

FY 2022 Results

Hanover – March 8, 2023

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

Katja Dürrfeld – CFO
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Agenda

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2 Automotive

3 Tires

4 ContiTech

5 Cash Flow

6 2023 Outlook

Back-up and Fact Sheets 2021 – 2022

1 | Group Highlights

Most Important KPIs for FY 2022

	FY 2021	FY 2022
Sales	€33.8 bn	€39.4 bn
Adjusted EBIT ¹	€1,855 mn	€1,951 mn
Adjusted EBIT ¹ margin	5.5%	5.0%
PPA ²	- €159 mn	- €150 mn
Special effects	€123 mn	- €1,028 mn
Carve-out effects	- €86 mn	-
Restructuring	€112 mn	€38 mn
Impairment	- €20 mn	- €961 mn
Other effects	€117 mn	- €105 mn
NIAT ^{3,4}	€1,435 mn ⁵	€67 mn
Adjusted free cash flow ⁶	€1,154 mn ⁵	€200 mn
Gearing ratio ⁴	29.7%	32.8%
Equity ratio ⁴	35.5%	36.2%
Trailing ROCE ⁷	10.0%	3.7%
Net indebtedness	€3,766 mn	€4,499 mn

Executive Summary 2022

- › Price negotiations with OEMs successfully concluded in all sectors
- › Strong organic growth of +12.3%, FX effect on sales +4.5%
- › Order Intake in Automotive at €23.4 bn (FY 2021: €18.6 bn)
- › Partnership with Ambarella on assisted and automated driving systems with full software stack
- › Successful bond placement in November: €625 mn / 5 years / 3.625% coupon

Focus 2023

- › Further price negotiations for sustainable cost recovery due to additional inflation
- › Strict cost control including rigorous execution of our structural program
- › Improve operational performance
- › Automotive: continue to improve profitability to meet mid-term targets
- › Smart inventory management
- › Further stabilize supply chains
- › Employee retention as well as efficient and effective people onboarding

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 In the year under review, the Continental Group changed the methodology used for the recognition of uncertain tax positions. The comparative period has been adjusted accordingly.

⁵ The figures shown comprise continuing and discontinued operations.

⁶ Free cash flow before acquisitions and divestments.

⁷ Calculated as reported EBIT for the last twelve months (LTM) divided by average operating assets for the LTM.

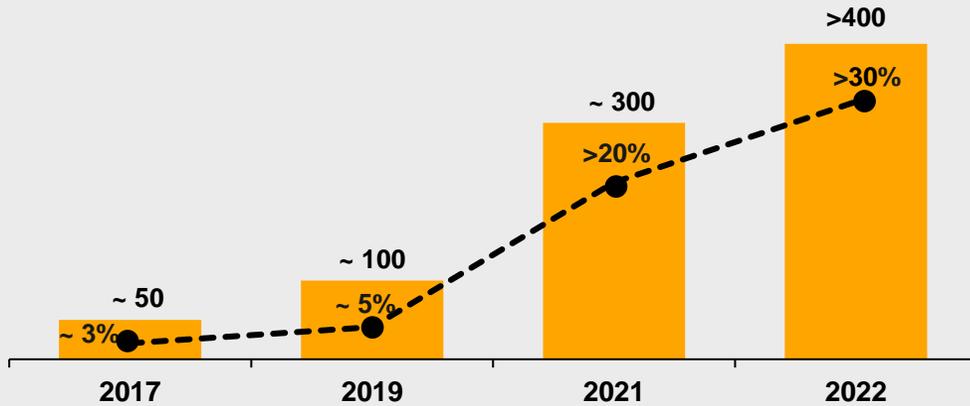
1 | Group Highlights

Tires: Positive Mix Driven By EV Strength and UHP¹ Contributions



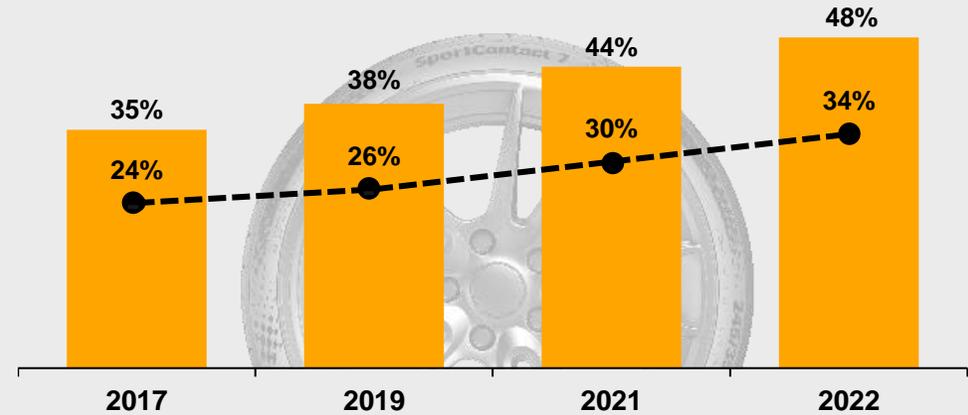
OE Homologations for EVs

■ EV homologations ● EV share of all homologations



Ultra-High-Performance Tires

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



Global leader



9/10 of the world's largest BEV manufacturers rely on Continental tires today

Innovating with cutting-edge technologies



ContiSilent
to reduce
interior noise



High-tech
compounds to
improve mileage



ContiSeal
to extend
mobility

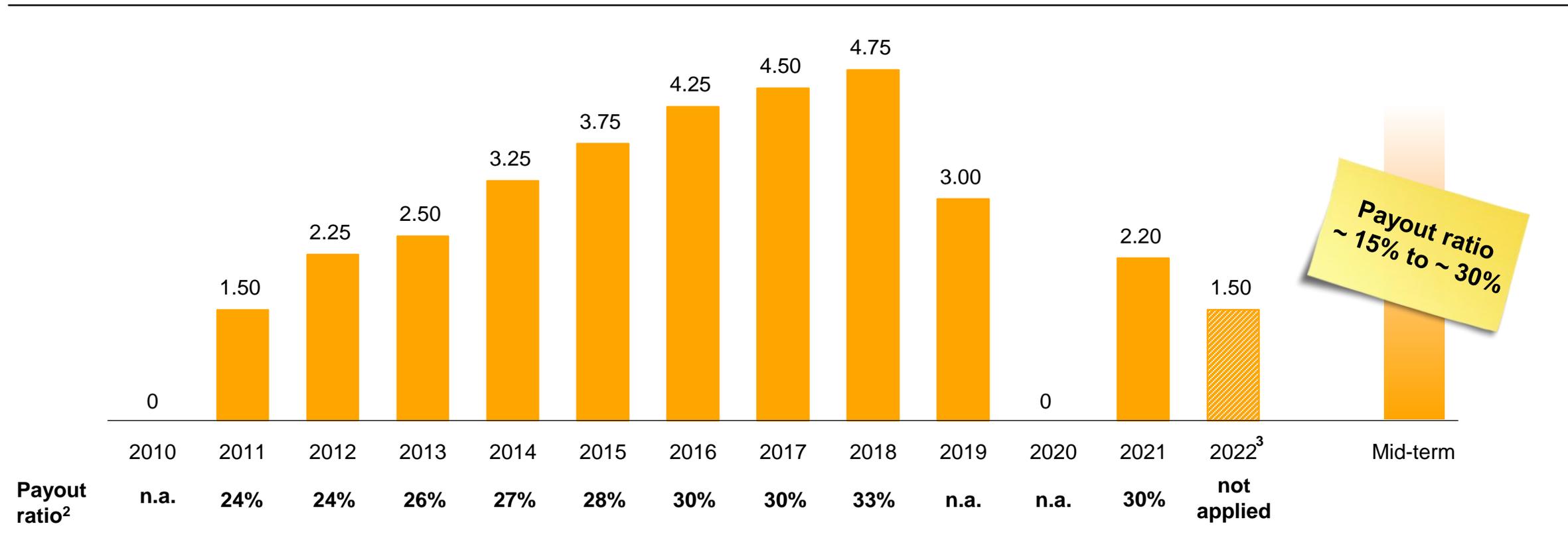
¹ Ultra-high-performance are tires ≥18".

² PLT: Passenger car and light truck tires.

1 | Group Highlights

Proposed Dividend Considers High Non-Cash Effects in Net Income

Dividend per share¹ (€)



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

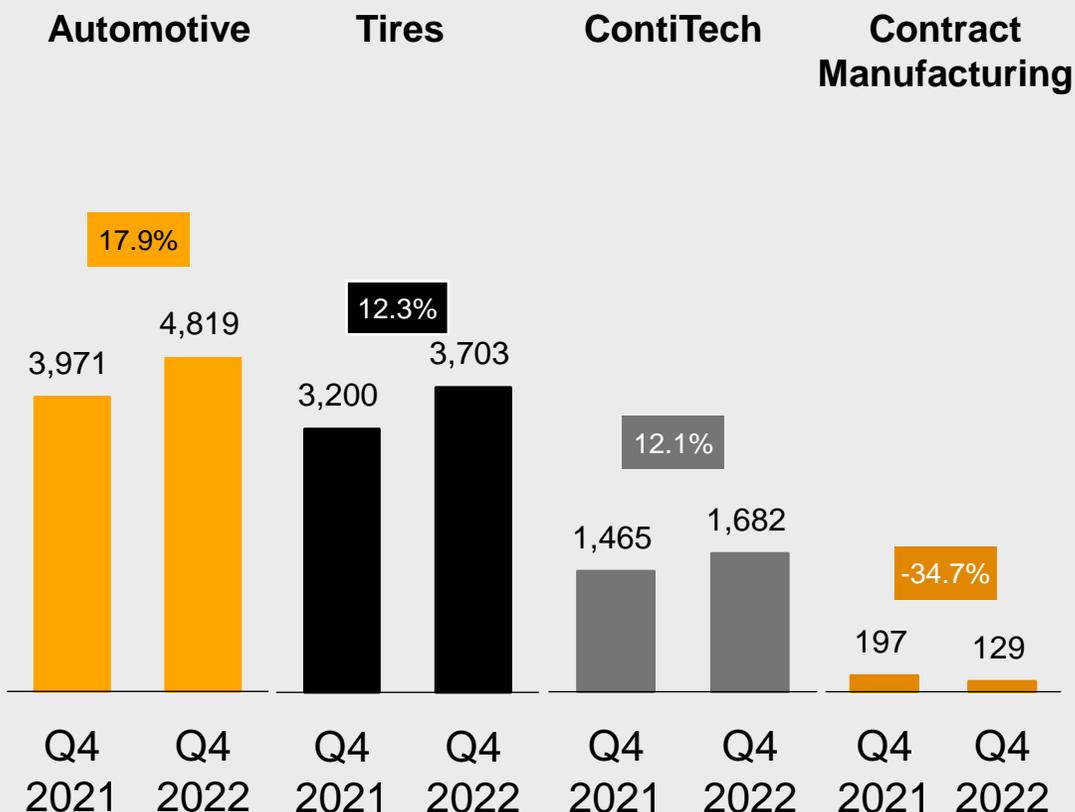
² Ratio of dividend for the fiscal year to net income attributable to the shareholders of the parent.

³ Dividend for FY 2022 subject to Supervisory Board approval and the approval of the Annual Shareholders' Meeting on April 27, 2023.

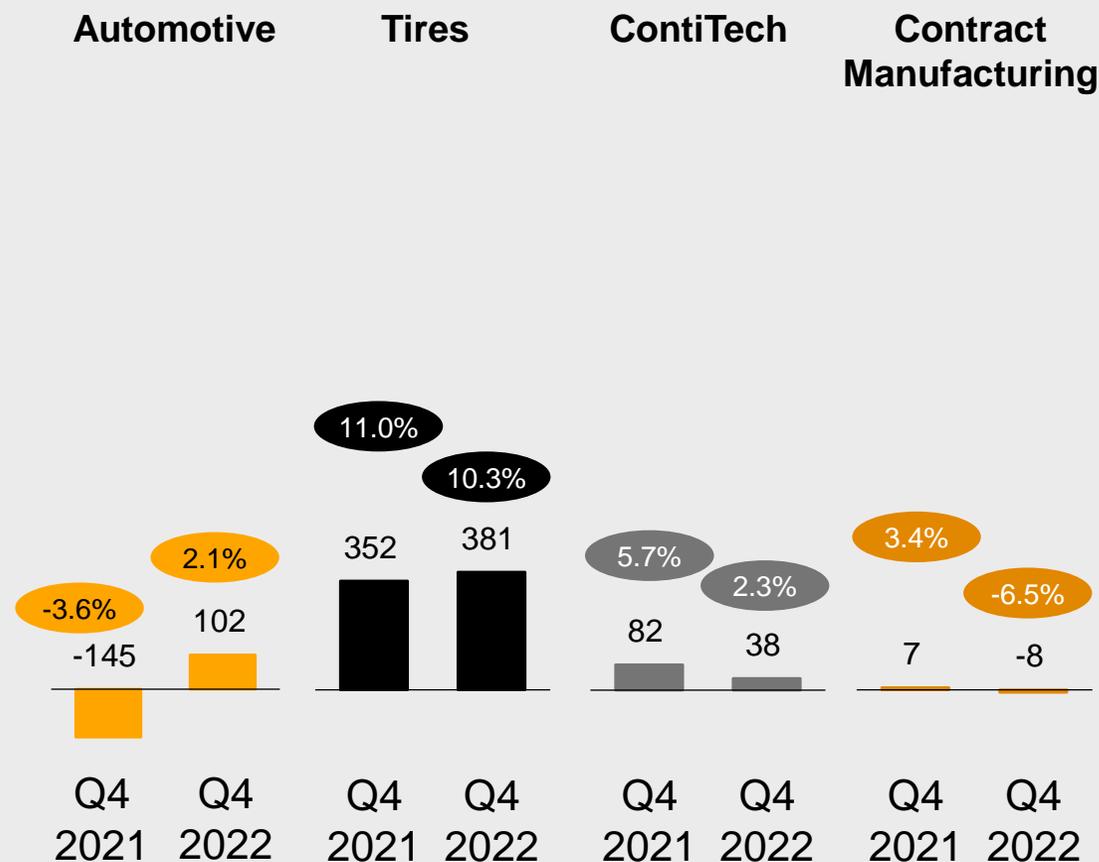
1 | Group Highlights

Q4 2022 – Sales and Earnings

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



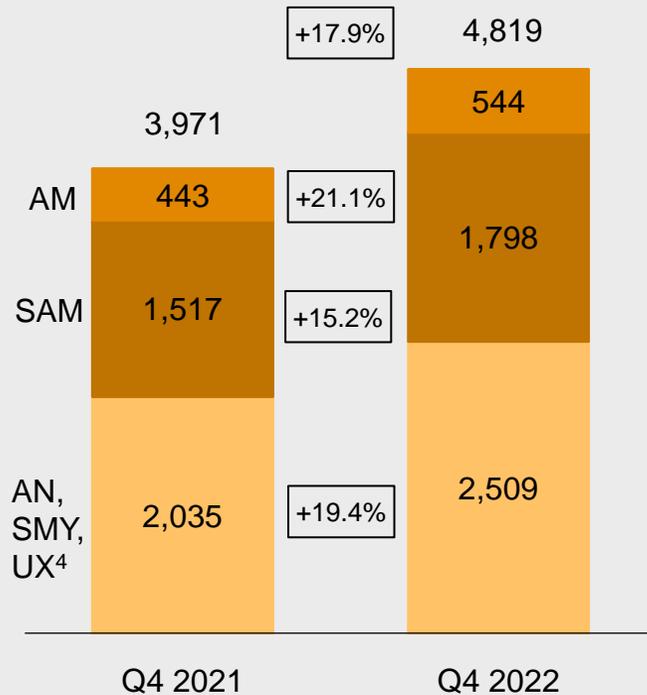
□ Organic growth² | ○ Adj. EBIT margin¹

¹ Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.
² Before changes in the scope of consolidation and exchange-rate effects.

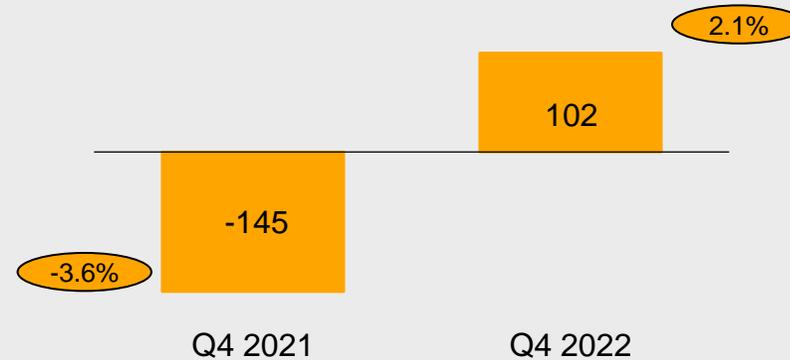
2 | Automotive

Q4 2022 – Sales¹ and Adjusted EBIT²

Sales¹ (€ mn)



Adjusted EBIT² (€ mn)



□ Organic growth³ | ○ Adj. EBIT margin²

¹ Due to consolidation effects, the sum of numbers shown in the columns do not match the total sum.
² Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.
³ Before changes in the scope of consolidation and exchange-rate effects.
⁴ Architecture and Networking, Smart Mobility and User Experience (former VNI business).

Automotive

- › Sales impact from FX: +3.5%
- › Organic growth driven by new pricing agreements with customers and volume increases
- › Inflation effects were above €100 mn

Autonomous Mobility (AM)

- › Increases in long and short range radars as well as front view cameras were the biggest volume drivers

Safety and Motion (SAM)

- › Volume increases in the product groups MKCx, Drum Brakes and Sensors

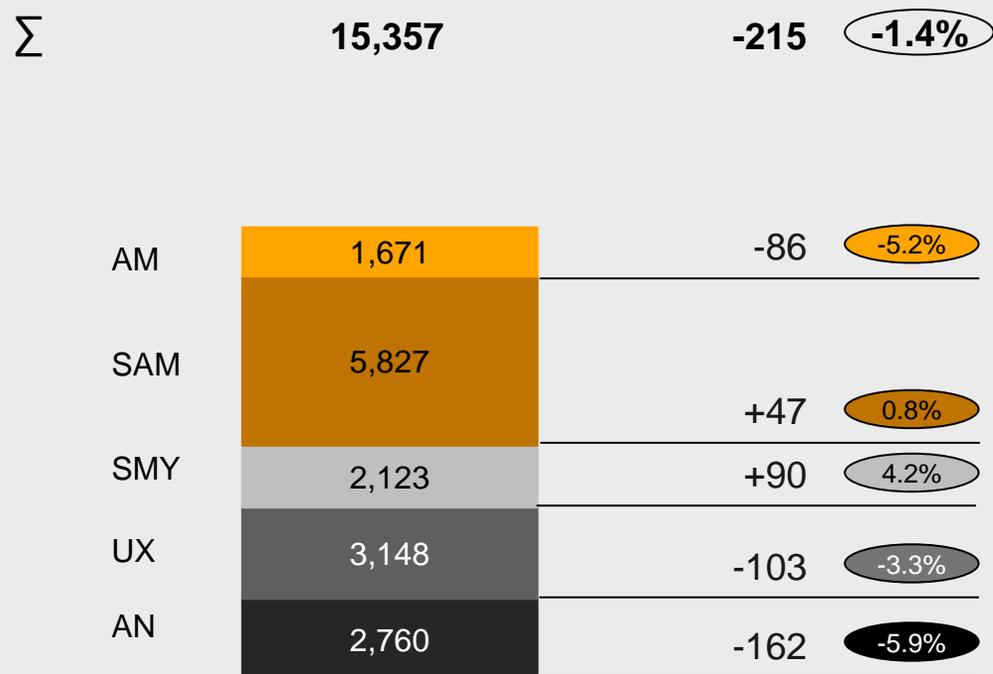
AN, SMY and UX⁴

- › Major increases in body HPC and body controllers as well as intelligent antenna modules and telematic control units
- › UX Sales driven by digital cluster and display solutions

2 | Automotive

Sales¹ and Adjusted EBIT²

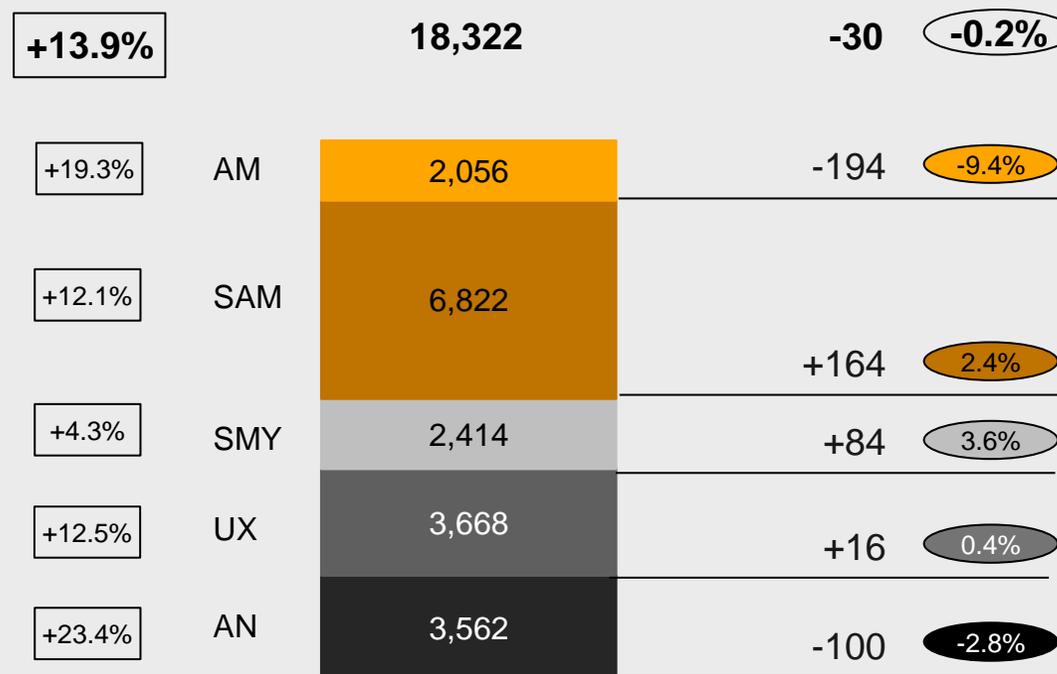
Sales^{1,4} and Adjusted EBIT^{2,4} FY 2021 (€ mn)



FY 2021

○ Adj. EBIT margin²

Sales¹ and Adjusted EBIT² FY 2022 (€ mn)



FY 2022

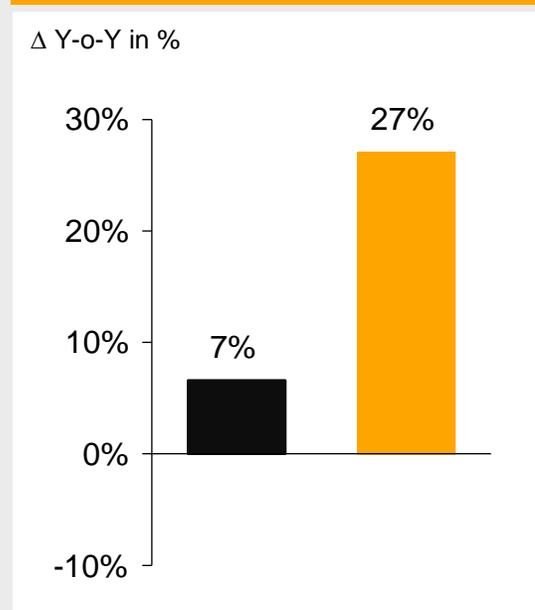
□ Organic growth³ | ○ Adj. EBIT margin²

1 Due to consolidation effects, the sum of numbers shown in the columns do not match the total sum.
 2 Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.
 3 Before changes in the scope of consolidation and exchange-rate effects.
 4 AN, SMY and UX amounts for comparison period 2021 are only approximately

2 | Automotive

Regional Production vs. Sales Growth in Q4 2022

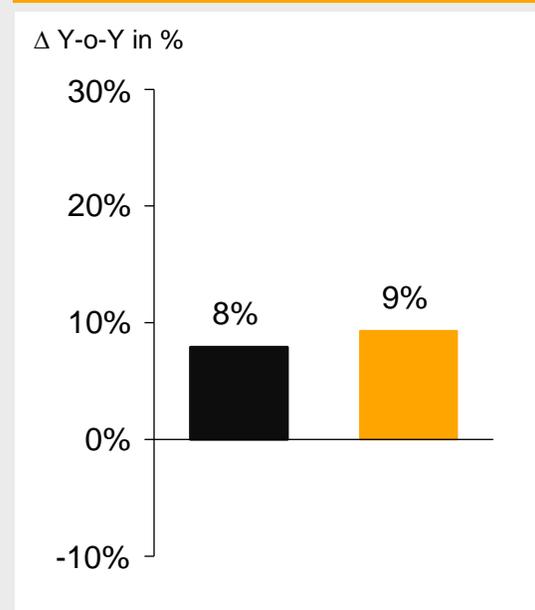
Europe¹



Europe: share of sales¹

Q4 2021	43%
Q4 2022	46%

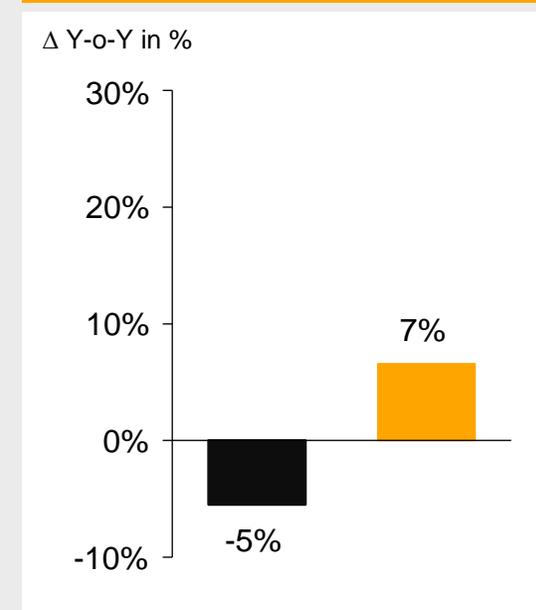
North America¹



North America: share of sales¹

Q4 2021	23%
Q4 2022	21%

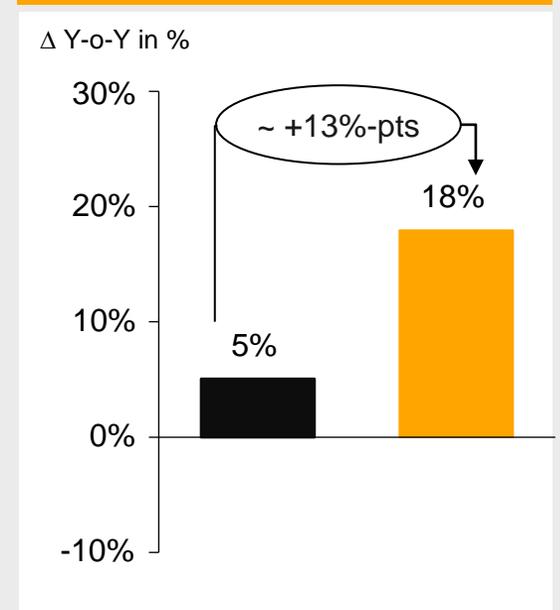
China¹



China: share of sales¹

Q4 2021	19%
Q4 2022	17%

Worldwide¹



- PC< production weighted by regional sales share
- Outperformance

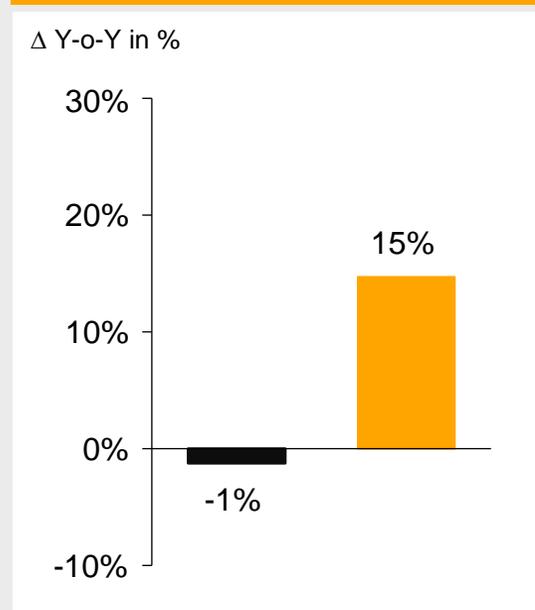
■ PC< production by region ■ Automotive sales

¹ Shown as change in organic sales Y-o-Y (adjusted for FX and consolidation effects).

2 | Automotive

Regional Production vs. Sales Growth in FY 2022

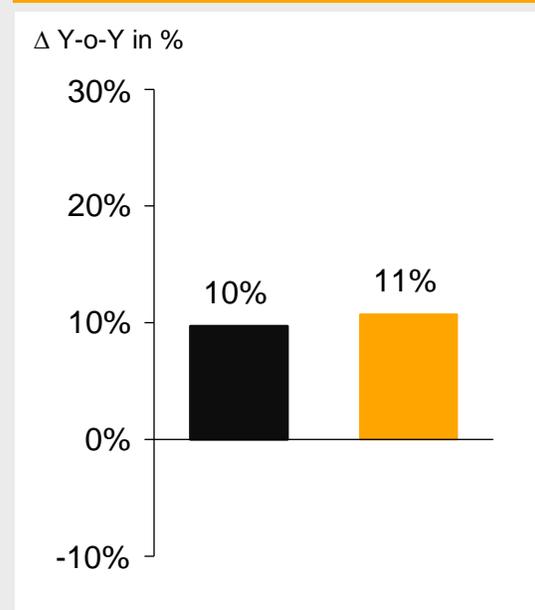
Europe¹



Europe: share of sales¹

FY 2021	46%
FY 2022	47%

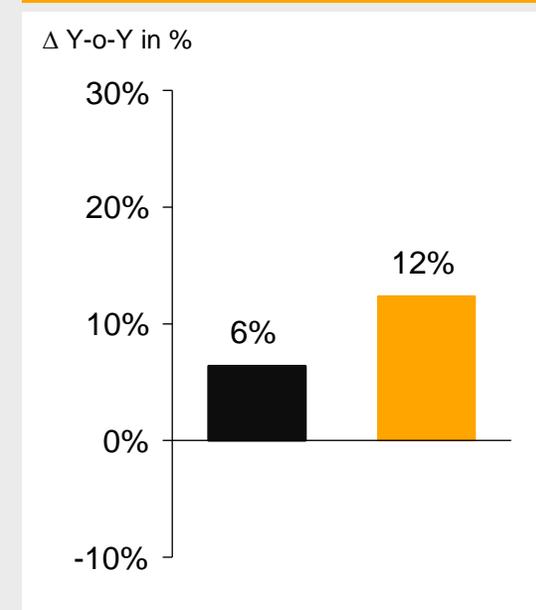
North America¹



North America: share of sales¹

FY 2021	23%
FY 2022	22%

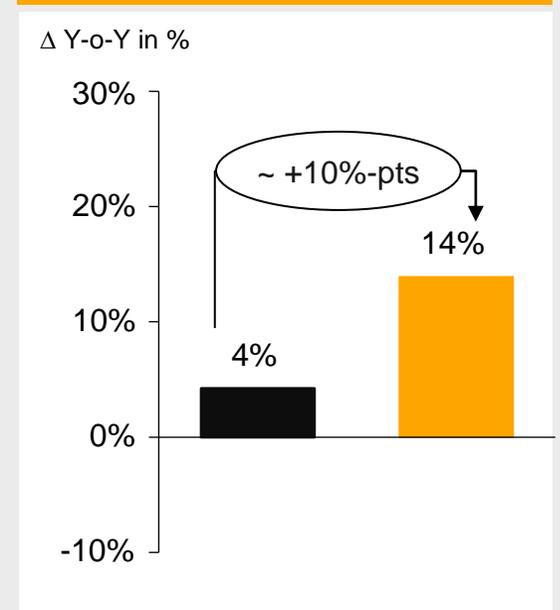
China¹



China: share of sales¹

FY 2021	16%
FY 2022	15%

Worldwide¹



- PC< production weighted by regional sales share
- Outperformance

■ PC< production by region ■ Automotive sales

¹ Shown as change in organic sales Y-o-Y (adjusted for FX and consolidation effects).

2 | Automotive

Q4 2022 – Order Intake of More than €5 bn Lifetime Sales

AN, SMY and UX¹: €1.4 bn

Highlights:

- › Order for L-Shape display solution
- › Business wins for light control units



Safety and Motion: €3.1 bn

Highlights:

- › Major business wins for MK C1 and MK C2 brake systems
- › Orders for electronic parking brake and airbag control units



Autonomous Mobility: €0.9 bn

Highlights:

- › Business wins in nearly all sensor categories
- › Additional system award including computing unit



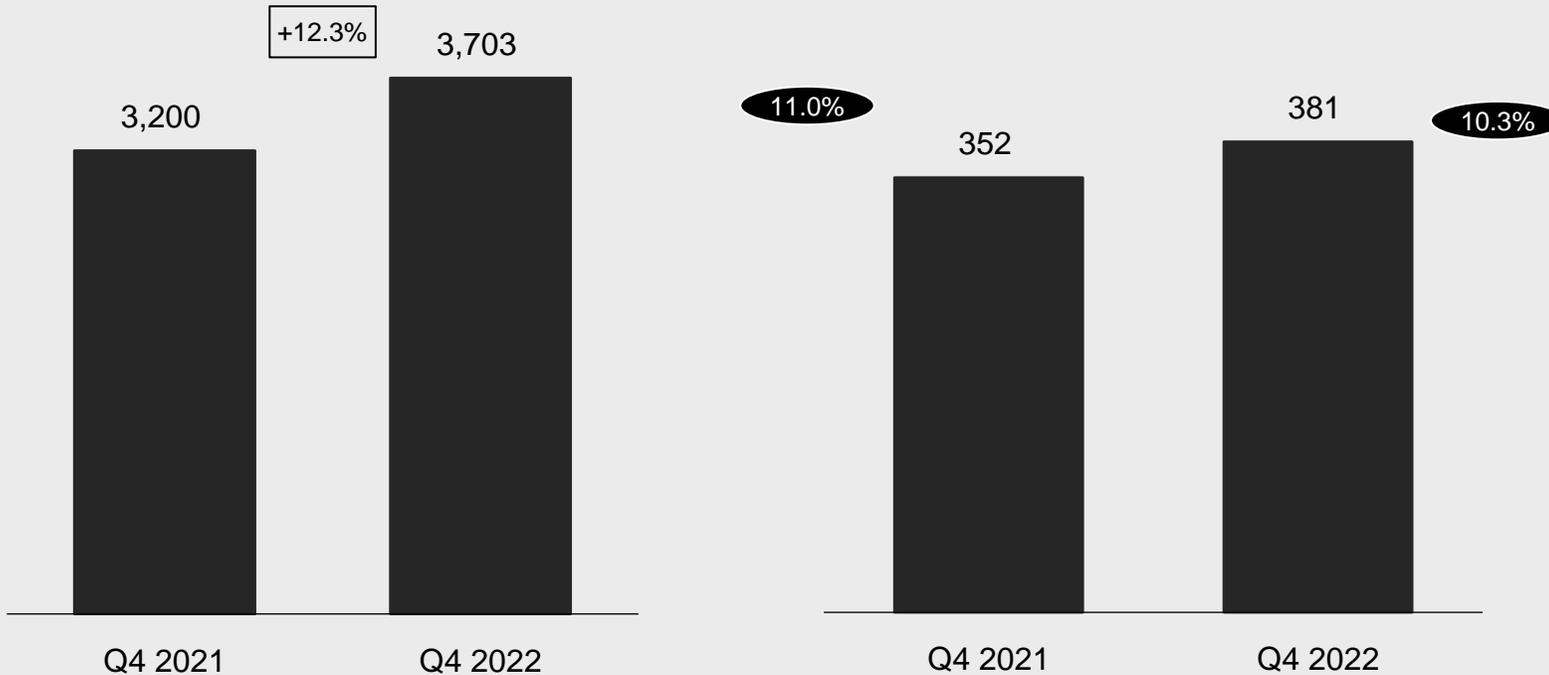
¹ Architecture and Networking, Smart Mobility and User Experience (former VNI business).

3 | Tires

Q4 2022 – Sales and Adjusted EBIT¹

Sales (€ mn)

Adjusted EBIT¹ (€ mn)



□ Organic growth² | ● Adj. EBIT margin¹

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

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

Sales

- › Impact from FX: +3.4%
- › Volumes: -6.8%: declining replacement volumes in all regions, OE volumes recovering
- › Price/mix: +19.1%, ~ 2/3 is attributable to pricing in all replacement markets and OE

Adjusted EBIT¹

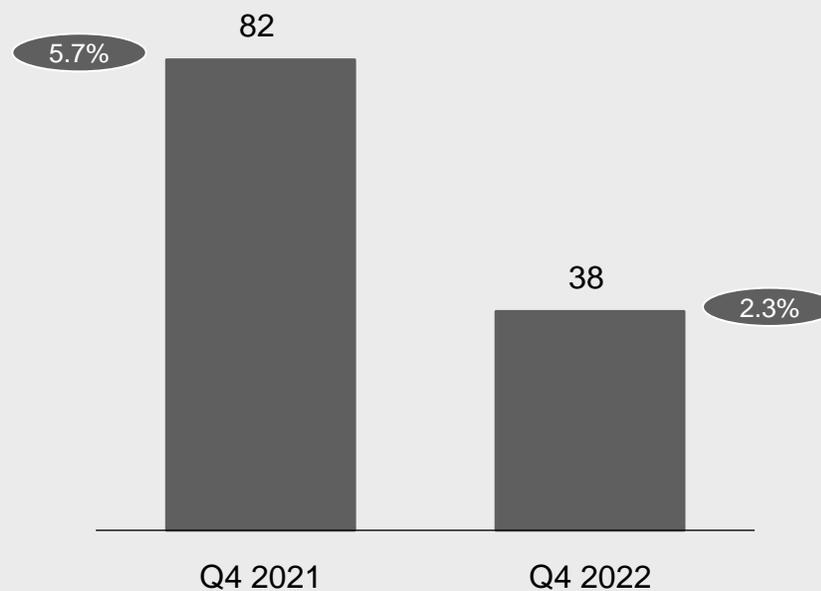
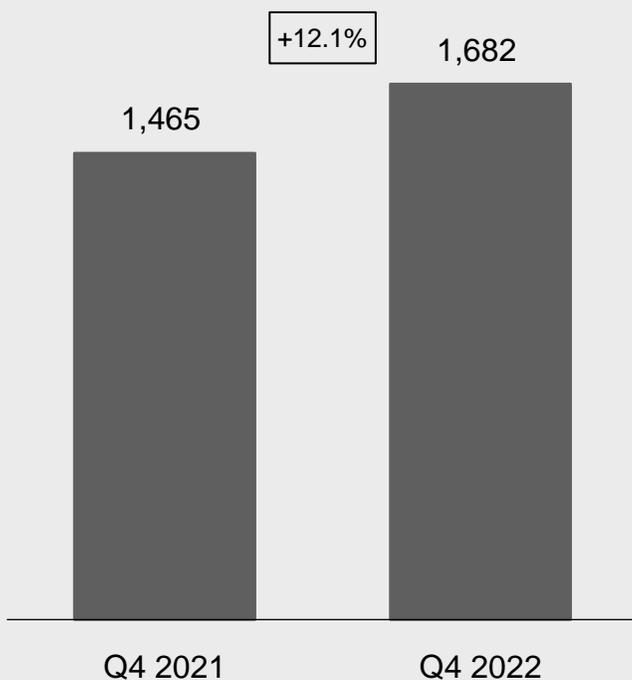
- › Increased inflation for raw materials, logistics and energy costs of ~ €400 mn
- › Price/mix contribution overcompensated inflation effect

4 | ContiTech

Q4 2022 – Sales and Adjusted EBIT¹

Sales (€ mn)

Adjusted EBIT¹ (€ mn)



□ Organic growth² | ● Adj. EBIT margin¹

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

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

Sales

- › Impact from FX: +3.7%
- › Successful price negotiations with automotive OE- and industrial customers
- › Stable volumes in OE business
- › Volume reduction in industrial- and aftermarket business

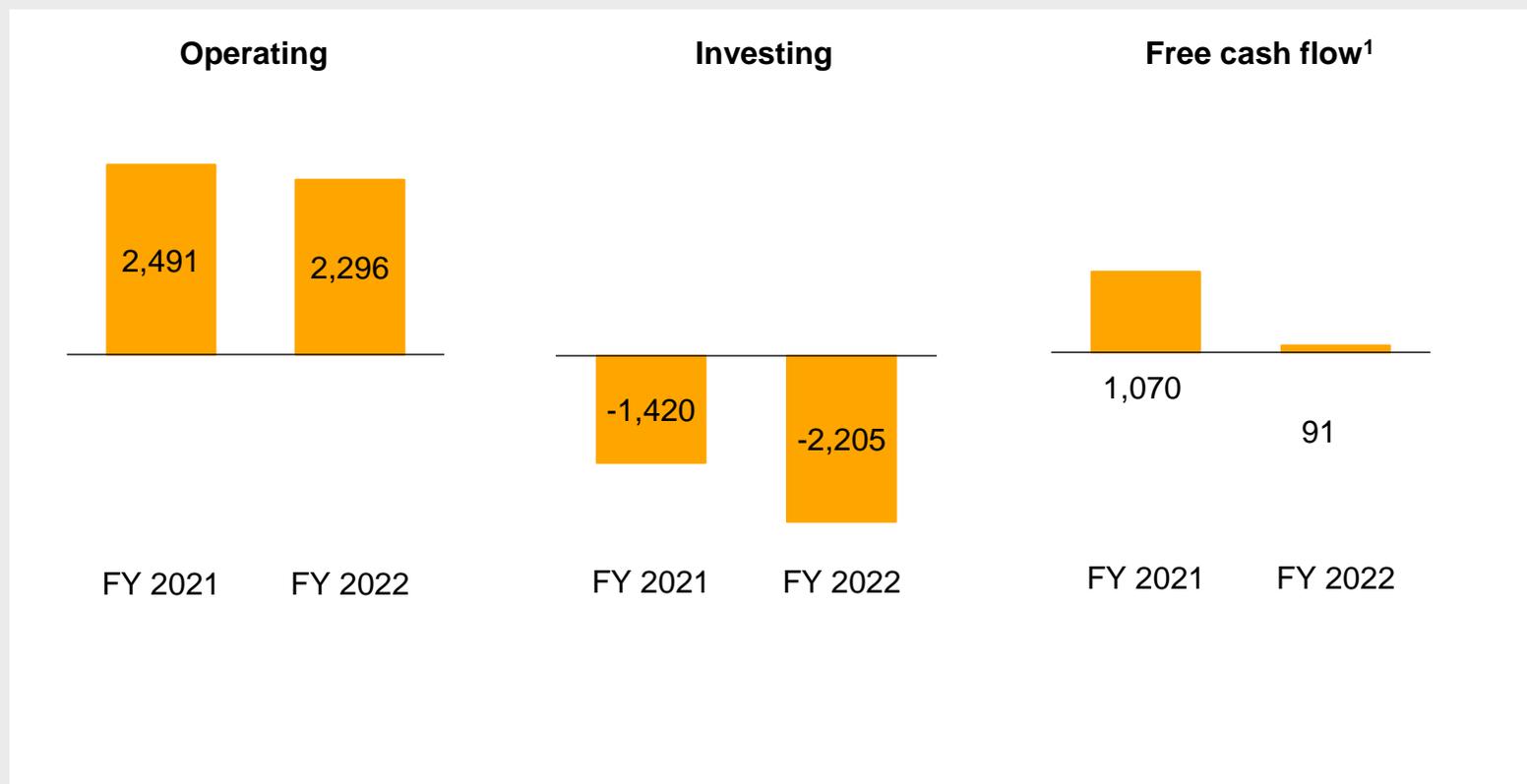
Adjusted EBIT¹

- › Margins negatively impacted by higher production costs, unfavorable mix and business restrictions in China
- › Negative price/mix

5 | Cash Flow – Continuing Operations Only

Free Cash Flow Impacted by Higher Working Capital

Cash Flow (€ 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
- › Higher order intake in User Experience requires according investments; Tires increases capacity in North America and China and expand UHP tires production

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

6 | 2023 Outlook – Main Markets

	Vehicle Production		Replacement Tires ¹		Industrial Production	
	2022	2023E	2022	2023E	2022	2023E
Passenger Cars & Light Trucks 						
Europe	-1%	+3% to +5%	+2%	-2% to +1%	Eurozone 	+0.7% -1% to +1%
North America 	+10%	+3% to +5%	-4%	-1% to +2%	USA 	+4.0% -2% to 0%
China 	+6%	0% to +2%	-14%	+14% to +16%	China 	+4.0% +4% to +6%
Worldwide 	+7%	+2% to +4%	-2%	+1% to +3%		
Commercial Vehicles 						
Europe	-1%	-2% to +2%	+6%	-1% to +2%		
North America 	+9%	-2% to +2%	+13%	-5% to -2%		

¹ Europe excluding Russia

Calculated against the corresponding period of prior year. E = Estimates.

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

6 | 2023 Outlook

2023E

Continental Group consolidated sales	Around €42 bn – €45 bn
Adj. EBIT ¹ margin	Around 5.5% – 6.5%, incl. cost inflation (materials, labor, energy, logistics) headwind of ~ €1.7 bn
Automotive sales	Around €20.5 bn – €21.5 bn
Adj. EBIT ¹ margin	Around 2% – 3%, incl. cost inflation (materials, labor, logistics) headwind of ~ €1 bn
Tires sales	Around €14.5 bn – €15.5 bn
Adj. EBIT ¹ margin	Around 12% – 13%, incl. cost inflation (labor, energy, logistics) headwind of ~ €400 mn
ContiTech sales	Around €6.8 bn – €7.2 bn
Adj. EBIT ¹ margin	Around 6% – 7%, incl. cost inflation (materials, labor, energy) headwind of ~ €300 mn
Contract Manufacturing sales	Around €400 mn – €600 mn
Adj. EBIT ¹ margin	Around 0%
Adjusted free cash flow²	Around €0.8 bn – €1.2 bn
PPA amortization	Below - €150 mn
Special effects	Around - €150 mn
Financial result	Around - €350 mn ³
Tax rate	Around 27%
Capex before financial investments in % of sales	Around 6%

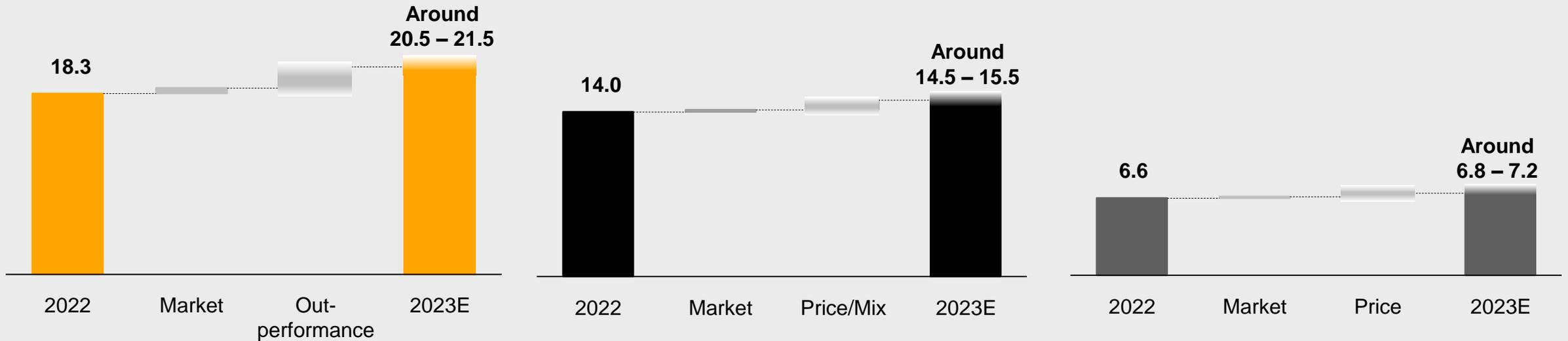
¹ Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

² Free cash flow before acquisitions and divestments.

³ Before effects of currency translation, effects from changes in the fair value of derivative instruments, and other valuation effects.

6 | 2023 Outlook

Sales ^{1,2} (€ bn)



Automotive

- › (+) Increase in global vehicle production
- › (+) Price negotiations for FY23
- › (+) Ramp-up of new product lines
- › (+) Higher content per vehicle

Tires

- › (+) Replacement market
- › (+) Increase in global vehicle production
- › (+) Price/mix

ContiTech

- › (+) Increase in global vehicle production
- › (+) Industry outlook
- › (+) Price

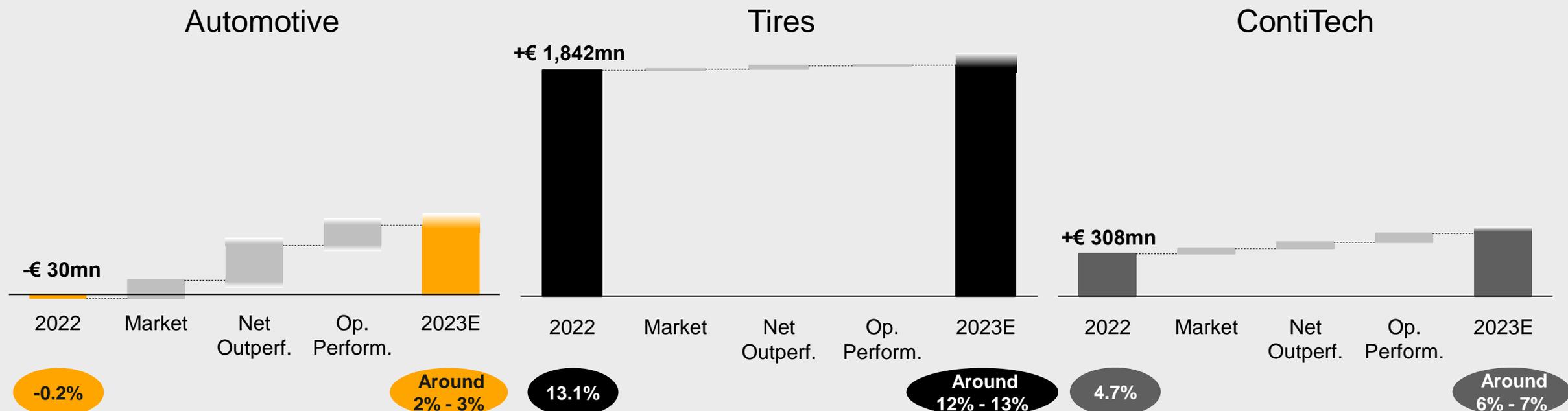
¹ Not to scale. Illustration purposes only.

² FX effects not included; overall on Group level expected to be around 1%.

E = Expectations.

6 | 2023 Outlook

Adjusted EBIT ^{1,2,3} (€ mn)



- > (+) Increase in global vehicle production
- > (-) Net of inflation and price adjustments
- > (+) Ramp-up of new product lines with higher profitability
- > (+) R&D efficiency; structural program; others

- > (+) Replacement market
- > (+) Increase in global vehicle production
- > (+) Price/mix

- > (+) Increase in global vehicle production
- > (+) Industry outlook
- > (+) Price
- > (+) Improvements in operational performance

¹ Not to scale. Illustration purposes only.

² FX effects not included as overall on Group level expected to be immaterial.

³ Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.
E = Expectations.

○ Adj. EBIT margin³

6 | 2023 Outlook

Free Cash Flow Before Acquisitions And Divestments¹ (€ bn)



Details

Operating Cash Flow

- › (+) Higher EBIT
- › (+) Changes in working capital: smart inventory, accounts receivable cash in
- › (-) Outflow for restructuring ~ €200 mn

Investing Cash Flow

- › Capex (PPE and software) before financial investments: around 6% of sales
- › Automotive: investments driven by high order intake
- › Tires: expansion in China and North America, tooling for further mix enhancement
- › ContiTech: investments in industrial and aftermarket business

¹ Not to scale. Illustration purposes only.
E = Expectations.

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.
- › In the year under review, the Continental Group changed the methodology used for the recognition of uncertain tax positions. The comparative period has been adjusted accordingly.

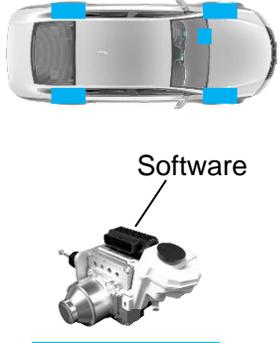
Back-up

Back-up

Brake-by-Wire Systems – Stepwise Evolution

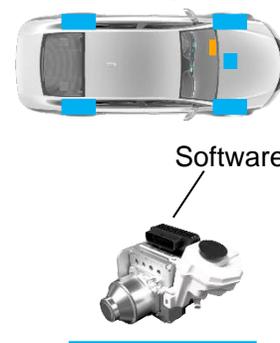
wet dry

FBS 0
Wet



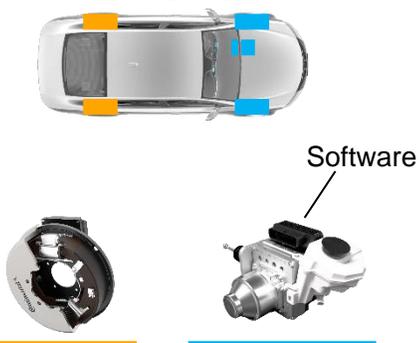
- › Simulator brake system
- › Vacuum-less
- › Highest regen. efficiency
- › SAE Level 2
- › SAE Level ≥ 3 w. add-on

FBS 1.x
Wet by-wire



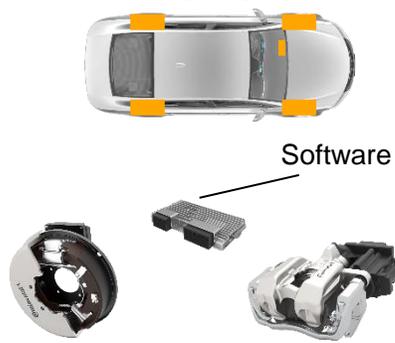
- › Enabler for skateboard chassis
- › SAE Level ≥ 3
- › *Optional:* redundant one-box design

FBS 2.0
Semi Dry by-wire



- › Vehicle assembly simplified for rear axle
- › Keeps proven hydraulic fallback

FBS 3.0
Full Dry by-wire



- › Dry brake-by-wire on all corners
- › Vehicle assembly & brake service simplified
- › Modular software concept

Motivation



- › Dry production supports esp. smart factories
- › More packaging and design freedom



- › Environmentally friendly (zero-drag, no brake fluids)



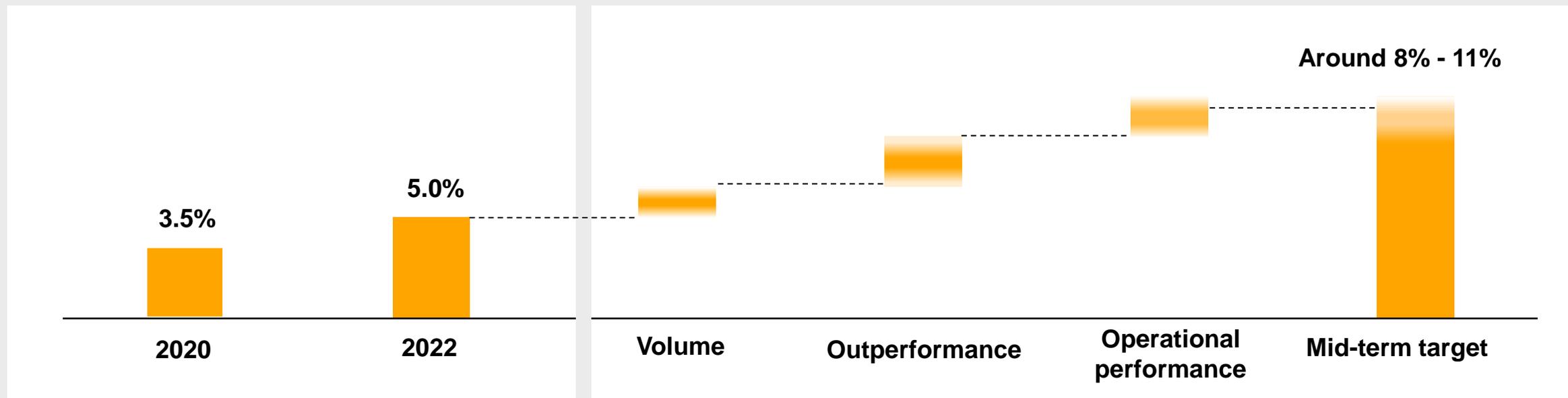
- › Self-diagnosis, silent torque vectoring, higher redundancy, crash compatibility



- › Easy maintenance
- › Enhanced comfort (noise-vibration-harness, roll and pitch improvement)

Back-up

Transition to Continental Group Mid-term Adjusted EBIT¹ Margin Targets²



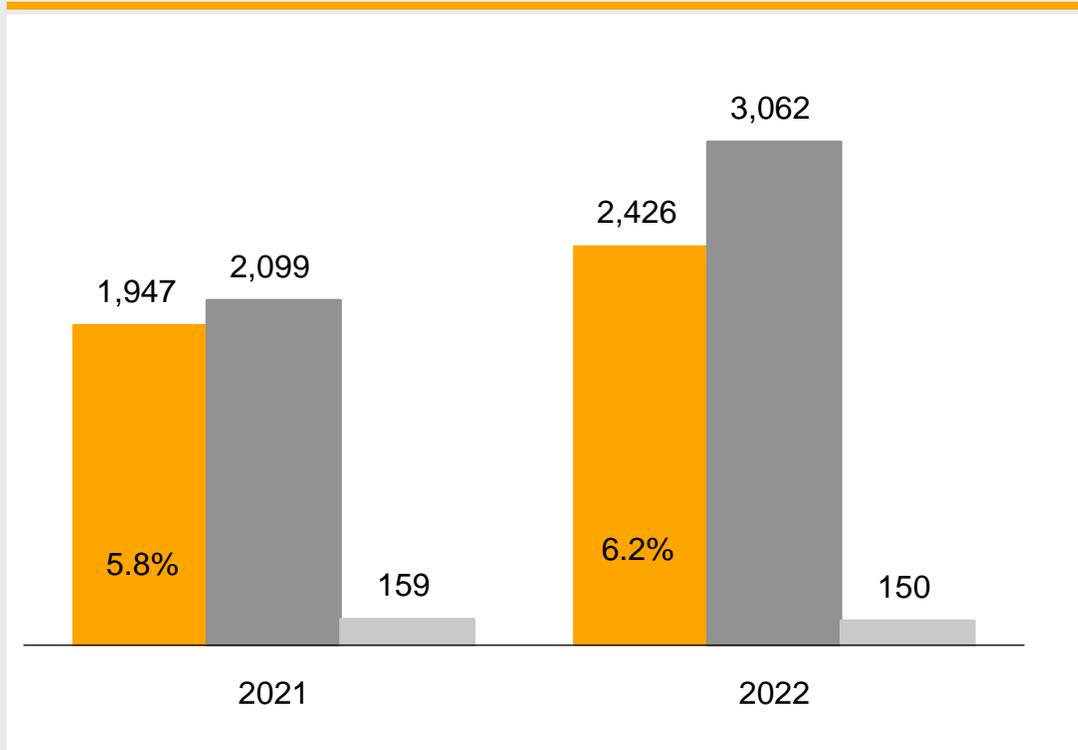
¹ Before amortization of intangible assets from purchase price allocation, changes in the scope of consolidation, and special effects.

² Not to scale. Illustration purposes only.

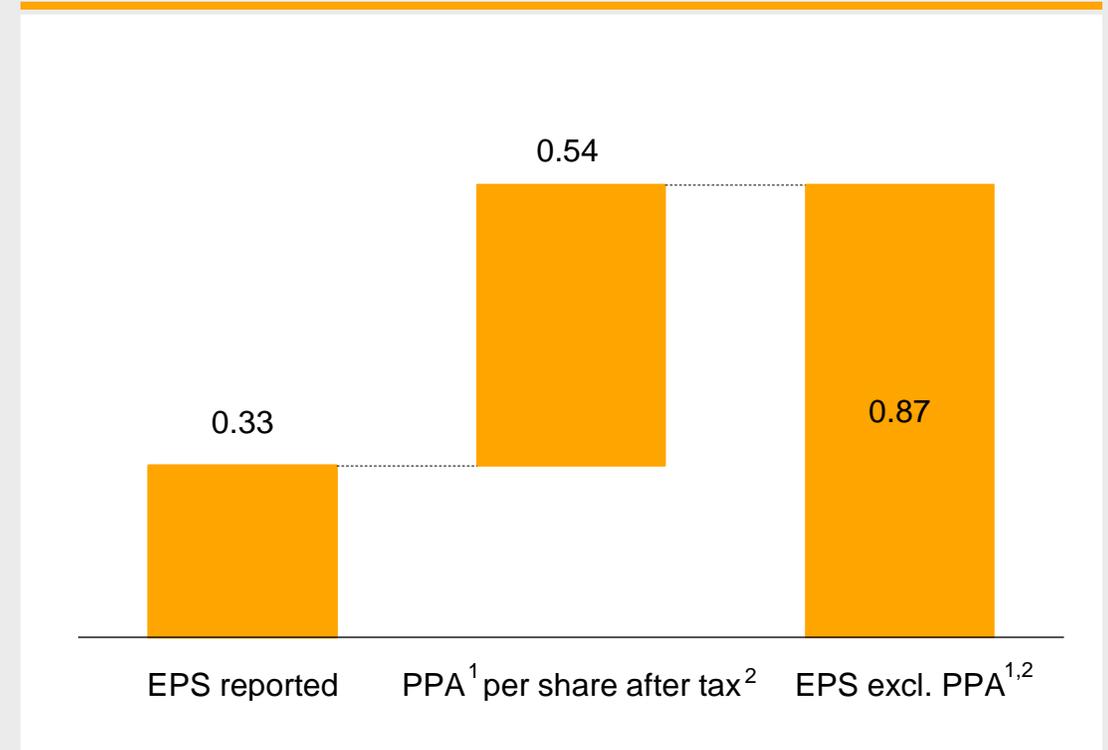
Back-up

Capex, Depreciation and Earnings per Share – FY 2022

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	Continental AG
Issue	Senior Notes					
Principal amount	€500 mn	€750 mn	€625 mn	€600 mn	€750 mn	€625 mn
Offering price	99.804%	99.559%	99.589%	99.802%	98.791%	100.000%
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)	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.	3.625% p.a.
Issue date	Sept. 12, 2019	May 27, 2020	June 25, 2020	Sept. 27, 2019	May 27, 2020	Nov. 30, 2022
Maturity	Sept. 12, 2023	Nov. 27, 2023	Sept. 25, 2024	June 27, 2025	Aug. 27, 2026	Nov. 30, 2027
Interest payment		Annual Nov. 27	Annual Sept. 25	Annual June 27	Annual Aug. 27	Annual Nov. 30
WKN	A2YPE5	A28XTQ	A28YEC	A2YPAE	A28XTR	A30VQ4
ISIN	XS2051667181	XS2178585423	XS2193657561	XS2056430874	XS2178586157	XS2558972415
Denomination	€1,000 with minimum tradable amount €1,000					

¹ Guaranteed by Continental AG.

² Contracted rating since May 19, 2000.

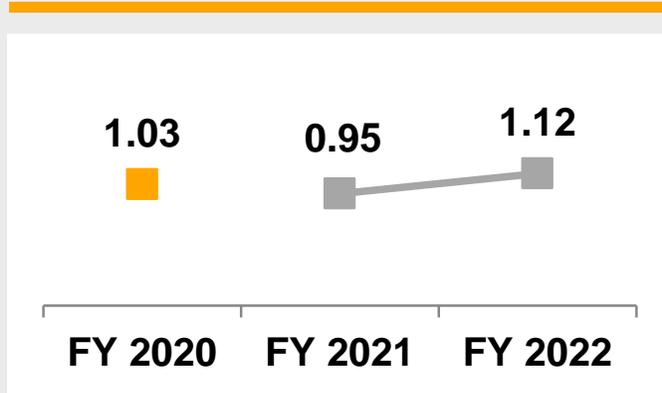
³ Contracted rating since November 7, 2013.

⁴ Contracted rating since January 1, 2019.

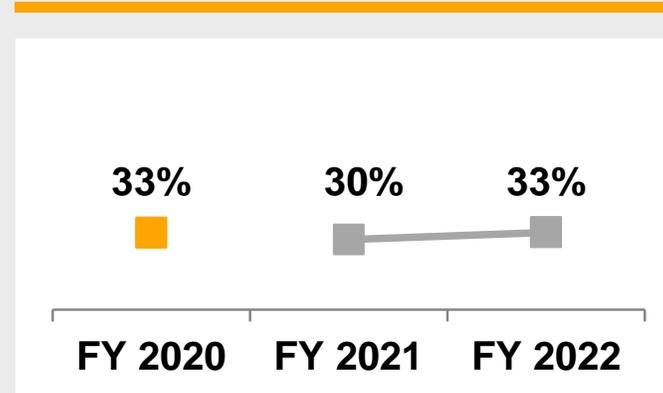
Back-up

Investment Grade Credit Profile

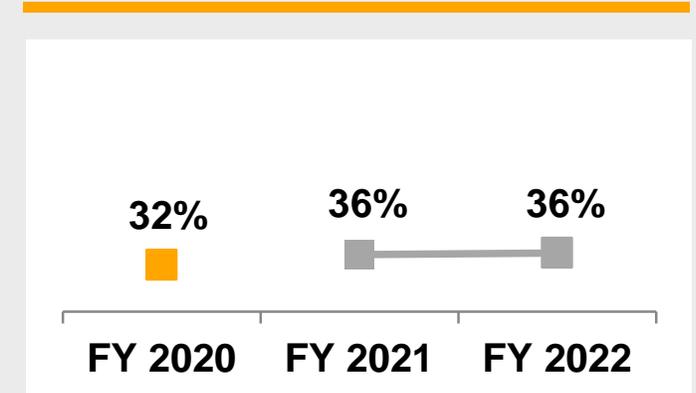
Leverage ratio¹



Gearing ratio^{2,3}



Equity ratio^{3,4}



■ Continuing and discontinued operations | ■ Only continuing operations

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 August 23, 2022): Baa2, outlook stable

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). For 2020, the leverage ratio comprises continuing and discontinued operations.

² Net indebtedness divided by equity. For 2020 the gearing ratio comprises continuing and discontinued operations.

³ In the year under review, the Continental Group changed the methodology used for the recognition of uncertain tax positions. The comparative period has been adjusted accordingly.

⁴ For 2020 the equity ratio comprises continuing and discontinued operations.

Fact Sheets

2021 – 2022

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

Sales and Adjusted EBIT¹ 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	4,941.3	4,819.3	18,321.6
Tires	2,742.9	2,888.2	2,976.6	3,199.9	11,807.6	3,295.2	3,381.0	3,626.0	3,703.0	14,005.2
ContiTech	1,520.7	1,491.3	1,435.5	1,465.1	5,912.6	1,570.4	1,613.3	1,728.5	1,682.1	6,594.3
Contract Manufacturing	264.9	225.2	202.7	196.8	889.6	209.9	179.0	147.4	129.3	665.6
Other / Consolidation	-67.4	-46.3	-50.9	-37.4	-202.0	-43.2	-44.2	-47.6	-42.8	-177.8
Group	8,575.3	8,354.4	8,040.5	8,795.0	33,765.2	9,278.3	9,444.1	10,395.6	10,290.9	39,408.9

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	42.1	21.4	19.3
Tires	10.4	51.0	3.0	11.3	16.2	20.1	17.1	21.8	15.7	18.6
ContiTech		40.2	-2.3	-3.9	6.0	3.3	8.2	20.4	14.8	11.5
Contract Manufacturing	-3.2	42.1	-20.2	-30.6	-8.3	-20.8	-20.5	-27.3	-34.3	-25.2
Group	2.0	47.6	-7.4	-3.6	6.0	8.2	13.0	29.3	17.0	16.7

Adjusted EBIT¹

Adj. EBIT ¹ (€ mn)	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	96.8	-85.9	-81.6	-144.5	-215.2	-164.8	-99.2	131.7	102.2	-30.1
Tires	455.2	514.5	407.2	352.3	1,729.2	565.0	467.0	428.3	381.3	1,841.6
ContiTech	150.5	114.4	82.5	81.9	429.3	85.5	79.2	105.2	38.2	308.1
Contract Manufacturing	64.9	8.4	24.1	6.6	104.0	12.1	4.0	-4.8	-8.4	2.9
Other / Consolidation	-39.4	-39.3	-20.0	-93.9	-192.6	-59.3	-40.5	-55.9	-16.1	-171.8
Group	728.0	512.1	412.2	202.4	1,854.7	438.5	410.5	604.5	497.2	1,950.7

Adj. EBIT ¹ margin in %	2021					2022				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	2.4	-2.3	-2.3	-3.6	-1.4	-3.9	-2.3	2.7	2.1	-0.2
Tires	16.6	17.8	13.7	11.0	14.6	17.1	13.8	11.8	10.3	13.1
ContiTech	10.2	7.9	5.9	5.7	7.5	5.4	4.9	6.2	2.3	4.7
Contract Manufacturing	24.5	3.7	11.9	3.4	11.7	5.8	2.2	-3.3	-6.5	0.4
Group	8.5	6.2	5.2	2.3	5.5	4.7	4.4	5.8	4.8	5.0

Changes Y-o-Y in %	2022				
	Q1	Q2	Q3	Q4	Year
Automotive	-270.2	-15.5	261.4	170.7	86.0
Tires	24.1	-9.2	5.2	8.2	6.5
ContiTech	-43.2	-30.8	27.5	-53.4	-28.2
Contract Manufacturing	-81.4	-52.4	-119.9	-227.3	-97.2
Group	-39.8	-19.8	46.7	145.7	5.2

¹ 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	331.8	442.7	962.5
Tires	650.8	723.1	597.8	554.2	2,525.9	765.2	671.7	629.0	578.8	2,644.7
ContiTech	217.6	178.0	145.5	292.6	833.7	144.3	76.4	170.3	95.4	486.4
Contract Manufacturing	77.6	21.5	77.9	17.2	194.2	21.2	12.6	3.2	7.7	44.7
Other / Consolidation	-36.8	-38.3	47.6	-88.9	-116.4	-58.5	-40.0	-55.6	-18.2	-172.3
Group	1,213.6	1,032.3	975.2	883.1	4,104.2	932.3	848.6	1,078.7	1,106.4	3,966.0

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	6.7	9.2	5.3
Tires	23.7	25.0	20.1	17.3	21.4	23.2	19.9	17.3	15.6	18.9
ContiTech	14.3	11.9	10.1	20.0	14.1	9.2	4.7	9.9	5.7	7.4
Contract Manufacturing	29.3	9.5	38.4	8.7	21.8	10.1	7.0	2.2	6.0	6.7
Group	14.2	12.4	12.1	10.0	12.2	10.0	9.0	10.4	10.8	10.1

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	211.8	309.9	44.3
Tires	38.0	199.0	37.2	-22.6	35.4	17.6	-7.1	5.2	4.4	4.7
ContiTech	21.3	258.9	-27.9	47.9	32.6	-33.7	-57.1	17.0	-67.4	-41.7
Contract Manufacturing	1.3	867.9	209.1	170.2	978.7	-72.7	-41.4	-95.9	-55.2	-77.0
Group	11.9	3,118.4	61.2	-20.3	48.5	-23.2	-17.8	10.6	25.3	-3.4

EBIT

(€ mn)	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	-426.2	170.3	-970.1
Tires	447.5	520.1	395.3	337.7	1,700.6	557.9	389.7	410.7	365.3	1,723.6
ContiTech	135.8	98.1	67.2	213.6	514.7	69.3	-7.4	89.0	15.6	166.5
Contract Manufacturing	63.4	-2.0	63.2	5.8	130.4	11.7	3.6	-5.3	-0.5	9.5
Other / Consolidation	-39.5	-40.3	45.9	-91.4	-125.3	-59.3	-40.6	-56.0	-18.8	-174.7
Group	662.6	472.7	418.5	292.0	1,845.8	375.3	-164.6	12.2	531.9	754.8

Margin in %	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	-8.6	3.5	-5.3
Tires	16.3	18.0	13.3	10.6	14.4	16.9	11.5	11.3	9.9	12.3
ContiTech	8.9	6.6	4.7	14.6	8.7	4.4	-0.5	5.1	0.9	2.5
Contract Manufacturing	23.9	-0.9	31.2	2.9	14.7	5.6	2.0	-3.6	-0.4	1.4
Group	7.7	5.7	5.2	3.3	5.5	4.0	-1.7	0.1	5.2	1.9

Changes Y-o-Y in %	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	-178.4	198.0	-159.0
Tires	74.4	1,577.7	70.9	-31.6	68.0	24.7	-25.1	3.9	8.2	1.4
ContiTech	51.2	349.6	-34.5	111.5	102.6	-49.0	-107.5	32.4	-92.7	-67.7
Contract Manufacturing	7.1	89.4	173.0	112.2	238.7	-81.5	280.0	-108.4	-108.6	-92.7
Group	33.1	178.3	162.1	-17.0	531.3	-43.4	-134.8	-97.1	82.2	-59.1

Fact Sheets

Reported and Adjusted FY 2022 Results

(€ mn)	Automotive		Tires		ContiTech		Contract Manufacturing		Cons. / Corr.		Group	
	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022
Sales	15,357.4	18,321.6	11,807.6	14,005.2	5,912.6	6,594.3	889.6	665.6	-202.0	-177.8	33,765.2	39,408.9
EBIT	-374.6	-970.1	1,700.6	1,723.6	514.7	166.5	130.4	9.5	-125.3	-174.7	1,845.8	754.8
in % of sales	-2.4%	-5.3%	14.4%	12.3%	8.7%	2.5%	14.7%	1.4%			5.5%	1.9%
Amortization of intangible assets from PPA	68.1	70.1	18.7	14.5	72.2	65.1					159.0	149.7
Total special effects	91.3	846.5	9.9	103.5	-130.1	81.5	-26.4	-6.6	-67.3	2.9	-122.6	1,027.8
Total consolidation effects		23.4			-27.5	-5.0					-27.5	18.4
Total consolidation and special effects	91.3	869.9	9.9	103.5	-157.6	76.5	-26.4	-6.6	-67.3	2.9	-150.1	1,046.2
Adjusted operating result (adj. EBIT) ¹	-215.2	-30.1	1,729.2	1,841.6	429.3	308.1	104.0	2.9	-192.6	-171.8	1,854.7	1,950.7
in % of adjusted sales	-1.4%	-0.2%	14.6%	13.1%	7.5%	4.7%	11.7%	0.4%			5.5%	5.0%

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

References

Useful Links to Continental Websites

Investor Relations

[Investor Relations](#)

Reports and Investor Presentation (Fact Book)

[Investor Presentation \(Fact Book\)](#)

Latest Presentations

[Presentations](#)

Events

[Events](#)

Sustainability

[Sustainability](#)

2021 Integrated Sustainability Report

[2021 Integrated Sustainability Report](#)

Corporate Governance Principles

[Corporate Governance Principles](#)

Shares

[Shares](#)

Debt and Rating

[Debt and Rating](#)

Continental

Financial Calendar

2023

Annual Financial Press Conference	March 8, 2023
Annual Shareholders' Meeting	April 27, 2023
Q1 Quarterly Statement	May 10, 2023
Half-Year Financial Report	August 9, 2023
Nine-Month Quarterly Statement	November 8, 2023

2024

Annual Financial Press Conference	March 2024
Annual Shareholders' Meeting	April 26, 2024
Q1 Quarterly Statement	May 2024
Half-Year Financial Report	August 2024
Nine-Month Quarterly Statement	November 2024

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