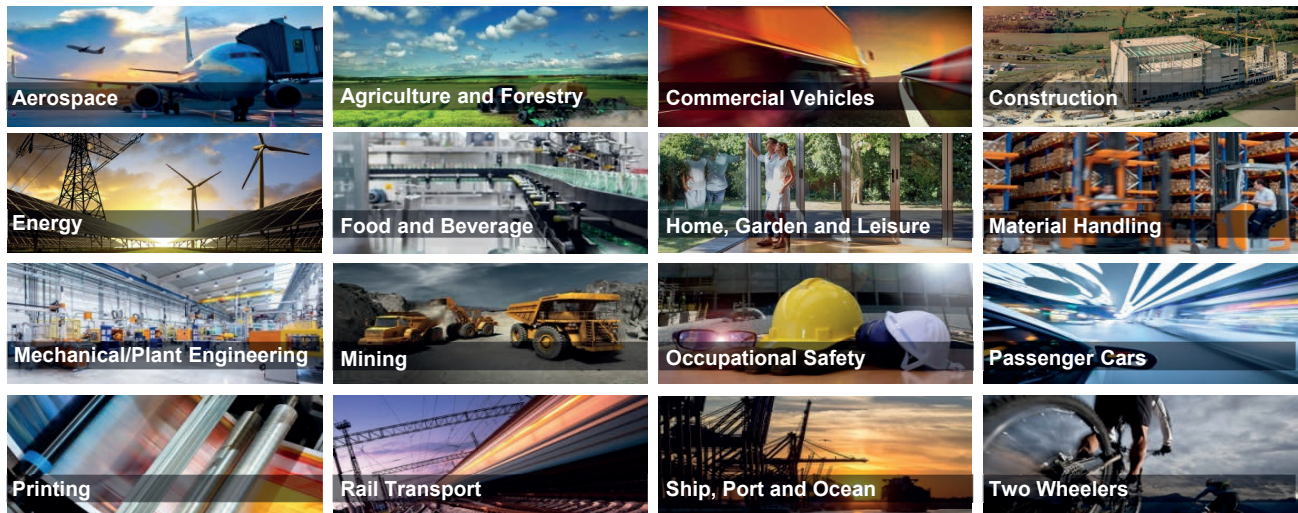
IX. ContiTech

Sales by Market



IX. ContiTech

Customer and Competence Fields



We are experts in a large variety of industries with an understanding for the opportunities of digitalization.

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X. Share and Bond Information

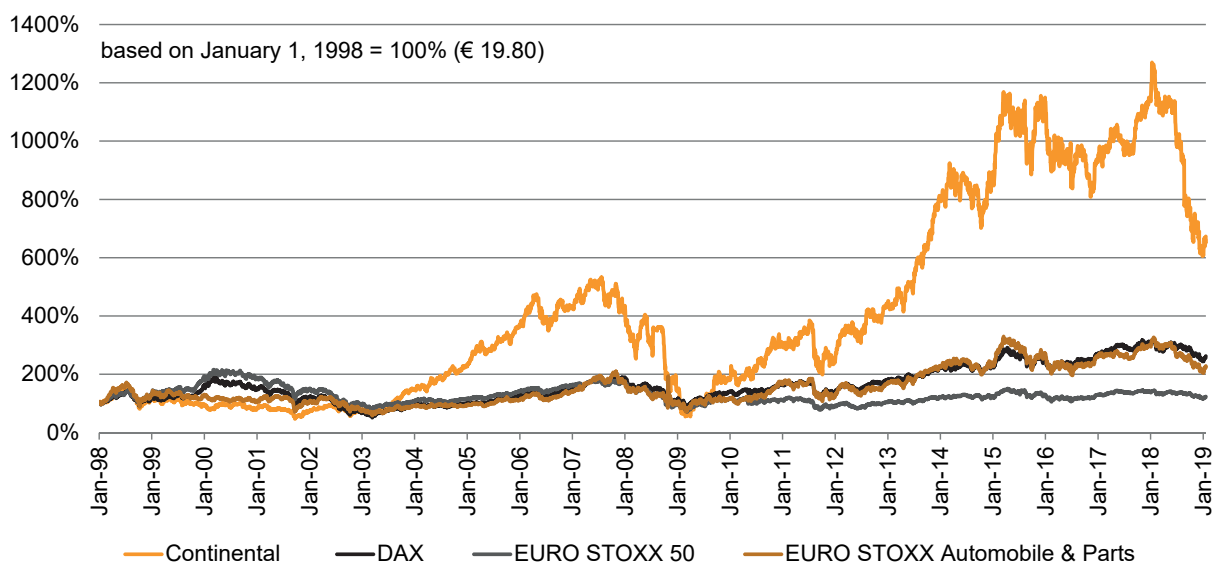
Share Data / ADR Data

Share Data		ADR Data	
Type of share	No-par value share	Ratio	1:10 (ordinary share : ADRs) ¹
Bloomberg Ticker	CON	Bloomberg Ticker	CTTAY
Reuters Ticker	CONG	Reuters Ticker	CTTAY.PK
German Security Identification Number (WKN)	543 900	ISIN	US2107712000
ISIN	DE0005439004	ADR Level	Level 1
Shares outstanding as at December 31, 2018	200,005,983	Exchange	OTC
		Sponsor	Deutsche Bank Trust Company Americas

¹ Before October 29, 2018 split was 1:5.

X. Share and Bond Information

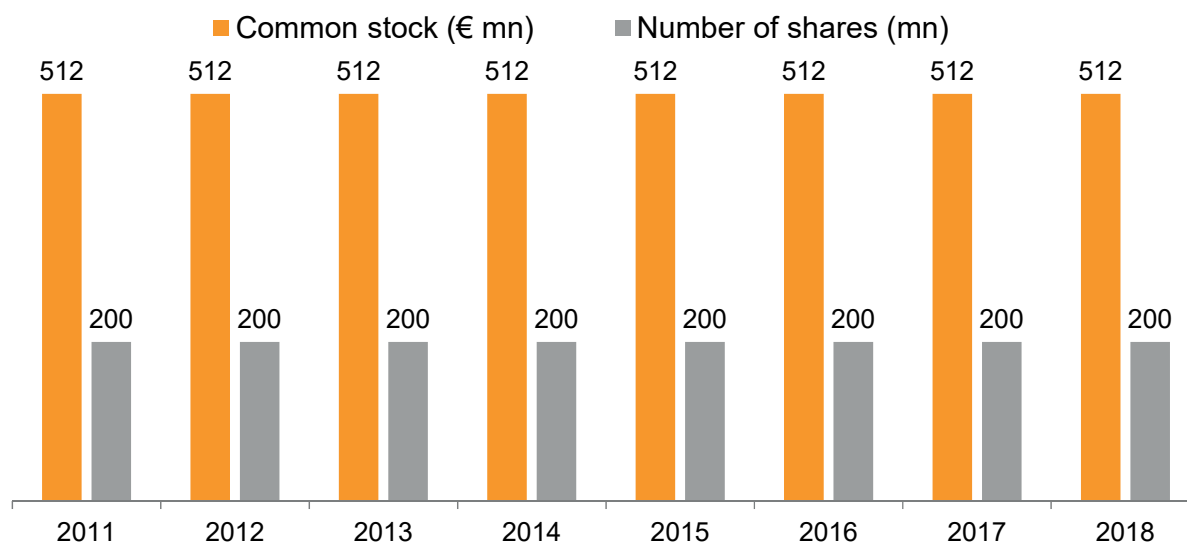
Share Price Development vs. Major Stock Indexes



Source: Bloomberg.

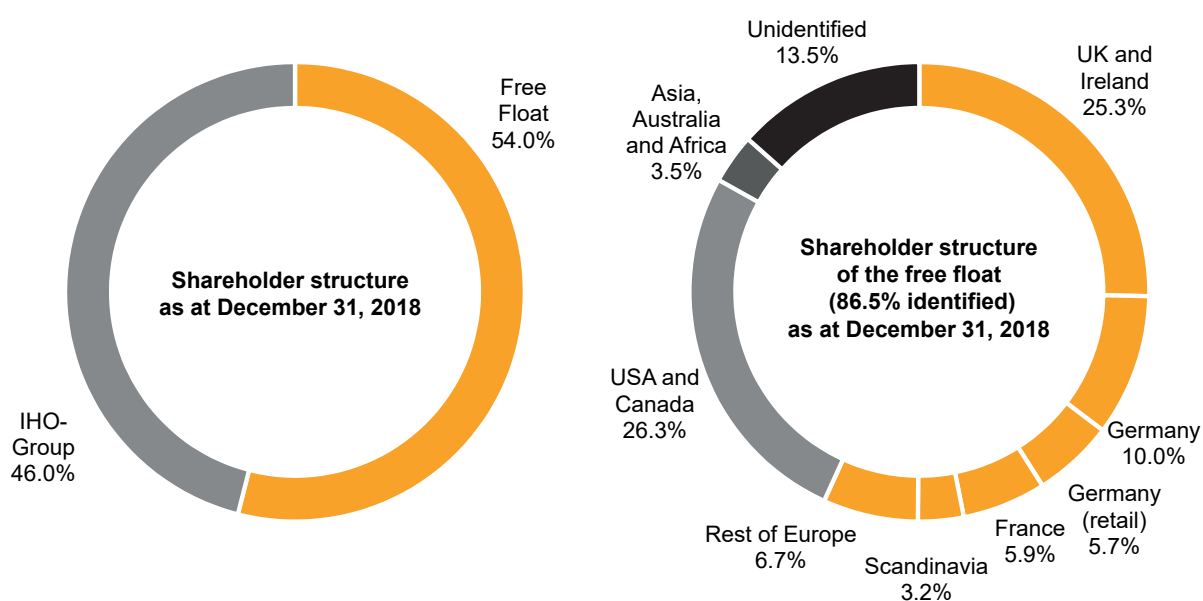
X. Share and Bond Information

Common Stock



X. Share and Bond Information

Shareholder Structure



X. Share and Bond Information

Bond Data

Issuer	Continental AG	Continental AG
Issue	Senior Notes	Senior Notes
Principal amount	€600 mn	€750 mn
Offering price	99.410%	99.228%
Rating at issuance date	BBB+ (S&P) BBB+ (Fitch)	Ba1 (Moody's ³) BB (S&P) BBB (Fitch ¹)
Current corporation and bond ratings²		BBB+ (Fitch), BBB+ (S&P), Baa1 (Moody's³)
Coupon	0.0% p.a.	3.125% p.a.
Issue date	December 5, 2016	September 9, 2013
Maturity	February 5, 2020	September 9, 2020
Interest payment	Not applicable	Annual September 9
WKN	A2DARM	A1X3B7
ISIN	XS1529561182	XS0969344083
Denomination	€1,000 with minimum tradable amount €1,000	

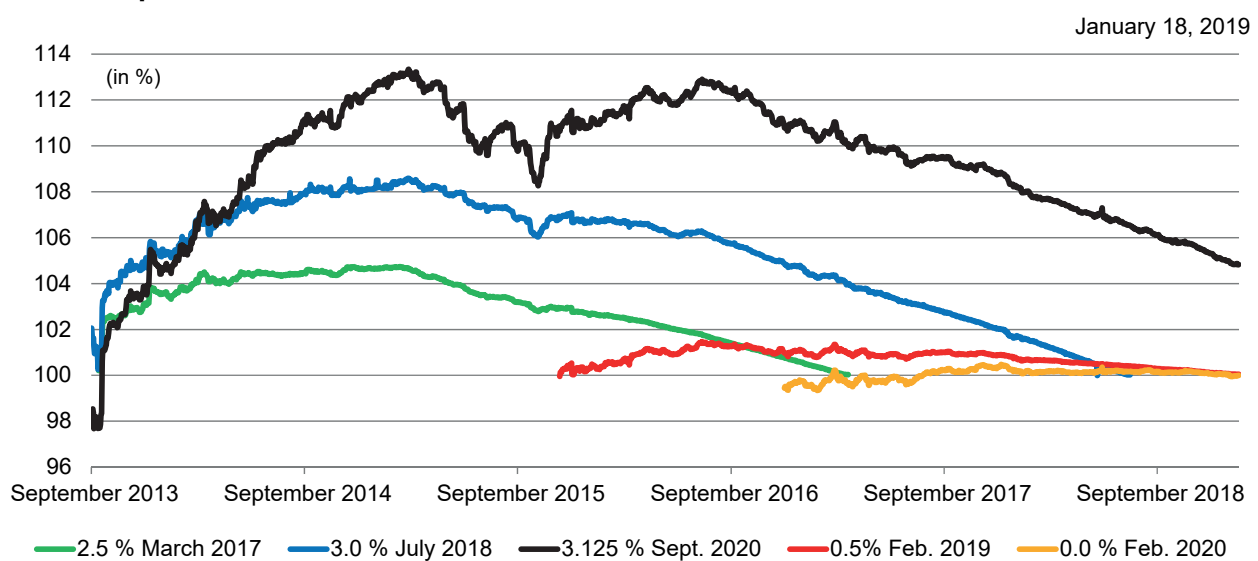
¹ Non-contracted rating at date of issuance.

² Fitch since October 24, 2016; S&P since May 11, 2016; Moody's since June 30, 2015.

³ Non-contracted rating since February 1, 2014.

X. Share and Bond Information

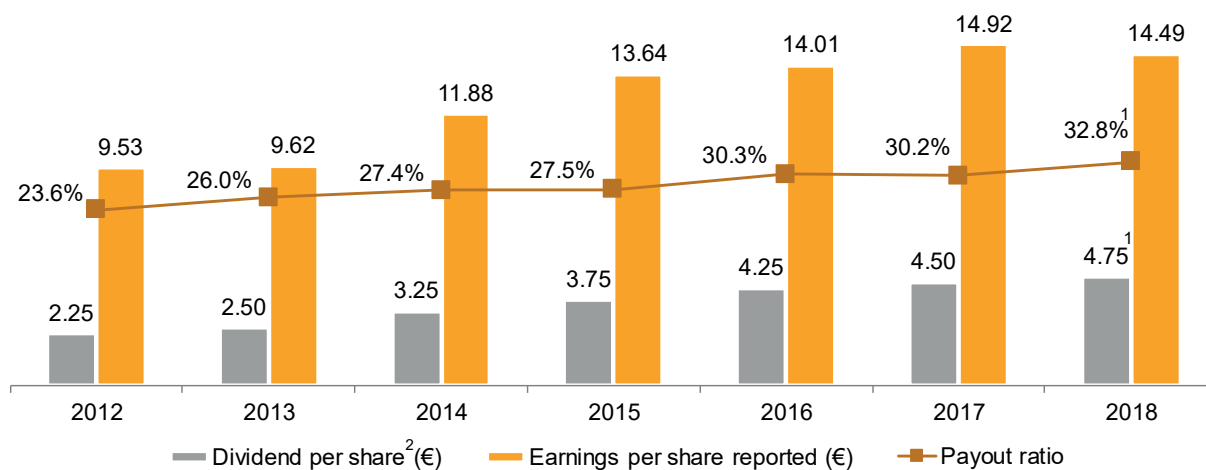
Development of the Bonds



Source: Bloomberg.

X. Share and Bond Information

Dividend, Earnings per Share and Payout Ratio

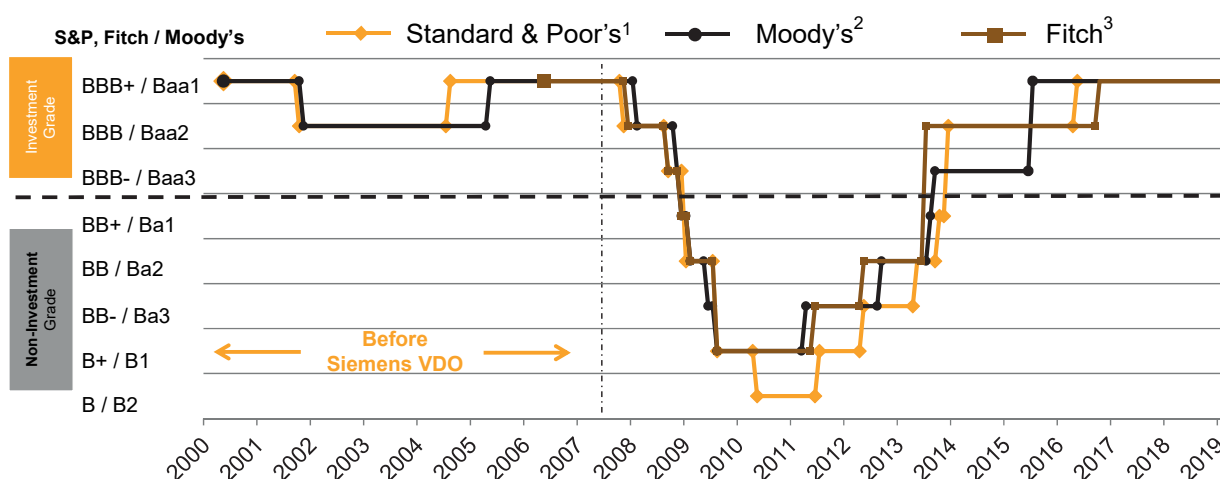


¹ Dividend for FY 2018 subject to approval of the Annual Shareholders' Meeting (ASM) on April 26, 2019.

² Dividend paid for the respective fiscal year, payout in the subsequent year.

X. Share and Bond Information

Development of Continental's Credit Rating



¹ Contracted rating since May 19, 2000.

² Non-contracted rating since February 1, 2014.

³ Contracted rating since November 7, 2013.

X. Share and Bond Information

10 Year Financial Overview

		2018 ¹	2017	2016	2015	2014	2013	2012 ²	2011	2010	2009
Balance sheet											
Non-current assets	€ mn	23,658.7	22,038.4	21,321.0	19,666.6	16,923.3	15,569.5	15,685.7	15,075.5	14,887.9	14,724.6
Current assets	€ mn	16,786.7	15,402.1	14,853.9	13,169.1	13,317.8	11,251.3	11,764.4	10,962.9	9,502.6	8,324.6
Total assets	€ mn	40,445.4	37,440.5	36,174.9	32,835.7	30,241.1	26,820.8	27,450.1	26,038.4	24,390.5	23,049.2
Shareholders' equity (excl. non-controlling interests)	€ mn	17,850.4	15,828.4	14,270.0	12,786.3	10,672.1	9,011.2	7,779.0	7,146.1	5,859.6	3,772.6
Non-controlling interests	€ mn	482.9	461.9	464.8	427.6	352.5	311.0	377.4	397.2	343.3	289.1
Total equity (incl. non-controlling interests)	€ mn	18,333.3	16,290.3	14,734.8	13,213.9	11,024.6	9,322.2	8,156.4	7,543.3	6,202.9	4,061.7
Equity ratio ³	%	45.3	43.5	40.7	40.2	36.5	34.8	29.7	29.0	25.4	17.6
Capital expenditure ⁴	€ mn	3,124.4	2,854.4	2,593.0	2,178.8	2,045.4	1,981.1	2,019.4	1,711.3	1,296.4	860.1
Net indebtedness	€ mn	1,661.3	2,047.6	2,797.8	3,541.9	2,823.5	4,289.3	5,319.9	6,772.1	7,317.0	8,895.5
Gearing ratio	%	9.1	12.6	19.0	26.8	25.6	46.0	65.2	89.8	118.0	219.0
Income statement											
Sales	€ mn	44,404.4	44,009.5	40,549.5	39,232.0	34,505.7	33,331.0	32,736.2	30,504.9	26,046.9	20,095.7
Share of foreign sales	%	80.1	79.7	79.3	78.6	76.6	76.2	75.4	73.7	72.8	71.0
Cost of sales ⁵	%	75.0	74.2	73.4	74.1	74.9	76.6	78.3	79.0	77.8	80.0
Research and development expenses (net) ⁵	%	7.2	7.1	6.9	6.2	6.2	5.6	5.3	5.3	5.6	6.7
Selling and logistics expenses ⁵	%	5.6	5.5	5.6	5.6	5.3	5.0	4.8	4.7	5.0	5.6
Administrative expenses ⁵	%	2.6	2.6	2.5	2.4	2.2	2.1	2.0	2.1	2.5	3.0
EBITDA	€ mn	6,235.7	6,678.9	6,057.4	6,001.4	5,133.8	5,095.0	4,967.4	4,228.0	3,587.6	1,591.2
EBITDA ⁵	%	14.0	15.2	14.9	15.3	14.9	15.3	15.2	13.9	13.8	7.9
Personnel expenses	€ mn	11,125.3	10,687.3	9,695.7	9,164.6	7,757.2	7,124.5	6,813.7	6,354.3	5,891.7	5,199.8
Depreciation and amortization ⁶	€ mn	2,208.0	2,117.4	1,961.6	1,885.8	1,789.0	1,831.3	1,781.2	1,631.1	1,652.4	2,631.6
Net income attributable to the shareholders of the parent	€ mn	2,897.3	2,984.6	2,802.5	2,727.4	2,375.3	1,923.1	1,905.2	1,242.2	576.0	-1,649.2
Dividend and earnings per share											
Dividend for the fiscal year	€ mn	950.0 ⁷	900.0	850.0	750.0	650.0	500.0	450.0	300.0	—	—
as at December 31	€ mn	200.0	200.0	200.0	200.0	200.0	200.0	200.0	200.0	200.0	169.0
Net income (per share) attributable to the shareholders of the parent	€	14.49	14.92	14.01	13.64	11.88	9.62	9.53	6.21	2.88	-9.76
Employees											
Annual average	tsd	242.8	230.7	216.0	204.7	186.0	175.4	169.0	159.7	142.7	133.4

¹ Since 2018, IFRS 9, Financial Instruments, and IFRS 15, Revenue from Contracts with Customers, have been applied.

² IAS 19 (revised 2011), Employee Benefits, has been applied since 2012.

³ Including non-controlling interests.

⁴ Capital expenditure on property, plant and equipment, and software.

⁵ As a percentage of sales.

⁶ Excluding impairment on financial investments.

⁷ Subject to the approval of the Annual Shareholders' Meeting on April 26, 2019.

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XI. Glossary

Financial Glossary

ADR	American Depositary Receipt
Capex	Capital expenditure on property, plant and equipment, and software
EBIT	Earnings Before Interest and Taxes
EBIT adjusted	EBIT before amortization of intangibles from PPA, consolidation and special effects
EBITDA	EBIT before Depreciation and Amortization
EBIT margin	EBIT as a percentage of sales
EBITDA margin	EBITDA as a percentage of sales
FCF	The sum of cash flow arising from operating activities and cash flow arising from investing activities. Also referred to as cash flow before financing activities.
Gearing ratio	Net indebtedness divided by equity. Also known as the debt to equity ratio.
ISIN	International Securities Identification Number
Net indebtedness	The net amount of interest-bearing financial liabilities as recognized in the statement of financial position, the positive fair values of the derivative instruments, cash and cash equivalents, as well as other interest-bearing investments.
NIAT	Net Income Attributable to the shareholders of the parent
OA	The assets less liabilities as reported in the balance sheet, without recognizing the net indebtedness, sales of accounts receivable, deferred tax assets, income tax receivables and payables, as well as other financial assets and debts. Average operating assets are calculated as at the end of the quarterly periods and, according to our definition, correspond to the capital employed.
PPA	Purchase Price Allocation
R, D & E expenses	Research, Development and Engineering Expenses
ROCE (average)	Return On Capital Employed. We define ROCE as the ratio of EBIT to average operating assets for the fiscal year.

XI. Glossary

Product and Division Glossary

ABS	Anti-Lock Brake System	I	Interior Division
ACC	Adaptive Cruise Control	IAM	Intelligent Antenna Module
ADAS	Advanced Driver Assistance Systems	LT	Light Truck
CAGR	Compound Annual Growth Rate	NVH	Noise Vibration Harshness
C&S	Chassis & Safety Division	OCB	Optimized Curve Break
CT	ContiTech Division	OLED	Organic Light Emitting Diode
CV	Commercial Vehicle	OTA	Over The Air
CVT	Commercial Vehicle Tires	PC	Passenger Car
ECU	Electronic Control Unit	PLT	Passenger and Light Truck Tires
EBS	Electronic Brake System	PT	Powertrain Division
ESC	Electronic Stability Control	RV	Recreational Vehicle
E2E	End to End	SSR	Self-Supporting Runflat Tires
FDG	Full Digital Cluster	SUV	Sport Utility Vehicle
HEV	Hybrid Electric Vehicle	TCS	Traction Control System
HMI	Human Machine Interface	TPMS	Tire Pressure Monitoring System
HUD	Head Up Display	V2X	Vehicle-to-everything

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Market Disclosure Requirements

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Financial Calendar

2019

Preliminary figures for fiscal 2018	January 14, 2019
Annual Financial Press Conference	March 7, 2019
Annual Shareholders' Meeting (incl. key data for Q1 2019)	April 26, 2019
Q1 Financial Report	May 9, 2019
Half Year Financial Report	August 6, 2019
Nine Month Financial Report	November 12, 2019

2020

Preliminary figures for fiscal 2019	January 2020
Annual Financial Press Conference	March 2020
Annual Shareholders' Meeting (incl. key data for Q1 2020)	April 30, 2020
Q1 Financial Report	May 2020
Half Year Financial Report	August 2020
Nine Month Financial Report	November 2020

Continental Aktiengesellschaft

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