

# H1 2024 Results

## Hanover – August 7, 2024

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

Nikolai Setzer – CEO  
Olaf Schick – CFO

# Agenda

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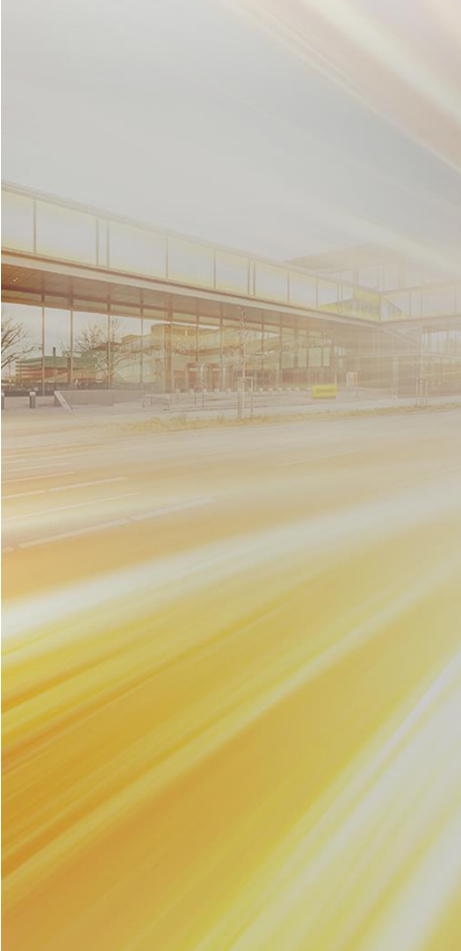
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# 1 | Value Crystallization with Separation and 100% Spin-off of Automotive Group Sector



Creation of **two strong, independent and listed players** – robust and agile with **full focus** on execution and performance

**Robust set-up** of Automotive and **full entrepreneurial freedom** to best respond to increasingly dynamic industry transformation

**Strong and viable Tires and ContiTech** group sectors as industry leaders to continue their business model, **targeting best-in-class performance**

# 1 | Transaction Summary

## 100% Spin-off of Automotive Group

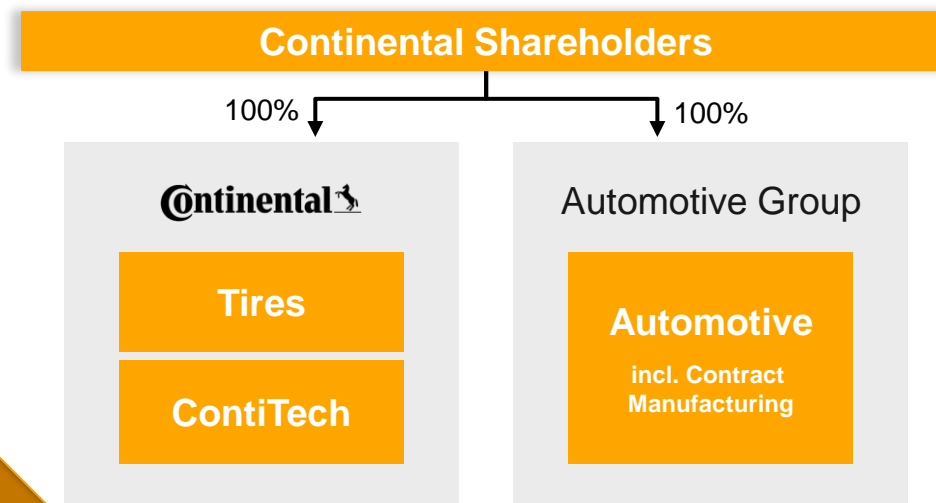
Listing of Automotive Group targeted **by the end of 2025** on the **Frankfurt Stock Exchange**

Automotive Group expected to **qualify for MDAX**

**No investment needed from shareholders** and no proceeds for Continental

**One-time costs:** Low-to-mid triple digit € mn amount;  
**Tax effect:** Low triple digit € mn amount

### After Automotive Group Separation<sup>1</sup>



<sup>1</sup> Pro-forma indication of standalone companies.

# 2 | Group Highlights

## Most Important KPIs for Q2 2024

	Q2 2023	Q2 2024
Sales	€10.4 bn	<b>€10.0 bn</b>
Adjusted EBIT <sup>1</sup>	€501 mn	<b>€704 mn</b>
Adjusted EBIT <sup>1</sup> margin	4.8%	<b>7.0%</b>
PPA <sup>2</sup>	-€29 mn	<b>-€27 mn</b>
Special effects	-€95 mn	<b>-€133 mn</b>
Restructuring	€19 mn	<b>-€110 mn</b>
Impairment	-€10 mn	<b>-€6 mn</b>
Other effects	-€103 mn	<b>-€17 mn</b>
NIAT <sup>3</sup>	€209 mn	<b>€305 mn</b>
Adjusted free cash flow <sup>4</sup>	-€14 mn	<b>€147 mn</b>
Gearing ratio	43.7%	<b>39.6%</b>
Equity ratio	36.4%	<b>38.0%</b>
Trailing ROCE <sup>5</sup>	7.0%	<b>7.9%</b>
Net indebtedness	€6,076 mn	<b>€5,601 mn</b>

### Executive Summary

- › Organic growth of -3.1% due to persistently weak markets
- › FX still negatively impacting all sectors
- › Automotive: Significant part of price negotiations finalized
- › Automotive: Self-help measures on track, first effects contributed positively
- › Tires: Good result particularly supported by the recovery of our European replacement tires business and ongoing growth in the APAC region
- › ContiTech: Significant improvement from cost discipline and closed price negotiations in the automotive business
- › Free cash flow: Continuous working capital improvements more than compensated the payment linked to end of fine proceedings

<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.

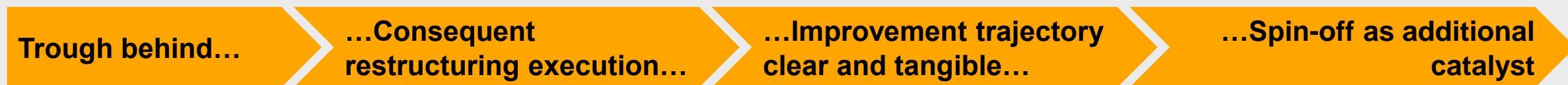
<sup>4</sup> Free cash flow before acquisitions and divestments.

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

# 2 | Group Highlights

## Automotive Scorecard - CMD 2023 to H1 2024

Significant Restructuring	Strong Progress	Focus on Next Steps
<b>Operating leverage</b>	<ul style="list-style-type: none"> <li>› ~ ¾ of pricing negotiations successfully finalized</li> <li>› Focus on COEMs: increased resilience in China</li> </ul>	<ul style="list-style-type: none"> <li>› Improve material costs via design-to-cost measures</li> <li>› Increase share of business with Asian OEMs</li> </ul>
<b>Operational excellence</b>	<ul style="list-style-type: none"> <li>› Continuously improved premium freights</li> <li>› Inventory turn-rate increased by &gt; 0.6 YoY</li> </ul>	<ul style="list-style-type: none"> <li>› Manufacturing cost reduction by 1% of sales until end of 2025</li> </ul>
<b>Fixed-cost reduction</b>	<ul style="list-style-type: none"> <li>› Union agreement finalized</li> <li>› Reduction of &gt;1,500 HC achieved YTD</li> <li>› Major parts of €400 mn savings target 2025 safeguarded</li> </ul>	<ul style="list-style-type: none"> <li>› Target for FY 2024 saving &gt; €150 mn</li> <li>› Realize €400 mn savings target for 2025</li> </ul>
<b>R&amp;D efficiency</b>	<ul style="list-style-type: none"> <li>› Reduction of &gt;1,300 HC achieved YTD</li> <li>› Best-cost share increased by &gt;1pp in LTM</li> </ul>	<ul style="list-style-type: none"> <li>› Single digit mid-term net R&amp;D ratio already to be realized in 2027</li> </ul>
<b>Complexity Reduction</b>	<ul style="list-style-type: none"> <li>› Business Area SMY dissolved</li> </ul>	<ul style="list-style-type: none"> <li>› Merge activities of BA SCT and BA AN</li> </ul>



COEMs: Chinese OEMs. LTM: Last twelve months. YoY: Year-over-year. YTD: Year-to-date. SMY: Smart Mobility. SCT: Software and Central Technologies. AN: Architecture and Networking.

# 2 | Group Highlights

## ContiTech Scorecard - CMD 2023 to H1 2024

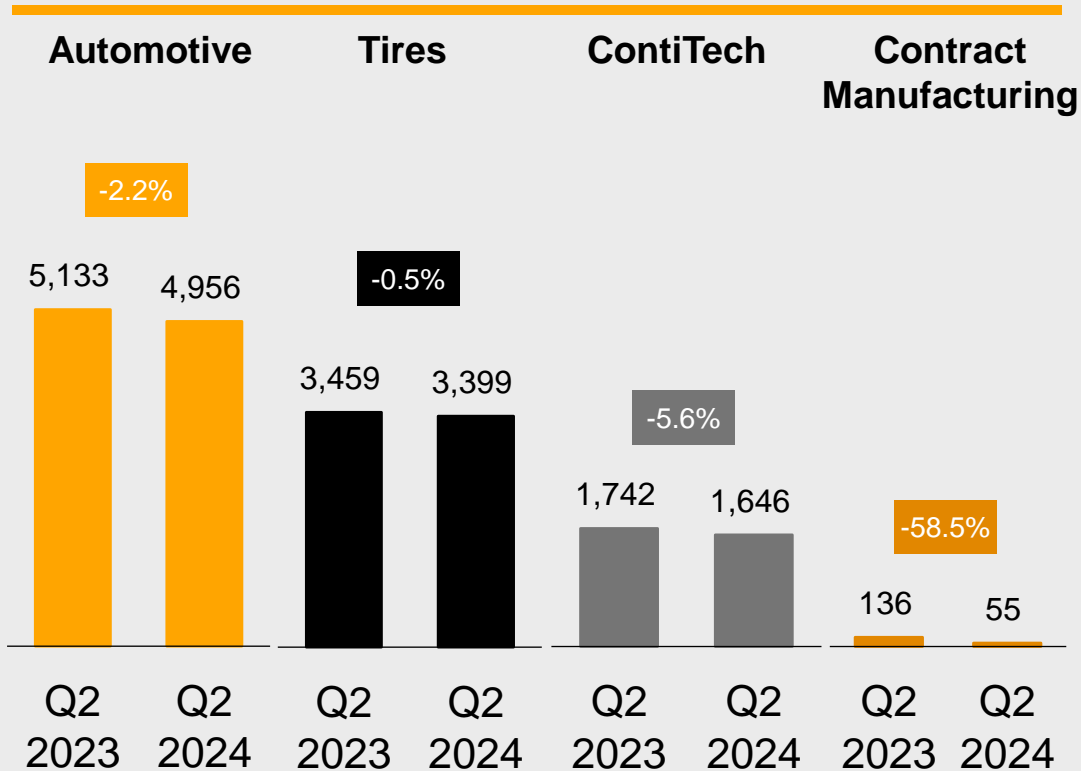
Strategic Measures	Strong Progress	Focus on Next Steps
<b>Operating leverage</b>	<ul style="list-style-type: none"> <li>› Successfully (re)negotiated contracts regarding inflation ✓</li> </ul>	<ul style="list-style-type: none"> <li>› Attractive product mix management</li> <li>› Focused strategy execution – shift to industrials</li> </ul>
<b>Operational excellence</b>	<ul style="list-style-type: none"> <li>› Footprint optimization first phase completed (ie Brazil, US) ✓</li> <li>› Right-sizing manufacturing workforce first results</li> </ul>	<ul style="list-style-type: none"> <li>› Further execution of footprint optimization</li> <li>› Continue right-sizing workforce to fit demand</li> </ul>
<b>Fixed-cost reduction</b>	<ul style="list-style-type: none"> <li>› Organization optimization in progress</li> <li>› OESL: Results already contributing significantly to the improved profitability ✓</li> </ul>	<ul style="list-style-type: none"> <li>› Ongoing fixed-cost focus in operations and administration</li> </ul>
<b>Complexity Reduction</b>	<ul style="list-style-type: none"> <li>› OESL carve-out on track ✓</li> <li>› Detailed carve-out concept developed and approved</li> <li>› Detailed implementation plan in execution</li> </ul>	<ul style="list-style-type: none"> <li>› Complete global execution within 2025 – already well underway</li> </ul>



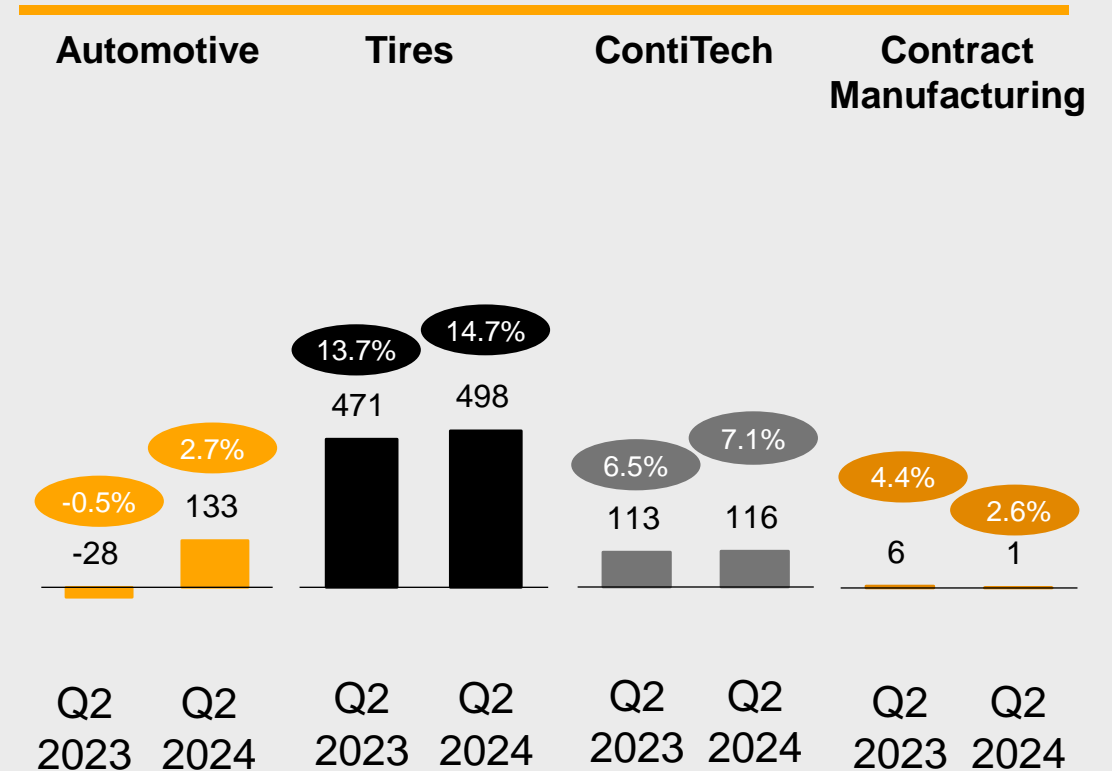
# 2 | Group Highlights

## Q2 2024 – Sales and Adjusted EBIT

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



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

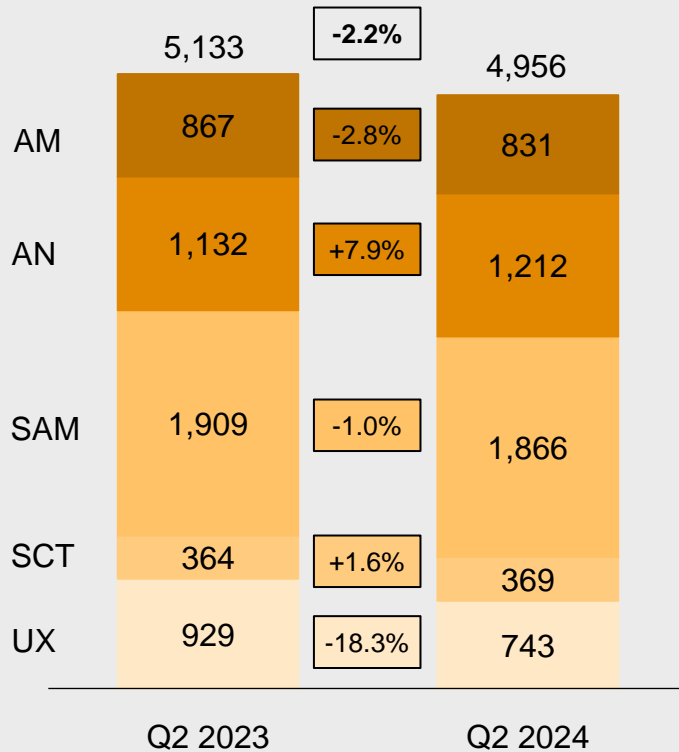
<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.  
<sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.



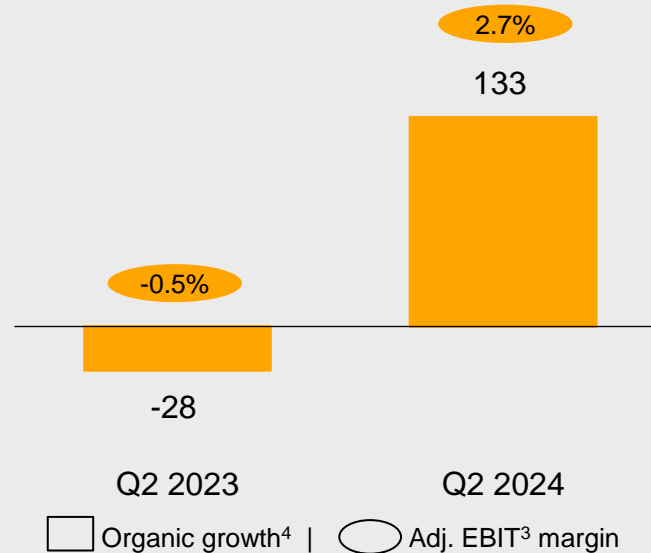
# 3 | Automotive

## Q2 2024 – Sales and Adjusted EBIT

### Sales<sup>1, 2</sup> (€ mn)



### Adjusted EBIT<sup>3</sup> (€ mn)



### Sales

- › Sales impact from FX: -1.2%
- › Negative volume development mainly driven by weak European market, delayed ramp-ups and unfavorable product mix
- › Significant part of price negotiations finalized, also driving profitability

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

- › First positive effects from our fixed cost reduction program
- › Support from incrementally lower premium freights continues
- › Inflation remains a headwind

<sup>1</sup> January 1, 2024, the former SMY business area was dissolved into AM, AN and SCT. The 2023 figures are displayed accordingly on a pro-forma basis.

<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.

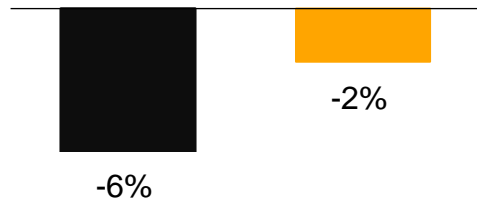
AM: Autonomous Mobility. AN: Architecture and Networking. SAM: Safety and Motion. SCT: Software and Central Technologies. UX: User Experience

# 3 | Automotive

## Regional Production vs. Sales Growth in Q2 2024

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

Δ Y-o-Y in %

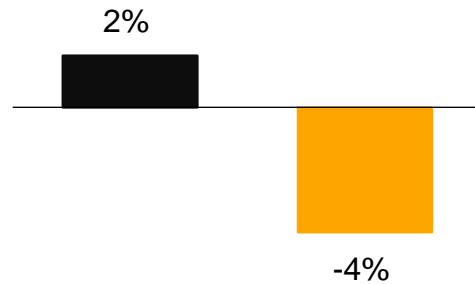


### Europe: share of sales<sup>1</sup>

Q2 2023	50%
Q2 2024	50%

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

Δ Y-o-Y in %

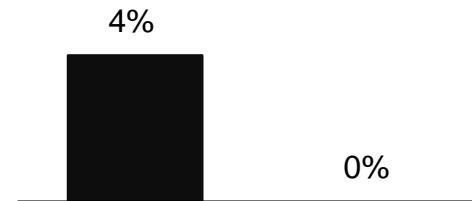


### North America: share of sales<sup>1</sup>

Q2 2023	23%
Q2 2024	22%

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

Δ Y-o-Y in %

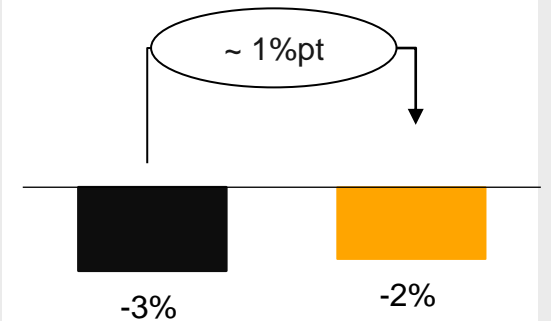


### China: share of sales<sup>1</sup>

Q2 2023	13%
Q2 2024	13%

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

Δ Y-o-Y in %



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

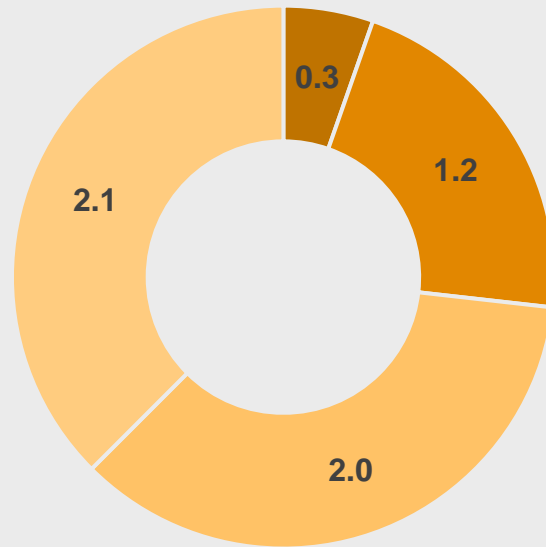
■ PC&LT production by region    ■ Automotive sales

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

# 3 | Automotive

## Q2 2024 – Order Intake of €5.9 bn Lifetime Sales

### Order Intake Q2 2024<sup>1</sup> (€ bn)



■ AM ■ AN ■ SAM ■ UX

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

<sup>2</sup> HPC: High Performance Computer

### Highlights

#### User Experience: €2.1 bn

- › Major order for latest generation display solution



#### Safety and Motion: €2.0 bn

- › Multiple awards for latest generation brake systems



#### Architecture and Networking: €1.2 bn

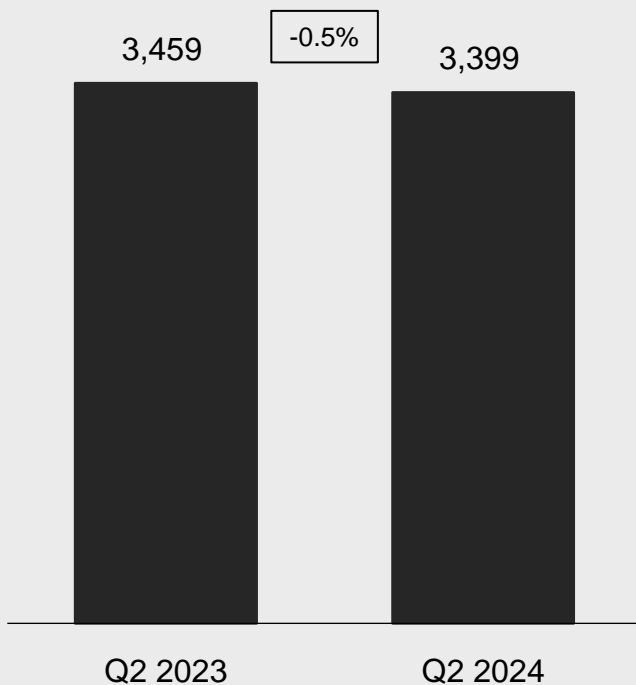
- › Major platform expansion award for body HPC<sup>2</sup>
- › Multiple awards for light control units



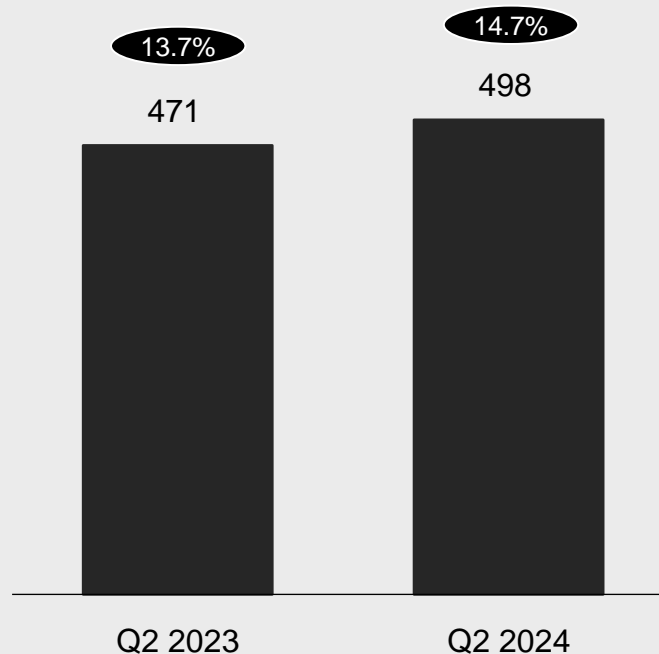
# 4 | Tires

## Q2 2024 – Sales and Adjusted EBIT

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



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

### Sales

- › Impact from FX: -0.8%
- › Volumes: +0.2%, OE and truck markets remain weak, improved demand in replacement markets in EMEA and ongoing growth in APAC
- › Price/mix: -0.8%, still affected by OE cost indexation

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

- › PLT volumes contributing slightly positively
- › Negative price/mix effects compensated by cost efficiencies and positive contribution from raw materials
- › Labor cost inflation headwind remains

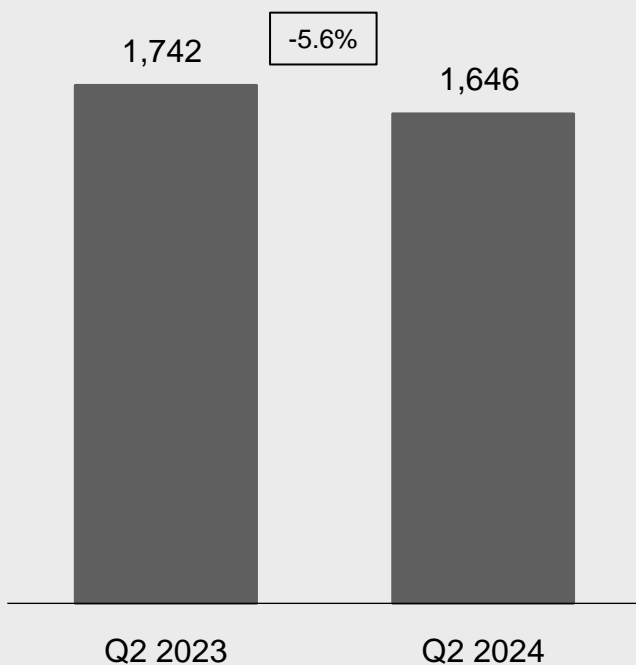
<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

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

# 5 | ContiTech

## Q2 2024 – 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: -0.5%
- › Automotive OE and the industry markets remain weak, especially in Europe
- › Demand below expectations in particular in off-highway, construction, agriculture and printing businesses

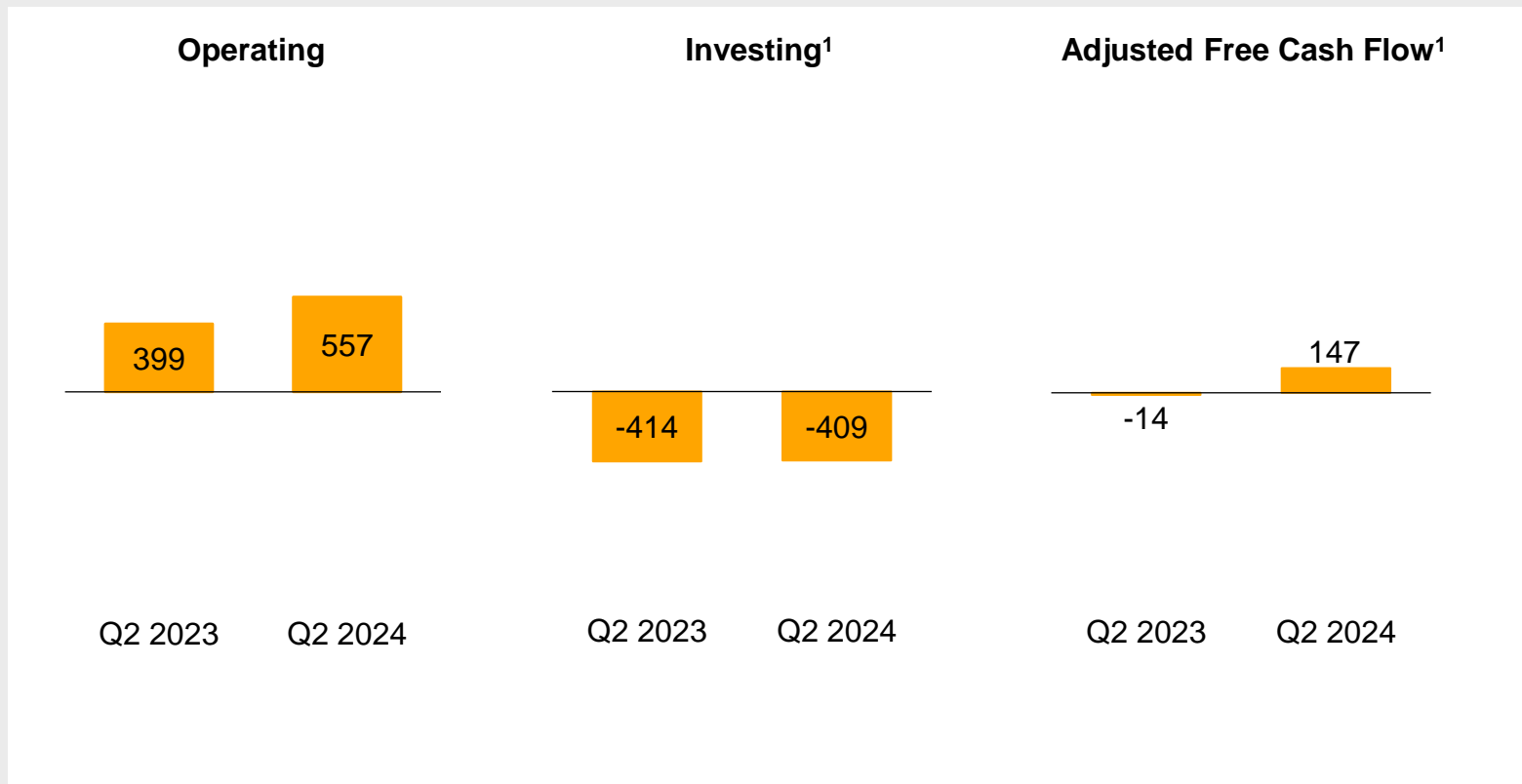
### Adjusted EBIT<sup>1</sup>

- › Negative volumes, particularly in industry causing overall margin pressure
- › Positive contribution from initiated self-help measures, positive mix development and agreements on price adjustments more than offset volume impact
- › Labor cost inflation an additional burden
- › Self-help measures resulted in significant improvements of OESL business

# 6 | Cash Flow

## Adjusted Free Cash Flow Operationally Improved

Cash Flow Q2 2024 (€ mn)



### Operating Cash Flow










- › Improved operational result
- › Improvements in working capital
- › Payment of €100 mn linked to the end of fine proceedings

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

- › Capex on similar level to prior year, focused on Automotive order intake and capacity expansions at Tires

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

# 7 | 2024 Outlook – Main Markets

	Vehicle Production		Replacement Tires <sup>1</sup>		Industrial Production	
	Q2 2024	2024E	Q2 2024	2024E	Q2 2024	2024E
<b>Passenger Cars &amp; Light Trucks</b> 						
Europe	-6%	-6% to -4% -3% to -1%	+5%	0% to +3%	Eurozone  -1.5%	-2% to 0%
North America 	+2%	0% to +2%	0%	-1% to +2% 0% to +3%	USA  0.0%	-1% to +1%
China 	+5%	0% to +2% +1% to +3%	+4%	+2% to +5%	China 	+6.2% +4% to +6%
<b>Worldwide</b> 	<b>0%</b>	<b>-3% to -1%</b> -1% to +1%	<b>+2%</b>	<b>0% to +3%</b>		
<b>Commercial Vehicles</b> 						
Europe	-7%	-14% to -12% -10% to -8%	+1%	-1% to +1%		
North America 	-4%	-4% to -2% -1% to +1%	+17%	+2% to +4%		

New estimate  
Prev. estimate

<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.

# 7 | 2024 Outlook Adjusted

## 2024E

<b>Continental Group</b> consolidated sales Adj. EBIT <sup>1</sup> margin	Around €40.0 bn – €42.5 bn (prev. ~ €41.0 bn – €44.0 bn) Around 6.0% – 7.0%
<b>Automotive</b> sales Adj. EBIT <sup>1</sup> margin	Around €19.5 bn – €21.0 bn (prev. ~ €20.0 bn – €22.0 bn) Around 2.5% - 3.5% (prev. ~ 3.0% – 4.0%)
<b>Tires</b> sales Adj. EBIT <sup>1</sup> margin	Around €13.5 bn – €14.5 bn (prev. ~ €14.0 bn – €15.0 bn) Around 13.0% – 14.0%
<b>ContiTech</b> sales Adj. EBIT <sup>1</sup> margin	Around €6.6 bn – €7.0 bn Around 6.5% - 7.0% (prev. ~ 6.5% – 7.5%)
<b>Contract Manufacturing</b> sales Adj. EBIT <sup>1</sup> margin	Around €200 mn – €300 mn Around 0%
<b>Adjusted free cash flow</b> <sup>2</sup>	Around €0.6 bn – €1.0 bn (prev. ~ €0.7 bn – €1.1 bn)
PPA amortization Special effects	Around -€100 mn Around -€350 mn (prev. ~ -€450 mn)
Financial result Tax rate	Around -€350 mn <sup>3</sup> Around 27%
Capex before financial investments in % of sales	Around 6.0% - 7.0%

Outlook is based on current FX rates.

<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.

Updated Guidance  
Previous Guidance





Thank you!

# Disclaimer

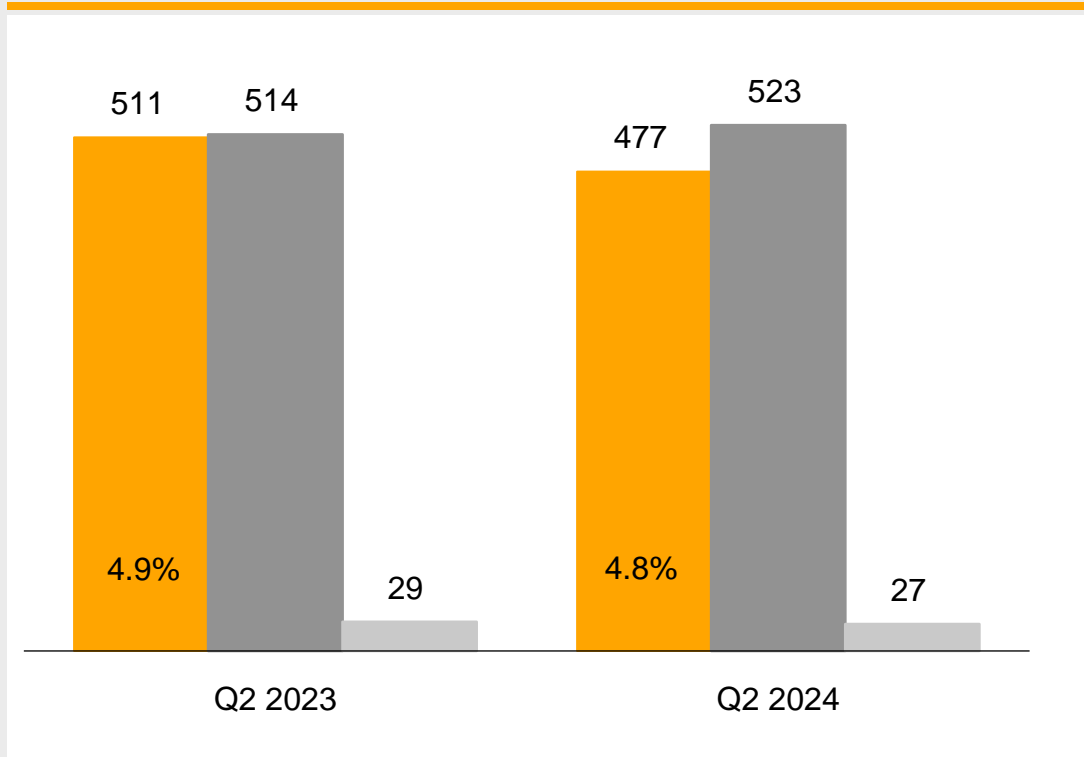
- › This presentation has been prepared by Continental Aktiengesellschaft solely in connection with the Analyst and Investor Call on August 7, 2024, and the subsequent analyst and investor meetings. It has not been independently verified. It does not constitute an offer, invitation or recommendation 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.
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- › 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

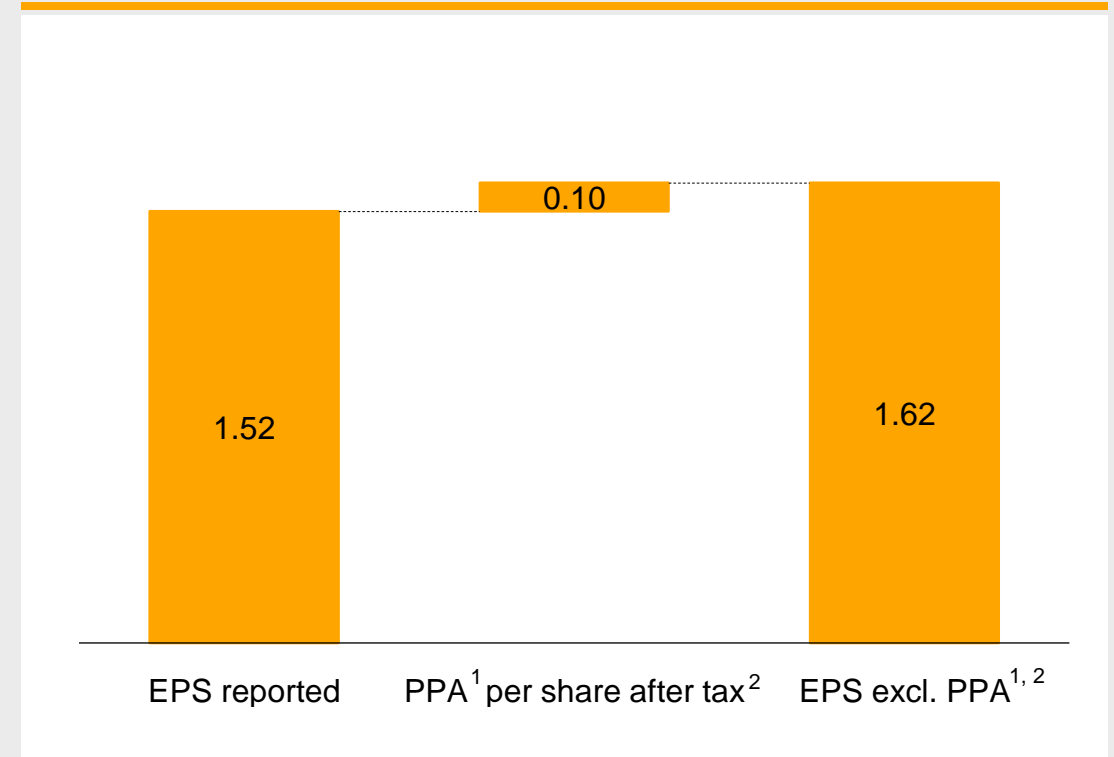
# Back-up

## Capex, Depreciation and Earnings per Share – Q2 2024

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

# Automotive

## Regional Production vs. Sales Growth in H1 2024

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

Δ Y-o-Y in %

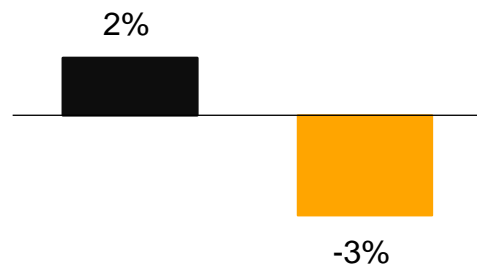


### Europe: share of sales<sup>1</sup>

H1 2023	50%
H1 2024	50%

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

Δ Y-o-Y in %

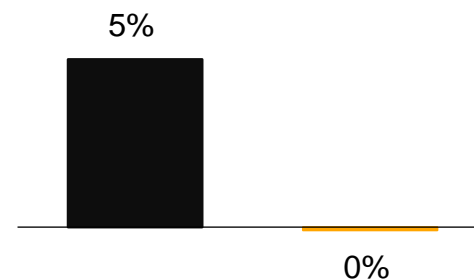


### North America: share of sales<sup>1</sup>

H1 2023	22%
H1 2024	22%

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

Δ Y-o-Y in %

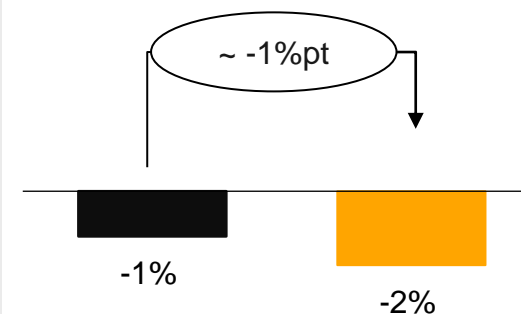


### China: share of sales<sup>1</sup>

H1 2023	13%
H1 2024	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).

# Fact Sheets

## 2023 – H1 2024

# Fact Sheets

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

Sales in € millions	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	5,015	5,133	5,029	5,118	20,295	4,813	4,956			
Tires	3,463	3,459	3,429	3,607	13,958	3,290	3,399			
ContiTech	1,731	1,742	1,711	1,658	6,842	1,647	1,646			
Contract Manufacturing	154	136	115	107	512	80	55			
Other/ Hold./ Cons.	-57	-44	-43	-42	-187	-43	-53			
<b>Group</b>	<b>10,306</b>	<b>10,426</b>	<b>10,240</b>	<b>10,448</b>	<b>41,421</b>	<b>9,788</b>	<b>10,003</b>			

adj. EBIT <sup>1</sup> in € millions	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	39	-28	142	246	400	-205	133			
Tires	461	471	454	491	1,877	386	498			
ContiTech	113	113	111	118	455	88	116			
Contract Manufacturing	10	6	-8	1	8	1	1			
Other/ Hold./ Cons.	-47	-61	-58	-48	-214	-73	-44			
<b>Group</b>	<b>574</b>	<b>501</b>	<b>642</b>	<b>808</b>	<b>2,525</b>	<b>196</b>	<b>704</b>			

Changes Y-o-Y in %	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	18.1	19.0	1.8	6.2	10.8	-4.0	-3.4			
Tires	5.1	2.3	-5.4	-2.6	-0.3	-5.0	-1.7			
ContiTech	10.2	8.0	-1.0	-1.4	3.7	-4.8	-5.5			
Contract Manufacturing	-26.5	-23.9	-22.2	-17.1	-23.0	-48.0	-59.8			
<b>Group</b>	<b>11.1</b>	<b>10.4</b>	<b>-1.5</b>	<b>1.5</b>	<b>5.1</b>	<b>-5.0</b>	<b>-4.1</b>			

adj. EBIT <sup>1</sup> margin in %	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	0.8	-0.5	2.8	4.8	2.0	-4.3	2.7			
Tires	13.4	13.7	13.3	13.6	13.5	11.7	14.7			
ContiTech	6.5	6.5	6.5	7.1	6.7	5.4	7.1			
Contract Manufacturing	6.2	4.4	-7.4	0.9	1.6	0.9	2.6			
<b>Group</b>	<b>5.6</b>	<b>4.8</b>	<b>6.3</b>	<b>7.7</b>	<b>6.1</b>	<b>2.0</b>	<b>7.0</b>			

Changes Y-o-Y in %	2024				
	Q1	Q2	Q3	Q4	Year
Automotive	-629.6	576.0			
Tires	-16.2	5.9			
ContiTech	-22.2	2.7			
Contract Manufacturing	-92.7	-76.1			
<b>Group</b>	<b>-65.8</b>	<b>40.6</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 € millions	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	269	218	251	243	982	12	281			
Tires	660	576	637	713	2,586	570	687			
ContiTech	172	174	170	177	693	147	164			
Contract Manufacturing	16	13	-3	3	29	4	4			
Other/ Hold./ Cons.	-47	-61	-55	-47	-211	-72	-41			
<b>Group</b>	<b>1,070</b>	<b>920</b>	<b>1,000</b>	<b>1,089</b>	<b>4,079</b>	<b>661</b>	<b>1,095</b>			

EBITDA margin in %	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	5.4	4.2	5.0	4.8	4.8	0.3	5.7			
Tires	19.1	16.7	18.6	19.8	18.5	17.3	20.2			
ContiTech	9.9	10.0	10.0	10.7	10.1	8.9	10.0			
Contract Manufacturing	10.6	9.2	-2.8	2.9	5.6	5.3	7.4			
<b>Group</b>	<b>10.4</b>	<b>8.8</b>	<b>9.8</b>	<b>10.4</b>	<b>9.8</b>	<b>6.8</b>	<b>10.9</b>			

Changes Y-o-Y in %	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	348.2	70.5	-24.2	-45.1	2.0	-95.5	28.7			
Tires	-13.8	-14.2	1.3	23.1	-2.2	-13.7	19.2			
ContiTech	19.2	128.0	-0.1	85.3	42.5	-14.7	-5.6			
Contract Manufacturing	-22.8	0.2	-199.1	-59.9	-35.4	-74.0	-67.7			
<b>Group</b>	<b>14.8</b>	<b>8.4</b>	<b>-7.3</b>	<b>-1.6</b>	<b>2.8</b>	<b>-38.2</b>	<b>19.0</b>			

EBIT in € millions	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	16	-39	-3	-31	-57	-255	9			
Tires	458	373	440	471	1,743	374	489			
ContiTech	96	98	90	96	380	73	89			
Contract Manufacturing	9	6	-9	-1	5	1	1			
Other/ Hold./ Cons.	-48	-61	-58	-50	-217	-74	-44			
<b>Group</b>	<b>531</b>	<b>377</b>	<b>461</b>	<b>485</b>	<b>1,854</b>	<b>118</b>	<b>544</b>			

EBIT margin in %	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	0.3	-0.8	-0.1	-0.6	-0.3	-5.3	0.2			
Tires	13.2	10.8	12.8	13.1	12.5	11.4	14.4			
ContiTech	5.6	5.6	5.3	5.8	5.6	4.4	5.4			
Contract Manufacturing	6.1	4.3	-7.7	-1.4	1.0	0.8	2.5			
<b>Group</b>	<b>5.2</b>	<b>3.6</b>	<b>4.5</b>	<b>4.6</b>	<b>4.5</b>	<b>1.2</b>	<b>5.4</b>			

Changes Y-o-Y in %	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	107.6	92.3	99.4	-118.2	94.1	-1,733.6	123.4			
Tires	-18.0	-4.2	7.1	29.1	1.1	-18.2	30.9			
ContiTech	39.1	1,413.1	0.9	519.5	128.3	-24.6	-8.8			
Contract Manufacturing	-19.4	65.1	-65.4	-179.0	-46.0	-93.1	-76.6			
<b>Group</b>	<b>41.5</b>	<b>328.8</b>	<b>3,676.1</b>	<b>-8.8</b>	<b>145.6</b>	<b>-77.7</b>	<b>44.5</b>			

# Fact Sheets

## Reported and Adjusted H1 2024 Results

€ millions	Automotive		Tires		ContiTech		Contract Manufacturing		Other/ Hold./ Cons.		Group	
	H1 2023	H1 2024	H1 2023	H1 2024	H1 2023	H1 2024	H1 2023	H1 2024	H1 2023	H1 2024	H1 2023	H1 2024
<b>Sales</b>	10,148	9,770	6,922	6,689	3,473	3,294	291	135	-101	-96	20,732	19,791
<b>EBIT</b>	-24	-246	831	863	194	162	15	2	-109	-119	908	663
in % of sales	-0.2%	-2.5%	12.0%	12.9%	5.6%	4.9%	5.3%	1.5%			4.4%	3.3%
Amortization of intangible assets from PPA	30	28	3	3	27	24					60	55
Total special effects	1	145	109	18	4	18	0	0	1	2	114	183
Total consolidation effects	4		-12	0	1	0					-7	0
<b>Total consolidation and special effects</b>	<b>5</b>	<b>145</b>	<b>97</b>	<b>18</b>	<b>4</b>	<b>17</b>	<b>0</b>	<b>0</b>	<b>1</b>	<b>2</b>	<b>107</b>	<b>182</b>
<b>Adjusted operating result (adj. EBIT) <sup>1</sup></b>	<b>11</b>	<b>-72</b>	<b>931</b>	<b>884</b>	<b>225</b>	<b>203</b>	<b>15</b>	<b>2</b>	<b>-108</b>	<b>-117</b>	<b>1,075</b>	<b>900</b>
in % of adjusted sales	0.1%	-0.7%	13.5%	13.2%	6.5%	6.2%	5.3%	1.6%			5.2%	4.6%

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

# Fact Sheets

## Automotive: Pro-forma Restatement Dissolution Smart Mobility FY 2023<sup>1</sup>

Sales in € millions	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility	829	867	866	878	3,440	847	831			
Architecture and Networking	1,106	1,132	1,174	1,136	4,548	1,132	1,212			
Safety and Motion	1,869	1,909	1,895	1,941	7,614	1,803	1,866			
Software and Central Technologies	350	364	345	358	1,417	320	369			
User Experience	928	929	820	871	3,548	767	743			
<b>Automotive</b>	<b>5,015</b>	<b>5,133</b>	<b>5,029</b>	<b>5,118</b>	<b>20,295</b>	<b>4,813</b>	<b>4,956</b>			

<sup>1</sup> January 1, 2024, the former SMY business area was dissolved into AM, AN and SCT. The 2023 figures are displayed accordingly on a pro-forma basis.

## 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

### 2025

Full-Year Results	March 2025
Annual Shareholders' Meeting	April 25, 2025
Q1 Quarterly Statement	May 2025
Half-Year Financial Report	August 2025
Nine-Month Quarterly Statement	November 2025

### Upcoming Roadshows and Conferences

- › **Q2 2024 Roadshow (CEO)**
  - › August 8-9, virtual
- › **Roadshow Nordics**
  - › End of August
- › **Morgan Stanley Industrial CEOs Unplugged Conference (CEO)**
  - › September 4-5, London
- › **Commerzbank / ODDO BHF Corporate Conference (CEO Tires)**
  - › September 4, Frankfurt
- › **Roadshow Italy**
  - › September 16, Milan
- › **Roadshow Spain**
  - › September 17, Madrid
- › **Bank of America European Conference (CEO Tires)**
  - › September 23-24, virtual
- › **Goldman Sachs & Berenberg Conference (CFO)**
  - › September 24, Munich
- › **Baader Investment Conference**
  - › September 25, Munich

# References

## Useful Links to Continental Websites

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Investor Relations

[Investor Relations](#)

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Capital Market Day

[Capital Market Day 2023](#)

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Latest Presentations

[Presentations](#)

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Events

[Events](#)

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Investor Presentation (Fact Book)

[Investor Presentation 2024](#)

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Sustainability

[Sustainability](#)

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Integrated Sustainability Report

[Integrated Sustainability Report 2023](#)

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Corporate Governance Principles

[Corporate Governance Principles](#)

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Corporate Governance Presentation

[Corporate Governance Presentation 2024](#)

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Shares

[Shares](#)

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Debt and Rating

[Debt and Rating](#)

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