



## **Q1 2014 Results**

Hanover – May 6, 2014

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

# AGENDA

<b>1</b>	<b>Corporation Highlights</b>	<b>3</b>
<b>2</b>	<b>Automotive Group</b>	<b>11</b>
<b>3</b>	<b>Rubber Group</b>	<b>14</b>
<b>4</b>	<b>Indebtedness and Cash Flow</b>	<b>18</b>
<b>5</b>	<b>Outlook</b>	<b>21</b>
<b>6</b>	<b>Back-up &amp; Fact Sheets 2012 - 2014</b>	<b>31</b>

# 1) Corporation Highlights

## Most Important KPIs Q1 2014

- › **Sales up by 4% to €8.4 bn;** organic sales growth in Q1 2014 at 8%
- › **Adj. EBIT<sup>1</sup> up by 20% to €953 mn;** adj. EBIT<sup>1</sup> margin at 11.4% up 140 bps (PPA and special effects -€49 mn)
- › **NIAT<sup>2</sup> up by 33% to €588 mn**
- › **Free cash flow amounted to €64 mn** mainly due to higher EBIT and lower cash interest
- › **Net indebtedness down to €4.2 bn; gearing ratio at 43%; equity ratio at 35%**
- › Accelerated value creation: **trailing ROCE<sup>3</sup> up by 120 bps to 20.6%**

Other topics:

- › **Syndicated loan successfully renewed;** conditions and documentation reflect investment grade rating assigned by S&P, Fitch and Moody's in 2013
- › **Emitec acquisition:** Continental and Emitec to form a system provider for emission technologies

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

<sup>2</sup> Attributable to the shareholders of the parent

<sup>3</sup> Trailing ROCE is calculated as reported EBIT for the last twelve months (LTM) divided by average operating assets (OA) for the LTM

# 1) Corporation Highlights

## Divisional Highlights Q1 2014

### Automotive Group

- › **Chassis & Safety** at 9.5% adj. EBIT<sup>1</sup> margin (PY: 9.4%); organic sales up by 9%; strong growth in ADAS continued (+53% unit sales), operating leverage<sup>2</sup> at 13% despite a rise in R&D cost which were up by 15% in Q1/14
- › **Powertrain** at 5.1% adj. EBIT<sup>1</sup> margin (PY: 3.9%); organic sales increased by 6%; operating leverage<sup>2</sup> at 40%
- › **Interior** at 9.6% adj. EBIT<sup>1</sup> margin (PY: 7.8%); organic sales increased by 12% on strong growth in B&S and CV&AM; operating leverage<sup>2</sup> at 50%
- › **Automotive Group** sales increased organically by 9% in Q1 2014 outgrowing worldwide PC & LT production by 400 bps; adj. EBIT<sup>1</sup> margin increased by 100 bps to 8.2%; R&D ratio is expected to moderate in the course of 2014 (9.1% in Q1 2014)

### Rubber Group

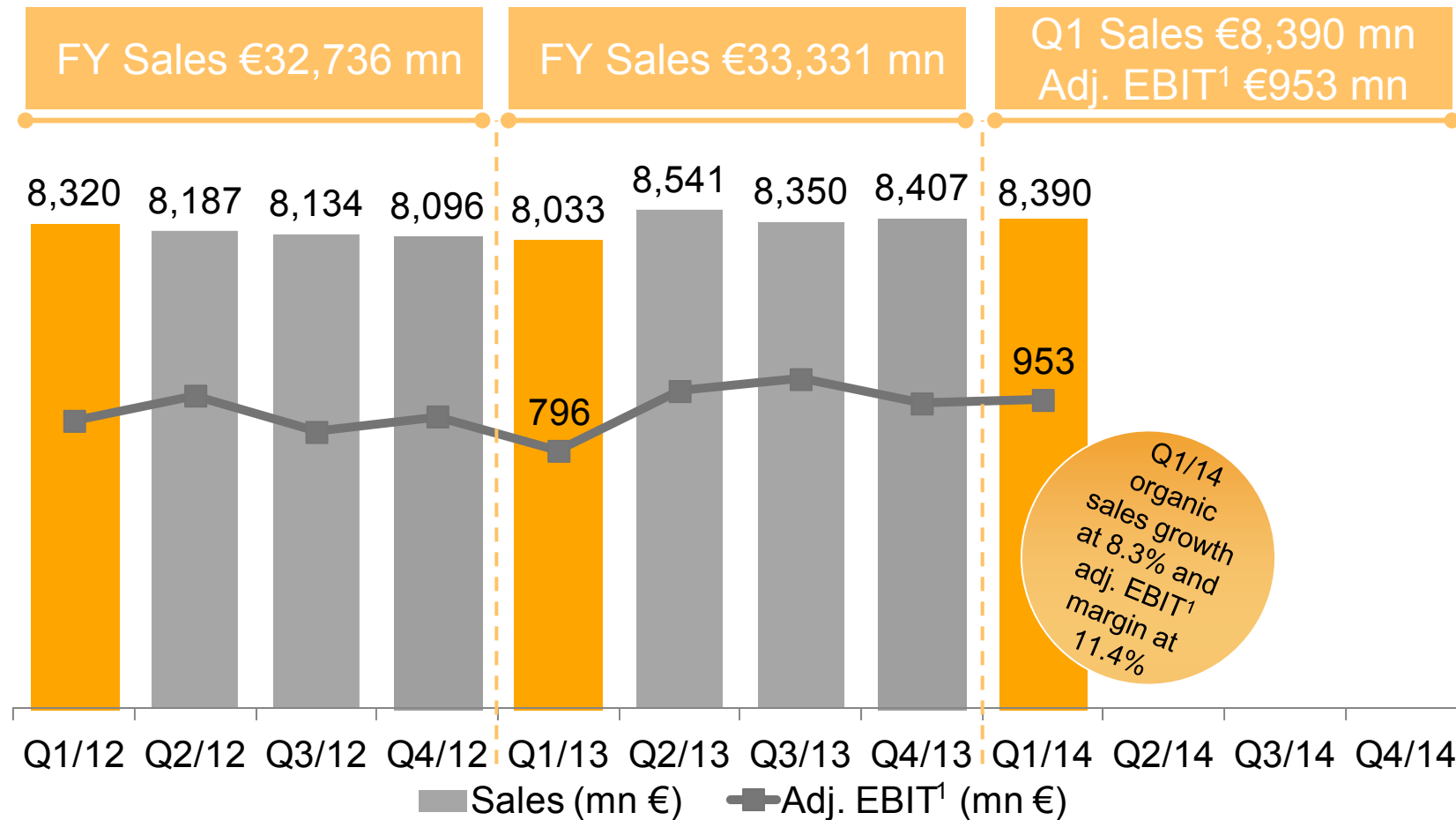
- › **Tires** adj. EBIT<sup>1</sup> margin increased to 19.3% (PY: 16.5%) benefitting from lower raw material costs (Q1 2014: ~€50 mn), strict cost management and solid price mix (was balanced in Q1 2014); volumes up by 9% in Q1/14; FX effects weighed on sales (-5% in Q1 2014) PC & LT tire replacement demand increased in Europe by 6% and was up by 4% in NAFTA in Q1 2014
- › **ContiTech** adj. EBIT<sup>1</sup> margin up by 30 bps to 12.0%; organic sales up by 5%
- › **Rubber Group** organic sales increased by 7%; adj. EBIT<sup>1</sup> margin increased to 17.2% (PY: 15.2%)

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

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

# 1) Corporation Highlights

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



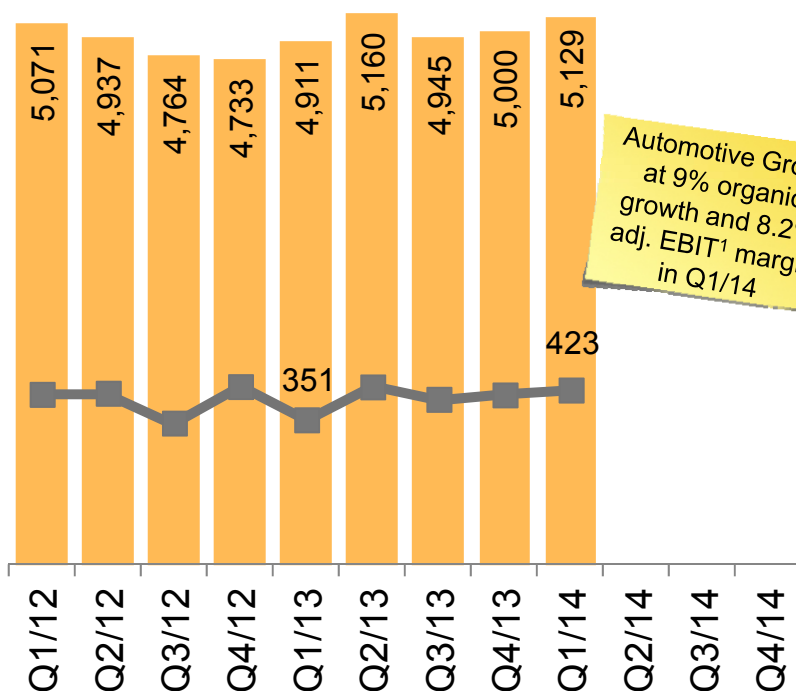
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

# 1) Corporation Highlights

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

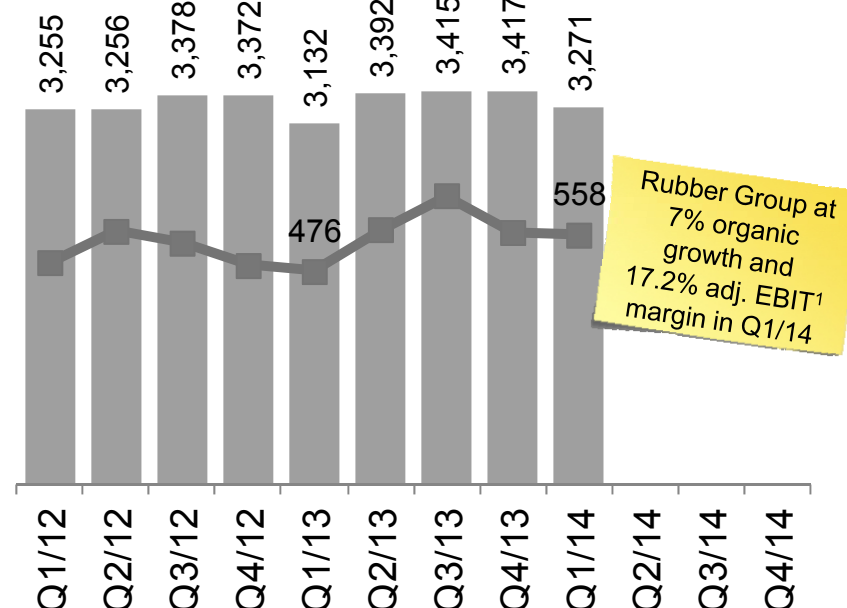
### Automotive Group

■ Sales (mn €) ■ Adj. EBIT<sup>1</sup> (mn €)



### Rubber Group

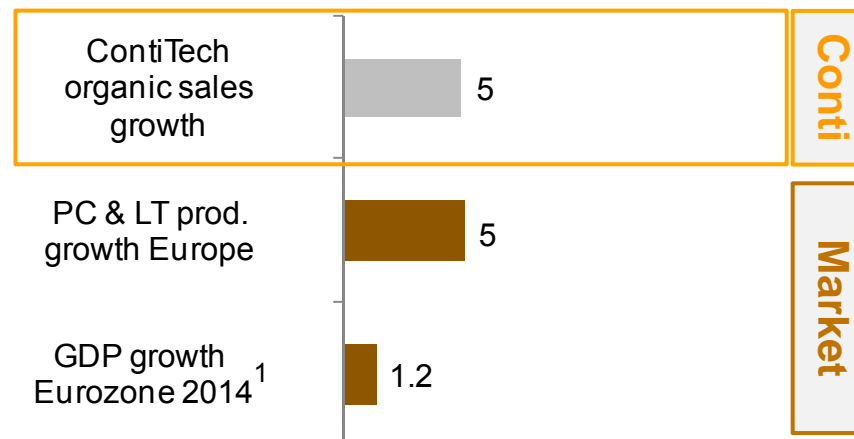
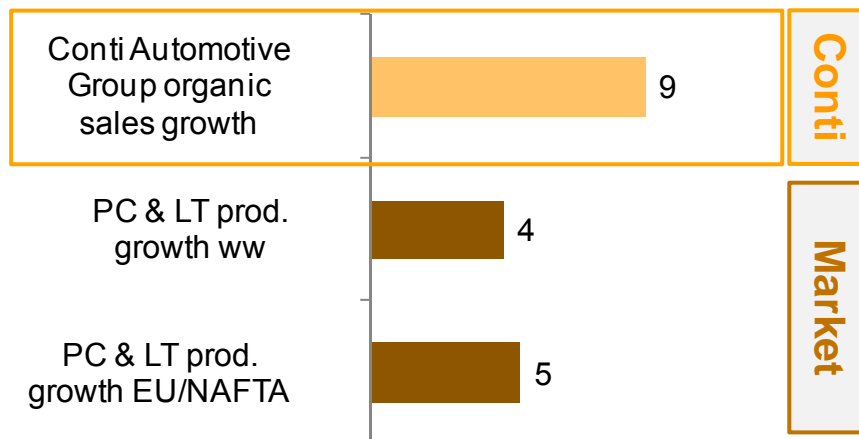
■ Sales (mn €) ■ Adj. EBIT<sup>1</sup> (mn €)



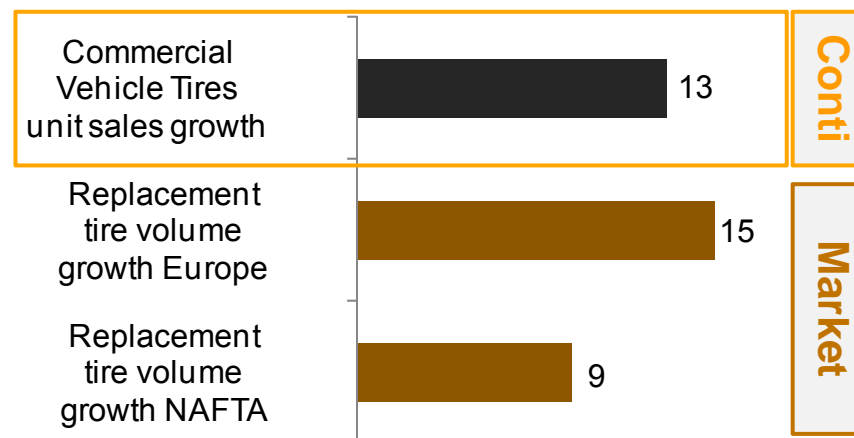
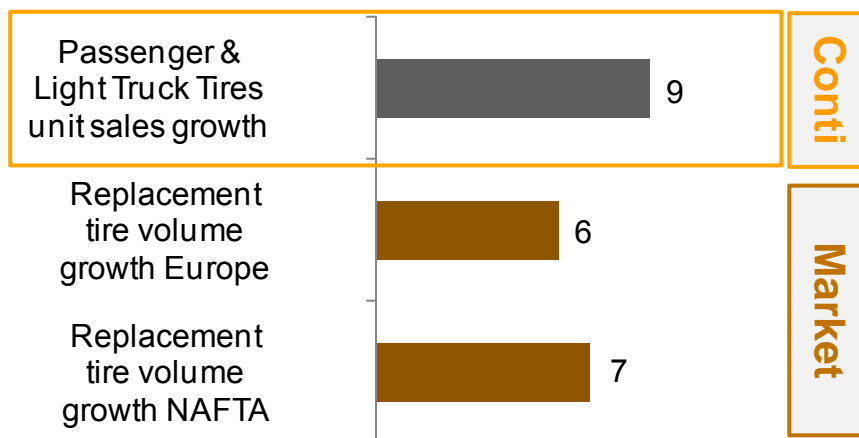
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

# 1) Corporation Highlights

## Growth Profile of the Corporation Q1 2014 (in %)

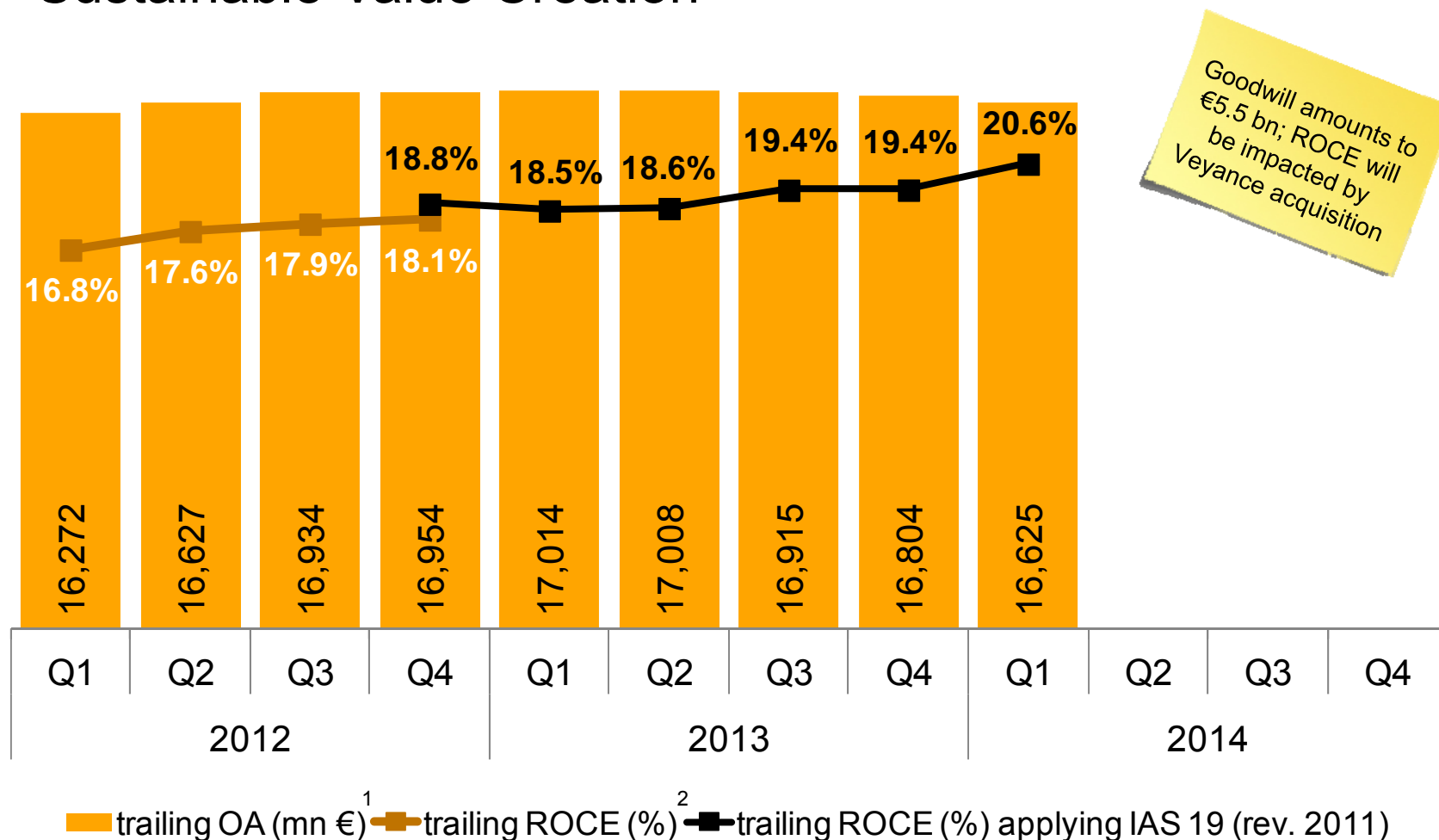


<sup>1</sup> According to IMF (WEO Update April 2014)



# 1) Corporation Highlights

## Sustainable Value Creation



<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



# 1) Corporation Highlights

## New Facility – Comparison of Key Terms

	Syndicated Loan since January 2013	New Syndicated Loan April 2014 <sup>1</sup>
Bank commitments	<ul style="list-style-type: none"> <li>› €4.5 bn</li> <li>› 34 banks participating</li> </ul>	<ul style="list-style-type: none"> <li>› €4.5 bn</li> <li>› 31 banks participating</li> </ul>
Maturities	<ul style="list-style-type: none"> <li>› €1.5 bn (Term Loan) until 01/2016</li> <li>› €3.0 bn (Revolver) until 01/2018</li> </ul>	<ul style="list-style-type: none"> <li>› €1.5 bn (Term Loan) until 04/2016</li> <li>› €3.0 bn (Revolver) until 04/2019</li> </ul>
Financial covenants	<ul style="list-style-type: none"> <li>› Leverage ratio: max 3.0x</li> <li>› Interest cover ratio: min 2.5x</li> </ul>	<ul style="list-style-type: none"> <li>› Leverage ratio: maintained</li> <li>› No interest cover ratio</li> </ul>
Margin	<ul style="list-style-type: none"> <li>› Leverage-based grid started initially at 2.00% and 2.25% p.a., respectively</li> </ul>	<ul style="list-style-type: none"> <li>› Rating-based grid starting at 0.45% and 0.70% p.a., respectively</li> </ul>
Documentation	<ul style="list-style-type: none"> <li>› Simplified documentation</li> <li>› Release of security package; also valid for all bonds issued</li> <li>› Ring fence and dividend restrictions maintained</li> </ul>	<ul style="list-style-type: none"> <li>› Documentation further simplified</li> <li>› Change of control clause maintained</li> <li>› Dividend restrictions removed</li> </ul>

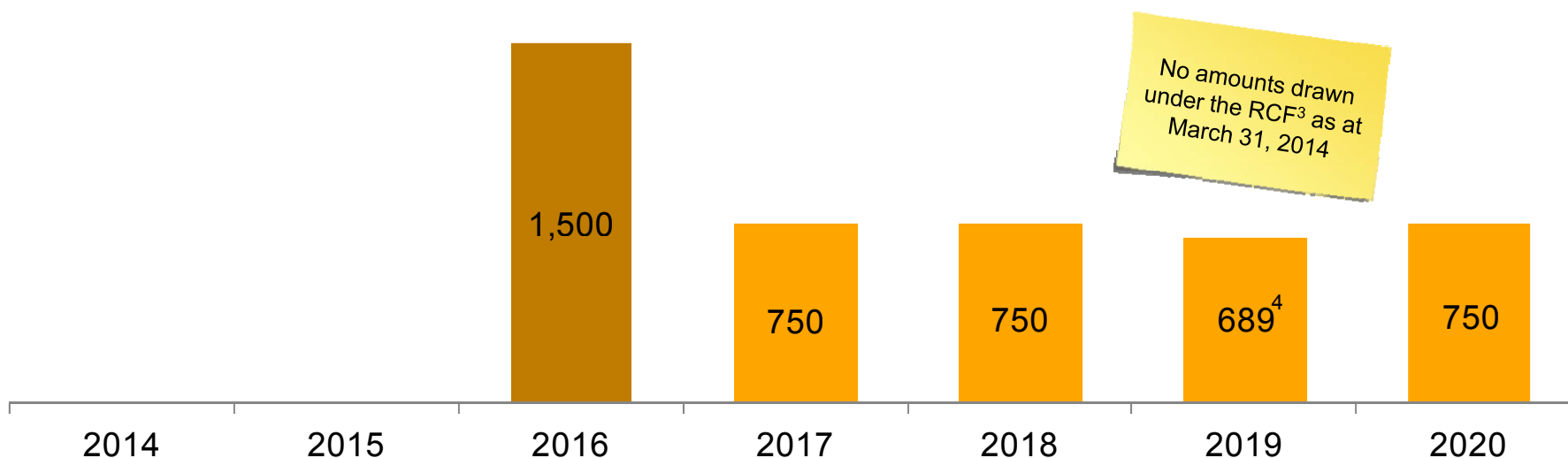
<sup>1</sup> Since April 24, 2014

# 1) Corporation Highlights

## Pro Forma Maturities<sup>1</sup> for Syndicated Loan and Bonds<sup>2</sup> (mn €)

(mn €)	FY 13	Q1 14
Gross indebtedness	6,638	<b>6,555</b>
Cash	2,045	<b>2,008</b>
<b>Net indebtedness</b>	<b>4,289</b>	<b>4,242</b>
Available credit lines	3,833	<b>3,954</b>
Total liquidity	5,878	<b>5,962</b>

■ Syndicated Loan  
■ Bonds



<sup>1</sup> Pro forma for new syndicated loan maturities – Term loan April 2016 and Revolving Credit Facility (RCF) April 2019

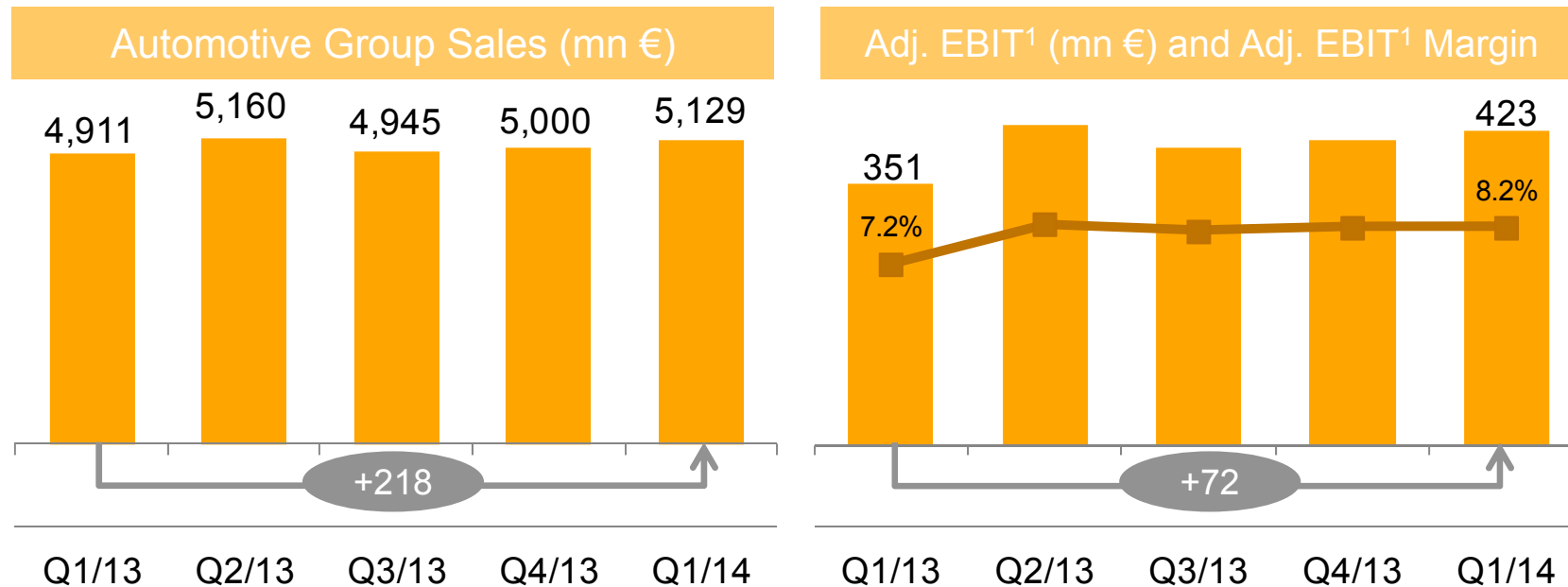
<sup>2</sup> All amounts shown are nominal values

<sup>3</sup> Any utilization under the RCF has to be shown as short term debt according to IFRS although the RCF matures in 04/19 and has a total volume of €3,000 mn

<sup>4</sup> Nominal amount US \$950 mn (exchange rate as at March 31, 2014: 1.3798)

## 2) Automotive Group

### Benefitting from Stabilization in European Production



- › Sales increased by €218 mn in Q1/14; organic sales growth in Q1/14 at 8.9%
- › Adjusted EBIT<sup>1</sup> increased by €72 mn, operating leverage<sup>2</sup> at 33% in Q1/14
- › Adjusted EBIT<sup>1</sup> margin at 8.2% (PY: 7.2%)
- › R&D expenses increased by 10% to €469 mn

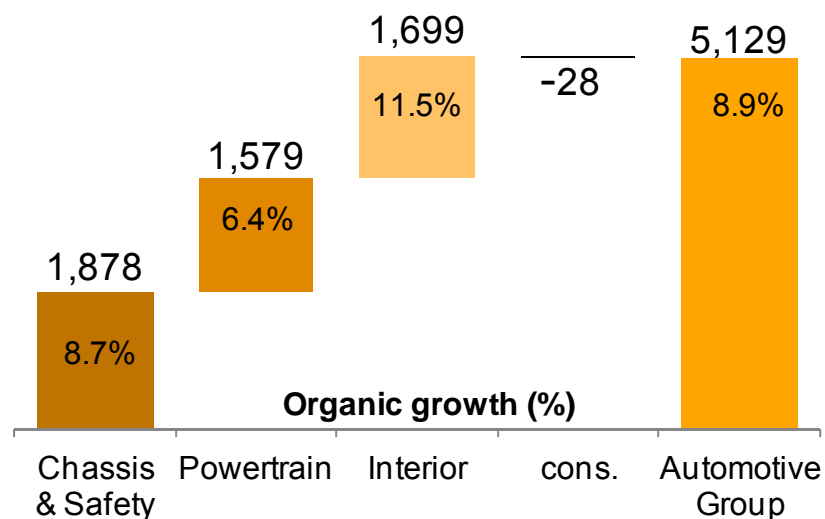
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

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

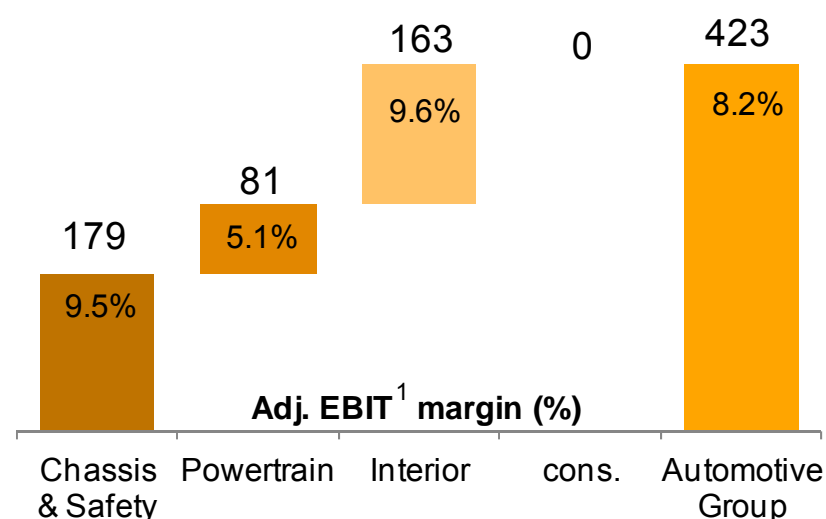
## 2) Automotive Group

Adj. EBIT<sup>1</sup> Margin up by 100 bps

Automotive Group Sales (mn €) Q1/14



Automotive Group Adj. EBIT<sup>1</sup> (mn €) Q1/14



### Reported sales change

- › Chassis & Safety: 4.8%
- › Powertrain: 3.5%
- › Interior: 4.9%
- › Automotive Group: 4.4%

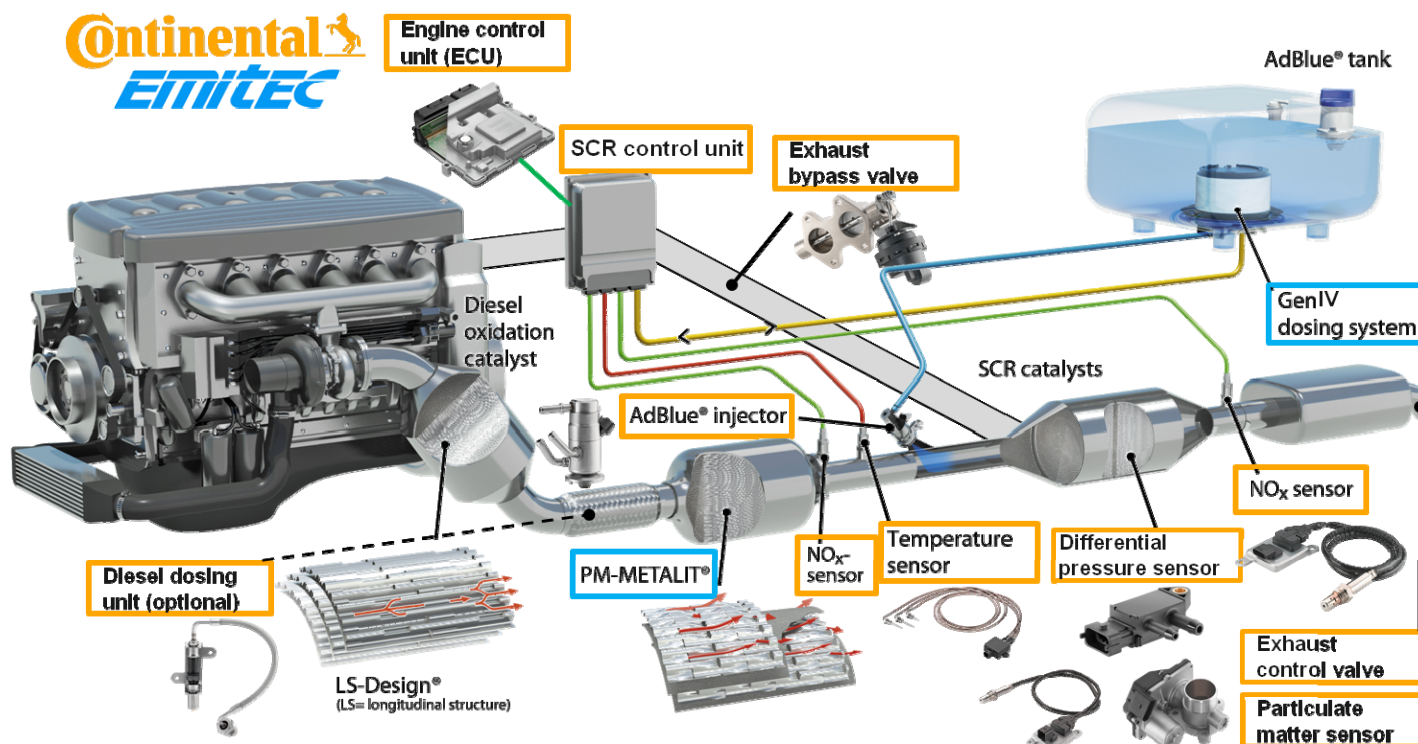
- › Reported EBITDA: €634 mn (12.4% of sales)
- › Reported EBIT: €375 mn (7.3% of sales)
- › R&D: €469 mn (9.1% of sales)
- › Capex: €159 mn (3.1% of sales)

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

## 2) Automotive Group

### Powertrain + EMITEC = System Provider of Emission Technologies

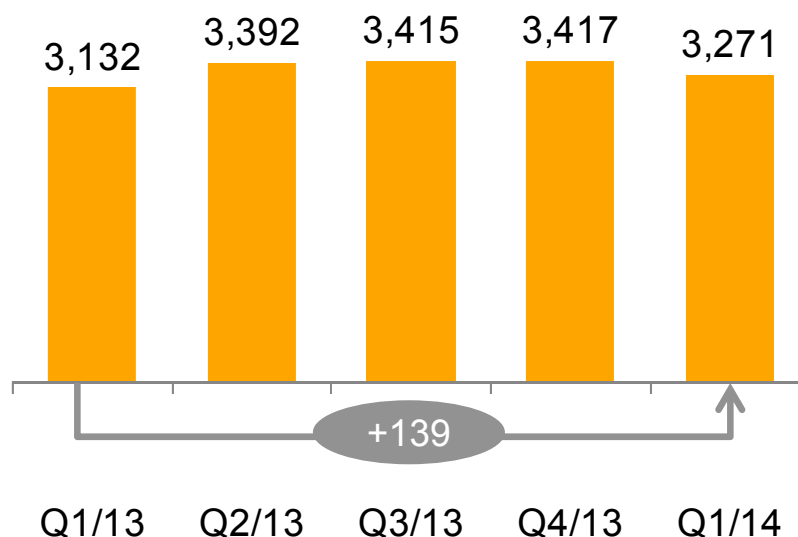
- › Continental to acquire 100% from GKN PLC
- › Powertrain portfolio complemented with exhaust gas aftertreatment technology
- › Emitec's sales amounted to about €180 mn in 2013; EBIT margin in line with Powertrain EBIT margin
- › Emitec's product portfolio comprises: SCR<sup>®</sup> Systems, METALIT<sup>®</sup> (3-way catalyst), NO<sub>x</sub> adsorber, Pre Turbo Metalit<sup>™</sup>



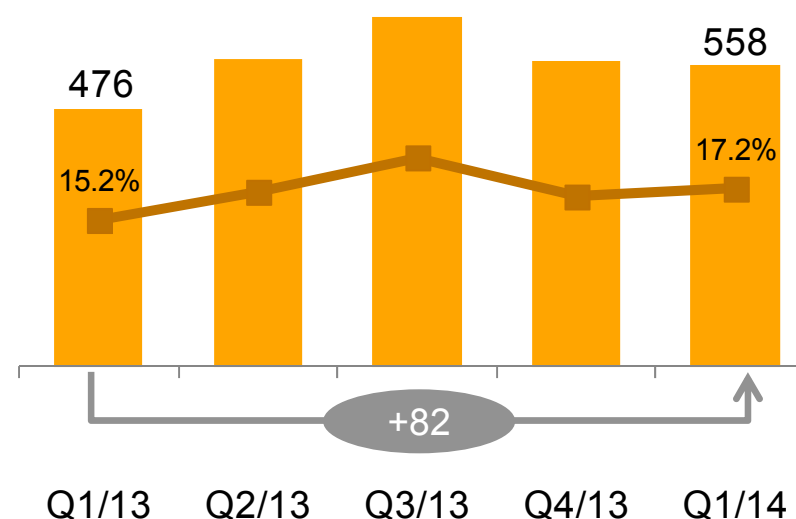
### 3) Rubber Group

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

Rubber Group Sales (mn €)



Adj. EBIT<sup>1</sup> (mn €) and Adj. EBIT<sup>1</sup> Margin



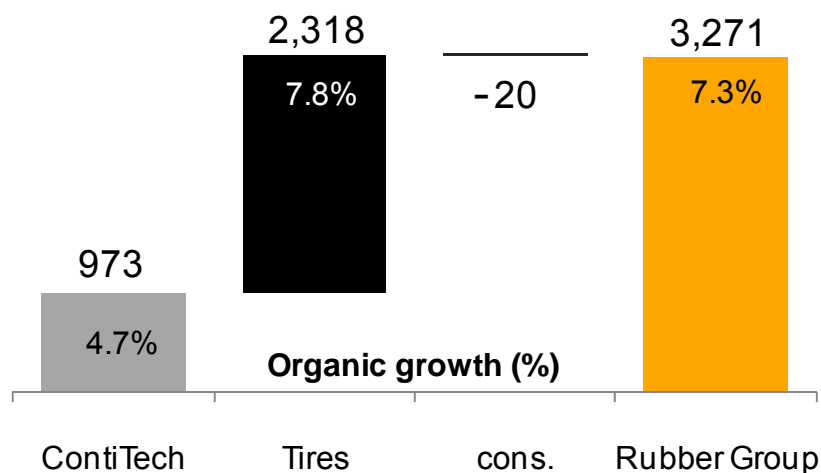
- › Sales increased by €139 mn in Q1/14
- › Tire volumes grew by 9% during the quarter; F/X had a negative effect on tire revenues of about 5% while P/M was neutral in Q1/14
- › Sales at ContiTech increased by 4.7% organically during the quarter on strong OE automotive and aftermarket business
- › Adjusted EBIT<sup>1</sup> up by €82 mn mainly due to lower raw material cost

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

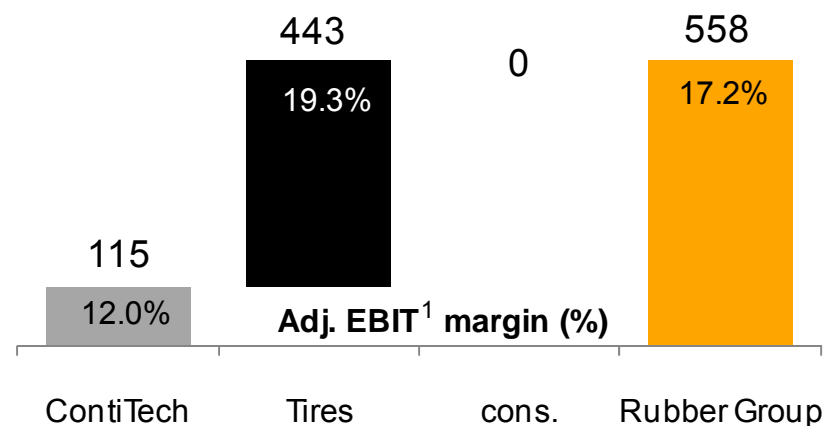
### 3) Rubber Group

#### Profitability Remains at Elevated Level

Rubber Group Sales (mn €) Q1/14



Rubber Group Adj. EBIT<sup>1</sup> (mn €) Q1/14



#### Reported sales change

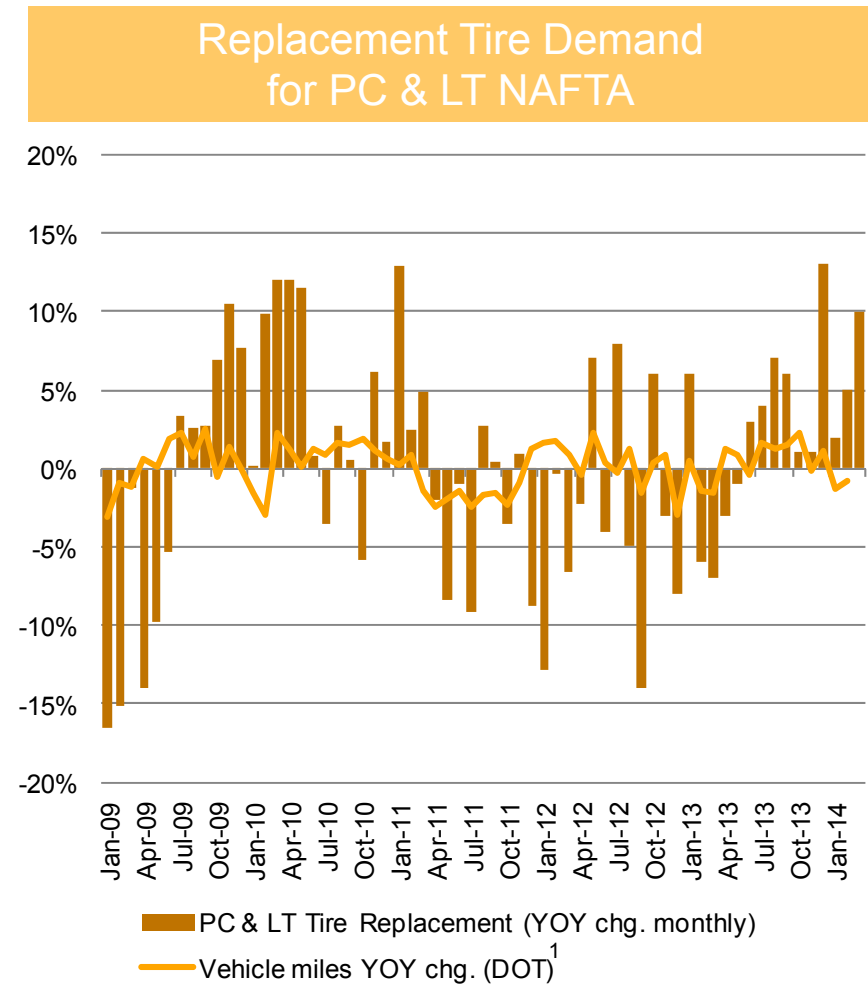
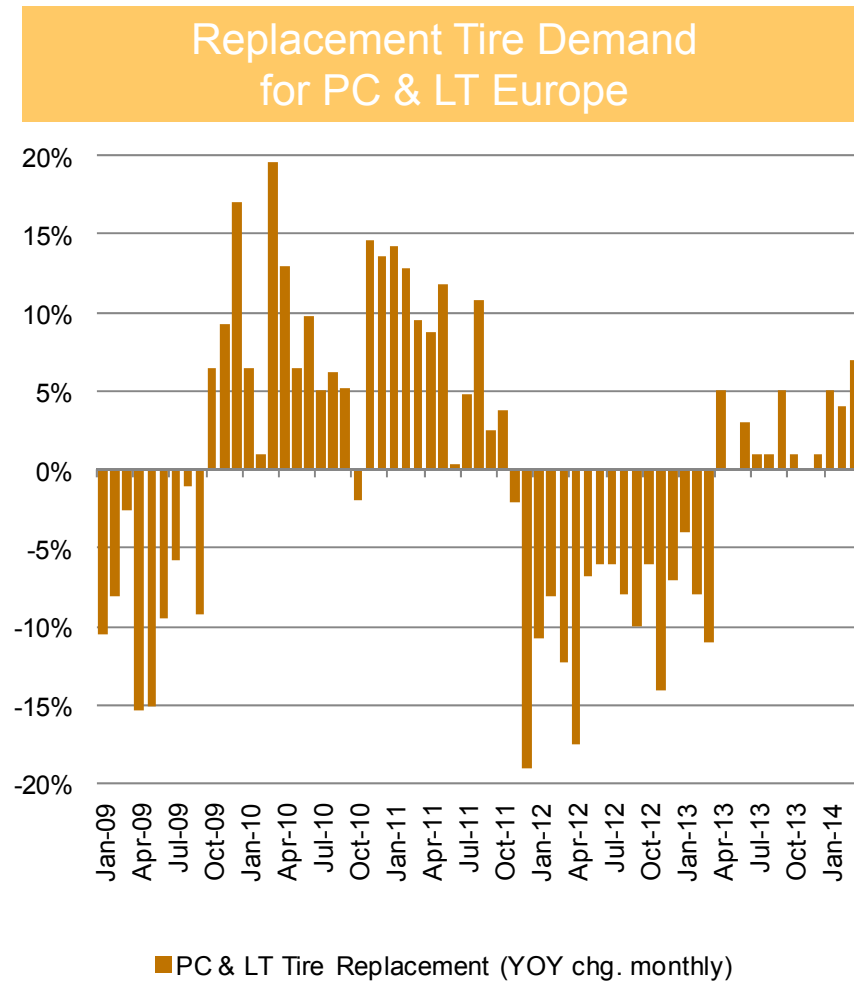
- › ContiTech: 3.4%
- › Tires: 4.3%
- › Rubber Group: 4.4%

- › Reported EBITDA: €689 mn (21.1% of sales)
- › Reported EBIT: €556 mn (17.0% of sales)
- › R&D: €76 mn (2.3% of sales)
- › Capex: €182 mn (5.6% of sales)

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

### 3) Rubber Group

## Stabilization in Demand Continues

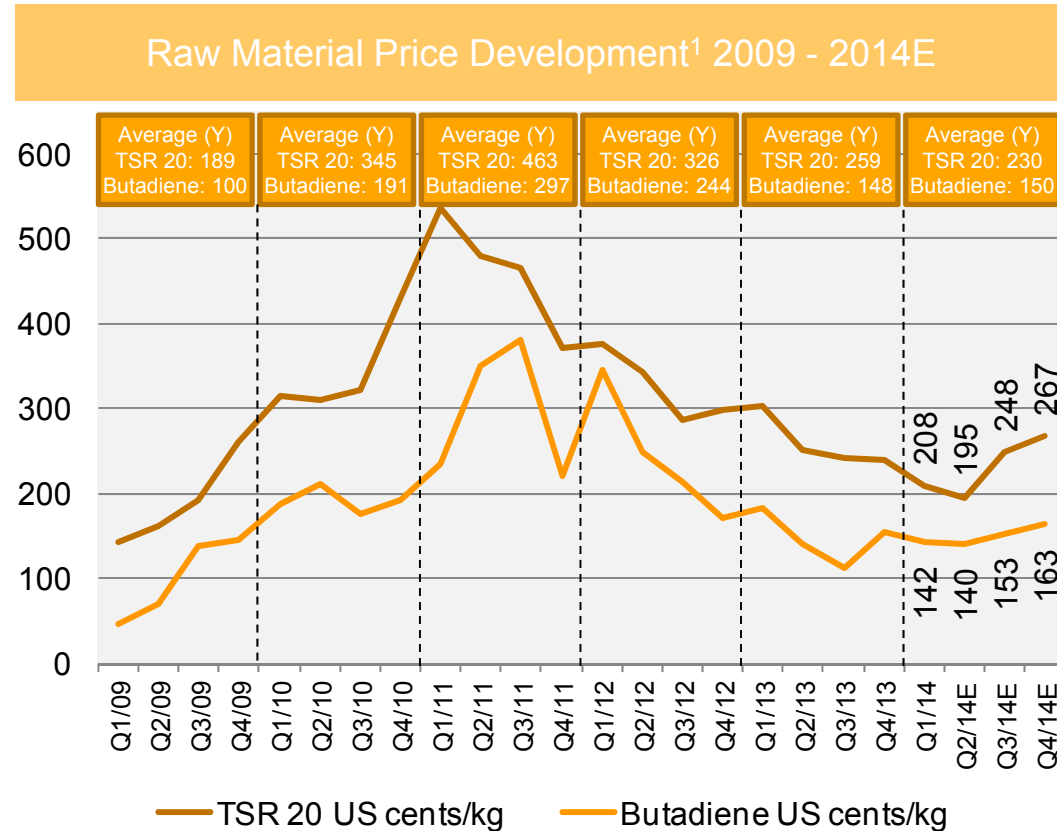




### 3) Rubber Group

#### Expected Raw Material Price Development in 2014 - Update

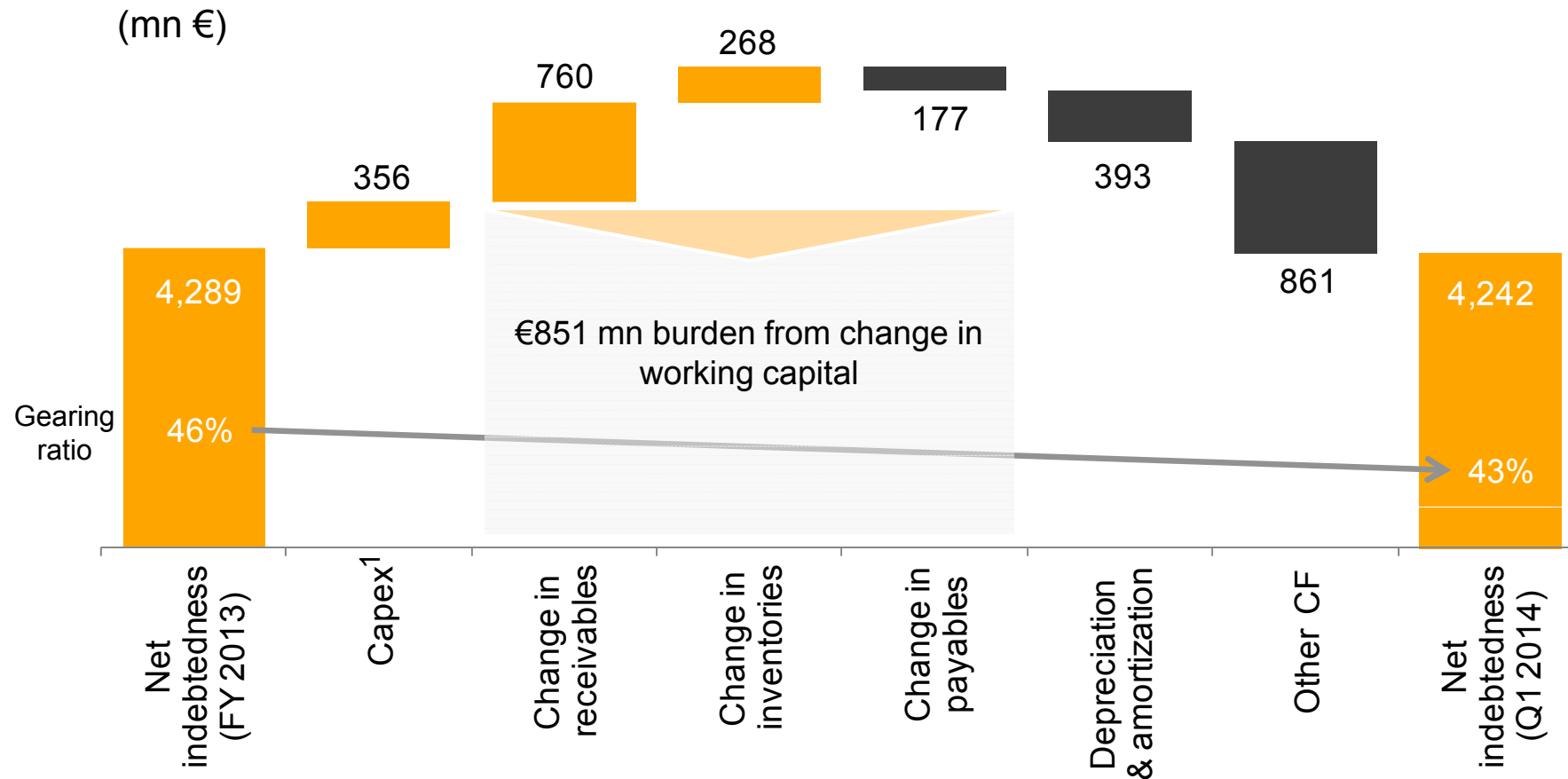
- › Natural rubber price (TSR 20) expected to average US \$2.30 in 2014 (*before: US \$2.50*)
- › Synthetic rubber price (butadiene feedstock) forecasted to average US \$1.50 in 2014
- › €80 mn tailwind from natural and synthetic rubber cost expected for 2014 (*before: no impact*)
- › Oil based chemicals, 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

## 4) Indebtedness and Cash Flow

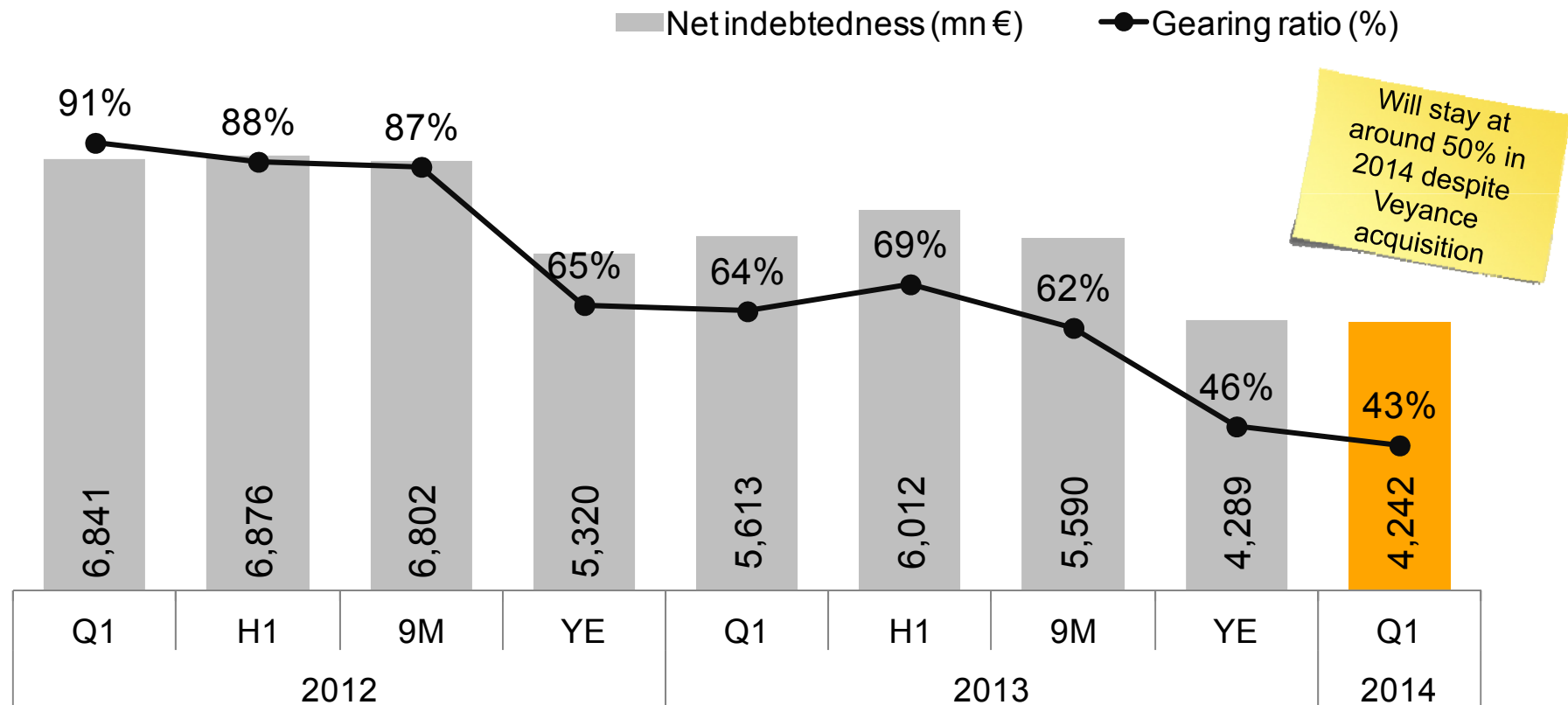
### Net Indebtedness Bridge



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

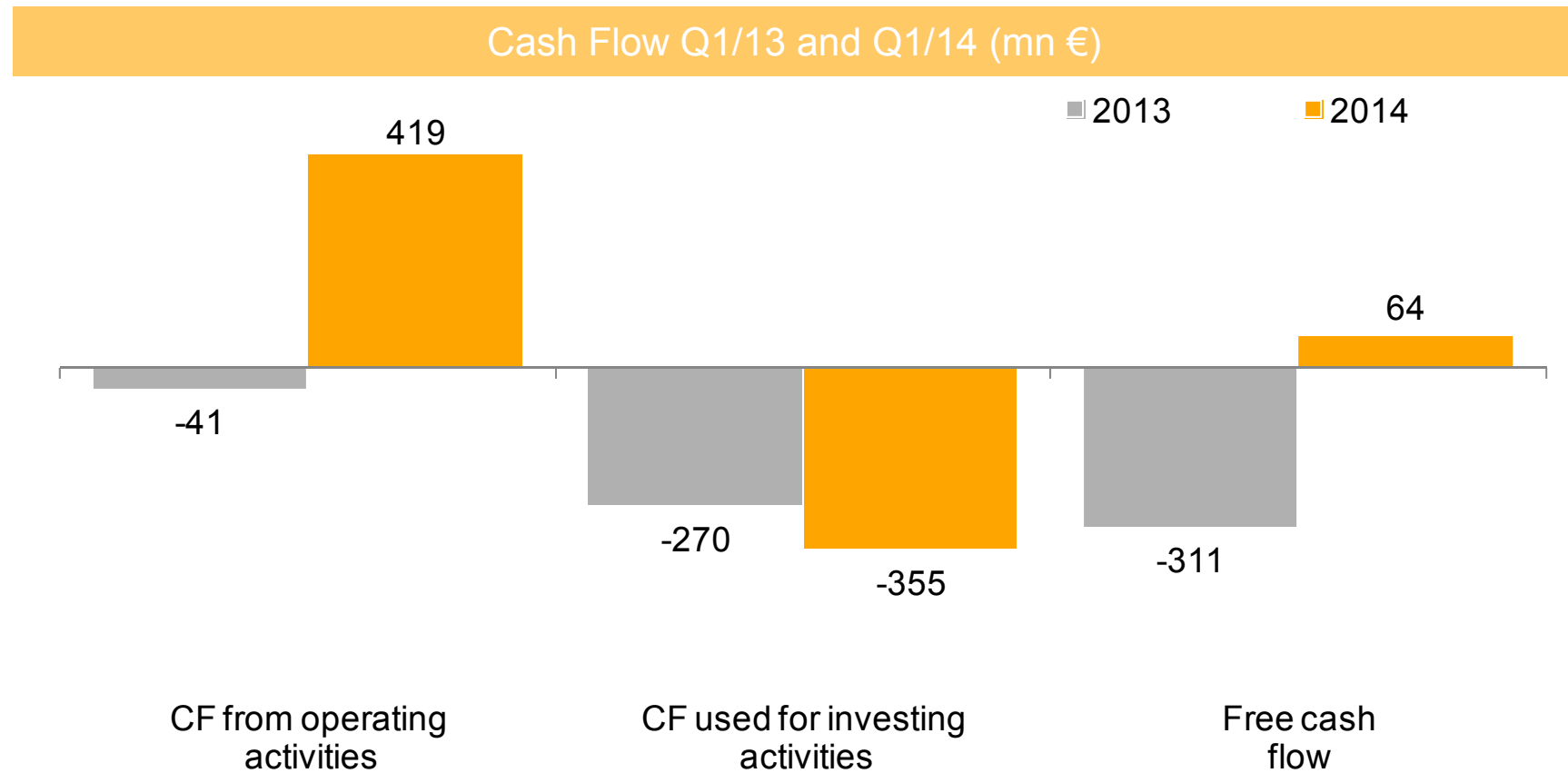
## 4) Indebtedness and Cash Flow

### Development of Net Indebtedness and Gearing Ratio



## 4) Indebtedness and Cash Flow

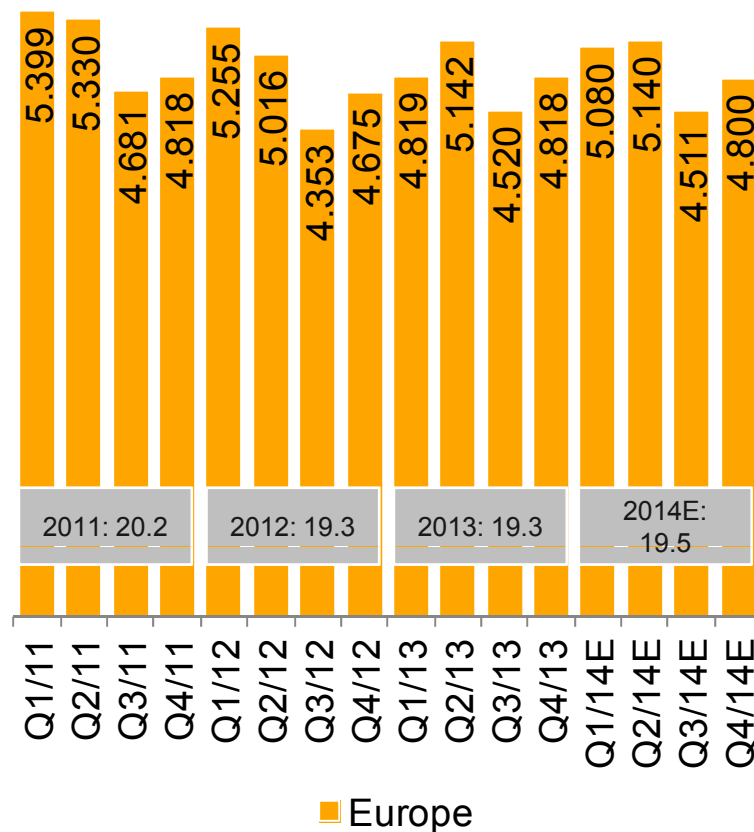
### Cash Flow Overview



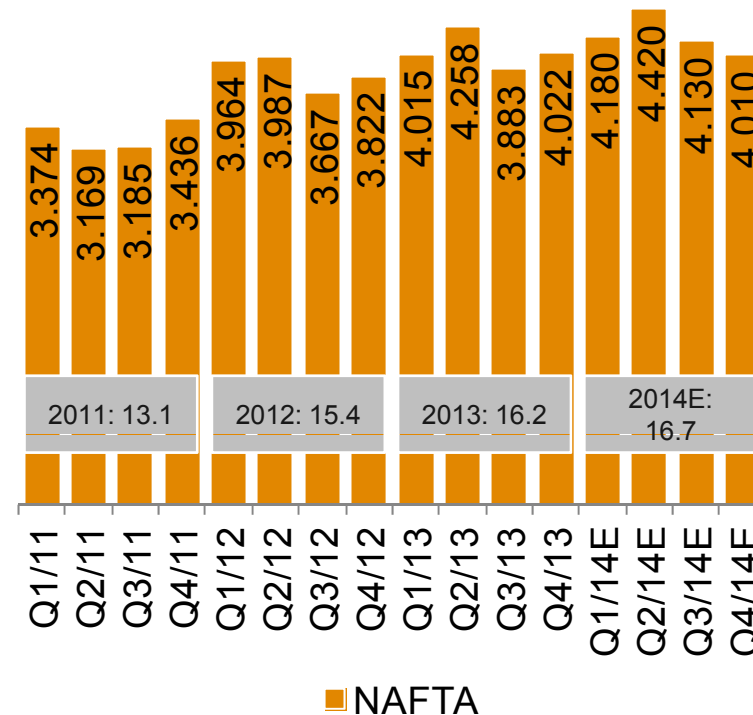
## 5) Outlook

### Passenger Car & Light Truck Production by Quarter

Europe (mn units)



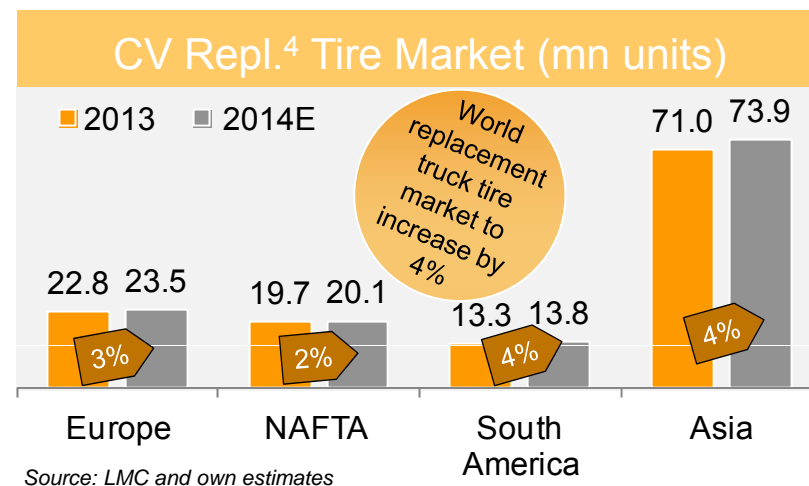
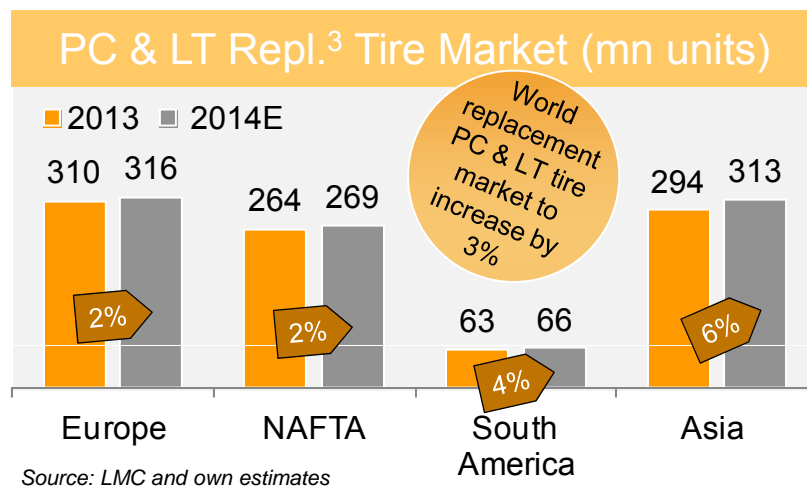
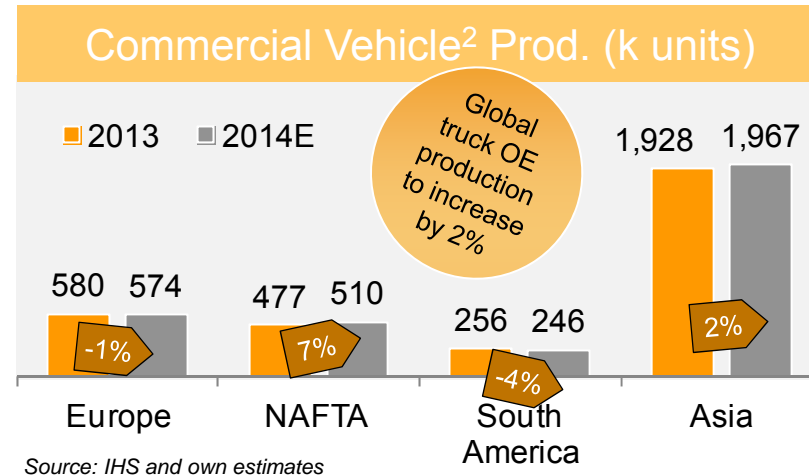
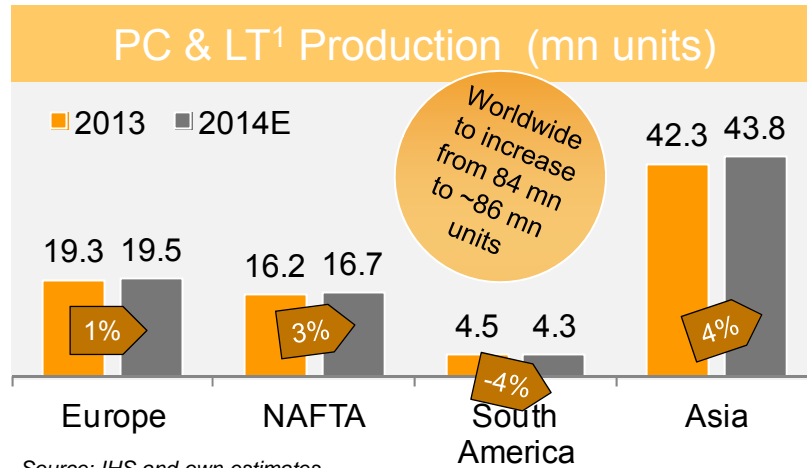
NAFTA (mn units)



Source: IHS and own estimates

## 5) Outlook

### Market Outlook for Major Regions 2014



## 5) Outlook

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

	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) <u>Comfortably achieve adj. EBIT<sup>2</sup> margin &gt;10.5%</u>
Automotive Group adj. EBIT <sup>2</sup>	€20.0 bn €1.6 bn	Sales to increase 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 to increase to around €14 bn <u>Adj. EBIT<sup>2</sup> margin &gt;16%</u>
Raw material cost impact	Relief of about €400 mn	€80 mn tailwind expected for Rubber Group in 2014
Special effects	-€105 mn	About -€50 mn
Net interest expense Tax rate	€804 mn 18%	<€400 mn <30%
Capex PPA amortization	€2.0 bn €371 mn	Capex at around 6% of sales PPA will amount to ~€190 mn
Free cash flow	€1.8 bn	<u>More than</u> €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!



Official Sponsor of the 2014 FIFA World Cup™



# Disclaimer

- › This presentation has been prepared by Continental Aktiengesellschaft solely in connection with the release of the Q1 2014 results on May 6, 2014, in Hanover. It has not been independently verified. It does not constitute an offer, invitation or recommendation to purchase or subscribe for any shares or other securities issued by Continental AG or any subsidiary and neither shall any part of it form the basis of, or be relied upon in connection with, any contract or commitment concerning the purchase or sale of such shares or other securities whatsoever.
- › Neither Continental Aktiengesellschaft nor any of its affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss that may arise from any use of this presentation or its contents or otherwise arising in connection with this presentation.
- › This presentation includes assumptions, estimates, forecasts and other forward-looking statements, including statements about our beliefs and expectations regarding future developments as well as their effect on the results of Continental. These statements are based on plans, estimates and projections as they are currently available to the management of Continental. Therefore, these statements speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events. Furthermore, although the management is of the opinion that these statements, and their underlying beliefs and expectations, are realistic or of the date they are made, no guarantee can be given that the expected developments and effects will actually occur. Many factors may cause the actual development to be materially different from the expectations expressed here. Such factors include, for example and without limitation, changes in general economic and business conditions, fluctuations in currency exchange rates or interest rates, the introduction of competing products, the lack of acceptance for new products or services and changes in business strategy.
- › All statements with regard to markets or market position(s) of Continental or any of its competitors are estimates of Continental based on data available to Continental. Such data are neither comprehensive nor independently verified. Consequently, the data used are not adequate for and the statements based on such data are not meant to be, an accurate or proper definition of regional and/or product markets or market shares of Continental and any of the participants in any market.

## Contact

### Equity and Debt Markets Relations

Vahrenwalder Str. 9  
30165 Hanover  
Germany

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

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

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

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

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

Henry Schniewind  
Phone: +49 511 938 1062  
e-mail: [henry.schniewind@conti.de](mailto:henry.schniewind@conti.de)

# 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 March 31, 2014	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	Continental Rubber of America, Corp., USA <sup>1</sup>	Continental AG
<b>Issue</b>	Senior Notes	Senior Notes	Senior Notes	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>2</sup> )	Ba2 (Moody's) BB (S&P) BB (Fitch <sup>2</sup> )	Ba3 (Moody's) BB- (S&P) BB (Fitch <sup>2</sup> )	Ba1 (Moody's) BB (S&P) BBB (Fitch <sup>2</sup> )
<b>Current corp. &amp; bond rating<sup>3</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 only since April 24, 2014

<sup>2</sup> Unsolicited rating at date of issuance

<sup>3</sup> Fitch since Jul. 15, 2013; Moody's since Sept. 19, 2013; S&P since Dec. 6, 2013

# Back-up

## 6) Back-up

### Overview of Volume Development

Units (YOY change)	Q1/12	H1/12	9M/12	FY 12	Q1/13	H1/13	9M/13	FY 13	Q1/14
<b>Market data for PC &amp; LT production</b>									
EU	-3%	-4%	-5%	-5%	-8%	-3%	-1%	0%	5%
NAFTA	18%	22%	19%	17%	1%	4%	5%	5%	4%
EU and NAFTA combined	5%	6%	4%	4%	-4%	0%	2%	2%	5%
Worldwide	9%	8%	6%	6%	0%	2%	3%	3%	4%
<b>Continental</b>									
Electronic stability control (ESC)	11%	12%	11%	11%	13%	14%	15%	15%	14%
Anti locking brake (ABS)	9%	7%	0%	-4%	-24%	-24%	-21%	-19%	-13%
Boosters	16%	8%	4%	4%	-4%	-2%	0%	0%	8%
Calipers	15%	8%	6%	6%	2%	7%	7%	6%	7%
Advanced driver assistant systems (ADAS)	52%	41%	52%	57%	51%	57%	57%	58%	53%
Engine electronic control units (ECUs)	2%	-4%	-9%	-10%	-11%	-8%	-4%	-1%	7%
Injectors	4%	-4%	-7%	-7%	-10%	-7%	-3%	-1%	-3%
Transmissions	29%	25%	19%	16%	4%	7%	10%	12%	8%
Turbochargers					296%	207%	179%	108%	64%
<b>Market data tires</b>									
PC& LT replacement tires Europe	-10%	-11%	-10%	-8%	-10%	-4%	-1%	-1%	6%
PC& LT replacement tires NAFTA	-5%	-3%	-3%	-2%	-2%	0%	4%	4%	7%
Commercial vehicle tires OE Europe	-3%	-5%	-7%	-4%	-3%	0%	0%	0%	1%
Commercial vehicle tires OE NAFTA	31%	25%	14%	2%	-12%	-13%	-9%	-2%	6%
Commercial vehicle replacement tires Europe	-27%	-26%	-19%	-14%	5%	8%	9%	9%	15%
Commercial vehicle replacement tires NAFTA	-10%	-9%	-6%	-2%	-1%	-2%	-2%	-2%	9%
<b>Continental</b>									
Passenger and light truck tires	3%	0%	0%	0%	-6%	-1%	1%	2%	9%
Commercial vehicle tires	0%	2%	2%	2%	-4%	2%	5%	6%	13%
ContiTech organic sales growth	4%	3%	2%	2%	-2%	0%	0%	2%	5%

## 6) Back-up

### Corporation Highlights Q1 2014

› Sales	Increase of 4.4% to €8,390.1 mn (PY: €8,033.3 mn); organic sales up 8.3%
› EBITDA	Increase of 10.8% to €1,295.8 mn (PY: €1,169.4 mn)
› EBIT	Increase to €903.2 mn (PY: €747.4 mn) Adjusted EBIT <sup>1</sup> increase to €953.1 mn (11.4% adjusted EBIT <sup>1</sup> margin) PPA <sup>2</sup> effect -€50.7 mn; total special effects +€1.4 mn
› NIAT <sup>3</sup>	Increase to €588.3 mn (PY: €441.2 mn)
› EPS	EPS of €2.94 (PY: €2.21) EPS before PPA <sup>2</sup> €3.12 (PY: €2.55 before PPA <sup>2</sup> )
› Capex	Capex decreased to €340.9 mn (PY: €431.4 mn); capex ratio 4.1% of sales; capex to depreciation coverage 0.9x (1.0x ex PPA <sup>2</sup> )
› R&D	Expenses for research and development increased by 8.9% to €544.1 mn (PY: €499.8 mn); R&D ratio 6.5% of sales (PY: 6.2%)
› Cash flow	Operating cash flow up by €460.2 mn to €418.8 mn; free cash flow €63.5 mn
› Net debt	Net indebtedness down by €47.1 mn to €4,242.2 mn (vs. YE 2013) Liquidity and undrawn credit lines amounted to €5,962.0 mn

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

<sup>2</sup> Amortization of intangibles from PPA, tax rate of 28% applied for EPS calculation

<sup>3</sup> Attributable to the shareholders of the parent



## 6) Back-up

### Key Historical Credit Metrics – IAS 19 (rev. 2011) applied<sup>6</sup>

(mn €) <sup>1</sup>	2009	2010	2011	2012	2013	LTM Q1 2014
<b>Cash Flow Statement</b>						
<b>Adjusted EBITDA<sup>2</sup></b>	<b>2,354</b>	<b>3,662</b>	<b>4,247</b>	<b>4,822</b>	<b>5,094</b>	<b>5,272</b>
<b>Reported EBITDA</b>	<b>1,591</b>	<b>3,588</b>	<b>4,228</b>	<b>4,967</b>	<b>5,095</b>	<b>5,221</b>
Net cash interest paid	-727	-703	-662	-575	-534	-413
Tax paid	-205	-493	-466	-684	-805	-780
Change in net working capital <sup>3</sup>	595	-497	-556	564	-4	23
Other <sup>4</sup>	1,173	-46	-256	-488	-30	130
<b>Cash flow arising from operating activities</b>	<b>2,427</b>	<b>1,849</b>	<b>2,289</b>	<b>3,785</b>	<b>3,722</b>	<b>4,182</b>
<b>Cash flow arising from investing activities</b>	<b>-787</b>	<b>-1,282</b>	<b>-1,798</b>	<b>-2,132</b>	<b>-1,904</b>	<b>-1,989</b>
- thereof capex in PPE and intangibles	-911	-1,324	-1,813	-2,081	-2,024	-1,941
<b>Cash flow before financing activities</b>	<b>1,640</b>	<b>567</b>	<b>491</b>	<b>1,653</b>	<b>1,818</b>	<b>2,193</b>
<b>Balance Sheet</b>						
Cash and cash equivalents	1,713	1,471	1,541	2,397	2,045	2,008
Derivative instruments and interest-bearing investments	104	202	249	536	303	305
Total indebtedness	10,713	8,991	8,562	8,253	6,638	6,555
<b>Net Indebtedness</b>	<b>8,896</b>	<b>7,317</b>	<b>6,772</b>	<b>5,320</b>	<b>4,289</b>	<b>4,242</b>
<b>Credit Ratios</b>						
<b>Net indebtedness / adj. EBITDA<sup>2</sup></b>	<b>3.8x</b>	<b>2.0x</b>	<b>1.6x</b>	<b>1.1x</b>	<b>0.8x</b>	<b>0.8x</b>
<b>Net cash interest paid coverage (Ratio)<sup>5</sup></b>	<b>3.2x</b>	<b>5.2x</b>	<b>6.4x</b>	<b>8.4x</b>	<b>9.5x</b>	<b>12.8x</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

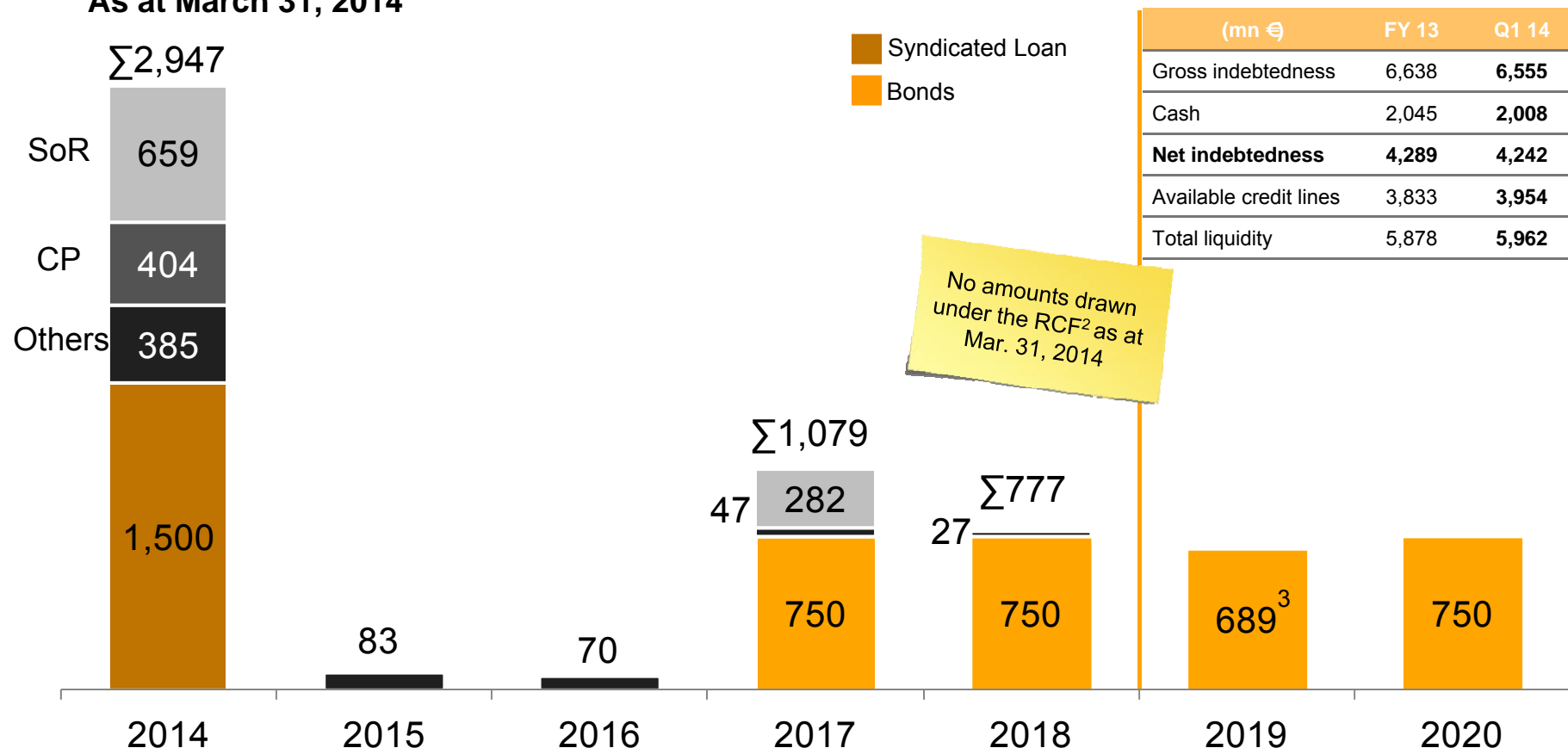
<sup>5</sup> Adj. EBITDA to net cash interest paid

<sup>6</sup> Since 2012

## 6) Back-up

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

As at March 31, 2014



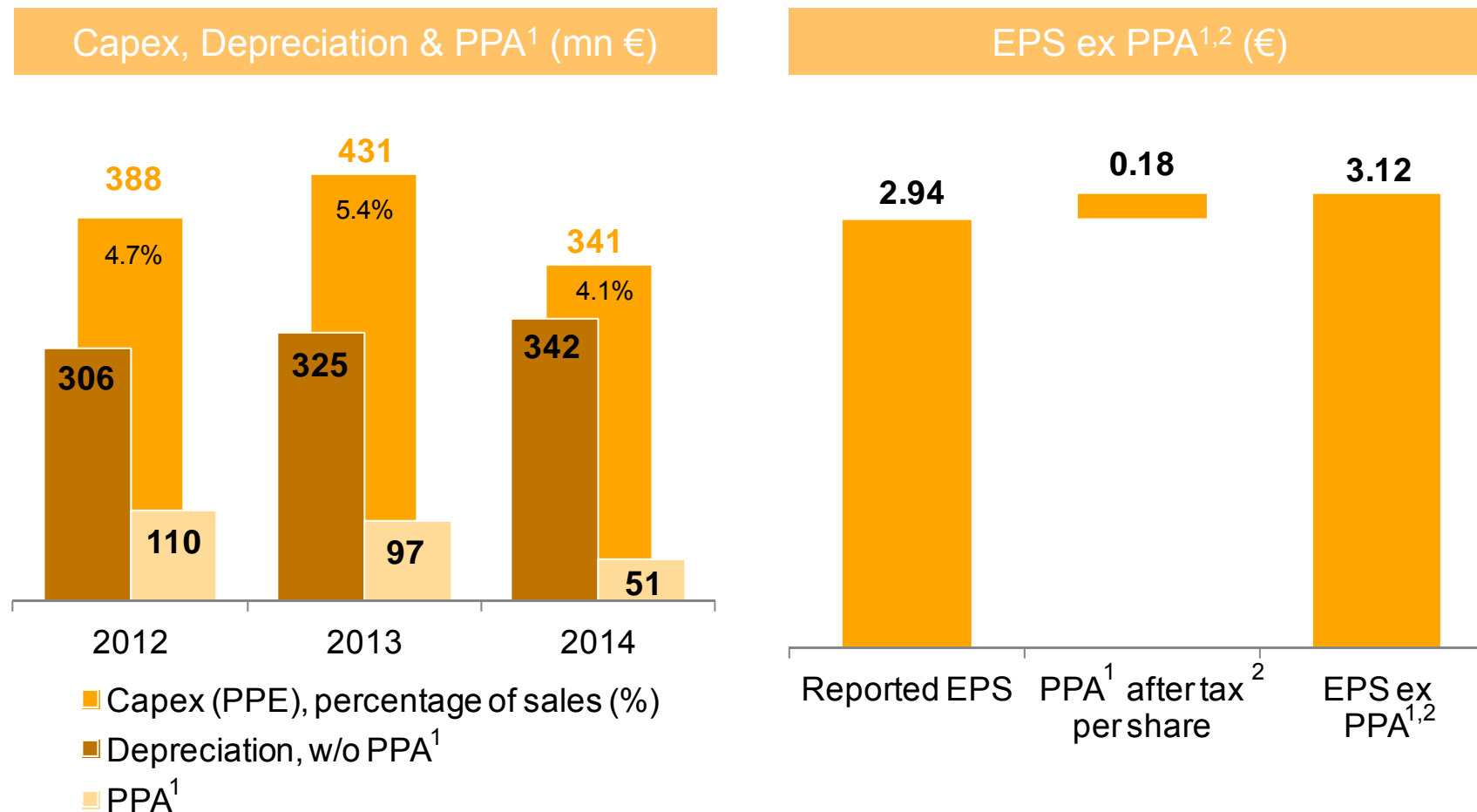
<sup>1</sup> Maturities later than 2018 are bond maturities only; all bond and syndicated loan amounts shown are nominal values; maturities do not add up to gross indebtedness amounting to €6,554.9 mn as at Mar. 31, 2014; CP = Commercial Paper; SoR = Sales of receivables (€940.8 mn total amount as at Mar. 31, 2014)

<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 US \$950 mn (exchange rate as at March 31, 2014: 1.3798)

## 6) Back-up

### Capex and Depreciation & EPS Breakdown Q1 2014



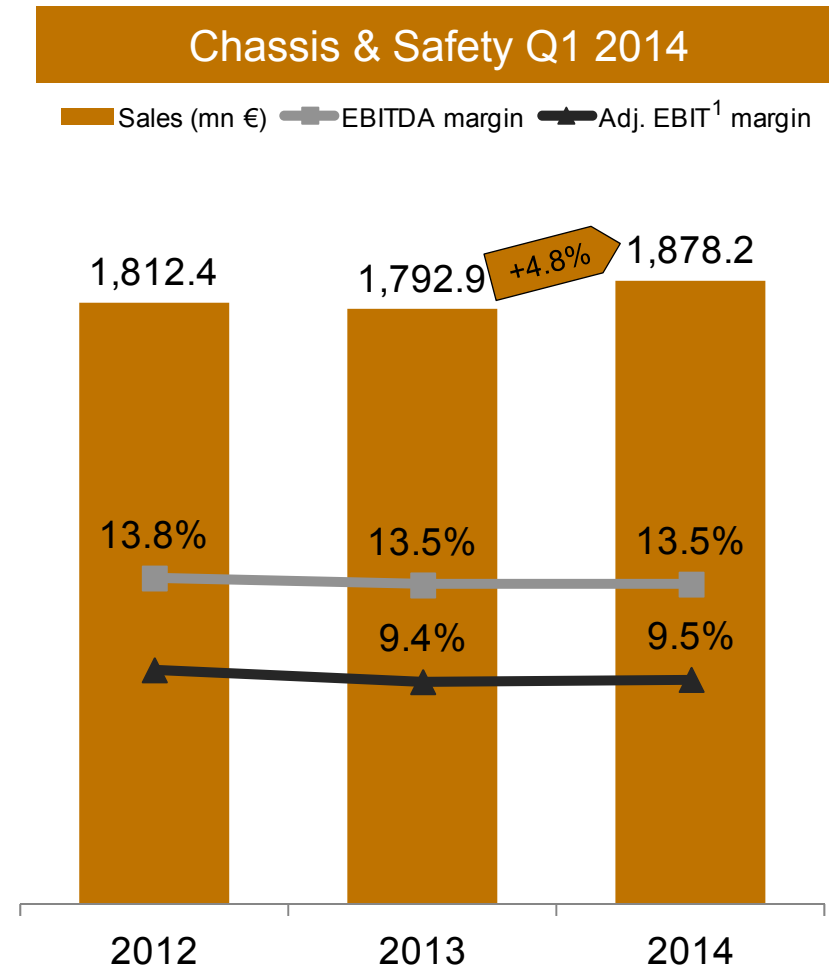
<sup>1</sup> Amortization of intangibles from PPA

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

## 6) Back-up

### Automotive Group Financials – Chassis & Safety

- › Sales increased by 8.7% before consolidation and FX effects
- › EBITDA increased by €12.2 mn to €254.0 mn (+5.0%)
- › Adj. EBIT<sup>1</sup> increased by €10.7 mn to €179.2 mn (adj. EBIT<sup>1</sup> margin 9.5%)
- › EBIT<sup>1</sup> increased by €17.0 mn to €172.3 mn (EBIT margin 9.2%)
- › PPA effect in Q1 2014: -€6.8 mn
- › No special effects in Q1 2014

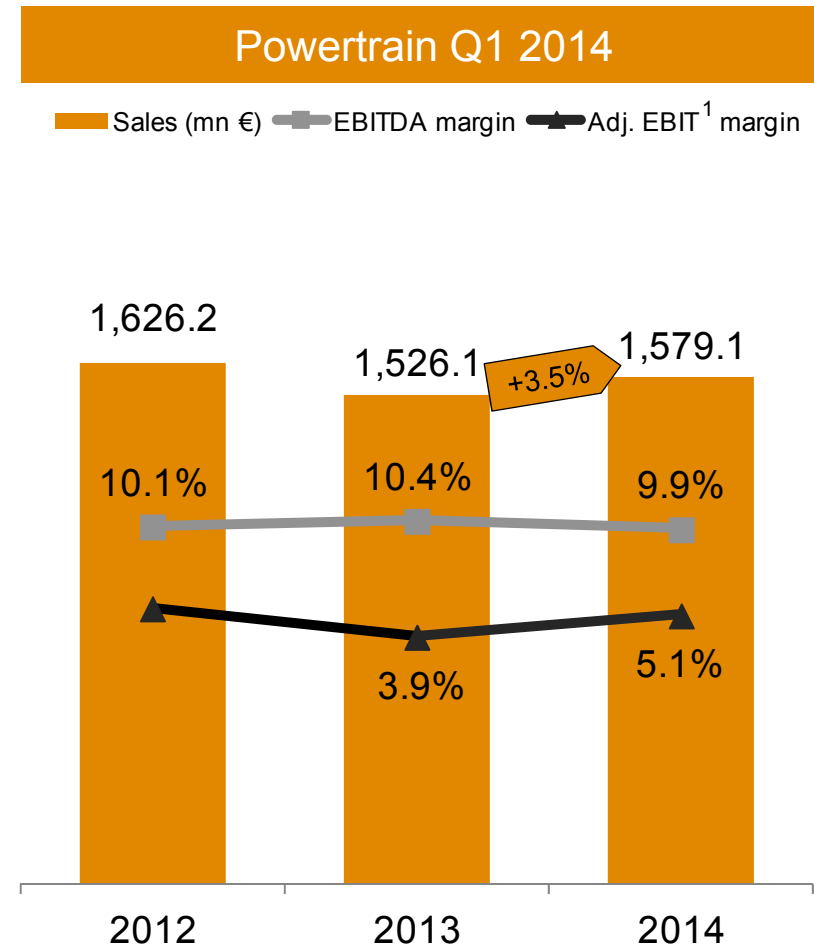


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

## 6) Back-up

### Automotive Group Financials – Powertrain

- › Sales increased by 6.4% before consolidation and FX effects
- › EBITDA decreased by €1.9 mn to €157.0 mn (-1.2%)
- › Adj. EBIT<sup>1</sup> increased by €21.4 mn to €81.0 mn (adj. EBIT<sup>1</sup> margin 5.1%)
- › EBIT increased by €12.4 mn to €64.5 mn (EBIT margin 4.1%)
- › PPA effect in Q1 2014: -€16.5 mn
- › No special effects in Q1 2014

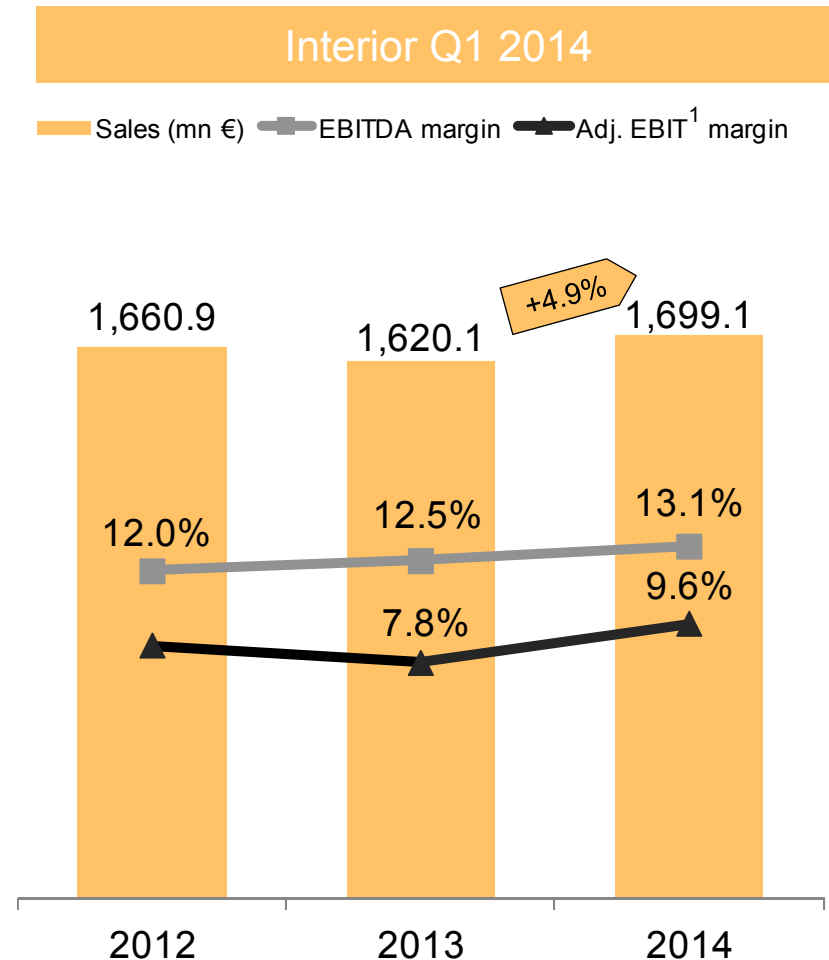


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

## 6) Back-up

### Automotive Group Financials – Interior

- › Sales increased by 11.5% before consolidation and FX effects
- › EBITDA increased by €21.1 mn to €223.2 mn (+10.4%)
- › Adj. EBIT<sup>1</sup> increased by €39.8 mn to €162.7 mn (adj. EBIT<sup>1</sup> margin 9.6%)
- › EBIT increased by €42.1 mn to €137.8 mn (EBIT margin 8.1%)
- › PPA effect in Q1 2014: -€24.9 mn
- › No special effects in Q1 2014

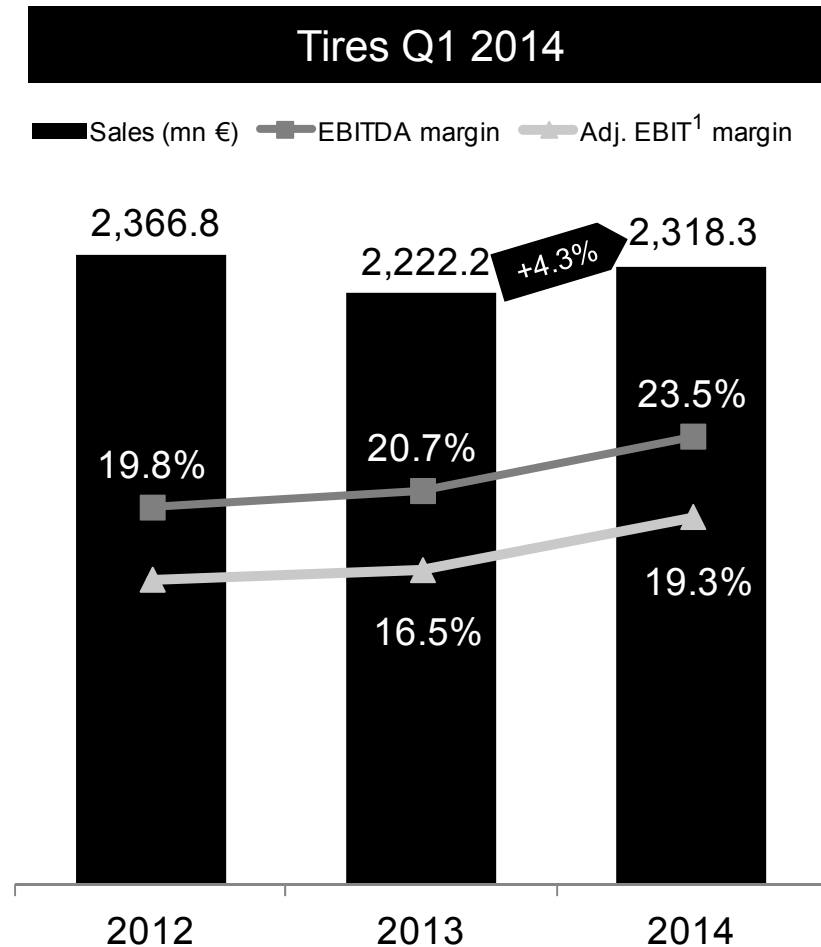


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

## 6) Back-up

### Rubber Group Financials – Tires

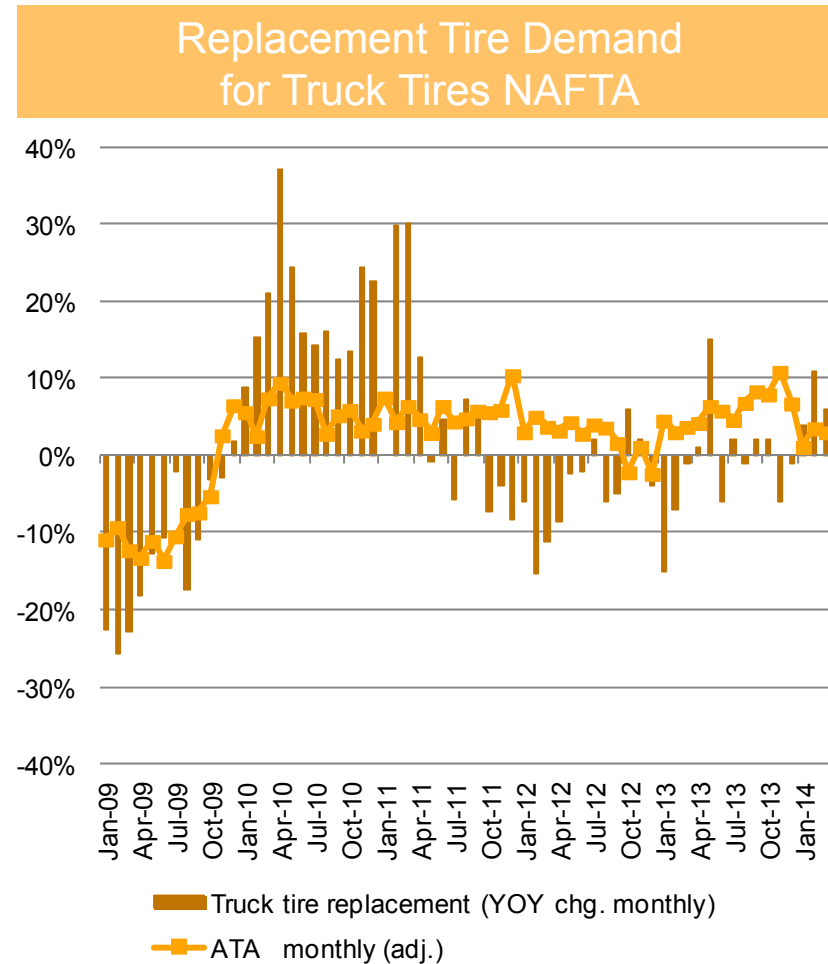
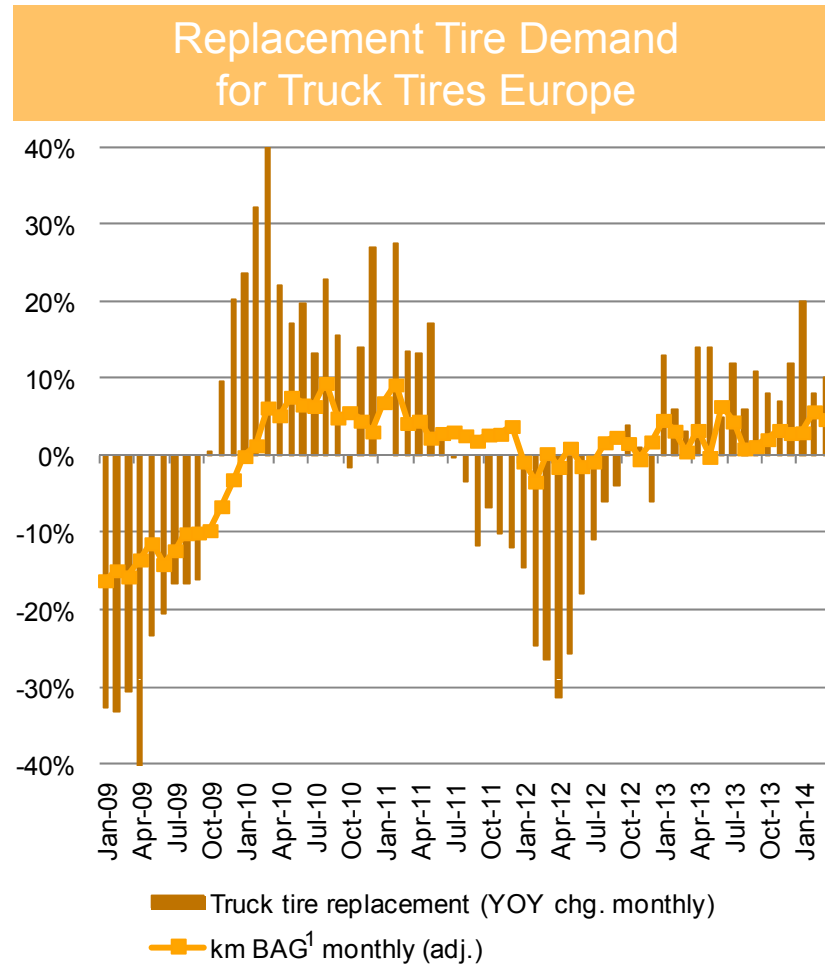
- › Sales increased by 7.8% before consolidation and FX effects
- › EBITDA increased by €86.2 mn to €545.4 mn (+18.8%)
- › Adj. EBIT<sup>1</sup> increased by €76.2 mn to €442.5 mn (adj. EBIT<sup>1</sup> margin 19.3%)
- › EBIT increased by €75.5 mn to €440.7 mn (EBIT margin 19.0%)
- › Special effects in Q1 2014: +€0.2 mn



<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

## 6) Back-up

### Tires – Commercial Vehicle Tire Demand



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

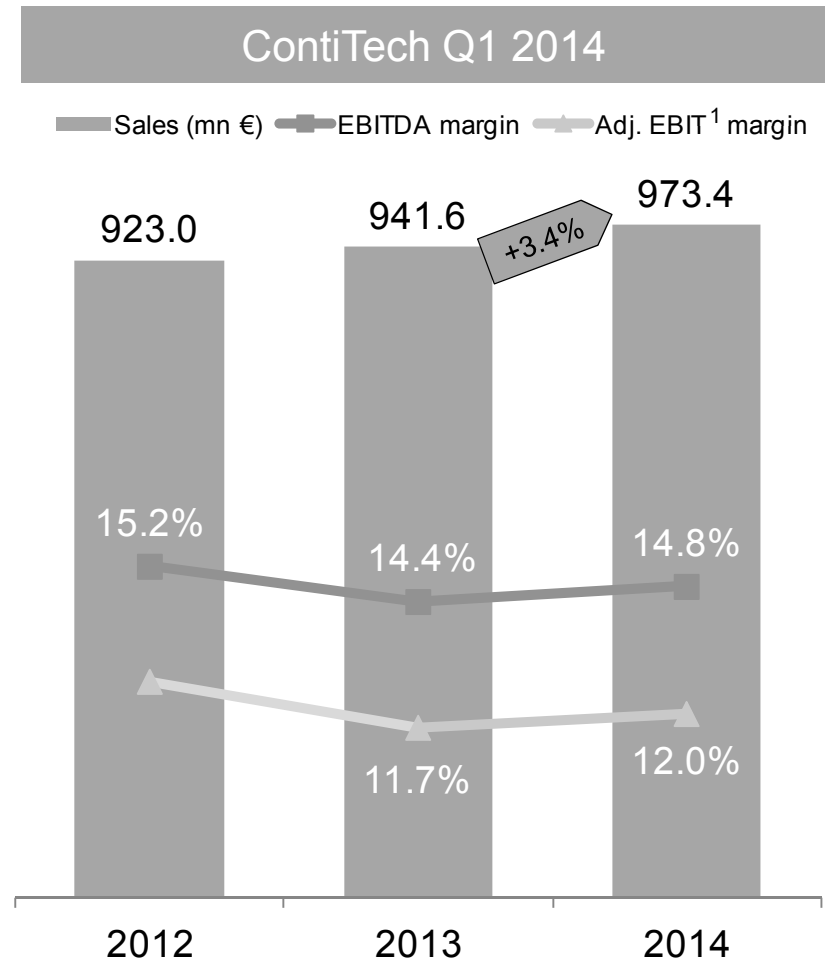
<sup>2</sup> ATA = American Trucking Association



## 6) Back-up

### Rubber Group Financials – ContiTech

- › Sales increased by 4.7% before consolidation and FX effects
- › EBITDA increased by €7.8 mn to €143.7 mn (+5.7%)
- › Adj. EBIT<sup>1</sup> increased by €5.4 mn to €115.3 mn (adj. EBIT<sup>1</sup> margin 12.0%)
- › EBIT increased by €7.8 mn to €115.5 mn (EBIT margin 11.9%)
- › Special effects in Q1 2014: +€1.2 mn



<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

# Fact Sheets 2012 – 2014

## 6) Fact Sheets

### Quarterly Sales Analysis

Sales (mn €)	2012					2013					2014				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	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	1,878.2				
Powertrain	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	1,579.1				
Interior	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	1,699.1				
Tires	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	2,318.3				
ContiTech	923.0	931.6	924.0	933.2	3,711.8	941.6	998.7	961.9	976.1	3,878.3	973.4				
Other / Consolidation	-69.8	-64.4	-66.7	-61.2	-262.1	-69.6	-67.3	-64.4	-64.4	-265.7	-58.0				
Continental Corporation	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	8,390.1				

Changes Y-o-Y in %	2013					2014				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	-1.1	4.5	4.4	4.7	3.1	4.8				
Powertrain	-6.2	2.2	5.2	7.9	2.0	3.5				
Interior	-2.5	6.7	1.9	4.6	2.7	4.9				
Tires	-6.1	2.9	-0.3	0.1	-0.8	4.3				
ContiTech	2.0	7.2	4.1	4.6	4.5	3.4				
Continental Corporation	-3.4	4.3	2.6	3.8	1.8	4.4				

## 6) Fact Sheets

### Quarterly EBITDA Analysis

EBITDA (mn €)	2012					2013					2014				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	249.8	257.3	237.3	263.5	1,007.9	241.8	250.3	245.8	252.3	990.2	254.0				
Powertrain	164.2	153.0	125.0	166.8	609.0	158.9	168.5	160.7	162.1	650.2	157.0				
Interior	199.4	212.2	194.0	247.7	853.3	202.1	220.1	214.5	213.5	850.2	223.2				
Tires	468.5	530.7	522.4	483.5	2,005.1	459.2	533.2	590.9	554.4	2,137.7	545.4				
ContiTech	140.3	148.0	144.2	126.4	558.9	135.9	157.5	139.7	143.2	576.3	143.7				
Other / Consolidation	-18.3	-12.5	-24.6	-11.4	-66.8	-28.5	-19.7	-29.1	-32.3	-109.6	-27.5				
Continental Corporation	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	1,295.8				

EBITDA margin in %	2012					2013					2014				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	13.8	14.4	13.8	15.2	14.3	13.5	13.5	13.7	13.9	13.6	13.5				
Powertrain	10.1	9.7	8.4	11.5	9.9	10.4	10.5	10.3	10.3	10.4	9.9				
Interior	12.0	13.1	12.3	15.7	13.3	12.5	12.8	13.3	12.9	12.9	13.1				
Tires	19.8	22.6	21.0	19.6	20.7	20.7	22.0	23.8	22.5	22.3	23.5				
ContiTech	15.2	15.9	15.6	13.5	15.1	14.4	15.8	14.5	14.7	14.9	14.8				
Continental Corporation	14.5	15.7	14.7	15.8	15.2	14.6	15.3	15.8	15.4	15.3	15.4				

Changes Y-o-Y in %	2013					2014				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	-3.2	-2.7	3.6	-4.3	-1.8	5.0				
Powertrain	-3.2	10.1	28.6	-2.8	6.8	-1.2				
Interior	1.4	3.7	10.6	-13.8	-0.4	10.4				
Tires	-2.0	0.5	13.1	14.7	6.6	18.8				
ContiTech	-3.1	6.4	-3.1	13.3	3.1	5.7				
Continental Corporation	-2.9	1.6	10.4	1.3	2.6	10.8				

## 6) Fact Sheets

### Quarterly Analysis of Adjusted EBIT<sup>1</sup>

Adjusted EBIT <sup>1</sup> (mn €)	2013					2014				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	168.5					179.2				
Powertrain	59.6					81.0				
Interior	122.9					162.7				
Tires	366.3					442.5				
ContiTech	109.9					115.3				
Other / Consolidation	-31.0					-27.6				
Continental Corporation	796.2					953.1				

Adjusted EBIT <sup>1</sup> margin in %	2013					2014				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	9.4					9.5				
Powertrain	3.9					5.1				
Interior	7.8					9.6				
Tires	16.5					19.3				
ContiTech	11.7					12.0				
Continental Corporation	10.0					11.4				

Changes Y-o-Y in %	2014				
	Q1	Q2	Q3	Q4	FY
C&S	6.4				
Powertrain	35.9				
Interior	32.4				
Tires	20.8				
ContiTech	4.9				
Continental Corporation	19.7				

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

## 6) Fact Sheets

### Quarterly EBIT Analysis

EBIT (mn €)	2012					2013					2014				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	166.8	173.0	153.3	179.6	672.7	155.3	162.7	155.1	125.8	598.9	172.3				
Powertrain	45.8	37.0	5.5	-40.0	48.3	52.1	58.3	49.5	19.6	179.5	64.5				
Interior	92.8	102.5	81.1	137.1	413.5	95.7	112.5	104.4	68.0	380.6	137.8				
Tires	384.3	442.9	432.6	406.7	1,666.5	365.2	440.3	494.6	452.6	1,752.7	440.7				
ContiTech	115.8	123.6	118.9	95.3	453.6	107.7	129.2	111.8	113.4	462.1	115.5				
Other / Consolidation	-18.3	-12.8	-24.6	-12.7	-68.4	-28.6	-19.8	-29.1	-32.6	-110.1	-27.6				
Continental Corporation	787.2	866.2	766.8	766.0	3,186.2	747.4	883.2	886.3	746.8	3,263.7	903.2				

EBIT margin in %	2012					2013					2014				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	9.2	9.7	8.9	10.4	9.5	8.7	8.7	8.6	6.9	8.2	9.2				
Powertrain	2.8	2.4	0.4	-2.8	0.8	3.4	3.6	3.2	1.3	2.9	4.1				
Interior	5.6	6.3	5.1	8.7	6.4	5.9	6.5	6.5	4.1	5.8	8.1				
Tires	16.2	18.8	17.4	16.5	17.2	16.4	18.2	20.0	18.4	18.3	19.0				
ContiTech	12.5	13.3	12.9	10.2	12.2	11.4	12.9	11.6	11.6	11.9	11.9				
Continental Corporation	9.5	10.6	9.4	9.5	9.7	9.3	10.3	10.6	8.9	9.8	10.8				

Changes Y-o-Y in %	2013					2014				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	-6.9	-6.0	1.2	-30.0	-11.0	10.9				
Powertrain	13.8	57.6	800.0	149.0	271.6	23.8				
Interior	3.1	9.8	28.7	-50.4	-8.0	44.0				
Tires	-5.0	-0.6	14.3	11.3	5.2	20.7				
ContiTech	-7.0	4.5	-6.0	19.0	1.9	7.2				
Continental Corporation	-5.1	2.0	15.6	-2.5	2.4	20.8				

## 6) Fact Sheets

### Consolidated Statement of Income

(mn €)	Q1 2012	Q1 2013	Q1 2014
<b>Sales</b>	<b>8,319.5</b>	<b>8,033.3</b>	<b>8,390.1</b>
Cost of sales	-6,542.5	-6,244.3	-6,294.4
<b>Gross margin on sales</b>	<b>1,777.0</b>	<b>1,789.0</b>	<b>2,095.7</b>
Research and development expenses	-445.8	-499.8	-544.1
Selling and logistics expenses	-379.0	-406.5	-430.9
Administrative expenses	-159.2	-171.8	-178.9
Other income and expenses	-20.1	33.8	-47.0
Income from at-equity accounted investees	12.6	7.2	8.4
Other income from investments	1.7	-4.5	0.0
<b>Earnings before interest and taxes</b>	<b>787.2</b>	<b>747.4</b>	<b>903.2</b>
Interest income <sup>1</sup>	25.1	21.7	26.6
Interest expense <sup>1,2</sup>	-90.0	-144.8	-106.6
<b>Net interest expense</b>	<b>-64.9</b>	<b>-123.1</b>	<b>-80.0</b>
<b>Earnings before taxes</b>	<b>722.3</b>	<b>624.3</b>	<b>823.2</b>
Income tax expense	-221.8	-161.0	-215.6
<b>Net income</b>	<b>500.5</b>	<b>463.3</b>	<b>607.6</b>
Non-controlling interests	-17.6	-22.1	-19.3
<b>Net income attributable to the shareholders of the parent</b>	<b>482.9</b>	<b>441.2</b>	<b>588.3</b>
<b>Basic earnings per share in EUR</b>	<b>2.41</b>	<b>2.21</b>	<b>2.94</b>
<b>Diluted earnings per share in EUR</b>	<b>2.41</b>	<b>2.21</b>	<b>2.94</b>

<sup>1</sup> Including interest effects from pension obligations, from other long-term employee benefits, and from pension funds. In the prior years, the resulting income was reported under interest expense; the comparative figures for the prior years have been adjusted accordingly

<sup>2</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

## 6) Fact Sheets

### Consolidated Statement of Financial Position – Assets

<b>Assets in €millions</b>	<b>March 31, 2014</b>	<b>Dec. 31, 2013</b>	<b>March 31, 2013</b>
Goodwill	5,527.7	5,520.9	5,639.6
Other intangible assets	501.6	557.7	843.2
Property, plant and equipment	7,728.3	7,728.0	7,603.5
Investment property	20.1	20.4	19.7
Investments in at-equity accounted investees	428.3	450.0	448.8
Other investments	7.7	7.9	6.9
Deferred tax assets	956.3	928.4	876.1
Defined benefit assets	6.1	6.0	2.0
Long-term derivative instruments and interest-bearing investments	269.6	285.1	459.5
Other long-term financial assets	19.9	45.0	21.2
Other long-term assets	20.2	20.1	14.1
<b>Non-current assets</b>	<b>15,485.8</b>	<b>15,569.5</b>	<b>15,934.6</b>
Inventories	3,102.0	2,830.9	3,231.2
Trade accounts receivable	6,055.8	5,315.8	5,886.5
Other short-term financial assets	362.3	336.2	318.5
Other short-term assets	648.0	601.2	718.3
Income tax receivables	64.3	69.3	83.9
Short-term derivative instruments and interest-bearing investments	35.1	18.3	77.6
Cash and cash equivalents	2,008.0	2,044.8	1,962.7
Assets held for sale	33.4	34.8	42.8
<b>Current assets</b>	<b>12,308.9</b>	<b>11,251.3</b>	<b>12,321.5</b>
<b>Total assets</b>	<b>27,794.7</b>	<b>26,820.8</b>	<b>28,256.1</b>



## 6) Fact Sheets

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

Total equity and liabilities in €millions	March 31, 2014	Dec. 31, 2013	March 31, 2013
Subscribed capital	512.0	512.0	512.0
Capital reserves	4,155.6	4,155.6	4,155.6
Retained earnings	6,123.6	5,535.3	4,503.4
Other comprehensive income	-1,284.3	-1,191.7	-808.1
<b>Equity attributable to the shareholders of the parent</b>	<b>9,506.9</b>	<b>9,011.2</b>	<b>8,362.9</b>
Non-controlling interests	314.7	311.0	375.3
<b>Total equity</b>	<b>9,821.6</b>	<b>9,322.2</b>	<b>8,738.2</b>
Provisions for pension liabilities and similar obligations	2,504.3	2,391.1	2,538.5
Deferred tax liabilities	133.7	113.2	297.2
Long-term provisions for other risks and obligations	263.7	266.9	302.0
Long-term portion of indebtedness	3,574.8	5,041.2	5,639.0
Other long-term financial liabilities	32.2	16.2	13.0
Other long-term liabilities	42.5	42.2	56.1
<b>Non-current liabilities</b>	<b>6,551.2</b>	<b>7,870.8</b>	<b>8,845.8</b>
Trade accounts payable	4,756.8	4,596.3	4,504.9
Income tax payables	597.1	588.2	677.2
Short-term provisions for other risks and obligations	607.3	631.1	597.3
Indebtedness	2,980.1	1,596.3	2,473.9
Other short-term financial liabilities	1,564.8	1,448.0	1,502.0
Other short-term liabilities	915.8	767.9	916.8
<b>Current liabilities</b>	<b>11,421.9</b>	<b>9,627.8</b>	<b>10,672.1</b>
<b>Total equity and liabilities</b>	<b>27,794.7</b>	<b>26,820.8</b>	<b>28,256.1</b>

## 6) Fact Sheets

# Consolidated Statement of Cash Flows

	January 1 to March 31	
in €millions	2014	2013
<b>Net income</b>	<b>607.6</b>	<b>463.3</b>
Income tax expense	215.6	161.0
Net interest expense	80.0	123.1
<b>EBIT</b>	<b>903.2</b>	<b>747.4</b>
Interest paid	-60.8	-182.1
Interest received	7.0	7.2
Income tax paid	-178.3	-204.2
Dividends received	15.6	15.6
Depreciation, amortization, impairment and reversal of impairment losses	392.6	422.0
Income from at-equity accounted and other investments, incl. impairment and reversal of impairment losses	-8.4	-2.7
Gains from the disposal of assets, companies and business operations	-7.0	-82.3
Other non-cash items	—	-2.4
Changes in		
inventories	-268.1	-195.3
trade accounts receivable	-759.8	-799.0
trade accounts payable	177.2	116.3
pension and similar obligations	0.5	-2.5
other assets and liabilities	205.1	120.6
<b>Cash flow arising from operating activities</b>	<b>418.8</b>	<b>-41.4</b>
Proceeds on the disposal of property, plant and equipment, and intangible assets	17.8	4.8
Capital expenditure on property, plant and equipment, and software	-340.9	-431.3
Capital expenditure on intangible assets from development projects and miscellaneous	-14.7	-7.3
Proceeds on the disposal of companies and business operations	0.2	250.3
Acquisition of companies and business operations	-17.7	-86.2
<b>Cash flow arising from investing activities</b>	<b>-355.3</b>	<b>-269.7</b>
<b>Cash flow before financing activities (free cash flow)</b>	<b>63.5</b>	<b>-311.1</b>
Change in indebtedness	-83.5	-157.6
Successive purchases	—	-4.6
Dividends paid and repayment of capital to non-controlling interests	-0.9	-1.0
Cash and cash equivalents arising from first consolidation of subsidiaries	0.2	0.4
<b>Cash flow arising from financing activities</b>	<b>-84.2</b>	<b>-162.8</b>
<b>Change in cash and cash equivalents</b>	<b>-20.7</b>	<b>-473.9</b>
Cash and cash equivalents at the beginning of the reporting period	2,044.8	2,397.2
Effect of exchange rate changes on cash and cash equivalents	-16.1	39.4
<b>Cash and cash equivalents at the end of the reporting period</b>	<b>2,008.0</b>	<b>1,962.7</b>

## 6) Fact Sheets

### Q1 2014 Results Reported & Adjusted (mn €) – by Division

	Chassis & Safety		Powertrain		Interior		Tires		ContiTech		Cons./Corr.		Corporation	
	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014
<b>Sales</b>	<b>1,792.9</b>	<b>1,878.2</b>	<b>1,526.1</b>	<b>1,579.1</b>	<b>1,620.1</b>	<b>1,699.1</b>	<b>2,222.2</b>	<b>2,318.3</b>	<b>941.6</b>	<b>973.4</b>	<b>-69.6</b>	<b>-58.0</b>	<b>8,033.3</b>	<b>8,390.1</b>
<b>EBIT</b> in % of sales	<b>155.3</b> 8.7%	<b>172.3</b> 9.2%	<b>52.1</b> 3.4%	<b>64.5</b> 4.1%	<b>95.7</b> 5.9%	<b>137.8</b> 8.1%	<b>365.2</b> 16.4%	<b>440.7</b> 19.0%	<b>107.7</b> 11.4%	<b>115.5</b> 11.9%	<b>-28.6</b>	<b>-27.6</b>	<b>747.4</b> 9.3%	<b>903.2</b> 10.8%
<b>Amortization of intangible assets from PPA</b>	<b>13.1</b>	<b>6.8</b>	<b>33.2</b>	<b>16.5</b>	<b>47.9</b>	<b>24.9</b>	<b>1.1</b>	<b>1.0</b>	<b>1.5</b>	<b>1.5</b>	<b>0.0</b>	<b>0.0</b>	<b>96.8</b>	<b>50.7</b>
<b>Total special effects</b>	<b>0.0</b>	<b>0.0</b>	<b>-25.8</b>	<b>0.0</b>	<b>-19.6</b>	<b>0.0</b>	<b>0.0</b>	<b>-0.2</b>	<b>0.7</b>	<b>-1.2</b>	<b>-2.4</b>	<b>0.0</b>	<b>-47.1</b>	<b>-1.4</b>
<b>Total consolidation effects</b>	<b>0.1</b>	<b>0.1</b>	<b>0.1</b>	<b>0.0</b>	<b>-1.1</b>	<b>0.0</b>	<b>0.0</b>	<b>1.0</b>	<b>0.0</b>	<b>-0.5</b>	<b>0.0</b>	<b>0.0</b>	<b>-0.9</b>	<b>0.6</b>
<b>Total consolidation &amp; special effects</b>	<b>0.1</b>	<b>0.1</b>	<b>-25.7</b>	<b>0.0</b>	<b>-20.7</b>	<b>0.0</b>	<b>0.0</b>	<b>0.8</b>	<b>0.7</b>	<b>-1.7</b>	<b>-2.4</b>	<b>0.0</b>	<b>-48.0</b>	<b>-0.8</b>
<b>Adjusted operating result (adj. EBIT) <sup>1</sup></b> in % of adjusted sales	<b>168.5</b> 9.4%	<b>179.2</b> 9.5%	<b>59.6</b> 3.9%	<b>81.0</b> 5.1%	<b>122.9</b> 7.8%	<b>162.7</b> 9.6%	<b>366.3</b> 16.5%	<b>442.5</b> 19.3%	<b>109.9</b> 11.7%	<b>115.3</b> 12.0%	<b>-31.0</b>	<b>-27.6</b>	<b>796.2</b> 10.0%	<b>953.1</b> 11.4%

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

## 6) Fact Sheets

### Q1 2014 Results Reported & Adjusted (mn €) – by Group

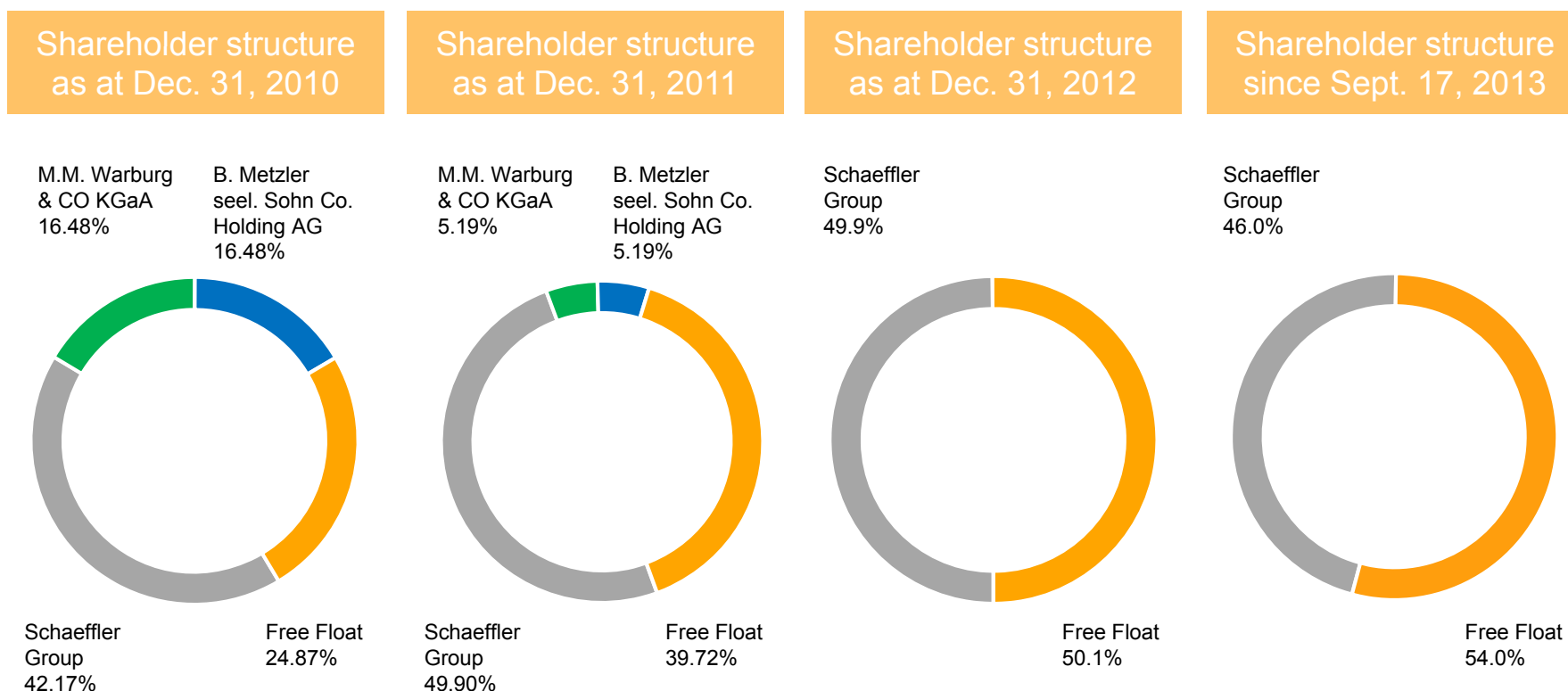
	<u>Automotive</u>		<u>Rubber</u>		<u>Cons./Corr.</u>		<u>Corporation</u>	
	2013	2014	2013	2014	2013	2014	2013	2014
<b>Sales</b>	4,911.2	5,128.8	3,132.0	3,271.3	-9.9	-10.0	8,033.3	8,390.1

	<u>Automotive</u>		<u>Rubber</u>		<u>Cons./Corr.</u>		<u>Corporation</u>	
	2013	2014	2013	2014	2013	2014	2013	2014
<b>EBIT</b>	303.1	374.6	472.9	556.2	-28.6	-27.6	747.4	903.2
in % of sales	6.2%	7.3%	15.1%	17.0%			9.3%	10.8%
<b>Amortization of intangible assets from PPA</b>	94.2	48.2	2.6	2.5	0.0	0.0	96.8	50.7
<b>Total special effects</b>	-45.4	0.0	0.7	-1.4	-2.4	0.0	-47.1	-1.4
<b>Total consolidation effects</b>	-0.9	0.1	0.0	0.5	0.0	0.0	-0.9	0.6
<b>Total consolidation &amp; special effects</b>	-46.3	0.1	0.7	-0.9	-2.4	0.0	-48.0	-0.8
<b>Adjusted operating result (adj. EBIT) <sup>1</sup></b>	351.0	422.9	476.2	557.8	-31.0	-27.6	796.2	953.1
in % of adjusted sales	7.2%	8.2%	15.2%	17.2%			10.0%	11.4%

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

## 6) Fact Sheets

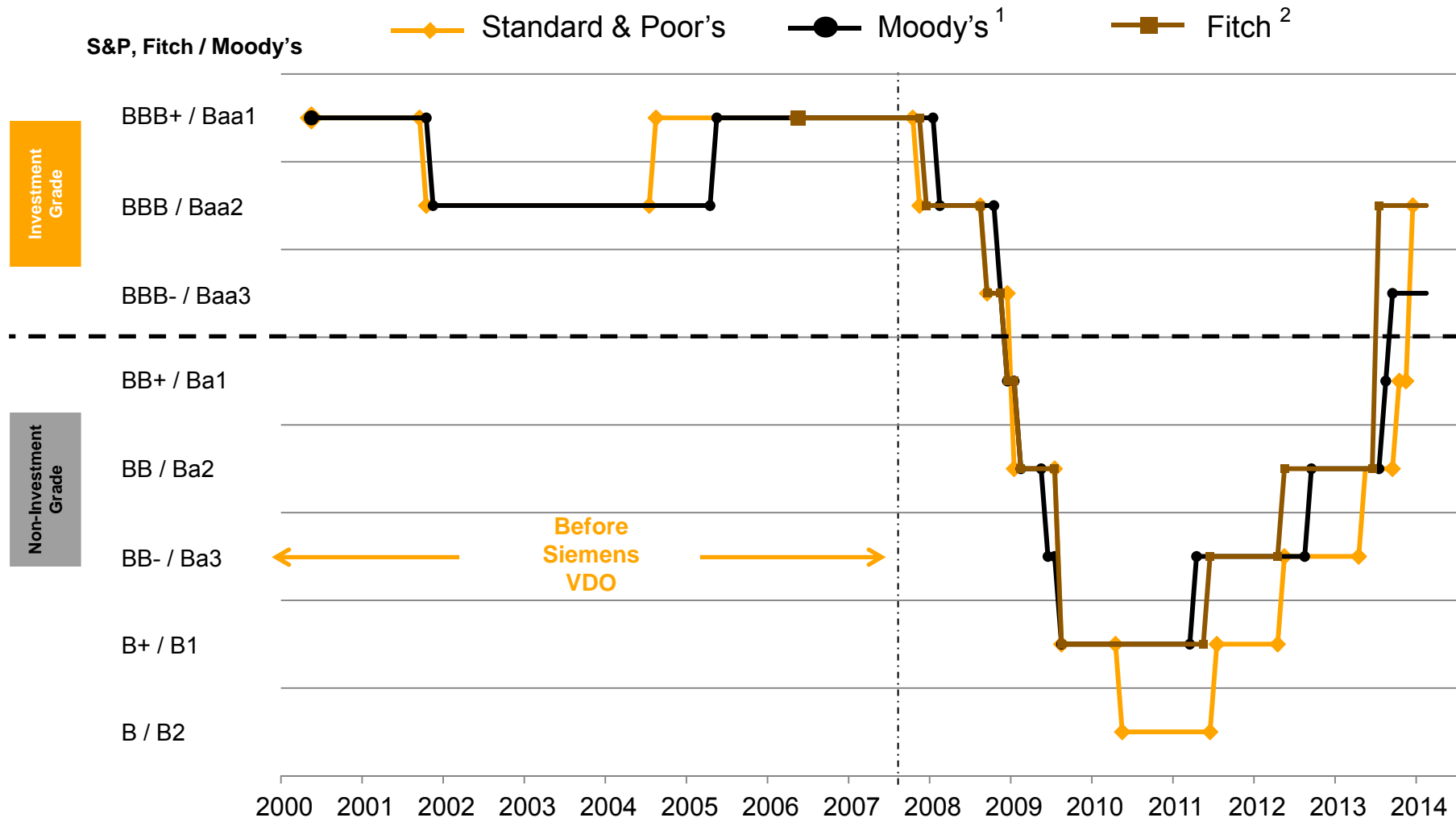
### Shareholder Structure



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>
2013 Fact Book	<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>