

H1 2023 Results

Hanover – August 9, 2023

Agenda

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3 Tires

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6 2023 Outlook

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1 | Group Highlights

Most Important KPIs for Q2 2023

	Q2 2022	Q2 2023
Sales	€9.4 bn	€10.4 bn
Adjusted EBIT ¹	€401 mn	€497 mn
Adjusted EBIT ¹ margin	4.3%	4.8%
PPA ²	-€38 mn	-€29 mn
Special effects	-€529 mn	-€95 mn
Restructuring	-€64 mn	€19 mn
Impairment	-€444 mn	-€10 mn
Other effects	-€21 mn	-€103 mn
NIAT ^{3,4}	-€251 mn	€209 mn
Adjusted free cash flow ⁵	-€687 mn	-€14 mn
Gearing ratio ⁴	37.7%	43.7%
Equity ratio ⁴	38.6%	36.4%
Trailing ROCE ⁶	4.7%	7.0%
Net indebtedness	€5,434 mn	€6,076 mn

Executive Summary

- › Automotive price negotiations continuing, signings delayed to H2
- › FX a burden in all sectors, particularly weighing on Automotive
- › Ongoing strong order intake in Automotive totaling €8.6bn lifetime sales, incl. €4.8bn from partnership with Aurora
- › Tires adjusted EBIT¹ margin again above guidance corridor, mainly driven by strong price mix, while replacement markets remain under pressure
- › Inflationary headwinds in Tires and ContiTech expected to ease

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 methodology used in the consolidated financial statements for the recognition of uncertain tax positions has been changed. The comparative period has been adjusted accordingly.

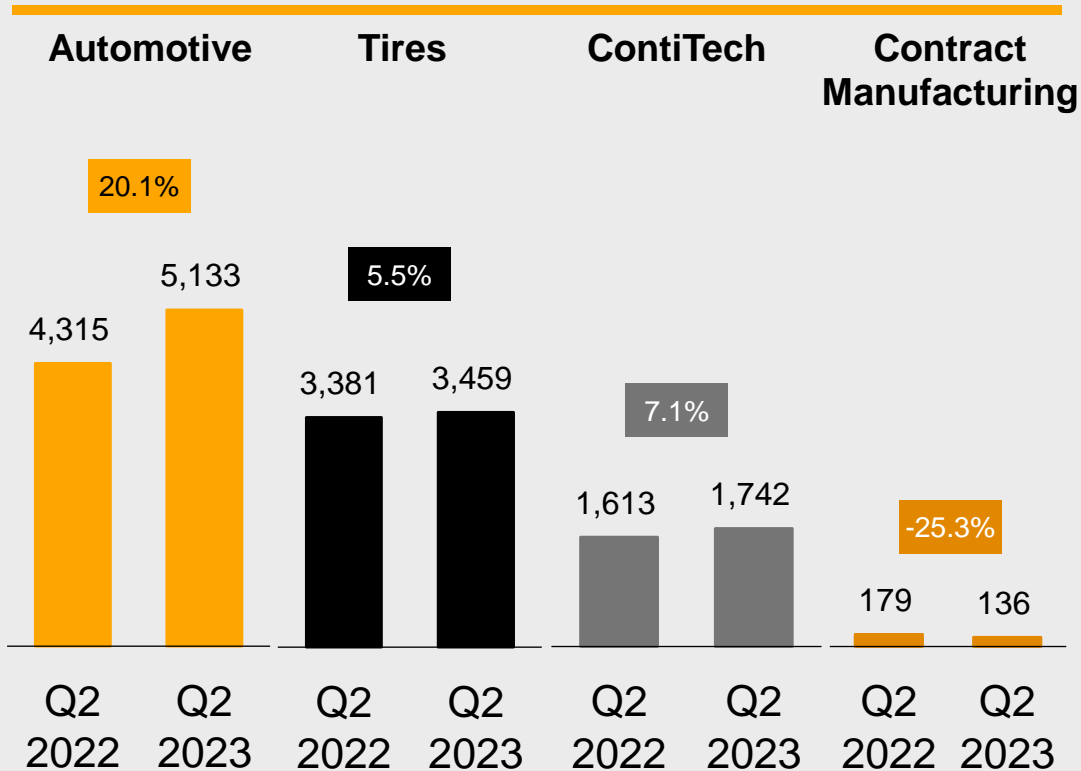
⁵ Free cash flow before acquisitions and divestments.

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

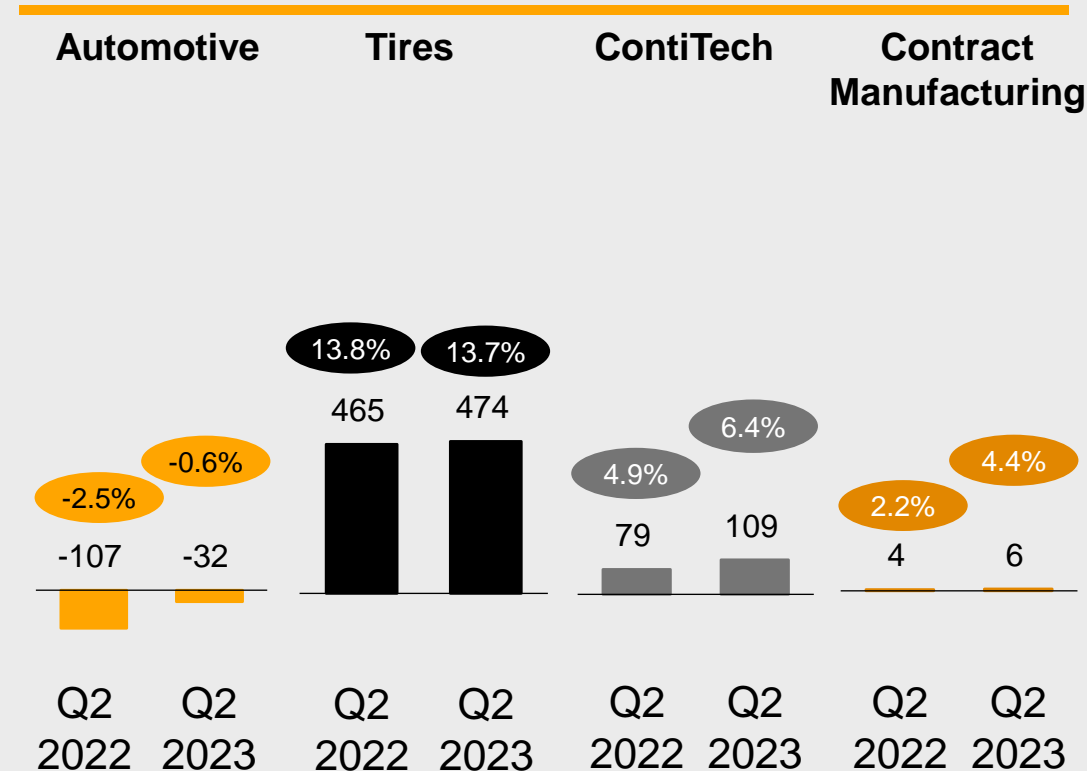
1 | Group Highlights

Q2 2023 – Sales and Adjusted EBIT

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



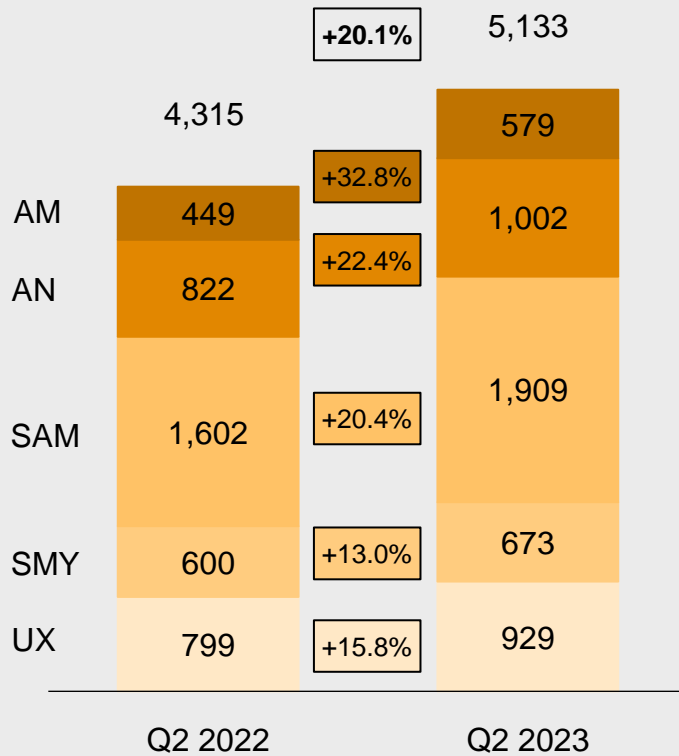
□ Organic growth² | ○ Adj. EBIT margin¹

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.

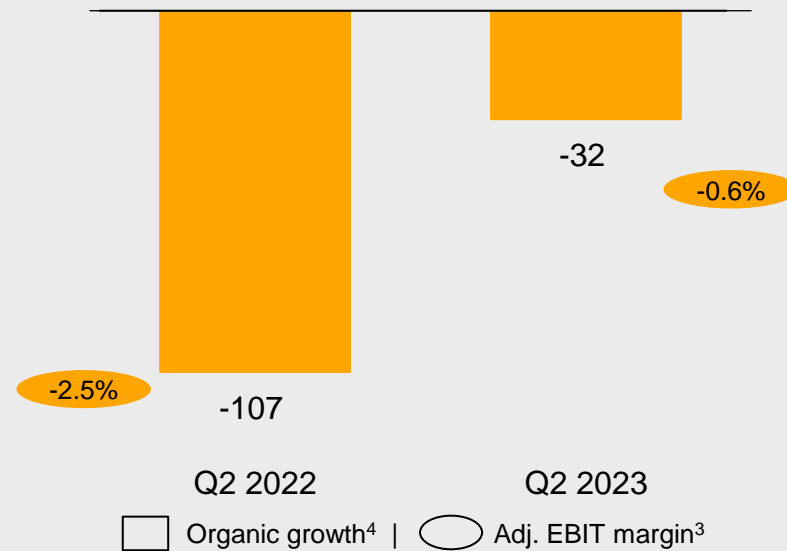
2 | Automotive

Q2 2023 – Sales and Adjusted EBIT

Sales^{1,2} (€ mn)



Adjusted EBIT³ (€ mn)



Sales

- › Sales impact from FX: -1.1%
- › Organic growth mainly driven by volume increases and pricing
- › Signing for some pricing agreements however delayed

Adjusted EBIT³

- › Inflation effects were ~ €250 mn
- › Negative effects from currency translation and special freight weighing on profitability
- › Pricing carry-over supportive year-over-year

1 Without Software and Central Technologies.

2 Due to consolidation effects, the sum of numbers shown in the columns does not match the total sum.

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

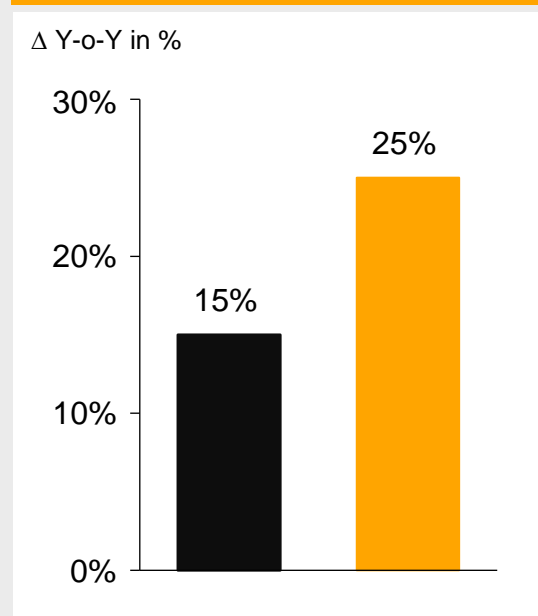
4 Before changes in the scope of consolidation and exchange-rate effects.

AM: Autonomous Mobility. AN: Architecture and Networking. SAM: Safety and Motion. SMY: Smart Mobility. UX: User Experience

2 | Automotive

Regional Production vs. Sales Growth in Q2 2023

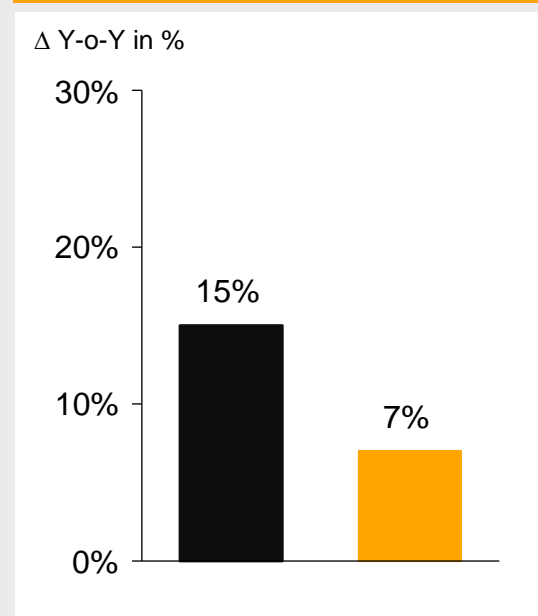
Europe¹



Europe: share of sales¹

Q2 2022	47%
Q2 2023	49%

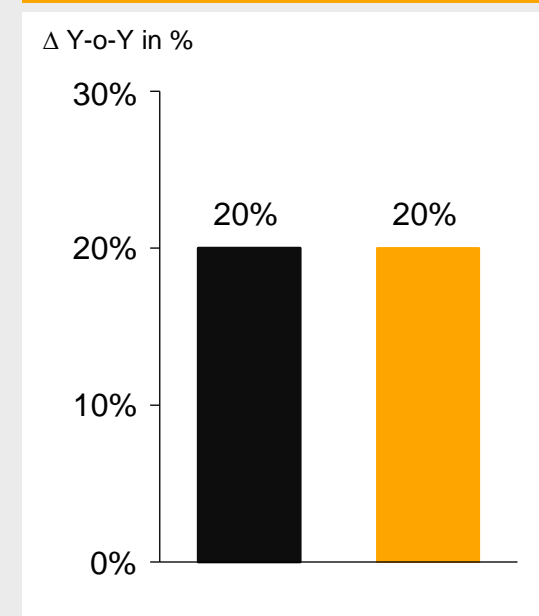
North America¹



North America: share of sales¹

Q2 2022	24%
Q2 2023	22%

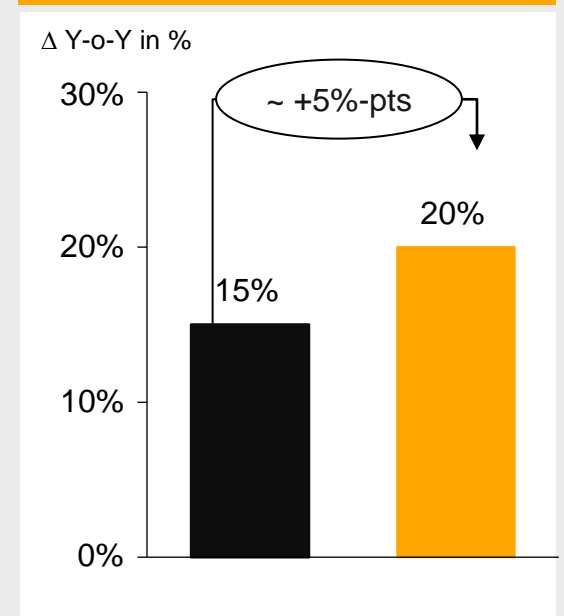
China¹



China: share of sales¹

Q2 2022	14%
Q2 2023	14%

Worldwide¹



- PC< production weighted by regional sales share
- Outperformance

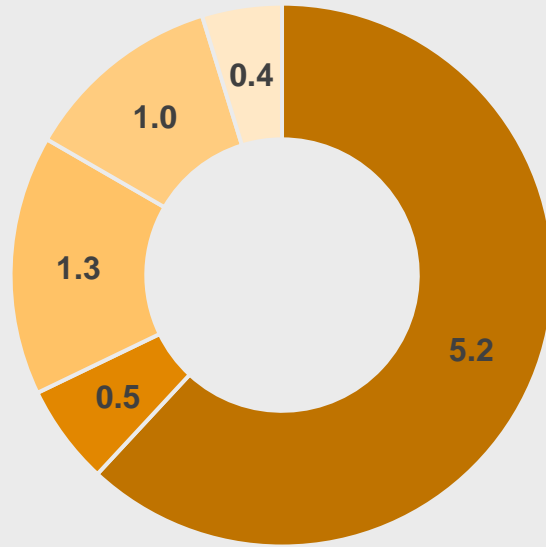
■ PC< production by region ■ Automotive sales

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

2 | Automotive

Q2 2023 – Order Intake of €8.6 bn Lifetime Sales

Order Intake Q2 2023¹ (€ bn)



■ AM ■ AN ■ SAM ■ SMY ■ UX

Highlights

Autonomous Mobility: €5.2 bn

- › Order intake from strategic partnership with Aurora
- › Radar and camera business awarded



Safety and Motion: €1.3 bn

- › Multiple awards for latest generation of one-box brake systems
- › Airbag control unit systems for worldwide OEMs



¹ Without Software and Central Technologies.

2 | Automotive

Autonomous Mobility: Order Intake with Aurora of € 4.8 bn



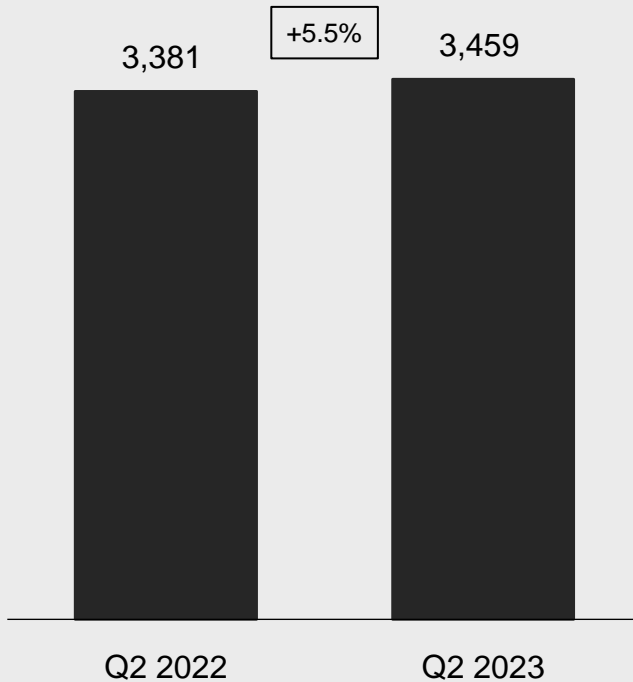
Key Points

- › Reflects the expected revenue for Continental from the exclusive level 4 autonomous trucking hardware and services partnership
- › Start of production in the US targeted for 2027
- › Sales related to the entire hardware set as well as a new fallback system and related maintenance & repair services
- › New business model with revenue to be generated per mileage driven
- › Project duration until mid-2030s with further continuation options

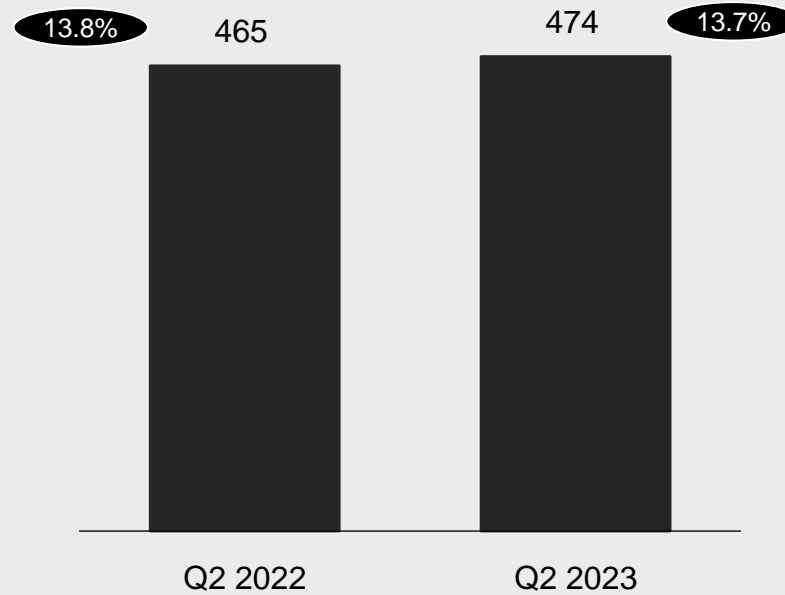
3 | Tires

Q2 2023 – Sales and Adjusted EBIT

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



Sales

- › Impact from FX: -2.5%
- › Volumes: -2.8%
- › Declining replacement volumes mainly in Europe and North America
- › OE volumes recovering
- › Price/mix: +7.7%; more than half attributable to pricing

Adjusted EBIT¹

- › Cost inflation mainly from increases in labor of ~ €50 mn
- › Impact from logistics and energy diminishing
- › Effect from raw material pricing flat y-o-y
- › Price/mix more than offset inflation

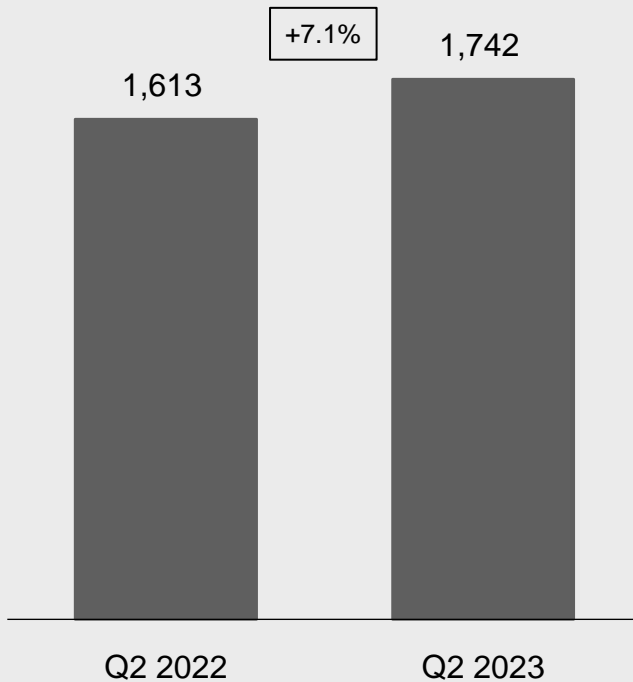
□ Organic growth² | ● Adj. EBIT margin¹

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.

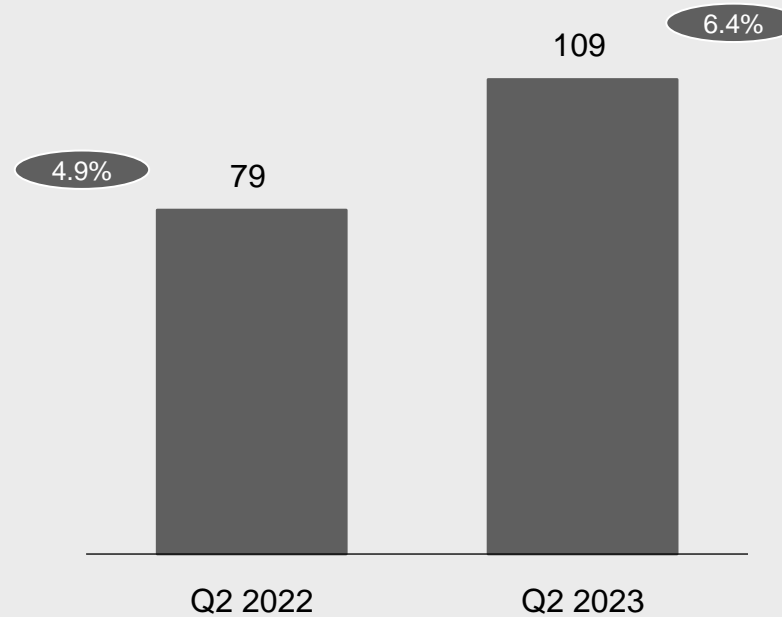
4 | ContiTech

Q2 2023 – Sales and Adjusted EBIT

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



Sales

- › Impact from FX: -1.7%
- › Overall positive effects from 2022 price agreements
- › Ongoing strong volume development in the OE business; industry volumes below prior year

Adjusted EBIT¹

- › Positively impacted by net gain of price over inflation (inflation for materials, labor, energy ~ €60 mn)
- › Impact from material and energy price increases softening
- › Favorable mix impact in some industry business areas

□ Organic growth² | ● Adj. EBIT margin¹

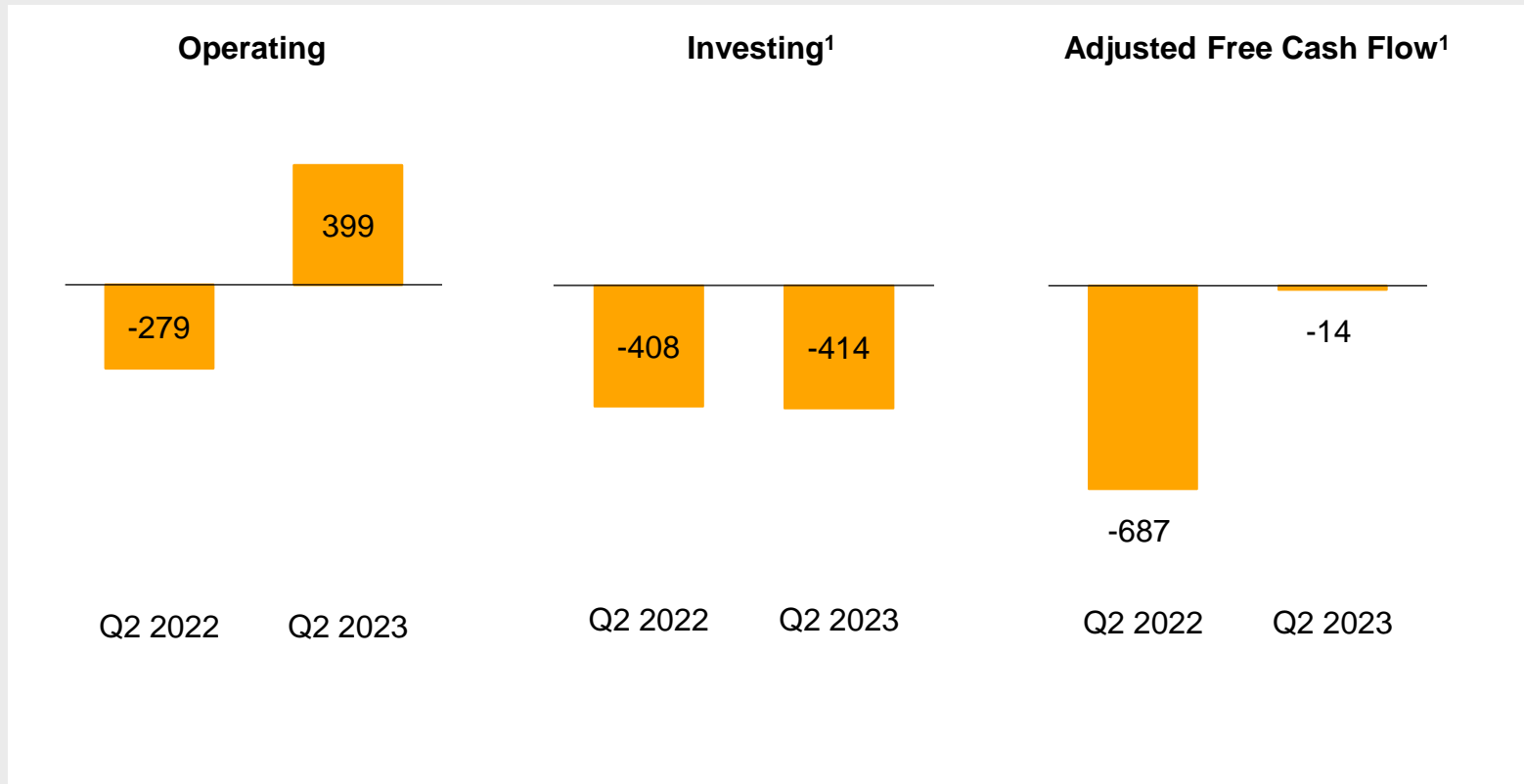
¹ Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

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

5 | Cash Flow

Adjusted Free Cash Flow Still Impacted by High Working Capital

Cash Flow Q2 2023 (€ mn)



Operating Cash Flow





- › Profitability increase as the main driver for stronger operating cash generation
- › Slightly improved inventory levels
- › Overall, working capital levels remain elevated

Investing Cash Flow¹

- › Slightly increased capital expenditure
- › Higher order intake in Automotive requires according investments; Tires further increases capacity

¹ Before acquisitions and divestments.

6 | 2023 Outlook – Main Markets

	Vehicle Production		Replacement Tires ¹		Industrial Production		
	Q2 2023	2023E	Q2 2023	2023E	Q2 2023	2023E	
Passenger Cars & Light Trucks 							
Europe	+15%	+7% to +9% +3% to +5%	-10%	-5% to -3% -2% to +1%	Eurozone  -0.4%	-1% to +1%	
North America 	+15%	+5% to +7% +3% to +5%	-9%	-3% to -1% -1% to +2%	USA 	+0.1%	-2% to 0%
China 	+20%	0% to +2%	+18%	+14% to +16%	China 	+4.6%	+4% to +6%
Worldwide 	+16%	+3% to +5% +2% to +4%	-3%	-2% to 0% +1% to +3%			
Commercial Vehicles 							
Europe	+7%	+3% to +7% -2% to +2%	-15%	-8% to -6% -1% to +2%			
North America 	+7%	+3% to +7% -2% to +2%	-15%	-10% to -8% -5% to -2%			New estimate Prev. estimate

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 - Update

2023E

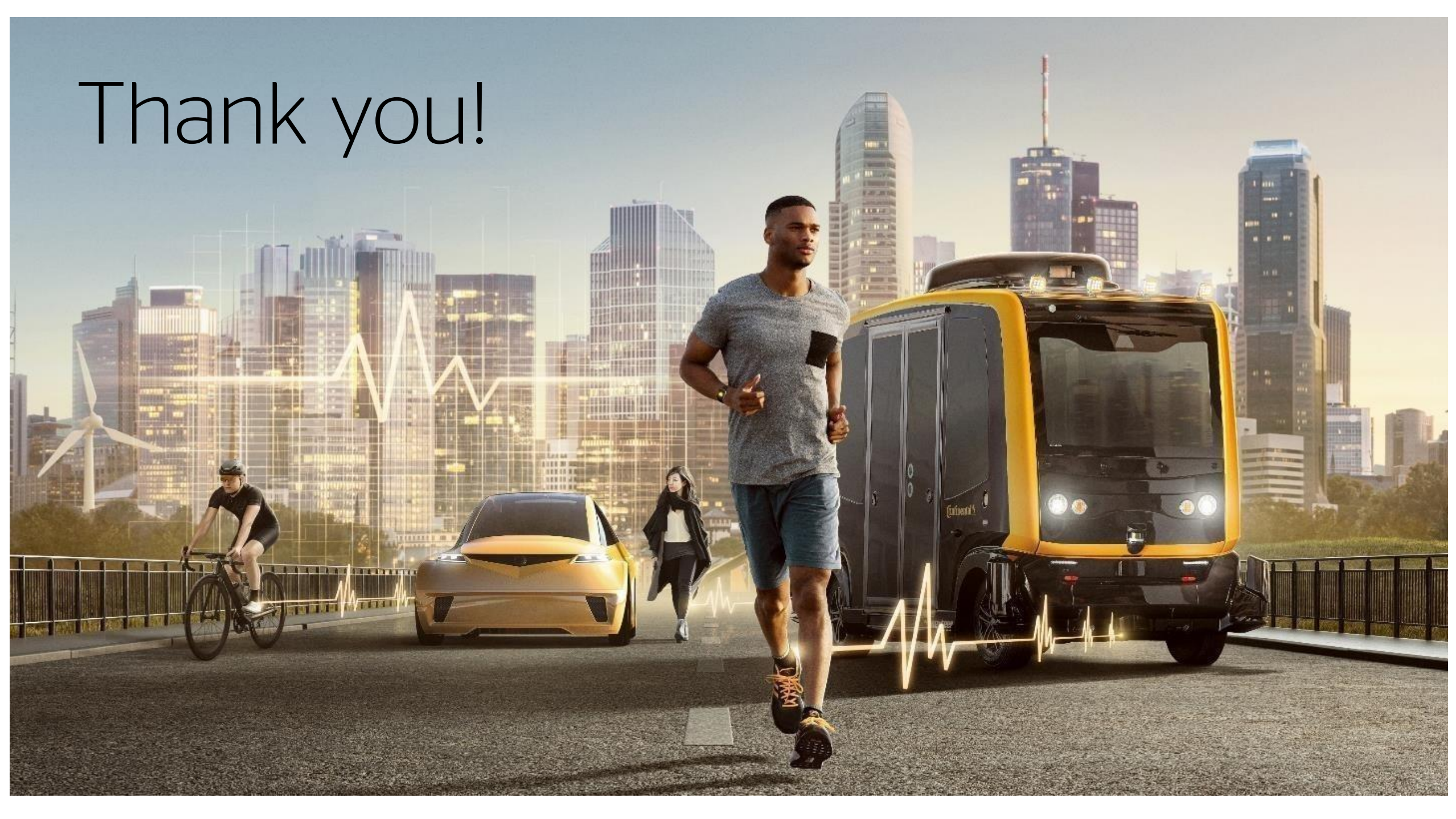
Continental Group consolidated sales	Around €41.5 bn – €44.5 bn (prev. around €42 bn - €45 bn)
Adj. EBIT ¹ margin	Around 5.5% – 6.5%, incl. cost inflation (materials, labor, energy, logistics) headwind of ~ €1.4 bn (prev. ~ €1.7 bn)
Automotive sales	Around €20.5 bn – €21.5 bn
Adj. EBIT ¹ margin	Around 2% – 3%, incl. cost inflation (materials, labor, logistics) headwind of ~ €1 bn
Tires sales	Around €14.0 bn – €15.0 bn (prev. around €14.5 bn – €15.5 bn)
Adj. EBIT ¹ margin	Around 12% – 13%, incl. cost inflation (labor) headwind of ~ €200 mn (prev. ~€400 mn from labor, energy, logistics)
ContiTech sales	Around €6.8 bn – €7.2 bn
Adj. EBIT ¹ margin	Around 6% – 7%, incl. cost inflation (materials, labor, energy) headwind of ~ €200 mn (prev. ~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 -€350 mn (prev. 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.

Thank you!



Disclaimer

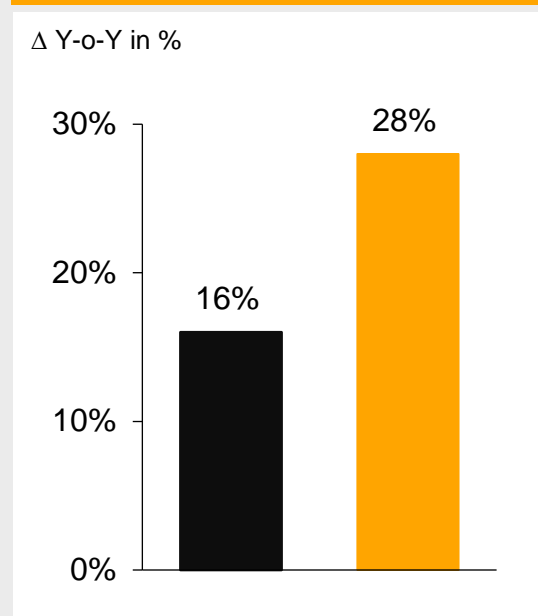
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- › Unless otherwise stated, all amounts are shown in millions of euro. Please note that differences may arise as a result of the use of rounded amounts and percentages.
- › The methodology used in the consolidated financial statements for the recognition of uncertain tax positions has been changed. For more information, see Note 2 (General Information and Accounting Principles) of the notes to the consolidated financial statements in the 2022 annual report. The comparative period has been adjusted accordingly.

Back-up

Back-up

Automotive: Regional Production vs. Sales Growth in H1 2023

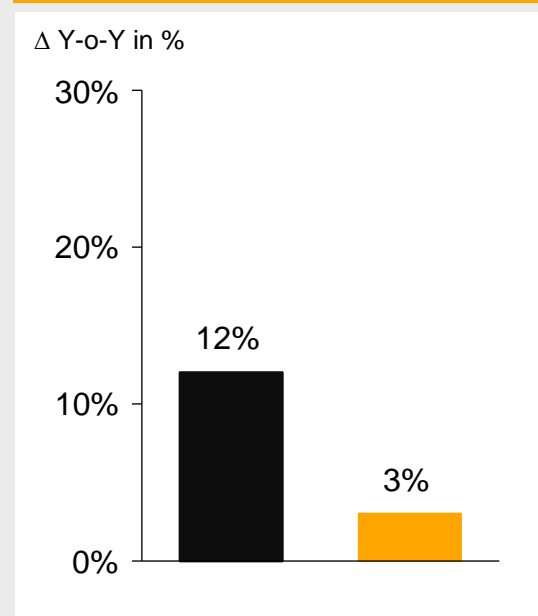
Europe¹



Europe: share of sales¹

H1 2022	46%
H1 2023	50%

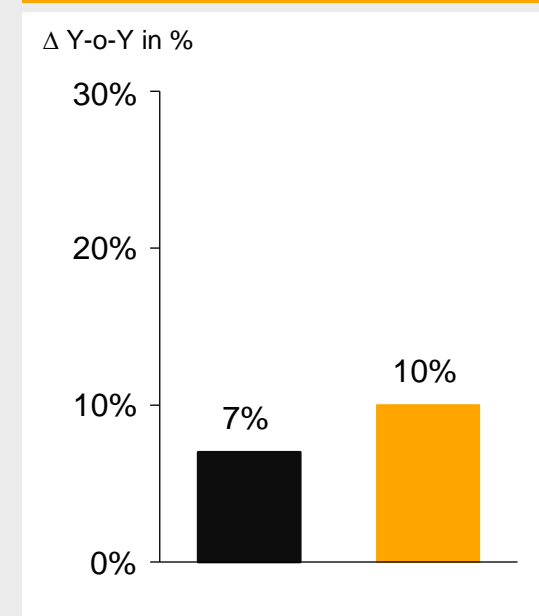
North America¹



North America: share of sales¹

H1 2022	24%
H1 2023	21%

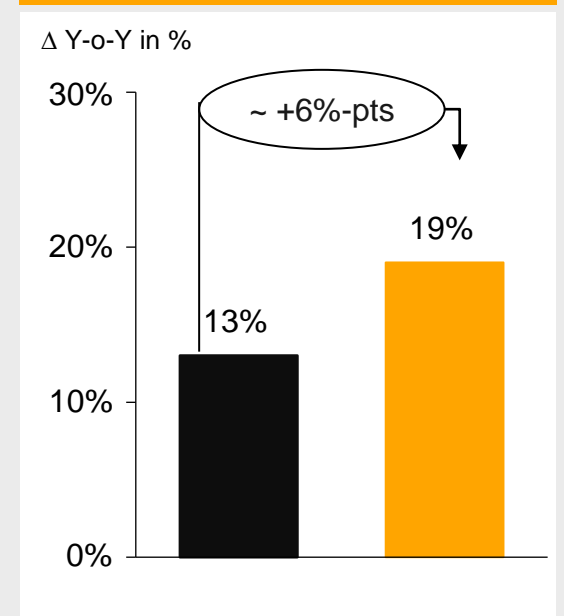
China¹



China: share of sales¹

H1 2022	15%
H1 2023	14%

Worldwide¹



- PC< production weighted by regional sales share
- Outperformance

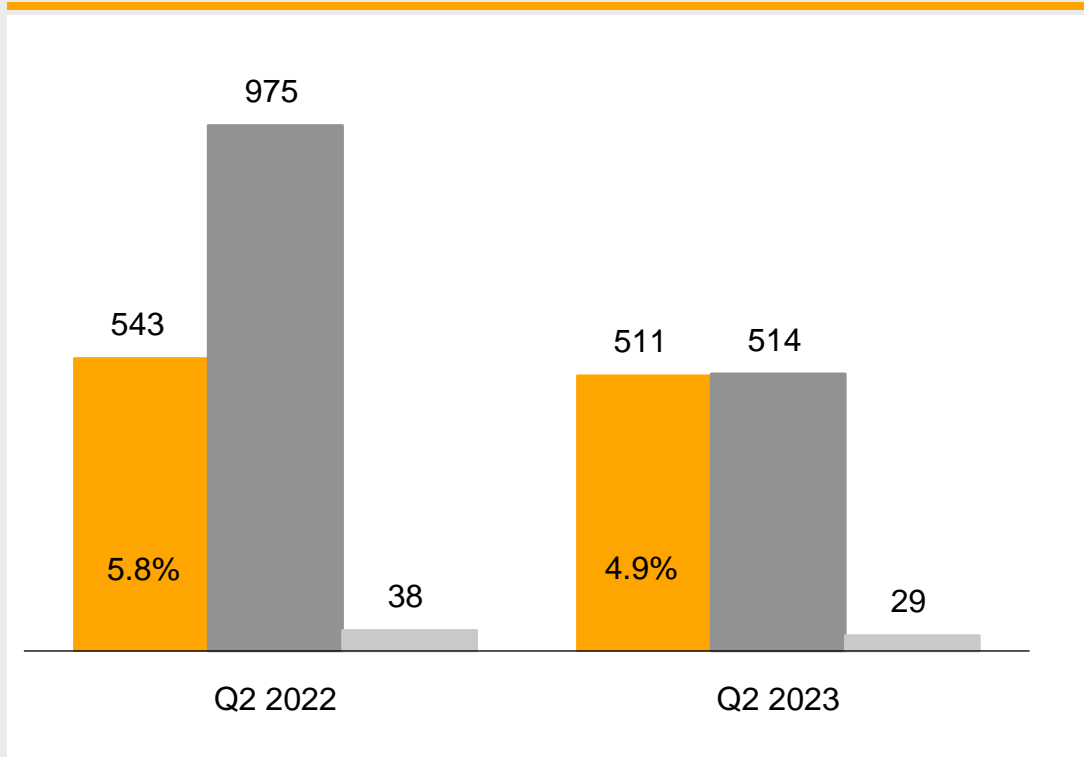
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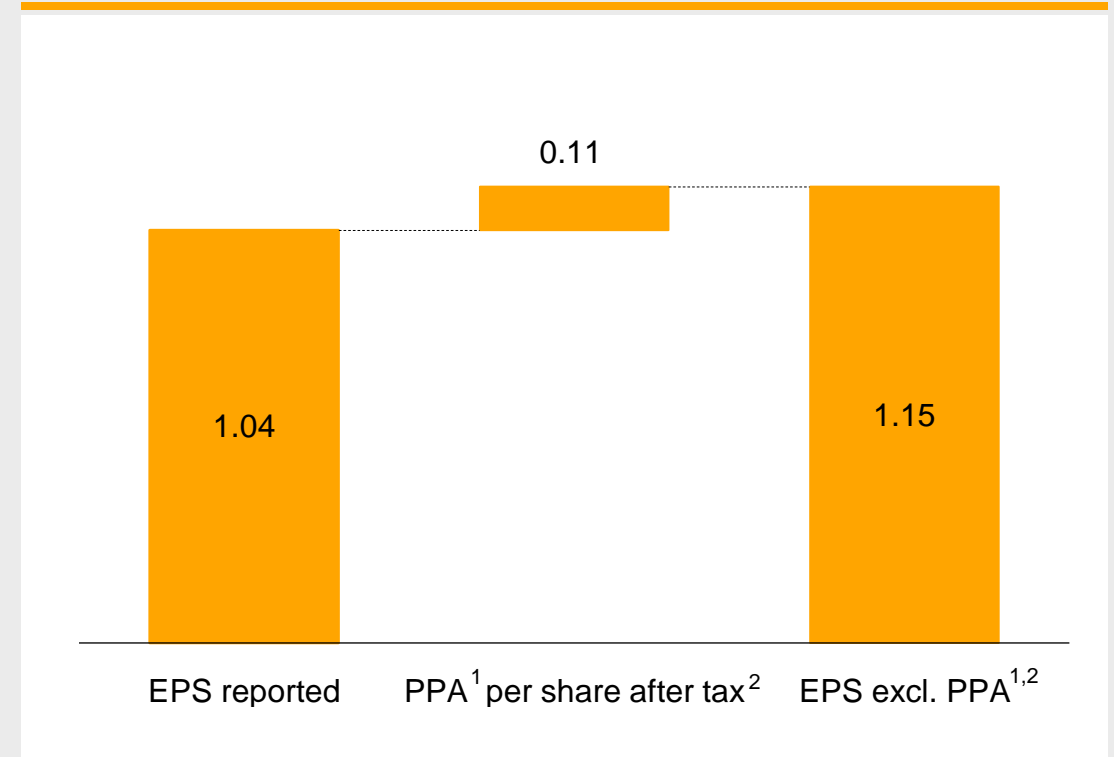
Back-up

Capex, Depreciation and Earnings per Share – Q2 2023

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	Continental AG
Issue	Senior Notes						
Principal amount	€500 mn	€750 mn	€625 mn	€600 mn	€750 mn	€625 mn	€750 mn
Offering price	99.804%	99.559%	99.589%	99.802%	98.791%	100.000%	99.445%
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) BBB (S&P)	Baa2 (Moody's) BBB (Fitch) BBB (S&P)
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.	4.000% p.a.
Issue date	Sept. 12, 2019	May 27, 2020	June 25, 2020	Sept. 27, 2019	May 27, 2020	Nov. 30, 2022	June 1, 2023
Maturity	Sept. 12, 2023	Nov. 27, 2023	Sept. 25, 2024	June 27, 2025	Aug. 27, 2026	Nov. 30, 2027	June 1, 2028
Interest payment		Annual Nov. 27	Annual Sept. 25	Annual June 27	Annual Aug. 27	Annual Nov. 30	Annual June 1
WKN	A2YPE5	A28XTQ	A28YEC	A2YPAE	A28XTR	A30VQ4	A351PU
ISIN	XS2051667181	XS2178585423	XS2193657561	XS2056430874	XS2178586157	XS2558972415	XS2630117328
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.

Fact Sheets

2022 – H1 2023

Fact Sheets

Sales and Adjusted EBIT¹ by Quarter

Sales in Mill. EUR	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	4,246.0	4,315.0	4,941.3	4,819.3	18,321.6	5,015.2	5,132.9			
Tires	3,295.2	3,381.0	3,626.0	3,703.0	14,005.2	3,462.5	3,459.2			
ContiTech	1,570.4	1,613.3	1,728.5	1,682.1	6,594.3	1,730.8	1,741.9			
Contract Manufacturing	209.9	179.0	147.4	129.3	665.6	154.3	136.3			
Other / Consolidation	-43.2	-44.2	-47.6	-42.8	-177.8	-56.7	-44.3			
Group	9,278.3	9,444.1	10,395.6	10,290.9	39,408.9	10,306.1	10,425.9			

Changes Y-o-Y in %	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	3.2	13.7	42.1	21.4	19.3	18.1	19.0			
Tires	20.1	17.1	21.8	15.7	18.6	5.1	2.3			
ContiTech	3.3	8.2	20.4	14.8	11.5	10.2	8.0			
Contract Manufacturing	-20.8	-20.5	-27.3	-34.3	-25.2	-26.5	-23.9			
Group	8.2	13.0	29.3	17.0	16.7	11.1	10.4			

adj. EBIT ¹ in Mill. EUR	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-172.6	-107.0				38.5	-31.6			
Tires	565.0	464.8				468.6	474.3			
ContiTech	83.3	79.4				109.2	109.2			
Contract Manufacturing	12.1	4.0				9.5	5.9			
Other / Consolidation	-59.3	-40.5				-47.5	-60.7			
Group	428.4	400.7				578.3	497.2			

adj. EBIT ¹ margin in %	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-4.1	-2.5				0.8	-0.6			
Tires	17.1	13.8				13.5	13.7			
ContiTech	5.3	4.9				6.4	6.4			
Contract Manufacturing	5.8	2.2				6.2	4.4			
Group	4.6	4.3				5.6	4.8			

Changes Y-o-Y in %
Automotive
Tires
ContiTech
Contract Manufacturing
Group

2023				
Q1	Q2	Q3	Q4	Year
122.3	70.5			
-17.1	2.1			
31.1	37.5			
-21.6	45.9			
35.0	24.1			

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

Fact Sheets

EBITDA and EBIT by Quarter

EBITDA in Mill. EUR	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	60.1	127.9	331.8	442.7	962.5	269.3	218.1			
Tires	765.2	671.7	629.0	578.8	2,644.7	659.9	576.2			
ContiTech	144.3	76.4	170.3	95.4	486.4	172.0	174.0			
Contract Manufacturing	21.2	12.6	3.2	7.7	44.7	16.4	12.5			
Other / Consolidation	-58.5	-40.0	-55.6	-18.2	-172.3	-47.4	-61.0			
Group	932.3	848.6	1,078.7	1,106.4	3,966.0	1,070.1	919.8			

EBITDA margin in %	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	1.4	3.0	6.7	9.2	5.3	5.4	4.2			
Tires	23.2	19.9	17.3	15.6	18.9	19.1	16.7			
ContiTech	9.2	4.7	9.9	5.7	7.4	9.9	10.0			
Contract Manufacturing	10.1	7.0	2.2	6.0	6.7	10.6	9.2			
Group	10.0	9.0	10.4	10.8	10.1	10.4	8.8			

Changes Y-o-Y in %	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-80.3	-13.6	211.8	309.9	44.3	348.2	70.5			
Tires	17.6	-7.1	5.2	4.4	4.7	-13.8	-14.2			
ContiTech	-33.7	-57.1	17.0	-67.4	-41.7	19.2	128.0			
Contract Manufacturing	-72.7	-41.4	-95.9	-55.2	-77.0	-22.8	0.2			
Group	-23.2	-17.8	10.6	25.3	-3.4	14.8	8.4			

EBIT in Mill. EUR	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-204.3	-509.9	-426.2	170.3	-970.1	15.6	-39.5			
Tires	557.9	389.7	410.7	365.3	1,723.6	457.7	373.4			
ContiTech	69.3	-7.4	89.0	15.6	166.5	96.4	97.7			
Contract Manufacturing	11.7	3.6	-5.3	-0.5	9.5	9.5	5.9			
Other / Consolidation	-59.3	-40.6	-56.0	-18.8	-174.7	-48.1	-60.8			
Group	375.3	-164.6	12.2	531.9	754.8	531.1	376.7			

EBIT margin in %	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-4.8	-11.8	-8.6	3.5	-5.3	0.3	-0.8			
Tires	16.9	11.5	11.3	9.9	12.3	13.2	10.8			
ContiTech	4.4	-0.5	5.1	0.9	2.5	5.6	5.6			
Contract Manufacturing	5.6	2.0	-3.6	-0.4	1.4	6.1	4.3			
Group	4.0	-1.7	0.1	5.2	1.9	5.2	3.6			

Changes Y-o-Y in %	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-468.8	-394.1	-178.4	198.0	-159.0	107.6	92.3			
Tires	24.7	-25.1	3.9	8.2	1.4	-18.0	-4.2			
ContiTech	-49.0	-107.5	32.4	-92.7	-67.7	39.1	1,413.1			
Contract Manufacturing	-81.5	280.0	-108.4	-108.6	-92.7	-19.4	65.1			
Group	-43.4	-134.8	-97.1	82.2	-59.1	41.5	328.8			

Fact Sheets

Reported and Adjusted Q2 2023 Results

Mill. EUR	Automotive		Tires		ContiTech		Contract Manufacturing		Cons. / Corr.		Group	
	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023
Sales	4,315.0	5,132.9	3,381.0	3,459.2	1,613.3	1,741.9	179.0	136.3	-44.1	-44.3	9,444.1	10,425.9
EBIT	-509.9	-39.5	389.7	373.4	-7.4	97.7	3.6	5.9	-40.6	-60.8	-164.6	376.7
in % of sales	-11.8%	-0.8%	11.5%	10.8%	-0.5%	5.6%	2.0%	4.3%			-1.7%	3.6%
Amortization of intangible assets from PPA	18.8	14.7	3.7	1.6	15.4	13.1					37.9	29.4
Total special effects	384.1	-6.8	73.6	99.3	71.2	1.8	0.4	0.0	0.0	0.2	529.4	94.6
Total consolidation effects ¹			-2.3		0.2	-3.4					-2.1	-3.4
Total consolidation and special effects	384.1	-6.8	71.3	99.3	71.4	-1.6	0.4	0.0	0.0	0.2	527.3	91.1
Adjusted operating result (adj. EBIT) ²	-107.0	-31.6	464.8	474.3	79.4	109.2	4.0	5.9	-40.6	-60.7	400.7	497.2
in % of adjusted sales	-2.5%	-0.6%	13.8%	13.7%	4.9%	6.4%	2.2%	4.4%			4.3%	4.8%

* 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](#)

2022 Integrated Sustainability Report

[2022 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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