



The Future in Motion

## H1 2015 Results

Hanover – August 4, 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 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 €82 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

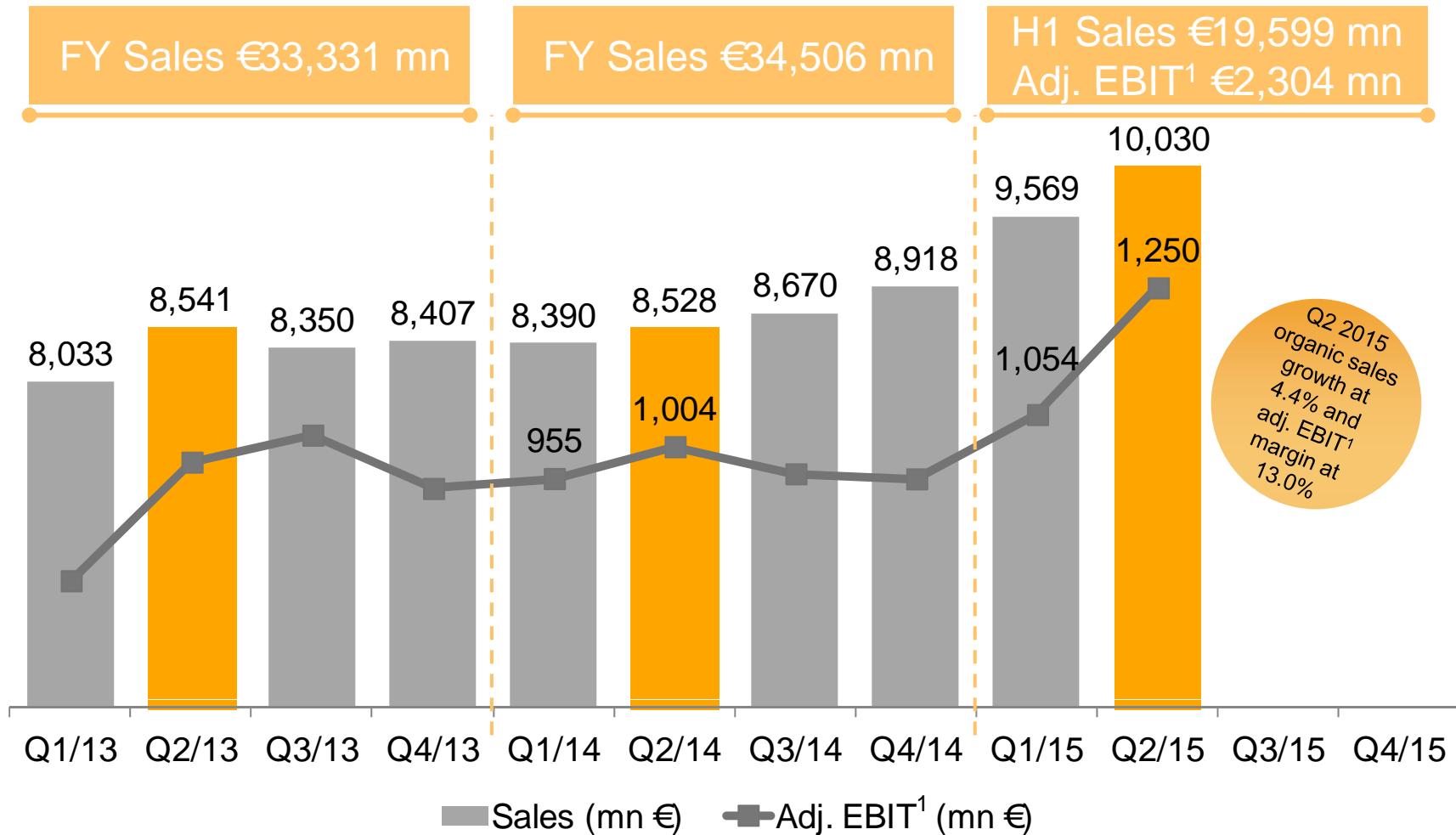
- › **Chassis & Safety:** 9.9% adj. EBIT<sup>1</sup> margin (PY: 9.2%); organic sales up by 5%; unit sales in **ADAS** increased by 53%; operating leverage<sup>2</sup> at 15%
- › **Powertrain:** 6.3% adj. EBIT<sup>1</sup> margin (PY: 5.3%); organic sales increased by 2%; adj. EBIT<sup>1</sup> margin 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

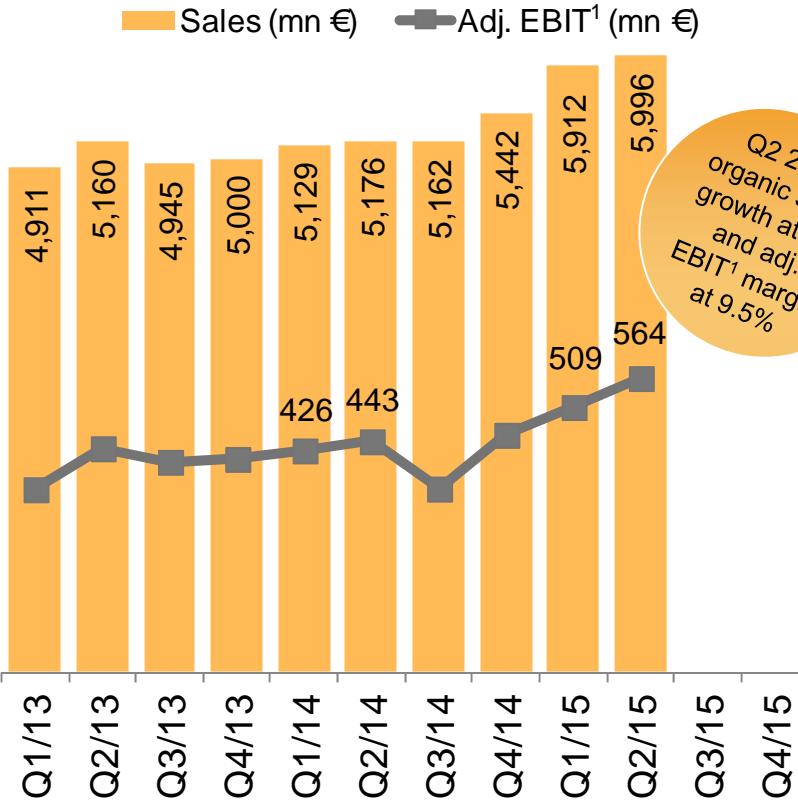
## Sales and Adjusted EBIT<sup>1</sup> by Quarter



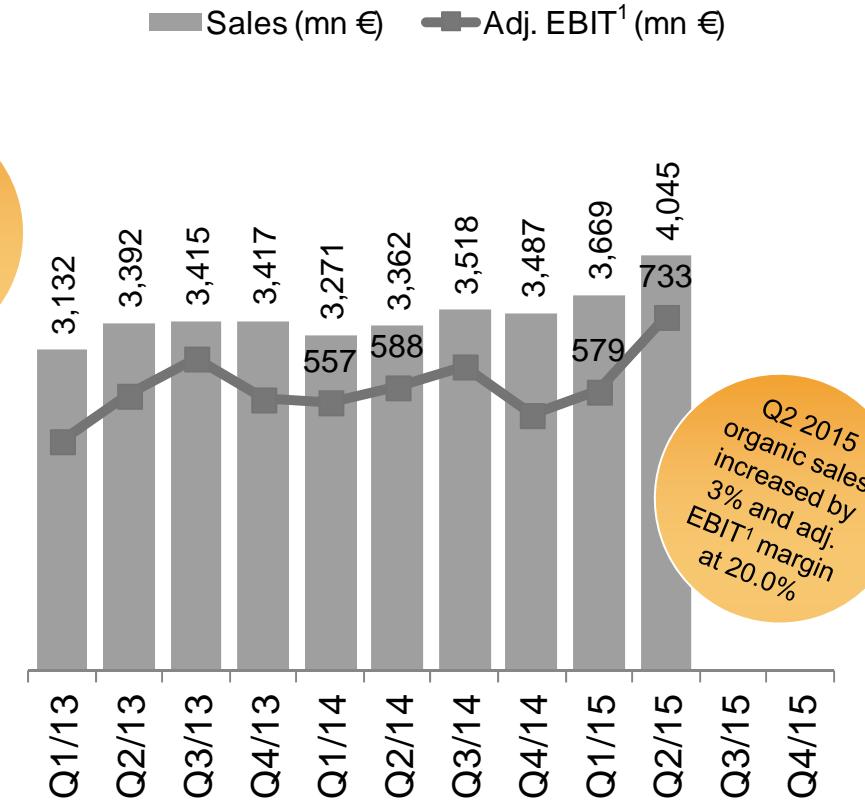
# 1) Corporation Highlights

## Automotive Group and Rubber Group by Quarter

### Automotive Group



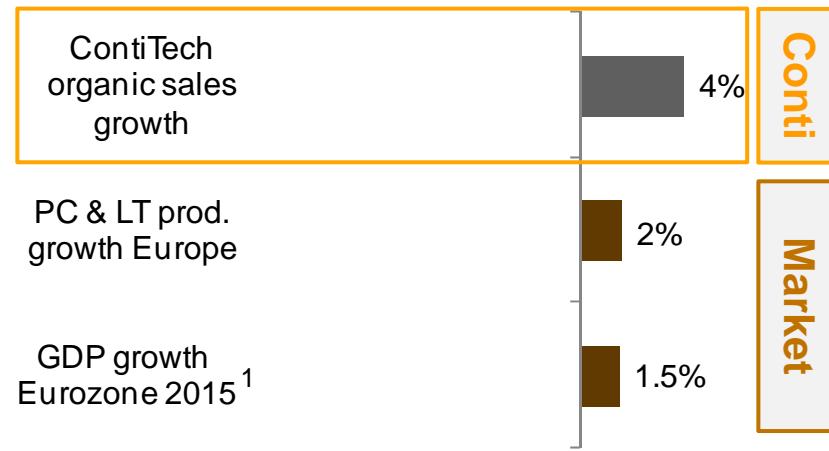
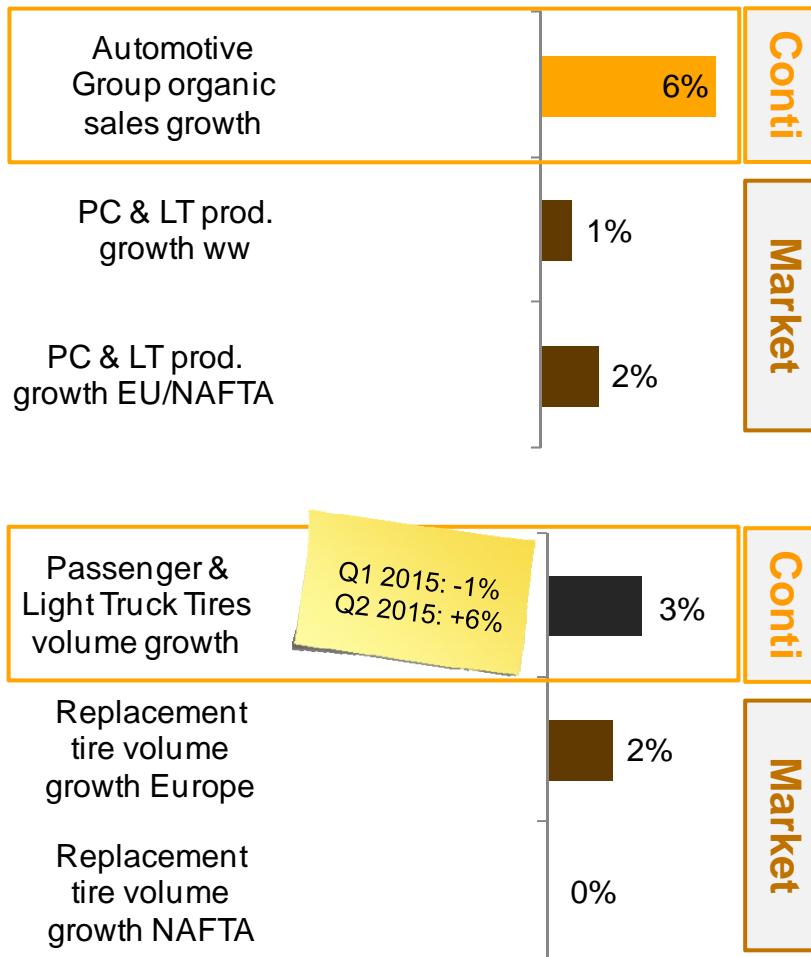
### Rubber Group



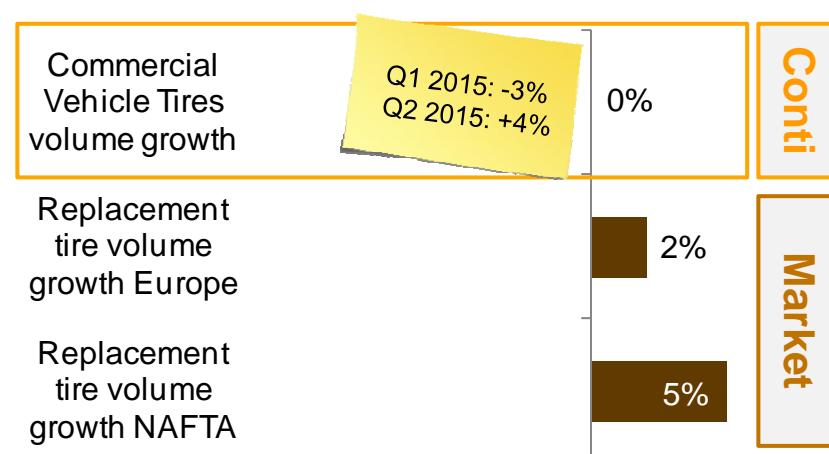
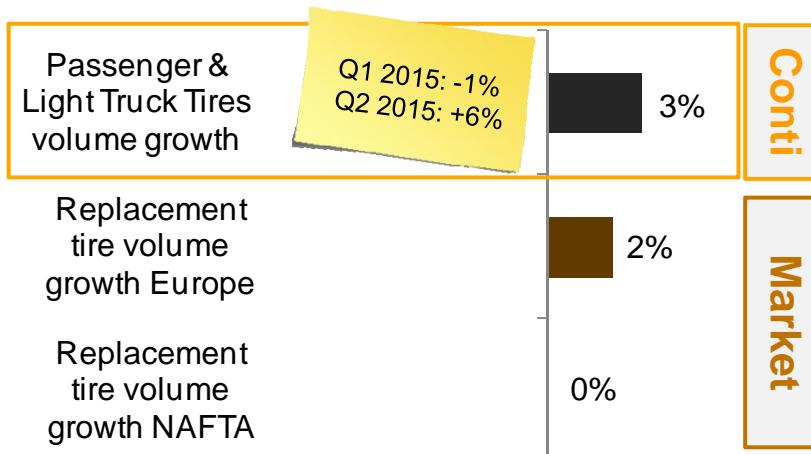
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

# 1) Corporation Highlights

## Growth Profile of the Corporation H1 2015

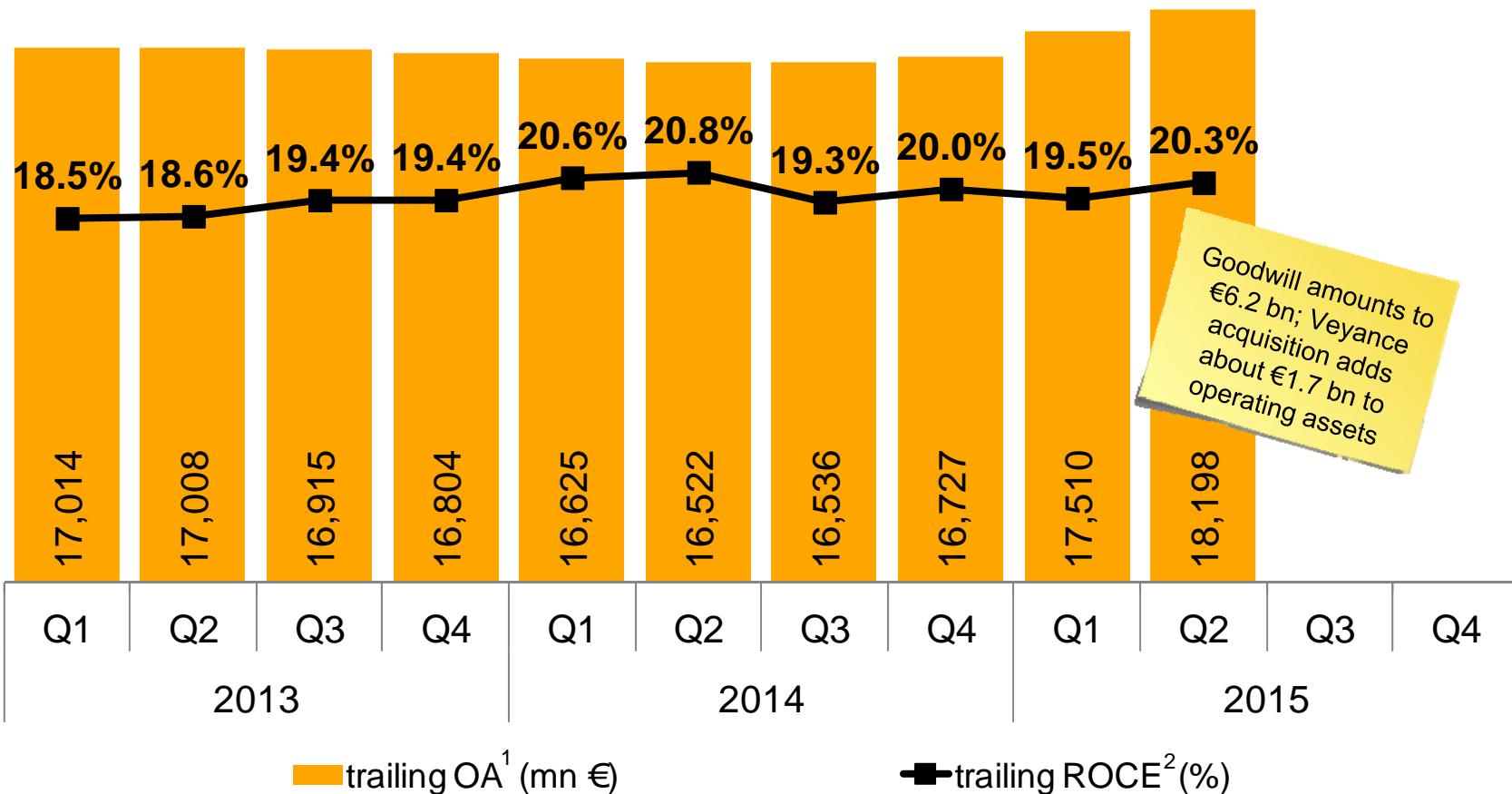


<sup>1</sup> According to IMF (WEO Update July 2015)



# 1) Corporation Highlights

## Sustainable Value Creation

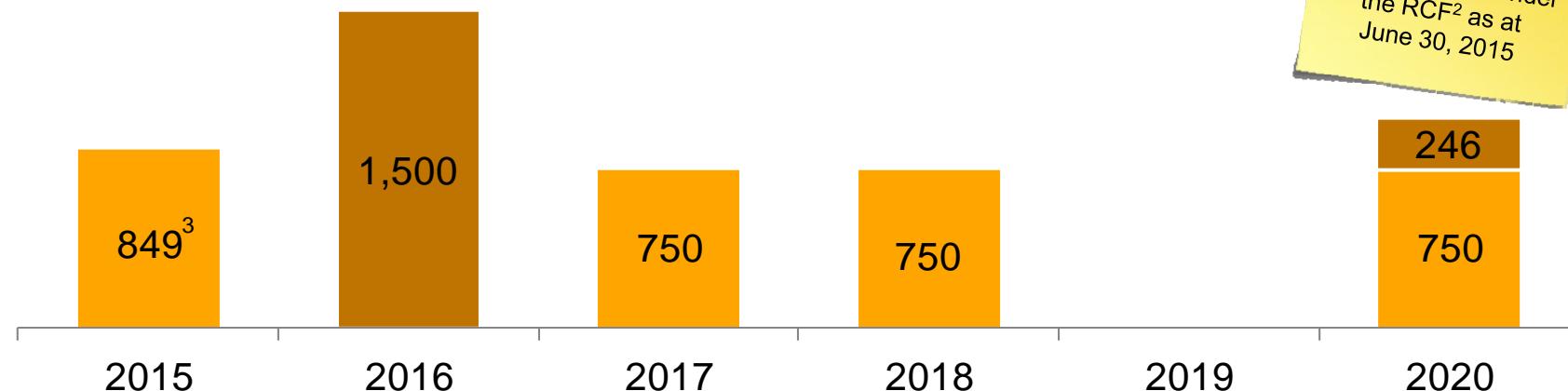


# 1) Corporation Highlights

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

As at June 30, 2015

█ Syndicated loan  
█ Bonds



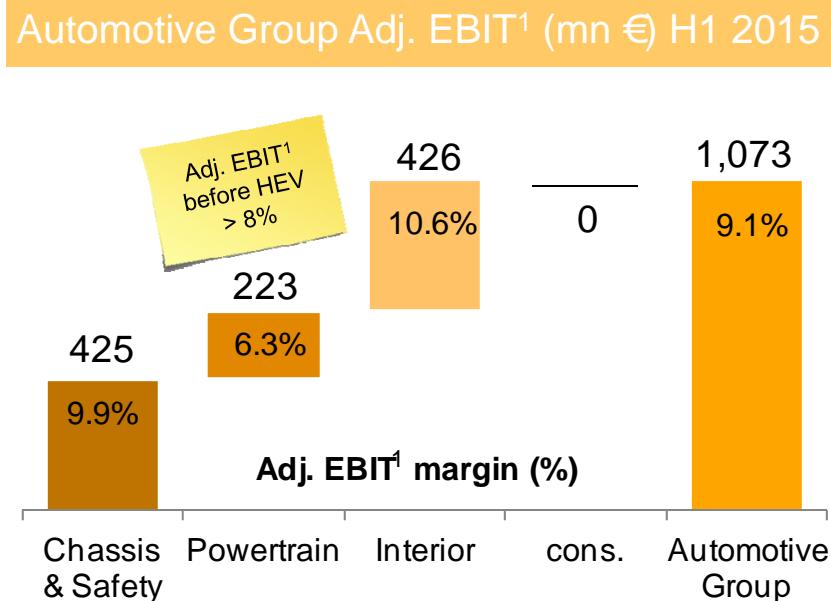
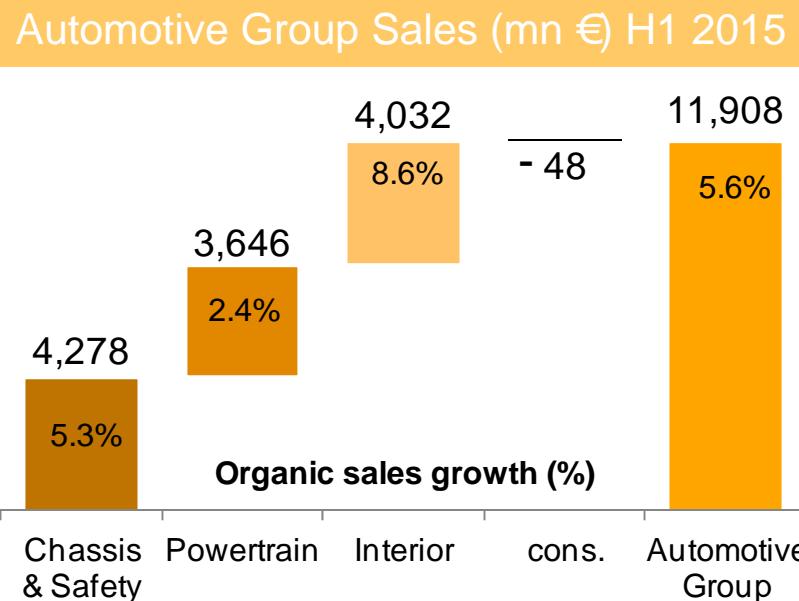
<sup>1</sup> All amounts shown are nominal values

<sup>2</sup> Any utilization under the Revolving Credit Facility (RCF) has to be shown as short term debt according to IFRS although the RCF matures in 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



### Reported change in sales

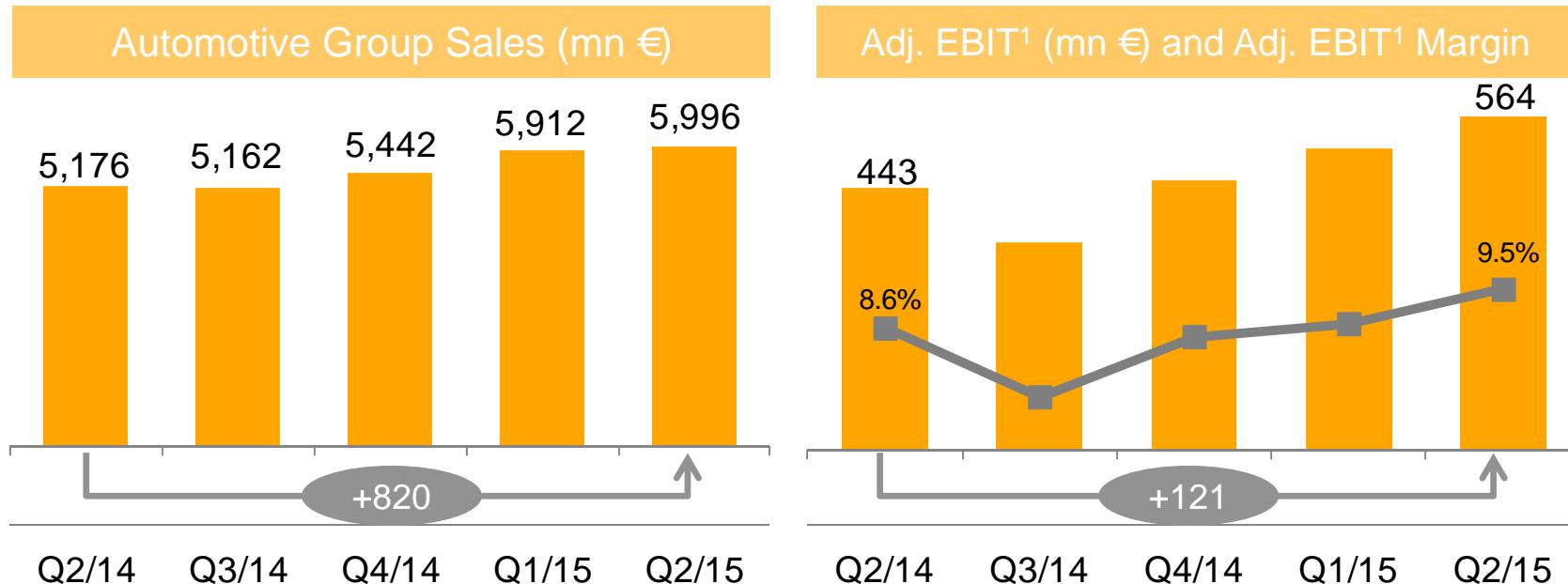
- Chassis & Safety: 14.2%
- Powertrain: 14.8%
- Interior: 17.5%
- Automotive Group: 15.6%

- 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



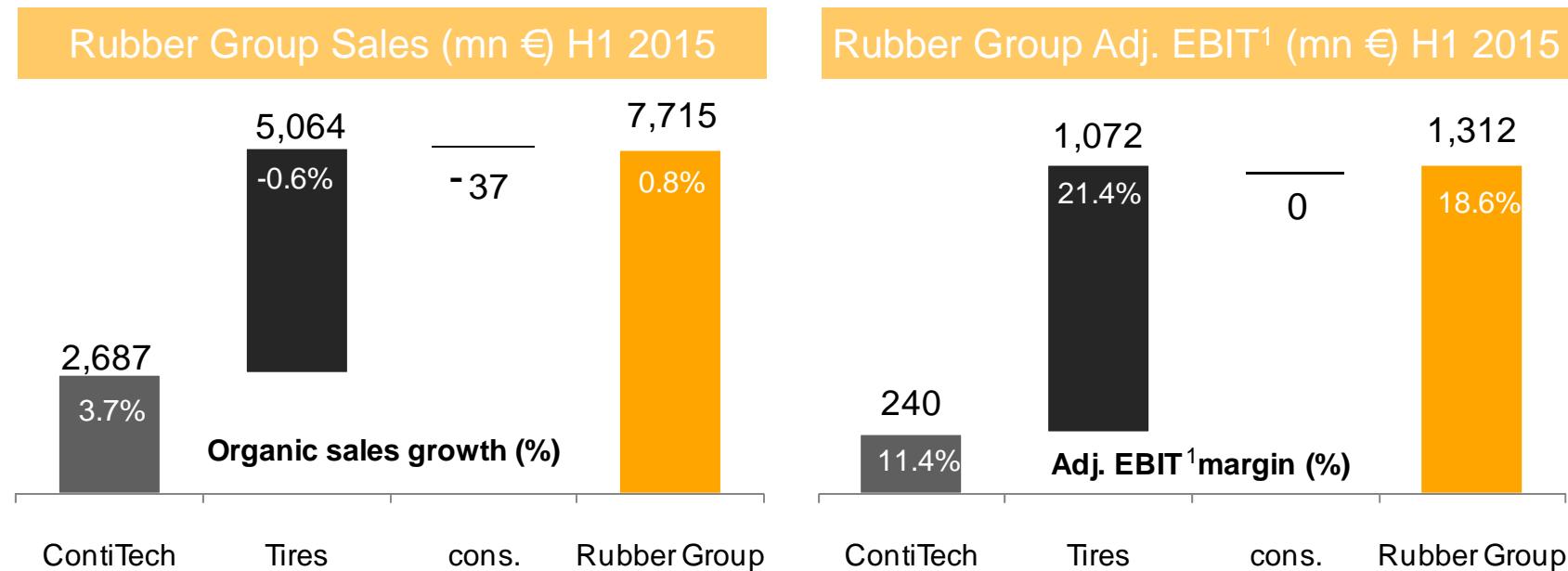
- › Sales increased by €820 mn; organic sales growth in Q2 2015 at 5.5%
- › Adj. EBIT<sup>1</sup> increased by €121 mn
- › Adj. EBIT<sup>1</sup> margin at 9.5% (PY: 8.6%)
- › Operating leverage<sup>2</sup> was impacted by FX but came in at 16%

<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



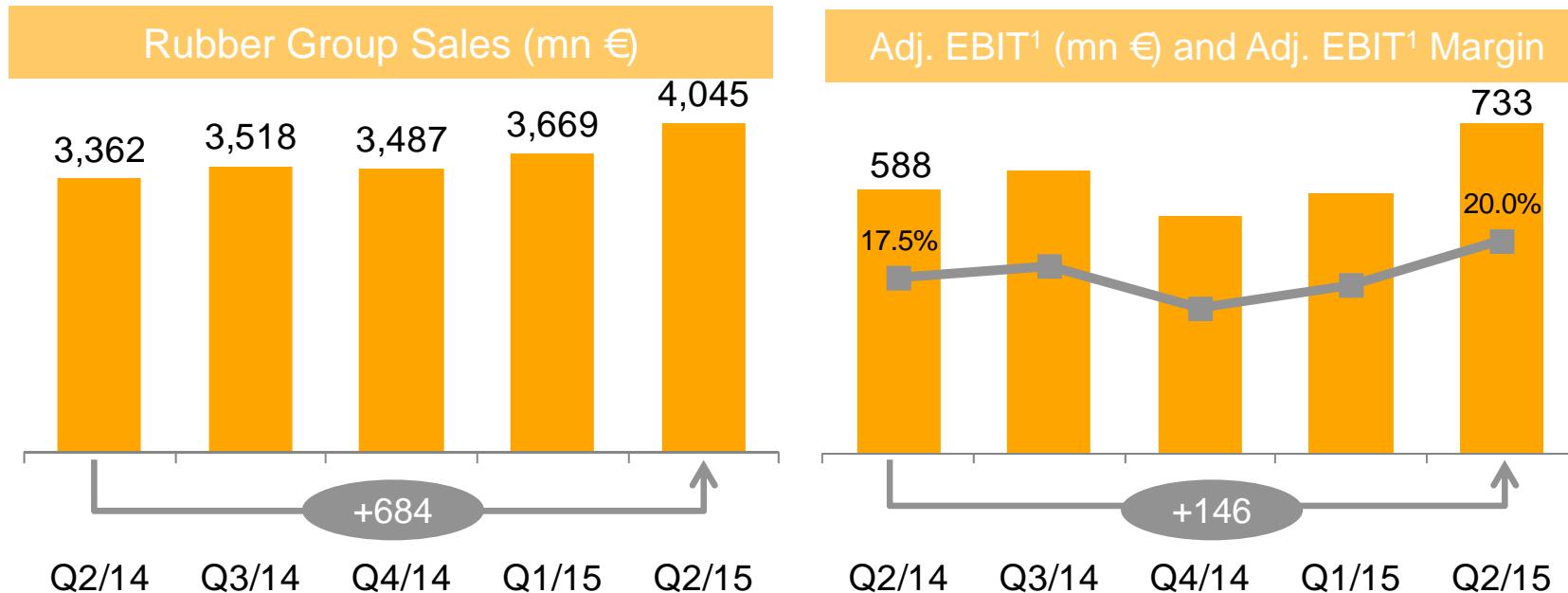
#### Reported change in sales

- › 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

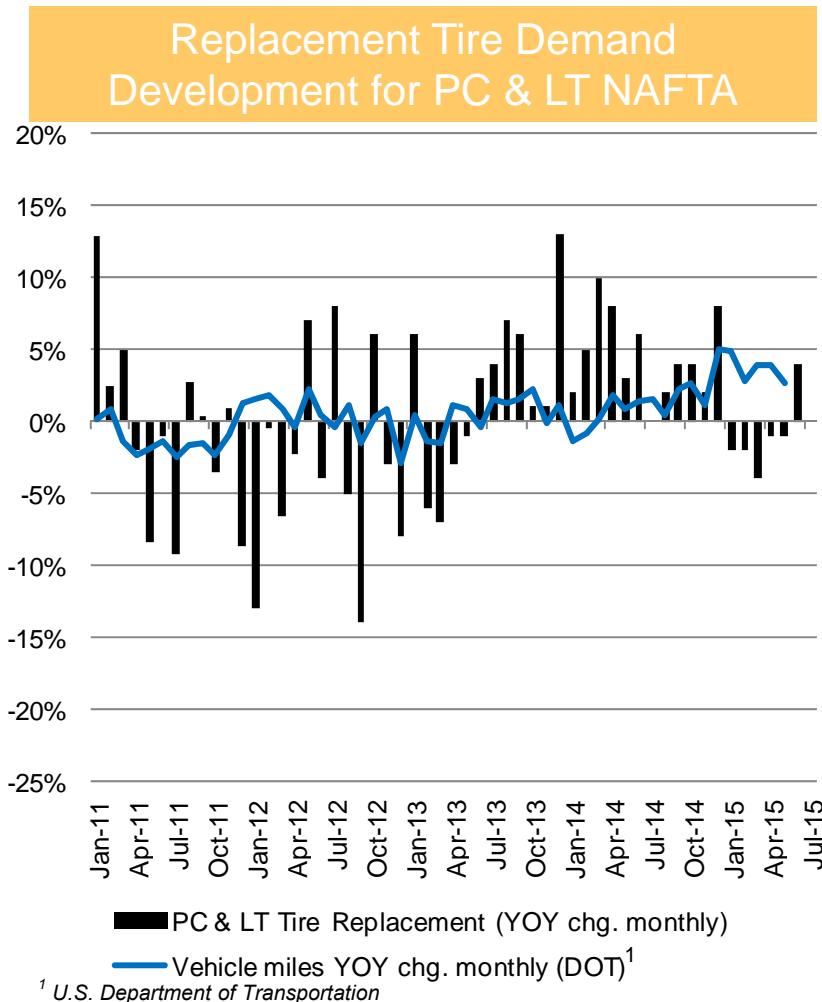
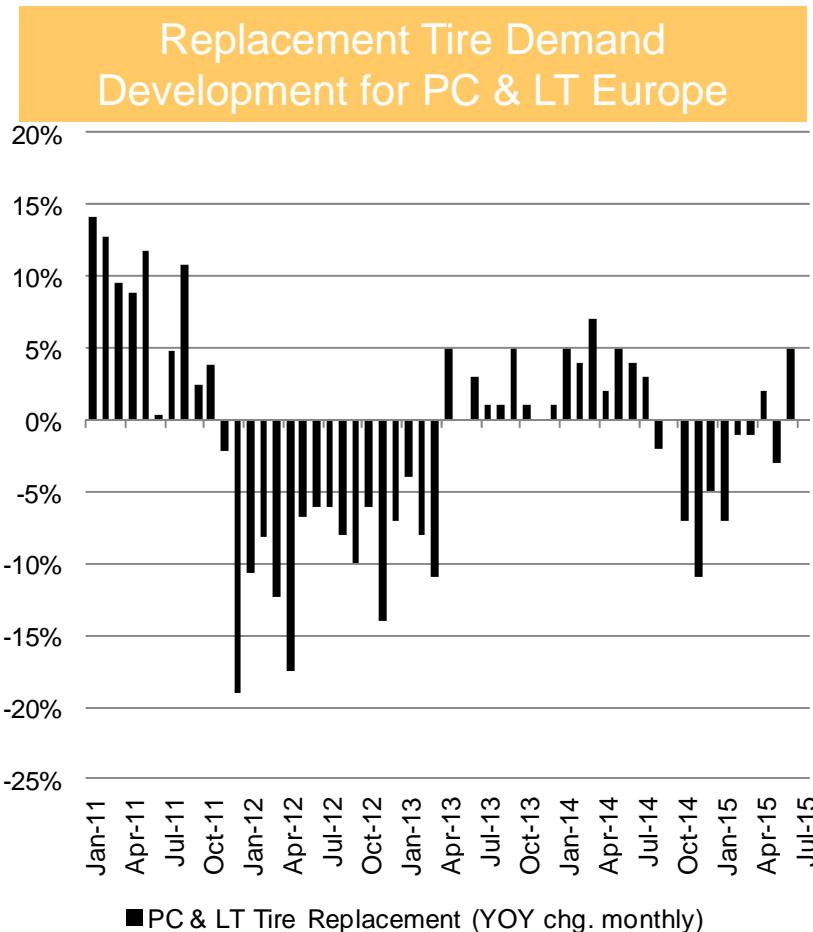


- › Sales increased by €684 mn as a result of a recovery in tire volumes and good organic growth in ContiTech; Veyance Technologies contributed €339 mn to sales
- › Tire volumes increased by 6% during the quarter; FX had a positive effect of >6% on tire sales in Q2 2015 while P/M remained at -2%
- ›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

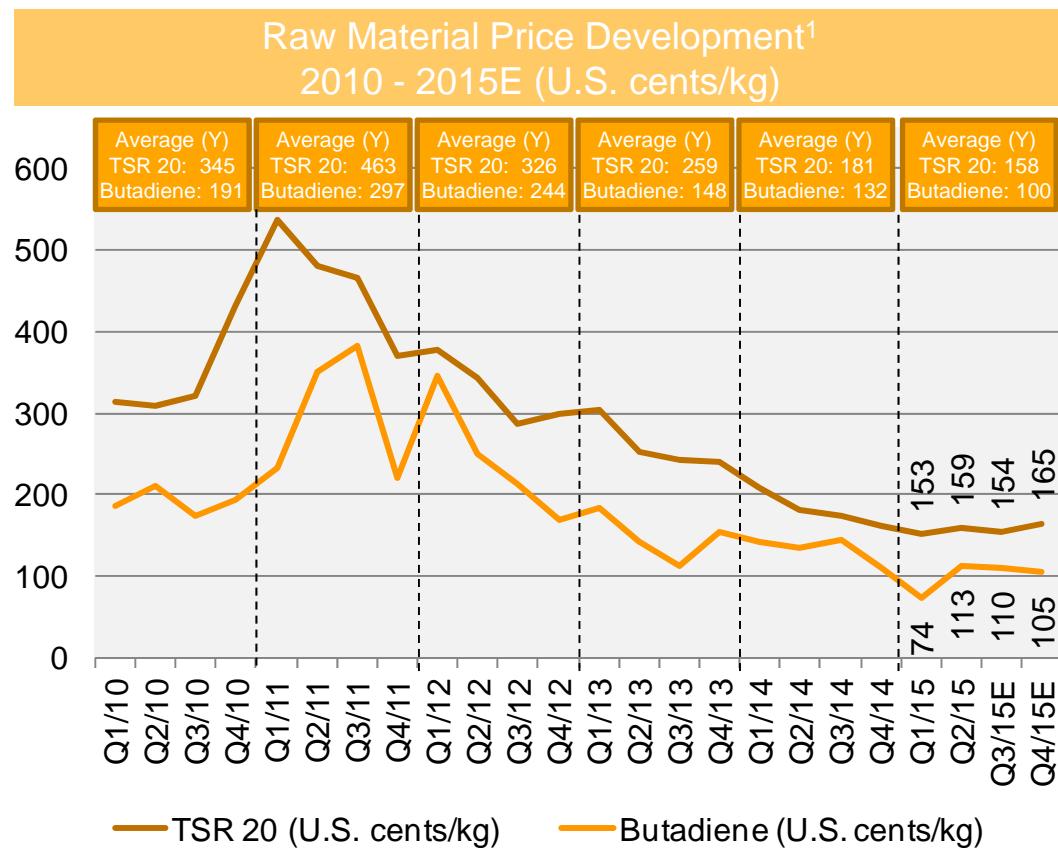
European Demand Improved while Import Duties Impacted NAFTA



### 3) Rubber Group

#### Expected Raw Material Price Development in 2015

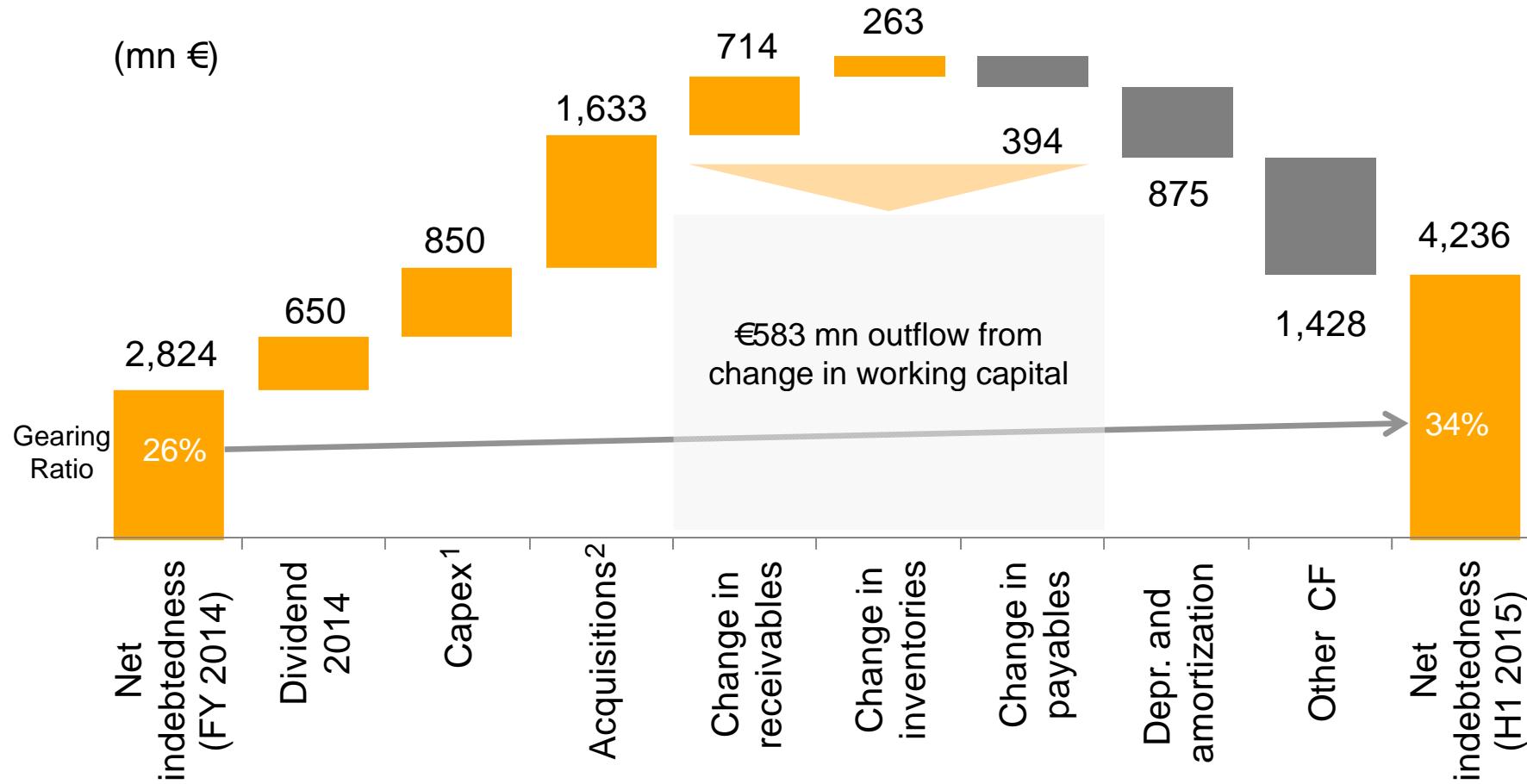
- › Natural rubber price (TSR 20) expected to average U.S. \$1.58 in 2015 (before: U.S. \$1.62)
- › Synthetic rubber price (butadiene feedstock) forecasted to average U.S. \$1.00 in 2015 (before: U.S. \$0.95)
- › Tailwind from lower raw material cost is expected to amount to about €200 mn in 2015



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

## 4) Indebtedness and Cash Flow

### Net Indebtedness Bridge



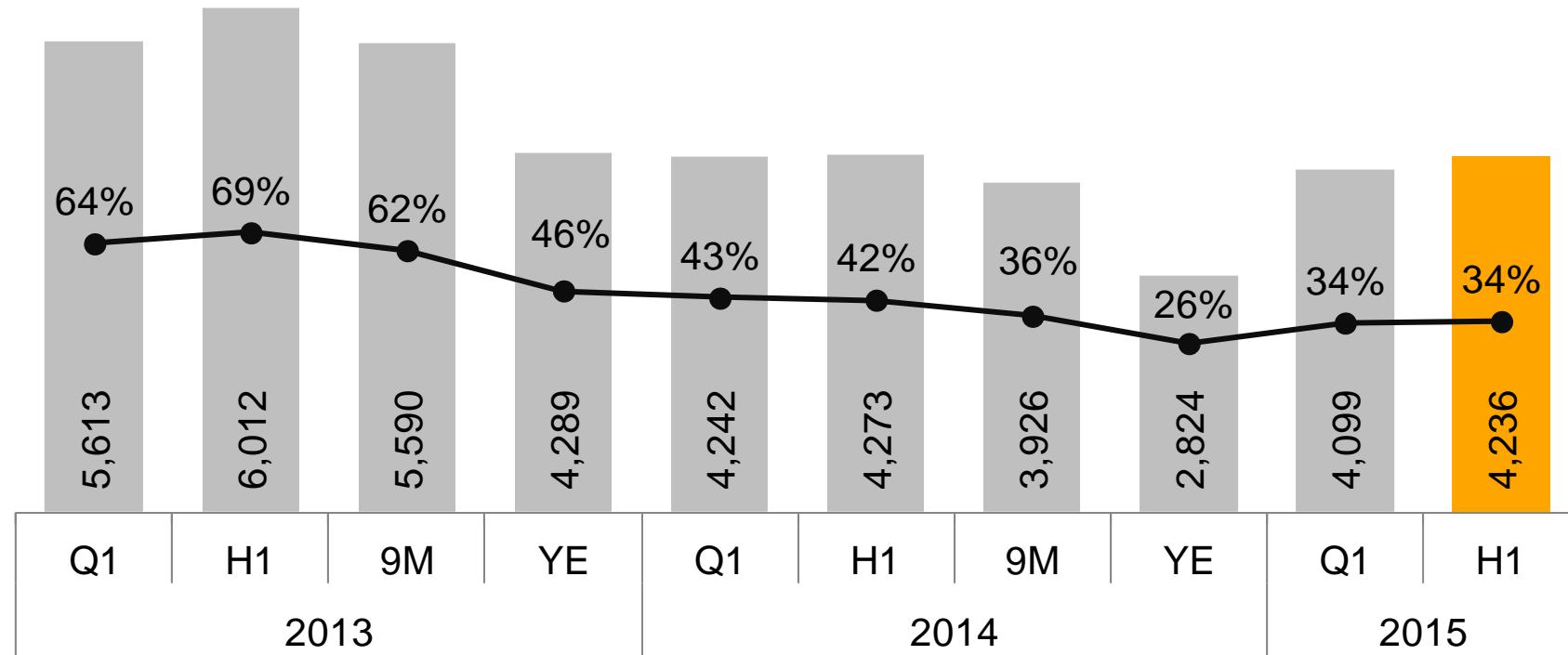
<sup>1</sup> According to cash flow statement incl. intangible assets

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

## 4) Indebtedness and Cash Flow

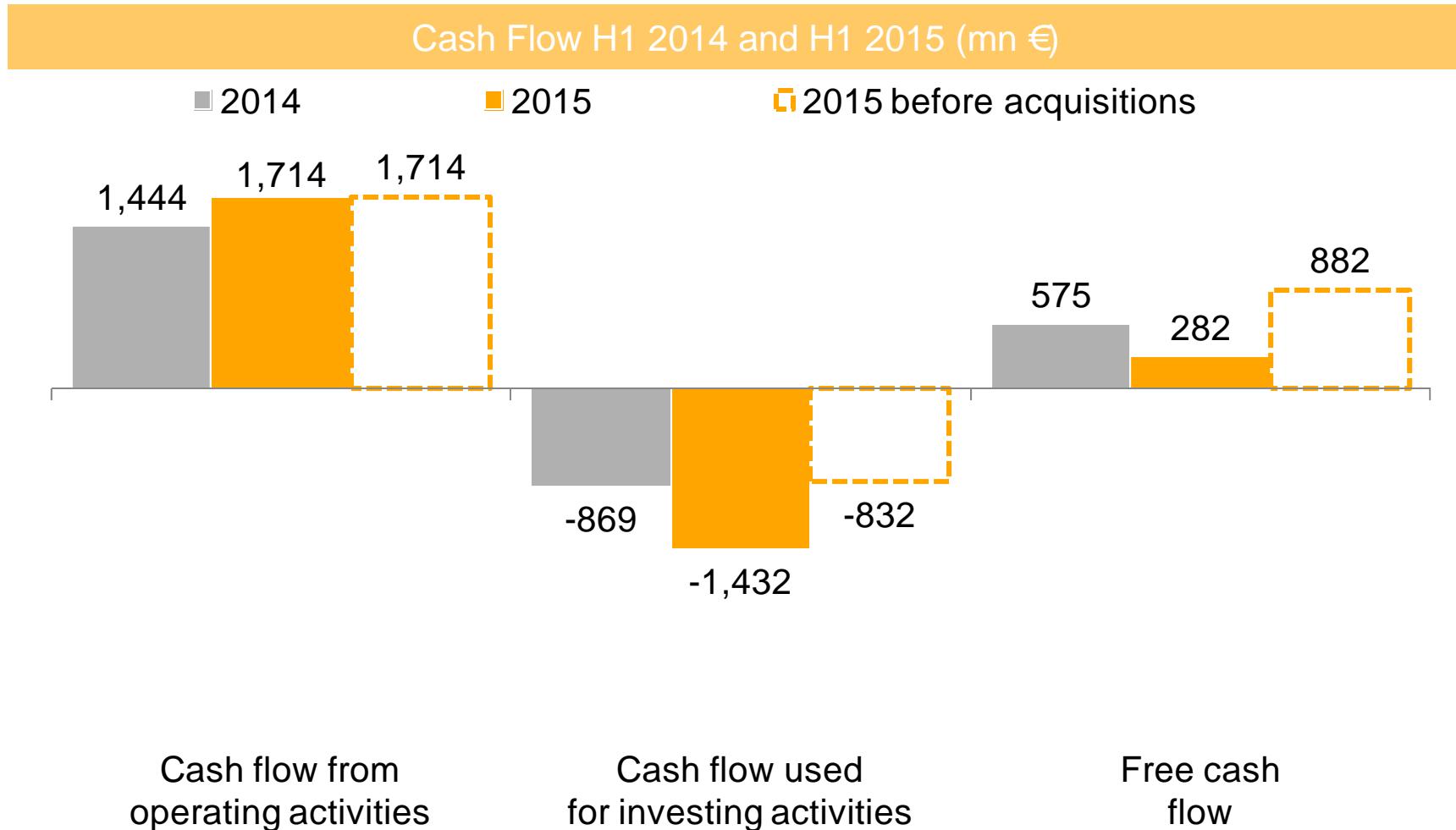
### Net Indebtedness and Gearing Ratio

■ Net indebtedness (mn €)    ● Gearing ratio



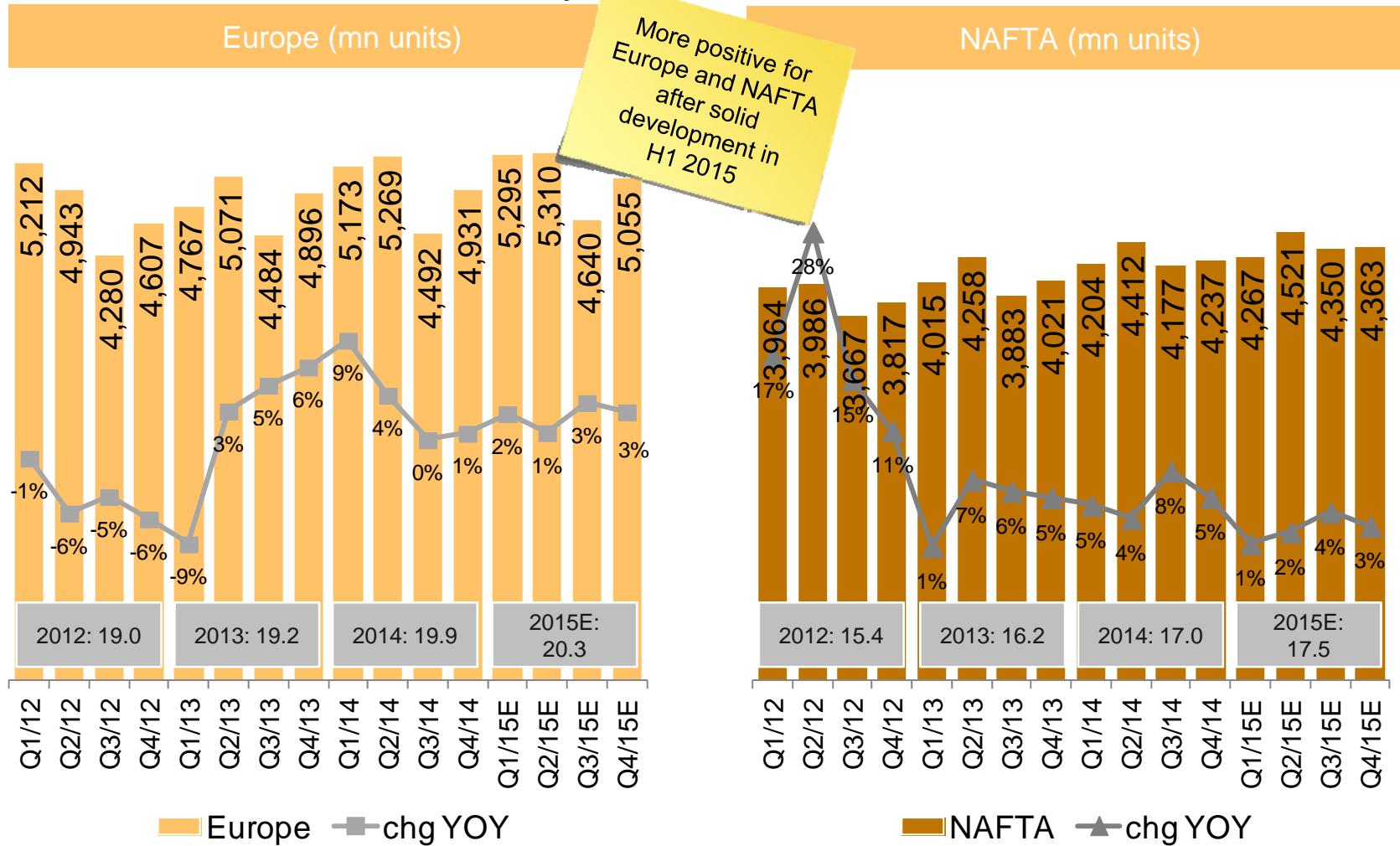
## 4) Indebtedness and Cash Flow

### Cash Flow Overview



## 5) Outlook

### PC & LT Production by Quarter

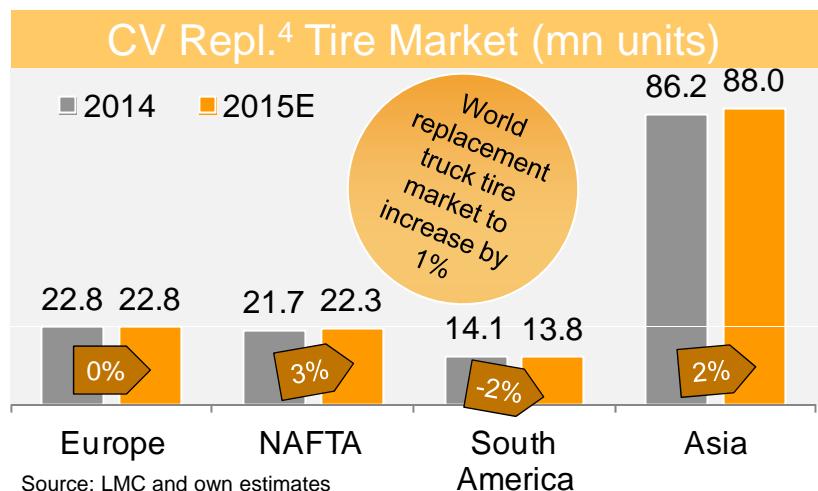
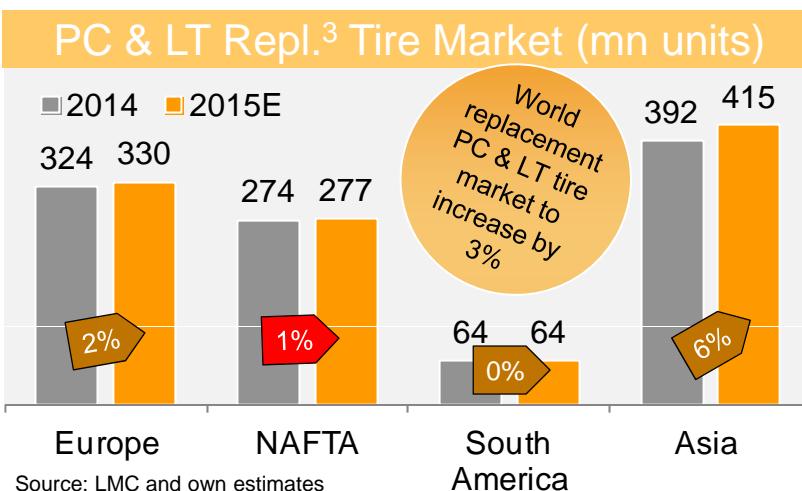
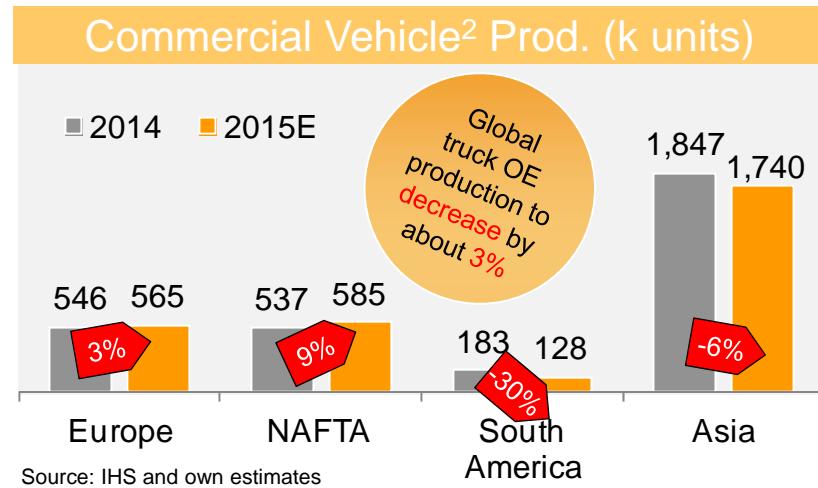
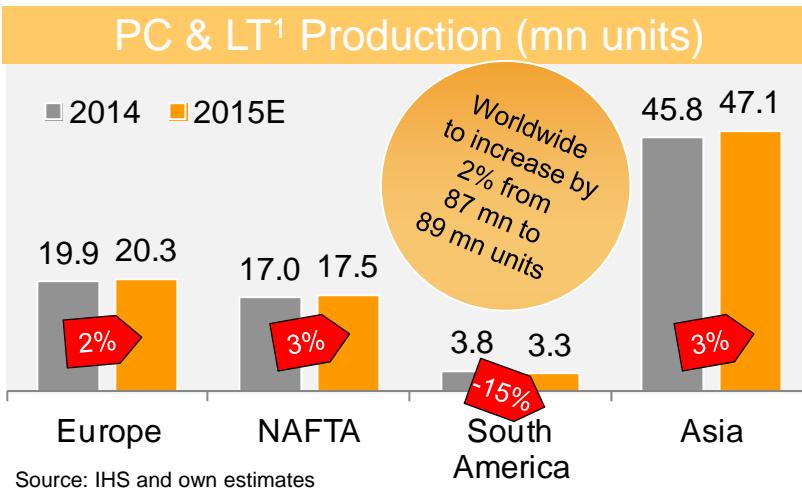


Source: IHS and own estimates, Europe excluding Kazakhstan and Uzbekistan

## 5) Outlook 2015

### Market Outlook for Major Regions 2015

Changes in  
comparison to  
Q1 2015 presentation  
marked in red.



## 5) Outlook 2015

### Continental Corporation

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



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H1 2015 Results – August 4, 2015  
EDMR – Equity and Debt Markets Relations

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# 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., Netherlands <sup>1</sup>	Continental AG	Continental Rubber of America, Corp., USA <sup>1</sup>	Continental AG
<b>Issue</b>	Senior Notes	Senior Notes	Senior Notes	Senior Notes
<b>Principal amount</b>	€750 mn	€750 mn	\$950 mn	€750 mn
<b>Offering price</b>	99.595%	98.950%	100.000%	99.228%
<b>Rating at issuance date</b>	Ba1 (Moody's <sup>4</sup> ) BB (S&P) BBB (Fitch <sup>2</sup> )	Ba2 (Moody's <sup>4</sup> ) BB (S&P) BB (Fitch <sup>2</sup> )	Ba3 (Moody's <sup>4</sup> ) BB- (S&P) BB (Fitch <sup>2</sup> )	Ba1 (Moody's <sup>4</sup> ) BB (S&P) BBB (Fitch <sup>2</sup> )
<b>Current corporation 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 redemption (60-90 days' prior notice)</b>	---	---	Sept. 15, 2015	---
<b>Interest payment</b>	Annual Mar. 20	Semi annual Jan. 16/Jul. 16	Semi annual Mar. 15/Sept. 15	Annual Sept. 9
<b>WKN</b>	A1VC6B	A1X24V	A1G9JJ	A1X3B7
<b>ISIN</b>	XS0972719412	XS0953199634	DE000A1G9JJ0	XS0969344083
<b>Denomination</b>	€1,000 with min. tradable amount €1,000	€1,000 with min. tradable amount €1,000	\$1,000 with min. tradable amount \$150,000	€1,000 with min. tradable amount €1,000

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

<sup>2</sup> 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); Adj. EBIT <sup>1</sup> increase to €2,304.1 mn (12.2% adj. EBIT <sup>1</sup> margin); 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) 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; 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><u>Cash flow statement</u></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><u>Balance sheet</u></b>						
Cash and cash equivalents	1,471	1,541	2,397	2,045	3,244	2,350
Derivative instruments and interest-bearing invest	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><u>Credit ratios</u></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

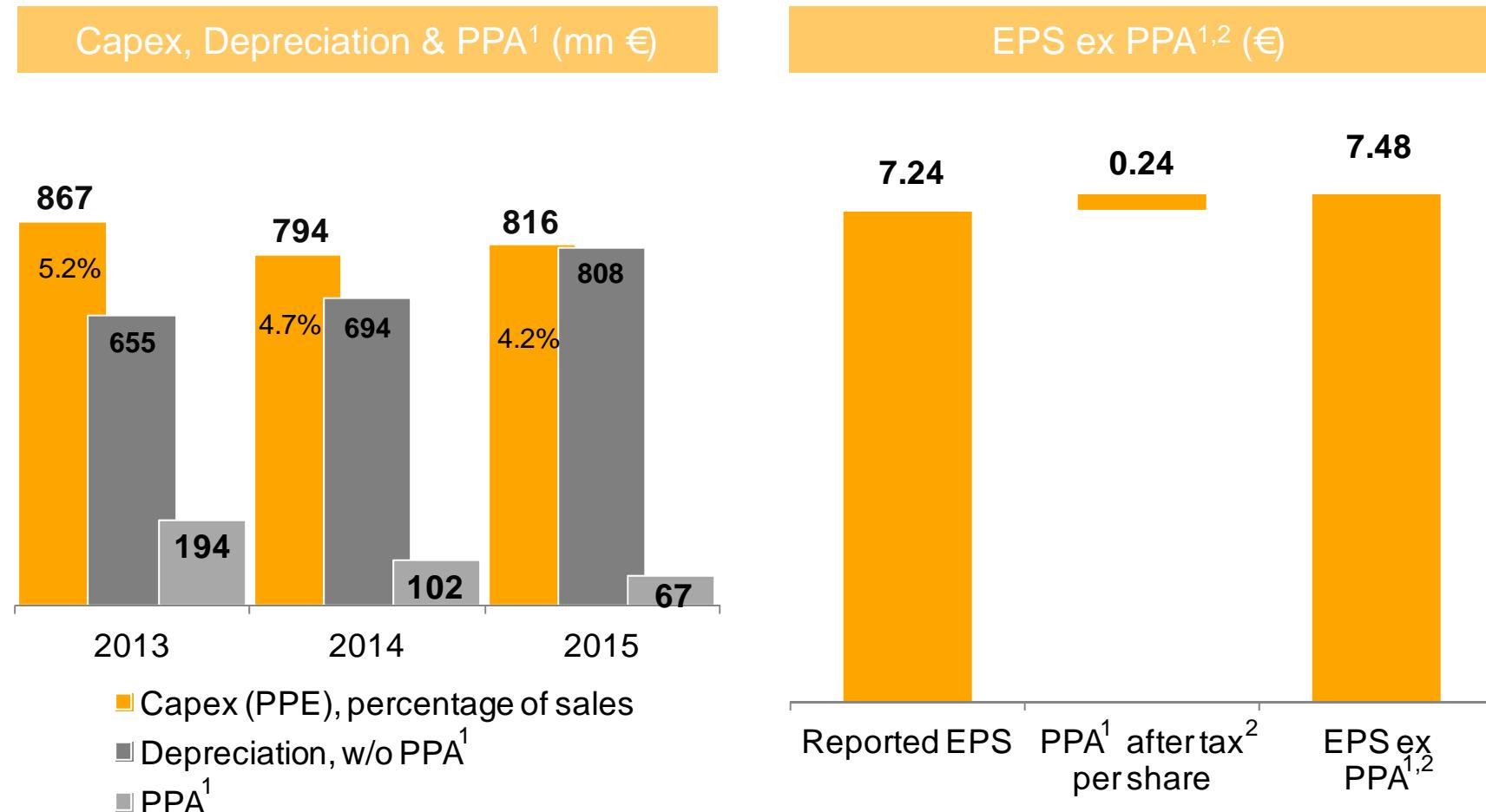
<sup>4</sup> Includes dividends received, income from at-equity accounted investees and other investments, incl. impairments, gains and losses from disposals, other non-cash items as well as changes in pension and similar obligations (including effects from transactions regarding contractual trust arrangements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



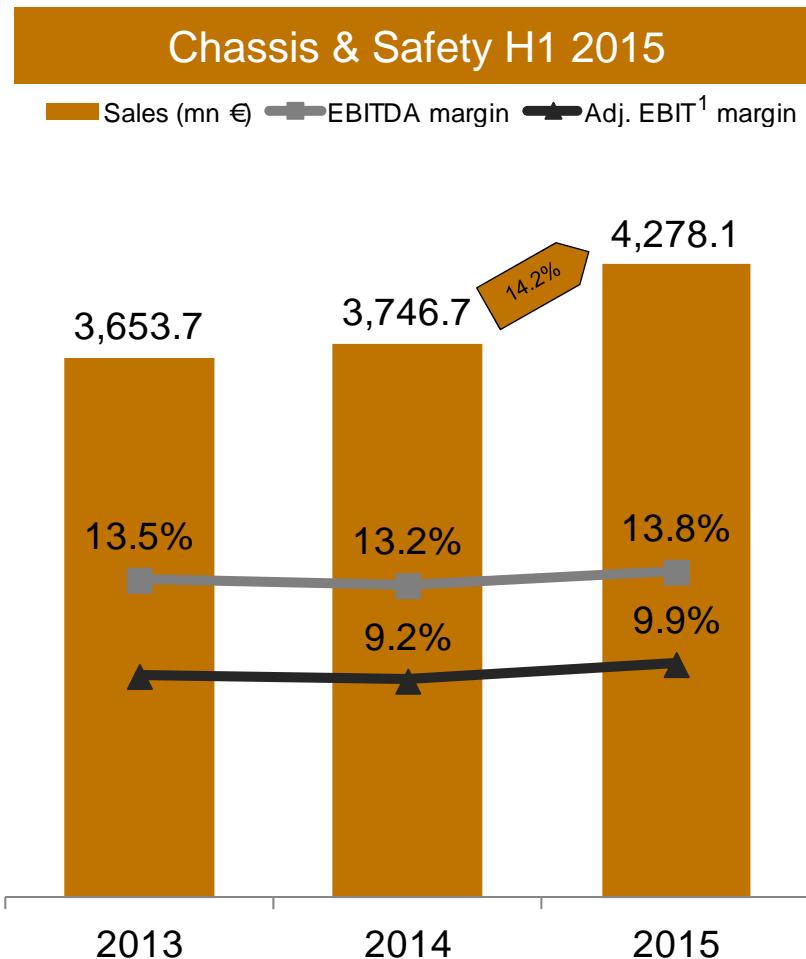
<sup>1</sup> Amortization of intangibles from PPA

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

## 6) Back-up

### Automotive Group Financials – Chassis & Safety

- › Sales increased by 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

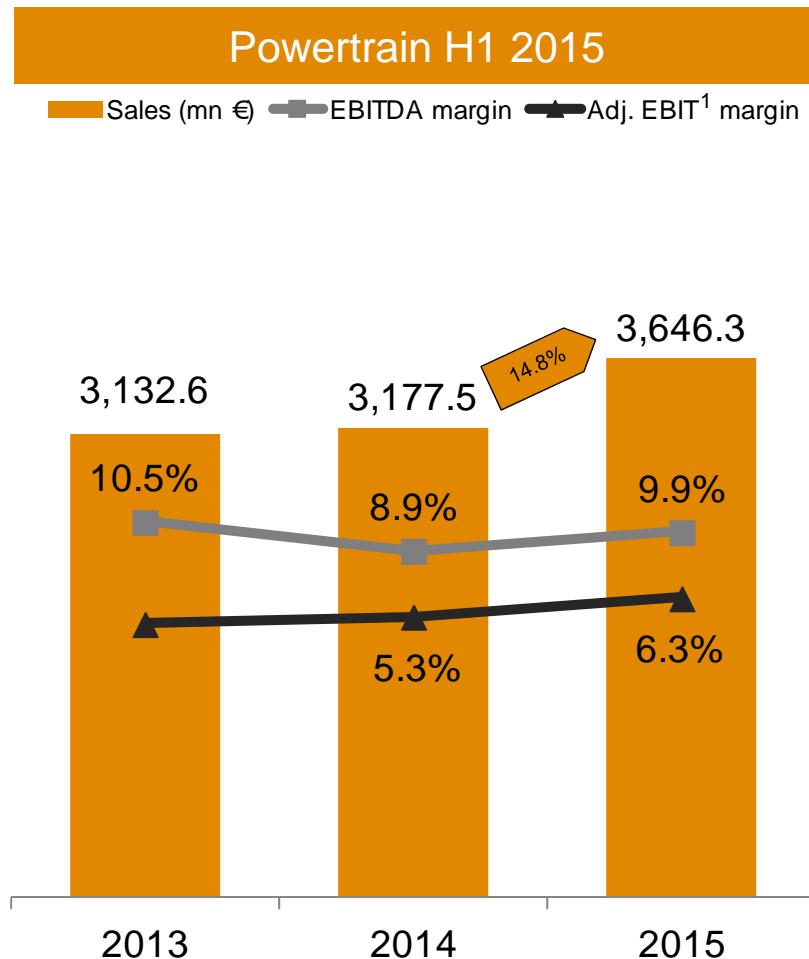


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details.

## 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

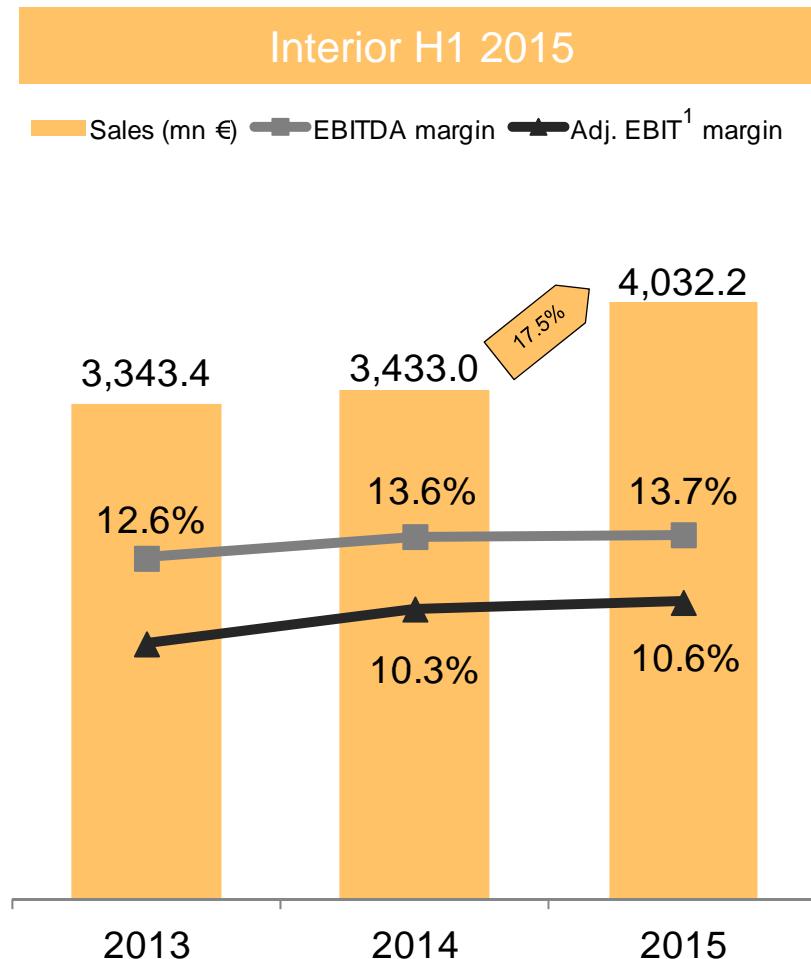


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details.

## 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

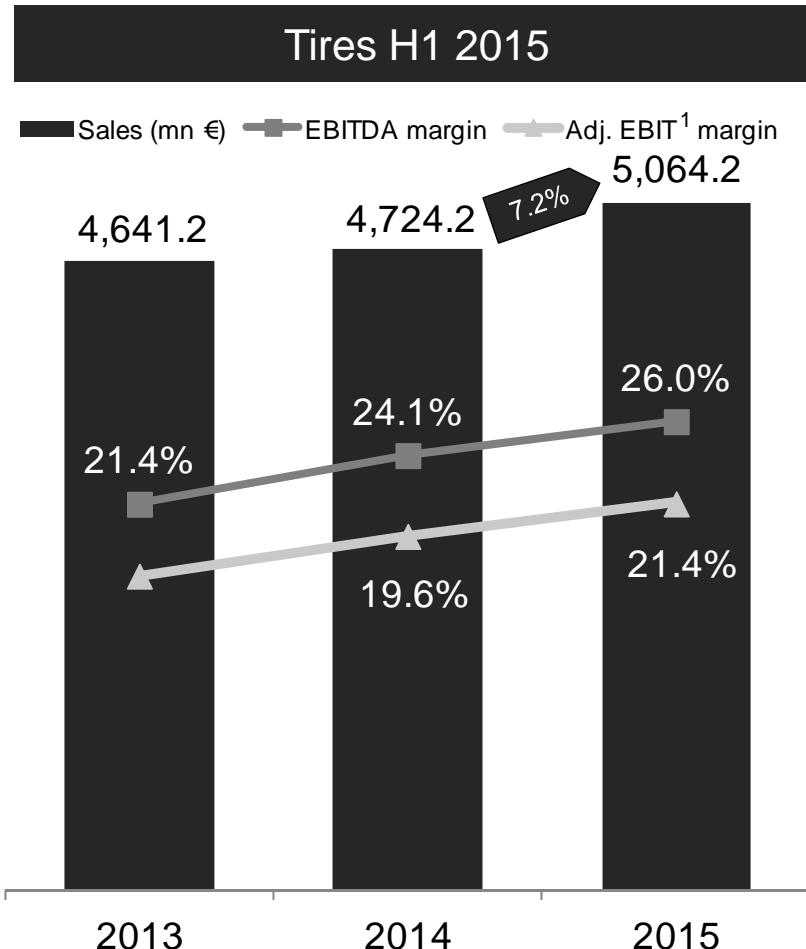


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details.

## 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

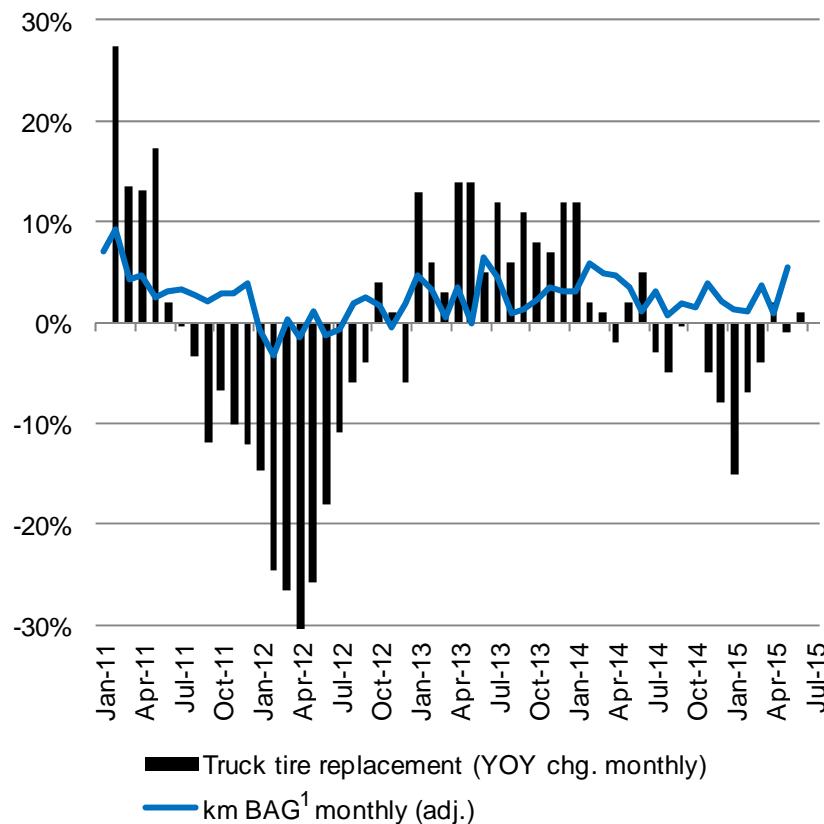


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details.

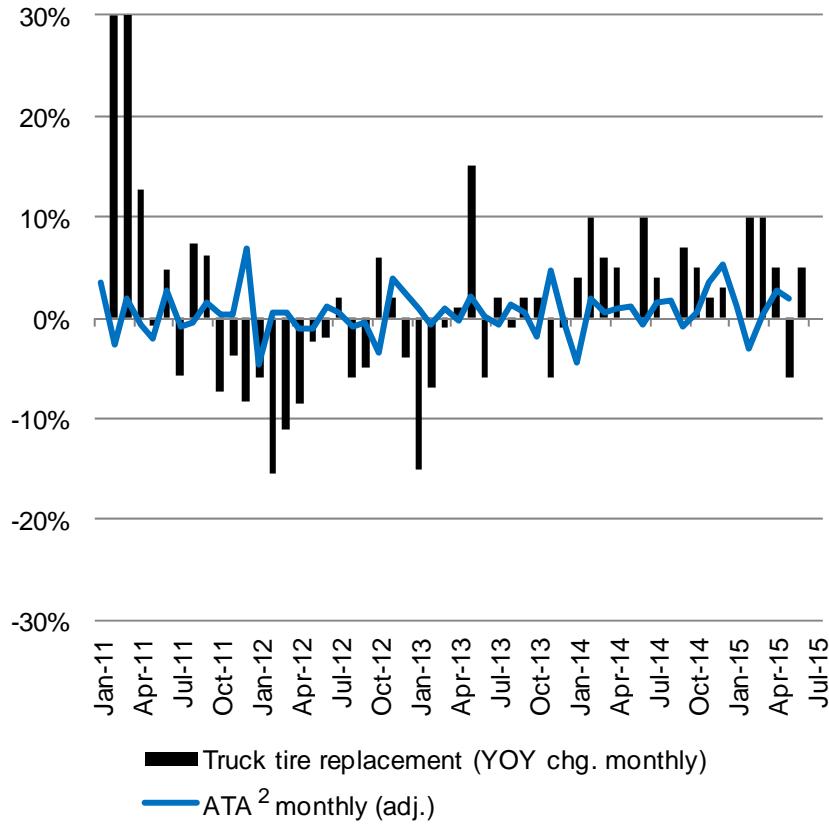
## 6) Back-up

### Tires – Commercial Vehicle Tire Demand

Replacement Tire Demand  
for Truck Tires Europe



Replacement Tire Demand  
for Truck Tires NAFTA



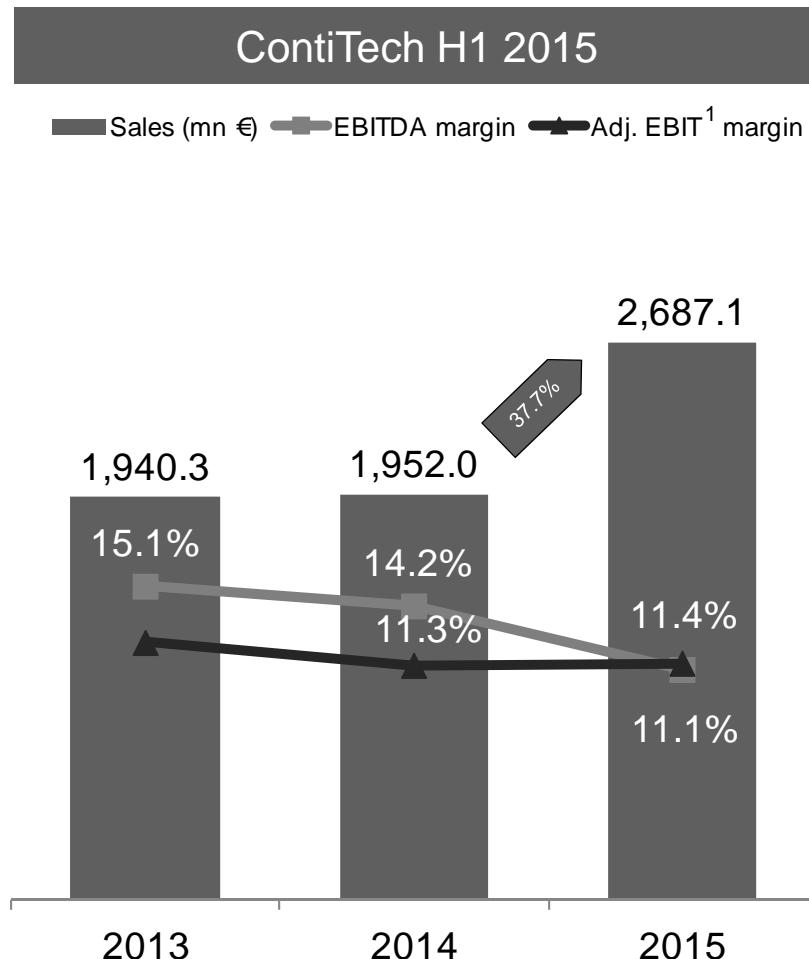
<sup>1</sup> BAG = Bundesamt für Güterverkehr

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

## 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	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 €)
C&S
Powertrain
Interior
Tires
ContiTech
Other / Consolidation
Continental Corporation

	2014				
	Q1	Q2	Q3	Q4	FY
C&S	179.1	166.6			
Powertrain	83.7	85.5			
Interior	162.7	190.9			
Tires	441.0	483.2			
ContiTech	115.8	104.5			
Other / Consolidation	-27.6	-26.7			
Continental Corporation	954.7	1,004.0			

	2015				
	Q1	Q2	Q3	Q4	FY
C&S	215.2	209.4			
Powertrain	102.2	120.3			
Interior	191.3	234.5			
Tires	459.2	612.6			
ContiTech	119.5	120.9			
Other / Consolidation	-33.5	-47.5			
Continental Corporation	1,053.9	1,250.2			

Adjusted EBIT <sup>1</sup> margin in %
C&S
Powertrain
Interior
Tires
ContiTech
Continental Corporation

	2014				
	Q1	Q2	Q3	Q4	FY
C&S	9.5	8.9			
Powertrain	5.3	5.3			
Interior	9.6	11.0			
Tires	19.1	20.1			
ContiTech	11.9	10.7			
Continental Corporation	11.4	11.8			

	2015				
	Q1	Q2	Q3	Q4	FY
C&S	10.1	9.8			
Powertrain	5.8	6.8			
Interior	9.7	11.4			
Tires	19.2	23.4			
ContiTech	11.6	11.3			
Continental Corporation	11.4	13.0			

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

	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					2015				
	Q1	Q2	Q3	Q4	FY	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

<b>Equity and liabilities in €millions</b>	<b>June 30, 2015</b>	<b>Dec. 31, 2014</b>	<b>June 30, 2014</b>
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

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

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

## 6) Fact Sheets

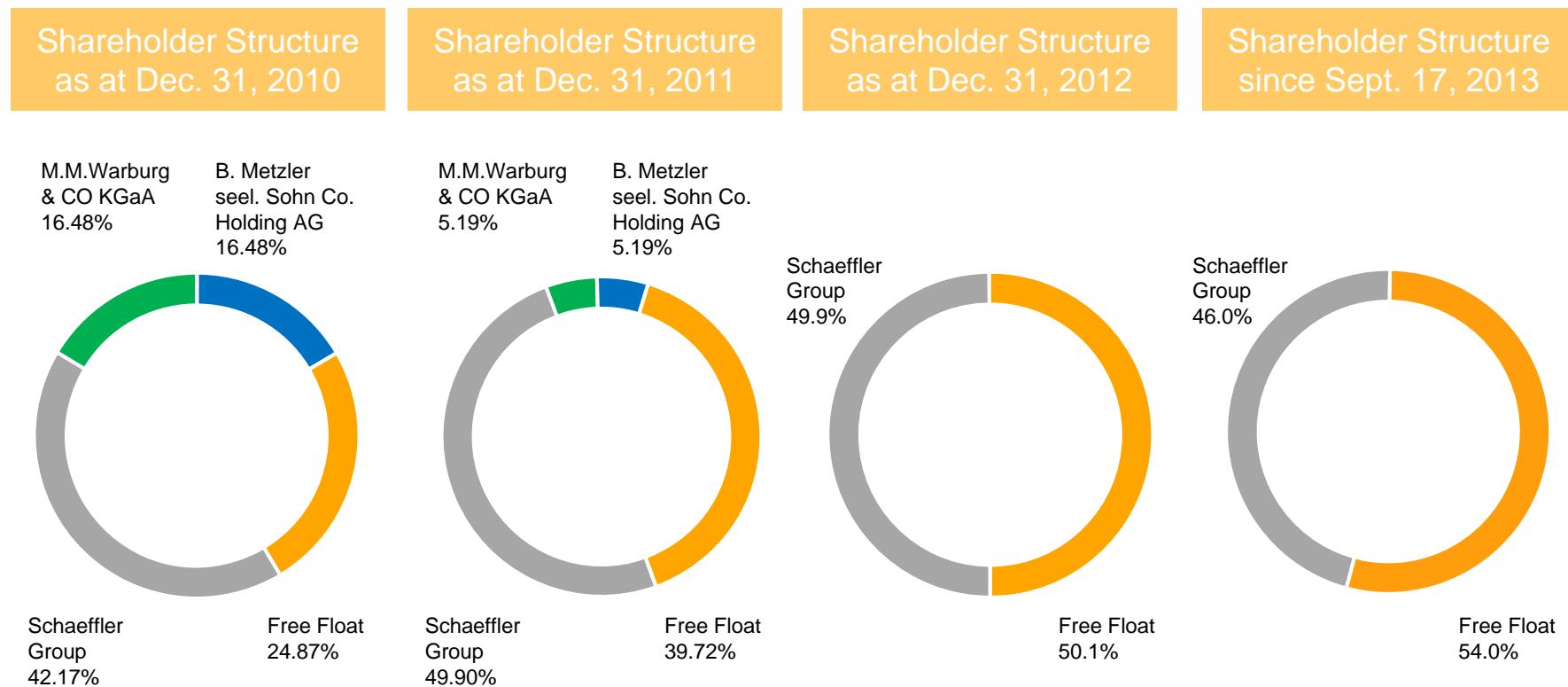
### H1 2015 Results Reported & Adjusted (mn €) – by Group

	Automotive		Rubber		Cons./Corr.		Corporation	
	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> in % of sales	<b>721.4</b> 7.0%	<b>1,046.9</b> 8.8%	<b>1,143.0</b> 17.2%	<b>1,195.3</b> 15.5%	<b>-54.3</b>	<b>-81.0</b>	<b>1,810.1</b> 10.7%	<b>2,161.2</b> 11.0%
Amortization of intangible assets from PPA	96.9	5.3	4.9	61.8	0.0	0.0	101.8	67.1
Total special effects	45.9	0.0	-2.6	14.5	0.0	0.0	43.3	14.5
Total consolidation effects	4.2	20.7	-0.7	40.6	0.0	0.0	3.5	61.3
Total consolidation & special effects	50.1	20.7	-3.3	55.1	0.0	0.0	46.8	75.8
<b>Adjusted operating result (adj. EBIT)<sup>1</sup></b> in % of adjusted sales	<b>868.5</b> 8.4%	<b>1,072.9</b> 9.1%	<b>1,144.5</b> 17.3%	<b>1,312.2</b> 18.6%	<b>-54.3</b>	<b>-81.0</b>	<b>1,958.7</b> 11.6%	<b>2,304.1</b> 12.2%

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

## 6) Fact Sheets

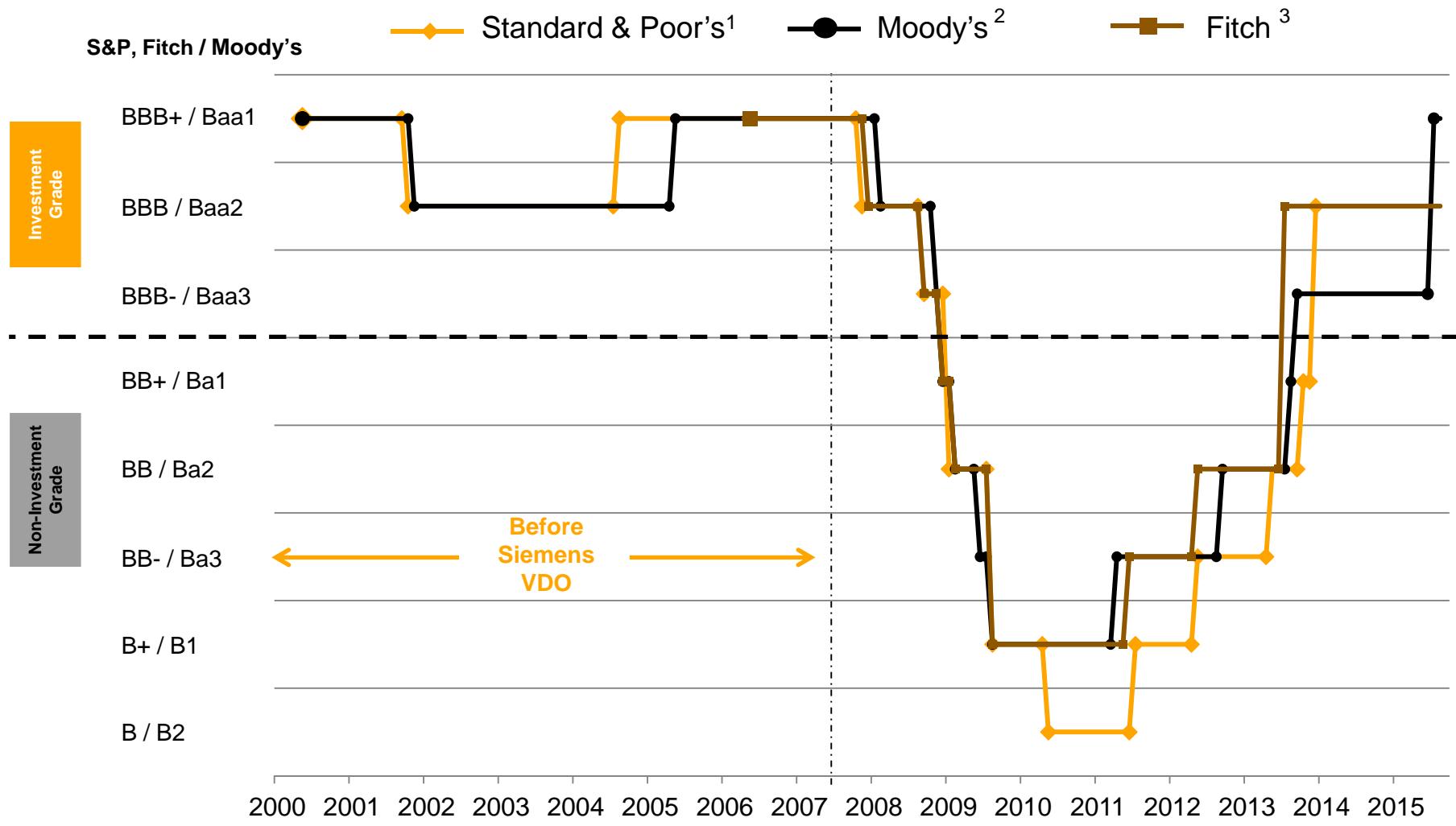
### Shareholder Structure



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>