

# FY 2023 Results

## Hanover – March 7, 2024

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

Nikolai Setzer – CEO  
Katja Garcia Vila – CFO

# Agenda

---

1 Group Highlights

---

2 Automotive

---

3 Tires

---

4 ContiTech

---

5 Cash Flow

---

6 2024 Outlook

---

Back-up and Fact Sheets 2022 – 2023

---

---

---

# 1 | Group Highlights

## Most Important KPIs for FY 2023

	FY 2022	FY 2023
Sales	€39.4 bn	€41.4 bn
Adjusted EBIT <sup>1</sup>	€1,913 mn	€2,517 mn
Adjusted EBIT <sup>1</sup> margin	4.9%	6.1%
PPA <sup>2</sup>	-€150 mn	-€118 mn
Special effects	-€1,028 mn	-€551 mn
Restructuring	€38 mn	-€295 mn
Impairment	-€961 mn	-€41 mn
Other effects	-€105 mn	-€215 mn
NIAT <sup>3</sup>	€67 mn	€1,156 mn
Adjusted free cash flow <sup>4</sup>	€200 mn	€1,292 mn
Gearing ratio	32.8%	28.6%
Equity ratio	36.2%	37.4%
Trailing ROCE <sup>5</sup>	3.7%	8.9%
Net indebtedness	€4,499 mn	€4,038 mn

### Executive Summary

- › Updated strategy and defined measures for increasing profitability
- › Organic growth 6.9% on the back of recovering volumes in OE, despite weak replacement and industrial markets
- › FX a burden in all group sectors (sales: -1.9%)
- › Strong free cash flow in Q4 supported by operational result
- › Automotive further improved profitability while still facing high inflation
- › Tires with strong results in a challenging environment
- › ContiTech raised profitability despite lower industry demand

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

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

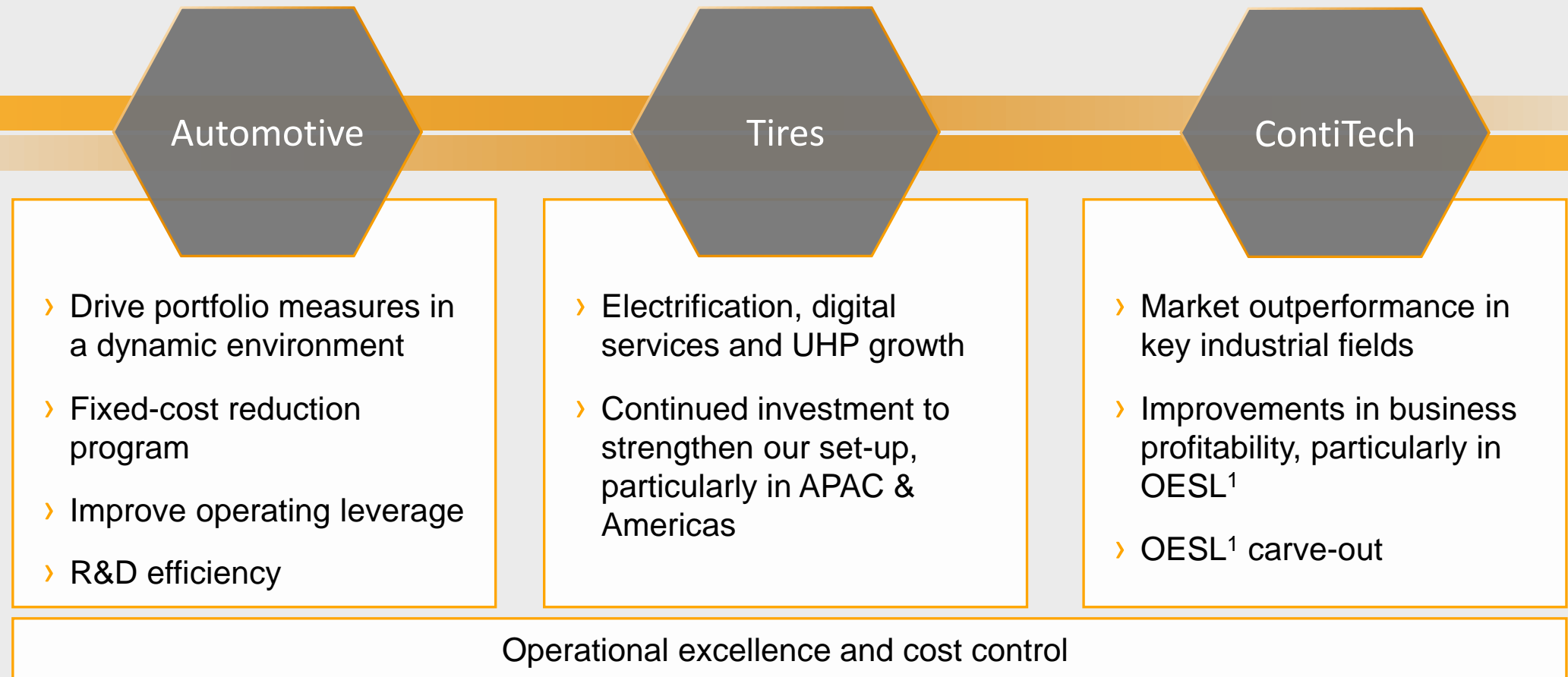
<sup>3</sup> Net income attributable to the shareholders of the parent.

<sup>4</sup> Free cash flow before acquisitions and divestments.

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

# 1 | Group Highlights

## The Beginning of our Era of Execution – Focus 2024

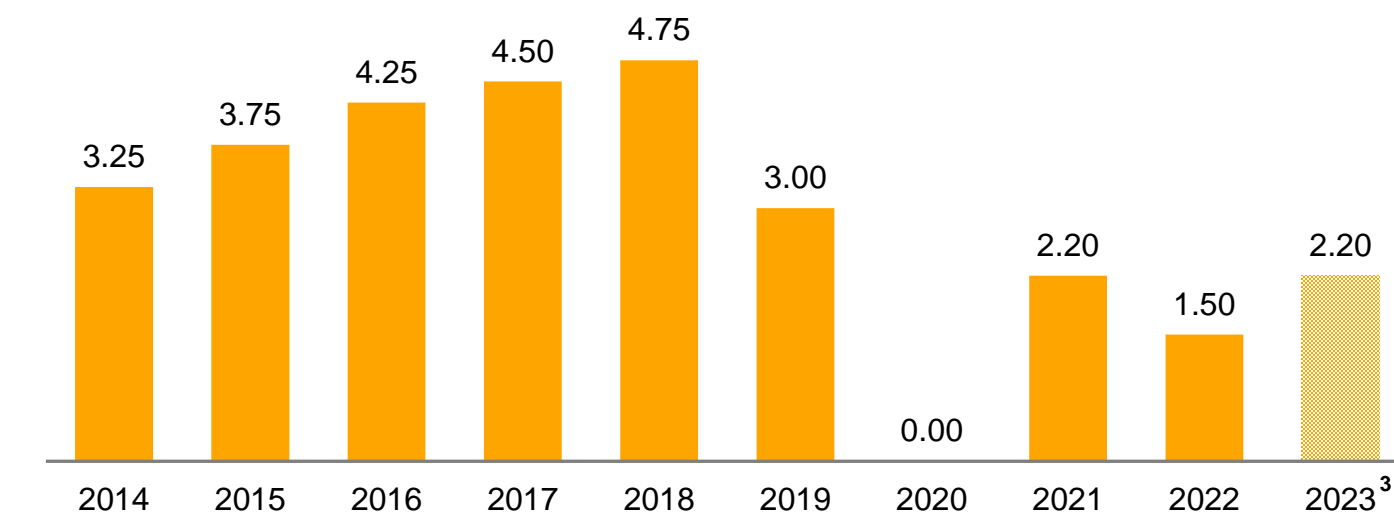


<sup>1</sup> Original Equipment Solutions

# 1 | Group Highlights

## Proposed Dividend Reflects Commitment to Updated Dividend Policy

### Dividend per share<sup>1</sup> (€)



### Payout ratio<sup>2</sup>

27%	28%	30%	30%	33%	n.a.	n.a.	31%	not applied	38%
-----	-----	-----	-----	-----	------	------	-----	-------------	-----

2023 onwards payout ratio<sup>2</sup>

**~20% to ~40%**

(Previously ~15% to ~30%)

<sup>1</sup> Dividend paid for the respective fiscal year, payout in the subsequent year.

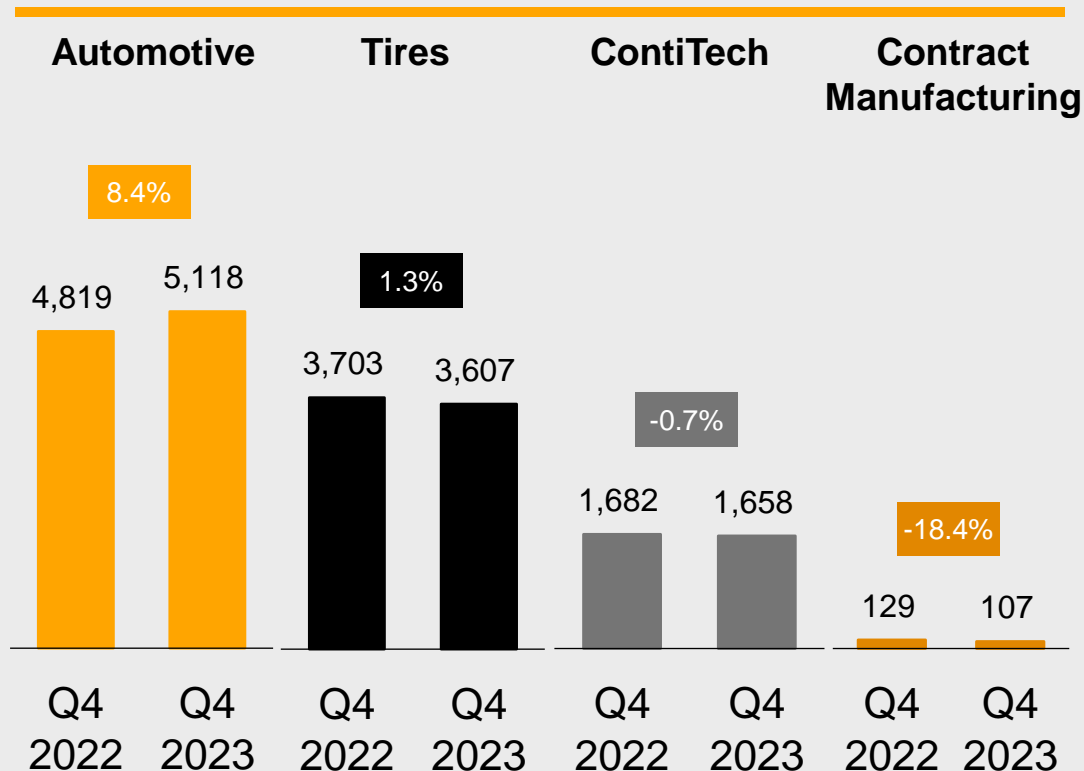
<sup>2</sup> The ratio between the dividend for the fiscal year and the earnings per share.

<sup>3</sup> Dividend for FY 2023 subject to Supervisory Board approval and the approval of the Annual Shareholders' Meeting on April 26, 2024.

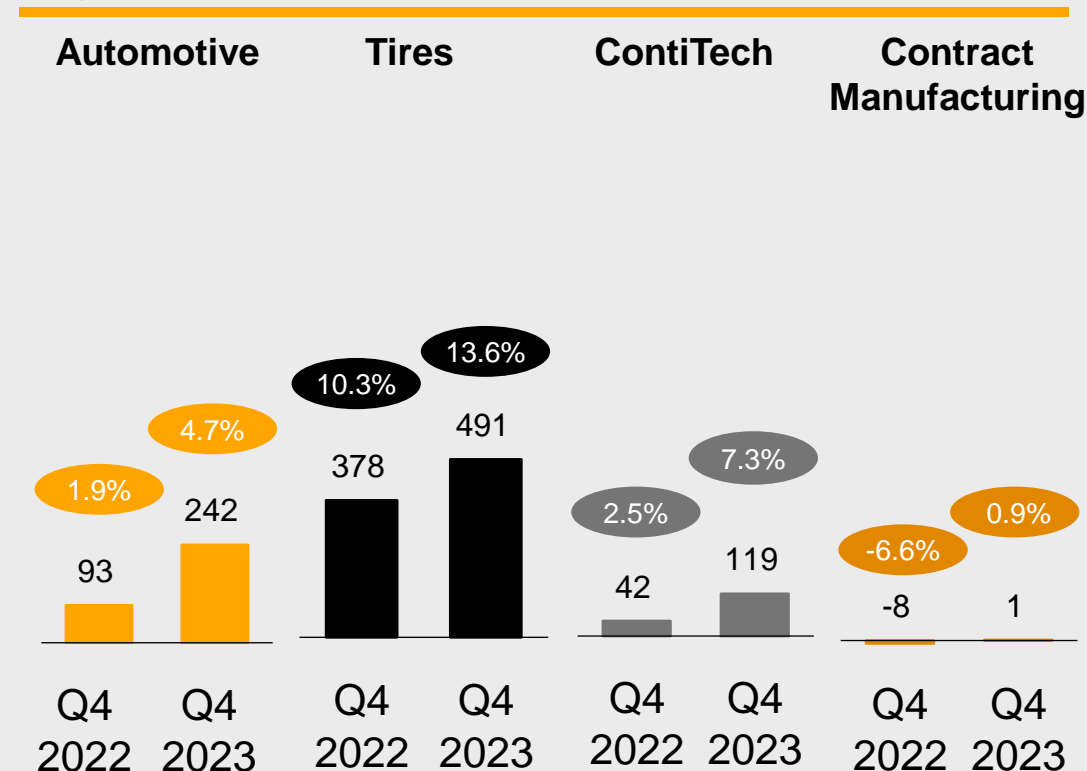
# 1 | Group Highlights

## Q4 2023 – Sales and Adjusted EBIT

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



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

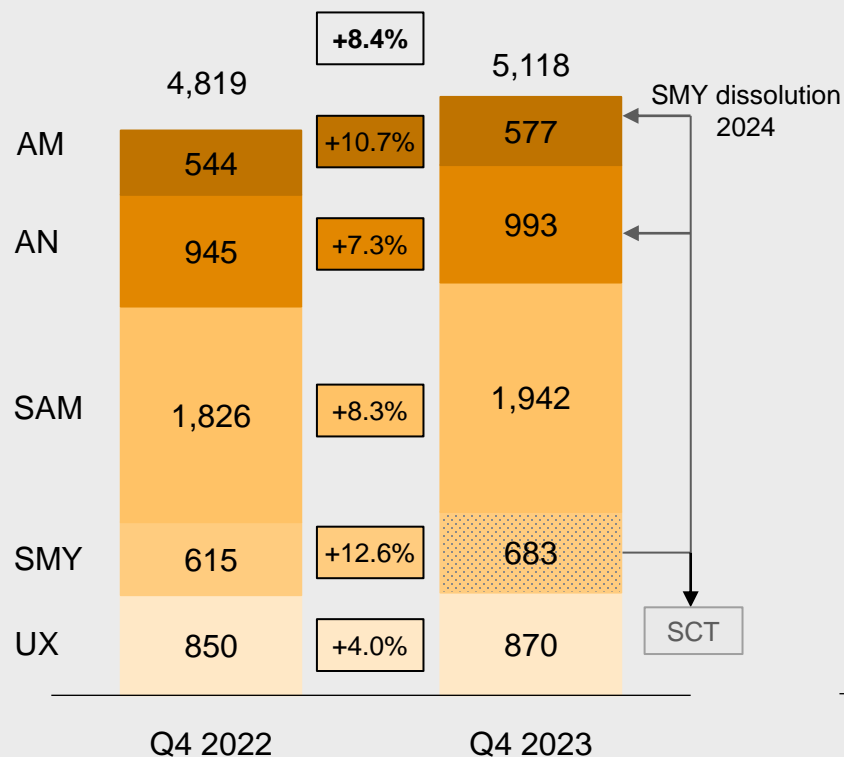
<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

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

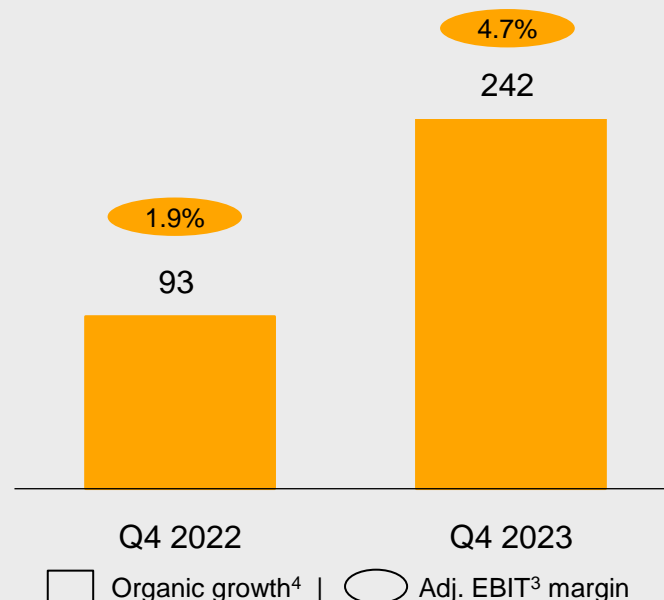
## 2 | Automotive

### Q4 2023 – Sales and Adjusted EBIT

#### Sales<sup>1, 2</sup> (€ mn)



#### Adjusted EBIT<sup>3</sup> (€ mn)



#### Sales

- › Sales impact from FX: -2.2%
- › Limited additional pricing effects in Q4
- › Organic growth mainly driven by strong volume development in Europe and China

#### Adjusted EBIT<sup>3</sup>

- › R&D reimbursements contributing to profitability
- › Significant support from lower premium freight
- › Inflation effects amounted to ~ €250 mn
- › Negative effects from currency translation

<sup>1</sup> Without Software and Central Technologies.

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

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

<sup>4</sup> Before changes in the scope of consolidation and exchange-rate effects.

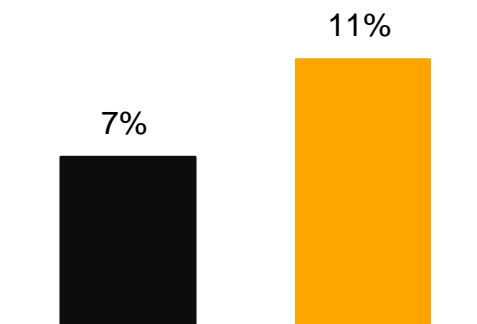
AM: Autonomous Mobility. AN: Architecture and Networking. SAM: Safety and Motion. SMY: Smart Mobility. UX: User Experience

## 2 | Automotive

### Regional Production vs. Sales Growth in Q4 2023

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

Δ Y-o-Y in %

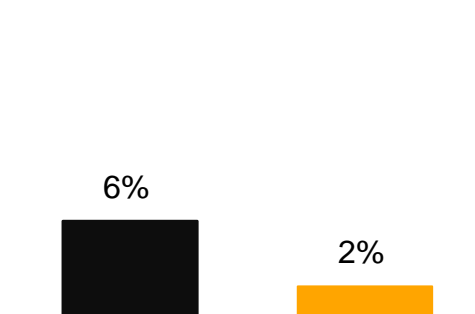


#### Europe: share of sales<sup>1</sup>

Q4 2022	44%
Q4 2023	45%

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

Δ Y-o-Y in %

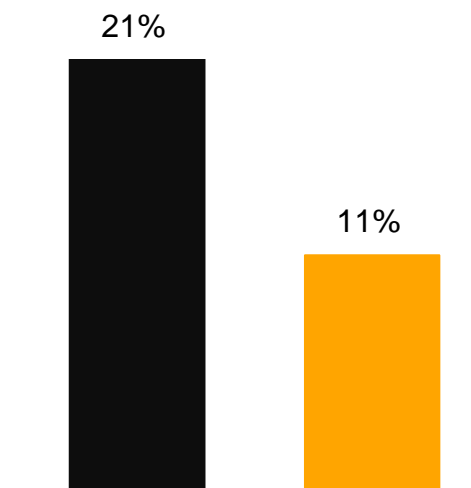


#### North America: share of sales<sup>1</sup>

Q4 2022	23%
Q4 2023	22%

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

Δ Y-o-Y in %

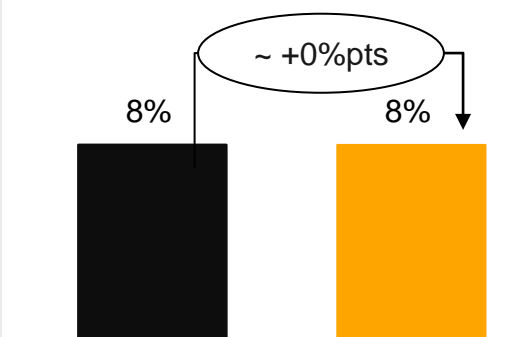


#### China: share of sales<sup>1</sup>

Q4 2022	17%
Q4 2023	17%

#### 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).

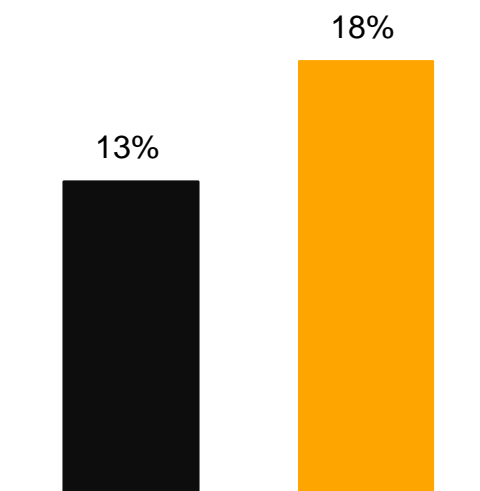


## 2 | Automotive

### Regional Production vs. Sales Growth in FY 2023

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

Δ Y-o-Y in %

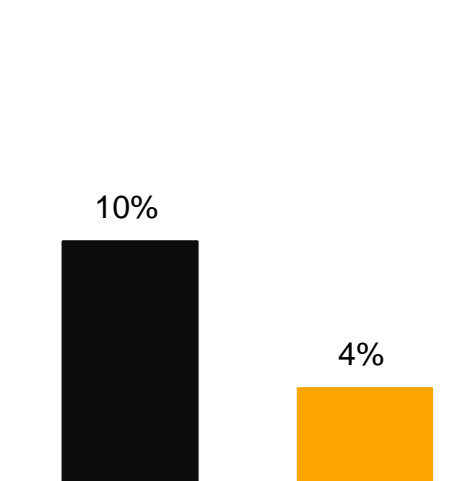


#### Europe: share of sales<sup>1</sup>

FY 2022	45%
FY 2023	47%

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

Δ Y-o-Y in %

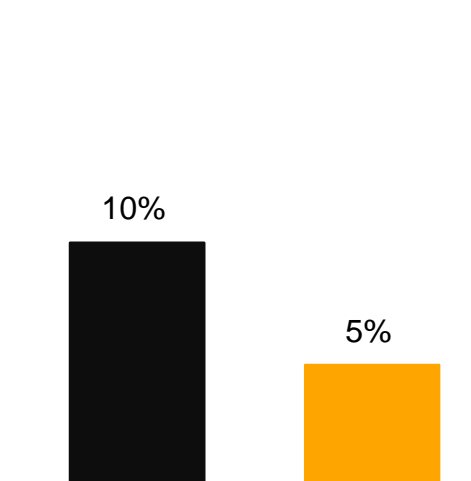


#### North America: share of sales<sup>1</sup>

FY 2022	24%
FY 2023	22%

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

Δ Y-o-Y in %

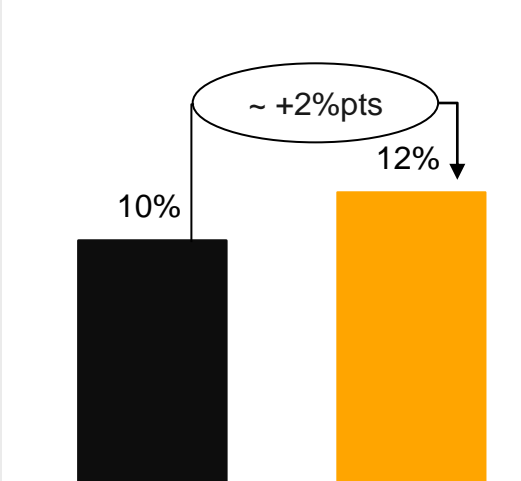


#### China: share of sales<sup>1</sup>

FY 2022	16%
FY 2023	15%

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

Δ Y-o-Y in %



■ PC&LT production weighted by regional sales share

○ Outperformance

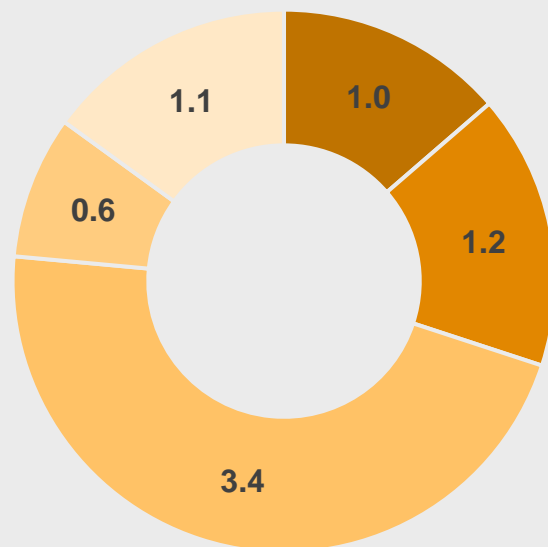
■ PC&LT production by region   ■ Automotive sales

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

## 2 | Automotive

### Q4 2023 – Order Intake of €7.3 bn Lifetime Sales

#### Order Intake Q4 2023<sup>1</sup> (€ bn)



■ AM ■ AN ■ SAM ■ SMY ■ UX

#### Highlights

##### Safety and Motion: €3.4 bn

- › Latest generation of brake systems
- › Integrated safety, sensors and hydraulic brake systems



##### User Experience: €1.1 bn

- › Multi-display solutions
- › Head-up display for German customer



##### Autonomous Mobility: €1.0 bn

- › Next generation radars
- › Assisted & automated driving control units

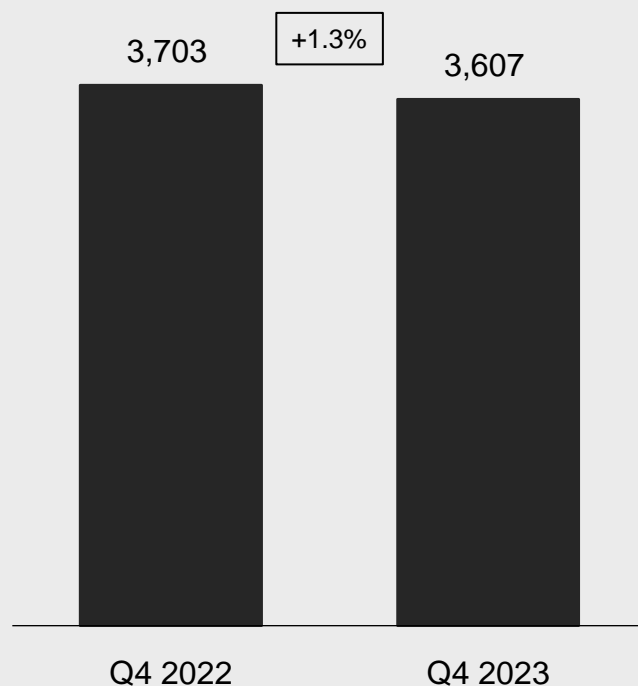


<sup>1</sup> Without Software and Central Technologies.

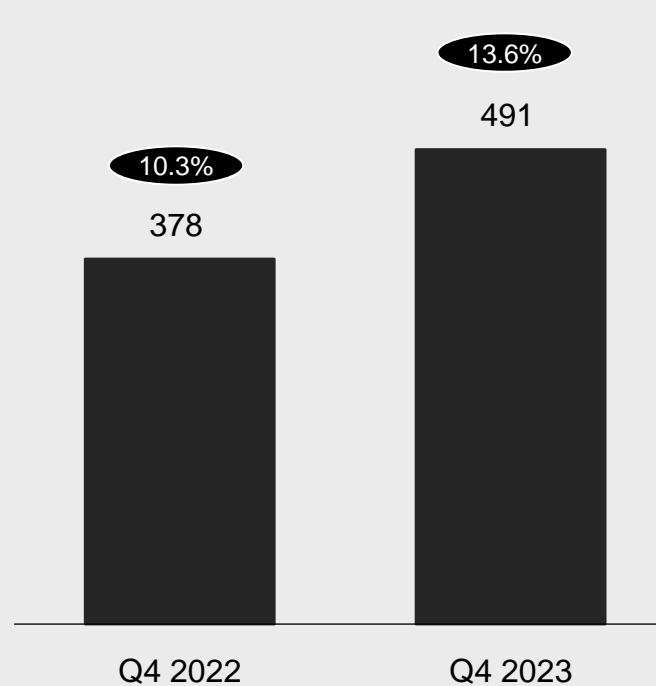
# 3 | Tires

## Q4 2023 – Sales and Adjusted EBIT

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



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

<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: -3.2%
- › Volumes: 1.7%, supported by short-term demand in the replacement market
- › Price/mix: -1.1%, negative effect from cost indexation; low demand in truck tire replacement driving negative sales mix effect

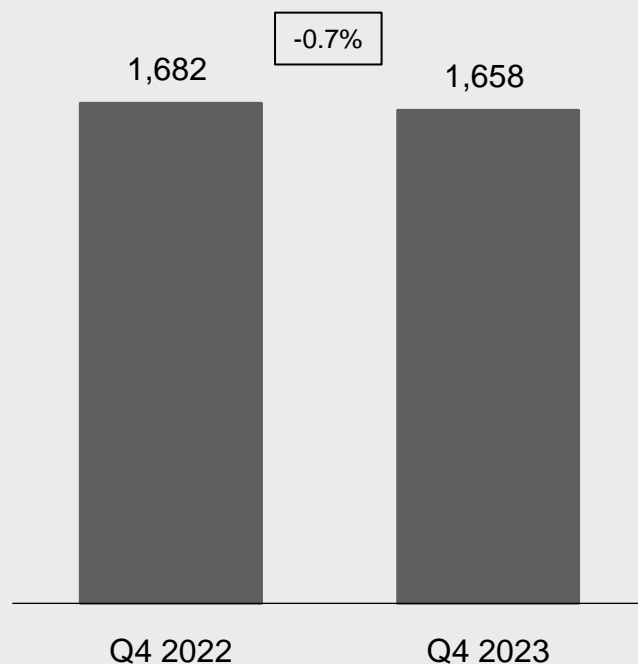
### Adjusted EBIT<sup>1</sup>

- › Positive contribution from continuously growing UHP share in both sales and overall market
- › Strong short-term order fill
- › Positive low triple-digit effect from raw material
- › Continuous impact from labor inflation

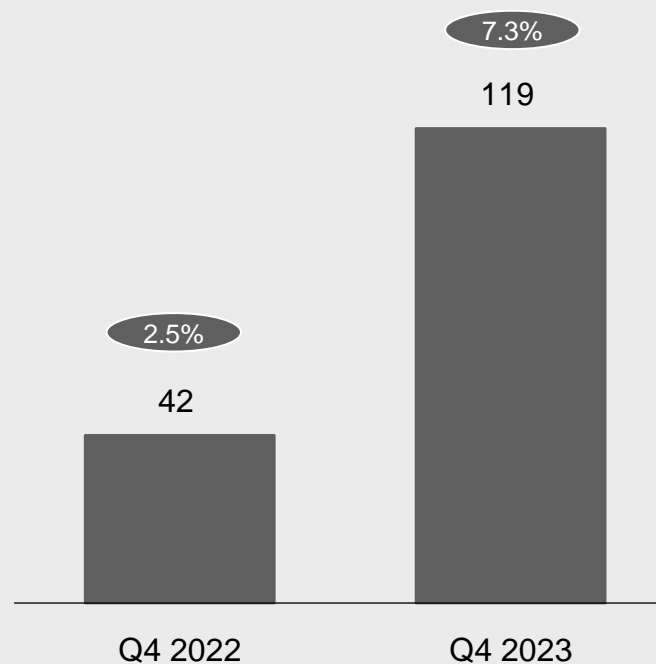
# 4 | ContiTech

## Q4 2023 – Sales and Adjusted EBIT

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



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

<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: -2.4%
- › Positive effects from pricing in OE business
- › Industry volumes continued to be weak, selective approach to OE business

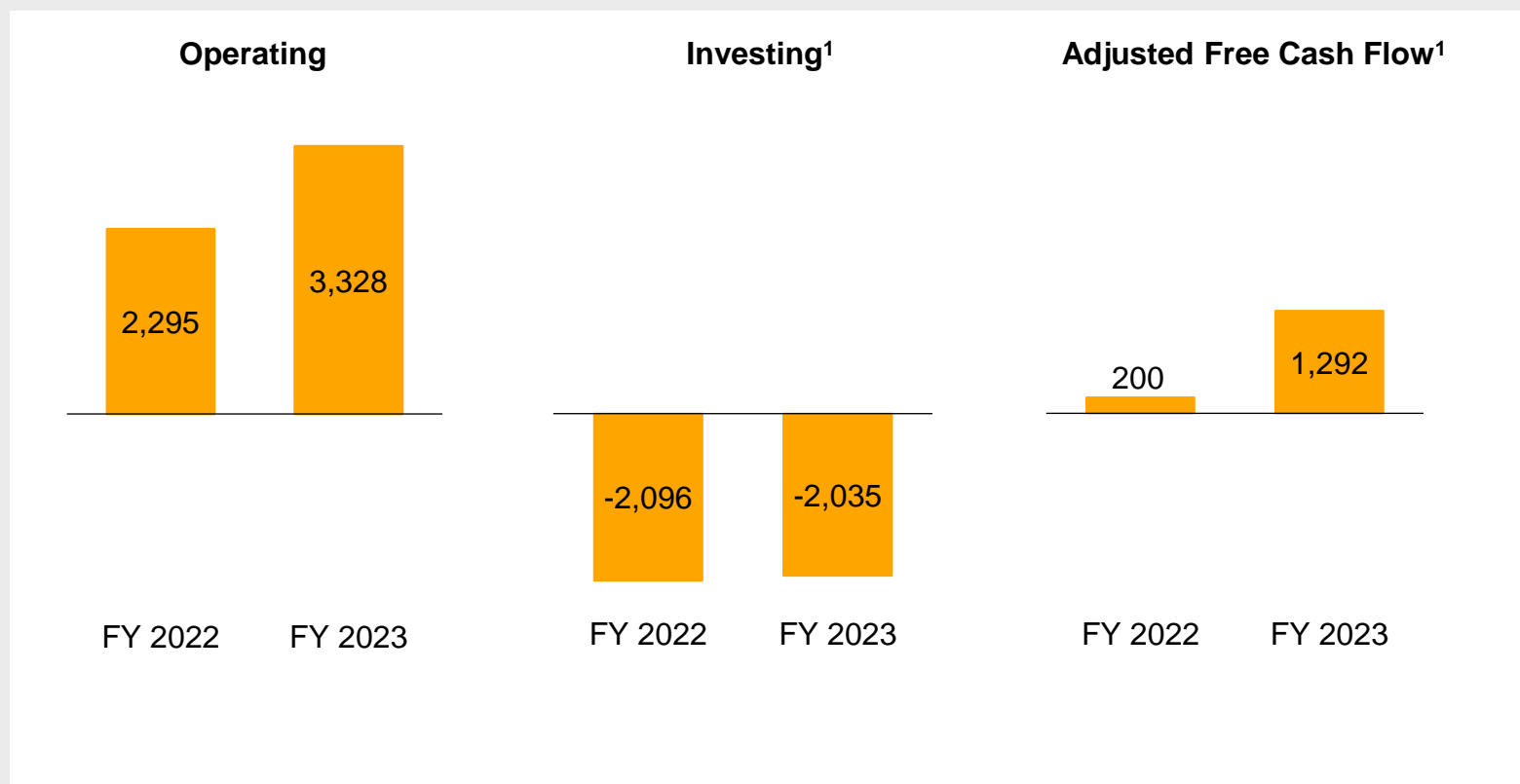
### Adjusted EBIT<sup>1</sup>

- › Positively impacted by net gain of price over inflation
- › Continuous impact from labor inflation
- › Unfavorable one-off items in Q4 2022

# 5 | Cash Flow

## Adjusted Free Cash Flow Significantly Improved

### Cash Flow FY 2023 (€ mn)



#### Operating Cash Flow

- › Supported by operational result
- › Benefits from continuous improvements in inventory


#### Investing Cash Flow<sup>1</sup>

- › Capex at PY level, focused on Automotive order intake and capacity expansions at Tires

<sup>1</sup> Before acquisitions and divestments.

# 6 | 2024 Outlook – Main Markets

Preliminary

<b>Passenger Cars &amp; Light Trucks</b> 	Vehicle Production		Replacement Tires <sup>1</sup>		Industrial Production		
	2023	2024E	2023	2024E	2023	2024E	
Europe	+13%	-3% to -1%	-4%	0% to +3%	Eurozone	-2.6%	-2% to 0%
North America   	+10%	0% to +2%	0%	0% to +3%	USA 	+0.2%	-1% to +1%
China 	+10%	+1% to +3%	+12%	+2% to +5%	China 	+4.4%	+4% to +6%
<b>Worldwide</b> 	<b>+10%</b>	<b>-1% to +1%</b>	<b>+1%</b>	<b>0% to +3%</b>			
<b>Commercial Vehicles</b> 	2023	2024E	2023	2024E			
	2023	2024E	2023	2024E			
Europe	+14%	-9% to -7%	-11%	-1% to +1%			
North America   	+8%	-6% to -4%	-15%	+2% to +4%			

<sup>1</sup> Europe excluding Russia.

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

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

# 6 | 2024 Outlook

Preliminary

## 2024E

<b>Continental Group</b> consolidated sales	Around €41.0 bn – €44.0 bn
Adj. EBIT <sup>1</sup> margin	Around 6.0% – 7.0%
<b>Automotive</b> sales	Around €20.0 bn – €22.0 bn
Adj. EBIT <sup>1</sup> margin	Around 3.0% – 4.0%
<b>Tires</b> sales	Around €14.0 bn – €15.0 bn
Adj. EBIT <sup>1</sup> margin	Around 13.0% – 14.0%
<b>ContiTech</b> sales	Around €6.6 bn – €7.0 bn
Adj. EBIT <sup>1</sup> margin	Around 6.5% – 7.5%
<b>Contract Manufacturing</b> sales	Around €200 mn – €300 mn
Adj. EBIT <sup>1</sup> margin	Around 0.0%
<b>Adjusted free cash flow<sup>2</sup></b>	Around €0.7 bn – €1.1 bn
PPA amortization	Around -€100 mn
Special effects	Around -€450 mn
Financial result	Around -€350 mn <sup>3</sup>
Tax rate	Around 27%
Capex before financial investments in % of sales	Around 6.0% - 7.0%

Outlook is based on FX rates as per the beginning of this fiscal year.

<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.

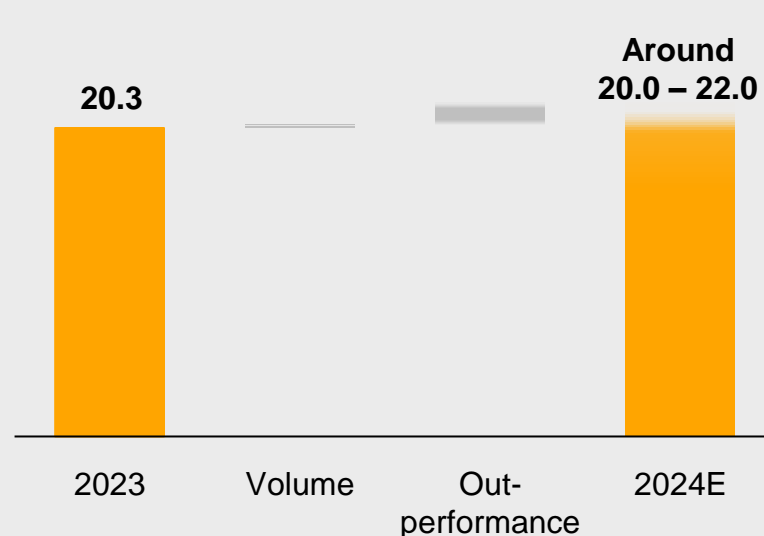
<sup>3</sup> Before effects of currency translation, effects from changes in the fair value of derivative instruments, and other valuation effects.

# 6 | 2024 Outlook

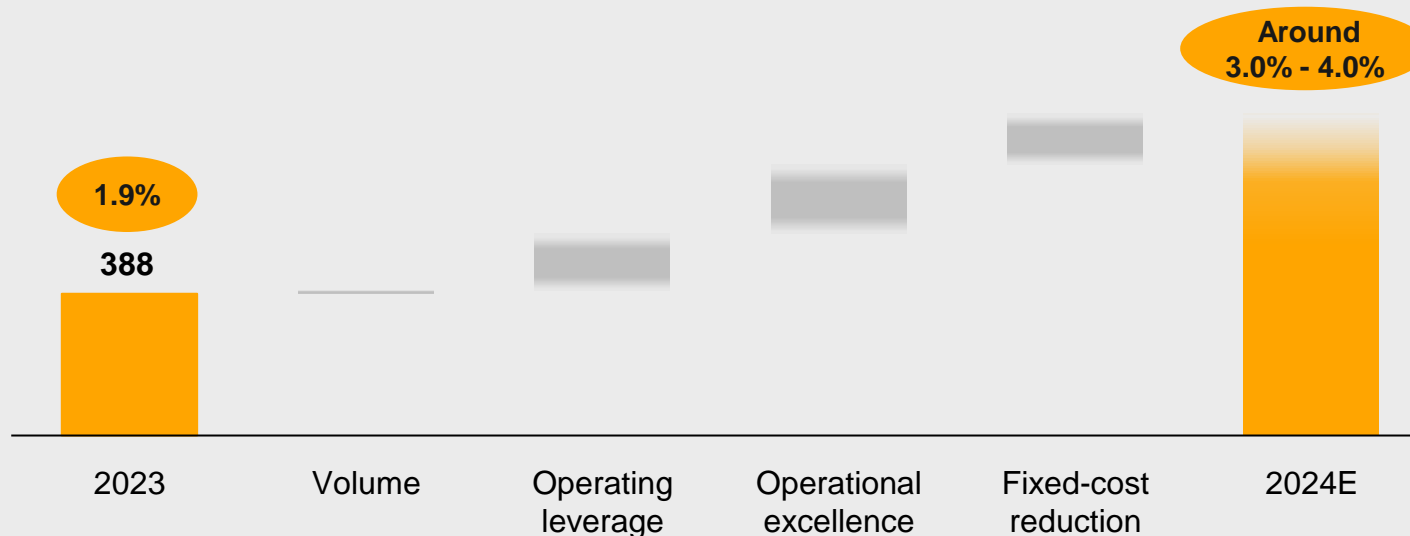
## Automotive – Sales and Adjusted EBIT

Sales<sup>1</sup>(€ bn)

Adjusted EBIT<sup>1, 2</sup> (€ mn)



- › Content per vehicle
- › Commercial excellence



- › Operating leverage: Outperformance and commercial excellence, but ~€250 mn burden from labor
- › Operational excellence: e. g. improving efficiencies in manufacturing and fewer premium freights
- › First impact from fixed-cost reduction program

<sup>1</sup> Not to scale. Illustration purposes only.

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

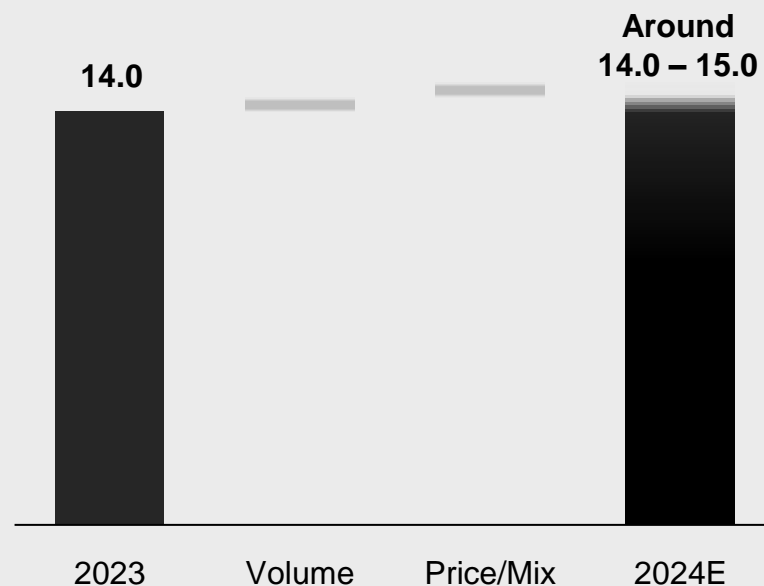
E = Expectations.



# 6 | 2024 Outlook

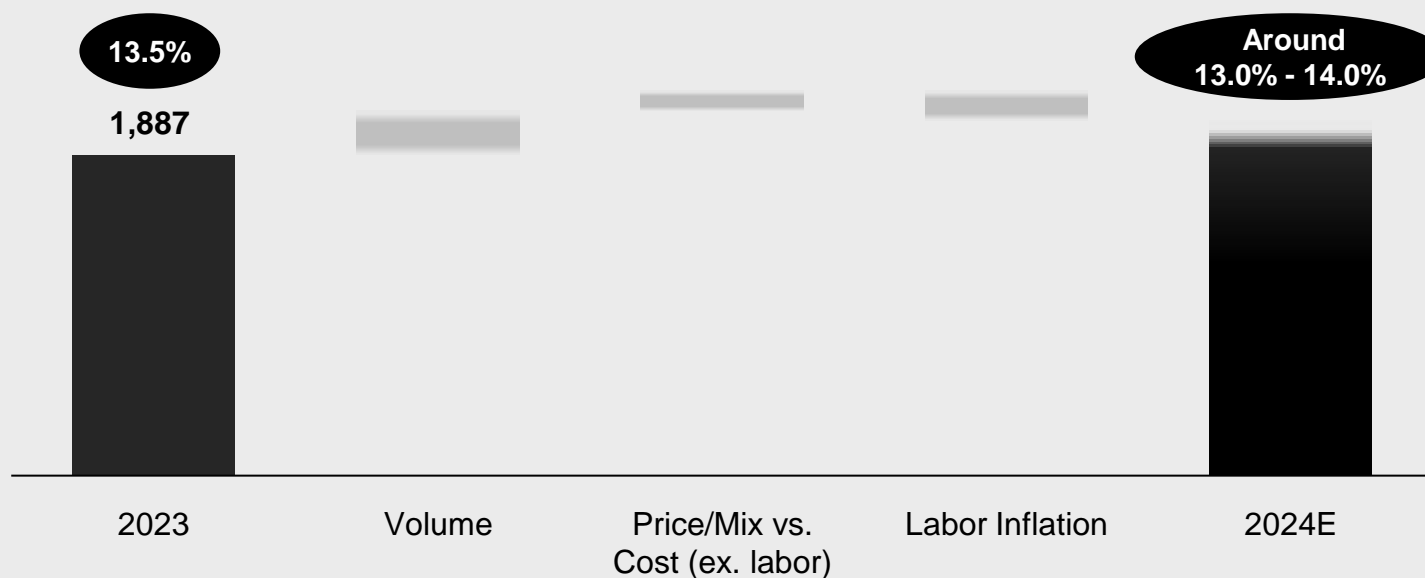
## Tires – Sales and Adjusted EBIT

Sales<sup>1</sup>(€ bn)



- › Moderate increase in RE PLT in all core markets
- › Price/mix, predominantly mix

Adjusted EBIT<sup>1, 2</sup> (€ mn)



- › Moderate increase in RE PLT in all core markets
- › Price/mix, predominantly mix, slightly positive but not offsetting labor inflation
- › Negative effects from cost indexation clauses

<sup>1</sup> Not to scale. Illustration purposes only.

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

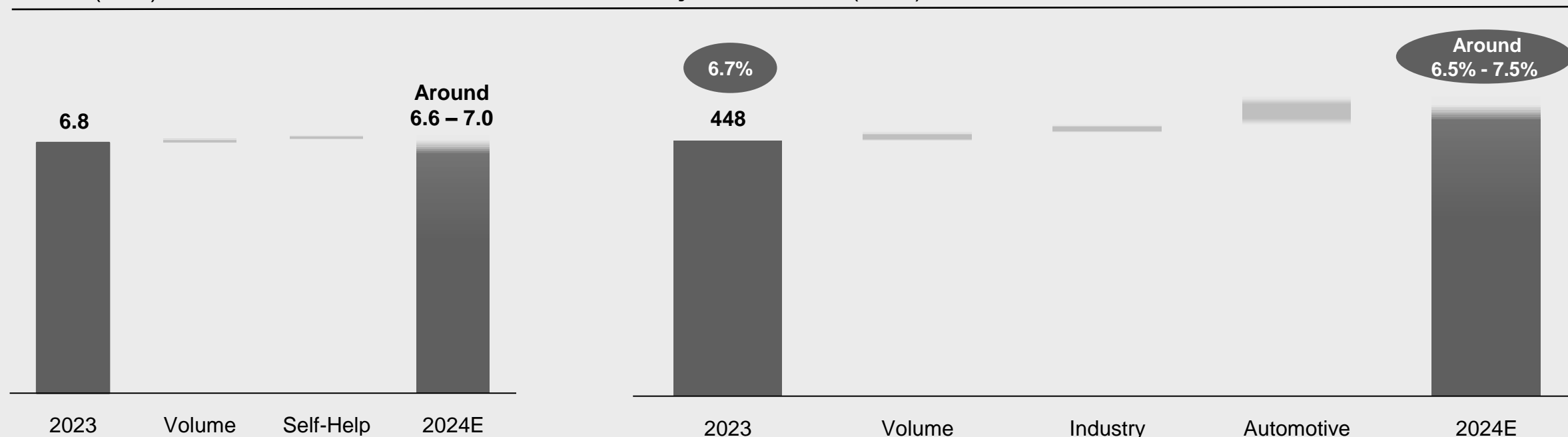
E = Expectations.

# 6 | 2024 Outlook

## ContiTech – Sales and Adjusted EBIT

Sales<sup>1</sup> (€ bn)

Adjusted EBIT<sup>1, 2</sup> (€ mn)



- › Flat global light vehicle production
- › Industrial markets remain weak

- › Improvements in business profitability through strict cost management, particularly in OESL, overcompensate inflation

<sup>1</sup> Not to scale. Illustration purposes only.

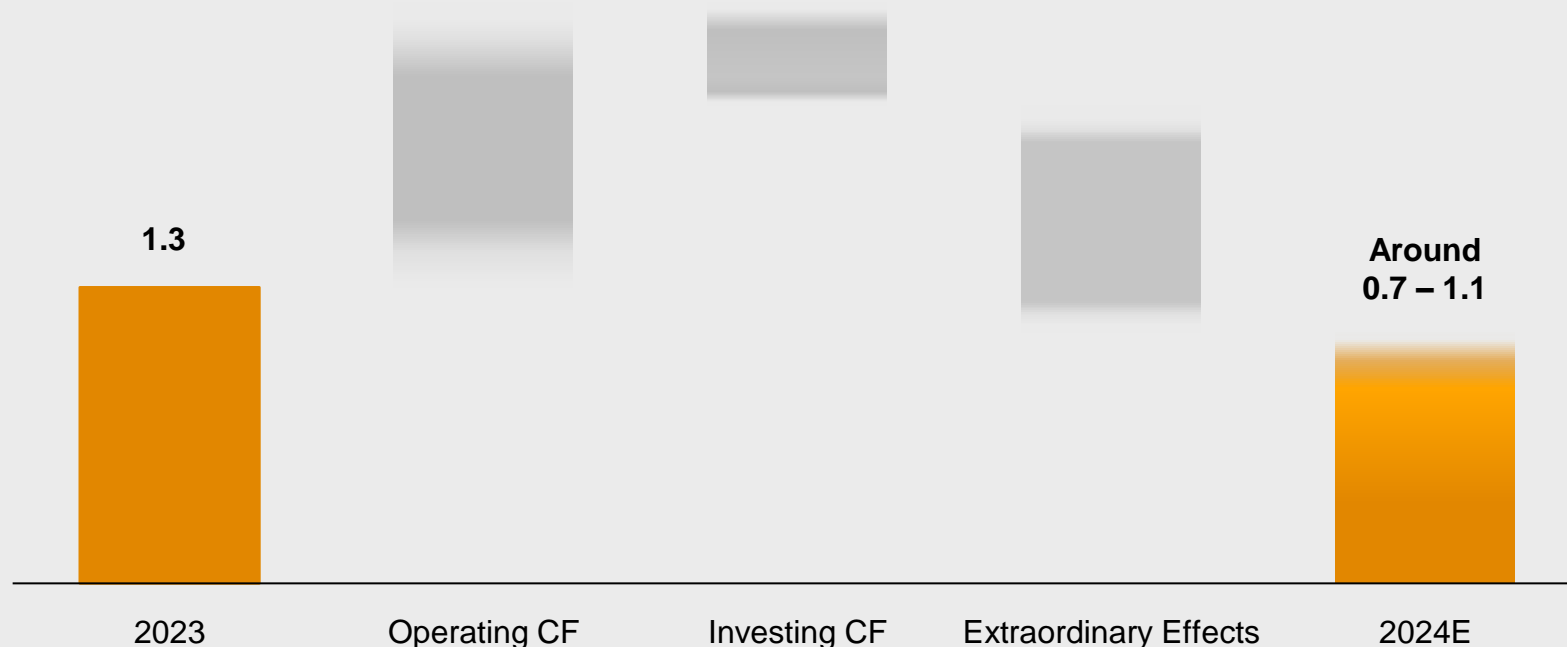
<sup>2</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

E = Expectations.

# 6 | 2024 Outlook

Preliminary

## Adjusted Free Cash Flow<sup>1, 2</sup> (€ bn)



<sup>1</sup> Not to scale. Illustration purposes only.

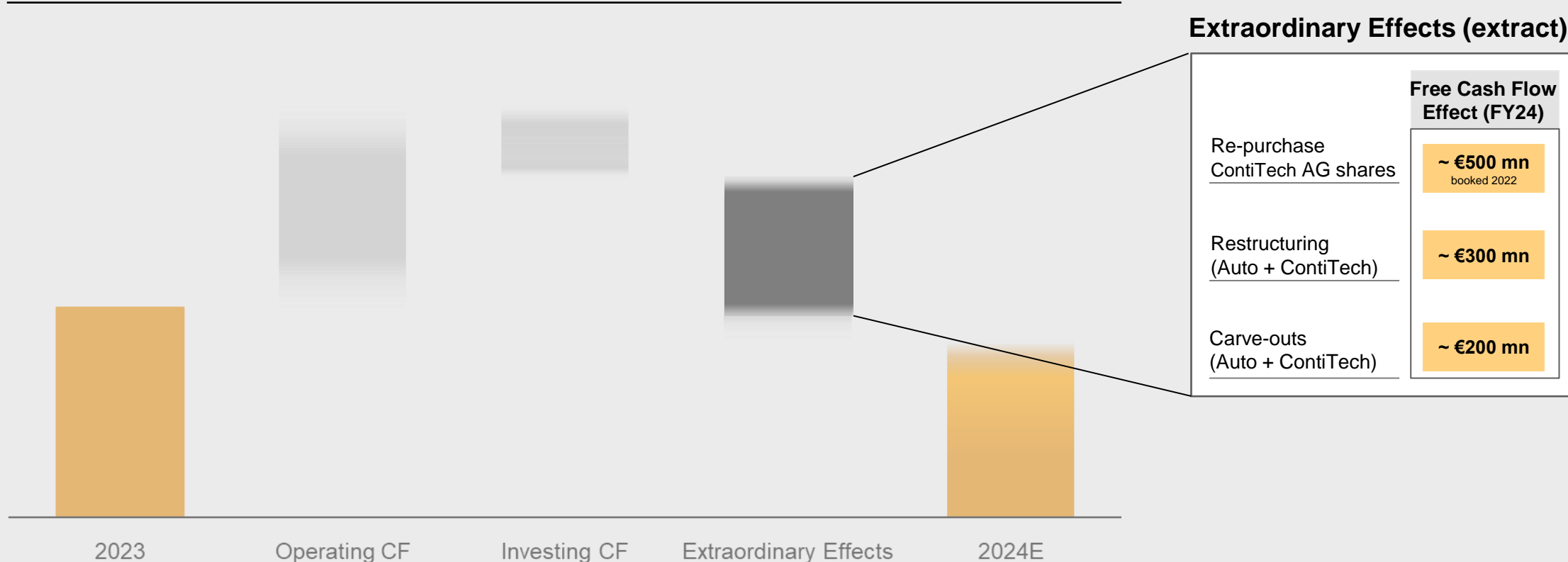
<sup>2</sup> Before acquisitions and divestments.

E = Expectations.

# 6 | 2024 Outlook

Preliminary

## Adjusted Free Cash Flow<sup>1, 2</sup> (€ bn)



1 Not to scale. Illustration purposes only.

2 Before acquisitions and divestments.

E = Expectations.

# Thank you!





# Disclaimer

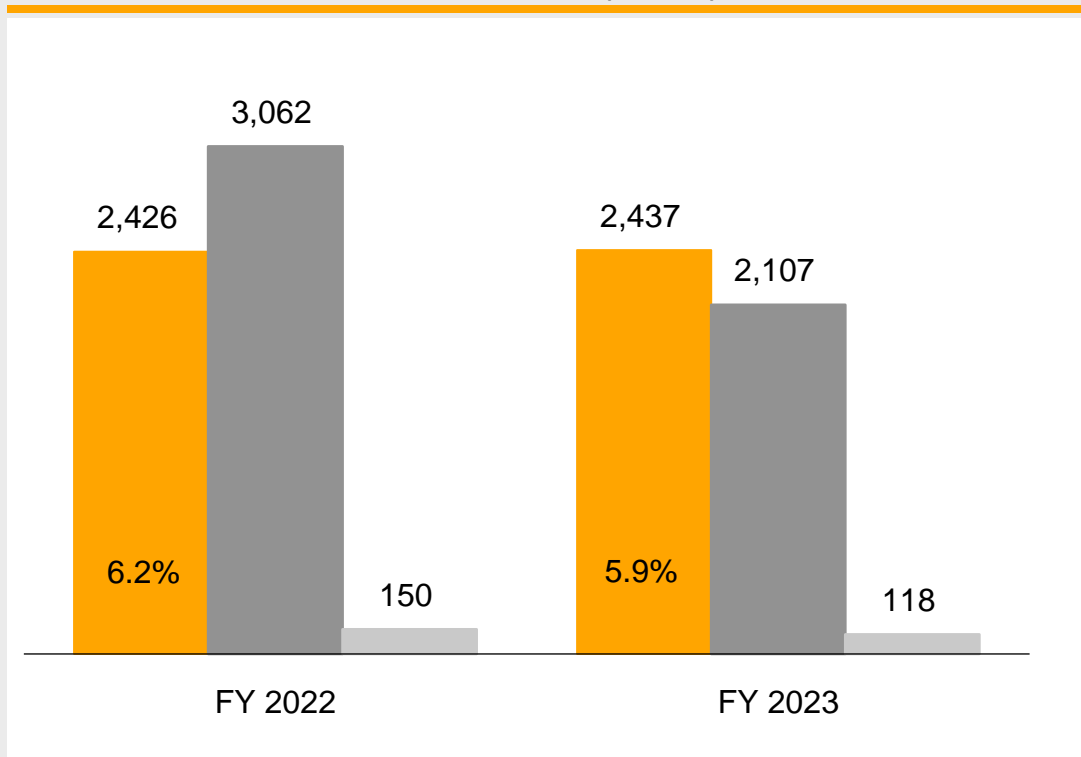
- › This presentation has been prepared by Continental Aktiengesellschaft solely in connection with the Analyst and Investor Call on March 7, 2024, and the subsequent analyst and investor meetings. It has not been independently verified. It does not constitute an offer, invitation or recommendation to purchase or subscribe for any shares or other securities issued by Continental AG or any subsidiary and neither shall any part of it form the basis of, or be relied upon in connection with, any contract or commitment concerning the purchase or sale of such shares or other securities whatsoever.
- › Neither Continental Aktiengesellschaft nor any of its affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss that may arise from any use of this presentation or its contents or otherwise arising in connection with this presentation.
- › This presentation includes assumptions, estimates, forecasts and other forward-looking statements, including statements about our beliefs and expectations regarding future developments as well as their effect on the results of Continental. These statements are based on plans, estimates and projections as they are currently available to the management of Continental. Therefore, these statements speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events. Furthermore, although the management is of the opinion that these statements, and their underlying beliefs and expectations, are realistic as of the date they are made, no guarantee can be given that the expected developments and effects will actually occur. Many factors may cause the actual development to be materially different from the expectations expressed here. Such factors include, for example and without limitation, changes in general economic and business conditions, fluctuations in currency exchange rates or interest rates, the introduction of competing products, the lack of acceptance for new products or services and changes in business strategy.
- › All statements with regard to markets or market position(s) of Continental or any of its competitors are estimates of Continental based on data available to Continental. Such data are neither comprehensive nor independently verified. Consequently, the data used are not adequate for and the statements based on such data are not meant to be an accurate or proper definition of regional and/or product markets or market shares of Continental and any of the participants in any market.
- › 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.

# Back-up

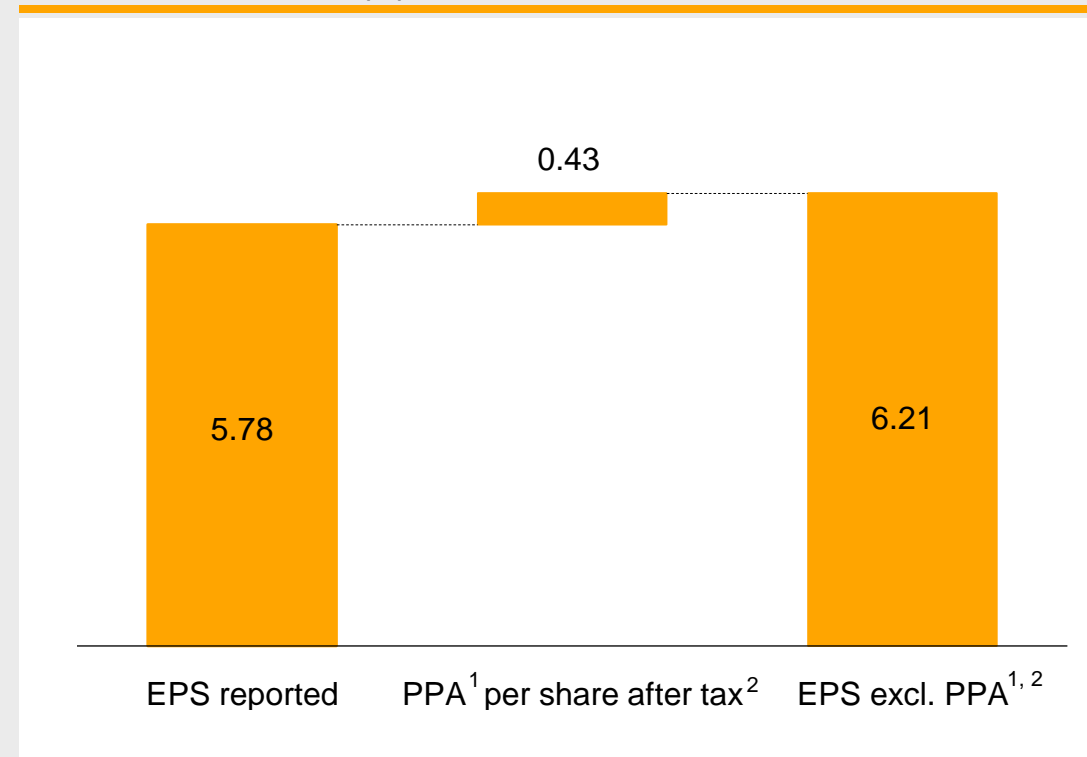
# Back-up

## Capex, Depreciation and Earnings per Share – FY 2023

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	Conti-Gummi Finance B.V., Netherlands <sup>1</sup>	Continental AG	Continental AG	Continental AG	Continental AG	Continental AG
Issue	Senior Notes					
Principal amount	€625 mn	€600 mn	€750 mn	€500 mn	€625 mn	€750 mn
Offering price	99.589%	99.802%	98.791%	99.658%	100.000%	99.445%
Rating at issue date	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)	Baa2 (Moody's) BBB (Fitch) BBB (S&P)
Current rating (Group)	BBB (S&P <sup>2</sup> ), BBB (Fitch <sup>3</sup> ), Baa2 (Moody's <sup>4</sup> )					
Coupon	1.125% p.a.	0.375% p.a.	2.500% p.a.	4.000% p.a.	3.625% p.a.	4.000% p.a.
Issue date	June 25, 2020	Sept. 27, 2019	May 27, 2020	Aug. 31, 2023	Nov. 30, 2022	June 1, 2023
Maturity	<b>Sept. 25, 2024</b>	<b>June 27, 2025</b>	<b>Aug. 27, 2026</b>	<b>Mar. 1, 2027</b>	<b>Nov. 30, 2027</b>	<b>June 1, 2028</b>
Interest payment	Annual Sept. 25	Annual June 27	Annual Aug. 27	Annual Aug. 31	Annual Nov. 30	Annual June 1
WKN	A28YEC	A2YPAE	A28XTR	A35138	A30VQ4	A351PU
ISIN	XS2193657561	XS2056430874	XS2178586157	XS2672452237	XS2558972415	XS2630117328
Denomination	€1,000 with minimum tradable amount €1,000					

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

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

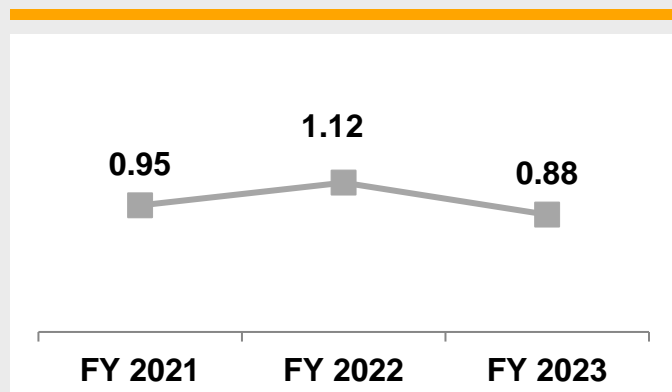
<sup>3</sup> Contracted rating since November 7, 2013.

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

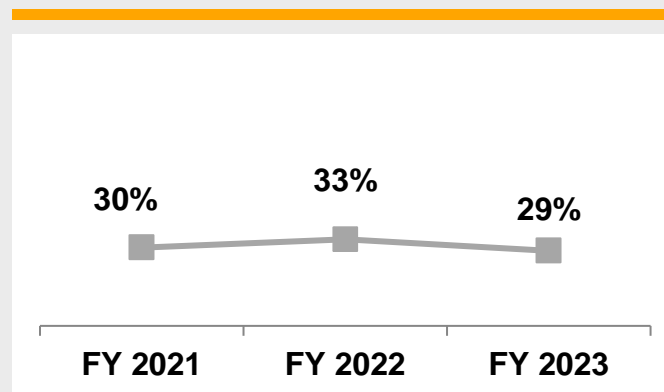
# Back-up

## Investment Grade Credit Profile

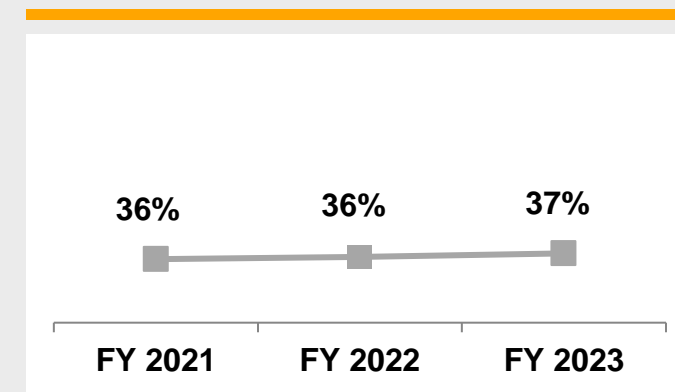
Leverage ratio<sup>1</sup>



Gearing ratio<sup>2, 3</sup>



Equity ratio<sup>3</sup>



### Continental's current credit rating is:

- › Fitch (since April 20, 2020): BBB, outlook stable
- › S&P (since March 22, 2023): BBB, outlook stable
- › Moody's (since August 23, 2022): Baa2, outlook stable

### Continental's targets:

- › Rating: BBB / BBB+
- › Leverage ratio<sup>1</sup>: well below 1.00x
- › Gearing ratio<sup>2, 3</sup>: below 40%
- › Equity ratio<sup>3</sup>: above 30%

<sup>1</sup> Net indebtedness divided by adjusted EBITDA (LTM). IFRS 5 for Vitesco applied in 2021.

<sup>2</sup> Net indebtedness divided by equity.

<sup>3</sup> Beginning 2022, the Continental Group changed the methodology used for the recognition of uncertain tax positions. 2021 has been adjusted accordingly.

# Fact Sheets

## 2022 – FY 2023

# Fact Sheets

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

Sales in Mill. EUR	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	4,246.0	4,315.1	4,941.3	4,819.3	18,321.6	5,015.2	5,132.9	5,029.2	5,118.1	20,295.4
Tires	3,295.2	3,380.9	3,626.0	3,703.0	14,005.2	3,462.5	3,459.2	3,429.1	3,607.2	13,958.0
ContiTech	1,570.4	1,613.3	1,728.5	1,682.1	6,594.3	1,730.8	1,741.9	1,710.5	1,658.3	6,841.5
Contract Manufacturing	209.9	179.0	147.4	129.3	665.6	154.3	136.3	114.7	107.1	512.4
Other / Consolidation	-43.2	-44.1	-47.7	-42.8	-177.8	-56.7	-44.3	-43.4	-42.3	-186.8
<b>Group</b>	<b>9,278.3</b>	<b>9,444.2</b>	<b>10,395.6</b>	<b>10,290.8</b>	<b>39,408.9</b>	<b>10,306.1</b>	<b>10,425.9</b>	<b>10,240.1</b>	<b>10,448.3</b>	<b>41,420.5</b>

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	1.8	6.2	10.8
Tires	20.1	17.1	21.8	15.7	18.6	5.1	2.3	-5.4	-2.6	-0.3
ContiTech	3.3	8.2	20.4	14.8	11.5	10.2	8.0	-1.0	-1.4	3.7
Contract Manufacturing	-20.7	-20.5	-27.2	-34.3	-25.2	-26.5	-23.9	-22.2	-17.1	-23.0
<b>Group</b>	<b>8.2</b>	<b>13.0</b>	<b>29.3</b>	<b>17.0</b>	<b>16.7</b>	<b>11.1</b>	<b>10.4</b>	<b>-1.5</b>	<b>1.5</b>	<b>5.1</b>

adj. EBIT <sup>1</sup> in Mill. EUR	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-172.6	-107.0	123.7	93.3	-62.6	38.5	-31.6	139.4	241.9	388.2
Tires	565.0	464.8	424.0	377.6	1,831.3	468.6	474.3	453.1	491.0	1,887.0
ContiTech	83.3	79.4	108.4	41.8	312.8	109.2	109.2	111.1	118.8	448.3
Contract Manufacturing	12.1	4.1	-4.8	-8.5	2.9	9.5	5.9	-8.5	1.0	8.0
Other / Consolidation	-59.3	-40.6	-55.9	-16.0	-171.8	-47.5	-60.7	-57.7	-48.4	-214.3
<b>Group</b>	<b>428.4</b>	<b>400.7</b>	<b>595.3</b>	<b>488.2</b>	<b>1,912.6</b>	<b>578.3</b>	<b>497.2</b>	<b>637.4</b>	<b>804.3</b>	<b>2,517.2</b>

adj. EBIT <sup>1</sup> margin in %	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-4.1	-2.5	2.5	1.9	-0.3	0.8	-0.6	2.8	4.7	1.9
Tires	17.1	13.8	11.8	10.3	13.1	13.5	13.7	13.2	13.6	13.5
ContiTech	5.3	4.9	6.3	2.5	4.7	6.4	6.4	6.6	7.3	6.7
Contract Manufacturing	5.8	2.3	-3.3	-6.6	0.4	6.2	4.4	-7.4	0.9	1.6
<b>Group</b>	<b>4.6</b>	<b>4.3</b>	<b>5.7</b>	<b>4.8</b>	<b>4.9</b>	<b>5.6</b>	<b>4.8</b>	<b>6.2</b>	<b>7.7</b>	<b>6.1</b>

Changes Y-o-Y in %	2023				
	Q1	Q2	Q3	Q4	Year
Automotive	122.3	70.5	12.7	159.1	719.8
Tires	-17.1	2.1	6.9	30.0	3.0
ContiTech	31.1	37.5	2.5	184.6	43.3
Contract Manufacturing	-21.6	45.9	-75.2	111.9	177.3
<b>Group</b>	<b>35.0</b>	<b>24.1</b>	<b>7.1</b>	<b>64.8</b>	<b>31.6</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 in Mill. EUR	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	60.1	127.9	331.7	442.8	962.5	269.3	218.1	251.3	243.3	982.1
Tires	765.2	671.7	629.1	578.8	2,644.7	659.9	576.2	637.0	712.7	2,585.8
ContiTech	144.3	76.3	170.4	95.4	486.4	172.0	174.0	170.3	176.8	693.0
Contract Manufacturing	21.2	12.5	3.2	7.8	44.7	16.4	12.5	-3.2	3.1	28.9
Other / Consolidation	-58.6	-39.9	-55.7	-18.2	-172.3	-47.4	-61.0	-55.4	-47.0	-210.8
<b>Group</b>	<b>932.3</b>	<b>848.6</b>	<b>1,078.7</b>	<b>1,106.5</b>	<b>3,966.1</b>	<b>1,070.1</b>	<b>919.8</b>	<b>1,000.0</b>	<b>1,089.0</b>	<b>4,078.9</b>

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	5.0	4.8	4.8
Tires	23.2	19.9	17.3	15.6	18.9	19.1	16.7	18.6	19.8	18.5
ContiTech	9.2	4.7	9.9	5.7	7.4	9.9	10.0	10.0	10.7	10.1
Contract Manufacturing	10.1	7.0	2.2	6.0	6.7	10.6	9.2	-2.8	2.9	5.6
<b>Group</b>	<b>10.0</b>	<b>9.0</b>	<b>10.4</b>	<b>10.8</b>	<b>10.1</b>	<b>10.4</b>	<b>8.8</b>	<b>9.8</b>	<b>10.4</b>	<b>9.8</b>

Changes Y-o-Y in %	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-80.2	-12.9	230.3	309.7	46.0	348.2	70.5	-24.2	-45.1	2.0
Tires	17.6	-7.1	5.2	4.4	4.7	-13.8	-14.2	1.3	23.1	-2.2
ContiTech	-33.7	-57.1	17.1	-67.4	-41.7	19.2	128.0	-0.1	85.3	42.5
Contract Manufacturing	-72.6	-41.6	-95.9	-54.9	-77.0	-22.8	0.2	-199.1	-59.9	-35.4
<b>Group</b>	<b>-23.2</b>	<b>-17.8</b>	<b>10.6</b>	<b>25.3</b>	<b>-3.4</b>	<b>14.8</b>	<b>8.4</b>	<b>-7.3</b>	<b>-1.6</b>	<b>2.8</b>

EBIT in Mill. EUR	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-204.3	-509.9	-426.2	170.4	-970.1	15.6	-39.5	-2.6	-31.0	-57.4
Tires	557.9	389.7	410.7	365.3	1,723.6	457.7	373.4	440.0	471.4	1,742.6
ContiTech	69.3	-7.4	89.1	15.5	166.5	96.4	97.7	89.8	96.1	380.1
Contract Manufacturing	11.7	3.6	-5.3	-0.5	9.5	9.5	5.9	-8.8	-1.5	5.1
Other / Consolidation	-59.4	-40.6	-56.1	-18.7	-174.7	-48.1	-60.8	-57.9	-49.8	-216.6
<b>Group</b>	<b>375.3</b>	<b>-164.7</b>	<b>12.2</b>	<b>532.0</b>	<b>754.8</b>	<b>531.1</b>	<b>376.7</b>	<b>460.7</b>	<b>485.3</b>	<b>1,853.8</b>

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	-0.1	-0.6	-0.3
Tires	16.9	11.5	11.3	9.9	12.3	13.2	10.8	12.8	13.1	12.5
ContiTech	4.4	-0.5	5.2	0.9	2.5	5.6	5.6	5.3	5.8	5.6
Contract Manufacturing	5.6	2.0	-3.6	-0.4	1.4	6.1	4.3	-7.7	-1.4	1.0
<b>Group</b>	<b>4.0</b>	<b>-1.7</b>	<b>0.1</b>	<b>5.2</b>	<b>1.9</b>	<b>5.2</b>	<b>3.6</b>	<b>4.5</b>	<b>4.6</b>	<b>4.5</b>

Changes Y-o-Y in %	2022					2023				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	-471.6	-388.6	-167.9	198.1	-153.9	107.6	92.3	99.4	-118.2	94.1
Tires	24.7	-25.1	3.9	8.2	1.4	-18.0	-4.2	7.1	29.1	1.1
ContiTech	-49.0	-107.6	32.7	-92.7	-67.7	39.1	1,413.1	0.9	519.5	128.3
Contract Manufacturing	-81.5	275.2	-108.4	-109.0	-92.7	-19.4	65.1	-65.4	-179.0	-46.0
<b>Group</b>	<b>-43.4</b>	<b>-134.8</b>	<b>-97.1</b>	<b>82.2</b>	<b>-59.1</b>	<b>41.5</b>	<b>328.8</b>	<b>3,676.1</b>	<b>-8.8</b>	<b>145.6</b>

# Fact Sheets

## Reported and Adjusted FY 2023 Results

Mill. EUR	Automotive		Tires		ContiTech		Contract Manufacturing		Cons. / Corr.		Group	
	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023
<b>Sales</b>	18,321.6	20,295.4	14,005.2	13,958.0	6,594.3	6,841.5	665.6	512.4	-177.8	-186.8	39,408.9	41,420.5
<b>EBIT</b>	-970.1	-57.4	1,723.6	1,742.6	166.5	380.1	9.5	5.1	-174.7	-216.6	754.8	1,853.8
in % of sales	-5.3%	-0.3%	12.3%	12.5%	2.5%	5.6%	1.4%	1.0%			1.9%	4.5%
<b>Amortization of intangible assets from PPA</b>	70.1	58.5	14.5	6.3	65.1	53.5					149.7	118.2
<b>Total special effects</b>	846.6	387.1	103.6	138.1	81.5	20.8	-6.6	2.9	2.9	2.3	1,027.9	551.2
<b>Total consolidation effects</b>	-9.3		-10.3		-0.2	-6.1					-19.8	-6.1
<b>Total consolidation and special effects</b>	837.3	387.1	93.2	138.1	81.2	14.7	-6.6	2.9	2.9	2.3	1,008.1	545.1
<b>Adjusted operating result (adj. EBIT)<sup>1</sup></b>	-62.6	388.2	1,831.3	1,887.0	312.8	448.3	2.9	8.0	-171.8	-214.3	1,912.6	2,517.2
in % of adjusted sales	-0.3%	1.9%	13.1%	13.5%	4.7%	6.7%	0.4%	1.6%			4.9%	6.1%

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



# Financial Calendar and Upcoming Investor Meetings

## 2024

Full Year Results	March 7, 2024
Annual Shareholders' Meeting	April 26, 2024
Q1 Quarterly Statement	May 8, 2024
Half-Year Financial Report	August 7, 2024
Nine-Month Quarterly Statement	November 11, 2024

## Upcoming Roadshows and Conferences Q1

- › **FY 2023 Roadshow (CFO)**
  - › March 7-11 , virtual
- › **BNP Paribas Exane Auto Conference**
  - › March 19, Paris
- › **JP Morgan Auto field trip (CEO)**
  - › March 27/28, virtual

# References

## Useful Links to Continental Websites

---

Investor Relations

[Investor Relations](#)

---

Capital Market Day 2023

[Capital Market Day 2023](#)

---

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](#)

---



# Contact

## Investor Relations

Preliminary

Continental-Plaza 1  
30175 Hanover  
Germany

e-mail: [ir@conti.de](mailto:ir@conti.de)  
fax: +49 511 938 1080  
[www.continental-ir.com](http://www.continental-ir.com)

**Anna-Maria Fischer**  
*Head of Investor Relations (IR)*

phone: +49 511 938 12203  
e-mail: [anna-maria.fischer@conti.de](mailto:anna-maria.fischer@conti.de)

**Jana Maddison**  
*Assistant to the Head of IR,  
Roadshow and Conference  
Organization*

phone: +49 511 938 1163  
e-mail: [jana.maddison@conti.de](mailto:jana.maddison@conti.de)



visit us  
**online**

**Rachel Arellano**  
*Director - Investor Relations*

phone: +49 511 938 10478  
e-mail: [rachel.arellano@continental.com](mailto:rachel.arellano@continental.com)

**Andrea Kraft**  
*Analysts and Institutional Investors*

phone: +49 511 938 1880  
e-mail: [andrea.kraft@conti.de](mailto:andrea.kraft@conti.de)

**Marcus Lieberum**  
*Analysts and Institutional Investors*

phone: +49 511 938 1787  
e-mail: [marcus.lieberum@conti.de](mailto:marcus.lieberum@conti.de)

**Sabine Reese**  
*ASM, Disclosure Requirements,  
Sustainability*

phone: +49 511 938 1027  
e-mail: [sabine.reese@conti.de](mailto:sabine.reese@conti.de)

**Max Westmeyer**  
*Analysts and Institutional Investors*

phone: +49 511 938 13650  
e-mail: [max.2.westmeyer@conti.de](mailto:max.2.westmeyer@conti.de)