



**Fact Book  
Fiscal Year  
2012**

# Contents

## I. Continental at a Glance

Slide	Title	Page
1	Disclaimer	7
3	More than 140 Years of Progress and Achievement	8
4	Continental Corporation – Sales, EBIT & Net Income	8
5	Conti Ranks No 3 in Worldwide Supplier Ranking	9
6	Executive Board	9
7	Megatrends in the Automotive Industry	10
8	A Leading Global Supplier for Key Automotive Electronics Applications	10
9	A Leading Global Supplier of Tire and Non-Tire Rubber Products	11
10	Sales by Region	11
11	EBITDA by Group and Corporation	12
12	Development of Consolidated Sales	12
13	Number of Employees	13

## II. Continental Strategy

Slide	Title	Page
15	Systematic Entrepreneurial Approach	14
16	Back to Value Creation	14
17	Cost Consciousness – Production in Best-Cost Countries	15
18	Continental Balanced Distribution of Sales	15
19	Best Positioned for the 5 Fastest Growing Automotive Industry Segments	16
20	Continental Corporation Worldwide	16
21	Sales OE/Non-OE	17
22	Technological Balance	17

# Contents

## III. Continental Megatrends

Slide	Title	Page
24	We Shape the Megatrends in the Automotive Industry	18
25	Environment: Initiatives in EU, USA and Japan – Towards Cleaner Mobility	19
26	Environment: Initiatives Towards Cleaner Mobility in Various Regions	19
27	Environment: Engine Development Roadmap	20
28	Environment: Reduction of CO <sub>2</sub> Emissions: Solutions by Continental	20
29	Environment: Development of Worldwide Turbo Charger Volumes	21
30	Information: Interior: Examples of Regional Initiatives and Projects	21
31	Information: Interior: The Car Will Be Connected to Its Environment	22
32	Information: Interior: Product Highlights for Intelligent Mobility	22
33	Safety: Regional Initiatives – Towards Safer Mobility	23
34	Safety: Road Traffic Deaths	23
35	Safety: ADAC – Milestones of Active Safety	24
36	Safety: Future Automotive Trends (1)	24
37	Safety: Future Automotive Trends (2)	25
38	Safety: Future Automotive Trends Require System Competence	25
39	Safety: Winter Tire Regulation	26
40	Safety and Environment: Tire Labeling Initiatives in Europe, USA, Japan, South Korea and Brazil	26
41	Tires: Key Initiatives 2001 – Vision 2025	27
42	Tire Sales and Growth Pillars – Supporting Elements of our Vision 2025	27
43	Additional Tire Production Capacity of 22 Million Units by 2015/16	28
44	Tires Vision 2025 – More Balanced Footprint	28
45	Environment: ContiTech: Engineering Green Value	29
46	Environment: ContiTech: Cumulative Market for ContiTech Products	29

# Contents

## IV. Continental Corporation

Slide	Title	Page
48	Consolidated Key Figures	30
49	Sales and Adjusted EBIT by Quarter	31
50	Key Historical Financials and Credit Metrics	31
51	Development of Net Indebtedness and Gearing Ratio	32
52	Gross Indebtedness by Sources	32
53	Maturities	33
54	Purchasing – Production Materials 2012	33
55	Development of Raw Material Prices	34

## V. Market Data

Slide	Title	Page
57	Increasing Installation Rates of Electronic Brake Systems	35
58	Installation Rates of Fuel Injection Systems	35
59	Increasing Installation Rates of Double Clutch Transmission	36
60	Increasing Installation Rates of Turbocharger in Gasoline Engines	36
61	Increasing Installation Rates of Embedded Telematics	37
62	Increasing Installation Rates of Keyless Entry Systems	37
63	Increasing Installation Rates of Multimedia Systems	38
64	Increasing Installation Rates of Advanced Driver Assistance Systems	38
65	Increasing Installation Rates of Head-up Displays	39
66	Production of Light Vehicles 2011 – 2014	39
67	Production of Heavy Vehicles 2011 – 2014	40
68	Replacement Passenger, Light Truck and 4x4 Tires 2011 – 2014	40
69	Replacement Truck Tires 2011 – 2014	41

## VI. Automotive Group

Slide	Title	Page
71	Key Figures	42
72	Sales and Adjusted EBIT by Division	42
73	Sales by Region	43
74	Order Intake (LTS) in the Automotive Group Totalled €25 bn in 2012	43

# Contents

## VI.1. Automotive Group – Chassis & Safety Division

Slide	Title	Page
76	Business Units and Key Products	44
77	Locations Worldwide	45
78	Key Figures	45
79	Sales by Region	46
80	Market Position for Electronic Brake Systems 2012	46
81	Market Position for Foundation Brake Systems 2012	47
82	Market Position for Actuation 2012	47
83	Market Position for Airbag Electronics 2012	48
84	Market Position for Advanced Driver Assistance Systems 2012	48
85	Growing Sales Volume for Electronic Brake Systems	49

## VI.2. Automotive Group – Powertrain Division

Slide	Title	Page
87	Business Units and Key Products	50
88	Locations Worldwide	50
89	Key Figures	51
90	Sales by Region	51
91	Market Position for Diesel Injection Systems 2012	52
92	Market Position for Gasoline Injection Systems 2012	52
93	Market Position for Transmission Control Units 2012	53

## VI.3. Automotive Group – Interior Division

Slide	Title	Page
95	Business Units and Key Products	54
96	Locations Worldwide	54
97	Key Figures	55
98	Sales by Region	55
99	Market Position for Body & Security 2012	56
100	Market Position for Instrumentation & Driver HMI 2012	56
101	Market Position for Infotainment & Connectivity 2012	57
102	Market Position for Commercial Vehicle 2012	57

# Contents

## VII. Rubber Group

Slide	Title	Page
104	Key Figures	58
105	Sales and Adjusted EBIT by Division	59
106	Sales by Region	59

### VII.1. Rubber Group – Tires Division

Slide	Title	Page
108	Business Units and Tire Brands	60
109	Key Figures	61
110	Sales by Region	61
111	Market Share for Passenger and Light Truck Tires 2012	62
112	Market Share for Truck Tires 2012	62
113	Worldwide Passenger and Light Truck Tire Production 2012	63
114	European Passenger and Light Truck Tire Production 2012	63
115	Worldwide Truck Tire Production 2012	64
116	Cost of Labor at Continental Manufacturing Sites	64
117	Passenger and Light Truck Tires: Product Mix Improvement	65
118	Passenger and Light Truck Tires: Unit Sales 2007 - 2012	65
119	Commercial Vehicle Tires: Unit Sales 2007 - 2012	66

### VII.2. Rubber Group – ContiTech Division

Slide	Title	Page
121	Business Units and Key Products	67
122	Locations Worldwide	67
123	Key Figures	68
124	Sales by Region	68
125	A Leading Global Supplier in its Business Units	69
126	Sales and Employees 2012	69

# Contents

## VIII. Sustainability at Continental

Slide	Title	Page
128	Our Policies and Guidelines	70
129	Corporate Environmental Key Performance Indicators	71
130	Equal Opportunity	71
131	Corporate Memberships (1)	72
132	Corporate Memberships (2)	72
133	Corporate Bodies	73

## IX. Share & Bond Information

Slide	Title	Page
135	Share Data / ADR Data	74
136	Share Price Development vs. Major Stock Indexes	74
137	Common Stock	75
138	Shareholder Structure	75
139	Bond Details	76
140	Development of the Bonds	76
141	Development of Continental's Credit Rating	77
142	10 Year Financial Overview	77

## X. Glossary

Slide	Title	Page
144	Financial Glossary	78
145	Product Glossary	79
146	Contact Data	79
147	Financial Calender	80

## Disclaimer

---

This fact book has been prepared by Continental Aktiengesellschaft and includes information available to us as of March 19, 2013. It has not been independently verified. It does not constitute an offer, invitation or recommendation to purchase or subscribe for any shares or other securities issued by Continental AG or any of its affiliates and neither shall any part of it form the basis of, or be relied upon in connection with, any contract or commitment concerning the purchase or sale of such shares or other securities or any other financial investment or exposure whatsoever.

Neither Continental Aktiengesellschaft nor any of its affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss that may arise from any use of this presentation or its contents or otherwise arising in connection with this presentation.

This presentation includes assumptions, estimates, forecasts and other forward-looking statements, including statements about our beliefs and expectations regarding future developments as well as their effect on the results of Continental. These statements are based on plans, estimates and projections as they are currently available to the management of Continental. Therefore, these statements speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events. Furthermore, although the management is of the opinion that these statements, and their underlying beliefs and expectations, are realistic as of the date they are made, no guarantee can be given that the expected developments and effects will actually occur. Many factors may cause the actual development to be materially different from the expectations expressed here. Such factors include, for example and without limitation, changes in general economic and business conditions, fluctuations in currency exchange rates or interest rates, the introduction of competing products, the lack of acceptance for new products or services and changes in business strategy.

All statements with regard to markets or market position(s) of Continental or any of its competitors are estimates of Continental based on data available to Continental. Such data are neither comprehensive nor independently verified. Consequently, the data used are not adequate for and the statements based on such data are not meant to be an accurate or proper definition of regional and/or product markets or market shares of Continental and any of the participants in any market.

1

## Topics

---

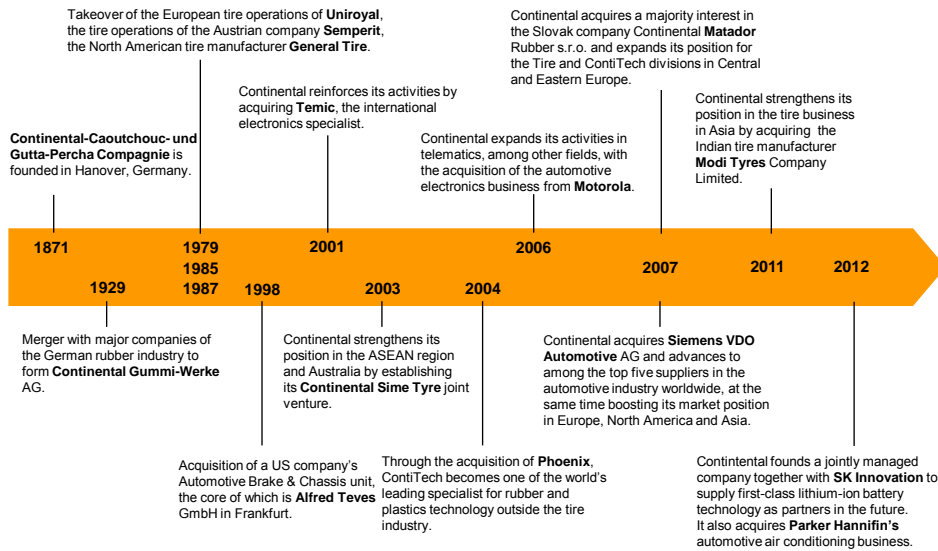
- I. Continental at a Glance
- II. Continental Strategy
- III. Continental Megatrends
- IV. Continental Corporation
- V. Market Data
- VI. Automotive Group
- VII. Rubber Group
- VIII. Sustainability at Continental
- IX. Share & Bond Information
- X. Glossary

2



## Continental at a Glance

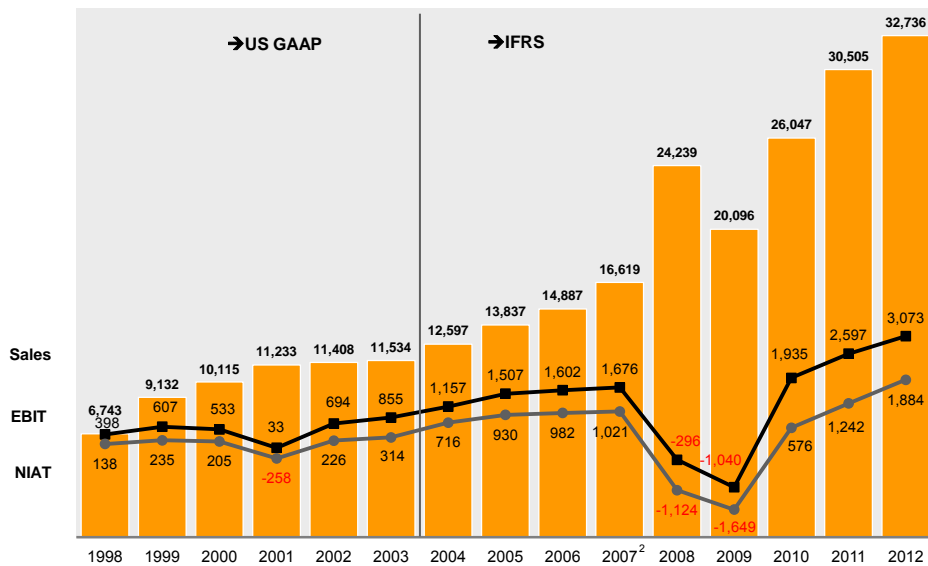
### More than 140 Years of Progress and Achievement



3

## Continental at a Glance

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

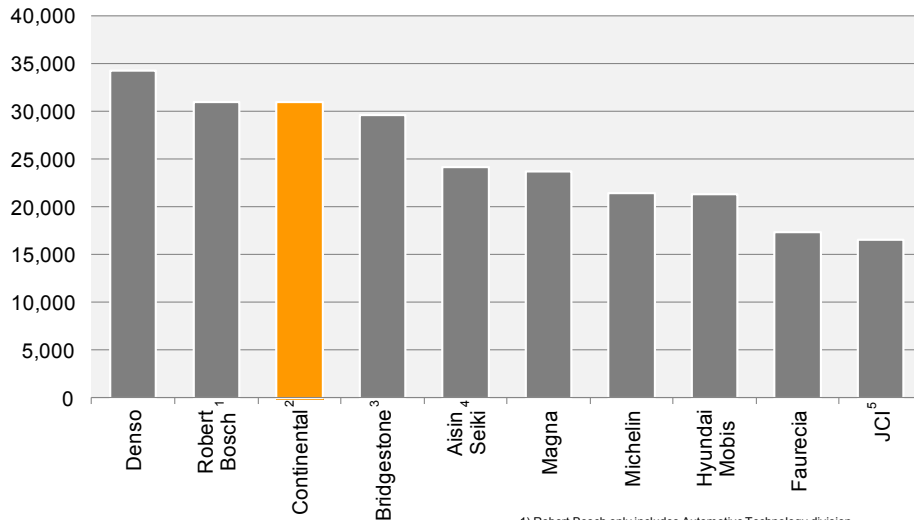


1) Net income attributable to the shareholders of the parent from 1998 until 2003, US GAAP / from 2004 onwards IFRS.  
2) Siemens VDO incorporated starting December 1, 2007.

4

## Continental at a Glance Conti Ranks No 3 in Worldwide Supplier Ranking

Top 10 Global OEM Suppliers – 2012 Sales (in € millions)



Source: Company filings. Calendarized to December year-end.  
Based on average currency exchange rates 2012.

- 1) Robert Bosch only includes Automotive Technology division.
- 2) Continental excluding ContiTech Industrial business.
- 3) Bridgestone including Diversified Products.
- 4) Aisin Seiki excluding Life & Energy related products.
- 5) Johnson Controls only includes Automotive Experience Division.

5

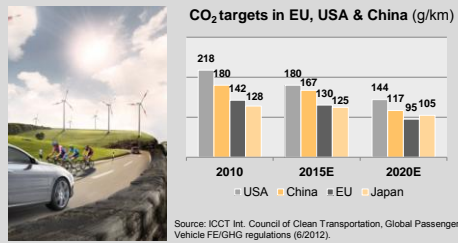
## Continental at a Glance Executive Board



6

## Continental at a Glance Megatrends in the Automotive Industry

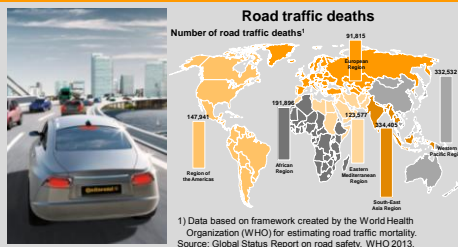
### Environment – For clean power



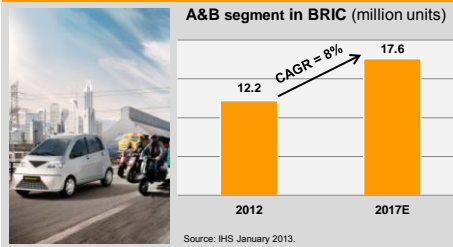
### Information – For intelligent driving



### Safety – For safe mobility



### Affordable Cars – For global mobility



7

## Continental at a Glance A Leading Global Supplier for Key Automotive Electronics Applications

### Chassis & Safety

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

Sales 2012 €7,053 mn  
% of total 21%  
Adj. EBIT<sup>1</sup> €686.8 mn  
Adj. EBIT margin 9.7%

### Powertrain

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

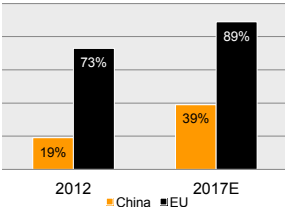
Sales 2012 €6,135 mn  
% of total 19%  
Adj. EBIT<sup>1</sup> €278.6 mn  
Adj. EBIT margin 4.5%

### Interior

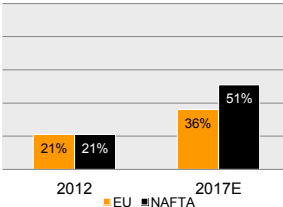
- Body and security products
- Commercial vehicle interiors
- Device connectivity and telematics units
- Instrumentation, displays and human machine interfaces

Sales 2012 €6,434 mn  
% of total 20%  
Adj. EBIT<sup>1</sup> €579.3 mn  
Adj. EBIT margin 9.0%

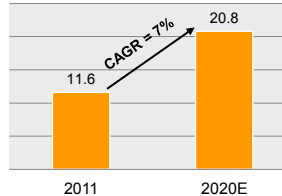
ESC<sup>2</sup> installation rate by region (%)



Gasoline direct injection systems installation rate by region (%)



OEM navigation<sup>3</sup> (in \$ billions)



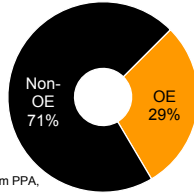
1) Before amortization of intangibles from PPA, consolidation and special effects.  
2) ESC: Electronic Stability Control is a type of electronic brake system.  
3) Source: Frost & Sullivan, 2013.

8

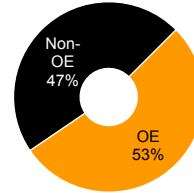
## Continental at a Glance A Leading Global Supplier of Tire and Non-Tire Rubber Products

Tires		
<b>Passenger &amp; Light Truck Tires</b>	<b>Commercial Vehicle Tires</b>	<b>ContiTech</b>
<ul style="list-style-type: none"> <li>○ Regions                             <ul style="list-style-type: none"> <li>○ EMEA</li> <li>○ The Americas</li> <li>○ APAC</li> </ul> </li> <li>○ Products                             <ul style="list-style-type: none"> <li>○ Original equipment</li> <li>○ Winter tires</li> <li>○ High performance tires</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>○ Regions                             <ul style="list-style-type: none"> <li>○ EMEA</li> <li>○ The Americas</li> <li>○ APAC</li> </ul> </li> <li>○ Products                             <ul style="list-style-type: none"> <li>○ Original equipment</li> <li>○ Replacement</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>○ Automotive hoses and hose lines</li> <li>○ Automotive interior trim</li> <li>○ Conveyor belts</li> <li>○ Marine and oil hoses and hose lines</li> <li>○ Multiple V-ribbed belts and timing belts</li> <li>○ Railway air springs</li> <li>○ Truck and bus air springs</li> </ul>
<b>Sales 2012</b> % of total <b>Adj. EBIT<sup>1</sup></b> <i>Adj. EBIT margin</i>	<b>€9,665 mn</b> 29% <b>€1,620.0 mn</b> 17.0%	<b>€3,712 mn</b> 11% <b>€444.1 mn</b> 12.1%

Sales breakdown (%)



Sales breakdown (%)



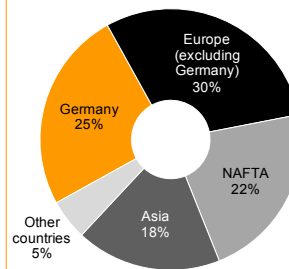
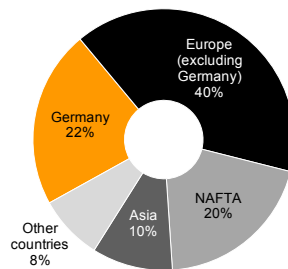
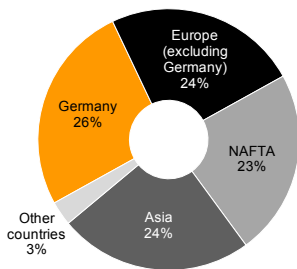
1) Before amortization of intangibles from PPA, consolidation and special effects.

## Continental at a Glance Sales by Region

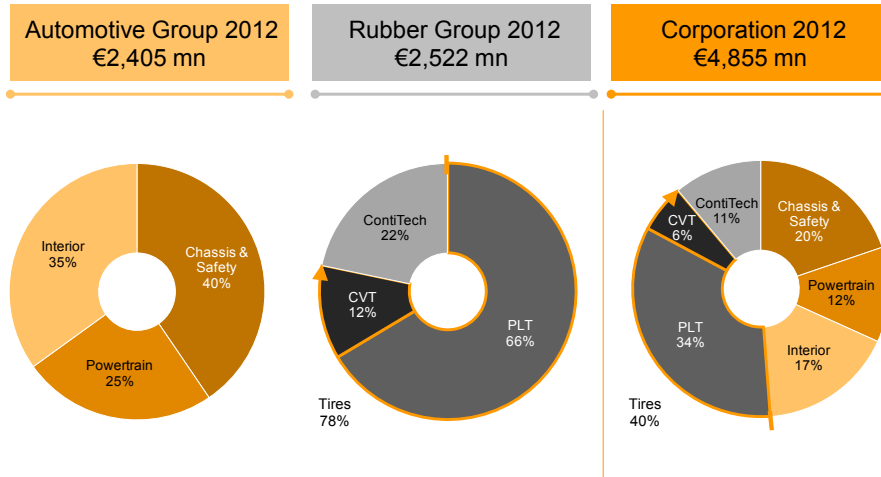
**Automotive Group 2012**  
€19,505 mn

**Rubber Group 2012**  
€13,262 mn

**Corporation 2012**  
€32,736 mn



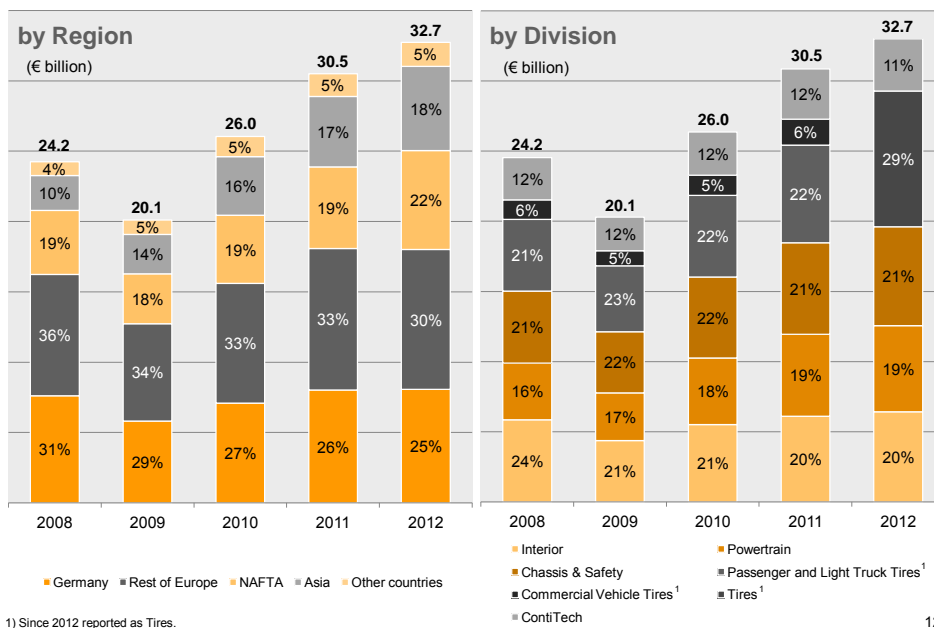
## Continental at a Glance EBITDA by Group and Corporation



PLT = Passenger & Light Truck Tires.  
CVT = Commercial Vehicle Tires.

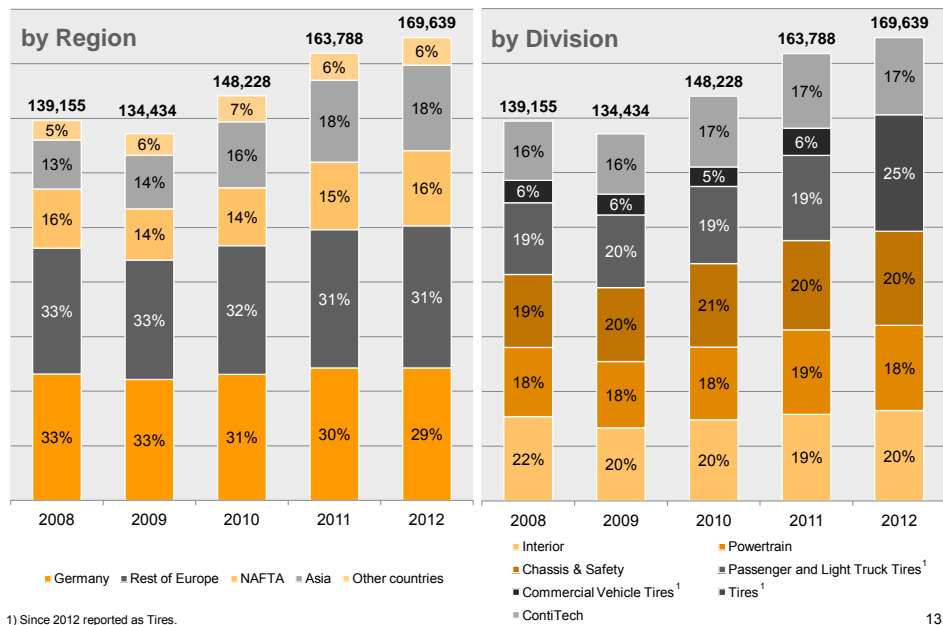
11

## Continental at a Glance Development of Consolidated Sales



12

## Continental at a Glance Number of Employees



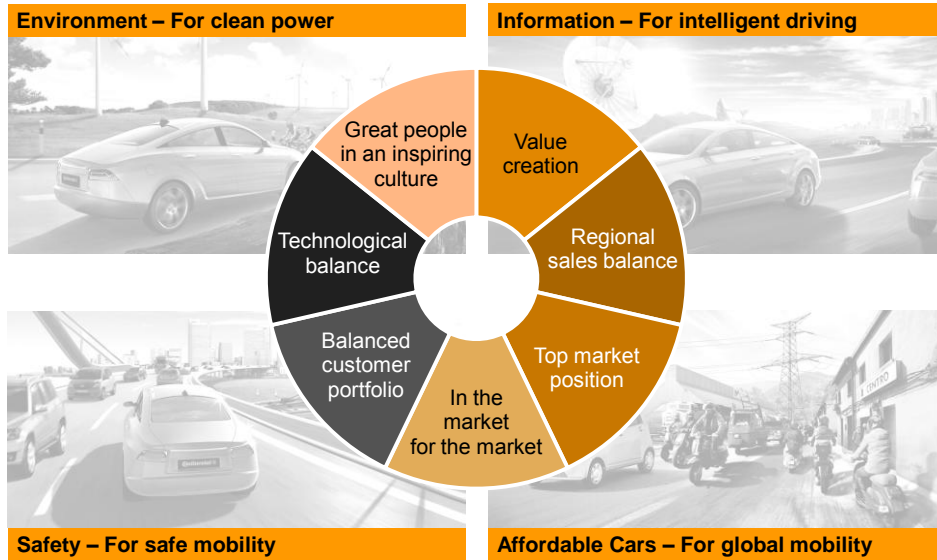
13

## Topics

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

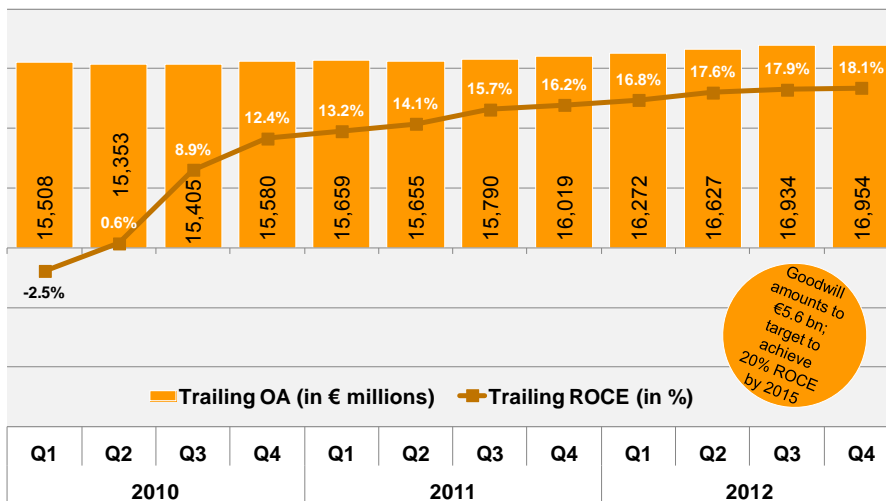
14

## Continental Strategy Systematic Entrepreneurial Approach



15

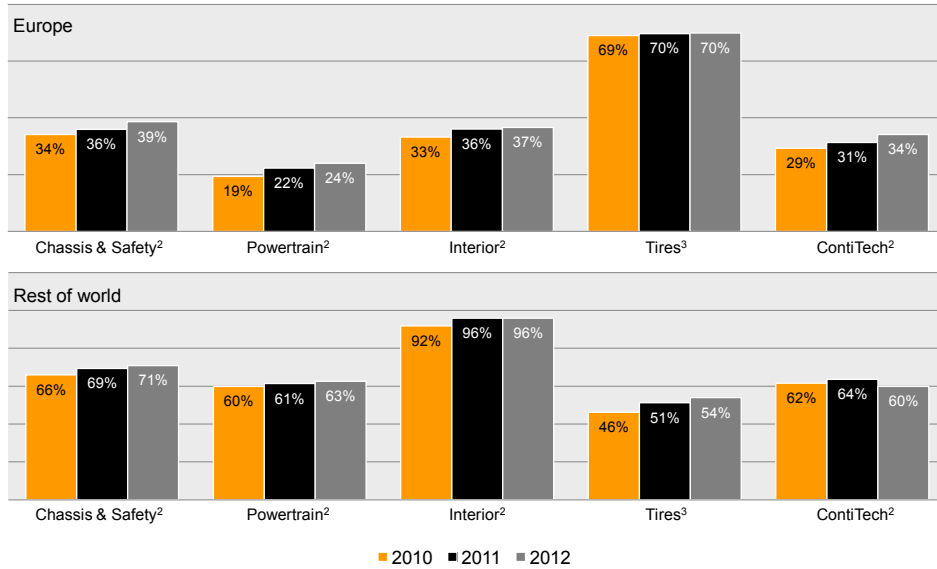
## Continental Strategy Back to Value Creation



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

16

## Continental Strategy Cost Consciousness – Production in Best-Cost Countries<sup>1</sup>



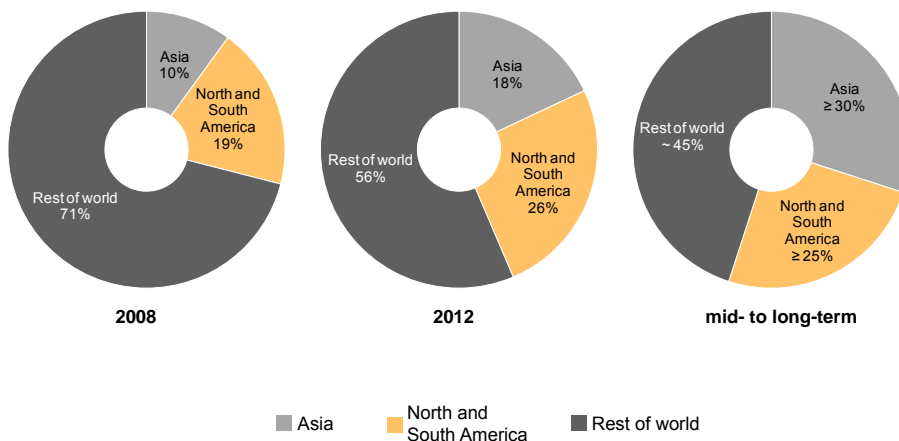
1) All years restated based on new definition of best-cost countries.  
2) Based on sales.  
3) Based on units.

17

## Continental Strategy Continental Balanced Distribution of Sales



% of total Corporation sales

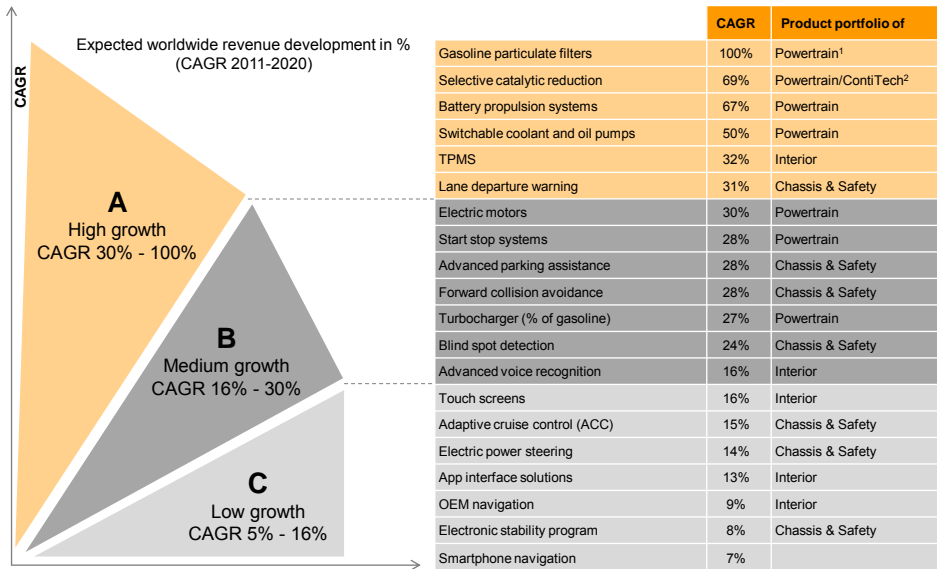


18



## Continental Strategy

### Best Positioned for the 5 Fastest Growing Automotive Industry Segments



Source: Frost & Sullivan, 2013, based on 2011 data.  
 1) Emitec.  
 2) No complete system but electronics or components.

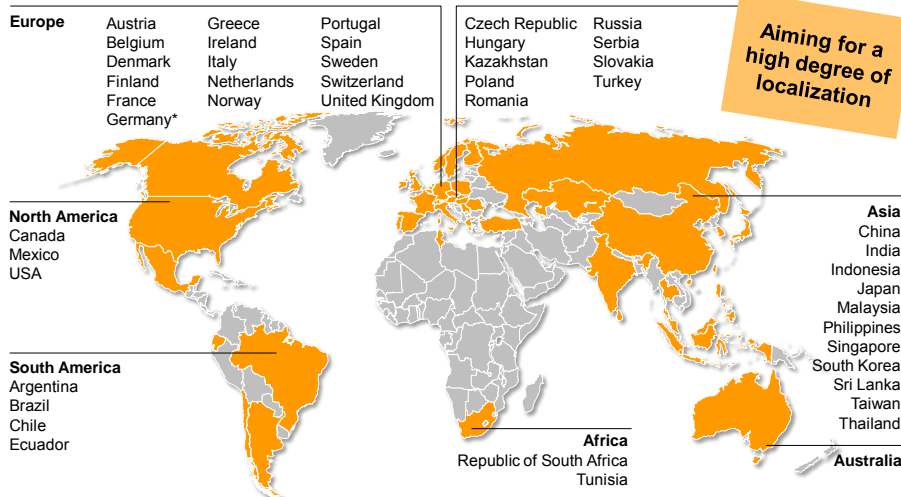
19

## Continental Strategy

### Continental Corporation Worldwide



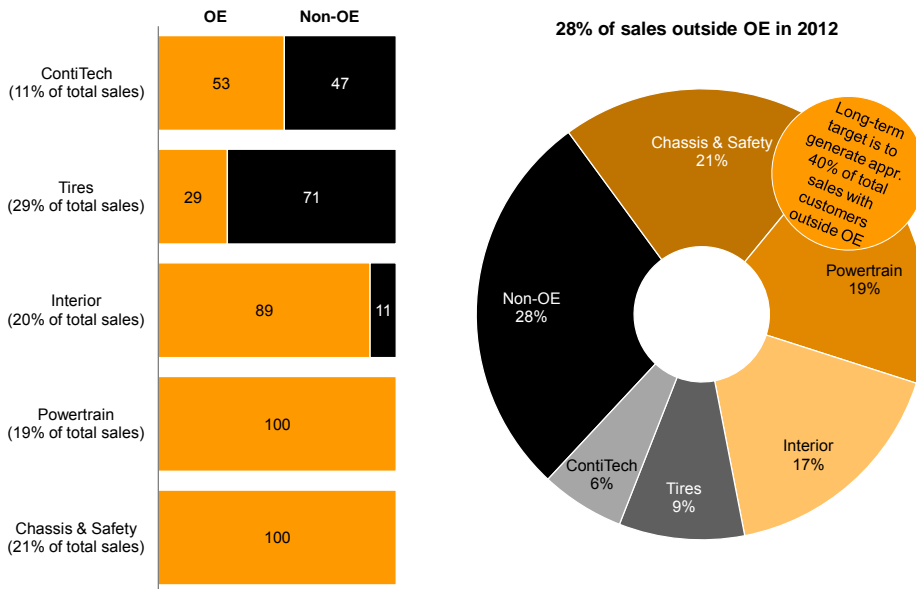
More than 291 sites for production, R&D and sales in 46 countries. Headquarters in Hanover, Germany.



Status: January 2013.

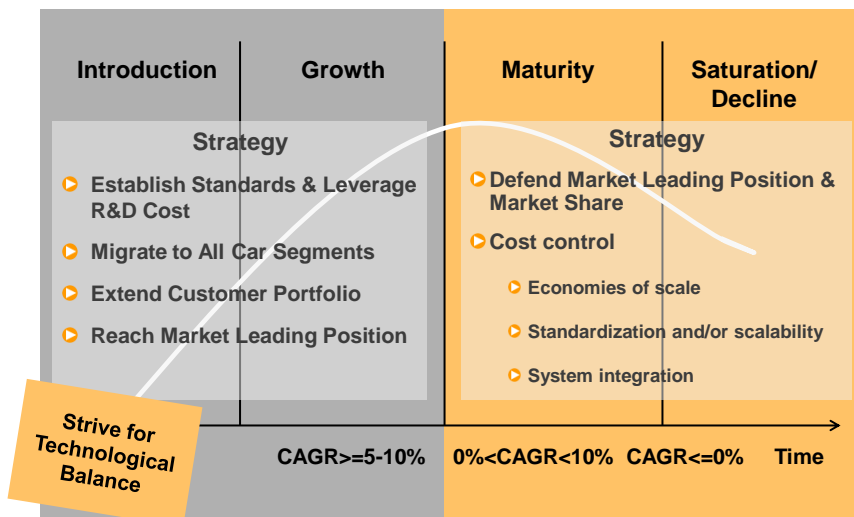
20

## Continental Strategy Sales OE/Non-OE



21

## Continental Strategy Technological Balance



22

## Topics

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

23

## Continental Megatrends 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



24

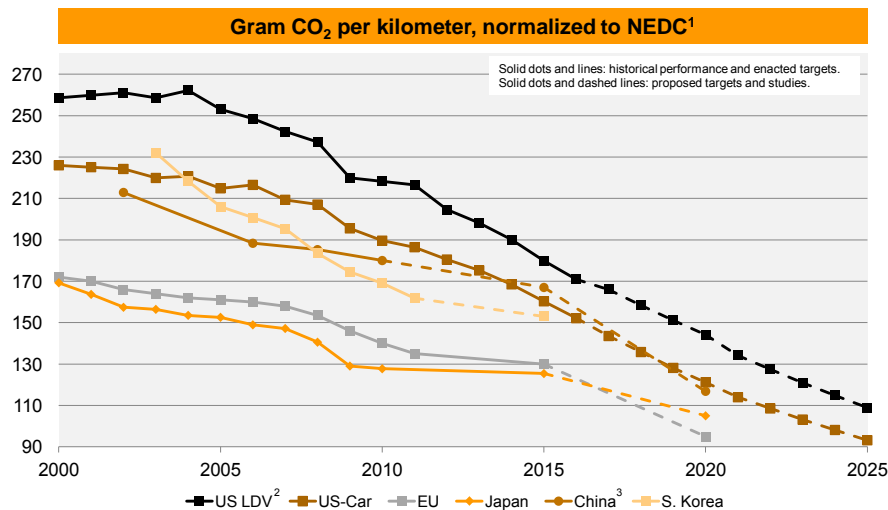
## Continental Megatrend: Environment Initiatives in EU, USA and Japan – Towards Cleaner Mobility

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 surcharges will be implemented in steps from 2012 onwards (100% penalty only starting in 2015 for 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>147g/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>
<b>Emerging markets likely to follow Europe/USA/Japan on fuel efficiency standards</b>		

- 1) Regulations (EC) No. 443/2009 and (EU) No. 510/2011.
- 2) Refers to the joint proposal of NHTSA and EPA, May 2009, and President Obama's NFPE; The White House, May 19, 2009.
- 3) Refers to the joint proposal of NHTSA and EPA, November 2011.
- 4) 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).
- 5) Corresponds to the EU6 Emission Standard.
- 6) NHTSA: National Highway Traffic Safety Administration.
- 7) EPA: Environmental Protection Agency.
- 8) CAFE: Corporate Average Fuel Economy.
- 9) 35.5 mpg CAFE = 250g/mile CAFE = 171 g/km NEDC ; 54.5 mpg CAFE =162g/mile CAFE = 110 g/km NEDC.
- 10) ECCJ: Energy Conservation Center Japan
- 11) 16.8 km/l/JC08 = 140 g/km JC08= 125 g/km NEDC.

25

## Continental Megatrend: Environment Initiatives Towards Cleaner Mobility in Various Regions

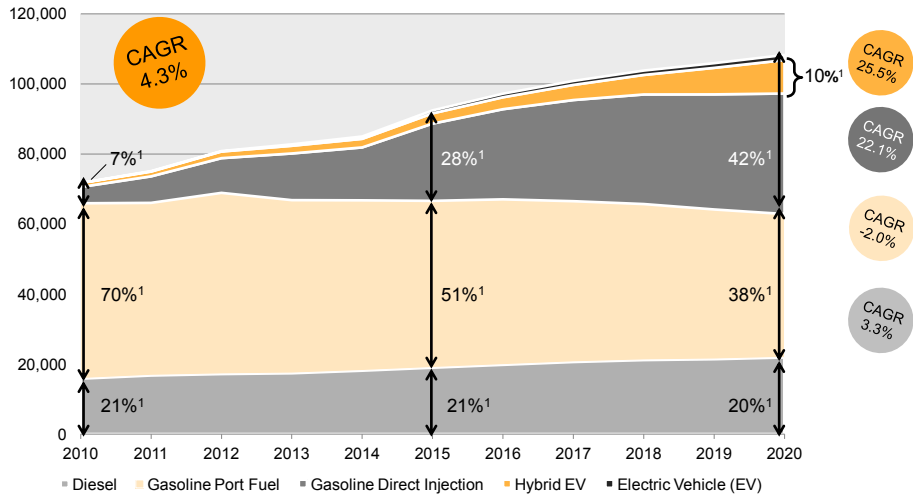


- Source: International Council on Clean Transportation.
- 1) New European Driving Cycle.
  - 2) US and Canada light-duty vehicles include light commercial vehicles.
  - 3) China's target reflects gasoline fleet scenario. If other fuel types are included, the target is lower.

26

## Continental Megatrend: Environment Engine Development Roadmap

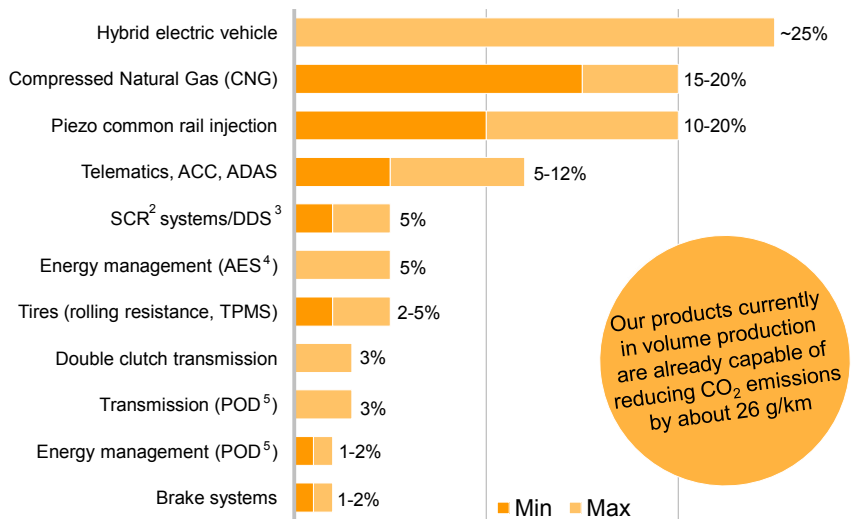
### Light vehicle production by drive type (thousand units)



Source: IHS and Continental estimates as of May 2013.  
1) Percentage of worldwide light vehicle production volume.

27

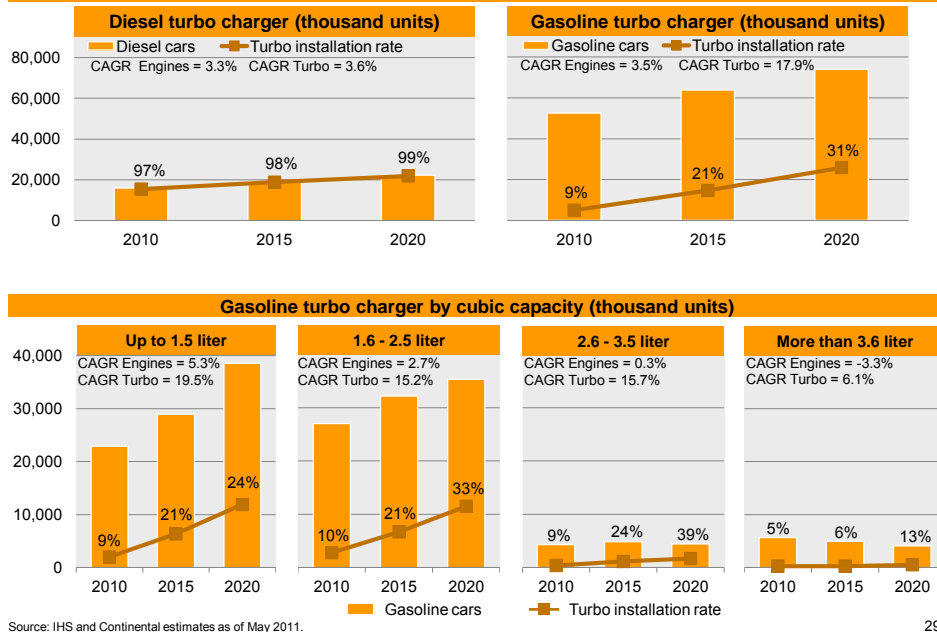
## Continental Megatrend: Environment Reduction of CO<sub>2</sub> Emissions<sup>1</sup>: Solutions by Continental



1) Saving potential compared with gasoline direct injection Euro 5.  
2) Selective Catalytic Reduction.  
3) DEKA injector for diesel dosing into exhaust gas.  
4) Advanced Energy Supply.  
5) Power-On-Demand.

28

## Continental Megatrend: Environment Development of Worldwide Turbo Charger Volumes

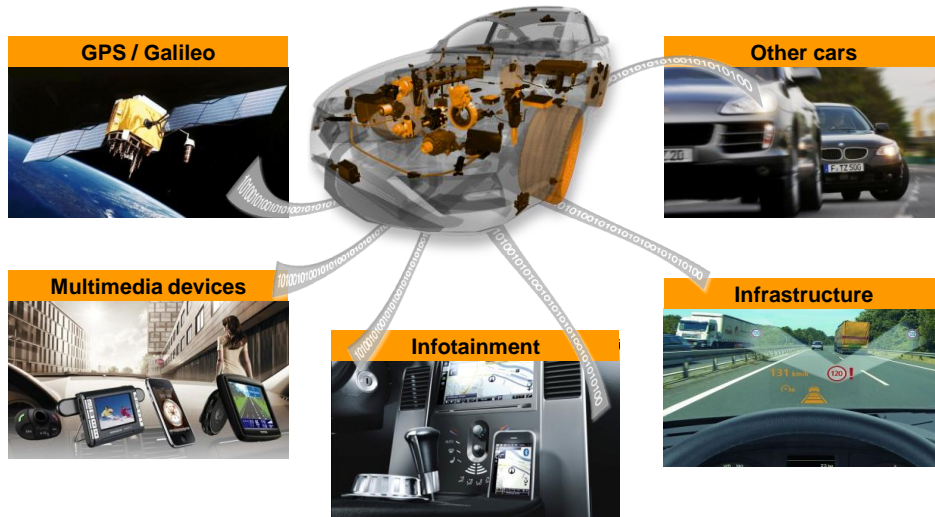


## Continental Megatrend: Information Interior: Examples of Regional Initiatives and Projects

Environment	Safety	Information
<p>Regional initiatives on</p> <ul style="list-style-type: none"> <li>Tire pressure monitoring system (TPMS)<sup>1,2,3,4,13,14</sup></li> <li>Electric vehicle market push<sup>5,6</sup> <b>ELVIRE ID4EV</b></li> </ul>	<p>Regional initiatives on</p> <ul style="list-style-type: none"> <li>E-call<sup>5,7,15,16</sup> <b>Test field "HeERO"</b></li> <li>Hands-free telephony<sup>8</sup></li> <li>Stolen vehicle tracking<sup>9</sup></li> <li>Rear detection system<sup>10</sup></li> </ul>	<p>Regional initiatives on</p> <ul style="list-style-type: none"> <li>Digital tachograph (DTCO)<sup>11</sup></li> <li>Electronic onboard recorder (EOBR)<sup>12</sup></li> <li>Intelligent transport systems (ITS)<sup>5,6</sup> <b>ERTICO Sim-TD</b></li> </ul>
<p>1) Regulation (EC) No. 661/2009 for Passenger Vehicles. 2) Federal Motor Vehicle Safety Standard No. 138 of NHTSA for passenger vehicles. 3) Source: Ministry of Land, Infrastructure, Transport and Tourism (MLIT) in Japan. 4) Korean Motor Vehicle Safety Standard (KMVSS) - MLTM Notification 2010-631. 5) Directive 2010/40/EU of the European Parliament and of the Council of July 2010. 6) COM(2011) 144 final. 7) Recommendation adopted by the European Commission September 2011. 8) Several national laws and regulations in Asia/ Europe/ NAFTA/ Africa.</p>	<p>9) CONTRAN 245/2007 - no final rule in place. 10) For single-unit trucks, FMVSS 111 - no final rule in place. 11) Proposed revision of Regulation (EEC) No. 3821/85. 12) FMCSA Proposed rule 395 January 2011 / President signed legislation MAP21 in July 2012. 13) House Bill for Commercial Vehicle Safety - H.R. 4348 25.06.2012 TPMS for Motorcoaches. 14) DG CLIMA 2013 study on TPMS Cost / Benefit for Commercial Vehicles. 15) Russia ERA specifications - no final rule in place. 16) European Commission Brussels, C(2012) 8509 final.</p>	<p>11) Proposed revision of Regulation (EEC) No. 3821/85. 12) FMCSA Proposed rule 395 January 2011 / President signed legislation MAP21 in July 2012. 13) House Bill for Commercial Vehicle Safety - H.R. 4348 25.06.2012 TPMS for Motorcoaches. 14) DG CLIMA 2013 study on TPMS Cost / Benefit for Commercial Vehicles. 15) Russia ERA specifications - no final rule in place. 16) European Commission Brussels, C(2012) 8509 final.</p>

European Projects:  
 ELVIRE = Electric vehicle communication to infrastructure, road services and energy supply. ERTICO = European road transport telematics implementation coordination organisation.  
 ID4EV = Intelligent dynamics for fully electric vehicles. Sim-TD = Safe and intelligent mobility - field test Germany.  
 HeERO = Harmonized eCall European pilot.

**Continental Megatrend: Information**  
**Interior: The Car Will Be Connected to Its Environment**



31

**Continental 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>ITS Services</p> 
<p>Multimedia platforms</p> 	<p>Head-up displays</p> 	<p>Low-cost telematics</p> 	<p>Digital key</p> 	<p>Intelligent antenna module</p> 

32

## Continental Megatrend: Safety Regional Initiatives – Towards Safer Mobility

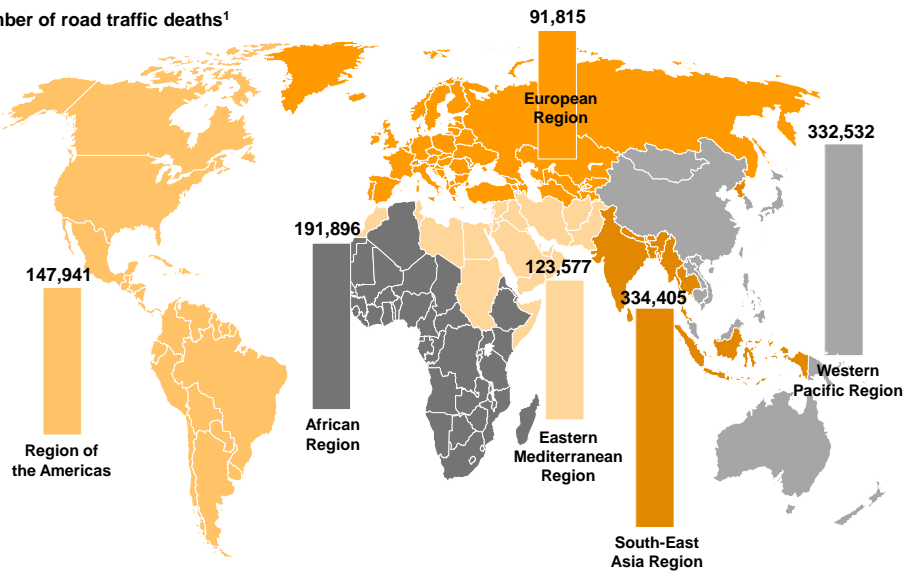
EU	USA	Japan
<ul style="list-style-type: none"> <li><b>Electronic stability control (ESC)</b> <ul style="list-style-type: none"> <li>mandatory as of November 2011 for all new types of vehicles</li> <li>mandatory as of November 2014 for all new vehicles<sup>1</sup></li> </ul> </li> <li><b>Tire pressure monitoring system (TPMS)</b> <ul style="list-style-type: none"> <li>mandatory as of November 2012 for all new types of passenger cars</li> <li>mandatory as of November 2014 for all new passenger cars<sup>2</sup></li> </ul> </li> <li><b>Advanced emergency braking system and lane departure warning</b> <ul style="list-style-type: none"> <li>mandatory as of November 2013 for all new types of heavy commercial vehicles and buses</li> <li>mandatory as of November 2015 for all new heavy commercial vehicles and buses<sup>2</sup></li> </ul> </li> <li><b>Brake assist system</b> <ul style="list-style-type: none"> <li>mandatory as of November 2009 for all new types of passenger cars</li> <li>mandatory as of November 2011 for all new passenger cars<sup>3</sup></li> </ul> </li> <li><b>Motorcycle anti-lock brake system (ABS)</b> <ul style="list-style-type: none"> <li>mandatory as of January 2016 for all new types of vehicles</li> <li>mandatory as of January 2017 for all new vehicles<sup>4</sup></li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li><b>Electronic stability control (ESC)</b> <ul style="list-style-type: none"> <li>mandatory since 2011 for all new light vehicles<sup>5</sup></li> </ul> </li> <li><b>Tire pressure monitoring system (TPMS)</b> <ul style="list-style-type: none"> <li>mandatory as of September 2007 for all new light vehicles<sup>6</sup></li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li><b>Electronic stability control (ESC)</b> <ul style="list-style-type: none"> <li>mandatory as of October 2012 for all new types of passenger cars</li> <li>mandatory as of October 2014 for all new passenger cars<sup>9</sup></li> </ul> </li> <li><b>Advanced emergency braking system and lane departure warning</b> <ul style="list-style-type: none"> <li>expected to be mandatory for all new heavy commercial vehicles and buses following the EU decision<sup>10</sup></li> </ul> </li> </ul>
	Brazil	
	<ul style="list-style-type: none"> <li><b>Anti-lock brake system (ABS)</b> <ul style="list-style-type: none"> <li>mandatory as of January 2014 for all new passenger cars, after phase-in which began in 2010<sup>7</sup></li> </ul> </li> </ul>	
	Russia	South Korea
	<ul style="list-style-type: none"> <li><b>Electronic stability control (ESC)</b> <ul style="list-style-type: none"> <li>mandatory as of January 2014 for all new types of light vehicles</li> <li>mandatory as of January 2016 for all new light vehicles<sup>8</sup></li> </ul> </li> <li><b>Tire pressure monitoring system (TPMS)</b> <ul style="list-style-type: none"> <li>mandatory as of January 2016 for all new types of light vehicles<sup>8</sup></li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li><b>Electronic stability control (ESC)</b> <ul style="list-style-type: none"> <li>mandatory as of January 2012 for all new light vehicles<sup>11</sup></li> </ul> </li> <li><b>Tire pressure monitoring system (TPMS)</b> <ul style="list-style-type: none"> <li>mandatory as of January 2013 for all new passenger cars<sup>11</sup></li> </ul> </li> </ul>
<b>Other emerging markets likely to follow EU/USA on ESC regulation</b>		

1) Regulation (EC) No. 661/2009; refers to all vehicles of category M and N.  
2) Commission Implementation Regulations for (EC) No. 661/2009; 347/2012 (Advanced Emergency Braking Systems); 351/2012 (Lane Departure Warning).  
3) Regulation (EC) No. 78/2009; refers to passenger cars for maximum 8 passengers plus driver.  
4) COM(2010) 542 from October 2010. ABS mandatory for motorcycles with engine capacity of >125 ccm. ABS or combined brake system (CBS) mandatory for engine capacity of ≤125 ccm.  
5) 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 ≤4,536 t.  
6) 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 ≤4,536 t.  
7) CONTRAN 312/2009.  
8) Russia Decree 720/2009; refers to passenger cars, buses with a weight of ≤5 t and light trucks with a weight of ≤3.5 t.  
9) Source: Ministry of Land, Infrastructure, Transport and Tourism (MLIT) in Japan.  
10) Japan expected to adopt EU regulation. Final decision on timing pending.  
11) G/TBT/N/KOR/286 and MLTM Notification 2010-631 (Ministry of Land, Transport and Maritime Affairs).

33

## Continental Megatrend: Safety Road Traffic Deaths

Number of road traffic deaths<sup>1</sup>

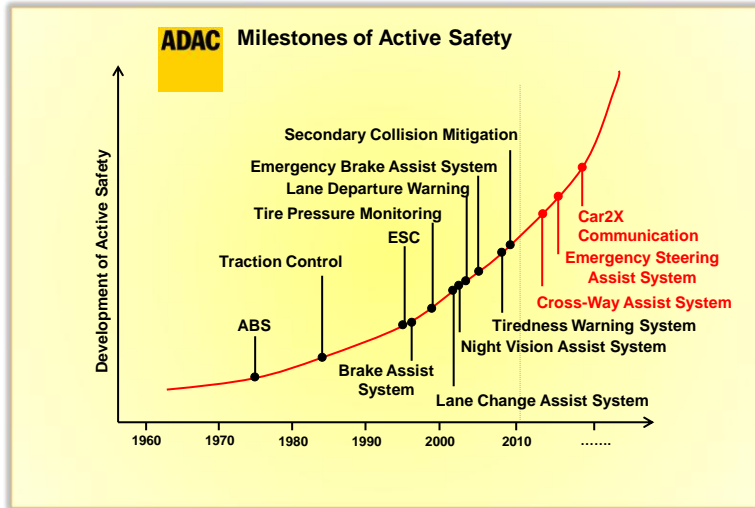


Source: Global Status Report on road safety, World Health Organization (WHO) 2013.  
1) Data based on framework created by the World Health Organization (WHO) for estimating road traffic mortality.

34



## Continental Megatrend: Safety ADAC – Milestones of Active Safety



Source: ADAC May 2011.

35

## Continental Megatrend Future Automotive Trends (1)

Present	Near Future (2016-2025)	Far Future >2025
<ul style="list-style-type: none"> <li>○ Electronic stability control</li> <li>○ Tire information systems</li> <li>○ Adaptive cruise control</li> <li>○ Electronic parking brake</li> <li>○ Parking sensors</li> <li>○ Environmental sensors</li> <li>○ Emergency brake assist</li> <li>○ Head up display</li> <li>○ Stereo camera system</li> <li>○ E-call system</li> <li>○ ...</li> <li>○ ...</li> </ul>	<ul style="list-style-type: none"> <li>○ Automated parking assist</li> <li>○ Automated valet parking assist</li> <li>○ Automated traffic jam assist</li> <li>○ Automated cruise assist</li> <li>○ Rear end collision avoidance brake (Zero collision assist)</li> <li>○ Bottle-neck (Construction site) assist</li> <li>○ Tight spot assist</li> <li>○ Drive energy optimizer</li> <li>○ ...</li> </ul>	<p><b>Fully automated driving<sup>1</sup></b></p>
<p>Future in Automotive: "Networking of Advanced Driver Assistance Systems (ADAS)"</p>		

1) Definition: Monitoring of the system not required; Driver does not need to be able to take over the driving task; Example: Highway driving up to 130 km/h.

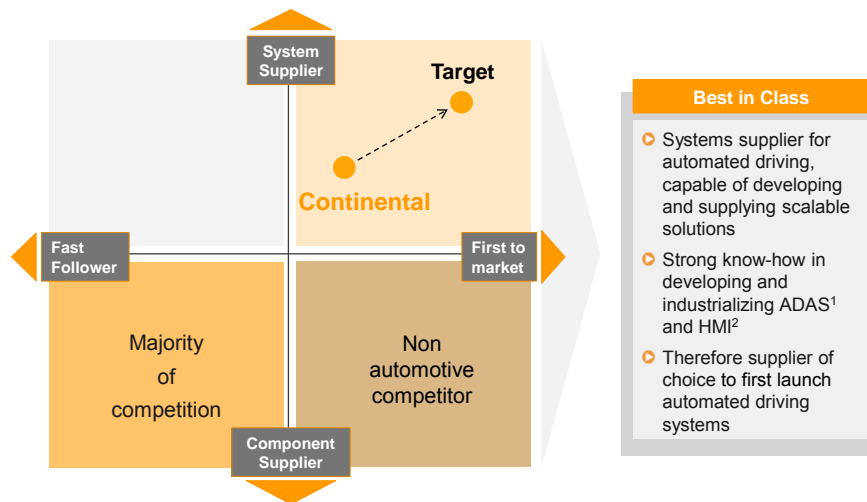
36

## Continental Megatrend Future Automotive Trends (2)



37

## Continental Megatrend Future Automotive Trends Require System Competence



1) Advanced Driver Assistance Systems.  
2) Human Machine Interface.

38

## Continental Megatrend: Safety Winter Tire Regulation<sup>1</sup>

Europe: Winter tires mandatory or situationally mandatory		
November 1 to April 15 when winter weather conditions prevail	December 1 to end of February	Mandatory when winter weather conditions prevail
November 15 to April 15 when winter weather conditions prevail	November 1 to April 1	November 1 to April 1
November 1 to March 31	Mandatory when winter weather conditions prevail	November 15 to March 31 when roads are snowy/icy
December 1 to end of February	November 15 to March 15 when winter weather conditions prevail	November 15 to March 15 when winter weather conditions prevail
December 1 to end of February	Mandatory when winter weather conditions prevail	December 1 to March 31 when winter weather conditions prevail
Mandatory when winter weather conditions prevail	November 1 to March 31	December 1 to April 1 for commercially used vehicles
Europe: Winter tires partly mandatory		
Mandatory on certain roads – marked with signs	Drivers may be held liable if they cause an accident with summer tires mounted when winter weather conditions prevail	
Canada: Winter tires partly mandatory		
Mandatory in Québec December 15 to March 15; mandatory on certain roads in the mountains of Canada when winter weather conditions prevail		
The snowflake symbol: This symbol can be displayed on a tire if it tests 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, automobile associations and ETRMA (European Tyre and Rubber Manufacturers' Association).  
2) Mud + snow. The M+S marking is given by the manufacturer and is not linked to a performance definition.

39

## Continental Megatrends: Safety and Environment Tire Labeling Initiatives in Europe, USA, Japan, South Korea and Brazil<sup>1</sup>

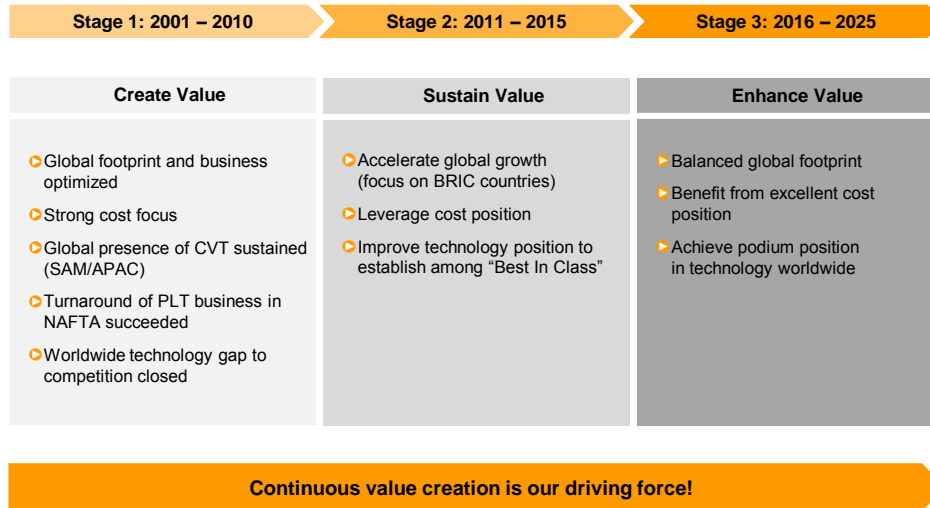
EU <sup>2</sup>	USA <sup>3</sup>	Japan <sup>4</sup>	South Korea <sup>5</sup>	Brazil <sup>6</sup>
<ul style="list-style-type: none"> <li>Mandatory as of November 2012</li> <li>Applies to all tires sold. Information to be shown: <b>rolling resistance</b> (fuel efficiency), <b>wet grip</b> (braking performance on wet roads) and <b>noise performance</b> (external rolling noise). Either directly on the tire by means of a label or in some other way</li> <li>Self-certification policy</li> <li>EU member states are responsible for market surveillance</li> </ul>	<p>Label proposed by NHTSA<sup>3</sup></p> <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 <b>fuel efficiency, safety, and durability</b></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>	<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 <b>rolling resistance</b> and <b>wet grip</b> 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 (the lower of the symbols above)</li> </ul>	<ul style="list-style-type: none"> <li>Mandatory as of 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 <b>rolling resistance</b> and <b>wet grip</b> 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>Registration of all products required</li> </ul>	<ul style="list-style-type: none"> <li>Mandatory as of April 2015</li> <li>Introduced by INMETRO<sup>6</sup></li> <li>Applies to all tires sold (with certain exceptions). Includes information on <b>rolling resistance, wet grip</b> and <b>noise</b> performance</li> <li>Certification to be carried out by a product certification body accredited by INMETRO</li> </ul>

1) Similar initiatives in Australia, China, India, South Africa.  
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. Also implemented in Norway, Switzerland and Turkey.

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

40

## Continental Tires: Key Initiatives 2001 – Vision 2025



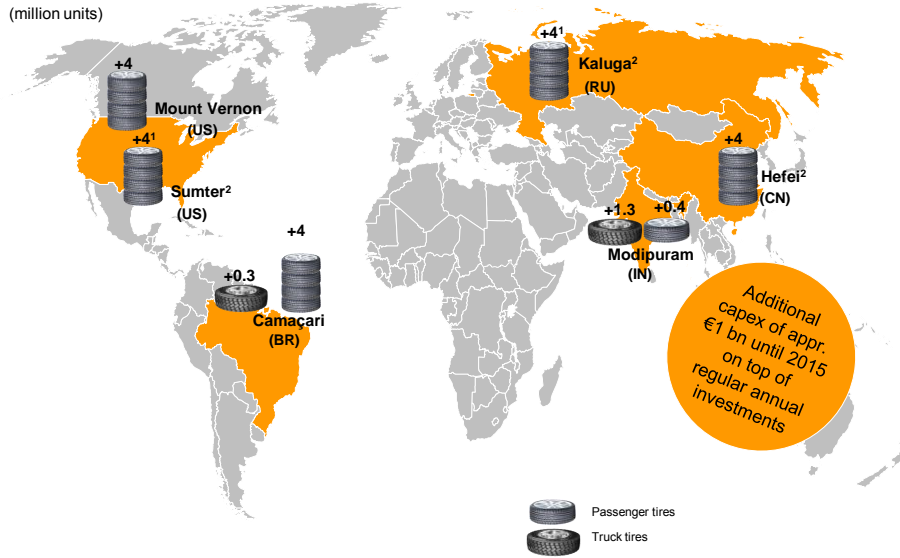
41

## Continental Tires Sales and Growth Pillars – Supporting Elements of our Vision 2025



42

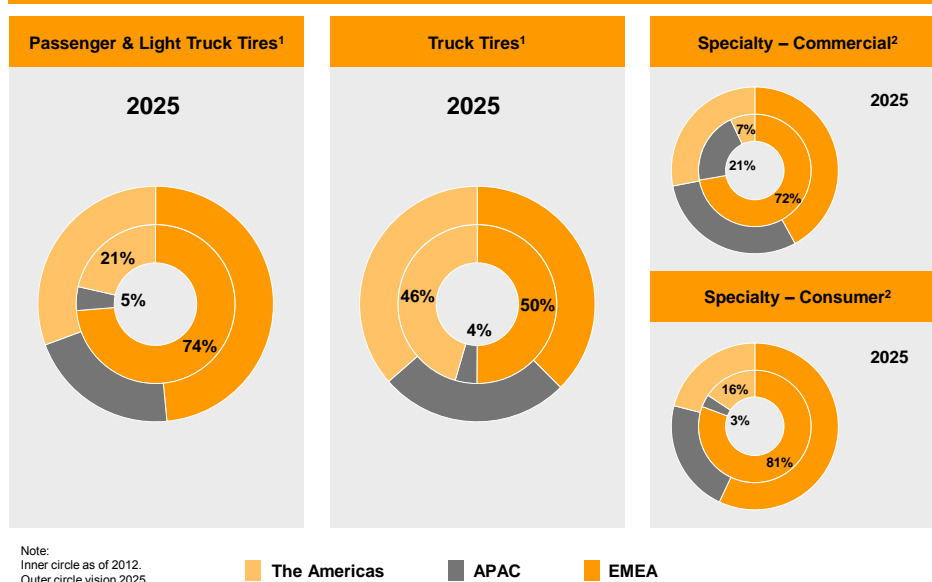
## Continental Additional Tire Production Capacity of 22 Million Units by 2015/16



1) Will be reached by 2016.  
2) Greenfield.

43

## Continental Tires Vision 2025 – More Balanced Footprint



1) Based on unit sales.  
2) Based on net sales.

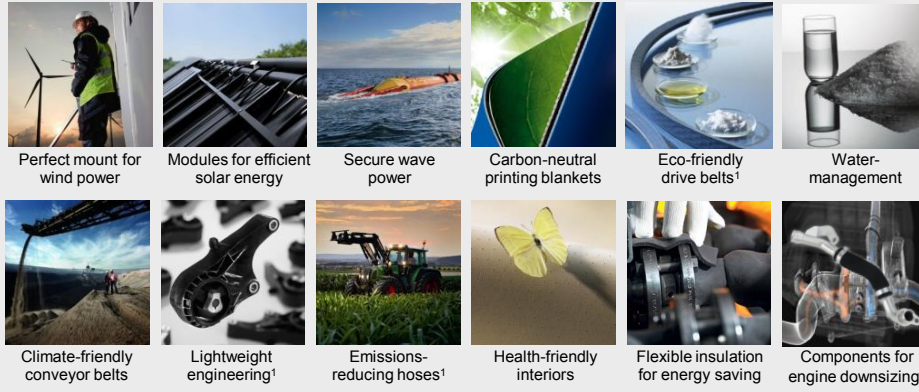
44

## Continental Megatrend: Environment ContiTech: Engineering Green Value



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

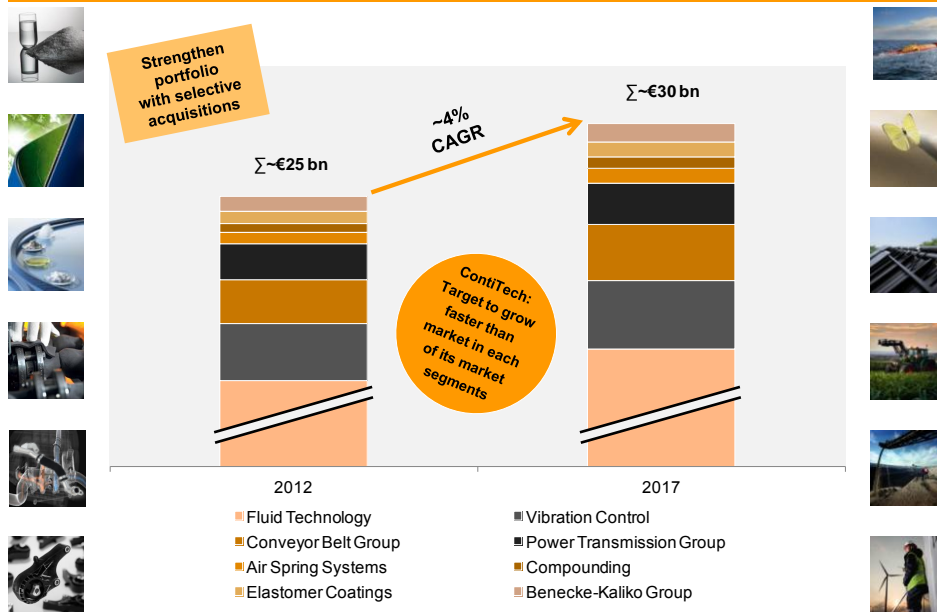
- Technological expertise for customer-specific solutions made from rubber and plastic
- Sustainable management with long-sighted economic, ecological and social solutions
- Creating added value for our customers, human beings and the environment



1) Technologies supplied to the automotive industry.

45

## Continental Megatrend: Environment ContiTech: Cumulative Market for ContiTech Products



46

## Topics

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

47

## Continental Corporation Consolidated Key Figures

(in € millions)	2010	2011	2012
Sales	26,046.9	30,504.9	32,736.2
EBITDA	3,587.6	4,228.0	4,854.6
EBIT	1,935.2	2,596.9	3,073.4
EBIT adjusted <sup>1</sup>		3,040.9	3,522.4
in % of sales <sup>1</sup>		10.0	10.8
Net interest expense	-697.2	-735.5	-406.8
Income tax expense	-592.1	-536.2	-698.7
Non-controlling interests	-69.9	-83.0	-84.4
NIAT <sup>2</sup>	576.0	1,242.2	1,883.5
Earnings per share (in €)	2.88	6.21	9.42
R, D & E expense	1,450.4	1,608.7	1,766.2
in % of sales	5.6	5.3	5.4
Capex <sup>3</sup>	1,296.4	1,711.3	2,019.4
in % of sales	5.0	5.6	6.2
Depreciation & amortization <sup>4</sup>	1,652.4	1,631.1	1,781.2
in % of sales	6.3	5.3	5.4
thereof impairment <sup>5</sup>	57.7	20.4	49.9
Free Cash Flow	566.9	490.5	1,652.5
ROCE (average) in %	12.4	16.2	18.1

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

2) Net income attributable to the shareholders of the parent.

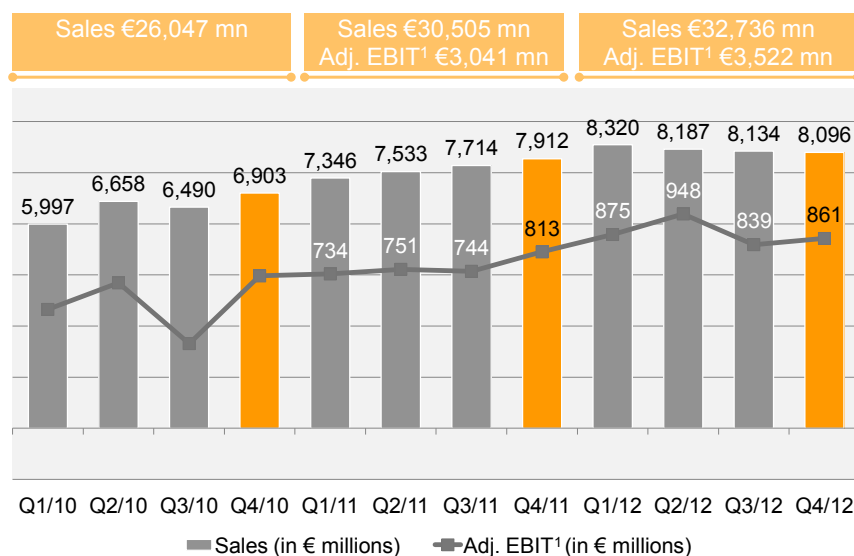
3) Capex including software.

4) Excluding write-downs of investments.

5) 2012: Including goodwill impairment of €75.6 mn.

48

## Continental Corporation Sales and Adjusted EBIT<sup>1</sup> by Quarter



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

49

## Continental Corporation Key Historical Financials and Credit Metrics

(in € millions) <sup>1</sup>	2008	2009	2010	2011	2012
<b>Statement of cash flows</b>					
Adjusted EBITDA <sup>2</sup>	3,001	2,354	3,662	4,247	4,822
Reported EBITDA	2,771	1,591	3,588	4,228	4,855
Net cash interest paid	-519	-727	-703	-662	-575
Tax paid	-282	-205	-493	-466	-684
Change in net working capital <sup>3</sup>	275	595	-497	-556	564
Other <sup>4</sup>	-360	1,173	-46	-256	-376
<b>Cash flow arising from operating activities</b>	<b>1,885</b>	<b>2,427</b>	<b>1,849</b>	<b>2,289</b>	<b>3,785</b>
<b>Cash flow arising from investing activities</b>	<b>-1,256</b>	<b>-787</b>	<b>-1,282</b>	<b>-1,798</b>	<b>-2,132</b>
- thereof capex for PPE and intangibles	-1,621	-911	-1,324	-1,813	-2,081
<b>Cash flow before financing activities</b>	<b>629</b>	<b>1,640</b>	<b>567</b>	<b>491</b>	<b>1,653</b>
<b>Statement of financial position</b>					
Cash and cash equivalents	1,569	1,713	1,471	1,541	2,397
Derivative instruments and interest-bearing investments	64	104	202	249	536
Total indebtedness	12,117	10,713	8,991	8,562	8,253
<b>Net indebtedness</b>	<b>10,484</b>	<b>8,896</b>	<b>7,317</b>	<b>6,772</b>	<b>5,320</b>
<b>Credit Ratios</b>					
Net indebtedness / adj. EBITDA <sup>2</sup>	3.5x	3.8x	2.0x	1.6x	1.1x
Net cash interest paid coverage (ratio) <sup>5</sup>	5.8x	3.2x	5.2x	6.4x	8.4x

1) Amounts shown may contain rounding differences.

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

3) Includes changes in inventories, trade receivables, trade payables and discounted notes.

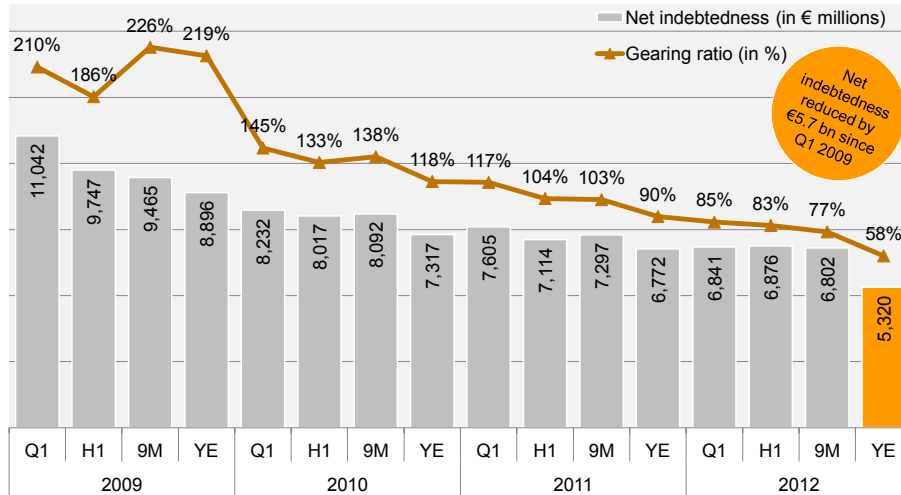
4) Includes dividends received, at-equity share in earnings of ass. and accrued dividend income from other investments incl. impairment, gains and losses from disposals, other non-cash items as well as changes in pension and post-employment provisions (including effects from transactions regarding contractual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

5) Adj. EBITDA to net cash interest paid.

50

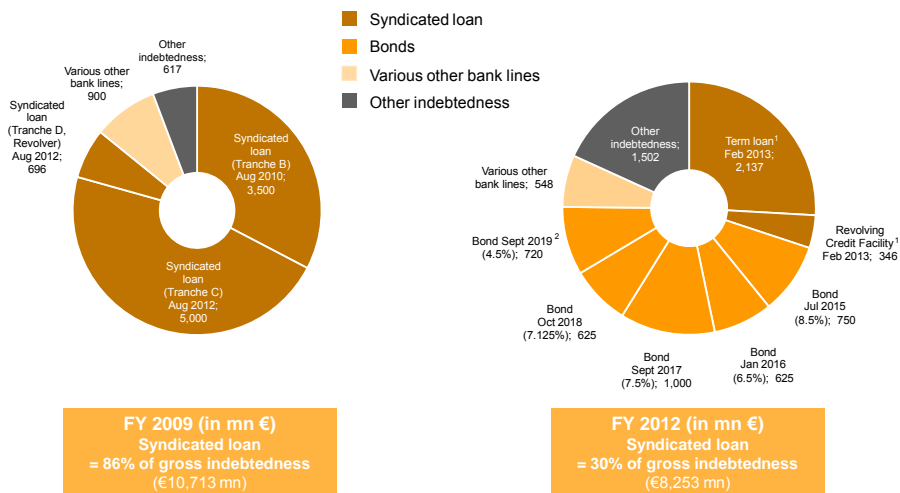


## Continental Corporation Development of Net Indebtedness and Gearing Ratio



51

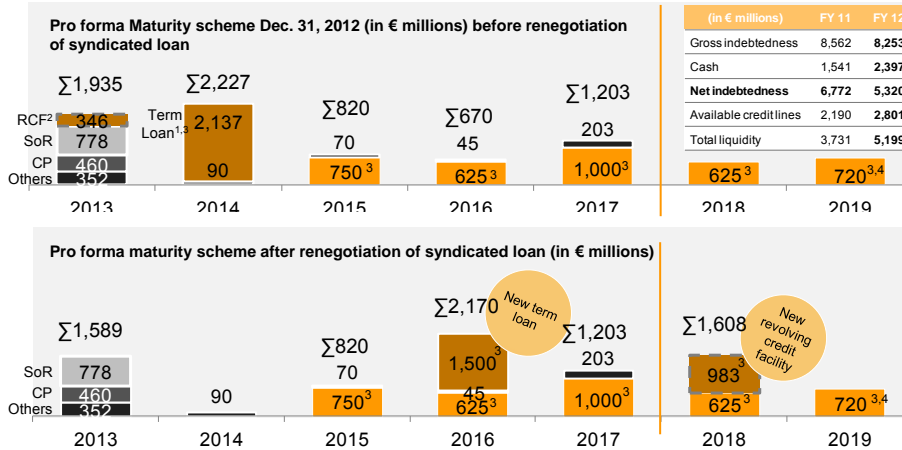
## Continental Corporation Gross Indebtedness by Sources



1) Term loan and revolving facility repayment in Feb. 2013 due to new syndicated loan agreement.  
2) Nominal amount \$950 mn (exchange rate at Dec. 31, 2012: 1.3191).  
Note: Bond values and the values for the syndicated loan are nominal values, all others book values.

52

## Continental Corporation Maturities



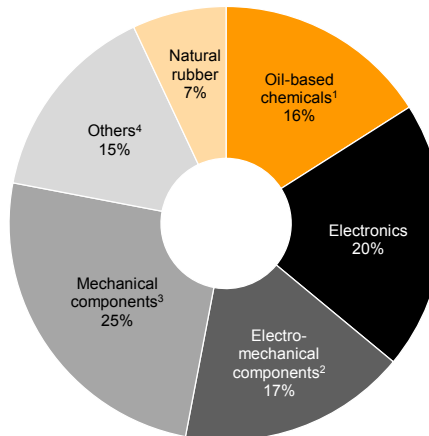
1) Amount drawn under term loan at year end 2012: €2,137 mn with original maturity in April 2014. According to new syndicated loan agreement it has been reduced to €1,500 mn and matures in 2016.  
 2) Amount drawn under the revolving credit facility (RCF) at Dec. 31, 2012. Original volume of RCF has been increased from €2,500 mn to a total volume of €3,000 mn according to new syndicated loan agreement and matures in 2018. Revolving credit facility (RCF) has to be shown as short term debt according to IFRS; RCF matures in 2018 at drawn amount.  
 3) Note that maturities later than 2017 are bond maturities only, all bond and syndicated loan amounts shown are nominal values; maturities do not add up to gross indebtedness amounting to €8,253 mn at Dec. 31, 2012.  
 4) Nominal amount \$950 mn (exchange rate at Dec. 31, 2012: 1.3191).  
 Note:  
 CP = Commercial paper.  
 SoR = Sale of receivables (total amount as of Dec. 31, 2012: €936 mn).

53

## Continental Corporation Purchasing – Production Materials 2012

### Purchasing Contracts

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

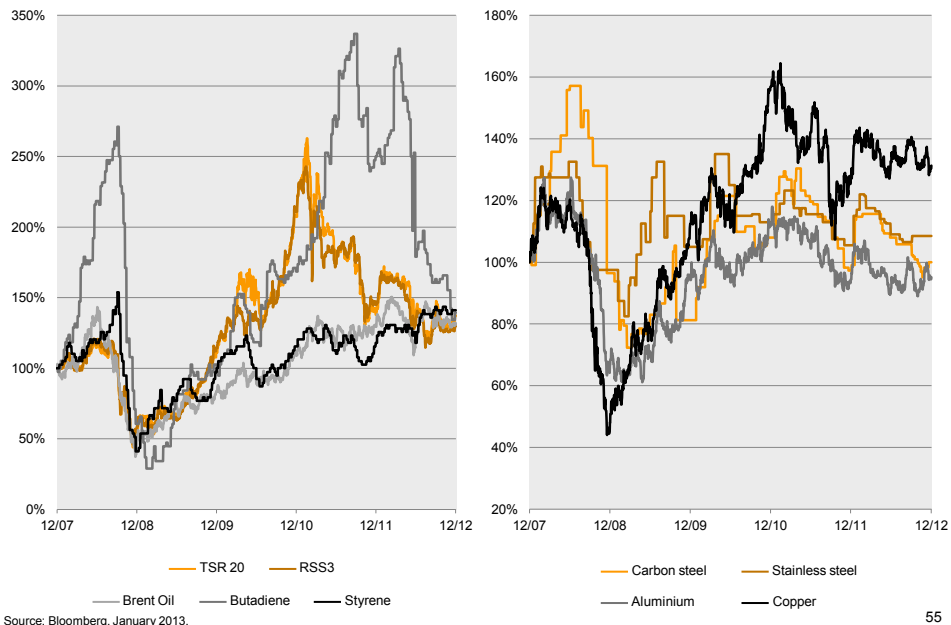


Total production material purchased in 2012: €15.8 bn

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

54

## Continental Corporation Development of Raw Material Prices



55

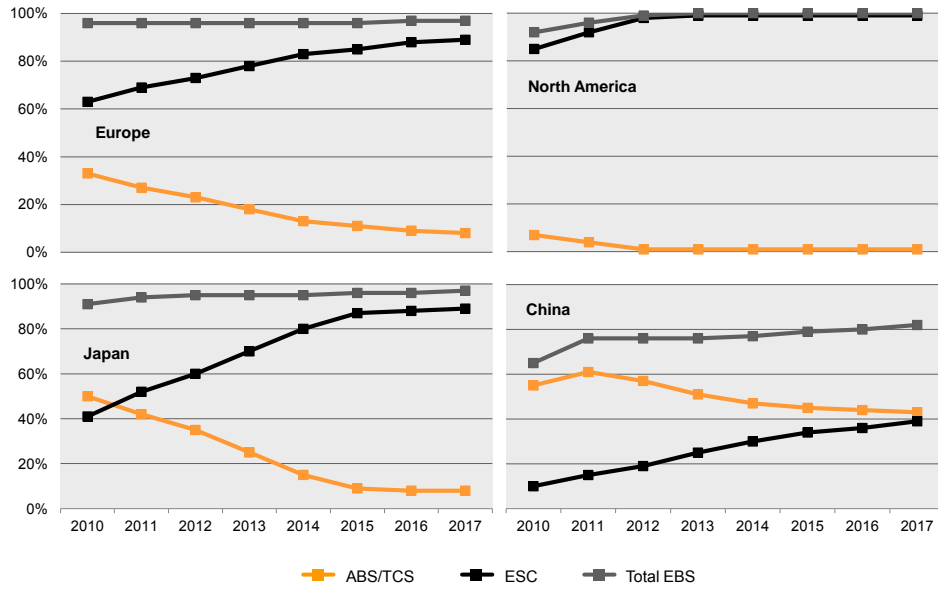
## Topics

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

56

## Market Data

### Increasing Installation Rates of Electronic Brake Systems

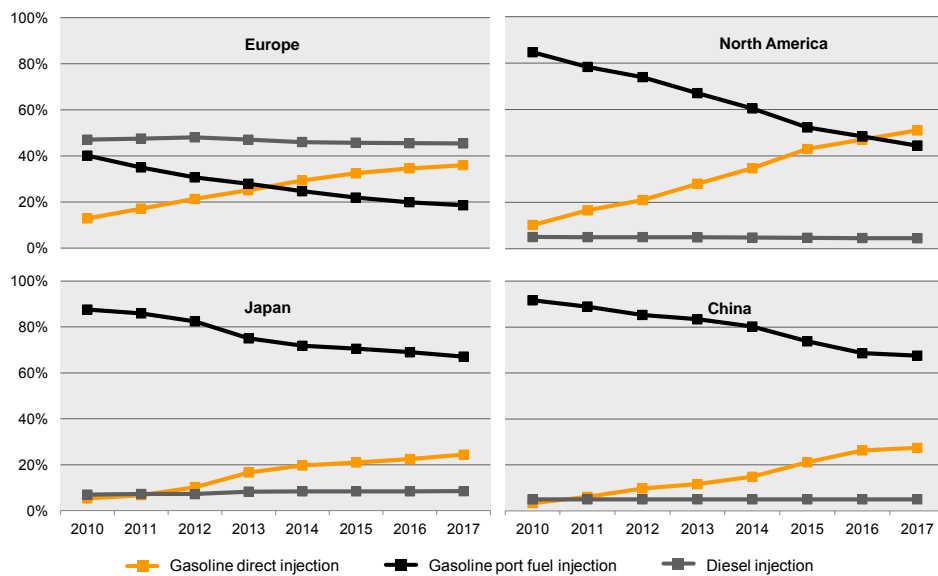


Source: Continental estimates.

57

## Market Data

### Installation Rates of Fuel Injection Systems<sup>1</sup>



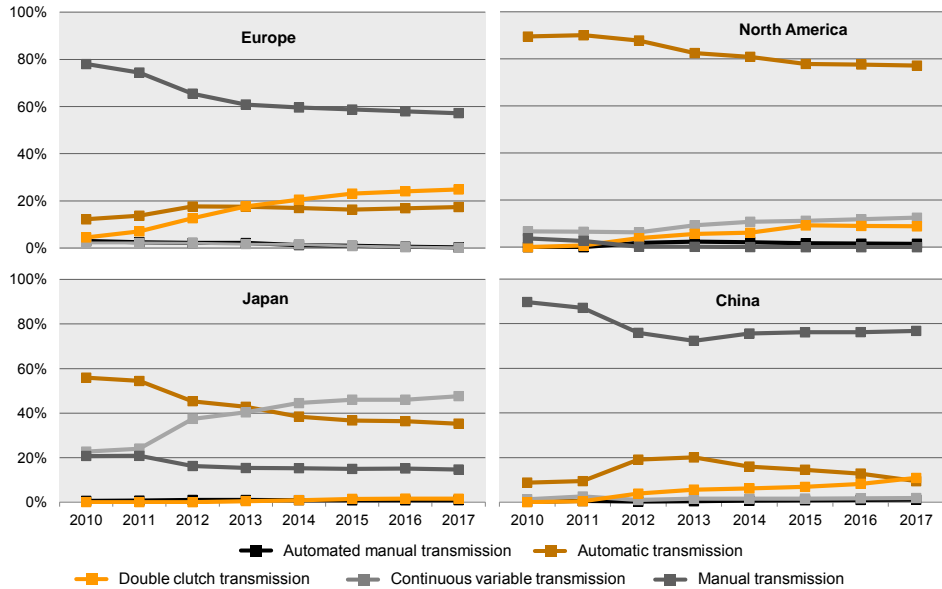
Source: Continental estimates.

1) Based on production of diesel and gasoline engines for passenger cars & light vehicles.

58

## Market Data

### Increasing Installation Rates of Double Clutch Transmissions<sup>1</sup>



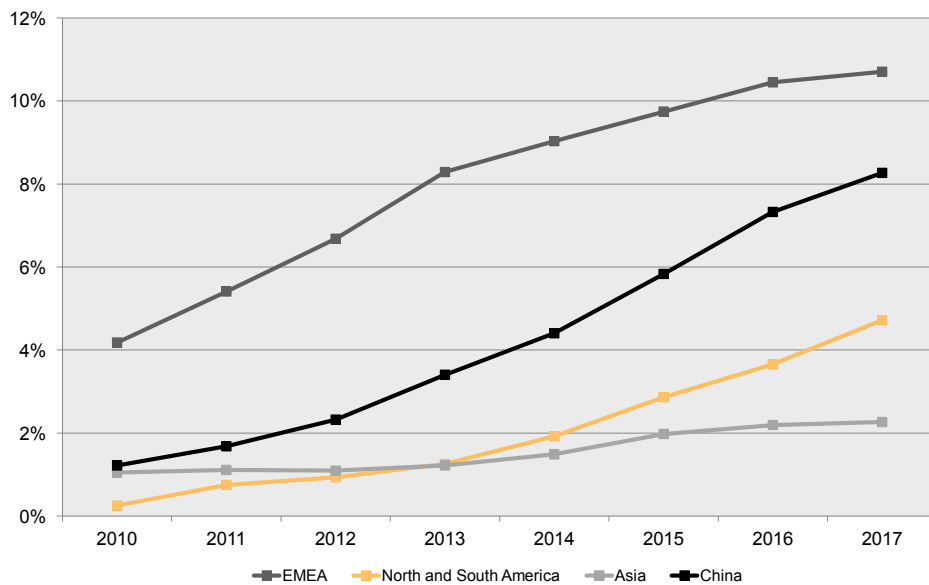
Source: Continental estimates.

<sup>1</sup> Based on production of transmissions for passenger cars and light vehicles.

59

## Market Data

### Increasing Installation Rates of Turbocharger in Gasoline Engines

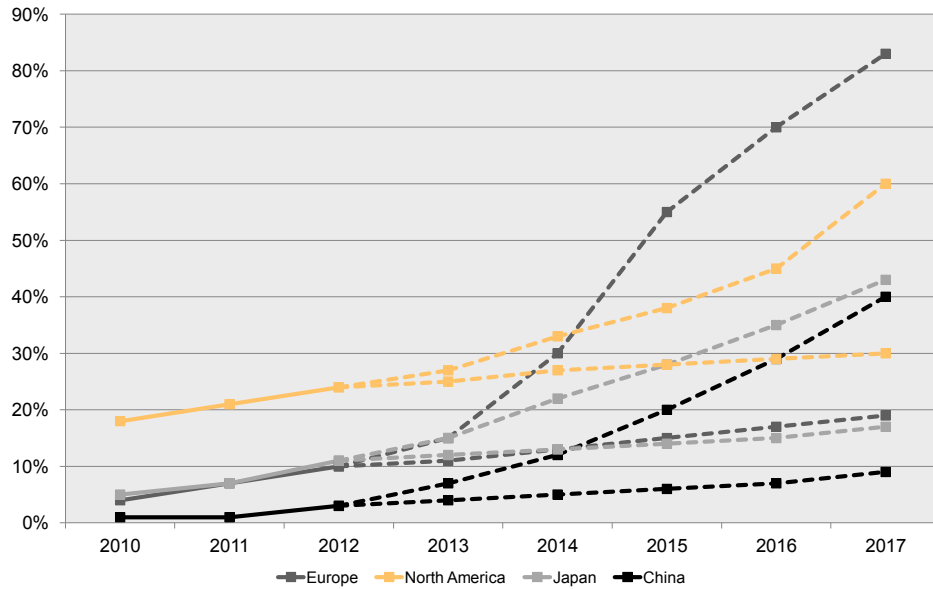


Source: IHS and Continental estimates.

60

## Market Data

### Increasing Installation Rates of Embedded Telematics<sup>1</sup>



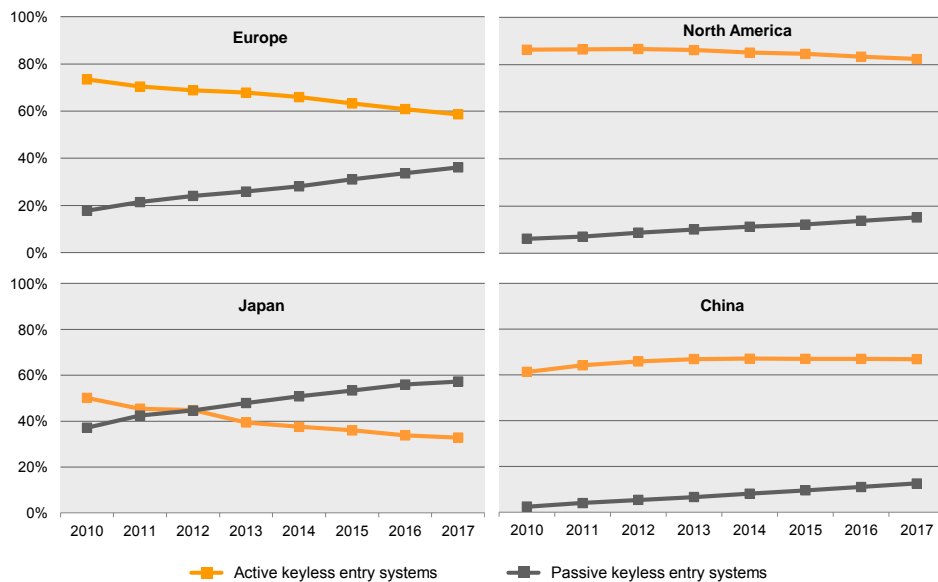
Source: Continental estimates.

1) Different volume scenarios may apply starting 2013 as a result of new legislation.

61

## Market Data

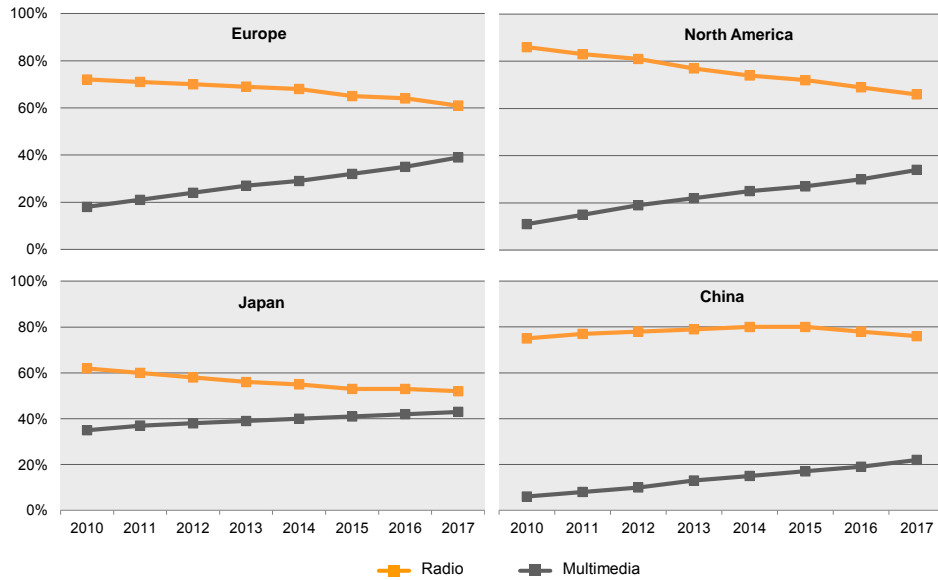
### Increasing Installation Rates of Keyless Entry Systems



Source: Strategy Analytics.

62

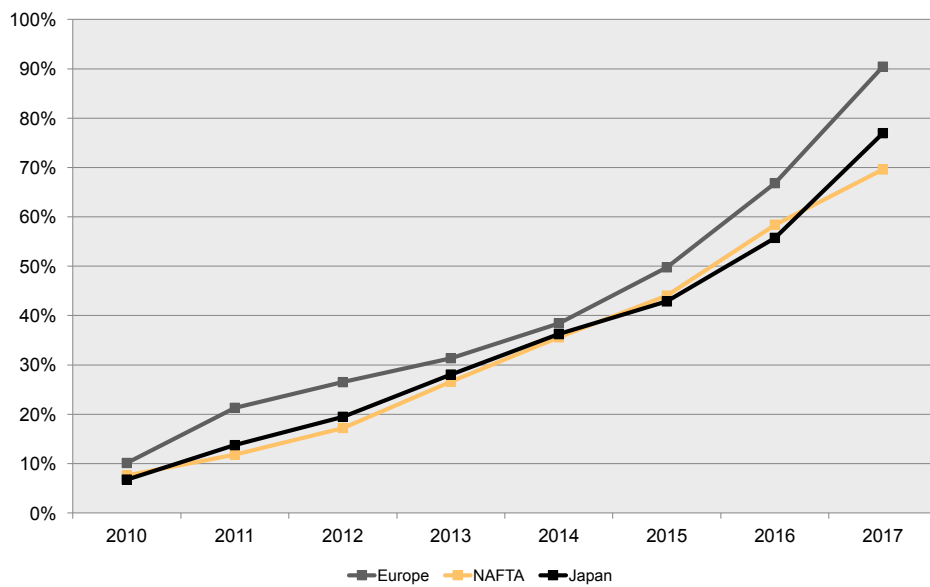
## Market Data Increasing Installation Rates of Multimedia Systems<sup>1</sup>



Source: Continental estimates.  
1) Navigation stand-alone systems and navigation systems with enriched multimedia functions.

63

## Market Data Increasing Installation Rates of Advanced Driver Assistance Systems<sup>1</sup>

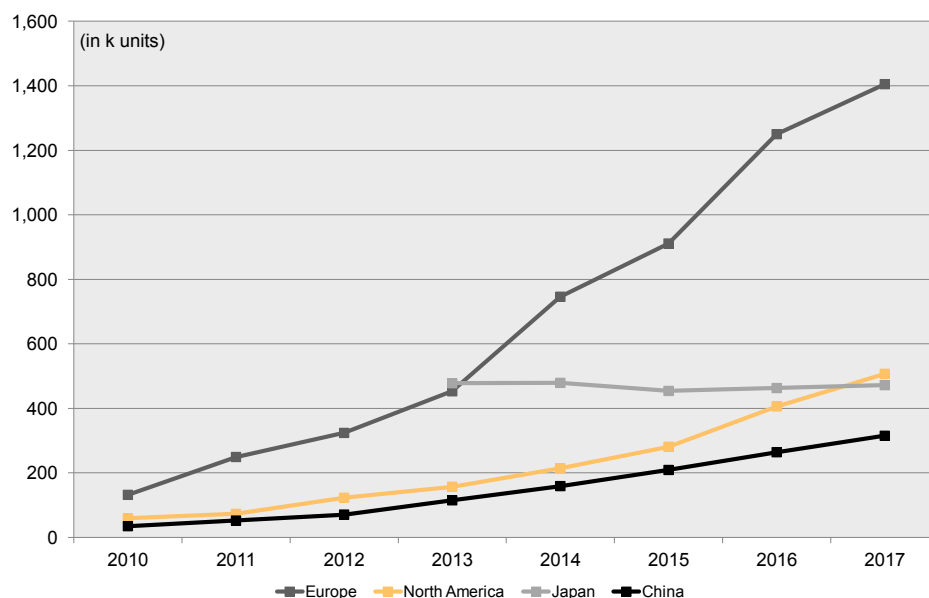


Source: Continental estimates.  
1) Adaptive cruise control, collision mitigation, lane departure warning, blind spot detection, intelligent lighting, night vision, traffic sign recognition.

64

## Market Data

### Increasing Installation Rates of Head-Up Displays



Source: Continental estimates.

65

## Market Data

### Production of Light Vehicles 2011 - 2014

(in million units)	2011	2012 <sup>1</sup>	2013 <sup>1</sup>	2014 <sup>1</sup>
<b>NAFTA</b>	13.1	15.2	15.5	15.8
<b>South America</b>	4.3	4.3	4.4	4.6
<b>Europe<sup>2</sup></b>	20.2	18.8	18.4	18.7
<b>Asia</b>	36.5	40.3	42.5	43.8
<b>Other markets</b>	2.7	2.3	1.7	2.0
<b>Total</b>	<b>76.8</b>	<b>80.9</b>	<b>82.5</b>	<b>84.9</b>

Source: IHS and Continental estimates.

1) Estimates for passenger cars and light trucks < 6 tons (including vans).  
2) West, Central and East incl. Russia and Turkey.

66



## Market Data

### Production of Heavy Vehicles 2011 - 2014

(in thousand units)	2011	2012 <sup>1</sup>	2013 <sup>1</sup>	2014 <sup>1</sup>
<b>NAFTA</b>	451	496	521	545
<b>South America</b>	269	185	205	228
<b>Europe<sup>2</sup></b>	646	615	599	652
<b>Asia</b>	2,001	1,817	1,967	2,039
<b>Other markets</b>	7	8	9	8
<b>Total</b>	<b>3,374</b>	<b>3,121</b>	<b>3,301</b>	<b>3,472</b>

Source: IHS and Continental estimates.  
 1) Estimates for trucks > 6 tons.  
 2) West, Central and East incl. Russia and Turkey.

67

## Market Data

### Replacement Passenger, Light Truck and 4x4 Tires 2011 - 2014

(in million units)	2011	2012 <sup>1</sup>	2013 <sup>1</sup>	2014 <sup>1</sup>
<b>NAFTA</b>	252.9	247.9	252.8	260.4
<b>South America</b>	57.5	59.3	61.5	63.8
<b>Europe<sup>2</sup></b>	313.2	287.4	296.0	307.9
<b>Asia</b>	265.8	277.6	295.4	315.4
<b>Other markets</b>	103.3	117.6	116.1	118.5
<b>Total</b>	<b>992.7</b>	<b>989.8</b>	<b>1,021.8</b>	<b>1,066.0</b>

Source: LMC World Tyre Forecast Service and Continental estimates.  
 1) Estimates.  
 2) West, Central and East incl. Turkey and Russia.

68

## Market Data

### Replacement Truck Tires 2011 - 2014

(in million units)	2011	2012 <sup>1</sup>	2013 <sup>1</sup>	2014 <sup>1</sup>
<b>NAFTA</b>	20.9	20.5	21.0	21.6
<b>South America</b>	13.0	12.7	13.4	14.2
<b>Europe<sup>2</sup></b>	21.9	18.9	19.8	20.7
<b>Asia</b>	65.7	67.3	70.2	74.0
<b>Other markets</b>	16.9	17.2	17.6	17.9
<b>Total</b>	<b>138.4</b>	<b>136.6</b>	<b>142.0</b>	<b>148.4</b>

Source: LMC World Tyre Forecast Service and Continental estimates.  
 1) Estimates.  
 2) West, Central and East incl. Turkey and Russia.

69

## Topics

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

70

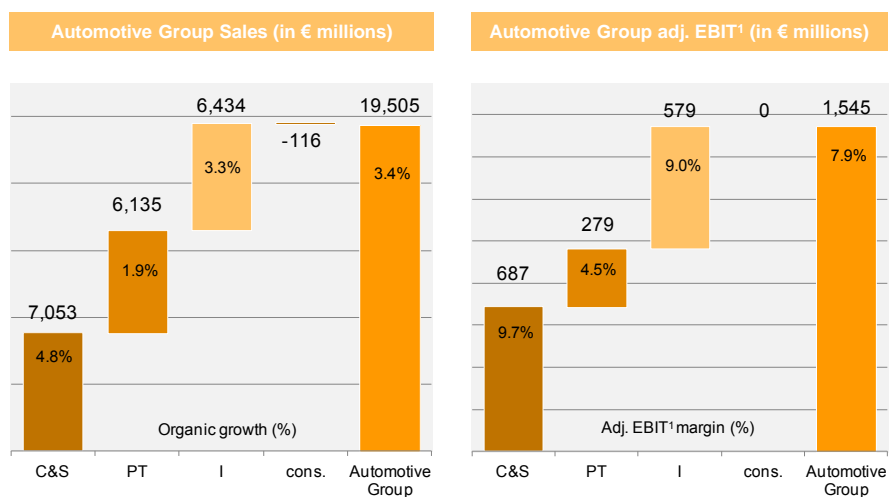
## Automotive Group Key Figures

(in € millions)	2010	2011	2012
Sales	15,917.0	18,354.2	19,505.1
EBITDA	1,779.1	2,225.8	2,404.6
in % of sales	11.2	12.1	12.3
EBIT	567.9	1,024.5	1,068.8
in % of sales	3.6	5.6	5.5
EBIT adjusted <sup>1</sup>		1,470.1	1,544.7
in % of sales <sup>1</sup>		8.0	7.9
Operating Assets (average)	11,512.0	11,427.2	11,438.5
ROCE (average) in %	4.9	9.0	9.3
R, D & E expense	1,227.1	1,367.5	1,495.6
in % of sales	7.7	7.5	7.7
Capex <sup>2</sup>	739.8	968.5	1,035.9
in % of sales	4.6	5.3	5.3
Depreciation & amortization <sup>3</sup>	1,211.2	1,201.3	1,335.8
in % of sales	7.6	6.5	6.8
thereof impairment <sup>4</sup>	35.6	22.8	75.0

- 1) EBIT before 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) 2012: Including goodwill impairment of €75.6 mn.

71

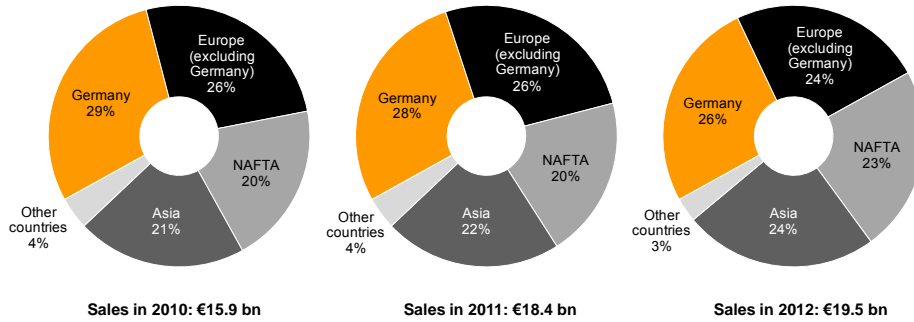
## Automotive Group Sales and Adjusted EBIT<sup>1</sup> by Division



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

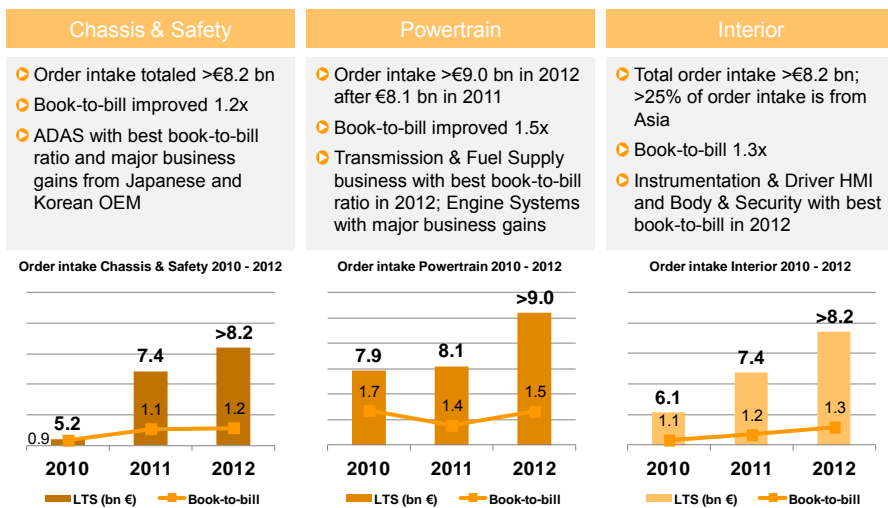
72

## Automotive Group Sales by Region



73

## Automotive Group Order Intake (LTS<sup>1</sup>) in the Automotive Group Totaled €25 bn in 2012



1) Life-time sales.


74

## Topics

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

75

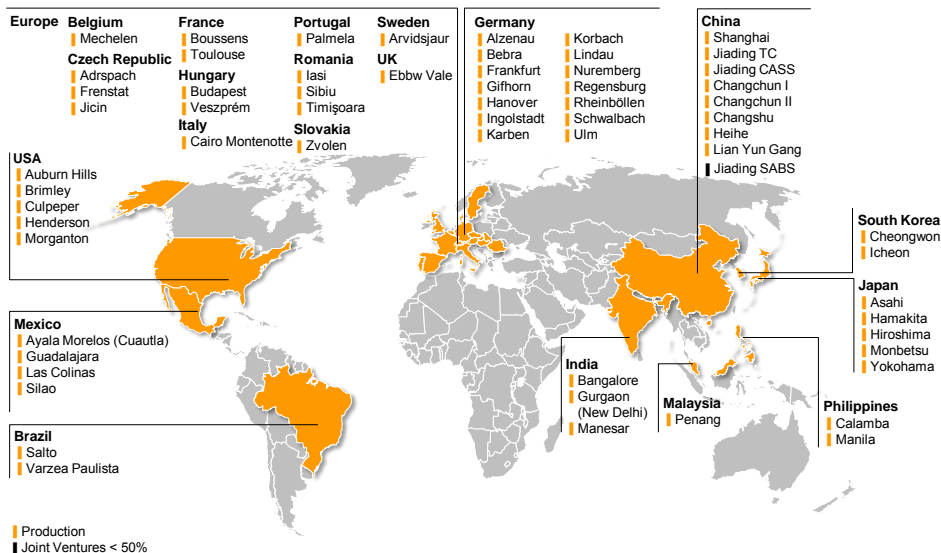
## Chassis & Safety Business Units and Key Products

Electronic Brake Systems	Hydraulic Brake Systems	Passive Safety & Sensorics	Advanced Driver Assistance Systems	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> </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>▫ Washer systems</li> <li>▫ Brake pressure regulators</li> <li>▫ Electric vacuum pump</li> </ul>	<ul style="list-style-type: none"> <li>▫ Wheel speed sensors</li> <li>▫ Engine/transmission speed and position sensors</li> <li>▫ Chassis sensors</li> <li>▫ Sensor clusters</li> <li>▫ Airbag control units</li> <li>▫ Crash sensors</li> <li>▫ Satellite for electric vehicle</li> <li>▫ Pedestrian protection</li> <li>▫ Occupant classification system (OCS)</li> </ul>	<ul style="list-style-type: none"> <li>▫ Driver assistance systems                             <ul style="list-style-type: none"> <li>– Adaptive cruise control</li> <li>– Emergency brake assist</li> <li>– Lane departure warning</li> <li>– Lane change support</li> <li>– Blind spot detection</li> <li>– Traffic sign recognition</li> <li>– Intelligent head lamp control</li> <li>– Rear cross traffic alert</li> </ul> </li> <li>▫ Driver assistance sensors                             <ul style="list-style-type: none"> <li>– Camera</li> <li>– Radar</li> <li>– Lidar</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>▫ Chassis electronics</li> <li>▫ Electronic components (1<sup>st</sup> tier customer)</li> <li>▫ Suspension systems</li> </ul>
				

76

## Chassis & Safety Locations Worldwide

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



77

## Chassis & Safety Key Figures

(in € millions)	2010	2011	2012
Sales	5,775.4	6,510.8	7,052.5
EBITDA	891.7	982.3	973.7
in % of sales	15.4	15.1	13.8
EBIT	569.0	661.9	638.5
in % of sales	9.9	10.2	9.1
EBIT adjusted <sup>1</sup>		719.0	686.8
in % of sales <sup>1</sup>		11.0	9.7
Operating Assets (average)	3,997.0	4,024.7	4,097.4
ROCE (average) in %	14.2	16.4	15.6
R, D & E expense	422.3	463.1	511.7
in % of sales	7.3	7.1	7.3
Capex <sup>2</sup>	247.1	327.1	383.8
in % of sales	4.3	5.0	5.4
Depreciation & amortization <sup>3</sup>	322.7	320.4	335.2
in % of sales	5.6	4.9	4.8
thereof impairment	3.8	1.6	-2.0

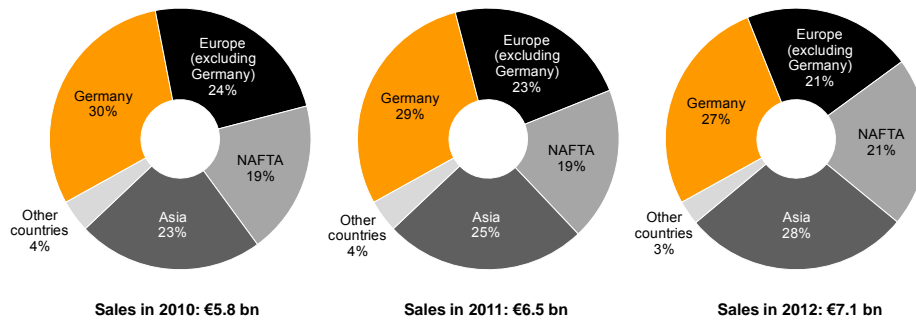
1) EBIT before amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation.

2) Capex including software.

3) Excluding write-downs of investments.

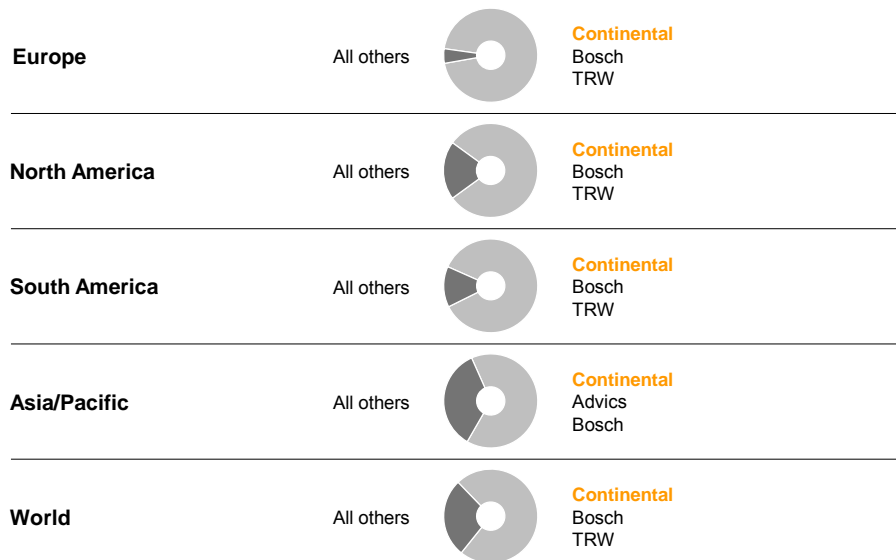
78

## Chassis & Safety Sales by Region



79

## Chassis & Safety Market Position of Top 3 in Electronic Brake Systems 2012



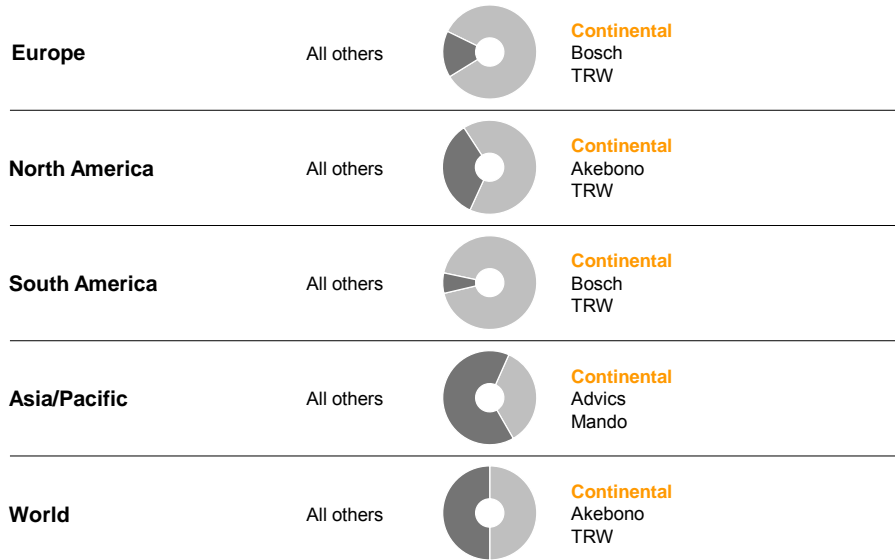
Source: Continental estimates.

■ Market share of all suppliers other than top 3

80

## Chassis & Safety

### Market Position of Top 3 in Foundation Brake Systems 2012



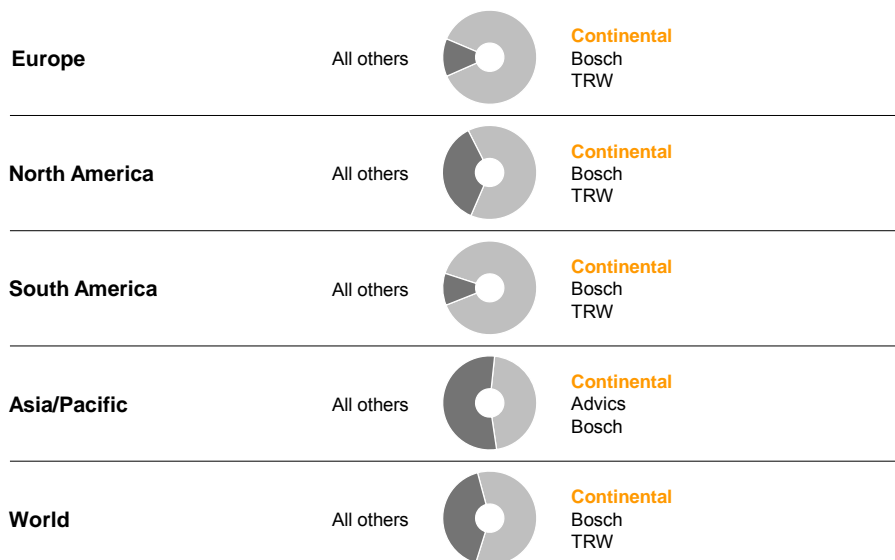
Source: Continental estimates.

■ Market share of all suppliers other than top 3

81

## Chassis & Safety

### Market Position of Top 3 in Actuation 2012



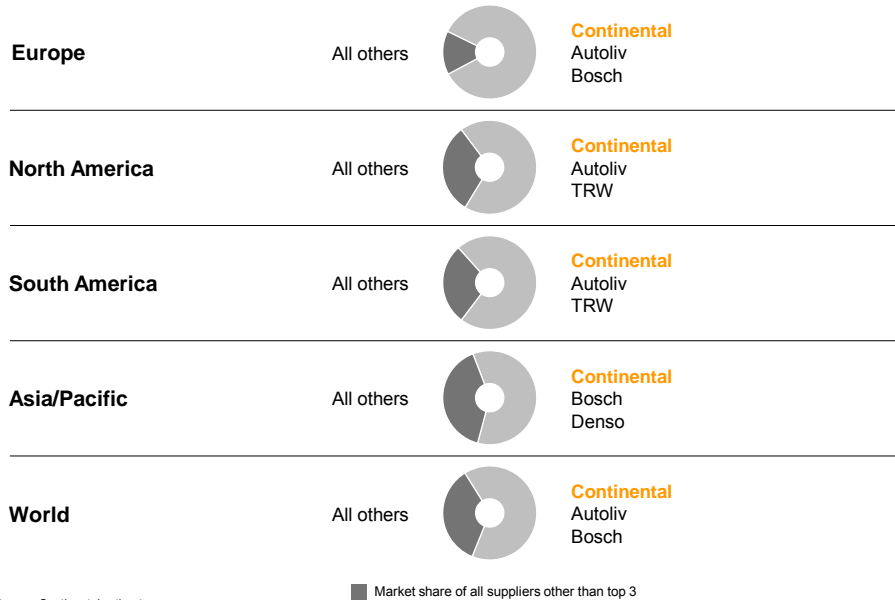
Source: Continental estimates.

■ Market share of all suppliers other than top 3

82

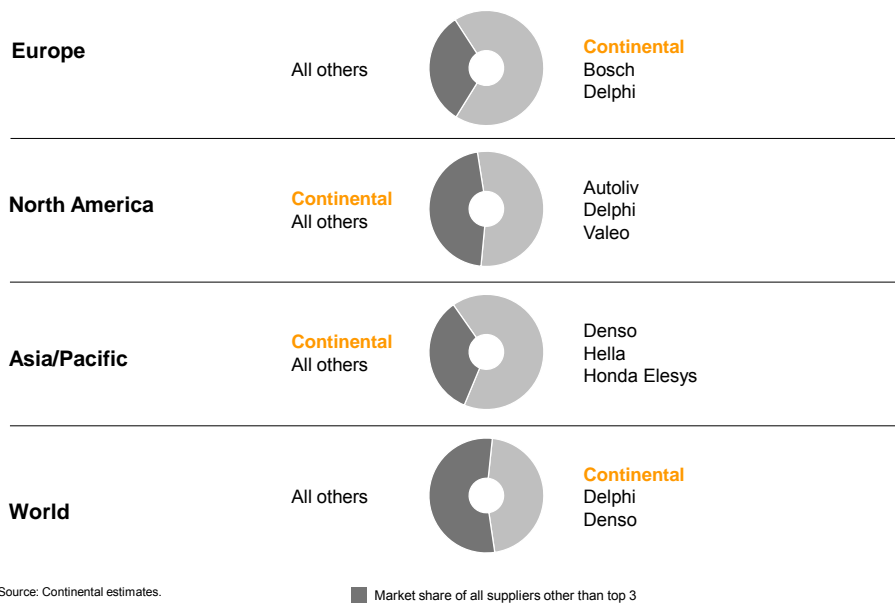


## Chassis & Safety Market Position of Top 3 in Airbag Electronics 2012



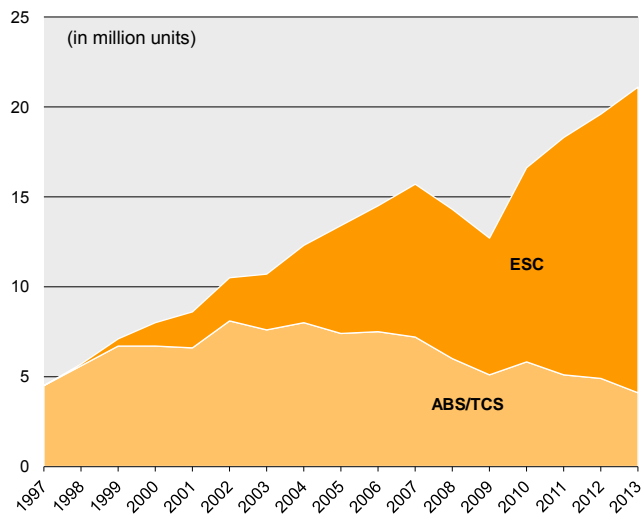
83

## Chassis & Safety Market Position of Top 3 in Advanced Driver Assistance Systems 2012



84

## Chassis & Safety Growing Sales Volume for Electronic Brake Systems



### Model Selection

#### Europe

- Audi A3
- BMW 1 Series / 3 Series
- Ford Focus / Fiesta
- Mercedes C Class
- Opel Astra / Zafira
- Peugeot 208 / C3
- Renault Megane / Scenic
- Skoda Octavia
- Toyota Yaris
- Volvo S60/V40/XC60
- VW Golf / Passat

#### NAFTA

- BMW X3
- Chevrolet Cruze / Equinox
- Chrysler Caliber Succ
- RAM 1500
- Ford Explorer/Escape/Focus/Fusion
- Honda Odyssey
- Jeep Wrangler
- RAM 1500
- VW Jetta/New Beetle/New Passat

#### Asia

- Daewoo Orlando / Cruze
- Ford Ecosport / Focus Succ.
- GM Buick XT/GT
- Honda Life (succ) / N One
- Mazda Axela / CX-5 / Demio
- PSA 206(207)
- Skoda Octavia
- Suzuki Wagon R / Palette
- Mitsubishi Lancer / Outlander / RVR
- VW Lavida / Bora / Passat / Sagitar

Source: Continental estimates.






85

## Topics

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

86

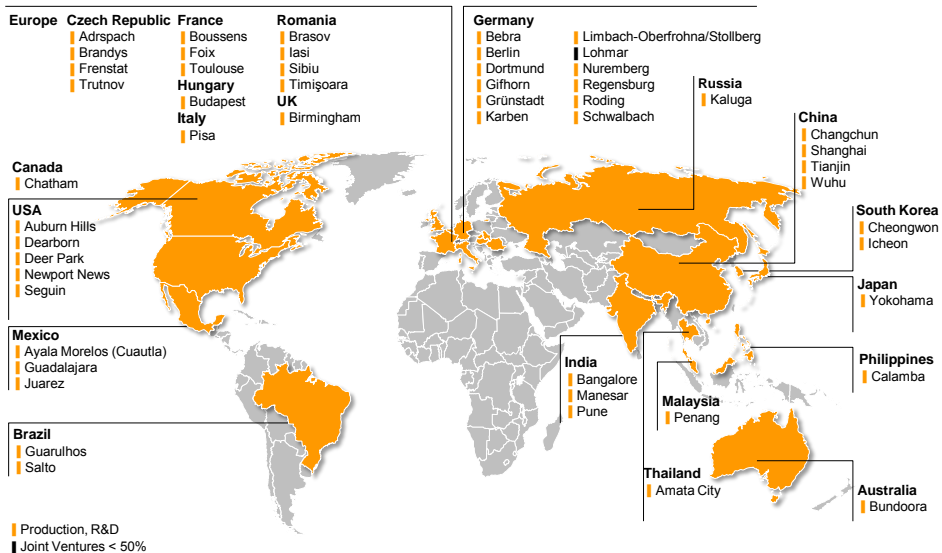
## Powertrain Business Units and Key Products

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> 

87

## Powertrain Locations Worldwide

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



88

## Powertrain Key Figures

(in € millions)	2010	2011	2012
Sales	4,730.8	5,842.0	6,134.8
EBITDA	268.2	484.7	590.2
in % of sales	5.7	8.3	9.6
EBIT	-198.1	31.3	29.5
in % of sales	-4.2	0.5	0.5
EBIT adjusted <sup>1</sup>		240.8	278.6
in % of sales <sup>1</sup>		4.1	4.5
Operating Assets (average)	3,112.2	3,027.4	3,028.1
ROCE (average) in %	-6.4	1.0	1.0
R, D & E expense	396.9	454.9	535.9
in % of sales	8.4	7.8	8.7
Capex <sup>2</sup>	301.5	393.7	395.0
in % of sales	6.4	6.7	6.4
Depreciation & amortization <sup>3</sup>	466.3	453.4	560.7
in % of sales	9.9	7.8	9.1
thereof impairment <sup>4</sup>	36.6	8.5	75.9

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

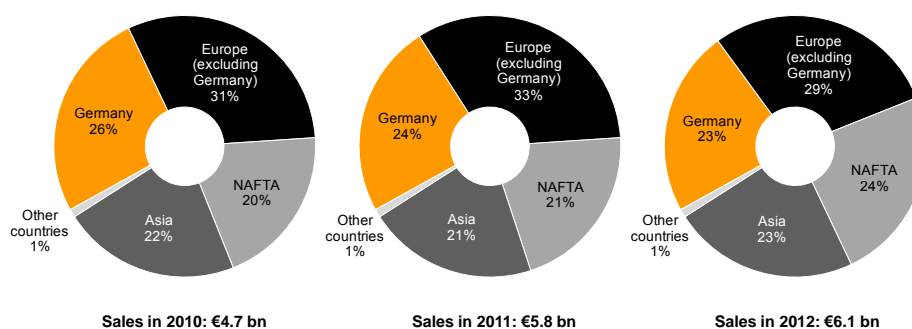
2) Capex including software.

3) Excluding write-downs of investments.

4) 2012: Including goodwill impairment of €75.6 mn.

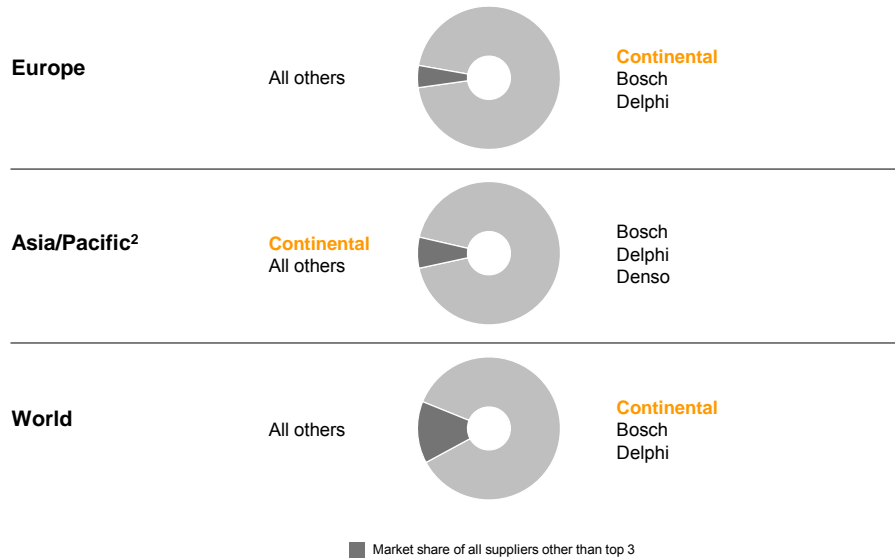
89

## Powertrain Sales by Region



90

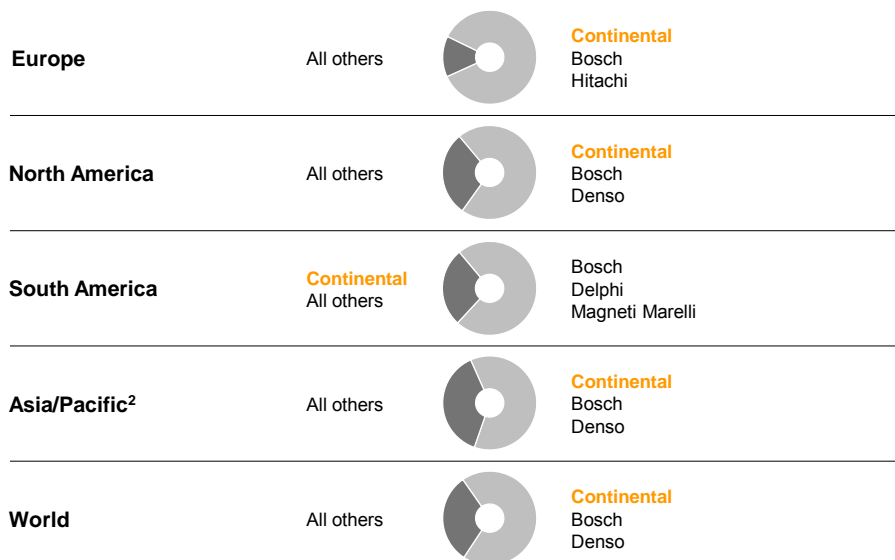
## Powertrain Market Position for Diesel Injection Systems<sup>1</sup> 2012



Source: Continental estimates.  
1) For passenger cars & light trucks.  
2) Japan, South Korea, China, India, Thailand.

91

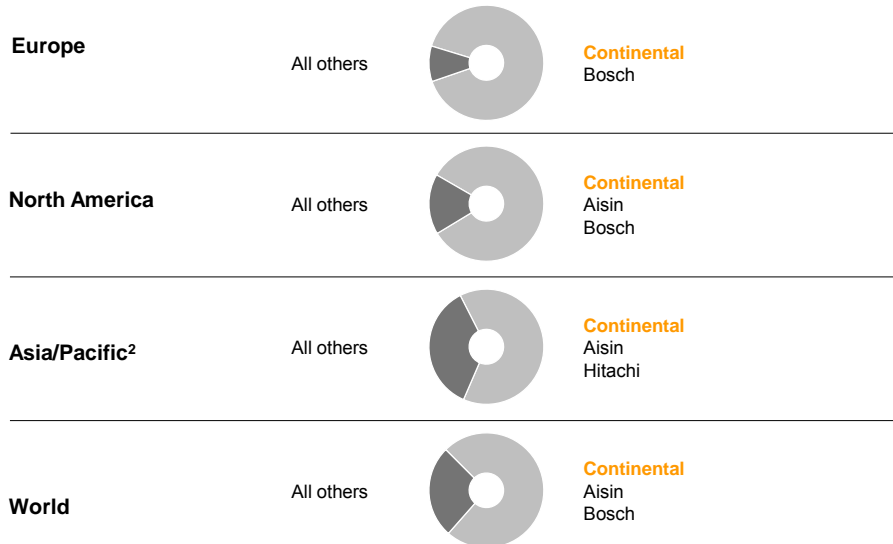
## Powertrain Market Position for Gasoline Injection Systems<sup>1</sup> 2012



Source: Continental estimates.  
1) For passenger cars & light trucks.  
2) Japan, South Korea, China, India, Thailand.

92

## Powertrain Market Position for Transmission Control Units<sup>1</sup> 2012



Source: Continental estimates.  
1) For passenger cars & light trucks.  
2) Japan, South Korea, China, India.

■ Market share of all suppliers other than top 3

93

## Topics

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

94

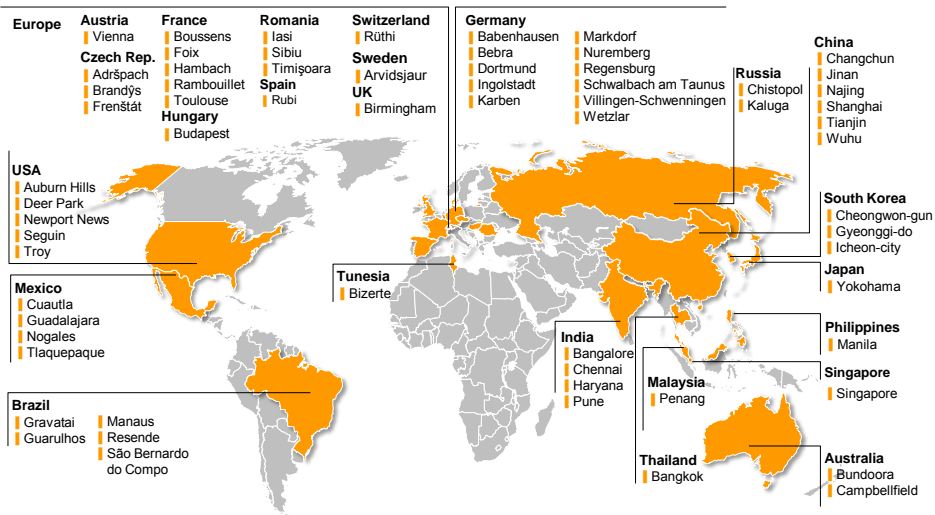
## Interior Business Units and Key Products

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>Control panels</li> <li>Central input devices</li> <li>Cockpit modules</li> </ul>	<ul style="list-style-type: none"> <li>Radios</li> <li>Multimedia systems</li> <li>Connectivity &amp; telematics</li> <li>Software &amp; special solutions</li> </ul>	<ul style="list-style-type: none"> <li>Body control modules</li> <li>Access control systems</li> <li>Door systems</li> <li>Seat comfort systems</li> <li>Power closures</li> <li>Tire information systems</li> <li>Gateways</li> <li>Energy management</li> <li>Exterior light control units</li> <li>Intelligent antenna modules</li> </ul>	<ul style="list-style-type: none"> <li>Tachographs, telematics &amp; services</li> <li>Visual &amp; haptical HMI</li> <li>Powertrain control</li> <li>Chassis-, body- &amp; transmission electronics</li> <li>Wear parts, spare parts, services and multi-brand vehicle diagnosis for the independent aftermarket</li> <li>Original equipment services</li> </ul>
			

95

## Interior Locations Worldwide

65 sites for production and R&D in 24 countries. Divisional headquarters in Regensburg, Germany.



96

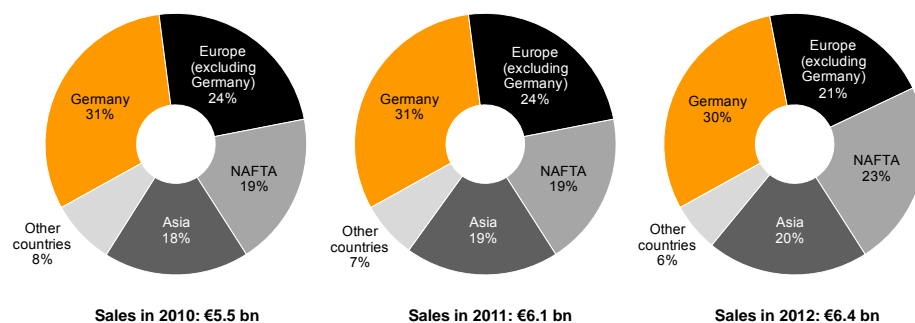
## Interior Key Figures

(in € millions)	2010	2011	2012
Sales	5,518.1	6,110.7	6,434.2
EBITDA	619.1	758.8	840.6
in % of sales	11.2	12.4	13.1
EBIT	197.0	331.2	400.8
in % of sales	3.6	5.4	6.2
EBIT adjusted <sup>1</sup>		510.2	579.3
in % of sales <sup>1</sup>		8.4	9.0
Operating Assets (average)	4,402.8	4,375.1	4,313.0
ROCE (average) in %	4.5	7.6	9.3
R, D & E expense	407.9	449.6	448.0
in % of sales	7.4	7.4	7.0
Capex <sup>2</sup>	191.3	247.7	257.1
in % of sales	3.5	4.1	4.0
Depreciation & amortization <sup>3</sup>	422.1	427.6	439.8
in % of sales	7.6	7.0	6.8
thereof impairment	-4.8	12.7	1.1

1) EBIT before 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.

97

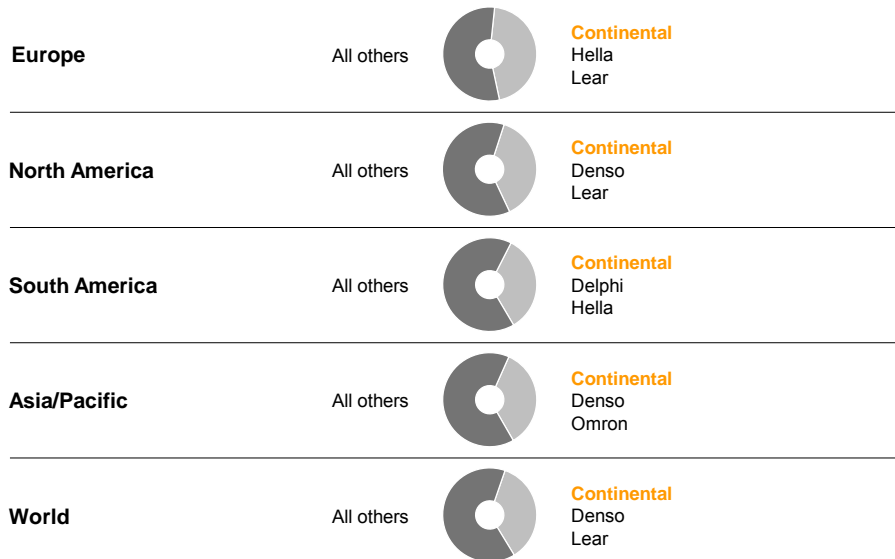
## Interior Sales by Region



98



## Interior Market Position for Body & Security 2012

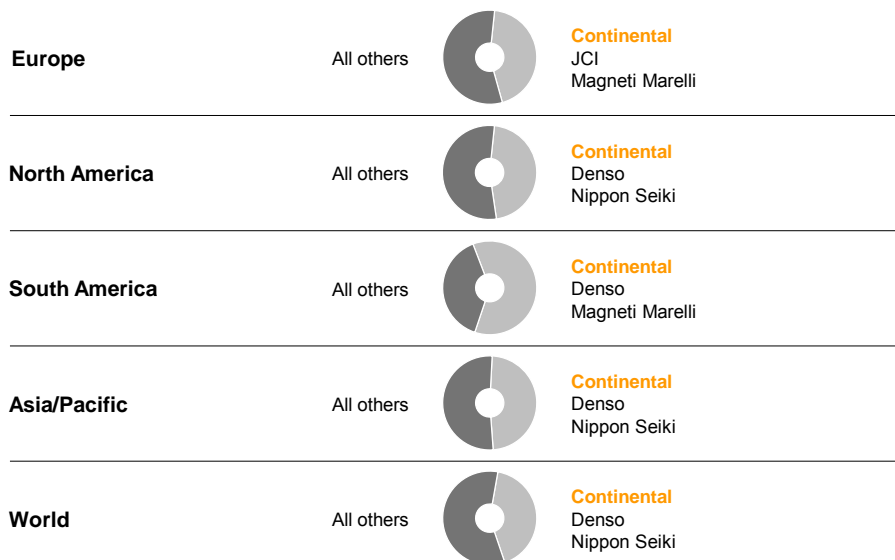


Source: Continental estimates.

■ Market share of all suppliers other than top 3

99

## Interior Market Position for Instrumentation & Driver HMI<sup>1</sup> 2012

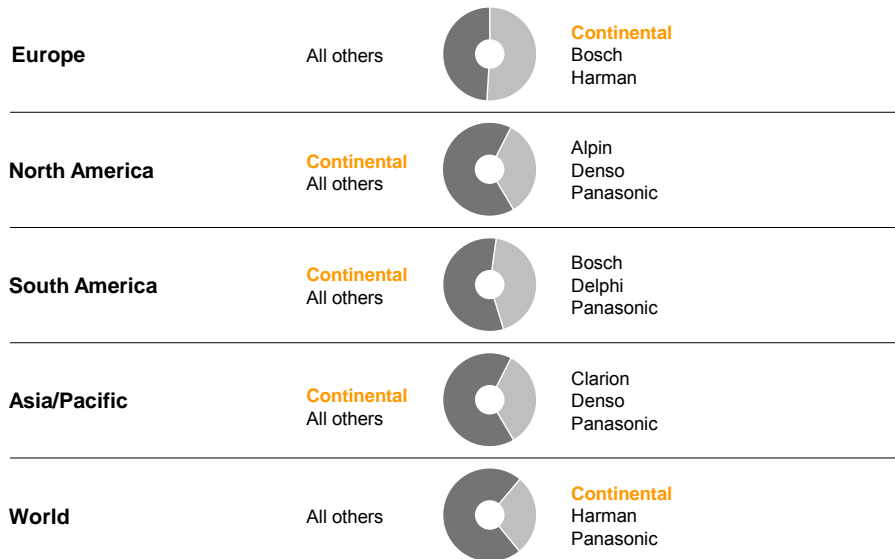


Source: Continental estimates.  
1) Excluding cockpit modules.

■ Market share of all suppliers other than top 3

100

## Interior Market Position for Infotainment & Connectivity 2012

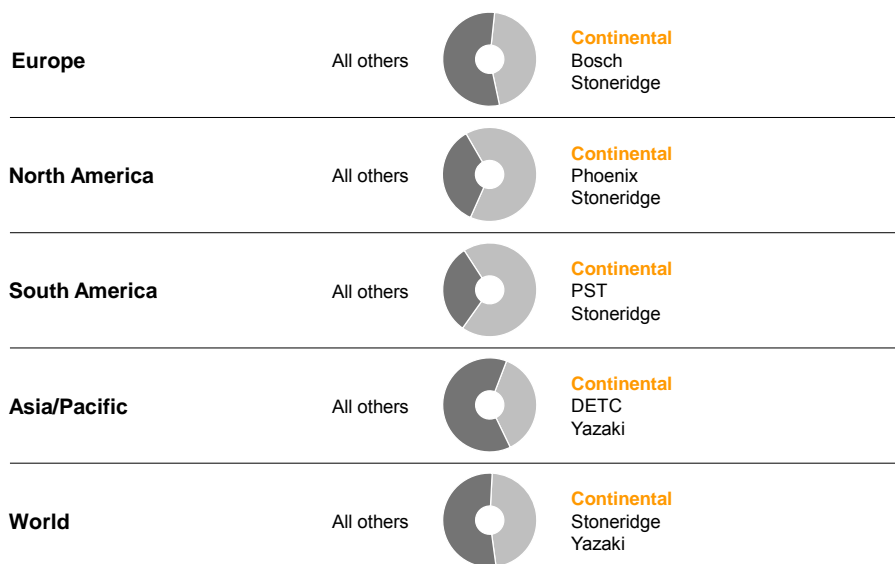


Source: Continental estimates.

■ Market share of all suppliers other than top 3

101

## Interior Market Position for Commercial Vehicle<sup>1</sup> 2012



Source: Continental estimates.

<sup>1</sup>) Market shares for commercial vehicle business as described in BU structure excluding automotive aftermarket.

■ Market share of all suppliers other than top 3

102

## Topics

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

103

## Rubber Group Key Figures

(in € millions)	2010	2011	2012
Sales	10,152.5	12,176.6	13,261.7
EBITDA	1,851.5	2,041.5	2,521.7
in % of sales	18.2	16.8	19.0
EBIT	1,413.1	1,612.8	2,077.8
in % of sales	13.9	13.2	15.7
EBIT adjusted <sup>1</sup>		1,640.4	2,064.1
in % of sales <sup>1</sup>		13.5	15.8
Operating Assets (average)	4,112.1	4,640.3	5,590.7
ROCE (average) in %	34.4	34.8	37.2
R, D & E expense	223.3	241.2	270.6
in % of sales	2.2	2.0	2.0
Capex <sup>2</sup>	555.8	747.7	981.2
in % of sales	5.5	6.1	7.4
Depreciation & amortization <sup>3</sup>	438.4	428.7	443.9
in % of sales	4.3	3.5	3.3
thereof impairment	22.1	-2.4	-25.1

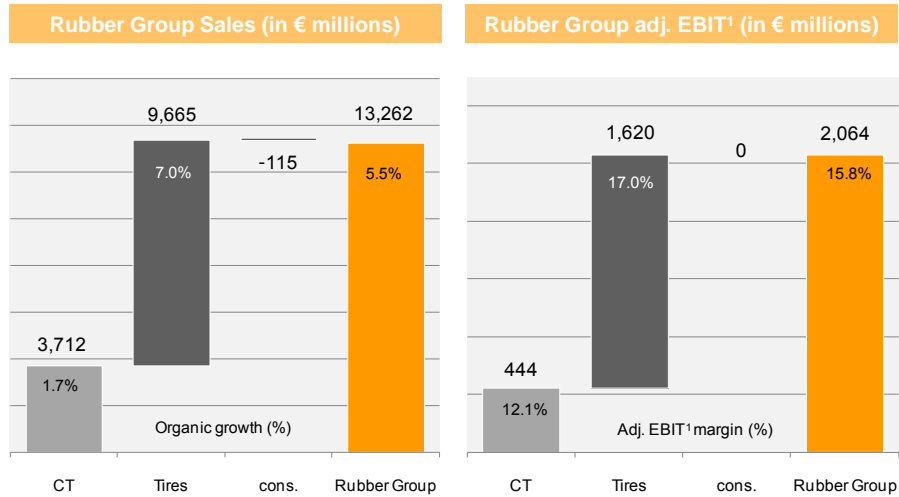
1) EBIT before amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation.

2) Capex including software.

3) Excluding write-downs of investments.

104

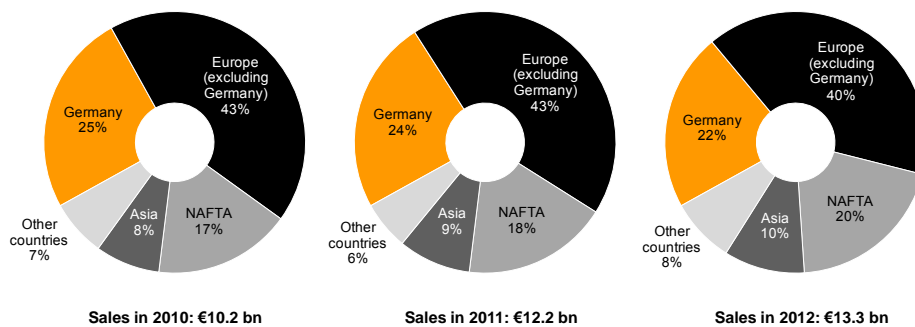
## Rubber Group Sales and Adjusted EBIT<sup>1</sup> by Division



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

105

## Rubber Group Sales by Region



106

## Topics

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

107

## Tires Business Units and Tire Brands

Passenger and Light Truck Tires Original Equipment	Passenger and Light Truck Tires Replacement EMEA	Passenger and Light Truck Tires Replacement The Americas	Passenger and Light Truck Tires Replacement APAC	Commercial Vehicle Tires				Two Wheel Tires	
				Truck Tires EMEA	Truck Tires The Americas	Truck Tires APAC	Commercial Specialty Tires		
<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 and RVs</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>Tires and Tubes for:</p> <ul style="list-style-type: none"> <li>Bicycles: Race, Mountainbike, City/Trekking</li> <li>Motorcycles: scooters, big bikes &gt;150cc, bikes &lt;150cc</li> </ul>
  Extended mobility systems: <ul style="list-style-type: none"> <li>SSR</li> <li>Minispares</li> <li>Conti KomfortKit</li> <li>Conti MobilityKit</li> <li>ContiSeal</li> </ul> NVH engineering services	        	      	    	      	    	      	  		
				1) Except NAFTA, Colombia, Peru. 2) Trademark rights for Malaysia, Singapore and Brunei. 3) Only in Australia. 4) Only in People's Republic of China.					

108

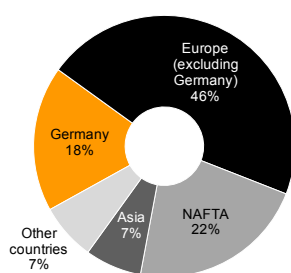
## Tires Key Figures

(in € millions)	2010	2011	2012
Sales	7,165.4	8,717.7	9,665.0
EBITDA	1,383.3	1,526.5	1,974.0
in % of sales	19.3	17.5	20.4
EBIT	1,043.5	1,195.7	1,635.4
in % of sales	14.6	13.7	16.9
EBIT adjusted <sup>1</sup>		1,195.2	1,620.0
in % of sales <sup>1</sup>		13.7	17.0
Operating Assets (average)	3,051.4	3,561.5	4,430.8
ROCE (average) in %	34.2	33.6	36.9
R, D & E expense	162.6	176.1	195.1
in % of sales	2.3	2.0	2.0
Capex <sup>2</sup>	455.5	637.1	830.2
in % of sales	6.4	7.3	8.6
Depreciation & amortization <sup>3</sup>	339.8	330.8	338.6
in % of sales	4.7	3.8	3.5
thereof impairment	20.0	-3.2	-25.1

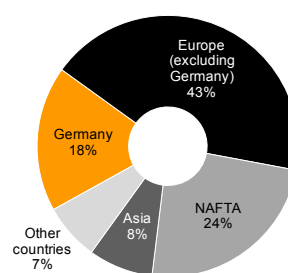
1) EBIT before amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation.  
 2) Capex including software.  
 3) Excluding write-downs of investments.

109

## Tires Sales by Region



Sales in 2011: €8.7 bn



Sales in 2012: €9.7 bn

110

## Passenger and Light Truck Tires Market Share for Passenger and Light Truck Tires<sup>1</sup> 2012

---

### Europe<sup>2</sup>

All others



**Continental**  
Goodyear/Sumitomo  
Michelin

### North America<sup>3</sup>

**Continental**  
All others



Bridgestone/Firestone  
Goodyear/Sumitomo  
Michelin

Source: Continental estimates.

1) Replacement.

2) West and Central.

3) incl. Central America/Caribbean markets.

■ Market share of all suppliers other than top 3

111

## Commercial Vehicle Tires Market Share for Truck Tires<sup>1</sup> 2012

---

### Europe<sup>2</sup>

**Continental**  
All others



Bridgestone/Firestone  
Goodyear/Sumitomo  
Michelin

### North America

**Continental**  
All others



Bridgestone/Firestone  
Goodyear/Sumitomo  
Michelin

Source: Continental estimates.

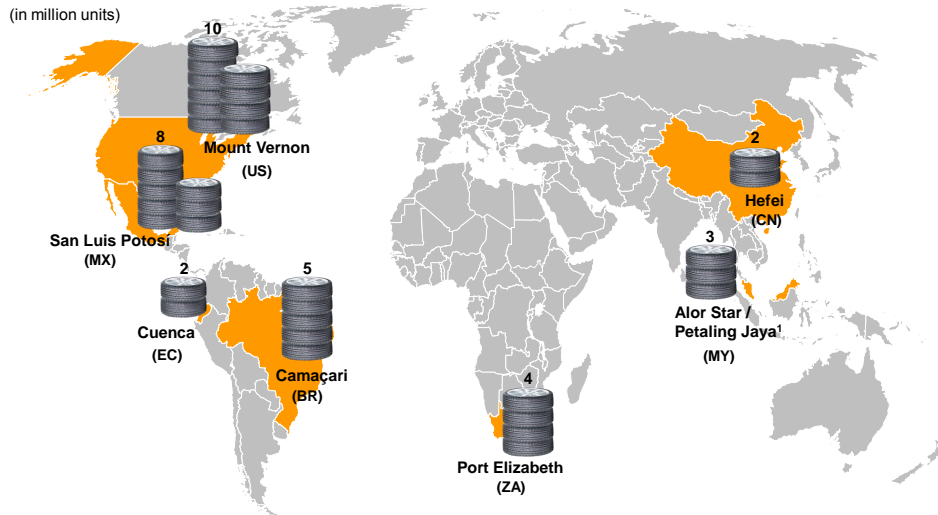
1) Replacement.

2) West and Central, incl. Turkey.

■ Market share of all suppliers other than top 3

112

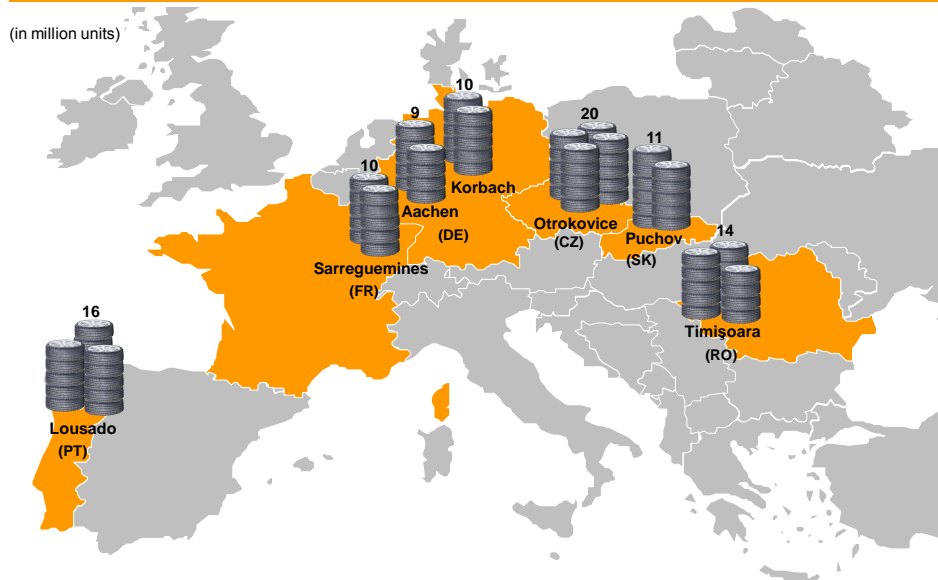
## Passenger and Light Truck Tires Worldwide Passenger and Light Truck Tire Production 2012



1) Until 2004 consolidated in CVT Division.

113

## Passenger and Light Truck Tires European Passenger and Light Truck Tire Production 2012

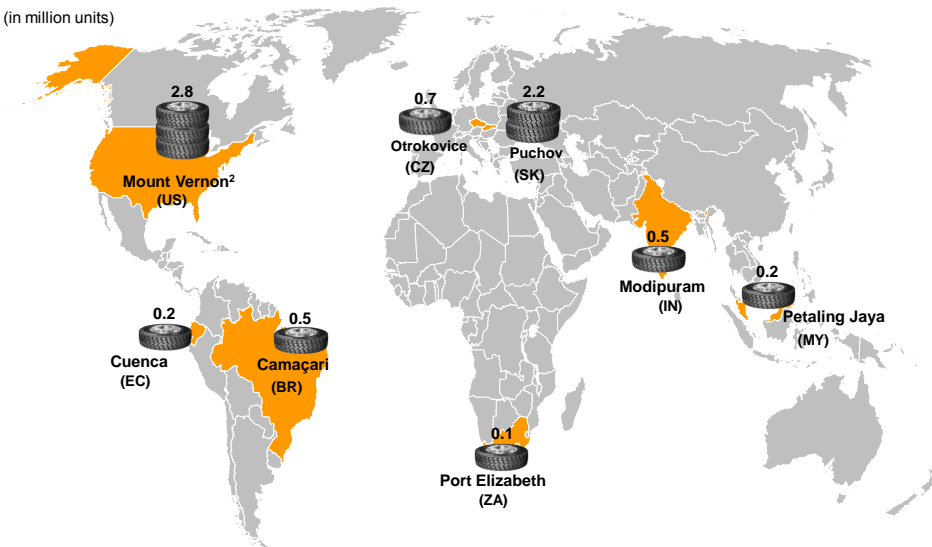


114



## Commercial Vehicle Tires Worldwide Truck Tire Production<sup>1</sup> 2012

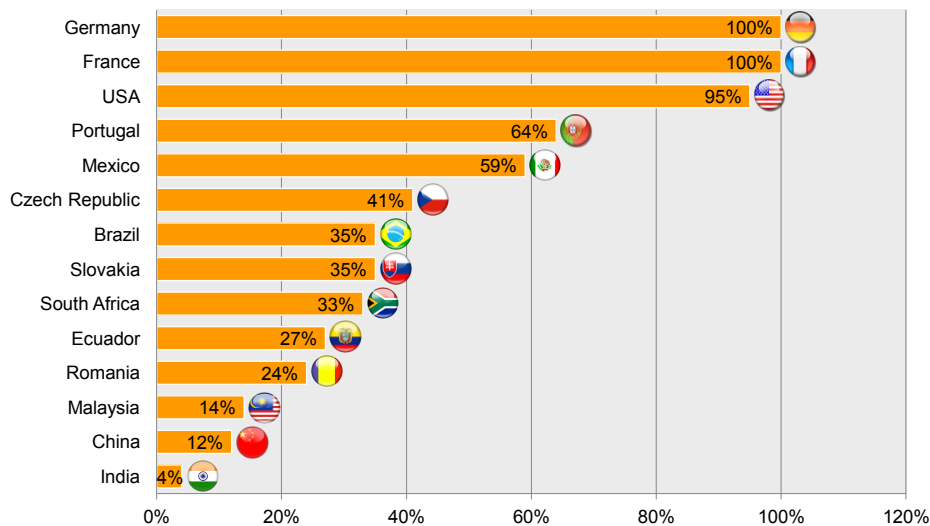
(in million units)



1) Production of bias and radial tires.  
2) Including deliveries to JV partners.

115

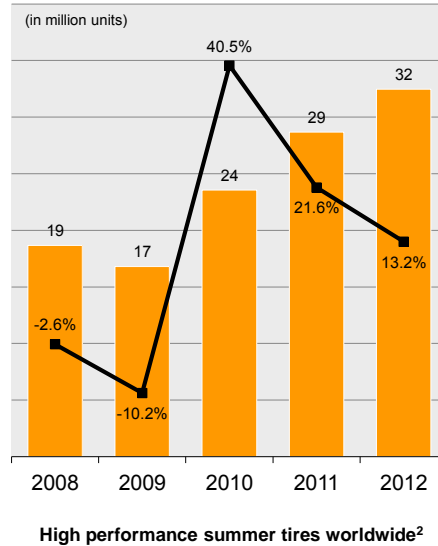
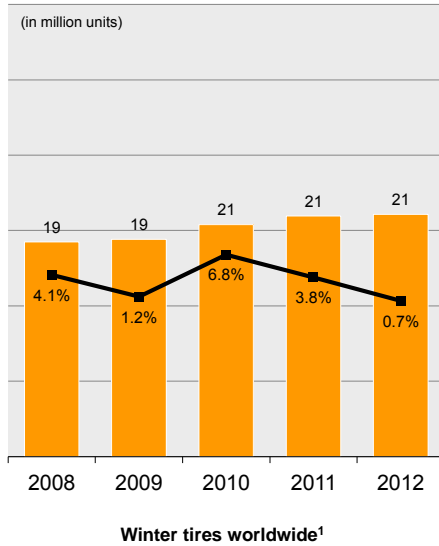
## Tires Cost of Labor at Continental Manufacturing Sites<sup>1</sup>



1) Based on average FX rates 2012.

116

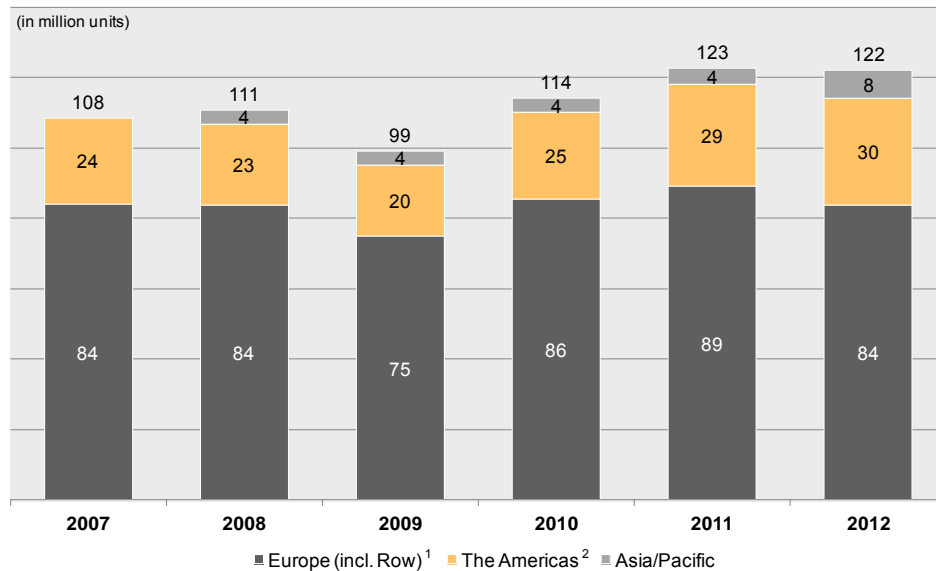
## Passenger and Light Truck Tires Product Mix Improvement



1) OE & replacement (excl. all-season tires).  
2) All summer tires and all-season tires with rim sizes of at least 17 inches.

117

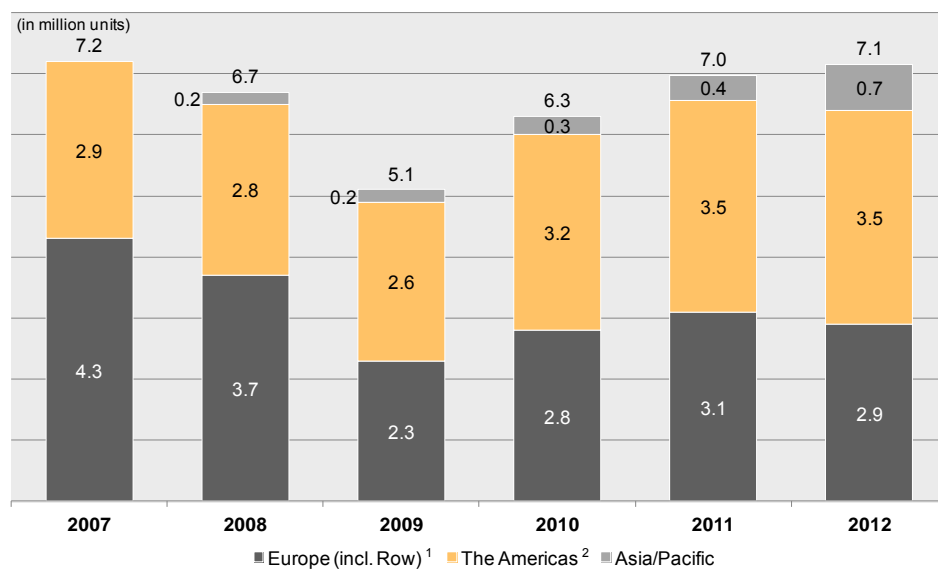
## Passenger and Light Truck Tires Unit Sales 2007 - 2012



1) 2007 Asia included in Europe.  
2) North America; since 2007 including Latin America.

118

## Commercial Vehicle Tires Unit Sales 2007 - 2012



1) 2007 Asia included in Europe.  
2) North America; since 2007 including Latin America.








119

## Topics

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

120

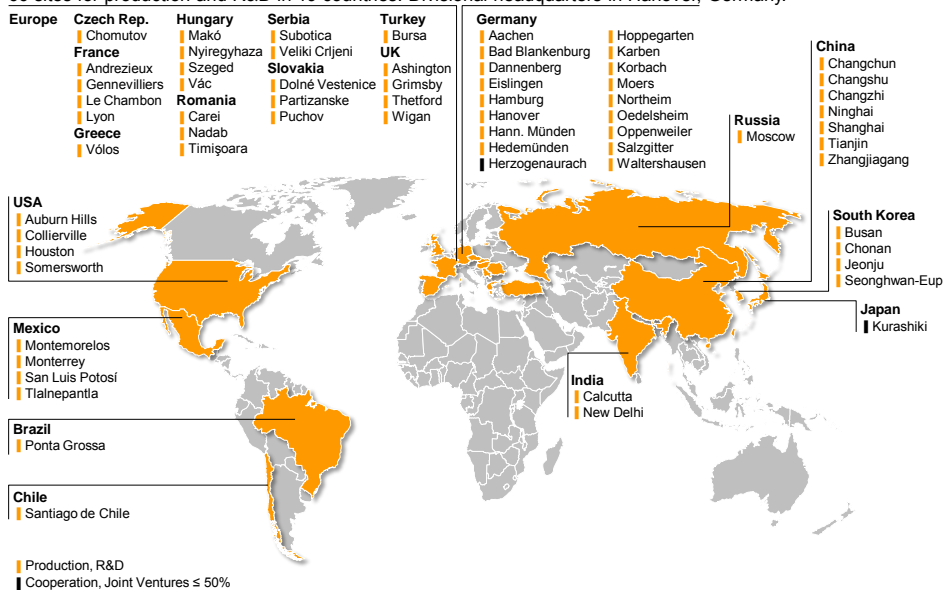
## ContiTech Business Units and Key Products

<p><b>Air Spring Systems</b></p>  <ul style="list-style-type: none"> <li>◦ Air suspension systems for buses, trucks and rail vehicle technology</li> <li>◦ Air actuators for pneumatics/ air springs for vibration isolation</li> <li>◦ Compensators</li> </ul>	<p><b>Benecke-Kaliko Group</b></p>  <ul style="list-style-type: none"> <li>◦ Foils and synthetic leather products for automotive interior trim</li> </ul>	<p><b>Compounding Technology</b></p>  <ul style="list-style-type: none"> <li>◦ Customized compounds for high-quality elastomer products, functional parts, components and systems</li> <li>◦ Testing services</li> </ul>	<p><b>Conveyor Belt Group</b></p>  <ul style="list-style-type: none"> <li>◦ Steel cord / fabric belts</li> <li>◦ Special-purpose belts</li> <li>◦ Conveyor belt components</li> <li>◦ Service material</li> </ul>
<p><b>Elastomer Coatings</b></p>  <ul style="list-style-type: none"> <li>◦ Coated fabrics</li> <li>◦ Printing blankets / plates</li> <li>◦ Diaphragms /- materials</li> <li>◦ Gasholder diaphragms</li> <li>◦ Collapsible tanks</li> <li>◦ Fuel tanks</li> <li>◦ Concertina walls</li> </ul>	<p><b>Fluid Technology</b></p>  <p>Hoses / hose lines for:</p> <ul style="list-style-type: none"> <li>◦ Air conditioning</li> <li>◦ Fuel- &amp; exhaust systems</li> <li>◦ Heating / cooling systems</li> <li>◦ Powertrain</li> <li>◦ Steering / chassis</li> <li>◦ Turbocharger</li> <li>◦ Industrial applications</li> </ul>	<p><b>Power Transmission Group</b></p>  <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>	<p><b>Vibration Control</b></p>  <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>

121

## ContiTech Locations Worldwide

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



122

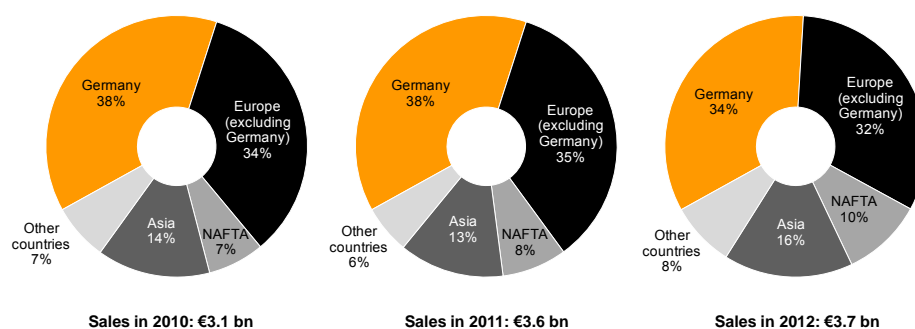
## ContiTech Key Figures

(in € millions)	2010	2011	2012
Sales	3,095.3	3,583.1	3,711.8
EBITDA	468.2	515.0	547.7
in % of sales	15.1	14.4	14.8
EBIT	369.6	417.1	442.4
in % of sales	11.9	11.6	11.9
EBIT adjusted <sup>1</sup>		445.2	444.1
in % of sales <sup>1</sup>		12.4	12.1
Operating Assets (average)	1,060.7	1,078.8	1,159.9
ROCE (average) in %	34.8	38.7	38.1
R, D & E expense	60.7	65.0	75.5
in % of sales	2.0	1.8	2.0
Capex <sup>2</sup>	100.3	110.6	151.0
in % of sales	3.2	3.1	4.1
Depreciation & amortization <sup>3</sup>	98.6	97.9	105.3
in % of sales	3.2	2.7	2.8
thereof impairment	2.1	0.8	0.0

1) EBIT before 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.

123

## ContiTech Sales by Region



124

## ContiTech

### A Leading Global Supplier in its Business Units

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

125

## ContiTech

### Sales and Employees 2012

	Sales (in € millions)	Employees
Fluid Technology	1,358	14,369
Conveyor Belt Group	616	3,846
Power Transmission Group	402	2,562
Benecke-Kaliko Group	357	1,747
Vibration Control	321	2,232
Compounding	305	777
Air Spring Systems	266	1,462
Elastomer Coatings	110	611
<b>ContiTech</b>	<b>3,712<sup>1</sup></b>	<b>28,210<sup>2</sup></b>

1) Including other operations.  
2) Including service functions.

126

## Topics

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

127

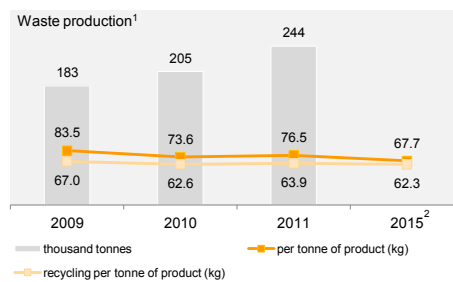
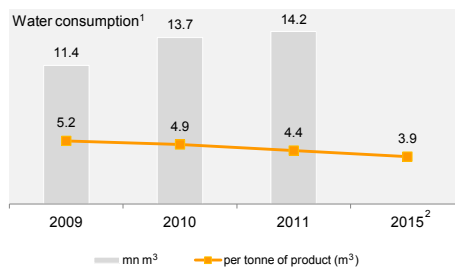
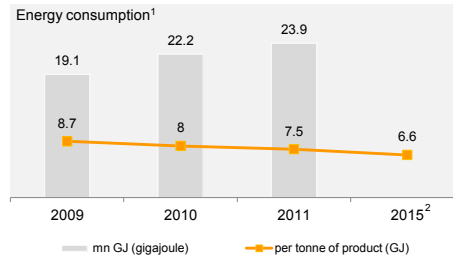
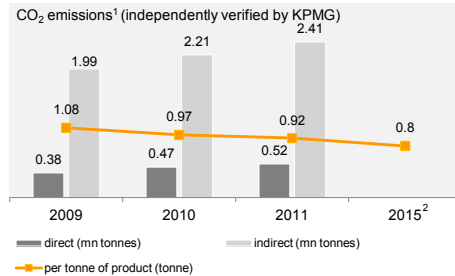
## Sustainability at Continental Our Policies and Guidelines

CSR Guideline <small>Our basic values and principles</small>		
Environmental Responsibility	Social Responsibility	Corporate Governance
 <p>ESH<sup>1</sup> Policy – implements worldwide the responsibility for protecting the environment</p>	 <p>Code of Conduct – personal ethics, conflicts of interest</p> <p>OUR BASICS – the guidelines, codex and basic principles of our business activities</p>	 <p>Corporate Governance Policy – to further the responsible management of the company focused on value creation</p> <p>Risk Report – overview of our Risk Management</p>
OUR BASICS <small>Our corporate guidelines</small>		

1) "Environment", "Security, Safety" and "Health".

128

## Environmental Responsibility Corporate Environmental Key Performance Indicators



1) Changes to previous figures are based on changes in the scope of the survey.  
2) Continental targets.

129

## Social Responsibility – Responsible Employer Equal Opportunity



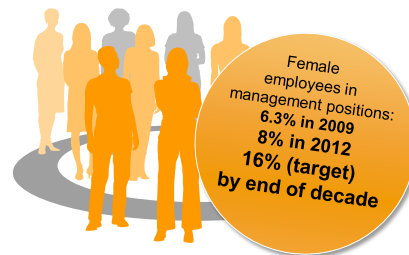
### Diversity Project to support women

- A talent pool which incorporates all corporate divisions
- The formation of career support networks
- Female mentoring program
- 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 Continental's "Demography Management"

130



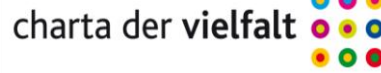
## Social Responsibility Corporate Memberships (1)



Continental is a participant of the **United Nations Global Compact**. We have thus committed ourselves to its ten principles in the areas of human rights, labor, environment and anti-corruption.



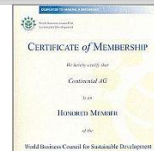
The Charter of Diversity recognizes diversity as an opportunity. The signatory companies commit to diversity, fairness and mutual respect. The aim is to create a working environment that is free of prejudice and discrimination.



The Luxembourg Declaration on Workplace Health Promotion (WHP) promotes health and occupational safety in the companies of the member states of ENWHP<sup>1</sup>. 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.



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).  
1) European Network for Workplace Health Promotion.

131

## Social Responsibility Corporate Memberships (2)



ECPI is a leading Rating and Index company dedicated to ESG Research since 1997. Continental is a constituent of the ECPI Ethical EMU Equity<sup>1</sup> as one of the Global Equity Indices.



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. In 2012, we advanced our way into the Carbon Disclosure Leadership Index.



Carbon Disclosure Project Report 2009

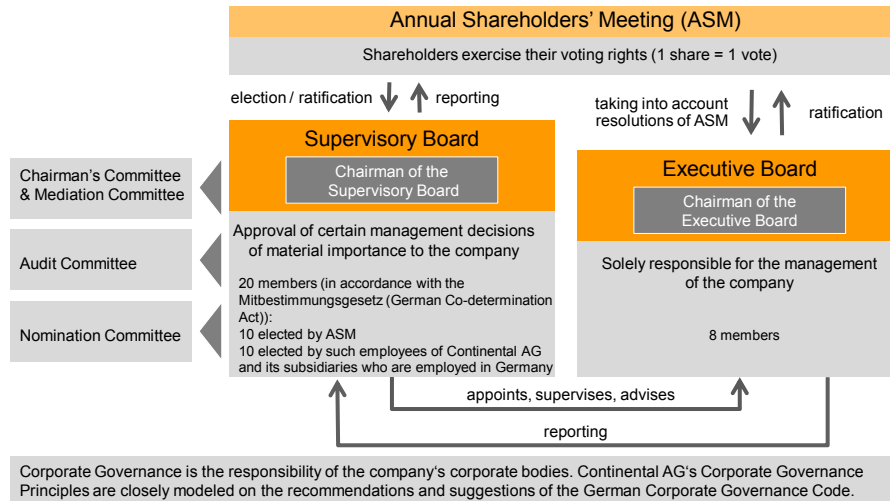
The European Road Safety Charter is an appeal and impetus for all groups in society to make a concrete contribution to improving traffic safety in Europe. The goal is to reduce the number of fatalities on the roads of the European Union (EU) by 2020.



1) 150 top capitalized companies in the Economic and Monetary Union market which are eligible investments.

132

## Corporate Governance Corporate Bodies



Source: Based on information in Annual Report Continental AG 2012 (pp 32-35).

133

## Topics

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

134

## Share & Bond Information

### Share Data / ADR Data

#### Share Data

Type of share	No-par value share
Bloomberg ticker	CON
Reuters ticker	CONG
German security identification number (WKN)	543 900
ISIN number	DE0005439004
Shares outstanding at December 31, 2012	200,005,983

#### ADR Data<sup>1</sup>

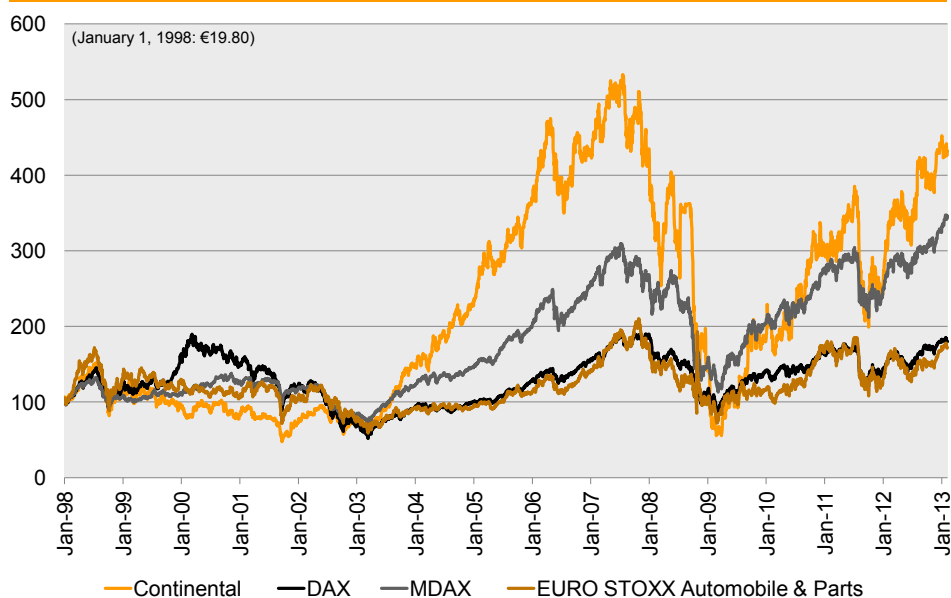
Ratio (ordinary share: ADR)	1:1
Bloomberg ticker	CTTAY
Reuters ticker	CTTAY.PK
ISIN number	US2107712000
ADR level	Level 1
Exchange	OTC
Sponsor	Deutsche Bank Trust Company Americas

1) As of March 2013.

135

## Share & Bond Information

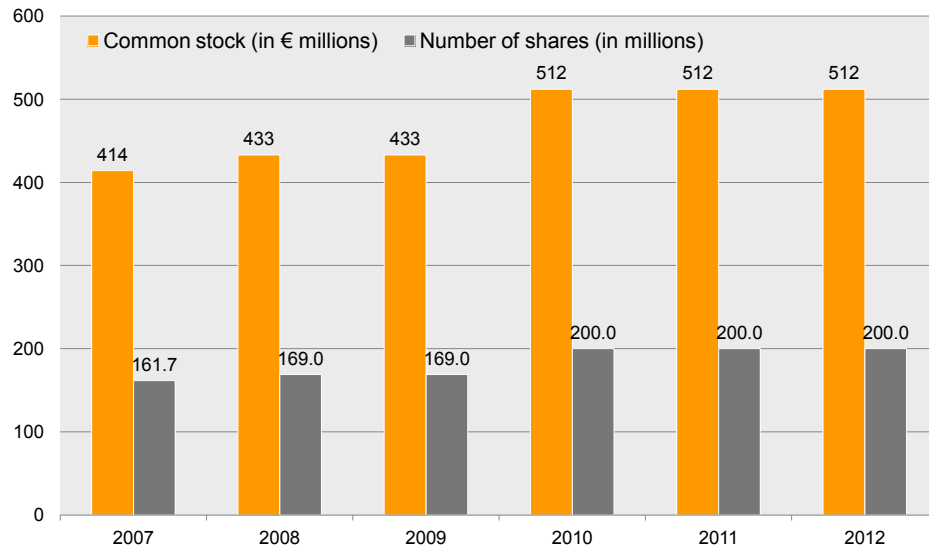
### Share Price Development vs. Major Stock Indexes



Source: Bloomberg, January 2013.

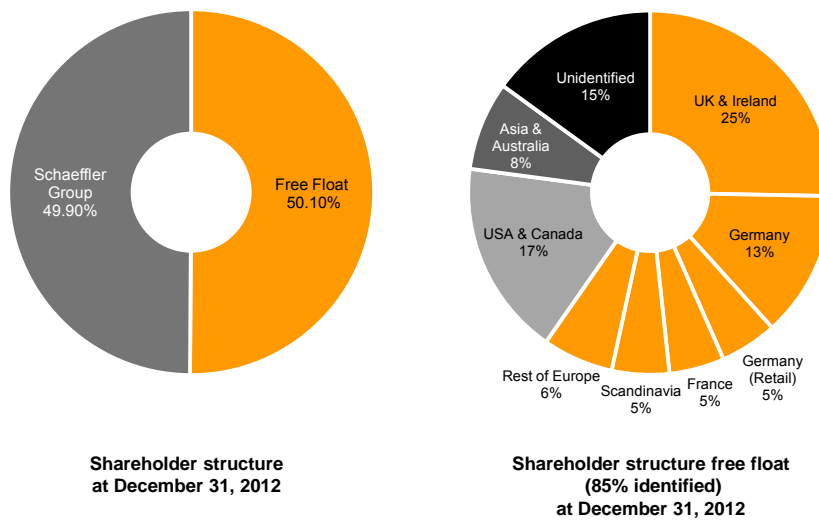
136

## Share & Bond Information Common Stock



137

## Share & Bond Information Shareholder Structure



138

## Share & Bond Information

### Bond Details

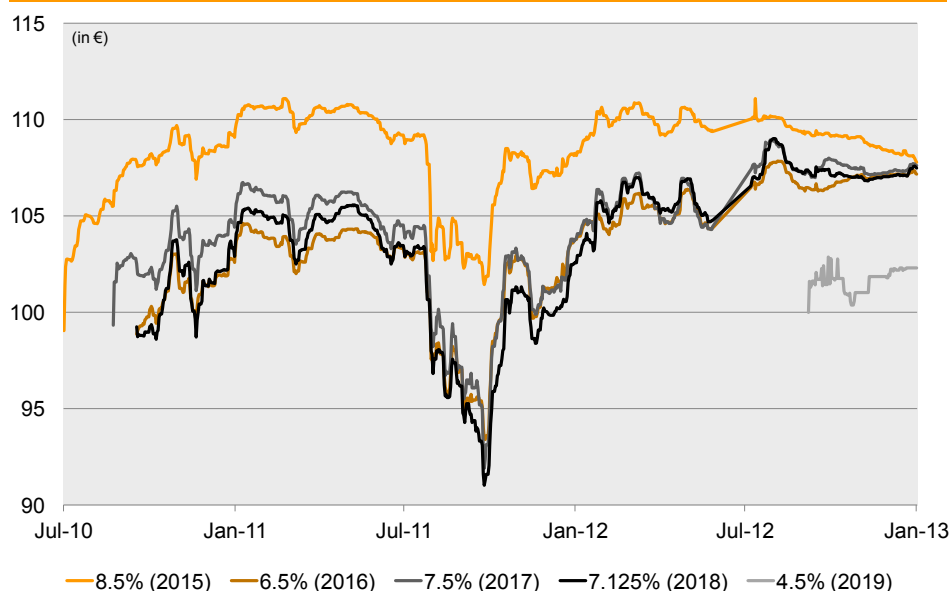
Bond Data					
<b>Issuer</b>	Conti-Gummi Finance B.V., Netherlands <sup>1</sup>	Conti-Gummi Finance B.V., Netherlands <sup>1</sup>	Conti-Gummi Finance B.V., Netherlands <sup>1</sup>	Conti-Gummi Finance B.V., Netherlands <sup>1</sup>	Continental Rubber of America, Corp., USA <sup>1</sup>
<b>Issue</b>	Senior Secured Notes	Senior Secured Notes	Senior Secured Notes	Senior Secured Notes	Senior Secured Notes
<b>Principal amount</b>	€750 mn	€1,000 mn	€625 mn	€625 mn	\$950 mn
<b>Offering price</b>	99.0047%	99.3304%	98.8610%	99.2460%	100.0000%
<b>Rating at issuance date</b>	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)	Ba3 (Moody's) BB- (Standard & Poor's)
<b>Current Corporate Rating</b>	Ba2 (Moody's), BB- (Standard & Poor's)				
<b>Coupon</b>	8.5% p.a.	7.5% p.a.	6.5% p.a.	7.125% p.a.	4.5% p.a.
<b>Issue date</b>	July 16, 2010	September 13, 2010	October 5, 2010	October 5, 2010	September 24, 2012
<b>Maturity</b>	July 15, 2015	September 15, 2017	January 15, 2016	October 15, 2018	September 15, 2019
<b>Interest payment</b>	Semi-annual Jan 15 and Jul 15	Semi-annual Mar 15 and Sept 15	Semi-annual Jan 15 and Jul 15	Semi-annual Apr 15 and Oct 15	Semi-annual Mar 15 and Sept 15
<b>WKN</b>	A1AY2A	A1A0U3	A1A1P0	A1A1P2	A1G9JJ
<b>ISIN</b>	DE000A1AY2A0	DE000A1A0U37	DE000A1A1P09	DE000A1A1P25	DE000A1G9JJ0
<b>Denomination</b>	€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	\$1,000 with min. tradable amount \$150,000

<sup>1)</sup> Guaranteed by Continental AG and certain subsidiaries of Continental AG.

139

## Share & Bond Information

### Development of the Bonds

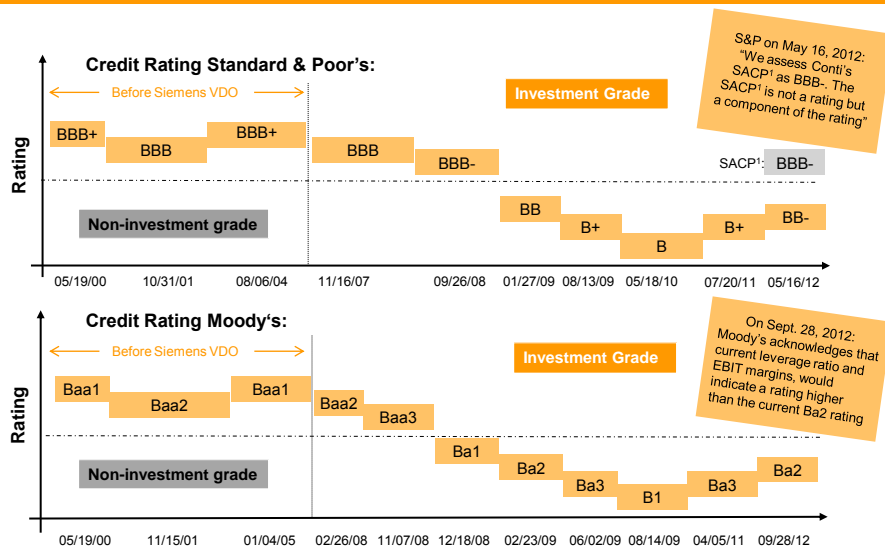


Source: Bloomberg, January 2013.

140

## Share & Bond Information

### Development of Continental's Credit Rating



1) SACP = Stand-alone credit profile.

141

## Share & Bond Information

### 10 Year Financial Overview

		2012	2011	2010	2009	2008	2007	2006	2005	2004	2003
<b>Balance sheets</b>											
Non-current assets	in € millions	15,573.5	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
Current assets	in € millions	11,764.4	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
Total assets	in € millions	27,337.9	26,038.4	24,390.5	23,049.2	24,687.9	27,737.6	10,853.0	10,547.7	9,695.9	8,298.5
Shareholders' equity (excl. non-controlling interests)	in € millions	8,767.4	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
Non-controlling interests	in € millions	377.4	397.2	343.3	289.1	264.5	272.9	239.1	220.8	231.0	151.4
Total equity (incl. non-controlling interests)	in € millions	9,144.8	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
Equity ratio	in %	33.5	29.0	25.4	17.6	22.4	24.7	43.4	36.0	30.3	23.9
Capital expenditure	in € millions	2,019.4	1,711.3	1,296.4	860.1	1,595.2	896.9	805.0	871.8	703.0	625.8
Net indebtedness	in € millions	5,319.9	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
Gearing ratio	in %	58.2	89.8	118.0	219.0	189.6	158.3	25.1	13.0	30.0	58.9
<b>Income statements</b>											
Sales	in € millions	32,736.2	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
Share of foreign sales	in %	75.4	73.7	72.8	71.0	68.5	69.2	67.6	65.8	66.8	67.0
Cost of sales in % of sales	in %	78.4	79.0	77.8	80.0	80.4	75.8	75.3	74.6	75.0	76.5
Research and development expenses in % of sales	in %	5.4	5.3	5.6	6.7	6.2	5.0	4.5	4.3	4.2	4.3
Selling expenses in % of sales	in %	4.8	4.7	5.0	5.6	4.9	5.5	5.7	6.1	6.2	6.2
Administrative expenses in % of sales	in %	2.1	2.1	2.5	3.0	3.2	2.7	3.0	3.1	3.1	3.3
EBITDA	in € millions	4,854.6	4,228.0	3,587.6	1,591.2	2,771.4	2,490.6	2,301.5	2,248.9	1,824.6	1,458.3
EBITDA in % of sales	in %	14.8	13.9	13.8	7.9	11.4	15.0	15.5	16.3	14.5	12.6
Personnel expenses	in € millions	6,905.6	6,354.3	5,891.7	5,199.8	5,746.3	3,652.7	3,175.2	3,054.3	3,011.7	2,681.8
Depreciation and amortization	in € millions	1,781.2	1,631.1	1,652.4	2,631.6	3,067.6	814.8	699.6	741.8	667.2	603.1
Net income attributable to the shareholders of the parent	in € millions	1,883.5	1,242.2	576.0	-1,649.2	-1,123.5	1,020.6	981.9	929.6	716.2	314.0
<b>Dividend and earnings per share</b>											
Dividend for the fiscal year	in € millions	450.0 <sup>1</sup>	300.0	—	—	—	323.4	293.1	145.9	116.3	70.4
Number of shares at December 31	in millions	200.0	200.0	200.0	169.0	169.0	161.7	146.5	145.9	145.4	135.4
Earnings per share	€	9.42	6.21	2.88	-9.76	-6.84	6.79	6.72	6.38	5.19	2.37
<b>Employees</b>											
Annual average	in thousands	169.0	159.7	142.7	133.4	148.4	93.9	81.6	81.1	73.7	66.5

1) Based upon the Executive Board's proposal for the appropriation of profits.

142

## Topics

---

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

143

## 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 statement of financial position, 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 (average)</b>	Return On Capital Employed. We define ROCE as the ratio of EBIT to average operating assets for the fiscal year

144

## 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>CAGR</b>	Compound Annual Growth Rate	<b>PLT</b>	Passenger & Light Truck Tires Division
<b>C&amp;S</b>	Chassis & Safety Division	<b>PT</b>	Powertrain Division
<b>CT</b>	ContiTech Division	<b>PWM</b>	Pulse Width Modulation
<b>CV</b>	Commercial Vehicle	<b>RV</b>	Recreational Vehicle
<b>CVT</b>	Commercial Vehicle Tires Division	<b>SSR</b>	Self Supporting Runflat Tires
<b>CVaT</b>	Continuous Variable Transmission	<b>SUV</b>	Sport Utility Vehicle
<b>ECU</b>	Electronic Control Unit	<b>TCS</b>	Traction Control System
<b>DCT</b>	Double Clutch Transmission	<b>TPMS</b>	Tire Pressure Monitoring System
<b>EBS</b>	Electronic Brake 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		

145

## Contact Data

---

Vahrenwalder Str. 9  
30165 Hannover  
Germany

Rolf Woller  
Telephone: +49 511 938 1068  
e-mail: [rolf.woller@conti.de](mailto:rolf.woller@conti.de)

Ingrid Kampf  
Telephone: +49 511 938 1163  
Fax: +49 511 938 1080  
e-mail: [ir@conti.de](mailto:ir@conti.de)  
[www.continental-ir.com](http://www.continental-ir.com)

Gabriele Collatz  
Telephone: +49 511 938 1915  
e-mail: [gabriele.collatz@conti.de](mailto:gabriele.collatz@conti.de)

Kajsa Hebel  
Telephone: +49 511 938 1062  
e-mail: [kajsa.hebel@conti.de](mailto:kajsa.hebel@conti.de)

Klaus Paesler  
Telephone: +49 511 938 1316  
e-mail: [klaus.paesler@conti.de](mailto:klaus.paesler@conti.de)

Sabine Reese  
Telephone: +49 511 938 1027  
e-mail: [sabine.reese@conti.de](mailto:sabine.reese@conti.de)

Michael Saemann  
Telephone: +49 511 938 1307  
e-mail: [michael.saemann@conti.de](mailto:michael.saemann@conti.de)

146



## Financial Calendar

---

<b>2013</b>	
Annual Financial Press Conference	March 7, 2013
Q1 Financial Report	May 3, 2013
Annual Shareholders' Meeting	May 15, 2013
Half Year Financial Report	August 1, 2013
Nine Months Financial Report	November 7, 2013
<b>2014</b>	
Annual Financial Press Conference	March 2014
Annual Shareholders' Meeting	April 25, 2014
Q1 Financial Report	May 2014
Half Year Financial Report	August 2014
Nine Months Financial Report	November 2014

147