



## 9M 2015 Results

Frankfurt – November 9, 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 9M 2015

- › **Sales up by 14% to €29.2 bn**; organic sales growth after 9M 2015 at 3%; FX added 7%
- › **Adj. EBIT<sup>1</sup> up by 16% to €3.4 bn**; adj. EBIT<sup>1</sup> margin at 12.0% (PPA and special effects -€119 mn)
- › **NIAT<sup>2</sup> up by 16% to €2.1 bn**
- › **Free cash flow amounted to €316 mn** including €1.2 bn cash out for acquisitions (mainly Veyance Technologies and Elektrobit Automotive); **free cash flow before acquisitions amounted to €1.5 bn**
- › **Net indebtedness slightly up to €4.3 bn; gearing ratio at 34%; equity ratio at 38%**
- › Value creation: **trailing ROCE<sup>3</sup> up by 230 bps to 21.6%** despite the first-time consolidation of Veyance Technologies and Elektrobit Automotive
- › **Other topics:**
  - › Early redemption of U.S. dollar bond due in Sept. 2019 (U.S. \$950 mn) at 102.25% in Sept. 2015
  - › Valuation effects from changes in the fair value of derivative instruments (mainly related to U.S. dollar bond) and from the development of exchange rates made a negative contribution totaling €57 mn to net interest expense during Q3 2015

<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 for the LTM

# 1) Corporation Highlights

## Divisional Highlights 9M 2015

### Automotive Group

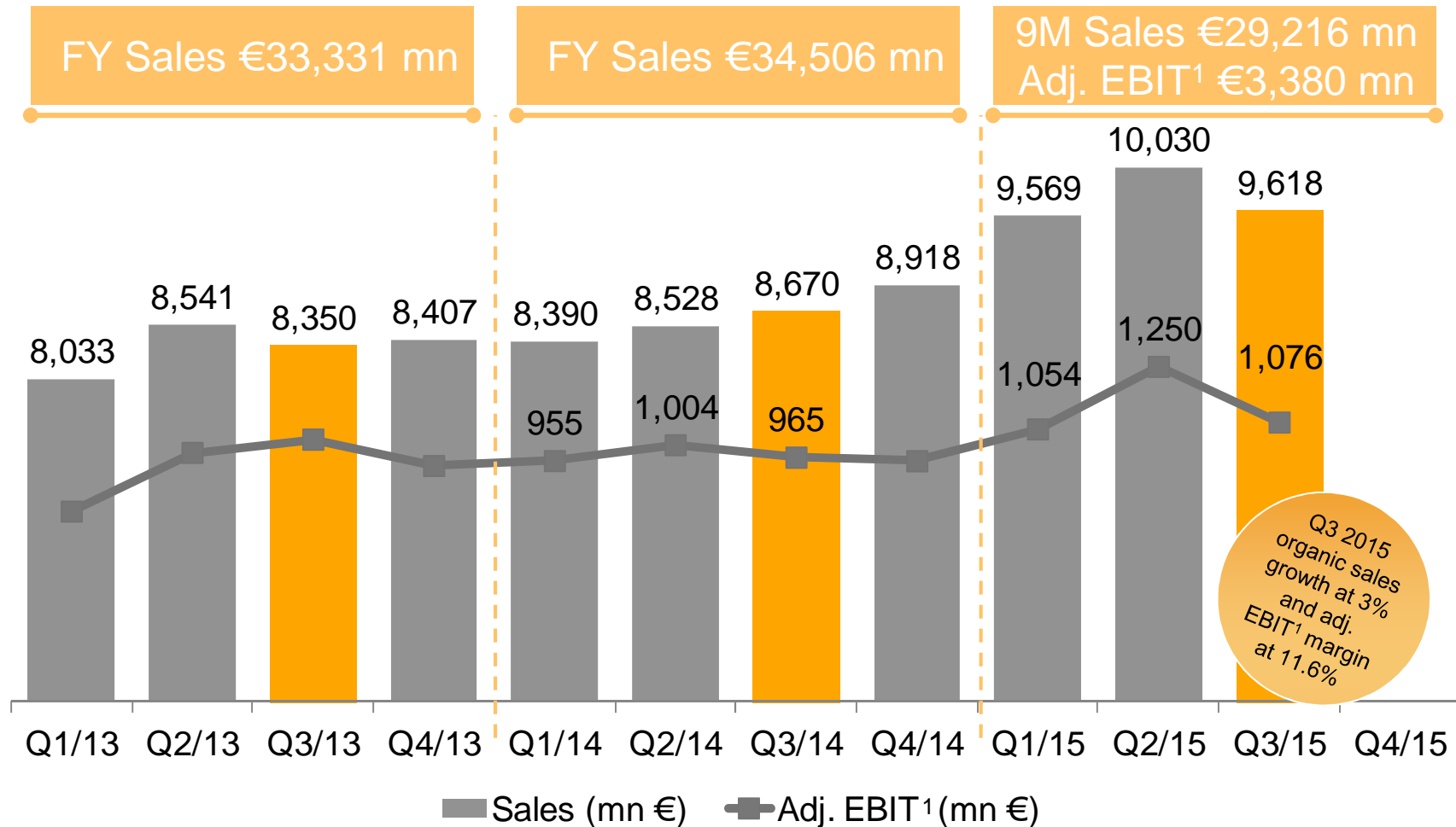
- › **Chassis & Safety:** 9.7% adj. EBIT<sup>1</sup> margin (PY: 9.6%); organic sales up by 5%; **unit sales in ADAS increased by 59%**; operating leverage<sup>2</sup> during the quarter negatively impacted by the ramp up of major ADAS contracts
- › **Powertrain:** 6.0% adj. EBIT<sup>1</sup> margin (PY: 3.7%); organic sales increased by 0.2%; adj. EBIT<sup>1</sup> margin before HEV at 8% in 9M 2015 despite slow growth during Q3 2015
- › **Interior:** 10.1% adj. EBIT<sup>1</sup> margin (PY 10.1%); organic sales increased by 9%; Elektrobit Automotive contributed €35 mn to sales and €3.3 mn to EBIT before amortization of intangibles from PPA
- › **Automotive Group:** Organic sales increased by 5%, exceeding worldwide car production by 4%-points; adj. EBIT<sup>1</sup> margin increased by 80 bps to 8.8%; operating leverage<sup>2</sup> at 15%; R&D expenses increased by 17%
- › **Order intake** in the Automotive Group matched last years record level of €22 bn life time sales

### Rubber Group

- › **Tires:** Adj. EBIT<sup>1</sup> margin sustained at high level of 21.1% (PY 19.7%), benefitting from lower **raw material costs** (~€210 mn), strict cost management and solid **price mix** (-3%); **volumes** were up by 3%; **FX** impacted sales positively by 6%  
**Tire markets:** PC & LT tire replacement demand in Europe was flat; NAFTA was up by 1% where introduction of import duties impacted replacement demand
- › **ContiTech:** Adj. EBIT<sup>1</sup> margin decreased by 40 bps to 11.1%; organic sales up by 4%; Veyance Technologies contributed €859 mn to sales (Feb-Sept) and -€111 mn to EBIT (Feb-Sept) of which €77 mn is PPA amortization and €48 mn integration cost; adj. EBIT<sup>1</sup> margin in Q3 stood at 0.4%; deterioration in operating performance is due to a further slowdown in mining and industry related businesses. Restructuring efforts initiated to restore CT back to double digit margins
- › **Rubber Group:** Organic sales up by 1% and adj. EBIT<sup>1</sup> margin up to 18.3% (PY: 17.5%)

# 1) Corporation Highlights

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

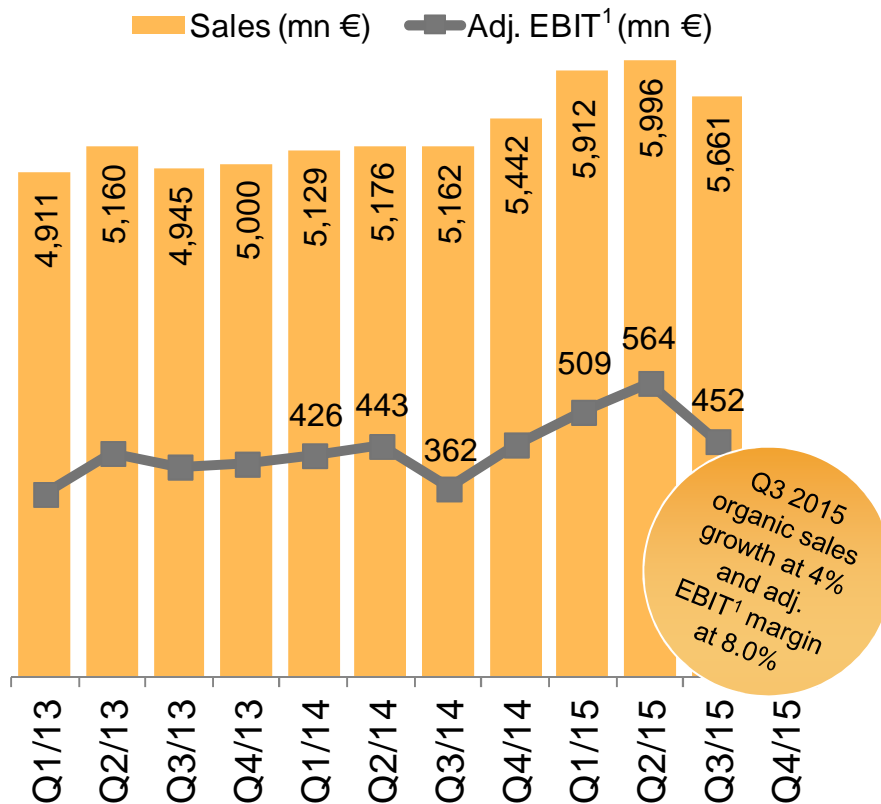


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

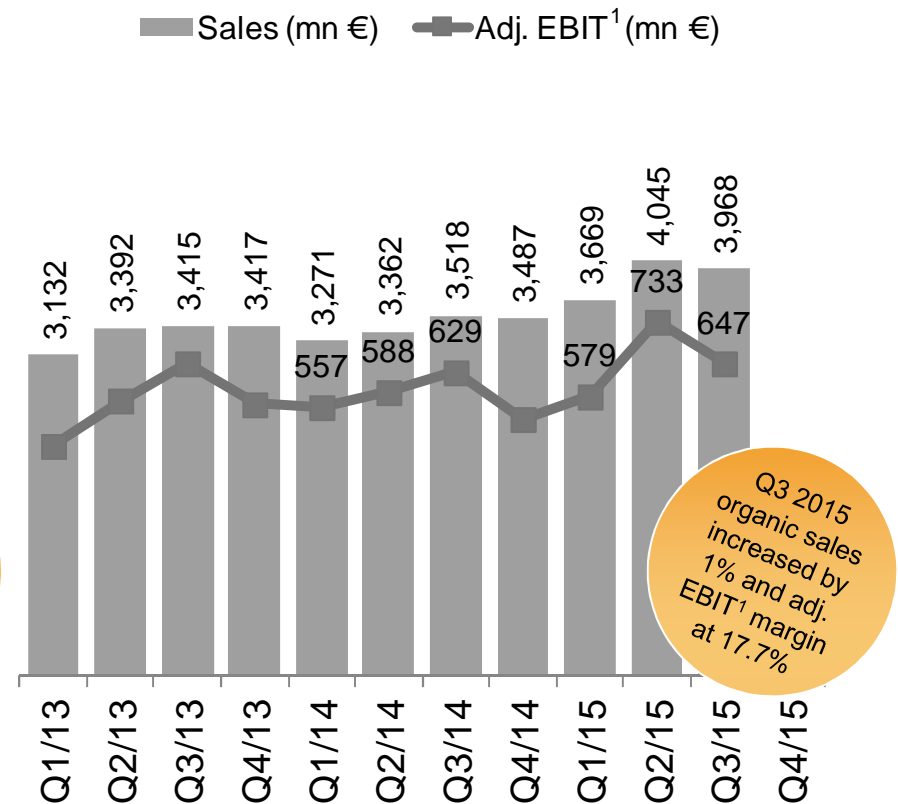
# 1) Corporation Highlights

## Automotive Group and Rubber Group by Quarter

### Automotive Group



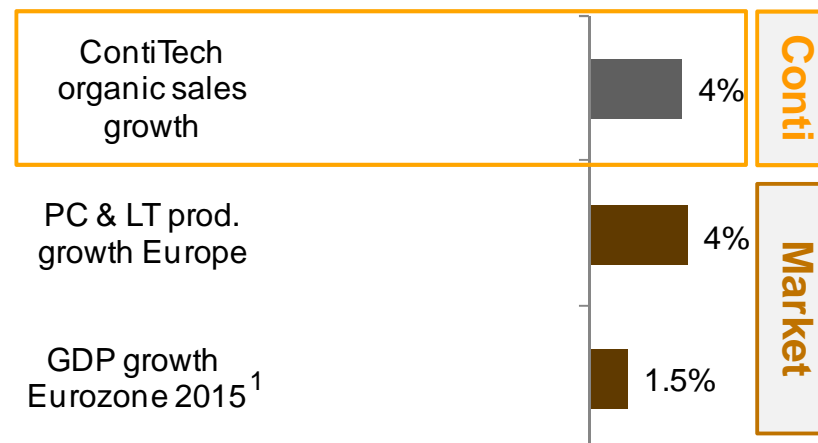
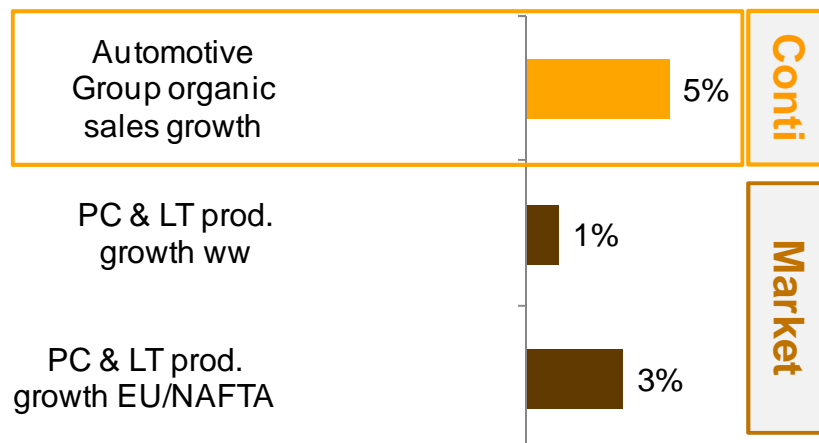
### Rubber Group



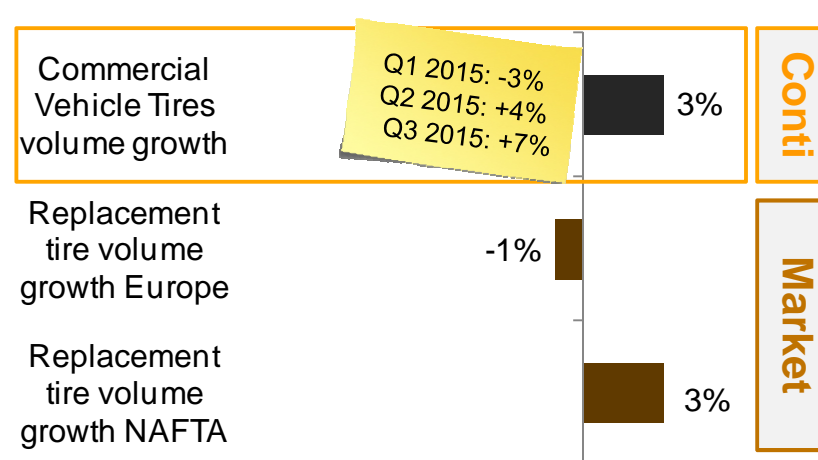
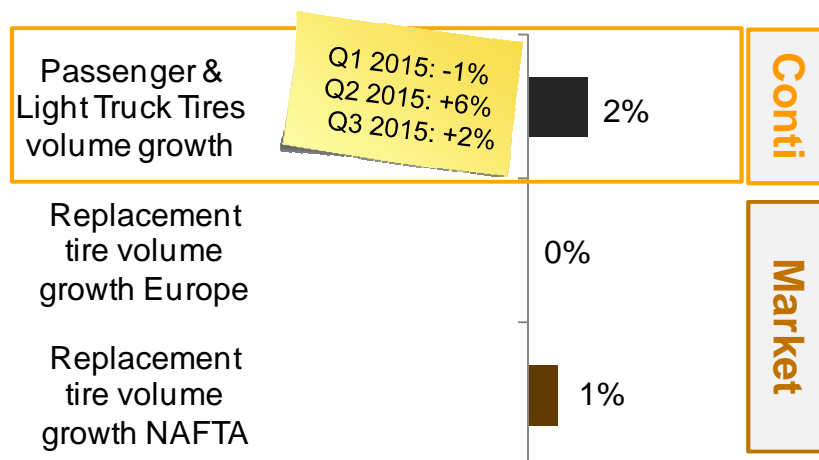
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

# 1) Corporation Highlights

## Growth Profile of the Corporation 9M 2015

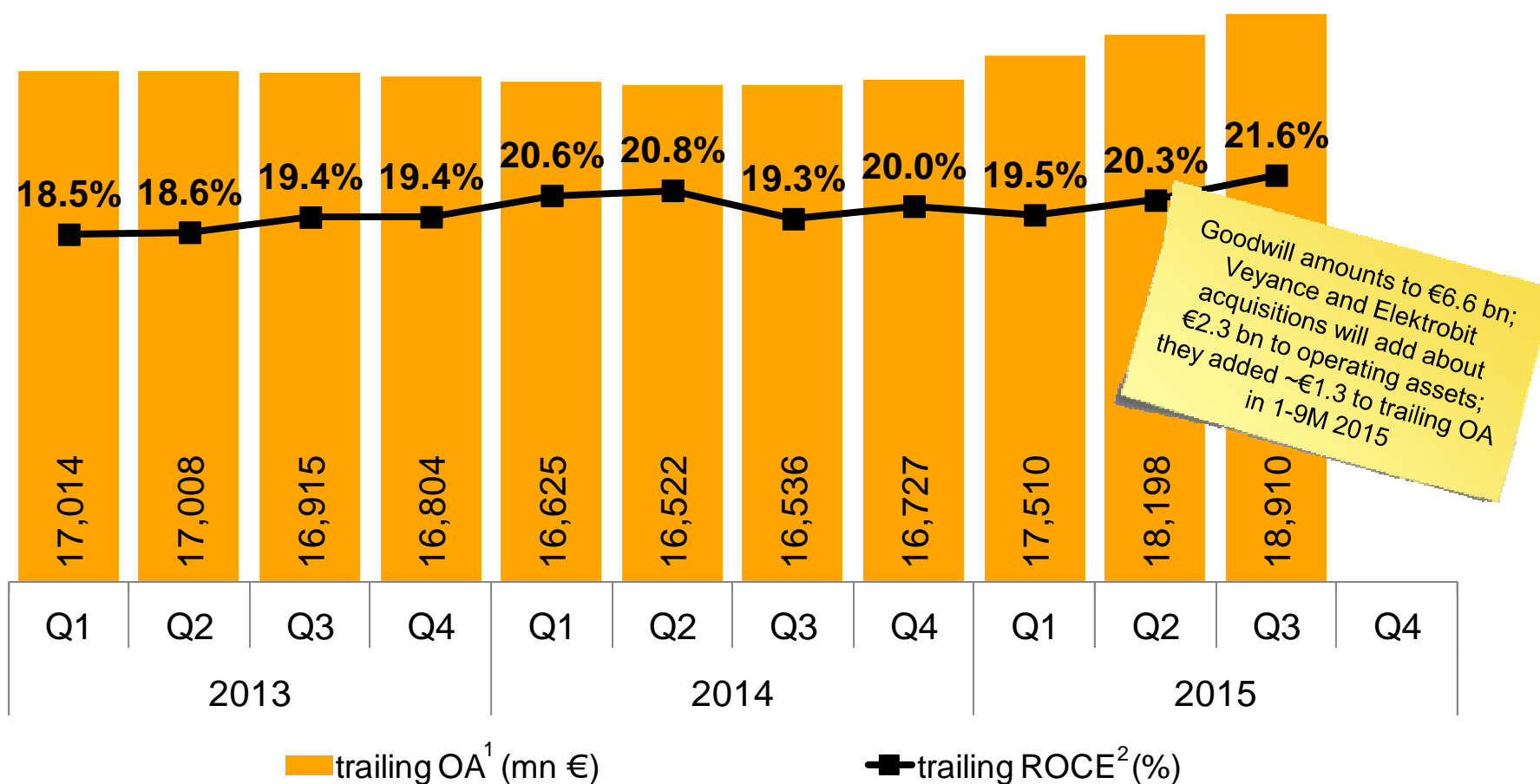


<sup>1</sup> According to IMF (WEO Update October 2015)



# 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



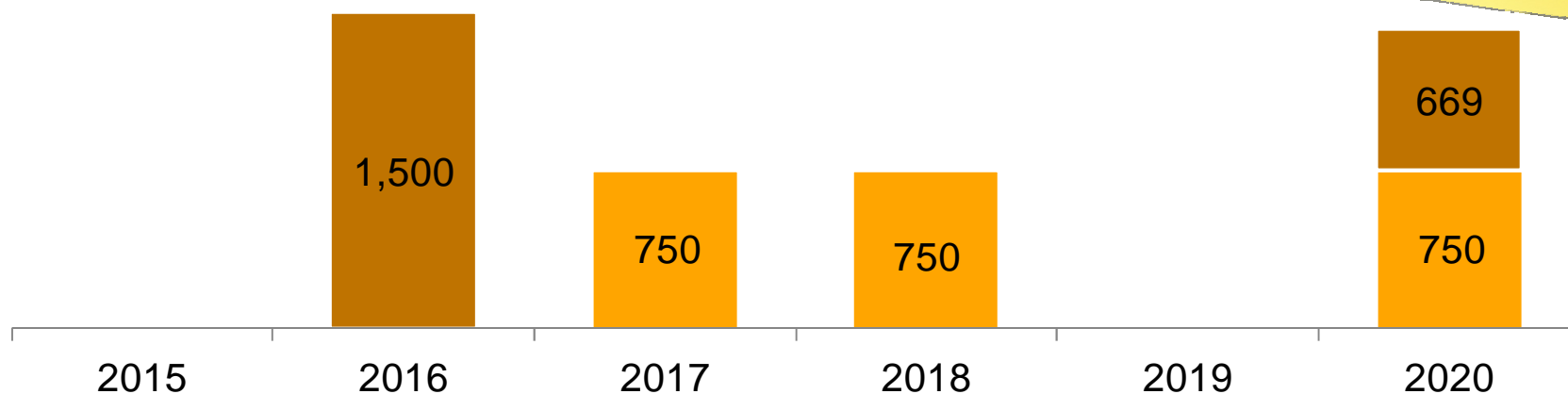
# 1) Corporation Highlights

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

As at September 30, 2015

■ Syndicated loan  
■ Bonds

(mn €)	FY 14	9M 15
Gross indebtedness	6,432	6,521
Cash	3,244	1,849
<b>Net indebtedness</b>	<b>2,824</b>	<b>4,296</b>
Available credit lines	4,032	3,179
Total liquidity	7,276	5,028



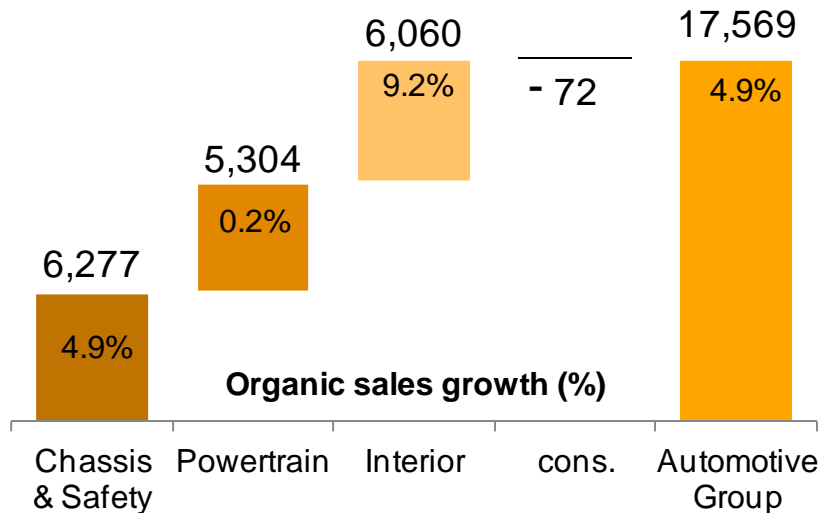
<sup>1</sup> All amounts shown are nominal values

<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

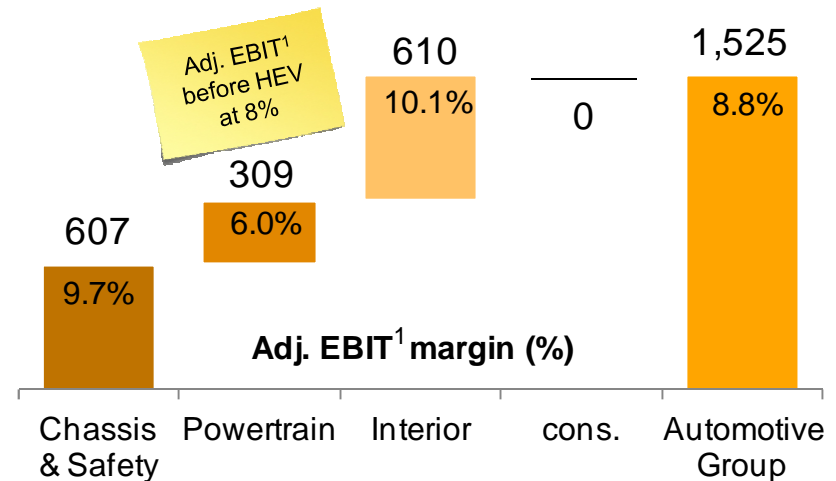
## 2) Automotive Group

Adj. EBIT<sup>1</sup> Margin Up by 80 bps

Automotive Group Sales (mn €) 9M 2015



Automotive Group Adj. EBIT<sup>1</sup> (mn €) 9M 2015



### Reported change in sales

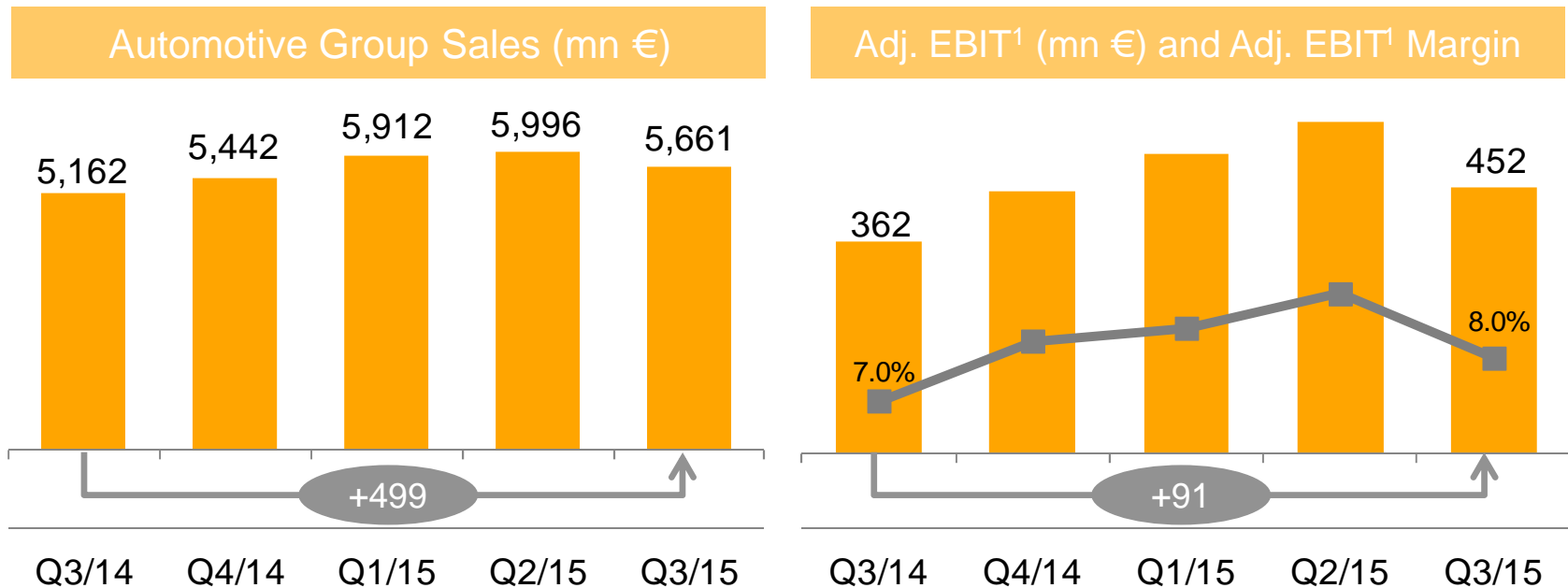
- › Chassis & Safety: 12.7%
- › Powertrain: 10.1%
- › Interior: 17.5%
- › Automotive Group: 13.6%

- › Reported EBITDA: €2,192 mn (12.5% of sales)
- › Reported EBIT: €1,488 mn (8.5% of sales)
- › R&D: €1,636 mn (9.3% of sales)
- › Capex: €774 mn (4.4% of sales)

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

## 2) Automotive Group

### Q3 2015: Benefitting from Solid Organic Sales Growth



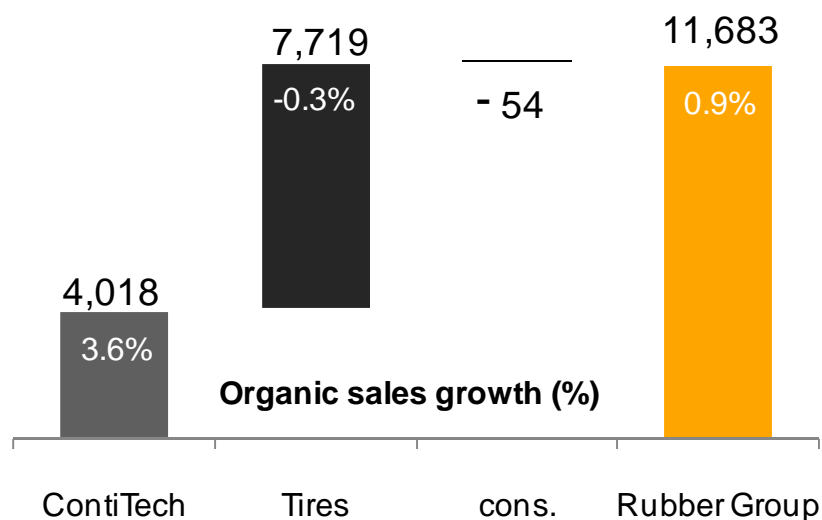
- › Sales increased by €499 mn; organic sales growth in Q3 2015 at 4%
- › Adj. EBIT<sup>1</sup> increased by €91 mn; R&D increased by 12% YOY to 9.5% of sales
- › Adj. EBIT<sup>1</sup> margin at 8.0% (PY: 7.0%)
- › Automotive Group business slowed significantly in July and August before turning back to solid growth in September; Q4 2015 margins will be above the level of the first 9M 2015

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

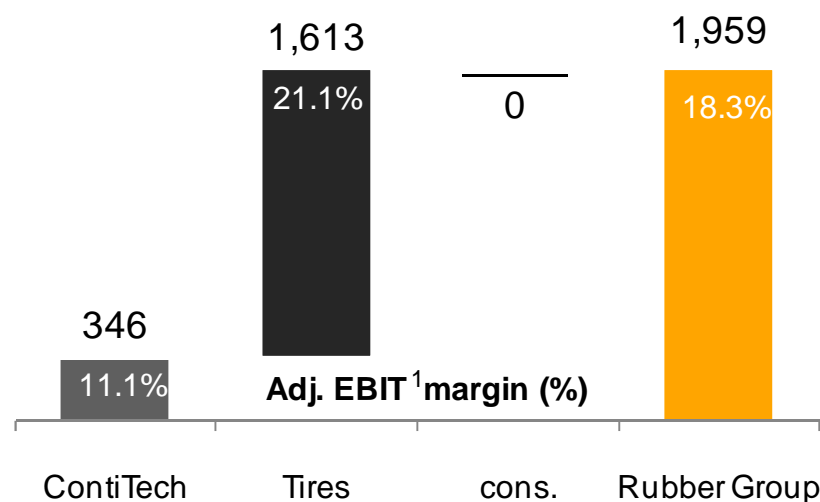
### 3) Rubber Group

## Profitability Sustained at Elevated Level

Rubber Group Sales (mn €) 9M 2015



Rubber Group Adj. EBIT<sup>1</sup> (mn €) 9M 2015



#### Reported change in sales

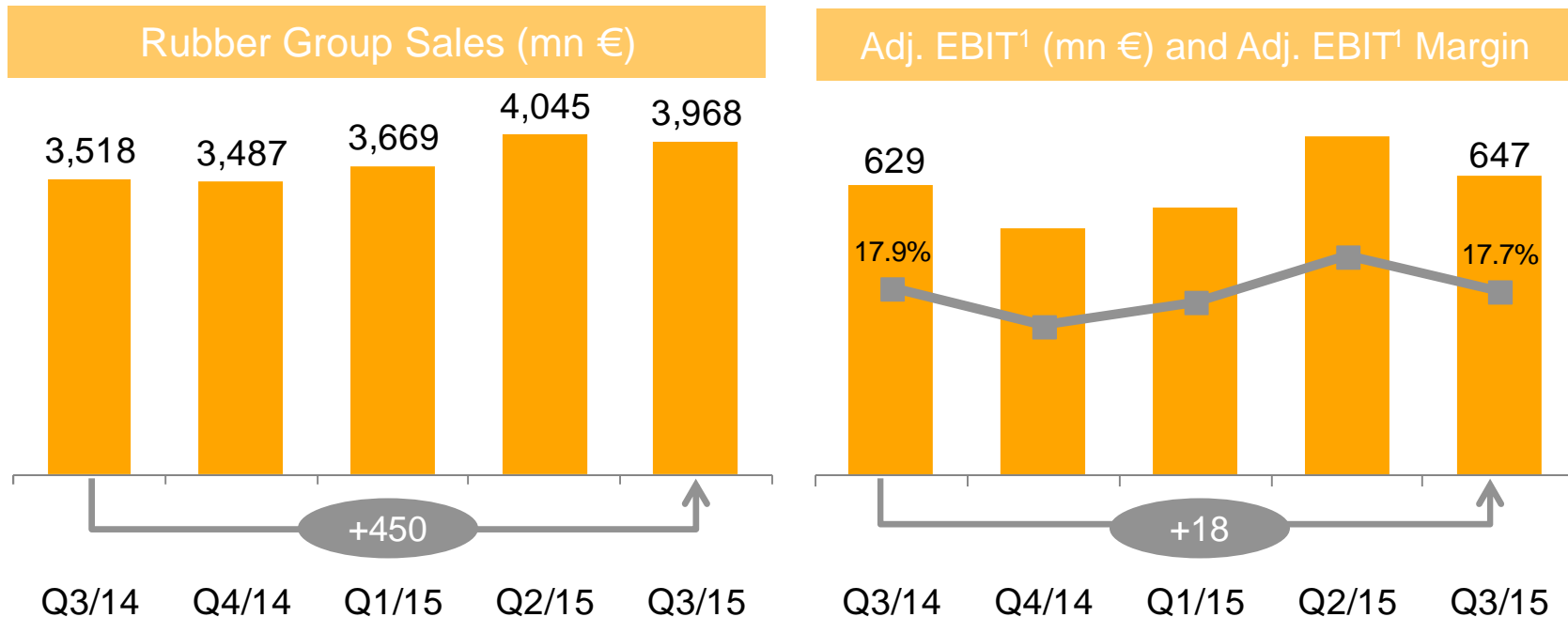
- › ContiTech: 37.1%
- › Tires: 6.0%
- › Rubber Group: 15.1%

- › Reported EBITDA: €2,440 mn (20.9% of sales)
- › Reported EBIT: €1,812 mn (15.5% of sales)
- › R&D: €262 mn (2.2% of sales)
- › Capex: €536 mn (4.6% of sales)

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

### 3) Rubber Group

#### Q3 2015: Benefitting from Volume Growth and FX



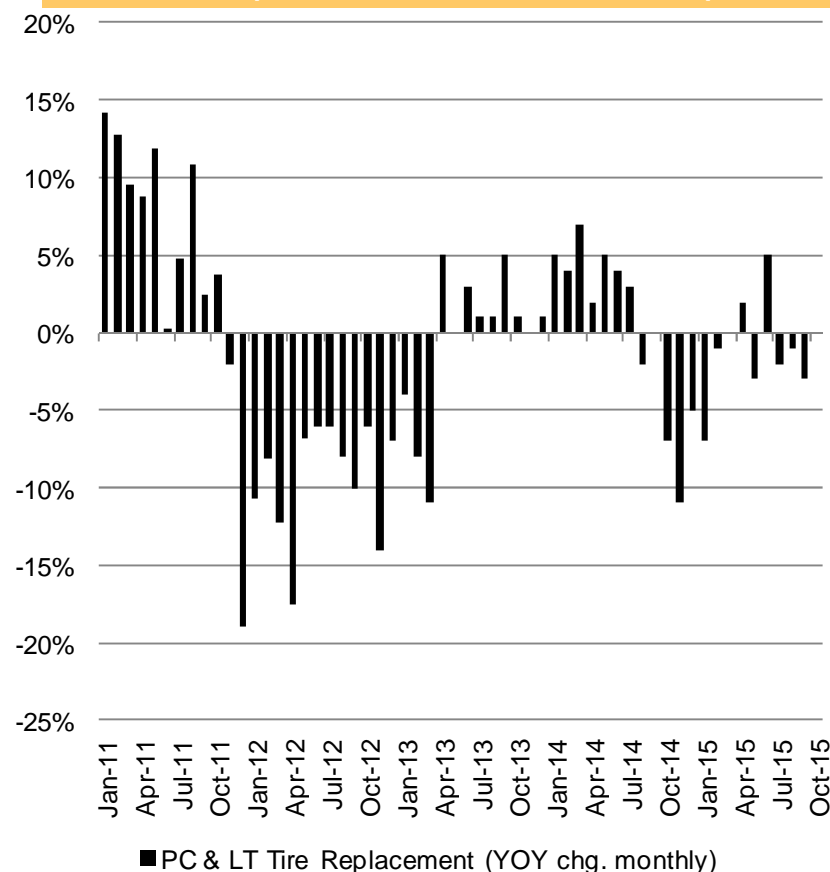
- › Sales increased by €450 mn as a result of a recovery in tire volumes and good organic growth in ContiTech
- › Veyance Technologies contributed €296 mn to sales; operating profit margin down compared to Q2 2015 as mining and fluid business suffered from the difficult market environment during Q3 2015
- › Tire volumes increased by 3% during the quarter; FX had a positive effect of 3% on tire sales in Q3 2015 while price mix stood at -3%

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

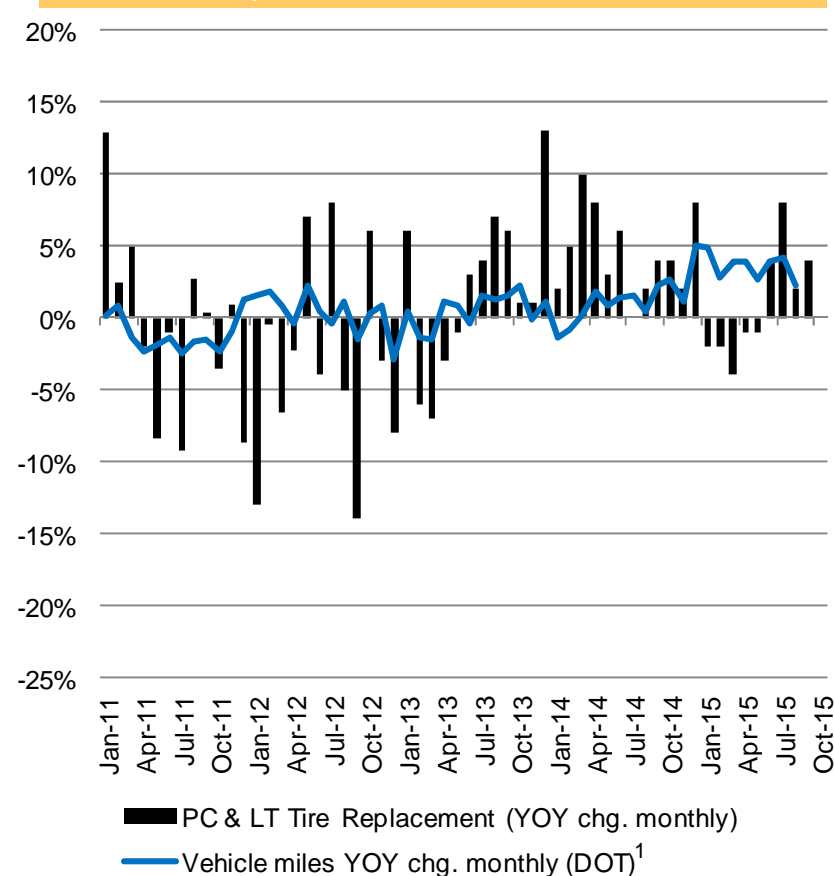
### 3) Rubber Group

European Demand Mixed while Import Duties Impacted NAFTA

Replacement Tire Demand  
Development for PC & LT Europe



Replacement Tire Demand  
Development for PC & LT NAFTA

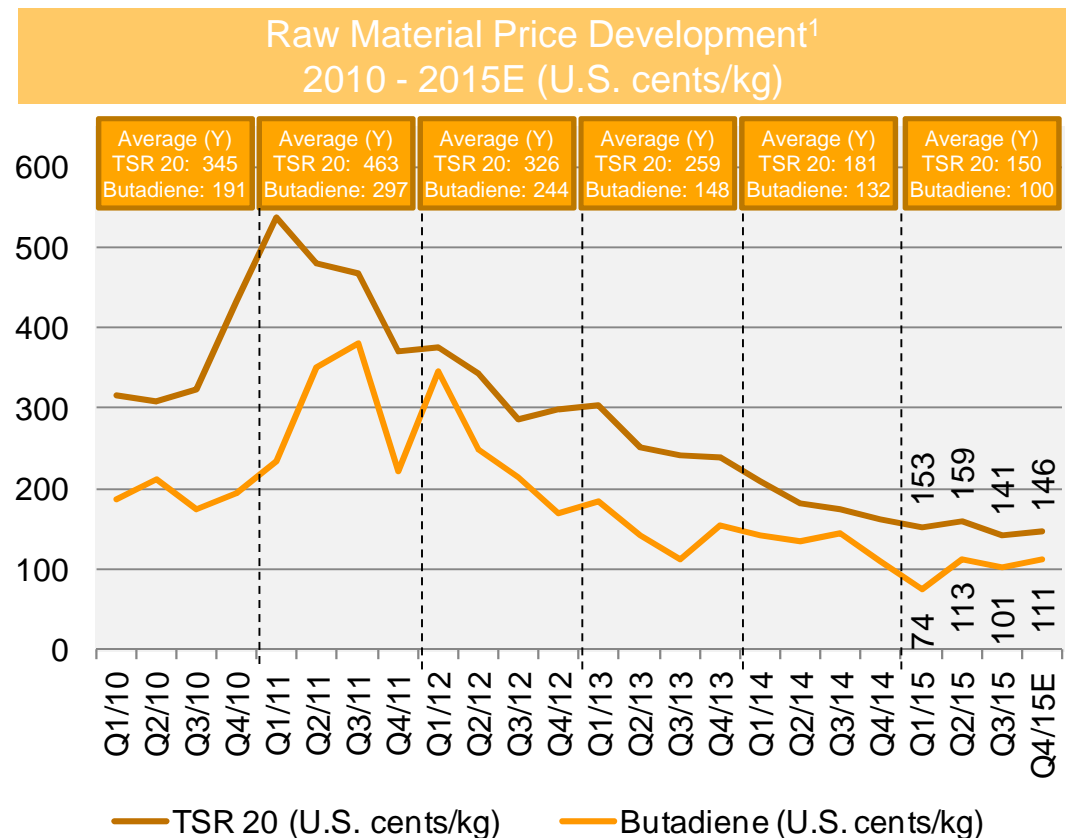


<sup>1</sup> U.S. Department of Transportation

### 3) Rubber Group

## Expected Raw Material Price Development in 2015

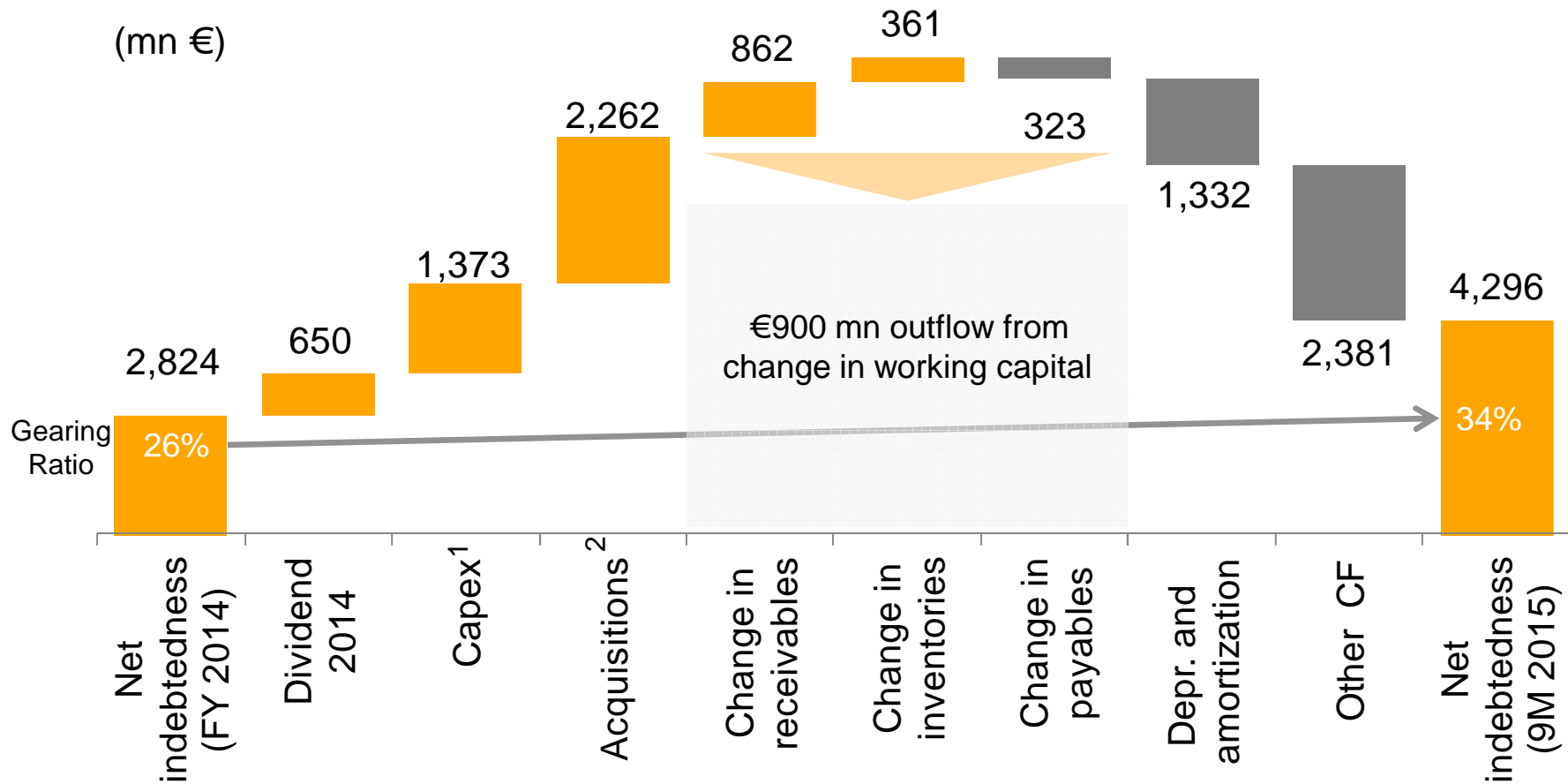
- › Natural rubber price (TSR 20) now expected to average U.S. \$1.50 in 2015 (previously: U.S. \$1.58)
- › Synthetic rubber price (butadiene feedstock) forecast confirmed to average U.S. \$1.00 in 2015
- › Tailwind from lower raw material cost to amount to about €250 mn in 2015 (previously: €200 mn)



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

## 4) Indebtedness and Cash Flow

### Net Indebtedness Bridge



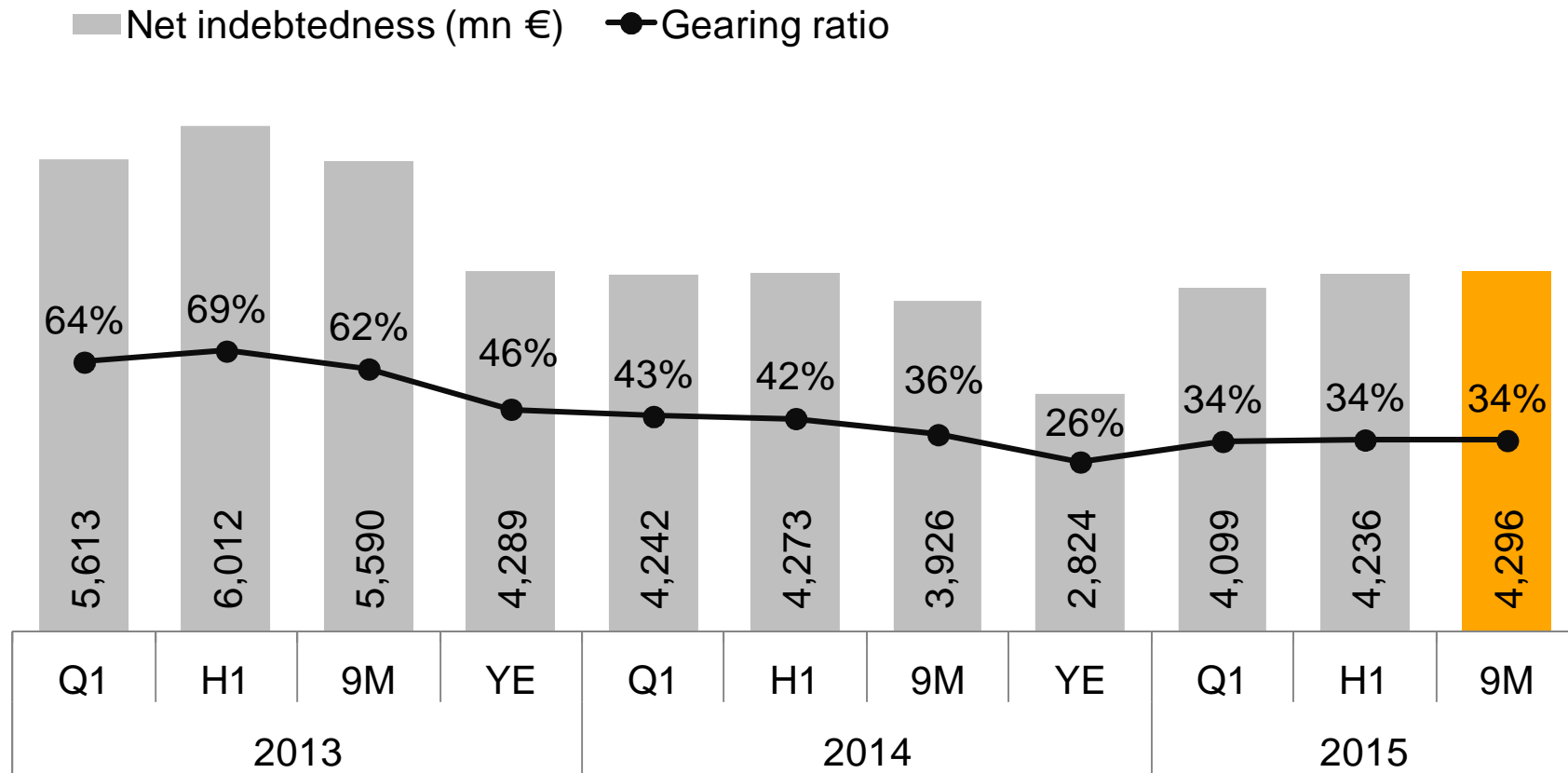
<sup>1</sup> According to cash flow statement incl. intangible assets

<sup>2</sup> Veyance Technologies (01/15), Elektrobot Automotive (07/15), A-Z Formen- und Maschinenbau Group (01/15) and others



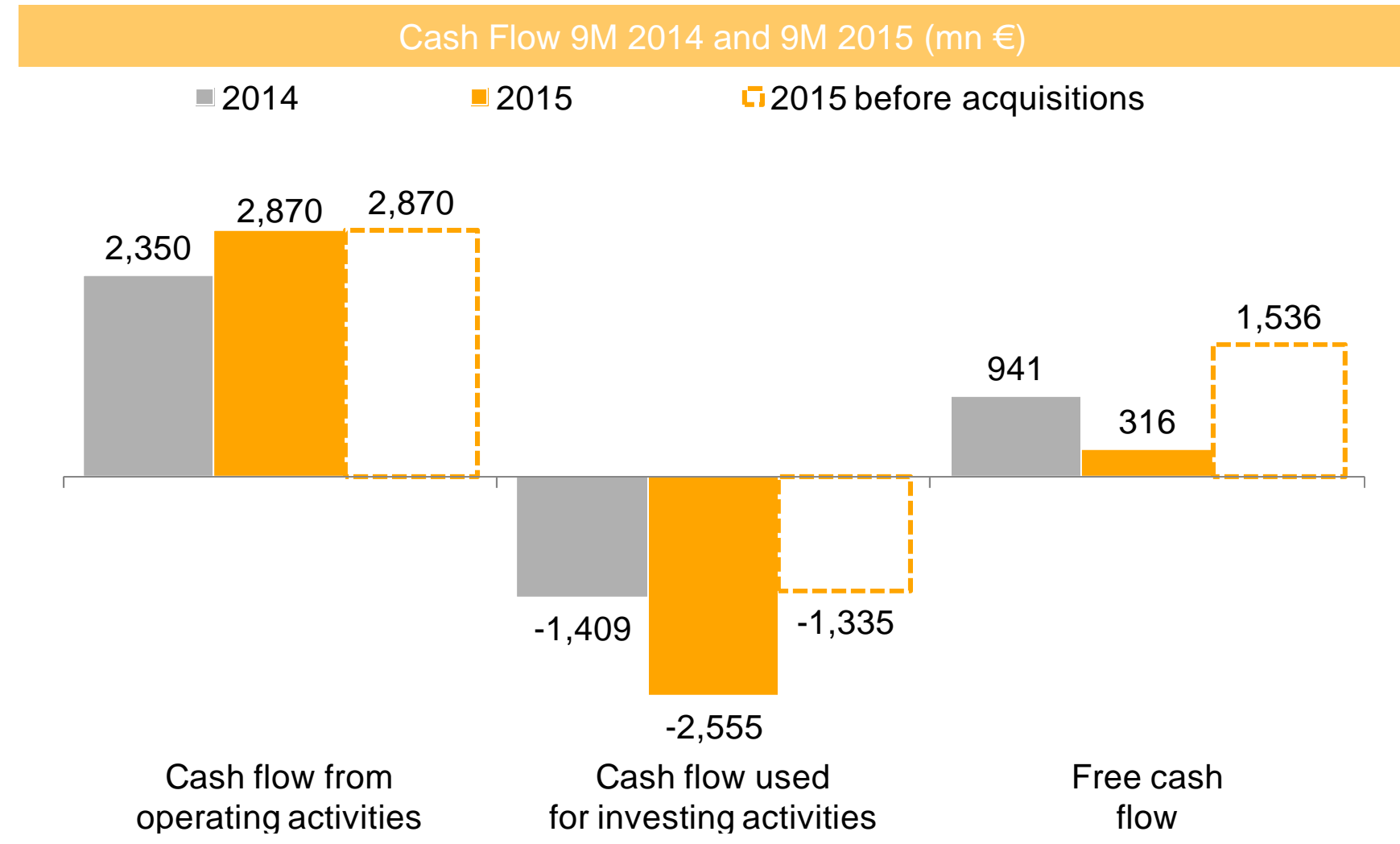
## 4) Indebtedness and Cash Flow

### Net Indebtedness and Gearing Ratio



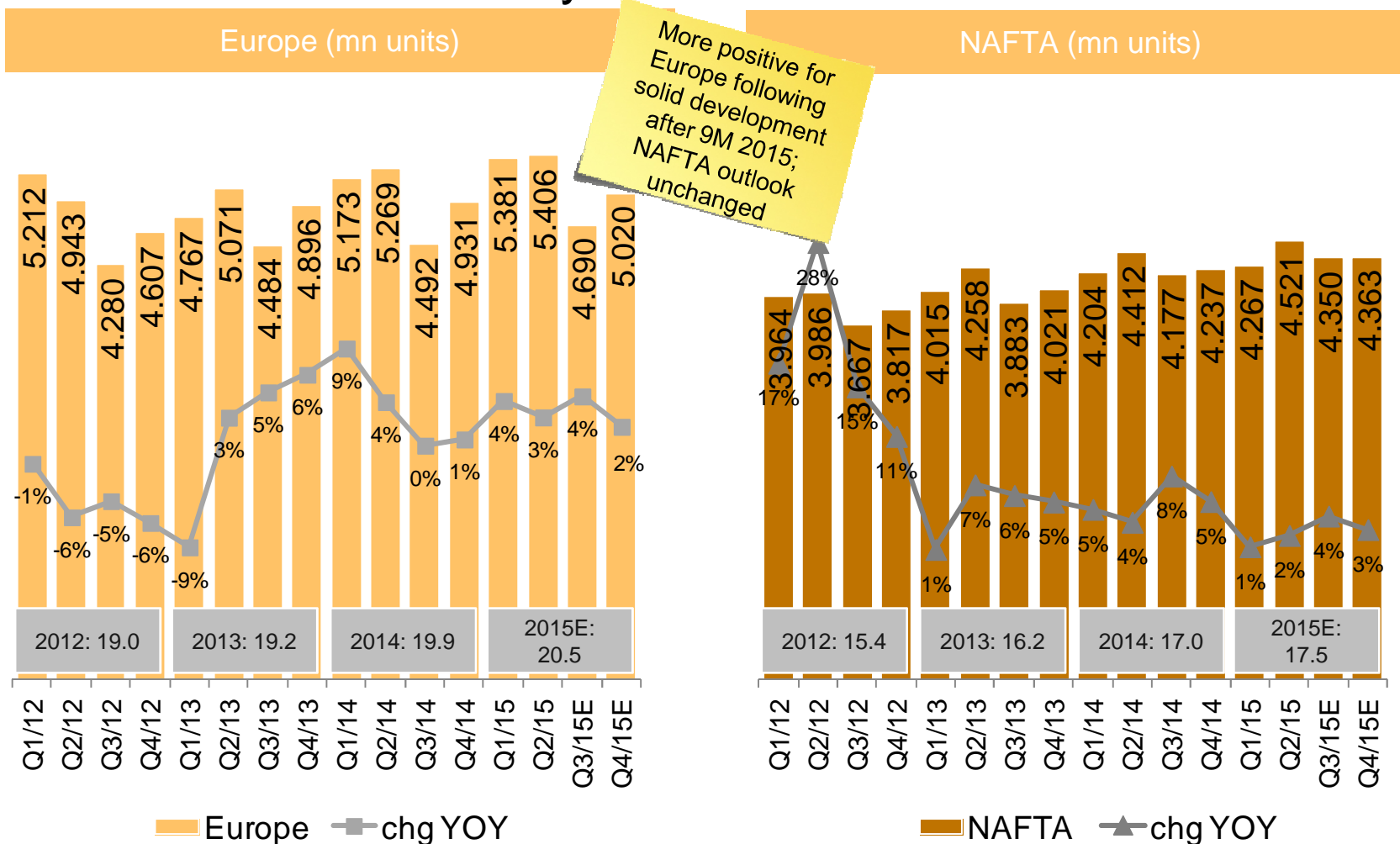
## 4) Indebtedness and Cash Flow

### Cash Flow Overview



## 5) Outlook

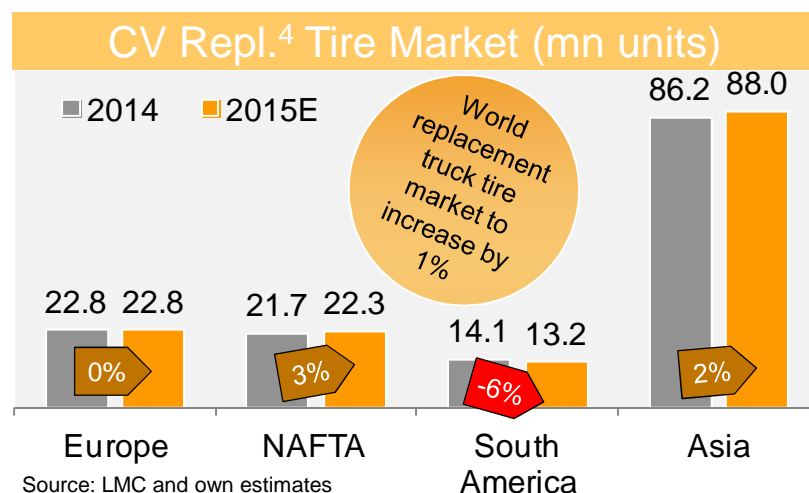
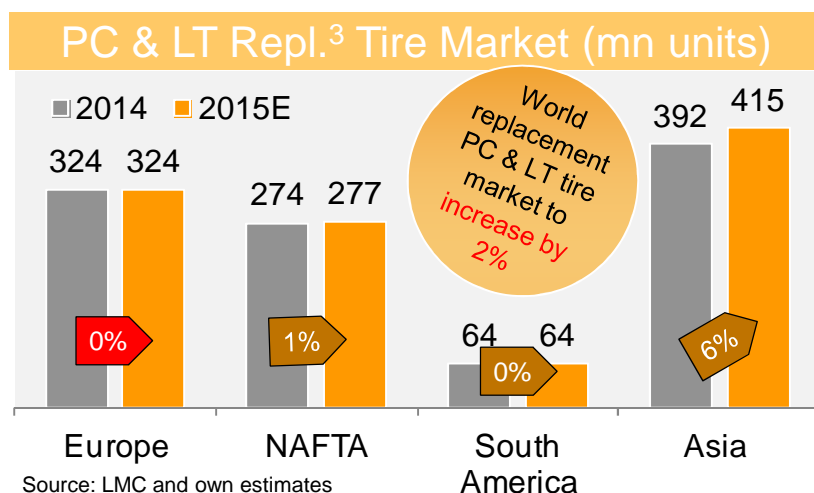
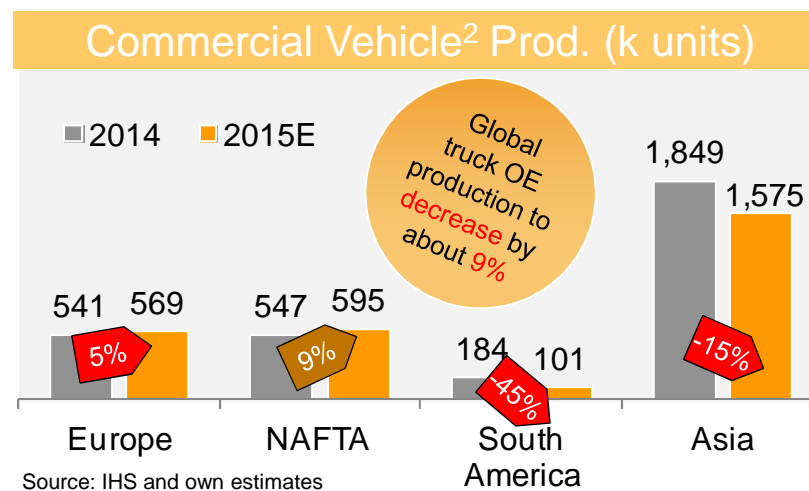
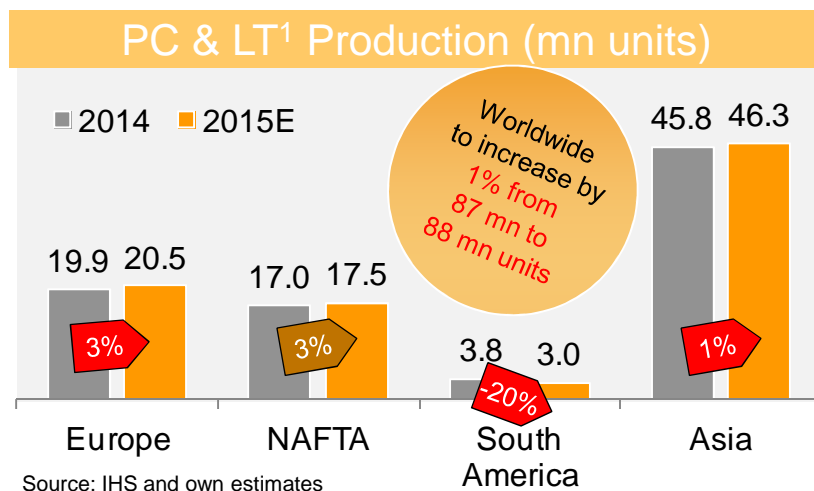
### PC & LT Production by Quarter



## 5) Outlook 2015

### Market Outlook for Major Regions 2015

Changes in comparison to the H1 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%	Increase to >€39 bn Achieve adj. EBIT <sup>1</sup> margin <u>≥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 <u>≥16%</u>
Raw material cost impact	Relief of about €190 mn	<u>~€250 mn</u> tailwind expected in 2015
Special effects	-€323 mn	About -€100 mn
Net interest expense Tax rate	€265 mn 20%	<u>≤€300 mn</u> incl. early bond redemption ~30%
Capex PPA	€2.0 bn €194 mn	Capex at around 6% of sales PPA <u>~€140 mn</u> (mainly Veyance and EB Automotive)
Free cash flow before acquisitions	€2.1 bn	<u>More than €2 bn</u>

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

## 6) ADAS Update

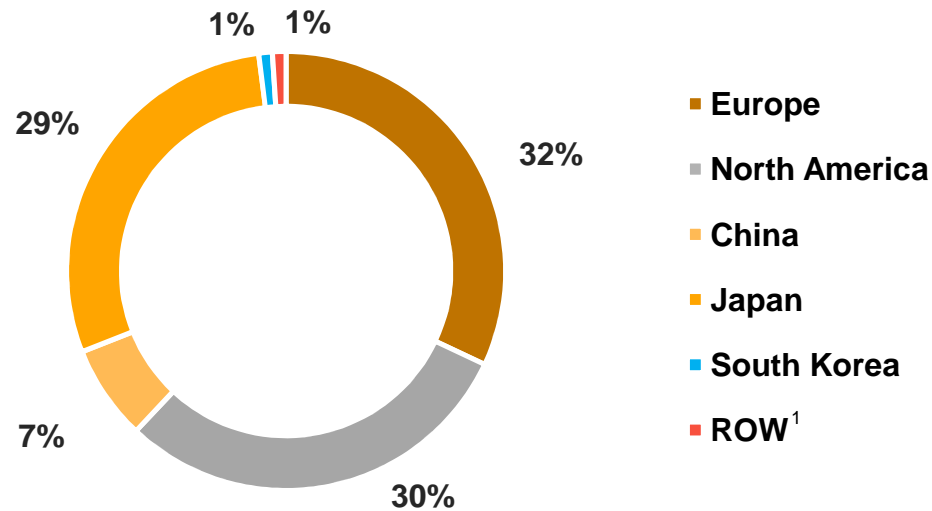
### Current Customer and Product Matrix

OEM	Radar	Camera	Lidar	ECU <sup>1</sup>
 Audi		Mono (Gen 1)		
 BMW	LRR	Stereo		
 Chrysler	SRR			
 Daimler	LRR	Mono / Stereo		X
 Daimler Truck	LRR	Mono		X
 Fiat	SRR		SRL	
 Ford	SRR	Mono	SRL	
 Geely/Volvo			SRL	
 GM	LRR	Mono		X
 Honda			SRL	
Hyundai		Mono		
Mazda	SRR	Mono	SRL	
Mitsubishi	LRR		SRL	
PSA			SRL	
Renault/Nissan	LRR / SRR			
Subaru	SRR			
Suzuki			SRL	
Toyota	SRR	Mono (MFL = SRLCam)	SRL (MFL = SRLCam)	
Volkswagen		Mono (Gen 1)	SRL	
Volvo Truck	LRR / SRR	Mono		X

## 6) ADAS Update

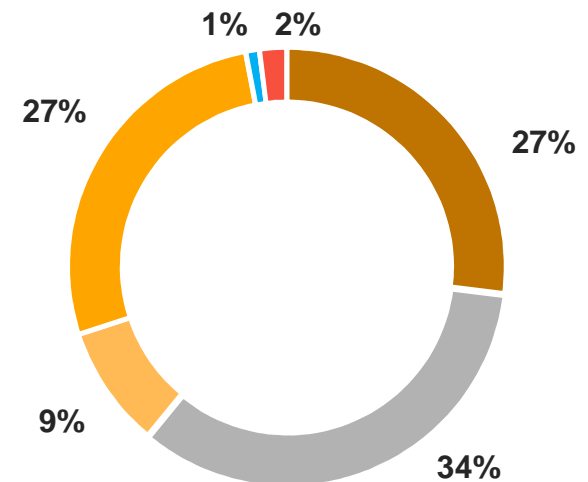
### Regionally Well Balanced Sales

2015



~€850 mn

2018

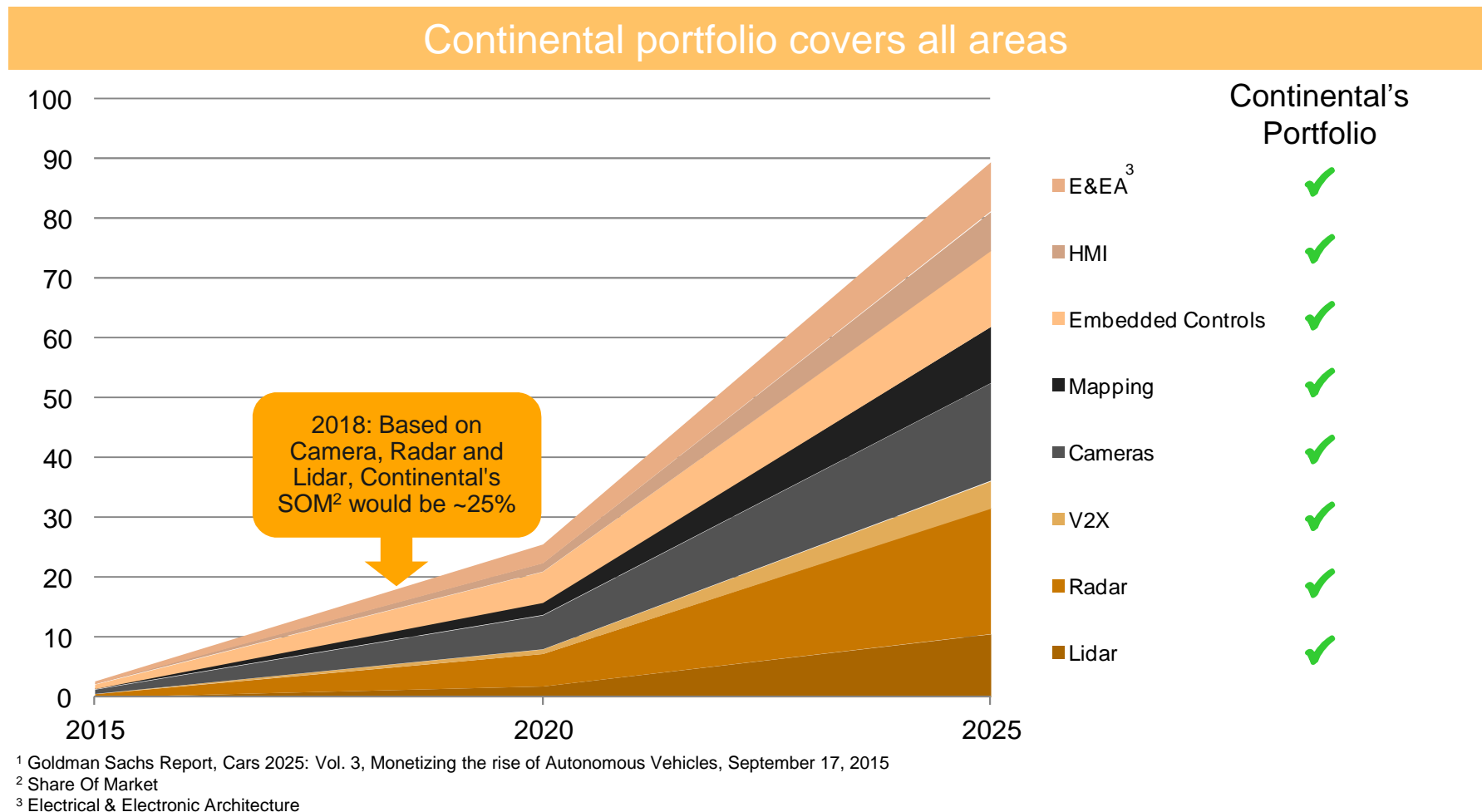


>€1,500 mn

<sup>1</sup> Rest Of World

## 6) ADAS Update

### Market Volume for Automated Driving<sup>1</sup> (U.S. \$ bn)





# Thank you!



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9M 2015 Results – November 9, 2015  
EDMR – Equity and Debt Markets Relations

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

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# Continental

## Financial Calendar

### 2015

Annual Financial Press Conference	March 5, 2015
Annual Shareholders' Meeting (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 11, 2016
Annual Financial Press Conference	March 3, 2016
Annual Shareholders' Meeting (incl. key data for Q1 2016)	April 29, 2016
Q1 Financial Report	May 4, 2016
Half Year Financial Report	August 3, 2016
Nine Month Financial Report	November 10, 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 September 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

Issuer	Conti-Gummi Finance B.V., Netherlands <sup>1</sup>	Continental AG	Continental AG
<b>Issue</b>	Senior Notes	Senior Notes	Senior Notes
<b>Principal amount</b>	€750 mn	€750 mn	€750 mn
<b>Offering price</b>	99.595%	98.950%	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> )	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.	3.125% p.a.
<b>Issue date</b>	Sept. 19, 2013	Jul. 16, 2013	Sept. 9, 2013
<b>Maturity</b>	<b>Mar. 20, 2017</b>	<b>Jul. 16, 2018</b>	<b>Sept. 9, 2020</b>
<b>Start of period for early redemption (60-90 days' prior notice)</b>	---	---	---
<b>Interest payment</b>	Annual Mar. 20	Semi annual Jan. 16/Jul. 16	Annual Sept. 9
<b>WKN</b>	A1VC6B	A1X24V	A1X3B7
<b>ISIN</b>	XS0972719412	XS0953199634	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 €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

## 7) 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	9M/15
<b>Market data for PC &amp; LT production</b>											
EU	-9%	-3%	-1%	1%	9%	6%	4%	3%	4%	3%	4%
NAFTA	1%	4%	5%	5%	5%	4%	5%	5%	1%	2%	3%
EU and NAFTA combined	-4%	0%	2%	3%	7%	5%	5%	4%	3%	3%	3%
Worldwide	0%	2%	3%	4%	5%	4%	4%	3%	2%	1%	1%
<b>Continental</b>											
Electronic stability control (ESC)	13%	14%	15%	15%	14%	12%	11%	12%	16%	14%	11%
Anti-lock brake system (ABS)	-24%	-24%	-21%	-19%	-13%	-11%	-16%	-19%	-34%	-31%	-30%
Boosters	-4%	-2%	0%	0%	8%	10%	6%	5%	-1%	-4%	-8%
Calipers	2%	7%	7%	6%	7%	2%	1%	0%	-1%	0%	-3%
Advanced driver assistance systems (ADAS)	51%	57%	57%	58%	53%	50%	47%	47%	46%	53%	59%
Engine electronic control units (ECUs)	-11%	-8%	-4%	-1%	7%	6%	6%	4%	-1%	-3%	-5%
Injectors	-10%	-7%	-3%	-1%	-3%	-3%	-5%	-5%	-8%	-8%	-11%
Transmissions	4%	7%	10%	12%	8%	8%	6%	6%	6%	2%	0%
Turbochargers	296%	207%	179%	108%	64%	68%	71%	78%	59%	45%	50%
<b>Market data tires</b>											
PC & LT replacement tires Europe	-10%	-4%	-1%	-1%	6%	5%	4%	2%	-1%	2%	0%
PC & LT replacement tires NAFTA	-2%	0%	4%	4%	7%	6%	5%	6%	-6%	0%	1%
Commercial vehicle tires OE Europe	-3%	0%	0%	0%	1%	-7%	-4%	-7%	0%	4%	5%
Commercial vehicle tires OE NAFTA	-12%	-13%	-9%	-2%	6%	10%	12%	12%	21%	17%	12%
Commercial vehicle replacement tires Europe	5%	8%	9%	9%	15%	6%	3%	1%	-4%	2%	-1%
Commercial vehicle replacement tires NAFTA	-1%	-2%	-2%	-2%	9%	9%	9%	8%	3%	5%	3%
<b>Continental</b>											
PC & LT tires	-6%	-1%	1%	2%	9%	6%	5%	3%	-1%	3%	2%
Commercial vehicle tires	-4%	2%	5%	6%	13%	8%	5%	3%	-3%	0%	3%
ContiTech organic sales growth	-2%	0%	0%	2%	5%	2%	2%	1%	2%	4%	4%



## 7) Back-up

### Corporation Highlights 9M 2015

› Sales	Increase of 14.2% to €29,216.2 mn (PY: €25,587.6 mn); organic sales up 3.3%
› EBITDA	Increase of 18.9% to €4,528.2 mn (PY: €3,809.1 mn)
› EBIT	Increase of 30.6% to €3,195.8 mn (PY: €2,447.9 mn); Adj. EBIT <sup>1</sup> increase to €3,379.7 mn (12.0% adj. EBIT <sup>1</sup> margin); PPA <sup>2</sup> effect -€103.7 mn; total special effects -€15.6 mn
› NIAT <sup>3</sup>	Increase of 15.9% to €2,084.3 mn (PY: €1,798.9 mn)
› EPS <sup>3</sup>	EPS of €10.42 (PY: €8.99) EPS before PPA <sup>2</sup> €10.79 (PY: €9.55 before PPA <sup>2</sup> )
› Capex	Capex increased to €1,311.7 mn (PY: €1,305.6 mn); capex ratio 4.5% of sales; capex to depreciation coverage 1x (1.1x ex PPA <sup>2</sup> )
› R&D	Expenses for research and development increased by 16.6% to €1,897.7 mn (PY: €1,627.6 mn); R&D ratio 6.5% of sales (PY: 6.4%)
› Cash flow	Operating cash flow up by €520.9 mn to €2,870.4 mn; free cash flow €315.9 mn
› Net debt	Net indebtedness up by €1,472.7 mn to €4,296.2 mn vs. FY 2014; Liquidity and undrawn credit lines amounted to €5,028.1 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

## 7) Back-up

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

(mn €) <sup>1</sup>	2010	2011	2012	2013	2014	LTM Q3 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>5,897</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>5,853</b>
Net cash interest paid	-703	-662	-575	-534	-158	-168
Tax paid	-493	-466	-684	-805	-775	-994
Change in net working capital <sup>3</sup>	-497	-556	564	-4	-207	132
Other <sup>4</sup>	-46	-256	-488	-30	175	-134
<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>4,689</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>-3,299</b>
- thereof capex in PPE and intangibles	-1,324	-1,813	-2,081	-2,024	-2,110	-2,129
<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>1,390</b>
<b>Balance sheet</b>						
Cash and cash equivalents	1,471	1,541	2,397	2,045	3,244	1,849
Derivative instruments and interest-bearing investments	202	249	536	303	364	376
Total indebtedness	8,991	8,562	8,253	6,638	6,432	6,521
<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>4,296</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>35.1x</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 and in other assets and liabilities

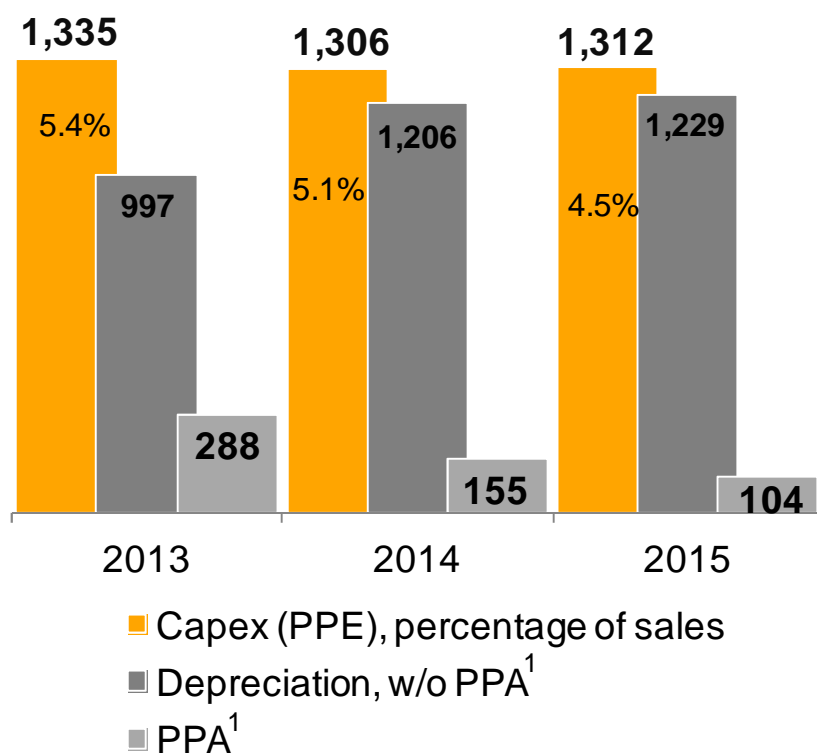
<sup>5</sup> Adj. EBITDA to net cash interest paid

<sup>6</sup> Since 2012

## 7) Back-up

### Capex, Depreciation and EPS Breakdown 9M 2015

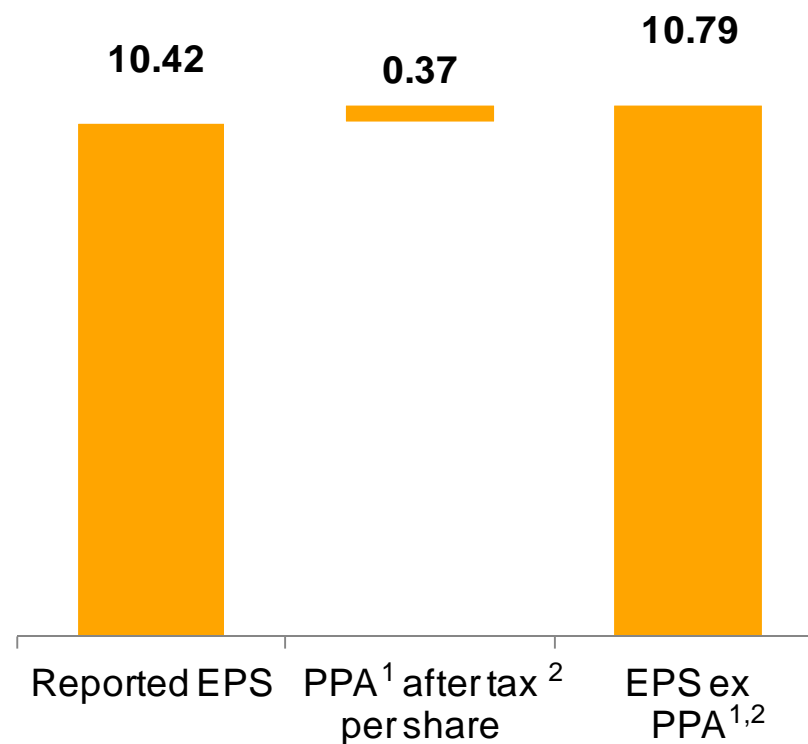
Capex, Depreciation and PPA<sup>1</sup> (mn €)



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

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

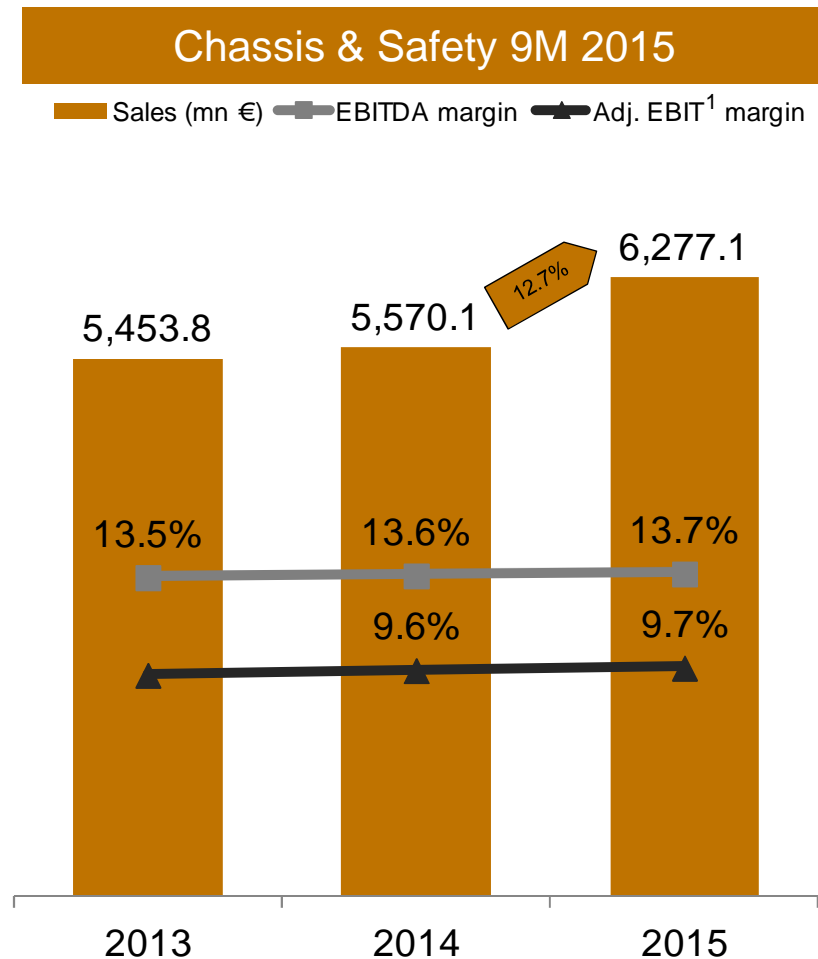
EPS ex PPA<sup>1,2</sup> (€)



## 7) Back-up

### Automotive Group Financials – Chassis & Safety

- › Sales increased by 4.9% before consolidation and FX effects
- › EBITDA increased by €101.0 mn to €859.0 mn (+13.3%)
- › Adj. EBIT<sup>1</sup> increased by €74.5 mn to €606.6 mn (adj. EBIT<sup>1</sup> margin 9.7%)
- › EBIT increased by €94.6 mn to €605.7 mn (EBIT margin 9.6%)
- › PPA effect after 9M 2015: -€0.6 mn
- › Special effects after 9M 2015: -€0.3 mn

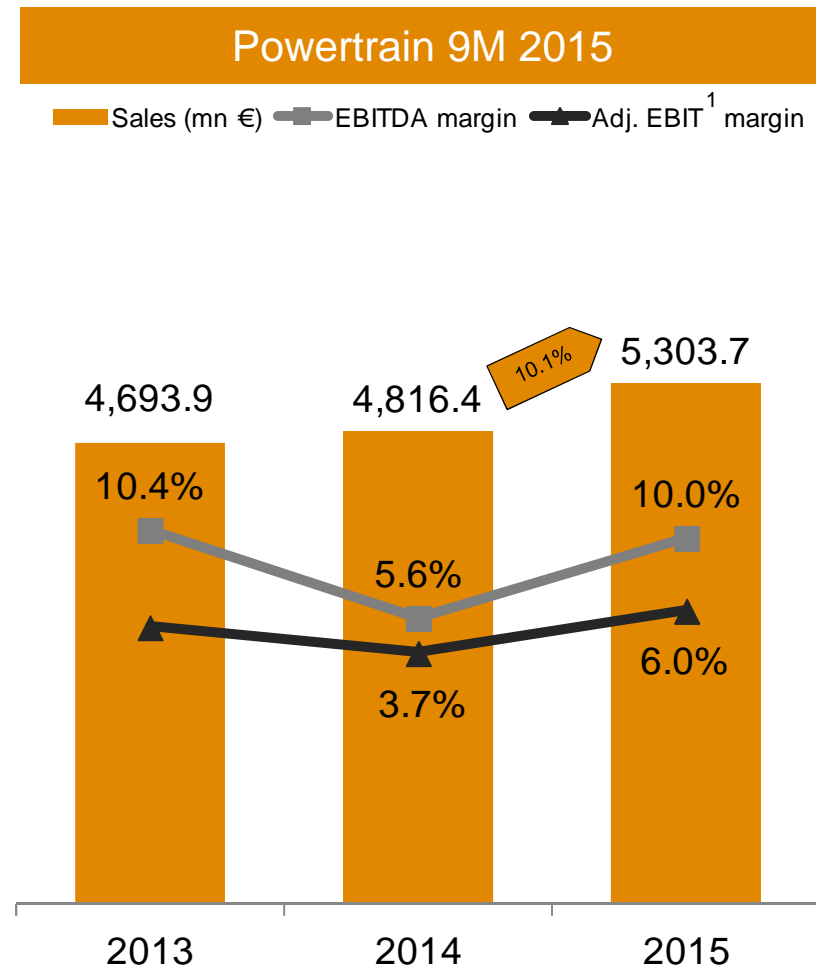


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details.

## 7) Back-up

### Automotive Group Financials – Powertrain

- › Sales increased by 0.2% before consolidation and FX effects
- › EBITDA increased by €257.6 mn to €528.0 mn (+95.3%)
- › Adj. EBIT<sup>1</sup> increased by €132.8 mn to €309.2 mn (adj. EBIT<sup>1</sup> margin 6.0%)
- › EBIT increased by €444.9 mn to €279.0 mn (EBIT margin 5.3%)
- › PPA effect after 9M 2015: -€6.2 mn
- › Special effects after 9M 2015: -€0.1 mn

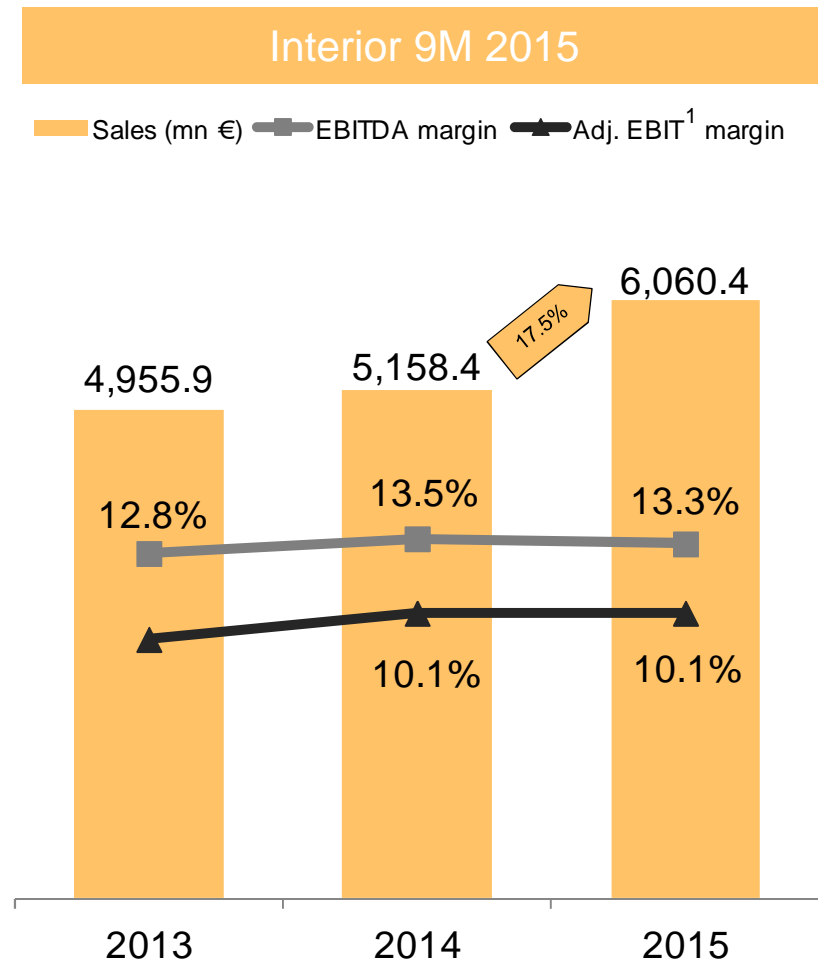


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details.

## 7) Back-up

### Automotive Group Financials – Interior

- › Sales increased by 9.2% before consolidation and FX effects
- › EBITDA increased by €107.7 mn to €805.1 mn (+15.4%)
- › Adj. EBIT<sup>1</sup> increased by €87.9 mn to €609.5 mn (adj. EBIT<sup>1</sup> margin 10.1%)
- › EBIT increased by €166.4 mn to €603.7 mn (EBIT margin 10.0%)
- › PPA effect after 9M 2015: -€9.1 mn
- › No special effects after 9M 2015

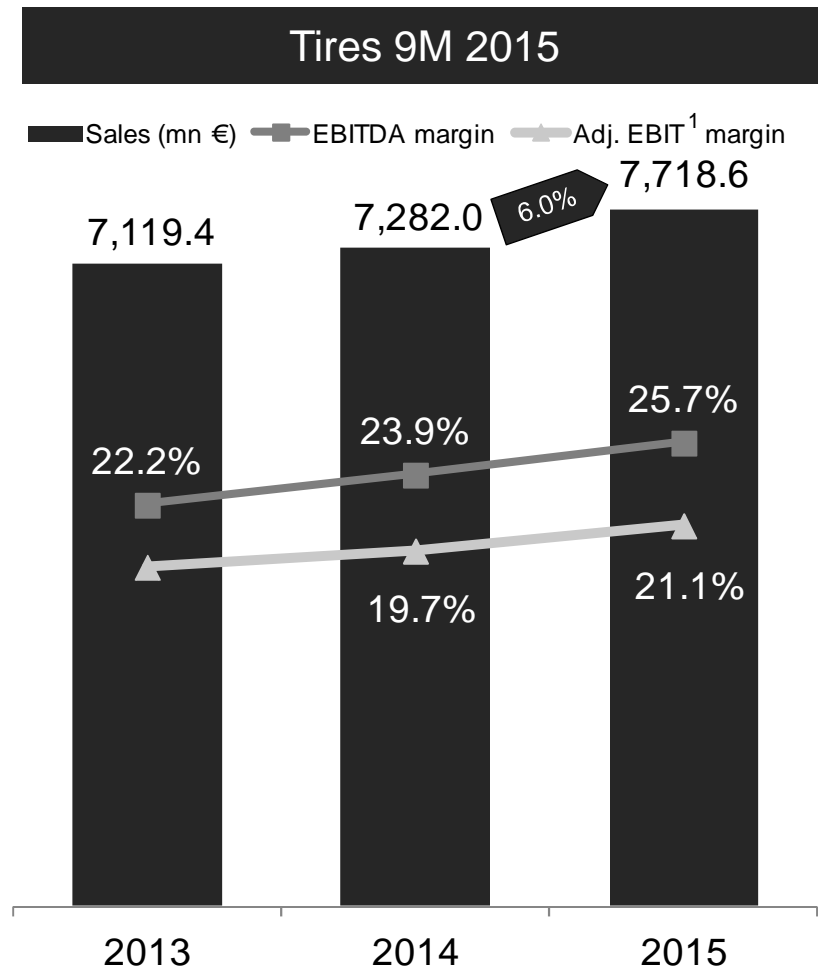


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details.

## 7) Back-up

### Rubber Group Financials – Tires

- › Sales decreased by 0.3% before consolidation and FX effects
- › EBITDA increased by €241.2 mn to €1,982.0 mn (+13.9%)
- › Adj. EBIT<sup>1</sup> increased by €177.4 mn to €1,613.1 mn (adj. EBIT<sup>1</sup> margin 21.1%)
- › EBIT increased by €184.7 mn to €1,594.6 mn (EBIT margin 20.7%)
- › PPA effect after 9M 2015: -€5.8 mn
- › Special effects after 9M 2015: -€2.6 mn

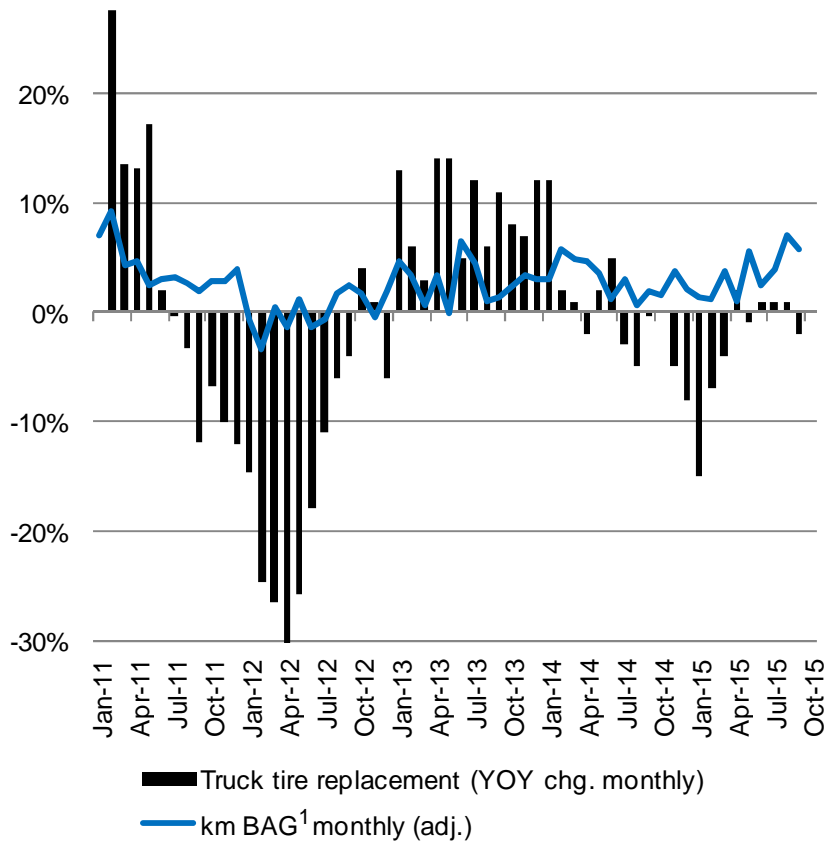


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details.

## 7) Back-up

### Tires – Commercial Vehicle Tire Demand

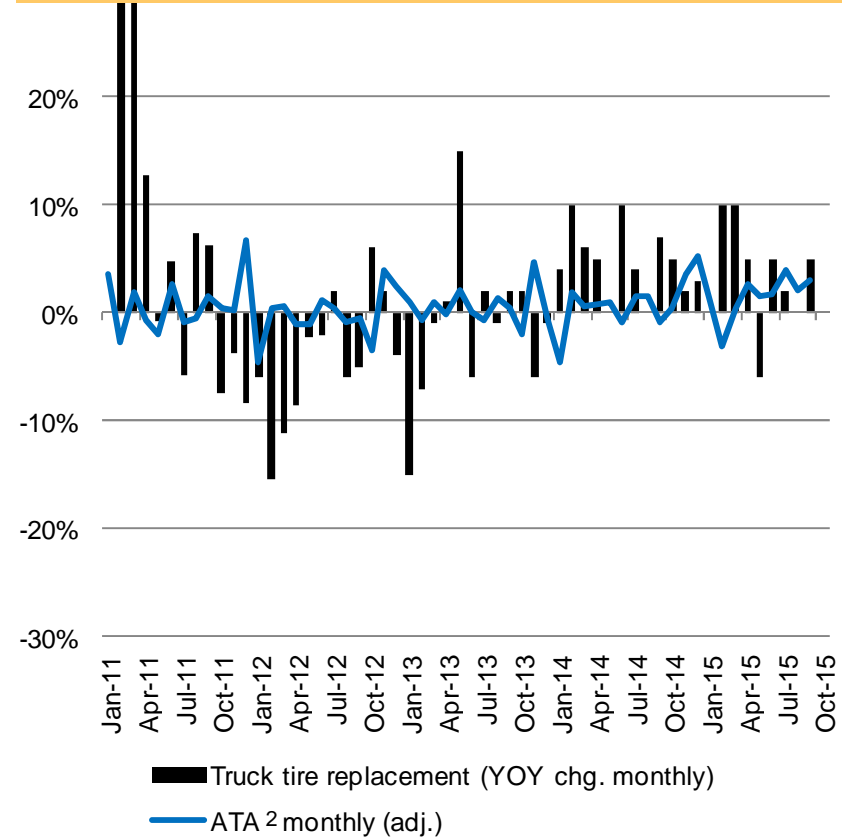
Replacement Tire Demand  
for Truck Tires Europe



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

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

Replacement Tire Demand  
for Truck Tires NAFTA

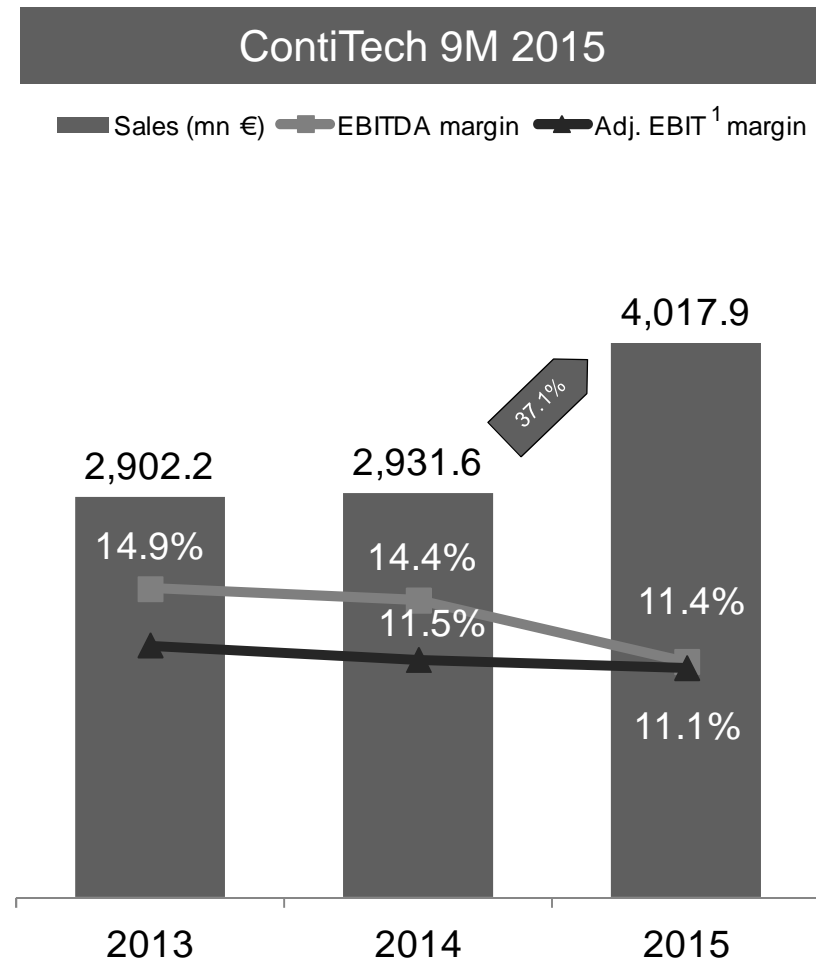




## 7) Back-up

### Rubber Group Financials – ContiTech

- › Sales increased by 3.6% before consolidation and FX effects
- › EBITDA increased by €36.7 mn to €458.0 mn (+11.4%)
- › Adj. EBIT<sup>1</sup> increased by €8.6 mn to €346.3 mn (adj. EBIT<sup>1</sup> margin 11.1%)
- › EBIT decreased by €117.1 mn to €217.8 mn (EBIT margin 5.4%)
- › PPA effect after 9M 2015: -€82.0 mn
- › Special effects after 9M 2015: -€12.6 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

## 7) 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	1,999.0		
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	1,657.4		
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	2,028.2		
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	2,654.4		
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	1,330.8		
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	-52.2		
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	9,617.6		

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	9.6		
Powertrain	3.5	-0.5	5.0	7.1	3.7	15.7	13.9	1.1		
Interior	4.9	0.6	7.0	11.8	6.0	16.2	18.6	17.5		
Tires	4.3	-0.5	3.2	1.6	2.1	4.4	9.9	3.8		
ContiTech	3.4	-2.0	1.8	2.4	1.4	30.3	45.0	35.9		
Continental Corporation	4.4	-0.2	3.8	6.1	3.5	14.0	17.6	10.9		

## 7) 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	268.3		
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	167.3		
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	252.4		
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	667.7		
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	159.7		
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	-23.7		
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	1,491.7		

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	13.4		
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	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	12.4		
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	25.2		
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	12.0		
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	15.5		

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	2.4		
Powertrain	-1.2	-25.6	-107.4	6.7	-31.8	12.9	46.4	1,505.9		
Interior	10.4	11.1	7.1	16.6	11.3	13.3	22.6	9.9		
Tires	18.8	11.0	2.1	-2.6	6.7	6.3	24.1	10.6		
ContiTech	5.7	-15.6	3.6	-8.9	-4.3	-10.1	27.2	10.4		
Continental Corporation	10.8	0.0	-9.0	2.4	0.8	8.3	24.7	24.0		

## 7) 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	181.5		
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	81.3		
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	178.7		
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	536.5		
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	80.6		
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	-24.0		
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	1,034.6		

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	9.1		
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	4.9		
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	8.8		
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	20.2		
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	6.1		
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	10.8		

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	1.1		
Powertrain	23.8	-43.6	-631.9	252.6	-153.9	49.9	207.0	130.9		
Interior	44.0	37.5	38.7	147.9	59.2	38.5	51.3	23.4		
Tires	20.7	9.6	-1.6	-7.3	4.4	3.0	25.2	10.2		
ContiTech	7.2	-19.3	3.0	-13.2	-6.2	-52.5	-21.1	-30.0		
Continental Corporation	20.8	2.7	-28.0	20.1	2.5	8.3	30.5	62.2		

## 7) 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
179.1	166.6	186.4		
83.7	85.5	7.2		
162.7	190.9	168.0		
441.0	483.2	511.5		
115.8	104.5	117.4		
-27.6	-26.7	-25.1		
954.7	1,004.0	965.4		

2015				
Q1	Q2	Q3	Q4	FY
215.2	209.4	182.0		
102.2	120.3	86.7		
191.3	234.5	183.7		
459.2	612.6	541.3		
119.5	120.9	105.9		
-33.5	-47.5	-24.0		
1,053.9	1,250.2	1,075.6		

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

2014				
Q1	Q2	Q3	Q4	FY
9.5	8.9	10.2		
5.3	5.3	0.4		
9.6	11.0	9.7		
19.1	20.1	20.0		
11.9	10.7	12.0		
11.4	11.8	11.1		

2015				
Q1	Q2	Q3	Q4	FY
10.1	9.8	9.1		
5.8	6.8	5.2		
9.7	11.4	9.2		
19.2	23.4	20.4		
11.6	11.3	10.3		
11.4	13.0	11.6		

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

2015				
Q1	Q2	Q3	Q4	FY
20.2	25.7	-2.4		
22.1	40.7	1,104.2		
17.6	22.8	9.3		
4.1	26.8	5.8		
3.2	15.7	-9.8		
10.4	24.5	11.4		

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

## 7) Fact Sheets

### Consolidated Statement of Income

(mn €)	1-9 2013	1-9 2014	1-9 2015
<b>Sales</b>	<b>24,923.9</b>	<b>25,587.6</b>	<b>29,216.2</b>
Cost of sales	-19,083.9	-19,138.7	-21,608.2
<b>Gross margin on sales</b>	<b>5,840.0</b>	<b>6,448.9</b>	<b>7,608.0</b>
Research and development expenses	-1,474.4	-1,627.6	-1,897.7
Selling and logistics expenses	-1,219.9	-1,327.7	-1,612.3
Administrative expenses	-524.4	-581.1	-695.4
Other income and expenses	-128.1	-375.5	-247.7
Income from at-equity accounted investees	23.8	-89.7	40.5
Other income from investments	-0.1	0.6	0.4
<b>Earnings before interest and taxes</b>	<b>2,516.9</b>	<b>2,447.9</b>	<b>3,195.8</b>
Interest income	58.3	68.3	69.3
Interest expense	-688.8	-283.9	-286.7
<b>Net interest expense</b>	<b>-630.5</b>	<b>-215.6</b>	<b>-217.4</b>
<b>Earnings before taxes</b>	<b>1,886.4</b>	<b>2,232.3</b>	<b>2,978.4</b>
Income tax expense	-237.8	-371.3	-839.9
<b>Net income</b>	<b>1,648.6</b>	<b>1,861.0</b>	<b>2,138.5</b>
Non-controlling interests	-72.6	-62.1	-54.2
<b>Net income attributable to the shareholders of the parent</b>	<b>1,576.0</b>	<b>1,798.9</b>	<b>2,084.3</b>
<b>Basic earnings per share in EUR</b>	<b>7.88</b>	<b>8.99</b>	<b>10.42</b>
<b>Diluted earnings per share in EUR</b>	<b>7.88</b>	<b>8.99</b>	<b>10.42</b>

Q3 2013	Q3 2014	Q3 2015
<b>8,349.6</b>	<b>8,669.5</b>	<b>9,617.6</b>
-6,307.8	-6,443.8	-7,107.0
<b>2,041.8</b>	<b>2,225.7</b>	<b>2,510.6</b>
-487.4	-553.8	-623.4
-401.2	-454.3	-537.6
-172.3	-199.9	-236.1
-103.4	-308.2	-91.6
9.0	-72.0	12.7
-0.2	0.3	0.0
<b>886.3</b>	<b>637.8</b>	<b>1,034.6</b>
16.8	22.0	20.0
-286.9	-97.1	-138.4
<b>-270.1</b>	<b>-75.1</b>	<b>-118.4</b>
<b>616.2</b>	<b>562.7</b>	<b>916.2</b>
-154.0	-47.4	-268.7
<b>462.2</b>	<b>515.3</b>	<b>647.5</b>
-28.1	-20.2	-11.8
<b>434.1</b>	<b>495.1</b>	<b>635.7</b>
<b>2.17</b>	<b>2.47</b>	<b>3.18</b>
<b>2.17</b>	<b>2.47</b>	<b>3.18</b>

## 7) Fact Sheets

### Consolidated Statement of Financial Position – Assets

Assets in € millions	Sept. 30, 2015	Dec. 31, 2014	Sept. 30, 2014
Goodwill	6,569.8	5,769.1	5,742.2
Other intangible assets	1,348.9	443.3	455.2
Property, plant and equipment	9,074.0	8,446.4	8,159.8
Investment property	17.0	17.5	17.9
Investments in at-equity accounted investees	343.7	298.5	302.3
Other investments	14.3	10.7	10.8
Deferred tax assets	1,571.4	1,573.4	1,468.7
Defined benefit assets	3.3	1.6	8.6
Long-term derivative instruments and interest-bearing investments	335.2	301.2	269.5
Other long-term financial assets	44.5	41.9	34.2
Other long-term assets	22.6	19.7	21.4
<b>Non-current assets</b>	<b>19,344.7</b>	<b>16,923.3</b>	<b>16,490.6</b>
Inventories	3,631.7	2,987.6	3,330.3
Trade accounts receivable	7,082.6	5,846.2	6,569.3
Other short-term financial assets	487.8	382.5	382.9
Other short-term assets	945.4	731.3	731.6
Income tax receivables	107.6	60.3	92.8
Short-term derivative instruments and interest-bearing investments	40.8	63.1	54.9
Cash and cash equivalents	1,849.0	3,243.8	2,013.2
Assets held for sale	15.6	3.0	2.6
<b>Current assets</b>	<b>14,160.5</b>	<b>13,317.8</b>	<b>13,177.6</b>
<b>Total assets</b>	<b>33,505.2</b>	<b>30,241.1</b>	<b>29,668.2</b>



## 7) Fact Sheets

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

Equity and liabilities in € millions	Sept. 30, 2015	Dec. 31, 2014	Sept. 30, 2014
Subscribed capital	512.0	512.0	512.0
Capital reserves	4,155.6	4,155.6	4,155.6
Retained earnings	8,838.6	7,404.3	6,828.9
Other comprehensive income	-1,283.8	-1,399.8	-1,007.9
<b>Equity attributable to the shareholders of the parent</b>	<b>12,222.4</b>	<b>10,672.1</b>	<b>10,488.6</b>
Non-controlling interests	450.9	352.5	364.1
<b>Total equity</b>	<b>12,673.3</b>	<b>11,024.6</b>	<b>10,852.7</b>
Provisions for pension liabilities and similar obligations	3,570.6	3,483.7	2,937.3
Deferred tax liabilities	336.6	178.5	188.9
Long-term provisions for other risks and obligations	325.9	306.3	314.1
Long-term portion of indebtedness	2,689.5	5,077.4	5,040.8
Other long-term financial liabilities	73.0	48.7	51.9
Other long-term liabilities	55.5	46.4	47.5
<b>Non-current liabilities</b>	<b>7,051.1</b>	<b>9,141.0</b>	<b>8,580.5</b>
Trade accounts payable	5,383.3	4,861.6	4,882.0
Income tax payables	702.8	577.3	667.5
Short-term provisions for other risks and obligations	753.6	732.7	687.4
Indebtedness	3,831.7	1,354.2	1,223.0
Other short-term financial liabilities	1,863.9	1,649.2	1,627.5
Other short-term liabilities	1,241.3	900.2	1,147.5
Liabilities held for sale	4.2	0.3	0.1
<b>Current liabilities</b>	<b>13,780.8</b>	<b>10,075.5</b>	<b>10,235.0</b>
<b>Total equity and liabilities</b>	<b>33,505.2</b>	<b>30,241.1</b>	<b>29,668.2</b>

## 7) Fact Sheets

### Consolidated Statement of Cash Flows

in € millions	January 1 to September 30		Third Quarter	
	2015	2014	2015	2014
<b>Net income</b>	<b>2,138.5</b>	<b>1,861.0</b>	<b>647.5</b>	<b>515.3</b>
Income tax expense	839.9	371.3	268.7	47.4
Net interest expense	217.4	215.6	118.4	75.1
<b>EBIT</b>	<b>3,195.8</b>	<b>2,447.9</b>	<b>1,034.6</b>	<b>637.8</b>
Interest paid	-182.6	-170.1	-92.0	-72.7
Interest received	21.7	19.6	5.6	7.0
Income tax paid	-761.3	-542.2	-192.9	-190.2
Dividends received	28.4	16.4	0.6	0.3
Depreciation, amortization, impairment and reversal of impairment losses	1,332.4	1,361.2	457.1	565.5
Income from at-equity accounted and other investments, incl. impairment and reversal of impairment losses	-40.9	87.9	-12.7	70.5
Gains from the disposal of assets, companies and business operations	-14.2	-9.7	-2.1	-6.3
Changes in				
inventories	-361.2	-352.4	-98.2	-58.1
trade accounts receivable	-861.7	-975.4	-147.9	-397.4
trade accounts payable	322.8	88.1	-71.2	1.1
pension and similar obligations	42.7	6.1	12.4	1.8
other assets and liabilities	148.5	372.1	263.3	346.7
<b>Cash flow arising from operating activities</b>	<b>2,870.4</b>	<b>2,349.5</b>	<b>1,156.6</b>	<b>906.0</b>
Cash flow from the disposal of property, plant and equipment, and intangible assets	23.2	68.6	3.3	42.6
Capital expenditure on property, plant and equipment, and software	-1,311.7	-1,305.6	-495.9	-511.7
Capital expenditure on intangible assets from development projects and miscellaneous	-61.7	-49.1	-27.7	-15.7
Cash flow from the disposal of companies and business operations	15.3	-1.0	17.0	-1.2
Acquisition of companies and business operations	-1,219.6	-121.4	-619.4	-53.8
<b>Cash flow arising from investing activities</b>	<b>-2,554.5</b>	<b>-1,408.5</b>	<b>-1,122.7</b>	<b>-539.8</b>
<b>Cash flow before financing activities (free cash flow)</b>	<b>315.9</b>	<b>941.0</b>	<b>33.9</b>	<b>366.2</b>
Change in indebtedness	-1,043.2	-524.6	-460.6	-339.2
Successive purchases	-11.1	—	—	—
Dividends paid	-650.0	-500.0	—	—
Dividends paid to and cash changes from equity transactions with non-controlling interests	-39.4	-28.0	1.5	-1.5
Cash and cash equivalents arising from first consolidation of subsidiaries	—	0.4	—	0.2
<b>Cash flow arising from financing activities</b>	<b>-1,743.7</b>	<b>-1,052.2</b>	<b>-459.1</b>	<b>-340.5</b>
<b>Change in cash and cash equivalents</b>	<b>-1,427.8</b>	<b>-111.2</b>	<b>-425.2</b>	<b>25.7</b>
Cash and cash equivalents at the beginning of the reporting period	3,243.8	2,044.8	2,349.7	1,919.4
Effect of exchange rate changes on cash and cash equivalents	33.0	79.6	-75.5	68.1
<b>Cash and cash equivalents at the end of the reporting period</b>	<b>1,849.0</b>	<b>2,013.2</b>	<b>1,849.0</b>	<b>2,013.2</b>

## 7) Fact Sheets

### 9M 2015 Results Reported and 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>5,570.1</b>	<b>6,277.1</b>	<b>4,816.4</b>	<b>5,303.7</b>	<b>5,158.4</b>	<b>6,060.4</b>	<b>7,282.0</b>	<b>7,718.6</b>	<b>2,931.6</b>	<b>4,017.9</b>	<b>-170.9</b>	<b>-161.5</b>	<b>25,587.6</b>	<b>29,216.2</b>
<b>EBIT</b>	<b>511.1</b>	<b>605.7</b>	<b>-165.9</b>	<b>279.0</b>	<b>437.3</b>	<b>603.7</b>	<b>1,409.9</b>	<b>1,594.6</b>	<b>334.9</b>	<b>217.8</b>	<b>-79.4</b>	<b>-105.0</b>	<b>2,447.9</b>	<b>3,195.8</b>
in % of sales	9.2%	9.6%	-3.4%	5.3%	8.5%	10.0%	19.4%	20.7%	11.4%	5.4%			9.6%	10.9%
<b>Amortization of intangible assets from PPA</b>	<b>21.0</b>	<b>0.6</b>	<b>51.3</b>	<b>6.2</b>	<b>74.9</b>	<b>9.1</b>	<b>3.7</b>	<b>5.8</b>	<b>4.5</b>	<b>82.0</b>	<b>0.0</b>	<b>0.0</b>	<b>155.4</b>	<b>103.7</b>
<b>Total special effects</b>	<b>0.0</b>	<b>0.3</b>	<b>283.4</b>	<b>0.1</b>	<b>9.4</b>	<b>0.0</b>	<b>23.1</b>	<b>2.6</b>	<b>-1.7</b>	<b>12.6</b>	<b>0.0</b>	<b>0.0</b>	<b>314.2</b>	<b>15.6</b>
<b>Total consolidation effects</b>	<b>0.0</b>	<b>0.0</b>	<b>7.6</b>	<b>23.9</b>	<b>0.0</b>	<b>-3.3</b>	<b>-1.0</b>	<b>10.1</b>	<b>0.0</b>	<b>33.9</b>	<b>0.0</b>	<b>0.0</b>	<b>6.6</b>	<b>64.6</b>
<b>Total consolidation &amp; special effects</b>	<b>0.0</b>	<b>0.3</b>	<b>291.0</b>	<b>24.0</b>	<b>9.4</b>	<b>-3.3</b>	<b>22.1</b>	<b>12.7</b>	<b>-1.7</b>	<b>46.5</b>	<b>0.0</b>	<b>0.0</b>	<b>320.8</b>	<b>80.2</b>
<b>Adjusted operating result (adj. EBIT) <sup>1</sup></b>	<b>532.1</b>	<b>606.6</b>	<b>176.4</b>	<b>309.2</b>	<b>521.6</b>	<b>609.5</b>	<b>1,435.7</b>	<b>1,613.1</b>	<b>337.7</b>	<b>346.3</b>	<b>-79.4</b>	<b>-105.0</b>	<b>2,924.1</b>	<b>3,379.7</b>
in % of adjusted sales	9.6%	9.7%	3.7%	6.0%	10.1%	10.1%	19.7%	21.1%	11.5%	11.1%			11.4%	12.0%

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

## 7) Fact Sheets

### 9M 2015 Results Reported and Adjusted (mn €) – by Group

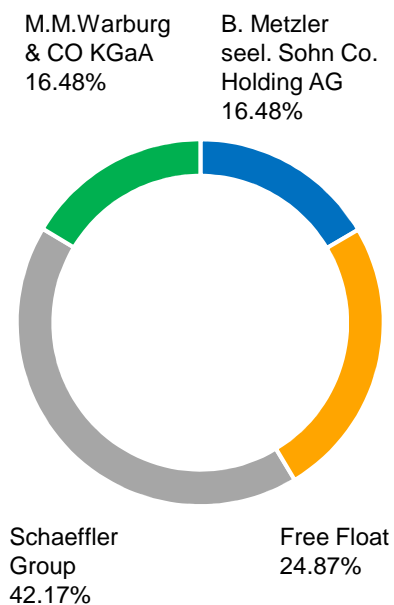
	<u>Automotive</u>		<u>Rubber</u>		<u>Cons./Corr.</u>		<u>Group</u>	
	2014	2015	2014	2015	2014	2015	2014	2015
<b>Sales</b>	<b>15,466.9</b>	<b>17,569.2</b>	<b>10,151.0</b>	<b>11,682.8</b>	<b>-30.3</b>	<b>-35.8</b>	<b>25,587.6</b>	<b>29,216.2</b>
<b>EBIT</b> in % of sales	<b>782.5</b> 5.1%	<b>1,488.4</b> 8.5%	<b>1,744.8</b> 17.2%	<b>1,812.4</b> 15.5%	<b>-79.4</b>	<b>-105.0</b>	<b>2,447.9</b> 9.6%	<b>3,195.8</b> 10.9%
<b>Amortization of intangible assets from PPA</b>	<b>147.2</b>	<b>15.9</b>	<b>8.2</b>	<b>87.8</b>	<b>0.0</b>	<b>0.0</b>	<b>155.4</b>	<b>103.7</b>
<b>Total special effects</b>	<b>292.8</b>	<b>0.4</b>	<b>21.4</b>	<b>15.2</b>	<b>0.0</b>	<b>0.0</b>	<b>314.2</b>	<b>15.6</b>
<b>Total consolidation effects</b>	<b>7.6</b>	<b>20.6</b>	<b>-1.0</b>	<b>44.0</b>	<b>0.0</b>	<b>0.0</b>	<b>6.6</b>	<b>64.6</b>
<b>Total consolidation &amp; special effects</b>	<b>300.4</b>	<b>21.0</b>	<b>20.4</b>	<b>59.2</b>	<b>0.0</b>	<b>0.0</b>	<b>320.8</b>	<b>80.2</b>
<b>Adjusted operating result (adj. EBIT) <sup>1</sup></b> in % of adjusted sales	<b>1,230.1</b> 8.0%	<b>1,525.3</b> 8.8%	<b>1,773.4</b> 17.5%	<b>1,959.4</b> 18.3%	<b>-79.4</b>	<b>-105.0</b>	<b>2,924.1</b> 11.4%	<b>3,379.7</b> 12.0%

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

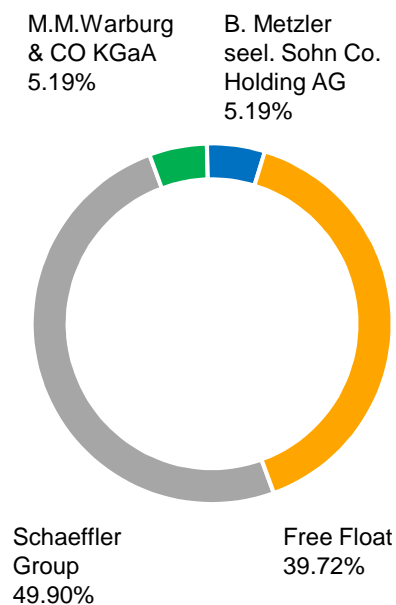
## 7) Fact Sheets

### Shareholder Structure

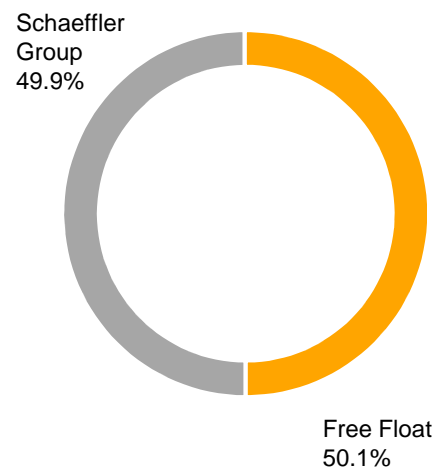
Shareholder Structure  
as at Dec. 31, 2010



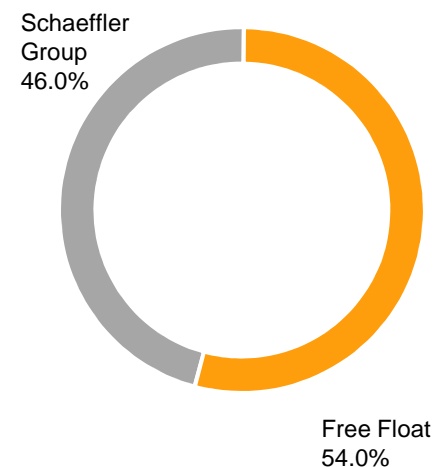
Shareholder Structure  
as at Dec. 31, 2011



Shareholder Structure  
as at Dec. 31, 2012



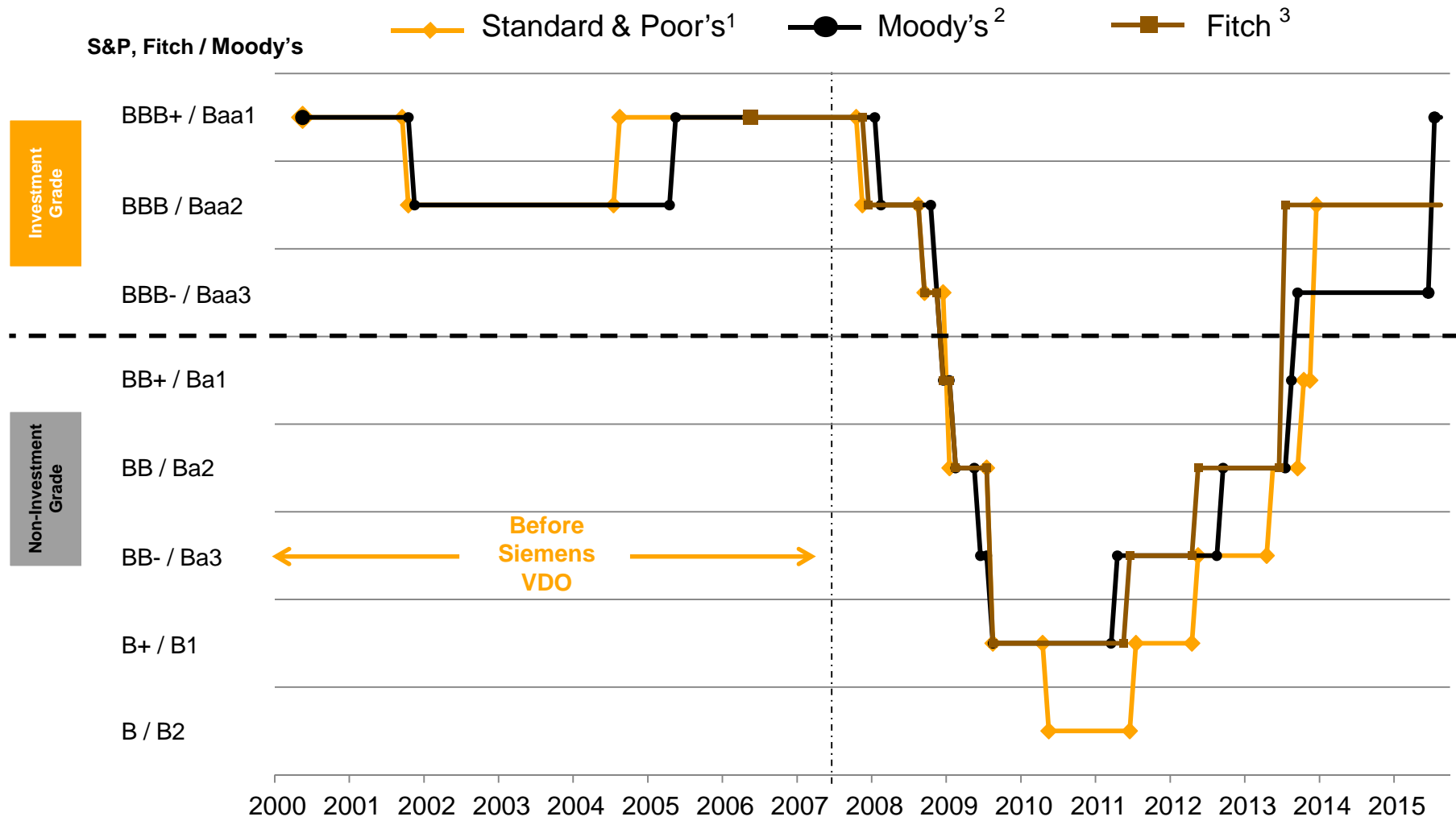
Shareholder Structure  
since Sept. 17, 2013



Source: Based on publicly available data

## 7) 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>