



## H1 2020 Results

Hanover – August 5, 2020

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Wolfgang Schaefer – CFO

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# 1 | Current Market Assumptions

Negative Q2 Volume Development With High Uncertainty Persisting in Q3

	Vehicle Production				Replacement Tires			
	Passenger Cars & Light Trucks 		Commercial Vehicles 		Passenger Cars & Light Trucks 		Commercial Vehicles 	
	Q2 2020	Q3e 2020	Q2 2020	Q3e 2020	Q2 2020	Q3e 2020	Q2 2020	Q3e 2020
Europe 	~ -63%	-10% to -20%	~ -50%	-20% to -30%	~ -25%	-10% to -15%	~ -17%	-5% to -10%
North America   	~ -69%	-5% to -15%	~ -66%	-45% to -55%	~ -30%	-5% to -10%	~ -14%	-5% to -10%
China 	~ +9%	0% to -10%	~ +45%	0% to -10%	~ +4%	0% to +5%	n. a.	n. a.
<b>Worldwide</b> 	~ -45%	<b>-10% to -20%</b>	~ -25%	<b>-20% to -30%</b>	~ -20%	<b>-5% to -10%</b>	n. a.	n. a.

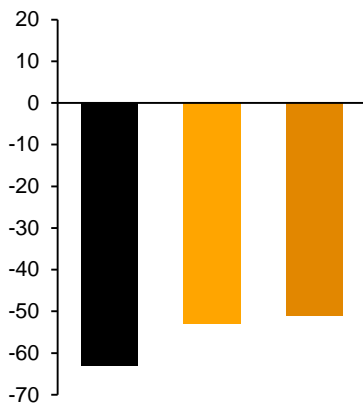
Q3e = Q3 estimates.  
Sources: IHS, own estimates.

## 2 | Group Highlights

### Comparison of Regional Production vs. Sales Growth by Group Sectors in Q2 2020

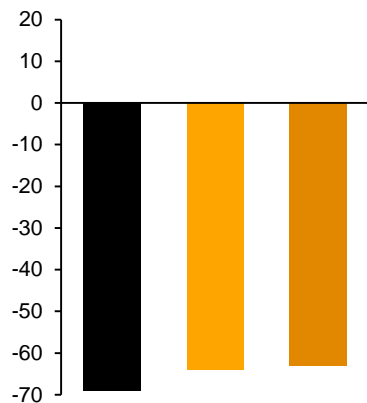
#### Europe<sup>1</sup>

Δ Y-o-Y in %



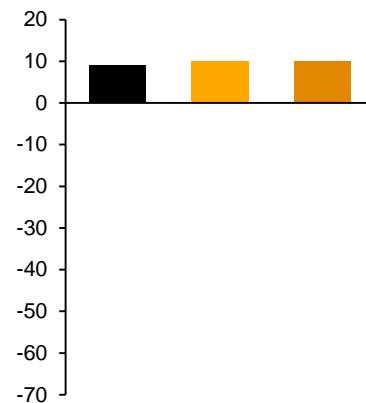
#### North America<sup>1</sup>

Δ Y-o-Y in %



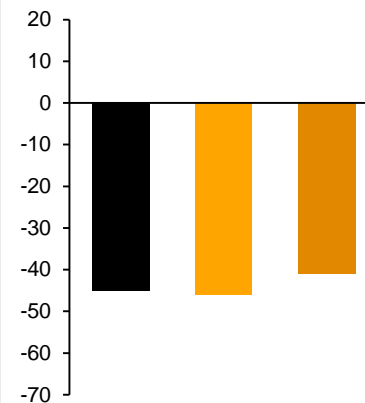
#### China<sup>1</sup>

Δ Y-o-Y in %



#### Worldwide<sup>2</sup>

Δ Y-o-Y in %



#### Europe share of sales

	Automotive	Powertrain
Q2 2020	43%	40%
Q2 2019	49%	47%

#### North America share of sales

	Automotive	Powertrain
Q2 2020	16%	15%
Q2 2019	25%	24%

#### China share of sales

	Automotive	Powertrain
Q2 2020	28%	32%
Q2 2019	13%	17%

- Global outperformance disadvantaged by regional mix
- Outperformance achieved in all major regions

■ PC&LT production ■ Automotive Technologies sales ■ Powertrain Technologies sales

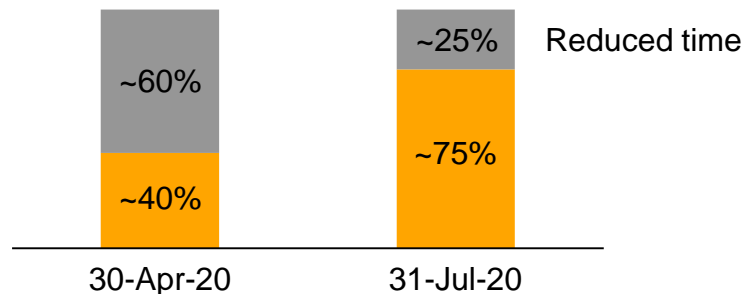
<sup>1</sup> Shown as change in reported sales Y-o-Y; China incl. Hong Kong

<sup>2</sup> Shown as change in organic sales Y-o-Y

## 2 | Group Highlights

### Our COVID-19 Measures – H1 Update

#### Workforce Management (number of employees)



- › Reduced time schemes adjusted in line with market development
  - › Short-time work, working time reduction, unpaid leave, suspension of employment
  - › Reduction of time saving accounts, compulsory leave
- › Remaining flexible with labor cost agility measures to adapt to changing business requirements

#### Cost Management

- › Fixed costs reduced by >€400 mn / >10% versus prior year Q2
  - › Labor cost agility and voluntary salary reductions
  - › Tight expense management in all categories: production, R&D, marketing, administration, etc.
- › On track to achieve target of >5% reduction in fixed costs (excluding D&A) on a full year basis

#### Cash Management

- › Cancellations or temporary postponement of investments wherever possible
- › Significant capex reduction; -43% in Q2 2020 and -35% in H1 2020 Y-o-Y
- › Increased target to reduce capex at least 25% below prior year
- › Continued active optimization of working capital
  - › Tire inventories managed with production shutdowns
  - › Receivables developing in line with increasing sales
  - › Payables to gradually increase with improvement in business activity

## 2 | Group Highlights

### Update on Current Structural Program with More Measures in Preparation

#### Performance and cost management

- ✓ Labor force adaption Y-o-Y
  - ✓ Group: -5.1%
  - ✓ Automotive: -3.1%
  - ✓ Rubber: -5.1%
  - ✓ Powertrain: -10.0%

Further measures in preparation

#### Footprint

- ✓ Additional closures approved
  - ✓ Rubi, Spain
  - ✓ Nogales, Mexico
  - ✓ Numerous ContiTech locations in Europe, North America and Asia

Ongoing preparations for additional measures

#### Portfolio

- ✓ Ramp down of analog instrumentation
- ✓ Phase out non-core ICE businesses
- ✓ Portfolio pruning at ContiTech

Evaluation of exit / phase-out of further businesses and (sub)segments

#### Additional measures

- › Vehicle production not expected to reach 2017 level until after 2025 at the earliest
- › Further cost savings of several hundred million euros in preparation with impact until 2022

Discussions with labor representatives underway; details to be communicated as soon as possible

**~€500 million**

Reduction in gross costs annually starting 2023

**~€1.1 billion**

one-time costs, mostly incurred by end of 2020

## 2 | Group Highlights

### Most Important KPIs for H1 2020

	H1 2019	H1 2020	Delta	Comments
Sales	€22.3 bn	€16.5 bn	-25.9%	Organic growth -25.7%; FX -€172 mn
Adjusted EBIT <sup>1</sup>	€1,749 mn	-€202 mn	-€1,951 mn	
Adjusted EBIT <sup>1</sup> margin	7.8%	-1.2%	-900 bps	
PPA <sup>2</sup>	-€91 mn	-€94 mn		
Special effects	-€80 mn	-€98 mn		
Carve-out effects	-€20 mn	-€38 mn		
Restructuring	-€53 mn	-€145 mn		Structural program: -€101 mn
Other effects	-€7 mn	€85 mn		Gain from sale of SAS JV: €157 mn
NIAT <sup>3</sup>	€1,060 mn	-€449 mn	-€1,509 mn	
Free cash flow before acquisitions excluding carve-out effects	-€609 mn	-€1,696 mn	-€1,087 mn	
Gearing ratio	31%	41%		
Equity ratio	41%	36%		
Trailing ROCE <sup>4</sup>	13.5%	-9.2%	-2,270 bps	

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

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

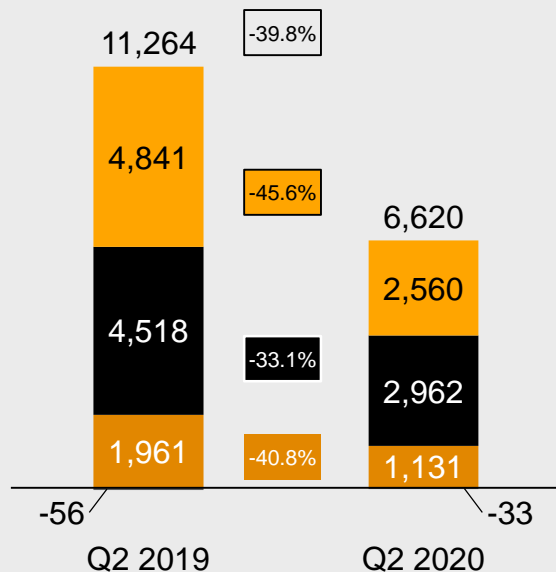
<sup>3</sup> Attributable to the shareholders of the parent

<sup>4</sup> Trailing ROCE is calculated as reported EBIT for the last twelve months (LTM) divided by average operating assets for the LTM

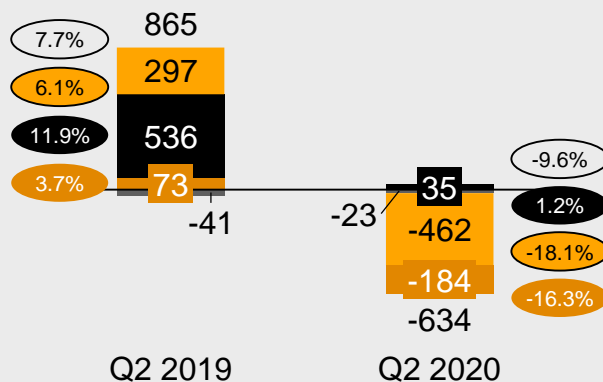
## 2 | Group Highlights

### Q2 2020 – Sales and Earnings Performance

#### Sales (€ mn)



#### Adjusted EBIT<sup>1</sup> (€ mn)



#### Sales

- › Sales drop sharply driven by OE business (-47% Y-o-Y) with lower impact in non-OE (-23% Y-o-Y)
- › Outperformance
  - › Automotive Technologies: ~ -100 bps
  - › Powertrain Technologies: ~ +400 bps

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

- › Margins impacted by lower volumes
- › Operating leverage<sup>2</sup> supported by cost cutting
  - › Group: 32% (Q1: 38%)
  - › Automotive Technologies: 33% (Q1: 39%)
  - › Rubber Technologies: 32% (Q1: 32%)
  - › Powertrain Technologies: 31% (Q1: 38%)

■ Automotive Technologies 
 ■ Rubber Technologies 
 ■ Powertrain Technologies 
 ■ Consolidation | 
 □ Organic Growth<sup>3</sup> | 
 ○ Adj. EBIT Margin<sup>1</sup>

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

<sup>2</sup> Operating leverage: Delta adjusted EBIT / delta adjusted sales

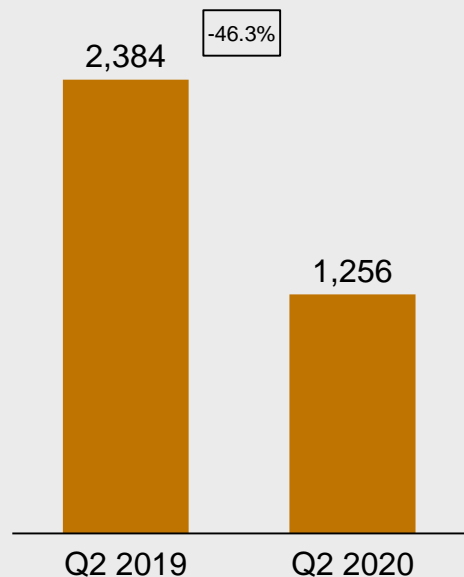
<sup>3</sup> Before changes in the scope of consolidation and exchange-rate effects



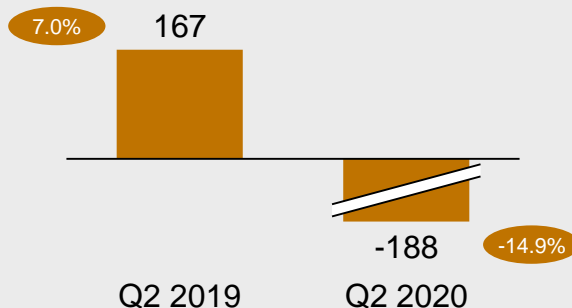
### 3 | Automotive Technologies

## Q2 2020 – Autonomous Mobility and Safety

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



□ Organic Growth<sup>3</sup> | ● Adj. EBIT Margin<sup>1</sup>

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

<sup>2</sup> Operating leverage: Delta adjusted EBIT / delta adjusted sales

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

### Sales

- › Europe and North America impacted heavily, while China recorded positive growth
- › Negative volume development across all business units
- › Outperformance: ~ -100 bps

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

- › Operating leverage<sup>2</sup>: 31% (Q1: 38%)
- › Substantial impact on profitability from volume decline partially mitigated by cost savings

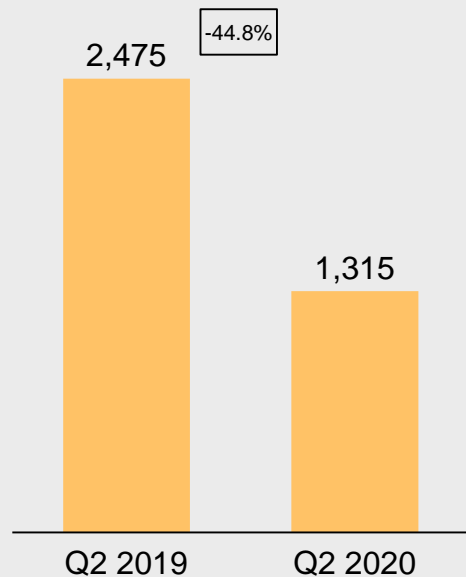
### Order intake: €2.6 bn

- › Impact from COVID-19 on bidding activity, most notably in ADAS
- › Biggest orders related to Vehicle Dynamics and Passive Safety & Sensorics

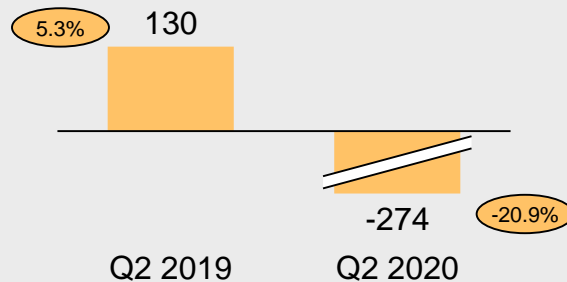
### 3 | Automotive Technologies

## Q2 2020 – Vehicle Networking and Information

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



□ Organic Growth<sup>3</sup> | ○ Adj. EBIT Margin<sup>1</sup>

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

<sup>2</sup> Operating leverage: Delta adjusted EBIT / delta adjusted sales

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

### Sales

- › Europe and North America were hit hardest but less impact in Asia
- › Negative volume development across all business units
- › Outperformance: ~ 0 bps

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

- › Operating leverage<sup>2</sup>: 35% (Q1: 40%)
- › Margin affected by lower volumes but partly compensated by cost savings
- › Aided by positive tailwind from FX effects

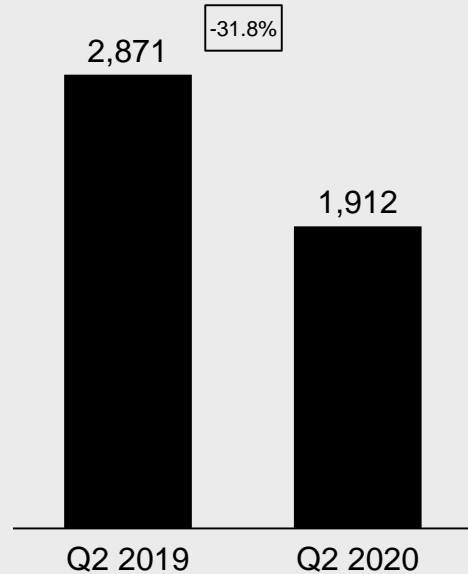
### Order intake: €1.2 bn

- › Impact from COVID-19 on bidding activity
- › CoSmA smartphone-based access systems to commence production at 3 major OEs in 2021

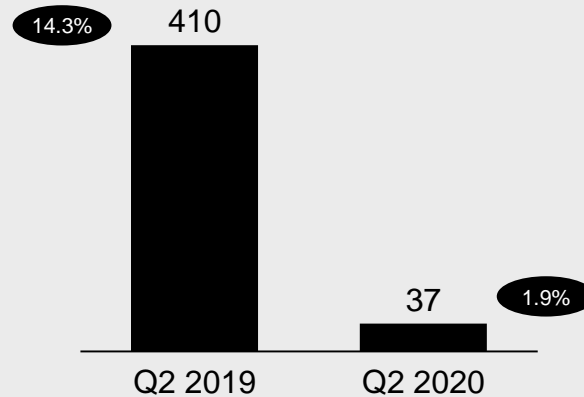
# 4 | Rubber Technologies

## Q2 2020 – Tires

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



□ Organic Growth<sup>3</sup> | ● Adj. EBIT Margin<sup>1</sup>

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

<sup>2</sup> Operating leverage: Delta adjusted EBIT / delta adjusted sales

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

### Sales

- › Volume: -32.1%
  - › Negative impacts in all regions except China
  - › Replacement volumes in Europe and North America continuously improving
- › Price/mix: +0.3%
  - › Negative OE pricing more than offset by mix and positive replacement pricing

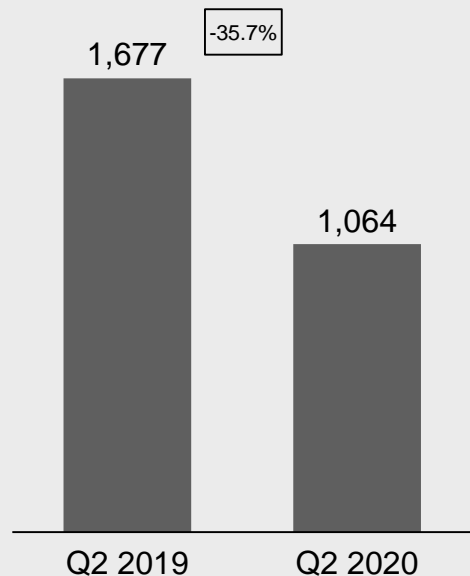
### Adjusted EBIT<sup>1</sup>

- › Operating leverage<sup>2</sup>: 39% (Q1: 44%)
- › Substantial impact on profitability from volume decline and ramp-down and ramp-up costs
- › Margins supported by fixed cost reductions
- › Minimal tailwind from raw materials

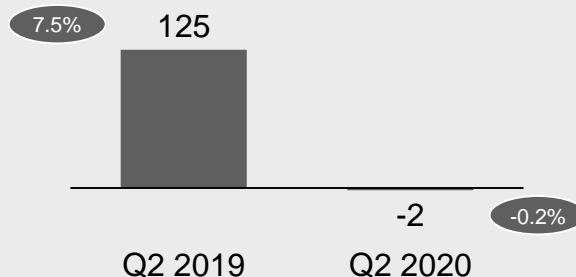
## 4 | Rubber Technologies

### Q2 2020 – ContiTech

#### Sales (€ mn)



#### Adjusted EBIT<sup>1</sup> (€ mn)



□ Organic Growth<sup>3</sup> | ● Adj. EBIT Margin<sup>1</sup>

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

<sup>2</sup> Operating leverage: Delta adjusted EBIT / delta adjusted sales

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

#### Sales

- › OE business declined organically by 50%, while industrial and aftermarket down organically by only 21%
- › €18 mn consolidation effect from Merlett acquisition

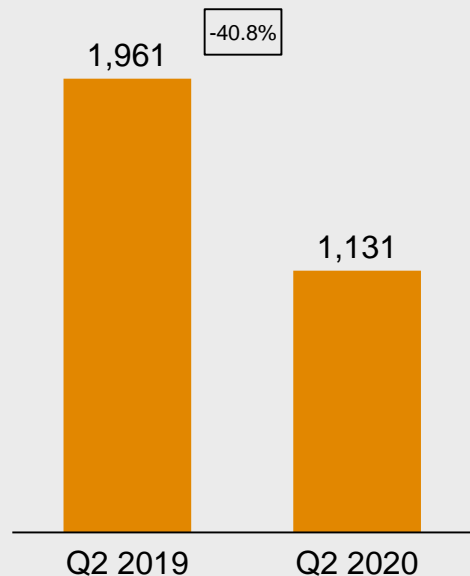
#### Adjusted EBIT<sup>1</sup>

- › Operating leverage<sup>2</sup>: 20% (Q1: 1%)
- › Volume declines could not be fully compensated by margin enhancement measures and fixed cost reduction
- › Implementation of further footprint adjustment measures underway in locations in Europe, North America and Asia

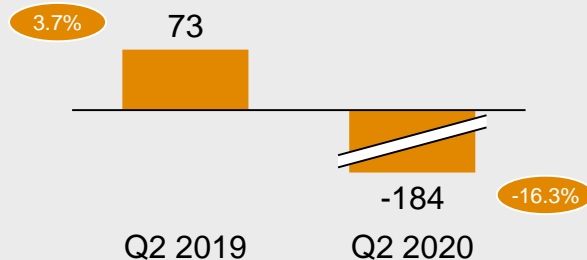
# 5 | Powertrain Technologies

## Q2 2020 – Powertrain

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



□ Organic Growth<sup>3</sup> | ● Adj. EBIT Margin<sup>1</sup>

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

<sup>2</sup> Operating leverage: Delta adjusted EBIT / delta adjusted sales

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

<sup>4</sup> Former business unit Hybrid and Electric Vehicle

### Sales

- › Decline mainly driven by ECUs, hydraulic and mechanical components
- › Emission control systems less affected by decline in demand
- › Stable sales in Electrification Technology<sup>4</sup>; sales of €54 mn vs. €55 mn in Q2 2019

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

- › Operating leverage<sup>2</sup>: 31% (Q1: 38%)
- › Volume decline partially mitigated by cost savings, especially labor costs
- › Margin ex. Electrification Technology<sup>4</sup> of -10.1%

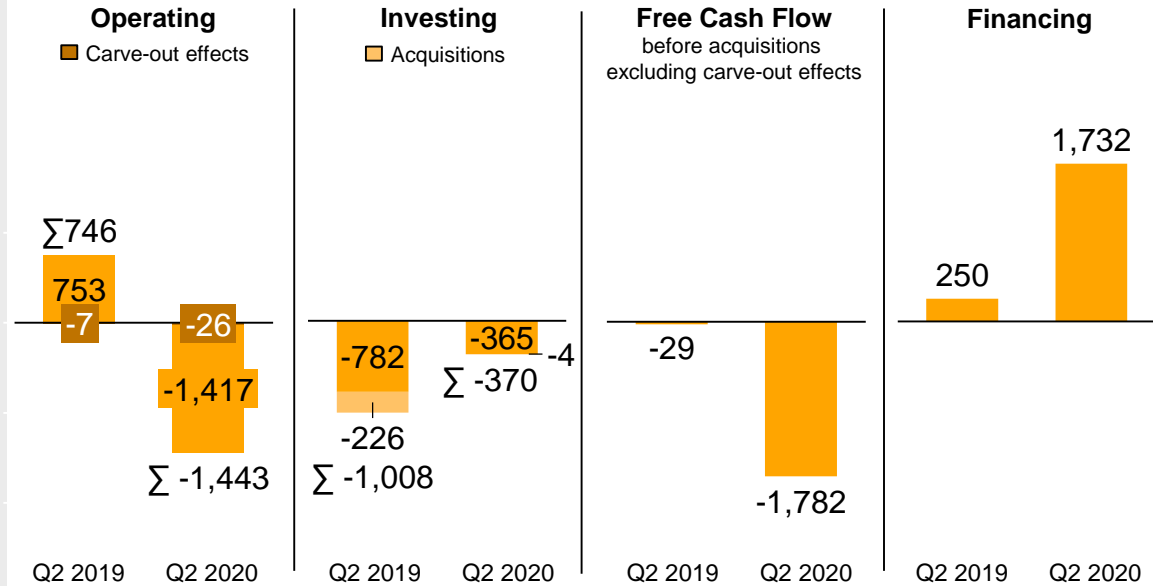
### Order intake: €1.5 bn

- › Impact from COVID-19 on bidding activity
- › Delayed sourcing decisions for sizable electronics and electrification projects

## 6 | Cash Flow and Liquidity

### Free Cash Flow Negatively Impacted by Temporary Working Capital Effects

#### Cash Flow Q2 2020 (€ mn)



#### Operating Cash Flow

- › Impacted by lower EBIT as well as negative working capital effects, especially lower payables

#### Investing Cash Flow

- › Capex 49% below prior year

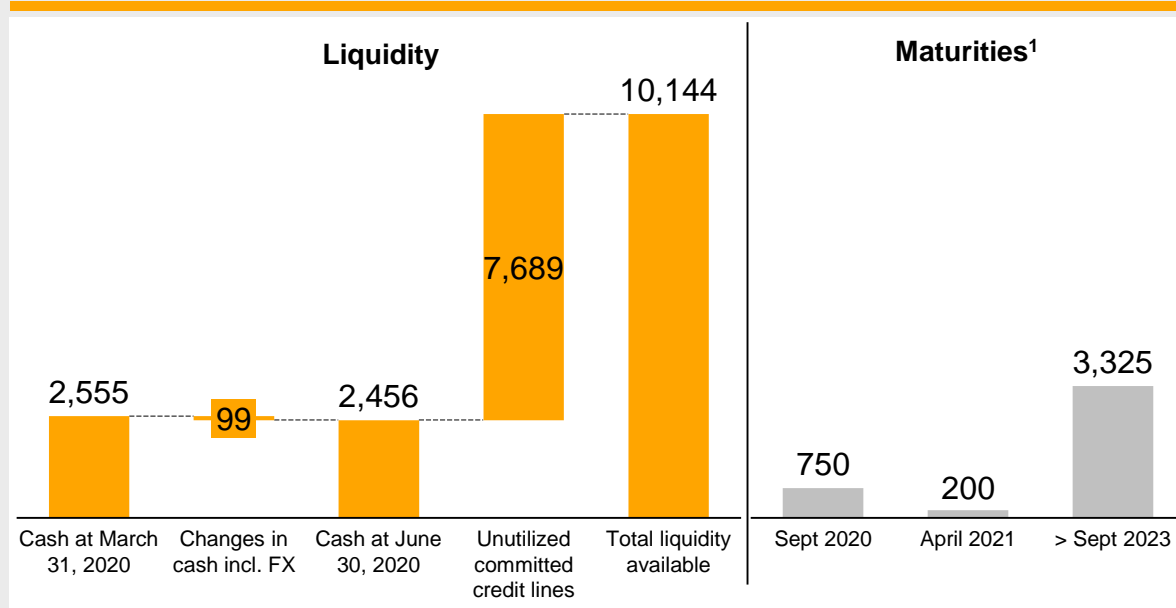
#### Financing Cash Flow

- › 3 bonds issued with total volume of €2,125 mn
- › Dividend payment occurred on July 17, 2020 (PY: May 2, 2019)

# 6 | Cash Flow and Liquidity

## Financial Position Remains Solid

### Liquidity and Maturities (€ mn)



#### Credit Lines

- › Unutilized committed credit lines consisting of:
  - › 2019 syndicated loan facility of €4 bn with expiring in December 2024
  - › 2020 syndicated loan facility of €3 bn with expiration in May 2021, with two prolongation terms of six months each
- › Availability of the credit facilities is not subject to financial covenants or ratings triggers

#### Bonds

- › 3 bonds with total volume of €2,125 mn issued under Debt Issuance Programme in Q2 2020
- › No bonds subject to financial covenants or rating triggers

<sup>1</sup> Amounts shown are nominal values

# 7 | Summary

## Review Q2 2020

- › Group Y-o-Y organic growth of -39.8%
  - › Outperformance achieved in all major regions
- › Group operating leverage in Q2: 32% (Q1: 38%)
  - › Sequential improvement in operating leverage supported by >€400mn in fixed cost savings
- › Successful implementation of mitigation measures
  - › Substantial portion of workforce in reduced time
  - › Cost reduction activities
  - › Temporary measures to postpone investments
  - › Working capital optimization

## Our Priorities

- › Health and safety of our employees
- › Sustain solid financial position
  - › Strict cost reduction discipline to be maintained for foreseeable future
  - › Continued flexibility with labor cost measures
  - › Target: >5% Y-o-Y reduction in fixed costs (excluding D&A)
  - › Target: capex at least 25% below prior year
- › Maintain resiliency of supply chain
- › Vitesco Technologies spin-off
  - › Postponement of spin-off until market conditions and visibility improve
  - › Further preparations balanced with near-term cost & cash discipline
- › Ongoing structural program
  - › Continued implementation of announced measures
  - › Additional measures to consider potentially more challenging mid-term market development



# Thank you!



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# Disclaimer

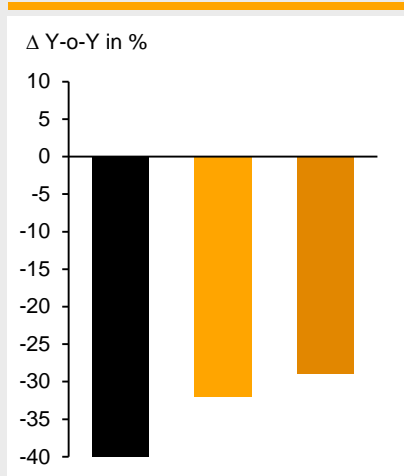
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- › Unless otherwise stated, all amounts are shown in millions of euro. Please note that differences may arise as a result of the use of rounded amounts and percentages.
- › Adjustment to the consolidated financial statements as at March 31, 2020: As part of the change in the accounting policy for revenue recognition for subsidiaries in China, the Continental Group recognized the following amounts in the first quarter of 2020 as a result of an error correction in accordance with IAS 8, Accounting Policies, Changes in Accounting Estimates and Errors. Sales increased by €68.7 million to a total of €9,912.7 million for the Continental Group, while manufacturing costs rose by €68.9 million to a total of €7,652.1 million. In the consolidated statement of financial position, trade accounts receivable were adjusted by €81.6 million to a total of €7,323.9 million, cash and cash equivalents by €27.9 million to a total of €2,555.0 million, trade accounts payable by €74.9 million to a total of €6,727.8 million, and short-term other financial liabilities by €34.8 million to a total of €906.2 million. The effect on gross margin on sales and subsequent earnings figures of -€0.2 million is not material.

# Back-up

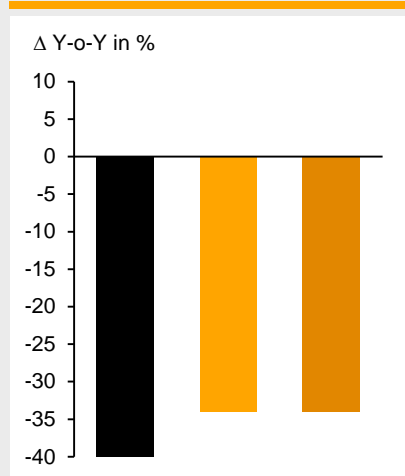
# Back-up

## Comparison of Regional Production vs. Sales Growth by Group Sectors in H1 2020

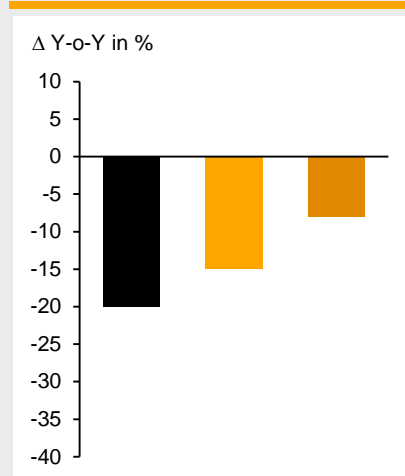
### Europe<sup>1</sup>



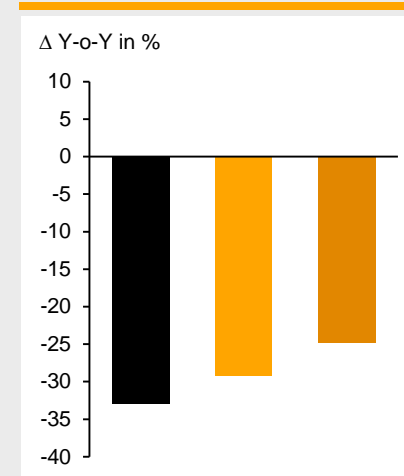
### North America<sup>1</sup>



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



### Worldwide<sup>2</sup>



### Europe share of sales

	Automotive	Powertrain
H1 2020	47%	46%
H1 2019	49%	48%

### North America share of sales

	Automotive	Powertrain
H1 2020	23%	21%
H1 2019	24%	24%

### China share of sales

	Automotive	Powertrain
H1 2020	16%	20%
H1 2019	14%	16%

- Global outperformance despite disadvantaged regional mix
- Outperformance achieved in all major regions

PC&LT production
  Automotive Technologies sales
  Powertrain Technologies sales

<sup>1</sup> Shown as change in reported sales Y-o-Y; China incl. Hong Kong

<sup>2</sup> Shown as change in organic sales Y-o-Y

# Back-up

## Key Historical Credit Metrics

(€ mn) <sup>1</sup>	2016	2017	2018	2019 <sup>5</sup>	LTM
<b>Statement of Cash Flows</b>					
Adjusted EBITDA	6,125	6,701	6,190	5,837	3,915
Reported EBITDA	6,057	6,679	6,236	4,977	3,099
Net cash interest paid	-112	-105	-91	-83	-124
Tax paid	-1,047	-1,122	-848	-866	-766
Change in net working capital <sup>2</sup>	-210	-484	60	-256	-506
Other <sup>3</sup>	250	253	-379	642	794
<b>Cash flow arising from operating activities</b>	<b>4,938</b>	<b>5,221</b>	<b>4,977</b>	<b>4,414</b>	<b>2,497</b>
<b>Cash flow arising from investing activities</b>	<b>-3,167</b>	<b>-3,468</b>	<b>-3,626</b>	<b>-3,653</b>	<b>-2,512</b>
- thereof acquisitions	-516	-596	-418	-488	-148
- thereof capex in PPE and intangibles	-2,708	-2,951	-3,285	-3,220	-2,719
<b>Cash flow before financing activities</b>	<b>1,771</b>	<b>1,753</b>	<b>1,351</b>	<b>762</b>	<b>-15</b>
<b>Cash flow before acquisitions</b>	<b>2,288</b>	<b>2,349</b>	<b>1,769</b>	<b>1,249</b>	<b>132</b>
<b>Statement of Financial Position</b>					
Cash and cash equivalents	2,107	1,882	2,761	3,342	2,456
Derivative instruments and interest-bearing investments	48	161	184	206	264
Total indebtedness	4,952	4,090	4,607	7,619	8,643
<b>Net indebtedness</b>	<b>2,798</b>	<b>2,048</b>	<b>1,661</b>	<b>4,072</b>	<b>5,924</b>
<b>Credit Ratios</b>					
<b>Net indebtedness / adjusted EBITDA</b>	<b>0.5x</b>	<b>0.3x</b>	<b>0.3x</b>	<b>0.7x</b>	<b>1.5x</b>
<b>Net cash interest paid coverage (ratio)<sup>4</sup></b>	<b>54.8x</b>	<b>63.6x</b>	<b>67.8x</b>	<b>70.4x</b>	<b>31.5x</b>

*Notes:*

1 Amounts shown may contain rounding differences

2 Includes changes in inventories, trade accounts receivable, trade accounts payable and discounted notes

3 Includes dividends received, income from equity-accounted and other investments, incl. impairment and reversal of impairment losses, Gains/losses from the disposal of assets, companies and business operations, as well as changes in employee benefits and other provisions and in other assets and liabilities

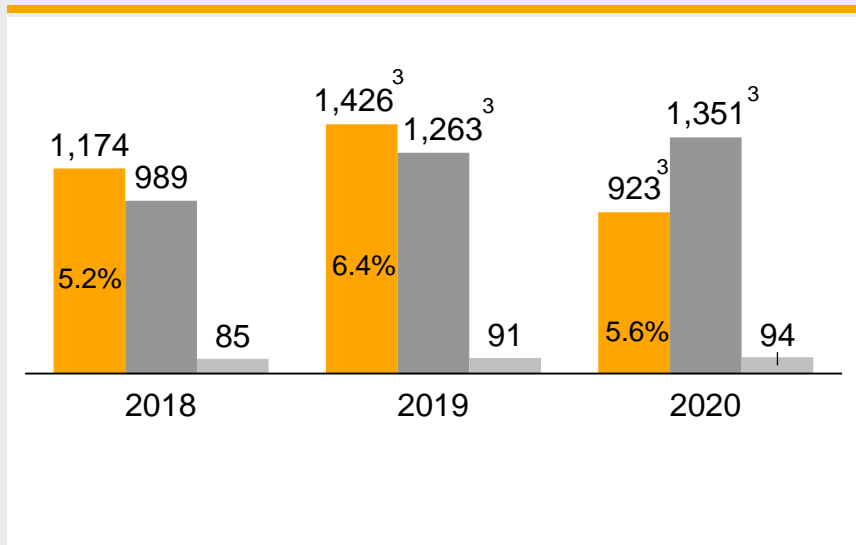
4 Adjusted EBITDA to net cash interest paid

5 The previous year's figures have been adjusted due to the change in recognition of interest and penalties on income taxes. To increase transparency, receivables from and liabilities to related parties have been reclassified from changes in other assets and liabilities to changes from trade accounts receivables and payables starting from 2019 reporting year. The figures from the comparative period have been adjusted accordingly

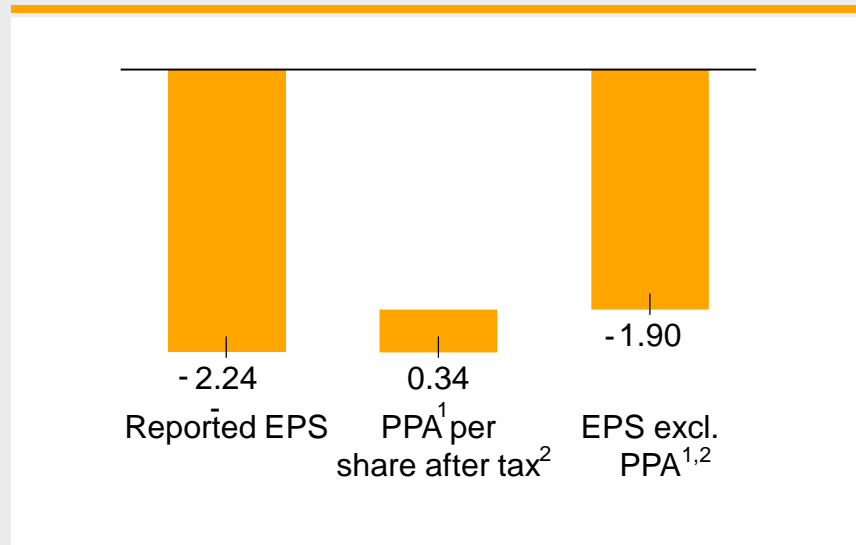
## Back-up

### Capex, Depreciation and Earnings per Share – Breakdown for H1 2020

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



EPS excl. PPA<sup>1,2</sup> (€)



■ Capex (PPE), 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%

<sup>3</sup> Including effects from IFRS 16

H1 2020 Results – August 5, 2020

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# Back-up

## Recent Bond Placements

Issuer	Conti-Gummi Finance B.V., Netherlands <sup>5</sup>	Conti-Gummi Finance B.V., Netherlands <sup>5</sup>	Continental AG
<b>Issue</b>	Senior Notes		
<b>Principal amount</b>	€750 mn	€625 mn	€750 mn
<b>Offering price</b>	99.559%	99.589%	98.791%
<b>Rating at issue date</b>	Baa2 (Moody's) BBB (Fitch <sup>1</sup> )	Baa2 (Moody's) BBB (Fitch)	Baa2 (Moody's) BBB (Fitch <sup>1</sup> )
<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>	2.125% p.a.	1.125% p.a.	2.500% p.a.
<b>Issue date</b>	May 27, 2020	June 25, 2020	May 27, 2020
<b>Maturity</b>	<b>Nov. 27, 2023</b>	<b>Sept. 25, 2024</b>	<b>Aug. 27, 2026</b>
<b>Interest payment</b>	Annual Nov. 27	Annual Sept. 25	Annual Aug. 27
<b>WKN</b>	A28XTQ	A28YEC	A28XTR
<b>ISIN</b>	XS2178585423	XS2193657561	XS2178586157
<b>Denomination</b>	€1,000 with minimum tradable amount €1,000	€1,000 with minimum tradable amount €1,000	€1,000 with minimum tradable amount €1,000

<sup>1</sup> Non-contracted rating at issue date

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

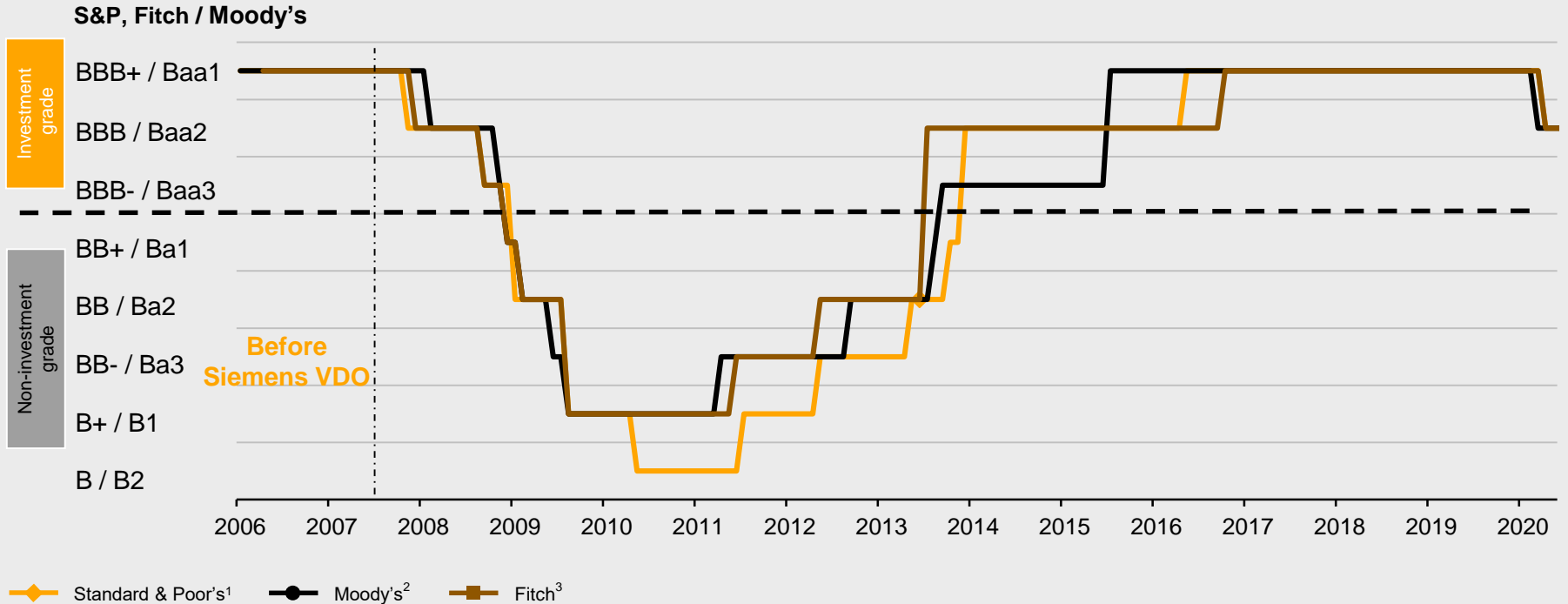
<sup>3</sup> Contracted rating since November 7, 2013

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

<sup>5</sup> Guaranteed by Continental AG

# Back-up

## Continental's Credit Rating



<sup>1</sup> Contracted rating since May 19, 2000

<sup>2</sup> Contracted rating since January 1, 2019

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



# Fact Sheets

## 2019 – H1 2020

# Fact Sheets

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

### Sales

Sales (€ mn)	2019					2020				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	2,359.0	2,384.0	2,289.8	2,348.8	9,381.6	2,060.3	1,256.2			
Vehicle Networking and Information	2,395.2	2,474.7	2,408.5	2,317.1	9,595.5	2,134.5	1,315.1			
Tires	2,830.5	2,871.0	2,990.1	3,036.4	11,728.0	2,483.5	1,912.2			
ContiTech	1,572.9	1,677.1	1,598.3	1,553.2	6,401.5	1,520.9	1,063.7			
Powertrain	2,005.6	1,961.4	1,925.8	1,909.5	7,802.3	1,829.0	1,131.2			
Other / Consolidation	-116.5	-104.2	-109.1	-100.7	-430.5	-115.5	-58.7			
<b>Continental Corporation / Group</b>	<b>11,046.7</b>	<b>11,264.0</b>	<b>11,103.4</b>	<b>11,064.3</b>	<b>44,478.4</b>	<b>9,912.7</b>	<b>6,619.7</b>			

Changes Y-o-Y in %	2019					2020				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	-6.1	-2.9	1.9	-1.1	-2.2	-12.7	-47.3			
Vehicle Networking and Information	-0.3	-2.5	2.4	-4.0	-1.2	-10.9	-46.9			
Tires	7.4	2.5	4.8	-0.9	3.3	-12.3	-33.4			
ContiTech	-1.8	2.9	2.6	-0.1	0.9	-3.3	-36.6			
Powertrain	3.1	-3.2	3.9	-0.4	0.8	-8.8	-42.3			
<b>Continental Corporation / Group</b>	<b>0.3</b>	<b>-1.0</b>	<b>2.9</b>	<b>-1.5</b>	<b>0.2</b>	<b>-10.3</b>	<b>-41.2</b>			

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

Adj. EBIT <sup>1</sup> (€ mn)	2019					2020				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	148.9	167.4				54.4	-187.7			
Vehicle Networking and Information	129.7	129.9				21.3	-274.4			
Tires	416.5	410.3				264.2	37.2			
ContiTech	118.0	125.4				116.8	-1.9			
Powertrain	78.9	72.5				11.9	-183.9			
Other / Consolidation	-7.7	-40.6				-36.9	-23.3			
<b>Continental Corporation / Group</b>	<b>884.3</b>	<b>864.9</b>				<b>431.7</b>	<b>-634.0</b>			

Adj. EBIT <sup>1</sup> margin in %	2019					2020				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	6.3	7.0				2.6	-14.9			
Vehicle Networking and Information	5.4	5.2				1.0	-20.9			
Tires	14.7	14.3				10.6	1.9			
ContiTech	7.5	7.5				8.1	-0.2			
Powertrain	3.9	3.7				0.7	-16.3			
<b>Continental Corporation / Group</b>	<b>8.0</b>	<b>7.7</b>				<b>4.4</b>	<b>-9.6</b>			

Changes Y-o-Y in %	2020				
	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	-63.5	-212.1			
Vehicle Networking and Information	-83.6	-311.2			
Tires	-36.6	-90.9			
ContiTech	-1.0	-101.5			
Powertrain	-84.9	-353.7			
<b>Continental Corporation / Group</b>	<b>-51.2</b>	<b>-173.3</b>			

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

# Fact Sheets

## EBITDA and EBIT by Quarter

### EBITDA

(€ mn)	2019					2020				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	270.0	292.7	260.4	322.2	1,145.3	151.3	-61.6			
Vehicle Networking and Information	235.4	269.7	32.4	44.9	582.4	276.3	-225.4			
Tires	610.0	597.8	613.8	676.1	2,497.7	471.6	241.8			
ContiTech	178.8	152.9	184.3	154.5	670.5	179.4	49.6			
Powertrain	186.0	185.4	-10.7	-168.2	192.5	116.5	-91.3			
Other / Consolidation	-6.5	-41.6	-30.8	-32.3	-111.2	-34.7	-21.2			
<b>Continental Corporation / Group</b>	<b>1,473.7</b>	<b>1,456.9</b>	<b>1,049.4</b>	<b>997.2</b>	<b>4,977.2</b>	<b>1,160.4</b>	<b>-108.1</b>			

Margin in %	2019					2020				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	11.4	12.3	11.4	13.7	12.2	7.3	-4.9			
Vehicle Networking and Information	9.8	10.9	1.3	1.9	6.1	12.9	-17.1			
Tires	21.6	20.8	20.5	22.3	21.3	19.0	12.6			
ContiTech	11.4	9.1	11.5	9.9	10.5	11.8	4.7			
Powertrain	9.3	9.5	-0.6	-8.8	2.5	6.4	-8.1			
<b>Continental Corporation / Group</b>	<b>13.3</b>	<b>12.9</b>	<b>9.5</b>	<b>9.0</b>	<b>11.2</b>	<b>11.7</b>	<b>-1.6</b>			

Changes Y-o-Y in %	2019					2020				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	-24.3	-9.8	18.5	3.2	-5.6	-44.0	-121.0			
Vehicle Networking and Information	-16.9	-13.6	-92.7	-87.2	-58.1	17.4	-183.6			
Tires	11.8	-7.3	1.7	-3.5	0.1	-22.7	-59.6			
ContiTech	-8.7	-18.0	25.7	-10.4	-4.4	0.3	-67.6			
Powertrain	-10.3	-15.4	-134.9	-243.3	-66.5	-37.4	-149.2			
<b>Continental Corporation / Group</b>	<b>-5.2</b>	<b>-12.1</b>	<b>-25.7</b>	<b>-38.1</b>	<b>-20.2</b>	<b>-21.3</b>	<b>-107.4</b>			

### EBIT

2019					2020				
Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
147.2	164.4	-590.9	159.0	-120.3	11.8	-193.9			
112.9	111.8	-1,465.8	-84.2	-1,325.3	139.6	-358.5			
414.0	398.2	391.4	448.0	1,651.6	256.6	31.0			
96.0	64.8	95.8	49.3	305.9	89.8	-39.3			
60.9	56.3	-367.8	-411.5	-662.1	-22.9	-244.3			
-7.7	-42.2	-33.2	-35.0	-118.1	-38.6	-24.1			
<b>823.3</b>	<b>753.3</b>	<b>-1,970.5</b>	<b>125.6</b>	<b>-268.3</b>	<b>436.3</b>	<b>-829.1</b>			

2019					2020				
Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
6.2	6.9	-25.8	6.8	-1.3	0.6	-15.4			
4.7	4.5	-60.9	-3.6	-13.8	6.5	-27.3			
14.6	13.9	13.1	14.8	14.1	10.3	1.6			
6.1	3.9	6.0	3.2	4.8	5.9	-3.7			
3.0	2.9	-19.1	-21.6	-8.5	-1.3	-21.6			
<b>7.5</b>	<b>6.7</b>	<b>-17.7</b>	<b>1.1</b>	<b>-0.6</b>	<b>4.4</b>	<b>-12.5</b>			

2019					2020				
Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
-41.8	-24.7	-634.3	-20.8	-115.4	-92.0	-217.9			
-38.8	-48.1	-530.2	-134.0	-234.1	23.6	-420.7			
4.7	-19.3	-13.0	-17.5	-12.2	-38.0	-92.2			
-21.2	-41.9	38.0	-47.2	-22.8	-6.5	-160.6			
-38.7	-49.1	-322.3	-12,759.4	-652.7	-137.6	-533.9			
<b>-19.2</b>	<b>-32.7</b>	<b>-331.4</b>	<b>-87.9</b>	<b>-106.7</b>	<b>-47.0</b>	<b>-210.1</b>			

# Fact Sheets

## Consolidated Statement of Income

(€ mn)	2020 1 - 6	2019 1 - 6	2020 Q2	2019 Q2
<b>Sales</b>	<b>16,532.4</b>	<b>22,310.7</b>	<b>6,619.7</b>	<b>11,264.0</b>
Cost of sales	-13,261.9	-16,878.1	-5,609.8	-8,523.5
<b>Gross margin on sales</b>	<b>3,270.5</b>	<b>5,432.6</b>	<b>1,009.9</b>	<b>2,740.5</b>
Research and development expenses	-2,133.0	-2,232.9	-989.4	-1,150.0
Selling and logistics expenses	-1,225.0	-1,346.7	-562.2	-679.4
Administrative expenses	-571.2	-585.9	-288.2	-294.6
Other income	813.6	723.0	284.2	413.9
Other expenses	-551.1	-425.4	-284.6	-282.3
Income from at-equity accounted investees	3.0	11.4	0.8	4.7
Other income from investments	0.4	0.5	0.4	0.5
<b>Earnings before interest and tax</b>	<b>-392.8</b>	<b>1,576.6</b>	<b>-829.1</b>	<b>753.3</b>
Interest income	49.9	59.1	23.6	29.5
Interest expense	-130.3	-142.4	-65.7	-72.1
Effects from currency translation	-19.0	-7.2	46.3	-2.3
Effects from changes in the fair value of derivative instruments and other valuation effects <sup>1</sup>	36.4	-7.5	-57.4	0.4
<b>Financial result</b>	<b>-63.0</b>	<b>-98.0</b>	<b>-53.2</b>	<b>-44.5</b>
<b>Earnings before tax</b>	<b>-455.8</b>	<b>1,478.6</b>	<b>-882.3</b>	<b>708.8</b>
Income tax expense	10.7	-396.3	144.8	-213.9
<b>Net income</b>	<b>-445.1</b>	<b>1,082.3</b>	<b>-737.5</b>	<b>494.9</b>
Non-controlling interests	-3.7	-22.3	-3.6	-10.1
<b>Net income attributable to the shareholders of the parent</b>	<b>-448.8</b>	<b>1,060.0</b>	<b>-741.1</b>	<b>484.8</b>
Basic earnings per share (in €)	-2.24	5.30	-3.70	2.42
Diluted earnings per share (in €)	-2.24	5.30	-3.70	2.42

<sup>1</sup> Other valuation effects: gains/losses debt instruments at amortized costs and G/L debt instruments non-SPPI

# Fact Sheets

## Consolidated Statement of Financial Position – Assets

Assets (€ mn)	June 30, 2020	December 31, 2019	June 30, 2019
Goodwill	5,073.4	5,113.5	7,351.5
Other intangible assets	1,651.4	1,691.8	1,700.7
Property, plant and equipment	14,101.6	14,932.7	14,513.1
Investment property	11.4	11.7	11.8
Investments in equity-accounted investees	383.9	397.7	663.2
Other investments	167.3	197.6	195.9
Deferred tax assets	2,226.6	2,174.4	1,792.2
Defined benefit assets	10.1	7.8	39.9
Long-term contract assets	0.1	0.1	0.1
Long-term derivative instruments and interest-bearing investments	107.9	54.0	51.9
Long-term other financial assets	124.8	114.6	116.3
Long-term other assets	24.9	28.6	27.0
<b>Non-current assets</b>	<b>23,883.4</b>	<b>24,724.5</b>	<b>26,463.6</b>
Inventories	4,846.7	4,694.4	4,944.8
Trade accounts receivable	6,473.0	7,711.6	8,409.9
Short-term contract assets	130.1	89.1	97.3
Short-term other financial assets	147.8	118.5	119.3
Short-term other assets	1,419.9	1,406.7	1,562.6
Income tax receivables	322.4	240.5	377.3
Short-term derivative instruments and interest-bearing investments	155.7	151.5	165.0
Cash and cash equivalents	2,455.6	3,341.8	1,786.3
Assets held for sale	18.2	89.6	—
<b>Current assets</b>	<b>15,969.4</b>	<b>17,843.7</b>	<b>17,462.5</b>
<b>Total assets</b>	<b>39,852.8</b>	<b>42,568.2</b>	<b>43,926.1</b>

# Fact Sheets

## Consolidated Statement of Financial Position – Total Equity and Liabilities

Equity and liabilities (€ mn)	June 30, 2020	December 31, 2019	June 30, 2019
Subscribed capital	512.0	512.0	512.0
Capital reserves	4,155.6	4,155.6	4,155.6
Retained earnings	13,073.3	13,522.1	15,807.2
Other comprehensive income	-3,770.4	-2,794.4	-2,820.9
<b>Equity attributable to the shareholders of the parent</b>	<b>13,970.5</b>	<b>15,395.3</b>	<b>17,653.9</b>
Non-controlling interests	446.4	480.4	454.5
<b>Total equity</b>	<b>14,416.9</b>	<b>15,875.7</b>	<b>18,108.4</b>
Long-term employee benefits	5,852.2	5,406.3	5,243.2
Deferred tax liabilities	278.8	305.4	410.5
Long-term provisions for other risks and obligations	722.7	666.1	214.0
Long-term indebtedness	5,217.2	3,375.2	2,793.2
Long-term other financial liabilities	31.3	31.7	31.8
Long-term contract liabilities	14.0	16.7	11.0
Long-term other liabilities	35.0	20.0	21.8
<b>Non-current liabilities</b>	<b>12,151.2</b>	<b>9,821.4</b>	<b>8,725.5</b>
Short-term employee benefits	1,289.5	1,368.7	1,377.3
Trade accounts payable	4,522.6	7,111.0	6,956.3
Short-term contract liabilities	270.7	234.9	167.8
Income tax payables	832.7	938.6	871.4
Short-term provisions for other risks and obligations	1,258.3	1,261.6	993.7
Short-term indebtedness	3,425.7	4,243.8	4,875.8
Short-term other financial liabilities	915.2	1,046.3	916.5
Short-term other liabilities	770.0	666.2	933.4
<b>Current liabilities</b>	<b>13,284.7</b>	<b>16,871.1</b>	<b>17,092.2</b>
<b>Total equity and liabilities</b>	<b>39,852.8</b>	<b>42,568.2</b>	<b>43,926.1</b>

# Fact Sheets

## Consolidated Statement of Cash Flows

	(€ mn)		January 1 to June 30		Second Quarter	
	2020	2019	2020	2019	2020	2019
<b>Net income</b>	<b>-445.1</b>	<b>1,082.3</b>	<b>-737.5</b>	<b>494.9</b>		
Income tax expense	-10.7	396.3	-144.8	213.9		
Financial result	63.0	98.0	53.2	44.5		
<b>EBIT</b>	<b>-392.8</b>	<b>1,576.6</b>	<b>-829.1</b>	<b>753.3</b>		
Interest paid	-70.9	-53.4	-49.7	-24.7		
Interest received	18.2	42.2	7.0	12.3		
Income tax paid	-370.0	-470.1	-104.8	-261.4		
Dividends received	10.9	16.0	0.7	16.0		
Depreciation, amortization, impairment and reversal of impairment losses	1,445.1	1,354.0	721.0	703.6		
Income from equity-accounted investees and other investments, incl. impairment and reversal of impairment losses	-3.4	-11.9	-1.2	-5.2		
Gains/losses from the disposal of assets, companies and business operations	-171.8	-4.3	-27.7	-2.9		
Changes in						
inventories	-293.6	-355.6	293.3	-71.3		
trade accounts receivable	1,211.0	-255.9	866.8	183.8		
trade accounts payable	-2,448.8	-670.1	-2,226.2	-205.2		
employee benefits and other provisions	159.4	-14.1	-162.5	-290.5		
other assets and liabilities	-267.3	-409.5	69.3	-61.7		
<b>Cash flow arising from operating activities</b>	<b>-1,174.0</b>	<b>743.9</b>	<b>-1,443.1</b>	<b>746.1</b>		
Cash flow from the disposal of assets	31.4	15.5	16.2	8.1		
Capital expenditure on property, plant and equipment, and software	-810.6	-1,293.7	-374.6	-728.7		
Capital expenditure on intangible assets from development projects	-119.1	-137.4	-57.1	-62.4		
Cash flow from the disposal of companies and business operations	284.5	0.8	50.1	0.7		
Acquisition of companies and business operations	-14.5	-354.6	-4.2	-226.0		
<b>Cash flow arising from investing activities</b>	<b>-628.3</b>	<b>-1,769.4</b>	<b>-369.6</b>	<b>-1,008.3</b>		
<b>Cash flow before financing activities (free cash flow)</b>	<b>-1,802.3</b>	<b>-1,025.5</b>	<b>-1,812.7</b>	<b>-262.2</b>		
Change in indebtedness	1,004.2	1,066.7	1,743.8	1,294.5		
Successive purchases	-2.8	-70.5	—	-70.5		
Dividends paid	— <sup>1</sup>	-950.0	— <sup>1</sup>	-950.0		
Dividends paid to and cash changes from equity transactions with	-19.7	-24.8	-11.7	-24.4		
Cash and cash equivalents arising from first-time consolidation of subsidiaries	—	0.4	—	0.0		
<b>Cash flow arising from financing activities</b>	<b>981.7</b>	<b>21.8</b>	<b>1,732.1</b>	<b>249.6</b>		
<b>Change in cash and cash equivalents</b>	<b>-820.6</b>	<b>-1,003.7</b>	<b>-80.6</b>	<b>-12.6</b>		
Cash and cash equivalents at the beginning of the reporting period	3,341.8	2,761.4	2,555.0	1,816.6		
Effect of exchange-rate changes on cash and cash equivalents	-65.6	28.6	-18.8	-17.7		
<b>Cash and cash equivalents at the end of the reporting period</b>	<b>2,455.6</b>	<b>1,786.3</b>	<b>2,455.6</b>	<b>1,786.3</b>		

<sup>1</sup> A dividend of €3.00 per share was resolved at the Annual Shareholders' Meeting on July 14, 2020. A total of €600.0 million was paid out on July 17, 2020.

# Fact Sheets

## Reported and Adjusted H1 2020 Results (€ mn)

(€ mn)	Autonomous Mobility and Safety		Vehicle Networking and Information		Tires		ContiTech		Powertrain		Cons. / Corr.		Group	
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
Sales	4,743.0	3,316.5	4,869.9	3,449.6	5,701.5	4,395.7	3,250.0	2,584.6	3,967.0	2,960.2	-220.7	-174.2	22,310.7	16,532.4
EBIT	311.6	-182.1	224.7	-218.9	812.2	287.6	160.8	50.5	117.2	-267.2	-49.9	-62.7	1,576.6	-392.8
Amortization of intangible assets from PPA			30.4	33.2	10.3	9.6	45.0	46.4	5.4	5.2			91.1	94.4
Total special effects	4.7	48.8	3.3	-66.6	4.3	3.6	37.6	19.8	28.8	90.0	1.6	2.5	80.3	98.1
Total consolidation effects			1.2	-0.8		0.6		-1.8					1.2	-2.0
Total consolidation and special effects	4.7	48.8	4.5	-67.4	4.3	4.2	37.6	18.0	28.8	90.0	1.6	2.5	81.5	96.1
Adjusted operating result (adj. EBIT) <sup>1</sup>	316.3	-133.3	259.6	-253.1	826.8	301.4	243.4	114.9	151.4	-172.0	-48.3	-60.2	1,749.2	-202.3
in % of adjusted sales	6.7%	-4.0%	5.3%	-7.4%	14.5%	6.9%	7.5%	4.6%	3.8%	-5.8%			7.8%	-1.2%

(€ mn)	Automotive Technologies		Rubber Technologies		Powertrain Technologies		Cons. / Corr.		Group	
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
Sales	9,578.8	6,740.4	8,889.3	6,933.2	3,967.0	2,960.2	-124.4	-101.4	22,310.7	16,532.4
EBIT	536.3	-401.9	973.0	338.0	117.2	-267.2	-49.9	-61.7	1,576.6	-392.8
Amortization of intangible assets from PPA	30.5	33.2	55.2	56.0	5.4	5.2			91.1	94.4
Total special effects	8.0	-17.8	41.9	23.4	28.8	90.0	1.6	2.5	80.3	98.1
Total consolidation effects	1.2	-0.8		-1.2					1.2	-2.0
Total consolidation and special effects	9.2	-18.6	41.9	22.2	28.8	90.0	1.6	2.5	81.5	96.1
Adjusted operating result (adj. EBIT) <sup>1</sup>	575.9	-387.3	1,070.2	416.2	151.4	-172.0	-48.3	-59.2	1,749.2	-202.3
in % of adjusted sales	6.0%	-5.7%	12.0%	6.0%	3.8%	-5.8%			7.8%	-1.2%

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects



# References

## Useful Links

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Continental Investor Relations website	<a href="http://www.continental-ir.com">www.continental-ir.com</a>
Annual and interim reports	<a href="http://www.continental-corporation.com/en/investors/reports">www.continental-corporation.com/en/investors/reports</a>
Fact Book / Investor Presentation	<a href="https://www.continental.com/resource/blob/216182/efcf10cdc6ebd9fbc952e257cd2dcfd7/investor-presentation-2020-data.pdf">https://www.continental.com/resource/blob/216182/efcf10cdc6ebd9fbc952e257cd2dcfd7/investor-presentation-2020-data.pdf</a>
Investor Relations events and presentations	<a href="https://www.continental.com/en/investors/events-and-presentations">https://www.continental.com/en/investors/events-and-presentations</a>
Sustainability at Continental (presentation and fact sheet for investors)	<a href="https://www.continental.com/resource/blob/23136/74e1e2cba920f07ab7b947beb49f5c2e/presentation-sustainability-at-continental---january-2020-data.pdf">https://www.continental.com/resource/blob/23136/74e1e2cba920f07ab7b947beb49f5c2e/presentation-sustainability-at-continental---january-2020-data.pdf</a>
Corporate Social Responsibility	<a href="http://www.continental-sustainability.com">www.continental-sustainability.com</a>
2019 Integrated Sustainability Report	<a href="https://www.continental.com/en/sustainability/downloads">https://www.continental.com/en/sustainability/downloads</a>
Corporate Governance Principles	<a href="http://www.continental-corporation.com/en/company/corporate-governance/principles-and-declarations">www.continental-corporation.com/en/company/corporate-governance/principles-and-declarations</a>
Continental shares	<a href="https://www.continental.com/en/investors/shares">https://www.continental.com/en/investors/shares</a>
Continental debt and rating	<a href="https://www.continental.com/en/investors/debt-and-rating">https://www.continental.com/en/investors/debt-and-rating</a>

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# Continental

## Financial Calendar

### 2020

Annual Financial Press Conference	March 5, 2020
Q1 Financial Report	May 7, 2020
Annual Shareholders' Meeting (virtual)	July 14, 2020
Half-Year Financial Report	August 5, 2020
Nine-Month Financial Report	November 11, 2020

### 2021

Annual Financial Press Conference	March 2021
Annual Shareholders' Meeting (incl. key data for Q1 2021)	April 29, 2021
Q1 Financial Report	May 2021
Half-Year Financial Report	August 2021
Nine-Month Financial Report	November 2021

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