



# Fact Book

# 2014



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## Disclaimer

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

Unless otherwise stated, all amounts are shown in millions of Euro. Please note that differences may arise as a result of the use of rounded amounts and percentages.

1

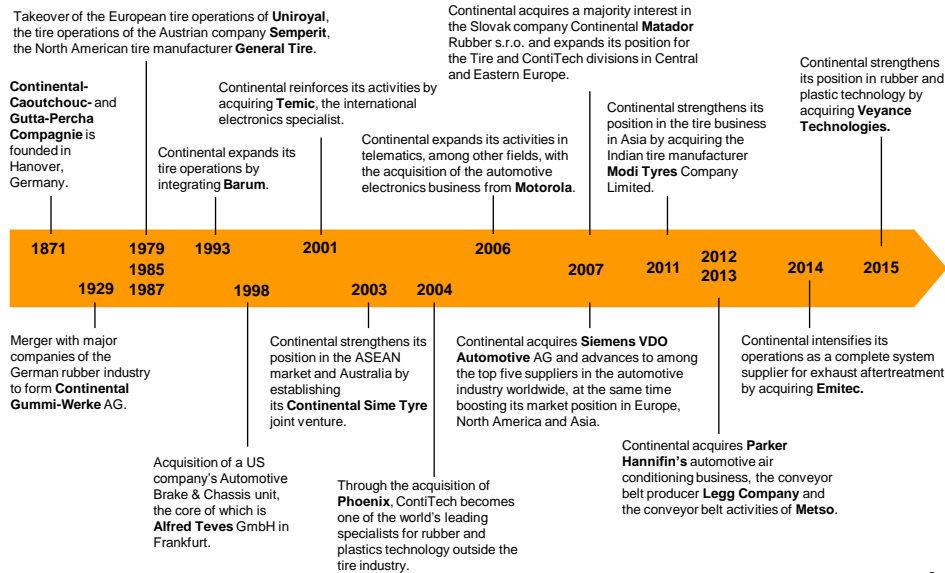
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## I. Continental at a Glance

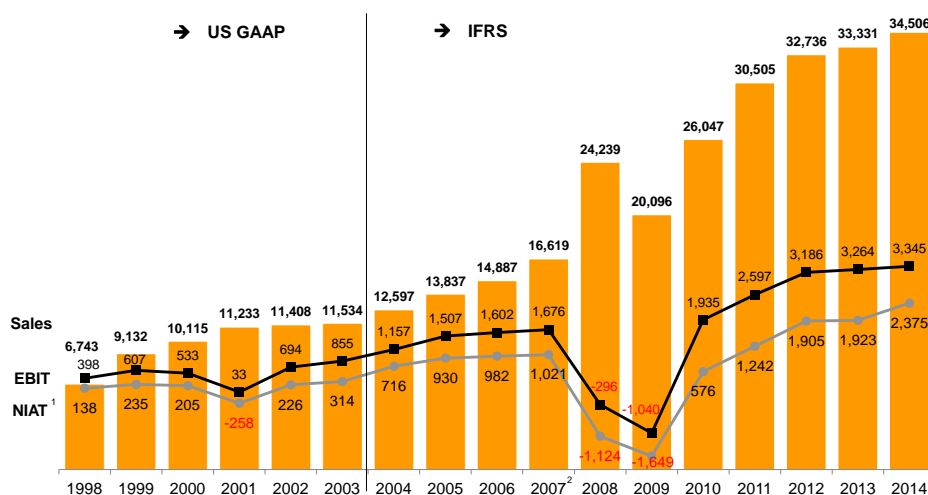
### More than 140 Years of Progress and Achievement



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## I. Continental at a Glance

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



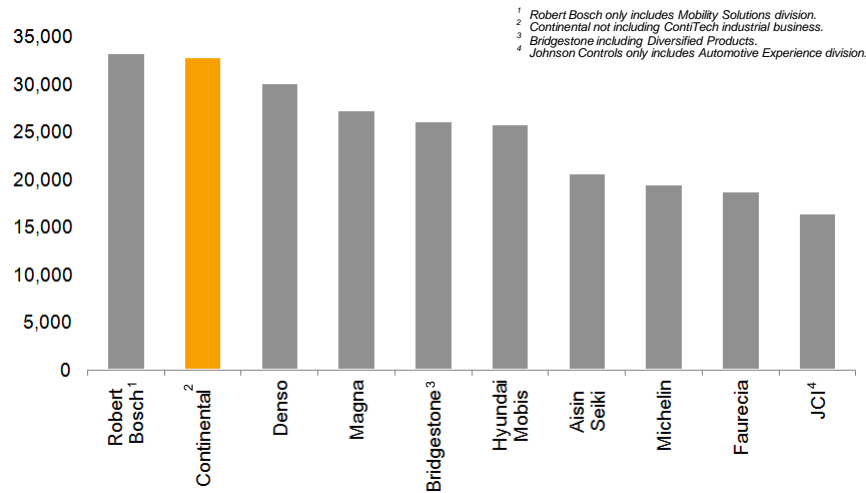
<sup>1</sup> Net income attributable to the shareholders of the parent, from 1998 until 2003 US GAAP / from 2004 onwards IFRS.  
<sup>2</sup> Siemens VDO incorporated starting December 1, 2007.  
 IAS 19 (rev. 2011) applied starting 2013. The 2012 figures have been restated accordingly.

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## I. Continental at a Glance

### Continental Ranks No. 2 in Worldwide Supplier Ranking

Top 10 Global OEM Suppliers – 2014 Sales (in € mn)

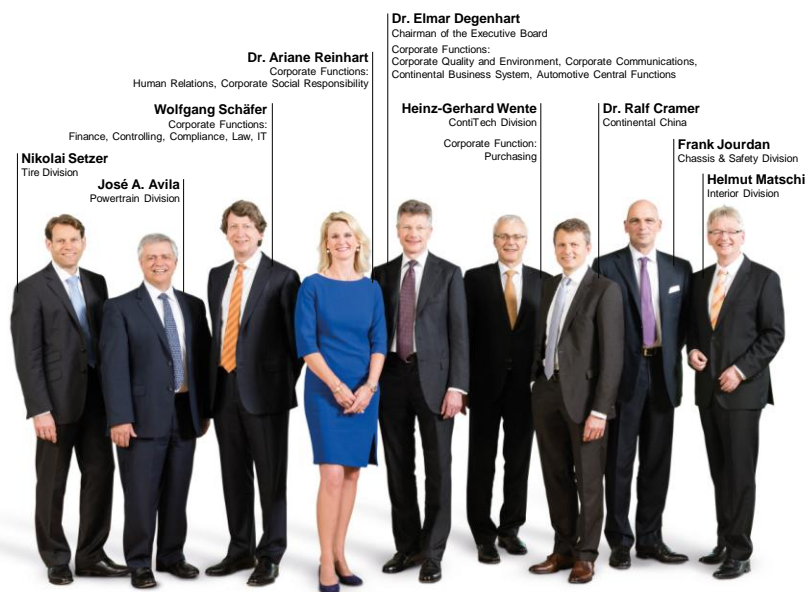


Source: Company filings. Calendarized to December year end. Based on average currency exchange rates 2014.

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## I. Continental at a Glance

### Executive Board

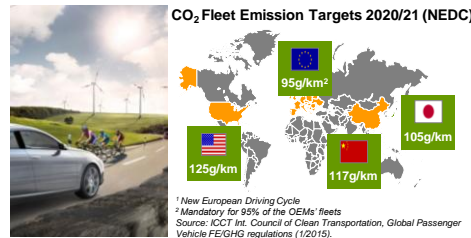


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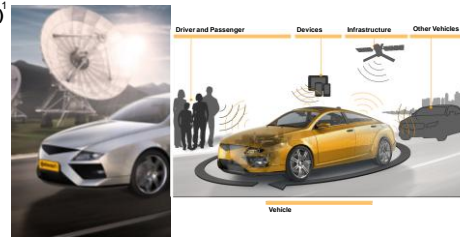
## I. Continental at a Glance

### Megatrends in the Automotive Industry

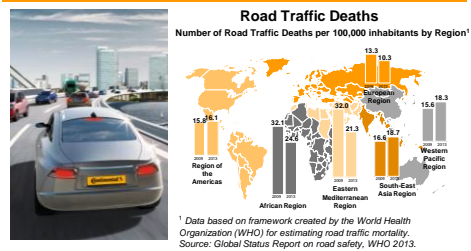
#### Environment – For clean power



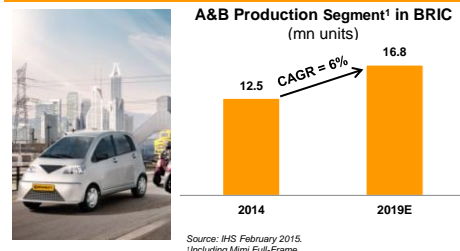
#### Information – For intelligent driving



#### Safety – For safe mobility



#### Affordable Cars – For global mobility



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## I. Continental at a Glance

### A Leading Global Supplier for Key Automotive Electronics Applications

#### Chassis & Safety

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

Sales 2014	€7,515 mn
% of total	22%
Adj. EBIT <sup>1</sup>	€709 mn
Adj. EBIT margin	9.4%

#### Powertrain

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

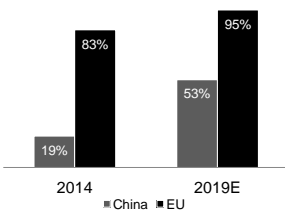
Sales 2014	€6,494 mn
% of total	19%
Adj. EBIT <sup>1</sup>	€259 mn
Adj. EBIT margin	4.1%

#### Interior

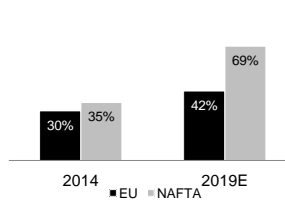
- › Body and security products
- › Commercial vehicle interiors
- › Device connectivity and telematics units
- › Instrumentation, displays and human machine interfaces

Sales 2014	€7,003 mn
% of total	20%
Adj. EBIT <sup>1</sup>	€708 mn
Adj. EBIT margin	10.1%

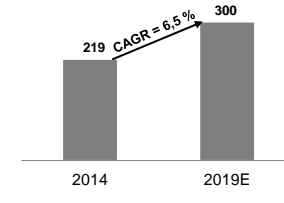
ESC<sup>2</sup> installation rate by markets (%)



Gasoline direct injection systems installation rate by markets (%)



Market for Automotive Electronics<sup>3</sup> (USD bn)



<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects.

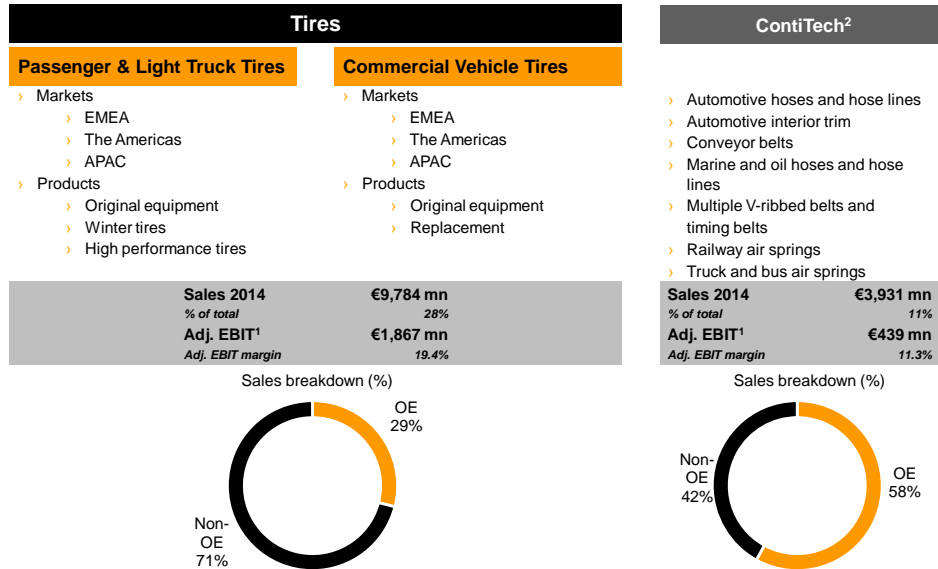
<sup>2</sup> ESC: Electronic Stability Control is a type of electronic brake system.

<sup>3</sup> Sources: Strategy Analytics: Automotive Electronics System Demand Forecast 2012 to 2021, Jan 2015.

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## I. Continental at a Glance

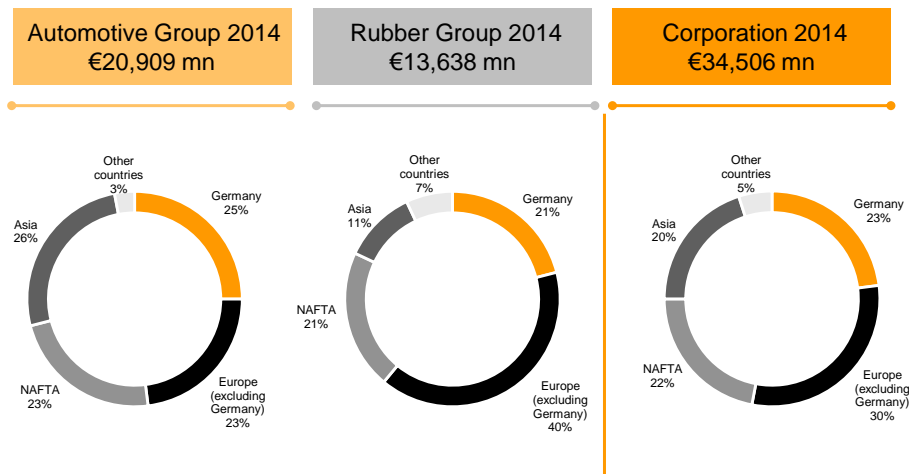
A Leading Global Supplier of Tire and Non-Tire Rubber Products



<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects.  
<sup>2</sup> Before the acquisition of Veyance Technologies Inc.

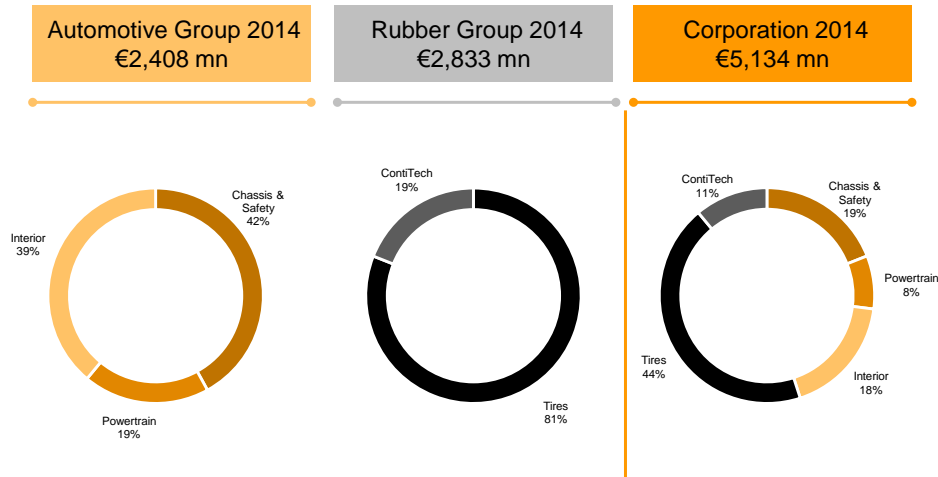
## I. Continental at a Glance

Sales by Market



## I. Continental at a Glance

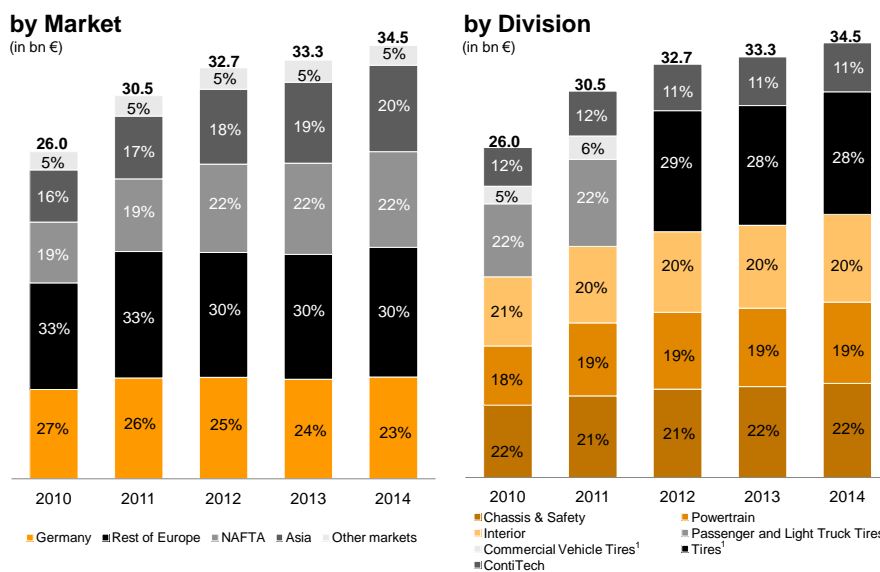
### EBITDA by Group and Corporation



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## I. Continental at a Glance

### Consolidated Sales

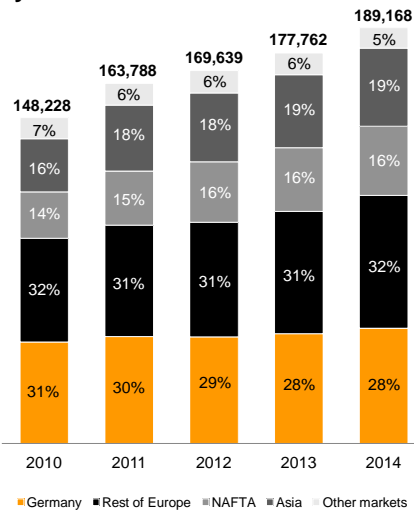


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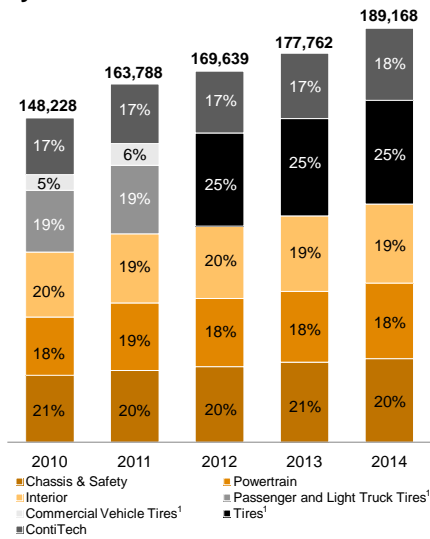
## I. Continental at a Glance

### Number of Employees

by Market



by Division



<sup>1</sup> Since 2012 reported as Tires.

## Topics

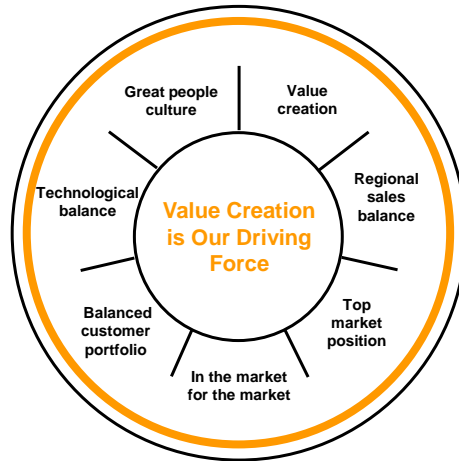
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## II. Continental Strategy Systematic Entrepreneurial Approach



**Environment –**  
For clean power

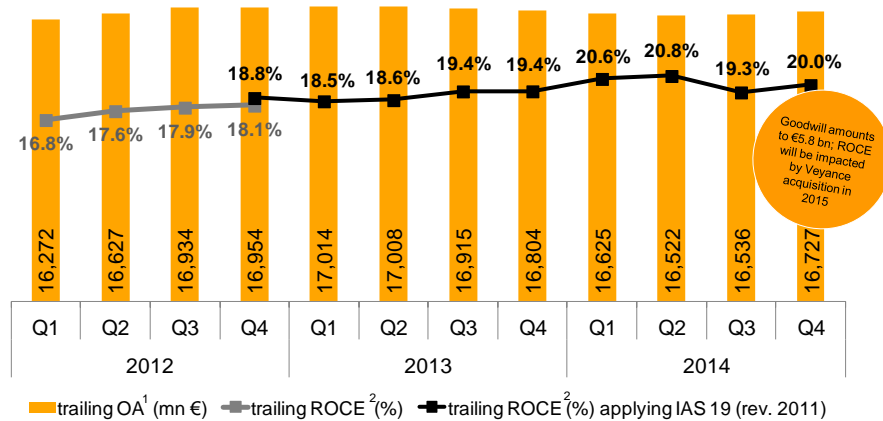
**Information –**  
For intelligent driving



**Safety –**  
For safe mobility

**Affordable Cars –**  
For global mobility

## II. Continental Strategy – Value Creation Sustainable Value Creation



<sup>1</sup> Trailing operating assets are calculated as assets for the last twelve months (LTM).

<sup>2</sup> Trailing ROCE is calculated as reported EBIT for the last twelve months (LTM) divided by trailing operating assets.

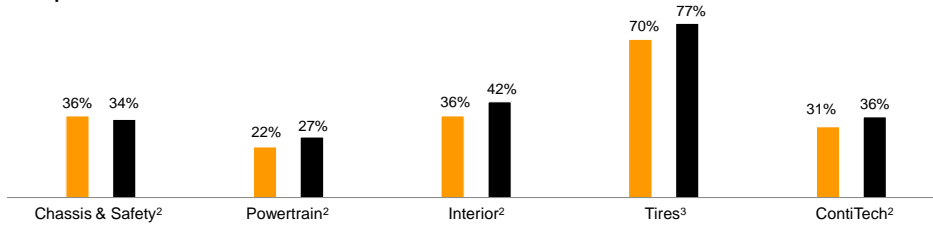


## II. Continental Strategy – Value Creation

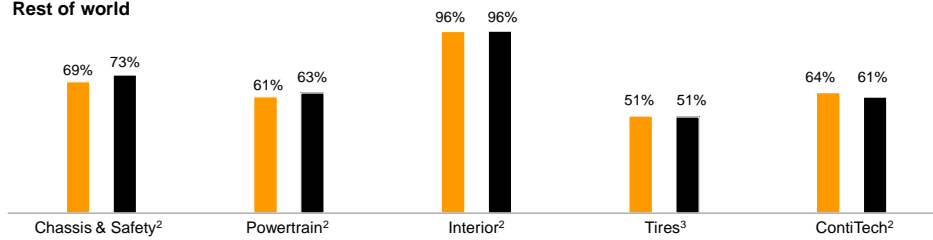
### Cost Consciousness – Production in Best-Cost Countries<sup>1</sup>



#### Europe



#### Rest of world

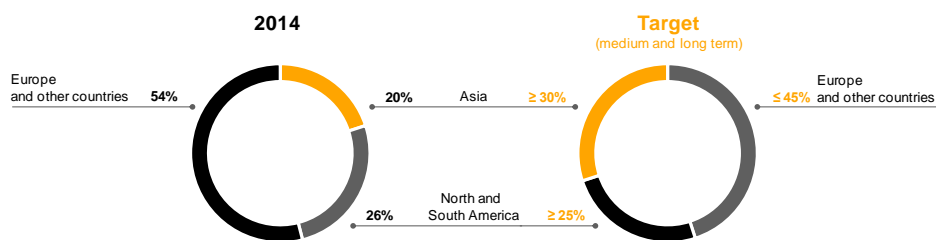


■ 2011 ■ 2014

<sup>1</sup>All years restated based on new definition of best-cost countries.  
<sup>2</sup>Based on sales.  
<sup>3</sup>Based on units.

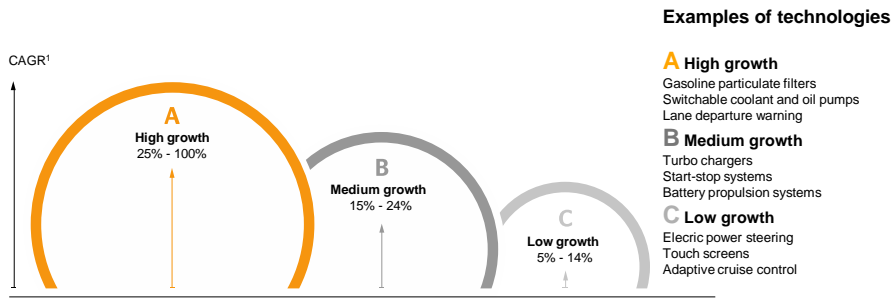
## II. Continental Strategy – Regional Sales Balance

### Balanced Distribution of Sales



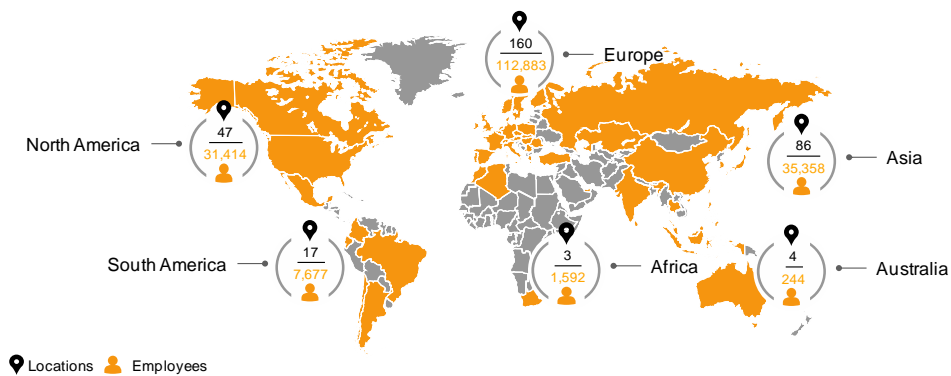
## II. Continental Strategy – Top Market Position

Top Position for the 20 Fastest Growing Automotive Technologies through 2020



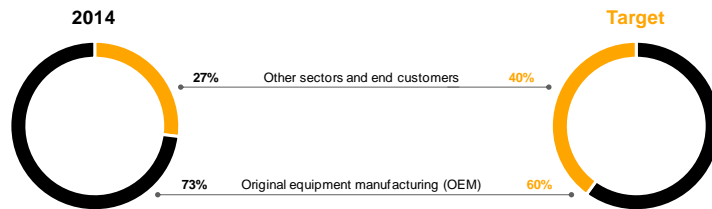
<sup>1</sup>Compound annual growth rate (CAGR).  
Source: Frost & Sullivan, November 2013 based on 2012 data – forecast of growth rates up to 2020.

## II. Continental Strategy – In the Market for the Market Continental Corporation Worldwide

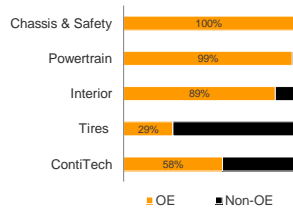


## II. Continental Strategy – Balanced Customer Portfolio

### Sales OE Automotive/Non-OE Automotive



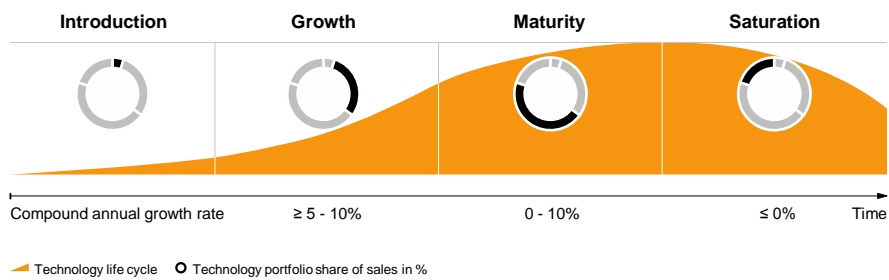
2014: Sales OE Automotive/Non-OE Automotive by Division



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## II. Continental Strategy – Technological Balance

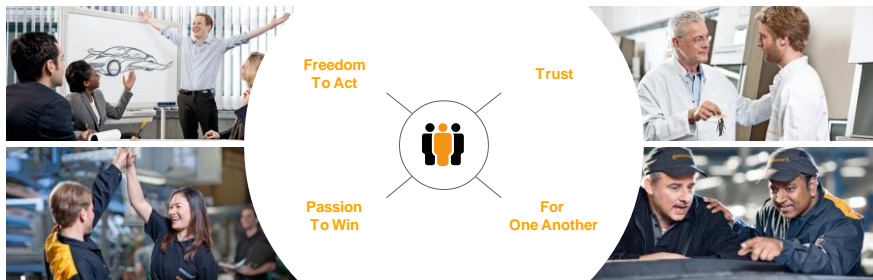
### Technological Balance



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## II. Continental Strategy – Great People Culture

The Same Values Worldwide for a Shared Corporate Culture



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### III. 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



### III. Continental Megatrend: Environment

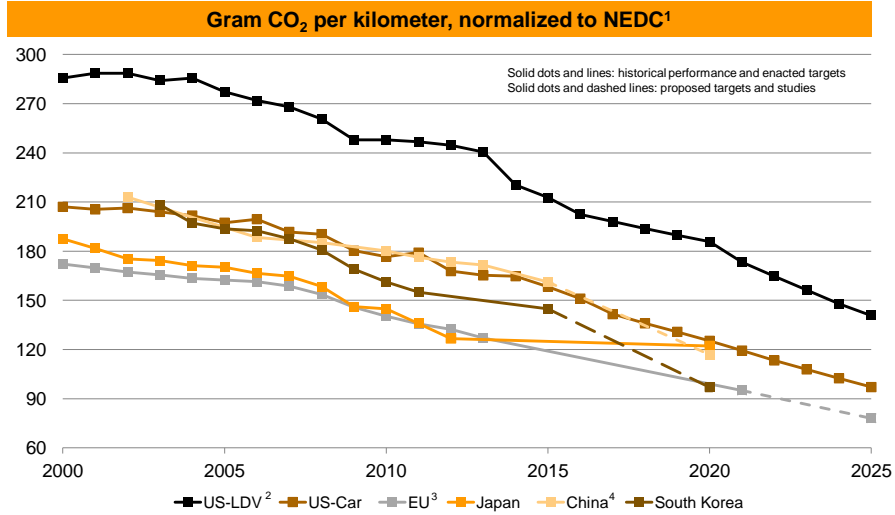
Initiatives in EU, USA and Japan – For Cleaner Mobility

EU <sup>1</sup>	USA <sup>2,3</sup>	Japan <sup>4</sup>
<p>EU aims to reduce CO<sub>2</sub> emissions by improvements in vehicle technology:</p> <ul style="list-style-type: none"> <li>For <b>passenger cars</b>, EU target average CO<sub>2</sub> emissions at:                             <ul style="list-style-type: none"> <li>130 g/km* from 2015</li> <li>95 g/km from 2020</li> </ul> </li> <li>For <b>passenger cars</b>, excess emissions premiums are implemented in steps from 2012 until 2015 (65% ... 100% of fleet are taken into account)</li> <li>For <b>light commercial vehicles</b>, EU targets average CO<sub>2</sub> emissions at:                             <ul style="list-style-type: none"> <li>175 g/km from 2017</li> <li>147 g/km from 2020</li> </ul> </li> </ul>	<p>NHTSA<sup>5</sup> and EPA<sup>6</sup> to establish a National Fuel Efficiency Policy (NFEF):</p> <ul style="list-style-type: none"> <li>For <b>passenger cars and light trucks combined</b>, CAFE<sup>7</sup> set to increase to:                             <ul style="list-style-type: none"> <li>35.5 mpg* by 2016</li> <li>54.5 mpg by 2025</li> </ul> </li> </ul>	<p>ECCJ<sup>8</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 metric tons)</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</li> </ul> </li> </ul>
<p>Test cycle: NEDC (New European Driving Cycle)</p> <p>* Gram per kilometer</p>	<p>Test cycle: CAFE (Corporate Average Fuel Economy)</p> <p>* Miles per gallon</p>	<p>Test cycle: JC08 (Japanese Cycle)</p> <p>* Kilometers per liter</p>
<p><b>Emerging markets likely to follow Europe/USA/Japan on fuel efficiency standards</b></p>		

<sup>1</sup> Regulations (EC) No. 443/2009 and (EU) No. 510/2011.  
<sup>2</sup> US Federal Register (May 7, 2010): Light-Duty Vehicle Greenhouse Gas Emission Standards and Corporate Average Fuel Economy Standards; Final Rule.  
<sup>3</sup> US Federal Register (Oct. 15, 2012): 2017 and Later Model Year Light-Duty Vehicle Greenhouse Gas Emissions and Corporate Average Fuel Economy Standards; Final Rule.  
<sup>4</sup> 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).  
<sup>5</sup> NHTSA: National Highway Traffic Safety Administration.  
<sup>6</sup> EPA: Environmental Protection Agency.  
<sup>7</sup> CAFE: Corporate Average Fuel Economy.  
<sup>8</sup> ECCJ: Energy Conservation Center Japan.

### III. Continental Megatrend: Environment

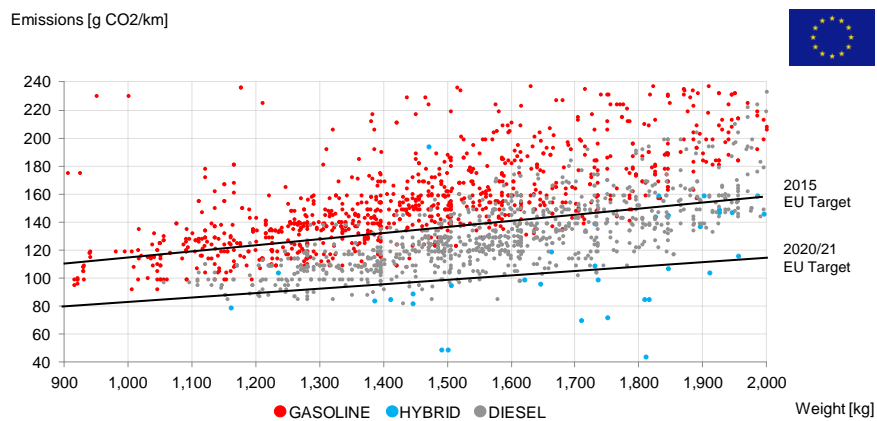
#### Initiatives for Cleaner Mobility in Various Markets



Source: International Council on Clean Transportation (ICCT) as at February 2015.  
 Due to different test procedures (U.S. CAFE, NEDC, JC08 and WLTC) the ICCT updated the set of conversion factors.  
<sup>1</sup> New European Driving Cycle.  
<sup>2</sup> US light-duty vehicles include light commercial vehicles.  
<sup>3</sup> In 2020 mandatory for 95% of the OEMs' fleets. As of 2021 mandatory for 100%.  
<sup>4</sup> China's target reflects a gasoline fleet scenario. If other fuel types are included, the target would be lower.

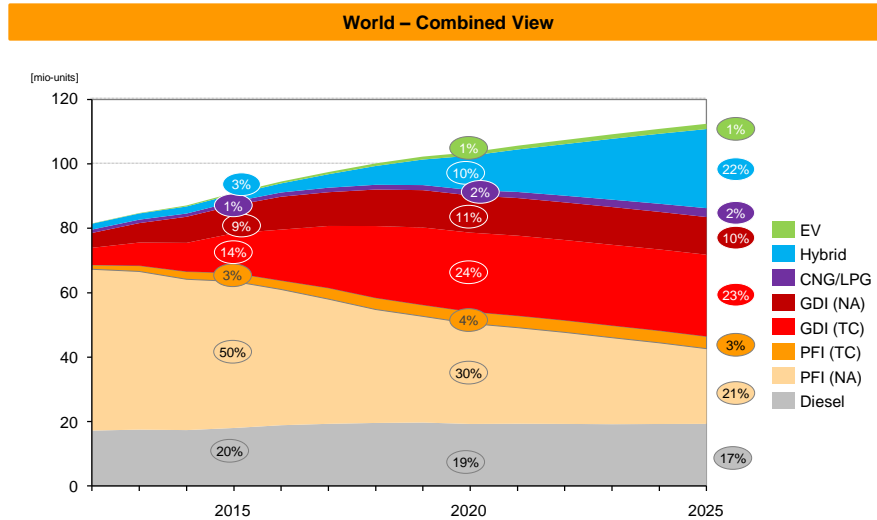
### III. Continental Megatrend: Environment

#### Today's Vehicle Emissions vs. Future Targets



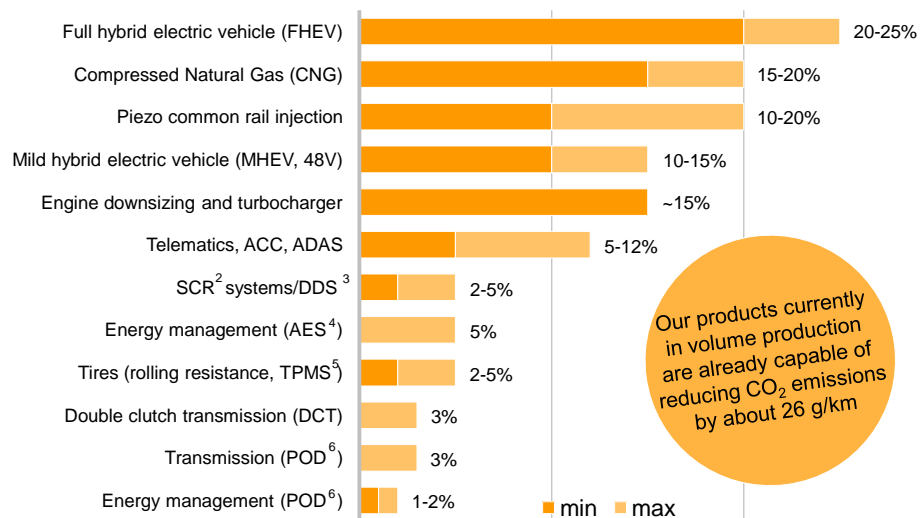
Source: <http://www.heise.de/autos/Neuwagenkatalog/as> at July 09, 2014.

### III. Continental Megatrend: Environment Engine Development Roadmap



Source = IHS and Continental estimates Q3/2014.  
 EV = Electric Vehicle; Hybrid = Plug In Hybrid Electric Vehicle, 48 V and Full/Mild Hybrid Electric Vehicle; CNG/LPG = Compressed Natural Gas/Liquefied Petroleum Gas;  
 GDI = Gasoline Direct Injection; NA = Natural Aspirated; TC = Turbo Charged; PFI = Port Fuel Injection

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

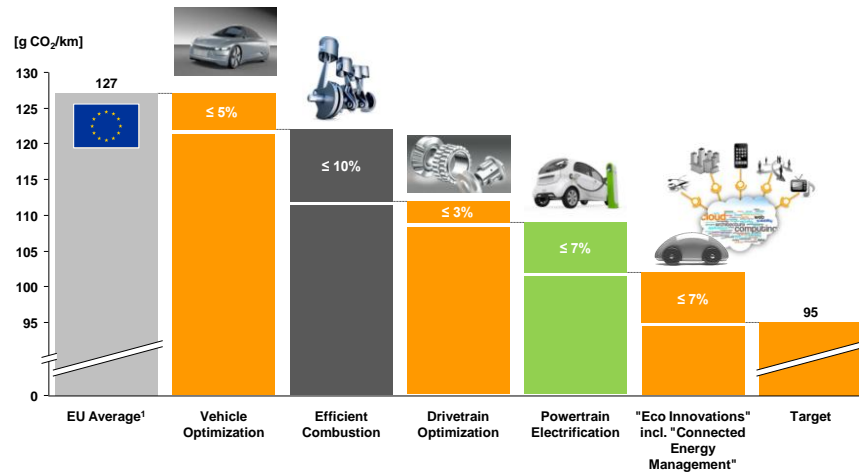


Our products currently in volume production are already capable of reducing CO<sub>2</sub> emissions by about 26 g/km

<sup>1</sup> Saving potential compared with gasoline direct injection Euro 5.  
<sup>2</sup> Selective Catalytic Reduction.  
<sup>3</sup> DEKA injector for diesel dosing into exhaust gas.  
<sup>4</sup> Advanced Energy Supply.  
<sup>5</sup> Tire Pressure Monitoring System.  
<sup>6</sup> Power-On-Demand.

### III. Continental Megatrend: Environment

#### How to Reach CO<sub>2</sub> Target of 95g/km



<sup>1</sup> EU Market Average in 2013.  
Source: European Environment Agency: Monitoring CO<sub>2</sub> emissions from new passenger cars in the EU: Summary of data for 2013 (April 2014).

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### III. Continental Megatrend: Information

#### Interior: Examples of Market-Specific Initiatives and Projects

Environment	Safety	Information
<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></li> </ul>	<ul style="list-style-type: none"> <li>› E-call<sup>5,7,15,16,17</sup></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>	<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></li> </ul>

<sup>1</sup> Regulation (EC) No. 661/2009 for Passenger Vehicles.  
<sup>2</sup> Federal Motor Vehicle Safety Standard No. 138 of NHTSA for passenger vehicles.  
<sup>3</sup> Source: Ministry of Land, Infrastructure, Transport and Tourism (MLIT) in Japan.  
<sup>4</sup> Korean Motor Vehicle Safety Standard (KMVSS) - MLTM Notification 2010-631.  
<sup>5</sup> Directive 2010/40/EU of the European Parliament and of the Council of July 2010.  
<sup>6</sup> White Paper of the EC:COM(2011) 144 final.  
<sup>7</sup> Recommendation adopted by the European Commission September 2011.  
<sup>8</sup> Several national laws and regulations in Asia/ Europe/NAFTA/ Africa.  
<sup>9</sup> CONTRAN 245/2007 - no final rule in place.  
<sup>10</sup> For single-unit trucks: FMVSS 111 - no final rule in place.  
<sup>11</sup> Proposed revision of Regulation (EEC) No. 3821/85.  
<sup>12</sup> FMCSA Proposed rule 395 January 2011 / President signed legislation MAP21 in July 2012.  
<sup>13</sup> House Bill for Commercial Vehicle Safety - H.R. 4348 29.06.2012 TPMS for Motorcoaches.  
<sup>14</sup> DG CLIMA 2013 study on TPMS Cost / Benefit for Commercial Vehicles.  
<sup>15</sup> Russia ERA specifications - no final rule in place.  
<sup>16</sup> European Commission Brussels, C(2012) 8509 final.  
<sup>17</sup> Decision of the European Council on March, 2, 2015.

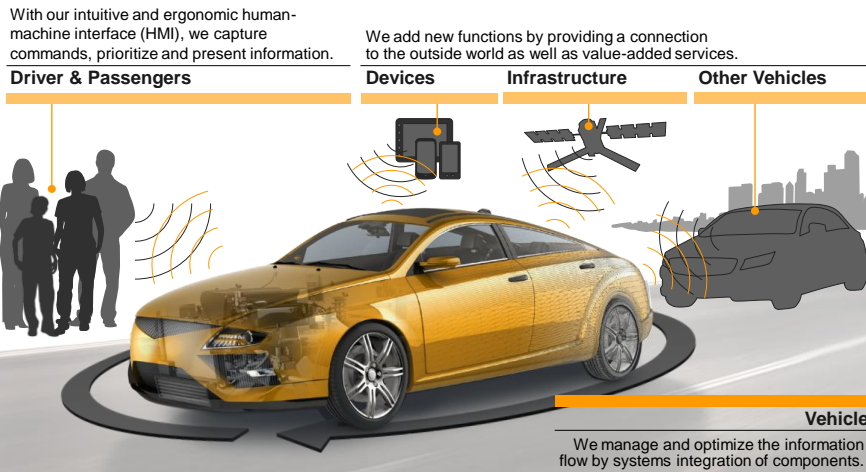
European Projects:  
 ELVIRE = Electric vehicle communication to infrastructure, road services and energy supply.  
 ID4EV = Intelligent dynamics for fully electric vehicles.  
 HeERO = Harmonized eCall European pilot.  
 ERTICO = European road transport telematics implementation coordination organisation.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

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### III. Continental Megatrend: Information

#### Interior: The Car Will Be Connected to Its Environment



**Our Mission: Information management in the vehicle for driver & passengers – a key to realize “Clean Power” and “Zero Accidents”.**

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### III. Continental Megatrend: Information

#### Interior: Product Highlights for Intelligent Mobility

<p><b>We inform you well</b> &gt;</p> 	<p><b>We connect</b> &gt;</p> 	<p><b>All at lower cost</b> &gt;</p> 	
<p><b>Existing solutions:</b></p> <ul style="list-style-type: none"> <li>&gt; Freely programmable clusters</li> <li>&gt; Head-up displays</li> <li>&gt; Multimedia and telematics platforms</li> <li>&gt; Tachographs &amp; fleet management systems</li> <li>&gt; Tire information systems</li> </ul>			
<p><b>Innovations:</b></p> <ul style="list-style-type: none"> <li>&gt; Augmented reality head-up displays</li> <li>&gt; Intelligent antenna modules</li> <li>&gt; Connected gateways</li> <li>&gt; Virtual key, NFC</li> <li>&gt; eHorizon</li> <li>&gt; LED lighting</li> <li>&gt; Services and apps for Intelligent Transportation Systems (ITS)</li> </ul>			34

### III. Continental Megatrend: Safety

#### Market-Specific 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 Nov. 2011 for all new types of vehicles</li> <li>› mandatory as of Nov. 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 Nov. 2012 for all new types of passenger cars</li> <li>› mandatory as of Nov. 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 Nov. 2013 for all new types of heavy commercial vehicles and buses</li> <li>› mandatory as of Nov. 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 Nov. 2009 for all new types of passenger cars</li> <li>› mandatory as of Nov. 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 Jan. 2016 for all new types of vehicles</li> <li>› mandatory as of Jan. 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 Sept. 2007 for all new light vehicles<sup>6</sup></li> </ul> </li> <li>› <b>Rear Visibility</b> <ul style="list-style-type: none"> <li>› mandatory as of May 1, 2016 with a phase in schedule for all vehicles and low-speed vehicles with a gross vehicle weight rating (GVWR) of 10,000 pounds or less<sup>12</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 Oct. 2012 for all new types of passenger cars</li> <li>› mandatory as of Oct. 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>
	<ul style="list-style-type: none"> <li>› <b>Anti-lock brake system (ABS)</b> <ul style="list-style-type: none"> <li>› mandatory as of Jan. 2014 for all new types of light vehicles</li> <li>› mandatory as of Jan. 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 Jan. 2016 for all new types of light vehicles<sup>9</sup></li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>› <b>Anti-lock brake system (ABS)</b> <ul style="list-style-type: none"> <li>› mandatory as of Jan. 2014 for all new passenger cars, after phase-in which began in 2010<sup>7</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 Jan. 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 Jan. 2013 for all new passenger cars<sup>11</sup></li> </ul> </li> </ul>	

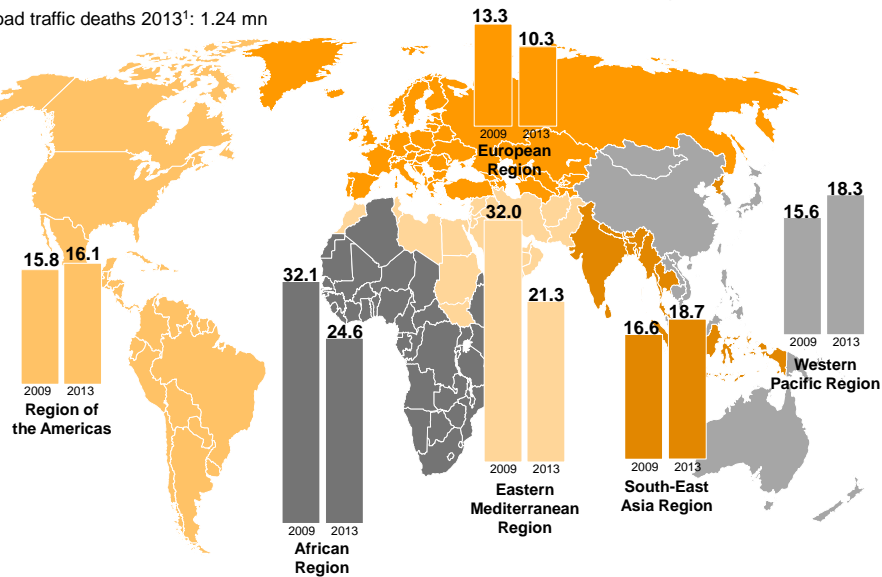
**Other emerging markets likely to follow EU/USA on ESC regulation**

<sup>1</sup> Regulation (EC) No. 661/2009; refers to all vehicles of category M and N.  
<sup>2</sup> Commission Implementation Regulations for (EC) No. 661/2009: 347/2012 (Advanced Emergency Braking Systems); 351/2012 (Lane Departure Warning).  
<sup>3</sup> Regulation (EC) No. 78/2009; refers to passenger cars for maximum 8 passengers plus driver.  
<sup>4</sup> COM(2010) 542 from Oct. 2010. ABS mandatory for motorcycles with engine capacity of > 125 ccm. ABS or combined brake system (CBS) mandatory for engine capacity of ≤ 125 ccm.  
<sup>5</sup> 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.  
<sup>6</sup> 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.  
<sup>7</sup> CONTRAN 312/2009.  
<sup>8</sup> 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.  
<sup>9</sup> Source: Ministry of Land, Infrastructure, Transport and Tourism (MLIT) in Japan.  
<sup>10</sup> Japan expected to adopt EU regulation. Final decision on timing pending.  
<sup>11</sup> G/TBT/IN/KOR/286 and MLTM Notification 2010-631 (Ministry of Land, Transport and Maritime Affairs).  
<sup>12</sup> Federal Motor Vehicle Safety Standards; Rear Visibility; Final Rule: 49 CFR Part 571.

### III. Continental Megatrend: Safety

#### Road Traffic Deaths per 100,000 Inhabitants by Region<sup>1</sup>

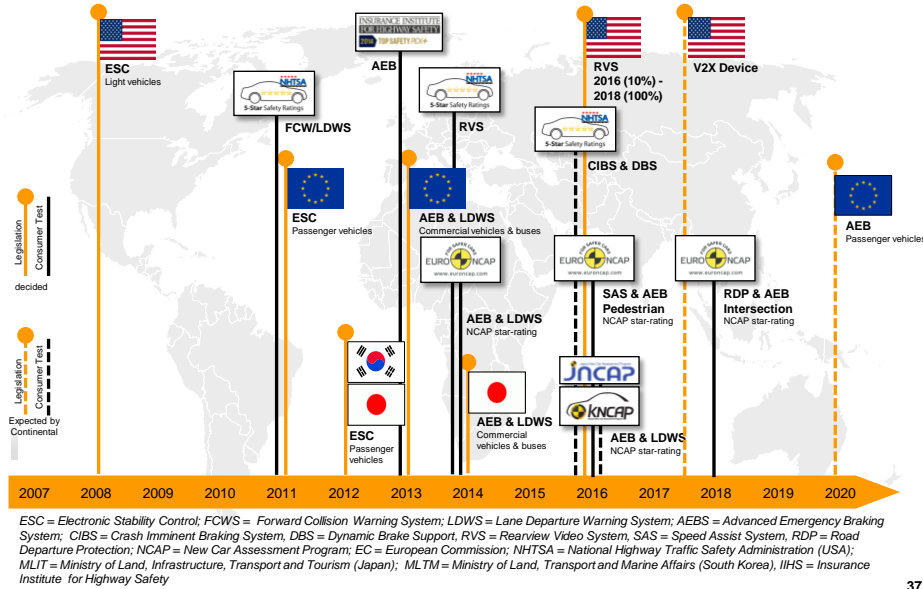
Total road traffic deaths 2013<sup>1</sup>: 1.24 mn



Source: Global Status Report on Road Safety, World Health Organization (WHO) 2009 and 2013.  
<sup>1</sup> Data based on framework created by the World Health Organization (WHO) for estimating road traffic mortality.

### III. Continental Megatrend: Safety

#### Global Development of Active Safety Regulations & Ratings



### III. Continental Megatrend: Safety

#### Euro NCAP 5-Star Rating Requirements

**Testing categories**

- > Adult Occupant Protection
    - > Frontal impact
    - > Car-to-car side impact
    - > Pole side impact
    - > Whiplash
- > Safety Assist
    - > Electronic Stability Control
    - > Seat belt reminders
    - > Speed assistance system
- > Child Occupant Protection
- > Pedestrian Protection

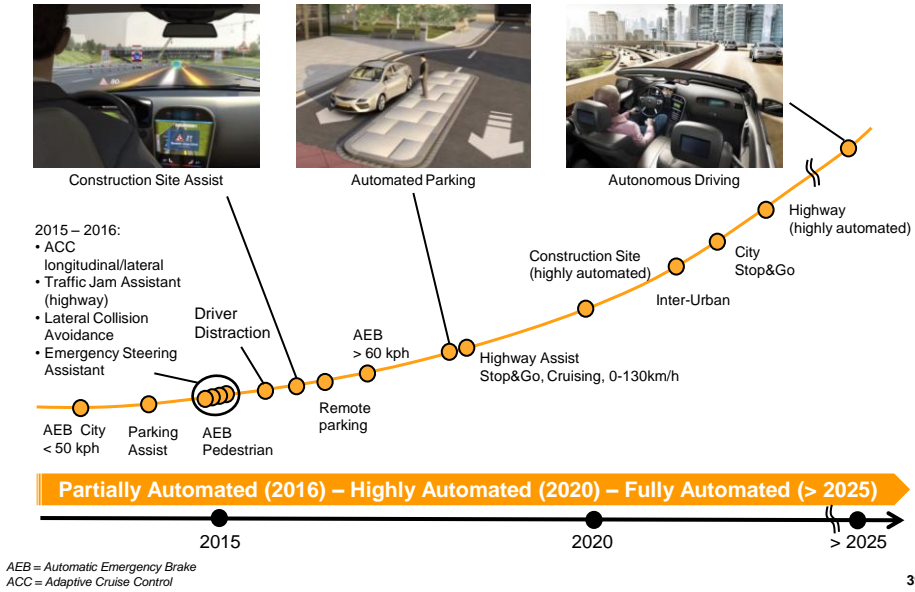
> Traffic Sign Recognition will be included in the rating scheme by 2016 at the latest  
 > Since 2014 autonomous emergency braking systems are included in the rating scheme. They are tested in three categories

- > Urban AEB
- > Interurban AEB
- > Pedestrian AEB

Full system or parts are produced by Continental

Sources: Homepage Euro NCAP and AutoMotorSport – "Sind unsere Autos wirklich sicher" – July 11, 2012.

### III. Continental Megatrend: Safety History and Roadmap for Accident-Free Driving

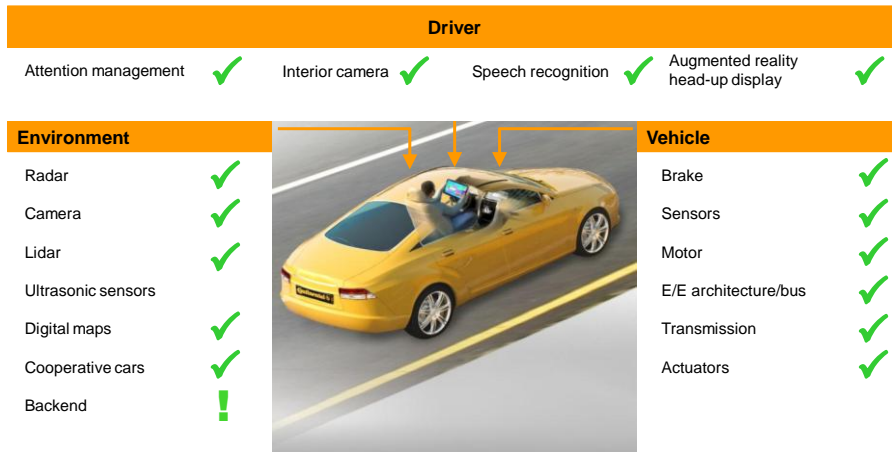


### III. Continental Megatrend: Safety Future Automotive Trends



### III. Continental Megatrend: Safety

#### Automated Driving Requires Systems Expertise



Sales of advanced driver assistant systems grew by ~35% to more than €500 mn in 2014. Sales will grow to €1 bn in 2016 and to €1.5 bn by 2018.

- ✓ = Continental portfolio
- ! = Covered by cooperation

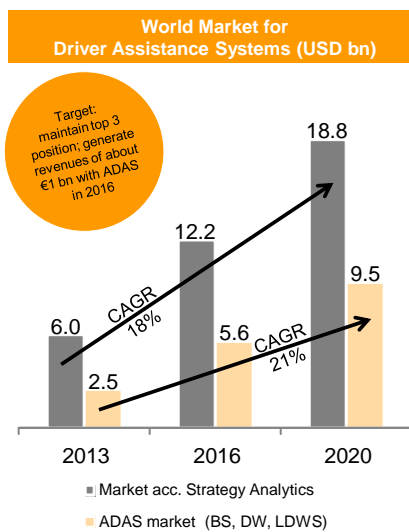
### III. Continental Megatrend: Safety

#### World Market Forecast<sup>1</sup> for Driver Assistance Systems

Selected System	System Definition <sup>2</sup>
Blindspot (BS)	Covers the blindspot between coverage offered by the central rear view mirror and the door-mounted mirrors
Distance Warning (DW)	Covers all distance warning systems that form the basis of either intelligent cruise control or collision avoidance systems
Lane Departure Warnings (LDWS)	Warns the driver if (s)he may be unintentionally driving out of the desired lane
Drowsiness Monitor	Warns the driver that (s)he has either fallen asleep, or is in danger of doing so
E-Call Telematics	Automatically transmits an emergency call in case of an accident
Head-Up Display (HUD)	Displays most important driver information in the windshield of the vehicle
Parking / Reversing	Uses Ultrasonic and Radar Sensors as well as camera based parking aids
Night Vision	Improves driver's night vision by using any form of imaging system (normally viewed on a HUD)

- Products of Continental's ADAS business unit
- Products of other Continental business units

<sup>1</sup> Source: Strategy Analytics, November 2013.  
<sup>2</sup> System as defined by Strategy Analytics incl. wiring, connectors, displays etc.



### III. Continental Megatrend: Safety Winter Tire Regulations<sup>1</sup>

**Europe: Winter tires mandatory or situationally mandatory**

November 1 to April 15 when winter weather conditions prevail	November 15 to April 1	1 December – 28 February
November 15 to April 15 when winter weather conditions prevail	December 1 to end of February	November 1 to April 1
Mandatory when winter weather conditions prevail	November 1 to April 1	November 15 to March 31 when roads are snowy/icy
November 1 to March 31	Mandatory when winter weather conditions prevail	November 15 to March 15 when winter weather conditions prevail
December 1 to end of February	November 15 to March 15 when winter weather conditions prevail	December 1 to March 31 when winter weather conditions prevail
December 1 to end of February	Mandatory when winter weather conditions prevail; 15 November – 31 March for trucks	December 1 to April 1 for commercially used vehicles
Mandatory when winter weather conditions prevail	November 1 to March 31	November 1 to March 31

**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: A tire can be marked with this symbol (In addition to the M+S<sup>2</sup> marking), if its ABS-braking performance on snow exceeds that of a standard reference tire by a certain margin.

<sup>1</sup> Source: Continental AG and websites of country ministries, automobile associations and ETRMA (European Tyre and Rubber Manufacturers' Association). 43  
<sup>2</sup> Mud + snow. The M+S marking is given by the manufacturer and is not linked to a performance definition.

### III. Continental Megatrend: 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 and wet grip</b> performance and <b>durability</b></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 and 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>Available as of April 2015</li> <li>Mandatory as of October 2016</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 and noise</b> performance</li> <li>Certification to be carried out by a product certification body accredited by INMETRO</li> </ul>

<sup>1</sup> Similar initiatives in Australia, China, Gulf countries, Israel, South Africa.  
<sup>2</sup> Regulation (EC) No. 1222/2009 of the European Parliament and of the Council and Commission Regulations (EU) No. 229/2011 and (EU) No. 1235/2011. Also implemented in Norway, Switzerland and Turkey.  
<sup>3</sup> Source: National Highway Traffic Safety Administration (NHTSA).  
<sup>4</sup> Source: Japan Automobile Tyre Manufacturers Association (JATMA).  
<sup>5</sup> Source: South Korean Ministry of Knowledge Economy (MKE).  
<sup>6</sup> Source: National Institute of Metrology, Quality and Technology (INMETRO). 44



## Topics

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## IV. Continental Vision

### Chassis & Safety Vision



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## IV. Continental Vision

### Powertrain Vision

#### Clean Power

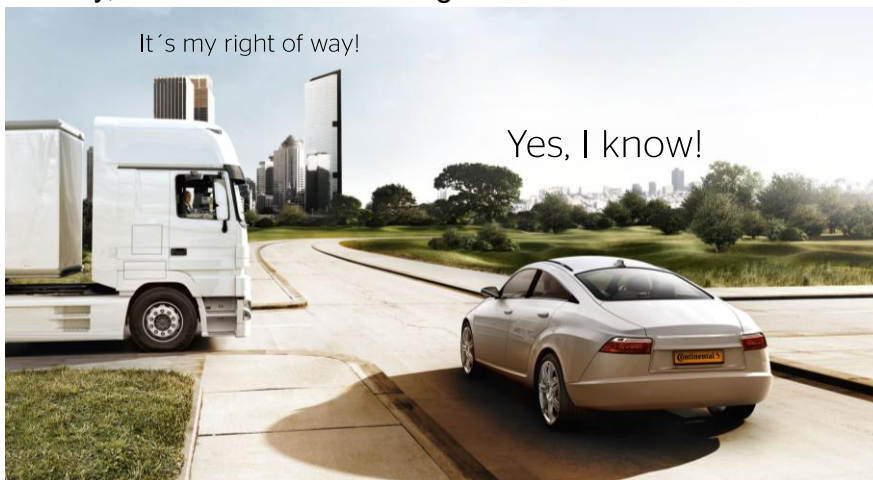


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## IV. Continental Vision

### Interior Vision

“Always On” – Tomorrow's vehicle is always connected, user friendly, comfortable and intelligent.

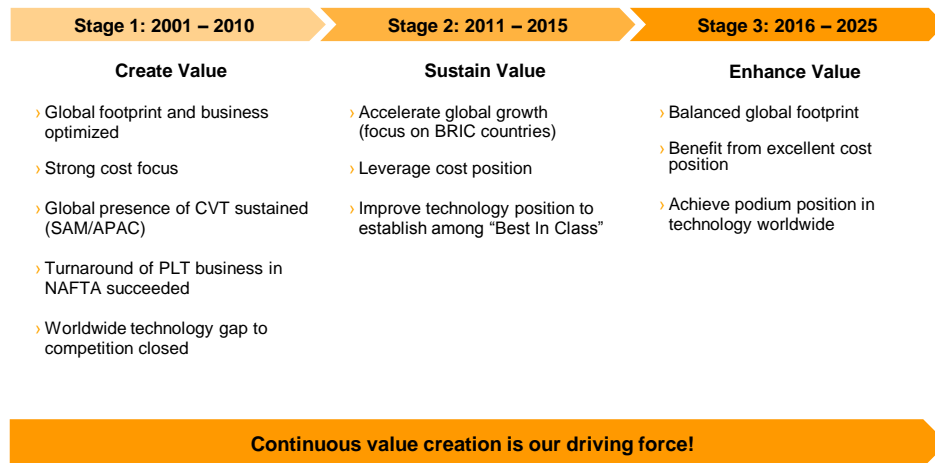


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## IV. Continental Vision

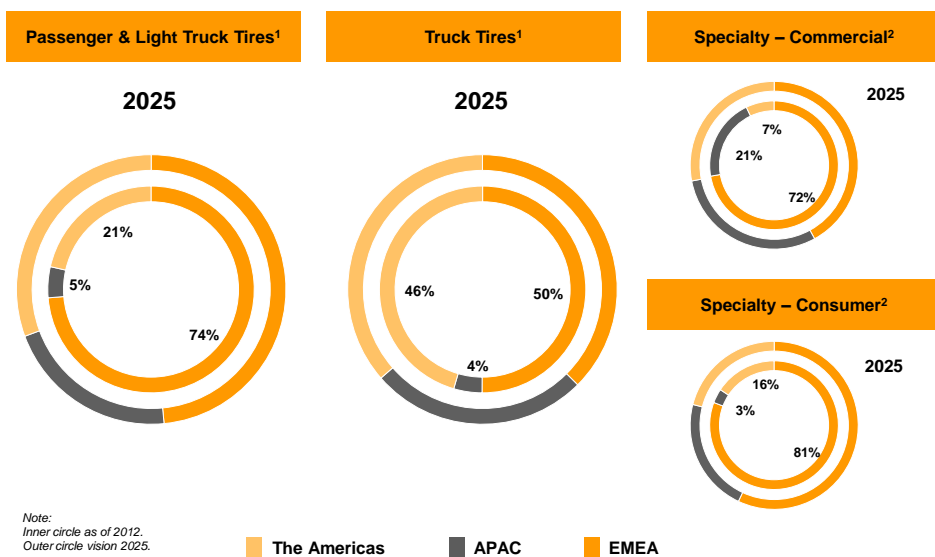
### Tires: Key Initiatives 2001 – Vision 2025



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## IV. Continental Vision

### Tires Vision 2025 – Towards a more Balanced Footprint



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## IV. Continental Vision

### ContiTech Vision



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## IV. Continental Vision

### ContiTech: Engineering Next Level



- › 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



Components for engine downsizing & emissions reducing



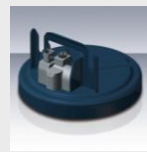
Health-friendly Interiors



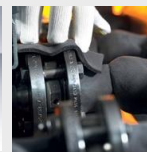
Lightweight engineering



Rubber tracks for more efficiency



Added value through functional integration



Flexible insulation for energy saving



Climate-friendly conveyor belts



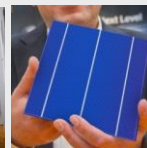
Climate-friendly printing blankets



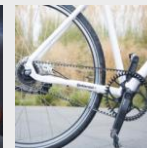
Drive belts from renewable resources



Perfect mount for wind power



Printing technology for printed electronics/solar cells



Drive System for eBikes and pedelecs

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## Topics

<b>I.</b>	<b>Continental at a Glance</b>	<b>3</b>
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<b>XI.</b>	<b>Glossary</b>	<b>171</b>

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## V. Sustainability at Continental

### Our Policies and Guidelines

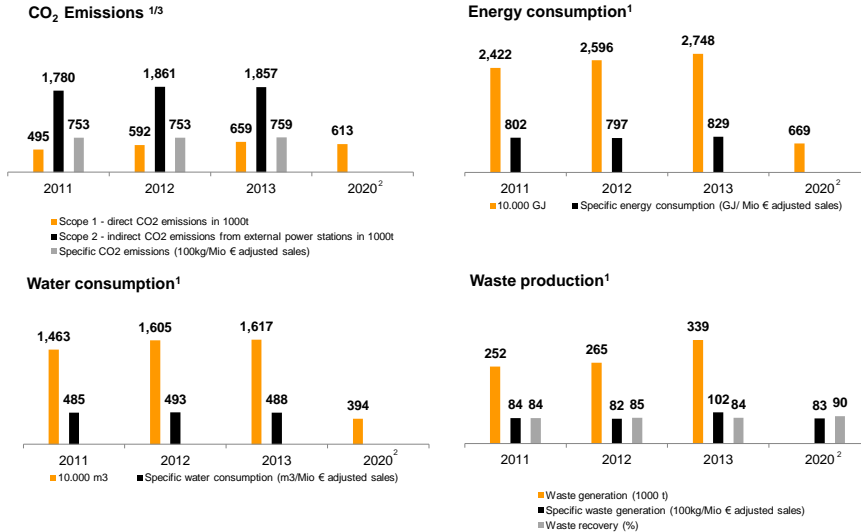
Principles of our Corporate Social Responsibility		
Environmental Responsibility	Social Responsibility	Corporate Governance
 <p>ESH<sup>1</sup> Policy – implements worldwide the responsibility for protecting the environment</p>	 <p>Code of Conduct – personal ethics, conflicts of interest</p> <p>OUR BASICS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

<sup>1</sup> "Environment", "Security, Safety" and "Health".

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## V. Environmental Responsibility

### Corporate Environmental Key Performance Indicators



<sup>1</sup> Changes to previous figures are due to changed in the data collection.  
<sup>2</sup> Continental targets.  
<sup>3</sup> Independently verified by KPMG.

## V. Environmental Responsibility

### Emission Reduction - Electrification Tailored to Fit (48-Volt Eco Drive)



**Objective:**  
Cost-efficient hybrids for the mass market

**Solution:**  
48-Volt Eco Drive

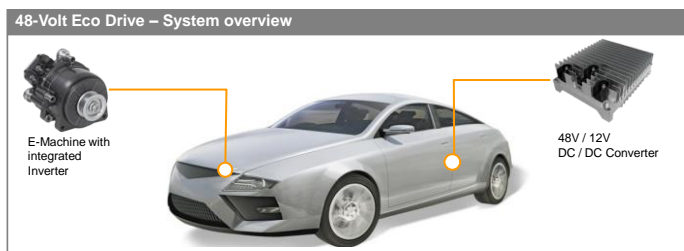
> First SOP 2016/2017

> Fuel-saving functions that are found only in more expensive mild hybrids of around 120 volts

> Around 13% less fuel consumption

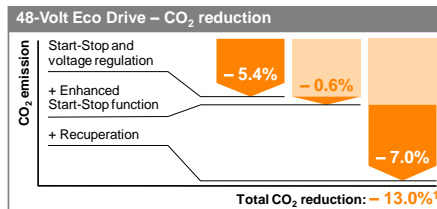
> No need to interfere with the engine-transmission configuration. Technology that is feasible even for smaller cars

> Low voltage means that no special safety precautions are necessary



**Functions:**

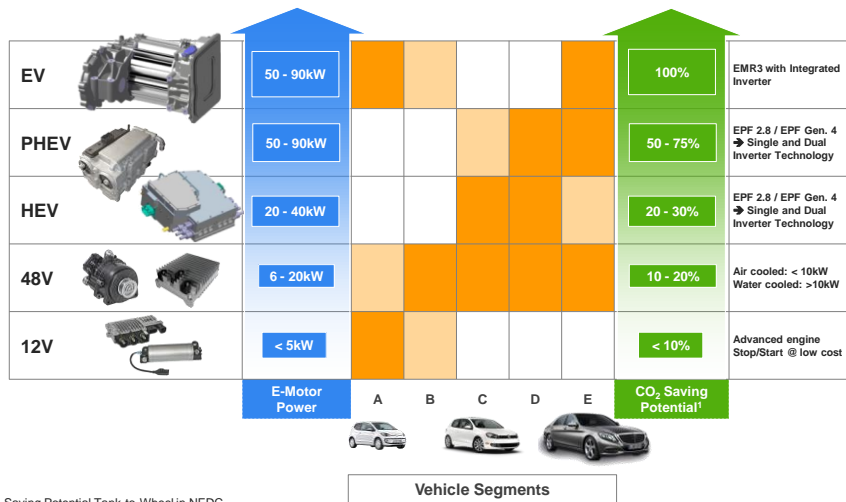
- > Start-Stop features
- > Recuperation of braking energy
- > Stabilization of board network during peak demand
- > Sailing and coasting features consume no fuel and cause no emissions



<sup>1</sup> Measurement based on NEDC driving cycle compared with a VW Golf VI BlueMotion, 4-cylinder gasoline engine, 1.2-liter TSI, 77 kW.

## V. Environmental Responsibility

### Emission Reduction – Electrification Tailored to Fit



<sup>1</sup> Saving Potential Tank-to-Wheel in NEDC.

## V. Environmental Responsibility

### Research in Alternative Raw Materials for Tire Production



- > Development project in collaboration with the Fraunhofer Institute to cultivate a Russian dandelion variety with latex sap rich in natural rubber. This natural rubber has at least the same quality and performance characteristics as conventional rubber from rubber trees.
- > Benefits:
  - > Reduction in dependency on harvest situation in subtropical regions
  - > Lower requirements on the fertility of the soil
  - > Lower environmental impact due to reduced logistic requirements
- > Joint development project with the Fraunhofer Institute awarded Europe's most important environmental and economic prize in the category "Automobility".
- > Taraxagum brand established for dandelion rubber. Serial production expected within 10 years.



## V. Social Responsibility – Responsible Employer

### Equal Opportunity



#### Workforce Diversity

The Continental team is made up of people with different backgrounds, cultures, religions, genders and ages. The diversity of different mindsets and points of views, skills and experiences makes us strong.

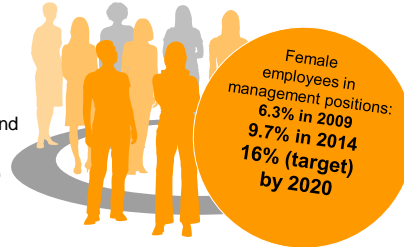
To promote diversity within the company, we focus on two key areas:

- › A balanced mix of men and women
- › Internationality

#### Demographics Program

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

- › Workplace design
- › Health maintenance for longer employment
- › Targeted qualification measures
- › Motivation for a longer working life



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

Source: Based on information in the Continental AG Annual Report 2014.

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## V. Social Responsibility – Social Commitment

### UERÉ Project in Rio de Janeiro, Brazil



- › Since 2012 Continental has committed itself to the UERÉ education project for children and young people aged 4 to 18 from the slum district (known as 'Favelas') of Baixa do Sapateiro in Rio de Janeiro.
- › It is funding an e-learning module to raise the profile of the UERÉ de Mello method and also providing teaching staff and equipment for a children's football project.
- › UERÉ founder and principal Yvonne Bezerra de Mello explains the UERÉ de Mello method in her own words: "We tailored our concept quite specifically to the abilities and needs of our children. For example, we almost exclusively offer interactive learning modules with a duration of 20 minutes so that children who suffer from learning blocks as the result of some lasting trauma can also take in the content. We help all UERÉ children to become responsible citizens and our aim is to give them prospects so that they can lead worthwhile lives".
- › The Brazilian Government has awarded Bezerra de Mello the "Medaille Tiradentes" in June 2013 for her great achievements with this project.



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## V. 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.



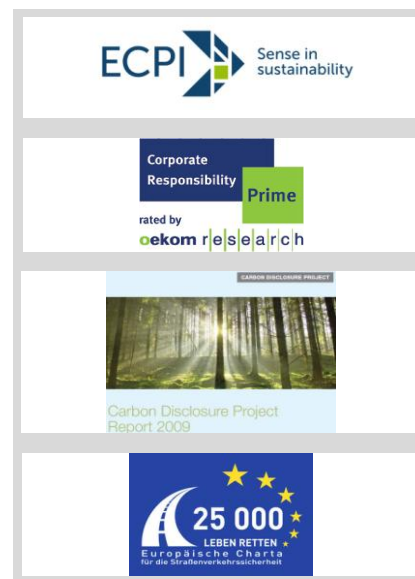
Source: [www.vielfalt-als-chance.de](http://www.vielfalt-als-chance.de) (German Federal Government Commissioner for Migration, Refugees and Integration); [luxemburger-deklaration.de](http://luxemburger-deklaration.de).  
<sup>1</sup> European Network for Workplace Health Promotion.

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## V. Social Responsibility Corporate Memberships (2)



- › **ECPI** has been 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.
- › Since June 2013 Continental has been rated 'Prime' by **oekom research**. Based on the oekom ratings, more than 500 bn euros is invested worldwide by sustainability-oriented investors.
- › 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 were included in the Carbon Disclosure Leadership Index.
- › 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.



<sup>1</sup> 150 top capitalized companies in the Economic and Monetary Union market which are eligible investments.

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## V. Social Responsibility

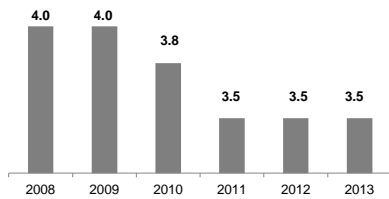
### Health and Occupational Safety



Our specialist department **HISS** ("Health, Industrial Hygiene, Safety & Security") sets protection standards, which apply across the entire Corporation.

These standards are the foundation for safety at work, secure production plants and processes, and reflect our responsibility to our employees and to the environment.

Absences due to sickness<sup>1</sup>



<sup>1</sup> Paid and unpaid absences due to sickness in relation to the contractual working hours in percent.

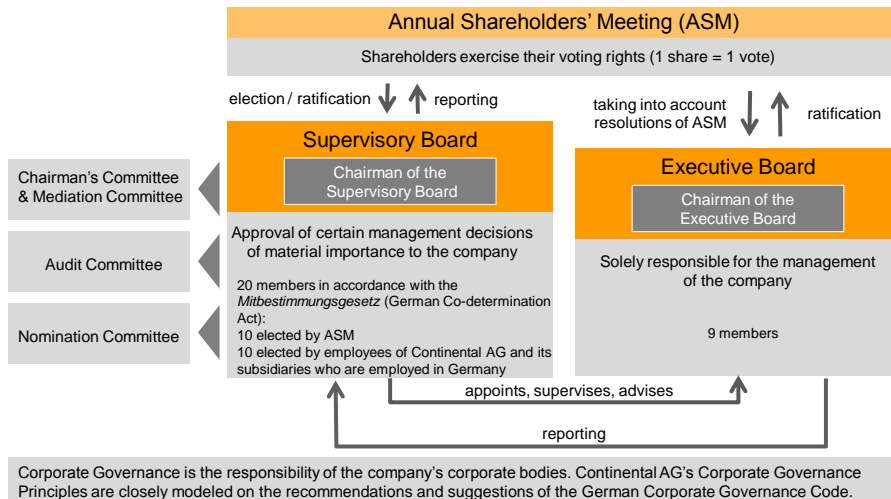


<sup>2</sup> Number of accident-related hours lost worldwide per million hours worked.

<sup>3</sup> Number of work-related accidents worldwide with one or more days lost per million hours worked.

## V. Corporate Governance

### Corporate Bodies



Source: Based on information in the Continental AG Annual Report 2014.



## Topics

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## VI. Continental Corporation

### Key Consolidated Figures<sup>1</sup>

(in mn €)	2012	2013	2014
Sales	32,736.2	33,331.0	34,505.7
EBITDA	4,967.4	5,095.0	5,133.8
in % of sales	15.2	15.3	14.9
EBIT	3,186.2	3,263.7	3,344.8
in % of sales	9.7	9.8	9.7
EBIT adjusted <sup>2</sup>		3,737.5	3,874.5
in % of sales <sup>2</sup>		11.2	11.3
Operating assets (average)	16,953.8	16,804.0	16,726.5
ROCE	18.8	19.4	20.0
R, D & E expenses	1,744.8	1,878.4	2,137.7
in % of sales	5.3	5.6	6.2
Capex <sup>3</sup>	2,019.4	1,981.1	2,045.4
in % of sales	6.2	5.9	5.9
Depreciation & amortization <sup>4</sup>	1,781.2	1,831.3	1,789.0
in % of sales	5.4	5.5	5.2
thereof impairment <sup>5</sup>	49.9	126.7	178.9

<sup>1</sup> IAS 19 (rev. 2011) applied starting 2013. The 2012 figures have been restated accordingly.

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

<sup>3</sup> Capital expenditure on property, plant and equipment, and software.

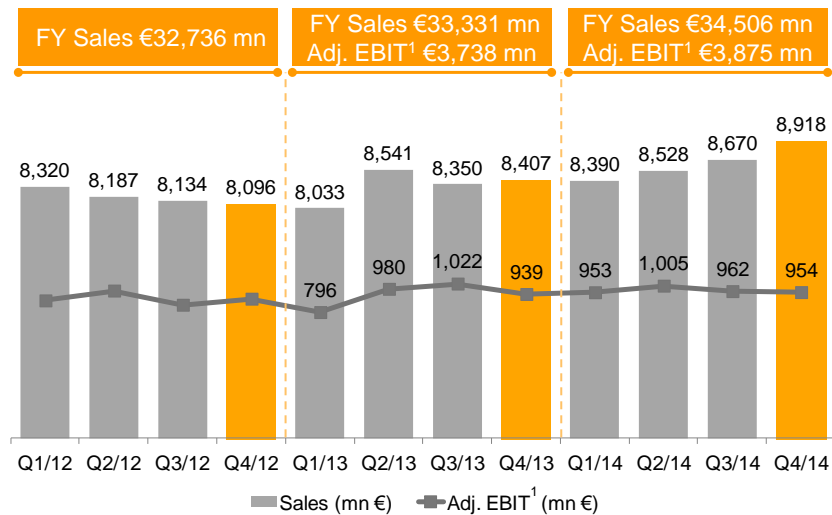
<sup>4</sup> Excluding impairment on financial investments.

<sup>5</sup> Impairment also includes necessary reversals of impairment losses.

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## VI. Continental Corporation

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



<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects.

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## VI. Continental Corporation

### Key Historical Financials and Credit Metrics - IAS 19 (rev. 2011) applied<sup>6</sup>

(in mn €) <sup>1</sup>	2009	2010	2011	2012	2013	2014
<b>Consolidated statement of cash flows</b>						
Adjusted EBITDA <sup>2</sup>	2,354	3,662	4,247	4,822	5,094	5,318
Reported EBITDA	1,591	3,588	4,228	4,967	5,095	5,134
Net cash interest paid	-727	-703	-662	-575	-534	-158
Tax paid	-205	-493	-466	-684	-805	-775
Change in net working capital <sup>3</sup>	595	-497	-556	564	-4	-207
Other <sup>4</sup>	1,173	-46	-256	-488	-30	175
<b>Cash flow arising from operating activities</b>	<b>2,427</b>	<b>1,849</b>	<b>2,289</b>	<b>3,785</b>	<b>3,722</b>	<b>4,168</b>
<b>Cash flow arising from investing activities</b>	<b>-787</b>	<b>-1,282</b>	<b>-1,798</b>	<b>-2,132</b>	<b>-1,904</b>	<b>-2,153</b>
- thereof capex in PPE and intangibles	-911	-1,324	-1,813	-2,081	-2,024	-2,110
<b>Cash flow before financing activities</b>	<b>1,640</b>	<b>567</b>	<b>491</b>	<b>1,653</b>	<b>1,818</b>	<b>2,015</b>
<b>Consolidated statement of financial position</b>						
Cash and cash equivalents	1,713	1,471	1,541	2,397	2,045	3,244
Derivative instruments and interest-bearing investments	104	202	249	536	303	364
Total indebtedness	10,713	8,991	8,562	8,253	6,638	6,432
<b>Net indebtedness</b>	<b>8,896</b>	<b>7,317</b>	<b>6,772</b>	<b>5,320</b>	<b>4,289</b>	<b>2,824</b>
<b>Credit ratios</b>						
<b>Net indebtedness / adj. EBITDA<sup>2</sup></b>	<b>3.8x</b>	<b>2.0x</b>	<b>1.6x</b>	<b>1.1x</b>	<b>0.8x</b>	<b>0.5x</b>
<b>Net cash interest paid coverage (Ratio)<sup>5</sup></b>	<b>3.2x</b>	<b>5.2x</b>	<b>6.4x</b>	<b>8.4x</b>	<b>9.5x</b>	<b>33.7x</b>

<sup>1</sup> Amounts shown may contain rounding differences.

<sup>2</sup> Adjusted EBITDA from 2009 on as defined in syndicated loan but IAS 19 (rev. 2011) not applied in 2012.

<sup>3</sup> Includes changes in inventories, trade accounts receivable, trade accounts payable and discounted notes.

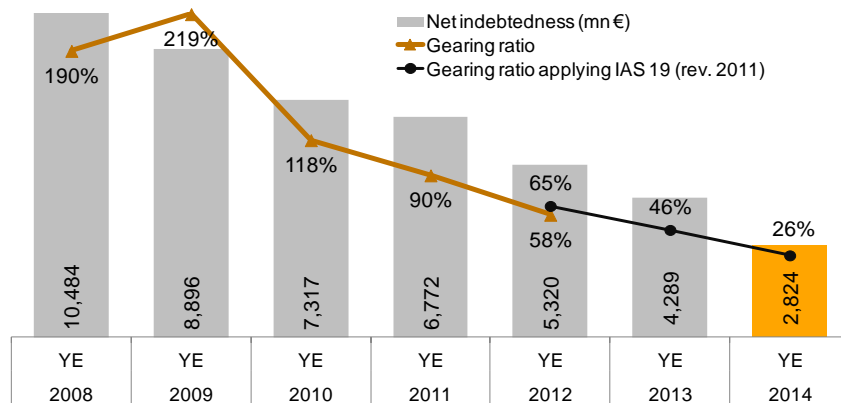
<sup>4</sup> Includes dividends received, income from at-equity accounted investees and other investments incl. impairments, gains and losses from disposals, other non-cash items as well as changes in pension and similar obligations (including effects from transactions regarding contractual trust arrangements [CTA] in 2009) and in other assets and liabilities.

<sup>5</sup> Adj. EBITDA to net cash interest paid.

<sup>6</sup> IAS 19 (rev. 2011) applied starting 2013. The 2012 figures have been restated accordingly.

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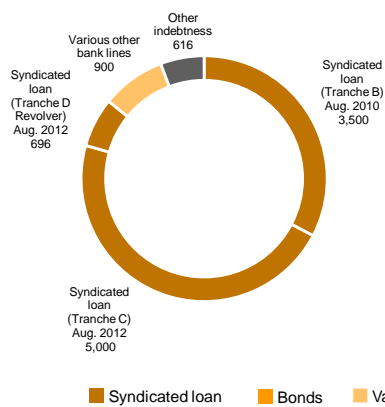
## VI. Continental Corporation Net Indebtedness and Gearing Ratio



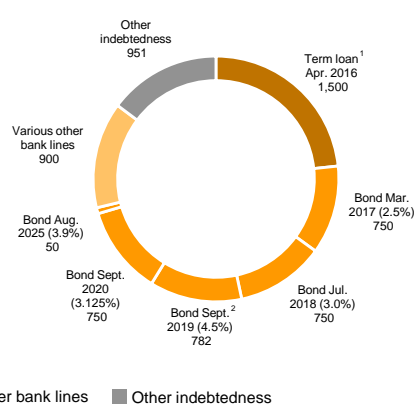
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## VI. Continental Corporation Gross Indebtedness by Source

**FY 2009**  
Gross indebtedness: €10,713 mn  
(thereof 86% in syndicated loan)



**FY 2014**  
Gross indebtedness: €6,432 mn  
(thereof 23% in syndicated loan)



■ Syndicated loan ■ Bonds ■ Various other bank lines ■ Other indebtedness

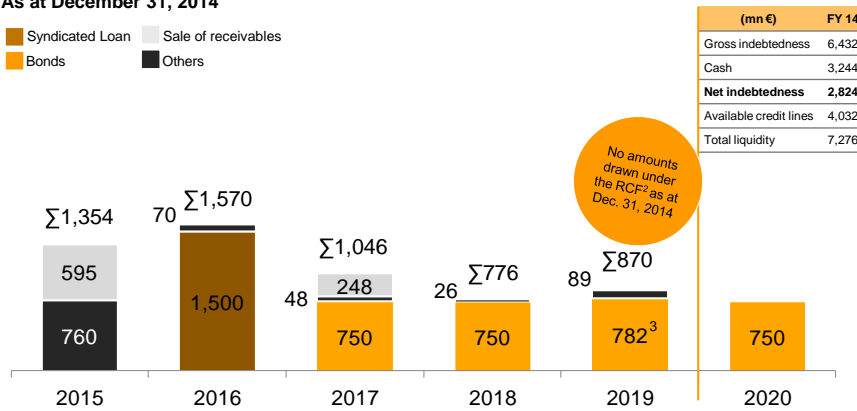
<sup>1</sup> Term loan and revolving credit facility repayment in April 2016 / April 2019; revolving credit facility unutilized at YE 2014.  
<sup>2</sup> Nominal amount \$950 mn (exchange rate at December 31, 2014: 1.2154).

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## VI. Continental Corporation Maturities<sup>1</sup> for Gross Indebtedness (mn €)

As at December 31, 2014

■ Syndicated Loan    ■ Sale of receivables  
■ Bonds                    ■ Others



	(mn €)	FY 14
Gross indebtedness	6,432	
Cash	3,244	
<b>Net indebtedness</b>	<b>2,824</b>	
Available credit lines	4,032	
Total liquidity	7,276	

<sup>1</sup> Maturities later than 2019 are bond maturities only; all bond and syndicated loan amounts shown are nominal values; maturities do not add up to gross indebtedness amounting to €6,431.6 mn as at December 31, 2014; SoR = Sales of receivables (€342.9 mn total amount as at December 31, 2014).

<sup>2</sup> Any utilization under the Revolving Credit Facility (RCF) has to be shown as short term debt according to IFRS although the RCF matures in 2019 and has a total volume of €3,000 mn.

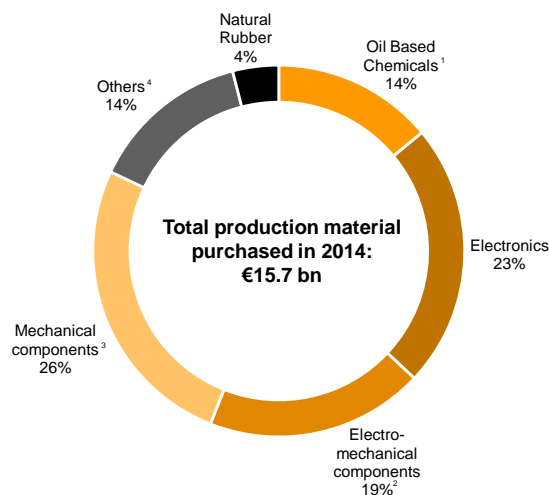
<sup>3</sup> Nominal amount \$950 mn (exchange rate as at December 31, 2014: 1.2154).

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## VI. Continental Corporation Purchasing – Production Materials 2014

### 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, like 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.



<sup>1</sup> E.g. synthetic rubber, carbon black.

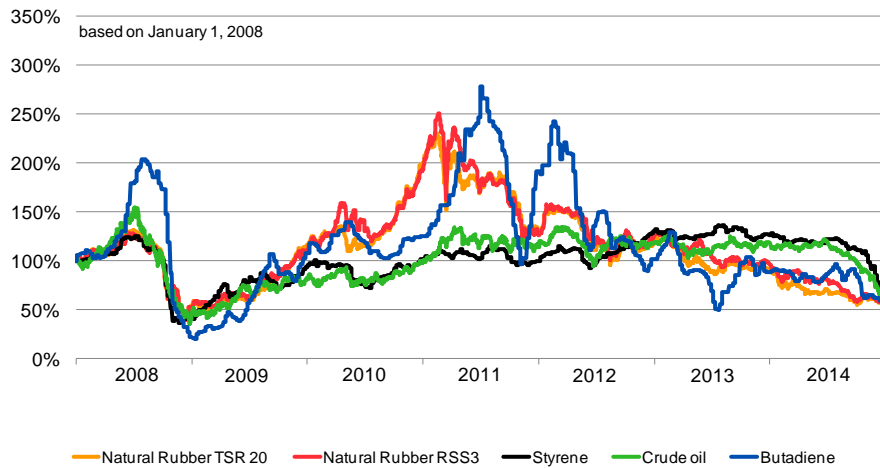
<sup>2</sup> E.g. printed circuit boards, connectors, motors.

<sup>3</sup> E.g. stamped parts, turn parts, castings.

<sup>4</sup> E.g. textiles, plastics.

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## VI. Continental Corporation Raw Material Prices



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

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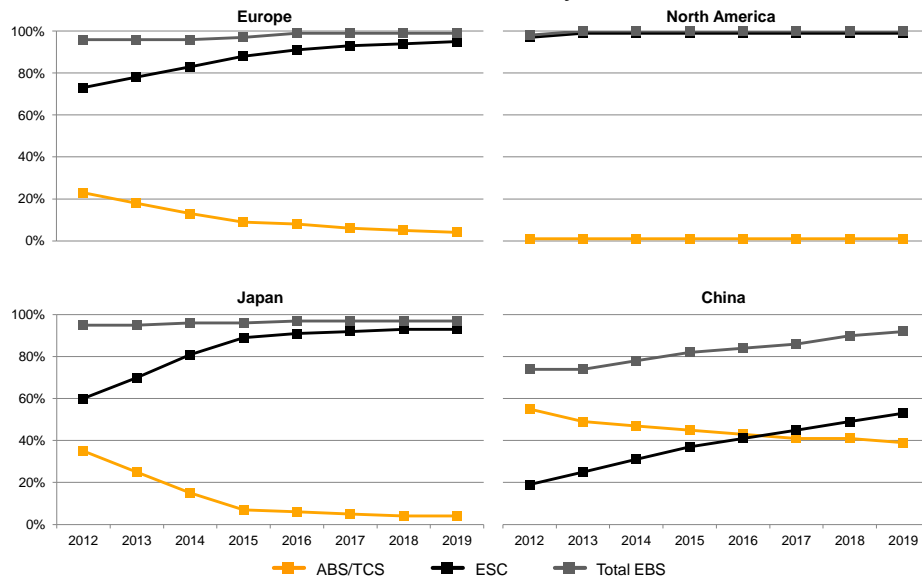
## Topics

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## VII. Market Data

### Installation Rates of Electronic Brake Systems

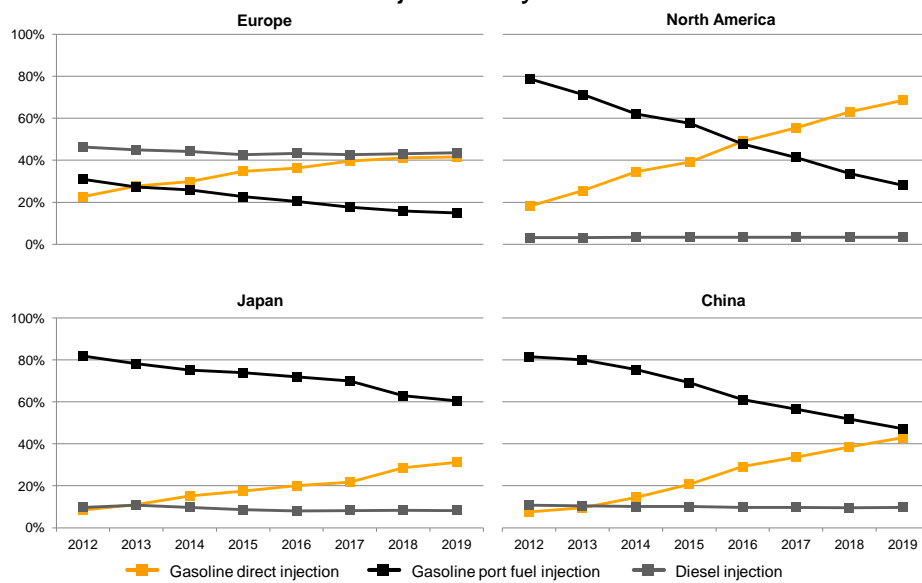


Source: Continental estimates.

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## VII. Market Data

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



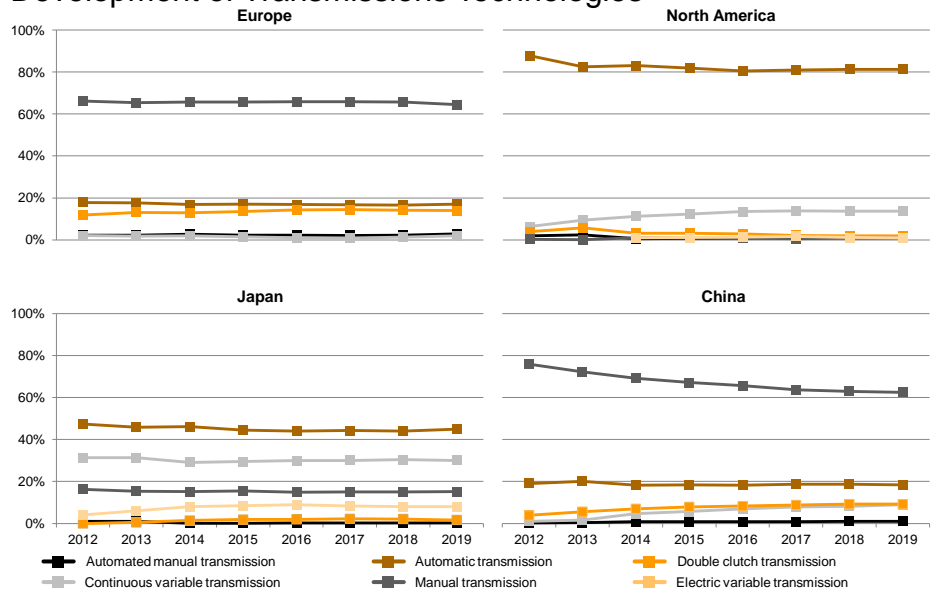
Source: Continental estimates.

<sup>1</sup> Based on production of diesel and gasoline engines for passenger cars & light vehicles.

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## VII. Market Data

### Development of Transmissions Technologies<sup>1</sup>



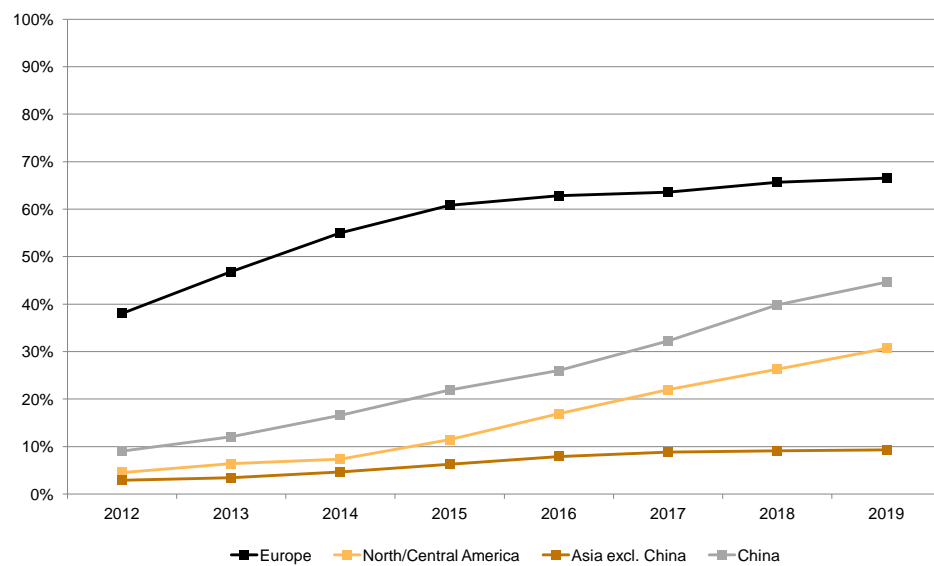
Source: Continental estimates.

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

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## VII. Market Data

### Installation Rates of Turbochargers in Gasoline Engines

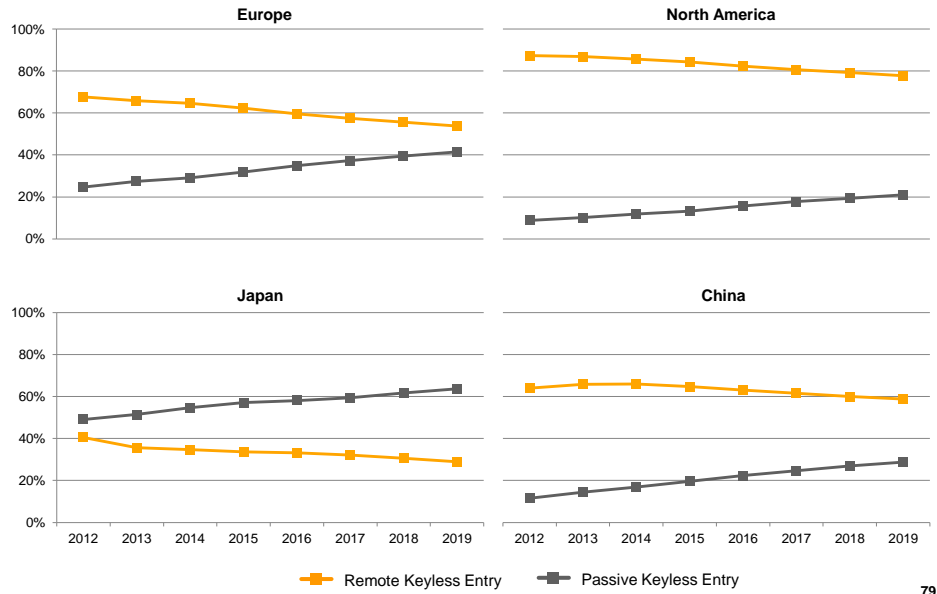


Source: IHS 01/2015.

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## VII. Market Data

### Installation Rates of Keyless Entry Systems

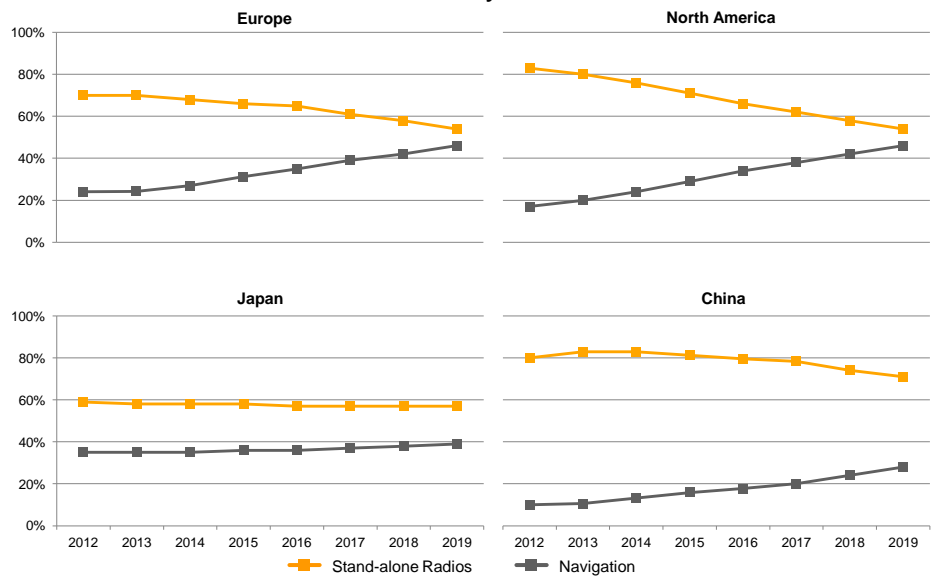


Source: Strategy Analytics and Continental estimates.

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## VII. Market Data

### Installation Rates of Multimedia Systems<sup>1</sup>



Source: Continental estimates.

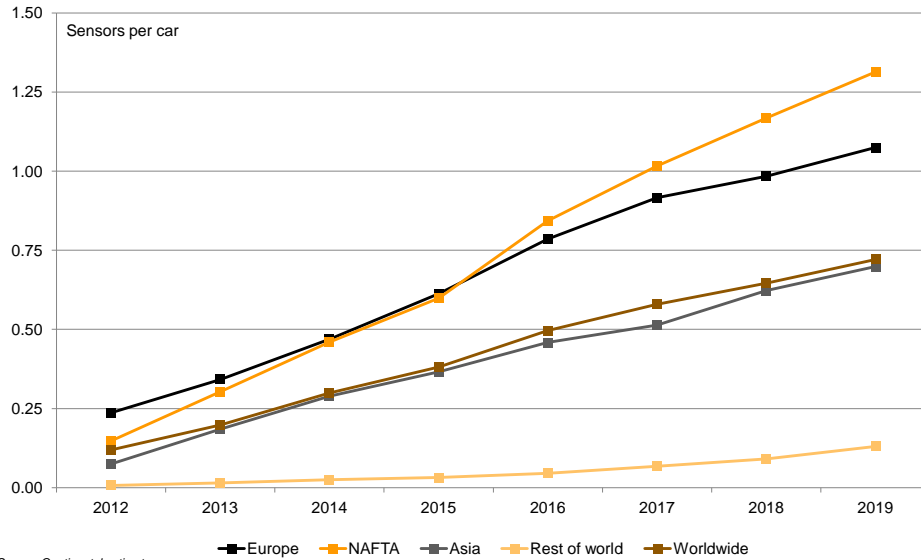
<sup>1</sup> "Navigation" refers only to embedded navigation in the car and does not include connected navigation where devices deliver navigation information and the screen of the car is used as a display.

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## VII. Market Data

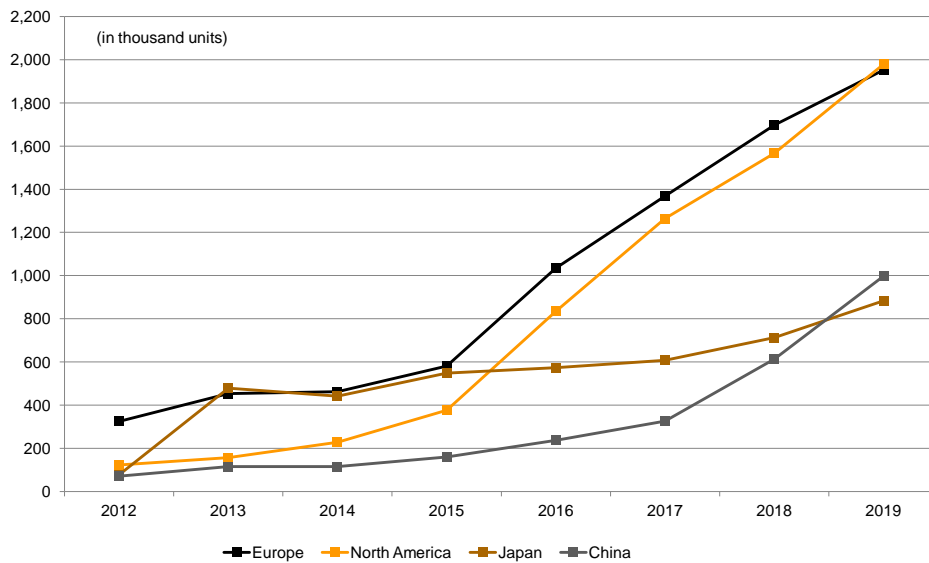
### Installation Rates of Advanced Driver Assistance Systems<sup>1</sup>



Source: Continental estimates.  
<sup>1</sup> Market Definition: Average amount of ADAS sensors per car without parking assist functions based on ultrasonic sensors and sensing rear view cameras.  
 Example: 2014 worldwide – Total number of produced cars: 87 mn    Average sensors per car: 0.29    87,000,000\*0.29=25,230,000 sensors.

## VII. Market Data

### Installation Rates of Head-Up Displays



Source: Continental estimates.

## VII. Market Data

### Production of Light Vehicles 2012 - 2015

(in mn units)	2012	2013	2014	2015E
<b>Europe<sup>1</sup></b>	<b>19.0</b>	<b>19.2</b>	<b>19.8</b>	<b>19.9</b>
<b>NAFTA</b>	<b>15.4</b>	<b>16.2</b>	<b>17.0</b>	<b>17.3</b>
<b>South America</b>	<b>4.3</b>	<b>4.5</b>	<b>3.8</b>	<b>3.7</b>
<b>Asia<sup>2</sup></b>	<b>42.0</b>	<b>44.0</b>	<b>45.9</b>	<b>47.5</b>
<b>Other markets</b>	<b>0.7</b>	<b>0.8</b>	<b>0.9</b>	<b>0.9</b>
<b>Total</b>	<b>81.5</b>	<b>84.7</b>	<b>87.4</b>	<b>89.3</b>

Source: IHS and Continental estimates.

<sup>1</sup> West, Central and East incl. Russia and Turkey.

<sup>2</sup> Asia including Kazakhstan, Uzbekistan, Middle East and Oceania with Australia.

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## VII. Market Data

### Production of Heavy Vehicles 2012 – 2015

(in thousand units)	2012	2013	2014	2015E
<b>Europe<sup>1</sup></b>	<b>580</b>	<b>576</b>	<b>543</b>	<b>553</b>
<b>NAFTA</b>	<b>485</b>	<b>464</b>	<b>542</b>	<b>570</b>
<b>South America</b>	<b>184</b>	<b>246</b>	<b>187</b>	<b>190</b>
<b>Asia<sup>2</sup></b>	<b>1,783</b>	<b>1,897</b>	<b>1,858</b>	<b>1,890</b>
<b>Other markets</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total</b>	<b>3,032</b>	<b>3,183</b>	<b>3,130</b>	<b>3,203</b>

Source: IHS and Continental estimates.

<sup>1</sup> West, Central and East incl. Russia and Turkey.

<sup>2</sup> Asia including Kazakhstan, Uzbekistan, Middle East and Oceania with Australia.

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## VII. Market Data

### Replacement Passenger, Light Truck and 4x4 Tires 2012 - 2015

(in mn units)	2012	2013	2014	2015E
<b>Europe</b>	312	314	320	326
<b>NAFTA</b>	254	264	280	283
<b>South America</b>	59	63	66	66
<b>Asia</b>	347	367	387	411
<b>Other markets</b>	36	38	40	41
<b>Total</b>	<b>1,009</b>	<b>1,047</b>	<b>1,093</b>	<b>1,127</b>

Source: LMC World Tyre Forecast Service and Continental estimates.

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## VII. Market Data

### Replacement Truck Tires 2012 - 2015

(in mn units)	2012	2013	2014	2015E
<b>Europe</b>	20.6	22.0	22.3	22.8
<b>NAFTA</b>	20.0	20.0	21.5	22.2
<b>South America</b>	12.5	13.7	13.6	13.3
<b>Asia</b>	79.2	82.9	87.0	88.8
<b>Other markets</b>	5.9	6.3	6.7	6.7
<b>Total</b>	<b>138.2</b>	<b>145</b>	<b>151.1</b>	<b>153.8</b>

Source: LMC World Tyre Forecast Service and Continental estimates.

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## Topics

<b>I.</b>	<b>Continental at a Glance</b>	<b>3</b>
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<b>IV.</b>	<b>Continental Vision</b>	<b>46</b>
<b>V.</b>	<b>Sustainability at Continental</b>	<b>54</b>
<b>VI.</b>	<b>Continental Corporation</b>	<b>66</b>
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<b>IX.</b>	<b>Rubber Group</b>	<b>131</b>
<b>X.</b>	<b>Share and Bond Information</b>	<b>162</b>
<b>XI.</b>	<b>Glossary</b>	<b>171</b>

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## VIII. Automotive Group

### Key Figures<sup>1</sup>

(in mn €)	2012	2013	2014
Sales	19,505.1	20,016.1	20,909.2
EBITDA	2,470.3	2,490.5	2,407.7
in % of sales	12.7	12.4	11.5
EBIT	1,134.5	1,158.9	1,189.3
in % of sales	5.8	5.8	5.7
EBIT adjusted <sup>2</sup>		1,593.3	1,676.1
in % of sales <sup>2</sup>		8.0	8.1
Operating assets (average)	11,438.5	10,958.9	10,504.0
ROCE	9.9	10.6	11.3
R, D & E expenses	1,475.3	1,589.1	1,835.5
in % of sales	7.6	7.9	8.8
Capex <sup>3</sup>	1,035.9	1,015.5	1,125.7
in % of sales	5.3	5.1	5.4
Depreciation & amortization <sup>4</sup>	1,335.8	1,331.6	1,218.4
in % of sales	6.8	6.7	5.8
thereof impairment <sup>5</sup>	75.0	127.8	178.9

<sup>1</sup> IAS 19 (rev. 2011) applied starting 2013. The 2012 figures have been restated accordingly.

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

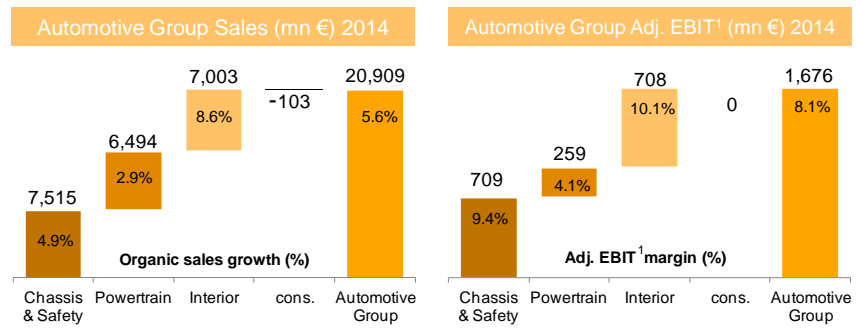
<sup>3</sup> Capital expenditure on property, plant and equipment, and software.

<sup>4</sup> Excluding impairment on financial investments.

<sup>5</sup> Impairment also includes necessary reversals of impairment losses.

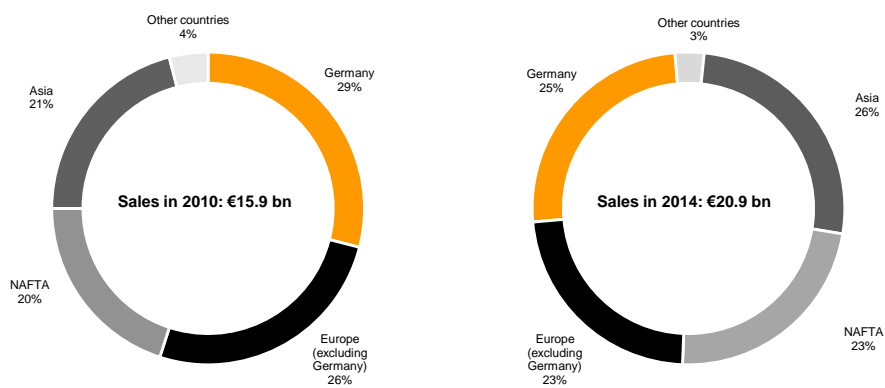
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### VIII. Automotive Group Sales and Adjusted EBIT<sup>1</sup> by Division



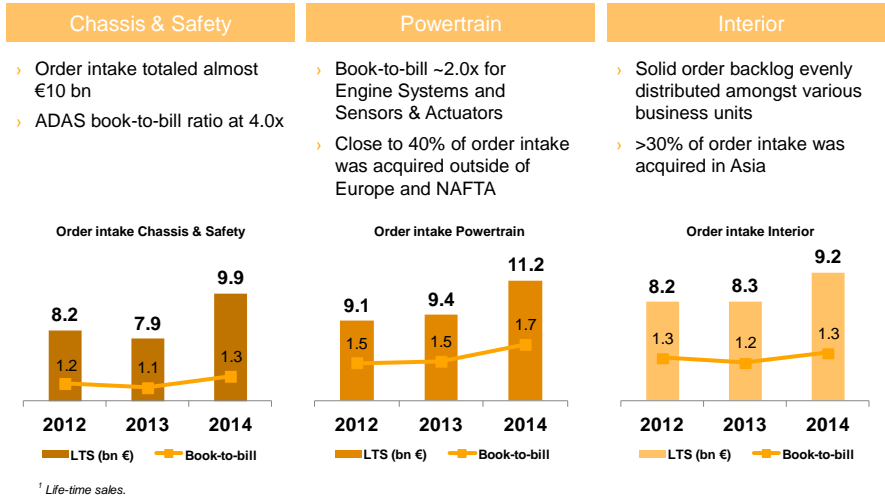
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects.

### VIII. Automotive Group Sales by Market



### VIII. Automotive Group

#### Order Intake (LTS<sup>1</sup>) in the Automotive Group €30 bn in 2014

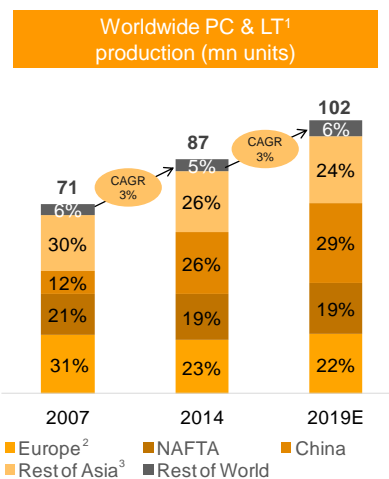


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### VIII. Automotive Group

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

- Worldwide PC & LT production showed a CAGR 2007-2014 of 3%. It is expected to stay at this level from 2014-2019.
- European market not expected to reach pre-crisis level (2007: 22 mn) before 2018; CAGR to accelerate to 2% (2014-2019).
- China is the largest market for PC&LT vehicles produced. CAGR to slow to 5% from 2014-2019 from 15% during 2007-2014.
- NAFTA expected to stay at 19 mn units by 2019.



<sup>1</sup> Passenger car & light truck (<6t); Source: IHS February 2015.

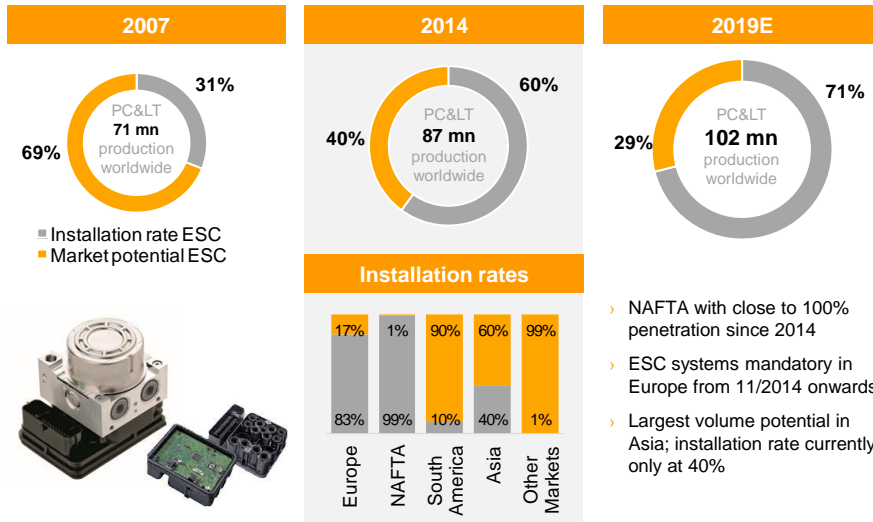
<sup>2</sup> West, Central and East incl. Russia and Turkey.

<sup>3</sup> Asia including Kazakhstan, Uzbekistan, Middle East and Oceania with Australia.

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### VIII. Automotive Group

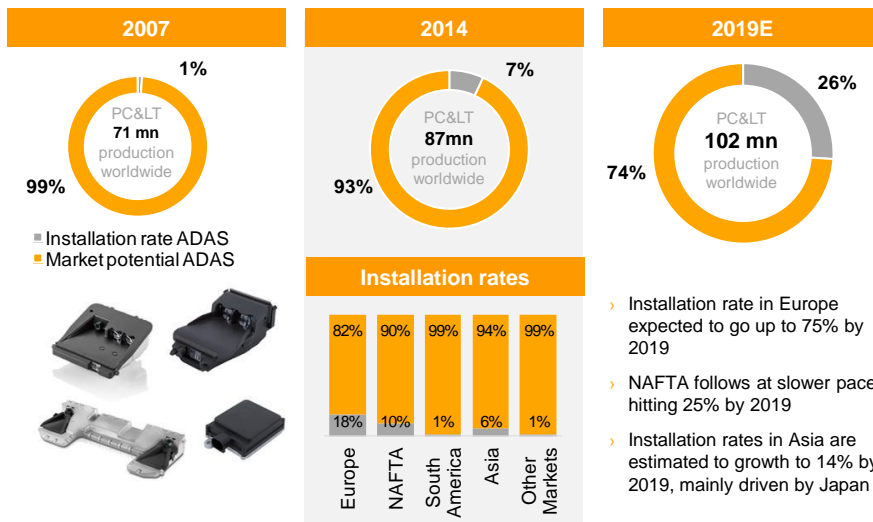
#### Growth Opportunities – Electronic Stability Control (ESC)



Source: IHS and own estimates.  
<sup>1</sup> Regulation (EC) No. 661/2009; refers to all vehicles of category M and N.

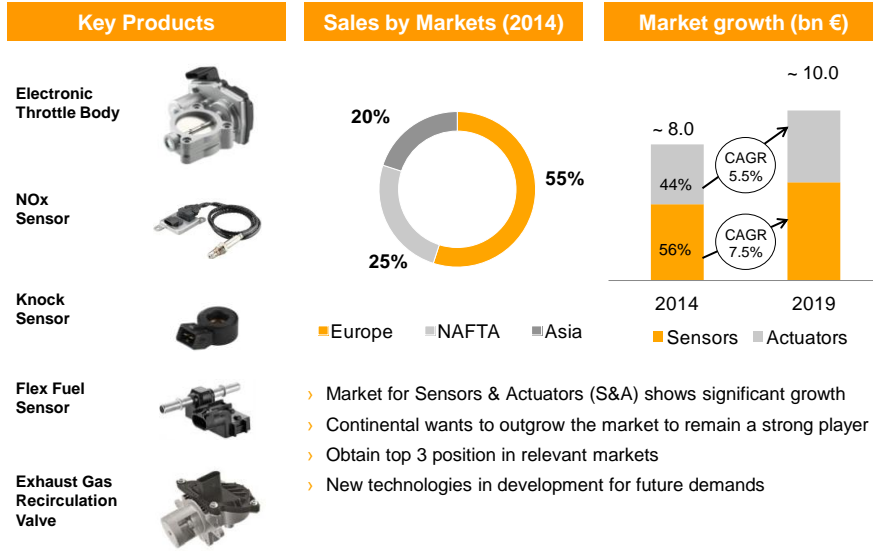
### VIII. Automotive Group

#### Growth Opportunities – Advanced Driver Assistance Systems (ADAS)



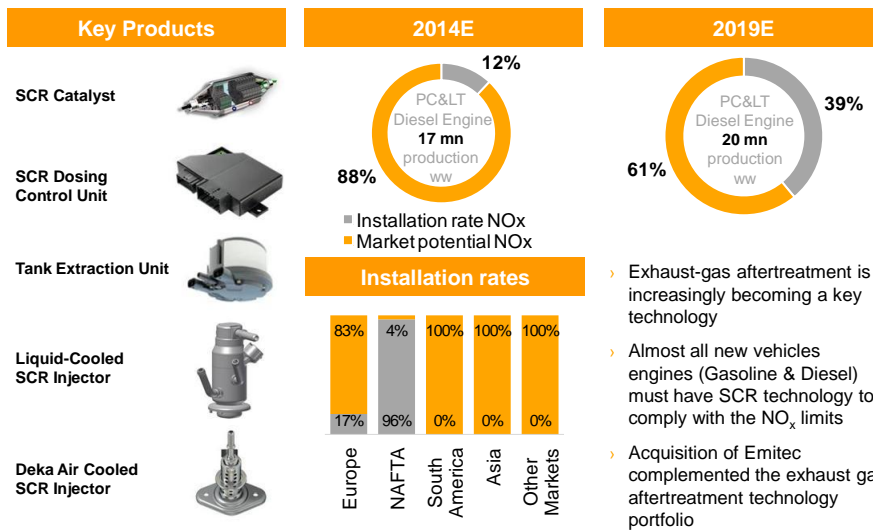
Source: IHS, Strategy Analytics and own estimates; ADAS w/o parking assist functions based on ultrasonic sensors and sensing rear view cameras.

### VIII. Automotive Group Growth Opportunities – Sensors and Actuators



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### VIII. Automotive Group Growth Opportunities – Selective Catalytic Reduction



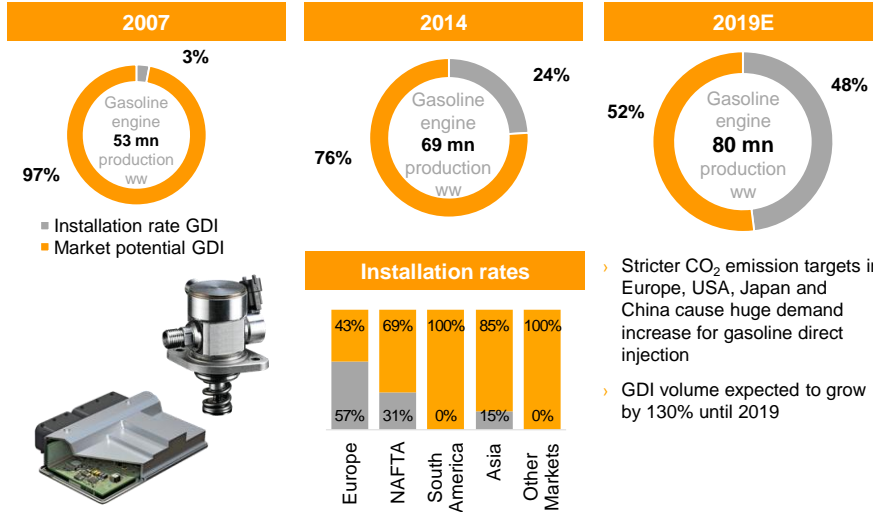
Source: IHS and own estimates.

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### VIII. Automotive Group

#### Growth Opportunities – Gasoline Direct Injection (GDI)

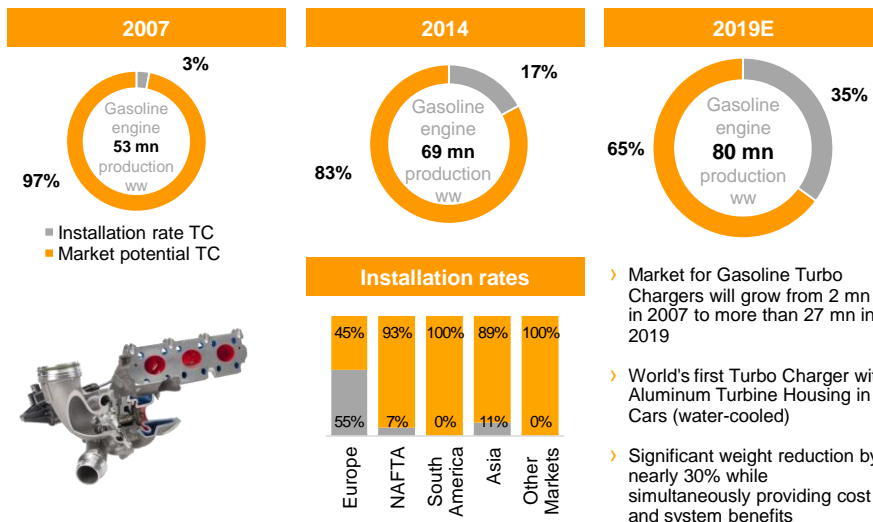


Source: IHS and own estimates.

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### VIII. Automotive Group

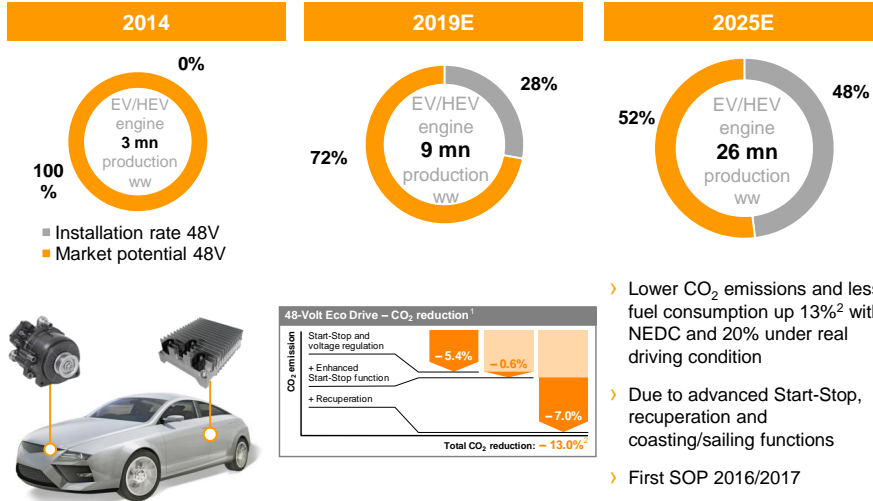
#### Growth Opportunities – Gasoline Turbo Chargers (TC)



Source: IHS and own estimates.

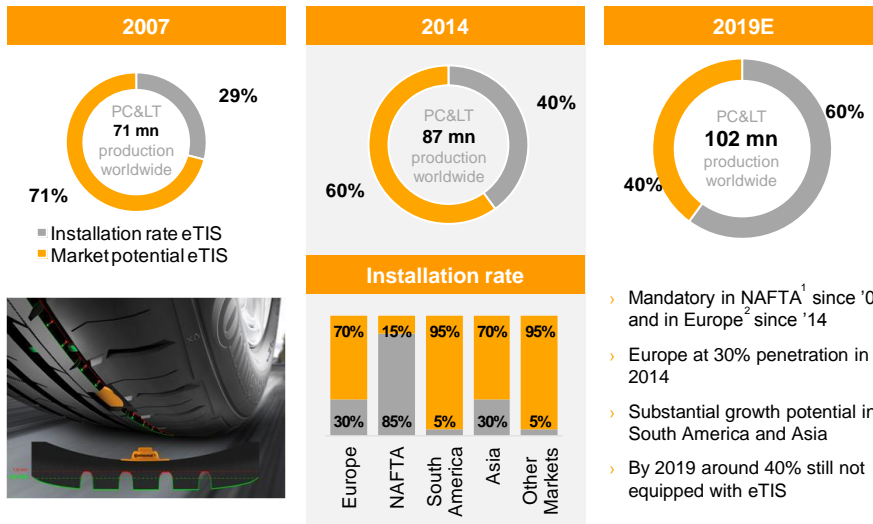
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### VIII. Automotive Group Growth Opportunities – 48V Technology



<sup>1</sup> Continental estimates.  
<sup>2</sup> Measurement with New European Driving Cycle (NEDC) compared to a VW Golf VI BlueMotion with 4 zyl. 1.2l TSI, 77 kW gasoline engine incl. Stop/Start.

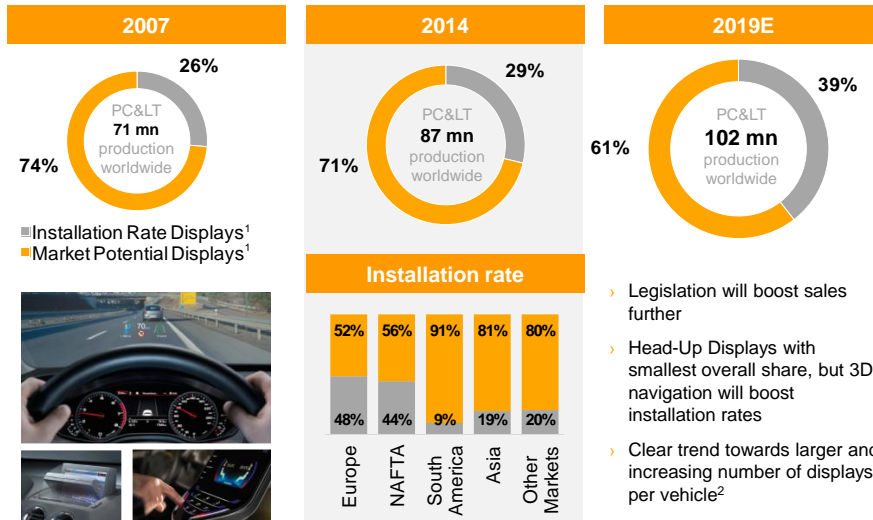
### VIII. Automotive Group Growth Opportunities – Electronic Tire Information Systems (eTIS)



Source: Strategy Analytics, IHS and own estimates.  
<sup>1</sup> Mandatory as of Sept. 2008 for all new light vehicles.  
<sup>2</sup> Mandatory as of Nov. 2014 for all new passenger cars.

## VIII. Automotive Group

### Growth Opportunities – Driver HMI Displays



Source: IHS and own estimates.

<sup>1</sup> Driver HMI Displays include Head Up Displays, Secondary Displays and Integrated Center Stacks, excludes Multimedia Displays.

<sup>2</sup> Market potential understated as up to five displays are feasible per vehicle.

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## Topics





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## VIII. Chassis & Safety

### Business Units and Key Products

Vehicle Dynamics	Hydraulic Brake Systems	Passive Safety & Sensorics	Advanced Driver Assistance Systems
<ul style="list-style-type: none"> <li>Electronic Brake Systems</li> <li>ABS</li> <li>ESC</li> <li>Software functions                             <ul style="list-style-type: none"> <li>Traction control</li> <li>Adaptive cruise control</li> <li>Regenerative brake system</li> <li>Active front steering</li> <li>Hill start assist</li> <li>Hydraulic brake assist</li> <li>Trailer stability assist</li> </ul> </li> <li>Chassis electronics</li> <li>Suspension systems</li> </ul>	<ul style="list-style-type: none"> <li>Calipers</li> <li>Drum brakes</li> <li>Brake hoses</li> <li>Boosters</li> <li>Tandem master cylinders</li> <li>Electric parking brakes</li> <li>Pedal modules</li> <li>Brake pressure regulators</li> <li>Washer systems</li> </ul>	<ul style="list-style-type: none"> <li>Integrated vehicle safety development, safety testing &amp; validation</li> <li>Airbag control units / safety (domain) control units</li> <li>Crash sensors</li> <li>Inertial measurement units</li> <li>Chassis and driver intention sensors</li> <li>Battery and energy monitoring sensors</li> <li>Electronic components (1st tier customer)</li> <li>Wheel, engine and transmission speed sensors</li> <li>Accelerator Force Feedback Pedal (AFFP®)</li> <li>V2X systems</li> </ul>	<ul style="list-style-type: none"> <li>Functions                             <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 assist</li> <li>Intelligent head lamp control</li> <li>Rear cross traffic alert</li> <li>Surround View</li> </ul> </li> <li>Sensors                             <ul style="list-style-type: none"> <li>Radar</li> <li>Camera</li> <li>Lidar</li> </ul> </li> </ul>

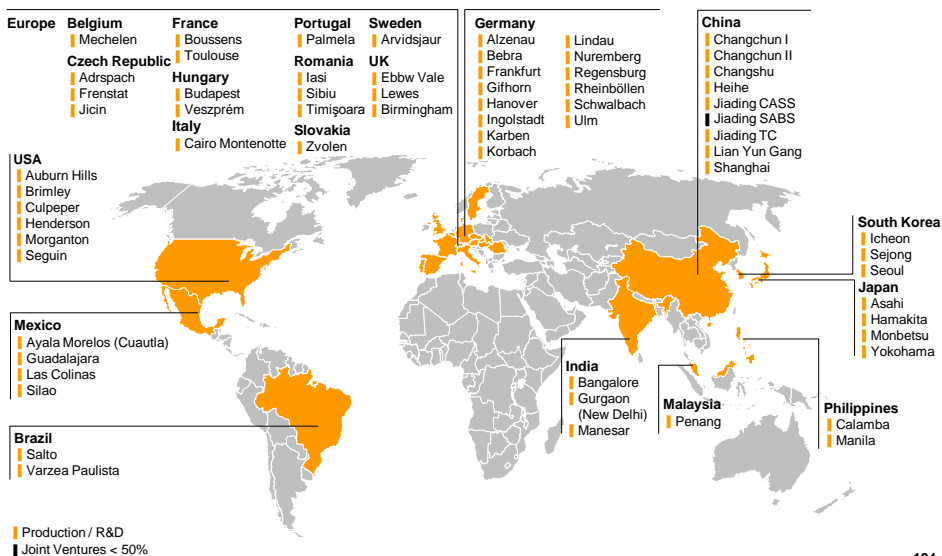





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## VIII. Chassis & Safety

### Locations Worldwide

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



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## VIII. Chassis & Safety

### Key Figures<sup>1</sup>

(in mn €)	2012	2013	2014
Sales	7,052.5	7,269.2	7,514.9
EBITDA	1,007.9	990.2	1,018.1
in % of sales	14.3	13.6	13.5
EBIT	672.7	598.9	680.2
in % of sales	9.5	8.2	9.1
EBIT adjusted <sup>2</sup>		692.0	708.5
in % of sales <sup>2</sup>		9.5	9.4
Operating assets (average)	4,097.4	4,032.6	3,956.5
ROCE	16.4	14.9	17.2
R, D & E expenses	500.2	535.3	629.5
in % of sales	7.1	7.4	8.4
Capex <sup>3</sup>	383.8	401.7	411.6
in % of sales	5.4	5.5	5.5
Depreciation & amortization <sup>4</sup>	335.2	391.3	337.9
in % of sales	4.8	5.4	4.5
thereof impairment <sup>5</sup>	-2.0	41.4	4.7

<sup>1</sup> IAS 19 (rev. 2011) applied starting 2013. The 2012 figures have been restated accordingly.

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

<sup>3</sup> Capital expenditure on property, plant and equipment, and software.

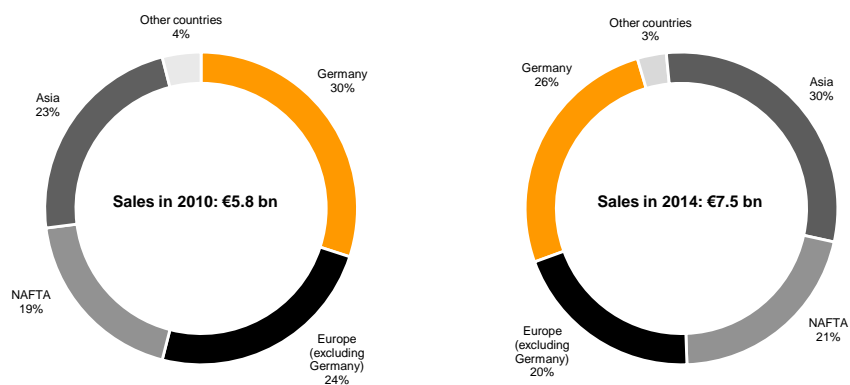
<sup>4</sup> Excluding impairment on financial investments.

<sup>5</sup> Impairment also includes necessary reversals of impairment losses.

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## VIII. Chassis & Safety

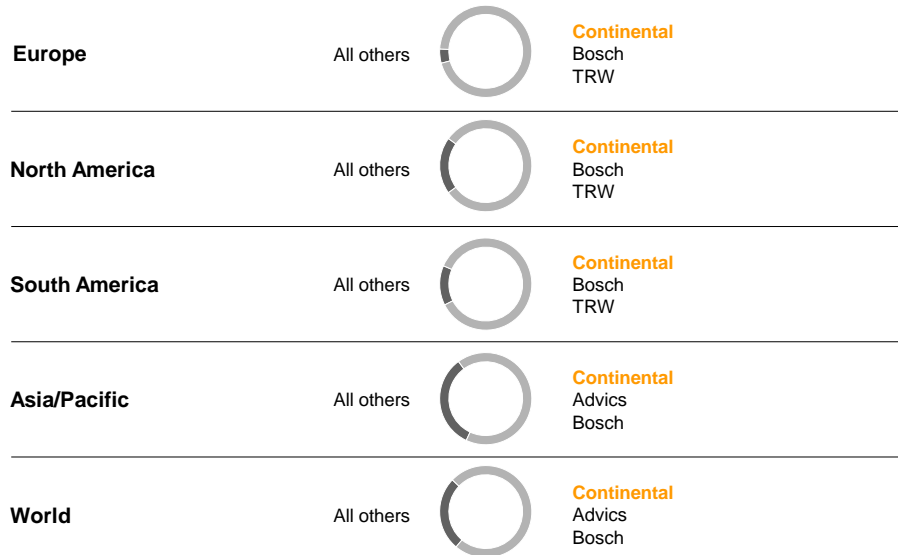
### Sales by Market



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### VIII. Chassis & Safety

#### Market Position for Electronic Brake Systems 2014



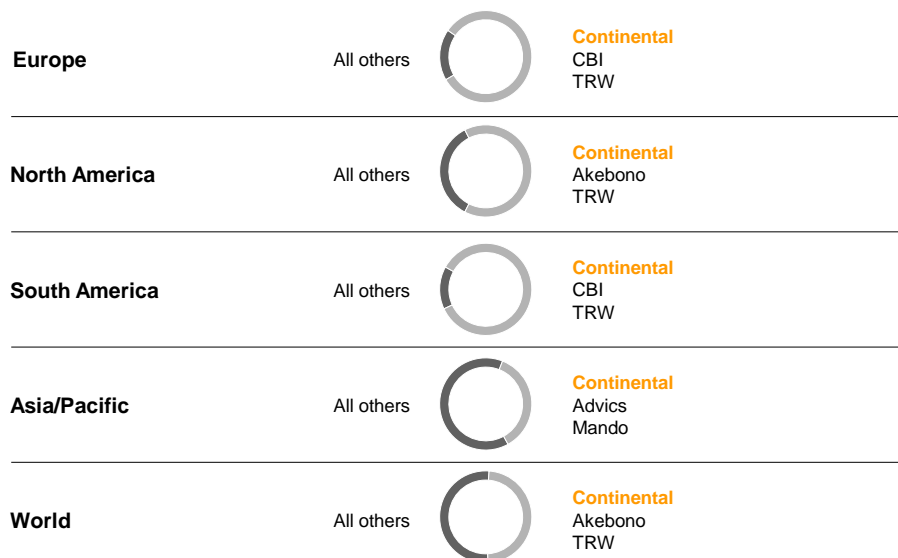
Source: Continental estimates.

■ Market share of all suppliers other than top 3

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### VIII. Chassis & Safety

#### Market Position for Foundation Brake Systems 2014



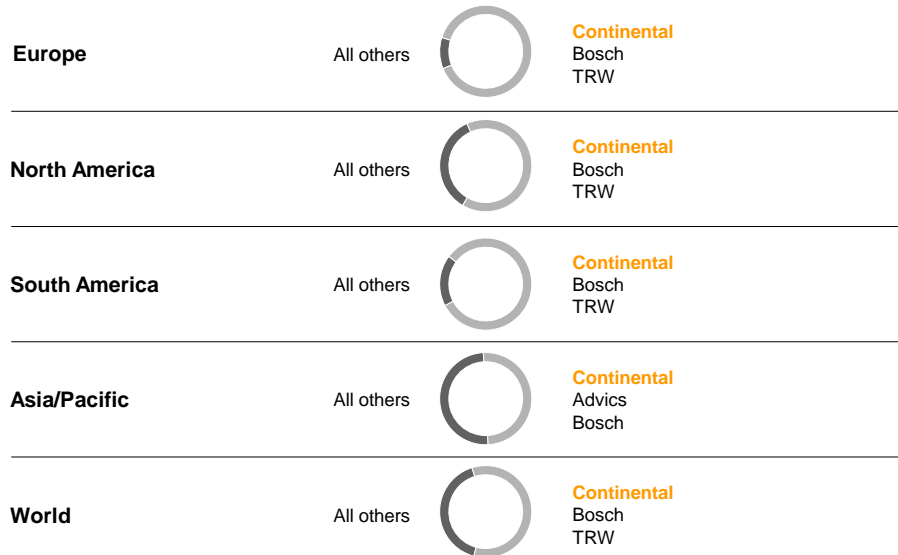
Source: Continental estimates.

■ Market share of all suppliers other than top 3

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### VIII. Chassis & Safety

#### Market Position for Actuation 2014



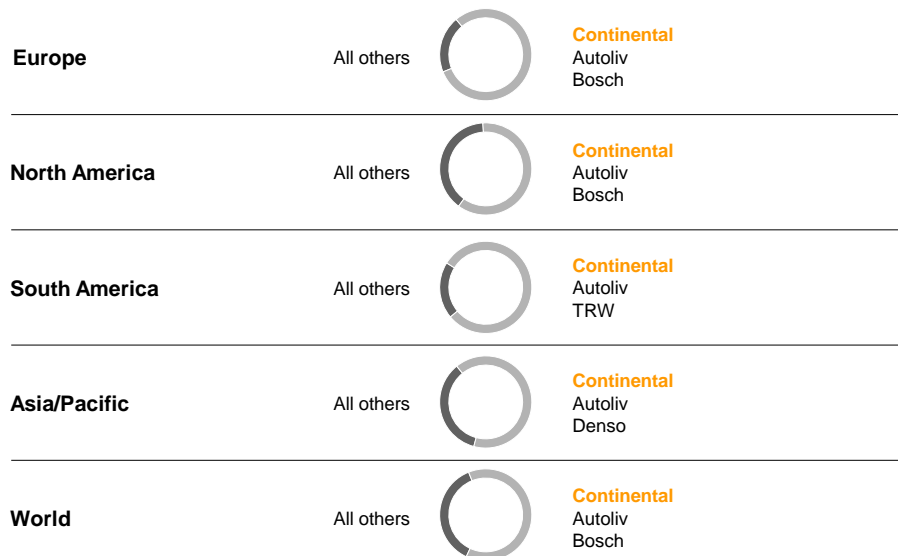
Source: Continental estimates.

■ Market share of all suppliers other than top 3

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### VIII. Chassis & Safety

#### Market Position for Airbag Electronics 2014



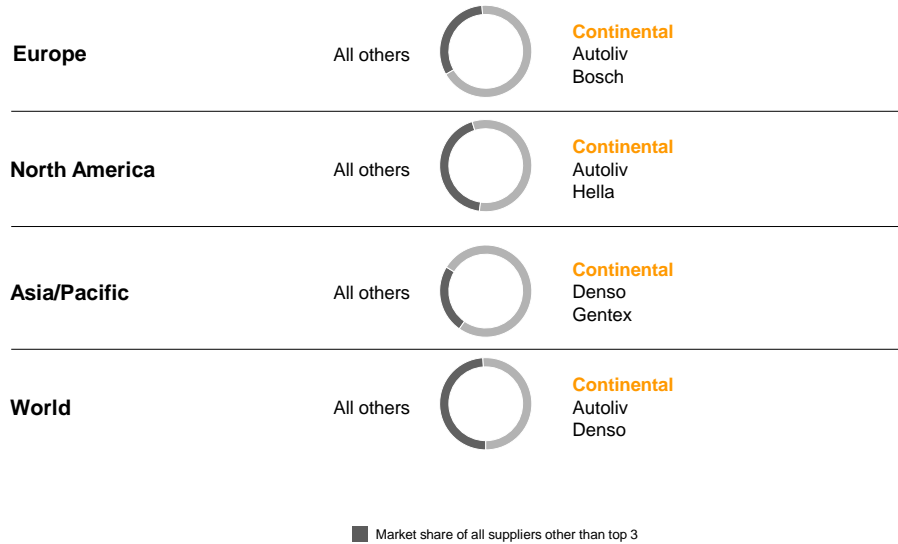
Source: Continental estimates.

■ Market share of all suppliers other than top 3

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### VIII. Chassis & Safety

#### Market Position for Advanced Driver Assistance Systems 2014

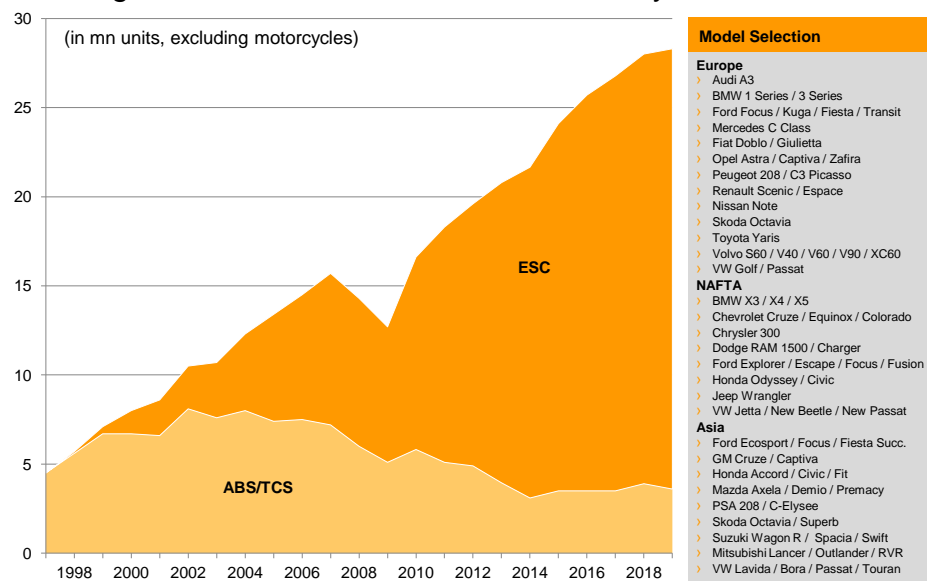


Source: Continental estimates.

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### VIII. Chassis & Safety

#### Growing Sales Volume for Electronic Brake Systems



Source: Continental estimates.

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## Topics

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## VIII. Powertrain Business Units and Key Products

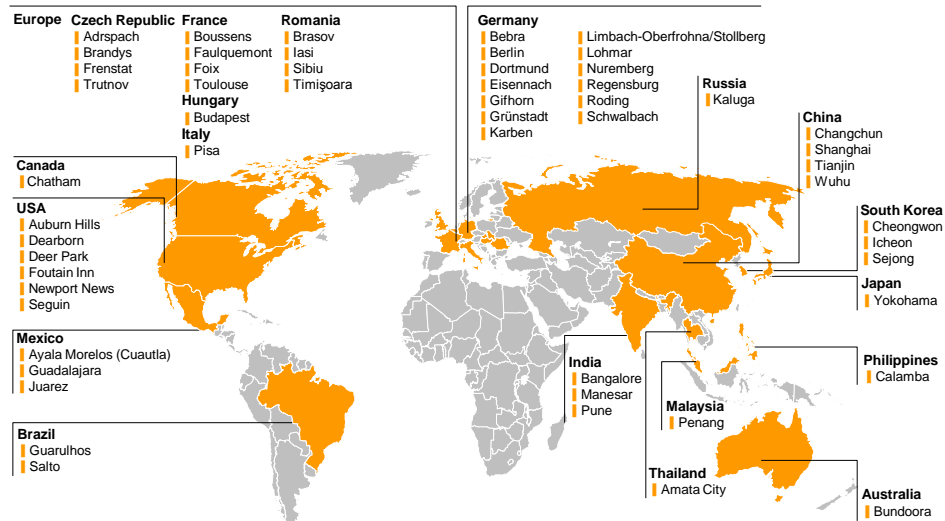
Engine Systems	Transmission	Hybrid Electric Vehicle	Sensors & Actuators	Fuel & Exhaust Management
<ul style="list-style-type: none"> <li>› Engine Management Systems and fuel components for</li> <li>› Diesel Piezo Common Rail Injection System</li> <li>› Gasoline Solenoid Direct Injection</li> <li>› Gasoline Port Injection</li> <li>› Liquefied Petroleum Gas (LPG) and Compressed Natural Gas (CNG)</li> <li>› Aftertreatment</li> <li>› Engine Management Systems and after-treatment products for commercial vehicle applications</li> <li>› Turbochargers</li> </ul>	<ul style="list-style-type: none"> <li>› Control units for</li> <li>› Automatic transmission</li> <li>› Double clutch transmission</li> <li>› Automated manual transmission</li> <li>› Continuously variable transmission</li> <li>› Control units for 4x4 and AWD applications</li> <li>› Transfer cases</li> <li>› Differentials</li> <li>› Limited slip coupling</li> <li>› Axle disconnect</li> </ul>	<ul style="list-style-type: none"> <li>› Power electronics</li> <li>› Electric motors</li> <li>› Battery management systems</li> <li>› Energy management</li> <li>› Power net systems</li> </ul>	<ul style="list-style-type: none"> <li>› Actuators for</li> <li>› Electric pumps</li> <li>› Electric throttle &amp; air control</li> <li>› Exhaust &amp; emission</li> <li>› General purpose</li> <li>› Exhaust &amp; emission sensors for</li> <li>› Exhaust gas</li> <li>› Fluids: Oil level, fuel, UREA</li> <li>› Temperature</li> <li>› Engine &amp; transmission sensors</li> <li>› Airflow</li> <li>› Combustion</li> <li>› Position</li> <li>› Pressure</li> <li>› Door handle sensors</li> </ul>	<ul style="list-style-type: none"> <li>› Fuel delivery modules</li> <li>› Fuel level sensors</li> <li>› Fuel pumps</li> <li>› Electronics for fuel pump control</li> <li>› Fluid level sensor with sealed contact system</li> <li>› Catalysts and filters</li> <li>› Tank-integrated UREA dosing system</li> </ul>
				

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## VIII. Powertrain

### Locations Worldwide

52 sites for production and R&D in 19 countries. Divisional headquarters in Regensburg, Germany.



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## VIII. Powertrain

### Key Figures<sup>1</sup>

(in mn €)	2012	2013	2014
Sales	6,134.8	6,260.3	6,494.3
EBITDA	609.0	650.2	443.3
in % of sales	9.9	10.4	6.8
EBIT	48.3	179.5	-96.8
in % of sales	0.8	2.9	-1.5
EBIT adjusted <sup>2</sup>		319.7	259.2
in % of sales <sup>2</sup>		5.1	4.1
Operating assets (average)	3,028.1	2,936.9	2,733.0
ROCE	1.6	6.1	-3.5
R, D & E expenses	529.0	561.8	635.1
in % of sales	8.6	9.0	9.8
Capex <sup>3</sup>	395.0	360.5	428.0
in % of sales	6.4	5.8	6.6
Depreciation & amortization <sup>4</sup>	560.7	470.7	540.1
in % of sales	9.1	7.5	8.3
thereof impairment <sup>5</sup>	75.9	38.9	168.4

<sup>1</sup> IAS 19 (rev. 2011) applied starting 2013. The 2012 figures have been restated accordingly.

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

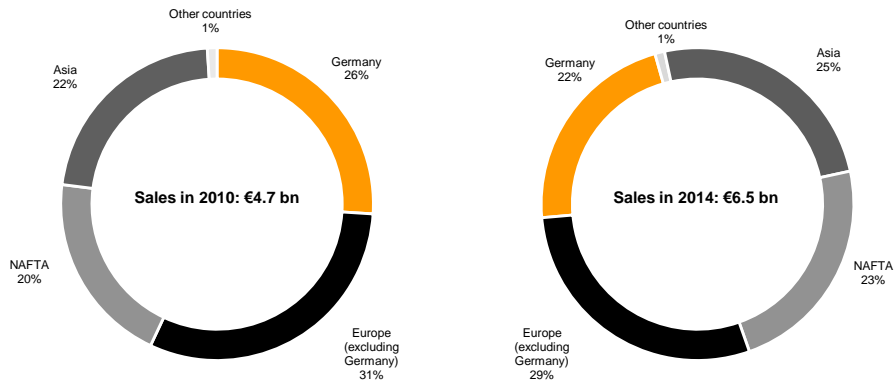
<sup>3</sup> Capital expenditure on property, plant and equipment, and software.

<sup>4</sup> Excluding impairment on financial investments.

<sup>5</sup> Impairment also includes necessary reversals of impairment losses.

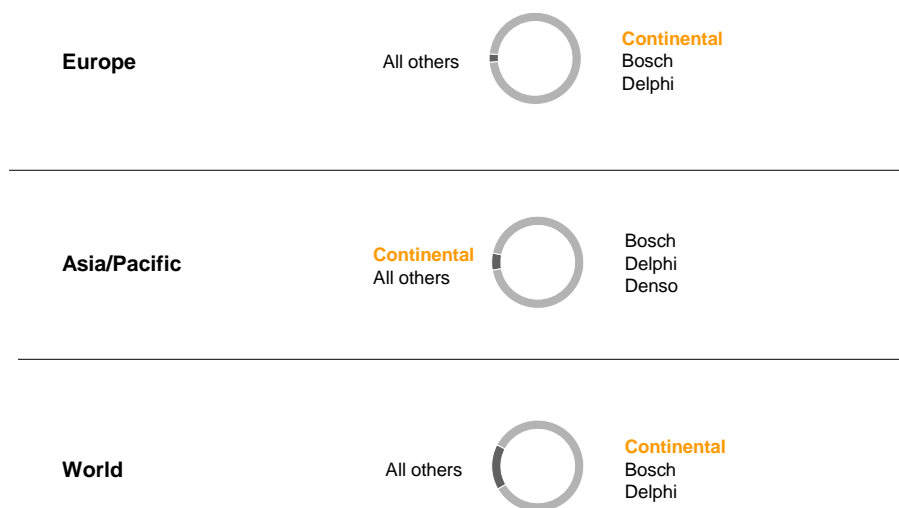
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### VIII. Powertrain Sales by Market



117

### VIII. Powertrain Market Position for Diesel Injection Systems<sup>1</sup> 2014



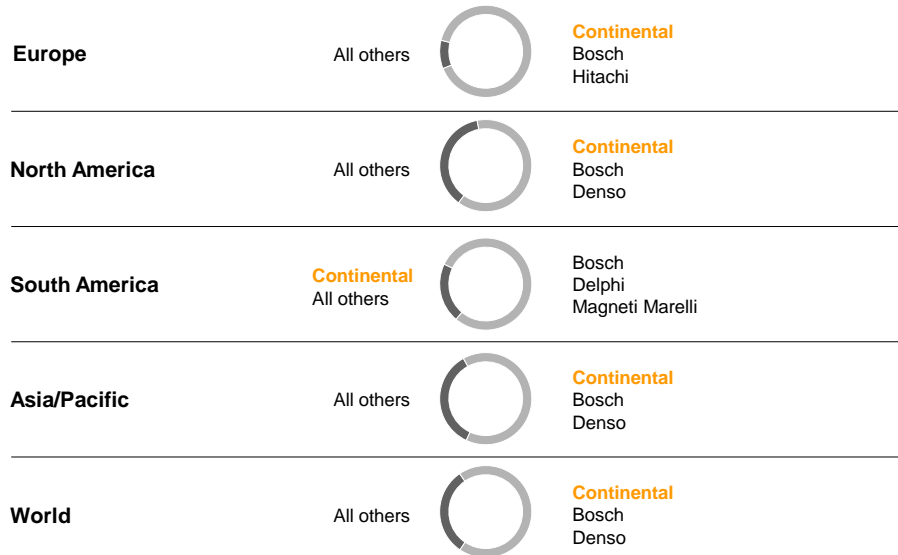
Source: Continental estimates.  
<sup>1</sup> For passenger cars & light trucks.

■ Market share of all suppliers other than top 3

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### VIII. Powertrain

#### Market Position for Gasoline Injection Systems<sup>1</sup> 2014

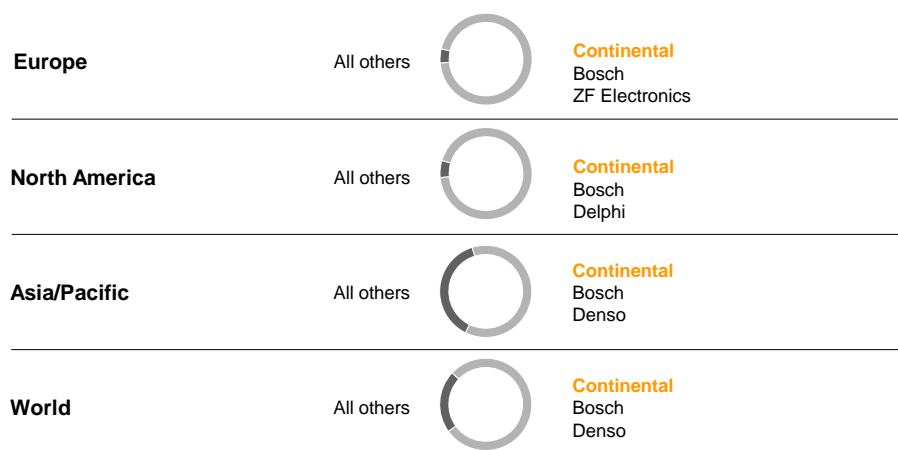


Source: Continental estimates.  
<sup>1</sup> For passenger cars & light trucks.

■ Market share of all suppliers other than top 3

### VIII. Powertrain

#### Market Position for Transmission Control Units<sup>1</sup> 2014



Source: Continental estimates.  
<sup>1</sup> For passenger cars & light trucks.

■ Market share of all suppliers other than top 3

## Topics

<b>I.</b>	<b>Continental at a Glance</b>	<b>3</b>
<b>II.</b>	<b>Continental Strategy</b>	<b>15</b>
<b>III.</b>	<b>Continental Megatrends</b>	<b>25</b>
<b>IV.</b>	<b>Continental Vision</b>	<b>46</b>
<b>V.</b>	<b>Sustainability at Continental</b>	<b>54</b>
<b>VI.</b>	<b>Continental Corporation</b>	<b>66</b>
<b>VII.</b>	<b>Market Data</b>	<b>75</b>
<b>VIII.</b>	<b>Automotive Group – Interior Division</b>	<b>122</b>
<b>IX.</b>	<b>Rubber Group</b>	<b>131</b>
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<b>XI.</b>	<b>Glossary</b>	<b>171</b>

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## VIII. Interior Business Units and Key Products

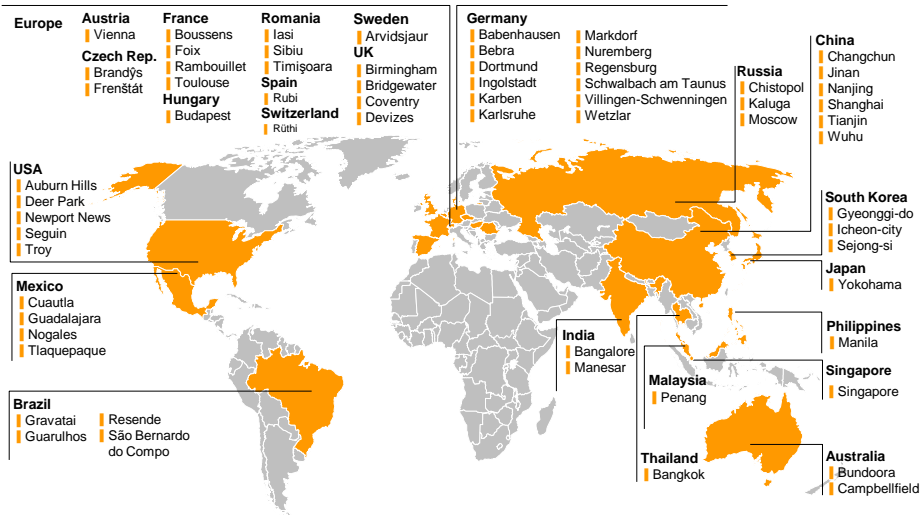
Instrumentation & Driver HMI	Infotainment & Connectivity	Intelligent Transportation Systems	Body & Security	Commercial Vehicles & Aftermarket
<ul style="list-style-type: none"> <li>› Instrument clusters</li> <li>› Display solutions</li> <li>› Head-up displays</li> <li>› Control panels</li> <li>› Central input devices</li> <li>› Interior camera</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; solutions</li> </ul>	<ul style="list-style-type: none"> <li>› Commercial fleet operations &amp; logistics</li> <li>› Emergency management</li> <li>› Maintenance management</li> <li>› Advanced public transportation systems</li> <li>› Advanced traveler information systems</li> <li>› Advanced traffic management systems</li> <li>› Safety &amp; security</li> <li>› Traffic payment</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 and services</li> <li>› Visual and haptical HMI</li> <li>› Powertrain control</li> <li>› Chassis, body and transmission electronics</li> <li>› Wear parts, spare parts, services and multi-brand vehicle diagnostics for the independent aftermarket</li> <li>› Original equipment services</li> </ul>
				

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## VIII. Interior

### Locations Worldwide

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



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## VIII. Interior

### Key Figures<sup>1</sup>

(in mn €)	2012	2013	2014
Sales	6,434.2	6,605.7	7,002.5
EBITDA	853.3	850.2	946.3
in % of sales	13.3	12.9	13.5
EBIT	413.5	380.6	605.9
in % of sales	6.4	5.8	8.7
EBIT adjusted <sup>2</sup>		581.7	708.4
in % of sales <sup>2</sup>		8.9	10.1
Operating assets (average)	4,313.0	3,989.4	3,814.5
ROCE	9.6	9.5	15.9
R, D & E expenses	446.1	492.0	570.9
in % of sales	6.9	7.4	8.2
Capex <sup>3</sup>	257.1	253.3	286.1
in % of sales	4.0	3.8	4.1
Depreciation & amortization <sup>4</sup>	439.8	469.6	340.4
in % of sales	6.8	7.1	4.9
thereof impairment <sup>5</sup>	1.1	47.5	5.8

<sup>1</sup> IAS 19 (rev. 2011) applied starting 2013. The 2012 figures have been restated accordingly.

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

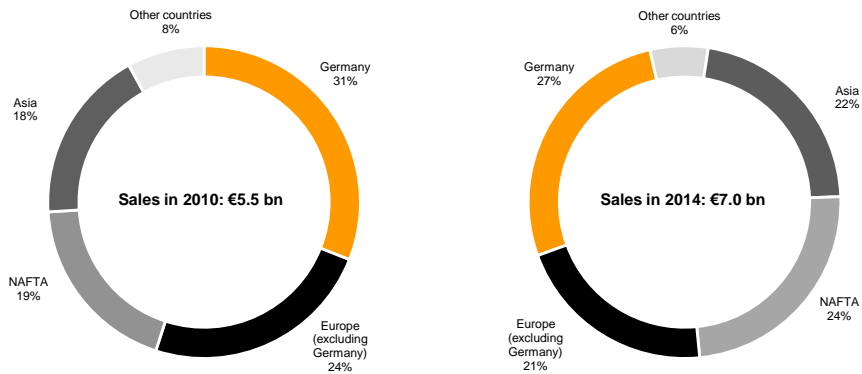
<sup>3</sup> Capital expenditure on property, plant and equipment, and software.

<sup>4</sup> Excluding impairment on financial investments.

<sup>5</sup> Impairment also includes necessary reversals of impairment losses.

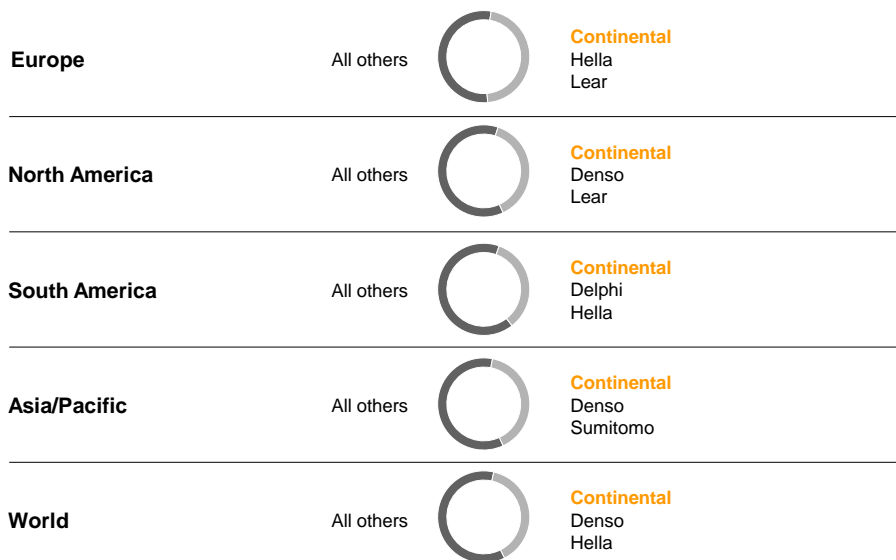
124

### VIII. Interior Sales by Market



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### VIII. Interior Market Position for Body & Security 2014



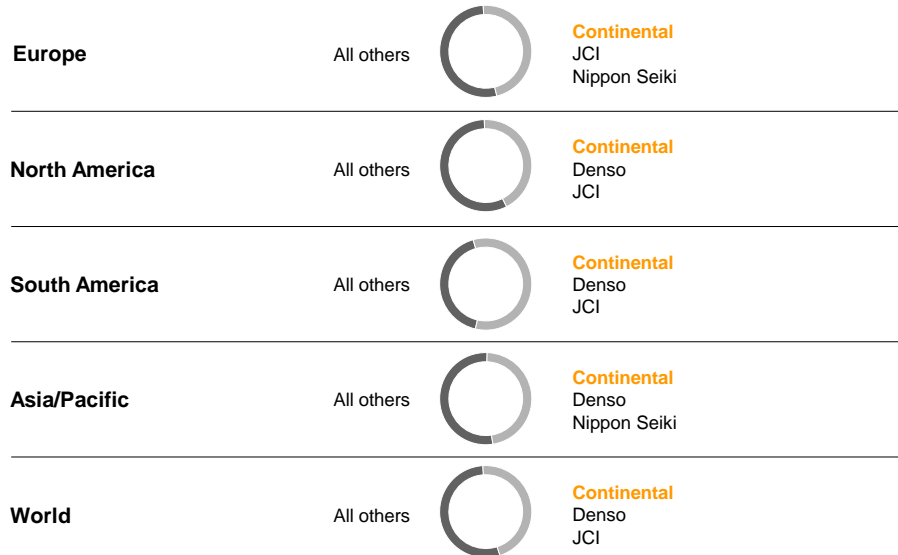
Source: Continental estimates.

Market share of all suppliers other than top 3

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### VIII. Interior

#### Market Position for Instrumentation & Driver HMI<sup>1</sup> 2014

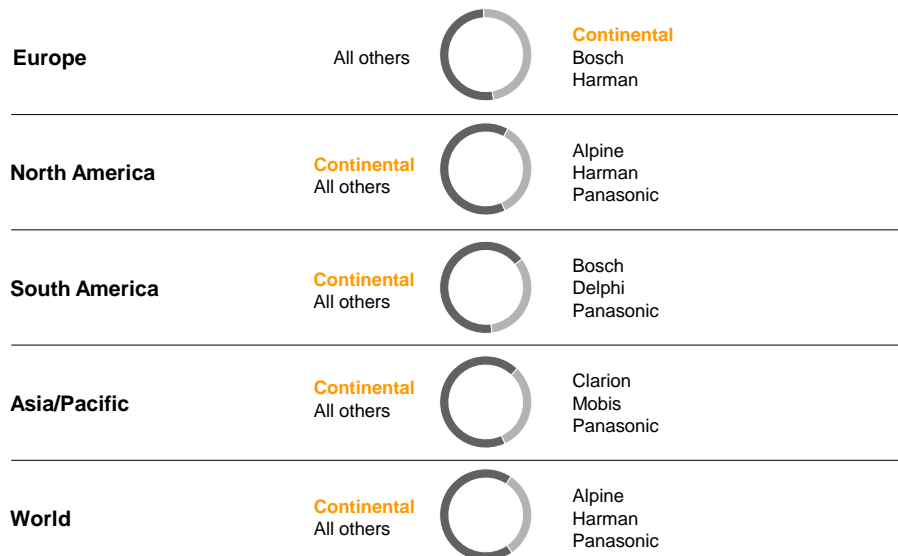


Source: Continental estimates.  
<sup>1</sup> Excluding cockpit modules.

■ Market share of all suppliers other than top 3

### VIII. Interior

#### Market Position for Infotainment & Connectivity 2014



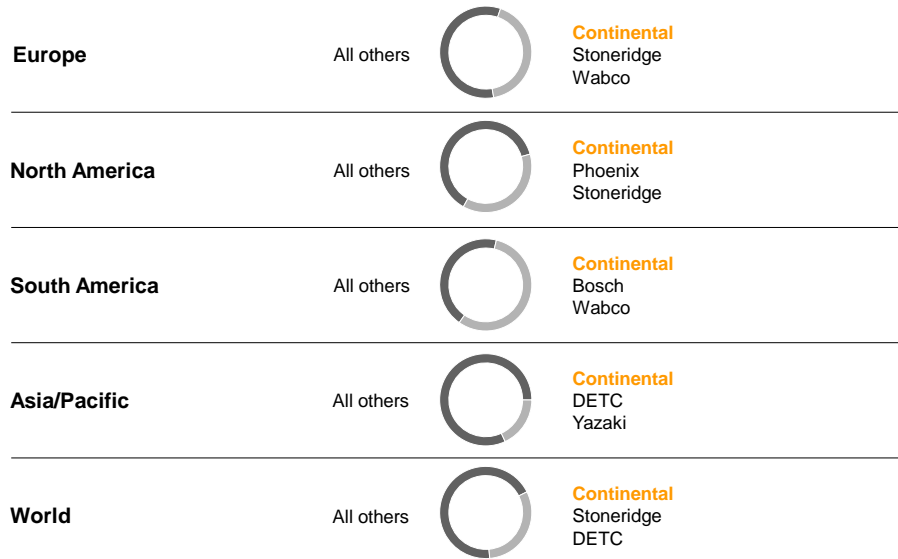
Source: Continental estimates.

■ Market share of all suppliers other than top 3



### VIII. Interior

#### Market Position for Commercial Vehicle<sup>1</sup> 2014



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

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### Topics

<b>I.</b>	<b>Continental at a Glance</b>	<b>3</b>
<b>II.</b>	<b>Continental Strategy</b>	<b>15</b>
<b>III.</b>	<b>Continental Megatrends</b>	<b>25</b>
<b>IV.</b>	<b>Continental Vision</b>	<b>46</b>
<b>V.</b>	<b>Sustainability at Continental</b>	<b>54</b>
<b>VI.</b>	<b>Continental Corporation</b>	<b>66</b>
<b>VII.</b>	<b>Market Data</b>	<b>75</b>
<b>VIII.</b>	<b>Automotive Group</b>	<b>88</b>
<b>IX.</b>	<b>Rubber Group</b>	<b>131</b>
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## IX. Rubber Group

### Key Figures<sup>1</sup>

(in mn €)	2012	2013	2014
Sales	13,261.7	13,355.5	13,637.6
EBITDA	2,564.0	2,714.0	2,832.6
in % of sales	19.3	20.3	20.8
EBIT	2,120.1	2,214.8	2,262.7
in % of sales	16.0	16.6	16.6
EBIT adjusted <sup>2</sup>		2,256.6	2,305.6
in % of sales <sup>2</sup>		16.9	17.2
Operating assets (average)	5,590.7	5,913.3	6,339.2
ROCE	37.9	37.5	35.7
R, D & E expenses	269.5	289.3	302.2
in % of sales	2.0	2.2	2.2
Capex <sup>3</sup>	981.2	964.6	914.9
in % of sales	7.4	7.2	6.7
Depreciation & amortization <sup>4</sup>	443.9	499.2	569.9
in % of sales	3.3	3.7	4.2
thereof impairment <sup>5</sup>	-25.1	-1.1	—

<sup>1</sup> IAS 19 (rev. 2011) applied starting 2013. The 2012 figures have been restated accordingly.

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

<sup>3</sup> Capital expenditure on property, plant and equipment, and software.

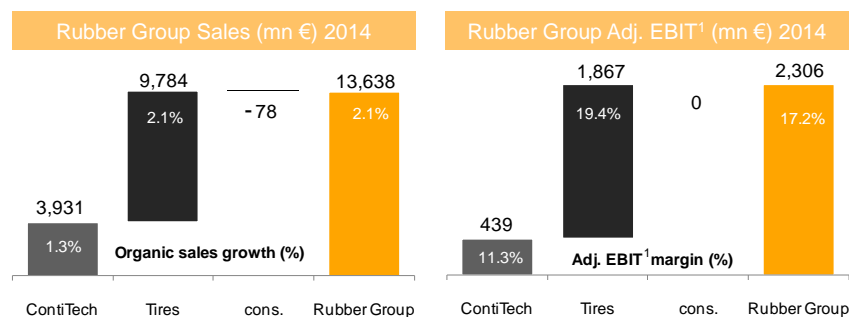
<sup>4</sup> Excluding impairment on financial investments.

<sup>5</sup> Impairment also includes necessary reversals of impairment losses.

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## IX. Rubber Group

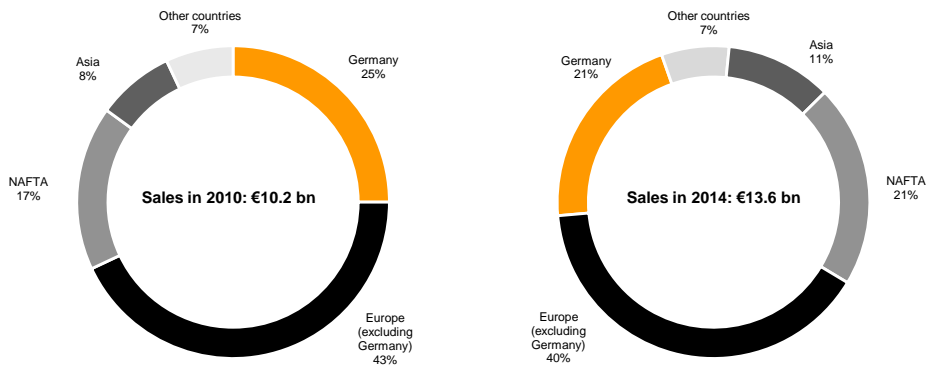
### Sales and Adjusted EBIT<sup>1</sup> by Division



<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects.

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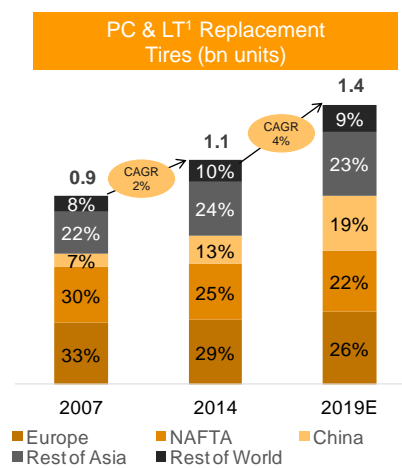
### IX. Rubber Group Sales by Market



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### IX. Rubber Group Growth Opportunities – Replacement Tires Demand for PC & LT Tires

- › Global replacement tire market to grow with a CAGR of 4% from 2014-2019
- › Europe to stay the largest replacement tire market by size; CAGR to accelerate from 2014-2019 to 3%
- › China to keep double digit CAGR from 2014 to 2019

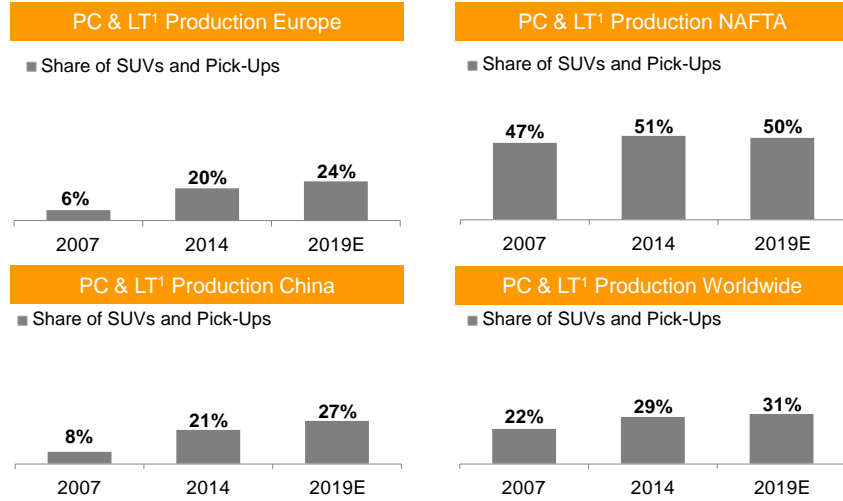


<sup>1</sup> Passenger and light truck replacement tire market; Source: LMC December 2014.

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## IX. Rubber Group

Growth Opportunities – Improving Tire Mix due to rising SUV & Pick-Up Share



<sup>1</sup> Passenger car & light truck (<6t); Source: IHS February 2015.

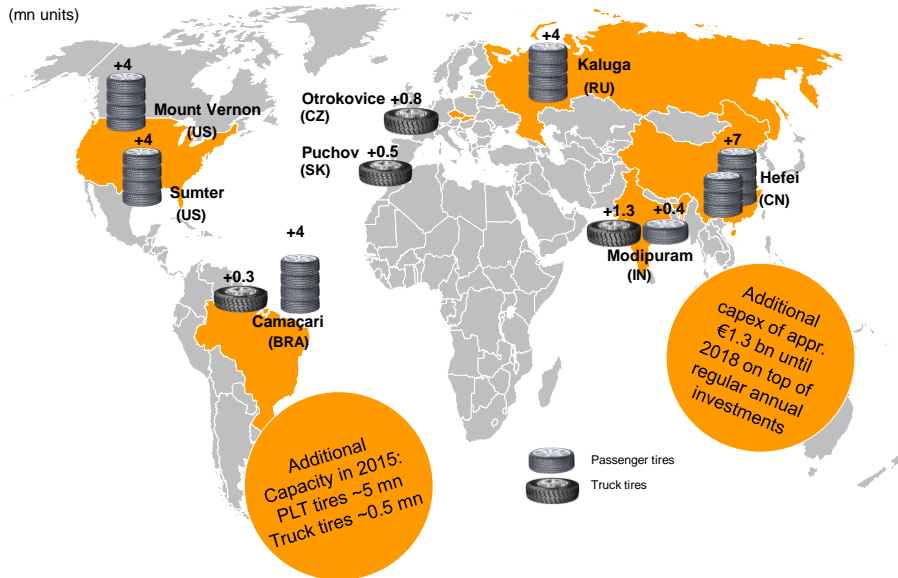
## IX. Rubber Group

Growth Opportunities – Example for Improving Tire Mix on Design Step-Up



## IX. Rubber Group

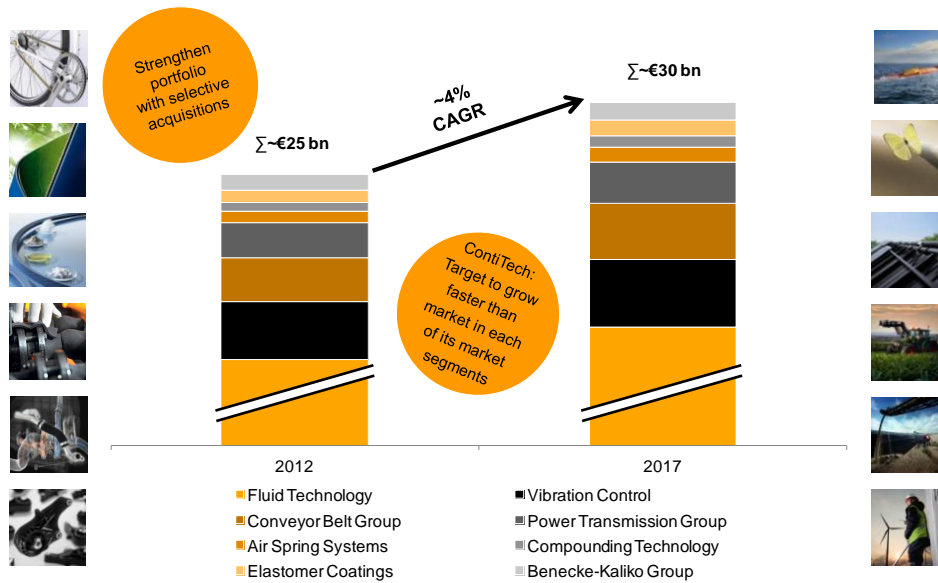
### Additional Tire Production Capacity of 26 mn Units by 2017/18



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## IX. Rubber Group

### Cumulative Market for ContiTech Products



Source: Continental estimates.

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## Topics

<b>I.</b>	<b>Continental at a Glance</b>	<b>3</b>
<b>II.</b>	<b>Continental Strategy</b>	<b>15</b>
<b>III.</b>	<b>Continental Megatrends</b>	<b>25</b>
<b>IV.</b>	<b>Continental Vision</b>	<b>46</b>
<b>V.</b>	<b>Sustainability at Continental</b>	<b>54</b>
<b>VI.</b>	<b>Continental Corporation</b>	<b>66</b>
<b>VII.</b>	<b>Market Data</b>	<b>75</b>
<b>VIII.</b>	<b>Automotive Group</b>	<b>88</b>
<b>IX.</b>	<b>Rubber Group – Tires Division</b>	<b>140</b>
<b>X.</b>	<b>Share and Bond Information</b>	<b>162</b>
<b>XI.</b>	<b>Glossary</b>	<b>171</b>

## IX. 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	
Tires for:				Tires and services for customer segments:				Tires and tubes for:
<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>				<ul style="list-style-type: none"> <li>Goods</li> <li>People</li> <li>Construction</li> </ul>				<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>
Ext. 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> <li>ContiSilent</li> <li>NVH engineering services</li> </ul>				--- Segmentation into Premium, Quality and Budget. <sup>1</sup> Except NAFTA, Colombia, Peru. <sup>2</sup> Only in Australia and China. <sup>3</sup> Trademark rights for Malaysia, Singapore and Brunei. <sup>4</sup> Only in Australia, China, Malaysia and Taiwan.				

## IX. Tires

### Key Figures<sup>1</sup>

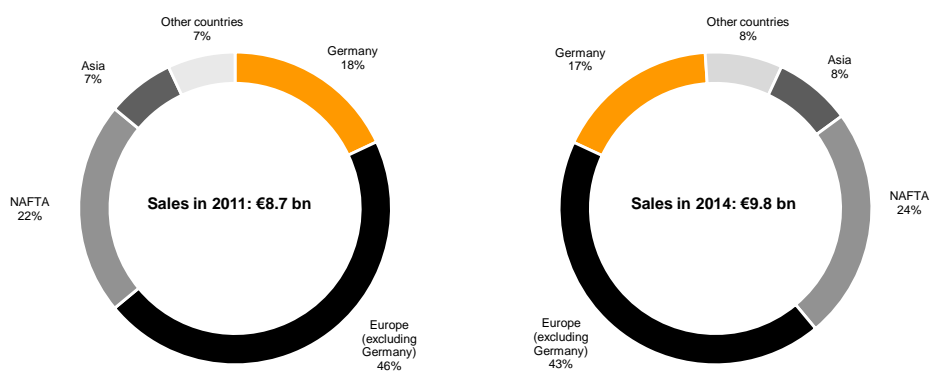
(in mn €)	2012	2013	2014
Sales	9,665.0	9,583.2	9,784.4
EBITDA	2,005.1	2,137.7	2,280.8
in % of sales	20.7	22.3	23.3
EBIT	1,666.5	1,752.7	1,829.4
in % of sales	17.2	18.3	18.7
EBIT adjusted <sup>2</sup>		1,788.3	1,867.1
in % of sales <sup>2</sup>		18.7	19.4
Operating assets (average)	4,430.8	4,645.8	4,932.0
ROCE	37.6	37.7	37.1
R, D & E expenses	195.1	204.7	216.9
in % of sales	2.0	2.1	2.2
Capex <sup>3</sup>	830.2	798.6	724.3
in % of sales	8.6	8.3	7.4
Depreciation & amortization <sup>4</sup>	338.6	385.0	451.4
in % of sales	3.5	4.0	4.6
thereof impairment <sup>5</sup>	-25.1	-1.3	—

<sup>1</sup> IAS 19 (rev. 2011) applied starting 2013. The 2012 figures have been restated accordingly.  
<sup>2</sup> EBIT before amortization of intangible assets from PPA, consolidation and special effects; sales before changes in the scope of consolidation.  
<sup>3</sup> Capital expenditure on property, plant and equipment, and software.  
<sup>4</sup> Excluding impairment on financial investments.  
<sup>5</sup> Impairment also includes necessary reversals of impairment losses.

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## IX. Tires

### Sales by Market



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## IX. Passenger and Light Truck Tires

### Market Share for Passenger and Light Truck Tires<sup>1</sup> 2014



Source: Continental estimates.

<sup>1</sup> Replacement.

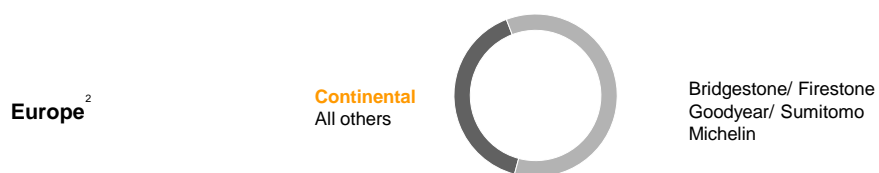
<sup>2</sup> Western and Central including Turkey.

■ Market share of all suppliers other than top 3

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## IX. Commercial Vehicle Tires

### Market Share for Truck Tires<sup>1</sup> 2014



Source: Continental estimates.

<sup>1</sup> Replacement.

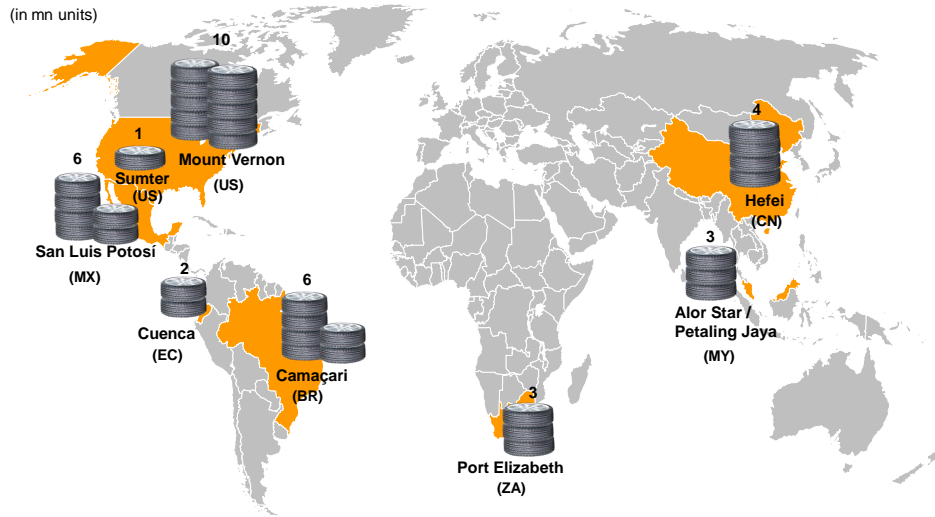
<sup>2</sup> Western and Central, incl. Turkey.

■ Market share of all suppliers other than top 3

144

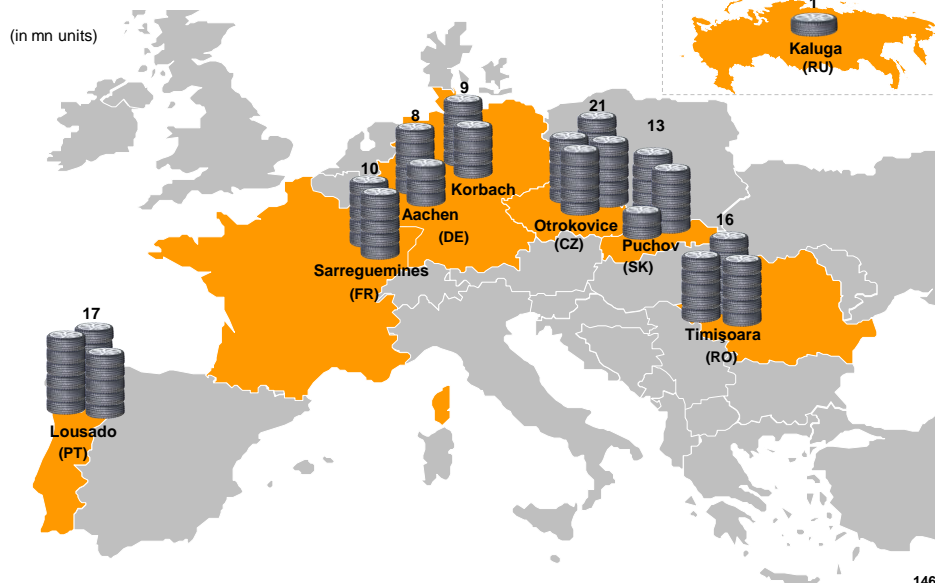


### IX. Passenger and Light Truck Tires Continental Worldwide PLT Production 2014<sup>1</sup>



<sup>1</sup> Without Europe.

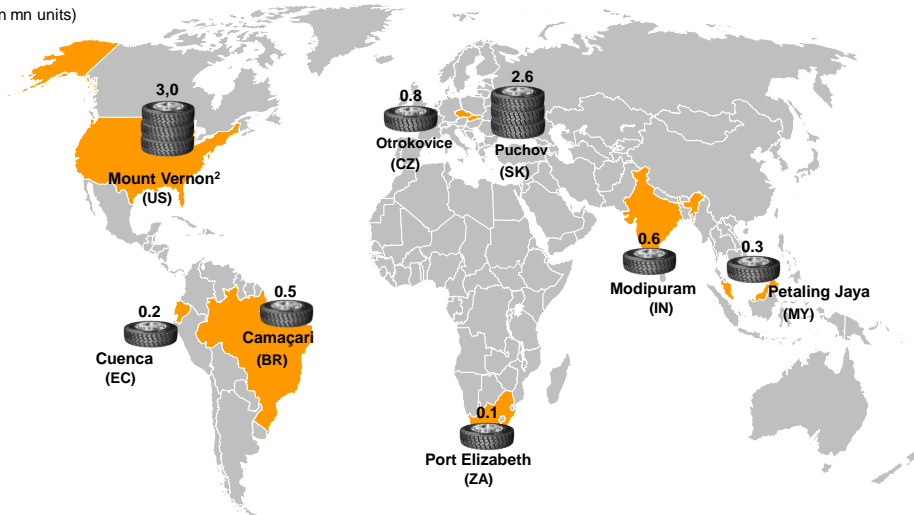
### IX. Passenger and Light Truck Tires Continental European PLT Production 2014



## IX. Commercial Vehicle Tires

### Continental Worldwide Truck Tire Production<sup>1</sup> 2014

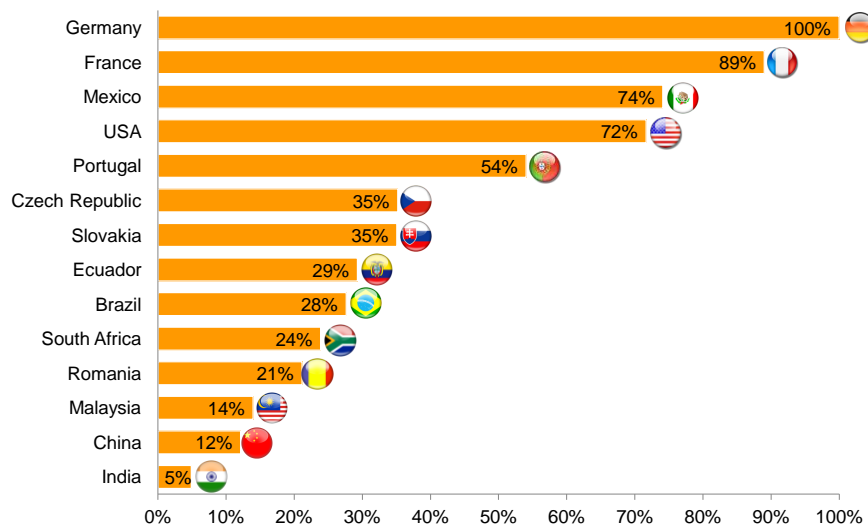
(in mn units)



<sup>1</sup> Production of bias and radial tires.  
<sup>2</sup> Including deliveries to joint venture partners.

## IX. Tires

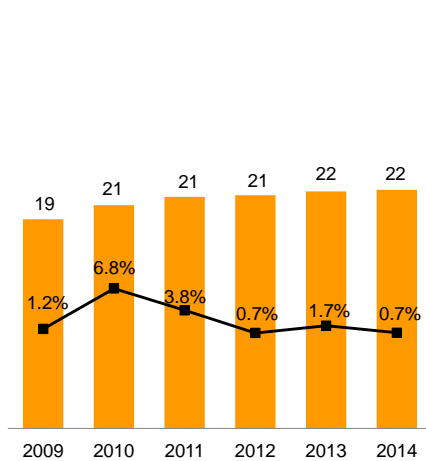
### Cost of Labor at Continental Manufacturing Sites<sup>1</sup>



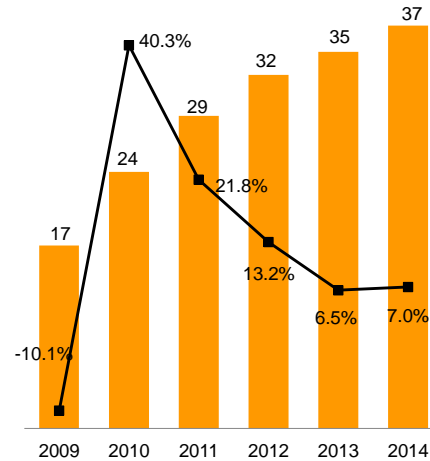
<sup>1</sup> Based on average currency exchange rates 2014.

## IX. Passenger and Light Truck Tires Product Mix Improvement

**Winter tires worldwide<sup>1</sup>**  
(in mn units / increase year-over-year in %)



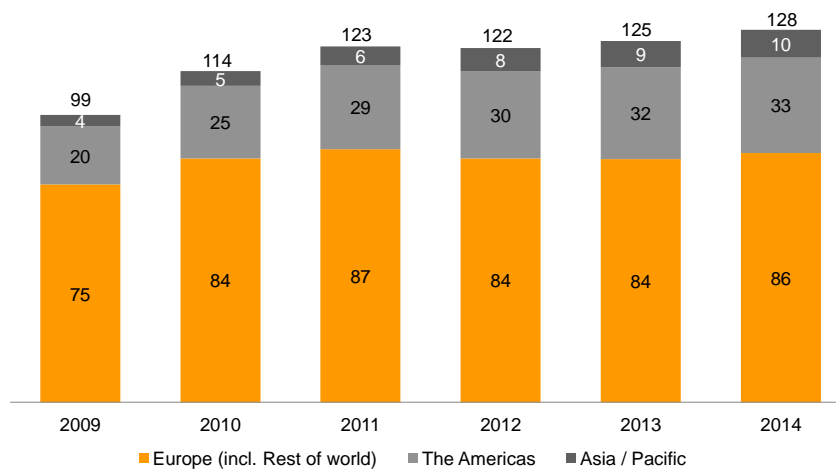
**High performance summer tires worldwide<sup>2</sup>**  
(in mn units / increase year-over-year in %)



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

## IX. Passenger and Light Truck Tires Unit Sales 2009 - 2014

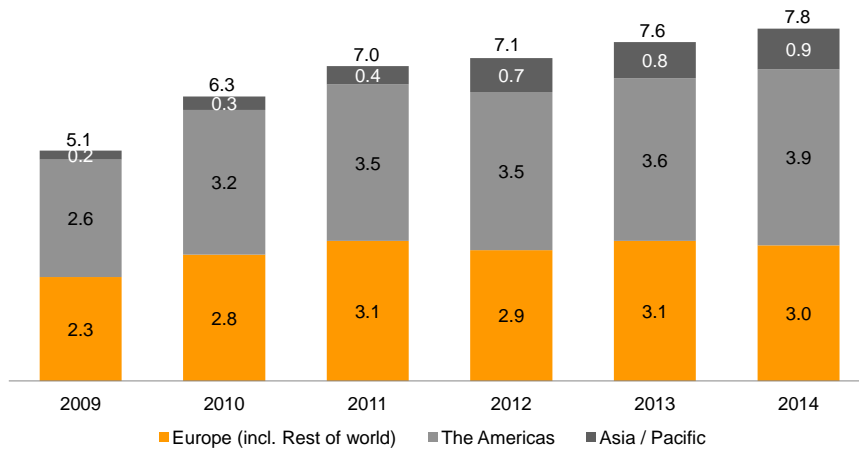
(in mn units)



## IX. Commercial Vehicle Tires

### Unit Sales 2009 - 2014

(in mn units)



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## Topics

<b>I.</b>	<b>Continental at a Glance</b>	<b>3</b>
<b>II.</b>	<b>Continental Strategy</b>	<b>15</b>
<b>III.</b>	<b>Continental Megatrends</b>	<b>25</b>
<b>IV.</b>	<b>Continental Vision</b>	<b>46</b>
<b>V.</b>	<b>Sustainability at Continental</b>	<b>54</b>
<b>VI.</b>	<b>Continental Corporation</b>	<b>66</b>
<b>VII.</b>	<b>Market Data</b>	<b>75</b>
<b>VIII.</b>	<b>Automotive Group</b>	<b>88</b>
<b>IX.</b>	<b>Rubber Group – ContiTech Division</b>	<b>153</b>
<b>X.</b>	<b>Share and Bond Information</b>	<b>162</b>
<b>XI.</b>	<b>Glossary</b>	<b>171</b>

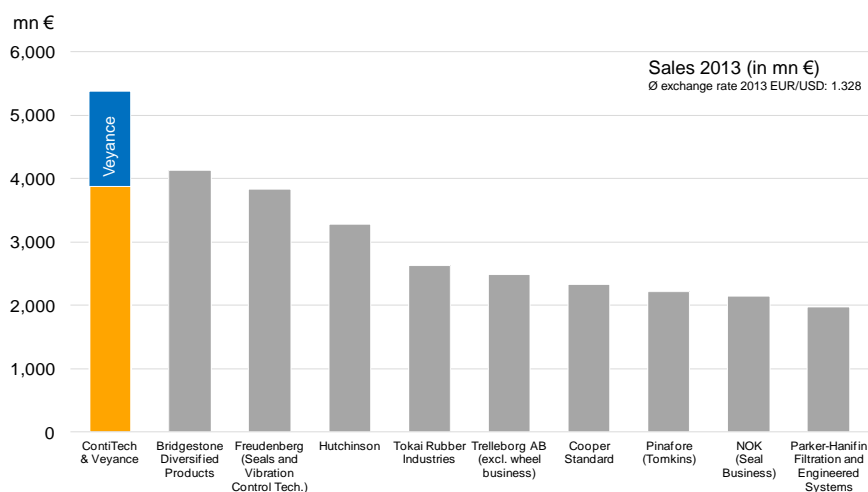
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## IX. ContiTech Business Units and Key Products

<p><b>Air Spring Systems</b></p>  <ul style="list-style-type: none"> <li>&gt; Air suspensions systems for buses, trucks and rail vehicles</li> <li>&gt; Air actuators for pneumatics</li> <li>&gt; Air springs for vibration isolation</li> <li>&gt; Compensators</li> </ul>	<p><b>Benecke-Kaliko Group</b></p>  <ul style="list-style-type: none"> <li>&gt; Technical and decorative surface materials for automotive interior trim</li> <li>&gt; Surface materials for industrial applications</li> </ul>	<p><b>Compounding Technology</b></p>  <ul style="list-style-type: none"> <li>&gt; Compounds</li> <li>&gt; Compound development</li> <li>&gt; Testing services</li> </ul>	<p><b>Conveyor Belt Group</b></p>  <ul style="list-style-type: none"> <li>&gt; Steel cord / fabric belts</li> <li>&gt; Special-purpose belts</li> <li>&gt; Conveyor belts components</li> <li>&gt; PVC light belts</li> <li>&gt; Service material</li> <li>&gt; Rubber track</li> </ul>
<p><b>Elastomer Coatings</b></p>  <ul style="list-style-type: none"> <li>&gt; Coated fabrics</li> <li>&gt; Printing blankets</li> <li>&gt; Diaphragms / diaphragm materials</li> <li>&gt; Gasholder diaphragms</li> <li>&gt; Collapsible fuel tanks</li> <li>&gt; Collapsible tanks</li> <li>&gt; Concertina walls</li> </ul>	<p><b>Fluid Technology</b></p>  <p>Hoses / hose lines for:</p> <ul style="list-style-type: none"> <li>&gt; Exhaust &amp; fuel systems</li> <li>&gt; Powertrain</li> <li>&gt; Air conditioning</li> <li>&gt; Heating / cooling systems</li> <li>&gt; Steering and chassis</li> <li>&gt; Turbocharger</li> <li>&gt; Industrial applications</li> <li>&gt; Oil&amp;Marine</li> </ul>	<p><b>Power Transmission Group</b></p>  <ul style="list-style-type: none"> <li>&gt; V-belts</li> <li>&gt; Multiple V-ribbed belts</li> <li>&gt; Timing belts</li> <li>&gt; Flat belts</li> <li>&gt; Belt drive systems</li> </ul>	<p><b>Vibration Control</b></p>  <ul style="list-style-type: none"> <li>&gt; Rubber-to-metal bonded products</li> <li>&gt; Hydromounts</li> <li>&gt; Mount systems</li> <li>&gt; Precision molded parts</li> <li>&gt; Blow molded parts</li> <li>&gt; Plastic parts</li> </ul>

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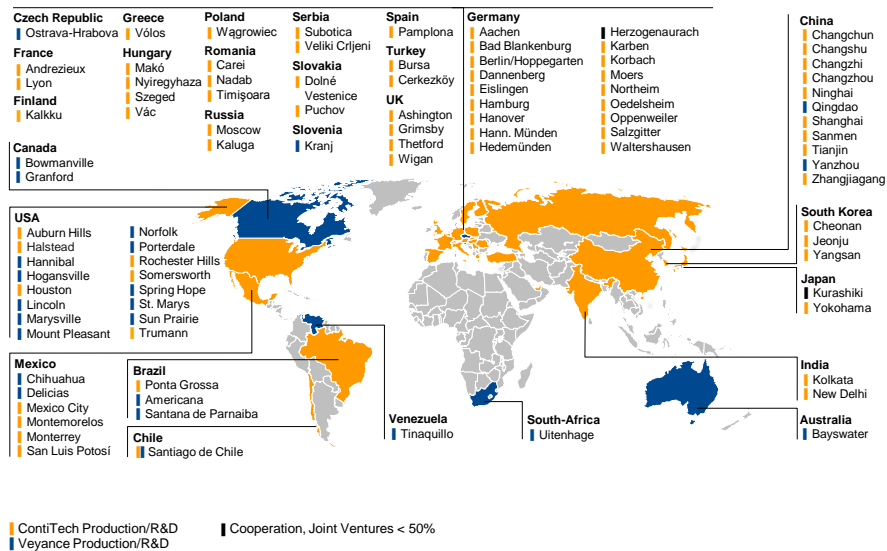
## IX. ContiTech Forming a Global Player in Rubber and Plastics Technologies



Source: Company websites, Annual reports 2013, Bloomberg and European Rubber Journal (ERJ). Calendarized to Dec year-end for NOK Corporation & Tokai Rubber Industries.

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## IX. ContiTech Locations Worldwide



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## IX. ContiTech Key Figures

(in mn €)	2012	2013	2014
Sales	3,711.8	3,878.3	3,931.2
EBITDA	558.9	576.3	551.8
in % of sales	15.1	14.9	14.0
EBIT	453.6	462.1	433.3
in % of sales	12.2	11.9	11.0
EBIT adjusted <sup>2</sup>		468.3	438.5
in % of sales <sup>2</sup>		12.1	11.3
Operating assets (average)	1,159.9	1,267.5	1,407.2
ROCE	39.1	36.5	30.8
R, D & E expenses	74.4	84.6	85.3
in % of sales	2.0	2.2	2.2
Capex <sup>3</sup>	151.0	166.0	190.6
in % of sales	4.1	4.3	4.8
Depreciation & amortization <sup>4</sup>	105.3	114.2	118.5
in % of sales	2.8	2.9	3.0
thereof impairment <sup>5</sup>	0.0	0.2	—

<sup>1</sup> IAS 19 (rev. 2011) applied starting 2013. The 2012 figures have been restated accordingly.

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

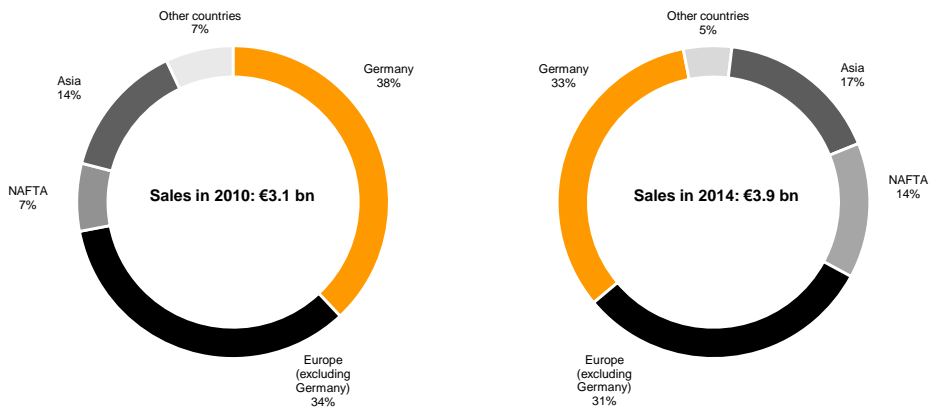
<sup>3</sup> Capital expenditure on property, plant and equipment, and software.

<sup>4</sup> Excluding impairment on financial investments.

<sup>5</sup> Impairment also includes necessary reversals of impairment losses.

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### IX. ContiTech Sales by Market

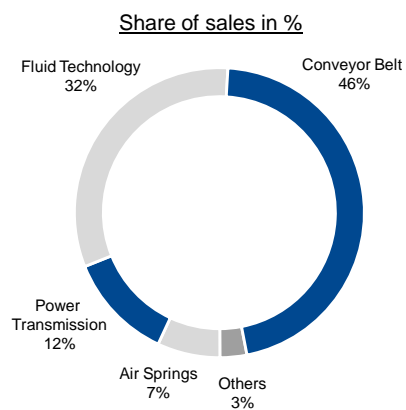
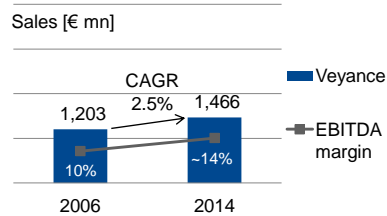


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### IX. ContiTech Veyance at a Glance 2014



- Veyance Technologies Inc. 2014**
- > Sales: € 1.5 bn<sup>1</sup>
  - > EBITDA: € 207 mn<sup>1</sup>
  - > Employees: ~8,500
  - > Representations in over 27 countries
  - > Over 27 locations in 11 countries
  - > 16 R&D-locations
  - > 87% non-OE Automotive

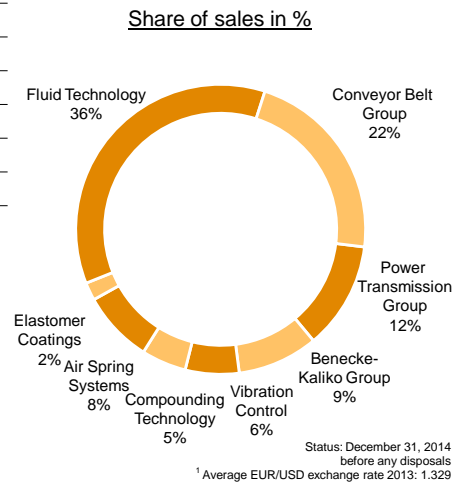
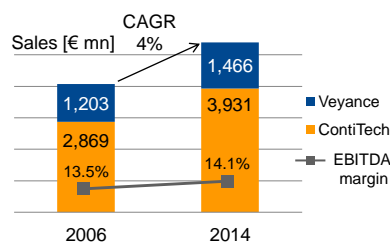


Status: December 31, 2014 before any disposals  
<sup>1</sup> Average EUR/USD exchange rate 2014: 1.3293

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## IX. ContiTech ContiTech and Veyance at a Glance 2014

- › Sales: ~ € 5.4 bn<sup>1</sup>
- › EBITDA: ~ € 759 mn<sup>1</sup>
- › Employees: ~ 41,000
- › More than 120 locations worldwide
- › Around 60 R&D-locations worldwide
- › 54% non-OE Automotive



## IX. ContiTech Product Overview

	Air spring systems/ air actuators	Collapsible containers/straps	Concentina walls	Conveyor belts & service materials	Coupling elements	Diaphragms/diaphragm materials	Drive belts	Elastomer compounds/sheetings	Expansion Joints	Floor coverings	Gas holder diaphragms	Hoses/hose line systems	Industrial composite materials	Insulation materials	Printing blankets and plates	Rubber Track	Sealing elements/ moulded parts	Special conveyor belts	Vehicle interior soft trim	Vibration control technology
Aerospace Industry	X	X	X							X		X	X							
Agriculture	X	X		X		X	X	X				X				X	X	X	X	X
Automotive Industry	X			X		X	X	X				X	X				X	X	X	X
Comm. & Industry Vehicles/Buses	X	X	X			X	X	X				X	X			X	X	X	X	X
Compressors							X					X								X
Energy Industry		X		X	X	X	X	X	X		X	X	X	X				X		X
Food Industry	X					X	X				X	X	X					X		X
Mechanical & Plant Engineering	X	X		X	X	X	X	X	X		X	X	X	X			X	X	X	X
Mining Industry				X			X	X				X				X		X		
Occupational Safety								X					X	X			X			
Printing Industry	X						X	X			X				X					X
Rail Transport Technology	X	X	X	X		X	X	X	X	X		X	X							X
Shipbuilding and Ports	X			X	X		X	X	X			X	X	X				X		X

X: ContiTech  
X: Veyance  
X: both



## Topics

<b>I.</b>	<b>Continental at a Glance</b>	<b>3</b>
<b>II.</b>	<b>Continental Strategy</b>	<b>15</b>
<b>III.</b>	<b>Continental Megatrends</b>	<b>25</b>
<b>IV.</b>	<b>Continental Vision</b>	<b>46</b>
<b>V.</b>	<b>Sustainability at Continental</b>	<b>54</b>
<b>VI.</b>	<b>Continental Corporation</b>	<b>66</b>
<b>VII.</b>	<b>Market Data</b>	<b>75</b>
<b>VIII.</b>	<b>Automotive Group</b>	<b>88</b>
<b>IX.</b>	<b>Rubber Group</b>	<b>131</b>
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<b>XI.</b>	<b>Glossary</b>	<b>171</b>

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## X. Share and 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 as at December 31, 2014	200,005,983

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

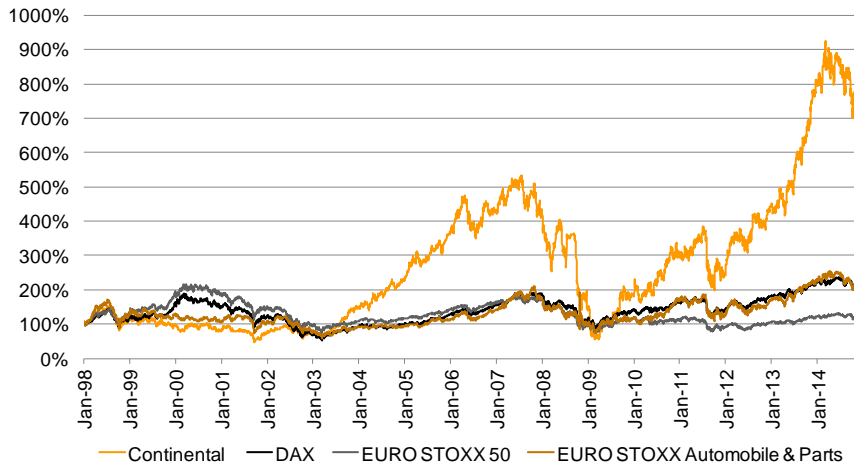
Ratio (ordinary share : ADR)	1:5
Bloomberg ticker	CTTAY
Reuters ticker	CTTAY.PK
ISIN number	US2107712000
ADR level	Level 1
Exchange	OTC
Sponsor	Deutsche Bank Trust Company Americas

<sup>1</sup> As at February 2015.

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### X. Share and Bond Information

#### Share Price Development vs. Major Stock Indexes

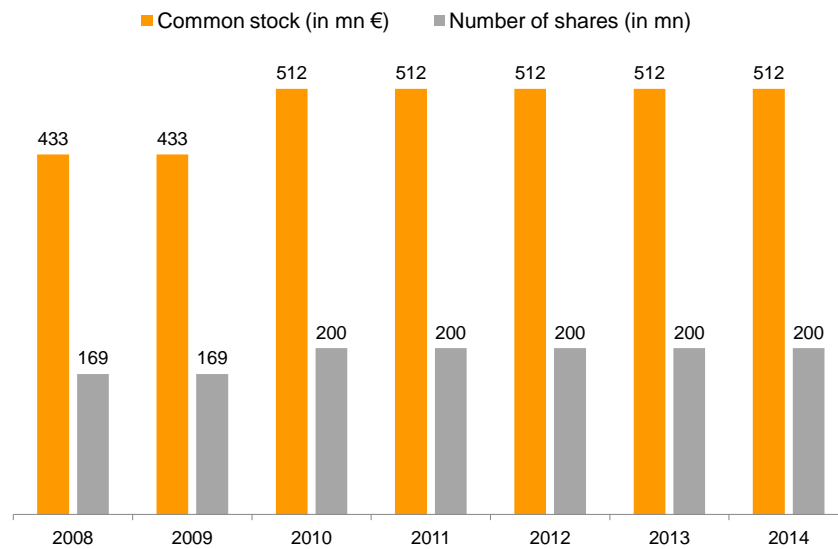


Source: Bloomberg, January 2015.

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### X. Share and Bond Information

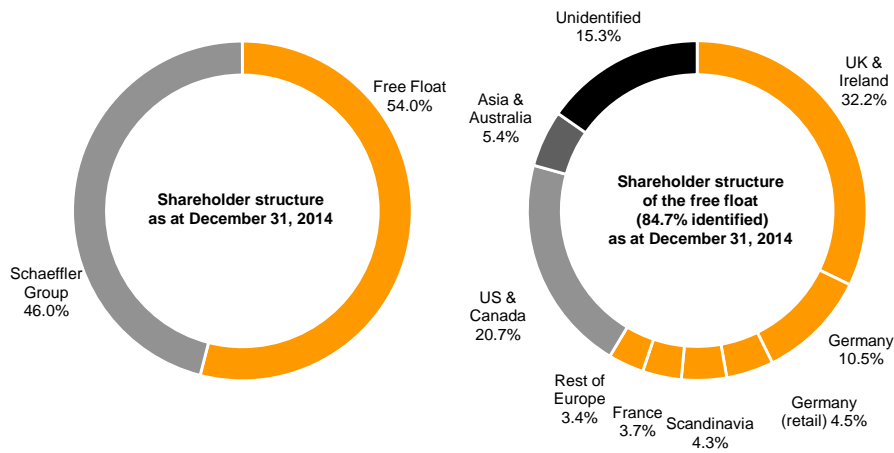
#### Common Stock



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## X. Share and Bond Information

### Shareholder Structure



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## X. Share and Bond Information

### Bond Details

Issuer	Conti-Gummi Finance B.V., Netherlands <sup>1</sup>	Continental AG	Continental Rubber of America, Corp., USA <sup>1</sup>	Continental AG
<b>Issue</b>	Senior Notes	Senior Notes	Senior Notes	Senior Notes
<b>Principal amount</b>	€750 mn	€750 mn	\$950 mn	€750 mn
<b>Offering price</b>	99.595%	98.950%	100.000%	99.228%
<b>Rating at issuance date</b>	Ba1 (Moody's <sup>2</sup> ) BB (S&P) BBB (Fitch <sup>3</sup> )	Ba2 (Moody's <sup>2</sup> ) BB (S&P) BB (Fitch <sup>3</sup> )	Ba3 (Moody's <sup>2</sup> ) BB- (S&P) BB (Fitch <sup>3</sup> )	Ba1 (Moody's <sup>2</sup> ) BB (S&P) BBB (Fitch <sup>3</sup> )
<b>Current corporation and bond rating<sup>3</sup></b>	<b>BBB (Fitch), BBB (S&amp;P), Baa3 (Moody's<sup>4</sup>)</b>			
<b>Coupon</b>	2.5% p.a.	3.0% p.a.	4.5% p.a.	3.125% p.a.
<b>Issue date</b>	Sept. 19, 2013	Jul. 16, 2013	Sept. 24, 2012	Sept. 9, 2013
<b>Maturity</b>	<b>Mar. 20, 2017</b>	<b>Jul. 16, 2018</b>	<b>Sept. 15, 2019</b>	<b>Sept. 9, 2020</b>
<b>Start of period for early redemption (60-90 days' prior notice)</b>	---	---	Sept. 15, 2015	---
<b>Interest payment</b>	Annual Mar. 20	Semi annual Jan. 16/Jul. 16	Semi annual Mar. 15/Sept. 15	Annual Sept. 9
<b>WKN</b>	A1VC6B	A1X24V	A1G9JJ	A1X3B7
<b>ISIN</b>	XS0972719412	XS0953199634	DE000A1G9JJ0	XS0969344083
<b>Denomination</b>	€1,000 with min. tradable amount €1,000	€1,000 with min. tradable amount €1,000	\$1,000 with min. tradable amount \$150,000	€1,000 with min. tradable amount €1,000

<sup>1</sup> Guaranteed by Continental AG only since Apr. 24, 2014.

<sup>2</sup> Non-contracted rating at date of issuance.

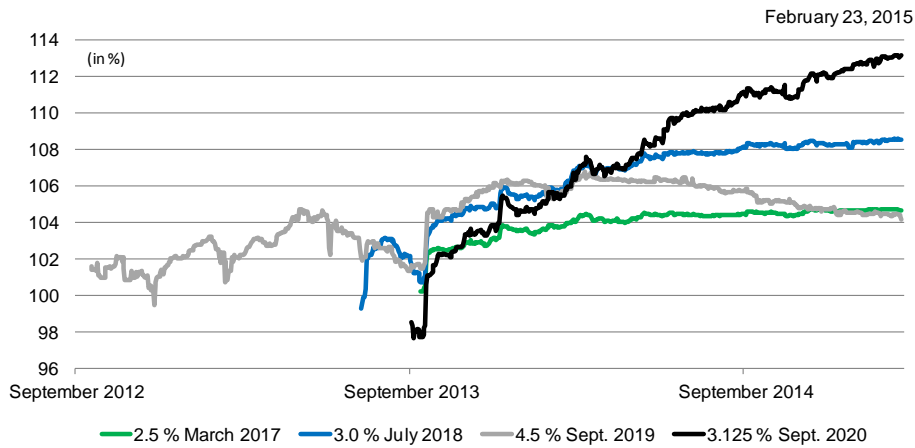
<sup>3</sup> Fitch since Jul. 15, 2013; S&P since Dec. 6, 2013; Moody's since Sept. 19, 2013.

<sup>4</sup> Non-contracted rating since Feb. 1, 2014.

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## X. Share and Bond Information

### Development of the Bonds

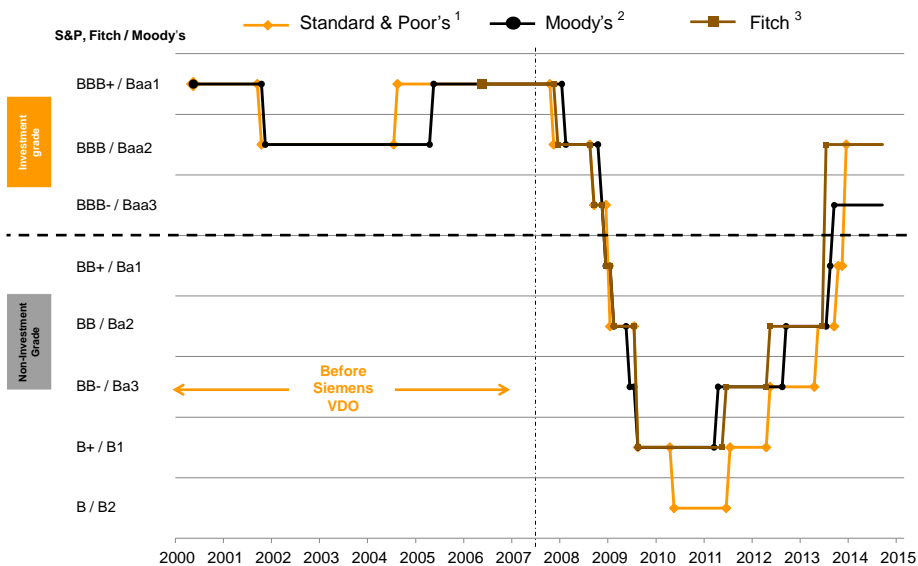


Source: Bloomberg, February 2015.

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## X. Share and Bond Information

### Development of Continental's Credit Rating



<sup>1</sup> Solicited rating since May 2000.

<sup>2</sup> Non-contracted rating since Feb. 1, 2014.

<sup>3</sup> Solicited rating since November 2013.

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## X. Share and Bond Information

### 10 Year Financial Overview

		2014	2013	2012 <sup>5</sup>	2011	2010	2009	2008	2007	2006	2005
<b>Balance sheet</b>											
Non-current assets	in € millions	16,923.3	15,569.5	15,685.7	15,075.5	14,887.9	14,724.6	16,348.4	17,383.9	5,877.9	5,193.8
Current assets	in € millions	13,317.8	11,251.3	11,764.4	10,962.9	9,502.6	8,324.6	8,339.5	10,353.7	4,975.1	5,353.9
Total assets	in € millions	30,241.1	26,820.8	27,450.1	26,038.4	24,390.5	23,049.2	24,687.9	27,737.6	10,853.0	10,547.7
Shareholders' equity (excl. non-controlling interests)	in € millions	10,672.1	9,011.2	7,779.0	7,146.1	5,859.6	3,772.6	5,265.4	6,583.2	4,470.8	3,574.2
Non-controlling interests	in € millions	352.5	311.0	377.4	397.2	343.3	289.1	264.5	272.9	239.1	220.8
Total equity (incl. non-controlling interests)	in € millions	11,024.6	9,322.2	8,156.4	7,543.3	6,202.9	4,061.7	5,529.9	6,856.1	4,709.9	3,795.0
Equity ratio <sup>1</sup>	in %	36.5	34.8	29.7	29.0	25.4	17.6	22.4	24.7	43.4	36.0
Capital expenditure <sup>2</sup>	in € millions	2,045.4	1,981.1	2,019.4	1,711.3	1,296.4	860.1	1,595.2	896.9	805.0	871.8
Net indebtedness	in € millions	2,823.5	4,289.3	5,319.9	6,772.1	7,317.0	8,895.5	10,483.5	10,856.4	1,181.0	493.2
Gearing ratio	in %	25.6	46.0	65.2	89.8	118.0	219.0	189.6	158.3	25.1	13.0
<b>Income statements</b>											
Sales	in € millions	34,505.7	33,331.0	32,736.2	30,504.9	26,046.9	20,095.7	24,238.7	16,619.4	14,887.0	13,837.2
Share of foreign sales	in %	76.6	76.2	75.4	73.7	72.8	71.0	68.5	69.2	67.6	65.8
Cost of sales <sup>4</sup>	in %	74.9	76.6	78.3	79.0	77.8	80.0	80.4	75.8	75.3	74.6
Research and development expenses <sup>3</sup>	in %	6.2	5.6	5.3	5.3	5.6	6.7	6.2	5.0	4.5	4.3
Selling expenses <sup>3</sup>	in %	5.3	5.0	4.8	4.7	5.0	5.6	4.9	5.5	5.7	6.1
Administrative expenses <sup>3</sup>	in %	2.2	2.1	2.0	2.1	2.5	3.0	3.2	2.7	3.0	3.1
EBITDA	in € millions	5,133.8	5,095.0	4,967.4	4,228.0	3,587.6	1,591.2	2,771.4	2,490.6	2,301.5	2,248.9
EBITDA <sup>3</sup>	in %	14.9	15.3	15.2	13.9	13.8	7.9	11.4	15.0	15.5	16.3
Personnel expenses	in € millions	7,757.2	7,124.5	6,813.7	6,354.3	5,891.7	5,199.8	5,746.3	3,652.7	3,175.2	3,054.3
Depreciation and amortization <sup>4</sup>	in € millions	1,789.0	1,831.3	1,781.2	1,631.1	1,652.4	2,631.6	3,067.6	814.8	699.6	741.8
Net income attributable to the shareholders of the parent	in € millions	2,375.3	1,923.1	1,905.2	1,242.2	576.0	-1,649.2	-1,123.5	1020.6	981.9	929.6
<b>Dividend and earnings per share</b>											
Dividend for the fiscal year	in € millions	650.0 <sup>5</sup>	500.0	450.0	300.0	—	—	—	323.4	293.1	145.9
Number of shares at December 31	in millions	200.0	200.0	200.0	200.0	200.0	169.0	169.0	161.7	146.5	145.9
Net income (per share) attributable to the shareholders of the parent	€	11.88	9.62	9.53	6.21	2.88	-9.76	-6.84	6.79	6.72	6.38
<b>Employees</b>											
Annual average	in thousands	186.0	175.4	169.0	159.7	142.7	133.4	148.4	93.9	81.6	81.1

<sup>1</sup> Including non-controlling interests.

<sup>2</sup> Capital expenditure on property, plant and equipment, and software.

<sup>3</sup> As a percentage of sales.

<sup>4</sup> Excluding impairment on financial investments.

<sup>5</sup> Subject to the approval of the Annual Shareholders' Meeting on April 30, 2015.

<sup>6</sup> IAS 19 (revised 2011), Employee Benefits, has been applied since 2012.

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## Topics

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## XI. Glossary

### Financial Glossary

<b>ADR</b>	American Depositary Receipt
<b>Capex</b>	Capital expenditure on property, plant and 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 financial liabilities as recognized in the statement of financial position, cash and cash equivalents, the positive fair values of the derivative instruments as well as other interest bearing investments.
<b>NIAT</b>	Net Income Attributable to the shareholders of the parent
<b>OA</b>	Operating assets are the assets less liabilities as reported in the balance sheet, without recognizing the net indebtedness, discounted trade bills, deferred tax assets, income tax receivable and payable, as well as other financial assets and debts.
<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

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## XI. Glossary

### Product and Division Glossary

<b>ABS</b>	Anti-Lock Brake System	<b>LT</b>	Light Truck
<b>ACC</b>	Adaptive Cruise Control	<b>NVH</b>	Noise Vibration Harshness
<b>ADAS</b>	Advanced Driver Assistance Systems	<b>PC</b>	Passenger Car
<b>CAGR</b>	Compound Annual Growth Rate	<b>PLT</b>	Passenger and Light Truck Tires
<b>C&amp;S</b>	Chassis & Safety Division	<b>PT</b>	Powertrain Division
<b>CT</b>	ContiTech Division	<b>RV</b>	Recreational Vehicle
<b>CV</b>	Commercial Vehicle	<b>SSR</b>	Self-Supporting Runflat Tires
<b>CVT</b>	Commercial Vehicle Tires	<b>SUV</b>	Sport Utility Vehicle
<b>ECU</b>	Electronic Control Unit	<b>TCS</b>	Traction Control System
<b>EBS</b>	Electronic Brake System	<b>TPMS</b>	Tire Pressure Monitoring System
<b>ESC</b>	Electronic Stability Control		
<b>HEV</b>	Hybrid Electric Vehicle		
<b>HMI</b>	Human Machine Interface		
<b>I</b>	Interior Division		

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## Financial Calendar

### 2015

Annual Financial Press Conference	March 5, 2015
Annual Shareholders' Meeting	April 30, 2015
Q1 Financial Report	May 7, 2015
Half Year Financial Report	August 4, 2015
Nine Month Financial Report	November 9, 2015

### 2016

Annual Financial Press Conference	March 2016
Annual Shareholders' Meeting	April 29, 2016
Q1 Financial Report	May 2016
Half Year Financial Report	August 2016
Nine Month Financial Report	November 2016

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