
Continental



Financial Results H1 2013

Hanover - August 1, 2013

AGENDA

1) Corporation Highlights

2) Automotive Group

3) Rubber Group

4) Indebtedness and Cash Flow

5) Outlook

6) Back-up & Fact Sheets 2011 – H1 2013

- ▶ **Sales up by 0.4% to €16.6 bn**; organic sales in Q2/13 increased by 4.8%
- ▶ **Adj. EBIT¹⁾ margin at 10.8%** - adj. EBIT¹⁾ at €1,776.9 mn
(PPA and special effects -€146.3 mn)
- ▶ **NIAT²⁾ up to €1,142 mn** due to recognition of €256 mn deferred tax assets in the U.S.
- ▶ **Free cash flow of -€88 mn** in H1/13 due to reversed NWC effects; positively impacted by €158 mn net cash from acquisitions & disposals³⁾; FCF in Q2/13 amounted to €223 mn
- ▶ **Net indebtedness at €6.0 bn as at June 30, mainly due to €450 mn dividend payment; Gearing ratio at 69%⁴⁾**
- ▶ Sustained value creation: **trailing ROCE⁵⁾ up by 10 bps to 18.6%**
- ▶ **Financing activities during July 2013:**
 - ▶ Early repayment of 8.5% bond (07/15), call of 7.5% bond due on Sept. 16, 2013,
Issuance of new bond under the Debt Issuance Programme with a coupon of 3%
maturing 2018
 - ▶ Rating upgrade by Fitch: back to investment grade at BBB outlook stable

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

Corporation Highlights

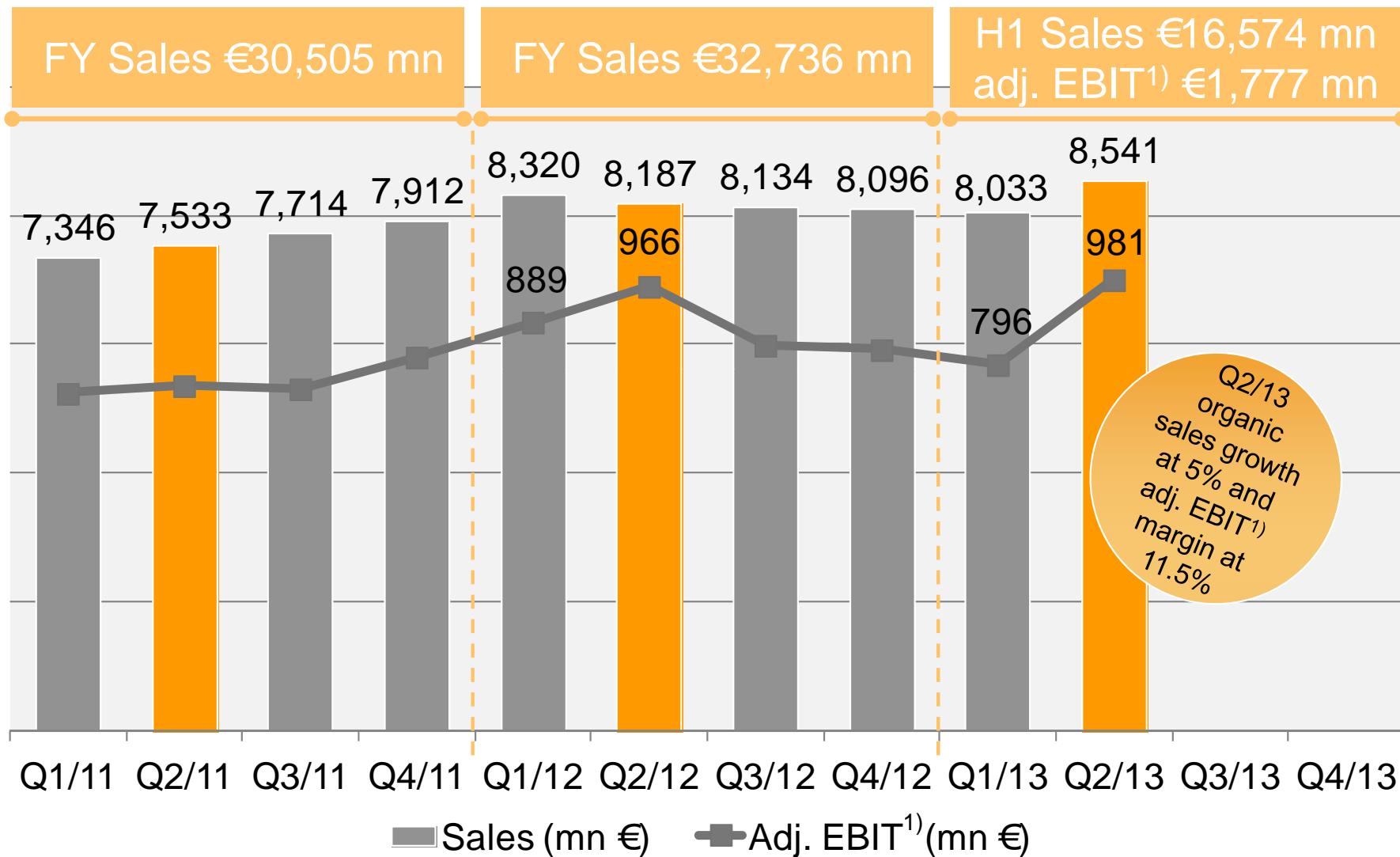
Divisional Highlights H1 2013

- **Chassis & Safety** at 9.4% adj. EBIT¹⁾ margin (PY: 10.2%); organic sales up by 4% (Q2/13 +7%) mainly due to strong growth in ADAS (+57% unit sales) and market share gains in HBS
- **Powertrain** at 4.8% adj. EBIT¹⁾ margin (PY: 5.3%); organic sales decrease by 2% (Q2/13 +2%); adj. EBIT¹⁾ margin advanced 200 bps QOQ to 5.8% in Q2/13 thanks to higher sales and better R&D utilization
- **Interior** at 8.6% adj. EBIT¹⁾ margin (PY 8.9%); organic sales accelerated to 8% in Q2/13 with an operating leverage²⁾ of 13%
- **Automotive Group** organic sales increased by 2% in H1/13 and by 6% in Q2/13; adj. EBIT¹⁾ margin improved by 110 bps QOQ mainly thanks to higher sales and better leverage of R&D cost
- **Tires** adj. EBIT¹⁾ margin maintained a high level at 17.4% (PY 17.4%) benefiting from lower raw material cost (H1/13: ~ €170 mn) and solid price mix; PLT volumes up by 5% and CV volumes up by 7% in Q2/13.
PC & LT tire replacement demand recovering slowly in Europe (H1/13: -4%) and NAFTA (H1/13: 0%)
 - **CVT** EBIT margin up 30 bps at 11.4% in H1/13 mainly due to lower raw material cost
- **ContiTech** adj. EBIT¹⁾ margin only down by 10 bps to 12.9%; organic sales up by 0.1%
- **Rubber Group** organic sales decreased by 0.2%; adj. EBIT¹⁾ margin maintained at high level of 16.3% (PY: 16.3%)

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Corporation Highlights

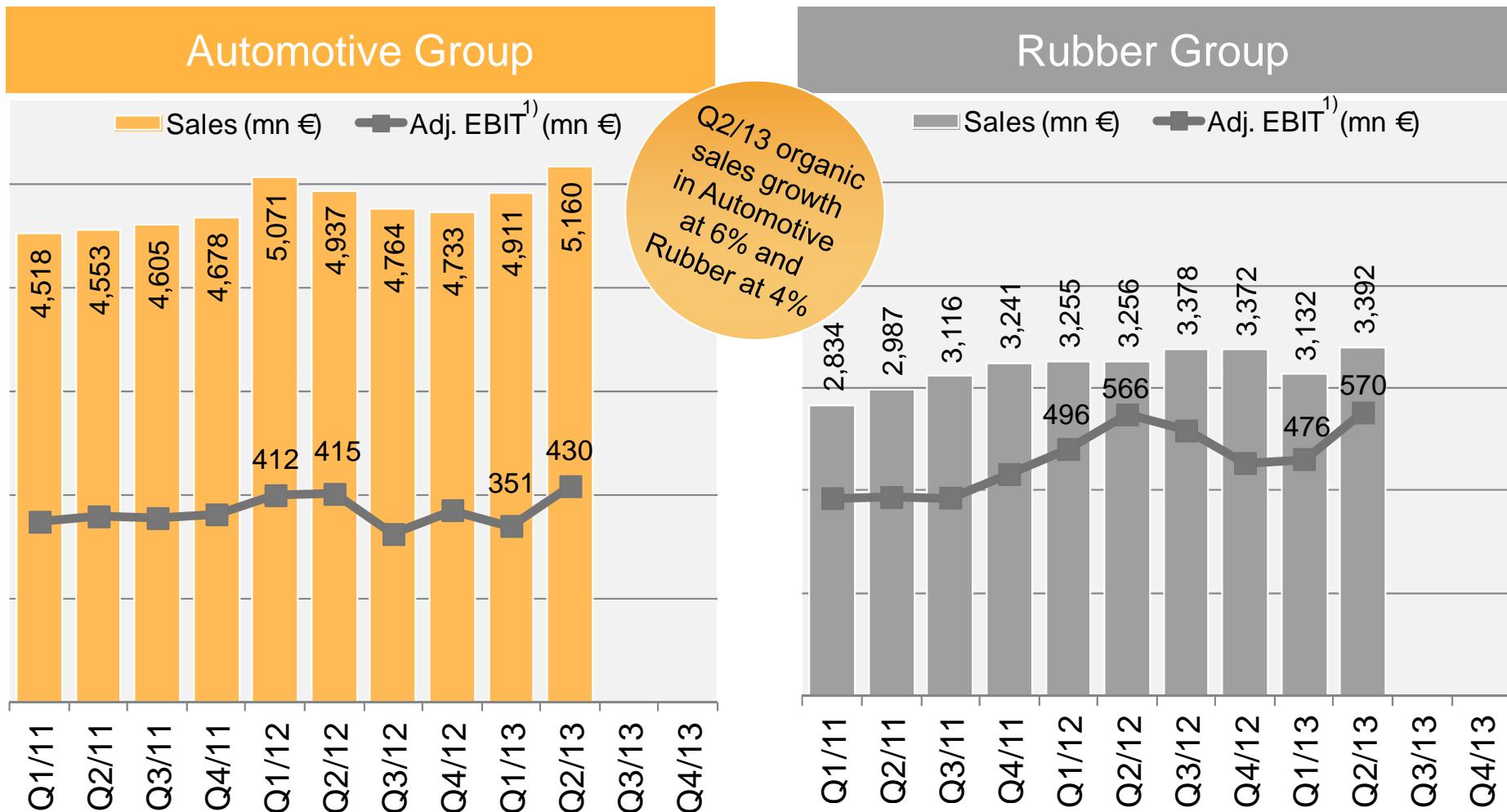
Sales and Adjusted EBIT¹⁾ by Quarter



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

Corporation Highlights

Automotive and Rubber Group by Quarter



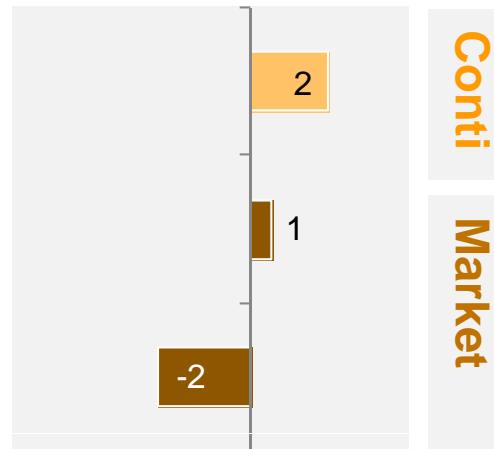
1) Before amortization of intangibles from PPA, consolidation and special effects; applying IAS 19 (rev. 2011) for 2012 & 2013

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Corporation Highlights

Growth Profile H1 2013 in %

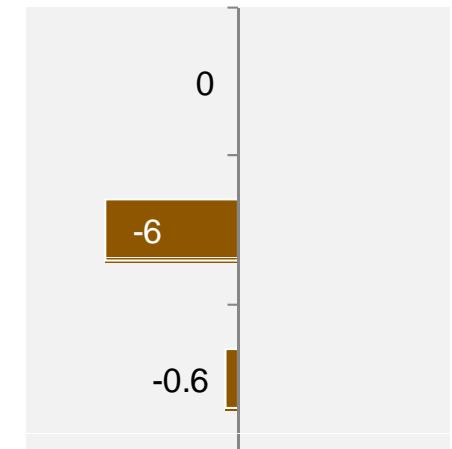
Conti Automotive
Group org.
sales growth



ContiTech
org. sales
growth

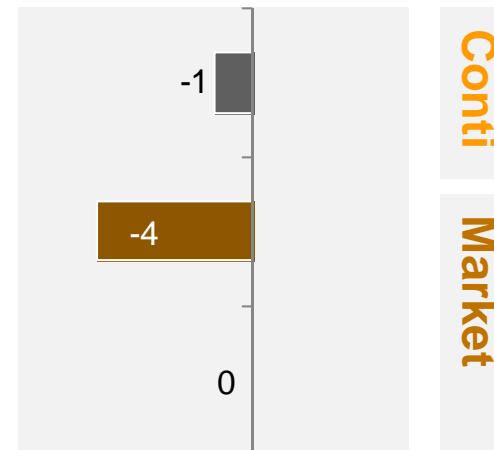
PC & LT prod.
growth Europe

GDP growth
Eurozone 2013



PC & LT prod.
growth EU/NAFTA

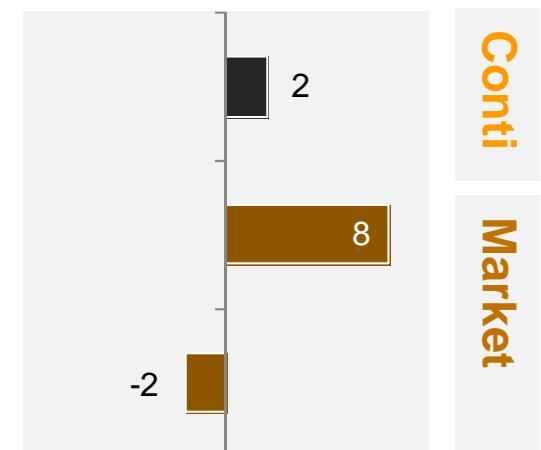
Passenger &
Light Truck Tires
unit sales growth



Commercial
Vehicle Tires
unit sales growth

Replacement
tire volume
growth Europe

Replacement
tire volume
growth NAFTA



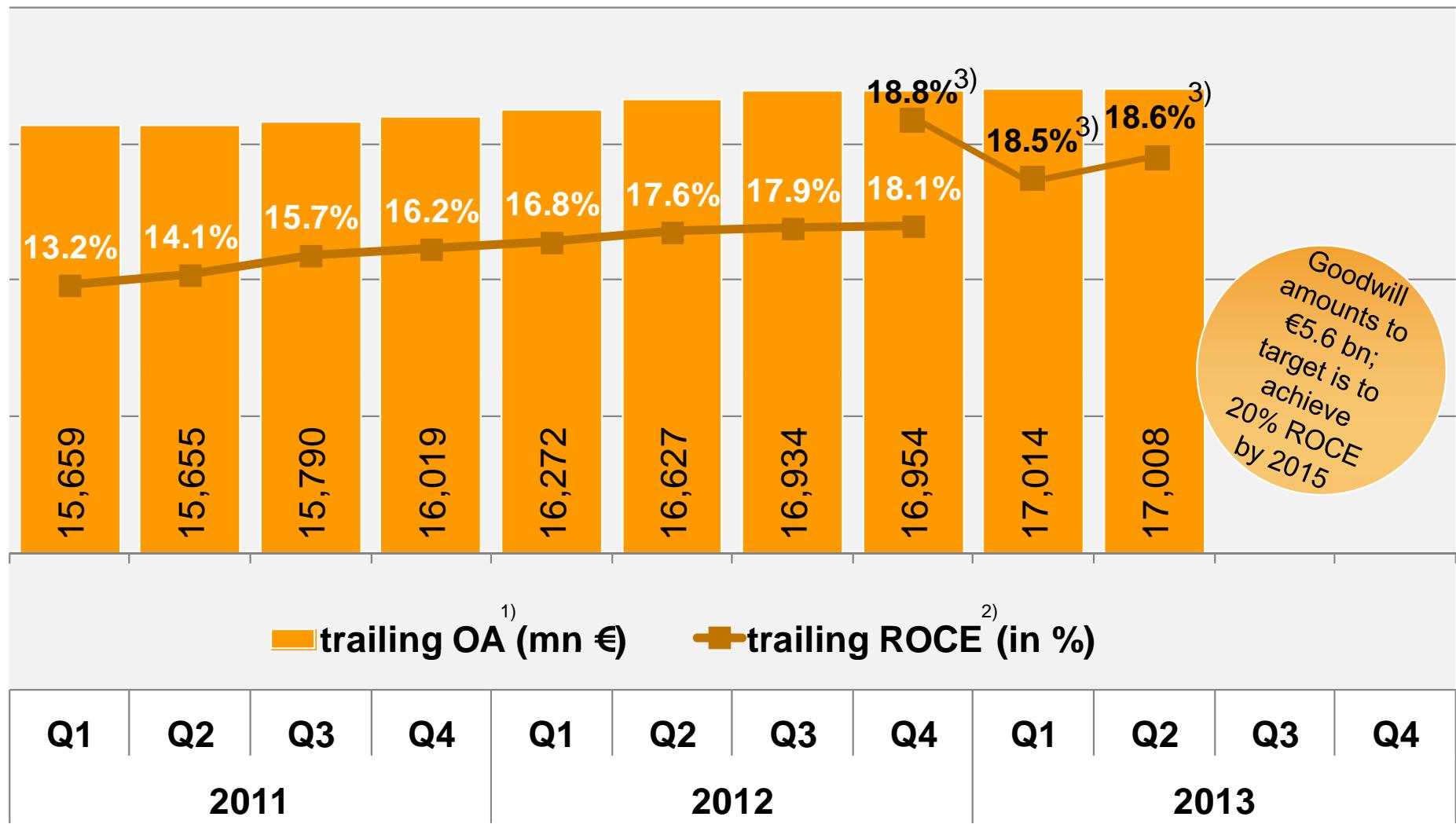
1) According to IMF (WEO Update July 2013)

EDMR – Equity and Debt Markets Relations
H1 2013 Financial Results – August 1, 2013

1)

Corporation Highlights

Sustained Value Creation



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

3) Q4/12, Q1/13 and Q2/13 applying IAS 19 (rev. 2011)

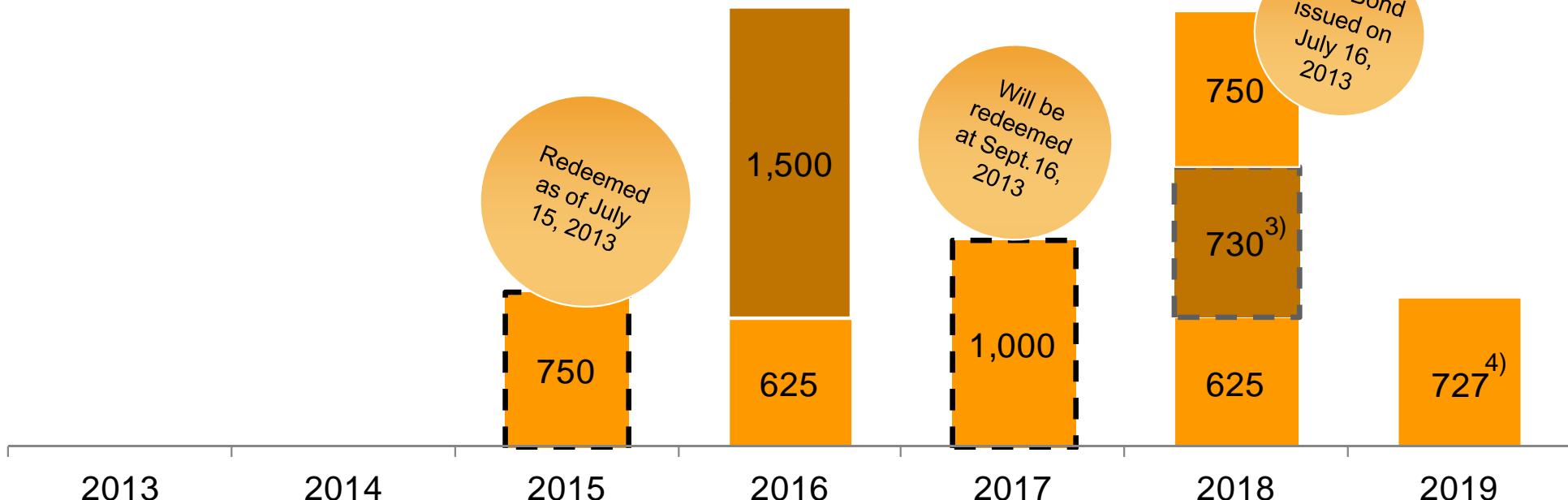
- ▶ Early redemption of 07/15 maturity; principal amount €750 mn with a coupon 8.5%
- ▶ Call of 09/17 maturity; principal amount of €1,000 mn with a coupon of 7.5% and partial refinancing via new issuance in July, bond will be redeemed at Sept. 16
- ▶ Continental successfully places first bond under the Debt Issuance Programme
 - ▶ Issuer: Continental AG
 - ▶ Issue: Senior Notes
 - ▶ Principal amount: €750 mn – amount was significantly oversubscribed
 - ▶ Rating: S&P: BB / Moody's: Ba2
 - ▶ Coupon: 3.0% – 450 bps below the average interest of bonds issued in '10
 - ▶ Issuance: July 16, 2013
 - ▶ Maturity: July 16, 2018
 - ▶ Offering Price: 98.95%
- ▶ Issuance will reduce interest expenses and improve Continental's maturity profile

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Corporation Highlights

Pro forma¹⁾ Maturities²⁾ for Syndicated Loan and Bonds

 Syndicated Loan
 Bonds

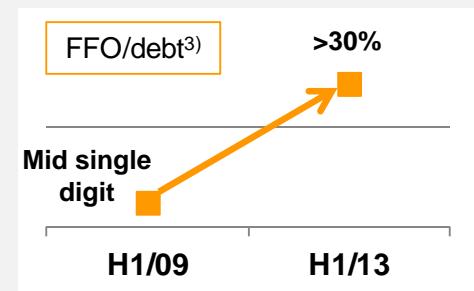
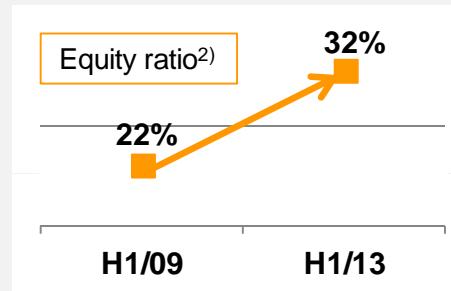
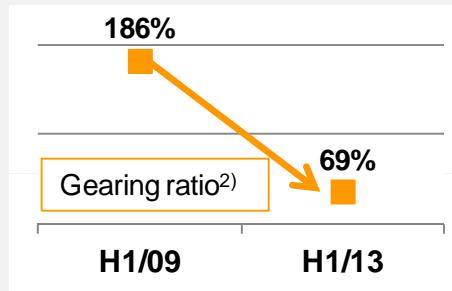
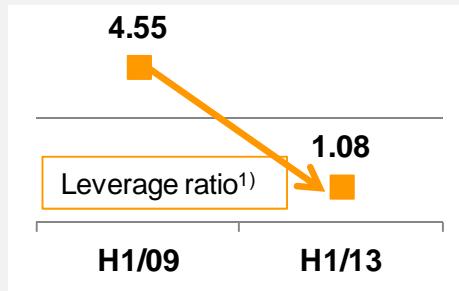


	(mn €)	FY 12	H1 2013
Gross indebtedness	8,253	8,076⁵⁾	
Cash	2,397	1,579⁵⁾	
Net indebtedness	5,320	6,012⁵⁾	
Available credit lines	2,801	2,970	
Total liquidity	5,199	4,549⁵⁾	

Corporation Highlights

Upgrade to Investment Grade

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



- Continental's current credit rating is:
 - Fitch since July 15, 2013: BBB outlook stable
 - S&P since May 24, 2013: BB outlook stable
 - Moody's since Sept. 28, 2012: Ba2 outlook positive
- S&P as well as Moody's are still applying the parent-subsidiary criterion on Continental's credit rating but see Conti on a stand-alone basis back in investment grade
 - S&P (May 24, 2013): "We have raised our assessment of Continental's stand-alone credit profile (SACP) to 'BBB' to reflect the improved financial risk profile. On a stand-alone basis, we view Continental's financial risk profile as intermediate⁴⁾."
 - Moody's (May 31, 2013): Conti's so called "Grid-Indicated Rating" is currently 'Baa2' and reflects the 'A' rated competitive position and its 'A' rated ability to generate FCF through the business cycle

1) Leverage covenant ratio as defined in syndicated loan agreement

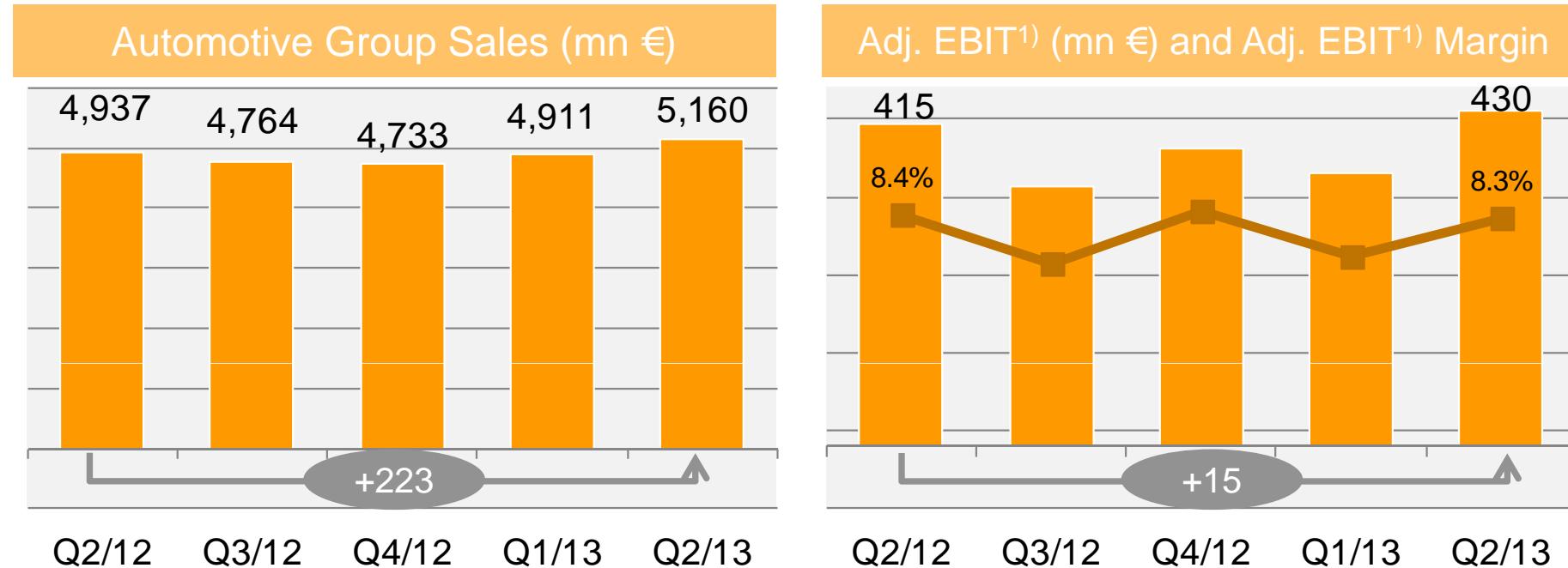
2) IAS 19 (rev. 2011) applied for H1/13

3) According to broker estimates

4) S&P: "The SACP is not a rating but a rating component that reflects our opinion of a company's creditworthiness absent any extraordinary intervention from its parent."

Automotive Group

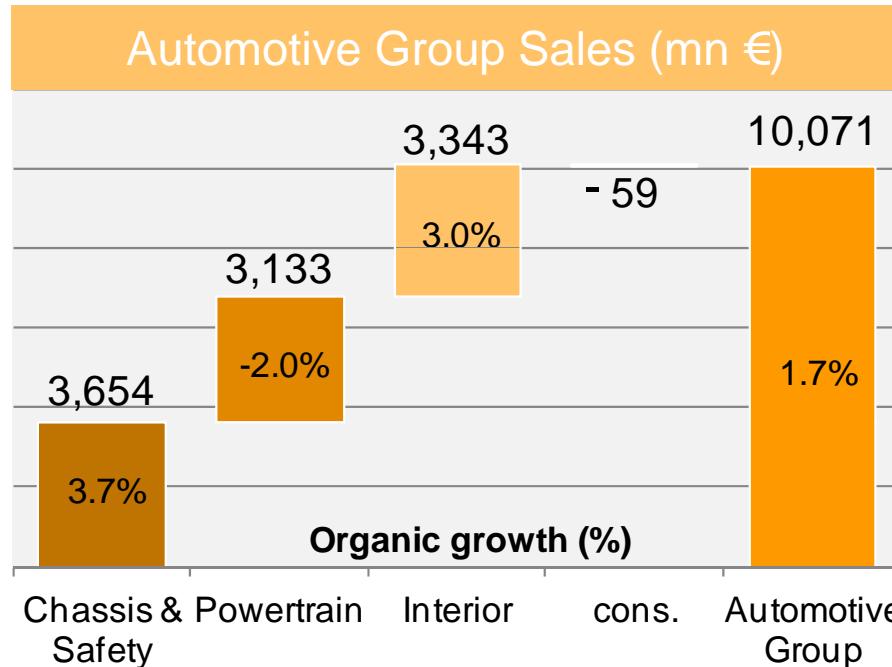
Benefitting from Stabilization in European Production



- Sales increased by €223 mn YOY in Q2/13 and were up 5.1% QOQ; organic sales growth in Q2/13 at +5.6%
- Adj. EBIT¹⁾ increased by €15 mn – low operating leverage mainly due to Chassis & Safety which still suffers from high R&D cost on new volumes in ADAS
- Adjusted EBIT¹⁾ margin at 8.3% (PY: 8.4%)
- Expect sales and adj. EBIT¹⁾ in Q3/13 to decline in line with normal seasonal pattern

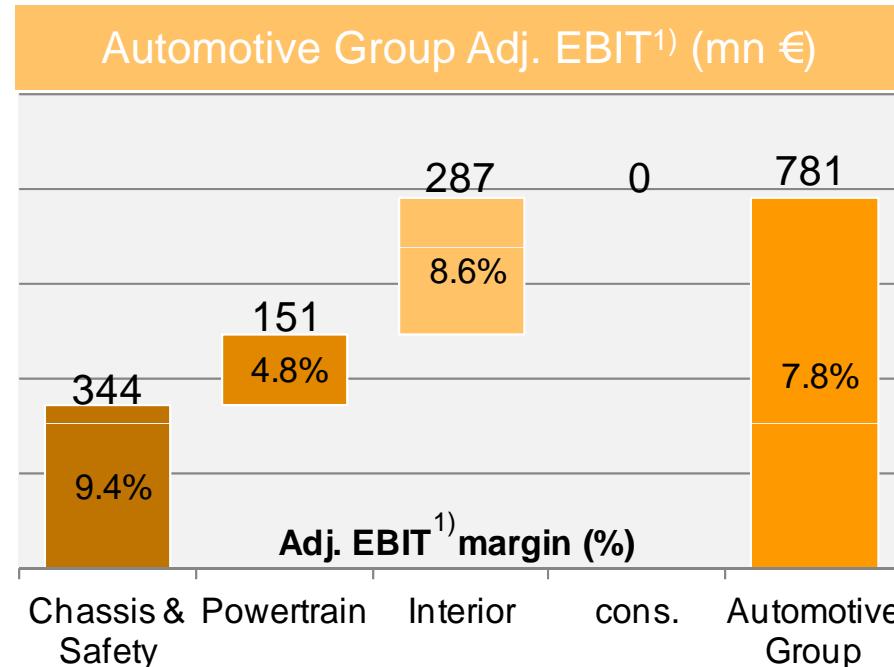
Automotive Group

Adj. EBIT¹⁾ Down Mainly on Sustained High R&D in H1 2013



Reported sales change

- Chassis & Safety: 1.7%
- Powertrain: -2.1%
- Interior: 2.1%
- Automotive Group: 0.6%



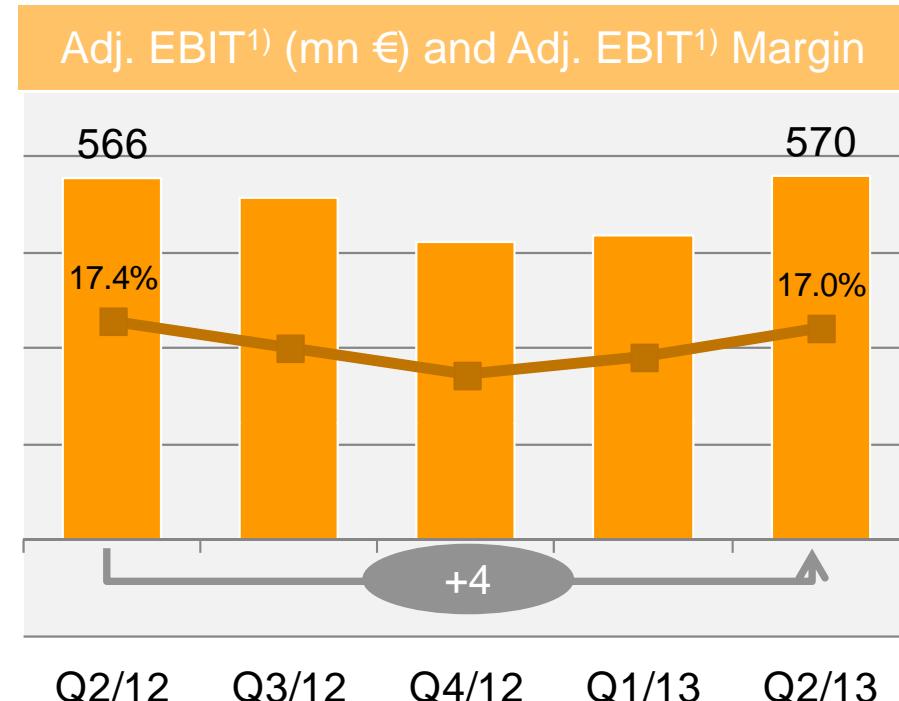
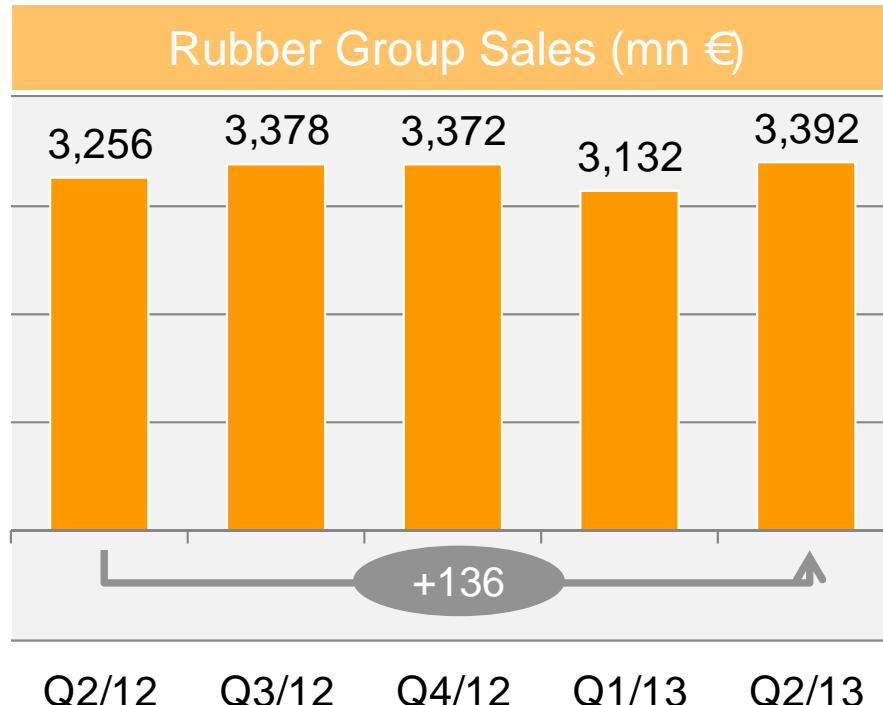
- Reported EBITDA²⁾: €1,242 mn (12.3% of sales)
- Reported EBIT²⁾: €637 mn (6.3% of sales)
- R&D²⁾: €842 mn (8.4% of sales)
- Capex: €384 mn (3.8% of sales)

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

2) IAS 19 (rev. 2011) applied

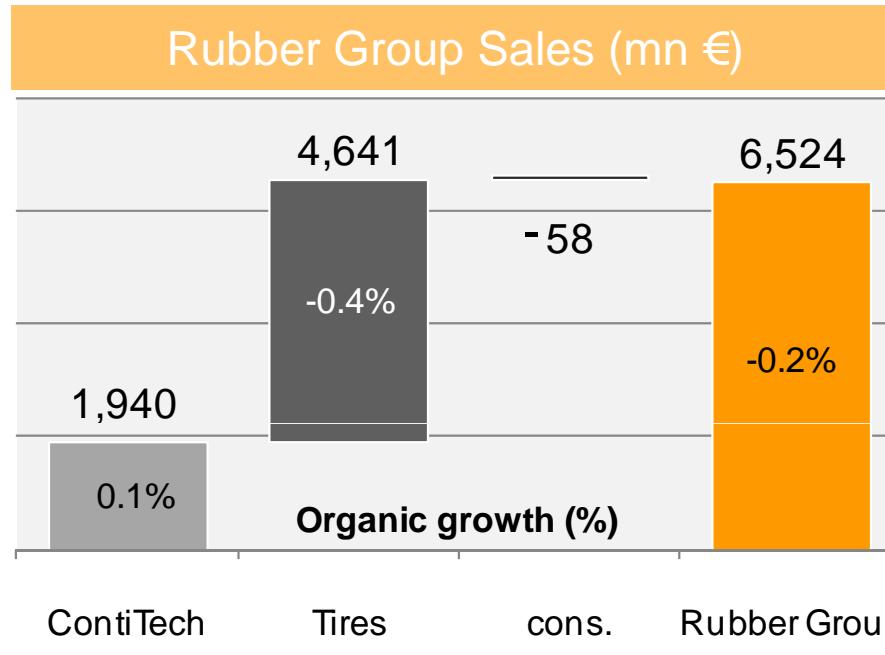
Rubber Group

Adjusted EBIT¹⁾ Margin Kept at High Level



- ▶ Sales increased by €136 mn in Q2 2013 mainly thanks to higher volumes compared to Q2 2012 in the tire business. Sales at ContiTech increased by €67 mn (vs. Q2/12) mainly due to consolidation effects from Freudenberg and Parker Hanifin
- ▶ Adj. EBIT¹⁾ up by €4 mn on a nearly balanced price/mix; raw material tailwinds amounting to approx. €80 mn in Q2/13

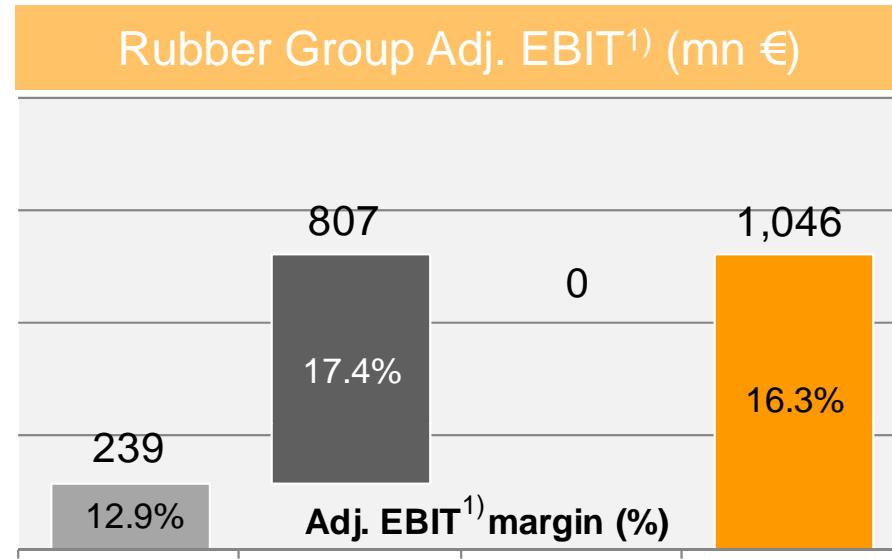
1) Before amortization of intangibles from PPA, consolidation and special effects; applying IAS 19 (rev. 2011)



ContiTech Tires cons. Rubber Group

Reported sales change

- ContiTech: 4.6%
- Tires: -1.6%
- Rubber Group: 0.2%



ContiTech Tires cons. Rubber Group

- Reported EBITDA²⁾: €1,286 mn (19.7% of sales)
- Reported EBIT²⁾: €1,042 mn (16.0% of sales)
- R&D²⁾: €145 mn (2.2% of sales)
- Capex: €482 mn (7.4% of sales)

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

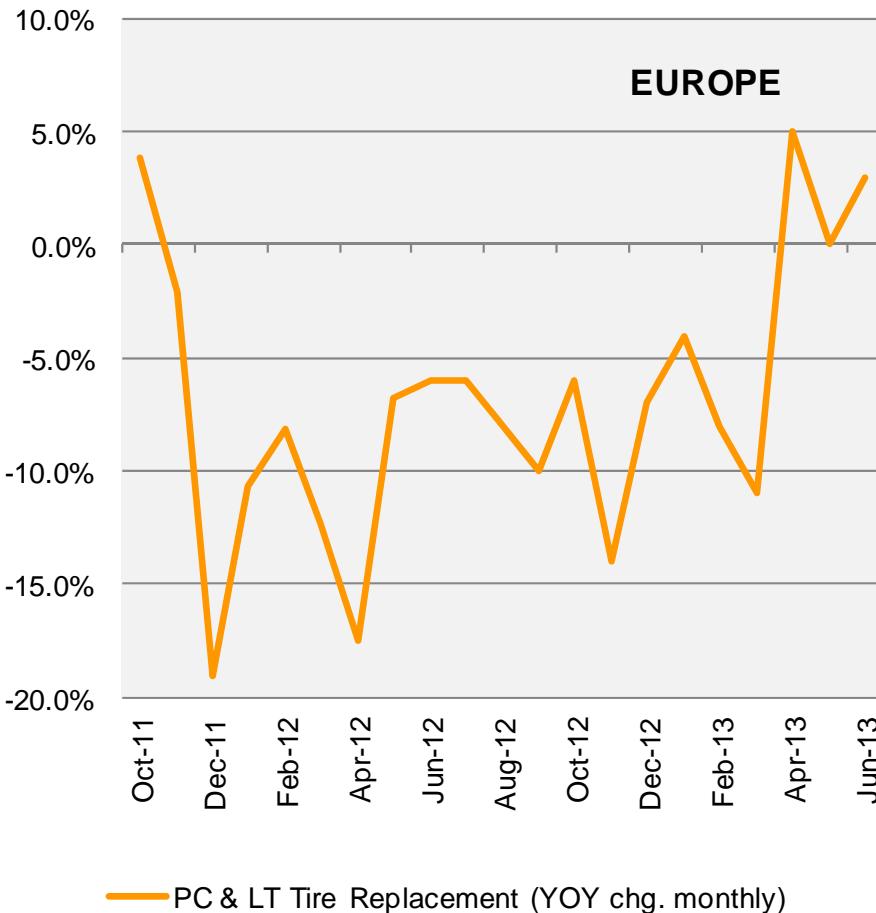
2) IAS 19 (rev. 2011) applied

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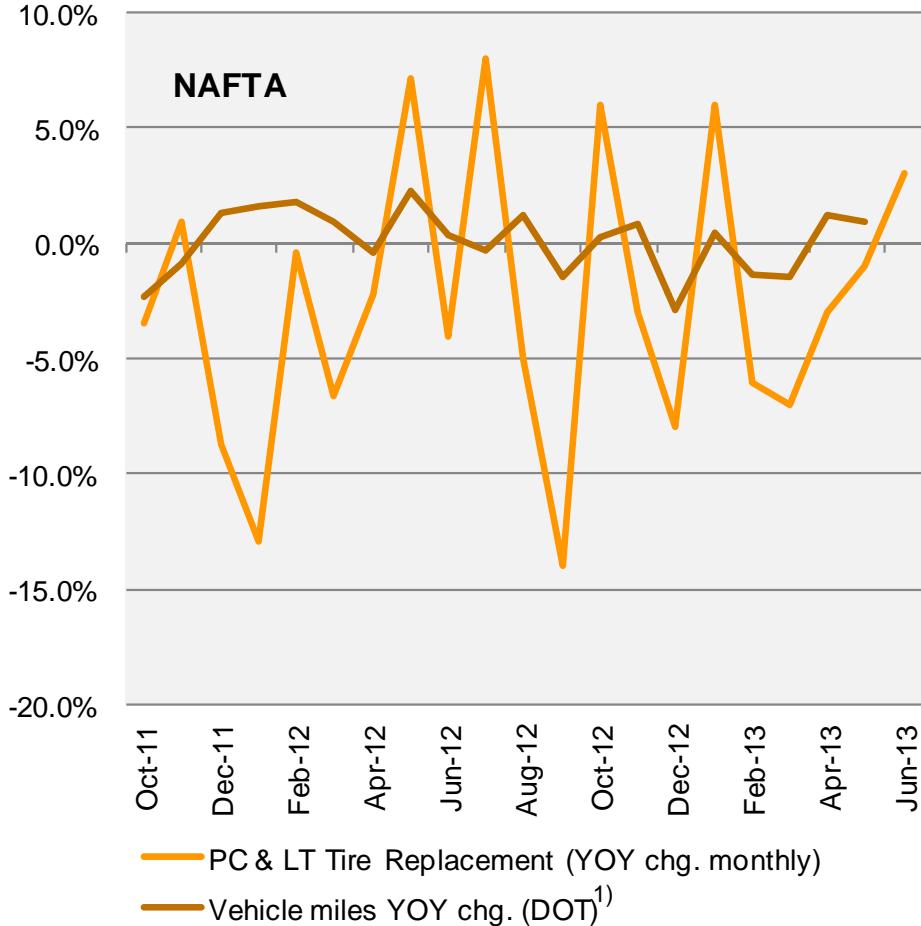
Rubber Group

Stabilization in Demand During Q2 2013

Replacement Tire Development for PC & LT Europe

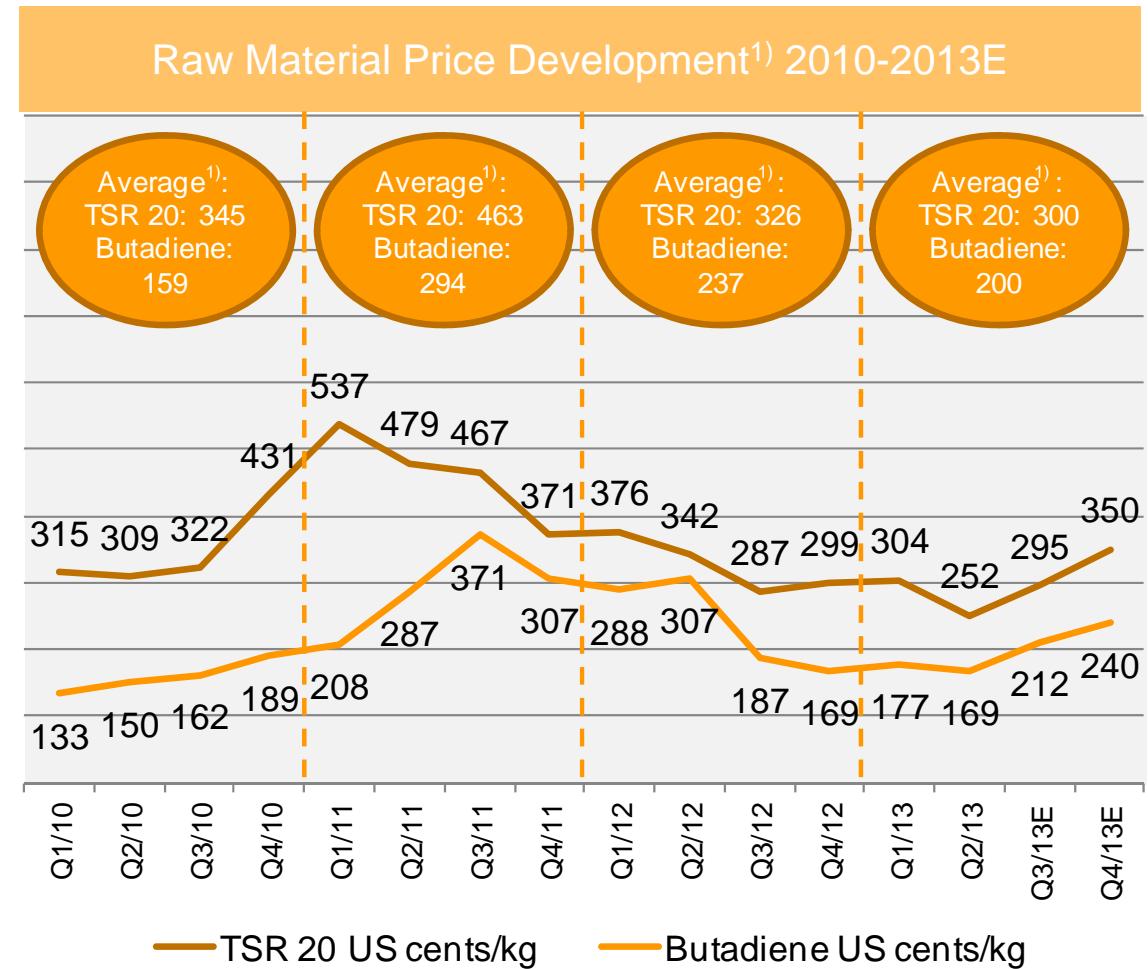


Replacement Tire Development for PC & LT NAFTA



1) U.S. Department of Transportation

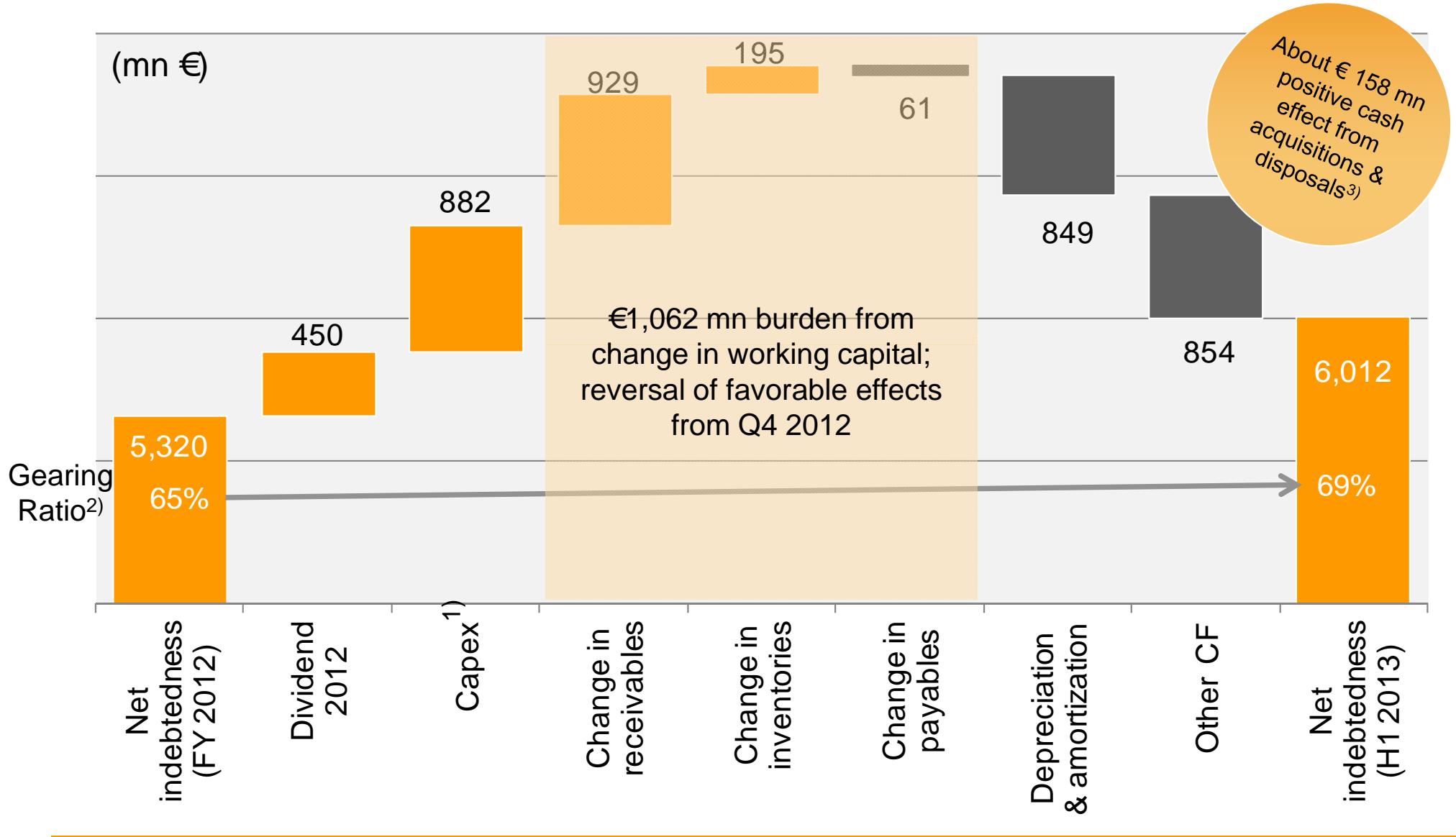
- ▶ Natural rubber price (TSR20) forecast lowered from US \$3.25 to US \$3.00 on average in 2013
- ▶ Synthetic rubber price (butadiene feedstock) forecast lowered from US \$2.15 to US \$2.00 average in 2013
- ▶ Oil-based chemicals, textile and carbon black to increase YOY
- ▶ About €300 mn tailwind expected from current raw material price development for FY 2013



1) Source: Bloomberg, prices as at July 10, 2013 and Continental estimates

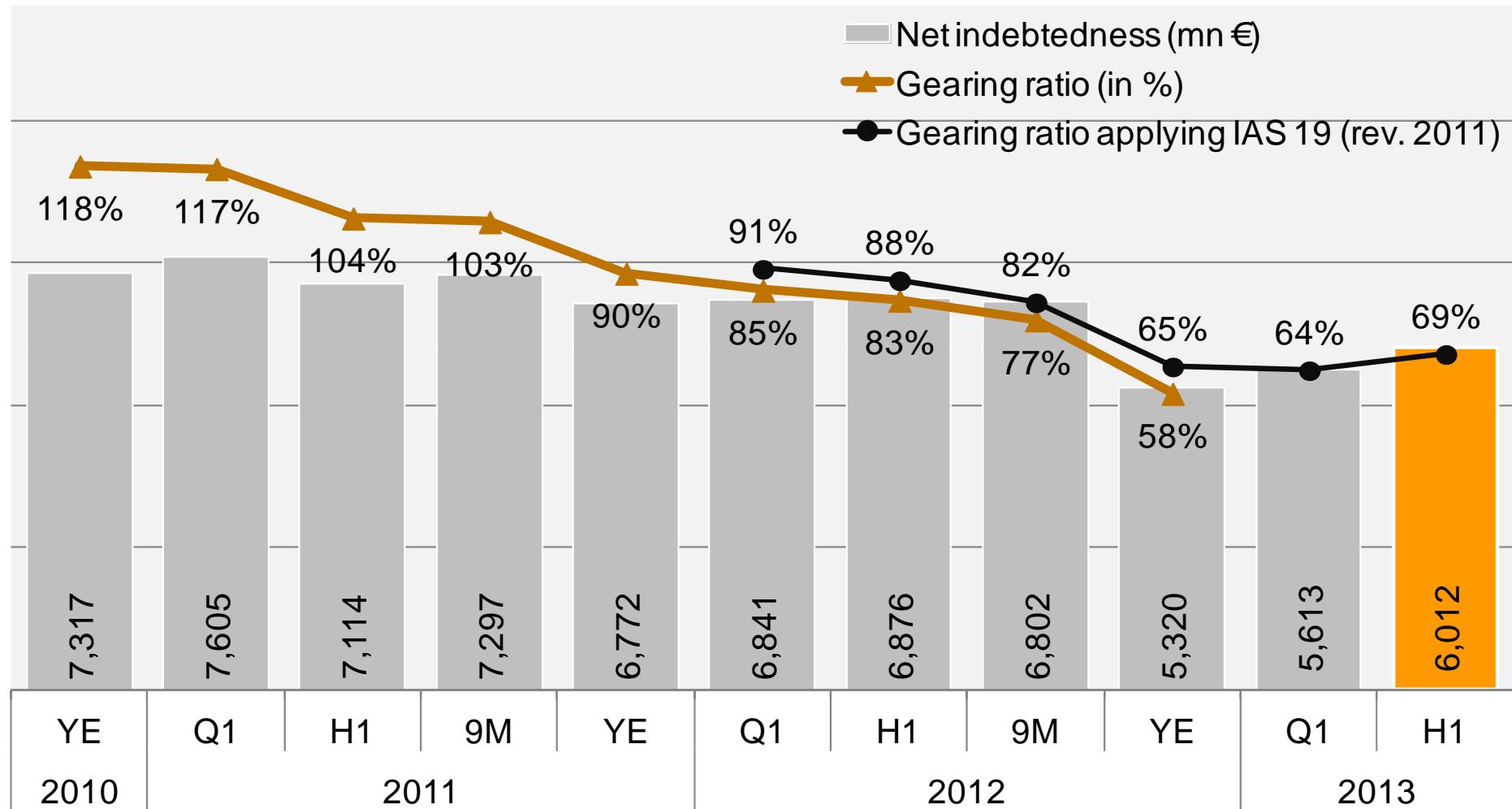
Indebtedness and Cash Flow

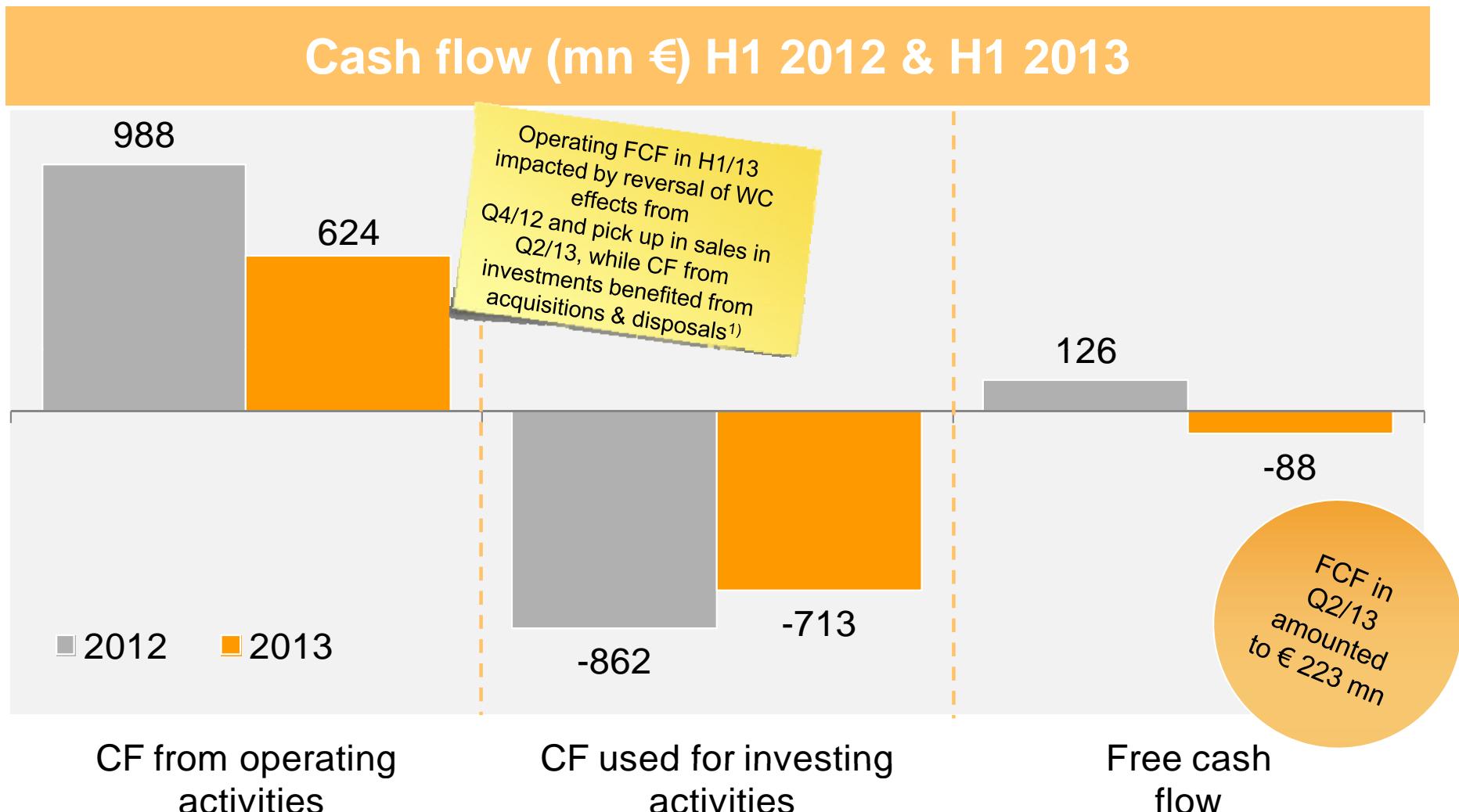
Net Indebtedness Bridge



Indebtedness and Cash Flow

Development of Net Indebtedness and Gearing Ratio

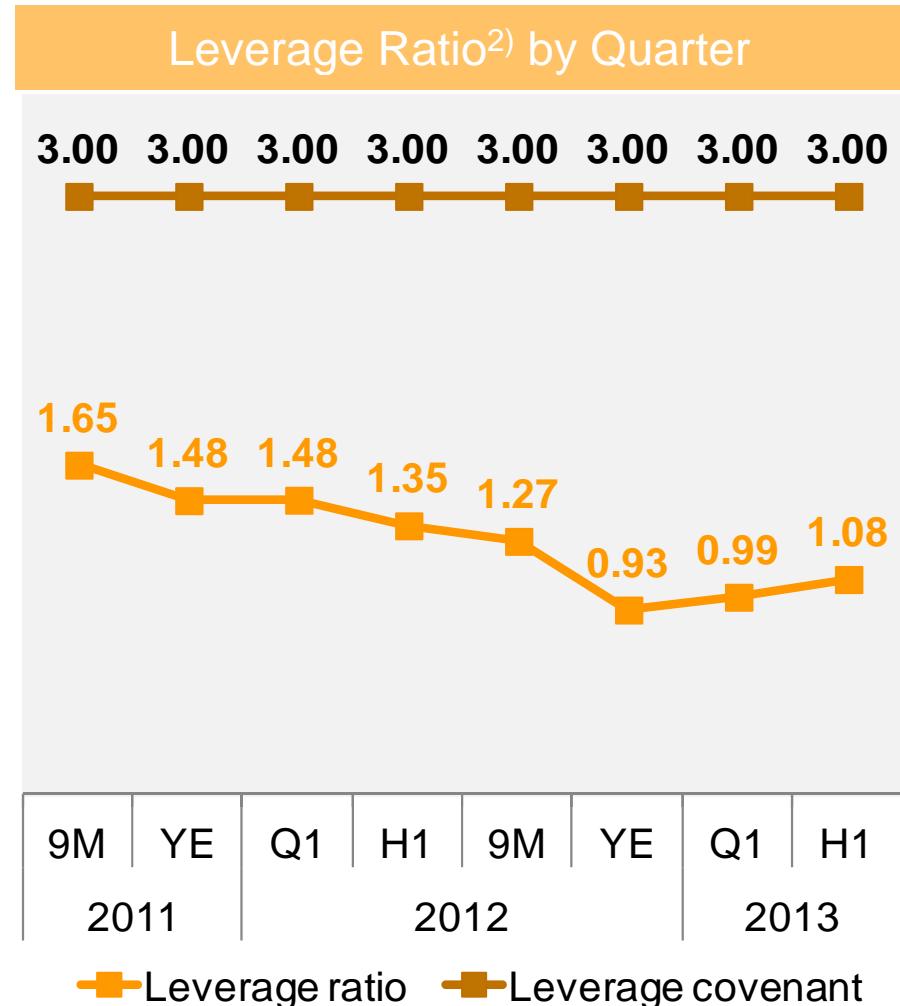
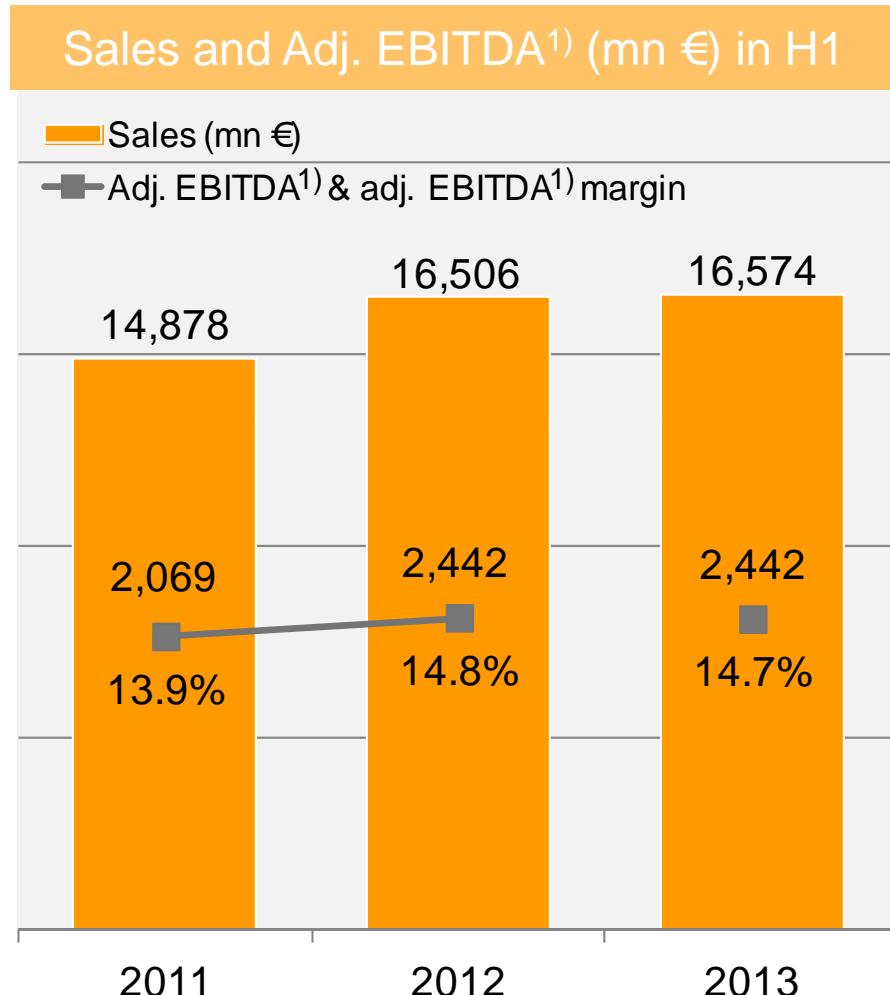




1) Acquisition and disposals of companies and business operations

Indebtedness and Cash Flow

Adjusted EBITDA¹⁾ and Leverage Ratio

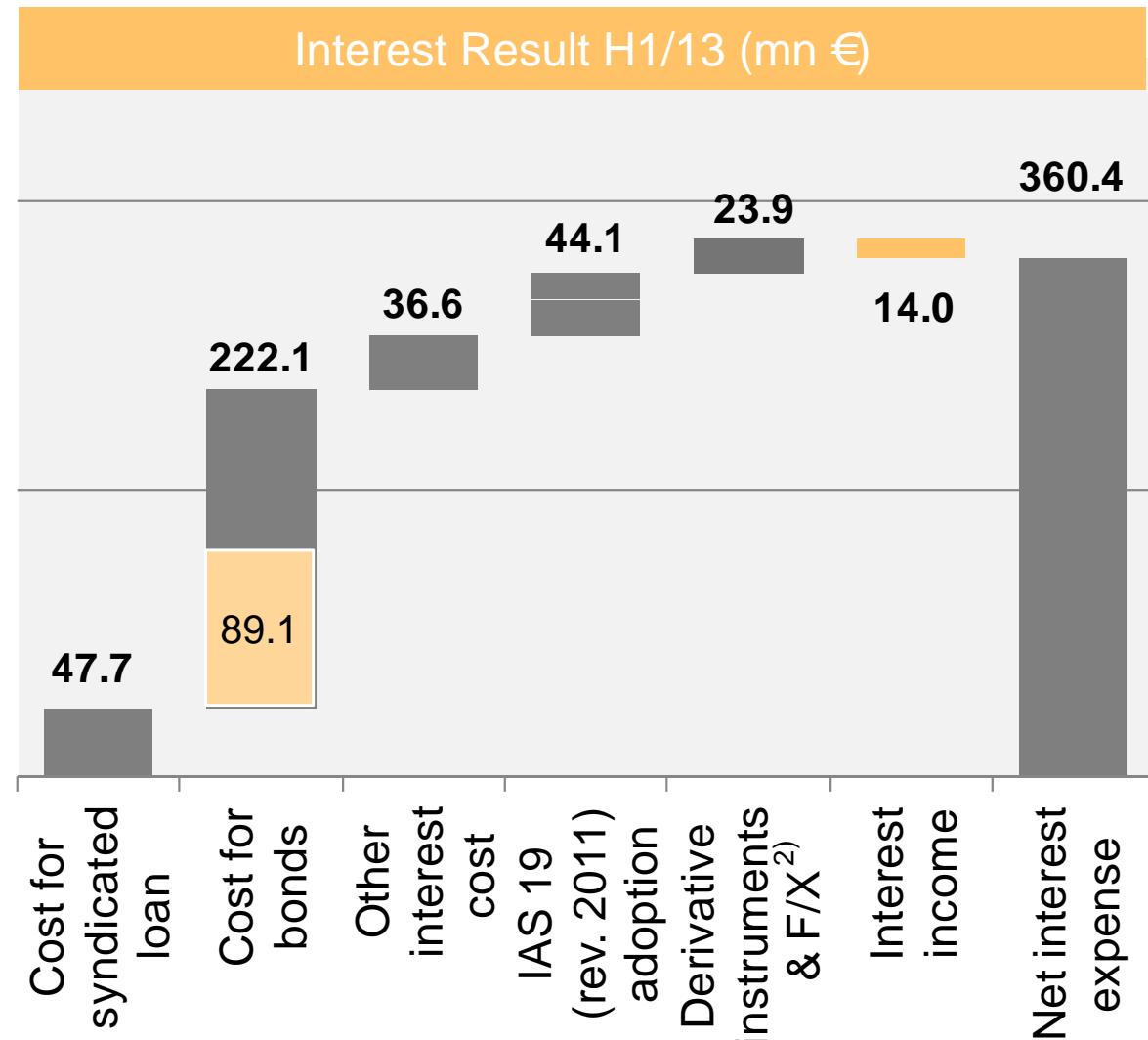


1) Adjusted EBITDA as defined in syndicated loan agreement; IAS 19 (rev. 2011) applied to 2013 only

2) Leverage covenant ratio as defined in syndicated loan agreement

Net Interest Expense H1/13:

- Cost for the syndicated loan lowered by €89 mn to €48 mn firstly due to lower utilization and secondly to lower market interest rates and margin levels
- Cost for bonds increased by €109 mn mainly due to the carrying amount adjustment (€89 mn) and the US \$ bond issued in Sept. 2012
- Effects from valuation of derivative instruments swung from +€102 mn to -€3 mn in H1/13, therefore impacting net income negatively with about €75¹⁾ mn
- Interest expenses amounting to **€130 mn** from the associated reversal of call options for the two bonds called in May (07/15) and July (09/17) will be incurred in **Q3/13**



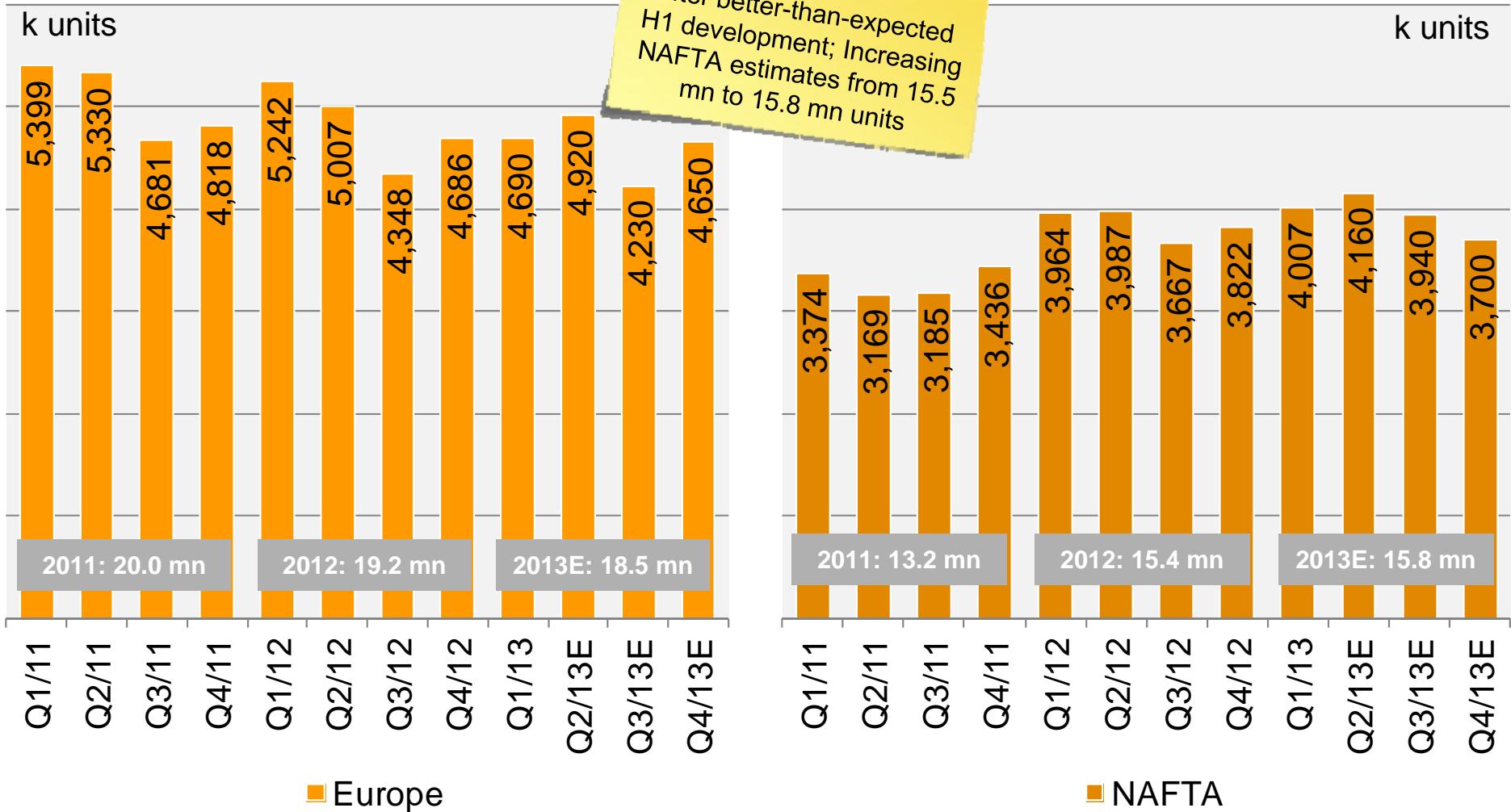
1) Assuming 28% corporate tax rate; refer to EPS breakdown in back-up for further details

2) Including €23.4 mn negative FX effects and €2.2 mn from securities available for sale

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Outlook

PC & LT Production by Quarter



Source: IHS and own estimates

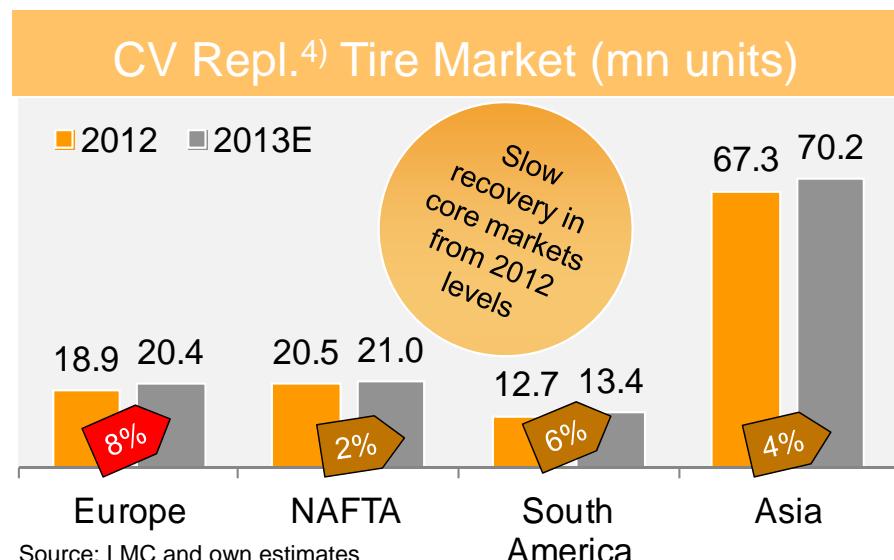
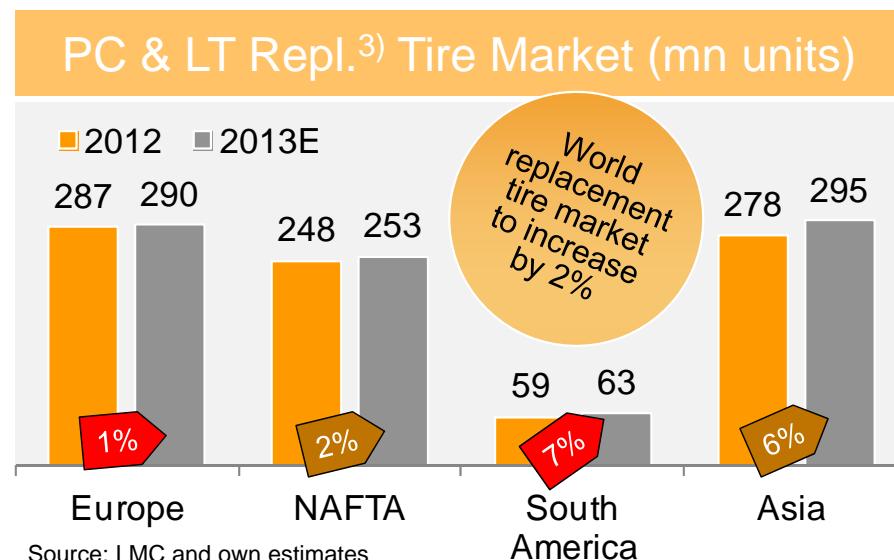
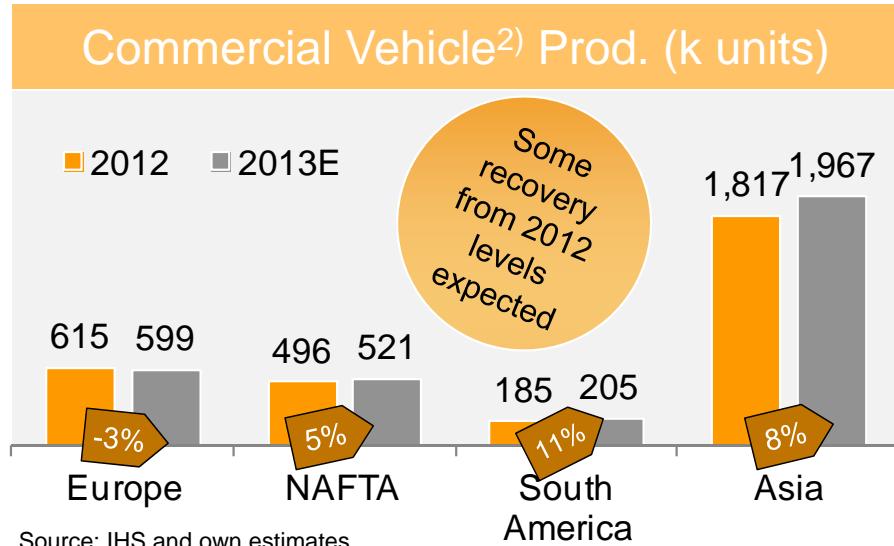
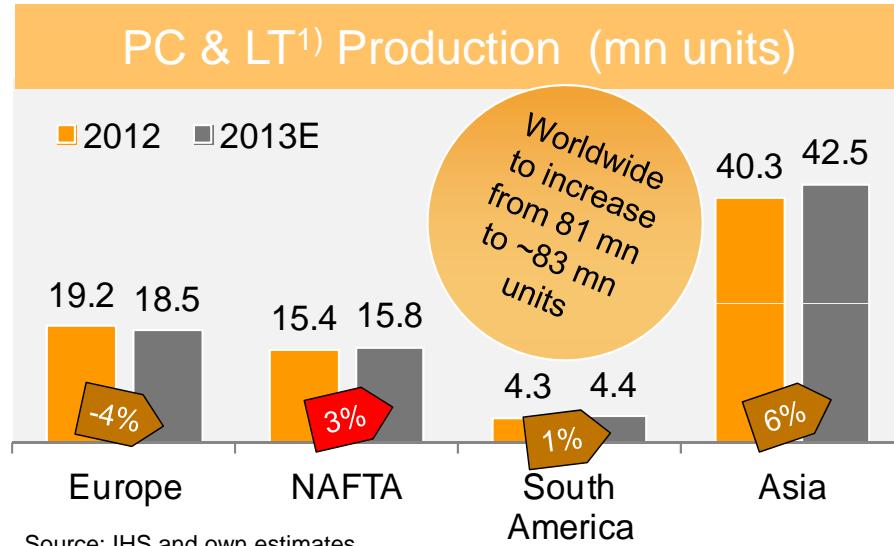
EDMR – Equity and Debt Markets Relations
H1 2013 Financial Results – August 1, 2013

5)

Outlook

Market Outlook for Major Regions 2013

Changes in comparison to the Q1/13 presentation marked in red.



5)

Outlook

Continental 2013

	2012 ²⁾	2013E
Consolidated sales & adj. EBIT ¹⁾ margin	€32,736 mn 11.1%	To increase to around €34 bn Adj. EBIT ¹⁾ margin expected at >10%
Automotive Group adj. EBIT ¹⁾	€19,505 mn €1,602 mn	To increase to above €20 bn sales Adj. EBIT ¹⁾ margin >8%
Rubber Group adj. EBIT ¹⁾	€13,262 mn €2,092 mn	To increase to ~€14 bn sales Adj. EBIT ¹⁾ margin >15%
Raw material cost impact	Slight positive effect in the Rubber Group	Relief of ~€300 mn from raw material cost for the Rubber Group expected
Special effects	+€12 mn	About -€50 mn
Net interest expense	€499 mn	Net interest result to amount to ~€800 mn mainly due to reversal of value for the call options for the bonds and the early redemption price of the bonds;
Tax rate	26%	Tax rate <30% before the recognition of DTA ³⁾
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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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 7, 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 at June 30, 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

Continental Bond Data

Early
redemption
per July 15,
2013

Early
redemption
per Sept. 16,
2013

New Bond
issued on
July 16,
2013

Bond Data

Issuer	Conti-Gummi Finance B.V., Netherlands ¹⁾	Conti-Gummi Finance B.V., Netherlands ¹⁾	Continental AG ¹⁾	Conti-Gummi Finance B.V., Netherlands ¹⁾	Conti-Gummi Finance B.V., Netherlands ¹⁾	Continental Rubber of America, Corp., USA ¹⁾
Issue	Senior Secured Notes ²⁾	Senior Secured Notes ²⁾	Senior Notes	Senior Notes ²⁾	Senior Notes ²⁾	Senior Notes ²⁾
Principal Amount	€750 mn	€1,000 mn	€750 mn	€625 mn	€625 mn	\$950 mn
Offering Price	99.0047%	99.3304%	98.95%	98.8610%	99.2460%	100.0000%
Rating at Issuance Date	B1 (Moody's) B (Standard & Poor's)	B1 (Moody's) B (Standard & Poor's)	Ba2 (Moody's) BB (Standard & Poor's)	B1 (Moody's) B (Standard & Poor's)	B1 (Moody's) B (Standard & Poor's)	Ba3 (Moody's) BB- (Standard & Poor's)
Current Corporate Rating	Ba2 (Moody's), BB (Standard & Poor's), BBB (Fitch)					
Coupon	8.5% p.a.	7.5% p.a.	3.0% p.a.	6.5% p.a.	7.125% p.a.	4.5% p.a.
Issue Date	July 16, 2010	Sept. 13, 2010	July 16, 2013	October 5, 2010	October 5, 2010	Sept. 24, 2012
Maturity	July 15, 2015	Sept. 15, 2017	July 16, 2018	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	July 16 and Jan 16, commencing on Jan 16 2014	Semi annual Jan 15 and Jul 15	Semi annual Apr 15 and Oct 15	Semi annual Mar 15 and Sept 15
WKN	A1AY2A	A1A0U3	A1X24V	A1A1P0	A1A1P2	A1G9JJ
ISIN	DE000A1AY2A0	DE000A1A0U37	XS 0953199634	DE000A1A1P09	DE000A1A1P25	DE000A1G9JJ0
Denomination	€1,000 with min. tradable amount €50,000	€1,000 with min. tradable amount €50,000	€1,000 with min. tradable amount €1,000	€1,000 with min. tradable amount €50,000	€1,000 with min. tradable amount €50,000	\$1,000 with min. tradable amount \$150,000

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% ²⁾ 	<ul style="list-style-type: none"> ▶ No impact 	<ul style="list-style-type: none"> ▶ No impact

1) Assuming worst case scenario 2) before the recognition of the DTA amounting to €256 mn

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	H1/13
Market data										
EU production	15%	11%	10%	7%	-3%	-4%	-5%	-5%	-11%	-6%
NAFTA production	16%	9%	8%	10%	18%	22%	19%	17%	1%	3%
PC & LT production EU + NAFTA	15%	10%	9%	8%	5%	5%	4%	4%	-6%	-2%
Worldwide production	10%	8%	8%	6%	9%	8%	6%	6%	-1%	1%
Continental										
ESC	33%	27%	25%	22%	11%	12%	11%	11%	13%	14%
ABS	-18%	-17%	-14%	-13%	9%	7%	0%	-4%	-24%	-24%
Boosters	14%	21%	27%	24%	16%	8%	4%	4%	-4%	-2%
Calipers	28%	31%	30%	28%	15%	8%	6%	6%	2%	7%
ADAS	81%	86%	71%	62%	52%	41%	52%	57%	51%	57%
Engine ECUs	25%	23%	24%	21%	2%	-4%	-9%	-10%	-11%	-8%
Injectors	30%	26%	29%	26%	4%	-4%	-7%	-7%	-10%	-7%
Transmissions	33%	33%	32%	29%	29%	25%	19%	16%	4%	7%
Turbocharger									296%	207%
Market data tires										
PLT RT Europe	9%	6%	6%	4%	-10%	-11%	-10%	-8%	-10%	-4%
PLT RT NAFTA	6%	1%	-1%	-2%	-5%	-3%	-3%	-2%	-2%	0%
CVT OE Europe	69%	49%	45%	36%	-3%	-5%	-7%	-4%	-3%	0%
CVT OE NAFTA	33%	51%	54%	56%	31%	25%	14%	2%	-12%	-13%
CVT RT Europe	16%	14%	5%	-1%	-27%	-26%	-19%	-14%	5%	8%
CVT RT NAFTA	25%	16%	11%	5%	-10%	-9%	-6%	-2%	-1%	-2%
Continental										
PLT tire	10%	6%	8%	7%	3%	0%	0%	0%	-6%	-1%
CV tire	29%	18%	13%	12%	0%	2%	2%	2%	-4%	2%
CT organic sales growth	25%	22%	20%	16%	4%	3%	2%	2%	-2%	0%

Back-up

Corporation Highlights H1 2013

► Sales	Increase of 0.4% to €16,574.3 mn (PY: €16,506.2 mn); organic sales increased 0.9%
► EBITDA ⁴⁾	Decrease of 0.5% to €2,479.3 mn (PY: €2,492.6 mn)
► EBIT ⁴⁾	Decrease to €1,630.6 mn (PY: €1,653.4 mn) Adj. EBIT ¹⁾ decrease to €1,776.9 mn (10.8% adj. EBIT ¹⁾ margin) PPA ²⁾ effect -€193.8 mn; total special effects +€47.5 mn
► NIAT ³⁾	Increase to €1,141.9 mn (PY: €1,003.2 mn)
► EPS	EPS of €5.71 (PY: €5.02) EPS before PPA ²⁾ €6.41 (PY: €5.81 before PPA ²⁾)
► Capex	Capex increased to €867.0 mn (PY: €828.8 mn); capex ratio 5.2% of sales; Capex to depreciation coverage 1.0x (1.3x ex PPA ²⁾)
► R&D ⁴⁾	Expenses for research and development increased by 9.6% to €987.0 mn (PY: €900.5 mn); R&D ratio 6.0% of sales (PY: 5.5%)
► Cash flow	Operating cash flow down by €363.7 mn to €624.4 mn; free cash flow -€88.2 mn
► Net debt	Net indebtedness up by 13.0% to €6,011.9 mn vs. YE 2012 due to higher dividend; Liquidity and undrawn credit lines amounted to €4,548.6 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 Q2 13
<u>Cash Flow Statement</u>						
Adjusted EBITDA²⁾						
Adjusted EBITDA	3,001	2,354	3,662	4,247	4,822	4,823
Reported EBITDA	2,771	1,591	3,588	4,228	4,969	4,955
Net cash interest paid	-519	-727	-703	-662	-575	-522
Tax paid	-282	-205	-493	-466	-684	-763
Change in net working capital ³⁾	275	595	-497	-556	564	115
Other ⁴⁾	-360	1,173	-46	-256	-490	-364
Cash flow arising from operating activities	1,885	2,427	1,849	2,289	3,785	3,421
Cash flow arising from investing activities	-1,256	-787	-1,282	-1,798	-2,132	-1,983
- thereof capex in PPE and intangibles	-1,621	-911	-1,324	-1,813	-2,081	-2,098
Cash flow before financing activities	629	1,640	567	491	1,653	1,438
<u>Balance Sheet</u>						
Cash and cash equivalents	1,569	1,713	1,471	1,541	2,397	1,579
Derivative instruments and interest-bearing investments	64	104	202	249	536	485
Total indebtedness	12,117	10,713	8,991	8,562	8,253	8,076
Net Indebtedness	10,484	8,896	7,317	6,772	5,320	6,012
<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	9.2x

1) Amounts shown may contain rounding differences

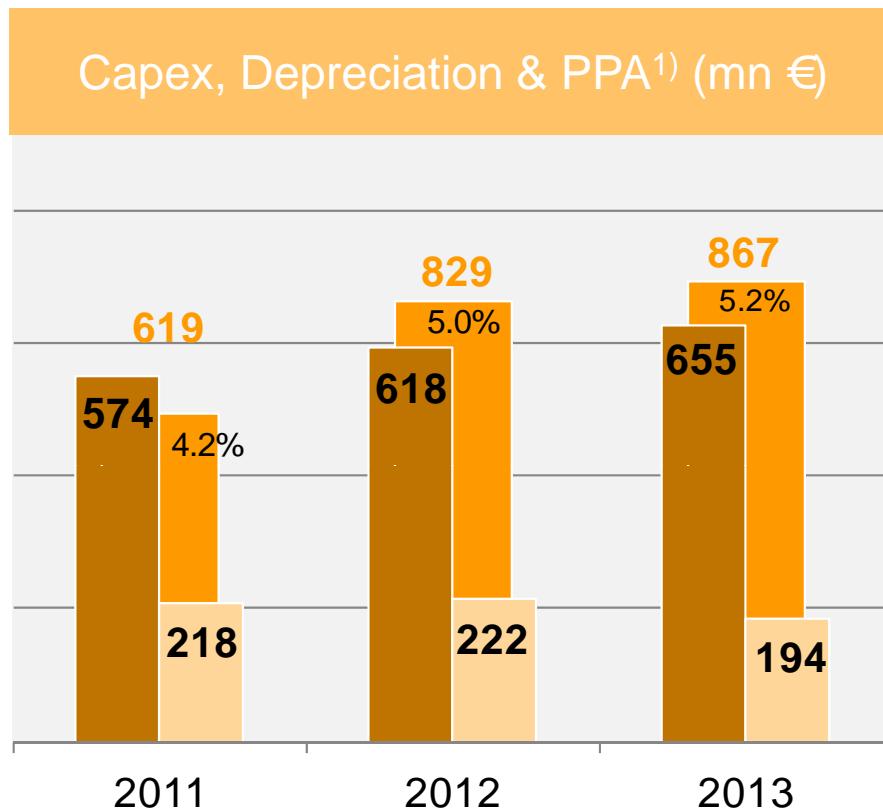
2) Adjusted EBITDA from 2009 on as defined in syndicated loan but IAS 19 (rev. 2011) not applied in 2012

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

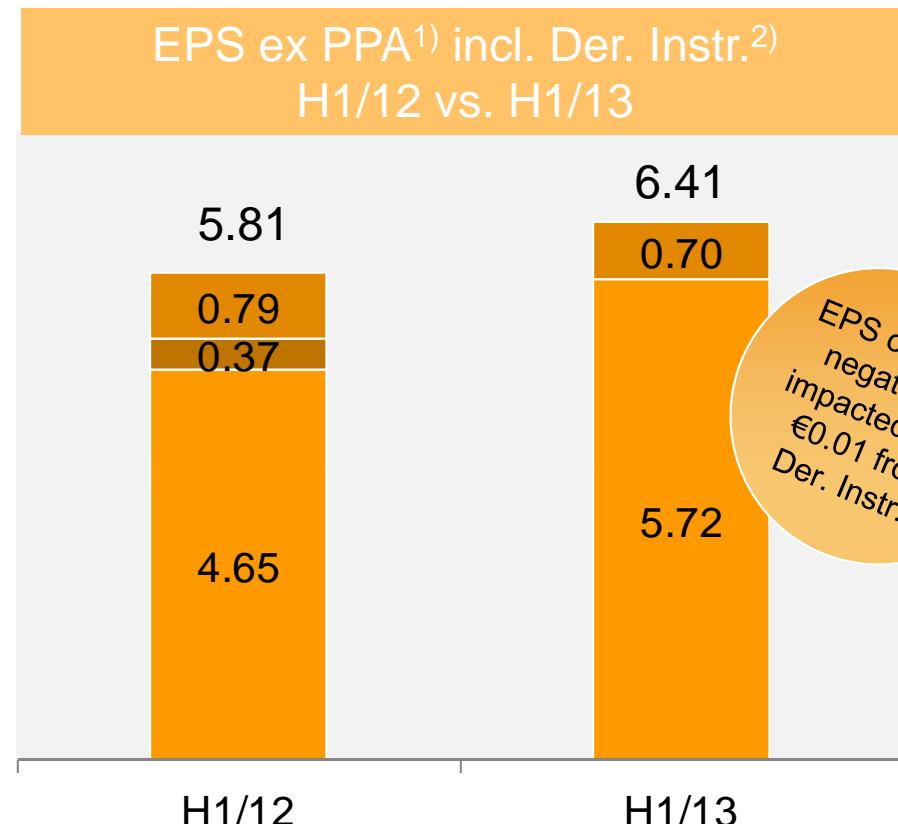


- Capex (PPE), percentage of sales (%)
- Depreciation, w/o PPA¹⁾
- PPA¹⁾

1) Amortization of intangibles from PPA

2) Der. Instr. = Derivative instruments

3) Assuming corporate tax rate of 28%



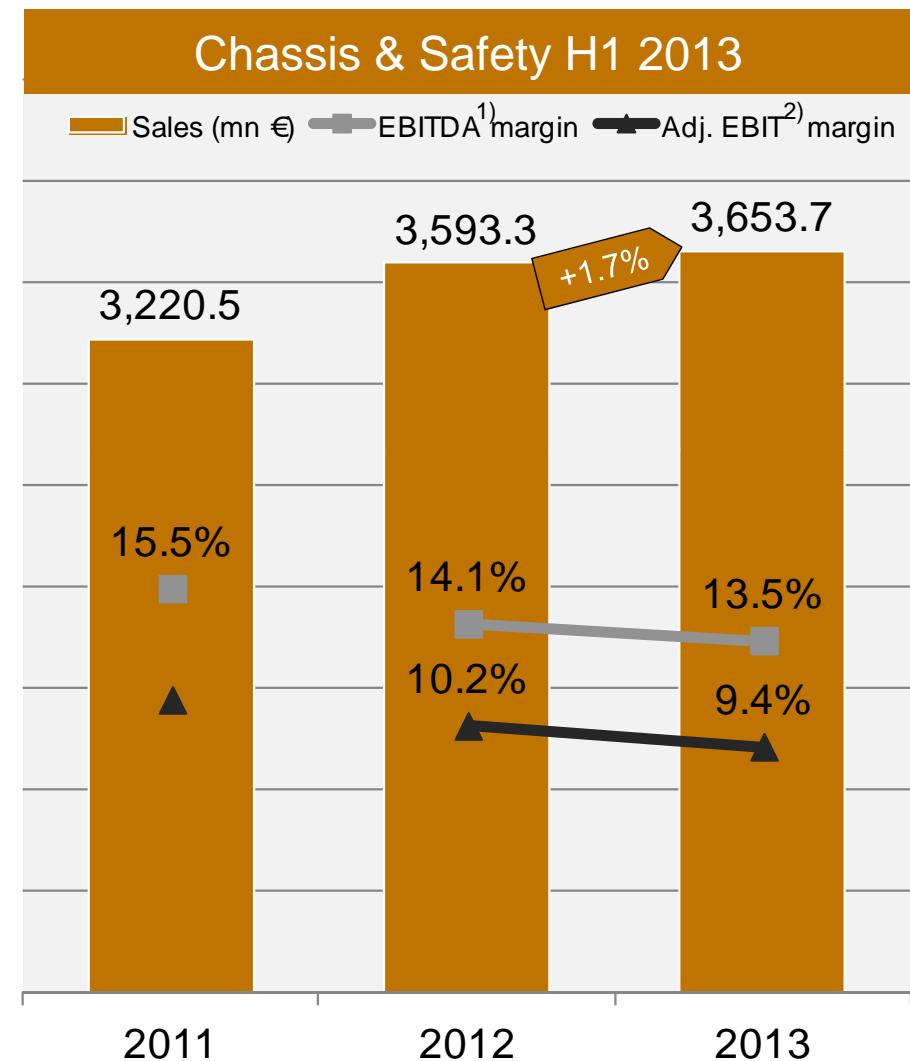
4.65

EPS of €5.72
negatively
impacted with
€0.01 from
Der. Instr.²⁾

5.72

- EPS before Der. Instr.²⁾ & PPA¹⁾
- Der. Instr.²⁾ effect after tax³⁾
- PPA¹⁾ after tax

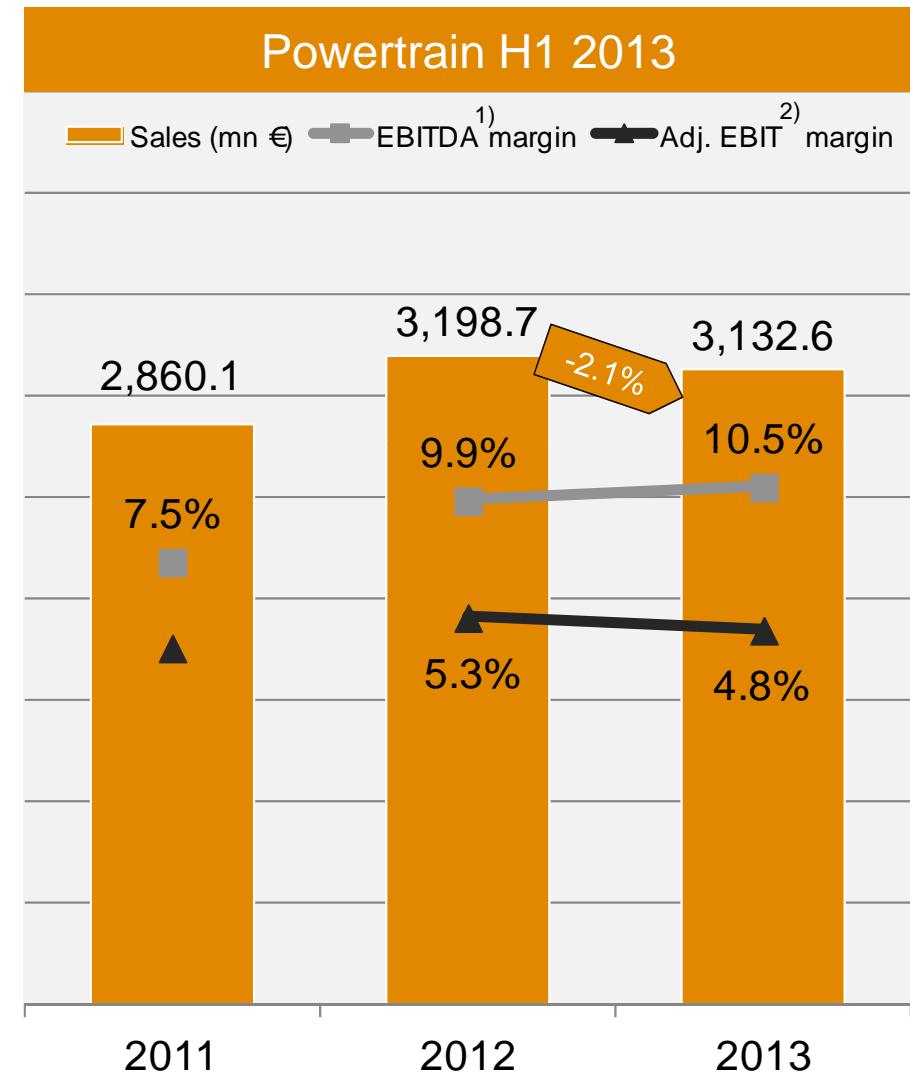
- ▶ Sales increased by 3.7% before consolidation and FX effects
- ▶ EBITDA¹⁾ decreased by €15.0 mn to €492.1 mn (-3.0%)
- ▶ Adj. EBIT²⁾ decreased by €22.9 mn to €343.5 mn (adj. EBIT²⁾ margin 9.4%)
- ▶ EBIT¹⁾ decreased by €21.8 mn to €318.0 mn (EBIT¹⁾ margin 8.7%)
- ▶ PPA effect in H1 2013: -€26.4 mn
- ▶ Special effects in H1 2013: €0.3 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

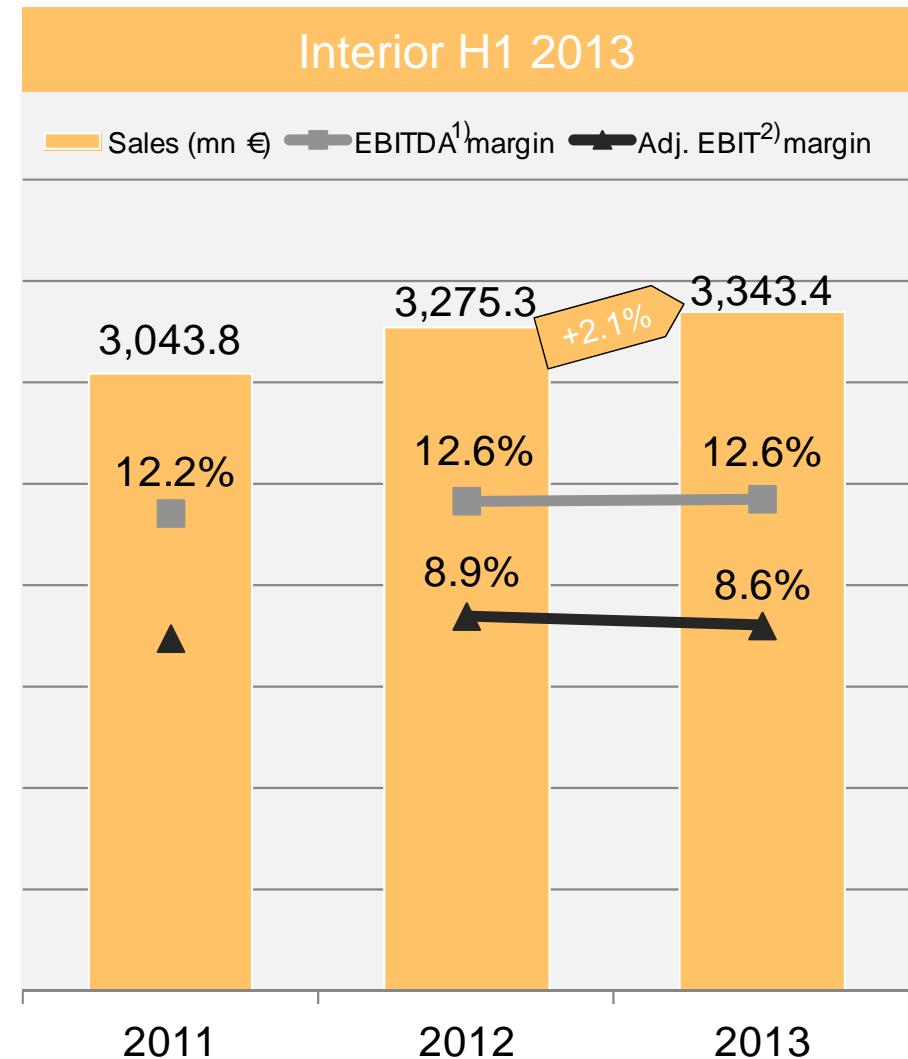
- ▶ Sales decreased by 2.0% before consolidation and FX effects
- ▶ EBITDA¹⁾ increased by €10.2 mn to €327.4 mn (+3.2%)
- ▶ Adj. EBIT²⁾ decreased by €19.1 mn to €151.1 mn (adj. EBIT²⁾ margin 4.8%)
- ▶ EBIT¹⁾ increased by €27.6 mn to €110.4 mn (EBIT¹⁾ margin 3.5%)
- ▶ PPA effect in H1 2013: -€66.5 mn
- ▶ Special effects in H1 2013: €24.4 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

- ▶ Sales increased by 3.0% before consolidation and FX effects
- ▶ EBITDA¹⁾ increased by €10.6 mn to €422.2 mn (+2.6%)
- ▶ Adj. EBIT²⁾ decreased by €4.0 mn to €286.8 mn (adj. EBIT²⁾ margin 8.6%)
- ▶ EBIT¹⁾ increased by €12.9 mn to €208.2 mn (EBIT¹⁾ margin 6.2%)
- ▶ PPA effect in H1 2013: -€96.0 mn
- ▶ Special effects in H1 2013: €19.6 mn



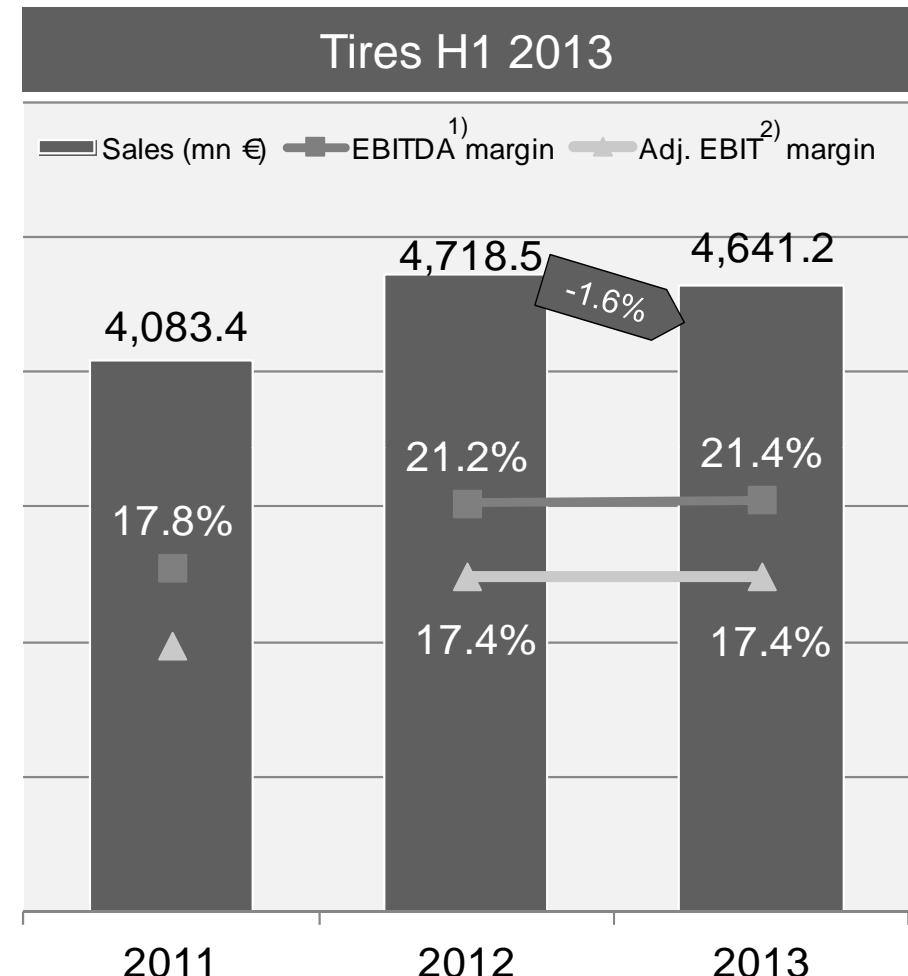
1) IAS 19 (rev. 2011) applied for 2012 & 2013

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

Back-up

Rubber Group Financials – Tires

- Sales decreased by 0.4% before consolidation and FX effects
- EBITDA¹⁾ decreased by €6.8 mn to €992.4 mn (-0.7%)
- Adj. EBIT²⁾ decreased by €14.1 mn to €806.8 mn (adj. EBIT²⁾ margin 17.4%)
- EBIT¹⁾ decreased by €21.7 mn to €805.5 mn (EBIT¹⁾ margin 17.4%)
- Special effects in H1 2013: €1.6 mn



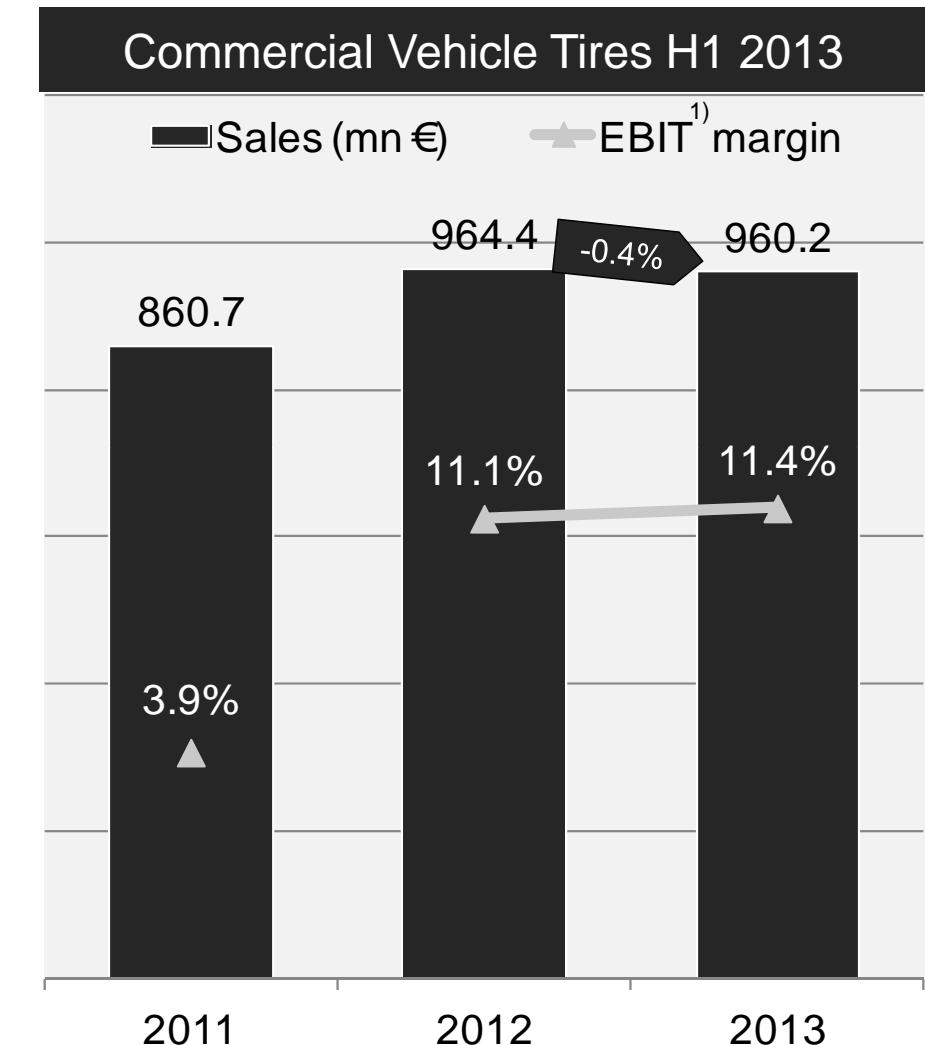
1) IAS 19 (rev. 2011) applied for 2012 & 2013

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

Back-up

Tires – Commercial Vehicle Tires

- ▶ Sales decreased by 0.4%
- ▶ EBIT¹⁾ increased by €2.1 mn to €109.0 mn (EBIT¹⁾ margin 11.4%)

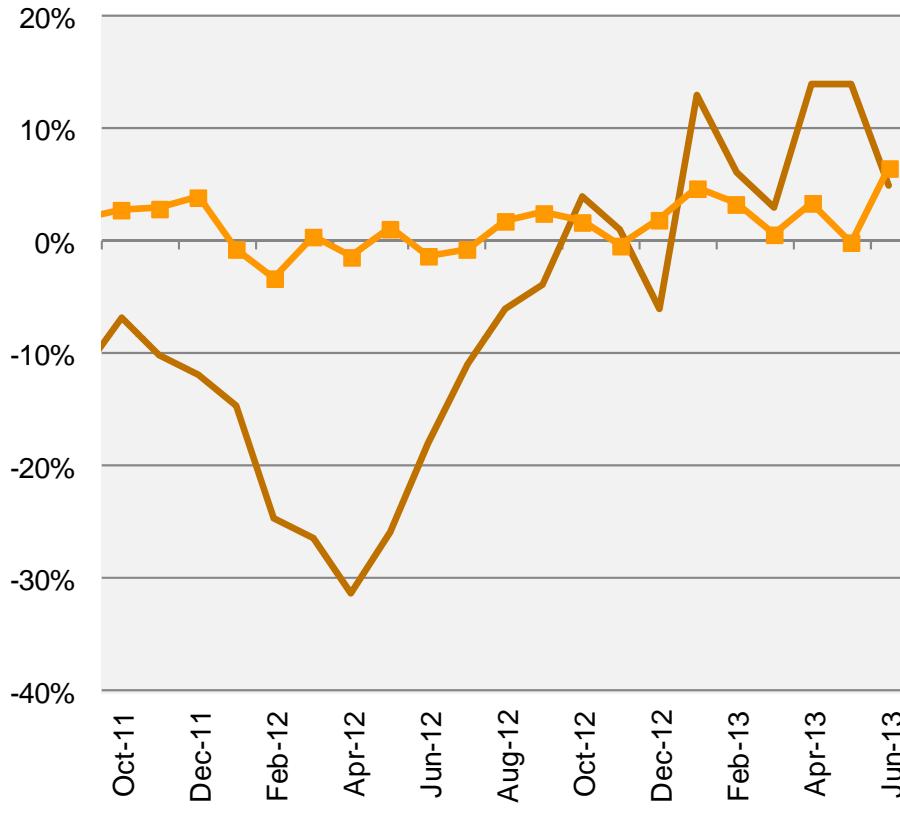


1) IAS 19 (rev. 2011) applied for 2012 & 2013

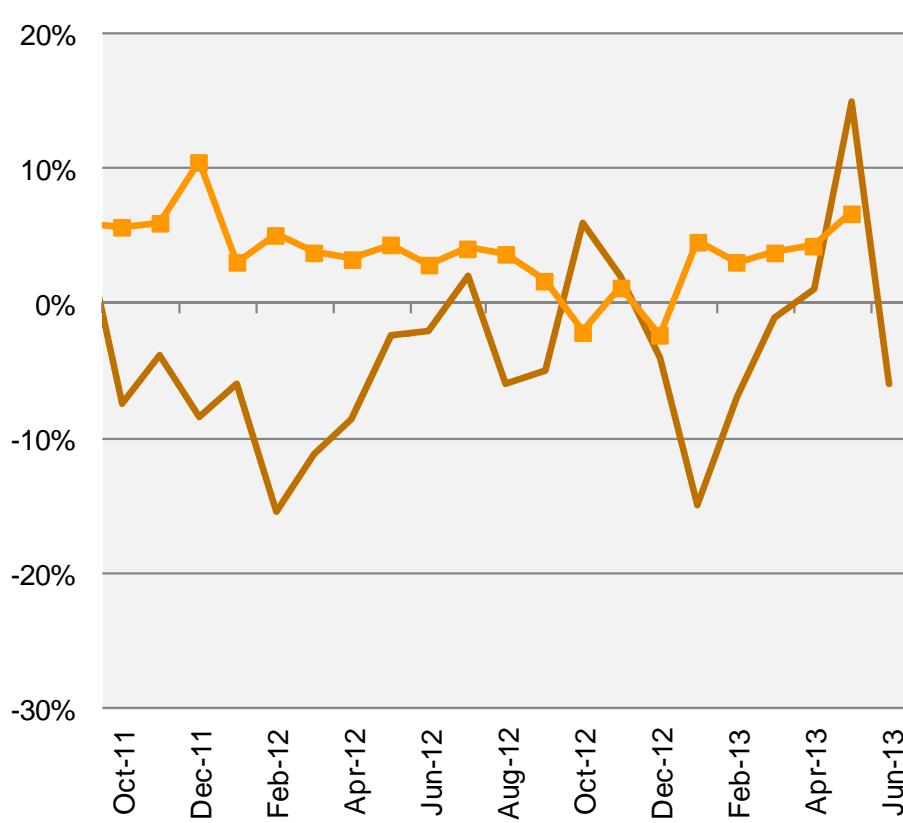
Back-up

Tires – Commercial Vehicle Tire Demand sees some Recovery

Replacement Tire Development for Truck Tires Europe



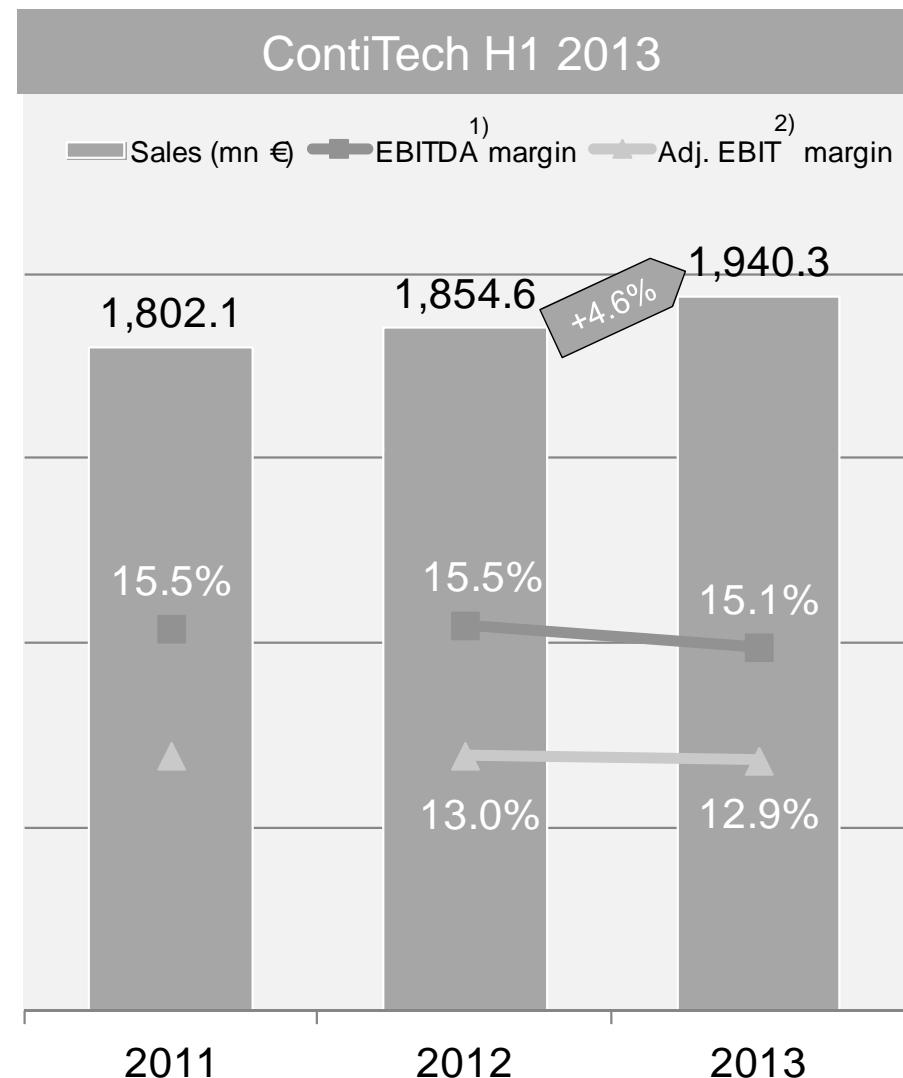
Replacement Tire Development for Truck Tires NAFTA



1) BAG = Bundesamt für Güterverkehr

2) ATA = American Trucking Association

- ▶ Sales increased by 0.1% before consolidation and FX effects
- ▶ EBITDA¹⁾ increased by €5.1 mn to €293.4 mn (+1.8%)
- ▶ Adj. EBIT²⁾ decreased by €2.0 mn to €239.4 mn (adj. EBIT²⁾ margin 12.9%)
- ▶ EBIT¹⁾ decreased by €2.5 mn to €236.9 mn (EBIT¹⁾ margin 12.2%)
- ▶ Special effects in H1 2013: -€0.8 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 – H1 2013

Fact Sheets

Quarterly Sales Analysis

Sales (mn €)					
	2011				
	Q1	Q2	Q3	Q4	FY
C&S	1,618.7	1,601.8	1,595.4	1,694.9	6,510.8
Powertrain	1,396.8	1,463.3	1,517.4	1,464.5	5,842.0
Interior	1,530.0	1,513.8	1,523.7	1,543.2	6,110.7
Tires	1,981.3	2,102.1	2,245.0	2,389.3	8,717.7
ContiTech	886.0	916.1	901.0	880.0	3,583.1
Other / Consolidation	-67.2	-64.5	-68.1	-59.6	-259.4
Continental Corporation	7,345.6	7,532.6	7,714.4	7,912.3	30,504.9

	2011				
	Q1	Q2	Q3	Q4	FY
C&S	1,812.4	1,780.9	1,725.0	1,734.2	7,052.5
Powertrain	1,626.2	1,572.5	1,484.8	1,451.3	6,134.8
Interior	1,660.9	1,614.4	1,582.3	1,576.6	6,434.2
Tires	2,366.8	2,351.7	2,484.9	2,461.6	9,665.0
ContiTech	923.0	931.6	924.0	933.2	3,711.8
Other / Consolidation	-69.8	-64.4	-66.7	-61.2	-262.1
Continental Corporation	8,319.5	8,186.7	8,134.3	8,095.7	32,736.2

	2012				
	Q1	Q2	Q3	Q4	FY
C&S	12.0	11.2	8.1	2.3	8.3
Powertrain	16.4	7.5	-2.1	-0.9	5.0
Interior	8.6	6.6	3.8	2.2	5.3
Tires	19.5	11.9	10.7	3.0	10.9
ContiTech	4.2	1.7	2.6	6.0	3.6
Continental Corporation	13.3	8.7	5.4	2.3	7.3

	2013				
	Q1	Q2	Q3	Q4	FY
C&S	-1.1	4.5			
Powertrain	-6.2	2.2			
Interior	-2.5	6.7			
Tires	-6.1	2.9			
ContiTech	2.0	7.2			
Continental Corporation	-3.4	4.3			

Changes Y-o-Y in %					
	2012				
	Q1	Q2	Q3	Q4	FY
C&S	12.0	11.2	8.1	2.3	8.3
Powertrain	16.4	7.5	-2.1	-0.9	5.0
Interior	8.6	6.6	3.8	2.2	5.3
Tires	19.5	11.9	10.7	3.0	10.9
ContiTech	4.2	1.7	2.6	6.0	3.6
Continental Corporation	13.3	8.7	5.4	2.3	7.3

	2013				
	Q1	Q2	Q3	Q4	FY
C&S	-1.1	4.5			
Powertrain	-6.2	2.2			
Interior	-2.5	6.7			
Tires	-6.1	2.9			
ContiTech	2.0	7.2			
Continental Corporation	-3.4	4.3			

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	250.3			
Powertrain		120.6	93.7	140.1	130.3	484.7	164.2	153.0	125.0	166.8	609.0	158.9	168.5			
Interior		174.3	196.3	189.2	199.0	758.8	199.4	212.2	194.0	247.7	853.3	202.1	220.1			
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	533.2			
ContiTech		140.9	138.1	113.5	122.5	515.0	140.3	148.0	144.2	126.4	558.9	135.9	157.5			
Other / Consolidation		-15.1	-2.8	-18.6	-2.8	-39.3	-18.3	-12.5	-24.6	-10.2	-65.6	-28.5	-19.7			
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	1,309.9			
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	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	10.5			
Interior		11.4	13.0	12.4	12.9	12.4	12.0	13.1	12.3	15.7	13.3	12.5	12.8			
Tires		18.0	17.7	16.5	17.9	17.5	19.8	22.6	21.0	19.6	20.7	20.7	22.0			
ContiTech		15.9	15.1	12.6	13.9	14.4	15.2	15.9	15.6	13.5	15.1	14.4	15.8			
Continental Corporation		14.0	13.9	13.4	14.1	13.9	14.5	15.7	14.7	15.8	15.2	14.6	15.3			
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	-2.7								
Powertrain		36.2	63.3	-10.8	28.0	25.6	-3.2	10.1								
Interior		14.4	8.1	2.5	24.5	12.5	1.4	3.7								
Tires		31.4	42.6	41.3	12.9	31.4	-2.0	0.5								
ContiTech		-0.4	7.2	27.0	3.2	8.5	-3.1	6.4								
Continental Corporation		17.1	23.4	15.5	14.3	17.5	-2.9	1.6								

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				
	Q1	Q2	Q3	Q4	FY
C&S	180.1	186.3			
Powertrain	89.7	80.5			
Interior	142.7	148.1			
Tires	379.3	441.6			
ContiTech	116.8	124.6			
Other / Consolidation	-19.9	-14.7			
Continental Corporation	888.7	966.4			

	2013				
	Q1	Q2	Q3	Q4	FY
C&S	168.0	175.5			
Powertrain	58.6	92.5			
Interior	124.4	162.4			
Tires	366.8	440.0			
ContiTech	109.4	130.0			
Other / Consolidation	-31.0	-19.7			
Continental Corporation	796.2	980.7			

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

	2012				
	Q1	Q2	Q3	Q4	FY
C&S	9.9	10.5			
Powertrain	5.5	5.1			
Interior	8.6	9.2			
Tires	16.0	18.8			
ContiTech	12.7	13.4			
Continental Corporation	10.7	11.8			

	2013				
	Q1	Q2	Q3	Q4	FY
C&S	9.4	9.4			
Powertrain	3.8	5.8			
Interior	7.7	9.4			
Tires	16.5	18.2			
ContiTech	12.2	13.6			
Continental Corporation	10.0	11.5			

<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				
	Q1	Q2	Q3	Q4	FY
C&S	-6.7	-5.8			
Powertrain	-34.7	14.9			
Interior	-12.8	9.7			
Tires	-3.3	-0.4			
ContiTech	-6.3	4.3			
Continental Corporation	-10.4	1.5			

1) Before amortization of intangibles from PPA, changes in the scope of 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	162.7			
Powertrain	13.0	-15.9	29.5	4.7	31.3	45.8	37.0	5.5	-40.0	48.3	52.1	58.3			
Interior	71.8	94.3	84.7	80.4	331.2	92.8	102.5	81.1	137.1	413.5	95.7	112.5			
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	440.3			
ContiTech	116.9	114.1	89.3	96.8	417.1	115.8	123.6	118.9	95.3	453.6	107.7	129.2			
Other / Consolidation	-15.5	-3.2	-18.8	-2.8	-40.3	-18.3	-12.8	-24.6	-11.5	-67.2	-28.6	-19.8			
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	883.2			
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	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	3.6			
Interior	4.7	6.2	5.6	5.2	5.4	5.6	6.3	5.1	8.7	6.4	5.9	6.5			
Tires	13.9	13.8	12.8	14.4	13.7	16.2	18.8	17.4	16.5	17.2	16.4	18.2			
ContiTech	13.2	12.5	9.9	11.0	11.6	12.5	13.3	12.9	10.2	12.2	11.4	12.9			
Continental Corporation	8.6	8.6	8.2	8.6	8.5	9.5	10.6	9.4	9.5	9.7	9.3	10.3			
Changes Y-o-Y in %						2012					2013				
	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	-6.9	-6.0			
Powertrain						252.3	332.7	-81.4	-951.1	54.3	13.8	57.6			
Interior						29.2	8.7	-4.3	70.5	24.8	3.1	9.8			
Tires						39.4	52.7	50.7	18.6	39.4	-5.0	-0.6			
ContiTech						-0.9	8.3	33.1	-1.5	8.8	-7.0	4.5			
Continental Corporation						24.2	33.9	20.6	12.8	22.7	-5.1	2.0			

(mn €)	H1 2011	H1 2012	H1 2013	Q2 2011	Q2 2012	Q2 2013
Sales	14,878.2	16,506.2	16,574.3	7,532.6	8,186.7	8,541.0
Cost of sales	-11,723.6	-12,931.3	-12,776.1	-5,976.5	-6,388.8	-6,531.8
Gross margin on sales	3,154.6	3,574.9	3,798.2	1,556.1	1,797.9	2,009.2
Research and development expenses	-823.9	-900.5	-987.0	-418.5	-454.7	-487.2
Selling and logistics expenses	-694.5	-768.5	-818.7	-353.0	-389.5	-412.2
Administrative expenses	-318.3	-322.0	-352.1	-162.1	-162.8	-180.3
Other income and expenses	-78.1	32.1	-24.7	-3.3	52.2	-58.5
Income from at-equity accounted investees	42.6	29.9	14.8	26.8	17.3	7.6
Other income from investments	-1.4	7.5	0.1	1.1	5.8	4.6
Earnings before interest and taxes	1,281.0	1,653.4	1,630.6	647.1	866.2	883.2
Interest income	12.9	13.4	14.0	6.5	5.9	8.0
Interest expense ¹	-331.7	-234.6	-374.4	-156.7	-162.1	-245.3
Net interest expense	-318.8	-221.2	-360.4	-150.2	-156.2	-237.3
Earnings before taxes	962.2	1,432.2	1,270.2	496.9	710.0	645.9
Income tax expense	-244.4	-396.7	-83.8	-164.2	-175.0	77.2
Net income	717.8	1,035.5	1,186.4	332.7	535.0	723.1
Non-controlling interests	-34.8	-32.3	-44.5	-17.9	-14.7	-22.4
Net income attributable to the shareholders of the parent	683.0	1,003.2	1,141.9	314.8	520.3	700.7
Basic earnings per share in EUR	3.42	5.02	5.71	1.57	2.60	3.50
Diluted earnings per share in EUR	3.42	5.02	5.71	1.57	2.60	3.50

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 from pension funds are also included.

(mn €)	June 30, 2013	Dec. 31, 2012	June 30, 2012
Goodwill	5,605.7	5,622.2	5,727.7
Other intangible assets	730.6	945.1	1,169.6
Property, plant and equipment	7,556.5	7,391.0	6,866.8
Investment property	19.4	19.8	19.7
Investments in at-equity accounted investees	450.9	376.5	484.6
Other investments	6.9	6.9	6.6
Deferred tax assets	1,102.7	850.4	635.2
Defined benefit assets	2.1	2.0	14.7
Long-term derivative instruments and interest-bearing investments	261.2	433.9	394.3
Other long-term financial assets	22.3	23.8	29.2
Other long-term assets	12.8	14.1	12.4
Non-current assets	15,771.1	15,685.7	15,360.8
Inventories	3,160.3	2,998.7	3,295.1
Trade accounts receivable	5,922.1	4,993.3	5,815.6
Other short-term financial assets	342.9	321.8	315.6
Other short-term assets	727.7	661.4	720.3
Income tax receivables	81.4	77.9	183.5
Short-term derivative instruments and interest-bearing investments	223.6	102.3	84.0
Cash and cash equivalents	1,578.9	2,397.2	1,401.7
Assets held for sale	36.6	211.8	45.2
Current assets	12,073.5	11,764.4	11,861.0
Total assets	27,844.6	27,450.1	27,221.8

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

(mn €)	June 30, 2013	Dec. 31, 2012	June 30, 2012
Subscribed capital	512.0	512.0	512.0
Capital reserves	4,155.6	4,155.6	4,155.6
Retained earnings	4,754.1	4,062.2	3,160.2
Other comprehensive income	-978.6	-950.8	-359.1
Equity attributable to the shareholders of the parent	8,443.1	7,779.0	7,468.7
Non-controlling interests	333.2	377.4	355.9
Total equity	8,776.3	8,156.4	7,824.6
Provisions for pension liabilities and similar obligations	2,471.1	2,583.1	1,892.0
Deferred tax liabilities	288.8	269.2	326.3
Long-term provisions for other risks and obligations	290.4	308.5	363.1
Long-term portion of indebtedness	3,274.2	4,181.0	6,095.6
Other long-term financial liabilities	12.4	13.1	7.8
Other long-term liabilities	55.5	52.7	53.0
Non-current liabilities	6,392.4	7,407.6	8,737.8
Trade accounts payable	4,376.2	4,344.6	4,227.3
Income tax payables	625.8	713.3	764.7
Short-term provisions for other risks and obligations	593.8	597.0	756.7
Indebtedness	4,801.4	4,072.3	2,660.3
Other short-term financial liabilities	1,342.9	1,406.9	1,367.8
Other short-term liabilities	933.7	751.2	882.6
Liabilities held for sale	2.1	0.8	—
Current liabilities	12,675.9	11,886.1	10,659.4
Total equity and liabilities	27,844.6	27,450.1	27,221.8

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

Fact Sheets

Consolidated Statement of Cash Flows

(mn €)	January 1 to June 30		Second Quarter	
	2013	2012	2013	2012
Net income	1,186.4	1,035.5	723.1	535.0
Income tax expense	83.8	396.7	-77.2	175.0
Net interest expense	360.4	221.2	237.3	156.2
EBIT	1,630.6	1,653.4	883.2	866.2
Interest paid	-239.4	-289.6	-57.3	-85.3
Interest received	15.8	13.2	8.6	5.7
Income tax paid	-420.2	-340.7	-216.0	-205.7
Dividends received	20.6	33.7	5.0	6.2
Depreciation, amortization and impairment	848.7	839.2	426.7	422.5
Income from at-equity accounted and other investments, incl. impairment	-14.9	-37.4	-12.2	-23.1
Gains from the disposal of assets, companies and business operations	-84.2	-2.2	-1.9	-1.4
Other non-cash items	-2.4	-3.5	—	-1.8
Changes in				
inventories	-194.6	-270.3	0.7	-115.6
trade accounts receivable	-928.8	-406.7	-129.8	311.0
trade accounts payable	61.3	64.2	-55.0	-40.2
pension and similar obligations	-9.2	-32.0	-6.7	-16.5
other assets and liabilities	-58.9	-233.2	-179.5	-390.0
Cash flow arising from operating activities	624.4	988.1	665.8	732.0
Proceeds on the disposal of property, plant and equipment, and intangible assets	11.8	13.1	7.0	4.0
Capital expenditure on property, plant and equipment, and software	-866.7	-828.0	-435.4	-440.1
Capital expenditure on intangible assets from development projects and miscellaneous	-15.7	-36.8	-8.4	-17.3
Proceeds on the disposal of companies and business operations	248.5	0.0	-1.8	—
Acquisition of companies and business operations	-90.5	-10.0	-4.3	-4.5
Cash flow arising from investing activities	-712.6	-861.7	-442.9	-457.9
Cash flow before financing activities (free cash flow)	-88.2	126.4	222.9	274.1
Change in indebtedness	-199.3	57.3	-41.7	120.5
Step acquisitions	-48.5	-18.1	-43.9	-7.7
Dividends paid	-450.0	-300.0	-450.0	-300.0
Dividends paid and repayment of capital to non-controlling interests	-19.7	-31.6	-18.7	-9.7
Cash and cash equivalents arising from first consolidation of subsidiaries	0.4	4.8	—	—
Cash flow arising from financing activities	-717.1	-287.6	-554.3	-196.9
Change in cash and cash equivalents	-805.3	-161.2	-331.4	77.2
Cash and cash equivalents at the beginning of the reporting period	2,397.2	1,541.2	1,962.7	1,297.9
Effect of exchange rate changes on cash and cash equivalents	-13.0	21.7	-52.4	26.6
Cash and cash equivalents at the end of the reporting period	1,578.9	1,401.7	1,578.9	1,401.7

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	173.0 9.7%	162.7 8.7%	37.0 2.4%	58.3 3.6%	102.5 6.3%	112.5 6.5%	442.9 18.8%	440.3 18.2%	123.6 13.3%	129.2 12.9%	-12.8	-19.8	866.2 10.6%	883.2 10.3%
Amortization of intangible assets from PPA	13.3	13.3	44.3	33.3	51.6	48.1	1.4	1.0	0.7	1.2	-0.1	0.1	111.2	97.0
Total special effects	0.0	-0.3	-0.8	1.4	-4.9	0.0	-2.7	-1.6	0.3	0.1	-1.8	0.0	-9.9	-0.4
Total consolidation effects	0.0	-0.2	0.0	-0.5	-1.1	1.8	0.0	0.3	0.0	-0.5	0.0	0.0	-1.1	0.9
Total consolidation & special effects	0.0	-0.5	-0.8	0.9	-6.0	1.8	-2.7	-1.3	0.3	-0.4	-1.8	0.0	-11.0	0.5
Adjusted operating result (adj. EBIT)¹⁾ in % of adjusted sales	186.3 10.5%	175.5 9.4%	80.5 5.1%	92.5 5.8%	148.1 9.2%	162.4 9.4%	441.6 18.8%	440.0 18.2%	124.6 13.4%	130.0 13.6%	-14.7	-19.7	966.4 11.8%	980.7 11.5%

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.

Fact Sheets

H1 2013 Results Reported & Adjusted (mn €) – by Division

	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	339.8 9.5%	318.0 8.7%	82.8 2.6%	110.4 3.5%	195.3 6.0%	208.2 6.2%	827.2 17.5%	805.5 17.4%	239.4 12.9%	236.9 12.2%	-31.1	-48.4	1,653.4 10.0%	1,630.6 9.8%
Amortization of intangible assets from PPA	26.6	26.4	88.2	66.5	102.8	96.0	2.7	2.1	1.3	2.7	0.0	0.1	221.6	193.8
Total special effects	0.0	-0.3	-0.8	-24.4	-4.9	-19.6	-9.0	-1.6	0.7	0.8	-3.5	-2.4	-17.5	-47.5
Total consolidation effects	0.0	-0.6	0.0	-1.4	-2.4	2.2	0.0	0.8	0.0	-1.0	0.0	0.0	-2.4	0.0
Total consolidation & special effects	0.0	-0.9	-0.8	-25.8	-7.3	-17.4	-9.0	-0.8	0.7	-0.2	-3.5	-2.4	-19.9	-47.5
Adjusted operating result (adj. EBIT)¹⁾ in % of adjusted sales	366.4 10.2%	343.5 9.4%	170.2 5.3%	151.1 4.8%	290.8 8.9%	286.8 8.6%	820.9 17.4%	806.8 17.4%	241.4 13.0%	239.4 12.9%	-34.6	-50.7	1,855.1 11.2%	1,776.9 10.8%

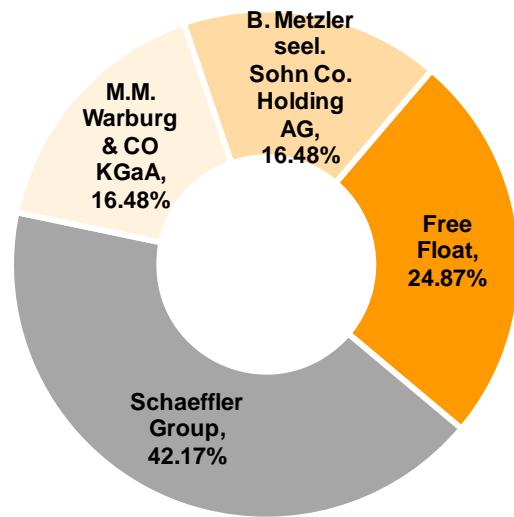
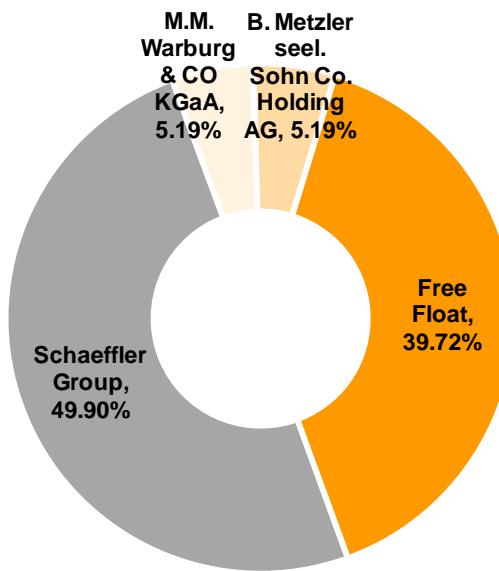
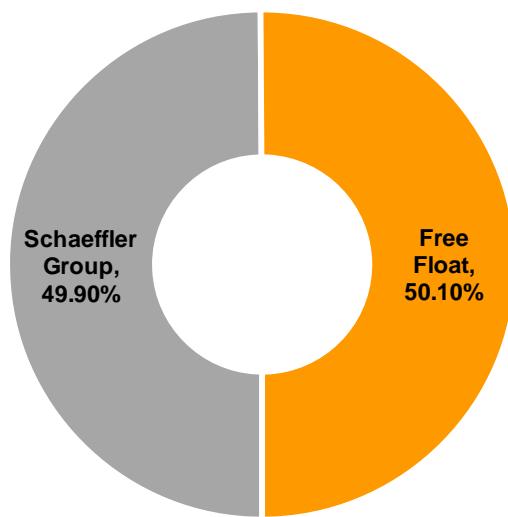
The prior year figures have been adjusted according to IAS 19 rev. 2011.

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

	Q2 2012/2013								YTD January - June 2012/2013							
	Automotive 2012 2013		Rubber 2012 2013		Cons./Corr. 2012 2013		Corporation 2012 2013		Automotive 2012 2013		Rubber 2012 2013		Cons./Corr. 2012 2013		Corporation 2012 2013	
Sales	4,936.7	5,159.5	3,256.4	3,392.0	-6.4	-10.5	8,186.7	8,541.0	10,007.5	10,070.7	6,511.8	6,524.0	-13.1	-20.4	16,506.2	16,574.3
EBIT in % of sales	312.6 6.3%	333.5 6.5%	566.5 17.4%	569.5 16.8%	-12.9	-19.8	866.2 10.6%	883.2 10.3%	617.9 6.2%	636.6 6.3%	1,066.6 16.4%	1,042.4 16.0%	-31.1	-48.4	1,653.4 10.0%	1,630.6 9.8%
Amortization of intangible assets from PPA	109.2	94.7	2.0	2.3	0.0	0.0	111.2	97.0	217.6	188.9	4.0	4.9	0.0	0.0	221.6	193.8
Total special effects	-5.7	1.1	-2.4	-1.5	-1.8	0.0	-9.9	-0.4	-5.7	-44.3	-8.3	-0.8	-3.5	-2.4	-17.5	-47.5
Total consolidation effects	-1.1	1.1	0.0	-0.2	0.0	0.0	-1.1	0.9	-2.4	0.2	0.0	-0.2	0.0	0.0	-2.4	0.0
Total consolidation & special effects	-6.8	2.2	-2.4	-1.7	-1.8	0.0	-11.0	0.5	-8.1	-44.1	-8.3	-1.0	-3.5	-2.4	-19.9	-47.5
Adjusted operating result (adj. EBIT)¹⁾ in % of adjusted sales	415.0 8.4%	430.4 8.3%	566.1 17.4%	570.1 17.0%	-14.7	-19.8	966.4 11.8%	980.7 11.5%	827.4 8.3%	781.4 7.8%	1,062.3 16.3%	1,046.3 16.3%	-34.6	-50.8	1,855.1 11.2%	1,776.9 10.8%

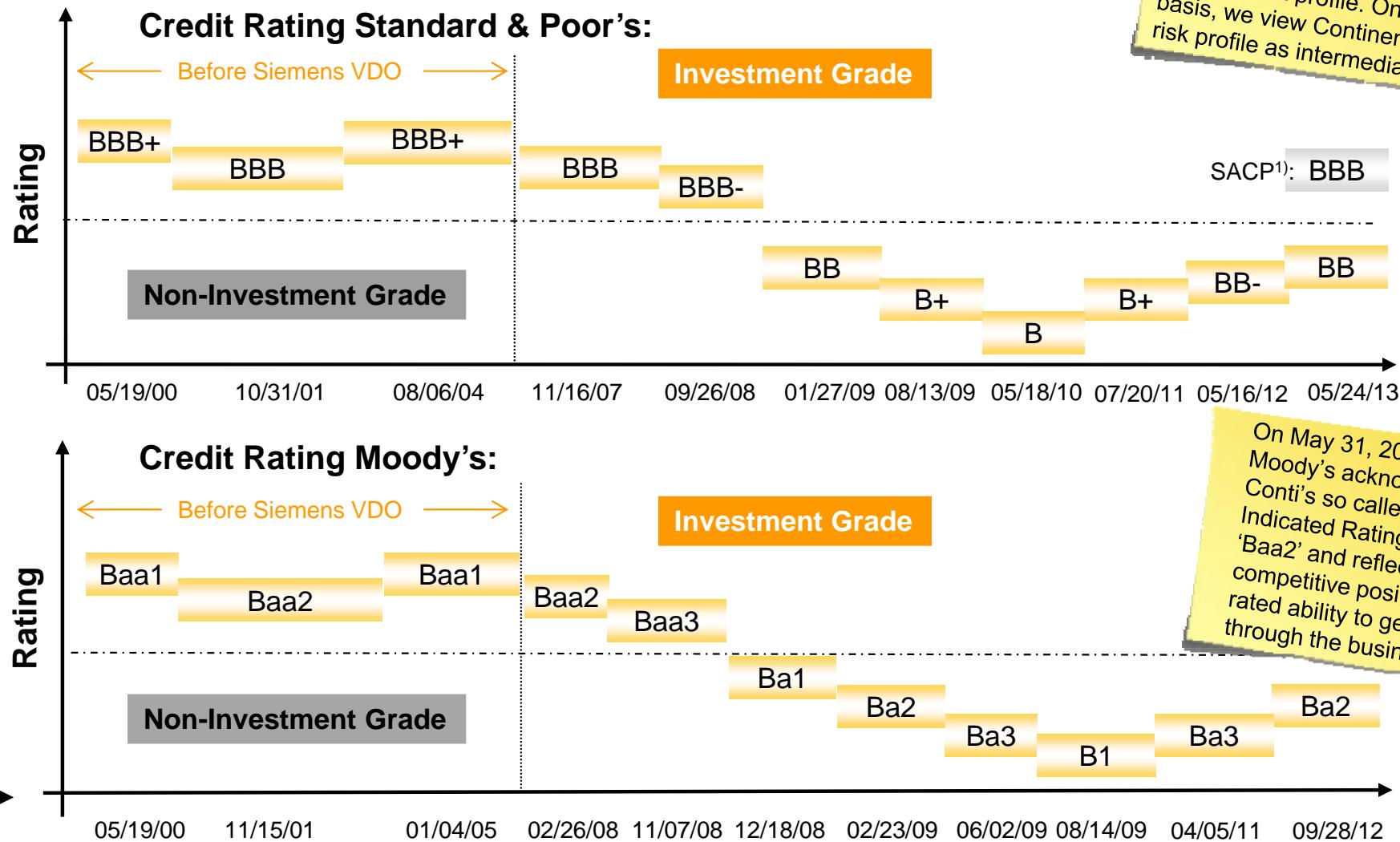
The prior year figures have been adjusted according to IAS 19 rev. 2011.

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

Shareholder Structure as
at Dec. 31, 2010Shareholder Structure as
at Dec. 31, 2011Shareholder Structure
since Sept. 25, 2012

Back-up

Rating of S&P and Moody's Since 2000



1) S&P: "The SACP is not a rating but a rating component that reflects our opinion of a company's creditworthiness absent any extraordinary intervention from its parent".

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/
Investor Relations Events and Presentations	http://www.continental-corporation.com/www/portal_com_en/themes/ir/events//
Sustainability at Continental (Presentation and Fact Sheet for Investors)	http://www.continental-ir.com
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Corporate Governance Principles	http://www.continental-corporation.com/www/portal_com_en/themes/ir/corporate_governance/
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