

Preliminary FY 2014 Results

Hanover – March 5, 2015

Ticker: CON
ADR-Ticker: CTTAY
<http://www.continental-ir.com>

Wolfgang Schaefer – CFO

AGENDA

1	Corporation Highlights	3
2	Automotive Group	13
3	Rubber Group	19
4	Indebtedness and Cash Flow	25
5	Outlook 2015	30
6	Back-up & Fact Sheets 2012 - 2014	39

1) Corporation Highlights

Most Important KPIs FY 2014

- › **Sales up by 4% to €34.5 bn**
- › **Adj. EBIT¹ up by 4% to €3.9 bn**; adj. EBIT¹ margin at 11.3% up 10 bps (PPA and special effects -€517 mn)
- › **NIAT² up by 24% to €2.4 bn**
- › **Free cash flow amounted to €2.0 bn** up by 11%
- › **Net indebtedness down to €2.8 bn; Gearing ratio at 26%; Equity ratio at 37%**
- › Sustained value creation: **trailing ROCE³ up by 60 bps to 20.0%**
- › **Other topics:**
 - › **€30 bn life-time-sales** acquired in the Automotive Group in 2014
 - › **Veyance acquisition** closed on January 30, 2015
 - › **Dividend** will increase by 30% to €3.25⁴

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

² Attributable to the shareholders of the parent

³ Trailing ROCE is calculated as reported EBIT for the last twelve months (LTM) divided by average operating assets (AOA) for the LTM

⁴ Topic for approval of the Annual Shareholders' Meeting (ASM) on Apr. 30, 2015

1) Corporation Highlights

Divisional Highlights FY 2014

Preliminary

Automotive Group

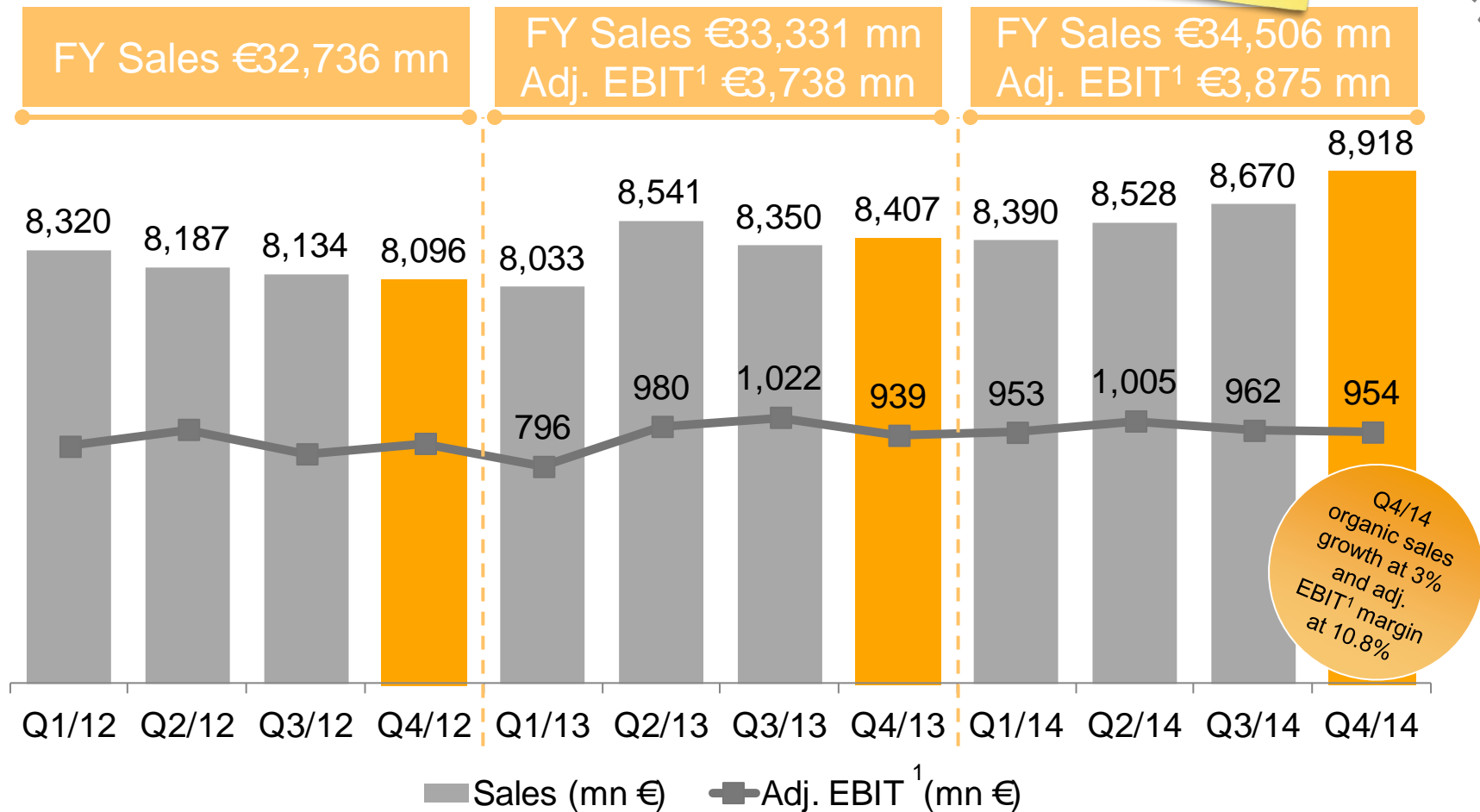
- › **Chassis & Safety:** 9.4% adj. EBIT¹ margin (PY: 9.5%); organic sales up by 5% (Q4/14: +5%) mainly due to strong growth in ADAS (+47% unit sales) and electric stability control (ESC)
- › **Powertrain:** 4.1% adj. EBIT¹ margin (PY: 5.1%); organic sales increased by 3% (Q4/14: +1%); adj. EBIT¹ margin excl €86 mn provisions for legacy contracts and before HEV was 7.5% in 2014; 2015 targets confirmed (5% growth and 8% adj. EBIT margin before HEV)
- › **Interior:** 10.1% adj. EBIT¹ margin (PY 8.9%); organic sales increased by 9% (Q4/14: +9%); adj. EBIT¹ margin was driven by IC turnaround; top line growth by BS and ID sales
- › **Automotive Group:** Organic sales increased by 6% in 2014 (Q4/14: +5%); adj. EBIT¹ margin increased by 10 bps to 8.1%; Life-time-sales acquired totaled €30 bn for 2014 (1.4x 2014 sales)

Rubber Group

- › **Tires:** Adj. EBIT¹ margin increased to 19.4% (PY 18.7%) benefitting from lower raw material costs (2014: ~€190 mn), strict cost management and solid price mix (was balanced in 2014); volumes up by 3% in 2014 (Q4/14: -4% for PC & LT tire and -3% for truck tire volumes); FX did impact sales in 2014 with -2% (Q4/14: +2%)
PC & LT tire replacement demand further stabilized in Europe and totaled +2% in 2014 (Q4/14: -8%) and further recovered in NAFTA to an increase of 6% in 2014 (Q4/14: +6%)
- › **ContiTech:** Adj. EBIT¹ margin down by 80 bps to 11.3%; organic sales +1% (Q4/14: +0.5%)
- › **Rubber Group:** Organic sales increased by 2% in 2014 (Q4/14: -1%); adj. EBIT¹ margin increased by 30 bps to 17.2% (PY: 16.9%)

1) Corporation Highlights

Sales and Adjusted EBIT¹ by Quarter



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

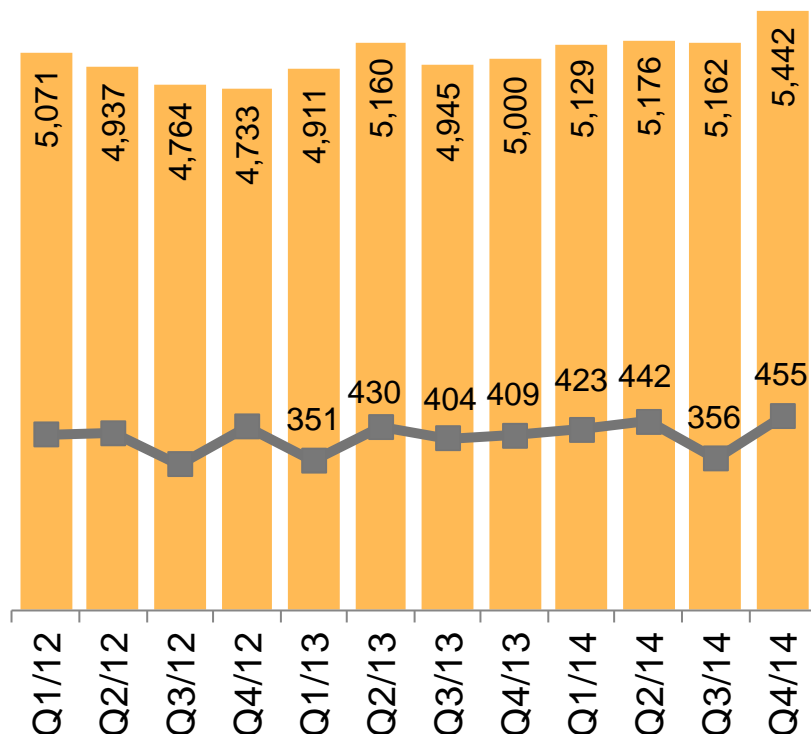
1) Corporation Highlights

Automotive Group and Rubber Group by Quarter

Preliminary

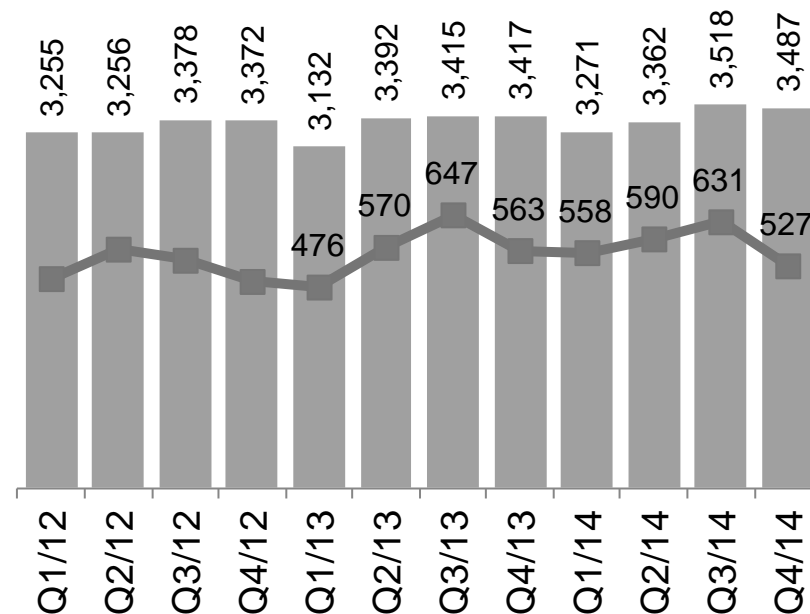
Automotive Group

■ Sales (mn €) ■ Adj. EBIT¹ (mn €)



Rubber Group

■ Sales (mn €) ■ Adj. EBIT¹ (mn €)

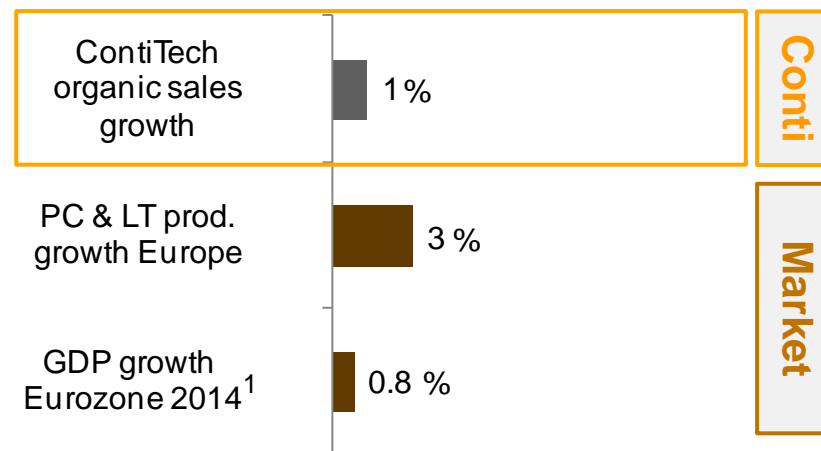
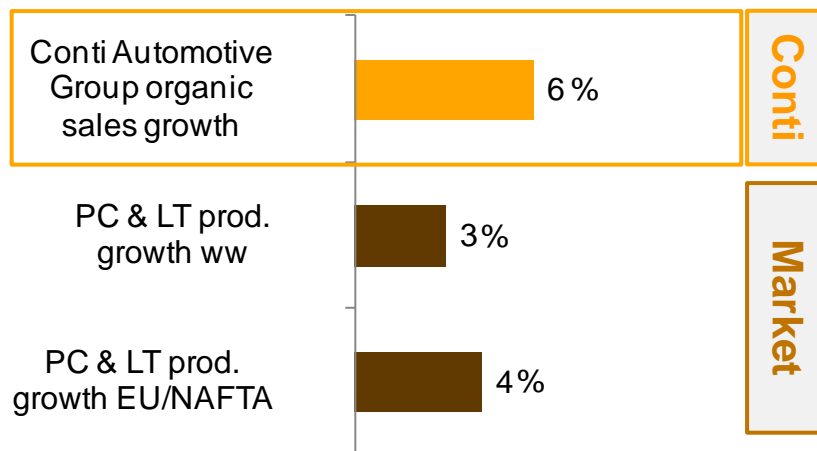


¹ Before amortization of intangibles from PPA, consolidation and special effects

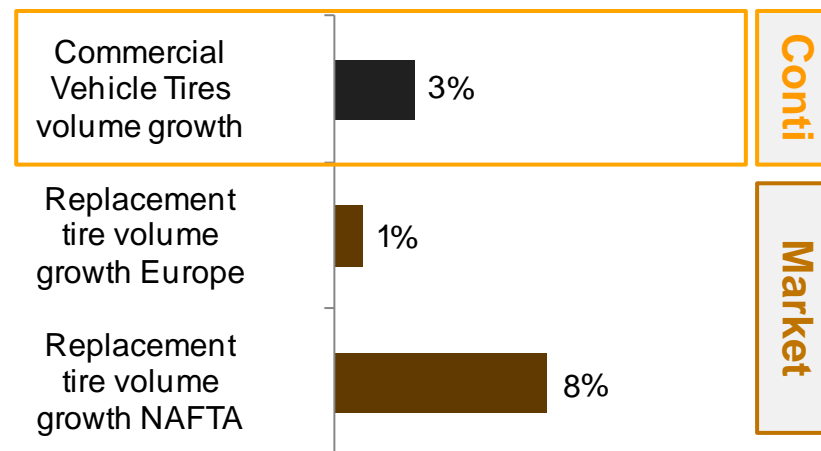
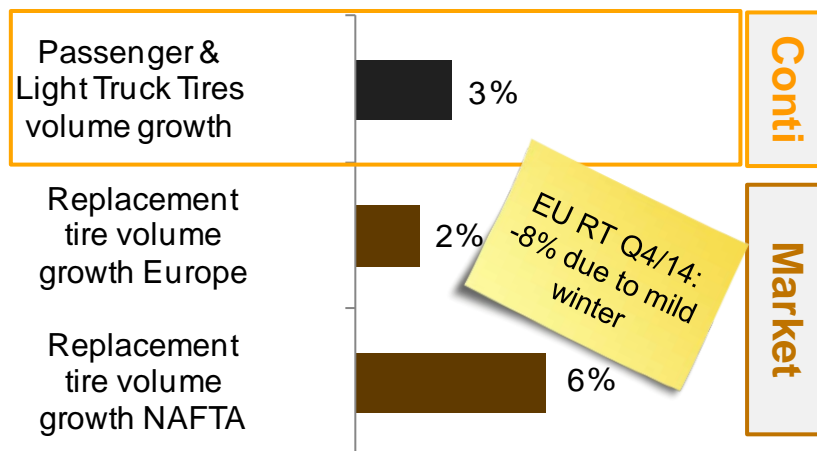
1) Corporation Highlights

Growth Profile of the Corporation FY 2014

Preliminary



¹ According to IMF (WEO Update January 2015)



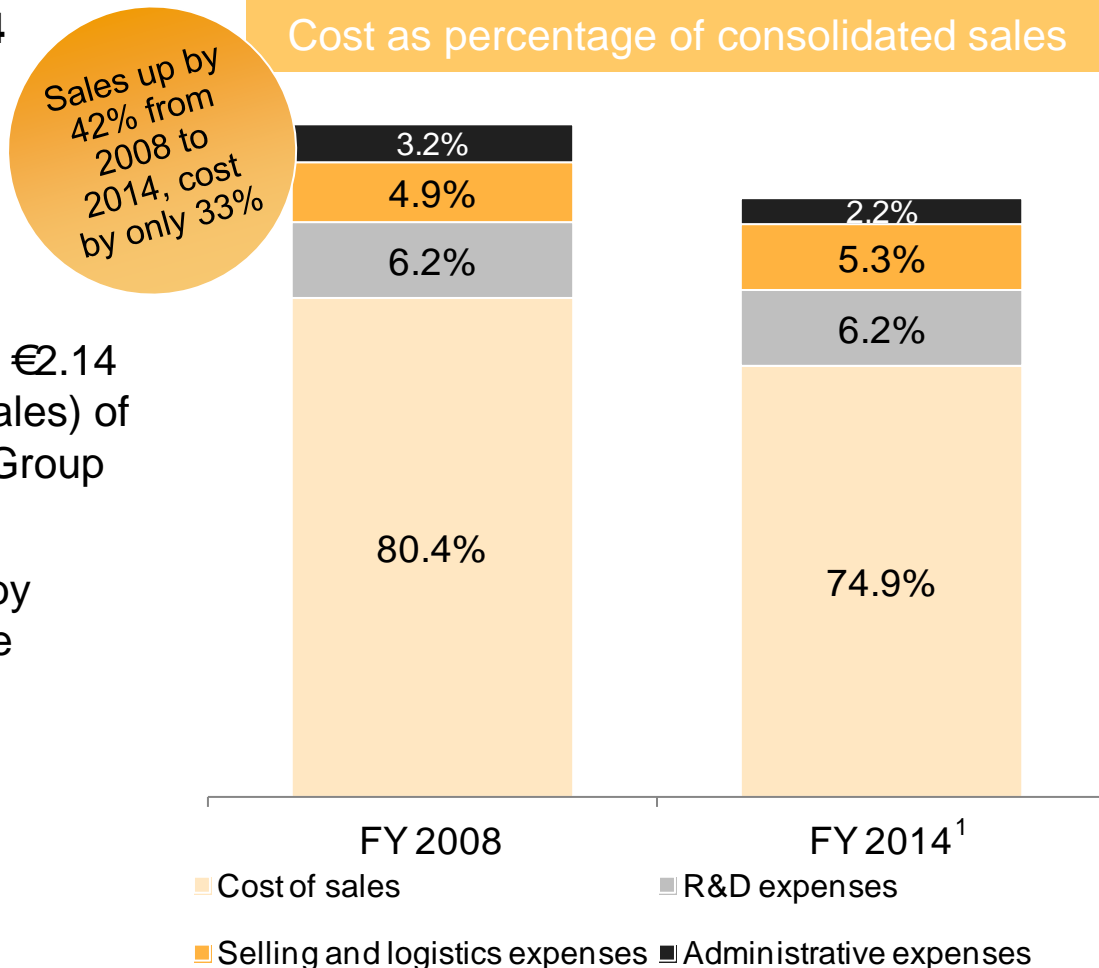
1) Corporation Highlights

Strong Focus on Costs

Preliminary

Cost comparison 2008 to 2014

- › Cost of sales declined by 550 bps
- › R&D expenses as % of sales maintained on high level and increased in absolute terms to €2.14 bn; about €1.84 bn (8.8% of sales) of R&D spent in the Automotive Group (2014)
- › Selling and logistics costs up by 40 bps due to expansion of tire distribution channels
- › Administrative costs down by 100 bps



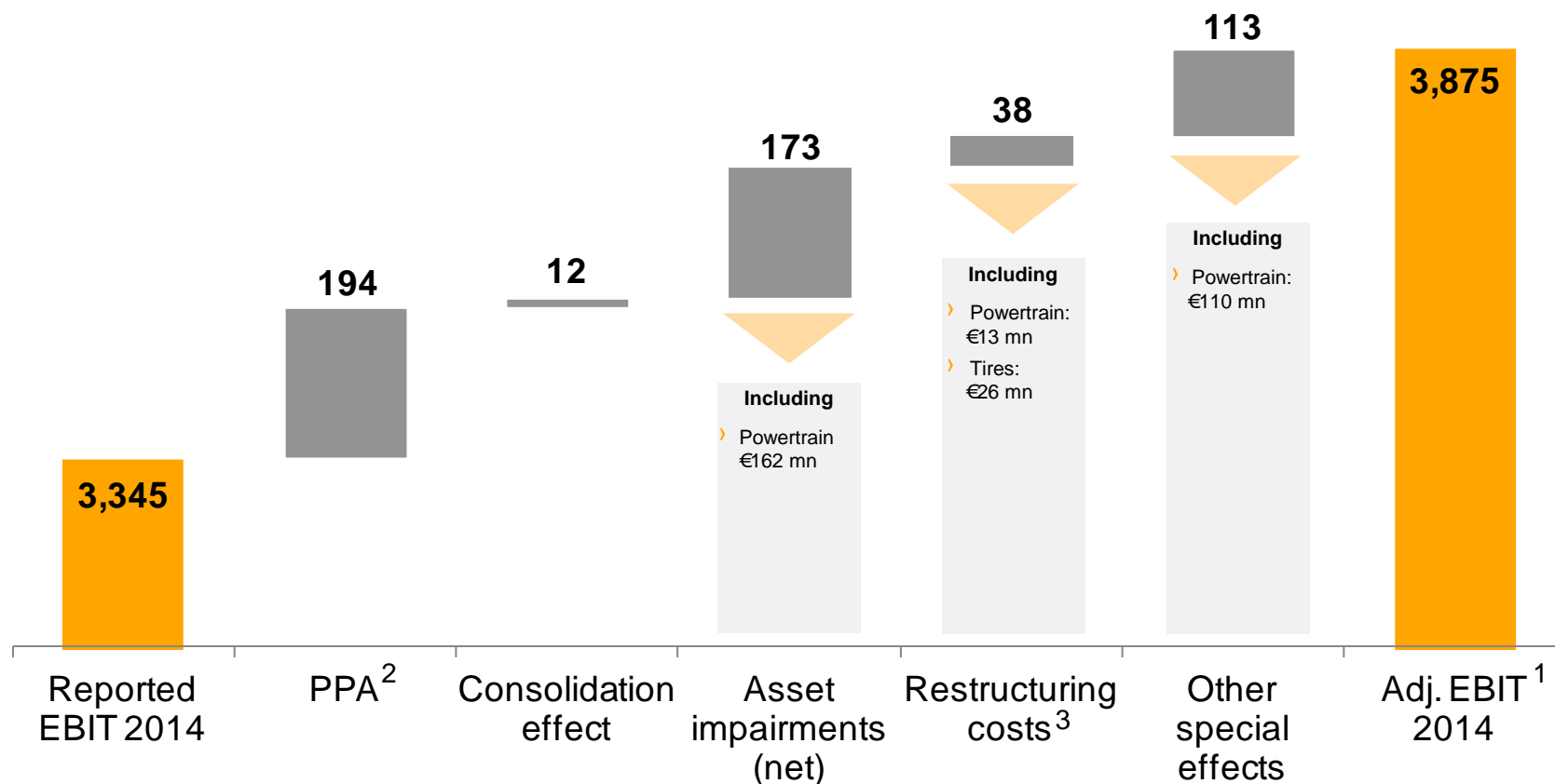
¹ IAS 19 (rev. 2011) applied for 2014

1) Corporation Highlights

Adjusted EBIT¹ Bridge

(mn €)

Preliminary



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

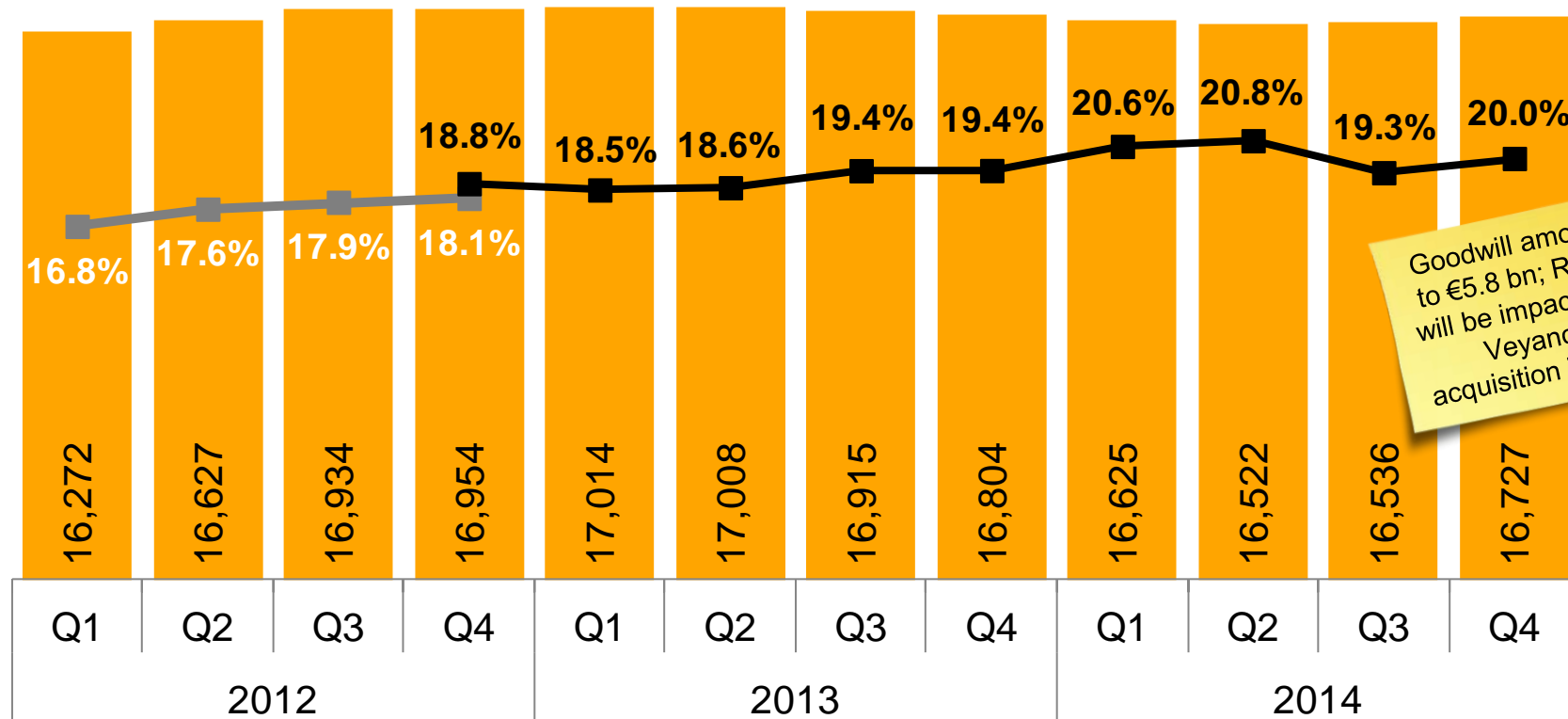
² Amortization of intangibles from PPA

³ Including asset impairments amounting to €6.2 mn

1) Corporation Highlights

Sustainable Value Creation

Preliminary



Goodwill amounts to €5.8 bn; ROCE will be impacted by Veyance acquisition in 2015

■ trailing OA¹ (mn €) ■ trailing ROCE² (%) ■ trailing ROCE² (%) applying IAS 19 (rev. 2011)

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

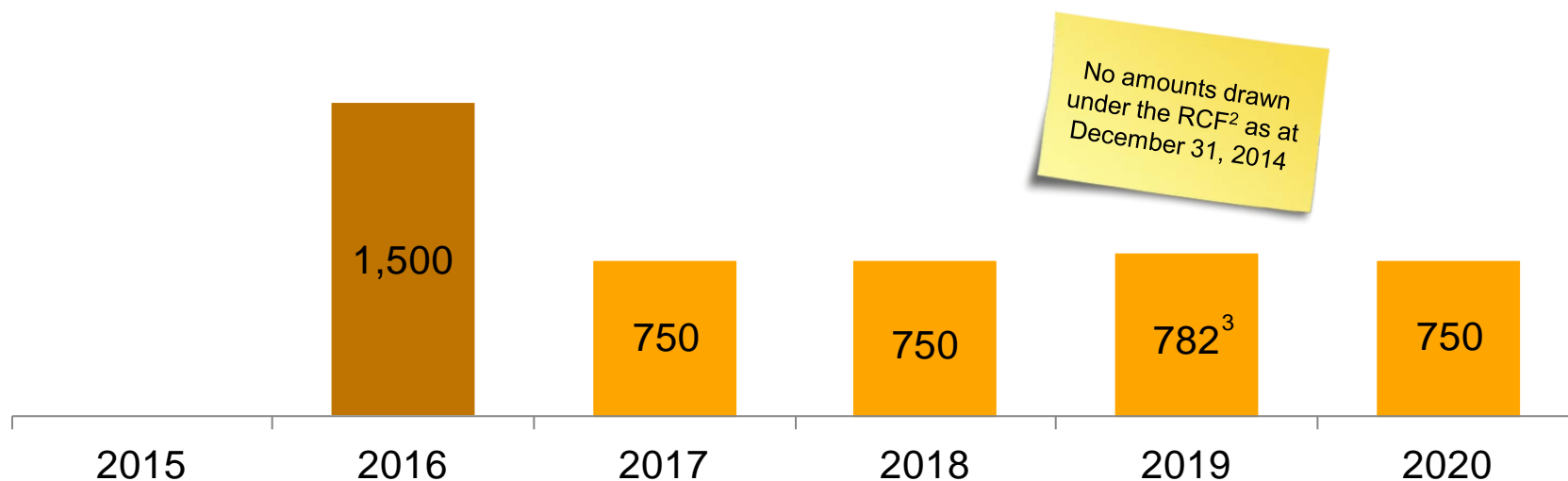
² Trailing ROCE is calculated as reported EBIT for the last twelve months (LTM) divided by trailing operating assets

1) Corporation Highlights

Maturities for Syndicated Loan and Bonds¹ (mn €)

As at December 31, 2014

■ Syndicated Loan
■ Bonds



(mn €)	FY 13	FY 14
Gross indebtedness	6,638	6,432
Cash	2,045	3,244
Net indebtedness	4,289	2,824
Available credit lines	3,833	4,032
Total liquidity	5,878	7,276

¹ All amounts shown are nominal values

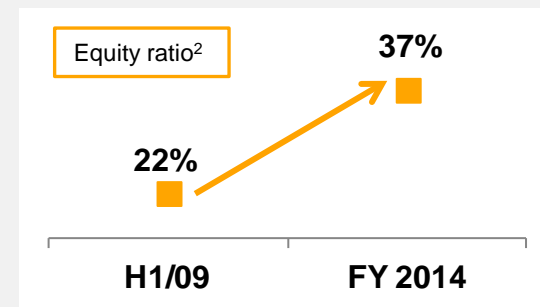
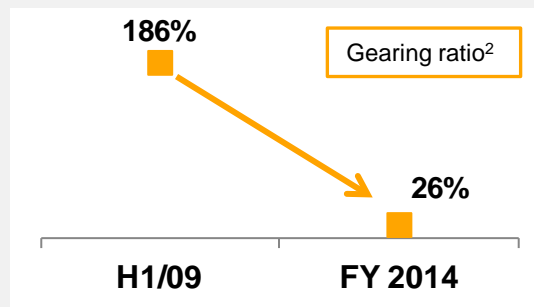
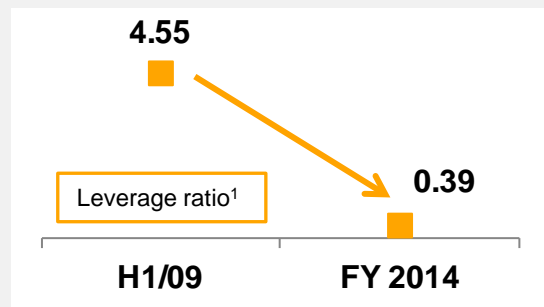
² Any utilization under the Revolving Credit Facility (RCF) has to be shown as short term debt according to IFRS although the RCF matures in 2019 and has a total volume of €3,000 mn

³ Nominal amount US-\$950 mn (exchange rate as at December 31, 2014: 1.2154)

1) Corporation Highlights

Investment Grade Rating Substantiated

Preliminary



› Continental's current credit rating is:

- › Fitch since September 5, 2014: BBB, outlook positive
- › S&P since December 6, 2013: BBB, outlook stable
- › Moody's since September 19, 2013: Baa3, outlook stable

› Continental's mid term targets:

- › Rating: BBB / BBB+
- › Gearing ratio: <20%
- › Equity ratio: >35%
- › Leverage ratio¹: well below 1.00x

¹ Leverage covenant ratio as defined in syndicated loan agreement; IAS 19 (rev. 2011) applied for 2014

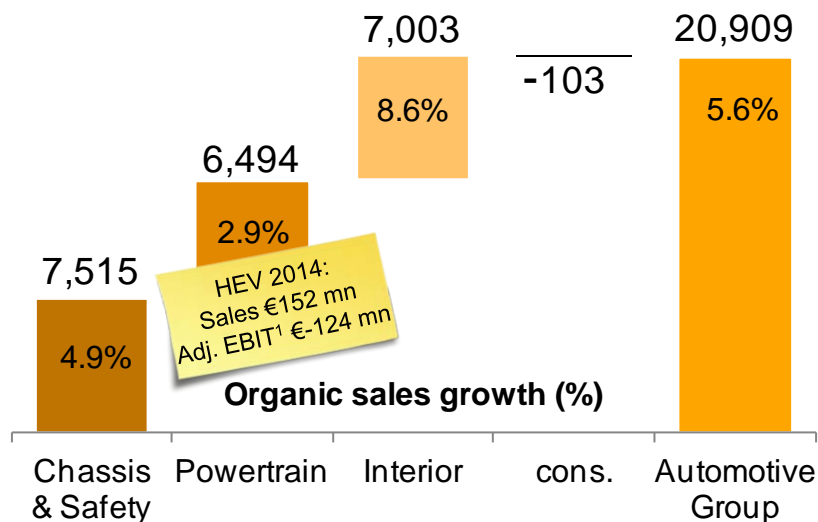
² IAS 19 (rev. 2011) applied for 2014

2) Automotive Group

Adj. EBIT¹ Margin Above 8% Despite Record R&D Expenses

Preliminary

Automotive Group Sales (mn €) 2014

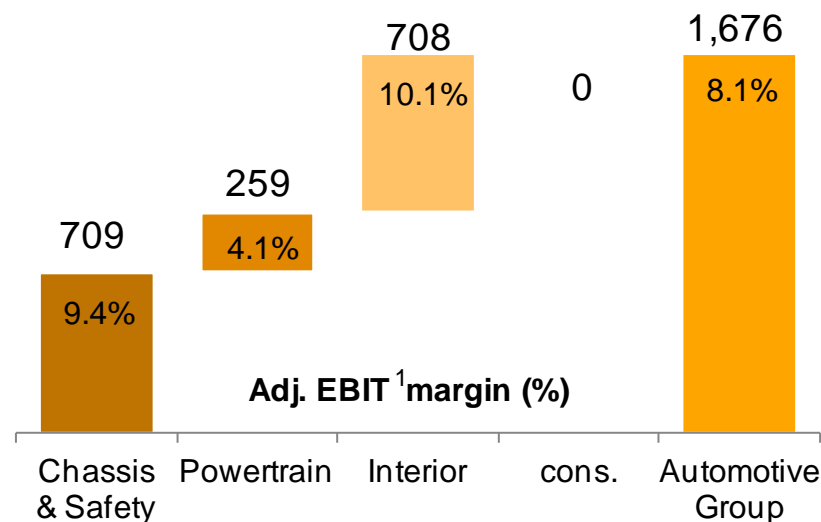


Organic sales growth (%)

Reported change in sales

- › Chassis & Safety: 3.4%
- › Powertrain: 3.7%
- › Interior: 6.0%
- › Automotive Group: 4.5%

Automotive Group Adj. EBIT¹ (mn €) 2014



Adj. EBIT¹ margin (%)

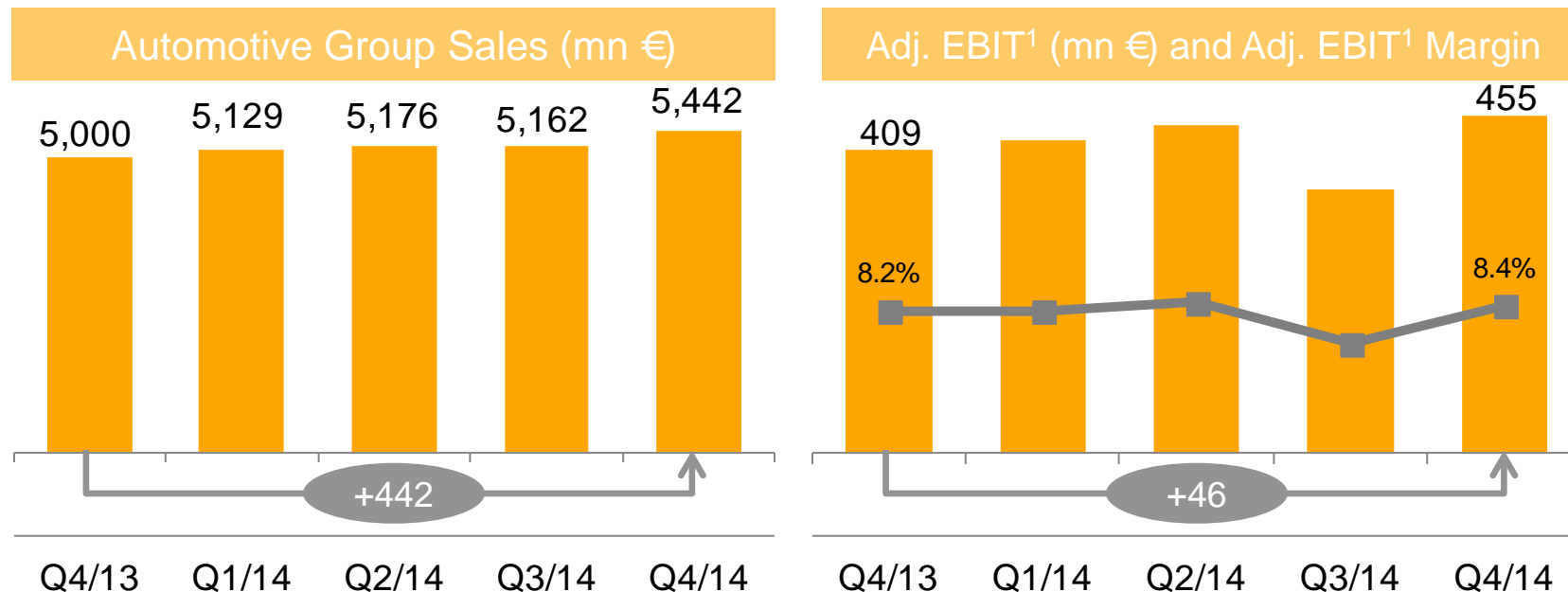
- › Reported EBITDA: €2,408 mn (11.5% of sales)
- › Reported EBIT: €1,189 mn (5.7% of sales)
- › R&D: €1,836 mn (8.8% of sales)
- › Capex: €1,126 mn (5.4% of sales)

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

2) Automotive Group

Q4/14: Benefitting from Outperforming European Production

Preliminary



- › Sales increased by €442 mn in Q4/14; organic sales growth in Q4/14 at 5.2%
- › Adj. EBIT¹ increased by €46 mn; operating leverage² at 10%
- › Adjusted EBIT¹ margin at 8.4% (PY: 8.2%)

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

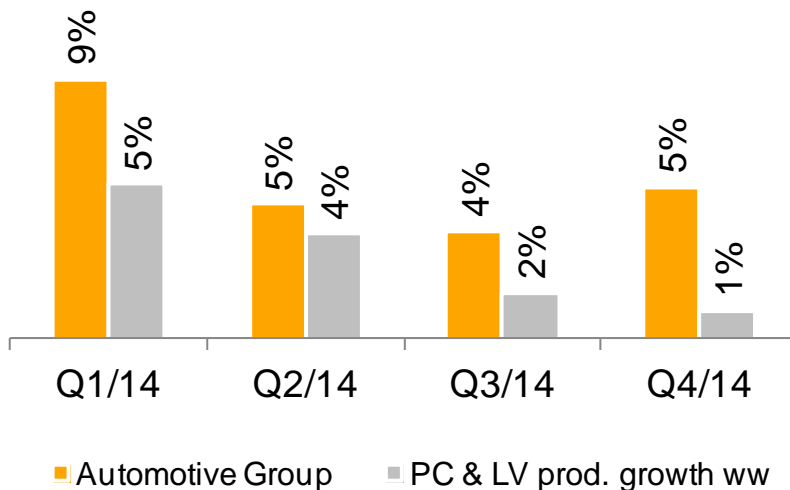
² Operating leverage is defined as delta adj. EBIT¹ divided by delta sales

2) Automotive Group

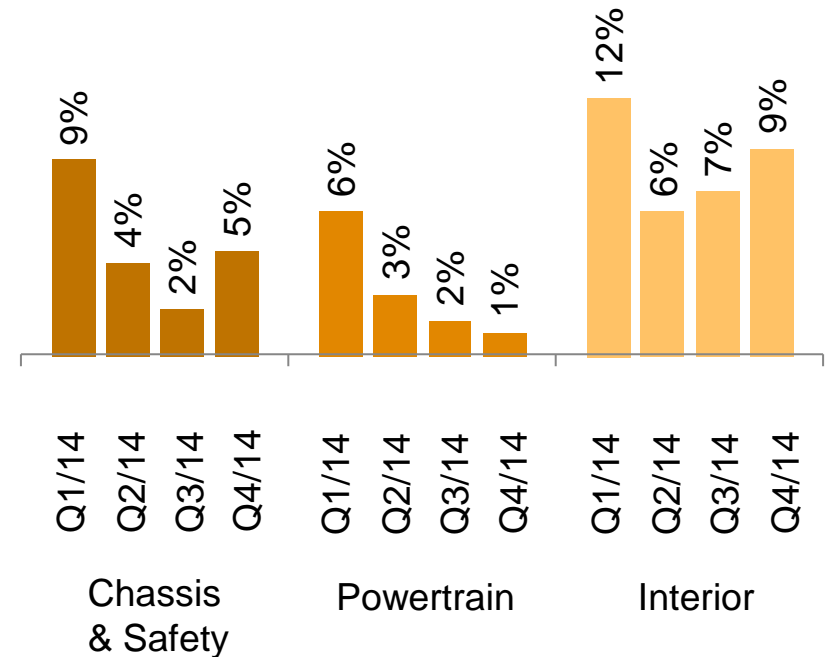
Sales Growth Profile 2014 Automotive Group

Preliminary

Organic Sales Growth vs. PC & LV
Production Growth



Organic Sales Growth
by Division

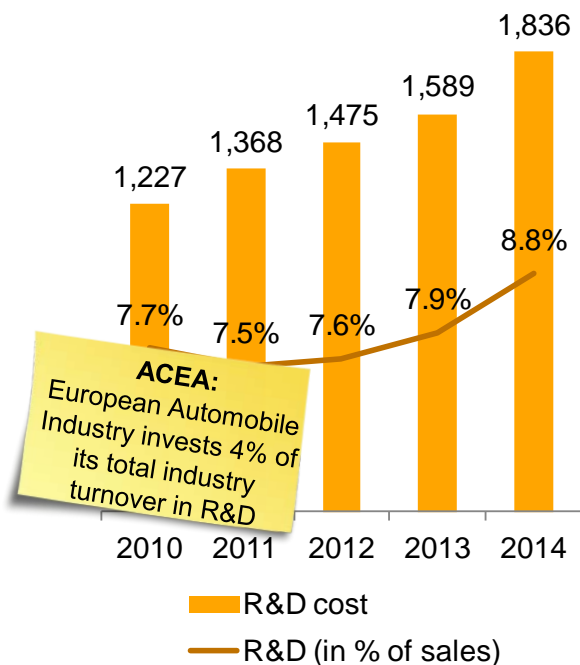


2) Automotive Group

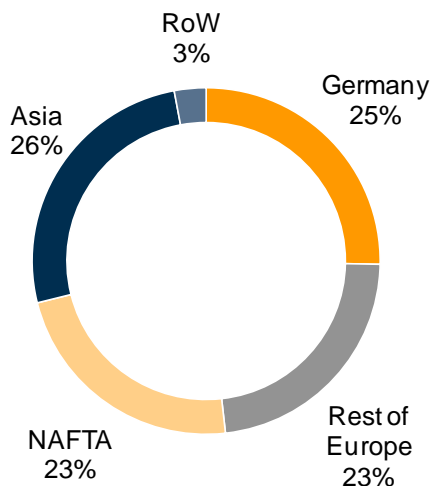
High Earnings Quality in Automotive

Preliminary

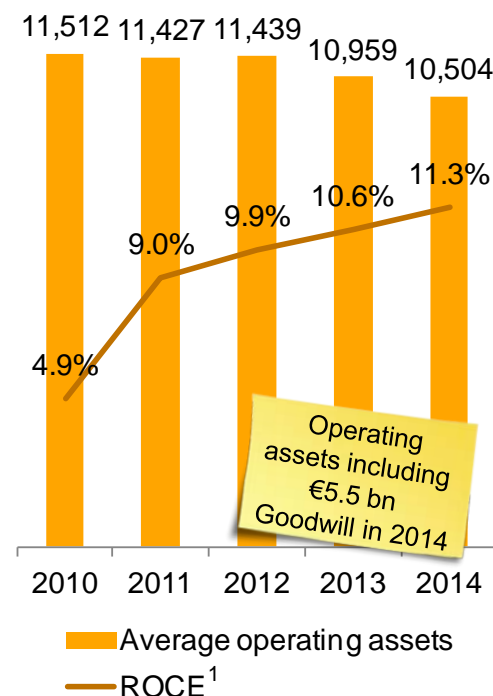
High level of R&D¹
(mn €)



Regionally balanced business (2014)



Value Creation Accelerating (mn €)



¹ IAS 19 (rev.2011) applied since 2012

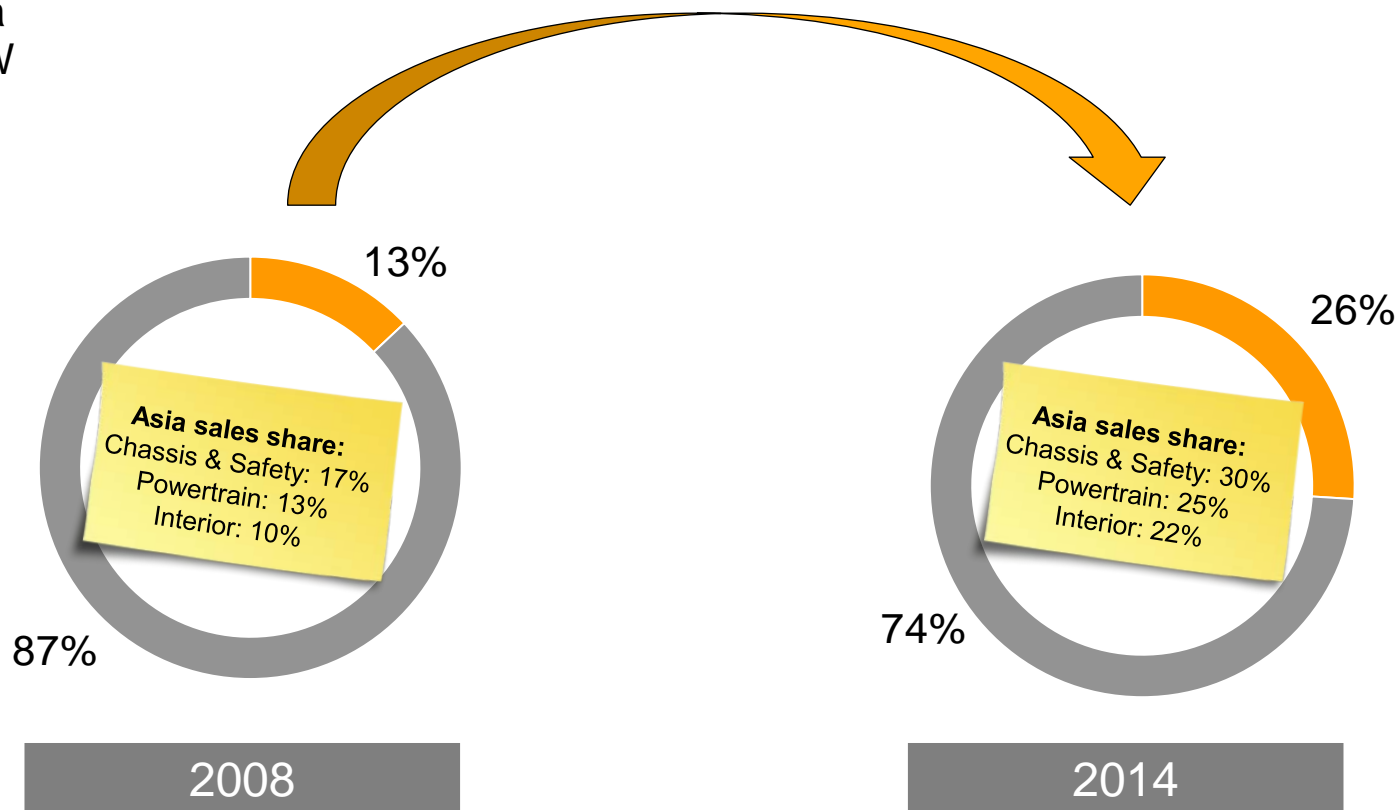
2) Automotive Group

Asia Sales Share Doubled Since 2008

Preliminary

% of total Automotive sales

■ Asia
■ RoW



2) Automotive Group

Order Intake (LTS¹) in the Automotive Group €30 bn in 2014

Preliminary

Chassis & Safety

- › Order intake totaled almost €10 bn
- › ADAS book-to-bill ratio at 4.0x

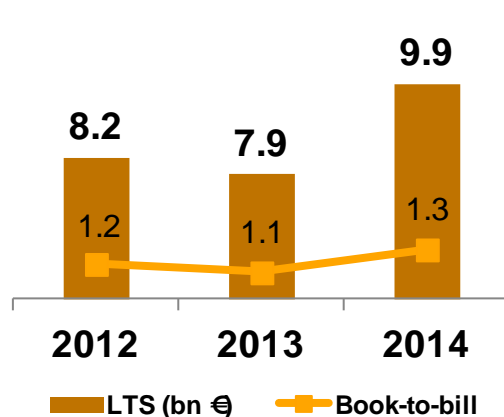
Powertrain

- › Book-to-bill ~2.0x for Engine Systems and Sensors & Actuators
- › Close to 40% of order intake was acquired outside of Europe and NAFTA

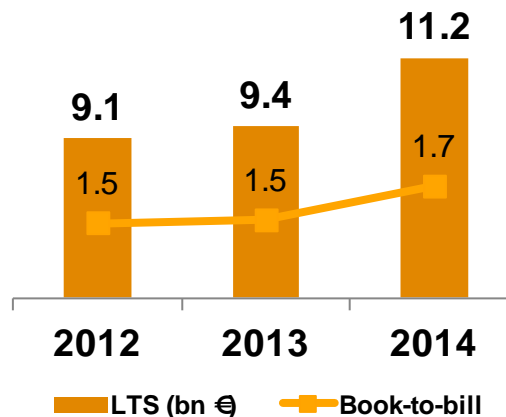
Interior

- › Solid order backlog evenly distributed amongst various business units
- › >30% of order intake was acquired in Asia

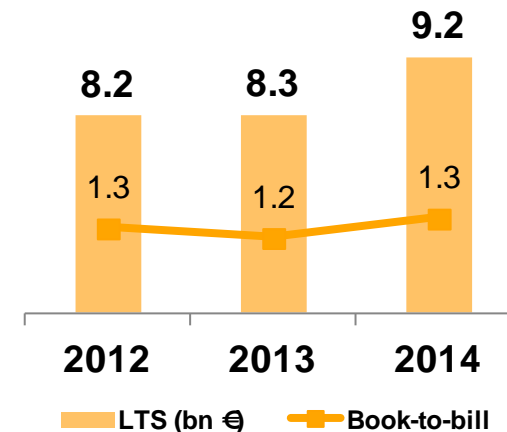
Order intake Chassis & Safety



Order intake Powertrain



Order intake Interior



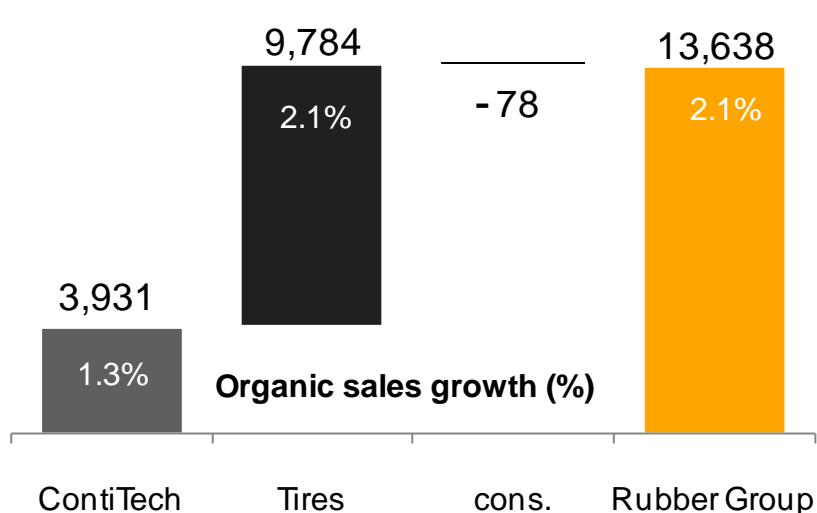
¹ Life-time sales

3) Rubber Group

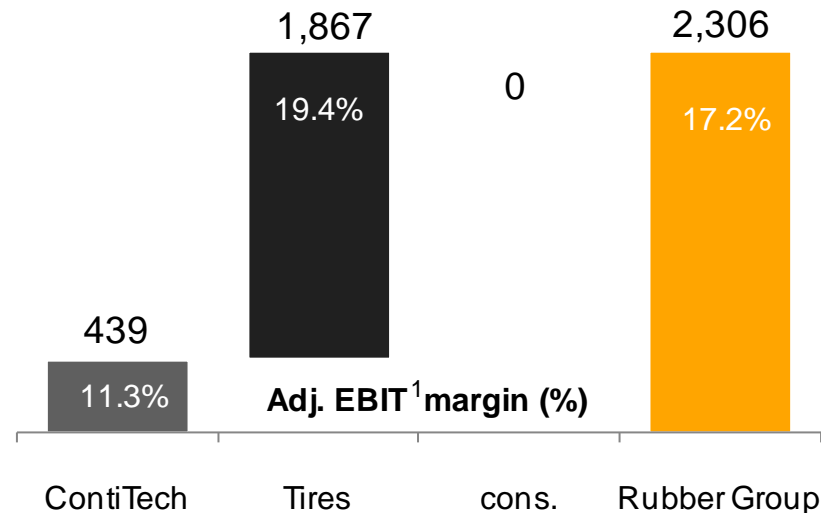
Profitability Remains at Elevated Level

Preliminary

Rubber Group Sales (mn €) 2014



Rubber Group Adj. EBIT¹ (mn €) 2014



Reported change in sales

- › ContiTech: 1.4%
- › Tires: 2.1%
- › Rubber Group: 2.1%

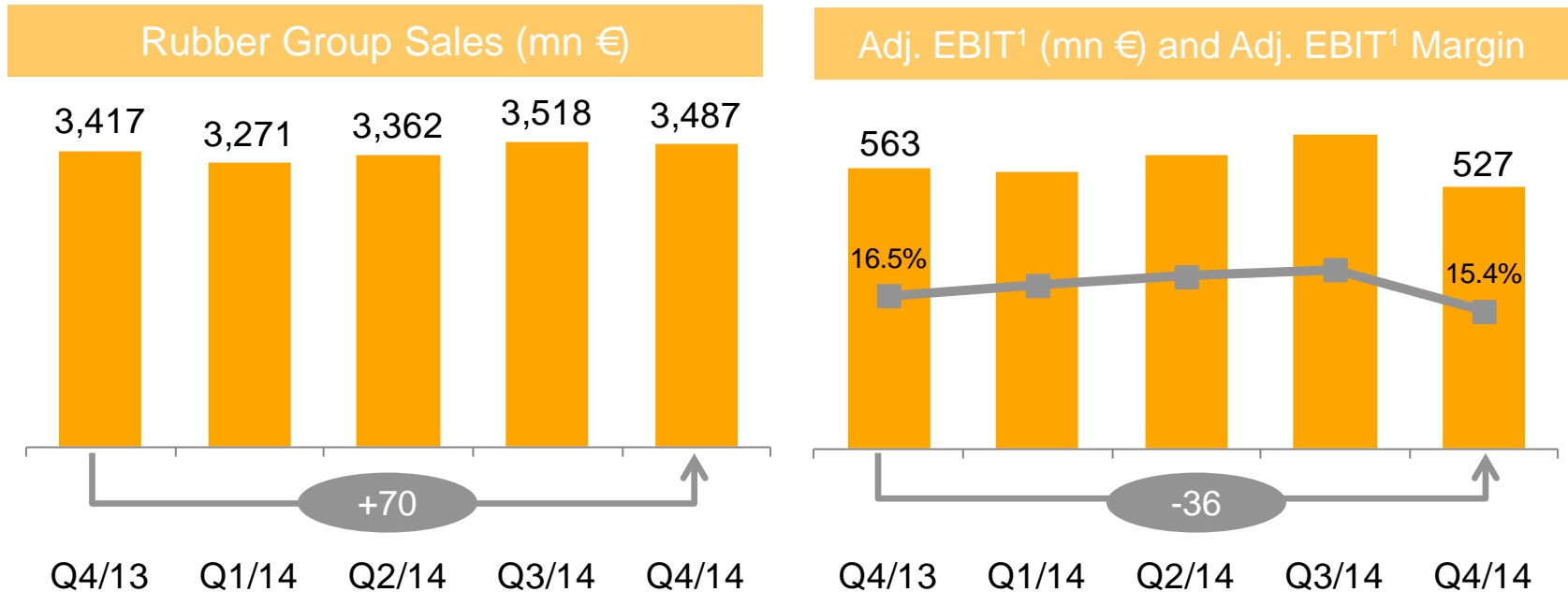
- › Reported EBITDA: €2,833 mn (20.8% of sales)
- › Reported EBIT: €2,263 mn (16.6% of sales)
- › R&D: €302 mn (2.2% of sales)
- › Capex: €915 mn (6.7% of sales)

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

3) Rubber Group

Adjusted EBIT¹ Margin Profiting from Raw Material Prices

Preliminary



- › Sales increased by €70 mn in Q4/14 primarily as a result of consolidation effects (Conti Trade)
- › Tire volumes decreased by 4% during the quarter mainly due to weak winter tire sales in Europe; FX had a positive effect of more than 3% on tire revenues in Q4/14 while P/M was neutral
- › Sales at ContiTech were nearly level during the fourth quarter 2014 and EBIT was impacted by M&A cost
- › Adj. EBIT¹ down by €36 mn in Q4/14

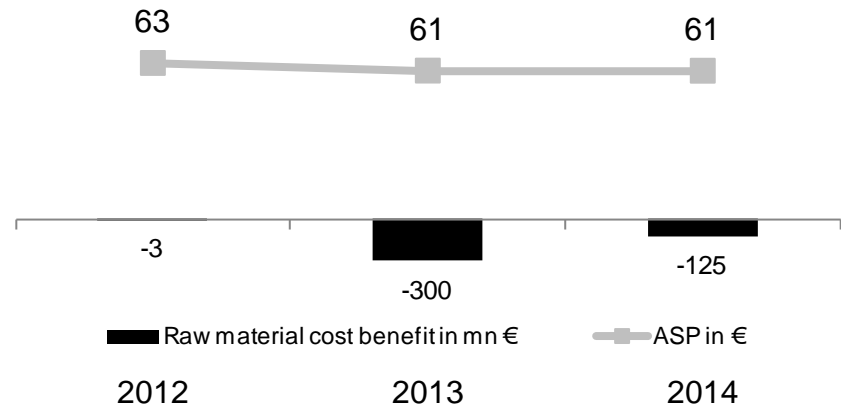
¹ Before amortization of intangibles from PPA, consolidation and special effects

3) Rubber Group

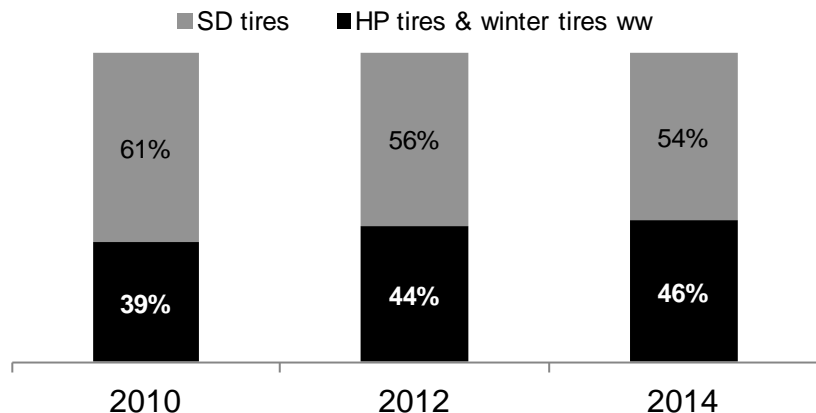
PLT – Continuously Improving Mix

- › 128 mn units sold in 2014
- › ASP¹ unchanged at €61 in 2014 on solid mix development
- › Share of HP² and winter tires in total unit sales improved to 46% from 39% in 2010
- › 22 mn winter tires sold worldwide despite “green” winter in Europe
- › Continental’s winter tire inventory at the end of February 2015 are at healthy level

Cost Burden and ASP¹ 2012 - 2014



HP² & Winter Tires vs. SD³ tires



¹ Average Selling Price (ASP) derived by dividing total PLT sales by total units

² High Performance is all ≥17" excluding winter tires

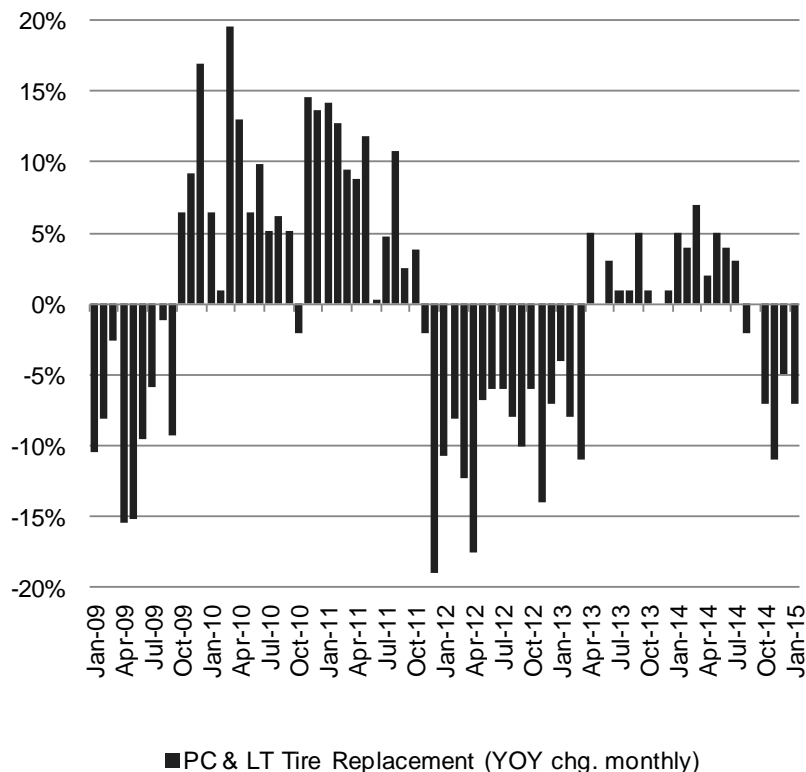
³ Standard tire

3) Rubber Group

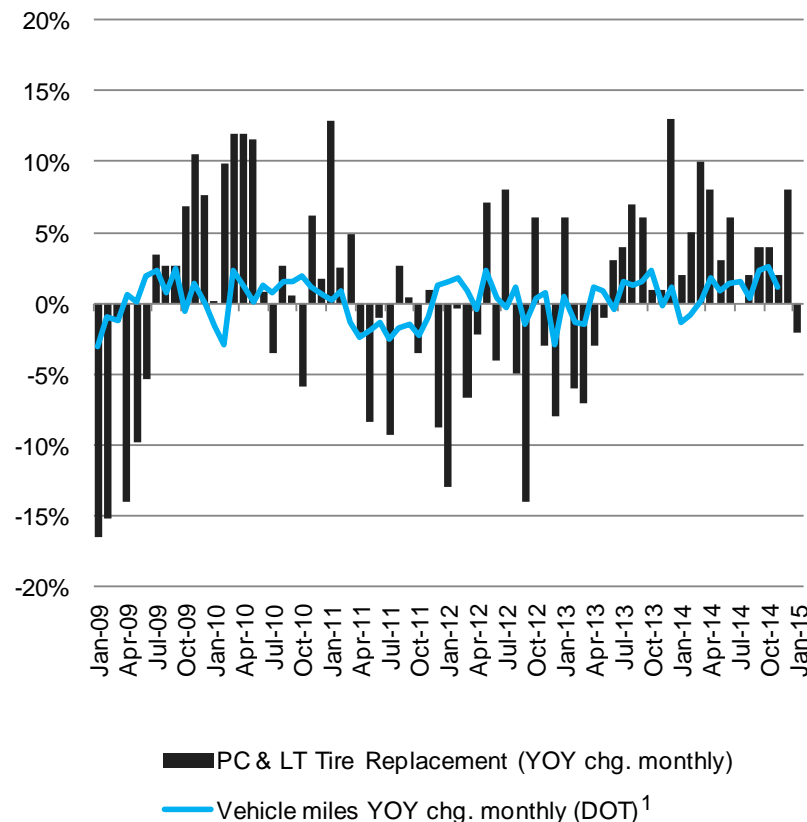
Stabilization in European Demand Hurt by Green Winter

Preliminary

Replacement Tire Demand
Development for PC & LT Europe



Replacement Tire Demand
Development for PC & LT NAFTA



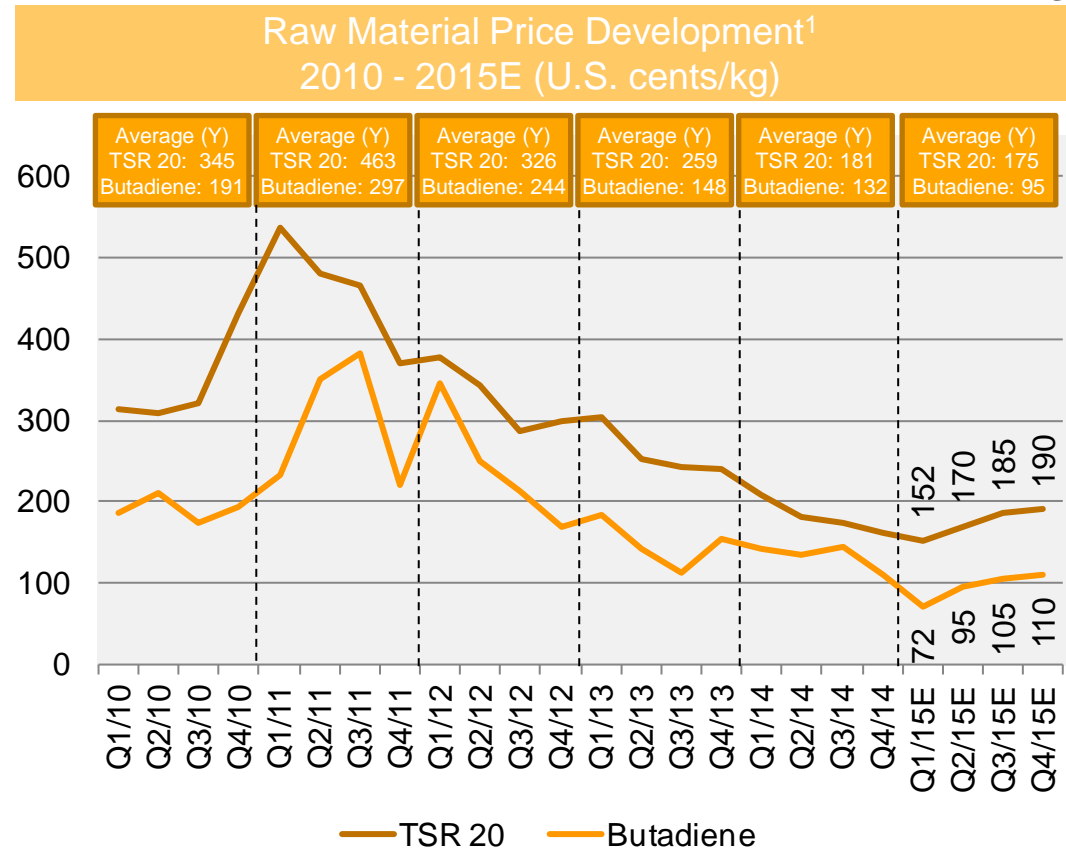
¹ U.S. Department of Transportation

3) Rubber Group

Expected Raw Material Price Development in 2015

Preliminary

- › Natural rubber price (TSR 20) expected to average U.S. \$1.75 in 2015
- › Synthetic rubber price (butadiene feedstock) forecasted to average U.S. \$0.95 in 2015
- › Some tailwind for H1 2015 expected
- › U.S. \$50 mn gross benefit expected for every U.S. \$10 decline from oil price (average was U.S. \$99 in 2014)



¹ Source: Bloomberg and Continental estimates for 2015

3) Rubber Group



Forming a Global Player in Rubber and Plastics Technology

2015

- › Closing on January 30, 2015
- › Sales contribution from Veyance should amount to > €1.3 bn; consolidations starts from Feb 2015 onwards
- › Veyance adjusted EBIT¹ margin at about 8% of sales including synergies and integration costs amounting to around -€15 mn (net) for 2015
- › PPA on intangibles will be amortized over 11 years, amounting to approximately €100 mn in the first five years
- › Veyance will add about €1.5 bn to operating assets

Mid-term targets confirmed:

- › ContiTech's EBIT margin to be restored to 12%
- › ContiTech's ROCE will improve to 25%

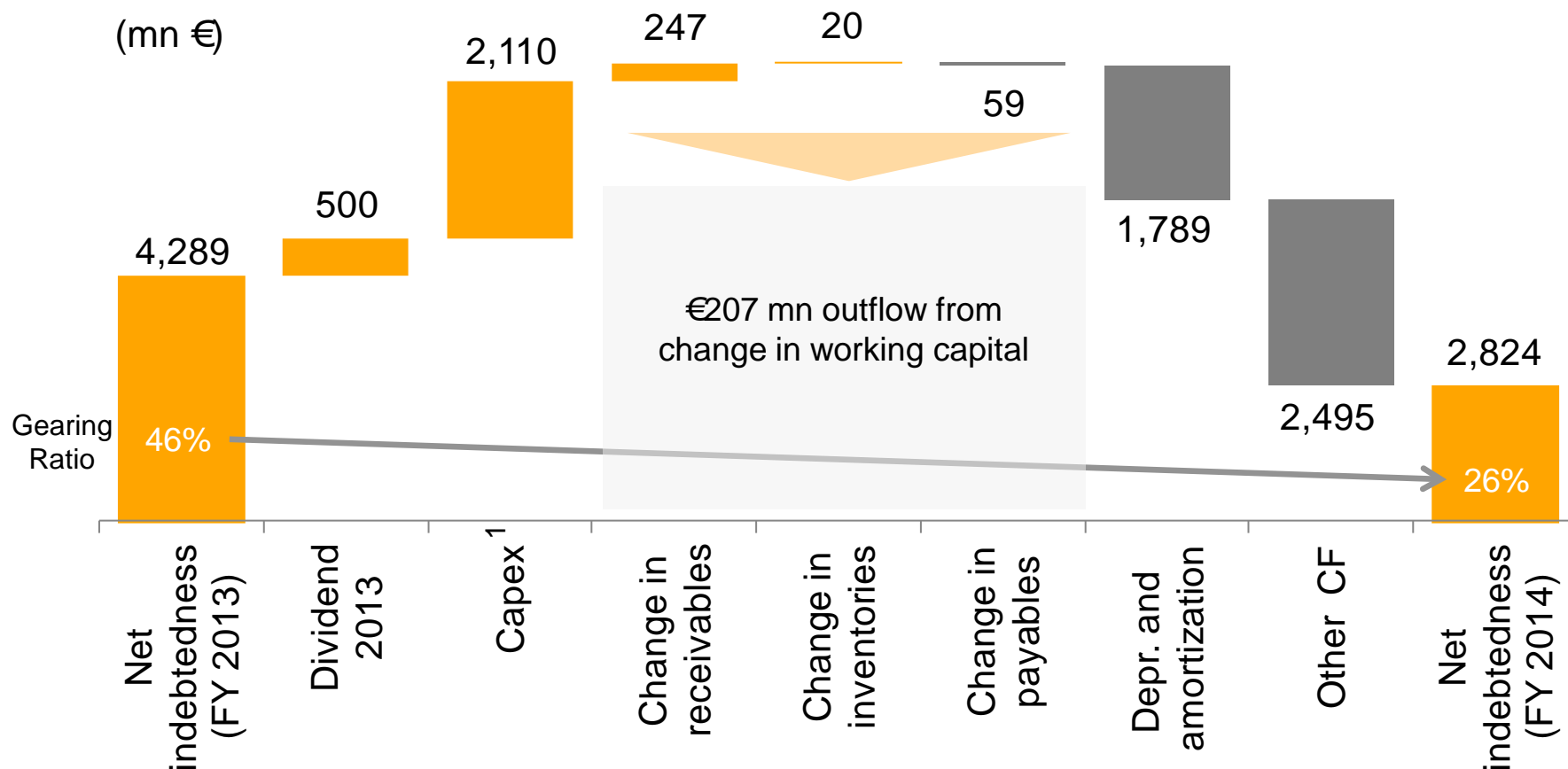
Veyance 2014:
Sales amounted to
€1,466 mn
EBITDA to
€207 mn

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

4) Indebtedness and Cash Flow

Net Indebtedness Bridge

Preliminary

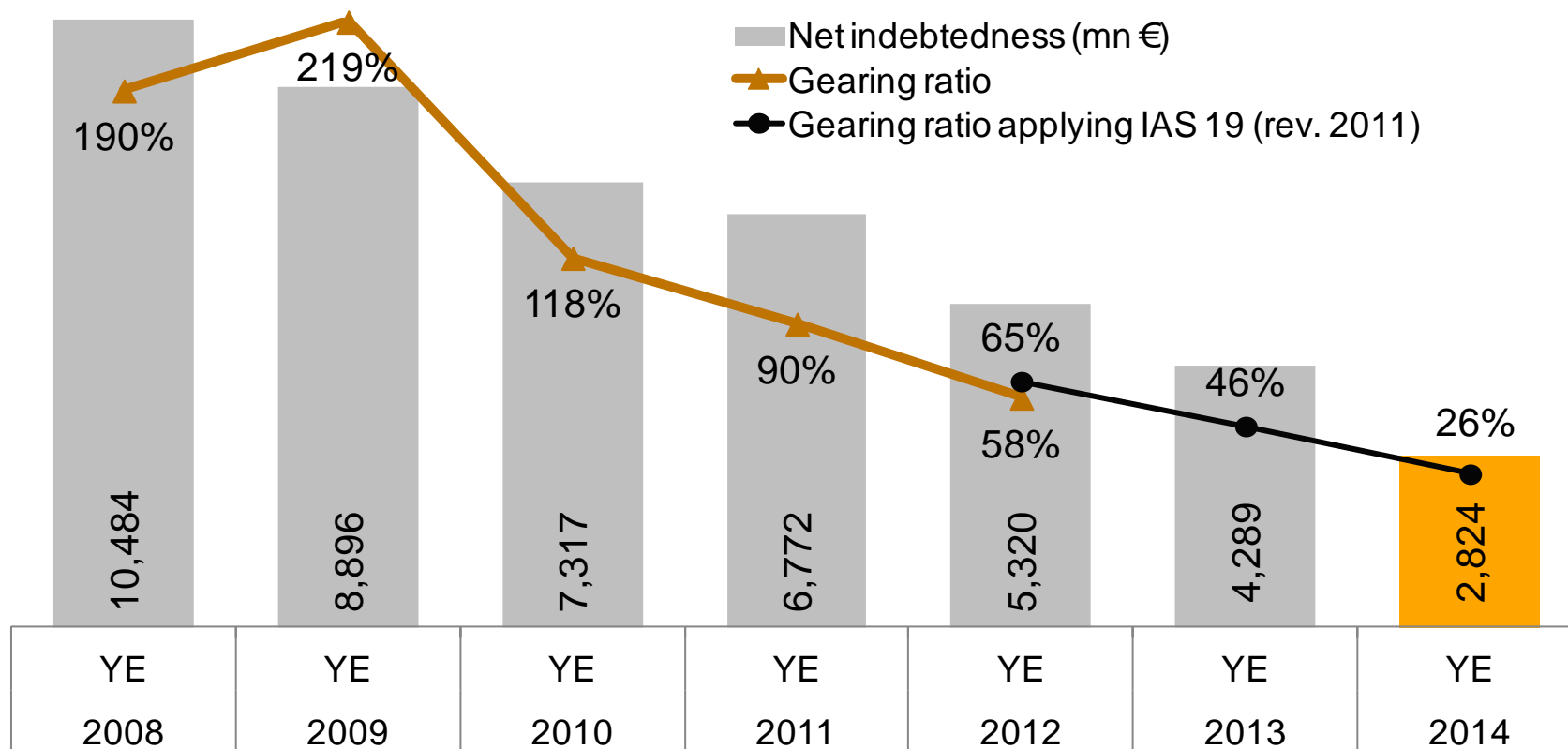


¹ According to cash flow statement incl. intangible assets

4) Indebtedness and Cash Flow

Net Indebtedness and Gearing Ratio

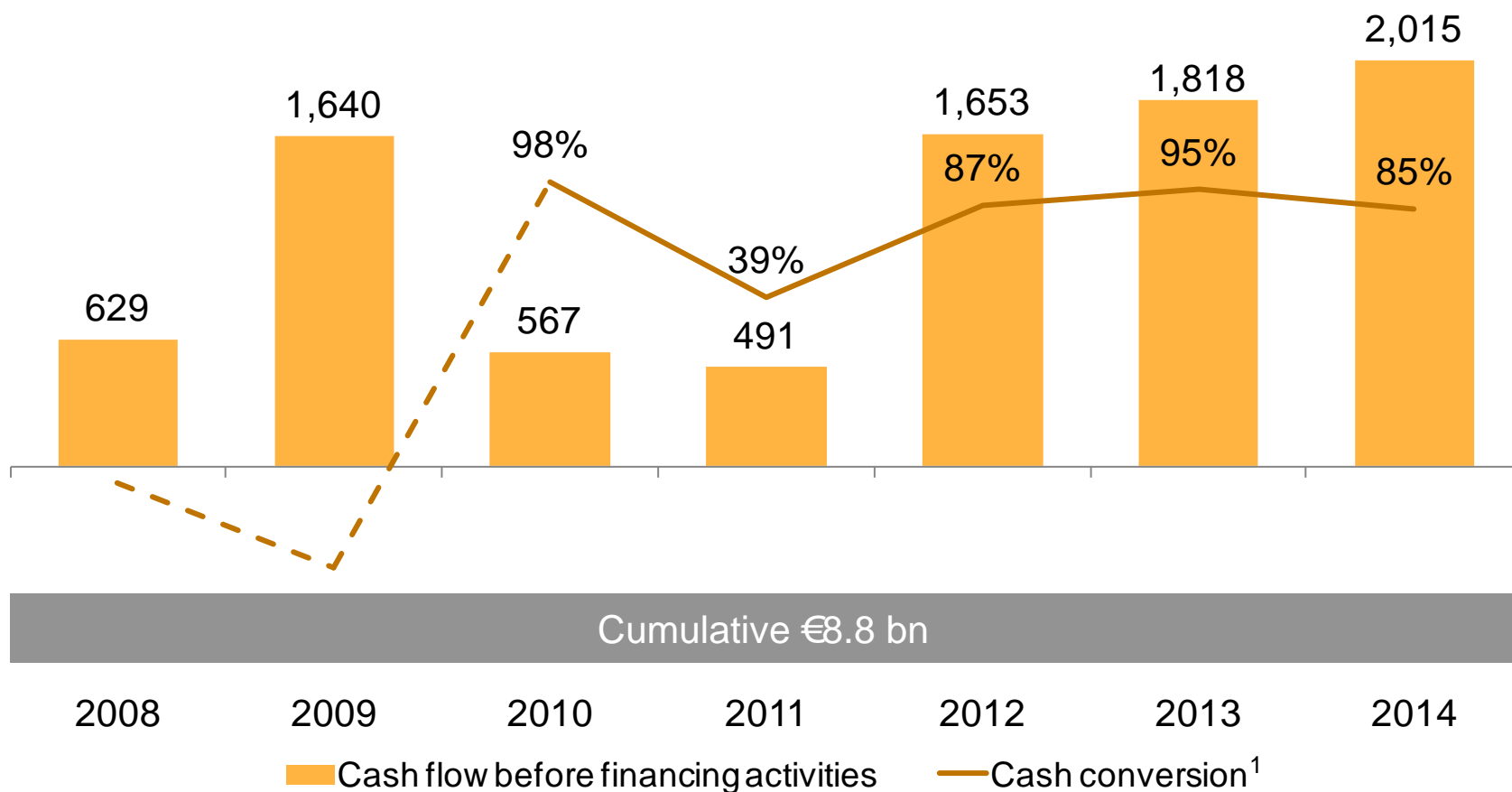
Preliminary



4) Indebtedness and Cash Flow

Cash Conversion¹

Preliminary



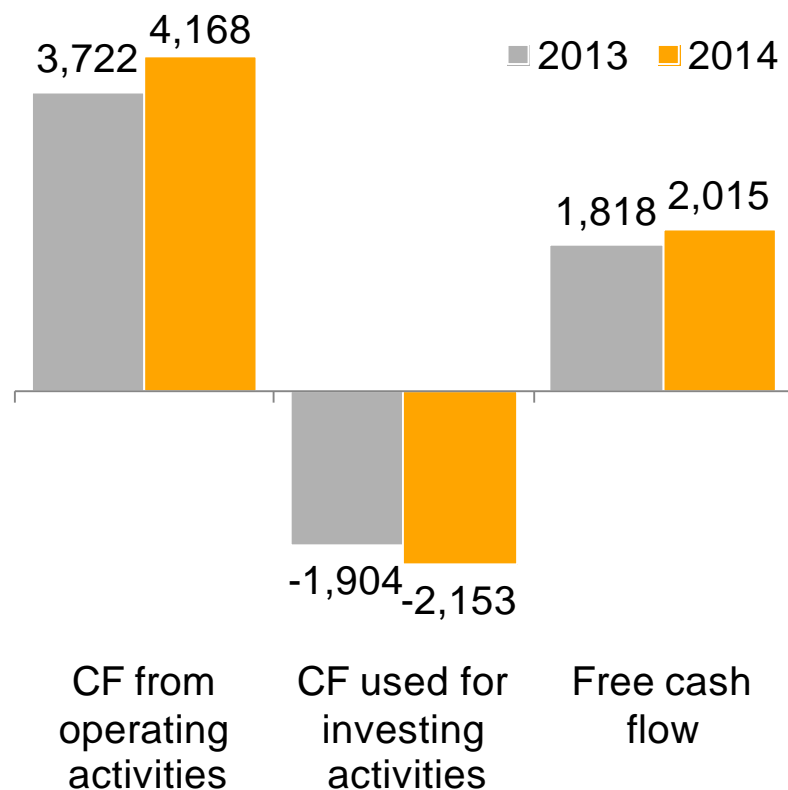
¹ Cash flow before financing activities divided by net income attributable to the shareholders of the parent; IAS 19 (rev.2011) applied since 2012

4) Indebtedness and Cash Flow

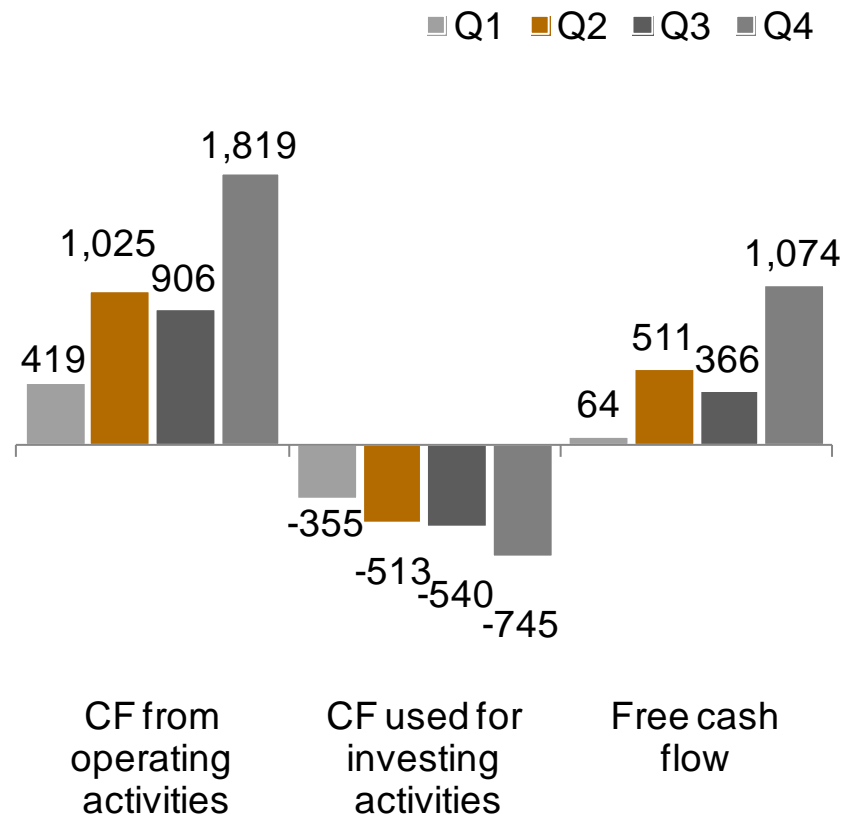
Cash Flow Overview

Preliminary

Cash Flow 2013 – 2014 (mn €)



Cash Flow 2014 by Quarter (mn €)



4) Indebtedness and Cash Flow

Gross Indebtedness by Source at YE 2014 (mn €)

Preliminary

› Gross indebtedness

€6,432 mn
(PY: €6,638 mn)

› Cash

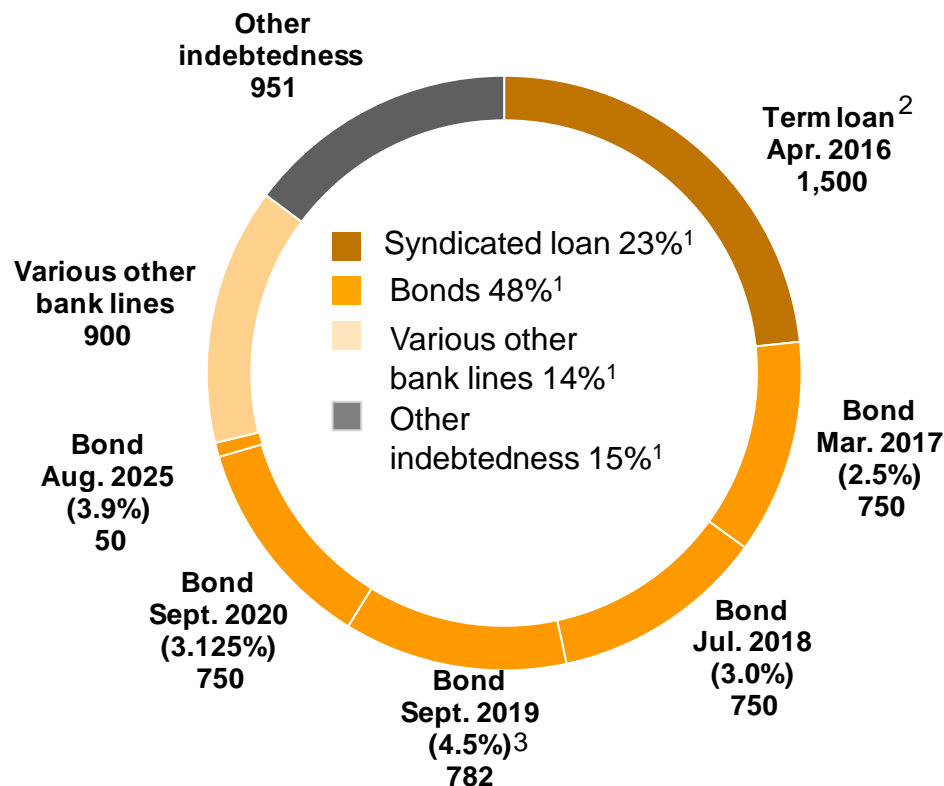
€3,244 mn
(PY: €2,045 mn)

› Net indebtedness

€2,824 mn
(PY: €4,289 mn)

› Available credit lines

€4,032 mn
(PY: €3,833 mn)



¹ Percentages are calculated as share of gross indebtedness; bond values and the values for the syndicated loan are nominal values, all others book values

² Term loan and revolving credit facility repayment in April 2016 / April 2019; revolving credit facility unutilized at YE 2014

³ Nominal amount US-\$950 mn (exchange rate at December 31, 2014: 1.2154)

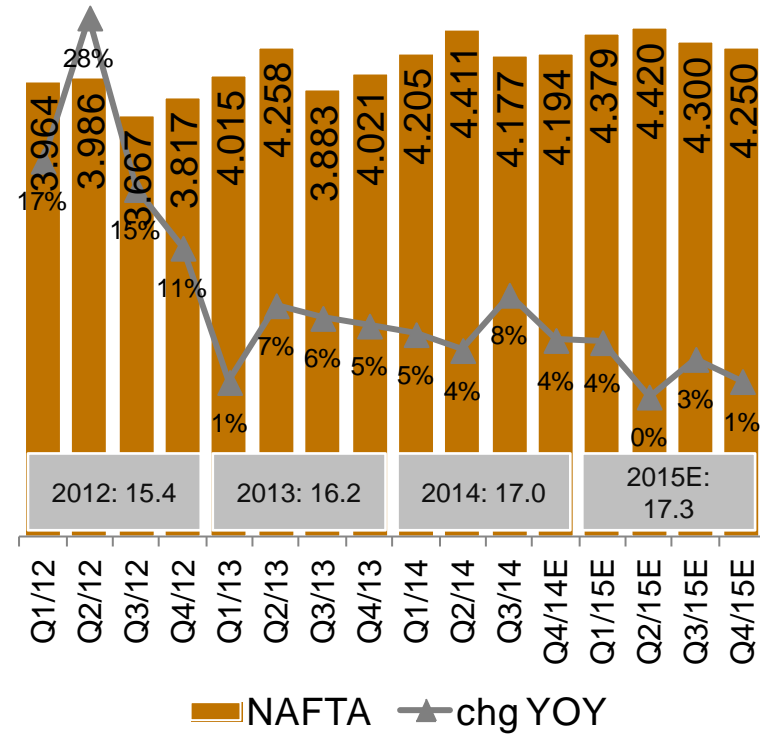
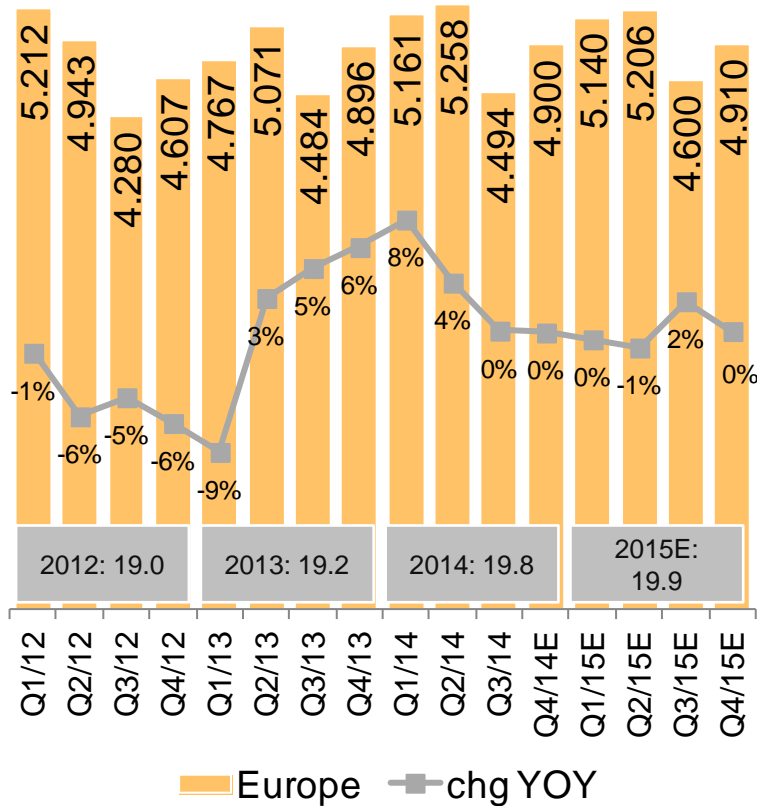
5) Outlook

PC & LT Production by Quarter

Preliminary

Europe (mn units)

NAFTA (mn units)

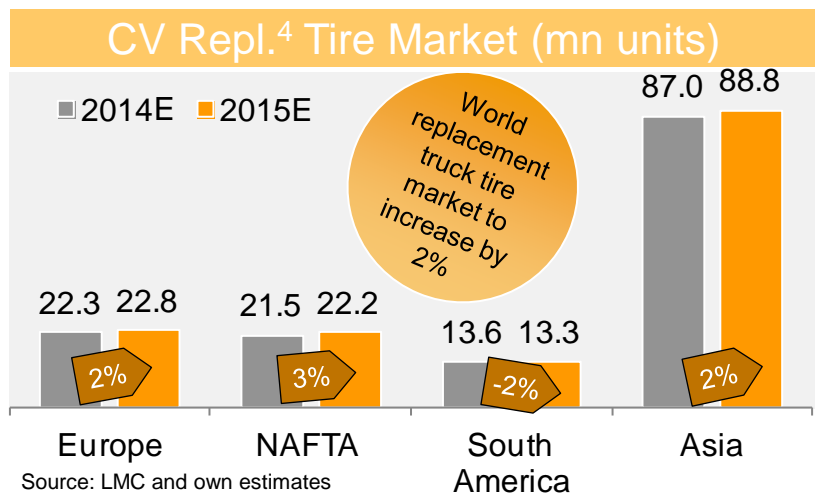
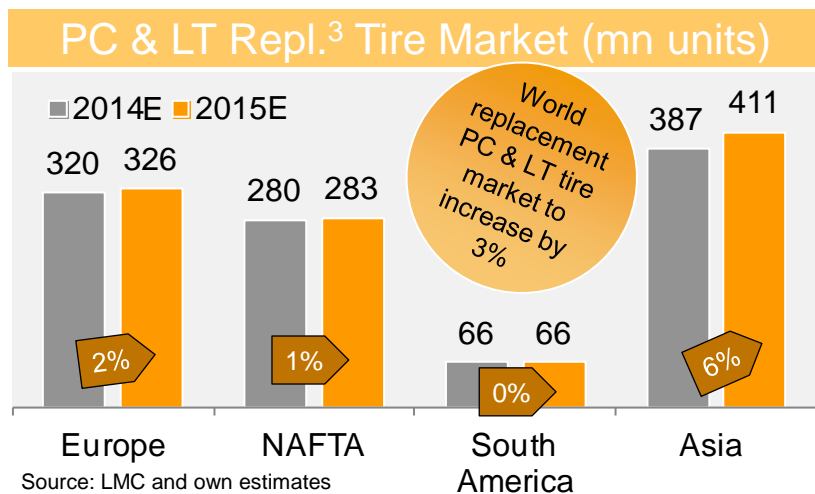
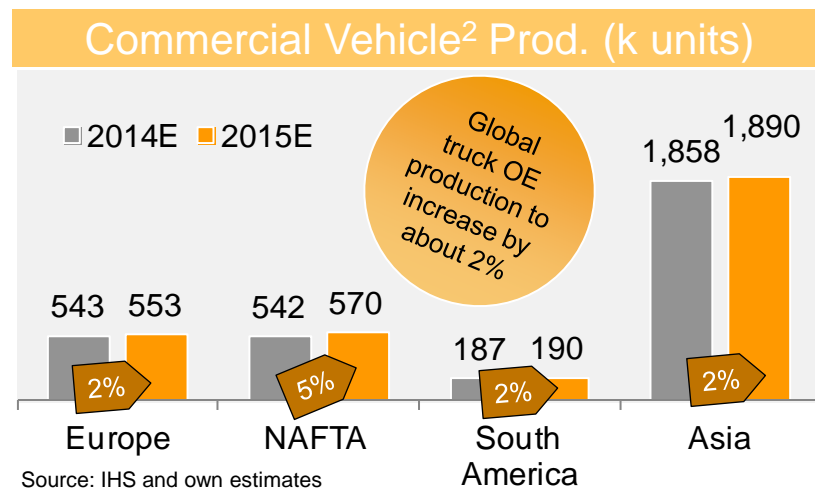
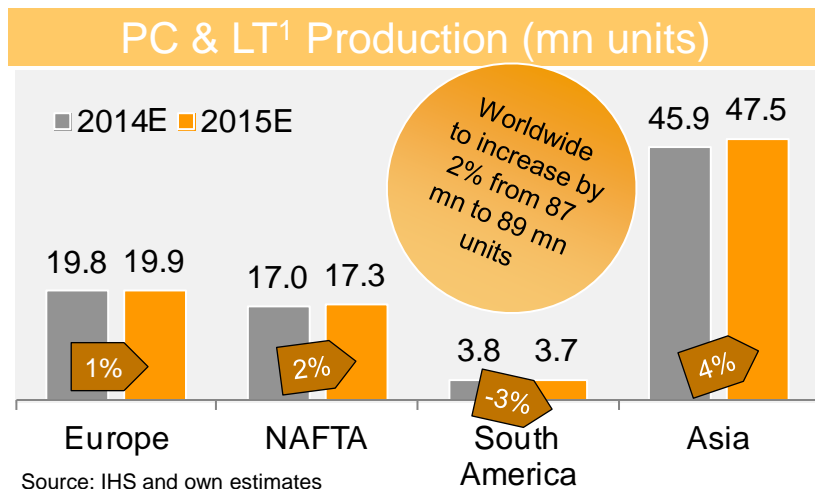


Source: IHS and own estimates, Europe excluding Kazakhstan and Uzbekistan

5) Outlook 2015

Market Outlook for Major Regions 2015

Preliminary



5) Outlook 2015

Continental Corporation

Preliminary

	2014	2015E
Consolidated sales & adj. EBIT ¹ margin	€34.5 bn 11.3%	To increase to ~€37.5 bn; in addition up to €1 bn positive FX benefit is feasible Adj. EBIT ¹ margin >10.5%
Automotive Group adj. EBIT ¹	€20.9 bn €1.68 bn	>€22 bn Adj. EBIT ¹ margin >8.5%
Rubber Group adj. EBIT ¹	€13.6 bn €2.31 bn	>€15 bn Adj. EBIT ¹ margin >15%
Raw material cost impact	Relief of about €190 mn	Raw materials do not affect Rubber Group's EBIT line
Special effects	-€323 mn	About -€100 mn
Net interest expense Tax rate	€265 mn 20%	Net interest result ~€300 mn ~30%
Capex PPA	€2.0 bn €194 mn	Capex at around 6% of sales PPA in ContiTech: ~€105 mn
Free cash flow before acquisitions	€2.1 bn	At least €1.5 bn

Thank you!



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FRANCE

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Continental

Financial Calendar

2015

Annual Financial Press Conference	March 5, 2015
Annual Shareholders' Meeting	April 30, 2015
Q1 Financial Report	May 7, 2015
Half Year Financial Report	August 4, 2015
Nine Month Financial Report	November 9, 2015

2016

Annual Financial Press Conference	March 2016
Annual Shareholders' Meeting	April 29, 2016
Q1 Financial Report	May 2016
Half Year Financial Report	August 2016
Nine Month Financial Report	November 2016

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, 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 ¹	Continental AG	Continental Rubber of America, Corp., USA ¹	Continental AG
Issue	Senior Notes	Senior Notes	Senior Notes	Senior Notes
Principal amount	€750 mn	€750 mn	\$950 mn	€750 mn
Offering price	99.595%	98.950%	100.000%	99.228%
Rating at issuance date	Ba1 (Moody's ⁴) BB (S&P) BBB (Fitch ²)	Ba2 (Moody's ⁴) BB (S&P) BB (Fitch ²)	Ba3 (Moody's ⁴) BB- (S&P) BB (Fitch ²)	Ba1 (Moody's ⁴) BB (S&P) BBB (Fitch ²)
Current corporation and bond rating³	BBB (Fitch), BBB (S&P), Baa3 (Moody's⁴)			
Coupon	2.5% p.a.	3.0% p.a.	4.5% p.a.	3.125% p.a.
Issue date	Sept. 19, 2013	Jul. 16, 2013	Sept. 24, 2012	Sept. 9, 2013
Maturity	Mar. 20, 2017	Jul. 16, 2018	Sept. 15, 2019	Sept. 9, 2020
Start of period for early redemption (60-90 days' prior notice)	---	---	Sept. 15, 2015	---
Interest payment	Annual Mar. 20	Semi annual Jan. 16/Jul. 16	Semi annual Mar. 15/Sept. 15	Annual Sept. 9
WKN	A1VC6B	A1X24V	A1G9JJ	A1X3B7
ISIN	XS0972719412	XS0953199634	DE000A1G9JJ0	XS0969344083
Denomination	€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

¹ Guaranteed by Continental AG only since April 24, 2014

² Non-contracted rating at date of issuance

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

⁴ Non-contracted rating since Feb. 1, 2014

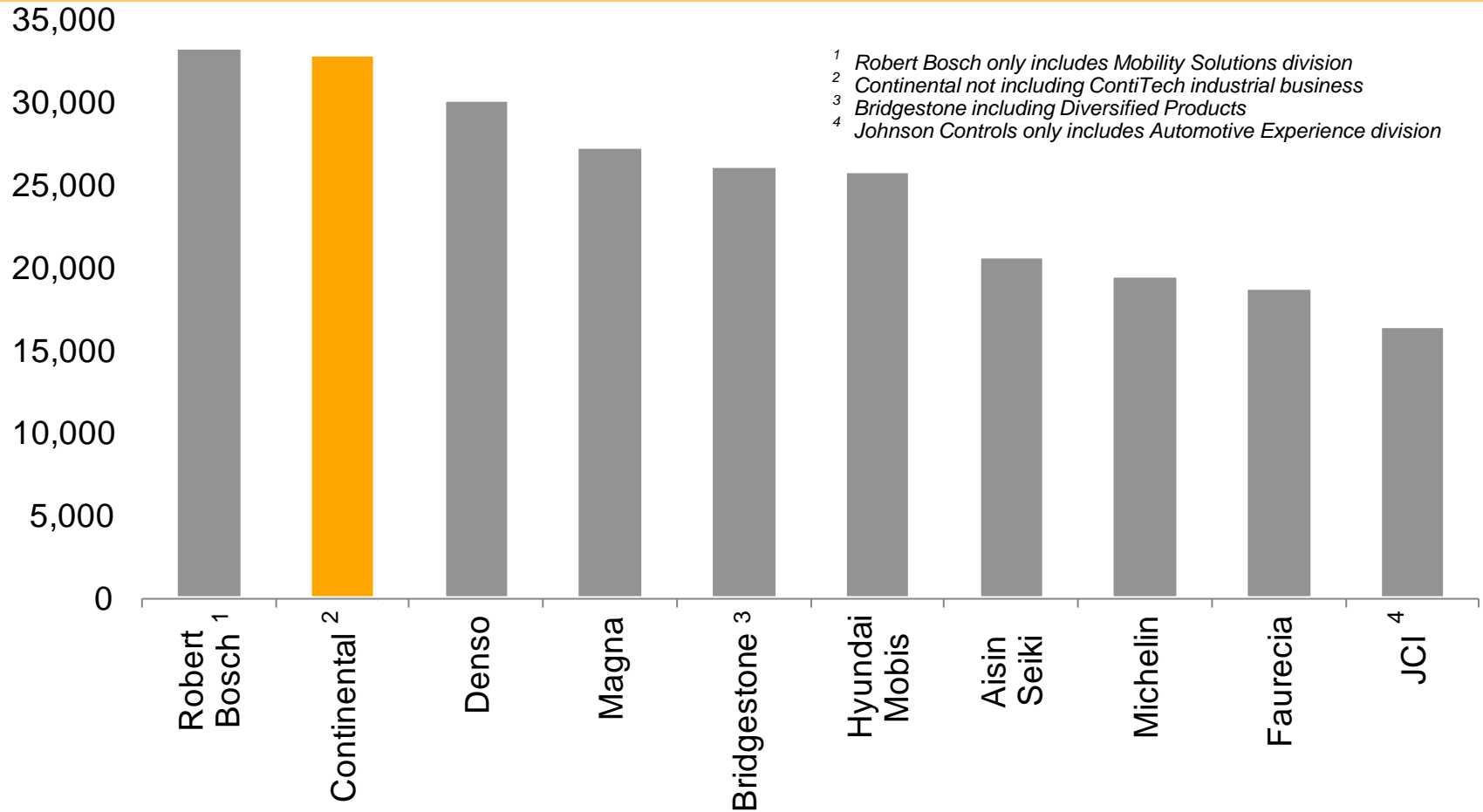
Back-up

6) Back-up

Worldwide Supplier Ranking

Preliminary

Top 10 Global OEM Suppliers – 2014 Sales (mn €)



Source: Company filings. Calendarized to December year-end. Based on average currency exchange rates 2014

6) Back-up

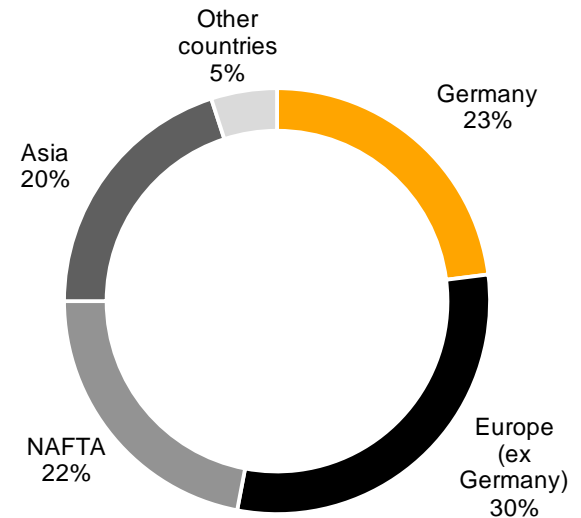
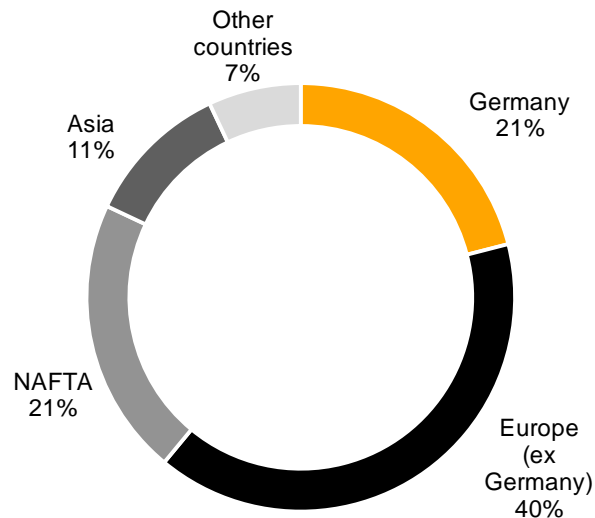
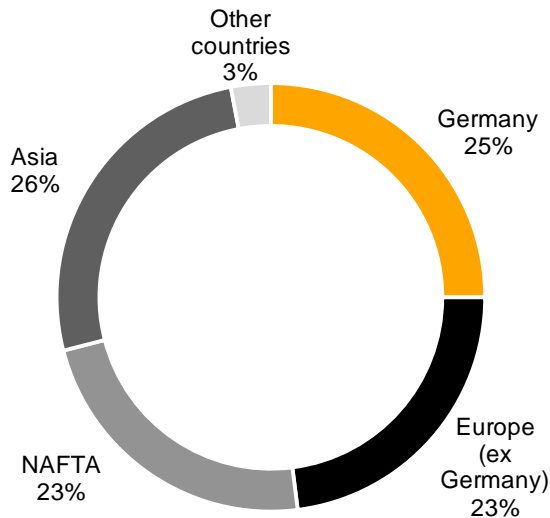
Sales by Markets

Preliminary

Automotive Group 2014
€20,909 mn

Rubber Group 2014
€13,638 mn

Corporation 2014
€34,506 mn



6) Back-up

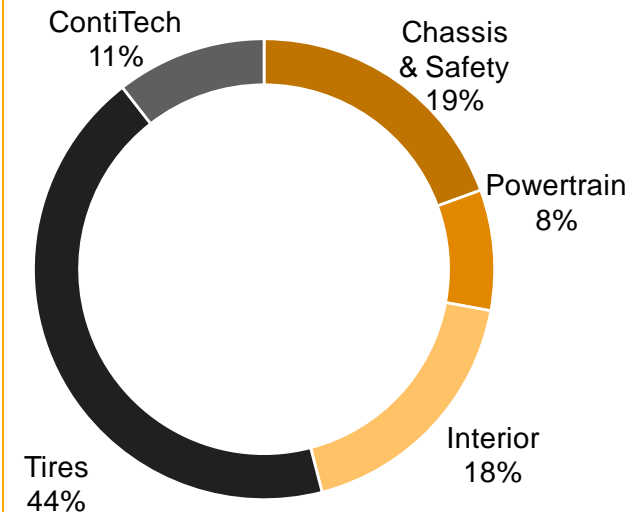
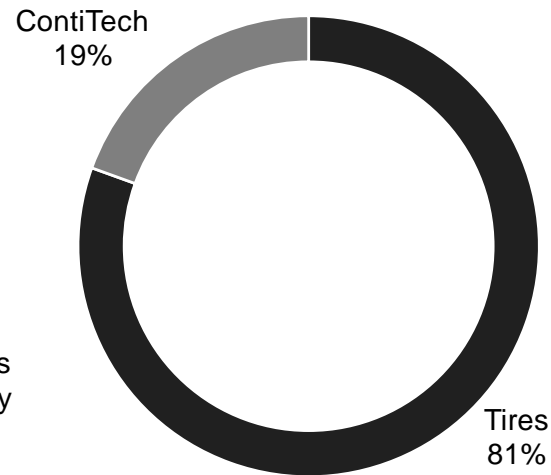
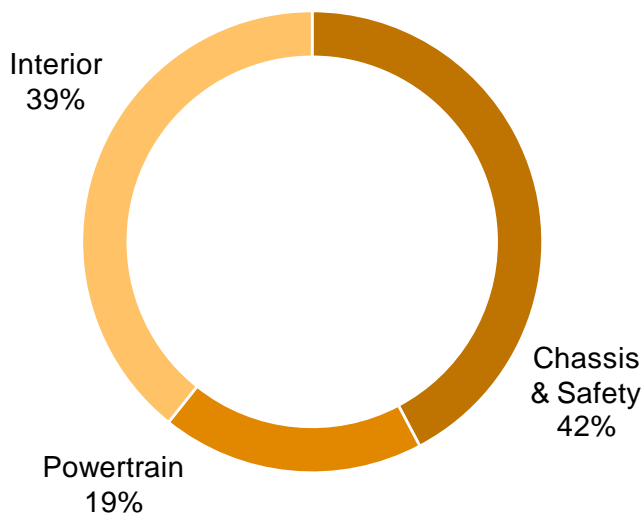
EBITDA by Division

Preliminary

Automotive Group 2014
€2,408 mn

Rubber Group 2014
€2,833 mn

Corporation 2014
€5,134 mn



6) Back-up

Overview of Volume Development

Preliminary

Units (YOY change)	Q1/13	H1/13	9M/13	FY 13	Q1/14	H1/14	9M/14	FY 14
Market data for PC & LT production								
EU	-9%	-3%	-1%	1%	8%	6%	4%	3%
NAFTA	1%	4%	5%	5%	5%	4%	5%	5%
EU and NAFTA combined	-4%	0%	2%	3%	7%	5%	5%	4%
Worldwide	0%	2%	3%	4%	5%	4%	4%	3%
Continental								
Electronic stability control (ESC)	13%	14%	15%	15%	14%	12%	11%	12%
Anti locking brake (ABS)	-24%	-24%	-21%	-19%	-13%	-11%	-16%	-19%
Boosters	-4%	-2%	0%	0%	8%	10%	6%	5%
Calipers	2%	7%	7%	6%	7%	2%	1%	0%
Advanced driver assistance systems (ADAS)	51%	57%	57%	58%	53%	50%	47%	47%
Engine electronic control units (ECUs)	-11%	-8%	-4%	-1%	7%	6%	6%	4%
Injectors	-10%	-7%	-3%	-1%	-3%	-3%	-5%	-5%
Transmissions	4%	7%	10%	12%	8%	8%	6%	6%
Turbochargers	296%	207%	179%	108%	64%	68%	71%	78%
Market data tires								
PC & LT replacement tires Europe	-10%	-4%	-1%	-1%	6%	5%	4%	2%
PC & LT replacement tires NAFTA	-2%	0%	4%	4%	7%	6%	5%	6%
Commercial vehicle tires OE Europe	-3%	0%	0%	0%	1%	-7%	-4%	-7%
Commercial vehicle tires OE NAFTA	-12%	-13%	-9%	-2%	6%	10%	12%	12%
Commercial vehicle replacement tires Europe	5%	8%	9%	9%	15%	6%	3%	1%
Commercial vehicle replacement tires NAFTA	-1%	-2%	-2%	-2%	9%	9%	9%	8%
Continental								
PC & LT tires	-6%	-1%	1%	2%	9%	6%	5%	3%
Commercial vehicle tires	-4%	2%	5%	6%	13%	8%	5%	3%
ContiTech organic sales growth	-2%	0%	0%	2%	5%	2%	2%	1%

6) Back-up

Corporation Highlights 2014

› Sales	Increase of 3.5% to €34,505.7 mn (PY: €33,331.0 mn); organic sales up 4.2%
› EBITDA	Increase of 0.8% to €5,133.8 mn (PY: €5,095.0 mn)
› EBIT	Increase to €3,344.8 mn (PY: €3,263.7 mn) Adj. EBIT ¹ increase to €3,874.5 mn (11.3% adj. EBIT ¹ margin) PPA ² effect -€194.0 mn; total special effects -€323.3 mn
› NIAT ³	Increase to €2,375.3 mn (PY: €1,923.1 mn)
› EPS ³	EPS of €11.88 (PY: €9.62) EPS before PPA ² €12.57 (PY: €10.95 before PPA ²)
› Capex	Capex increased to €2,045.4 mn (PY: €1,981.1 mn); capex ratio 5.9% of sales; Capex to depreciation coverage 1.1x (1.3x ex PPA ²)
› R&D	Expenses for research and development increased by 13.8% to €2,137.7 mn (PY: €1,878.4 mn); R&D ratio 6.2% of sales (PY: 5.6%)
› Cash flow	Operating cash flow up by €446.5 mn to €4,168.3 mn; free cash flow €2,014.9 mn
› Net debt	Net indebtedness down by €1,465.8 mn to €2,823.5 mn; Liquidity and undrawn credit lines amounted to €7,276.2 mn

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

² Amortization of intangibles from PPA, tax rate of 28% applied for EPS calculation

³ Attributable to the shareholders of the parent

6) Back-up

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

Preliminary

(mn €) ¹	2009	2010	2011	2012	2013	2014
Cash flow statement						
Adjusted EBITDA²	2,354	3,662	4,247	4,822	5,094	5,318
Reported EBITDA	1,591	3,588	4,228	4,967	5,095	5,134
Net cash interest paid	-727	-703	-662	-575	-534	-158
Tax paid	-205	-493	-466	-684	-805	-775
Change in net working capital ³	595	-497	-556	564	-4	-207
Other ⁴	1,173	-46	-256	-488	-30	175
Cash flow arising from operating activities	2,427	1,849	2,289	3,785	3,722	4,168
Cash flow arising from investing activities	-787	-1,282	-1,798	-2,132	-1,904	-2,153
- thereof capex in PPE and intangibles	-911	-1,324	-1,813	-2,081	-2,024	-2,110
Cash flow before financing activities	1,640	567	491	1,653	1,818	2,015
Balance sheet						
Cash and cash equivalents	1,713	1,471	1,541	2,397	2,045	3,244
Derivative instruments and interest-bearing investments	104	202	249	536	303	364
Total indebtedness	10,713	8,991	8,562	8,253	6,638	6,432
Net indebtedness	8,896	7,317	6,772	5,320	4,289	2,824
Credit ratios						
Net indebtedness / adj. EBITDA²	3.8x	2.0x	1.6x	1.1x	0.8x	0.5x
Net cash interest paid coverage (Ratio)⁵	3.2x	5.2x	6.4x	8.4x	9.5x	33.7x

¹ Amounts shown may contain rounding differences

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

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

⁴ Includes dividends received, income from at-equity accounted investees and other investments, incl. impairments, gains and losses from disposals, other non-cash items as well as changes in pension and similar obligations (including effects from transactions regarding contractual trust arrangements [CTA] in 2009) and in other assets and liabilities

⁵ Adj. EBITDA to net cash interest paid

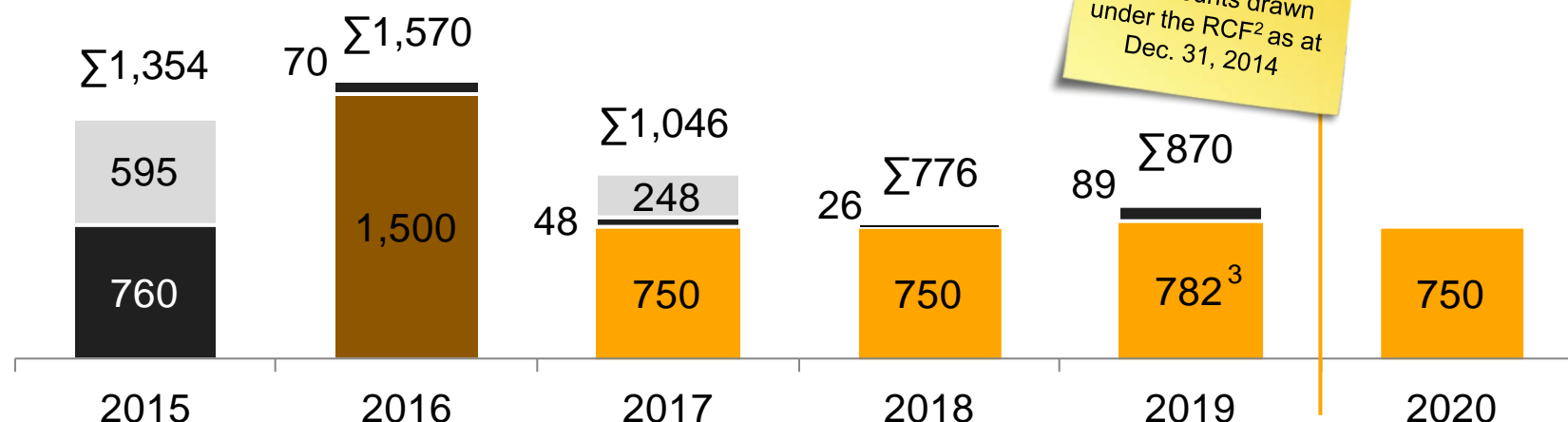
⁶ Since 2012

6) Back-up

Maturities¹ for Gross Indebtedness (mn €)

As at December 31, 2014

■ Syndicated Loan ■ Sale of receivables
■ Bonds ■ Others



(mn €)	FY 14
Gross indebtedness	6,432
Cash	3,244
Net indebtedness	2,824
Available credit lines	4,032
Total liquidity	7,276

No amounts drawn under the RCF² as at Dec. 31, 2014

¹ Maturities later than 2019 are bond maturities only; all bond and syndicated loan amounts shown are nominal values; maturities do not add up to gross indebtedness amounting to €6,431.6 mn as at December 31, 2014; SoR = Sales of receivables (€842.9 mn total amount as at December 31, 2014)

² Any utilization under the Revolving Credit Facility (RCF) has to be shown as short term debt according to IFRS although the RCF matures in 2019 and has a total volume of €3,000 mn

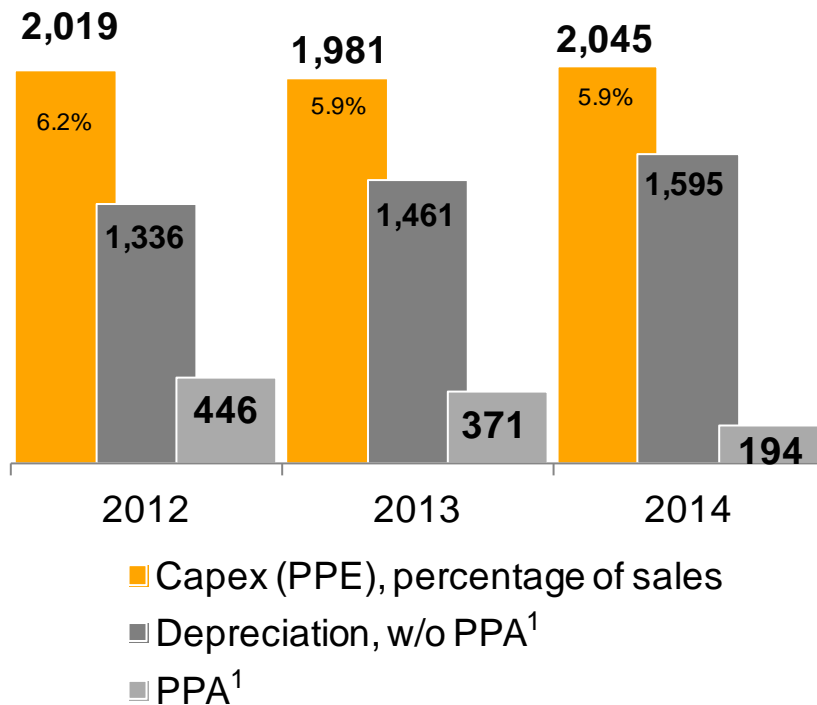
³ Nominal amount \$950 mn (exchange rate as at December 31, 2014: 1.2154)

6) Back-up

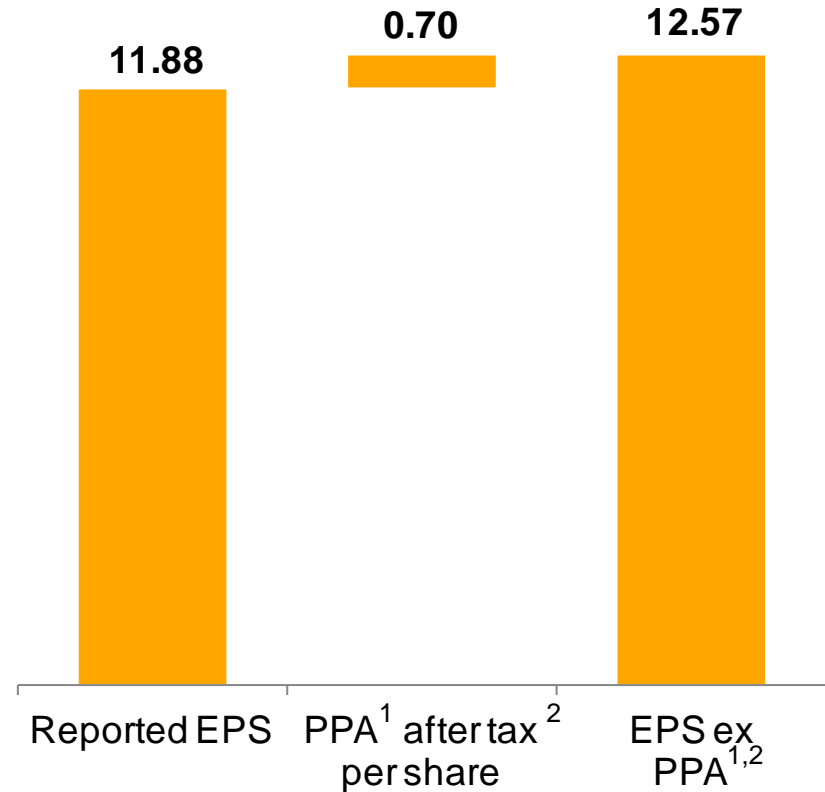
Capex and Depreciation and EPS Breakdown

Preliminary

Capex, Depreciation & PPA¹ (mn €)



EPS ex PPA^{1,2} 2014 (€)



¹ Amortization of intangibles from PPA

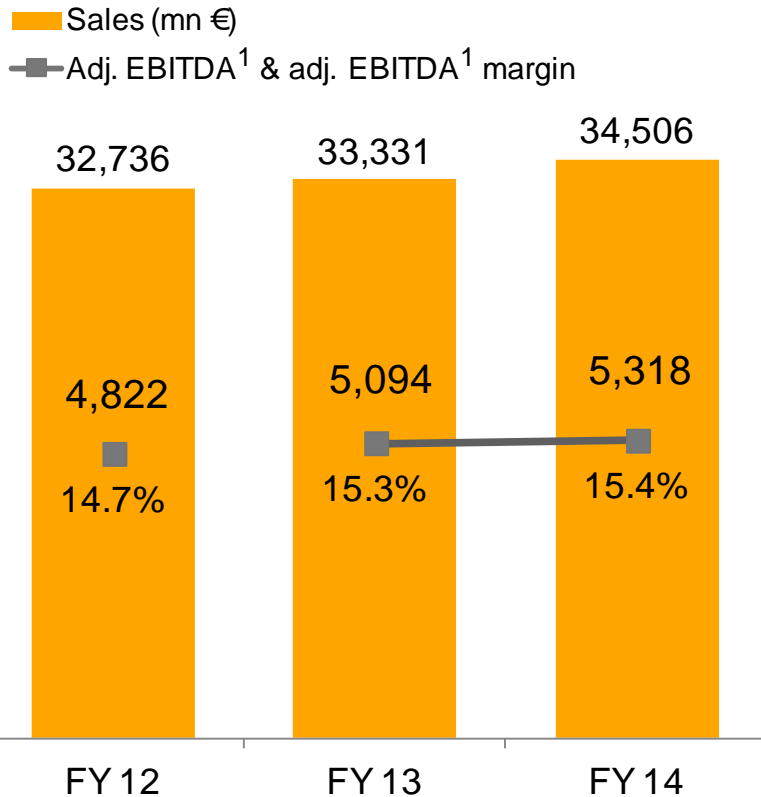
² Assuming corporate tax rate of 28%

6) Back-up

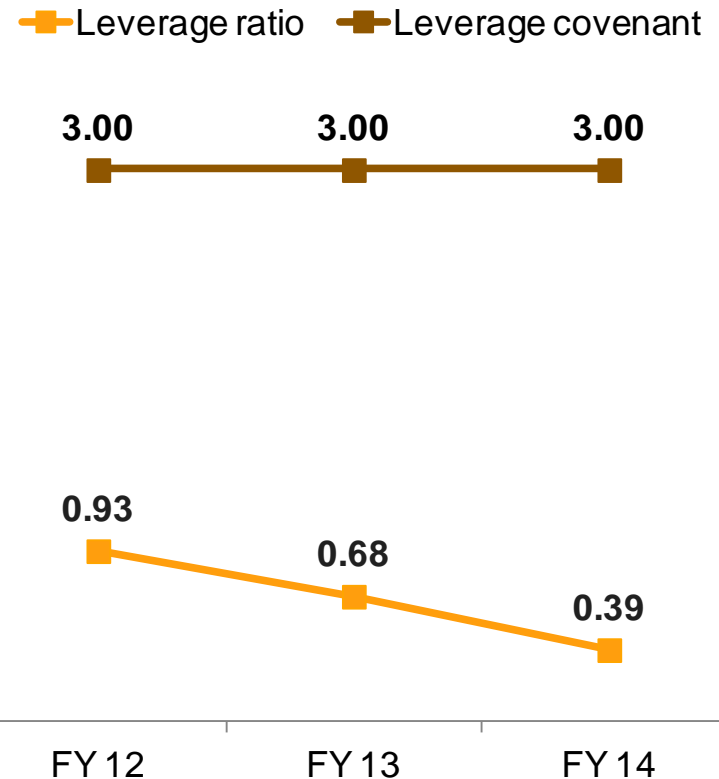
Adjusted EBITDA¹ and Leverage Ratio

Preliminary

Sales and Adj. EBITDA¹ (mn €)



Leverage Ratio²



¹ Adjusted EBITDA as defined in syndicated loan agreement; IAS 19 (rev. 2011) applied only to 2013 and 2014

² Leverage covenant ratio as defined in syndicated loan agreement

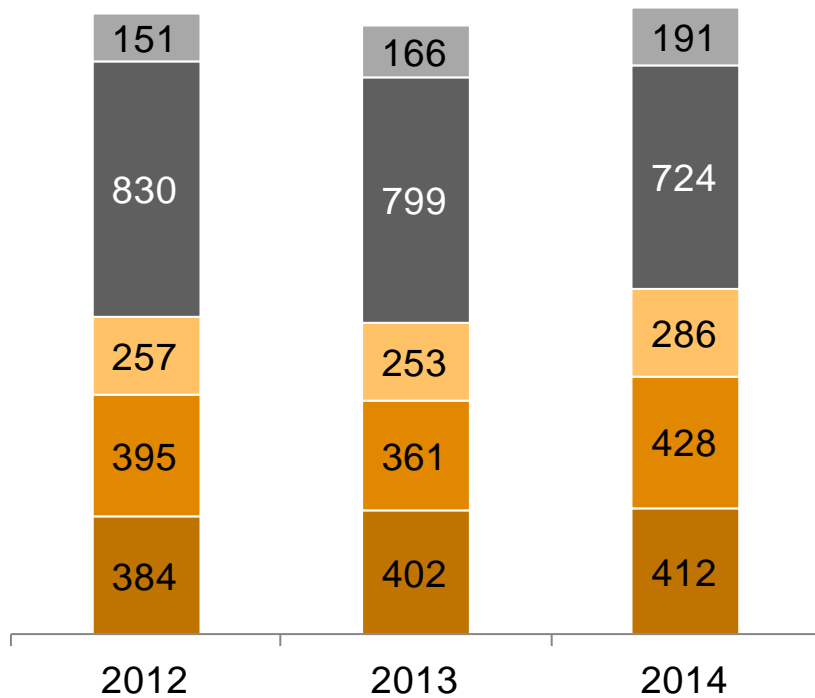
6) Back-up

Capex 2012 - 2014

Preliminary

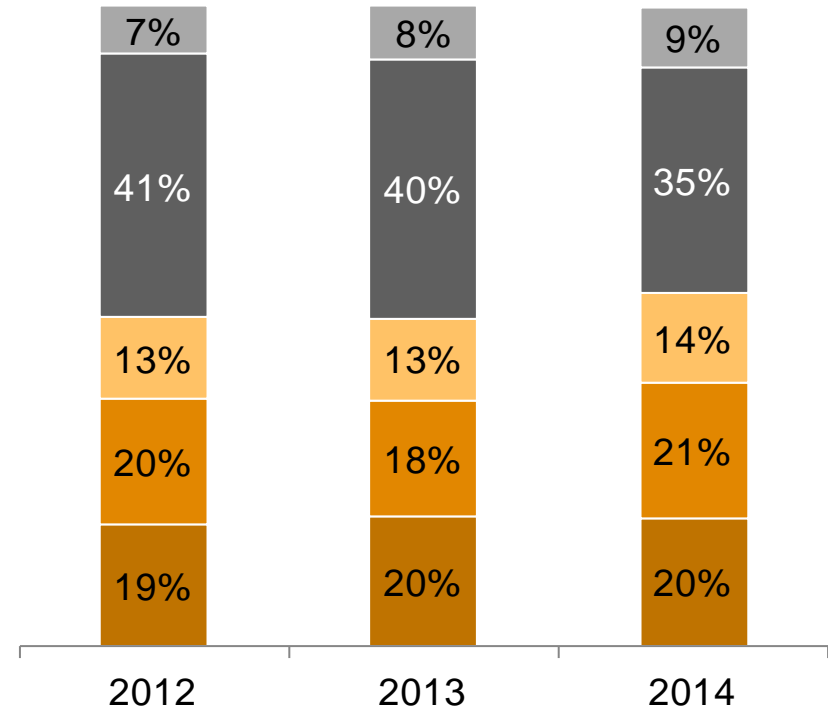
Capex by division 2012 - 2014 (mn €)

■ C&S ■ PT ■ I ■ Tires ■ CT



Capex distribution by division 2012 - 2014

■ C&S ■ PT ■ I ■ Tires ■ CT

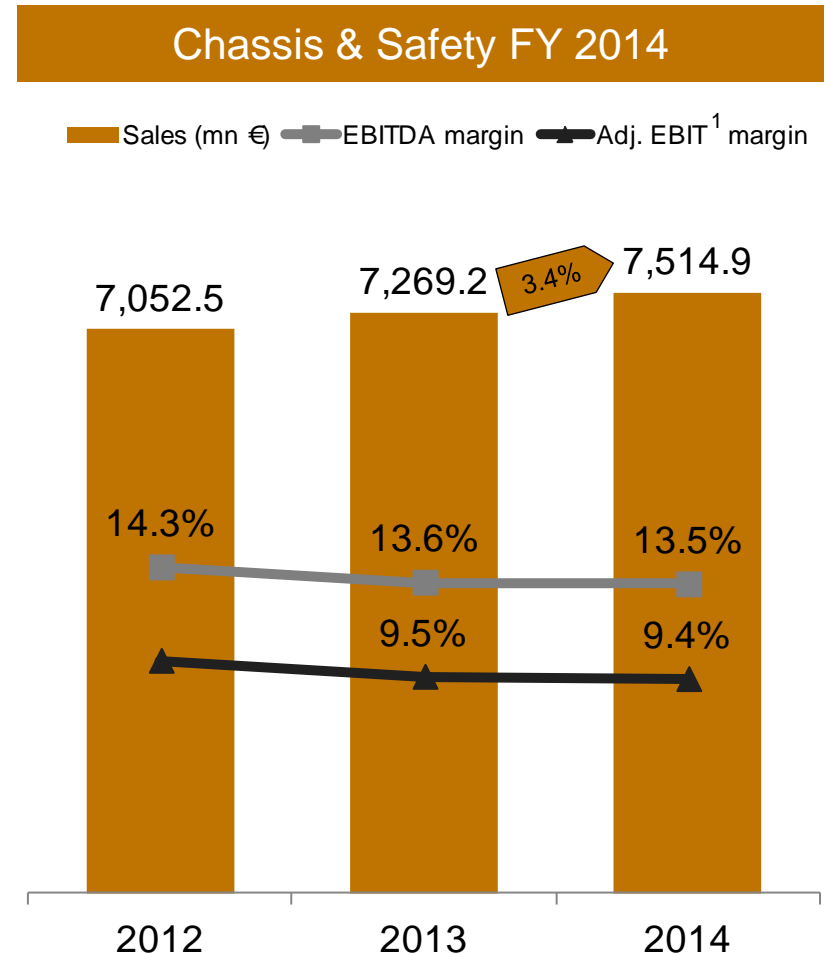


6) Back-up

Automotive Group Financials – Chassis & Safety

Preliminary

- › Sales increased by 4.9% before consolidation and FX effects
- › EBITDA increased by €27.9 mn to €1,018.1 mn (+2.8%)
- › Adj. EBIT¹ increased by €16.5 mn to €708.5 mn (adj. EBIT¹ margin 9.4%)
- › EBIT increased by €81.3 mn to €680.2 mn (EBIT margin 9.1%)
- › PPA effect in 2014: -€25.5 mn
- › Special effects in 2014: -€4.7 mn



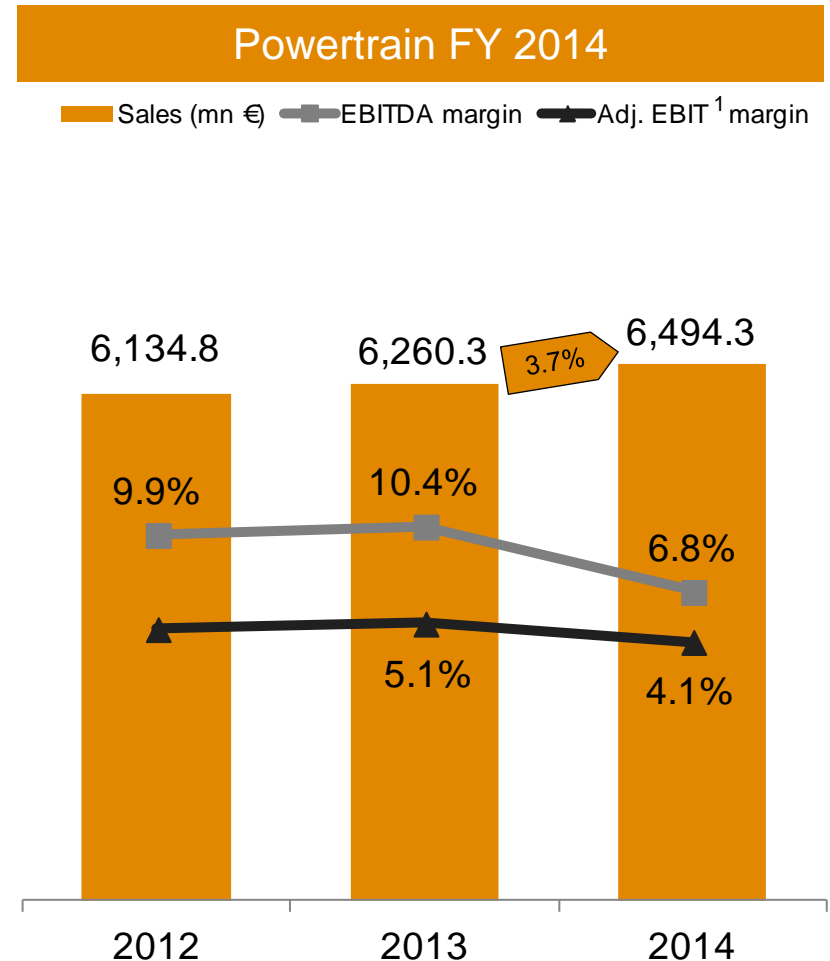
¹ Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

6) Back-up

Automotive Group Financials – Powertrain

Preliminary

- › Sales increased by 2.9% before consolidation and FX effects
- › EBITDA decreased by €206.9 mn to €443.3 mn (-31.8%)
- › Adj. EBIT¹ decreased by €60.5 mn to €259.2 mn (adj. EBIT¹ margin 4.1%)
- › EBIT decreased by €276.3 mn to -€96.8 mn (EBIT margin -1.5%)
- › PPA effect in 2014: -€64.5 mn
- › Special effects in 2014: -€285.1 mn mainly resulting from SCE JV impairment, HEV asset impairment and other asset impairments



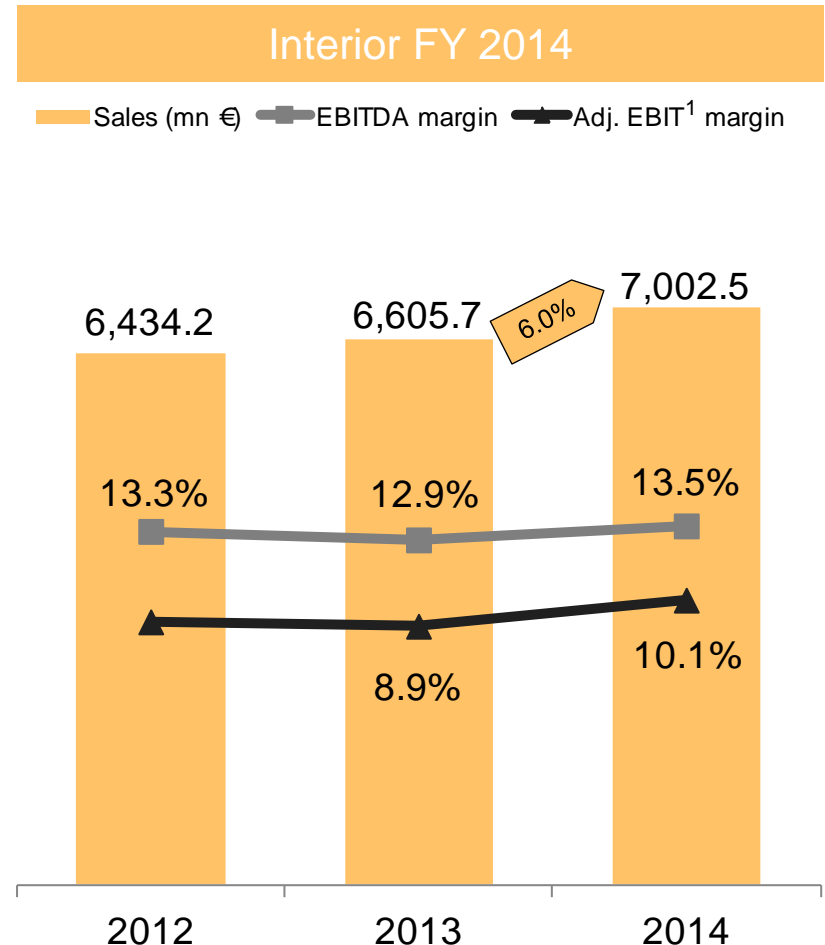
¹ Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

6) Back-up

Automotive Group Financials – Interior

Preliminary

- › Sales increased by 8.6% before consolidation and FX effects
- › EBITDA increased by €96.1 mn to €946.3 mn (+11.3%)
- › Adj. EBIT¹ increased by €126.7 mn to €708.4 mn (adj. EBIT¹ margin 10.1%)
- › EBIT increased by €225.3 mn to €605.9 mn (EBIT margin 8.7%)
- › PPA effect in 2014: -€92.3 mn
- › Special effects in 2014: -€10.2 mn

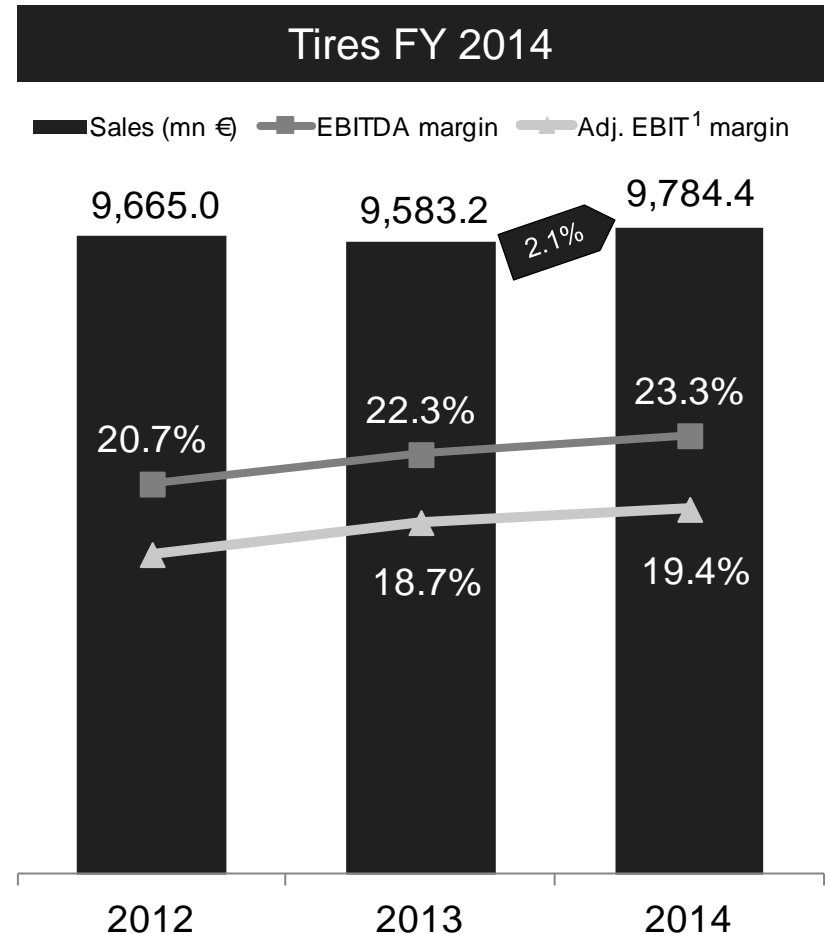


¹ Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

6) Back-up

Rubber Group Financials – Tires

- › Sales increased by 2.1% before consolidation and FX effects
- › EBITDA increased by €143.1 mn to €2,280.8 mn (+6.7%)
- › Adj. EBIT¹ increased by €78.8 mn to €1,867.1 mn (adj. EBIT¹ margin 19.4%)
- › EBIT increased by €76.7 mn to €1,829.4 mn (EBIT margin 18.7%)
- › Special effects in 2014: -€25.6 mn



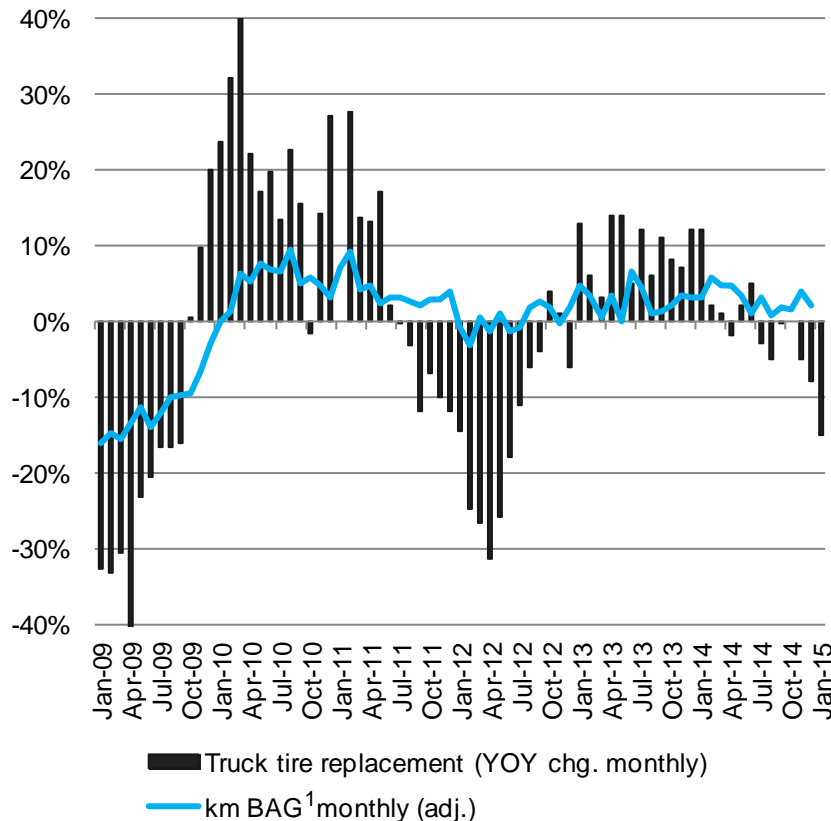
¹ Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

6) Back-up

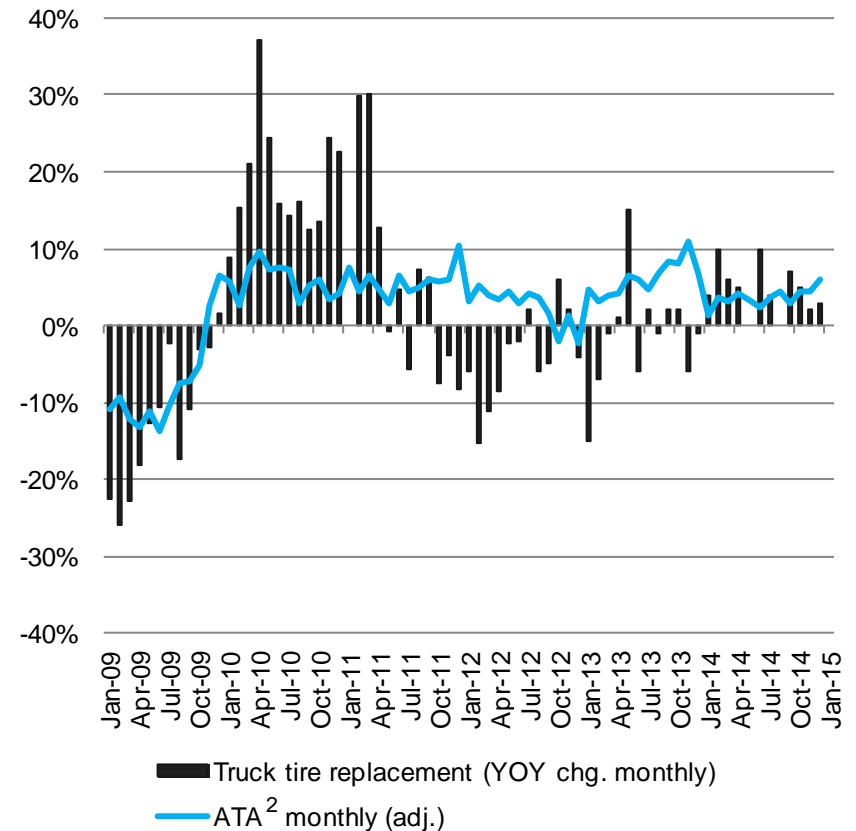
Tires – Commercial Vehicle Tire Demand

Preliminary

Replacement Tire Demand
for Truck Tires Europe



Replacement Tire Demand
for Truck Tires NAFTA



¹ BAG = Bundesamt für Güterverkehr

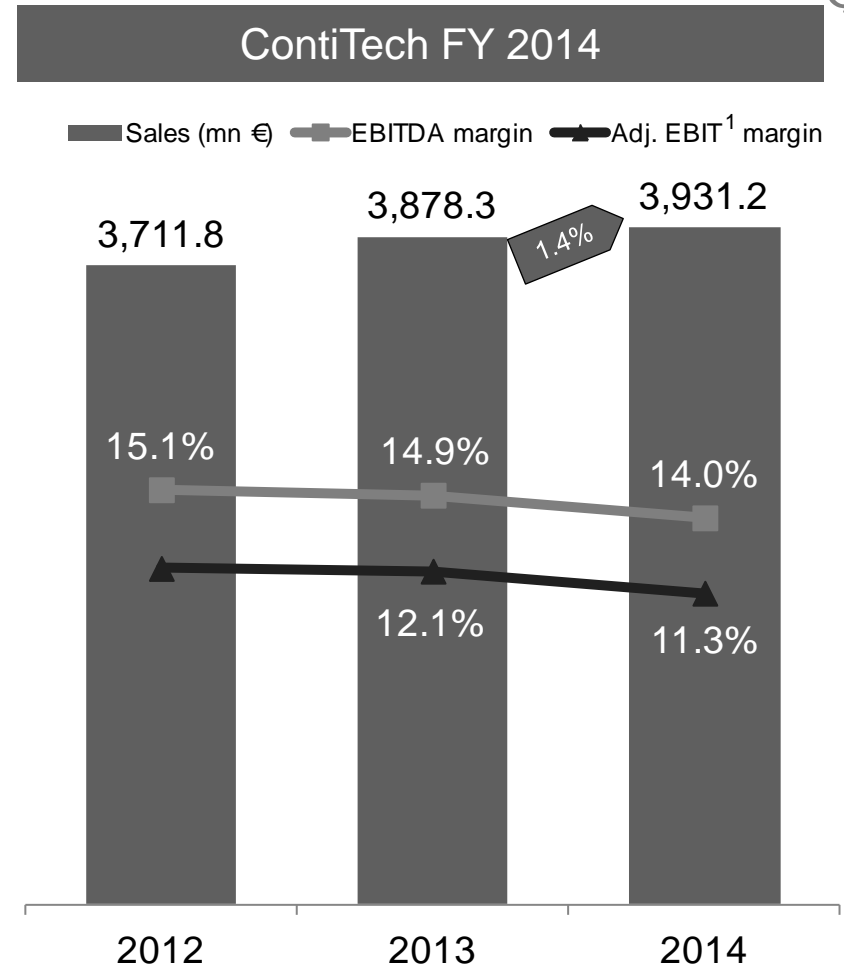
² ATA = American Trucking Association

6) Back-up

Rubber Group Financials – ContiTech

Preliminary

- › Sales increased by 1.3% before consolidation and FX effects
- › EBITDA decreased by €24.5 mn to €551.8 mn (-4.3%)
- › Adj. EBIT¹ decreased by €29.8 mn to €438.5 mn (adj. EBIT¹ margin 11.3%)
- › EBIT decreased by €28.8 mn to €433.3 mn (EBIT margin 11.0%)
- › Special effects in 2014: +€2.3 mn



¹ 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

Preliminary

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	1,868.5	1,823.4	1,944.8	7,514.9
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	1,598.4	1,638.9	1,677.9	6,494.3
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	1,733.9	1,725.4	1,844.1	7,002.5
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	2,405.9	2,557.8	2,502.4	9,784.4
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	978.6	979.6	999.6	3,931.2
Other / Consolidation	-69.8	-64.4	-66.7	-61.2	-262.1	-69.6	-67.3	-64.4	-64.4	-265.7	-58.0	-57.3	-55.6	-50.7	-221.6
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	8,528.0	8,669.5	8,918.1	34,505.7

Changes Y-o-Y in %	2012					2013					2014				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	12.0	11.2	8.1	2.3	8.3	-1.1	4.5	4.4	4.7	3.1	4.8	0.4	1.3	7.1	3.4
Powertrain	16.4	7.5	-2.1	-0.9	5.0	-6.2	2.2	5.2	7.9	2.0	3.5	-0.5	5.0	7.1	3.7
Interior	8.6	6.6	3.8	2.2	5.3	-2.5	6.7	1.9	4.6	2.7	4.9	0.6	7.0	11.8	6.0
Tires	19.5	11.9	10.7	3.0	10.9	-6.1	2.9	-0.3	0.1	-0.8	4.3	-0.5	3.2	1.6	2.1
ContiTech	4.2	1.7	2.6	6.0	3.6	2.0	7.2	4.1	4.6	4.5	3.4	-2.0	1.8	2.4	1.4
Continental Corporation	13.3	8.7	5.4	2.3	7.3	-3.4	4.3	2.6	3.8	1.8	4.4	-0.2	3.8	6.1	3.5

6) Fact Sheets

Quarterly EBITDA Analysis – IAS 19 (rev. 2011) applied

Preliminary

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	242.0	262.0	260.1	1,018.1
Powertrain	164.2	153.0	125.0	166.8	609.0	158.9	168.5	160.7	162.1	650.2	157.0	125.3	-11.9	172.9	443.3
Interior	199.4	212.2	194.0	247.7	853.3	202.1	220.1	214.5	213.5	850.2	223.2	244.5	229.7	248.9	946.3
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	591.9	603.5	540.0	2,280.8
ContiTech	140.3	148.0	144.2	126.4	558.9	135.9	157.5	139.7	143.2	576.3	143.7	132.9	144.7	130.5	551.8
Other / Consolidation	-18.3	-12.5	-24.6	-11.4	-66.8	-28.5	-19.7	-29.1	-32.3	-109.6	-27.5	-26.6	-24.7	-27.7	-106.5
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	1,310.0	1,203.3	1,324.7	5,133.8

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	13.0	14.4	13.4	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	7.8	-0.7	10.3	6.8
Interior	12.0	13.1	12.3	15.7	13.3	12.5	12.8	13.3	12.9	12.9	13.1	14.1	13.3	13.5	13.5
Tires	19.8	22.6	21.0	19.6	20.7	20.7	22.0	23.8	22.5	22.3	23.5	24.6	23.6	21.6	23.3
ContiTech	15.2	15.9	15.6	13.5	15.1	14.4	15.8	14.5	14.7	14.9	14.8	13.6	14.8	13.1	14.0
Continental Corporation	14.5	15.7	14.7	15.8	15.2	14.6	15.3	15.8	15.4	15.3	15.4	15.4	13.9	14.9	14.9

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	-3.3	6.6	3.1	2.8
Powertrain	-3.2	10.1	28.6	-2.8	6.8	-1.2	-25.6	-107.4	6.7	-31.8
Interior	1.4	3.7	10.6	-13.8	-0.4	10.4	11.1	7.1	16.6	11.3
Tires	-2.0	0.5	13.1	14.7	6.6	18.8	11.0	2.1	-2.6	6.7
ContiTech	-3.1	6.4	-3.1	13.3	3.1	5.7	-15.6	3.6	-8.9	-4.3
Continental Corporation	-2.9	1.6	10.4	1.3	2.6	10.8	0.0	-9.0	2.4	0.8

6) Fact Sheets

Quarterly Analysis of Adjusted EBIT¹

Preliminary

Adjusted EBIT ¹ (mn €)
C&S
Powertrain
Interior
Tires
ContiTech
Other / Consolidation
Continental Corporation

2013					
Q1	Q2	Q3	Q4	FY	
168.5	176.1	168.7	178.7	692.0	
59.6	93.2	85.8	81.1	319.7	
122.9	160.3	149.1	149.4	581.7	
366.3	439.7	534.6	447.7	1,788.3	
109.9	130.5	112.9	115.0	468.3	
-31.0	-19.7	-29.2	-32.6	-112.5	
796.2	980.1	1,021.9	939.3	3,737.5	

2014					
Q1	Q2	Q3	Q4	FY	
179.2	166.8	186.0	176.5	708.5	
81.0	84.0	2.1	92.1	259.2	
162.7	190.9	168.0	186.8	708.4	
442.5	484.7	513.9	426.0	1,867.1	
115.3	105.5	117.1	100.6	438.5	
-27.6	-26.7	-25.1	-27.8	-107.2	
953.1	1,005.2	962.0	954.2	3,874.5	

Adjusted EBIT ¹ margin in %
C&S
Powertrain
Interior
Tires
ContiTech
Continental Corporation

2013					
Q1	Q2	Q3	Q4	FY	
9.4	9.5	9.4	9.8	9.5	
3.9	5.8	5.5	5.2	5.1	
7.8	9.5	9.2	9.1	8.9	
16.5	18.2	21.6	18.2	18.7	
11.7	13.1	11.7	11.8	12.1	
10.0	11.5	12.2	11.2	11.2	

2014					
Q1	Q2	Q3	Q4	FY	
9.5	8.9	10.2	9.1	9.4	
5.1	5.3	0.1	5.7	4.1	
9.6	11.0	9.7	10.1	10.1	
19.3	20.4	20.6	17.4	19.4	
12.0	10.9	12.1	10.2	11.3	
11.4	11.8	11.3	10.8	11.3	

Changes Y-o-Y in %
C&S
Powertrain
Interior
Tires
ContiTech
Continental Corporation

2014					
Q1	Q2	Q3	Q4	FY	
6.4	-5.3	10.3	-1.2	2.4	
35.9	-9.9	-97.6	13.6	-18.9	
32.4	19.1	12.7	25.0	21.8	
20.8	10.2	-3.9	-4.8	4.4	
4.9	-19.2	3.7	-12.5	-6.4	
19.7	2.6	-5.9	1.6	3.7	

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

6) Fact Sheets

Quarterly EBIT Analysis – IAS 19 (rev. 2011) applied

Preliminary

EBIT	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	159.3	179.5	169.1	680.2
Powertrain	45.8	37.0	5.5	-40.0	48.3	52.1	58.3	49.5	19.6	179.5	64.5	32.9	-263.3	69.1	-96.8
Interior	92.8	102.5	81.1	137.1	413.5	95.7	112.5	104.4	68.0	380.6	137.8	154.7	144.8	168.6	605.9
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	482.4	486.8	419.5	1,829.4
ContiTech	115.8	123.6	118.9	95.3	453.6	107.7	129.2	111.8	113.4	462.1	115.5	104.3	115.1	98.4	433.3
Other / Consolidation	-18.3	-12.8	-24.6	-12.7	-68.4	-28.6	-19.8	-29.1	-32.6	-110.1	-27.6	-26.7	-25.1	-27.8	-107.2
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	906.9	637.8	896.9	3,344.8

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	8.5	9.8	8.7	9.1
Powertrain	2.8	2.4	0.4	-2.8	0.8	3.4	3.6	3.2	1.3	2.9	4.1	2.1	-16.1	4.1	-1.5
Interior	5.6	6.3	5.1	8.7	6.4	5.9	6.5	6.5	4.1	5.8	8.1	8.9	8.4	9.1	8.7
Tires	16.2	18.8	17.4	16.5	17.2	16.4	18.2	20.0	18.4	18.3	19.0	20.1	19.0	16.8	18.7
ContiTech	12.5	13.3	12.9	10.2	12.2	11.4	12.9	11.6	11.6	11.9	11.9	10.7	11.7	9.8	11.0
Continental Corporation	9.5	10.6	9.4	9.5	9.7	9.3	10.3	10.6	8.9	9.8	10.8	10.6	7.4	10.1	9.7

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	-2.1	15.7	34.4	13.6
Powertrain	13.8	57.6	800.0	149.0	271.6	23.8	-43.6	-631.9	252.6	-153.9
Interior	3.1	9.8	28.7	-50.4	-8.0	44.0	37.5	38.7	147.9	59.2
Tires	-5.0	-0.6	14.3	11.3	5.2	20.7	9.6	-1.6	-7.3	4.4
ContiTech	-7.0	4.5	-6.0	19.0	1.9	7.2	-19.3	3.0	-13.2	-6.2
Continental Corporation	-5.1	2.0	15.6	-2.5	2.4	20.8	2.7	-28.0	20.1	2.5

6) Fact Sheets

Consolidated Statement of Income – IAS 19 (rev. 2011) applied

(mn €)	YE 2012	YE 2013	YE 2014	Q4 2012	Q4 2013	Q4 2014
Sales	32,736.2	33,331.0	34,505.7	8,095.7	8,407.1	8,918.1
Cost of sales	-25,616.9	-25,529.4	-25,839.6	-6,348.8	-6,445.5	-6,700.9
Gross margin on sales	7,119.3	7,801.6	8,666.1	1,746.9	1,961.6	2,217.2
Research and development expenses	-1,744.8	-1,878.4	-2,137.7	-399.2	-404.0	-510.1
Selling and logistics expenses	-1,581.5	-1,657.0	-1,840.6	-414.8	-437.1	-512.9
Administrative expenses	-661.2	-698.7	-762.8	-169.0	-174.3	-181.7
Other income and expenses	-16.7	-342.2	-507.4	-17.3	-214.1	-131.9
Income from at-equity accounted investees	63.4	37.6	-73.8	16.2	13.8	15.9
Other income from investments	7.7	0.8	1.0	3.2	0.9	0.4
Earnings before interest and taxes	3,186.2	3,263.7	3,344.8	766.0	746.8	896.9
Interest income ¹	97.0	81.8	94.5	25.1	23.5	26.2
Interest expense ^{1,2}	-595.8	-886.1	-359.8	-142.0	-197.3	-75.9
Net interest expense	-498.8	-804.3	-265.3	-116.9	-173.8	-49.7
Earnings before taxes	2,687.4	2,459.4	3,079.5	649.2	573.0	847.2
Income tax expense	-697.8	-449.6	-622.0	-161.8	-211.8	-250.7
Net income	1,989.6	2,009.8	2,457.5	487.4	361.2	596.5
Non-controlling interests	-84.4	-86.7	-82.2	-34.6	-14.1	-20.1
Net income attributable to the shareholders of the parent	1,905.2	1,923.1	2,375.3	452.8	347.1	576.4
Basic earnings per share in EUR	9.53	9.62	11.88	2.26	1.74	2.89
Diluted earnings per share in EUR	9.53	9.62	11.88	2.26	1.74	2.89

¹ 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.

² 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

Assets in € millions	Dec. 31, 2014	Dec. 31, 2013
Goodwill	5,769.1	5,520.9
Other intangible assets	443.3	557.7
Property, plant and equipment	8,446.4	7,728.0
Investment property	17.5	20.4
Investments in at-equity accounted investees	298.5	450.0
Other investments	10.7	7.9
Deferred tax assets	1,573.4	928.4
Defined benefit assets	1.6	6.0
Long-term derivative instruments and interest-bearing investments	301.2	285.1
Other long-term financial assets	41.9	45.0
Other long-term assets	19.7	20.1
Non-current assets	16,923.3	15,569.5
Inventories	2,987.6	2,830.9
Trade accounts receivable	5,846.2	5,315.8
Other short-term financial assets	382.5	336.2
Other short-term assets	731.3	601.2
Income tax receivables	60.3	69.3
Short-term derivative instruments and interest-bearing investments	63.1	18.3
Cash and cash equivalents	3,243.8	2,044.8
Assets held for sale	3.0	34.8
Current assets	13,317.8	11,251.3
Total assets	30,241.1	26,820.8

6) Fact Sheets

Consolidated Statement of Financial Position – Total Equity and Liabilities

Total equity and liabilities in €millions	Dec. 31, 2014	Dec. 31, 2013
Subscribed capital	512.0	512.0
Capital reserves	4,155.6	4,155.6
Retained earnings	7,404.3	5,535.3
Other comprehensive income	-1,399.8	-1,191.7
Equity attributable to the shareholders of the parent	10,672.1	9,011.2
Non-controlling interests	352.5	311.0
Total equity	11,024.6	9,322.2
Provisions for pension liabilities and similar obligations	3,483.7	2,391.1
Deferred tax liabilities	178.5	113.2
Long-term provisions for other risks and obligations	306.3	266.9
Long-term portion of indebtedness	5,077.4	5,041.2
Other long-term financial liabilities	48.7	16.2
Other long-term liabilities	46.4	42.2
Non-current liabilities	9,141.0	7,870.8
Trade accounts payable	4,861.6	4,596.3
Income tax payables	577.3	588.2
Short-term provisions for other risks and obligations	732.7	631.1
Indebtedness	1,354.2	1,596.3
Other short-term financial liabilities	1,649.2	1,448.0
Other short-term liabilities	900.2	767.9
Liabilities held for sale	0.3	—
Current liabilities	10,075.5	9,627.8
Total equity and liabilities	30,241.1	26,820.8

6) Fact Sheets

Consolidated Statement of Cash Flows

Preliminary

in €millions	2014	2013
Net income	2,457.5	2,009.8
Income tax expense	622.0	449.6
Net interest expense	265.3	804.3
EBIT	3,344.8	3,263.7
Interest paid	-185.9	-565.1
Interest received	28.2	30.8
Income tax paid	-775.0	-805.4
Dividends received	33.7	37.9
Depreciation, amortization, impairment and reversal of impairment losses	1,789.0	1,831.3
Income from at-equity accounted and other investments, incl. impairment and reversal of impairment losses	71.3	-46.3
Gains from the disposal of assets, companies and business operations	-13.6	-86.9
Other non-cash items	—	-2.4
Changes in		
inventories	-20.1	67.9
trade accounts receivable	-246.6	-451.6
trade accounts payable	59.3	379.8
pension and similar obligations	-20.5	-8.2
other assets and liabilities	103.7	76.3
Cash flow arising from operating activities	4,168.3	3,721.8
Cash flow from the disposal of property, plant and equipment, and intangible assets	86.4	27.2
Capital expenditure on property, plant and equipment, and software	-2,045.4	-1,980.7
Capital expenditure on intangible assets from development projects and miscellaneous	-64.9	-42.9
Cash flow from the disposal of companies and business operations	-0.5	246.9
Acquisition of companies and business operations	-129.0	-154.0
Cash flow arising from investing activities	-2,153.4	-1,903.5
Cash flow before financing activities (free cash flow)	2,014.9	1,818.3
Changes in short-term debt	-323.2	-339.1
Proceeds from the issuance of long-term debt	1,565.0	4,082.3
Principal repayments on long-term debt	-1,604.6	-5,276.6
Step acquisitions	0.0	-48.5
Dividends paid	-500.0	-450.0
Dividends paid and repayment of capital to non-controlling interests	-45.5	-62.7
Cash and cash equivalents arising from first consolidation of subsidiaries	0.4	1.7
Cash flow arising from financing activities	-907.9	-2,092.9
Change in cash and cash equivalents	1,107.0	-274.6
Cash and cash equivalents as at January 1	2,044.8	2,397.2
Effect of exchange rate changes on cash and cash equivalents	92.0	-77.8
Cash and cash equivalents as at December 31	3,243.8	2,044.8

6) Fact Sheets

Q4 2014 Results Reported & Adjusted (mn €) – by Division

Preliminary

	Chassis & Safety		Powertrain		Interior		Tires		ContiTech		Cons./Corr.		Corporation	
	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014
Sales	1,815.4	1,944.8	1,566.4	1,677.9	1,649.8	1,844.1	2,463.8	2,502.4	976.1	999.6	-64.4	-50.7	8,407.1	8,918.1
EBIT	125.8	169.1	19.6	69.1	68.0	168.6	452.6	419.5	113.4	98.4	-32.6	-27.8	746.8	896.9
in % of sales	6.9%	8.7%	1.3%	4.1%	4.1%	9.1%	18.4%	16.8%	11.6%	9.8%			8.9%	10.1%
Amortization of intangible assets from PPA	11.4	4.5	28.4	13.2	40.1	17.4	1.1	1.8	1.6	1.7	0.0	0.0	82.6	38.6
Total special effects	41.4	4.7	35.7	1.7	41.4	0.8	-6.0	2.5	0.0	-0.6	0.0	0.0	112.5	9.1
Total consolidation effects	0.1	-1.8	-2.6	8.1	-0.1	0.0	0.0	2.2	0.0	1.1	0.0	0.0	-2.6	9.6
Total consolidation & special effects	41.5	2.9	33.1	9.8	41.3	0.8	-6.0	4.7	0.0	0.5	0.0	0.0	109.9	18.7
Adjusted operating result (adj. EBIT) ¹	178.7	176.5	81.1	92.1	149.4	186.8	447.7	426.0	115.0	100.6	-32.6	-27.8	939.3	954.2
in % of adjusted sales	9.8%	9.1%	5.2%	5.7%	9.1%	10.1%	18.2%	17.4%	11.8%	10.2%			11.2%	10.8%

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

6) Fact Sheets

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

Preliminary

	Chassis & Safety		Powertrain		Interior		Tires		ContiTech		Cons./Corr.		Corporation	
	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014	2013	2014
Sales	7,269.2	7,514.9	6,260.3	6,494.3	6,605.7	7,002.5	9,583.2	9,784.4	3,878.3	3,931.2	-265.7	-221.6	33,331.0	34,505.7
EBIT	598.9	680.2	179.5	-96.8	380.6	605.9	1,752.7	1,829.4	462.1	433.3	-110.1	-107.2	3,263.7	3,344.8
in % of sales	8.2%	9.1%	2.9%	-1.5%	5.8%	8.7%	18.3%	18.7%	11.9%	11.0%			9.8%	9.7%
Amortization of intangible assets from PPA	50.9	25.5	126.9	64.5	182.7	92.3	4.3	5.5	5.9	6.2	0.0	0.0	370.7	194.0
Total special effects	41.1	4.7	14.4	285.1	19.8	10.2	31.3	25.6	0.3	-2.3	-2.4	0.0	104.5	323.3
Total consolidation effects	1.1	-1.9	-1.1	6.4	-1.4	0.0	0.0	6.6	0.0	1.3	0.0	0.0	-1.4	12.4
Total consolidation & special effects	42.2	2.8	13.3	291.5	18.4	10.2	31.3	32.2	0.3	-1.0	-2.4	0.0	103.1	335.7
Adjusted operating result (adj. EBIT) ¹	692.0	708.5	319.7	259.2	581.7	708.4	1,788.3	1,867.1	468.3	438.5	-112.5	-107.2	3,737.5	3,874.5
in % of adjusted sales	9.5%	9.4%	5.1%	4.1%	8.9%	10.1%	18.7%	19.4%	12.1%	11.3%			11.2%	11.3%

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

6) Fact Sheets

Q4 & FY 2014 Results Reported & Adjusted (mn €) – by Group

	Q4 2013/2014								YTD January - December 2013/2014							
	Automotive 2013 2014		Rubber 2013 2014		Cons./Corr. 2013 2014		Corporation 2013 2014		Automotive 2013 2014		Rubber 2013 2014		Cons./Corr. 2013 2014		Corporation 2013 2014	
Sales	5,000.4	5,442.3	3,416.5	3,486.6	-9.8	-10.8	8,407.1	8,918.1	20,016.1	20,909.2	13,355.5	13,637.6	-40.6	-41.1	33,331.0	34,505.7
EBIT	213.3	406.8	566.0	517.9	-32.5	-27.8	746.8	896.9	1,158.9	1,189.3	2,214.8	2,262.7	-110.0	-107.2	3,263.7	3,344.8
in % of sales	4.3%	7.5%	16.6%	14.9%			8.9%	10.1%	5.8%	5.7%	16.6%	16.6%			9.8%	9.7%
Amortization of intangible assets from PPA	79.9	35.1	2.7	3.4	0.0	0.1	82.6	38.6	360.5	182.3	10.2	11.7	0.0	0.0	370.7	194.0
Total special effects	118.5	7.2	-6.0	1.9	0.0	0.0	112.5	9.1	75.3	300.0	31.6	23.3	-2.4	0.0	104.5	323.3
Total consolidation effects	-2.6	6.3	0.0	3.3	0.0	0.0	-2.6	9.6	-1.4	4.5	0.0	7.9	0.0	0.0	-1.4	12.4
Total consolidation & special effects	115.9	13.5	-6.0	5.2	0.0	0.0	109.9	18.7	73.9	304.5	31.6	31.2	-2.4	0.0	103.1	335.7
Adjusted operating result (adj. EBIT) ¹	409.1	455.4	562.7	526.5	-32.5	-27.7	939.3	954.2	1,593.3	1,676.1	2,256.6	2,305.6	-112.4	-107.2	3,737.5	3,874.5
in % of adjusted sales	8.2%	8.4%	16.5%	15.4%			11.2%	10.8%	8.0%	8.1%	16.9%	17.2%			11.2%	11.3%

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

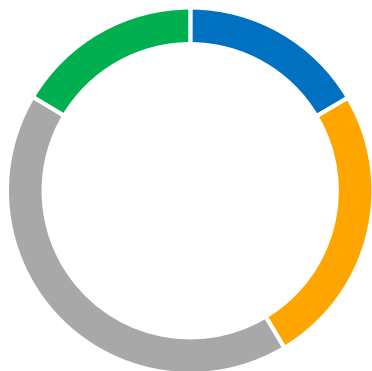
6) Fact Sheets

Shareholder Structure

Shareholder Structure
as at Dec. 31, 2010

M.M. Warburg
& CO KGaA
16.48%

B. Metzler
seel. Sohn Co.
Holding AG
16.48%



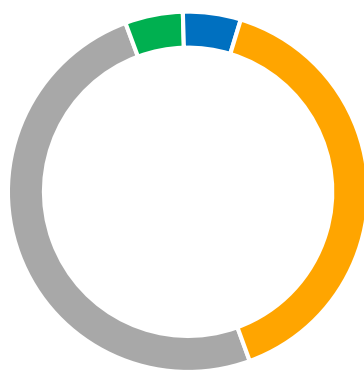
Schaeffler
Group
42.17%

Free Float
24.87%

Shareholder Structure
as at Dec. 31, 2011

M.M. Warburg
& CO KGaA
5.19%

B. Metzler
seel. Sohn Co.
Holding AG
5.19%



Schaeffler
Group
49.90%

Free Float
39.72%

Shareholder Structure
as at Dec. 31, 2012

Schaeffler
Group
49.9%



Free Float
50.1%

Shareholder Structure
since Sept. 17, 2013

Schaeffler
Group
46.0%

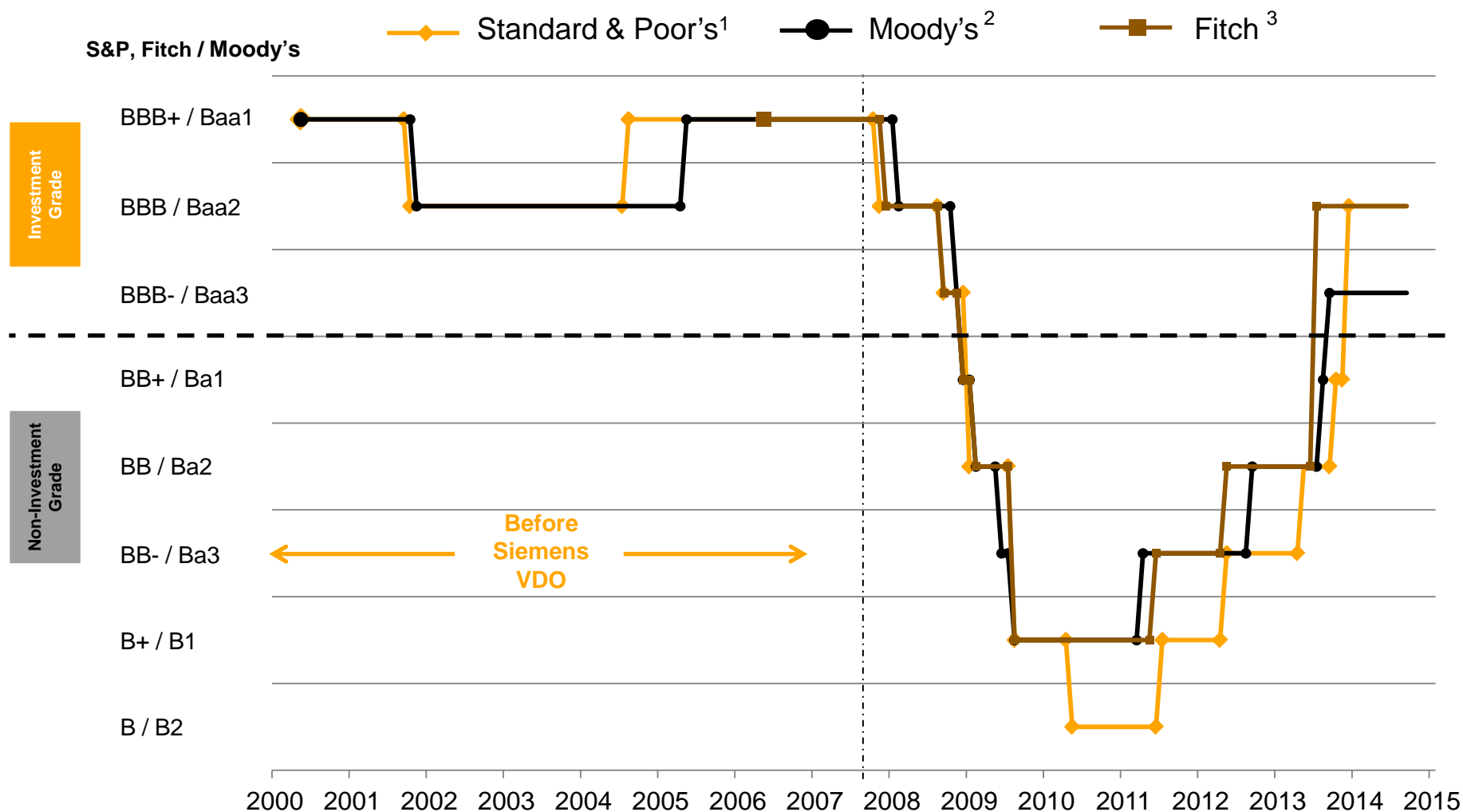


Free Float
54.0%

Source: Based on publicly available data

6) Fact Sheets

Continental's Credit Rating



References

Useful Links

Continental Investor Relations website	http://www.continental-ir.com
Annual and interim reports	http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/
2014 Fact Book	http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/
Investor Relations events and presentations	http://www.continental-corporation.com/www/portal_com_en/themes/ir/events/
Sustainability at Continental (presentation and fact sheet for investors)	http://www.continental-ir.com
Corporate Social Responsibility	http://www.continental-sustainability.com
Corporate Governance Principles	http://www.continental-corporation.com/www/portal_com_en/themes/ir/corporate_governance/
Continental share	http://www.continental-corporation.com/www/portal_com_en/themes/ir/share/
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