
Continental



Financial Results Q1 2013

Hanover - May 3, 2013

AGENDA

1) Corporation Highlights

2) Automotive Group

3) Rubber Group

4) Indebtedness and Cash Flow

5) Outlook

6) Back-up & Fact Sheets 2011 – Q1 2013

- ▶ **Sales down by 3% to €8.0 bn**; organic sales declined 3%
- ▶ **Adj. EBIT¹⁾ margin at 10%** - adj. EBIT¹⁾ at €796 mn
(PPA and special effects -€50 mn)
- ▶ **NIAT²⁾ down to €441 mn** due to lower EBIT and higher net interest expense
(IAS 39 – change in fair value of derivative instruments)
- ▶ **Free cash flow of -€311 mn** due to reversed NWC effects and positively
impacted by €164 mn net cash from acquisitions & disposals³⁾
- ▶ **Net indebtedness slightly up to €5.6 bn;**
Gearing ratio down 1%-point to 64%⁴⁾
- ▶ **Dividend proposal: €2.25⁵⁾ per share (+50%)**
- ▶ **Sustained value creation: trailing ROCE⁶⁾ down by 30 bps to 18.5%**
- ▶ **Debt Issuance Program in place since May 2nd, totaling €5 bn**

1) Before amortization of intangibles from PPA, consolidation and special effects; applying IAS 19 (rev. 2011)

2) Attributable to the shareholders of the parent

3) Acquisition and disposals of companies and business operations

4) Gearing ratio calculated by applying IAS 19 (rev. 2011); Gearing ratio at YE 2012 was 58% before applying IAS 19 (rev. 2011) and 65% thereafter

5) Topic for approval of the ASM on May 15, 2013

6) Reported EBIT (LTM) – applying IAS 19 (rev. 2011) – divided by average operating assets (LTM)

Corporation Highlights

Divisional Highlights Q1 2013

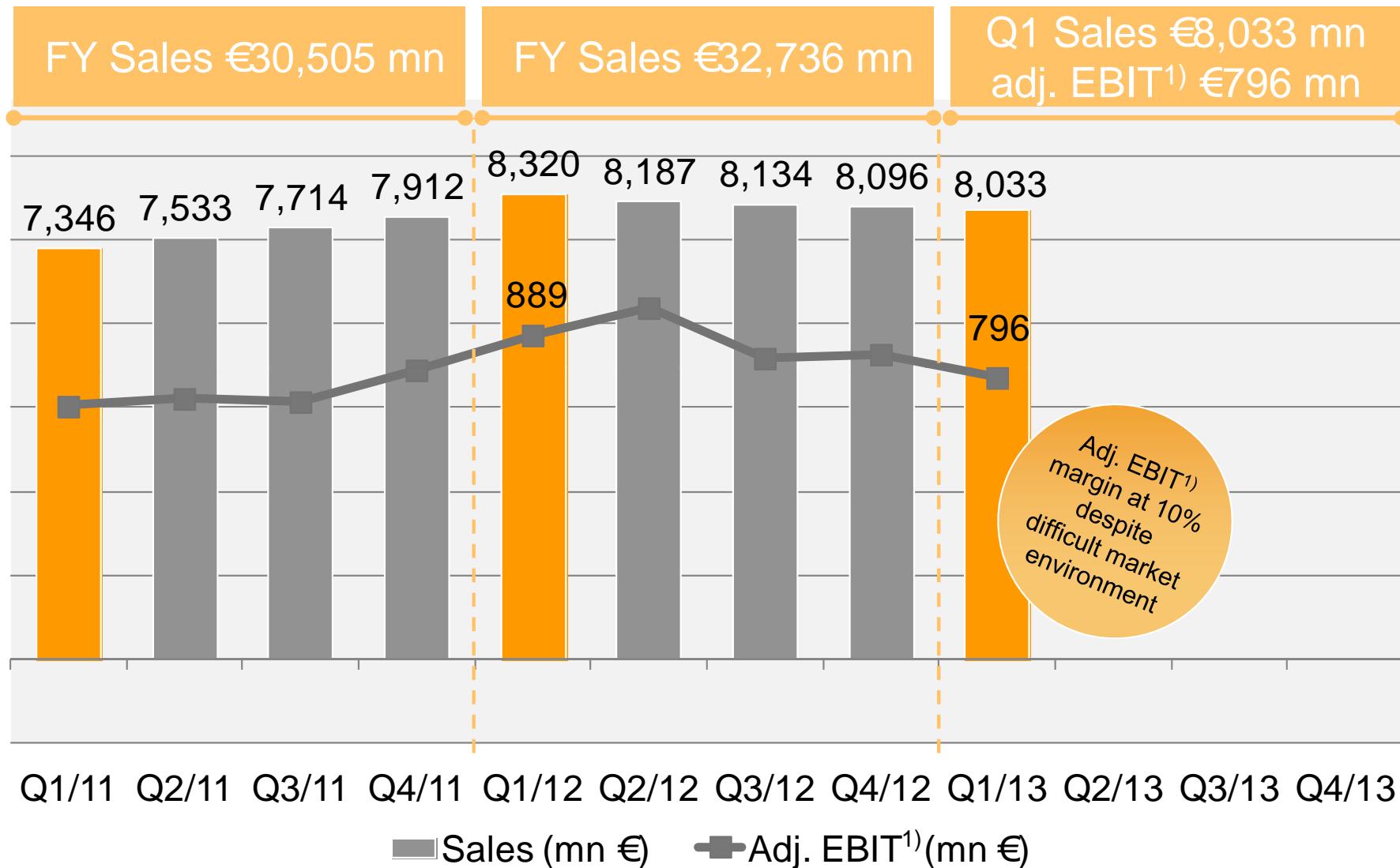
- ▶ **Chassis & Safety** at 9.4% adj. EBIT¹⁾ margin (PY: 9.9%), organic sales up by 0.7% mainly due to strong growth in ADAS (+51% unit sales)
- ▶ **Powertrain** at 3.8% adj. EBIT¹⁾ margin (PY: 5.5%); organic sales decreased by 6.1%; R&D²⁾ sustained at high level (10% of sales) as new orders will support sales starting in H2/13
- ▶ **Interior** at 7.7% adj. EBIT¹⁾ margin (PY 8.6%); R&D²⁾ expenses increased by 19% YOY, organic sales declined by 1.5% due to weak development in Connectivity and CV business
- ▶ **Automotive Group** organic sales declined by 2.2%; R&D²⁾ ratio increased by 120 bps; Order backlog at the end of Q1/13 at same high level as in previous year

- ▶ **Tires** adj. EBIT¹⁾ margin improved by 50 bps to 16.5% YOY; PLT volumes down by 6% in Q1 but only -1% on sales day adjusted basis. PC & LT tire replacement demand weaker than expected in Europe (-10%) and NAFTA (-2%); winter tire inventory levels further improved
 - ▶ **CVT** EBIT margin up 10 bps at 10.3%; volumes down by 4% in Q1/13
- ▶ **ContiTech** adj. EBIT¹⁾ margin down by 50 bps to 12.2%, mainly due to effects from consolidation of Parker Hannifin and Freudenberg; organic sales down by 2.2%
- ▶ **Rubber Group organic sales declined by 4.2%**; adj. EBIT¹⁾ margin increased by 20 bps to 15.4%; raw material cost relief amounted to approx. €90 mn in Q1/13

1)

Corporation Highlights

Sales and Adjusted EBIT¹⁾ by Quarter

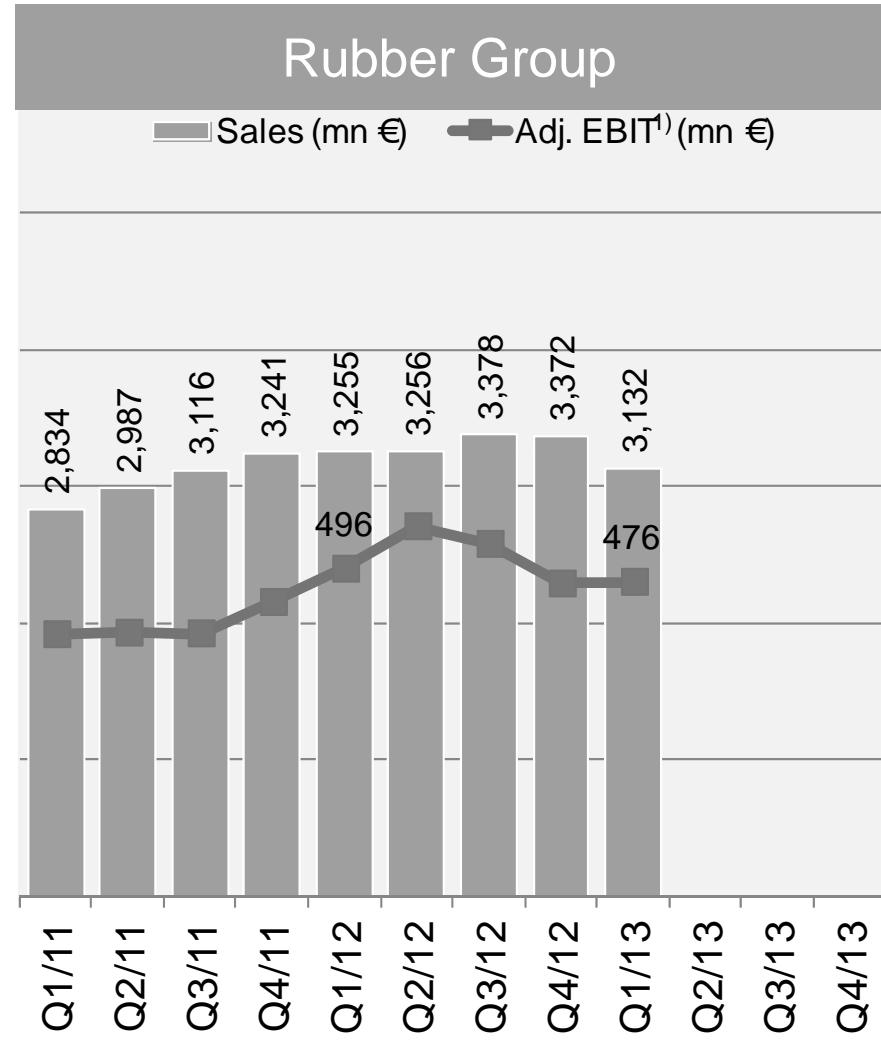
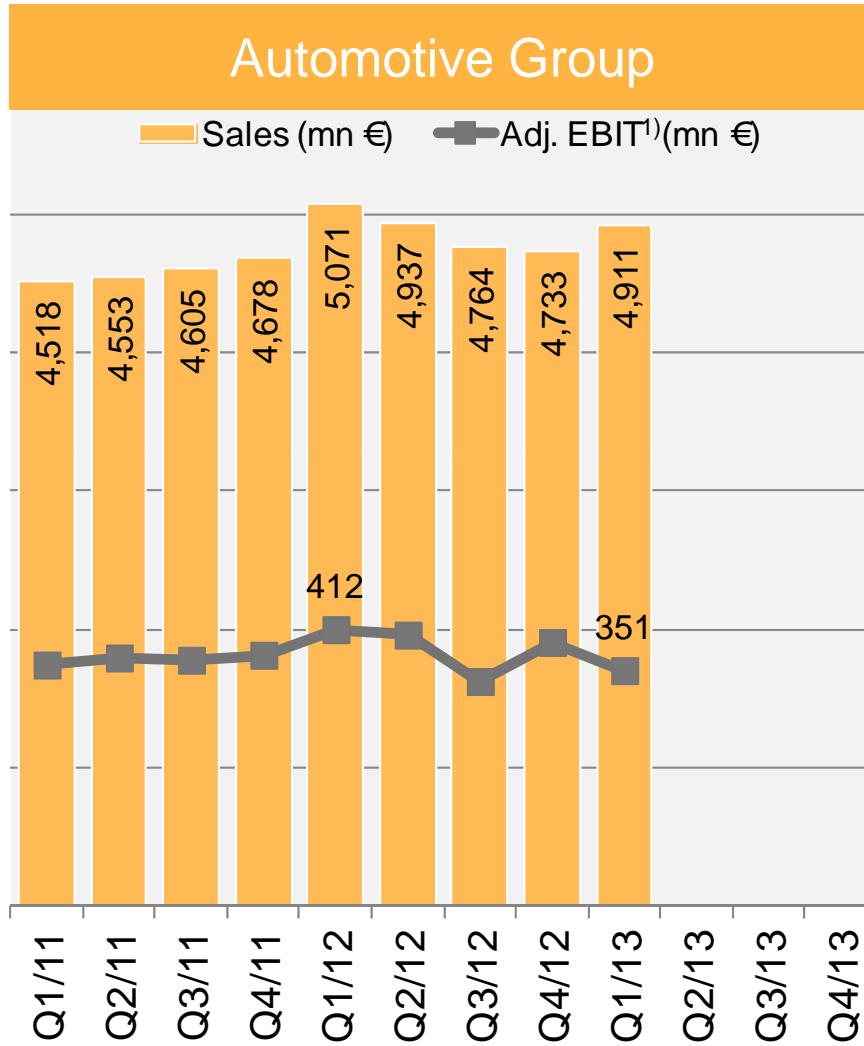


1) Before amortization of intangibles from PPA, consolidation and special effects; applying IAS 19 (rev.2011) for 2012 & 2013

1)

Corporation Highlights

Automotive and Rubber Group by Quarter



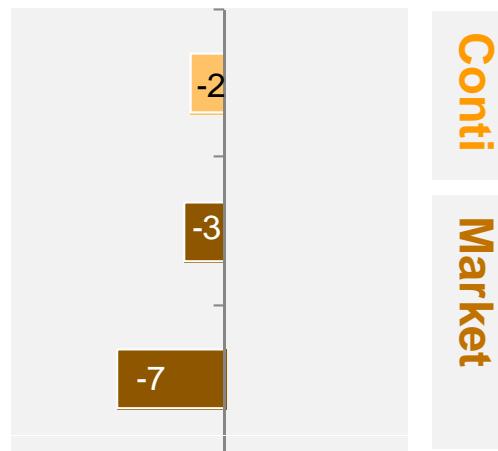
1) Before amortization of intangibles from PPA, consolidation and special effects; applying IAS 19 (rev. 2011) for 2012 & 2013

1)

Corporation Highlights

Growth Profile Q1 2013 in %

Conti Automotive
Group org.
sales growth



Conti

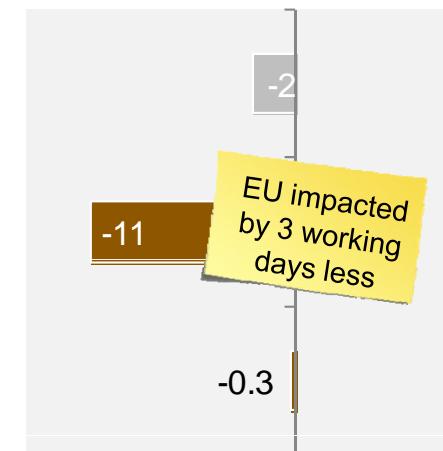
Market

PC & LT prod.
growth ww
PC & LT prod.
growth EU/NAFTA

ContiTech
org. sales
growth

PC & LT prod.
growth Europe

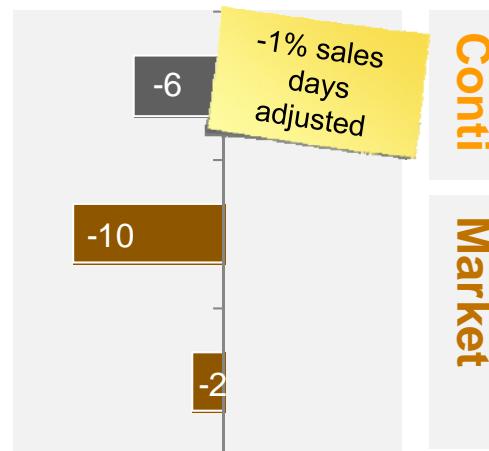
GDP growth
Eurozone 2012¹⁾



Conti

Market

Passenger &
Light Truck Tires
unit sales growth



Conti

Market

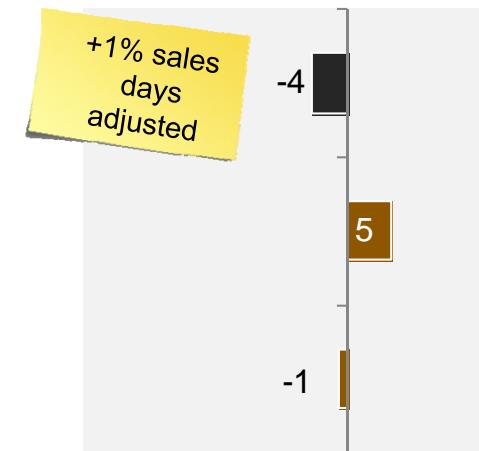
Replacement
tire volume
growth Europe

Replacement
tire volume
growth NAFTA

Commercial
Vehicle Tires
unit sales growth

Replacement
tire volume
growth Europe

Replacement
tire volume
growth NAFTA



Conti

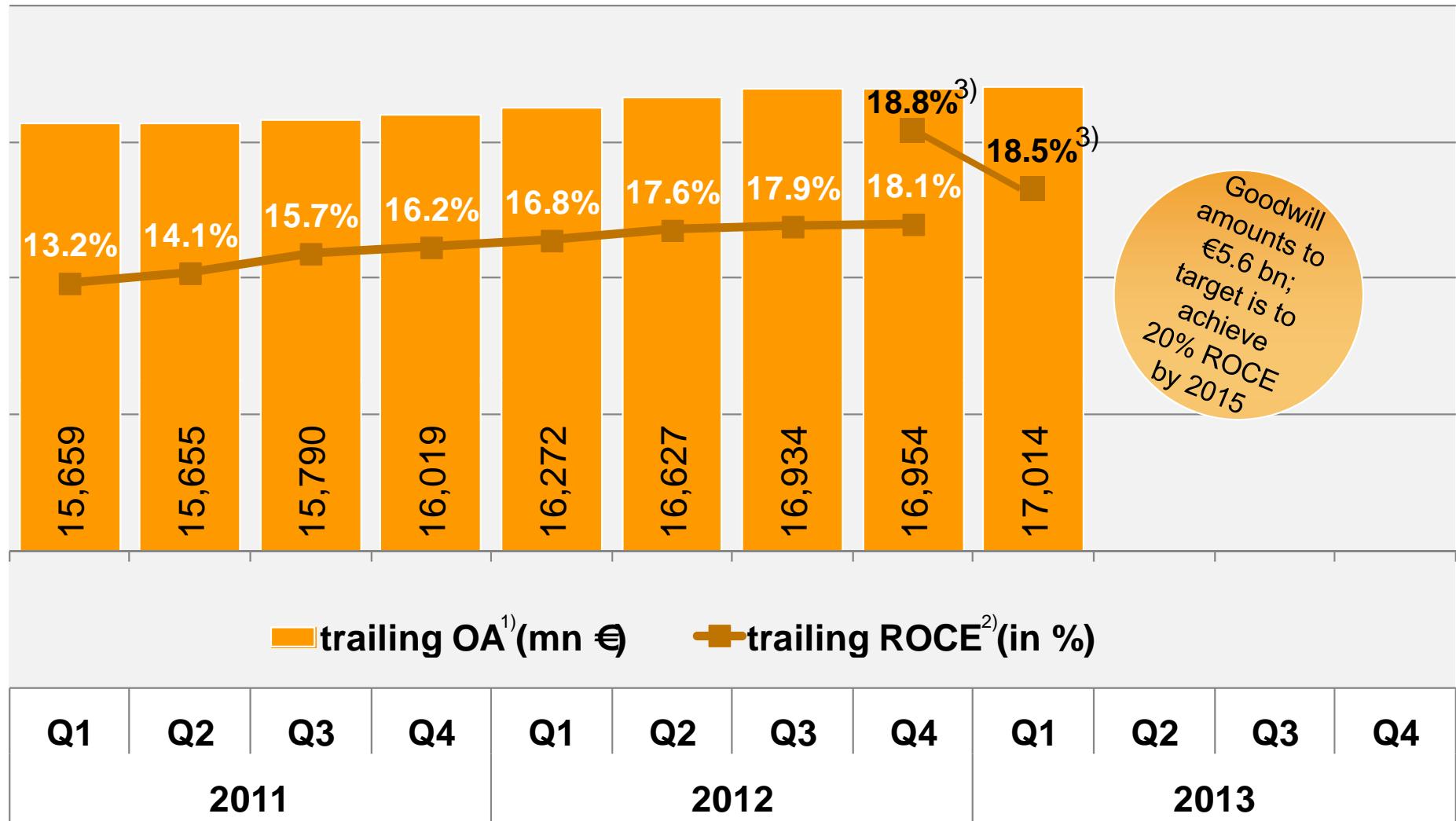
Market

1) According to IMF (WEO Update April 2013)

1)

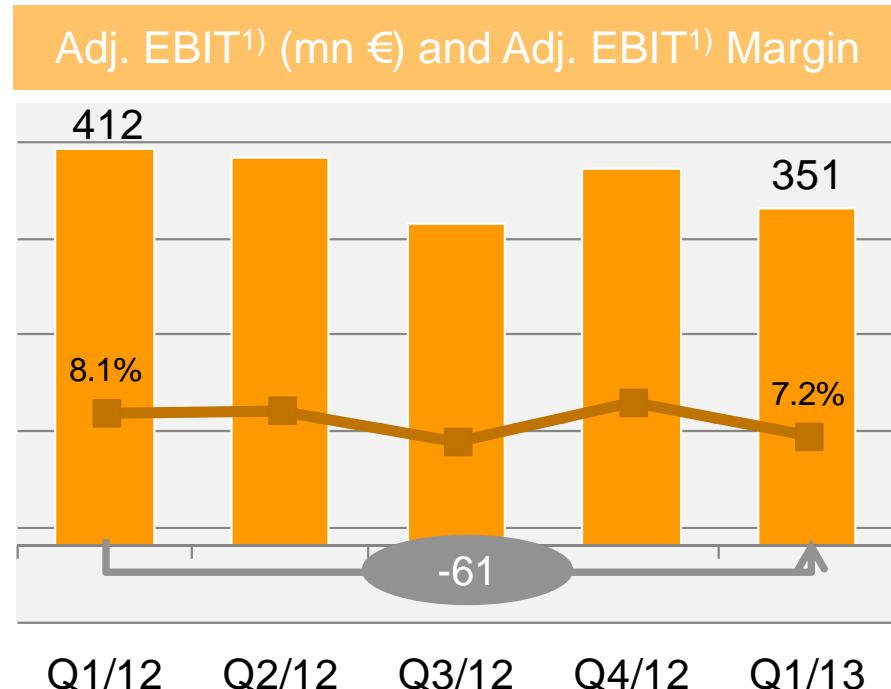
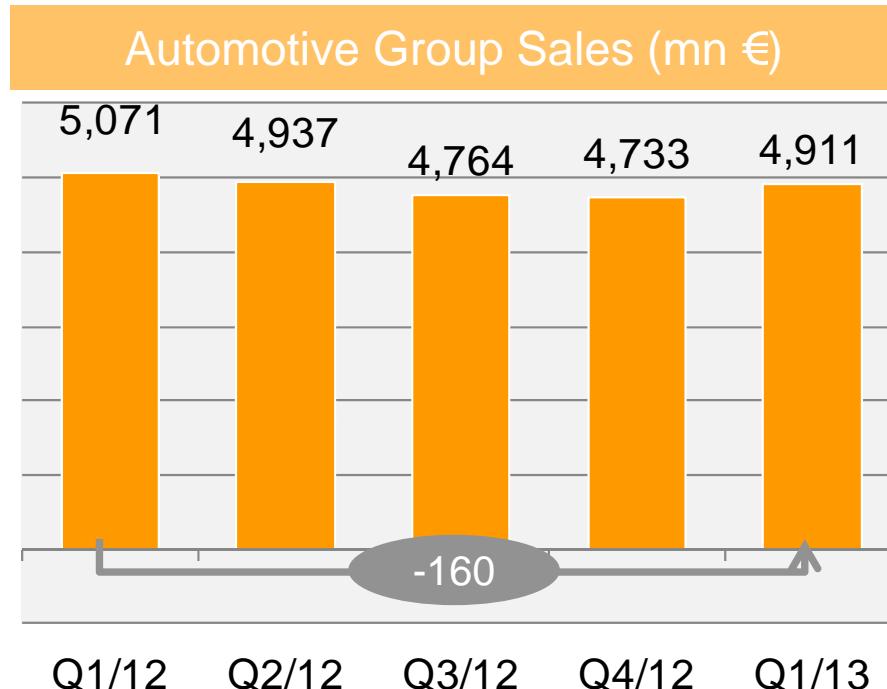
Corporation Highlights

Sustained Value Creation



Automotive Group

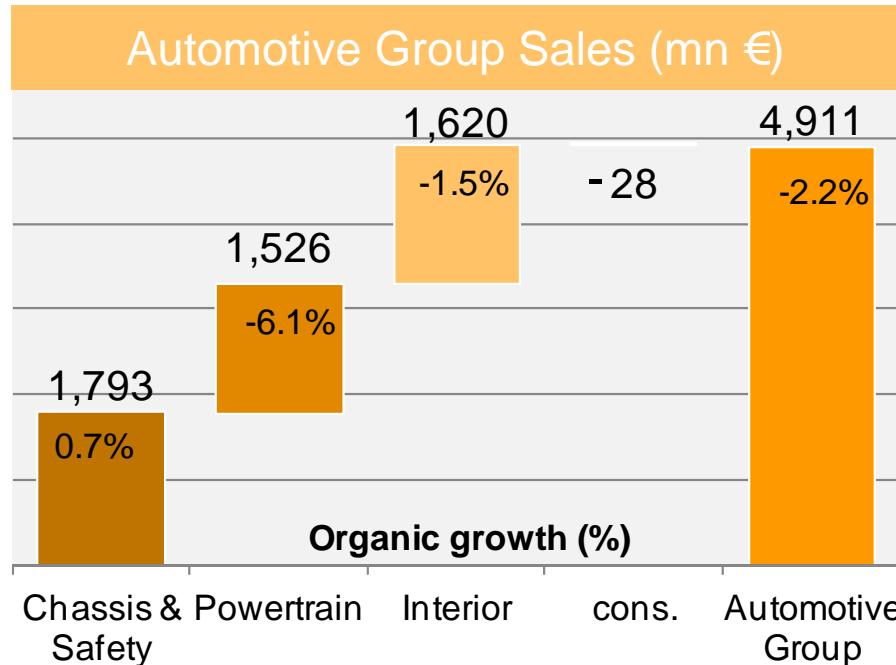
An Expected Difficult Start to 2013



- Sales decreased by €160 mn YOY in Q1 2013 and were up 4% QOQ; organic sales growth in Q1 2013 at -2.2%
- Adj. EBIT¹⁾ decreased by €61 mn; operating leverage aggravated by high R&D ratio (8.7% of sales up 120 bps YOY)
- Adjusted EBIT¹⁾ margin 7.2% (PY: 8.1%)
- Expect sales and adj. EBIT¹⁾ in Q2 2013 to be at least in line with respective values from Q2 2012

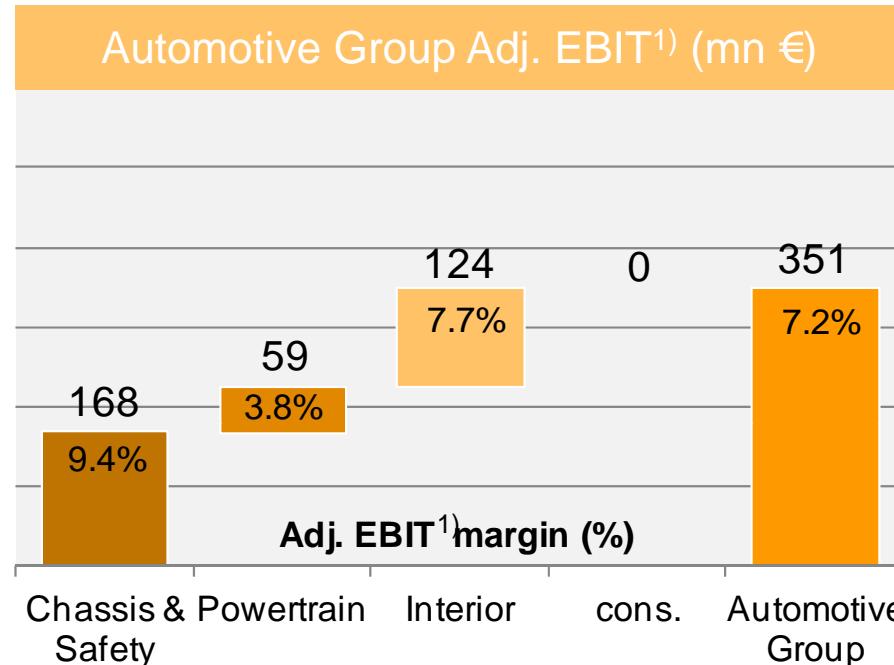
Automotive Group

Adj. EBIT¹⁾ down Mainly on Sustained High R&D in Q1 2013



Reported sales change

- ▶ Chassis & Safety: -1.1%
- ▶ Powertrain: -6.2%
- ▶ Interior: -2.5%
- ▶ Automotive Group: -3.1%



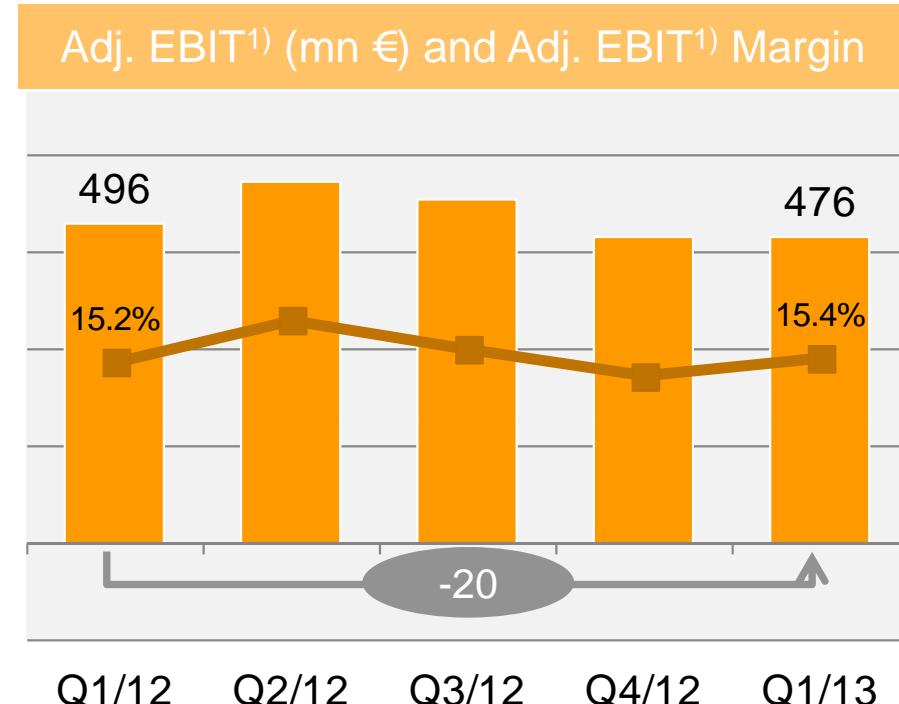
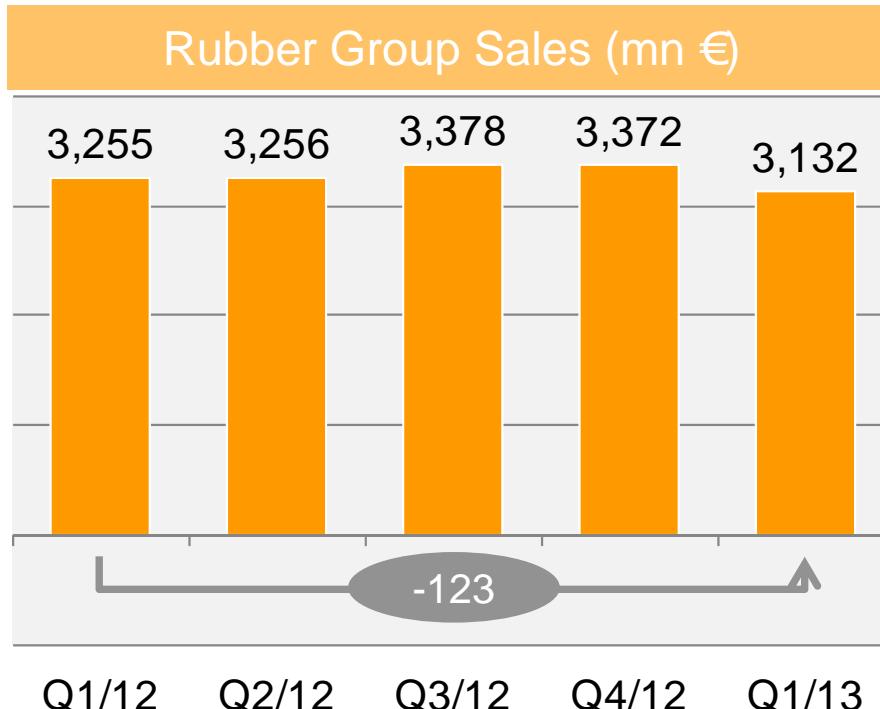
- ▶ Reported EBITDA²⁾: €603 mn (12.3% of sales)
- ▶ Reported EBIT²⁾: €303 mn (6.2% of sales)
- ▶ R&D²⁾: €426 mn (8.7% of sales)
- ▶ Capex: €173 mn (3.5% of sales)

1) Before amortization of intangibles from PPA, consolidation and special effects; applying IAS 19 (rev. 2011)

2) IAS 19 (rev. 2011) applied

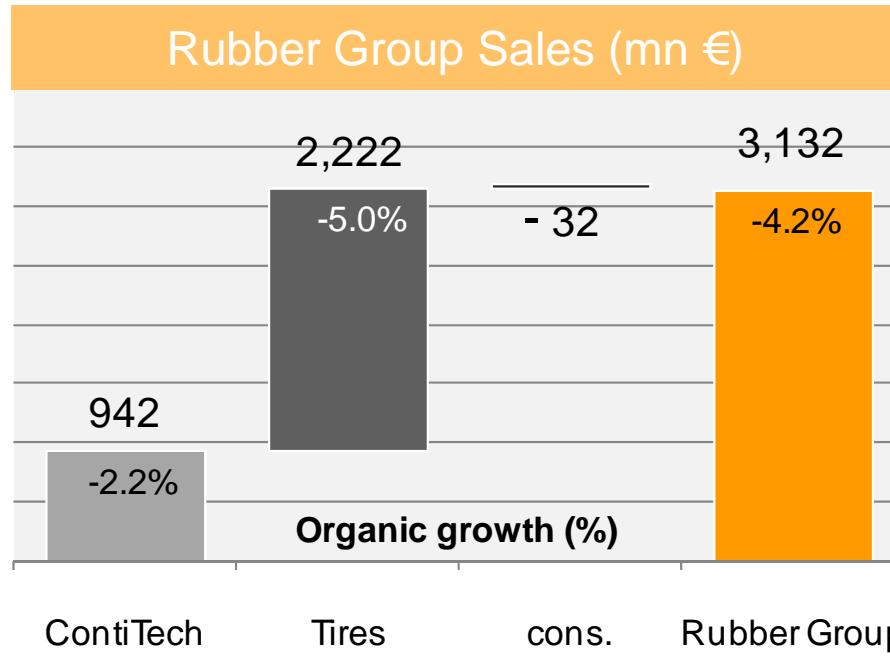
Rubber Group

Adjusted EBIT¹⁾ Margin up by 20 Bps



- ▶ Sales decreased by €123 mn in Q1 2013 mainly on lower volumes (-6%) compared to Q1 2012 in the tire business. Sales decline limited by balanced price/mix. Sales at ContiTech increased by €19 mn.
- ▶ Adj. EBIT¹⁾ only down by €20 mn on balanced price/mix and raw material tailwinds amounting to approx. €90 mn

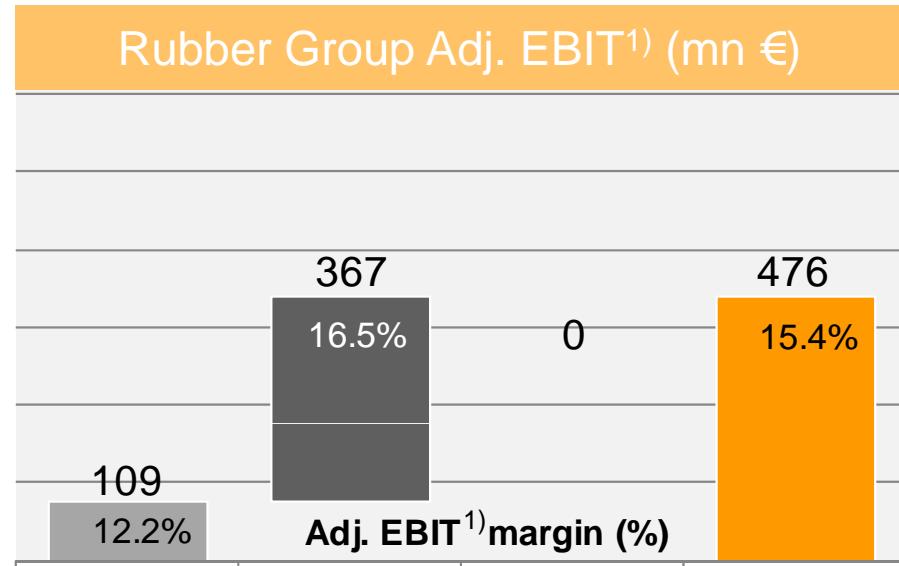
1) Before amortization of intangibles from PPA, consolidation and special effects; applying IAS 19 (rev. 2011)



ContiTech Tires cons. Rubber Group

Reported sales change

- ContiTech: +2.0%
- Tires: -6.1%
- Rubber Group: -3.8%



ContiTech Tires cons. Rubber Group

- Reported EBITDA²⁾: €595 mn (19.0% of sales)
- Reported EBIT²⁾: €473 mn (15.1% of sales)
- R&D²⁾: €74 mn (2.3% of sales)
- Capex: €259 mn (8.3% of sales)

1) Before amortization of intangibles from PPA, consolidation and special effects; applying IAS 19 (rev. 2011)

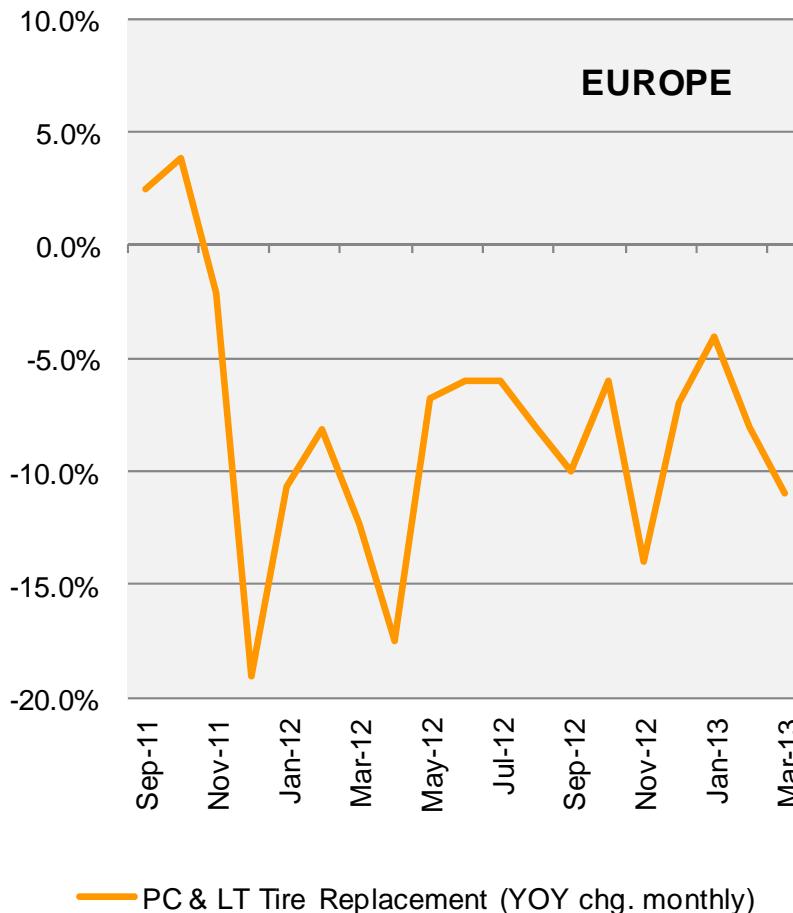
2) IAS 19 (rev. 2011) applied

3)

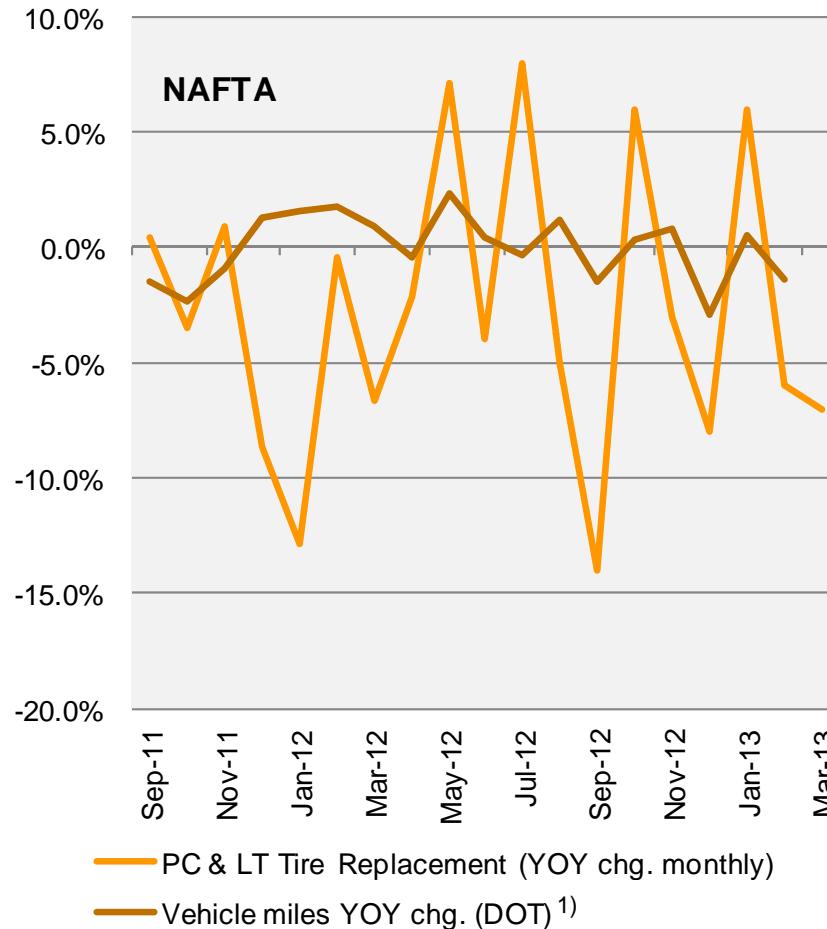
Rubber Group

Stabilization in Demand Expected after 6 Quarters

Replacement Tire Development for PC & LT Europe

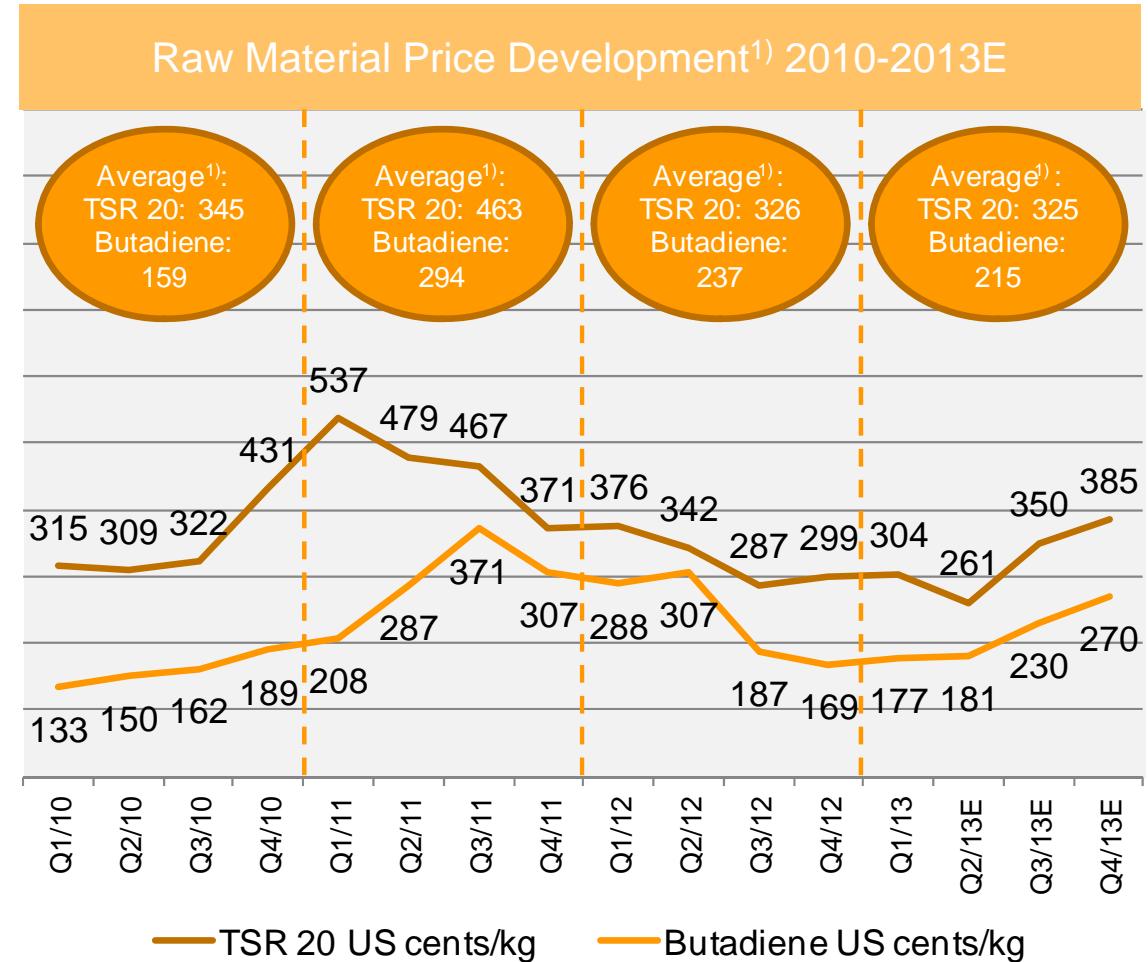


Replacement Tire Development for PC & LT NAFTA



1) Department of Transportation

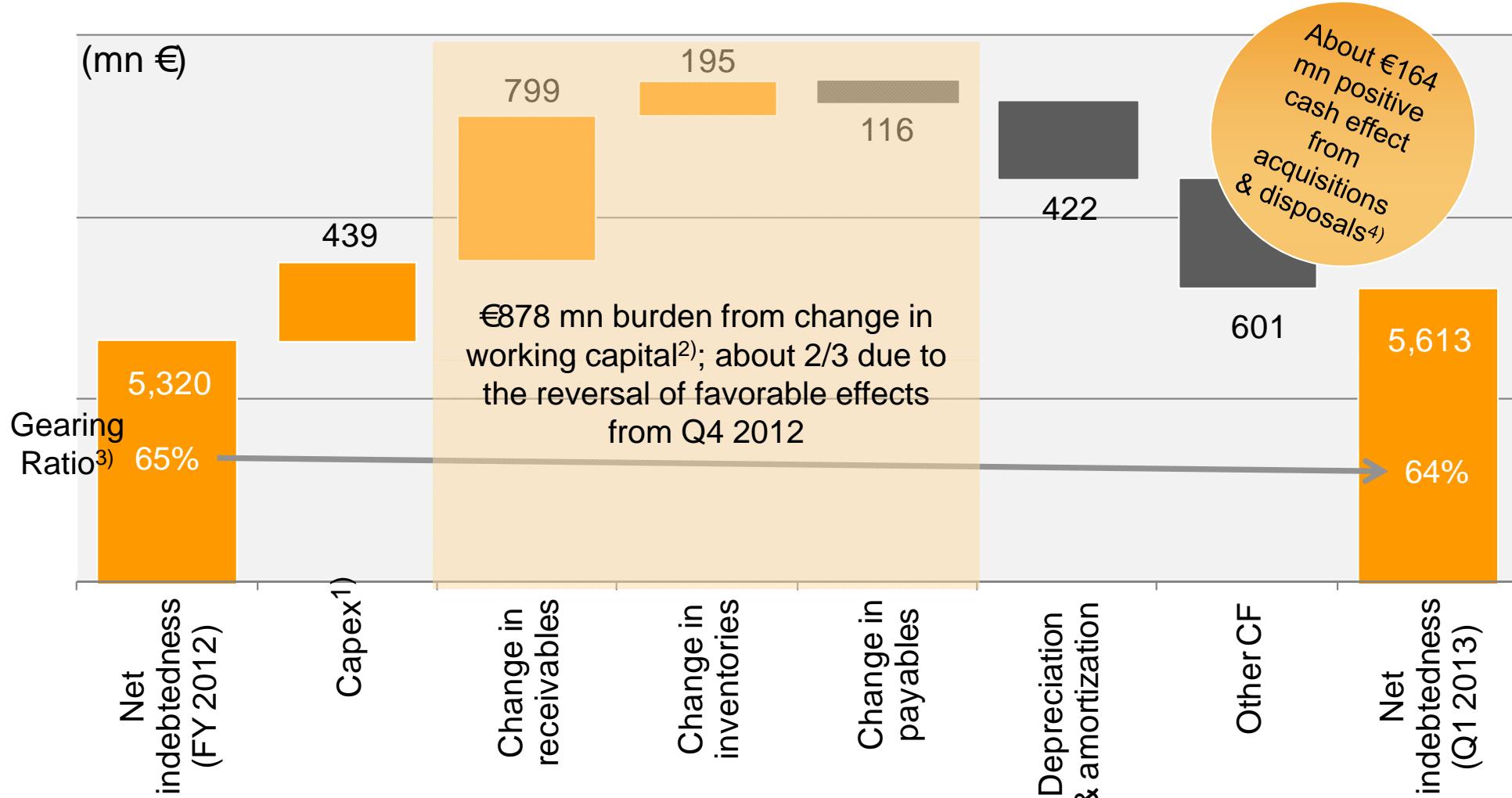
- ▶ Natural rubber price (TSR20) forecast lowered from US \$3.60 to US \$3.25 on average in 2013
- ▶ Synthetic rubber price (butadiene feedstock) forecast lowered from US \$2.50 to US \$2.15 average in 2013
- ▶ Oil based chemicals, textile and carbon black to increase YOY
- ▶ Expect >€200 mn tailwind from current raw material price development for 9M 2013



1) Source: Bloomberg, prices as at Apr. 23, 2013 and Continental estimates

Indebtedness and Cash Flow

Net Indebtedness Bridge



1) According to cash flow statement incl. intangible assets

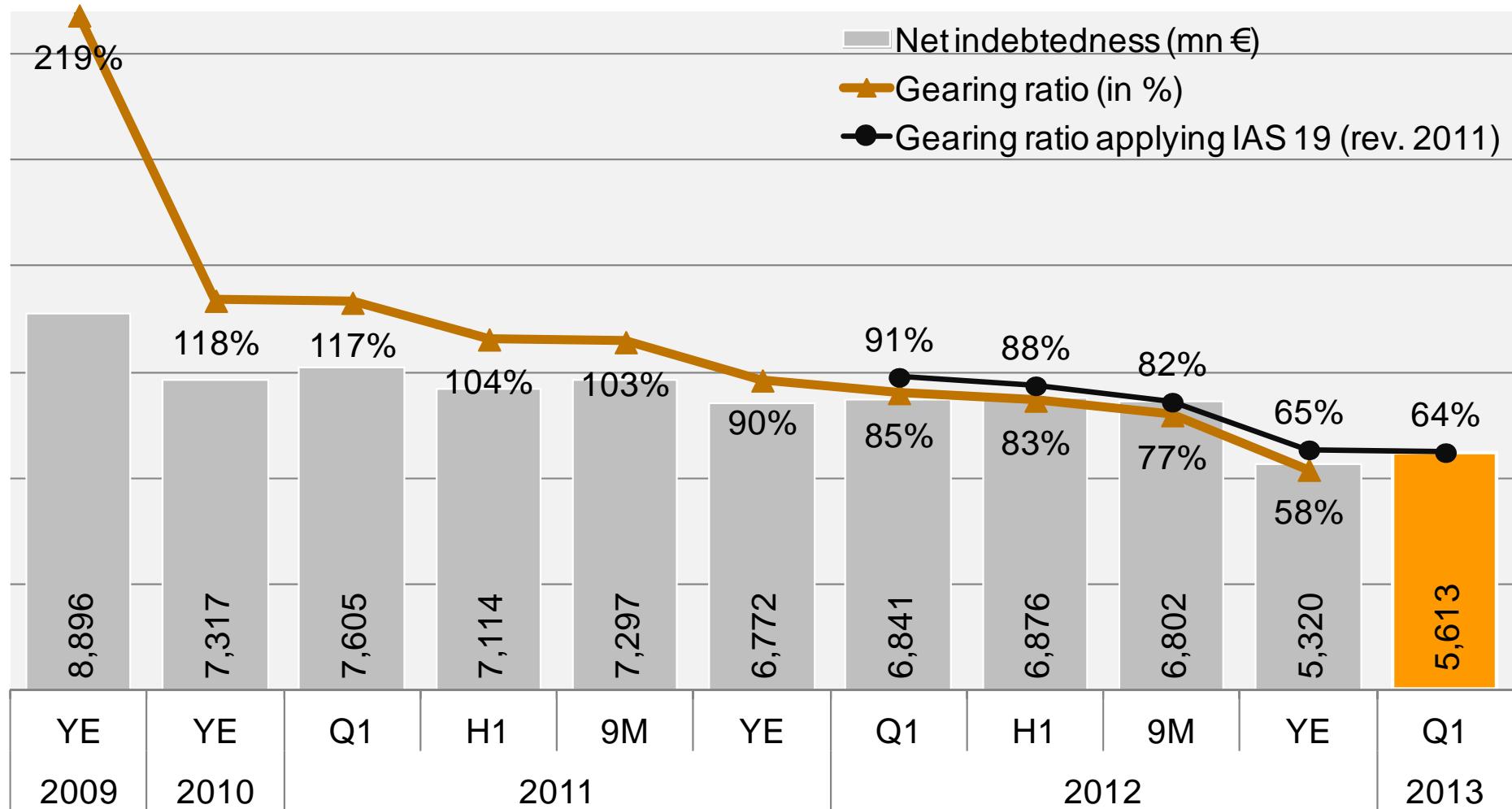
2) Includes change in inventory, trade accounts receivable, trade accounts payable not including discounted notes

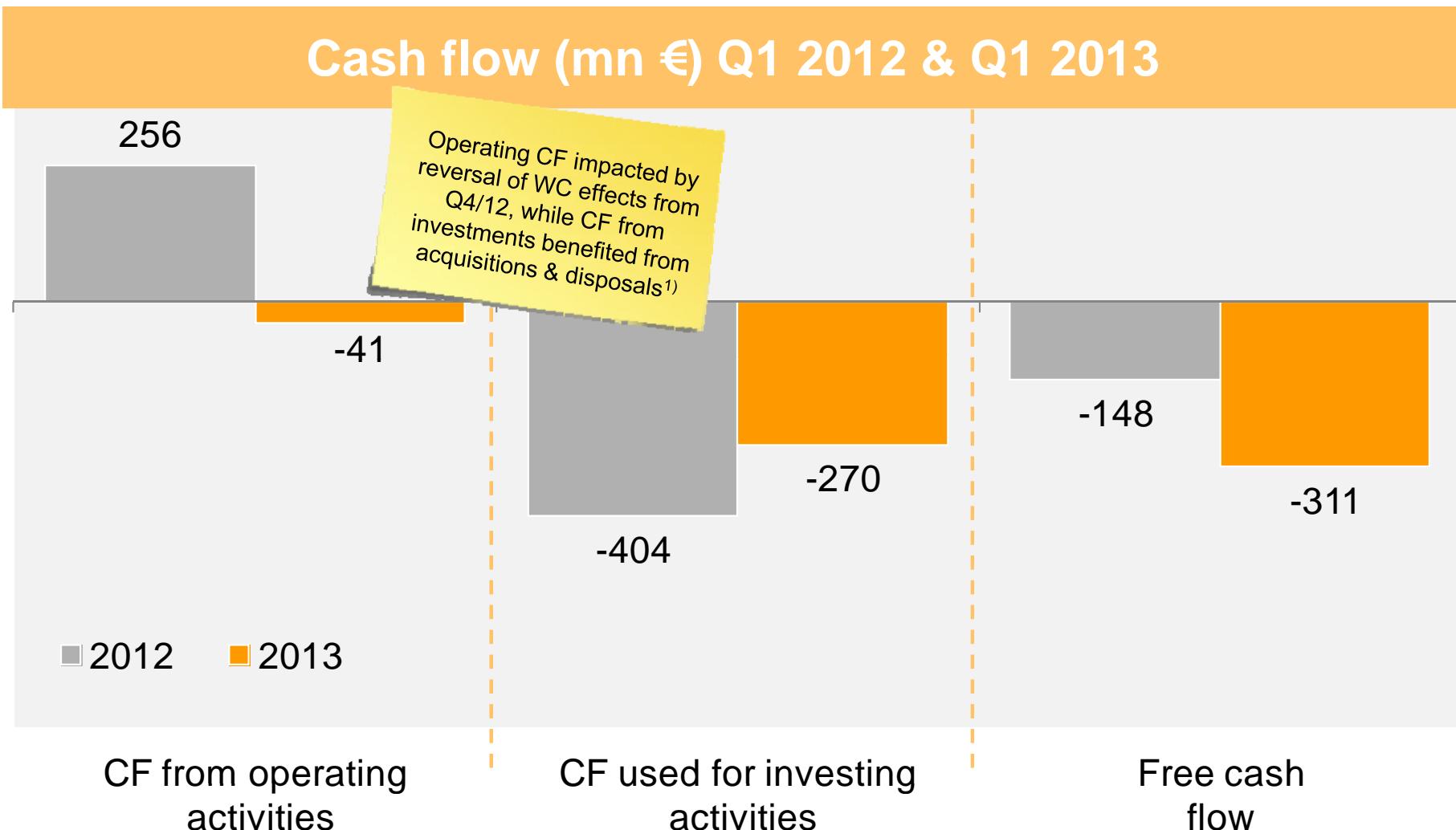
3) Gearing ratio calculated applying IAS 19 (rev. 2011)

4) Acquisition and disposals of companies and business operations

Indebtedness and Cash Flow

Development of Net Indebtedness and Gearing Ratio

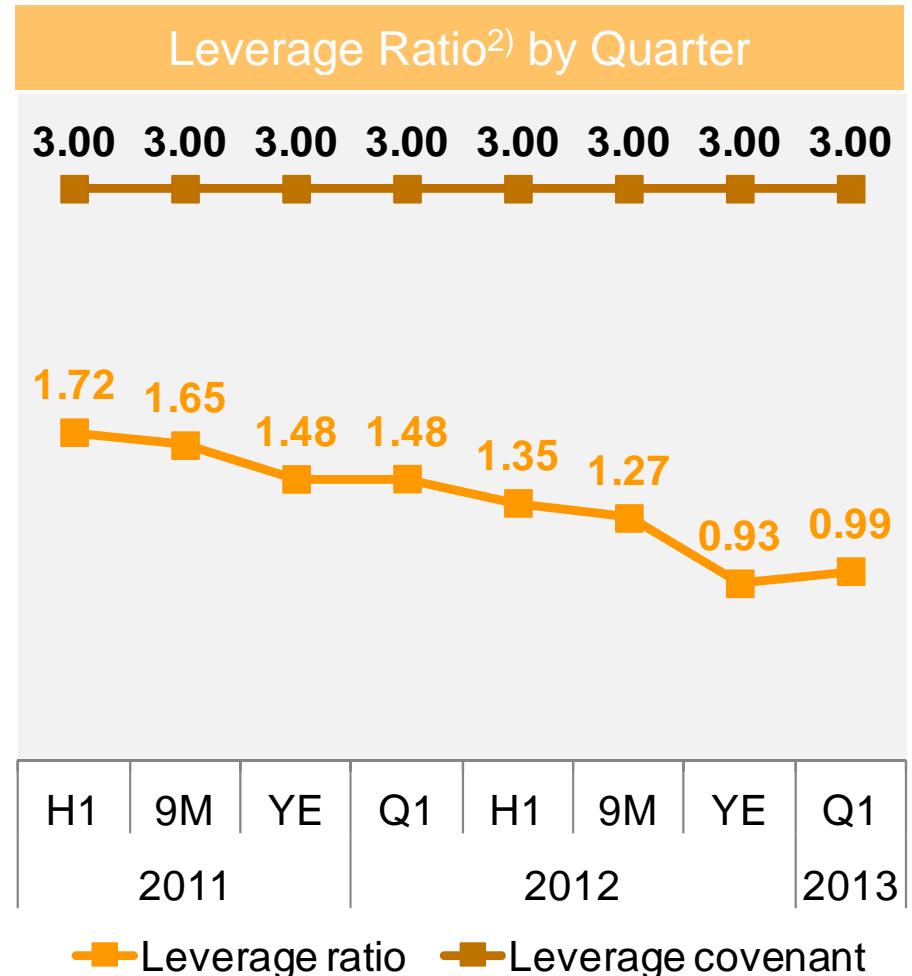
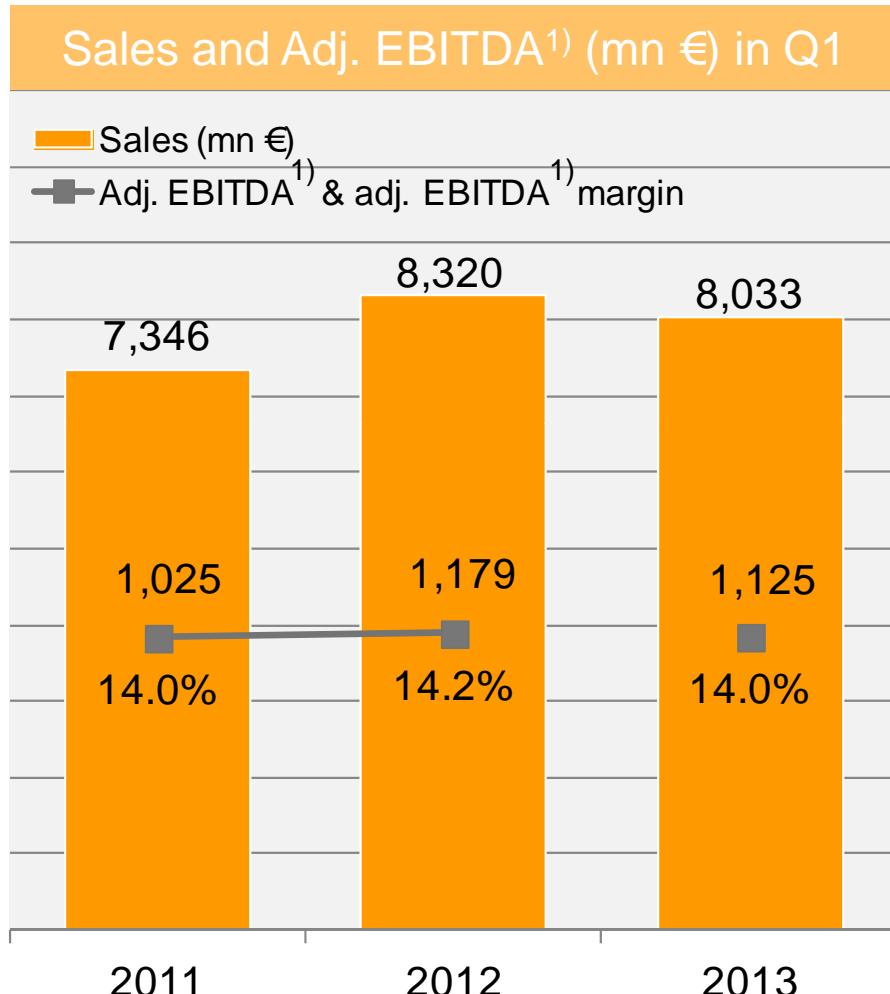




1) Acquisition and disposals of companies and business operations

Indebtedness and Cash Flow

Adjusted EBITDA¹⁾ and Leverage Ratio

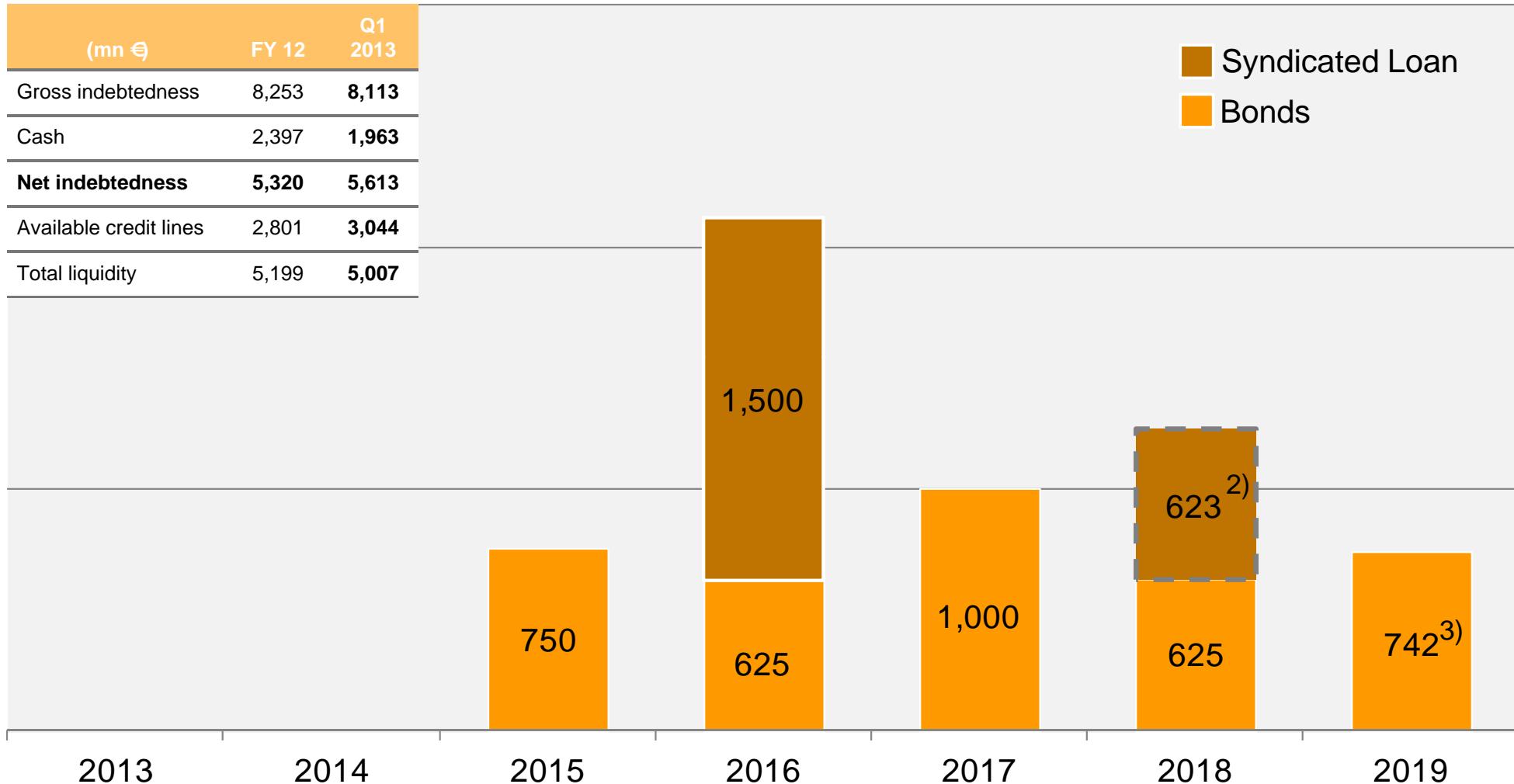


1) Adjusted EBITDA as defined in syndicated loan agreement; IAS 19 (rev. 2011) applied to 2013 only

2) Leverage covenant ratio as defined in syndicated loan agreement

Indebtedness and Cash Flow

Maturities¹⁾ for Syndicated Loan and Bonds



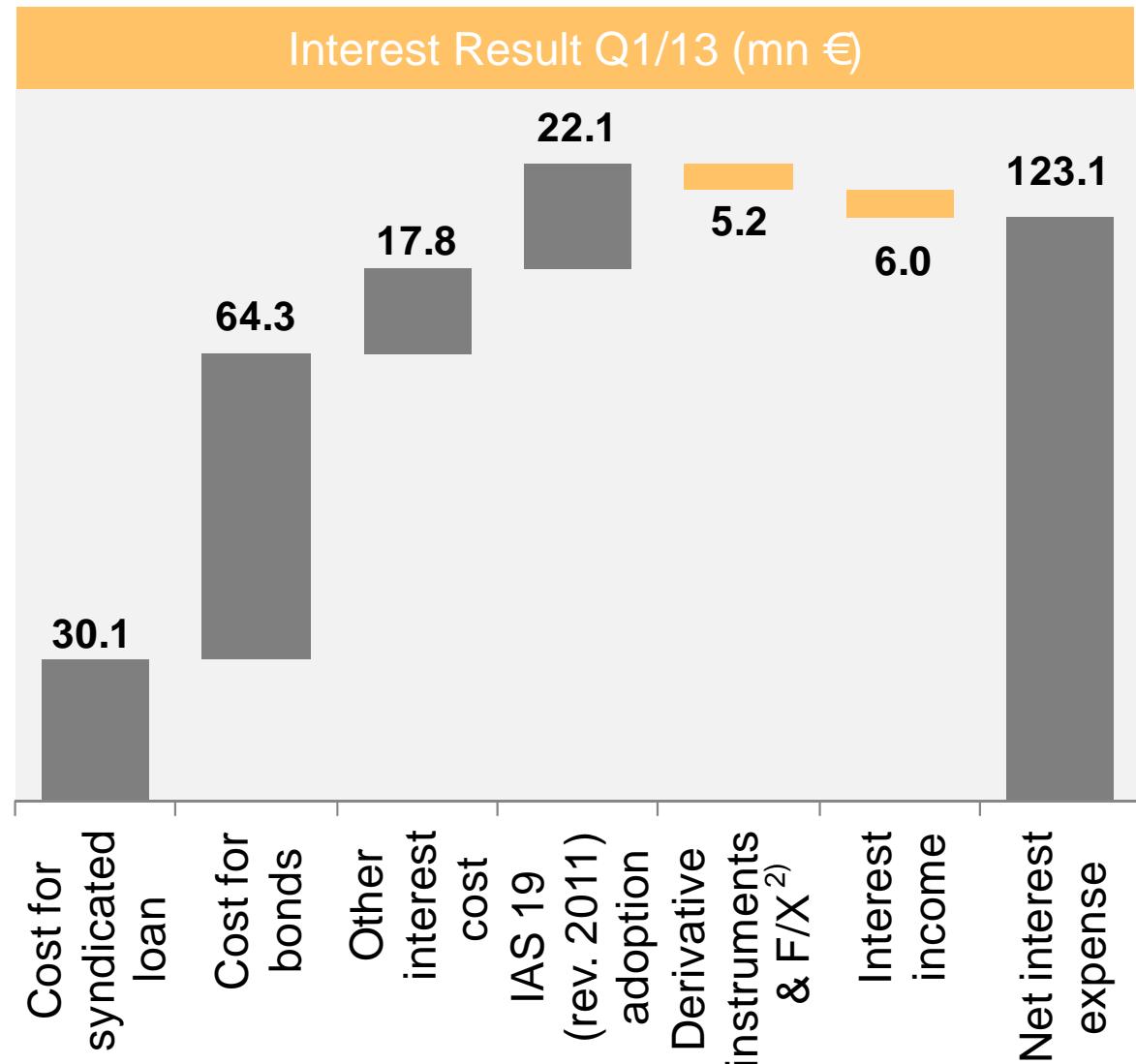
1) All amounts shown are nominal values; maturities do not add up to gross indebtedness amounting to €8,113 mn at Mar. 31, 2013

2) Amount drawn under the revolving credit facility (RCF) at Mar. 31, 2013 which amounts to a total volume of €3,000 mn
RCF has to be shown as short term debt according to IFRS and matures in 2018 at drawn amount

3) Nominal amount \$950 mn (exchange rate at Mar. 31, 2013: 1.2799)

Net Interest Expense Q1/13:

- Cost for the syndicated loan lowered by €38.7 mn to €30.1 mn
- Cost for bonds slightly increased by €7.4 mn due to US \$ bond issued in Sept. 2012
- Effects from valuation of derivative instruments swung from +€86.0 mn to -€5.2 mn in Q1/13 therefore impacting net income with about -€66¹⁾ mn



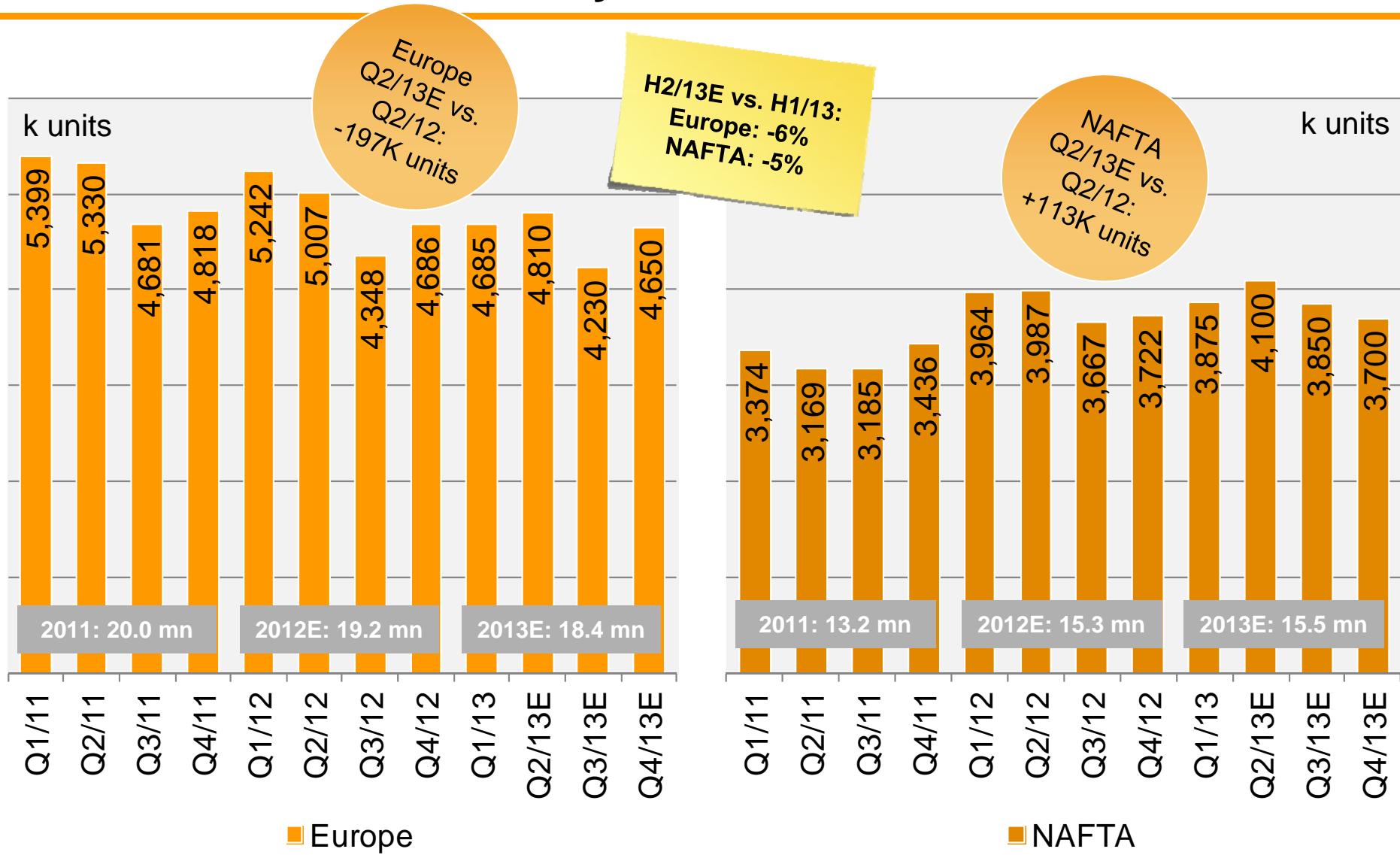
1) Assuming 28% corporate tax rate; refer to EPS breakdown in back-up for further details

2) Including €9.3 mn positive FX effects and €1.1 mn from securities available for sale

5)

Outlook

PC & LT Production by Quarter – Not Bullish on H2 2013!



Source: IHS and own estimates

EDMR – Equity and Debt Markets Relations
Q1 2013 Financial Results – May 3, 2013

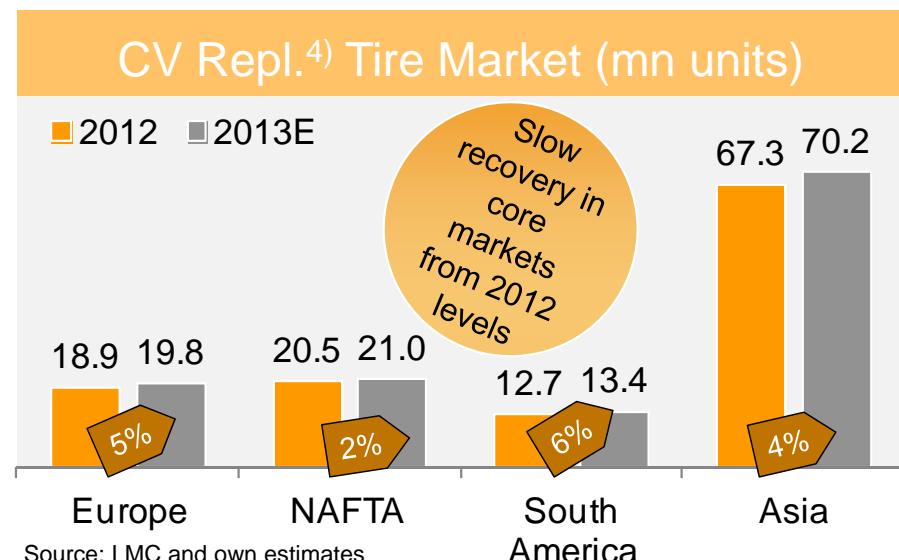
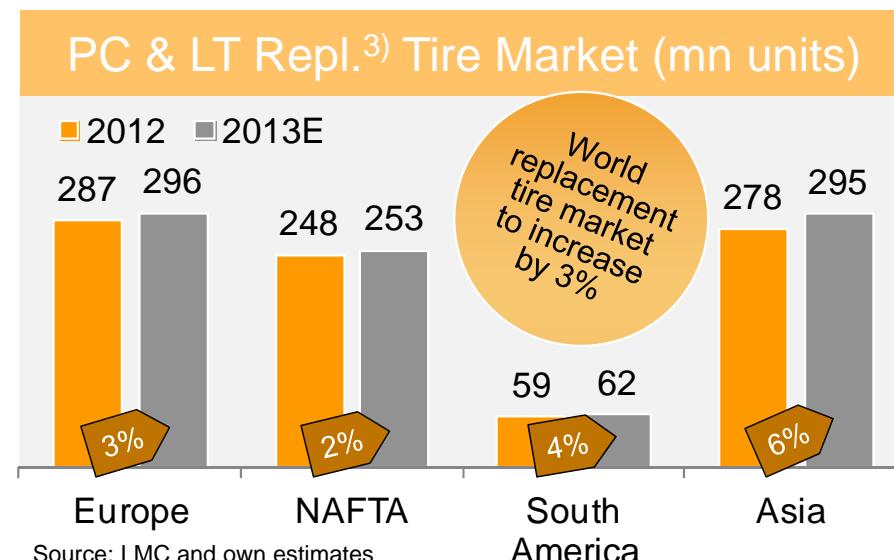
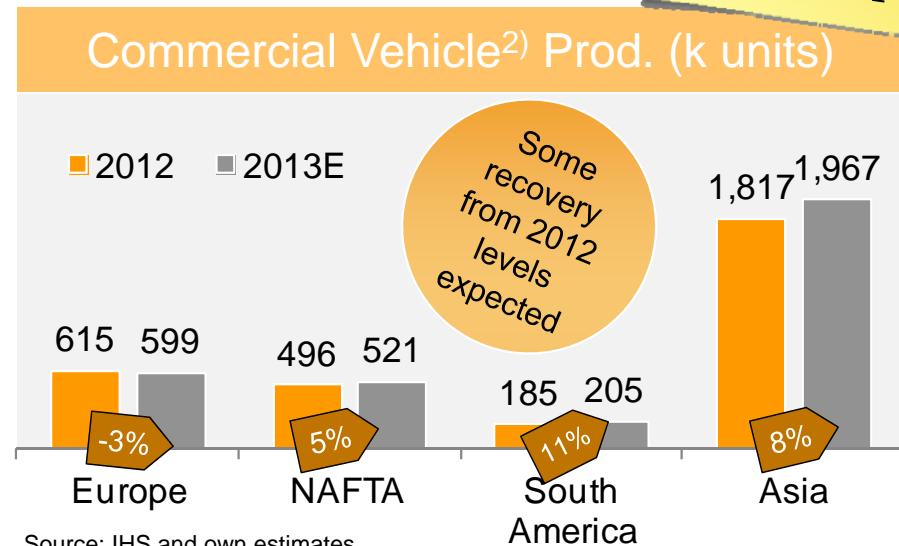
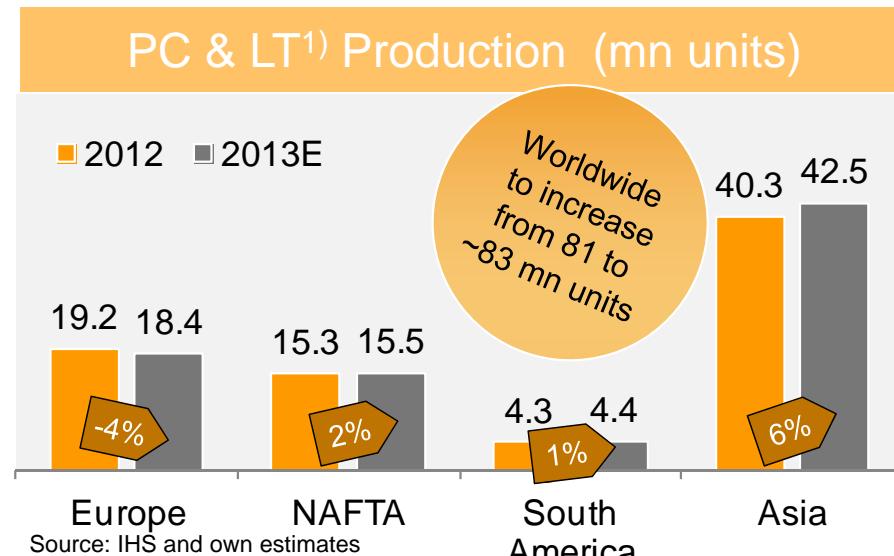
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5)

Outlook

Market Outlook for Major Regions 2013

Changes in YOY percentage for PC & LT production in Europe result only from revised base in 2012



	2012 ²⁾	2013E
Consolidated sales & adj. EBIT ¹⁾ margin	€32,736 mn 11.1%	To increase by about 5% to more than €34 bn Adj. EBIT ¹⁾ margin expected at >10%
Automotive Group adj. EBIT ¹⁾	€19,505 mn €1,602 mn	To increase by more than 4% to above €20 bn sales Adj. EBIT ¹⁾ margin >8%
Rubber Group adj. EBIT ¹⁾	€13,262 mn €2,092 mn	To increase by 6% to more than €14 bn sales Adj. EBIT ¹⁾ margin >14%
Raw material cost impact	Slight positive effect in the Rubber Group	<u>Relief of >€200 mn from input cost in 9M 2013</u> 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	€499 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% FCF >€700 mn

Thank you for your attention!



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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

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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 at March 31, 2013	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

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Bond Data

Bond Data					
Issuer	Conti-Gummi Finance B.V., Netherlands ¹⁾	Continental Rubber of America, Corp., USA ¹⁾			
Issue	Senior Secured Notes				
Principal Amount	€750 mn	€1,000 mn	€625 mn	€625 mn	\$950 mn
Offering Price	99.0047%	99.3304%	98.8610%	99.2460%	100.0000%
Rating at Issuance Date	B1 (Moody's) B (Standard & Poor's)	Ba3 (Moody's) BB- (Standard & Poor's)			
Current Corporate Rating	Ba2 (Moody's), BB- (Standard & Poor's)				
Coupon	8.5% p.a.	7.5% p.a.	6.5% p.a.	7.125% p.a.	4.5% p.a.
Issue Date	July 16, 2010	Sept. 13, 2010	October 5, 2010	October 5, 2010	Sept. 24, 2012
Maturity	July 15, 2015	Sept. 15, 2017	January 15, 2016	October 15, 2018	Sept. 15, 2019
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	Semi annual Mar 15 and Sept 15
WKN	A1AY2A	A1A0U3	A1A1P0	A1A1P2	A1G9JJ
ISIN	DE000A1AY2A0	DE000A1A0U37	DE000A1A1P09	DE000A1A1P25	DE000A1G9JJ0
Denomination	€1,000 with min. tradable amount €50,000	\$1,000 with min. tradable amount \$150,000			

Back-up

	P&L effect	Effect on statement of financial position (Balance sheet)	Cash flow effect
Implementation of IAS 19 rev. 2011, employee benefits (first time adoption as of Jan 1, 2013)	<ul style="list-style-type: none"> ▶ Positive EBIT effect of about €114 mn in 2012 of which approx. €92 mn are shown in the net interest expense ▶ Positive ROCE effect 	<ul style="list-style-type: none"> ▶ Provision for pension obligations rise by about €1,2 bn ▶ Deferred tax asset up by about €0.2 bn ▶ Equity decline by about €1 bn ▶ Gearing ratio will remain below 60% in 2013 ▶ Higher volatility of equity and gearing ratio in the future 	<ul style="list-style-type: none"> ▶ No impact
IAS 39: Early redemption options for bonds	<ul style="list-style-type: none"> ▶ 2012: Positive effect of €113 mn ▶ 2013: Negative effect¹⁾ can amount to €250 mn 	<ul style="list-style-type: none"> ▶ Market value of derivative instruments will change accordingly 	<ul style="list-style-type: none"> ▶ No impact
Purchase price allocation	<ul style="list-style-type: none"> ▶ Amortization will decrease to about €370 mn from €446 mn in 2012 	<ul style="list-style-type: none"> ▶ Intangible assets to decrease accordingly 	<ul style="list-style-type: none"> ▶ No impact
Corporate tax rate	<ul style="list-style-type: none"> ▶ Expected to stay below 30% 	<ul style="list-style-type: none"> ▶ No impact 	<ul style="list-style-type: none"> ▶ No impact

1) Assuming worst case scenario

Back-up

Overview of Volume Development

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

Back-up

Corporation Highlights Q1 2013

► Sales	Decrease of 3.4% to €8,033.3 mn (PY: €8,319.5 mn); organic sales declined 2.9%
► EBITDA ⁴⁾	Decrease of 2.9% to €1,169.4 mn (PY: €1,203.9 mn)
► EBIT ⁴⁾	Decrease to €747.4 mn (PY: €787.2 mn) Adj. EBIT ¹⁾ decrease to €796.2 mn (10.0% adj. EBIT ¹⁾ margin) PPA ²⁾ effect -€96.8 mn; total special effects +€47.1 mn
► NIAT ³⁾	Decrease to €441.2 mn (PY: €482.9 mn)
► EPS	EPS of €2.21 (PY: €2.41) EPS before PPA ²⁾ €2.55 (PY: €2.81 adj. for PPA ²⁾)
► Capex	Capex increased to €431.4 mn (PY: €387.9 mn); capex ratio 5.4% of sales; Capex to depreciation coverage 1.0x (1.3x ex PPA ²⁾)
► R&D ⁴⁾	Expenses for research and development increased by 12.1% to €499.8 mn (PY: €445.8 mn); R&D ratio 6.2% of sales (PY: 5.4%)
► Cash flow	Operating cash flow down by €297.5 mn to -€41.4 mn; free cash flow -€311.1 mn
► Net debt	Net indebtedness up by 5.5% mn to €5,613.1 mn vs. YE 2012; Liquidity and undrawn credit lines amounted to €5,006.7 mn

1) Before amortization of intangibles from PPA, consolidation and special effects; applying IAS 19 (rev. 2011)

2) Amortization of intangibles from PPA

3) Attributable to the shareholders of the parent

4) IAS 19 (rev. 2011) applied

Back-up

Key Historical Credit Metrics – IAS 19 (rev. 2011) applied⁶⁾

(mn € ¹⁾	2008	2009	2010	2011	2012	LTM Q1 13
<u>Cash Flow Statement</u>						
Adjusted EBITDA²⁾	3,001	2,354	3,662	4,247	4,822	4,768
Reported EBITDA	2,771	1,591	3,588	4,228	4,969	4,934
Net cash interest paid	-519	-727	-703	-662	-575	-553
Tax paid	-282	-205	-493	-466	-684	-753
Change in net working capital ³⁾	275	595	-497	-556	564	454
Other ⁴⁾	-360	1,173	-46	-256	-490	-596
Cash flow arising from operating activities	1,885	2,427	1,849	2,289	3,785	3,487
Cash flow arising from investing activities	-1,256	-787	-1,282	-1,798	-2,132	-1,998
- thereof Capex in PPE and intangibles	-1,621	-911	-1,324	-1,813	-2,081	-2,112
Cash flow before financing activities	629	1,640	567	491	1,653	1,489
<u>Balance Sheet</u>						
Cash and cash equivalents	1,569	1,713	1,471	1,541	2,397	1,963
Derivative instruments and interest-bearing investments	64	104	202	249	536	537
Total indebtedness	12,117	10,713	8,991	8,562	8,253	8,113
Net indebtedness	10,484	8,896	7,317	6,772	5,320	5,613
<u>Credit Ratios</u>						
Net indebtedness / adj. EBITDA²⁾	3.5x	3.8x	2.0x	1.6x	1.1x	1.2x
Net cash interest paid coverage (ratio)⁵⁾	5.8x	3.2x	5.2x	6.4x	8.4x	8.6x

1) Amounts shown may contain rounding differences

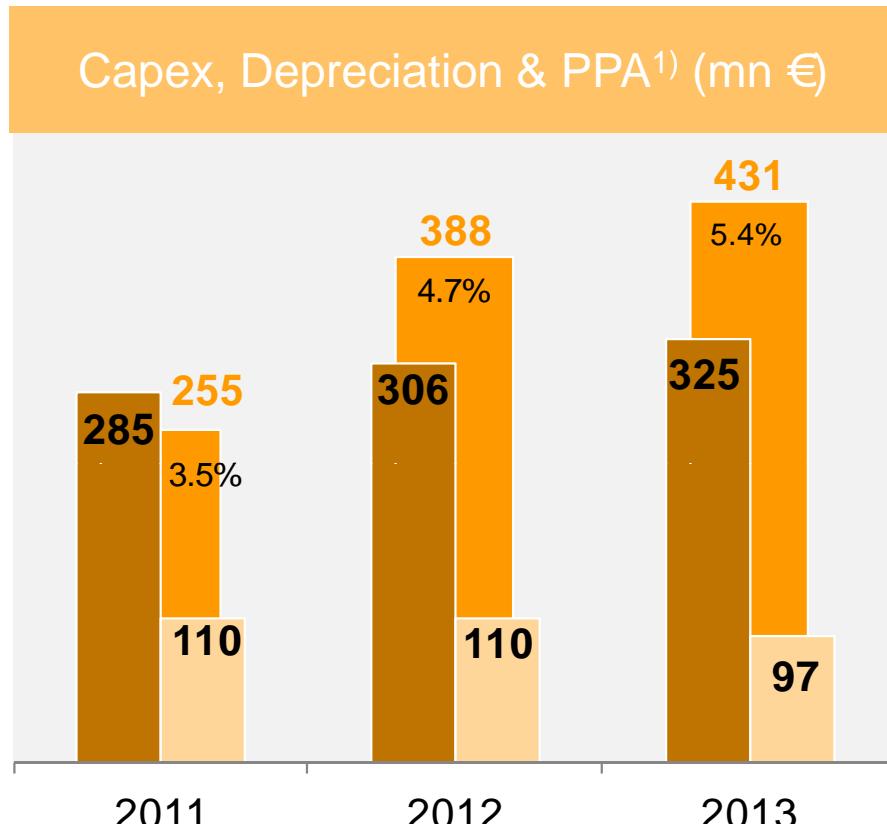
2) Adjusted EBITDA from 2009 on as defined in syndicated loan but IAS 19 (rev. 2011) not applied in 2012

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

4) Includes dividends received, income from at-equity accounted 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

6) For 2012 & 2013 only

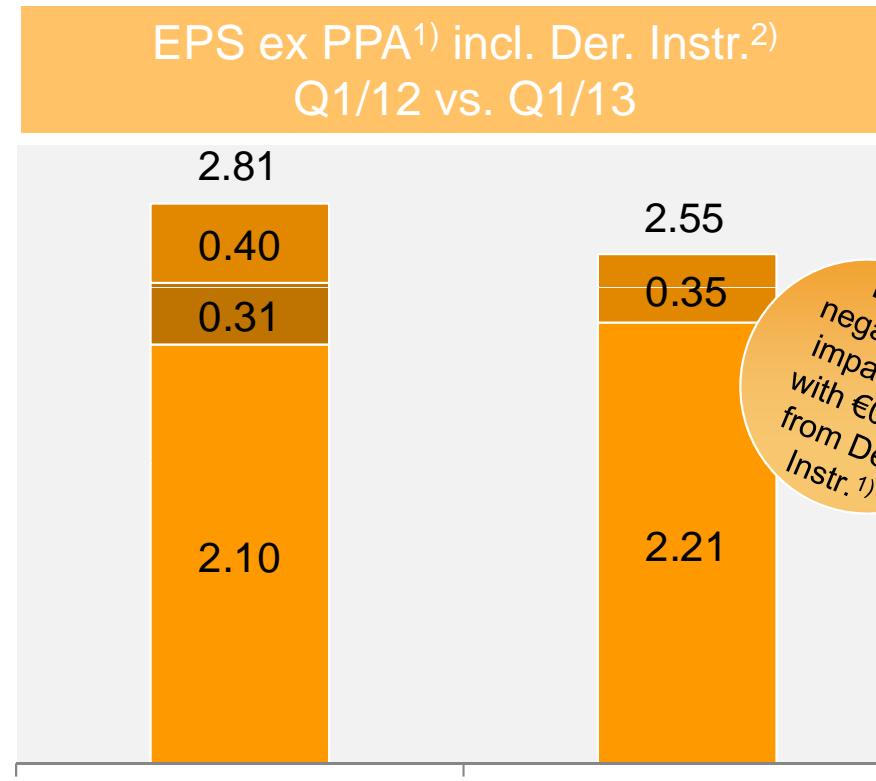


- Capex (PPE), percentage of sales (%)
- Depreciation, w/o PPA¹⁾
- PPA¹⁾

1) Amortization of intangibles from PPA

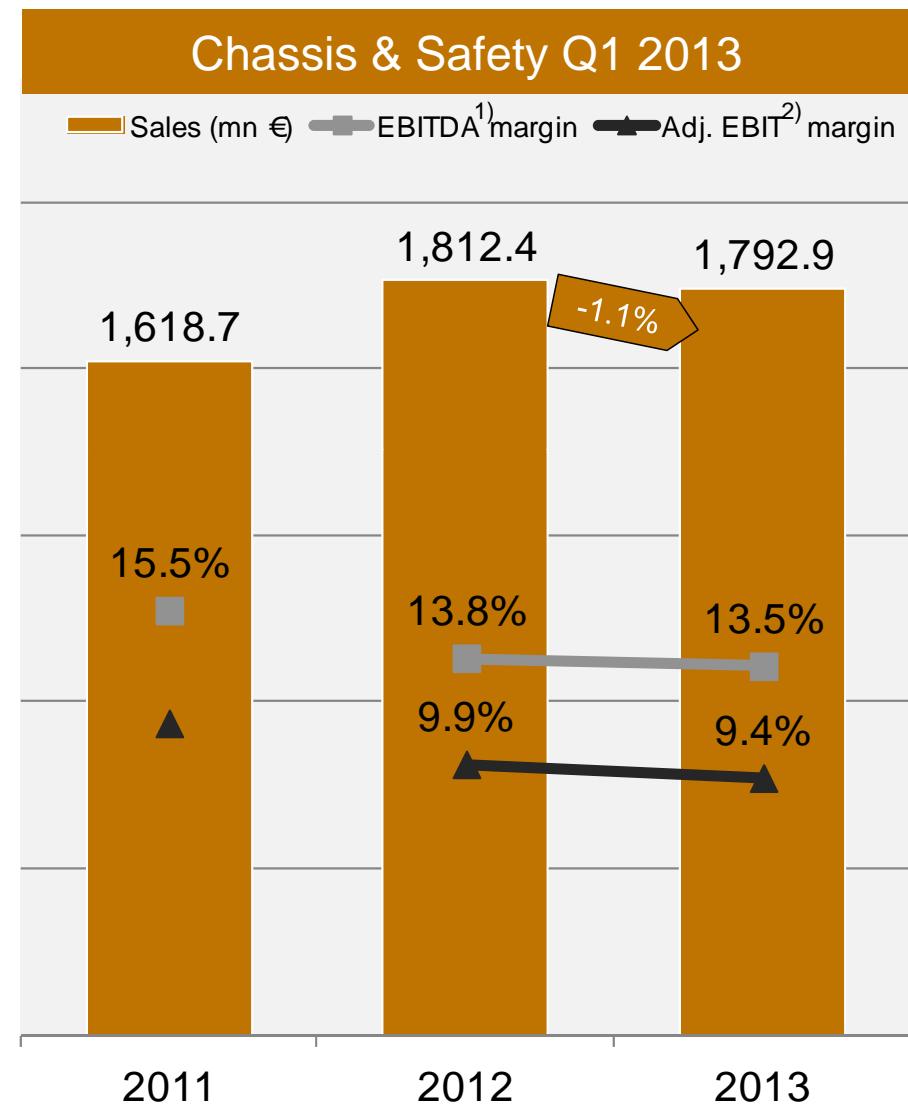
2) Der. Instr. = Derivative instruments

3) Assuming corporate tax rate of 28%



EPS negatively impacted with €0.02 from Der. Instr.¹⁾

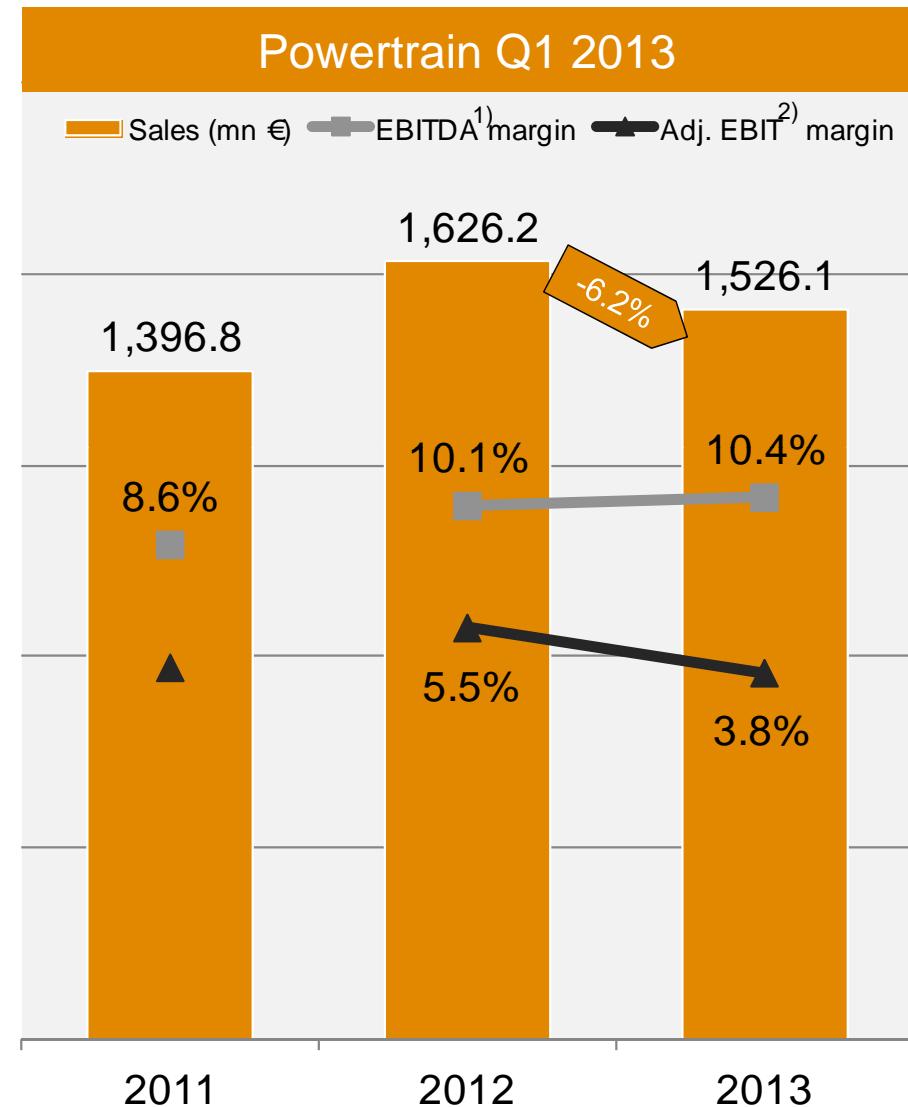
- ▶ Sales increased by 0.7% before consolidation and FX effects
- ▶ EBITDA¹⁾ decreased by €8.0 mn to €241.8 mn (-3.2%)
- ▶ Adj. EBIT²⁾ decreased by €12.1 mn to €168.0 mn (adj. EBIT²⁾ margin 9.4%)
- ▶ EBIT¹⁾ decreased by €11.5 mn to €155.3 mn (EBIT¹⁾ margin 8.7%)
- ▶ PPA effect in Q1 2013: -€13.1 mn
- ▶ No special effects in Q1 2013



1) IAS 19 (rev. 2011) applied for 2012 & 2013

2) Before amortization of intangibles from PPA, consolidation and special effects; applying IAS 19 (rev. 2011) for 2012 & 2013. Refer to Fact Sheets for further details

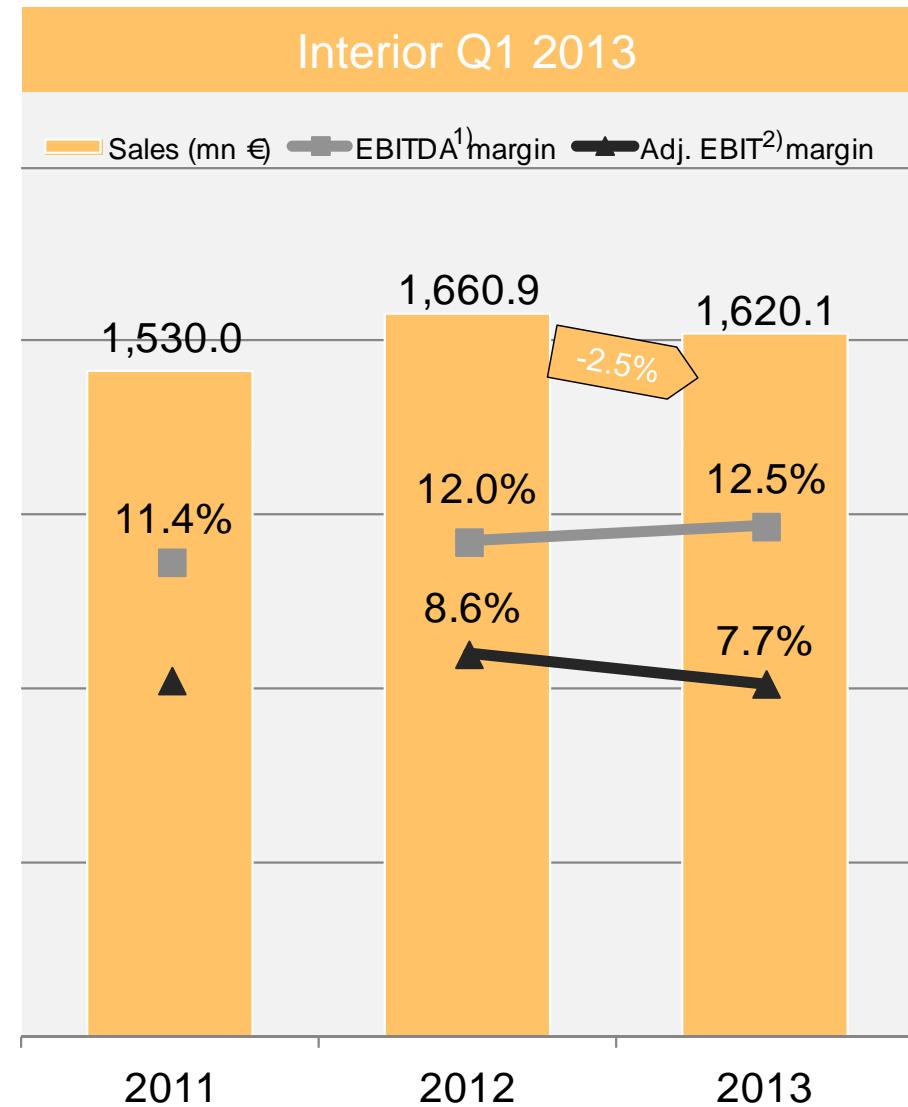
- ▶ Sales decreased by 6.1% before consolidation and FX effects
- ▶ EBITDA¹⁾ decreased by €5.3 mn to €158.9 mn (-3.2%)
- ▶ Adj. EBIT²⁾ decreased by €31.1 mn to €58.6 mn (adj. EBIT²⁾ margin 3.8%)
- ▶ EBIT¹⁾ increased by €6.3 mn to €52.1 mn (EBIT¹⁾ margin 3.4%)
- ▶ PPA effect in Q1 2013: -€33.2 mn
- ▶ Special effects in Q1 2013: €25.8 mn from closing the SK Continental E-motion Pte. contract



1) IAS 19 (rev. 2011) applied for 2012 & 2013

2) Before amortization of intangibles from PPA, consolidation and special effects; applying IAS 19 (rev. 2011) for 2012 & 2013. Refer to Fact Sheets for further details

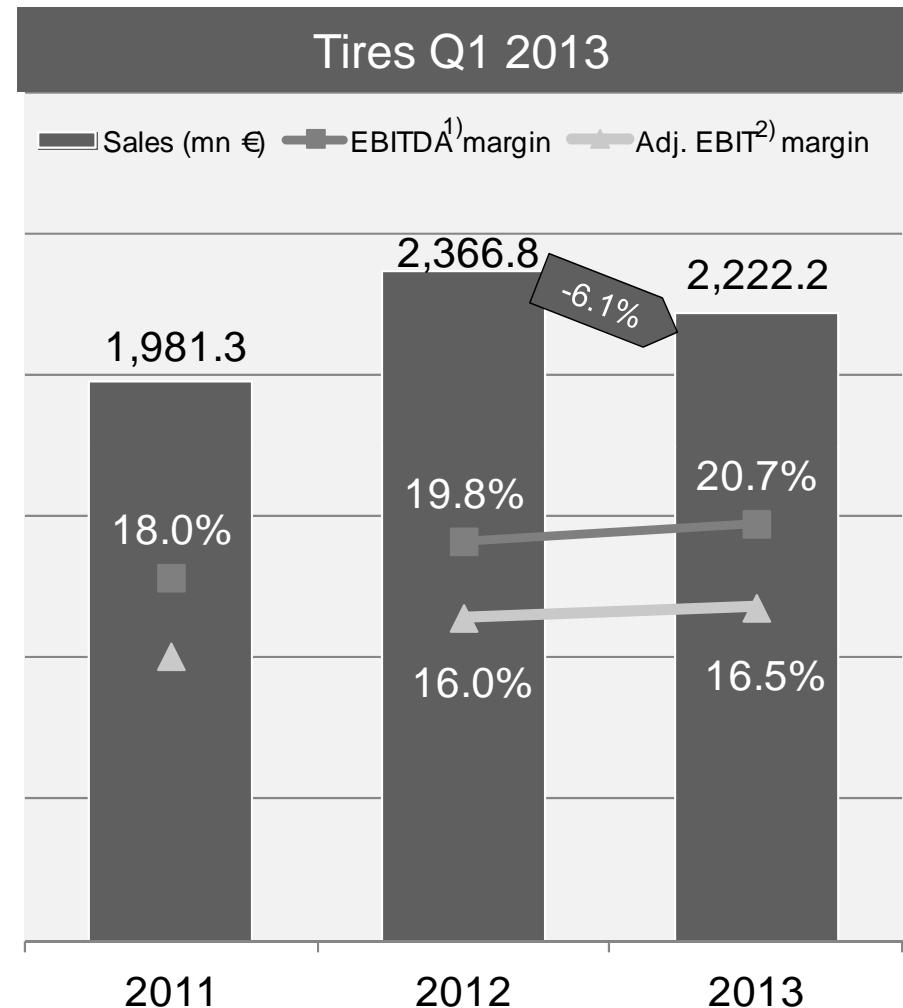
- ▶ Sales decreased by 1.5% before consolidation and FX effects
- ▶ EBITDA¹⁾ increased by €2.7 mn to €202.1 mn (+1.4%)
- ▶ Adj. EBIT²⁾ decreased by €18.3 mn to €124.4 mn (adj. EBIT²⁾ margin 7.7%)
- ▶ EBIT¹⁾ increased by €2.9 mn to €95.7 mn (EBIT¹⁾ margin 5.9%)
- ▶ PPA effect in Q1 2013: -€47.9 mn
- ▶ Special effects in Q1 2013: +€19.6 mn from sale of shares in S-Y Systems Technologies Europe GmbH



1) IAS 19 (rev. 2011) applied for 2012 & 2013

2) Before amortization of intangibles from PPA, consolidation and special effects; applying IAS 19 (rev. 2011) for 2012 & 2013. Refer to Fact Sheets for further details

- ▶ Sales decreased by 5.0% before consolidation and FX effects
- ▶ EBITDA¹⁾ decreased by €9.3 mn to €459.2 mn (-2.0%)
- ▶ Adj. EBIT²⁾ decreased by €12.5 mn to €366.8 mn (adj. EBIT²⁾ margin 16.5%)
- ▶ EBIT¹⁾ decreased by €19.1 mn to €365.2 mn (EBIT¹⁾ margin 16.4%)
- ▶ No special effects in Q1 2013



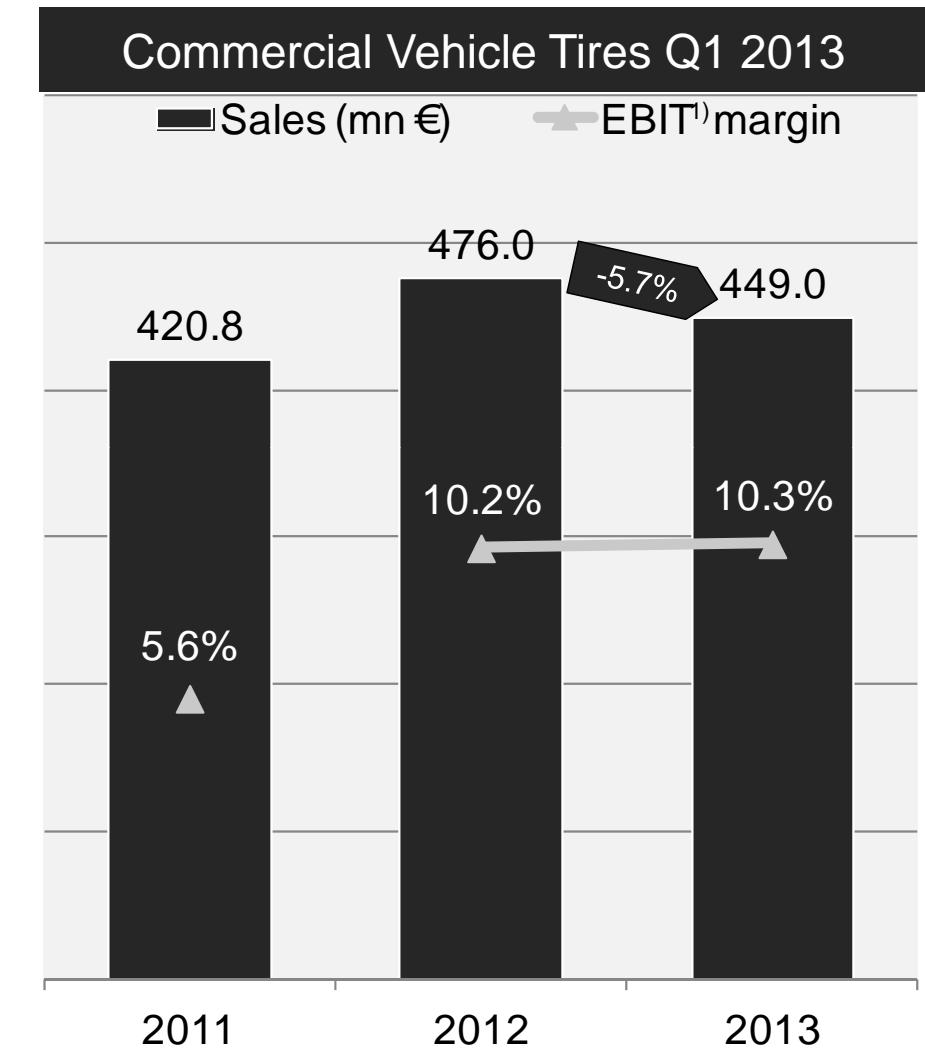
1) IAS 19 (rev. 2011) applied for 2012 & 2013

2) Before amortization of intangibles from PPA, consolidation and special effects; applying IAS 19 (rev. 2011) for 2012 & 2013. Refer to Fact Sheets for further details

Back-up

Tires – Commercial Vehicle Tires

- ▶ Sales decreased by 5.7%
- ▶ EBIT¹⁾ decreased by €2.2 mn to €46.3 mn (EBIT¹⁾ margin 10.3%)

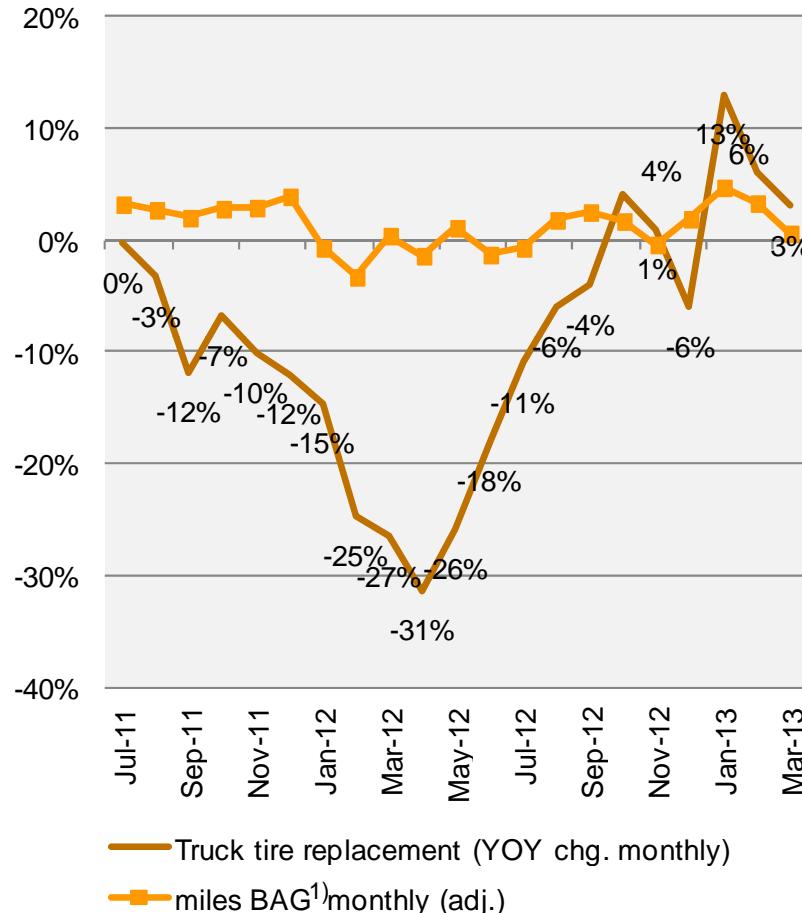


1) IAS 19 (rev. 2011) applied for 2012 & 2013

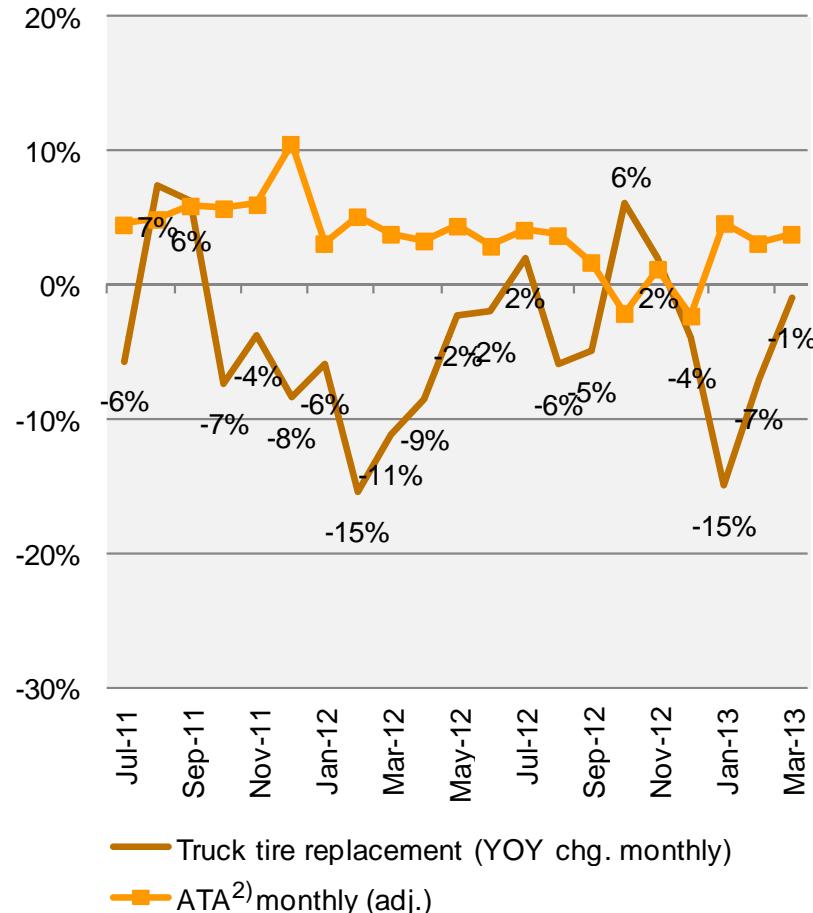
Back-up

Tires – Commercial Vehicle Tire Demand Sees some Recovery

Replacement Tire Development for Truck Tires Europe



Replacement Tire Development for Truck Tires NAFTA



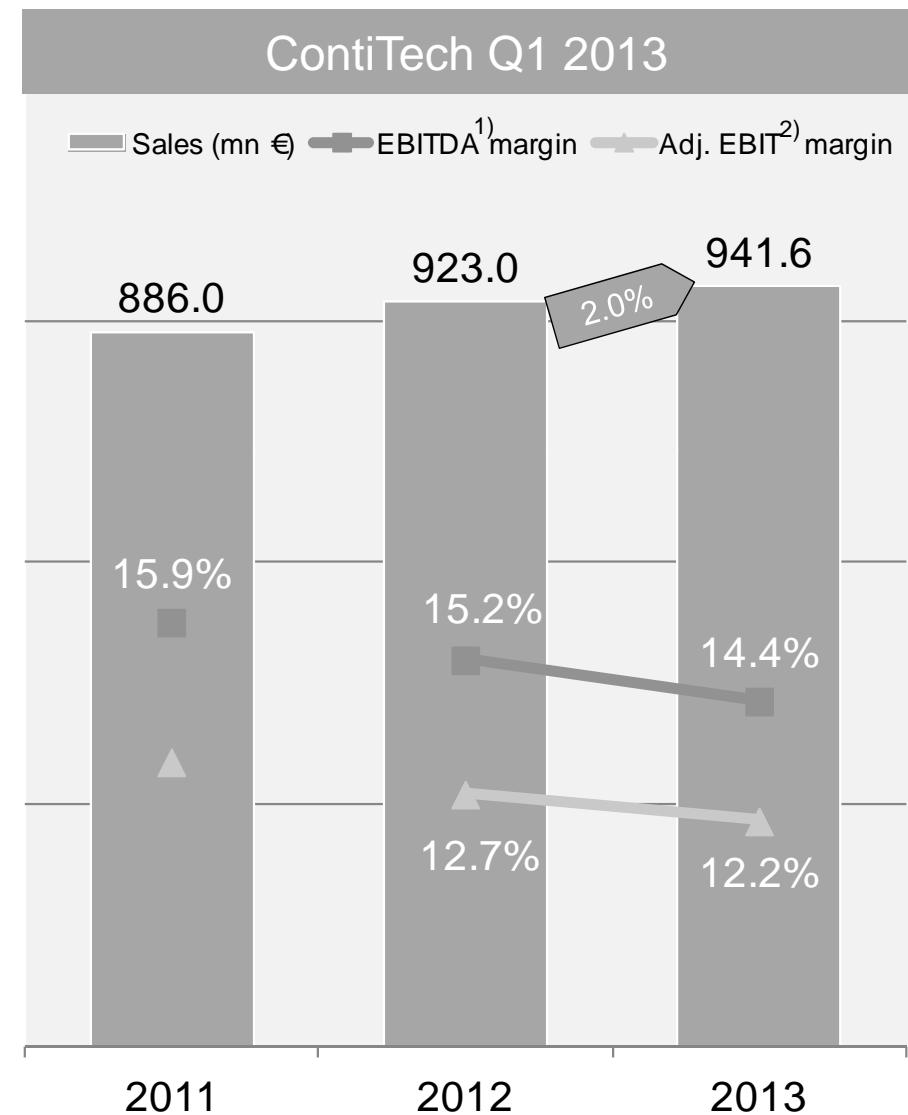
1) Bundesamt für Güterverkehr

2) ATA = American Trucking Association

Back-up

Rubber Group Financials – ContiTech

- ▶ Sales decreased by 2.2% before consolidation and FX effects
- ▶ EBITDA¹⁾ decreased by €4.4 mn to €135.9 mn (-3.1%)
- ▶ Adj. EBIT²⁾ decreased by €7.4 mn to €109.4 mn (adj. EBIT²⁾ margin 12.2%)
- ▶ EBIT¹⁾ decreased by €8.1 mn to €107.7 mn (EBIT¹⁾ margin 11.4%);
- ▶ Special effects in Q1 2013: -€0.7 mn



1) IAS 19 (rev. 2011) applied for 2012 & 2013

2) Before amortization of intangibles from PPA, consolidation and special effects; applying IAS 19 (rev. 2011) for 2012 & 2013. Refer to Fact Sheets for further details

Fact Sheets 2011 – Q1 2013

Fact Sheets

Quarterly Sales Analysis

Sales (mn €)	2011					2012					2013				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	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	1,792.9				
Powertrain	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	1,526.1				
Interior	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	1,620.1				
Tires	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	2,222.2				
ContiTech	886.0	916.1	901.0	880.0	3,583.1	923.0	931.6	924.0	933.2	3,711.8	941.6				
Other / Consolidation	-67.2	-64.5	-68.1	-59.6	-259.4	-69.8	-64.4	-66.7	-61.2	-262.1	-69.6				
Continental Corporation	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	8,033.3				
Changes Y-o-Y in %															
	2012					2013					2013				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
	12.0	11.2	8.1	2.3	8.3	-1.1									
	16.4	7.5	-2.1	-0.9	5.0	-6.2									
	8.6	6.6	3.8	2.2	5.3	-2.5									
	19.5	11.9	10.7	3.0	10.9	-6.1									
	4.2	1.7	2.6	6.0	3.6	2.0									
	13.3	8.7	5.4	2.3	7.3	-3.4									

Fact Sheets

Quarterly EBITDA Analysis – IAS 19 (rev. 2011) applied for 2012 & 2013

EBITDA (mn €)	2011					2012					2013				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	251.3	246.7	243.3	241.0	982.3	249.8	257.3	237.3	263.5	1,007.9	241.8				
Powertrain	120.6	93.7	140.1	130.3	484.7	164.2	153.0	125.0	166.8	609.0	158.9				
Interior	174.3	196.3	189.2	199.0	758.8	199.4	212.2	194.0	247.7	853.3	202.1				
Tires	356.5	372.2	369.6	428.2	1,526.5	468.5	530.7	522.4	483.5	2,005.1	459.2				
ContiTech	140.9	138.1	113.5	122.5	515.0	140.3	148.0	144.2	126.4	558.9	135.9				
Other / Consolidation	-15.1	-2.8	-18.6	-2.8	-39.3	-18.3	-12.5	-24.6	-10.2	-65.6	-28.5				
Continental Corporation	1,028.5	1,044.2	1,037.1	1,118.2	4,228.0	1,203.9	1,288.7	1,198.3	1,277.7	4,968.6	1,169.4				
EBITDA margin in %	2011					2012					2013				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	15.5	15.4	15.3	14.2	15.1	13.8	14.4	13.8	15.2	14.3	13.5				
Powertrain	8.6	6.4	9.2	8.9	8.3	10.1	9.7	8.4	11.5	9.9	10.4				
Interior	11.4	13.0	12.4	12.9	12.4	12.0	13.1	12.3	15.7	13.3	12.5				
Tires	18.0	17.7	16.5	17.9	17.5	19.8	22.6	21.0	19.6	20.7	20.7				
ContiTech	15.9	15.1	12.6	13.9	14.4	15.2	15.9	15.6	13.5	15.1	14.4				
Continental Corporation	14.0	13.9	13.4	14.1	13.9	14.5	15.7	14.7	15.8	15.2	14.6				
Changes Y-o-Y in %	2012					2013					2013				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	-0.6	4.3	-2.5	9.3	2.6	-3.2									
Powertrain	36.2	63.3	-10.8	28.0	25.6	-3.2									
Interior	14.4	8.1	2.5	24.5	12.5	1.4									
Tires	31.4	42.6	41.3	12.9	31.4	-2.0									
ContiTech	-0.4	7.2	27.0	3.2	8.5	-3.1									
Continental Corporation	17.1	23.4	15.5	14.3	17.5	-2.9									

Fact Sheets

Quarterly Analysis of Adjusted EBIT¹⁾ – IAS 19 (rev. 2011) applied

<u>Adjusted EBIT¹⁾ (mn €)</u>
C&S
180.1
Powertrain
89.7
Interior
142.7
Tires
379.3
ContiTech
116.8
Other / Consolidation
-19.9
Continental Corporation
888.7

	2012				
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>
C&S	180.1				
Powertrain	89.7				
Interior	142.7				
Tires	379.3				
ContiTech	116.8				
Other / Consolidation	-19.9				
Continental Corporation	888.7				

	2013				
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>
C&S	168.0				
Powertrain	58.6				
Interior	124.4				
Tires	366.8				
ContiTech	109.4				
Other / Consolidation	-31.0				
Continental Corporation	796.2				

<u>Adjusted EBIT¹⁾ margin in %</u>
C&S
9.9
Powertrain
5.5
Interior
8.6
Tires
16.0
ContiTech
12.7
Continental Corporation
10.7

	2012				
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>
C&S	9.9				
Powertrain	5.5				
Interior	8.6				
Tires	16.0				
ContiTech	12.7				
Continental Corporation	10.7				

	2013				
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>
C&S	9.4				
Powertrain	3.8				
Interior	7.7				
Tires	16.5				
ContiTech	12.2				
Continental Corporation	10.0				

<u>Changes Y-o-Y in %</u>
C&S
-6.7
Powertrain
-34.7
Interior
-12.8
Tires
-3.3
ContiTech
-6.3
Continental Corporation
-10.4

	2013				
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>FY</u>
C&S	-6.7				
Powertrain	-34.7				
Interior	-12.8				
Tires	-3.3				
ContiTech	-6.3				
Continental Corporation	-10.4				

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

EBIT (mn €)	2011					2012					2013				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	172.0	167.8	163.9	158.2	661.9	166.8	173.0	153.3	179.6	672.7	155.3				
Powertrain	13.0	-15.9	29.5	4.7	31.3	45.8	37.0	5.5	-40.0	48.3	52.1				
Interior	71.8	94.3	84.7	80.4	331.2	92.8	102.5	81.1	137.1	413.5	95.7				
Tires	275.7	290.0	287.1	342.9	1,195.7	384.3	442.9	432.6	406.7	1,666.5	365.2				
ContiTech	116.9	114.1	89.3	96.8	417.1	115.8	123.6	118.9	95.3	453.6	107.7				
Other / Consolidation	-15.5	-3.2	-18.8	-2.8	-40.3	-18.3	-12.8	-24.6	-11.5	-67.2	-28.6				
Continental Corporation	633.9	647.1	635.7	680.2	2,596.9	787.2	866.2	766.8	767.2	3,187.4	747.4				
EBIT margin in %	2011					2012					2013				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	10.6	10.5	10.3	9.3	10.2	9.2	9.7	8.9	10.4	9.5	8.7				
Powertrain	0.9	-1.1	1.9	0.3	0.5	2.8	2.4	0.4	-2.8	0.8	3.4				
Interior	4.7	6.2	5.6	5.2	5.4	5.6	6.3	5.1	8.7	6.4	5.9				
Tires	13.9	13.8	12.8	14.4	13.7	16.2	18.8	17.4	16.5	17.2	16.4				
ContiTech	13.2	12.5	9.9	11.0	11.6	12.5	13.3	12.9	10.2	12.2	11.4				
Continental Corporation	8.6	8.6	8.2	8.6	8.5	9.5	10.6	9.4	9.5	9.7	9.3				
Changes Y-o-Y in %	2012					2013					2014				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	-3.0	3.1	-6.5	13.5	1.6	-3.0	3.1	-6.5	13.5	1.6	-6.9				
Powertrain	252.3	332.7	-81.4	-951.1	54.3	29.2	8.7	-4.3	70.5	24.8	13.8				
Interior	39.4	52.7	50.7	18.6	39.4	-0.9	8.3	33.1	-1.5	8.8	3.1				
Tires	24.2	33.9	20.6	12.8	22.7	-5.0	-7.0	-5.1			-5.0				
ContiTech															
Continental Corporation															

mn €	Q1 2011	Q1 2012	Q1 2013
Sales	7,345.6	8,319.5	8,033.3
Cost of sales	-5,747.1	-6,542.5	-6,244.3
Gross margin on sales	1,598.5	1,777.0	1,789.0
Research and development expenses	-405.4	-445.8	-499.8
Selling and logistics expenses	-341.5	-379.0	-406.5
Administrative expenses	-156.2	-159.2	-171.8
Other expenses and income	-74.8	-20.1	33.8
Income from at-equity accounted investees	15.8	12.6	7.2
Other income from investments	-2.5	1.7	-4.5
Earnings before interest and taxes	633.9	787.2	747.4
Interest income	6.4	7.5	6.0
Interest expense ¹	-175.0	-72.4	-129.1
Net interest expense	-168.6	-64.9	-123.1
Earnings before taxes	465.3	722.3	624.3
Income tax expense	-80.2	-221.8	-161.0
Net income	385.1	500.5	463.3
Non-controlling interests	-16.9	-17.6	-22.1
Net income attributable to the shareholders of the parent	368.2	482.9	441.2
Basic earnings per share in EUR	1.84	2.41	2.21
Diluted earnings per share in EUR	1.84	2.41	2.21

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.

Interest effects from pension obligations and from other long-term employee benefits as well as pension funds are also included.

(mn €)	March 31, 2013	Dec. 31, 2012	March 31, 2012
Goodwill	5,639.6	5,622.2	5,698.6
Other intangible assets	843.2	945.1	1,255.5
Property, plant and equipment	7,603.5	7,391.0	6,699.7
Investment property	19.7	19.8	19.9
Investments in at-equity accounted investees	448.8	376.5	466.9
Other investments	6.9	6.9	6.6
Deferred tax assets	876.1	850.4	593.5
Defined benefit assets	2.0	2.0	7.0
Long-term derivative instruments and interest-bearing investments	459.5	433.9	320.1
Other long-term financial assets	21.2	23.8	29.3
Other long-term assets	14.1	14.1	11.6
Non-current assets	15,934.6	15,685.7	15,108.7
Inventories	3,231.2	2,998.7	3,146.3
Trade accounts receivable	5,886.5	4,993.3	6,034.1
Other short-term financial assets	318.5	321.8	294.1
Other short-term assets	718.3	661.4	673.0
Income tax receivables	83.9	77.9	92.8
Short-term derivative instruments and interest-bearing investments	77.6	102.3	94.9
Cash and cash equivalents	1,962.7	2,397.2	1,297.9
Assets held for sale	42.8	211.8	43.2
Current assets	12,321.5	11,764.4	11,676.3
Total assets	28,256.1	27,450.1	26,785.0

Note: IAS 19 (rev. 2011) applied for 2012 & 2013

(mn €)	March 31, 2013	Dec. 31, 2012	March 31, 2012
Subscribed capital	512.0	512.0	512.0
Capital reserves	4,155.6	4,155.6	4,155.6
Retained earnings	4,503.4	4,062.2	2,939.9
Other comprehensive income	-808.1	-950.8	-469.8
Equity attributable to the shareholders of the parent	8,362.9	7,779.0	7,137.7
Non-controlling interests	375.3	377.4	387.4
Total equity	8,738.2	8,156.4	7,525.1
Provisions for pension liabilities and similar obligations	2,538.5	2,583.1	1,871.0
Deferred tax liabilities	297.2	269.2	286.0
Long-term provisions for other risks and obligations	302.0	308.5	366.4
Long-term portion of indebtedness	5,639.0	4,181.0	6,001.5
Other long-term financial liabilities	13.0	13.1	8.0
Other long-term liabilities	56.1	52.7	55.3
Non-current liabilities	8,845.8	7,407.6	8,588.2
Trade accounts payable	4,504.9	4,344.6	4,229.0
Income tax payables	677.2	713.3	697.5
Short-term provisions for other risks and obligations	597.3	597.0	834.6
Indebtedness	2,473.9	4,072.3	2,552.6
Other short-term financial liabilities	1,502.0	1,406.9	1,478.1
Other short-term liabilities	916.8	751.2	879.9
Liabilities held for sale	—	0.8	—
Current liabilities	10,672.1	11,886.1	10,671.7
Total equity and liabilities	28,256.1	27,450.1	26,785.0

Note: IAS 19 (rev. 2011) applied for 2012 & 2013

Fact Sheets

Consolidated Statement of Cash Flows

(mn €)	January 1 to March 31	
	2013	2012
Net income	463.3	500.5
Income tax expense	161.0	221.8
Net interest expense	123.1	64.9
EBIT	747.4	787.2
Interest paid	-182.1	-204.3
Interest received	7.2	7.5
Income tax paid	-204.2	-135.0
Dividends received	15.6	27.5
Depreciation, amortization and impairment	422.0	416.7
Income from at-equity accounted and other investments, incl. impairment	-2.7	-14.3
Gains from the disposal of assets, companies and business operations	-82.3	-0.8
Other non-cash items	-2.4	-1.7
Changes in		
inventories	-195.3	-154.7
trade accounts receivable	-799.0	-717.7
trade accounts payable	116.3	104.4
pension and similar obligations	-2.5	-15.5
other assets and liabilities	120.6	156.8
Cash flow arising from operating activities	-41.4	256.1
Proceeds on the disposal of property, plant and equipment, and intangible assets	4.8	9.1
Capital expenditure on property, plant and equipment, and software	-431.3	-387.9
Capital expenditure on intangible assets from development projects and miscellaneous	-7.3	-19.5
Proceeds on the disposal of companies and business operations	250.3	—
Acquisition of companies and business operations	-86.2	-5.5
Cash flow arising from investing activities	-269.7	-403.8
Cash flow before financing activities (free cash flow)	-311.1	-147.7
Change in indebtedness	-157.6	-63.2
Successive purchases	-4.6	-10.4
Dividends paid and repayment of capital to non-controlling interests	-1.0	-21.9
Cash and cash equivalents arising from first consolidation of subsidiaries	0.4	4.8
Cash flow arising from financing activities	-162.8	-90.7
Change in cash and cash equivalents	-473.9	-238.4
Cash and cash equivalents at the beginning of the reporting period	2,397.2	1,541.2
Effect of exchange rate changes on cash and cash equivalents	39.4	-4.9
Cash and cash equivalents at the end of the reporting period	1,962.7	1,297.9

Note: IAS 19 (rev. 2011) applied for 2012 & 2013

	Chassis & Safety		Powertrain		Interior		Tires		ContiTech		Cons./Corr.		Corporation	
	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013
EBIT in % of sales	166.8 9.2%	155.3 8.7%	45.8 2.8%	52.1 3.4%	92.8 5.6%	95.7 5.9%	384.3 16.2%	365.2 16.4%	115.8 12.5%	107.7 11.4%	-18.3	-28.6	787.2 9.5%	747.4 9.3%
Amortization of intangible assets from PPA	13.3	13.1	43.9	33.2	51.2	47.9	1.3	1.1	0.6	1.5	0.1	0.0	110.4	96.8
Total special effects	0.0	0.0	0.0	-25.8	0.0	-19.6	-6.3	0.0	0.4	0.7	-1.7	-2.4	-7.6	-47.1
Total consolidation effects	0.0	-0.4	0.0	-0.9	-1.3	0.4	0.0	0.5	0.0	-0.5	0.0	0.0	-1.3	-0.9
Total consolidation & special effects	0.0	-0.4	0.0	-26.7	-1.3	-19.2	-6.3	0.5	0.4	0.2	-1.7	-2.4	-8.9	-48.0
Adjusted operating result (adj. EBIT)¹⁾ in % of adjusted sales	180.1 9.9%	168.0 9.4%	89.7 5.5%	58.6 3.8%	142.7 8.6%	124.4 7.7%	379.3 16.0%	366.8 16.5%	116.8 12.7%	109.4 12.2%	-19.9	-31.0	888.7 10.7%	796.2 10.0%

The prior year figures have been adjusted according to IAS 19 rev. 2011.

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

Note: IAS 19 (rev. 2011) applied for 2012 & 2013

	<u>Automotive</u>		<u>Rubber</u>		<u>Cons./Corr.</u>		<u>Corporation</u>	
	2012	2013	2012	2013	2012	2013	2012	2013
Sales	5,070.8	4,911.2	3,255.4	3,132.0	-6.7	-9.9	8,319.5	8,033.3

	<u>Automotive</u>		<u>Rubber</u>		<u>Cons./Corr.</u>		<u>Corporation</u>	
	2012	2013	2012	2013	2012	2013	2012	2013
EBIT in % of sales	305.3 6.0%	303.1 6.2%	500.1 15.4%	472.9 15.1%	-18.2	-28.6	787.2 9.5%	747.4 9.3%
Amortization of intangible assets from PPA	108.4	94.2	2.0	2.6	0.0	0.0	110.4	96.8
Total special effects	0.0	-45.4	-5.9	0.7	-1.7	-2.4	-7.6	-47.1
Total consolidation effects	-1.3	-0.9	0.0	0.0	0.0	0.0	-1.3	-0.9
Total consolidation & special effects	-1.3	-46.3	-5.9	0.7	-1.7	-2.4	-8.9	-48.0
Adjusted operating result (adj. EBIT)¹⁾ in % of adjusted sales	412.4 8.1%	351.0 7.2%	496.2 15.2%	476.2 15.4%	-19.9	-31.0	888.7 10.7%	796.2 10.0%

The prior year figures have been adjusted according to IAS 19 rev. 2011.

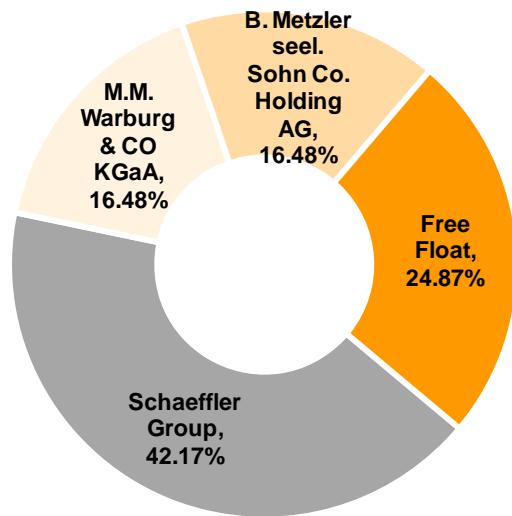
1) Before amortization of intangible assets from PPA, changes in the scope of consolidation and special effects.

Note: IAS 19 (rev. 2011) applied for 2012 & 2013

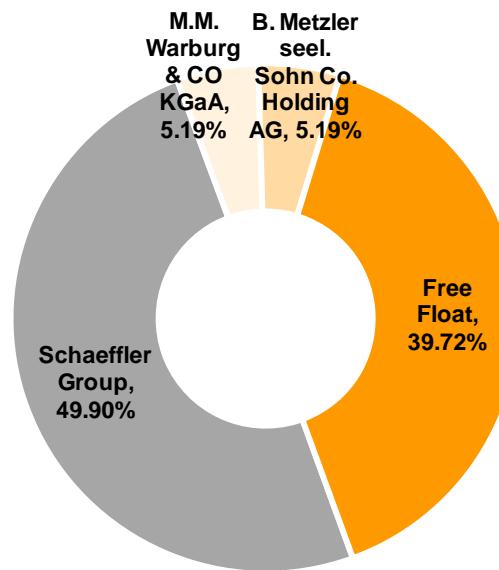
Back-up

Shareholder Structure Since September 25, 2012

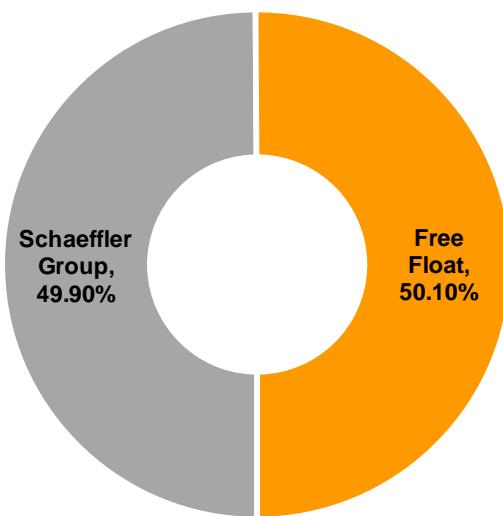
Shareholder Structure at
Dec. 31, 2010



Shareholder Structure at
Dec. 31, 2011

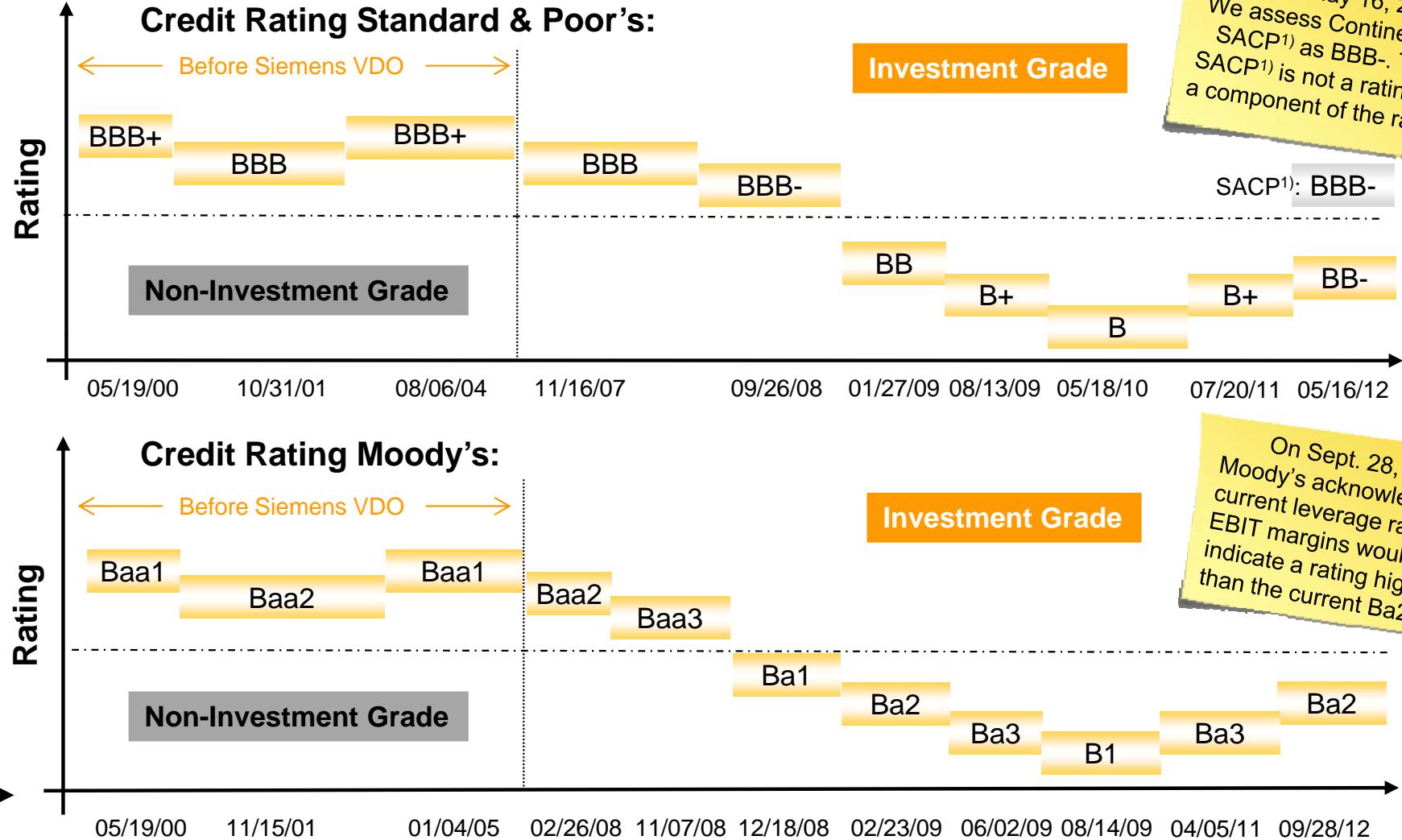


Shareholder Structure
since Sept. 25, 2012



Back-up

Rating Development Since 2000



1) SACP = Stand-alone credit profile

References

Useful Links and References

Continental Investor Relations Website	http://www.continental-ir.com
Annual and Interim Reports	http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/
Fact Book Fiscal Year 2012	http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/
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Corporate Social Responsibility Report	http://www.continental-sustainability.com
Corporate Governance Principles	http://www.continental-corporation.com/www/portal_com_en/themes/ir/corporate_governance/
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