



Financial Results 9M 2013

Hamburg – November 7, 2013

<http://www.continental-ir.com>

AGENDA

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1) Corporation Highlights

Most Important KPIs 9M 2013

- › **Sales up by 1% to €24.9 bn**; organic sales in Q3 2013 increased by 6.6%
- › **Adj. EBIT¹ up by 3% to €2.8 bn**; adj. EBIT¹ margin at 11.3% up 30 bps (PPA and special effects -€280 mn)
- › **NIAT² up by 9% to €1.6 bn**
- › **Free cash flow amounted to €414 mn** after 9M; positively impacted by €131 mn net cash from acquisitions & disposals³
- › **Net indebtedness at €5.6 bn after 9M; Gearing ratio at 62%⁴**
- › Sustained value creation: **trailing ROCE⁵ up by 80 bps to 19.4%**
- › **Other finance related topics during July - October 2013:**
 - › Euro bonds totaling €3 bn at an average interest rate of 7.5% partially redeemed and refinanced by issuance of €2.25 bn in bonds at 2.9% interest rate
 - › Rating upgrades by Fitch (BBB), Moody's (Baa3) and S&P (BB+)
 - › Free float increased to 54% as at Sept 17, 2013

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)

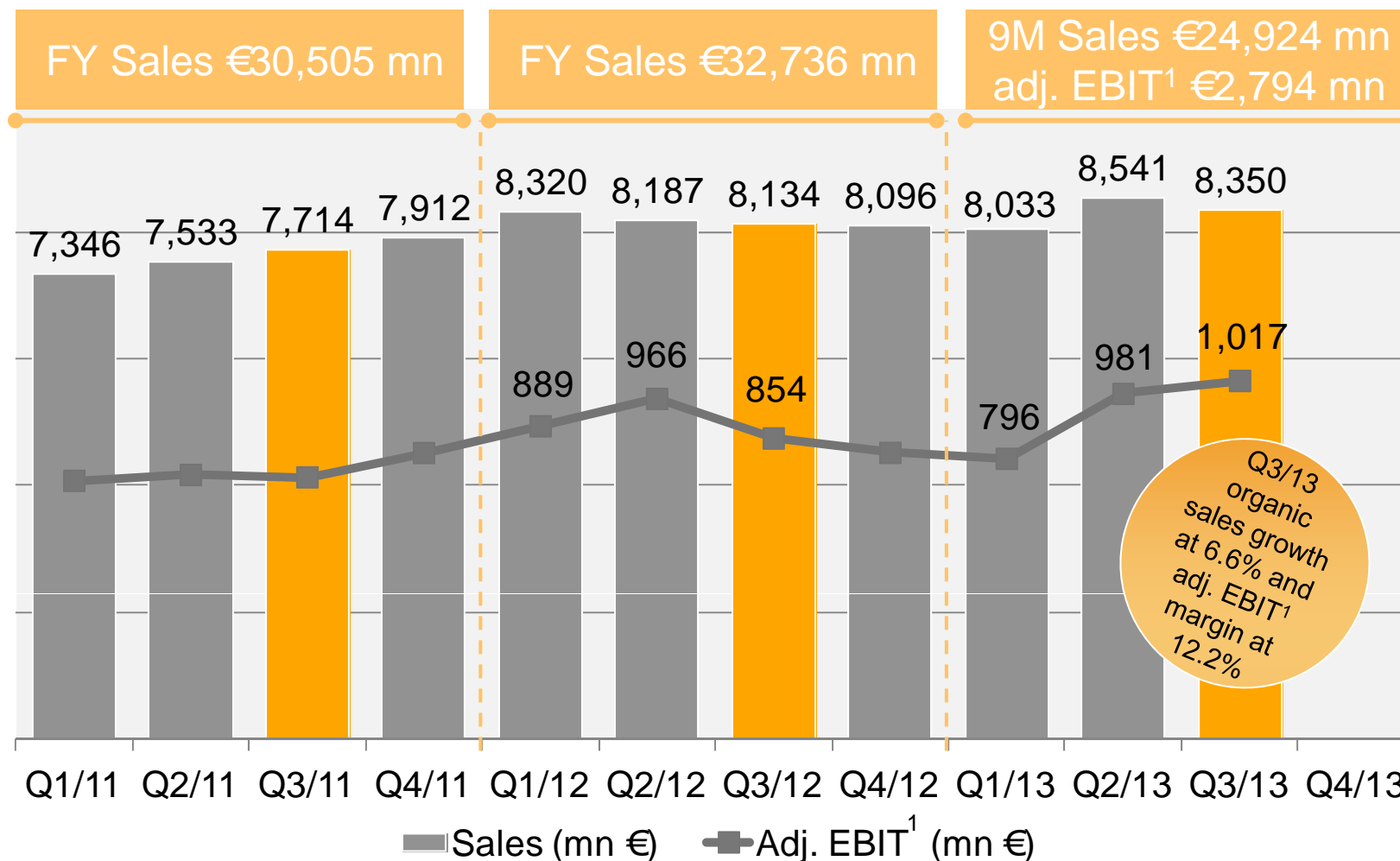
1) Corporation Highlights

Divisional Highlights 9M 2013

Automotive Group	<ul style="list-style-type: none"> › Chassis & Safety at 9.4% adj. EBIT¹ margin (PY: 10.0%); organic sales up by 6% (Q3/13 +10%) mainly due to strong growth in ADAS (+57% unit sales), electric stability control (ESC) and market share gains in HBS › Powertrain at 5.0% adj. EBIT¹ margin (PY: 4.7%); organic sales increased by 1% <i>with</i> +8% <i>in</i> Q3/13 as new orders stabilized sales. Engine systems sales still subdued as demand in southern Europe only starts to stabilize › Interior at 8.8% adj. EBIT¹ margin (PY 8.7%); organic sales increased by 5% (Q3/13 +8%) strong operating leverage² in Q3/13 mainly due to low PY base › Automotive Group organic sales increased by 4% in 9M/13 and by 9% <i>in</i> Q3/13; adj. EBIT¹ margin back to prior year level despite high R&D expenses amounting to €1.3 bn (8.4% of sales)
Rubber Group	<ul style="list-style-type: none"> › Tires adj. EBIT¹ margin increased to 18.9% (PY 17.4%) benefitting from lower raw material cost (9M/13: ~ €300 mn), strict cost management and solid price mix; volumes up by 4% in Q3/13 (PLT volumes up by 3% and TT volumes up by 12% <i>in</i> Q3/13); FX effects weighed on sales (-2% after 9M/13 / -5% <i>in</i> Q3/13) PC & LT tire replacement demand further stabilized in Europe (9M/13: -1%) and recovered in NAFTA (9M/13: 4%) › ContiTech adj. EBIT¹ margin up by 10 bps to 12.6%; organic sales up by 1% (Q3/13 +2%) › Rubber Group organic sales increased by 1% after 9M/13 (Q3/13 +4%); adj. EBIT¹ margin increased to 17.3% (PY: 16.2%)

1) Corporation Highlights

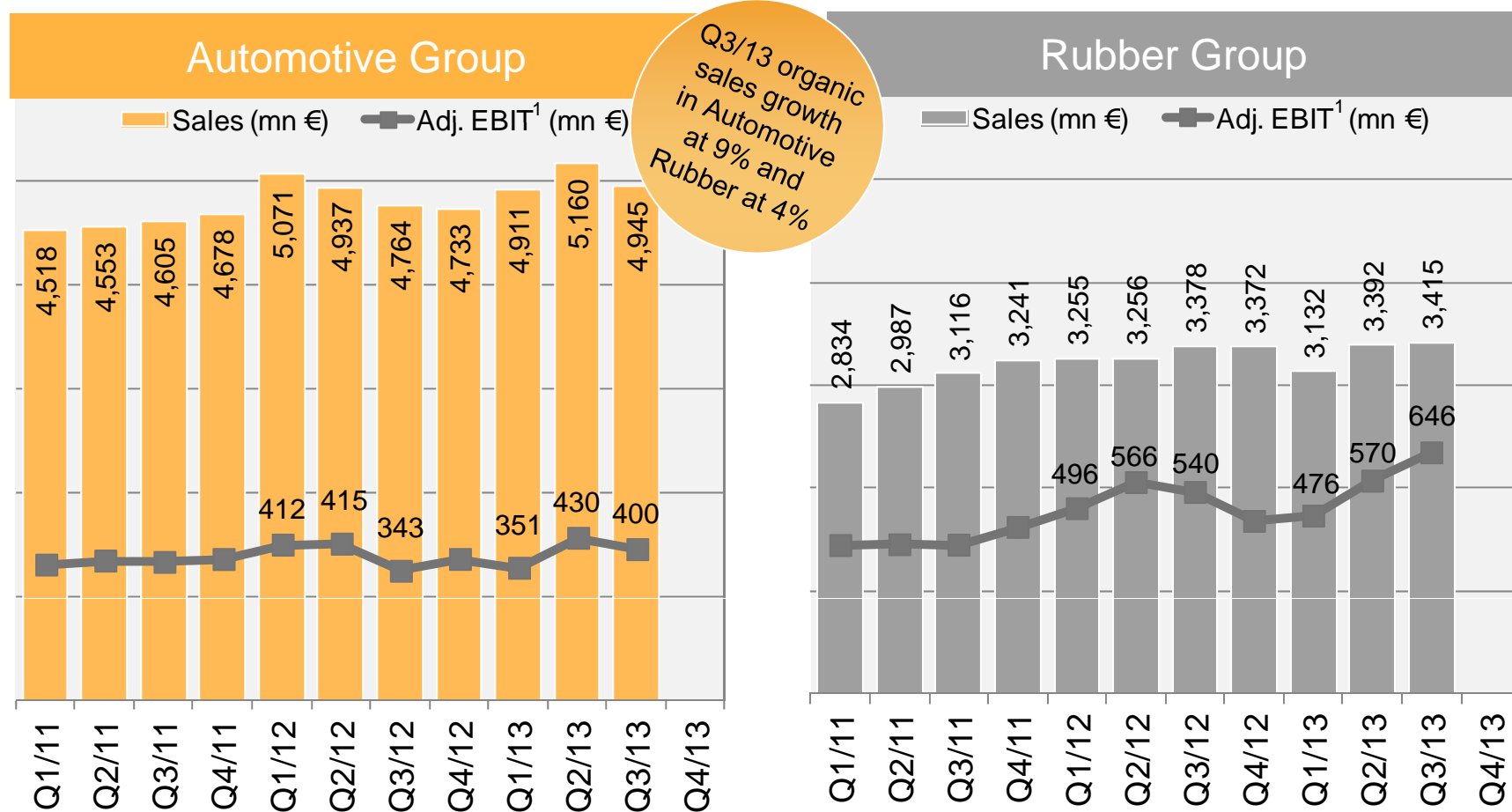
Sales and Adjusted EBIT¹ by Quarter



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

1) Corporation Highlights

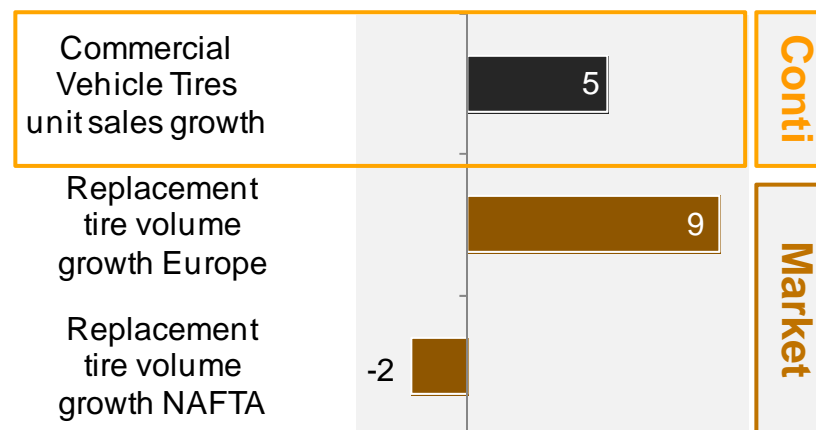
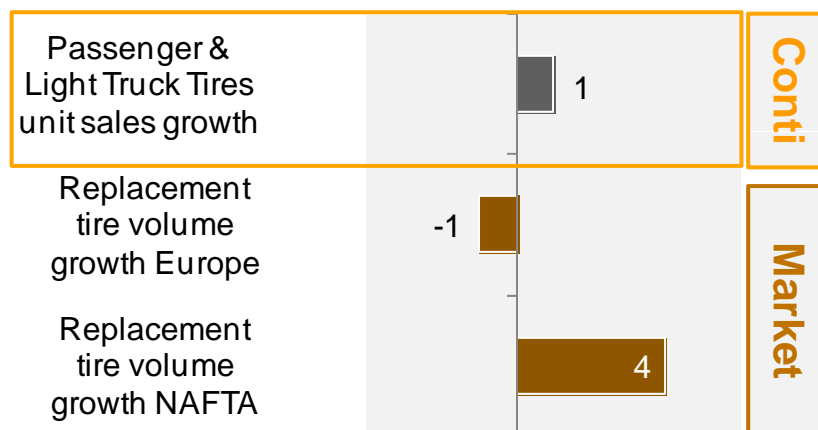
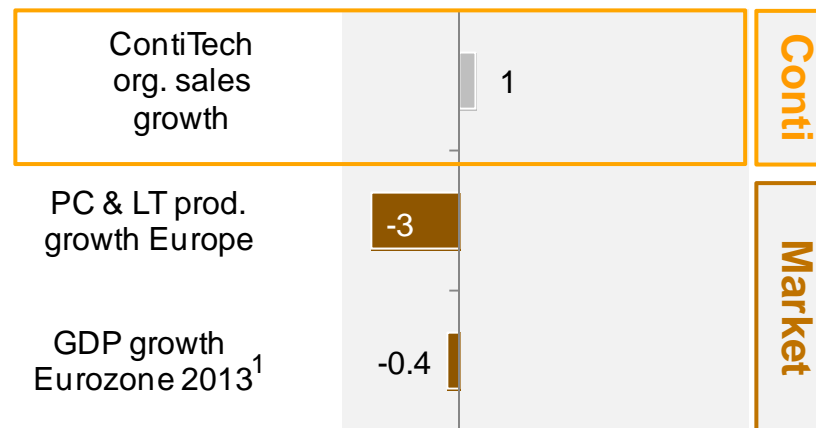
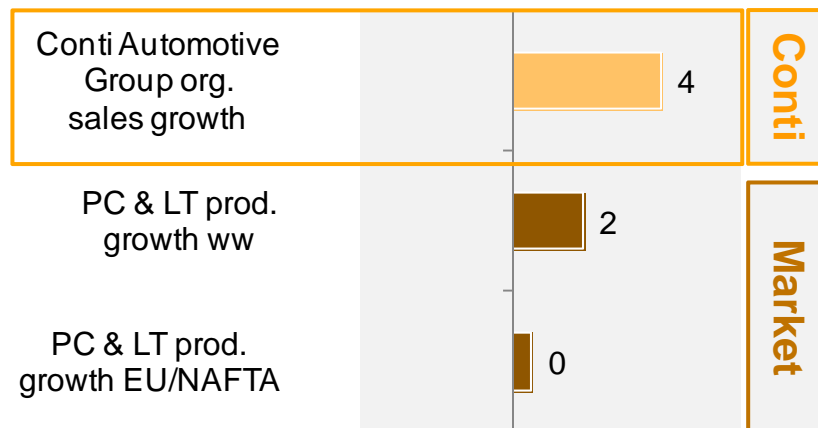
Automotive Group and Rubber Group by Quarter



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

1) Corporation Highlights

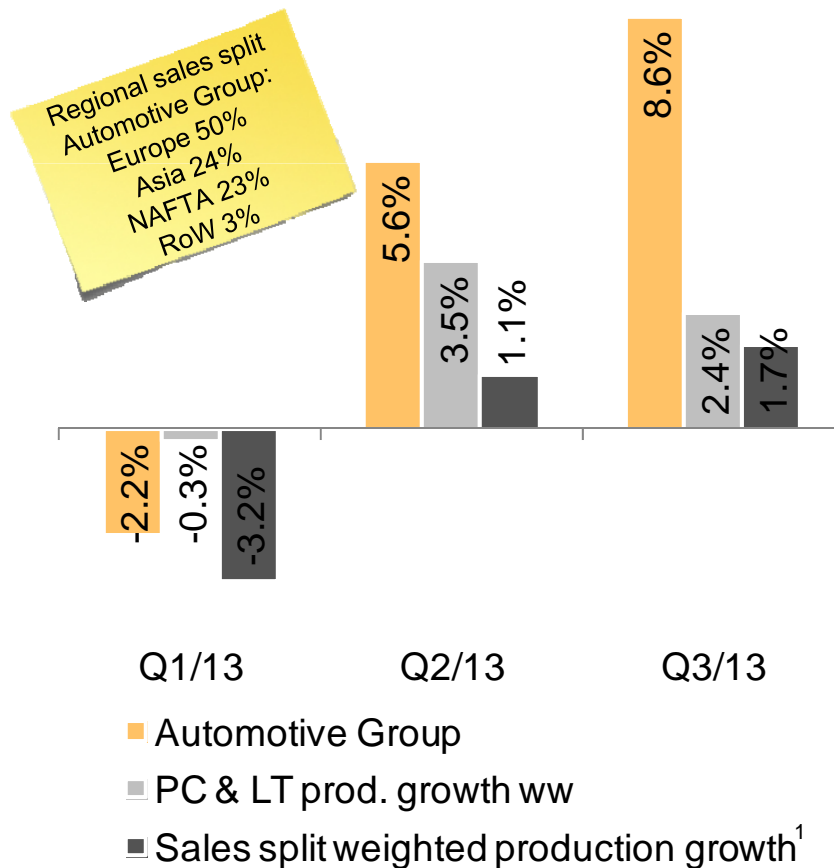
Growth Profile of the Corporation 9M 2013 (in %)



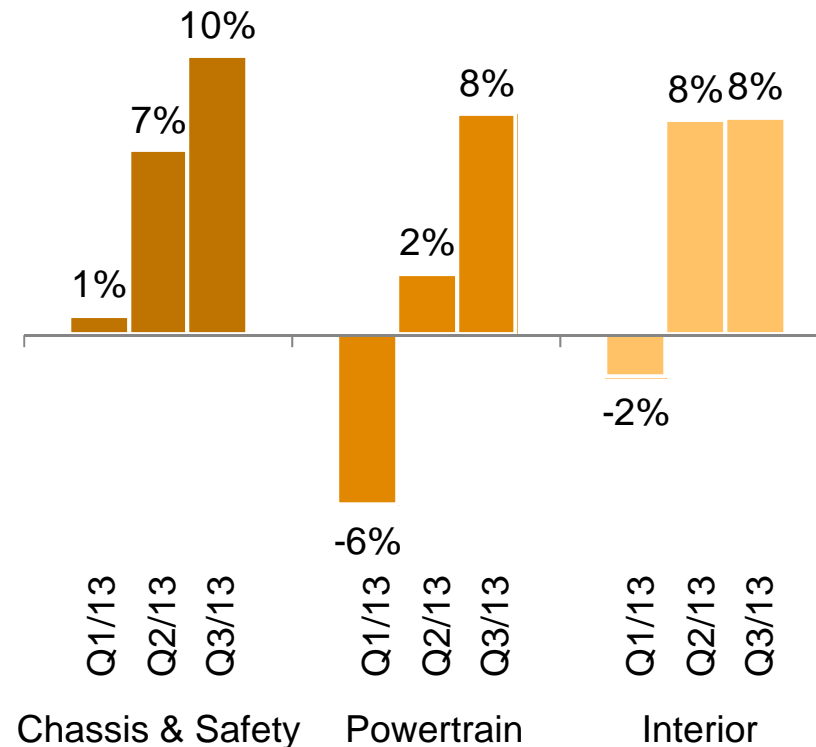
1) Corporation Highlights

Sales Growth Profile 9M 2013 Automotive Group (in %)

Organic Sales Growth vs. PC & LV
Production Growth

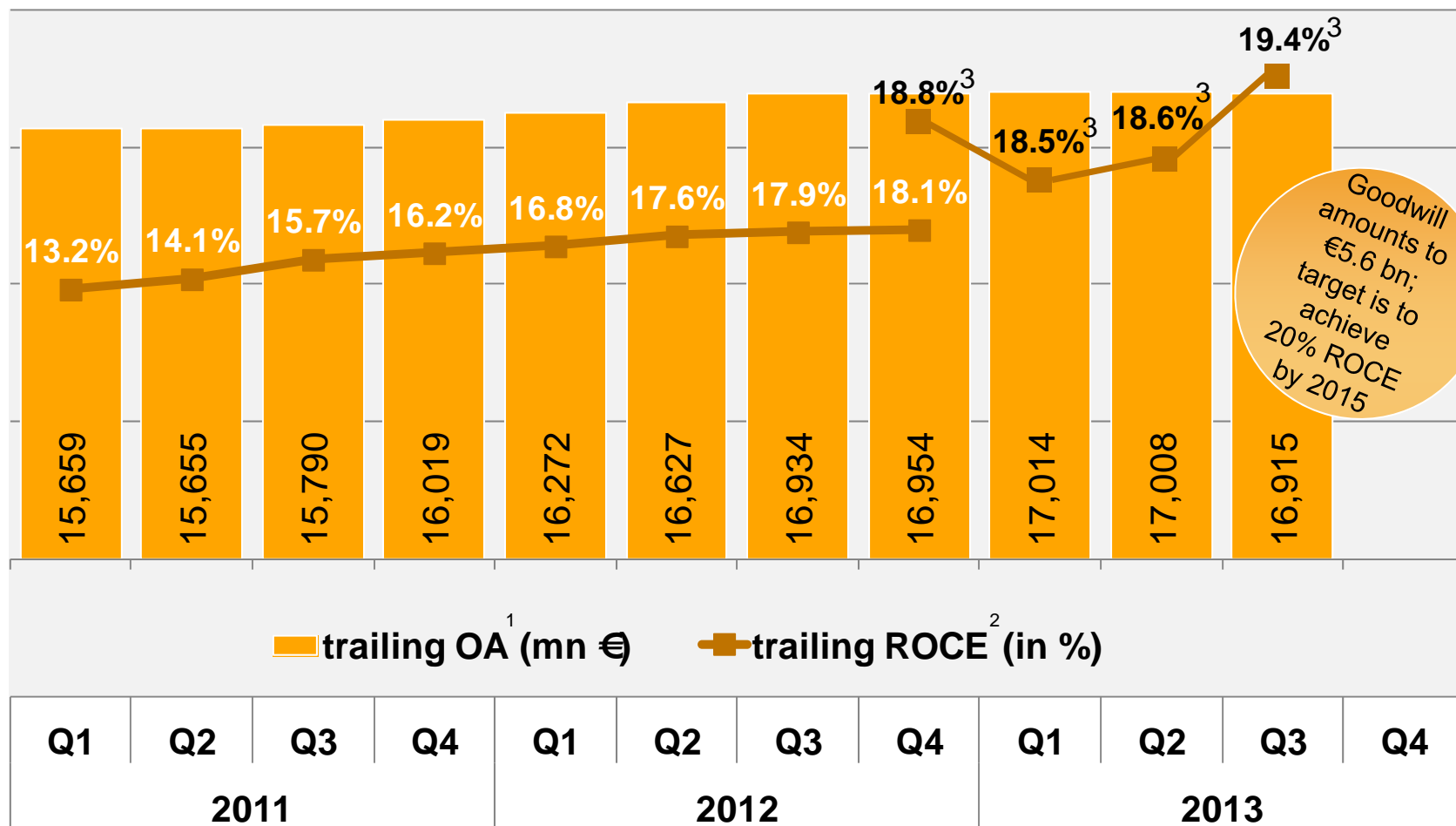


Organic Sales Growth
by Division



1) Corporation Highlights

Sustainable Value Creation



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

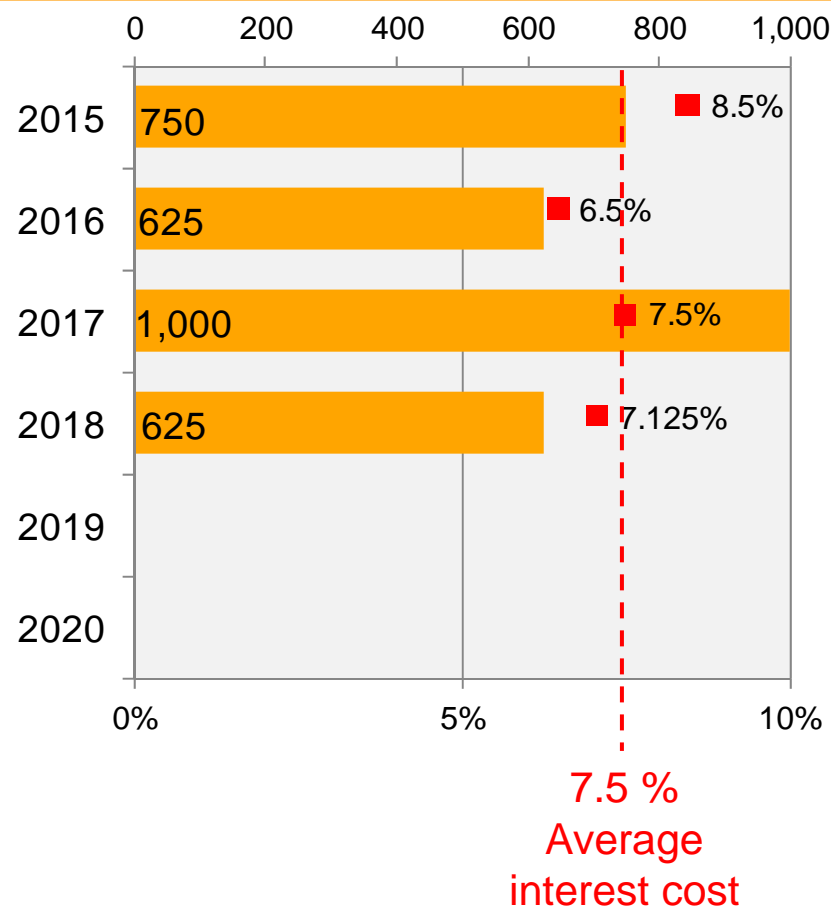
² Trailing ROCE is calculated as reported EBIT for the last twelve months (LTM) divided by average operating assets (OA) for the LTM

³ Q4/12, Q1/13, Q2/13 and Q3/13 applying IAS 19 (rev. 2011)

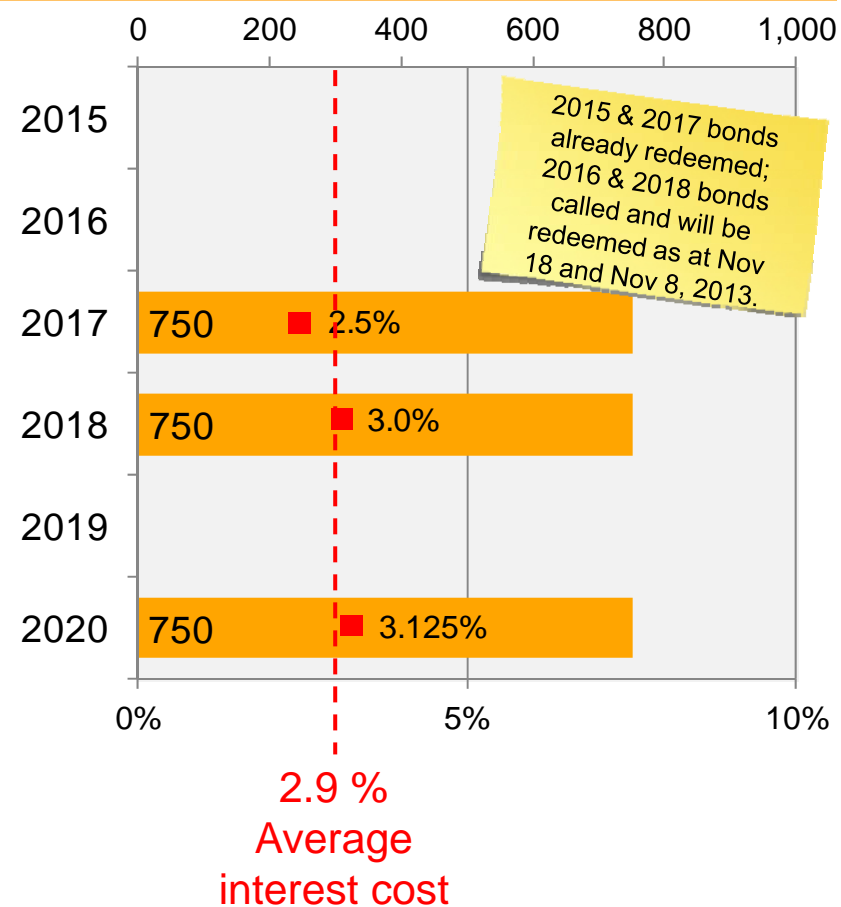
1) Corporation Highlights

Debt Capital Markets – Summary of Transactions July to Sept 2013

Maturity of Euro bonds (mn €) as at June 30, 2013



Maturity of Euro bonds (mn €) as at Sept 30, 2013

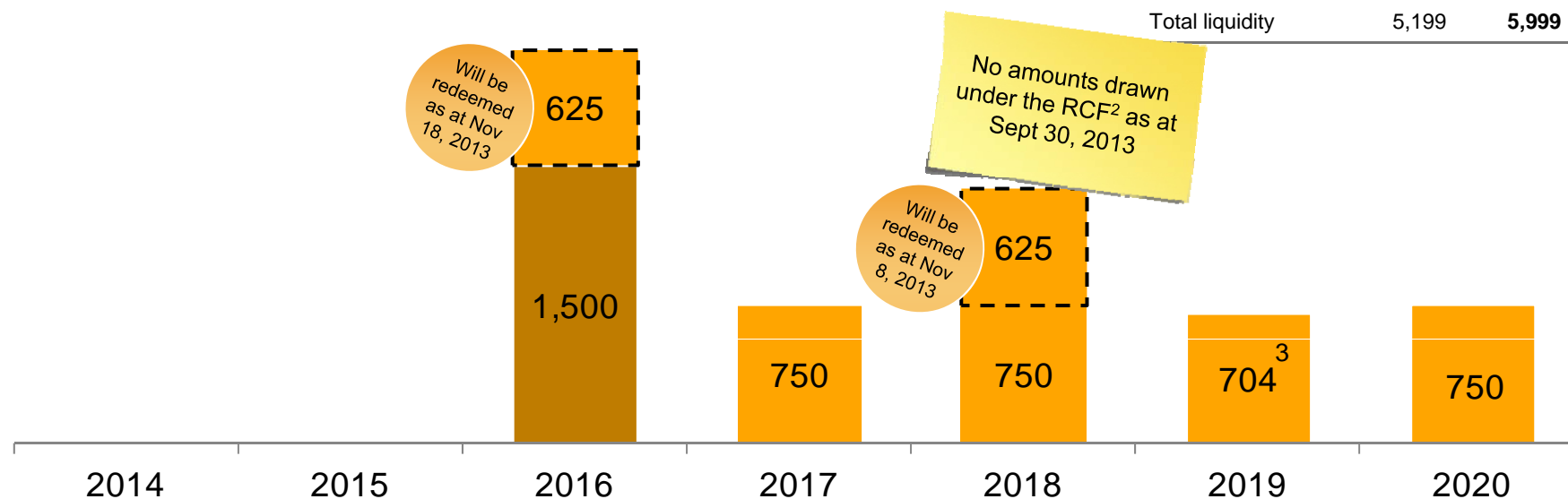


1) Corporation Highlights

Pro forma¹ Maturities for Syndicated Loan and Bonds (mn €)

As at September 30, 2013

■ Syndicated Loan
■ Bonds



(mn €)	FY 12	9M 2013
Gross indebtedness	8,253	8,157
Cash	2,397	2,207
Net indebtedness	5,320	5,590
Available credit lines	2,801	3,792
Total liquidity	5,199	5,999

¹ Original maturities are displayed for called bonds; all amounts shown are nominal values

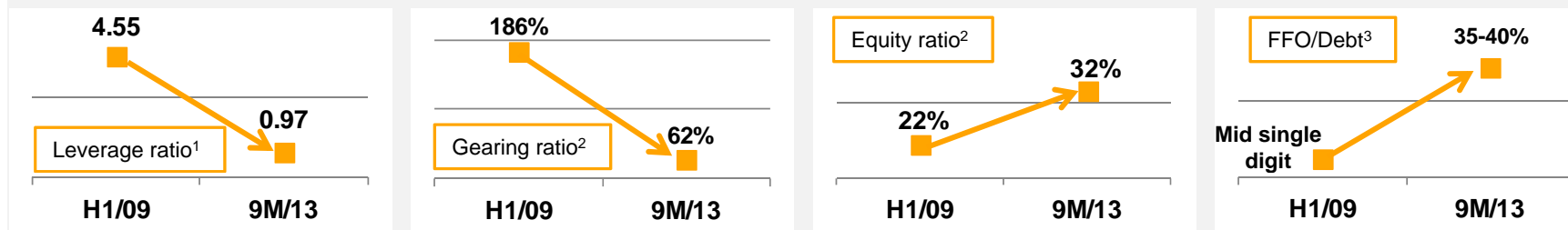
² No amounts drawn under the revolving credit facility (RCF) as at Sept 30, 2013. RCF has a total volume of €3,000 mn. RCF has to be shown as short term debt according to IFRS and matures in 2018 at drawn amount

³ Nominal amount \$950 mn (exchange rate as at Sept 30, 2013: 1.3497)

1) Corporation Highlights

Upgrade to Investment Grade

Since mid-2009 Continental's credit rating has continuously improved:



› Continental's current credit rating is:

- › Fitch since July 15, 2013: BBB, outlook stable
- › S&P since October 1, 2013: BB+, outlook stable
- › Moody's since September 19, 2013: Baa3, outlook stable

› S&P is still applying the parent-subsidiary criterion on Continental's credit rating but see Continental 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 intermediate."⁴

Mid term targets:
 Rating: BBB to BBB+
 Gearing Ratio: <<60%
 Equity Ratio: 30-35%
 Leverage Ratio: <<1.25x

¹ Leverage covenant ratio as defined in syndicated loan agreement

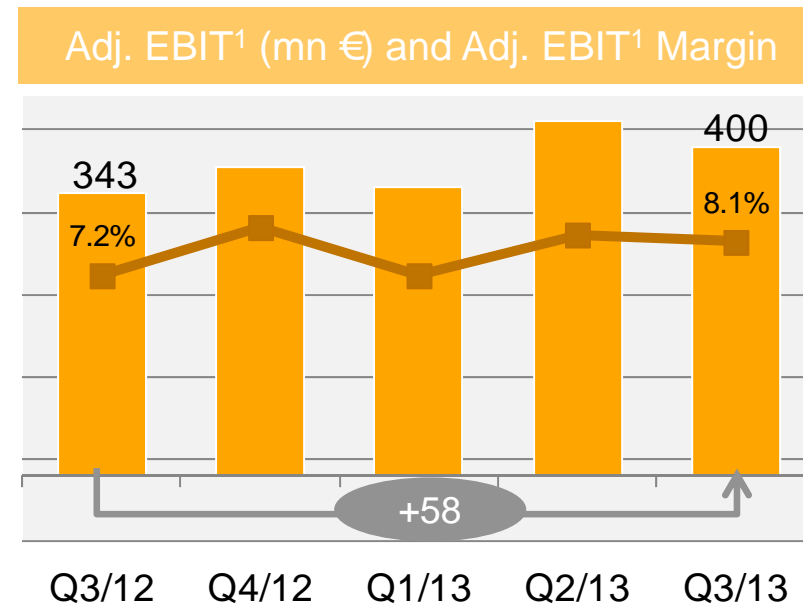
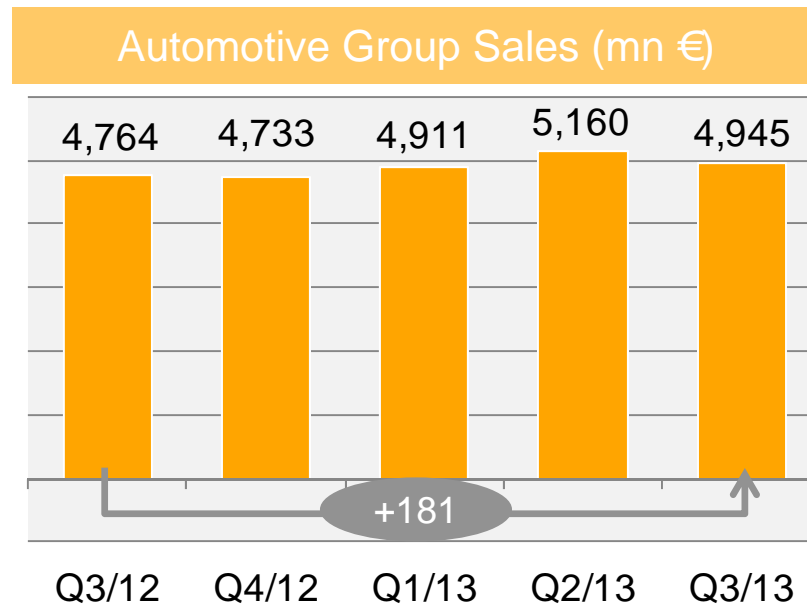
² IAS 19 (rev. 2011) applied for 9M/13

³ According to S&P's Rating Update from Oct 1, 2013

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." The SACP was confirmed as at Oct 1, 2013

2) Automotive Group

Benefitting from Stabilization in European Production

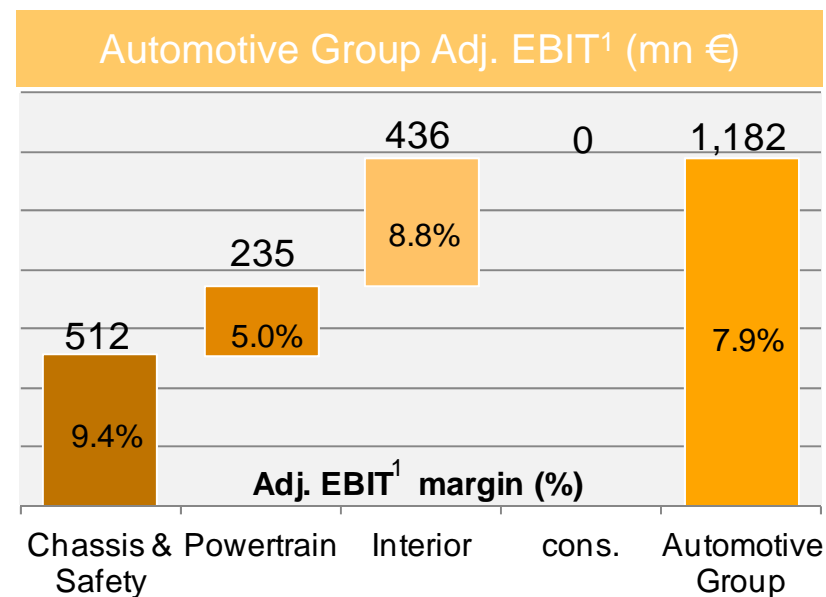
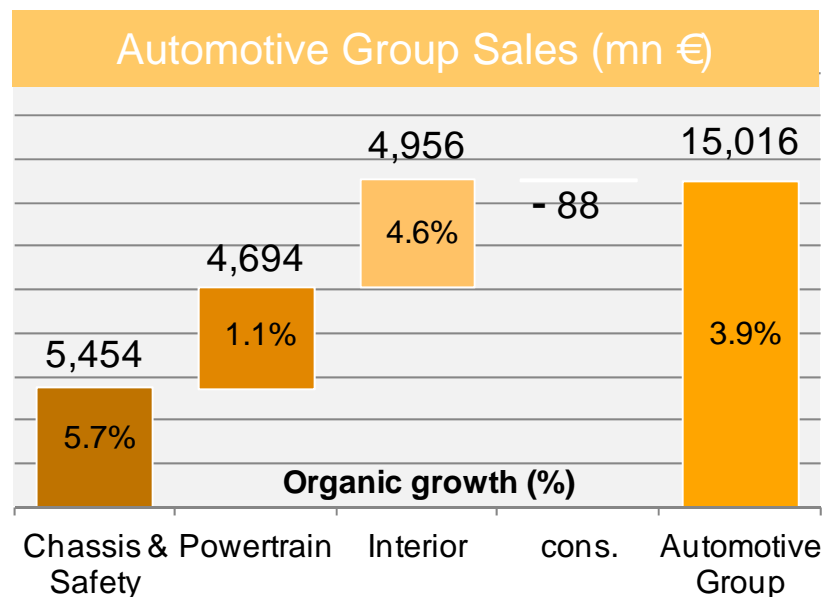


- › Sales increased by €181 mn YOY in Q3/13 and were down by 4.2% QOQ due to normal seasonality; organic sales growth in Q3 2013 at 8.6%
- › Adj. EBIT¹ increased by €58 mn; strong operating leverage mainly due to low basis in Q3 2012
- › Adjusted EBIT¹ margin at 8.1% (PY: 7.2%)
- › Expect sales and adj. EBIT¹ in Q4/13 in line with full year targets

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

2) Automotive Group

Adj. EBIT¹ Margin Back to Previous Year Level Despite High R&D



Reported sales change

- › Chassis & Safety: 2.5%
- › Powertrain: 0.2%
- › Interior: 2.0%
- › Automotive Group: 1.7%

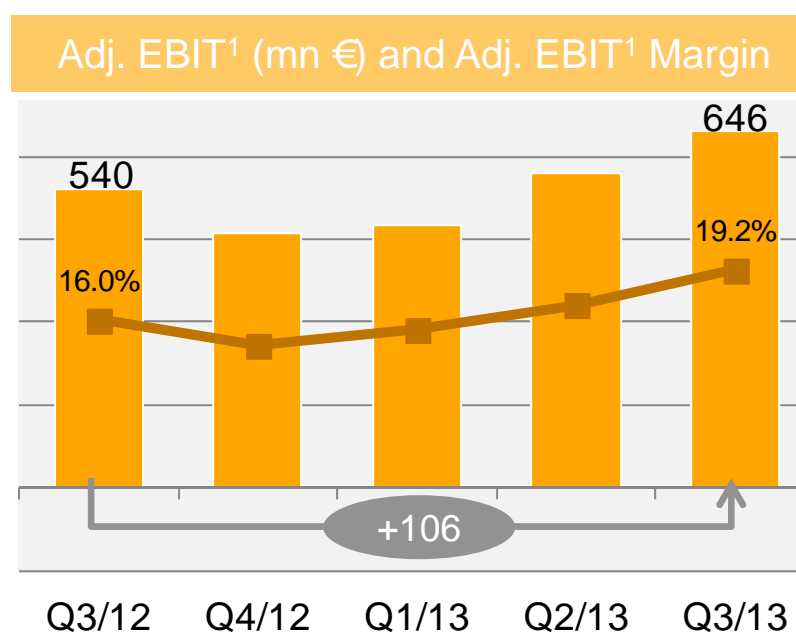
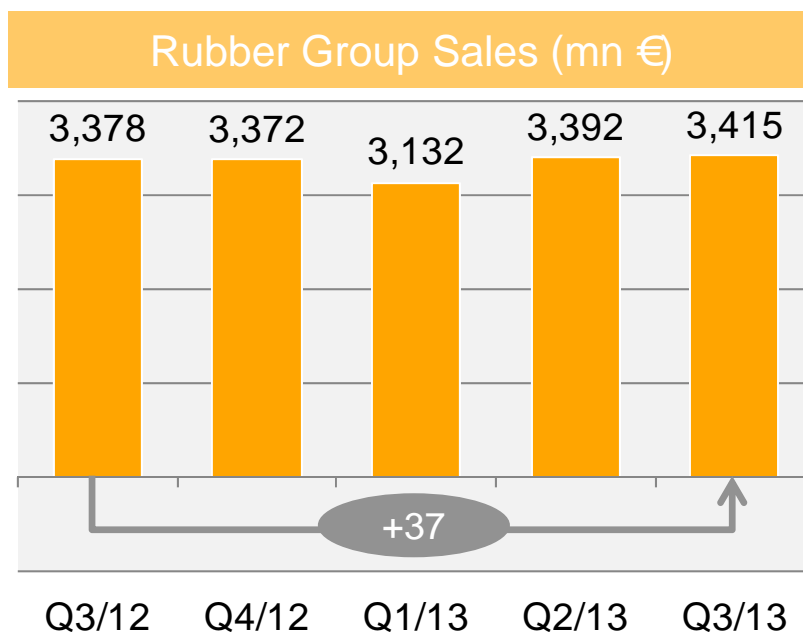
- › Reported EBITDA²: €1,863 mn (12.4% of sales)
- › Reported EBIT²: €946 mn (6.3% of sales)
- › R&D²: €1,258 mn (8.4% of sales)
- › Capex: €614 mn (4.1% of sales)

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

Adjusted EBIT¹ Margin Profiting from Raw Material Price Tailwind

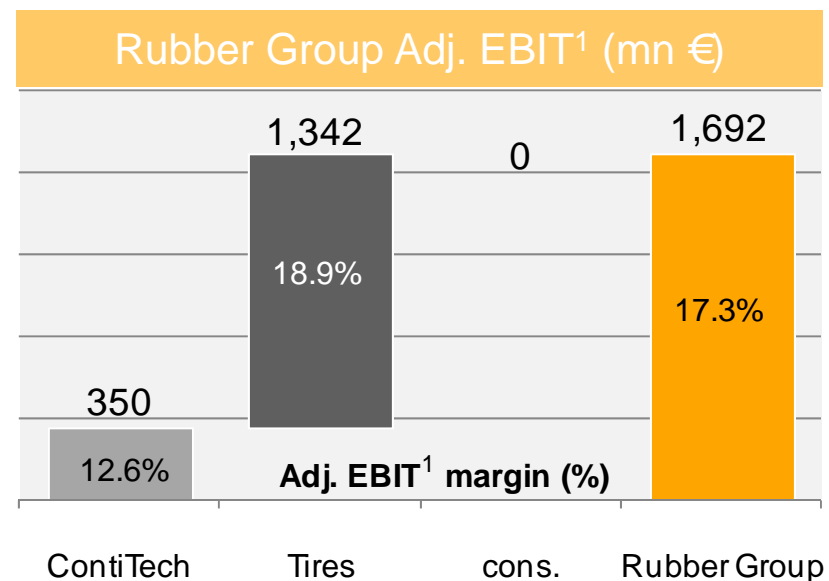
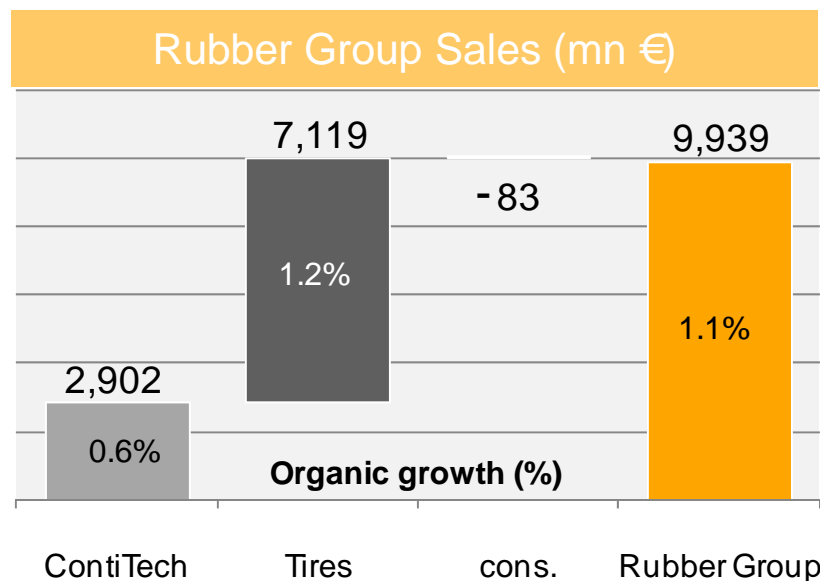


- › Sales increased only by €37 mn in Q3 2013 despite 4% tire volume growth during the quarter. F/X had a negative effect on tire revenues of close to 5% while P/M was slightly positive during Q3 2013
- › Sales at ContiTech increased by €38 mn (vs. Q3/12) mainly due to consolidation effects from Parker Hanifin and Legg
- › Adj. EBIT¹ up by €106 mn mainly due to raw material tailwinds but also because of strict fix cost management

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

3) Rubber Group

Profitability Remains at Elevated Level



Reported sales change

- › ContiTech: 4.4%
- › Tires: -1.2%
- › Rubber Group: 0.5%

- › Reported EBITDA²: €2,016 mn (20.3% of sales)
- › Reported EBIT²: €1,649 mn (16.6% of sales)
- › R&D²: €216 mn (2.2% of sales)
- › Capex: €720 mn (7.2% of sales)

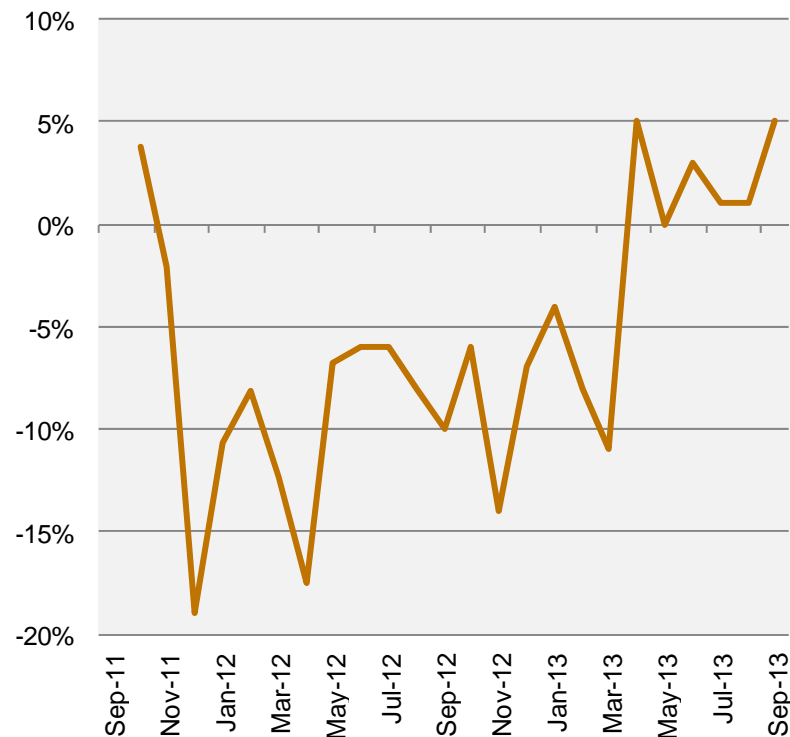
¹ Before amortization of intangibles from PPA, consolidation and special effects; applying IAS 19 (rev. 2011)

² IAS 19 (rev. 2011) applied

3) Rubber Group

Further Stabilization in Demand During Q3 2013

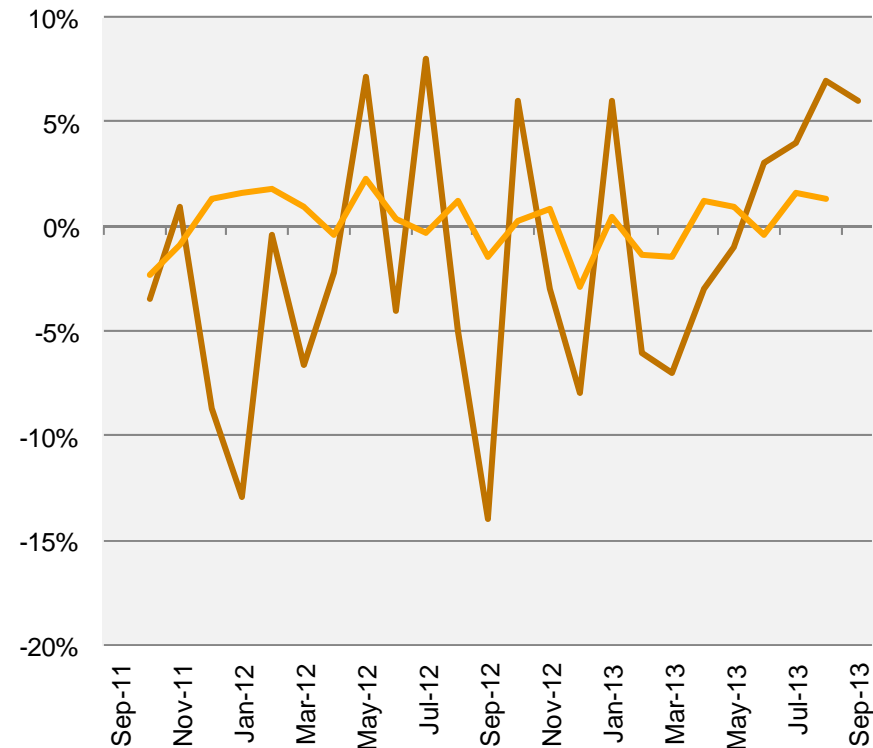
Replacement Tire Demand Development for PC & LT Europe



— PC & LT Tire Replacement (YOY chg. monthly)

¹ U.S. Department of Transportation

Replacement Tire Demand Development for PC & LT NAFTA



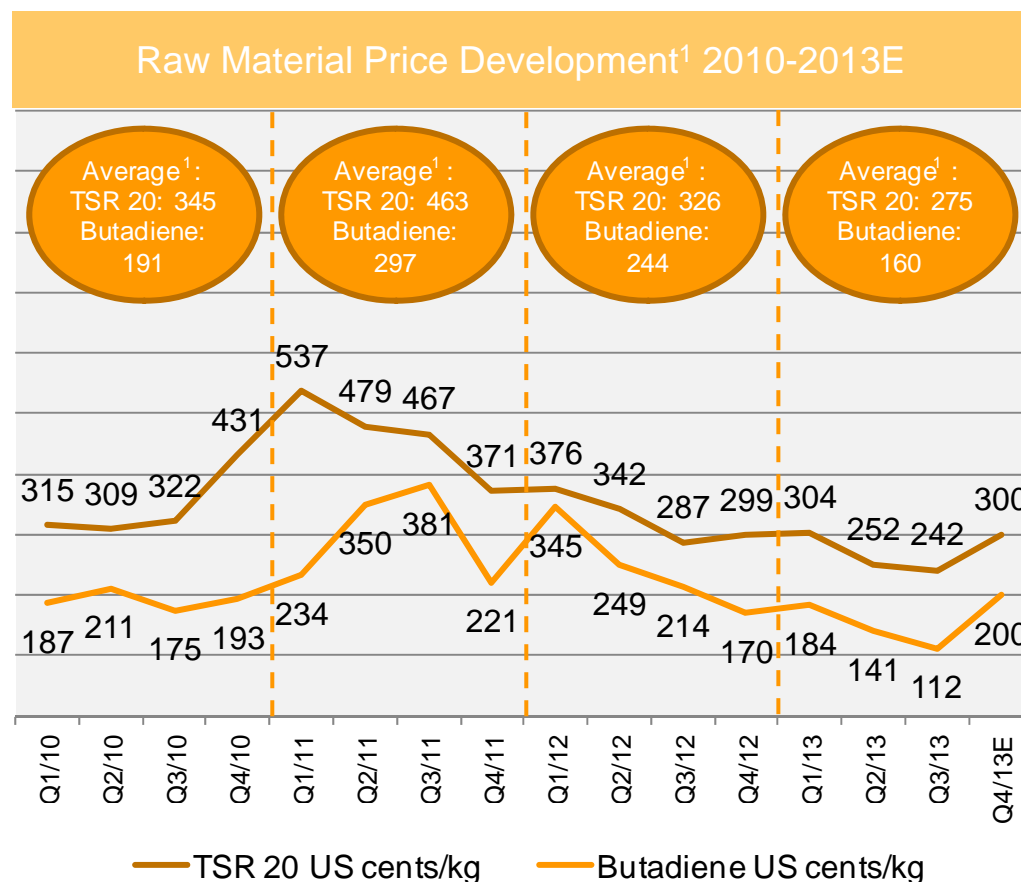
— PC & LT Tire Replacement (YOY chg. monthly)

— Vehicle miles YOY chg. (DOT) ¹

3) Rubber Group

Expected Raw Material Price Development in 2013 - Updated

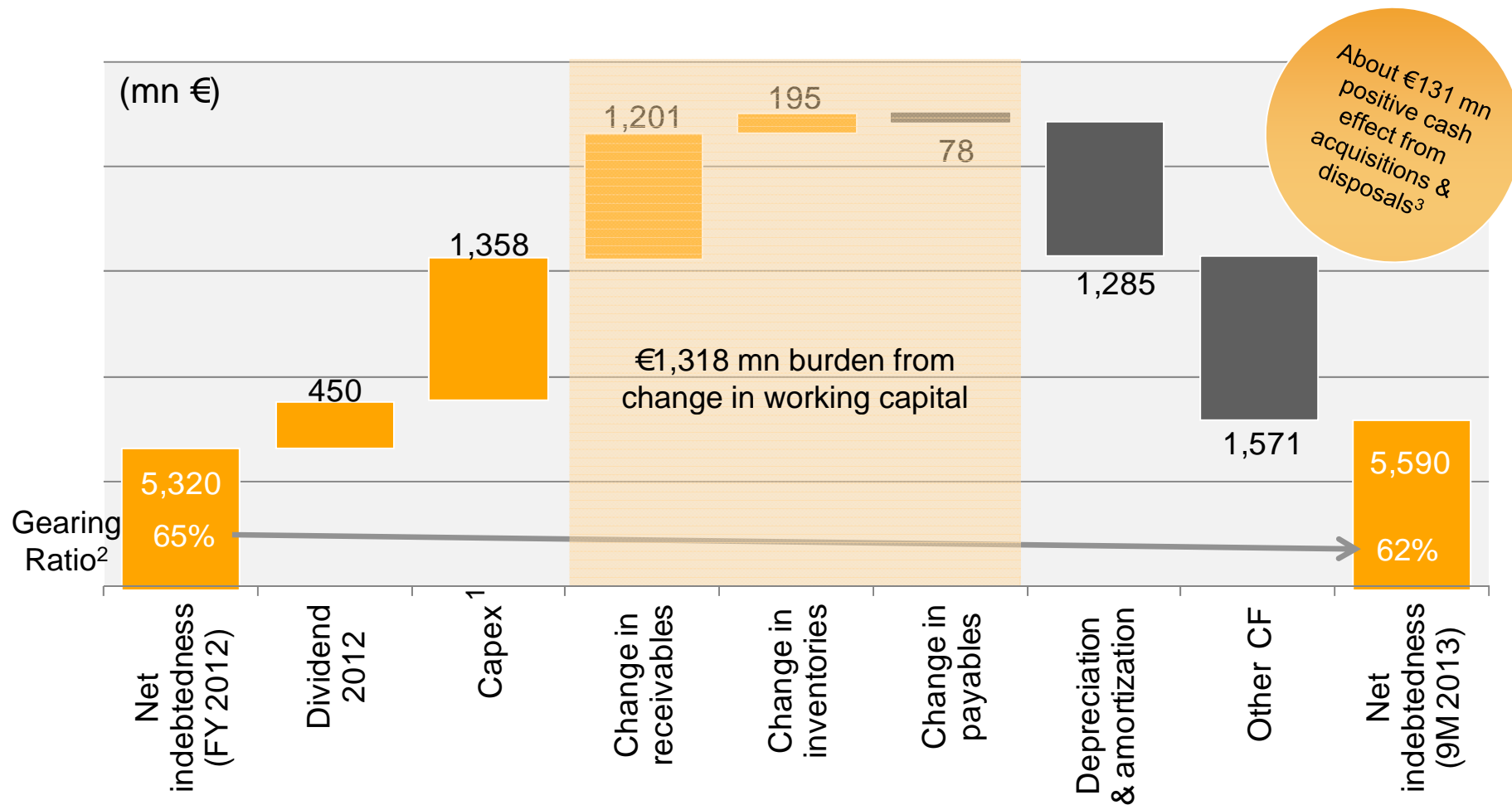
- › Natural rubber price (TSR20) forecast lowered from US \$3.00 to US \$2.75 on average in 2013
- › Synthetic rubber price (butadiene feedstock) forecast lowered from US \$2.00 to US \$1.60 average in 2013
- › About €375 mn tailwind expected from current raw material price development for FY 2013



¹ Source: Bloomberg, prices as at Nov 1, 2013 and Continental estimates

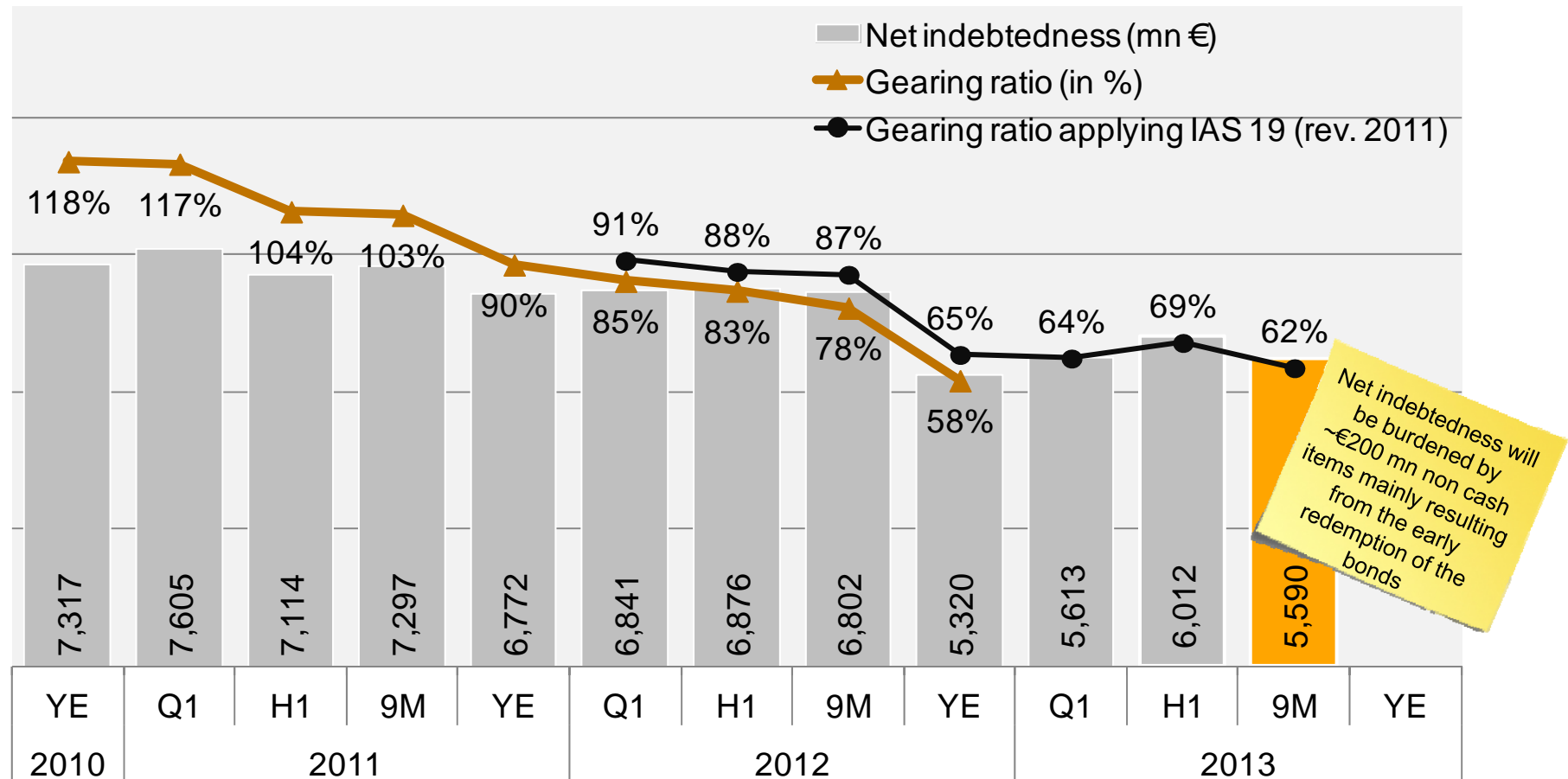
4) Indebtedness and Cash Flow

Net Indebtedness Bridge



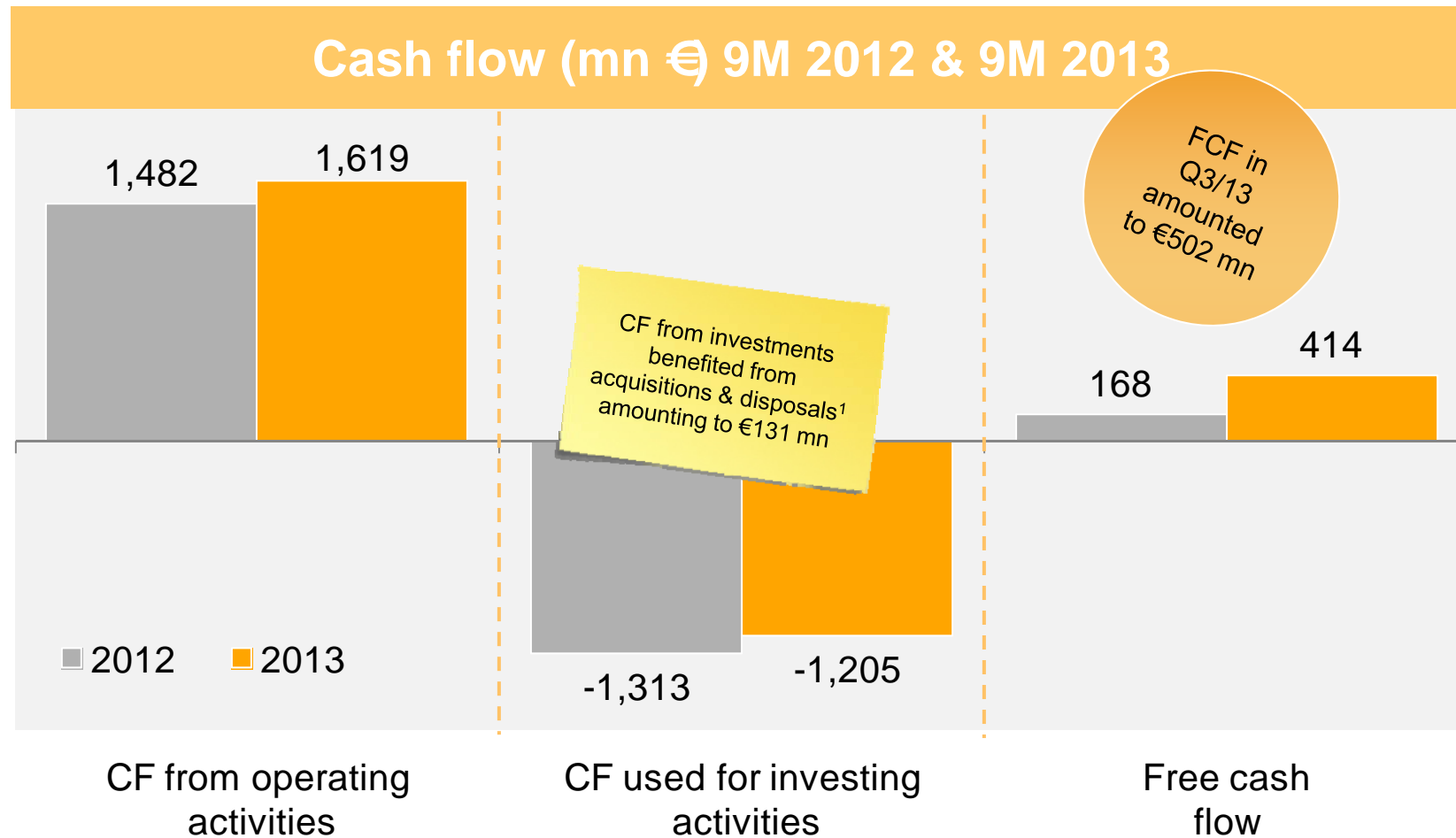
4) Indebtedness and Cash Flow

Development of Net Indebtedness and Gearing Ratio



4) Indebtedness and Cash Flow

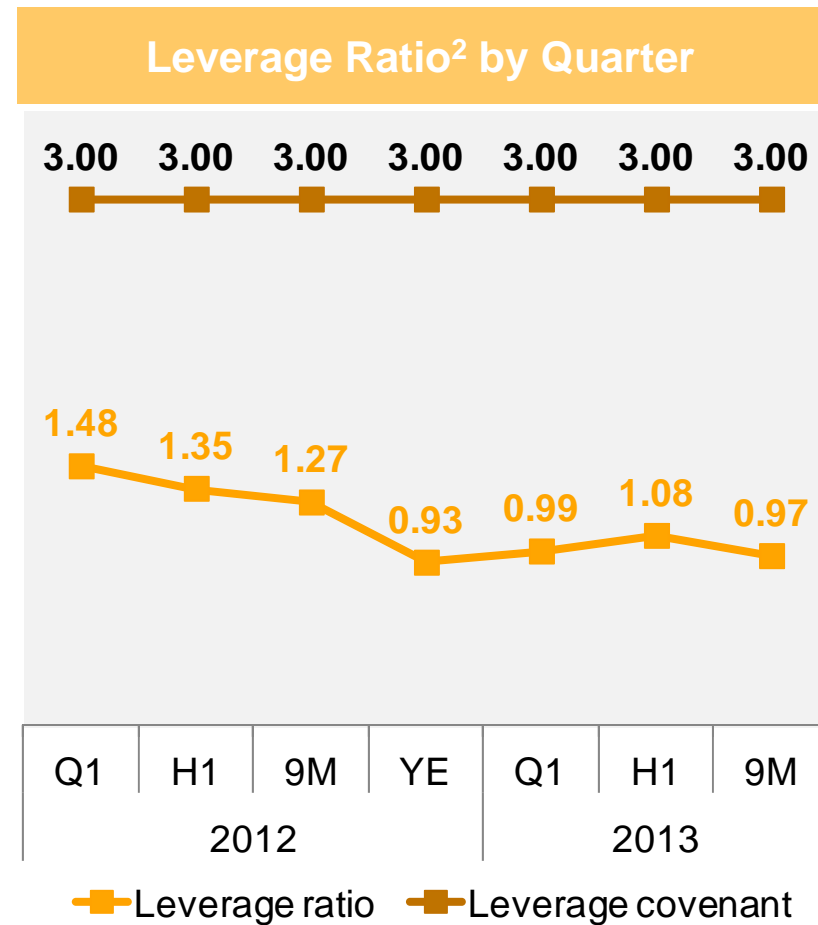
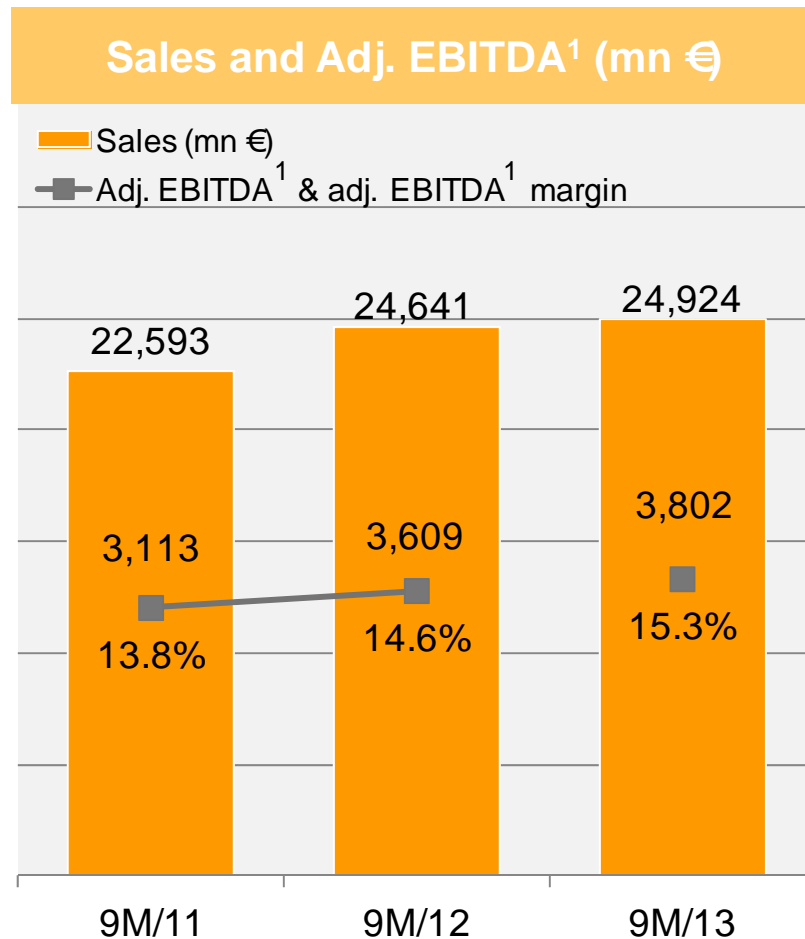
Cash Flow Overview



¹ Acquisition and disposals of companies and business operations

4) Indebtedness and Cash Flow

Adjusted EBITDA¹ and Leverage Ratio



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

² Leverage covenant ratio as defined in syndicated loan agreement

4) Indebtedness and Cash Flow

Interest Result 9M 2013

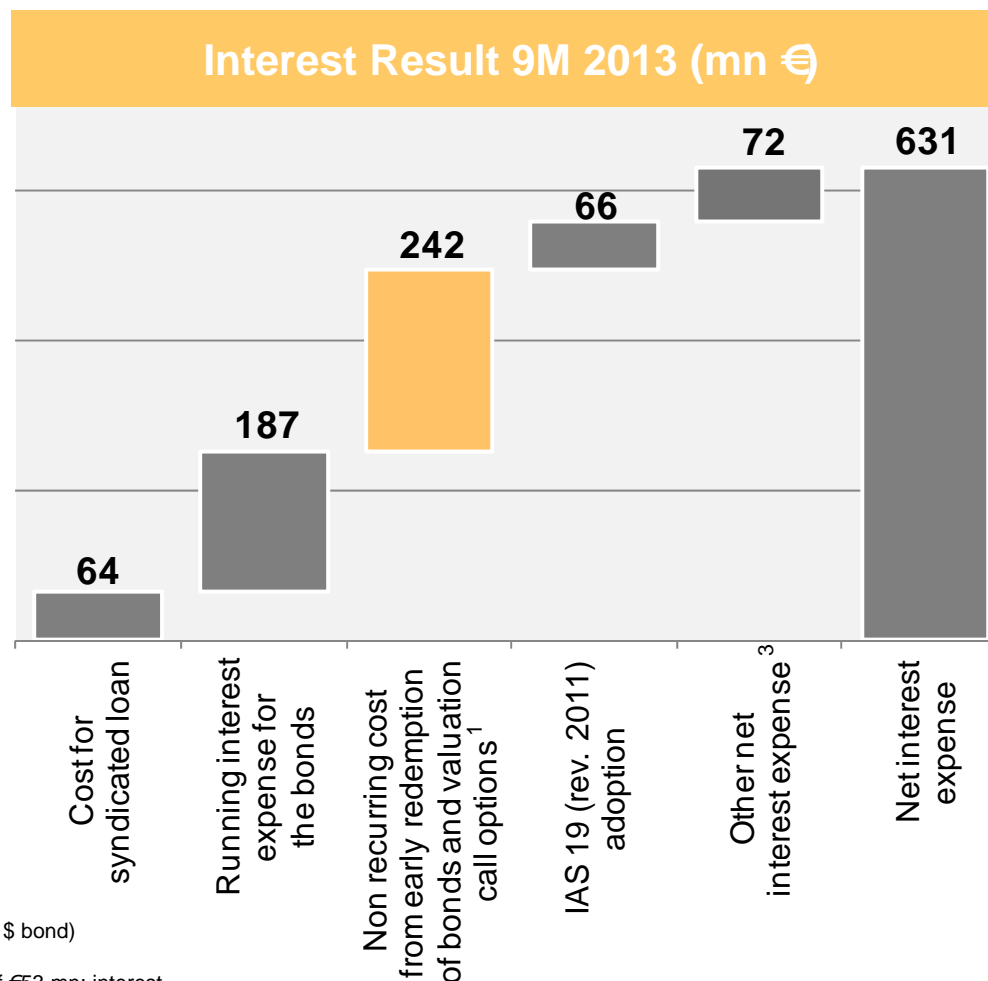
Net Interest Expense 9M/13:

- › **Cost for the syndicated loan** down €132 mn to €64 mn due to lower utilization and lower market interest rates and margin levels
- › **Running interest expenses** for the bonds amounted to €187 mn after 9M; cost will be halved in 2014
- › **Non recurring expenses from early redemption and call options of bonds** amounted to €242 mn and consisted of €129 mn negative impact from valuation of call options^{1,2} (as derivative instruments) and of €113 mn negative impact from call premiums and carrying amount adjustments
- › Interest expenses amounting to **€97 mn** from the associated reversal of the early redemption options² for the two bonds (01/16 & 10/18) called in Sept will be incurred **in Q4/13**

¹ Includes €9 mn cost for valuation of remaining redemption option (US \$ bond)

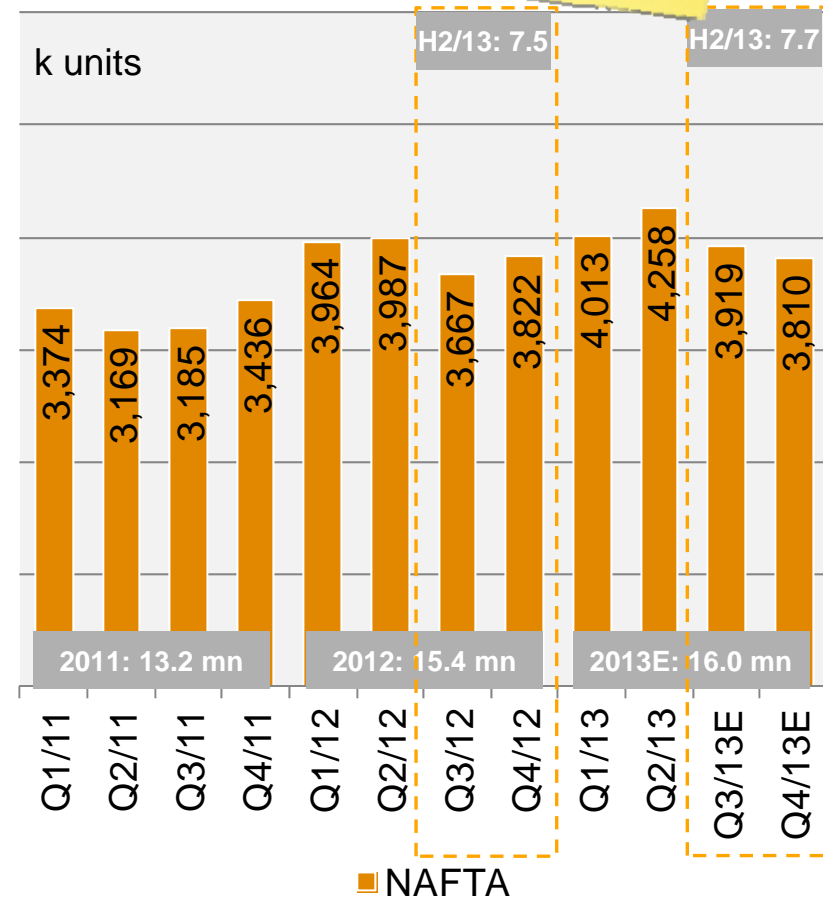
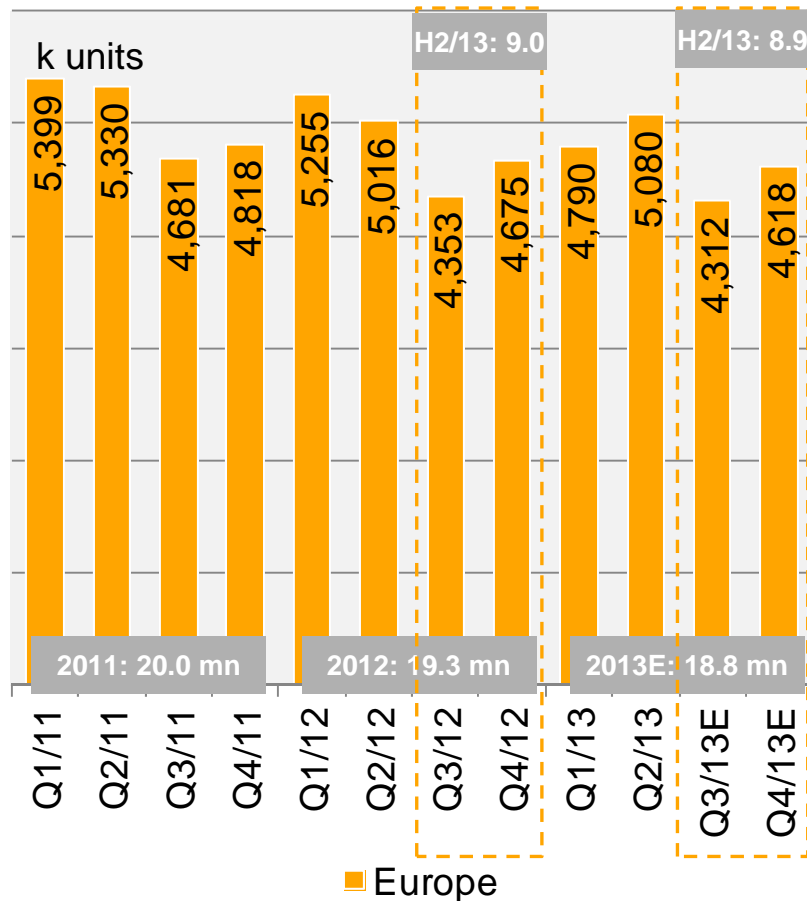
² Call option and early redemption option is used synonymously

³ Other net interest expense include other interest cost in the amount of €53 mn; interest income amounting to €19 mn and other derivative and FX effects as well as gains from securities available for sale



5) Outlook

PC & LT Production by Quarter

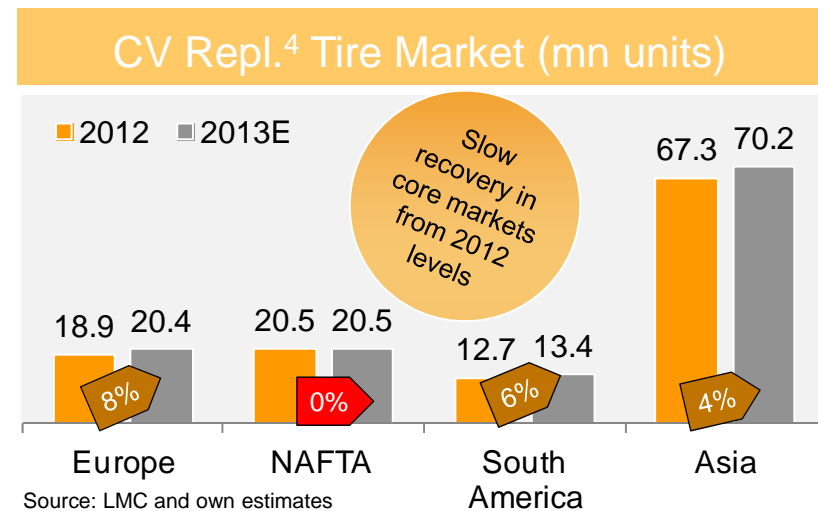
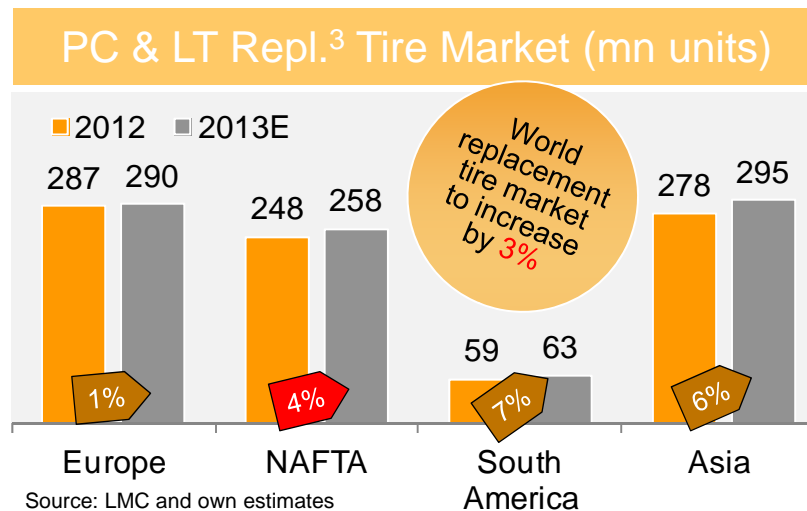
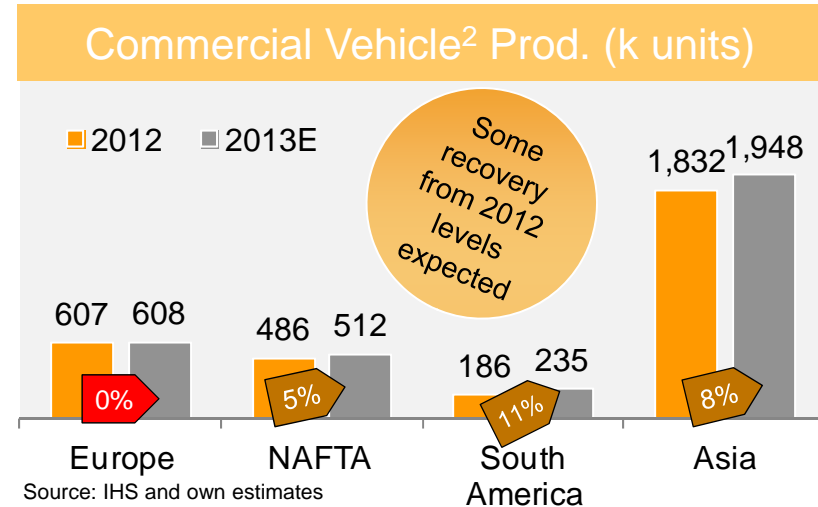
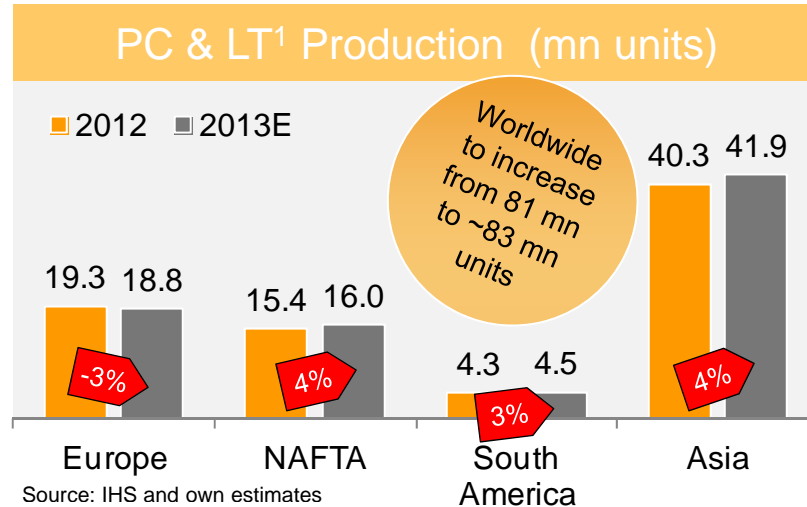


Source: IHS and own estimates

5) Outlook

Market Outlook for Major Regions 2013

Changes in comparison to the H1/13 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 <u>around €33.5 bn</u> Adj. EBIT ¹ margin expected at <u>minimum 10.5%</u>
Automotive Group adj. EBIT ¹	€19,505 mn €1,602 mn	To increase to <u>€20 bn sales</u> Adj. EBIT ¹ margin >8%
Rubber Group adj. EBIT ¹	€13,262 mn €2,092 mn	To increase to <u>max. €13.5 bn sales</u> Adj. EBIT ¹ margin >15%
Raw material cost impact	Slight positive effect in the Rubber Group	Relief of <u>€375 mn</u> from raw material cost for the Rubber Group expected
Special effects	+€12 mn	<u>Minimum</u> -€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 below 60% <u>FCF >€800 mn</u>

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 7, 2013

2014

Annual Financial Press Conference	March 6, 2014
Annual Shareholders' Meeting	April 25, 2014
Q1 Financial Report	May 6, 2014
Half Year Financial Report	July 31, 2014
Nine Month Financial Report	November 4, 2014

Contact

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 September 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
as at Nov
18, 2013

New Bond
issued as
at Sept 19,
2013

New Bond
issued as
at July 16,
2013

Early
redemption
as at Nov
8, 2013

New Bond
issued as
at Sept 9,
2013

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	Continental Rubber of America, Corp., USA ¹	Continental AG ¹
Issue	Senior Notes ²	Senior Notes	Senior Notes	Senior Notes ²	Senior Notes ²	Senior Notes
Principal amount	€625 mn	€750 mn	€750 mn	€625 mn	\$950 mn	€750 mn
Offering price	98.8610%	99.5950%	98.9500%	99.2460%	100.0000%	99.2280%
Rating at issuance date	B1 (Moody's) B (S&P)	Ba1 (Moody's) BB (S&P) BBB (Fitch ³)	Ba2 (Moody's) BB (S&P) BB (Fitch ³)	B1 (Moody's) B (S&P)	Ba3 (Moody's) BB- (S&P) BB (Fitch ³)	Ba1 (Moody's) BB (S&P) BBB (Fitch ³)
Current corp. & bond rating ⁴	Baa3 (Moody's), BB+ (S&P), BBB (Fitch ³)					
Coupon	6.5% p.a.	2.5% p.a.	3.0% p.a.	7.125% p.a.	4.5% p.a.	3.125% p.a.
Issue date	Oct 5, 2010	Sept 19, 2013	Jul 16, 2013	Oct 5, 2010	Sept 24, 2012	Sept 9, 2013
Maturity	Jan 15, 2016	Mar 20, 2017	Jul 16, 2018	Oct 15, 2018	Sept 15, 2019	Sept 9, 2020
Start of period for redemption (60-90 days' prior notice)	Oct 5, 2013	---	---	Oct 5, 2013	Sept 15, 2015	---
Interest payment	Semi annual Jan15/Jul 15	Annual Mar 20	Semi annual Jan 16/Jul 16	Semi annual Apr 15/Oct 15	Semi annual Mar 15/Sept 15	Annual Sept 9
WKN	A1A1P0	A1VC6B	A1X24V	A1A1P2	A1G9JJ	A1X3B7
ISIN	DE000A1A1P09	XS 0972719412	XS 0953199634	DE000A1A1P25	DE000A1G9JJ0	XS 0969344083
Denomination	€1,000 with min. tradable amount €50,000	€1,000 with min. tradable amount €1,000	€1,000 with min. tradable amount €1,000	€1,000 with min. tradable amount €50,000	\$1,000 with min. tradable amount \$150,000	€1,000 with min. tradable amount €1,000



¹ Guaranteed by Continental AG and certain subsidiaries of Continental AG
² Security package released in connection with the refinancing of the Syndicated Facility, upstream guarantees package still in place
³ Unsolicited rating
⁴ Fitch as at Jul 15, Moody's as at Sept 19 and S&P as at Oct 1, 2013

Back-up

6) Back-up

Accounting Changes and Other Effects

	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 at 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"> › Provisions 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 to be 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

6) Back-up

Comparison of Key Terms in Debt Arrangements

Syndicated Facility ¹	USD bond issued 2012	EUR bonds issued 2013 ²
<ul style="list-style-type: none">› Dividend restriction suspended› Restrictions on acquisitions and JVs suspended› Reduced margin under Revolving Credit Facility and Term Loan	<ul style="list-style-type: none">› Restricted payments covenant suspended› Leverage covenant suspended› Interest cover ratio suspended	<ul style="list-style-type: none">› Restricted payments covenant fallen away› Interest cover ratio fallen away³

¹ Provided that two solicited investment grade ratings are applied

² Issued under Debt Issuance Programme (DIP)

³ Bonds issued under the DIP contain no financial covenants other than in the case of a business combination with Schaeffler since Sept 19, 2013

6) 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	9M/13
Market data											
EU production	15%	11%	10%	7%	-3%	-4%	-5%	-5%	-9%	-4%	-3%
NAFTA production	16%	9%	8%	10%	18%	22%	19%	17%	1%	4%	5%
PC & LT production EU + NAFTA	15%	10%	9%	8%	5%	6%	4%	4%	-5%	0%	0%
Worldwide production	10%	8%	8%	6%	9%	8%	6%	6%	0%	2%	2%
Continental											
ESC	33%	27%	25%	22%	11%	12%	11%	11%	13%	14%	15%
ABS	-18%	-17%	-14%	-13%	9%	7%	0%	-4%	-24%	-24%	-21%
Boosters	14%	21%	27%	24%	16%	8%	4%	4%	-4%	-2%	0%
Calipers	28%	31%	30%	28%	15%	8%	6%	6%	2%	7%	7%
ADAS	81%	86%	71%	62%	52%	41%	52%	57%	51%	57%	57%
Engine ECUs	25%	23%	24%	21%	2%	-4%	-9%	-10%	-11%	-8%	-4%
Injectors	30%	26%	29%	26%	4%	-4%	-7%	-7%	-10%	-7%	-3%
Transmissions	33%	33%	32%	29%	29%	25%	19%	16%	4%	7%	10%
Turbocharger									296%	207%	179%
Market data tires											
PLT RT Europe	9%	6%	6%	4%	-10%	-11%	-10%	-8%	-10%	-4%	-1%
PLT RT NAFTA	6%	1%	-1%	-2%	-5%	-3%	-3%	-2%	-2%	0%	4%
CVT OE Europe	69%	49%	45%	36%	-3%	-5%	-7%	-4%	-3%	0%	0%
CVT OE NAFTA	33%	51%	54%	56%	31%	25%	14%	2%	-12%	-13%	-9%
CVT RT Europe	16%	14%	5%	-1%	-27%	-26%	-19%	-14%	5%	8%	9%
CVT RT NAFTA	25%	16%	11%	5%	-10%	-9%	-6%	-2%	-1%	-2%	-2%
Continental											
PLT tire	10%	6%	8%	7%	3%	0%	0%	0%	-6%	-1%	1%
CV tire	29%	18%	13%	12%	0%	2%	2%	2%	-4%	2%	5%
CT organic sales growth	25%	22%	20%	16%	4%	3%	2%	2%	-2%	0%	0%

6) Back-up

Corporation Highlights 9M 2013

› Sales	Increase of 1.2% to €24,923.9 mn (PY: €24,640.5 mn); organic sales up 2.8%
› EBITDA ⁴	Increase of 3.0% to €3,801.8 mn (PY: €3,690.9 mn)
› EBIT ⁴	Increase to €2,516.9 mn (PY: €2,420.2 mn) Adj. EBIT ¹ increase to €2,794.3 mn (11.3% adj. EBIT ¹ margin) PPA ² effect -€288.1 mn; total special effects +€8.0 mn
› NIAT ³	Increase to €1,576.0 mn (PY: €1,452.4 mn)
› EPS	EPS of €7.88 (PY: €7.26) EPS before PPA ² €8.92 (PY: €8.46 before PPA ²)
› Capex	Capex increased to €1,334.6 mn (PY: €1,267.3 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 9.6% to €1,474.4 mn (PY: €1,345.6 mn); R&D ratio 5.9% of sales (PY: 5.5%)
› Cash flow	Operating cash flow up by €137.3 mn to €1,618.9 mn; free cash flow €414.2 mn
› Net debt	Net indebtedness up by 5.1% to €5,589.7 mn vs. YE 2012 due to higher dividend; Liquidity and undrawn credit lines amounted to €5,998.6 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

6) Back-up

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

(mn €) ¹	2008	2009	2010	2011	2012 LTM	Q3 13
Cash Flow Statement						
Adjusted EBITDA²	3,001	2,354	3,662	4,247	4,822	5,015
Reported EBITDA	2,771	1,591	3,588	4,228	4,969	5,080
Net cash interest paid	-519	-727	-703	-662	-575	-500
Tax paid	-282	-205	-493	-466	-684	-777
Change in net working capital ³	275	595	-497	-556	564	294
Other ⁴	-360	1,173	-46	-256	-490	-175
Cash flow arising from operating activities	1,885	2,427	1,849	2,289	3,785	3,922
Cash flow arising from investing activities	-1,256	-787	-1,282	-1,798	-2,132	-2,023
- thereof capex in PPE and intangibles	-1,621	-911	-1,324	-1,813	-2,081	-2,127
Cash flow before financing activities	629	1,640	567	491	1,653	1,898
Balance Sheet						
Cash and cash equivalents	1,569	1,713	1,471	1,541	2,397	2,207
Derivative instruments and interest-bearing investments	64	104	202	249	536	361
Total indebtedness	12,117	10,713	8,991	8,562	8,253	8,157
Net Indebtedness	10,484	8,896	7,317	6,772	5,320	5,590
Credit Ratios						
Net indebtedness / adj. EBITDA²	3.5x	3.8x	2.0x	1.6x	1.1x	1.1x
Net cash interest paid coverage (Ratio)⁵	5.8x	3.2x	5.2x	6.4x	8.4x	10.0x

FCF 2012 and LTM FCF benefitted from about €500 mn unsustainable NWC relief

¹ Amounts shown may contain rounding differences

² Adjusted EBITDA starting in 2009 as defined in syndicated loan, 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

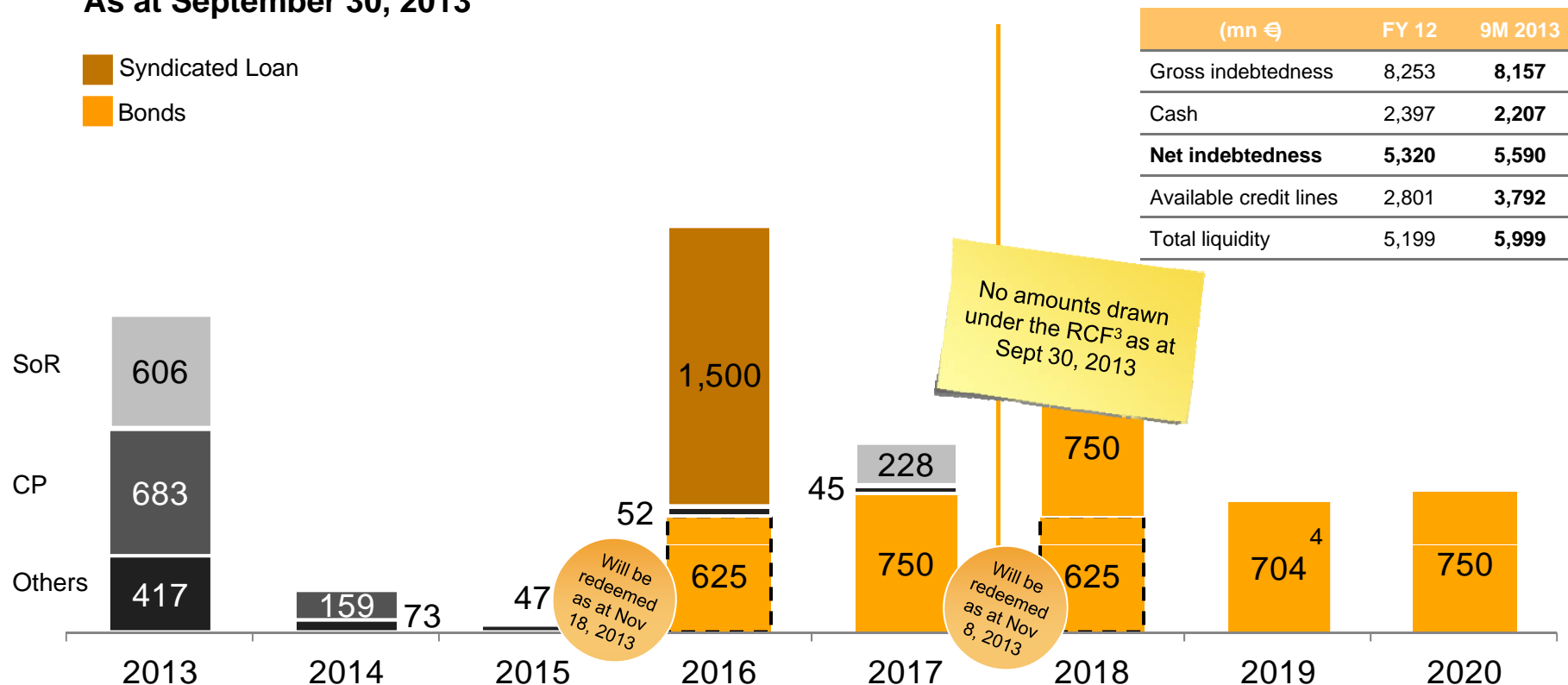
⁶ For 2012 & 2013 only

6) Back-up

Pro forma¹ Maturities² for Syndicated Loan and Bonds (mn €)

As at September 30, 2013

■ Syndicated Loan
■ Bonds



¹ Assumptions: original maturities are displayed for called bonds

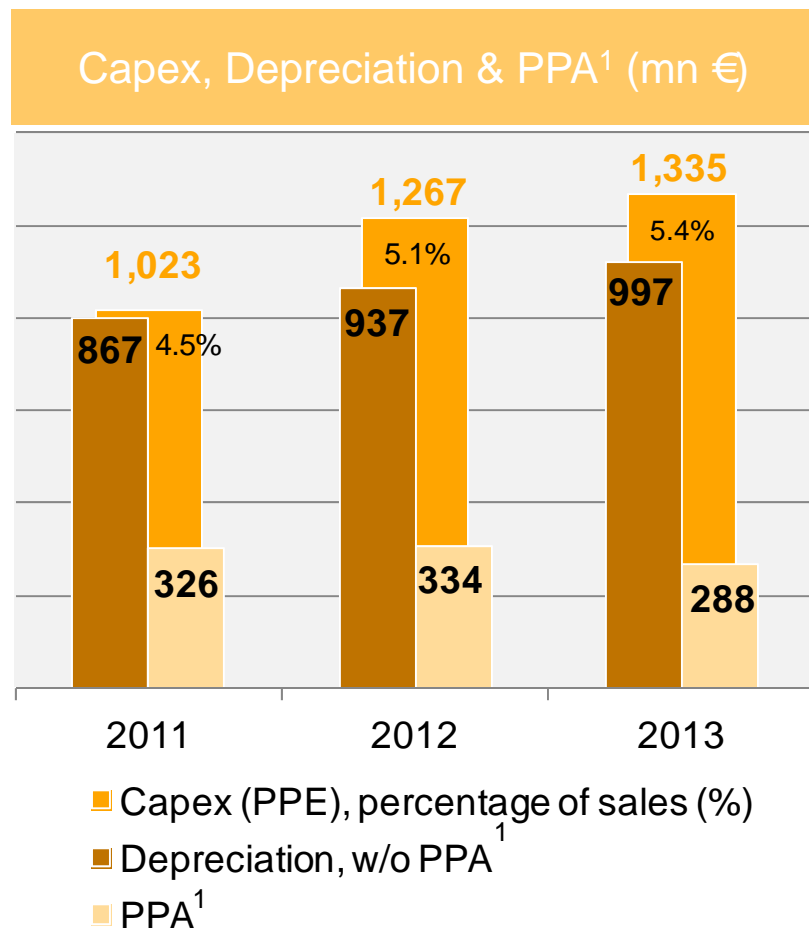
² Note that maturities later than 2017 are bond maturities only; all bond and syndicated loan amounts shown are nominal values; maturities do not add up to gross indebtedness amounting to €8,157.3 mn as at Sept 30, 2013

³ No amounts drawn under the revolving credit facility (RCF) as at Sept 30, 2013. RCF has a total volume of €3,000 mn

⁴ Nominal amount \$950 mn (exchange rate as at Sept 30, 2013: 1.3497)

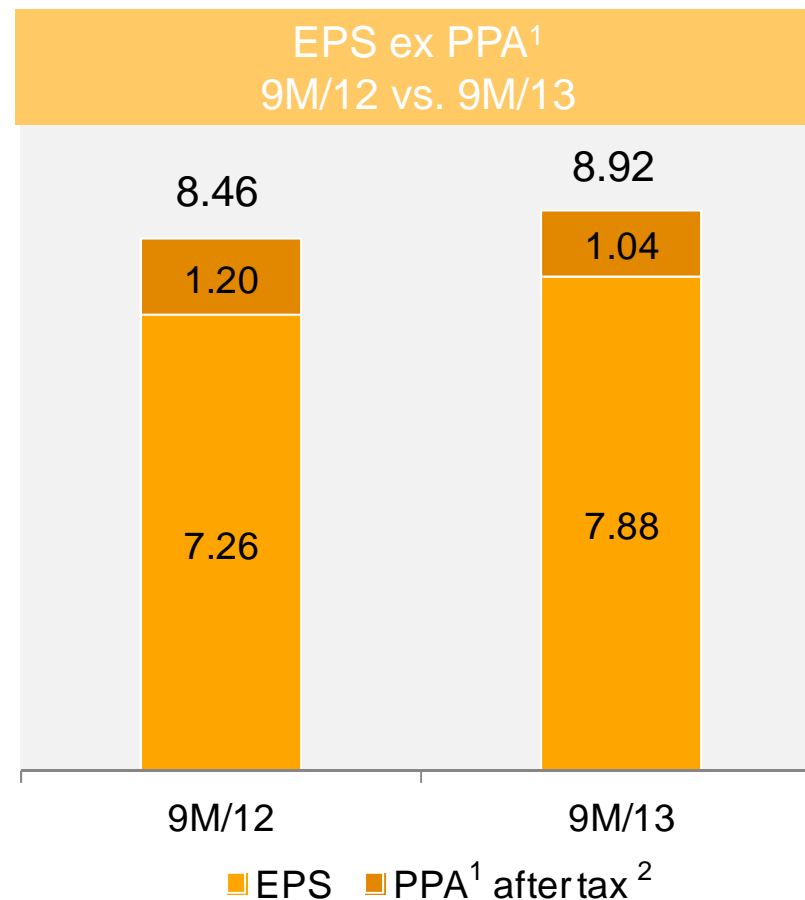
6) Back-up

Capex and Depreciation 9M 2013 & EPS Breakdown



¹ Amortization of intangibles from PPA

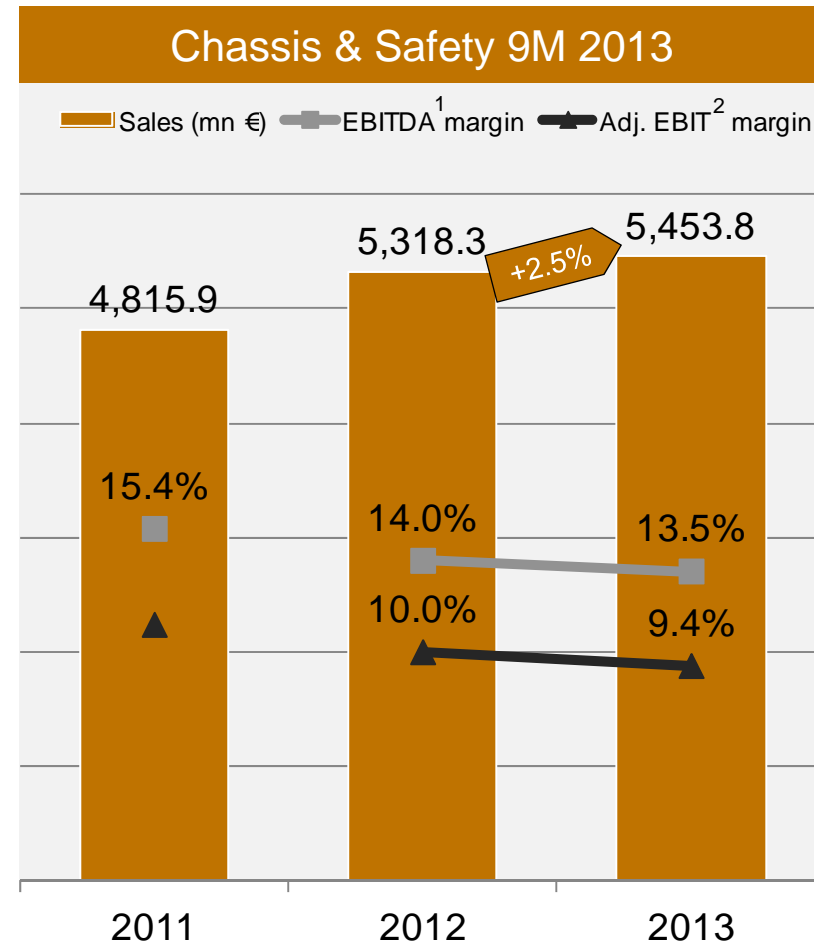
² Assuming corporate tax rate of 28%



6) Back-up

Automotive Group Financials – Chassis & Safety

- › Sales increased by 5.7% before consolidation and FX effects
- › EBITDA¹ decreased by €6.5 mn to €737.9 mn (-0.9%)
- › Adj. EBIT² decreased by €19.0 mn to €511.5 mn (adj. EBIT² margin 9.4%)
- › EBIT¹ decreased by €20.0 mn to €473.1 mn (EBIT¹ margin 8.7%)
- › PPA effect in 9M 2013: -€39.5 mn
- › Special effects in 9M 2013: €0.3 mn



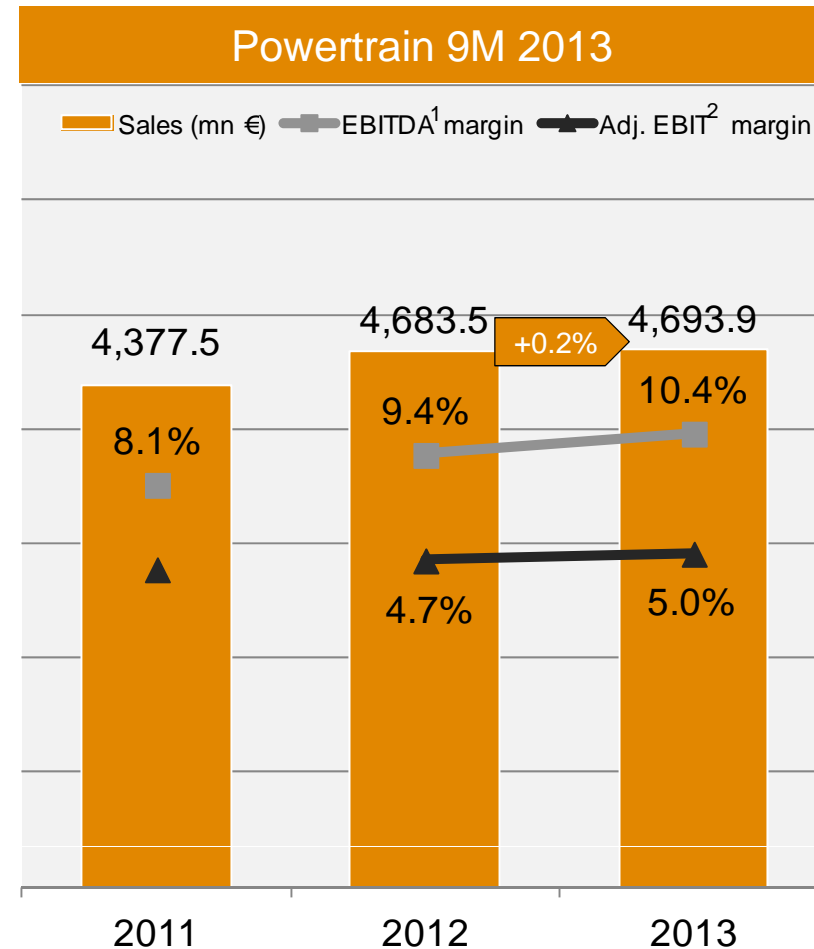
¹ IAS 19 (rev. 2011) applied for 2012 & 2013

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

6) Back-up

Automotive Group Financials – Powertrain

- › Sales increased by 1.1% before consolidation and FX effects
- › EBITDA¹ increased by €45.9 mn to €488.1 mn (+10.4%)
- › Adj. EBIT² increased by €14.3 mn to €234.5 mn (adj. EBIT² margin 5.0%)
- › EBIT¹ increased by €71.6 mn to €159.9 mn (EBIT¹ margin 3.4%)
- › PPA effect in 9M 2013: -€98.5 mn
- › Special effects in 9M 2013: €21.3 mn



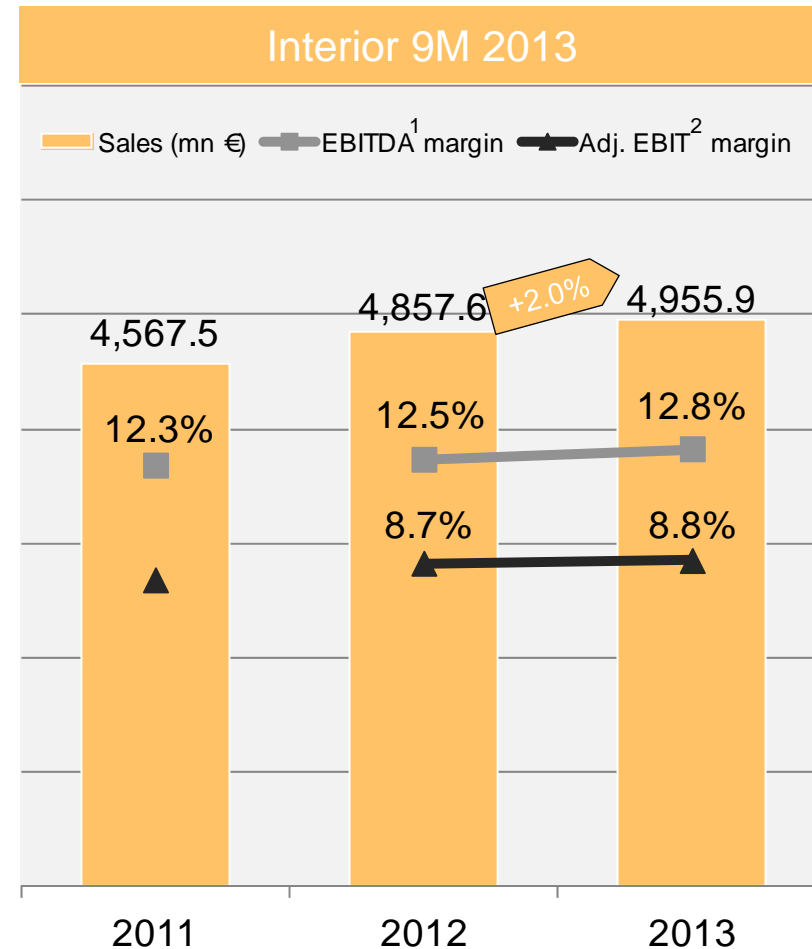
¹ IAS 19 (rev. 2011) applied for 2012 & 2013

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

6) Back-up

Automotive Group Financials – Interior

- › Sales increased by 4.6% before consolidation and FX effects
- › EBITDA¹ increased by €31.1 mn to €636.7 mn (+5.1%)
- › Adj. EBIT² increased by €16.2 mn to €435.8 mn (adj. EBIT² margin 8.8%)
- › EBIT¹ increased by €36.2 mn to €312.6 mn (EBIT¹ margin 6.3%)
- › PPA effect in 9M 2013: -€142.6 mn
- › Special effects in 9M 2013: €21.6 mn



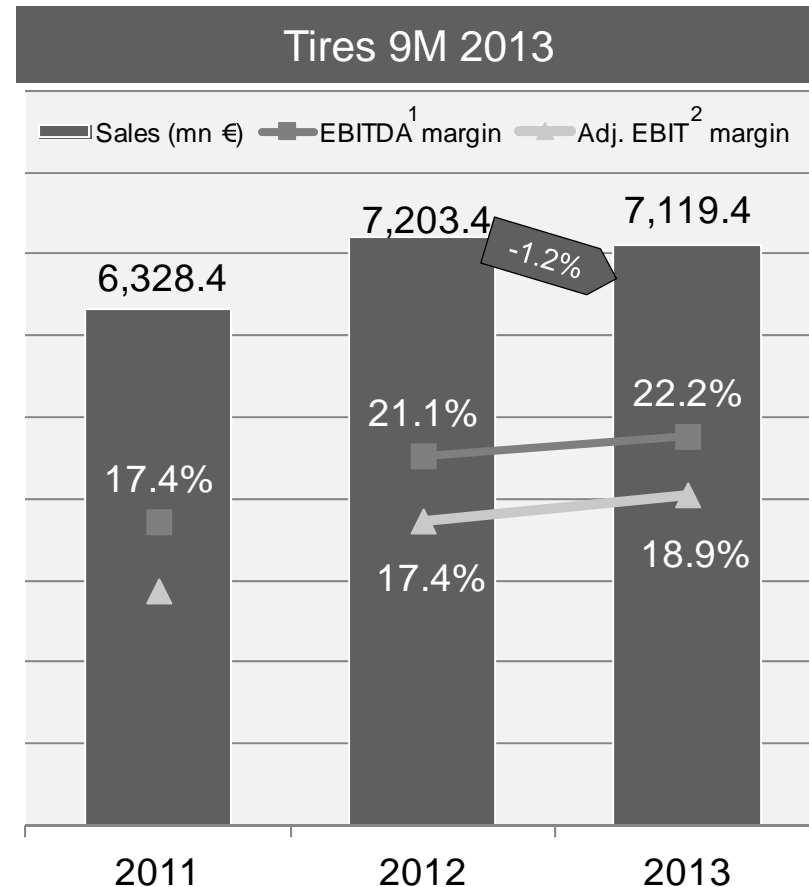
¹ IAS 19 (rev. 2011) applied for 2012 & 2013

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

6) Back-up

Rubber Group Financials – Tires

- › Sales increased by 1.2% before consolidation and FX effects
- › EBITDA¹ increased by €61.7 mn to €1,583.3 mn (+4.1%)
- › Adj. EBIT² increased by €88.0 mn to €1,342.1 mn (adj. EBIT² margin 18.9%)
- › EBIT¹ increased by €40.3 mn to €1,300.1 mn (EBIT¹ margin 18.3%)
- › Special effects in 9M 2013: -€37.3 mn



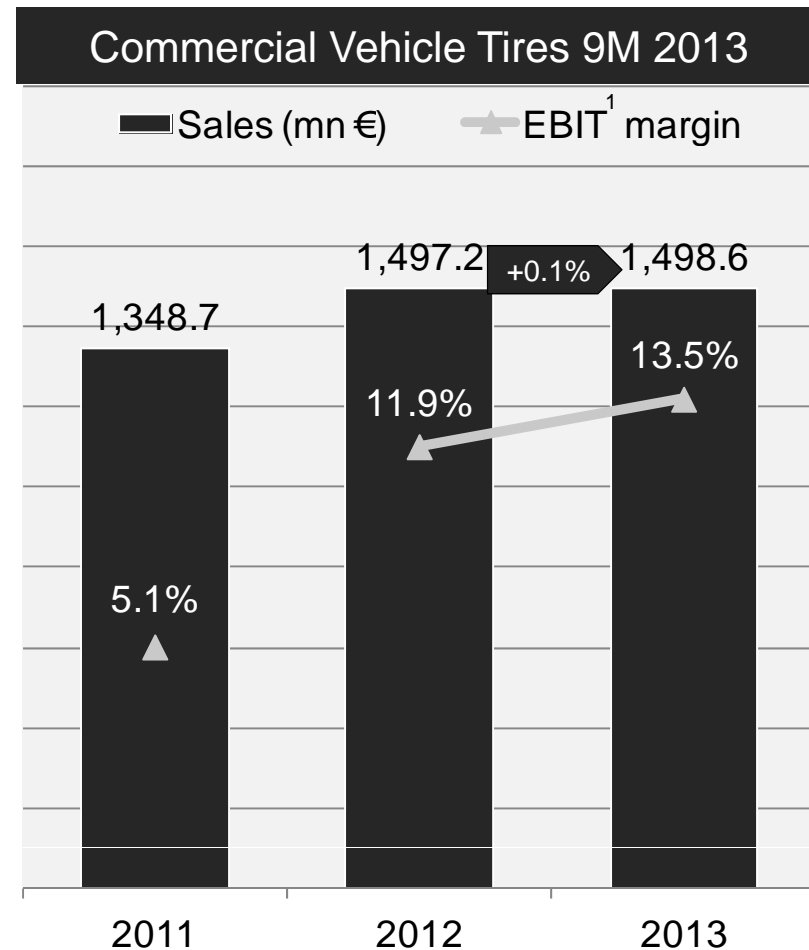
¹ IAS 19 (rev. 2011) applied for 2012 & 2013

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

6) Back-up

Tires – Commercial Vehicle Tires

- › Sales increased by 0.1%
- › EBIT¹ increased by €23.9 mn to €201.7 mn (EBIT¹ margin 13.5%)

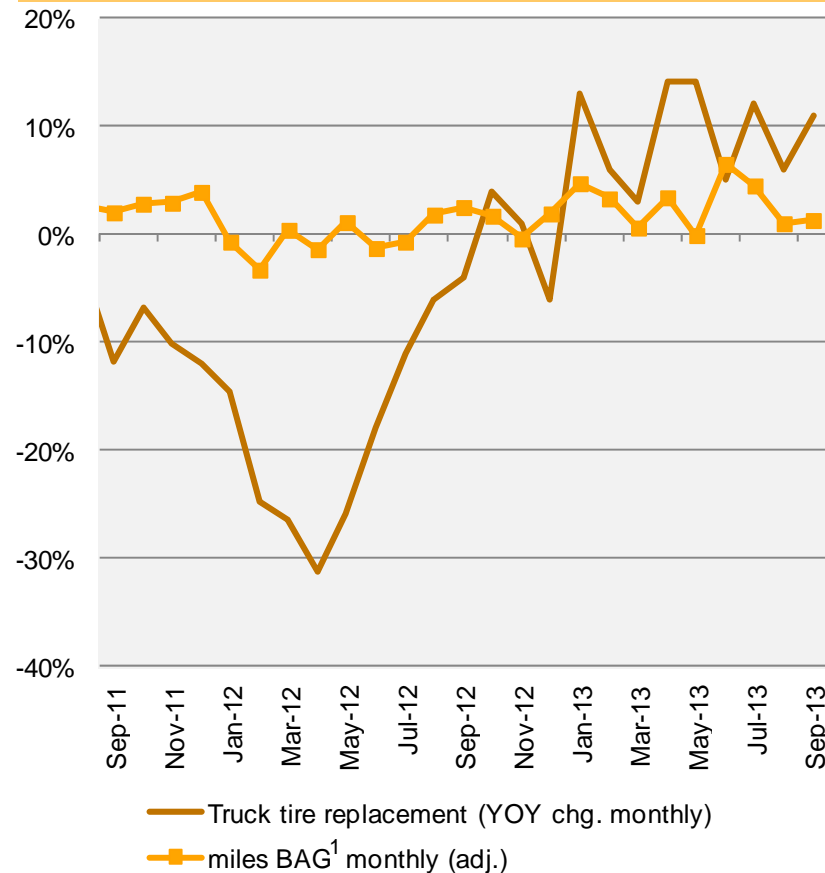


¹ IAS 19 (rev. 2011) applied for 2012 & 2013

6) Back-up

Tires – Commercial Vehicle Tire Demand

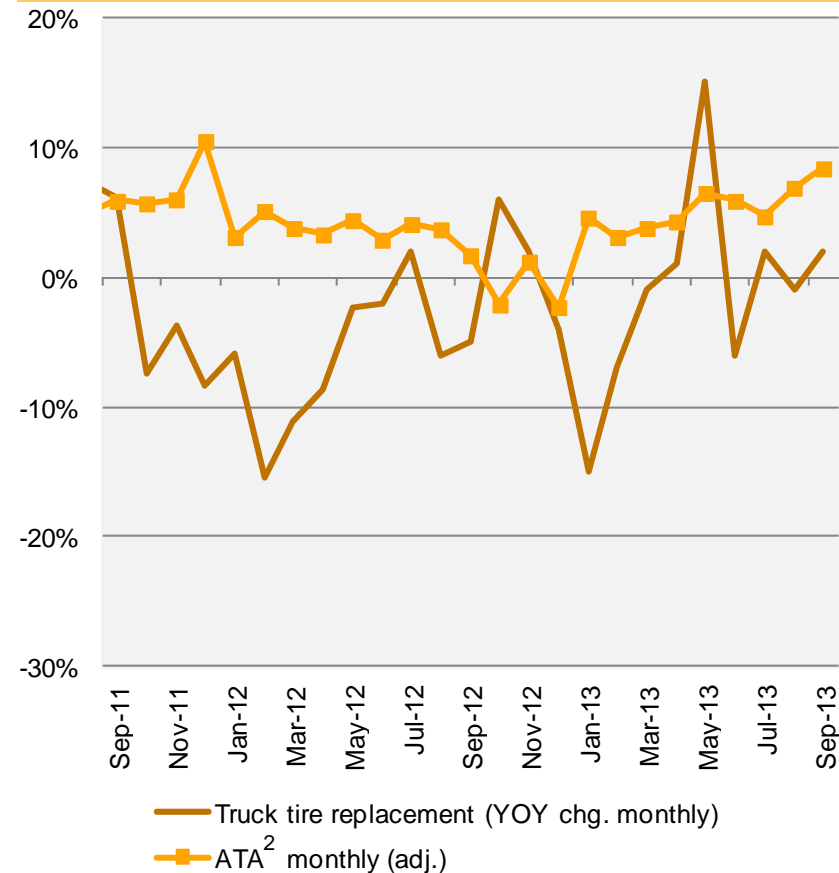
Replacement Tire Demand Development
for Truck Tires Europe



¹ BAG = Bundesamt für Güterverkehr

² ATA = American Trucking Association

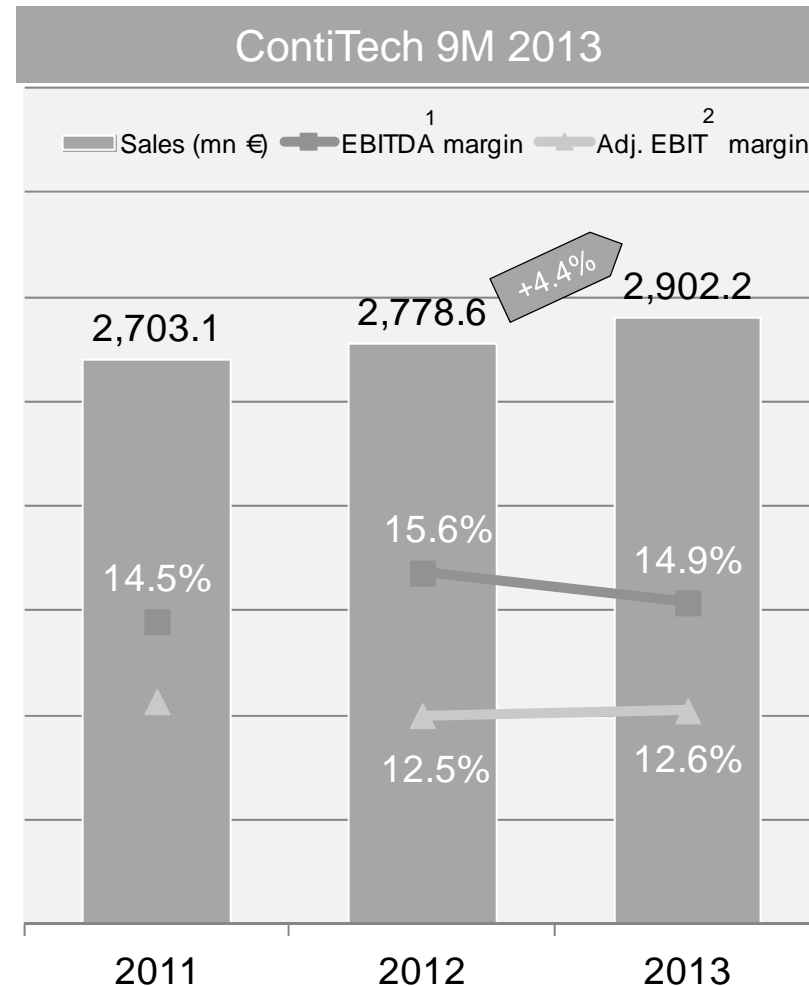
Replacement Tire Demand Development
for Truck Tires NAFTA



6) Back-up

Rubber Group Financials – ContiTech

- › Sales increased by 0.6% before consolidation and FX effects
- › EBITDA¹ increased by €0.6 mn to €433.1 mn (+0.1%)
- › Adj. EBIT² increased by €2.3 mn to €350.3 mn (adj. EBIT² margin 12.6%)
- › EBIT¹ decreased by €9.6 mn to €348.7 mn (EBIT¹ margin 12.0%)
- › Special effects in 9M 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

Fact Sheets 2011 – 9M 2013

6) 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	1,860.8	1,800.1		
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	1,606.5	1,561.3		
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	1,723.3	1,612.5		
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	2,419.0	2,478.2		
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	998.7	961.9		
Other / Consolidation	-67.2	-64.5	-68.1	-59.6	-259.4	-69.8	-64.4	-66.7	-61.2	-262.1	-69.6	-67.3	-64.4		
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	8,541.0	8,349.6		

Changes Y-o-Y in %	2012					2013				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	12.0	11.2	8.1	2.3	8.3	-1.1	4.5	4.4		
Powertrain	16.4	7.5	-2.1	-0.9	5.0	-6.2	2.2	5.2		
Interior	8.6	6.6	3.8	2.2	5.3	-2.5	6.7	1.9		
Tires	19.5	11.9	10.7	3.0	10.9	-6.1	2.9	-0.3		
ContiTech	4.2	1.7	2.6	6.0	3.6	2.0	7.2	4.1		
Continental Corporation	13.3	8.7	5.4	2.3	7.3	-3.4	4.3	2.6		

6) 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	250.3	245.8		
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	160.7		
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	214.5		
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	590.9		
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	139.7		
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	-29.1		
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	1,322.5		

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	13.7		
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	10.3		
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	13.3		
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	23.8		
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	14.5		
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	15.8		

Changes Y-o-Y in %	2012					2013				
	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	3.6		
Powertrain	36.2	63.3	-10.8	28.0	25.6	-3.2	10.1	28.6		
Interior	14.4	8.1	2.5	24.5	12.5	1.4	3.7	10.6		
Tires	31.4	42.6	41.3	12.9	31.4	-2.0	0.5	13.1		
ContiTech	-0.4	7.2	27.0	3.2	8.5	-3.1	6.4	-3.1		
Continental Corporation	17.1	23.4	15.5	14.3	17.5	-2.9	1.6	10.4		

6) Fact Sheets

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

Adjusted EBIT ¹ (mn €)	2012					2013				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	180.1	186.3	164.1			168.0	175.5	168.0		
Powertrain	89.7	80.5	50.0			58.6	92.5	83.4		
Interior	142.7	148.1	128.8			124.4	162.4	149.0		
Tires	379.3	441.6	433.2			366.8	440.0	535.3		
ContiTech	116.8	124.6	106.6			109.4	130.0	110.9		
Other / Consolidation	-19.9	-14.7	-28.5			-31.0	-19.7	-29.2		
Continental Corporation	888.7	966.4	854.2			796.2	980.7	1,017.4		

Adjusted EBIT ¹ margin in %	2012					2013				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	9.9	10.5	9.5			9.4	9.4	9.3		
Powertrain	5.5	5.1	3.4			3.8	5.8	5.3		
Interior	8.6	9.2	8.3			7.7	9.4	9.2		
Tires	16.0	18.8	17.4			16.5	18.2	21.6		
ContiTech	12.7	13.4	11.5			12.2	13.6	12.1		
Continental Corporation	10.7	11.8	10.5			10.0	11.5	12.2		

Changes Y-o-Y in %	2013				
	Q1	Q2	Q3	Q4	FY
C&S	-6.7	-5.8	2.4		
Powertrain	-34.7	14.9	66.8		
Interior	-12.8	9.7	15.7		
Tires	-3.3	-0.4	23.6		
ContiTech	-6.3	4.3	4.0		
Continental Corporation	-10.4	1.5	19.1		

¹ Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects

6) Fact Sheets

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

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	155.1		
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	49.5		
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	104.4		
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	494.6		
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	111.8		
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	-29.1		
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	886.3		

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	8.6		
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	3.2		
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	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	20.0		
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	11.6		
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	10.6		

Changes Y-o-Y in %	2012					2013				
	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	1.2		
Powertrain	252.3	332.7	-81.4	-951.1	54.3	13.8	57.6	800.0		
Interior	29.2	8.7	-4.3	70.5	24.8	3.1	9.8	28.7		
Tires	39.4	52.7	50.7	18.6	39.4	-5.0	-0.6	14.3		
ContiTech	-0.9	8.3	33.1	-1.5	8.8	-7.0	4.5	-6.0		
Continental Corporation	24.2	33.9	20.6	12.8	22.7	-5.1	2.0	15.6		

6) Fact Sheets

Consolidated Statement of Income – IAS 19 (rev. 2011) applied for 2012 & 2013

(mn €)	1-9 2011	1-9 2012	1-9 2013	Q3 2011	Q3 2012	Q3 2013
Sales	22,592.6	24,640.5	24,923.9	7,714.4	8,134.3	8,349.6
Cost of sales	-17,873.7	-19,268.1	-19,083.9	-6,150.1	-6,336.8	-6,307.8
Gross margin on sales	4,718.9	5,372.4	5,840.0	1,564.3	1,797.5	2,041.8
Research and development expenses	-1,225.7	-1,345.6	-1,474.4	-401.8	-445.1	-487.4
Selling and logistics expenses	-1,047.1	-1,166.7	-1,219.9	-352.6	-398.2	-401.2
Administrative expenses	-475.2	-492.2	-524.4	-156.9	-170.2	-172.3
Other income and expenses	-114.2	0.6	-128.1	-36.1	-31.5	-103.4
Income from at-equity accounted investees	60.3	47.2	23.8	17.7	17.3	9.0
Other income from investments	-0.3	4.5	-0.1	1.1	-3.0	-0.2
Earnings before interest and taxes	1,916.7	2,420.2	2,516.9	635.7	766.8	886.3
Interest income	20.6	18.8	19.3	7.7	5.4	5.3
Interest expense ¹	-581.6	-400.7	-649.8	-249.9	-166.2	-275.4
Net interest expense	-561.0	-381.9	-630.5	-242.2	-160.8	-270.1
Earnings before taxes	1,355.7	2,038.2	1,886.4	393.5	606.0	616.2
Income tax expense	-409.5	-536.0	-237.8	-165.1	-139.3	-154.0
Net income	946.2	1,502.2	1,648.6	228.4	466.7	462.2
Non-controlling interests	-52.5	-49.8	-72.6	-17.7	-17.5	-28.1
Net income attributable to the shareholders of the parent	893.7	1,452.4	1,576.0	210.7	449.2	434.1
Basic earnings per share (€)	4.47	7.26	7.88	1.05	2.25	2.17
Diluted earnings per share (€)	4.47	7.26	7.88	1.05	2.25	2.17

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.

6) Fact Sheets

Consolidated Statement of Financial Position – Assets

(mn €)	Sep 30, 2013	Dec 31, 2012	Sep 30, 2012
Goodwill	5,607.0	5,622.2	5,688.7
Other intangible assets	634.2	945.1	1,056.2
Property, plant and equipment	7,585.1	7,391.0	6,995.1
Investment property	19.0	19.8	20.0
Investments in at-equity accounted investees	456.8	376.5	488.1
Other investments	6.9	6.9	6.6
Deferred tax assets	951.2	850.4	709.0
Defined benefit assets	2.4	2.0	18.3
Long-term derivative instruments and interest-bearing investments	234.5	433.9	394.5
Other long-term financial assets	20.9	23.8	27.4
Other long-term assets	17.3	14.1	21.6
Non-current assets	15,535.3	15,685.7	15,425.5
Inventories	3,119.9	2,998.7	3,323.5
Trade accounts receivable	6,115.2	4,993.3	6,139.3
Other short-term financial assets	343.3	321.8	346.7
Other short-term assets	667.0	661.4	754.9
Income tax receivables	56.8	77.9	78.4
Short-term derivative instruments and interest-bearing investments	126.1	102.3	79.5
Cash and cash equivalents	2,207.0	2,397.2	1,507.5
Assets held for sale	34.2	211.8	86.8
Current assets	12,669.5	11,764.4	12,316.6
Total assets	28,204.8	27,450.1	27,742.1

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

6) Fact Sheets

Consolidated Statement of Financial Position – Total Equity and Liabilities

(mn €)	Sep 30, 2013	Dec 31, 2012	Sep 30, 2012
Subscribed capital	512.0	512.0	512.0
Capital reserves	4,155.6	4,155.6	4,155.6
Retained earnings	5,188.2	4,062.2	3,609.4
Other comprehensive income	-1,100.6	-950.8	-826.2
Equity attributable to the shareholders of the parent	8,755.2	7,779.0	7,450.8
Non-controlling interests	318.5	377.4	357.0
Total equity	9,073.7	8,156.4	7,807.8
Provisions for pension liabilities and similar obligations	2,466.3	2,583.1	2,449.1
Deferred tax liabilities	144.0	269.2	307.2
Long-term provisions for other risks and obligations	284.5	308.5	317.1
Long-term portion of indebtedness	4,980.0	4,181.0	6,270.2
Other long-term financial liabilities	15.9	13.1	19.3
Other long-term liabilities	54.8	52.7	63.3
Non-current liabilities	7,945.5	7,407.6	9,426.2
Trade accounts payable	4,341.8	4,344.6	4,155.3
Income tax payables	620.4	713.3	703.2
Short-term provisions for other risks and obligations	599.5	597.0	716.9
Indebtedness	3,177.3	4,072.3	2,513.5
Other short-term financial liabilities	1,468.9	1,406.9	1,450.8
Other short-term liabilities	977.7	751.2	967.9
Liabilities held for sale	—	0.8	0.5
Current liabilities	11,185.6	11,886.1	10,508.1
Total equity and liabilities	28,204.8	27,450.1	27,742.1

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

6) Fact Sheets

Consolidated Statement of Cash Flows

(mn €)	Jan 1 to Sept 30		Third Quarter	
	2013	2012	2013	2012
Net income	1,648.6	1,502.2	462.2	466.7
Income tax expense	237.8	536.0	154.0	139.3
Net interest expense	630.5	381.9	270.1	160.8
EBIT	2,516.9	2,420.2	886.3	766.8
Interest paid	-458.4	-530.1	-219.0	-240.5
Interest received	21.1	18.7	5.3	5.5
Income tax paid	-571.0	-478.0	-150.8	-137.3
Dividends received	21.5	44.0	0.9	10.3
Depreciation, amortization and impairment	1,284.9	1,270.7	436.2	431.5
Income from at-equity accounted and other investments, incl. impairment	-23.7	-51.7	-8.8	-14.3
Gains from the disposal of assets, companies and business operations	-87.3	-4.3	-3.1	-2.1
Other non-cash items	-2.4	-7.4	—	-3.9
Changes in				
inventories	-195.2	-299.9	-0.6	-29.6
trade accounts receivable	-1,201.3	-744.5	-272.5	-337.8
trade accounts payable	77.7	-4.7	16.4	-68.9
pension and similar obligations	-9.8	-37.5	-0.6	-5.5
other assets and liabilities	245.9	-113.9	304.8	119.3
Cash flow arising from operating activities	1,618.9	1,481.6	994.5	493.5
Proceeds on the disposal of property, plant and equipment, and intangible assets	21.9	18.3	10.1	5.2
Capital expenditure on property, plant and equipment, and software	-1,334.2	-1,265.7	-467.5	-437.7
Capital expenditure on intangible assets from development projects and miscellaneous	-23.6	-45.6	-7.9	-8.8
Proceeds on the disposal of companies and business operations	247.4	0.0	-1.1	—
Acquisition of companies and business operations	-116.2	-20.3	-25.7	-10.3
Cash flow arising from investing activities	-1,204.7	-1,313.3	-492.1	-451.6
Cash flow before financing activities (free cash flow)	414.2	168.3	502.4	41.9
Change in indebtedness	-36.6	129.9	162.7	72.6
Step acquisitions	-48.5	-18.1	—	—
Dividends paid	-450.0	-300.0	—	—
Dividends paid and repayment of capital to non-controlling interests	-21.7	-36.4	-2.0	-4.8
Cash and cash equivalents arising from first consolidation of subsidiaries	0.4	4.8	—	—
Cash flow arising from financing activities	-556.4	-219.8	160.7	67.8
Change in cash and cash equivalents	-142.2	-51.5	663.1	109.7
Cash and cash equivalents at the beginning of the reporting period	2,397.2	1,541.2	1,578.9	1,401.7
Effect of exchange rate changes on cash and cash equivalents	-48.0	17.8	-35.1	-3.9
Cash and cash equivalents at the end of the reporting period	2,207.0	1,507.5	2,207.0	1,507.5

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

6) Fact Sheets

Q3 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
Sales	1,725.0	1,800.1	1,484.8	1,561.3	1,582.3	1,612.5	2,484.9	2,478.2	924.0	961.9	-66.7	-64.4	8,134.3	8,349.6
EBIT in % of sales	153.3 8.9%	155.1 8.6%	5.5 0.4%	49.5 3.2%	81.1 5.1%	104.4 6.5%	432.6 17.4%	494.6 20.0%	118.9 12.9%	111.8 11.6%	-24.6	-29.1	766.8 9.4%	886.3 10.6%
Amortization of intangible assets from PPA	13.3	13.1	44.7	32.0	52.5	46.6	1.4	1.1	0.6	1.6	0.0	-0.1	112.5	94.3
Total special effects	-2.5	0.0	-0.2	3.1	-1.9	-2.0	-0.8	38.9	-12.9	-0.5	-3.9	0.0	-22.2	39.5
Total consolidation effects	0.0	-0.2	0.0	-1.2	-2.9	0.0	0.0	0.7	0.0	-2.0	0.0	0.0	-2.9	-2.7
Total consolidation & special effects	-2.5	-0.2	-0.2	1.9	-4.8	-2.0	-0.8	39.6	-12.9	-2.5	-3.9	0.0	-25.1	36.8
Adjusted operating result (adj. EBIT) ¹ in % of adjusted sales	164.1 9.5%	168.0 9.3%	50.0 3.4%	83.4 5.3%	128.8 8.3%	149.0 9.2%	433.2 17.4%	535.3 21.6%	106.6 11.5%	110.9 12.1%	-28.5	-29.2	854.2 10.5%	1,017.4 12.2%

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.

6) Fact Sheets

9M 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
Sales	5,318.3	5,453.8	4,683.5	4,693.9	4,857.6	4,955.9	7,203.4	7,119.4	2,778.6	2,902.2	-200.9	-201.3	24,640.5	24,923.9
EBIT	493.1	473.1	88.3	159.9	276.4	312.6	1,259.8	1,300.1	358.3	348.7	-55.7	-77.5	2,420.2	2,516.9
in % of sales	9.3%	8.7%	1.9%	3.4%	5.7%	6.3%	17.5%	18.3%	12.9%	12.0%			9.8%	10.1%
Amortization of intangible assets from PPA	39.9	39.5	132.9	98.5	155.3	142.6	4.1	3.2	1.9	4.3	0.0	0.0	334.1	288.1
Total special effects	-2.5	-0.3	-1.0	-21.3	-6.8	-21.6	-9.8	37.3	-12.2	0.3	-7.4	-2.4	-39.7	-8.0
Total consolidation effects	0.0	-0.8	0.0	-2.6	-5.3	2.2	0.0	1.5	0.0	-3.0	0.0	0.0	-5.3	-2.7
Total consolidation & special effects	-2.5	-1.1	-1.0	-23.9	-12.1	-19.4	-9.8	38.8	-12.2	-2.7	-7.4	-2.4	-45.0	-10.7
Adjusted operating result (adj. EBIT) ¹	530.5	511.5	220.2	234.5	419.6	435.8	1,254.1	1,342.1	348.0	350.3	-63.1	-79.9	2,709.3	2,794.3
in % of adjusted sales	10.0%	9.4%	4.7%	5.0%	8.7%	8.8%	17.4%	18.9%	12.5%	12.6%			11.0%	11.3%

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.

6) Fact Sheets

Q3 & 9M 2013 Results Reported & Adjusted (mn €) – by Group

	Q3 2012/2013								YTD January - September 2012/2013							
	Automotive		Rubber		Cons./Corr.		Corporation		Automotive		Rubber		Cons./Corr.		Corporation	
	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013
Sales	4,764.3	4,945.0	3,378.1	3,415.0	-8.1	-10.4	8,134.3	8,349.6	14,771.8	15,015.7	9,889.9	9,939.0	-21.2	-30.8	24,640.5	24,923.9
EBIT	239.9	309.0	551.5	606.4	-24.6	-29.1	766.8	886.3	857.8	945.6	1,618.1	1,648.8	-55.7	-77.5	2,420.2	2,516.9
in % of sales	5.0%	6.2%	16.3%	17.8%			9.4%	10.6%	5.8%	6.3%	16.4%	16.6%			9.8%	10.1%
Amortization of intangible assets from PPA	110.5	91.7	2.0	2.6	0.0	0.0	112.5	94.3	328.1	280.6	6.0	7.5	0.0	0.0	334.1	288.1
Total special effects	-4.6	1.1	-13.7	38.4	-3.9	0.0	-22.2	39.5	-10.3	-43.2	-22.0	37.6	-7.4	-2.4	-39.7	-8.0
Total consolidation effects	-2.9	-1.4	0.0	-1.3	0.0	0.0	-2.9	-2.7	-5.3	-1.2	0.0	-1.5	0.0	0.0	-5.3	-2.7
Total consolidation & special effects	-7.5	-0.3	-13.7	37.1	-3.9	0.0	-25.1	36.8	-15.6	-44.4	-22.0	36.1	-7.4	-2.4	-45.0	-10.7
Adjusted operating result (adj. EBIT) ¹	342.9	400.4	539.8	646.1	-28.5	-29.1	854.2	1,017.4	1,170.3	1,181.8	1,602.1	1,692.4	-63.1	-79.9	2,709.3	2,794.3
in % of adjusted sales	7.2%	8.1%	16.0%	19.2%			10.5%	12.2%	7.9%	7.9%	16.2%	17.3%			11.0%	11.3%

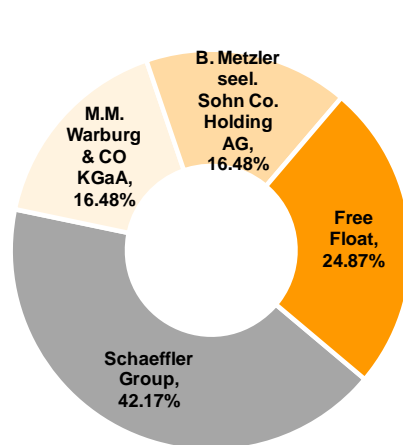
The prior year figures have been adjusted according to IAS 19 rev. 2011.

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

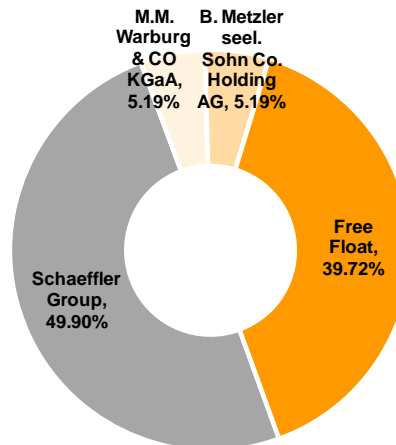
6) Fact Sheets

Shareholder Structure since Sept 17, 2013

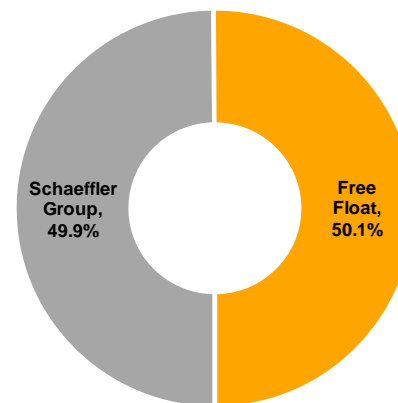
Shareholder Structure
as at Dec 31, 2010



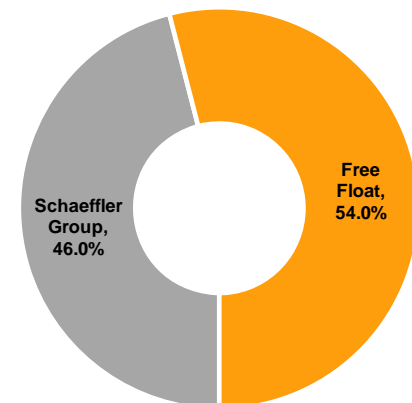
Shareholder Structure
as at Dec 31, 2011



Shareholder Structure
as at Dec 31, 2012



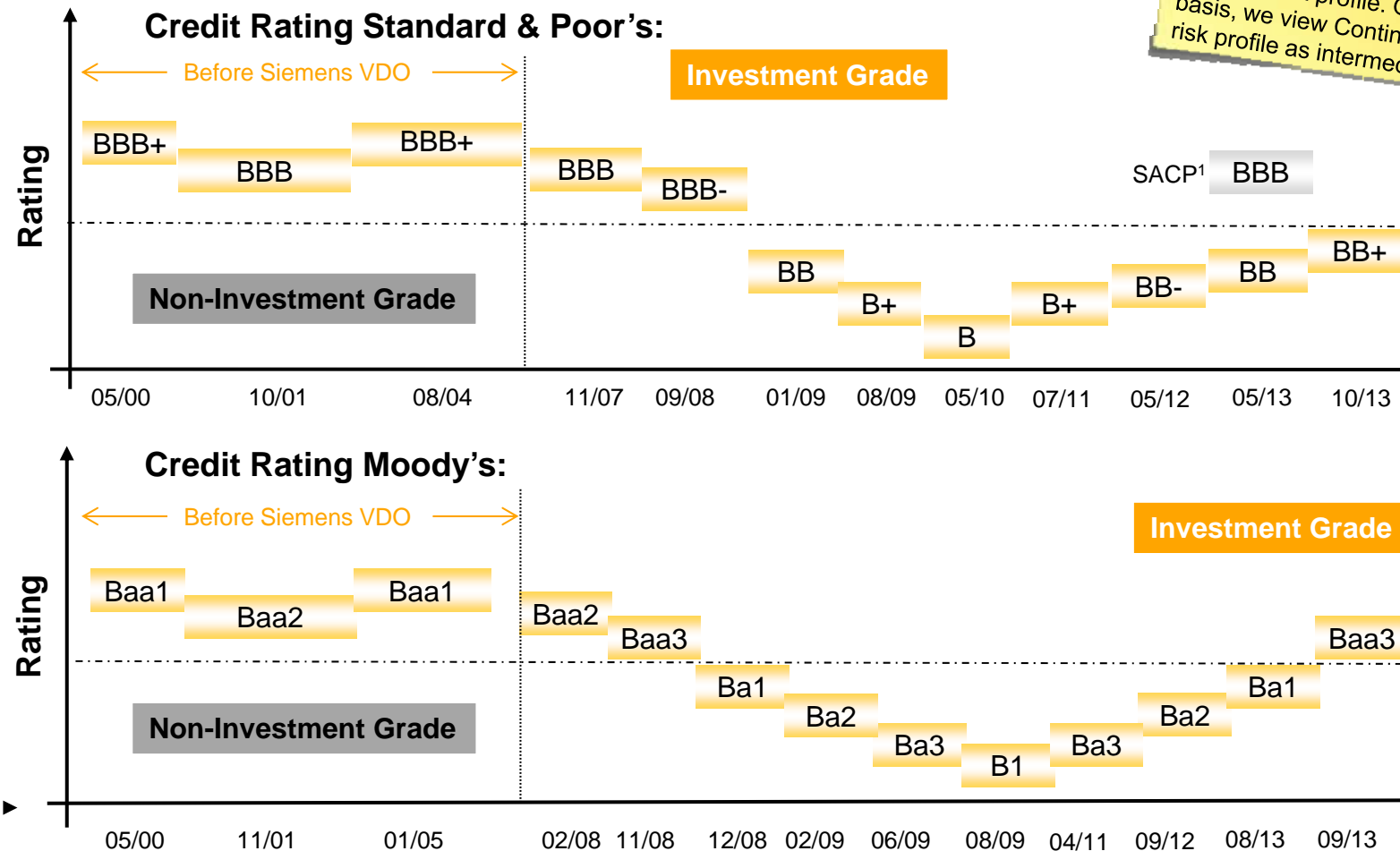
Shareholder Structure
since Sept 17, 2013



Source: Based on publicly available data

6) Fact Sheets

Rating of S&P and Moody's since 2000



S&P on 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 intermediate."¹

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 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
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/
Continental Share	http://www.continental-corporation.com/www/portal_com_en/themes/ir/share/
Continental Bonds and Rating	http://www.continental-corporation.com/www/portal_com_en/themes/ir/bonds/