



Preliminary FY 2014 Results

Hanover – March 5, 2015

Ticker: CON

ADR-Ticker: CTTAY

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

Wolfgang Schaefer – CFO

AGENDA

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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

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)

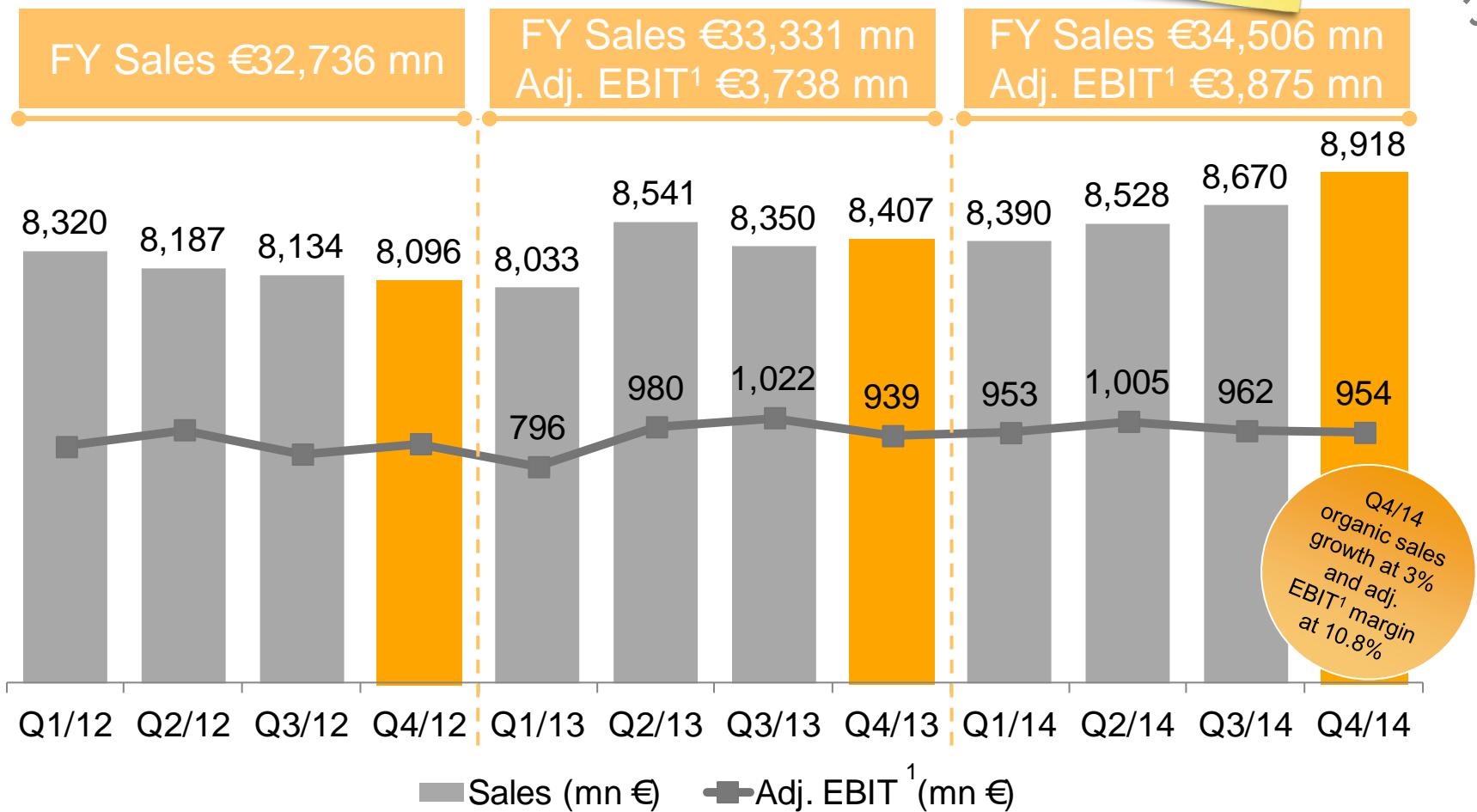
Rubber Group

- › **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

Preliminary
FY effects totaling
~€470 mn
impacted sales in
FY 2014 negatively

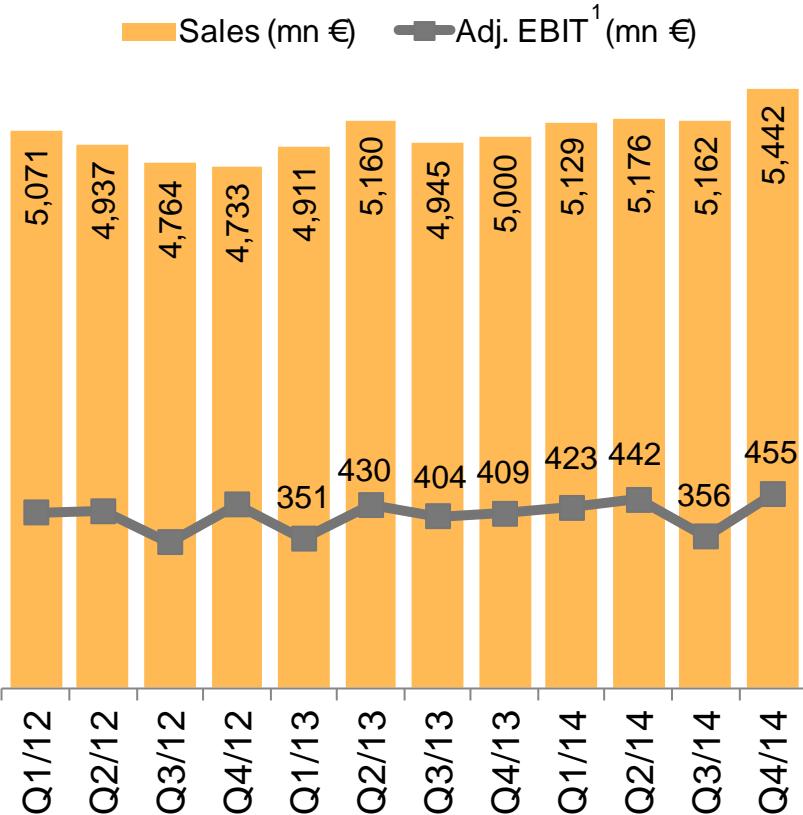


Q4/14
organic sales
growth at 3%
and adj.
EBIT¹ margin
at 10.8%

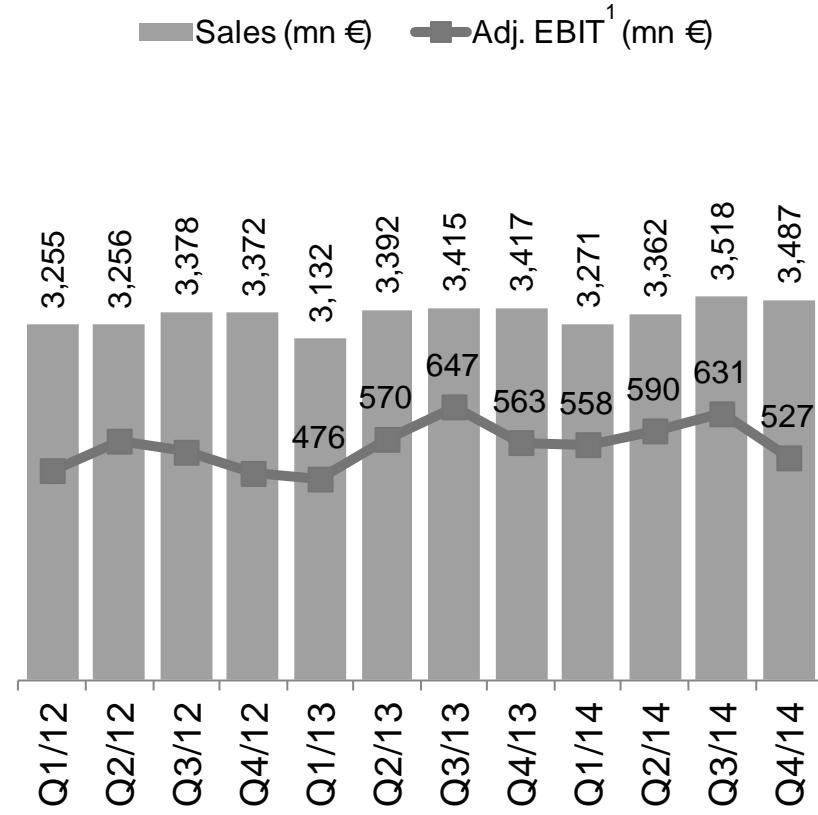
1) Corporation Highlights

Automotive Group and Rubber Group by Quarter

Automotive Group



Rubber Group

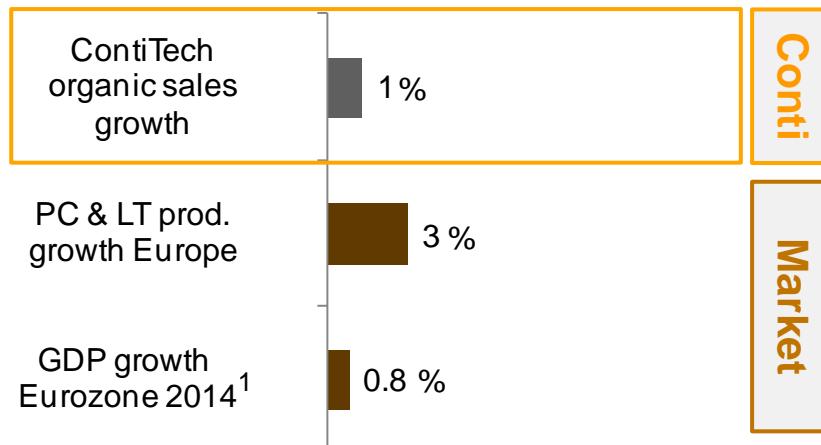
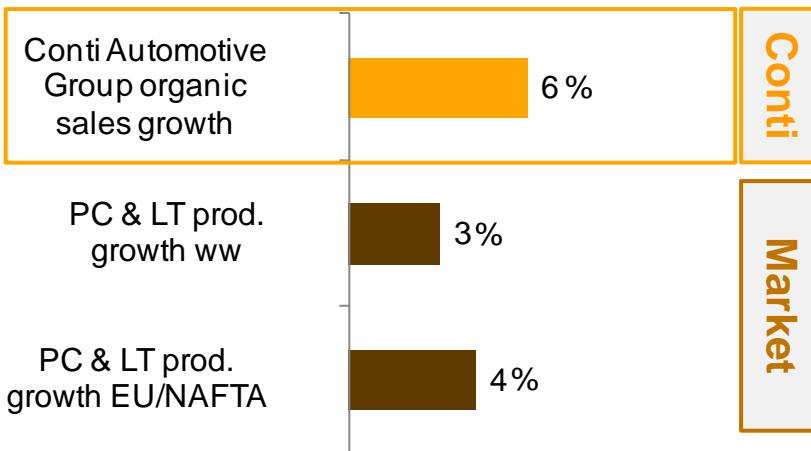


¹ Before amortization of intangibles from PPA, consolidation and special effects

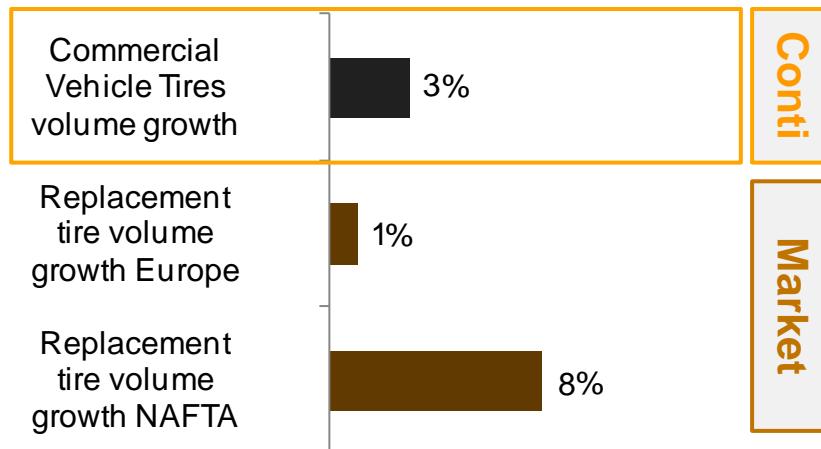
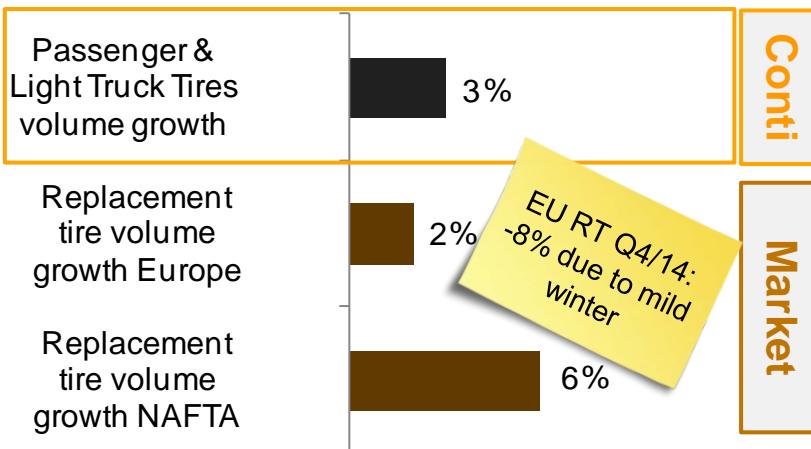
1) Corporation Highlights

Growth Profile of the Corporation FY 2014

Preliminary



¹ According to IMF (WEO Update January 2015)

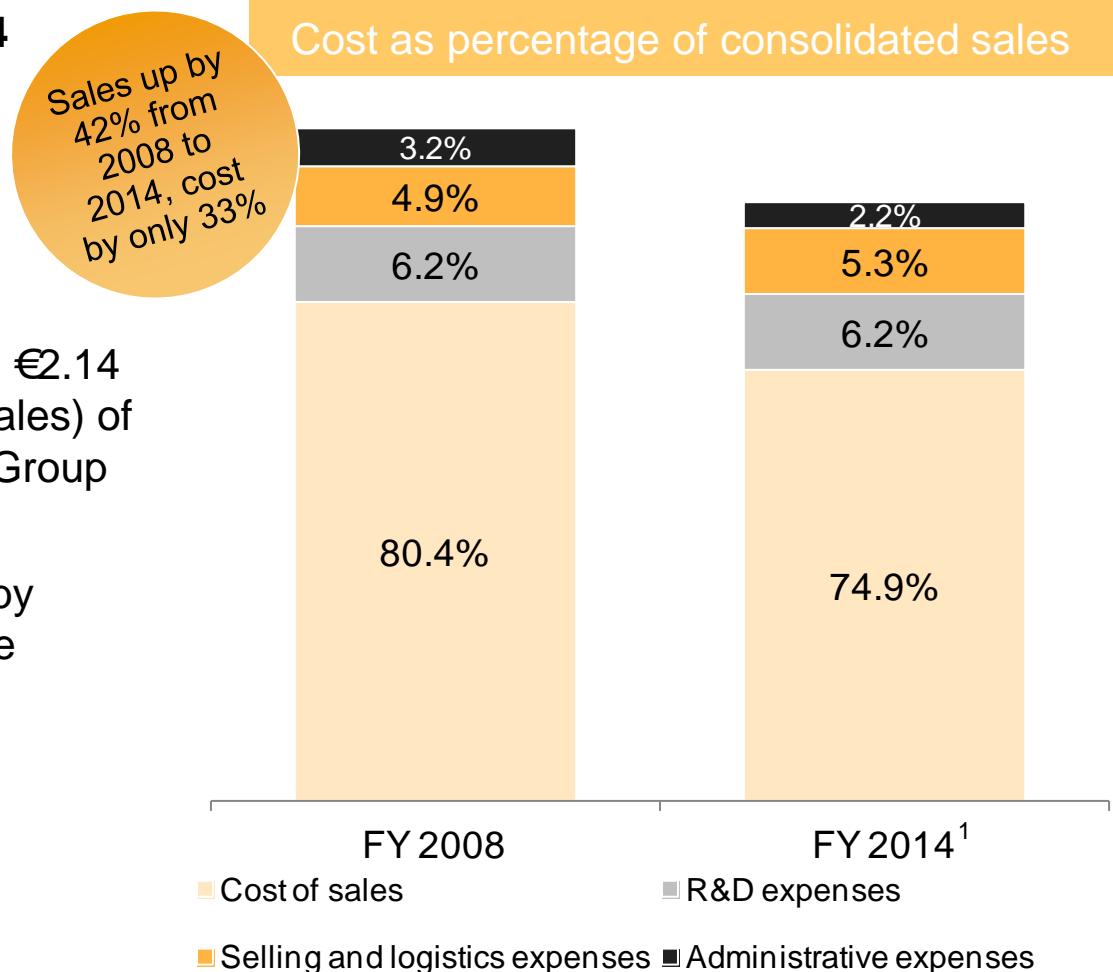


1) Corporation Highlights

Strong Focus on Costs

Cost comparison 2008 to 2014

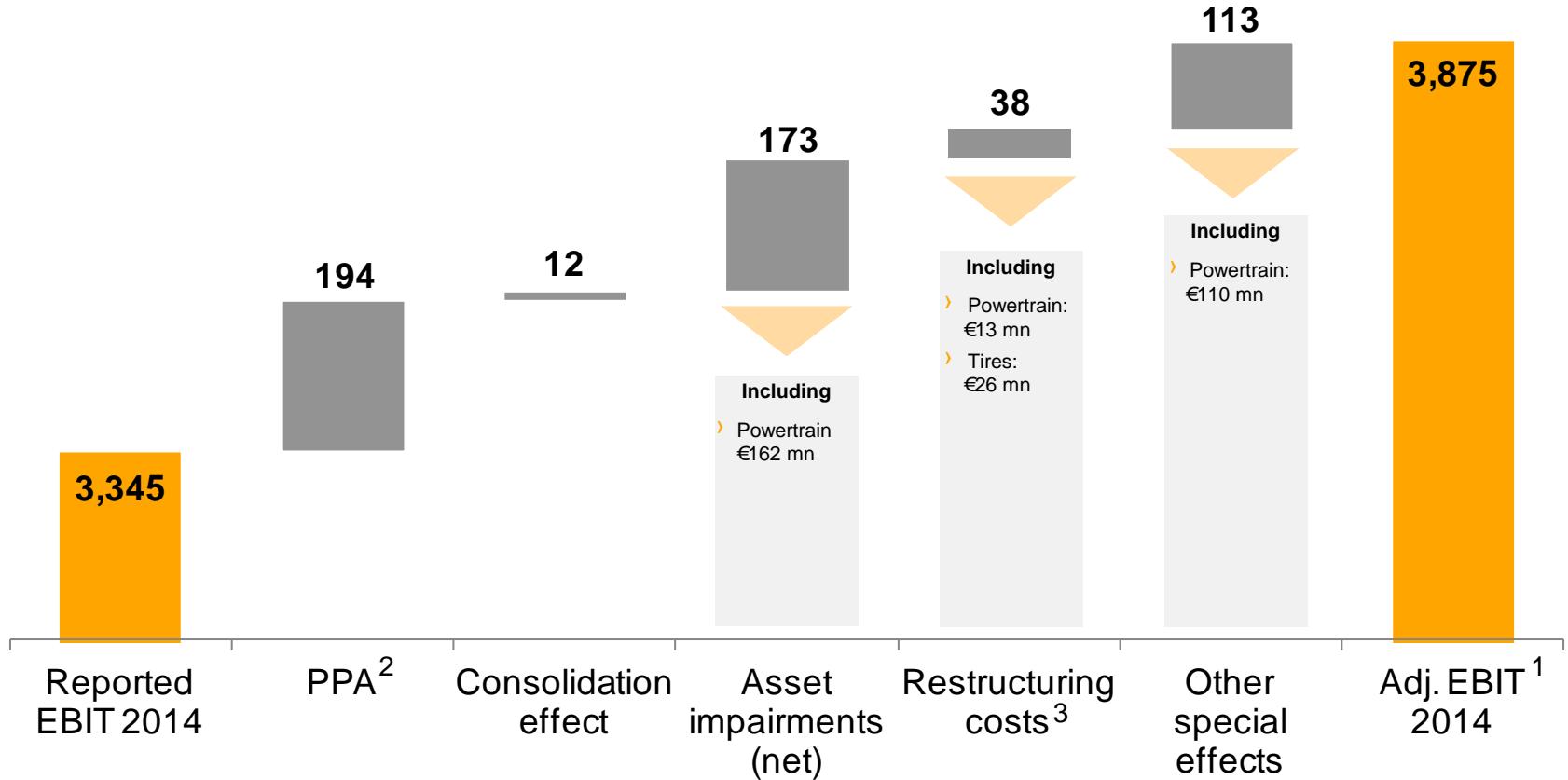
- Cost of sales declined by 550 bps
- R&D expenses as % of sales maintained on high level and increased in absolute terms to €2.14 bn; about €1.84 bn (8.8% of sales) of R&D spent in the Automotive Group (2014)
- Selling and logistics costs up by 40 bps due to expansion of tire distribution channels
-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



1) Corporation Highlights

Adjusted EBIT¹ Bridge

(mn €)



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

² Amortization of intangibles from PPA

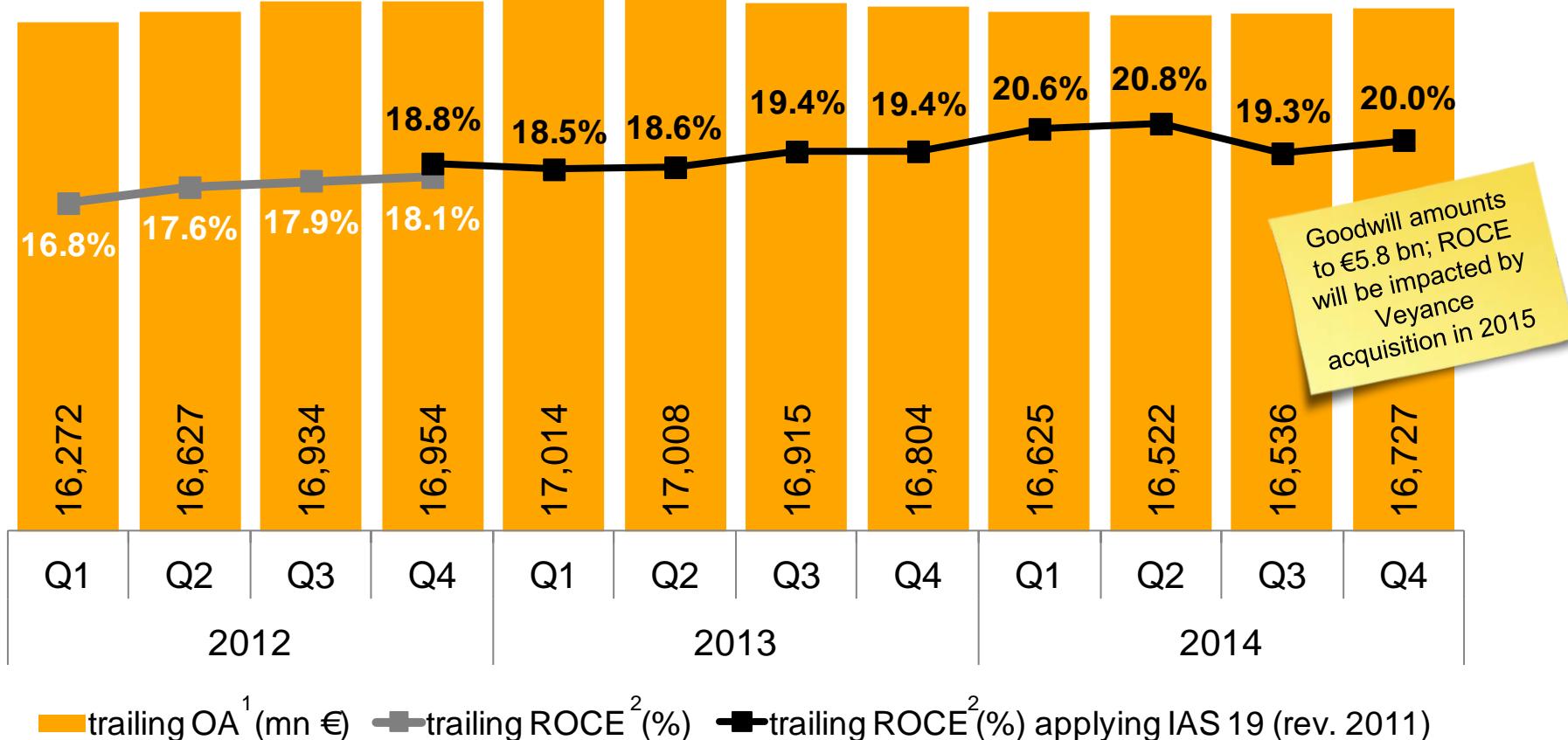
³ Including asset impairments amounting to €6.2 mn

Preliminary

1) Corporation Highlights

Sustainable Value Creation

Preliminary



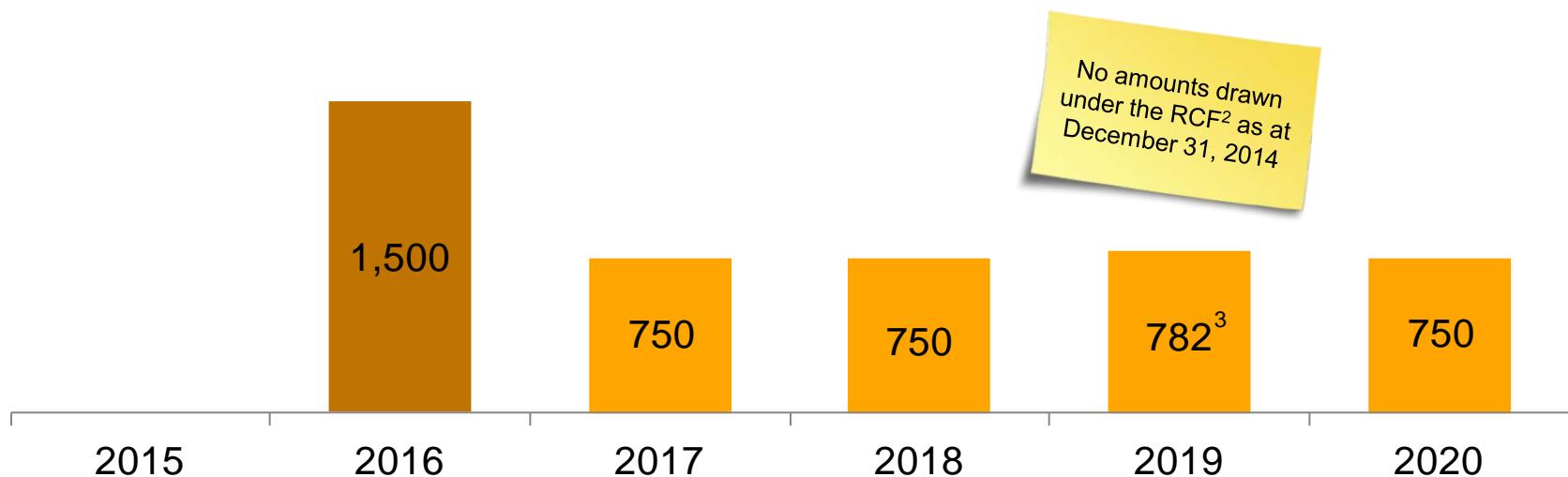
1) Corporation Highlights

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

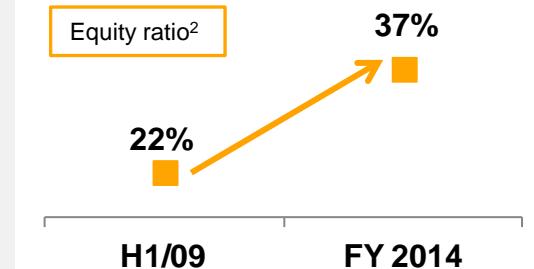
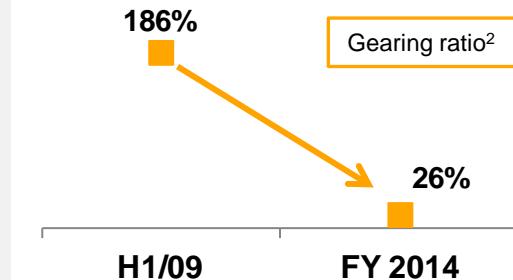
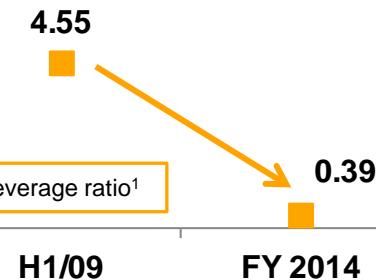
³ Nominal amount US-\$950 mn (exchange rate as at December 31, 2014: 1.2154)

Preliminary

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

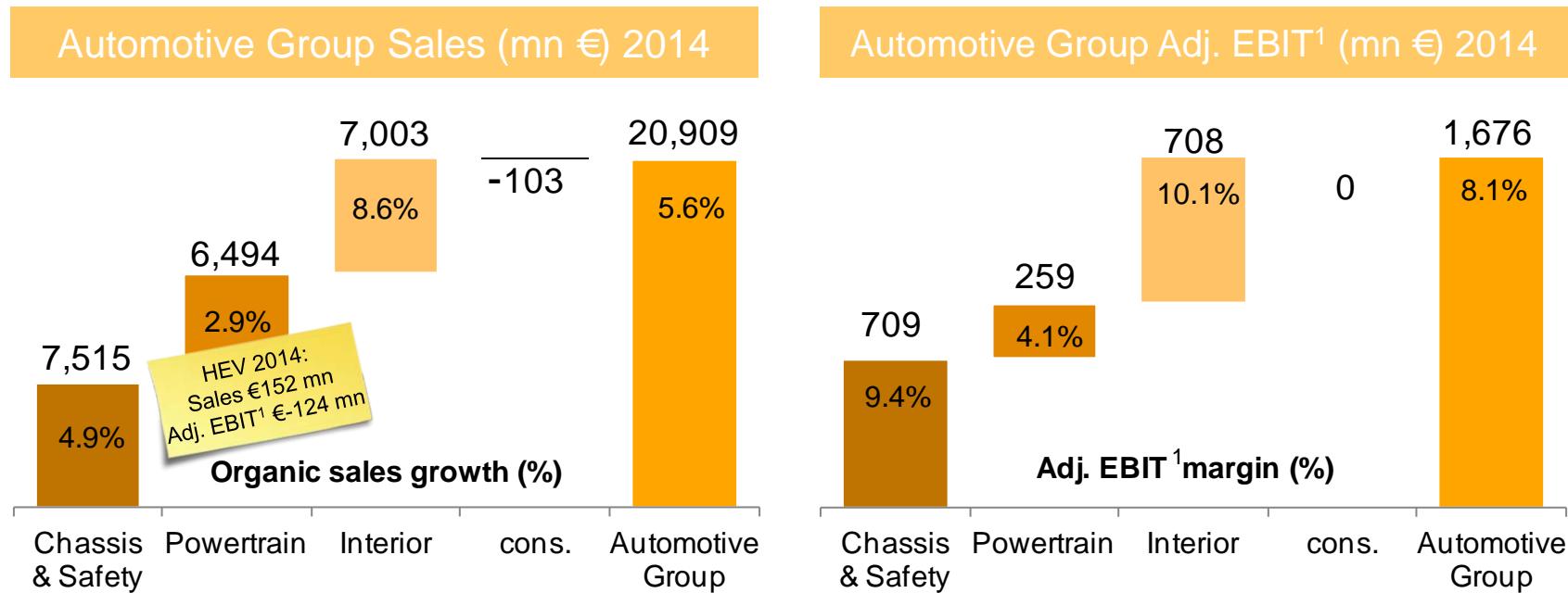
¹ Leverage covenant ratio as defined in syndicated loan agreement; IAS 19 (rev. 2011) applied for 2014

² IAS 19 (rev. 2011) applied for 2014

2) Automotive Group

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

Preliminary



Reported change in sales

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

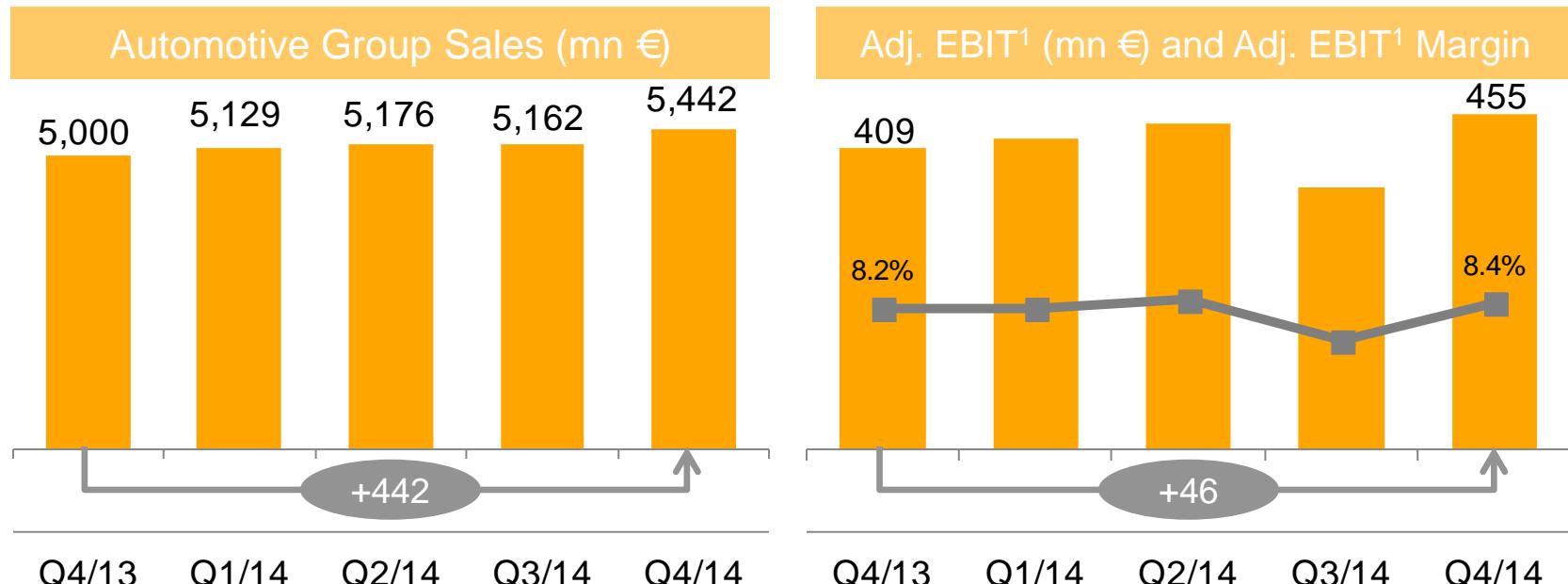
- › Reported EBITDA: €2,408 mn (11.5% of sales)
- › Reported EBIT: €1,189 mn (5.7% of sales)
- › R&D: €1,836 mn (8.8% of sales)
- › Capex: €1,126 mn (5.4% of sales)

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

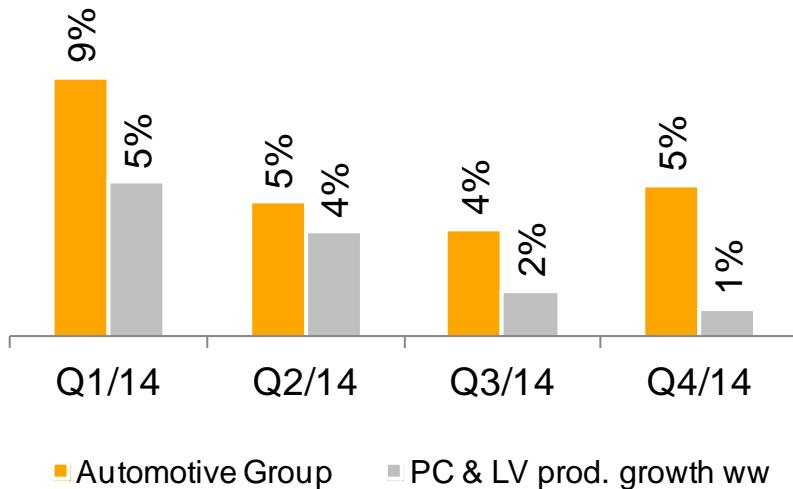
² Operating leverage is defined as delta adj. EBIT¹ divided by delta sales

2) Automotive Group

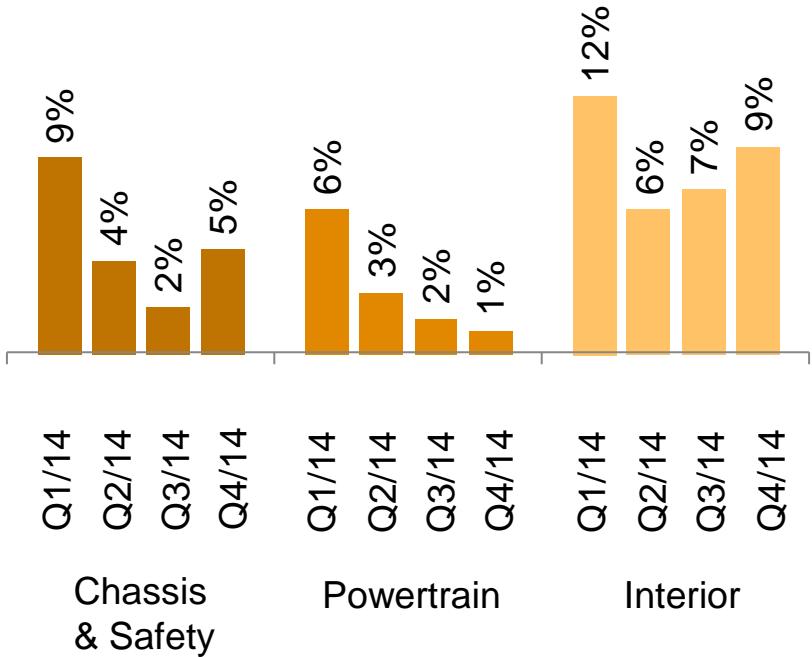
Sales Growth Profile 2014 Automotive Group

Preliminary

Organic Sales Growth vs. PC & LV
Production Growth



Organic Sales Growth
by Division

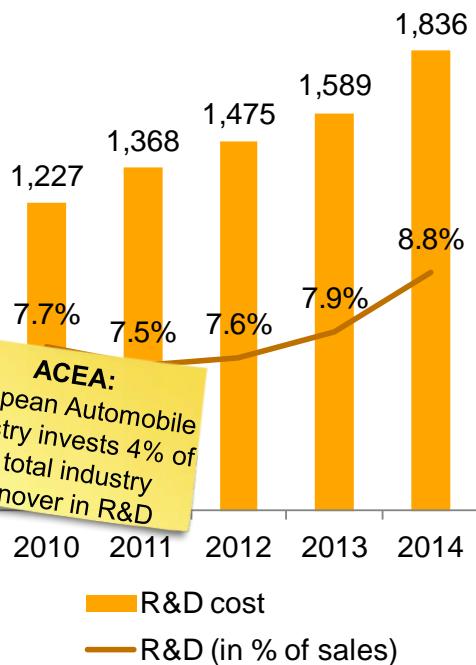


2) Automotive Group

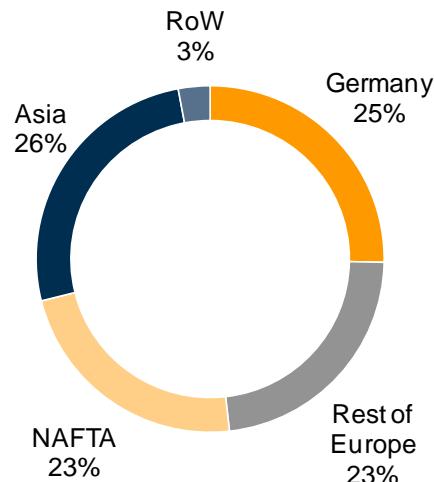
High Earnings Quality in Automotive

Preliminary

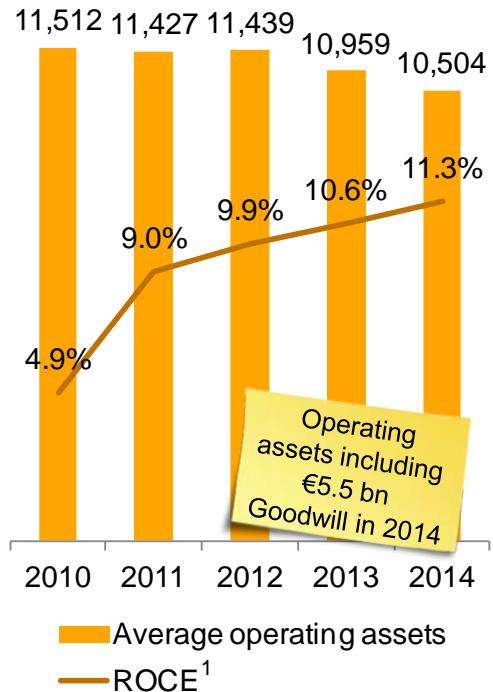
High level of R&D¹ (mn €)



Regionally balanced business (2014)



Value Creation Accelerating (mn €)



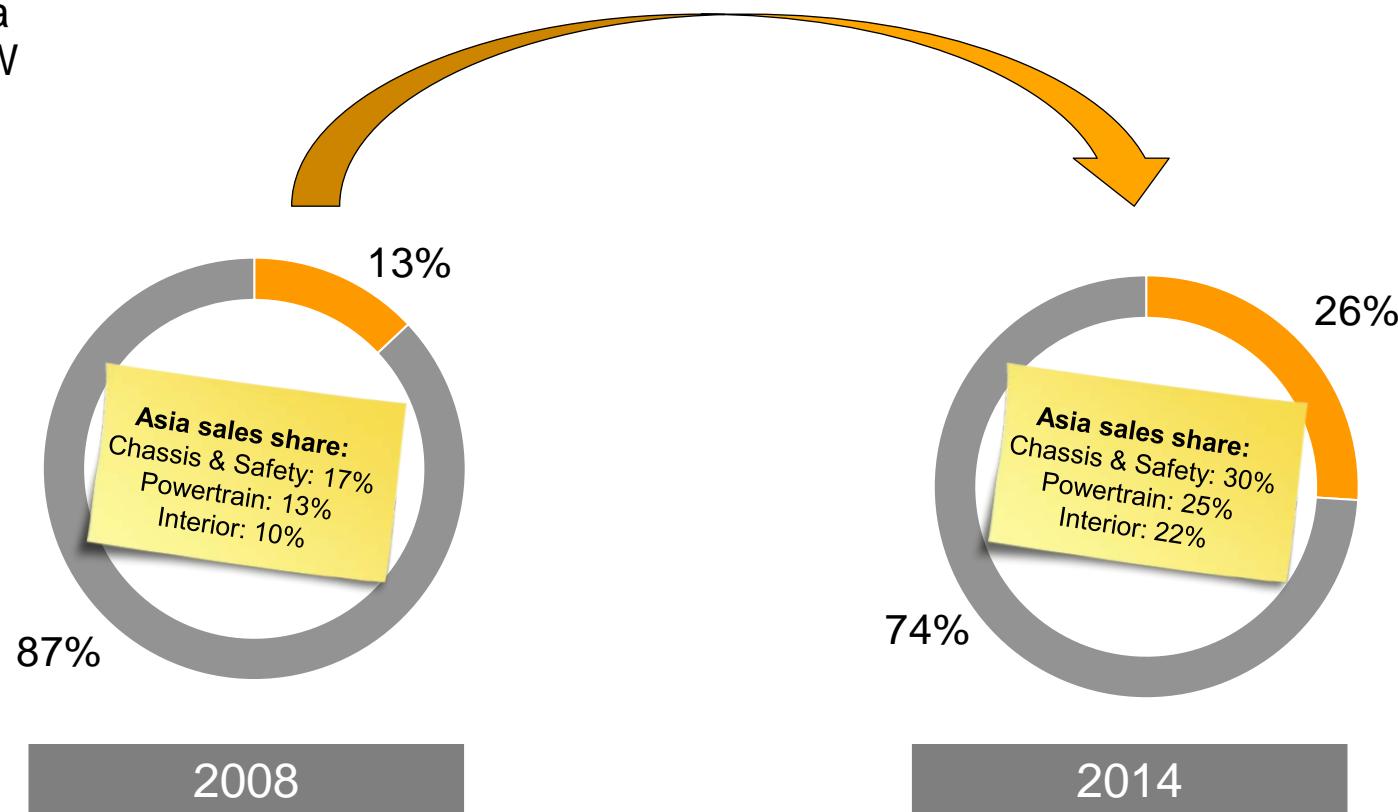
¹ IAS 19 (rev.2011) applied since 2012

2) Automotive Group

Asia Sales Share Doubled Since 2008

% of total Automotive sales

■ Asia
■ Row



2) Automotive Group

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

Chassis & Safety

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

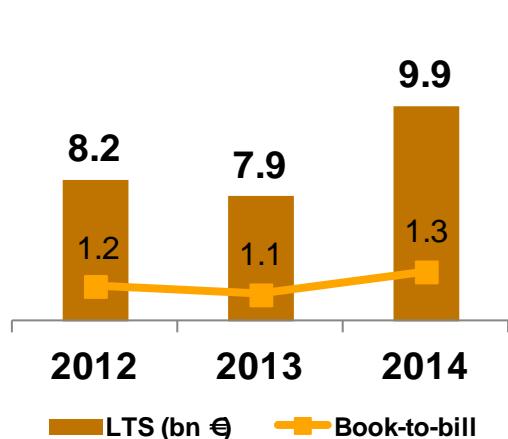
Powertrain

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

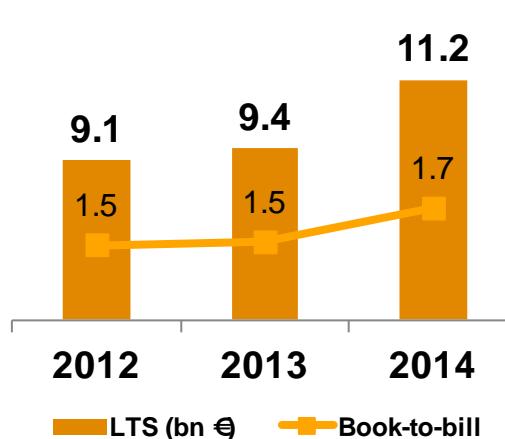
Interior

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

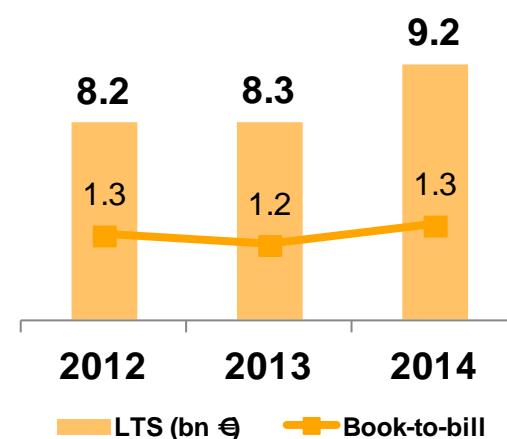
Order intake Chassis & Safety



Order intake Powertrain



Order intake Interior

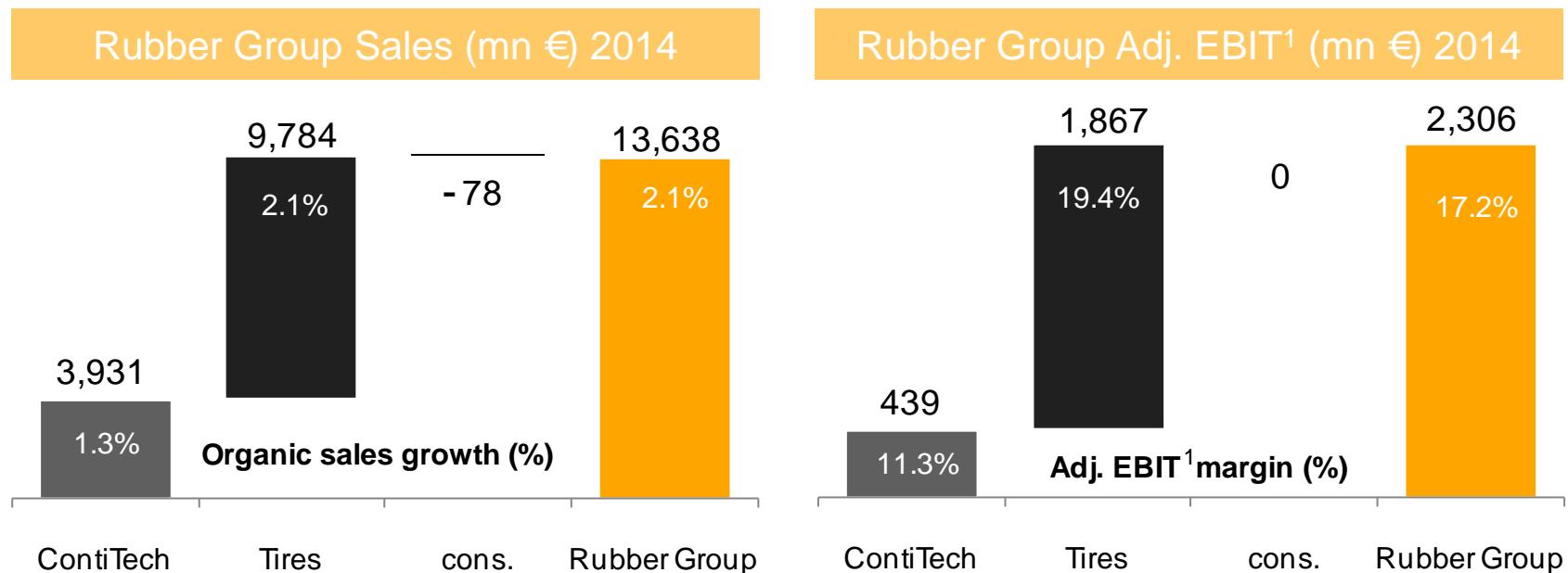


¹ Life-time sales

3) Rubber Group

Profitability Remains at Elevated Level

Preliminary



Reported change in sales

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

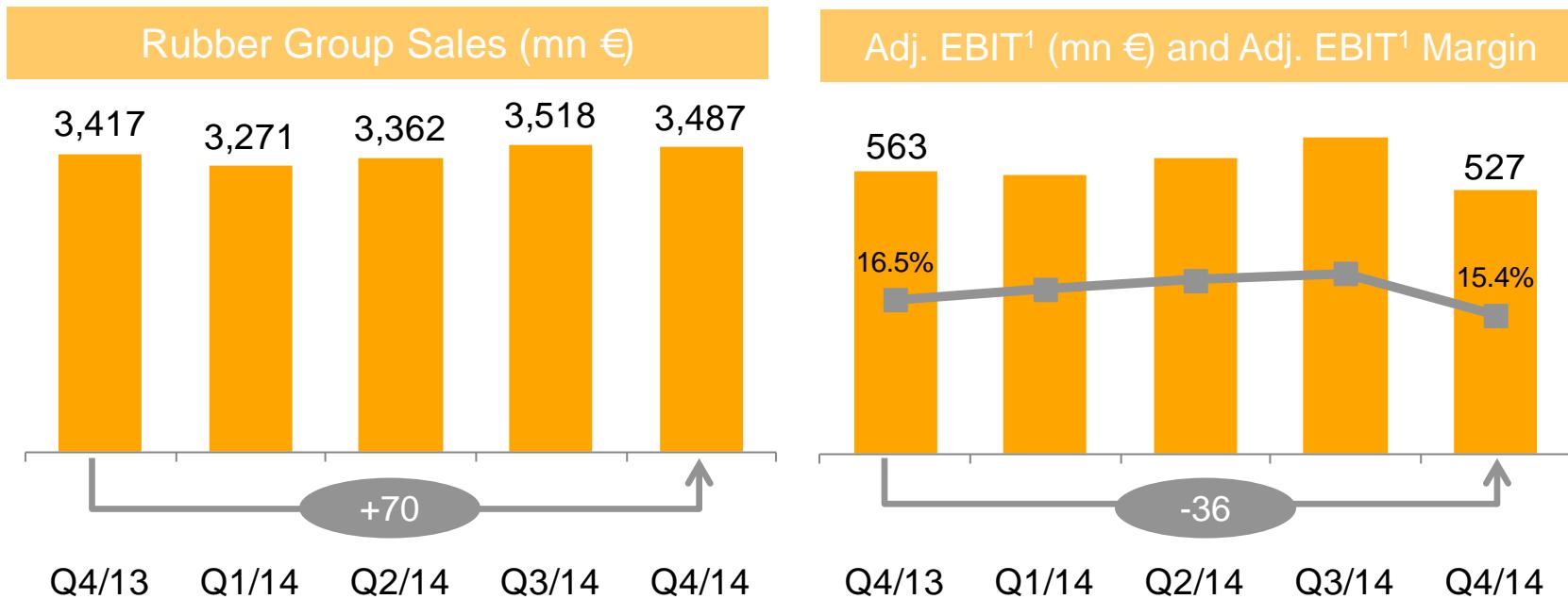
- › Reported EBITDA: €2,833 mn (20.8% of sales)
- › Reported EBIT: €2,263 mn (16.6% of sales)
- › R&D: €302 mn (2.2% of sales)
- › Capex: €915 mn (6.7% of sales)

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

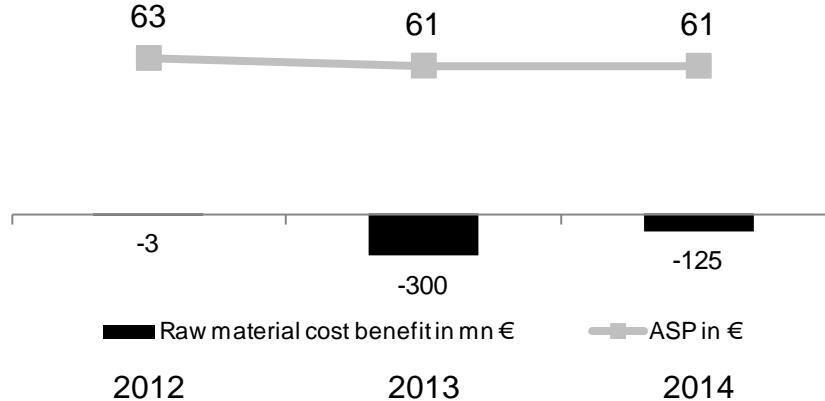
¹ Before amortization of intangibles from PPA, consolidation and special effects

3) Rubber Group

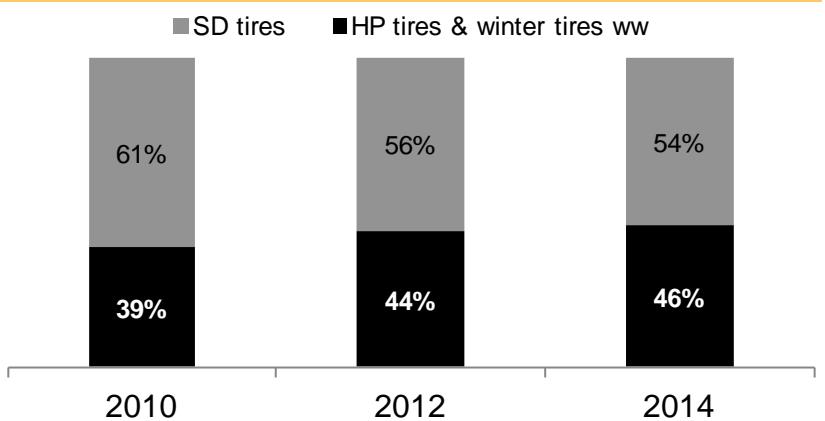
PLT – Continuously Improving Mix

- › 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

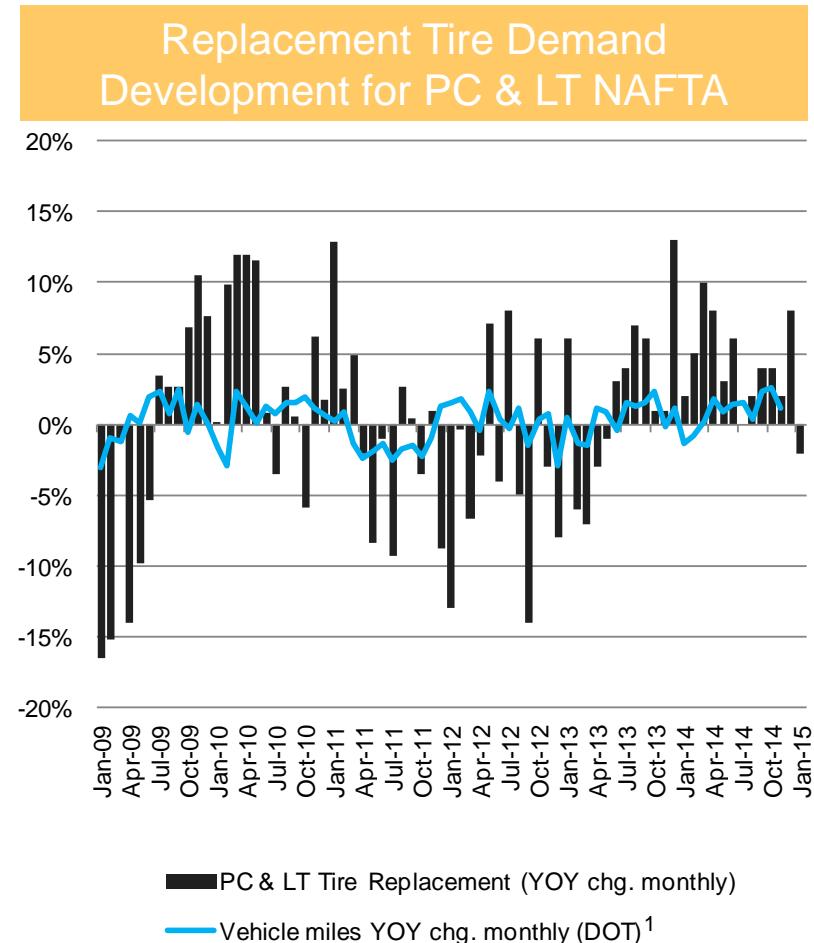
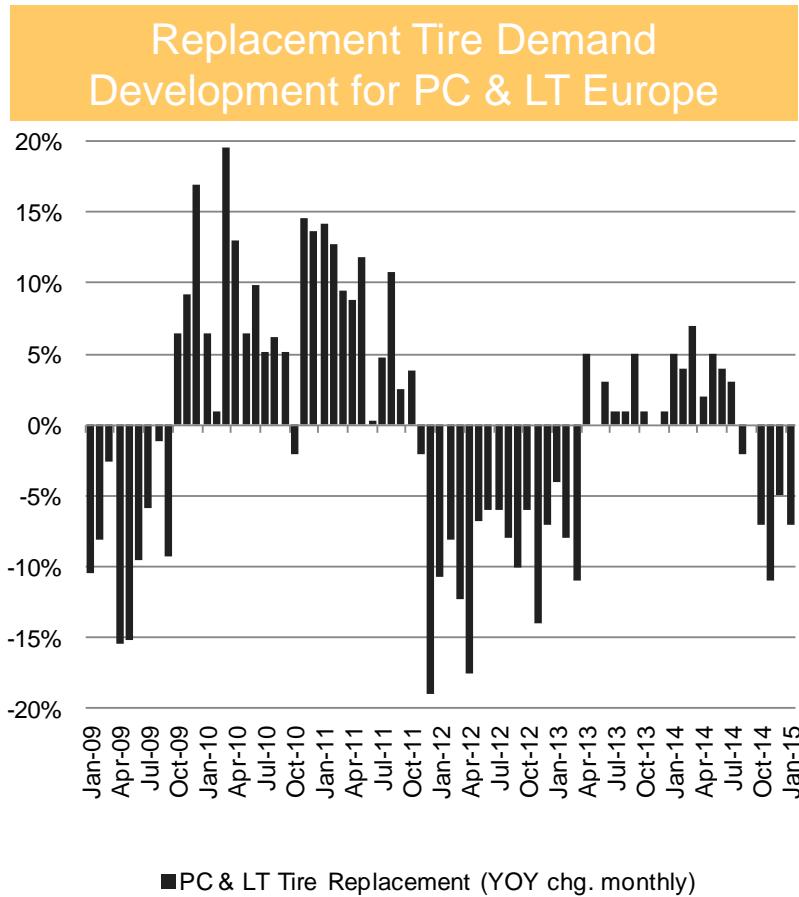
² High Performance is all ≥17" excluding winter tires

³ Standard tire

3) Rubber Group

Stabilization in European Demand Hurt by Green Winter

Preliminary



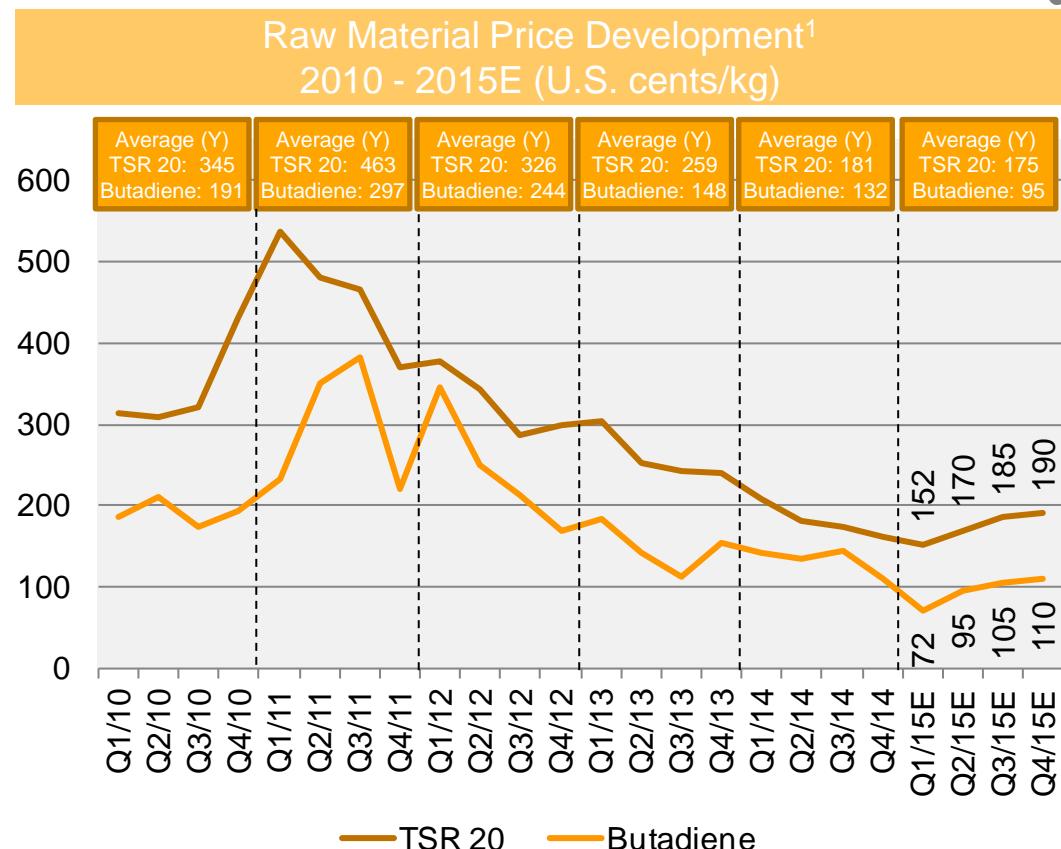
¹ U.S. Department of Transportation

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%

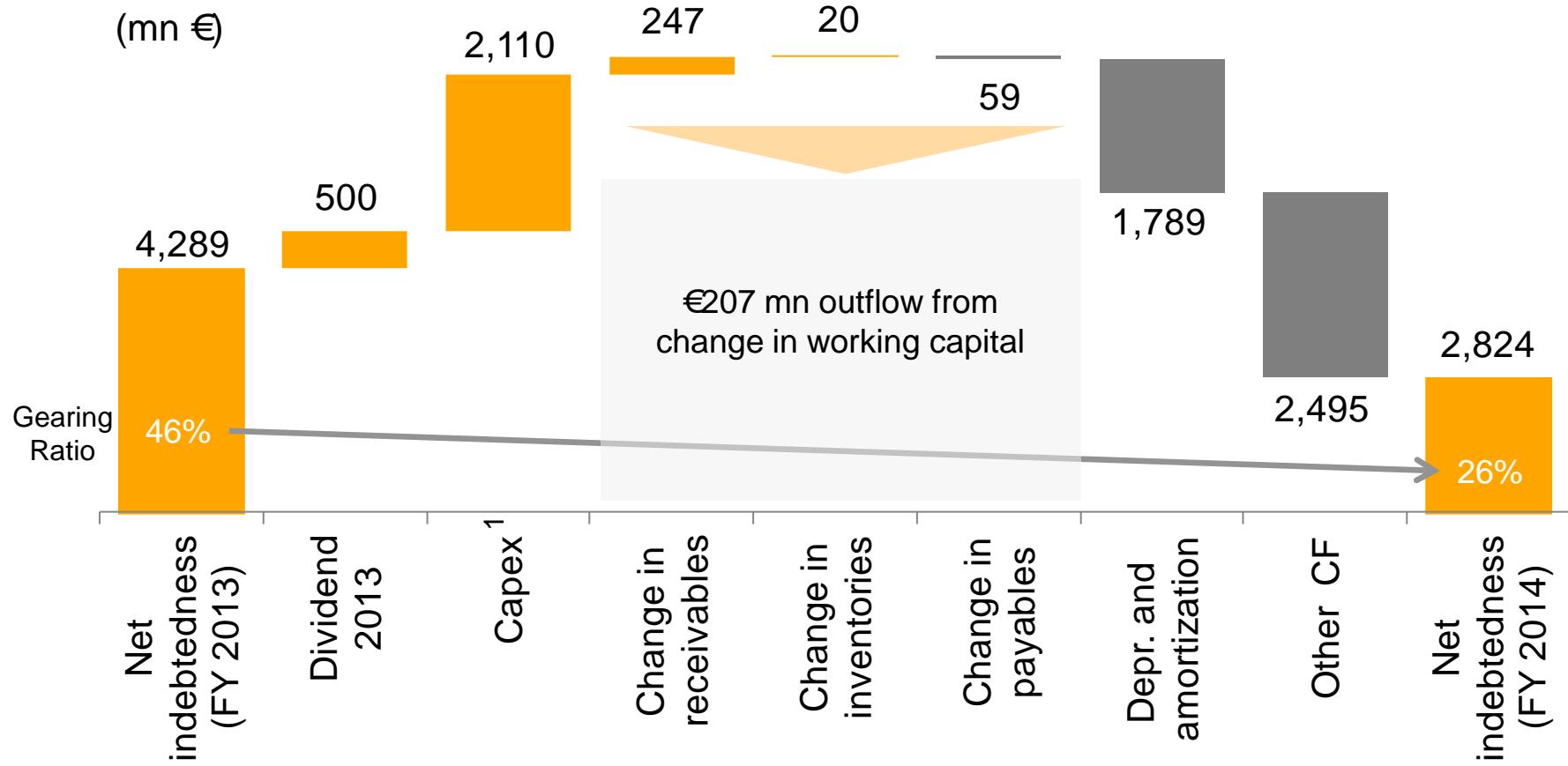
Veyance 2014:
Sales amounted to
€1,466 mn
EBITDA to
€207 mn

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

4) Indebtedness and Cash Flow

Net Indebtedness Bridge

Preliminary

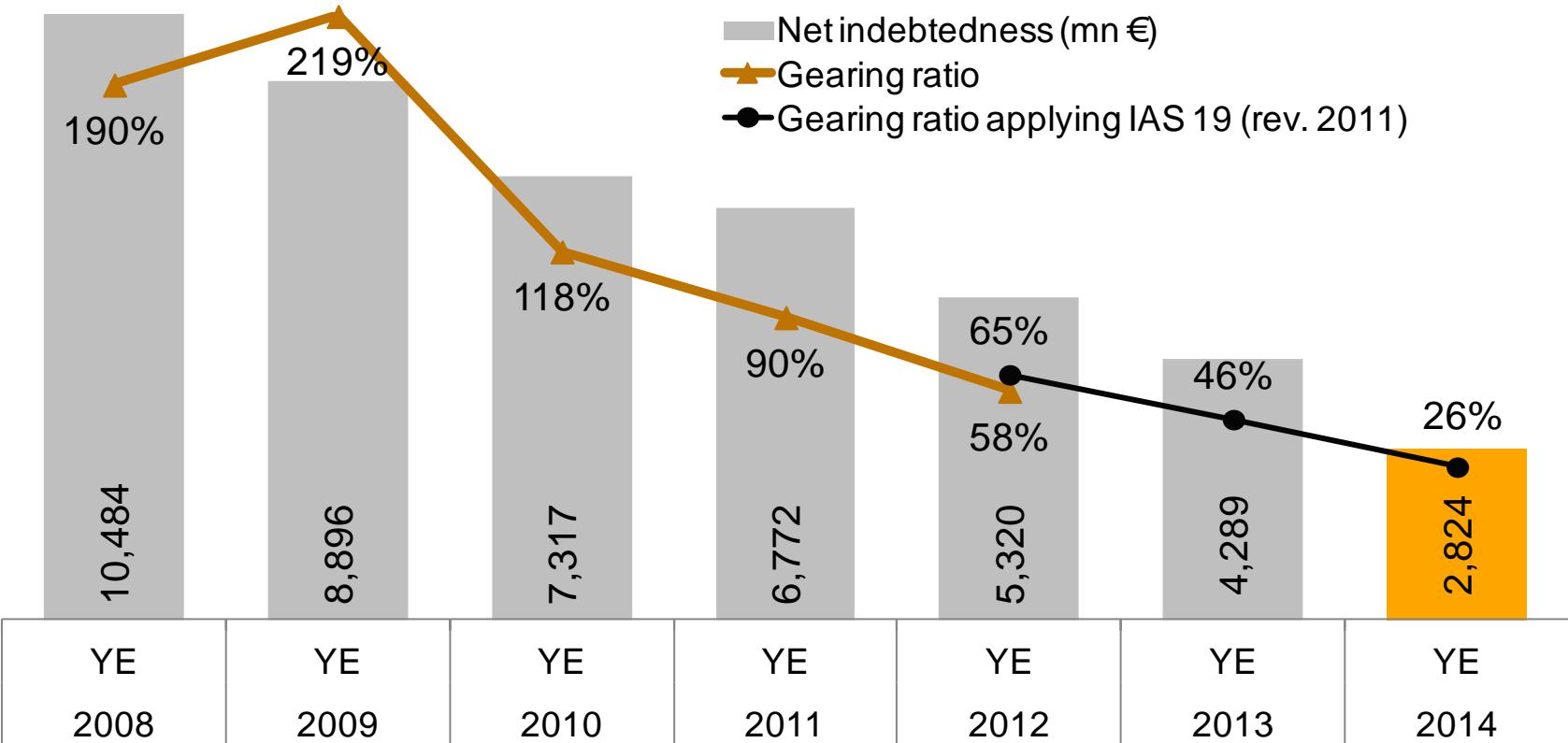


¹ According to cash flow statement incl. intangible assets

4) Indebtedness and Cash Flow

Net Indebtedness and Gearing Ratio

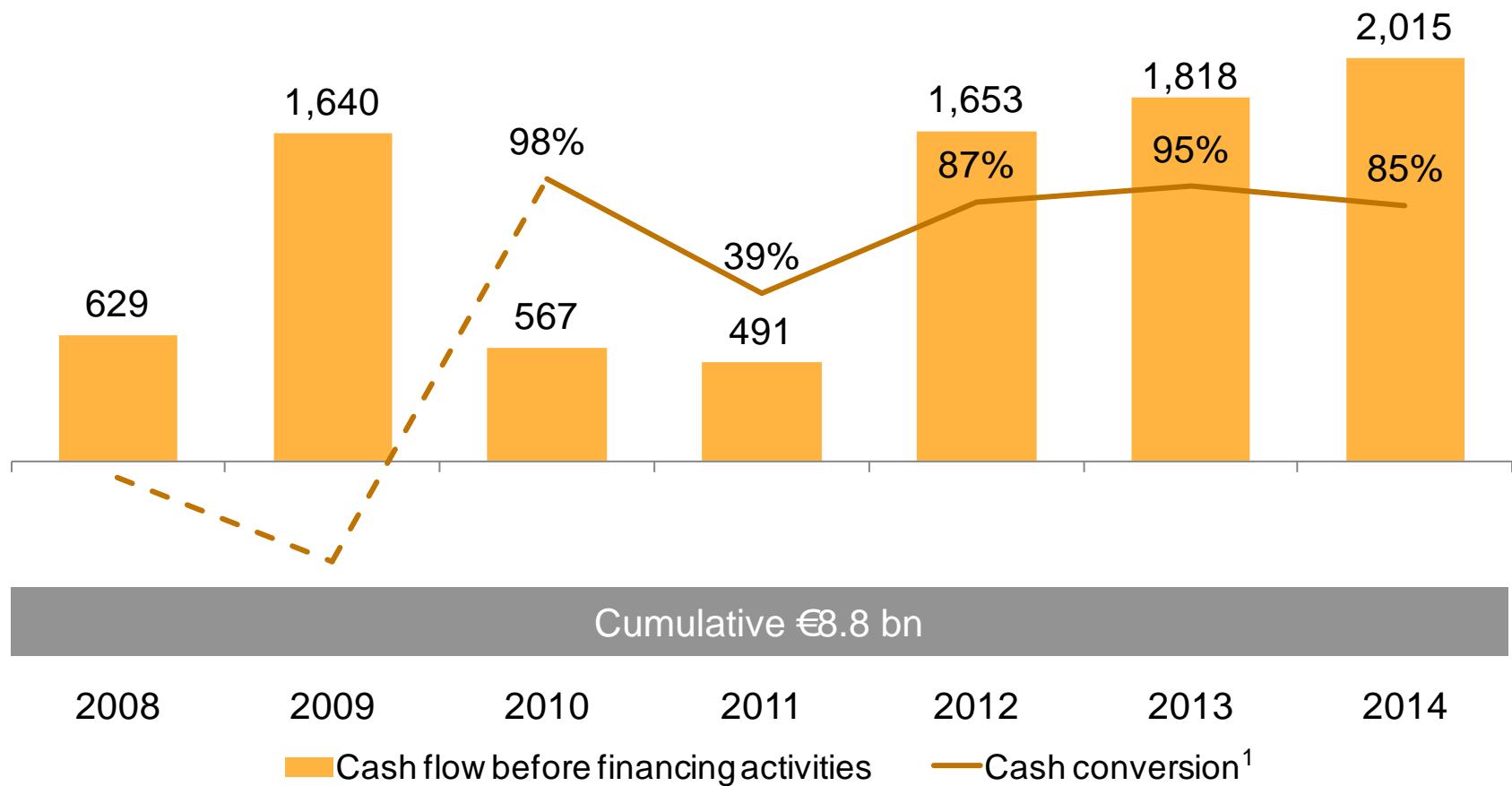
Preliminary



4) Indebtedness and Cash Flow

Cash Conversion¹

Preliminary



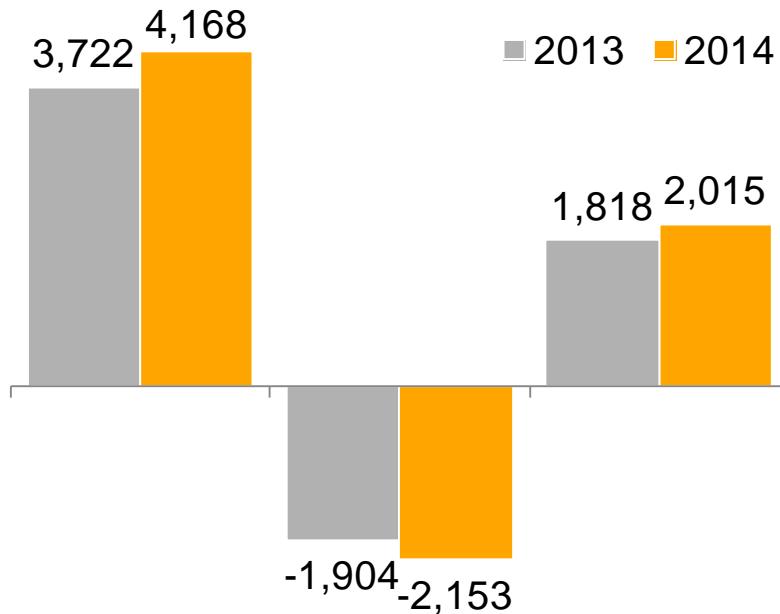
¹ Cash flow before financing activities divided by net income attributable to the shareholders of the parent; IAS 19 (rev.2011) applied since 2012

4) Indebtedness and Cash Flow

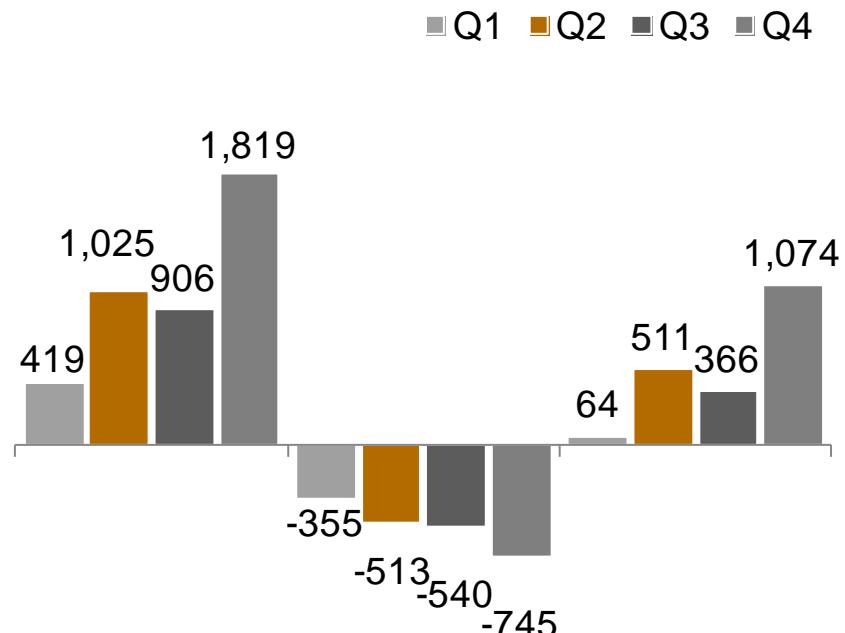
Cash Flow Overview

Preliminary

Cash Flow 2013 – 2014 (mn €)



Cash Flow 2014 by Quarter (mn €)

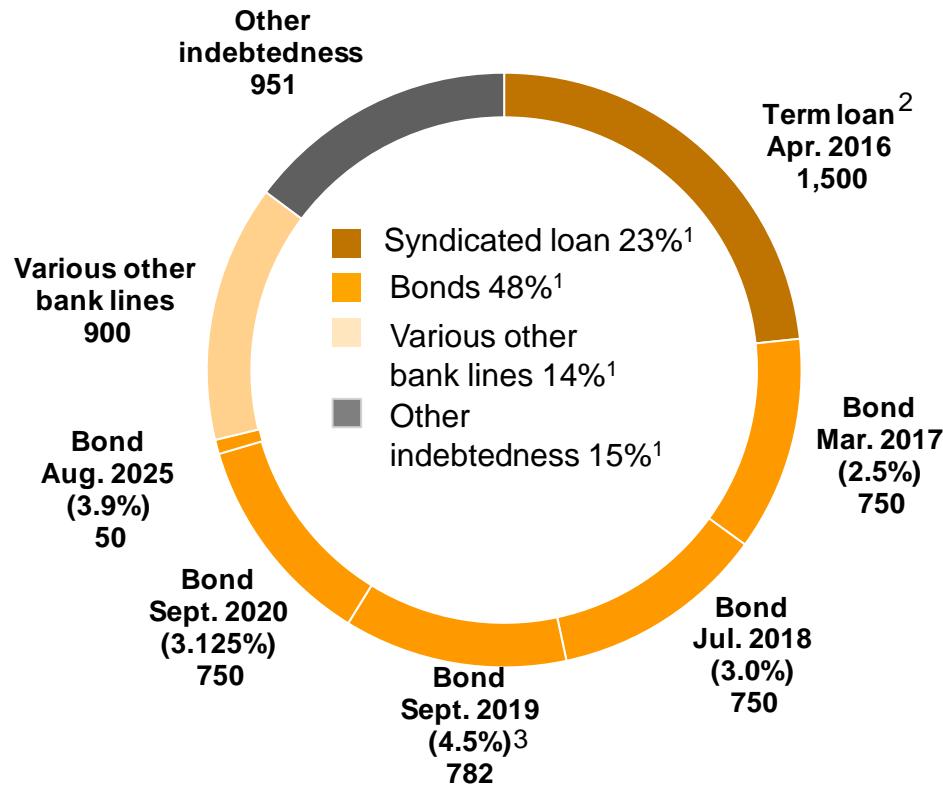


4) Indebtedness and Cash Flow

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

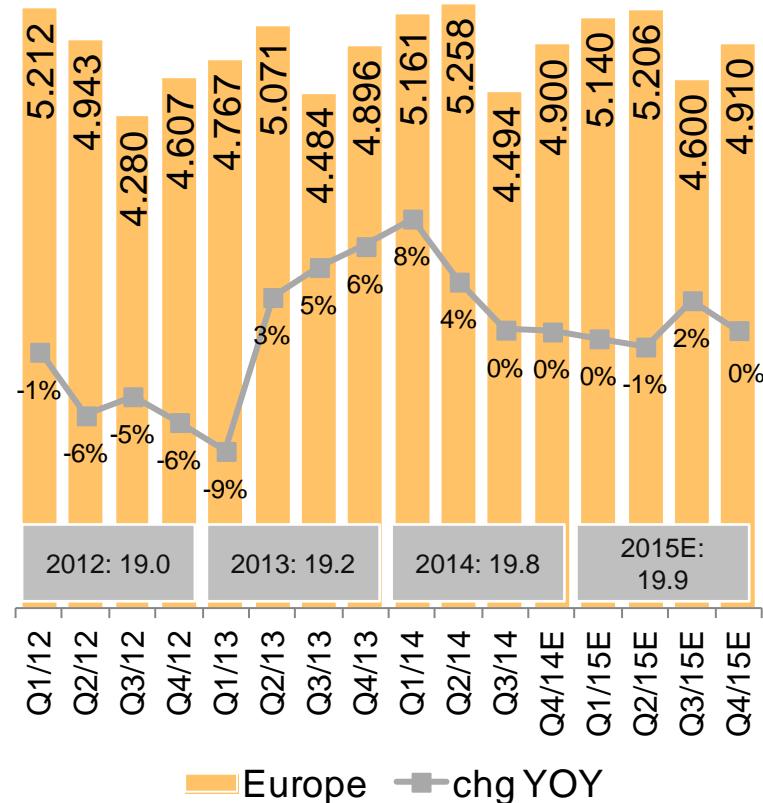
² Term loan and revolving credit facility repayment in April 2016 / April 2019; revolving credit facility unutilized at YE 2014

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

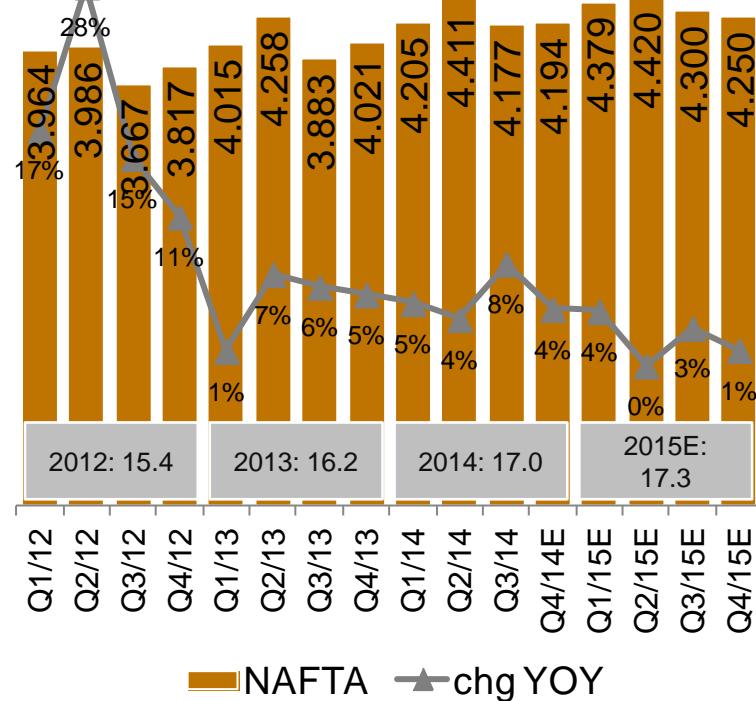
5) Outlook

PC & LT Production by Quarter

Europe (mn units)



NAFTA (mn units)

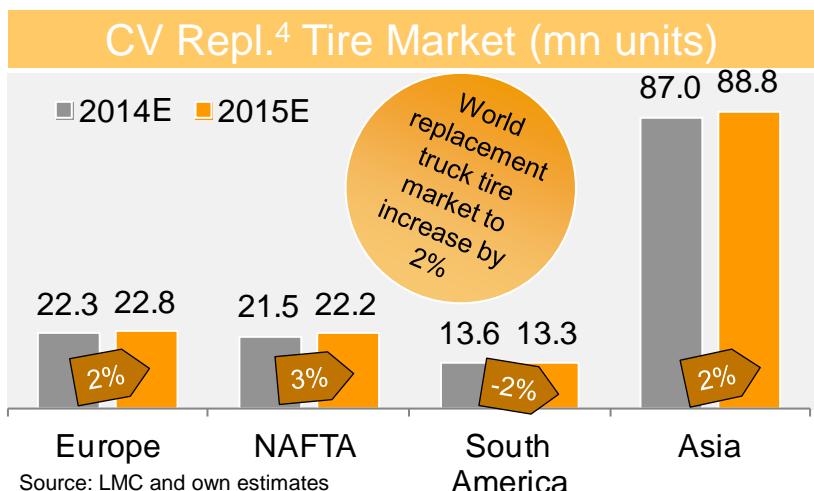
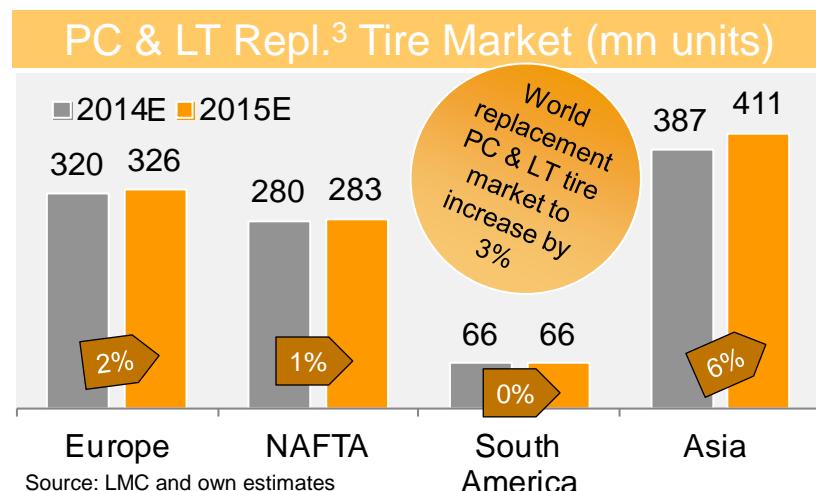
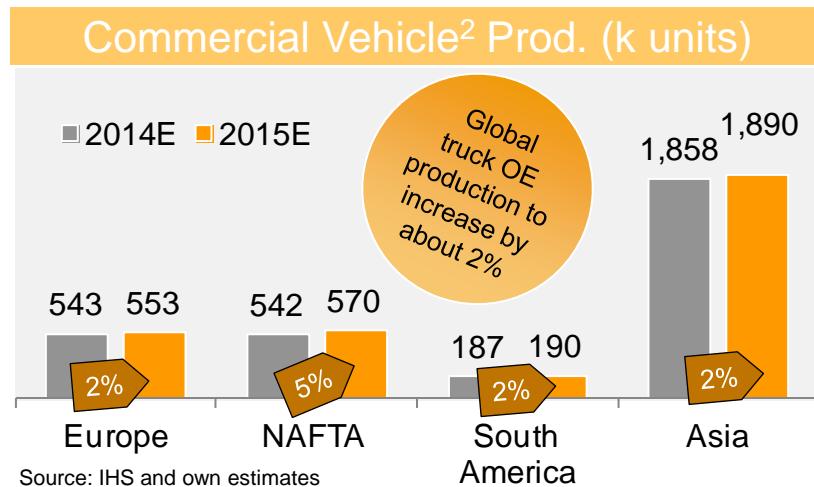
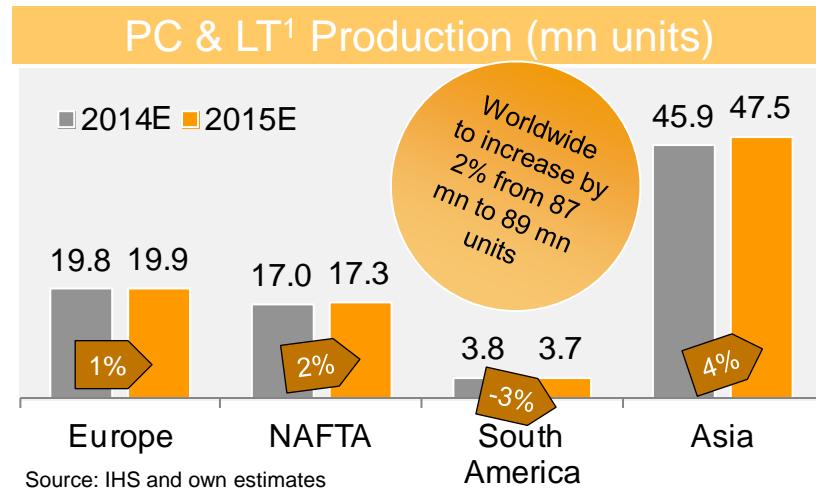


Source: IHS and own estimates, Europe excluding Kazakhstan and Uzbekistan

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 |

¹ Before amortization of intangibles from PPA, consolidation (2014 in comparison to 2013) and special effects

Thank you!



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- › 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.
- › Unless otherwise stated, all amounts are shown in millions of euro. Please note that differences may arise as a result of the use of rounded amounts and percentages.

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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 |

Continental

Share Data / ADR Data

Share Data

| | |
|---|--------------------|
| Type of share | No-par value share |
| Bloomberg Ticker | CON |
| Reuters Ticker | CONG |
| German Security Identification Number (WKN) | 543 900 |
| ISIN Number | DE0005439004 |
| Shares outstanding as at December 31, 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

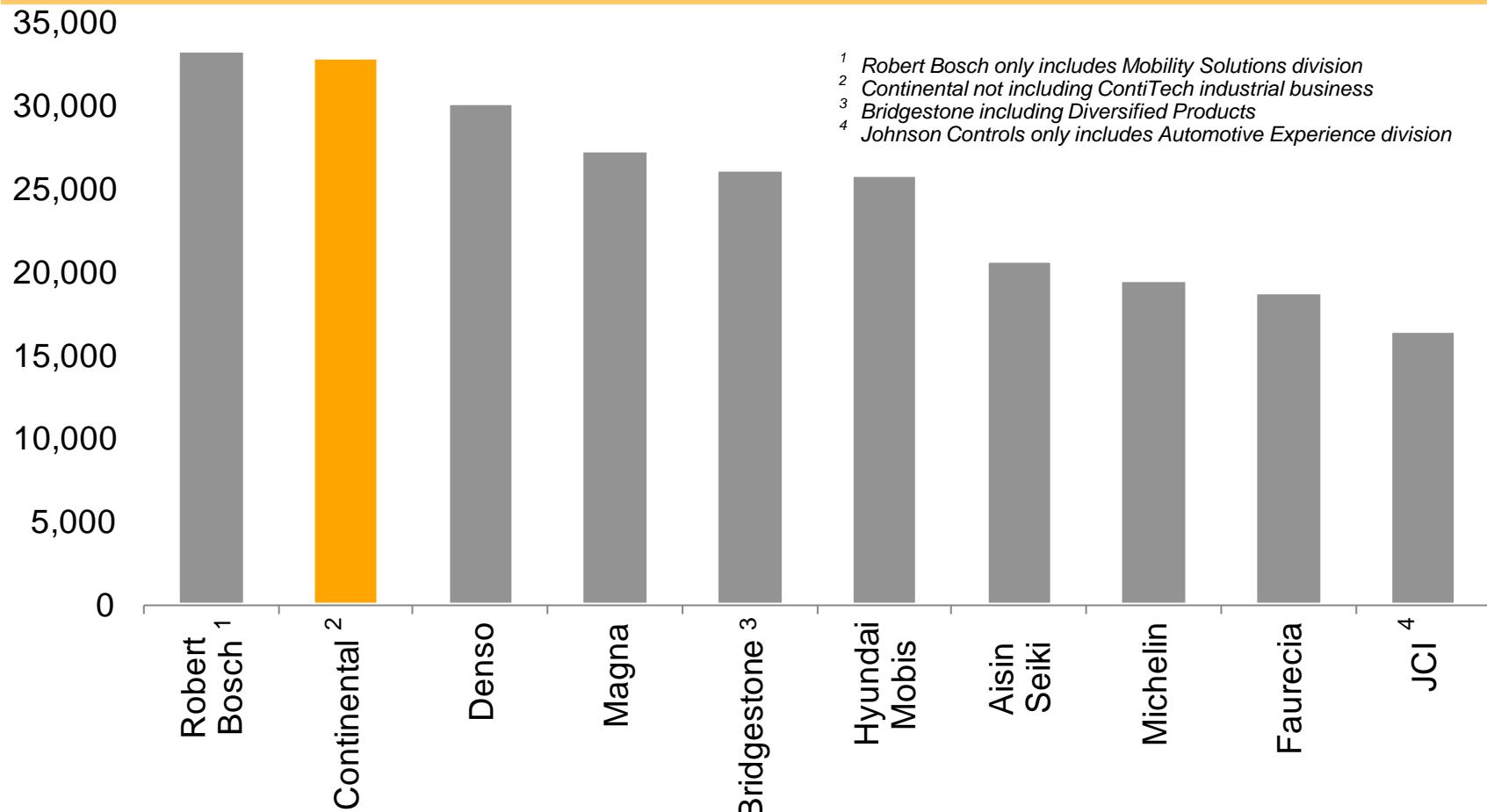
Back-up

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

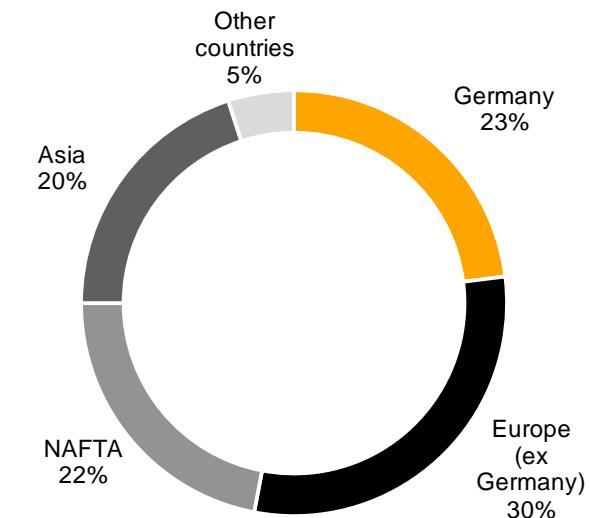
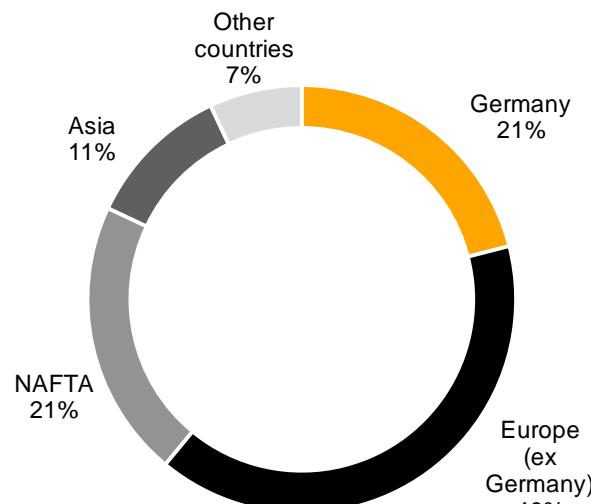
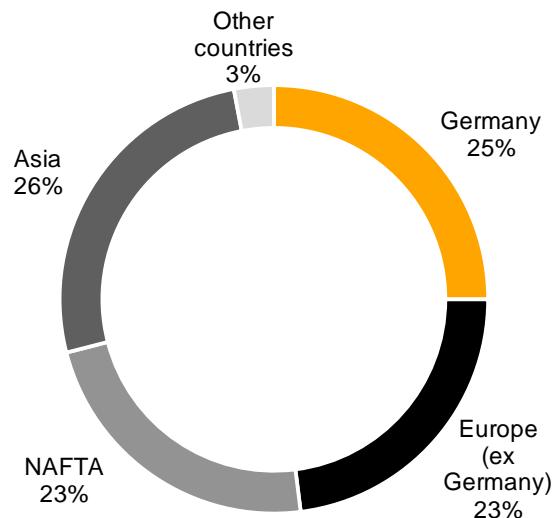
Sales by Markets

Preliminary

Automotive Group 2014
€20,909 mn

Rubber Group 2014
€13,638 mn

Corporation 2014
€34,506 mn



6) Back-up

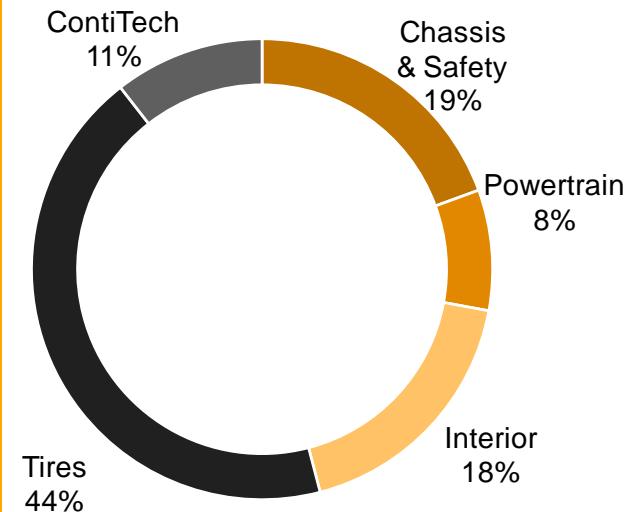
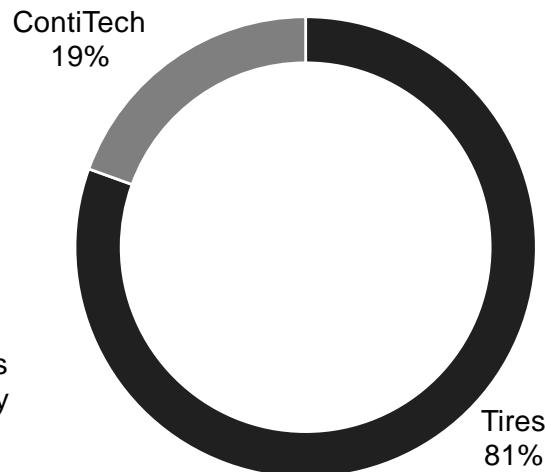
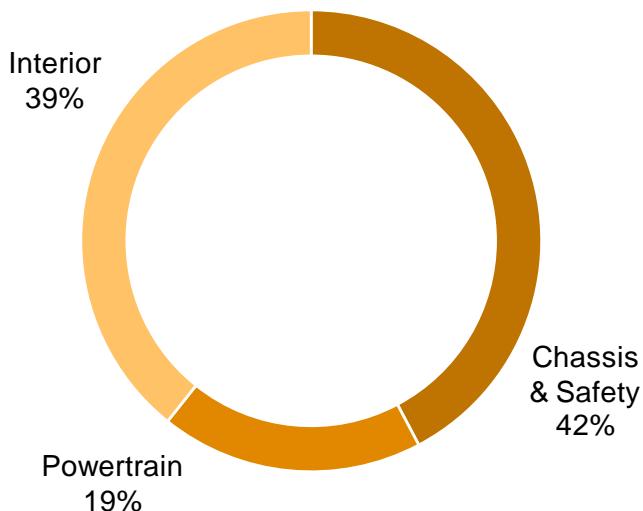
EBITDA by Division

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

| (mn €) ¹ | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|--|--------------|---------------|---------------|---------------|---------------|---------------|
| <u>Cash flow statement</u> | | | | | | |
| 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 |
| <u>Balance sheet</u> | | | | | | |
| 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 |
| <u>Credit ratios</u> | | | | | | |
| 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

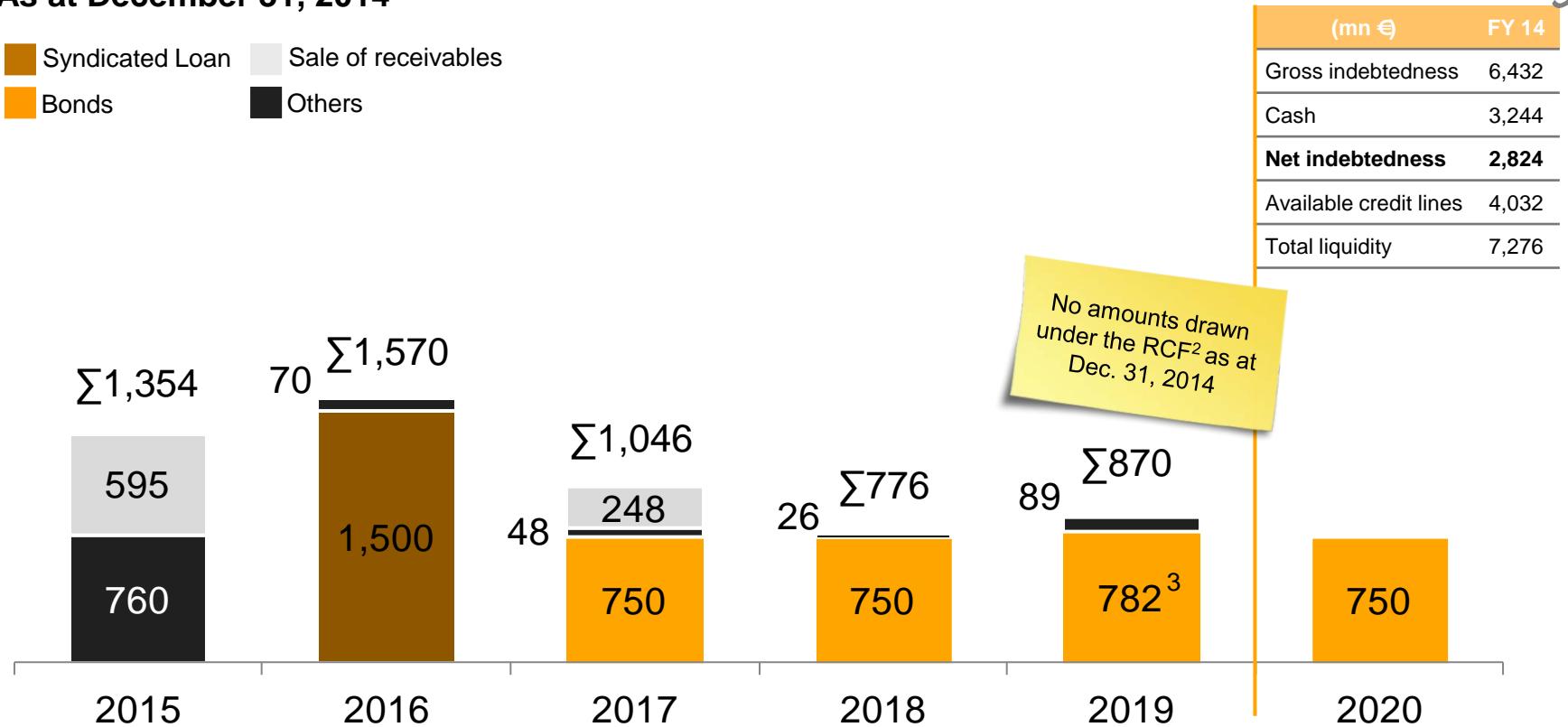
⁶ Since 2012

6) Back-up

Maturities¹ for Gross Indebtedness (mn €)

As at December 31, 2014


 Syndicated Loan Sale of receivables
 Bonds Others



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)

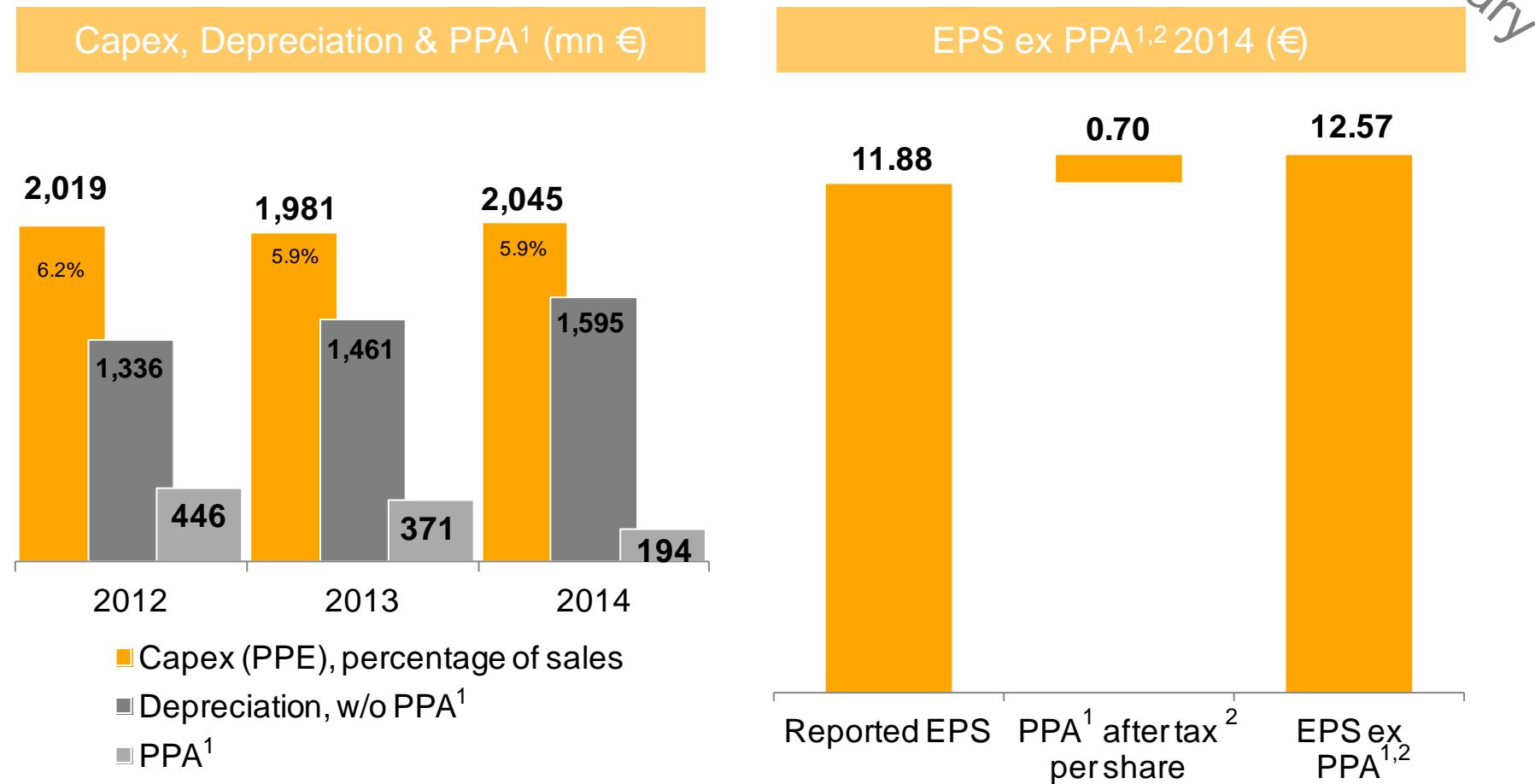
² Any utilization under the Revolving Credit Facility (RCF) has to be shown as short term debt according to IFRS although the RCF matures in 2019 and has a total volume of €3,000 mn

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

Preliminary

6) Back-up

Capex and Depreciation and EPS Breakdown



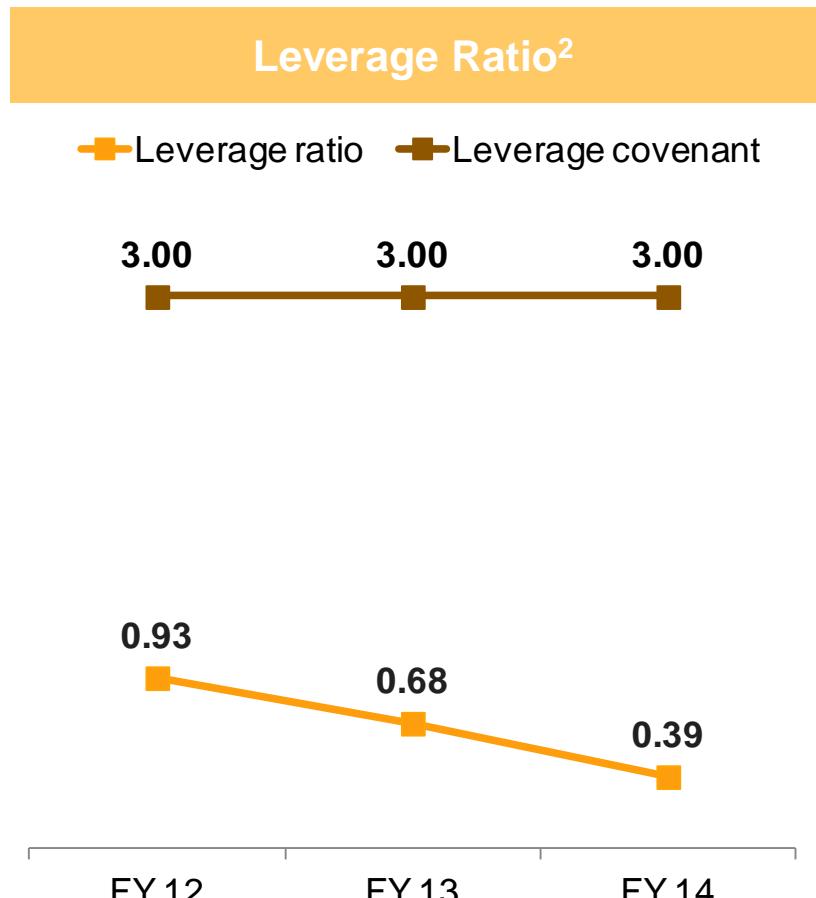
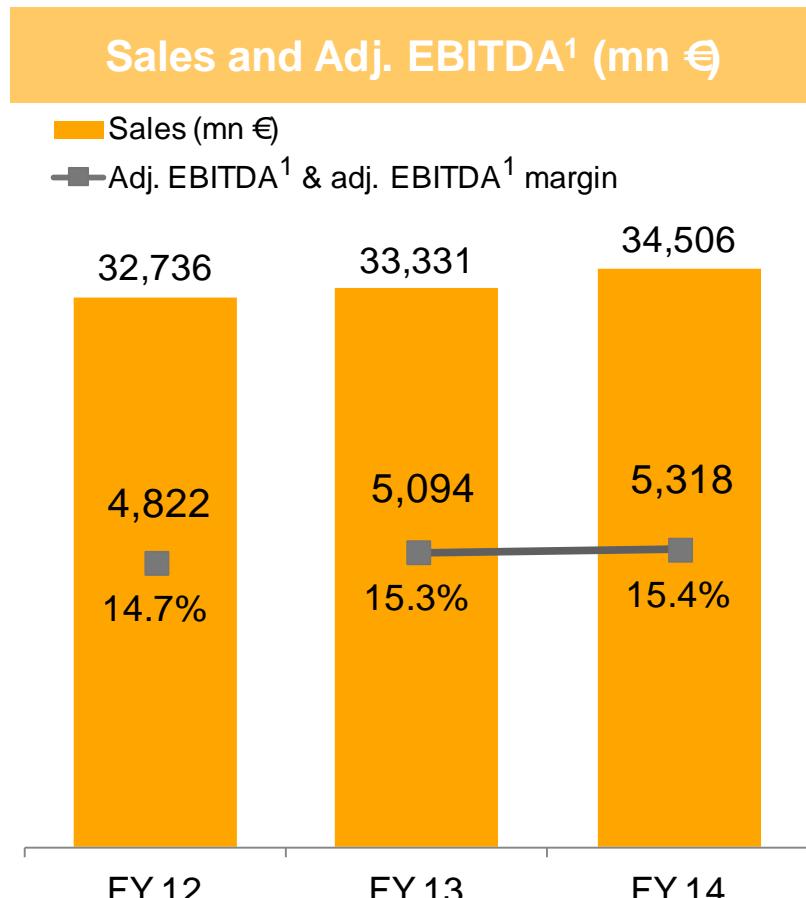
¹ Amortization of intangibles from PPA

² Assuming corporate tax rate of 28%

6) Back-up

Adjusted EBITDA¹ and Leverage Ratio

Preliminary



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

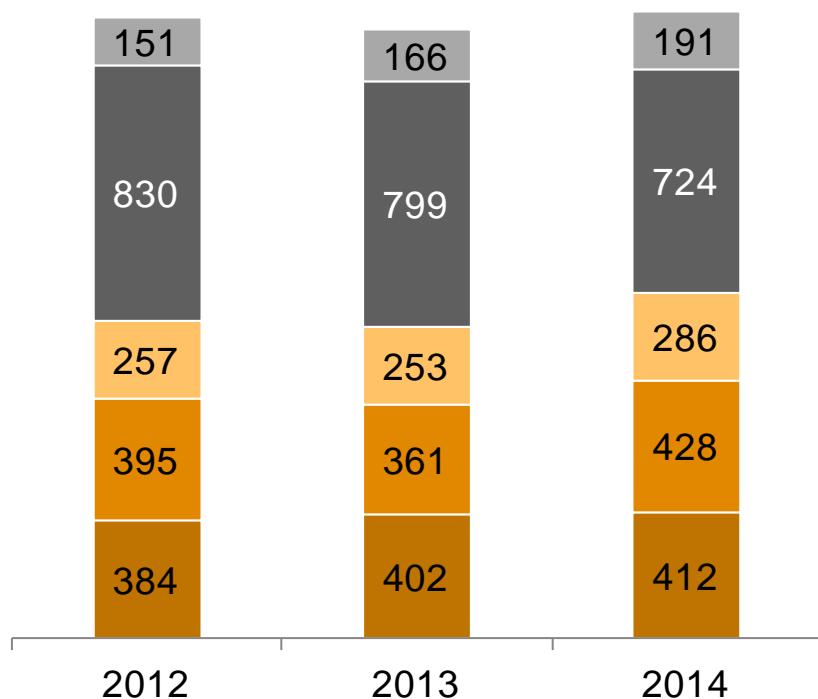
6) Back-up

Capex 2012 - 2014

Preliminary

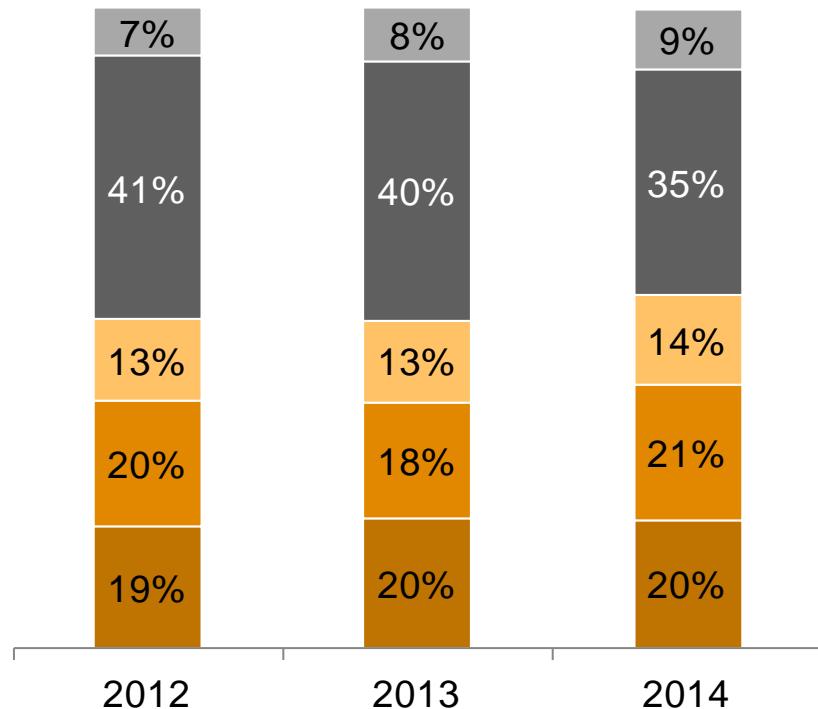
Capex by division 2012 - 2014 (mn €)

■ C&S ■ PT ■ I ■ Tires ■ CT



Capex distribution by division 2012 - 2014

■ C&S ■ PT ■ I ■ Tires ■ CT

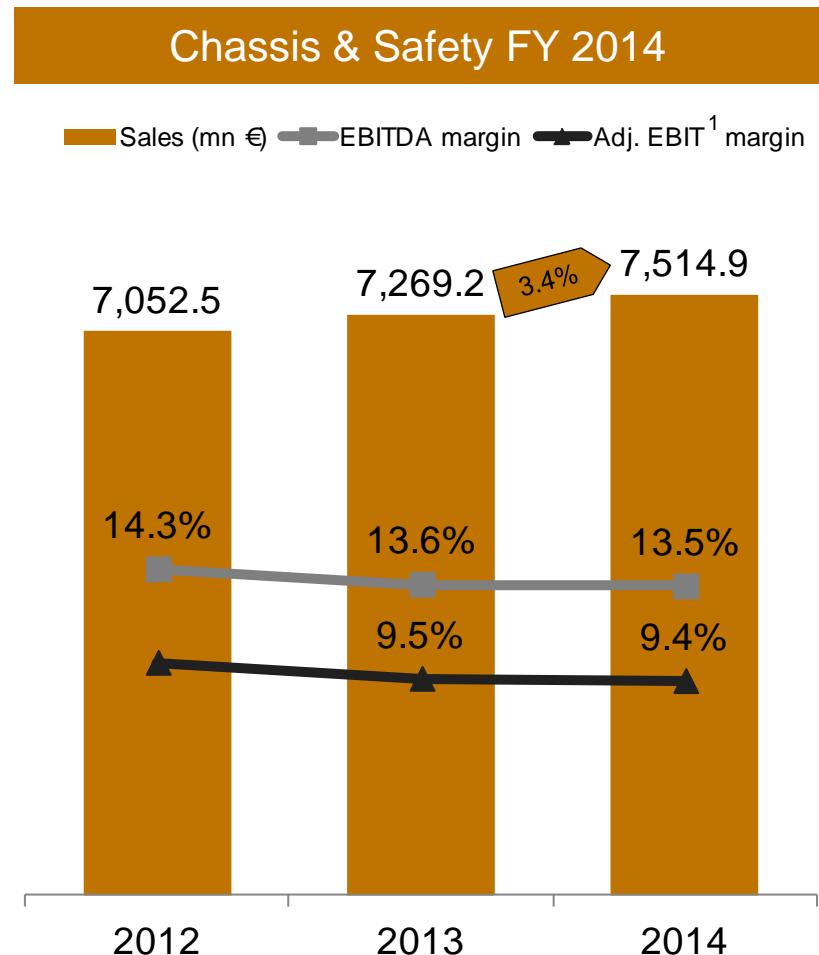


6) Back-up

Preliminary

Automotive Group Financials – Chassis & Safety

- › 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

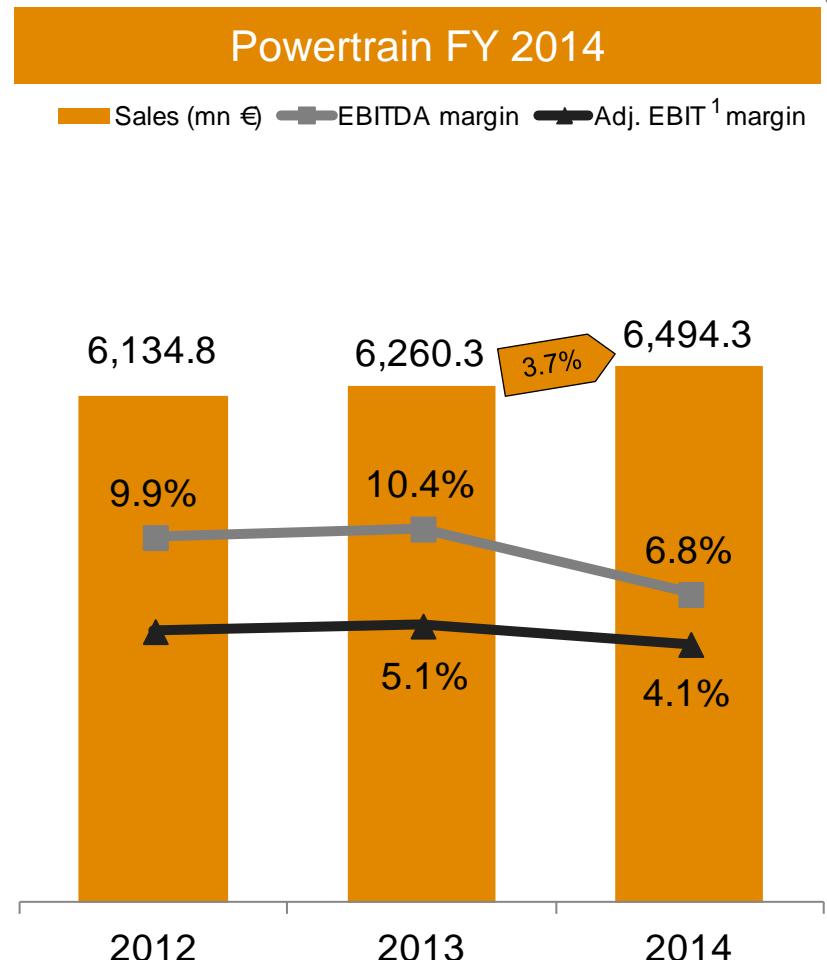


6) Back-up

Preliminary

Automotive Group Financials – Powertrain

- › 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

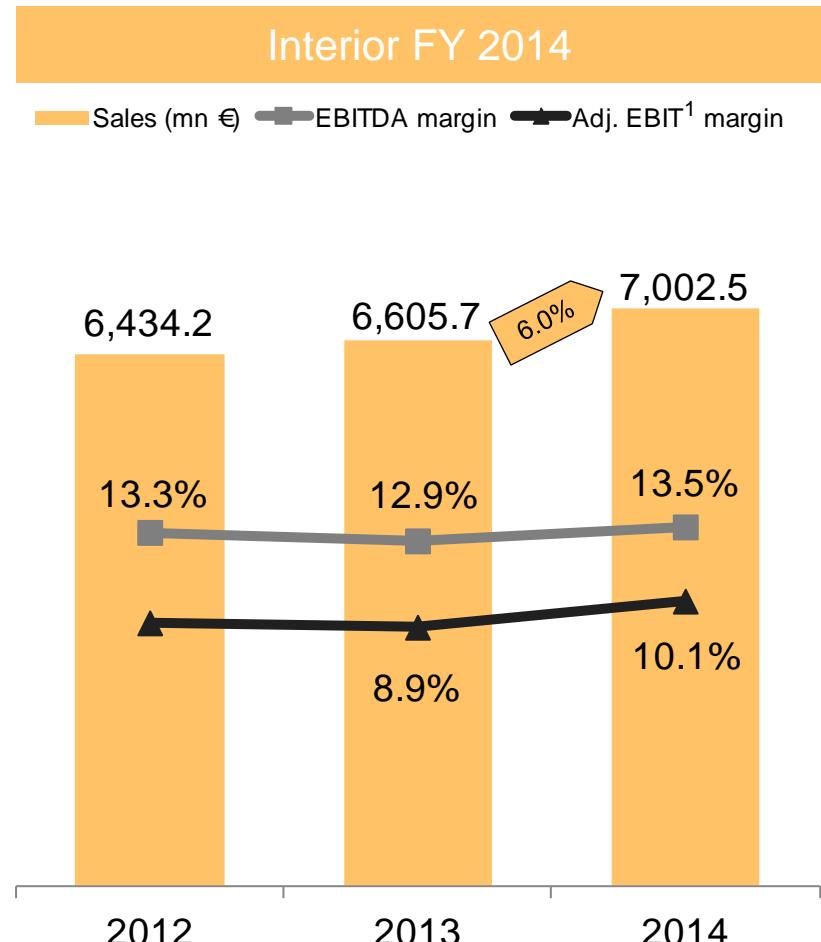


¹ Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

6) Back-up

Automotive Group Financials – Interior

- › 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

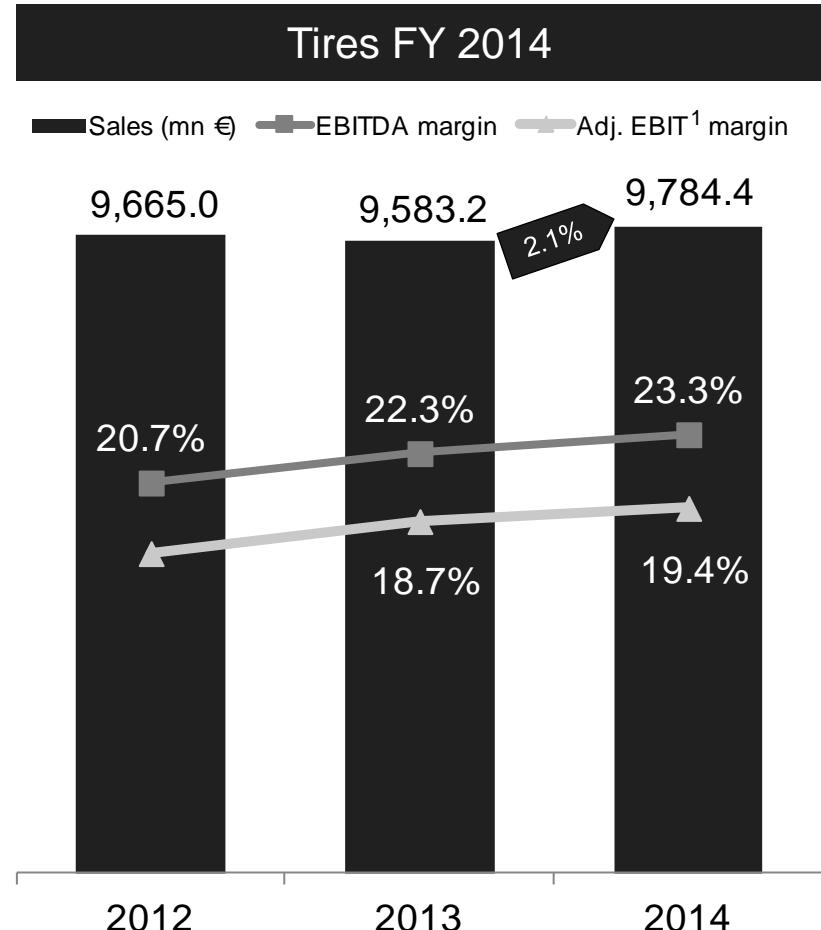


¹ Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

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



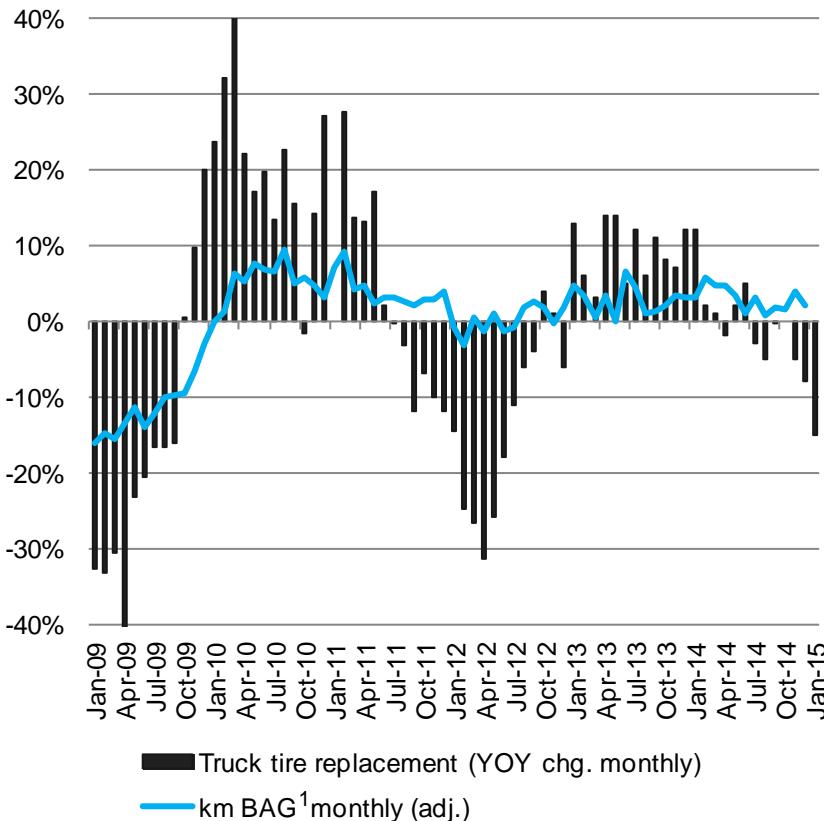
¹ Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

6) Back-up

Tires – Commercial Vehicle Tire Demand

Preliminary

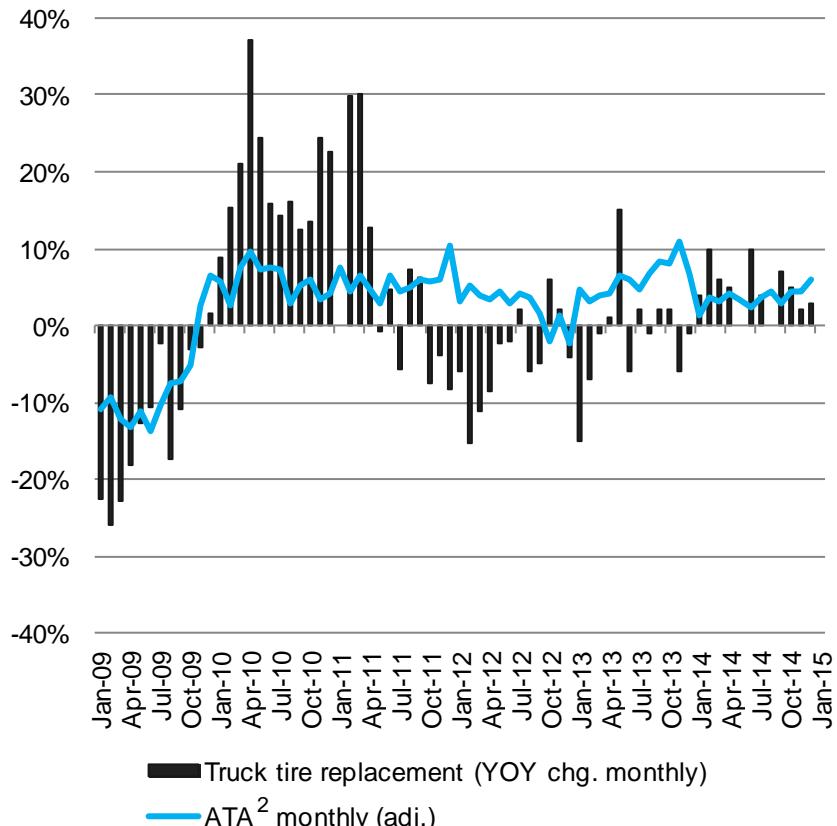
Replacement Tire Demand for Truck Tires Europe



¹ BAG = Bundesamt für Güterverkehr

² ATA = American Trucking Association

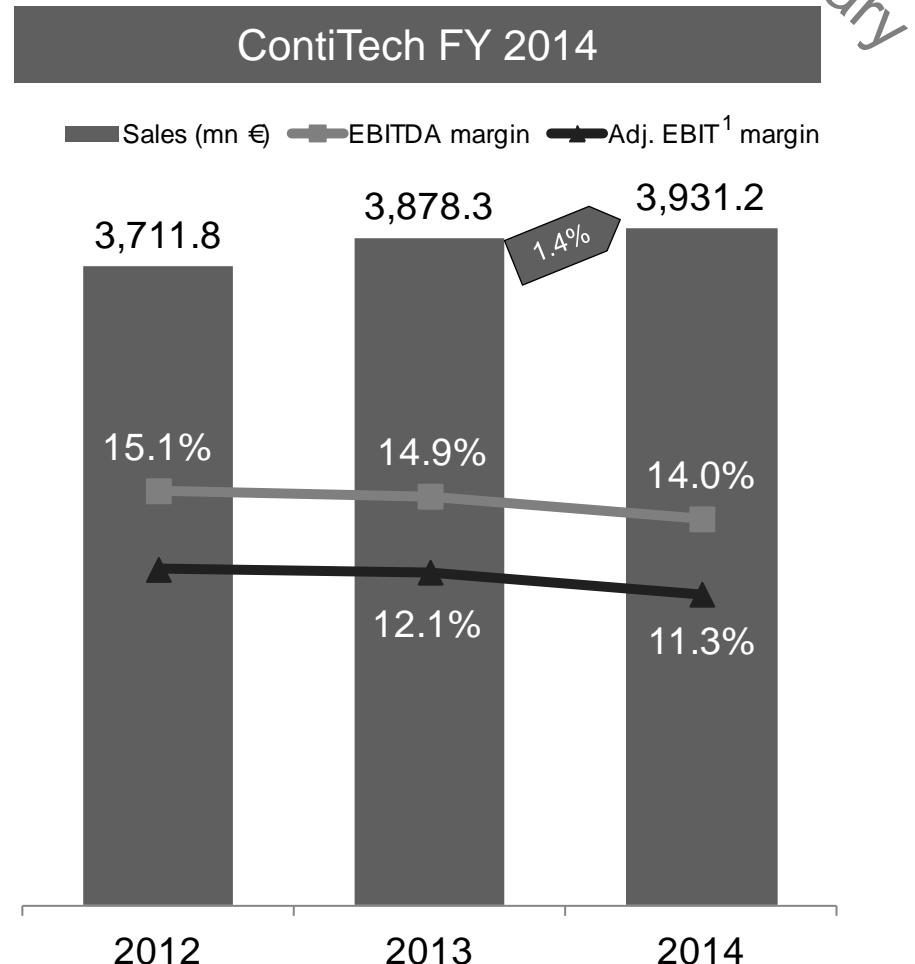
Replacement Tire Demand for Truck Tires NAFTA



6) Back-up

Rubber Group Financials – ContiTech

- › 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



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 | | | | |
|--------------------------------|---------|---------|---------|---------|---------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| C&S | 249.8 | 257.3 | 237.3 | 263.5 | 1,007.9 |
| Powertrain | 164.2 | 153.0 | 125.0 | 166.8 | 609.0 |
| Interior | 199.4 | 212.2 | 194.0 | 247.7 | 853.3 |
| Tires | 468.5 | 530.7 | 522.4 | 483.5 | 2,005.1 |
| ContiTech | 140.3 | 148.0 | 144.2 | 126.4 | 558.9 |
| Other / Consolidation | -18.3 | -12.5 | -24.6 | -11.4 | -66.8 |
| Continental Corporation | 1,203.9 | 1,288.7 | 1,198.3 | 1,276.5 | 4,967.4 |

| | 2012 | | | | |
|--------------------------------|------|------|------|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| C&S | 13.8 | 14.4 | 13.8 | 15.2 | 14.3 |
| Powertrain | 10.1 | 9.7 | 8.4 | 11.5 | 9.9 |
| Interior | 12.0 | 13.1 | 12.3 | 15.7 | 13.3 |
| Tires | 19.8 | 22.6 | 21.0 | 19.6 | 20.7 |
| ContiTech | 15.2 | 15.9 | 15.6 | 13.5 | 15.1 |
| Continental Corporation | 14.5 | 15.7 | 14.7 | 15.8 | 15.2 |

| | 2013 | | | | |
|--------------------------------|------|------|------|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| C&S | 13.5 | 13.5 | 13.7 | 13.9 | 13.6 |
| Powertrain | 10.4 | 10.5 | 10.3 | 10.3 | 10.4 |
| Interior | 12.5 | 12.8 | 13.3 | 12.9 | 12.9 |
| Tires | 20.7 | 22.0 | 23.8 | 22.5 | 22.3 |
| ContiTech | 14.4 | 15.8 | 14.5 | 14.7 | 14.9 |
| Continental Corporation | 14.6 | 15.3 | 15.8 | 15.4 | 15.3 |

| | 2014 | | | | |
|--------------------------------|------|------|------|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| C&S | 13.5 | 13.0 | 14.4 | 13.4 | 13.5 |
| Powertrain | 9.9 | 7.8 | -0.7 | 10.3 | 6.8 |
| Interior | 13.1 | 14.1 | 13.3 | 13.5 | 13.5 |
| Tires | 23.5 | 24.6 | 23.6 | 21.6 | 23.3 |
| ContiTech | 14.8 | 13.6 | 14.8 | 13.1 | 14.0 |
| Continental Corporation | 15.4 | 15.4 | 13.9 | 14.9 | 14.9 |

| EBITDA margin in % | 2012 | | | | |
|--------------------------------|------|------|------|------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| C&S | 13.8 | 14.4 | 13.8 | 15.2 | 14.3 |
| Powertrain | 10.1 | 9.7 | 8.4 | 11.5 | 9.9 |
| Interior | 12.0 | 13.1 | 12.3 | 15.7 | 13.3 |
| Tires | 19.8 | 22.6 | 21.0 | 19.6 | 20.7 |
| ContiTech | 15.2 | 15.9 | 15.6 | 13.5 | 15.1 |
| Continental Corporation | 14.5 | 15.7 | 14.7 | 15.8 | 15.2 |

| | 2013 | | | | |
|--------------------------------|------|------|------|-------|------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| C&S | -3.2 | -2.7 | 3.6 | -4.3 | -1.8 |
| Powertrain | -3.2 | 10.1 | 28.6 | -2.8 | 6.8 |
| Interior | 1.4 | 3.7 | 10.6 | -13.8 | -0.4 |
| Tires | -2.0 | 0.5 | 13.1 | 14.7 | 6.6 |
| ContiTech | -3.1 | 6.4 | -3.1 | 13.3 | 3.1 |
| Continental Corporation | -2.9 | 1.6 | 10.4 | 1.3 | 2.6 |

| | 2014 | | | | |
|--------------------------------|------|-------|--------|------|-------|
| | Q1 | Q2 | Q3 | Q4 | FY |
| C&S | 5.0 | -3.3 | 6.6 | 3.1 | 2.8 |
| Powertrain | -1.2 | -25.6 | -107.4 | 6.7 | -31.8 |
| Interior | 10.4 | 11.1 | 7.1 | 16.6 | 11.3 |
| Tires | 18.8 | 11.0 | 2.1 | -2.6 | 6.7 |
| ContiTech | 5.7 | -15.6 | 3.6 | -8.9 | -4.3 |
| Continental Corporation | 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 | | | | | 2014 | | | | |
| | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY | Q1 | Q2 | Q3 | Q4 | FY |
| C&S | -6.9 | -6.0 | 1.2 | -30.0 | -11.0 | -13.8 | 57.6 | 800.0 | 149.0 | 271.6 | 10.9 | -2.1 | 15.7 | 34.4 | 13.6 |
| Powertrain | 13.8 | 57.6 | 800.0 | 149.0 | 271.6 | 3.1 | 9.8 | 28.7 | -50.4 | -8.0 | 23.8 | -43.6 | -631.9 | 252.6 | -153.9 |
| Interior | -5.0 | -0.6 | 14.3 | 11.3 | 5.2 | -7.0 | 4.5 | -6.0 | 19.0 | 1.9 | 44.0 | 37.5 | 38.7 | 147.9 | 59.2 |
| Tires | -7.0 | 4.5 | -6.0 | 19.0 | 1.9 | -5.1 | 2.0 | 15.6 | -2.5 | 2.4 | 20.7 | 9.6 | -1.6 | -7.3 | 4.4 |
| ContiTech | | | | | | | | | | | 7.2 | -19.3 | 3.0 | -13.2 | -6.2 |
| Continental Corporation | | | | | | | | | | | 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

Preliminary

| 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

Preliminary

| 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

| | <u>Chassis & Safety</u> | | <u>Powertrain</u> | | <u>Interior</u> | | <u>Tires</u> | | <u>ContiTech</u> | | <u>Cons./Corr.</u> | | <u>Corporation</u> | |
|--|-----------------------------|----------------------|---------------------|---------------------|----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|--------------------|--------------|-----------------------|-----------------------|
| | 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 in % of sales | 125.8 6.9% | 169.1 8.7% | 19.6 1.3% | 69.1 4.1% | 68.0 4.1% | 168.6 9.1% | 452.6 18.4% | 419.5 16.8% | 113.4 11.6% | 98.4 9.8% | -32.6 | -27.8 | 746.8 8.9% | 896.9 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 in % of adjusted sales | 178.7 9.8% | 176.5 9.1% | 81.1 5.2% | 92.1 5.7% | 149.4 9.1% | 186.8 10.1% | 447.7 18.2% | 426.0 17.4% | 115.0 11.8% | 100.6 10.2% | -32.6 | -27.8 | 939.3 11.2% | 954.2 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 in % of sales | 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 |
| 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 in % of adjusted sales | 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 |

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 | | Rubber | | Cons./Corr. | | Corporation | | Automotive | | Rubber | | Cons./Corr. | | Corporation | |
| Sales | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 | 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 in % of sales | 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 |
| 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 in % of adjusted sales | 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 |
| | 8.2% | 8.4% | 16.5% | 15.4% | | | 11.2% | 10.8% | 8.0% | 8.1% | 16.9% | 17.2% | 11.2% | 11.3% | | |

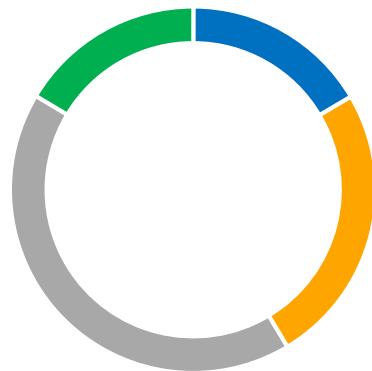
¹ Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects

6) Fact Sheets

Shareholder Structure

Shareholder Structure
as at Dec. 31, 2010

M.M. Warburg
& CO KGaA
16.48%



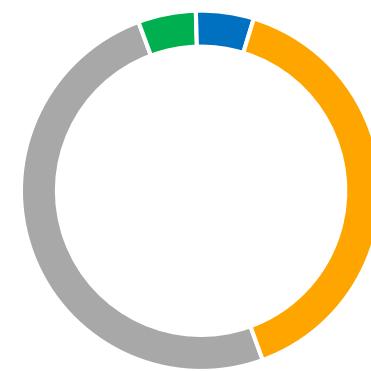
Schaeffler
Group
42.17%

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

Free Float
24.87%

Shareholder Structure
as at Dec. 31, 2011

M.M. Warburg
& CO KGaA
5.19%

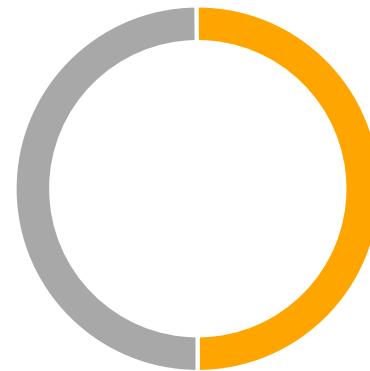


Schaeffler
Group
49.90%

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%

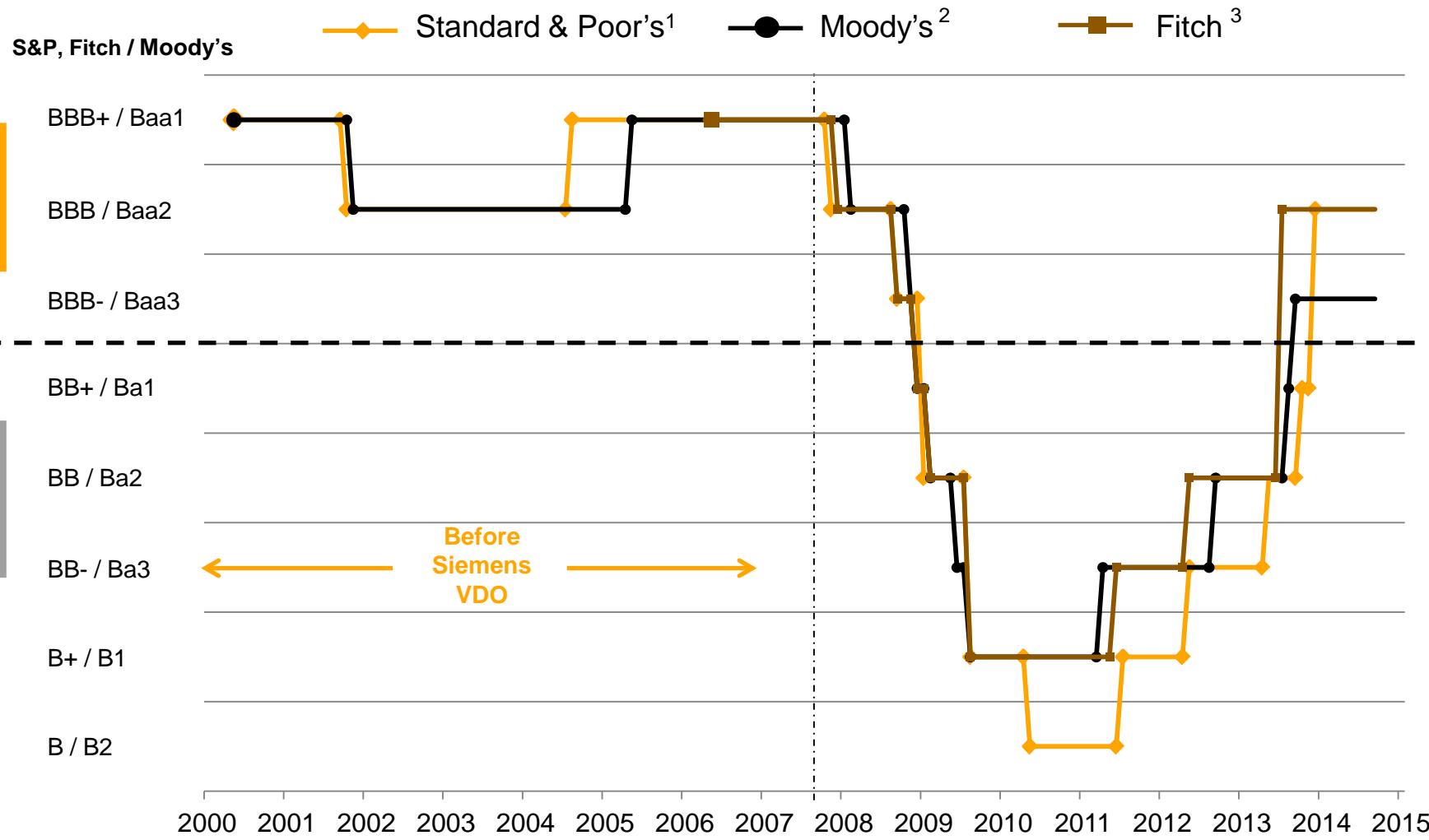


Free Float
54.0%

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/ |
| Continental bonds and rating | http://www.continental-corporation.com/www/portal_com_en/themes/ir/bonds/ |
| Continental IR mobile website | http://continental.ir-portal.de |