

FY 2021 Results

Hanover – March 9, 2022

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

Nikolai Setzer – CEO
Katja Dürrfeld – CFO

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1 | CEO Message

Focus on Managing Challenges and Improving Performance

Review FY 2021

Group

- › (+) Vitesco Technologies spin-off successfully completed
- › (+) New Group and Automotive structures defined and implemented
- › (+) Generated ~ €1bn in sales for emission-free mobility

Automotive Technologies

- › (-) Supply chain constraints resulted in lower volumes, volatility and high expenses for premium freight
- › (-) Input cost inflation, most notably for semiconductors
- › (+) Headcount reduced by 3.0% Y-o-Y
- › (+) Order intake of €18.6 bn

Rubber Technologies

- › (+) Y-o-Y improvement in sales and margins supported by volume recovery and disciplined management of price/mix
- › (+) Headcount reduced by 1.7% Y-o-Y
- › (-) Strong cost increases for raw materials, energy, labor and logistics

Priorities FY 2022

Operational topics

- › Top priority remains the health and safety of our people
- › Adept responsiveness to increasing geopolitical risks
- › Strategic management of semiconductor-related constraints
- › Implement sustainable pricing to mitigate broad inflationary headwinds
- › Continue implementation of structural program

Portfolio optimization

- › Leverage strengths from realigned Automotive organization
- › Carry out further actions in line with growth and value strategy

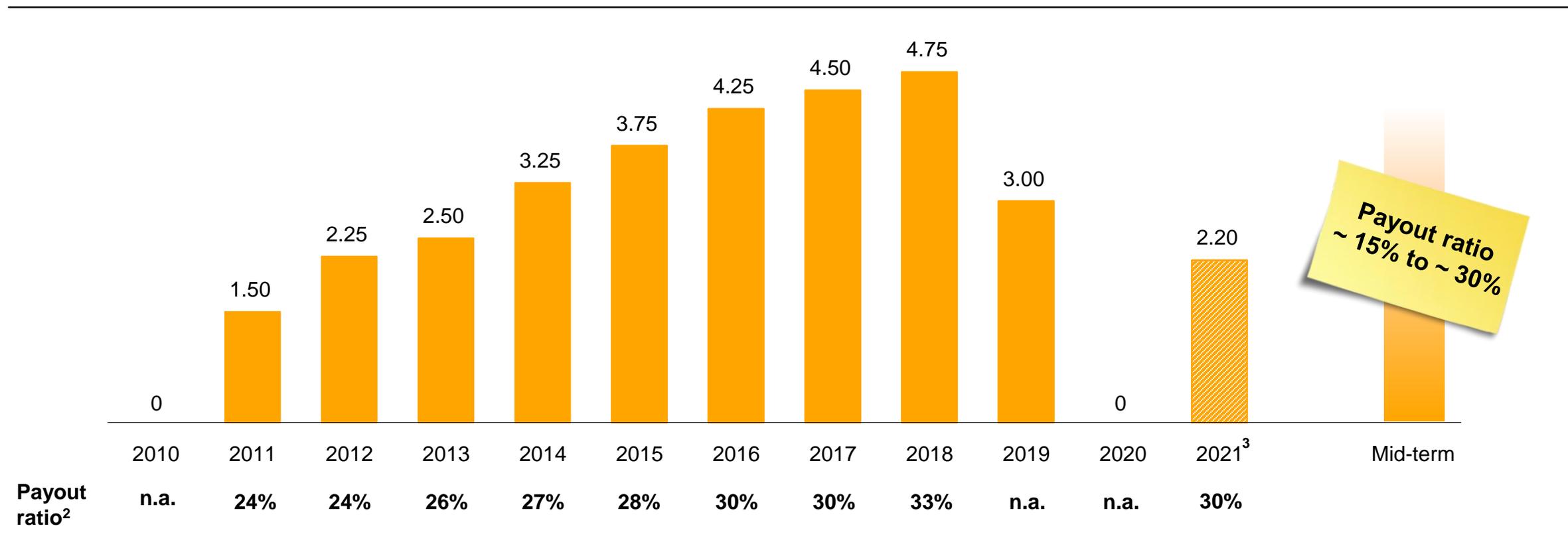
Technology and sustainability

- › Continue business conquests and launches of leading technologies
- › Grow revenue streams through new business models
- › Expand business activities and offerings for emission-free mobility

1 | CEO Message

Proposed Payout Reflects Commitment to Dividend Policy

Dividend per share¹ (€)



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

² Ratio of dividend for the fiscal year to net income attributable to the shareholders of the parent.

³ Dividend for FY 2021 subject to Supervisory Board approval and the approval of the Annual Shareholders' Meeting on April 29, 2022.

2 | Business Highlights

Automotive – At The Forefront of User Experience

IN LAUNCH¹



L-Shape Display + Cockpit HPC²



C-Shape Display + Cockpit HPC²



V-Shape Display

UPCOMING LAUNCHES



Business win with German OEM

SOP 2023

C-Shape OLED Display



Business win with Asian OEM

SOP 2023

V-Shape Display

> €5.5 bn awarded lifetime sales

for Display Solutions with SOP ≥ 2022

NEW ACQUISITIONS UNDERWAY



ShyTech Display

¹ Pictures featured on this page belong to their respective owners.
² High-Performance Computer.

2 | Business Highlights

Automotive – Leadership in High Performance Computers (HPCs)

First to market

For Volkswagen Group's MEB platform

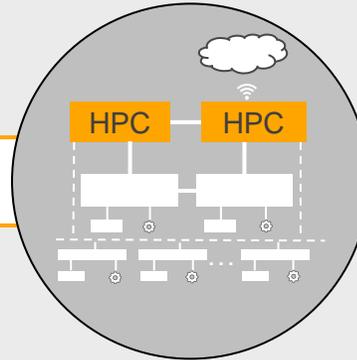
~ 500,000 ICAS¹ units delivered since 2019



Upcoming SOPs

HPCs for single domains

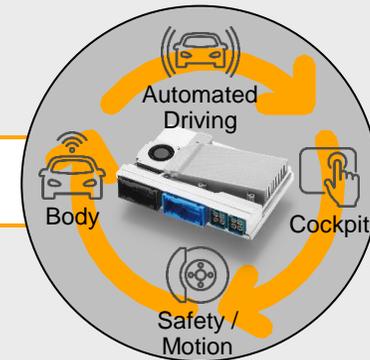
~ €5.5 bn cumulative order intake since 2018



Future

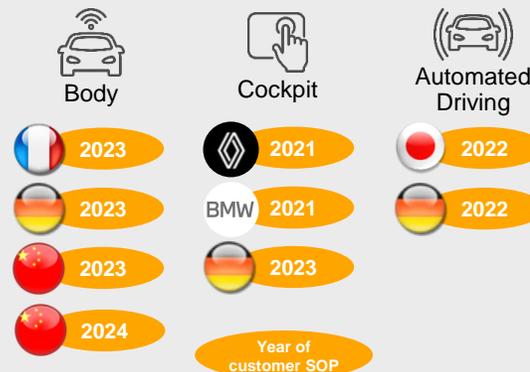
HPC servers for cross-domain solutions

> 15 active acquisitions underway with SOPs starting in 2024



Continuing to add value to ICAS through:

- > Software maintenance
- > Functional improvements



- > Continental as industry & innovation leader in HPCs in all domains
- > Server architecture needed to enable new business models for Continental and OEMs

¹ ICAS: In-Car Application Server.

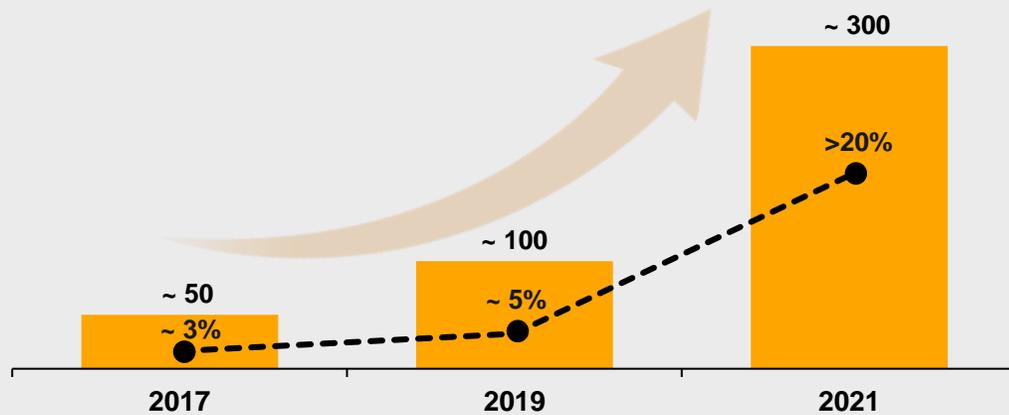
2 | Business Highlights

Tires: Positive Mix Driven By EV Strength and UHP¹ Contributions



OE Homologations for EVs

■ EV homologations ● EV share of all homologations

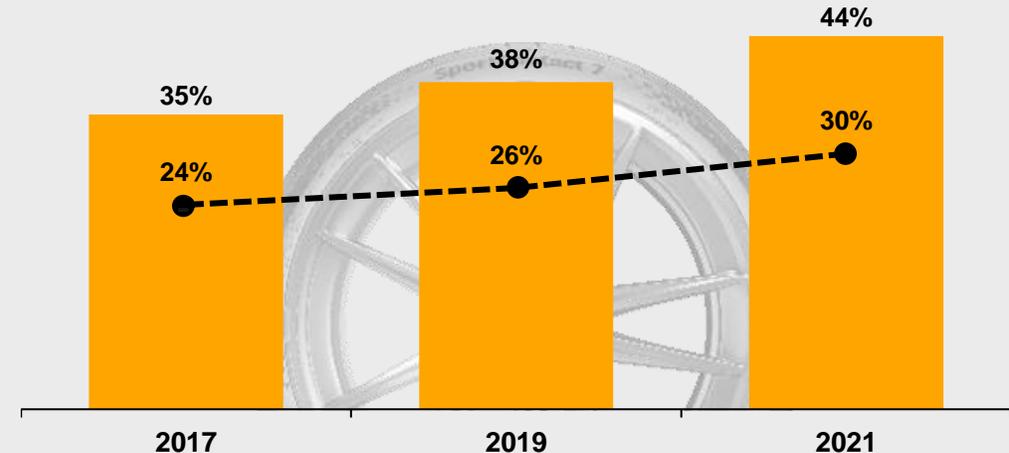


Trusted partner of leading EV manufacturers



Ultra-High-Performance Tires

■ UHP-Share of PLT² sales ● UHP-Share of PLT² units



Innovating with cutting-edge technologies



¹ Ultra-high-performance are tires ≥18".
² PLT: Passenger car and light truck tires.

3 | Group Highlights

Most Important KPIs for FY 2021

	FY 2020	FY 2021	Change	Comments
Sales	€31.9 bn	€33.8 bn	+6.0%	Organic growth +7.4%; FX -€247 mn
Adjusted EBIT ¹	€1,380 mn	€1,900 mn	+€521 mn	
Adjusted EBIT ¹ margin	4.4%	5.6%	+120 bps	
PPA ²	-€175 mn	-€159 mn		
Special effects	-€1,636 mn	€123 mn		
Carve-out effects	-€37 mn	-€86 mn		
Restructuring	-€793 mn	€112 mn		
Impairments	-€123 mn	-€20 mn		
Other effects	-€683 mn	€117 mn		Goodwill impairment in 2020: -€655 mn
NIAT ^{3,4}	-€962 mn	€1,455 mn	+€2,417 mn	
Free cash flow before acquisitions, divestments, and carve-out effects ⁴	€805 mn	€1,218 mn	+€414 mn	Cash conversion ⁶ : 83.7%
Gearing ratio	n.a.	29.8%		
Equity ratio	n.a.	35.3%		
Trailing ROCE ⁵	-2.2%	10.0%		
Net indebtedness	n.a.	€3,766 mn		

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

² Amortization of intangibles from PPA.

³ Net income attributable to the shareholders of the parent.

⁴ The figures shown are for the Continental Group as a whole, comprising continuing operations and discontinued operations, for the reporting and comparative period.

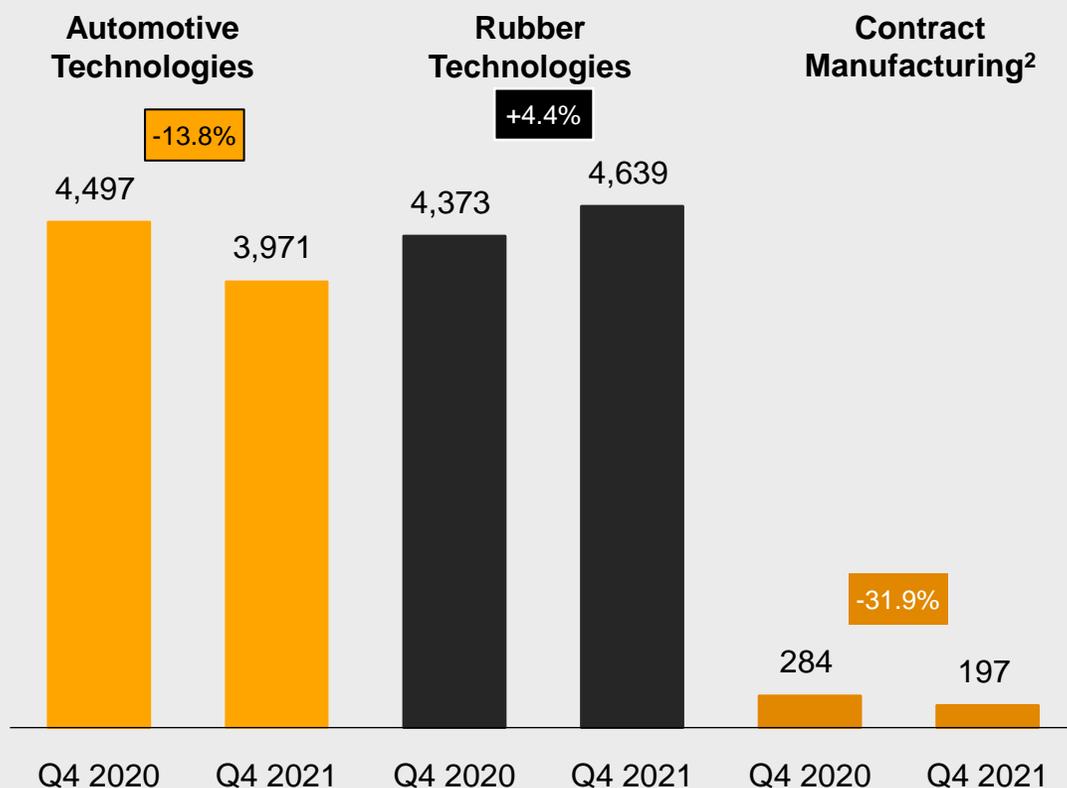
⁵ Calculated as reported EBIT for the last twelve months (LTM) divided by average operating assets for the LTM.

⁶ Ratio of free cash flow to NIAT.

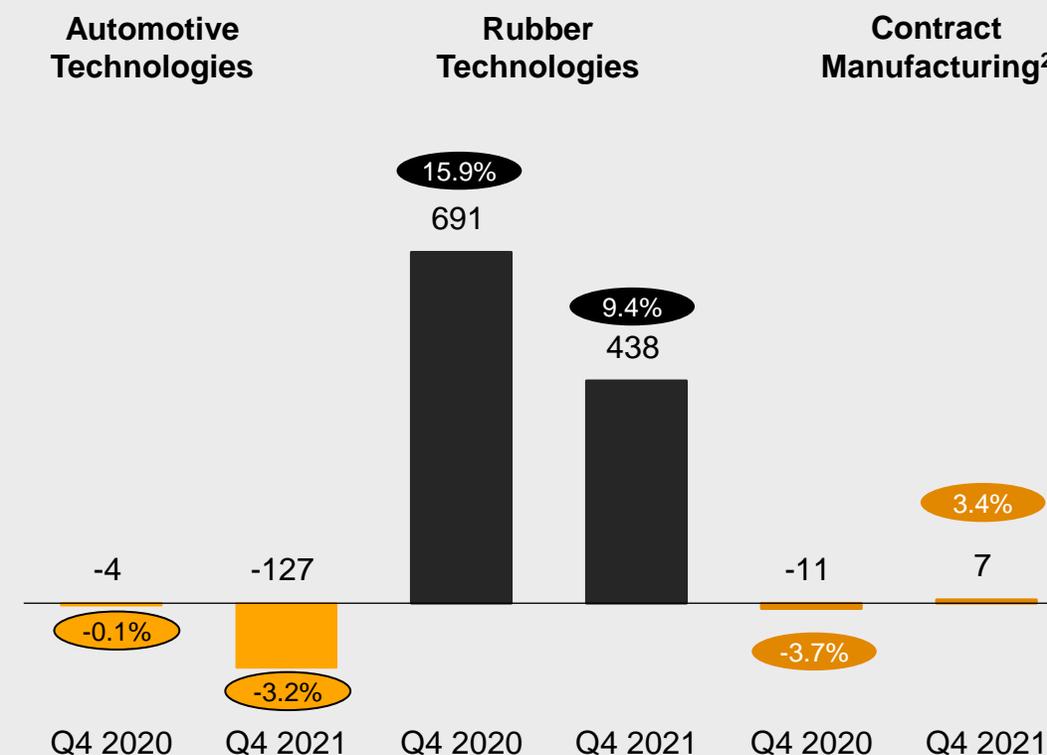
3 | Group Highlights

Q4 2021 – Sales and Earnings Performance

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



□ Organic growth³ | ○ Adj. EBIT margin¹

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

² Following the spin-off of Vitesco Technologies, the Contract Manufacturing group sector is being reported for the first time. It comprises the continuing operations of the former Powertrain Technologies group sector.

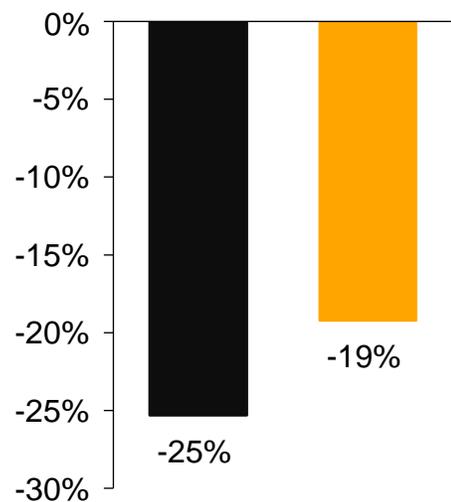
³ Before changes in the scope of consolidation and exchange-rate effects.

4 | Automotive Technologies

Regional Production vs. Sales Growth in Q4 2021

Europe¹

Δ Y-o-Y in %

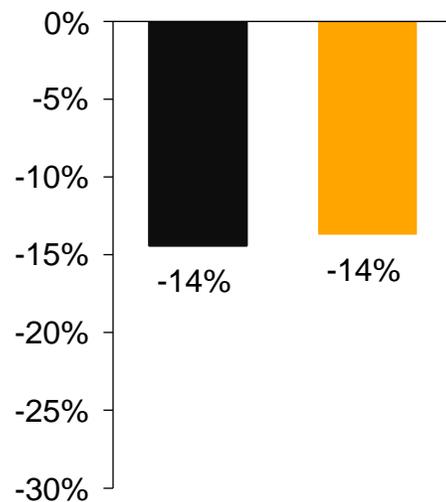


Europe: share of sales

Q4 2020	46%
Q4 2021	43%

North America¹

Δ Y-o-Y in %

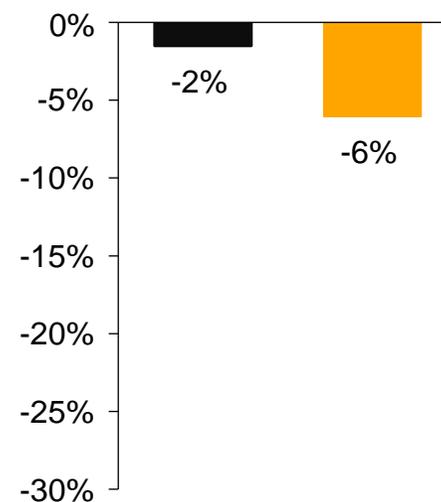


North America: share of sales

Q4 2020	23%
Q4 2021	23%

China¹

Δ Y-o-Y in %

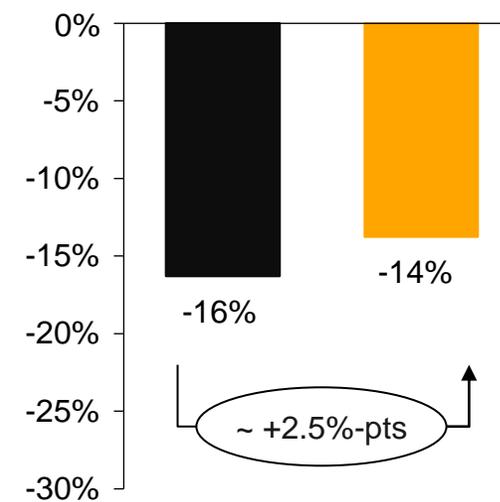


China: share of sales

Q4 2020	16%
Q4 2021	18%

Worldwide¹

Δ Y-o-Y in %



■ PC< production weighted by regional sales share

○ Outperformance

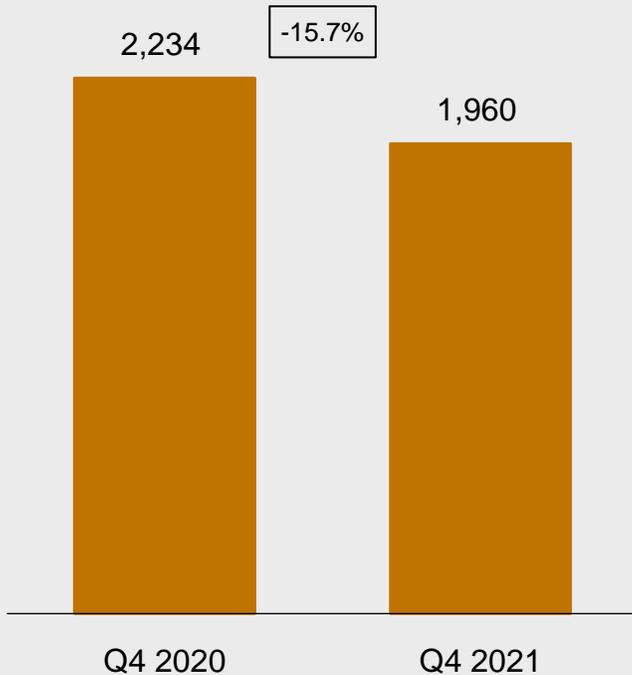
■ PC< production by region ■ Automotive Technologies sales

¹ Shown as change in organic sales Y-o-Y (adjusted for FX and consolidation effects); China including Hong Kong.

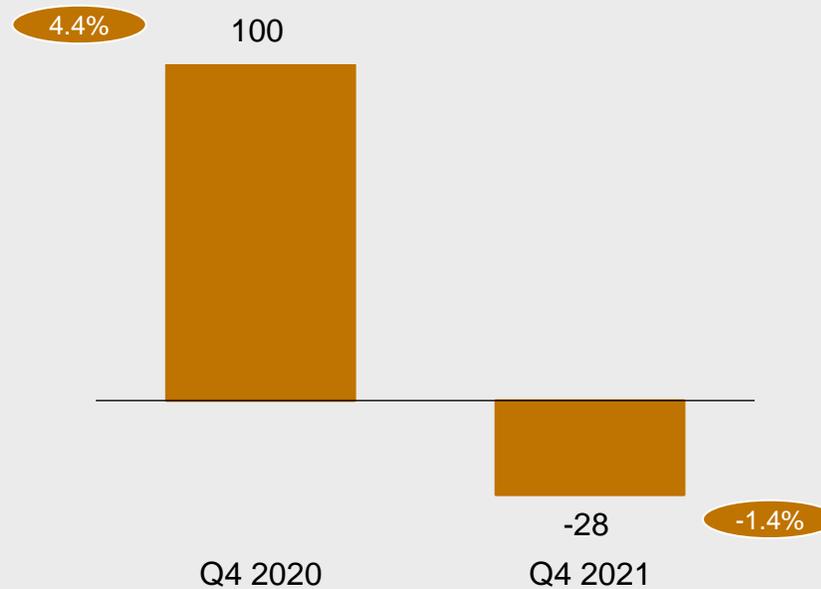
4 | Automotive Technologies

Q4 2021 – Autonomous Mobility and Safety

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



□ Organic growth² | ● Adj. EBIT margin¹

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

² Before changes in the scope of consolidation and exchange-rate effects.

Sales

- › Impact from FX: +1.6%
- › Volume impact felt in all product areas
- › Weakness especially in Europe and North America; China declined only slightly

Adjusted EBIT¹

- › Profitability restrained by semiconductor cost increases and decreased volumes
- › Impact from premium freight costs of ~ €25 mn
- › ~ €40 mn in additional R&D expenses in ADAS (FY 21: ~ €110 mn)

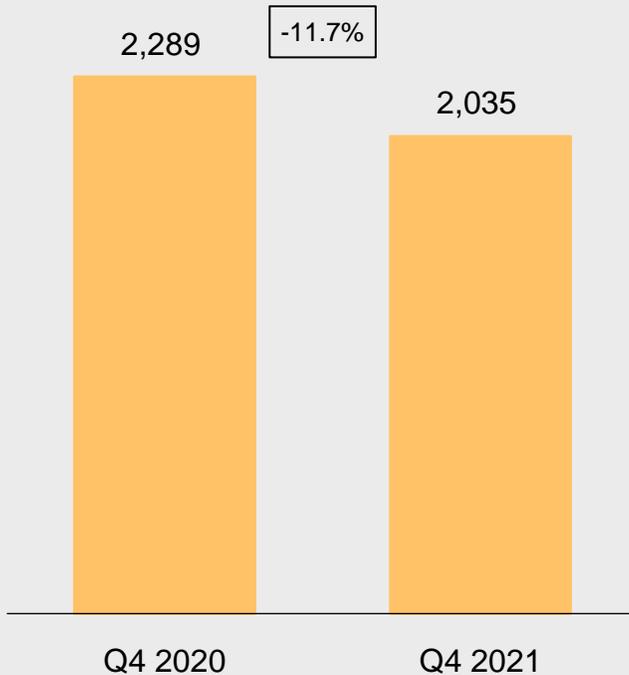
Order intake: €2.9 bn

- › Solid order intake across product categories, including ADAS and electronic braking

4 | Automotive Technologies

Q4 2021 – Vehicle Networking and Information

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



□ Organic growth² | ○ Adj. EBIT margin¹

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

² Before changes in the scope of consolidation and exchange-rate effects.

Sales

- › Impact from FX: +2.1%
- › Semiconductor supply remained challenging, but progressively improved through the quarter
- › Production stoppages affected European and North American volumes in particular

Adjusted EBIT¹

- › Significant headwinds from volume declines and material inflation, especially for semiconductors
- › Impact from premium freight costs of ~ €30 mn
- › Higher level of R&D reimbursements Y-o-Y

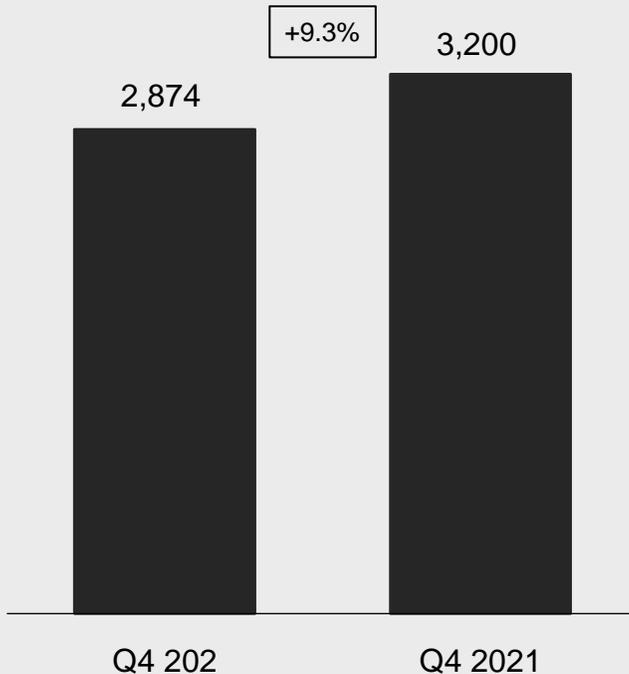
Order intake: €2.6 bn

- › Includes first order from Chinese customer for 2nd generation cross-domain HPC platform
- › Further sizable orders for display solutions

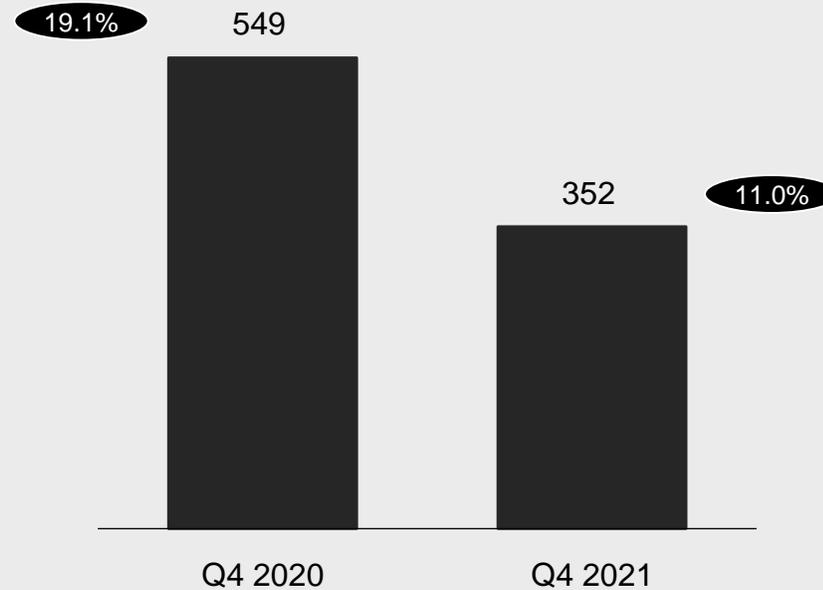
5 | Rubber Technologies

Q4 2021 – Tires

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



□ Organic growth² | ● Adj. EBIT margin¹

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

² Before changes in the scope of consolidation and exchange-rate effects.

Sales

- › Impact from FX: +2.0%
- › Volumes: -1.5%
 - › OE volumes remained restrained
 - › Replacement volumes in all regions near 2019 levels
- › Price/mix: +10.8%
 - › About half attributable to pricing, predominantly from Europe and North America

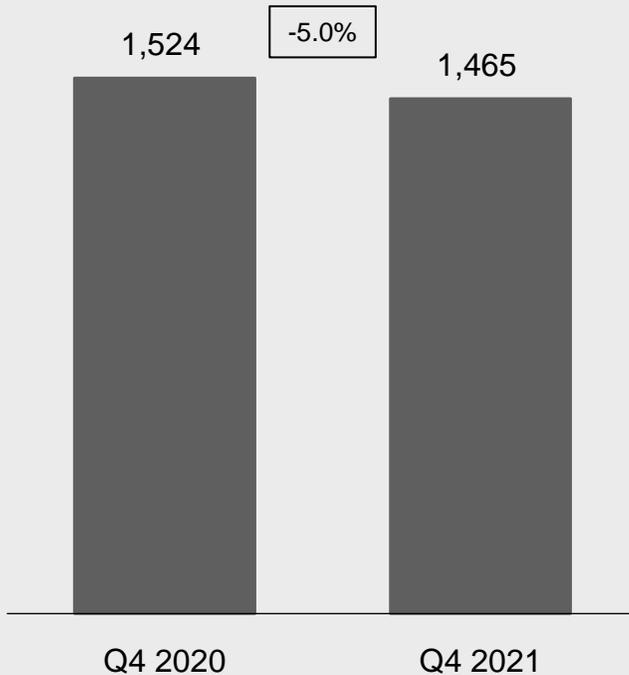
Adjusted EBIT¹

- › Strong inflation in raw materials, logistics and energy costs of >€300 mn
- › Price/mix contribution was insufficient to compensate for cost increases
- › Increasing headwinds from labor costs and labor-related capacity constraints

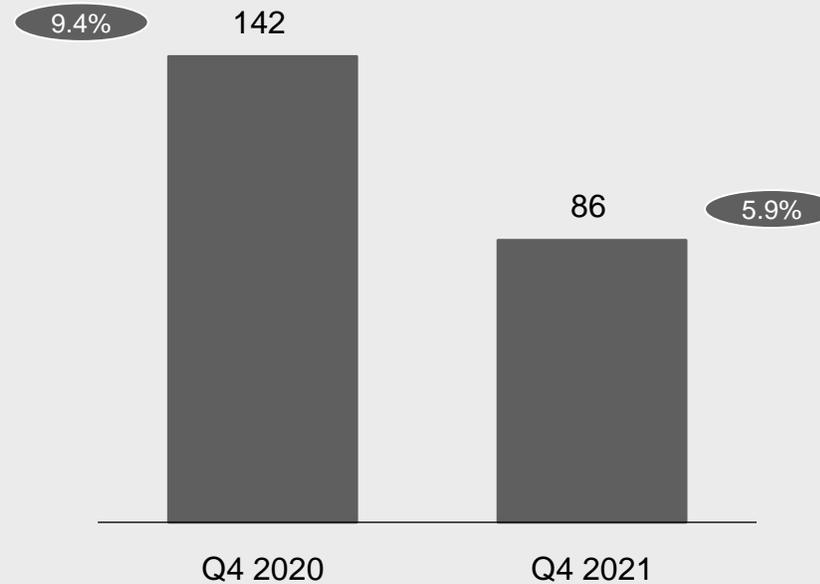
5 | Rubber Technologies

Q4 2021 – ContiTech

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



□ Organic growth² | ● Adj. EBIT margin¹

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

² Before changes in the scope of consolidation and exchange-rate effects.

Sales

- › Impact from FX: +2.1%
- › Automotive: volumes significantly down Y-o-Y, with strongest declines in Europe and North America
- › Industrial & Aftermarket: solid growth in Surface Solutions and Power Transmission
- › Disposal of business activities in December (annual sales of ~ €150 mn)

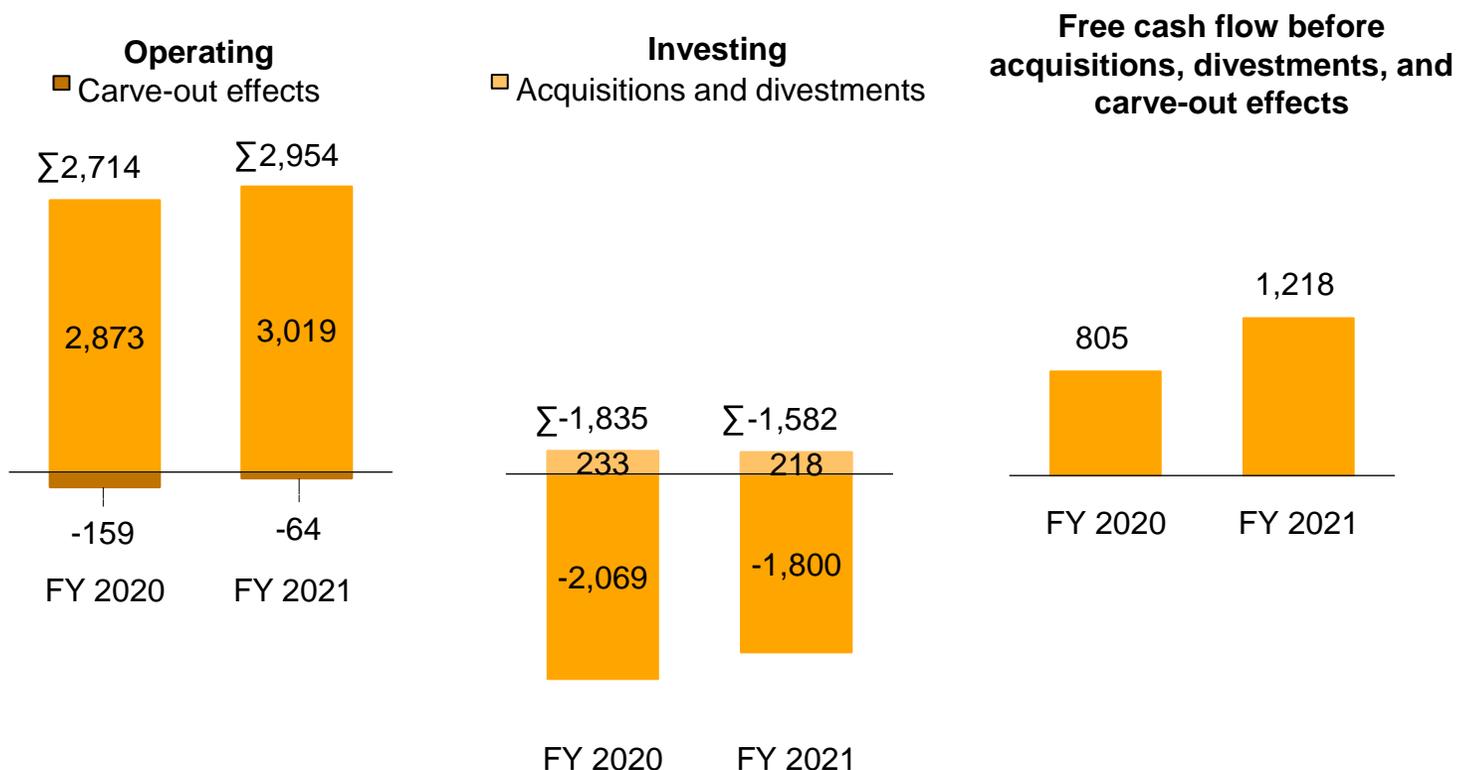
Adjusted EBIT¹

- › Margins challenged by lower and volatile demand as well as inflationary headwinds from raw materials, energy and logistics (~ €75 mn)
- › Positive contributions from pricing activities as well as capacity adjustments

6 | Cash Flow – Continuing and Discontinued Operations

Free Cash Flow Impacted by Higher Inventories

Cash Flow (€ mn)



Operating Cash Flow

- › Higher inventory figure reflected higher material prices as well as higher stocking levels to support upcoming volume growth
- › Cash outflow for restructuring of €355 mn
- › Contribution from Discontinued Operations of €464 mn (FY 20: -€5 mn)

Investing Cash Flow

- › Cash inflow of €343 mn resulted from disposal of business activities and minority stake in financial investment
- › Contribution from Discontinued Operations of -€162 mn (FY 20: -€433 mn)

Capex (PPE & software)¹

- › 5.8% of sales

¹ Continuing operations only.

7 | 2022 Expectations

Expectations do not include potential effects related to the current geopolitical crisis

In the event the geopolitical situation, in particular in Eastern Europe, remains tense or even worsens, it could result in lasting consequences for production, supply chains and demand. Depending on the severity of the disruption, this may result in lower sales and earnings in all group sectors as well as for the Continental Group compared to the prior year.

Vehicle Production

Replacement Tires

		Passenger Cars & Light Trucks 		Commercial Vehicles 		Passenger Cars & Light Trucks 		Commercial Vehicles 	
		2021	2022E	2021	2022E	2021	2022E	2021	2022E
Europe		-4%	+15% to +18%	+13%	+5% to +8%	+11%	-1% to +1%	+10%	0% to +2%
North America		0%	+14% to +17%	+21%	+17% to +20%	+14%	-1% to +1%	+20%	0% to +2%
China		+5%	0% to +2%	-20%	-15% to -20%	+5%	0% to +2%	n/a	n/a
Worldwide		+3%	+6% to +9%	-1%	-3% to 0%	+11%	-1% to +1%	n/a	n/a

E = Expectations.

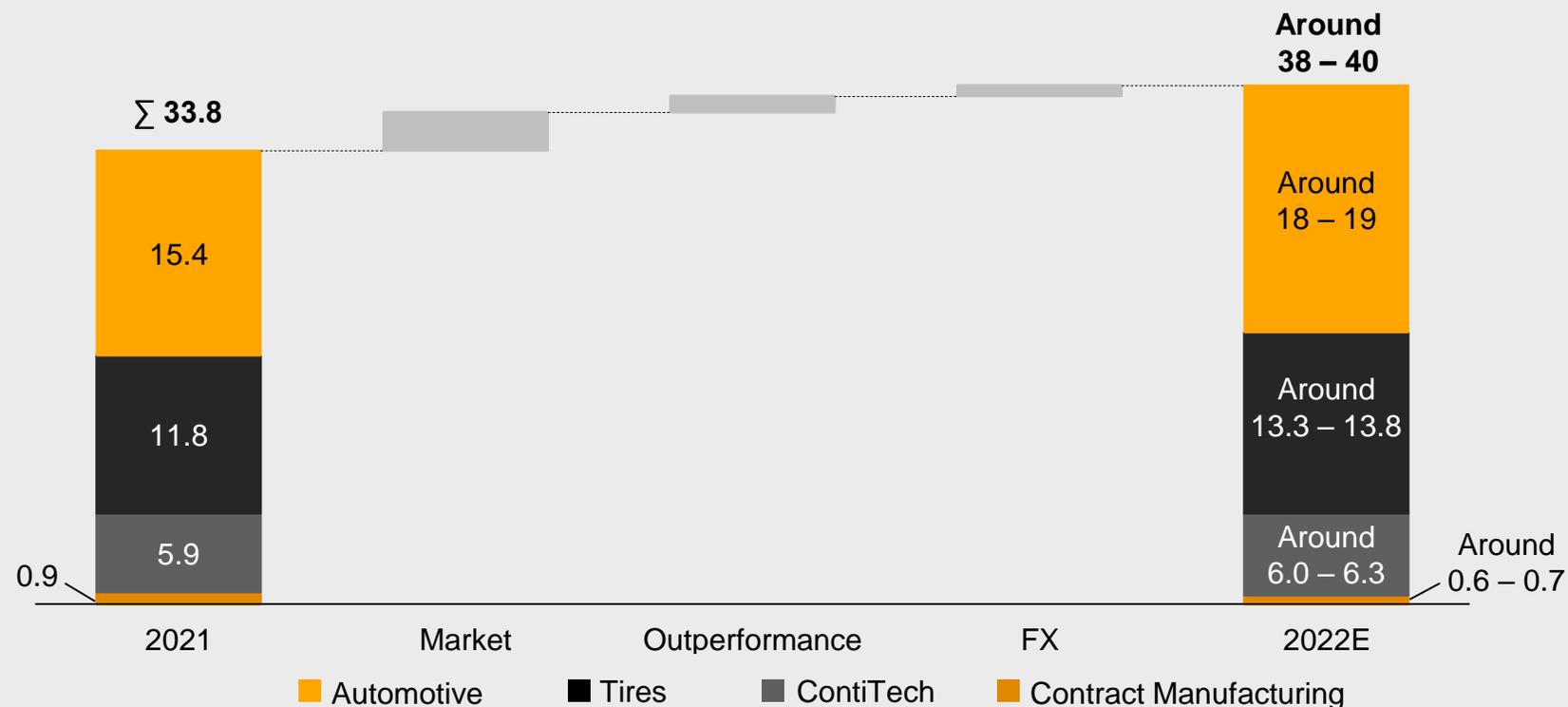
Sources: IHS Markit, own estimates.

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Sales¹ (€ bn)



Details

Market

- › (+) PC< and CV production
- › (+/-) Replacement tire volumes
- › (+) Further growth in industrial and aftermarket
- › (-) Supply chain remains fragile

Outperformance

- › (+) Automotive: driven by business mix, regional mix and sustainable pricing measures
- › (+) Tires: positive trends in pricing and mix will strengthen throughout the year
- › (+) ContiTech: contributions from volumes and pricing but reduced by disposal of business activities in December 2021

FX

- › (+) Assumes sales tailwind of about +3% for Automotive and +2% for Tires and ContiTech

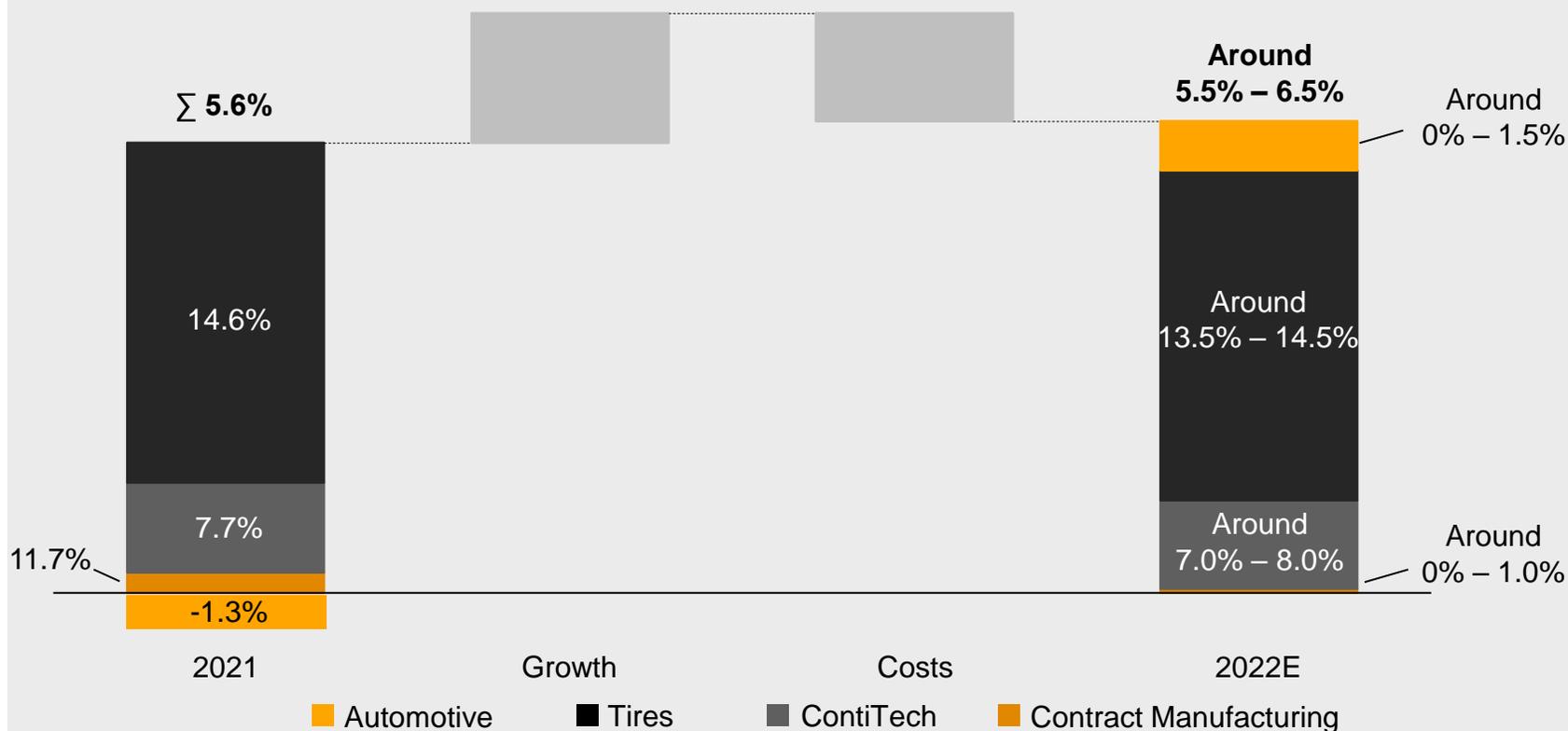
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Adjusted EBIT¹ Margin²



Details

Growth

- › (+) Automotive: OE recovery, business and regional mix and sustainable pricing measures
- › (+) Tires: OE recovery and price/mix
- › (+) ContiTech: Volumes and price/mix

Costs

- › (+) Implementation of structural program
- › (-) Increases in wages and salaries
- › (-) Inflation of input materials, energy & logistics
- › (-) Automotive: Y-o-Y inflation effect of ~ €1 bn
- › (-) Automotive: Premium freight expenses expected at similar level as in 2021 (~ €200 mn)
- › (-) Automotive: Higher R&D for Autonomous Mobility (+€100 mn Y-o-Y)
- › (-) Tires: Y-o-Y inflation effect of ~ €1 bn
- › (-) ContiTech: Y-o-Y inflation effect of ~ €300 mn

FX

- › (+) Assumes sales tailwind of about +3% for Automotive and +2% for Tires and ContiTech

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

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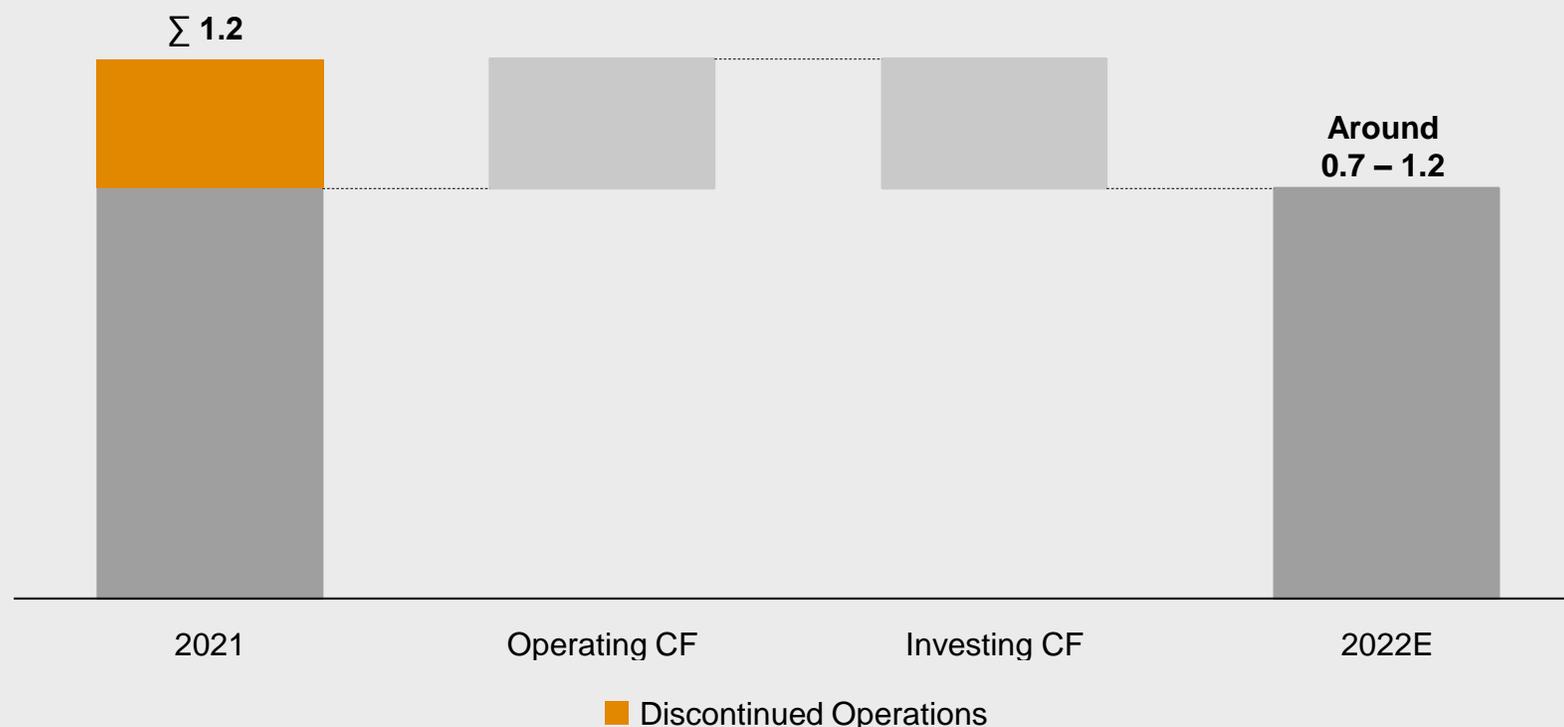
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7 | 2022 Expectations

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Free Cash Flow Before Acquisitions And Divestments¹ (€ bn)



Details

Operating Cash Flow

- › (+) Higher EBIT
- › (+/-) Changes in working capital depending on demand trends and input cost inflation
- › (-) Outflow for restructuring ~ €300 mn

Investing Cash Flow

- › Capex (PPE & software) before financial investments: < 7% of sales
- › Automotive: Investments in growth businesses
- › Tires: Brownfield expansion in China, tooling for further mix enhancement
- › ContiTech: Investments in Industrial & Aftermarket business

Notes

- › 2021 included €302 mn contribution from Discontinued Operations

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E = Expectations.

7 | 2022 Expectations

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	2022 Expectations
Group consolidated sales Adj. EBIT ¹ margin	Around €38 bn – €40 bn Around 5.5% – 6.5%
Automotive sales Adj. EBIT ¹ margin	Around €18 bn – €19 bn Around 0% – 1.5%
Tires sales Adj. EBIT ¹ margin	Around €13.3 bn – €13.8 bn Around 13.5% – 14.5%
ContiTech sales Adj. EBIT ¹ margin	Around €6.0 bn – €6.3 bn Around 7.0% – 8.0%
Contract Manufacturing sales Adj. EBIT ¹ margin	Around €600 mn – €700 mn Around 0% – 1.0%
Cost inflation (Materials, energy, logistics)	Automotive: Headwind of around €1 bn Tires: Headwind of around €1 bn ContiTech: Headwind of around €300 mn
PPA amortization Special effects	Around -€150 mn Around -€150 mn
Financial result Tax rate	Below -€200 mn ² Around 27%
Capex before financial investments in % of sales	Below 7%
Free cash flow before acquisitions and divestments	Around €0.7 bn – €1.2 bn

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

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

Thank you!



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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.
- › The tables on the key figures for the group sectors show only the figures for continuing operations in the reporting and comparative periods for all group sectors.
- › Following the spin-off of Vitesco Technologies, the Contract Manufacturing group sector is being reported for the first time. It comprises the continuing operations of the former Powertrain Technologies group sector.

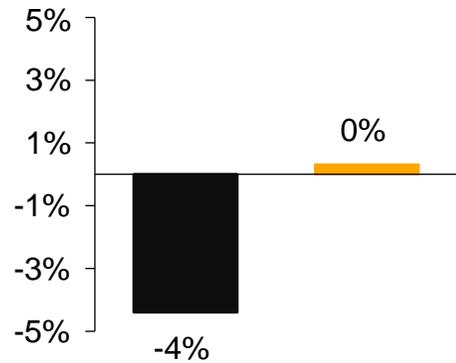
Back-up

Back-up

Regional Production vs. Sales Growth in FY 2021

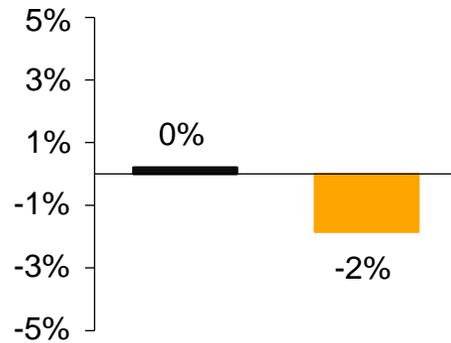
Europe¹

Δ Y-o-Y in %



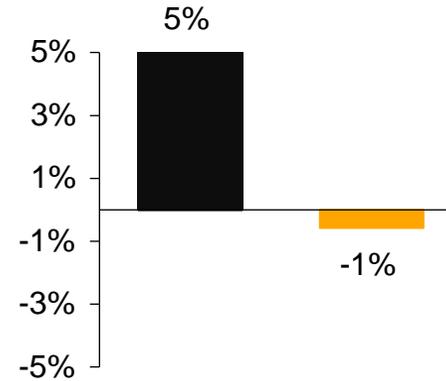
North America¹

Δ Y-o-Y in %



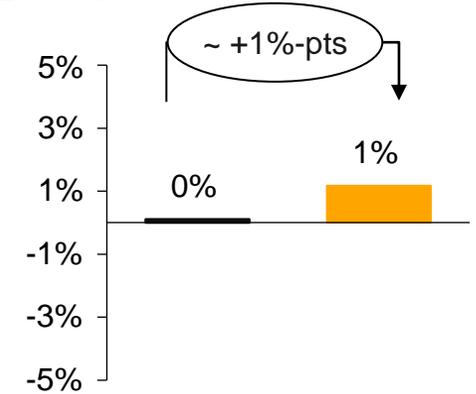
China¹

Δ Y-o-Y in %



Worldwide¹

Δ Y-o-Y in %



Europe: share of sales

FY 2020	46%
FY 2021	46%

North America: share of sales

FY 2020	24%
FY 2021	24%

China: share of sales

FY 2020	15%
FY 2021	15%

■ PC< production weighted by regional sales share

○ Outperformance

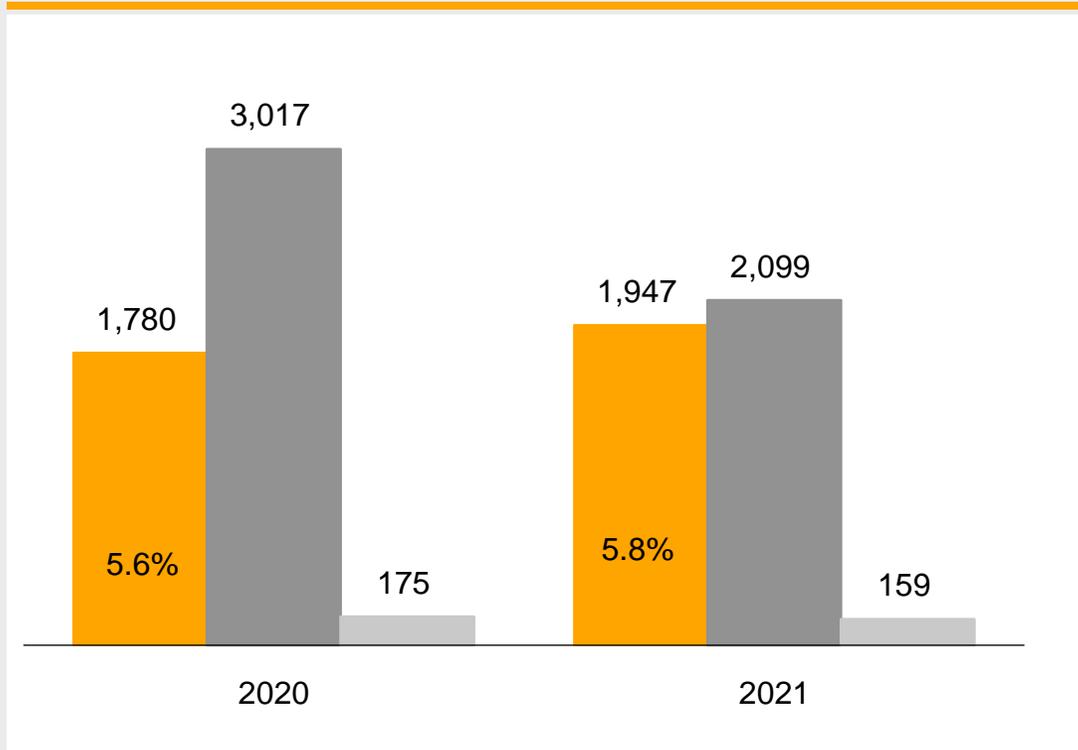
■ PC< production by region ■ Automotive Technologies sales

¹ Shown as change in organic sales Y-o-Y (adjusted for FX and consolidation effects); China including Hong Kong.

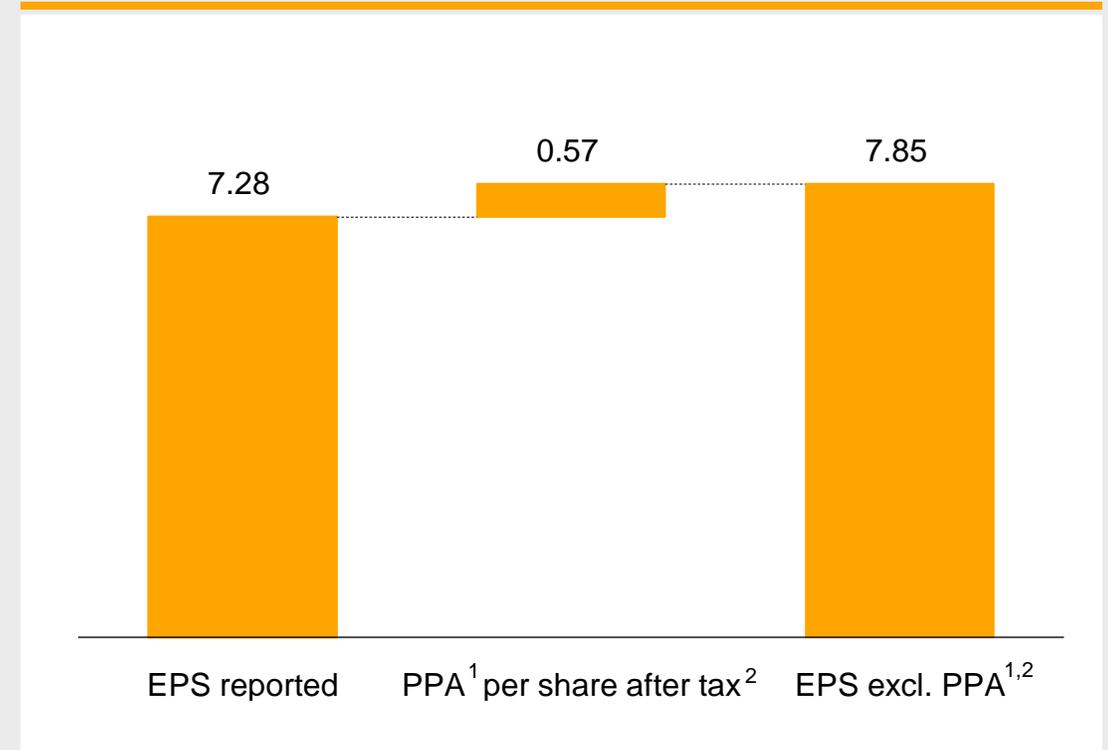
Back-up

Capex, Depreciation and Earnings per Share – Breakdown for FY 2021

Capex, Depreciation and PPA¹ (€ mn)



EPS excl. PPA^{1,2} (€)



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

¹ Amortization of intangibles from PPA.

² Assuming corporate tax rate of 28%.

Back-up

Relevant Bonds

Issuer	Continental AG	Conti-Gummi Finance B.V., Netherlands ¹	Conti-Gummi Finance B.V., Netherlands ¹	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	0.000% 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

¹ Guaranteed by Continental AG.

² Contracted rating since May 19, 2000.

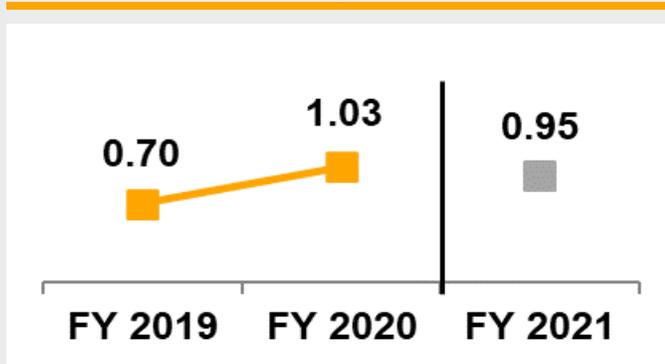
³ Contracted rating since November 7, 2013.

⁴ Contracted rating since January 1, 2019.

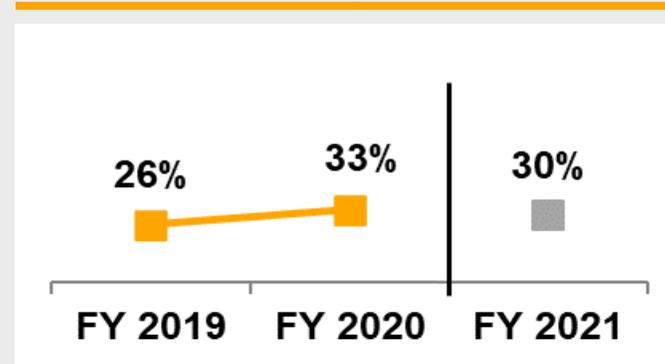
Back-up

Investment Grade Credit Profile

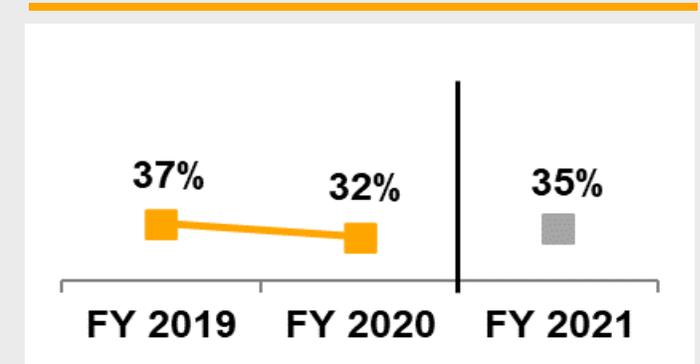
Leverage ratio¹



Gearing ratio²



Equity ratio³



Continental's current credit rating is:

- › Fitch (since April 20, 2020): BBB, outlook stable
- › S&P (since March 30, 2020): BBB, outlook negative
- › Moody's (since March 13, 2020): Baa2, outlook negative

Continental's targets:

- › Rating: BBB / BBB+
- › Leverage ratio¹: well below 1.00x
- › Gearing ratio²: below 40%
- › Equity ratio³: above 30%

¹ Net indebtedness divided by adjusted EBITDA (LTM). Starting 2021 the leverage ratio only reflects continuing operations.

² Net indebtedness divided by equity. Starting 2021 the gearing ratio only reflects continuing operations.

³ Starting 2021 the equity ratio only reflects continuing operations.

IFRS 5 for Vitesco applied in 2021. P&L figures have been adjusted for 2020, B/S not adjusted for 2020, CF reflecting continuing and discontinued operations for 2020 and 2021.

The tables on the key figures for the group sectors show only the figures for continuing operations in the reporting and comparative periods for all group sectors.

Fact Sheets

2020 – FY 2021

Fact Sheets

Sales and Adjusted EBIT¹ by Quarter

Sales

Sales (€ mn)	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	2,074.3	1,252.3	1,999.6	2,233.6	7,559.8	2,046.2	1,853.4	1,637.0	1,960.1	7,496.7
Vehicle Networking and Information	2,166.9	1,338.0	2,148.2	2,289.1	7,942.2	2,095.7	1,967.2	1,860.2	2,034.5	7,957.6
Tires	2,483.5	1,912.2	2,888.7	2,874.2	10,158.6	2,742.9	2,888.2	2,976.6	3,199.9	11,807.6
ContiTech	1,520.9	1,063.7	1,469.7	1,524.3	5,578.6	1,520.7	1,491.3	1,435.5	1,465.1	5,912.6
Contract Manufacturing	273.7	158.5	254.0	283.7	969.9	264.9	225.2	202.7	196.8	889.6
Other / Consolidation	-113.8	-65.4	-81.1	-84.4	-344.7	-95.1	-70.9	-71.5	-61.4	-298.9
Group	8,405.5	5,659.3	8,679.1	9,120.5	31,864.4	8,575.3	8,354.4	8,040.5	8,795.0	33,765.2

Changes Y-o-Y in %	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	-12.1	-47.5	-12.7	-4.9	-19.4	-1.4	48.0	-18.1	-12.2	-0.8
Vehicle Networking and Information	-9.5	-45.9	-10.8	-1.2	-17.2	-3.3	47.0	-13.4	-11.1	0.2
Tires	-12.3	-33.4	-3.4	-5.3	-13.4	10.4	51.0	3.0	11.3	16.2
ContiTech	-3.3	-36.6	-8.0	-1.9	-12.9		40.2	-2.3	-3.9	6.0
Contract Manufacturing						-3.2	42.1	-20.2	-30.6	-8.3
Group	-23.9	-49.8	-21.8	-17.6	-28.4	2.0	47.6	-7.4	-3.6	6.0

Adjusted EBIT¹

Adj. EBIT ¹ (€ mn)	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	49.2	-186.7	118.2	99.9	80.6	53.0	-37.0	-27.2	-27.6	-38.8
Vehicle Networking and Information	15.0	-285.2	-41.1	-103.9	-415.2	45.3	-50.2	-54.2	-98.4	-157.5
Tires	263.8	37.0	493.4	549.2	1,343.4	455.3	514.5	407.2	352.3	1,729.3
ContiTech	117.4	-0.7	157.4	141.9	416.0	159.6	122.1	89.3	85.8	456.8
Contract Manufacturing	60.9	-17.0	22.4	-10.5	55.8	64.9	8.4	24.1	6.6	104.0
Other / Consolidation	-44.8	-15.1	-23.0	-17.8	-100.7	-39.4	-39.5	-20.1	-94.4	-193.4
Group	461.5	-467.7	727.3	658.8	1,379.9	738.7	518.3	419.1	224.3	1,900.4

Adj. EBIT ¹ margin in %	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	2.4	-16.1	5.8	4.4	1.1	2.6	-2.0	-1.7	-1.4	-0.5
Vehicle Networking and Information	0.7	-21.8	-2.0	-4.6	-5.3	2.2	-2.6	-2.9	-4.9	-2.0
Tires	10.6	1.9	17.1	19.1	13.2	16.6	17.8	13.7	11.0	14.6
ContiTech	7.7	-0.1	10.7	9.4	7.5	10.5	8.2	6.2	5.9	7.7
Contract Manufacturing	22.3	-10.7	8.8	-3.7	5.8	24.5	3.7	11.9	3.4	11.7
Group	5.5	-8.5	8.4	7.2	4.4	8.6	6.2	5.2	2.6	5.6

Changes Y-o-Y in %	2021				
	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	7.7	80.2	-123.0	-127.6	-148.1
Vehicle Networking and Information	202.0	82.4	-31.9	5.3	62.1
Tires	72.6	1,290.5	-17.5	-35.9	28.7
ContiTech	35.9	17,542.9	-43.3	-39.5	9.8
Contract Manufacturing	6.6	149.4	7.6	162.9	86.4
Group	60.1	210.8	-42.4	-66.0	37.7

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

Fact Sheets

EBITDA and EBIT by Quarter

EBITDA

(€ mn)	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	133.0	-69.1	149.9	199.1	412.9	166.8	78.5	60.4	89.5	395.2
Vehicle Networking and Information	265.8	-241.2	-90.7	36.4	-29.7	137.7	69.8	46.2	19.2	272.9
Tires	471.6	241.8	435.8	715.7	1,864.9	650.8	723.1	597.8	554.2	2,525.9
ContiTech	179.4	49.6	201.8	197.9	628.7	217.6	178.0	145.5	292.6	833.7
Contract Manufacturing	76.6	-2.8	-71.4	-24.5	-22.1	77.6	21.5	77.9	17.2	194.2
Other / Consolidation	-42.0	-12.5	-20.3	-16.4	-91.2	-36.9	-38.6	47.4	-89.6	-117.7
Group	1,084.4	-34.2	605.1	1,108.2	2,763.5	1,213.6	1,032.3	975.2	883.1	4,104.2

EBIT

	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
	1.0	-194.6	34.3	29.8	-129.5	38.4	-49.2	-71.6	-45.6	-128.0
	137.7	-366.1	-931.8	-204.7	-1,364.9	17.0	-53.8	-81.4	-127.6	-245.8
	256.6	31.0	231.3	493.4	1,012.3	447.5	520.1	395.3	337.7	1,700.6
	89.8	-39.3	102.6	101.0	254.1	135.8	98.1	67.2	213.6	514.7
	59.2	-18.9	-86.6	-47.7	-94.0	63.4	-2.0	63.2	5.8	130.4
	-46.5	-15.9	-23.4	-20.2	-106.0	-39.5	-40.5	45.8	-91.9	-126.1
Group	497.8	-603.8	-673.6	351.6	-428.0	662.6	472.7	418.5	292.0	1,845.8

Margin in %	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	6.4	-5.5	7.5	8.9	5.5	8.2	4.2	3.7	4.6	5.3
Vehicle Networking and Information	12.3	-18.0	-4.2	1.6	-0.4	6.6	3.5	2.5	0.9	3.4
Tires	19.0	12.6	15.1	24.9	18.4	23.7	25.0	20.1	17.3	21.4
ContiTech	11.8	4.7	13.7	13.0	11.3	14.3	11.9	10.1	20.0	14.1
Contract Manufacturing	28.0	-1.8	-28.1	-8.6	-2.3	29.3	9.5	38.4	8.7	21.8
Group	12.9	-0.6	7.0	12.2	8.7	14.2	12.4	12.1	10.0	12.2

	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
		-15.5	1.7	1.3	-1.7	1.9	-2.7	-4.4	-2.3	-1.7
	6.4	-27.4	-43.4	-8.9	-17.2	0.8	-2.7	-4.4	-6.3	-3.1
	10.3	1.6	8.0	17.2	10.0	16.3	18.0	13.3	10.6	14.4
	5.9	-3.7	7.0	6.6	4.6	8.9	6.6	4.7	14.6	8.7
	21.6	-11.9	-34.1	-16.8	-9.7	23.9	-0.9	31.2	2.9	14.7
Group	5.9	-10.7	-7.8	3.9	-1.3	7.7	5.7	5.2	3.3	5.5

Changes Y-o-Y in %	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	-50.7	-123.6	-42.4	-38.2	-63.9	25.4	213.6	-59.7	-55.0	-4.3
Vehicle Networking and Information	12.9	-189.4	-379.9	-18.9	-105.1	-48.2	128.9	150.9	-47.3	1,018.9
Tires	-22.7	-59.6	-29.0	5.9	-25.3	38.0	199.0	37.2	-22.6	35.4
ContiTech	0.3	-67.6	9.5	28.1	-6.2	21.3	258.9	-27.9	47.9	32.6
Contract Manufacturing						1.3	867.9	209.1	170.2	978.7
Group	-26.4	-102.3	-42.3	11.1	-44.5	11.9	3,118.4	61.2	-20.3	48.5

	2020					2021				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
	-99.3	-218.4	105.8	-81.3	-7.6	3,740.0	74.7	-308.7	-253.0	1.2
	22.0	-427.5	36.4	-143.1	-3.0	-87.7	85.3	91.3	37.7	82.0
	-38.0	-92.2	-40.9	10.1	-38.7	74.4	1,577.7	70.9	-31.6	68.0
	-6.5	-160.6	7.1	104.9	-16.9	51.2	349.6	-34.5	111.5	102.6
						7.1	89.4	173.0	112.2	238.7
Group	-39.5	-180.2	65.8	179.9	-59.5	33.1	178.3	162.1	-17.0	531.3

Fact Sheets

Reported and Adjusted FY 2021 Results

(€ mn)	Autonomous Mobility and Safety		Vehicle Networking and Information		Tires		ContiTech		Contract Manufacturing		Cons. / Corr.		Group	
	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021
Sales	7,559.8	7,496.7	7,942.2	7,957.6	10,158.6	11,807.6	5,578.6	5,912.6	969.9	889.6	-344.7	-298.9	31,864.4	33,765.2
EBIT	-129.5	-128.0	-1,364.9	-245.8	1,012.3	1,700.6	254.1	514.7	-94.0	130.4	-106.0	-126.1	-428.0	1,845.8
Amortization of intangible assets from PPA		1.9	65.5	66.2	20.3	18.7	88.7	72.2					174.5	159.0
Total special effects	192.5	87.3	902.8	4.0	310.8	9.9	75.2	-130.1	149.8	-26.4	5.3	-67.3	1,636.4	-122.6
Total consolidation effects	17.6		-18.6	18.1		0.1	-2.0						-3.0	18.2
Total consolidation and special effects	210.1	87.3	884.2	22.1	310.8	10.0	73.2	-130.1	149.8	-26.4	5.3	-67.3	1,633.4	-104.4
Adjusted operating result (adj. EBIT) ¹	80.6	-38.8	-415.2	-157.5	1,343.4	1,729.3	416.0	456.8	55.8	104.0	-100.7	-193.4	1,379.9	1,900.4
in % of adjusted sales	1.1%	-0.5%	-5.3%	-2.0%	13.2%	14.6%	7.5%	7.7%	5.8%	11.7%			4.4%	5.6%

(€ mn)	Automotive Technologies		Rubber Technologies		Contract Manufacturing		Cons. / Corr.		Group	
	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021
Sales	15,435.6	15,357.4	15,639.5	17,608.7	969.9	889.6	-180.6	-90.5	31,864.4	33,765.2
EBIT	-1,494.9	-374.6	1,266.4	2,215.3	-94.0	130.4	-105.5	-125.3	-428.0	1,845.8
Amortization of intangible assets from PPA	65.5	68.1	109.0	90.9					174.5	159.0
Total special effects	1,095.3	91.3	386.0	-120.2	149.8	-26.4	5.3	-67.3	1,636.4	-122.6
Total consolidation effects	-1.0	18.1	-2.0	0.1					-3.0	18.2
Total consolidation and special effects	1,094.3	109.4	384.0	-120.1	149.8	-26.4	5.3	-67.3	1,633.4	-104.4
Adjusted operating result (adj. EBIT) ¹	-335.1	-197.1	1,759.4	2,186.1	55.8	104.0	-100.2	-192.6	1,379.9	1,900.4
in % of adjusted sales	-2.2%	-1.3%	11.3%	12.4%	5.8%	11.7%			4.4%	5.6%

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

References

Useful Links to Continental Websites

Investor Relations www.continental-ir.com

Reports and Investor Presentation (Fact Book) [Reports](#)

Latest Presentations [Presentations](#)

Events [Events](#)

Sustainability [Sustainability](#)

2020 Integrated Sustainability Report [2020 Integrated Sustainability Report](#)

Corporate Governance Principles [Corporate Governance Principles](#)

Shares [Shares](#)

Debt and Rating [Debt and Rating](#)

Continental

Financial Calendar

2022

Annual Financial Press Conference	March 9, 2022
Annual Shareholders' Meeting	April 29, 2022
Q1 Quarterly Statement	May 11, 2022
Half-Year Financial Report	August 9, 2022
Nine-Month Quarterly Statement	November 10, 2022

2023

Annual Financial Press Conference	March
Annual Shareholders' Meeting	April 27, 2023
Q1 Quarterly Statement	May
Half-Year Financial Report	August
Nine-Month Quarterly Statement	November

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