



## H1 2015 Results

Hanover – August 4, 2015

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

Wolfgang Schaefer – CFO

# AGENDA

|          |  |           |
|----------|--|-----------|
| <b>1</b> | <b>Corporation Highlights</b>                | <b>3</b>  |
| <b>2</b> | <b>Automotive Group</b>                      | <b>10</b> |
| <b>3</b> | <b>Rubber Group</b>                          | <b>12</b> |
| <b>4</b> | <b>Indebtedness and Cash Flow</b>            | <b>16</b> |
| <b>5</b> | <b>Outlook 2015</b>                          | <b>19</b> |
| <b>6</b> | <b>Back-up &amp; Fact Sheets 2013 - 2015</b> | <b>28</b> |

# 1) Corporation Highlights

## Most Important KPIs H1 2015

- › **Sales up by 16% to €19.6 bn**; organic sales growth in H1 2015 at 4%; FX added 8%
- › **Adj. EBIT<sup>1</sup> up by 18% to €2.3 bn**; adj. EBIT<sup>1</sup> margin at 12.2% (PPA and special effects -€82 mn)
- › **NIAT<sup>2</sup> up by 11% to €1.45 bn**
- › **Free cash flow amounted to €282 mn** including €600 mn cash out for acquisitions (mainly Veyance); **free cash flow before acquisitions amounted to €882 mn**
- › **Net indebtedness down slightly to €4.2 bn**; gearing ratio at 34%; equity ratio at 37%
- › Value creation: **trailing ROCE<sup>3</sup> down by 50 bps to 20.3%** mainly due to first time consolidation of Veyance Technologies
- › **Other topics:**
  - › Closing of Elektrobit Automotive GmbH acquisition on July 1
  - › Early redemption of U.S. dollar bond due in Sept. 2019 (U.S. \$950 mn) at 102.25% in Sept. 2015
- › On June 30, 2015 Moody's upgraded Continental's credit rating to Baa1

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

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

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

# 1) Corporation Highlights

## Divisional Highlights H1 2015

### Automotive Group

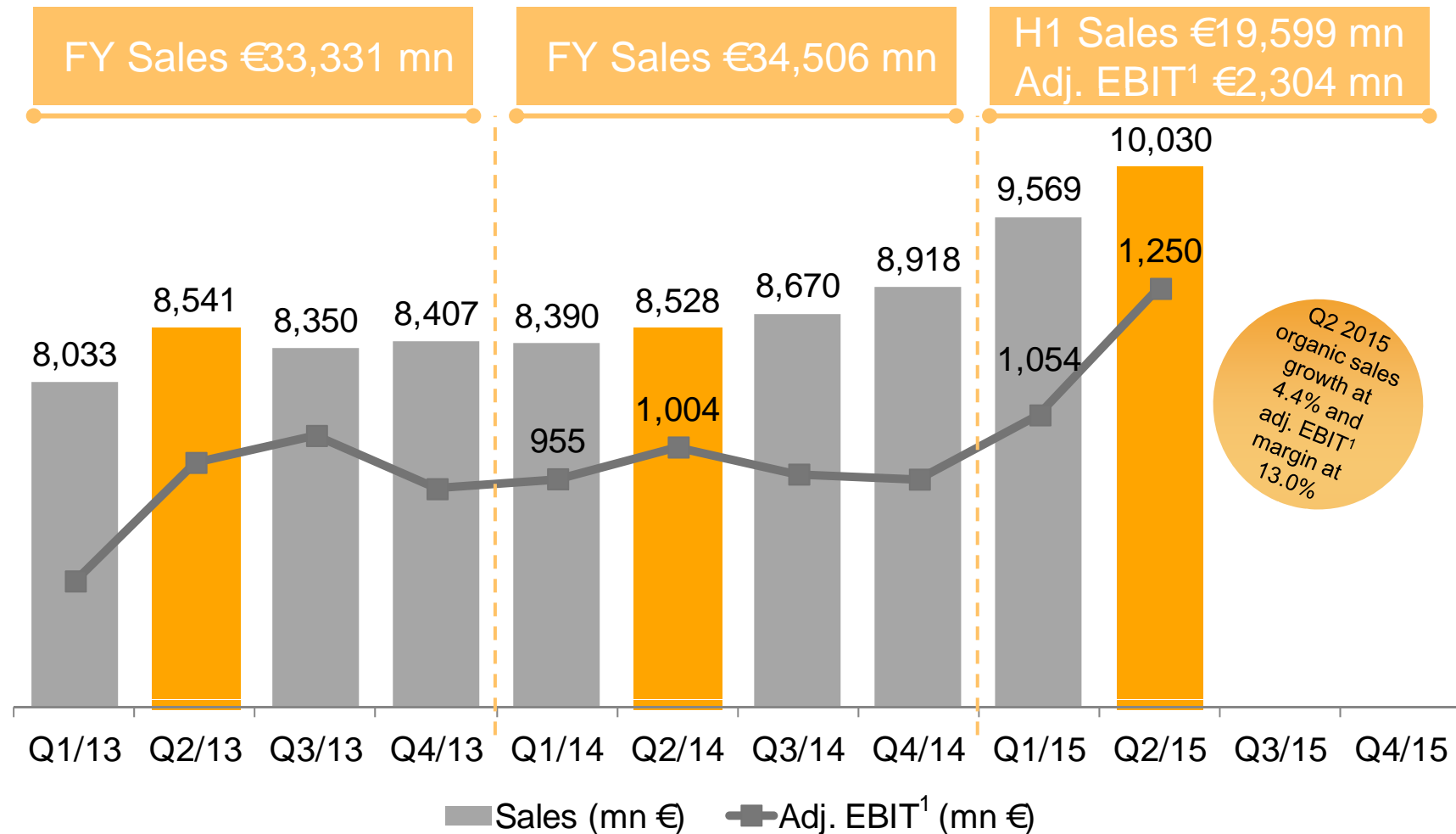
- › **Chassis & Safety:** 9.9% adj. EBIT<sup>1</sup> margin (PY: 9.2%); organic sales up by 5%; unit sales in **ADAS** increased by 53%; operating leverage<sup>2</sup> at 15%
- › **Powertrain:** 6.3% adj. EBIT<sup>1</sup> margin (PY: 5.3%); organic sales increased by 2%; adj. EBIT<sup>1</sup> margin before HEV was above 8% in H1 2015, operating leverage<sup>2</sup> at 15%
- › **Interior:** 10.6% adj. EBIT<sup>1</sup> margin (PY 10.3%); organic sales increased by 9%; operating leverage<sup>2</sup> at 12%
- › **Automotive Group:** Organic sales increased by 6%, exceeding worldwide car production by 5%-points; adj. EBIT<sup>1</sup> margin increased by 70 bps to 9.1%; operating leverage<sup>2</sup> at 14%; R&D expenses increased by 19%
- › **Order intake** in the Automotive Group up 11% and totaled €15.5 bn life time sales as at June 30, 2015

### Rubber Group

- › **Tires:** Adj. EBIT<sup>1</sup> margin sustained at high level of 21.4% (PY 19.6%), benefitting from lower **raw material costs** (~€150 mn), strict cost management and solid **price mix** (-2%); **volumes** were up by 2%; **FX** did impact sales >6%  
**Tire markets:** PC & LT tire replacement demand in Europe was up by 2%; it was flat in NAFTA where introduction of import duties impacted replacement demand
- › **ContiTech:** Adj. EBIT<sup>1</sup> margin up by 10 bps to 11.4%; organic sales up by 4%; Veyance Technologies contributed €563 mn to sales (Feb-Jun) and -€85 mn to EBIT (Feb-Jun) of which €54 mn is PPA amortization and €45 mn integration cost, **adj. EBIT<sup>1</sup> margin in Q2 stood at ~4%**
- › **Rubber Group:** Organic sales up by 1% and adj. EBIT<sup>1</sup> margin up to 18.6% (PY: 17.3%)

# 1) Corporation Highlights

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

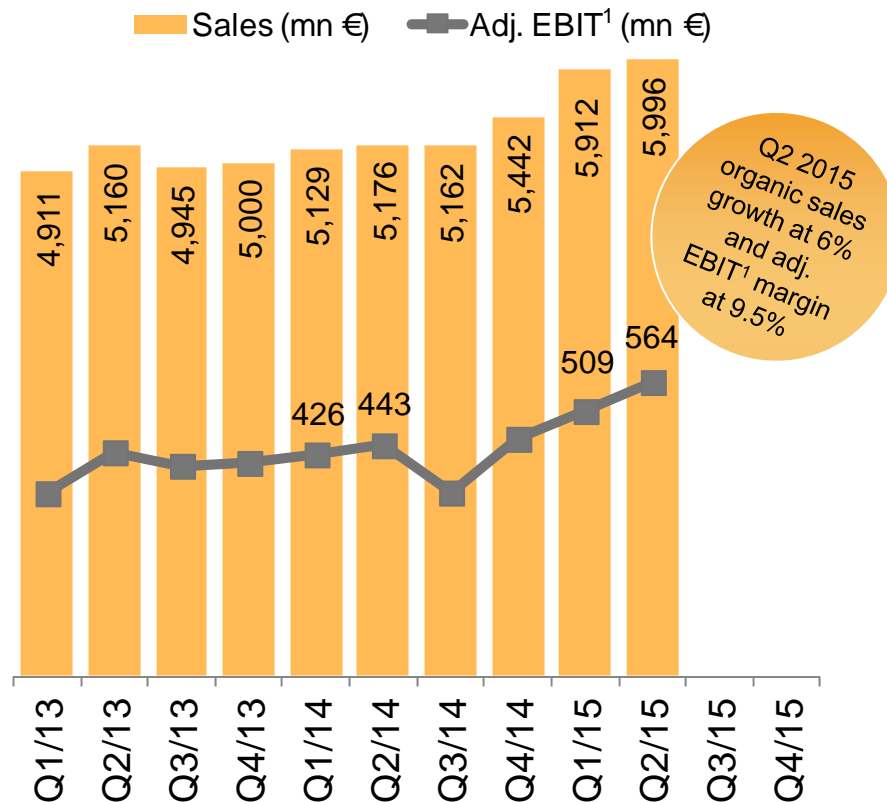


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

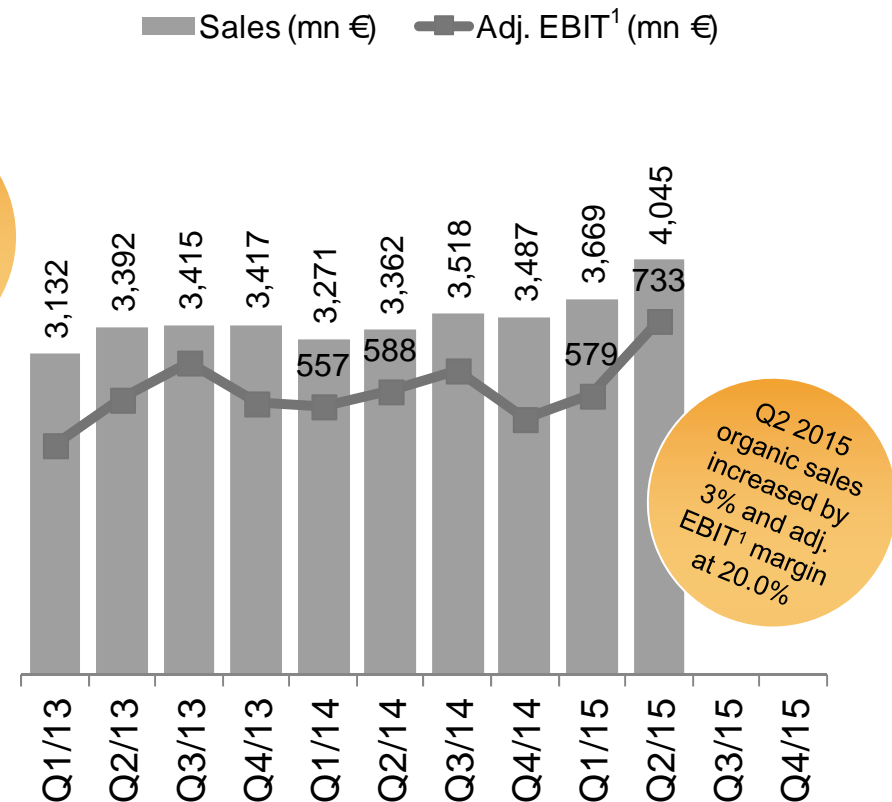
# 1) Corporation Highlights

## Automotive Group and Rubber Group by Quarter

### Automotive Group



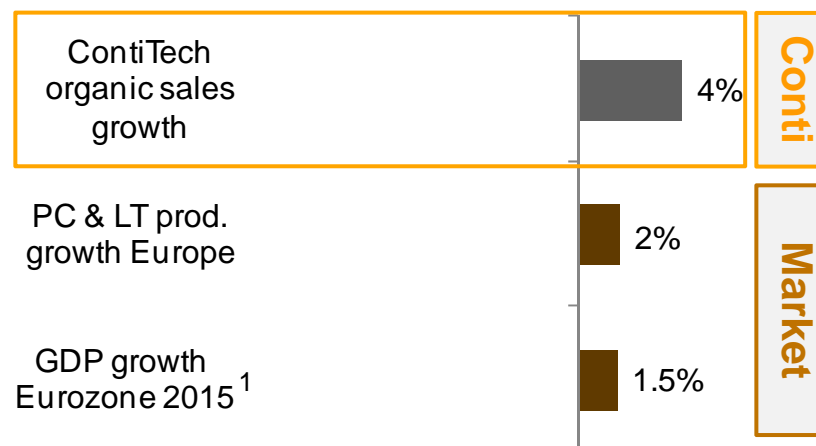
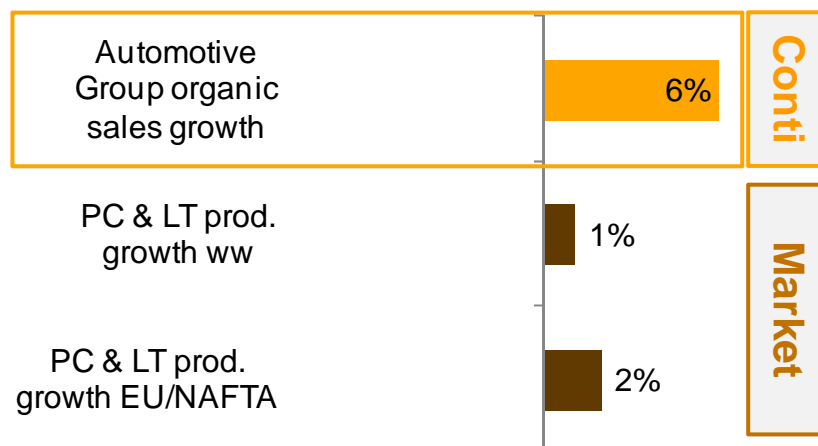
### Rubber Group



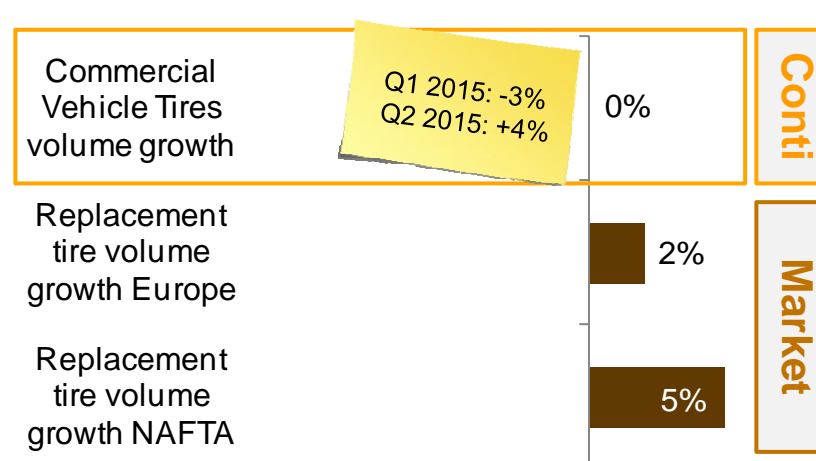
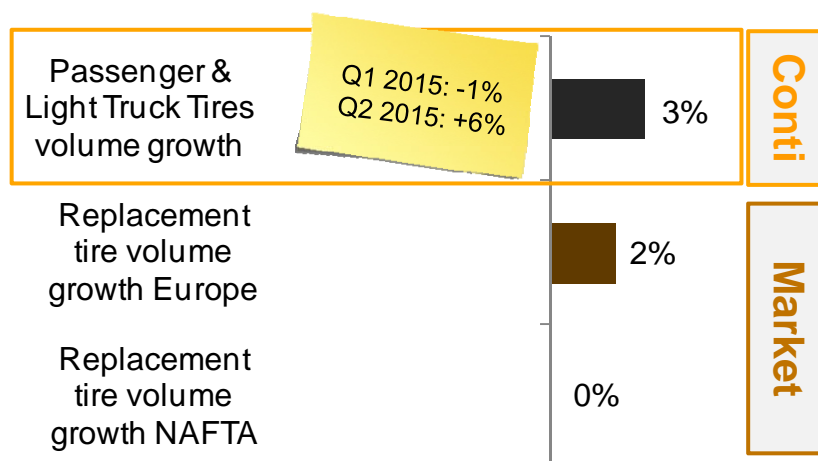
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

# 1) Corporation Highlights

## Growth Profile of the Corporation H1 2015

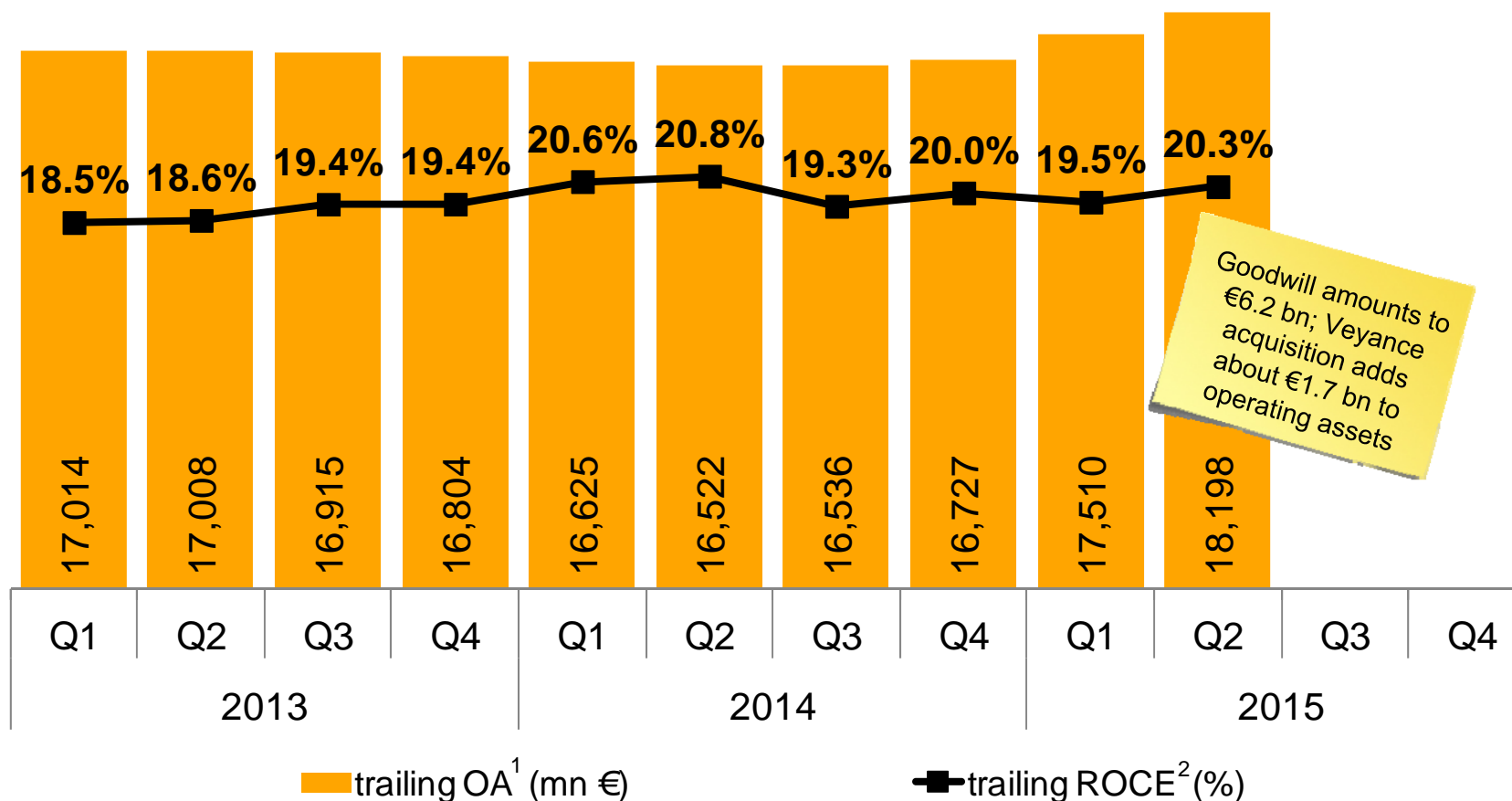


<sup>1</sup> According to IMF (WEO Update July 2015)



# 1) Corporation Highlights

## Sustainable Value Creation



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

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

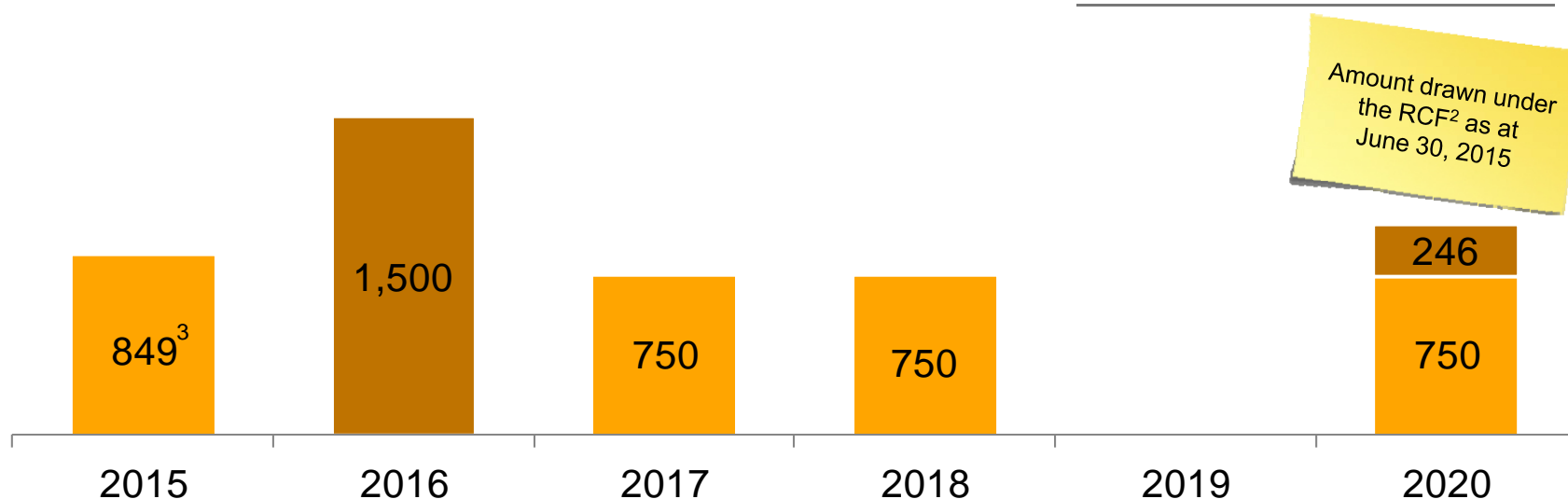


# 1) Corporation Highlights

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

As at June 30, 2015

■ Syndicated loan  
■ Bonds



| (mn €)                  | FY 14        | H1 15        |
|-------------------------|--------------|--------------|
| Gross indebtedness      | 6,432        | 7,004        |
| Cash                    | 3,244        | 2,350        |
| <b>Net indebtedness</b> | <b>2,824</b> | <b>4,236</b> |
| Available credit lines  | 4,032        | 4,064        |
| Total liquidity         | 7,276        | 6,414        |

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

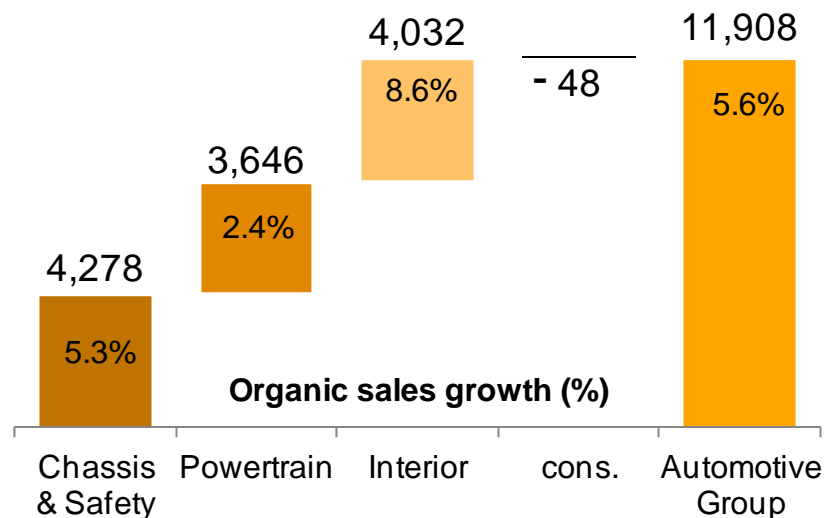
<sup>2</sup> Any utilization under the Revolving Credit Facility (RCF) has to be shown as short term debt according to IFRS although the RCF matures in 2020 and has a total volume of €3,000 mn

<sup>3</sup> Will be redeemed early as at Sept. 15, 2015 at 102.25%; nominal amount U.S. \$950 mn (exchange rate as at June 30, 2015: 1.1185)

## 2) Automotive Group

Adj. EBIT<sup>1</sup> Margin up by 70 bps

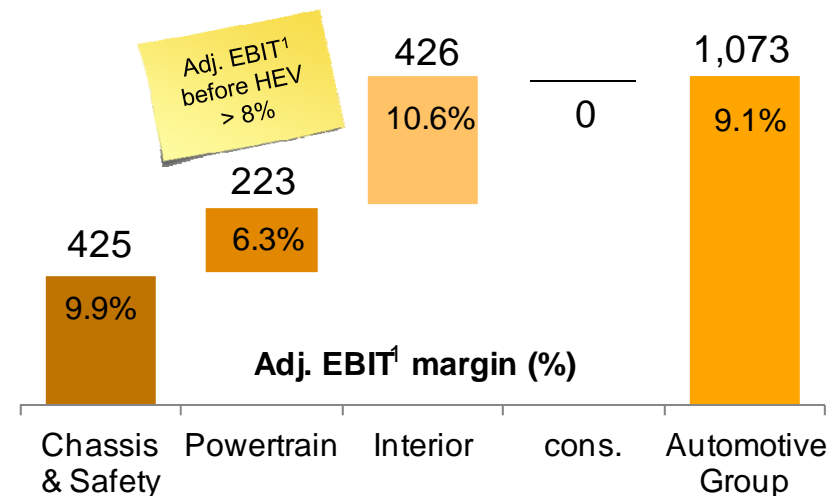
Automotive Group Sales (mn €) H1 2015



Reported change in sales

- › Chassis & Safety: 14.2%
- › Powertrain: 14.8%
- › Interior: 17.5%
- › Automotive Group: 15.6%

Automotive Group Adj. EBIT<sup>1</sup> (mn €) H1 2015

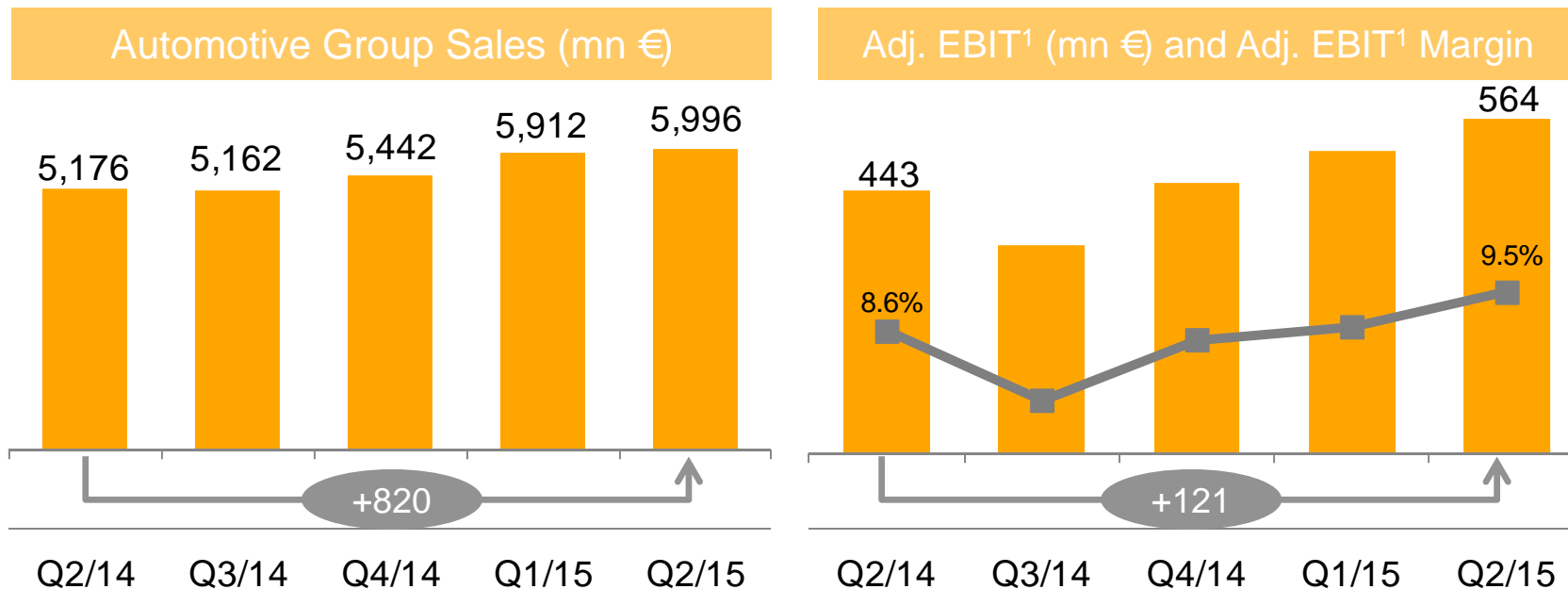


- › Reported EBITDA: €1,504 mn (12.6% of sales)
- › Reported EBIT: €1,047 mn (8.8% of sales)
- › R&D: €1,101 mn (9.2% of sales)
- › Capex: €473 mn (4.0% of sales)

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

## 2) Automotive Group

### Q2 2015: Benefitting from Solid Organic Sales Growth



- › Sales increased by €820 mn; organic sales growth in Q2 2015 at 5.5%
- › Adj. EBIT<sup>1</sup> increased by €121 mn
- › Adj. EBIT<sup>1</sup> margin at 9.5% (PY: 8.6%)
- › Operating leverage<sup>2</sup> was impacted by FX but came in at 16%

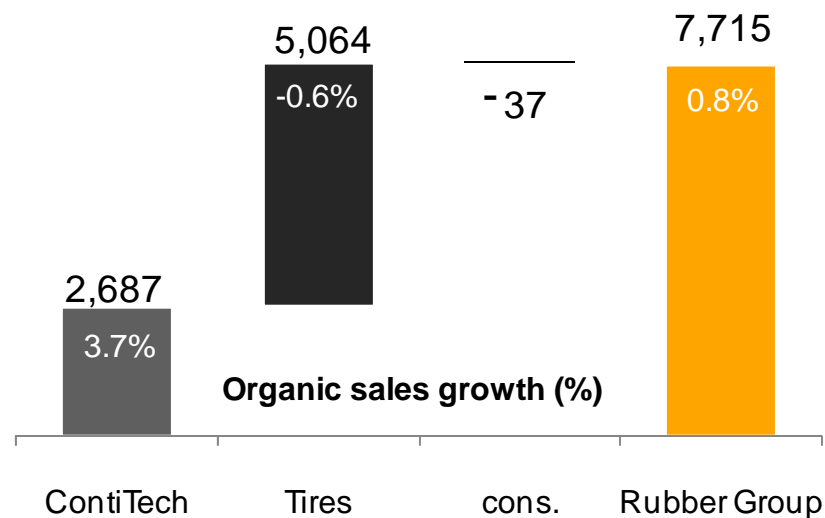
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

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

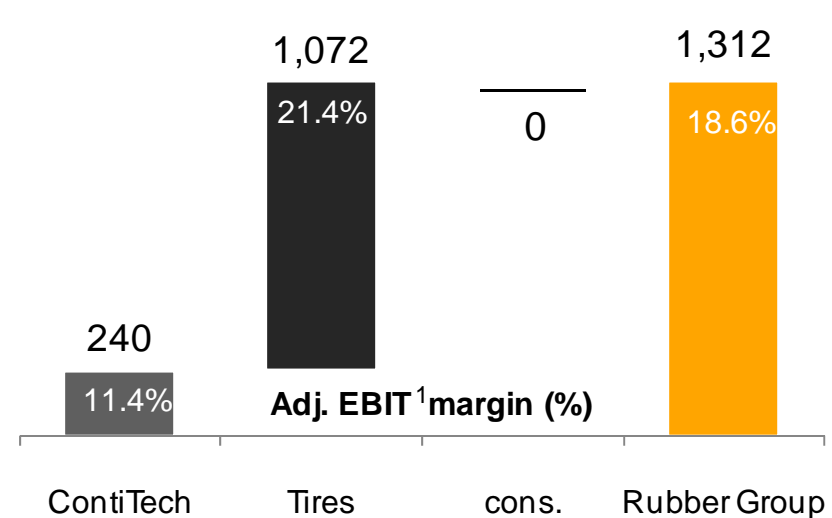
### 3) Rubber Group

## Profitability Sustained at Elevated Level

Rubber Group Sales (mn €) H1 2015



Rubber Group Adj. EBIT<sup>1</sup> (mn €) H1 2015



#### Reported change in sales

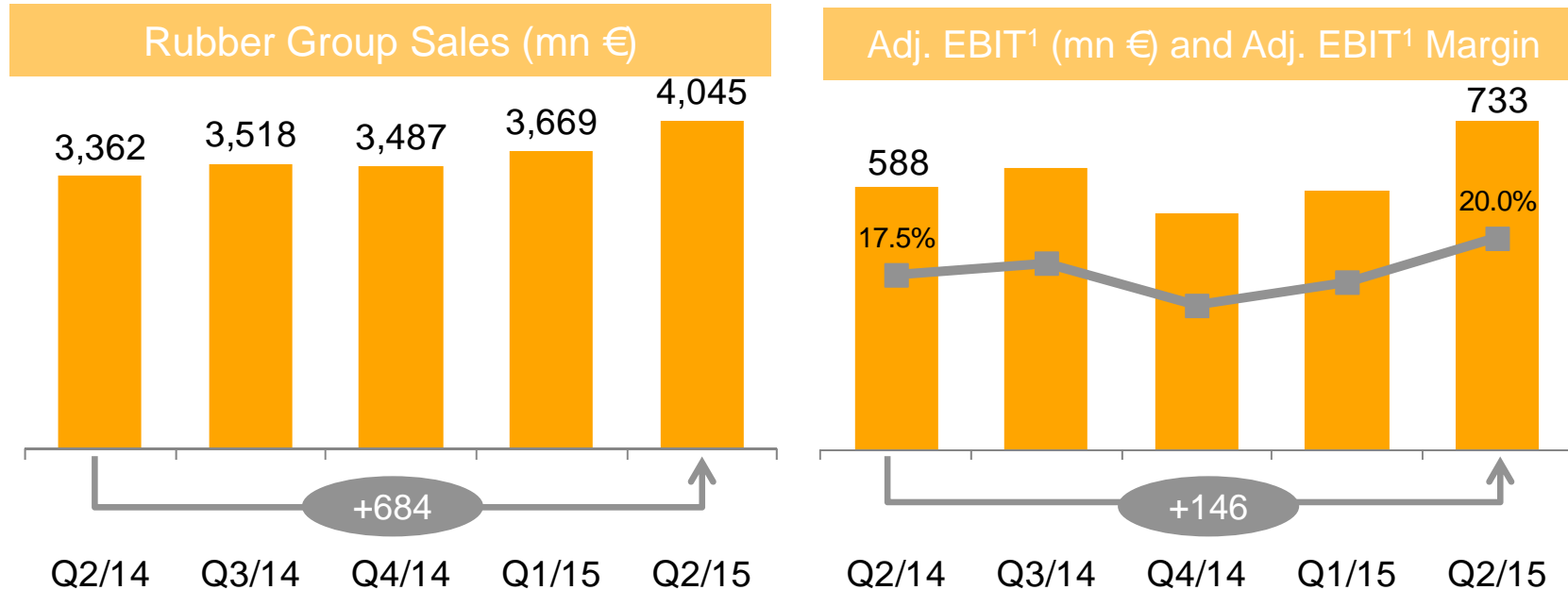
- › ContiTech: 37.7%
- › Tires: 7.2%
- › Rubber Group: 16.3%

- › Reported EBITDA: €1,613 mn (20.9% of sales)
- › Reported EBIT: €1,195 mn (15.5% of sales)
- › R&D: €174 mn (2.2% of sales)
- › Capex: €343 mn (4.4% of sales)

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

### 3) Rubber Group

#### Q2 2015: Benefitting from Volume Growth

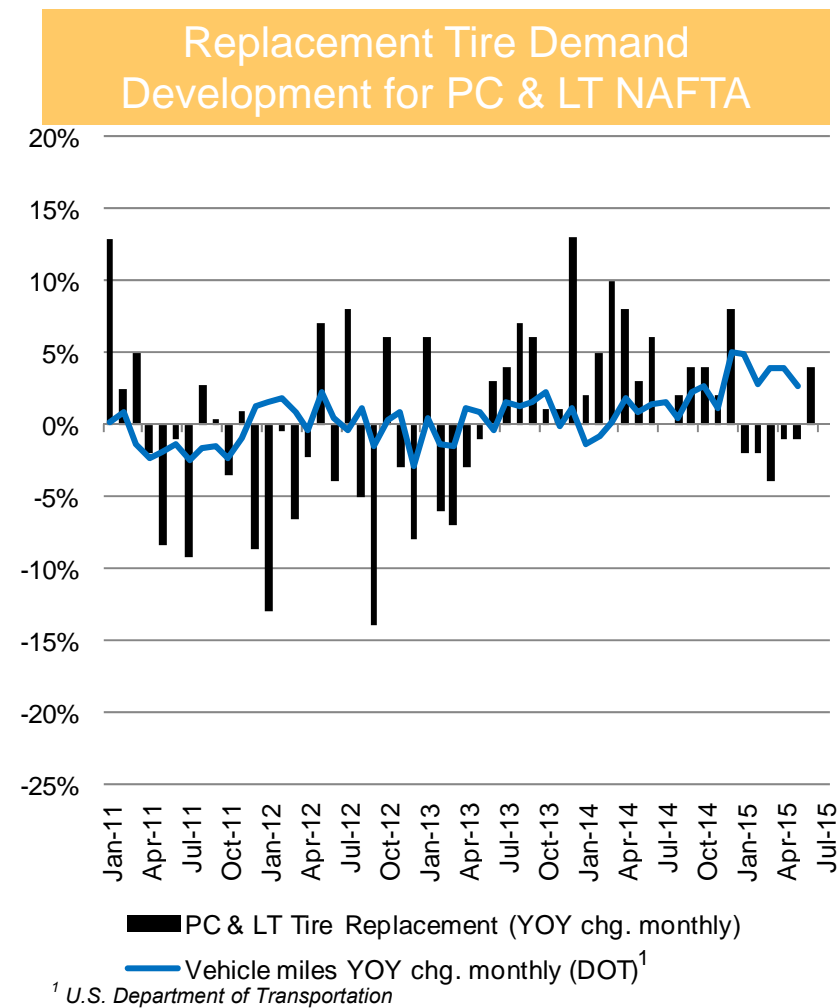
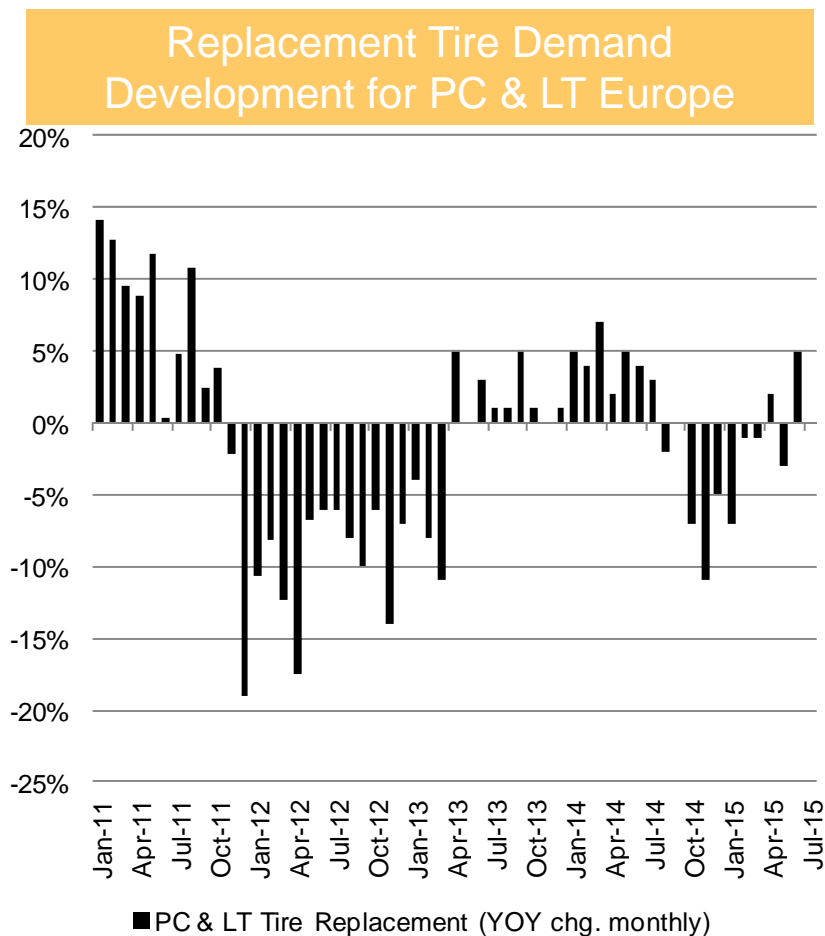


- › Sales increased by €684 mn as a result of a recovery in tire volumes and good organic growth in ContiTech; Veyance Technologies contributed €339 mn to sales
- › Tire volumes increased by 6% during the quarter; FX had a positive effect of >6% on tire sales in Q2 2015 while P/M remained at -2%
- › Adj. EBIT<sup>1</sup> up by €146 mn in Q2 2015

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

### 3) Rubber Group

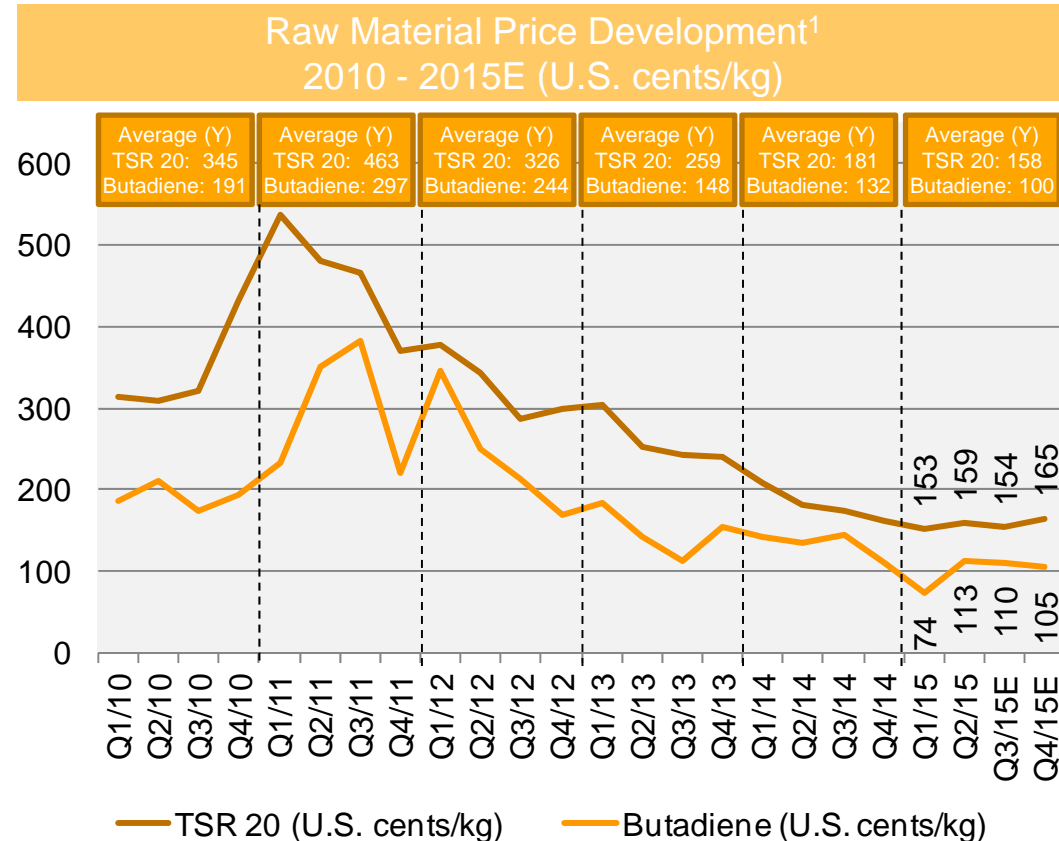
European Demand Improved while Import Duties Impacted NAFTA



### 3) Rubber Group

## Expected Raw Material Price Development in 2015

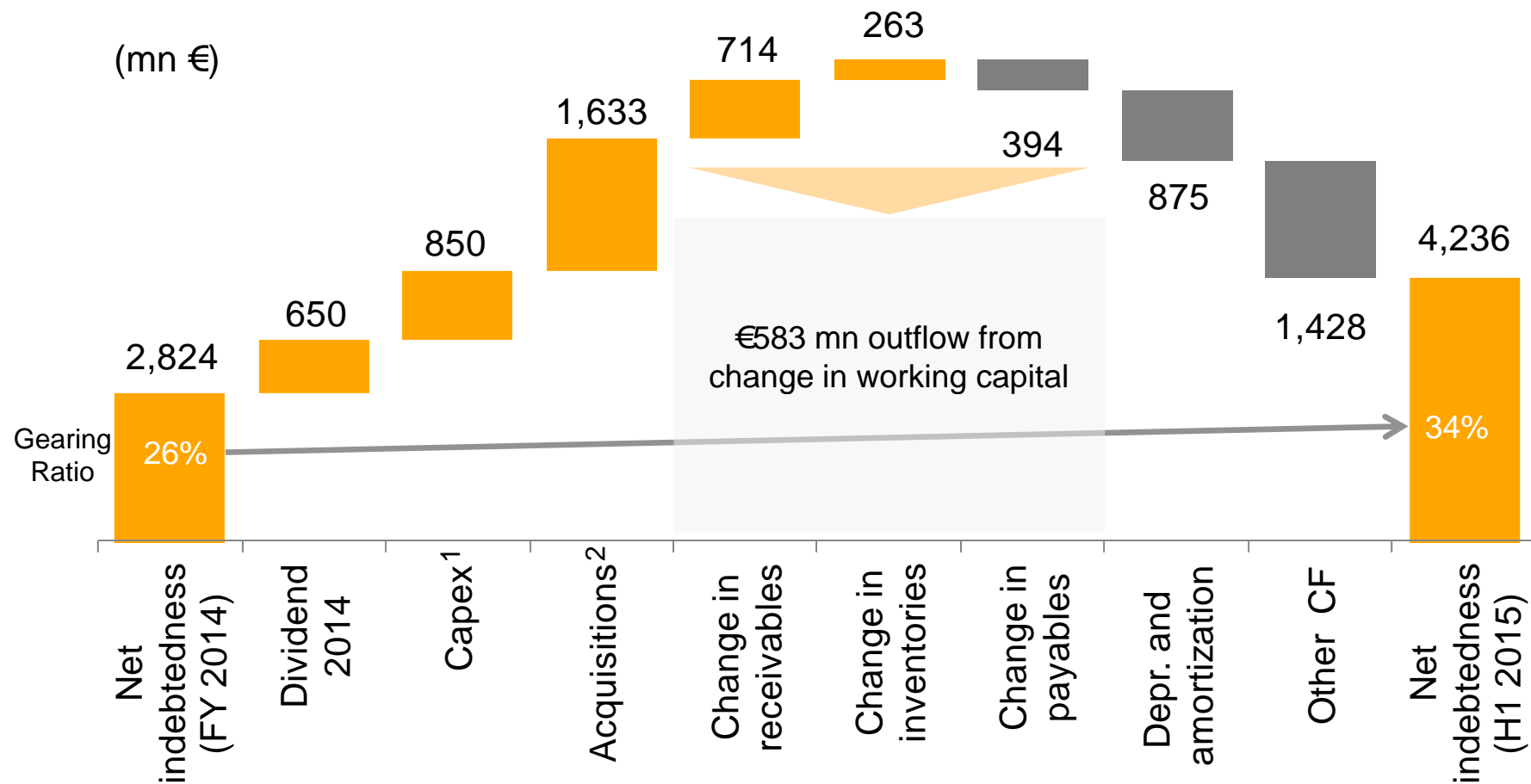
- › Natural rubber price (TSR 20) expected to average U.S. \$1.58 in 2015 (before: U.S. \$1.62)
- › Synthetic rubber price (butadiene feedstock) forecasted to average U.S. \$1.00 in 2015 (before: U.S. \$0.95)
- › Tailwind from lower raw material cost is expected to amount to about €200 mn in 2015



<sup>1</sup> Source: Bloomberg and Continental estimates for 2015

## 4) Indebtedness and Cash Flow

### Net Indebtedness Bridge



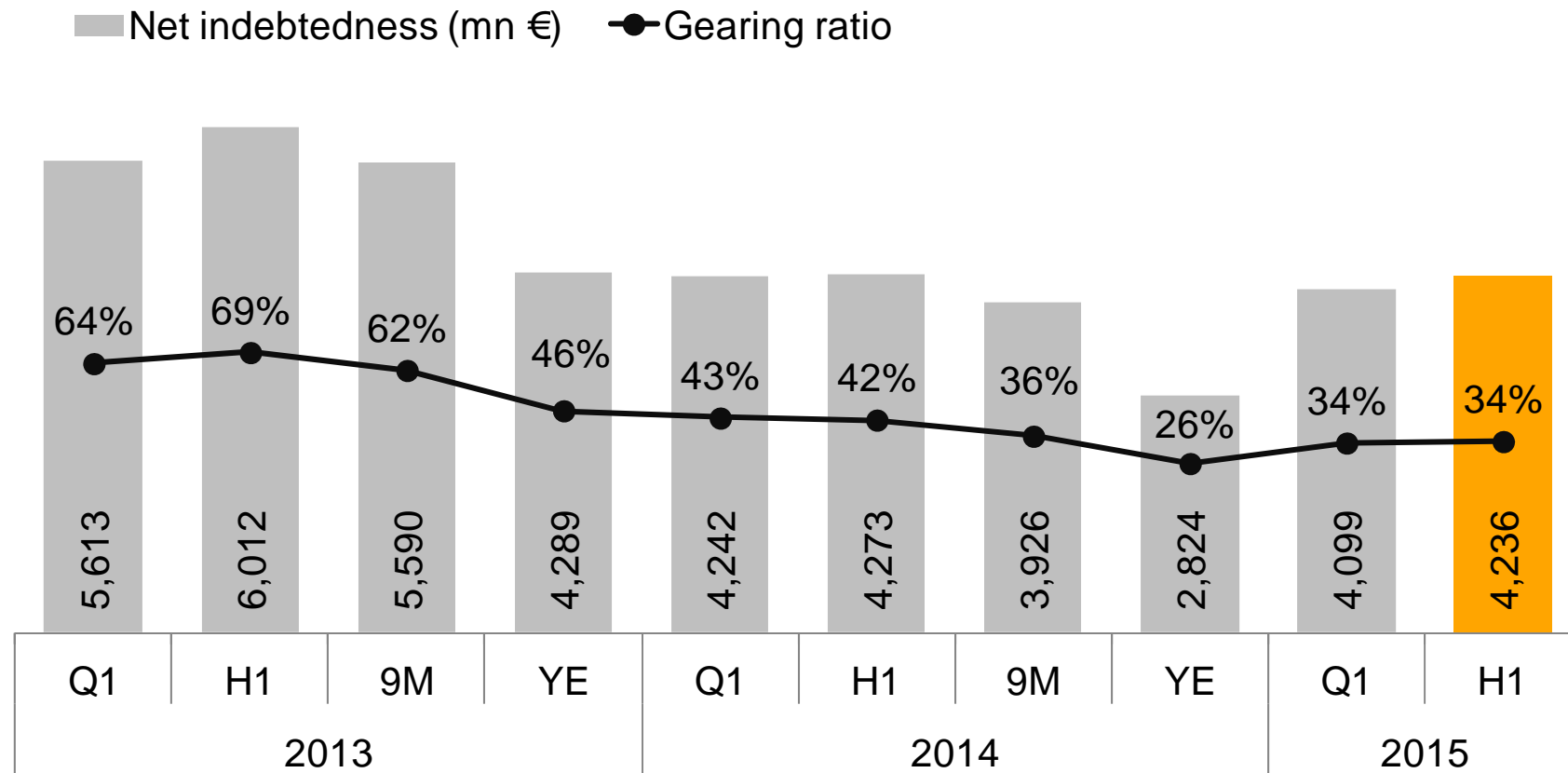
<sup>1</sup> According to cash flow statement incl. intangible assets

<sup>2</sup> Veyance Technologies, A-Z Formen- und Maschinenbau Group and others



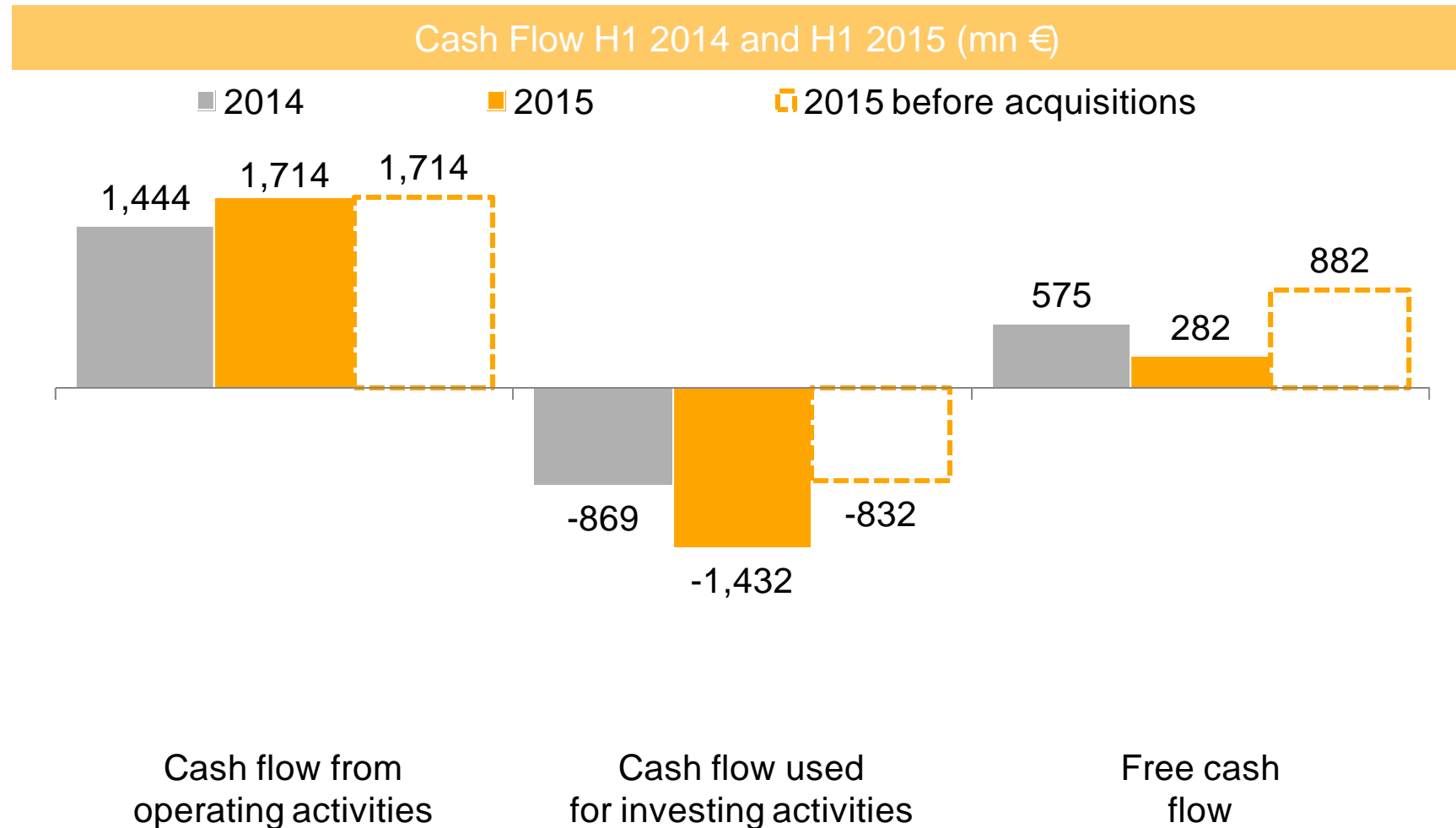
## 4) Indebtedness and Cash Flow

### Net Indebtedness and Gearing Ratio



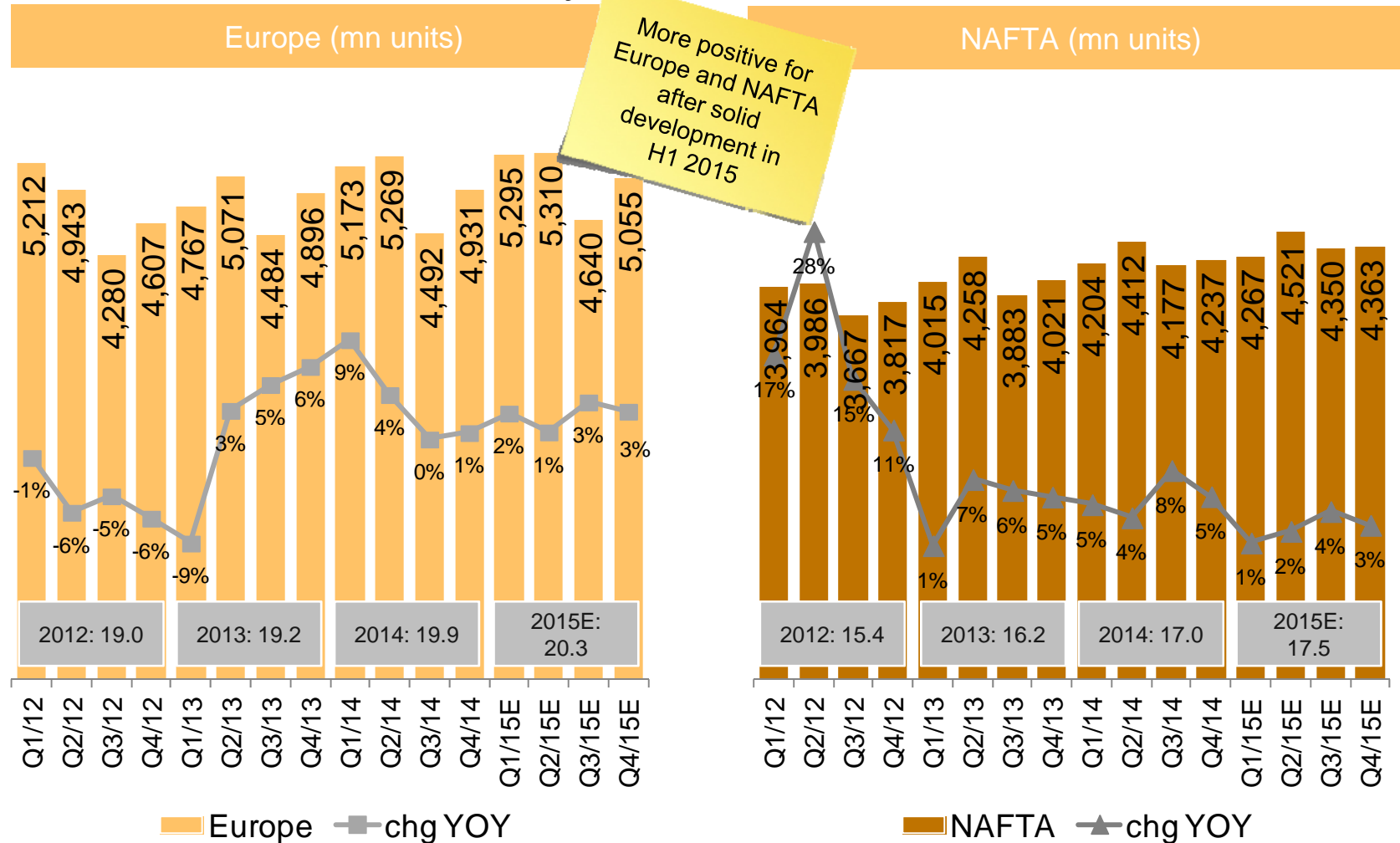
## 4) Indebtedness and Cash Flow

### Cash Flow Overview



## 5) Outlook

### PC & LT Production by Quarter

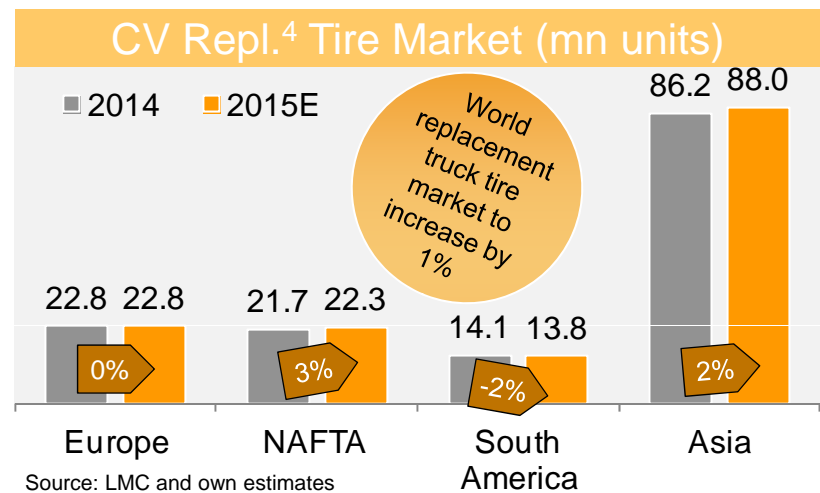
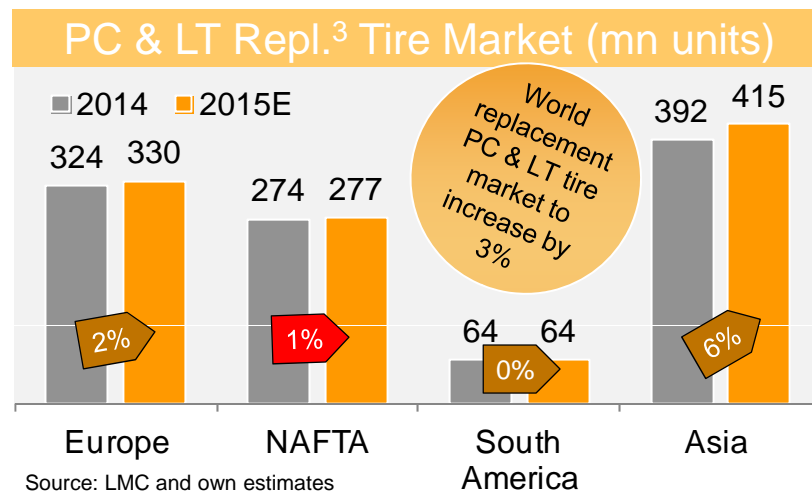
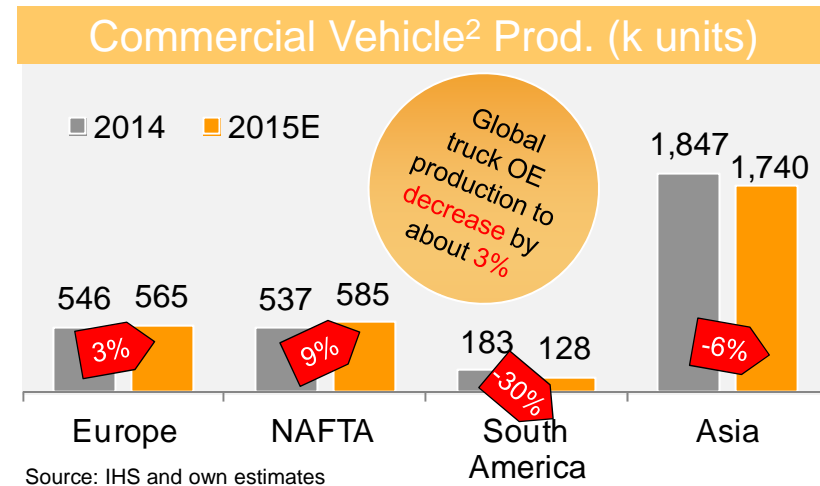
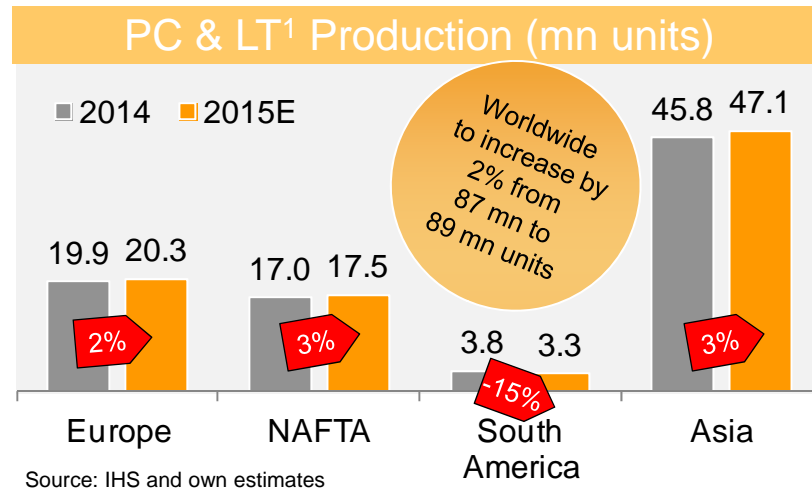


Source: IHS and own estimates, Europe excluding Kazakhstan and Uzbekistan

## 5) Outlook 2015

### Market Outlook for Major Regions 2015

Changes in comparison to the Q1 2015 presentation marked in red.



## 5) Outlook 2015

### Continental Corporation

|  | 2014                       | 2015E  |
|--|----------------------------|--|
| Consolidated sales & adj. EBIT <sup>1</sup> margin | €34.5 bn<br>11.3%          | To increase to >€39 bn<br><u>Achieve adj. EBIT<sup>1</sup> margin ~11%</u> |
| Automotive Group adj. EBIT <sup>1</sup>            | €20.9 bn<br>€1.68 bn       | ~€23.5 bn<br>Adj. EBIT <sup>1</sup> margin >8.5%                           |
| Rubber Group adj. EBIT <sup>1</sup>                | €13.6 bn<br>€2.31 bn       | >€15.5 bn<br><u>Adj. EBIT<sup>1</sup> margin ~16%</u>                      |
| Raw material cost impact                           | Relief of about<br>€190 mn | <u>~€200 mn tailwind expected in 2015</u>                                  |
| Special effects                                    | -€323 mn                   | About -€100 mn   |
| Net interest expense<br>Tax rate                   | €265 mn<br>20%             | ~€300 mn <u>incl. early bond redemption</u><br>~30%                        |
| Capex<br>PPA                                       | €2.0 bn<br>€194 mn         | Capex at around 6% of sales<br>PPA ~€125 mn                                |
| Free cash flow before acquisitions                 | €2.1 bn                    | <u>At least €1.8 bn</u>  |

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

# Thank you!



UEFA  
**EURO2016**  
FRANCE

Official Sponsor of the UEFA European Football Championship™



# Disclaimer

- › This presentation has been prepared by Continental Aktiengesellschaft solely in connection with the release of the H1 2015 results on August 4, 2015, in Hanover. It has not been independently verified. It does not constitute an offer, invitation or recommendation to purchase or subscribe for any shares or other securities issued by Continental AG or any subsidiary and neither shall any part of it form the basis of, or be relied upon in connection with, any contract or commitment concerning the purchase or sale of such shares or other securities whatsoever.
- › Neither Continental Aktiengesellschaft nor any of its affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss that may arise from any use of this presentation or its contents or otherwise arising in connection with this presentation.
- › This presentation includes assumptions, estimates, forecasts and other forward-looking statements, including statements about our beliefs and expectations regarding future developments as well as their effect on the results of Continental. These statements are based on plans, estimates and projections as they are currently available to the management of Continental. Therefore, these statements speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events. Furthermore, although the management is of the opinion that these statements, and their underlying beliefs and expectations, are realistic or of the date they are made, no guarantee can be given that the expected developments and effects will actually occur. Many factors may cause the actual development to be materially different from the expectations expressed here. Such factors include, for example and without limitation, changes in general economic and business conditions, fluctuations in currency exchange rates or interest rates, the introduction of competing products, the lack of acceptance for new products or services and changes in business strategy.
- › All statements with regard to markets or market position(s) of Continental or any of its competitors are estimates of Continental based on data available to Continental. Such data are neither comprehensive nor independently verified. Consequently, the data used are not adequate for and the statements based on such data are not meant to be, an accurate or proper definition of regional and/or product markets or market shares of Continental and any of the participants in any market.
- › 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.

## Contact

### Equity and Debt Markets Relations

Vahrenwalder Str. 9  
30165 Hanover  
Germany  
[www.continental-ir.com](http://www.continental-ir.com)

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

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

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

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

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

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



# Continental

## Financial Calendar

### 2015

|   |                  |
|---|------------------|
| Annual Financial Press Conference                         | March 5, 2015    |
| Annual Shareholders' Meeting (incl. key data for Q1 2015) | April 30, 2015   |
| Q1 Financial Report                                       | May 7, 2015      |
| Half Year Financial Report                                | August 4, 2015   |
| Nine Month Financial Report                               | November 9, 2015 |

### 2016

|   |                |
|---|----------------|
| Preliminary figures for the fiscal year 2015              | January 2016   |
| Annual Financial Press Conference                         | March 2016     |
| Annual Shareholders' Meeting (incl. key data for Q1 2016) | 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 June 30, 2015      | 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

Early redemption as  
at Sept. 15, 2015

| Issuer   | Conti-Gummi Finance B.V.,<br>Netherlands <sup>1</sup>                | Continental AG  | Continental Rubber of<br>America, Corp., USA <sup>1</sup>            | Continental AG   |
|--|--|---|--|--|
| <b>Issue</b>   | Senior Notes   | Senior Notes  | Senior Notes   | Senior Notes   |
| <b>Principal amount</b>  | €750 mn  | €750 mn   | \$950 mn   | €750 mn  |
| <b>Offering price</b>  | 99.595%  | 98.950%   | 100.000%   | 99.228%  |
| <b>Rating at issuance date</b>   | Ba1 (Moody's <sup>4</sup> )<br>BB (S&P)<br>BBB (Fitch <sup>2</sup> ) | Ba2 (Moody's <sup>4</sup> )<br>BB (S&P)<br>BB (Fitch <sup>2</sup> ) | Ba3 (Moody's <sup>4</sup> )<br>BB- (S&P)<br>BB (Fitch <sup>2</sup> ) | Ba1 (Moody's <sup>4</sup> )<br>BB (S&P)<br>BBB (Fitch <sup>2</sup> ) |
| <b>Current corporation<br/>and bond ratings<sup>3</sup></b>                    | <b>BBB (Fitch), BBB (S&amp;P), Baa1 (Moody's<sup>4</sup>)</b>        |   |  |  |
| <b>Coupon</b>  | 2.5% p.a.  | 3.0% p.a.   | 4.5% p.a.  | 3.125% p.a.  |
| <b>Issue date</b>  | Sept. 19, 2013   | Jul. 16, 2013   | Sept. 24, 2012   | Sept. 9, 2013  |
| <b>Maturity</b>  | <b>Mar. 20, 2017</b>   | <b>Jul. 16, 2018</b>  | <b>Sept. 15, 2019</b>  | <b>Sept. 9, 2020</b>   |
| <b>Start of period for early<br/>redemption (60-90 days'<br/>prior notice)</b> | ---  | ---   | Sept. 15, 2015   | ---  |
| <b>Interest payment</b>  | Annual<br>Mar. 20  | Semi annual<br>Jan. 16/Jul. 16                                      | Semi annual<br>Mar. 15/Sept. 15                                      | Annual<br>Sept. 9  |
| <b>WKN</b>   | A1VC6B   | A1X24V  | A1G9JJ   | A1X3B7   |
| <b>ISIN</b>  | XS0972719412   | XS0953199634  | DE000A1G9JJ0   | XS0969344083   |
| <b>Denomination</b>  | €1,000 with min. tradable<br>amount €1,000                           | €1,000 with min. tradable<br>amount €1,000                          | \$1,000 with min. tradable<br>amount \$150,000                       | €1,000 with min. tradable<br>amount €1,000                           |

<sup>1</sup> Guaranteed by Continental AG only since April 24, 2014

<sup>2</sup> Non-contracted rating at date of issuance

<sup>3</sup> Fitch since Jul. 15, 2013; S&P since Dec. 6, 2013; Moody's since June 30, 2015

<sup>4</sup> Non-contracted rating since Feb. 1, 2014

# Back-up

## 6) Back-up

### Overview of Volume Development

| Units (YOY change)                            | Q1/13 | H1/13 | 9M/13 | FY 13 | Q1/14 | H1/14 | 9M/14 | FY 14 | Q1/15 | H1/15 |
|---|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| <b>Market data for PC &amp; LT production</b> |       |       |       |       |       |       |       |       |       |       |
| EU  | -9%   | -3%   | -1%   | 1%    | 9%    | 6%    | 4%    | 3%    | 2%    | 2%    |
| NAFTA   | 1%    | 4%    | 5%    | 5%    | 5%    | 4%    | 5%    | 5%    | 1%    | 2%    |
| EU and NAFTA combined                         | -4%   | 0%    | 2%    | 3%    | 7%    | 5%    | 5%    | 4%    | 2%    | 2%    |
| Worldwide                                     | 0%    | 2%    | 3%    | 4%    | 5%    | 4%    | 4%    | 3%    | 2%    | 1%    |
| <b>Continental</b>                            |       |       |       |       |       |       |       |       |       |       |
| Electronic stability control (ESC)            | 13%   | 14%   | 15%   | 15%   | 14%   | 12%   | 11%   | 12%   | 16%   | 14%   |
| Anti-lock brake system (ABS)                  | -24%  | -24%  | -21%  | -19%  | -13%  | -11%  | -16%  | -19%  | -34%  | -31%  |
| Boosters                                      | -4%   | -2%   | 0%    | 0%    | 8%    | 10%   | 6%    | 5%    | -1%   | -4%   |
| Calipers                                      | 2%    | 7%    | 7%    | 6%    | 7%    | 2%    | 1%    | 0%    | -1%   | 0%    |
| Advanced driver assistance systems (ADAS)     | 51%   | 57%   | 57%   | 58%   | 53%   | 50%   | 47%   | 47%   | 46%   | 53%   |
| Engine electronic control units (ECUs)        | -11%  | -8%   | -4%   | -1%   | 7%    | 6%    | 6%    | 4%    | -1%   | -3%   |
| Injectors                                     | -10%  | -7%   | -3%   | -1%   | -3%   | -3%   | -5%   | -5%   | -8%   | -8%   |
| Transmissions                                 | 4%    | 7%    | 10%   | 12%   | 8%    | 8%    | 6%    | 6%    | 6%    | 2%    |
| Turbochargers                                 | 296%  | 207%  | 179%  | 108%  | 64%   | 68%   | 71%   | 78%   | 59%   | 45%   |
| <b>Market data tires</b>                      |       |       |       |       |       |       |       |       |       |       |
| PC & LT replacement tires Europe              | -10%  | -4%   | -1%   | -1%   | 6%    | 5%    | 4%    | 2%    | -1%   | 2%    |
| PC & LT replacement tires NAFTA               | -2%   | 0%    | 4%    | 4%    | 7%    | 6%    | 5%    | 6%    | -6%   | 0%    |
| Commercial vehicle tires OE Europe            | -3%   | 0%    | 0%    | 0%    | 1%    | -7%   | -4%   | -7%   | 0%    | 4%    |
| Commercial vehicle tires OE NAFTA             | -12%  | -13%  | -9%   | -2%   | 6%    | 10%   | 12%   | 12%   | 21%   | 17%   |
| Commercial vehicle replacement tires Europe   | 5%    | 8%    | 9%    | 9%    | 15%   | 6%    | 3%    | 1%    | -4%   | 2%    |
| Commercial vehicle replacement tires NAFTA    | -1%   | -2%   | -2%   | -2%   | 9%    | 9%    | 9%    | 8%    | 3%    | 5%    |
| <b>Continental</b>                            |       |       |       |       |       |       |       |       |       |       |
| PC & LT tires                                 | -6%   | -1%   | 1%    | 2%    | 9%    | 6%    | 5%    | 3%    | -1%   | 3%    |
| Commercial vehicle tires                      | -4%   | 2%    | 5%    | 6%    | 13%   | 8%    | 5%    | 3%    | -3%   | 0%    |
| ContiTech organic sales growth                | -2%   | 0%    | 0%    | 2%    | 5%    | 2%    | 2%    | 1%    | 2%    | 4%    |

## 6) Back-up

### Corporation Highlights H1 2015

|                     |   |
|---------------------|---|
| › Sales             | Increase of 15.8% to €19,598.6 mn (PY: €16,918.1 mn); organic sales up 3.7%   |
| › EBITDA            | Increase of 16.5% to €3,036.5 mn (PY: €2,605.8 mn)  |
| › EBIT              | Increase to €2,161.2 mn (PY: €1,810.1 mn);<br>Adj. EBIT <sup>1</sup> increase to €2,304,1 mn (12.2% adj. EBIT <sup>1</sup> margin);<br>PPA <sup>2</sup> effect -€67.1 mn; total special effects -€14.5 mn |
| › NIAT <sup>3</sup> | Increase to €1,448.6 mn (PY: €1,303.8 mn)   |
| › EPS <sup>3</sup>  | EPS of €7.24 (PY: €6.52)<br>EPS before PPA <sup>2</sup> €7.48 (PY: €6.89 before PPA <sup>2</sup> )  |
| › Capex             | Capex increased to €815.8 mn (PY: €793.9 mn); capex ratio 4.2% of sales; capex to depreciation coverage 0.9x (1.0x ex PPA <sup>2</sup> )  |
| › R&D               | Expenses for research and development increased by 18.7% to €1,274.3 mn (PY: €1,073.8 mn); R&D ratio 6.5% of sales (PY: 6.3%)   |
| › Cash flow         | Operating cash flow up by €270.3 mn to €1,713.8 mn; free cash flow €282.0 mn  |
| › Net debt          | Net indebtedness up by €1,412.1 mn to €4,235.6 mn vs. FY 2014;<br>Liquidity and undrawn credit lines amounted to €6,413.8 mn  |

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

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

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

## 6) Back-up

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

| (mn €) <sup>1</sup>  | 2010          | 2011          | 2012          | 2013          | 2014          | LTM Q2 2015   |
|--|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>Cash flow statement</b>                                 |               |               |               |               |               |               |
| <b>Adjusted EBITDA<sup>2</sup></b>                         | <b>3,662</b>  | <b>4,247</b>  | <b>4,822</b>  | <b>5,094</b>  | <b>5,318</b>  | <b>5,729</b>  |
| <b>Reported EBITDA</b>                                     | <b>3,588</b>  | <b>4,228</b>  | <b>4,967</b>  | <b>5,095</b>  | <b>5,134</b>  | <b>5,565</b>  |
| Net cash interest paid                                     | -703          | -662          | -575          | -534          | -158          | -147          |
| Tax paid   | -493          | -466          | -684          | -805          | -775          | -991          |
| Change in net working capital <sup>3</sup>                 | -497          | -556          | 564           | -4            | -207          | -5            |
| Other <sup>4</sup>   | -46           | -256          | -488          | -30           | 175           | 18            |
| <b>Cash flow arising from operating activities</b>         | <b>1,849</b>  | <b>2,289</b>  | <b>3,785</b>  | <b>3,722</b>  | <b>4,168</b>  | <b>4,439</b>  |
| <b>Cash flow arising from investing activities</b>         | <b>-1,282</b> | <b>-1,798</b> | <b>-2,132</b> | <b>-1,904</b> | <b>-2,153</b> | <b>-2,717</b> |
| - thereof capex in PPE and intangibles                     | -1,324        | -1,813        | -2,081        | -2,024        | -2,110        | -2,133        |
| <b>Cash flow before financing activities</b>               | <b>567</b>    | <b>491</b>    | <b>1,653</b>  | <b>1,818</b>  | <b>2,015</b>  | <b>1,722</b>  |
| <b>Balance sheet</b>                                       |               |               |               |               |               |               |
| Cash and cash equivalents                                  | 1,471         | 1,541         | 2,397         | 2,045         | 3,244         | 2,350         |
| Derivative instruments and interest-bearing investments    | 202           | 249           | 536           | 303           | 364           | 419           |
| Total indebtedness   | 8,991         | 8,562         | 8,253         | 6,638         | 6,432         | 7,004         |
| <b>Net indebtedness</b>                                    | <b>7,317</b>  | <b>6,772</b>  | <b>5,320</b>  | <b>4,289</b>  | <b>2,824</b>  | <b>4,236</b>  |
| <b>Credit ratios</b>                                       |               |               |               |               |               |               |
| <b>Net indebtedness / adj. EBITDA<sup>2</sup></b>          | <b>2.0x</b>   | <b>1.6x</b>   | <b>1.1x</b>   | <b>0.8x</b>   | <b>0.5x</b>   | <b>0.7x</b>   |
| <b>Net cash interest paid coverage (Ratio)<sup>5</sup></b> | <b>5.2x</b>   | <b>6.4x</b>   | <b>8.4x</b>   | <b>9.5x</b>   | <b>33.7x</b>  | <b>38.9x</b>  |

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

<sup>2</sup> Adjusted EBITDA starting 2010 as defined in syndicated loan but IAS 19 (rev. 2011) not applied in 2012

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

<sup>4</sup> Includes dividends received, income from at-equity accounted 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

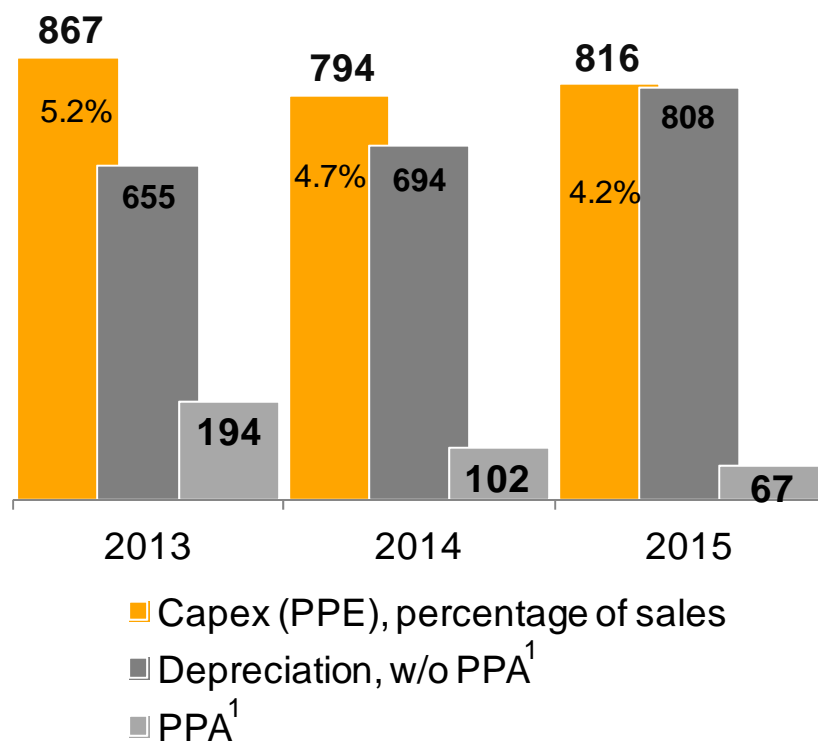
<sup>5</sup> Adj. EBITDA to net cash interest paid

<sup>6</sup> Since 2012

## 6) Back-up

### Capex and Depreciation and EPS Breakdown H1 2015

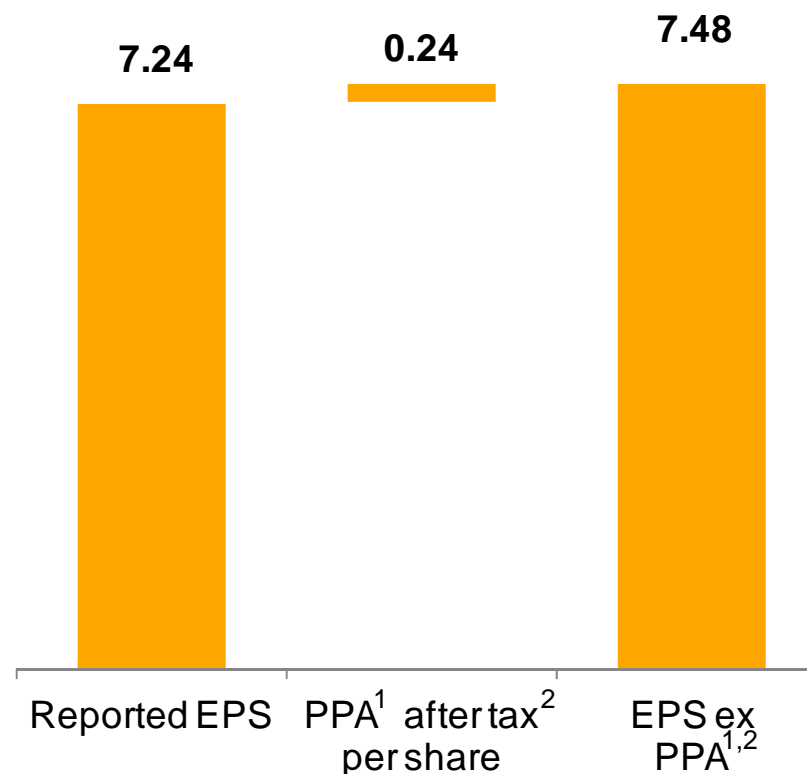
Capex, Depreciation & PPA<sup>1</sup> (mn €)



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

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

EPS ex PPA<sup>1,2</sup> (€)

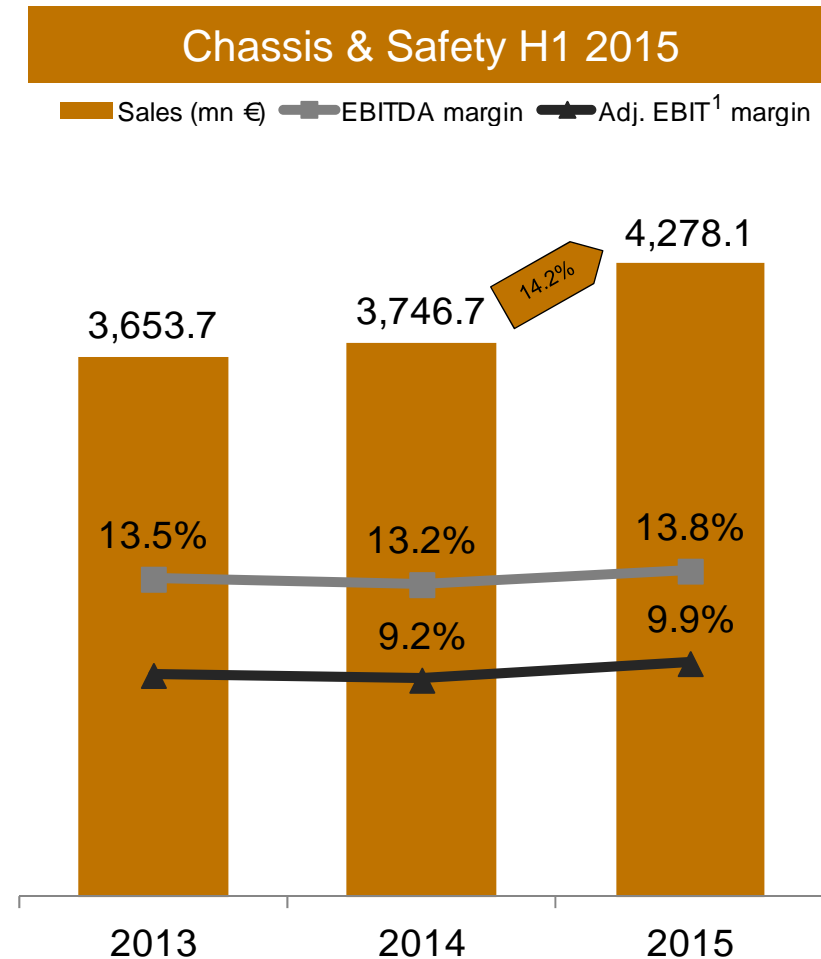




## 6) Back-up

### Automotive Group Financials – Chassis & Safety

- › Sales increased by 5.3% before consolidation and FX effects
- › EBITDA increased by €94.7 mn to €590.7 mn (+19.1%)
- › Adj. EBIT<sup>1</sup> increased by €78.9 mn to €424.6 mn (adj. EBIT<sup>1</sup> margin 9.9%)
- › EBIT increased by €92.6 mn to €424.2 mn (EBIT margin 9.9%)
- › PPA effect in H1 2015: -€0.4 mn
- › No special effects in H1 2015

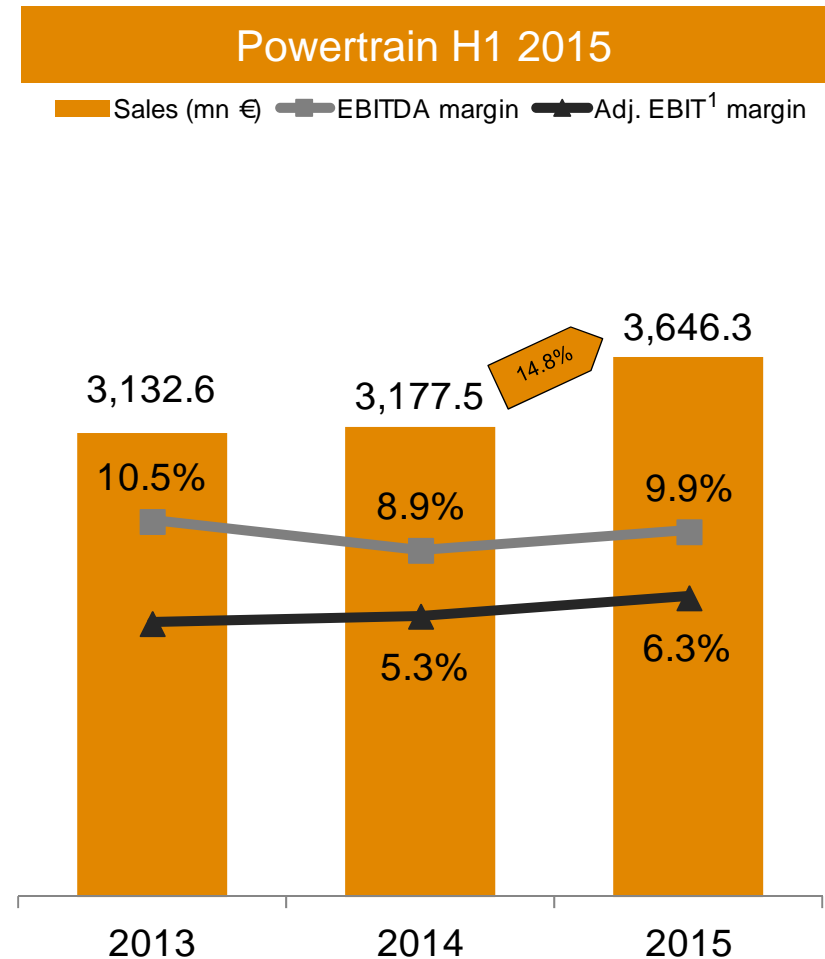


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details.

## 6) Back-up

### Automotive Group Financials – Powertrain

- › Sales increased by 2.4% before consolidation and FX effects
- › EBITDA increased by €78.4 mn to €360.7 mn (+27.8%)
- › Adj. EBIT<sup>1</sup> increased by €53.3 mn to €222.5 mn (adj. EBIT<sup>1</sup> margin 6.3%)
- › EBIT increased by €100.3 mn to €197.7 mn (EBIT margin 5.4%)
- › PPA effect in H1 2015: -€4.1 mn
- › No special effects in H1 2015

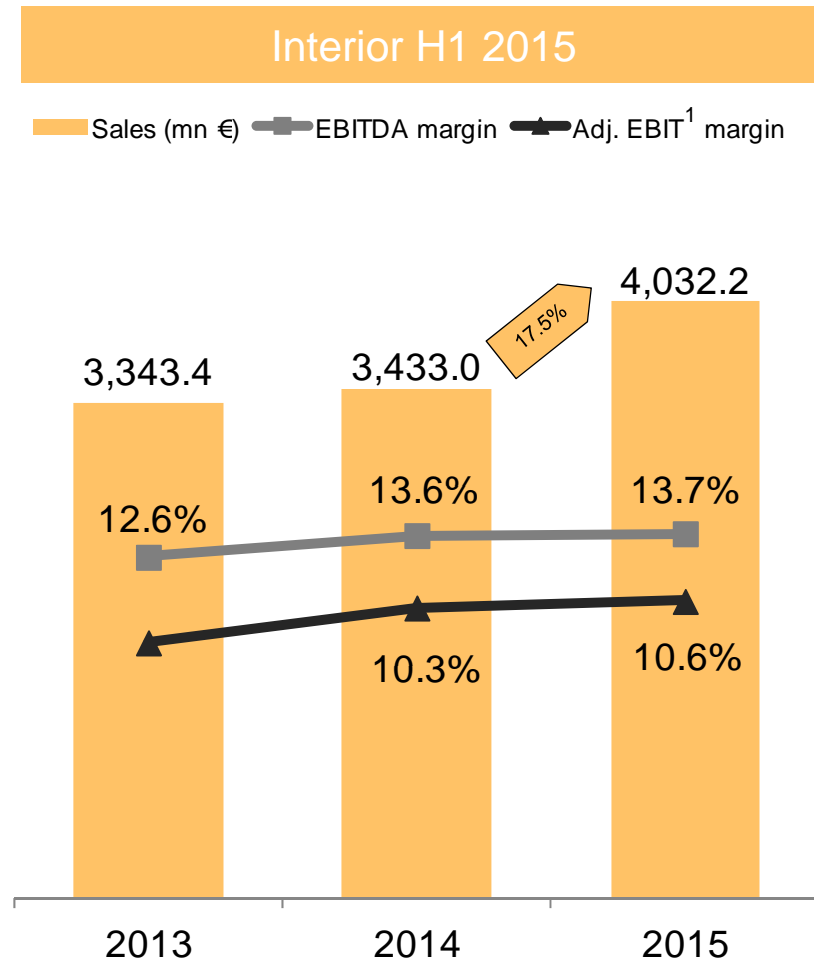


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details.

## 6) Back-up

### Automotive Group Financials – Interior

- › Sales increased by 8.6% before consolidation and FX effects
- › EBITDA increased by €85.0 mn to €552.7 mn (+18.2%)
- › Adj. EBIT<sup>1</sup> increased by €72.2 mn to €425.8 mn (adj. EBIT<sup>1</sup> margin 10.6%)
- › EBIT increased by €132.5 mn to €425.0 mn (EBIT margin 10.5%)
- › PPA effect in H1 2015: -€0.8 mn
- › No special effects in H1 2015

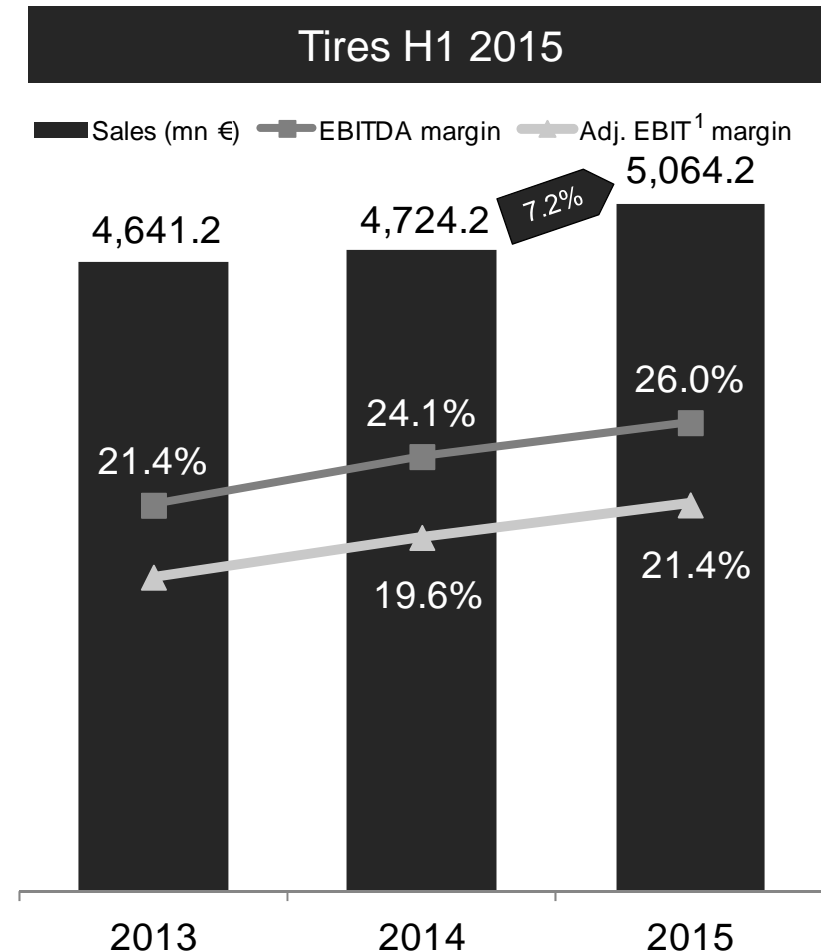


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details.

## 6) Back-up

### Rubber Group Financials – Tires

- › Sales decreased by 0.6% before consolidation and FX effects
- › EBITDA increased by €177.0 mn to €1,314.3 mn (+15.6%)
- › Adj. EBIT<sup>1</sup> increased by €147.6 mn to €1,071.8 mn (adj. EBIT<sup>1</sup> margin 21.4%)
- › EBIT increased by €135.0 mn to €1,058.1 mn (EBIT margin 20.9%)
- › PPA effect in H1 2015: -€3.9 mn
- › Special effects in H1 2015: -€0.3 mn

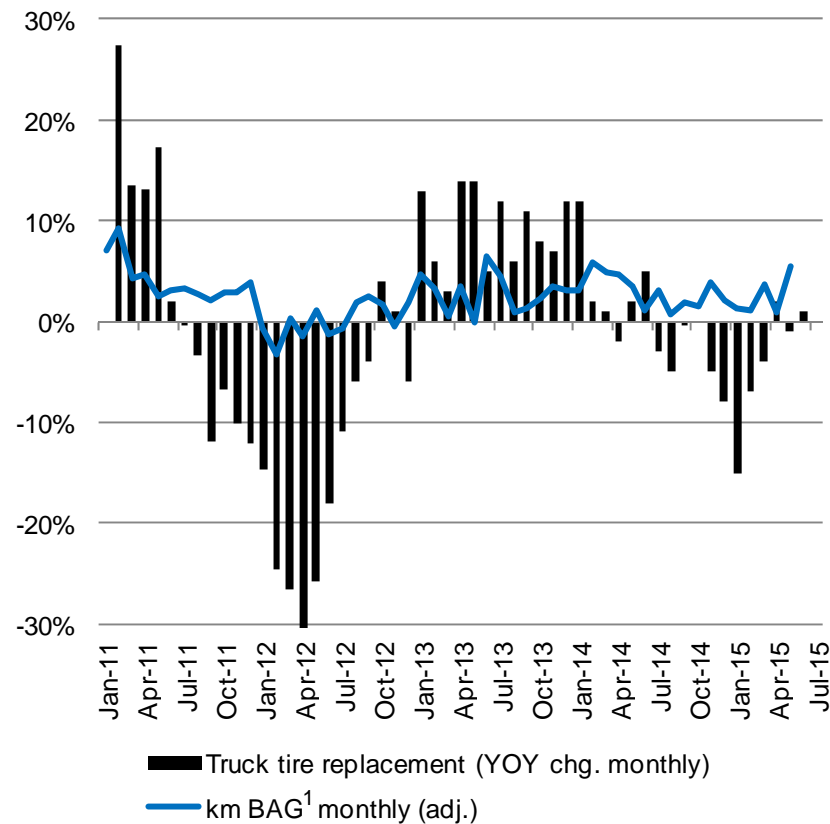


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details.

## 6) Back-up

### Tires – Commercial Vehicle Tire Demand

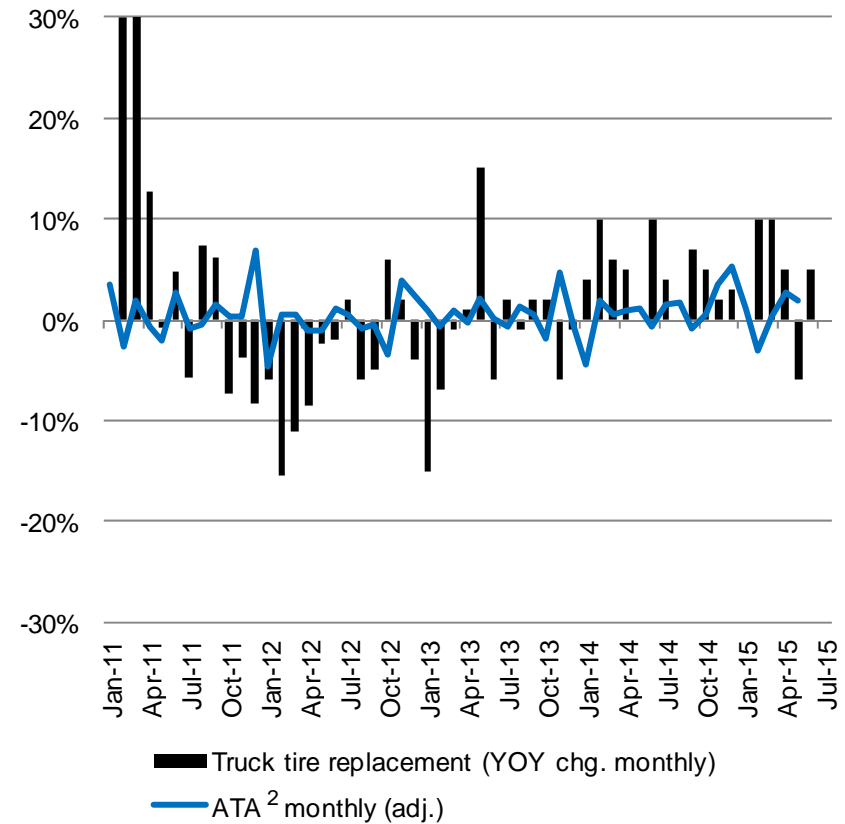
Replacement Tire Demand  
for Truck Tires Europe



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

<sup>2</sup> ATA = American Trucking Association (miles traveled)

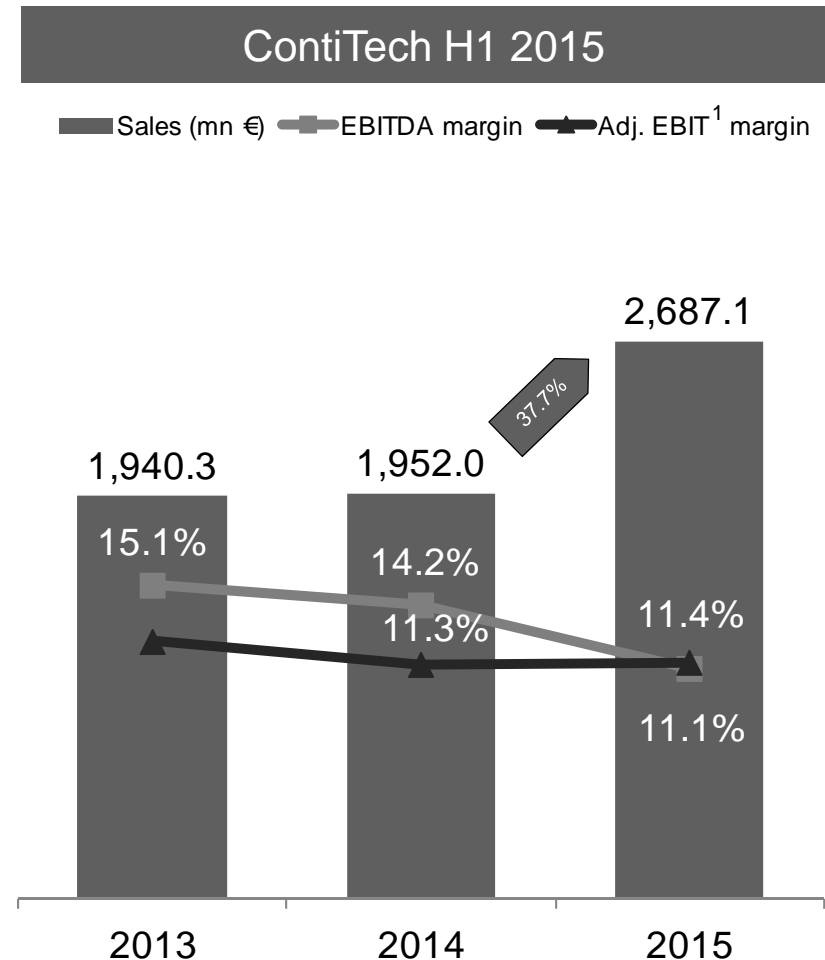
Replacement Tire Demand  
for Truck Tires NAFTA



## 6) Back-up

### Rubber Group Financials – ContiTech

- › Sales increased by 3.7% before consolidation and FX effects
- › EBITDA increased by €21.7 mn to €298.3 mn (+7.8%)
- › Adj. EBIT<sup>1</sup> increased by €20.1 mn to €240.4 mn (adj. EBIT<sup>1</sup> margin 11.4%)
- › EBIT decreased by €82.6 mn to €137.2 mn (EBIT margin 5.1%)
- › PPA effect in H1 2015: -€57.9 mn
- › Special effects in H1 2015: -€14.2 mn primarily due to restructuring of Salzgitter location



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

# Fact Sheets 2013 – 2015

## 6) Fact Sheets

### Quarterly Sales Analysis

| Sales (mn €)            | 2013    |         |         |         |          | 2014    |         |         |         |          | 2015    |          |    |    |    |
|-------------------------|---------|---------|---------|---------|----------|---------|---------|---------|---------|----------|---------|----------|----|----|----|
|                         | Q1      | Q2      | Q3      | Q4      | FY       | Q1      | Q2      | Q3      | Q4      | FY       | Q1      | Q2       | Q3 | Q4 | FY |
| C&S                     | 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  | 2,136.0 | 2,142.1  |    |    |    |
| Powertrain              | 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  | 1,826.5 | 1,819.8  |    |    |    |
| Interior                | 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  | 1,975.2 | 2,057.0  |    |    |    |
| Tires                   | 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  | 2,419.8 | 2,644.4  |    |    |    |
| ContiTech               | 941.6   | 998.7   | 961.9   | 976.1   | 3,878.3  | 973.4   | 978.6   | 979.6   | 999.6   | 3,931.2  | 1,268.3 | 1,418.8  |    |    |    |
| Other / Consolidation   | -69.6   | -67.3   | -64.4   | -64.4   | -265.7   | -58.0   | -57.3   | -55.6   | -50.7   | -221.6   | -56.9   | -52.4    |    |    |    |
| Continental Corporation | 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 | 9,568.9 | 10,029.7 |    |    |    |

| Changes Y-o-Y in %      | 2014 |      |     |      |     | 2015 |      |    |    |    |
|-------------------------|------|------|-----|------|-----|------|------|----|----|----|
|                         | Q1   | Q2   | Q3  | Q4   | FY  | Q1   | Q2   | Q3 | Q4 | FY |
| C&S                     | 4.8  | 0.4  | 1.3 | 7.1  | 3.4 | 13.7 | 14.6 |    |    |    |
| Powertrain              | 3.5  | -0.5 | 5.0 | 7.1  | 3.7 | 15.7 | 13.9 |    |    |    |
| Interior                | 4.9  | 0.6  | 7.0 | 11.8 | 6.0 | 16.2 | 18.6 |    |    |    |
| Tires                   | 4.3  | -0.5 | 3.2 | 1.6  | 2.1 | 4.4  | 9.9  |    |    |    |
| ContiTech               | 3.4  | -2.0 | 1.8 | 2.4  | 1.4 | 30.3 | 45.0 |    |    |    |
| Continental Corporation | 4.4  | -0.2 | 3.8 | 6.1  | 3.5 | 14.0 | 17.6 |    |    |    |



## 6) Fact Sheets

### Quarterly EBITDA Analysis

| EBITDA (mn €)           | 2013    |         |         |         |         | 2014    |         |         |         |         | 2015    |         |    |    |    |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|----|----|----|
|                         | Q1      | Q2      | Q3      | Q4      | FY      | Q1      | Q2      | Q3      | Q4      | FY      | Q1      | Q2      | Q3 | Q4 | FY |
| C&S                     | 241.8   | 250.3   | 245.8   | 252.3   | 990.2   | 254.0   | 242.0   | 262.0   | 260.1   | 1,018.1 | 297.3   | 293.4   |    |    |    |
| Powertrain              | 158.9   | 168.5   | 160.7   | 162.1   | 650.2   | 157.0   | 125.3   | -11.9   | 172.9   | 443.3   | 177.2   | 183.5   |    |    |    |
| Interior                | 202.1   | 220.1   | 214.5   | 213.5   | 850.2   | 223.2   | 244.5   | 229.7   | 248.9   | 946.3   | 252.9   | 299.8   |    |    |    |
| Tires                   | 459.2   | 533.2   | 590.9   | 554.4   | 2,137.7 | 545.4   | 591.9   | 603.5   | 540.0   | 2,280.8 | 579.7   | 734.6   |    |    |    |
| ContiTech               | 135.9   | 157.5   | 139.7   | 143.2   | 576.3   | 143.7   | 132.9   | 144.7   | 130.5   | 551.8   | 129.2   | 169.1   |    |    |    |
| Other / Consolidation   | -28.5   | -19.7   | -29.1   | -32.3   | -109.6  | -27.5   | -26.6   | -24.7   | -27.7   | -106.5  | -33.1   | -47.1   |    |    |    |
| Continental Corporation | 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 | 1,403.2 | 1,633.3 |    |    |    |

| EBITDA margin in %      | 2013 |      |      |      |      | 2014 |      |      |      |      | 2015 |      |    |    |    |
|-------------------------|------|------|------|------|------|------|------|------|------|------|------|------|----|----|----|
|                         | Q1   | Q2   | Q3   | Q4   | FY   | Q1   | Q2   | Q3   | Q4   | FY   | Q1   | Q2   | Q3 | Q4 | FY |
| C&S                     | 13.5 | 13.5 | 13.7 | 13.9 | 13.6 | 13.5 | 13.0 | 14.4 | 13.4 | 13.5 | 13.9 | 13.7 |    |    |    |
| Powertrain              | 10.4 | 10.5 | 10.3 | 10.3 | 10.4 | 9.9  | 7.8  | -0.7 | 10.3 | 6.8  | 9.7  | 10.1 |    |    |    |
| Interior                | 12.5 | 12.8 | 13.3 | 12.9 | 12.9 | 13.1 | 14.1 | 13.3 | 13.5 | 13.5 | 12.8 | 14.6 |    |    |    |
| Tires                   | 20.7 | 22.0 | 23.8 | 22.5 | 22.3 | 23.5 | 24.6 | 23.6 | 21.6 | 23.3 | 24.0 | 27.8 |    |    |    |
| ContiTech               | 14.4 | 15.8 | 14.5 | 14.7 | 14.9 | 14.8 | 13.6 | 14.8 | 13.1 | 14.0 | 10.2 | 11.9 |    |    |    |
| Continental Corporation | 14.6 | 15.3 | 15.8 | 15.4 | 15.3 | 15.4 | 15.4 | 13.9 | 14.9 | 14.9 | 14.7 | 16.3 |    |    |    |

| Changes Y-o-Y in %      | 2014 |       |        |      |       | 2015  |      |    |    |    |
|-------------------------|------|-------|--------|------|-------|-------|------|----|----|----|
|                         | Q1   | Q2    | Q3     | Q4   | FY    | Q1    | Q2   | Q3 | Q4 | FY |
| C&S                     | 5.0  | -3.3  | 6.6    | 3.1  | 2.8   | 17.0  | 21.2 |    |    |    |
| Powertrain              | -1.2 | -25.6 | -107.4 | 6.7  | -31.8 | 12.9  | 46.4 |    |    |    |
| Interior                | 10.4 | 11.1  | 7.1    | 16.6 | 11.3  | 13.3  | 22.6 |    |    |    |
| Tires                   | 18.8 | 11.0  | 2.1    | -2.6 | 6.7   | 6.3   | 24.1 |    |    |    |
| ContiTech               | 5.7  | -15.6 | 3.6    | -8.9 | -4.3  | -10.1 | 27.2 |    |    |    |
| Continental Corporation | 10.8 | 0.0   | -9.0   | 2.4  | 0.8   | 8.3   | 24.7 |    |    |    |

## 6) Fact Sheets

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

| Adjusted EBIT <sup>1</sup> (mn €) | 2014  |         |    |    |    | 2015    |         |    |    |    |
|-----------------------------------|-------|---------|----|----|----|---------|---------|----|----|----|
|                                   | Q1    | Q2      | Q3 | Q4 | FY | Q1      | Q2      | Q3 | Q4 | FY |
| C&S                               | 179.1 | 166.6   |    |    |    | 215.2   | 209.4   |    |    |    |
| Powertrain                        | 83.7  | 85.5    |    |    |    | 102.2   | 120.3   |    |    |    |
| Interior                          | 162.7 | 190.9   |    |    |    | 191.3   | 234.5   |    |    |    |
| Tires                             | 441.0 | 483.2   |    |    |    | 459.2   | 612.6   |    |    |    |
| ContiTech                         | 115.8 | 104.5   |    |    |    | 119.5   | 120.9   |    |    |    |
| Other / Consolidation             | -27.6 | -26.7   |    |    |    | -33.5   | -47.5   |    |    |    |
| Continental Corporation           | 954.7 | 1,004.0 |    |    |    | 1,053.9 | 1,250.2 |    |    |    |

| Adjusted EBIT <sup>1</sup> margin in % | 2014 |      |    |    |    | 2015 |      |    |    |    |
|--|------|------|----|----|----|------|------|----|----|----|
|  | Q1   | Q2   | Q3 | Q4 | FY | Q1   | Q2   | Q3 | Q4 | FY |
| C&S                                    | 9.5  | 8.9  |    |    |    | 10.1 | 9.8  |    |    |    |
| Powertrain                             | 5.3  | 5.3  |    |    |    | 5.8  | 6.8  |    |    |    |
| Interior                               | 9.6  | 11.0 |    |    |    | 9.7  | 11.4 |    |    |    |
| Tires                                  | 19.1 | 20.1 |    |    |    | 19.2 | 23.4 |    |    |    |
| ContiTech                              | 11.9 | 10.7 |    |    |    | 11.6 | 11.3 |    |    |    |
| Continental Corporation                | 11.4 | 11.8 |    |    |    | 11.4 | 13.0 |    |    |    |

| Changes Y-o-Y in %      | 2015 |      |    |    |    |
|-------------------------|------|------|----|----|----|
|                         | Q1   | Q2   | Q3 | Q4 | FY |
| C&S                     | 20.2 | 25.7 |    |    |    |
| Powertrain              | 22.1 | 40.7 |    |    |    |
| Interior                | 17.6 | 22.8 |    |    |    |
| Tires                   | 4.1  | 26.8 |    |    |    |
| ContiTech               | 3.2  | 15.7 |    |    |    |
| Continental Corporation | 10.4 | 24.5 |    |    |    |

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

## 6) Fact Sheets

### Quarterly EBIT Analysis

| EBIT (mn €)             | 2013  |       |       |       |         | 2014  |       |        |       |         | 2015  |         |    |    |    |
|-------------------------|-------|-------|-------|-------|---------|-------|-------|--------|-------|---------|-------|---------|----|----|----|
|                         | Q1    | Q2    | Q3    | Q4    | FY      | Q1    | Q2    | Q3     | Q4    | FY      | Q1    | Q2      | Q3 | Q4 | FY |
| C&S                     | 155.3 | 162.7 | 155.1 | 125.8 | 598.9   | 172.3 | 159.3 | 179.5  | 169.1 | 680.2   | 214.9 | 209.3   |    |    |    |
| Powertrain              | 52.1  | 58.3  | 49.5  | 19.6  | 179.5   | 64.5  | 32.9  | -263.3 | 69.1  | -96.8   | 96.7  | 101.0   |    |    |    |
| Interior                | 95.7  | 112.5 | 104.4 | 68.0  | 380.6   | 137.8 | 154.7 | 144.8  | 168.6 | 605.9   | 190.9 | 234.1   |    |    |    |
| Tires                   | 365.2 | 440.3 | 494.6 | 452.6 | 1,752.7 | 440.7 | 482.4 | 486.8  | 419.5 | 1,829.4 | 454.0 | 604.1   |    |    |    |
| ContiTech               | 107.7 | 129.2 | 111.8 | 113.4 | 462.1   | 115.5 | 104.3 | 115.1  | 98.4  | 433.3   | 54.9  | 82.3    |    |    |    |
| Other / Consolidation   | -28.6 | -19.8 | -29.1 | -32.6 | -110.1  | -27.6 | -26.7 | -25.1  | -27.8 | -107.2  | -33.5 | -47.5   |    |    |    |
| Continental Corporation | 747.4 | 883.2 | 886.3 | 746.8 | 3,263.7 | 903.2 | 906.9 | 637.8  | 896.9 | 3,344.8 | 977.9 | 1,183.3 |    |    |    |

| EBIT margin in %        | 2013 |      |      |      |      | 2014 |      |       |      |      | 2015 |      |    |    |    |
|-------------------------|------|------|------|------|------|------|------|-------|------|------|------|------|----|----|----|
|                         | Q1   | Q2   | Q3   | Q4   | FY   | Q1   | Q2   | Q3    | Q4   | FY   | Q1   | Q2   | Q3 | Q4 | FY |
| C&S                     | 8.7  | 8.7  | 8.6  | 6.9  | 8.2  | 9.2  | 8.5  | 9.8   | 8.7  | 9.1  | 10.1 | 9.8  |    |    |    |
| Powertrain              | 3.4  | 3.6  | 3.2  | 1.3  | 2.9  | 4.1  | 2.1  | -16.1 | 4.1  | -1.5 | 5.3  | 5.6  |    |    |    |
| Interior                | 5.9  | 6.5  | 6.5  | 4.1  | 5.8  | 8.1  | 8.9  | 8.4   | 9.1  | 8.7  | 9.7  | 11.4 |    |    |    |
| Tires                   | 16.4 | 18.2 | 20.0 | 18.4 | 18.3 | 19.0 | 20.1 | 19.0  | 16.8 | 18.7 | 18.8 | 22.8 |    |    |    |
| ContiTech               | 11.4 | 12.9 | 11.6 | 11.6 | 11.9 | 11.9 | 10.7 | 11.7  | 9.8  | 11.0 | 4.3  | 5.8  |    |    |    |
| Continental Corporation | 9.3  | 10.3 | 10.6 | 8.9  | 9.8  | 10.8 | 10.6 | 7.4   | 10.1 | 9.7  | 10.2 | 11.8 |    |    |    |

| Changes Y-o-Y in %      | 2014 |       |        |       |        | 2015  |       |    |    |    |
|-------------------------|------|-------|--------|-------|--------|-------|-------|----|----|----|
|                         | Q1   | Q2    | Q3     | Q4    | FY     | Q1    | Q2    | Q3 | Q4 | FY |
| C&S                     | 10.9 | -2.1  | 15.7   | 34.4  | 13.6   | 24.7  | 31.4  |    |    |    |
| Powertrain              | 23.8 | -43.6 | -631.9 | 252.6 | -153.9 | 49.9  | 207.0 |    |    |    |
| Interior                | 44.0 | 37.5  | 38.7   | 147.9 | 59.2   | 38.5  | 51.3  |    |    |    |
| Tires                   | 20.7 | 9.6   | -1.6   | -7.3  | 4.4    | 3.0   | 25.2  |    |    |    |
| ContiTech               | 7.2  | -19.3 | 3.0    | -13.2 | -6.2   | -52.5 | -21.1 |    |    |    |
| Continental Corporation | 20.8 | 2.7   | -28.0  | 20.1  | 2.5    | 8.3   | 30.5  |    |    |    |

## 6) Fact Sheets

### Consolidated Statement of Income

| (mn €)   | H1 2013         | H1 2014         | H1 2015         | Q2 2013        | Q2 2014        | Q2 2015         |
|--|-----------------|-----------------|-----------------|----------------|----------------|-----------------|
| <b>Sales</b>   | <b>16,574.3</b> | <b>16,918.1</b> | <b>19,598.6</b> | <b>8,541.0</b> | <b>8,528.0</b> | <b>10,029.7</b> |
| Cost of sales  | -12,776.1       | -12,694.9       | -14,501.2       | -6,531.8       | -6,400.5       | -7,355.1        |
| <b>Gross margin on sales</b>                                     | <b>3,798.2</b>  | <b>4,223.2</b>  | <b>5,097.4</b>  | <b>2,009.2</b> | <b>2,127.5</b> | <b>2,674.6</b>  |
| Research and development expenses                                | -987.0          | -1,073.8        | -1,274.3        | -487.2         | -529.7         | -631.3          |
| Selling and logistics expenses                                   | -818.7          | -873.4          | -1,074.7        | -412.2         | -442.5         | -553.8          |
| Administrative expenses  | -352.1          | -381.2          | -459.3          | -180.3         | -202.3         | -244.8          |
| Other income and expenses  | -24.7           | -67.3           | -156.1          | -58.5          | -20.3          | -78.4           |
| Income from at-equity accounted investees                        | 14.8            | -17.7           | 27.8            | 7.6            | -26.1          | 16.6            |
| Other income from investments                                    | 0.1             | 0.3             | 0.4             | 4.6            | 0.3            | 0.4             |
| <b>Earnings before interest and taxes</b>                        | <b>1,630.6</b>  | <b>1,810.1</b>  | <b>2,161.2</b>  | <b>883.2</b>   | <b>906.9</b>   | <b>1,183.3</b>  |
| Interest income  | 41.5            | 46.3            | 49.3            | 19.8           | 19.7           | 21.5            |
| Interest expense   | -401.9          | -186.8          | -148.3          | -257.1         | -80.2          | -64.8           |
| <b>Net interest expense</b>                                      | <b>-360.4</b>   | <b>-140.5</b>   | <b>-99.0</b>    | <b>-237.3</b>  | <b>-60.5</b>   | <b>-43.3</b>    |
| <b>Earnings before taxes</b>                                     | <b>1,270.2</b>  | <b>1,669.6</b>  | <b>2,062.2</b>  | <b>645.9</b>   | <b>846.4</b>   | <b>1,140.0</b>  |
| Income tax expense   | -83.8           | -323.9          | -571.2          | 77.2           | -108.3         | -326.8          |
| <b>Net income</b>  | <b>1,186.4</b>  | <b>1,345.7</b>  | <b>1,491.0</b>  | <b>723.1</b>   | <b>738.1</b>   | <b>813.2</b>    |
| Non-controlling interests  | -44.5           | -41.9           | -42.4           | -22.4          | -22.6          | -21.3           |
| <b>Net income attributable to the shareholders of the parent</b> | <b>1,141.9</b>  | <b>1,303.8</b>  | <b>1,448.6</b>  | <b>700.7</b>   | <b>715.5</b>   | <b>791.9</b>    |
| <b>Basic earnings per share in EUR</b>                           | <b>5.71</b>     | <b>6.52</b>     | <b>7.24</b>     | <b>3.50</b>    | <b>3.58</b>    | <b>3.96</b>     |
| <b>Diluted earnings per share in EUR</b>                         | <b>5.71</b>     | <b>6.52</b>     | <b>7.24</b>     | <b>3.50</b>    | <b>3.58</b>    | <b>3.96</b>     |

Interest Income & interest expense: including interest effects from pension obligations, from other long-term employee benefits, and from pension funds. In 2013, the resulting income was reported under interest expense; the comparative figures for the prior years have been restated accordingly.

## 6) Fact Sheets

### Consolidated Statement of Financial Position – Assets

| Assets in €millions  | June 30, 2015   | Dec. 31, 2014   | June 30, 2014   |
|--|-----------------|-----------------|-----------------|
| Goodwill   | 6,168.3         | 5,769.1         | 5,605.4         |
| Other intangible assets  | 1,140.8         | 443.3           | 470.7           |
| Property, plant and equipment                                      | 9,222.2         | 8,446.4         | 7,924.0         |
| Investment property  | 17.4            | 17.5            | 19.9            |
| Investments in at-equity accounted investees                       | 312.0           | 298.5           | 410.6           |
| Other investments  | 12.9            | 10.7            | 10.6            |
| Deferred tax assets  | 1,640.1         | 1,573.4         | 1,106.3         |
| Defined benefit assets   | 3.0             | 1.6             | 7.5             |
| Long-term derivative instruments and interest-bearing investments  | 312.6           | 301.2           | 299.8           |
| Other long-term financial assets                                   | 35.4            | 41.9            | 33.4            |
| Other long-term assets   | 20.5            | 19.7            | 21.2            |
| <b>Non-current assets</b>  | <b>18,885.2</b> | <b>16,923.3</b> | <b>15,909.4</b> |
| Inventories  | 3,605.5         | 2,987.6         | 3,178.6         |
| Trade accounts receivable  | 7,084.3         | 5,846.2         | 5,950.2         |
| Other short-term financial assets                                  | 464.5           | 382.5           | 381.0           |
| Other short-term assets  | 930.1           | 731.3           | 761.3           |
| Income tax receivables   | 128.4           | 60.3            | 67.0            |
| Short-term derivative instruments and interest-bearing investments | 106.3           | 63.1            | 41.9            |
| Cash and cash equivalents  | 2,349.7         | 3,243.8         | 1,919.4         |
| Assets held for sale   | 51.3            | 3.0             | 31.9            |
| <b>Current assets</b>  | <b>14,720.1</b> | <b>13,317.8</b> | <b>12,331.3</b> |
| <b>Total assets</b>  | <b>33,605.3</b> | <b>30,241.1</b> | <b>28,240.7</b> |

## 6) Fact Sheets

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

| Equity and liabilities in €millions                          | June 30, 2015   | Dec. 31, 2014   | June 30, 2014   |
|--|-----------------|-----------------|-----------------|
| Subscribed capital   | 512.0           | 512.0           | 512.0           |
| Capital reserves   | 4,155.6         | 4,155.6         | 4,155.6         |
| Retained earnings  | 8,202.9         | 7,404.3         | 6,339.1         |
| Other comprehensive income                                   | -900.0          | -1,399.8        | -1,262.5        |
| <b>Equity attributable to the shareholders of the parent</b> | <b>11,970.5</b> | <b>10,672.1</b> | <b>9,744.2</b>  |
| Non-controlling interests                                    | 451.3           | 352.5           | 331.9           |
| <b>Total equity</b>  | <b>12,421.8</b> | <b>11,024.6</b> | <b>10,076.1</b> |
| Provisions for pension liabilities and similar obligations   | 3,507.1         | 3,483.7         | 2,682.9         |
| Deferred tax liabilities                                     | 276.4           | 178.5           | 152.0           |
| Long-term provisions for other risks and obligations         | 326.9           | 306.3           | 283.4           |
| Long-term portion of indebtedness                            | 2,775.0         | 5,077.4         | 5,041.6         |
| Other long-term financial liabilities                        | 88.0            | 48.7            | 44.9            |
| Other long-term liabilities                                  | 54.9            | 46.4            | 42.9            |
| <b>Non-current liabilities</b>                               | <b>7,028.3</b>  | <b>9,141.0</b>  | <b>8,247.7</b>  |
| Trade accounts payable                                       | 5,552.8         | 4,861.6         | 4,728.0         |
| Income tax payables  | 677.7           | 577.3           | 619.9           |
| Short-term provisions for other risks and obligations        | 811.6           | 732.7           | 591.5           |
| Indebtedness   | 4,229.2         | 1,354.2         | 1,492.3         |
| Other short-term financial liabilities                       | 1,669.9         | 1,649.2         | 1,405.6         |
| Other short-term liabilities                                 | 1,194.8         | 900.2           | 1,078.7         |
| Liabilities held for sale                                    | 19.2            | 0.3             | 0.9             |
| <b>Current liabilities</b>                                   | <b>14,155.2</b> | <b>10,075.5</b> | <b>9,916.9</b>  |
| <b>Total equity and liabilities</b>                          | <b>33,605.3</b> | <b>30,241.1</b> | <b>28,240.7</b> |

## 6) Fact Sheets

# Consolidated Statement of Cash Flows

|   | January 1 to June 30 |                |
|---|----------------------|----------------|
| in € millions   | 2015                 | 2014           |
| <b>Net income</b>   | <b>1,491.0</b>       | <b>1,345.7</b> |
| Income tax expense  | 571.2                | 323.9          |
| Net interest expense  | 99.0                 | 140.5          |
| <b>EBIT</b>   | <b>2,161.2</b>       | <b>1,810.1</b> |
| Interest paid   | -90.6                | -97.4          |
| Interest received   | 16.1                 | 12.6           |
| Income tax paid   | -568.4               | -352.0         |
| Dividends received  | 27.8                 | 16.1           |
| Depreciation, amortization, impairment and reversal of impairment losses                                  | 875.3                | 795.7          |
| Income from at-equity accounted and other investments, incl. Impairment and reversal of impairment losses | -28.2                | 17.4           |
| Gains from the disposal of assets, companies and business operations                                      | -12.1                | -3.4           |
| Changes in  |                      |                |
| inventories   | -263.0               | -294.3         |
| trade accounts receivable   | -713.8               | -578.0         |
| trade accounts payable  | 394.0                | 87.0           |
| pension and similar obligations   | 30.3                 | 4.3            |
| other assets and liabilities  | -114.8               | 25.4           |
| <b>Cash flow arising from operating activities</b>  | <b>1,713.8</b>       | <b>1,443.5</b> |
| Cash flow from the disposal of property, plant and equipment, and intangible assets                       | 19.9                 | 26.0           |
| Capital expenditure on property, plant and equipment, and software  | -815.8               | -793.9         |
| Capital expenditure on intangible assets from development projects and miscellaneous                      | -34.0                | -33.4          |
| Cash flow from the disposal of companies and business operations  | -1.7                 | 0.2            |
| Acquisition of companies and business operations  | -600.2               | -67.6          |
| <b>Cash flow arising from investing activities</b>  | <b>-1,431.8</b>      | <b>-868.7</b>  |
| <b>Cash flow before financing activities (free cash flow)</b>   | <b>282.0</b>         | <b>574.8</b>   |
| Change in indebtedness  | -582.6               | -185.4         |
| Successive purchases  | -11.1                | —              |
| Dividends paid  | -650.0               | -500.0         |
| Dividends paid to and cash changes from equity transactions with non-controlling interests                | -40.9                | -26.5          |
| Cash and cash equivalents arising from first consolidation of subsidiaries                                | —                    | 0.2            |
| <b>Cash flow arising from financing activities</b>  | <b>-1,284.6</b>      | <b>-711.7</b>  |
| <b>Change in cash and cash equivalents</b>  | <b>-1,002.6</b>      | <b>-136.9</b>  |
| Cash and cash equivalents at the beginning of the reporting period  | 3,243.8              | 2,044.8        |
| Effect of exchange rate changes on cash and cash equivalents  | 108.5                | 11.5           |
| <b>Cash and cash equivalents at the end of the reporting period</b>                                       | <b>2,349.7</b>       | <b>1,919.4</b> |

## 6) Fact Sheets

### H1 2015 Results Reported & Adjusted (mn €) – by Division

|   | <u>Chassis &amp; Safety</u> |                      | <u>Powertrain</u>    |                      | <u>Interior</u>       |                       | <u>Tires</u>          |                         | <u>ContiTech</u>      |                       | <u>Cons./Corr.</u> |               | <u>Corporation</u>      |                         |
|---|-----------------------------|----------------------|----------------------|----------------------|-----------------------|-----------------------|-----------------------|-------------------------|-----------------------|-----------------------|--------------------|---------------|-------------------------|-------------------------|
|   | 2014                        | 2015                 | 2014                 | 2015                 | 2014                  | 2015                  | 2014                  | 2015                    | 2014                  | 2015                  | 2014               | 2015          | 2014                    | 2015                    |
| <b>Sales</b>  | <b>3,746.7</b>              | <b>4,278.1</b>       | <b>3,177.5</b>       | <b>3,646.3</b>       | <b>3,433.0</b>        | <b>4,032.2</b>        | <b>4,724.2</b>        | <b>5,064.2</b>          | <b>1,952.0</b>        | <b>2,687.1</b>        | <b>-115.3</b>      | <b>-109.3</b> | <b>16,918.1</b>         | <b>19,598.6</b>         |
| <b>EBIT</b><br>in % of sales  | <b>331.6</b><br>8.9%        | <b>424.2</b><br>9.9% | <b>97.4</b><br>3.1%  | <b>197.7</b><br>5.4% | <b>292.5</b><br>8.5%  | <b>425.0</b><br>10.5% | <b>923.1</b><br>19.5% | <b>1,058.1</b><br>20.9% | <b>219.8</b><br>11.3% | <b>137.2</b><br>5.1%  | <b>-54.3</b>       | <b>-81.0</b>  | <b>1,810.1</b><br>10.7% | <b>2,161.2</b><br>11.0% |
| <b>Amortization of intangible assets from PPA</b>                                   | <b>14.1</b>                 | <b>0.4</b>           | <b>33.1</b>          | <b>4.1</b>           | <b>49.7</b>           | <b>0.8</b>            | <b>2.0</b>            | <b>3.9</b>              | <b>2.9</b>            | <b>57.9</b>           | <b>0.0</b>         | <b>0.0</b>    | <b>101.8</b>            | <b>67.1</b>             |
| <b>Total special effects</b>  | <b>0.0</b>                  | <b>0.0</b>           | <b>34.5</b>          | <b>0.0</b>           | <b>11.4</b>           | <b>0.0</b>            | <b>-0.2</b>           | <b>0.3</b>              | <b>-2.4</b>           | <b>14.2</b>           | <b>0.0</b>         | <b>0.0</b>    | <b>43.3</b>             | <b>14.5</b>             |
| <b>Total consolidation effects</b>  | <b>0.0</b>                  | <b>0.0</b>           | <b>4.2</b>           | <b>20.7</b>          | <b>0.0</b>            | <b>0.0</b>            | <b>-0.7</b>           | <b>9.5</b>              | <b>0.0</b>            | <b>31.1</b>           | <b>0.0</b>         | <b>0.0</b>    | <b>3.5</b>              | <b>61.3</b>             |
| <b>Total consolidation &amp; special effects</b>                                    | <b>0.0</b>                  | <b>0.0</b>           | <b>38.7</b>          | <b>20.7</b>          | <b>11.4</b>           | <b>0.0</b>            | <b>-0.9</b>           | <b>9.8</b>              | <b>-2.4</b>           | <b>45.3</b>           | <b>0.0</b>         | <b>0.0</b>    | <b>46.8</b>             | <b>75.8</b>             |
| <b>Adjusted operating result (adj. EBIT) <sup>1</sup></b><br>in % of adjusted sales | <b>345.7</b><br>9.2%        | <b>424.6</b><br>9.9% | <b>169.2</b><br>5.3% | <b>222.5</b><br>6.3% | <b>353.6</b><br>10.3% | <b>425.8</b><br>10.6% | <b>924.2</b><br>19.6% | <b>1,071.8</b><br>21.4% | <b>220.3</b><br>11.3% | <b>240.4</b><br>11.4% | <b>-54.3</b>       | <b>-81.0</b>  | <b>1,958.7</b><br>11.6% | <b>2,304.1</b><br>12.2% |

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



## 6) Fact Sheets

### H1 2015 Results Reported & Adjusted (mn €) – by Group

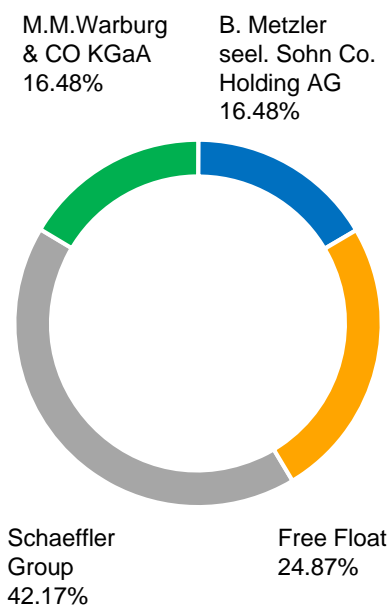
|   | <u>Automotive</u>    |                        | <u>Rubber</u>           |                         | <u>Cons./Corr.</u> |              | <u>Corporation</u>      |                         |
|---|----------------------|------------------------|-------------------------|-------------------------|--------------------|--------------|-------------------------|-------------------------|
|   | 2014                 | 2015                   | 2014                    | 2015                    | 2014               | 2015         | 2014                    | 2015                    |
| <b>Sales</b>  | <b>10,304.8</b>      | <b>11,908.3</b>        | <b>6,633.1</b>          | <b>7,714.7</b>          | <b>-19.8</b>       | <b>-24.4</b> | <b>16,918.1</b>         | <b>19,598.6</b>         |
| <b>EBIT</b><br>in % of sales  | <b>721.4</b><br>7.0% | <b>1,046.9</b><br>8.8% | <b>1,143.0</b><br>17.2% | <b>1,195.3</b><br>15.5% | <b>-54.3</b>       | <b>-81.0</b> | <b>1,810.1</b><br>10.7% | <b>2,161.2</b><br>11.0% |
| <b>Amortization of intangible assets from PPA</b>                                   | <b>96.9</b>          | <b>5.3</b>             | <b>4.9</b>              | <b>61.8</b>             | <b>0.0</b>         | <b>0.0</b>   | <b>101.8</b>            | <b>67.1</b>             |
| <b>Total special effects</b>  | <b>45.9</b>          | <b>0.0</b>             | <b>-2.6</b>             | <b>14.5</b>             | <b>0.0</b>         | <b>0.0</b>   | <b>43.3</b>             | <b>14.5</b>             |
| <b>Total consolidation effects</b>  | <b>4.2</b>           | <b>20.7</b>            | <b>-0.7</b>             | <b>40.6</b>             | <b>0.0</b>         | <b>0.0</b>   | <b>3.5</b>              | <b>61.3</b>             |
| <b>Total consolidation &amp; special effects</b>                                    | <b>50.1</b>          | <b>20.7</b>            | <b>-3.3</b>             | <b>55.1</b>             | <b>0.0</b>         | <b>0.0</b>   | <b>46.8</b>             | <b>75.8</b>             |
| <b>Adjusted operating result (adj. EBIT) <sup>1</sup></b><br>in % of adjusted sales | <b>868.5</b><br>8.4% | <b>1,072.9</b><br>9.1% | <b>1,144.5</b><br>17.3% | <b>1,312.2</b><br>18.6% | <b>-54.3</b>       | <b>-81.0</b> | <b>1,958.7</b><br>11.6% | <b>2,304.1</b><br>12.2% |

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

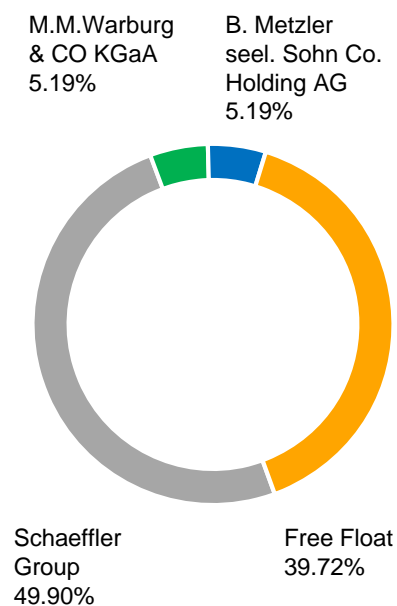
## 6) Fact Sheets

### Shareholder Structure

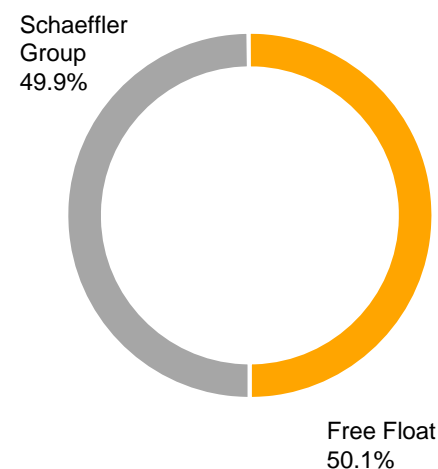
Shareholder Structure  
as at Dec. 31, 2010



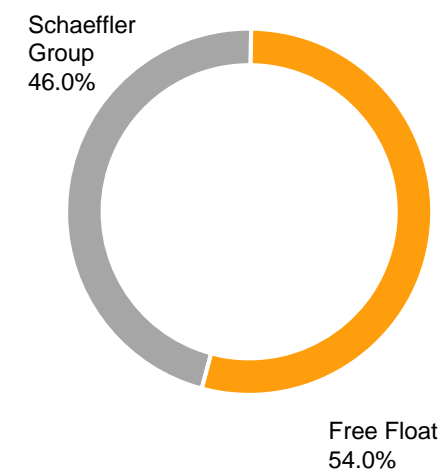
Shareholder Structure  
as at Dec. 31, 2011



Shareholder Structure  
as at Dec. 31, 2012



Shareholder Structure  
since Sept. 17, 2013



Source: Based on publicly available data

## 6) Fact Sheets

### Continental's Credit Rating



# References

## Useful Links

|   |   |
|---|---|
| Continental Investor Relations website                                    | <a href="http://www.continental-ir.com">http://www.continental-ir.com</a>   |
| Annual and interim reports  | <a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/</a>       |
| 2014 Fact Book  | <a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/</a>       |
| Investor Relations events and presentations                               | <a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/events/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/events/</a>                             |
| Sustainability at Continental (presentation and fact sheet for investors) | <a href="http://www.continental-ir.com">http://www.continental-ir.com</a>   |
| Corporate Social Responsibility   | <a href="http://www.continental-sustainability.com">http://www.continental-sustainability.com</a>   |
| Corporate Governance Principles   | <a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/corporate_governance/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/corporate_governance/</a> |
| Continental share   | <a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/share/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/share/</a>                               |
| Continental bonds and rating  | <a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/bonds/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/bonds/</a>                               |
| Continental IR mobile website   | <a href="http://continental.ir-portal.de">http://continental.ir-portal.de</a>   |