



## **Preliminary FY 2012 Results**

Frankfurt – March 7, 2013

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# AGENDA

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- 1) Corporation Highlights
- 2) Automotive Group
- 3) Rubber Group
- 4) Indebtedness and Cash Flow
- 5) Outlook
- 6) Back-up & Fact Sheets 2010 - 2012

1)

# Corporation Highlights

## Most Important KPIs FY 2012

Preliminary

- ▶ **Sales up by 7% to €32.7 bn**; organic sales growth 4%
- ▶ **Adj. EBIT<sup>1)</sup> margin at 10.8%** - adj. EBIT<sup>1)</sup> at €3.5 bn, up by 16% (PPA and special effects -€434 mn)
- ▶ **NIAT<sup>2)</sup> up by 52% to €1.9 bn** mainly due to higher EBIT, reduced net interest expense and tax rate
- ▶ **Free cash flow of €1,653 mn** despite record capex
- ▶ **Net indebtedness down to €5.3 bn**
- ▶ **Main mid-term debt targets already fulfilled in 2012**
  - ▶ Leverage ratio<sup>3)</sup> below 1.0x
  - ▶ Gearing ratio down to 58%
- ▶ **Dividend proposal: €2.25<sup>4)</sup> per share (+50%),** pay out ratio at 23.9%
- ▶ **Accelerated value creation: ROCE<sup>5)</sup> improved by 190 bps to 18.1%**

1) Before amortization of intangibles from PPA, consolidation and special effects

2) Attributable to the shareholders of the parent

3) Leverage ratio as defined in syndicated loan

4) Topic for approval of the AGM on May 15, 2013

5) Reported EBIT divided by average operating assets

# Corporation Highlights

## Divisional Highlights FY 2012

Preliminary

## Automotive Group

- ▶ **Chassis & Safety** at 9.7% adj. EBIT<sup>1)</sup> margin (PY: 11.0%), mainly due to negative product mix effects and rare earth metal headwinds; organic sales growth at 4.8%
- ▶ **Powertrain** at 4.5% adj. EBIT<sup>1)</sup> margin (PY: 4.1%); organic sales growth at only 1.9% due to weak demand in Southern European markets and for hybrid and electric vehicles
- ▶ **Interior** at 9.0% adj. EBIT<sup>1)</sup> margin; improvement of 60 bps over 2011 (8.4%)
- ▶ **Automotive Group** with organic sales growth of 3.4% although main markets showed soft growth. Adj. EBIT<sup>1)</sup> margin sustained at 7.9% despite rare earth metal headwinds in 2012

## Rubber Group

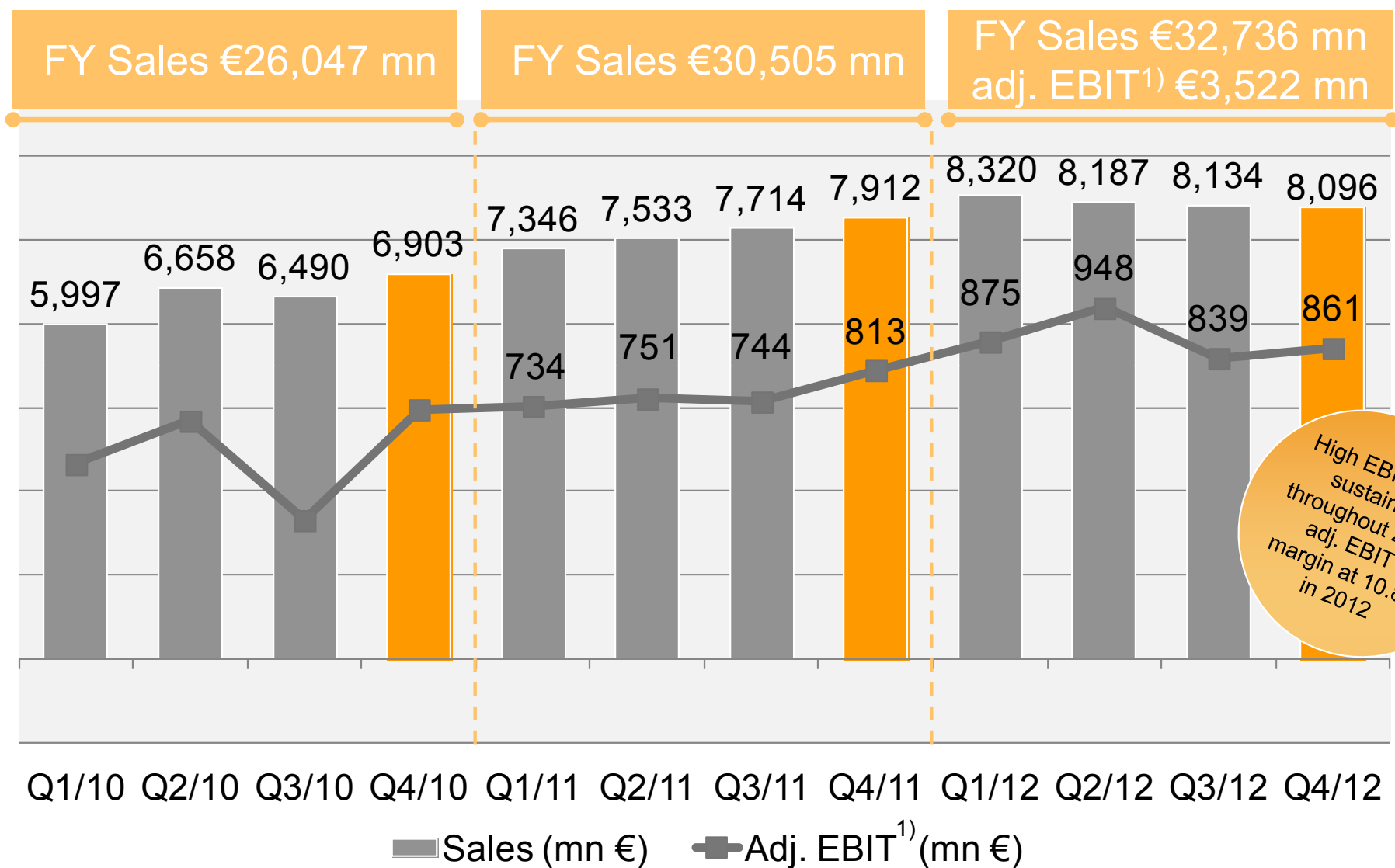
- ▶ **Tires** adj. EBIT<sup>1)</sup> margin at 17.0% up 330 bps YOY; PLT volumes flat in 2012 despite weak replacement demand in Europe (-8%) and NAFTA (-2%); share of winter tires and HP tires improved to 44%, up 300 bps
  - ▶ **CVT** at 10.6% EBIT margin; volumes<sup>2)</sup> up 2% in 2012 despite weak replacement demand in Europe (-14%) and NAFTA (-2%)
- ▶ **ContiTech** adj. EBIT<sup>1)</sup> margin down by 30 bps to 12.1%, mainly due to higher raw material cost; organic sales growth at 1.7%
- ▶ **Rubber Group** achieved 5.5% organic sales growth and adj. EBIT<sup>1)</sup> margin increased by 230 bps to 15.8%; raw material cost relief amounted to €50 mn in 2012

1)

# Corporation Highlights

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

Preliminary



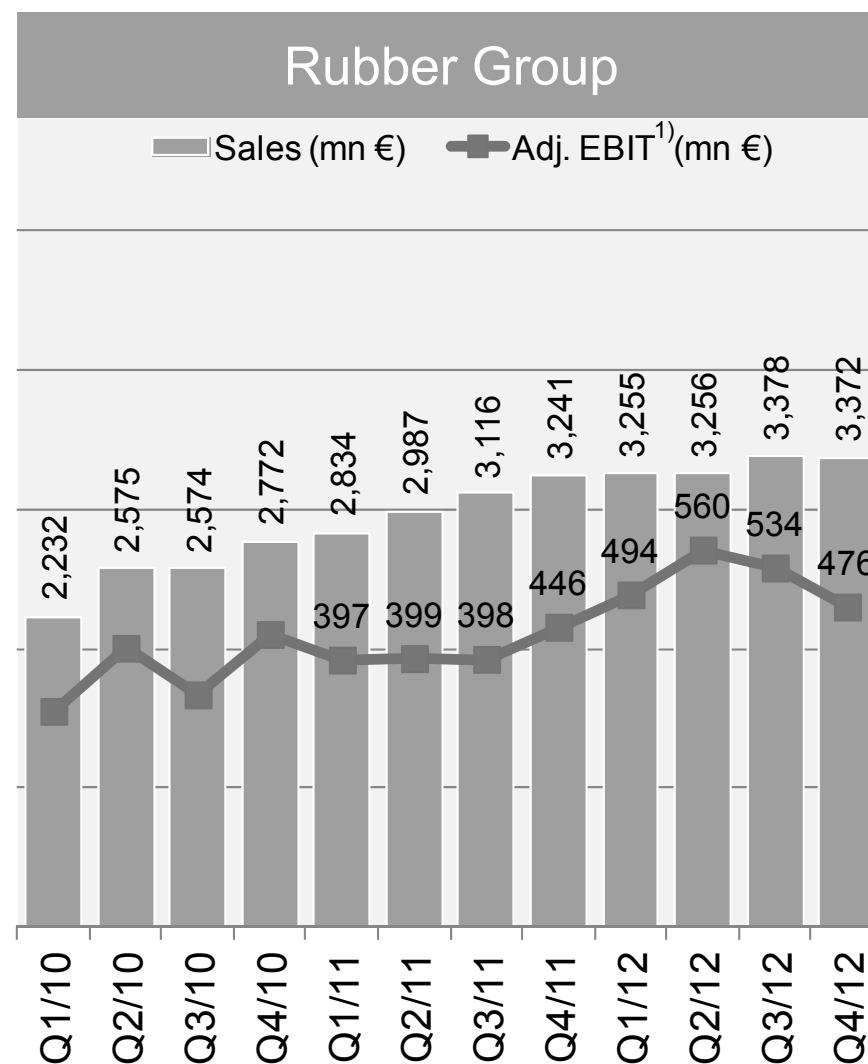
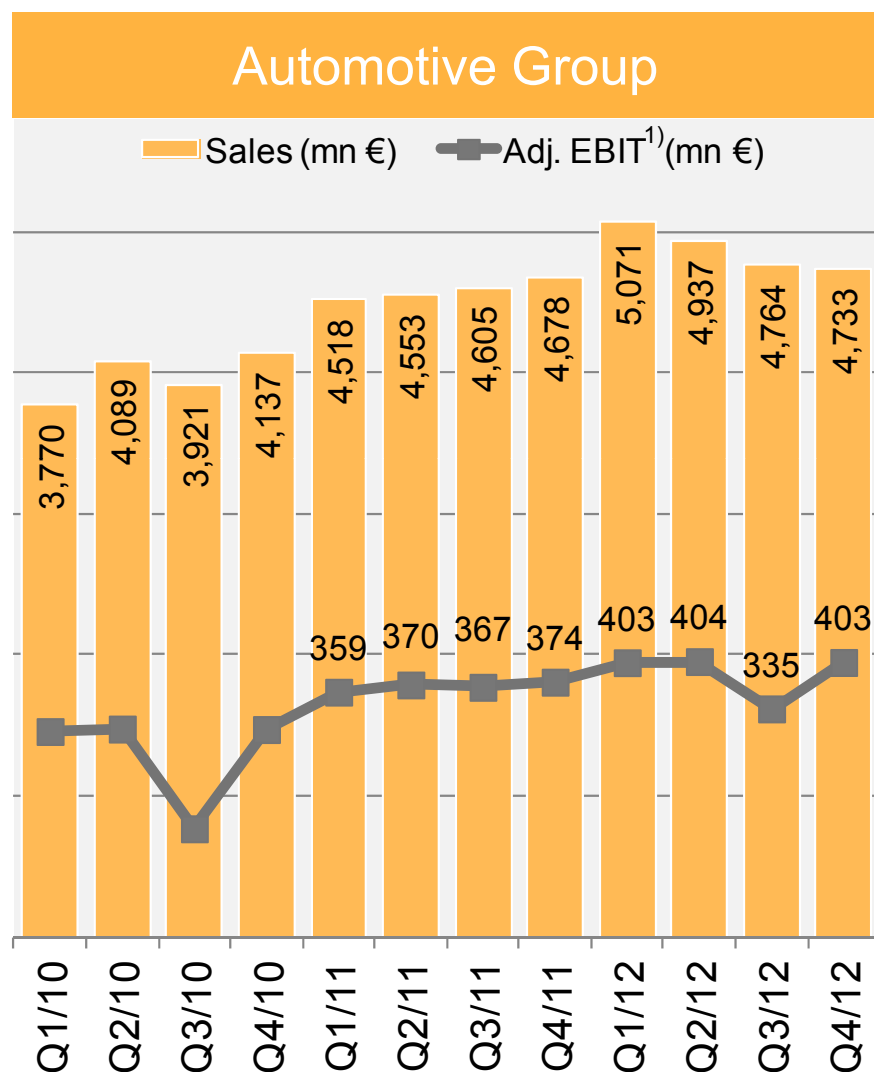
1) Before amortization of intangibles from PPA, consolidation and special effects

1)

# Corporation Highlights

## Automotive and Rubber Group by Quarter

Preliminary



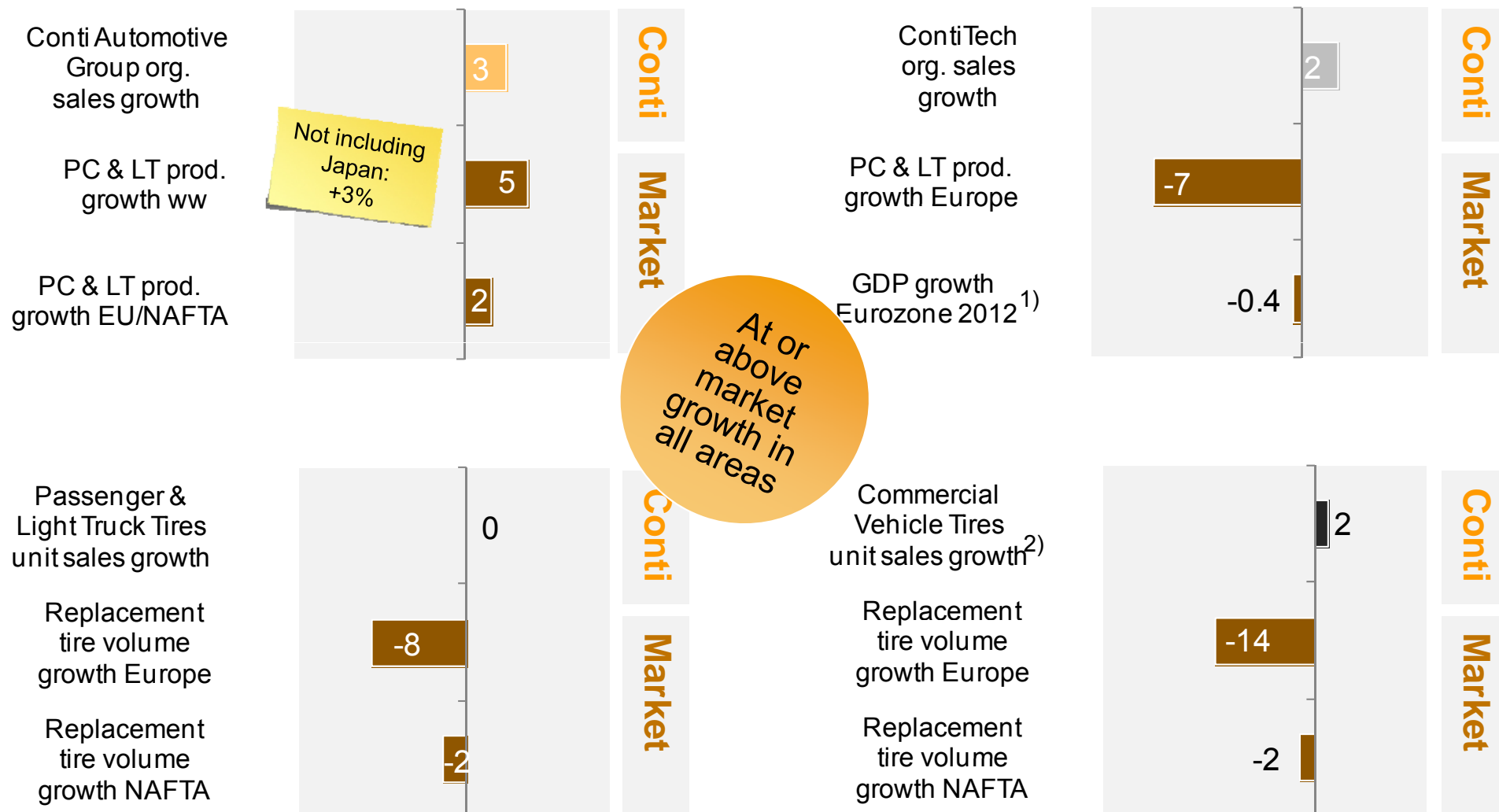
1) Before amortization of intangibles from PPA, consolidation and special effects

1)

# Corporation Highlights

## Growth Profile 2012 in %

Preliminary



1) According to IMF (WEO Update January 2013)

2) -2% ex Conti India Ltd.

1)

# Corporation Highlights

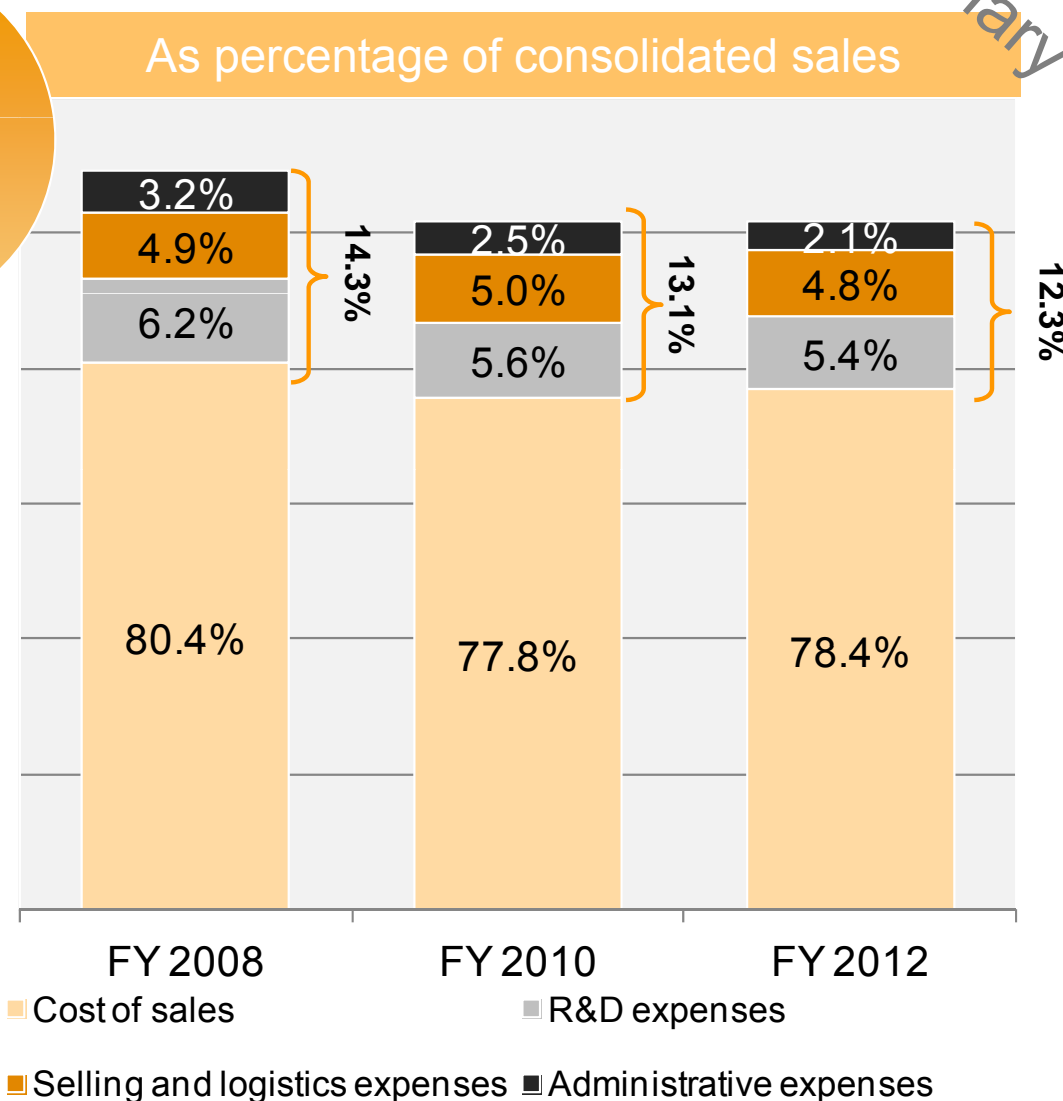
## Emerging from the Crisis in Stronger Position

Preliminary

### Cost comparison 2008 - 2012

- Cost of sales declined vs. 2008 by 200 bps despite rise in raw material cost
- R&D expenses as % of sales decreased by 80 bps but increased in absolute terms to €1,766 mn; about €1,496 mn (7.7% of sales) of R&D spent in the Automotive Group (2012)
- Selling and logistics costs under full control despite natural catastrophes and other supply shortages (Japan March & Thailand Oct. 2011; "PA 12"<sup>1)</sup> in 2012)
- Administrative costs down by 110 bps

Sales up by 35% from 2008 to 2012, total costs by only 30%



1) Evonik experienced an explosion at their thermoplastic plastics production site in Marl, Germany on March 31, 2012

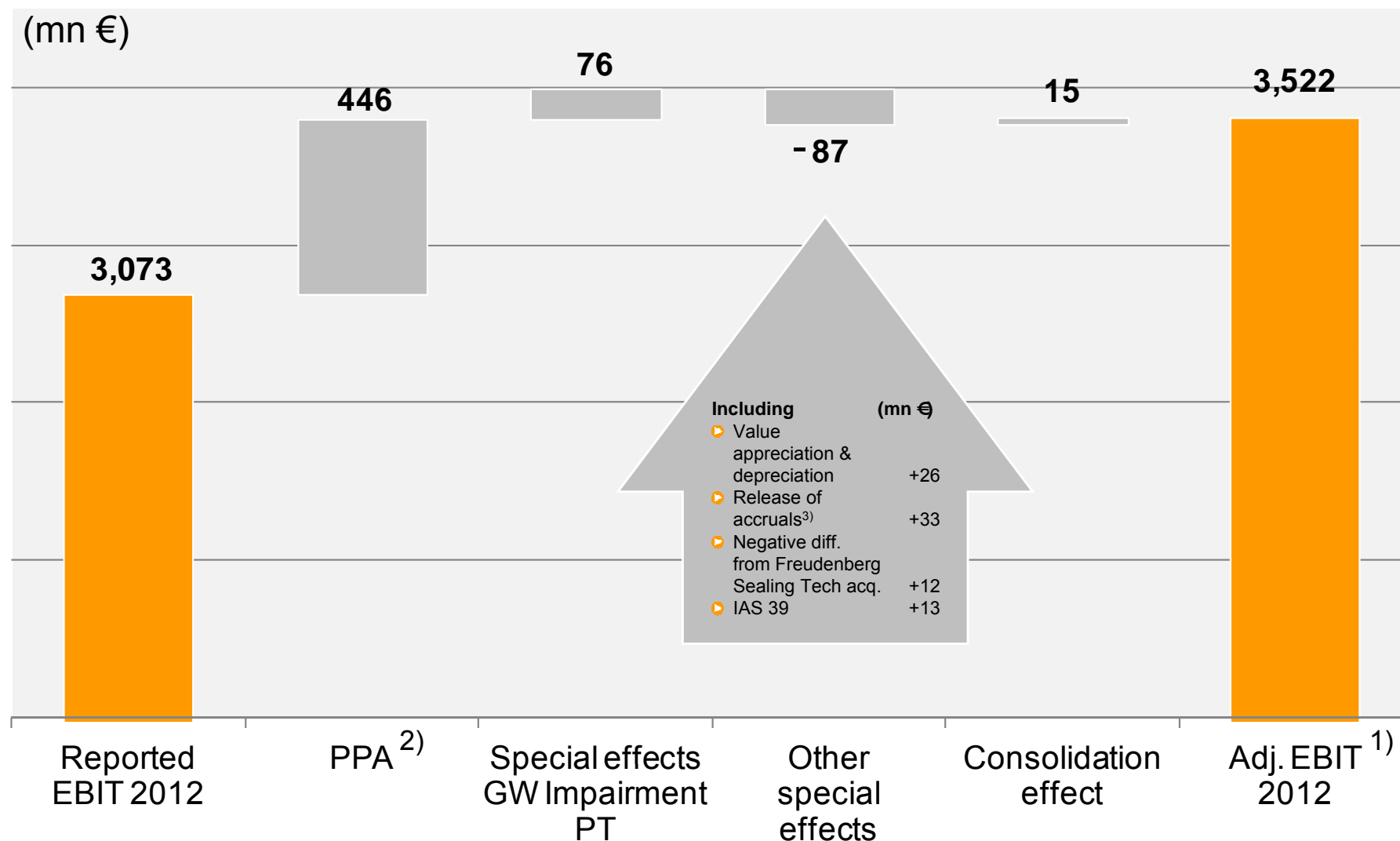


1)

# Corporation Highlights

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

Preliminary

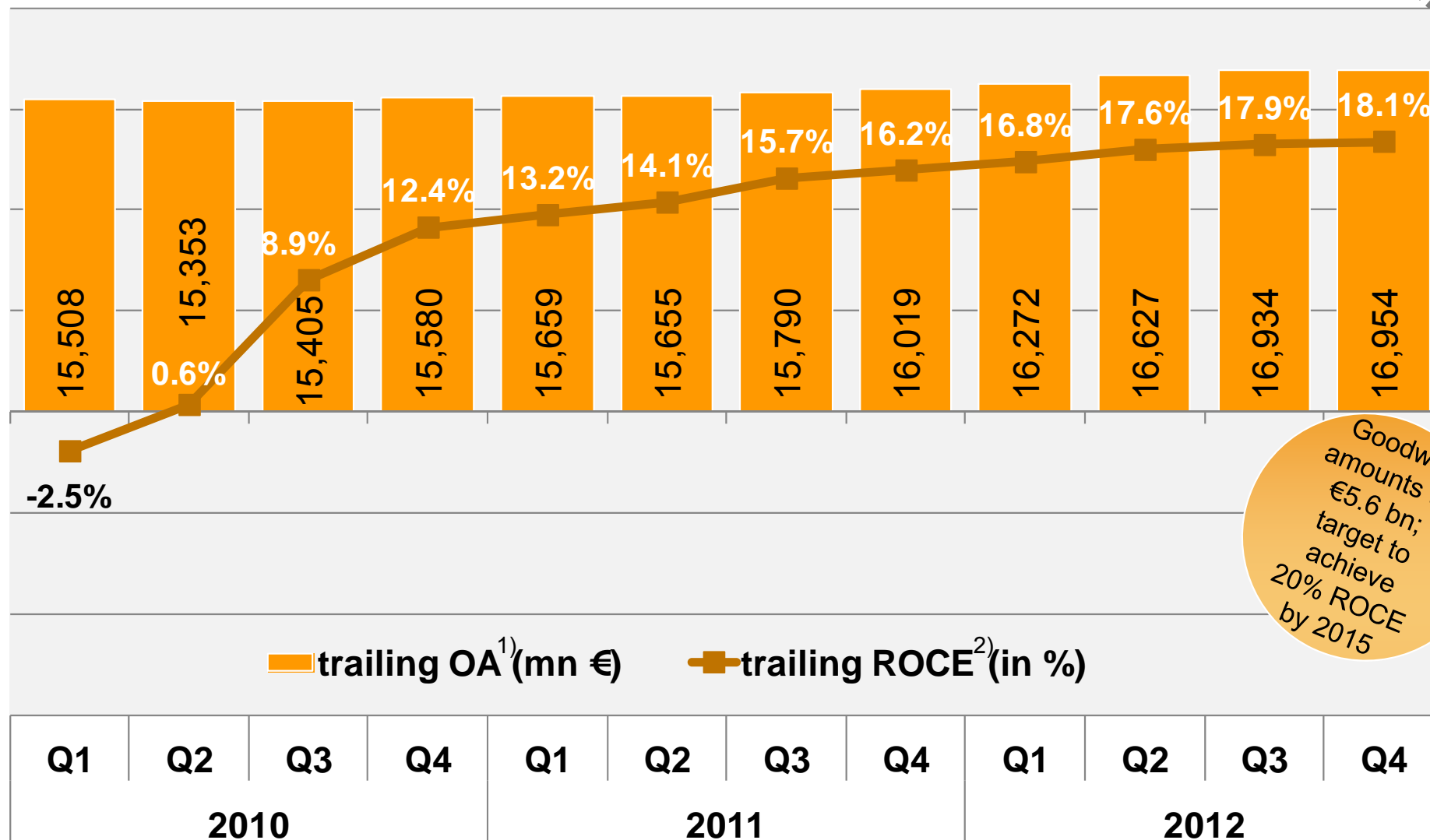


1)

# Corporation Highlights

## Accelerated Value Creation

Preliminary



Goodwill amounts to €5.6 bn; target to achieve 20% ROCE by 2015

1) Trailing operating assets are calculated as assets for the last twelve months (LTM)

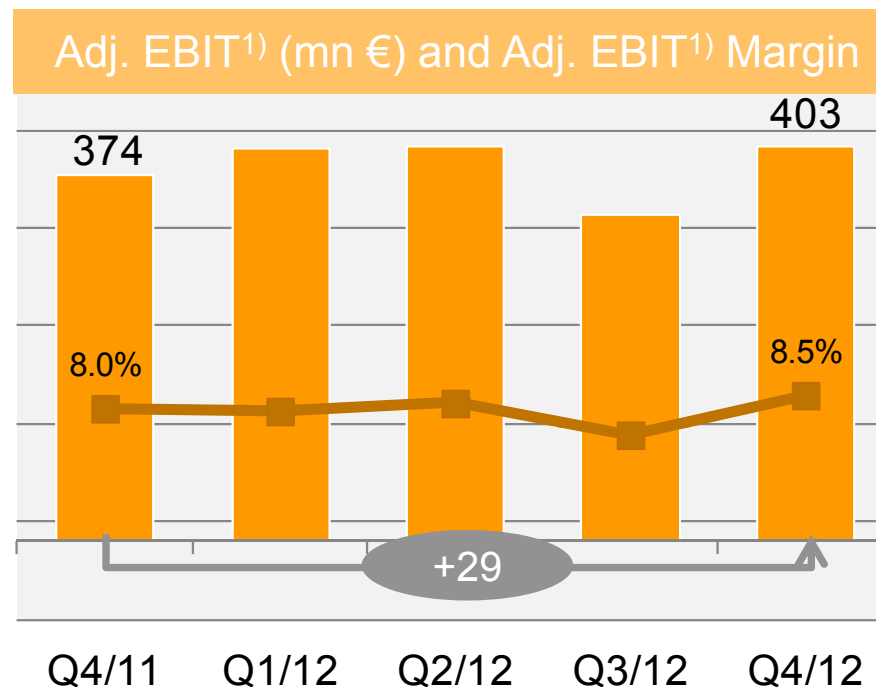
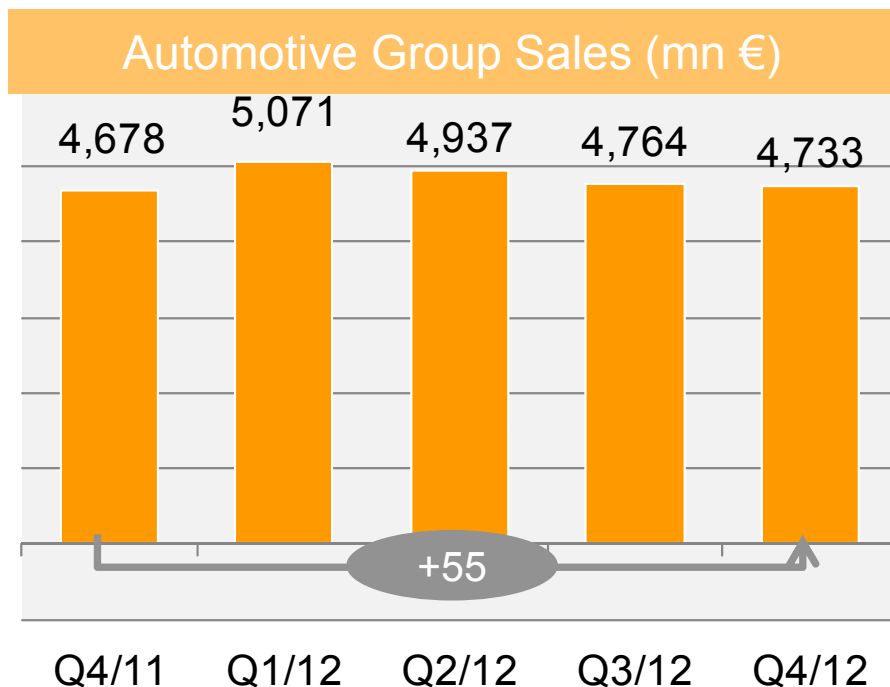
2) Trailing ROCE is calculated as reported EBIT for the last twelve months (LTM) divided by average operating assets (OA) for the LTM

2)

## Automotive Group

Adjusted EBIT<sup>1)</sup> Margin above 8.0% in Q4 2012

Preliminary



- ▶ Sales increased by €55 mn in Q4 2012 and stabilized QOQ; organic sales growth in Q4 2012 at -1.2%
- ▶ Adj. EBIT<sup>1)</sup> increased by €29 mn as rare earths headwinds moderated and customer reimbursements slightly increased Q4 2012
- ▶ Adjusted EBIT<sup>1)</sup> margin 8.5% (PY: 8.0%) in Q4 2012

1) Before amortization of intangibles from PPA, consolidation and special effects

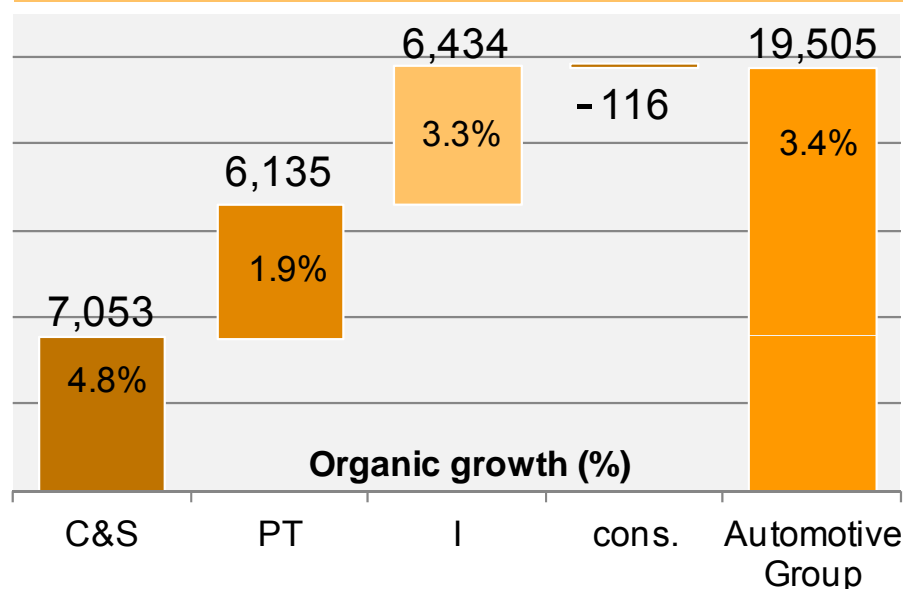
2)

# Automotive Group

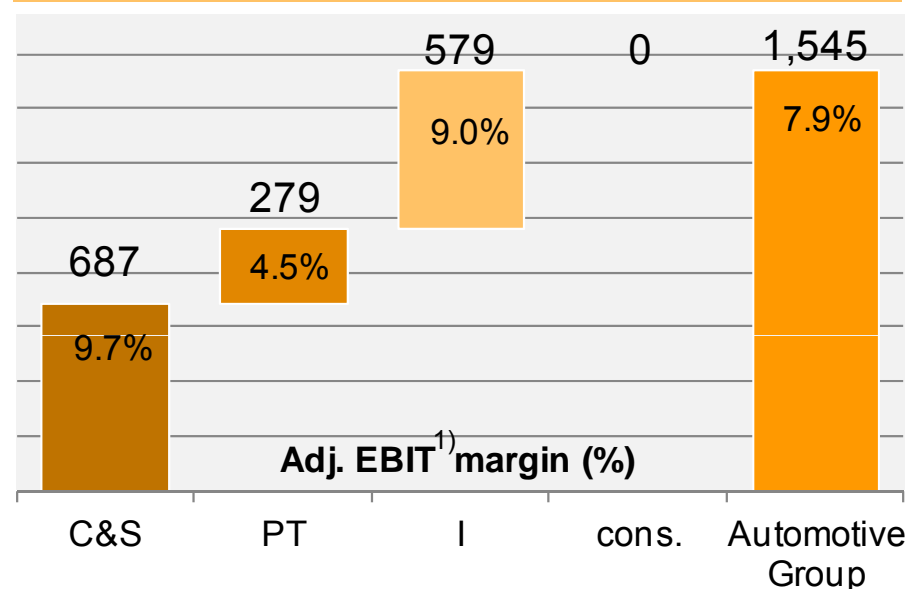
## Stable Margin Levels Despite Difficult Environment

Preliminary

Automotive Group Sales (mn €) 2012



Automotive Group Adj. EBIT<sup>1)</sup> (mn €) 2012



### Reported sales chg.

- ▶ C&S: 8.3%
- ▶ PT: 5.0%
- ▶ I: 5.3%
- ▶ Automotive Group: 6.3%

- ▶ Reported EBITDA: €2,405 mn (12.3% of sales)
- ▶ Reported EBIT: €1,069 mn (5.5% of sales)
- ▶ R&D: €1,496 mn (7.7% of sales)
- ▶ Capex: €1,036 mn (5.3% of sales)

1) Before amortization of intangibles from PPA, consolidation and special effects

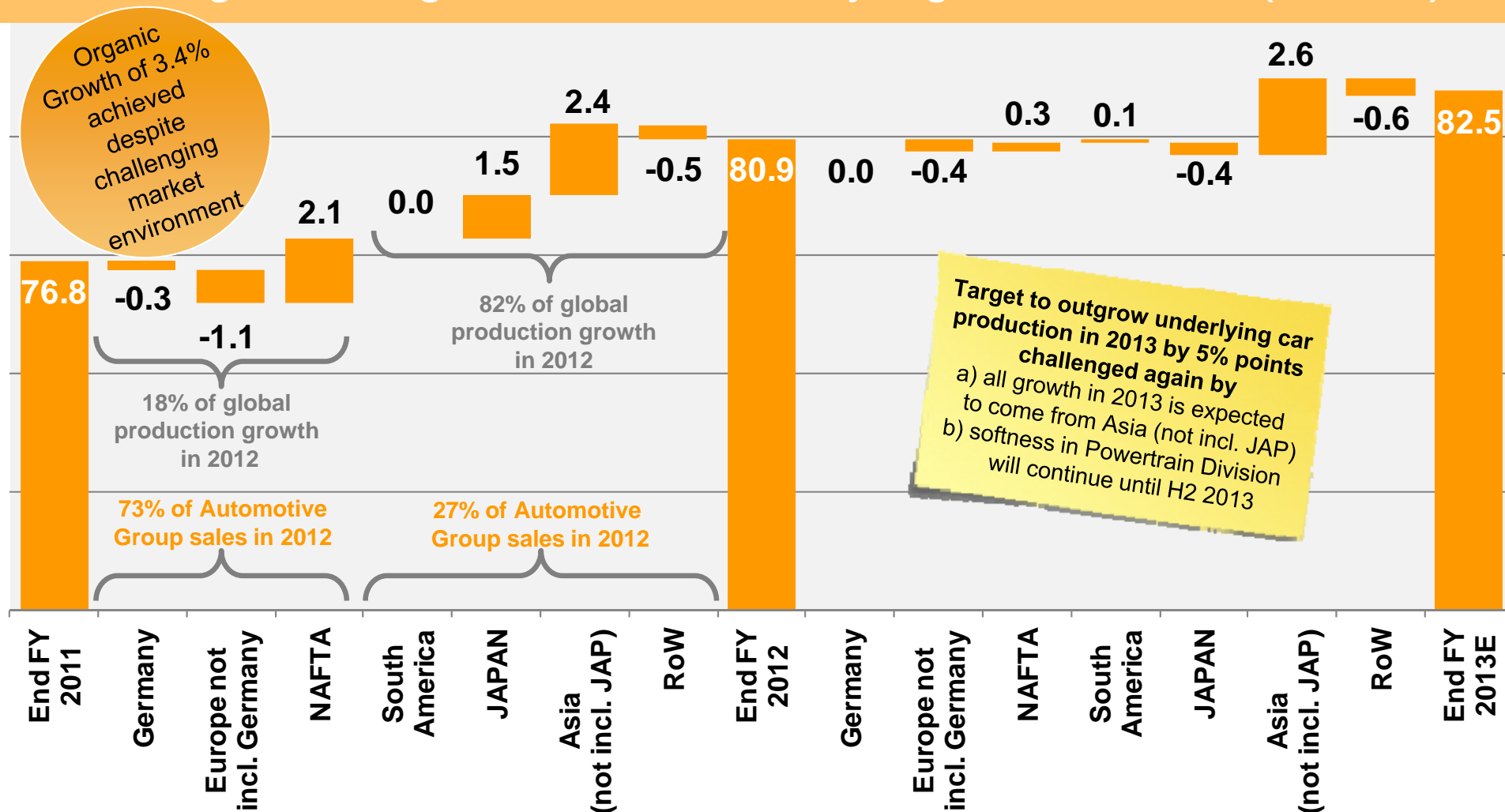
2)

# Automotive Group

## Growth Targets 2012 & 2013E

Preliminary

### Passenger Car & Light Truck Production<sup>1)</sup> by Region 2012 & 2013E (mn units)

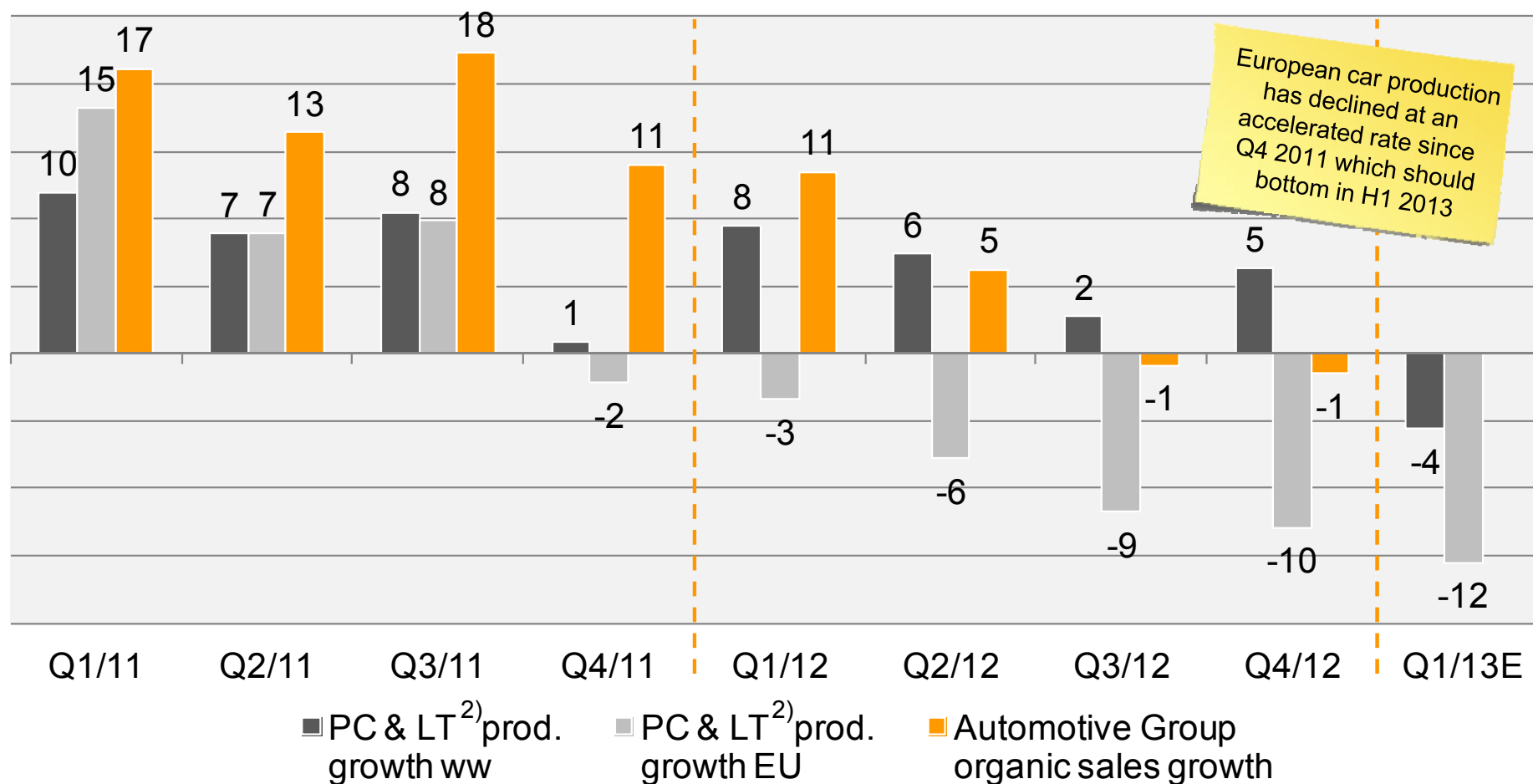


2)

## Automotive Group

Organic Sales Growth in % vs. Underlying Car Production<sup>1)</sup> by Quarter

Preliminary



1) Based on IHS production volume estimates released in Jan. 2013 and own estimates

2) Passenger Car & Light Truck production

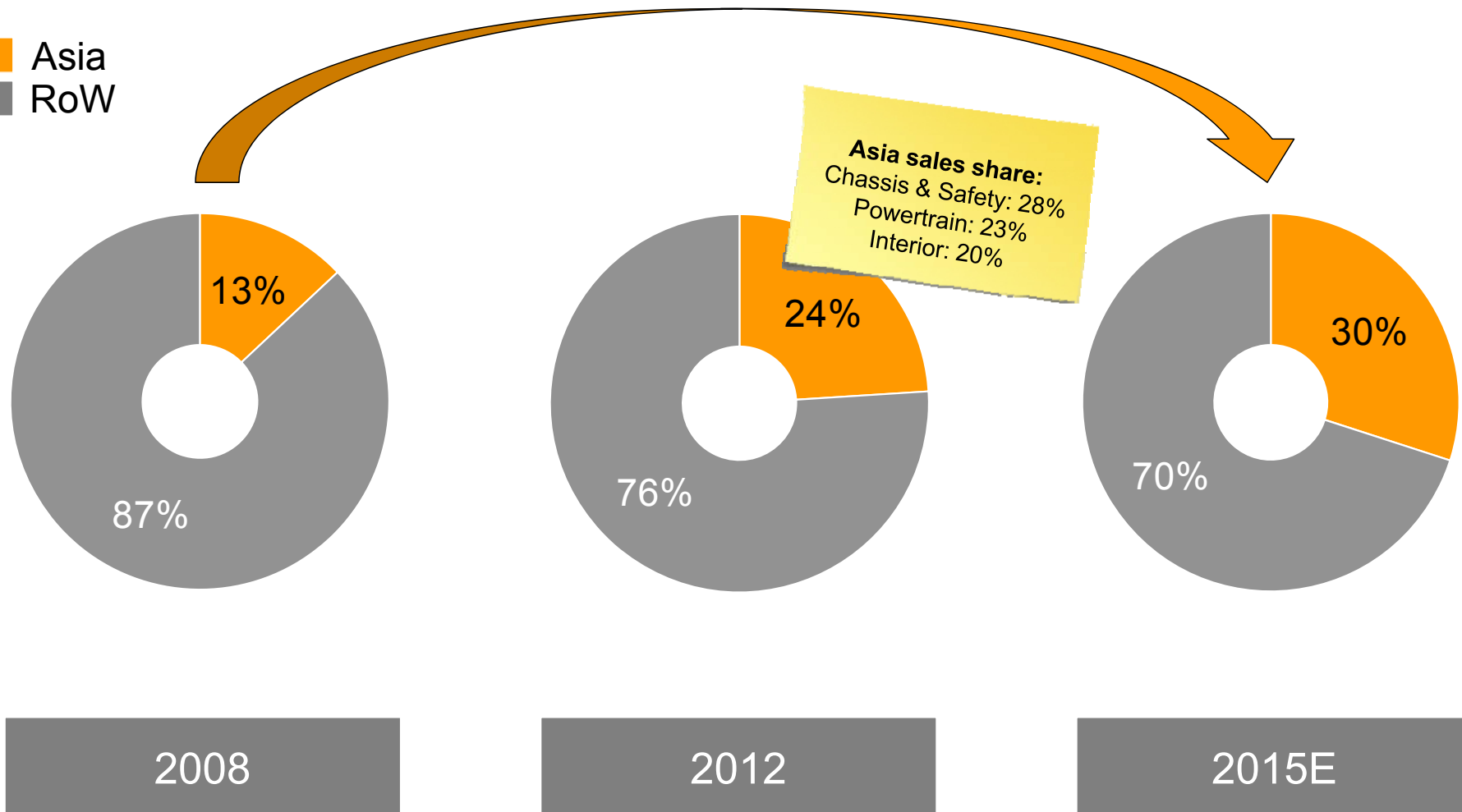
2)

## Automotive Group Further Progress in Asia

Preliminary

% of total Automotive Sales

Asia  
RoW



2)

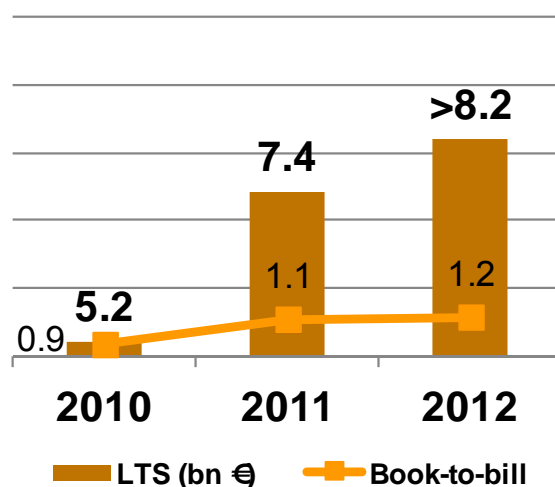
## Automotive Group

Order Intake (LTS<sup>1)</sup>) in the Automotive Group €25 bn in 2012

### Chassis & Safety

- ▶ Order intake totaled >€8.2 bn
- ▶ Book-to-bill improved 1.2x
- ▶ ADAS with best book-to-bill ratio and major business gains from Japanese and Korean OEM

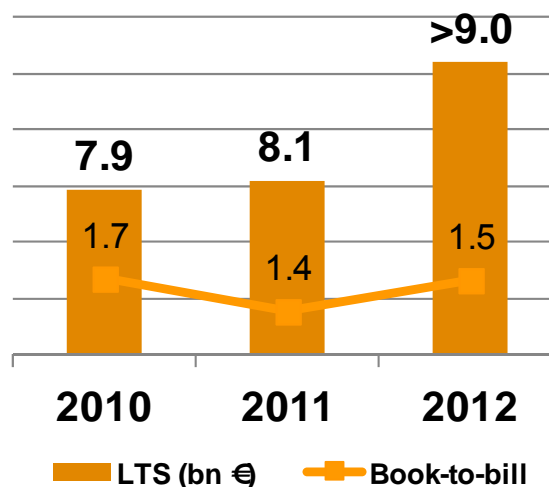
Order intake Chassis & Safety 2010 - 2012



### Powertrain

- ▶ Order intake >€9.0 bn in 2012 after €8.1 bn in 2011
- ▶ Book-to-bill improved 1.5x
- ▶ Transmission & Fuel Supply business with best book-to-bill ratio in 2012; Engine Systems with major business gains

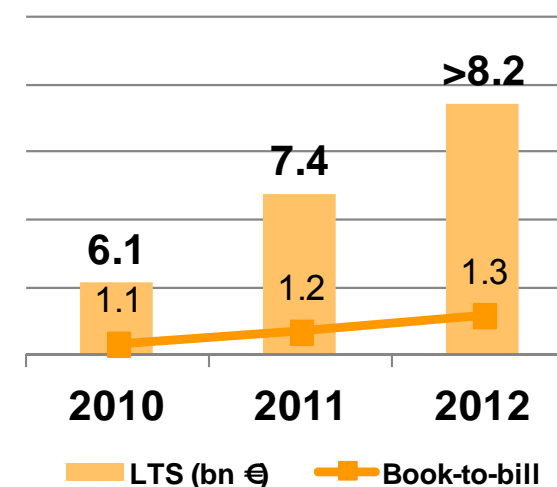
Order intake Powertrain 2010 - 2012



### Interior

- ▶ Total order intake >€8.2 bn; >25% of order intake is from Asia
- ▶ Book-to-bill 1.3x
- ▶ Instrumentation & Driver HMI and Body & Security with best book-to-bill in 2012

Order intake Interior 2010 - 2012



1) Life-time sales

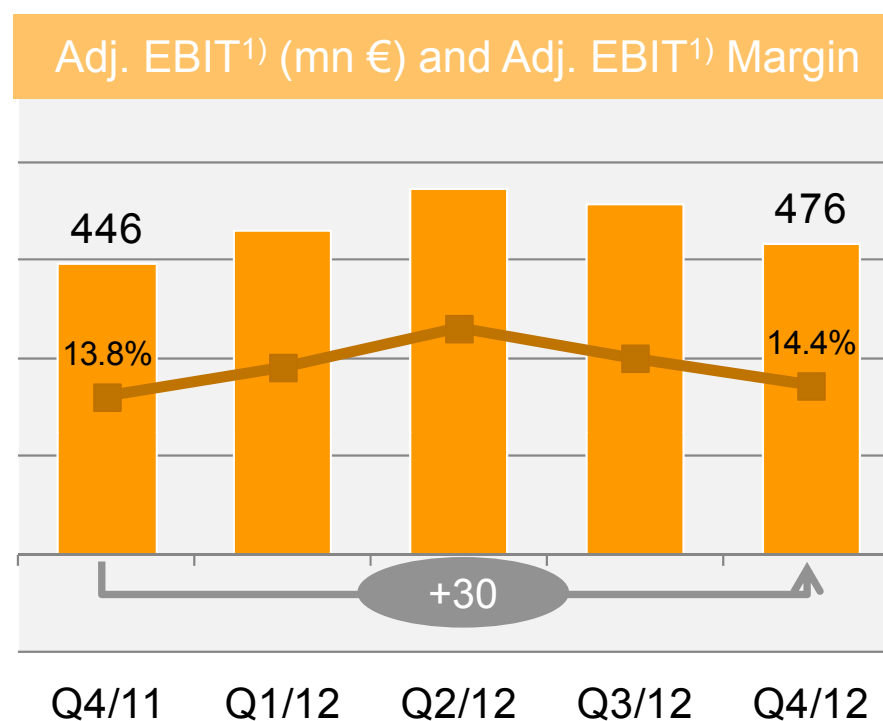
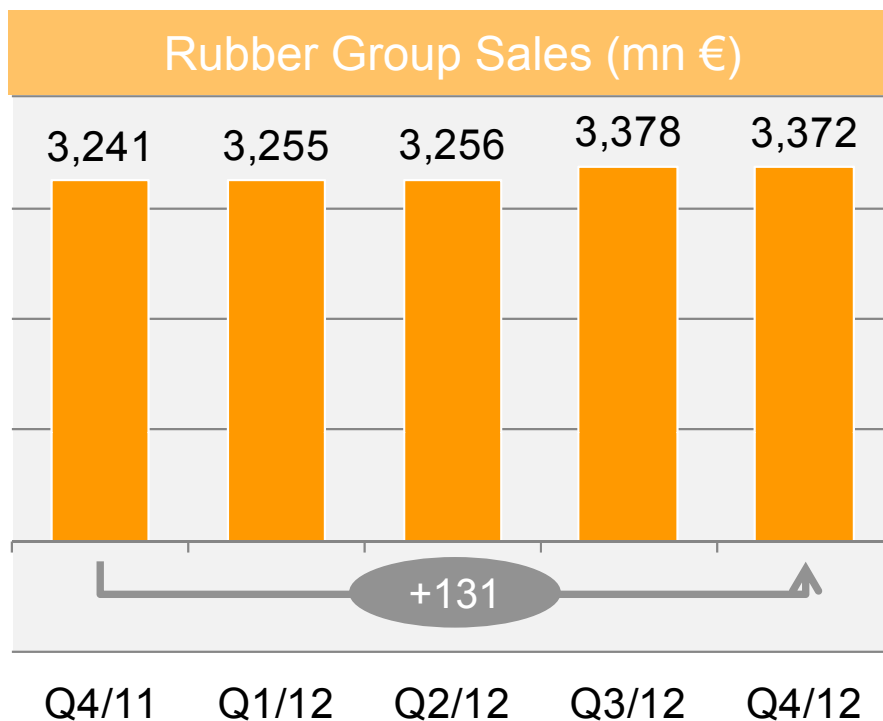


3)

# Rubber Group

## High Adjusted EBIT<sup>1)</sup> Margin

Preliminary



- ▶ Sales increased by €131 mn in Q4 2012; sales improvement achieved by robust price/mix (+3%) despite weaker than expected replacement markets; volumes declined in Q4 2012 by 3%
- ▶ Adj. EBIT<sup>1)</sup> up by €30 mn; Q4 2012 impacted by weak replacement markets, moderating price/mix and inventory valuation; raw material tailwind amounted to approx. €50 mn

1) Before amortization of intangibles from PPA, consolidation and special effects

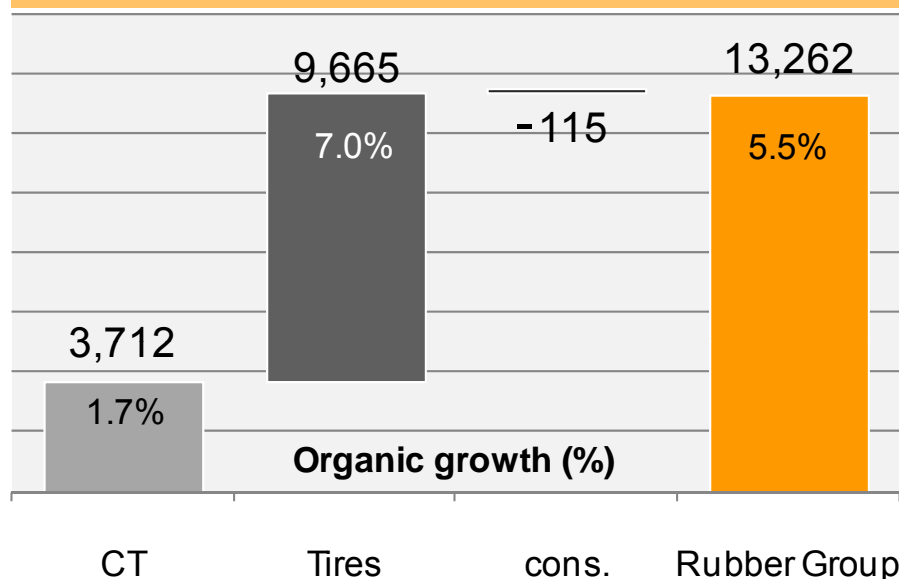
3)

# Rubber Group

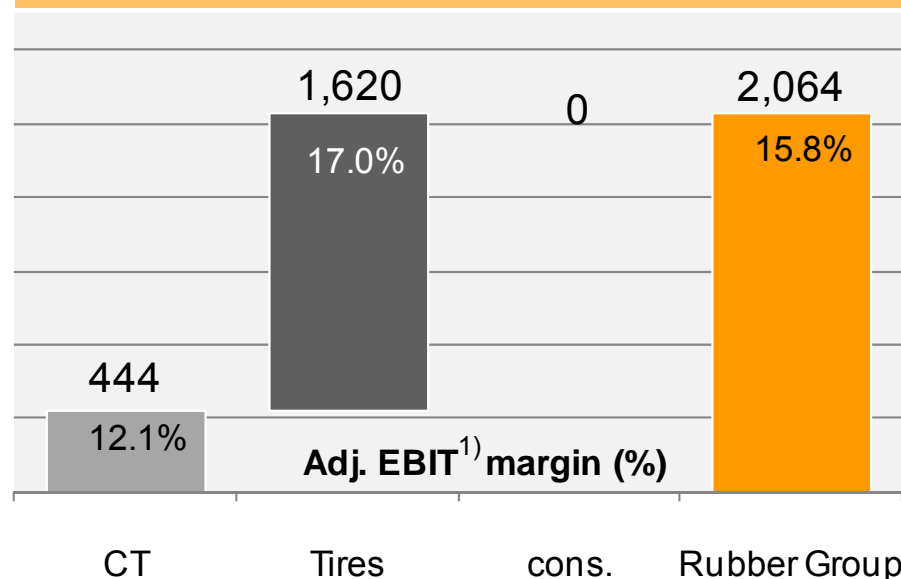
## Attractive Growth and Solid Profitability

Preliminary

Rubber Group Sales (mn €) 2012



Rubber Group Adj. EBIT<sup>1)</sup> (mn €) 2012



### Reported sales chg.

- ▶ CT: 3.6%
- ▶ Tires: 10.9%
- ▶ Rubber Group: 8.9%

- ▶ Reported EBITDA: €2,522 mn (19.0% of sales)
- ▶ Reported EBIT: €2,078 mn (15.7% of sales)
- ▶ R&D: €271 mn (2.0% of sales)
- ▶ Capex: €981 mn (7.4% of sales)

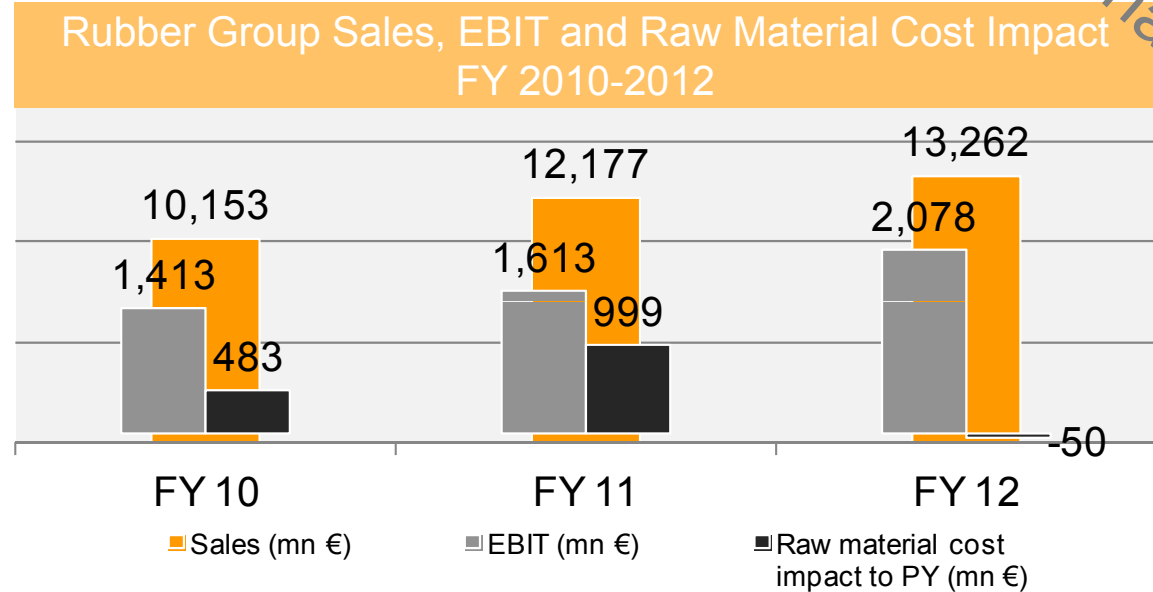
1) Before amortization of intangibles from PPA, consolidation and special effects

3)

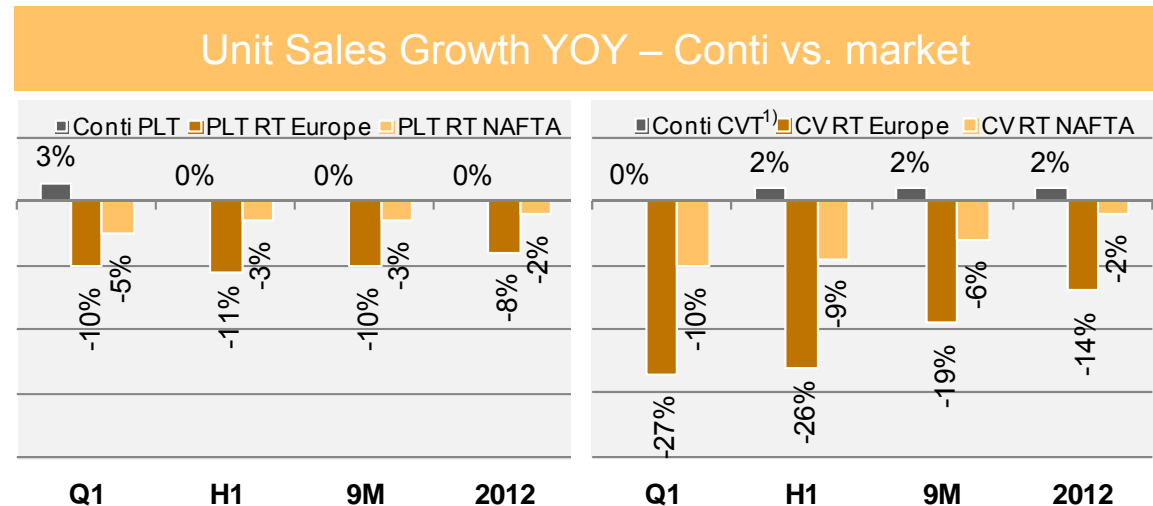
## Rubber Group

Very Solid Development despite Volatile Cost Development

- ▶ Sales and EBIT increased steadily during the last three years
- ▶ Demonstrated ability to pass on raw material price increases; stable pricing throughout 2012

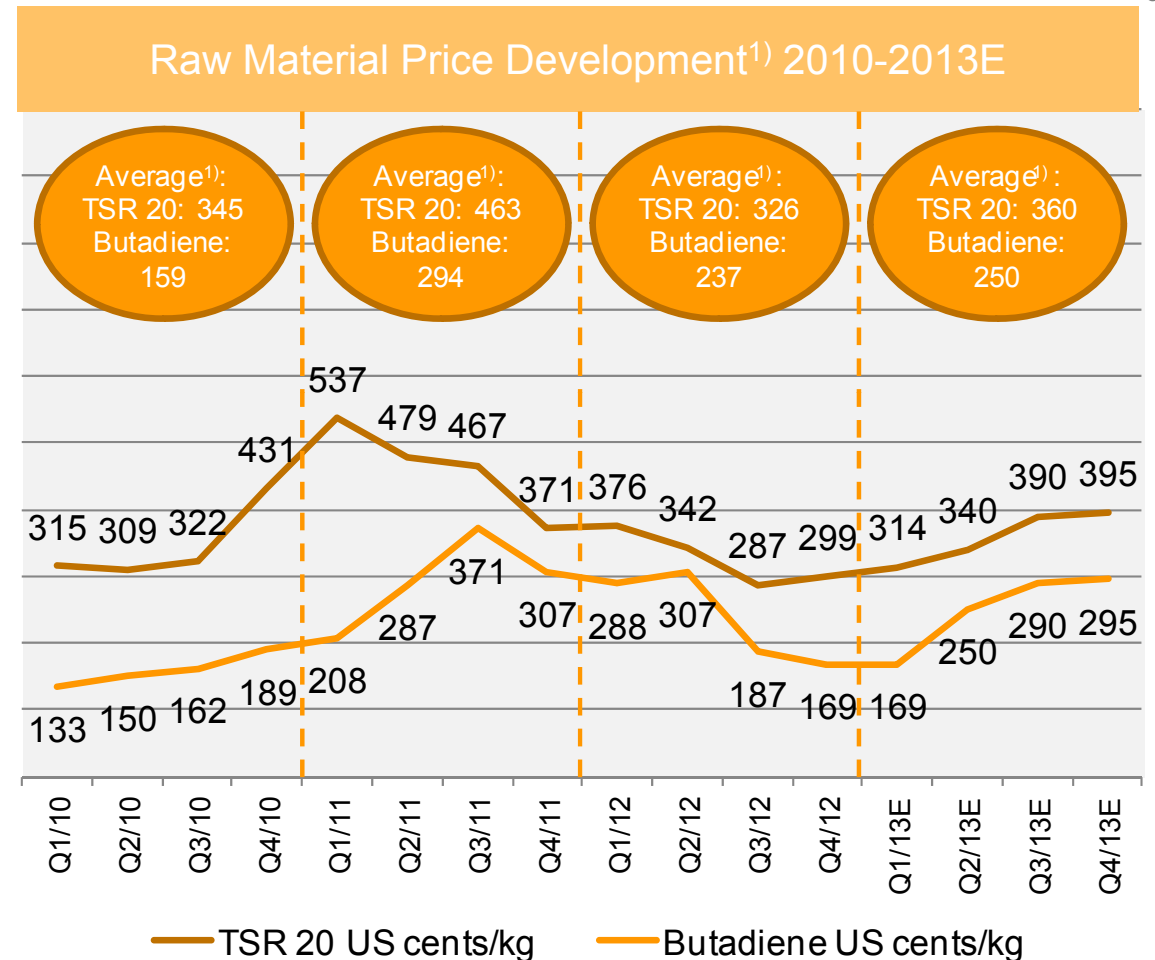


- ▶ Stable volume development despite unusually weak replacement markets



1) -2% not including Conti India Ltd.

- ▶ Natural rubber prices (TSR20) to stay at US \$3.60 on average in 2013
- ▶ Synthetic rubber prices (butadiene feedstock) at US \$2.50 on average in 2013
- ▶ Oil based chemicals, textile and carbon black to increase YOY
- ▶ Expect about €130 mn tailwind from current raw material price development for H1 2013



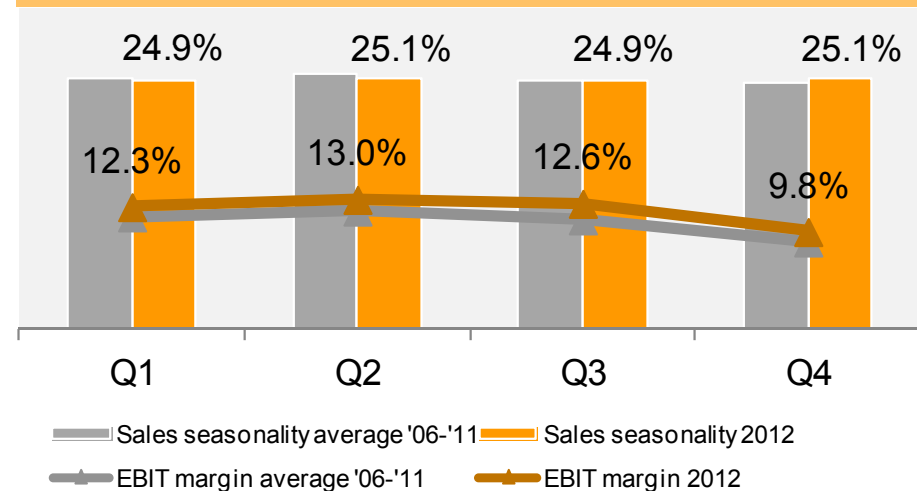
1) Source: Bloomberg, prices as of Feb. 21, 2013 and Continental estimates

- ▶ Very stable sales development throughout the year despite difficult production environment (PC&LT+ Truck<sup>1)</sup>)
- ▶ EBIT in 2012 impacted by additional burden from rising raw material cost (synthetic rubber and certain chemicals)
- ▶ Acquisition of Freudenberg's Sealing Technologies and Parker Hanifin's automotive air-conditioning business
- ▶ Further internationalization of business<sup>2)</sup> achieved:
  - ▶ Europe down to 66% from 80% in 2008
  - ▶ Asia share up to 16% from 9% in 2008
  - ▶ NAFTA up to 10% from 6% in 2008
- ▶ Mix OE/non-OE in 2012: 53/47
- ▶ Mid-term target to reach 50/50

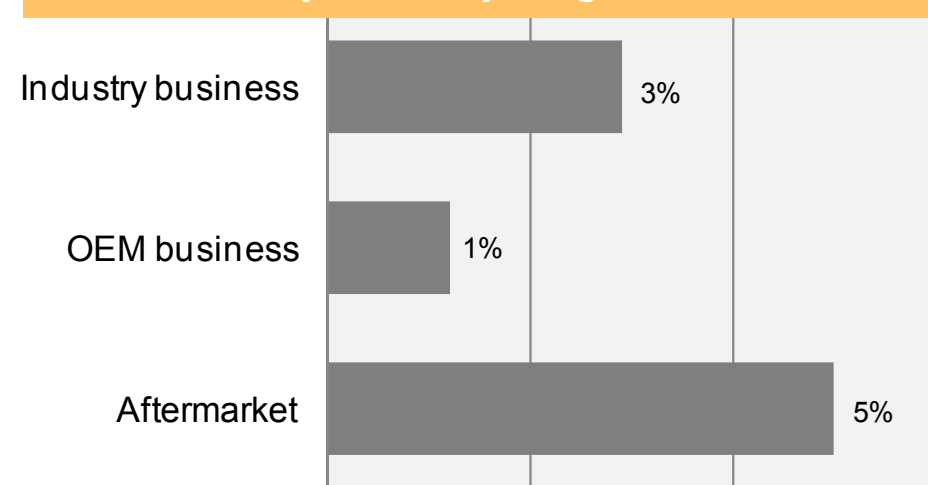
1) Passenger Car & Light Truck; Heavy vehicle >6t

2) Total sales in 2008: €3.0 bn; total sales in 2012: €3.7bn

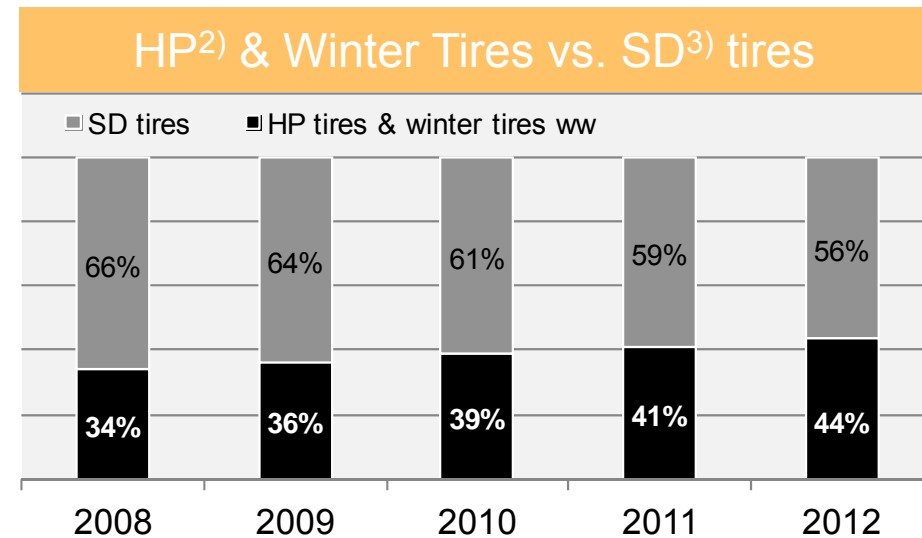
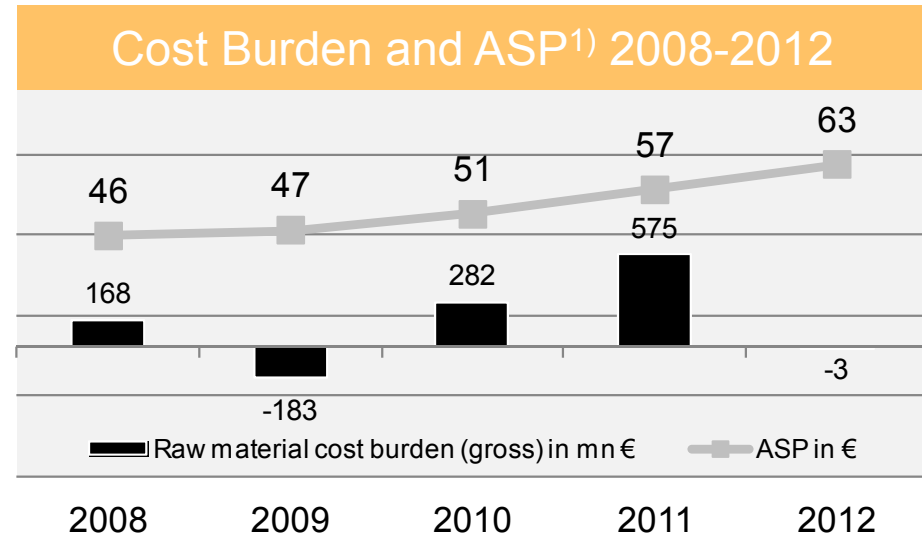
ContiTech Sales and EBIT Seasonality



Growth by Industry Segments 2012



- 122 mn units sold in 2012
- ASP<sup>1)</sup> up by 10% to €63 in 2012, mainly due to roll over effect in pricing from 2011 and mix improvements
- Share of HP<sup>2)</sup> and winter tires in total unit sales improved to 44% from 41% in 2011
- More than 21 mn (PY 21 mn) winter tires sold on ww basis despite soft winter markets in Europe in 2012
- Winter tire inventory (Continental) on reasonable levels at the end of February 2013



1) Average Selling Price (ASP) derived by dividing total divisional sales by total units

2) High Performance is all  $\geq 17''$  excluding winter tires

3) Standard tire

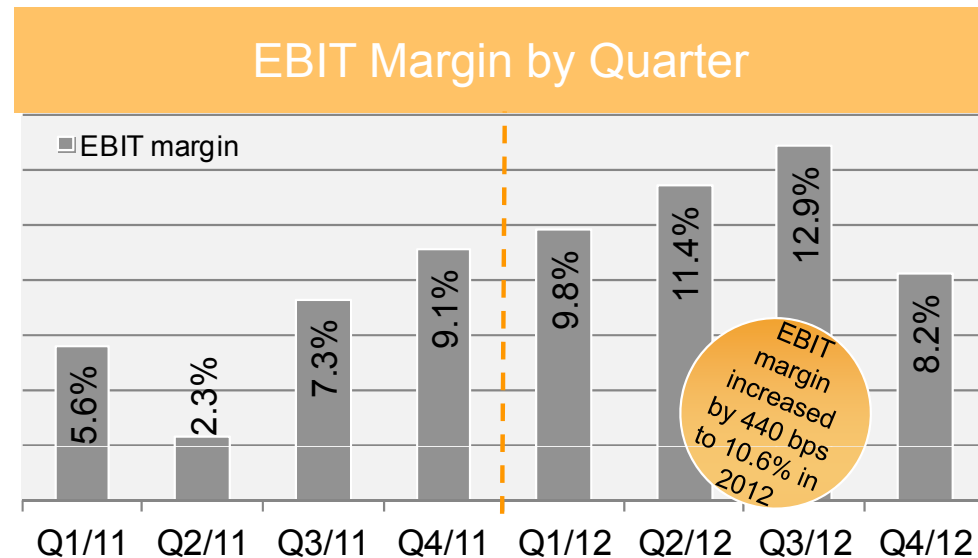
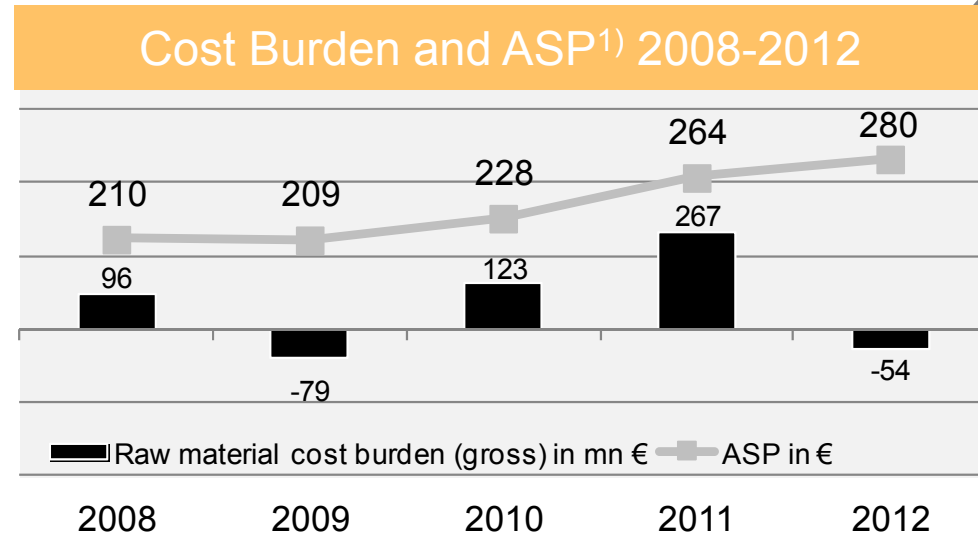
3)

## Rubber Group

### CVT – Above Mid-Cycle Target

Preliminary

- ▶ Sold more than 7.1 mn units in 2012
- ▶ ASP<sup>1)</sup> up by 6% to €280 mn in 2012 resulting from roll over effect in pricing
- ▶ CVT with very remarkable EBIT margin development in 2012
- ▶ Q4 2012 impacted by inventory valuation and other factors



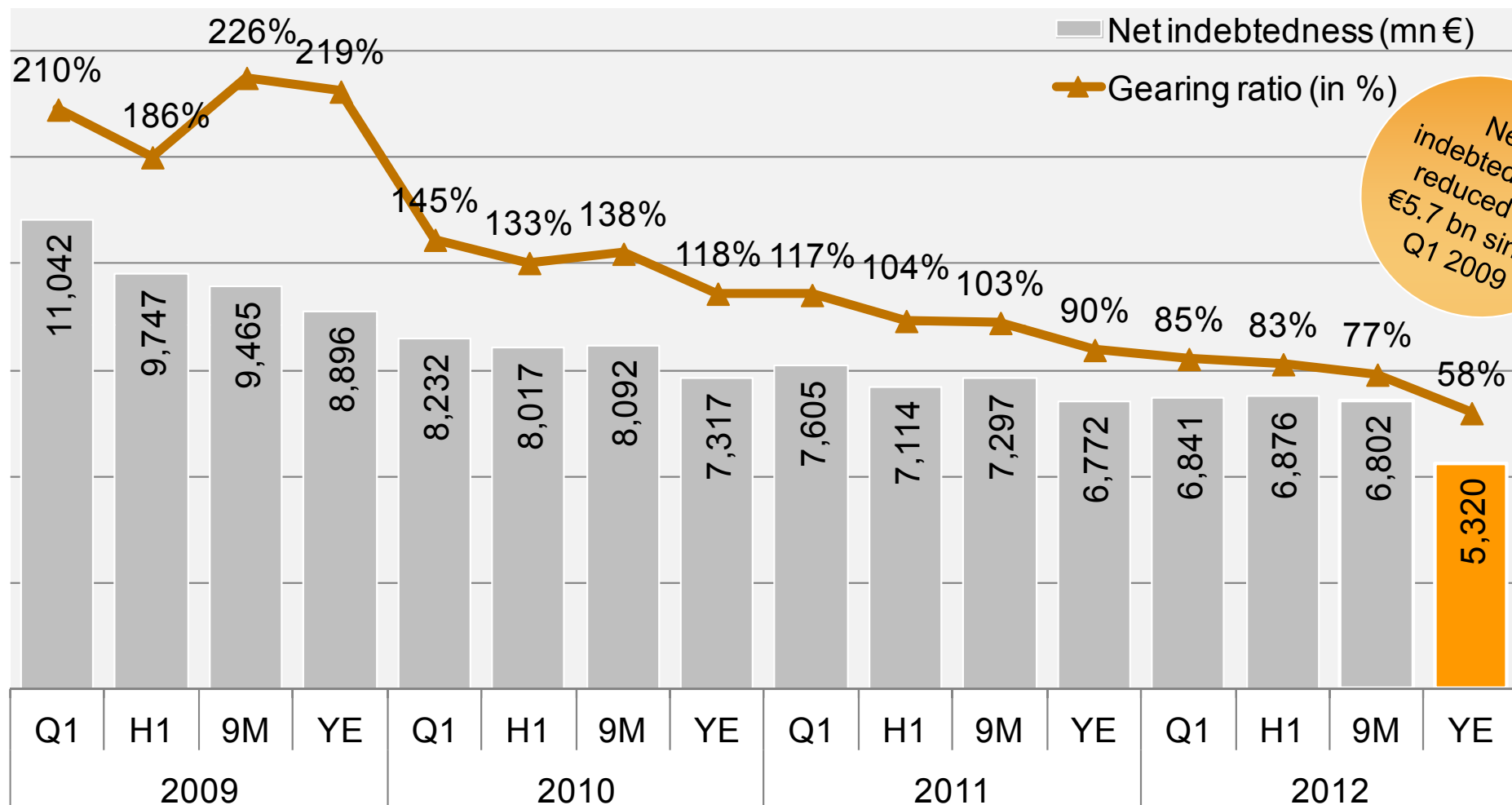
1) Average Selling Price (ASP) derived by dividing total divisional sales by total units

## 4)

# Indebtedness and Cash Flow

## Development of Net Indebtedness and Gearing Ratio

Preliminary





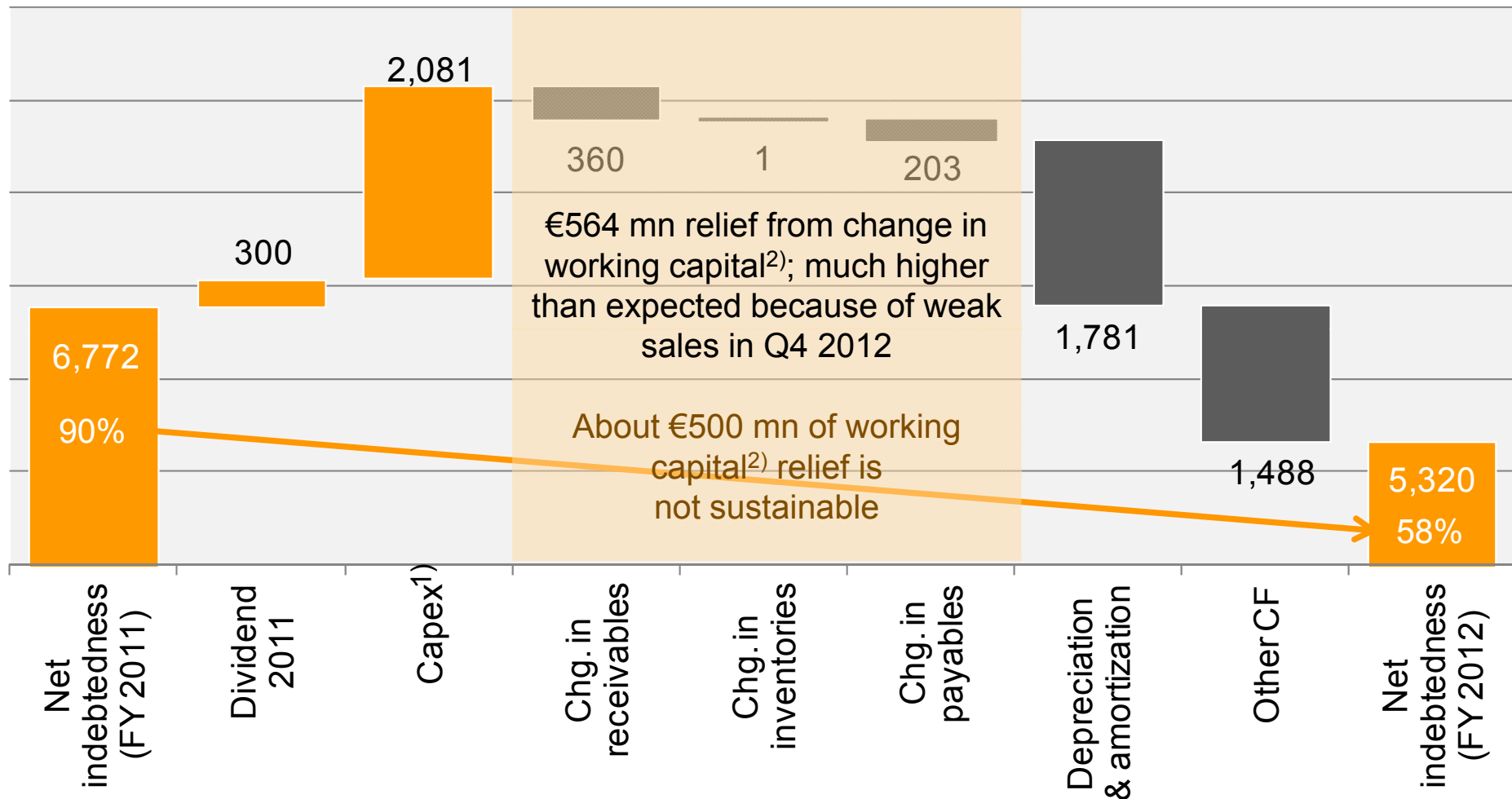
4)

# Indebtedness and Cash Flow

## Net Indebtedness Bridge

Preliminary

(mn €)



1) According to cash flow statement incl. intangible assets

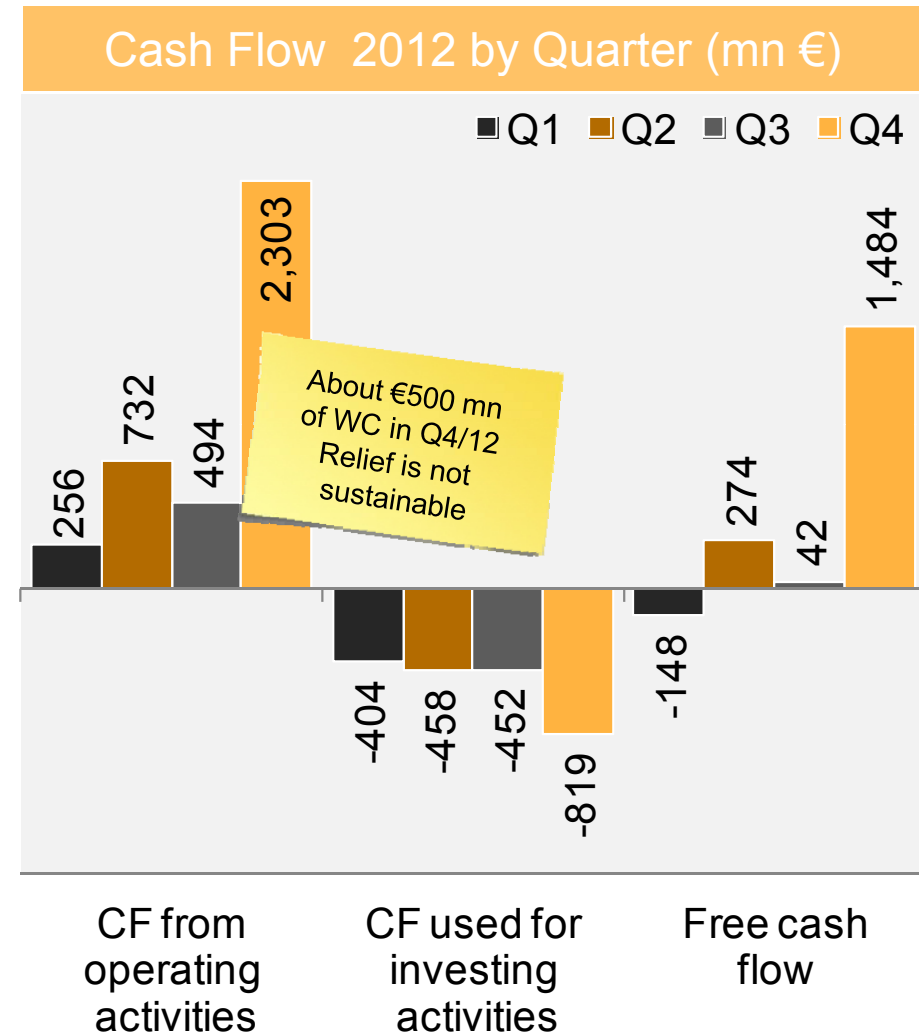
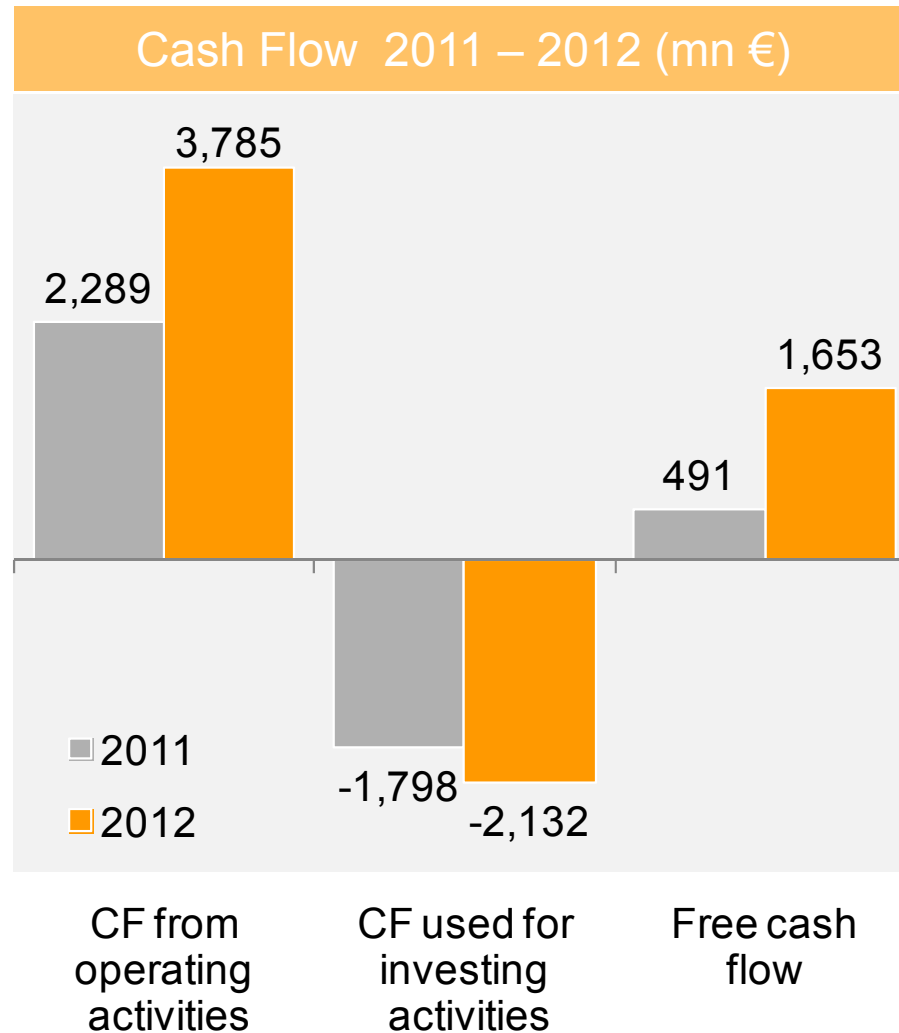
2) Includes change in inventory, trade receivables, trade payables not including discounted notes

## 4)

# Indebtedness and Cash Flow

## Cash Flow Overview

Preliminary



# Indebtedness and Cash Flow

## Gross Indebtedness by Source

Preliminary

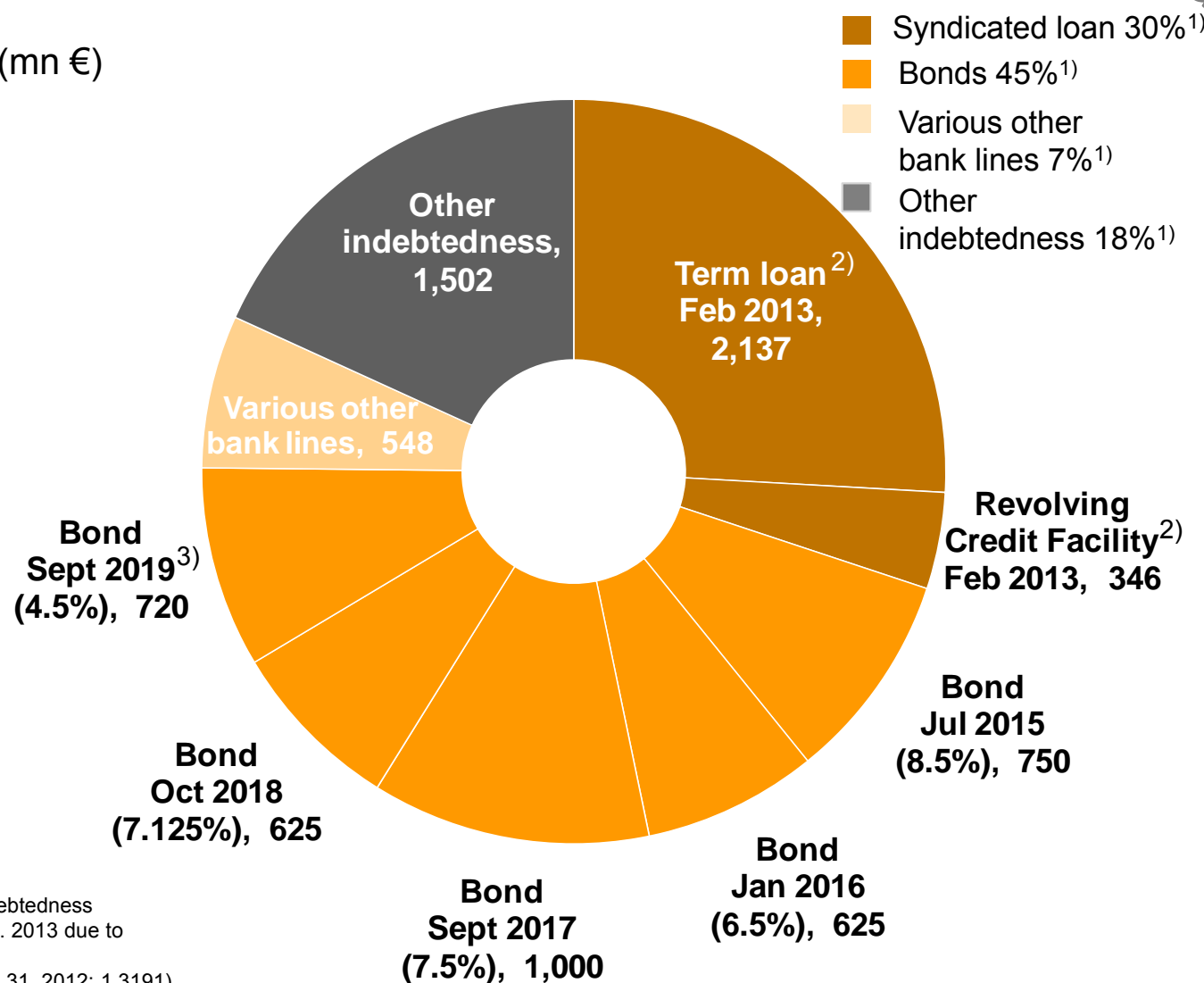
Gross indebtedness  
at Dec. 31, 2012  
of €8,253 mn  
(PY: €8,562 mn)

Cash of €2,397 mn  
(PY: €1,541 mn)

Net indebtedness  
at Dec. 31, 2012  
of €5,320 mn  
(PY: €6,772 mn)

Available and fully  
committed credit lines  
of €2,801 mn  
(PY: €2,190 mn)

(mn €)



1) Percentages are calculated as share in gross indebtedness

2) Term loan and revolving facility repayment in Feb. 2013 due to new syndicated loan agreement

3) Nominal amount \$950 mn (exchange rate at Dec. 31, 2012: 1.3191)

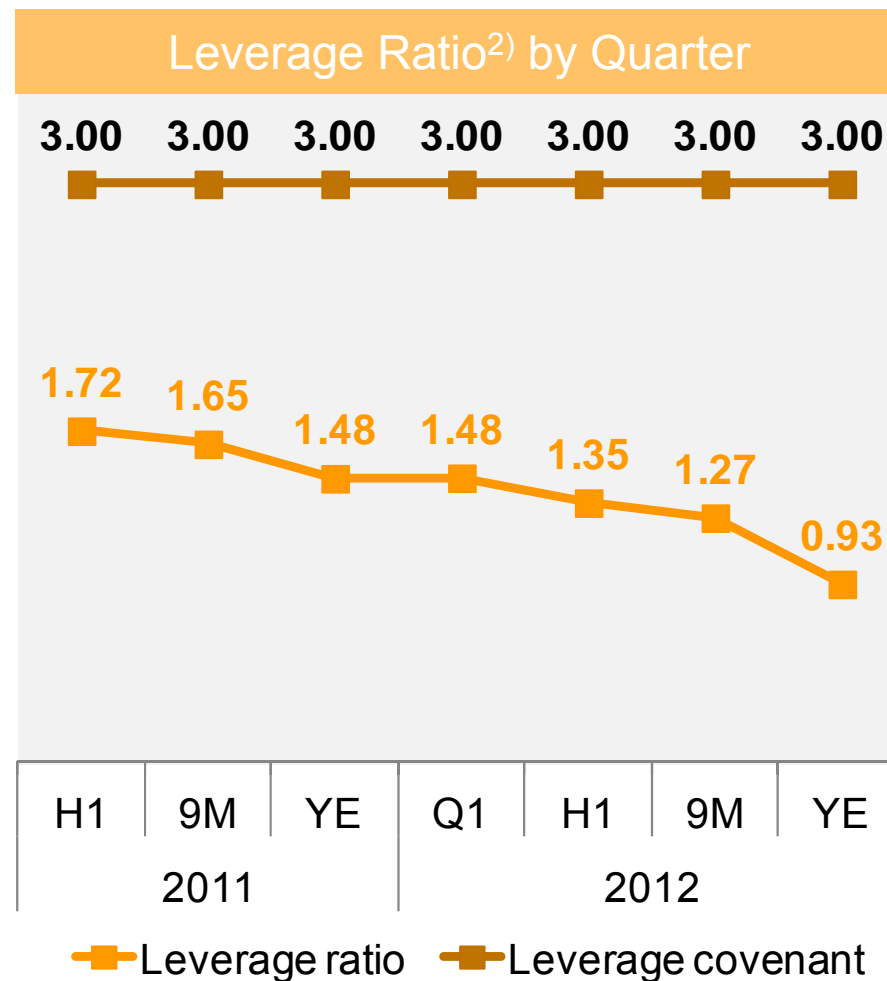
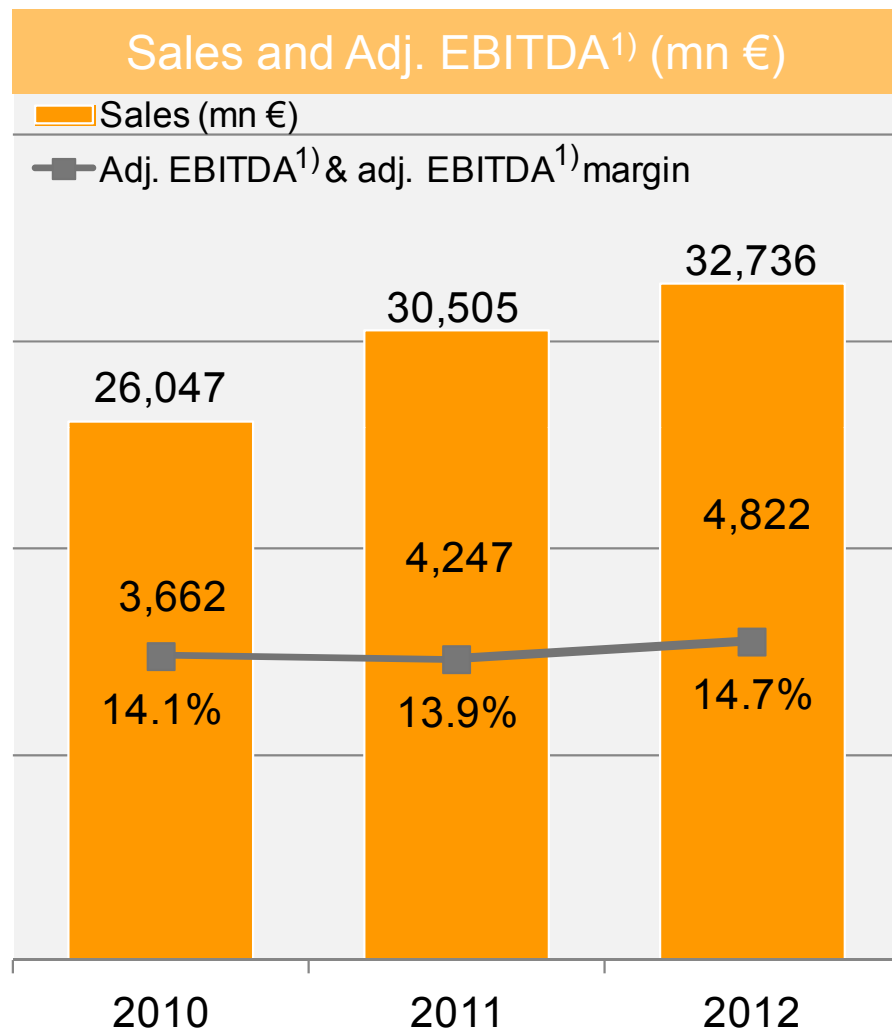
Note: bond values and the values for the syndicated loan are nominal values, all others book values

4)

# Indebtedness and Cash Flow

## Adjusted EBITDA<sup>1)</sup> and Leverage Ratio

Preliminary



1) Adjusted EBITDA as defined in syndicated loan agreement

2) Leverage covenant ratio as defined in syndicated loan agreement

## 4)

# Indebtedness and Cash Flow

## New Syndicated Loan Facility

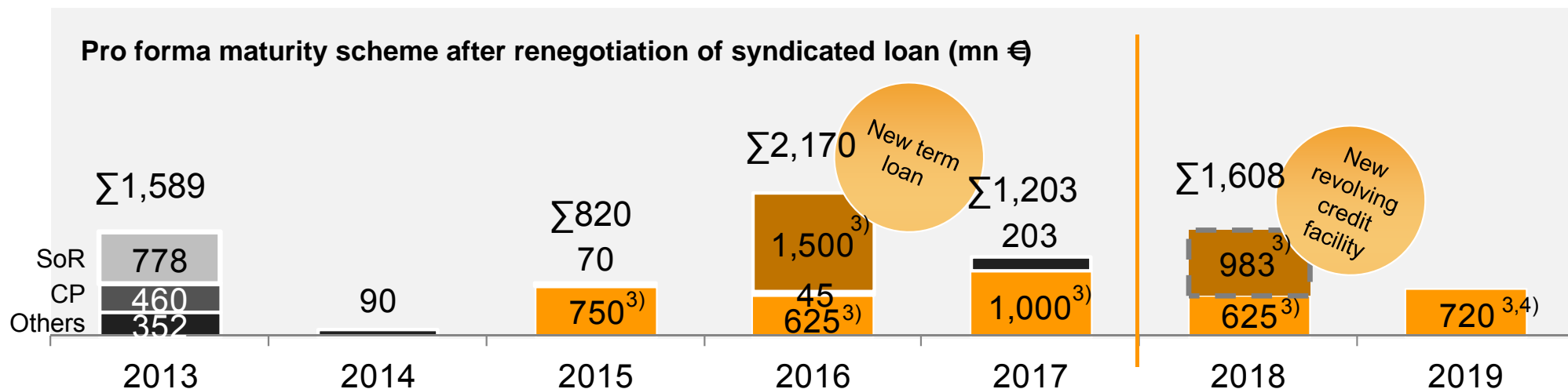
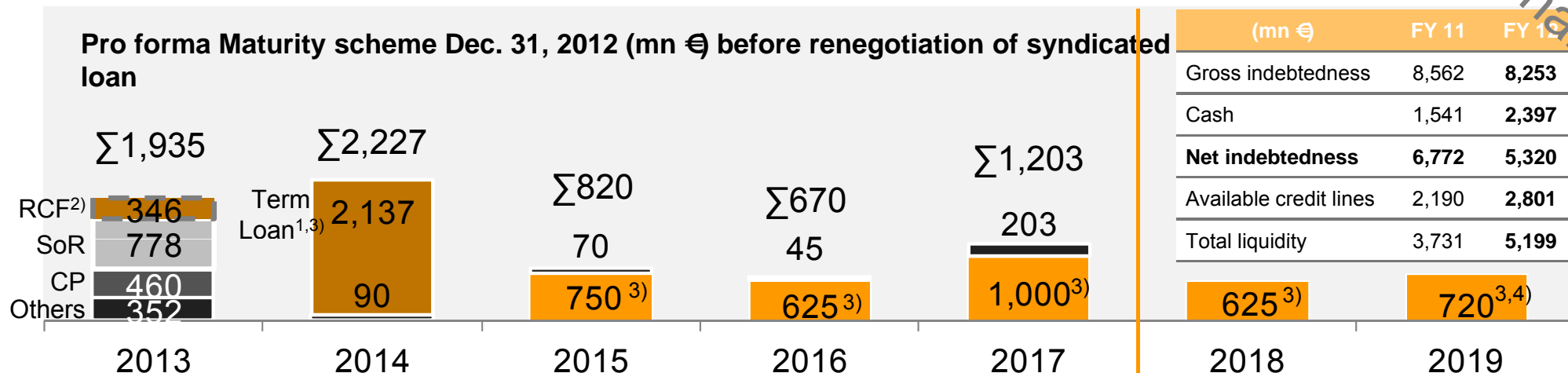
	Syndicated Loan since April 2011	New Syndicated Loan Terms
Bank commitments	<ul style="list-style-type: none"> <li>▶ €6.0 bn</li> <li>▶ 38 banks participating</li> </ul>	<ul style="list-style-type: none"> <li>▶ €4.5 bn</li> <li>▶ 33 banks participating</li> </ul>
Maturities	<ul style="list-style-type: none"> <li>▶ €2.1<sup>1)</sup> bn (C2) until 04/2014</li> <li>▶ €2.5 bn (Revolver) until 04/2014</li> </ul>	<ul style="list-style-type: none"> <li>▶ €1.5 bn (Term Loan) until 01/2016</li> <li>▶ €3.0 bn (Revolver) until 01/2018</li> </ul>
Financial covenants	<ul style="list-style-type: none"> <li>▶ Leverage ratio: max 3.0x</li> <li>▶ Interest cover ratio: min 2.5x</li> <li>▶ Capex ratio: max 7% of planned sales</li> </ul>	<ul style="list-style-type: none"> <li>▶ Leverage ratio: maintained</li> <li>▶ Interest cover ratio: maintained</li> <li>▶ Capex covenant removed</li> </ul>
Margin	<ul style="list-style-type: none"> <li>▶ Leverage based grid started initially at 2.5% to 3.0% p.a.</li> </ul>	<ul style="list-style-type: none"> <li>▶ Leverage based grid, initially 2.00% to 2.25% p.a.</li> </ul>
Documentation		<ul style="list-style-type: none"> <li>▶ Simplified documentation</li> <li>▶ Release of security package; <u>also valid for all bonds issued</u></li> <li>▶ Ring fence and dividend restrictions maintained</li> </ul>

1) Nominal value at Dec. 31, 2012

## 4)

# Indebtedness and Cash Flow Maturities

Preliminary



- 1) Amount drawn under term loan at year end 2012: €2,137 mn with original maturity in April 2014. According to new syndicated loan agreement it has been reduced to €1,500 mn and matures in 2016
- 2) Amount drawn under the revolving credit facility (RCF) at Dec. 31, 2012. Original volume of RCF has been increased from €2,500 mn to a total volume of €3,000 mn according to new syndicated loan agreement and matures in 2018. Revolving credit facility (RCF) has to be shown as short term debt according to IFRS; RCF matures in 2018 at drawn amount
- 3) Note that maturities later than 2017 are bond maturities only; all bond and syndicated loan amounts shown are nominal values; maturities do not add up to gross indebtedness amounting to €8,253 mn at Dec. 31, 2012
- 4) Nominal amount \$950 mn (exchange rate at Dec. 31, 2012: 1.3191)

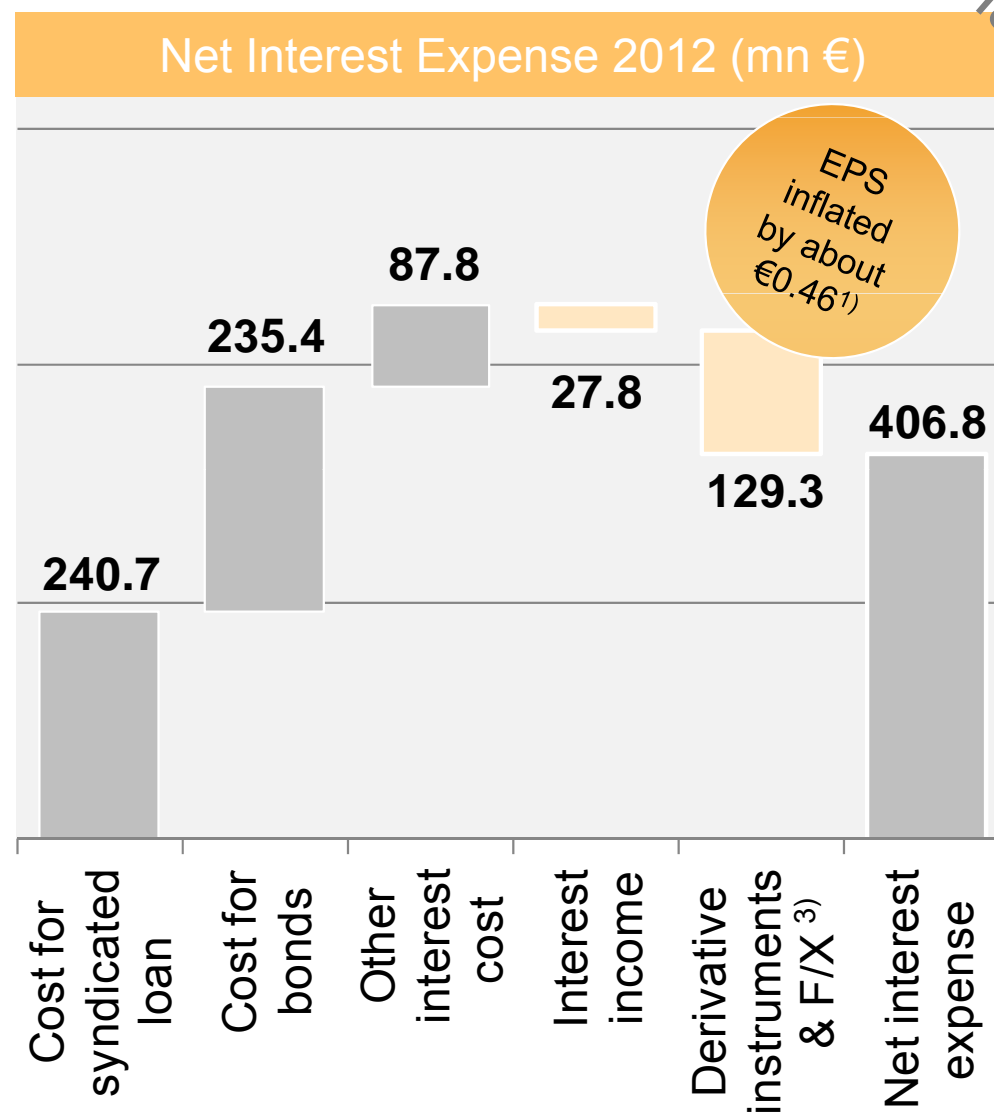
# Indebtedness and Cash Flow

## Net Interest Expense(mn €)

Preliminary

### Net Interest Expense 2013E:

- Impacted by the reversal of market value for derivative instruments<sup>2)</sup> totaling ~€250 mn at worst case (was €113 mn positive in 2012)
- EPS will be deflated by max. €0.90<sup>1,2)</sup>
- Impacted by implementation of IAS 19 rev. 2011 (employee benefits) amounting to approx. €100 mn; EBIT increases accordingly (no such effect in 2012)
- All effects are neutral to cash flows



1) Assuming 28% corporate tax rate

2) Only for early redemption options for bonds

3) Including €2.5 mn positive effects from securities available for sale

## 5)

**Outlook****Accounting Changes and Other Effects**

FY 2012  
will be  
restated  
in 2013

	<b>P&amp;L effect</b>	<b>Effect on statement of financial position (Balance sheet)</b>	<b>Cash flow effect</b>
<b>Implementation of IAS 19 rev. 2011, employee benefits</b> (first time adoption as of Jan 1, 2013)	<ul style="list-style-type: none"> <li>▶ Positive EBIT effect of about €114 mn in 2012 of which approx. €92 mn are shown in the net interest expense</li> <li>▶ Positive ROCE effect</li> </ul>	<ul style="list-style-type: none"> <li>▶ Provision for Pension obligations to rise by about €1,200 mn</li> <li>▶ Deferred tax asset €200 mn</li> <li>▶ Equity will decrease by about €1,000 mn</li> <li>▶ Gearing ratio will remain below 60% in 2013</li> <li>▶ Higher volatility of equity and gearing ratio in the future</li> </ul>	<ul style="list-style-type: none"> <li>▶ No impact</li> </ul>
<b>IAS 39: Early redemption options for bonds</b>	<ul style="list-style-type: none"> <li>▶ 2012: Positive effect of €113 mn</li> <li>▶ 2013: Negative effect<sup>1)</sup> can amount to €250 mn</li> </ul>	<ul style="list-style-type: none"> <li>▶ Market value of derivative instruments will change accordingly</li> </ul>	<ul style="list-style-type: none"> <li>▶ No impact</li> </ul>
<b>Purchase price allocation</b>	<ul style="list-style-type: none"> <li>▶ Amortization will decrease to about €370 mn from €446 mn in 2012</li> </ul>	<ul style="list-style-type: none"> <li>▶ Intangible assets to decrease accordingly</li> </ul>	<ul style="list-style-type: none"> <li>▶ No impact</li> </ul>
<b>Corporate tax rate</b>	<ul style="list-style-type: none"> <li>▶ Expected to stay below 30%</li> </ul>	<ul style="list-style-type: none"> <li>▶ No impact</li> </ul>	<ul style="list-style-type: none"> <li>▶ No impact</li> </ul>

1) Assuming worst case scenario

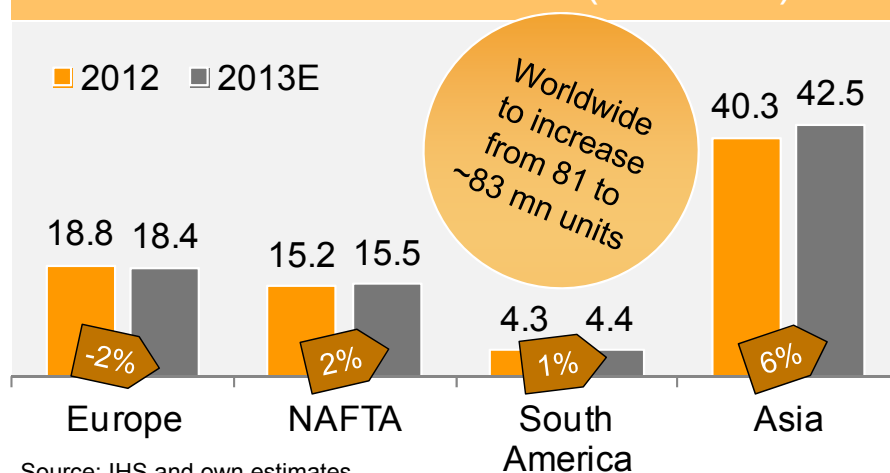


## 5)

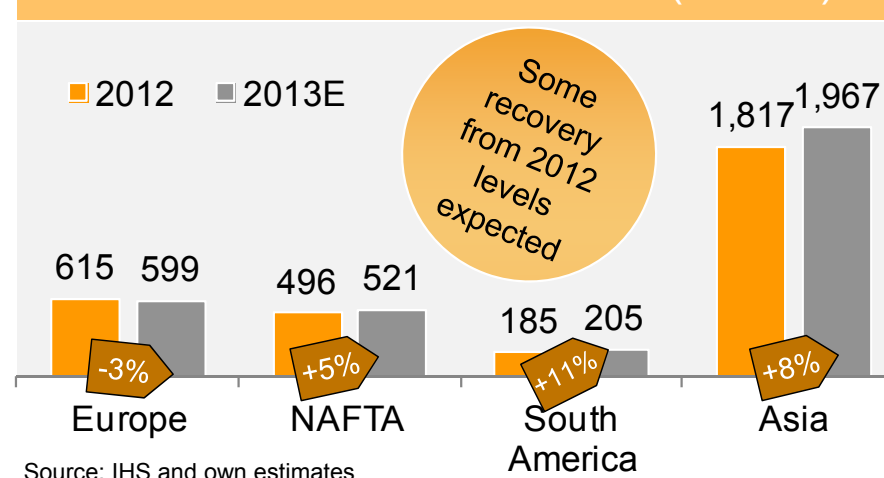
# Outlook

## Market Outlook for Major Regions 2013

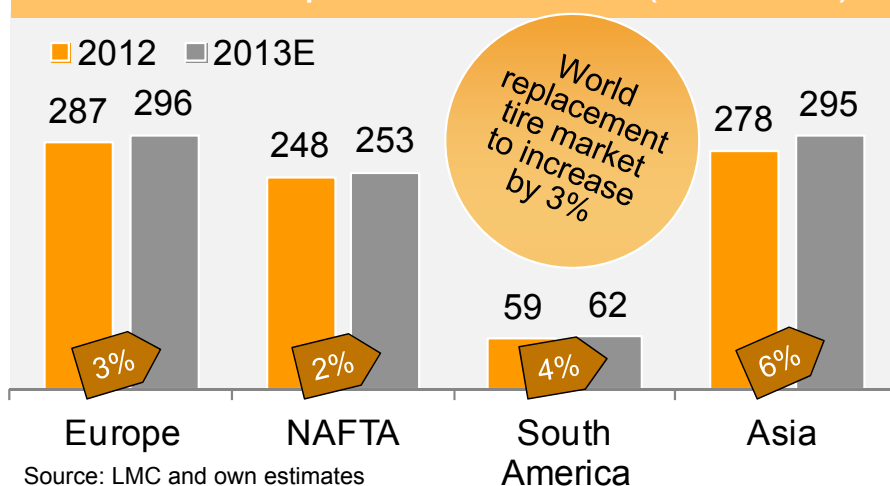
### PC & LT<sup>1)</sup> Production (mn units)



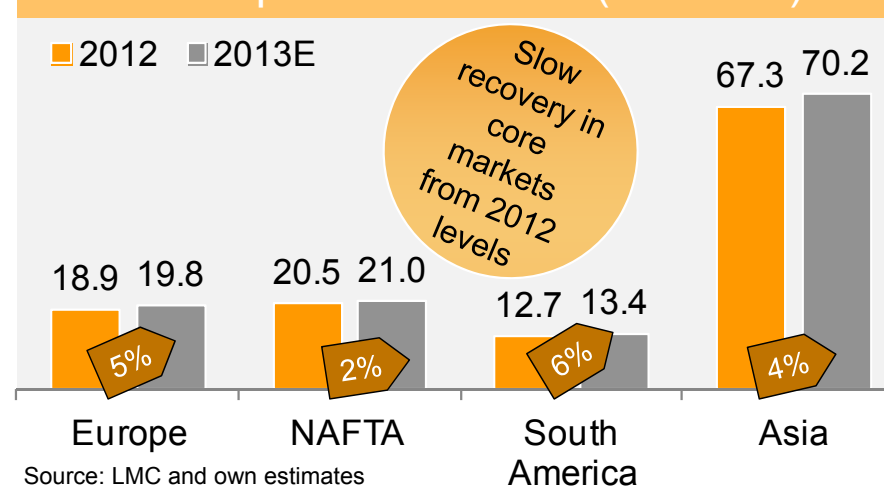
### Commercial Vehicle<sup>2)</sup> Prod. (k units)



### PC & LT Repl.<sup>3)</sup> Tire Market (mn units)



### CV Repl.<sup>4)</sup> Tire Market (mn units)



## 5)

# Outlook

## Continental 2013

	2012	2013E
Consolidated sales & adj. EBIT <sup>1)</sup> margin	€32,736 mn 10.8%	To increase by about 5% to more than €34 bn Adj. EBIT <sup>1)</sup> margin expected at >10%
Automotive Group adj. EBIT <sup>1)</sup>	€19,505 mn €1,545 mn	To increase by more than 4% to above €20 bn sales Adj. EBIT <sup>1)</sup> margin >8%
Rubber Group adj. EBIT <sup>1)</sup>	€13,262 mn €2,064 mn	To increase by 6% to more than €14 bn sales Adj. EBIT <sup>1)</sup> margin >14%
Raw material cost impact	Slight positive effect in the Rubber Group	Relief of about €130 mn from input cost in H1 2013 for the Rubber Group expected which may help to partly offset impact from weak production environment in H1 2013 for the Automotive Group
Special effects	+€12 mn	About -€50 mn
Net interest expense Tax rate	€407 mn 26%	Net interest result to mainly suffer from reversal of value for the call options for the bonds; tax rate <30%
Capex	€2,019 mn 6.2% of sales	Capex in line with 2012; PPA amortization will amount to ~€370 mn
Free cash flow	€1,653 mn	Gearing ratio expected to stay below 60% despite the expected decrease in equity from first time adoption of IAS 19; FCF >€700 mn

# Thank you for your attention!



**Continental** 

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# Contact

## Equity and Debt Markets Relations

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Vahrenwalder Str. 9  
30165 Hannover  
Germany

Rolf Woller  
Telephone: +49 511 938 1068  
e-mail: [rolf.woller@conti.de](mailto:rolf.woller@conti.de)

Ingrid Kampf  
Telephone: +49 511 938 1163  
Fax: +49 511 938 1080  
e-mail: [ir@conti.de](mailto:ir@conti.de)  
[www.continental-ir.com](http://www.continental-ir.com)

Gabriele Collatz  
Telephone: +49 511 938 1915  
e-mail: [gabriele.collatz@conti.de](mailto:gabriele.collatz@conti.de)

Kajsa Hebler  
Telephone: +49 511 938 1062  
e-mail: [kajsa.hebler@conti.de](mailto:kajsa.hebler@conti.de)

Klaus Paesler  
Telephone: +49 511 938 1316  
e-mail: [klaus.paesler@conti.de](mailto:klaus.paesler@conti.de)

Sabine Reese  
Telephone: +49 511 938 1027  
e-mail: [sabine.reese@conti.de](mailto:sabine.reese@conti.de)

Michael Saemann  
Telephone: +49 511 938 1307  
e-mail: [michael.saemann@conti.de](mailto:michael.saemann@conti.de)

# Continental

## Financial Calendar

### 2013

Annual Financial Press Conference	March 7, 2013
Q1 Financial Report	May 3, 2013
Annual Shareholders' Meeting	May 15, 2013
Half Year Financial Report	August 1, 2013
Nine Month Financial Report	November 4, 2013

### 2014

Annual Financial Press Conference	March 2014
Q1 Financial Report	May 2014
Annual Shareholders' Meeting	April 25, 2014
Half Year Financial Report	August 2014
Nine Month Financial Report	November 2014

# 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 December 31, 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					
<b>Issuer</b>	Conti-Gummi Finance B.V., Netherlands <sup>1)</sup>	Conti-Gummi Finance B.V., Netherlands <sup>1)</sup>	Conti-Gummi Finance B.V., Netherlands <sup>1)</sup>	Conti-Gummi Finance B.V., Netherlands <sup>1)</sup>	Continental Rubber of America, Corp., USA <sup>1)</sup>
<b>Issue</b>	Senior Secured Notes	Senior Secured Notes	Senior Secured Notes	Senior Secured Notes	Senior Secured Notes
<b>Principal Amount</b>	€750 mn	€1,000 mn	€625 mn	€625 mn	\$950 mn
<b>Offering Price</b>	99.0047%	99.3304%	98.8610%	99.2460%	100.0000%
<b>Rating at issuance date</b>	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)	Ba3 (Moody's) BB- (Standard & Poor's)
<b>Current Corporate Rating</b>	Ba2 (Moody's), BB- (Standard & Poor's)				
<b>Coupon</b>	8.5% p.a.	7.5% p.a.	6.5% p.a.	7.125% p.a.	4.5% p.a.
<b>Issue Date</b>	July 16, 2010	Sept. 13, 2010	October 5, 2010	October 5, 2010	Sept. 24, 2012
<b>Maturity</b>	July 15, 2015	Sept. 15, 2017	January 15, 2016	October 15, 2018	Sept. 15, 2019
<b>Interest Payment</b>	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	Semi annual Mar 15 and Sept 15
<b>WKN</b>	A1AY2A	A1A0U3	A1A1P0	A1A1P2	A1G9JJ
<b>ISIN</b>	DE000A1AY2A0	DE000A1A0U37	DE000A1A1P09	DE000A1A1P25	DE000A1G9JJ0
<b>Denomination</b>	€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	\$1,000 with min. tradable amount \$150,000



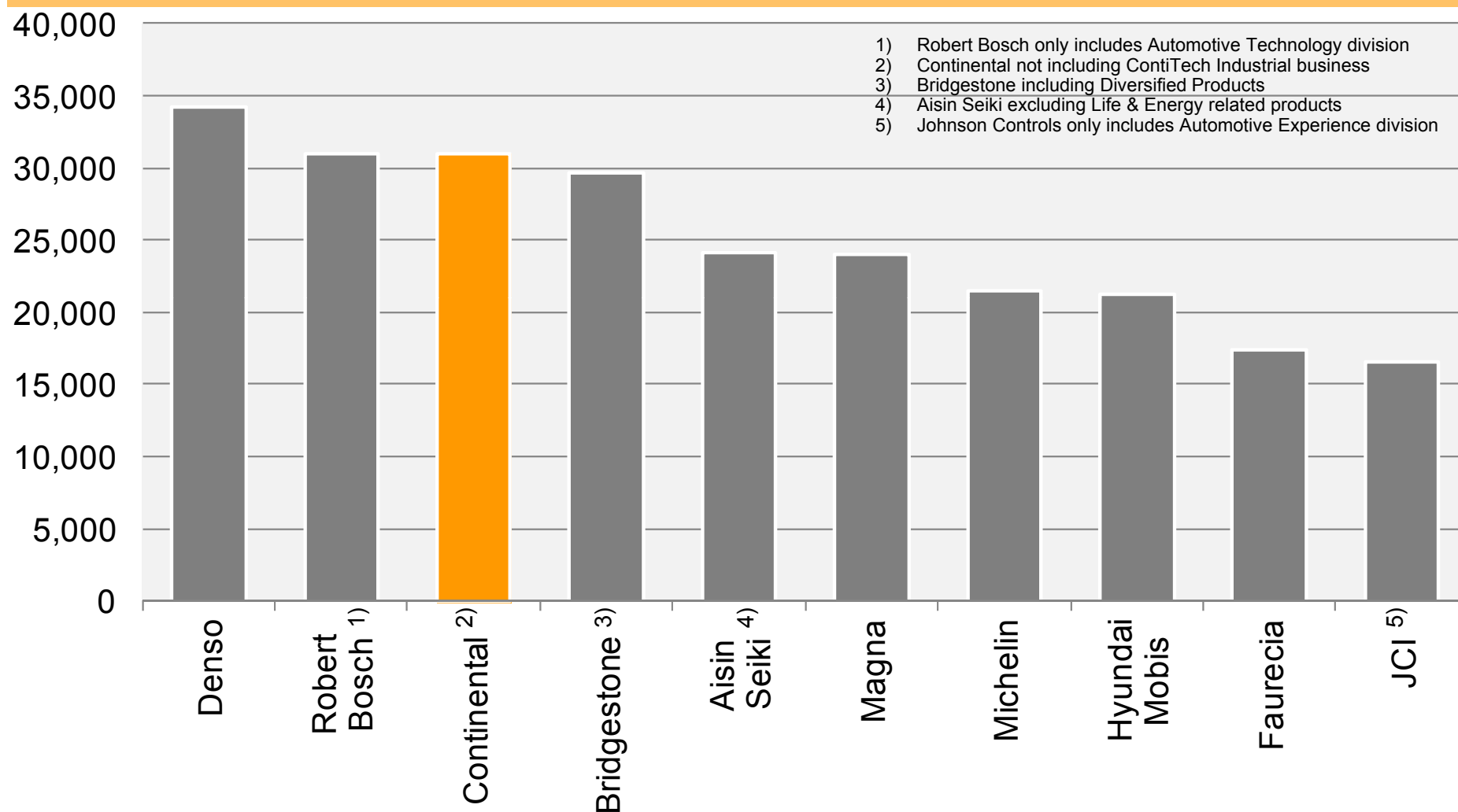
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# Back-up

# Back-up Worldwide Supplier Ranking

Preliminary

Top 10 Global OEM Suppliers – 2012 Sales (mn €)



Source: Company filings. Calendarized to December year-end. Based on average currency exchange rates 2012

6)

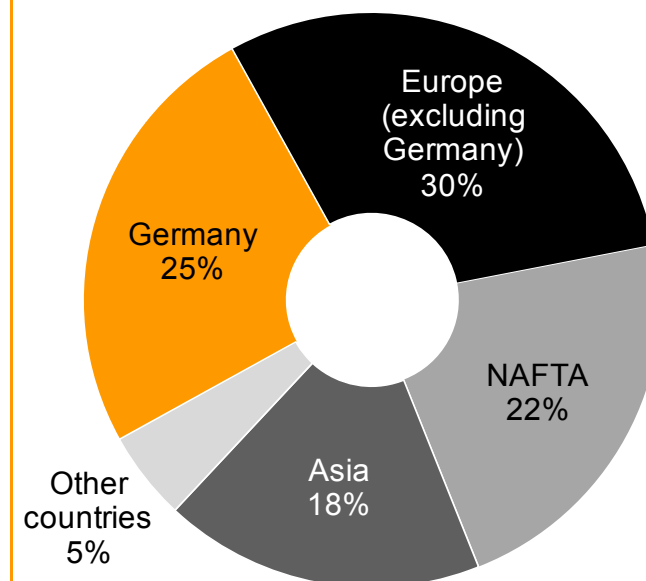
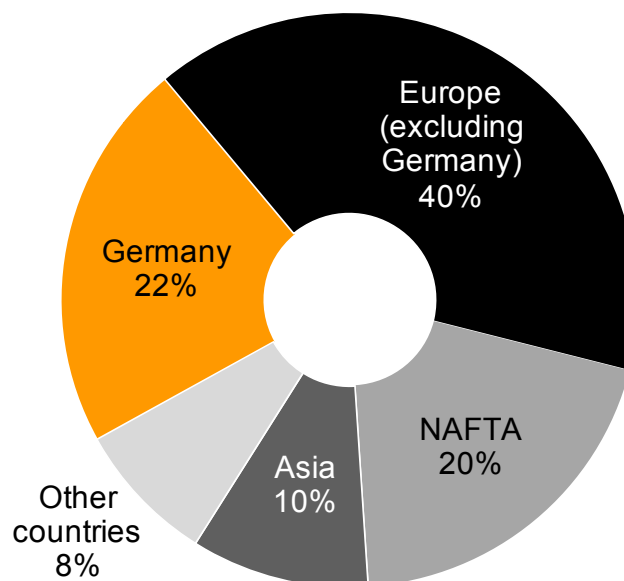
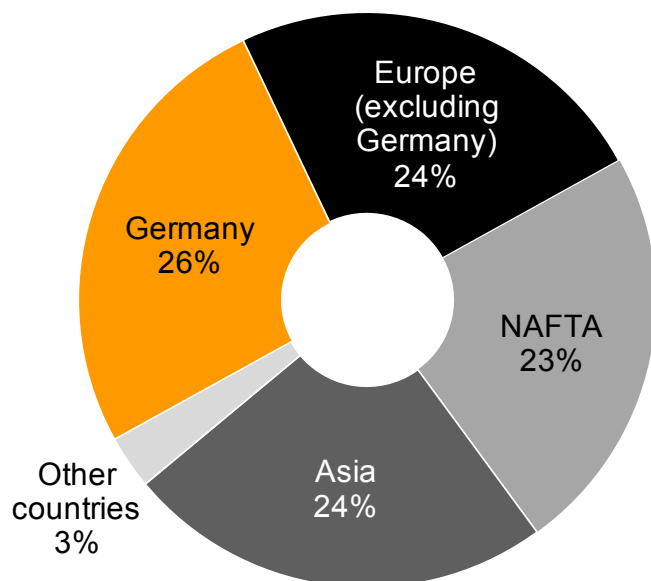
## Back-up Sales by Region

Preliminary

Automotive Group 2012  
€19,505 mn

Rubber Group 2012  
€13,262 mn

Corporation 2012  
€32,736 mn



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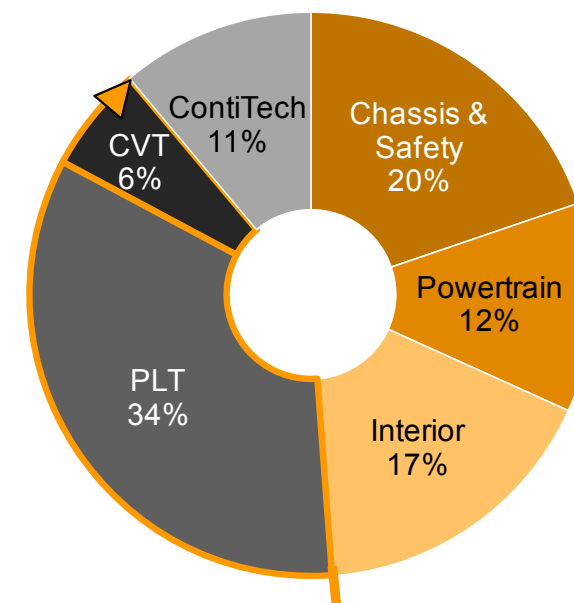
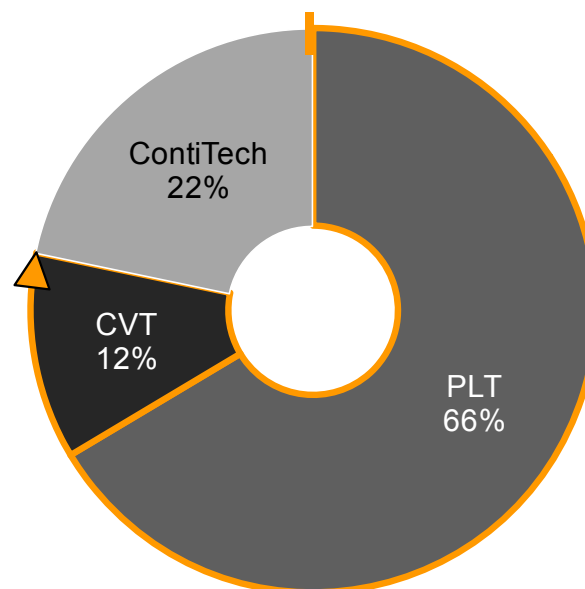
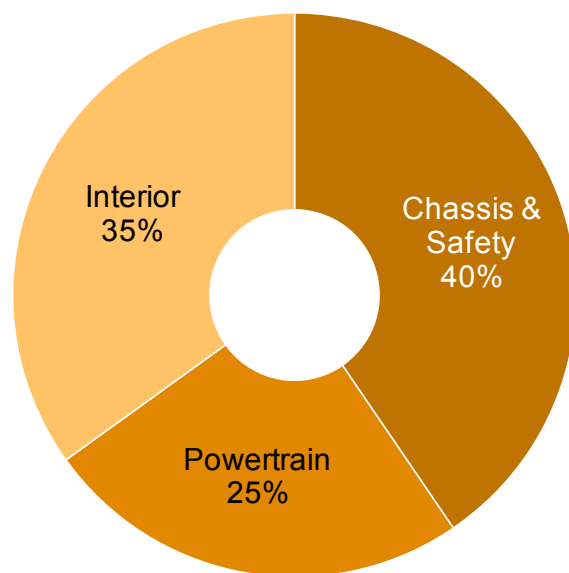
# Back-up EBITDA by Division

Preliminary

Automotive Group 2012  
€2,405 mn

Rubber Group 2012  
€2,522 mn

Corporation 2012  
€4,855 mn



PLT = Passenger & Light Truck Tires.  
CVT = Commercial Vehicle Tires.

6)

# Back-up

## Overview of Volume Development

Preliminary

Units (YOY chg.)	Q1/11	H1/11	9M/11	FY 11	Q1/12	H1/12	9M/12	FY 12
<b>Market data</b>								
EU production	15%	11%	10%	7%	-3%	-4%	-6%	-7%
NAFTA production	16%	9%	8%	10%	18%	22%	19%	16%
PC & LT production EU + NAFTA	15%	10%	9%	8%	5%	5%	4%	2%
Worldwide production	10%	8%	8%	6%	8%	7%	5%	5%
<b>Continental</b>								
ESC	33%	27%	25%	22%	11%	12%	11%	11%
ABS	-18%	-17%	-14%	-13%	9%	7%	0%	-4%
Boosters	14%	21%	27%	24%	16%	8%	4%	4%
Calipers	28%	31%	30%	28%	15%	8%	6%	6%
ADAS	81%	86%	71%	62%	52%	41%	52%	57%
Engine ECUs	25%	23%	24%	21%	2%	-4%	-9%	-10%
Injectors	30%	26%	29%	26%	4%	-4%	-7%	-7%
Transmissions	33%	33%	32%	29%	29%	25%	19%	16%
<b>Market data tires</b>								
PLT RT Europe	9%	6%	6%	4%	-10%	-11%	-10%	-8%
PLT RT NAFTA	6%	1%	-1%	-2%	-5%	-3%	-3%	-2%
CVT OE Europe	69%	49%	45%	36%	-3%	-5%	-7%	-4%
CVT OE NAFTA	33%	51%	54%	56%	31%	25%	14%	2%
CVT RT Europe	16%	14%	5%	-1%	-27%	-26%	-19%	-14%
CVT RT NAFTA	25%	16%	11%	5%	-10%	-9%	-6%	-2%
<b>Continental</b>								
PLT tire	10%	6%	8%	7%	3%	0%	0%	0%
CV tire	29%	18%	13%	12%	0%	2%	2%	2%
CT organic sales growth	25%	22%	20%	16%	4%	3%	2%	2%

# Back-up Corporation Highlights 2012

Preliminary

▶ Sales	Increase of 7.3% to €32,736.2 mn (PY: €30,504.9 mn); Organic sales growth 4.3%
▶ EBITDA	Increase of 14.8% to €4,854.6 mn (PY: €4,228.0 mn)
▶ EBIT	Increase to €3,073.4 mn (PY: €2,596.9 mn) Adj. EBIT <sup>1)</sup> increase to €3,522.4 mn (10.8% adj. EBIT <sup>1)</sup> margin) PPA <sup>2)</sup> effect -€445.5 mn; total special effects +€11.6 mn
▶ NIAT <sup>3)</sup>	Increase to €1,883.5 mn (PY: €1,242.2 mn)
▶ EPS	EPS of €9.42 (PY: €6.21) EPS before PPA <sup>2)</sup> €11.02 (PY: €7.76 adj. for PPA <sup>2)</sup> )
▶ Capex	Capex increased to €2,019.4 mn (PY: €1,711.3 mn); Capex ratio 6.2% of sales; Capex to depreciation coverage 1.1x (1.5x ex PPA <sup>2)</sup> )
▶ R&D	Expenses for research and development increased by 9.8% to €1,766.2 mn (PY: €1,608.7 mn); R&D ratio 5.4% of sales (PY: 5.3%)
▶ Cash flow	Operating cash flow up by €1,495.9 mn to €3,784.5 mn; Free cash flow €1,652.5 mn
▶ Net debt	Net indebtedness down by 21.4% mn to €5,319.9 mn vs. YE 2011; Liquidity and undrawn credit lines amounted to €5,198.5 mn

1) Before amortization of intangibles from PPA, consolidation and special effects

2) Amortization of intangibles from PPA

3) Attributable to the shareholders of the parent

# Back-up

## Key Historical Credit Metrics

Preliminary

(mn €) <sup>1</sup>	2008	2009	2010	2011	2012
<b>Cash Flow Statement</b>					
<b>Adjusted EBITDA<sup>2</sup></b>	<b>3,001</b>	<b>2,354</b>	<b>3,662</b>	<b>4,247</b>	<b>4,822</b>
<b>Reported EBITDA</b>	<b>2,771</b>	<b>1,591</b>	<b>3,588</b>	<b>4,228</b>	<b>4,855</b>
Net cash interest paid	-519	-727	-703	-662	-575
Tax paid	-282	-205	-493	-466	-684
Change in net working capital <sup>3</sup>	275	595	-497	-556	564
Other <sup>4</sup>	-360	1,173	-46	-256	-376
<b>Cash flow provided by operating activities</b>	<b>1,885</b>	<b>2,427</b>	<b>1,849</b>	<b>2,289</b>	<b>3,785</b>
<b>Cash flow used for investing activities</b>	<b>-1,256</b>	<b>-787</b>	<b>-1,282</b>	<b>-1,798</b>	<b>-2,132</b>
- thereof capex for PPE and intangibles	-1,621	-911	-1,324	-1,813	-2,081
<b>Cash flow before financing activities</b>	<b>629</b>	<b>1,640</b>	<b>567</b>	<b>491</b>	<b>1,653</b>
<b>Balance Sheet</b>					
Cash and cash equivalents	1,569	1,713	1,471	1,541	2,397
Derivative instruments and interest-bearing investments	64	104	202	249	536
Total indebtedness	12,117	10,713	8,991	8,562	8,253
<b>Net Indebtedness</b>	<b>10,484</b>	<b>8,896</b>	<b>7,317</b>	<b>6,772</b>	<b>5,320</b>
<b>Credit Ratios</b>					
<b>Net indebtedness / adj. EBITDA<sup>2</sup></b>	<b>3.5x</b>	<b>3.8x</b>	<b>2.0x</b>	<b>1.6x</b>	<b>1.1x</b>
<b>Net cash interest paid coverage (ratio)<sup>5</sup></b>	<b>5.8x</b>	<b>3.2x</b>	<b>5.2x</b>	<b>6.4x</b>	<b>8.4x</b>

1) Amounts shown may contain rounding differences

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

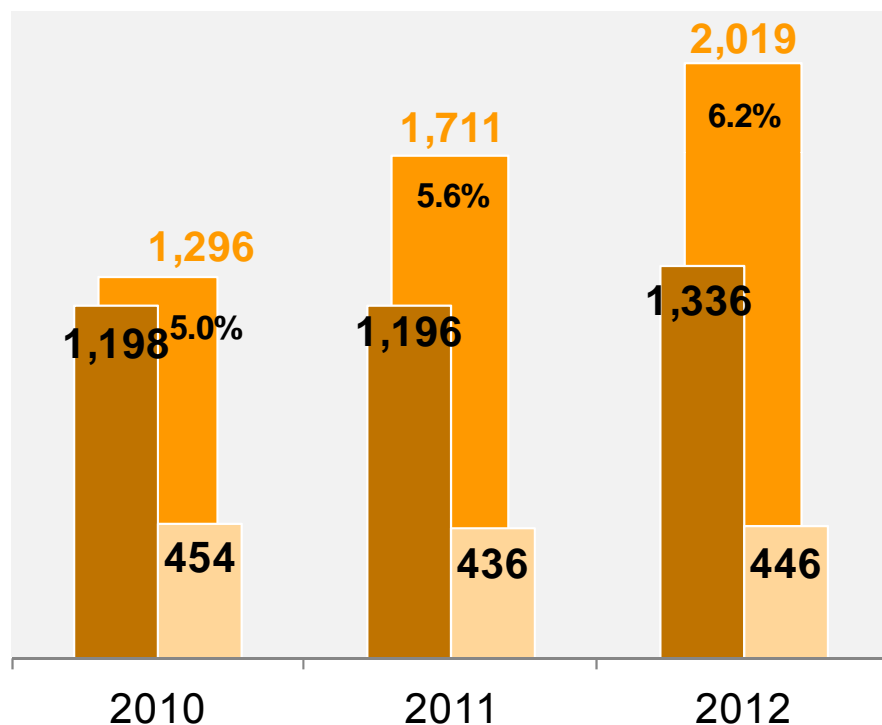
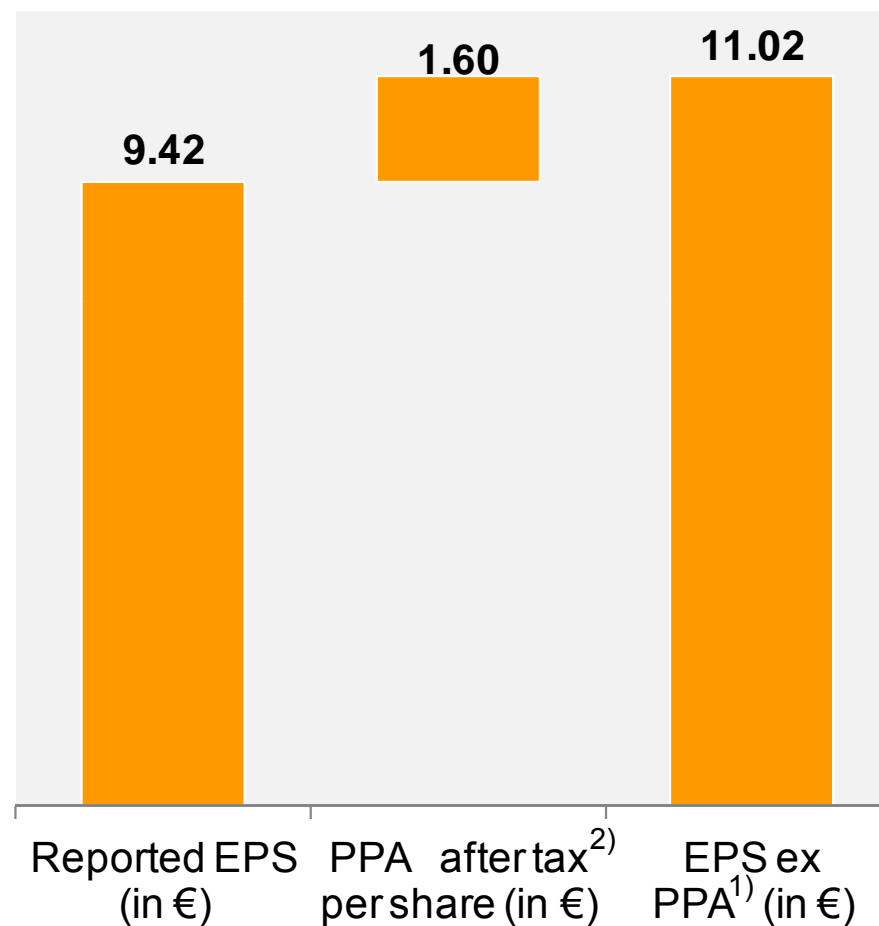
3) Includes changes in inventories, trade receivables, trade payables and discounted notes

4) Includes dividends received, income from at-equity accounted investees and other investments incl. impairments, gains and losses from disposals, other non-cash items as well as changes in pension and similar obligations (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

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

- Capex (PPE), percentage of sales (%)
- Depreciation, w/o PPA<sup>1)</sup>
- PPA<sup>1)</sup>

EPS ex PPA<sup>1)</sup> 2012

1) Amortization of intangibles from PPA

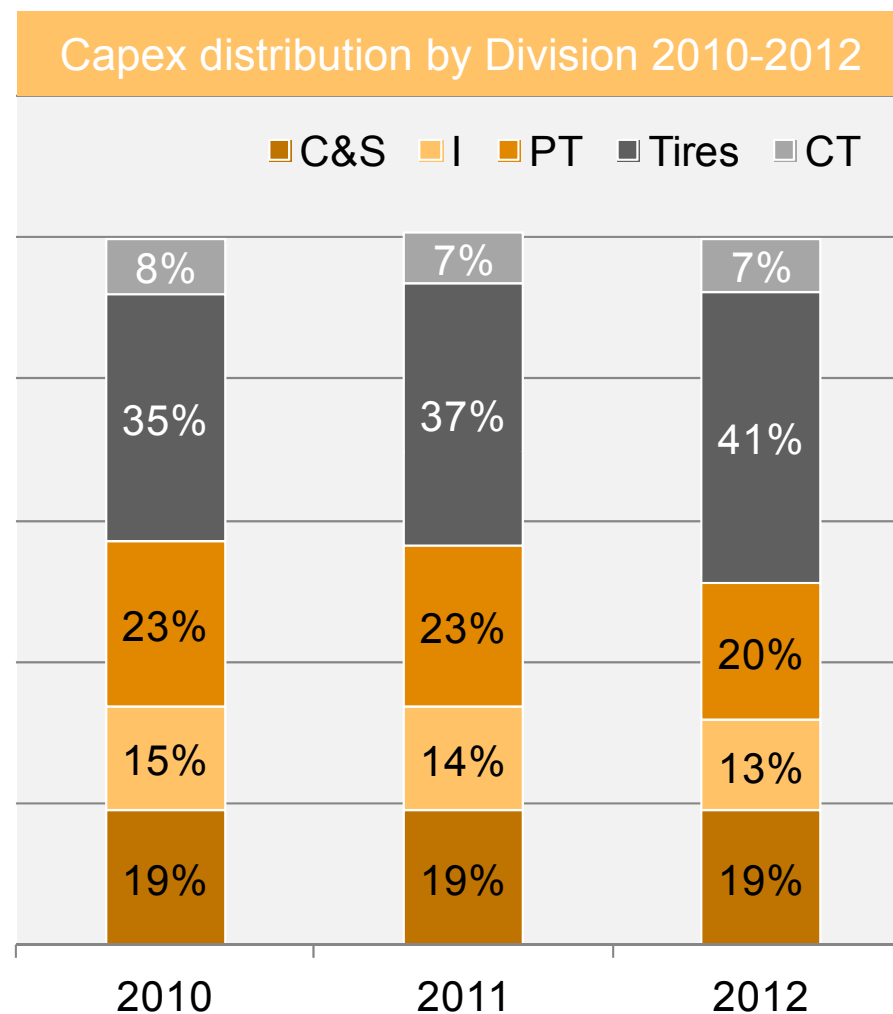
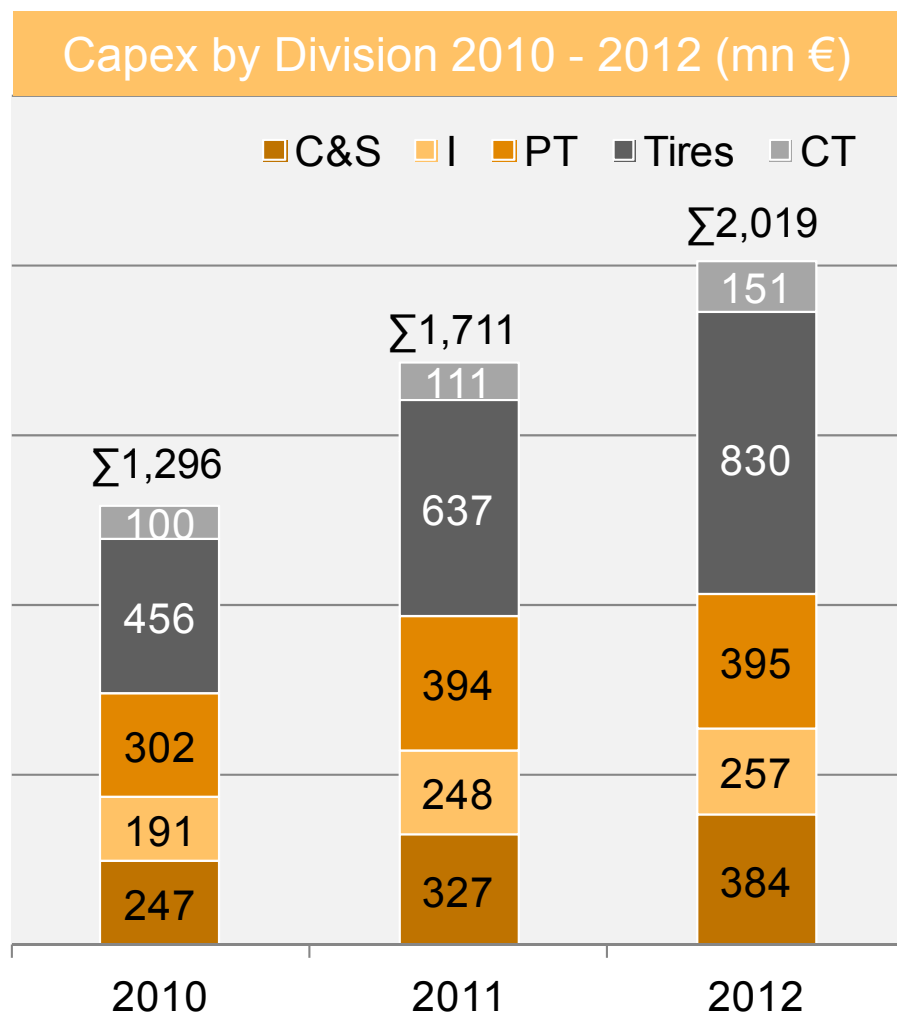
2) Corporate tax rate of 28%



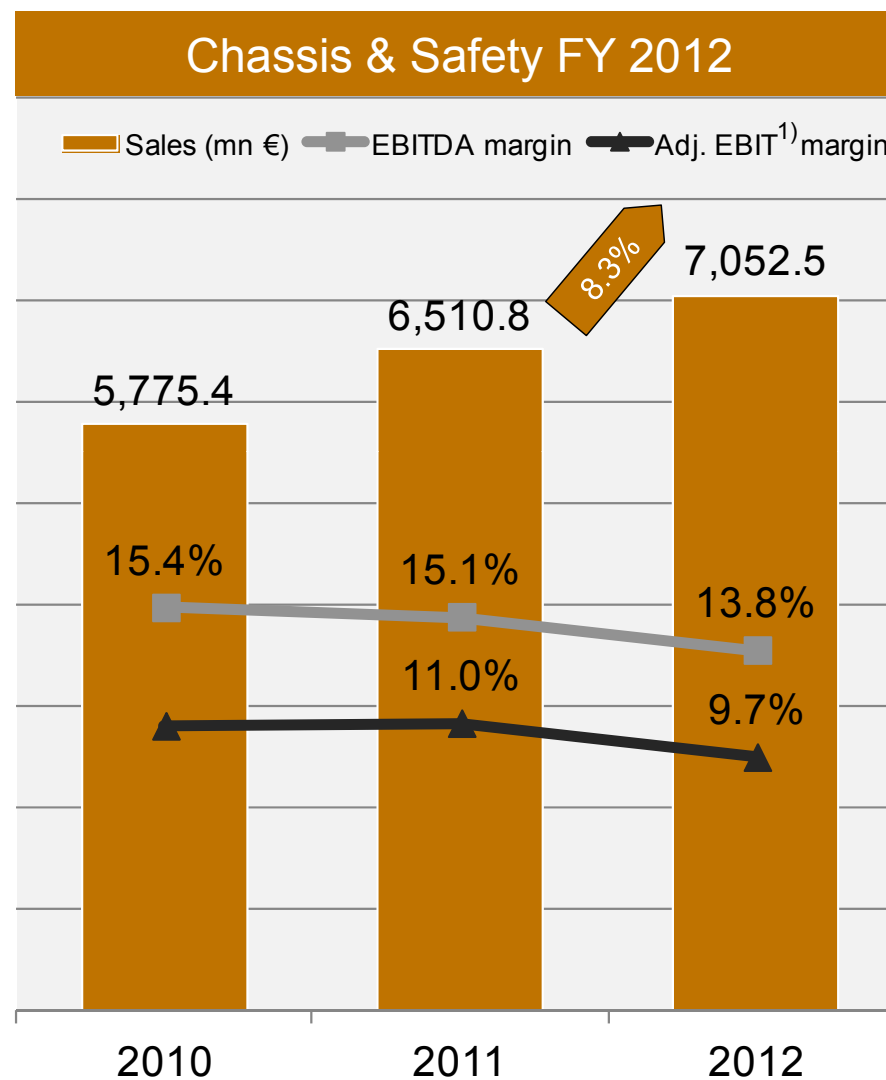
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# Back-up Capex 2010-2012

Preliminary

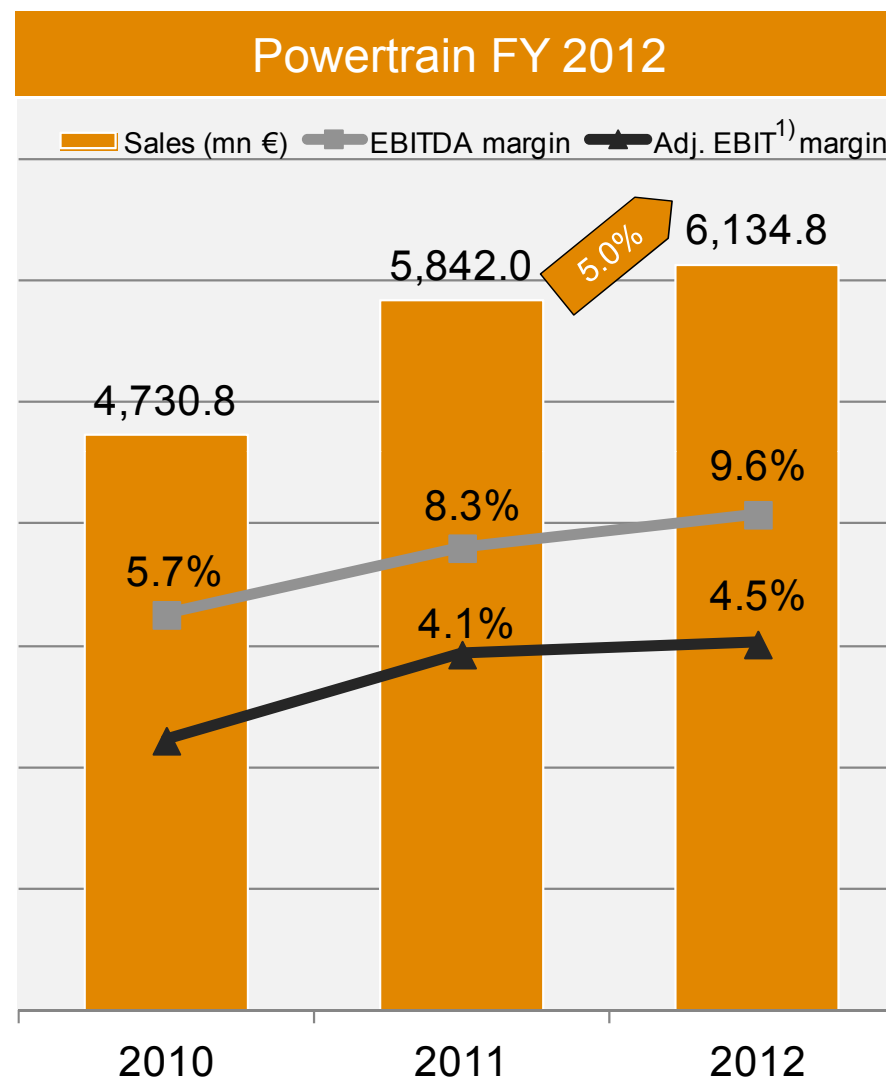


- ▶ Sales increased by 4.8% before consolidation and FX effects
- ▶ EBITDA decreased by €8.6 mn to €973.7 mn (-0.9%)
- ▶ Adj. EBIT<sup>1)</sup> decreased by €32.2 mn to €686.8 mn (adj. EBIT<sup>1)</sup> margin 9.7%)
- ▶ EBIT decreased by €23.4 mn to €638.5 mn (EBIT margin 9.1%)
- ▶ PPA effect in FY 2012: -€53.1 mn
- ▶ Special effects in FY 2012: +€4.8 mn



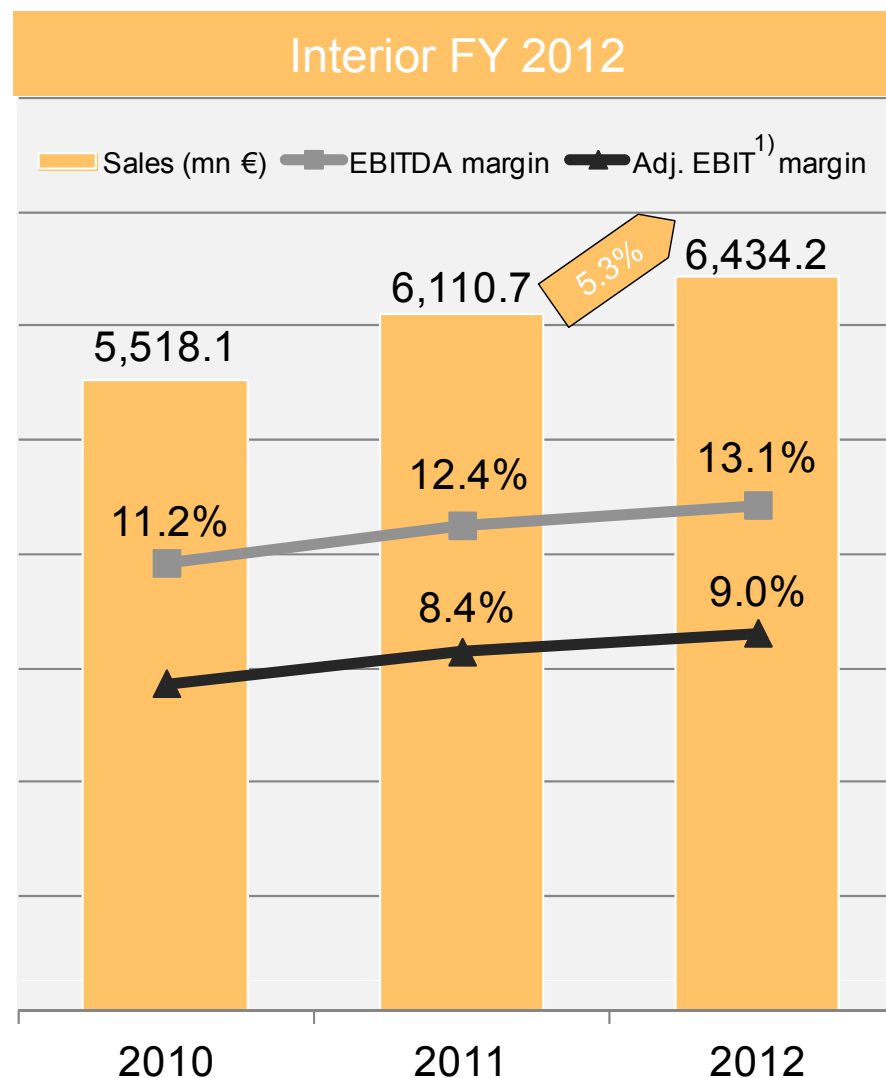
1) Before amortization of intangibles from PPA, consolidation and special effects;  
Refer to Fact Sheets for further details

- ▶ Sales increased by 1.9% before consolidation and FX effects
- ▶ EBITDA increased by €105.5 mn to €590.2 mn (+21.8%)
- ▶ Adj. EBIT<sup>1)</sup> increased by €37.8 mn to €278.6 mn (adj. EBIT<sup>1)</sup> margin 4.5%)
- ▶ EBIT decreased by €1.8 mn to €29.5 mn (EBIT margin 0.5%)
- ▶ PPA effect in FY 2012: -€175.9 mn
- ▶ Special effects in FY 2012: -€73.2 mn; thereof €75.6 mn goodwill impairment



1) Before amortization of intangibles from PPA, consolidation and special effects;  
Refer to Fact Sheets for further details

- ▶ Sales increased by 3.3% before consolidation and FX effects
- ▶ EBITDA increased by €81.8 mn to €840.6 mn (+10.8%)
- ▶ Adj. EBIT<sup>1)</sup> increased by €69.1 mn to €579.3 mn (adj. EBIT<sup>1)</sup> margin 9.0%)
- ▶ EBIT increased by €69.6 mn to €400.8 mn (EBIT margin 6.2%)
- ▶ PPA effect in FY 2012: -€206.1 mn
- ▶ Special effects in FY 2012: +€27.9 mn

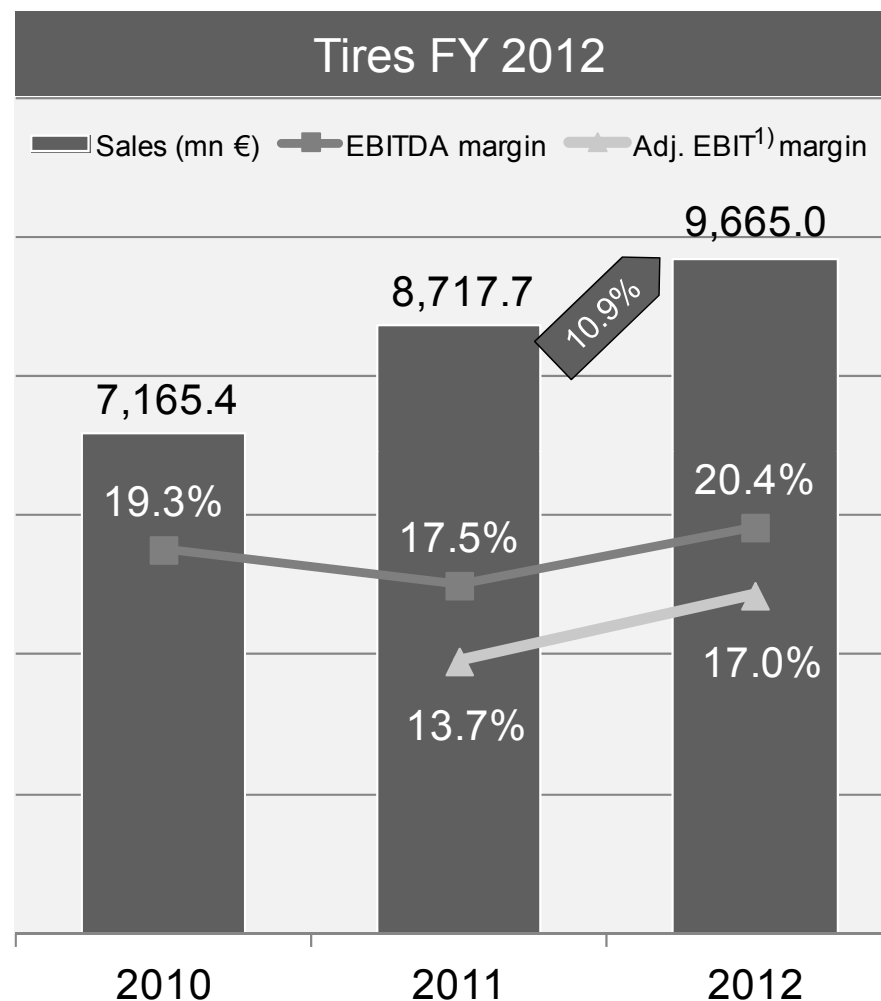


1) Before amortization of intangibles from PPA, consolidation and special effects;  
Refer to Fact Sheets for further details

## Back-up Rubber Group Financials – Tires

Preliminary

- ▶ Sales increased by +7.0% before consolidation and FX effects
- ▶ EBITDA increased by €447.5 mn to €1,974.0 mn (+29.3%)
- ▶ Adj. EBIT<sup>1)</sup> increased by €424.8 mn to €1,620.0 mn (adj. EBIT<sup>1)</sup> margin 17.0%)
- ▶ EBIT increased by €439.7 mn to €1,635.4 mn (EBIT margin 16.9%)
- ▶ Special effects in 2012: +€31.4 mn



1) Before amortization of intangibles from PPA, consolidation and special effects;  
Refer to Fact Sheets for further details

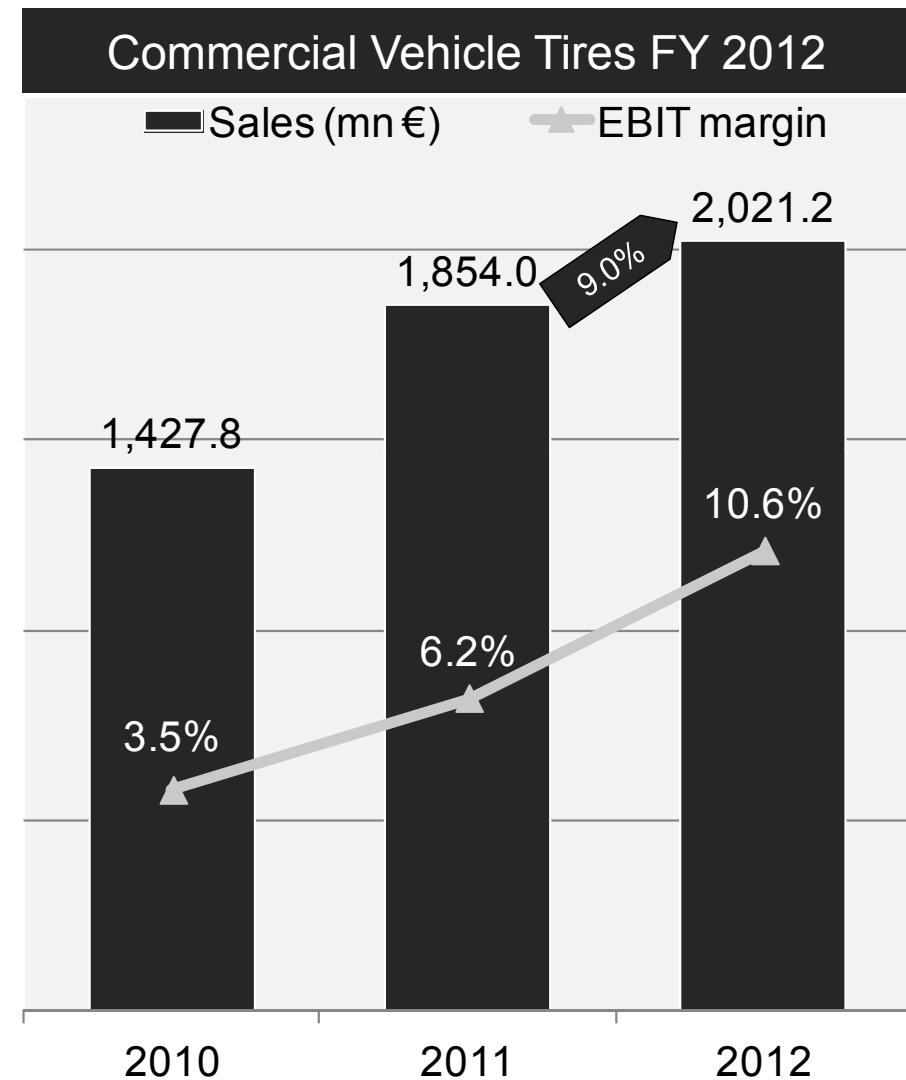
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## Back-up

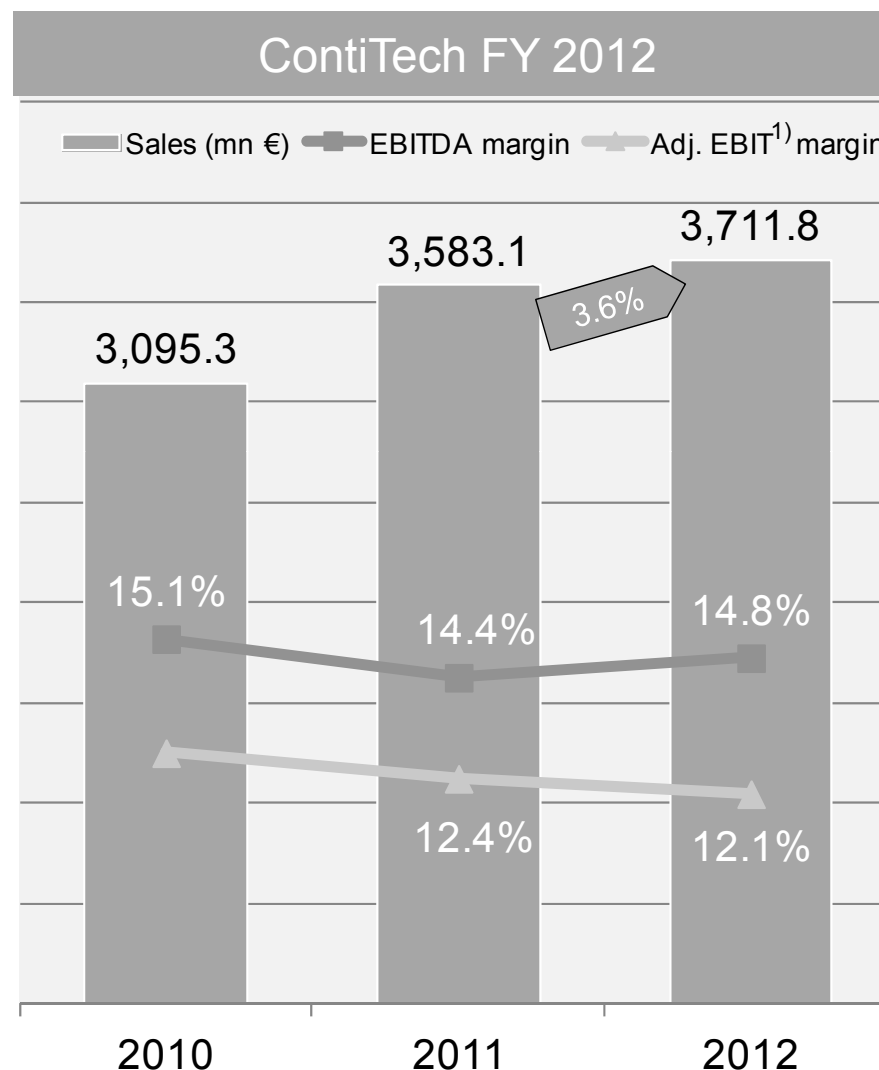
### Tires - Commercial Vehicle Tires

Preliminary

- ▶ Sales increased by +9.0%
- ▶ EBIT increased by €98.7 mn to €214.1 mn (EBIT margin 10.6%)



- ▶ Sales increased by +1.7% before consolidation and FX effects
- ▶ EBITDA increased by €32.7 mn to €547.7 mn (+6.3%)
- ▶ Adj. EBIT<sup>1)</sup> decreased by €1.1 mn to €444.1 mn (adj. EBIT<sup>1)</sup> margin 12.1%)
- ▶ EBIT increased by €25.3 mn to €442.4 mn (EBIT margin 11.9%);
- ▶ Special effects in 2012: +€7.4 mn



1) Before amortization of intangibles from PPA, consolidation and special effects;  
Refer to Fact Sheets for further details

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# Fact Sheets 2010-2012



# Fact Sheets

## Quarterly Sales Analysis

Preliminary

Sales (mn €)	2010					2011					2012				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>C&amp;S</b>	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	1,725.0	1,734.2	7,052.5
<b>Powertrain</b>	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	1,484.8	1,451.3	6,134.8
<b>Interior</b>	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	1,582.3	1,576.6	6,434.2
<b>Tires</b>	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	2,484.9	2,461.6	9,665.0
<b>ContiTech</b>	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	924.0	933.2	3,711.8
<b>Other / Consolidation</b>	-54.9	-60.2	-65.9	-57.1	-238.1	-67.2	-64.5	-68.1	-59.6	-259.4	-69.8	-64.4	-66.7	-61.2	-262.1
<b>Continental Corporation</b>	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	8,134.3	8,095.7	32,736.2

Changes Y-o-Y in %	2011					2012				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>C&amp;S</b>	19.5	8.7	11.2	12.0	12.7	12.0	11.2	8.1	2.3	8.3
<b>Powertrain</b>	26.4	21.5	30.0	16.9	23.5	16.4	7.5	-2.1	-0.9	5.0
<b>Interior</b>	14.2	5.4	13.1	10.7	10.7	8.6	6.6	3.8	2.2	5.3
<b>Tires</b>	27.9	15.0	23.2	21.6	21.7	19.5	11.9	10.7	3.0	10.9
<b>ContiTech</b>	26.2	18.1	15.0	5.5	15.8	4.2	1.7	2.6	6.0	3.6
<b>Continental Corporation</b>	22.5	13.1	18.9	14.6	17.1	13.3	8.7	5.4	2.3	7.3

# Fact Sheets

## Quarterly EBITDA Analysis

Preliminary

EBITDA (mn €)	2010					2011					2012				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>C&amp;S</b>	229.6	239.7	205.1	217.3	891.7	251.3	246.7	243.3	241.0	982.3	242.8	250.3	230.3	250.3	973.7
<b>Powertrain</b>	83.4	92.8	23.7	68.3	268.2	120.6	93.7	140.1	130.3	484.7	162.2	150.8	122.8	154.4	590.2
<b>Interior</b>	159.5	145.3	116.0	198.3	619.1	174.3	196.3	189.2	199.0	758.8	197.2	209.8	191.8	241.8	840.6
<b>Tires</b>	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	516.0	472.5	1,974.0
<b>ContiTech</b>	115.8	128.6	121.5	102.3	468.2	140.9	138.1	113.5	122.5	515.0	137.8	145.6	141.8	122.5	547.7
<b>Other / Consolidation</b>	-0.1	-38.8	-0.5	-3.5	-42.9	-15.1	-2.8	-18.6	-2.8	-39.3	-19.9	-14.5	-26.1	-11.1	-71.6
<b>Continental Corporation</b>	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	1,176.6	1,230.4	4,854.6

EBITDA margin in %	2010					2011					2012				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>C&amp;S</b>	17.0	16.3	14.3	14.4	15.4	15.5	15.4	15.3	14.2	15.1	13.4	14.1	13.4	14.4	13.8
<b>Powertrain</b>	7.5	7.7	2.0	5.5	5.7	8.6	6.4	9.2	8.9	8.3	10.0	9.6	8.3	10.6	9.6
<b>Interior</b>	11.9	10.1	8.6	14.2	11.2	11.4	13.0	12.4	12.9	12.4	11.9	13.0	12.1	15.3	13.1
<b>Tires</b>	19.4	20.2	17.6	20.0	19.3	18.0	17.7	16.5	17.9	17.5	19.5	22.3	20.8	19.2	20.4
<b>ContiTech</b>	16.5	16.6	15.5	12.3	15.1	15.9	15.1	12.6	13.9	14.4	14.9	15.6	15.3	13.1	14.8
<b>Continental Corporation</b>	14.8	14.1	12.1	14.1	13.8	14.0	13.9	13.4	14.1	13.9	14.2	15.5	14.5	15.2	14.8

Changes Y-o-Y in %	2011					2012				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>C&amp;S</b>	9.5	2.9	18.6	10.9	10.2	-3.4	1.5	-5.3	3.9	-0.9
<b>Powertrain</b>	44.6	1.0	491.1	90.8	80.7	34.5	60.9	-12.3	18.5	21.8
<b>Interior</b>	9.3	35.1	63.1	0.4	22.6	13.1	6.9	1.4	21.5	10.8
<b>Tires</b>	18.8	1.0	15.1	8.8	10.4	29.6	40.6	39.6	10.3	29.3
<b>ContiTech</b>	21.7	7.4	-6.6	19.7	10.0	-2.2	5.4	24.9	0.0	6.3
<b>Continental Corporation</b>	15.8	11.6	31.8	14.5	17.9	15.0	21.2	13.5	10.0	14.8

Adjusted EBIT (mn € <sup>1)</sup> )	2011					2012				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	184.8	178.3	177.2	178.7	719.0	173.1	179.3	157.1	177.3	686.8
Powertrain	55.4	62.3	69.9	53.2	240.8	87.7	78.3	47.8	64.8	278.6
Interior	119.0	129.6	119.5	142.1	510.2	141.8	146.8	129.8	160.9	579.3
Tires	278.9	283.9	285.8	346.6	1,195.2	378.4	437.3	428.6	375.7	1,620.0
ContiTech	118.2	115.4	112.4	99.2	445.2	115.4	123.3	105.2	100.2	444.1
Other / Consolidation	-22.4	-19.0	-21.1	-7.0	-69.5	-21.5	-16.7	-30.0	-18.2	-86.4
Continental Corporation	733.9	750.5	743.7	812.8	3,040.9	874.9	948.3	838.5	860.7	3,522.4

Adjusted EBIT* margin in %	2011					2012				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	11.4	11.1	11.1	10.5	11.0	9.6	10.1	9.1	10.2	9.7
Powertrain	4.0	4.3	4.6	3.6	4.1	5.4	5.0	3.2	4.5	4.5
Interior	7.8	8.6	7.9	9.2	8.4	8.5	9.1	8.2	10.2	9.0
Tires	14.1	13.5	12.7	14.5	13.7	16.3	19.0	17.4	15.4	17.0
ContiTech	13.3	12.6	12.5	11.3	12.4	12.5	13.3	11.5	11.2	12.1
Continental Corporation	10.0	10.0	9.6	10.3	10.0	10.6	11.7	10.3	10.7	10.8

Changes Y-o-Y in %										
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	-6.3	0.6	-11.3	-0.8	-4.5					
Powertrain	58.3	25.7	-31.6	21.8	15.7					
Interior	19.2	13.3	8.6	13.2	13.5					
Tires	35.7	54.0	50.0	8.4	35.5					
ContiTech	-2.4	6.8	-6.4	1.0	-0.2					
Continental Corporation	19.2	26.4	12.7	5.9	15.8					

# Fact Sheets

## Quarterly EBIT Analysis

Preliminary

EBIT (mn €)	2010					2011					2012				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>C&amp;S</b>	149.0	160.2	122.4	137.4	569.0	172.0	167.8	163.9	158.2	661.9	159.8	166.0	146.3	166.4	638.5
<b>Powertrain</b>	-21.6	-22.1	-101.7	-52.7	-198.1	13.0	-15.9	29.5	4.7	31.3	43.8	34.8	3.3	-52.4	29.5
<b>Interior</b>	54.9	40.3	12.0	89.8	197.0	71.8	94.3	84.7	80.4	331.2	90.6	100.1	78.9	131.2	400.8
<b>Tires</b>	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	426.2	395.7	1,635.4
<b>ContiTech</b>	92.2	104.7	94.8	77.9	369.6	116.9	114.1	89.3	96.8	417.1	113.3	121.2	116.5	91.4	442.4
<b>Other / Consolidation</b>	-0.7	-39.6	-1.2	-4.3	-45.8	-15.5	-3.2	-18.8	-2.8	-40.3	-19.9	-14.8	-26.1	-12.4	-73.2
<b>Continental Corporation</b>	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	745.1	719.9	3,073.4

EBIT margin in %	2010					2011					2012				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>C&amp;S</b>	11.0	10.9	8.5	9.1	9.9	10.6	10.5	10.3	9.3	10.2	8.8	9.3	8.5	9.6	9.1
<b>Powertrain</b>	-2.0	-1.8	-8.7	-4.2	-4.2	0.9	-1.1	1.9	0.3	0.5	2.7	2.2	0.2	-3.6	0.5
<b>Interior</b>	4.1	2.8	0.9	6.4	3.6	4.7	6.2	5.6	5.2	5.4	5.5	6.2	5.0	8.3	6.2
<b>Tires</b>	14.2	14.9	13.1	15.8	14.6	13.9	13.8	12.8	14.4	13.7	16.0	18.5	17.2	16.1	16.9
<b>ContiTech</b>	13.1	13.5	12.1	9.3	11.9	13.2	12.5	9.9	11.0	11.6	12.3	13.0	12.6	9.8	11.9
<b>Continental Corporation</b>	8.2	7.8	5.6	8.1	7.4	8.6	8.6	8.2	8.6	8.5	9.2	10.3	9.2	8.9	9.4

Changes Y-o-Y in %	2011					2012				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>C&amp;S</b>	15.4	4.7	33.9	15.1	16.3	-7.1	-1.1	-10.7	5.2	-3.5
<b>Powertrain</b>	160.2	28.1	129.0	108.9	115.8	236.9	318.9	-88.8	-1,214.9	-5.8
<b>Interior</b>	30.8	134.0	605.8	-10.5	68.1	26.2	6.2	-6.8	63.2	21.0
<b>Tires</b>	25.0	6.1	20.2	10.3	14.6	37.1	50.2	48.5	15.4	36.8
<b>ContiTech</b>	26.8	9.0	-5.8	24.3	12.9	-3.1	6.2	30.5	-5.6	6.1
<b>Continental Corporation</b>	28.2	25.2	74.1	21.7	34.2	20.8	30.2	17.2	5.8	18.3

# Fact Sheets

## Consolidated Statement of Income

Preliminary

Reconciliation of EBIT to net income (mn €)	YE 2010	YE 2011	YE 2012	Q4/10	Q4/11	Q4/12
Chassis & Safety	569.0	661.9	638.5	137.4	158.2	166.4
Powertrain	-198.1	31.3	29.5	-52.7	4.7	-52.4
Interior	197.0	331.2	400.8	89.8	80.4	131.2
Tires	1,043.5	1,195.7	1,635.4	310.9	342.9	395.7
ContiTech	369.6	417.1	442.4	77.9	96.8	91.4
Other / consolidation	-45.8	-40.3	-73.2	-4.3	-2.8	-12.4
<b>EBIT</b>	<b>1,935.2</b>	<b>2,596.9</b>	<b>3,073.4</b>	<b>559.0</b>	<b>680.2</b>	<b>719.9</b>
Net interest expense	-697.2	-735.5	-406.8	-165.8	-174.5	-91.5
<b>Earnings before income taxes</b>	<b>1,238.0</b>	<b>1,861.4</b>	<b>2,666.6</b>	<b>393.2</b>	<b>505.7</b>	<b>628.4</b>
Income tax expense	-592.1	-536.2	-698.7	-160.4	-126.7	-162.7
<b>Net income</b>	<b>645.9</b>	<b>1,325.2</b>	<b>1,967.9</b>	<b>232.8</b>	<b>379.0</b>	<b>465.7</b>
Non-controlling interests	-69.9	-83.0	-84.4	-19.8	-30.5	-34.6
<b>Net income attributable to the shareholders of the parent</b>	<b>576.0</b>	<b>1,242.2</b>	<b>1,883.5</b>	<b>213.0</b>	<b>348.5</b>	<b>431.1</b>
<b>Earnings per share (in EUR)</b>	<b>2.88</b>	<b>6.21</b>	<b>9.42</b>	<b>1.07</b>	<b>1.74</b>	<b>2.16</b>
<b>Diluted earnings per share (in EUR)</b>	<b>2.88</b>	<b>6.21</b>	<b>9.42</b>	<b>1.07</b>	<b>1.74</b>	<b>2.16</b>
<b>Number of shares</b>	<b>200.0</b>	<b>200.0</b>	<b>200.0</b>	<b>200.0</b>	<b>200.0</b>	<b>200.0</b>

## Consolidated Statement of Financial Position – Assets

Preliminary

(mn €)	Dec. 31, 2012	Dec. 31, 2011
Goodwill	5,622.2	5,692.4
Other intangible assets	945.1	1,365.9
Property, plant and equipment	7,391.0	6,608.5
Investment property	19.8	19.0
Investments in at-equity accounted investees	376.5	480.2
Other investments	6.9	6.9
Deferred tax assets	639.1	565.8
Defined benefit assets	101.1	102.9
Long-term derivative instruments and interest-bearing investments	433.9	193.2
Other long-term financial assets	23.8	26.7
Other long-term assets	14.1	14.0
<b>Non-current assets</b>	<b>15,573.5</b>	<b>15,075.5</b>
Inventories	2,998.7	2,989.7
Trade accounts receivable	4,993.3	5,341.5
Other short-term financial assets	321.8	263.5
Other short-term assets	661.4	624.0
Income tax receivables	77.9	101.7
Short-term derivative instruments and interest-bearing investments	102.3	55.9
Cash and cash equivalents	2,397.2	1,541.2
Assets held for sale	211.8	45.4
<b>Current assets</b>	<b>11,764.4</b>	<b>10,962.9</b>
<b>Total assets</b>	<b>27,337.9</b>	<b>26,038.4</b>

(mn €)	Dec. 31, 2012	Dec. 31, 2011
Subscribed capital	512.0	512.0
Capital reserves	4,155.6	4,155.6
Retained earnings	4,038.1	2,454.6
Other comprehensive income	61.7	23.9
<b>Equity attributable to the shareholders of the parent</b>	<b>8,767.4</b>	<b>7,146.1</b>
Non-controlling interests	377.4	397.2
<b>Total equity</b>	<b>9,144.8</b>	<b>7,543.3</b>
Provisions for pension liabilities and similar obligations	1,477.2	1,432.2
Deferred tax liabilities	274.5	269.3
Long-term provisions for other risks and obligations	308.5	321.8
Long-term portion of indebtedness	4,181.0	6,048.0
Other long-term financial liabilities	13.1	8.0
Other long-term liabilities	52.7	57.1
<b>Non-current liabilities</b>	<b>6,307.0</b>	<b>8,136.4</b>
Trade accounts payable	4,344.6	4,111.4
Income tax payables	713.3	648.2
Short-term provisions for other risks and obligations	597.0	905.1
Indebtedness	4,072.3	2,514.4
Other short-term financial liabilities	1,406.9	1,415.2
Other short-term liabilities	751.2	764.4
Liabilities held for sale	0.8	—
<b>Current liabilities</b>	<b>11,886.1</b>	<b>10,358.7</b>
<b>Total equity and liabilities</b>	<b>27,337.9</b>	<b>26,038.4</b>

# Fact Sheets

## Consolidated Cash Flow Statement

Preliminary

(mn €)	2012	2011
<b>Net income</b>	<b>1,967.9</b>	<b>1,325.2</b>
Income tax expense	698.7	536.2
Net interest expense	406.8	735.5
<b>EBIT</b>	<b>3,073.4</b>	<b>2,596.9</b>
Interest paid	-602.3	-691.0
Interest received	27.8	29.0
Income tax paid	-683.5	-465.6
Dividends received	57.6	45.8
Depreciation, amortization and impairments	1,781.2	1,631.1
At-equity share in earnings of associates and accrued dividend income from other investments, incl. impairments	-71.1	-90.0
Gains from the disposal of assets, companies and business operations	-10.8	-19.4
Other non-cash items	-13.3	-29.1
Changes in		
Inventories	1.0	-335.3
Trade accounts receivable	359.7	-810.8
notes sold	—	-6.7
trade accounts payable	203.2	596.9
pension and similar obligations	48.5	-2.8
other assets and liabilities	-386.9	-160.4
<b>Cash flow arising from operating activities</b>	<b>3,784.5</b>	<b>2,288.6</b>
Proceeds on disposal of property, plant and equipment, and intangible assets	34.2	59.3
Capital expenditure on property, plant and equipment, and software	-2,017.6	-1,721.2
Capital expenditure on intangible assets from development projects and miscellaneous	-63.1	-92.1
Proceeds on the disposal of companies and business operations	7.1	10.4
Acquisition of companies and business operations	-92.6	-54.5
<b>Cash flow used for investing activities</b>	<b>-2,132.0</b>	<b>-1,798.1</b>
<b>Cash flow before financing activities (free cash flow)</b>	<b>1,652.5</b>	<b>490.5</b>
Changes in short-term debt	-336.8	945.8
Proceeds from the issuance of long-term debt	1,102.0	52.5
Principal repayments on long-term debt	-1,192.9	-1,398.8
Successive purchases	-18.1	-0.4
Dividends paid	-300.0	—
Dividends paid and repayment of capital to non-controlling interests	-49.5	-37.9
Cash and cash equivalents arising from first consolidation of subsidiaries	4.8	—
<b>Cash used for financing activities</b>	<b>-790.5</b>	<b>-438.8</b>
<b>Change in cash and cash equivalents</b>	<b>862.0</b>	<b>51.7</b>
Cash and cash equivalents as at January 1	1,541.2	1,471.3
Effect of exchange rate changes on cash and cash equivalents	-6.0	18.2
<b>Cash and cash equivalents as at December 31</b>	<b>2,397.2</b>	<b>1,541.2</b>



	<u>Chassis &amp; Safety</u>		<u>Powertrain</u>		<u>Interior</u>		<u>Tires</u>		<u>ContiTech</u>		<u>Cons./Corr.</u>		<u>Corporation</u>	
	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012
<b>EBIT</b>	<b>661.9</b>	<b>638.5</b>	<b>31.3</b>	<b>29.5</b>	<b>331.2</b>	<b>400.8</b>	<b>1,195.7</b>	<b>1,635.4</b>	<b>417.1</b>	<b>442.4</b>	<b>-40.3</b>	<b>-73.2</b>	<b>2,596.9</b>	<b>3,073.4</b>
in % of sales	10.2%	9.1%	0.5%	0.5%	5.4%	6.2%	13.7%	16.9%	11.6%	11.9%			8.5%	9.4%
<b>Amortization of intangible assets from PPA</b>	<b>53.0</b>	<b>53.1</b>	<b>173.9</b>	<b>175.9</b>	<b>201.5</b>	<b>206.1</b>	<b>4.3</b>	<b>5.2</b>	<b>2.9</b>	<b>5.1</b>	<b>-0.1</b>	<b>0.1</b>	<b>435.5</b>	<b>445.5</b>
<b>Total special effects</b>	<b>1.8</b>	<b>-4.8</b>	<b>35.6</b>	<b>73.2</b>	<b>-20.2</b>	<b>-27.9</b>	<b>-4.8</b>	<b>-31.4</b>	<b>25.2</b>	<b>-7.4</b>	<b>-29.1</b>	<b>-13.3</b>	<b>8.5</b>	<b>-11.6</b>
<b>Total consolidation effects *</b>	<b>2.3</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>-2.3</b>	<b>0.3</b>	<b>0.0</b>	<b>10.8</b>	<b>0.0</b>	<b>4.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>15.1</b>
<b>Total consolidation &amp; special effects</b>	<b>4.1</b>	<b>-4.8</b>	<b>35.6</b>	<b>73.2</b>	<b>-22.5</b>	<b>-27.6</b>	<b>-4.8</b>	<b>-20.6</b>	<b>25.2</b>	<b>-3.4</b>	<b>-29.1</b>	<b>-13.3</b>	<b>8.5</b>	<b>3.5</b>
<b>Adjusted operating result (adj. EBIT) **</b>	<b>719.0</b>	<b>686.8</b>	<b>240.8</b>	<b>278.6</b>	<b>510.2</b>	<b>579.3</b>	<b>1,195.2</b>	<b>1,620.0</b>	<b>445.2</b>	<b>444.1</b>	<b>-69.5</b>	<b>-86.4</b>	<b>3,040.9</b>	<b>3,522.4</b>
in % of adjusted sales	11.0%	9.7%	4.1%	4.5%	8.4%	9.0%	13.7%	17.0%	12.4%	12.1%			10.0%	10.8%

\* Structural change between Interior and Chassis & Safety; Omitec since 07/2012; Conti Trade Expansion, Modi since 08/2011; Tianjin since 06/2011, MIRS since 07/2011, Freudenberg sealing systems since 08/2012, Parker Hannifin automotive air-conditioning hose lines since 10/2012.

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

	Chassis & Safety		Powertrain		Interior		Tires		ContiTech		Cons./Corr.		Corporation	
	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011	2012
<b>EBIT</b>	<b>158.2</b>	<b>166.4</b>	<b>4.7</b>	<b>-52.4</b>	<b>80.4</b>	<b>131.2</b>	<b>342.9</b>	<b>395.7</b>	<b>96.8</b>	<b>91.4</b>	<b>-2.8</b>	<b>-12.4</b>	<b>680.2</b>	<b>719.9</b>
in % of sales	9.3%	9.6%	0.3%	-3.6%	5.2%	8.3%	14.4%	16.1%	11.0%	9.8%			8.6%	8.9%
<b>Amortization of intangible assets from PPA</b>	<b>13.3</b>	<b>13.2</b>	<b>43.5</b>	<b>43.0</b>	<b>50.8</b>	<b>50.8</b>	<b>1.4</b>	<b>1.1</b>	<b>0.7</b>	<b>3.2</b>	<b>-0.2</b>	<b>0.1</b>	<b>109.5</b>	<b>111.4</b>
<b>Total special effects</b>	<b>6.6</b>	<b>-2.3</b>	<b>5.0</b>	<b>74.2</b>	<b>11.5</b>	<b>-21.1</b>	<b>2.3</b>	<b>-21.6</b>	<b>1.7</b>	<b>4.8</b>	<b>-4.0</b>	<b>-5.9</b>	<b>23.1</b>	<b>28.1</b>
<b>Total consolidation effects *</b>	<b>0.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>-0.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.5</b>	<b>0.0</b>	<b>0.8</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>1.3</b>
<b>Total consolidation &amp; special effects</b>	<b>7.2</b>	<b>-2.3</b>	<b>5.0</b>	<b>74.2</b>	<b>10.9</b>	<b>-21.1</b>	<b>2.3</b>	<b>-21.1</b>	<b>1.7</b>	<b>5.6</b>	<b>-4.0</b>	<b>-5.9</b>	<b>23.1</b>	<b>29.4</b>
<b>Adjusted operating result (adj. EBIT) **</b>	<b>178.7</b>	<b>177.3</b>	<b>53.2</b>	<b>64.8</b>	<b>142.1</b>	<b>160.9</b>	<b>346.6</b>	<b>375.7</b>	<b>99.2</b>	<b>100.2</b>	<b>-7.0</b>	<b>-18.2</b>	<b>812.8</b>	<b>860.7</b>
in % of adjusted sales	10.5%	10.2%	3.6%	4.5%	9.2%	10.2%	14.5%	15.4%	11.3%	11.2%			10.3%	10.7%

\* Structural change between Interior and Chassis & Safety; Omitec since 07/2012; Conti Trade Expansion, Modi since 08/2011; Tianjin since 06/2011, MIRS since 07/2011, Freudenberg sealing systems since 08/2012, Parker Hannifin automotive air-conditioning hose lines since 10/2012.

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

	Q4 2011/2012								YTD January - December 2011/2012							
	Automotive 2011 2012		Rubber 2011 2012		Cons./Corr. 2011 2012		Corporation 2011 2012		Automotive 2011 2012		Rubber 2011 2012		Cons./Corr. 2011 2012		Corporation 2011 2012	
<b>EBIT</b>	<b>243.4</b>	<b>245.2</b>	<b>439.7</b>	<b>487.1</b>	<b>-2.9</b>	<b>-12.4</b>	<b>680.2</b>	<b>719.9</b>	<b>1,024.5</b>	<b>1,068.8</b>	<b>1,612.8</b>	<b>2,077.8</b>	<b>-40.4</b>	<b>-73.2</b>	<b>2,596.9</b>	<b>3,073.4</b>
in % of sales	5.2%	5.2%	13.6%	14.4%			8.6%	8.9%	5.6%	5.5%	13.2%	15.7%			8.5%	9.4%
<b>Amortization of intangible assets from PPA</b>	<b>107.6</b>	<b>107.0</b>	<b>2.1</b>	<b>4.3</b>	<b>-0.2</b>	<b>0.1</b>	<b>109.5</b>	<b>111.4</b>	<b>428.4</b>	<b>435.1</b>	<b>7.2</b>	<b>10.3</b>	<b>-0.1</b>	<b>0.1</b>	<b>435.5</b>	<b>445.5</b>
<b>Total special effects</b>	<b>23.1</b>	<b>50.8</b>	<b>4.0</b>	<b>-16.8</b>	<b>-4.0</b>	<b>-5.9</b>	<b>23.1</b>	<b>28.1</b>	<b>17.2</b>	<b>40.5</b>	<b>20.4</b>	<b>-38.8</b>	<b>-29.1</b>	<b>-13.3</b>	<b>8.5</b>	<b>-11.6</b>
<b>Total consolidation effects *</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>1.3</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>1.3</b>	<b>0.0</b>	<b>0.3</b>	<b>0.0</b>	<b>14.8</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>15.1</b>
<b>Total consolidation &amp; special effects</b>	<b>23.1</b>	<b>50.8</b>	<b>4.0</b>	<b>-15.5</b>	<b>-4.0</b>	<b>-5.9</b>	<b>23.1</b>	<b>29.4</b>	<b>17.2</b>	<b>40.8</b>	<b>20.4</b>	<b>-24.0</b>	<b>-29.1</b>	<b>-13.3</b>	<b>8.5</b>	<b>3.5</b>
<b>Adjusted operating result (adj. EBIT) **</b>	<b>374.1</b>	<b>403.0</b>	<b>445.8</b>	<b>475.9</b>	<b>-7.1</b>	<b>-18.2</b>	<b>812.8</b>	<b>860.7</b>	<b>1,470.1</b>	<b>1,544.7</b>	<b>1,640.4</b>	<b>2,064.1</b>	<b>-69.6</b>	<b>-86.4</b>	<b>3,040.9</b>	<b>3,522.4</b>
in % of adjusted sales	8.0%	8.5%	13.8%	14.4%			10.3%	10.7%	8.0%	7.9%	13.5%	15.8%			10.0%	10.8%

\* Structural change between Interior and Chassis & Safety; Omitec since 07/2012; Conti Trade Expansion, Modi since 08/2011; Tianjin since 06/2011, MIRS since 07/2011, Freudenberg sealing systems since 08/2012, Parker Hannifin automotive air-conditioning hose lines since 10/2012.

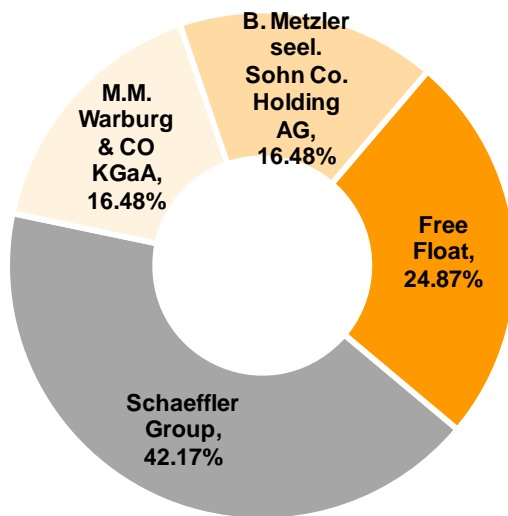
\*\* Before amortization of intangible assets from PPA, changes in the scope of consolidation and special effects.

6)

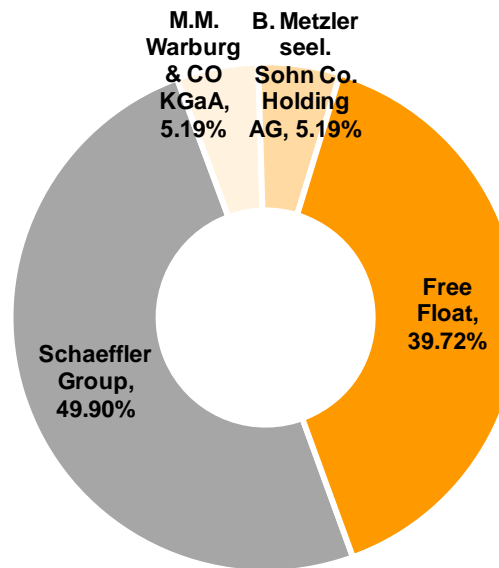
## Back-up

### Shareholder Structure Since September 25, 2012

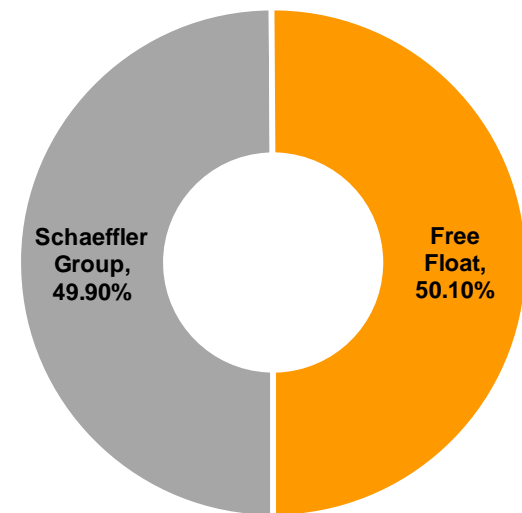
Shareholder Structure at  
Dec. 31, 2010



Shareholder Structure at  
Dec. 31, 2011



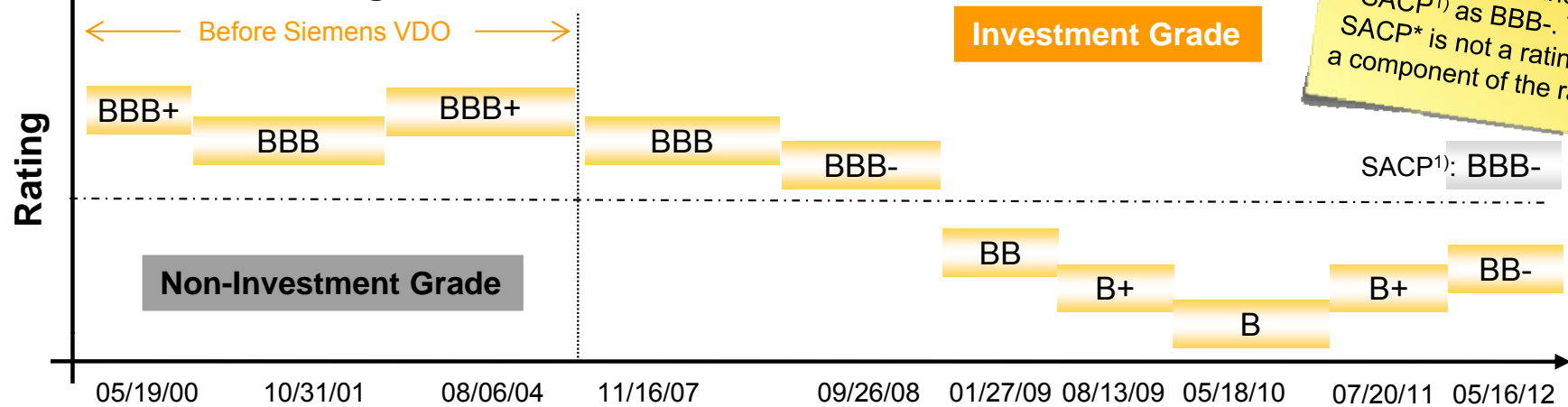
Shareholder Structure  
since Sept. 25, 2012



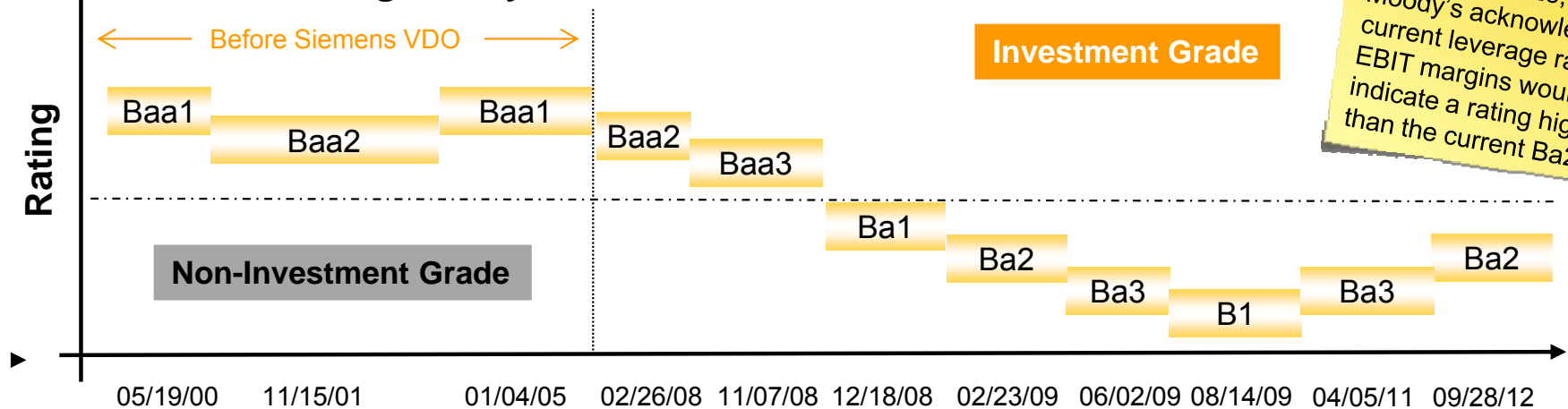
6)

# Back-up Rating Development Since 2000

## Credit Rating Standard & Poor's:



## Credit Rating Moody's:



1) SACP = Stand-alone credit profile

# References

## Useful Links and References

Continental Investor Relations Website	<a href="http://www.continental-ir.com">http://www.continental-ir.com</a>
Annual and Interim Reports	<a href="http://www.conti-online.com/coremedia/generator/www/com/en/continental/portal/themes/ir/financial_reports/01_reports/form_en.html">http://www.conti-online.com/coremedia/generator/www/com/en/continental/portal/themes/ir/financial_reports/01_reports/form_en.html</a>
Fact Book Fiscal Year 2012	<a href="http://www.conti-online.com/coremedia/generator/www/com/en/continental/portal/themes/ir/financial_reports/fact_book/download/factbook_2012_en.pdf">http://www.conti-online.com/coremedia/generator/www/com/en/continental/portal/themes/ir/financial_reports/fact_book/download/factbook_2012_en.pdf</a>
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Sustainability at Continental (Presentation and Fact Sheet for investors)	<a href="http://www.conti-online.com/coremedia/generator/www/com/en/continental/portal/themes/ir/hidden/sustainability_en.html">http://www.conti-online.com/coremedia/generator/www/com/en/continental/portal/themes/ir/hidden/sustainability_en.html</a>
Corporate Social Responsibility Report	<a href="http://www.continental-sustainability.com">www.continental-sustainability.com</a>
Corporate Governance Principles	<a href="http://www.conti-online.com/generator/www/com/en/continental/portal/themes/ir/corporate_governance/principles/download/governance_principles_2011_04_28_en.pdf">http://www.conti-online.com/generator/www/com/en/continental/portal/themes/ir/corporate_governance/principles/download/governance_principles_2011_04_28_en.pdf</a>
Continental Share	<a href="http://www.conti-online.com/coremedia/generator/www/com/en/continental/portal/themes/ir/share/overview_share_en.html">http://www.conti-online.com/coremedia/generator/www/com/en/continental/portal/themes/ir/share/overview_share_en.html</a>
Continental Bonds and Rating	<a href="http://www.conti-online.com/coremedia/generator/www/com/en/continental/portal/themes/ir/bonds/overview_creditor_relations.html">http://www.conti-online.com/coremedia/generator/www/com/en/continental/portal/themes/ir/bonds/overview_creditor_relations.html</a>