

# Roadshow Presentation May/June 2018

Ticker:CONADR-Ticker:CTTAYTwitter:@ Continental\_IRhttp://www.continental-ir.com

### Agenda

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#### 1) Trends in the Sector of the Automotive Group New Business Opportunities Arise

- Revenue pool for suppliers reached more than €1 trn in 2017
- Business related to "established" business will grow by ~1% p.a. and reach ~€1.1 trn in 2025
- Revenues share of Electrification<sup>1</sup>, Automated Driving and Holistic Connectivity represented in total <3% in 2017
- Revenue share of Electrification<sup>1</sup>, Automated Driving and Holistic Connectivity will grow by ~30% p.a. to >€200 bn in 2025
- It will account for ~15% of the overall supplier revenue market by 2025

Sources: Roland Berger and Continental estimates. FX rate assumption 1.13 EUR/USD. <sup>1</sup> Not including market for electric vehicle batteries but including hybrid solutions.

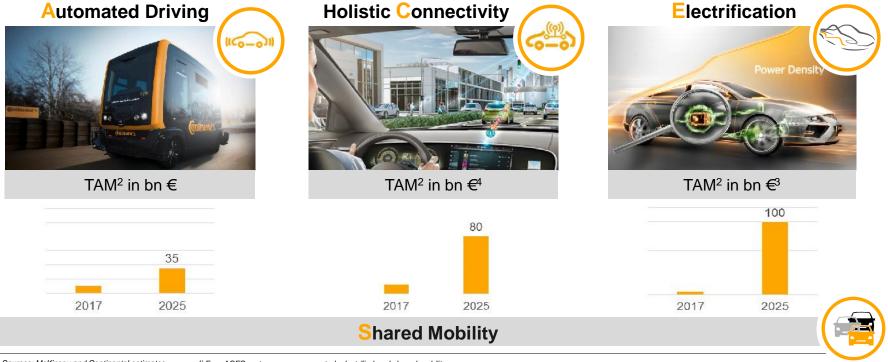
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#### Global Supplier Revenue Pool (bn €)

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Four ACES<sup>1</sup> Will Drive Our Growth



Sources: McKinsey and Continental estimates

1) Four ACES: autonomous, connected, electrified and shared mobility



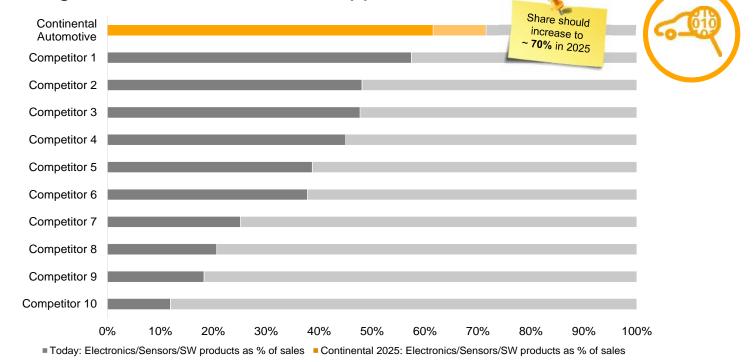
2) Total Addressable Market

<sup>3)</sup> Not including market for batteries but hybrid solutions

<sup>4)</sup> McKinsey estimates a market for digital services of US70\$ - 110 billion in 2025; FX rate assumption of 1.13 EUR/USD

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The Most Digitalized Portfolio in The Supplier Sector<sup>1</sup>



Source: Company filings and Continental estimates.

<sup>1</sup> Suppliers >€3 bn sales.

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Approaching Automated Driving: Three-Layer Model

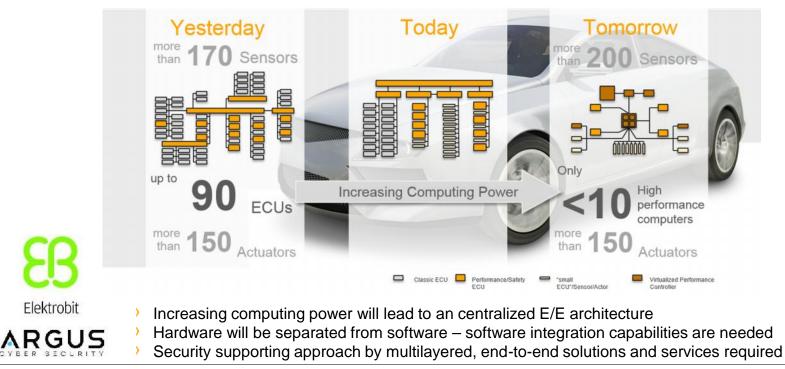
|                     | Market for                             | r Automated Driving<br>~€35 bn <sup>1</sup> by 2025 | -   |  |  |  |
|---------------------|--|---|---|--|--|--|
| Components          | Sensors                                | ∼€26 bn¹  | solid-state flash lidar   |  |  |  |
| System              | Electronics<br>Software<br>Integration | ~€7 bn¹   | Elektrobit<br>ARGUS<br>OVAL ARGUS<br>OVAL ARGUS<br>NVIDIA<br>HUAWEI |  |  |  |
| Environmental Model | Software<br>Electronics                | ~€2 bn¹   | CUCIT     NTT Docomo       BMW/Intel platform     Baidu             |  |  |  |

<sup>1</sup> Source: Continental estimates.

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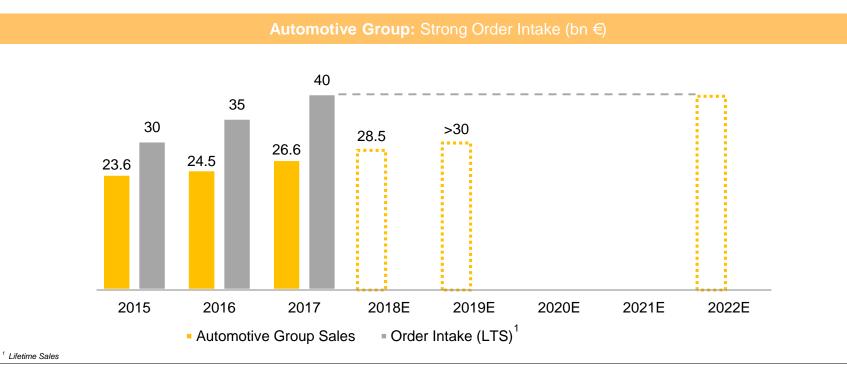
Software Drives Architecture, Process and Organization



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Strong Order Intake Drives Sustainable Growth...

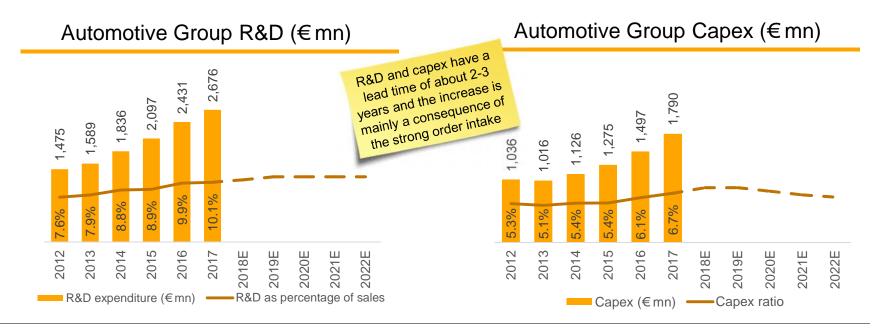


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... but Causes Sustained High R&D and Capex

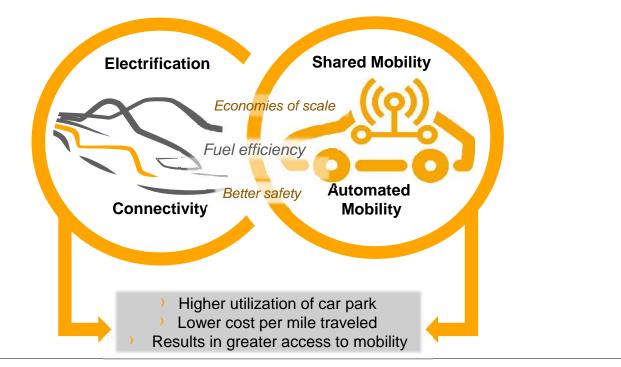


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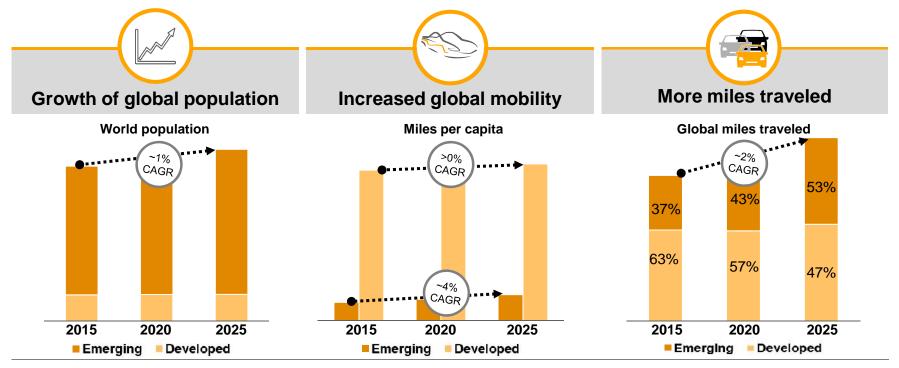
Tires Division: Four ACES Will Reduce Costs per Mile Traveled



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Tires Division: Greater Access to Mobility for a Growing World Population



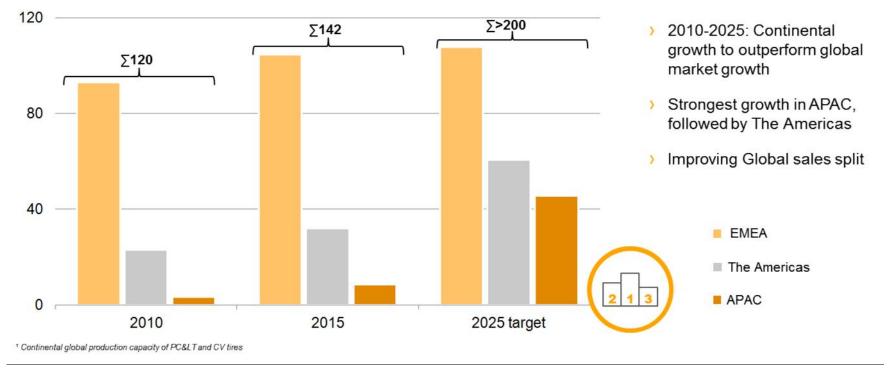
Sources: Continental, World Bank, Morgan Stanley, Roland Berger

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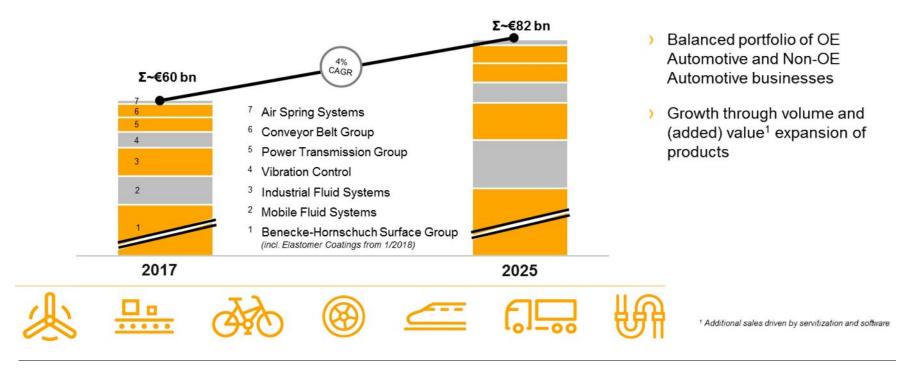
Tires Division: Strategy 2025 – Globalize Growth (mn units)<sup>1</sup>



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### ContiTech Division: Relevant Markets and Growth Opportunities



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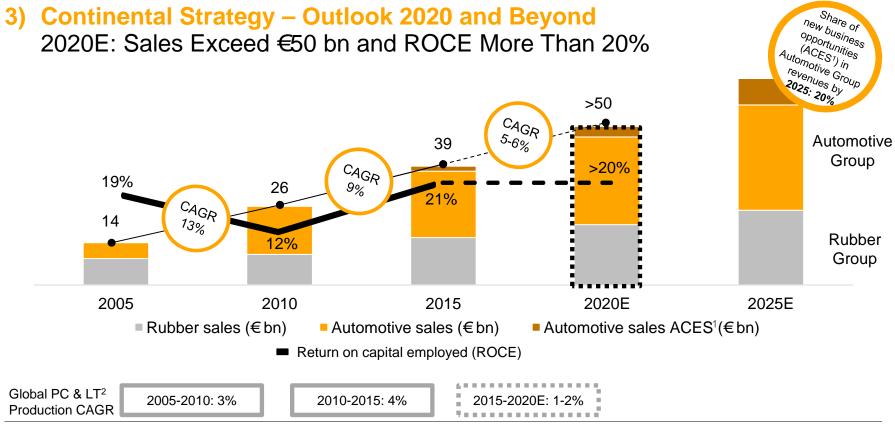
ContiTech Division: Unveiling the Power of Digitalization



\* Example for combination of our air springs with the sensor technology, software, control devices for height adjustment and Continental compressors



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<sup>1</sup> ACES: Automated Driving, Connectivity, Electrification and Shared Mobility <sup>2</sup> Passenger car and light truck

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### 4) Corporation Highlights Most Important KPIs for Q1 2018

- > Sales slightly up to €11.0 bn; organic sales growth at 4.3%; FX negative at €546 mn
- Adj. EBIT<sup>1</sup> down by 9% to €1.1 bn; adj. EBIT<sup>1</sup> margin at 9.7% (PPA<sup>2</sup> -€42 mn and special effects -€6 mn)
- NIAT<sup>3</sup> amounted to €738 mn, down by 2%
- Free cash flow amounted to €41 mn
   Free cash flow before acquisitions amounted to €186 mn
- > Gearing ratio improved to 12% and equity ratio to 44%
- Value creation: trailing ROCE<sup>4</sup> down to 19.8%
- > Other topics:
  - Order intake in the Automotive Group increased to €11 bn in Q1 2018
  - > Change in outlook announced on April 18, 2018

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



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

<sup>&</sup>lt;sup>2</sup> Amortization of intangibles from PPA

<sup>&</sup>lt;sup>3</sup> Attributable to the shareholders of the parent

### 4) Corporation Highlights Divisional Highlights for Q1 2018

| Automotive Group   | Rubber Group  |
|--|---|
| Automotive Group: Organic sales increased by 5.5%;   | <ul> <li>Rubber Group: Organic sales up by 2.3% and adj. EBIT<sup>1</sup></li></ul>   |
| exceeding global car production by about 7%-points;  | margin down to 12.9% (PY: 14.9%), negatively impacted   |
| adj. EBIT <sup>1</sup> margin at 8.3% (PY: 8.3%)   | by FX and some inventory revaluation effects  |
| <ul> <li>Chassis &amp; Safety: 10.1% adj. EBIT<sup>1</sup> margin</li></ul>  | <ul> <li>Tires: Adj. EBIT<sup>1</sup> margin down to 15.2% (PY: 18.0%);</li></ul>   |
| (PY: 9.6%); organic sales at 6.0%; ADAS unit sales   | volumes down by 3%; solid <i>price mix at</i> 4%; <i>FX</i>   |
| up by 37%  | impacted tire sales negatively by 5.5%;   |
| <ul> <li>Powertrain: 5.5% adj. EBIT<sup>1</sup> margin (PY: 6.0%);</li></ul>   | organic sales up by 1.0%  |
| organic sales up by 1.5%; adj. EBIT <sup>1</sup> margin before   | <b>Tire markets:</b> PC & LT tire replacement demand in   |
| HEV at >9%   | Europe was down by 1% and North America by 2%   |
| <ul> <li>Interior: 8.4% adj. EBIT<sup>1</sup> margin (PY: 8.6%); organic<br/>sales increased by 8.5% again driven by strong<br/>demand for multimedia and connectivity products</li> </ul> | <ul> <li>ContiTech: Adj. EBIT<sup>1</sup> margin decreased by 60 bps<br/>to 8.6% (PY: 9.2%); organic sales up by 5.1% driven<br/>by the Conveyor Belt Group and Industrial Fluid<br/>Systems which recovered from depressed levels</li> </ul> |

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



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### **Corporation Highlights** Selected Recent Press Clippings



#### Continental and NVIDIA Partner to Enable Worldwide Production of Artificial Intelligence Self-Driving Cars Continental and NVIDIA announced that they are partnering to create Artificial Intelligence (AI) self-driving vehicle systems based on the NVIDIA DRIVE™ platform, with a planned market

introduction in 2021 for level 3 automated driving features.

Go to press release

#### Continental and GIZ Committed to Sustainability in the Natural Rubber Supply Chain

Continental and Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH are joining forces in a development partnership to improve the sustainability of the natural rubber supply chain in Indonesia.



Go to press release

## development and production of 48-volt battery systems for the automotive industry.



Continental won a 2018 Automotive News PACE (Premier Automotive Suppliers' Contribution to Excellence) Award for its Digital Micromirror Head-Up Display technology. Audi and Continental were also presented with an Innovation Partnership Award for the Safety Domain Control Unit (SDCU).



#### Continental Supplies System Solutions for Smooth Goods Turnover

Continental products are an indispensable part of its logistics centers. They range from conveyor belts and timing belts for automated storage and retrieval systems through to lines, power transmission technology and vibration dampers in forklift trucks.

#### Continental Scores Highest Rating Awarded in ADAC All-Season Tire Test

Continental and CITC Establish Joint Venture for

manufacturer CITC (Sichuan Chengfei Integration

Technology Co., Ltd.) will, through their respective

subsidiaries, establish a joint venture for the

Continental and Chinese automotive supplier and battery

Production of 48-Volt Battery Systems

AllSeasonContact tire from Continental "good in the wet and on snow; top marks for fuel economy". ADAC: "Summer and winter tires are as important as ever in terms of safe driving"



Go to press release

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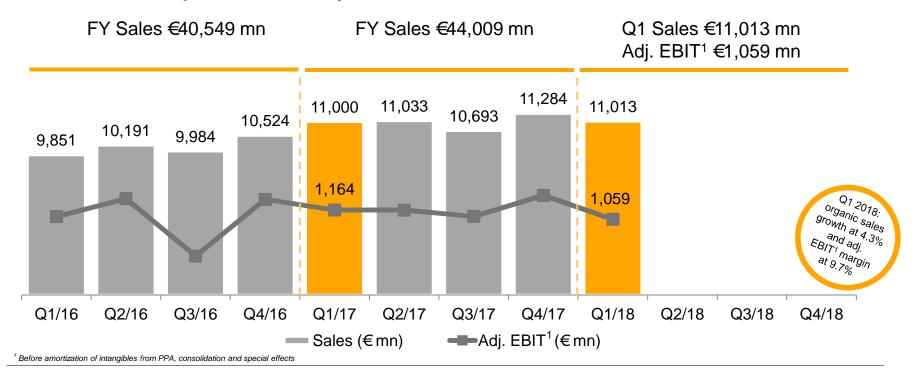
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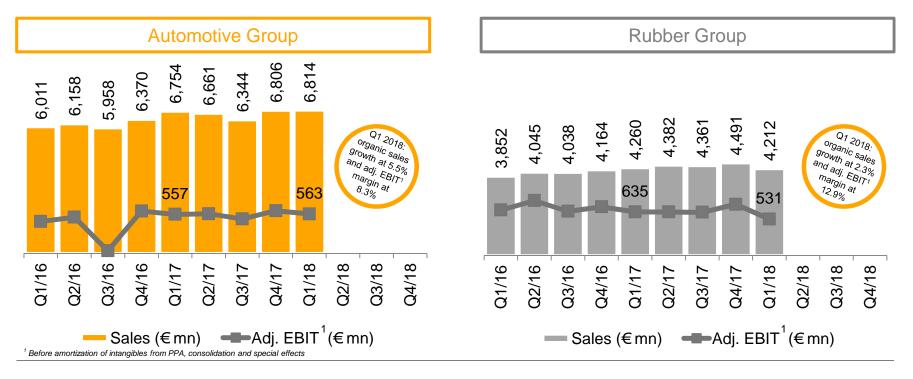
### Sales and Adjusted EBIT<sup>1</sup> by Quarter



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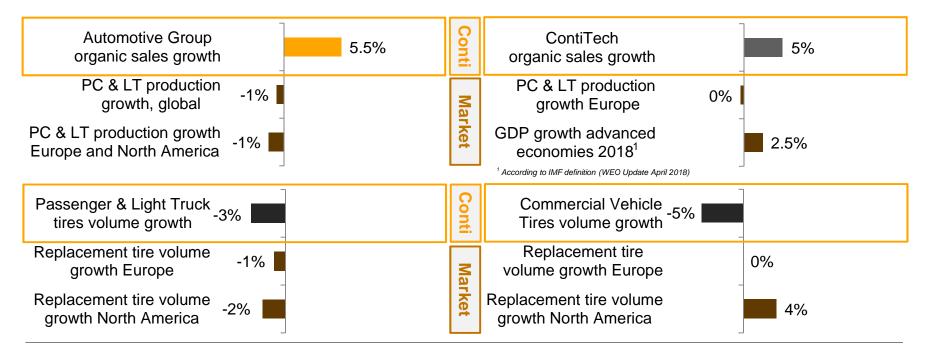
#### Automotive Group and Rubber Group by Quarter



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Growth Profile of the Corporation Q1 2018



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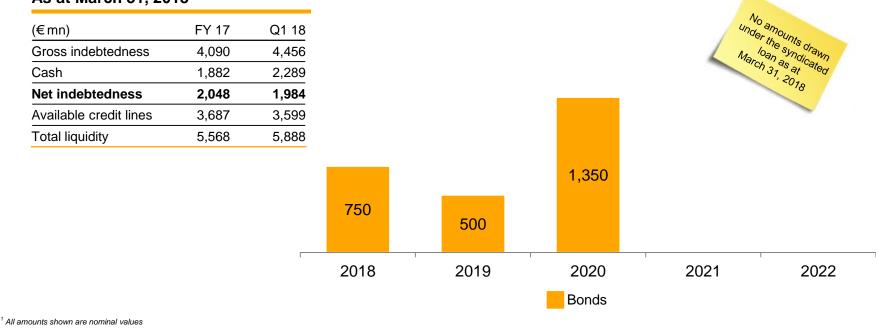
Sustainable Value Creation

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# 4) Corporation Highlights Maturities for Bonds<sup>1</sup> (€ mn)

#### As at March 31, 2018

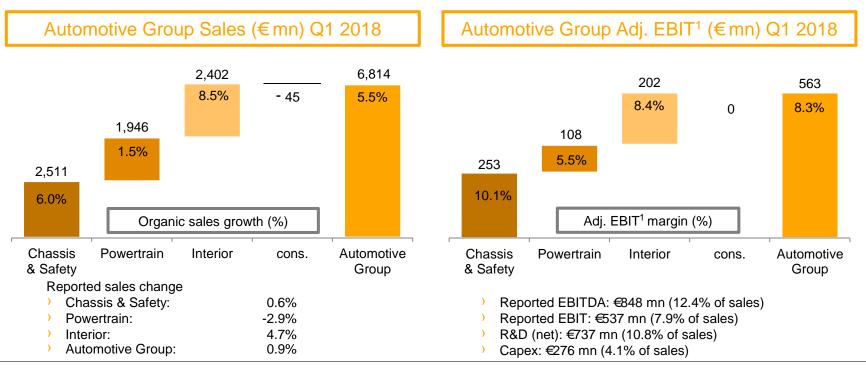


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#### 4) Automotive Group

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



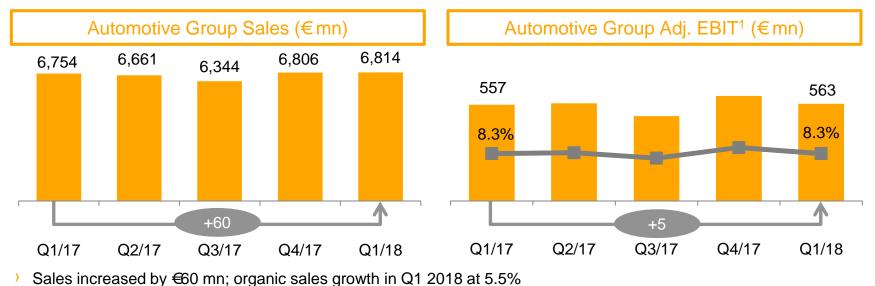
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects



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#### 4) Automotive Group

Q1 2018: Sales and Profits Up



Adj. EBIT<sup>1</sup> increased by €5 mn; operating leverage<sup>2</sup> amounted to 9%

Adj. EBIT<sup>1</sup> margin at 8.3% (PY: 8.3%)

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

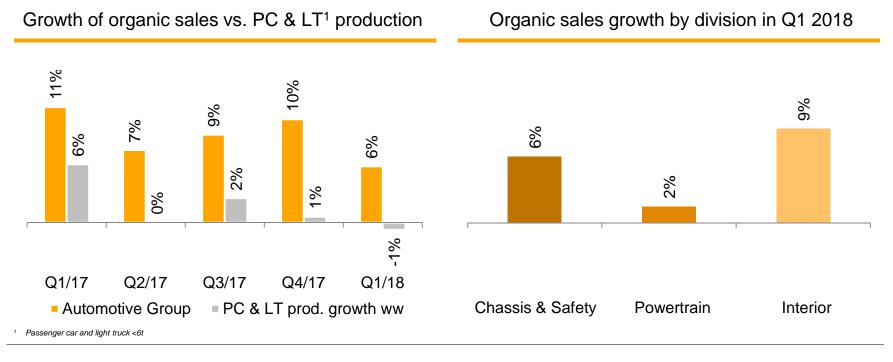
<sup>2</sup> Operating leverage is defined as delta adj. EBIT<sup>1</sup> divided by delta adjusted sales

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### 4) Automotive Group

### 7%-Points Growth above Market in Q1 2018

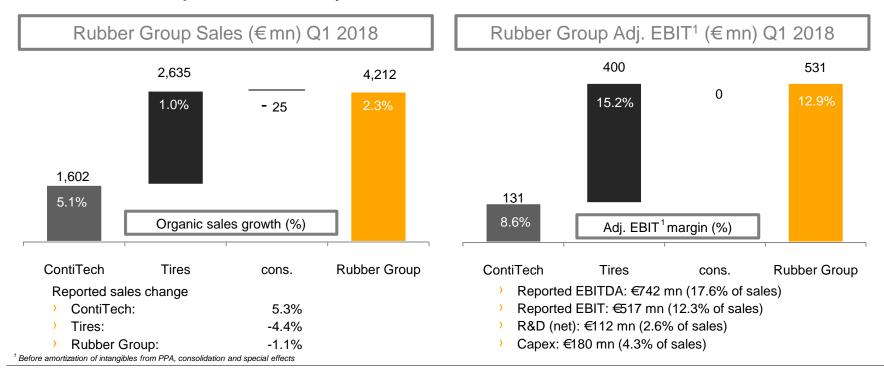


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#### 4) Rubber Group

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

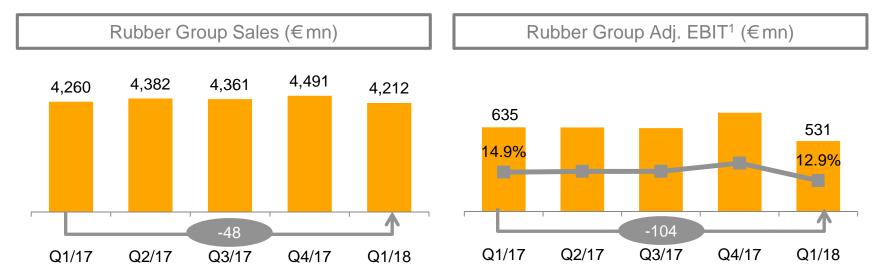


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#### 4) Rubber Group

#### Q1 2018 Impacted by FX and Inventory Revaluation



> Sales decreased by €48 mn mainly due to unfavorable FX development; organic sales growth in Q1 2018 at 2.3%

- Adj. EBIT<sup>1</sup> decreased by €104 mn mainly due to negative FX effects and some inventory revaluation
- Adj. EBIT<sup>1</sup> margin at 12.9% (PY: 14.9%)

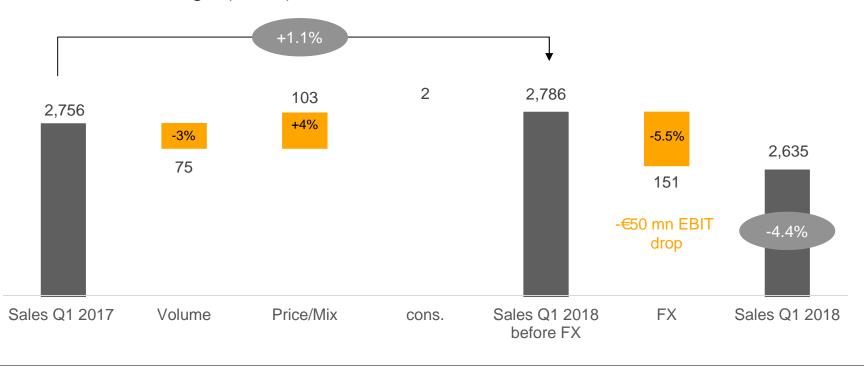
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

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#### 4) Rubber Group

Tires Sales Bridge (€mn) Q1 2018



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#### 4) Rubber Group Tires: Q1 2018 Solid Price/Mix Development Continued in 2018



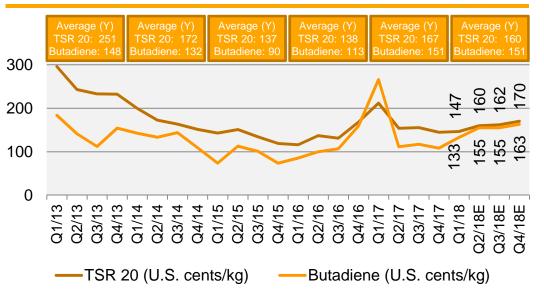
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### 4) Rubber Group Expected Raw Material Price Development in 2018

- Natural rubber price (TSR 20) is expected to decline by 4%
- Synthetic rubber price (butadiene feedstock) is forecast to stay stable
- Prices for carbon black and chemicals are forecast to rise by at least 10%
- Based on these assumptions, costs of raw materials are expected to have limited impact in 2018

Raw material price development<sup>1</sup> 2013 - 2018E (U.S. cents/kg)



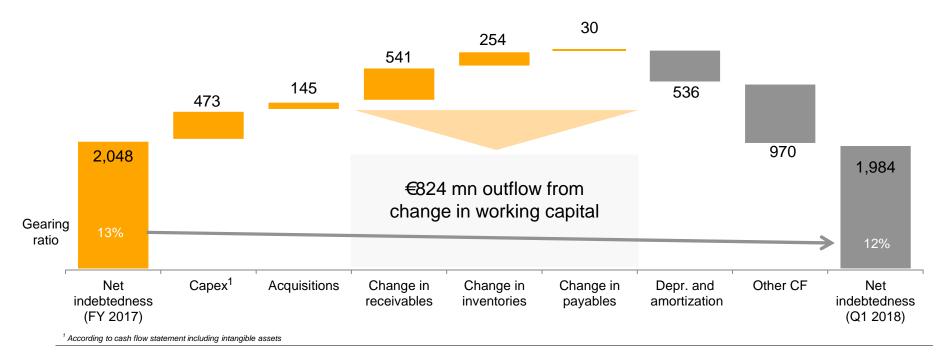
<sup>1</sup> Source: Bloomberg and Continental estimates for 2018

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4) Indebtedness and Cash Flow

Net Indebtedness Bridge (€mn)

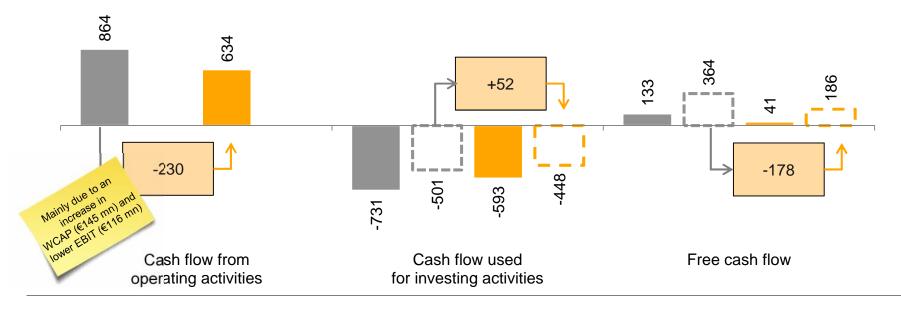


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#### 4) Indebtedness and Cash Flow

Free Cash Flow Before Acquisitions (€mn) in Q1 2018



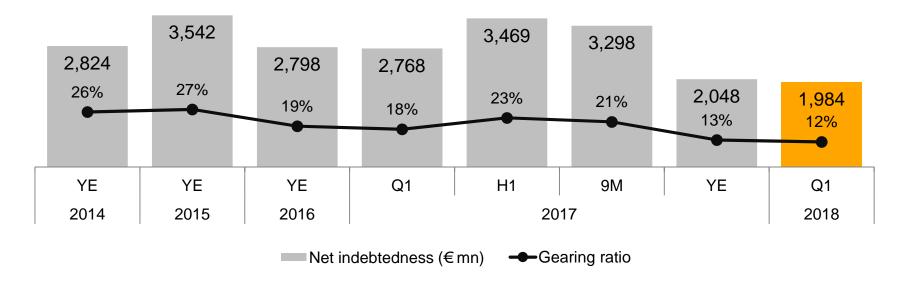
■ 2017 ■ 2017 before acquisitions ■ 2018 ■ 2018 Before acquisitions

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#### 4) Indebtedness and Cash Flow

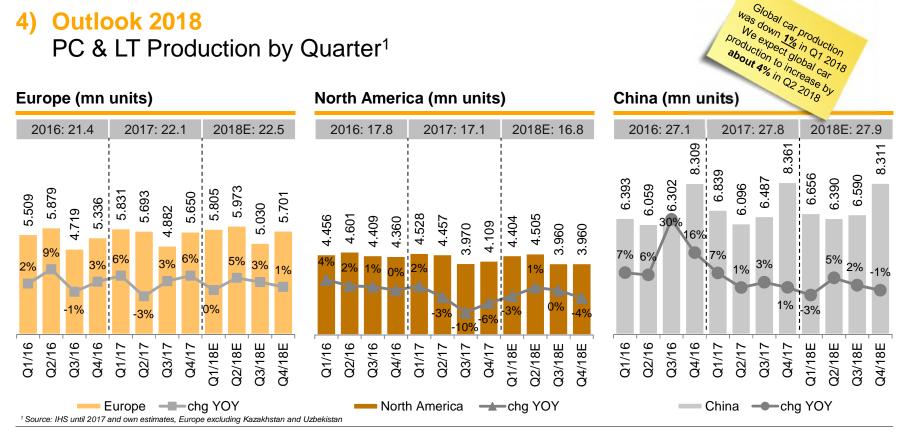
Net Indebtedness and Gearing Ratio



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### 4) Outlook 2018 PC & LT Production by Quarter<sup>1</sup>



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Global car production

#### 4) Outlook 2018 Market Outlook

#### PC & LT<sup>1</sup> Production (mn units)

| Worldwide production  | 8             | 2017 | 2018E | Chg. |
|-----------------------|---------------|------|-------|------|
| to increase more      | Europe        | 22.1 | 22.5  | +2%  |
| than 1%               | North America | 17.1 | 16.8  | -2%  |
|                       | South America | 3.3  | 3.6   | +8%  |
| IHS and own estimates | Asia          | 51.5 | 52.5  | +2%  |

#### PC & LT<sup>1</sup> Replacement Tire Market (mn units)

| Worldwide replace-    |               | 2017 | 2018E | Chg. |
|-----------------------|---------------|------|-------|------|
| ment tire market to   | Europe        | 351  | 358   | +2%  |
| increase by 3%        | North America | 285  | 290   | +2%  |
|                       | South America | 73   | 76    | +4%  |
| LMC and own estimates | Asia          | 453  | 475   | +5%  |

<sup>1</sup> Passenger cars and light trucks <6t <sup>2</sup> Medium and heavy vehicles >6t <sup>3</sup> Radial and bias

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#### Commercial Vehicle<sup>2</sup> Production (k units)

| Worldwide production  | <u> </u>      | 2017  | 2018E | Chg. |
|-----------------------|---------------|-------|-------|------|
| to decrease by 1%     | Europe        | 660   | 673   | +2%  |
|                       | North America | 513   | 559   | +9%  |
|                       | South America | 102   | 112   | +10% |
| IHS and own estimates | Asia          | 2,140 | 2,033 | -5%  |

#### Commercial Vehicle Replacement<sup>3</sup> Tire Market (mn units)

| Worldwide replace-    |               | 2017 | 2018E | Chg. |
|-----------------------|---------------|------|-------|------|
| ment market to        | Europe        | 25.3 | 25.8  | +2%  |
| increase by 2%        | North America | 24.5 | 25.3  | +3%  |
|                       | South America | 15.7 | 16.4  | +5%  |
| LMC and own estimates | Asia          | 89.2 | 91.0  | +2%  |

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#### 4) Outlook 2018

### **Continental Corporation**

| 4) Outlook 2018<br>Continental Corporation | า   | Left bild       Set of the set of th |
|--|---|---|
|  | 2017                                      | 2018E   |
| Consolidated sales                         | €44.0 bn                                  | To increase to ~€47 bn at constant FX rates   |
| adj. EBIT¹ margin                          | 10.9 %                                    | <u>&gt;10% adj. EBIT<sup>1</sup> margin</u>   |
| Automotive Group                           | €26.6 bn                                  | To increase to ~€28.5 bn at constant FX rates   |
| adj. EBIT <sup>1</sup>                     | €2.2 bn                                   | ~8.5% adj. EBIT¹ margin   |
| Rubber Group                               | €17.5 bn                                  | To increase to ~€18.5 bn at constant FX rates   |
| adj. EBIT¹                                 | €2.6 bn                                   | <u>&gt;14% adj. EBIT¹ margin</u>  |
| Raw materials cost impact                  | More than €450 mn<br>for the Rubber Group | Raw materials to have <u>limited impact</u> on Rubber Group based on current estimates  |
| Special effects                            | -€14 mn                                   | -€100 mn  |
| Financial result                           | -€187 mn at constant FX <sup>2</sup>      | <-€180 mn at constant FX rates  |
| Tax rate                                   | 29%                                       | <30%  |
| Capex                                      | €2.9 bn                                   | Capex at around 7% of sales   |
| PPA amortization                           | €171 mn                                   | ~€180 mn  |
| Free cash flow before acquisitions         | €2.3 bn                                   | ~€2 bn  |

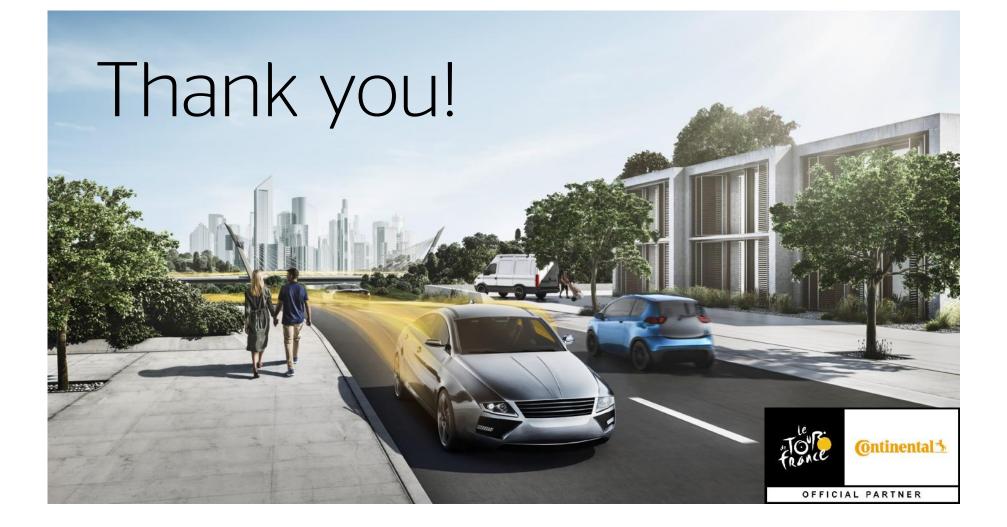
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

<sup>2</sup> Before effects of currency translation and effects from changes in the fair value of derivative instruments, and other valuation effects



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- > Unless otherwise stated, all amounts are shown in millions of euro. Please note that differences may arise as a result of the use of rounded amounts and percentages.
- > Note: Due to the application of the modified retrospective approach during first time adoption of IFRS 9, *Financial Instruments*, and IFRS 15, *Revenues from Contracts with Customers*, as at January 1, 2018, all the figures from comparative periods are shown unadjusted.



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online

#### **Continental** Financial Calendar

#### 2018

| Preliminary figures for fiscal 2017                       | January 9, 2018  |  |
|---|------------------|--|
| Annual Financial Press Conference                         | March 8, 2018    |  |
| Annual Shareholders' Meeting (incl. key data for Q1 2018) | April 27, 2018   |  |
| Q1 Financial Report                                       | May 8, 2018      |  |
| Half-Year Financial Report                                | August 2, 2018   |  |
| Nine-Month Financial Report                               | November 8, 2018 |  |
| 2019  |                  |  |
| Preliminary figures for fiscal 2018                       | January 2019     |  |
| Annual Financial Press Conference                         | March 2019       |  |
| Annual Shareholders' Meeting (incl. key data for Q1 2019) | April 26, 2019   |  |
| Q1 Financial Report                                       | May 2019         |  |
| Half-Year Financial Report                                | August 2019      |  |
| Nine-Month Financial Report                               | November 2019    |  |
|   |                  |  |



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#### Continental Share Data/ADR Data

| Share Data                                  |                    |
|---|--------------------|
| Type of share                               | No-par value share |
| Bloomberg Ticker                            | CON                |
| Reuters Ticker                              | CONG               |
| German Security Identification Number (WKN) | 543 900            |
| ISIN  | DE0005439004       |
| Shares outstanding as at March 31, 2018     | 200,005,983        |
|   |                    |

| ADR Data |  |
|----------|--|
| Potio    |  |

| Ratio            | 1:5 (ordinary share : ADRs)          |
|------------------|--------------------------------------|
| Bloomberg Ticker | CTTAY                                |
| Reuters Ticker   | СТТАҮ.РК                             |
| ISIN             | US2107712000                         |
| ADR Level        | Level 1                              |
| Exchange         | отс                                  |
| Sponsor          | Deutsche Bank Trust Company Americas |

## **Ontinental**

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#### **Continental** Bond Data

| lssuer   | Continental AG  | Continental<br>Rubber of America, Corp. <sup>1</sup>   | Continental AG             | Continental AG   |  |  |  |  |  |  |  |
|--|---|--|----------------------------|--|--|--|--|--|--|--|--|
| Issue  | Senior Notes  | Senior Notes   | Senior Notes               | Senior Notes   |  |  |  |  |  |  |  |
| Principal amount                                     | €750 mn   | €500 mn  | €600 mn                    | €750 mn  |  |  |  |  |  |  |  |
| Offering price                                       | 98.950%   | 99.739%  | 99.410%                    | 99.228%  |  |  |  |  |  |  |  |
| Rating at issuance date                              | Ba2 (Moody's <sup>4</sup> )<br>BB (S&P)<br>BB (Fitch <sup>2</sup> ) | BBB (S&P)<br>BBB (Fitch)                               | BBB+ (S&P)<br>BBB+ (Fitch) | Ba1 (Moody's <sup>4</sup> )<br>BB (S&P)<br>BBB (Fitch <sup>2</sup> ) |  |  |  |  |  |  |  |
| Current corporation and<br>bond ratings <sup>3</sup> |   | BBB+ (Fitch), BBB+ (S&P), Baa1 (Moody's <sup>4</sup> ) |                            |  |  |  |  |  |  |  |  |
| Coupon   | 3.0% p.a.   | 0.5% p.a.  | 0.0% p.a.                  | 3.125% p.a.  |  |  |  |  |  |  |  |
| Issue date   | July 16, 2013   | November 19, 2015                                      | December 5, 2016           | September 9, 2013  |  |  |  |  |  |  |  |
| Maturity   | July 16, 2018   | February 19, 2019                                      | February 5, 2020           | September 9, 2020  |  |  |  |  |  |  |  |
| Interest payment                                     | Semi annual<br>January 16/July 16                                   | Annual<br>February 19,<br>Commenced February 20, 2017  | Not applicable             | Annual<br>September 9  |  |  |  |  |  |  |  |
| WKN  | A1X24V  | A1Z7C3   | A2DARM                     | A1X3B7   |  |  |  |  |  |  |  |
| ISIN   | XS0953199634  | DE000A1Z7C39   | XS1529561182               | XS0969344083   |  |  |  |  |  |  |  |
| Denomination   |   | €1,000 with minimum trad                               | able amount €1,000         |  |  |  |  |  |  |  |  |



<sup>1</sup> Guaranteed by Continental AG
 <sup>2</sup> Non-contracted rating at date of issuance
 <sup>3</sup> Fitch since October 24, 2016; S&P since May 11, 2016; Moody s since June 30, 2015
 <sup>4</sup> Non-contracted rating since February 1, 2014

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# Back-up

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#### 5) Back-up Corporation Highlights Q1 2018

| > Sales                              | Increase of 0.1% to €11,012.7 mn (PY: €10,999.9 mn); organic sales up 4.3%  |
|--------------------------------------|---|
| > EBITDA                             | Decrease of 5.1% to €1,555.0 mn (PY: €1,638.5 mn)   |
| > EBIT                               | Decrease of 10.2% to €1,019.2 mn (PY: €1,135.1 mn);<br>Adj. EBIT¹ decrease to €1,058.9 mn (9.7% adj. EBIT¹ margin);<br>PPA² effect -€42.2 mn; consolidation effects €8.1 mn; total special effects -€5.6 mn |
| > NIAT <sup>3</sup>                  | Decrease of 1.6% to €737.6 mn (PY: €749.6 mn)   |
| > EPS <sup>3</sup>                   | EPS of €3.69 (PY: €3.75);<br>EPS before PPA <sup>2</sup> €3.84 (PY: €3.90 before PPA <sup>2</sup> )   |
| > Capex                              | Capex decreased to €459.4 mn (PY: €502.7 mn); capex ratio 4.2% of sales; capex to depreciation coverage 0.9x (0.9x ex PPA <sup>2</sup> )  |
| R&D (net)                            | Expenses increased by 8.6% to €848.0 mn (PY: €780.7 mn);<br>R&D ratio 7.7% of sales (PY: 7.1%)  |
| > Cash flow                          | Operating cash flow down by €230.2 mn to €634.1 mn; free cash flow €40.9 mn   |
| <ul> <li>Net indebtedness</li> </ul> | Net indebtedness down by €63.8 mn to €1,983.8 mn vs. FY 2017;<br>Liquidity and undrawn credit lines amounted to €5,887.7 mn   |
| > Pension and similar obligation     | Long-term provisions for pension and similar obligations amounted to €4,111.1 mn (PY: €4,092.8 mn)  |



<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects <sup>2</sup> Amortization of intangibles from PPA, tax rate of 28% applied for EPS calculation <sup>3</sup> Attributable to the shareholders of the parent

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#### 5) Back-up Overview of Volume Development

| Units (YOY change)                                 | Q1/16 | H1/16 | 9M/16 | FY 16 | Q1/17 | H1/17 | 9M/17 | FY 17 | Q1/18 |
|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Market data for PC and LT production               |       |       |       |       |       |       |       |       |       |
| Europe   | 2%    | 6%    | 3%    | 3%    | 6%    | 1%    | 2%    | 3%    | 0%    |
| North America                                      | 4%    | 3%    | 2%    | 2%    | 2%    | -1%   | -4%   | -4%   | -3%   |
| Europe and North America combined                  | 3%    | 4%    | 3%    | 3%    | 4%    | 0%    | -1%   | 0%    | -1%   |
| Worldwide  | 2%    | 3%    | 3%    | 4%    | 6%    | 3%    | 3%    | 2%    | -1%   |
| Continental  |       |       |       |       |       |       |       |       |       |
| Organic sales growth Automotive Group              |       |       |       | 5%    | 11%   | 9%    | 9%    | 9%    | 6%    |
| Electronic Brake Systems (EBS)                     | 0%    | 4%    | 6%    | 6%    | 13%   | 10%   | 9%    | 9%    | 3%    |
| Boosters   | -3%   | -3%   | 4%    | 1%    | 3%    | 3%    | 4%    | 6%    | 6%    |
| EPB-Systems  | 38%   | 48%   | 51%   | 48%   | 47%   | 39%   | 35%   | 33%   | 25%   |
| Advanced driver assistance systems (ADAS)          | 51%   | 45%   | 38%   | 36%   | 40%   | 40%   | 41%   | 41%   | 37%   |
| Engine electronic control units (ECUs)             | -2%   | 3%    | 6%    | 8%    | 12%   | 9%    | 7%    | 7%    | 29    |
| Injectors  | -5%   | -5%   | 2%    | 7%    | 19%   | 17%   | 15%   | 11%   | 89    |
| Transmission control units (TCUs)                  | -1%   | -1%   | 1%    | 1%    | -2%   | -3%   | -5%   | -4%   | -2%   |
| Turbochargers                                      | 23%   | 24%   | 18%   | 17%   | 45%   | 44%   | 50%   | 56%   | 50%   |
| Market data tires                                  |       |       |       |       |       |       |       |       |       |
| PC and LT replacement tires Europe                 | 2%    | 2%    | 2%    | 2%    | 6%    | 2%    | 2%    | 3%    | -1%   |
| PC and LT replacement tires North America          | 5%    | 2%    | 2%    | 2%    | 2%    | 1%    | -1%   | 0%    | -2%   |
| Commercial vehicle tires OE Europe                 | 6%    | 5%    | 3%    | 3%    | 9%    | 6%    | 7%    | 10%   | 6%    |
| Commercial vehicle tires OE North America          | -12%  | -9%   | -16%  | -13%  | -8%   | -1%   | 10%   | 8%    | 20%   |
| Commercial vehicle replacement tires Europe        | 2%    | 3%    | 3%    | 3%    | 11%   | 6%    | 6%    | 4%    | 0%    |
| Commercial vehicle replacement tires North America | 4%    | 3%    | 3%    | 2%    | 12%   | -1%   | 4%    | 4%    | 49    |
| Continental  |       |       |       |       |       |       |       |       |       |
| Organic sales growth Rubber Group                  |       |       |       | 4%    | 7%    | 5%    | 6%    | 6%    | 2%    |
| PC and LT tires                                    | 9%    | 8%    | 6%    | 6%    | 5%    | 2%    | 2%    | 3%    | -3%   |
| Commercial vehicle tires                           | 7%    | 8%    | 4%    | 4%    | 15%   | 10%   | 8%    | 5%    | -5%   |
| ContiTech organic sales growth                     | 3%    | 2%    | 2%    | 2%    | 8%    | 7%    | 8%    | 8%    | 5%    |

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Key Historical Credit Metrics

| (€ mn) <sup>1</sup>                                     | 2014   | 2015   | 2016   | 2017   | LTM    |
|---|--------|--------|--------|--------|--------|
| Statement of Cash Flows                                 |        |        |        |        |        |
| Adjusted EBITDA <sup>2</sup>                            | 5,318  | 6,094  | 6,125  | 6,701  | 6,631  |
| Reported EBITDA   | 5,134  | 6,001  | 6,057  | 6,679  | 6,595  |
| Net cash interest paid                                  | -158   | -174   | -112   | -105   | -85    |
| Tax paid  | -775   | -1,015 | -1,047 | -1,122 | -1,052 |
| Change in net working capital <sup>3</sup>              | -207   | -107   | -210   | -484   | -628   |
| Other   | 175    | 210    | 250    | 253    | 161    |
| Cash flow arising from operating activities             | 4,168  | 4,916  | 4,938  | 5,221  | 4,990  |
| Cash flow arising from investing activities             | -2,153 | -3,472 | -3,167 | -3,468 | -3,330 |
| - thereof acquisitions                                  | -129   | -1,257 | -516   | -596   | -511   |
| - thereof capex in PPE and intangibles                  | -2,110 | -2,265 | -2,708 | -2,951 | -2,891 |
| Cash flow before financing activities                   | 2,015  | 1,444  | 1,771  | 1,753  | 1,661  |
| Cash flow before acquisitions                           | 2,144  | 2,701  | 2,288  | 2,349  | 2,171  |
| Statement of Financial Position                         |        |        |        |        |        |
| Cash and cash equivalents                               | 3,244  | 1,622  | 2,107  | 1,882  | 2,289  |
| Derivative instruments and interest-bearing investments | 364    | 81     | 48     | 161    | 184    |
| Total indebtedness                                      | 6,432  | 5,245  | 4,952  | 4,090  | 4,456  |
| Net indebtedness  | 2,824  | 3,542  | 2,798  | 2,048  | 1,984  |
| Credit Ratios   |        |        |        |        |        |
| Net indebtedness / adjusted EBITDA <sup>2</sup>         | 0.5x   | 0.6x   | 0.5x   | 0.3x   | 0.3x   |
| Net cash interest paid coverage (ratio) <sup>5</sup>    | 33.7x  | 35.1x  | 54.8x  | 63.6x  | 77.8x  |



<sup>1</sup> Amounts shown may contain rounding differences

<sup>2</sup> Adjusted EBITDA as defined in syndicated loan <sup>3</sup> Includes changes in inventories, trade accounts receivable, trade accounts payable and discounted notes

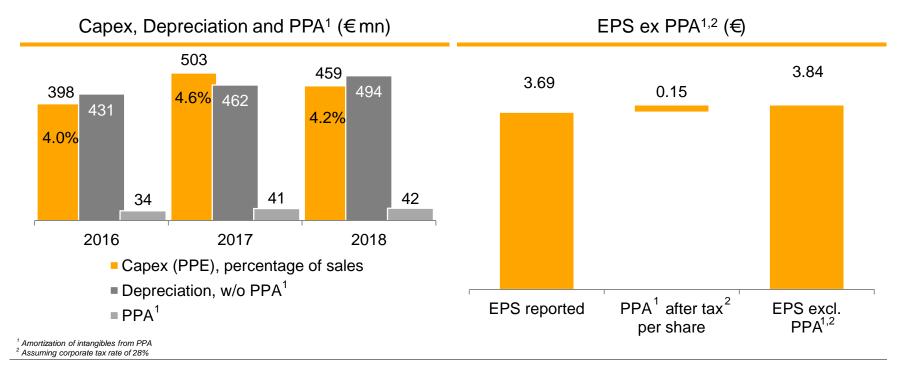
<sup>4</sup> Includes dividends received, income from equity-accounted and other investments, incl. impairment and reversal of items as well as changes in employee benefits and other provisions and in other assets and liabilities

<sup>5</sup> Adjusted EBITDA to net cash interest paid

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#### Capex, Depreciation and Earnings per Share Breakdown for Q1 2018



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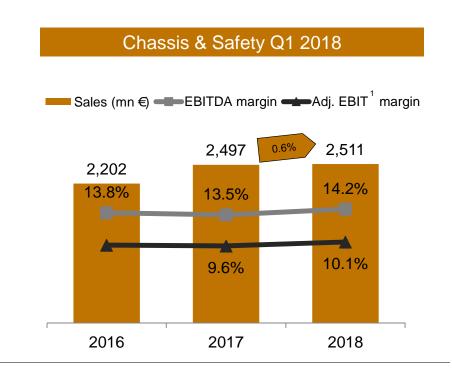
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#### Automotive Group Financials – Chassis & Safety

- > Sales increased by 6.0% before consolidation and FX effects
  > EBITDA increased by €19.9 mn to €356.8 mn (+5.9%)
- Adj. EBIT<sup>1</sup> increased by €14.0 mn to
   €252.9 mn (adj. EBIT<sup>1</sup> margin 10.1%)
- EBIT increased by €14.0 mn to €252.9 mn (EBIT margin 10.1%)
- PPA effect in Q1 2018: €0.0 mn
- > No special effects in Q1 2018

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details





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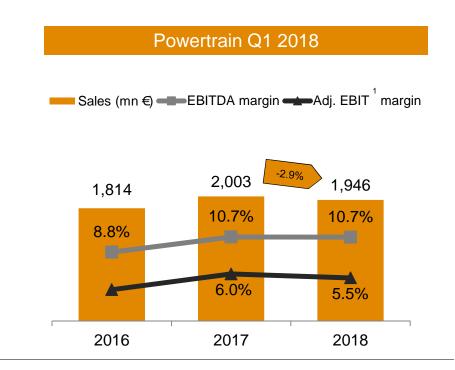
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#### Automotive Group Financials – Powertrain

- Sales increased by 1.5% before consolidation and FX effects
- EBITDA decreased by €6.6 mn to
   €207.3 mn (-3.1%)
- Adj. EBIT<sup>1</sup> decreased by €13.4 mn to €107.7 mn (adj. EBIT<sup>1</sup> margin 5.5%)
- EBIT decreased by €17.7 mn to €99.4 mn (EBIT margin 5.1%)
- > PPA effect in Q1 2018: -€2.9 mn
- > Special effects in Q1 2018: -€5.4 mn

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details





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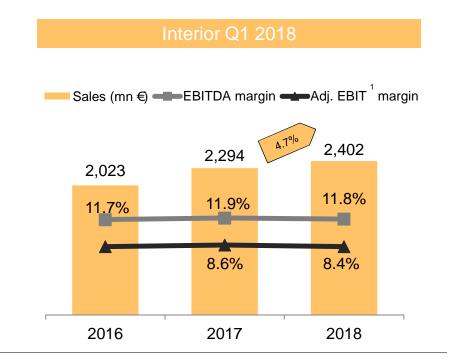
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#### Automotive Group Financials – Interior

- Sales increased by 8.5% before consolidation and FX effects
- EBITDA increased by €9.8 mn to
   €283.4 mn (+3.6%)
- Adj. EBIT<sup>1</sup> increased by €4.8 mn to €202.1 mn (adj. EBIT<sup>1</sup> margin 8.4%)
- EBIT decreased by €1.2 mn to €184.5 mn (EBIT margin 7.7%)
- > PPA effect in Q1 2018: -€12.6 mn
- > Special effects in Q1 2018: -€0.2 mn

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details





#### Roadshow Presentation – May/June 2018

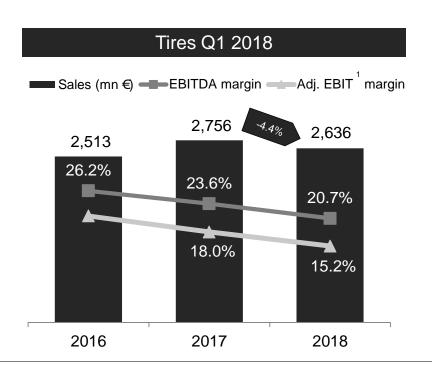
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#### 5) Back-up Rubber Group Financials – Tires

- Sales increased by 1.0% before consolidation and FX effects
- EBITDA decreased by €105.5 mn to
   €545.8 mn (-16.2%)
- Adj. EBIT<sup>1</sup> decreased by €96.2 mn to €400.2 mn (adj. EBIT<sup>1</sup> margin 15.2%)
- EBIT decreased by €109.6 mn to €395.5 mn (EBIT margin 15.0%)
- > PPA effect in Q1 2018: -€4.5 mn
- Special effects in Q1 2018: €0.0 mn

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

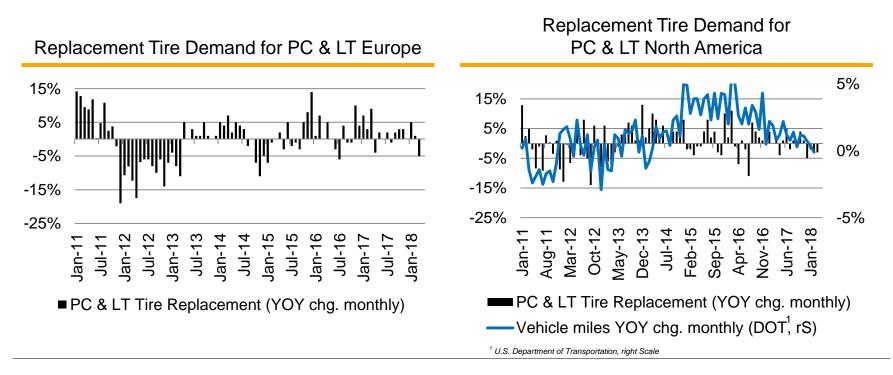




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#### Tires – Demand for Passenger Car and Light Truck Tires

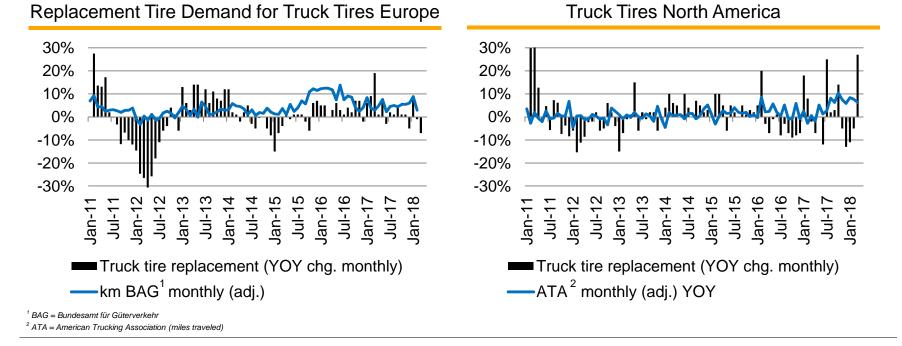


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#### Tires – Demand for Commercial Vehicle Tires



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**Replacement Tire Demand for** 

#### Rubber Group Financials – ContiTech

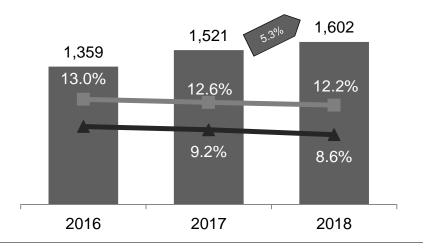
- Sales increased by 5.1% before consolidation and FX effects
- EBITDA increased by €4.6 mn to €195.9 mn (+2.4%)
- Adj. EBIT<sup>1</sup> decreased by €8.0 mn to €131.0 mn (adj. EBIT<sup>1</sup> margin 8.6%)
- EBIT increased by €4.8 mn to €121.9 mn (EBIT margin 7.6%)
- > PPA effect in Q1 2018: -€22.2 mn
- > No special effects in Q1 2018

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details



#### ContiTech Q1 2018

Sales (mn €) ===EBITDA margin ===Adj. EBIT<sup>1</sup> margin



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# 2016 - Q1 2018 Fact Sheets

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### 5) Fact Sheets Sales by Quarter

| Sales (€ mn)            |         |          | 2016    |          |          |          |          | 2017     |          |          |          |    | 2018 |    |      |
|-------------------------|---------|----------|---------|----------|----------|----------|----------|----------|----------|----------|----------|----|------|----|------|
| Sales (e IIII)          | Q1      | Q2       | Q3      | Q4       | Year     | Q1       | Q2       | Q3       | Q4       | Year     | Q1       | Q2 | Q3   | Q4 | Year |
| Chassis & Safety        | 2,201.8 | 2,246.2  | 2,176.8 | 2,352.8  | 8,977.6  | 2,497.4  | 2,437.8  | 2,307.8  | 2,524.8  | 9,767.8  | 2,511.2  |    |      |    |      |
| Powertrain              | 1,813.5 | 1,841.5  | 1,775.4 | 1,889.1  | 7,319.5  | 2,003.1  | 1,947.2  | 1,810.5  | 1,900.1  | 7,660.9  | 1,945.6  |    |      |    |      |
| Interior                | 2,023.0 | 2,099.8  | 2,041.2 | 2,160.7  | 8,324.7  | 2,293.9  | 2,318.4  | 2,269.0  | 2,423.9  | 9,305.2  | 2,401.7  |    |      |    |      |
| Tires                   | 2,512.7 | 2,692.7  | 2,708.7 | 2,803.3  | 10,717.4 | 2,756.3  | 2,815.7  | 2,815.4  | 2,938.4  | 11,325.8 | 2,635.5  |    |      |    |      |
| ContiTech               | 1,359.1 | 1,376.6  | 1,350.5 | 1,376.3  | 5,462.5  | 1,521.4  | 1,587.5  | 1,568.3  | 1,569.2  | 6,246.4  | 1,601.7  |    |      |    |      |
| Other / Consolidation   | -59.4   | -65.8    | -68.8   | -58.2    | -252.2   | -72.2    | -73.6    | -78.3    | -72.5    | -296.6   | -83.0    |    |      |    |      |
| Continental Corporation | 9,850.7 | 10,191.0 | 9,983.8 | 10,524.0 | 40,549.5 | 10,999.9 | 11,033.0 | 10,692.7 | 11,283.9 | 44,009.5 | 11,012.7 |    |      |    |      |
|                         |         |          |         |          |          |          |          | 2017     |          |          |          |    | 2018 |    |      |
| Changes Y-o-Y in %      |         |          |         |          |          | Q1       | Q2       | Q3       | Q4       | Year     | Q1       | Q2 | Q3   | Q4 | Year |
| Chassis & Safety        |         |          |         |          |          | 13.4     | 8.5      | 6.0      | 7.3      | 8.8      | 0.6      |    |      |    |      |
| Powertrain              |         |          |         |          |          | 10.5     | 5.7      | 2.0      | 0.6      | 4.7      | -2.9     |    |      |    |      |
| Interior                |         |          |         |          |          | 13.4     | 10.4     | 11.2     | 12.2     | 11.8     | 4.7      |    |      |    |      |
| Tires                   |         |          |         |          |          | 9.7      | 4.6      | 3.9      | 4.8      | 5.7      | -4.4     |    |      |    |      |
| ContiTech               |         |          |         |          |          | 11.9     | 15.3     | 16.1     | 14.0     | 14.4     | 5.3      |    |      |    |      |
| Continental Corporation |         |          |         |          |          | 11.7     | 8.3      | 7.1      | 7.2      | 8.5      | 0.1      |    |      |    |      |

## 

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### 5) Fact Sheets EBITDA by Quarter

| EBITDA (€ mn)           | 2016    |         |         |         |         |         | 2017    |         |         |         |         | 2018 |    |    |      |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|------|----|----|------|
| EBITDA (e IIII)         | Q1      | Q2      | Q3      | Q4      | Year    | Q1      | Q2      | Q3      | Q4      | Year    | Q1      | Q2   | Q3 | Q4 | Year |
| Chassis & Safety        | 302.8   | 312.0   | -14.4   | 354.2   | 954.6   | 336.9   | 326.9   | 300.3   | 337.5   | 1,301.6 | 356.8   |      |    |    |      |
| Powertrain              | 158.8   | 201.8   | 175.5   | 220.1   | 756.2   | 213.9   | 214.4   | 187.4   | 239.1   | 854.8   | 207.3   |      |    |    |      |
| Interior                | 237.4   | 252.2   | 132.5   | 282.1   | 904.2   | 273.6   | 288.1   | 287.0   | 291.3   | 1,140.0 | 283.4   |      |    |    |      |
| Tires                   | 658.1   | 773.4   | 658.0   | 739.2   | 2,828.7 | 651.3   | 674.8   | 661.7   | 760.9   | 2,748.7 | 545.8   |      |    |    |      |
| ContiTech               | 176.1   | 197.2   | 163.5   | 194.1   | 730.9   | 191.3   | 175.6   | 184.0   | 200.0   | 750.9   | 195.9   |      |    |    |      |
| Other / Consolidation   | -27.7   | -23.5   | -37.7   | -28.3   | -117.2  | -28.5   | -27.4   | -38.2   | -23.0   | -117.1  | -34.2   |      |    |    |      |
| Continental Corporation | 1,505.5 | 1,713.1 | 1,077.4 | 1,761.4 | 6,057.4 | 1,638.5 | 1,652.4 | 1,582.2 | 1,805.8 | 6,678.9 | 1,555.0 |      |    |    |      |

| EBITDA margin in %      |      | 2016 |      |      |      |      |      | 2018 |      |      |      |    |    |    |      |
|-------------------------|------|------|------|------|------|------|------|------|------|------|------|----|----|----|------|
| EBITEA margin in 76     | Q1   | Q2   | Q3   | Q4   | Year | Q1   | Q2   | Q3   | Q4   | Year | Q1   | Q2 | Q3 | Q4 | Year |
| Chassis & Safety        | 13.8 | 13.9 | -0.7 | 15.1 | 10.6 | 13.5 | 13.4 | 13.0 | 13.4 | 13.3 | 14.2 |    |    |    |      |
| Powertrain              | 8.8  | 11.0 | 9.9  | 11.7 | 10.3 | 10.7 | 11.0 | 10.4 | 12.6 | 11.2 | 10.7 |    |    |    |      |
| Interior                | 11.7 | 12.0 | 6.5  | 13.1 | 10.9 | 11.9 | 12.4 | 12.6 | 12.0 | 12.3 | 11.8 |    |    |    |      |
| Tires                   | 26.2 | 28.7 | 24.3 | 26.4 | 26.4 | 23.6 | 24.0 | 23.5 | 25.9 | 24.3 | 20.7 |    |    |    |      |
| ContiTech               | 13.0 | 14.3 | 12.1 | 14.1 | 13.4 | 12.6 | 11.1 | 11.7 | 12.7 | 12.0 | 12.2 |    |    |    |      |
| Continental Corporation | 15.3 | 16.8 | 10.8 | 16.7 | 14.9 | 14.9 | 15.0 | 14.8 | 16.0 | 15.2 | 14.1 |    |    |    |      |

| Changes Y-o-Y in %      |    |     |       | 2017    |      | 2018 |       |    |    |    |  |
|-------------------------|----|-----|-------|---------|------|------|-------|----|----|----|--|
| Changes 1-0-1 III /8    | Q1 | (   | Q2    | Q3      | Q4   | Year | Q1    | Q2 | Q3 | Q4 |  |
| Chassis & Safety        | 1' | 1.3 | 4.8   | 2,185.4 | -4.7 | 36.4 | 5.9   |    |    |    |  |
| Powertrain              | 34 | 4.7 | 6.2   | 6.8     | 8.6  | 13.0 | -3.1  |    |    |    |  |
| nterior                 | 15 | 5.2 | 14.2  | 116.6   | 3.3  | 26.1 | 3.6   |    |    |    |  |
| īres                    | -  | 1.0 | -12.7 | 0.6     | 2.9  | -2.8 | -16.2 |    |    |    |  |
| ContiTech               | 4  | 3.6 | -11.0 | 12.5    | 3.0  | 2.7  | 2.4   |    |    |    |  |
| Continental Corporation | 4  | 3.8 | -3.5  | 46.9    | 2.5  | 10.3 | -5.1  |    |    |    |  |

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### 5) Fact Sheets EBIT by Quarter

| EBIT (€ mn)             |         |         | 2016   |         |         |         |         | 2017    |         |         | 2018    |    |    |    |      |
|-------------------------|---------|---------|--------|---------|---------|---------|---------|---------|---------|---------|---------|----|----|----|------|
| EBII (€ IIII)           | Q1      | Q2      | Q3     | Q4      | Year    | Q1      | Q2      | Q3      | Q4      | Year    | Q1      | Q2 | Q3 | Q4 | Year |
| Chassis & Safety        | 213.2   | 220.3   | -107.4 | 254.7   | 580.8   | 238.9   | 227.4   | 200.0   | 231.4   | 897.7   | 252.9   |    |    |    |      |
| Powertrain              | 66.5    | 108.8   | 80.3   | 122.4   | 378.0   | 117.1   | 114.1   | 83.1    | 125.6   | 439.9   | 99.4    |    |    |    |      |
| Interior                | 160.1   | 172.9   | 51.3   | 183.5   | 567.8   | 185.7   | 196.3   | 168.5   | 198.7   | 749.2   | 184.5   |    |    |    |      |
| Tires                   | 530.0   | 645.4   | 522.3  | 591.7   | 2,289.4 | 505.1   | 526.9   | 515.0   | 604.3   | 2,151.3 | 395.5   |    |    |    |      |
| ContiTech               | 98.7    | 126.7   | 88.0   | 85.8    | 399.2   | 117.1   | 95.4    | 109.5   | 120.2   | 442.2   | 121.9   |    |    |    |      |
| Other / Consolidation   | -27.8   | -24.5   | -38.2  | -28.9   | -119.4  | -28.8   | -27.8   | -38.6   | -23.6   | -118.8  | -35.0   |    |    |    |      |
| Continental Corporation | 1,040.7 | 1,249.6 | 596.3  | 1,209.2 | 4,095.8 | 1,135.1 | 1,132.3 | 1,037.5 | 1,256.6 | 4,561.5 | 1,019.2 |    |    |    |      |

| EBIT margin in %        |      | 2016 |      |      |      |      | 2018 |      |      |      |      |    |    |    |      |
|-------------------------|------|------|------|------|------|------|------|------|------|------|------|----|----|----|------|
| EBH margin in 78        | Q1   | Q2   | Q3   | Q4   | Year | Q1   | Q2   | Q3   | Q4   | Year | Q1   | Q2 | Q3 | Q4 | Year |
| Chassis & Safety        | 9.7  | 9.8  | -4.9 | 10.8 | 6.5  | 9.6  | 9.3  | 8.7  | 9.2  | 9.2  | 10.1 |    |    |    |      |
| Powertrain              | 3.7  | 5.9  | 4.5  | 6.5  | 5.2  | 5.8  | 5.9  | 4.6  | 6.6  | 5.7  | 5.1  |    |    |    |      |
| Interior                | 7.9  | 8.2  | 2.5  | 8.5  | 6.8  | 8.1  | 8.5  | 7.4  | 8.2  | 8.1  | 7.7  |    |    |    |      |
| Tires                   | 21.1 | 24.0 | 19.3 | 21.1 | 21.4 | 18.3 | 18.7 | 18.3 | 20.6 | 19.0 | 15.0 |    |    |    |      |
| ContiTech               | 7.3  | 9.2  | 6.5  | 6.2  | 7.3  | 7.7  | 6.0  | 7.0  | 7.7  | 7.1  | 7.6  |    |    |    |      |
| Continental Corporation | 10.6 | 12.3 | 6.0  | 11.5 | 10.1 | 10.3 | 10.3 | 9.7  | 11.1 | 10.4 | 9.3  |    |    |    |      |

| anges Y-o-Y in %    |   | 2017 |       |       |      |      |       | 2018 |    |    |  |  |
|---------------------|---|------|-------|-------|------|------|-------|------|----|----|--|--|
| anges 1-0-1 III /8  | C | ຊ1   | Q2    | Q3    | Q4   | Year | Q1    | Q2   | Q3 | Q4 |  |  |
| is & Safety         |   | 12.1 | 3.2   | 286.2 | -9.1 | 54.6 | 5.9   |      |    |    |  |  |
| train               |   | 76.1 | 4.9   | 3.5   | 2.6  | 16.4 | -15.1 |      |    |    |  |  |
| r                   |   | 16.0 | 13.5  | 228.5 | 8.3  | 31.9 | -0.6  |      |    |    |  |  |
|                     |   | -4.7 | -18.4 | -1.4  | 2.1  | -6.0 | -21.7 |      |    |    |  |  |
| ech                 |   | 18.6 | -24.7 | 24.4  | 40.1 | 10.8 | 4.1   |      |    |    |  |  |
| inental Corporation |   | 9.1  | -9.4  | 74.0  | 3.9  | 11.4 | -10.2 |      |    |    |  |  |

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### 5) Fact Sheets Adjusted EBIT<sup>1</sup> by Quarter

| Adj. EBIT ¹ (€ mn)                 |         |    | 2017 |    |      |         |    | 2018 |    |   |
|------------------------------------|---------|----|------|----|------|---------|----|------|----|---|
|                                    | Q1      | Q2 | Q3   | Q4 | Year | Q1      | Q2 | Q3   | Q4 |   |
| hassis & Safety                    | 238.9   |    |      |    |      | 252.9   |    |      |    |   |
| Powertrain                         | 121.1   |    |      |    |      | 107.7   |    |      |    |   |
| nterior                            | 197.3   |    |      |    |      | 202.1   |    |      |    |   |
| Tires                              | 496.4   |    |      |    |      | 400.2   |    |      |    |   |
| ContiTech                          | 139.0   |    |      |    |      | 131.0   |    |      |    |   |
| Other / Consolidation              | -28.8   |    |      |    |      | -35.0   |    |      |    |   |
| ontinental Corporation             | 1,163.9 |    |      |    |      | 1,058.9 |    |      |    |   |
| Adj. EBIT <sup>1</sup> margin in % |         |    | 2017 |    |      |         |    | 2018 |    |   |
| Auj. EBH <sup>-</sup> margin in 76 | Q1      | Q2 | Q3   | Q4 | Year | Q1      | Q2 | Q3   | Q4 |   |
| Chassis & Safety                   | 9.6     |    |      |    |      | 10.1    |    |      |    |   |
| Powertrain                         | 6.0     |    |      |    |      | 5.5     |    |      |    |   |
| nterior                            | 8.6     |    |      |    |      | 8.4     |    |      |    |   |
| Tires                              | 18.0    |    |      |    |      | 15.2    |    |      |    |   |
| ContiTech                          | 9.2     |    |      |    |      | 8.6     |    |      |    |   |
| Continental Corporation            | 10.6    |    |      |    |      | 9.7     |    |      |    |   |
|                                    |         |    |      |    |      |         |    | 2018 |    |   |
| Changes Y-o-Y in %                 |         |    |      |    |      | Q1      | Q2 | Q3   | Q4 | Т |
| Chassis & Safety                   |         |    |      |    |      | 5.9     |    |      |    |   |
| Powertrain                         |         |    |      |    |      | -11.1   |    |      |    |   |
| nterior                            |         |    |      |    |      | 2.4     |    |      |    |   |
| īres                               |         |    |      |    |      | -19.4   |    |      |    |   |
| ContiTech                          |         |    |      |    |      | -5.8    |    |      |    |   |
| JUNITECH                           |         |    |      |    |      | -9.0    |    |      |    |   |

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**Consolidated Statement of Income** 

| (€ mn)  | 2018<br>Q1 | 2017<br>Q1 | 2016<br>Q1 |
|---|------------|------------|------------|
| Sales   | 11,012.7   | 10,999.9   | 9,850.7    |
| Cost of sales   | -8,221.8   | -8,135.2   | -7,249.6   |
| Gross margin on sales                                     | 2,790.9    | 2,864.7    | 2,601.1    |
| Research and development expenses <sup>1</sup>            | -1,026.5   | -780.7     | -716.1     |
| Selling and logistics expenses                            | -608.2     | -600.5     | -548.0     |
| Administrative expenses                                   | -287.1     | -297.8     | -243.7     |
| Other expenses and income <sup>1</sup>                    | 134.9      | -64.4      | -69.0      |
| Income from equity-accounted investees                    | 15.1       | 13.8       | 16.4       |
| Other income from investments                             | 0.1        |            |            |
| Earnings before interest and tax                          | 1,019.2    | 1,135.1    | 1,040.7    |
| Interest income   | 22.0       | 23.4       | 24.8       |
| Interest expense  | -70.3      | -107.0     | -58.6      |
| Financial result  | -48.3      | -83.6      | -33.8      |
| Earnings before tax                                       | 970.9      | 1,051.5    | 1,006.9    |
| Income tax expense  | -219.4     | -287.0     | -255.8     |
| Net income  | 751.5      | 764.5      | 751.1      |
| Non-controlling interests                                 | -13.9      | -14.9      | -17.2      |
| Net income attributable to the shareholders of the parent | 737.6      | 749.6      | 733.9      |
| Basic earnings per share (in €)                           | 3.69       | 3.75       | 3.67       |
| Diluted earnings per share (in €)                         | 3.69       | 3.75       | 3.67       |

<sup>1</sup> Due to the application of the modified retrospective approach during first time adoption of IFRS 9, Financial Instruments, and IFRS 15, Revenues from Contracts with Customers, as at January 1, 2018, all the figures from comparative periods are shown unadjusted.

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#### Consolidated Statement of Financial Position – Assets

| Assets in € millions   | March 31, 2018 | Dec. 31, 2017 | March 31, 2017 |
|--|----------------|---------------|----------------|
| Goodwill   | 6,967.8        | 7,010.1       | 6,977.1        |
| Other intangible assets  | 1,522.8        | 1,607.3       | 1,620.5        |
| Property, plant and equipment                                      | 11,152.1       | 11,202.1      | 10,766.8       |
| Investment property  | 10.5           | 10.5          | 10.3           |
| Investments in equity-accounted investees                          | 428.9          | 414.8         | 382.8          |
| Other investments  | 179.4          | 51.0          | 44.0           |
| Deferred tax assets  | 1,529.2        | 1,517.2       | 1,819.5        |
| Defined benefit assets   | 14.7           | 16.0          | 36.8           |
| Long-term contract assets  | _              | n. a.         | n. a.          |
| Long-term derivative instruments and interest-bearing investments  | 40.6           | 113.3         | 17.3           |
| Long-term other financial assets                                   | 69.4           | 68.8          | 68.0           |
| Long-term other assets   | 26.9           | 27.3          | 27.1           |
| Non-current assets   | 21,942.3       | 22,038.4      | 21,770.2       |
| Inventories  | 4,367.0        | 4,128.2       | 4,116.5        |
| Trade accounts receivable  | 8,294.8        | 7,669.3       | 8,351.9        |
| Short-term contract assets   | 35.3           | n. a.         | n. a.          |
| Short-term other financial assets <sup>1</sup>                     | 324.3          | 297.0         | 254.4          |
| Short-term other assets <sup>1</sup>                               | 1,269.2        | 1,186.8       | 1,333.3        |
| Income tax receivables   | 177.3          | 178.2         | 145.8          |
| Short-term derivative instruments and interest-bearing investments | 143.4          | 47.6          | 42.0           |
| Cash and cash equivalents  | 2,288.6        | 1,881.5       | 1,895.7        |
| Assets held for sale   | 2.0            | 13.5          | 2.0            |
| Current assets   | 16,901.9       | 15,402.1      | 16,141.6       |
| Total assets   | 38,844.2       | 37,440.5      | 37,911.8       |



<sup>1</sup> From the 2018 reporting year, the presentation of financial assets is made more transparent by reclassifying deferred costs from the sale of customer tooling from short-term other financial assets to short-term other assets among these items of the statement of financial position. The figures from the comparative periods have been adjusted accordingly.

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

| Equity and liabilities in € millions                  | March 31, 2018 | Dec. 31, 2017 | March 31, 2017 |
|---|----------------|---------------|----------------|
| Subscribed capital                                    | 512.0          | 512.0         | 512.0          |
| Capital reserves                                      | 4,155.6        | 4,155.6       | 4,155.6        |
| Retained earnings                                     | 14,437.7       | 13,669.3      | 12,284.3       |
| Other comprehensive income                            | -2,552.0       | -2,508.5      | -1,700.6       |
| Equity attributable to the shareholders of the parent | 16,553.3       | 15,828.4      | 15,251.3       |
| Non-controlling interests                             | 458.1          | 461.9         | 471.1          |
| Total equity  | 17,011.4       | 16,290.3      | 15,722.4       |
| Long-term employee benefits                           | 4,410.4        | 4,394.1       | 4,356.1        |
| Deferred tax liabilities                              | 352.3          | 348.5         | 444.7          |
| Long-term provisions for other risks and obligations  | 133.5          | 139.6         | 205.5          |
| Long-term indebtedness                                | 1,459.7        | 2,017.8       | 2,783.2        |
| Long-term other financial liabilities                 | 35.5           | 36.1          | 106.2          |
| Long-term contract liabilities                        | 11.3           | n. a.         | n. a.          |
| Long-term other liabilities                           | 16.6           | 25.4          | 16.0           |
| Non-current liabilities                               | 6,419.3        | 6,961.5       | 7,911.7        |
| Short-term employee benefits                          | 1,745.0        | 1,490.6       | 1,596.1        |
| Trade accounts payable                                | 6,757.0        | 6,798.5       | 6,760.1        |
| Short-term contract liabilities                       | 1,002.1        | n. a.         | n. a.          |
| Income tax payables                                   | 934.7          | 889.7         | 829.0          |
| Short-term provisions for other risks and obligations | 919.4          | 943.0         | 1,198.2        |
| Short-term indebtedness                               | 2,996.7        | 2,072.2       | 1,939.4        |
| Short-term other financial liabilities                | 345.9          | 1,276.8       | 1,111.0        |
| Short-term other liabilities                          | 712.7          | 717.9         | 843.9          |
| Current liabilities                                   | 15,413.5       | 14,188.7      | 14,277.7       |
| Total equity and liabilities                          | 38,844.2       | 37,440.5      | 37,911.8       |

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### **Consolidated Statement of Cash Flows**

|  |         | March 31 |
|--|---------|----------|
| In € millions  | 2018    | 2017     |
| Net income   | 751.5   | 764.5    |
| Income tax expense   | 219.4   | 287.0    |
| Financial result   | 48.3    | 83.6     |
| EBIT   | 1,019.2 | 1,135.1  |
| Interest paid  | -28.2   | -47.6    |
| Interest received  | 7.6     | 6.8      |
| Income tax paid  | -190.3  | -260.3   |
| Dividends received   | 15.2    | 10.2     |
| Depreciation, amortization, impairment and reversal of impairment losses   | 535.8   | 503.4    |
| Income from equity-accounted investees and other investments, incl. impairment and reversal of impairment losses | -15.2   | -13.8    |
| Gains/losses from the disposal of assets, companies and business operations                                      | -6.7    | -18.1    |
| Changes in   |         |          |
| inventories  | -254.3  | -248.6   |
| trade accounts receivable  | -540.5  | -879.5   |
| trade accounts payable   | -29.5   | 448.4    |
| employee benefits and other provisions   | 272.1   | 338.5    |
| other assets and liabilities   | -151.1  | -110.2   |
| Cash flow arising from operating activities  | 634.1   | 864.3    |
| Cash flow from the disposal of property, plant and equipment, and intangible assets                              | 24.9    | 13.4     |
| Capital expenditure on property, plant and equipment, and software   | -459.4  | -502.7   |
| Capital expenditure on intangible assets from development projects and miscellaneous                             | -13.7   | -30.3    |
| Cash flow from the disposal of companies and business operations   | 0.0     | 19.1     |
| Acquisition of companies and business operations   | -145.0  | -230.8   |
| Cash flow arising from investing activities  | -593.2  | -731.3   |
| Cash flow before financing activities (free cash flow)   | 40.9    | 133.0    |
| Change in indebtedness   | 387.7   | -361.7   |
| Successive purchases   | -2.6    | -0.6     |
| Dividends paid to and cash changes from equity transactions with non-controlling interests                       | -6.4    | -0.4     |
| Cash and cash equivalents arising from first-time consolidation of subsidiaries                                  | _       | 0.6      |
| Cash flow arising from financing activities  | 378.7   | -362.1   |
| Change in cash and cash equivalents  | 419.6   | -229.1   |
| Cash and cash equivalents at the beginning of the reporting period   | 1,881.5 | 2,107.0  |
| Effect of exchange-rate changes on cash and cash equivalents   | -12.5   | 17.8     |
| Cash and cash equivalents at the end of the reporting period   | 2,288.6 | 1,895.7  |



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### Q1 2018 Results Reported and Adjusted (€mn) – by Division

|  | Chassis 8            | Safety                | Power                | Powertrain           |                      | Interior             |                       | Tires                 |                      | ech                  | Cons./Corr. |       | Corporation             |                        |
|--|----------------------|-----------------------|----------------------|----------------------|----------------------|----------------------|-----------------------|-----------------------|----------------------|----------------------|-------------|-------|-------------------------|------------------------|
|  | 2017                 | 2018                  | 2017                 | 2018                 | 2017                 | 2018                 | 2017                  | 2018                  | 2017                 | 2018                 | 2017        | 2018  | 2017                    | 2018                   |
| Sales  | 2,497.4              | 2,511.2               | 2,003.1              | 1,945.6              | 2,293.9              | 2,401.7              | 2,756.3               | 2,635.5               | 1,521.4              | 1,601.7              | -72.2       | -83.0 | 10,999.9                | 11,012.7               |
| EBIT<br>in % of sales  | <b>238.9</b><br>9.6% | <b>252.9</b><br>10.1% | <b>117.1</b><br>5.8% | <b>99.4</b><br>5.1%  | <b>185.7</b><br>8.1% | <b>184.5</b><br>7.7% | <b>505.1</b><br>18.3% | <b>395.5</b><br>15.0% | <b>117.1</b><br>7.7% | <b>121.9</b><br>7.6% | -28.8       | -35.0 | <b>1,135.1</b><br>10.3% | <b>1,019.2</b><br>9.3% |
| Amortization of intangible assets from PPA                                   | 0.0                  | 0.0                   | 3.0                  | 2.9                  | 11.6                 | 12.6                 | 4.8                   | 4.5                   | 21.8                 | 22.2                 | 0.0         | 0.0   | 41.2                    | 42.2                   |
| Total special effects  | 0.0                  | 0.0                   | 1.0                  | 5.4                  | 0.0                  | 0.2                  | -13.5                 | 0.0                   | 0.1                  | 0.0                  | 0.0         | 0.0   | -12.4                   | 5.6                    |
| Total consolidation effects  | 0.0                  | 0.0                   | 0.0                  | 0.0                  | 0.0                  | 4.8                  | 0.0                   | 0.2                   | 0.0                  | -13.1                | 0.0         | 0.0   | 0.0                     | -8.1                   |
| Total consolidation and special effects                                      | 0.0                  | 0.0                   | 1.0                  | 5.4                  | 0.0                  | 5.0                  | -13.5                 | 0.2                   | 0.1                  | -13.1                | 0.0         | 0.0   | -12.4                   | -2.5                   |
| Adjusted operating result (adj. EBIT) <sup>1</sup><br>in % of adjusted sales | <b>238.9</b><br>9.6% | <b>252.9</b><br>10.1% | <b>121.1</b><br>6.0% | <b>107.7</b><br>5.5% | <b>197.3</b><br>8.6% | <b>202.1</b><br>8.4% | <b>496.4</b><br>18.0% | <b>400.2</b><br>15.2% | <b>139.0</b><br>9.2% | <b>131.0</b><br>8.6% | -28.8       | -35.0 | <b>1,163.9</b><br>10.6% | <b>1,058.9</b><br>9.7% |

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

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### Q1 2018 Results Reported and Adjusted (€mn) – by Group

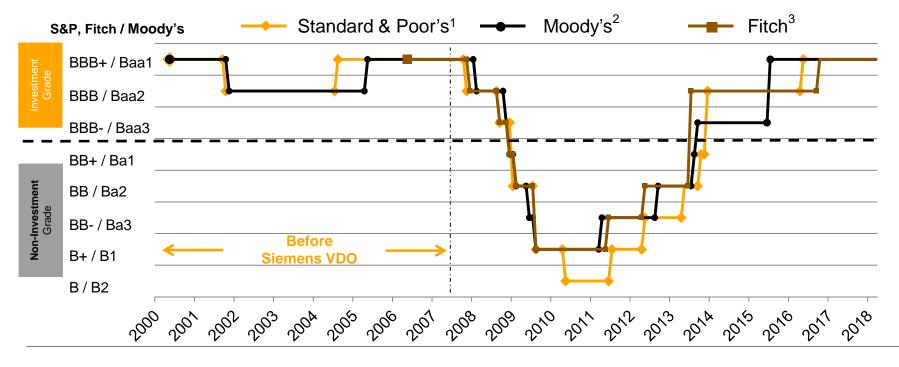
|  | Autom                | <u>otive</u>         | Rubb                  | <u>ber</u>            | <u>Cons./</u> | <u>Corr.</u> | <u>Corporation</u>      |                        |  |
|--|----------------------|----------------------|-----------------------|-----------------------|---------------|--------------|-------------------------|------------------------|--|
|  | 2017                 | 2018                 | 2017                  | 2018                  | 2017          | 2018         | 2017                    | 2018                   |  |
| Sales  | 6,754.0              | 6,813.9              | 4,260.4               | 4,212.2               | -14.5         | -13.4        | 10,999.9                | 11,012.7               |  |
| EBIT<br>in % of sales  | <b>541.7</b><br>8.0% | <b>536.8</b><br>7.9% | <b>622.2</b><br>14.6% | <b>517.4</b><br>12.3% | -28.8         | -35.0        | <b>1,135.1</b><br>10.3% | <b>1,019.2</b><br>9.3% |  |
| Amortization of intangible assets from PPA                                   | 14.6                 | 15.5                 | 26.6                  | 26.7                  | 0.0           | 0.0          | 41.2                    | 42.2                   |  |
| Total special effects  | 1.0                  | 5.6                  | -13.4                 | 0.0                   | 0.0           | 0.0          | -12.4                   | 5.6                    |  |
| Total consolidation effects  | 0.0                  | 4.8                  | 0.0                   | -12.9                 | 0.0           | 0.0          | 0.0                     | -8.1                   |  |
| Total consolidation and special effects                                      | 1.0                  | 10.4                 | -13.4                 | -12.9                 | 0.0           | 0.0          | -12.4                   | -2.5                   |  |
| Adjusted operating result (adj. EBIT) <sup>1</sup><br>in % of adjusted sales | <b>557.3</b><br>8.3% | <b>562.7</b><br>8.3% | <b>635.4</b><br>14.9% | <b>531.2</b><br>12.9% | -28.8         | -35.0        | <b>1,163.9</b><br>10.6% | <b>1,058.9</b><br>9.7% |  |

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



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Continental's Credit Rating





<sup>1</sup> Contracted rating since May 19, 2000.
 <sup>2</sup> Non-contracted rating since February 1, 2014.
 <sup>3</sup> Contracted rating since November 7, 2013.

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#### References Useful Links

| Continental Investor Relations website                      | www.continental-ir.com  |
|---|---|
| Annual and interim reports                                  | www.continental-corporation.com/en/investors/reports  |
| 2017 Fact Book (Investor presentation)                      | www.continental-corporation.com/en/investors/reports  |
| Investor Relations<br>events and presentations              | www.continental-corporation.com/en/investors/events/presentations                           |
| Sustainability at Continental (presentations for investors) | www.continental-corporation.com/en/sustainability/downloads                                 |
| Corporate Social Responsibility                             | www.continental-sustainability.com  |
| Corporate Governance Principles                             | www.continental-corporation.com/en/company/corporate-governance/principles-and-declarations |
| Continental shares  | www.continental-corporation.com/en/investors/share  |
| Continental bonds and rating                                | www.continental-corporation.com/en/investors/debt-and-rating                                |
| Continental IR on Twitter                                   | www.twitter.com/Continental_IR  |

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