



Financial Results H1 2012

Hanover – August 2, 2012

AGENDA

1) Corporation Highlights

2) Automotive Group

3) Rubber Group

4) Indebtedness and Cash Flow

5) Outlook

6) Back-Up & Fact Sheets 2010 – H1 2012

1)

Corporation Highlights

Most Important KPIs H1 2012

- ▷ **Sales up by 11% to €16.5 bn**; organic sales growth 8%
- ▷ **Adj. EBIT* margin at 11.1%** - adj. EBIT* at €1,823 mn up by 23%
(PPA and special effects: -€204 mn)
- ▷ **NIAT** up by 47% to €1 bn** mainly due to higher EBIT and reduced interest expenses
- ▷ **Free cash flow of +€126 mn** better than normal seasonal pattern
- ▷ **Net indebtedness up slightly to €6.9 bn due to €300mn dividend payment**
Gearing ratio down to 83% and leverage ratio*** down to 1.35x
- ▷ Accelerated value creation: trailing **ROCE improved to 17.6%**

* Before amortization of intangibles from PPA, consolidation and special effects ** Attributable to the shareholders of the parent

*** Leverage covenant ratio as defined in syndicated loan facilities

1)

Corporation Highlights

Divisional Highlights H1 2012

Automotive Group

- ▶ **Chassis & Safety** at 9.8% adj. EBIT* margin mainly due to negative impact from raw material prices and mix effects; sales up by 12%
- ▶ **Powertrain** at 5.2% adj. EBIT* margin; sales growth slowed to 12% due to lower diesel engine production – reported EBIT at €79 mn
- ▶ **Interior** at 8.8% adj. EBIT* margin; sales up by 8%
- ▶ **Automotive Group** adj. EBIT* margin at 8.1%; organic sales growth at 8% YOY 6%-points above PC & LT** production in EU & NAFTA combined; 2/3 of ww global production growth stem from recovery in Japan

Rubber Group

- ▶ **Tires** adj. EBIT* margin at 17.7% up 390 bps YOY; PLT volumes flat in H1 2012 despite weak replacement markets (PC & LT** replacement EU -11% / NAFTA -3% & CV*** replacement EU -26% / NAFTA -9%)
 - ▶ **CVT** at 10.6% EBIT margin, volumes up by 2% in H1 2012
- ▶ **ContiTech** adj. EBIT* margin slightly down YOY to 12.9% mainly due to higher raw material costs stemming from synthetic rubber prices; organic sales growth at 3%
- ▶ **Rubber Group** achieved 9% organic sales growth and 16.5% adj. EBIT* margin; tire volume outlook at 3% confirmed despite weak replacement markets in H1 2012

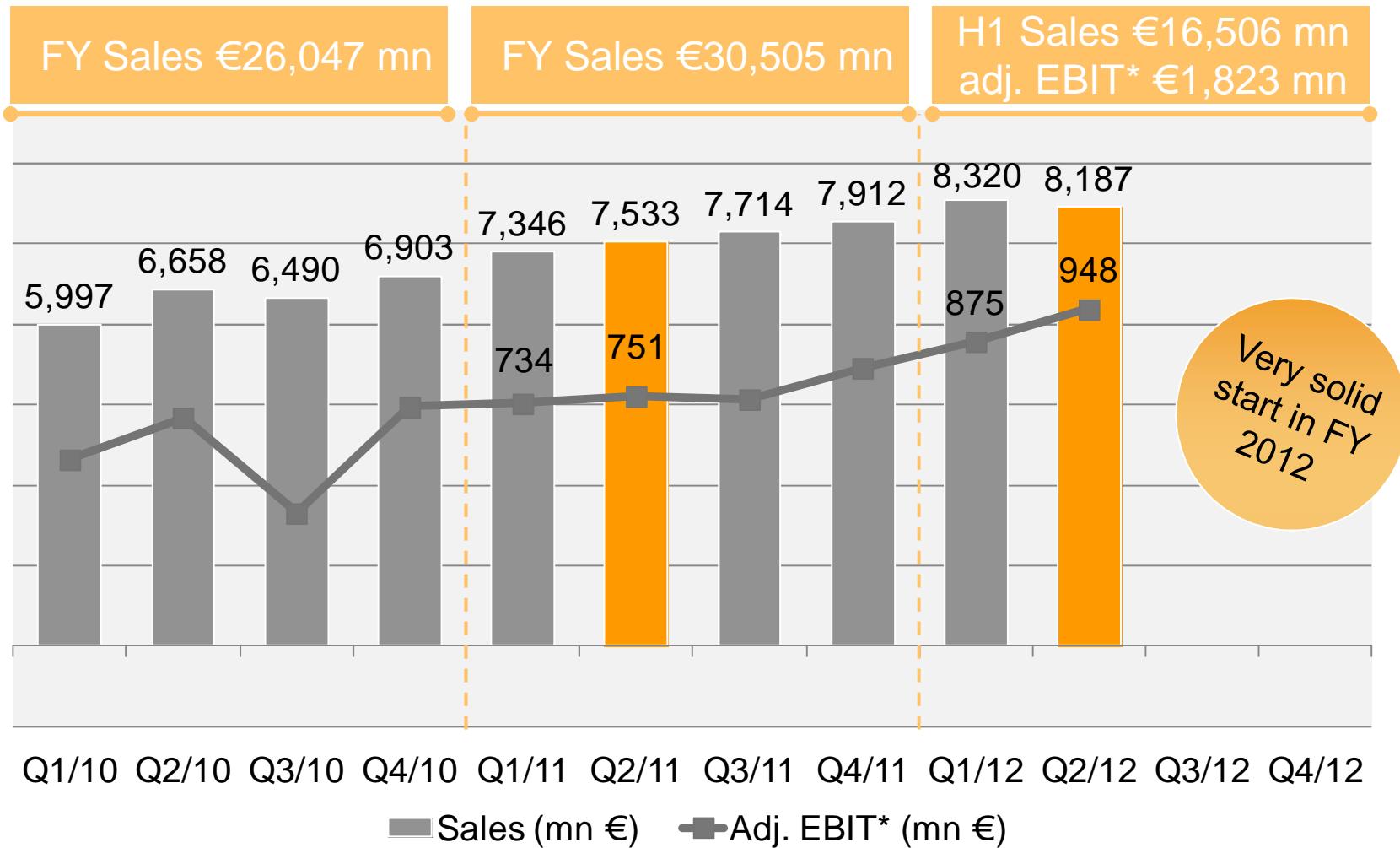
* Before amortization of intangibles from PPA, consolidation and special effects

** Passenger Cars & Light truck *** Commercial Vehicles

1)

Corporation Highlights

Sales and Adj. EBIT* by Quarter

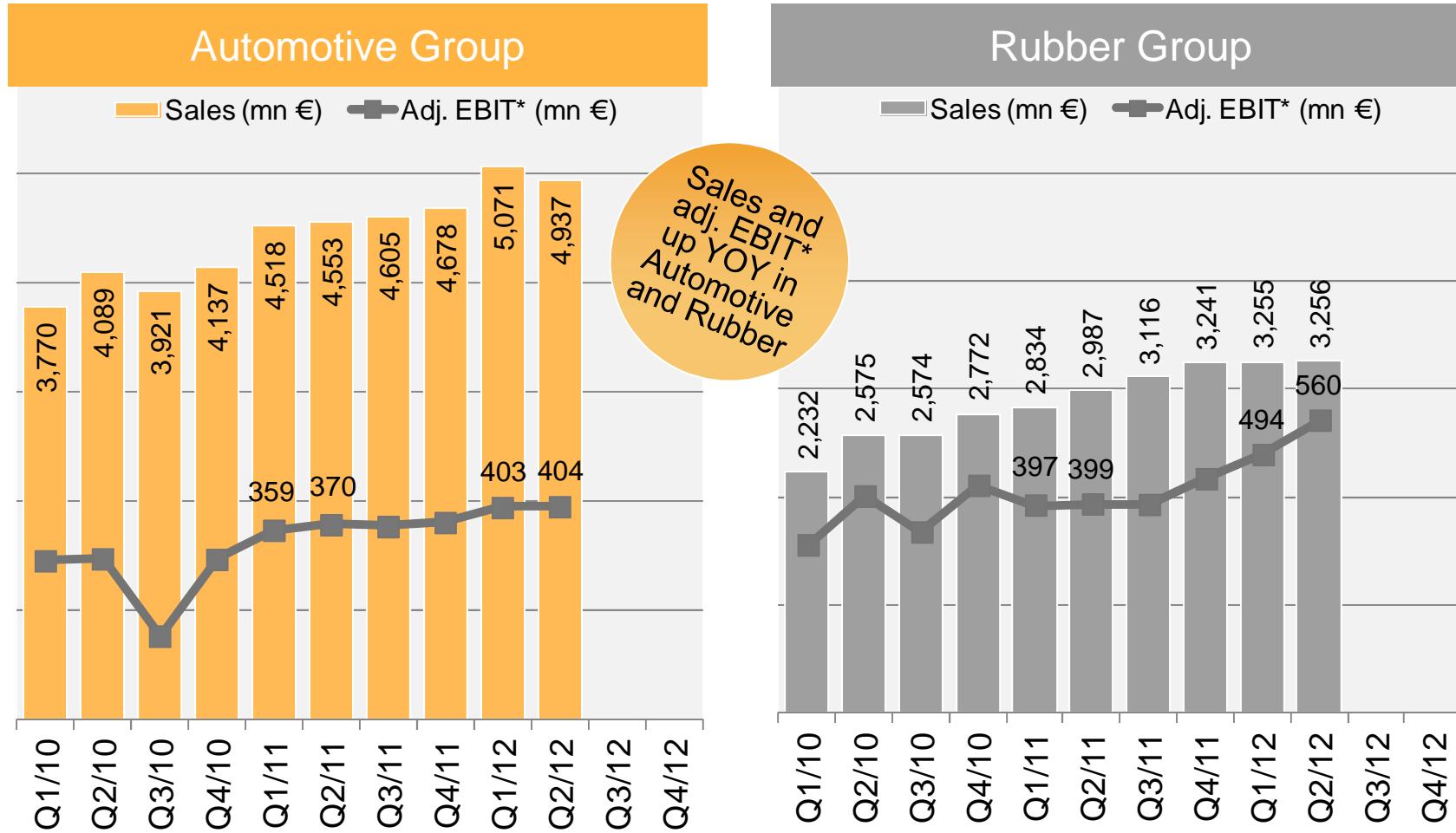


* Before amortization of intangibles from PPA, consolidation and special effects

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Corporation Highlights

Automotive and Rubber Group by Quarter

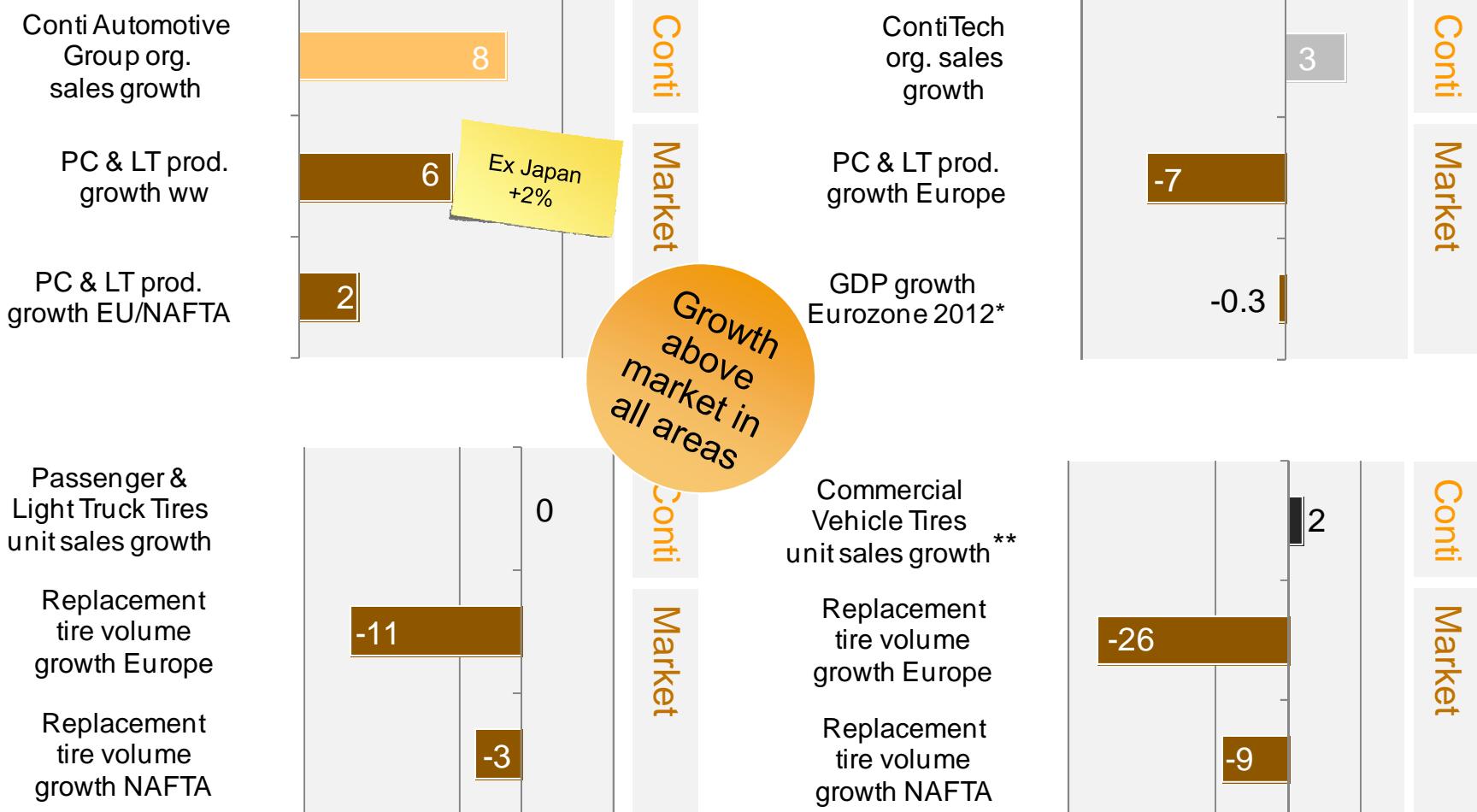


* Before amortization of intangibles from PPA, consolidation and special effects

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Corporation Highlights

Growth Profile H1 2012 (in %)



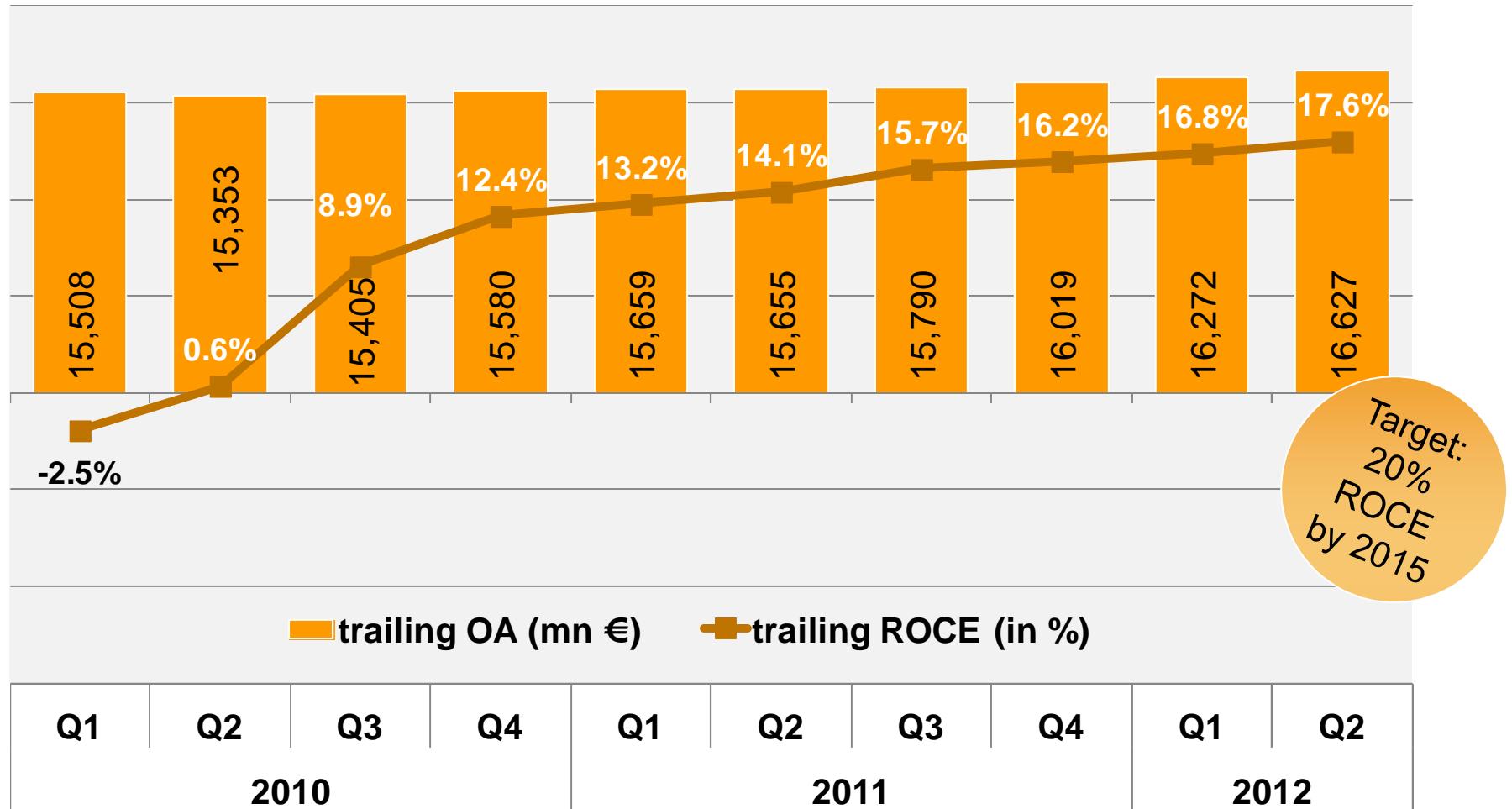
* According to IMF (WEO Update July 2012)

** -5% unit sales excluding Conti India Ltd.

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Corporation Highlights

Accelerated Value Creation



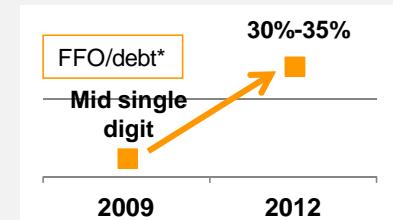
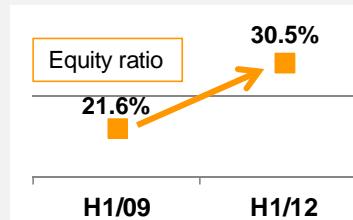
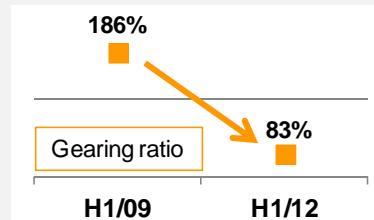
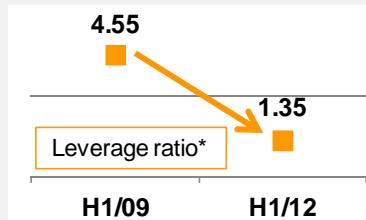
Note: Trailing ROCE is calculated as reported EBIT for the last twelve months (LTM) divided by average operating assets (OA) incl. goodwill amounting to €5.7 bn at June 30, 2012

1)

Corporation Highlights

Stand-Alone Credit Profile Back in Investment Grade!

- Since mid 2009 Continental's credit rating continuously improved due to the strong recovery of business operations:



* acc. to S&P

- Continental's current credit rating is:

- Moody's since April 5, 2011: Ba3 outlook stable
- S&P since May 16, 2012: BB- outlook positive
- Fitch since May 15, 2012: BB outlook stable

- In addition S&P as well as Fitch see Continental's credit rating on a stand-alone basis back in investment grade

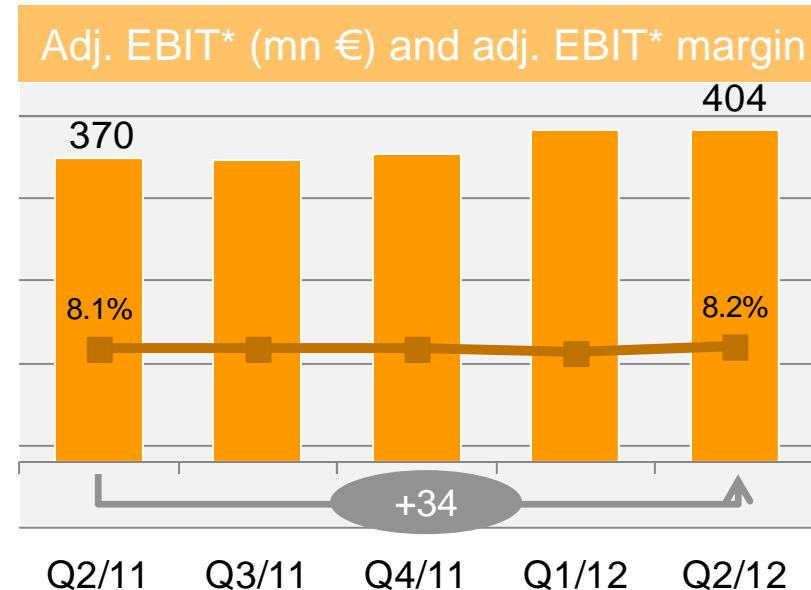
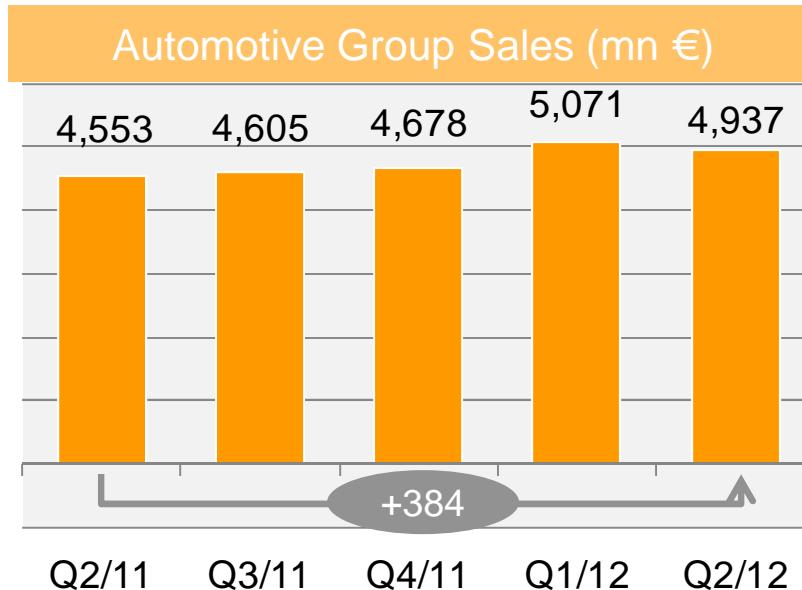
- S&P (May 16, 2012): "We assess Continental's Stand-Alone Credit Profile (SACP) as BBB-. The SACP is not a rating but a component of the rating."
- Fitch (May 15, 2012): "On a stand-alone basis, Fitch assesses Continental's rating to be consistent with a low 'BBB' rating."

* Leverage covenant ratio as defined in syndicated loan

2)

Automotive Group

Adj. EBIT* Margin Stable Despite Rare Earth Impact



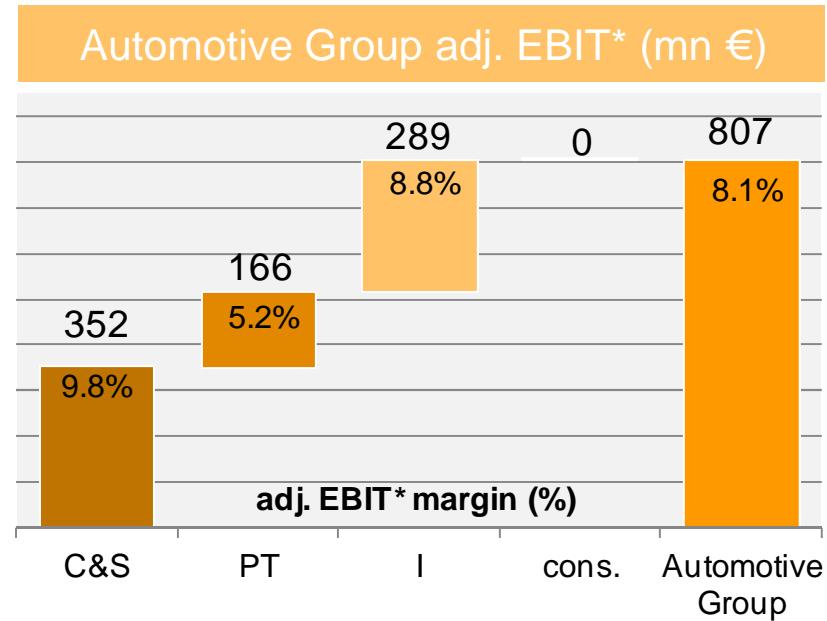
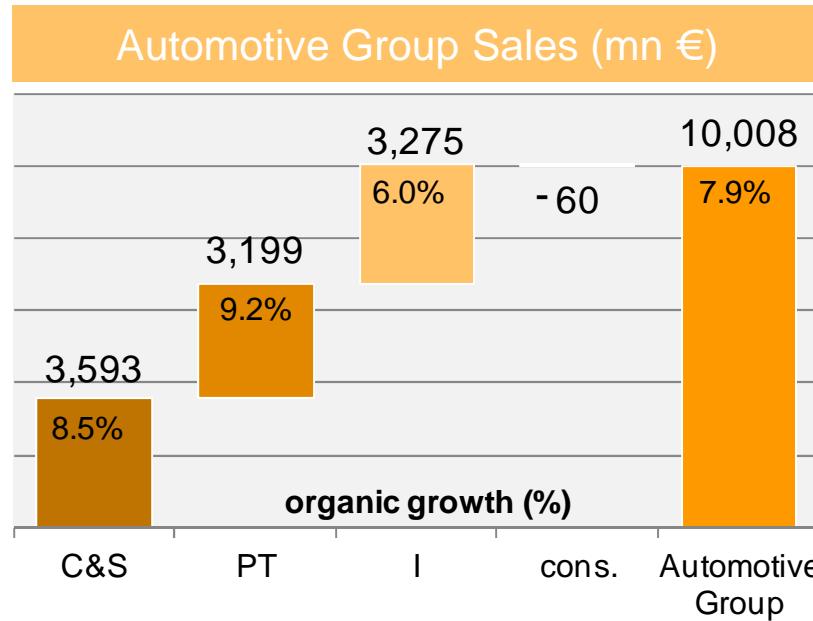
- ▶ Sales increased by €384 mn in Q2 2012 on the back of increasing installation rates for safety, CO₂ and information technologies
- ▶ Adj. EBIT* margin slightly up mainly due to lower rare earths prices; Powertrain and Interior with operating leverage** >14% in Q2 2012

* Before amortization of intangibles from PPA, consolidation and special effects ** Operating leverage = delta adj. EBIT* divided by delta sales

2)

Automotive Group

Solid Growth and Solid Margin Levels



Reported sales chg.

- C&S: 11.6%
- PT: 11.8%
- I: 7.6%
- Automotive Group: 10.3%

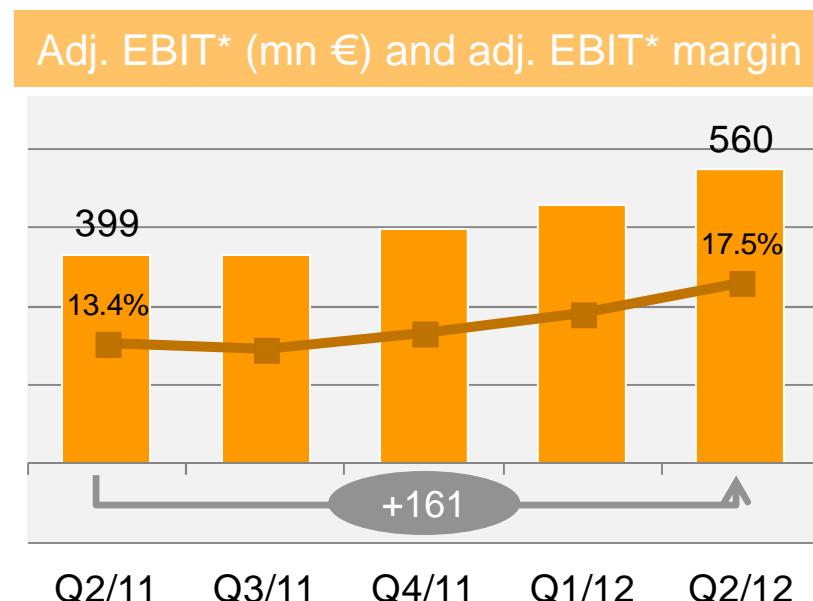
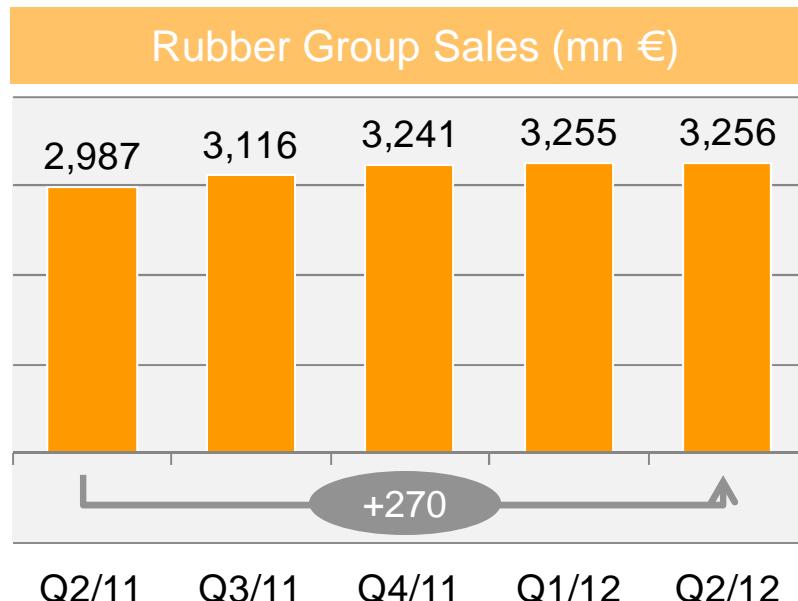
- Reported EBITDA: €1,213 mn (12.1% of sales)
- Reported EBIT: €595 mn (5.9% of sales)
- R&D: €774 mn (7.7% of sales)
- Capex: €394 mn (3.9% of sales)

* Before amortization of intangibles from PPA, consolidation and special effects

3)

Rubber Group

Price/Mix and Volume Contributed to Sales and Adj. EBIT*



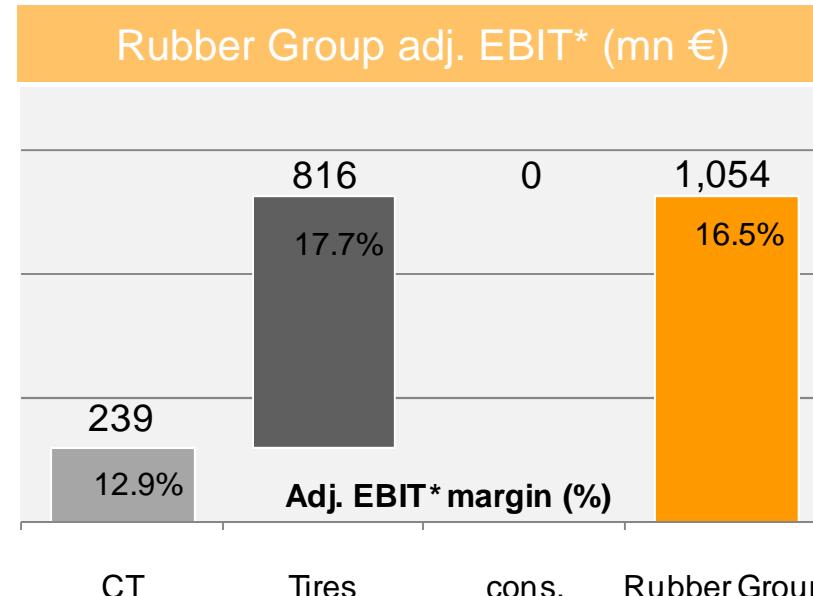
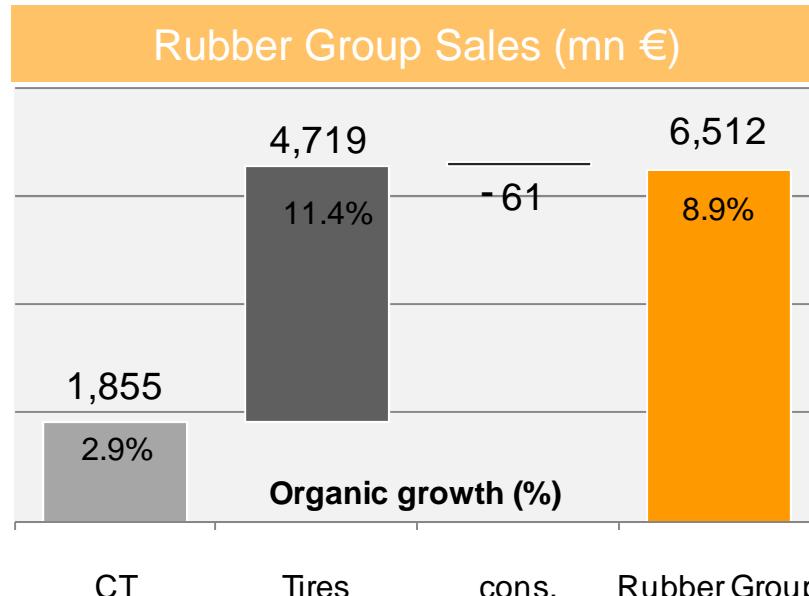
- ▶ Sales increased by €270 mn in Q2 2012; tire volumes YOY flat; price effects from last year as well as mix (about +12%) contributed considerably to top line growth
- ▶ Adj. EBIT* up by €161 mn; current margin level not sustainable as price/mix improvements will moderate in H2 2012

* Before amortization of intangibles from PPA, consolidation and special effects

3)

Rubber Group

Back to 2010 Adj. EBIT* Margin Levels



Reported sales chg.

- CT: 2.9%
- Tires: 15.6%
- Rubber Group: 11.9%

- Reported EBITDA: €1,269 mn (19.5% of sales)
- Reported EBIT: €1,048 mn (16.1% of sales)
- R&D: €134 mn (2.1% of sales)
- Capex: €434 mn (6.7% of sales)

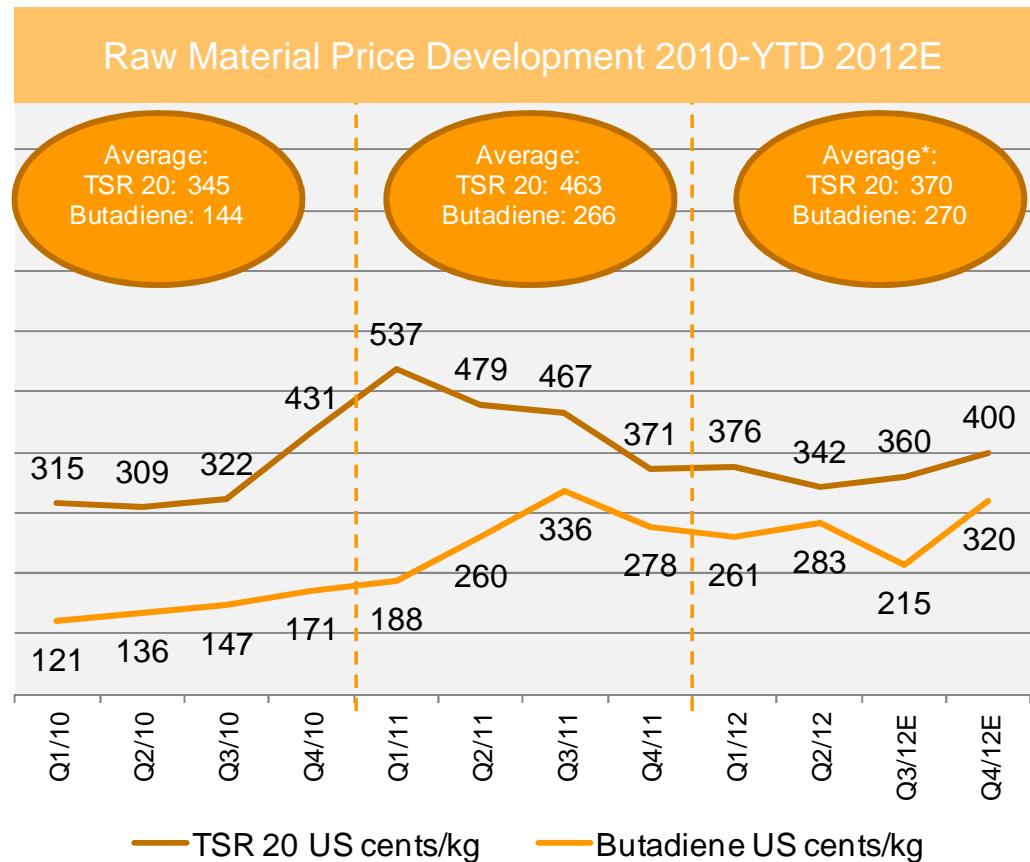
* Before amortization of intangibles from PPA, consolidation and special effects

3)

Rubber Group

Expected Cost Burden 2012

- ▶ Natural rubber prices (TSR20) to stay at US \$3.70 on average in 2012
- ▶ Synthetic rubber prices (feedstock butadiene) at US \$2.70 on average in 2012
- ▶ Oil based chemicals, textile and carbon black to increase slightly YOY; carbon black on high level end of H1 2012
- ▶ Price/mix will decline to mid single digit in Q3 but will stay positive in Q4

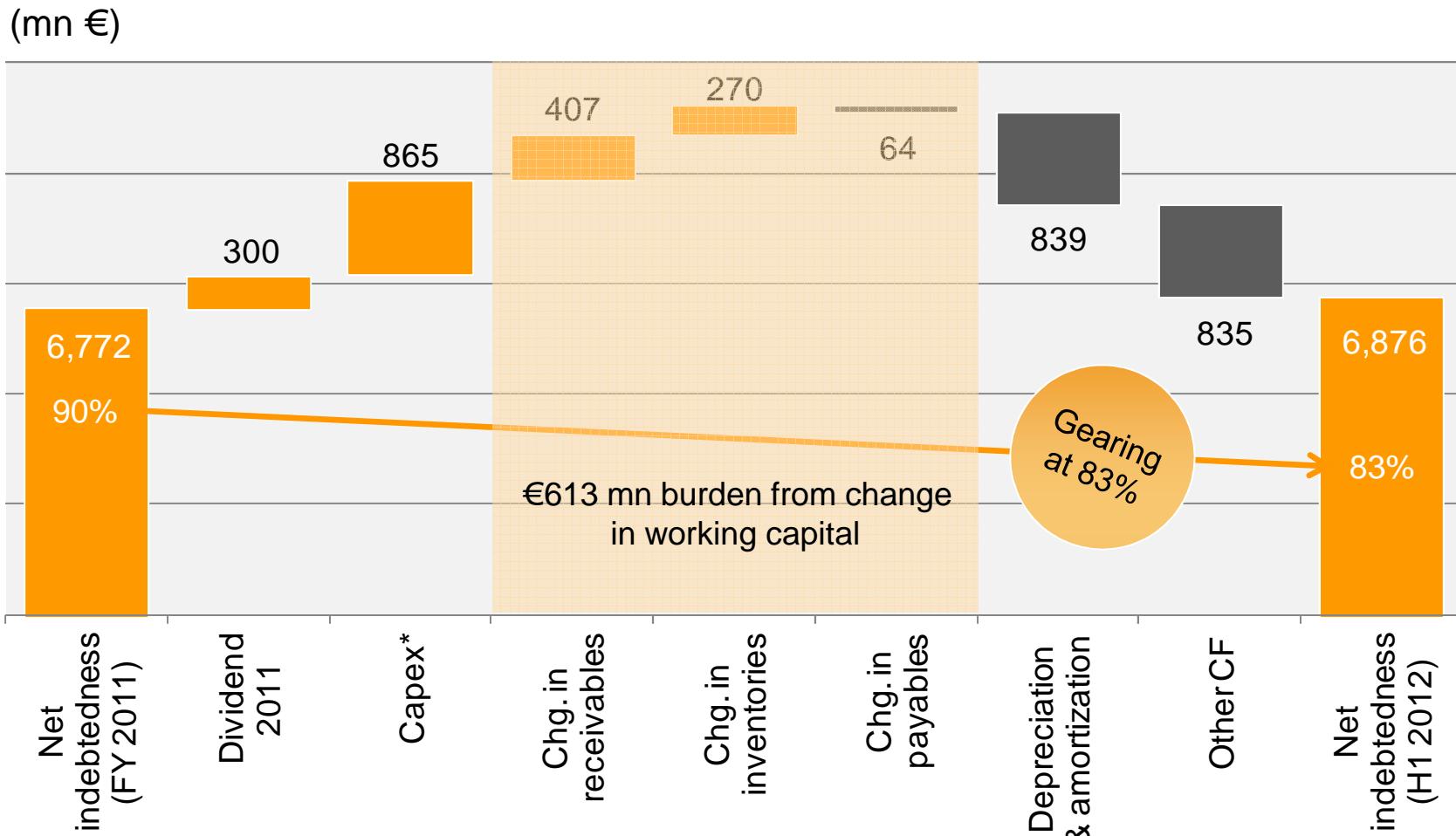


Source: Bloomberg, prices as of July 23, 2012; * Conti estimate

4)

Indebtedness and Cash Flow

Net Indebtedness Walk-down

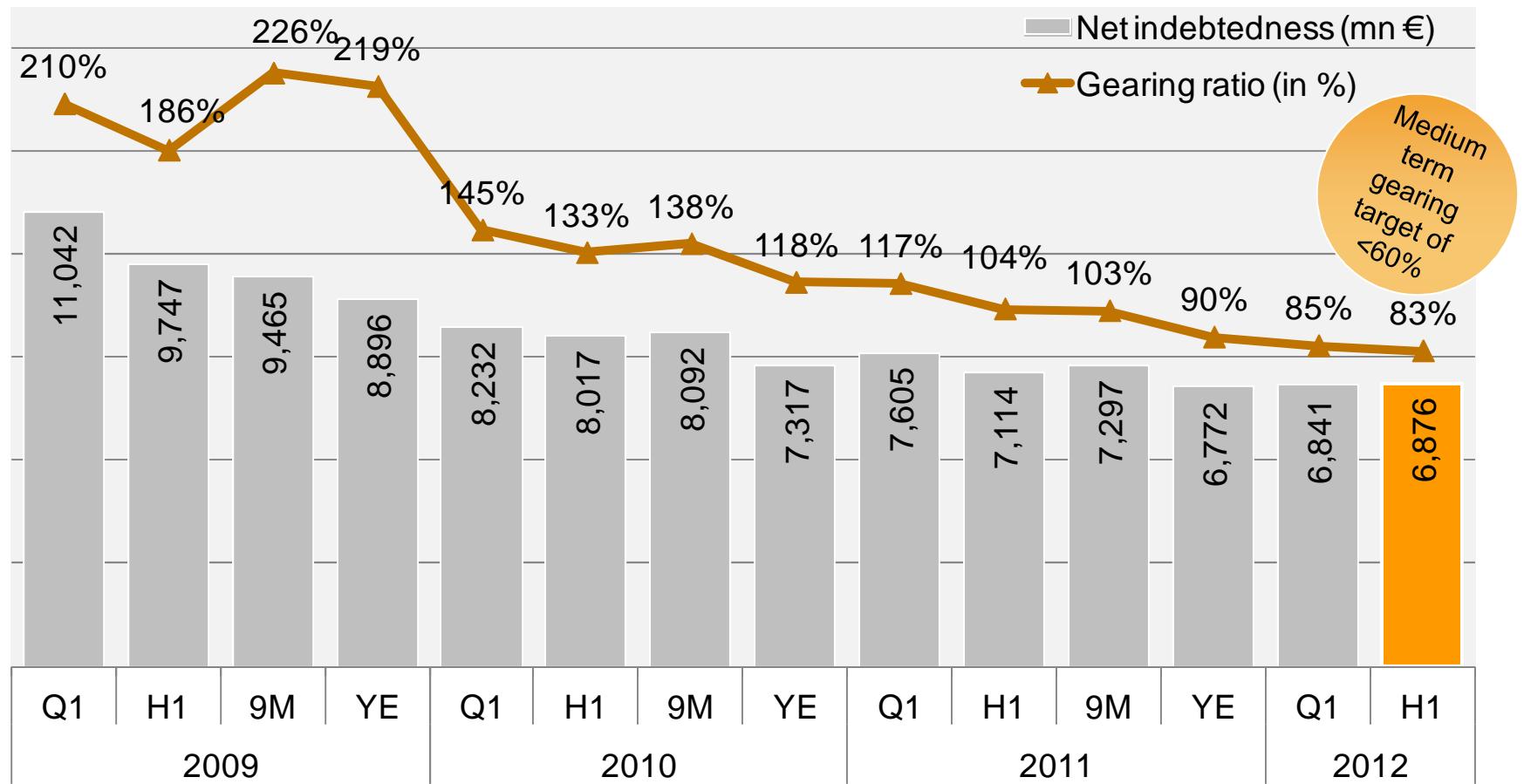


*According to CF statement incl. intangible assets

4)

Indebtedness and Cash Flow

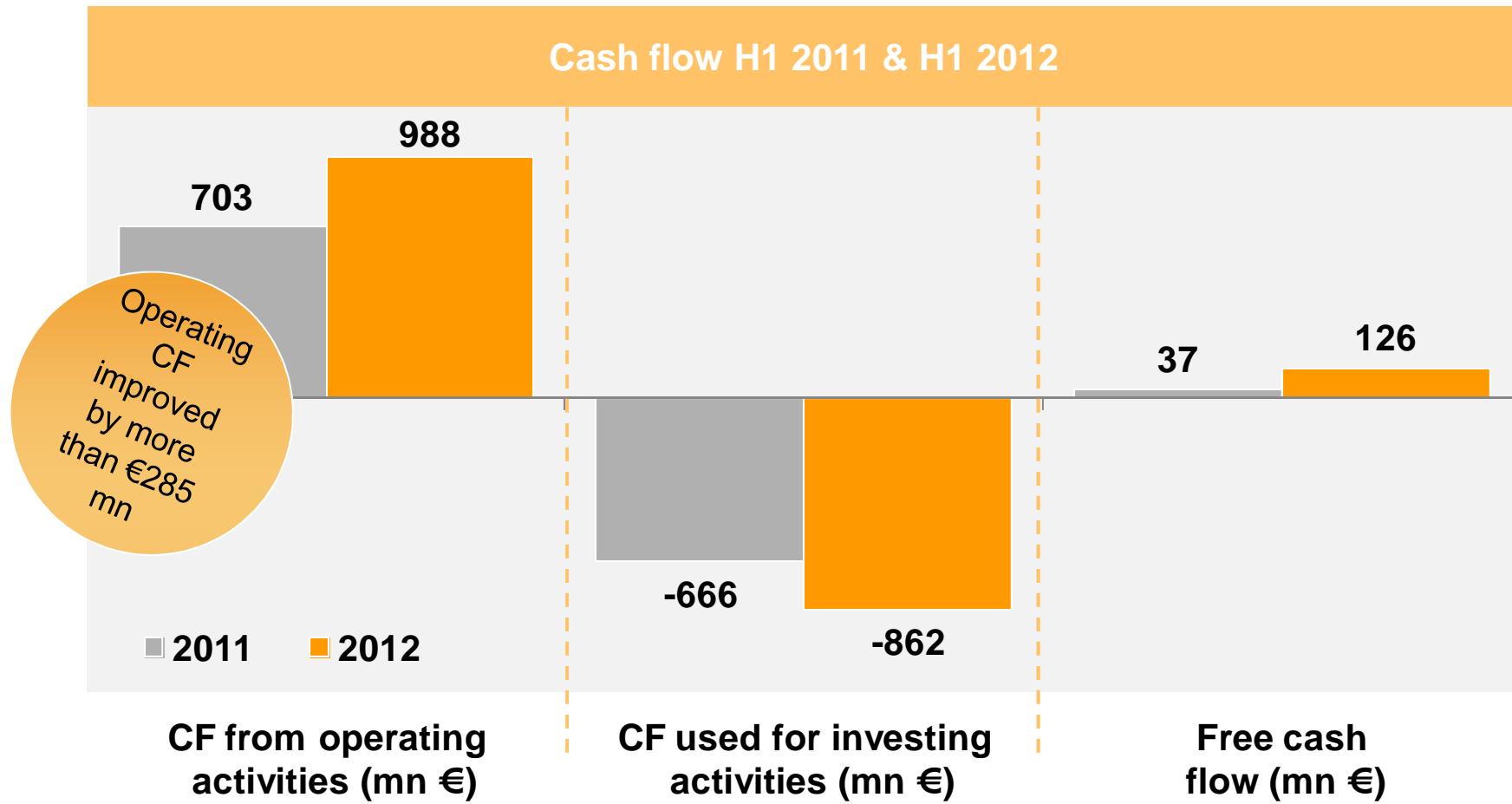
Development of Net Indebtedness and Gearing Ratio



4)

Indebtedness and Cash Flow

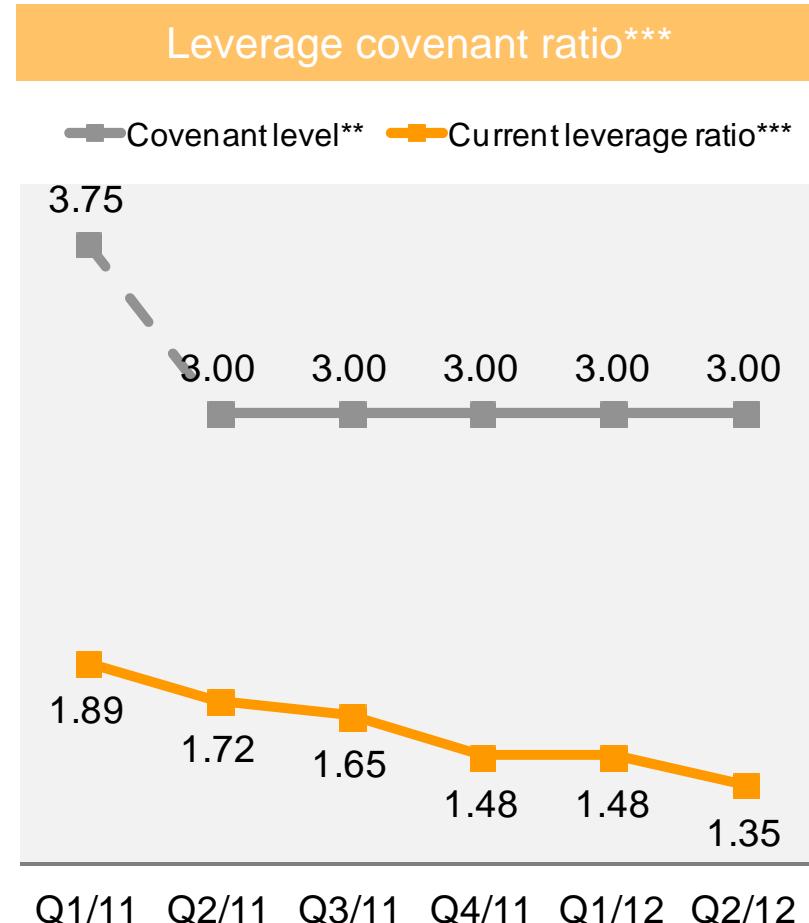
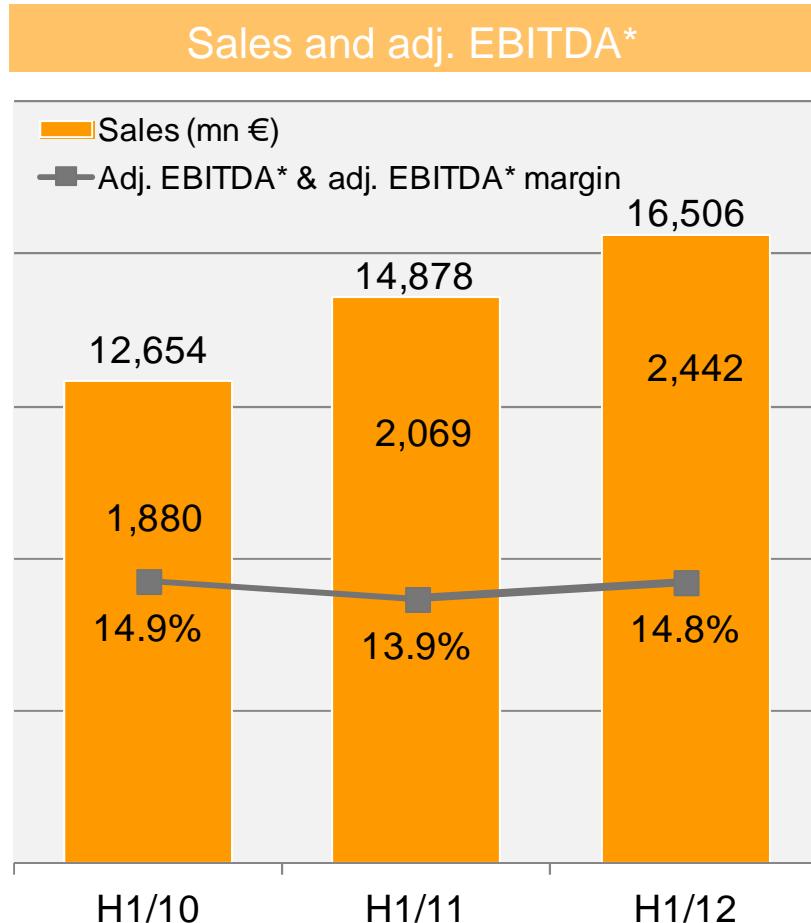
Cash Flow Overview



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Indebtedness and Cash Flow

Adjusted EBITDA* and Leverage Ratio



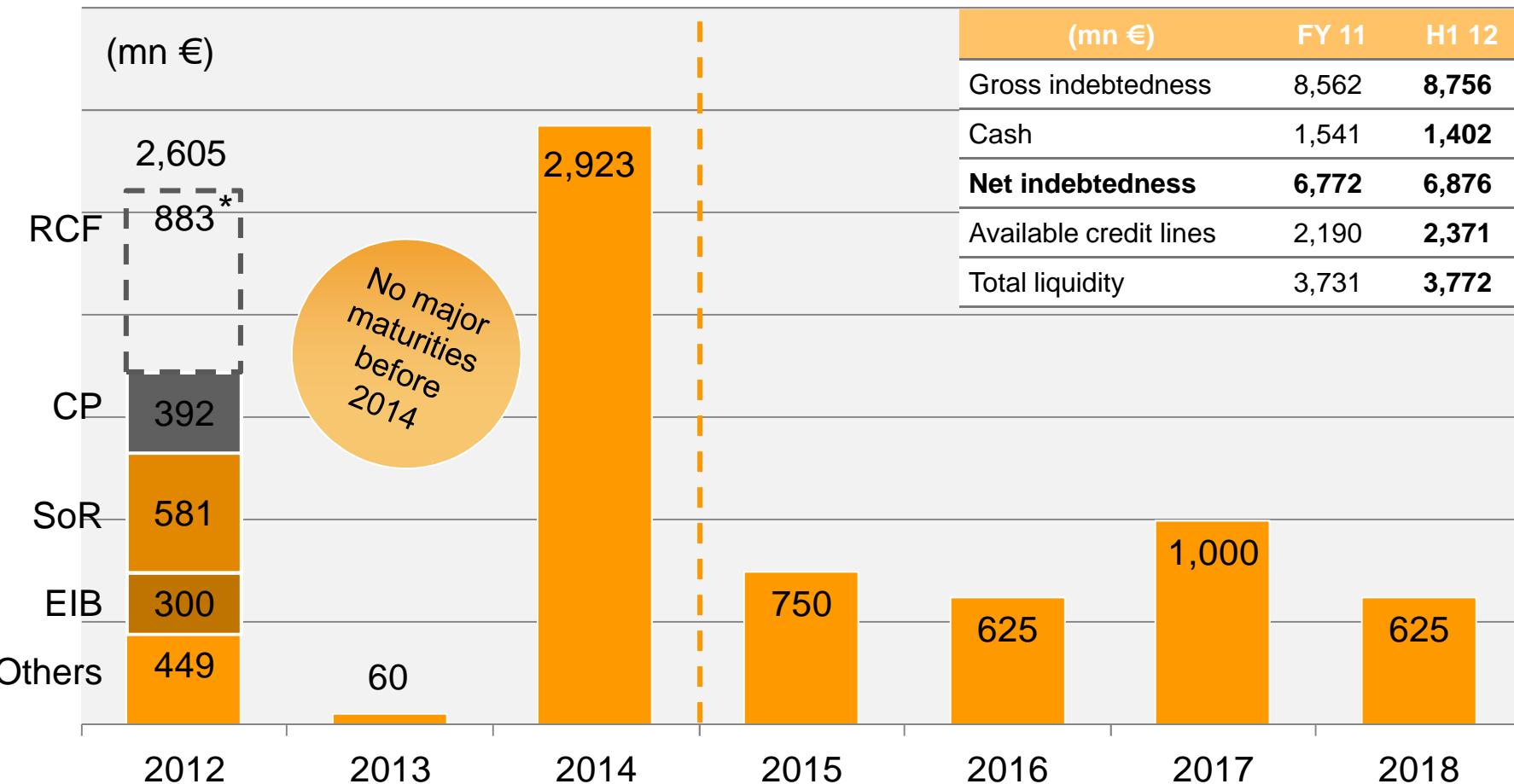
* Adjusted EBITDA as defined in syndicated loan facility ** Amended since April 2011 to 3.00x

*** Leverage covenant ratio as defined in syndicated loan facility

4)

Indebtedness and Cash Flow

Maturities until 2014 and Bond Maturities**



Note: CP = Commercial paper, EIB = European Investment Bank, SoR = Sale of receivables

* Amount drawn under the revolving credit facility (RCF) at June 30, 2012. RCF has a total volume of €2,500 mn

Revolving credit facility (RCF) shown as short term debt according to IFRS maturing in April 2014 at drawn amount

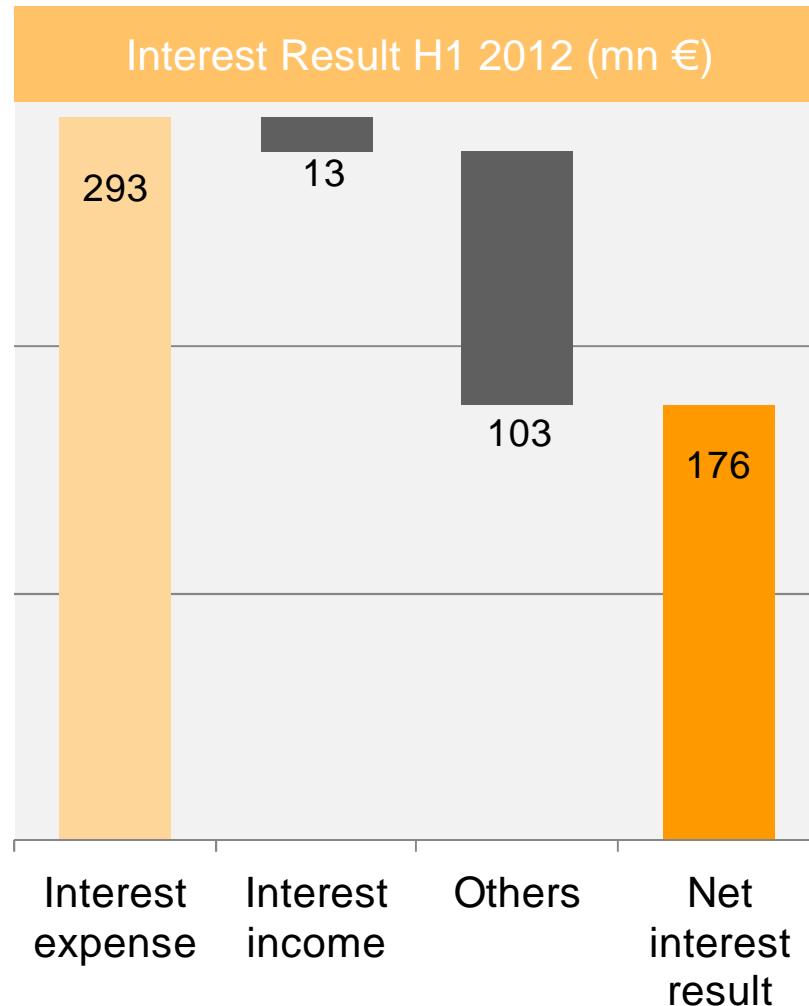
** Note that all values shown are nominal values with the exception of maturities until 2014; maturities do not add up to gross indebtedness amounting to €8,756 mn at June 30, 2012

4)

Indebtedness and Cash Flow

Interest Result H1 2012

- ▶ Interest expense amounted to €293 mn in H1 2012 and decreased by €53 mn YOY
- ▶ Interest income up slightly to €13 mn
- ▶ Others: mainly impacted from gains from changes in the fair value of the call options for the bonds which amounted to €93 mn

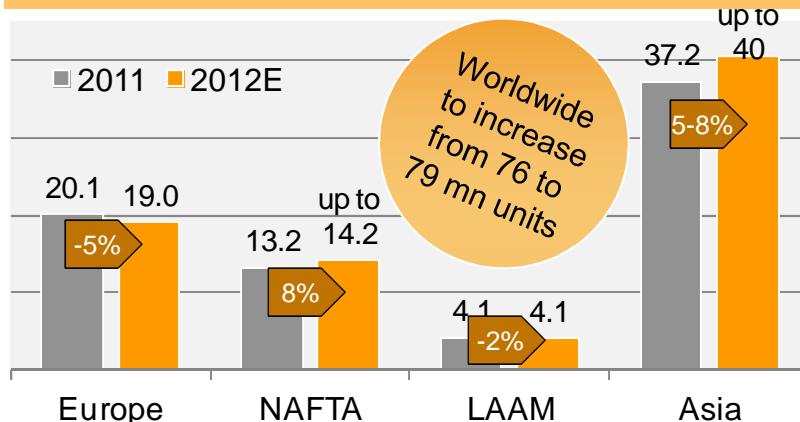


5)

Outlook 2012

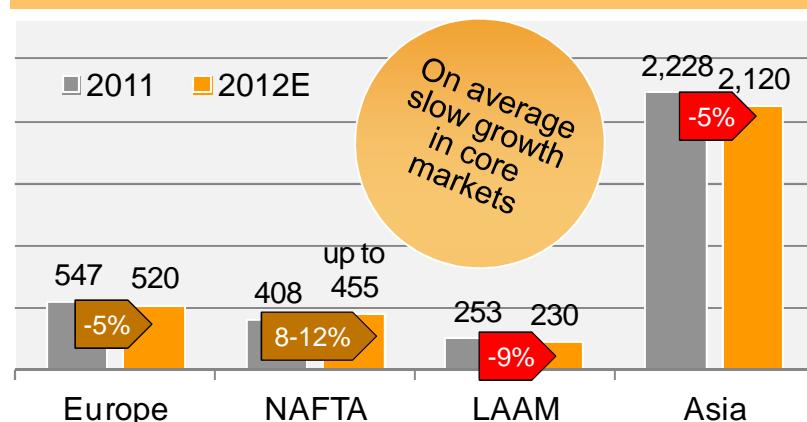
Market Outlook for Major Regions

PC & LT* Production (mn units)



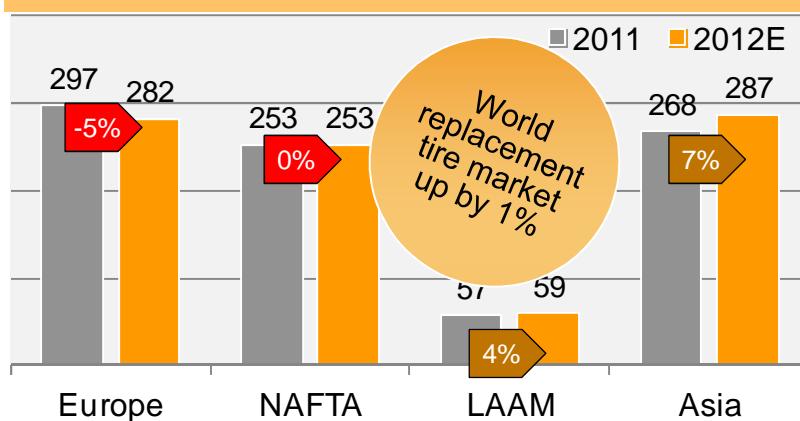
Source: IHS and own estimates

Commercial Vehicle** Prod. (k units)



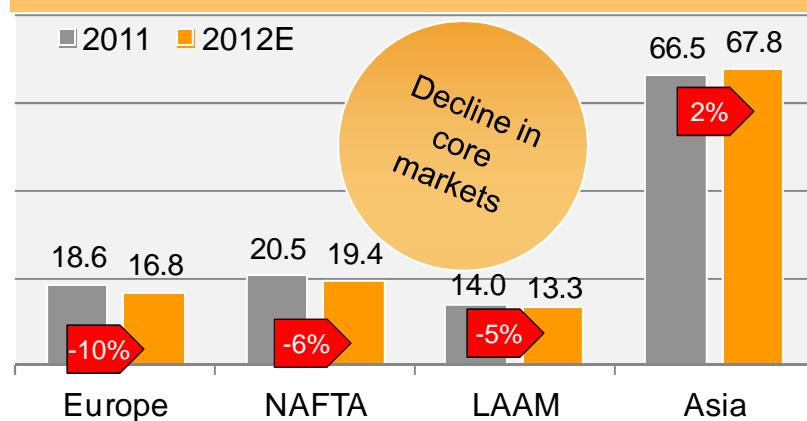
Source: IHS and own estimates

PC & LT* Repl.*** Tire Market (mn units)



Source: LMC and own estimates

CV** Repl.*** Tire Market (mn units)



Source: LMC and own estimates

5)

Outlook 2012

Continental

	2011	2012E
Consolidated sales & adj. EBIT* margin	€30,505 mn 10.1%	To increase by over 7% to more than €32.5 bn Above high adj. EBIT* margin level of 2011
Automotive Group adj. EBIT*	€18,354 mn €1,470 mn	To increase by at least 6% to more than €19.5 bn Adj. EBIT* margin above 8%
Rubber Group adj. EBIT*	€12,177 mn €1,643 mn	To increase by over 7% to more than €13 bn Adj. EBIT* margin above 14.5%
Raw material cost impact	More than €1,000 mn gross	About €100 mn burden from rise in raw material prices; Average price assumptions for natural** and synthetic*** rubber lowered to \$3.70/kg and \$2.70/kg
Special effects	€9 mn	About €50 mn
Net interest expense Tax rate	€736 mn 29%	Interest expense to decline further; F/X and fair value accounting of derivatives may impact; tax rate <30%
Capex	€1,711 mn 5.6% of sales	About €2 bn; PPA to amount to ~€436 mn
Free cash flow	€491 mn	More than €600 mn

* Before amortization of intangibles from PPA, consolidation (2011 in comparison to 2010) and special effects ** TSR 20 (natural rubber) *** Butadiene (feedstock for synthetic rubber)

Thank you for your attention!



Continental 

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Financial Calendar

2012	
Annual Financial Press Conference	March 1, 2012
Annual Shareholders' Meeting	April 27, 2012
Q1 Financial Report	May 3, 2012
Half Year Report	August 2, 2012
Nine Month Report	October 31, 2012
2013	
Annual Financial Press Conference	March 2013
Annual Shareholders' Meeting	May 15, 2013
Q1 Financial Report	May 2013
Half Year Report	August 2013
Nine Month Report	November 2013

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 Number	DE0005439004
Shares outstanding as of June 30, 2012	200,005,983
ADR Data	
Ratio (ordinary share: ADR)	1:1
Bloomberg Ticker	CTTAY
Reuters Ticker	CTTAY.PK
ISIN Number	US2107712000
ADR Level	Level 1
Exchange	OTC
Sponsor	Deutsche Bank Trust Company Americas

Continental

Bond Data

Bond Data				
Issuer	Conti-Gummi Finance B.V., Netherlands*	Conti-Gummi Finance B.V., Netherlands*	Conti-Gummi Finance B.V., Netherlands*	Conti-Gummi Finance B.V., Netherlands*
Issue	Senior Secured Notes	Senior Secured Notes	Senior Secured Notes	Senior Secured Notes
Principal amount	€750 mn	€1,000 mn	€625 mn	€625 mn
Offering price	99.0047%	99.3304%	98.8610%	99.2460%
Rating at issuance date	B1 (Moody's) B (Standard & Poor's)	B1 (Moody's) B (Standard & Poor's)	B1 (Moody's) B (Standard & Poor's)	B1 (Moody's) B (Standard & Poor's)
Current Corporate Rating	Moody's: Ba3 stable outlook; S&P BB- positive outlook			
Coupon	8.5% p.a.	7.5% p.a.	6.5% p.a.	7.125% p.a.
Issue date	July 16, 2010	September 13, 2010	October 5, 2010	October 5, 2010
Maturity	July 15, 2015	September 15, 2017	January 15, 2016	October 15, 2018
Interest payment	Semi annual Jan 15 and Jul 15	Semi annual Mar 15 and Sept 15	Semi annual Jan 15 and Jul 15	Semi annual Apr 15 and Oct 15
WKN	A1AY2A	A1A0U3	A1A1P0	A1A1P2
ISIN	DE000A1AY2A0	DE000A1A0U37	DE000A1A1P09	DE000A1A1P25
Denomination	€1,000 with min. tradable amount €50,000	€1,000 with min. tradable amount €50,000	€1,000 with min. tradable amount €50,000	€1,000 with min. tradable amount €50,000

* Guaranteed by Continental AG and certain subsidiaries of Continental AG

Back-up

6)

Back-up

Overview of Volume Development

Units (YOY chg.)	Q1/11	H1/11	9M/11	FY 11	Q1/12	H1/12
Market data						
EU production	14%	10%	9%	6%	-5%	-7%
NAFTA production	16%	9%	8%	10%	14%	17%
PC & LT production EU + NAFTA	15%	10%	9%	8%	2%	2%
Worldwide production	8%	6%	6%	5%	5%	6%
Continental						
ESC	33%	27%	25%	22%	11%	12%
ABS	-18%	-17%	-14%	-13%	9%	7%
Booster	14%	21%	27%	24%	16%	8%
Caliper	28%	31%	30%	28%	15%	8%
ADAS	81%	86%	71%	62%	52%	41%
Engine ECUs	25%	23%	24%	21%	2%	-4%
Injectors	30%	26%	29%	26%	4%	-4%
Transmission	33%	33%	32%	29%	29%	25%
Market data tires						
PLT RT Europe	9%	6%	6%	4%	-10%	-11%
PLT RT NAFTA	6%	1%	-1%	-2%	-5%	-3%
CVT OE Europe	69%	49%	45%	36%	-3%	-5%
CVT OE NAFTA	33%	51%	54%	56%	31%	25%
CVT RT Europe	16%	14%	5%	-1%	-27%	-26%
CVT RT NAFTA	25%	16%	11%	5%	-10%	-9%
Continental						
PLT tire	10%	6%	8%	7%	3%	0%
CV tire	29%	18%	13%	12%	0%	2%
CT organic sales growth	25%	22%	20%	16%	4%	3%

6)

Back-up

Corporation Highlights H1 2012

- ▷ Sales Increase of 10.9% to €16,506.2 mn (PY: €14,878.2 mn) Organic sales 8.3%
- ▷ EBITDA Increase of 18.1% to €2,447.6 mn (PY: €2,072.7 mn)
- ▷ EBIT Increase to €1,608.4 mn (PY: €1,281.0 mn)
Adj. EBIT* increase to €1,823.2 mn (11.1% adj. EBIT* margin)
PPA** effect -€221.6 mn; total special effects €175 mn
- ▷ NIAT*** Increase to €1,003.2 mn (PY: €683.0 mn)
- ▷ EPS EPS of €5.02 (PY: €3.42)
EPS Before PPA** €5.81 (PY: €4.20 adj. for PPA**)
- ▷ Capex Capex increased to €828.8 mn (PY: €619.1 mn); Capexratio 5.0% of sales;
Capex to depreciation coverage 1.0x
- ▷ R&D Expenses for research and development increased by 10.1% to €907.5 mn
(PY: €823.9 mn); R&D ratio 5.5% of sales (PY: 5.5%)
- ▷ Cash flow Operating cash flow up by €285.2 mn to €988.1 mn; Free cash flow €126.4 mn
- ▷ Net debt Net indebtedness up by €103.8 mn to €6,875.9 mn vs. YE 2011;
Liquidity and undrawn credit lines amounted to €3,772.3 mn

* Before amortization of intangibles from PPA, consolidation and special effects; ** Amortization of intangibles from PPA; *** Attributable to the shareholders of the parent

6)

Back-up

Key Historical Credit Metrics

(mn €) ¹	2008	2009	2010	2011	LTM Q2 12
<u>Cash Flow Statement</u>					
Adjusted EBITDA²	3,001	2,354	3,662	4,247	4,619
Reported EBITDA	2,771	1,591	3,588	4,228	4,603
Net cash interest paid	-519	-727	-703	-662	-562
Tax paid	-282	-205	-493	-466	-612
Change in net working capital ³	275	595	-497	-556	-446
Other ⁴	-360	1,173	-46	-256	-408
Cash flow provided by operating activities	1,885	2,427	1,849	2,289	2,574
Cash flow used for investing activities	-1,256	-787	-1,282	-1,798	-1,994
- thereof capex for PPE and intangibles	-1,621	-911	-1,324	-1,813	-2,005
Cash flow before financing activities	629	1,640	567	491	580
<u>Balance Sheet</u>					
Cash and cash equivalents	1,569	1,713	1,471	1,541	1,402
Derivative instruments and interest-bearing investments	64	104	202	249	478
Total indebtedness	12,117	10,713	8,991	8,562	8,756
Net Indebtedness	10,484	8,896	7,317	6,772	6,876
<u>Credit Ratios</u>					
Net indebtedness / adj. EBITDA²	3.5x	3.8x	2.0x	1.6x	1.5x
Net cash interest paid coverage (ratio)⁵	5.8x	3.2x	5.2x	6.4x	8.2x

1) Amounts shown may contain rounding differences

2) Adjusted EBITDA from 2009 on as defined in syndicated loan

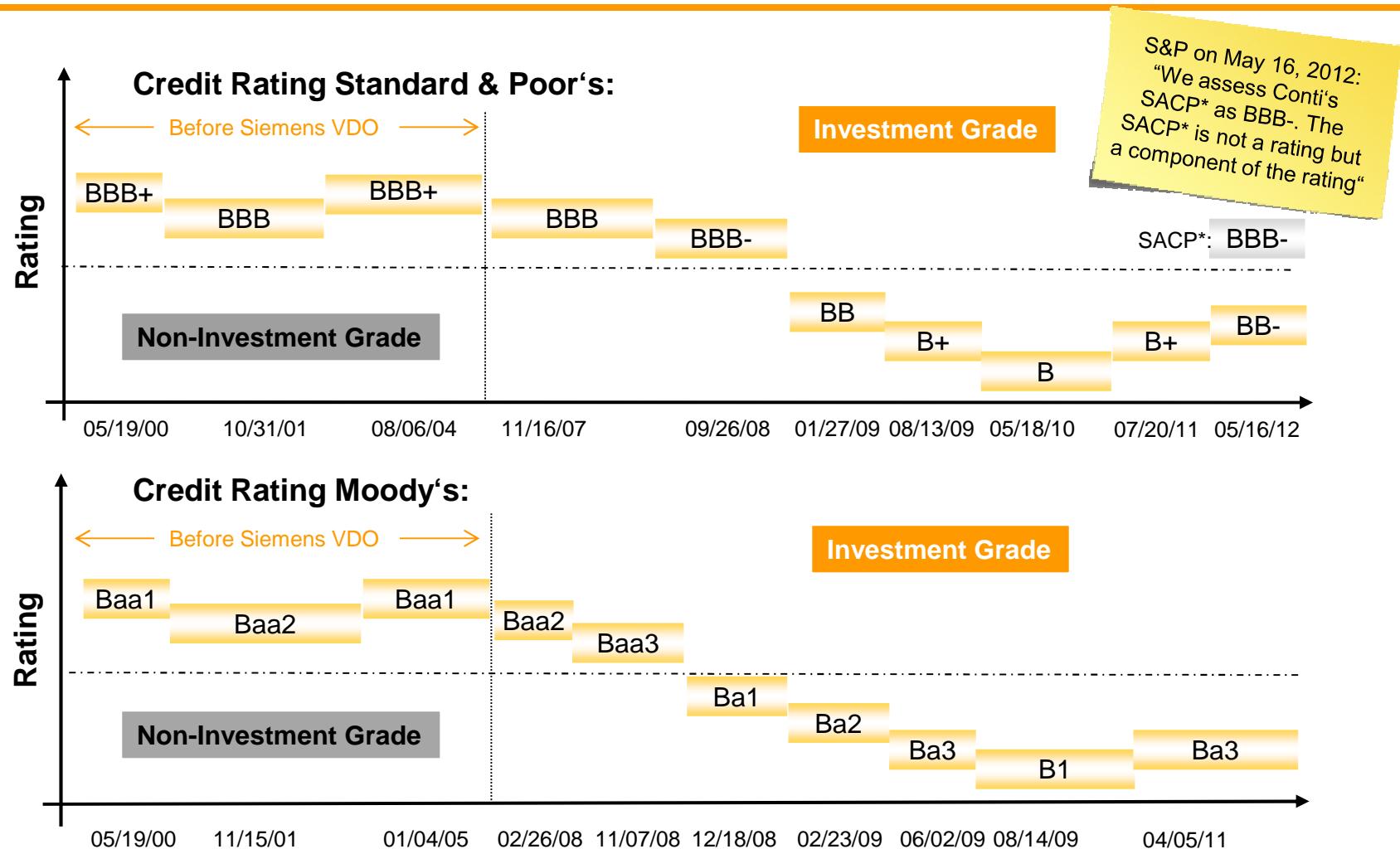
3) Includes changes in inventories, trade receivables, trade payables and discounted notes

4) Includes dividends received, at-equity share in earnings of ass. and income from other investments incl. impairments, gains and losses from disposals, other non-cash items as well as changes in pension and post-employment provisions (including effects from transactions regarding contractual trust arrangements CTA" in 2009) and in other assets and liabilities

5) Adj. EBITDA to net cash interest paid

6)

Back-up Rating Development



* SACCP = Stand Alone Credit Profile

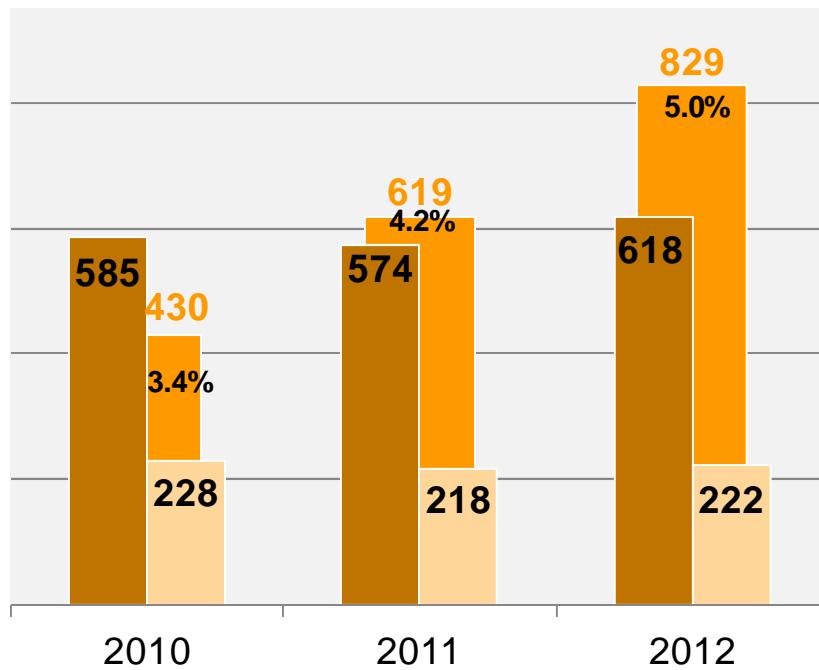
6)

Back-up

Capex and Depreciation, EPS Bridge H1 2012

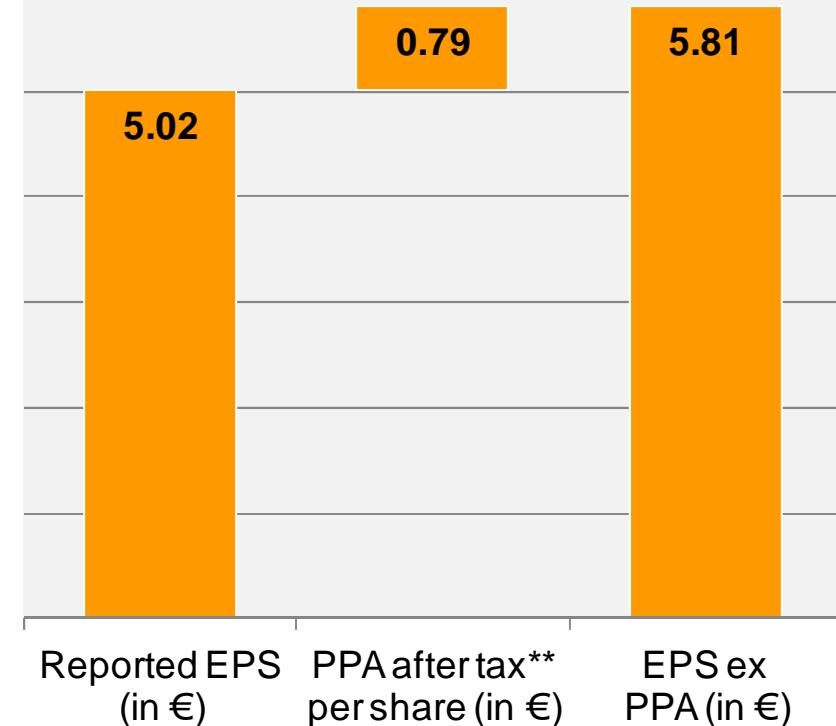
Capex, Depreciation & PPA* (mn €)

- Capex (PPE), percentage of sales (%)
- Depreciation, w/o PPA*
- PPA*



* Amortization of intangibles from PPA

EPS ex PPA* H1 2012



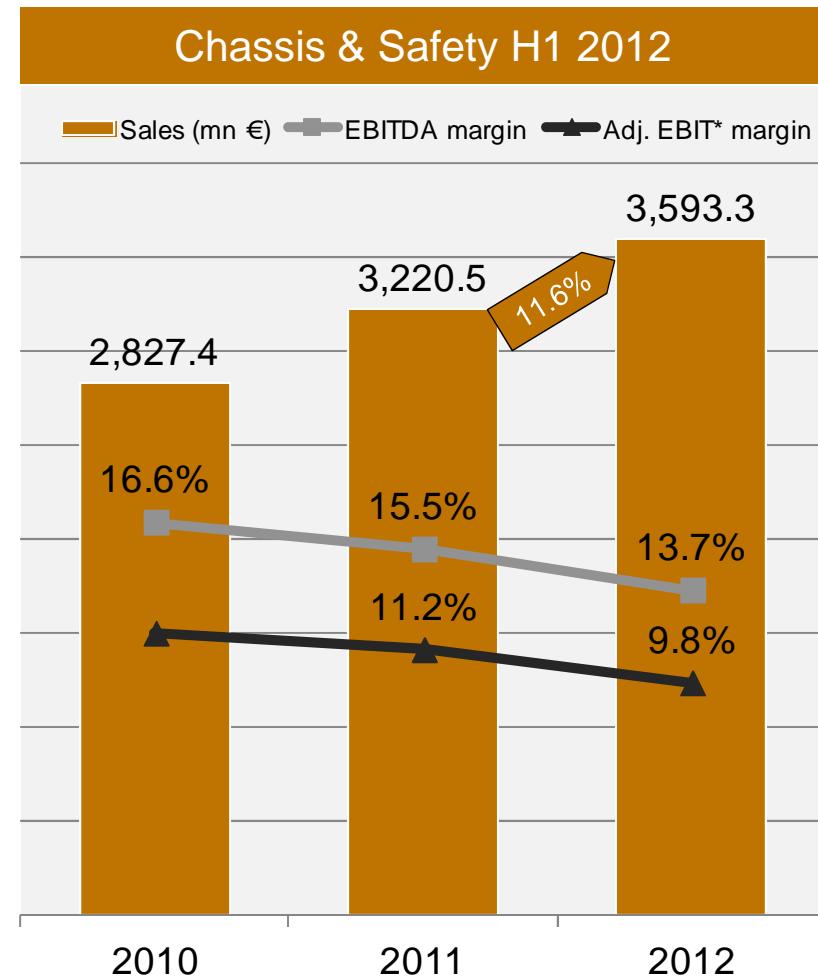
** Assumed corporate tax rate of 28%

6)

Back-up

Automotive Group Financials – Chassis & Safety

- ▶ Sales increased by +8.5% before consolidation and FX effects
- ▶ EBITDA decreased by €4.9 mn to €493.1 mn (-1.0%)
- ▶ Adj. EBIT* decreased by €10.7 mn to €352.4 mn (adj. EBIT* margin 9.8%)
- ▶ EBIT decreased by €14.0 mn to €325.8 mn (EBIT margin 9.1%)
- ▶ PPA effect in H1 2012: -€26.6 mn
- ▶ No special effects in H1 2012



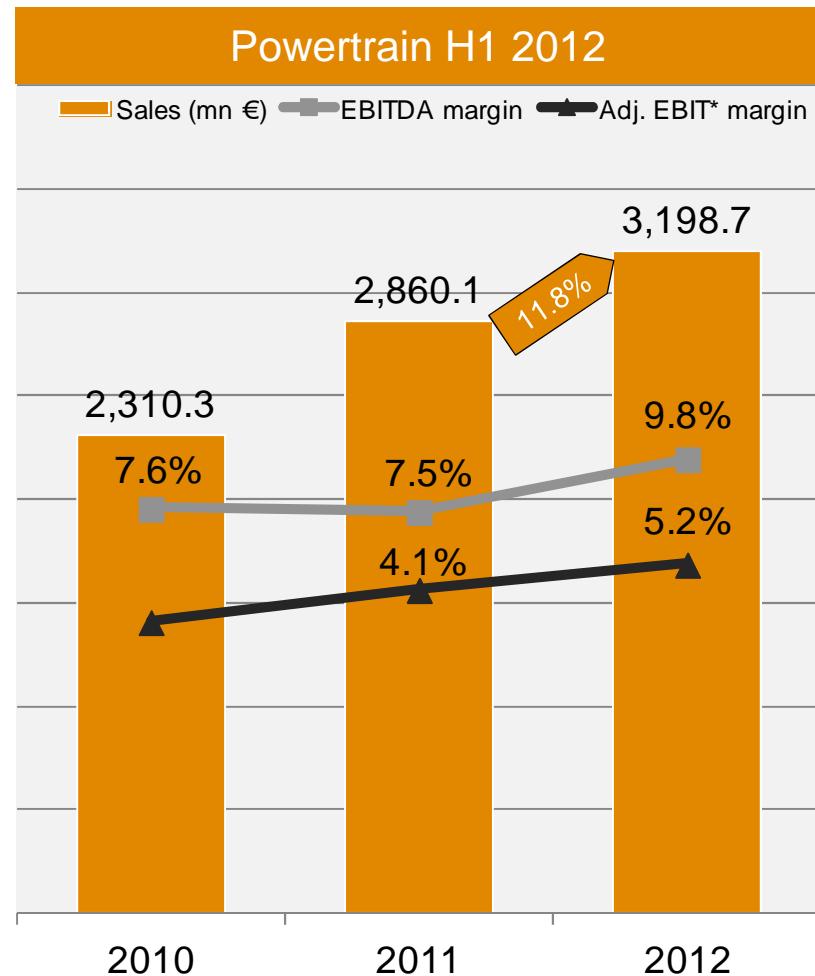
* Before amortization of intangibles from PPA, consolidation and special effects, refer to Fact Sheets for further details

6)

Back-up

Automotive Group Financials – Powertrain

- ▶ Sales increased by +9.2% before consolidation and FX effects
- ▶ EBITDA increased by €98.7 mn to €313.0 mn (+46.1%)
- ▶ Adj. EBIT* increased by €48.3 mn to €166.0 mn (adj. EBIT* margin 5.2%)
- ▶ EBIT increased by €81.5 mn to €78.6 mn (EBIT margin 2.5%)
- ▶ PPA effect in H1 2012: -€88.2 mn
- ▶ Special effects in H1 2012: +€0.8 mn



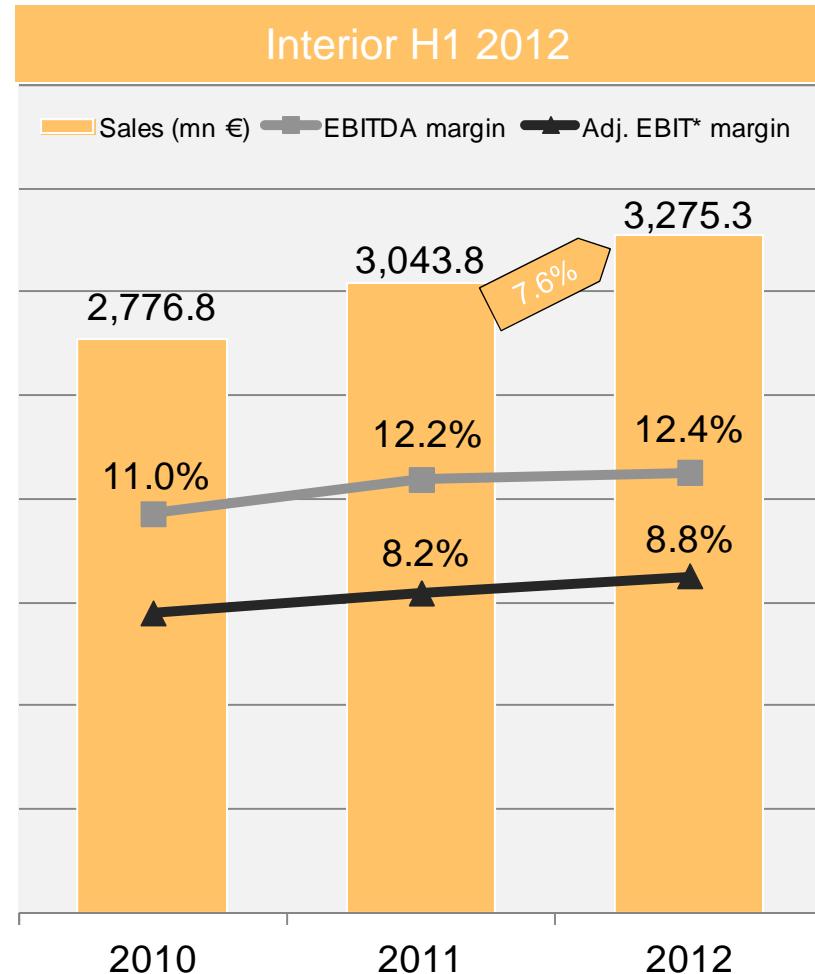
* Before amortization of intangibles from PPA, consolidation and special effects, refer to Fact Sheets for further details

6)

Back-up

Automotive Group Financials – Interior

- ▶ Sales increased by +6.0% before consolidation and FX effects
- ▶ EBITDA increased by €36.4 mn to €407.0 mn (+9.8%)
- ▶ Adj. EBIT* increased by €40.0 mn to €288.6 mn (adj. EBIT* margin 8.8%)
- ▶ EBIT increased by €24.6 mn to €190.7 mn (EBIT margin 5.8%)
- ▶ PPA effect in H1 2012: -€102.8 mn
- ▶ Special effects in H1 2012: +€4.9 mn

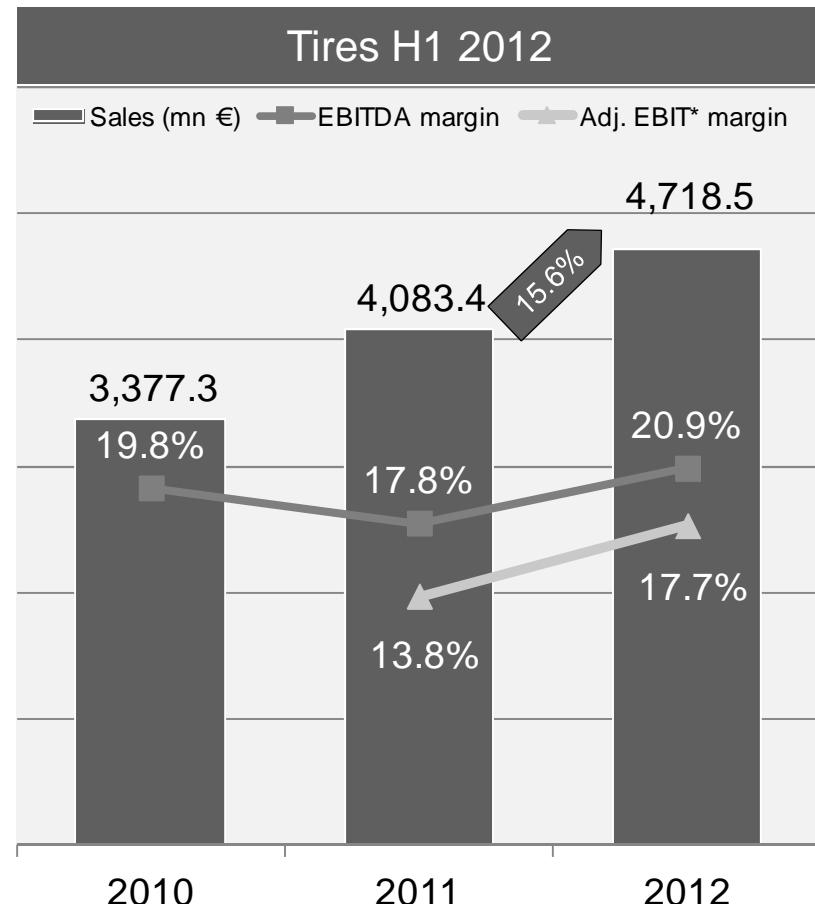


* Before amortization of intangibles from PPA, consolidation and special effects,
refer to Fact Sheets for further details

6)

Back-up Rubber Group Financials – Tires

- Sales increased by +11.4% before consolidation and FX effects
- EBITDA increased by €256.8 mn to €985.5 mn (+35.2%)
- Adj. EBIT* increased by €252.9 mn to €815.7 mn (adj. EBIT* margin 17.7%)
- EBIT increased by €247.8 mn to €813.5 mn (EBIT margin 17.2%)
- Special effects in H1 2012: +€9.0 mn



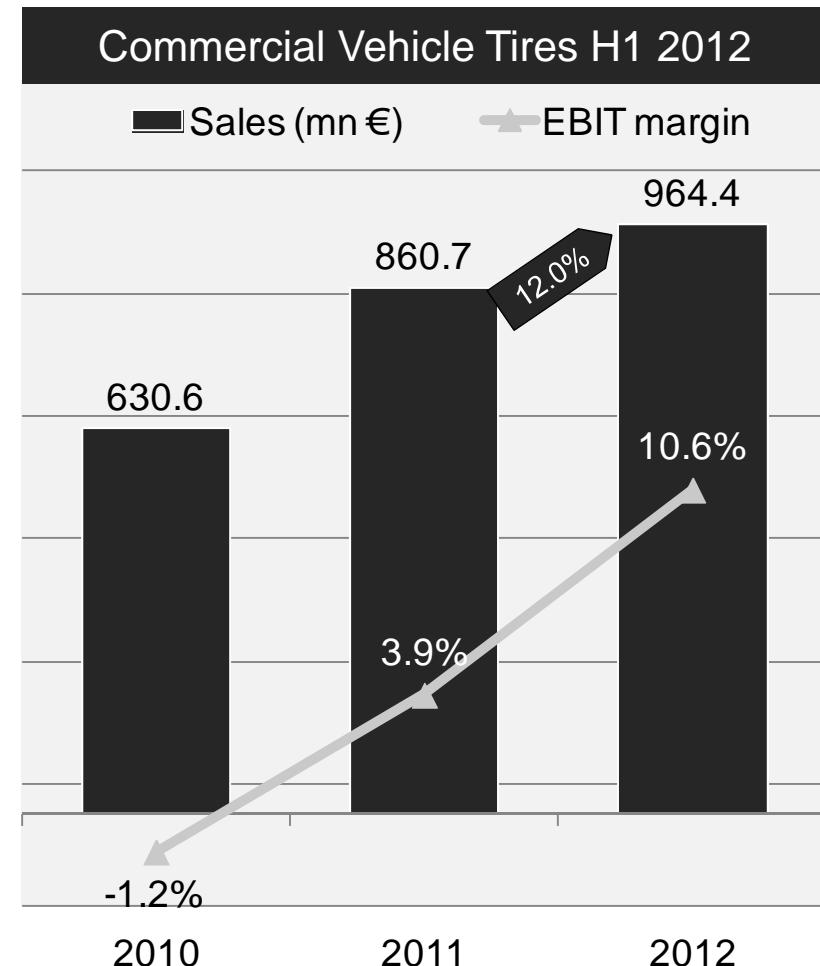
* Before amortization of intangibles from PPA, consolidation and special effects,
refer to Fact Sheets for further details

6)

Back-up

Tires - Commercial Vehicle Tires

- ▶ Sales increased by +12.0%
- ▶ EBIT increased by €68.6 mn to €102.4 mn (EBIT margin 10.6%)

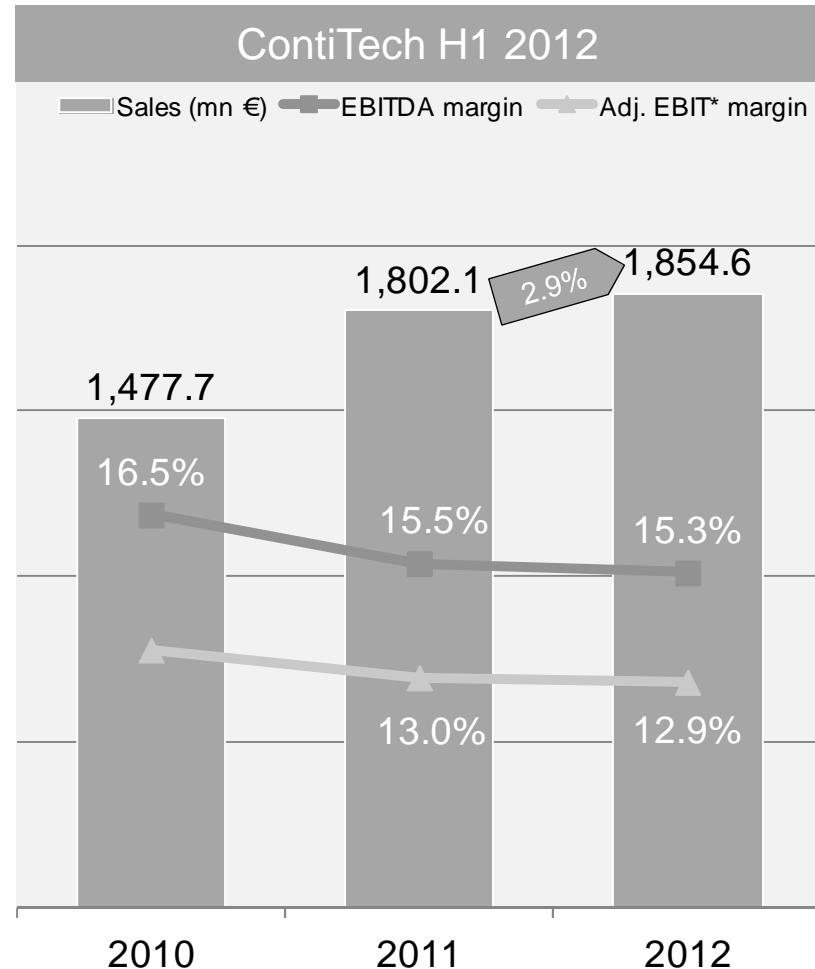


6)

Back-up

Rubber Group Financials – ContiTech

- ▶ Sales increased by +2.9% before consolidation and FX effects
- ▶ EBITDA increased by €4.4 mn to €283.4 mn (1.6%)
- ▶ Adj. EBIT* increased by €5.1 mn to €238.7 mn (adj. EBIT* margin 12.9%)
- ▶ EBIT increased by €3.5 mn to €234.5 mn (EBIT margin 12.6%)
- ▶ Special effects in H1 2012: -€0.7 mn



* Before amortization of intangibles from PPA, consolidation and special effects, refer to Fact Sheets for further details

Fact Sheets 2010- H1 2012

6)

Fact Sheets

Quarterly Sales Analysis (mn €)

Sales	2010					2011					2012	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
Chassis & Safety	1,354.4	1,473.0	1,434.5	1,513.5	5,775.4	1,618.7	1,601.8	1,595.4	1,694.9	6,510.8	1,812.4	1,780.9
Powertrain	1,105.5	1,204.8	1,167.5	1,253.0	4,730.8	1,396.8	1,463.3	1,517.4	1,464.5	5,842.0	1,626.2	1,572.5
Interior	1,340.3	1,436.5	1,347.3	1,394.0	5,518.1	1,530.0	1,513.8	1,523.7	1,543.2	6,110.7	1,660.9	1,614.4
Tires	1,549.1	1,828.2	1,822.7	1,965.4	7,165.4	1,981.3	2,102.1	2,245.0	2,389.3	8,717.7	2,366.8	2,351.7
ContiTech	702.3	775.4	783.7	833.9	3,095.3	886.0	916.1	901.0	880.0	3,583.1	923.0	931.6
Other / Consolidation	-54.9	-60.2	-65.9	-57.1	-238.1	-67.2	-64.5	-68.1	-59.6	-259.4	-69.8	-64.4
Continental Corporation	5,996.7	6,657.7	6,489.8	6,902.7	26,046.9	7,345.6	7,532.6	7,714.4	7,912.3	30,504.9	8,319.5	8,186.7

YOY change in %

	Q1	Q2	Q3	Q4	FY	Q1	Q2
Chassis & Safety	19.5	8.7	11.2	12.0	12.7	12.0	11.2
Powertrain	26.4	21.5	30.0	16.9	23.5	16.4	7.5
Interior	14.2	5.4	13.1	10.7	10.7	8.6	6.6
Tires	27.9	15.0	23.2	21.6	21.7	19.5	11.9
ContiTech	26.2	18.1	15.0	5.5	15.8	4.2	1.7
Continental Corporation	22.5	13.1	18.9	14.6	17.1	13.3	8.7

6)

Fact Sheets

Quarterly EBITDA Analysis (mn €)

EBITDA	2010					2011					2012	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
Chassis & Safety	229.6	239.7	205.1	217.3	891.7	251.3	246.7	243.3	241.0	982.3	242.8	250.3
Powertrain	83.4	92.8	23.7	68.3	268.2	120.6	93.7	140.1	130.3	484.7	162.2	150.8
Interior	159.5	145.3	116.0	198.3	619.1	174.3	196.3	189.2	199.0	758.8	197.2	209.8
Tires	300.1	368.4	321.1	393.7	1,383.3	356.5	372.2	369.6	428.2	1,526.5	462.2	523.3
ContiTech	115.8	128.6	121.5	102.3	468.2	140.9	138.1	113.5	122.5	515.0	137.8	145.6
Other / Consolidation	-0.1	-38.8	-0.5	-3.5	-42.9	-15.1	-2.8	-18.6	-2.8	-39.3	-19.9	-14.5
Continental Corporation	888.3	936.0	786.9	976.4	3,587.6	1,028.5	1,044.2	1,037.1	1,118.2	4,228.0	1,182.3	1,265.3

EBITDA margin in %	2010					2011					2012	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
Chassis & Safety	17.0	16.3	14.3	14.4	15.4	15.5	15.4	15.3	14.2	15.1	13.4	14.1
Powertrain	7.5	7.7	2.0	5.5	5.7	8.6	6.4	9.2	8.9	8.3	10.0	9.6
Interior	11.9	10.1	8.6	14.2	11.2	11.4	13.0	12.4	12.9	12.4	11.9	13.0
Tires	19.4	20.2	17.6	20.0	19.3	18.0	17.7	16.5	17.9	17.5	19.5	22.3
ContiTech	16.5	16.6	15.5	12.3	15.1	15.9	15.1	12.6	13.9	14.4	14.9	15.6
Continental Corporation	14.8	14.1	12.1	14.1	13.8	14.0	13.9	13.4	14.1	13.9	14.2	15.5

YOY change in %	2010					2011					2012	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
Chassis & Safety	9.5	2.9	18.6	10.9	10.2	-3.4	1.5					
Powertrain	44.6	1.0	491.1	90.8	80.7	34.5	60.9					
Interior	9.3	35.1	63.1	0.4	22.6	13.1	6.9					
Tires	18.8	1.0	15.1	8.8	10.4	29.6	40.6					
ContiTech	21.7	7.4	-6.6	19.7	10.0	-2.2	5.4					
Continental Corporation	15.8	11.6	31.8	14.5	17.9	15.0	21.2					

Fact Sheets

Quarterly EBIT Analysis (mn €)

<u>EBIT</u>	2010					2011					2012	
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>	<u>Q1</u>	<u>Q2</u>
Chassis & Safety	149.0	160.2	122.4	137.4	569.0	172.0	167.8	163.9	158.2	661.9	159.8	166.0
Powertrain	-21.6	-22.1	-101.7	-52.7	-198.1	13.0	-15.9	29.5	4.7	31.3	43.8	34.8
Interior	54.9	40.3	12.0	89.8	197.0	71.8	94.3	84.7	80.4	331.2	90.6	100.1
Tires	220.6	273.2	238.8	310.9	1,043.5	275.7	290.0	287.1	342.9	1,195.7	378.0	435.5
ContiTech	92.2	104.7	94.8	77.9	369.6	116.9	114.1	89.3	96.8	417.1	113.3	121.2
Other / Consolidation	-0.7	-39.6	-1.2	-4.3	-45.8	-15.5	-3.2	-18.8	-2.8	-40.3	-19.9	-14.8
Continental Corporation	494.4	516.7	365.1	559.0	1,935.2	633.9	647.1	635.7	680.2	2,596.9	765.6	842.8
<u>EBIT margin in %</u>												
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>	<u>Q1</u>	<u>Q2</u>
Chassis & Safety	11.0	10.9	8.5	9.1	9.9	10.6	10.5	10.3	9.3	10.2	8.8	9.3
Powertrain	-2.0	-1.8	-8.7	-4.2	-4.2	0.9	-1.1	1.9	0.3	0.5	2.7	2.2
Interior	4.1	2.8	0.9	6.4	3.6	4.7	6.2	5.6	5.2	5.4	5.5	6.2
Tires	14.2	14.9	13.1	15.8	14.6	13.9	13.8	12.8	14.4	13.7	16.0	18.5
ContiTech	13.1	13.5	12.1	9.3	11.9	13.2	12.5	9.9	11.0	11.6	12.3	13.0
Continental Corporation	8.2	7.8	5.6	8.1	7.4	8.6	8.6	8.2	8.6	8.5	9.2	10.3
<u>YOY change in %</u>												
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>	<u>Q1</u>	<u>Q2</u>
Chassis & Safety						15.4	4.7	33.9	15.1	16.3	-7.1	-1.1
Powertrain						160.2	28.1	129.0	108.9	115.8	236.9	318.9
Interior						30.8	134.0	605.8	-10.5	68.1	26.2	6.2
Tires						25.0	6.1	20.2	10.3	14.6	37.1	50.2
ContiTech						26.8	9.0	-5.8	24.3	12.9	-3.1	6.2
Continental Corporation						28.2	25.2	74.1	21.7	34.2	20.8	30.2

6)

Fact Sheets

Quarterly Analysis of Adjusted EBIT* (mn €)

<u>Adjusted EBIT*</u>	2011					2012	
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>	<u>Q1</u>	<u>Q2</u>
Chassis & Safety	184.8	178.3				173.1	179.3
Powertrain	55.4	62.3				87.7	78.3
Interior	119.0	129.6				141.8	146.8
Tires	278.9	283.9				378.4	437.3
ContiTech	118.2	115.4				115.4	123.3
Other / Consolidation	-22.4	-19.0				-21.5	-16.7
Continental Corporation	733.9	750.5				874.9	948.3

<u>Adjusted EBIT* margin in %</u>	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>	<u>Q1</u>	<u>Q2</u>
Chassis & Safety	11.4	11.1				9.6	10.1
Powertrain	4.0	4.3				5.4	5.0
Interior	7.8	8.6				8.5	9.1
Tires	14.1	13.5				16.3	19.0
ContiTech	13.3	12.6				12.5	13.3
Continental Corporation	10.0	10.0				10.6	11.7

<u>YOY change in %</u>	<u>Q1</u>	<u>Q2</u>
Chassis & Safety	-6.3	0.6
Powertrain	58.3	25.7
Interior	19.2	13.3
Tires	35.7	54.0
ContiTech	-2.4	6.8
Continental Corporation	19.2	26.4

* Before amortization of intangibles from PPA, consolidation and special effects

6)

Fact Sheets

Consolidated Statement of Income (mn €)

	H1 2010	H1 2011	H1 2012	Q2 2010	Q2 2011	Q2 2012
Sales	12,654.4	14,878.2	16,506.2	6,657.7	7,532.6	8,186.7
Cost of sales	-9,785.1	-11,723.6	-12,955.3	-5,169.6	-5,976.5	-6,401.4
Gross margin on sales	2,869.3	3,154.6	3,550.9	1,488.1	1,556.1	1,785.3
Research and development expenses	-754.4	-823.9	-907.5	-379.4	-418.5	-458.3
Selling and logistics expenses	-640.6	-694.5	-771.6	-332.2	-353.0	-391.1
Administrative expenses	-306.6	-318.3	-332.9	-159.2	-162.1	-168.4
Other income and expenses	-197.0	-78.1	32.1	-124.5	-3.3	52.2
At-equity share in earnings of associates	36.5	42.6	29.9	22.7	26.8	17.3
Other income from investments	3.9	-1.4	7.5	1.2	1.1	5.8
Earnings before interest and taxes	1,011.1	1,281.0	1,608.4	516.7	647.1	842.8
Interest income	11.9	12.9	13.4	6.1	6.5	5.9
Interest expense ¹	-333.8	-331.7	-189.6	-174.3	-156.7	-138.7
Net interest expense	-321.9	-318.8	-176.2	-168.2	-150.2	-132.8
Earnings before taxes	689.2	962.2	1,432.2	348.5	496.9	710.0
Income tax expense	-303.2	-244.4	-396.7	-206.8	-164.2	-175.0
Net income	386.0	717.8	1,035.5	141.7	332.7	535.0
Non-controlling interests	-37.1	-34.8	-32.3	-20.5	-17.9	-14.7
Net income attributable to the shareholders of the parent	348.9	683.0	1,003.2	121.2	314.8	520.3
Undiluted earnings per share in EUR	1.74	3.42	5.02	0.61	1.57	2.60
Diluted earnings per share in EUR	1.74	3.42	5.02	0.61	1.57	2.60

¹ Including gains and losses from foreign currency translation, from changes in the fair value of derivative instruments, as well as from available-for-sale financial assets.

6)

Fact Sheets

Consolidated Statement of Financial Position – Assets (mn €)

Assets	June 30, 2012	Dec. 31, 2011	June 30, 2011
Goodwill	5,727.7	5,692.4	5,640.2
Other intangible assets	1,169.6	1,365.9	1,512.7
Property, plant and equipment	6,866.8	6,608.5	6,071.1
Investment properties	19.7	19.0	19.7
Investments in at-equity accounted investees	484.6	480.2	457.6
Other investments	6.6	6.9	7.0
Deferred tax assets	600.5	565.8	614.6
Defined benefit assets	107.5	102.9	69.7
Long-term derivative instruments and interest-bearing investments	394.3	193.2	164.8
Other long-term financial assets	29.2	26.7	29.1
Other long-term assets	12.5	14.0	13.6
Non-current assets	15,419.0	15,075.5	14,600.1
Inventories	3,295.1	2,989.7	3,041.8
Trade accounts receivable	5,815.6	5,341.5	4,996.2
Other short-term financial assets	315.6	263.5	268.9
Other short-term assets	720.3	624.0	623.8
Income tax receivable	183.5	101.7	125.6
Short-term derivative instruments and interest-bearing investments	84.0	55.9	66.4
Cash and cash equivalents	1,401.7	1,541.2	1,566.0
Assets held for sale	45.2	45.4	4.4
Current assets	11,861.0	10,962.9	10,693.1
Total assets	27,280.0	26,038.4	25,293.2

6)

Fact Sheets

Consolidated Statement of Financial Position – Equity and Liabilities (mn €)

Total equity and liabilities	June 30, 2012	Dec. 31, 2011	June 30, 2011
Subscribed capital	512.0	512.0	512.0
Capital reserves	4,155.6	4,155.6	4,155.6
Retained earnings	3,157.8	2,454.6	1,895.4
Other comprehensive income	137.2	23.9	-88.4
Equity attributable to the shareholders of the parent	7,962.6	7,146.1	6,474.6
Non-controlling interests	355.9	397.2	346.5
Total equity	8,318.5	7,543.3	6,821.1
Provisions for pension liabilities and similar obligations	1,453.3	1,432.2	1,409.6
Deferred tax liabilities	329.4	269.3	248.0
Long-term provisions for other risks and obligations	363.1	321.8	344.6
Long-term portion of indebtedness	6,095.6	6,048.0	7,071.3
Other long-term financial liabilities	7.8	8.0	0.8
Other long-term liabilities	52.9	57.1	35.6
Non-current liabilities	8,302.1	8,136.4	9,109.9
Trade accounts payable	4,227.3	4,111.4	3,830.5
Income tax payable	764.7	648.2	652.5
Short-term provisions for other risks and obligations	756.7	905.1	1,052.4
Indebtedness	2,660.3	2,514.4	1,839.9
Other short-term financial liabilities	1,367.8	1,415.2	1,163.6
Other short-term liabilities	882.6	764.4	823.3
Current liabilities	10,659.4	10,358.7	9,362.2
Total equity and liabilities	27,280.0	26,038.4	25,293.2

6)

Fact Sheets

Consolidated Statement of Cash Flows (mn €)

	January 1 to June 30		Second Quarter	
	2012	2011	2012	2011
Net income	1,035.5	717.8	535.0	332.7
Income tax expense	396.7	244.4	175.0	164.2
Net interest expense	176.2	318.8	132.8	150.2
EBIT	1,608.4	1,281.0	842.8	647.1
Interest paid	-289.6	-388.8	-85.3	-169.9
Interest received	13.2	12.7	5.7	5.9
Income tax paid	-340.7	-194.1	-205.7	-107.7
Dividends received	33.7	19.4	6.2	1.9
Depreciation, amortization and impairments	839.2	791.7	422.5	397.1
At-equity share in earnings of associates and accrued dividend income from other invest	-37.4	-41.2	-23.1	-27.9
Gains from the disposal of assets, subsidiaries and business operations	-2.2	-12.1	-1.4	-7.6
Other non-cash items	-3.5	-22.8	-1.8	-15.8
Changes in				
inventories	-270.3	-448.3	-115.6	-134.7
trade accounts receivable	-406.7	-633.1	311.0	237.6
notes sold	—	-0.4	—	6.0
trade accounts payable	64.2	359.4	-40.2	141.8
pension and post-employment provisions	12.9	22.2	6.8	8.6
other assets and liabilities	-233.1	-42.7	-389.9	-186.2
Cash flow arising from operating activities	988.1	702.9	732.0	796.2
Proceeds on disposal of property, plant and equipment, and intangible assets	13.1	32.3	4.0	21.2
Capital expenditure on property, plant and equipment, and software	-828.0	-625.2	-440.1	-370.5
Capital expenditure on intangible assets from development projects and miscellaneous	-36.8	-47.6	-17.3	-23.3
Proceeds on disposal of companies and business operations	0.0	0.0	—	0.0
Acquisition of companies and business operations	-10.0	-25.5	-4.5	-23.8
Cash flow arising from investing activities	-861.7	-666.0	-457.9	-396.4
Cash flow before financing activities (free cash flow)	126.4	36.9	274.1	399.8
Change in indebtedness	57.3	119.2	120.5	-286.0
Successive purchases	-18.1	-0.4	-7.7	-0.4
Dividends paid	-300.0	—	-300.0	—
Dividends paid and repayment of capital to non-controlling interests	-31.6	-20.3	-9.7	-7.1
Cash and cash equivalents arising from first consolidation of subsidiaries	4.8	—	—	—
Cash flow arising from financing activities	-287.6	98.5	-196.9	-293.5
Change in cash and cash equivalents	-161.2	135.4	77.2	106.3
Cash and cash equivalents at the beginning of the reporting period	1,541.2	1,471.3	1,297.9	1,467.5
Effect of exchange rate changes on cash				
and cash equivalents	21.7	-40.7	26.6	-7.8
Cash and cash equivalents at the end				
of the reporting period	1,401.7	1,566.0	1,401.7	1,566.0

6)

Fact Sheets

Q2 2012 Results Reported & Adjusted (mn €) – by Division

	Chassis & Safety		Powertrain		Interior		Tires		ContiTech		Cons./Corr.		Corporation	
	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012
EBIT in % of sales	167.8 10.5%	166.0 9.3%	-15.9 -1.1%	34.8 2.2%	94.3 6.2%	100.1 6.2%	290.0 13.8%	435.5 18.5%	114.1 12.5%	121.2 13.0%	-3.2	-14.8	647.1 8.6%	842.8 10.3%
Amortization of intangible assets from PPA	13.2	13.3	43.4	44.3	49.9	51.6	0.9	1.4	0.7	0.7	0.0	-0.1	108.1	111.2
Total special effects	-3.0	0.0	34.8	-0.8	-14.3	-4.9	-7.0	-2.7	0.6	0.3	-15.8	-1.8	-4.7	-9.9
Total consolidation effects *	0.3	0.0	0.0	0.0	-0.3	0.0	0.0	3.1	0.0	1.1	0.0	0.0	0.0	4.2
Total consolidation & special effects	-2.7	0.0	34.8	-0.8	-14.6	-4.9	-7.0	0.4	0.6	1.4	-15.8	-1.8	-4.7	-5.7
Adjusted operating result (adj. EBIT) ** in % of adjusted sales	178.3 11.1%	179.3 10.1%	62.3 4.3%	78.3 5.0%	129.6 8.6%	146.8 9.1%	283.9 13.5%	437.3 19.0%	115.4 12.6%	123.3 13.3%	-19.0	-16.7	750.5 10.0%	948.3 11.7%

* Structural change between Interior and Chassis & Safety; Modi since 08/2011, Conti Trade Expansion; Tianjin since 06/2011, MIRS since 07/2011

** Before amortization of intangible assets from PPA, changes in the scope of consolidation and special effects

6)

Fact Sheets

H1 2012 Results Reported & Adjusted (mn €) – by Division

	Chassis & Safety		Powertrain		Interior		Tires		ContiTech		Cons.Corr.		Corporation	
	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012
EBIT in % of sales	339.8 10.6%	325.8 9.1%	-2.9 -0.1%	78.6 2.5%	166.1 5.5%	190.7 5.8%	565.7 13.9%	813.5 17.2%	231.0 12.8%	234.5 12.6%	-18.7 -34.7	-34.7 -3.5	1,281.0 8.6%	1,608.4 9.7%
Amortization of intangible assets from PPA	26.5	26.6	87.6	88.2	100.7	102.8	1.6	2.7	1.4	1.3	0.1	0.0	217.9	221.6
Total special effects	-4.3	0.0	33.0	-0.8	-17.1	-4.9	-4.5	-9.0	1.2	0.7	-22.8	-3.5	-14.5	-17.5
Total consolidation effects *	1.1	0.0	0.0	0.0	-1.1	0.0	0.0	8.5	0.0	2.2	0.0	0.0	0.0	10.7
Total consolidation & special effects	-3.2	0.0	33.0	-0.8	-18.2	-4.9	-4.5	-0.5	1.2	2.9	-22.8	-3.5	-14.5	-6.8
Adjusted operating result (adj. EBIT) ** in % of adjusted sales	363.1 11.2%	352.4 9.8%	117.7 4.1%	166.0 5.2%	248.6 8.2%	288.6 8.8%	562.8 13.8%	815.7 17.7%	233.6 13.0%	238.7 12.9%	-41.4 -38.2	-38.2 -3.5	1,484.4 10.0%	1,823.2 11.1%

* Structural change between Interior and Chassis & Safety; Modi since 08/2011, Conti Trade Expansion; Tianjin since 06/2011, MIRS since 07/2011

** Before amortization of intangible assets from PPA, changes in the scope of consolidation and special effects

6)

Fact Sheets

Q2 & H1 2012 Results Reported & Adjusted (mn €) – by SBF

	Q2								H1							
	Automotive		Rubber		Cons./Corr.		Corporation		Automotive		Rubber		Cons./Corr.		Corporation	
	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012
EBIT in % of sales	246.1 5.4%	300.8 6.1%	404.1 13.5%	556.6 17.1%	-3.1 8.6%	-14.6 10.3%	647.1 8.6%	842.8 10.3%	503.0 5.5%	595.0 5.9%	796.7 13.7%	1,048.0 16.1%	-18.7 -18.7	-34.6 -34.6	1,281.0 8.6%	1,608.4 9.7%
Amortization of intangible assets from PPA	106.4	109.2	1.6	2.0	0.1	0.0	108.1	111.2	214.8	217.6	3.0	4.0	0.1	0.0	217.9	221.6
Total special effects	17.5	-5.7	-6.4	-2.4	-15.8	-1.8	-4.7	-9.9	11.6	-5.7	-3.3	-8.3	-22.8	-3.5	-14.5	-17.5
Total consolidation effects *	0.0	0.0	0.0	4.2	0.0	0.0	0.0	4.2	0.0	0.0	0.0	10.7	0.0	0.0	0.0	10.7
Total consolidation & special effects	17.5	-5.7	-6.4	1.8	-15.8	-1.8	-4.7	-5.7	11.6	-5.7	-3.3	2.4	-22.8	-3.5	-14.5	-6.8
Adjusted operating result (adj. EBIT) ** in % of adjusted sales	370.0 8.1%	404.3 8.2%	399.3 13.4%	560.4 17.5%	-18.8	-16.4	750.5 10.0%	948.3 11.7%	729.4 8.0%	806.9 8.1%	796.4 13.7%	1,054.4 16.5%	-41.4	-38.1	1,484.4 10.0%	1,823.2 11.1%

* Structural change between Interior and Chassis & Safety; Modi since 08/2011, Conti Trade Expansion; Tianjin since 06/2011, MIRS since 07/2011

** Before amortization of intangible assets from PPA, changes in the scope of consolidation and special effects

References

Useful Links and References

Continental Investor Relations Website	http://www.continental-ir.com
Annual and Interim Reports	http://www.conti-online.com/coremedia/generator/www/com/en/continental/portal/themes/ir/financial_reports/01_reports/form_en.html
Fact Book Fiscal Year 2011	http://www.conti-online.com/coremedia/generator/www/com/en/continental/portal/themes/ir/financial_reports/fact_book/download/factbook_2011_en.pdf
Investor Relations Events and Presentations	http://www.conti-online.com/coremedia/generator/www/com/en/continental/portal/themes/ir/events/ov_events_en.html
Sustainability at Continental (Presentation and Fact Sheet for investors)	http://www.conti-online.com/coremedia/generator/www/com/en/continental/portal/themes/ir/hidden/sustainability_en.html
Corporate Social Responsibility Report	www.continental-sustainability.com
Corporate Governance Principles	http://www.conti-online.com/generator/www/com/en/continental/portal/themes/ir/corporate_governance/principles/download/governance_principles_2011_04_28_en.pdf
Continental Share	http://www.conti-online.com/coremedia/generator/www/com/en/continental/portal/themes/ir/share/overview_share_en.html
Continental Bonds and Rating	http://www.conti-online.com/coremedia/generator/www/com/en/continental/portal/themes/ir/bonds/overview_creditor_relations.html
