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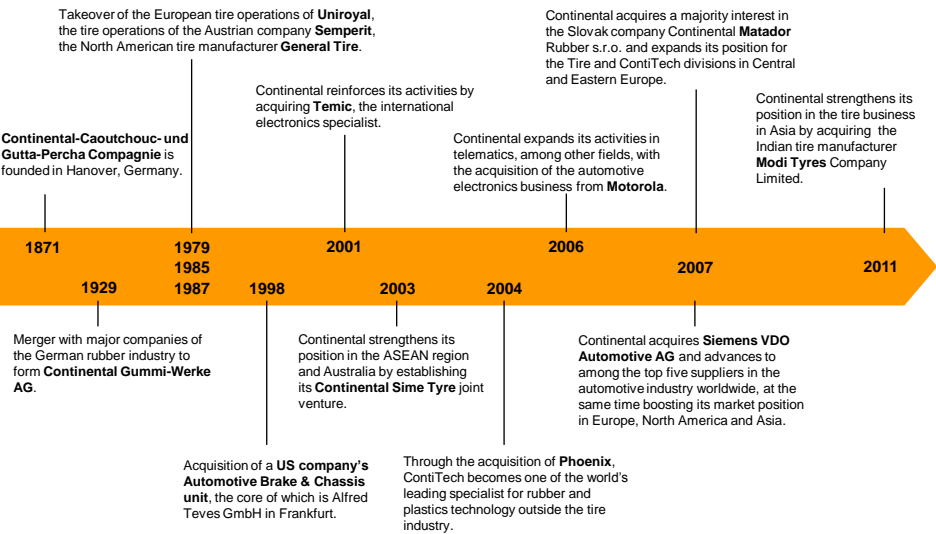
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Topics

I.	Continental at a Glance
II.	Continental Strategy
III.	Continental Corporation
IV.	Market Data
V.	Automotive Group
VI.	Rubber Group
VII.	Sustainability at Continental
VIII.	Share & Bond Information
IX.	Glossary

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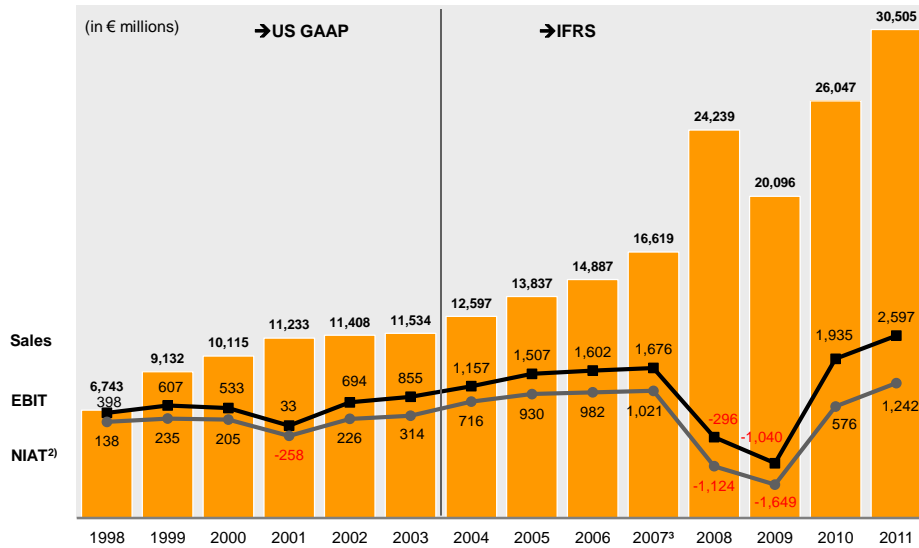
Continental at a Glance  
140 Years of Progress and Achievement



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## Continental at a Glance

### Continental Corporation – Sales, EBIT & Net Income<sup>1)</sup>



- 1) From 1998 until 2003 US GAAP / from 2004 onwards IFRS  
 2) Net income attributable to the shareholders of the parent under IFRS since 2004  
 3) Since December 1, 2007, including Siemens VDO

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## Continental at a Glance

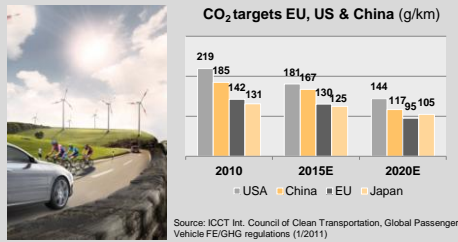
### Executive Board



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## Continental Strategy Megatrends in the Automotive Industry

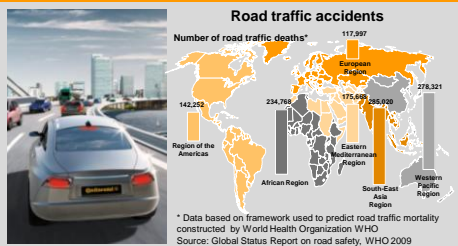
### Environment – For clean power



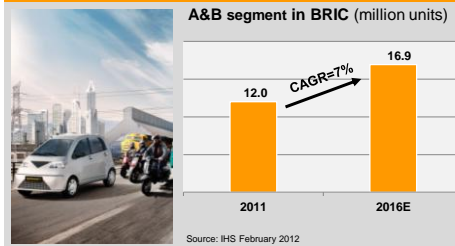
### Information – For intelligent driving



### Safety – For safe mobility



### Affordable Cars – For global mobility



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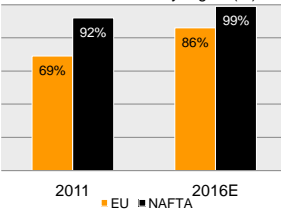
## Continental at a Glance Among the Leading Global Suppliers in Key Automotive Electronics Applications

### Chassis & Safety

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

Sales 2011 €6,511 mn  
% of total 21%

#### ESC<sup>1</sup> installation rate by region (%)

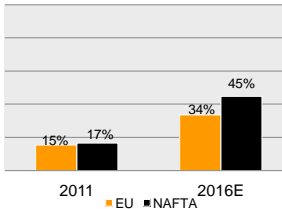


### Powertrain

- Diesel injection systems
- Gasoline injection systems
- Transmission control units
  - Double clutch transmission control units

Sales 2011 €5,842 mn  
% of total 19%

#### Gasoline direct injection systems installation rate by region (%)

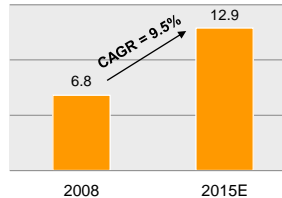


### Interior

- Body & security products
- CV interiors
- Device connectivity & telematics units
- Instrumentation and displays & human machine interfaces

Sales 2011 €6,111 mn  
% of total 20%

#### Telematics market<sup>2</sup> (in \$ billion)

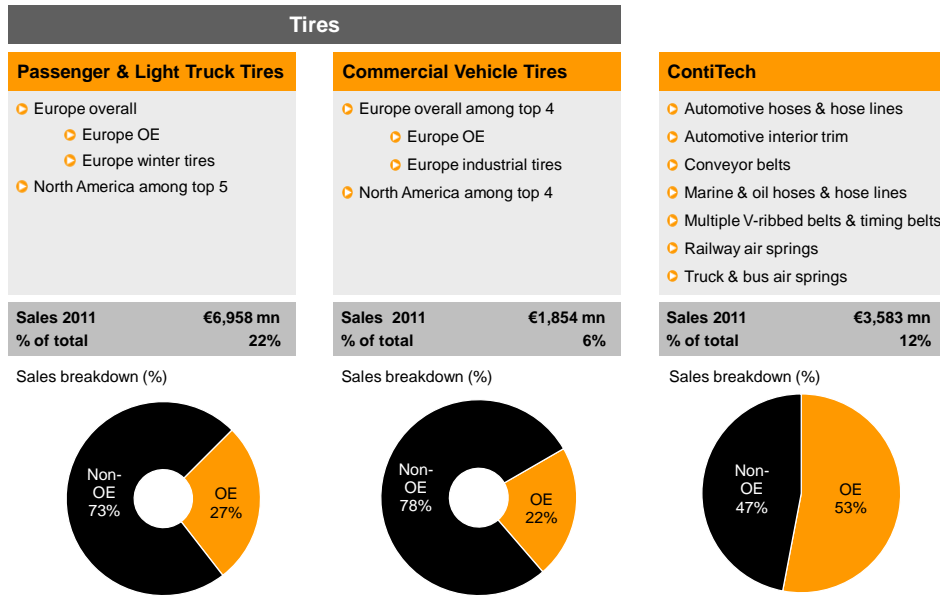


Source: Global Insight, The Freedonia Group  
1) ESC: Electronic Stability Control is a type of electronic brake system  
2) Source: Frost & Sullivan, December 2009

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## Continental at a Glance

### Among the Leading Global Suppliers in Tire and Non-Tire Rubber

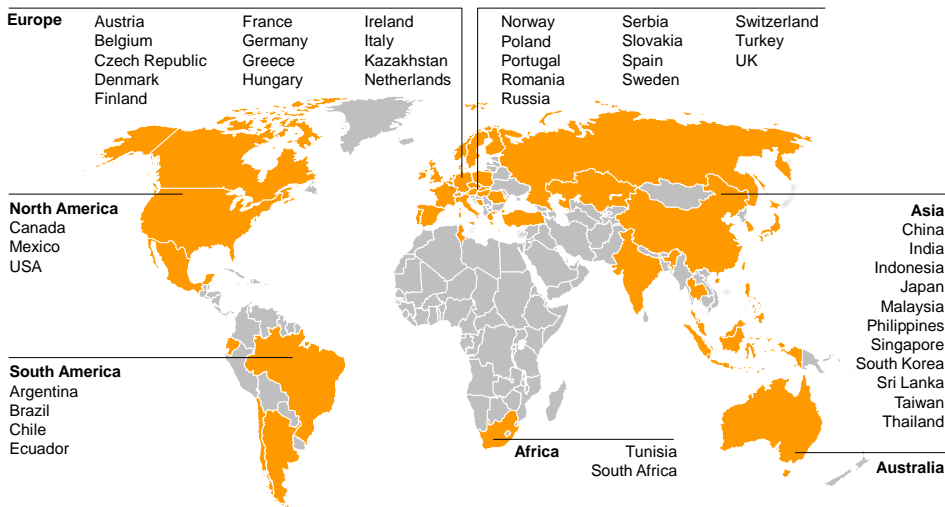


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## Continental at a Glance

### Continental Corporation Worldwide

More than 265 sites for production, R&D and sales in 46 countries. Headquarters in Hanover, Germany.

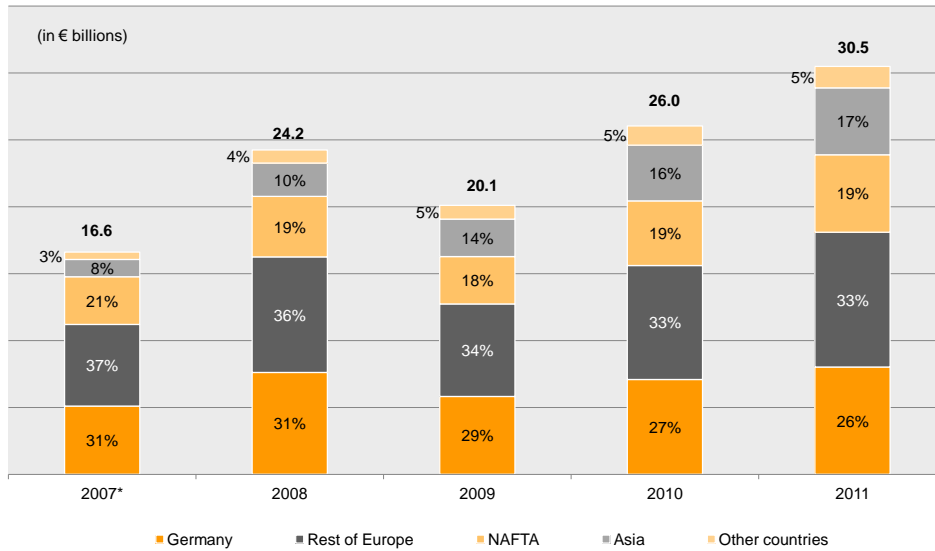


Status: January 2012

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## Continental at a Glance

### Development of Consolidated Sales by Region

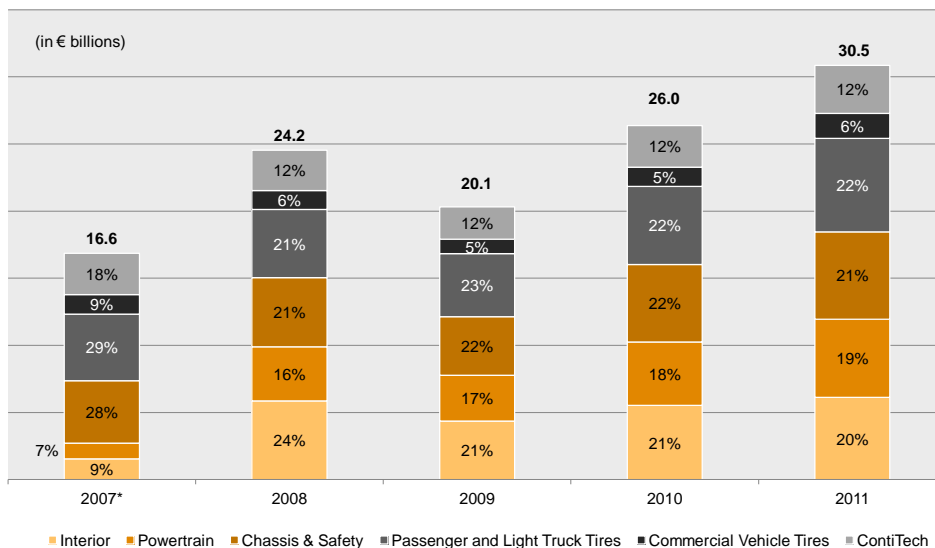


\* Since December 2007 including Siemens VDO

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## Continental at a Glance

### Development of Consolidated Sales by Division

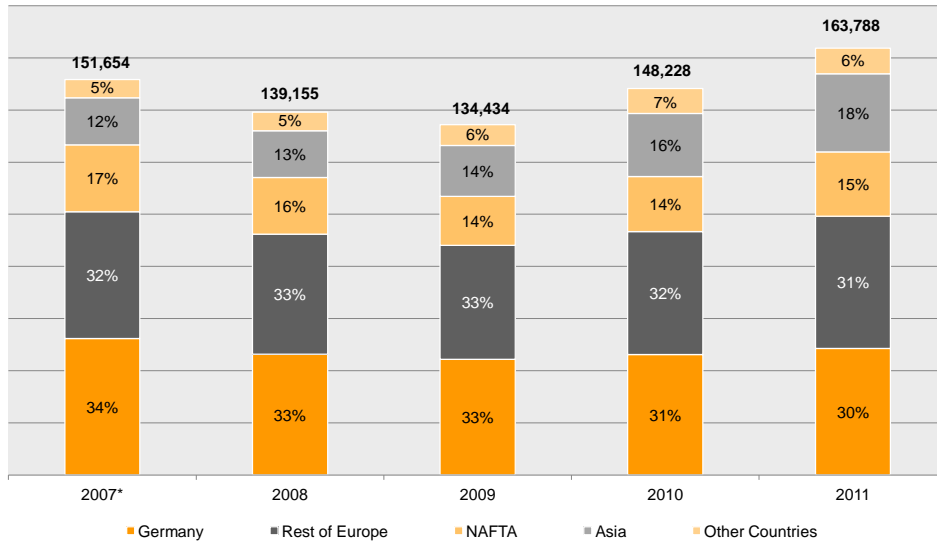


\* Since December 2007 including Siemens VDO

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## Continental at a Glance

### Number of Employees by Region

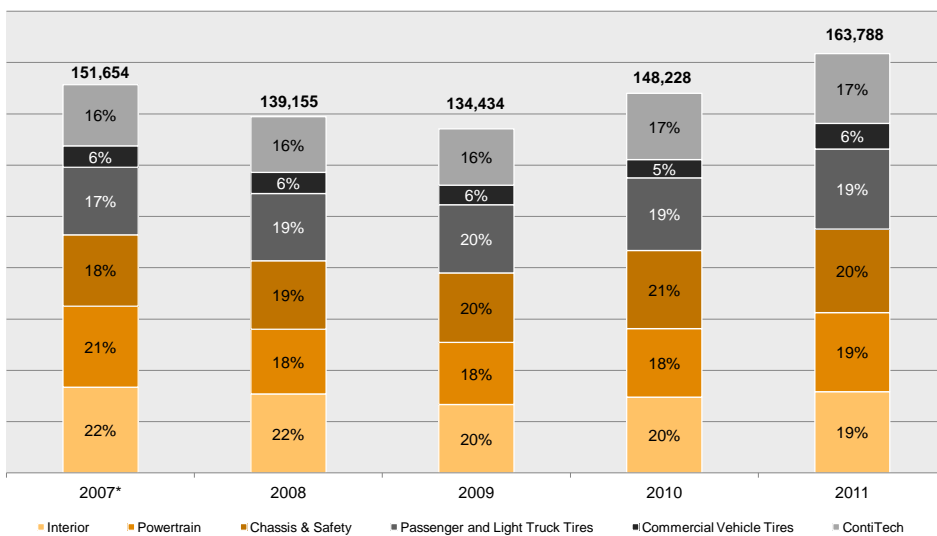


\* Since December 2007 including Siemens VDO

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## Continental at a Glance

### Number of Employees by Division



\* Since December 2007 including Siemens VDO

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## Topics

- I. Continental at a Glance
- II. Continental Strategy
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- V. Automotive Group
- VI. Rubber Group
- VII. Sustainability at Continental
- VIII. Share & Bond Information
- IX. Glossary

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## Continental Strategy

We Shape the Megatrends in the Automotive Industry

**Environment – For clean power**



**Information – For intelligent driving**



**Safety – For safe mobility**



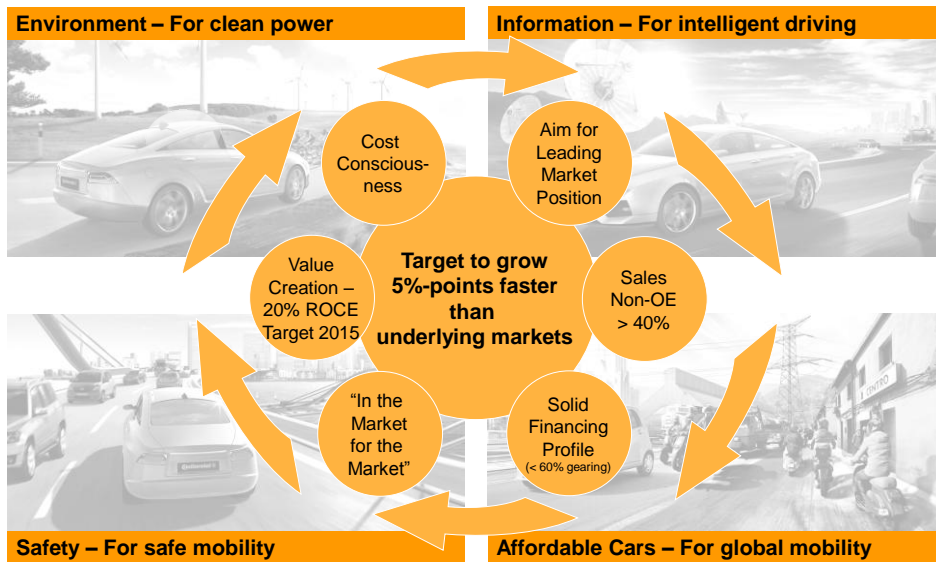
**Affordable Cars – For global mobility**



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## Continental Strategy Systematic Entrepreneurial Approach



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## Continental Strategy – Megatrend Environment Initiatives in EU, USA and Japan – Towards Cleaner Mobility

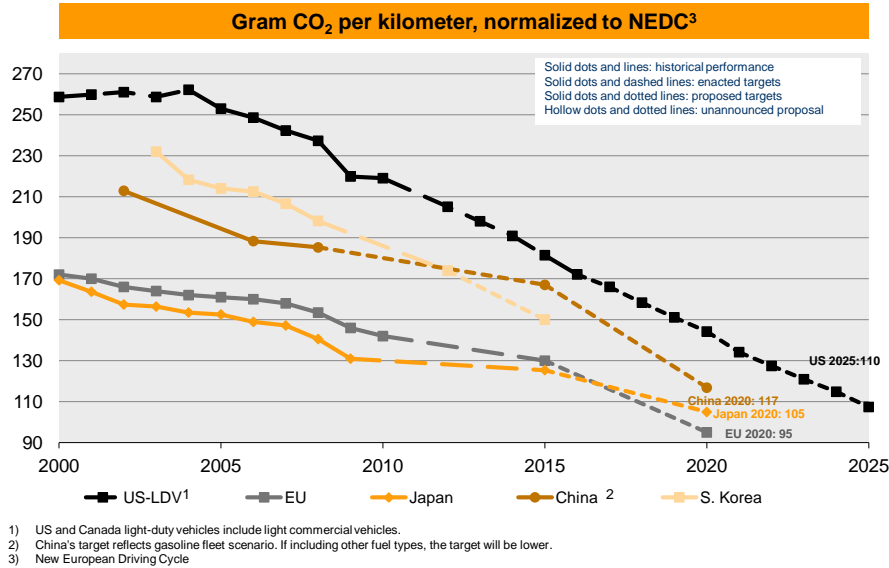
EU <sup>1</sup>	USA <sup>2,3</sup>	Japan <sup>4</sup>
<p>EU aims to reduce CO<sub>2</sub> emissions by improvement in vehicle technology:</p> <ul style="list-style-type: none"> <li>For <b>passenger cars</b>, EU targets average CO<sub>2</sub> emissions at: <ul style="list-style-type: none"> <li>130 g/km* from 2015<sup>5</sup></li> <li>95 g/km from 2020</li> </ul> </li> <li>For <b>passenger cars</b>, excess emissions premiums will be implemented in steps from 2012 onwards (100% penalty only in 2015) if not meeting targets</li> <li>For <b>light commercial vehicles</b>, EU targets average CO<sub>2</sub> emissions at: <ul style="list-style-type: none"> <li>175 g/km from 2017</li> <li>147 g/km from 2020</li> </ul> </li> </ul> <p>Test Cycle: NEDC (New European Driving Cycle)</p> <p>* Gram per kilometer</p>	<p>NHTSA<sup>6</sup> and EPA<sup>7</sup> to establish a National Fuel Efficiency Policy (NFEP):</p> <ul style="list-style-type: none"> <li>For <b>passenger cars and light trucks combined</b>, CAFE<sup>8</sup> set to increase to: <ul style="list-style-type: none"> <li>35.5 mpg* by 2016<sup>9</sup></li> <li>54.5 mpg by 2025<sup>9</sup></li> </ul> </li> </ul> <p>Test Cycle: CAFE (Corporate Average Fuel Economy)</p> <p>* Miles per gallon</p>	<p>ECCJ<sup>10</sup> aims to improve fuel efficiency standards by 23.5% by 2015 vs. 2004:</p> <ul style="list-style-type: none"> <li>For <b>passenger cars and light duty trucks (&lt;3.5 tonnes)</b>, the aim is to increase average level of fuel efficiency to: <ul style="list-style-type: none"> <li>16.8 km/l* by 2015<sup>11</sup></li> </ul> </li> </ul> <p>Test Cycle: JC08 (Japanese Cycle)</p> <p>* Kilometers per liter</p>
Emerging markets likely to follow Europe/USA/Japan on fuel efficiency standards		

- Regulations (EC) No. 443/2009 and (EU) No. 510/2011
- Refers to the joint proposal of NHTSA and EPA, May 2009, and President Obama's NFPE; The White House, May 19, 2009
- Refers to the joint proposal of NHTSA and EPA, November 2011
- Refers to "Act on the Rational Use of Energy" of the Ministry of Economics, Trade and Industry (METI) and Ministry of Land, Infrastructure, Transport and Tourism (MLIT)
- Corresponds to the EU6 emission standard
- NHTSA: National Highway Traffic Safety Administration
- EPA: Environmental Protection Agency
- CAFE: Corporate Average Fuel Economy
- 35.5 mpg CAFE = 250g/mile CAFE = 171 g/km NEDC ; 54.5 mpg CAFE = 162g/mile CAFE = 110 g/km NEDC
- ECCJ: Energy Conservation Center Japan
- 16.8 km/l JC08 = 140 g/km JC08 = 125 g/km NEDC

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## Continental Strategy – Megatrend Environment

### Initiatives Towards Cleaner Mobility in Different Regions

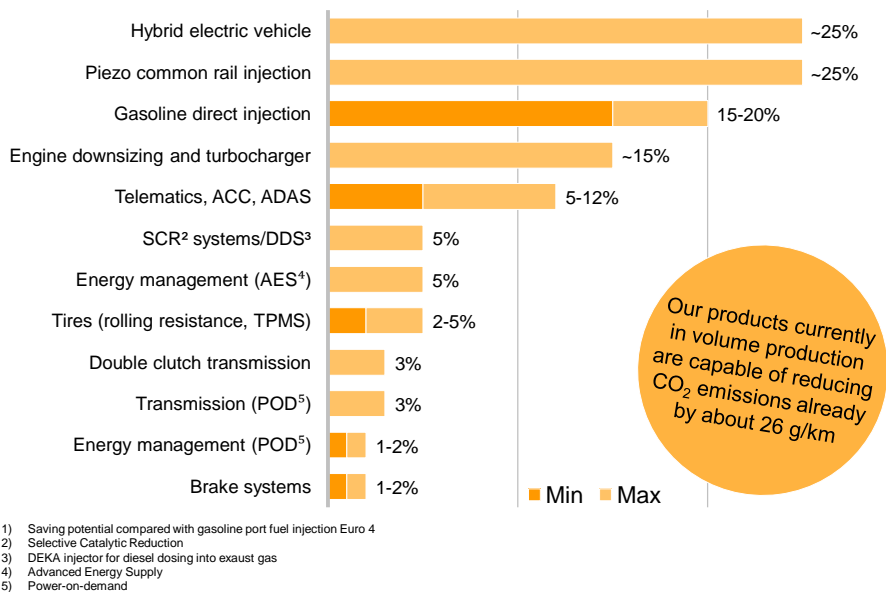


Source: International Council on Clean Transportation

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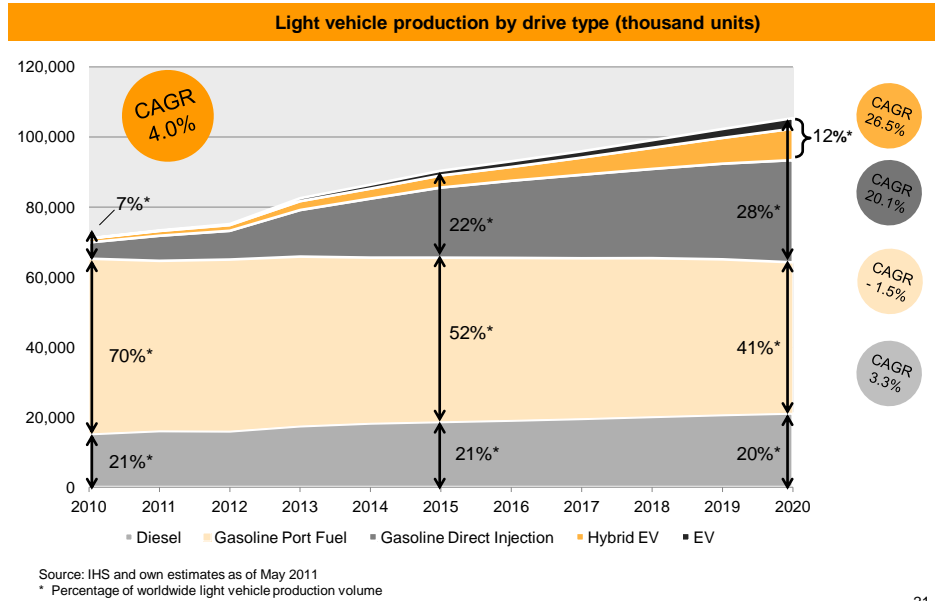
## Continental Strategy – Megatrend Environment

### Reduction of CO<sub>2</sub> Emissions<sup>1</sup>: Solutions by Continental



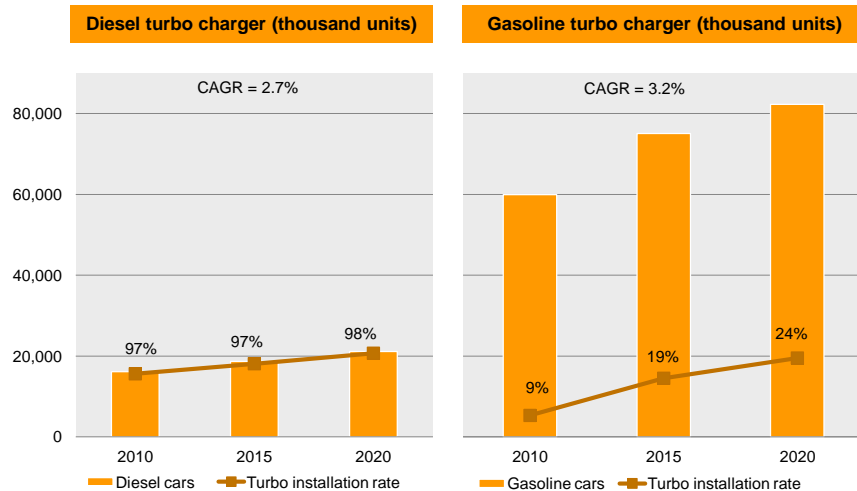
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## Continental Strategy – Megatrend Environment Engine Development Roadmap



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## Continental Strategy – Megatrend Environment Development of Worldwide Turbo Charger Volumes

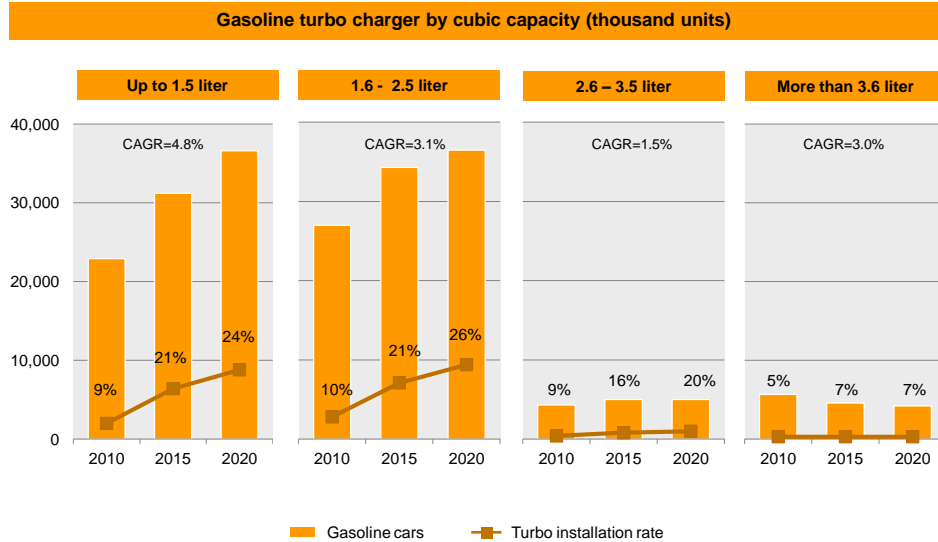


Source: IHS and Continental estimates as of May 2011

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## Continental Strategy – Megatrend Environment

### Development of Worldwide Gasoline Turbo Charger Volumes



Source: IHS and Continental estimates as of May 2011


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## Continental Strategy – Megatrend Environment


### ContiTech – Engineering Green Value

**Engineering Green Value: Maxim for our strategic orientation**


- Technological expertise for customer-specific solutions made from rubber and plastic
- Sustainable management with long-sighted economic, ecological and social solutions
- Creating added value for our customers, human beings and the environment




Perfect mount for wind power




Modules for efficient solar energy




Secure wave power




Carbon-neutral printing blankets




Eco-friendly drive belts\*




Climate-friendly conveyor belts



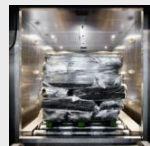
Lightweight engineering\*



Emissions-reducing hoses\*



Health-friendly interiors



Energy efficiency in our production

\* Technologies supplied to the automotive industry

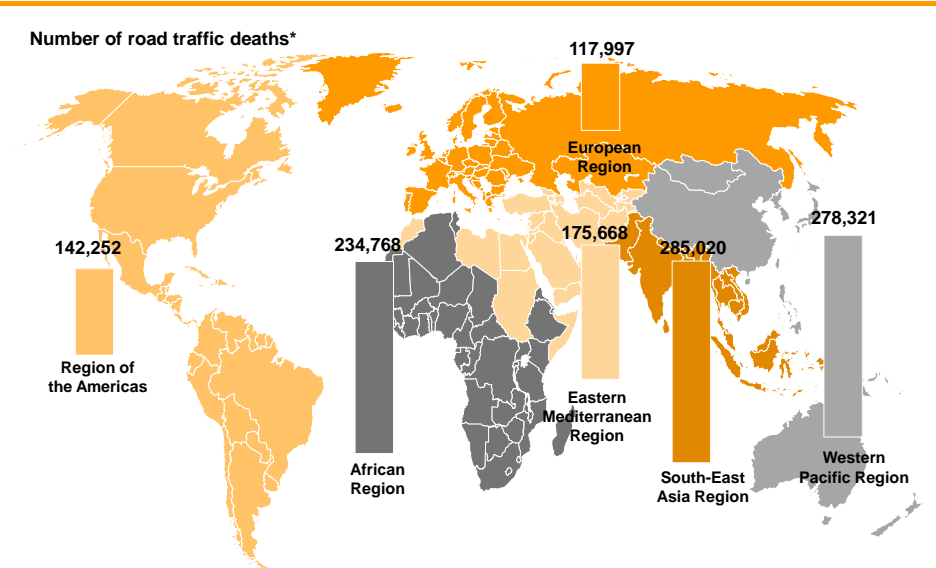
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Continental Strategy – Megatrend Safety  
Regional Initiatives – Towards Safer Mobility

EU	USA	Japan
<ul style="list-style-type: none"><li>Electronic stability control (ESC)<ul style="list-style-type: none"><li>mandatory since November 2011 for all new types of vehicles</li><li>mandatory by November 2014 for all new vehicles<sup>1</sup></li></ul></li><li>Tire pressure monitoring system (TPMS)<ul style="list-style-type: none"><li>mandatory by November 2012 for all new types of passenger cars</li><li>mandatory by November 2014 for all new passenger cars<sup>2</sup></li></ul></li><li>Advanced emergency braking system and lane departure warning<ul style="list-style-type: none"><li>mandatory by November 2013 for all new types of heavy commercial vehicles and buses</li><li>mandatory by November 2015 for all new heavy commercial vehicles and buses<sup>2</sup></li></ul></li><li>Brake assist system<ul style="list-style-type: none"><li>mandatory since November 2009 for all new types of passenger cars</li><li>mandatory since November 2011 for all new passenger cars<sup>3</sup></li></ul></li></ul>	<ul style="list-style-type: none"><li>Electronic stability control (ESC)<ul style="list-style-type: none"><li>mandatory since 2011 for all new light vehicles<sup>4</sup></li></ul></li><li>Tire pressure monitoring system (TPMS)<ul style="list-style-type: none"><li>mandatory since September 2007 for all new light vehicles<sup>5</sup></li></ul></li></ul>	<ul style="list-style-type: none"><li>Electronic stability control (ESC)<ul style="list-style-type: none"><li>mandatory by October 2012 for all new types of passenger cars</li><li>mandatory by October 2014 for all new passenger cars<sup>7</sup></li></ul></li><li>Advanced emergency braking system and lane departure warning<ul style="list-style-type: none"><li>expected to be mandatory for all new heavy commercial vehicles and buses following the EU decision<sup>8</sup></li></ul></li></ul>
	Brazil	South Korea
	<ul style="list-style-type: none"><li>Anti-lock brake system (ABS)<ul style="list-style-type: none"><li>mandatory by January 2014 for all new passenger cars, after phase-in which began in 2010<sup>6</sup></li></ul></li></ul>	<ul style="list-style-type: none"><li>Electronic stability control (ESC)<ul style="list-style-type: none"><li>mandatory since January 2012 for all new light vehicles<sup>9</sup></li></ul></li><li>Tire pressure monitoring system (TPMS)<ul style="list-style-type: none"><li>mandatory by January 2013 for all new passenger cars<sup>9</sup></li></ul></li></ul>
Other emerging markets likely to follow EU/USA on ESC regulation		

1) Regulation (EC) No. 661/2009; refers to all vehicles of category M and N  
2) Regulation (EC) No. 661/2009  
3) Regulation (EC) No. 78/2009; refers to passenger cars for maximum 8 passengers plus driver  
4) Federal Motor Vehicle Safety Standard (FMVSS) No. 126 of the National Highway Traffic Safety Administration (NHTSA); refers to vehicles with a gross vehicle weight of 54.536 t  
5) Federal Motor Vehicle Safety Standard (FMVSS) No. 138 of the National Highway Traffic Safety Administration (NHTSA); refers to vehicles with a gross vehicle weight of 54.536 t  
6) CONTRAN 312/2009  
7) Source: Ministry of Land, Infrastructure, Transport and Tourism (MLIT) in Japan  
8) Japan expected to adopt EU regulation. Final decision on timing pending  
9) GTBT/NKOR/286 and MLTM Notification 2010-631 (Ministry of Land, Transport and Maritime Affairs)

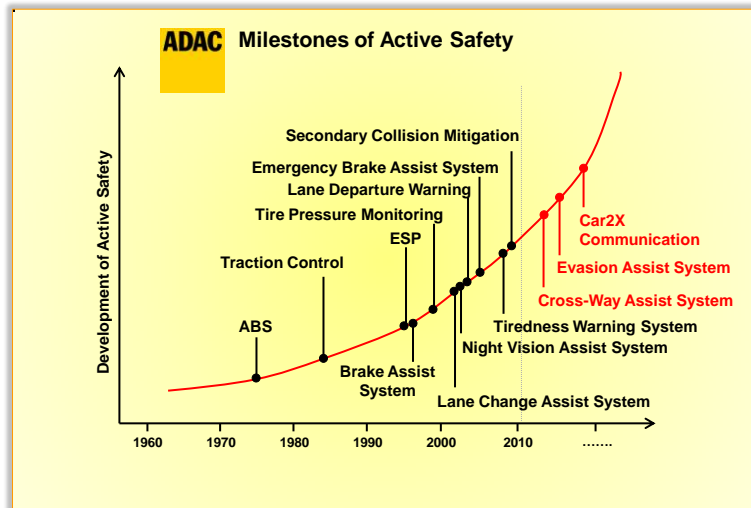
Continental Strategy – Megatrend Safety  
Road Traffic Deaths



\* Data based on framework used to predict road traffic mortality constructed by World Health Organization (WHO)  
Source: Global Status Report on road safety, World Health Organization (WHO) 2009

## Continental Strategy – Megatrend Safety

### ADAC – Milestones of Active Safety

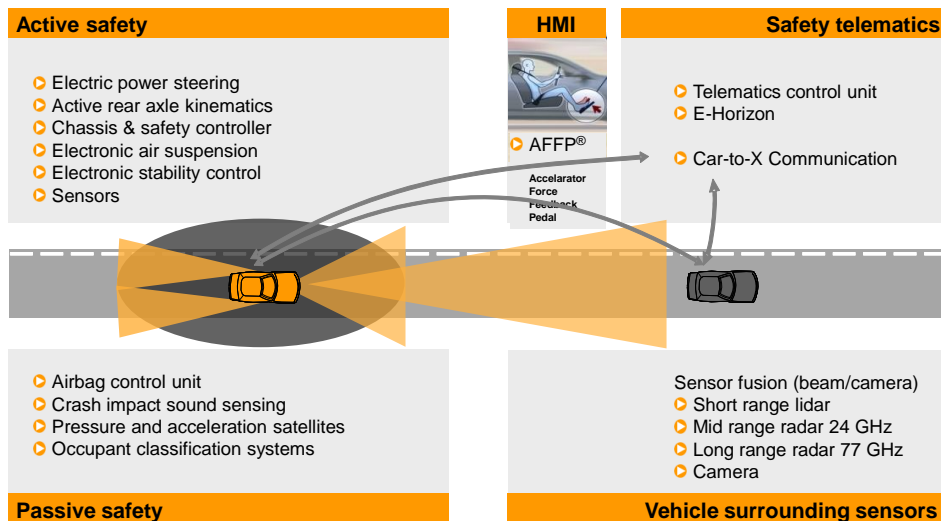


Source: ADAC May 2011

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## Continental Strategy – Megatrend Safety

### ContiGuard®: Comprehensive Vehicle Safety



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## Continental Strategy – Megatrend Safety

### Winter Tire Regulation<sup>1</sup>

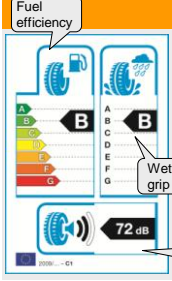

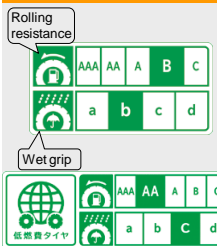

Europe: Winter tires mandatory	
 Austria	November 1 to April 15 when winter weather conditions prevail
 Estonia	December 1 to end of February
 Finland	December 1 to end of February
 Germany	Mandatory when winter weather conditions prevail
 Latvia	December 1 to end of February
 Lithuania	November 1 to April 1
 Norway	Mandatory when winter weather conditions prevail
 Romania	November 1 to March 31
 Sweden	December 1 to March 31
 Slovakia	November 15 to March 31 when roads are snowy/icy
 Slovenia	November 15 to March 15 when winter weather conditions prevail (winter tires or radial tires with min. tread depth of 3 mm)
Europe: Winter tires partly mandatory	
 Czech Republic	November 1 to March 31 on certain motorways
 France	Mandatory on certain roads – marked with signs
 Italy	Mandatory on certain roads – marked with signs
 Switzerland	Driver may be held liable if they cause an accident with summer tires mounted when winter weather conditions prevail
Canada: Winter tires partly mandatory	
 Canada	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: This symbol can be displayed on a tire if it tests 7% better than a reference standard tire with M+S <sup>2</sup> marking when ABS-braking on snow.

1) Source: Continental AG and websites of country ministries and automobile associations 2) Mud + snow

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## Continental Strategy – Megatrends Safety & Environment

### Initiatives in EU, USA, Jap and SK on Labeling of Tires<sup>1</sup>

EU <sup>2</sup>		USA <sup>3</sup>	
	<ul style="list-style-type: none"> <li>Mandatory from November 2012</li> <li>Passenger and van tires (produced after June 30, 2012) must be classified and labeled for fuel efficiency (= rolling resistance), wet grip and noise performance (external rolling noise)</li> <li>EU member states are responsible for the market surveillance and specification of penalties for non-compliance and can provide incentives for tires of class C or better (wet grip and fuel efficiency)</li> </ul>		<ul style="list-style-type: none"> <li>Final decision pending</li> <li>The NHTSA Tire Fuel Efficiency Consumer Information Program proposes to inform consumers about the effect of tires on fuel efficiency, safety, and durability</li> <li>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</li> </ul>
			
Japan <sup>4</sup>		South Korea <sup>5</sup>	
<ul style="list-style-type: none"> <li>Voluntary since 2010</li> <li>Introduced by JATMA<sup>4</sup></li> <li>Applies to replacement summer tires for passenger cars; includes information on rolling resistance and wet grip performance</li> <li>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 (left)</li> </ul>		<ul style="list-style-type: none"> <li>Mandatory from November 2012</li> <li>Introduced by MKE<sup>5</sup></li> <li>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</li> <li>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</li> <li>Certification carried out by three authorities</li> </ul>	

1) Similar initiatives present in China, Brazil  
2) 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

3) Source: National Highway Traffic Safety Administration (NHTSA)  
4) Source: Japan Automobile Tyre Manufacturers Association (JATMA)  
5) Source: South Korean Ministry of Knowledge Economy (MKE)

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## Continental Strategy – Megatrends Safety & Environment

### Truck Tire Technology for Lowest Overall Driving Costs



- ▶ In 2007 Continental started an initiative to launch new products
- ▶ Latest truck tire generation of the Continental brand reduces rolling resistance significantly
- ▶ Continental's focus is on overall driving costs
- ▶ ContiCostCalculator (CCC) is a tool certified by DEKRA (a worldwide certification authority) to calculate the overall operational costs for fleet customers
- ▶ By taking into account **mileage, retreads, fuel consumption and payload**, the CCC tool shows that Continental's new products lead to the lowest overall driving costs compared to competitors

\* Compared to previous truck tire generation of the Continental brand

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## Continental Strategy – Megatrend Information

### Interior – Regional Initiatives and Projects<sup>1</sup>

Environment	Safety	Information
<p>Regional initiatives on</p> <ul style="list-style-type: none"> <li>▶ <b>Tire pressure monitoring system (TPMS)</b><sup>2,3,4,5</sup></li> <li>▶ <b>Electric Vehicle Market Push</b><sup>6,7</sup></li> </ul> <p>ELVIRE ID4EV</p>  	<p>Regional initiatives on</p> <ul style="list-style-type: none"> <li>▶ <b>eCall</b><sup>6,8</sup></li> <li>▶ <b>Hands-free telephony</b><sup>9</sup></li> <li>▶ <b>Stolen Vehicle Tracking</b><sup>10</sup></li> <li>▶ <b>Rear detection system</b><sup>11</sup></li> </ul> <p>Test field "HeERO"</p>  	<p>Regional initiatives on</p> <ul style="list-style-type: none"> <li>▶ <b>Digital Tachograph (DTCO)</b><sup>12</sup></li> <li>▶ <b>Electronic OnBoard Recorder (EOBR)</b><sup>13</sup></li> <li>▶ <b>Intelligent Transport Systems (ITS)</b><sup>6,7</sup></li> </ul> <p>TACOT</p> <p>ERTICO Sim-TD</p>  

1) Non-exhaustive enumeration  
2) Regulation (EC) No. 661/2009

3) Federal Motor Vehicle Safety Standard No. 138 of NHTSA

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

5) Korean Motor Vehicle Safety Standard (KMVSS) - MLTM Notification 2010-631

6) Directive 2010/40/EU of the European Parliament and of the Council of July 2010

7) COM(2011) 144 final

European Projects:

ELVIRE = Electric vehicle communication to infrastructure, road services and energy supply

ID4EV = Intelligent dynamics for fully electric vehicles

HeERO = Harmonized eCall European pilot

8) Recommendation adopted by the European Commission September 2011

9) Several National Laws and Regulations in Asia/ Europe/ NAFTA/ Africa

10) CONTRAN 245/2007 – no final rule in place

11) For single-unit trucks. FMVSS 111 – no final rule in place

12) Regulation (EC) No. 561/2006

13) FMCSA Proposed rule 395 January 2011 / US Senate passed bill S1813 March 2012

TACOT = Trusted multi application receiver for trucks

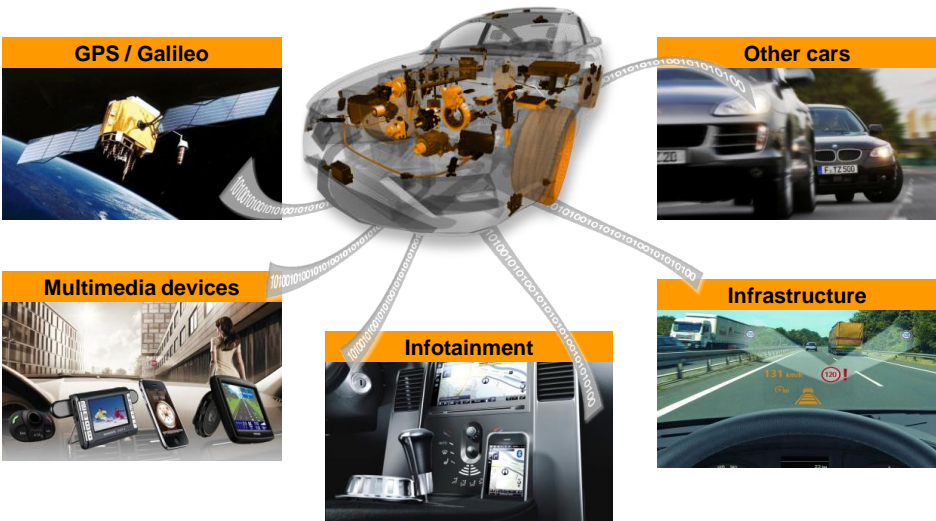
ERTICO = European road transport telematics implementation coordination organisation

Sim-TD = Safe and intelligent mobility – field test Germany

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Continental Strategy – Megatrend Information  
The Car Will Be Connected to Its Environment



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Continental Strategy – Megatrend Information  
Interior – Product Highlights for Intelligent Mobility

Existing Solutions			Innovations	
<p>Freely programmable cluster</p> 	<p>Tire information systems</p> 	<p>Intelligent fleet management</p> 	<p>Gesture control</p> 	<p>eCall</p> 
<p>Multimedia platforms</p> 	<p>Head-up displays</p> 	<p>Low-cost telematics</p> 	<p>Digital key</p> 	<p>Intelligent antenna module</p> 

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## Continental Strategy – Market Trend Affordable Cars

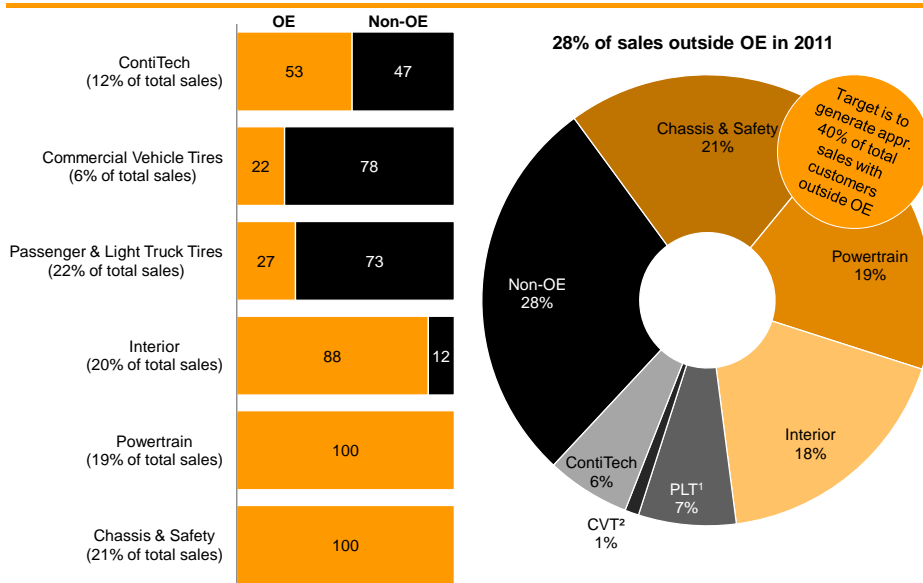
### Definition of “Affordable Cars”



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## Continental Strategy

### Sales OE/Non-OE

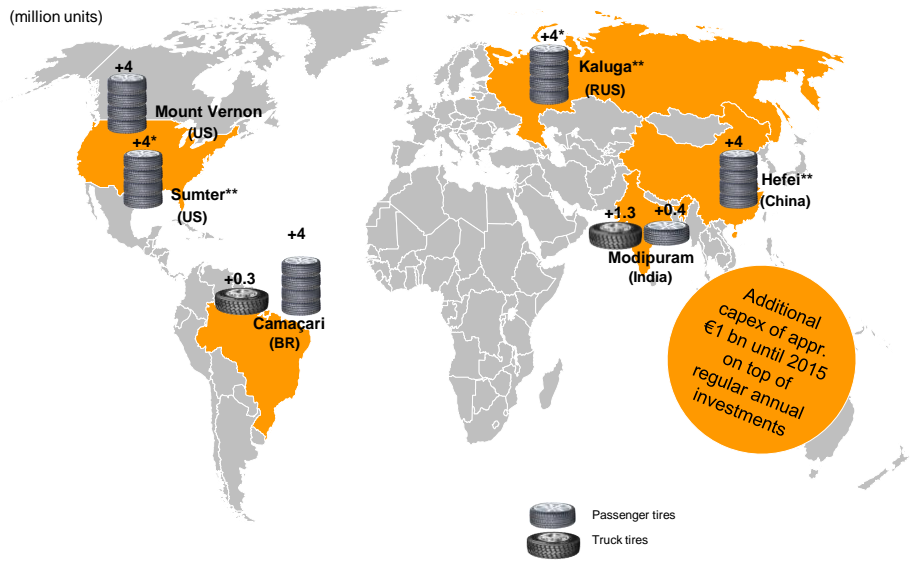


1) PLT = Passenger and Light Truck Tires  
2) CVT = Commercial Vehicle Tires

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## Continental Strategy

### Additional Tire Production Capacity of 22 Million Units by 2015/16

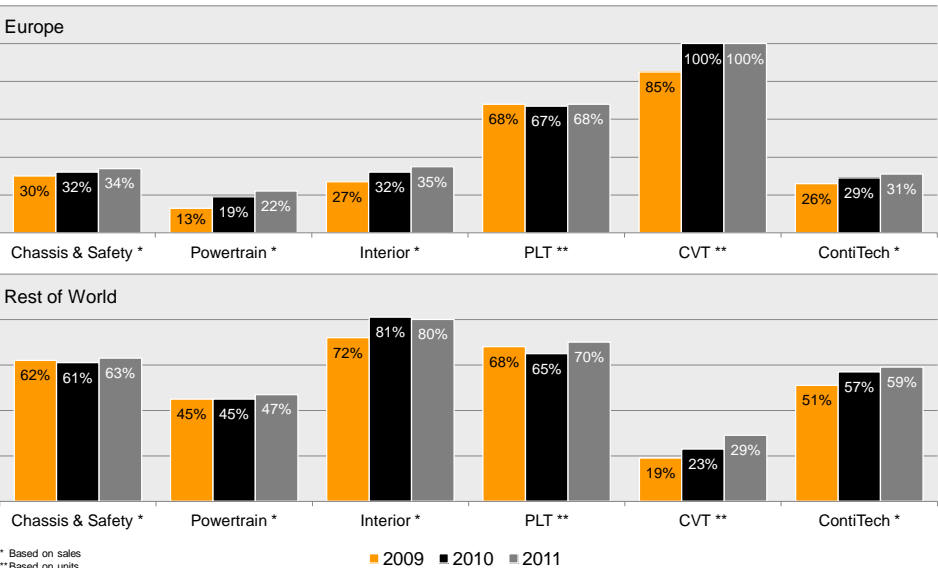


\* Will be reached by 2016  
\*\* Greenfield

37

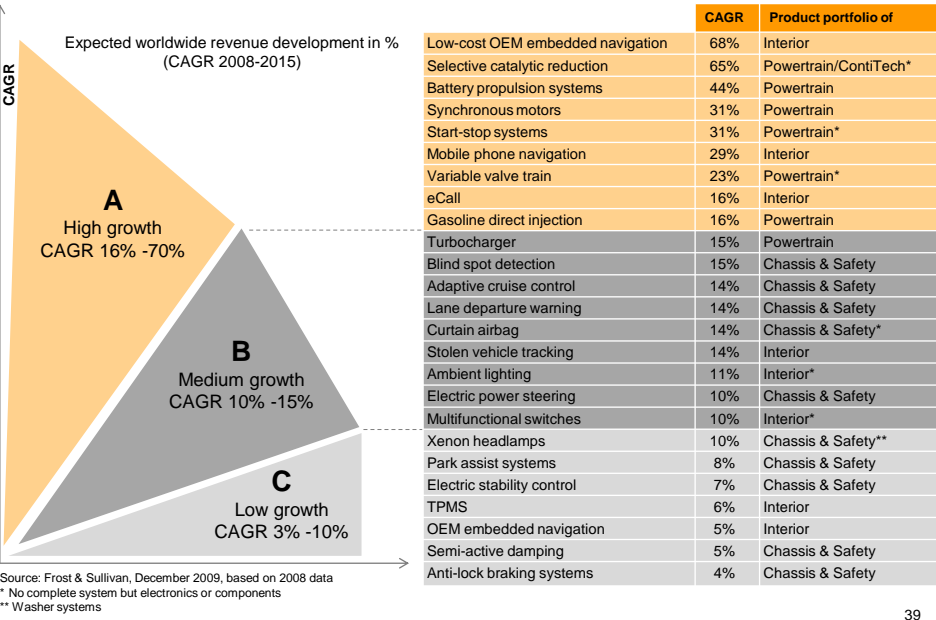
## Continental Strategy

### Cost Consciousness – Production in Best-Cost Countries



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Continental Strategy  
50% of Automotive Products Are Amongst 25 Fastest Growing Technologies



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Topics

I.	Continental at a Glance
II.	Continental Strategy
III.	Continental Corporation
IV.	Market Data
V.	Automotive Group
VI.	Rubber Group
VII.	Sustainability at Continental
VIII.	Share & Bond Information
IX.	Glossary

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## Continental Corporation Consolidated Key Figures

(€ million)	2009	2010	2011
Sales	20,095.7	26,046.9	30,504.9
EBITDA	1,591.2	3,587.6	4,228.0
EBIT	-1,040.4	1,935.2	2,596.9
EBIT adjusted <sup>1)</sup>		2,521.1	3,043.0
in % of sales <sup>1)</sup>		9.7	10.1
Net interest expense	-720.8	-697.2	-735.5
Income tax expense	154.3	-592.1	-536.2
Non-controlling interests	-42.3	-69.9	-83.0
NIAT*	-1,649.2	576.0	1,242.2
Earnings per share (in €)	-9.76	2.88	6.21
R, D & E expense	1,356.3	1,450.4	1,608.7
in % of sales	6.7	5.6	5.3
Capex <sup>2)</sup>	860.1	1,296.4	1,711.3
in % of sales	4.3	5.0	5.6
Depreciation & amortization <sup>3)</sup>	2,631.6	1,652.4	1,631.1
in % of sales	13.1	6.3	5.3
thereof impairment <sup>4)</sup>	993.0	57.7	20.4
Free cash flow	1,640.3	566.9	490.5
ROCE (avg.) in %	-6.5	12.4	16.2

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

2) Capex including software

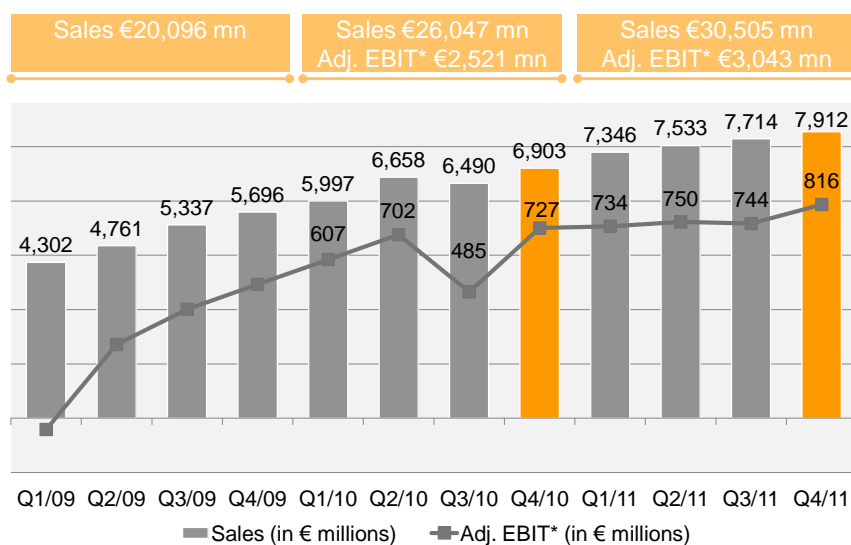
3) Excluding write-downs of investments

4) 2009: incl. Goodwill impairment of € 875.8 mn

\* Net income attributable to the shareholders of the parent

41

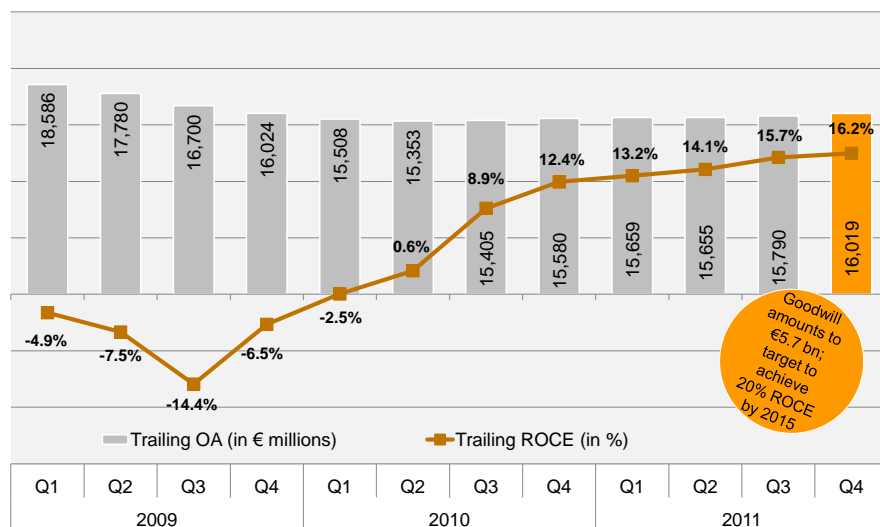
## Continental Corporation Sales and Adjusted EBIT\* by Quarter



\* Before amortization of intangibles from PPA, consolidation and special effects

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## Continental Corporation Back to Value Creation



Note: Trailing ROCE is calculated as reported EBIT for the last twelve months (LTM) divided by average operating assets (OA)

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## Continental Corporation Key Historical Financials and Credit Metrics

(in € millions) <sup>1</sup>	2007	2008	2009	2010	2011
<b>Cash flow Statement</b>					
Adjusted EBITDA <sup>2</sup>	2,568	3,001	2,354	3,662	4,247
Reported EBITDA	2,491	2,771	1,591	3,588	4,228
Net cash interest paid	-88	-519	-727	-703	-662
Tax paid	-484	-282	-205	-493	-466
Change in net working capital <sup>3</sup>	-83	275	595	-497	-556
Other <sup>4</sup>	78	-360	1,173	-46	-256
<b>Cash flow provided by operating activities</b>	<b>1,914</b>	<b>1,885</b>	<b>2,427</b>	<b>1,849</b>	<b>2,289</b>
<b>Cash flow used for investing activities</b>	<b>-12,539</b>	<b>-1,256</b>	<b>-787</b>	<b>-1,282</b>	<b>-1,798</b>
- thereof capex for PPE and intangibles	-904	-1,621	-911	-1,324	-1,813
<b>Cash flow before financing activities</b>	<b>-10,626</b>	<b>629</b>	<b>1,640</b>	<b>567</b>	<b>491</b>
<b>Balance sheet</b>					
Cash and cash equivalents	2,199	1,569	1,713	1,471	1,541
Derivative instruments and interest-bearing investments	71	64	104	202	249
Total indebtedness	13,127	12,117	10,713	8,991	8,562
<b>Net indebtedness</b>	<b>10,856</b>	<b>10,484</b>	<b>8,896</b>	<b>7,317</b>	<b>6,772</b>
<b>Credit ratios</b>					
Net indebtedness / adj. EBITDA <sup>2</sup>	4.2x	3.5x	3.8x	2.0x	1.6x
Net cash interest paid coverage (ratio) <sup>5</sup>	29.2x	5.8x	3.2x	5.2x	6.4x

1) Amounts shown may contain rounding differences

2) Adjusted EBITDA from 2009 on as defined in syndicated loan

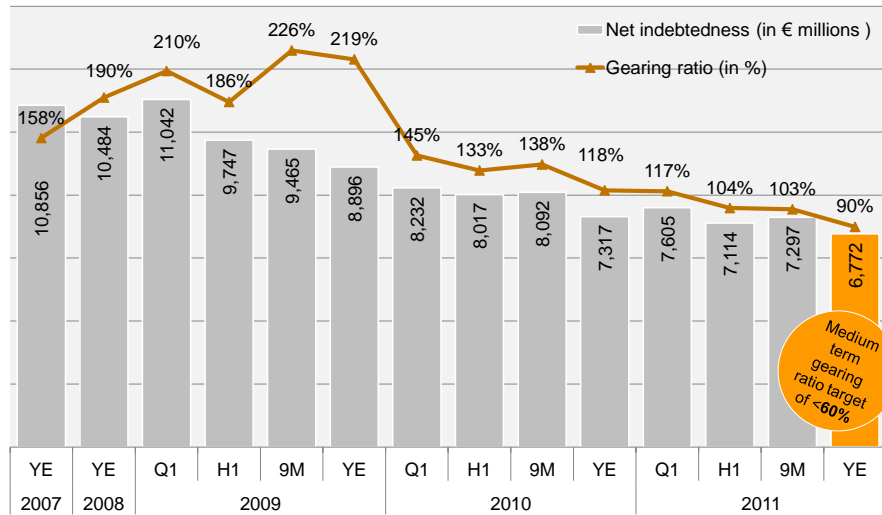
3) Includes change in inventory, trade receivables, trade payables and discounted notes

4) Includes dividends received, at-equity share in earnings of associates and income from other investments incl. impairments, gains and losses from disposals, other non-cash items as well as changes in pension and post-employment provisions (including effects from transactions regarding contractual trust arrangements "CTA" in 2009) and changes in other assets and liabilities

5) Adjusted EBITDA to net cash interest paid

44

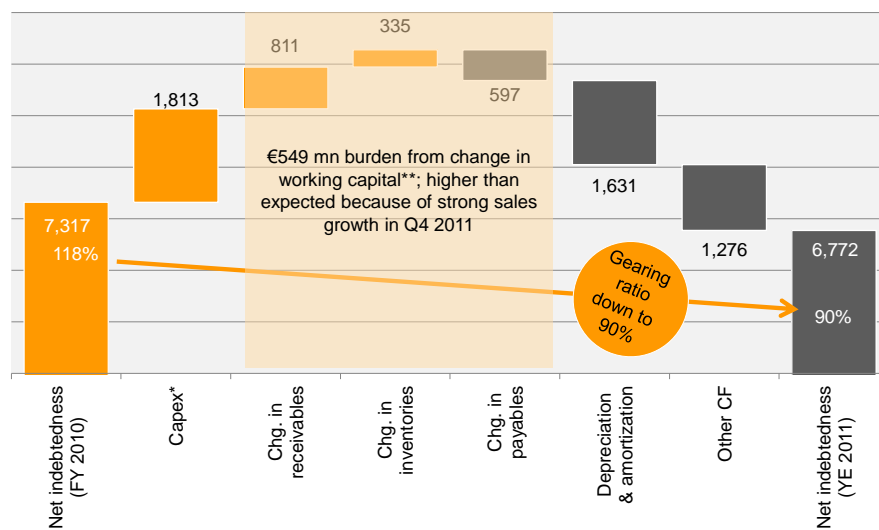
## Continental Corporation Development of Net Indebtedness and Gearing Ratio



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## Continental Corporation Net Indebtedness Walk-down

(in € millions)



\* According to cash flow statement incl. intangible assets

\*\* Includes changes in inventories, trade receivables and trade payables excluding discounted notes

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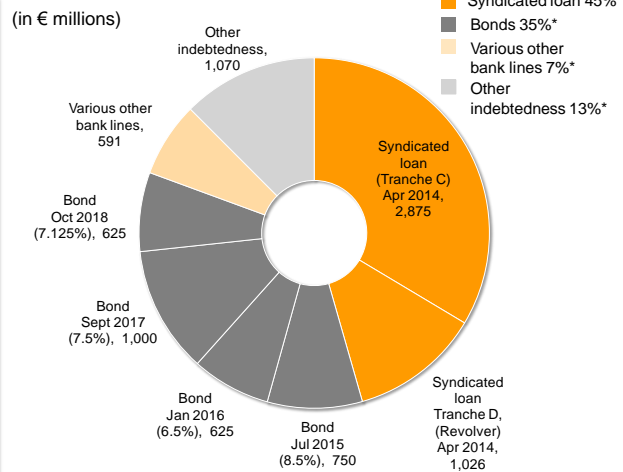
## Continental Corporation Gross Indebtedness by Sources

Gross indebtedness  
at Dec. 31, 2011  
of €8,562 mn  
(PY: €8,991 mn)

Cash of €1,541 mn  
(PY: €1,471 mn)

Net indebtedness  
at Dec. 31, 2011  
of €6,772 mn  
(PY: €7,317 mn)

Available and fully  
committed credit lines  
of €2,190 mn  
(PY: €2,774 mn)



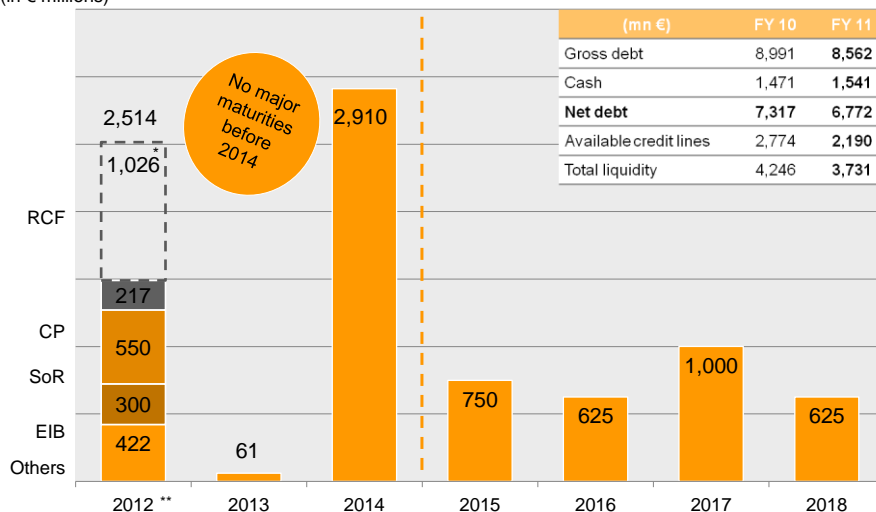
Note: Bond values and the values for the syndicated loan are nominal values, all others book values

\* Percentages are calculated as share in the total gross indebtedness

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## Continental Corporation Maturities until 2014 and Bond Maturities\*\*\*

(in € millions)



Note: CP = Commercial paper, EIB = European Investment Bank, SoR = Sale of receivables

\* Amount drawn under the revolving credit facility (RCF) totaling €2,500 mn at December 31, 2011

\*\* Revolving credit facility (RCF) shown as short term debt according to IFRS maturing in April 2014 at drawn amount

\*\*\* Please note that all values shown are nominal values with the exception of maturities until 2014; maturities do not add up to gross indebtedness amounting to €8,562 mn at December 31, 2011

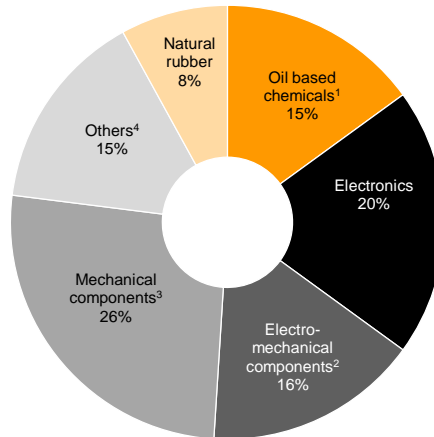
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## Continental Corporation Purchasing – Production Materials 2011

### Purchasing Contracts

- ▶ We aim for long-term contracts with our strategic suppliers.
- ▶ The purchase of oil derivatives for chemical products cause a time difference until realization in P&L of 2-6 months from spot price.
- ▶ Main sources for natural rubber are Thailand, Malaysia and Indonesia.
- ▶ Continental has a wide range of sources for production materials worldwide.



Total production material purchased in 2011: €15.5 bn

- 1) E.g. synthetic rubber, carbon black  
 2) E.g. printed circuit boards, connectors, motors  
 3) E.g. stamped parts, turn parts, castings  
 4) E.g. textiles, plastics

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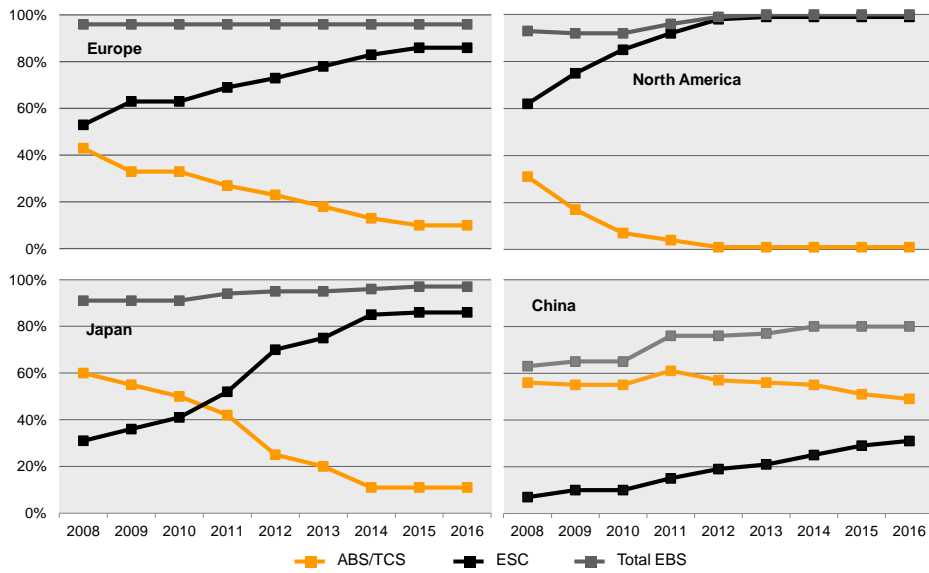
## Topics

- I. Continental at a Glance
- II. Continental Strategy
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- VIII. Share & Bond Information
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## Market Data

### Increasing Installation Rates of Electronic Brake Systems

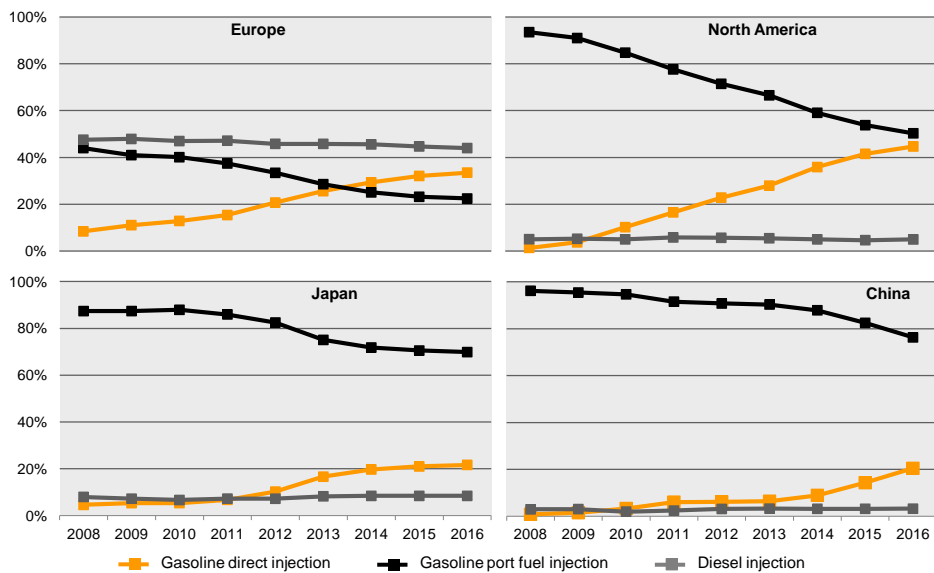


Source: Continental estimates

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## Market Data

### Installation Rates of Fuel Injection Systems\*



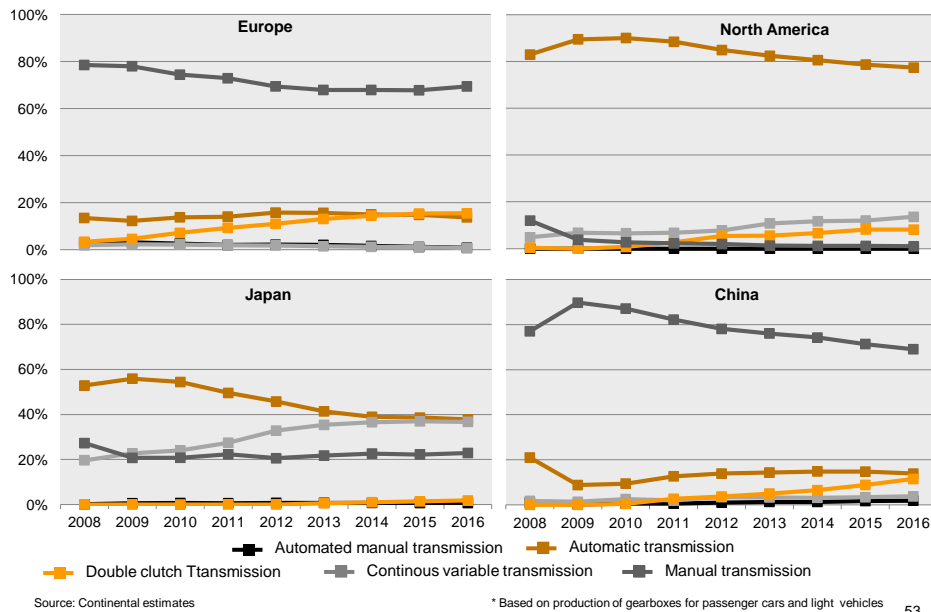
Source: Continental estimates

\* Based on production of diesel and gasoline engines for passenger cars &amp; light vehicles

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## Market Data

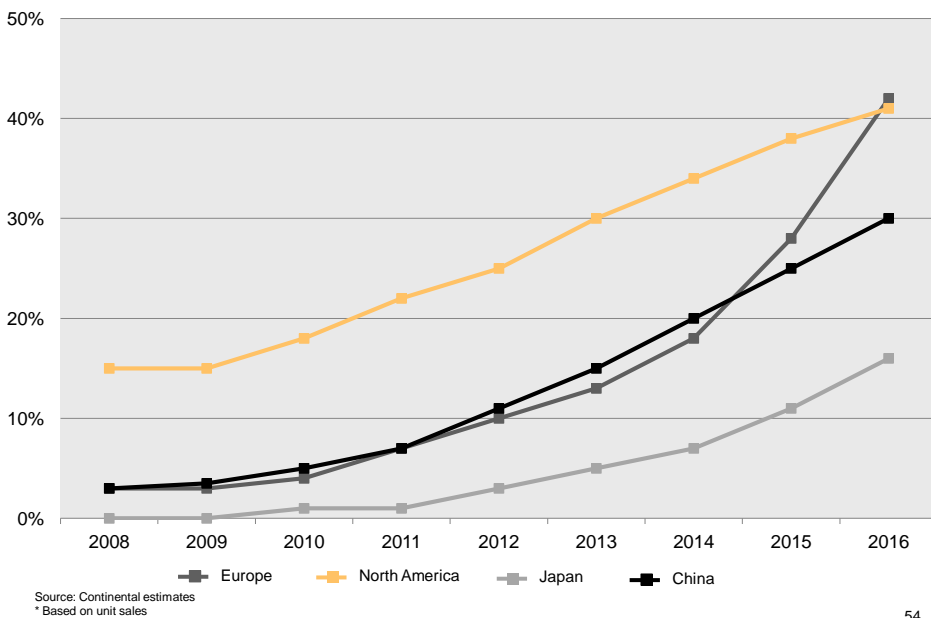
### Increasing Installation Rates of Double Clutch Transmission\*



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## Market Data

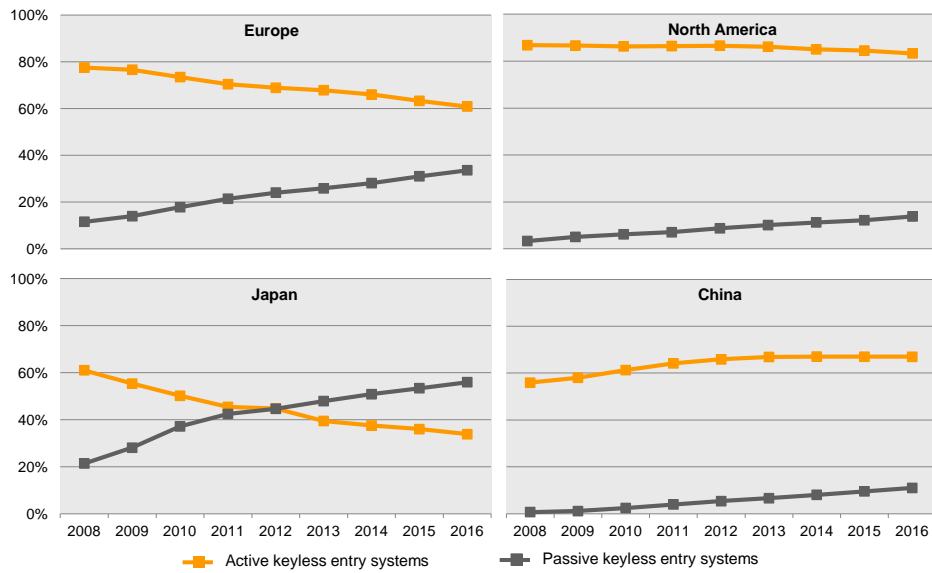
### Increasing Installation Rates of Embedded Telematics\*



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## Market Data

### Increasing Installation Rates of Keyless Entry Systems\*

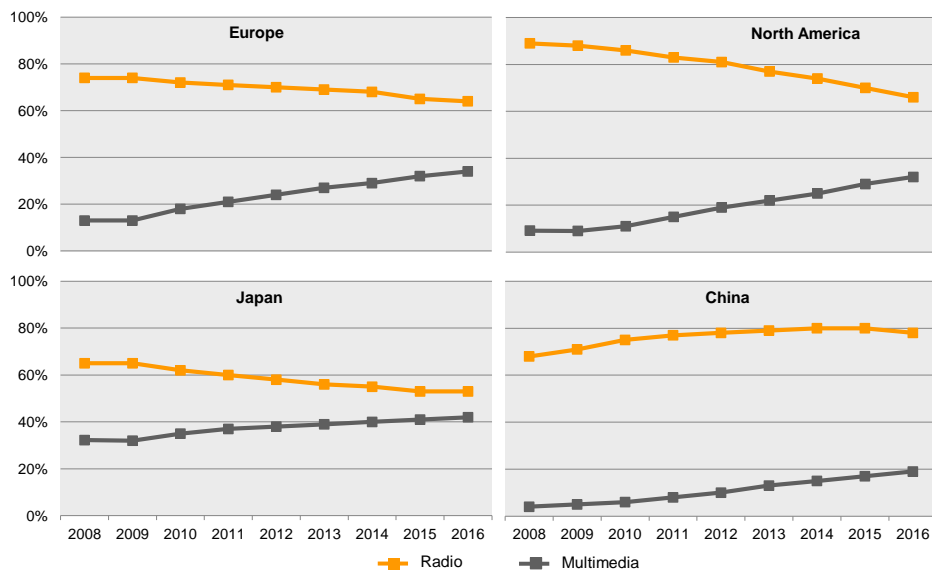


Source: Strategy Analytics  
 \* Based on unit sales

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## Market Data

### Increasing Installation Rates of Multimedia Systems\*

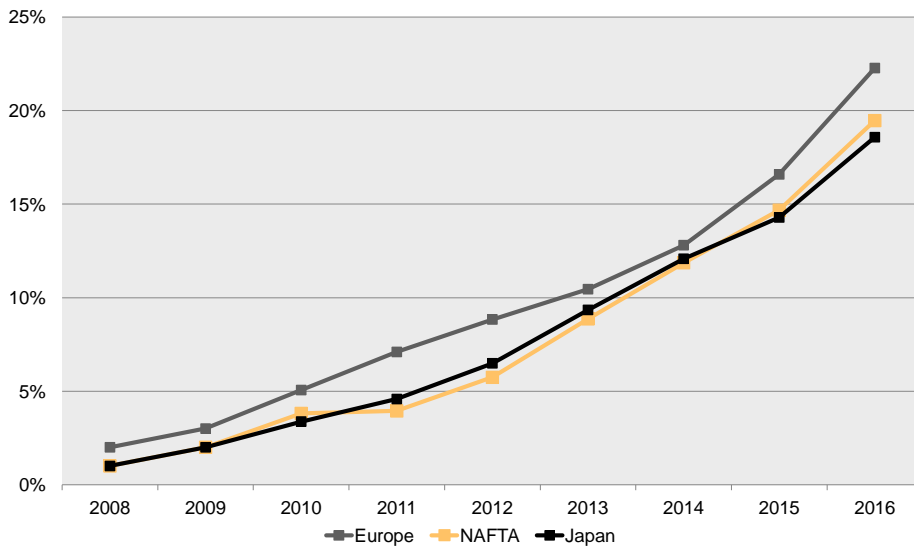


Source: Continental estimates  
 \* Navigation stand-alone system and navigation systems with enriched multimedia functions

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## Market Data

### Increasing Installation Rates of Advanced Driver Assistance Systems\*



Source: Continental estimates

\* Adaptive cruise control, collision mitigation, lane departure warning, blind spot detection, intelligent lighting, night vision, traffic sign recognition

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## Market Data

### Production of Light Vehicles 2010 - 2013

(in million units)	2010	2011*	2012*	2013*
<b>Americas</b>	<b>15.8</b>	<b>17.3</b>	<b>17.8</b>	<b>18.6</b>
NAFTA	11.9	13.2	13.7	14.3
South America	3.9	4.1	4.1	4.3
<b>Europe</b>	<b>18.9</b>	<b>20.1</b>	<b>19.0</b>	<b>19.8</b>
Western Europe	14.3	14.9	12.8	13.4
Eastern Europe	4.6	5.2	6.2	6.4
<b>Asia</b>	<b>37.1</b>	<b>37.2</b>	<b>38.9</b>	<b>40.3</b>
<b>Africa &amp; Middle East</b>	<b>0.6</b>	<b>0.9</b>	<b>0.9</b>	<b>1.0</b>
<b>Total</b>	<b>72.4</b>	<b>75.5</b>	<b>76.6</b>	<b>79.7</b>

Source: IHS and Continental estimates

\* Estimates for passenger cars and light trucks < 6 tons (including vans)

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## Market Data

### Production of Heavy Vehicles 2010 - 2013

(in thousand units)	2010	2011*	2012*	2013*
<b>Americas</b>	<b>516</b>	<b>661</b>	<b>679</b>	<b>727</b>
NAFTA	265	408	440	472
South America	251	253	239	255
<b>Europe</b>	<b>438</b>	<b>547</b>	<b>520</b>	<b>575</b>
Western Europe	353	435	385	420
Eastern Europe	85	112	135	155
<b>Asia</b>	<b>2,323</b>	<b>2,228</b>	<b>2,472</b>	<b>2,620</b>
<b>Total</b>	<b>3,277</b>	<b>3,436</b>	<b>3,671</b>	<b>3,922</b>

Source: IHS and Continental estimates  
\* Estimates for trucks > 6 tons

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## Market Data

### Replacement Passenger, Light Truck and 4x4 Tires 2010 - 2013

(in million units)	2010	2011*	2012*	2013*
<b>Americas</b>	<b>310.4</b>	<b>309.9</b>	<b>319.8</b>	<b>329.0</b>
NAFTA	257.5	253.0	260.6	268.0
South America	52.9	56.9	59.2	61.0
<b>Western &amp; Central Europe</b>	<b>285.5</b>	<b>297.0</b>	<b>297.0</b>	<b>303.0</b>
<b>Asia</b>	<b>244.4</b>	<b>268.0</b>	<b>286.8</b>	<b>310.0</b>
<b>Other Markets</b>	<b>107</b>	<b>111.0</b>	<b>116.0</b>	<b>122.0</b>
<b>Total</b>	<b>947.3</b>	<b>985.9</b>	<b>1,019.6</b>	<b>1,064.0</b>

Source: LMC World Tyre Forecast Service and Continental estimates  
\* Estimates

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## Market Data

### Replacement Truck Tires 2010 - 2013

(in million units)	2010	2011*	2012*	2013*
<b>Americas</b>	<b>32.2</b>	<b>34.5</b>	<b>35.5</b>	<b>36.0</b>
NAFTA	19.6	20.5	20.9	21.0
South America	12.6	14.0	14.6	15.0
<b>Western &amp; Central Europe</b>	<b>18.8</b>	<b>18.6</b>	<b>19.2</b>	<b>19.6</b>
<b>Asia</b>	<b>62.2</b>	<b>66.5</b>	<b>70.5</b>	<b>76.0</b>
<b>Other Markets</b>	<b>18.1</b>	<b>18.4</b>	<b>18.0</b>	<b>18.0</b>
<b>Total</b>	<b>131.3</b>	<b>138.0</b>	<b>143.2</b>	<b>149.6</b>

Source: LMC World Tyre Forecast Service and Continental estimates  
\* Estimates

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## Topics

- I. Continental at a Glance
- II. Continental Strategy
- III. Continental Corporation
- IV. Market Data
- V. Automotive Group
- VI. Rubber Group
- VII. Sustainability at Continental
- VIII. Share & Bond Information
- IX. Glossary

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## Automotive Group Key Figures

(€ million)	2009	2010	2011
Sales	12,042.4	15,917.0	18,354.2
EBITDA	608.9	1,779.1	2,225.8
in % of sales	5.1	11.2	12.1
EBIT	-1,561.6	567.9	1,024.5
in % of sales	-13.0	3.6	5.6
EBIT adjusted <sup>1)</sup>		1,070.3	1,470.1
in % of sales <sup>1)</sup>		6.7	8.1
Operating Assets (avg.)	12,015.9	11,512.0	11,427.2
ROCE (avg.) in %	-13.0	4.9	9.0
R, D & E expense	1,144.3	1,227.1	1,367.5
in % of sales	9.5	7.7	7.5
Capex <sup>2)</sup>	538.1	739.8	968.5
in % of sales	4.5	4.6	5.3
Depreciation & amortization <sup>3)</sup>	2,170.5	1,211.2	1,201.3
in % of sales	18.0	7.6	6.5
thereof impairment <sup>4)</sup>	949.0	35.6	22.8

<sup>1)</sup> EBIT w/o amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation

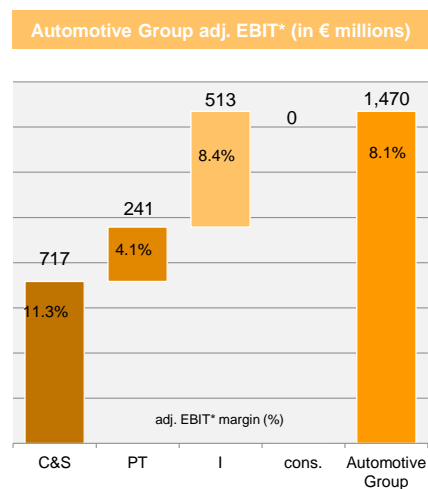
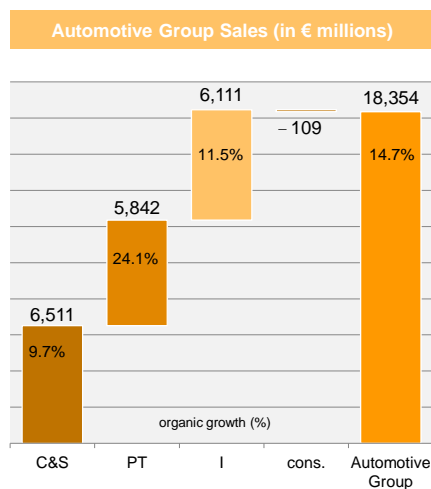
<sup>2)</sup> Capex including software

<sup>3)</sup> Excluding write-downs of investments

<sup>4)</sup> 2009: Incl. goodwill impairment of €875.8 mn

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## Automotive Group Sales and Adjusted EBIT\* by Division

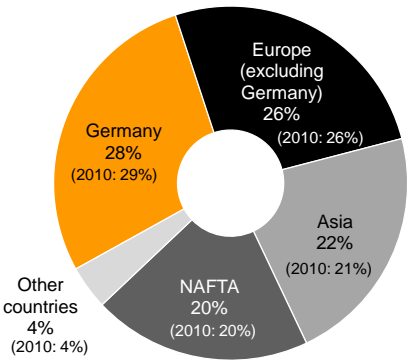


\* W/o amortization of intangibles from PPA, consolidation and special effects

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Automotive Group  
Sales by Region



Sales in 2011: €18.4 bn






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Topics

I.	Continental at a Glance
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IV.	Market Data
V.	Automotive Group – 1. Chassis & Safety Division
VI.	Rubber Group
VII.	Sustainability at Continental
VIII.	Share & Bond Information
IX.	Glossary

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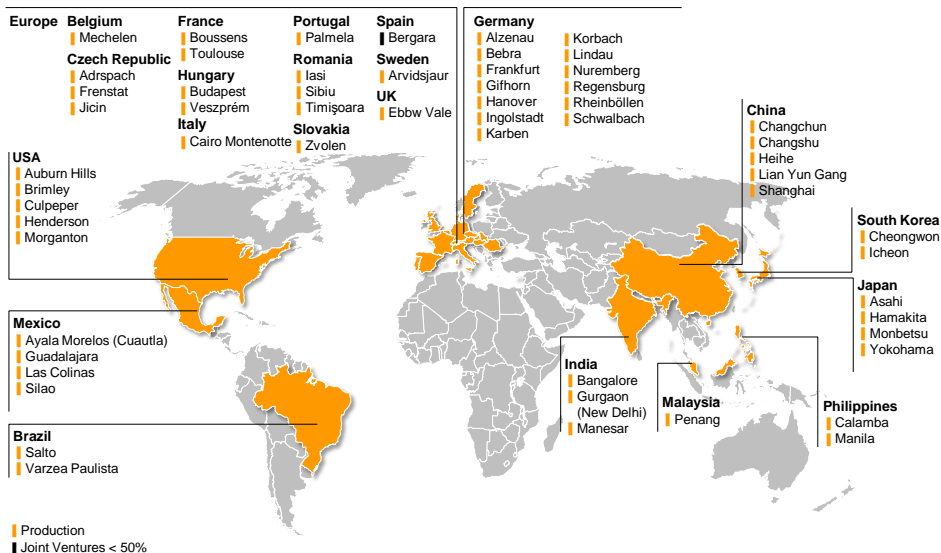
## Chassis & Safety Business Unit Structure

Electronic Brake Systems	Hydraulic Brake Systems	Sensorics	Passive Safety & ADAS	Chassis Components
<ul style="list-style-type: none"> <li>Hydraulic electronic control units (HECU)               <ul style="list-style-type: none"> <li>– ABS</li> <li>– ESC</li> <li>– Future brake system</li> </ul> </li> <li>Software functions               <ul style="list-style-type: none"> <li>– Adaptive cruise control</li> <li>– Regenerative brake system</li> <li>– Active front steering</li> <li>– Hill start assist, hill descent control</li> <li>– Deflation detection system</li> <li>– Hydraulic brake assist</li> <li>– Trailer stability assist</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Calipers and discs</li> <li>Drum brakes</li> <li>Brake hoses</li> <li>Boosters</li> <li>Tandem master cylinders</li> <li>Electric parking brakes</li> <li>Pedal modules</li> <li>Brake pressure regulators</li> <li>Electric vacuum pump</li> <li>Washer systems</li> </ul>	<ul style="list-style-type: none"> <li>Steering angle and torque sensors</li> <li>Wheel speed sensors</li> <li>Engine/transmission speed and position sensors</li> <li>Chassis sensors               <ul style="list-style-type: none"> <li>– Acceleration sensor</li> <li>– Height sensor</li> <li>– Pedal angle sensor</li> <li>– Pedal travel sensor</li> </ul> </li> <li>Sensor clusters</li> <li>Inertial measurement unit (IMU)</li> </ul>	<ul style="list-style-type: none"> <li>Airbag control units</li> <li>Crash sensors</li> <li>Occupant classification systems (OCS)</li> <li>Driver assistance systems               <ul style="list-style-type: none"> <li>– Radar</li> <li>– Lidar</li> <li>– Camera</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Chassis electronics</li> <li>Electronic components</li> <li>Steering systems</li> <li>Suspension systems</li> </ul>
				

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## Chassis & Safety Locations Worldwide

57 sites for production and R&D in 21 countries. Divisional headquarters in Frankfurt/Main, Germany.



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## Chassis & Safety Key Figures

(€ millions)	2009	2010	2011
Sales	4,373.6	5,775.4	6,510.8
EBITDA	601.6	891.7	982.3
in % of sales	13.8	15.4	15.1
EBIT	-102.5	569.0	661.9
in % of sales	-2.3	9.9	10.2
EBIT adjusted <sup>1)</sup>		630.2	716.7
in % of sales <sup>1)</sup>		10.9	11.3
Operating Assets (avg.)	4,034.0	3,997.0	4,024.7
ROCE (avg.) in %	-2.5	14.2	16.4
R, D & E expense	380.8	422.3	463.1
in % of sales	8.7	7.3	7.1
Capex <sup>2)</sup>	159.5	247.1	327.1
in % of sales	3.6	4.3	5.0
Depreciation & amortization <sup>3)</sup>	704.1	322.7	320.4
in % of sales	16.1	5.6	4.9
thereof impairment <sup>4)</sup>	370.4	3.8	1.6

<sup>1)</sup> EBIT w/o amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation

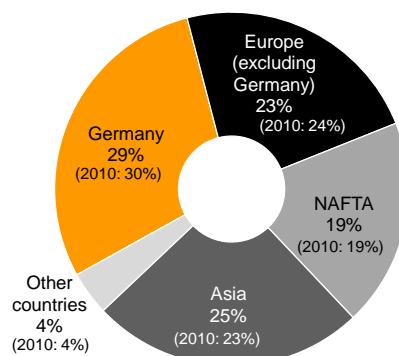
<sup>2)</sup> Capex including software

<sup>3)</sup> Excluding write-downs of investments

<sup>4)</sup> 2009: Incl. goodwill impairment of €367.0 mn

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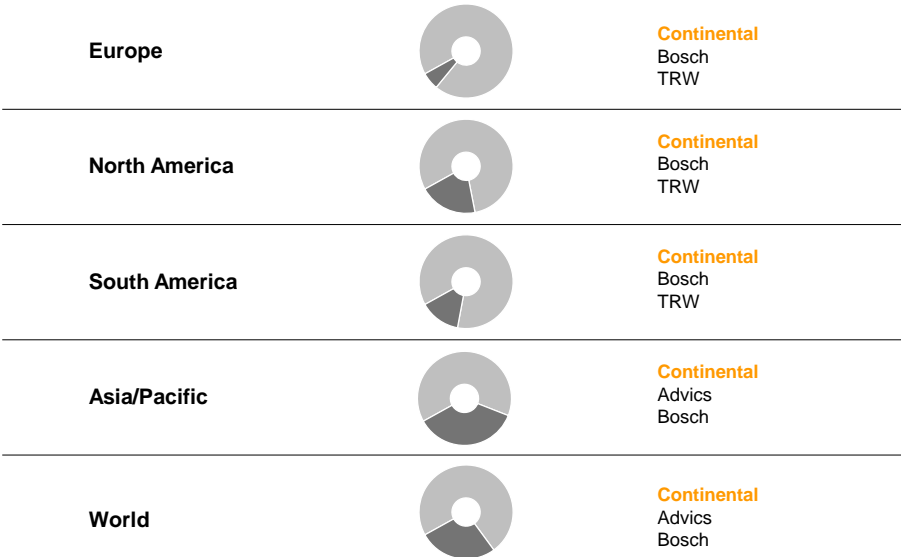
## Chassis & Safety Sales by Region



Sales in 2011: €6.5 bn

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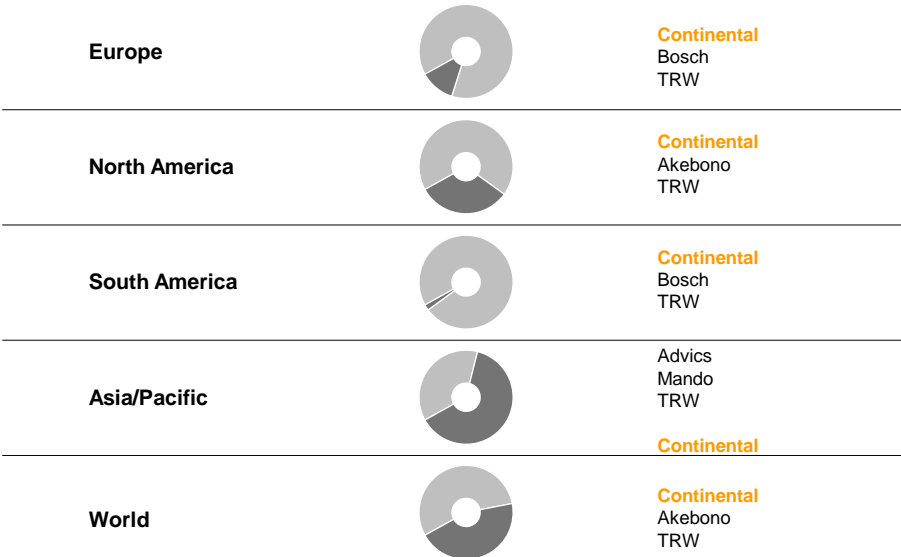
Chassis & Safety  
Market Position for Electronic Brake Systems 2011



Source: Continental estimates

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Chassis & Safety  
Market Position for Foundation Brake Systems 2011

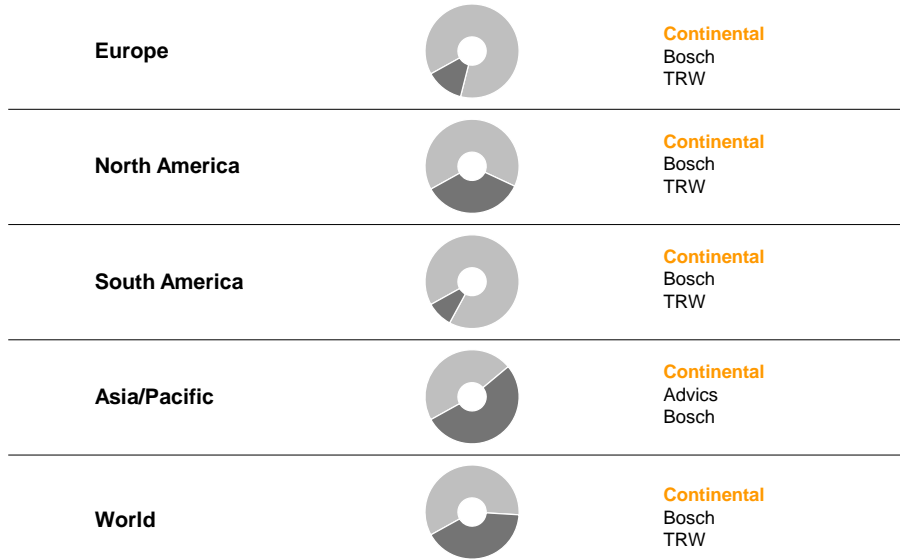


Source: Continental estimates

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## Chassis & Safety

### Market Position for Actuation 2011

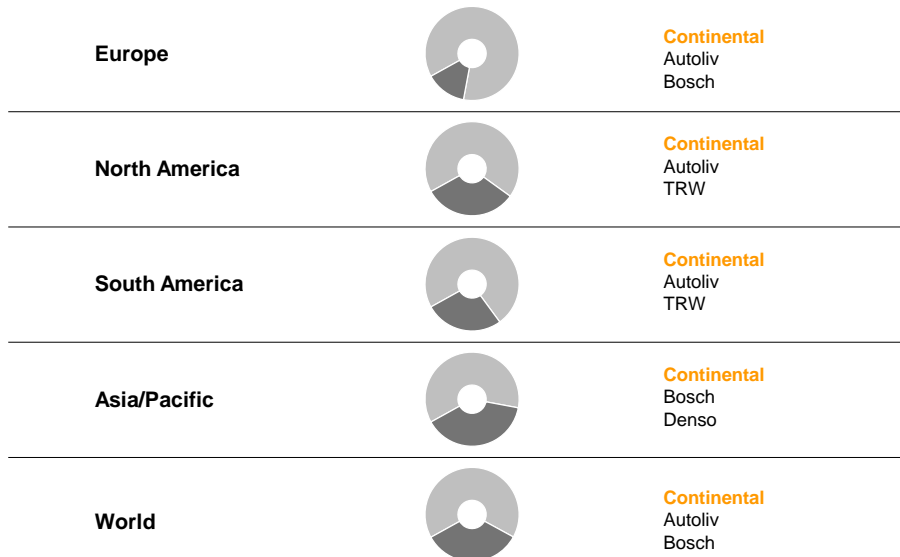


Source: Continental estimates

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## Chassis & Safety

### Market Position for Airbag Electronics 2011

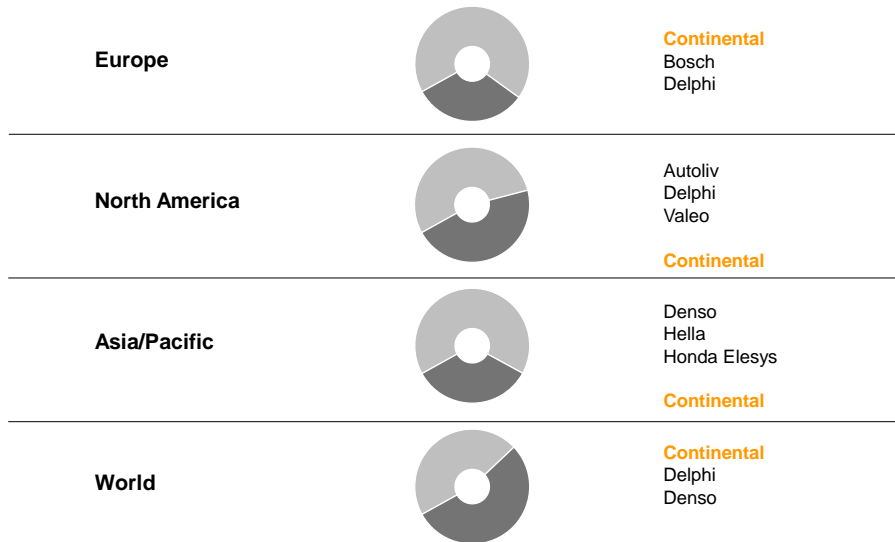


Source: Continental estimates

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## Chassis & Safety

### Market Position for Advanced Driver Assistance Systems 2011

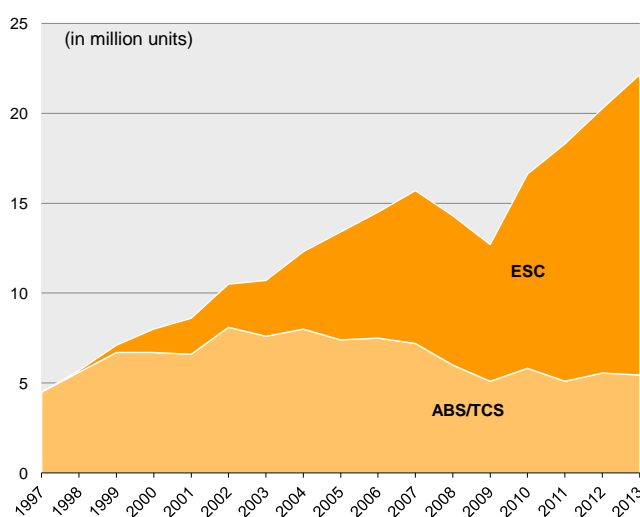


Source: Continental estimates

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## Chassis & Safety

### Growing Sales Volume for Electronic Brake Systems



#### Model Selection

##### Europe

- ◻ BMW 1 Series / 3 Series
- ◻ Mercedes C Class
- ◻ Ford Focus / Fiesta
- ◻ Opel Astra
- ◻ VW Golf
- ◻ Peugeot 208
- ◻ Skoda Octavia
- ◻ Toyota Yaris
- ◻ Volvo S80/V70/XC60/XC90

##### NAFTA

- ◻ Chrysler Caliber Succ
- ◻ Dodge Ram
- ◻ Ford Explorer / Escape / Fusion
- ◻ Honda Odyssey / Pilot Succ.
- ◻ Jeep Wrangler
- ◻ Nissan Frontier
- ◻ Toyota Tundra
- ◻ VW Jetta/New Beetle/New Passat
- ◻ BMW X3

##### Asia

- ◻ Daewoo Lacetti / Matiz Succ.
- ◻ Ford Focus Succ.
- ◻ Honda Fit / Insight
- ◻ Mazda Axela / Demio
- ◻ Suzuki Wagon R / Palette
- ◻ Mitsubishi Lancer / Outlander
- ◻ Saipa Pride
- ◻ Subaru Legacy
- ◻ VW Lavida / New Bora

Source: Continental estimates






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## Topics

- I. Continental at a Glance
- II. Continental Strategy
- III. Continental Corporation
- IV. Market Data
- V. Automotive Group – 2. Powertrain Division
- VI. Rubber Group
- VII. Sustainability at Continental
- VIII. Share & Bond Information
- IX. Glossary

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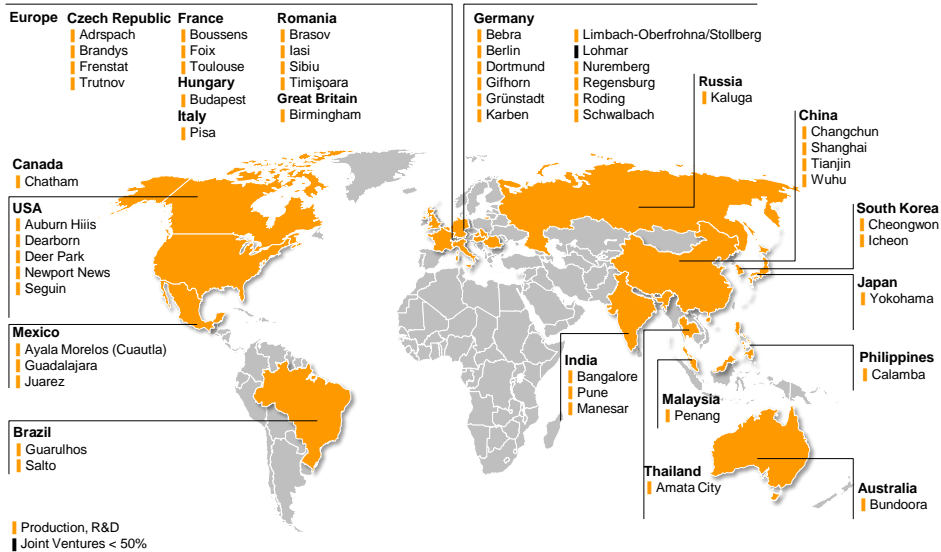
## Powertrain Business Unit Structure

Engine Systems	Transmission	Hybrid Electric Vehicle	Sensors & Actuators	Fuel Supply
<ul style="list-style-type: none"> <li>▶ Engine management systems and fuel components for               <ul style="list-style-type: none"> <li>– Diesel piezo common rail injection systems</li> <li>– Gasoline piezo direct injection</li> <li>– Gasoline solenoid direct injection</li> <li>– Gasoline port injection</li> <li>– Liquefied petroleum gas (LPG) and compressed natural gas (CNG)</li> <li>– Aftertreatment</li> </ul> </li> <li>▶ Engine management systems /aftertreatment products for commercial vehicle applications</li> <li>▶ Turbocharger</li> </ul> 	<ul style="list-style-type: none"> <li>▶ Control units for               <ul style="list-style-type: none"> <li>– Automatic transmission</li> <li>– Double clutch transmission</li> <li>– Automated manual transmission</li> <li>– Continuously variable transmission</li> </ul> </li> <li>▶ Control units for all wheel drive applications               <ul style="list-style-type: none"> <li>– Transfer cases</li> <li>– Differentials</li> <li>– Limited slip coupling</li> <li>– Clutch systems</li> </ul> </li> </ul> 	<ul style="list-style-type: none"> <li>▶ Systems/ components for hybrid and electric vehicle applications               <ul style="list-style-type: none"> <li>– Power electronics</li> <li>– Electric motors</li> <li>– Battery systems</li> <li>– Energy management</li> <li>– Power net systems</li> </ul> </li> </ul> 	<ul style="list-style-type: none"> <li>▶ Actuators for powertrain applications: electronic throttle control, air control valve, general purpose actuator, variable valve timing, electric pumps, exhaust gas recirculation, digital linear actuators</li> <li>▶ Exhaust and emission sensors: temperature, exhaust gas, fluid, evaporation control</li> <li>▶ Engine and transmission sensors: pressure, combustion, mass air flow, position</li> <li>▶ Door handle sensors</li> </ul> 	<ul style="list-style-type: none"> <li>▶ Fuel supply units</li> <li>▶ Fuel level sensors</li> <li>▶ Fuel pumps</li> <li>▶ Control electronics for fuel pumps</li> <li>▶ Functional components</li> </ul> 

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## Powertrain Locations Worldwide

52 sites for production and R&D in 20 countries. Divisional headquarters in Regensburg, Germany.



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## Powertrain Key Figures

(in € millions)	2009	2010	2011
Sales	3,399.2	4,730.8	5,842.0
EBITDA	-13.3	268.2	484.7
in % of sales	-0.4	5.7	8.3
EBIT	-943.2	-198.1	31.3
in % of sales	-27.7	-4.2	0.5
EBIT adjusted <sup>1)</sup>		31.8	240.8
in % of sales <sup>1)</sup>		0.7	4.1
Operating Assets (avg.)	3,401.8	3,112.2	3,027.4
ROCE (avg.) in %	-27.7	-6.4	1.0
R, D & E expense	328.8	396.9	454.9
in % of sales	9.7	8.4	7.8
Capex <sup>2)</sup>	247.2	301.5	393.7
in % of sales	7.3	6.4	6.7
Depreciation & amortization <sup>3)</sup>	929.9	466.3	453.4
in % of sales	27.4	9.9	7.8
thereof impairment <sup>4)</sup>	488.0	36.6	8.5

<sup>1)</sup> EBIT w/o amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation

<sup>2)</sup> Capex including software

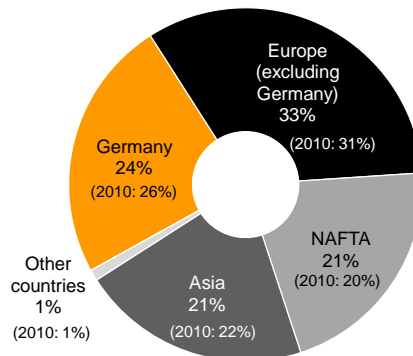
<sup>3)</sup> Excluding write-downs of investments

<sup>4)</sup> 2009: Incl. goodwill impairment of €447.4 mn

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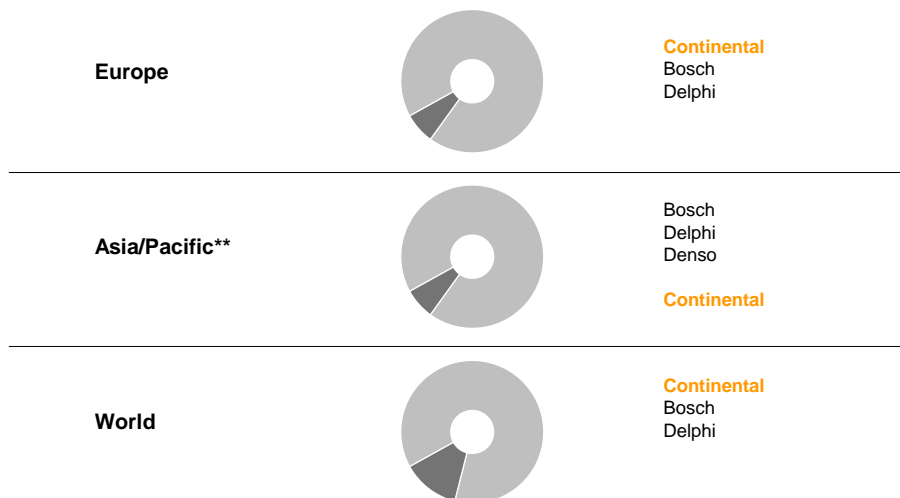
## Powertrain Sales by Region



Sales in 2011: €5.8 bn

81

## Powertrain Market Position for Diesel Injection Systems\* 2011



Source: Continental estimates

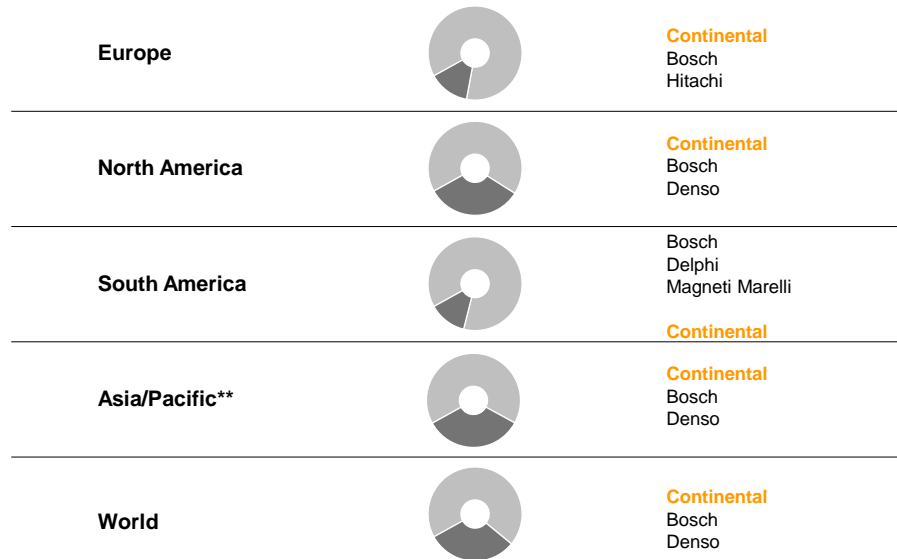
\* For passenger cars & light trucks

\*\* Japan, South Korea, China, India, Thailand

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## Powertrain

### Market Position for Gasoline Injection Systems\* 2011



Source: Continental estimates

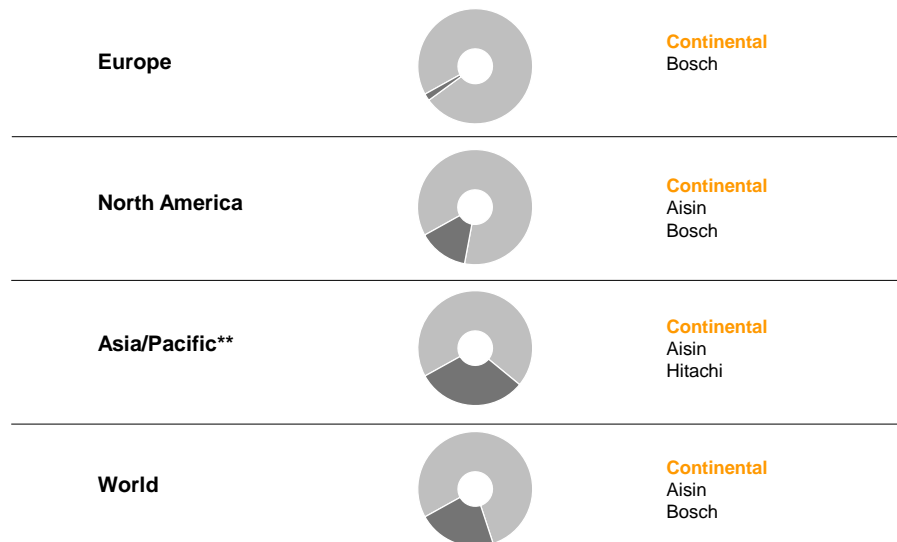
\* For passenger cars &amp; light trucks

\*\* Japan, South Korea, China, India, Thailand

83

## Powertrain

### Market Position for Transmission Control Units\* 2011



Source: Continental estimates

\* For passenger cars &amp; light trucks

\*\* Japan, South Korea, China, India

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## Topics

- I. Continental at a Glance
- II. Continental Strategy
- III. Continental Corporation
- IV. Market Data
- V. Automotive Group – 3. Interior Division
- VI. Rubber Group
- VII. Sustainability at Continental
- VIII. Share & Bond Information
- IX. Glossary

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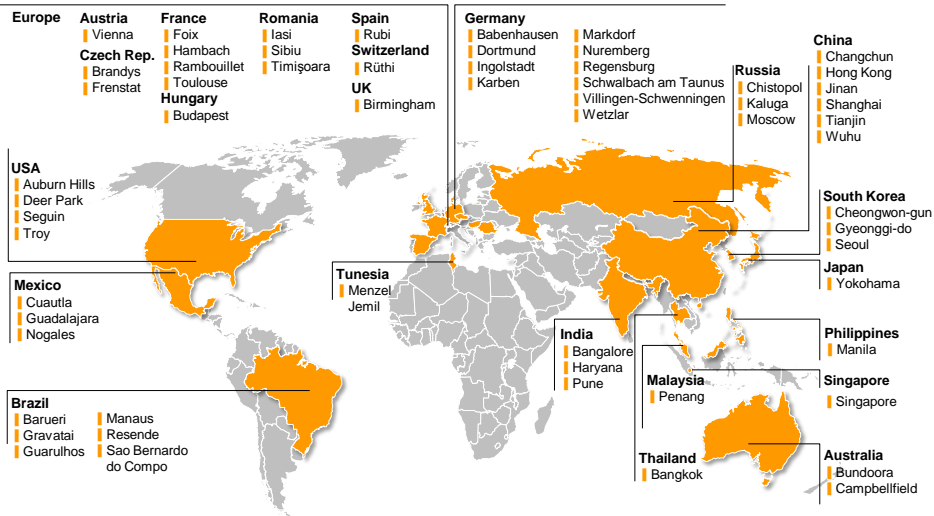
## Interior Business Unit Structure

Instrumentation & Driver HMI	Infotainment & Connectivity	Body & Security	Commercial Vehicles & Aftermarket
<ul style="list-style-type: none"> <li>Instrument clusters</li> <li>Secondary displays</li> <li>Head-up displays</li> <li>Climate controls</li> <li>Haptic controls               <ul style="list-style-type: none"> <li>Faceplates</li> <li>Central input devices</li> <li>Roof controls</li> </ul> </li> <li>Integrated centerstacks</li> <li>Cockpit modules</li> </ul>	<ul style="list-style-type: none"> <li>Radios</li> <li>Connected radio and entry navigation</li> <li>Multimedia systems</li> <li>Embedded telematics</li> <li>Device connectivity</li> <li>Software and special solutions</li> </ul>	<ul style="list-style-type: none"> <li>Body control modules</li> <li>Gateways</li> <li>Door systems</li> <li>Exterior light control units</li> <li>Power closures</li> <li>Seat comfort systems</li> <li>Battery and energy management</li> <li>Access control systems</li> <li>Tire information systems</li> <li>Intelligent antenna modules</li> </ul>	<ul style="list-style-type: none"> <li>Tachographs, telematics and services</li> <li>Visual and haptical HMI</li> <li>Powertrain control</li> <li>Chassis-, body- and transmission electronics</li> <li>Wear parts, spare parts and services for the independent aftermarket</li> <li>Original equipment services</li> </ul>
			

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## Interior Locations Worldwide

62 sites for production and R&D in 23 countries. Divisional headquarters in Regensburg, Germany.



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## Interior Key Figures

(in € millions)	2009	2010	2011
Sales	4,362.7	5,518.1	6,110.7
EBITDA	20.4	619.1	758.8
in % of sales	0.5	11.2	12.4
EBIT	-516.0	197.0	331.2
in % of sales	-11.8	3.6	5.4
EBIT adjusted <sup>1)</sup>		408.3	512.5
in % of sales <sup>1)</sup>		7.4	8.4
Operating Assets (avg.)	4,580.1	4,402.8	4,375.1
ROCE (avg.) in %	-11.3	4.5	7.6
R, D & E expense	434.7	407.9	449.6
in % of sales	10.0	7.4	7.4
Capex <sup>2)</sup>	131.3	191.3	247.7
in % of sales	3.0	3.5	4.1
Depreciation & amortization <sup>3)</sup>	536.4	422.1	427.6
in % of sales	12.3	7.6	7.0
thereof impairment <sup>4)</sup>	90.6	-4.8	12.7

<sup>1)</sup> EBIT w/o amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation

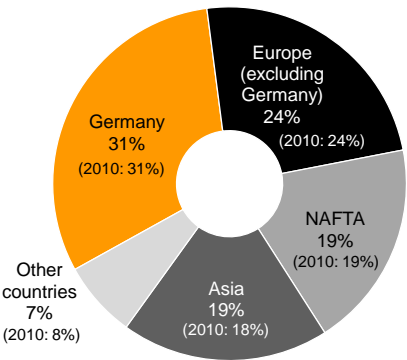
<sup>2)</sup> Capex including software

<sup>3)</sup> Excluding write-downs of investments

<sup>4)</sup> 2009: Incl. goodwill impairment of € 61.4 mn

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Interior  
Sales by Region



Sales in 2011: €6.1 bn

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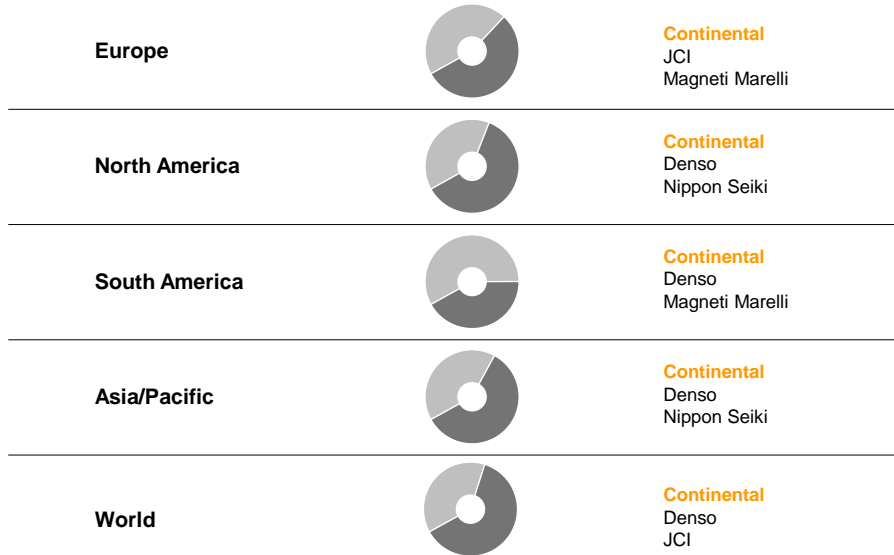
Interior  
Market Position for Body & Security 2011

Europe		Continental Delphi Hella
North America		Continental Delphi Denso
South America		Continental Delphi Hella
Asia/Pacific		Continental Denso Omron
World		Continental Delphi Denso

Source: Continental estimates

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## Interior Market Position for Instrumentation & Driver HMI\* 2011

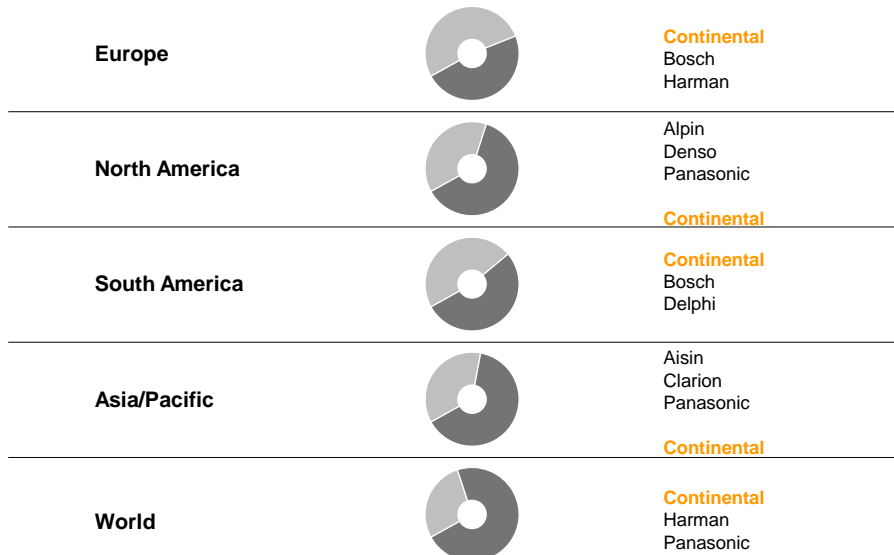


Source: Continental estimates

\* Excluding cockpit modules

91

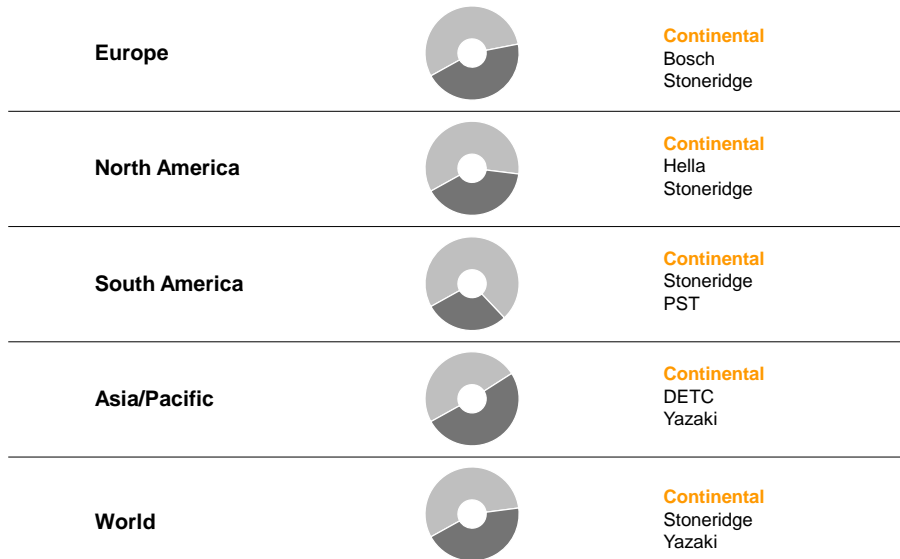
## Interior Market Position for Infotainment & Connectivity 2011



Source: Continental estimates

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## Interior Market Position for Commercial Vehicle\* 2011



Source: Continental estimates

\* Market shares for commercial vehicle business as described in BU structure excluding automotive aftermarket

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## Topics

- I. Continental at a Glance
- II. Continental Strategy
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- VI. Rubber Group
- VII. Sustainability at Continental
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- IX. Glossary

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## Rubber Group Key Figures

(in € millions)	2009	2010	2011
Sales	8,068.3	10,152.5	12,176.6
EBITDA	1,114.5	1,851.5	2,041.5
in % of sales	13.8	18.2	16.8
EBIT	655.7	1,413.1	1,612.8
in % of sales	8.1	13.9	13.2
EBIT adjusted <sup>1)</sup>		1,516.0	1,642.5
in % of sales <sup>1)</sup>		14.9	13.6
Operating Assets (avg.)	3,989.8	4,112.1	4,640.3
ROCE (avg.) in %	16.4	34.4	34.8
R, D & E expense	212.0	223.3	241.2
in % of sales	2.6	2.2	2.0
Capex <sup>2)</sup>	321.7	555.8	747.7
in % of sales	4.0	5.5	6.1
Depreciation & amortization <sup>3)</sup>	458.8	438.4	428.7
in % of sales	5.7	4.3	3.5
thereof impairment	44.0	22.1	-2.4

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

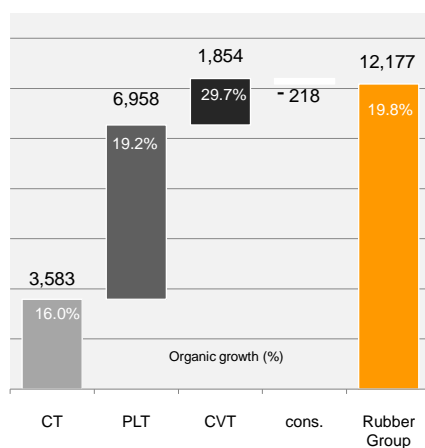
2) Capex including software

3) Excluding write-downs of investments

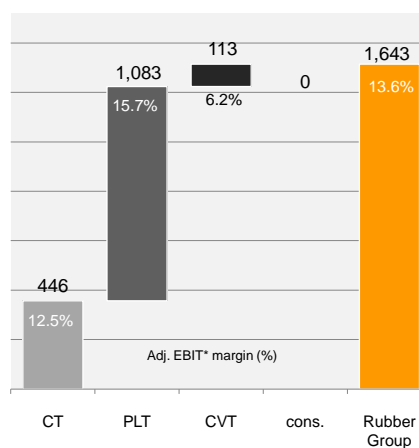
95

## Rubber Group Sales and Adjusted EBIT\* by Division

Rubber Group Sales (in € millions)



Rubber Group adj. EBIT\* (in € millions)

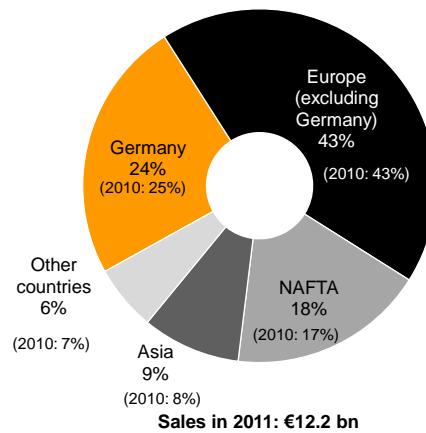


\* W/o amortization of intangibles from PPA, consolidation and special effects

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## Rubber Group Sales by Region
























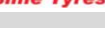



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## Topics

- I. Continental at a Glance
- II. Continental Strategy
- III. Continental Corporation
- IV. Market Data
- V. Automotive Group
- VI. Rubber Group – 1. Passenger and Light Truck Tires Division
- VII. Sustainability at Continental
- VIII. Share & Bond Information
- IX. Glossary

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## Passenger and Light Truck Tires Business Unit Structure

Original Equipment	Replacement Business EMEA	Replacement Business The Americas	Replacement Business Asia-Pacific	Two-Wheel Tires
<p>Tires for:</p> <ul style="list-style-type: none"> <li>Compact, medium-size &amp; full-size cars</li> <li>4x4 and SUVs</li> <li>Vans, light trucks &amp; RVs</li> </ul> <p>Extended mobility systems:</p> <ul style="list-style-type: none"> <li>SSR</li> <li>Minispares</li> <li>ContiComfortKit</li> <li>ContiMobilityKit</li> <li>ContiSeal</li> </ul> <p>NVH engineering services</p> <p>Brands:</p>  	<p>Tires for:</p> <ul style="list-style-type: none"> <li>Compact, medium-size and full-size cars</li> <li>4x4 and SUVs</li> <li>Vans, light trucks &amp; RVs</li> </ul> <p>Brands:</p>         	<p>Tires for:</p> <ul style="list-style-type: none"> <li>Compact, medium-size and full-size cars</li> <li>4x4 and SUVs</li> <li>Vans, light trucks &amp; RVs</li> </ul> <p>Brands:</p>       	<p>Tires for:</p> <ul style="list-style-type: none"> <li>Compact, medium-size and full-size cars</li> <li>4x4 and SUVs</li> <li>Vans, light trucks &amp; RVs</li> </ul> <p>Brands:</p>    	<ul style="list-style-type: none"> <li>Bicycle tires</li> <li>High-performance bicycle racing tires</li> <li>Motorcycle and scooter tires</li> <li>High-performance motorbike tires</li> </ul> <p>Brands:</p>   

\* Except NAFTA, Colombia, Peru

\*\* Trademark rights for Malaysia, Singapore and Brunei

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## Passenger and Light Truck Tires Key Figures

(in € millions)	2009	2010	2011
Sales	4,696.4	5,820.8	6,957.5
EBITDA	793.1	1,241.0	1,335.5
in % of sales	16.9	21.3	19.2
EBIT	536.4	993.3	1,080.3
in % of sales	11.4	17.1	15.5
EBIT adjusted <sup>1)</sup>		1,034.0	1,083.3
in % of sales <sup>1)</sup>		17.8	15.7
Operating Assets (avg.)	2,348.4	2,422.9	2,804.2
RoCE (avg.) in %	22.8	41.0	38.5
R, D & E expense	113.5	120.8	129.9
in % of sales	2.4	2.1	1.9
Capex <sup>2)</sup>	198.3	404.3	527.2
in % of sales	4.2	6.9	7.6
Depreciation & amortization <sup>3)</sup>	256.7	247.7	255.2
in % of sales	5.5	4.3	3.7
thereof impairment	24.6	7.2	-1.1

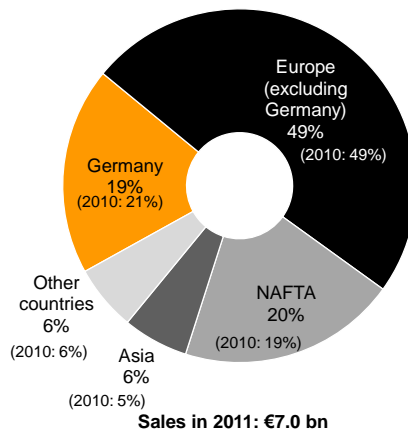
<sup>1)</sup> EBIT w/o amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation

<sup>2)</sup> Capex including software

<sup>3)</sup> Excluding write-downs of investments

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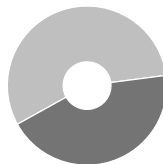
## Passenger and Light Truck Tires Sales by Region



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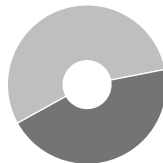
## Passenger and Light Truck Tires Market Share for Passenger and Light Truck Tires\* 2011

Europe



**Continental**  
Goodyear/Sumitomo  
Michelin

North America



Bridgestone/Firestone  
Goodyear/Sumitomo  
Michelin

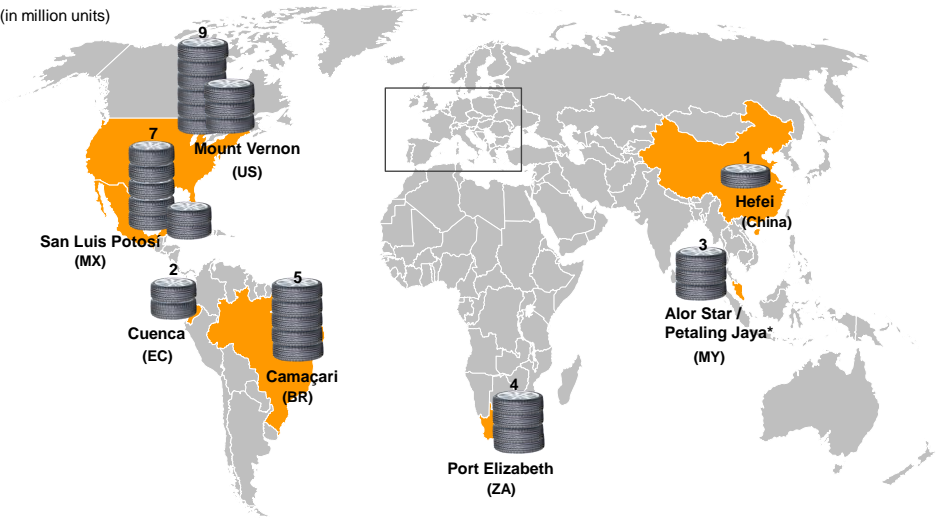
**Continental**

Source: Continental estimates  
\* OE & replacement

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## Passenger and Light Truck Tires

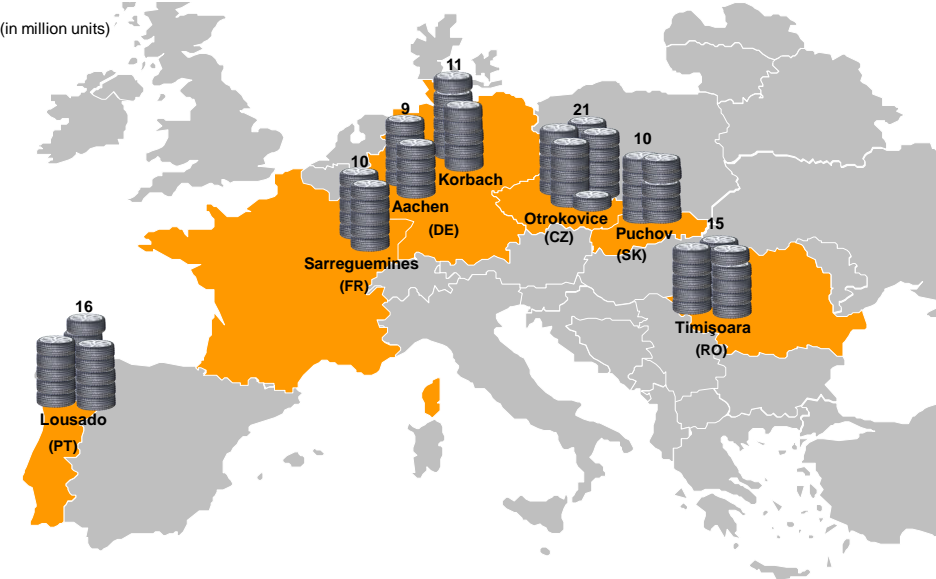
### Worldwide Passenger and Light Truck Tire Production 2011



\* Until 2004 consolidated in CVT Division

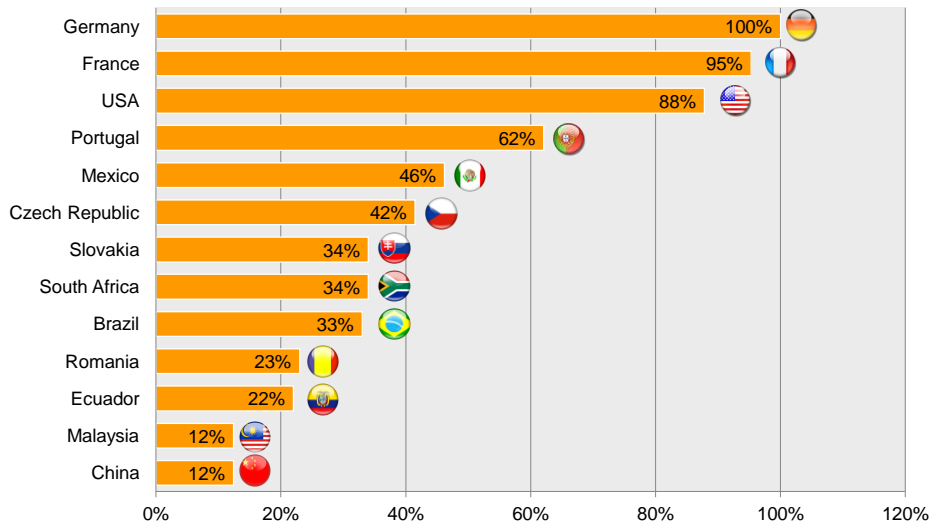
## Passenger and Light Truck Tires

### European Passenger & Light Truck Tire Production 2011



## Passenger and Light Truck Tires

### Cost of Labor at Continental Manufacturing Sites\*

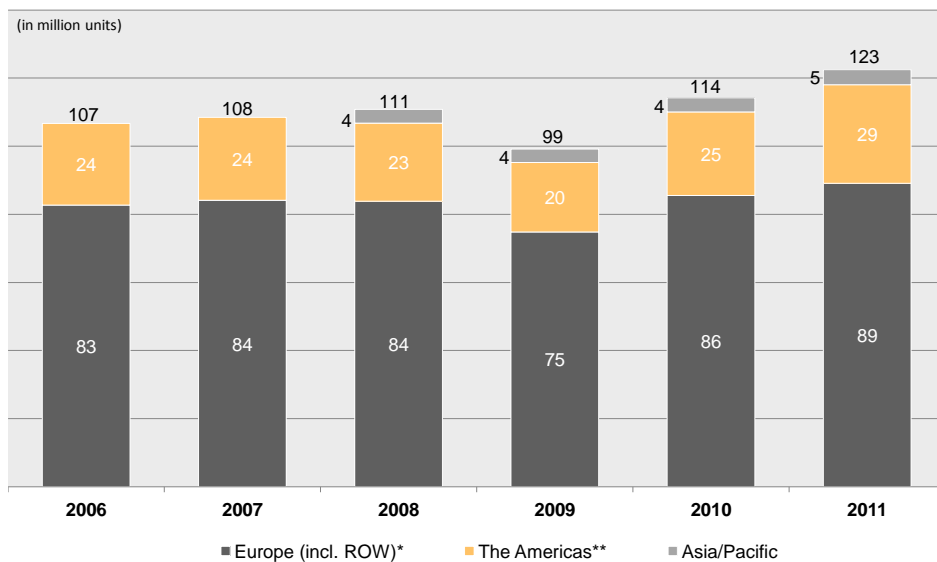


\* Based on average FX rates 2011

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## Passenger and Light Truck Tires

### Unit Sales 2006 - 2011

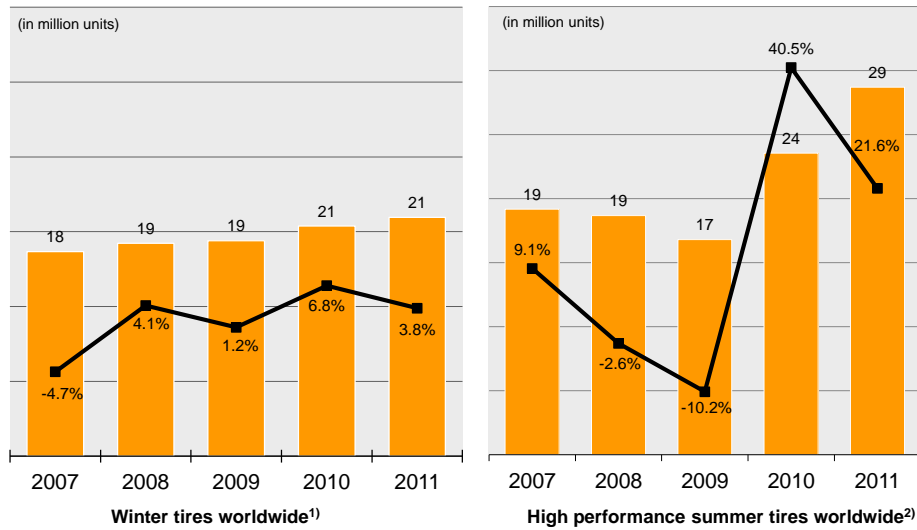


\* From 2006 - 2007 Asia included in Europe

\*\* North America; since 2007 including Latin America

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## Passenger and Light Truck Tires Product Mix Improvement



1) OE & replacement (excl. All-Season Tires)

2) All summer tires and all-season tires with rim sizes of at least 17 inches





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## Topics

- I. Continental at a Glance
- II. Continental Strategy
- III. Continental Corporation
- IV. Market Data
- V. Automotive Group
- VI. Rubber Group – 2. Commercial Vehicle Tires Division
- VII. Sustainability at Continental
- VIII. Share & Bond Information
- IX. Glossary

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## Commercial Vehicle Tires Business Unit Structure

Truck Tires EMEA	Truck Tires The Americas	Truck Tires Asia-Pacific	Industrial Tires
<p>Tires and services for customer segments:</p> <ul style="list-style-type: none"> <li>Goods</li> <li>People</li> <li>Construction</li> </ul>	<p>Tires and services for customer segments:</p> <ul style="list-style-type: none"> <li>Goods</li> <li>People</li> <li>Construction</li> </ul>	<p>Tires and services for customer segments:</p> <ul style="list-style-type: none"> <li>Goods</li> <li>People</li> <li>Construction</li> </ul>	<p>Tires and services for the applications:</p> <ul style="list-style-type: none"> <li>Material handling</li> <li>Multi-purpose</li> <li>Earthmover</li> </ul>
<p>Brands:</p> 	<p>Brands:</p> 	<p>Brands:</p> 	<p>Brands:</p> 

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## Commercial Vehicle Tires Key Figures

(in € millions)	2009	2010	2011
Sales	1,065.6	1,427.8	1,854.0
EBITDA	47.5	142.2	191.0
in % of sales	4.5	10.0	10.3
EBIT	-50.1	50.1	115.4
in % of sales	-4.7	3.5	6.2
EBIT adjusted <sup>1)</sup>		83.7	113.0
in % of sales <sup>1)</sup>		5.9	6.2
Operating Assets (avg.)	634.7	628.4	757.3
ROCE (avg.) in %	-7.9	8.0	15.2
R, D & E expense	40.5	41.8	46.2
in % of sales	3.8	2.9	2.5
Capex <sup>2)</sup>	40.5	51.2	109.9
in % of sales	3.8	3.6	5.9
Depreciation & amortization <sup>3)</sup>	97.6	92.1	75.6
in % of sales	9.2	6.5	4.1
thereof impairment	15.7	12.8	-2.1

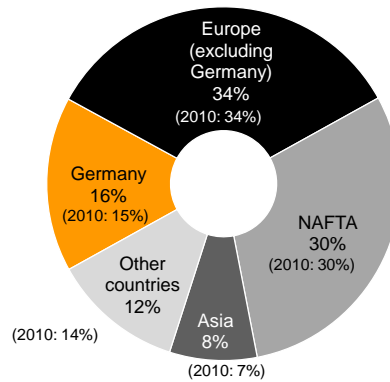
<sup>1)</sup> EBIT w/o amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation

<sup>2)</sup> Capex including software

<sup>3)</sup> Excluding write-downs of investments

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## Commercial Vehicle Tires Sales by Region



Sales in 2011: €1.9 bn

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## Commercial Vehicle Tires Market Share for Truck Tires\* 2011

Europe



Bridgestone/Firestone  
Goodyear/Sumitomo  
Michelin

Continental

North America



Bridgestone/Firestone  
Goodyear/Sumitomo  
Michelin

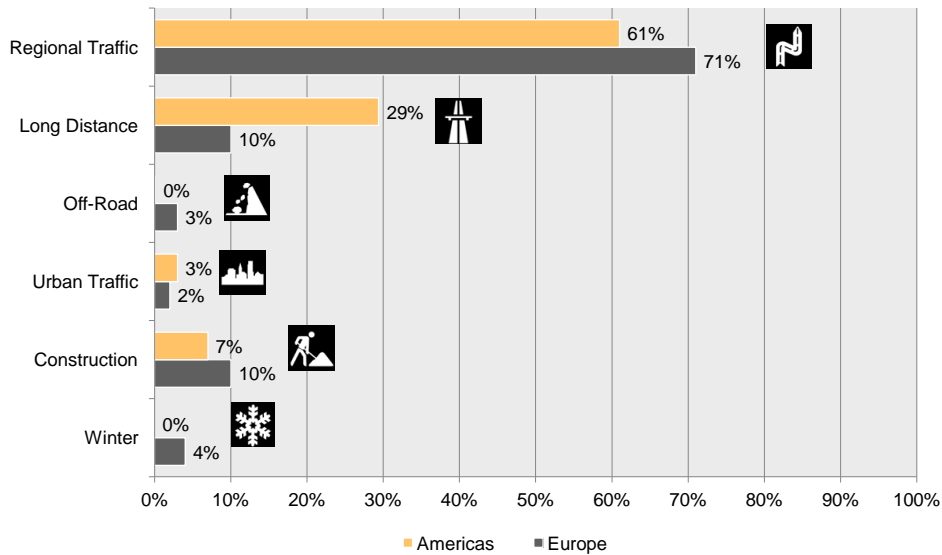
Continental

Source: Continental estimates  
\* OE & replacement

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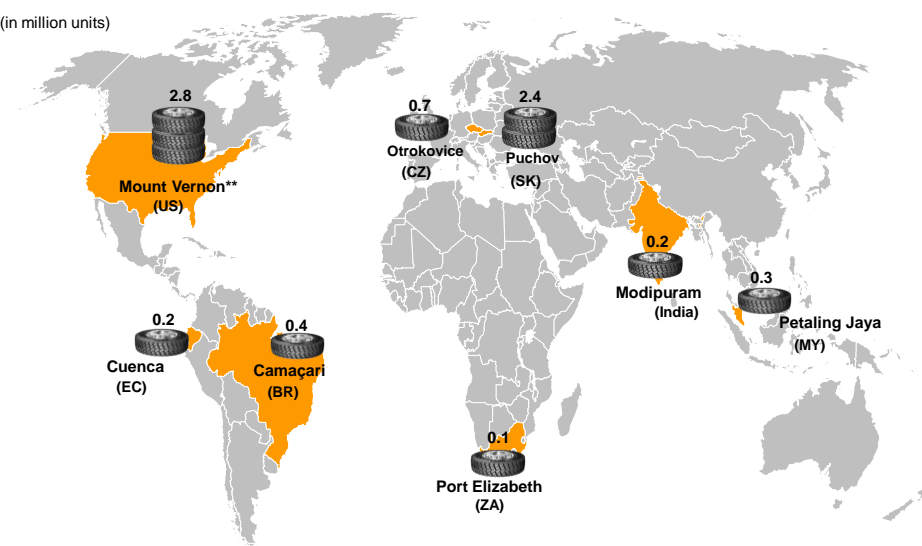
## Commercial Vehicle Tires Continental Product Segments 2011



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## Commercial Vehicle Tires Worldwide Truck Tire Production\* 2011

(in million units)

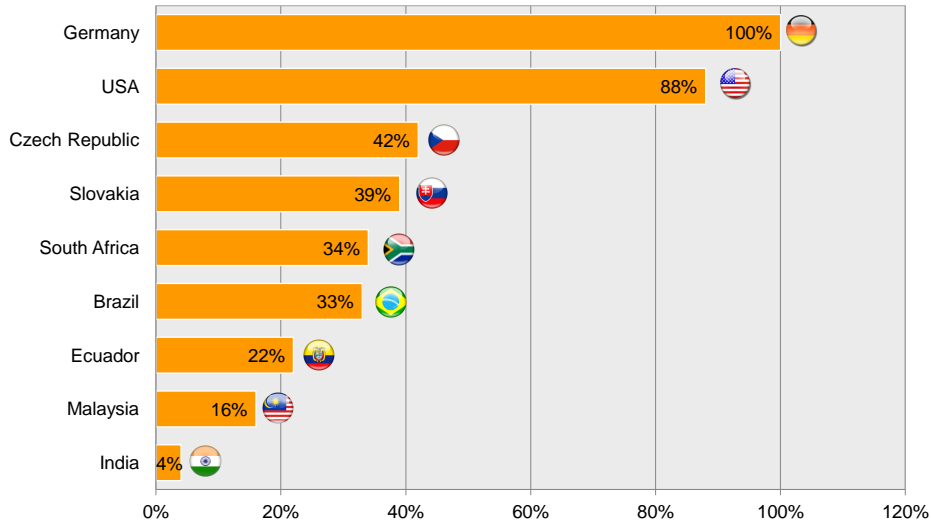


\* Production of bias and radial tires  
 \*\* Including deliveries to JV partners

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## Commercial Vehicle Tires

### Cost of Labor at Continental Manufacturing Sites\*

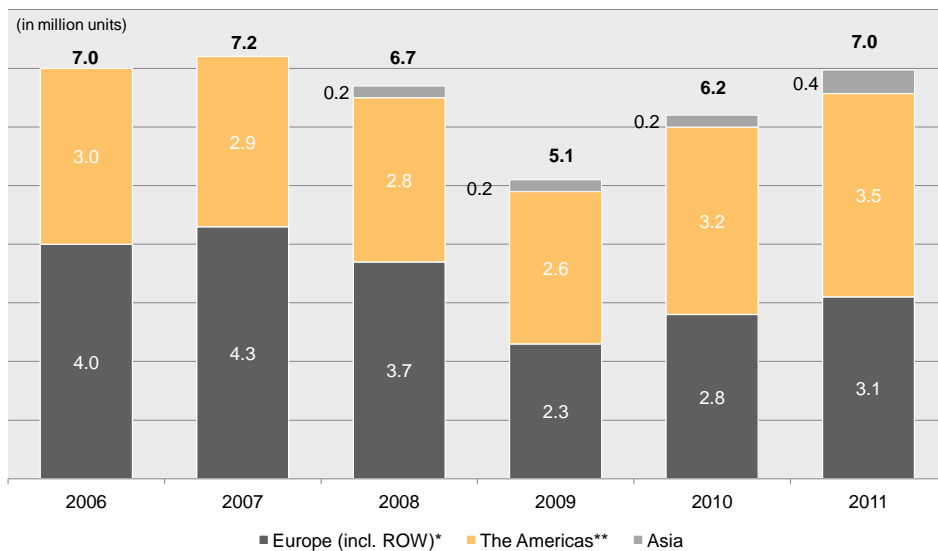


\* Based on average FX rates 2011

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## Commercial Vehicle Tires

### Unit Sales 2006 - 2011



\* From 2005 - 2007 Asia included in Europe

\*\* North America; since 2007 including Latin America


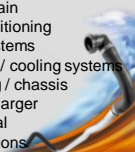

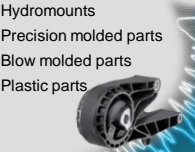
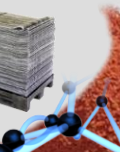
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## Topics

- I. Continental at a Glance
- II. Continental Strategy
- III. Continental Corporation
- IV. Market Data
- V. Automotive Group
- VI. Rubber Group – 3. ContiTech Division
- VII. Sustainability at Continental
- VIII. Share & Bond Information
- IX. Glossary

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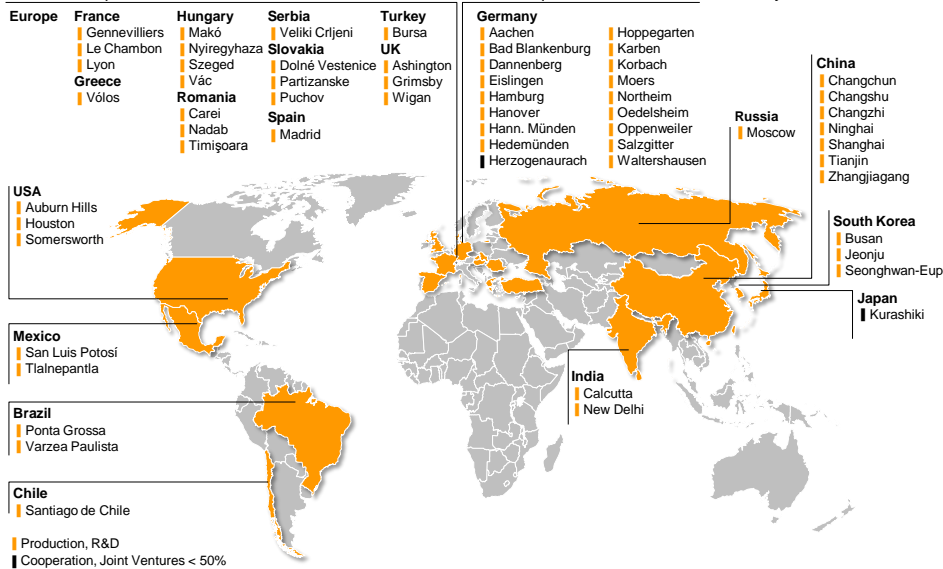
## ContiTech Business Unit Structure

<b>Air Spring Systems</b> <ul style="list-style-type: none"> <li>▶ Air suspension systems for buses, trucks and rail vehicle technology</li> <li>▶ Air actuators for pneumatics and air springs for vibration isolation</li> <li>▶ Compensators</li> </ul> 	<b>Benecke-Kaliko Group</b> <ul style="list-style-type: none"> <li>▶ Foils and synthetic leather products for automotive interior trim</li> </ul> 	<b>Conveyor Belt Group</b> <ul style="list-style-type: none"> <li>▶ Steel cord / fabric belts</li> <li>▶ Special-purpose belts</li> <li>▶ Conveyor belts components</li> <li>▶ Service material</li> </ul> 	<b>Elastomer Coatings</b> <ul style="list-style-type: none"> <li>▶ Coated fabrics</li> <li>▶ Printing blankets / plates</li> <li>▶ Diaphragms / diaphragm materials</li> <li>▶ Gasholder diaphragms</li> <li>▶ Collapsible tanks</li> <li>▶ Fuel tanks</li> <li>▶ Concertina walls</li> </ul> 
<b>Fluid Technology</b> <p>Hoses / hose lines for:</p> <ul style="list-style-type: none"> <li>▶ Exhaust systems</li> <li>▶ Powertrain</li> <li>▶ Air conditioning</li> <li>▶ Fuel systems</li> <li>▶ Heating / cooling systems</li> <li>▶ Steering / chassis</li> <li>▶ Turbocharger</li> <li>▶ Industrial applications</li> </ul> 	<b>Power Transmission Group</b> <ul style="list-style-type: none"> <li>▶ V-belts</li> <li>▶ Multiple V-ribbed belts</li> <li>▶ Timing belts</li> <li>▶ Flat belts</li> <li>▶ Belt drive systems</li> </ul> 	<b>Vibration Control</b> <ul style="list-style-type: none"> <li>▶ Rubber-to-metal bonded products</li> <li>▶ Hydromounts</li> <li>▶ Precision molded parts</li> <li>▶ Blow molded parts</li> <li>▶ Plastic parts</li> </ul> 	<b>Compounding</b> <ul style="list-style-type: none"> <li>▶ Compounding</li> </ul> 

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## ContiTech Locations Worldwide

60 sites for production and R&D in 19 countries. Divisional headquarters in Hanover, Germany.



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## ContiTech Key Figures

(in € millions)	2009	2010	2011
Sales	2,406.1	3,095.3	3,583.1
EBITDA	274.0	468.2	515.0
in % of sales	11.4	15.1	14.4
EBIT	169.4	369.6	417.1
in % of sales	7.0	11.9	11.6
EBIT adjusted <sup>1)</sup>		398.2	446.2
in % of sales <sup>1)</sup>		12.9	12.5
Operating Assets (avg.)	1,006.7	1,060.7	1,078.8
ROCE (avg.) in %	16.8	34.8	38.7
R, D & E expense	58.0	60.7	65.0
in % of sales	2.4	2.0	1.8
Capex <sup>2)</sup>	82.8	100.3	110.6
in % of sales	3.4	3.2	3.1
Depreciation & amortization <sup>3)</sup>	104.6	98.6	97.9
in % of sales	4.3	3.2	2.7
thereof impairment	3.7	2.1	0.8

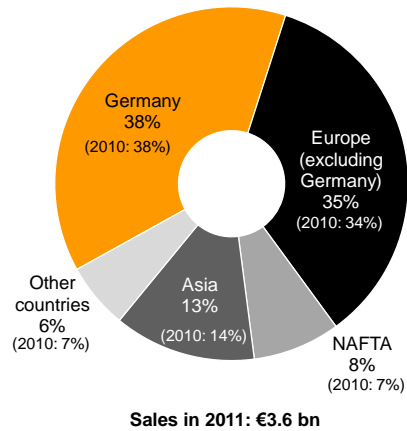
<sup>1)</sup> EBIT w/o amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation

<sup>2)</sup> Capex including software

<sup>3)</sup> Excluding write-downs of investments

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## ContiTech Sales by Region



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## ContiTech Among the Leading Global Suppliers in its Business Units

	Product line
Fluid Technology	Automotive hoses & hose lines Oil & marine
Conveyor Belt Group	Conveyor belts
Power Transmission Group	Multiple V-ribbed belts & timing belts
Benecke-Kaliko Group	Foils for automotive interiors
Air Spring Systems	Truck & bus air springs Railway systems
Vibration Control	Chassis sealing system Engine mounts for trucks
Elastomer Coatings	Printing blankets Life raft / protective gear materials

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## ContiTech Sales and Employees 2011

	Sales in € millions	Employees
Fluid Technology	1,301	13,697
Conveyor Belt Group	584	3,711
Power Transmission Group	393	2,640
Benecke-Kaliko Group	319	1,643
Air Spring Systems	266	1,490
Vibration Control	301	2,078
Elastomer Coatings	111	639
Compounding	325	784
<b>ContiTech</b>	<b>3,583*</b>	<b>27,249**</b>

\* Including other operations  
\*\* Including service functions

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## Topics

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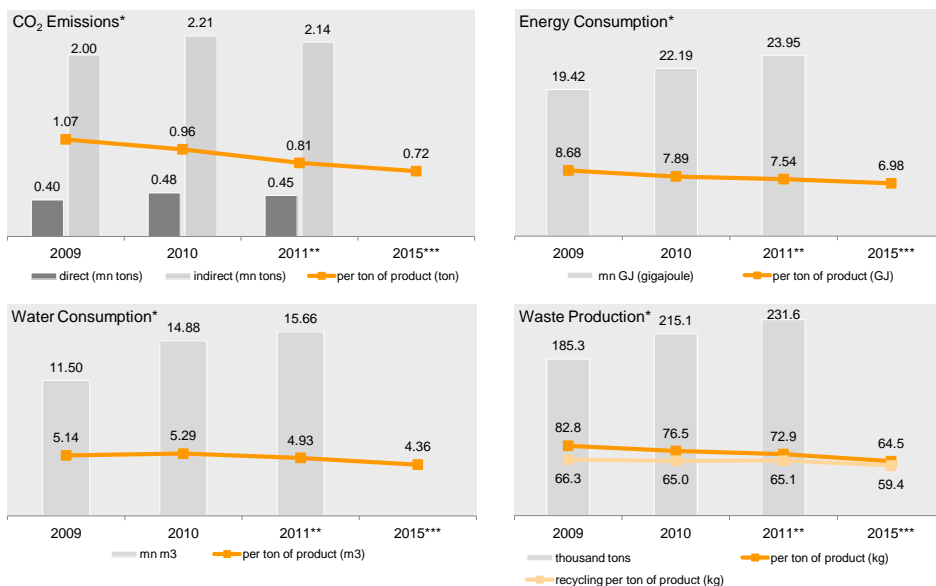
## Sustainability at Continental General View



\* Environment, "Security, Safety" and "Health"

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## Sustainability at Continental Corporate Environmental Key Figures and Goals



\* Changes to previous figures are based on changes in the scope of the survey.

\*\* preliminary figures

\*\*\* Continental environmental goals

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## Sustainability at Continental Equal Opportunity

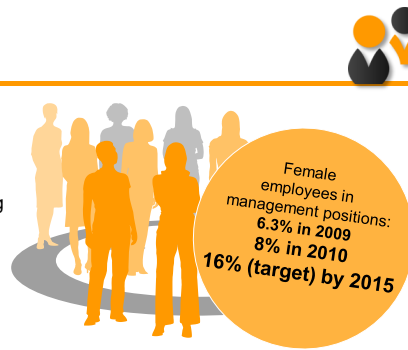
### Diversity Project to support women

- ✦ A talent pool which incorporates all corporate divisions
- ✦ The formation of career support networks
- ✦ Promoting female talents to participate in the mentoring program (number of females 50% in 2010)
- ✦ Female ambassadors
- ✦ Working time models such as part-time, home office, job sharing
- ✦ Support with combining job and family
- ✦ The specification of target corridors for the proportion of women in management functions in the future

### Demographics Program

A holistic concept designed to address the far-reaching changes as a result of the expected demographic trend focuses on four topics:

- ✦ Workplace design
- ✦ Maintaining employee health for a longer working life
- ✦ Targeted qualification measures
- ✦ Motivation for a longer professional life



Award of the Apriori-business solution AG for the Continental "Demography-Management"

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## Sustainability at Continental Corporate Memberships (1)

The Charter of Diversity recognizes diversity as an opportunity. The signatory companies commit to diversity, fairness and mutual respect. The aim is to create a working environment that is free of prejudice and discrimination.

The Luxembourg Declaration on Workplace Health Promotion (WHP) promotes health and occupational safety in the companies of the member states of ENWHP\*. The declaration encourages members to attach greater importance to WHP.

The World Business Council for Sustainable Development (WBCSD), founded in 1995, is a frontrunner and catalyst on the path to sustainable development.



\* European Network for Workplace Health Promotion  
Source: [www.vielfalt-als-chance.de](http://www.vielfalt-als-chance.de) (German Federal Government Commissioner for Migration, Refugees and Integration); [luxemburger-deklaration.de](http://luxemburger-deklaration.de)

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## Sustainability at Continental Corporate Memberships (2)



ECPI is a leading rating and index company dedicated to ESG Research since 1997. For the year ending December 31, 2011, Continental was a constituent of the ECPI Ethical EMU Equity\*.

The Carbon Disclosure Project (CDP) is a non-profit organization that aims to create more transparency regarding environmentally damaging emissions. Continental has been answering CDP's extensive questionnaire since 2009.

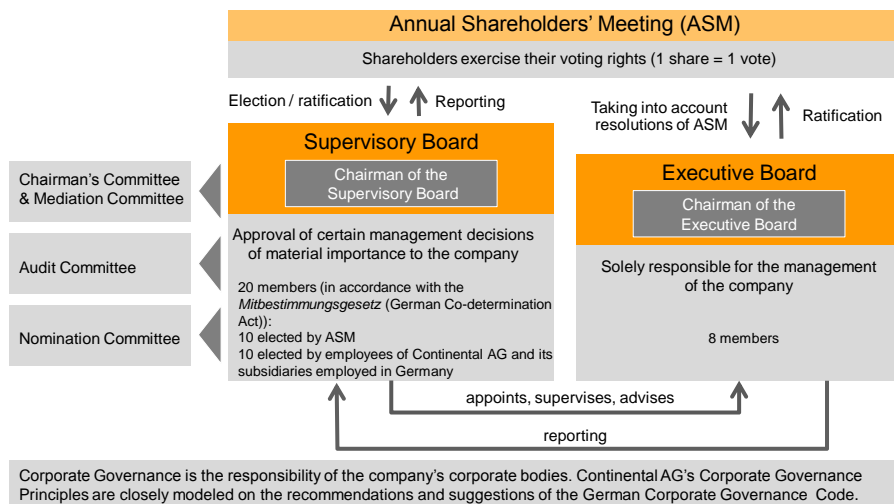
The European Road Safety Charter is an appeal and impetus for all groups in society to make a concrete contribution to improving traffic safety in Europe. The goal is to reduce the number of fatalities on the roads of the European Union (EU) by 2020.



\* 150 top capitalized companies in the Economic and Monetary Union market which are eligible investments

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## Sustainability at Continental Corporate Bodies\*



\* As of June 2011

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## Topics

I.	Continental at a Glance
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VI.	Rubber Group
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## Share & Bond Information

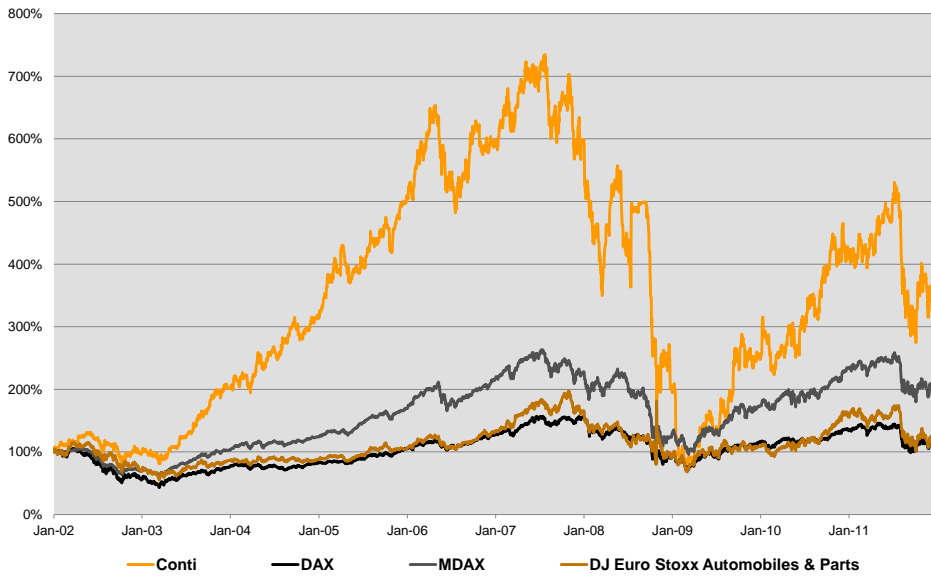
### Share Data / ADR Data

Share Data	
Type of share	No-par value share
Bloomberg ticker symbol	CON
Reuters ticker symbol	CONG
German securities code number (WKN)	543 900
ISIN number	DE0005439004
Shares outstanding at December 31, 2011	200,005,983
ADR Data	
Ratio (ordinary share: ADR)	1:1
Bloomberg ticker symbol	CTTAY
Reuters ticker symbol	CTTAY.PK
ISIN number	US2107712000
ADR level	Level 1
Trading	OTC
Sponsor	Deutsche Bank Trust Company Americas

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## Share & Bond Information

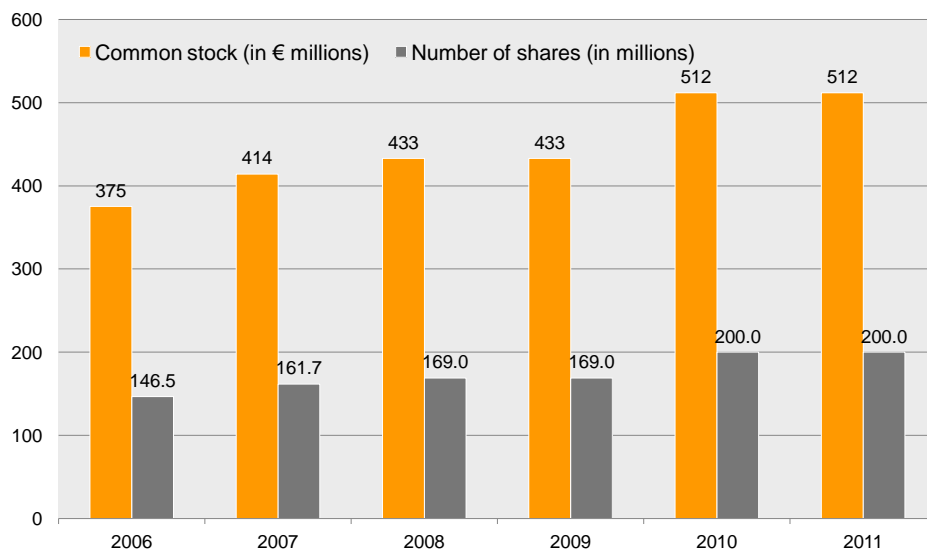
### Share Price Development vs. Major Stock Indexes



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## Share & Bond Information

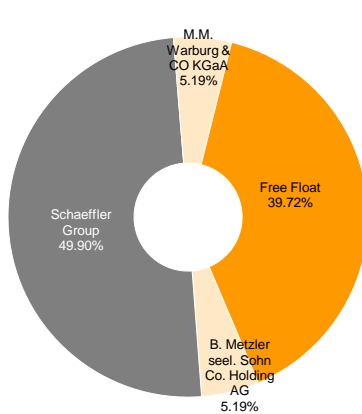
### Common Stock



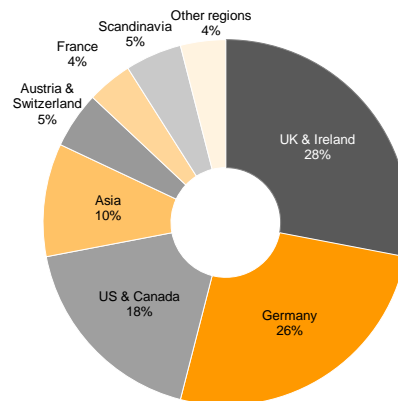
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## Share & Bond Information

### Shareholder Structure



Shareholder structure  
at December 31, 2011



Shareholder structure free float  
(83% identified)  
at December 31, 2011

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## Share & Bond Information

### Bond Details

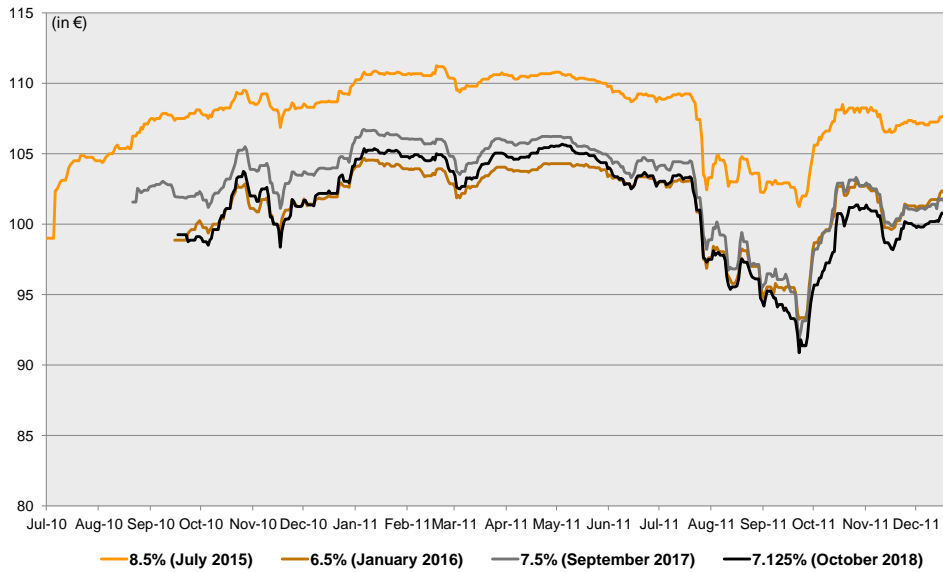
Bond Data				
Issuer	Conti-Gummi Finance B.V., Netherlands*	Conti-Gummi Finance B.V., Netherlands*	Conti-Gummi Finance B.V., Netherlands*	Conti-Gummi Finance B.V., Netherlands*
Issue	Senior Secured Notes	Senior Secured Notes	Senior Secured Notes	Senior Secured Notes
Principal Amount	€750 mn	€1,000 mn	€625 mn	€625 mn
Offering Price	99.0047%	99.3304%	98.8610%	99.2460%
Rating	B1 (Moody's) B (Standard & Poor's)	B1 (Moody's) B (Standard & Poor's)	B1 (Moody's) B (Standard & Poor's)	B1 (Moody's) B (Standard & Poor's)
Coupon	8.5% p.a.	7.5% p.a.	6.5% p.a.	7.125% p.a.
Issue Date	July 16, 2010	September 13, 2010	October 5, 2010	October 5, 2010
Maturity	July 15, 2015	September 15, 2017	January 15, 2016	October 15, 2018
Interest Payment	Semi-annual January 15 and July 15	Semi-annual March 15 and September 15	Semi-annual January 15 and July 15	Semi-annual April 15 and October 15
WKN	A1AY2A	A1A0U3	A1A1P0	A1A1P2
ISIN	DE000A1AY2A0	DE000A1A0U37	DE000A1A1P09	DE000A1A1P25
Denomination	€1,000 with min. tradable amount €50,000	€1,000 with min. tradable amount €50,000	€1,000 with min. tradable amount €50,000	€1,000 with min. tradable amount €50,000

\* Guaranteed by Continental AG and certain subsidiaries of Continental AG

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## Share & Bond Information

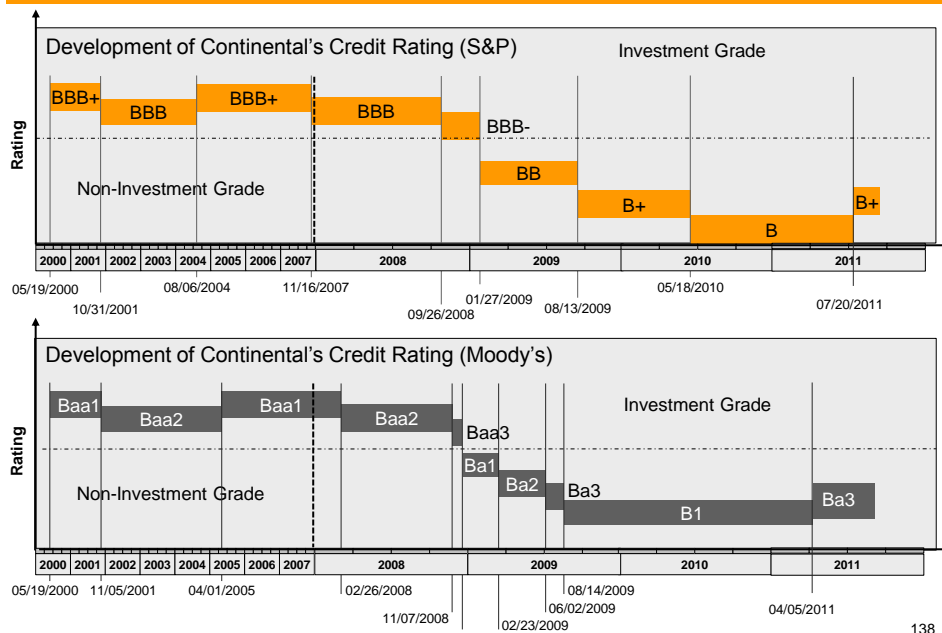
### Development of the Euro Bonds



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## Share & Bond Information

### Development of Continental's Credit Rating YE 2011



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## Share & Bond Information

### 10 Year Financial Overview

		2011	2010	2009	2008	2007	2006	2005	2004	2003	2002
<b>Balance sheets</b>											
Non-current assets	in € millions	15,075.5	14,887.9	14,724.6	16,348.4	17,383.9	5,877.9	5,193.8	4,953.9	4,835.0	5,102.2
Current assets	in € millions	10,962.9	9,502.6	8,324.6	8,339.5	10,353.7	4,975.1	5,353.9	4,742.0	3,463.5	3,094.9
Total assets	in € millions	26,038.4	24,390.5	23,049.2	24,687.9	27,737.6	10,853.0	10,547.7	9,696.9	8,298.5	8,197.1
Shareholders' equity (excl. non-controlling interests)	in € millions	7,146.1	5,859.6	3,772.6	5,265.4	6,583.2	4,470.8	3,574.2	2,706.2	1,983.2	1,715.2
Non-controlling interests	in € millions	397.2	343.3	289.1	264.5	272.9	239.1	220.8	231.0	151.4	92.2
Total equity, (incl. non-controlling interests)	in € millions	7,543.3	6,202.9	4,061.7	5,529.9	6,856.1	4,709.9	3,795.0	2,937.2	2,134.6	1,807.4
Equity ratio	in %	29.0	25.4	17.6	22.4	24.7	43.4	36.0	30.3	23.9	20.9
Capital expenditure	in € millions	1,711.3	1,296.4	860.1	1,595.2	896.9	805.0	871.8	703.0	625.8	620.0
Net indebtedness	in € millions	6,772.1	7,317.0	8,895.5	10,483.5	10,856.4	1,181.0	493.2	881.1	1,168.6	1,899.0
Gearing ratio	in %	89.8	118.0	219.0	189.6	158.3	25.1	13.0	30.0	58.9	110.7
<b>Income statements</b>											
Sales	in € millions	30,504.9	26,046.9	20,095.7	24,238.7	16,619.4	14,887.0	13,837.2	12,597.4	11,534.4	11,408.3
Share of foreign sales	in %	73.7	72.8	71.0	68.5	69.2	67.6	65.8	66.8	67.0	68.4
Cost of sales in % of sales	in %	79.0	77.8	80.0	80.4	75.8	75.3	74.6	75.0	76.5	78.2
Research and development expenses in % of sales	in %	5.3	5.6	6.7	6.2	5.0	4.5	4.3	4.2	4.3	4.3
Selling expenses in % of sales	in %	4.7	5.0	5.6	4.9	5.5	5.7	6.1	6.2	6.2	6.4
Administrative expenses in % of sales	in %	2.1	2.5	3.0	3.2	2.7	3.0	3.1	3.1	3.3	3.4
EBITA	in € millions	2,596.9	1,935.2	-1,040.4	-296.2	1,675.8	1,601.9	1,507.1	1,157.4	855.2	694.3
EBITA in % of sales	in %	8.5	7.4	-5.2	-1.2	10.1	10.8	10.9	9.2	7.4	6.1
Personnel expenses	in € millions	6,358.2	5,891.7	5,199.8	5,746.3	3,652.7	3,175.2	3,054.3	3,011.7	2,681.8	2,650.2
Depreciation and amortization	in € millions	1,631.1	1,652.4	2,631.6	3,067.6	814.8	699.6	741.8	667.2	603.1	670.3
Net income attributable to the shareholders of the parent	in € millions	1,242.2	576.0	-1,649.2	-1,123.5	1,020.6	981.9	929.6	716.2	314.0	226.0
<b>Dividend and earnings per share</b>											
Dividend for the fiscal year	in € millions	300.0*	—	—	—	323.4	293.1	145.9	116.3	70.4	58.6
Number of shares at December 31	in millions	200.0	200.0	169.0	169.0	161.7	146.5	145.9	145.4	135.4	130.2
Earnings per share	€	6.21	2.88	-9.76	-6.84	6.79	6.72	6.38	5.19	2.37	1.75
<b>Employees</b>											
Annual average	in thousands	159.7	142.7	133.4	148.4	93.9	81.6	81.1	73.7	66.5	65.1

\* Based upon the Executive Board's proposal for the appropriation of profits

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## Financial Glossary

<b>ADR</b>	American Depositary Receipt
<b>Capex</b>	Capital expenditure on property, plant, equipment and software
<b>EBIT</b>	Earnings Before Interest and Taxes
<b>EBITDA</b>	EBIT Before Depreciation and Amortization
<b>EBIT margin</b>	EBIT as a percentage of sales
<b>EBITDA margin</b>	EBITDA as a percentage of sales
<b>FCF</b>	Free Cash Flow. We define FCF as cash provided by operating activities minus cash used for investing activities
<b>Gearing ratio</b>	Represents the net indebtedness divided by total equity, expressed as a percentage
<b>ISIN</b>	International Securities Identification Number
<b>Net indebtedness</b>	The net amount of interest-bearing liabilities, investments and cash and cash equivalents as recognized in the balance sheet as well as the market values of the derivative instruments
<b>NIAT</b>	Net Income Attributable to the shareholders of the parent
<b>Operating assets</b>	Operating assets are the assets less liabilities as reported in the balance sheet, without recognizing the net indebtedness, discounted trade bills, deferred tax assets and income tax receivable and payable as well as other financial assets and debt
<b>PPA</b>	Purchase Price Allocation
<b>R, D &amp; E Expenses</b>	Research, Development and Engineering Expenses
<b>ROCE (avg.)</b>	Return On Capital Employed. We define ROCE as the ratio of EBIT to average operating assets for the fiscal year

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## Product Glossary

<b>ABS</b>	Anti-Lock Brake System	<b>MAB/MiB</b>	Motorcycle Anti-lock Braking System / Motorcycle Integrated Brake System
<b>ACC</b>	Adaptive Cruise Control	<b>MT</b>	Manual Transmission
<b>ADAS</b>	Advanced Driver Assistant System	<b>NVH</b>	Noise Vibration Harshness
<b>AMT</b>	Automated Manual Transmission	<b>OTR</b>	Off The Road Tires
<b>AT</b>	Automatic Transmission	<b>PCB</b>	Printed Circuit Board
<b>C&amp;S</b>	Chassis & Safety Division	<b>PLT</b>	Passenger & Light Truck Tires Division
<b>CT</b>	ContiTech Division	<b>PT</b>	Powertrain Division
<b>CV</b>	Commercial Vehicle	<b>PWM</b>	Pulse Width Modulation
<b>CVT</b>	Commercial Vehicle Tires Division	<b>RV</b>	Recreational Vehicle
<b>CVaT</b>	Continuous Variable Transmission	<b>SSR</b>	Self Supporting Runflat Tires
<b>ECU</b>	Electronic Control Unit	<b>SUV</b>	Sport Utility Vehicle
<b>DCT</b>	Double Clutch Transmission	<b>TCS</b>	Traction Control System
<b>EBS</b>	Electronic Brake System	<b>TPMS</b>	Tire Pressure Monitoring System
<b>ESC</b>	Electronic Stability Control		
<b>HEV</b>	Hybrid Electric Vehicle		
<b>HMI</b>	Human Machine Interface		
<b>HVAC</b>	Heating, Ventilation and Air Conditioning		
<b>I</b>	Interior Division		

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## Financial Calendar

2012	
Annual Financial Press Conference	March 1, 2012
Annual Shareholders' Meeting	April 27, 2012
Q1 Financial Report	May 3, 2012
Half Year Report	August 2, 2012
Nine Months Report	October 31, 2012
2013	
Annual Financial Press Conference	March 2013
Annual Shareholders' Meeting	May 15, 2013
Q1 Financial Report	May 2013
Half Year Report	August 2013
Nine Months Report	November 2013

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**Continental** 

Official Partner of the UEFA EURO 2012  
and Sponsor of the FIFA WORLD CUP 2014



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