Supplier Requirements Manual (Production Materials)

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Foreword

At Continental Tires (“Continental”), we set uncompromising expectations for **Performance**, **Quality**, **Reliability**, and the **Integrity** of every process that shapes our products and operations. Achieving these ambitions requires a trusted and forward-leaning ecosystem – and our **Suppliers** represent a cornerstone of this ecosystem.
Your contribution is critical. We rely on you to deliver excellence across all dimensions of our partnership: responsible corporate conduct, technology leadership, robust quality systems, sustainability performance, resilient supply capabilities, and competitive commercial value. Only when our standards are fully aligned can we succeed – jointly and consistently – in the global markets we serve.
Our brand promise, **“The Future in Motion,”** reflects more than 150 years of innovation heritage and a clear commitment to shaping tomorrow with a pioneering mindset, agility, and passion.
Focusing on our **Customers’ Ambitions** and guided by the Continental Vision – **Creating Value for a Better Tomorrow** – we create a future where mobility is safer, cleaner, more efficient, and more sustainable.
Sustainability is embedded in our corporate strategy and acts as a driver of innovation. Our ambition focuses on three key areas: People, Climate, and Nature. We strive to continuously improve sustainability along our value chain, building upon responsible sourcing practices and partnerships to create ecological, social, and economic value together.
Through our portfolio of products and services, we generate value not only for our business partners and shareholders but also for our employees and society. Consistent cost discipline and relentless operational excellence remain the foundation of our competitiveness, and our aim to be one of our industry podium players.
These principles guide how we operate internally – and define our expectations externally toward our supplier base. As an integral part of our business model, we expect our suppliers to adopt comparable management standards and cascade these principles throughout their own supply chains.

Acceptance of binding obligation

This Supplier Requirements Manual provides clear, concise, and actionable expectations for our Production Materials. While we have designed these requirements to be transparent and comprehensive, we recognize that exceptional circumstances may arise due to product-specific conditions. Should such cases occur, please, document your concerns and recommendations, including the rationale, and submit them to your Continental contact.
Please note that raising concerns does not release you from your obligation to comply fully with the requirements set forth in this Manual. provisions and obligations in this Manual. No deviation, exception, or modification shall be considered valid unless expressly approved through a formal written agreement signed by a designated Continental officer. Any additional or conflicting terms proposed unilaterally will be deemed rejected in the absence of such written approval.

Jana Striezel
Head of Purchasing, Quality, Integrity, Law, and Sustainability
Senior Vice President
Continental Tires

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1. Introduction

1.1. Scope and Validity

This Production Materials Supplier Requirements Manual (hereinafter referred, solely, as “Manual”) provides detailed information about Continental’s requirements for Production Materials Suppliers. The Manual covers the supply of chemical raw materials, compounds, reinforcements, components, parts and services, supplied as Production Materials to the Tire Sector of Continental.
This Manual is an integral part of each purchasing agreement between Continental and its Suppliers and states binding requirements for them. Unless otherwise explicitly agreed in writing by Continental, our Suppliers must meet the requirements stated in this Manual. If any provision of this Manual is not enforceable, all other provisions shall remain in full force and effect.
Compliance with the requirements stated in this Manual is essential and mandatory and it is therefore requested that the Suppliers inform all responsible members of their staff of the content of this Manual.
This Manual is updated on regular basis. The currently valid Manual can be found online at this link.

1.2. Definitions

1.2.1. “Must”, Shall”, “Should”, “Expected”, “Appreciated”

- “**Must**” and “**Shall**” mean that the requirement they refer to cannot be waived by Continental.
- “**Should**” means that the requirement is actively considered during our assessments/audits, and that the extent of its fulfilment has a significant impact in the outcome of our evaluation.
- “**Expected**”, “**Appreciated**” mean that the requirement reflects our anticipated direction for the future development of the topic referred. In the sequence presented, these terms express the degree of urgency of our expectations regarding the development of the requirement.

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1.2.2. Other Definitions

(LINKS ARE Underlined)

Bulk (materials)	Materials delivered in silo or tank.
Business Partner Code of Conduct	Document issued by Continental with important standards that are consistent with Continental´s company values and which each Supplier of Continental must strictly adhere to.
Certificate of Analysis	A specific type of Inspection Document (see below), issued according to the definitions of EN10204) – "type 3.1". Also called Inspection Certificate.
Chemical raw materials	Refers to a group of raw materials, also referred to as compounding materials, for the use as Production Materials.
Component	Refers to a subassembly or a functional unit made of multiple parts for use as Production Materials.
Conflict Minerals and Minerals from High-Risk Areas	Refers to specific natural resources whose extraction and trade can contribute to armed conflict and human rights violations, particularly in regions marked by instability. The resources centers around four key minerals: tin (extract of cassiterite), tantalum (extract of columbite-tantalite, and others), tungsten (extract of wolframite, and others), and gold, often collectively abbreviated as 3TG. In addition, it refers to strategic raw materials listed in the EU critical raw material Act (CMRA) such as cobalt, cooper, lithium, mica and nickel.
Continental	Refers in this Manual to Continental AG´s Affiliates belonging to the Tires sector, whereby „Affiliate" means any legal entity which is directly or indirectly controlled by Continental Caoutchouc-Export-GmbH, with statutory seat in Hanover, Germany, registered with the commercial register of the Local Court (Amtsgericht) of Hanover under no. HRB 204411, whereby control means the direct or indirect ownership of more than 50% of such legal entity's voting rights.
Certificate of Conformity	A specific type of Inspection Document (see above), issued according to the definitions of EN10204)– "type 2.1". Also called "Declaration of Conformity".
Incoterms	Incoterms, or International Commercial Terms, are standardized rules for international trade, published by the International Chamber of Commerce (ICC), that define the responsibilities of buyers and sellers regarding delivery, risk and customs formalities. They are revised every 10 years.
Inspection Certificate	A specific type of Inspection Document (see below), issued according to the definitions of EN10204) – "type 3.1". Also called Certificate of Analysis (CoA).
Inspection Document	An official declaration issued by the manufacturer, or supplier, stating that a product complies with the specified standards, specifications, or contractual requirements. It serves as a general assurance of conformity (according to the definitions of EN10204).
Packaging unit	A subunit of the shipping unit, in which a product or material is packaged for handling, storage, and transportation. Packaging units typically refer to boxes, cartons, or containers.
Part	Refers to items sourced individually for assembly, normally possessing a macroscopic shape and geometry, for the use as Production Materials.
Product	Refers in this Manual to a chemical raw material, a reinforcement, a part, a component, or a service.
Production Materials	Refers to materials (or special services related with its production/assembly) which are part of the specifications of Tires or related applications.
Raw material	Used in this Manual as a collective term for chemical raw materials and reinforcements.
Reinforcements	Refers in this Manual to a group of raw materials made of e.g. steel, textile, etc., for the use as Production Materials.
Shipping unit	Consists, usually, of one or more packaging units arranged on a transport platform prepared for shipping.

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Sub-Supplier	A 3rd party entity that is not part of Continental's direct supplier base but provides products and/or services to Continental's suppliers (conversion, semi-products, assembling, etc).
Supplier	A 3rd party that sells a Production Material related product or service to Continental.
Site	Refers to the geographical location where the trading service, warehousing, production (including assembling), and other operations take place.
technical Compliance	Refers to the continuous and systematic adherence of all released/offered Products to valid Binding Product Requirements throughout the entire Product Life Cycle. Valid Binding Product Requirements include legal technical obligations in the exporting and importing country, applicable external standards (national/international), internal company rules, contractually agreed customer requirements, related to these regulations and standards, as well as externally communicated self-imposed obligations.
Test Report	A specific type of Inspection Document (see above), issued according to the definitions of EN10204) – "type 2.2".

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2. Requirements

2.1. Company

2.1.1. Vision, Mission, and Values

Continental´s Vision, Mission, and Values, as well as the behavior that grows out of these, define what Continental stands for, what drives us forward, and how we want to work together.
Sustainable management and corporate social responsibility are among Continental's fundamental values.
Continental expects its Supplier to demonstrate their social and environmental responsibility and commitment to quality consistent with the principles of Continental.

2.1.2. Compliance

2.1.2.1. Compliance Management System

Supplier should maintain a compliance management system aligned with internationally accepted standards (e.g. ISO37301)

2.1.2.2. Compliant Deliveries (inbound and outbound countries)

Supplier must ensure that the material delivered complies with all applicable requirements in the country of shipment and receipt (e.g., technical compliance and regulatory requirements).

2.1.3. General/Product Liability Insurance

2.1.3.1. Supplier outside of USA/Canada

Supplier is requested to purchase and maintain, on its own cost, a public and products liability insurance with a worldwide scope of coverage including USA/Canada with commercially reasonable limits for claims under the applicable foreign jurisdiction including USA/Canada for bodily injury, property damage, in Brazil additionally pain and suffering, considering the risk-exposure of the service/product provided.
In no event will a limit of less than a minimum coverage of five (5) million Euros per claim and ten (10) million Euros in the annual aggregate be considered commercially reasonable.
Upon request of Continental, Supplier will provide Continental with a certificate of insurance certifying the required insurance coverage annually.

2.1.3.2. Supplier in USA/Canada

Supplier agrees to maintain, and shall require any agent or subcontractor it retains who will be supplying any product or performing any service, to maintain, during the term of this Agreement and any extensions thereof, insurance coverage with insurance companies listed in the most current "Best´s Insurance Guide" as possessing a minimum financial strength rating of "B++" the following insurances:

(A) Commercial General Liability Insurance covering bodily injury, property damage, personal and advertising injury, independent contractors, contractual liability, and products and completed operations liability for one (1) million $ each occurrence/ one(1) million $ annual aggregate. Policy shall provide coverage on a worldwide basis including USA/Canada for claims under the applicable foreign jurisdiction.
(B) Business Automobile Liability Insurance covering all owned, hired and non-owned vehicles for bodily injury and property damage with a combined single limit of one(1) million $ per occurrence.
(C) Workers´ Compensation Insurance according to statutory limits, including Employers´ Liability Insurance for one(1) million $ each accident, each disease, each employee, including within the policy a waiver of subrogation in

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favor of (Continental). If applicable, coverage shall include U.S. Longshoreman's and Harbor Worker´s Compensation Act Coverage and Maritime Coverage.
(D) Umbrella Liability/Excess Liability providing coverage in excess of the Limits noted in A, B & C (only for Employers Liability) above at minimum Limits of Liability of six (6) million $. The Umbrella/Excess Policy must be excess of the primary policies noted in A, B & C (only for Employers Liability) and be extended to "drop down" to become primary in the event the primary limits are reduced, or the aggregate limits are exhausted. Coverage under this section D is not required in the event that coverage under section A has a combined single limit of six(6) million $ for all coverages stated therein. For higher risk exposures please increase the Umbrella limit to minimum ten(10) million $.
(E) Supplier will add (Continental) as an additional insured on the Commercial General Liability, Business Automobile Liability and Umbrella/Excess Liability policies required herein. Supplier agrees and understands that this insurance will be primary over any other insurance that (Continental) maintains as respects to this Agreement. Supplier will include Waiver of Subrogation in favor of (Continental) under all policies required herein.
(F) Supplier will furnish (Continental) certificates of insurance before execution of this Agreement evidencing the required coverages stated herein. Supplier will provide (Continental) with a 30-day prior written notice of any cancellation, non-renewal or material changes in any of the required coverages.

2.1.4. Cybersecurity

Where applicable, Supplier should implement a risk-based information-security program aligned with ISO/IEC 27001. Suppliers, which are not yet aligned, must have an action plan, available for review, to become aligned.
Whenever Supplier accesses Continental information, Information IT/OT systems or facilities, it shall implement controls proportionate to information-security risk they carry. Supplier shall notify Continental without undue delay of any information-security incident affecting Continental data, systems, products or operations, and shall cooperate in containment, investigation, and remediation of such incidents.
For products with embedded software, the following Product Security requirements apply:

- ISO/SAE 21434 – Road Vehicles – Cybersecurity Engineering
- ISO 21434 Certificate or equivalent
- EU Cyber Resilience Act (CRA).

Specific details shall be defined in a CIA (Cyber Security Interface Agreement).
Upon request, the Supplier shall comply with the TISAX data protection label requirements and maintain a valid TISAX assessment that reflects the scope of services provided and the nature of data exchanged with Continental.

2.1.5. Artificial Intelligence

Supplier shall create transparency about usage of Artificial Intelligence (AI) in the products or services supplied.
Wherever and whenever Supplier provides AI-enabled products or services that impact Continental data, processes, safety or product conformity, Supplier shall disclose such use, comply with applicable law (e.g., EU AI Act, where relevant), and provide technical documentation and risk controls commensurate with the AI system risk category. Application of AI must be aligned with GPDR (General Data Protection Regulation) and local requirements.

2.1.6. General Conditions of Purchase

Unless otherwise explicitly agreed in writing by Continental, the "General Conditions of Purchase for Continental Aktiengesellschaft and for ContiTech AG and their affiliated companies" become an integral part of the contract once a purchase order is accepted. Any conditions of sale enclosed with Supplier´s offer, or Supplier´s confirmation of an order, do not apply even if Continental does not expressly object to them.

2.1.7. Acceptance of valid Binding Obligation

This Manual including all attachments shall be deemed accepted by Supplier´s commencement of performance, provision of services, shipment of products, or other indication of agreement, whichever occurs first.
This Manual, in addition to any terms and conditions contained in

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(i) any of Continental´s purchase orders,
(ii) any of Continental´s requests for quotes or bids,
(iii) a contract with a Supplier signed by Continental

constitute the entire "Agreement" between Continental and Supplier, and specifically supersede all prior or contemporaneous agreements, arrangements, representations and communications whether oral or written regarding its subject matter, including, without limitation, quotations, proposals, or bids.
Continental hereby objects to any terms proposed by a Supplier in either a Supplier´s quotation, or acceptance or acknowledgment of a Continental offer or purchase order, which add to, vary from, or conflict with the terms of the "Agreement".

2.1.8. Obligation to Inform

Supplier is requested to contact Continental, immediately, in case of any deviations from the requirements stated in this Manual as well as any deviations from any applicable legal requirements.
Whenever requested, Supplier must register and use the Continental Business Partner Suite platform for relevant communications between the Company and Continental.

2.1.9. Supplier Site Approval

Each new Supplier Site, as well as each Supplier Site which hasn't delivered, under serial conditions, to Continental, within the last 3(three) years, will undergo a (re)approval process according to the
following steps.
Supplier Sites supplying, or approved to supply, Continental sites, are requested to stay updated about changes to this Manual, by regularly consulting the latest version available at the Continental internet site in the link SRM – Supplier Requirements Manual, and, as soon as possible, but not later than being awarded with new contracts, comply with the requirements listed above and below, or, at the discretion of Continental acceptance, demonstrate actions in that direction.

2.1.9.1. Self-Assessment

Supplier must submit the Supplier Self-Assessment Questionnaire (SAQ) filled together with all additional documents, as stipulated in the form.
This form will be supplied by Continental Tires Purchasing whenever a business relation is to be started.

2.1.9.2. Supplier Site Assessment

Following Supplier Self-Assessment and Continental internal review, Continental shall decide about conducting a "Supplier Site Assessment", which shall be accepted by Supplier, after pre-announcement.
Supplier Site Assessments are conducted remotely and/or at the manufacturing sites facilities and include items with respect to company, sustainability, technology, supply, quality, and cost/finance. A successful Supplier Site Assessment is a must prior to that site becoming a fully approved Continental source of supply.

2.1.9.3. Supplier Site Approval Prerequisites

- Supplier Site representative, or equally representative person, must sign Continental´s Business Partner Code of Conduct for acknowledgment.
- Whenever requested, Supplier must sign a Non-Disclosure Agreement (NDA) prior to any exchange of information between the parties, under the scope of this Manual.
- Whenever required, Supplier Site must have a valid IATF 16949 certification. In all other cases the above certification can be replaced by a valid ISO 9001 certification, supplemented by the requirements listed in the IATF "Minimum Automotive Quality Management System Requirements for Sub-Tier Suppliers", as revised from time to time. Both certifications must be issued by a GACI accredited certification body.
- Supplier must perform a third-party sustainability risk assessment (e.g.: Ecovadis) and share the valid results with Continental.

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- Supplier must sign Continental's Quality Assurance Agreement (QAA) resp. General Quality Agreement (GQA).
- Whenever requested, Supplier must complete a PPAP checklist for all production material approvals.
- Whenever requested, Supplier must participate in the IMDS (International Material Data System), and CAMDS (China Automotive Material Data System) and share its info with Continental, to enable the management of our products throughout the Product Life Cycle PLC.
- Where the assigned information-security risk tier requires it, Supplier must provide evidence of information-security certification (e.g., ISO/IEC 27001 certificate or valid TISAX result) or an agreed action plan with milestones to achieve it.

2.2. Sustainability

2.2.1. General requirements / Due Diligence

2.2.1.1. Strategy

Supplier is asked to include Sustainability in all its dimensions (Environmental, Social, Human Rights, Governance) into its business strategy and report about the concept and its progress publicly. All Continental Responsible Value Chain commitments must be addressed, both in the supplier's own operations, as well as in the supplier's supply chain. Please see these "Responsible Value Chain Commitments" and other information at the "Responsible Value Chain" internet page of Continental.

2.2.1.2. Certificates and Management Systems

Certification according to ISO 14001 is expected. Certifications according to ISO 50001, ISO 45001, ISO 14064(series), SA 8000 system, as well as evidence about measures taken upon ISO 26000 guidance, are appreciated.

2.2.1.3. Minerals from Conflict Affected and High-Risk Areas

Suppliers shall comply with Continental's Business Partner Code of Conduct chapter "Conflict-Affected and High-Risk Area (CAHRA) Minerals" and Continental's Conflict Minerals policy.
Suppliers are requested to:

- Exercise due diligence in a manner consistent with the OECD Due Diligence Guidance for Responsible Supply Chains of Minerals from Conflict-Affected and High-Risk Areas (the "OECD Due Diligence Guidance"),
- Provide Continental origin sourcing information such as smelter names, country of origin, contact information, etc, during Continental's mineral reporting surveys.
- Implement measures to ensure responsible sourcing and mitigate identified risks within its supply chain.

2.2.1.4. Natural Rubber

Natural rubber direct Suppliers shall agree to and comply with Continental's Sustainable Natural Rubber Sourcing Policy. Continental, as a founding member of the Global Platform for Sustainable Natural Rubber (GPSNR), encourages its Natural Rubber direct Suppliers to join GPSNR as a member, thereby ensuring that their supply chain adheres to the highest sustainability principles across all operations.

2.2.1.5. European Union Deforestation Regulation (EUDR)

For Suppliers providing materials in scope of the European Union Deforestation Regulation (EUDR): In case material is supplied to EU Continental sites or in case other EUDR relevant transactions have been identified by Continental, suppliers must operate a management system in line with EUDR requirements to continue supplying EUDR relevant Continental plants after EUDR coming into effect. Suppliers must demonstrate EUDR conformance through questionnaires (if applicable, on the Osapiens platform) and potential EUDR compliance verification assessments and plot-level compliance checks. They must also share geodata and/or due diligence statements for every Purchase Order related to an EUDR relevant transaction.

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2.2.1.6. Carbon Border Adjustment Mechanism (CBAM)

For Suppliers providing materials in scope of the European Union Carbon Border Adjustment Mechanism: In case CBAM-relevant goods are supplied to Continental entities, suppliers must support Continental's CBAM compliance obligations by providing complete, accurate, and timely information required for CBAM reporting and compliance purposes. Suppliers must be able to provide material-specific embedded emissions data, including direct and, where applicable, indirect emissions, in accordance with applicable CBAM requirements. Where applicable, emissions data shall be based on actual values and be calculated and verified in accordance with applicable CBAM requirements and recognized standards. Suppliers must promptly communicate any changes affecting reported emissions data and cooperate in potential CBAM data verification activities or audits related to the supplied products.
To support CBAM compliance, Suppliers should register in the CBAM Registry as a non-EU installation operator where applicable, maintain an English-language monitoring plan, obtain verification of emissions data where required, and provide emissions information and supporting documentation sufficiently in advance of applicable reporting deadlines.

2.2.2. Environmental

Supplier should maintain an environmental management system aligned with internationally accepted standards.

2.2.2.1. Environmental Compliance

Supplier must ensure compliance with:

- All applicable legal environmental requirements (international, national, federal, regional, local).
- Any specific requirements of the authorities concerning environmental protection with respect to water, soil and air protection, conservation of resources, waste minimization, noise protection, flora and fauna and humans.
- The environmental legislation of the countries where the Continental Tire plants, to which the Supplier products are delivered, are located.
- The Environmental Requirements laid out in the Continental Business Partner Code of Conduct.

For the substances listed in the:

- Annex 4, paragraph 4.4.1, of this document, Supplier is not allowed to deliver to Continental any content on its own, in mixtures, or in articles above the limits specified in the respective regulations.
- Annex 4, paragraph 4.4.2, of this document, Supplier is required to declare to Continental any content delivered on its own, in mixtures, or in articles.

In addition, Supplier has, immediately, to inform Continental regarding all substances identified according to articles 57 and 59 REACH (Substances of the SVHC candidate list) which are contained in his products above a concentration of 0.1 w% according to article 33 of REACH and, if applicable, communicate the corresponding SCIP ID according to 2008/98/EC (EU Waste Framework Directive) and §16f ChemG (Chemikaliengesetz).
Continental expects Supplier, supplying any Continental plant in the European Union, to register all required substances, in time, by themselves or, if Supplier is located outside the European Union, by a third-party representative.
In case Supplier wants to withdraw a product from the market, Supplier must inform Continental immediately and jointly define alternative solutions.

2.2.2.2. Environmental Impacts on Air, Water, Soil and Natural Surrounding

Supplier must minimize emissions into air (e.g. volatile organic compounds, dust, greenhouse gases) and water (e.g. oil, particles, chemicals).
Further, Supplier must minimize contamination of soil, groundwater and the natural surrounding (e.g. spills, leaks, incidents).
Supplier should report cradle-to-gate product carbon footprint (PCF) incl. and excl. biogenic carbon or Life-Cycle Analysis (LCA) of supplied materials according to the latest PACT methodology or at least ISO 14067 or ISO 14040 / 14044. Material-grade specific PCFs/LCAs are preferred.
Supplier should minimize the impact on biodiversity (e.g. avoid deforestation).

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2.2.2.3. Energy and Resources

Supplier must make progressive improvement in environmental performance in their operations. This includes:

- Integrating principles of sustainability into business decisions,
- Responsible use of natural resources incl. efficient use of energy, water, and waste reduction
- Adoption of cleaner production and pollution prevention measures and
- Designing and developing products, materials, and technologies according to the principles of sustainability, including increase of recycled and renewable materials in alignment with the definition of the Tire Industry Project (TIP)
- Providing information about share of renewable and recycled material in the product, based on systematic calculation approaches to monitor progress, through supplier self-declarations, in line with TIP definitions for Renewable Material and Recycled Material, or 3rd party certifications such as ISCC Plus.

2.2.3. Social & Human Rights

Supplier must ensure compliance with all applicable legal human rights requirements (international, national, federal, regional, local, e. g. the German Supply Chain Act) as well as the requirements laid out in the Continental Business Partner Code of Conduct.

2.2.3.1. Safety & Health

We expect our suppliers to use a systematic and preventive management approach to prevent work-related injury and ill health and provide safe and healthy workplaces in alignment with ISO 45001 standards. This includes the creation of appropriate working conditions, prevention of excessive physical and mental fatigue, responsible handling of hazardous materials and further effective preventive measures such as trainings and instruction. The supplier must comply with applicable law and obligations regarding safety & health.
Furthermore, the supplier must comply with the Safety and Health Requirements laid out in the Continental Business Partner Code of Conduct.

2.2.4. Regular Self-Assessments and Sustainability Audits

Supplier must perform a third-party sustainability risk assessment (e.g.: Ecovadis) and share the valid results with Continental.
Suppliers should be available for pre-announced sustainability audits following an internationally accepted standard (e.g.: SMETA)

2.3. Technology

2.3.1. Materials, Components, Parts, and related Services Approval

All new or changed materials undergo an approval process controlled by Material Development departments, of Continental. During the approval process, the material, and the products produced with it, can be tested in a laboratory and/or in a trial production, according to our internal procedures, to ensure the suitability of its utilization regarding material and product performance, as well as health and safety requirements related to its utilization (e.g.: Safety Data Sheet).
Material Development has the competence to decide about the extent of necessary testing.
At the end of the approval procedure the material is approved or not approved for a specific application.
The material approval may be limited to certain applications or to certain production sites of Continental.
In relevant cases, Continental might conduct a Production Part Approval Process (PPAP). In this circumstance, Supplier is requested to participate in the process and provide all information needed for it to be completed successfully.

2.3.2. Innovation

Supplier should support Continental's innovation goals in the development of new or improved materials and services.

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Supplier should follow and drive innovations, according to the innovation potential of its technological area, engage in early design collaboration, share relevant technology roadmaps, and apply structured innovation management practices (e.g., ISO 56002).
An example of the application of such practices is the establishment of an adequate Research & Development infrastructure, to allow systematic innovation processes. These processes will allow clear information on development, timing and availability of new technologies.
Typically, innovations are discussed during technical meetings and Supplier is expected to provide samples for testing of new materials and services upon request. Interfaces for technical exchange with Continental must be clearly defined.

2.3.3. Project Management

In case of tailored development of material technologies, and upon request, Supplier is expected to enter a dedicated cooperation with Continental to be defined in contractual Research & Development agreements. These cooperations are conducted by dedicated project teams from Continental and Supplier side.
Supplier should apply structured project management tools and practices aligned with ISO 21500, APQP and IATF 16949 (latest edition), including milestone tracking, risk assessment, and timely escalation of issues.
Supplier shall ensure, in all projects, the security of the information pertaining to the project, as well as the one received from Continental.
Supplier shall ensure the necessary resources and governance for Continental projects to insure the completion of the projects in the expected timing.

2.3.4. Intellectual Property (IP)

Supplier shall, at all times, protect and respect Continental's confidential information and Intellectual Property rights. Continental reserves any rights in its information and Intellectual Property rights and is not transferring, conveying, licensing or assigning to Supplier any such rights.
Any Intellectual Property rights (especially inventions) developed jointly by both Parties, shall be governed by a separate written agreement defining ownership, licensing rights, and usage restrictions.
Supplier shall indemnify Continental against any third-party Intellectual Property infringement claims related to the supplied materials and services and its use by Continental.

2.4. Supply

2.4.1. Supply Processes

Continental aims to optimize all processes in the entire supply chain from Supplier to Continental and from Continental to Continental´s customers in the interests of all.
To make purchasing and/or supply processes smoother and to minimize the liaison required, the purchasing and/or supply process must be designed (e.g. introduction of EDI etc.) to optimize the logistics chain between Continental and Supplier. Continental expects active support and contribution from Supplier to any change in the logistics processes proposed by Continental.

2.4.2. Electronic Data Interchange

International markets and increasing complexity of the supply chain result in an increased need for automated data exchange between Continental and Supplier. Through the implementation of EDI Continental and Supplier can experience improved quality and decreased cost.
The term EDI (Electronic Data Interchange) as used in Continental inbound processes of raw materials (order management and deliveries tracking) refers to:

- WebEDI: Supplier accesses an internet portal and provides required data to Continental.
- Direct EDI: Supplier and Continental have a direct System-to-System connection.

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Before the start of serial deliveries to Continental sites, the supplier and Continental will agree on what EDI solution will be used, out of the above-mentioned ones. This decision will be based on the Continental EDI strategy at a certain moment, and the Supplier setup/capabilities.
The EDI solution to be used can be offered, directly, by Continental, or in collaboration with an external EDI provider.

2.4.2.1. Electronic Order Management

Continental aims at receiving all relevant contractual conditions electronically and requires the Supplier to participate in the EDI process agreed with Continental, and to provide all relevant data in the required format and quality. Therefore, respect the following timelines and rules:

- Supplier shall provide the order confirmation, via the agreed EDI method, within, latest, 2(two) working days after receipt of the order;
- Supplier shall provide Advanced Shipping Notification (ASN), via the agreed EDI method, in the day of the shipment departure from the Supplier's premises. The ASN shall contain all the information as stipulated in chapter 2.4.7.2 of this Manual.

2.4.3. Contingency Planning

2.4.3.1. Allocation of Resources

Supplier must ensure a secure supply of products to Continental.
Supplier must keep, permanently, an appropriate stock on hand.
Continental's expectation is that Supplier keeps a minimum 1(one) month of stock on hand, if not agreed, or specified, otherwise, with Continental (even during maintenance periods).
Supplier must inform Continental's central and plant purchasing organizations about any planned maintenance periods 6(six) months in advance, in written form.

2.4.3.2. Relocation of Production Site

To prevent bottlenecks, Supplier must give Continental at least 12(twelve) months advance notice of any production relocation plans and must notify Continental's central and plant purchasing organizations of the actions proposed to ensure an uninterrupted supply chain during relocation, in written form.

2.4.3.3. Emergency Plans

Supplier is required to develop, define, and implement emergency procedures to ensure smooth supplies to Continental even in the event of disturbances. Upon request of Continental, Supplier will disclose the emergency procedures to Continental.
In the event of any disturbances, Supplier must promptly notify Continental to ensure timely, effective liaison, and adequate supplies to Continental.

2.4.3.4. Supplier Contacts

Supplier is requested to designate and share contact persons who shall always be available (i.e. also at weekends and outside normal business hours) to deal with emergencies such as quality problems with the products supplied causing imminent production hold-ups at Continental. This also includes the immediate communication of potential technical Compliance concerns about Product Safety.

2.4.4. Dates and Quantities in Purchasing Documents

Purchasing documents, issued by Continental, inform Supplier of Continental´s current requirements.

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Dates and quantities stated in such documents are binding for Supplier. All dates and quantities stated in Continental´s purchasing documents shall be deemed to have been approved by Supplier unless an objection by Supplier is received within 2(two) working days after the issue of the purchasing document.
Unless the commercial contract explicitly stipulates a deviating provision concerning the delivery date, the delivery date stated in the purchase order is always the expected arrival date at the plant, independent of the agreed Incoterms.
Any additional transportation costs (premium freight) and/or additional internal costs incurred by Continental because of delivery problems caused by Supplier will be charged to Supplier and is to be compensated by Supplier.
Supplier has an obligation to inform Continental about any shipments with “premium freight”.

2.4.5. Consignment

Continental may implement consignment stocks to ensure optimized supply from Supplier´s production site(s) to Continental plant(s).
The provisions for the consignment handling will need in each specific case to be laid down in an agreement with Supplier (“Consignment Stock Agreement"). Such a Consignment Stock Agreement must be in accordance with the applicable law at the location of the concerned Continental plant.

2.4.6. Purchasing Specifications

For all production materials a complete purchasing specification consists of following elements:

- Material specification (provided by Continental and acknowledged by Supplier)
- Packaging specification (provided by Continental, or provided by Supplier and acknowledged by Continental)
- Marking & Labelling Specification (provided by Continental and acknowledged by the Supplier)
- Storage Specification (provided by Continental, or provided by Supplier and acknowledged by Continental)
- Transportation specification (provided by Continental, or provided by Supplier and acknowledged by Continental)

2.4.6.1. Material Specification

The Material Specification is to be provided by Continental and acknowledged by the Supplier.
The chemical/technical characteristics are defined in the material specification (with target values and tolerances) including the form in which the product must be supplied. Packaging materials that are processed together with the product are also specified.
The material Safety Data Sheet provided by Supplier during the supplier materials release is an integral part of this specification.
Supplier must sign the Continental material specification for acknowledgement.

2.4.6.2. Handling Specifications

To ensure safe handling (in accordance with accident prevention and other regulations), preservation of the characteristics of the material supplied, and smooth operations, the Supplier must comply to the following handling specifications.

2.4.6.2.1. Packaging Specification

The Packaging Specification is to be provided by Continental, or provided by Supplier, and acknowledged by Continental.
Supplier should guarantee that all products are packed in compliance with the requirements outlined in Annex 6, and the relevant safety regulations.

2.4.6.2.2. Marking and Labeling Specification

The Marking and Labelling Specification is to be provided by Continental and acknowledged by the Supplier.
Supplier should guarantee that all products are marked and labelled in compliance with the requirements outlined in Annex 7, and the relevant safety regulations.

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2.4.6.2.3. Storage Specification

The Storage Specification is to be provided by Continental, or provided by Supplier, and acknowledged by Continental.
Supplier should guarantee that all products are stored in compliance with the requirements outlined in Annex 8, and the relevant safety regulations

2.4.6.2.4. Transportation Specification

The Transportation Specification is to be provided by Continental, or provided by Supplier, and acknowledged by Continental.
Supplier should guarantee that all products are transported in compliance with the requirements outlined in Annex 9, and the relevant safety regulations.

2.4.7. Shipment Documents

Supplier must hand over all shipping documents (a copy of the commercial invoice, delivery note, bill of lading, certificate of origin, etc.) for a shipment to the carrier along with the products being shipped.
In the case of packages delivered by postal or parcel services, shipping documents must be attached to the outside of the package. Sample shipments are subject to the same document requirements including a transactional value for Customs purposes.
The dangerous goods classification according to applicable laws and regulations must appear on the delivery note.

2.4.7.1. Inspection Documents

For each production lot included in the shipment, Supplier must submit to Continental an Inspection Document declaring that the products supplied are in compliance with the requirements of the order.
A Western/English character set must be used for these documents.
European Supplier must ensure that Inspection Documents are issued in accordance with DIN EN 10204:2005-01. Non-European Supplier should issue Inspection Documents like described in the referred standard.
According to the referred standard, there can be several types of Inspection Documents issued according to the type of inspection performed (specific or non-specific, internal or external). At Continental, and according to the type of material received, the document types generally accepted are described below.
Supplier must submit Inspection Documents as agreed and to ensure that it is available at Continental location latest when the shipment arrives, preferably however prior to arrival of the shipment.
Supplier must send Inspection Documents by email to Continental plant locations according to the list in Annex 1. Continental reserves the right to implement electronic systems for the submission of required information.
For each Continental location not listed in the above-mentioned list, Supplier must include the Inspection Document as part of the delivery documents, or Supplier must conclude a specific agreement with that location on the recipient and submission method of the Inspection Document.
In case clarifications or deviations from the guidance provided below are needed, they must be specifically referred in the QAA/GQA to be signed between Continental and Supplier.

2.4.7.1.1. Raw Materials (includes Chemicals and Reinforcements)

The samples for the tests must be taken from the shipped product (specific test report) and the product tests must be carried out in compliance with the corresponding specification and technical rules.
The Inspection Certificate 3.1 “type 3.1” (specific inspection, according to DIN EN 10204:2005-01, also known as “Certificate of Analysis” - CoA) testifies that the delivered material complies with the material specification.
To avoid misinterpretation, the names of the specified characteristics that are printed on the Inspection Certificate must be identical to the ones listed on the signed specification.
Test results, per referenced test methods (see specification), are required for all characteristics marked “C” in the material specification data sheet of Continental.
Materials with test results out of the specification limits are not allowed to be shipped to Continental without a written permit from Continental prior to the shipment.

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Inspection Certificates must include as a minimum the following information:

- Supplier with Supplier´s address and the contact person with the contact data
- The manufacturer with manufacturer´s address (if different from Supplier)
- The date of the inspection or date of release (DD-MM-YYYY or YYYY-MM-DD)
- Supplier´s product number or name (from the corresponding purchase document)
- The manufacturer´s lot number
- The inspection characteristic(s) (including tolerances, if agreed)
- The unit for the inspection characteristic(s) (same as in the agreed specification)
- The inspection result(s) for the inspection characteristic(s)

2.4.7.1.2. Components, Parts (non-specific inspection)

- Declaration of Compliance with the order “type 2.1” (non-specific inspection, according to DIN EN 10204:2005-01, also known as “Certificate of Conformity” - CoC) or
- Test Report “type 2.2” (non-specific inspection, according to DIN EN 10204:2005-01)

Inspection documents must include as a minimum the following information:

- Supplier with Supplier´s address and the contact person with the contact data
- The manufacturer with manufacturer´s address (if not the same as Supplier)
- The date of the inspection or date of release (DD-MM-YYYY or YYYY-MM-DD)
- Supplier´s product number or name (from the corresponding purchase document)
- The manufacturer´s lot number (in special cases, the serial number can be requested)
- The inspection characteristic(s) (whenever specified and including tolerances, if agreed)
- The unit for the inspection characteristic(s) (whenever specified, the same as in the agreed specification)
- The inspection result(s) for the inspection characteristic(s) (whenever specified)

2.4.7.2. Delivery Note

Supplier must ensure that each shipment is accompanied by a delivery note with following information:

- Mandatory header level information:
  - Document number
  - Date of issue
  - Continental receiving location name and address
  - Supplier´s shipping location name and address
  - Incoterm
  - Quantity and type of shipping units
  - Gross weight and unit in metric unit of measurement
  - Net weight and unit in metric unit of measurement
  - For returnable packaging, include a description
- Mandatory item level information:
  - Continental’s purchase order and line-item number
  - Continental’s material number and material description
  - Supplier´s material number and material description
- Mandatory lot level information:
  - Lot quantity and unit (metric unit of measurement)
  - Number of shipping units (palettes, big bags etc.)
  - Supplier´s lot number
  - Date of production of each lot
  - Lot weight in metric unit of measurement
- In case of electronic submission via EDI of ASN the following fields are required

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- Shipped Date: date of departure
- ETA Conti Plant: Estimated day of arrival at the Continental plant
- Shipped quantity: total net weight of the shipment
- Gross weight: total gross weight of the shipment
- Number of shipping units: number of shipping units (pallets, rolls, etc.)
- ASN number: The shipping reference number (Lot number, delivery note, shipping note, packing list)
- Lot Details: Lot quantity, number of shipping units, Lot Number, production date and Lot weight

- In case of sea transport the following fields are required additionally:
  - Container details: Bill of lading number, Container number, SCAC code of the carrier (shipping line).

2.4.7.3. Safety Data Sheet

Supplier must provide, for substances on its own and mixtures, the latest version of the SDS according to the legislation of the respective country for the delivery.

2.4.7.4. ISCC PLUS Sustainability Declaration

Wherever specified, and contracted, that a material must be ISCC PLUS certified, each shipment of that material shall be accompanied with a Sustainability Declaration (including all mandatory information according to the ISCC PLUS regulation). If a shipment consists of more than one Lot, the certified quantity must be traceable per Lot. Suppliers may fulfill this requirement either:

- Issuing individual Sustainability Declarations for each Lot, or
- Issuing one Sustainability Declaration per shipment, supplemented by a document / additional information detailing the certified quantity per Lot.

2.4.7.5. European Deforestation Regulation (EUDR) related data

Whenever specified, and contracted, that a material must be EUDR compliant, each shipment of that material must be accompanied with relevant geodata information. EUDR compliant supplies must have undergone necessary risk assessment and due diligence to demonstrate compliance with EUDR (see also chapter 2.2.1.5).

2.4.8. Lot Designation and Traceability in Production

Supplier must ensure that shipments clearly indicate which production lot the individual products belong to. If it is not possible to directly label each product, the lot designation must be shown on the packaging or tags.
Supplier has further to ensure that different types of products are delivered in individual shipping units to prevent mixing and confusion. Each shipping unit must contain only one single type of product out of one production lot (e.g. only one type of product and only one lot per pallet).
A shipment (container or truck load) may contain several products but should consist of 1(one) production lot per product only. A number of two (2) lots per shipment are acceptable as a maximum. As an exception this maximum number may be exceeded whenever a maximum of two (2) lots is technically not feasible, e.g. due to production lot sizes.
Supplier must ensure the traceability of raw materials, semi-finished products and finished products within the production process. Further, Supplier must prepare and keep all inspection reports for all inspections from material receipt up to dispatch of products. In case of an identified or suspected nonconformity, traceability must be possible in such a way that limitation of the quantity of suspect and/or nonconforming products, or semi-finished products, can be carried out.

2.4.9. Material Age

If not otherwise agreed, or specified, the remaining material shelf life at receiving at Continental must be more than 50(fifty)% of the total shelf life. The total shelf life is documented on the material specification. It starts with the production date or release date. The expiry date is calculated from the production date, or release date, plus the total shelf life.

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If not otherwise agreed or specified, Supplier is allowed to re-certify material for a maximum of 1(one) month after production date by testing all "C" properties. Every re-certification beyond 1(one) month needs to be approved by Continental´s specification owner.
Supplier must guarantee the total shelf life of the material from production date or release date. In the latter case, the release date must be printed on the Inspection Certificate or shipping unit.
Supplier must ship the material in production order. Older material lots must be shipped before newer production lots.

2.4.10. Terms of Delivery

Continental and Supplier will agree on terms of delivery in accordance with Incoterms (latest edition) to avoid misunderstandings and litigation (e.g. in the event of damage).
Any cost incurred by reason of failure of Supplier to comply with shipment agreements shall be borne by Supplier.
In case Supplier is responsible for the cost of the delivery, Continental expects to receive a breakdown of the relevant cost elements.

2.4.11. Customs

2.4.11.1. Export clearance

Supplier must ensure compliant handling of all export formalities in the country of dispatch.

2.4.11.1.1. Origin & Preferences

Supplier must collect all necessary information and perform all relevant analysis to determine the preferential (if applicable) and non-preferential origin of the delivered products. For all goods, Supplier commits to provide Customer with a proof of preferential and/or non-preferential origin in the forms defined in all relevant regulations and laws:
For shipments of goods exported from countries having preferential agreements (FTA, GSP…) with the country of destination, supplier must issue and submit a certificate of preferential origin to the recipient plant at the time of every shipment, after having verified that the goods fulfill the respective preferential origin requirements.
For shipments of goods within the same customs territory, supplier provides Continental with a declaration indicating the preferential origin status of the goods and other information regarding preferential origin within 10 (ten) working days upon Continentals request (Supplier's declaration). Supplier commits to renewing this declaration before the end of its validity period. Any change to the preferential status should be notified immediately to the relevant customs contacts of the buyer.

2.4.11.1.2. Classification

Supplier is responsible for duly classifying its goods in line with the requirements laid down in the Harmonized System of the World Customs Organization (HS Code).
Supplier commits to provide, upon Continental's request and within 10 working days from receipt of the request, this classification and all supporting documents and technical specifications substantialize this classification. Supplier shall inform Continental about any Binding Rulings regarding classification applicable for the supplied products.
In addition, all commercial invoices issued by the supplier shall state the applicable HS Code on item level.

2.4.11.2. Import clearance

2.4.11.2.1. Supplier responsible for import clearance

If supplier is responsible for import clearance under the applicable Incoterms, all shipments must arrive in the receiving plant after full release for free circulation/consumption. Supplier shall provide sufficient evidence about the customs declaration status of each shipment to the receiving Continental plant. The customs reference number of the final customs assessment shall be sufficient evidence for customs clearance.

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2.4.11.2.2. Continental responsible for import clearance

If Continental is responsible for customs clearance in the destination country, Supplier must:

- Provide all relevant documents required for compliant import customs clearance in the destination country.
- Provide all additional documentation required for compliance with other regulations, which are supervised by the customs authorities of the importing country.
- Cooperate with Customer to define the accurate customs duty rate and value basis according to customs regulation.
- Upon request, support the implementation and the follow-up of Customer's specific customs economic regimes (such as customs warehouse, outward processing relief or inward processing relief).
- Provide regulatory documents (such as non-manipulation certificate) for customs clearance at customer request.

Supplier is responsible for investigating on its own behalf any import formalities applicable for the supplied goods in the country of destination. In case of doubt, Supplier shall proactively contact the responsible customs contacts or any competent governmental authority.
Continental will nominate the responsible customs contacts and competent customs brokers for import clearance on behalf of the receiving plant.
Supplier is liable to Continental for any cost incurred by Continental by reason of delay in any declaration, or the failure to submit a binding declaration, or the failure to obtain a preferential duty treatment under a valid Trade agreement, which are caused by negligence of the supplier or agents acting on the behalf of the supplier.

2.4.12. Invoicing

Continental targets to use electronic invoice processing and/or or evaluated receipt settlement ("self-invoicing"). The agreed invoicing procedure must comply with the applicable laws at the location of the Continental plant concerned.
These agreements will not limit the requirements for provision of invoices for customs purposes as part of the shipment documents.

2.5. Quality

2.5.1. Quality Management System of Supplier

According to the standards referred in our pre-requisites, Supplier must implement continuous improvements in its Management System. Supplier must stay updated on the requirements of the automotive industry, as defined in the IATF 16949 standard, and, if only in possession of a valid ISO 9001 certification, Supplier must implement the requirements listed in the IATF "Minimum Automotive Quality Management System Requirements for Sub-Tier Suppliers", as revised from time to time.
Certification according to IATF 16949 (latest issue) of Supplier´s quality system is the goal that Continental wants to achieve with its supplier portfolio. In some combinations Supplier/Material, this certification is already mandatory. In future it'll be mandatory for all suppliers and for all materials. For this goal to be achieved, Continental wants Supplier to establish an action plan to achieve it within a reasonable period of time at Continental discretion.
Supplier must send, without further request, electronic copies of its (IATF and ISO) certificates to Continental (CF_LO_SM_PurchasingSupport.PT@continental.com) each time Supplier gets updates of the certificates.

2.5.2. Process and Product Non-conformities

Supplier is requested to contact Continental immediately in case of suspicion that incorrect products were already delivered.

2.5.3. Product Safety and Conformity Representative (PSCR)

Supplier must ensure that a member of the management team is a certified "Product Safety and Conformity Representative" (PSCR), and provide Continental with a direct contact to the PSCR, or to a certified representative.
This person must act as an interface between Continental and Supplier regarding all aspects of product safety and adherence to laws and standards.

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Supplier must inform Continental about any change of the above organizational demand on short notice.

2.5.4. Material Specification Contents

Continental shall define the characteristics to which the products must conform. The testing methods for the required characteristics will be defined by mutual agreement. Unless otherwise agreed, testing methods shall be those specified in accordance to ISO, ASTM or DIN standards. The target value and the tolerance thereto must be set forth for the variable characteristics.
Suppliers thus agree to carefully study the specifications and to ascertain whether it is possible to comply with the target values and tolerances stipulated therein. In the event of any uncertainty Supplier agrees to consult with Continental.
Characteristics marked with “C” must be reported on the Inspection Certificate for each production lot.
The general delivery target is zero-defect production. In case Supplier and Continental agree in writing on certain ppm-failure rates this shall not relieve Supplier in any way from its obligation to deliver non-defective products and shall in no way limit the liability of Supplier for non-conforming products.
It is understood that the values and characteristics on the Certificate of Analysis are only valid for a material produced with the same processes and feedstocks as the material originally approved by Continental.

2.5.5. Inspection, Testing

Supplier must inspect, test and, when such a lot conforms to the specification, approve each lot of the products delivered to Continental.
Supplier agrees that only he is responsible for conducting pre-delivery testing of the characteristics specified by Continental in accordance with inspection plans and therefore Continental is not obliged to carry out own tests of these characteristics as part of the quality inspection of incoming products.
Supplier agrees to send upon request by Continental a sample from the products that are in active serial delivery to Continental for testing.
Supplier agrees to participate upon request by Continental in internationally recognized material cross checks.
Supplier agrees to test upon request by Continental a sample taken from the products he has delivered to Continental with regard to specific characteristics (product audit). Supplier must inform Continental of the results.

2.5.6. Process Capability

Supplier agrees to provide Continental on a quarterly basis with capability reports of those characteristics marked in the specification with footnote “K” or “E”. The capability index (Cpk) must be calculated according to the rules of the ISO 22514-2 and the overall capability must be used. The limit given in footnote “K” (Cpk > 1.0) or “E” (Cpk > 1.3) in the specification must be reached.
An action plan on how to improve the situation must be included in the report for those product characteristics with a quality capability index that is lower than given in the specification. The information, capability records and action plan must be sent as email attachment to sqm@conti.de, or, whenever requested, to another address or communication channel.

2.5.7. Change Management

Supplier agrees to notify Continental in advance of any significant changes in the manufacturing process that could influence the product characteristics (e.g. a transfer of production to another plant, an inspection process, raw material basis, packaging, identification, etc) or the commitments established in this Manual and documents related (BPCoC, QAA, etc)
The time of the announcement must be adapted to the nature of the event that will cause the change. For example, a planned transfer of production to another plant (12 months in advance), a change in the inspection process (6 months in advance) or a change in the raw material basis (6 months in advance) and similar events.
The above-mentioned timings should be kept as standard unless the nature of the event prevents them to be made, like, for example, in case of sudden disruptions.
In any case, the announcements must be made before material affected by the change is shipped to Continental.

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2.5.8. Supplier Rating

Continental rates its Suppliers regularly (“Supplier Rating”). Continental´s Supplier Rating gives Continental an overview of Supplier´s performance based on general, standardized performance indicators grouped in company, sustainability, technology, supply, quality, and cost/finance.
The Supplier Rating allows the identification of possible improvement actions and is a basis for a continuous improvement of Supplier´s performance. The results from the Supplier Rating are one of the criteria for Continental´s consideration of the future development of the business relation with Supplier.
When Continental shares the Supplier Rating results with the Supplier, it expects it to be distributed to all relevant members of Supplier´s staff and that appropriate actions are taken to improve the performance. These ratings shall not be shared with Supplier 3rd parties.

2.5.9. Continuous Improvement

A continuous improvement philosophy should permeate all of Supplier´s processes, systems, and products. To be effective, an improvement strategy must have a tactical as well as an operational element. The tactical or strategic element must be long range, sustained and focused on those key processes which provide value-added substance to the company’s objectives, including Continental satisfaction. The operational element must be specific and measurable, i.e. performance requirements, goals and targets, results needed, where and when.

2.5.10. Problem Solving Methods

Supplier must have trained (preferably certified) personnel with the ability to resolve product and process issues using data driven problem resolution tools and techniques quickly and permanently.
Problem resolution must be conducted using a defined, structured process like the 8-Discipline process, Six Sigma, DMAIC or any other process that includes verification of the root cause and validation of corrective action effectiveness.
Data driven techniques should also be used during the process design, verification, and validation phases to prevent problems with new or changing products and processes. These data driven tools and techniques include but are not limited to: FMEA, MSA, SPC, DOE and Taguchi methods.
An 8D/4D template can be requested from sqm@conti.de.

2.5.11. Process Risk evaluation (P-FMEA)

Supplier must conduct a Process FMEA (Failure Mode Effect Analysis) to minimize product related risks covering the complete process steps from incoming material to delivery to customer.
The P-FMEA must be presented in English, if requested.
All applicable requirements included in the QAA and SRM must to be covered in the P-FMEA.
The P-FMEA must be applied according to AIAG-VDA FMEA Handbook (Automotive Industry Action Group- Verband der Automobilindustrie) latest issue.
A clear correlation between the P-FMEA and Control Plan must be established and maintained.
Supplier must have personnel qualified in the FMEA risk analysis method.
The rating tables for severity, occurrence, and detection according to AIAG-VDA FMEA Handbook must be used.
Especially problems with impurities, inhomogeneity, out-of-spec deliveries, and material mix-ups must be covered.
Continental`s material specification characteristics that are marked with the “C” footnote must be handled as special characteristics in the P-FMEA and the control plan.
The severity rating of the below potential failure modes for final product delivered to customer must be rated with a minimum of 9, unless specified differently in a QAA with Continental.

- Impurities
- Out-of-spec (for all characteristics marked with the “C” footnote in the agreed material specification)
- Material mix-ups

A P-FMEA template (in English) can be requested from sqm@conti.de.

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2.5.12. Control Plan

Supplier must create and maintain a control plan, which should be based on IATF 16949, and must follow the process flow diagram and product risks identified in the FMEA:

- Process step and function
- Test device or machine (including identifier)
- Product or process characteristics to be tested
- Special Characteristics (C-criteria in Specification)
- Test methods including inspection instruction
- Product or process specification (limits, tolerances)
- Sample size and frequency
- Documentation
- Process step responsible
- Reaction Plan

2.5.13. Complaints

Supplier undertakes to deliver the products only as described in the specification agreed upon.
In case of any deviation of the delivered product regarding documented requirements (e.g. timing, quantity, marking, specified criteria, etc.) Continental will raise a complaint against Supplier. Complaints should be solved using appropriate methods (see 2.5.10. Problem Solving Methods). If an 8D report is requested by Continental, items D1, D2 & D3 must be communicated to Continental within 2(two) working days.
All additional costs at Continental related to a nonconforming delivery will be compiled case by case and sent to Supplier for compensation.

2.5.14. Internal Audits

Supplier shall perform internal VDA 6.3 process audits annually, in addition to internal audits required by the certification standards under which the supplier is certified.
An integrated audit approach is acceptable, provided that all VDA 6.3 requirements are covered. All production processes (VDA 6.3 - P6) and all shifts related to the manufacture of products supplied to Continental shall be audited.
If a VDA 6.3 process audit results in a "C" rating, the Supplier shall inform Continental without delay and initiate appropriate corrective actions immediately.

2.5.15. Requalification Checklist and Testing

Supplier must perform an annual requalification based on the Requalification Checklist in Annex 3.
All questions in the checklist must be evaluated and answered with “yes” or “no”.
In case any question is answered with “no”, supplier must provide a comment and send the list to sqm@conti.de.
Supplier must perform a complete test of all product characteristics in the specification of all products delivered to Continental (Requalification) on a yearly basis. The results must be available for review of Continental for twenty (20) years and must be sent on request.

2.6. Cost/Finance

2.6.1. Financial status

Supplier, during the assessment of its sites, during the approval and contracting of new materials, during the renewal of contracts for existing ones, or whenever requested, shall make information available to Continental that demonstrates the current financial status of their operations.

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2.6.2. Efficiency Increase Programs

Supplier, during the assessment of its sites, during the approval and contracting of new materials, during the renewal of contracts for existing ones, or whenever requested, should demonstrate the existence of broad scope, documented, Efficiency Increase Programs, on-site, aimed at increasing the competitiveness of the Supplier Site operations.

2.6.3. Commercial Conditions

Supplier should be prepared to consider all financial efficiency increase impact of dimensions, such as:

- Prices
- Delivery Terms
- Consignment Stocks
- Material Warehouses near the sites of Continental
- Payment Terms
- Others

so that, together with the remainder of the requirements listed, Continental and Supplier can enable a mutually beneficial business partnership.

2.6.4. Price influencing data

Supplier, during the assessment of its sites, during the approval and contracting of new materials, during the renewal of contracts for existing ones, or whenever requested, is expected to provide a reasonable set of data that enables Continental to understand the reasons behind price definitions and adjustments in the respective cost elements.
Whenever in the contract between Continental and Supplier, some 3rd party information, protected by commercial agreements with said 3rd party, and related to parameters influencing the price definition for a certain period, is used (e.g.: price formulas), Supplier commits to source, on its own, the same information that Continental possesses, so that there's no breach of the commercial agreements that Continental and Supplier might have with said 3rd party.

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3. Annexes

3.1. Annex 1 - Continental plant locations and e-mail addresses

Tire Plant	Address
Continental do Brasil Produtos Automotivos Ltda, Av. Atlântica, s/n COPEC, Caixa Postal 220, CEP 42810-000 **Camaçari** - BA - Brasil	cr_coa@conti.com.br
Continental Tire the Americas, LLC 3000 Continental Parkway, **Clinton**, MS 39056, USA	IC_Clinton@continental.com
Continental Tire Andina S.A., Panamericana Norte Km 2.8, **Cuenca**, Ecuador	IC_CuencaTire@conti.com.ec
Continental Tires (Hefei) Co.,Ltd, 1588 Dabieshan Road, Nangang Technology Zone, **Hefei** 231283, Anhui,China	IC_Hefei@conti.cn
Continental – Indústria Têxtil do Ave, S.A. (**C-ITA**) Rua António José da Costa 200, 4740-608 Lousado, Portugal	Ti_lo_sm_qualidade_cita@continental.com
Eu-Retec (Pvt) Ltd, 349/5, Palatota Road, Nagoda, **Kalutara**, Sri Lanka	TI_FD_SM_materials@continental.com
Continental Reifen Deutschland GmbH / Postfach 1120 / 34481 **Korbach**, Germany	wek_korbach@conti.de
Continental Mabor / Caixa postal 5028 / P-4760-606 **Lousado**, Portugal	TI_LO_IC_Lousado@conti.de
Continental India (P) Limited, NH-58, Meerut - Roorkee Road, **Modipuram** - 250110, (U.P.) India	IC_Modipuram@conti.in
Continental Tire North America, LLC.; 11525 N IL Hwy 142; **Mt. Vernon**, IL. 62864, USA	TI_MV_SM_IC_MtVernon@continental.com
Continental Barum s.r.o., Objizdna 1628, **Otrokovice** 765 02, Czech Republic	IC_Otrokovice@barum.cz
Continental Tyre PJ Sdn. Bhd., No.4, Jalan Tandang, 46050 **Petaling Jaya**, Malaysia	TI_PJ_SM_IC_Petaling_Jaya@conti.my
Continental Tyre / PO Box 699 / 6000 **Port Elizabeth**, South Africa	TI_EL_SM_IC_PortElizabeth@continental.com
Continental Matador Truck Tires s.r.o. / PO Box 1 / 020 01 **Puchov**, Slovakia	IC_Puchov@conti.sk
Continental Tyres (Thailand) Co., Ltd., 616/5, Moo 5, Mae Namkoo, Pluak Daeng, **Rayong**, 21140 Thailand	TI_RN_SM_IC_Rayong@continental.com
Continental Tire S.L.P. Mex., **San Luis Potosi**, Mexico	IC_SanLuisPotosiTire@conti.com.mx
Continental France SNC / Rue Jean-Baptiste Dumaire 6 / F-57201 **Sarreguemines**, France	ti_sg_sm_ic@continental.com
Continental Reifen Deutschland GmbH / Postfach 169 / 30001 Hannover -**Stoecken**, Germany	Reinforcement: IC_Stoecken_RF@conti.de All other materials: wek_stoe@conti.de
Continental Tire North America, LLC., 2 North Main Street, **Sumter**, SC 29150, USA	IC_Sumter@conti-na.com
Continental Automotive Products SRL, Avram Imbroane 9, **Timisoara**, Romania	coatimisoara@conti.de

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3.2. Annex 2 - List of Abbreviations and Links

The lists of Links below are provided only for info.
Since the updates of this Manual are not permanent, some of the links can be outdated.
It's the responsibility of Supplier to find the correct link that describes the latest version of the subject referenced by the link.

3.2.1. Abbreviations

(LINKS ARE UNDERLINED)

4D	Four Disciplines methodology
8D	Eight Disciplines methodology
ADR	Accord européen relatif au transport international des marchandises Dangereuses par Route (European agreement concerning the international carriage of dangerous goods by road) (ADR/RID/IMDG-Code)
AG	Aktiengesellschaft (stock corporation)
AI	Artificial Intelligence (EU Artificial Intelligence Act (EU - 2024/1689))
AIAG	Automotive Industry Action Group
APQP	Advanced Product Quality Planning
ASN	Advanced Shipping Notification
ASTM	American Society for Testing and Materials
CAMDS	China Automotive Material Data System (CAMDS Login)
CBAM	Carbon Border Adjustment Mechanism
CE	Conformité Européene
CFC	Chlorofluorocarbon
CFR	Code of Federal Regulations (Title 29, Subtitle B, Chapter XVII, Part 1910, Subpart Z, § 1910.1200)
CIA	Cybersecurity Interface Agreement
CoA	Certificate of Analysis
CoC	Certificate of Conformity
Cpk	Process Capability Index
CRA	Cyber Resilience Act
CTHS	Continental Tires Holding Singapore Pte Ltd
DIN	Deutsches Institut für Normung
DMAIC	Define, Measure, Analyze, Improve, Control
DOE	Design of Experiments
EC	European Commission
Ecovadis	Global Sustainability platform (registration)
EDI	Electronic Data Interchange
EN	European Norm
ETA	Expected Time of Arrival
EU	European Union. A politico-economic union of the member states
EUDR	European Union Deforestation Regulation
FMEA	Failure Mode and Effects Analysis

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G2/G3, G8, G9, G10, G11	Continental internal documents containing packaging specifications
GACI	Global Accreditation Corporation Inc. (GACI)
GADSL	Global Automotive Declarable Substance List
GHS	Global Harmonized System (pictograms)
GPDR	General Data Protection Regulation
GPSNR	Global Platform for Sustainable Natural Rubber
GQA	General Quality Agreement
GSP	European "Generalised system of preferences"
HS Code	Harmonized System Code of the World Customs Organization
IATF	International Automotive Task Force (IATF 16949:2016, FAQs, Sanctioned Interpretations, Minimum Automotive Quality Management System Requirements for Sub-Tier Suppliers)
IBC, FIBC	Intermediate Bulk Container, Flexible Intermediate Bulk Container (IEC-61340-4-4:2018-01, ISO 21898:2024)
IMDS	International Material Data System
IP	Intellectual Property
ISCC PLUS	International Sustainability & Carbon Certification
ISO	International Organization for Standardization
LUCID	Registering tool connected with the German Packaging Act (Verpackungsgesetz)
MSA	Measurement System Analysis
NR	Natural Rubber
ODS	Ozone Depleting Substances (Montreal Protocol on ozone-depleting substances)
Osapiens	Cloud Platform for Corporate Sustainable Growth
PACT	Partnership for Carbon Transparency (methodology)
PFAS	Per- and polyFluoroAlkyl Substances
P-FMEA	Process Failure Mode and Effects Analysis
POP	Persistent Organic Pollutants (Annex I of 2019/1021/EU)
PPAP	Production Part Approval Process
PSCR	Product Safety and Conformity Representative
QAA	Quality Assurance Agreement
REACH	EU Chemical Regulation (Registration, Evaluation, Authorization and Restriction of Chemicals)
RoHS	Restriction of Hazardous Substances (2015/863/EU (RoHS III))
SCAC	Standard Carrier Alpha Code
SCIP	Substances of Concern In articles as such or in complex objects (Products)
SDS, TDS	Safety Data Sheet, Technical Data Sheet (of Products)
SPC	Statistical Process Control
SPM	Solid Polymer Microparticles (Annex XVII Entry 78 of 2006/1907/EC (REACH))
SRM	Supplier Requirements Manual (this Manual)
SVHC	Substances of Very High Concern
SMETA	Sedex Members Ethical Trade Audit
tC	Technical Compliance
TIP	Tire Industry Project

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TISAX	Trusted Information Security Assessment Exchange
TRGS	Technical Rules for Hazardous Substances (Technische Regeln fuer Gefahrstoffe, TRGS 552)
TS	Technical Specification
TSCA	Toxic Substances Control Act (TSCA Inventory)
UIC	International union of railways (UIC 435)
USMCA	United States-Mexico-Canada Agreement
VDA	Verband der Automobilindustrie e.V. (VDA 6.3, VDA QMC)

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3.2.2. Continental Links

Continental - Vision, Mission, Values
Continental - Business Partner Code of Conduct
Continental - Supplier Requirements Manual (this Manual)
Continental - Sustainability internet page
Continental - Sustainable Management and Corporate Social Responsibility policy
Continental - General Conditions of Purchase for Continental Aktiengesellschaft and for ContiTech AG and their affiliated companies
Continental - Electronic Submission of Supplier Invoices
Continental - REACH Legislation and List of Affected Substances
Continental - Sustainable Natural Rubber Sourcing Policy

3.2.3. Other Links

Labelling and Packaging of Substances and Mixtures - 2008/1272/EC
European Regulation on Packaging and Packaging Waste - 2025/40/EU, German Packaging Act (Verpackungsgesetz) / LUCID
German Supply Chain Act
Hazard Communication - 29CFR 1910.1200
California Safe Drinking Water and Toxic Enforcement Act of 1986 (California Prop. 65)
Types of inspection documents, DIN EN 10204:2005-01
EU/528/2012 (EU Biocidal Products Regulation)
Pallets for materials handling — Flat pallets, Part 1: Test methods (ISO 8611-1)
Quality management systems — Requirements (ISO 9001)
Automotive sector quality management systems - Requirements (IATF 16949)
Environmental management systems — Requirements with guidance for use (ISO 14001)
Environmental management — Life cycle assessment — Principles and framework (ISO 14040, Amendment 1)
Environmental management — Life cycle assessment — Requirements and guidelines (ISO 14044, Amendment 1, Amendment 2)
Greenhouse gases, Part 1: Specification with guidance at the organization level for quantification and reporting of greenhouse gas emissions and removals (ISO 14064-1:2018)
Greenhouse gases — Carbon footprint of products — Requirements and guidelines for quantification (ISO 14067:2018)
Project, programme and portfolio management — Context and concepts (ISO 21500)
Statistical methods in process management — Capability and performance (ISO 22514-2)
Guidance on Social Responsibility (ISO 26000)
Information security, cybersecurity, and privacy protection — Information security management systems — Requirements (ISO 27001)
Anti-bribery management systems — Requirements with guidance for use (ISO 37001)
Occupational health and safety management systems — Requirements with guidance for use (ISO 45001)
Energy management systems — Requirements with guidance for use (ISO 50001)
Minamata convention
Rotterdam Convention, Annex III
Standard for Decent Work (SA 8000)
Waste framework directive (2008/98/EC)
Gesetz zum Schutz vor gefährlichen Stoffen 1, §16f (§16f ChemG (Chemikaliengesetz))
Road Vehicles Cybersecurity Engineering (ISO/SAE 21434:2021)
Innovation management — Innovation management system — Guidance (ISO 56002:2009)
TIP definitions for Renewable Material and Recycled Material

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3.3. Annex 3 – Continental Requalification Checklist

Material and Process Requalification Checklist
Supplier Self-Assessment

General Information	
Supplier Name	
Supplier Manufacturing Location	
Material Names	
Material Numbers (Continental Code)	

Elements to be checked	Questionaire for Annual Requalification	SRM §	Fulfilled?	Comment (If "No", was selected
Product / Process Requirements	Are all **specifications and contracts** of materials sold to Continental available and implemented in each production location? (Specifications, drawings, SRM, BPCoC, QAA and legal requirements)	2.5.4		
Product / Process Requirements	Was a documented **Change Management Process** used to evaluate and validate all material & process changes and has Continental been notified of significant changes?	2.5.7		
Product / Process Requirements	Is a current **FMEA & Control Plan** available, considering all changes since initial approval? (Control Plan must be in line with P-FMEA)	2.5.11 & 2.5.12		
Measurement and Validation	Was a **product test performed** in the last 12 months on all characteristics in the specification, is the test report from this requalification available and are all test results within the specification?	2.5.15		
Measurement and Validation	Is the **quality capabilty (CpK)** for specification characteristics assured? (Required characteristics are marked in the specification with "E" and "K" footnotes)	2.5.6		
Auditing	Are **internal audits** conducted in accordance with the Audit Plan and corrective actions implemented? (Including internal system audits and internal process audits follwing VDA 6.3)	2.5.14		
Auditing	Was a **VDA 6.3 audit** performed in the last 12 months and finished with an **"A" or "B"** result?	2.5.14		
Traceability	Is **traceability** throughout the production process and supply chain to Continental assured?	2.4.9 & 2.4.11		
Sub-Supplier Management	Are your **suppliers evaluated** with regard to quality of the delivered products & services, customer interruptions, and delivery reliability? (Monitoring of product quality and delivery.)	-		
Sub-Supplier Management	Are regular **requalifications** performed for the products and processes of **your suppliers**?	-		
Shop floor	Is series **production monitoring** performed according to the Control Plan? (For example, type, scope and frequency as outlined in the Control Plan)	2.5.12		
Shop floor	Are all required **work instructions** available at the workstation and can the training of the work instructions be verified (complete, signed, with correct version) according to the latest Control Plan?	-		
Maintenance	Is a **maintenance plan** available and is the maintenance conducted as planned and documented?	2.4.3.1		
Test Equipment	Is a **measurement system analysis** (MSA, where applicable) regularly conducted and documented for all installed test devices in production and laboratory? (For example: GR&R < 10%)	-		

Supplier Signature	
Name	
Function	
Signature / Date	

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3.4. Annex 4 – Continental list of Substances with specific requirements

- **Substances not allowed to be delivered on its own, in mixtures, or in articles above the limits specified in the respective regulation**

a)	Substances listed in 2006/1907/EC Annex XIV and Annex XVII under the applications described in the respective restriction entities (EU REACH)
b)	Curing accelerators forming carcinogenic nitrosamines according to TRGS 552, Table 1 and corresponding carcinogenic nitrosamines formed thereof
c)	Substances listed in Toxic Substances Control Act (TSCA) Section 6
d)	Substances listed in Annex I of 2019/1021/EU (EU POP) and Annex A of Stockholm Convention on Persistent Pollutants (POP)
e)	Mercury compounds according to Minamata convention
f)	Chemicals listed in Annex III of the Rotterdam Convention (Prior Informed Consent)
g)	Substances according to the Montreal Protocol on ozone-depleting substances (ODS)
h)	For electric and electronic equipment: substances listed in 2015/863/EU (RoHS III)
i)	Substances classified as P according to the Global Automotive Declarable Substance List (GADSL)
j)	For biocidal products: substances restricted according to EU/528/2012 (EU Biocidal Products Regulation)

- **Substances where any content delivered on its own, in mixtures, or in articles, must be declared to Continental**

a)	Substances listed in California Safe Drinking Water and Toxic Enforcement Act of 1986 (California Prop. 65)
b)	Substances classified as D according to the Global Automotive Declarable Substance List (GADSL)
c)	Substances identified as “Solid Polymer Microparticles” (SPM) according to Annex XVII Entry 78 of 2006/1907/EC (REACH)

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3.5. Annex 5 - Safety Data Sheet

Supplier must provide, for substances on its own and mixtures, the latest version of the SDS according to the legislation of the respective country for the delivery (e.g. in Europe according to Regulation 2006/1907/EC (REACH) and it's amendment 2020/878/EC. Classification of the substance or mixture must be according to the regulation of the respective country (e.g. in Europe according to 2008/1272/EC (CLP)).
The SDS must be provided prior to the first delivery as well as in case of an update of the SDS.
The recipient of the SDS is the location where the materials are delivered to. The language of the SDS must be the language of the country to which the materials are delivered.
For materials imported or purchased in the U.S.:

- Supplier certifies that all components of the product are listed on Toxic Substances Control Act (TSCA) inventory as maintained by United States Environmental Protection Agency (US EPA).
- Information provided in the SDS must meet the minimum requirements of the "Hazard Communication Standard" as promulgated at 29CFR 1910.1200.

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3.6. Annex 6 - Packaging Specification

3.6.1. General Packaging Requirements

To ensure safe handling (in accordance with accident prevention and other regulations) and smooth operations, the Supplier must pack all products in compliance with the requirements outlined in this section and the relevant safety regulations.
Hazardous materials must be packed in compliance with the applicable laws and regulations as amended from time to time and they must be accompanied by the corresponding latest version of the SDSs.
Dangerous goods must be packed in compliance with the applicable laws (e.g. ADR in Europe) and the regulations of all respective countries (including transit countries) as amended from time to time.
Supplier must comply with all applicable international, national and local legislation (e.g.: German Packaging Act (Verpackungsgesetz and LUCID registration) and regulation 2025/40/EU (Packaging and Packaging Waste Regulation).
The following outlines Continental's basic requirements for transportation devices used to ship products from the Supplier to Continental:

- Packaging must be cleaned before use to prevent contamination.
- Packaging materials must be reusable or recyclable.
- Returnable packaging is preferred
- Packaging materials must be without CFCs and PFAS, be chlorine-free, chemically inactive, groundwater neutral, and non-toxic when incinerated.
- The sum of the concentrations of lead, cadmium, mercury, and hexavalent chromium resulting from substances in packaging, or its components, shall not exceed 100 mg/kg.
- Wooden packaging must be free of biocide according to the relevant legislation in the receiving country as well as all transit countries (e.g. EU/528/2012).
  The use of methyl bromide for treatment of wood is not permitted for delivery into the EU.
- IBCs (Intermediate Bulk Containers) cannot contain wood as part of their structure.
- Natural and Synthetic Rubber must be shipped in full metal boxes or crates that are light weight, easy to handle, stackable and foldable.
- Compounds should be delivered in metal pallets. Plastic pallets can be accepted in some few, justified, and particular cases, but they must be approved, prior to any shipment, by the receiving plant.
- For reinforcements (steel cord, bead wire and textiles) the specific requirements in the documents (provided to the Supplier on request)
  - G2/G3 Packaging and General Requirements for Textiles
  - G8 Packaging and General Requirements for Steel Cord (worldwide, except USMCA)
  - G8 Packaging and General Requirements for Steel Cord (USMCA)
  - G9 Packaging and General Requirements for Bead Wire
  - G10 Packaging and General Requirements for Cable Bead
  - G11 Packaging and General Requirements for Aramid Beads
- Damaged packaging material and devices (e.g.: severe deformation, holes, splinters etc.) that could harm or contaminate the material must not be used for storage/transportation. Any damaged packaging detected during the process must be removed and replaced immediately.

Material or plant specific individual packing requirements must be agreed upon between the respective plant and the Supplier on case-by-case basis.
Exceptions to the above must be approved by Continental prior to shipment or in supply contract.

3.6.2. General Pallet Requirements

Metal or plastic pallets should be used for all materials. Wooden pallets are not preferred, but accepted, and must be covered by a plastic or cardboard sheet before loading. In case separators are used they must be plastic. Other variants are to be discussed during the material release phase.
Supplier must ensure that, unless specifications are issued for a specific category of materials, all pallets shipped to Continental meet the requirements stated in this section.

- Material

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  - Metal, Plastic (mono-material plastic for one-way pallets), or Wood. Cardboard pallets are not accepted.
- Construction
  - 4-way-pallet (4(four) side manageable), minimum 3(three) runners
  - Height minimum 140 mm
  - Height of openings for forks is a minimum of 100 mm. As an exception 90 mm is allowed from markets where this is the standard (e.g. Japan).
  - Width between 800mm and 1300mm
  - Length between 800mm and 1300mm
  - Height (pallet and material) maximum 2450mm
  - Weight maximum 1500kg
- Properties
  - Refer to ISO 8611-1:2025 for pallet performance testing
  - Static load capacity must cover the material's weight
  - Where materials are suitable for stacking, the static load capacity of the pallet must support the full weight of the stack
  - Minimum Charpy impact strength of 10 KJ/m2 when tested under dry conditions at 23 deg. C
  - UIC 435 and DIN 15158-1 must be observed.
  - A safety factor of 2(two) must be reached for stiffness (see DIN 15158-1).
- Color
  - One-way pallets and metal boxes must be free from hazardous paint
- Ecology
  - Returnable packaging should have a minimum lifespan of 10 fill-trips and be clearly labelled for sorting
  - One-way pallets must be either easily recyclable (made of a single material) or re-usable

3.6.3. General Flexible Intermediate Bulk Container (FIBC: bulk or big bag) Requirements

- FIBCs with non-dangerous goods must be certified according to ISO 21898.
- FIBCs with dangerous goods must be UN certified according to ADR/RID or IMDG-Code.
- FIBCs with inflammable or dust-explosive goods must be compliant with IEC-61340-4-4:2018-01 in addition to the UN or ISO 21898 certification.
  The necessary type of FIBC according to IEC-61340-4-4:2018-01 must be chosen based on the minimum ignition energy of the product inside the FIBC:

Minimum ignition energy (MIE) of product in FIBC	Necessary Type of FIBC according to IEC-61340-4-4:2018-01
MIE > 1.000 mJ	Type B or C or D
1.000 mJ ≥ MIE > 3 mJ	Type B or C or D
MIE ≤ 3 mJ	Type C or D

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3.7. Annex 7 - Marking and Labeling Specification

To ensure a correct marking and labelling for safe handling (in accordance with accident prevention and other regulations) and smooth operations, the Supplier must mark and label all products in compliance with the requirements outlined in this section and the relevant safety regulations.

3.7.1. General Marking and Labelling Requirements

Supplier must ensure that labels are positioned horizontally and sufficiently robust to ensure that they remain in the specified position and are legible for the shelf life of the product.
A Western/English character set must be used. In applicable cases (e.g. boxes, pallets, etc.) two (2) labels must be applied, one (1) on the short side and one (1) on the long side of the packaging.
Supplier must ensure that fasteners used for a label do not impair its legibility and any old labels must be removed prior to shipment.
Additional labels may be necessary and requested by Continental for specific products, e.g. reinforcements. Continental will define and communicate this to Supplier case-by-case.
If specific labels are agreed between Continental and Supplier, they must remain as agreed.

3.7.2. Packaging Unit

Supplier must ensure that each packaging unit of the product is labelled (sharp contrast, clearly readable) with following mandatory information:

- Producer name
- Producer product name or number

3.7.3. Shipping Unit

Supplier must ensure that each shipping unit is labeled (sharp contrast, readable from 2(two) m distance), if not otherwise agreed with Continental, with following mandatory information:

- Producer name,
- Producer's product name or number,
- Continental product number, 10 digits SAP code,
- Producer lot number,
- Individual Pallet Number (in production order),
- Date of production/Date of release,
- Net weight and unit and
- Gross weight and unit.

3.7.4. Health and Safety Labels

Supplier must ensure that hazardous symbols (GHS pictograms) as well as other legally required hazardous labelling information are clearly visibly and permanently attached to all the individual packaging units as well as on the outer packing of the shipping units. They must comply with the specific legal requirements of the country to which the product is consigned and match the information provided in the latest version of the SDS.
Supplier must comply with CE labeling requirements. Unless otherwise agreed, the CE symbol must be affixed to products in a clearly visible position.
Supplier must ensure that the declaration of conformity and the hazard analysis accompany all products.

3.7.5. Bulk Truck

Supplier should label each bulk truck with a label (sharp contrast, readable from two (2) m distance) with following information:

- Producer name

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- Producer product name or number
- Continental product number, 10 digits SAP code.

3.8. Annex 8 - Storage Specification

To ensure safe handling (in accordance with accident prevention and other regulations) and smooth operations, the Supplier must store all products in compliance with the requirements outlined in this section and the relevant safety regulations.

3.8.1. Standard Storage Requirements

To ensure safe handling (in accordance with accident prevention and other regulations) and smooth operations, the Supplier must store all products in compliance with the requirements outlined in this section and the relevant safety regulations.
Products must be stored in a closed warehouse. Outside storage is not permitted.
The following requirements need to be fulfilled regardless of storage in internal or external warehouse:

- Products must be protected from environmental influences like wetness, moisture, and heat sources (e.g. steam pipes, heating elements, etc.) and direct sunlight.
- Warehouse temperature must comply with the SDS (Safety Data Sheet) and TDS (Technical Data Sheet) of the stored materials.
- Storage temperature must be continuously monitored with suitable measurement equipment.
- Products must be protected from damage and contamination. Damage free storage must be ensured. If pallets are stacked (except in the case of metal pallets of Natural Rubber), a separation sheet (i.e., plastic, or similar, minimum 2 mm thickness) must be placed between pallets to avoid direct contact with material on the lower pallet. No stacking allowed for compound pallets.
- Returnable Packaging must be protected from damage, contamination, and environmental influences like wetness. Damage free storage must be ensured.
- Products must be protected against mix-ups. Clear and traceable identification of products is mandatory (e.g., material number, part number, lot number). The release status of products must be clearly tracked (e.g., blocked, released)
- Security against unauthorized access is recommended.
- For all temperature sensitive raw materials and compounds, undergoing property changes above 40°C (e.g. agglomeration, decomposition, cold flow), a temperature monitor must be attached to the material prior to shipping, if requested by Continental.

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3.9. Annex 9 - Transportation Specification

3.9.1. Standard Transportation Requirements

To ensure safe handling (in accordance with accident prevention and other regulations) and smooth operations, the Supplier must ship all products in compliance with the requirements outlined in this section and the relevant safety regulations.
Dangerous and hazardous materials must be transported in compliance with the applicable laws (e.g. ADR in Europe) and regulations of all respective countries (including transit countries), as amended from time to time, and they must be accompanied by the corresponding latest version of the SDSs.
Supplier must comply with local legislation (e.g.: German Packaging Act (Verpackungsgesetz) and regulation 2025/40/EU (Packaging and Packaging Waste Regulation).
To ensure that product properties during loading and transport are preserved in any case and that any damage or contamination during picking, loading and transport phase is avoided, the Supplier must ensure that all products are handled and transported in accordance with the requirements stated in this section:
The loaded product must be protected from deterioration by light, oil, dust, dirt, water and temperature and therefore all transport equipment needs to be covered, i.e. trucks/trailers with roof.
Containers used for sea transport must be sea-worthy.
Loaded goods must be securely fastened to avoid damages due to tilting or movement.
For all kinds of transport equipment following conditions are forbidden:

- Protruding nails and screws or other material which could damage the product
- Leaky/damaged cover, sidewalls, or roof
- Any contamination of the loading area (e.g. dust, dirt, rust, acids, lubricants, oil, water)

For trailers with tarpaulins following additional checks are requested:

- Loading space sides must be completely equipped with sideboards.
- In case of using wooden sideboards, they must be in proper condition (undamaged, smoothened, without knotholes and extensive effluence of resin).

If stacking materials for transportation is allowed, e.g. one pallet on top of another pallet, following requirements apply:

- A separation plastic foil must be used.

Thickness of the foil must be at least 2 mm.

- Loaded goods must be especially fastened to avoid damage due to tilting or movement.
- The product on the bottom pallet may not be deformed or contaminated by the pallet on top.
- The packaging and pallet at the bottom may not be deformed or damaged.
- Safe unloading for all pallets must be ensured.

A loading checklist must be used. Sufficient lighting within the transport equipment for the checks must be ensured. The checks must include the complete interior of the loading space (ground, roof, left and right side, as well back side). In case of non-conformities during the checks, the non-conformities must be documented, and actions defined to eliminate all non-conformities. The loading of the transport equipment may not be started before the checks are finished and all non-conformities have been eliminated.
A local procedure/emergency concept must be available for the process to secure the delivery if the transport equipment must be refused due to non-conformity which cannot be solved in time.
Full container/truck loads must be shipped as direct shipments. Any reloading during the transportation is forbidden. The container/truck must be sealed at the written request of Continental.
For shipping of natural rubber, the “CTHS Book of Requirements” (provided to the Supplier on request) from CTHS must be fully applied by all NR Supplier.
For shipping of carbon black in silo trucks the “Quality Requirements Carbon Black Trucks and Reloading of Carbon Black” (provided to the Supplier on request) must be fully applied.

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