



The Future in Motion

## Preliminary FY 2013 Results

Frankfurt – March 6, 2014

# AGENDA

<b>1</b>	<b>Corporation Highlights</b>	<b>3</b>
<b>2</b>	<b>Automotive Group</b>	<b>13</b>
<b>3</b>	<b>Rubber Group</b>	<b>18</b>
<b>4</b>	<b>Indebtedness and Cash Flow</b>	<b>26</b>
<b>5</b>	<b>Outlook</b>	<b>31</b>
<b>6</b>	<b>Back-up &amp; Fact Sheets 2011 - 2013</b>	<b>41</b>

# 1) Corporation Highlights

## Most Important KPIs FY 2013

- › **Sales up by 2% to €33.3 bn**; organic sales growth in Q4 2013 at 8%
- › **Adj. EBIT<sup>1</sup> up by 4% to €3.7 bn**; adj. EBIT<sup>1</sup> margin at 11.3% up 30 bps (PPA and special effects -€475 mn)
- › **NIAT<sup>2</sup> up by 1% to €1.9 bn**
- › **Free cash flow amounted to €1.8 bn**
- › **Net indebtedness at €4.3 bn; Gearing ratio at 46%<sup>3</sup>; Equity ratio at 35%<sup>3</sup>**
- › Sustained value creation: **trailing ROCE<sup>4</sup> up by 60 bps to 19.4%**
- › **Other topics:**
  - › **Investment grade rating at** S&P, Moody's and Fitch
  - › Dividend proposal: **€2.50<sup>5</sup> per share, payout ratio at 26%**
  - › **Agreement to acquire Veyance Technologies Inc. for €1.4 bn** announced on Feb. 10, 2014

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

<sup>2</sup> Attributable to the shareholders of the parent; IAS 19 (rev. 2011) applied

<sup>3</sup> Gearing ratio and equity ratio calculated by applying IAS 19 (rev. 2011)

<sup>4</sup> Reported EBIT (LTM) – applying IAS 19 (rev. 2011) – divided by average operating assets (LTM)

<sup>5</sup> Topic for approval of the ASM on Apr. 25, 2014

# 1) Corporation Highlights

## Divisional Highlights FY 2013

Preliminary

### Automotive Group

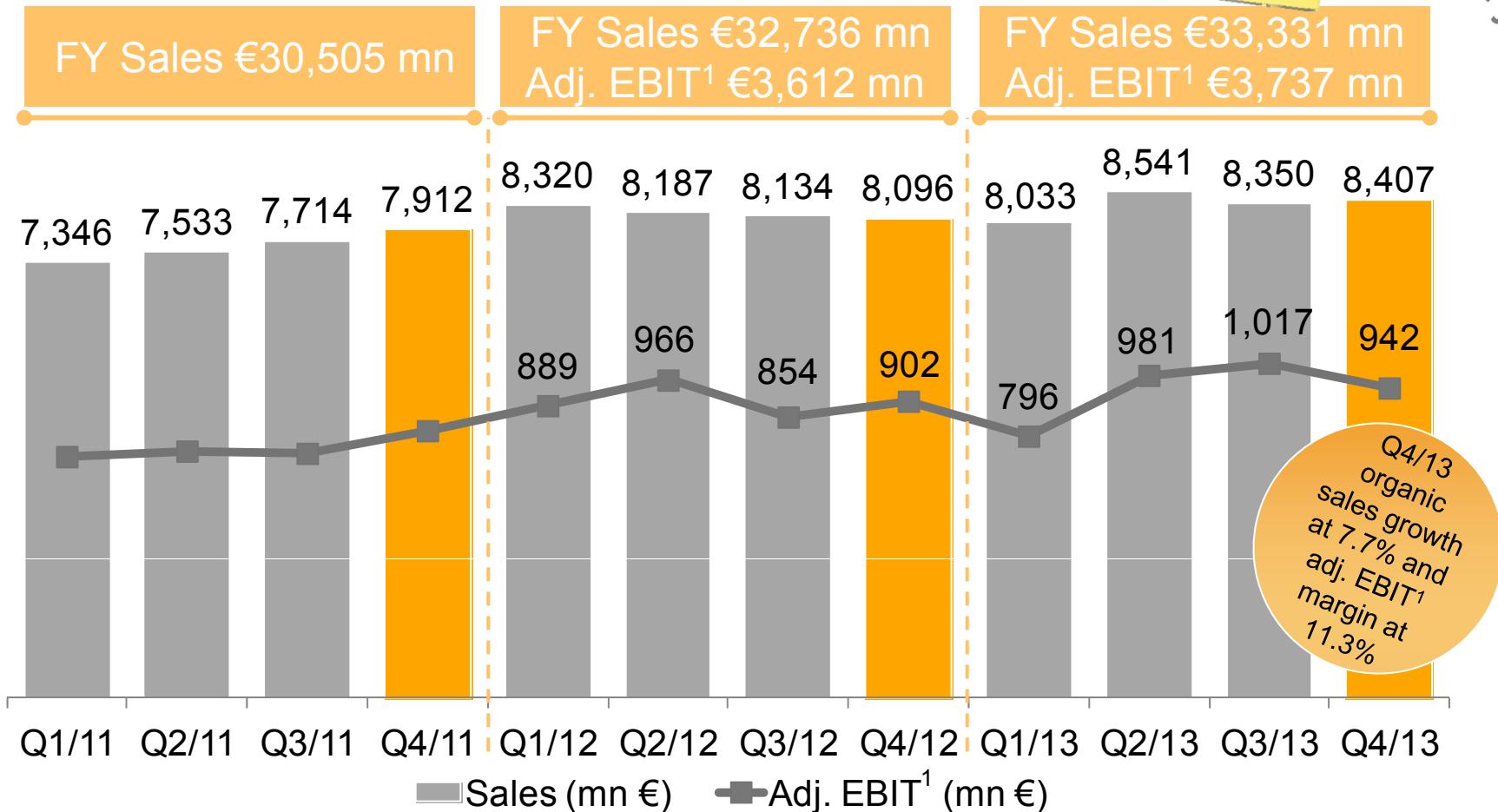
- › **Chassis & Safety** at 9.5% adj. EBIT<sup>1</sup> margin (PY: 10.2%); organic sales up by 7% (**Q4/13 +10%**) mainly due to strong growth in ADAS (+58% unit sales), electric stability control (ESC) and market share gains in HBS
- › **Powertrain** at 5.1% adj. EBIT<sup>1</sup> margin (PY: 4.8%); organic sales increased by 3% (**+11% in Q4/13**); Engine Systems sales still subdued as demand in southern Europe only starts to stabilize
- › **Interior** at 8.9% adj. EBIT<sup>1</sup> margin (PY 9.1%); organic sales increased by 6% (**Q4/13 +10%**); adj. EBIT<sup>1</sup> margin negatively impacted by €39 mn
- › **Automotive Group** organic sales increased by 5% in 2013 and by **10% in Q4/13**; adj. EBIT<sup>1</sup> margin declined by 20 bps to 8.0% negatively impacted by €39 mn; R&D expenses amounting to €1.6 bn (7.9% of sales)

### Rubber Group

- › **Tires** adj. EBIT<sup>1</sup> margin increased to 18.7% (PY 17.0%) benefitting from lower raw material cost (2013: ~€400 mn), strict cost management and solid price mix (was balanced in 2013); volumes up by 2% in 2013 (**7% in Q4/13 - PLT volumes up by 7% and TT volumes up by 7% in Q4/13**); FX effects weighed on sales (-3% in 2013 / **-6% in Q4/13**)  
PC & LT tire replacement demand further stabilized in Europe and totaled -1% in 2013 (Q4: +2%) and further recovered in NAFTA to an increase of 4% in 2013 (**Q4/13 +2%**)
- › **ContiTech** adj. EBIT<sup>1</sup> margin up by 20 bps to 12.4%; organic sales up by 2% (**Q4/13 +6%**)
- › **Rubber Group** organic sales increased by 2% in 2013 (**Q4/13 +4%**); adj. EBIT<sup>1</sup> margin increased to 17.1% (PY: 15.8%)

# 1) Corporation Highlights

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



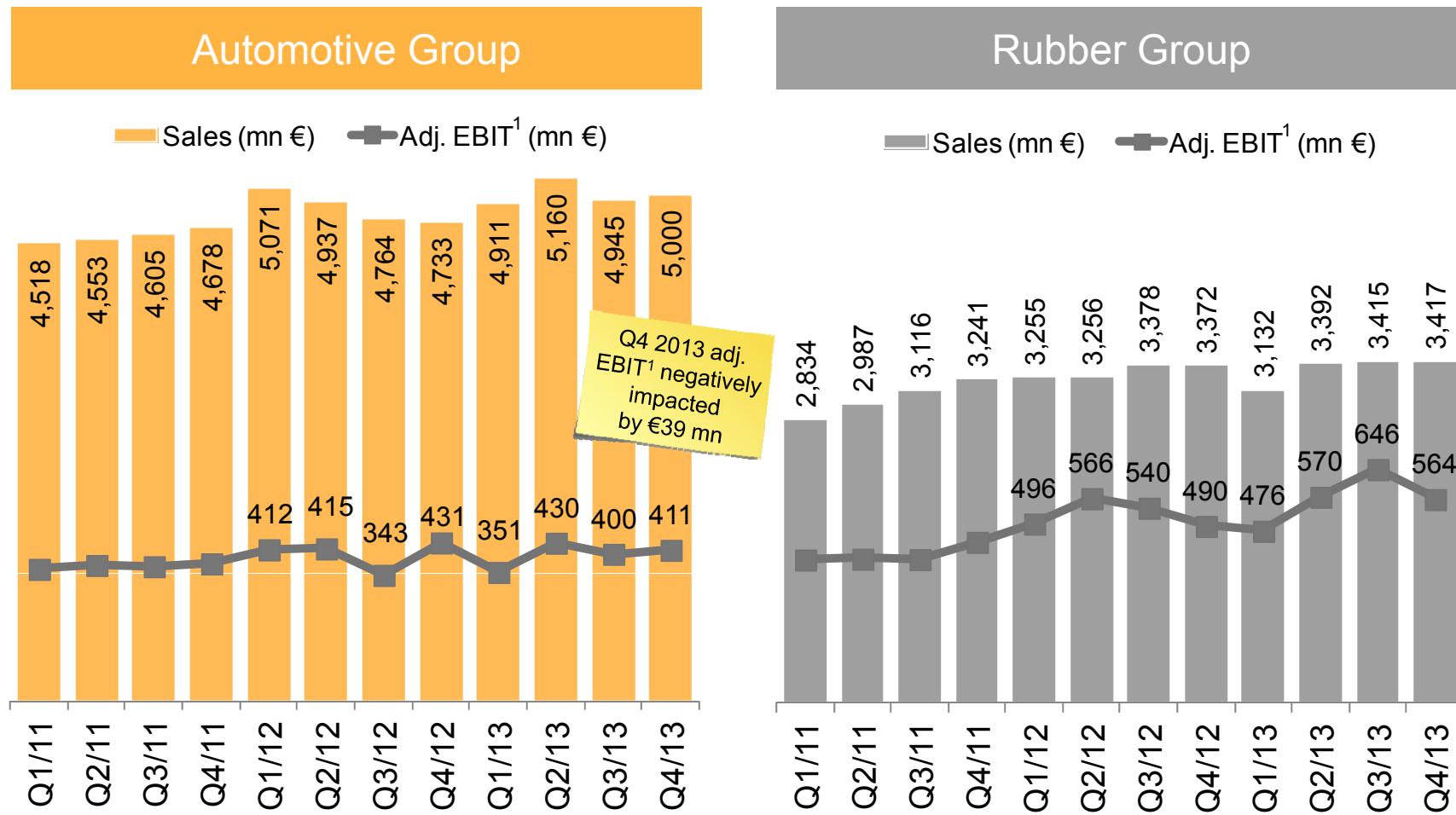
FX effects totaling  
>€800 mn  
impacted sales in  
FY 2013 negatively

Q4/13  
organic  
sales growth  
at 7.7% and  
adj. EBIT<sup>1</sup>  
margin at  
11.3%

# 1) Corporation Highlights

## Automotive Group and Rubber Group by Quarter

Preliminary

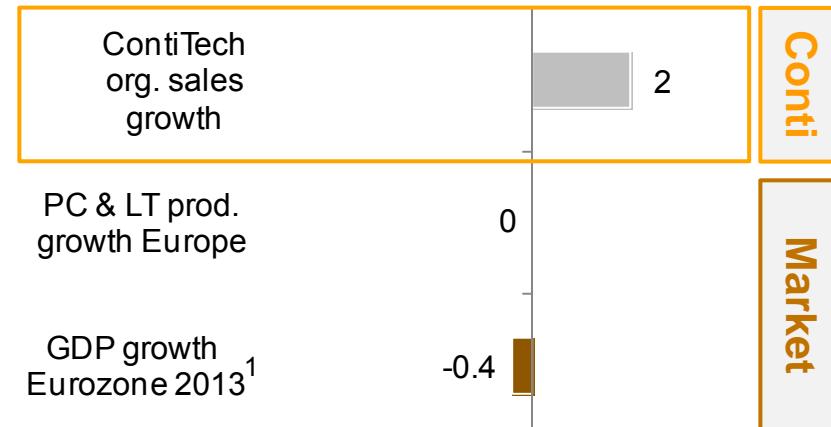
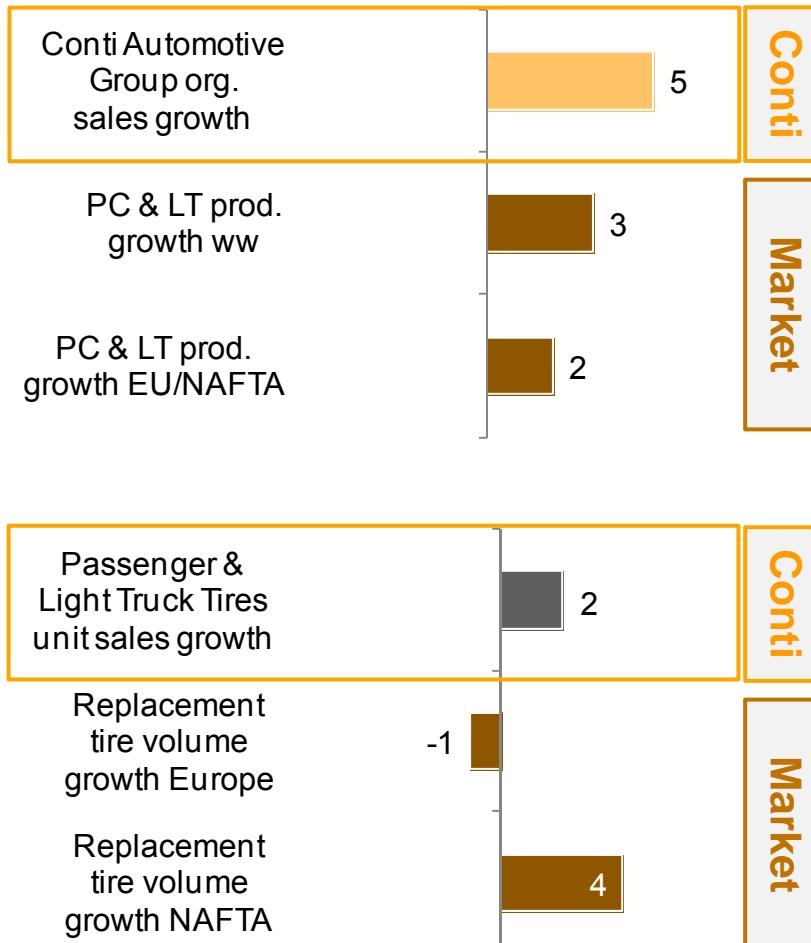


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects; applying IAS 19 (rev. 2011) for 2012 & 2013

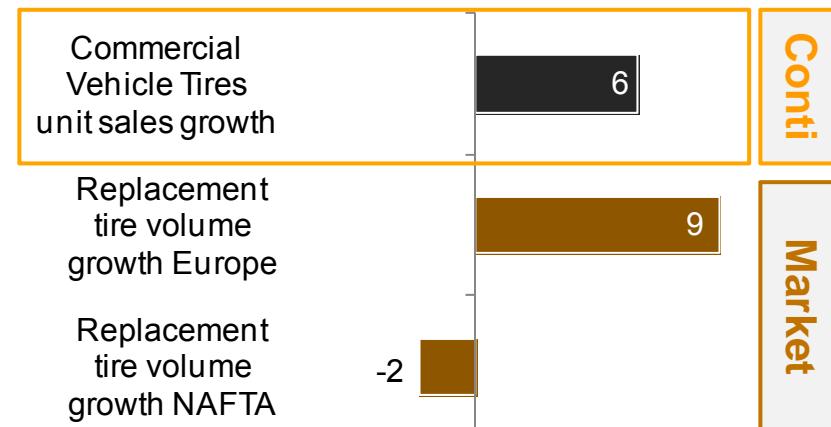
# 1) Corporation Highlights

## Growth Profile of the Corporation FY 2013 (in %)

Preliminary



<sup>1</sup> According to IMF (WEO Update January 2014)



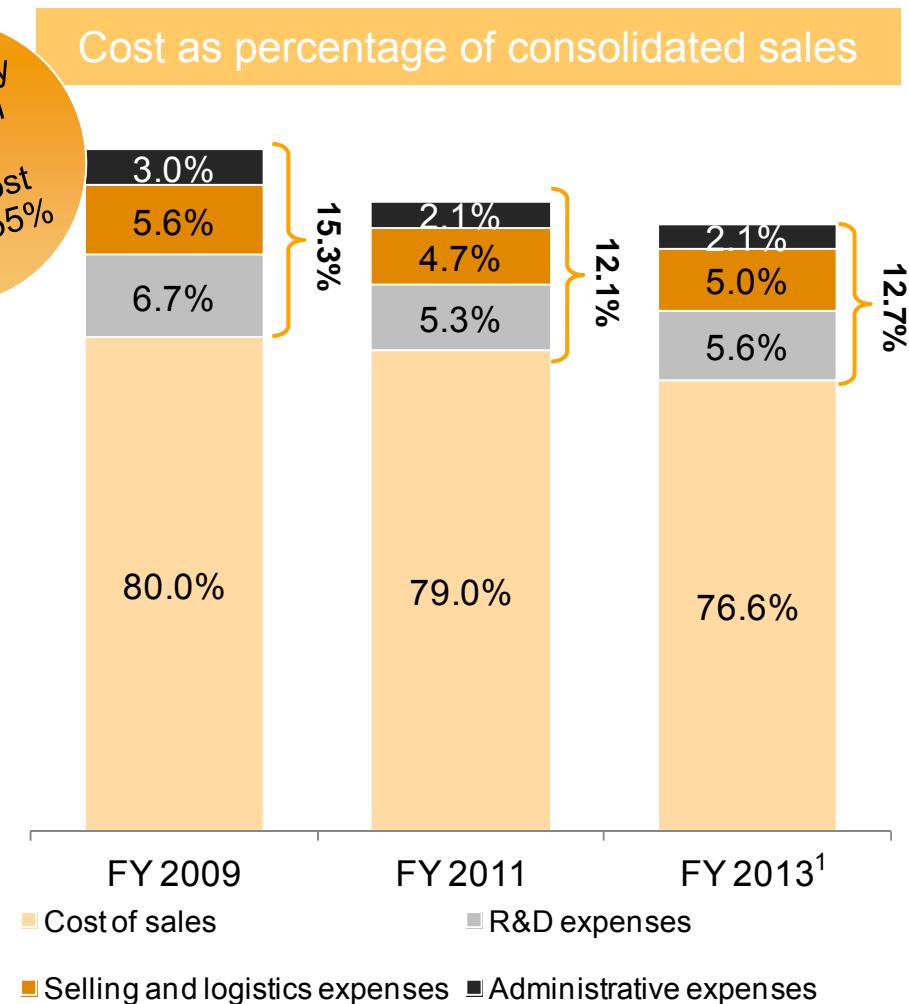
# 1) Corporation Highlights

## Emerging from the Crisis in Stronger Position

### Cost comparison 2009 - 2013

- Cost of sales declined vs. 2009 by 340 bps despite rise in raw material cost
- R&D expenses as % of sales decreased by 110 bps but increased in absolute terms to €1,878 mn; about €1,589 mn (7.9% of sales) of R&D spent in the Automotive Group (2013)
- Selling and logistics costs down by 60 bps
- Administrative costs down by 90 bps

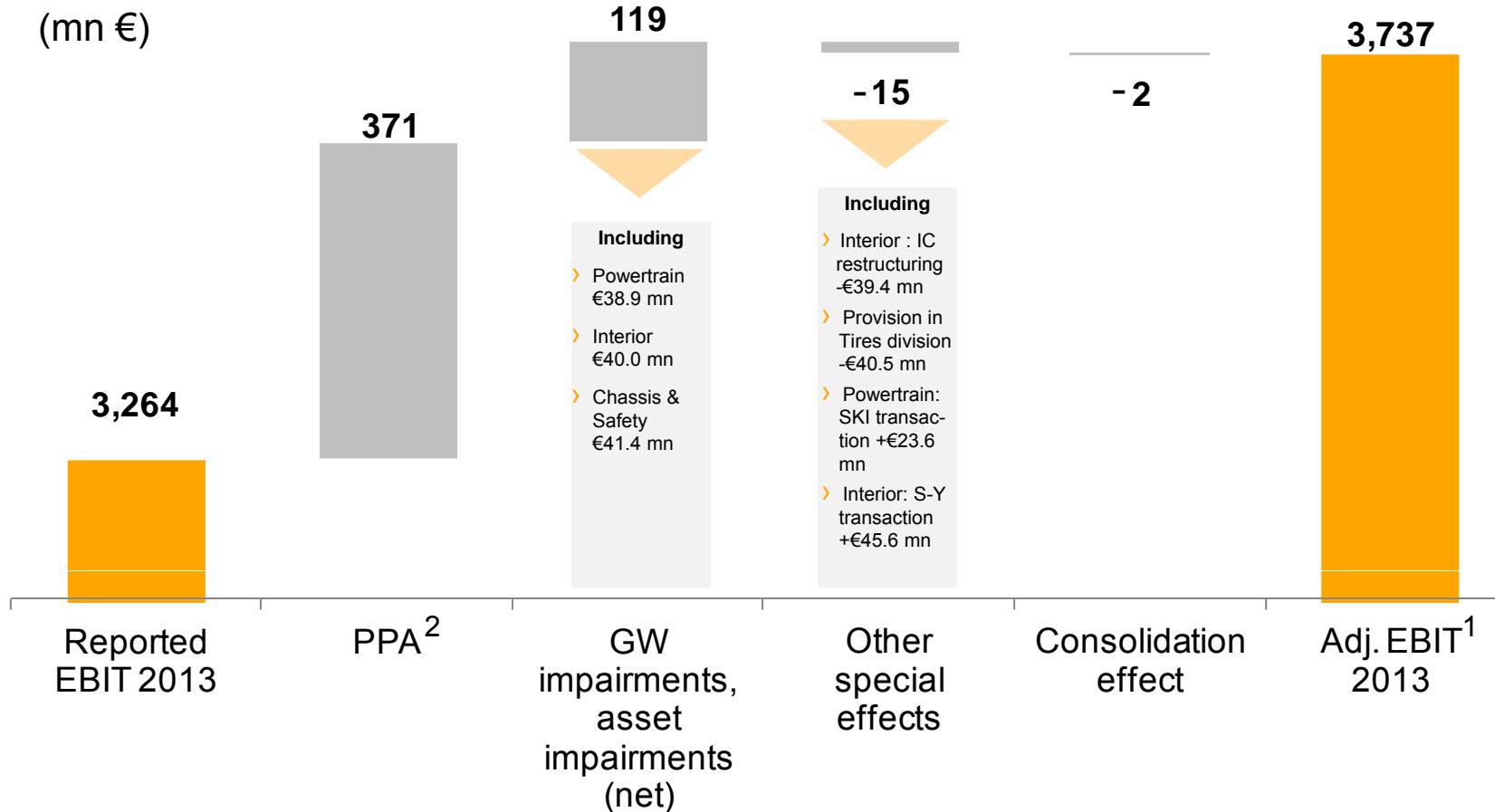
Sales up by 66% from 2009 to 2013, cost by only 55%



<sup>1</sup>IAS 19 (rev. 2011) applied for 2013

# 1) Corporation Highlights

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



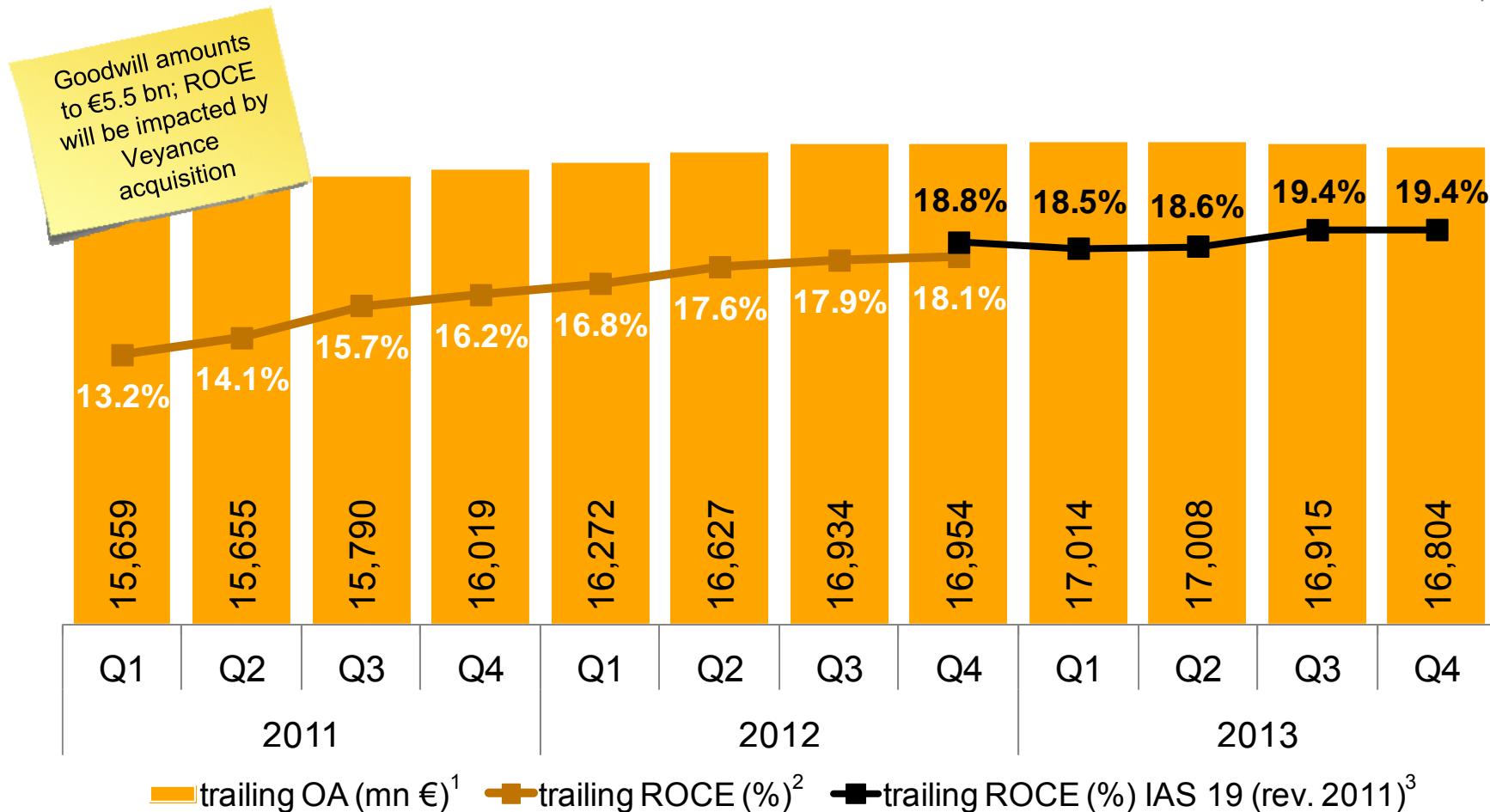
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

<sup>2</sup> Amortization of intangibles from PPA

# 1) Corporation Highlights

## Sustainable Value Creation

Preliminary



<sup>1</sup> Trailing operating assets are calculated as assets for the last twelve months (LTM)

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

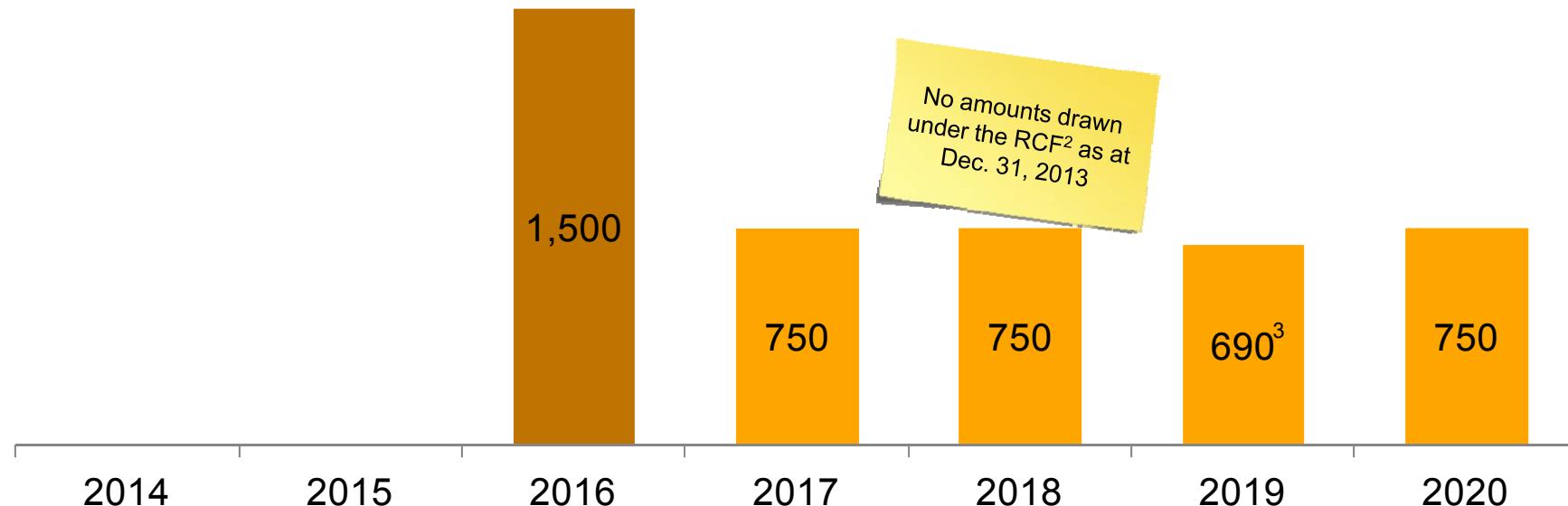
<sup>3</sup> Q4/12, Q1/13, Q2/13, Q3/13 and Q4/13 applying IAS 19 (rev. 2011)

# 1) Corporation Highlights

## Maturities for Syndicated Loan and Bonds<sup>1</sup> (mn €)

As at Dec. 31, 2013

- Syndicated Loan
- Bonds



<sup>1</sup> All amounts shown are nominal values

<sup>2</sup> Any utilization under the Revolving Credit Facility (RCF) has to be shown as short term debt according to IFRS although the RCF matures in 2018 and has a total volume of €3,000 mn

<sup>3</sup> Nominal amount \$950 mn (exchange rate as at Dec. 31, 2013: 1.3764)

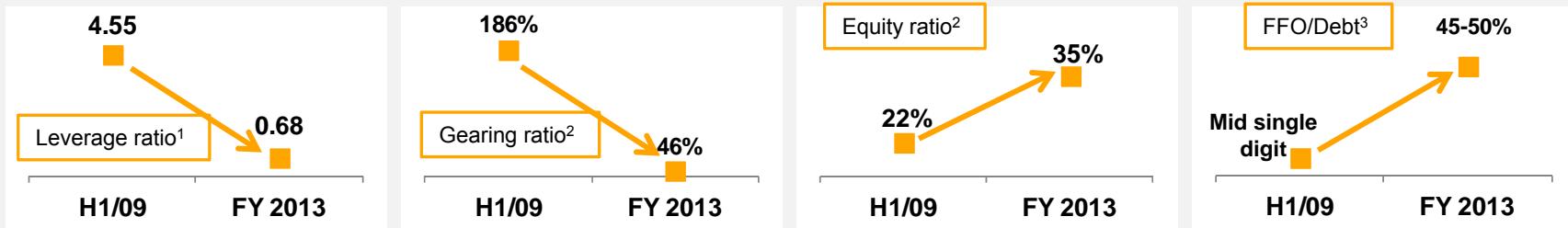
Preliminary

# 1) Corporation Highlights

## Investment Grade

Preliminary

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



### › Continental's current credit rating is:

- › Fitch since Jul. 15, 2013: BBB, outlook stable
- › Moody's since Sept. 19, 2013: Baa3, outlook stable
- › S&P since Dec. 6, 2013: BBB, outlook stable

### › Continental's mid term targets:

- › Rating: BBB to BBB+
- › Gearing ratio: well below 60%
- › Equity ratio: well above 30%
- › Leverage ratio: well below 1.25x

All three rating agencies confirmed their ratings after the announcement on the agreement to acquire Veyance

<sup>1</sup> Leverage covenant ratio as defined in syndicated loan agreement; IAS 19 (rev. 2011) applied for 2013

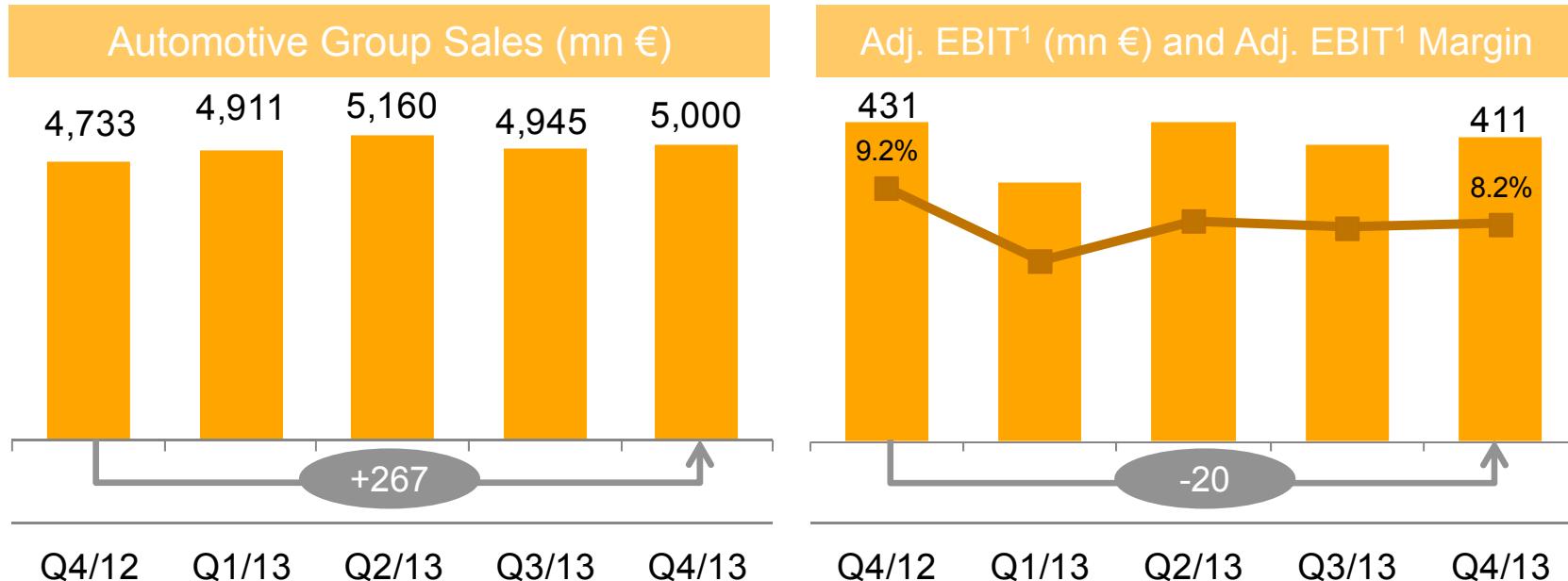
<sup>2</sup> IAS 19 (rev. 2011) applied for 2013

<sup>3</sup> Funds from operations to debt according to S&P's Research Update from Dec. 6, 2013

## 2) Automotive Group

### Benefitting from Stabilization in European Production

Preliminary



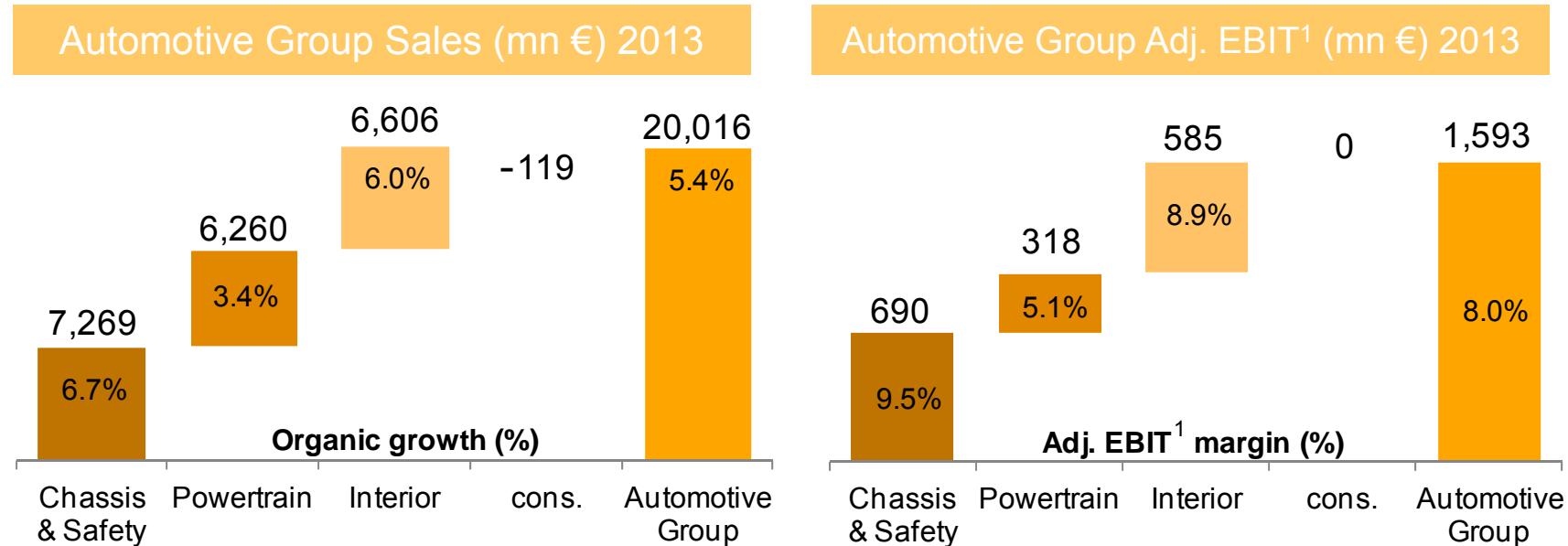
- › Sales increased by €267 mn in Q4/13; organic sales growth in Q4/13 at 10.2%
- › Adj. EBIT<sup>1</sup> decreased by €20 mn negatively impacted by a provision amounting to €39 mn; soft operating leverage<sup>2</sup> mainly due to high basis in Q4/12
- › Adjusted EBIT<sup>1</sup> margin at 8.2% (PY: 9.2%)
- › Expect sales and adj. EBIT<sup>1</sup> in Q1/14 to improve YOY

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

<sup>2</sup> Operating leverage is defined as delta adj. EBIT<sup>1</sup> divided by delta sales

## 2) Automotive Group

Adj. EBIT<sup>1</sup> Margin Negatively Impacted by €39 mn



### Reported sales change

- › Chassis & Safety: 3.1%
- › Powertrain: 2.0%
- › Interior: 2.7%
- › Automotive Group: 2.6%

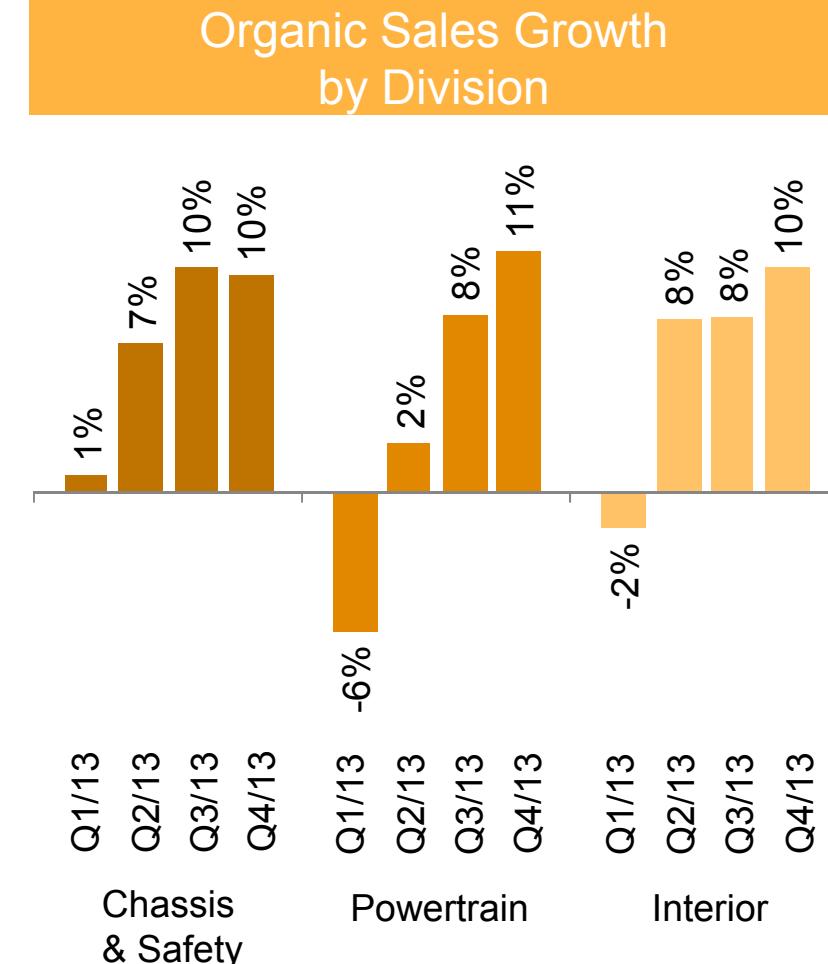
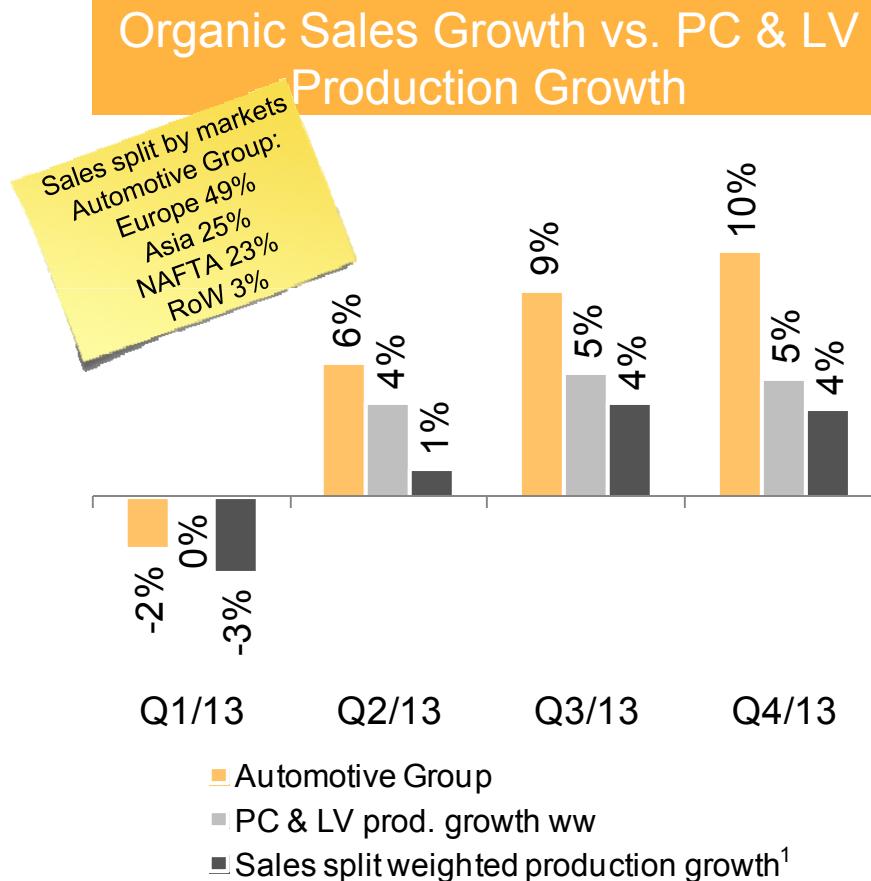
- › Reported EBITDA<sup>2</sup>: €2,491 mn (12.4% of sales)
- › Reported EBIT<sup>2</sup>: €1,159 mn (5.8% of sales)
- › R&D<sup>2</sup>: €1,589 mn (7.9% of sales)
- › Capex: €1,016 mn (5.1% of sales)

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

<sup>2</sup> IAS 19 (rev. 2011) applied

## 2) Automotive Group

### Sales Growth Profile 2013 Automotive Group (in %)



<sup>1</sup> Production growth weighted by Continental Automotive Group's sales distribution  
Note: PC & LV = Passenger car & light vehicle <6t

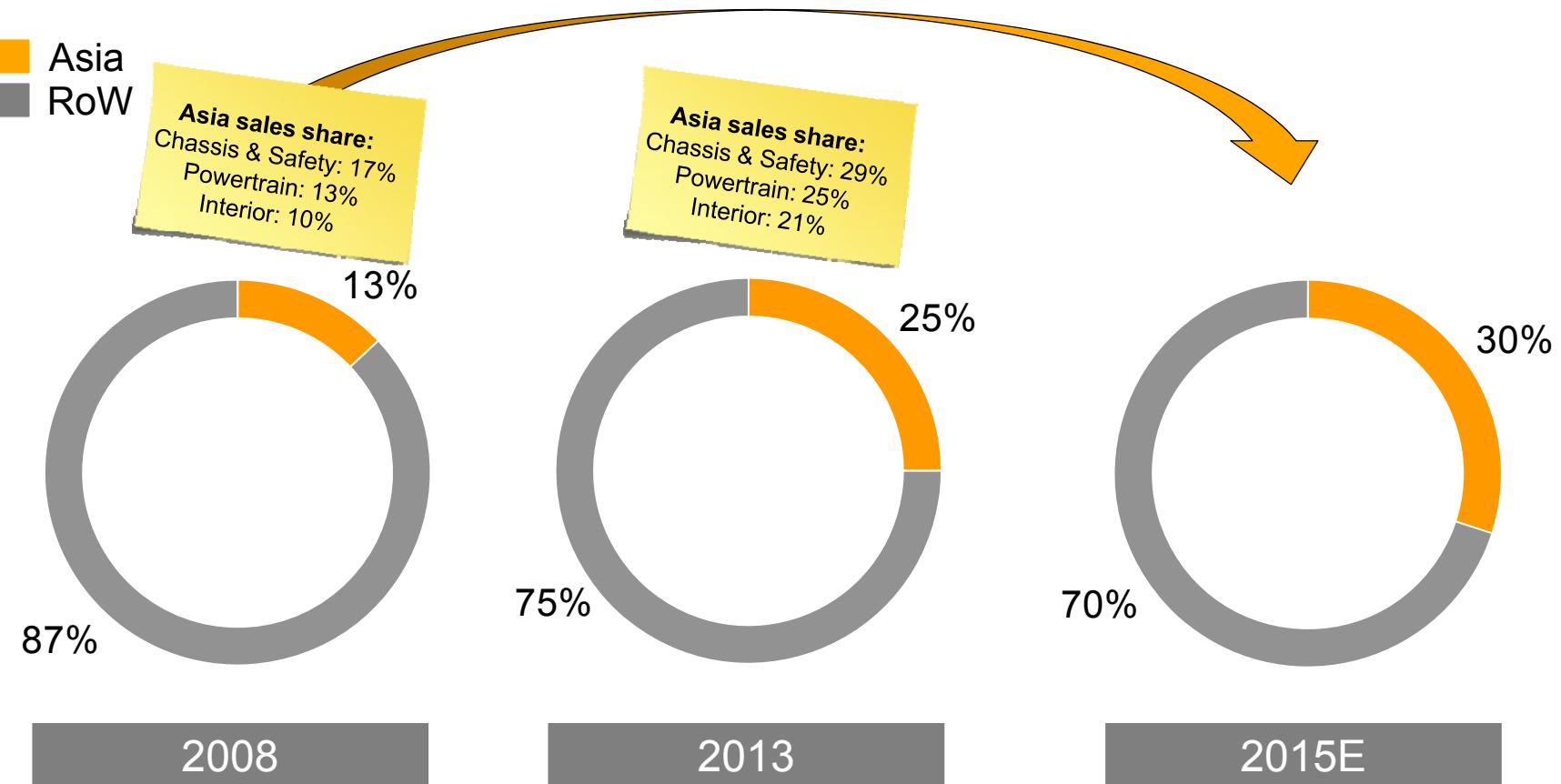
## 2) Automotive Group

### Further Progress in Asia

Preliminary

% of total Automotive Sales

Asia  
RoW



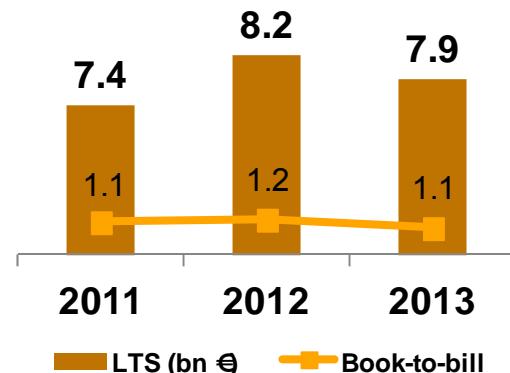
## 2) Automotive Group

Order Intake (LTS<sup>1</sup>) in the Automotive Group €25 bn in 2013

### Chassis & Safety

- › Order intake totaled almost €8 bn due to reorganization of the division
- › Book-to-bill 1.1x
- › ADAS with best book-to-bill ratio

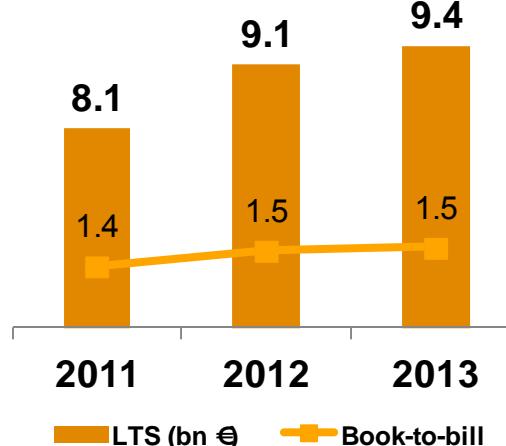
Order intake Chassis & Safety



### Powertrain

- › Order intake increased for the 5<sup>th</sup> year in a row to €9.4 bn in 2013
- › Book-to-bill stayed 1.5x

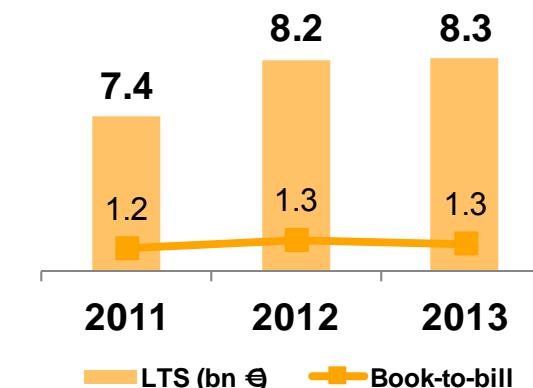
Order intake Powertrain



### Interior

- › Order intake up to €8.3 bn
- › Book-to-bill remained at 1.3x

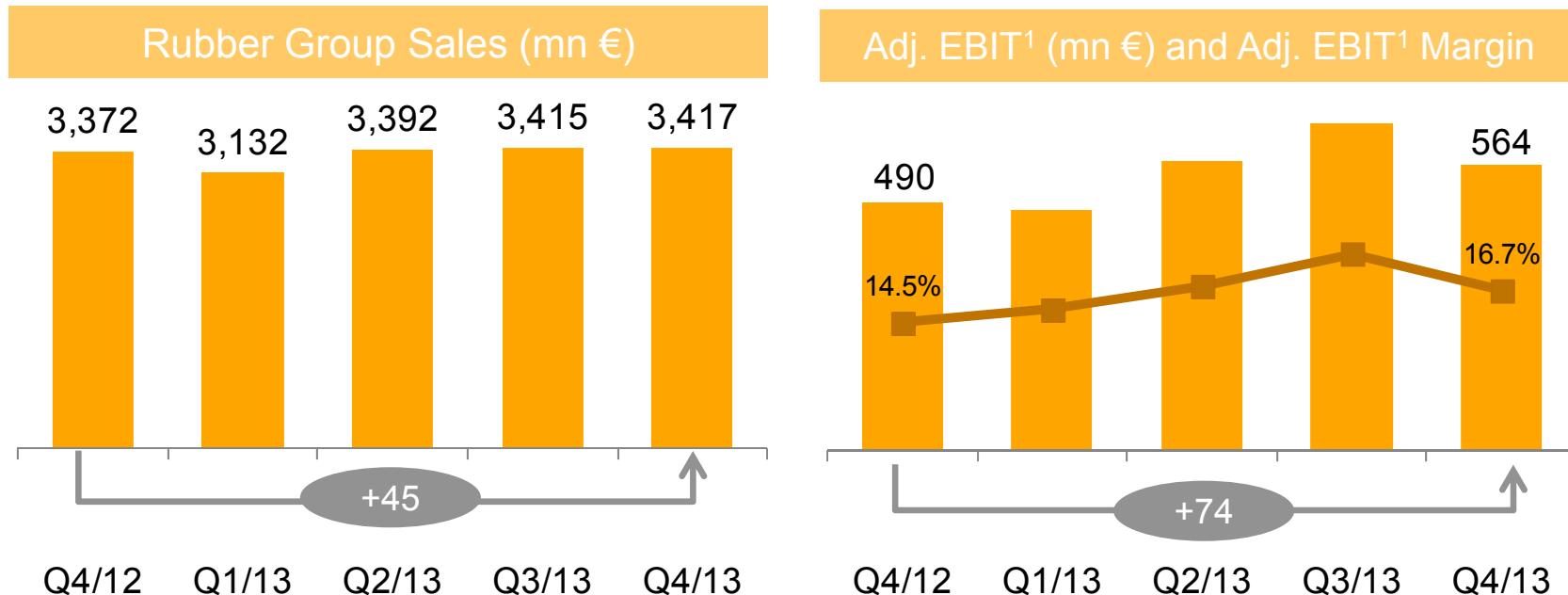
Order intake Interior



<sup>1</sup> Life-time sales

### 3) Rubber Group

#### Adjusted EBIT<sup>1</sup> Margin Profiting from Raw Material Prices



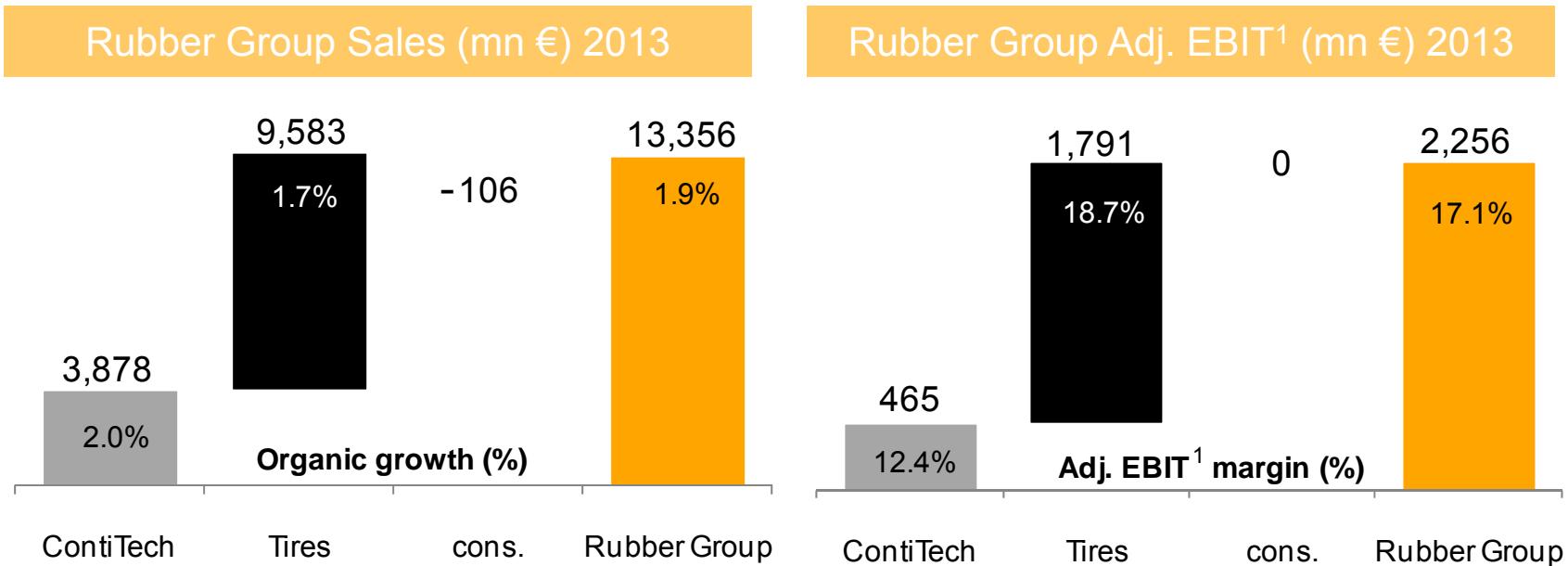
- › Sales increased by €45 mn in Q4/13 mainly on consolidation effects (Conti Trade, Legg and Metso)
- › Tire volumes grew by 7% during the quarter; F/X had a negative effect on tire revenues of more than 6% while P/M was neutral in Q4/13
- › Sales at ContiTech increased by 6% organically during the quarter on strong OE-Automotive and aftermarket business
- › Adj. EBIT<sup>1</sup> up by €74 mn mainly due to raw material tailwinds but also because of strict fix cost management

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

### 3) Rubber Group

#### Profitability Remains at Elevated Level

Preliminary



#### Reported sales change

- › ContiTech: 4.5%
- › Tires: -0.8%
- › Rubber Group: 0.7%
- › Reported EBITDA<sup>2</sup>: €2,714 mn (20.3% of sales)
- › Reported EBIT<sup>2</sup>: €2,215 mn (16.6% of sales)
- › R&D<sup>2</sup>: €289 mn (2.2% of sales)
- › Capex: €965 mn (7.2% of sales)

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

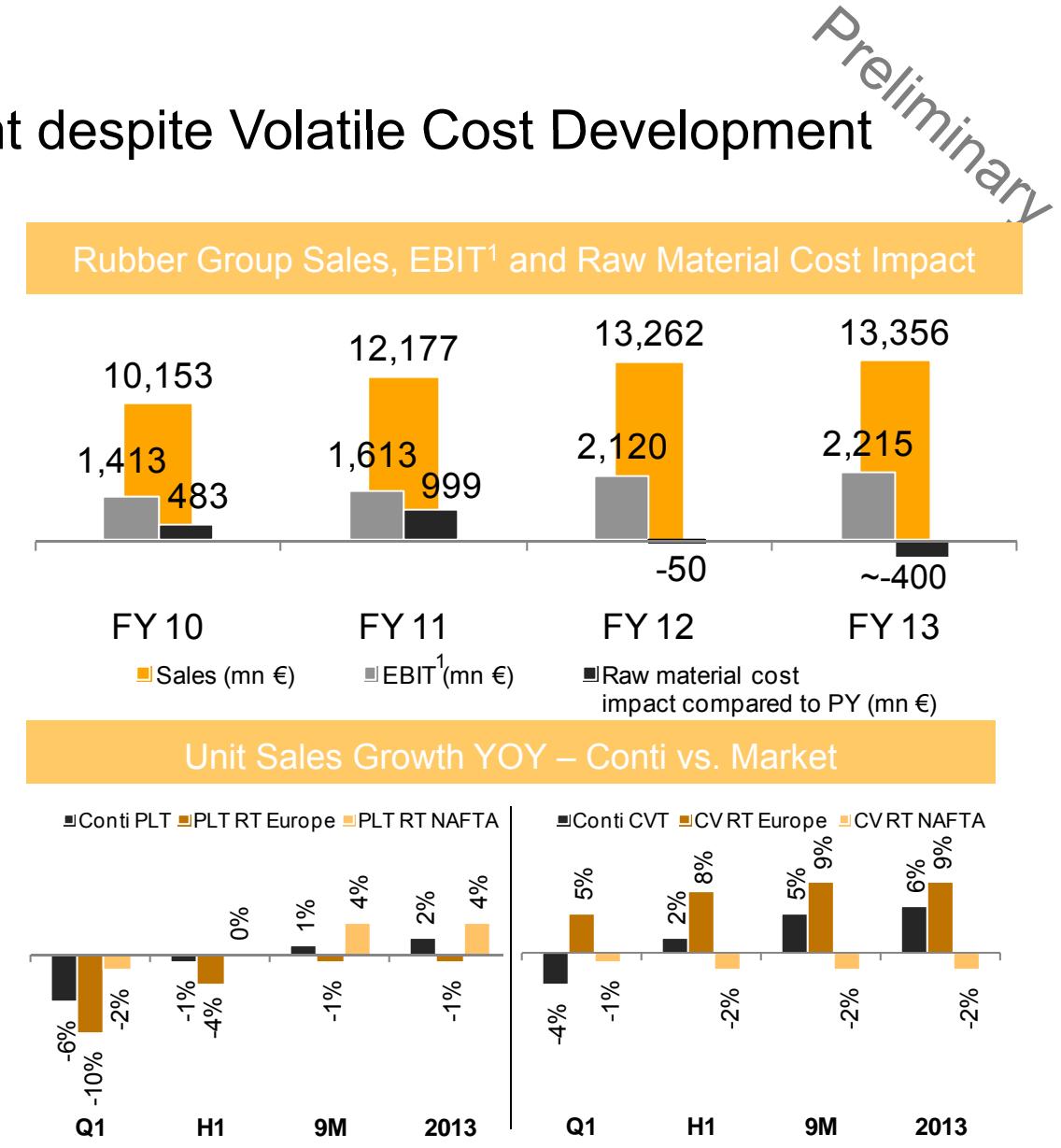
<sup>2</sup> IAS 19 (rev. 2011) applied

### 3) Rubber Group

#### Very Solid Development despite Volatile Cost Development

- › Sales and EBIT<sup>1</sup> increased steadily during the last three years
- › Demonstrated ability to pass on raw material price increases in 2010 and 2011; price decline in 2013 in line with raw material cost relief

- › Volume recovery throughout 2013 in PLT and CVT

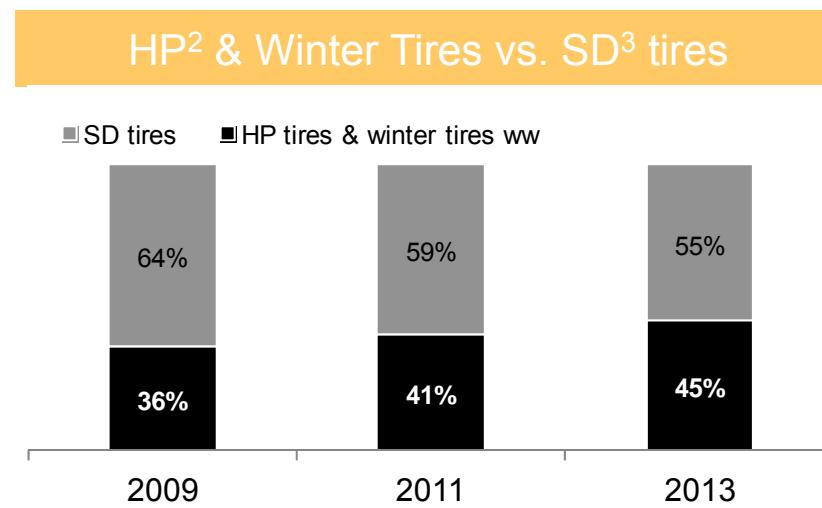


<sup>1</sup> IAS 19 (rev. 2011) applied for 2012 & 2013

### 3) Rubber Group

#### PLT – Continuously Improving Mix

- › 125 mn units sold in 2013
- › ASP<sup>1</sup> down by 3% to €61 in 2013 due to FX headwinds
- › Share of HP<sup>2</sup> and winter tires in total unit sales improved to 45% from 36% in 2009
- › 22 mn winter tires sold on ww basis despite soft winter markets in Europe in 2013
- › Healthy winter tire inventory (Continental) levels at the end of February 2014



<sup>1</sup> Average Selling Price (ASP) derived by dividing total PLT sales by total units

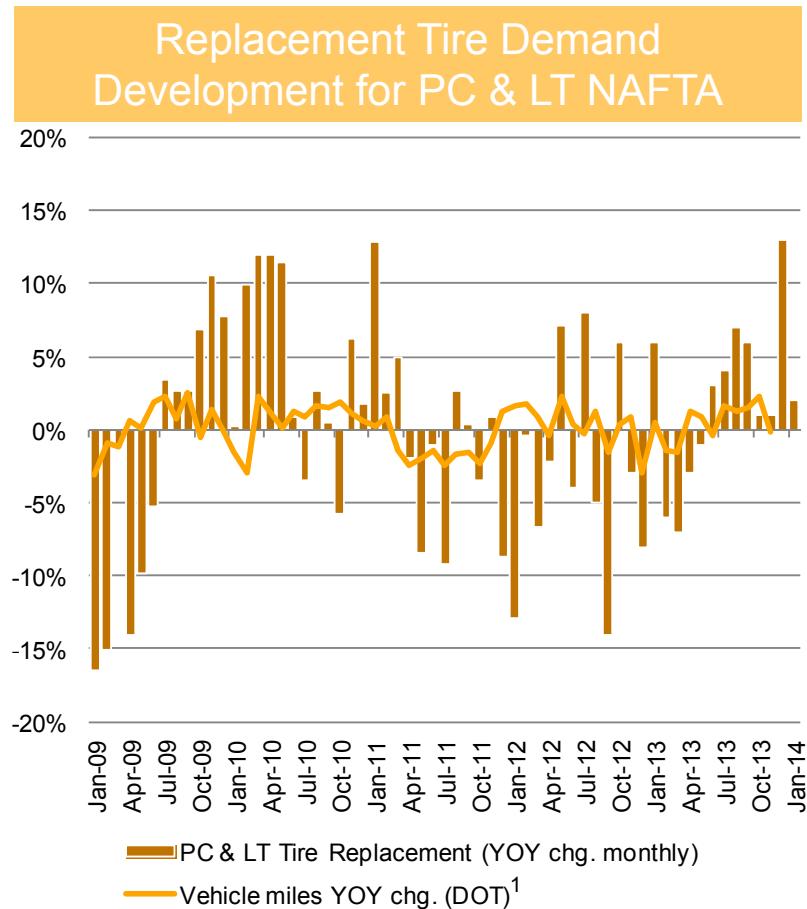
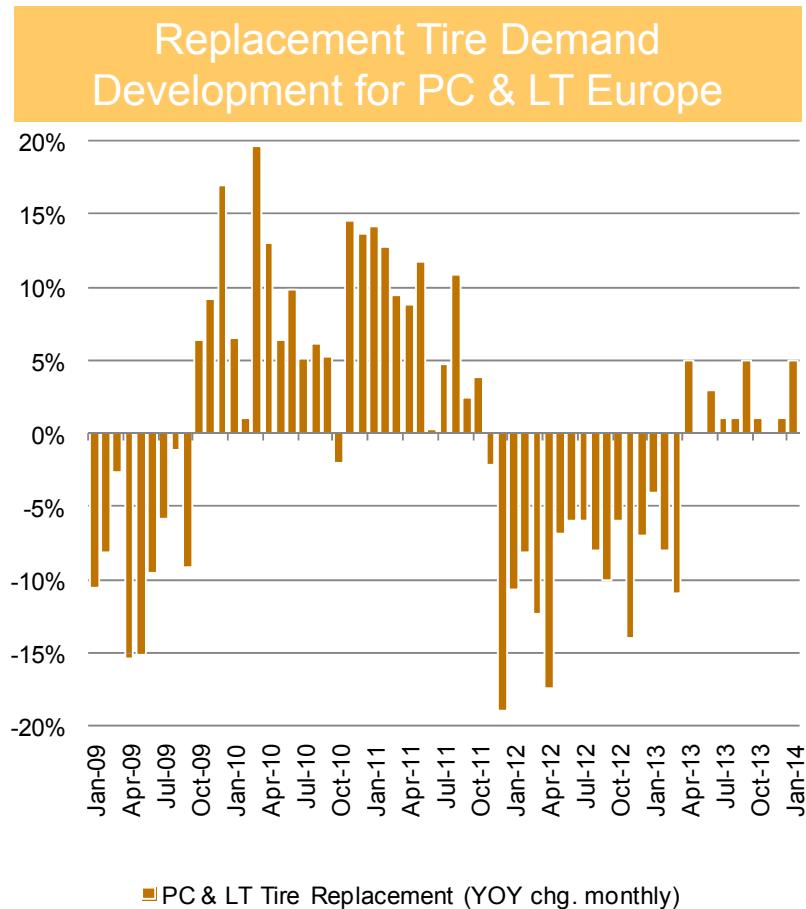
<sup>2</sup> High Performance is all ≥17" excluding winter tires

<sup>3</sup> Standard tire

### 3) Rubber Group

#### Further Stabilization in Demand

Preliminary

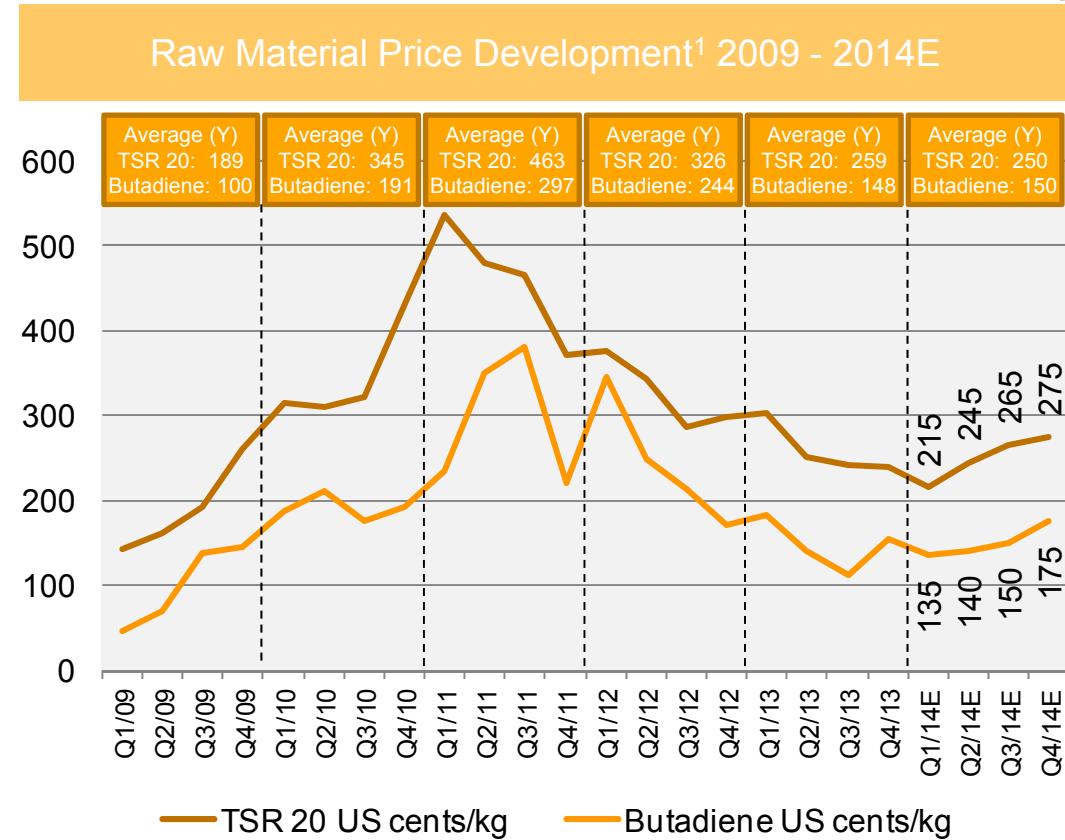


<sup>1</sup> U.S. Department of Transportation

### 3) Rubber Group

#### Expected Raw Material Price Development in 2014

- › Natural rubber price (TSR 20) expected to average US \$2.50 in 2014
- › Synthetic rubber price (butadiene feedstock) forecasted to average US \$1.50 in 2014
- › No impact from natural and synthetic rubber cost development expected for 2014
- › Oil based chemicals, textile and carbon black to increase YOY
- › However, we expect rubber prices to increase in the course of 2014 as demand further stabilizes



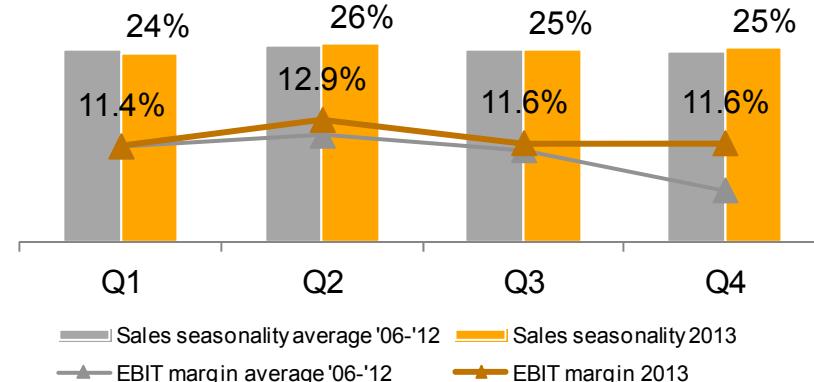
<sup>1</sup> Source: Bloomberg and Continental estimates for 2014

### 3) Rubber Group

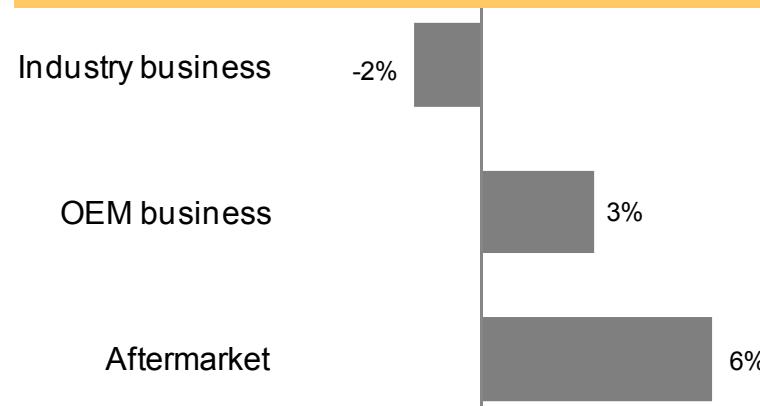
#### ContiTech Again with very Solid Sales and EBIT Development

- › Very stable sales development throughout the year despite slow down in industry business
- › Sales and EBIT<sup>1</sup> in Q4/13 came in better than suggested by normal seasonal pattern
- › Mix OE/non-OE Automotive in 2013: 56/44
- › Agreement to acquire Veyance Technologies Inc. from The Carlyle Group concluded on Feb. 10, 2014

ContiTech Sales and EBIT<sup>1</sup> Seasonality



Growth by Industry Segments 2013



<sup>1</sup> IAS 19 (rev. 2011) applied for 2012 & 2013

### 3) Rubber Group



#### Forming a Global Player in Rubber and Plastics Technology

- › Veyance (Sales 2013E: ~€1.5 bn<sup>1</sup>; EBITDA 2013E: ~€204 mn<sup>1</sup>) and ContiTech (Sales 2013: €3.9 bn; EBITDA 2013: €576 mn) will form a global player for Advanced Rubber and Plastic Technology
- › Highly complementary acquisition expands Continentals non-OE Automotive business and balances regional sales:
  - › ContiTech's non-OE Automotive share to improve to 56% (before 44%)
  - › ContiTech sales split improves to 46% EU (66%) / 21% NA (8%) / 11% LATAM (9%) / 10% Asia (8%)<sup>2</sup>
- › Deal will be immediately accretive to earnings<sup>3</sup>
  - › Enterprise Value amounts to ~€1.4 bn<sup>4</sup> (US \$1.9 bn)
  - › Transaction multiple at 7.3x EBITDA and 0.96x sales
  - › Transaction can be financed from existing cash and credit lines
- › Net debt / EBITDA will stay below 1.0x by the end of 2014
- › Closing is subject to the regulatory approval

<sup>1</sup> Average EUR/USD exchange rate 2013: 1.3283

<sup>2</sup> Based on 2012

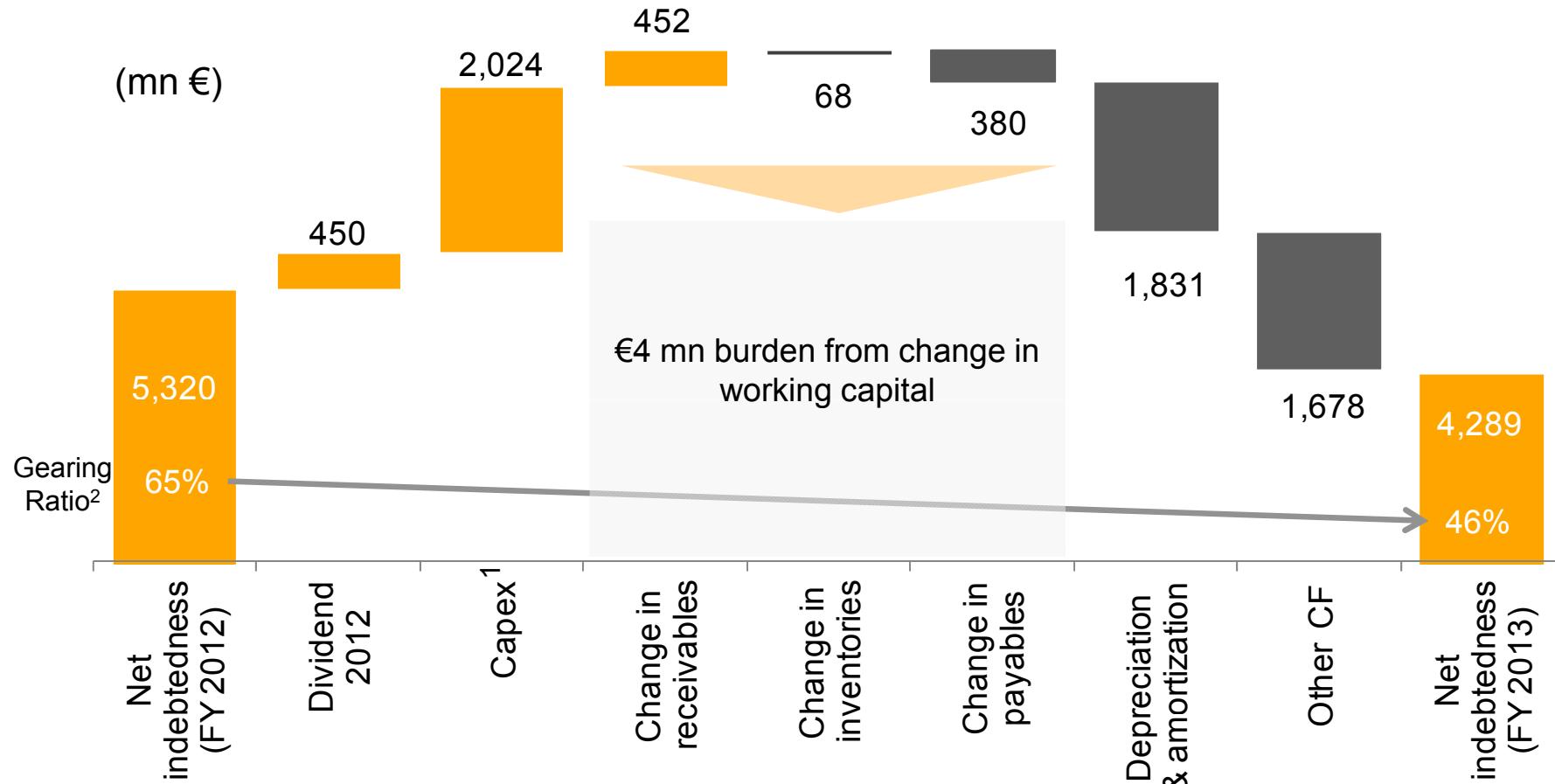
<sup>3</sup> Pro forma 2014, adj. for PPA assuming 28% tax rate

<sup>4</sup> EUR/USD exchange rate: 1.3635

## 4) Indebtedness and Cash Flow

### Net Indebtedness Bridge

Preliminary



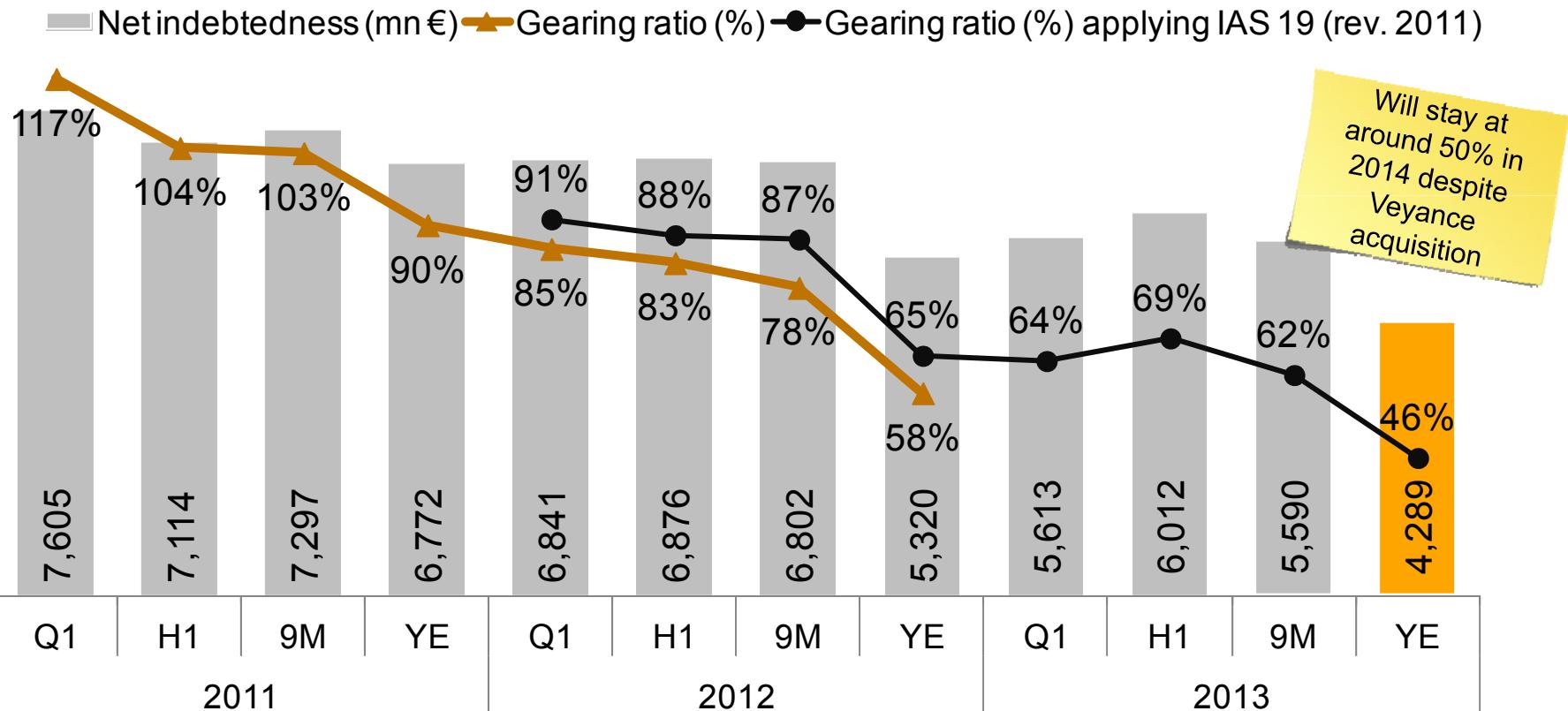
<sup>1</sup> According to cash flow statement incl. intangible assets

<sup>2</sup> Gearing ratio calculated applying IAS 19 (rev. 2011)

## 4) Indebtedness and Cash Flow

### Development of Net Indebtedness and Gearing Ratio

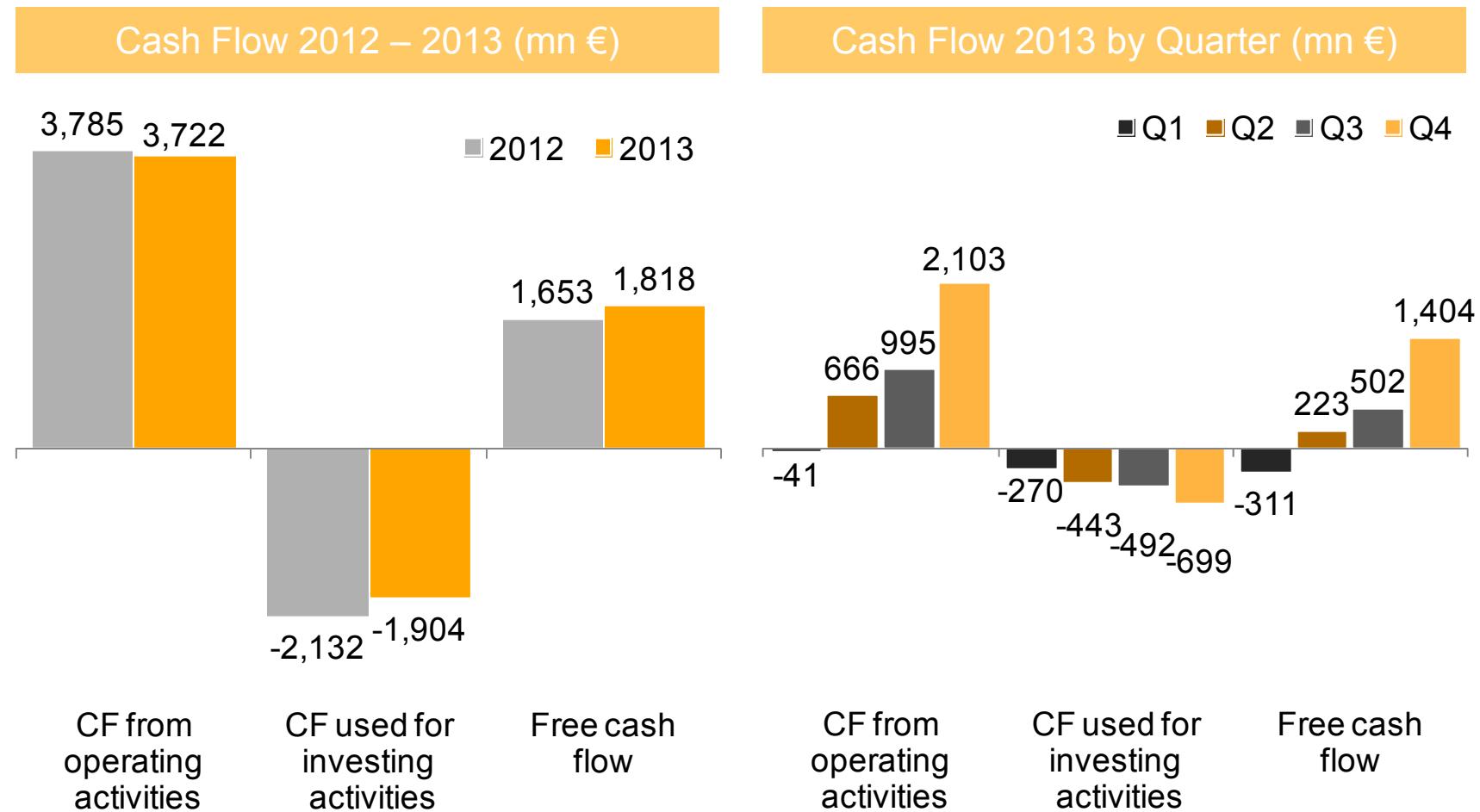
Preliminary



## 4) Indebtedness and Cash Flow

### Cash Flow Overview

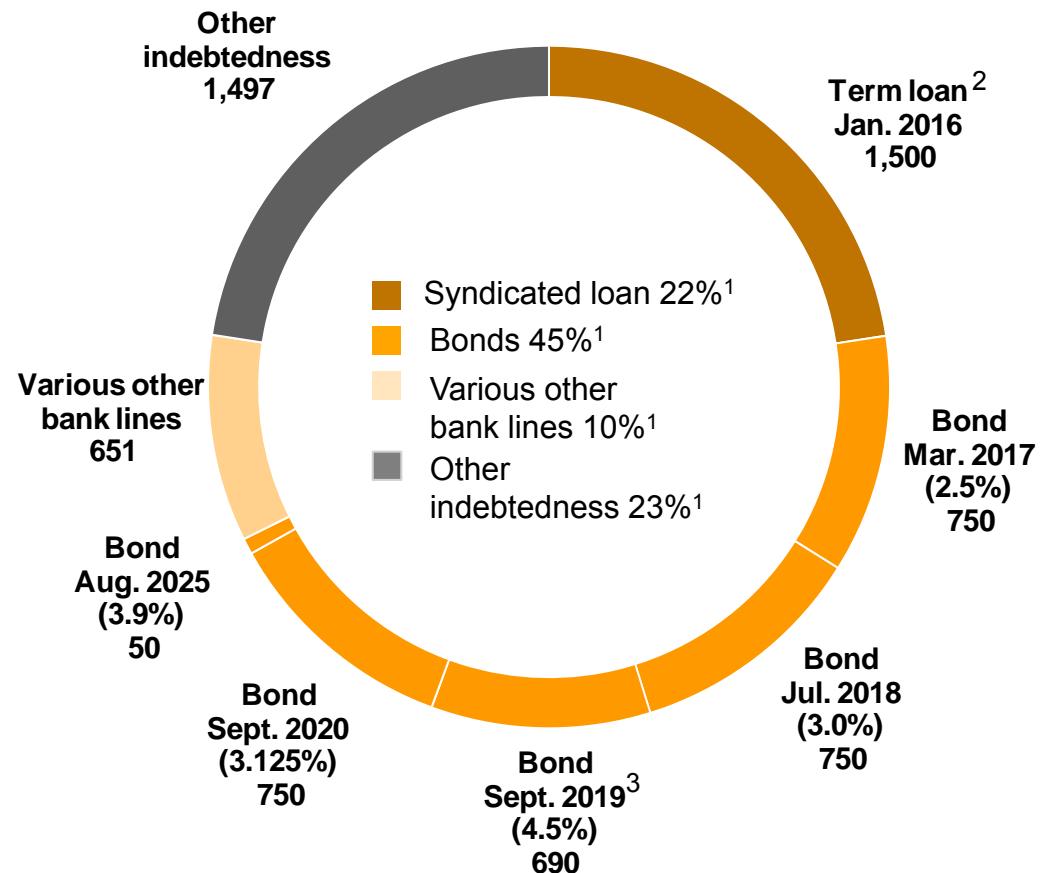
Preliminary



## 4) Indebtedness and Cash Flow

### Gross Indebtedness by Source at YE 2013 (mn €)

› Gross indebtedness	€6,638 mn
	(PY: €8,253 mn)
› Cash	€2,045 mn
	(PY: €2,397 mn)
› Net indebtedness	€4,289 mn
	(PY: €5,320 mn)
› Available credit lines	€3,833 mn
	(PY: €2,801 mn)



<sup>1</sup> Percentages are calculated as share in gross indebtedness; bond values and the values for the syndicated loan are nominal values, all others book values

<sup>2</sup> Term loan and revolving credit facility repayment in Jan. 2016 / Jan. 2018; revolving credit facility unutilized at YE 2013

<sup>3</sup> Nominal amount \$950 mn (exchange rate at Dec. 31, 2013: 1.3764)

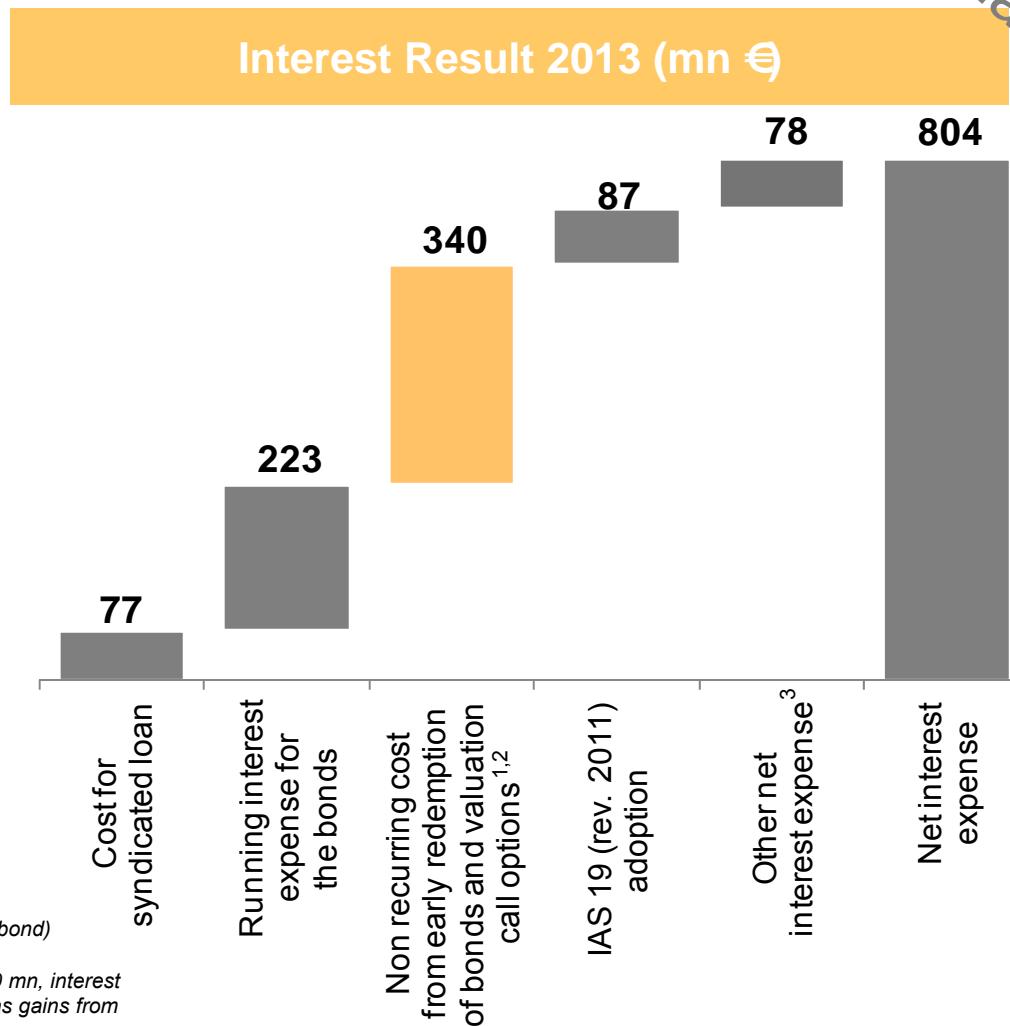
## 4) Indebtedness and Cash Flow

### Interest Result 2013

Preliminary

#### Net Interest Expense 2013:

- › **Cost for the syndicated loan** down €164 mn to €77 mn due to lower utilization and lower market interest rates and margin levels
- › **Running interest expenses** for the bonds amounted to €223 mn
- › **Non recurring expenses from early redemption and call options of bonds** amounted to €340 mn and consisted of €228 mn negative impact from valuation of call options<sup>1,2</sup> (as derivative instruments) and of €112 mn negative impact from call premiums



<sup>1</sup> Includes €9.8 mn cost for valuation of remaining redemption option (US \$ bond)

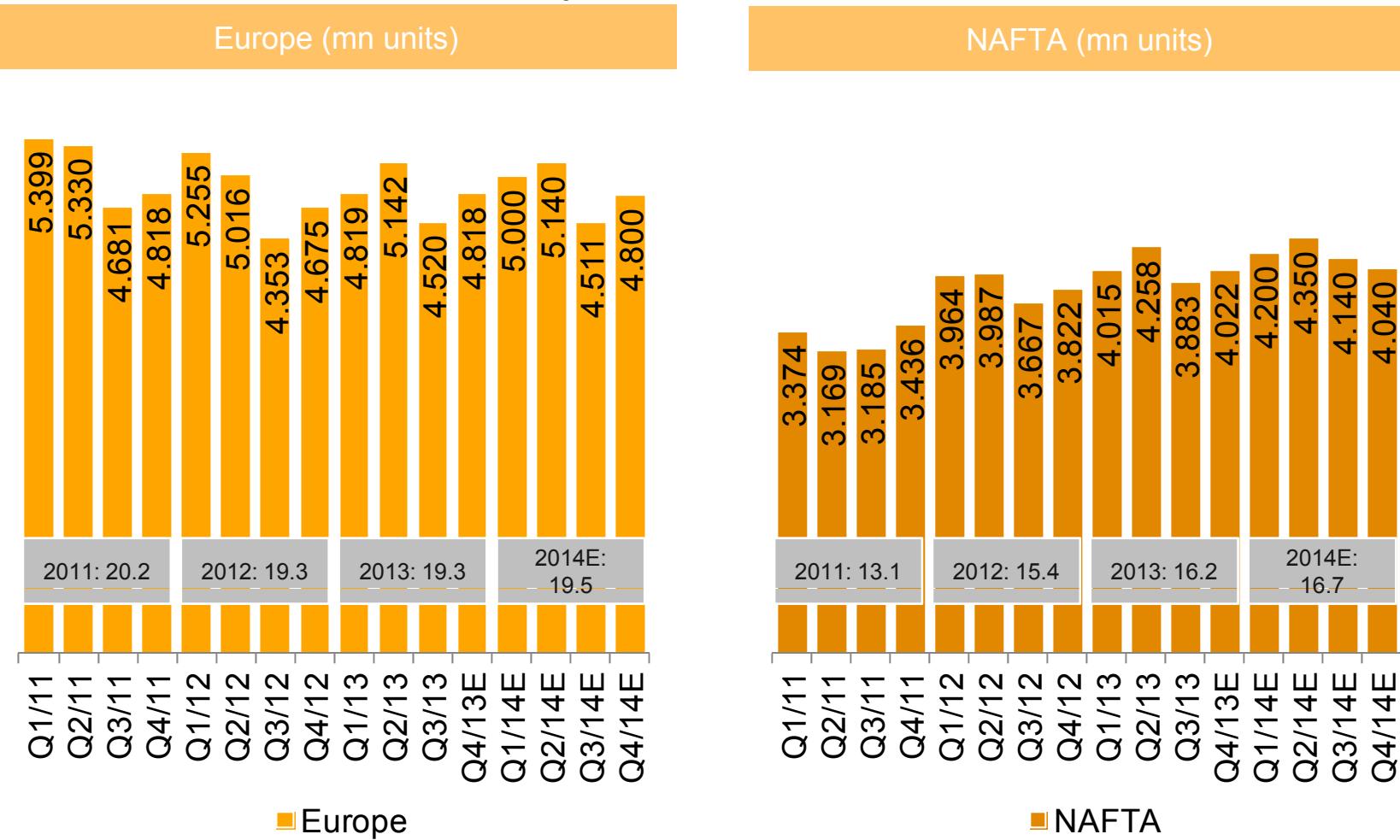
<sup>2</sup> Call option and early redemption option is used synonymously

<sup>3</sup> Other net interest expense include other interest cost in the amount of €70 mn, interest income amounting to €29 mn and other derivative and FX effects as well as gains from securities available for sale

## 5) Outlook

### PC & LT Production by Quarter

Preliminary

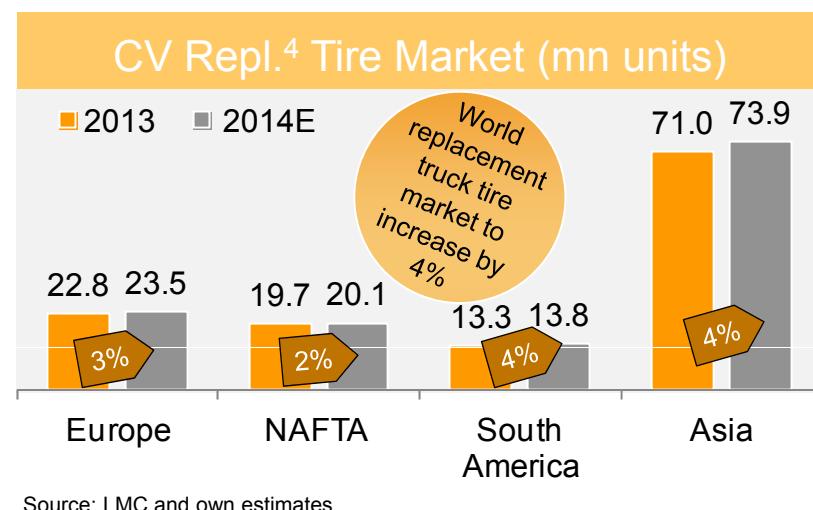
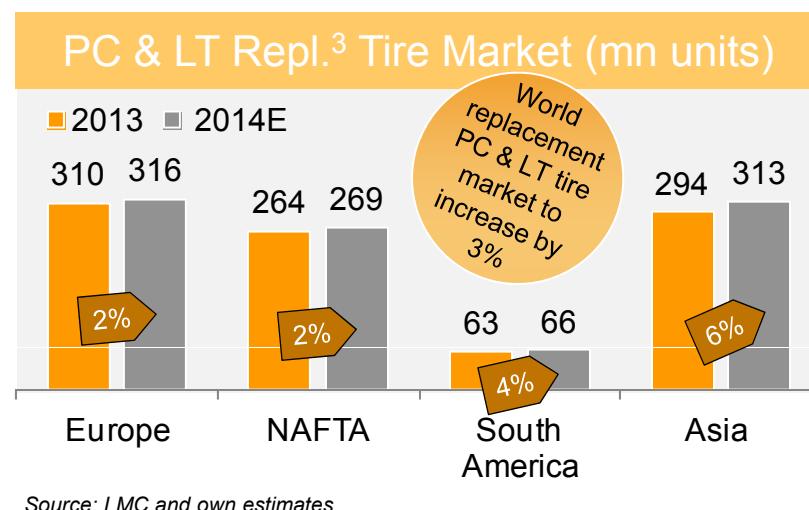
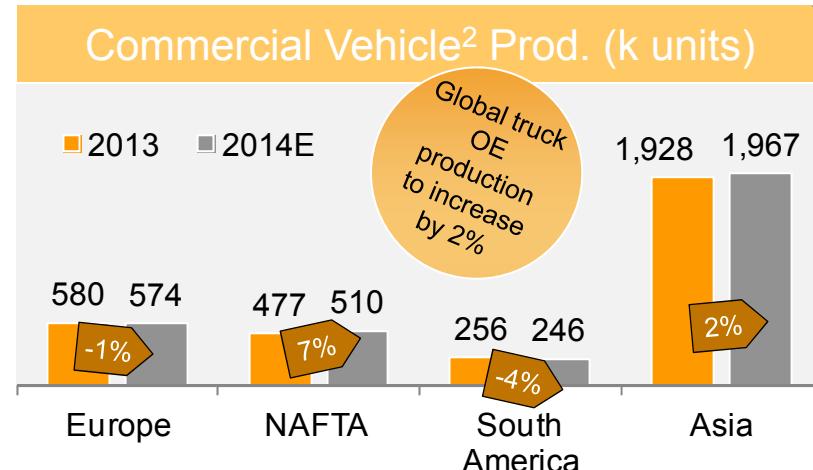
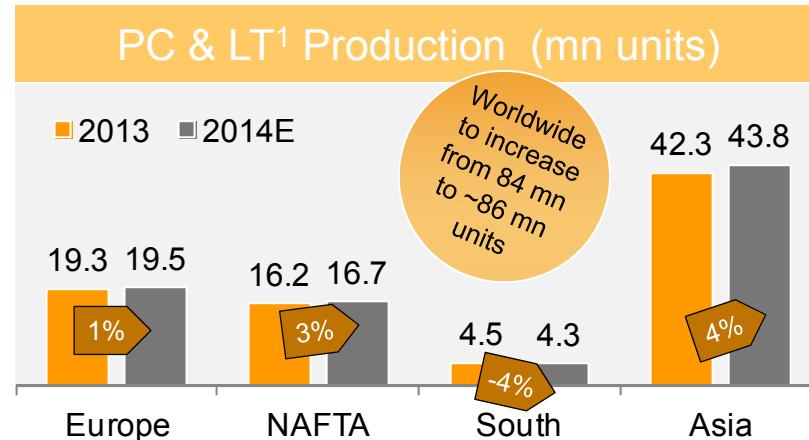


Source: IHS and own estimates

## 5) Outlook

### Market Outlook for Major Regions 2014

Preliminary



## 5) Outlook

### Continental 2014<sup>1</sup>

Preliminary

	2013	2014E
Consolidated sales & adj. EBIT <sup>2</sup> margin	€33.3 bn 11.3%	To increase to around €35 bn (incl. €700 mn neg. FX) Comfortably achieve adj. EBIT <sup>2</sup> margin >10%
Automotive Group adj. EBIT <sup>2</sup>	€20.0 bn €1.6 bn	Sales up by >5% to around €21 bn Adj. EBIT <sup>2</sup> margin >8%
Rubber Group adj. EBIT <sup>2</sup>	€13.4 bn €2.3 bn	Sales up by >5% to around €14 bn Adj. EBIT <sup>2</sup> margin >15%
Raw material cost impact	Relief of about €400 mn	No headwind expected for the Rubber Group in 2014
Special effects	-€105 mn	About -€50 mn
Net interest expense	€804 mn	<€400 mn
Tax rate	18%	<30%
Capex	€2.0 bn	Capex at around 6% of sales
PPA amortization	€371 mn	PPA will amount to ~€190 mn
Free cash flow	€1.8 bn	At least €1.2 bn before acquisitions

<sup>1</sup> Potential effects from first time consolidation of Veyance Technology Inc. are not included

<sup>2</sup> Before amortization of intangibles from PPA, consolidation (2013 in comparison to 2012) and special effects

# Thank you for your attention!



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Preliminary FY 2013 Results – March 6, 2014  
EDMR – Equity and Debt Markets Relations

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# Continental

## Financial Calendar

### 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

### 2015

Annual Financial Press Conference	March 2015
Annual Shareholders' Meeting	April 30, 2015
Q1 Financial Report	May 2015
Half Year Financial Report	August 2015
Nine Month Financial Report	November 2015

# 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 December 31, 2013	200,005,983

### ADR Data

Ratio (ordinary share: ADR)	1:5
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

Issuer	Conti-Gummi Finance B.V., Netherlands <sup>1</sup>	Continental AG <sup>1</sup>	Continental Rubber of America, Corp., USA <sup>1</sup>	Continental AG <sup>1</sup>
<b>Issue</b>	Senior Notes	Senior Notes	Senior Notes <sup>2</sup>	Senior Notes
<b>Principal amount</b>	€750 mn	€750 mn	\$950 mn	€750 mn
<b>Offering price</b>	99.595%	98.950%	100.000%	99.228%
<b>Rating at issuance date</b>	Ba1 (Moody's) BB (S&P) BBB (Fitch <sup>3</sup> )	Ba2 (Moody's) BB (S&P) BB (Fitch <sup>3</sup> )	Ba3 (Moody's) BB- (S&P) BB (Fitch <sup>3</sup> )	Ba1 (Moody's) BB (S&P) BBB (Fitch <sup>3</sup> )
<b>Current corp. &amp; bond rating<sup>4</sup></b>	<b>Baa3 (Moody's), BBB (S&amp;P), BBB (Fitch)</b>			
<b>Coupon</b>	2.5% p.a.	3.0% p.a.	4.5% p.a.	3.125% p.a.
<b>Issue date</b>	Sept.19, 2013	Jul. 16, 2013	Sept. 24, 2012	Sept. 9, 2013
<b>Maturity</b>	<b>Mar. 20, 2017</b>	<b>Jul. 16, 2018</b>	<b>Sept. 15, 2019</b>	<b>Sept.9, 2020</b>
<b>Start of period for early redemption (60-90 days' prior notice)</b>	---	---	Sept 15, 2015	---
<b>Interest payment</b>	Annual Mar. 20	Semi annual Jan. 16/Jul.16	Semi annual Mar. 15/Sept. 15	Annual Sept. 9
<b>WKN</b>	A1VC6B	A1X24V	A1G9JJ	A1X3B7
<b>ISIN</b>	XS0972719412	XS0953199634	DE000A1G9JJ0	XS0969344083
<b>Denomination</b>	€1,000 with min. tradable amount €1,000	€1,000 with min. tradable amount €1,000	\$1,000 with min. tradable amount \$150,000	€1,000 with min. tradable amount €1,000

<sup>1</sup> Guaranteed by Continental AG and certain subsidiaries of Continental AG

<sup>2</sup> Security package released in connection with the refinancing of the Syndicated Facility, upstream guarantees package still in place

<sup>3</sup> Unsolicited rating at date of issuance

<sup>4</sup> Fitch since Jul 15, 2013; Moody's since Sept 19, 2013; S&P since Dec 6, 2013

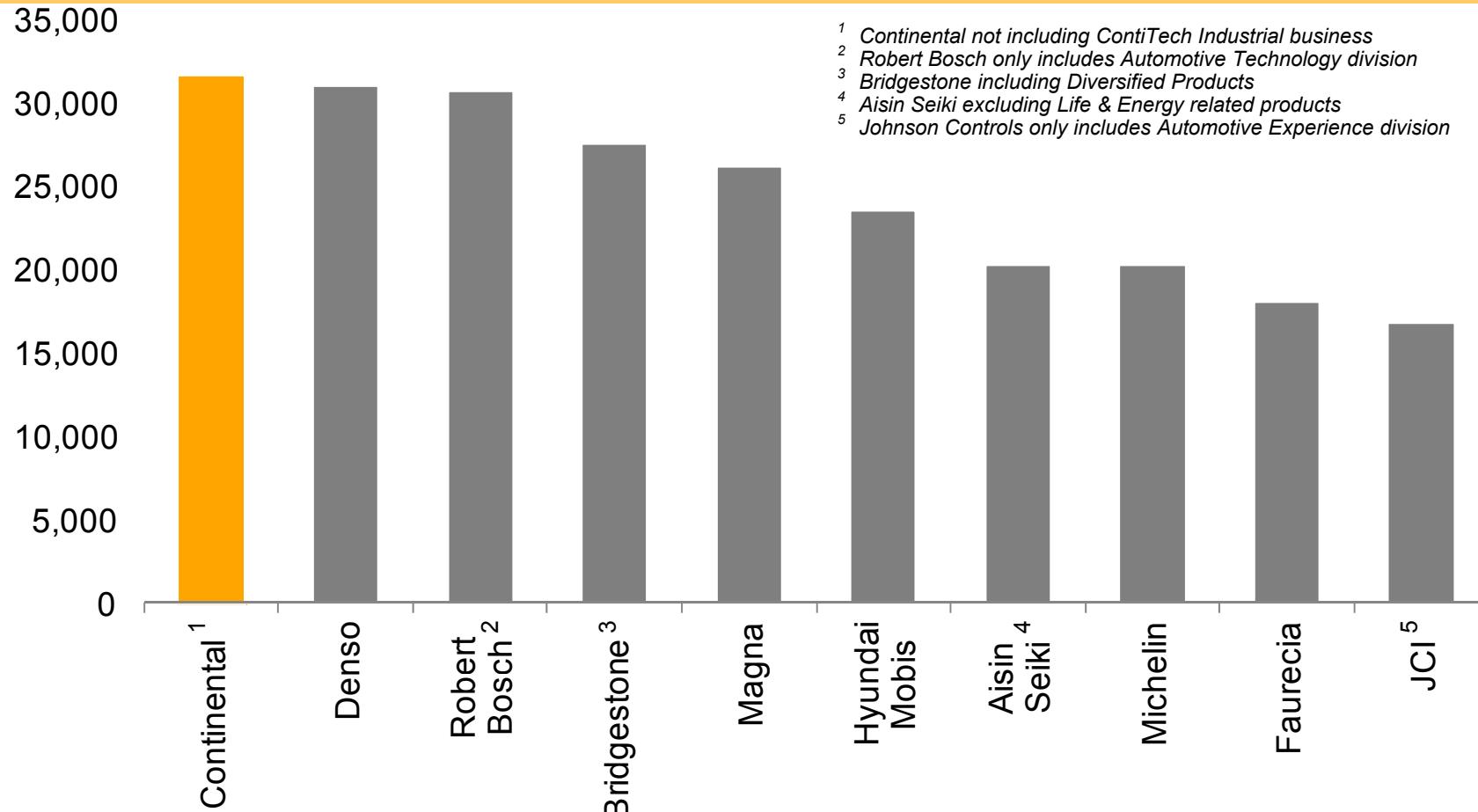
# Back-up

## 6) Back-up

### Worldwide Supplier Ranking

Preliminary

Top 10 Global OEM Suppliers – 2013 Sales (mn €)



Source: Company filings. Calendarized to December year end. Based on average currency exchange rates 2013

## 6) Back-up

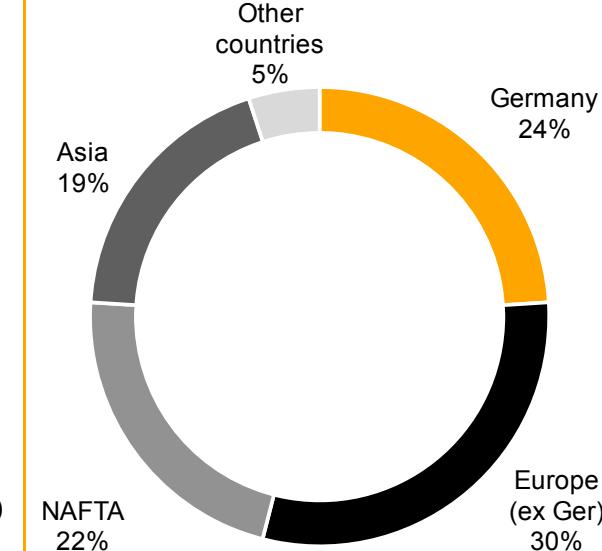
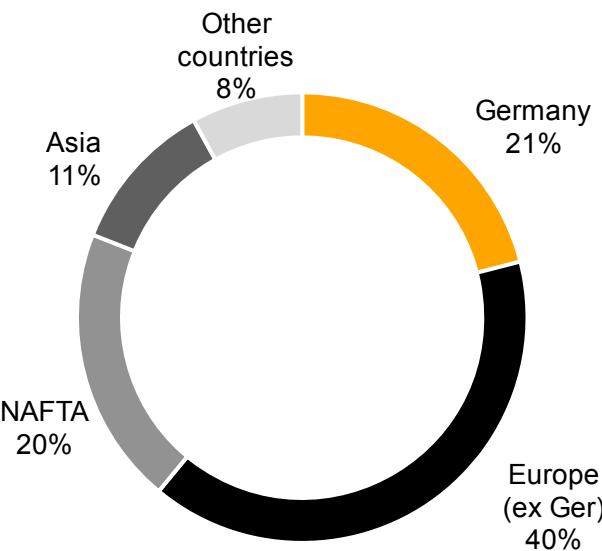
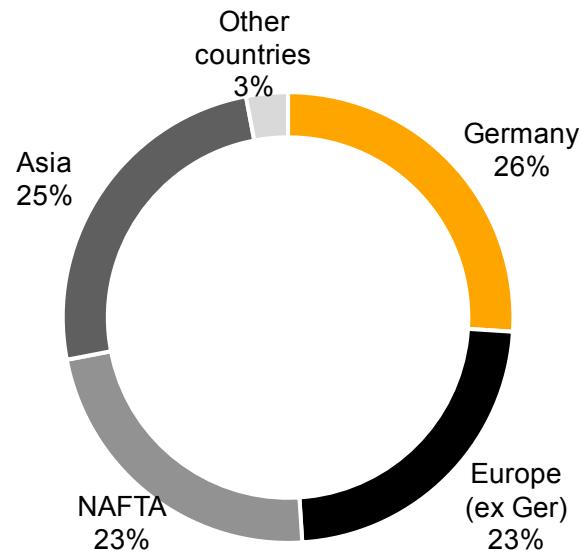
### Sales by Markets

Preliminary

Automotive Group 2013  
€20,016 mn

Rubber Group 2013  
€13,356 mn

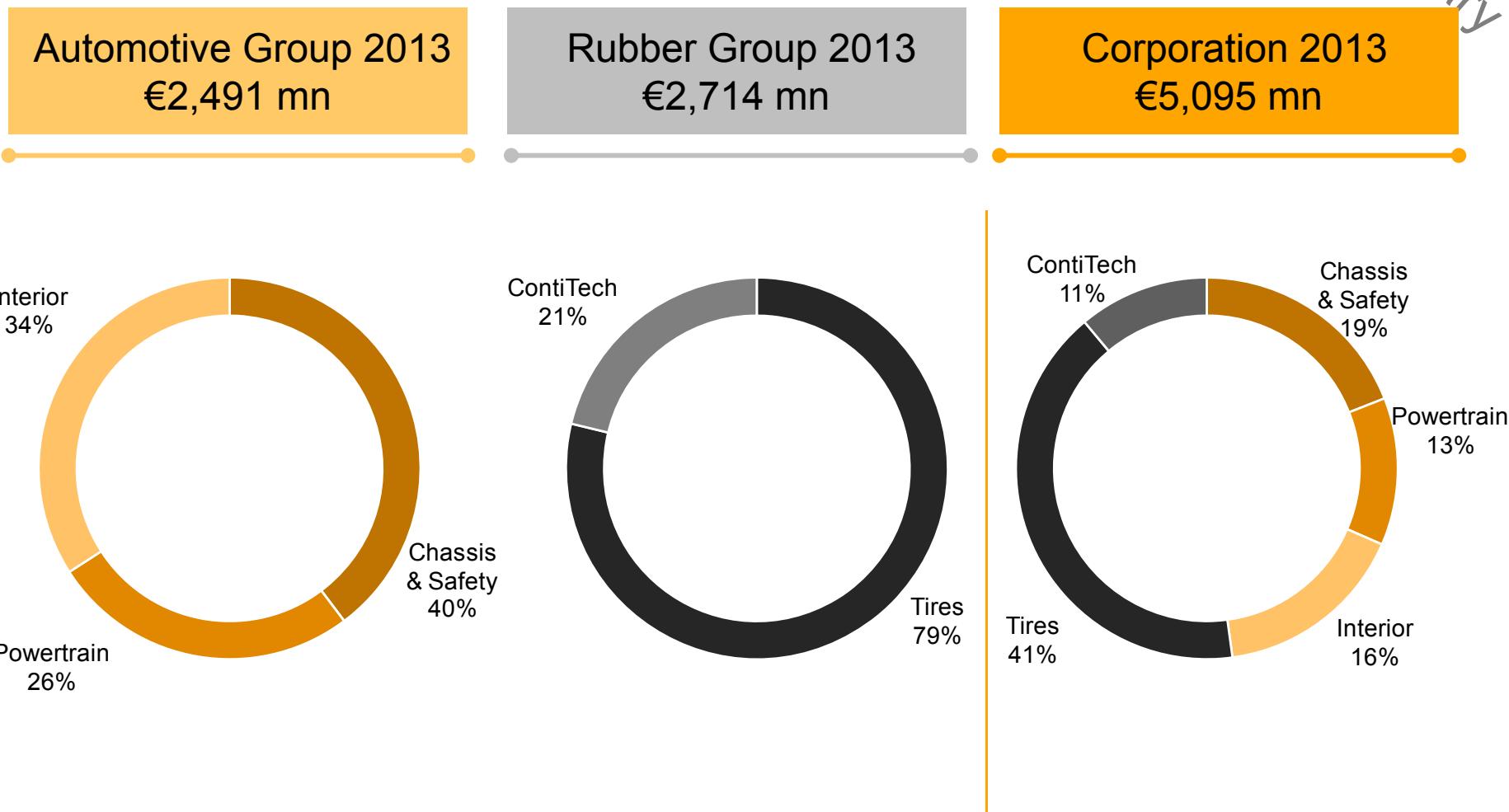
Corporation 2013  
€33,331 mn



## 6) Back-up

### EBITDA by Division

Preliminary

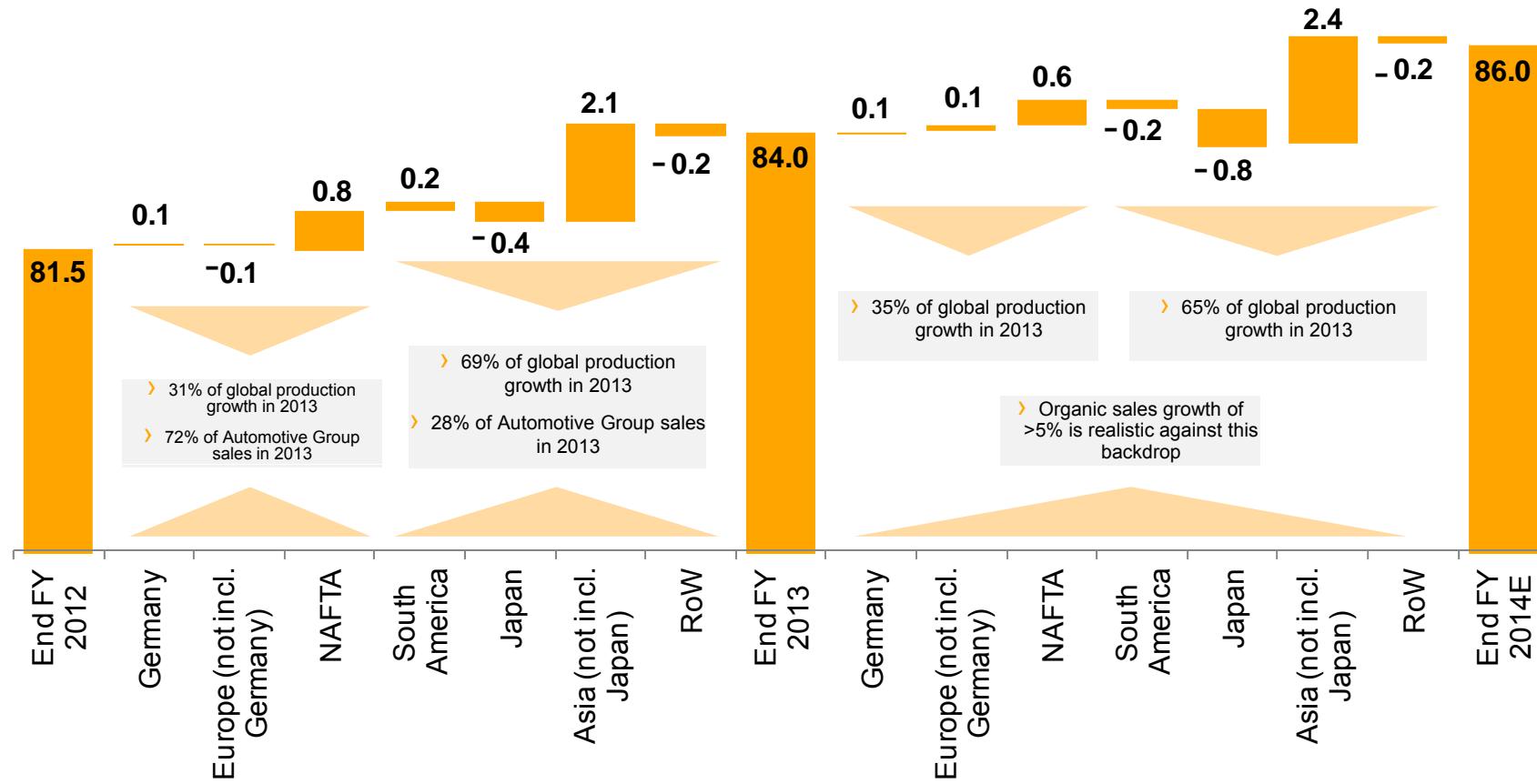


## 6) Back-up

### Sales Growth Profile 2013 and 2014 Automotive Group (in %)

Preliminary

#### Passenger Car & Light Vehicle Production by Market 2013 & 2014E



## 6) Back-up

### Overview of Volume Development

Preliminary

Units (YOY change)	Q1/12	H1/12	9M/12	FY 12	Q1/13	H1/13	9M/13	FY 13
<b>Market data</b>								
EU production	-3%	-4%	-5%	-5%	-8%	-3%	-1%	0%
NAFTA production	18%	22%	19%	17%	1%	4%	5%	5%
PC & LT production EU + NAFTA	5%	6%	4%	4%	-4%	0%	2%	2%
Worldwide production	9%	8%	6%	6%	0%	2%	3%	3%
<b>Continental</b>								
ESC	11%	12%	11%	11%	13%	14%	15%	15%
ABS	9%	7%	0%	-4%	-24%	-24%	-21%	-19%
Boosters	16%	8%	4%	4%	-4%	-2%	0%	0%
Calipers	15%	8%	6%	6%	2%	7%	7%	6%
ADAS	52%	41%	52%	57%	51%	57%	57%	58%
Engine ECUs	2%	-4%	-9%	-10%	-11%	-8%	-4%	-1%
Injectors	4%	-4%	-7%	-7%	-10%	-7%	-3%	-1%
Transmissions	29%	25%	19%	16%	4%	7%	10%	12%
Turbocharger					296%	207%	179%	108%
<b>Market data tires</b>								
PLT RT Europe	-10%	-11%	-10%	-8%	-10%	-4%	-1%	-1%
PLT RT NAFTA	-5%	-3%	-3%	-2%	-2%	0%	4%	4%
CVT OE Europe	-3%	-5%	-7%	-4%	-3%	0%	0%	0%
CVT OE NAFTA	31%	25%	14%	2%	-12%	-13%	-9%	-2%
CVT RT Europe	-27%	-26%	-19%	-14%	5%	8%	9%	9%
CVT RT NAFTA	-10%	-9%	-6%	-2%	-1%	-2%	-2%	-2%
<b>Continental</b>								
PLT tire	3%	0%	0%	0%	-6%	-1%	1%	2%
CV tire	0%	2%	2%	2%	-4%	2%	5%	6%
CT organic sales growth	4%	3%	2%	2%	-2%	0%	0%	2%

## 6) Back-up

### Corporation Highlights 2013

› Sales	Increase of 1.8% to €33,331.0 mn (PY: €32,736.2 mn); organic sales up 4.0%
› EBITDA <sup>1</sup>	Increase of 2.6% to €5,095.0 mn (PY: €4,967.4 mn)
› EBIT <sup>1</sup>	Increase to €3,263.7 mn (PY: €3,186.2 mn) Adj. EBIT <sup>2</sup> increase to €3,736.5 mn (11.3% adj. EBIT <sup>2</sup> margin) PPA <sup>3</sup> effect -€370.7 mn; total special effects -€104.5 mn
› NIAT <sup>4</sup>	Increase to €1,923.1 mn (PY: €1,905.2 mn)
› EPS <sup>4</sup>	EPS of €9.62 (PY: €9.53) EPS before PPA <sup>3</sup> €10.95 (PY: €11.13 before PPA <sup>3</sup> )
› Capex	Capex decreased to €1,981.1 mn (PY: €2,019.4 mn); capex ratio 5.9% of sales; Capex to depreciation coverage 1.1x (1.4x ex PPA <sup>3</sup> )
› R&D <sup>1</sup>	Expenses for research and development increased by 7.7% to €1,878.4 mn (PY: €1,744.8 mn); R&D ratio 5.6% of sales (PY: 5.3%)
› Cash flow	Operating cash flow down by €62.7 mn to €3,721.8 mn; free cash flow €1,818.3 mn
› Net debt	Net indebtedness down by €1,030.6 mn to €4,289.3 mn; Liquidity and undrawn credit lines amounted to €5,878.1 mn

<sup>1</sup> IAS 19 (rev. 2011) applied

<sup>2</sup> Before amortization of intangibles from PPA, consolidation and special effects; applying IAS 19 (rev. 2011)

<sup>3</sup> Amortization of intangibles from PPA, tax rate of 28% applied for EPS calculation

<sup>4</sup> Attributable to the shareholders of the parent, IAS 19 (rev. 2011) applied

## 6) Back-up

### Key Historical Credit Metrics – IAS 19 (rev. 2011) applied<sup>16</sup>

Preliminary

(mn €) <sup>1</sup>	2008	2009	2010	2011	2012	2013
---------------------	------	------	------	------	------	------

#### Cash Flow Statement

<b>Adjusted EBITDA<sup>2</sup></b>	<b>3,001</b>	<b>2,354</b>	<b>3,662</b>	<b>4,247</b>	<b>4,822</b>	<b>5,094</b>
<b>Reported EBITDA</b>	<b>2,771</b>	<b>1,591</b>	<b>3,588</b>	<b>4,228</b>	<b>4,967</b>	<b>5,095</b>
Net cash interest paid	-519	-727	-703	-662	-575	-534
Tax paid	-282	-205	-493	-466	-684	-805
Change in net working capital <sup>3</sup>	275	595	-497	-556	564	-4
Other <sup>4</sup>	-360	1,173	-46	-256	-488	-30
<b>Cash flow arising from operating activities</b>	<b>1,885</b>	<b>2,427</b>	<b>1,849</b>	<b>2,289</b>	<b>3,785</b>	<b>3,722</b>
<b>Cash flow arising from investing activities</b>	<b>-1,256</b>	<b>-787</b>	<b>-1,282</b>	<b>-1,798</b>	<b>-2,132</b>	<b>-1,904</b>
- thereof capex in PPE and intangibles	-1,621	-911	-1,324	-1,813	-2,081	-2,024
<b>Cash flow before financing activities</b>	<b>629</b>	<b>1,640</b>	<b>567</b>	<b>491</b>	<b>1,653</b>	<b>1,818</b>

#### Balance Sheet

Cash and cash equivalents	1,569	1,713	1,471	1,541	2,397	2,045
Derivative instruments and interest-bearing investments	64	104	202	249	536	303
Total indebtedness	12,117	10,713	8,991	8,562	8,253	6,638
<b>Net Indebtedness</b>	<b>10,484</b>	<b>8,896</b>	<b>7,317</b>	<b>6,772</b>	<b>5,320</b>	<b>4,289</b>

#### Credit Ratios

<b>Net indebtedness / adj. EBITDA<sup>2</sup></b>	<b>3.5x</b>	<b>3.8x</b>	<b>2.0x</b>	<b>1.6x</b>	<b>1.1x</b>	<b>0.8x</b>
<b>Net cash interest paid coverage (Ratio)<sup>5</sup></b>	<b>5.8x</b>	<b>3.2x</b>	<b>5.2x</b>	<b>6.4x</b>	<b>8.4x</b>	<b>9.5x</b>

<sup>1</sup> Amounts shown may contain rounding differences

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

<sup>3</sup> Includes changes in inventories, trade accounts receivable, trade accounts payable and discounted notes

<sup>4</sup> 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

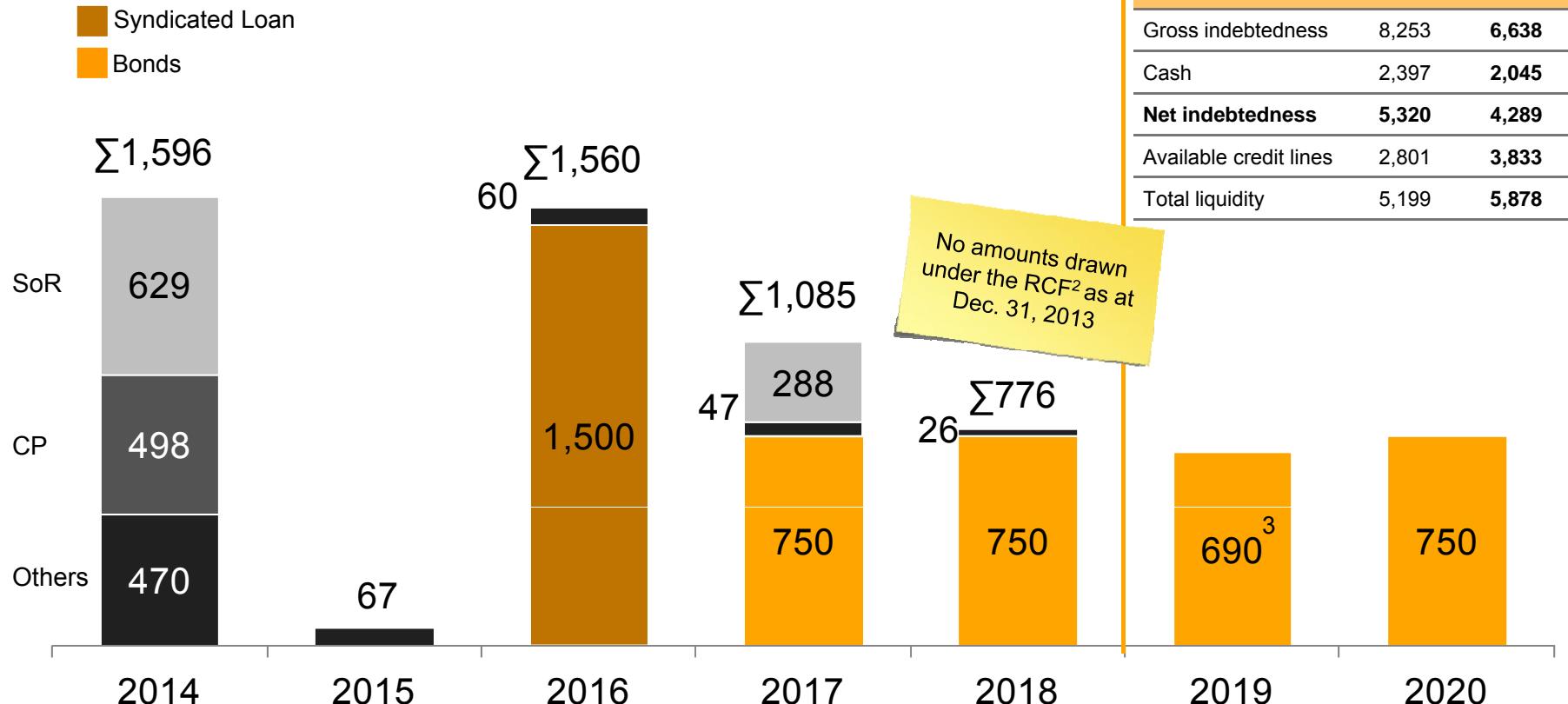
<sup>5</sup> Adj. EBITDA to net cash interest paid

<sup>6</sup> For 2012 & 2013 only

## 6) Back-up

### Maturities<sup>1</sup> for Gross Indebtedness (mn €)

As at December 31, 2013



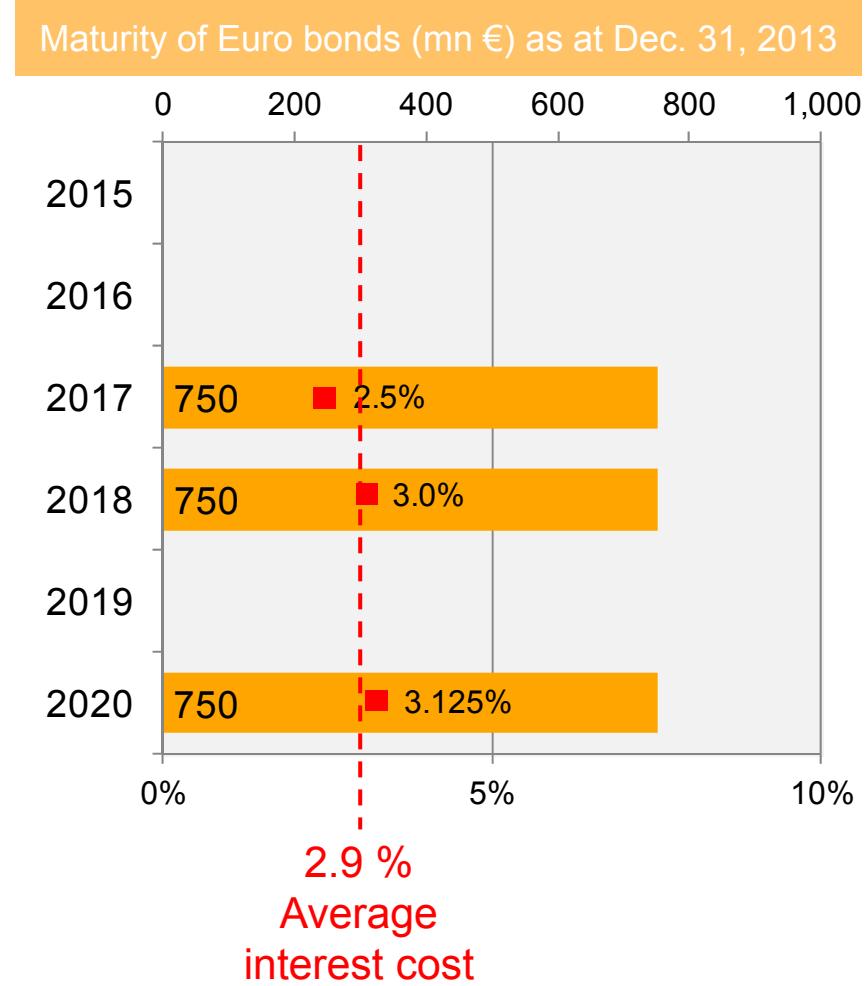
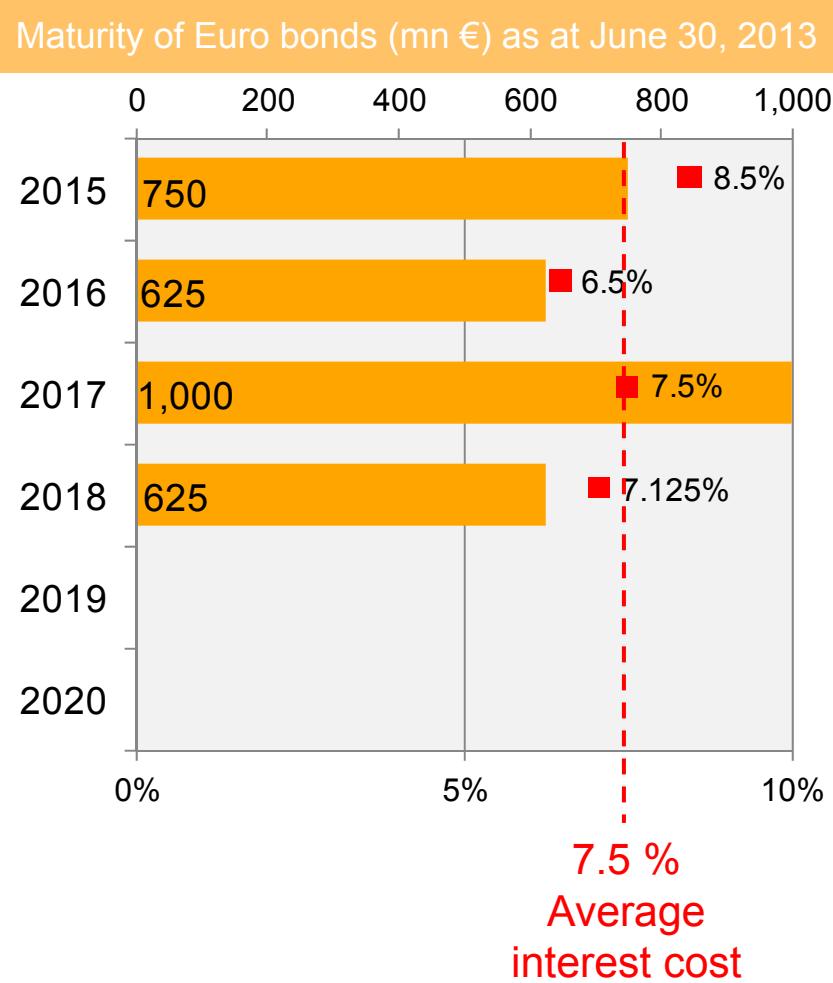
<sup>1</sup> Maturities later than 2018 are bond maturities only; all bond and syndicated loan amounts shown are nominal values; maturities do not add up to gross indebtedness amounting to €6,637.5 mn as at Dec. 31, 2013; CP = Commercial Paper; SoR = Sales of receivables (€916.2 mn total amount as at Dec. 31, 2013)

<sup>2</sup> Any utilization under the Revolving Credit Facility (RCF) has to be shown as short term debt according to IFRS although the RCF matures in 2018 and has a total volume of €3,000 mn

<sup>3</sup> Nominal amount \$950 mn (exchange rate as at Dec. 31, 2013: 1.3764)

## 6) Back-up

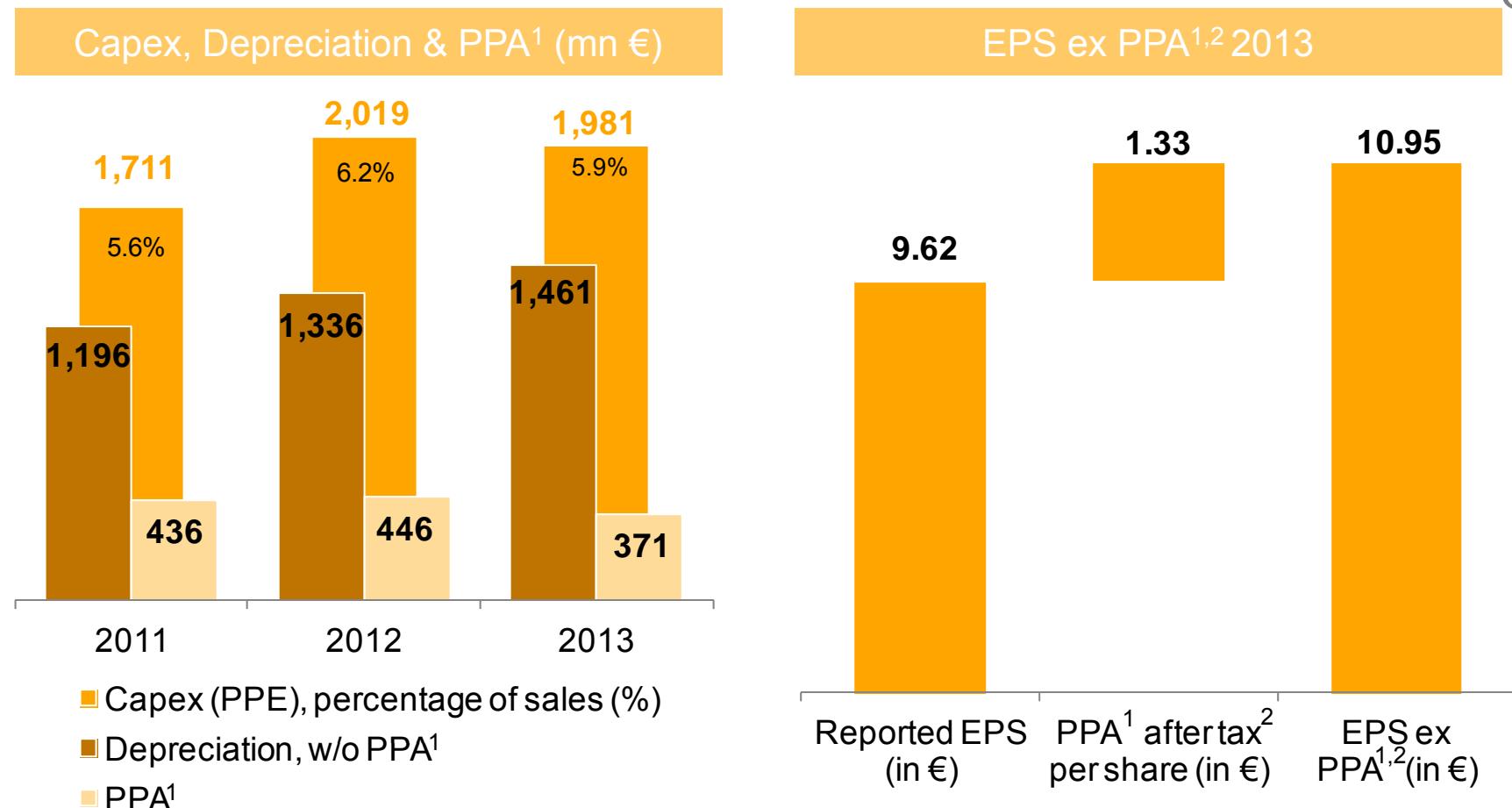
### Debt Capital Markets – Summary of Transactions July to Nov. 2013



## 6) Back-up

### Capex and Depreciation & EPS Breakdown

Preliminary

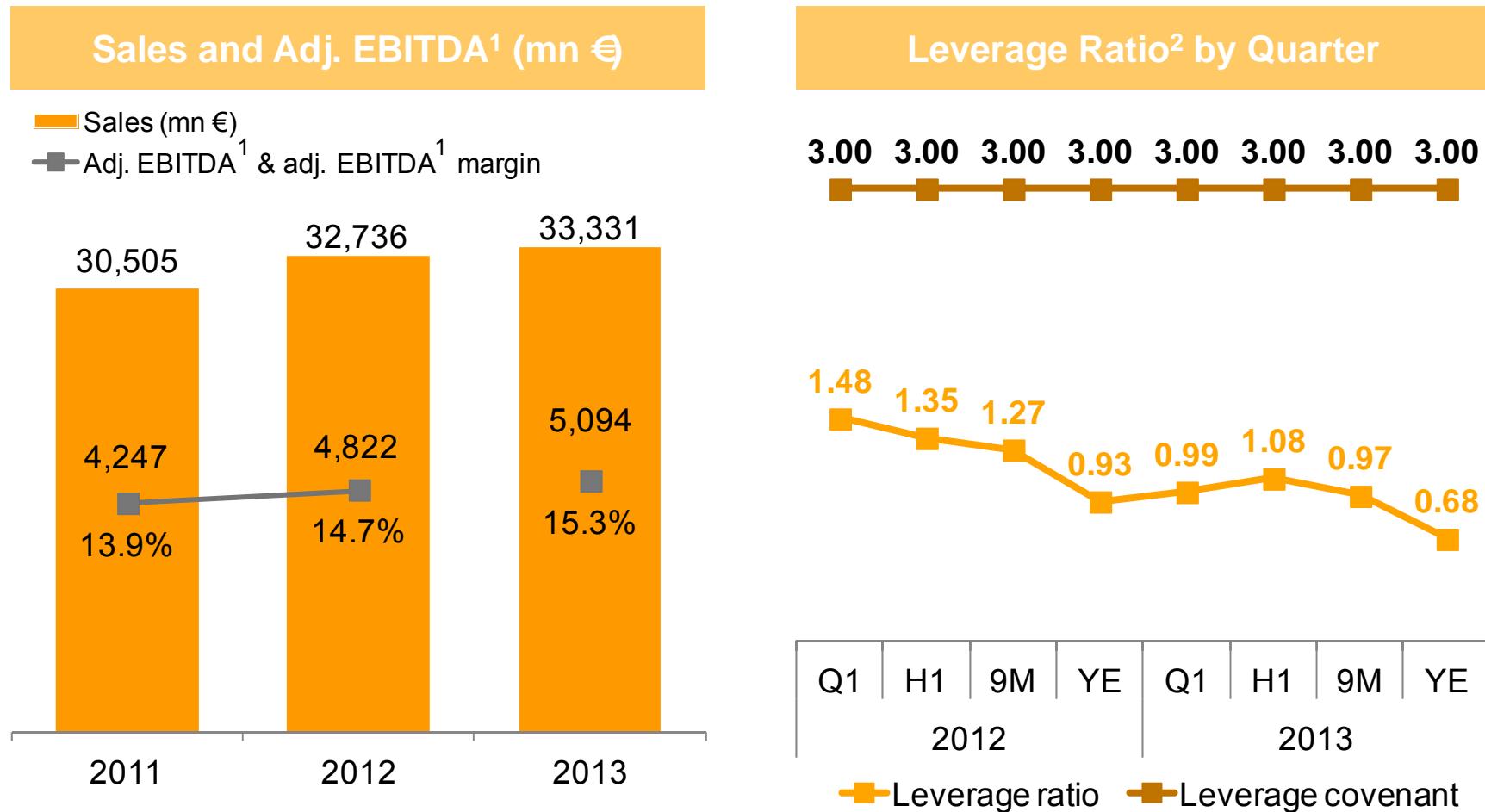


<sup>1</sup> Amortization of intangibles from PPA

<sup>2</sup> Assuming corporate tax rate of 28%

## 6) Back-up

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



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

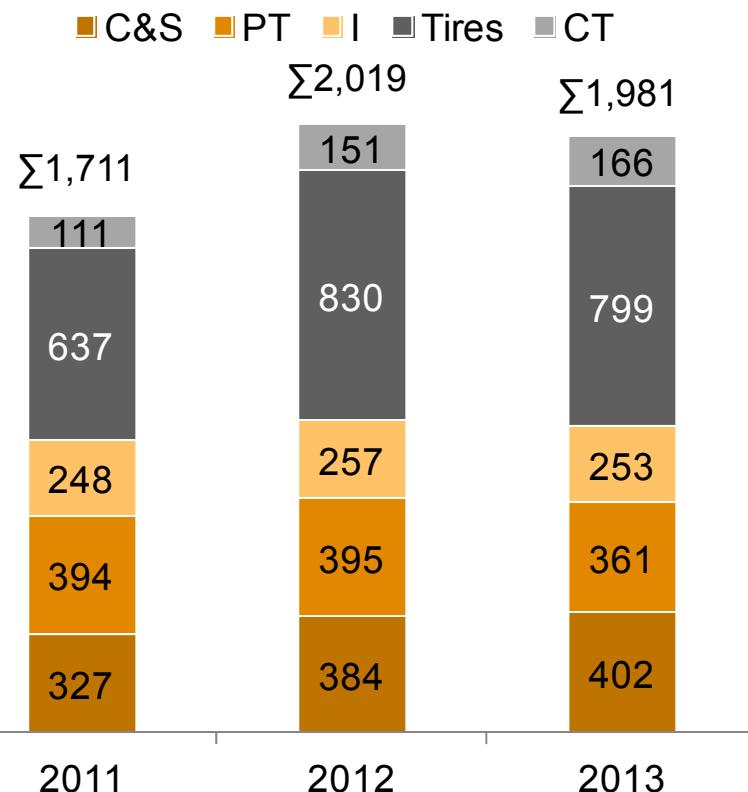
<sup>2</sup> Leverage covenant ratio as defined in syndicated loan agreement

## 6) Back-up

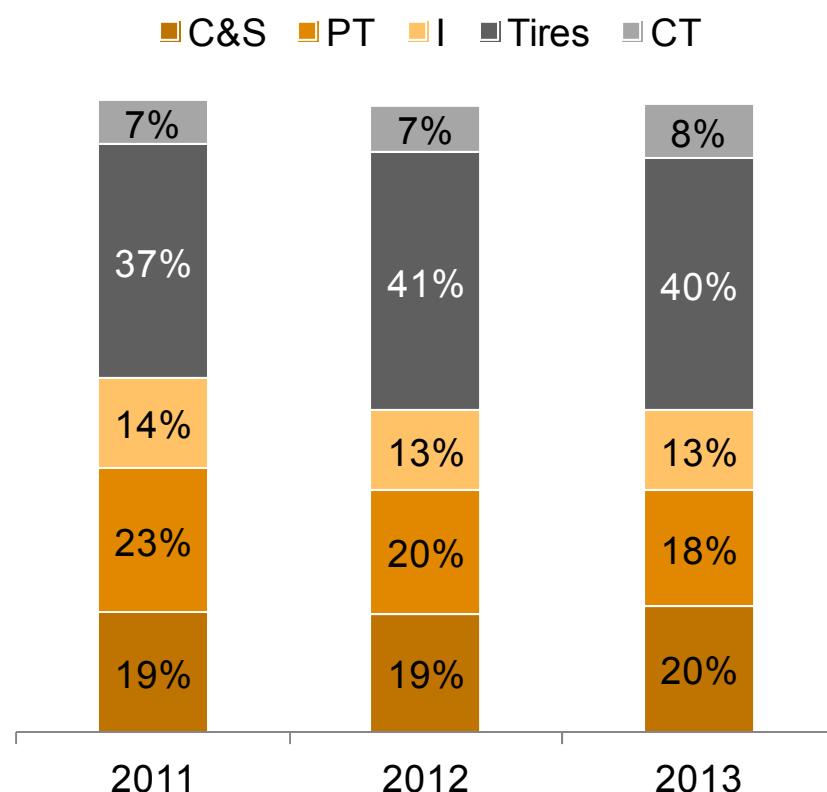
### Capex 2011-2013

Preliminary

Capex by Division 2011 - 2013 (mn €)



Capex distribution by Division 2011 - 2013

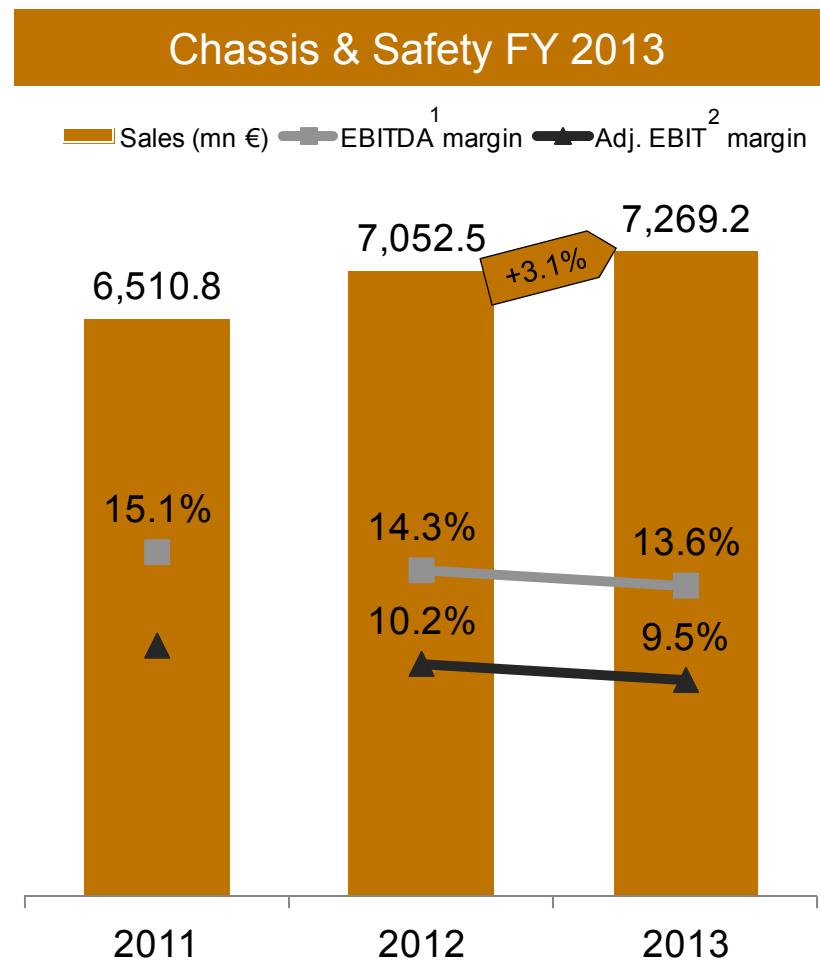


Note: Rounding differences may occur

## 6) Back-up

### Automotive Group Financials – Chassis & Safety

- › Sales increased by 6.7% before consolidation and FX effects
- › EBITDA<sup>1</sup> decreased by €17.7 mn to €990.2 mn (-1.8%)
- › Adj. EBIT<sup>2</sup> decreased by €31.2 mn to €689.8 mn (adj. EBIT<sup>2</sup> margin 9.5%)
- › EBIT<sup>1</sup> decreased by €73.8 mn to €598.9 mn (EBIT<sup>1</sup> margin 8.2%)
- › PPA effect in 2013: -€50.9 mn
- › Special effects in 2013: -€41.1 mn mainly from asset impairments (-€41.4 mn)



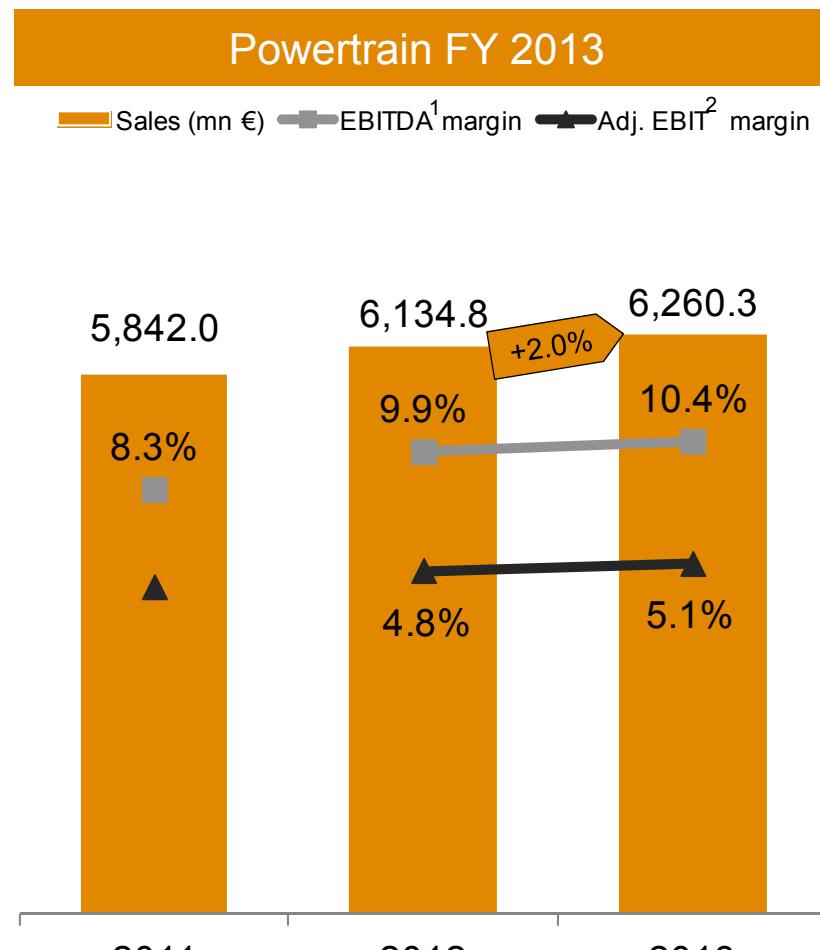
<sup>1</sup> IAS 19 (rev. 2011) applied for 2012 & 2013

<sup>2</sup> 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 3.4% before consolidation and FX effects
- › EBITDA<sup>1</sup> increased by €41.2 mn to €650.2 mn (+6.8%)
- › Adj. EBIT<sup>2</sup> increased by €20.5 mn to €317.9 mn (adj. EBIT<sup>2</sup> margin 5.1%)
- › EBIT<sup>1</sup> increased by €131.2 mn to €179.5 mn (EBIT<sup>1</sup> margin 2.9%)
- › PPA effect in 2013: -€126.9 mn
- › Special effects in 2013: -€14.4 mn mainly resulting from goodwill impairment (-€27.6 mn) and from SKI transaction (+€23.6 mn)



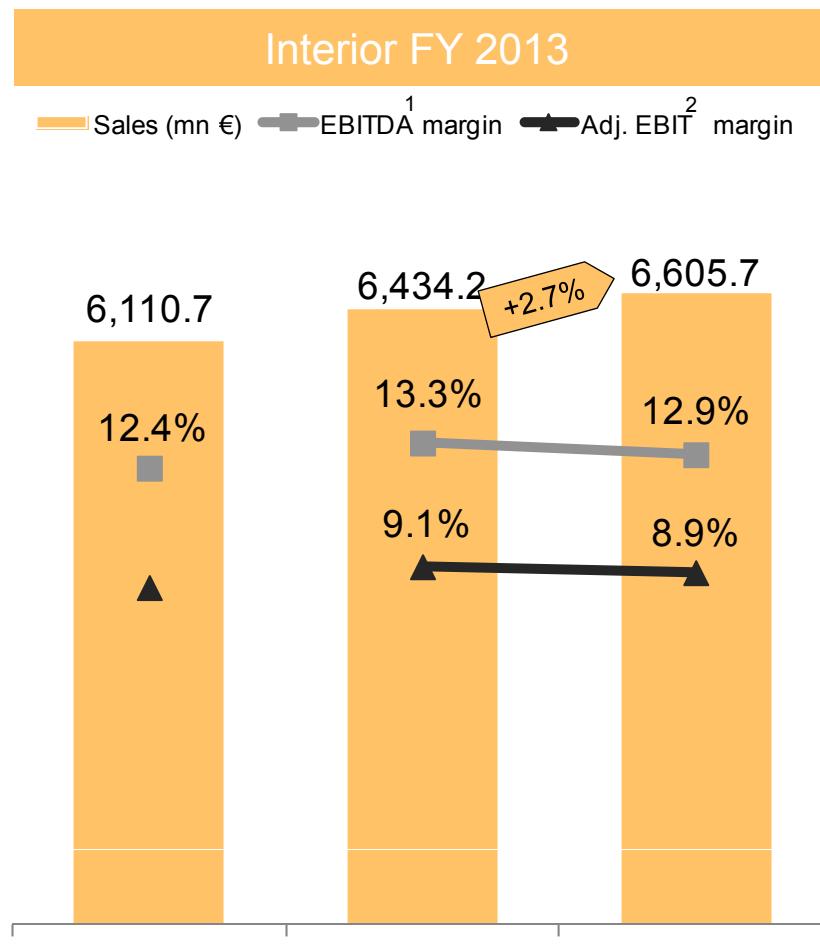
<sup>1</sup> IAS 19 (rev. 2011) applied for 2012 & 2013

<sup>2</sup> 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 6.0% before consolidation and FX effects
- › EBITDA<sup>1</sup> decreased by €3.1 mn to €850.2 mn (-0.4%)
- › Adj. EBIT<sup>2</sup> increased by €2.2 mn to €585.3 mn (adj. EBIT<sup>2</sup> margin 8.9%)
- › EBIT<sup>1</sup> decreased by €32.9 mn to €380.6 mn (EBIT<sup>1</sup> margin 5.8%)
- › PPA effect in 2013: -€182.7 mn
- › Special effects in 2013: -€19.8 mn mainly resulting from goodwill impairment (-€40.0 mn) and from the S-Y transaction (+€45.6 mn)



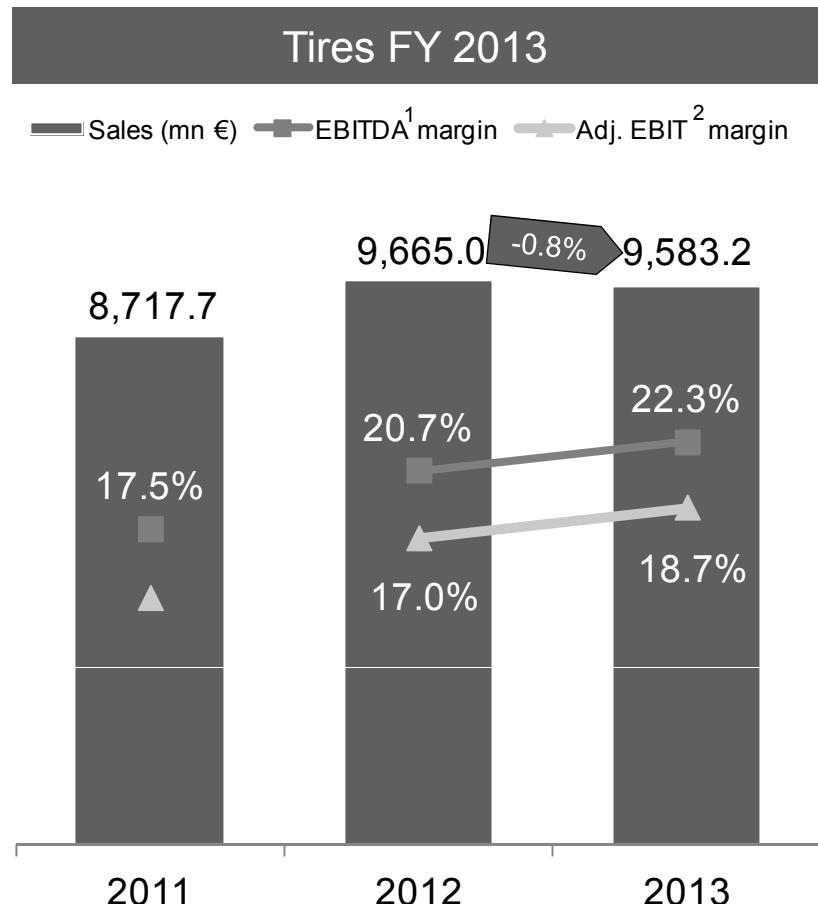
<sup>1</sup> IAS 19 (rev. 2011) applied for 2012 & 2013

<sup>2</sup> 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 1.7% before consolidation and FX effects
- › EBITDA<sup>1</sup> increased by €132.6 mn to €2,137.7 mn (+6.6%)
- › Adj. EBIT<sup>2</sup> increased by €150.4 mn to €1,790.7 mn (adj. EBIT<sup>2</sup> margin 18.7%)
- › EBIT<sup>1</sup> increased by €86.2 mn to €1,752.7 mn (EBIT<sup>1</sup> margin 18.3%)
- › Special effects in 2013: -€31.3 mn mainly related to a provision of -€40.5 mn for Claroix



<sup>1</sup> IAS 19 (rev. 2011) applied for 2012 & 2013

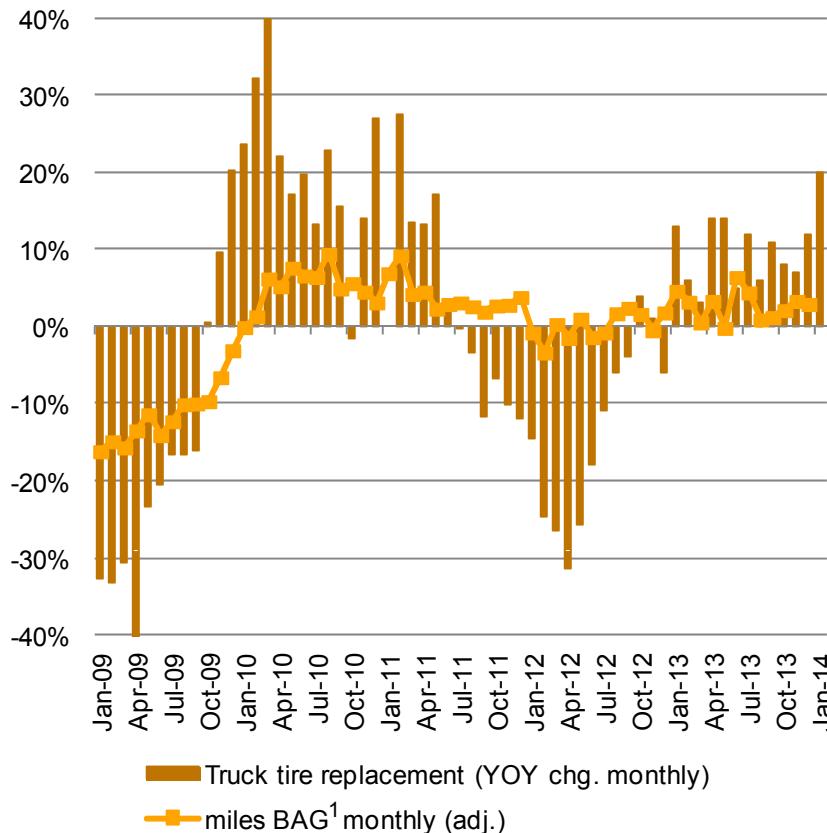
<sup>2</sup> Before amortization of intangibles from PPA, consolidation and special effects; applying IAS 19 (rev. 2011) for 2012 & 2013. Refer to Fact Sheets for further details

## 6) Back-up

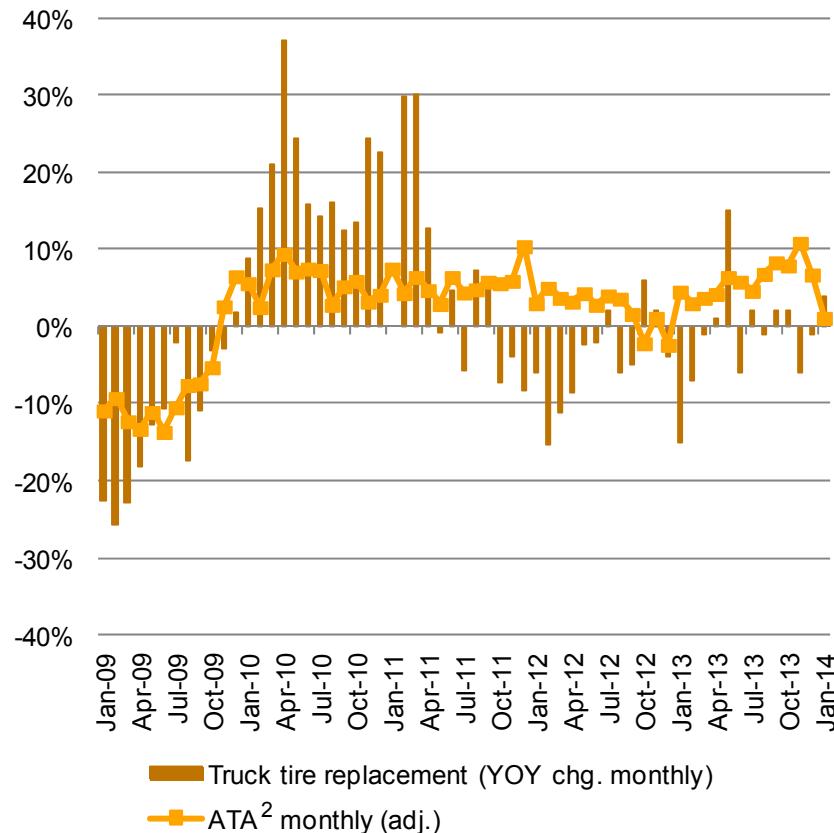
### Tires – Commercial Vehicle Tire Demand

Preliminary

#### Replacement Tire Demand Development for Truck Tires Europe



#### Replacement Tire Demand Development for Truck Tires NAFTA



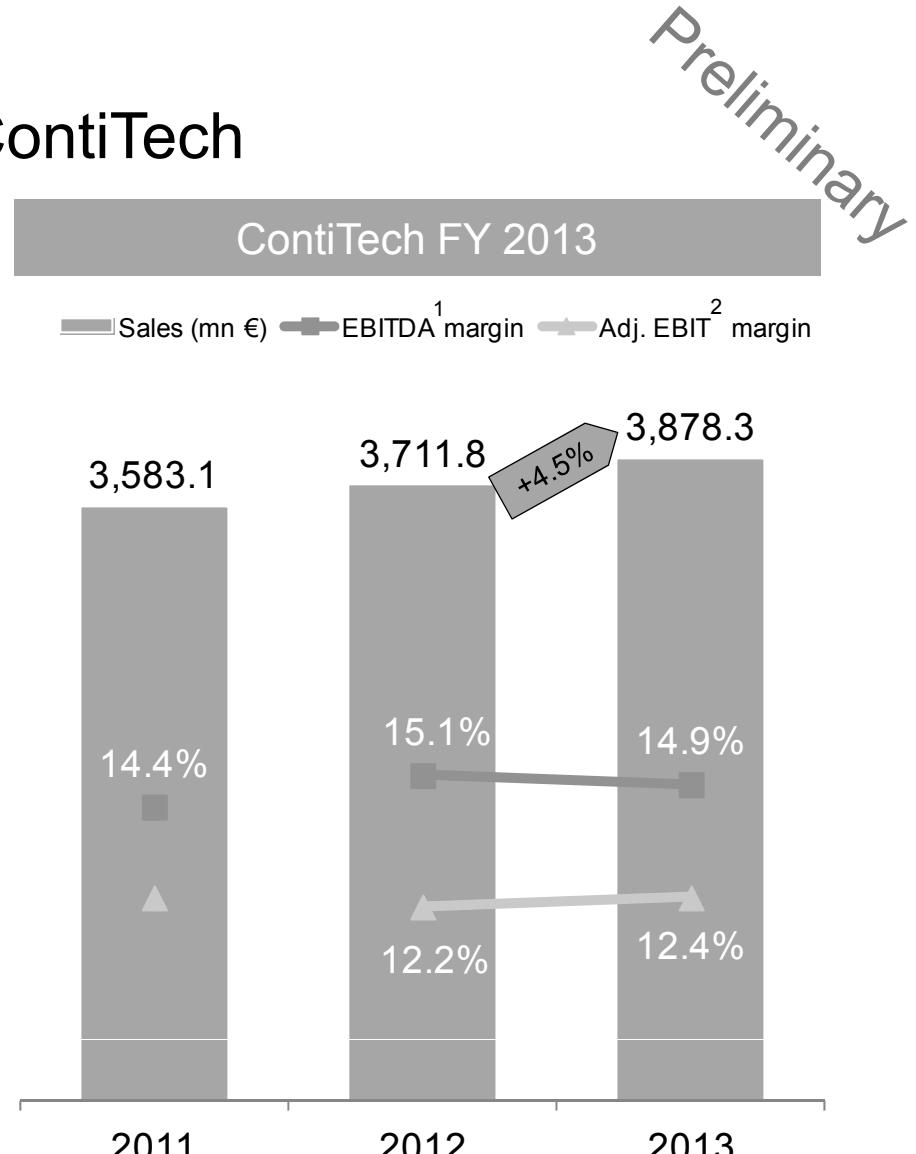
<sup>1</sup> BAG = Bundesamt für Güterverkehr

<sup>2</sup> ATA = American Trucking Association

## 6) Back-up

### Rubber Group Financials – ContiTech

- › Sales increased by 2.0% before consolidation and FX effects
- › EBITDA<sup>1</sup> increased by €17.4 mn to €576.3 mn (+3.1%)
- › Adj. EBIT<sup>2</sup> increased by €14.0 mn to €465.3 mn (adj. EBIT<sup>2</sup> margin 12.4%)
- › EBIT<sup>1</sup> increased by €8.5 mn to €462.1 mn (EBIT<sup>1</sup> margin 11.9%)
- › Special effects in 2013: -€0.3 mn



<sup>1</sup> IAS 19 (rev. 2011) applied for 2012 & 2013

<sup>2</sup> 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 – 2013

# 6) Fact Sheets

## Quarterly Sales Analysis

Preliminary

Sales	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	1,815.4	7,269.2
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	1,566.4	6,260.3
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	1,649.8	6,605.7
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	2,463.8	9,583.2
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	976.1	3,878.3
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	-64.4	-265.7
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	8,407.1	33,331.0

Changes Y-o-Y in %	2011					2012					2013				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	19.5	8.7	11.2	12.0	12.7	12.0	11.2	8.1	2.3	8.3	-1.1	4.5	4.4	4.7	3.1
Powertrain	26.4	21.5	30.0	16.9	23.5	16.4	7.5	-2.1	-0.9	5.0	-6.2	2.2	5.2	7.9	2.0
Interior	14.2	5.4	13.1	10.7	10.7	8.6	6.6	3.8	2.2	5.3	-2.5	6.7	1.9	4.6	2.7
Tires	27.9	15.0	23.2	21.6	21.7	19.5	11.9	10.7	3.0	10.9	-6.1	2.9	-0.3	0.1	-0.8
ContiTech	26.2	18.1	15.0	5.5	15.8	4.2	1.7	2.6	6.0	3.6	2.0	7.2	4.1	4.6	4.5
Continental Corporation	22.5	13.1	18.9	14.6	17.1	13.3	8.7	5.4	2.3	7.3	-3.4	4.3	2.6	3.8	1.8

## 6) Fact Sheets

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

Preliminary

EBITDA		2011					2012					2013				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>C&amp;S</b>		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	252.3	990.2
<b>Powertrain</b>		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	162.1	650.2
<b>Interior</b>		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	213.5	850.2
<b>Tires</b>		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	554.4	2,137.7
<b>ContiTech</b>		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	143.2	576.3
<b>Other / Consolidation</b>		-15.1	-2.8	-18.6	-2.8	-39.3	-18.3	-12.5	-24.6	-11.4	-66.8	-28.5	-19.7	-29.1	-32.3	-109.6
<b>Continental Corporation</b>		1,028.5	1,044.2	1,037.1	1,118.2	4,228.0	1,203.9	1,288.7	1,198.3	1,276.5	4,967.4	1,169.4	1,309.9	1,322.5	1,293.2	5,095.0
EBITDA margin in %		2011					2012					2013				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>C&amp;S</b>		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	13.9	13.6
<b>Powertrain</b>		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	10.3	10.4
<b>Interior</b>		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	12.9	12.9
<b>Tires</b>		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	22.5	22.3
<b>ContiTech</b>		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	14.7	14.9
<b>Continental Corporation</b>		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	15.4	15.3
Changes Y-o-Y in %		2011					2012					2013				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>C&amp;S</b>		9.5	2.9	18.6	10.9	10.2	-0.6	4.3	-2.5	9.3	2.6	-3.2	-2.7	3.6	-4.3	-1.8
<b>Powertrain</b>		44.6	1.0	491.1	90.8	80.7	36.2	63.3	-10.8	28.0	25.6	-3.2	10.1	28.6	-2.8	6.8
<b>Interior</b>		9.3	35.1	63.1	0.4	22.6	14.4	8.1	2.5	24.5	12.5	1.4	3.7	10.6	-13.8	-0.4
<b>Tires</b>		18.8	1.0	15.1	8.8	10.4	31.4	42.6	41.3	12.9	31.4	-2.0	0.5	13.1	14.7	6.6
<b>ContiTech</b>		21.7	7.4	-6.6	19.7	10.0	-0.4	7.2	27.0	3.2	8.5	-3.1	6.4	-3.1	13.3	3.1
<b>Continental Corporation</b>		15.8	11.6	31.8	14.5	17.9	17.1	23.4	15.5	14.2	17.5	-2.9	1.6	10.4	1.3	2.6

## 6) Fact Sheets

### Quarterly Analysis of Adjusted EBIT<sup>1</sup> – IAS 19 (rev. 2011) applied

Preliminary

Adjusted EBIT	2012					2013				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>C&amp;S</b>	180.1	186.3	164.1	190.5	721.0	168.0	175.5	168.0	178.3	689.8
<b>Powertrain</b>	89.7	80.5	50.0	77.2	297.4	58.6	92.5	83.4	83.4	317.9
<b>Interior</b>	142.7	148.1	128.8	163.5	583.1	124.4	162.4	149.0	149.5	585.3
<b>Tires</b>	379.3	441.6	433.2	386.2	1,640.3	366.8	440.0	535.3	448.6	1,790.7
<b>ContiTech</b>	116.8	124.6	106.6	103.3	451.3	109.4	130.0	110.9	115.0	465.3
<b>Other / Consolidation</b>	-19.9	-14.7	-28.5	-18.5	-81.6	-31.0	-19.7	-29.2	-32.6	-112.5
<b>Continental Corporation</b>	888.7	966.4	854.2	902.2	3,611.5	796.2	980.7	1,017.4	942.2	3,736.5

Adjusted EBIT* margin in %	2012					2013				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>C&amp;S</b>	9.9	10.5	9.5	11.0	10.2	9.4	9.4	9.3	9.8	9.5
<b>Powertrain</b>	5.5	5.1	3.4	5.3	4.8	3.8	5.8	5.3	5.3	5.1
<b>Interior</b>	8.6	9.2	8.3	10.5	9.1	7.7	9.4	9.2	9.1	8.9
<b>Tires</b>	16.0	18.8	17.4	15.7	17.0	16.5	18.2	21.6	18.4	18.7
<b>ContiTech</b>	12.7	13.4	11.5	11.1	12.2	12.2	13.6	12.1	11.9	12.4
<b>Continental Corporation</b>	10.7	11.8	10.5	11.2	11.0	10.0	11.5	12.2	11.3	11.3

Changes Y-o-Y in %	2013				
	Q1	Q2	Q3	Q4	FY
<b>C&amp;S</b>	-6.7	-5.8	2.4	-6.4	-4.3
<b>Powertrain</b>	-34.7	14.9	66.8	8.0	6.9
<b>Interior</b>	-12.8	9.7	15.7	-8.6	0.4
<b>Tires</b>	-3.3	-0.4	23.6	16.2	9.2
<b>ContiTech</b>	-6.3	4.3	4.0	11.3	3.1
<b>Continental Corporation</b>	-10.4	1.5	19.1	4.4	3.5

<sup>1</sup> 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

Preliminary

EBIT		2011					2012					2013				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>C&amp;S</b>		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	125.8	598.9
<b>Powertrain</b>		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	19.6	179.5
<b>Interior</b>		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	68.0	380.6
<b>Tires</b>		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	452.6	1,752.7
<b>ContiTech</b>		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	113.4	462.1
<b>Other / Consolidation</b>		-15.5	-3.2	-18.8	-2.8	-40.3	-18.3	-12.8	-24.6	-12.7	-68.4	-28.6	-19.8	-29.1	-32.6	-110.1
<b>Continental Corporation</b>		633.9	647.1	635.7	680.2	2,596.9	787.2	866.2	766.8	766.0	3,186.2	747.4	883.2	886.3	746.8	3,263.7
EBIT margin in %		2011					2012					2013				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>C&amp;S</b>		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	6.9	8.2
<b>Powertrain</b>		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	1.3	2.9
<b>Interior</b>		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	4.1	5.8
<b>Tires</b>		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	18.4	18.3
<b>ContiTech</b>		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	11.6	11.9
<b>Continental Corporation</b>		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	8.9	9.8
Changes Y-o-Y in %		2011					2012					2013				
		Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
<b>C&amp;S</b>		15.4	4.7	33.9	15.1	16.3	-3.0	3.1	-6.5	13.5	1.6	-6.9	-6.0	1.2	-30.0	-11.0
<b>Powertrain</b>		160.2	28.1	129.0	108.9	115.8	252.3	332.7	-81.4	-951.1	54.3	13.8	57.6	800.0	149.0	271.6
<b>Interior</b>		30.8	134.0	605.8	-10.5	68.1	29.2	8.7	-4.3	70.5	24.8	3.1	9.8	28.7	-50.4	-8.0
<b>Tires</b>		25.0	6.1	20.2	10.3	14.6	39.4	52.7	50.7	18.6	39.4	-5.0	-0.6	14.3	11.3	5.2
<b>ContiTech</b>		26.8	9.0	-5.8	24.3	12.9	-0.9	8.3	33.1	-1.5	8.8	-7.0	4.5	-6.0	19.0	1.9
<b>Continental Corporation</b>		28.2	25.2	74.1	21.7	34.2	24.2	33.9	20.6	12.6	22.7	-5.1	2.0	15.6	-2.5	2.4

## 6) Fact Sheets

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

Preliminary

(mn €)	YE 2011	YE 2012	YE 2013	Q4 2011	Q4 2012	Q4 2013
<b>Sales</b>	<b>30,504.9</b>	<b>32,736.2</b>	<b>33,331.0</b>	<b>7,912.3</b>	<b>8,095.7</b>	<b>8,407.1</b>
Cost of sales	-24,107.9	-25,616.9	-25,529.4	-6,234.2	-6,348.8	-6,445.5
<b>Gross margin on sales</b>	<b>6,397.0</b>	<b>7,119.3</b>	<b>7,801.6</b>	<b>1,678.1</b>	<b>1,746.9</b>	<b>1,961.6</b>
Research and development expenses	-1,608.7	-1,744.8	-1,878.4	-383.0	-399.2	-404.0
Selling and logistics expenses	-1,433.0	-1,581.5	-1,657.0	-385.9	-414.8	-437.1
Administrative expenses	-651.6	-661.2	-698.7	-176.4	-169.0	-174.3
Other income and expenses	-196.8	-16.7	-342.2	-82.6	-17.3	-214.1
Income from at-equity accounted investees	86.5	63.4	37.6	26.2	16.2	13.8
Other income from investments	3.5	7.7	0.8	3.8	3.2	0.9
<b>Earnings before interest and taxes</b>	<b>2,596.9</b>	<b>3,186.2</b>	<b>3,263.7</b>	<b>680.2</b>	<b>766.0</b>	<b>746.8</b>
Interest income	29.2	27.8	29.1	8.6	9.0	9.8
Interest expense <sup>1</sup>	-764.7	-526.6	-833.4	-183.1	-125.9	-183.6
<b>Net interest expense</b>	<b>-735.5</b>	<b>-498.8</b>	<b>-804.3</b>	<b>-174.5</b>	<b>-116.9</b>	<b>-173.8</b>
<b>Earnings before taxes</b>	<b>1,861.4</b>	<b>2,687.4</b>	<b>2,459.4</b>	<b>505.7</b>	<b>649.2</b>	<b>573.0</b>
Income tax expense	-536.2	-697.8	-449.6	-126.7	-161.8	-211.8
<b>Net income</b>	<b>1,325.2</b>	<b>1,989.6</b>	<b>2,009.8</b>	<b>379.0</b>	<b>487.4</b>	<b>361.2</b>
Non-controlling interests	-83.0	-84.4	-86.7	-30.5	-34.6	-14.1
<b>Net income attributable to the shareholders of the parent</b>	<b>1,242.2</b>	<b>1,905.2</b>	<b>1,923.1</b>	<b>348.5</b>	<b>452.8</b>	<b>347.1</b>
<b>Basic earnings per share in EUR</b>	<b>6.21</b>	<b>9.53</b>	<b>9.62</b>	<b>1.74</b>	<b>2.26</b>	<b>1.74</b>
<b>Diluted earnings per share in EUR</b>	<b>6.21</b>	<b>9.53</b>	<b>9.62</b>	<b>1.74</b>	<b>2.26</b>	<b>1.74</b>

<sup>1</sup> 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 €)	Dec. 31, 2013	Dec. 31, 2012	Jan. 1, 2012 <sup>1</sup>
Goodwill	5,520.9	5,622.2	5,692.4
Other intangible assets	557.7	945.1	1,365.9
Property, plant and equipment	7,728.0	7,391.0	6,608.5
Investment property	20.4	19.8	19.0
Investments in at-equity accounted investees	450.0	376.5	480.2
Other investments	7.9	6.9	6.9
Deferred tax assets	928.4	850.4	600.4
Defined benefit assets	6.0	2.0	10.1
Long-term derivative instruments and interest-bearing investments	285.1	433.9	193.2
Other long-term financial assets	45.0	23.8	26.7
Other long-term assets	20.1	14.1	14.1
<b>Non-current assets</b>	<b>15,569.5</b>	<b>15,685.7</b>	<b>15,017.4</b>
Inventories	2,830.9	2,998.7	2,989.7
Trade accounts receivable	5,315.8	4,993.3	5,341.5
Other short-term financial assets	336.2	321.8	263.5
Other short-term assets	601.2	661.4	624.0
Income tax receivables	69.3	77.9	101.7
Short-term derivative instruments and interest-bearing investments	18.3	102.3	55.9
Cash and cash equivalents	2,044.8	2,397.2	1,541.2
Assets held for sale	34.8	211.8	45.4
<b>Current assets</b>	<b>11,251.3</b>	<b>11,764.4</b>	<b>10,962.9</b>
<b>Total assets</b>	<b>26,820.8</b>	<b>27,450.1</b>	<b>25,980.3</b>

<sup>1</sup> A third statement of financial position is prepared as at the start of the preceding period as the restatements due to the first-time adoption of IAS 19 (revised 2011), Employee Benefits, have a material effect on the information in the statement of financial position.

## 6) Fact Sheets

### Consolidated Statement of Financial Position – Total Equity and Liabilities

(mn €)	Dec. 31, 2013	Dec. 31, 2012	Jan. 1, 2012 <sup>1</sup>
Subscribed capital	512.0	512.0	512.0
Capital reserves	4,155.6	4,155.6	4,155.6
Retained earnings	5,535.3	4,062.2	2,457.0
Other comprehensive income	-1,191.7	-950.8	-472.3
<b>Equity attributable to the shareholders of the parent</b>	<b>9,011.2</b>	<b>7,779.0</b>	<b>6,652.3</b>
Non-controlling interests	311.0	377.4	397.2
<b>Total equity</b>	<b>9,322.2</b>	<b>8,156.4</b>	<b>7,049.5</b>
Provisions for pension liabilities and similar obligations	2,391.1	2,583.1	1,871.0
Deferred tax liabilities	113.2	269.2	266.2
Long-term provisions for other risks and obligations	266.9	308.5	321.8
Long-term portion of indebtedness	5,041.2	4,181.0	6,048.0
Other long-term financial liabilities	16.2	13.1	8.0
Other long-term liabilities	42.2	52.7	57.1
<b>Non-current liabilities</b>	<b>7,870.8</b>	<b>7,407.6</b>	<b>8,572.1</b>
Trade accounts payable	4,596.3	4,344.6	4,111.4
Income tax payables	588.2	713.3	648.2
Short-term provisions for other risks and obligations	631.1	597.0	905.1
Indebtedness	1,596.3	4,072.3	2,514.4
Other short-term financial liabilities	1,448.0	1,406.9	1,415.2
Other short-term liabilities	767.9	751.2	764.4
Liabilities held for sale	—	0.8	—
<b>Current liabilities</b>	<b>9,627.8</b>	<b>11,886.1</b>	<b>10,358.7</b>
<b>Total equity and liabilities</b>	<b>26,820.8</b>	<b>27,450.1</b>	<b>25,980.3</b>

<sup>1</sup> A third statement of financial position is prepared as at the start of the preceding period as the restatements due to the first-time adoption of IAS 19 (revised 2011), Employee Benefits, have a material effect on the information in the statement of financial position.

# 6) Fact Sheets

## Consolidated Statement of Cash Flows

Preliminary

	2013	2012
<b>(mn €)</b>		
<b>Net income</b>	<b>2,009.8</b>	<b>1,989.6</b>
Income tax expense	449.6	697.8
Net interest expense	804.3	498.8
<b>EBIT</b>	<b>3,263.7</b>	<b>3,186.2</b>
Interest paid	-565.1	-602.3
Interest received	30.8	27.8
Income tax paid	-805.4	-683.5
Dividends received	37.9	57.6
Depreciation, amortization, impairment and reversal of impairment losses	1,831.3	1,781.2
Income from at-equity accounted and other investments, incl. Impairments and reversals of impairment losses	-46.3	-71.1
Gains from the disposal of assets, companies and business operations	-86.9	-10.8
Other non-cash items	-2.4	-13.3
Changes in		
inventories	67.9	1.0
trade accounts receivable	-451.6	359.7
trade accounts payable	379.8	203.2
pension and similar obligations	-8.2	-65.5
other assets and liabilities	76.3	-385.7
<b>Cash flow arising from operating activities</b>	<b>3,721.8</b>	<b>3,784.5</b>
Proceeds on disposal of property, plant and equipment, and intangible assets	27.2	34.2
Capital expenditure on property, plant and equipment, and software	-1,980.7	-2,017.6
Capital expenditure on intangible assets from development projects and miscellaneous	-42.9	-63.1
Proceeds on the disposal of companies and business operations	246.9	7.1
Acquisition of companies and business operations	-154.0	-92.6
<b>Cash flow arising from investing activities</b>	<b>-1,903.5</b>	<b>-2,132.0</b>
<b>Cash flow before financing activities (free cash flow)</b>	<b>1,818.3</b>	<b>1,652.5</b>
Changes in short-term debt	-339.1	-336.8
Proceeds from the issuance of long-term debt	4,082.3	1,102.0
Principal repayments on long-term debt	-5,276.6	-1,192.9
Step acquisitions	-48.5	-18.1
Dividends paid	-450.0	-300.0
Dividends paid and repayment of capital to non-controlling interests	-62.7	-49.5
Cash and cash equivalents arising from first consolidation of subsidiaries	1.7	4.8
<b>Cash flow arising from financing activities</b>	<b>-2,092.9</b>	<b>-790.5</b>
<b>Change in cash and cash equivalents</b>	<b>-274.6</b>	<b>862.0</b>
Cash and cash equivalents as at January 1	2,397.2	1,541.2
Effect of exchange rate changes on cash and cash equivalents	-77.8	-6.0
<b>Cash and cash equivalents as at December 31</b>	<b>2,044.8</b>	<b>2,397.2</b>

## 6) Fact Sheets

### Q4 2013 Results Reported & Adjusted (mn €) – by Division

Preliminary

	Chassis & Safety		Powertrain		Interior		Tires		ContiTech		Cons./Corr.		Corporation	
	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013
<b>Sales</b>	<b>1,734.2</b>	<b>1,815.4</b>	<b>1,451.3</b>	<b>1,566.4</b>	<b>1,576.6</b>	<b>1,649.8</b>	<b>2,461.6</b>	<b>2,463.8</b>	<b>933.2</b>	<b>976.1</b>	<b>-61.2</b>	<b>-64.4</b>	<b>8,095.7</b>	<b>8,407.1</b>
<b>EBIT</b> in % of sales	<b>179.6</b>	<b>125.8</b>	<b>-40.0</b>	<b>19.6</b>	<b>137.1</b>	<b>68.0</b>	<b>406.7</b>	<b>452.6</b>	<b>95.3</b>	<b>113.4</b>	<b>-12.7</b>	<b>-32.6</b>	<b>766.0</b>	<b>746.8</b>
Amortization of intangible assets from PPA	13.2	11.4	43.0	28.4	50.8	40.1	1.1	1.1	3.2	1.6	0.1	0.0	111.4	82.6
Total special effects	-2.3	41.4	74.2	35.7	-21.1	41.4	-21.6	-6.0	4.8	0.0	-5.9	0.0	28.1	112.5
Total consolidation effects	0.0	-0.3	0.0	-0.3	-3.3	0.0	0.0	0.9	0.0	0.0	0.0	0.0	-3.3	0.3
<b>Total consolidation &amp; special effects</b>	<b>-2.3</b>	<b>41.1</b>	<b>74.2</b>	<b>35.4</b>	<b>-24.4</b>	<b>41.4</b>	<b>-21.6</b>	<b>-5.1</b>	<b>4.8</b>	<b>0.0</b>	<b>-5.9</b>	<b>0.0</b>	<b>24.8</b>	<b>112.8</b>
<b>Adjusted operating result (adj. EBIT)<sup>1</sup></b> in % of adjusted sales	<b>190.5</b>	<b>178.3</b>	<b>77.2</b>	<b>83.4</b>	<b>163.5</b>	<b>149.5</b>	<b>386.2</b>	<b>448.6</b>	<b>103.3</b>	<b>115.0</b>	<b>-18.5</b>	<b>-32.6</b>	<b>902.2</b>	<b>942.2</b>

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

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

## 6) Fact Sheets

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

Preliminary

	Chassis & Safety		Powertrain		Interior		Tires		ContiTech		Cons./Corr.		Corporation	
	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013
<b>Sales</b>	<b>7,052.5</b>	<b>7,269.2</b>	<b>6,134.8</b>	<b>6,260.3</b>	<b>6,434.2</b>	<b>6,605.7</b>	<b>9,665.0</b>	<b>9,583.2</b>	<b>3,711.8</b>	<b>3,878.3</b>	<b>-262.1</b>	<b>-265.7</b>	<b>32,736.2</b>	<b>33,331.0</b>
<b>EBIT</b> in % of sales	<b>672.7</b>	<b>598.9</b>	<b>48.3</b>	<b>179.5</b>	<b>413.5</b>	<b>380.6</b>	<b>1,666.5</b>	<b>1,752.7</b>	<b>453.6</b>	<b>462.1</b>	<b>-68.4</b>	<b>-110.1</b>	<b>3,186.2</b>	<b>3,263.7</b>
Amortization of intangible assets from PPA	53.1	50.9	175.9	126.9	206.1	182.7	5.2	4.3	5.1	5.9	0.1	0.0	445.5	370.7
Total special effects	-4.8	41.1	73.2	14.4	-27.9	19.8	-31.4	31.3	-7.4	0.3	-13.3	-2.4	-11.6	104.5
Total consolidation effects	0.0	-1.1	0.0	-2.9	-8.6	2.2	0.0	2.4	0.0	-3.0	0.0	0.0	-8.6	-2.4
<b>Total consolidation &amp; special effects</b>	<b>-4.8</b>	<b>40.0</b>	<b>73.2</b>	<b>11.5</b>	<b>-36.5</b>	<b>22.0</b>	<b>-31.4</b>	<b>33.7</b>	<b>-7.4</b>	<b>-2.7</b>	<b>-13.3</b>	<b>-2.4</b>	<b>-20.2</b>	<b>102.1</b>
<b>Adjusted operating result (adj. EBIT)<sup>1</sup></b> in % of adjusted sales	<b>721.0</b>	<b>689.8</b>	<b>297.4</b>	<b>317.9</b>	<b>583.1</b>	<b>585.3</b>	<b>1,640.3</b>	<b>1,790.7</b>	<b>451.3</b>	<b>465.3</b>	<b>-81.6</b>	<b>-112.5</b>	<b>3,611.5</b>	<b>3,736.5</b>
	10.2%	9.5%	4.8%	5.1%	9.1%	8.9%	17.0%	18.7%	12.2%	12.4%			11.0%	11.3%

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

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

## 6) Fact Sheets

### Q4 & FY 2013 Results Reported & Adjusted (mn €) – by Group

Preliminary

	Q4 2012/2013								YTD January - December 2012/2013							
	Automotive		Rubber		Cons./Corr.		Corporation		Automotive		Rubber		Cons./Corr.		Corporation	
Sales	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013
<b>Sales</b>	<b>4,733.3</b>	<b>5,000.4</b>	<b>3,371.8</b>	<b>3,416.5</b>	<b>-9.4</b>	<b>-9.8</b>	<b>8,095.7</b>	<b>8,407.1</b>	<b>19,505.1</b>	<b>20,016.1</b>	<b>13,261.7</b>	<b>13,355.5</b>	<b>-30.6</b>	<b>-40.6</b>	<b>32,736.2</b>	<b>33,331.0</b>
<b>EBIT</b> in % of sales	<b>276.7</b>	<b>213.3</b>	<b>502.0</b>	<b>566.0</b>	<b>-12.7</b>	<b>-32.5</b>	<b>766.0</b>	<b>746.8</b>	<b>1,134.5</b>	<b>1,158.9</b>	<b>2,120.1</b>	<b>2,214.8</b>	<b>-68.4</b>	<b>-110.0</b>	<b>3,186.2</b>	<b>3,263.7</b>
5.8%	4.3%	14.9%	16.6%				9.5%	8.9%	5.8%	5.8%	16.0%	16.6%	9.7%	9.8%		
<b>Amortization of intangible assets from PPA</b>	<b>107.0</b>	<b>79.9</b>	<b>4.3</b>	<b>2.7</b>	<b>0.1</b>	<b>0.0</b>	<b>111.4</b>	<b>82.6</b>	<b>435.1</b>	<b>360.5</b>	<b>10.3</b>	<b>10.2</b>	<b>0.1</b>	<b>0.0</b>	<b>445.5</b>	<b>370.7</b>
<b>Total special effects</b>	<b>50.8</b>	<b>118.5</b>	<b>-16.8</b>	<b>-6.0</b>	<b>-5.9</b>	<b>0.0</b>	<b>28.1</b>	<b>112.5</b>	<b>40.5</b>	<b>75.3</b>	<b>-38.8</b>	<b>31.6</b>	<b>-13.3</b>	<b>-2.4</b>	<b>-11.6</b>	<b>104.5</b>
<b>Total consolidation effects</b>	<b>-3.3</b>	<b>-0.6</b>	<b>0.0</b>	<b>0.9</b>	<b>0.0</b>	<b>0.0</b>	<b>-3.3</b>	<b>0.3</b>	<b>-8.6</b>	<b>-1.8</b>	<b>0.0</b>	<b>-0.6</b>	<b>0.0</b>	<b>0.0</b>	<b>-8.6</b>	<b>-2.4</b>
<b>Total consolidation &amp; special effects</b>	<b>47.5</b>	<b>117.9</b>	<b>-16.8</b>	<b>-5.1</b>	<b>-5.9</b>	<b>0.0</b>	<b>24.8</b>	<b>112.8</b>	<b>31.9</b>	<b>73.5</b>	<b>-38.8</b>	<b>31.0</b>	<b>-13.3</b>	<b>-2.4</b>	<b>-20.2</b>	<b>102.1</b>
<b>Adjusted operating result (adj. EBIT)<sup>1</sup></b> in % of adjusted sales	<b>431.2</b>	<b>411.1</b>	<b>489.5</b>	<b>563.6</b>	<b>-18.5</b>	<b>-32.5</b>	<b>902.2</b>	<b>942.2</b>	<b>1,601.5</b>	<b>1,592.9</b>	<b>2,091.6</b>	<b>2,256.0</b>	<b>-81.6</b>	<b>-112.4</b>	<b>3,611.5</b>	<b>3,736.5</b>
	9.2%	8.2%	14.5%	16.7%			11.2%	11.3%	8.2%	8.0%	15.8%	17.1%	11.0%	11.3%		

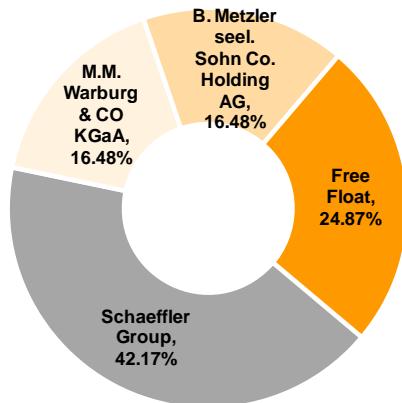
<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects

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

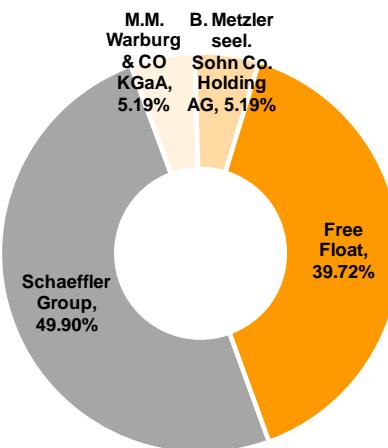
## 6) Fact Sheets

### Shareholder Structure since Sept. 17, 2013

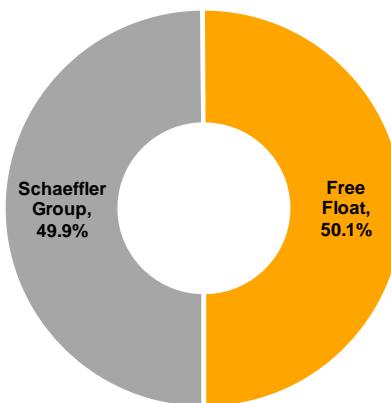
Shareholder Structure  
as at Dec. 31, 2010



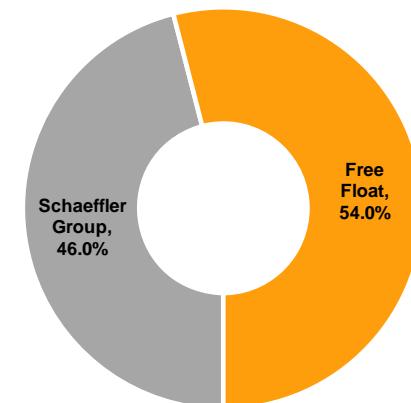
Shareholder Structure  
as at Dec. 31, 2011



Shareholder Structure  
as at Dec. 31, 2012



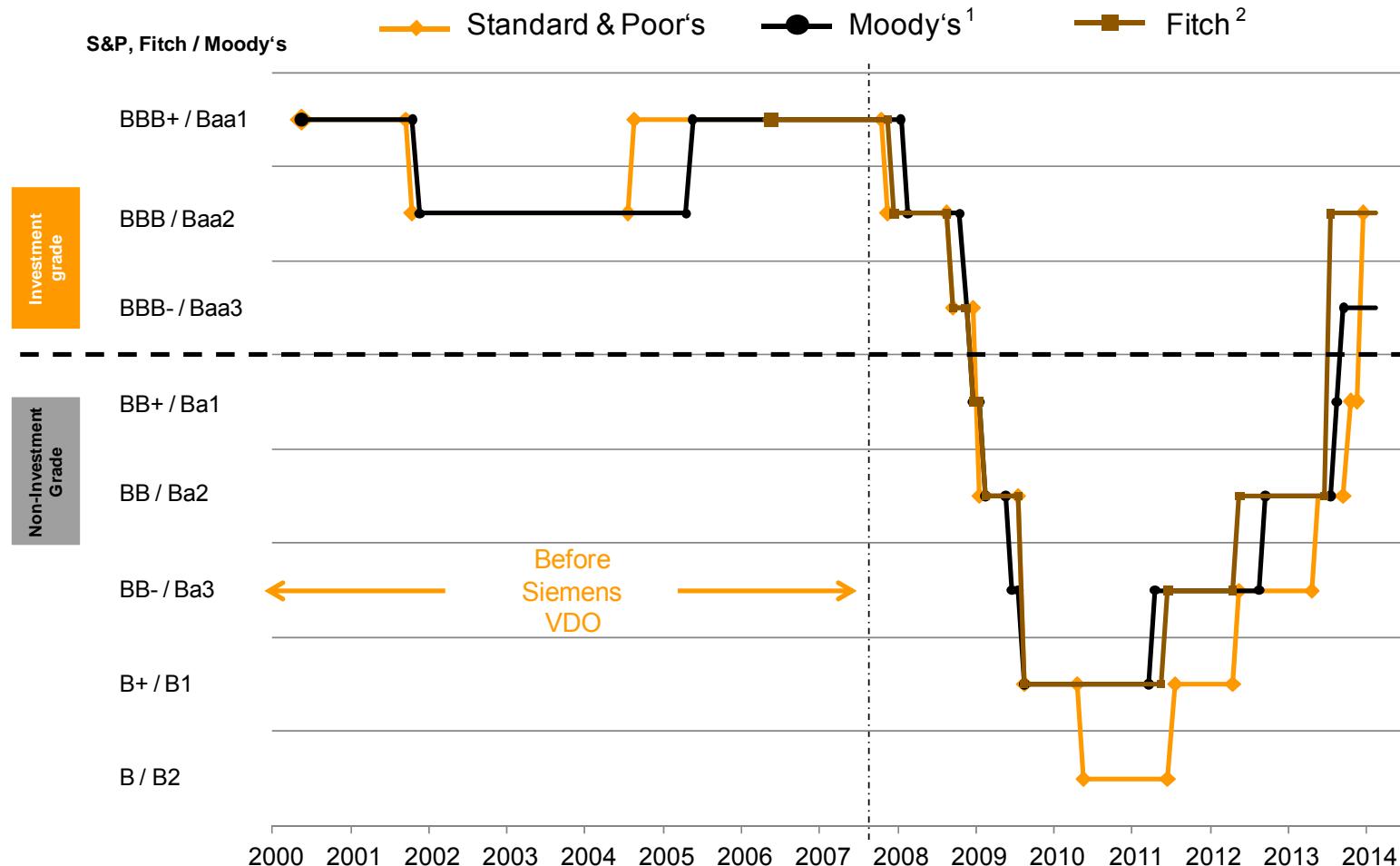
Shareholder Structure  
since Sept. 17, 2013



Source: Based on publicly available data

## 6) Fact Sheets

### Development of Continental's Credit Rating



## References

### Useful Links and References

Continental Investor Relations Website	<a href="http://www.continental-ir.com">http://www.continental-ir.com</a>
Annual and Interim Reports	<a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/</a>
Fact Book Fiscal 2013	<a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/</a>
Investor Relations Events and Presentations	<a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/events/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/events/</a>
Sustainability at Continental (Presentation and Fact Sheet for Investors)	<a href="http://www.continental-ir.com">http://www.continental-ir.com</a>
Corporate Social Responsibility Report	<a href="http://www.continental-sustainability.com">http://www.continental-sustainability.com</a>
Corporate Governance Principles	<a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/corporate_governance/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/corporate_governance/</a>
Continental Share	<a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/share/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/share/</a>
Continental Bonds and Rating	<a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/bonds/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/bonds/</a>