

# **Continental AG**

UniCredit Automotive Credit Conference, June 16, 2021

Ticker: CON ADR-Ticker: CTTAY

http://www.continental-ir.com

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# Agenda

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### 1 | Looking Back on the Last Twelve Months

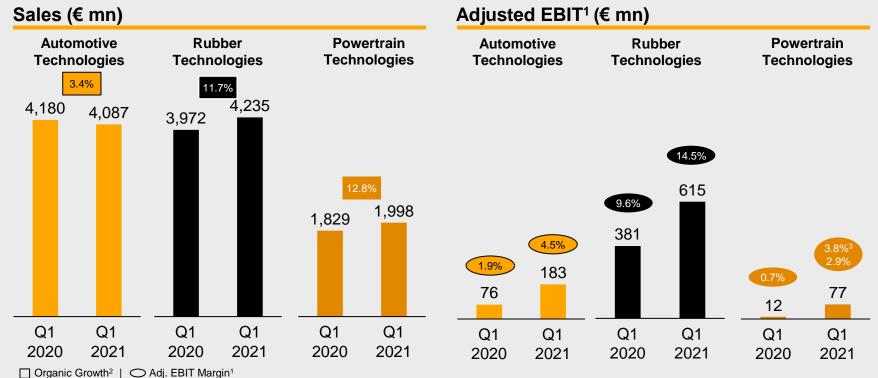
### Premium for Continental Risk Back On a Low Level



#### **Our Priorities**

- > Health and safety of our employees
- > Sustain solid financial position
  - > Strict cost reduction discipline
  - Fixed costs (excl. D&A) FY 2020 down by 8% Y-o-Y
- Capex FY 2020 down by 33% Y-o-Y
- Successful ramp-up of supply chain [in Q2 2020]
- Ongoing structural program
- > On track to achieve >€1bn gross cost savings from 2023
- Vitesco Technologies
- > Listing on track for September 2021

### Sales and Earnings Performance of Our Group Sectors



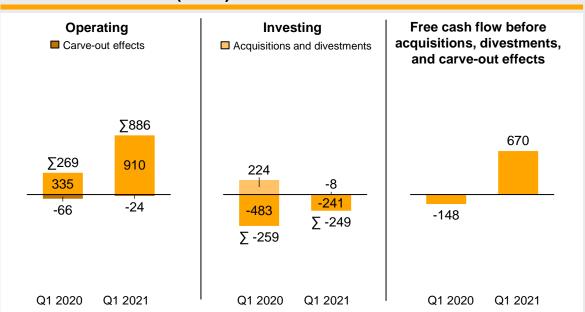
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects.

<sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.

<sup>3</sup> Due to the intended spin-off of Powertrain Technologies depreciation ceased for discontinued operations starting March 16, 2021.

### Free Cash Flow Driven by Higher EBIT and Lower Capex

### Cash Flow Q1 2021 (€ mn)



#### Operating Cash Flow

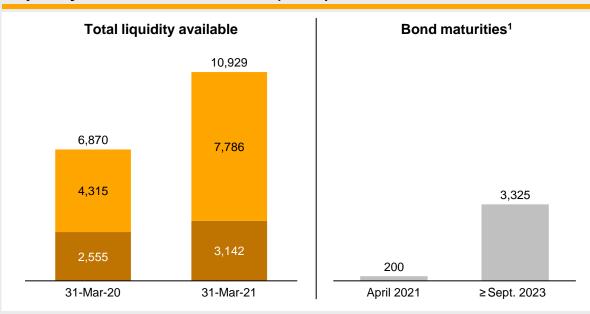
- Solid result driven by strong EBIT and disciplined working-capital management
- Cash outflow for restructuring of €55 mn

#### Investing Cash Flow

- Lower value for capital expenditures of 2.8% of sales
- Capital expenditures in FY21 expected to be around 7% of sales for the continuing operations

### Financial Position Remains Solid

### Liquidity and bond maturities<sup>2</sup> (€ mn)



#### Credit Lines

- > Short-term credit line of €3 bn until May 2021
- Availability of the credit facilities is not subject to financial covenants or ratings triggers

#### **Bonds**

 Completed bond redemption of €200 mn in April

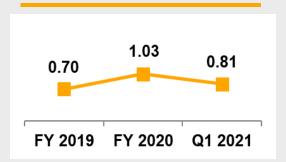
Cash | Unutilized committed credit lines

<sup>1</sup> Bond amounts shown are nominal values.

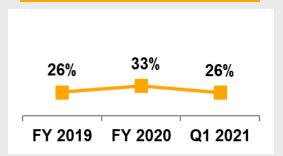
<sup>2</sup> Due to the intended spin-off of Powertrain Technologies, IFRS 5 Non-current Assets Held for Sale and Discontinued Operations has been applied. Due to this application, depreciation ceased for discontinued operations starting March 16, 2021.

### Group Financial Ratio Improved During Q1 2021

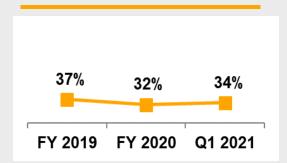




### Gearing ratio<sup>2</sup>



### Equity ratio<sup>3</sup>



#### Continental's current credit rating is:

- Fitch (since April 20, 2020):
- > S&P (since March 30, 2020):
- Moody's (since March 13, 2020):

BBB, outlook stable BBB, outlook negative Baa2, outlook negative

#### **Continental's targets:**

- Rating:
- Leverage ratio<sup>1</sup>:
- Gearing ratio<sup>2</sup>:
- Equity ratio<sup>3</sup>:

BBB / BBB+ well below 1.00x

below 40%

above 30%

<sup>&</sup>lt;sup>1</sup> Net indebtedness divided by adjusted EBITDA (LTM). Due to the intended spin-off of Powertrain Technologies, IFRS 5 Non-current Assets Held for Sale and

Discontinued Operations has been applied starting 2021. Due to this application, depreciation ceased for discontinued operations starting March 16, 2021.

Net indebtedness divided by equity. Due to the intended spin-off of Powertrain Technologies, IFRS 5 Non-current Assets Held for Sale and Discontinued

Operations has been applied starting 2021. Due to this application, depreciation ceased for discontinued operations starting March 16, 2021.

<sup>&</sup>lt;sup>3</sup> Due to the intended spin-off of Powertrain Technologies, IFRS 5 Non-current Assets Held for Sale and Discontinued Operations has been applied starting 2021.

# 3 | 2021 Outlook

# **Expectations for Market Development Unchanged**

	Vehicle Production				Replacement Tires			
	Passenger Car & Light Trucks				Passenger Cars & Light Trucks	<b>S</b>	Commercial Vehicles	<u>[</u> ]
	Q1 2021	2021E	Q1 2021	2021E	Q1 2021	2021E	Q1 2021	2021E
Europe 💮	~ 0%	10% to 13%	~ 20%	8% to 12%	~ 9%	6% to 8%	~ 15%	4% to 6%
North America	~ -4%	17% to 20%	~ 10%	26% to 30%	~ 11%	4% to 6%	~ 13%	4% to 6%
China 🔴	~ 78%	2% to 5%	~ 45%	-28% to -32%	~ 33%	6% to 8%	n/a	n/a
Worldwide	~ 14%	9% to 12%	~ 25%	-7% to -12%	~ 10%	6% to 8%	n/a	n/a

E = Estimates.

Sources: IHS, own estimates,

# 3 | 2021 Outlook

## Outlook Continental Group (Continuing Operations Only)

	<b>2021E</b>
Consolidated sales Adj. EBIT¹ margin	Around €32.5 bn — €34.5 bn Around 6% — 7%
Automotive Technologies sales Adj. EBIT¹ margin	Around €16 bn – €17 bn Around 1% – 2%
Rubber Technologies sales Adj. EBIT¹ margin	Around €16.5 bn – €17.5 bn Around 11.5% – 12.5%
Raw materials cost impact for Rubber Technologies	Headwind of around €350 mn (previously €200 mn)
Special effects	Around -€300 mn for restructuring costs and carve-out effects
Financial result Tax rate including carve-out effects	Around -€220 mn <sup>2</sup> Around 27%
Capex before financial investments in % of sales PPA amortization	Around 7% Almost €200 mn
Free cash flow before acquisitions, divestments, and carve-out effects	Around €1.1 bn – €1.5 bn (previously €0.9 bn – €1.3 bn)

E = Estimates.

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

<sup>2</sup> Before effects of currency translation and effects from changes in the fair value of derivative instruments and other valuation effects.

## 3 | 2021 Outlook

Spin-off of Vitesco Technologies Planned for September 2021

**Ontinental Continental Group Group Sectors Automotive Technologies Rubber Technologies** Vehicle **Autonomous Networking Business Areas Tires** ContiTech **Mobility and** and Safety

Information

VILESCO 1



Vitesco Technologies

Emerge as a Winner of the Transformation



# Strengthen operational performance

- Right-size cost structure
- Commitment to efficiency and quality

2

# Differentiate our portfolio

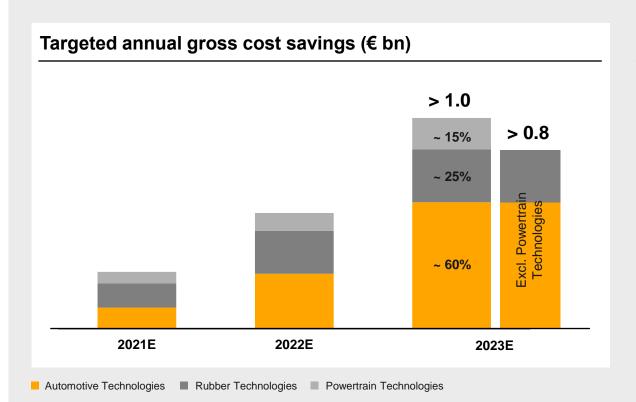
- Win in growth businesses
- Manage value businesses for profitability and cash

3

# Turn change into opportunity

- Embrace sustainability
- Focus on passion to win and transparency and ownership

### Implementation of Structural Measures On Track



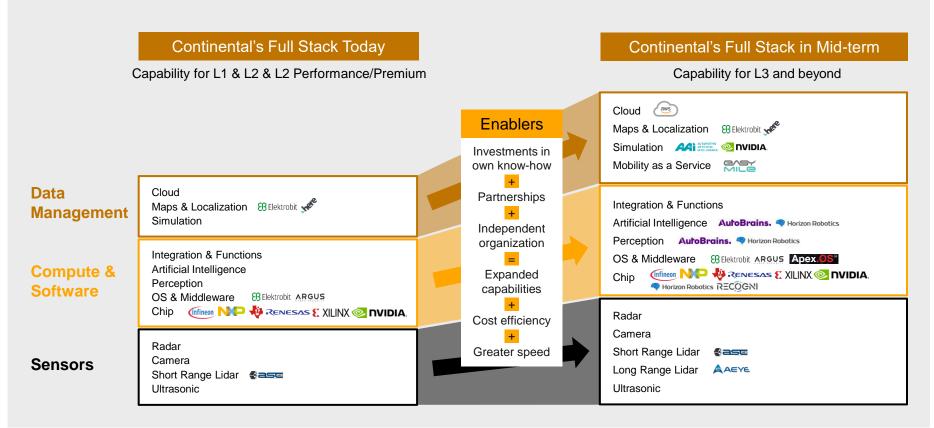
### **Program details**

- Includes footprint, structures and processes
- Contributions from central functions and business units
- Around 30,000 jobs worldwide affected
  - Major portion in high-cost countries
  - Negotiations with employee representatives ongoing

### Differentiation of Our Portfolio Between Growth and Value

#### **Automotive Technologies Tires** ContiTech Growth Fleet Smart Software and **Architecture** Autonomous Smart services. solutions Fast-growing markets and systems mobility mobility selective beyond excellence networking Outperformance driven by regions rubber technological innovation (010) Focus: market position, growth and long-term profitability Base Value User **EMEA** Safety business experience **business** Stable, mature markets ) Profitable business > Focus: profitability and cash conversion

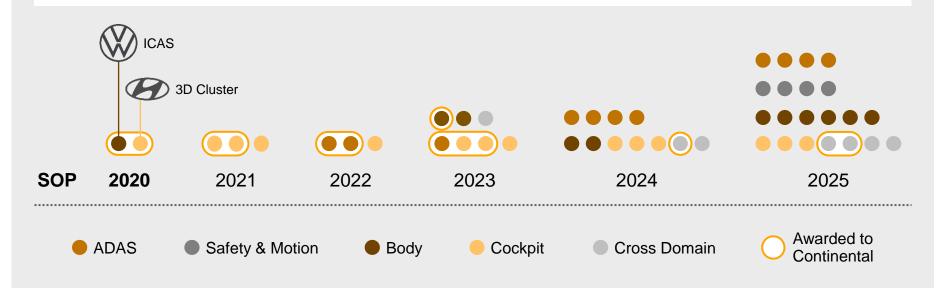
## Utilize Position & Partnerships to Expand Full Stack Capabilities



New High-Performance Computer (HPC) Awards for Continental

### **HPC** projects won and in acquisition (#)

Total order intake so far: ~€5 bn Lifetime Sales





Sustainability: Our Pathway for Full Carbon Neutrality along Our Entire Value Chain

2020



Entirely green purchased electricity

2022



Entirely Carbon neutral business with emission-free vehicles

2040



Entirely Carbon neutral own operations

2050 at the latest



100% carbon neutral along our entire value chain

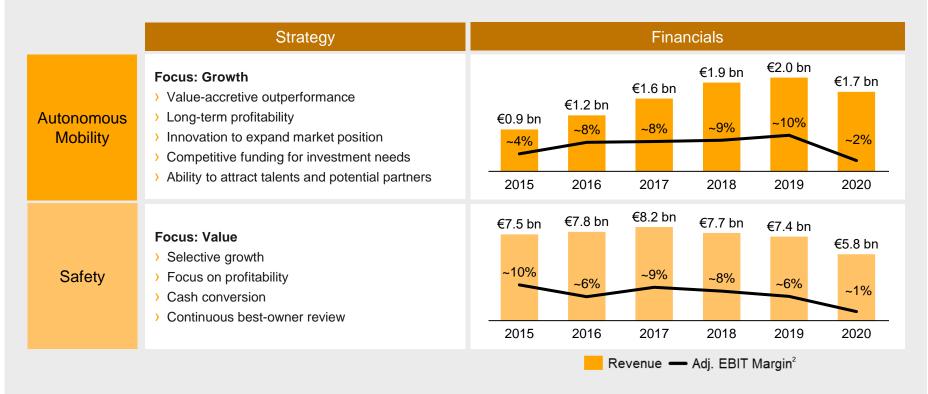




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- > Unless otherwise stated, all amounts are shown in millions of euro. Please note that differences may arise as a result of the use of rounded amounts and percentages.
- Adjustment to the consolidated financial statements as of March 31, 2020: As part of the change in the accounting policy for revenue recognition for subsidiaries in China, the Continental Group recognized the following amounts in the first quarter of 2020 as a result of an error correction in accordance with IAS 8, Accounting Policies, Changes in Accounting Estimates and Errors. Sales increased by €68.7 million to a total of €9,912.7 million for the Continental Group, while manufacturing costs rose by €68.9 million to a total of €7,652.1 million. In the consolidated statement of financial position, trade accounts receivable were adjusted by €81.6 million to a total of €7,323.9 million, cash and cash equivalents by €27.9 million to a total of €2,555.0 million, trade accounts payable by €74.9 million to a total of €6,727.8 million, and short-term other financial liabilities by €34.8 million to a total of €906.2 million. The effect on gross margin on sales and subsequent earnings figures of -€0.2 million is not material.

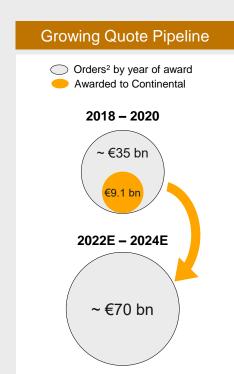
### Separation of AMS<sup>1</sup> Into Separate Business Areas Supports Portfolio Strategy



<sup>1</sup> Autonomous Mobility and Safety.

<sup>2</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects. Historical financials based on figures as reported in each respective year

### Sizable Mid-term Growth Opportunities from Higher AD<sup>1</sup> Levels



#### **Drivers**

### **Content growth**

#### Continental's addressable content per vehicle

- > L2: > €200, predominately sensors
- L2 Performance/Premium: > 2-4x L2, including AD HPC<sup>2</sup>
- L3: > 10x L2, including AD HPC<sup>2</sup> and Lidar

# From components to systems

#### Full system stacks becoming increasingly relevant

- Trend toward centralized architectures
- Customers increasingly looking for optimized system solutions
- Significance of software growing rapidly

Services, system integration and functions

#### **Emerging new business areas and models**

- Based in the cloud
- Software as a Product
- Mobility as a Service

<sup>&</sup>lt;sup>1</sup> Assisted/automated Driving <sup>2</sup> Expected lifetime sales of business awarded

### Q1 2021 Results: Review and Current Priorities

#### Review Q1 2021

#### Group

- ) (+) Approvals for Vitesco Technologies spin-off
- > (+) Continued discipline in cost and working-capital management

#### **Automotive Technologies**

- > (+/-) Largely effective in navigating semiconductor supply constraints, though at expense of higher supply chain costs
- (+) Further business wins in HPC¹ and display solutions. Cumulative HPC¹ order intake now about €5 bn lifetime sales

#### **Rubber Technologies**

) (+) Solid volume and profit growth secured through operational excellence

#### **Powertrain Technologies**

- ) (+) Electrification Technology revenue up 65% Y-o-Y
- (+) Secured major order for silicon carbide inverter from Hyundai Motor Company

#### **Current priorities**

#### **Operational topics**

- Continued shortage of semiconductors
- Dealing with increasing costs for raw materials
- Constraints related to logistics
- Uncertainty and volatility of customer demand

#### Strategic

- Independent "Autonomous Mobility" business area from January 1, 2022
- MOU<sup>2</sup> for intelligent driving JV with Horizon Robotics in China
- Established CAEdge technology platform with Amazon Web Services

#### **Structural Program**

- Agreements reached on social plan for the tires plant in Aachen (D) and basic points for the automotive plant in Karben (D)
- Negotiations proceeding with the remaining few locations
- On track to achieve >€1bn gross cost savings from 2023

#### Vitesco Technologies

Listing on track for September 2021

<sup>1</sup> High performance computer

<sup>2</sup> Memorandum of understanding

### Q1 2021 Results: Most Important KPIs

	Q1 2020	Q1 2021	Change	Comments
Sales	€9.9 bn	€10.3 bn	+3.5%	Organic growth 8.6%; FX -€426 mn
Adjusted EBIT <sup>1</sup>	€433 mn	€834 mn <sup>5</sup>	+€401 mn	Excluding IFRS 5 effect: Q1/21 €812 mn
Adjusted EBIT <sup>1</sup> margin	4.4%	8.1% <sup>5</sup>	+370 bps	Excluding IFRS 5 effect: Q1/21 7.9%
PPA <sup>2</sup>	-€48 mn	-€41 mn		
Special effects	€51 mn	-€71 mn		
Carve-out effects	-€12 mn	-€24 mn		
Restructuring	-€40 mn	€9 mn		
Impairments	-€18 mn	-€28 mn		
Other effects	€122 mn	-€28 mn		
NIAT <sup>3</sup>	€292 mn	€448 mn	+€156 mn	
Free cash flow before acquisitions, divestments, and carve-out effects	-€148 mn	€670 mn	+€818 mn	
Gearing ratio	25.8%	25.6%	-20 bps	
Equity ratio	37.6%	33.9%	-370 bps	
Trailing ROCE <sup>4</sup>	-2.6%	<b>-2.0</b> % <sup>5</sup>	+60 bps	Excluding IFRS 5 effect: Q1/21 -2.1%
Net indebtedness	€3,996 mn	€3,562 mn		

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

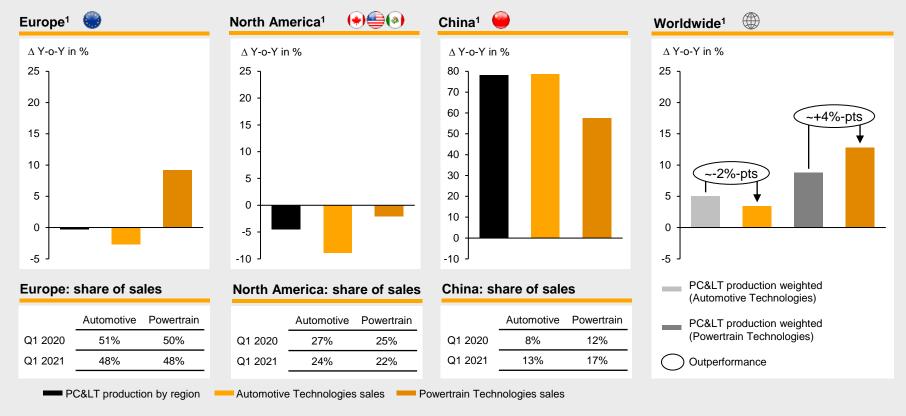
<sup>2</sup> Amortization of intangibles from PPA.

<sup>3</sup> Net income attributable to the shareholders of the parent.

<sup>4</sup> Calculated as reported EBIT for the last twelve months (LTM) divided by average operating assets for the LTM.

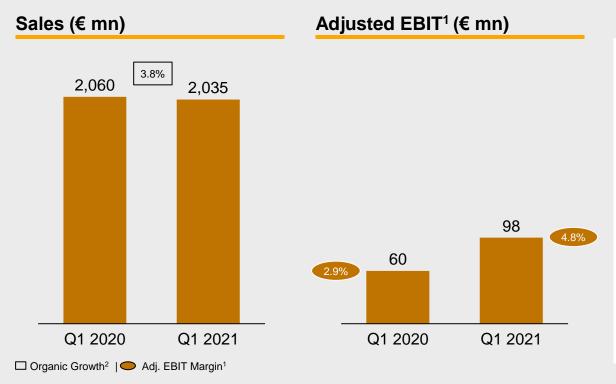
<sup>5</sup> Due to the intended spin-off of Powertrain Technologies, IFRS 5 Non-current Assets Held for Sale and Discontinued Operations has been applied. Due to this application, depreciation ceased for discontinued operations starting March 16, 2021.

### Q1 2021 Results: Regional Production vs. Sales Growth by Group Sectors



<sup>1</sup> Shown as change in organic sales Y-o-Y w/o consolidation effects and fx effects; China incl. Hong Kong.

### Q1 2021 Results: Autonomous Mobility and Safety



#### Sales

- Impact from FX: -4.1%
- Growth in China overcompensated decline in North America
- Highest sales growth in Passive Safety and Sensorics

#### Adjusted EBIT<sup>1</sup>

- Margin improvement from growth and cost discipline partially restrained by higher premium freight charges
- Higher R&D expenses for ADAS expected in subsequent quarters

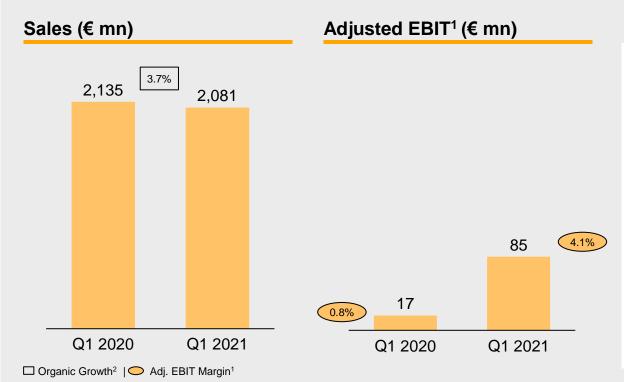
#### Order intake: €1.0 bn

> Business wins for electronic brake systems

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

<sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.

### Q1 2021 Results: Vehicle Networking and Information



#### Sales

- Impact from FX: -3.8%
- Strong demand in China and South Korea, while Europe remains soft
- Outperformance dampened by decline in analog instrument clusters

#### Adjusted EBIT1

- Margin improvement resulting from focus on cost discipline
- Higher logistic costs due to semiconductor shortage

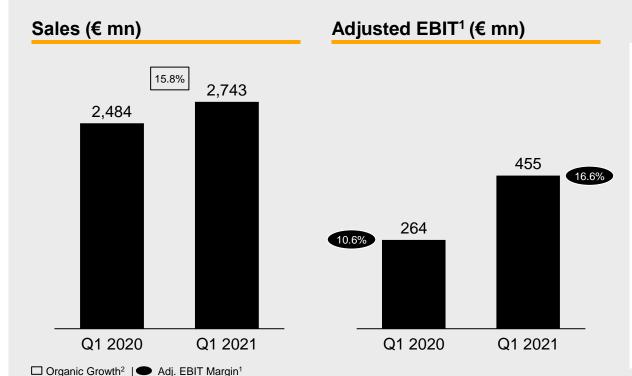
#### Order intake: €2.9 bn

- About €1.3 bn in new bookings for digital displays, predominantly for display solutions
- First HPC award for commercial vehicle application

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

<sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects

### Q1 2021 Results: Tires



#### Sales

- ) Impact from FX: -5.4%
- Volume: +9.2%
- Recovery led by Chinese and North American replacement markets as well as truck business
- Price/mix: +6.7%
  - Strong mix contribution and replacement pricing more than offset OE price cuts

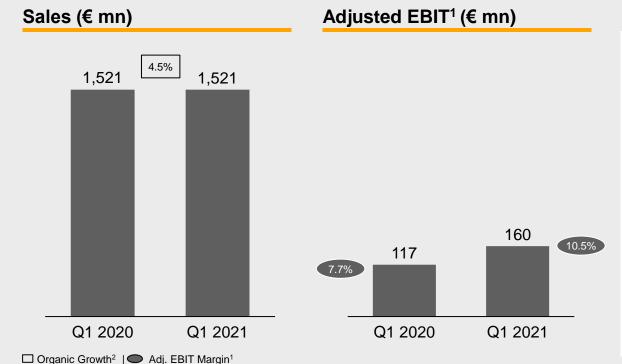
#### Adjusted EBIT<sup>1</sup>

- Significant volume recovery and strong price/mix more than offset FX headwind
- Continued fixed cost discipline; some effects expected to fade in remainder of 2021
- Significant raw material headwinds expected starting in Q2 2021

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

<sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.

### Q1 2021 Results: ContiTech



#### Sales

- > Impact from FX: -4.3%
- OE: Volume recovery in Mobile Fluid Systems and Surface Solutions
- Industrial and Aftermarket: Continued strength in Surface Solutions and Advanced Dynamics Solutions
- Strongest regional growth in China followed by Europe

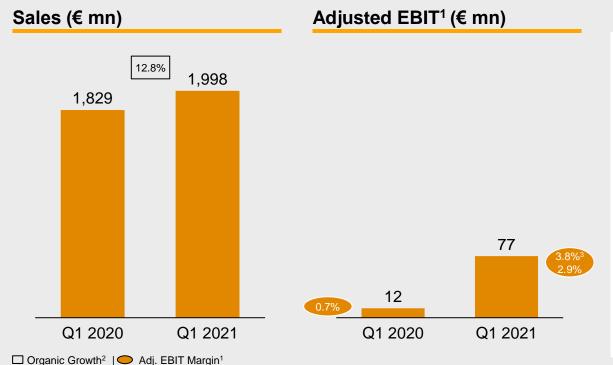
#### Adjusted EBIT<sup>1</sup>

- Margin improvement driven by OE recovery and strong demand in China
- Sustained margin expansion supported by higher efficiency and strict fixed cost control
- Further progress on restructuring and capacity adjustment

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

<sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.

### Q1 2021 Results: Powertrain



#### Sales

- ) Impact from FX: -3.5%
- > Electrification Technology sales of €157 mn (€95 mn in Q1 2020) mainly driven by highvoltage axle drives and power electronics especially in Europe
- Strong development in Sensing & Actuation

#### Adjusted EBIT<sup>1</sup>

- Adjusted EBIT benefited from higher volumes and strict fixed cost discipline
- Margin excluding Electrification Technology of 7.8%<sup>3</sup>/6.9%

Order intake: €1.9 bn

Strongest single order intake: 800V SiC inverter for Hyundai Motor Company

- 1 Before amortization of intangibles from PPA, consolidation and special effects.
- 2 Before changes in the scope of consolidation and exchange-rate effects.
- 3 Due to the intended spin-off of Powertrain Technologies depreciation ceased for discontinued operations starting March 16, 2021.

### Sustainability: Providing the Framework to Turn Change into Opportunities

### **Our Key Ambitions**

By 2050 at the latest, we and our value chain partners are striving for:

100% Carbon Neutrality along our entire value chain

**100%** Emission-free mobility and industry

(A) 100% Circular Economy

(2) 100% Responsible Value Chain

+ 8 Essentials

**Good working conditions** 

Green and safe factories

🕍 Innovations and digitalization

Benchmark in quality

Safe mobility

Long-term value creation

Sustainable management practices

Corporate citizenship

Transform or phase out non-viable business

Sustainable business practices

Continental

## **Key Historical Credit Metrics**

(€ mn) <sup>1</sup>	2017	2018	2019 <sup>5</sup>	2020	LTM
Statement of Cash Flows					
Adjusted EBITDA	6,701	6,190	5,837	4,030	4,389
Reported EBITDA	6,679	6,236	4,977	3,034	3,276
Net cash interest paid	-105	-91	-83	-137	-150
Tax paid	-1,122	-848	-866	-886	-769
Change in net working capital <sup>2</sup>	-484	60	-256	-579	-747
Other <sup>3</sup>	253	-379	642	1,282	1,720
Cash flow arising from operating activities	5,221	4,977	4,414	2,714	3,331
Cash flow arising from investing activities	-3,468	-3,626	-3,653	-1,835	-1,825
- thereof acquisitions	-596	-418	-488	-71	-69
- thereof capex in PPE and intangibles	-2,951	-3,285	-3,220	-2,126	-1,885
Cash flow before financing activities	1,753	1,351	762	879	1,506
Cash flow before acquisitions	2,349	1,769	1,249	950	1,575
Statement of Financial Position					
Cash and cash equivalents	1,882	2,761	3,342	2,939	3,142
Derivative instruments and interest-bearing investments	161	184	206	257	245
Total indebtedness	4,090	4,607	7,619	7,334	6,949
Net indebtedness	2,048	1,661	4,072	4,139	3,562
Credit Ratios					
Net indebtedness / adjusted EBITDA	0.3x	0.3x	0.7x	1.0x	0.8x
Net cash interest paid coverage (ratio) <sup>4</sup>	63.6x	67.8x	70.4x	29.5x	29.3x

#### Notes:

- 1 Amounts shown may contain rounding differences.
- 2 Includes changes in inventories, trade accounts receivable, trade accounts payable and discounted notes.
- 3 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.
- 4 Adjusted EBITDA to net cash interest paid.
- 5 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.

#### IFRS 16 applied starting 2019.

Due to the intended spin-off of Powertrain Technologies depreciation ceased for discontinued operations starting March 16, 2021.

# Back-up Relevant Bonds

Issuer	Continental AG	Conti-Gummi Finance B.V., Netherlands <sup>1</sup>	Conti-Gummi Finance B.V., Netherlands <sup>1</sup>	Continental AG	Continental AG		
Issue	Senior Notes						
Principal amount	€500 mn	€750 mn	€625 mn	€600 mn	€750 mn		
Offering price	99.804%	99.559%	99.589%	99.802%	98.791%		
Rating at issue date	Baa1 (Moody's) BBB+ (Fitch)	Baa2 (Moody's) BBB (Fitch)	Baa2 (Moody's) BBB (Fitch)	Baa1 (Moody's) BBB+ (Fitch)	Baa2 (Moody's) BBB (Fitch)		
Current rating (group)	BBB (S&P²), BBB (Fitch³), Baa2 (Moody's⁴)						
Coupon	0.00% p.a.	2.125% p.a.	1.125% p.a.	0.375% p.a.	2.500% p.a.		
Issue date	Sept. 12, 2019	May 27, 2020	June 25, 2020	Sept. 27, 2019	May 27, 2020		
Maturity	Sept. 12, 2023	Nov. 27, 2023	Sept. 25, 2024	June 27, 2025	Aug. 27, 2026		
Interest payment		Annual Nov. 27	Annual Sept. 25	Annual June 27	Annual Aug. 27		
WKN	A2YPE5	A28XTQ	A28YEC	A2YPAE	A28XTR		
ISIN	XS2051667181	XS2178585423	XS2193657561	XS2056430874	XS2178586157		
Denomination	€1,000 with minimum tradable amount €1,000	€1,000 with minimum tradable amount €1,000	€1,000 with minimum tradable amount €1,000	€1,000 with minimum tradable amount €1,000	€1,000 with minimum tradable amount €1,000		

<sup>1</sup> Guaranteed by Continental AG.

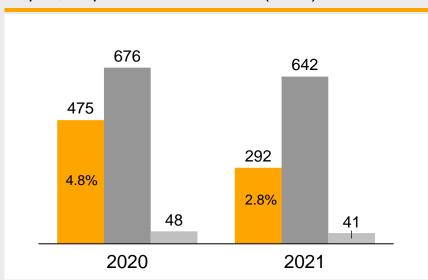
<sup>2</sup> Contracted rating since May 19, 2000.

<sup>3</sup> Contracted rating since November 7, 2013.

<sup>4</sup> Contracted rating since January 1, 2019.

### Capex, Depreciation and Earnings per Share – Breakdown for Q1 2021

### Capex, Depreciation and PPA¹ (€ mn)



### EPS excl. PPA<sup>1,2</sup> (€)

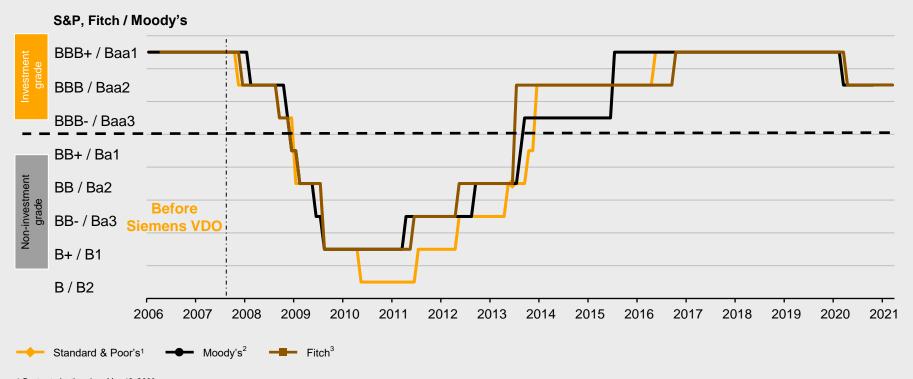


Capex (PPE), percentage of sales | ■ Depreciation, w/o PPA¹ | ■ PPA¹

<sup>1</sup> Amortization of intangibles from PPA.

<sup>2</sup> Assuming corporate tax rate of 28%.

# Continental's Credit Rating



<sup>1</sup> Contracted rating since May 19, 2000.

<sup>2</sup> Contracted rating since January 1, 2019.

<sup>3</sup> Contracted rating since November 7, 2013.

# Back-up 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.com/en/investors/reports
Investor Relations events and presentations	www.continental.com/en/investors/events-and-presentations
Sustainability at Continental (presentation and fact sheet for investors)	www.continental.com/resource/blob/23136/8b04da84d56f973fd247b1f131226184/sustainability-presentation-data.pdf
Corporate Sustainability	www.continental-sustainability.com
2020 Integrated Sustainability Report	www.continental.com/resource/blob/251860/69fecbe53e0deb6924d15aa010594ee3/gri-2020-data.pdf
Corporate Governance Principles	www.continental-corporation.com/en/company/corporate-governance/principles-and-declarations
Continental shares	www.continental.com/en/investors/shares
Continental debt and rating	www.continental.com/en/investors/debt-and-rating

# Back-up Financial Calendar

#### 2021

Annual Financial Press Conference	March 9, 2021
Annual Shareholders´ Meeting	April 29, 2021
Q1 Quarterly Statement	May 6, 2021
Half-Year Financial Report	August 5, 2021
Half-Year Financial Report  Nine-Month Quarterly Statement	August 5, 2021  November 10, 2021

#### 2022

Annual Financial Press Conference	March
Annual Shareholders´ Meeting	April 29, 2022
Q1 Quarterly Statement	May
Half-Year Financial Report	August
Nine-Month Quarterly Statement	November

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