

# H1 2022 Results

## Hanover – August 9, 2022

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

Katja Dürrfeld – CFO

# Agenda

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  - 5 Tires
  - 6 ContiTech
  - 7 Cash Flow
  - 8 2022 Outlook
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Back-up and Fact Sheets 2021 – H1 2022

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# 1 | Current Situation

## Focus Remains on Improving Performance Despite Additional Challenges

### Review Q2 2022

#### Group

- › (-) Fluctuation in demand persisted (low sales in April with recovery in May and stronger June); overall sales in line with Q1
- › (+) Business rebounded after end of COVID-19 lockdowns in key Chinese regions
- › (-) Concerns about gas availability in Europe increased uncertainty

#### Automotive

- › (+) Further customer agreements signed, leading to margin recovery
- › (+) Ongoing securing of semiconductor supplies for 2023 and beyond
- › (+) Strong order intake totaling more than €6.0 bn

#### Tires

- › (+) Strong margin due to favorable price and mix
- › (-) Increased impact of inflation headwinds

#### ContiTech

- › (+) Positive effects from pricing activities, mainly in non-OE business
- › (-) Increased impact of inflation headwinds
- › (+) Production footprint of Mobile Fluid System actively aligned to increase efficiency

### Priorities FY 2022

#### Operational topics

- › Implement sustainable pricing to mitigate broad inflationary headwinds
- › Further implement efficiency programs in all areas and control costs strictly
- › Strategically manage semiconductor-related constraints
- › Selectively decrease inventory for cash flow improvement
- › Analysis of the use of alternative power sources in European production
- › Actively steer order intake for profitability optimization
- › Actively manage portfolio in line with our growth and value strategy
- › Reduce workforce fluctuation and selectively intensify recruiting activities

#### Update legal framework

- › EU Vehicle General Safety Regulation
- › EU's 6<sup>th</sup> sanctions package against Russia
- › EU vote on 2035 combustion engine ban

## 2 | Business Highlights

### Autonomous Mobility



#### Key points:

- › In line with its strategy, Continental strengthens its China autonomous mobility ecosystem by investment and partnership with MOTOVIS
- › MOTOVIS, a leading Chinese parking solution provider, with full-stack parking capability and outstanding performance in various complex scenarios
- › Joint development of advanced autonomous mobility solutions for parking for China's market
- › Accelerate Continental China's innovation capability ramp up

# 3 | Group Highlights

## Most Important KPIs for Q2 2022

	Q2 2021	Q2 2022	Change	Comments
Sales	€8.4 bn	€9.4 bn	+13.0%	Organic growth +8.0%; FX €428 mn
Adjusted EBIT <sup>1</sup>	€512 mn	€411 mn	-€102 mn	
Adjusted EBIT <sup>1</sup> margin	6.2%	4.4%	-180 bps	
PPA <sup>2</sup>	-€39 mn	-€38 mn		
Special effects	-€8 mn	-€529 mn		
Carve-out effects	-€8 mn	-		
Restructuring	€54 mn	-€64 mn		
Impairment	-€8 mn	-€444 mn		Mainly in the ContiTech group sector Goodwill and property, plant and equipment impairments within Automotive due to increased interest rates; Asset impairments related to our operations in Russia <sup>7</sup>
Other effects	-€46 mn	-€21 mn		
NIAT <sup>3</sup>	€545 mn <sup>4</sup>	-€251 mn		
Adjusted free cash flow <sup>5</sup>	€302 mn <sup>4</sup>	-€687 mn		
Gearing ratio	n.a.	37.8%		
Equity ratio	n.a.	38.3%		
Trailing ROCE <sup>6</sup>	1.2%	4.7%		
Net indebtedness	€4,054 mn	€5,434 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 comprise continuing and discontinued operations.

5 Free cash flow before acquisitions and divestments.

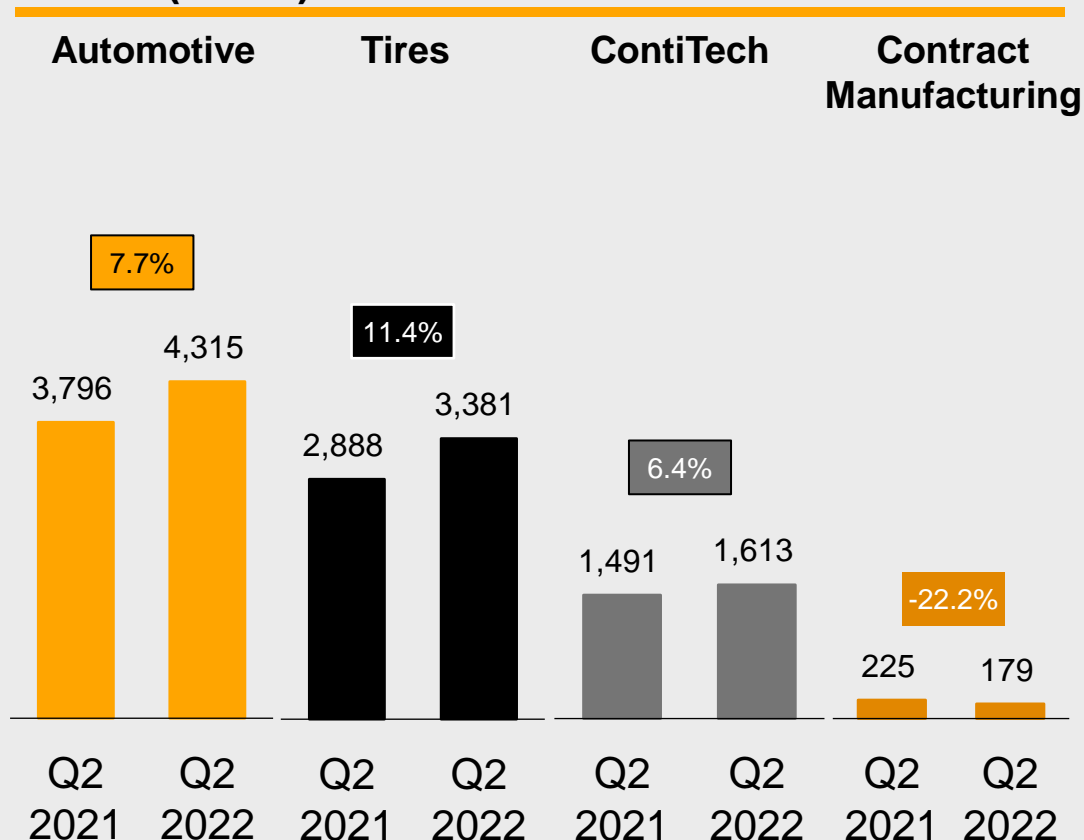
6 Calculated as reported EBIT for the last twelve months (LTM) divided by average operating assets for the LTM.

7 The rise in the general interest rate level triggered impairments of goodwill by €57.3 million and property, plant and equipment by €313.1 million in the Automotive group sector. In addition, owing to the current sanctions made against or by Russia, intangible assets and property, plant and equipment were reviewed at the Russian companies. This led to value adjustment of assets amounting to €74.6 million (mainly Tires).

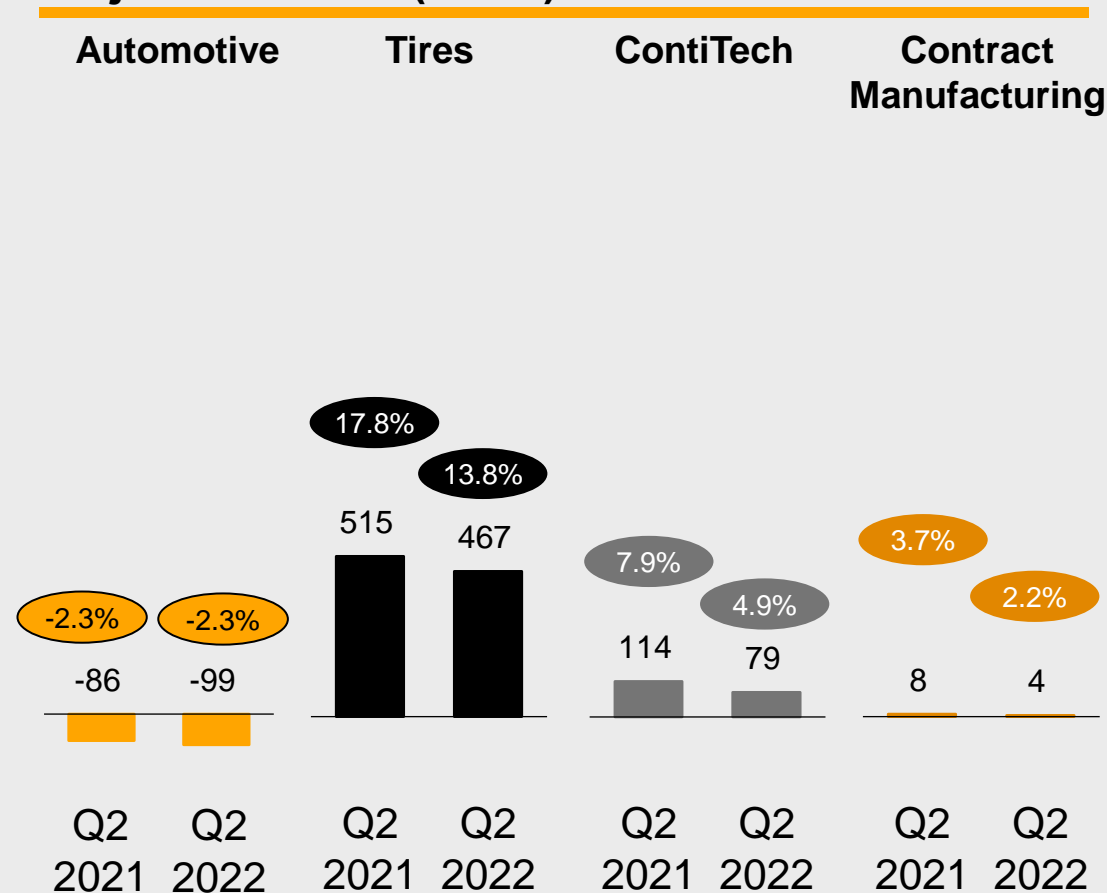
# 3 | Group Highlights

## Q2 2022 – Sales and Earnings Performance

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



□ Organic growth<sup>2</sup> | ○ Adj. EBIT margin<sup>1</sup>

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

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

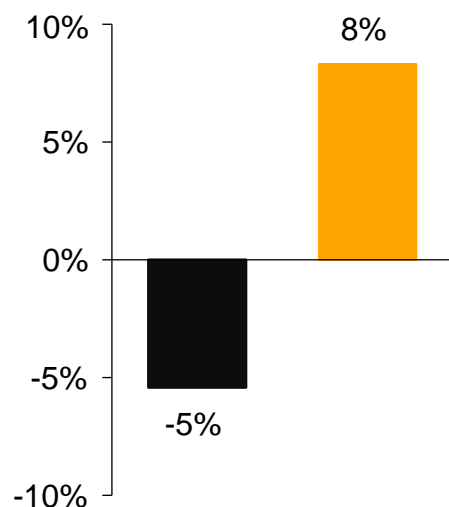


# 4 | Automotive

## Regional Production vs. Sales Growth in Q2 2022

### Europe<sup>1</sup>

Δ Y-o-Y in %

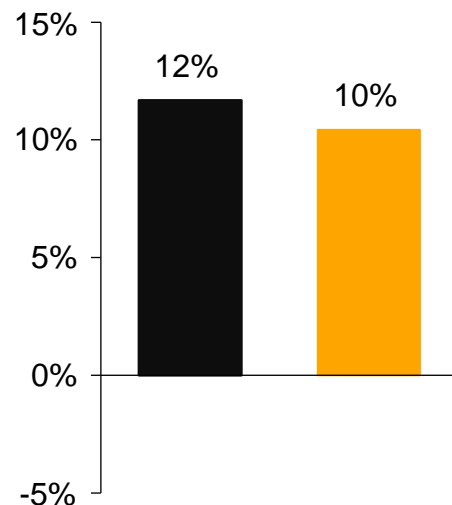


### Europe: share of sales

Q2 2021	49%
Q2 2022	49%

### North America<sup>1</sup>

Δ Y-o-Y in %

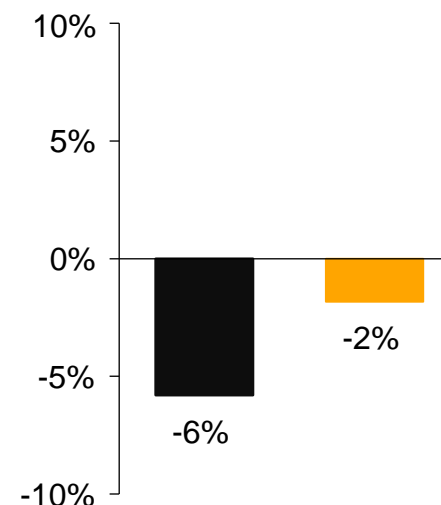


### North America: share of sales

Q2 2021	22%
Q2 2022	23%

### China<sup>1</sup>

Δ Y-o-Y in %

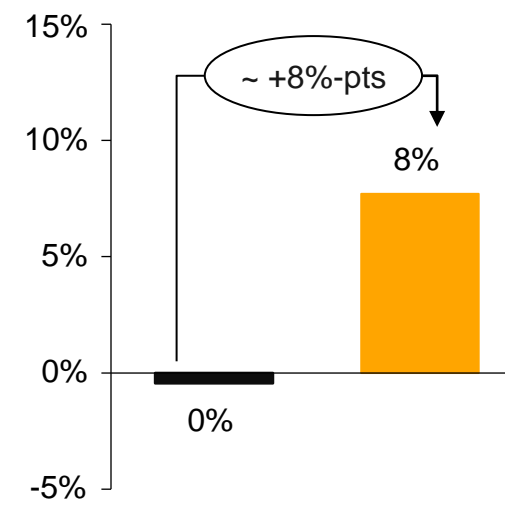


### China: share of sales

Q2 2021	14%
Q2 2022	13%

### Worldwide<sup>1</sup>

Δ Y-o-Y in %



- PC&LT production weighted by regional sales share
- Outperformance

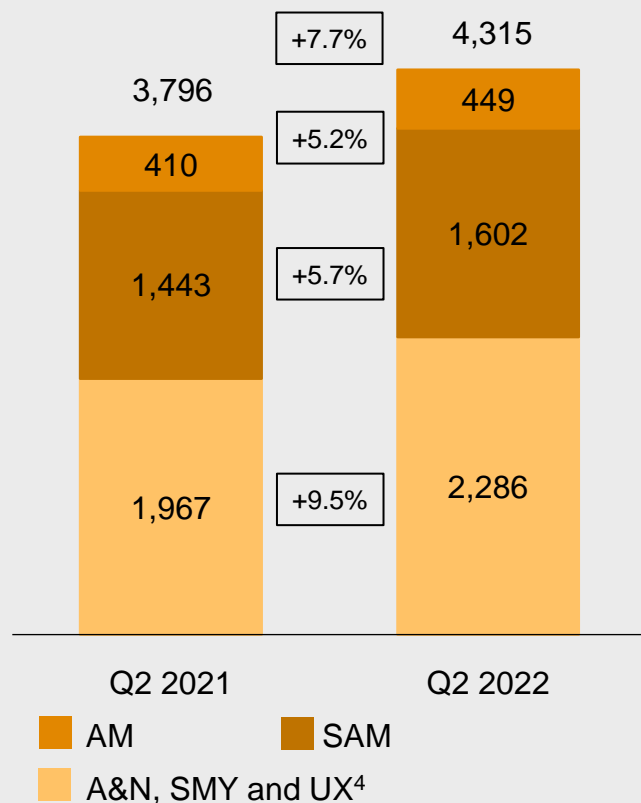
■ PC&LT production by region    ■ Automotive sales

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

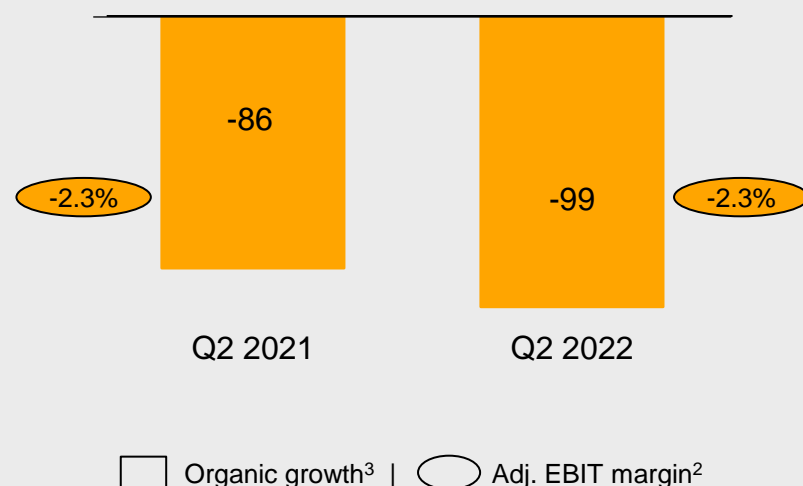
# 4 | Automotive

## Q2 2022 – Sales<sup>1</sup> and Adjusted EBIT<sup>2</sup>

### Sales<sup>1</sup> (€ mn)



### Adjusted EBIT<sup>2</sup> (€ mn)



### Automotive

- › Sales impact from FX: +5.1%
- › Organic growth driven by content per vehicle increase and new pricing agreements with customers
- › New pricing also positively impacted adjusted EBIT margin
- › Inflation increased slightly from below €300 mn in Q1 sequentially to above €300 mn in Q2

### Autonomous Mobility (AM)

- › Stronger volumes mainly in Radar and Camera business

### Safety and Motion (SAM)

- › Higher volumes for new brake system generation (one box design: MK Cx), lower volumes for hydraulic brakes and ESC systems

### A&N, SMY and UX<sup>4</sup>

- › Stronger volumes in the area of connectivity and aftermarket products

<sup>1</sup> Due to consolidation effects, the sum of numbers shown in the columns do not match the total sum.

<sup>2</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

<sup>3</sup> Before changes in the scope of consolidation and exchange-rate effects.

<sup>4</sup> Architecture & Networking, Smart Mobility and User Experience (former VNI business).



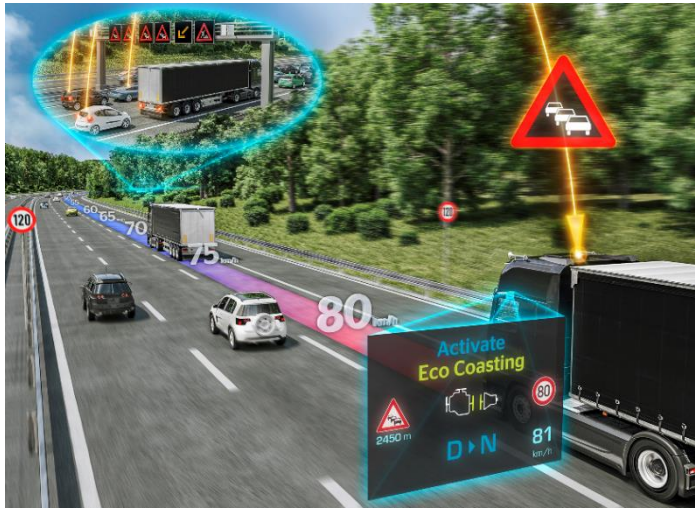
# 4 | Automotive

## Q2 2022 – Order Intake Adds Up to More Than €6.0 bn Lifetime Sales

### A&N, SMY and UX<sup>1</sup>: €3.3 bn

Highlights:

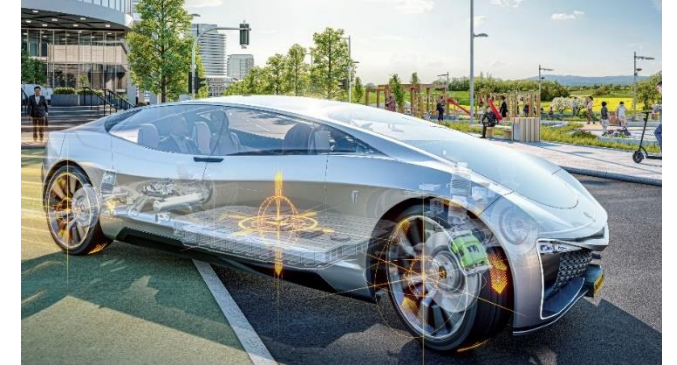
- › Two new orders for display solutions
- › Business wins for telematic control units
- › Award for eHorizon solution for commercial vehicles



### Safety and Motion: €1.7 bn

Highlights:

- › Awards for MK C1 and MK C2 brake systems
- › Order for an airbag control unit
- › Order for an electronic air supply system



### Autonomous Mobility: €1.1 bn

Business wins in all areas

- › Multi focus camera / camera
- › Radar sensor
- › AD control unit



The **Continental Mobility Study 2022** shows that there is high interest in the latest technology in cars. According to the study, **connectivity**, **automation** and the **user experience** play a **decisive role** when purchasing a new vehicle.

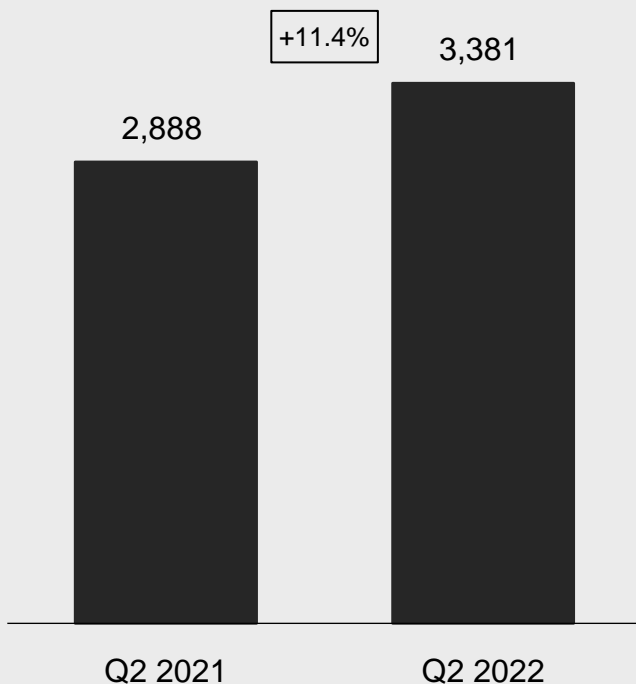
<https://www.continental.com/en/press/studies-publications/continental-mobility-studies/mobility-study-2022/>

<sup>1</sup> Architecture & Networking, Smart Mobility and User Experience (former VNI business).

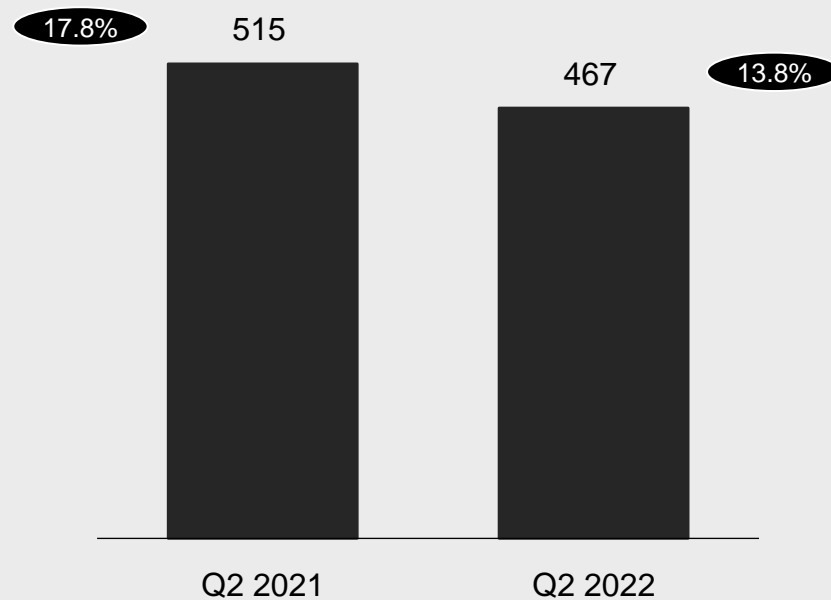
# 5 | Tires

## Q2 2022 – Sales and Adjusted EBIT<sup>1</sup>

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



□ Organic growth<sup>2</sup> | ● Adj. EBIT margin<sup>1</sup>

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

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

### Sales

- › Impact from FX: +5.7%
- › Volumes: -5.3%: Declining replacement volumes in all regions
- › Price/mix: +16.7%, ~ +10% is attributable to pricing, predominantly in the replacement market in Europe and The Americas region

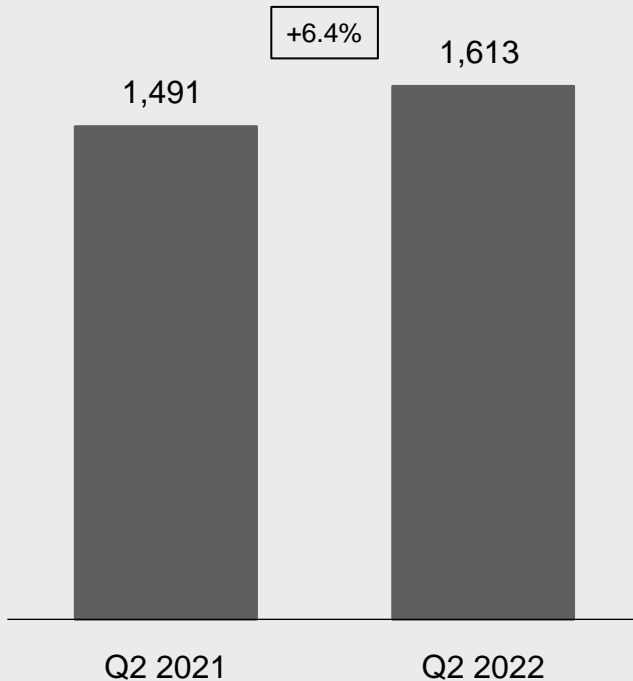
### Adjusted EBIT<sup>1</sup>

- › Strong inflation for raw materials, logistics and energy costs of ~ €450 mn
- › Price/mix contribution nearly compensated cost increases
- › Positive high double-digit amount from inventory valuation in Q2

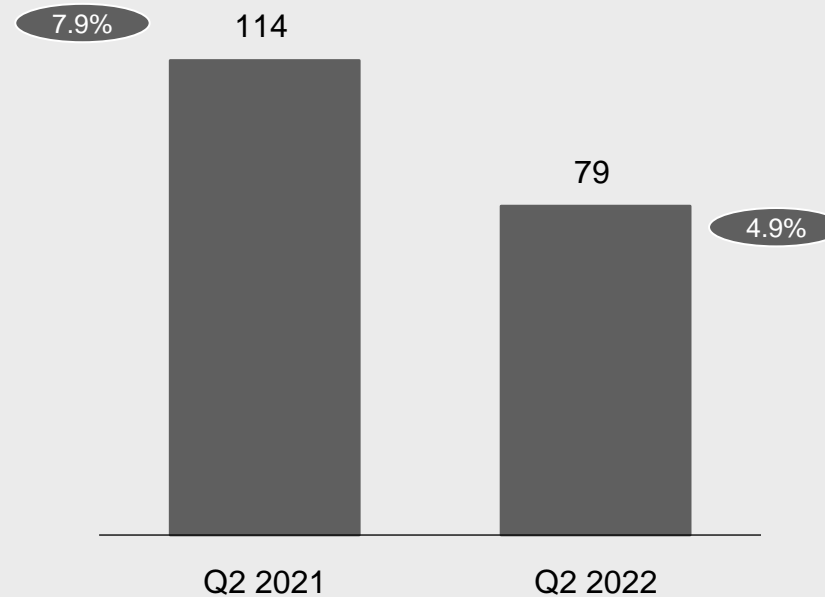
# 6 | ContiTech

## Q2 2022 – Sales and Adjusted EBIT<sup>1</sup>

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



□ Organic growth<sup>2</sup> | ● Adj. EBIT margin<sup>1</sup>

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

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

On July 1, 2022, full acquisition of WCCO Belting LLC, USA, to strengthen the agricultural business in the Conveying Solutions business area.

### Sales

- › Impact from FX: +4.6%
- › Industrial and aftermarket: solid growth, especially in industrial fluid solutions and conveying solutions
- › Automotive: organic sales slightly up Y-o-Y, burdened by decline in Europe and China; challenging high volatility of call-offs

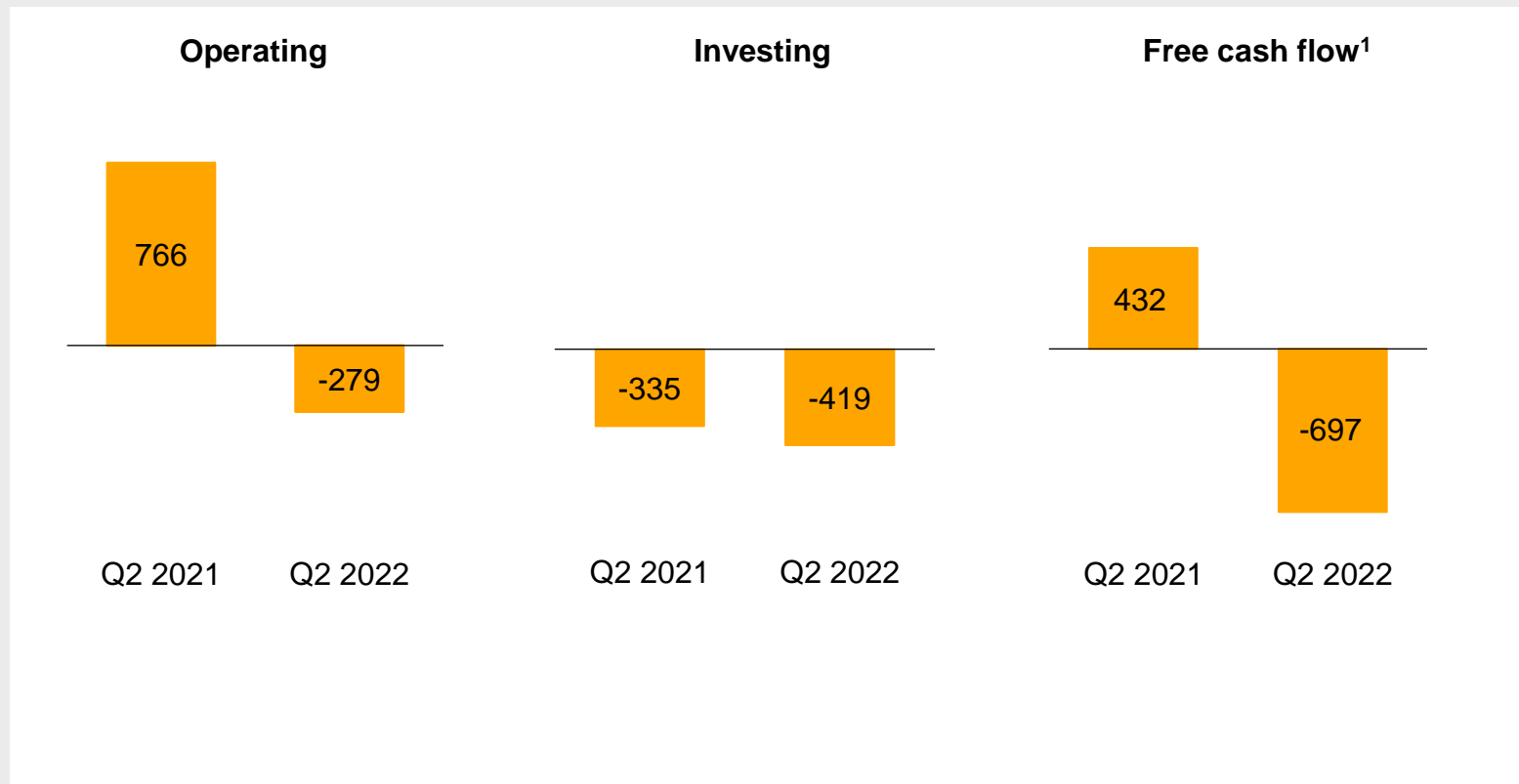
### Adjusted EBIT<sup>1</sup>

- › Margins impacted by inflationary headwinds from raw materials, energy and logistics (~ €150 mn)
- › Positive contributions from pricing activities for industrial and aftermarket business
- › Price negotiations with OE customers on inflation topics still ongoing, expected to be finished by the end of Q3

# 7 | Cash Flow – Continuing Operations Only

## Free Cash Flow Impacted by Higher Working Capital

### Cash Flow Q2 2022 (€ mn)



#### Operating Cash Flow

- › Higher working capital due to higher material prices and operational stock increases as well as higher receivables led to a lower operating cash flow

#### Investing Cash Flow

- › Higher capital expenditure on property, plant and equipment, and software

<sup>1</sup> Due to missing comparable data for Q2 2021, this number does not equal the definition of the free cash flow before acquisitions and divestments as described in the guidance.

# 8 | 2022 Outlook – Main Markets

In the event the geopolitical situation, in particular in Eastern Europe, remains tense or worsens, it could result in further lasting consequences for production, supply chains and demand. In addition, further negative effects may result from the ongoing COVID-19 pandemic as well as possible disruption to the energy supply in Europe, particularly in Germany, and the associated supply situation.

		Vehicle Production		Replacement Tires		Industrial Production		
Passenger Cars & Light Trucks		Q2 2022	2022E	Q2 2022	2022E		Q2 2022	2022E
Europe		-5%	+1% to +4%	0%	-1% to +1%	Eurozone		-0.4% 0% to +2%
North America	  	+12%	+12% to +14%	-3%	0% to +2%	U.S.A.		+5.6% +4% to +6%
China		-6%	0% to +2%	-24%	-4% to -2%	China		+0.6% +3% to +5%
Worldwide		0%	+4% to +6%	-4%	-2% to 0%			
Commercial Vehicles		Q2 2022	2022E	Q2 2022	2022E			
Europe		-14%	-14% to -10%	+8%	+1% to +3%			
North America	  	+15%	+11% to +15%	+14%	+1% to +3%			

E = Estimates.

Sources: S&P Global, Bloomberg, preliminary data and own estimates.

# 8 | 2022 Outlook

In the event the geopolitical situation, in particular in Eastern Europe, remains tense or worsens, it could result in further lasting consequences for production, supply chains and demand. In addition, further negative effects may result from the ongoing COVID-19 pandemic as well as possible disruption to the energy supply in Europe, particularly in Germany, and the associated supply situation. Depending on the severity of the disruption, this may result in lower sales and especially earnings in all group sectors as well as for the Continental Group compared to the prior year.

## 2022E

<b>Group consolidated sales</b>	Around €38.3 bn – €40.1 bn
Adj. EBIT <sup>1</sup> margin	Around 4.7% – 5.7%, incl. cost inflation (materials, energy, logistics) headwind of ~€3.5 bn
<b>Automotive sales</b>	Around €17.8 bn – €18.8 bn
Adj. EBIT <sup>1</sup> margin	Around -0.5% – 1%, incl. cost inflation headwind of ~€1 bn
<b>Tires sales</b>	Around €13.8 bn – €14.2 bn
Adj. EBIT <sup>1</sup> margin	Around 12.0% – 13.0%, incl. cost inflation headwind of ~€1.9 bn
<b>ContiTech sales</b>	Around €6.3 bn – €6.5 bn
Adj. EBIT <sup>1</sup> margin	Around 6.0% – 7.0%, incl. cost inflation headwind of ~€0.6 bn
<b>Contract Manufacturing sales</b>	Around €600 mn – €700 mn
Adj. EBIT <sup>1</sup> margin	Around 0% – 1.0%
<b>Adjusted free cash flow<sup>2</sup></b>	Around €0.6 bn – €1.0 bn
PPA amortization	Around -€150 mn
Special effects	Around -€650 mn (previously around -€150 mn)
Financial result	Below -€200 mn <sup>3</sup>
Tax rate	Around 27%
Capex before financial investments in % of sales	Around 6%

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

<sup>2</sup> Free cash flow before acquisitions and divestments.

<sup>3</sup> 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. As part of the new organizational structure in place since January 1, 2022, the Continental Group is divided into the four group sectors Automotive, Tires, ContiTech and Contract Manufacturing. All key figures for the group sectors reflect this over the entire reporting period and are adjusted accordingly for the comparative period.

# Back-up



# Back-up

## Continental Mobility Study 2022

Full study results:  
Continental Mobility Study 2022

People want to have more **automation**, **connectivity** and **user experience** in their next vehicle. These criteria play a decisive role when purchasing a new vehicle.

**65%** of all respondents say having advanced driver assistance systems in their next car is a must have

**53%** of all respondents want their next car to be connected to the internet

**77%** of all respondents prefer to have bigger car displays for the infotainment content

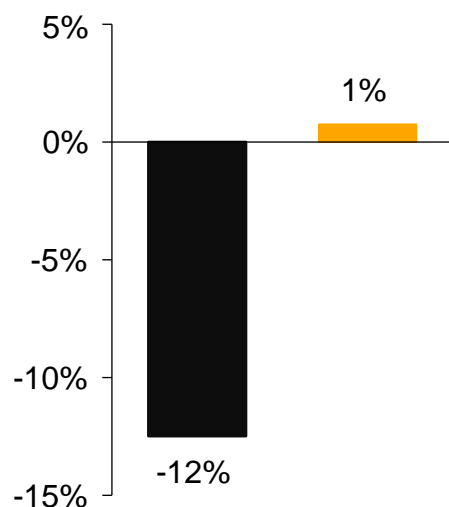


# Back-up

## Automotive: Regional Production vs. Sales Growth in H1 2022

### Europe<sup>1</sup>

Δ Y-o-Y in %

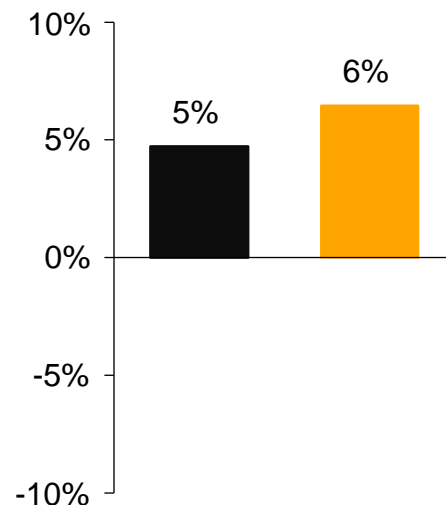


### Europe: share of sales

H1 2021	49%
H1 2022	48%

### North America<sup>1</sup>

Δ Y-o-Y in %

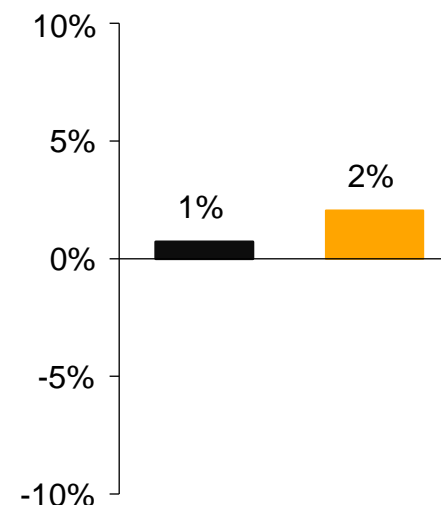


### North America: share of sales

H1 2021	22%
H1 2022	23%

### China<sup>1</sup>

Δ Y-o-Y in %

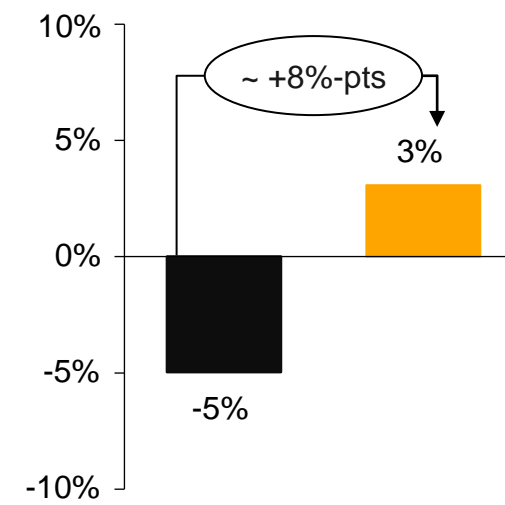


### China: share of sales

H1 2021	14%
H1 2022	14%

### Worldwide<sup>1</sup>

Δ Y-o-Y in %



■ PC&LT production weighted by regional sales share

○ Outperformance

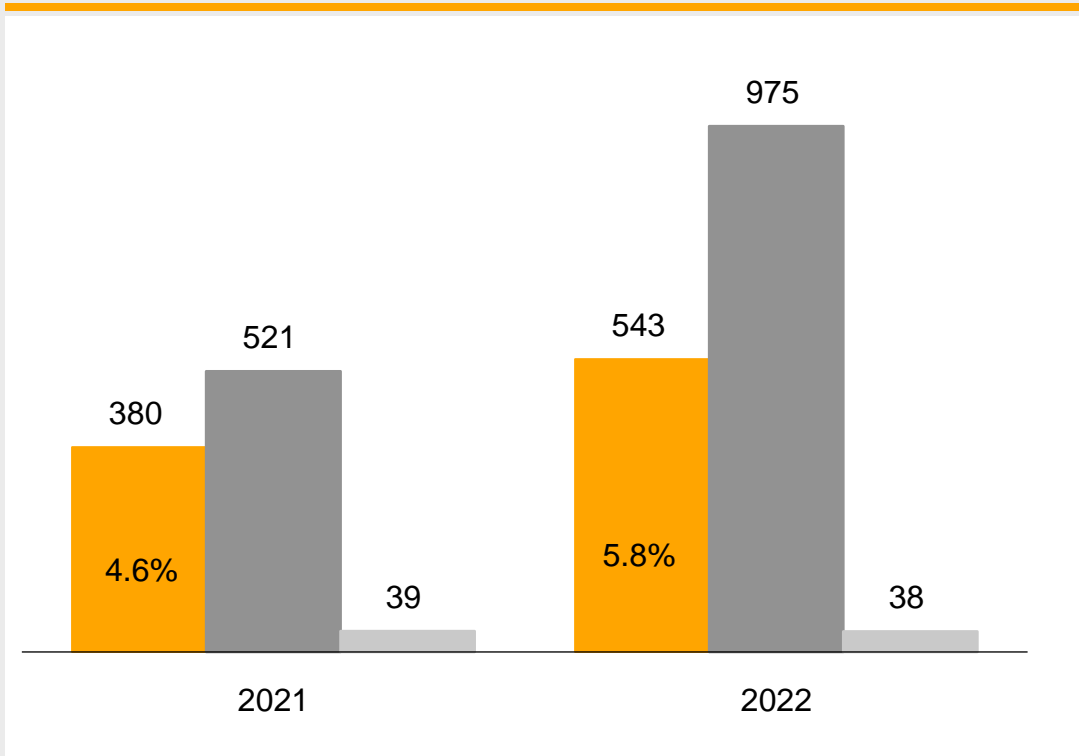
■ PC&LT production by region    ■ Automotive sales

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

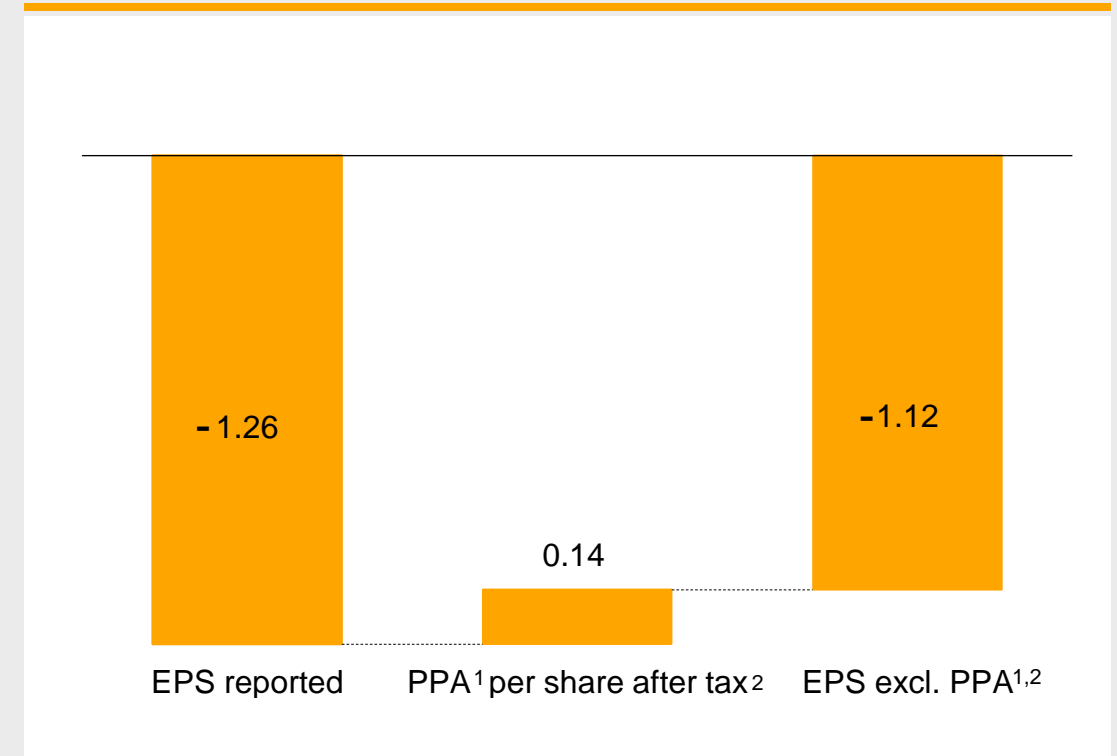
# Back-up

## Capex, Depreciation and Earnings per Share – Q2 2022

Capex, Depreciation and PPA<sup>1</sup> (€ mn)



EPS excl. PPA<sup>1,2</sup> (€)



■ Capex (PPE & software), percentage of sales | ■ Depreciation, w/o PPA<sup>1</sup> | ■ PPA<sup>1</sup>

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

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



# 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&P <sup>2</sup> ), BBB (Fitch <sup>3</sup> ), Baa2 (Moody's <sup>4</sup> )				
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	<b>Sept. 12, 2023</b>	<b>Nov. 27, 2023</b>	<b>Sept. 25, 2024</b>	<b>June 27, 2025</b>	<b>Aug. 27, 2026</b>
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.

As part of the new organizational structure in place since January 1, 2022, the Continental Group is divided into the four group sectors Automotive, Tires, ContiTech and Contract Manufacturing. All key figures for the group sectors reflect this over the entire reporting period and are adjusted accordingly for the comparative period.

# Fact Sheets

## 2021 – H1 2022

# Fact Sheets

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

### Sales

Sales (€ mn)	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	4,114.2	3,796.0	3,476.6	3,970.6	15,357.4	4,246.0	4,315.0			
Tires	2,742.9	2,888.2	2,976.6	3,199.9	11,807.6	3,295.2	3,381.0			
ContiTech	1,520.7	1,491.3	1,435.5	1,465.1	5,912.6	1,570.4	1,613.3			
Contract Manufacturing	264.9	225.2	202.7	196.8	889.6	209.9	179.0			
Other / Consolidation	-67.4	-46.3	-50.9	-37.4	-202.0	-43.2	-44.2			
<b>Group</b>	<b>8,575.3</b>	<b>8,354.4</b>	<b>8,040.5</b>	<b>8,795.0</b>	<b>33,765.2</b>	<b>9,278.3</b>	<b>9,444.1</b>			

Changes Y-o-Y in %	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-2.7	47.2	-15.9	-11.7	-0.5	3.2	13.7			
Tires	10.4	51.0	3.0	11.3	16.2	20.1	17.1			
ContiTech		40.2	-2.3	-3.9	6.0	3.3	8.2			
Contract Manufacturing	-3.2	42.1	-20.2	-30.6	-8.3	-20.8	-20.5			
<b>Group</b>	<b>2.0</b>	<b>47.6</b>	<b>-7.4</b>	<b>-3.6</b>	<b>6.0</b>	<b>8.2</b>	<b>13.0</b>			

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

Adj. EBIT <sup>1</sup> (€ mn)	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	96.8	-85.9				-164.8	-99.2			
Tires	455.2	514.5				565.0	467.0			
ContiTech	150.5	114.4				85.5	79.2			
Contract Manufacturing	64.9	8.4				12.1	4.0			
Other / Consolidation	-39.4	-39.3				-59.3	-40.5			
<b>Group</b>	<b>728.0</b>	<b>512.1</b>				<b>438.5</b>	<b>410.5</b>			

Adj. EBIT <sup>1</sup> margin in %	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	2.4	-2.3				-3.9	-2.3			
Tires	16.6	17.8				17.1	13.8			
ContiTech	10.2	7.9				5.4	4.9			
Contract Manufacturing	24.5	3.7				5.8	2.2			
<b>Group</b>	<b>8.5</b>	<b>6.2</b>				<b>4.7</b>	<b>4.4</b>			

Changes Y-o-Y in %	2022				
	Q1	Q2	Q3	Q4	Year
Automotive	-270.2	-15.5			
Tires	24.1	-9.2			
ContiTech	-43.2	-30.8			
Contract Manufacturing	-81.4	-52.4			
<b>Group</b>	<b>-39.8</b>	<b>-19.8</b>			

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

# Fact Sheets

## EBITDA and EBIT by Quarter

### EBITDA

(€ mn)	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	304.4	148.0	106.4	108.0	666.8	60.1	127.9			
Tires	650.8	723.1	597.8	554.2	2,525.9	765.2	671.7			
ContiTech	217.6	178.0	145.5	292.6	833.7	144.3	76.4			
Contract Manufacturing	77.6	21.5	77.9	17.2	194.2	21.2	12.6			
Other / Consolidation	-36.8	-38.3	47.6	-88.9	-116.4	-58.5	-40.0			
<b>Group</b>	<b>1,213.6</b>	<b>1,032.3</b>	<b>975.2</b>	<b>883.1</b>	<b>4,104.2</b>	<b>932.3</b>	<b>848.6</b>			

### EBIT

	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	55.4	-103.2	-153.1	-173.7	-374.6	-204.3	-509.9			
Tires	447.5	520.1	395.3	337.7	1,700.6	557.9	389.7			
ContiTech	135.8	98.1	67.2	213.6	514.7	69.3	-7.4			
Contract Manufacturing	63.4	-2.0	63.2	5.8	130.4	11.7	3.6			
Other / Consolidation	-39.5	-40.3	45.9	-91.4	-125.3	-59.3	-40.6			
<b>Group</b>	<b>662.6</b>	<b>472.7</b>	<b>418.5</b>	<b>292.0</b>	<b>1,845.8</b>	<b>375.3</b>	<b>-164.6</b>			

Margin in %	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	7.4	3.9	3.1	2.7	4.3	1.4	3.0			
Tires	23.7	25.0	20.1	17.3	21.4	23.2	19.9			
ContiTech	14.3	11.9	10.1	20.0	14.1	9.2	4.7			
Contract Manufacturing	29.3	9.5	38.4	8.7	21.8	10.1	7.0			
<b>Group</b>	<b>14.2</b>	<b>12.4</b>	<b>12.1</b>	<b>10.0</b>	<b>12.2</b>	<b>10.0</b>	<b>9.0</b>			

	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	1.3	-2.7	-4.4	-4.4	-2.4	-4.8	-11.8			
Tires	16.3	18.0	13.3	10.6	14.4	16.9	11.5			
ContiTech	8.9	6.6	4.7	14.6	8.7	4.4	-0.5			
Contract Manufacturing	23.9	-0.9	31.2	2.9	14.7	5.6	2.0			
<b>Group</b>	<b>7.7</b>	<b>5.7</b>	<b>5.2</b>	<b>3.3</b>	<b>5.5</b>	<b>4.0</b>	<b>-1.7</b>			

Changes Y-o-Y in %	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-23.5	147.7	79.7	-54.2	74.4	-80.3	-13.6			
Tires	38.0	199.0	37.2	-22.6	35.4	17.6	-7.1			
ContiTech	21.3	258.9	-27.9	47.9	32.6	-33.7	-57.1			
Contract Manufacturing	1.3	867.9	209.1	170.2	978.7	-72.7	-41.4			
<b>Group</b>	<b>11.9</b>	<b>3,118.4</b>	<b>61.2</b>	<b>-20.3</b>	<b>48.5</b>	<b>-23.2</b>	<b>-17.8</b>			

	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-59.8	81.6	82.9	0.5	74.9	-468.8	-394.1			
Tires	74.4	1,577.7	70.9	-31.6	68.0	24.7	-25.1			
ContiTech	51.2	349.6	-34.5	111.5	102.6	-49.0	-107.5			
Contract Manufacturing	7.1	89.4	173.0	112.2	238.7	-81.5	280.0			
<b>Group</b>	<b>33.1</b>	<b>178.3</b>	<b>162.1</b>	<b>-17.0</b>	<b>531.3</b>	<b>-43.4</b>	<b>-134.8</b>			

# Fact Sheets

## Reported and Adjusted H1 2022 Results

(€ mn)	Automotive		Tires		ContiTech		Contract Manufacturing		Cons. / Corr.		Group	
	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022
Sales	7,910.2	8,561.0	5,631.1	6,676.2	3,012.0	3,183.7	490.1	388.9	-113.7	-87.4	16,929.7	18,722.4
EBIT	-47.8	-714.2	967.6	947.6	233.9	61.9	61.4	15.3	-79.8	-99.9	1,135.3	210.7
Amortization of intangible assets from PPA	32.3	37.3	9.1	7.1	37.4	32.1					78.8	76.5
Total special effects	26.4	397.3	-7.0	77.3	10.4	70.7	11.9	0.8	1.1	0.1	42.8	546.2
Total consolidation effects		15.6			-16.8						-16.8	15.6
Total consolidation and special effects	26.4	412.9	-7.0	77.3	-6.4	70.7	11.9	0.8	1.1	0.1	26.0	561.8
Adjusted operating result (adj. EBIT) <sup>1</sup>	10.9	-264.0	969.7	1,032.0	264.9	164.7	73.3	16.1	-78.7	-99.8	1,240.1	849.0
in % of adjusted sales	0.1%	-3.1%	17.2%	15.5%	9.1%	5.2%	15.0%	4.1%			7.4%	4.6%

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

# References

## Useful Links to Continental Websites

Investor Relations	<a href="http://www.continental-ir.com">www.continental-ir.com</a>
Reports and Investor Presentation (Fact Book)	<a href="#">Investor Presentation (Fact Book)</a>
Latest Presentations	<a href="#">Presentations</a>
Events	<a href="#">Events</a>
Sustainability	<a href="#">Sustainability</a>
2021 Integrated Sustainability Report	<a href="#">2021 Integrated Sustainability Report</a>
Corporate Governance Principles	<a href="#">Corporate Governance Principles</a>
Shares	<a href="#">Shares</a>
Debt and Rating	<a href="#">Debt and Rating</a>



# 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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