



Preliminary Results for FY 2019

Hanover – March 5, 2020

Ticker: CON
ADR-Ticker: CTTAY
<http://www.continental-ir.com>

Wolfgang Schaefer – CFO

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1 | Current Market Situation

Continental Transformation Progressing Under Challenging Conditions

Review 2019

- › Global PC<¹ production -6% YoY
 - Weakness in key German and U.S. markets in Q4
 - › Tepid conditions in Tires
 - Warm weather impacted European winter tire market
 - › Softening industrial and aftermarket business activities
- ☑ Updated guidance achieved

Challenges 2020

- › Continued headwinds from:
 - Difficult market conditions
 - Economic and political uncertainty
 - Regulatory changes
 - Technology disruption
 - › COVID-19
 - Significant impact on Q1
 - Visibility changing on day-by-day basis
- ☑ Examining further cost reduction measures beyond current structural program

Continental moving forward

- › Automotive: New organization
 - › Tires: Manage challenges in Europe, ramp up new US and Asia plants
 - › ContiTech: Continue margin enhancement program
 - › New remuneration system in place
-
- › Continental CMD² on June 3-4, 2020
 - › Vitesco Technologies spin-off on track³; CMD² on March 23, 2020

¹ Passenger cars and light trucks <6t

² Capital Market Day

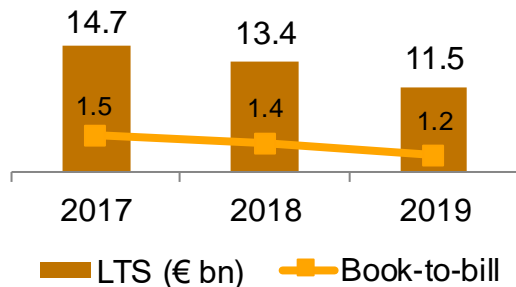
³ Subject to Supervisory Board approval and the approval of the Annual Shareholders' Meeting on April 30, 2020

2 | Corporation Highlights

Order Intake (LTS¹) in the Automotive Group of Around €33 bn in 2019

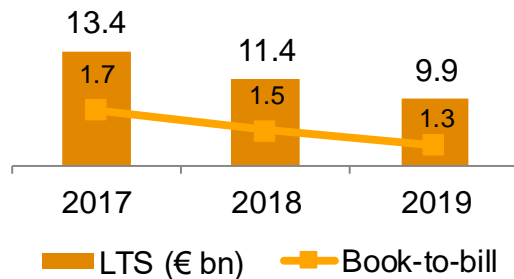
Chassis & Safety

- › Around €4 bn in ADAS, thereof:
 - ~20% ADCU
 - ~40% new radar generation including first contract for 4D imaging radar



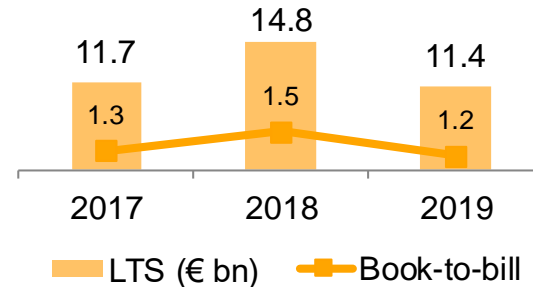
Powertrain

- › HEV order intake at ~€1.8 bn
- › Underlying business (i.e. ECUs, sensors, etc.) excluding non-core ICE at 1.4 times book-to-bill



Interior

- › Transition from analog to digital clusters
- › Increasing backlog for high performance computers; 2 additional orders won



¹ LTS = Life time sales

2 | Corporation Highlights

Update on Current Structural Program

Performance and Cost Management

- ✓ Labor force adaption; variable headcount down 4.6% YoY in Automotive¹
- ✓ Reductions in capex vs. prior year excluding IFRS 16
- ✓ Optimization of working capital
- Evaluation of further measures

Footprint

- ✓ Implementation underway at multiple locations in all divisions
- Evaluation of further adjustments to production, R&D and administrative footprints

Portfolio

- ✓ Interior: Sale of 50% stake in SAS JV
- ✓ Powertrain: Decision to exit / phase out non-core ICE businesses
- ✓ Exit from Pedelec
- Evaluation of exit / phase-out of further businesses and (sub)segments

~€500 million

Reduction in gross costs
annually from 2023

~€1.1 billion

one-time costs, mostly
incurred by end of 2020

¹ Excluding acquisitions

2 | Corporation Highlights

Most Important KPIs for FY 2019

	FY 2018	FY 2019	Delta	Comments
Sales	€44.4 bn	€44.5 bn	+0.2%	Organic growth -2.6%; FX +€648 mn
Adj. EBIT ¹	€4.1 bn	€3.2 bn	-21.5%	
Adj. EBIT ¹ margin	9.3%	7.4%	-190 bps	
PPA ²	-€173 mn	-€183 mn		
Special effects	€80 mn	-€3.3 bn		
Non-cash impairment effect		-€2.5 bn		
Carve-out effects	-€41 mn	-€46 mn		
Restructuring	-€20 mn	-€0.7 bn		Structural program: €665 mn
Other effects	+€141 mn	-€0.1 bn		
NIAT ³	€2.9 bn	-€1.2 bn		
Free cash flow before acquisitions ⁴	€1.9 bn	€1.3 bn	-30.6%	IFRS 16 impact on D&A ⁶ +€346 mn
Gearing ratio	9%	26%		IFRS 16 impact +1,080 bps
Equity ratio	45%	37%		
Trailing ROCE ⁵	17.0%	-1.0%	-1,800 bps	IFRS 16 impact +10 bps
Dividend per share	€4.75	€4.00 ⁷		

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

² Amortization of intangibles from PPA

³ Attributable to the shareholders of the parent

⁴ In 2018 excluding net effect of U.S. pension funding, in 2019 excluding carve-out effects

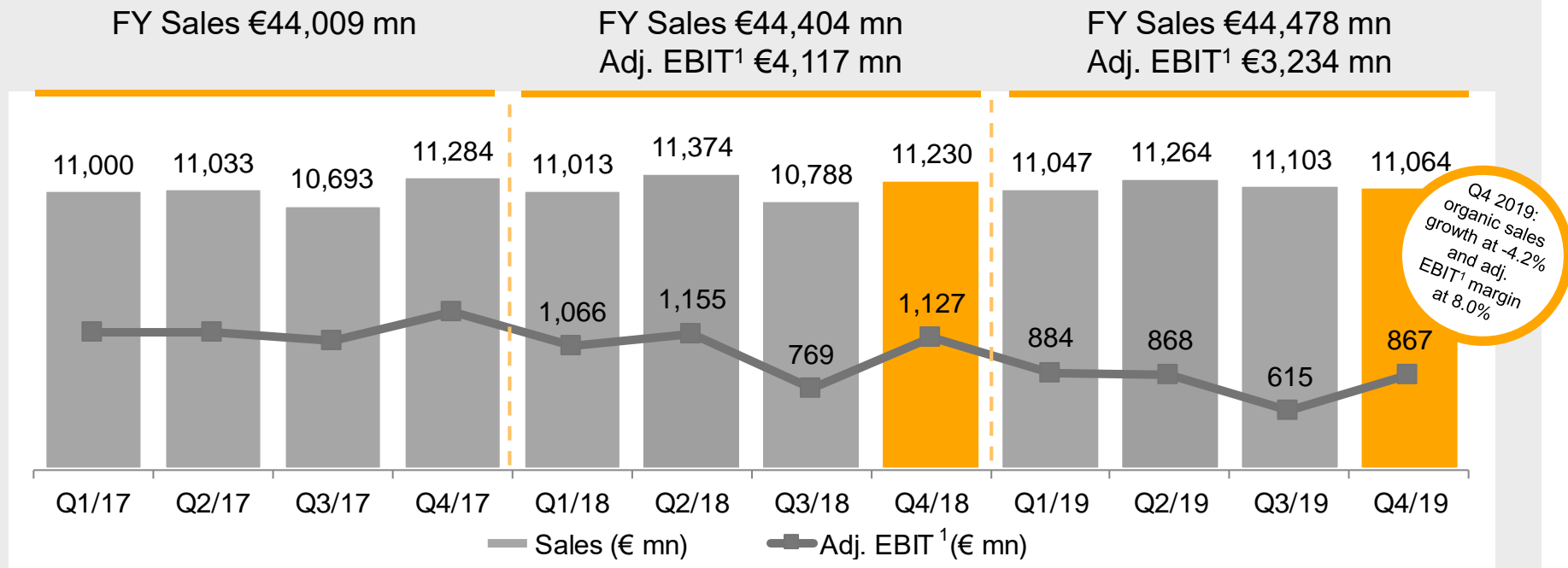
⁵ Trailing ROCE is calculated as reported EBIT for the last twelve months (LTM) divided by average operating assets for the LTM

⁶ Depreciation and amortization

⁷ Dividend for FY 2019 subject to Supervisory Board approval and the approval of the Annual Shareholders' Meeting on April 30, 2020

2 | Corporation Highlights

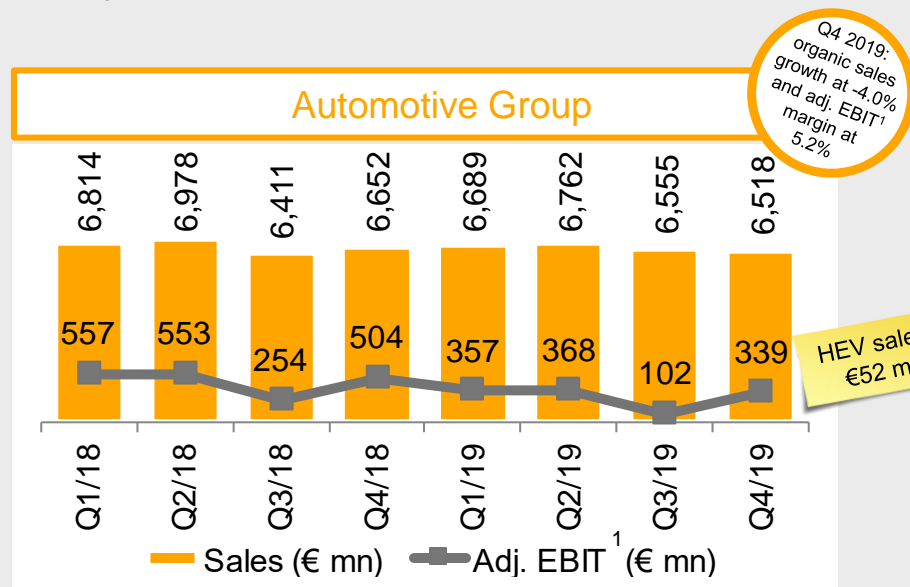
Sales and Adjusted EBIT¹ by Quarter



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

3 | Automotive

Key Performance Indicators in Q4 2019



Chassis & Safety		
Sales (€ mn)	Org. growth	Adj. EBIT ¹ margin
2,349	-2.9%	9.0% (+50 bps YoY)

- › Lower in Germany and U.S.; positive ADAS and Passive Safety
- › Resilient margins in ADAS and Passive Safety

Powertrain		
Sales (€ mn)	Org. growth	Adj. EBIT ¹ margin
1,910	-3.6%	1.7% (-100 bps YoY)

- › Impacted by GM strike and softer markets in Europe
- › Adj. EBIT¹ margin excluding HEV 4.7%

Interior		
Sales (€ mn)	Org. growth	Adj. EBIT ¹ margin
2,317	-5.5%	4.2% (-620 bps YoY)

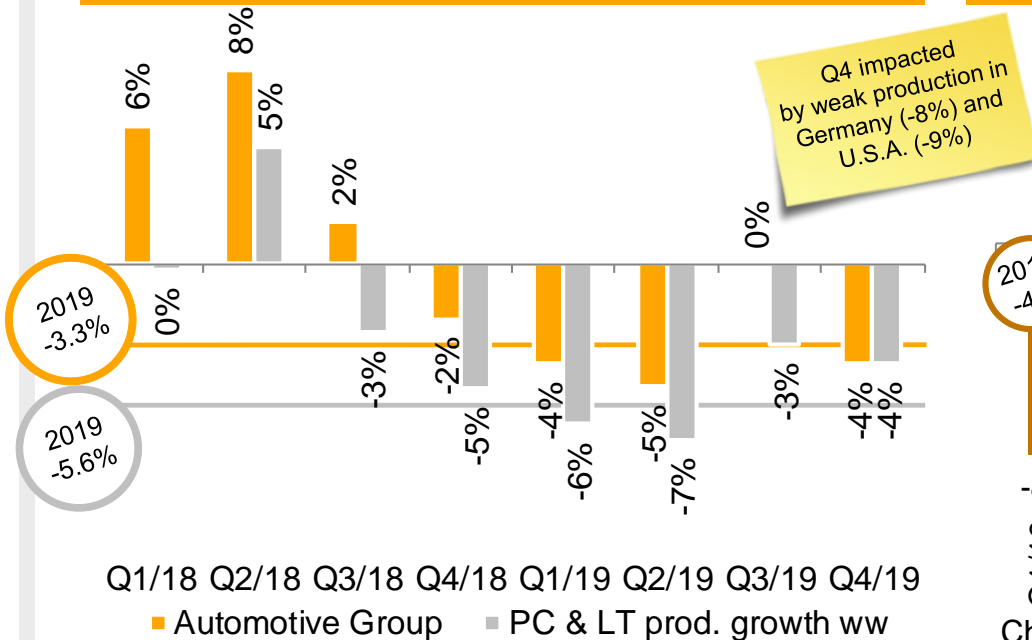
- › Negative growth due to German market and analog clusters
- › Margin decline due to FX, R&D and D&A

- › Reported EBIT: -€337 mn (-5.2% of sales)
- › R&D (net): €581 mn (8.9% of sales)
- › Capex: €705 mn (10.8% of sales)

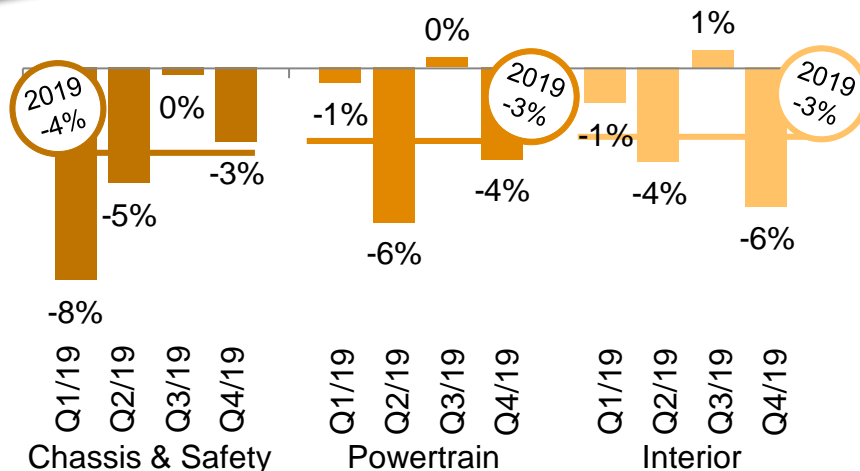
3 | Automotive

Outperformance of PC & LT¹ Production by 2%-Points in 2019

Growth of organic sales vs. PC & LT¹ production



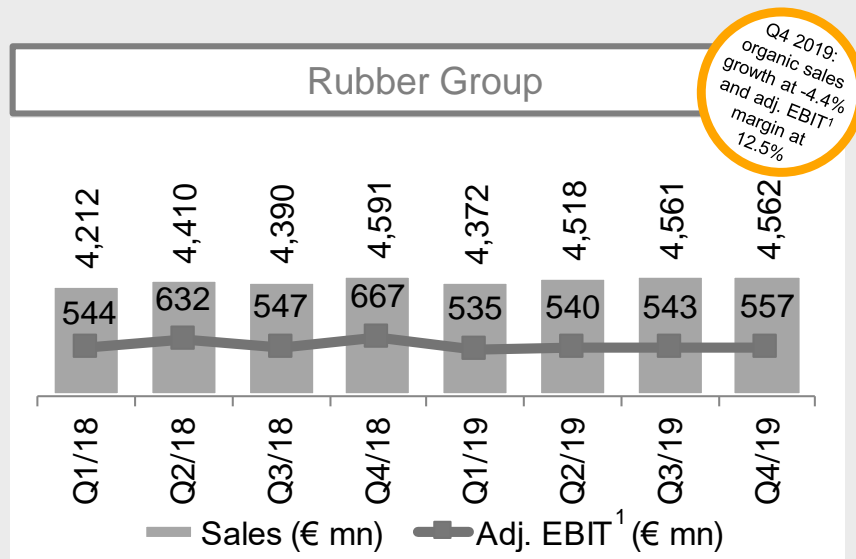
Organic sales growth by division



¹ Passenger cars and light trucks <6t

4 | Rubber

Key Performance Indicators in Q4 2019



- › Reported EBIT: €497 mn (10.9% of sales)
- › R&D (net): €105 mn (2.3% of sales)
- › Capex: €373 mn (8.2% of sales)

Tires		
Sales (€ mn)	Org. growth	Adj. EBIT ¹ margin
3,036	-3.7%	15.3% (-270 bps YoY)

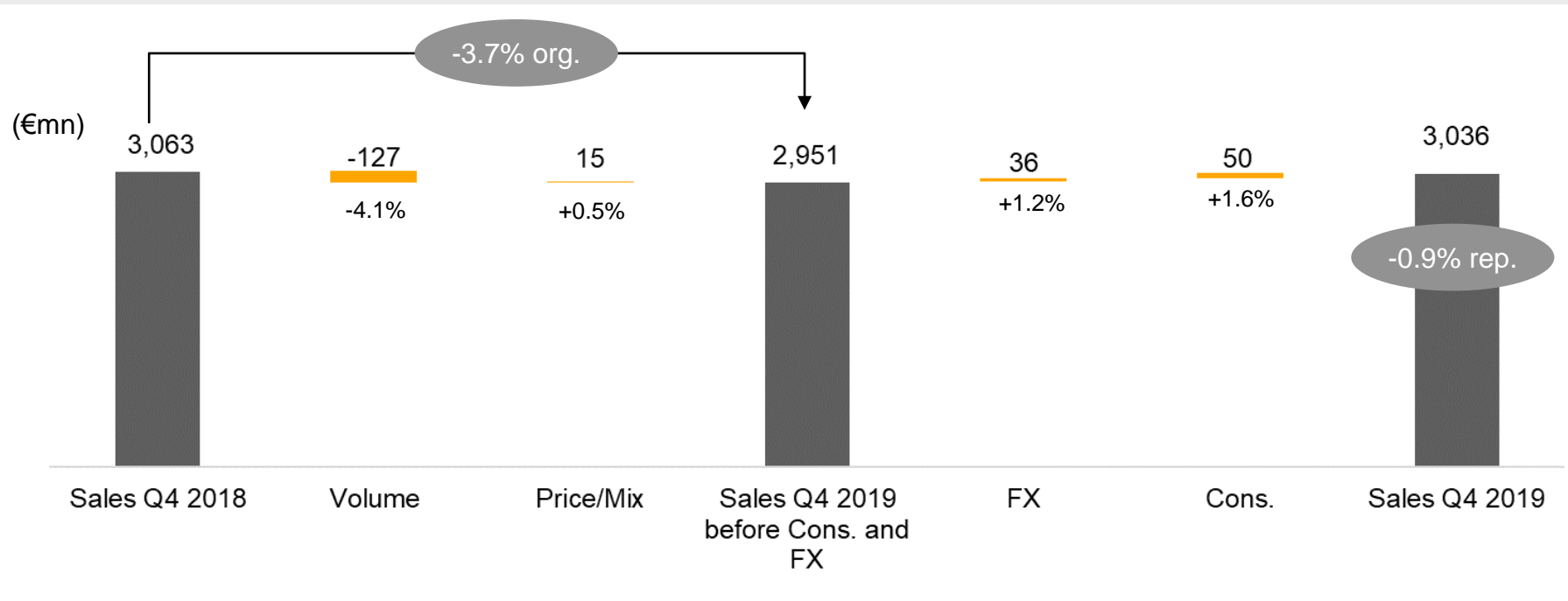
- › Warm weather impacted winter tire sales volume
- › Lower PC< and CV production in Europe and North America
- › Margin decline due to lower volumes, higher period expenses and ramp up costs

ContiTech		
Sales (€ mn)	Org. growth	Adj. EBIT ¹ margin
1,553	-5.5%	6.7% (-80 bps YoY)

- › OE business impacted by lower volumes
- › Softening demand among Industrial and aftermarket customers
- › Margin decline partially mitigated by cost discipline and margin enhancement program

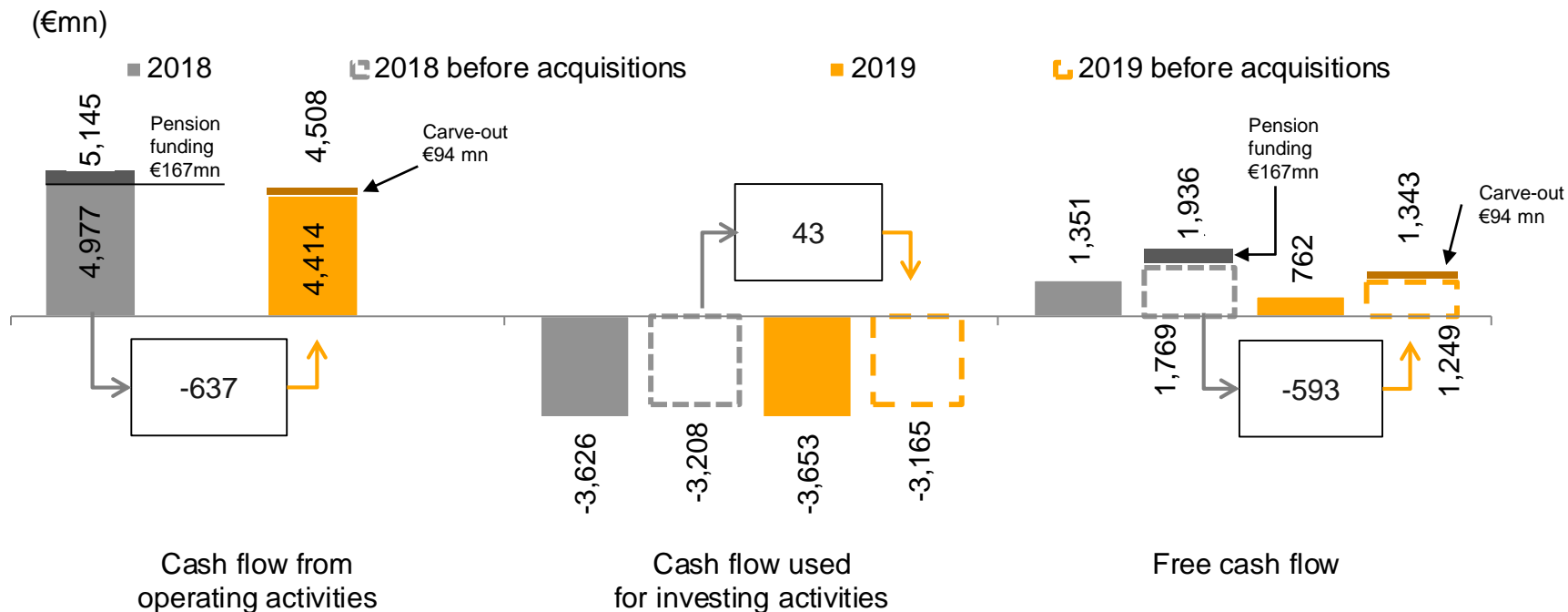
4 | Rubber

Tires Sales Bridge Q4 2019



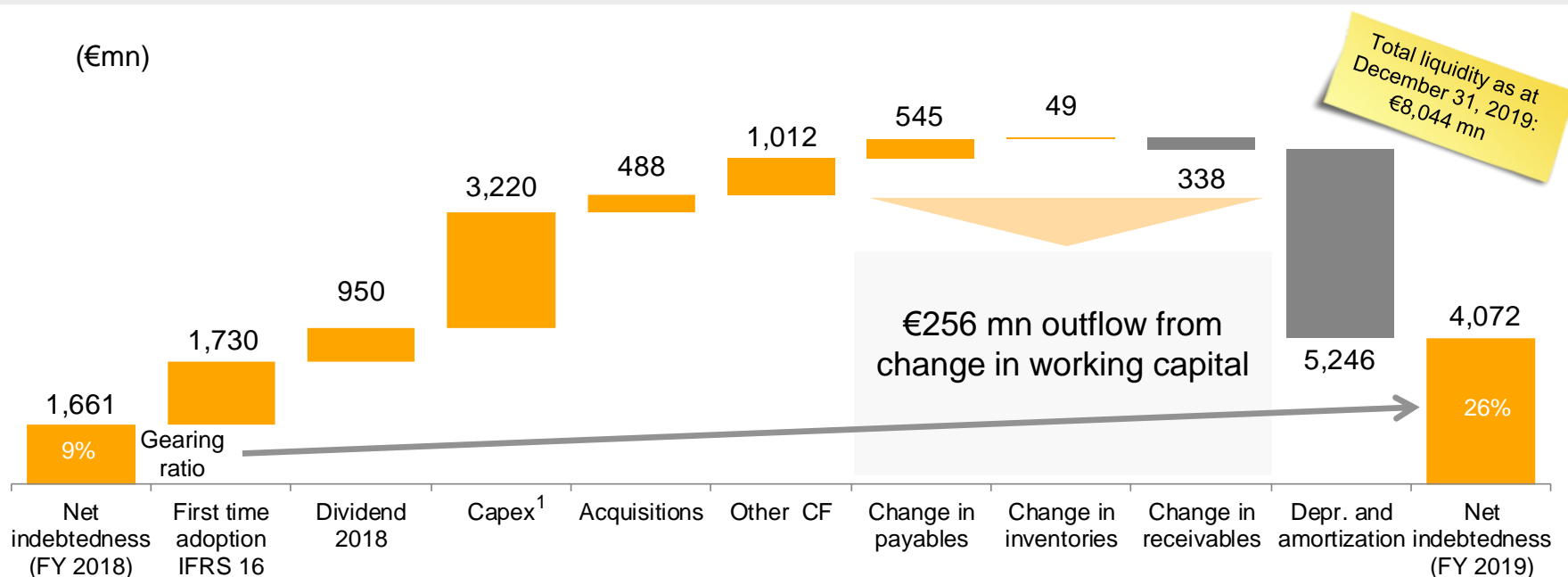
5 | Cash Flow, Indebtedness and Dividend

Free Cash Flow Before Acquisitions



5 | Cash Flow, Indebtedness and Dividend

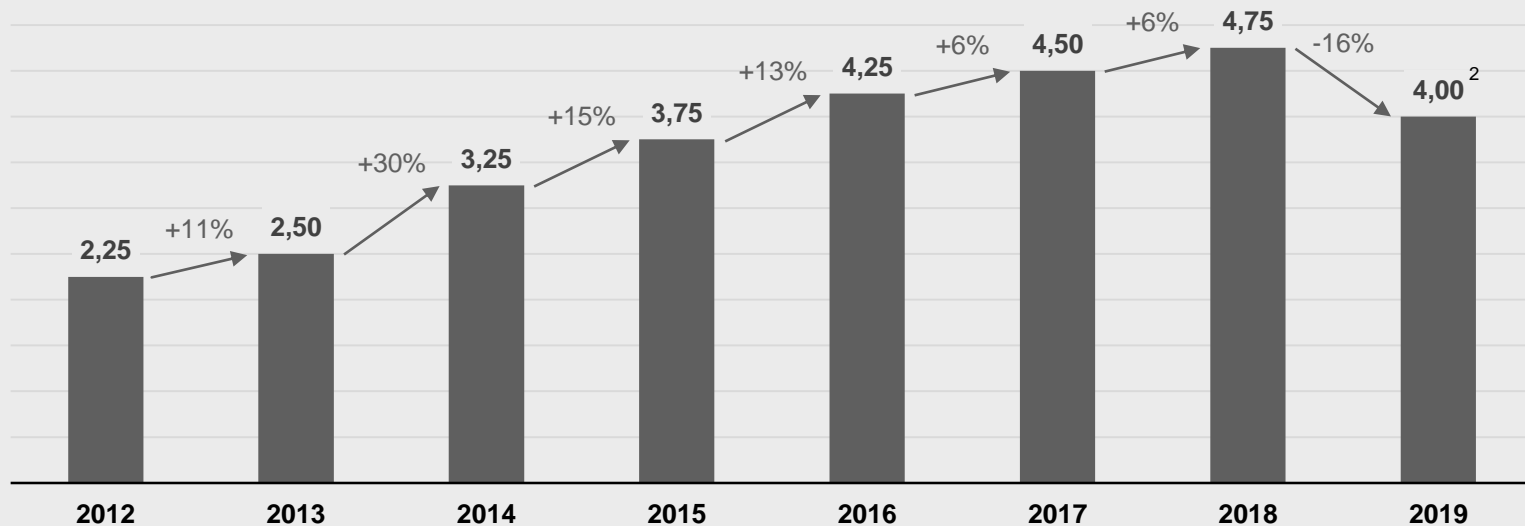
Net Indebtedness Bridge



¹ According to cash flow statement including intangible assets

5 | Cash Flow, Indebtedness and Dividend

History of Dividend Per Share (€)¹













Payout ratio²

Year	2012	2013	2014	2015	2016	2017	2018	2019
Payout ratio ²	24%	26%	27%	28%	30%	30%	33%	n.a.

¹ Dividend paid for the respective fiscal year, payout in the subsequent year

² Dividend for FY 2019 subject to Supervisory Board approval and the approval of the Annual Shareholders' Meeting on April 30, 2020

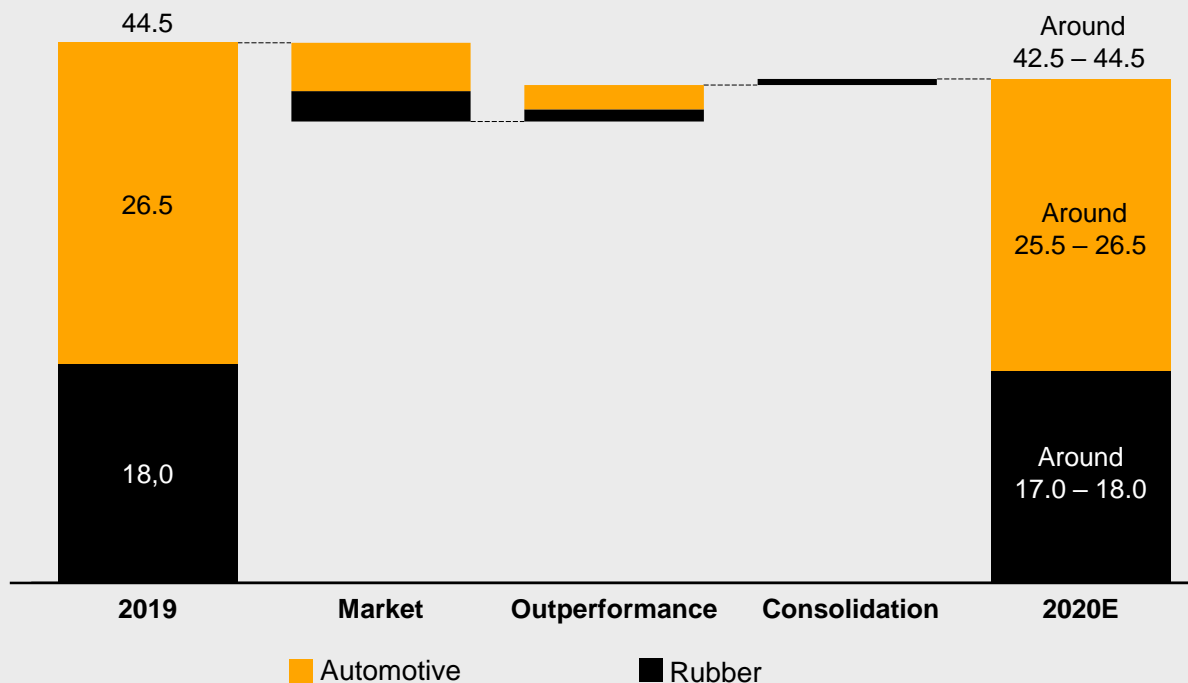
6 | 2020 Outlook: Current Market Assumptions

	Vehicle Production				Replacement Tires			
	Passenger Cars & Light Trucks 		Commercial Vehicles 		Passenger Cars & Light Trucks 		Commercial Vehicles 	
	2019	2020E	2019	2020E	2019	2020E	2019	2020E
Europe 	-4%	-3% to -5%	-9%	-5% to -15%	-2%	0% to -1%	1%	-1% to 1%
North America   	-4%	0% to -2%	1%	-15% to -25%	2%	0% to 1%	-11%	-1% to 1%
China 	-8%	-5% to -10% Q1: < -30%	-9%	-5% to -10%	4%	-5% to -10%	1%	-5% to -10%
Worldwide 	-6%	-2% to -5% Q1: < -10%	-6%	-10% to -15%	1%	0% to -2%	-1%	0% to -2%

6 | 2020 Outlook: Continental

Sales Bridge¹

(€bn)



Details

Market

- > (-) PC< and CV production
- > (-) Negative replacement tire market
- > (-) Tires OE pricing
- > (-) Challenging industrial and aftermarket

Outperformance

- > (+) Auto: Content growth
- > (+) Rubber: Market share gains and price/mix

Consolidation

- > (+) ContiTech acquisitions in 2019

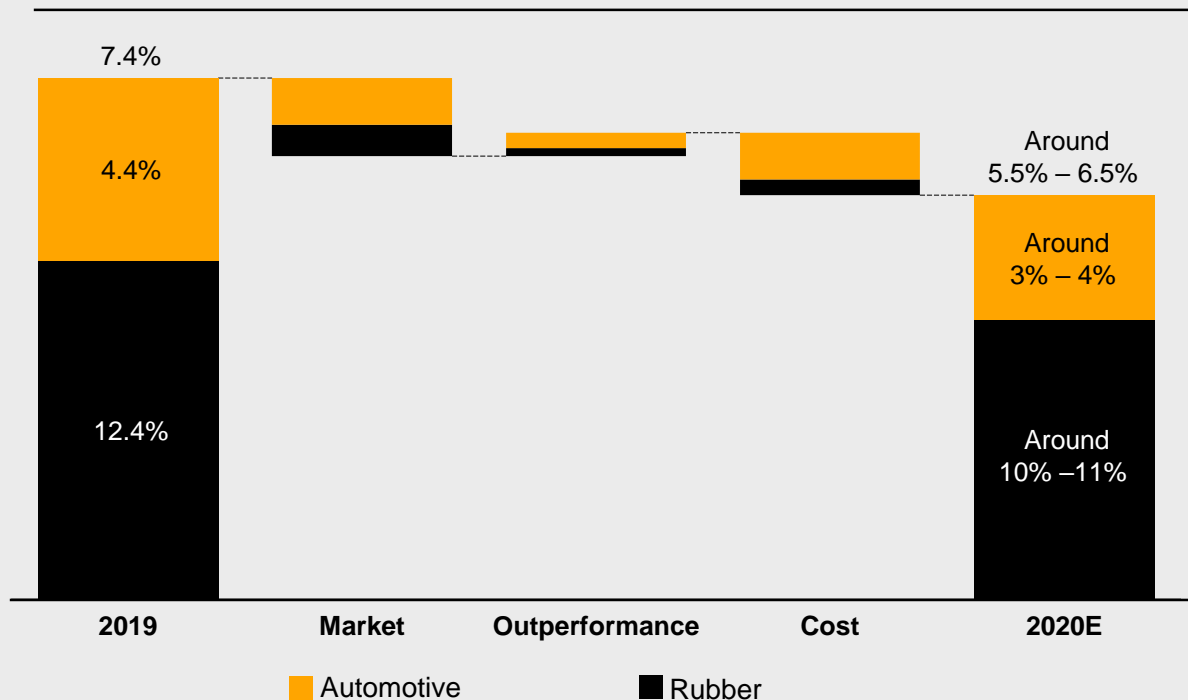
Notes

- > 2020E at constant FX
- > Does not reflect planned spin-off

¹ Not to scale. Illustration purposes only

6 | 2020 Outlook: Continental

Adjusted EBIT Margin Bridge¹



¹ Not to scale. Illustration purposes only

Details

Market

- > (-) PC< and CV production
- > (-) Negative replacement tire market
- > (-) Tires OE pricing
- > (-) Challenging industrial and aftermarket

Outperformance

- > (+) Auto: Content growth
- > (+) Rubber: Market share gains and price/mix

Cost

- > (-) Auto: Dissynergies, D&A
- > (-) Rubber: Underabsorbed costs from new plants
- > (+) Rubber: Savings

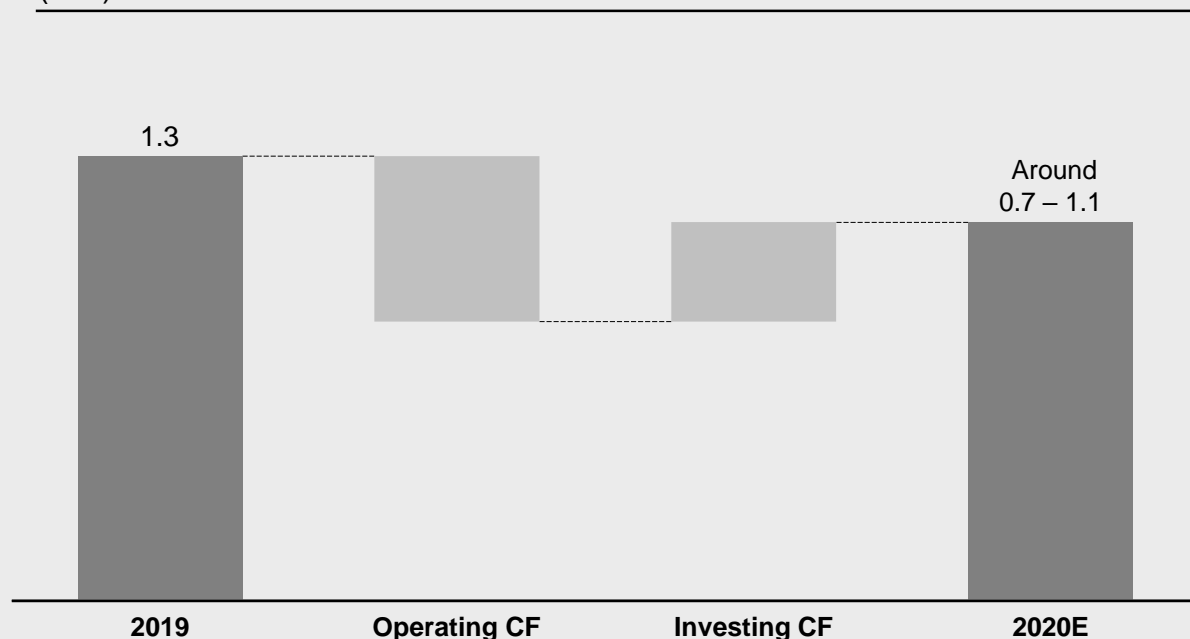
Notes

- > 2020E at constant FX
- > Does not reflect planned spin-off

6 | 2020 Outlook: Continental

Free Cash Flow Bridge¹ (Before Acquisitions And Carve-Out Effects)

(€bn)



Details

Operating Cash Flow

- › (-) Lower EBIT
- › (-) Cash outflow for warranty
- › (-) Cash outflow for restructuring
- › (+) Working capital optimization

Investing Cash Flow

- › (+) Cash inflow from SAS divesture
- › (=) Capex flat Y-o-Y
 - (-) Auto: Higher due to growth investments and spin-off dissynergies
 - (+) Rubber: Significant reduction in growth capex

Notes

- › 2020E at constant FX
- › Does not reflect planned spin-off

¹ Not to scale. Illustration purposes only

6 | 2020 Outlook: Continental

	2019	2020E (at constant FX)
Consolidated sales	€44.5 bn	About €42.5 bn – €44.5 bn
Adj. EBIT ¹ margin	7.4%	About 5.5% – 6.5%
Automotive sales	€26.5 bn	About €25.5 bn – €26.5 bn
Adj. EBIT ¹ margin	4.4%	About 3% – 4%
Rubber sales	€18.0 bn	About €17 bn – €18 bn
Adj. EBIT ¹ margin	12.4%	About 10% – 11%
Raw materials cost impact for Rubber	Headwind of €50 mn	No impact expected
Special effects	-€3,312 mn	-€600 mn including transformational program and carve-out effects
Financial result ²	-€320 mn	About -€200 mn
Tax rate including carve-out effects	55.8% ³	About 27%
Capex before financial investments in % of sales	7.4%	About 7.5%
PPA amortization	€183 mn	About €200mn
Free cash flow before acquisitions and excluding carve-out effects	€1.3 bn	About €0.7 bn to €1.1 bn

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

² Before effects of currency translation and effects from changes in the fair value of derivative instruments and other valuation effects

³ Excluding impairments

Thank you!



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Preliminary FY 2019 Results - March 5, 2020
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- › Note: Due to the application of the modified retrospective approach during first time adoption of IFRS 9, *Financial Instruments*, and IFRS 15, *Revenues from Contracts with Customers*, as at January 1, 2018, all the figures from comparative periods are shown unadjusted. Due to the application of the modified retrospective approach during first-time adoption of IFRS 16, *Leases*, as at January 1, 2019, all the figures from comparative periods are shown unadjusted.

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Financial Calendar

2020

Annual Financial Press Conference	March 5, 2020
Capital Market Day of Vitesco Technologies	March 23, 2020
Annual Shareholders' Meeting (incl. key data for Q1 2020)	April 30, 2020
Q1 Financial Report	May 7, 2020
Capital Market Days of Continental	June 3 and 4, 2020
Half-Year Financial Report	August 5, 2020
Nine-Month Financial Report	November 11, 2020

2021

Annual Financial Press Conference	March 2021
Annual Shareholders' Meeting (incl. key data for Q1 2021)	April 29, 2021
Q1 Financial Report	May 2021
Half-Year Financial Report	August 2021
Nine-Month Financial Report	November 2021

Continental

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	DE0005439004
Shares outstanding as at December 31, 2019	200,005,983

ADR Data

Ratio	1:10 (ordinary share : ADRs) ¹
Bloomberg Ticker	CTTAY
Reuters Ticker	CTTAY.PK
ISIN	US2107712000
ADR Level	Level 1
Exchange	OTC
Sponsor	Deutsche Bank Trust Company Americas

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Bond Data⁵

Issuer		Continental AG				
Issue		Senior Notes				
Principal amount	€600 mn	€750 mn	€200 mn	€500 mn	€100 mn	€600 mn
Offering price	99.410%	99.228%	100.1524%	99.804%	100%	99.802%
Rating at issue date	BBB+ (S&P) BBB+ (Fitch)	Ba1 (Moody's) BB (S&P) BBB (Fitch ¹)	Baa1 (Moody's) BBB+ (Fitch)	Baa1 (Moody's) BBB+ (Fitch)	Baa1 (Moody's) BBB+ (Fitch)	Baa1 (Moody's) BBB+ (Fitch)
Current rating (corporation)	BBB+ (S&P ²), BBB+ (Fitch ³), Baa1 (Moody's ⁴)					
Coupon	0.0% p.a.	3.125% p.a.	Floating quarterly EURIBOR +0.50%	0.0% p.a.	0.231% p.a.	0.375% p.a.
Issue date	Dec. 5, 2016	Sept. 9, 2013	Oct. 11, 2019	Sept. 12, 2019	Oct. 16, 2019	Sept. 27, 2019
Maturity	Feb. 5, 2020	Sept. 9, 2020	Apr. 11, 2021	Sept. 12, 2023	Oct. 16, 2024	June 27, 2025
Interest payment	Not applicable	Annual Sept. 9	Quarterly First on Jan. 13	Not applicable	Annual Oct. 16	Annual June 27
WKN	A2DARM	A1X3B7	A255C0	A2YPE5	A255C1	A2YPAE
ISIN	XS1529561182	XS0969344083	XS2063572825	XS2051667181	XS2066366290	XS2056430874
Denomination	€1,000 with minimum tradable amount €1,000		€100,000 with increments of €100,000 thereafter	€1,000 with minimum tradable amount €1,000	€100,000 with increments of €100,000 thereafter	€1,000 with minimum tradable amount €1,000



¹ Non-contracted rating at issue date

² Contracted rating since May 19, 2000

³ Contracted rating since November 7, 2013

⁴ Contracted rating retroactively since January 1, 2019

⁵ Publicly traded

Back-up

Back-up

Continental Group Structure, Effective January 1, 2020

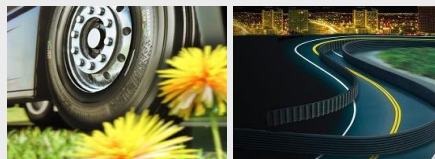
Continental Group



Group Sectors



Automotive Technologies



Rubber Technologies



Powertrain Technologies

Business Areas

**Autonomous
Mobility and
Safety
(AMS)**

**Vehicle
Networking
and
Information
(VNI)**

Tires

ContiTech

Vitesco Technologies

Back-up

Corporation Highlights FY 2019

› Sales	Increase of 0.2% to €44,478.4 mn (PY: €44,404.4 mn); organic sales down 2.6%
› EBITDA	Decrease of 20.2% to €4,977.2 mn (PY: €6,235.7 mn)
› EBIT	Decrease of 106.7% to -€268.3 mn (PY: €4,027.7 mn); Decrease in adj. EBIT ¹ to €3,233.9 mn (7.4% adj. EBIT ¹ margin); PPA ² effect -€182.5 mn; consolidation effects -€7.5 mn; total special effects -€3,312.2 mn
› NIAT ²	Decrease of 142.3% to -€1,225.0 mn (PY: €2,897.3 mn)
› EPS	EPS of -€6.13 (PY: €14.49)
› Capex	Increase to €3,308.6 mn (PY: €3,124.4 mn); capex ratio 7.4% of sales; capex to depreciation coverage 1.1x (without goodwill impairment)
› R&D (net)	Expenses increased 4.8% to €3,364.2 mn (PY: €3,209.0 mn); R&D ratio 7.6% of sales (PY: 7.2%)
› Cash flow	Operating cash flow down €562.8 mn to €4,414.4 mn; free cash flow €761.7 mn
› Net indebtedness	Net indebtedness up €2,410.4 mn to €4,071.7 mn as at Dec. 31, year-on-year; liquidity and undrawn credit lines amounted to €8,044.0 mn
› Pension and similar obligations	Long-term provisions for pension and similar obligations amounted to €5,127.6 mn (PY: €4,140.3 mn)

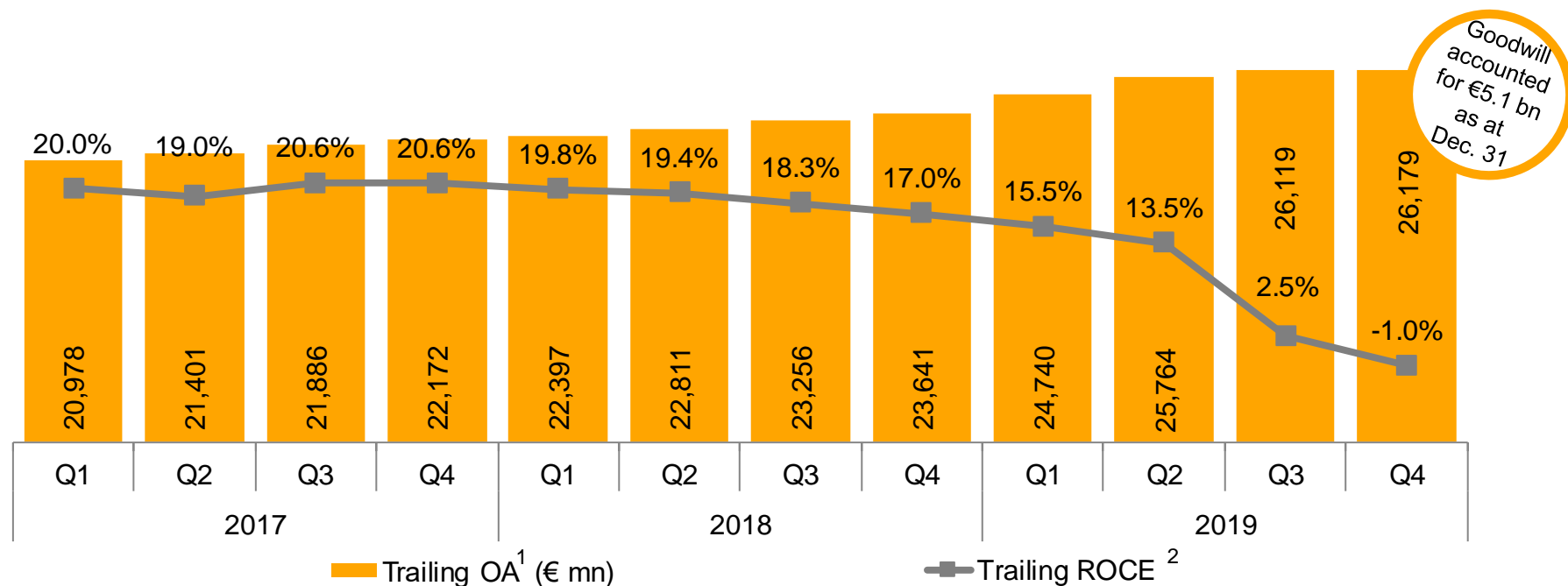
Back-up

Changes from the adoption of IFRS 16, Leases, as at December 31, 2019¹

Area	Value	Explanation
Consolidated Statement of Income		
EBIT	+€32 mn	Positive impact on EBIT
Financial result	-€32 mn	Negative impact on financial result
Consolidated Statement of Financial Position		As of December 31, 2019
Assets	+€1,684 mn	Property, plant and equipment
Liabilities	+€1,715 mn	Long-term and short-term indebtedness
Consolidated Statement of Cash Flow		
Free cash flow	+€346 mn	Positive impact on D&A² causes a higher cash flow arising from operating activities and therefore a higher free cash flow
Trailing ROCE ³	+10 bps	Negative impact on trailing ROCE ³
Capital expenditure (additions)	+€331 mn	Increase of capex (thereof €184 mn in the Rubber Group)

Back-up

Sustainable Value Creation



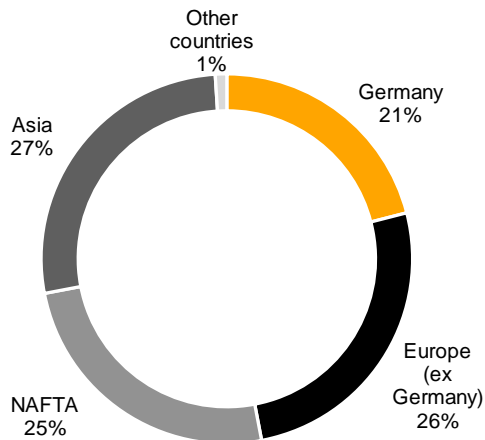
¹ Trailing operating assets are calculated as assets for the last twelve months

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

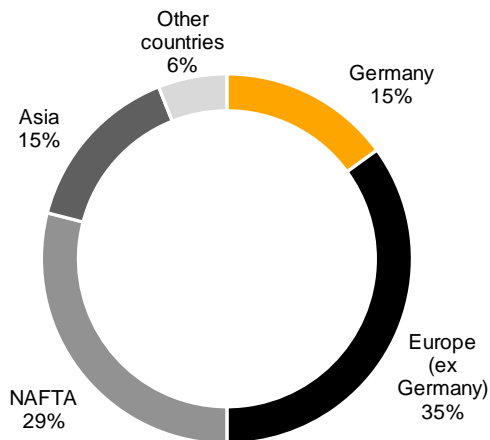
Back-up

Sales by Markets

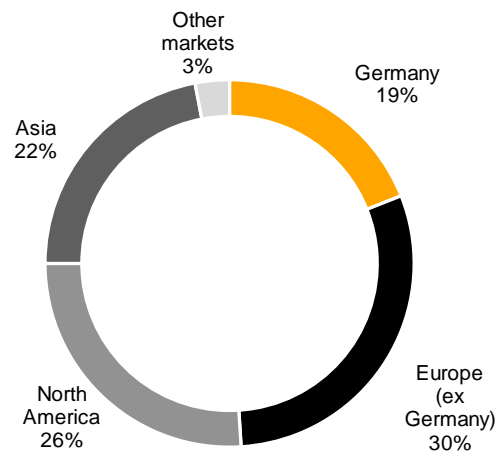
Automotive Group 2019
€26,523 mn



Rubber Group 2019
€18,013 mn



Corporation 2019
€44,478 mn

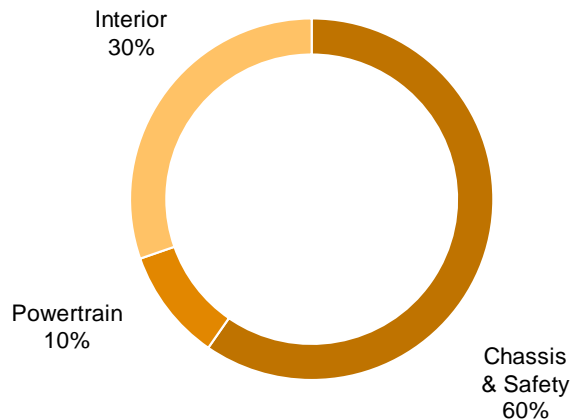


Back-up

EBITDA by Division

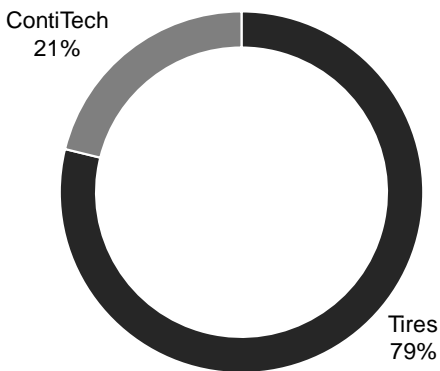
Automotive Group 2019

€1,920 mn



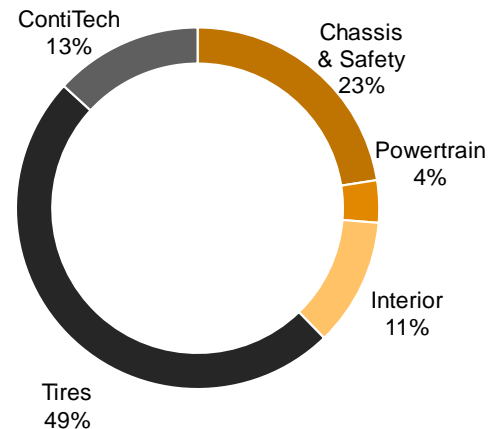
Rubber Group 2019

€3,168 mn



Corporation 2019

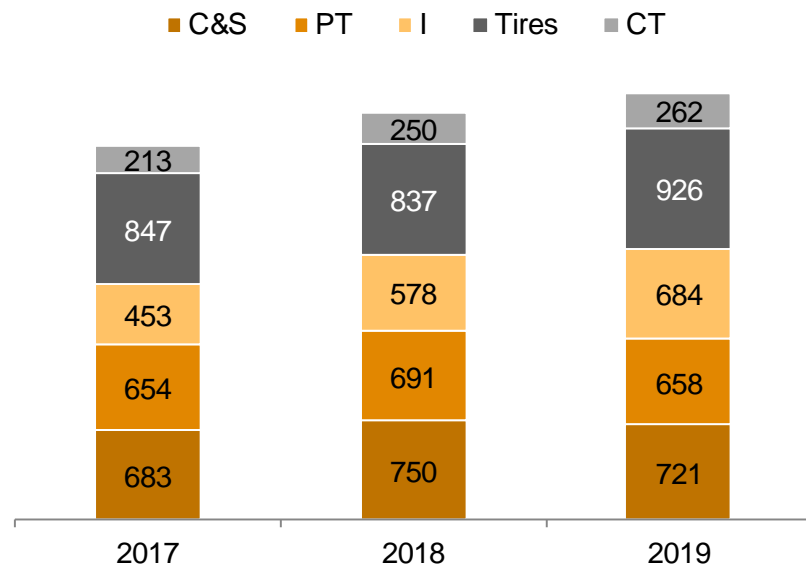
€4,977 mn



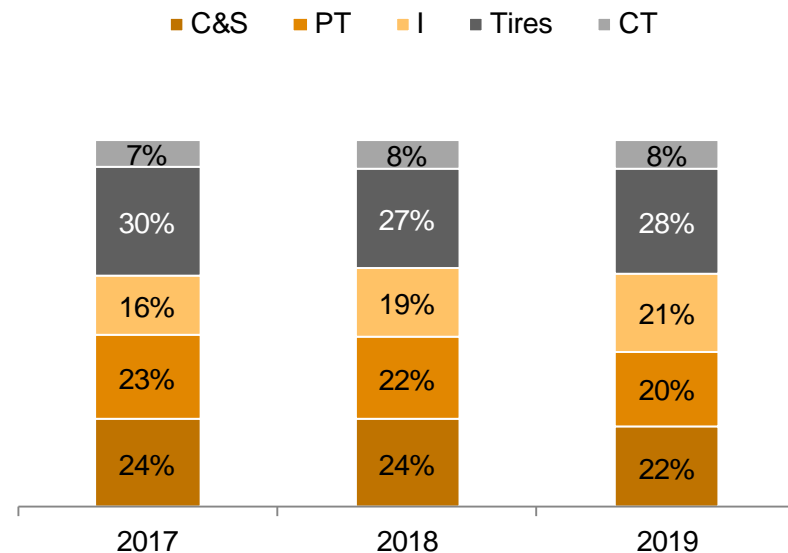
Back-up

Capex 2017 – 2019

Capex by Division 2017 – 2019 (€ mn)



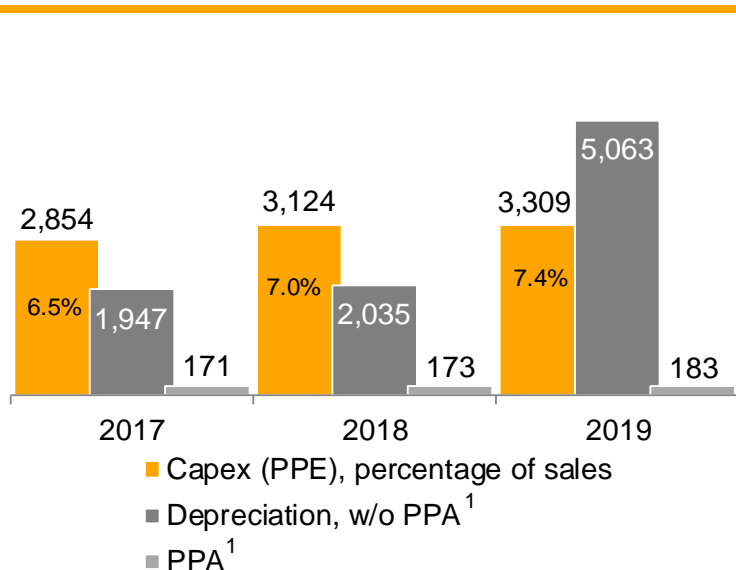
Capex Distribution by Division 2017 – 2019



Back-up

Breakdown of Capex, Depreciation and Earnings per Share FY 2019

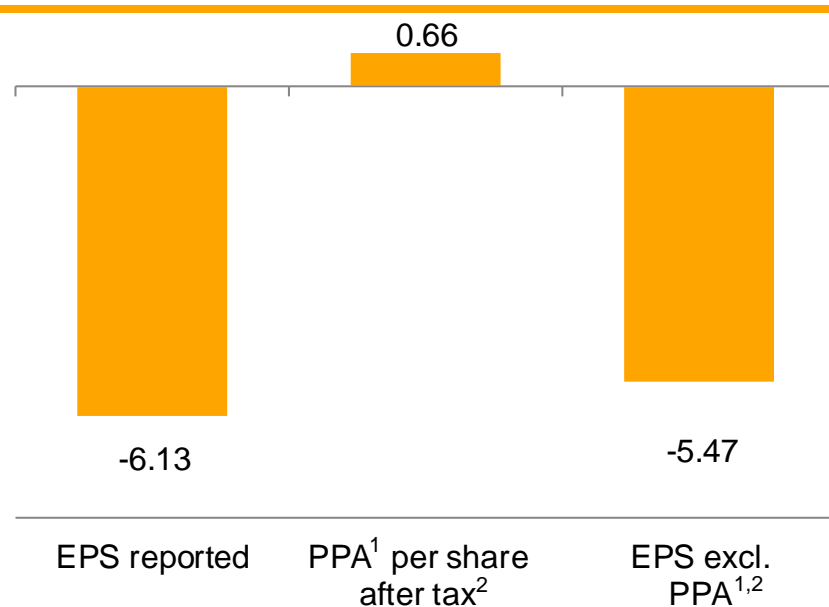
Capex, Depreciation and PPA¹ (€ mn)



¹ Amortization of intangibles from PPA

² Assuming corporate tax rate of 28%

EPS ex PPA^{1,2} (€)

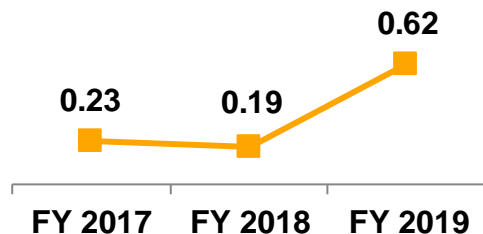


Back-up

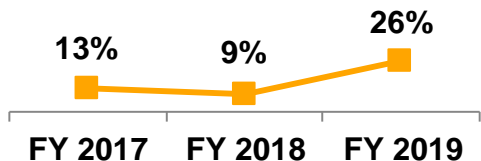
Strong Balance Sheet

Increase in net indebtedness vs. FY 2018 mainly due to the first-time adoption of IFRS 16

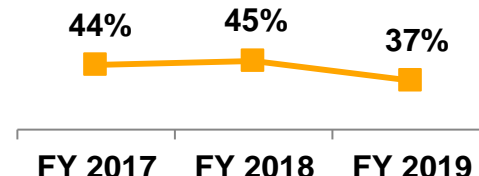
Leverage ratio¹



Gearing ratio²



Equity ratio³



Continental's current credit rating is:

- › Fitch (since October 24, 2016): BBB+, outlook stable
- › S&P (since May 11, 2016): BBB+, outlook stable
- › Moody's (since August 28, 2019): Baa1, outlook negative

Continental's targets:

- › Rating: BBB / BBB+
- › Leverage ratio¹: well below 1.00x
- › Gearing ratio²: <20%
- › Equity ratio: above 35%

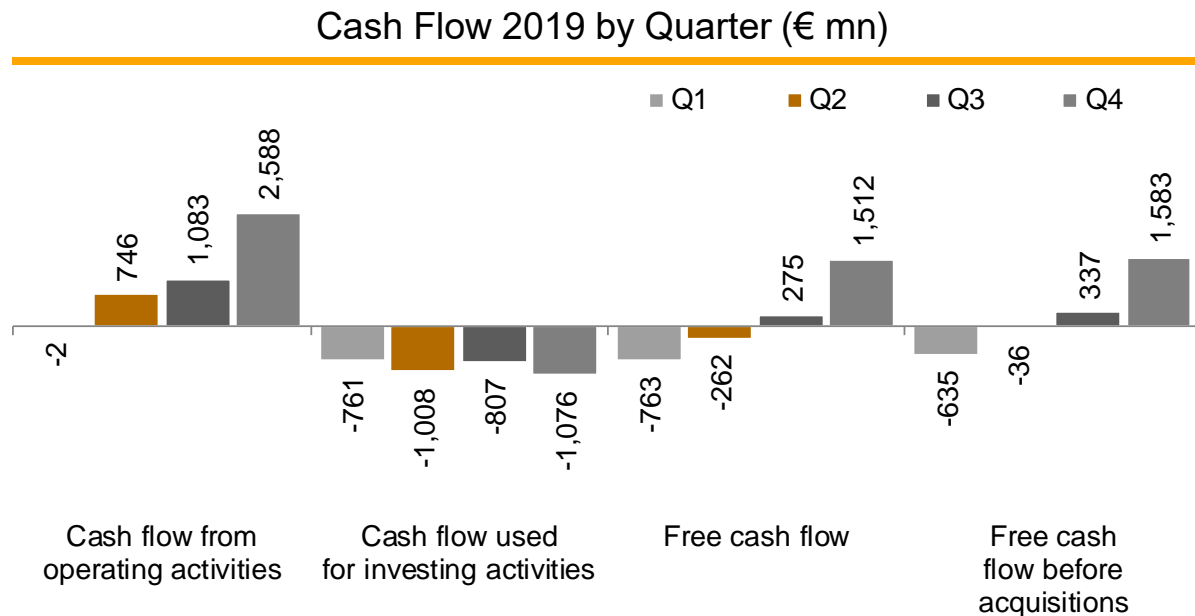
¹ Leverage ratio (Net indebtedness divided by adjusted EBITDA) as defined in syndicated loan agreement from 2014; The new syndicated loan agreement does not contain any financial covenants; IFRS 9 and IFRS 15 applied starting 2018; IFRS 16 applied starting 2019

² Net indebtedness divided by total equity, expressed as a percentage; IFRS 9 and IFRS 15 applied starting 2018; IFRS 16 applied starting 2019

³ IFRS 9 and IFRS 15 applied starting 2018

Back-up

Cash Flow Overview



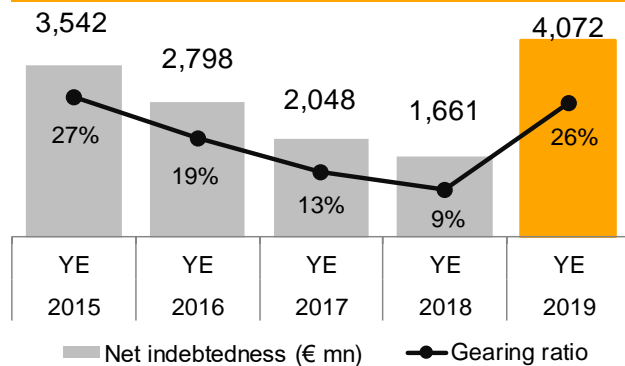
Back-up Indebtedness

As at December 31, 2019

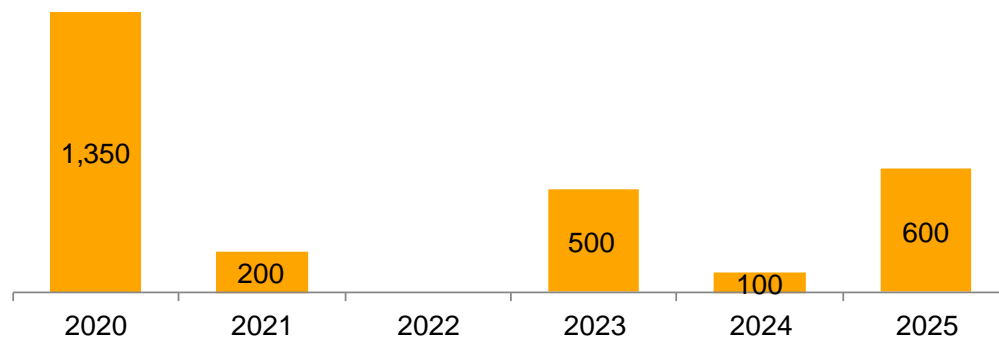
(€ mn)	FY 18	FY 19
Gross indebtedness	4,607	7,619
Cash	2,761	3,342
Net indebtedness	1,661	4,072
Available credit lines	3,504	4,702
Total liquidity	6,266	8,044

Promissory note bank loans totaling to nominal €500mn and other bank lines to €971mn as at December 31, 2019

Net Indebtedness and Gearing Ratio



Maturities of Publicly Traded Bonds¹ (€ mn)



Back-up

Gross Indebtedness by Source at YE 2019 (€ mn)

› Gross indebtedness

€7,619 mn
(PY: €4,607 mn)

› Cash

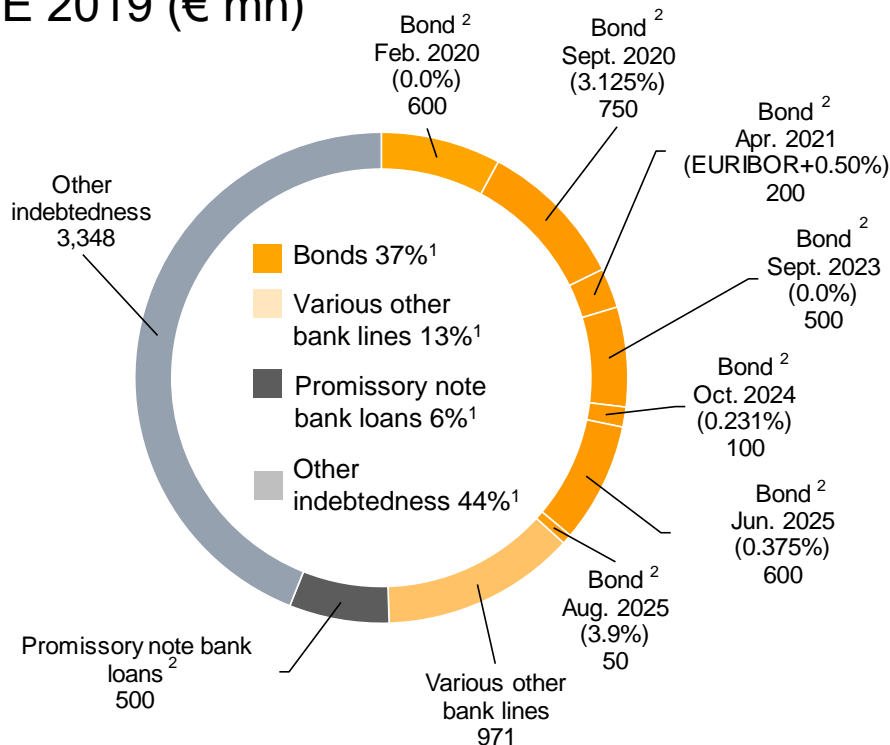
€3,342 mn
(PY: €2,761 mn)

› Net indebtedness

€4,072 mn
(PY: €1,661 mn)

› Available credit lines

€4,702 mn
(PY: €3,504 mn)



¹ Percentages are calculated as share of gross indebtedness

² Amounts shown are nominal values

Back-up

Key Historical Credit Metrics

(€ mn) ¹	2015	2016	2017	2018 ⁶	2019
Statement of Cash Flows					
Adjusted EBITDA²	6,094	6,125	6,701	6,190	5,837
Reported EBITDA	6,001	6,057	6,679	6,236	4,977
Net cash interest paid	-174	-112	-105	-91	-83
Tax paid	-1,015	-1,047	-1,122	-848	-866
Change in net working capital ³	-107	-210	-484	60	-256
Other ⁴	210	250	253	-379	642
Cash flow arising from operating activities	4,916	4,938	5,221	4,977	4,414
Cash flow arising from investing activities	-3,472	-3,167	-3,468	-3,626	-3,653
- thereof acquisitions	-1,257	-516	-596	-418	-488
- thereof capex in PPE and intangibles	-2,265	-2,708	-2,951	-3,285	-3,220
Cash flow before financing activities	1,444	1,771	1,753	1,351	762
Cash flow before acquisitions	2,701	2,288	2,349	1,769	1,249
Statement of Financial Position					
Cash and cash equivalents	1,622	2,107	1,882	2,761	3,342
Derivative instruments and interest-bearing investments	81	48	161	184	206
Total indebtedness	5,245	4,952	4,090	4,607	7,619
Net indebtedness	3,542	2,798	2,048	1,661	4,072
Credit Ratios					
Net indebtedness / adjusted EBITDA²	0.6x	0.5x	0.3x	0.3x	0.7x
Net cash interest paid coverage (ratio)⁵	35.1x	54.8x	63.6x	67.8x	70.4x

Footnotes:

1 Amounts shown may contain rounding differences

2 Adjusted EBITDA as defined in the syndicated loan agreements from 2014.

The new syndicated loan agreement does not contain any financial covenants

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

4 Includes dividends received, income from equity-accounted and other investments, incl. impairment and reversal of impairment losses, Gains/losses from the disposal of assets, companies and business operations, as well as changes in employee benefits and other provisions and in other assets and liabilities

5 Adjusted EBITDA to net cash interest paid

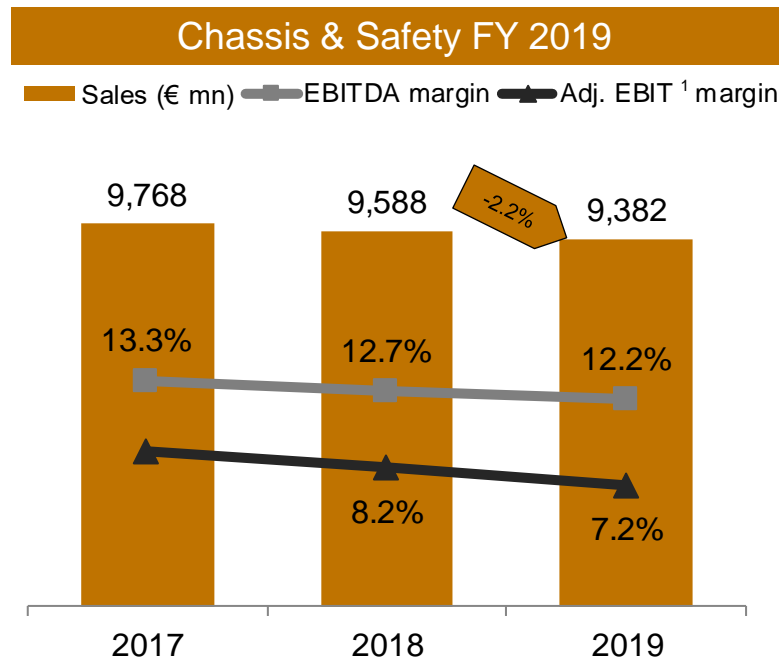
6 The previous year's figures have been adjusted due to the change in recognition of interest and penalties on income taxes. To increase transparency, receivables from and liabilities to related parties have been reclassified from changes in other assets and liabilities to changes from trade accounts receivables and payables starting from 2019 reporting year. The figures from the comparative period have been adjusted accordingly

Back-up

Automotive Group Financials – Chassis & Safety

- › Sales decreased 4.2% before consolidation and FX effects
- › EBITDA decreased €68.0 mn to €1,145.3 mn (-5.6%)
- › Adj. EBIT¹ decreased €109.4 mn to €675.9 mn (adj. EBIT¹ margin 7.2%)
- › EBIT decreased €902.8 mn to -€120.3 mn (EBIT margin -1.3%)
- › No PPA effect in 2019
- › Special effects in 2019: -€796.1 mn

¹ Before amortization of intangibles from PPA, consolidation and special effects
Refer to Fact Sheets for further details

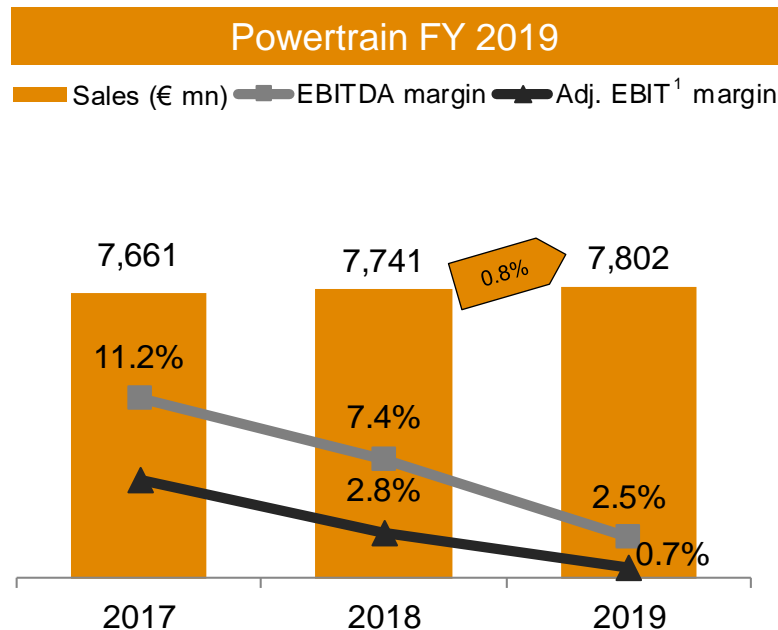


Back-up

Automotive Group Financials – Powertrain

- › Sales decreased 2.5% before consolidation and FX effects
- › EBITDA decreased €382.1 mn to €192.5 mn (-66.5%)
- › Adj. EBIT¹ decreased €163.1 mn to €57.0 mn (adj. EBIT¹ margin 0.7%)
- › EBIT decreased €781.9 mn to -€662.1 mn (EBIT margin -8.5%)
- › PPA effect in 2019: -€10.7 mn
- › Special effects in 2019: -€708.4 mn

¹ Before amortization of intangibles from PPA, consolidation and special effects
Refer to Fact Sheets for further details

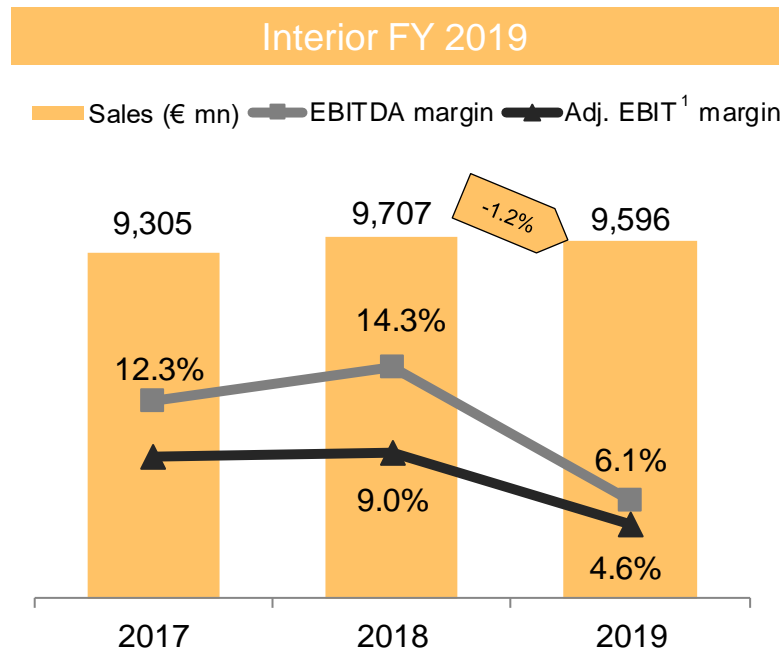


Back-up

Automotive Group Financials – Interior

- › Sales decreased 2.5% before consolidation and FX effects
- › EBITDA decreased €806.8 mn to €582.4 mn (-58.1%)
- › Adj. EBIT¹ decreased €429.8 mn to €433.4 mn (adj. EBIT¹ margin 4.6%)
- › EBIT decreased €2,313.4 mn to -€1,325.3 mn (EBIT margin -13.8%)
- › PPA effect in 2019: -€57.2 mn
- › Special effects in 2019: -€1,708.9 mn

¹ Before amortization of intangibles from PPA, consolidation and special effects
Refer to Fact Sheets for further details

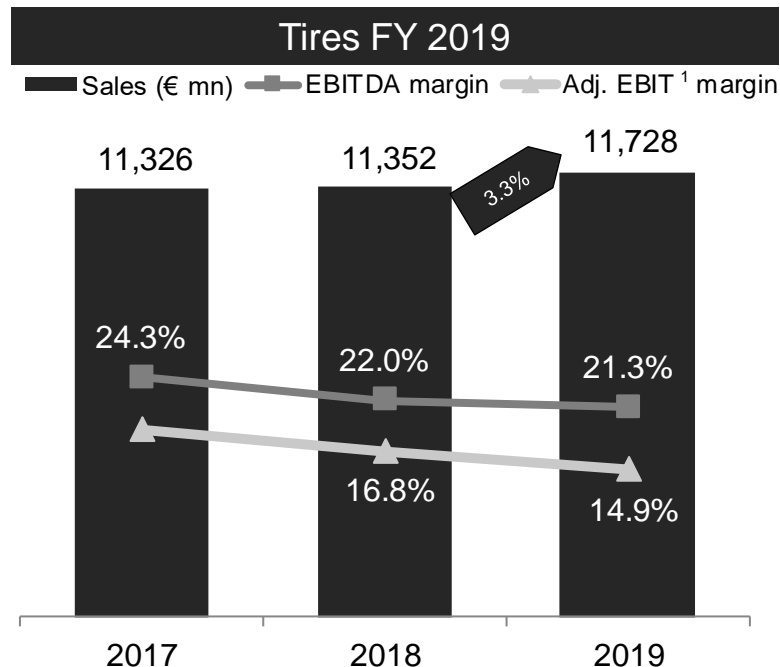


Back-up

Rubber Group Financials – Tires

- › Sales decreased 0.2% before consolidation and FX effects
- › EBITDA increased €2.5 mn to €2,497.7 mn (+0.1%)
- › Adj. EBIT¹ decreased €194.3 mn to €1,708.3 mn (adj. EBIT¹ margin 14.9%)
- › EBIT decreased €230.5 mn to €1,651.6 mn (EBIT margin 14.1%)
- › PPA effect in 2019: -€20.0 mn
- › Special effects in 2019: -€33.8 mn

¹ Before amortization of intangibles from PPA, consolidation and special effects
Refer to Fact Sheets for further details

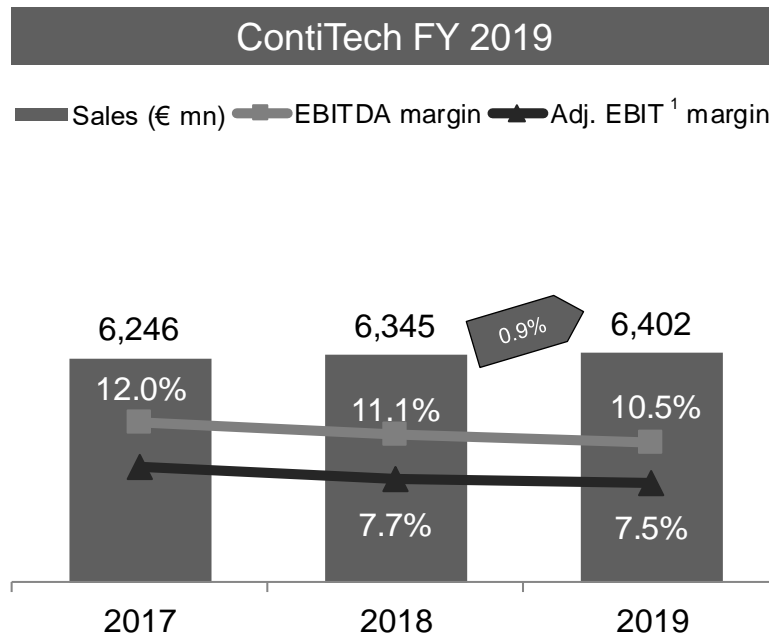


Back-up

Rubber Group Financials – ContiTech

- › Sales decreased 3.4% before consolidation and FX effects
- › EBITDA decreased €30.9 mn to €670.5 mn (-4.4%)
- › Adj. EBIT¹ decreased €19.9 mn to €466.9 mn (adj. EBIT¹ margin 7.5%)
- › EBIT decreased €90.3 mn to €305.9 mn (EBIT margin 4.8%)
- › PPA effect in 2019: -€94.6 mn
- › Special effects in 2019: -€54.5 mn

¹ Before amortization of intangibles from PPA, consolidation and special effects
Refer to Fact Sheets for further details



Fact Sheets 2017 – 2019

Fact Sheets

Sales by Quarter

Sales (€ mn)	2017					2018					2019				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	2,497.4	2,437.8	2,307.8	2,524.8	9,767.8	2,511.2	2,455.2	2,247.6	2,374.0	9,588.0	2,359.0	2,384.0	2,289.8	2,348.8	9,381.6
Powertrain	2,003.1	1,947.2	1,810.5	1,900.1	7,660.9	1,945.6	2,025.2	1,853.2	1,917.0	7,741.0	2,005.6	1,961.4	1,925.8	1,909.5	7,802.3
Interior	2,293.9	2,318.4	2,269.0	2,423.9	9,305.2	2,401.7	2,539.3	2,351.9	2,414.3	9,707.2	2,395.2	2,474.7	2,408.5	2,317.1	9,595.5
Tires	2,756.3	2,815.7	2,815.4	2,938.4	11,325.8	2,635.5	2,801.6	2,851.9	3,063.2	11,352.2	2,830.5	2,871.0	2,990.1	3,036.4	11,728.0
ContiTech	1,521.4	1,587.5	1,568.3	1,569.2	6,246.4	1,601.7	1,629.9	1,558.4	1,554.7	6,344.7	1,572.9	1,677.1	1,598.3	1,553.2	6,401.5
Other / Consolidation	-72.2	-73.6	-78.3	-72.5	-296.6	-83.0	-77.4	-75.2	-93.1	-328.7	-116.5	-104.2	-109.1	-100.7	-430.5
Continental Corporation	10,999.9	11,033.0	10,692.7	11,283.9	44,009.5	11,012.7	11,373.8	10,787.8	11,230.1	44,404.4	11,046.7	11,264.0	11,103.4	11,064.3	44,478.4

Changes Y-o-Y in %	2018					2019				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	0.6	0.7	-2.6	-6.0	-1.8	-6.1	-2.9	1.9	-1.1	-2.2
Powertrain	-2.9	4.0	2.4	0.9	1.0	3.1	-3.2	3.9	-0.4	0.8
Interior	4.7	9.5	3.7	-0.4	4.3	-0.3	-2.5	2.4	-4.0	-1.2
Tires	-4.4	-0.5	1.3	4.2	0.2	7.4	2.5	4.8	-0.9	3.3
ContiTech	5.3	2.7	-0.6	-0.9	1.6	-1.8	2.9	2.6	-0.1	0.9
Continental Corporation	0.1	3.1	0.9	-0.5	0.9	0.3	-1.0	2.9	-1.5	0.2

Fact Sheets

EBITDA by Quarter

EBITDA (€ mn)	2017					2018					2019				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	336.9	326.9	300.3	337.5	1,301.6	356.8	324.6	219.7	312.2	1,213.3	270.0	292.7	260.4	322.2	1,145.3
Powertrain	213.9	214.4	187.4	239.1	854.8	207.3	219.2	30.7	117.4	574.6	186.0	185.4	-10.7	-168.2	192.5
Interior	273.6	288.1	287.0	291.3	1,140.0	283.4	312.1	442.3	351.4	1,389.2	235.4	269.7	32.4	44.9	582.4
Tires	651.3	674.8	661.7	760.9	2,748.7	545.8	645.0	603.6	700.8	2,495.2	610.0	597.8	613.8	676.1	2,497.7
ContiTech	191.3	175.6	184.0	200.0	750.9	195.9	186.5	146.6	172.4	701.4	178.8	152.9	184.3	154.5	670.5
Other / Consolidation	-28.5	-27.4	-38.2	-23.0	-117.1	-34.2	-30.0	-31.1	-42.7	-138.0	-6.5	-41.6	-30.8	-32.3	-111.2
Continental Corporation	1,638.5	1,652.4	1,582.2	1,805.8	6,678.9	1,555.0	1,657.4	1,411.8	1,611.5	6,235.7	1,473.7	1,456.9	1,049.4	997.2	4,977.2

EBITDA margin in %	2017					2018					2019				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	13.5	13.4	13.0	13.4	13.3	14.2	13.2	9.8	13.2	12.7	11.4	12.3	11.4	13.7	12.2
Powertrain	10.7	11.0	10.4	12.6	11.2	10.7	10.8	1.7	6.1	7.4	9.3	9.5	-0.6	-8.8	2.5
Interior	11.9	12.4	12.6	12.0	12.3	11.8	12.3	18.8	14.6	14.3	9.8	10.9	1.3	1.9	6.1
Tires	23.6	24.0	23.5	25.9	24.3	20.7	23.0	21.2	22.9	22.0	21.6	20.8	20.5	22.3	21.3
ContiTech	12.6	11.1	11.7	12.7	12.0	12.2	11.4	9.4	11.1	11.1	11.4	9.1	11.5	9.9	10.5
Continental Corporation	14.9	15.0	14.8	16.0	15.2	14.1	14.6	13.1	14.3	14.0	13.3	12.9	9.5	9.0	11.2

Changes Y-o-Y in %	2018					2019				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	5.9	-0.7	-26.8	-7.5	-6.8	-24.3	-9.8	18.5	3.2	-5.6
Powertrain	-3.1	2.2	-83.6	-50.9	-32.8	-10.3	-15.4	-134.9	-243.3	-66.5
Interior	3.6	8.3	54.1	20.6	21.9	-16.9	-13.6	-92.7	-87.2	-58.1
Tires	-16.2	-4.4	-8.8	-7.9	-9.2	11.8	-7.3	1.7	-3.5	0.1
ContiTech	2.4	6.2	-20.3	-13.8	-6.6	-8.7	-18.0	25.7	-10.4	-4.4
Continental Corporation	-5.1	0.3	-10.8	-10.8	-6.6	-5.2	-12.1	-25.7	-38.1	-20.2

Fact Sheets

EBIT by Quarter

EBIT (€ mn)	2017					2018					2019				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	238.9	227.4	200.0	231.4	897.7	252.9	218.2	110.6	200.8	782.5	147.2	164.4	-590.9	159.0	-120.3
Powertrain	117.1	114.1	83.1	125.6	439.9	99.4	110.7	-87.1	-3.2	119.8	60.9	56.3	-367.8	-411.5	-662.1
Interior	185.7	196.3	168.5	198.7	749.2	184.5	215.6	340.7	247.3	988.1	112.9	111.8	-1,465.8	-84.2	-1,325.3
Tires	505.1	526.9	515.0	604.3	2,151.3	395.5	493.6	450.0	543.0	1,882.1	414.0	398.2	391.4	448.0	1,651.6
ContiTech	117.1	95.4	109.5	120.2	442.2	121.9	111.5	69.4	93.4	396.2	96.0	64.8	95.8	49.3	305.9
Other / Consolidation	-28.8	-27.8	-38.6	-23.6	-118.8	-35.0	-30.6	-32.0	-43.4	-141.0	-7.7	-42.2	-33.2	-35.0	-118.1
Continental Corporation	1,135.1	1,132.3	1,037.5	1,256.6	4,561.5	1,019.2	1,119.0	851.6	1,037.9	4,027.7	823.3	753.3	-1,970.5	125.6	-268.3

EBIT margin in %	2017					2018					2019				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	9.6	9.3	8.7	9.2	9.2	10.1	8.9	4.9	8.5	8.2	6.2	6.9	-25.8	6.8	-1.3
Powertrain	5.8	5.9	4.6	6.6	5.7	5.1	5.5	-4.7	-0.2	1.5	3.0	2.9	-19.1	-21.6	-8.5
Interior	8.1	8.5	7.4	8.2	8.1	7.7	8.5	14.5	10.2	10.2	4.7	4.5	-60.9	-3.6	-13.8
Tires	18.3	18.7	18.3	20.6	19.0	15.0	17.6	15.8	17.7	16.6	14.6	13.9	13.1	14.8	14.1
ContiTech	7.7	6.0	7.0	7.7	7.1	7.6	6.8	4.5	6.0	6.2	6.1	3.9	6.0	3.2	4.8
Continental Corporation	10.3	10.3	9.7	11.1	10.4	9.3	9.8	7.9	9.2	9.1	7.5	6.7	-17.7	1.1	-0.6

Changes Y-o-Y in %	2018					2019				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	5.9	-4.0	-44.7	-13.2	-12.8	-41.8	-24.7	-634.3	-20.8	-115.4
Powertrain	-15.1	-3.0	-204.8	-102.5	-72.8	-38.7	-49.1	-322.3	-12,759.4	-652.7
Interior	-0.6	9.8	102.2	24.5	31.9	-38.8	-48.1	-530.2	-134.0	-234.1
Tires	-21.7	-6.3	-12.6	-10.1	-12.5	4.7	-19.3	-13.0	-17.5	-12.2
ContiTech	4.1	16.9	-36.6	-22.3	-10.4	-21.2	-41.9	38.0	-47.2	-22.8
Continental Corporation	-10.2	-1.2	-17.9	-17.4	-11.7	-19.2	-32.7	-331.4	-87.9	-106.7

Fact Sheets

Adjusted EBIT¹ by Quarter

Adj. EBIT ¹ (€ mn)
Chassis & Safety
Powertrain
Interior
Tires
ContiTech
Other / Consolidation
Continental Corporation

2018				
Q1	Q2	Q3	Q4	Year
252.9	218.2	112.1	202.1	785.3
112.2	118.9	-64.2	53.2	220.1
191.9	216.3	206.1	248.9	863.2
400.0	497.9	454.6	550.1	1,902.6
144.2	134.0	92.1	116.5	486.8
-35.0	-30.6	-32.0	-43.4	-141.0
1,066.2	1,154.7	768.7	1,127.4	4,117.0

2019				
Q1	Q2	Q3	Q4	Year
148.8	167.6	148.5	211.0	675.9
78.9	72.5	-126.0	31.6	57.0
129.5	128.3	79.1	96.5	433.4
416.7	410.6	422.8	458.2	1,708.3
118.0	129.7	120.6	98.6	466.9
-7.7	-40.6	-30.5	-28.8	-107.6
884.2	868.1	614.5	867.1	3,233.9

Adj. EBIT ¹ margin in %
Chassis & Safety
Powertrain
Interior
Tires
ContiTech
Continental Corporation

2018				
Q1	Q2	Q3	Q4	Year
10.1	8.9	5.0	8.5	8.2
5.7	5.8	-3.4	2.7	2.8
8.1	8.7	8.9	10.4	9.0
15.2	17.8	15.9	18.0	16.8
9.0	8.2	5.9	7.5	7.7
9.7	10.2	7.1	10.0	9.3

2019				
Q1	Q2	Q3	Q4	Year
6.3	7.0	6.5	9.0	7.2
3.9	3.7	-6.5	1.7	0.7
5.5	5.3	3.3	4.2	4.6
15.1	14.7	14.5	15.3	14.9
7.5	8.1	7.8	6.7	7.5
8.1	7.8	5.6	8.0	7.4

Changes Y-o-Y in %
Chassis & Safety
Powertrain
Interior
Tires
ContiTech
Continental Corporation

2019				
Q1	Q2	Q3	Q4	Year
-41.2	-23.2	32.5	4.4	-13.9
-29.7	-39.0	-96.3	-40.6	-74.1
-32.5	-40.7	-61.6	-61.2	-49.8
4.2	-17.5	-7.0	-16.7	-10.2
-18.2	-3.2	30.9	-15.4	-4.1
-17.1	-24.8	-20.1	-23.1	-21.5

Fact Sheets

Consolidated Statement of Income

(€ mn)	2019	2018	2017	2019 Q4	2018 Q4	2017 Q4
Sales	44,478.4	44,404.4	44,009.5	11,064.3	11,230.1	11,283.9
Cost of sales	-33,893.4	-33,299.5	-32,635.0	-8,565.6	-8,472.2	-8,348.4
Gross margin on sales	10,585.0	11,104.9	11,374.5	2,498.7	2,757.9	2,935.5
Research and development expenses	-4,471.8	-4,280.2	-3,103.7	-1,114.6	-1,091.8	-746.8
Selling and logistics expenses	-2,718.9	-2,494.3	-2,430.2	-695.6	-649.6	-633.0
Administrative expenses	-1,110.2	-1,149.0	-1,144.3	-252.4	-306.1	-278.2
Other expenses and income	-2,428.6	775.9	-212.1	-325.2	301.8	-47.6
Income from at-equity accounted investees	-124.3	69.6	76.8	14.7	25.4	26.6
Other income from investments	0.5	0.8	0.5		0.3	0.1
Earnings before interest and tax	-268.3	4,027.7	4,561.5	125.6	1,037.9	1,256.6
Interest income	147.2	122.9	94.4	59.6	53.7	26.4
Interest expense	-467.5	-300.7	-380.1	-221.0	-81.4	-92.5
Financial result	-320.3	-177.8	-285.7	-161.4	-27.7	-66.1
Earnings before tax	-588.6	3,849.9	4,275.8	-35.8	1,010.2	1,190.5
Income tax expense	-582.4	-891.6	-1,227.5	-239.6	-275.4	-409.8
Net income	-1,171.0	2,958.3	3,048.3	-275.4	734.8	780.7
Non-controlling interests	-54.0	-61.0	-63.7	-23.2	-23.3	-20.2
Net income attributable to the shareholders of the parent	-1,225.0	2,897.3	2,984.6	-298.6	711.5	760.5
Basic earnings per share (in €)	-6.13	14.49	14.92	-1.50	3.56	3.80
Diluted earnings per share (in €)	-6.13	14.49	14.92	-1.50	3.56	3.80

Fact Sheets

Consolidated Statement of Financial Position – Assets¹

(€ mn)	December 31, 2019	December 31, 2018
Goodwill	5,113.5	7,233.4
Other intangible assets	1,691.8	1,566.3
Property, plant and equipment	14,932.7	12,375.5
Investment property	11.7	12.0
Investments in equity-accounted investees	397.7	644.9
Other investments	197.6	192.9
Deferred tax assets	2,174.4	1,464.4
Defined benefit assets	7.8	27.8
Long-term contract assets	0.1	0.1
Long-term derivative instruments and interest-bearing investments	54.0	32.4
Long-term other financial assets	114.6	81.4
Long-term other assets	28.6	27.6
Non-current assets	24,724.5	23,658.7
Inventories	4,694.4	4,521.1
Trade accounts receivable ¹	7,711.6	7,858.2
Short-term contract assets	89.1	67.4
Short-term other financial assets ¹	118.5	94.4
Short-term other assets	1,406.7	1,124.2
Income tax receivables	240.5	208.2
Short-term derivative instruments and interest-bearing investments	151.5	151.8
Cash and cash equivalents	3,341.8	2,761.4
Assets held for sale	89.6	—
Current assets	17,843.7	16,786.7
Total assets	42,568.2	40,445.4

¹ From the 2019 reporting year, the presentation of receivables from related parties is made more transparent by reclassifying receivables from operating service business from short-term other financial assets to trade accounts receivable among these items of the statement of financial position. The figures from the comparative periods have been adjusted accordingly

² The previous year's figures have been adjusted due to the change in recognition of interest and penalties on income taxes

Note: IFRS 9 and IFRS 15 applied starting 2018; IFRS 16 applied starting 2019

Fact Sheets

Consolidated Statement of Financial Position – Total Equity and Liabilities¹

(€ mn)	December 31, 2019	December 31, 2018
Subscribed capital	512.0	512.0
Capital reserves	4,155.6	4,155.6
Retained earnings	13,522.1	15,697.2
Other comprehensive income	-2,794.4	-2,514.4
Equity attributable to the shareholders of the parent	15,395.3	17,850.4
Non-controlling interests	480.4	482.9
Total equity	15,875.7	18,333.3
Long-term employee benefits	5,406.3	4,407.0
Deferred tax liabilities	305.4	315.7
Long-term provisions for other risks and obligations	666.1	163.7
Long-term indebtedness	3,375.2	1,449.0
Long-term other financial liabilities	31.7	38.4
Long-term contract liabilities	16.7	11.0
Long-term other liabilities	20.0	13.4
Non-current liabilities	9,821.4	6,398.2
Short-term employee benefits	1,368.7	1,454.2
Trade accounts payable ¹	7,111.0	7,525.6
Short-term contract liabilities	234.9	150.2
Income tax payables	938.6	750.7
Short-term provisions for other risks and obligations	1,261.6	1,066.1
Short-term indebtedness	4,243.8	3,157.9
Short-term other financial liabilities ¹	1,046.3	1,042.6
Short-term other liabilities	666.2	566.6
Current liabilities	16,871.1	15,713.9
Total equity and liabilities	42,568.2	40,445.4

¹ From the 2019 reporting year, the presentation of liabilities to related parties is made more transparent by reclassifying liabilities from operating service business from short-term other financial liabilities to trade accounts payable among these items of the statement of financial position. The figures from the comparative periods have been adjusted accordingly

² The presentation of short-term contract liabilities was made more transparent by reclassifying liabilities for selling expenses to short-term other financial liabilities. The figures from the comparative period have been adjusted accordingly

³ The previous year's figures have been adjusted due to the change in recognition of interest and penalties on income taxes

Note: IFRS 9 and IFRS 15 applied starting 2018; IFRS 16 applied starting 2019

Fact Sheets

Consolidated Statement of Cash Flows

(€ mn)	2019	2018
Net income	-1,171.0	2,958.3
Income tax expense	582.4	891.6
Financial result	320.3	177.8
EBIT	-268.3	4,027.7
Interest paid ¹	-157.9	-130.4
Interest received ¹	75.0	39.1
Income tax paid ¹	-866.0	-848.1
Dividends received	67.3	45.0
Depreciation, amortization, impairment and reversal of impairment losses	5,245.5	2,208.0
Income from equity-accounted investees and other investments, incl. impairment and reversal of impairment losses	123.8	-70.4
Gains/losses from the disposal of assets, companies and business operations	-15.5	-176.0
Changes in		
inventories	-49.1	-358.4
Trade accounts receivable ¹	337.8	-11.5
Trade accounts payable ¹	-544.7	430.1
employee benefits and other provisions	658.3	-232.1
other assets and liabilities ¹	-191.8	54.2
Cash flow arising from operating activities	4,414.4	4,977.2
Cash flow from the disposal of assets	53.9	64.0
Capital expenditure on property, plant and equipment, and software	-2,977.5	-3,124.4
Capital expenditure on intangible assets from development projects and miscellaneous	-242.8	-161.0
Cash flow from the disposal of companies and business operations	1.3	13.1
Acquisition of companies and business operations	-487.6	-417.9
Cash flow arising from investing activities	-3,652.7	-3,626.2
Cash flow before financing activities (free cash flow)	761.7	1,351.0
Net cash change in short-term indebtedness	-1,049.5	453.7
Cash change in long-term indebtedness	1,907.5	13.9
Other cash changes	-24.9	23.7
Successive purchases	-71.0	-19.2
Dividends paid	-950.0	-900.0
Dividends paid to and cash changes from equity transactions with non-controlling interests	-32.5	-45.4
Cash and cash equivalents arising from the first-time consolidation of subsidiaries	0.4	2.0
Cash flow arising from financing activities	-220.0	-471.3
Change in cash and cash equivalents	541.7	879.7
Cash and cash equivalents as at January 1	2,761.4	1,881.5
Effect of exchange-rate changes on cash and cash equivalents	38.7	0.2
Cash and cash equivalents as at December 31	3,341.8	2,761.4

¹ The previous year's figures have been adjusted due to the change in recognition of interest and penalties on income taxes. To increase transparency, receivables from and liabilities to related parties have been reclassified from changes in other assets and liabilities to changes from trade accounts receivable and payable, starting from the 2019 reporting year. The figures from the comparative period have been adjusted accordingly.

Note: IFRS 9 and IFRS 15 applied starting 2018; IFRS 16 applied starting 2019

Fact Sheets

FY 2019 Results Reported and Adjusted (€ mn) – by Division

	<u>Chassis & Safety</u>		<u>Interior</u>		<u>Powertrain</u>		<u>Tires</u>		<u>ContiTech</u>		<u>Cons. / Corr.</u>		<u>Corporation</u>	
	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019
Sales	9,588.0	9,381.6	9,707.2	9,595.5	7,741.0	7,802.3	11,352.2	11,728.0	6,344.7	6,401.5	-328.7	-430.5	44,404.4	44,478.4
EBIT	782.5	-120.3	988.1	-1,325.3	119.8	-662.1	1,882.1	1,651.6	396.2	305.9	-141.0	-118.1	4,027.7	-268.3
in % of sales	8.2%	-1.3%	10.2%	-13.8%	1.5%	-8.5%	16.6%	14.1%	6.2%	4.8%			9.1%	-0.6%
Amortization of intangible assets from PPA	0.0		51.1	57.2	11.4	10.7	19.3	20.0	91.2	94.6			173.0	182.5
Total special effects	2.8	796.1	-155.2	1,708.9	71.1	708.4	1.2	33.8	-0.1	54.5		10.5	-80.2	3,312.2
Total consolidation effects		0.1	-20.8	-7.4	17.8			2.9	-0.5	11.9			-3.5	7.5
Total consolidation & special effects	2.8	796.2	-176.0	1,701.5	88.9	708.4	1.2	36.7	-0.6	66.4		10.5	-83.7	3,319.7
Adjusted operating result (adj. EBIT) ¹	785.3	675.9	863.2	433.4	220.1	57.0	1,902.6	1,708.3	486.8	466.9	-141.0	-107.6	4,117.0	3,233.9
in % of adjusted sales	8.2%	7.2%	9.0%	4.6%	2.8%	0.7%	16.8%	14.9%	7.7%	7.5%			9.3%	7.4%

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

Note: IFRS 16 applied starting 2019.

Fact Sheets

FY 2019 Results Reported and Adjusted (€ mn) – by Group

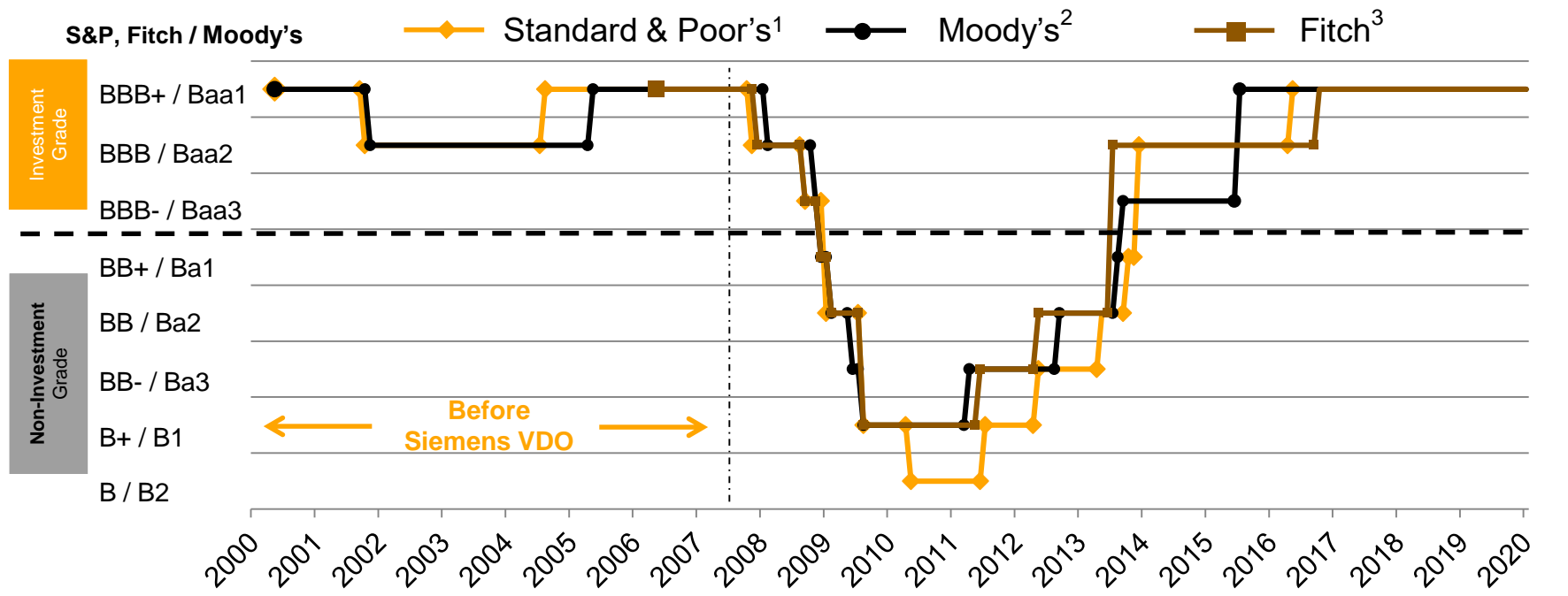
	Q4 2018/2019								FY 2018/2019							
	<u>Automotive</u>		<u>Rubber</u>		<u>Cons. / Corr.</u>		<u>Corporation</u>		<u>Automotive</u>		<u>Rubber</u>		<u>Cons. / Corr.</u>		<u>Corporation</u>	
	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019	2018	2019
Sales	6,652.4	6,517.5	4,591.3	4,562.2	-13.6	-15.4	11,230.1	11,064.3	26,855.8	26,523.3	17,603.1	18,012.9	-54.5	-57.8	44,404.4	44,478.4
EBIT	444.9	-336.7	636.4	497.3	-43.4	-35.0	1,037.9	125.6	1,890.4	-2,107.7	2,278.3	1,957.5	-141.0	-118.1	4,027.7	-268.3
in % of sales	6.7%	-5.2%	13.9%	10.9%			9.2%	1.1%	7.0%	-7.9%	12.9%	10.9%			9.1%	-0.6%
Amortization of intangible assets from PPA	15.7	17.5	29.2	31.4			44.9	48.9	62.5	67.9	110.5	114.6			173.0	182.5
Total special effects	43.8	661.7	1.2	23.0		6.2	45.0	690.9	-81.3	3,213.4	1.1	88.3		10.5	-80.2	3,312.2
Total consolidation effects	-0.2	-3.4	-0.2	5.1			-0.4	1.7	-3.0	-7.3	-0.5	14.8			-3.5	7.5
Total consolidation & special effects	43.6	658.3	1.0	28.1		6.2	44.6	692.6	-84.3	3,206.1	0.6	103.1		10.5	-83.7	3,319.7
Adjusted operating result (adj. EBIT) ¹	504.2	339.1	666.6	556.8	-43.4	-28.8	1,127.4	867.1	1,868.6	1,166.3	2,389.4	2,175.2	-141.0	-107.6	4,117.0	3,233.9

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

Note: IFRS 16 applied starting 2019.

Fact Sheets

Continental's Credit Rating



¹ Contracted rating since May 19, 2000

² Contracted rating retroactive since January 1, 2019

³ Contracted rating since November 7, 2013

References

Useful Links

Continental Investor Relations website	www.continental-ir.com
Annual and interim reports	www.continental-corporation.com/en/investors/reports
Fact Book / Investor Presentation	www.continental-corporation.com/en/investors/reports
Investor Relations events and presentations	www.continental-corporation.com/en/investors/events/presentations
Sustainability at Continental (presentation and fact sheet for investors)	www.continental-corporation.com/en/investors/about-us/presentation-sustainability-at-continental-23118
Corporate Social Responsibility	www.continental-sustainability.com
Corporate Governance Principles	www.continental-corporation.com/en/company/corporate-governance/principles-and-declarations
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