Preliminary FY 2015 Results

Hanover – March 3, 2016

Ticker: CON
ADR-Ticker: CTTAY
Twitter: @Continental_IR
http://www.continental-ir.com

Wolfgang Schaefer – CFO

AGENDA

1) Corporation Highlights
Most Important KPIs FY 2015

Preliminary

- **Sales up by 14% to €39.2 bn**; organic sales growth at 4%; FX added €2.2 bn
- **Adj. EBIT[1] up by 15% to €4.5 bn**; adj. EBIT[1] margin at 11.8% (PPA -€138 mn and special effects -€116 mn)
- **NIAT[2] up by 15% to €2.7 bn**
- **Free cash flow amounted to €1.4 bn** including more than €1.2 bn cash outflow for acquisitions (mainly Veyance Technologies and Elektrobit Automotive); **free cash flow before acquisitions amounted to €2.7 bn**
- **Gearing ratio slightly up to 27%; equity ratio improved to 40%**
- Value creation: **trailing ROCE[3] up by 90 bps to 20.9%** despite the first-time consolidation of Veyance Technologies and Elektrobit Automotive
- **Other topics:**
  - Order intake: life-time sales in Automotive exceeded €30 bn
  - Acquisition of Advanced Lidar Solutions to strengthen ADAS portfolio
  - Special effects in ContiTech amounted to -€114 mn; additional measures planned for H1/16
  - Dividend to increase by 15% to €3.75[4] for FY 2015

[1] Before amortization of intangibles from PPA, consolidation and special effects
[2] Attributable to the shareholders of the parent
[3] Trailing ROCE is calculated as reported EBIT for the last twelve months (LTM) divided by average operating assets for the LTM
[4] Subject to approval of the Annual Shareholders' Meeting (ASM) on April 29, 2016

1) Corporation Highlights
Divisional Highlights FY 2015

Preliminary

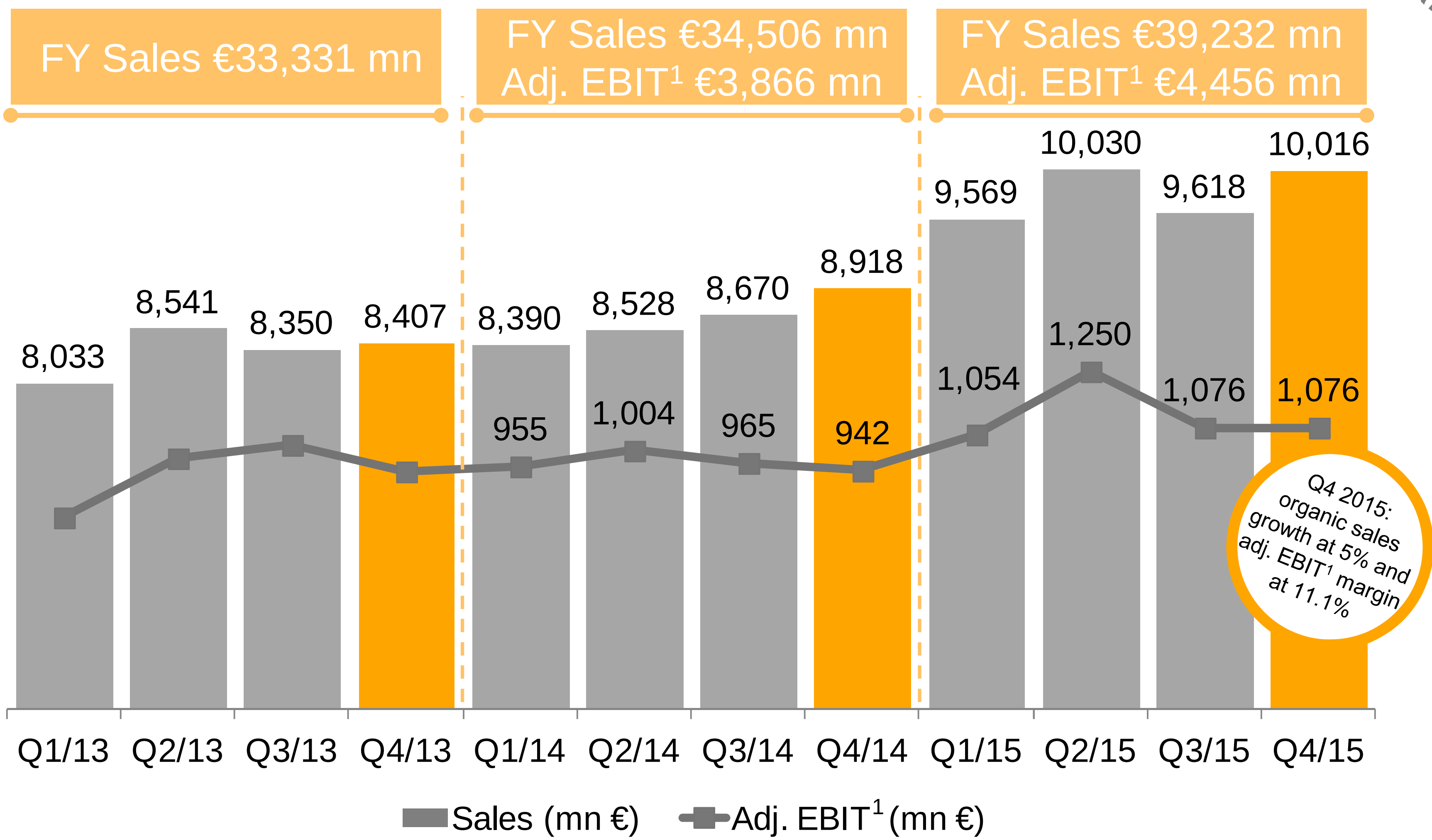
Automotive Group	
	› **Chassis & Safety:** 9.7% adj. EBIT[1] margin (PY: 9.5%); organic sales up by 5%; ADAS sales of more than €900 mn; acquisition of Advanced Lidar Solutions (Oct. 2015) strengthens ADAS leadership position
	› **Powertrain:** 6.1% adj. EBIT[1] margin (PY: 4.0%); organic sales up by 0.3%; adj. EBIT[1] margin before HEV at 8.2%; more than €1 bn in life-time sales acquired in HEV business unit
	› **Interior:** 10.2% adj. EBIT[1] margin (PY 10.1%); organic sales increased by 8%; Elektrobit Automotive contributed €92 mn to sales, underlying profitability fully in line with expectations
	› **Automotive Group:** Organic sales increased by 5%, exceeding worldwide car production by 4%-points; adj. EBIT[1] margin increased by 80 bps to 8.8%; operating leverage[2] at 16%; R&D expenses increased by 14%
	› **Order intake** in the Automotive Group exceeded last years record level of €30 bn life-time sales slightly

Rubber Group	
	› **Tires:** Adj. EBIT[1] margin sustained at high level (20.4% vs. PY 19.0%), benefitting from lower *raw material costs* as expected, strict cost management and solid *price mix* (-3%); *volumes* were up by 5%; *FX* impacted tire sales positively by 5% **Tire markets:** PC & LT tire replacement demand in Europe was flat; NAFTA was up by 1% where the introduction of import duties impacted replacement demand
	› **ContiTech:** Adj. EBIT[1] margin decreased by 70 bps to 10.4%; organic sales up by 4%; Veyance Technologies contributed €1.15 bn to sales (Feb-Dec) and -€233 mn to EBIT (Feb-Dec) €97 mn of which is PPA amortization, €89 mn special effects and €72 mn integration costs; adj. EBIT[1] margin in FY stood at 2.1%[3]; restructuring efforts initiated in Oct. 2015 to return ContiTech back to double digit margins
	› **Rubber Group:** Organic sales up by 2% and adj. EBIT[1] margin up to 17.6% (PY: 16.8%)

[1] Before amortization of intangibles from PPA, consolidation and special effects
[2] Operating leverage is defined as delta adj. EBIT[1] divided by delta adjusted sales
[3] Considering integration costs

1) Corporation Highlights
Sales and Adjusted EBIT[1] by Quarter

Preliminary

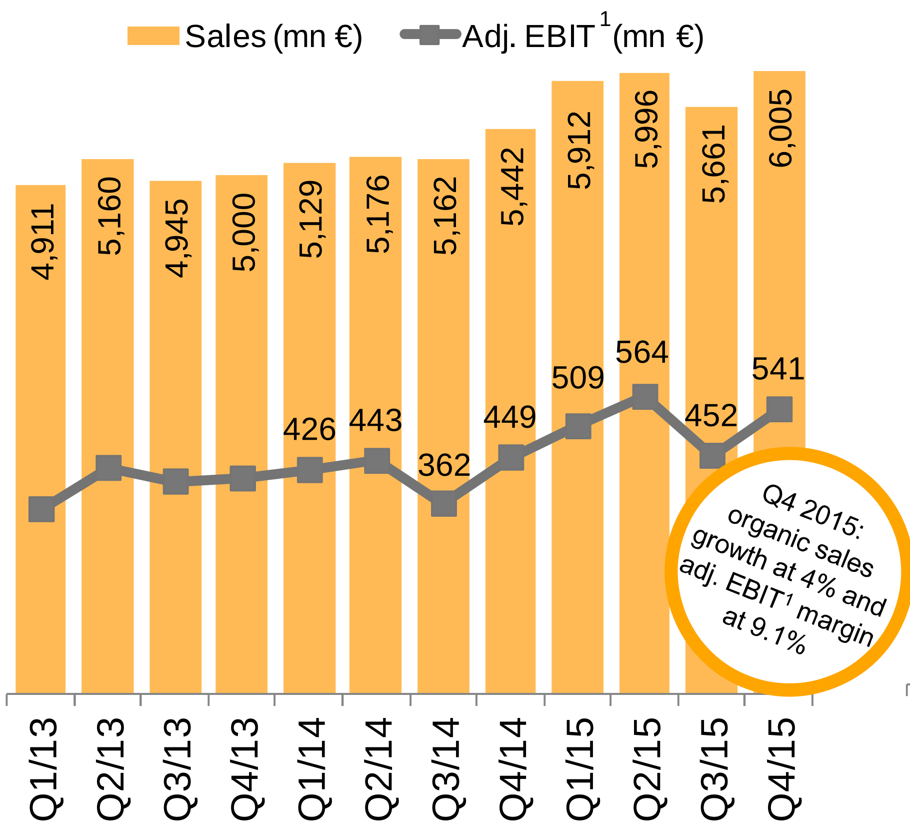


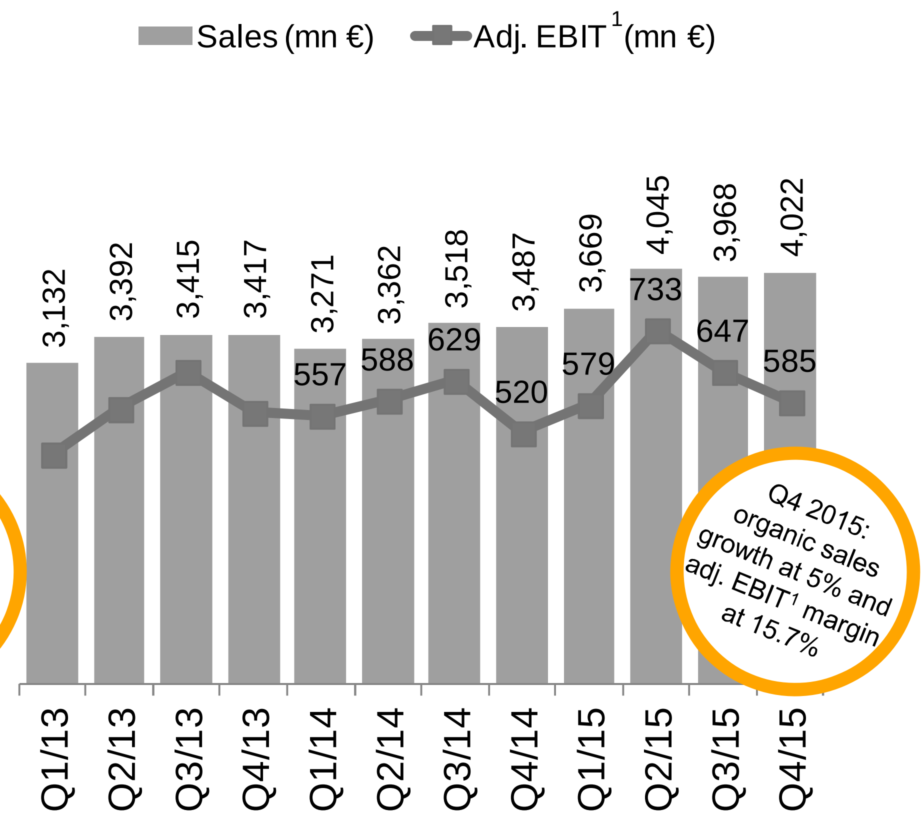
[1] *Before amortization of intangibles from PPA, consolidation and special effects*

1) Corporation Highlights
Automotive Group and Rubber Group by Quarter

Preliminary

Automotive Group	Rubber Group





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

1) Corporation Highlights

Growth Profile of the Corporation FY 2015

Preliminary

Automotive Group organic sales growth	5%	Conti
PC & LT prod. growth ww	1%	Market
PC & LT prod. growth EU/NAFTA	3%	Market

ContiTech organic sales growth	4%	Conti
PC & LT prod. growth Europe	4%	Market
GDP growth Eurozone 2015[1]	1.5%	Market

[1] *According to IMF (WEO Update January 2016)*

Passenger & Light Truck Tires volume growth	5%	Conti
Replacement tire volume growth Europe	0%	Market
Replacement tire volume growth NAFTA	1%	Market

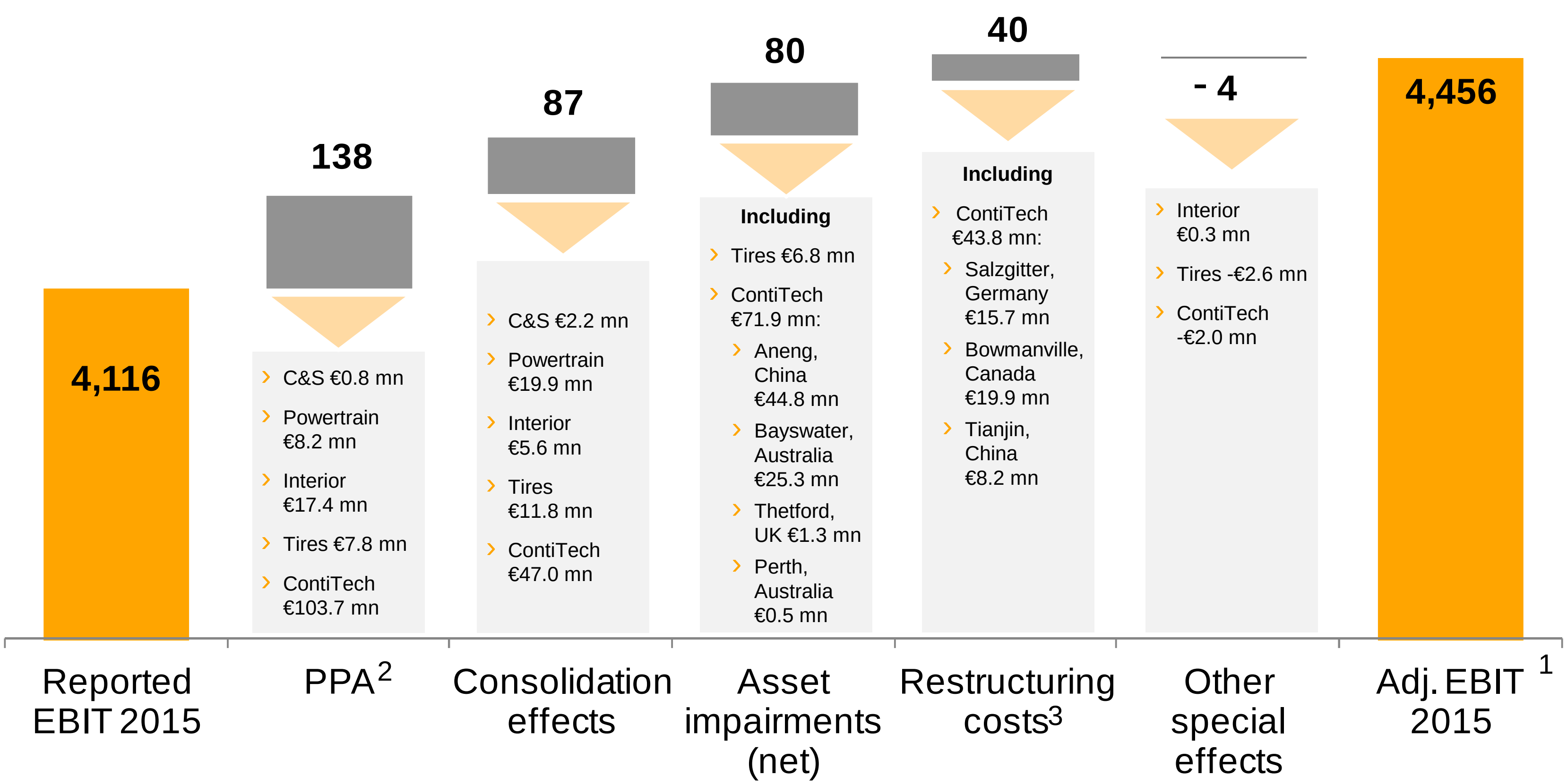
Q1 2015: -1%
Q2 2015: +6%
Q3 2015: +2%
Q4 2015: +12%

Commercial Vehicle Tires volume growth	5%	Conti
Replacement tire volume growth Europe	0%	Market
Replacement tire volume growth NAFTA	3%	Market

Q1 2015: -3%
Q2 2015: +4%
Q3 2015: +7%
Q4 2015: +11%

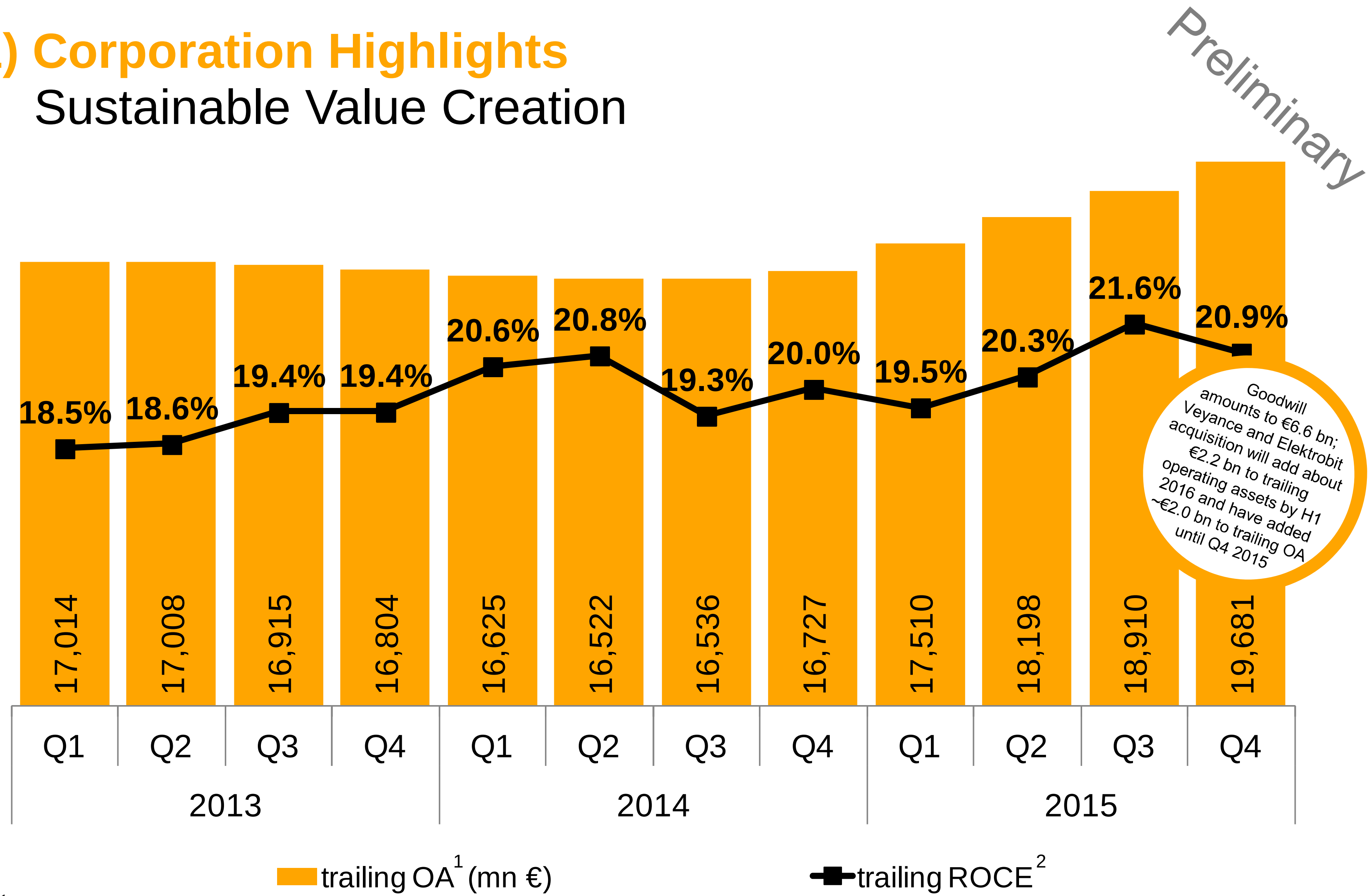
1) Corporation Highlights
Adjusted EBIT[1] Bridge (mn €)

Preliminary



[1] *Before amortization of intangibles from PPA, consolidation and special effects*
[2] *Amortization of intangibles from PPA*
[3] *Including asset impairments amounting to €13.7 mn*

1) Corporation Highlights
Sustainable Value Creation



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

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

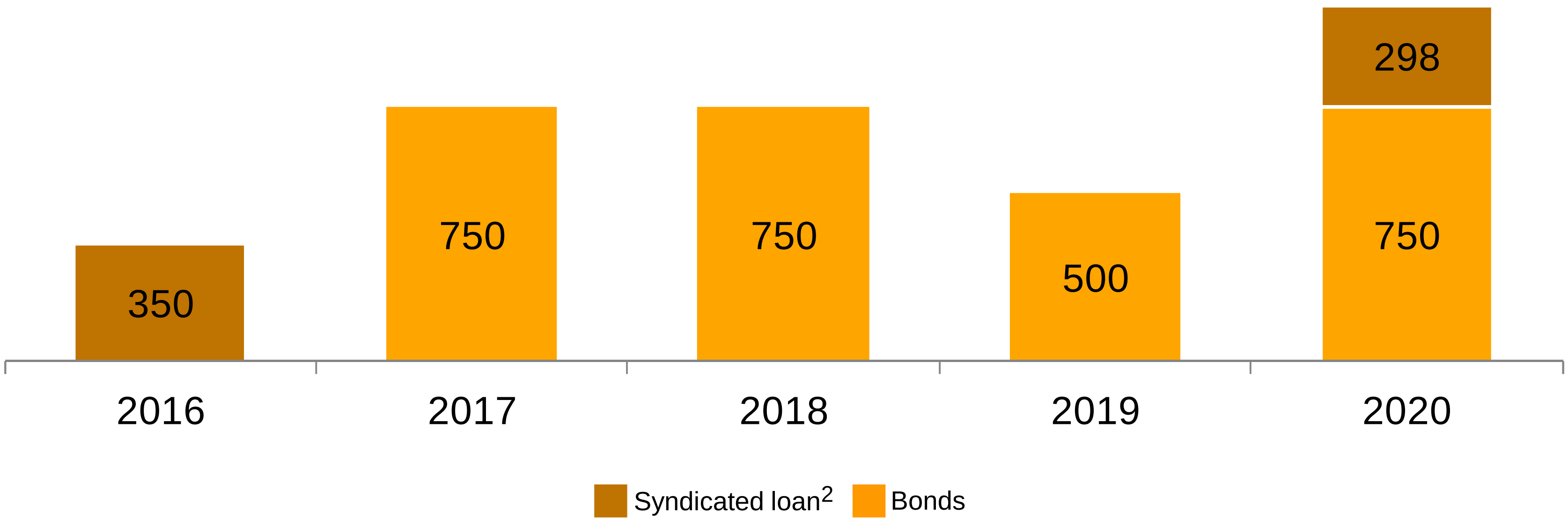
1) Corporation Highlights

Maturities for Syndicated Loan and Bonds[1] (mn €)

Preliminary

As at December 31, 2015

(mn €)	FY 14	FY 15
Gross indebtedness	6,432	5,245
Cash	3,244	1,622
Net indebtedness	**2,824**	**3,542**
Available credit lines	4,032	3,612
Total liquidity	7,276	5,233

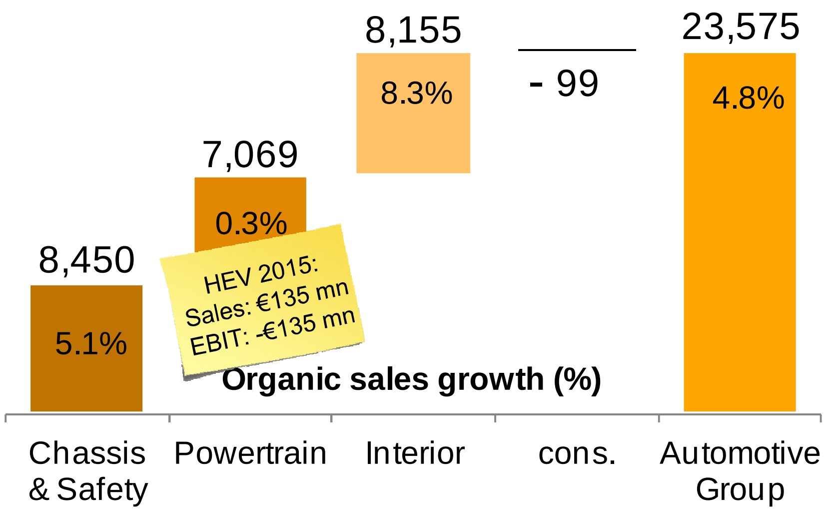


[1] *All amounts shown are nominal values*
[2] *Any utilization under the Revolving Credit Facility (RCF) has to be shown as short term debt acc. to IFRS although the RCF matures in 2020. It has a total volume of €3,000 mn*

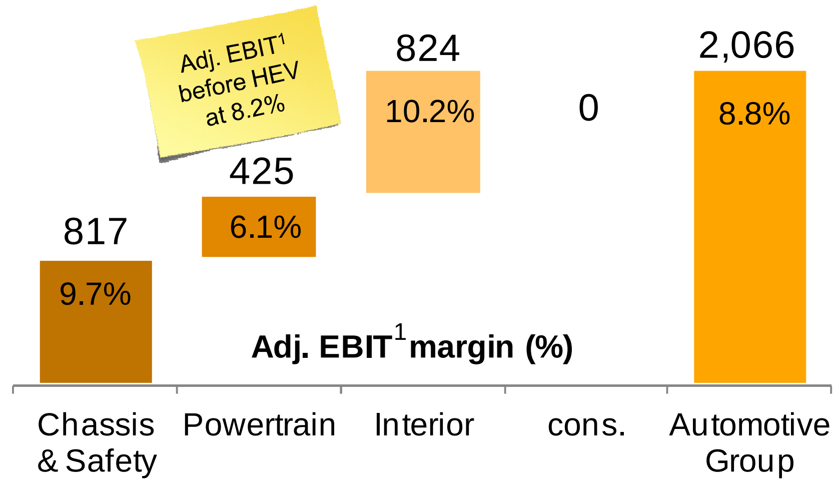
Preliminary

2) Automotive Group
Adj. EBIT[1] Margin Improved by 80 bps

Automotive Group Sales (mn €) FY 2015



Automotive Group Adj. EBIT[1] (mn €) FY 2015



Reported change in sales

- Chassis & Safety: 12.4%
- Powertrain: 8.8%
- Interior: 16.5%
- Automotive Group: 12.7%

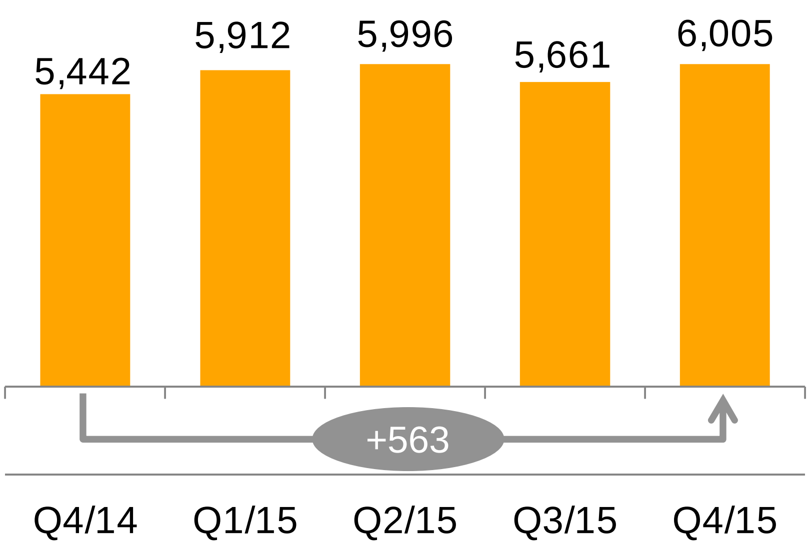
- Reported EBITDA: €2,973 mn (12.6% of sales)
- Reported EBIT: €2,014 mn (8.5% of sales)
- R&D: €2,097 mn (8.9% of sales)
- Capex: €1,275 mn (5.4% of sales)

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

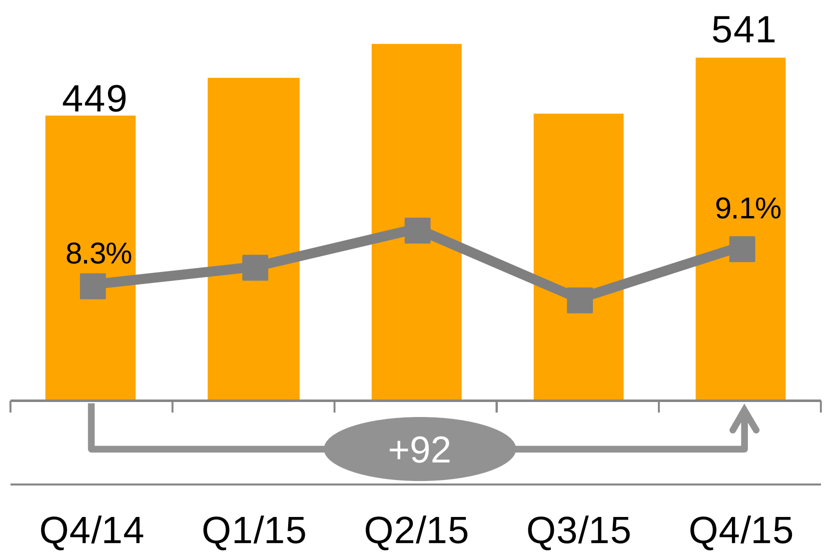
Preliminary

2) Automotive Group
Q4 2015: Rebound in Sales and Profits As Forecasted

Automotive Group Sales (mn €)



Adj. EBIT[1] (mn €) and Adj. EBIT[1] Margin



- Sales increased by €563 mn; organic sales growth in Q4 2015 at 4.2%
- Adj. EBIT[1] increased by €92 mn; operating leverage[2] at 18%
- Adj. EBIT[1] margin at 9.1% (PY: 8.3%)

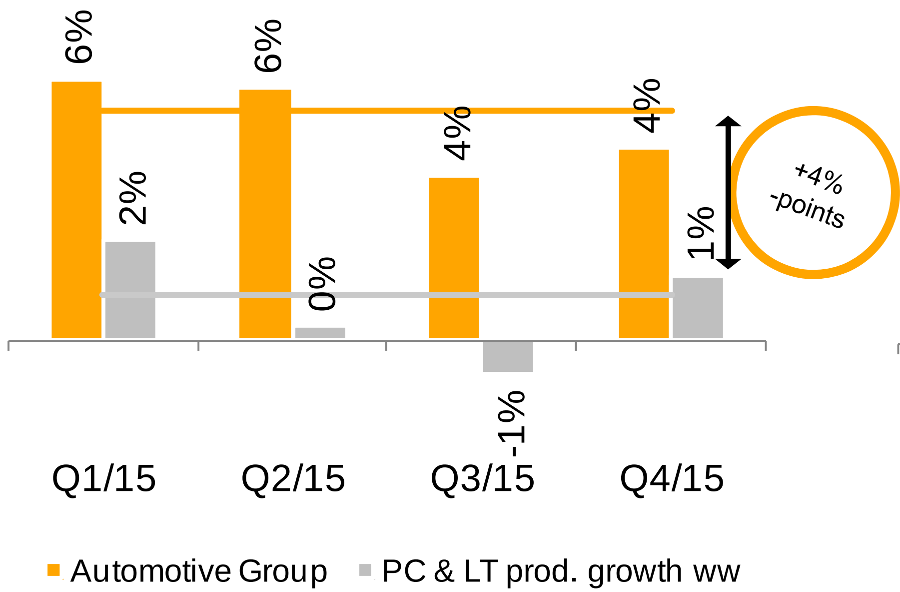
[1] Before amortization of intangibles from PPA, consolidation and special effects
[2] Operating leverage is defined as delta adj. EBIT[1] divided by delta adjusted sales

2) Automotive Group

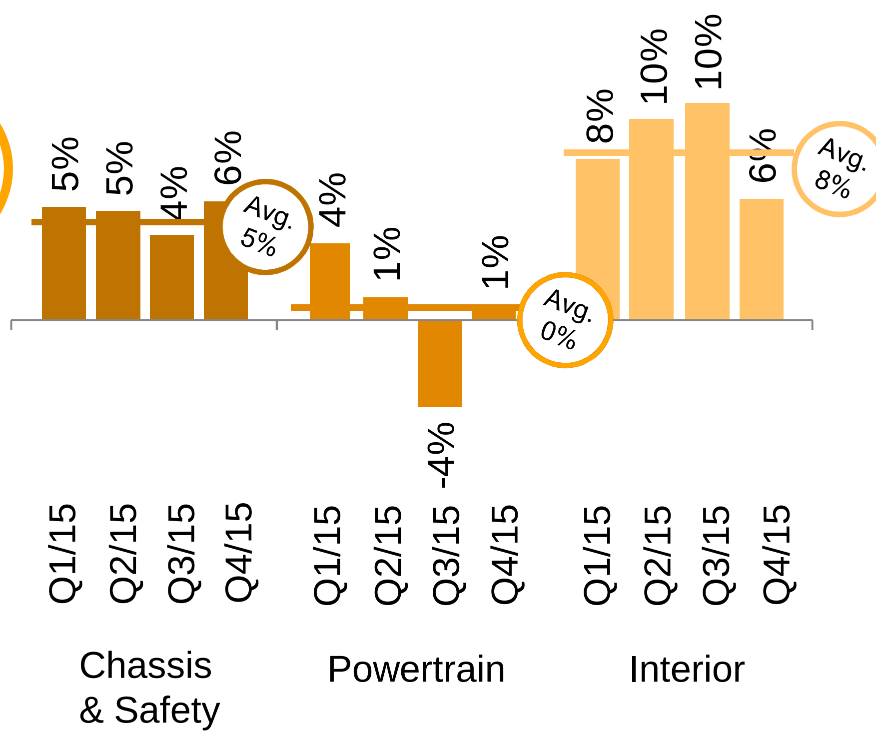
Sales Growth Profile 2015 Automotive Group

Preliminary

Organic Sales Growth vs. PC & LT[1] Production Growth



Organic Sales Growth by Division



[1]Passenger car and light truck

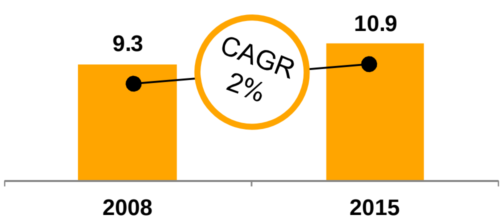
2) Automotive Group

Sales Growth Tops Car Production in Every Major Market

Preliminary

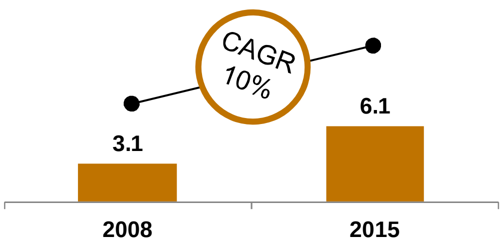
Sales by region (bn €)

Europe



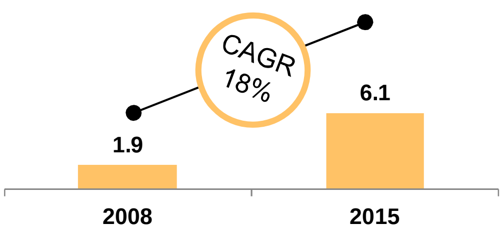
- Annualized sales growth in Europe amounted to 2%
  - Annualized production growth was 0%
  - Content[1] grew to €529

NAFTA



- Annualized sales growth in NAFTA amounted to 10%
  - Annualized production growth was 5%
  - Content[1] grew to €347

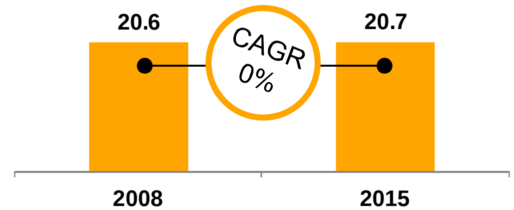
Asia



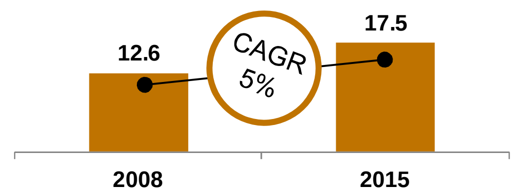
- Annualized sales growth in Asia amounted to 18%
  - Annualized production growth was 7%
  - Content[1] grew to €132

PC & LT production by region (mn units)

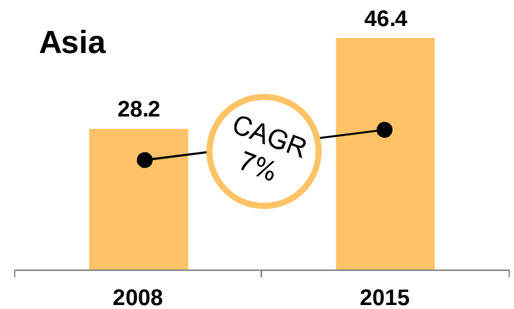
Europe



NAFTA



Asia



[1] *Content is calculated as sales divided by total car production*

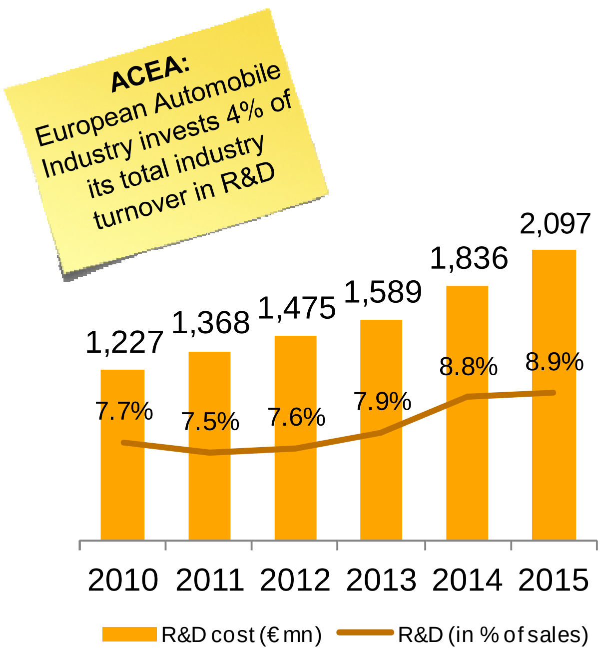
Source: IHS

2) Automotive Group

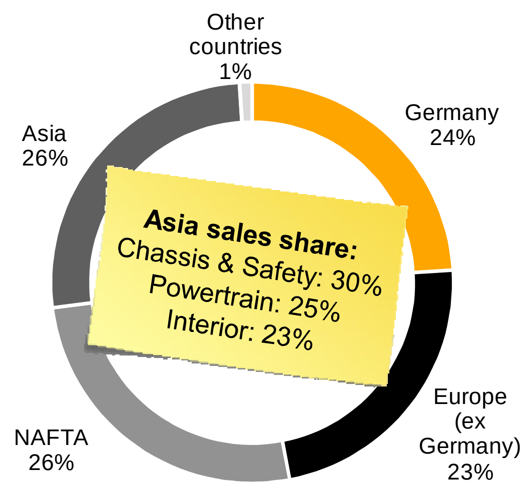
High Earnings Quality in Automotive

Preliminary

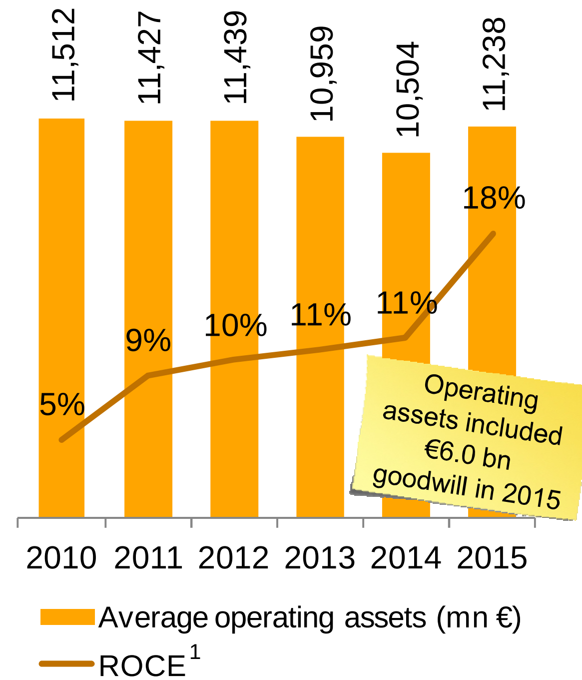
High level of R&D[1]



Regionally balanced business (2015)



Value Creation Accelerating



[1] *IAS 19 (rev.2011) applied since 2012*

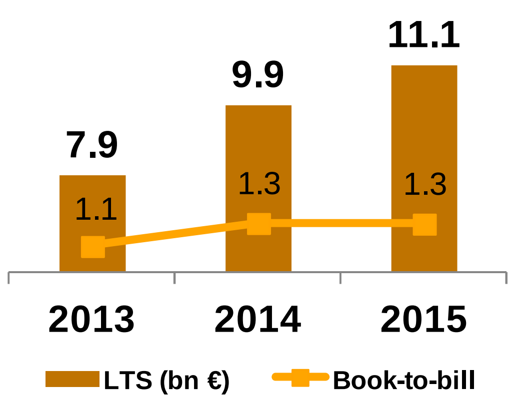
2) Automotive Group

Order Intake (LTS[1]) in the Automotive Group €30 bn in 2015

Preliminary

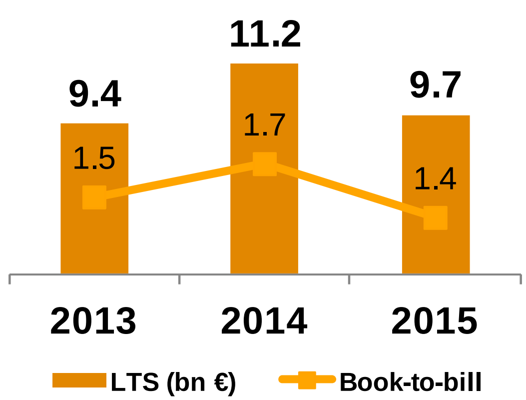
Chassis & Safety order intake (bn €)

- ADAS book-to-bill ratio at 2.4x
- VED book-to-bill at 1.4x on new MC100 and MC 1
- More than 40% of the order intake was acquired outside of Europe and NAFTA



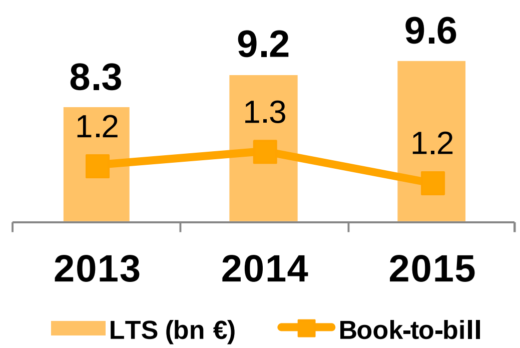
Powertrain order intake (bn €)

- Business unit HEV acquired >€1 bn in life-time sales
- Engine Systems (ES) order intake impacted in H2 2015 by market environment
- More than 45% of order intake was acquired outside of Europe and NAFTA



Interior order intake (bn €)

- Solid order backlog with book-to-bill running at 1.3x in Body & Security (BS) and Instrumentation and Driver HMI (ID)
- First order acquired in ITS
- >25% of order intake was acquired in Asia



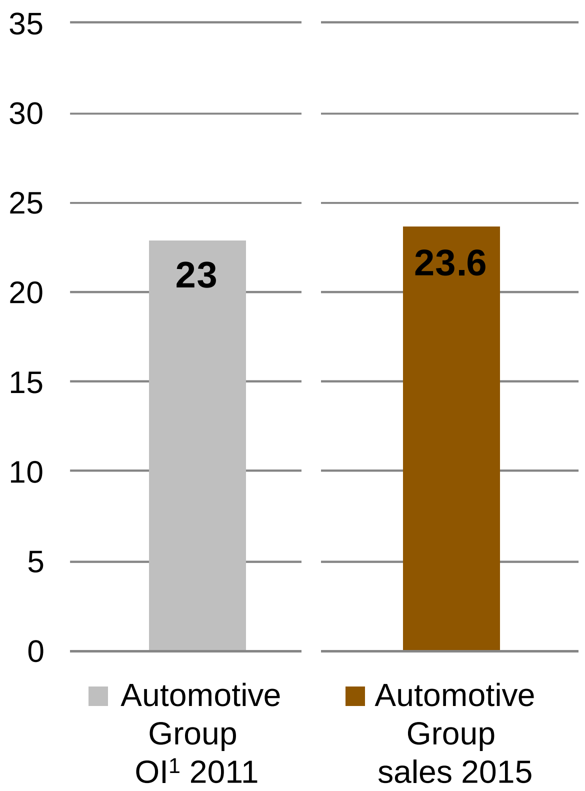
[1] *Life-time sales*

2) Automotive Group

Reality Check – How Reliable is the Order Intake?

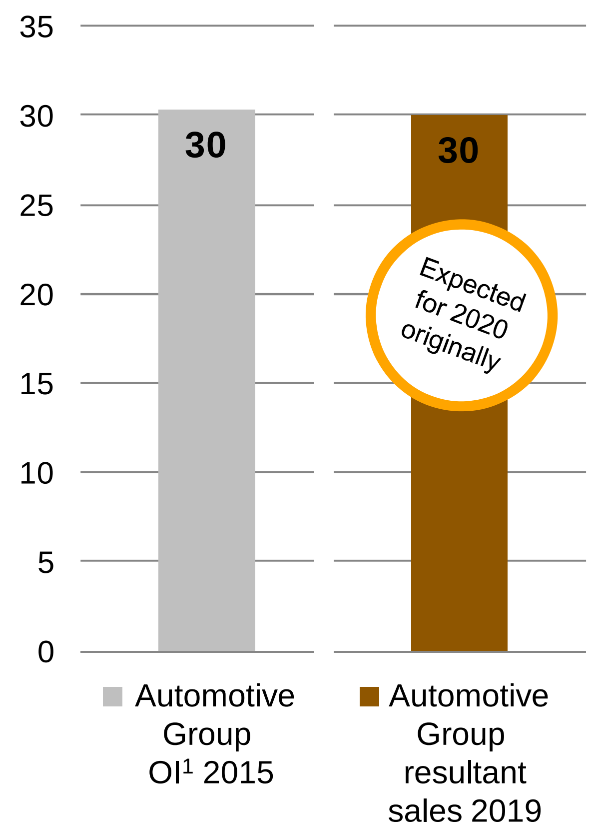
Preliminary

Order Intake 2011 vs. Sales 2015 (bn €)



- Order backlog acquired in 2011 amounted to €23 bn
  - Usually the order backlog translates into sales with a time lag of 4-5 years
  - Sales achieved in 2015 amounted to €23.6 bn
- More limited revenue growth in Powertrain was more than compensated by Chassis & Safety and Interior business, mirroring OEM content preference over the last years
- 2015 order book totaled more than €30 bn life-time sales and provides confidence that €30 bn will be achieved in Automotive Group sales by 2019

Order Intake 2015 and Resultant Sales (bn €)

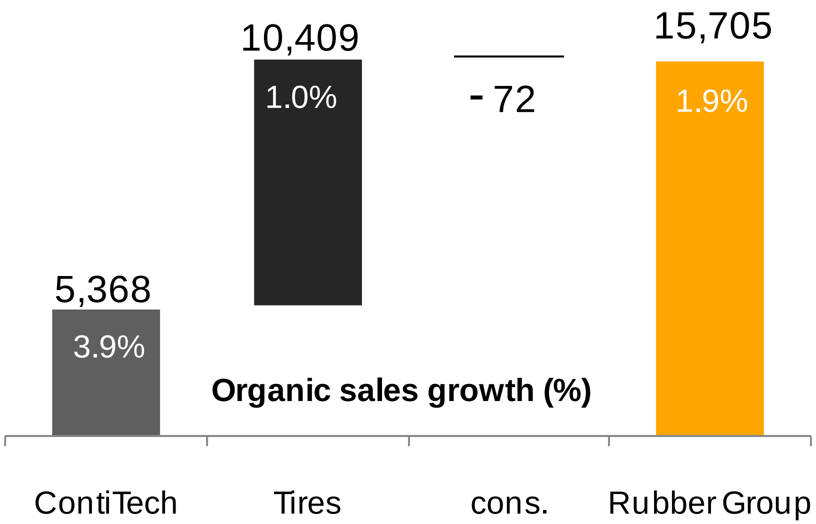


[1] *OI = Order Intake*

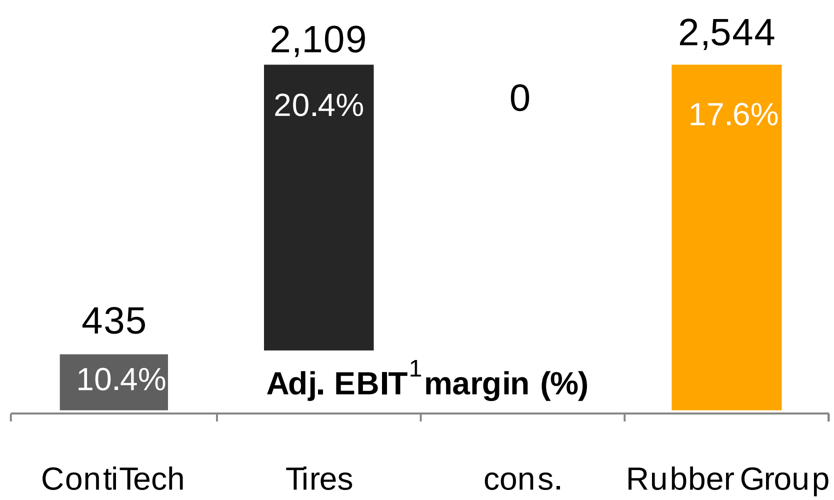
3) Rubber Group
Profitability Sustained at Elevated Level

Preliminary

Rubber Group Sales (mn €) FY 2015



Rubber Group Adj. EBIT[1] (mn €) FY 2015



Reported change in sales

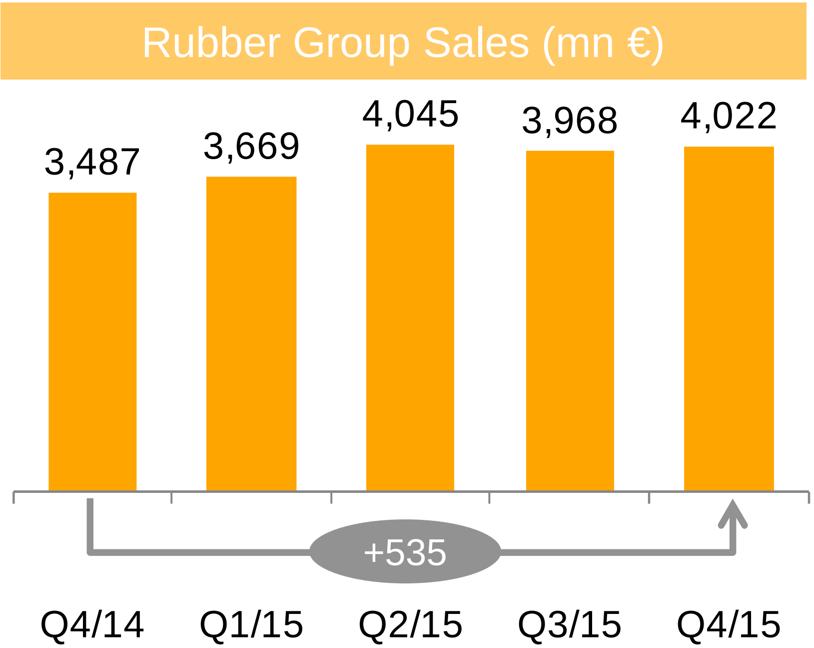
› ContiTech:	36.5%
› Tires:	6.4%
› Rubber Group:	15.2%

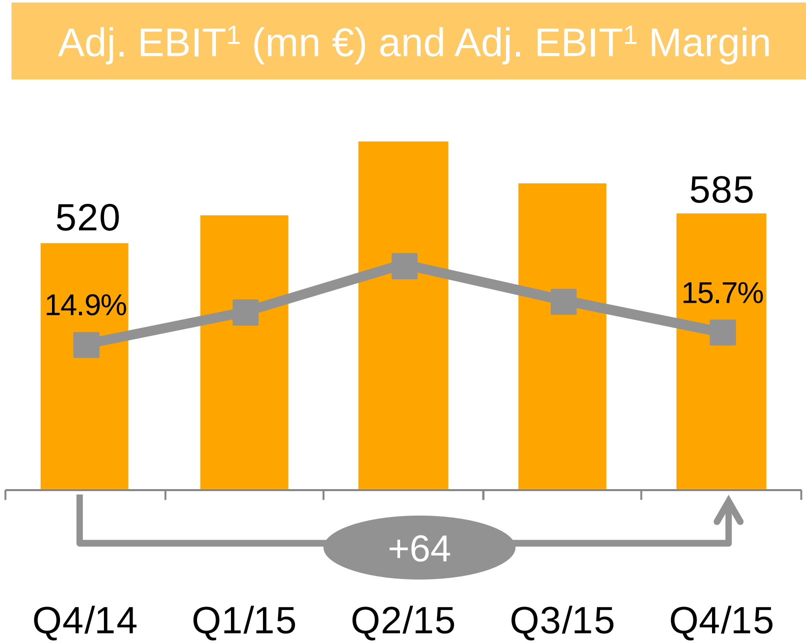
- Reported EBITDA: €3,182 mn (20.3% of sales)
- Reported EBIT: €2,256 mn (14.4% of sales)
- R&D: €352 mn (2.2% of sales)
- Capex: €903 mn (5.8% of sales)

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

3) Rubber Group
Q4 2015: Tires Offset ContiTech Results

Preliminary





- Sales increased by €535 mn as a result of a further recovery in Continental tire volumes and solid organic growth in ContiTech
- Veyance Technologies contributed €286 mn to sales; operating profit margin remained at depressed levels as mining and fluid business suffered from the difficult market environment during H2 2015
- Tire volumes increased by 12% during the quarter; FX had a positive effect of ~2% on tire sales in Q4 2015 while price mix remained constant at -3%

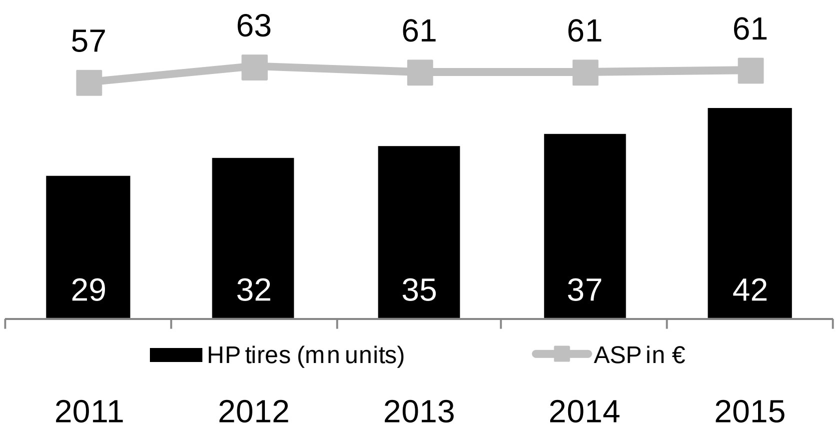
[1] *Before amortization of intangibles from PPA, consolidation and special effects*

3) Rubber Group
Tires – Continuously Improving Mix

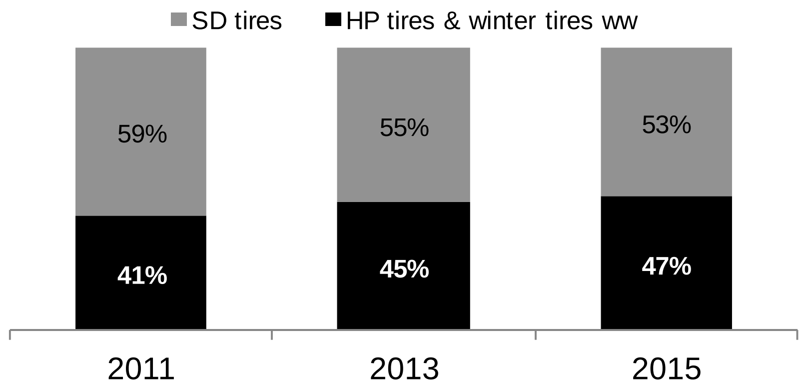
Preliminary

- 142 mn units sold in 2015
- ASP[1] in PLT unchanged at €61 in 2015 despite negative pricing on solid mix development and positive FX effects
- HP[2] tire sales grew by 14% in 2015 to 42 mn units
- Share of HP[2] and winter tires in total unit sales improved to 47% from 41% in 2011
- 21 mn winter tires sold worldwide despite very mild winter in Europe
- Continental's winter tire inventories at the end of February 2016 are at very healthy level

HP[2] Tires Sales and ASP[1] 2011 - 2015



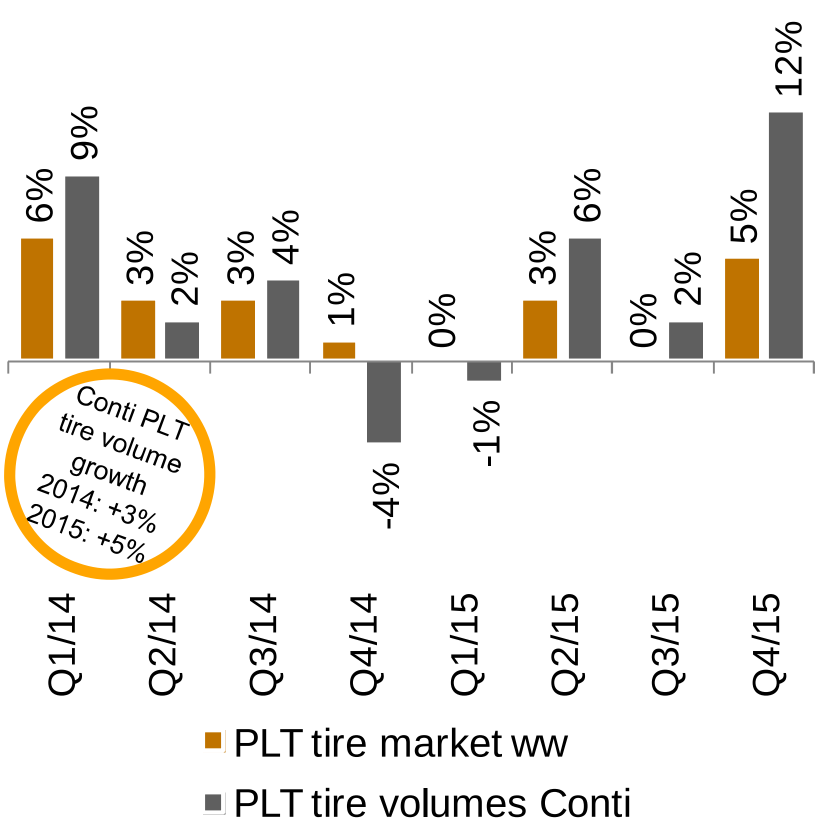
HP[2] & Winter Tires vs. SD[3] Tires



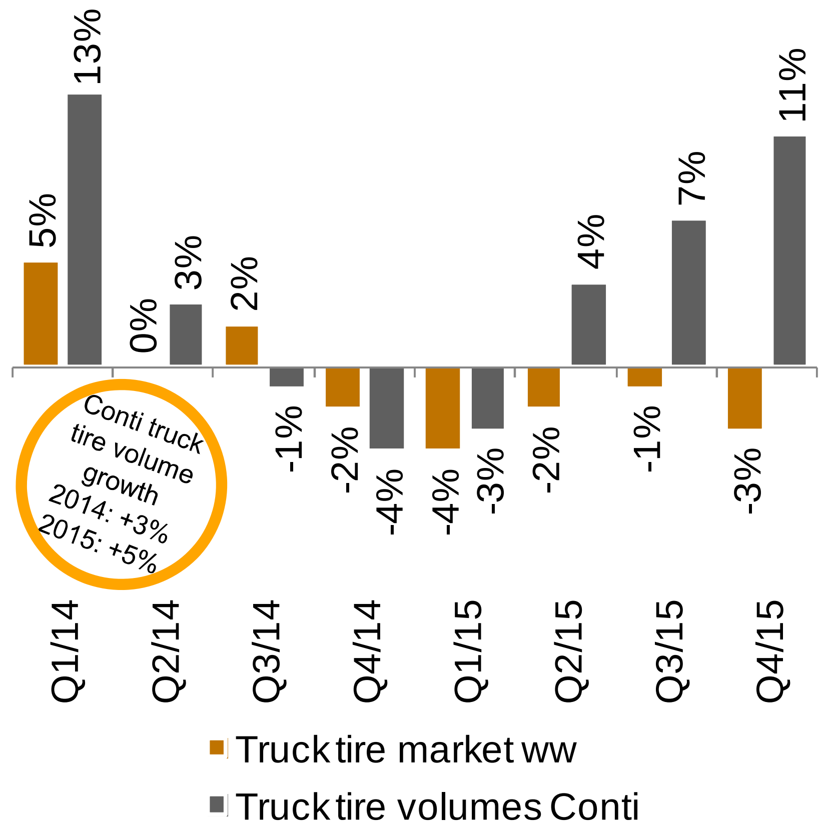
[1] Average Selling Price (ASP) derived by dividing total PLT sales by total units
[2] High Performance is all ≥17" excluding winter tires
[3] Standard tire

3) Rubber Group
Strong Volume Recovery in Tires throughout 2015

PLT Tire Market ww vs. Conti Volumes



Truck Tire Market ww vs. Conti Volumes



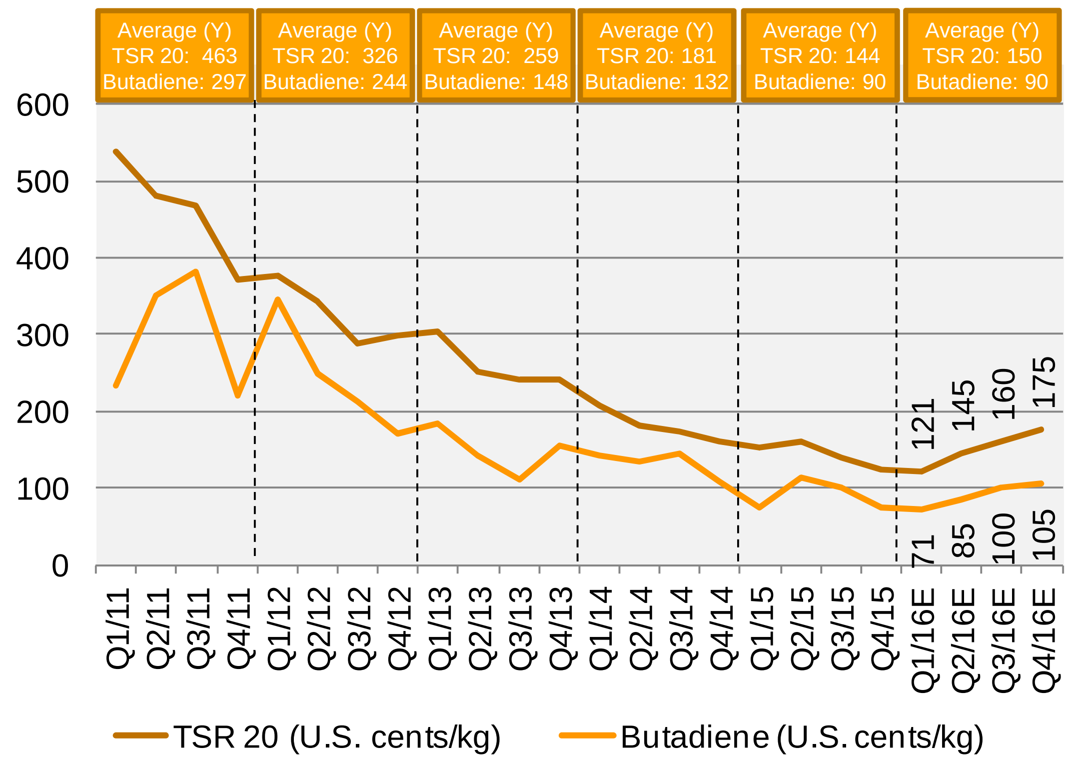
3) Rubber Group

Expected Raw Material Price Development in 2016

Preliminary

- Natural rubber price (TSR 20) expected to average U.S. $1.50 in 2016 (PY: U.S. $1.44)
- Synthetic rubber price (butadiene feedstock) forecasted to average U.S. $0.90 in 2016 (PY: U.S. $0.90)
- U.S. $50 mn gross benefit expected for every U.S. $10 decline in oil price (average was U.S. $52 in 2015)
- Tailwind from lower raw material cost to amount to about €100 mn in 2016

Raw Material Price Development[1]
2011 - 2016E (U.S. cents/kg)

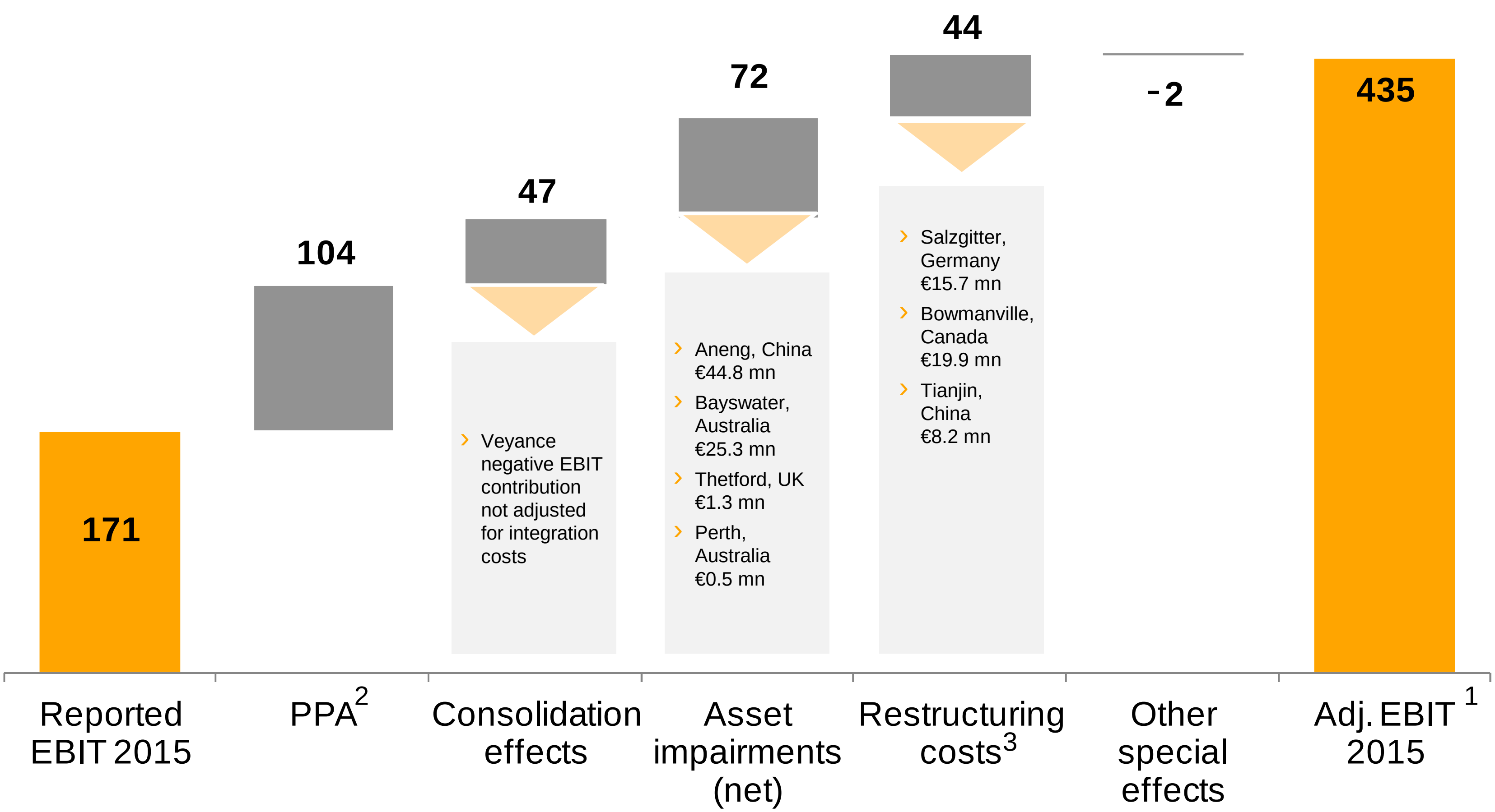


[1] *Source: Bloomberg and Continental estimates for 2016*

3) Rubber Group

ContiTech Adjusted EBIT[1] Bridge (mn €)

Preliminary



1 *Before amortization of intangibles from PPA, consolidation and special effects*
2 *Amortization of intangibles from PPA*
3 *Including asset impairments amounting to €14.2 mn*

Preliminary

3) Rubber Group

ContiTech: Determining the Right Reference Point for 2016

mn €	Veyance 2015	ContiTech "old"[1] 2015	ContiTech 2015
Sales	1,145	4,223	5,368
EBIT reported	-233	404	171
PPA[2]	97	7	104
Special effects	89	25	114
EBIT before PPA and special effects	-48	436	388
Integration cost	72	0	72
Reference point for 2016	24	436	460
in % of sales	2.1%	10.3%	8.6%

Reference point for 2016

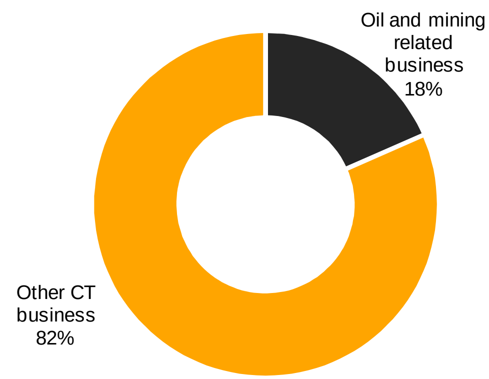
[1] *Including some minor consolidation effects*
[2] *Amortization of intangibles from PPA*

3) Rubber Group
ContiTech Exposure to Oil and Mining Business

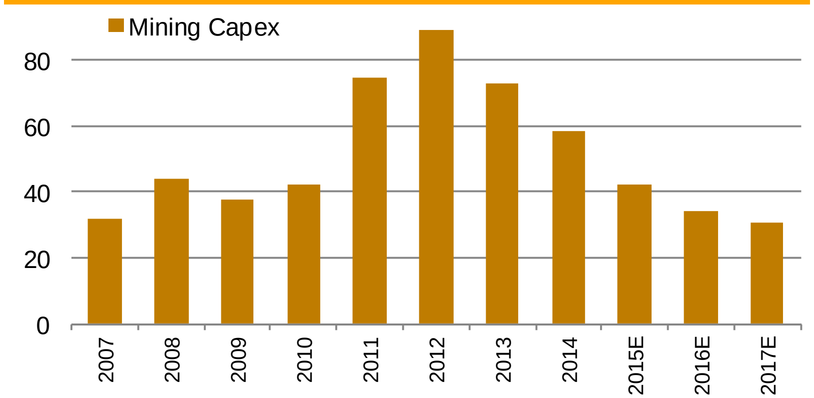
- Oil and mining related exposure at ContiTech amounts to 18% in 2015
- Measures implemented to align costs in Industrial Fluid Systems
- Restructuring initiated in Conveyor Belt Group to align capacity
  - 7 out of 25 locations are affected: Australia, Canada, Chile, China, Greece, Turkey and the UK
- Further restructuring to be started in H1 2016
- Vast majority of the business doing well

Target to grow sales and adj. EBIT[1] in 2016

Oil and Mining related business



Mining Capex (mn US$)

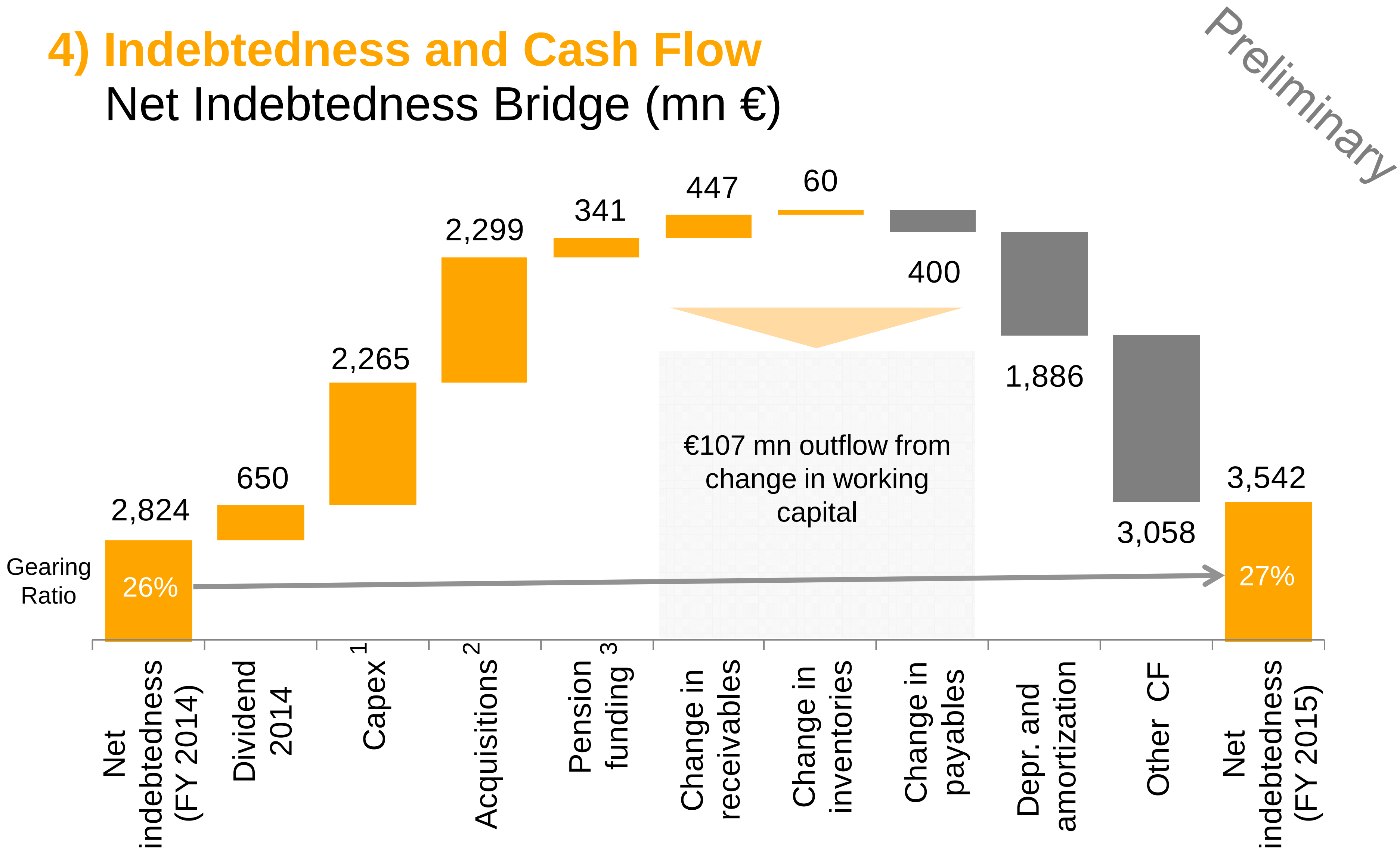


[1] *Before amortization of intangibles from PPA, consolidation and special effects*

Source: Company filings and consensus data (Feb 2016) for BHP, Rio, Vale, Grupo Mexico, FCX, ABX, GG, NEM, NCM, TCK/B, ANTO, NUE, AA, KGC, AEM, EGO

4) Indebtedness and Cash Flow

Net Indebtedness Bridge (mn €)

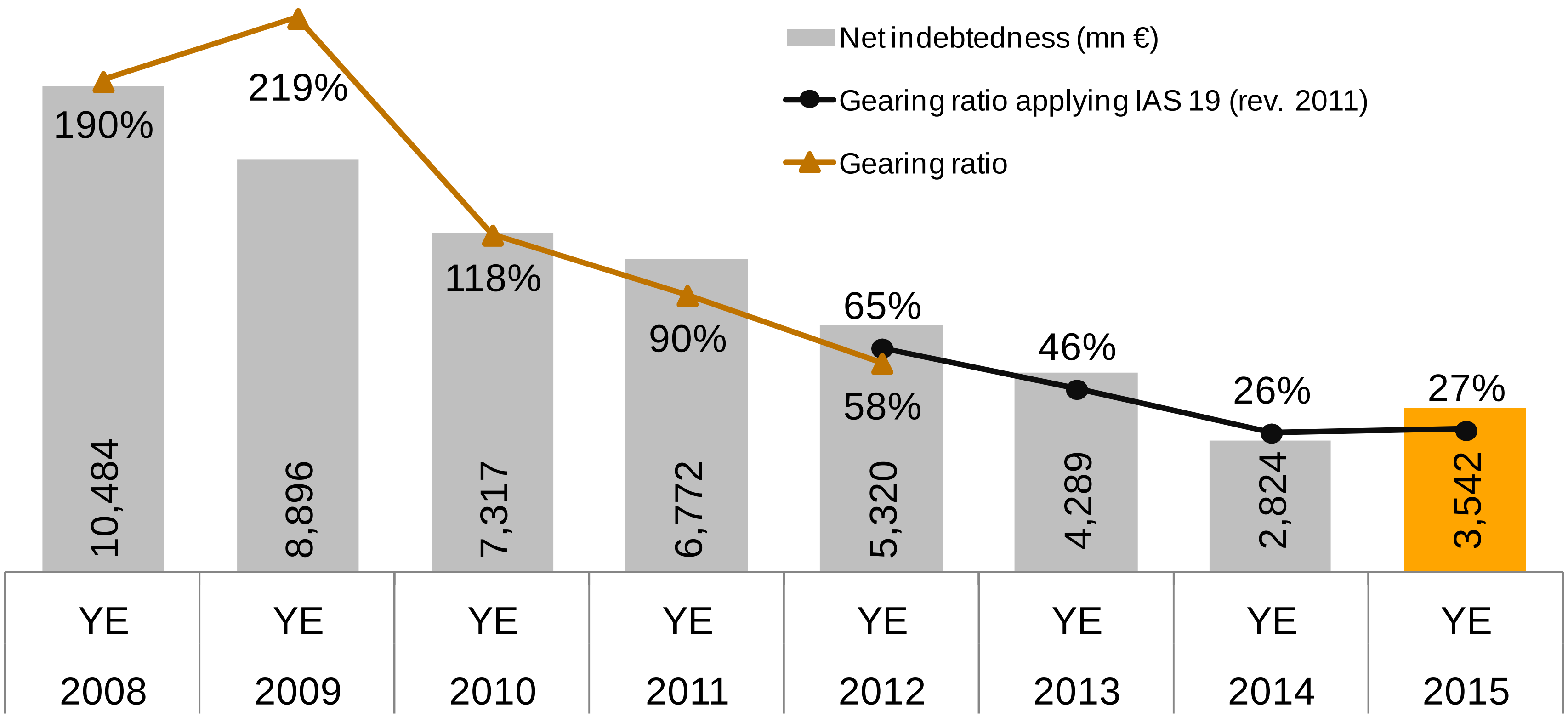


[1] *According to cash flow statement incl. intangible assets*
[2] *Veyance Technologies (01/15), Elektrobit Automotive (07/15), A-Z Formen- und Maschinenbau Group (01/15), Continental Advanced Lidar Solutions (10/15) and others*
[3] *Due to the fact that part of the Continental Pension Trust e.V. could regain the status of qualifying plan assets in FY 2015*

4) Indebtedness and Cash Flow

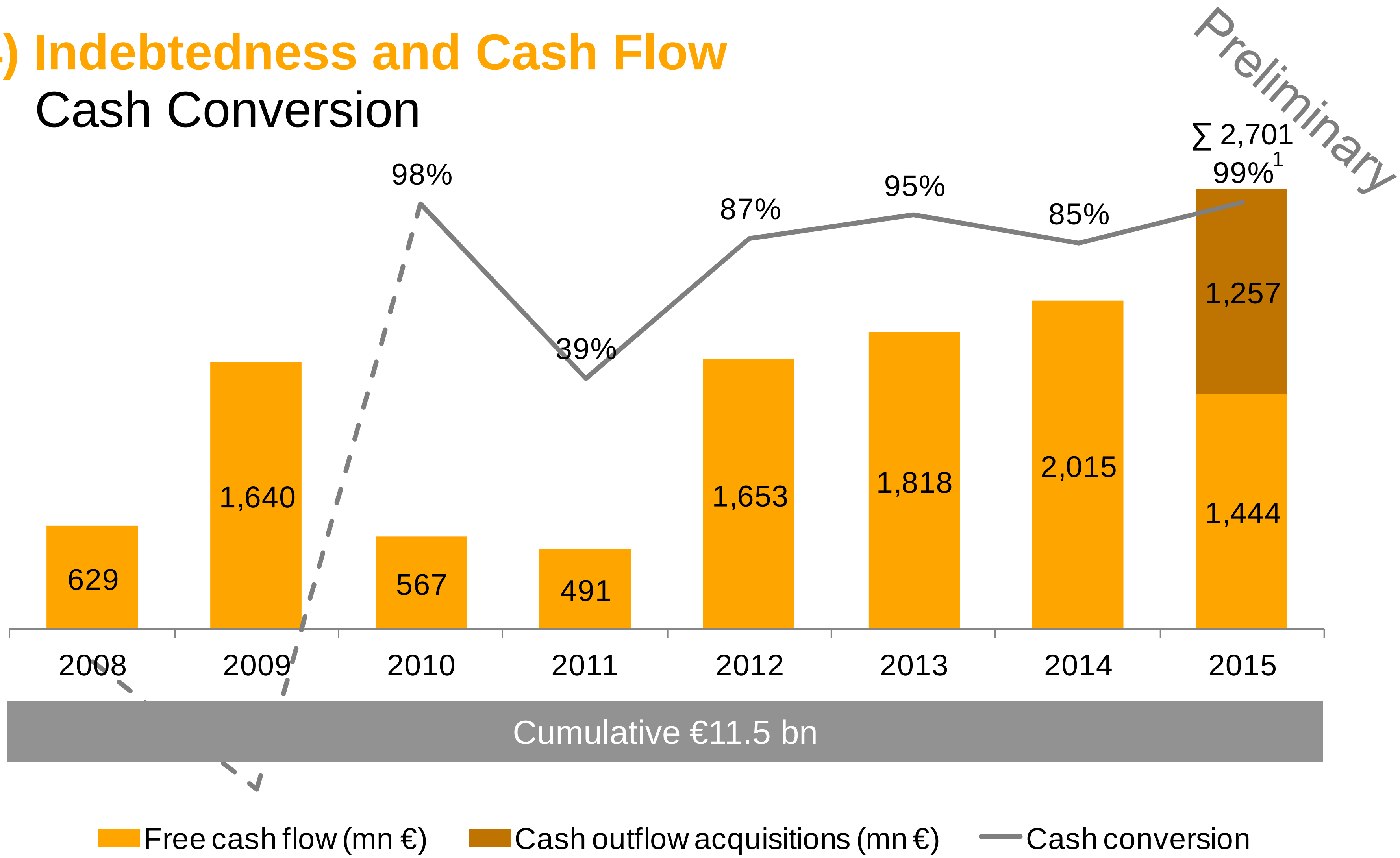
Net Indebtedness and Gearing Ratio

Preliminary



4) Indebtedness and Cash Flow

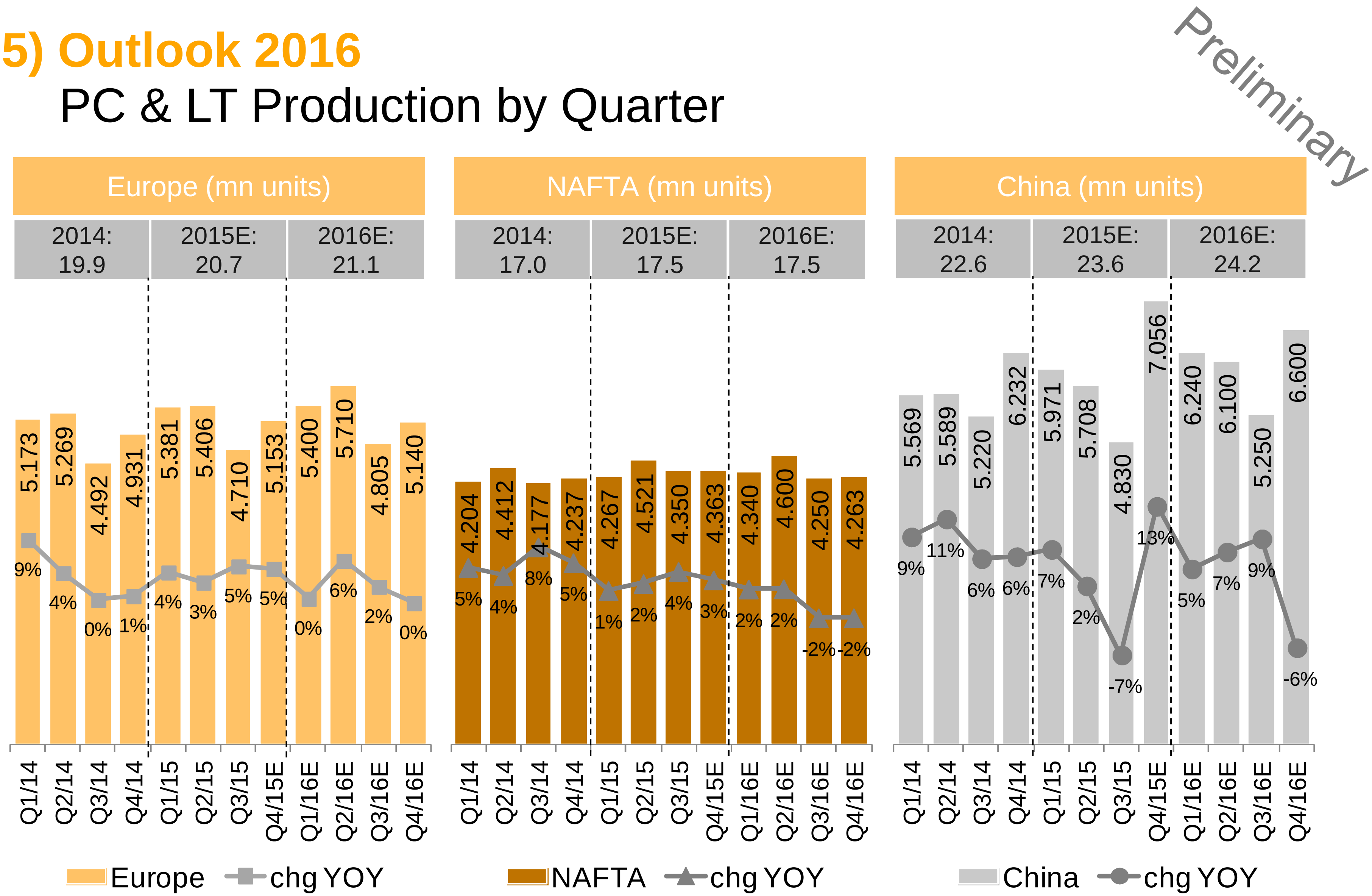
Cash Conversion



[1] *Free cash flow before acquisitions divided by net income attributable to the shareholders of the parent; IAS 19 (rev.2011) applied since 2012*

5) Outlook 2016

PC & LT Production by Quarter



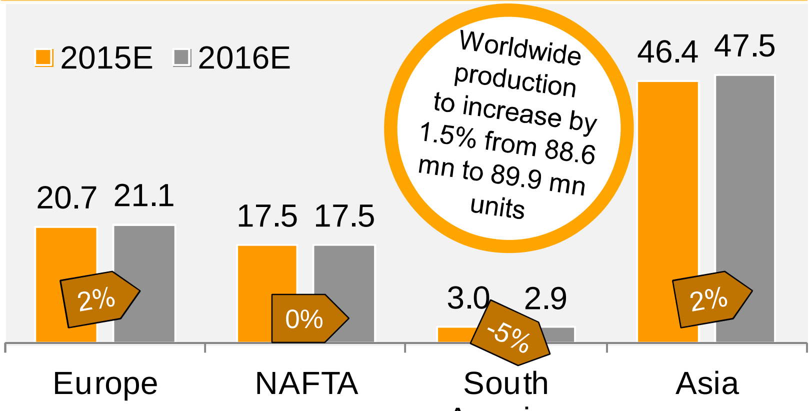
Source: IHS and own estimates, Europe excluding Kazakhstan and Uzbekistan

5) Outlook 2016

Market Outlook for Major Regions 2016

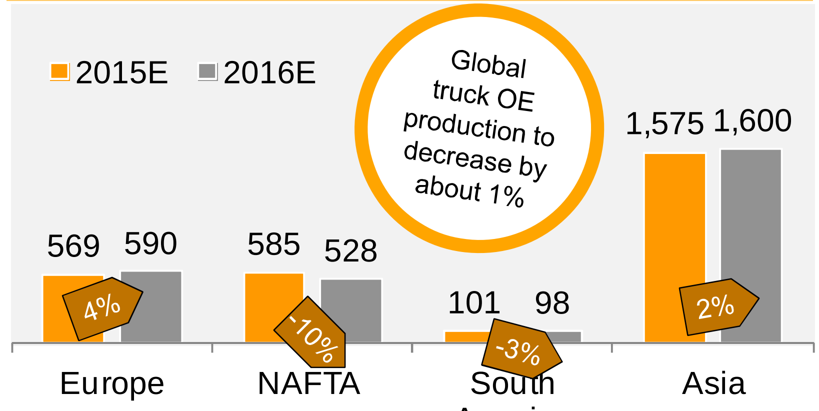
Preliminary

PC & LT[1] Production (mn units)



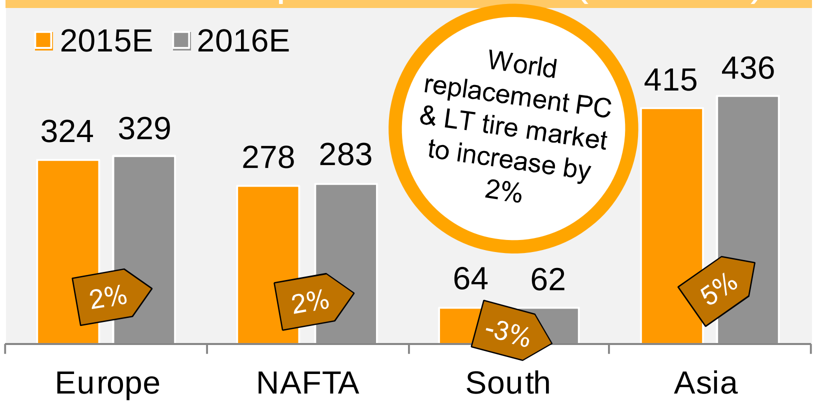
Source: IHS and own estimates

Commercial Vehicle[2] Prod. (k units)



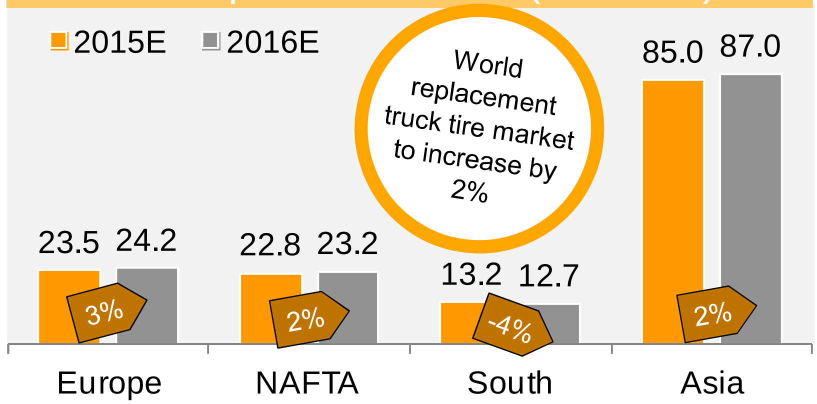
Source: IHS and own estimates

PC & LT Repl.[3] Tire Market (mn units)



Source: LMC and own estimates

CV Repl.[4] Tire Market (mn units)



Source: LMC and own estimates

[1] Passenger car and light truck <6t
[2] Heavy vehicles >6t
[3] Passenger car & light truck replacement
[4] Commercial vehicle replacement (radial and biased)

5) Outlook 2016
Continental Corporation

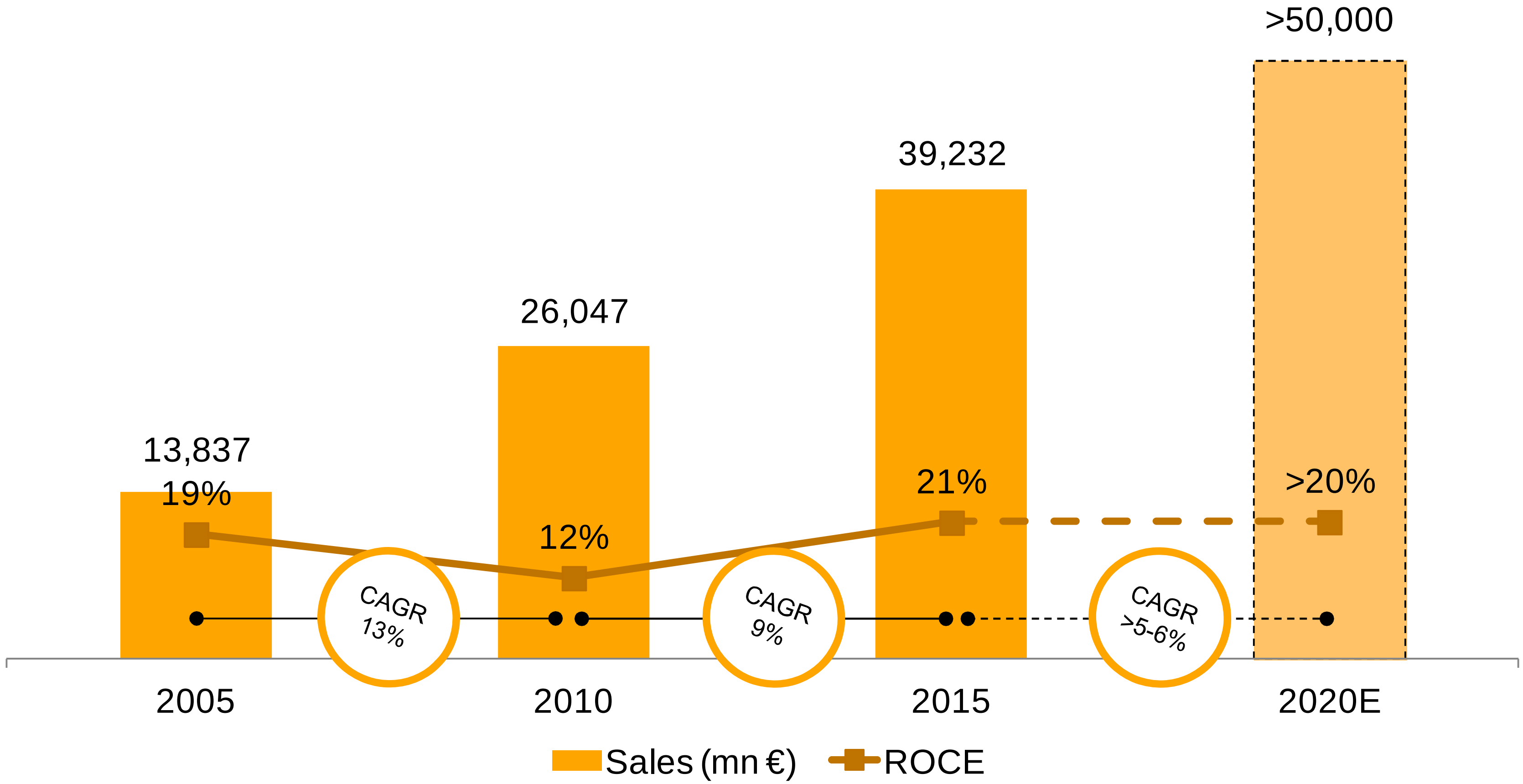
Preliminary

	2015	2016E
Consolidated sales adj. EBIT[1]	€39.2 bn €4.5 bn	To increase to ~€41 bn at constant FX rates To comfortably achieve >10.5%
Automotive Group adj. EBIT[1]	€23.6 bn €2.1 bn	~€25 bn >8.5%
Rubber Group adj. EBIT[1]	€15.7 bn €2.5 bn	>€16 bn ~15.5%
Raw material cost impact	Relief of about €250 mn	Raw materials to positively affect Rubber Group results in 2016 by about €100 mn
Special effects	-€116 mn	About -€100 mn
Net interest result Tax rate	-€246 mn 28.2%	<-€250 mn ~30%
Capex PPA	€2.2 bn €138 mn	Capex at around 6% of sales PPA amortization: ~€150 mn
Free cash flow before acquisitions	€2.7 bn	At least €1.8 bn

[1] Before amortization of intangibles from PPA, consolidation (2015 in comparison to 2014) and special effects

6) Medium Term Outlook

More than €50 bn in Sales and >20% ROCE by 2020



Global PC & LT[1] production CAGR **2005-2010: 3%**	Global PC & LT[1] production CAGR **2010-2015: 4%**	Global PC & LT[1] production CAGR **2015-2020E: 1-2%**

[1]*Passenger car and light truck*

Thank you!

Official Sponsor of the UEFA European Football Championship™

Disclaimer

- This presentation has been prepared by Continental Aktiengesellschaft solely in connection with the Annual Press Conference and the Analyst and Investor Call on March 3, 2016, and the subsequent road shows in Europe and North America. It has not been independently verified. It does not constitute an offer, invitation or recommendation to purchase or subscribe for any shares or other securities issued by Continental AG or any subsidiary and neither shall any part of it form the basis of, or be relied upon in connection with, any contract or commitment concerning the purchase or sale of such shares or other securities whatsoever.
- Neither Continental Aktiengesellschaft nor any of its affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss that may arise from any use of this presentation or its contents or otherwise arising in connection with this presentation.
- This presentation includes assumptions, estimates, forecasts and other forward-looking statements, including statements about our beliefs and expectations regarding future developments as well as their effect on the results of Continental. These statements are based on plans, estimates and projections as they are currently available to the management of Continental. Therefore, these statements speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events. Furthermore, although the management is of the opinion that these statements, and their underlying beliefs and expectations, are realistic or of the date they are made, no guarantee can be given that the expected developments and effects will actually occur. Many factors may cause the actual development to be materially different from the expectations expressed here. Such factors include, for example and without limitation, changes in general economic and business conditions, fluctuations in currency exchange rates or interest rates, the introduction of competing products, the lack of acceptance for new products or services and changes in business strategy.
- All statements with regard to markets or market position(s) of Continental or any of its competitors are estimates of Continental based on data available to Continental. Such data are neither comprehensive nor independently verified. Consequently, the data used are not adequate for and the statements based on such data are not meant to be an accurate or proper definition of regional and/or product markets or market shares of Continental and any of the participants in any market.
- Unless otherwise stated, all amounts are shown in millions of euro. Please note that differences may arise as a result of the use of rounded amounts and percentages.

Contact
Equity and Debt Markets Relations

Vahrenwalder Str. 9
30165 Hanover
Germany
e-mail: ir@conti.de
www.continental-ir.com

Rolf Woller
Head of IR
Phone: +49 511 938 1068
e-mail: rolf.woller@conti.de

Ingrid Kampf
Assistant to the Head of IR
Roadshow and Conference Organization
Phone: +49 511 938 1163
Fax: +49 511 938 1080
e-mail: ingrid.kampf@conti.de

Michael Saemann
Analysts, Institutional Investors and Sustainability Investors
Phone: +49 511 938 1307
e-mail: michael.saemann@conti.de

Klaus Paesler
Analysts, Institutional Investors, ADR and Private Investors
Phone: +49 511 938 1316
e-mail: klaus.paesler@conti.de

Sabine Reese
Sustainability, ASM, CMD Organization, IR Website,
Capital Market Disclosure Requirements
Phone: +49 511 938 1027
e-mail: sabine.reese@conti.de

Henry Schniewind
Analysts, Institutional Investors
Phone: +49 511 938 1062
e-mail: henry.schniewind@conti.de

Marvin Kalberlah
Social Media
Phone: +49 511 938 14034
e-mail: marvin.kalberlah@conti.de

Continental
Financial Calendar

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

2017

Preliminary figures for the fiscal year 2016	January 2017
Annual Financial Press Conference	March 2017
Annual Shareholders' Meeting (incl. key data for Q1 2017)	April 28, 2017
Q1 Financial Report	May 2017
Half Year Financial Report	August 2017
Nine Month Financial Report	November 2017

Continental
Share Data / ADR Data

Share Data

Type of share	No-par value share
Bloomberg Ticker	CON
Reuters Ticker	CONG
German Security Identification Number (WKN)	543 900
ISIN Number	DE0005439004
Shares outstanding as at December 31, 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[1]	Continental AG	Continental AG	Continental Rubber of America, Corp.[1]
Issue	Senior Notes	Senior Notes	Senior Notes	Senior Notes
Principal amount	€750 mn	€750 mn	€750 mn	€500 mn
Offering price	99.595%	98.950%	99.228%	99.739%
Rating at issuance date	Ba1 (Moody's[4]) BB (S&P) BBB (Fitch[2])	Ba2 (Moody's[4]) BB (S&P) BB (Fitch[2])	Ba1 (Moody's[4]) BB (S&P) BBB (Fitch[2])	BBB (S&P) BBB (Fitch)
Current corporation and bond ratings[3]	**BBB (Fitch), BBB (S&P), Baa1 (Moody's[4])**			
Coupon	2.5% p.a.	3.0% p.a.	3.125% p.a.	0.5% p.a.
Issue date	September 19, 2013	July 16, 2013	September 9, 2013	November 19, 2015
Maturity	**March 20, 2017**	**July 16, 2018**	**September 9, 2020**	**February 19, 2019**
Interest payment	Annual March 20	Semi annual January 16/July 16	Annual September 9	Annual February 19, commencing on February 20, 2017
WKN	A1VC6B	A1X24V	A1X3B7	A1Z7C3
ISIN	XS0972719412	XS0953199634	XS0969344083	DE000A1Z7C39
Denomination	€1,000 with min. tradable amount €1,000	€1,000 with min. tradable amount €1,000	€1,000 with min. tradable amount €1,000	€1,000 with min. tradable amount €1,000

1 *Guaranteed by Continental AG*
2 *Non-contracted rating at date of issuance*
3 *Fitch since July 15, 2013; S&P since December 6, 2013; Moody's since June 30, 2015*
4 *Non-contracted rating since February 1, 2014*

Back-up

7) Back-up
Corporation Highlights FY 2015

Preliminary

› Sales	Increase of 13.7% to €39,232.0 mn (PY: €34,505.7 mn); organic sales up 3.6%
› EBITDA	Increase of 16.9% to €6,001.4 mn (PY: €5,133.8 mn)
› EBIT	Increase of 23.0% to €4,115.6 mn (PY: €3,344.8 mn); Adj. EBIT[1] increase to €4,455.5 mn (11.8% adj. EBIT[1] margin); PPA[2] effect -€137.9 mn; total special effects -€115.5 mn
› NIAT[3]	Increase of 14.8% to €2,727.4 mn (PY: €2,375.3 mn)
› EPS[3]	EPS of €13.64 (PY: €11.88) EPS before PPA[2] €14.13 (PY: €12.57 before PPA[2])
› Capex	Capex increased to €2,178.8 mn (PY: €2,045.4 mn); capex ratio 5.6% of sales; capex to depreciation coverage 1.2x (1.2x ex PPA[2])
› R&D	Expenses for research and development increased by 14.6% to €2,449.6 mn (PY: €2,137.7 mn); R&D ratio 6.2% of sales (PY: 6.2%)
› Cash flow	Operating cash flow up by €747.3 mn to €4,915.6 mn; free cash flow €1,443.6 mn
› Net debt	Net indebtedness up by €718.4 mn to €3,541.9 mn vs. FY 2014; Liquidity and undrawn credit lines amounted to €5,233.0 mn

[1] Before amortization of intangibles from PPA, consolidation and special effects
[2] Amortization of intangibles from PPA, tax rate of 28% applied for EPS calculation
[3] Attributable to the shareholders of the parent

7) Back-up

Overview of Volume Development

Preliminary

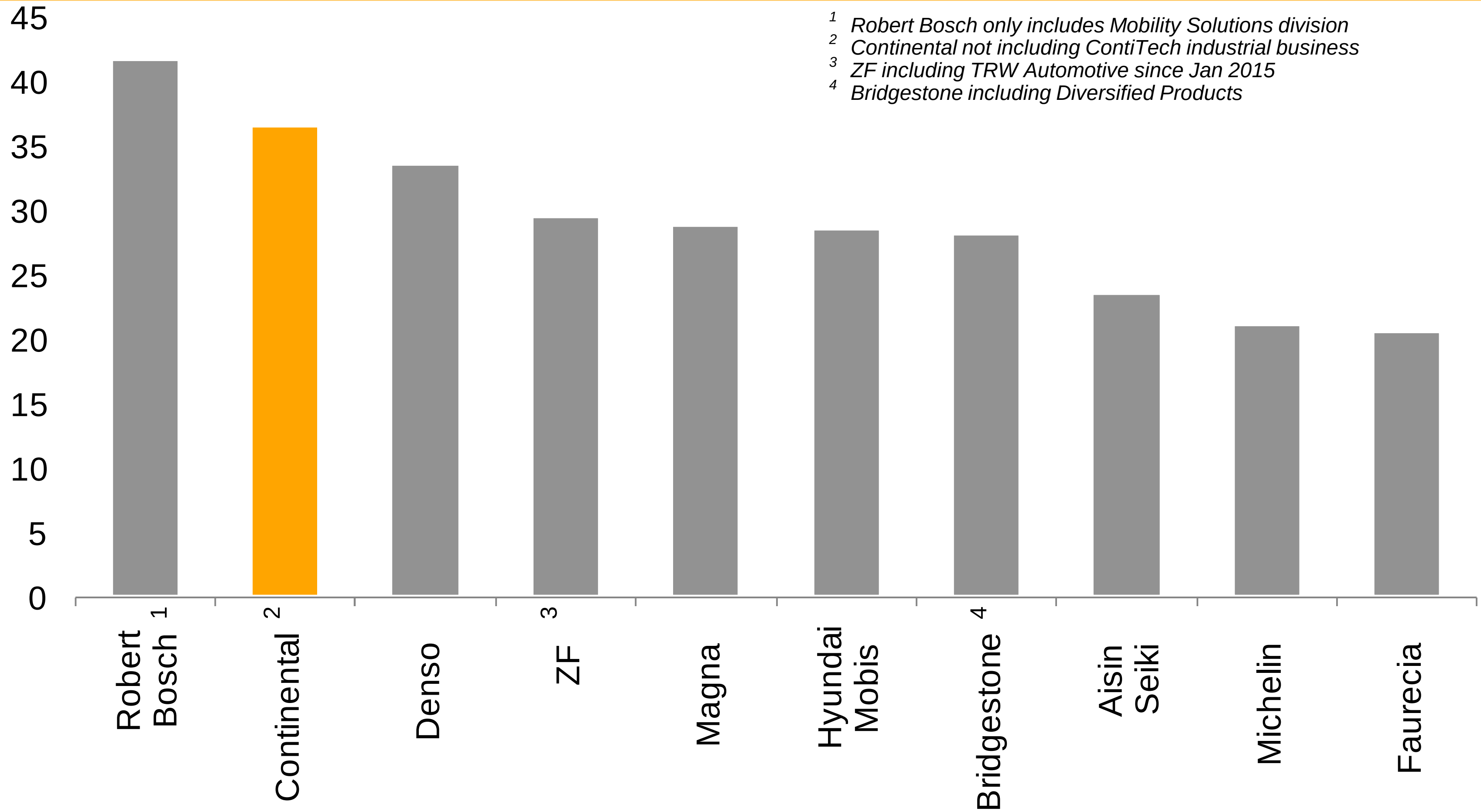
Units (YOY change)	Q1/14	H1/14	9M/14	FY 14	Q1/15	H1/15	9M/15	FY 15
Market data for PC & LT production								
EU	9%	6%	4%	3%	4%	3%	4%	4%
NAFTA	5%	4%	5%	5%	1%	2%	3%	3%
EU and NAFTA combined	7%	5%	5%	4%	3%	3%	3%	3%
Worldwide	5%	4%	4%	3%	2%	1%	1%	1%
Continental								
Electronic stability control (ESC)	14%	12%	11%	12%	16%	14%	11%	11%
Anti-lock brake system (ABS)	-13%	-11%	-16%	-19%	-34%	-31%	-30%	-24%
Boosters	8%	10%	6%	5%	-1%	-4%	-8%	-7%
Calipers	7%	2%	1%	0%	-1%	0%	-3%	-2%
Advanced driver assistance systems (ADAS)	53%	50%	47%	47%	46%	53%	59%	58%
Engine electronic control units (ECUs)	7%	6%	6%	4%	-1%	-3%	-5%	-5%
Injectors	-3%	-3%	-5%	-5%	-8%	-8%	-11%	-11%
Transmissions	8%	8%	6%	6%	6%	2%	0%	-1%
Turbochargers	64%	68%	71%	78%	59%	45%	50%	43%
Market data tires								
PC & LT replacement tires Europe	6%	5%	4%	2%	-1%	2%	0%	0%
PC & LT replacement tires NAFTA	7%	6%	5%	6%	-6%	0%	1%	1%
Commercial vehicle tires OE Europe	1%	-7%	-4%	-7%	0%	4%	5%	5%
Commercial vehicle tires OE NAFTA	6%	10%	12%	12%	21%	17%	12%	7%
Commercial vehicle replacement tires Europe	15%	6%	3%	1%	-4%	2%	-1%	0%
Commercial vehicle replacement tires NAFTA	9%	9%	9%	8%	3%	5%	3%	3%
Continental								
PC & LT tires	9%	6%	5%	3%	-1%	3%	2%	5%
Commercial vehicle tires	13%	8%	5%	3%	-3%	0%	3%	5%
ContiTech organic sales growth	5%	2%	2%	1%	2%	4%	4%	4%

7) Back-up

Worldwide Supplier Ranking

Preliminary

Top 10 Global OEM Suppliers – 2015 Sales (bn €)



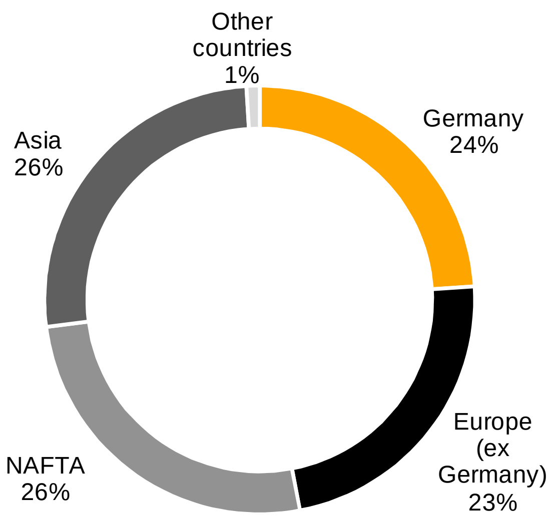
[1] *Robert Bosch only includes Mobility Solutions division*
[2] *Continental not including ContiTech industrial business*
[3] *ZF including TRW Automotive since Jan 2015*
[4] *Bridgestone including Diversified Products*

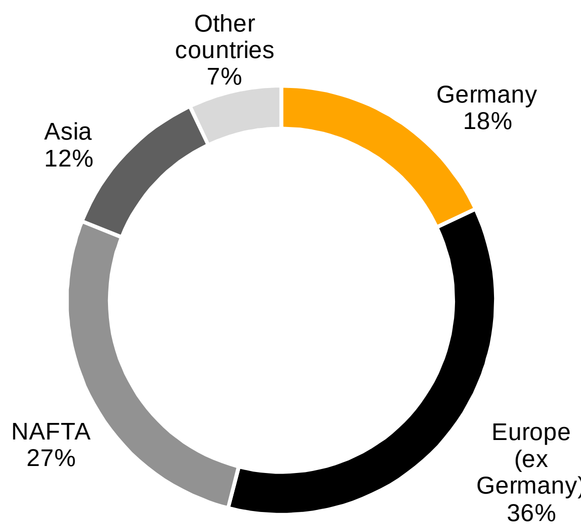
Source: Company filings. Calendarized to December year-end. Based on average currency exchange rates 2015

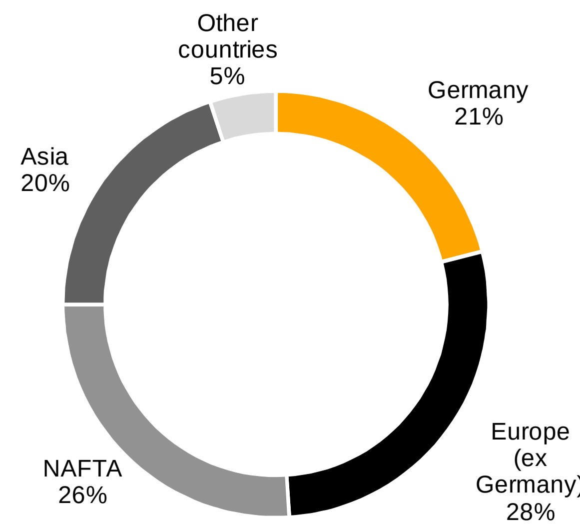
7) Back-up
Sales by Markets

Preliminary

Automotive Group 2015 €23,575 mn	Rubber Group 2015 €15,705 mn	Corporation 2015 €39,232 mn



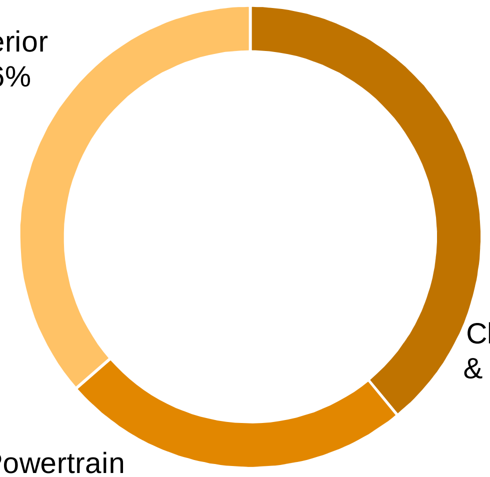


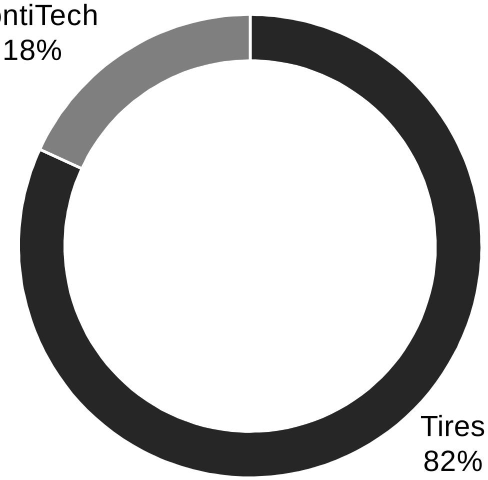


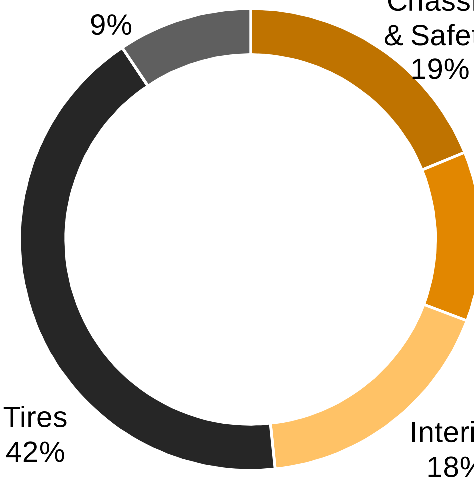
7) Back-up
EBITDA by Division

Preliminary

Automotive Group 2015	Rubber Group 2015	Corporation 2015
€2,973 mn	€3,182 mn	€6,001 mn



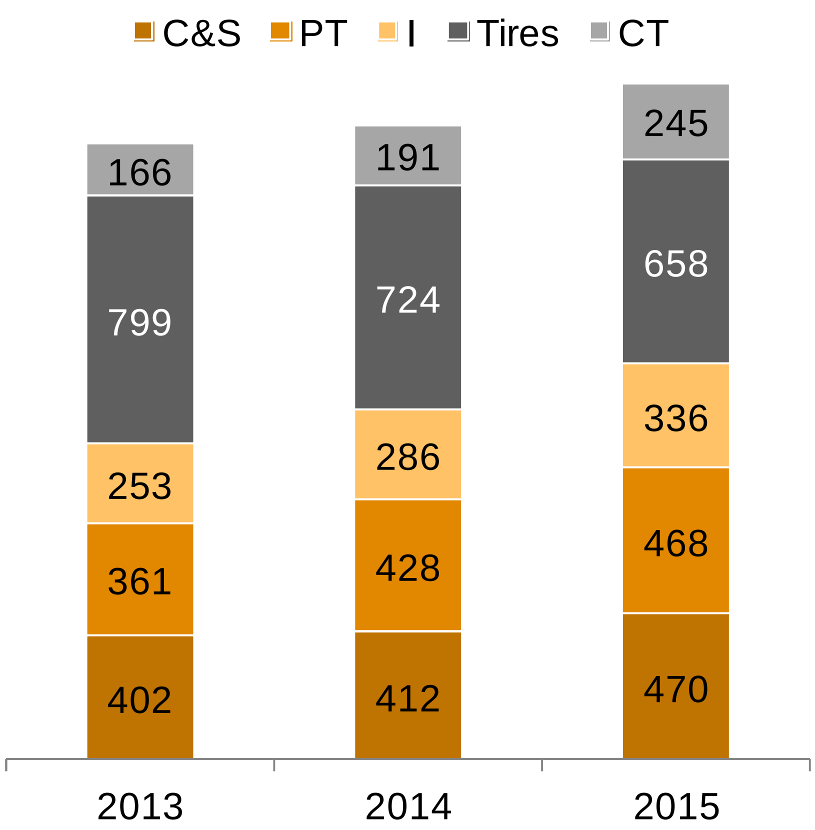




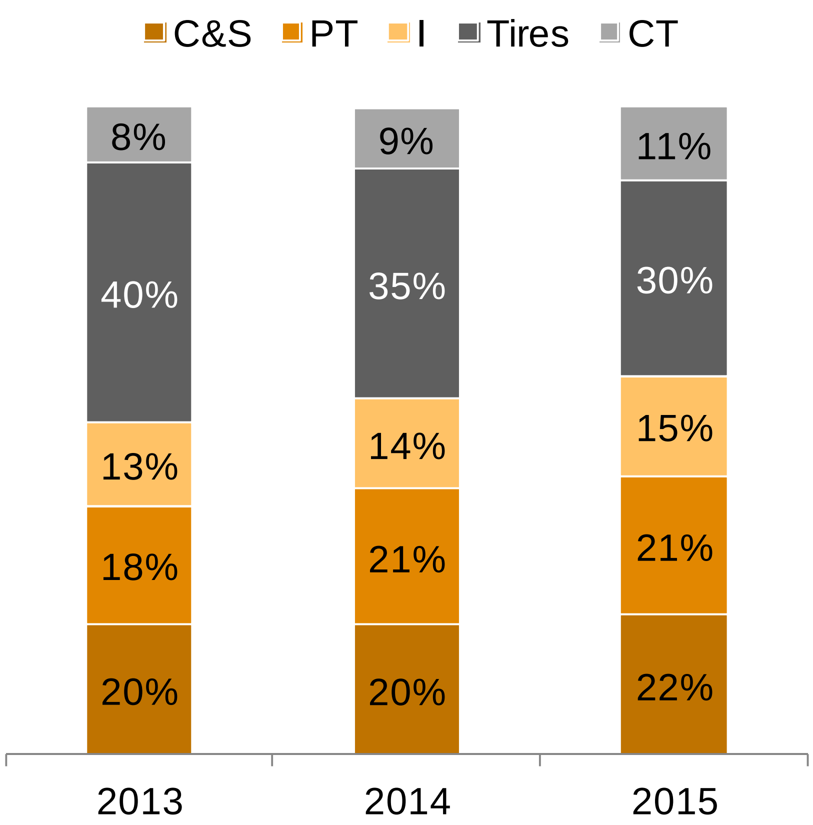
7) Back-up
Capex 2013 – 2015

Preliminary

Capex by Division 2013 – 2015 (mn €)



Capex Distribution by Division 2013 – 2015

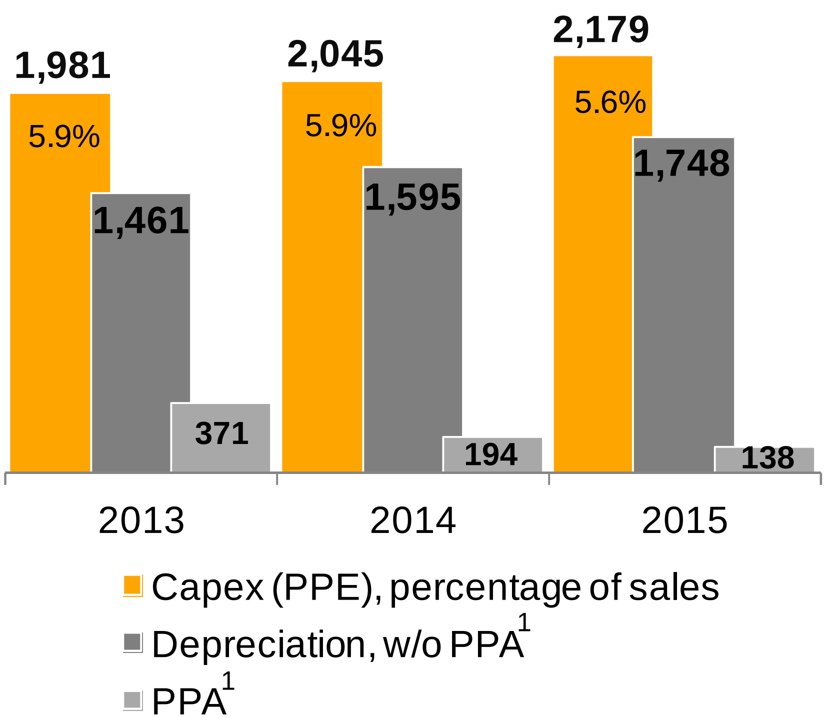


7) Back-up

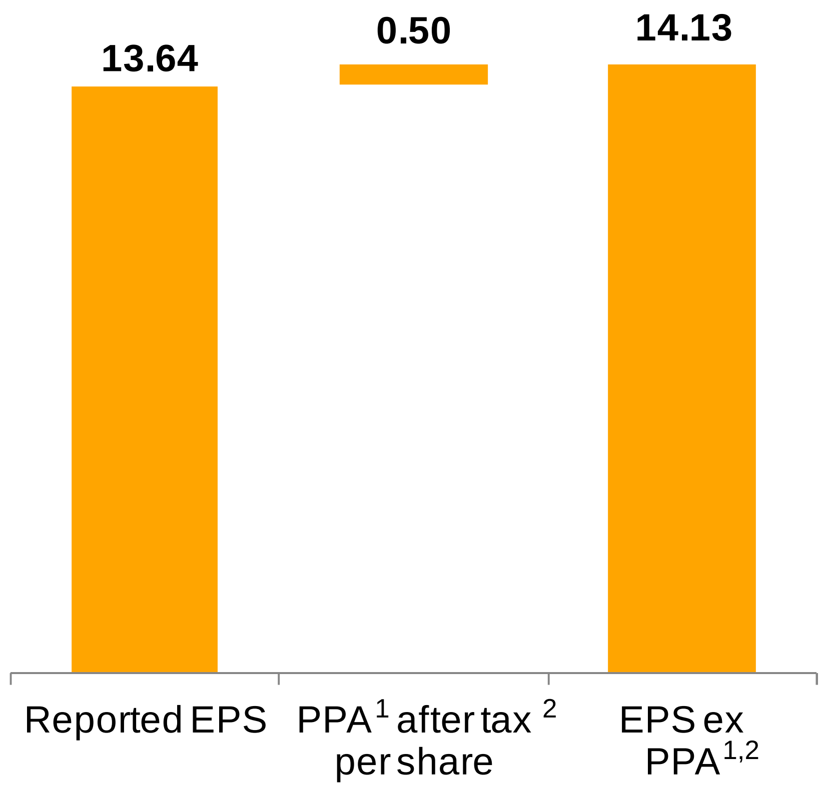
Capex, Depreciation and EPS Breakdown FY 2015

Preliminary

Capex, Depreciation and PPA[1] (mn €)



EPS ex PPA[1,2] (€)



[1] *Amortization of intangibles from PPA*
[2] *Assuming corporate tax rate of 28%*

7) Back-up
Major Focus on Costs

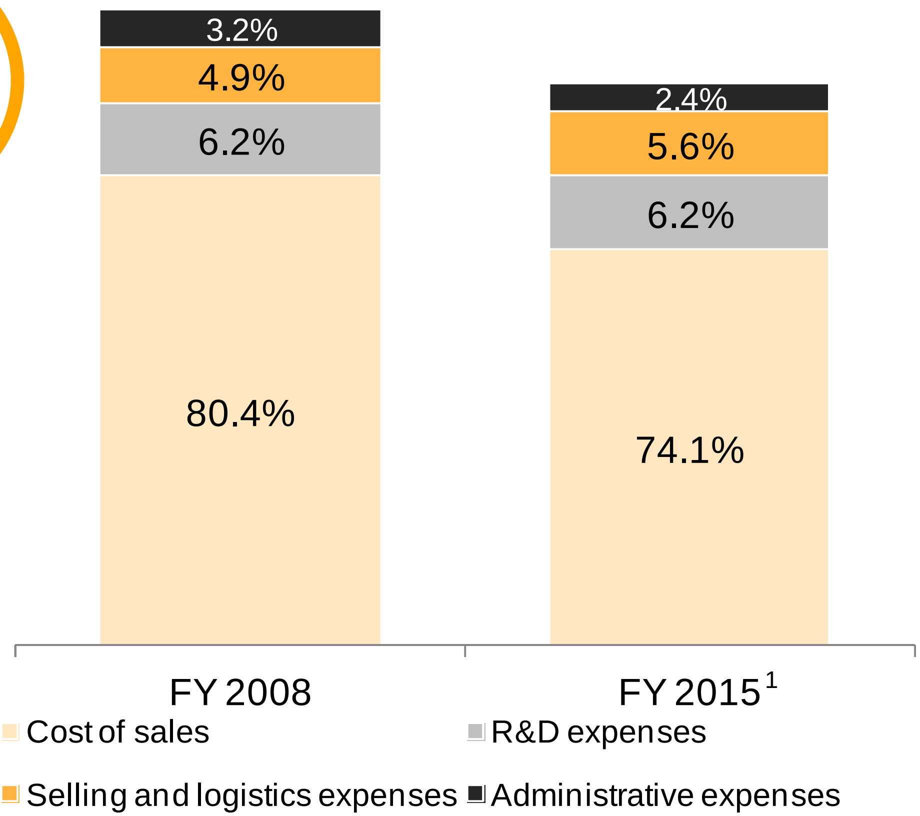
Preliminary

Cost comparison 2008 to 2015

- Cost of sales declined by 630 bps
- R&D expenses as % of sales maintained on high level and increased in absolute terms to €2.4 bn
- Selling and logistics costs up by 70 bps mainly due to expansion of tire distribution channels
- Administrative costs down by 80 bps

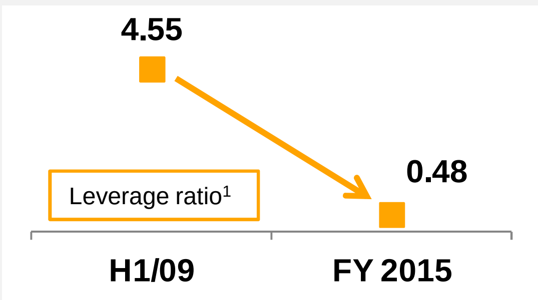
Sales up by 62% from 2008 to 2015, cost by 51% only

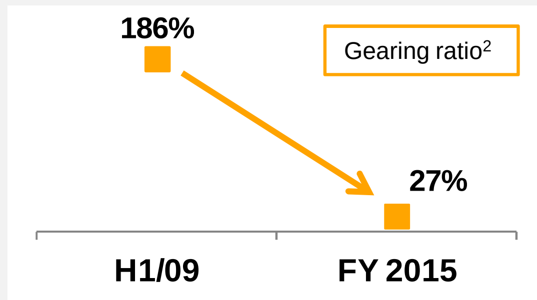
Cost as percentage of consolidated sales

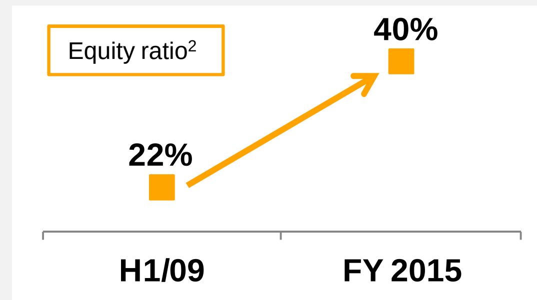


[1] *IAS 19 (rev. 2011) applied*

7) Back-up
Investment Grade Rating Confirmed Despite Acquisitions







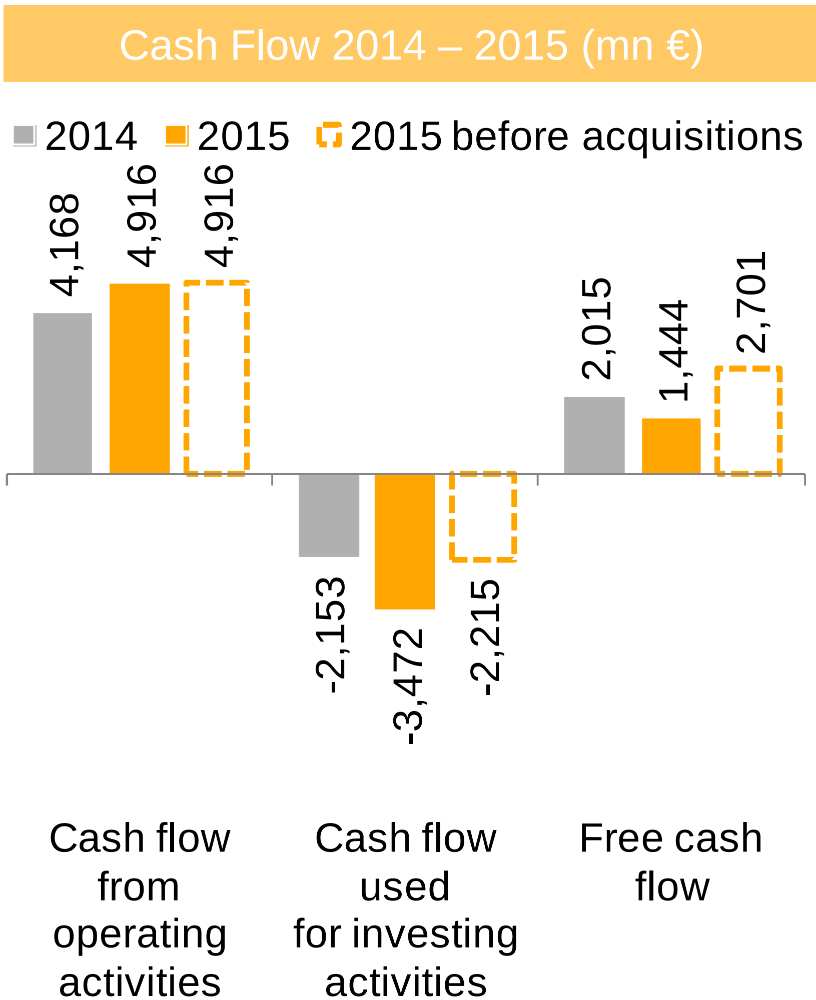
- **Continental's current credit rating is:**
  - Fitch since September 5, 2014: BBB, outlook positive
  - S&P since **May 20, 2015**: BBB, outlook positive
  - Moody's since **June 30, 2015**: Baa1, outlook stable
- **Continental's mid term targets:**
  - Rating: BBB / BBB+
  - Gearing ratio: <20%
  - Equity ratio: well above 35%
  - Leverage ratio[1]: well below 1.00x

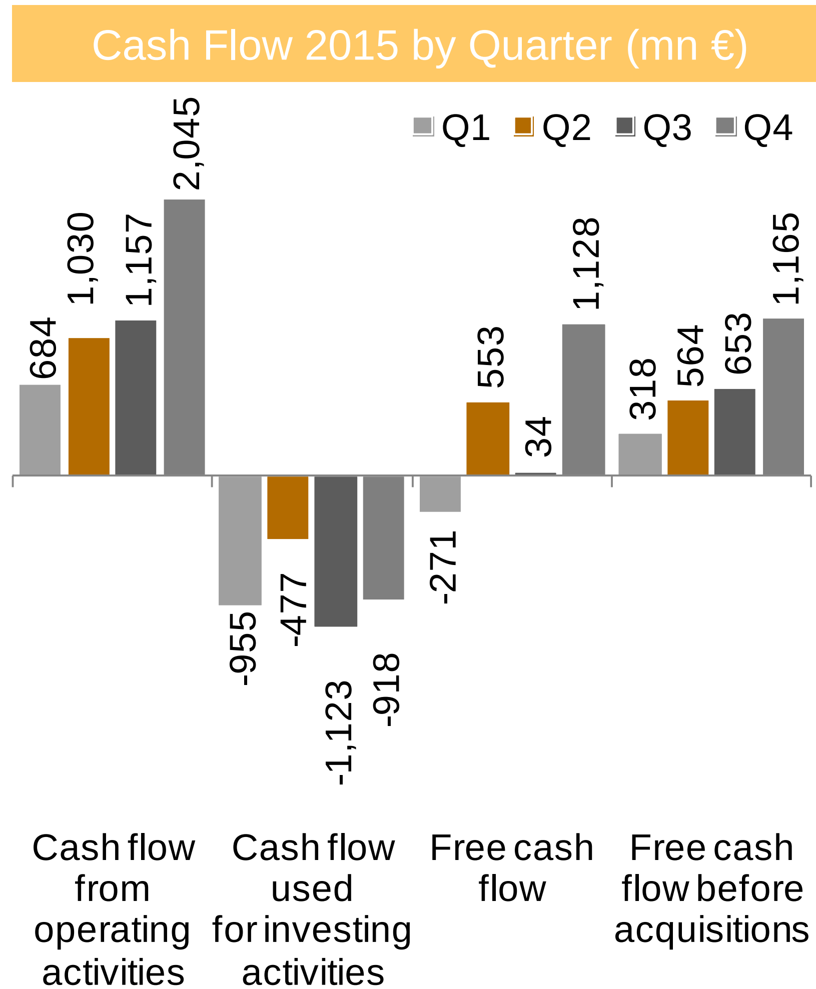
[1] *Leverage covenant ratio as defined in syndicated loan agreement; IAS 19 (rev. 2011) applied for 2015*
[2] *IAS 19 (rev. 2011) applied for 2015*

7) Back-up

Cash Flow Overview

Preliminary





7) Back-up

Gross Indebtedness by Source at YE 2015 (mn €)

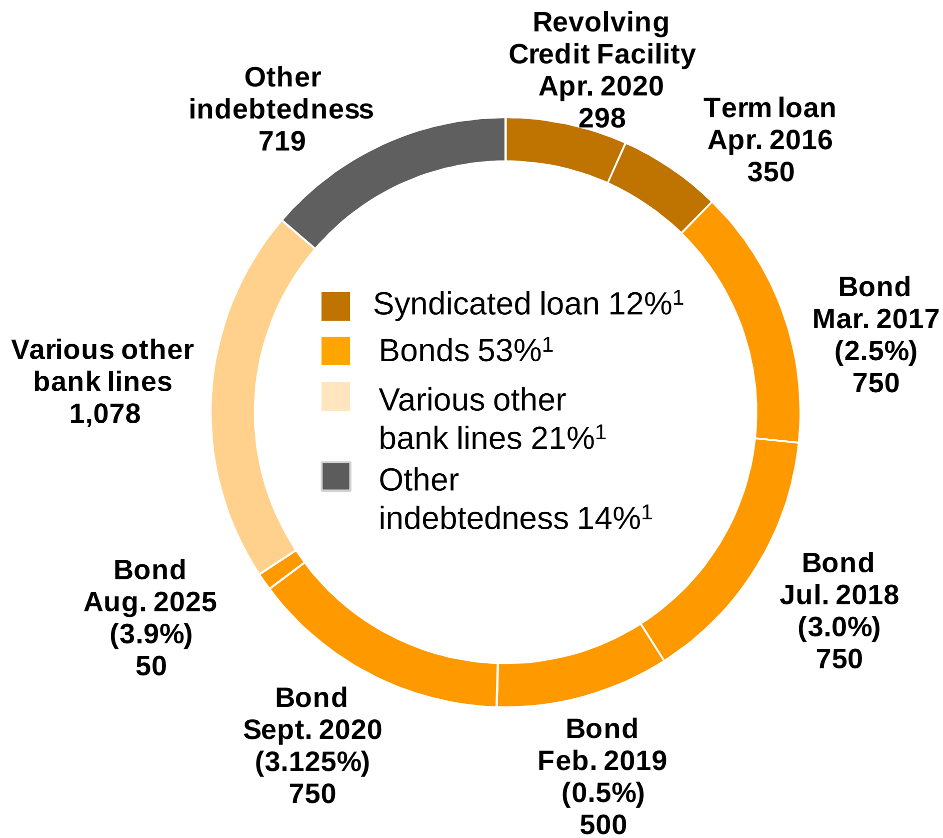
Preliminary

› **Gross indebtedness**
€5,245 mn
(PY: €6,432 mn)

› **Cash**
€1,622 mn
(PY: €3,244 mn)

› **Net indebtedness**
€3,542 mn
(PY: €2,824 mn)

› **Available credit lines**
€3,612 mn
(PY: €4,032 mn)



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

7) Back-up

Key Historical Credit Metrics – IAS 19 (rev. 2011) applied[6]

(mn €)[1]	2010	2011	2012	2013	2014	2015
Cash flow statement						
Adjusted EBITDA[2]	**3,662**	**4,247**	**4,822**	**5,094**	**5,318**	**6,094**
Reported EBITDA	**3,588**	**4,228**	**4,967**	**5,095**	**5,134**	**6,001**
Net cash interest paid	-703	-662	-575	-534	-158	-174
Tax paid	-493	-466	-684	-805	-775	-1,015
Change in net working capital[3]	-497	-556	564	-4	-207	-107
Other [4]	-46	-256	-488	-30	175	210
Cash flow arising from operating activities	**1,849**	**2,289**	**3,785**	**3,722**	**4,168**	**4,916**
Cash flow arising from investing activities	**-1,282**	**-1,798**	**-2,132**	**-1,904**	**-2,153**	**-3,472**
- thereof capex in PPE and intangibles	-1,324	-1,813	-2,081	-2,024	-2,110	-2,265
Cash flow before financing activities	**567**	**491**	**1,653**	**1,818**	**2,015**	**1,444**
Balance sheet						
Cash and cash equivalents	1,471	1,541	2,397	2,045	3,244	1,622
Derivative instruments and interest-bearing investments	202	249	536	303	364	81
Total indebtedness	8,991	8,562	8,253	6,638	6,432	5,245
Net indebtedness	**7,317**	**6,772**	**5,320**	**4,289**	**2,824**	**3,542**
Credit ratios						
Net indebtedness / adj. EBITDA[2]	**2.0x**	**1.6x**	**1.1x**	**0.8x**	**0.5x**	**0.6x**
Net cash interest paid coverage (Ratio)[5]	**5.2x**	**6.4x**	**8.4x**	**9.5x**	**33.7x**	**35.1x**

[1] Amounts shown may contain rounding differences
[2] Adjusted EBITDA starting 2010 as defined in syndicated loan but IAS 19 (rev. 2011) not applied in 2012
[3] Includes changes in inventories, trade accounts receivable, trade accounts payable and discounted notes
[4] Includes dividends received, income from at-equity accounted 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
[5] Adj. EBITDA to net cash interest paid
[6] Since 2012

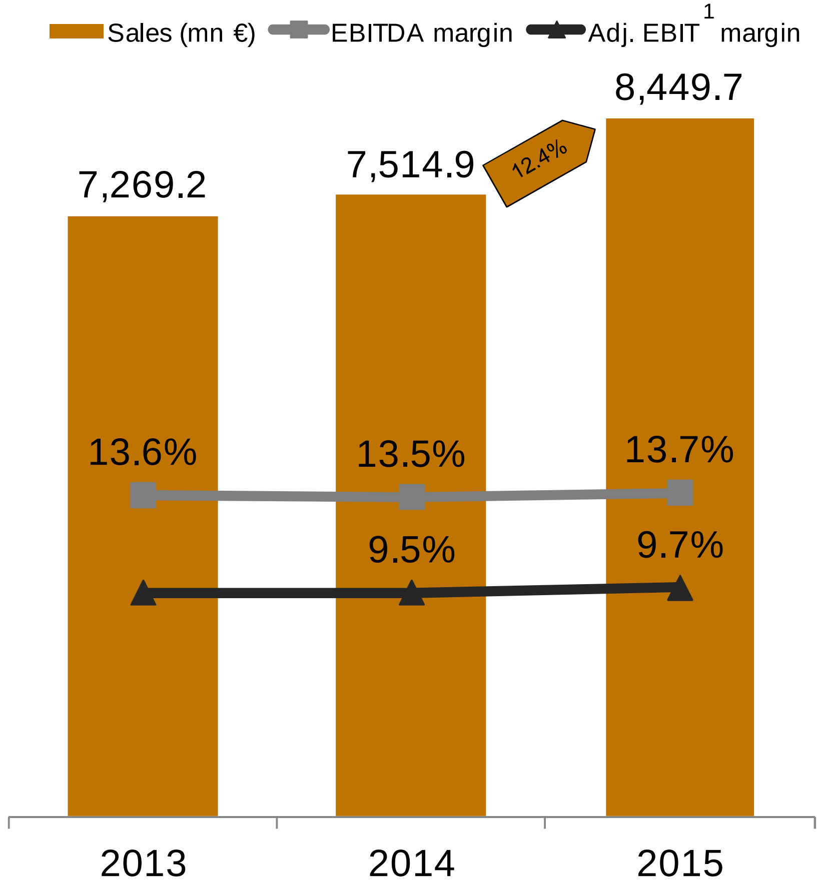
7) Back-up

Automotive Group Financials – Chassis & Safety

Preliminary

- Sales increased by 5.1% before consolidation and FX effects
- EBITDA increased by €142.2 mn to €1,160.3 mn (+14.0%)
- Adj. EBIT[1] increased by €106.8 mn to €817.2 mn (adj. EBIT[1] margin 9.7%)
- EBIT increased by €134.1 mn to €814.3 mn (EBIT margin 9.6%)
- PPA effect in 2015: -€0.8 mn
- Special effects in 2015: +€0.1 mn

Chassis & Safety FY 2015

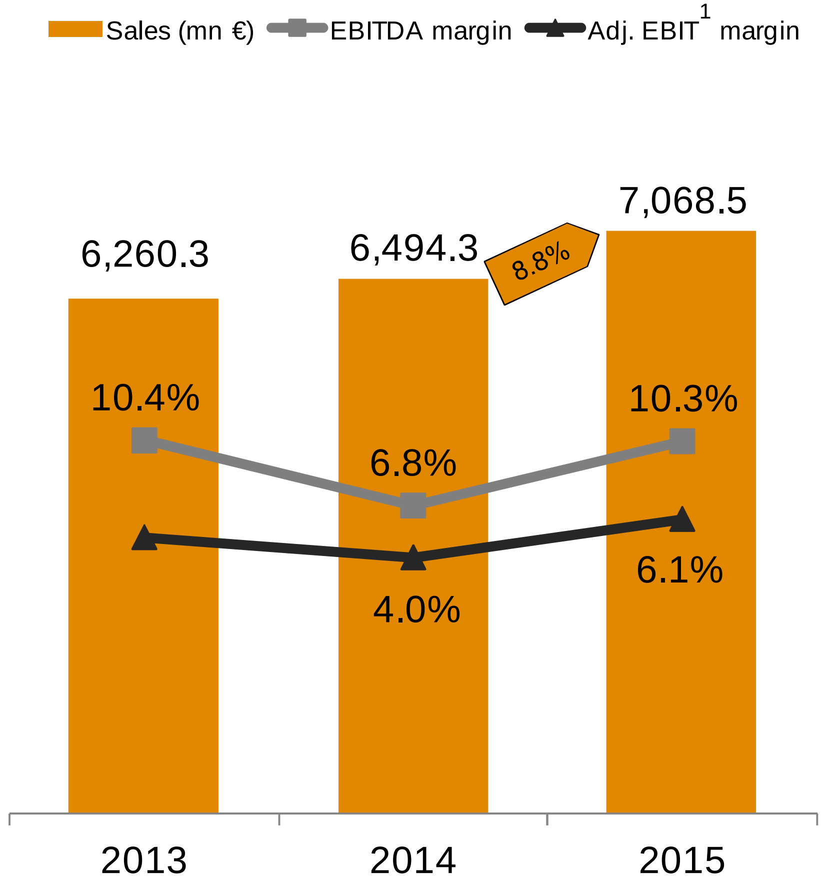


[1] *Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details*

7) Back-up
Automotive Group Financials – Powertrain

- Sales increased by 0.3% before consolidation and FX effects
- EBITDA increased by €287.4 mn to €730.7 mn (+64.8%)
- Adj. EBIT[1] increased by €164.1 mn to €424.6 mn (adj. EBIT[1] margin 6.1%)
- EBIT increased by €492.4 mn to €395.6 mn (EBIT margin 5.6%)
- PPA effect in 2015: -€8.2 mn
- Special effects in 2015: -€0.9 mn

Powertrain FY 2015

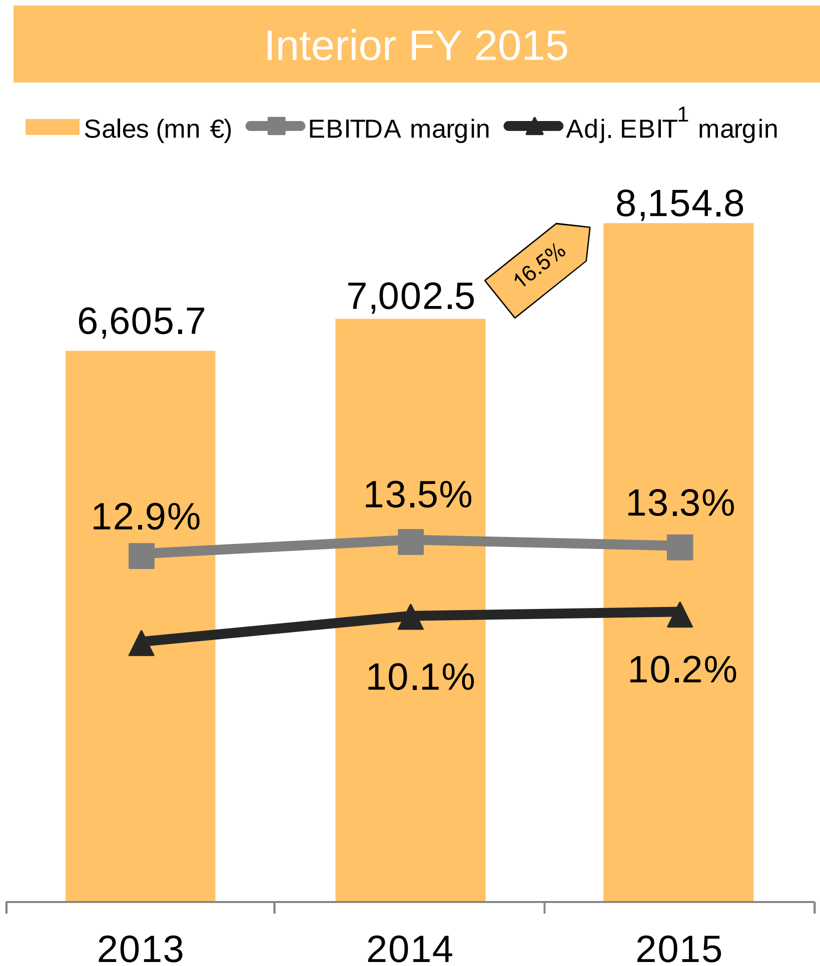


[1] *Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details*

Preliminary

7) Back-up
Automotive Group Financials – Interior

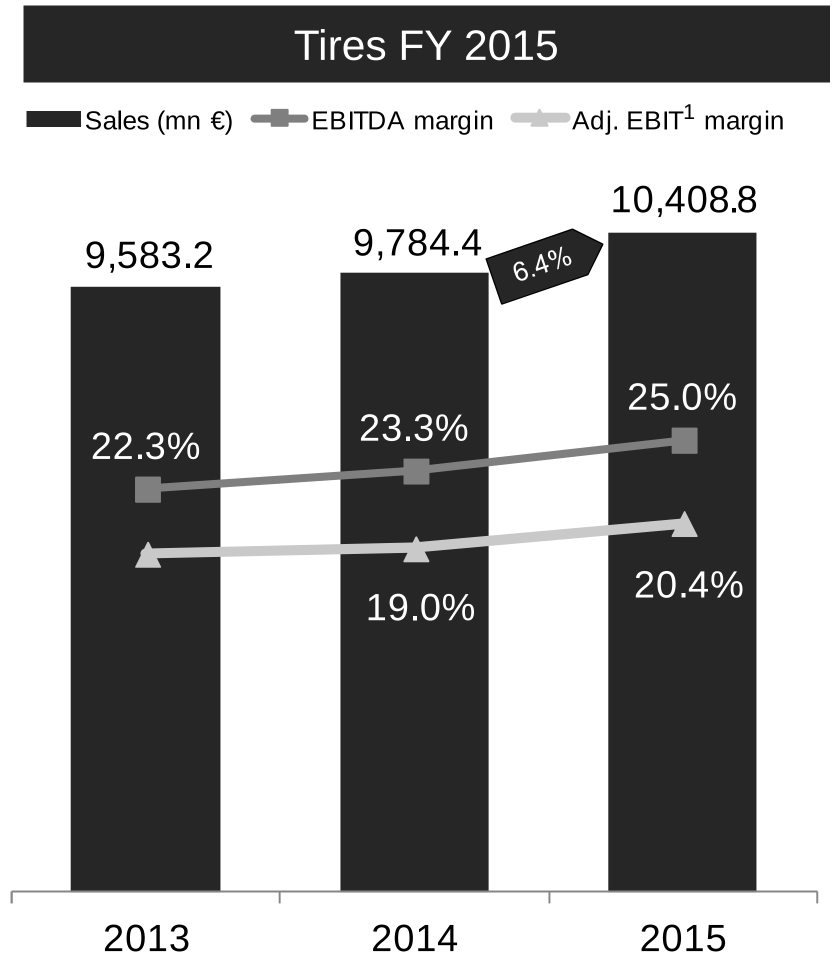
- Sales increased by 8.3% before consolidation and FX effects
- EBITDA increased by €135.9 mn to €1,082.2 mn (+14.4%)
- Adj. EBIT[1] increased by €115.9 mn to €824.3 mn (adj. EBIT[1] margin 10.2%)
- EBIT increased by €198.6 mn to €804.5 mn (EBIT margin 9.9%)
- PPA effect in 2015: -€17.4 mn
- Special effects in 2015 : +€3.2 mn



[1] *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 increased by 1.0% before consolidation and FX effects
- EBITDA increased by €323.5 mn to €2,604.3 mn (+14.2%)
- Adj. EBIT[1] increased by €252.4 mn to €2,109.0 mn (adj. EBIT[1] margin 20.4%)
- EBIT increased by €255.8 mn to €2,085.2 mn (EBIT margin 20.0%)
- PPA effect in 2015: -€7.8 mn
- Special effects in 2015: -€4.2 mn

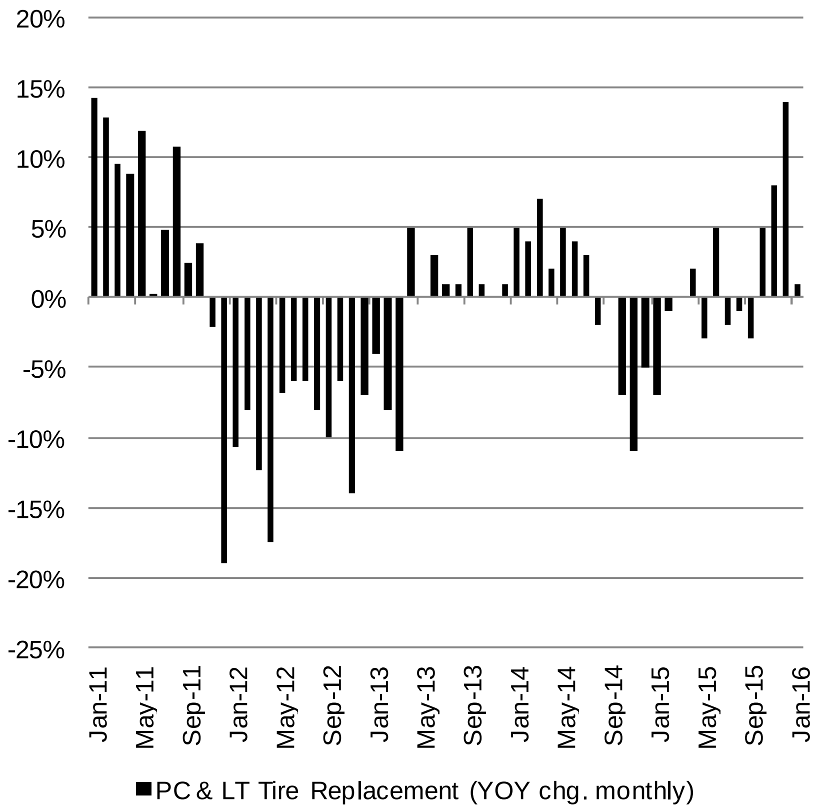


[1] *Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details*

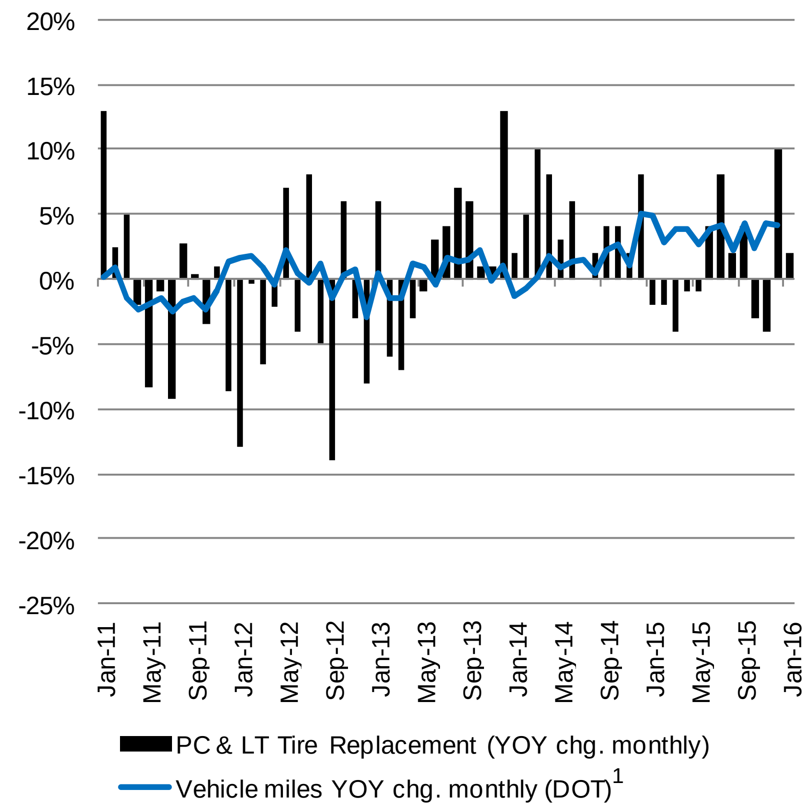
7) Back-up

Tires – Passenger and Light Truck Tire Demand

Replacement Tire Demand Development for PC & LT Europe



Replacement Tire Demand Development for PC & LT NAFTA



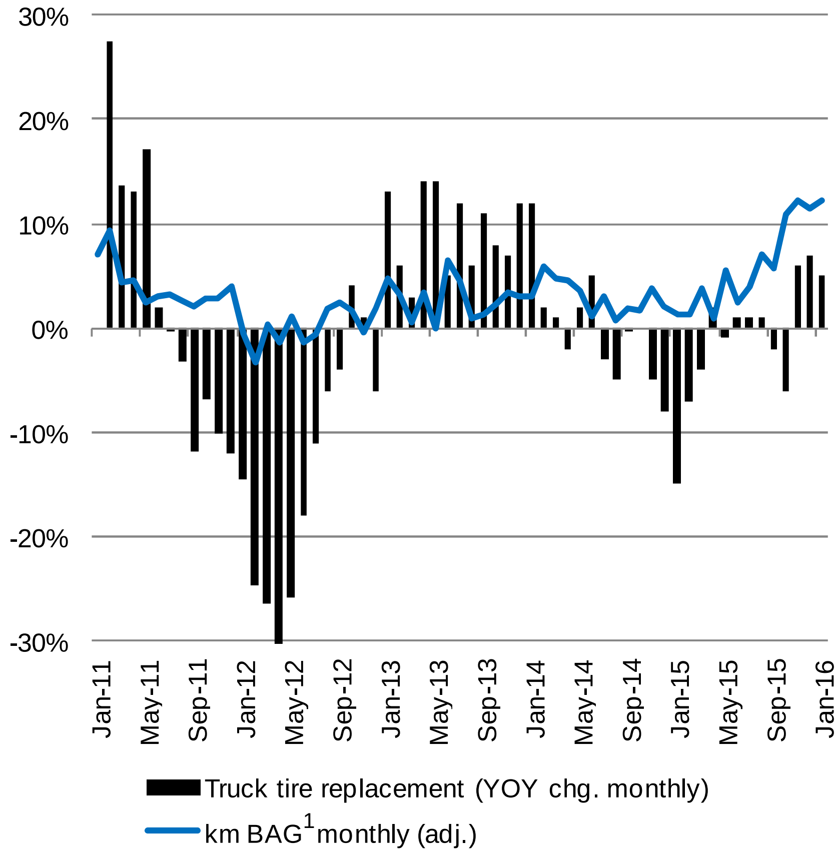
[1] *U.S. Department of Transportation*

7) Back-up

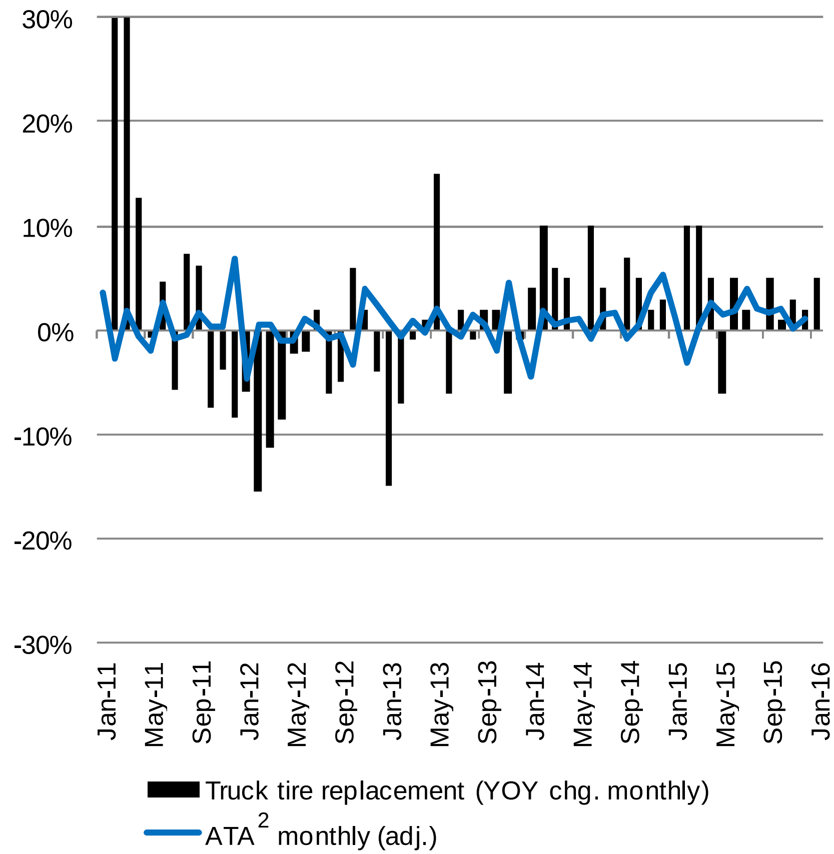
Tires – Commercial Vehicle Tire Demand

Preliminary

Replacement Tire Demand for Truck Tires Europe



Replacement Tire Demand for Truck Tires NAFTA



[1] *BAG = Bundesamt für Güterverkehr*

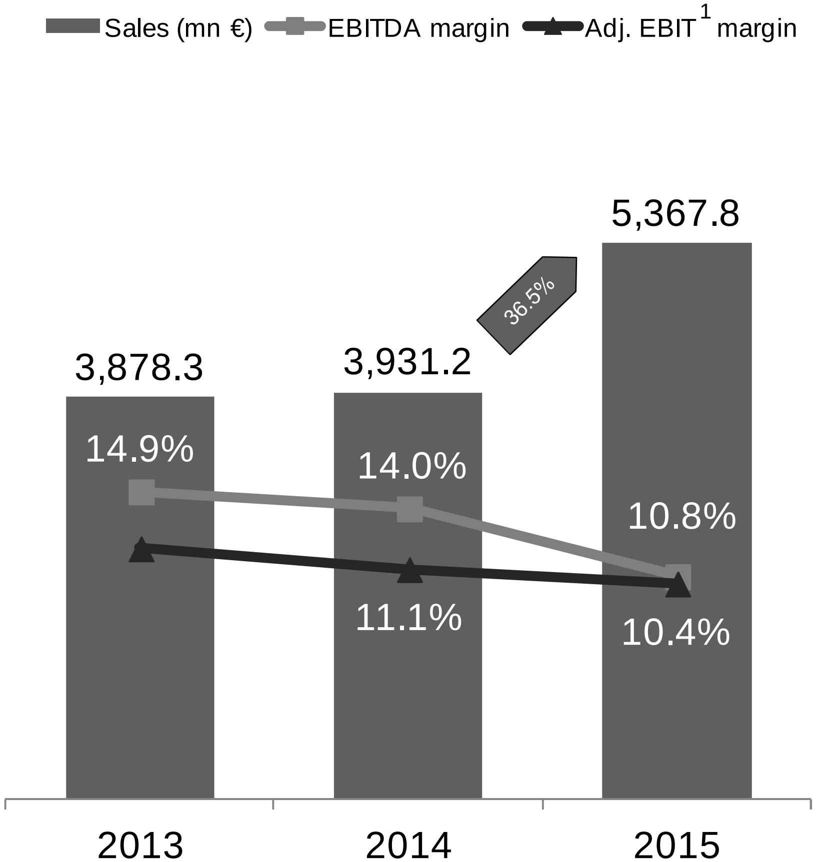
[2] *ATA = American Trucking Association (miles traveled)*

7) Back-up
Rubber Group Financials – ContiTech

Preliminary

- Sales increased by 3.9% before consolidation and FX effects
- EBITDA increased by €25.4 mn to €577.2 mn (+4.6%)
- Adj. EBIT[1] decreased by €2.2 mn to €435.0 mn (adj. EBIT[1] margin 10.4%)
- EBIT decreased by €262.7 mn to €170.6 mn (EBIT margin 3.2%)
- PPA effect in 2015: -€103.7 mn
- Special effects in 2015: -€113.7 mn
  - Restructuring Salzgitter -€15.7 mn
  - Closure Bowmanville -€19.9 mn
  - Restructuring Tianjin -€8.2 mn
  - Asset impairments Conveyor Belt Group -€71.9 mn

ContiTech FY 2015



[1] *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

Preliminary

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	2,172.6	8,449.7
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	1,764.8	7,068.5
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	2,094.4	8,154.8
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	2,690.2	10,408.8
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	1,349.9	5,367.8
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	-56.1	-217.6
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	10,015.8	39,232.0

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	11.7	12.4
Powertrain	3.5	-0.5	5.0	7.1	3.7	15.7	13.9	1.1	5.2	8.8
Interior	4.9	0.6	7.0	11.8	6.0	16.2	18.6	17.5	13.6	16.5
Tires	4.3	-0.5	3.2	1.6	2.1	4.4	9.9	3.8	7.5	6.4
ContiTech	3.4	-2.0	1.8	2.4	1.4	30.3	45.0	35.9	35.0	36.5
Continental Corporation	4.4	-0.2	3.8	6.1	3.5	14.0	17.6	10.9	12.3	13.7

7) Fact Sheets
Quarterly EBITDA Analysis

Preliminary

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	301.3	1,160.3
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	202.7	730.7
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	277.1	1,082.2
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	622.3	2,604.3
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	119.2	577.2
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	-49.4	-153.3
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	1,473.2	6,001.4

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	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	10.1	11.5	10.3
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	13.2	13.3
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	23.1	25.0
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	8.8	10.8
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	14.7	15.3

Changes Y-o-Y in %	2014					2015				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	5.0	-3.3	6.6	3.1	2.8	17.0	21.2	2.4	15.8	14.0
Powertrain	-1.2	-25.6	-107.4	6.7	-31.8	12.9	46.4	1,505.9	17.2	64.8
Interior	10.4	11.1	7.1	16.6	11.3	13.3	22.6	9.9	11.3	14.4
Tires	18.8	11.0	2.1	-2.6	6.7	6.3	24.1	10.6	15.2	14.2
ContiTech	5.7	-15.6	3.6	-8.9	-4.3	-10.1	27.2	10.4	-8.7	4.6
Continental Corporation	10.8	0.0	-9.0	2.4	0.8	8.3	24.7	24.0	11.2	16.9

7) Fact Sheets
Quarterly EBIT Analysis

Preliminary

EBIT (mn €)	2013 Q1	2013 Q2	2013 Q3	2013 Q4	2013 FY	2014 Q1	2014 Q2	2014 Q3	2014 Q4	2014 FY	2015 Q1	2015 Q2	2015 Q3	2015 Q4	2015 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	208.6	814.3
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	81.3	116.6	395.6
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	200.8	804.5
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	490.6	2,085.2
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	-47.2	170.6
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	-49.6	-154.6
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	919.8	4,115.6

EBIT margin in %	2013 Q1	2013 Q2	2013 Q3	2013 Q4	2013 FY	2014 Q1	2014 Q2	2014 Q3	2014 Q4	2014 FY	2015 Q1	2015 Q2	2015 Q3	2015 Q4	2015 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	9.6	9.6
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	6.6	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	8.8	9.6	9.9
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	18.2	20.0
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	-3.5	3.2
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	9.2	10.5

Changes Y-o-Y in %	2014 Q1	2014 Q2	2014 Q3	2014 Q4	2014 FY	2015 Q1	2015 Q2	2015 Q3	2015 Q4	2015 FY
C&S	10.9	-2.1	15.7	34.4	13.6	24.7	31.4	1.1	23.4	19.7
Powertrain	23.8	-43.6	-631.9	252.6	-153.9	49.9	207.0	130.9	68.7	508.7
Interior	44.0	37.5	38.7	147.9	59.2	38.5	51.3	23.4	19.1	32.8
Tires	20.7	9.6	-1.6	-7.3	4.4	3.0	25.2	10.2	16.9	14.0
ContiTech	7.2	-19.3	3.0	-13.2	-6.2	-52.5	-21.1	-30.0	-148.0	-60.6
Continental Corporation	20.8	2.7	-28.0	20.1	2.5	8.3	30.5	62.2	2.6	23.0

7) Fact Sheets
Quarterly Analysis of Adjusted EBIT[1]

Preliminary

Adjusted EBIT[1] (mn€)	2014					2015				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	179.1	166.6	186.4	178.3	710.4	215.2	209.4	182.0	210.6	817.2
Powertrain	83.7	85.5	7.2	84.1	260.5	102.2	120.3	86.7	115.4	424.6
Interior	162.7	190.9	168.0	186.8	708.4	191.3	234.5	183.7	214.8	824.3
Tires	441.0	483.2	511.5	420.9	1,856.6	459.2	612.6	541.3	495.9	2,109.0
ContiTech	115.8	104.5	117.4	99.5	437.2	119.5	120.9	105.9	88.7	435.0
Other / Consolidation	-27.6	-26.7	-25.1	-27.8	-107.2	-33.5	-47.5	-24.0	-49.6	-154.6
Continental Corporation	954.7	1,004.0	965.4	941.8	3,865.9	1,053.9	1,250.2	1,075.6	1,075.8	4,455.5

Adjusted EBIT[1] margin in %	2014					2015				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
C&S	9.5	8.9	10.2	9.2	9.5	10.1	9.8	9.1	9.7	9.7
Powertrain	5.3	5.3	0.4	5.0	4.0	5.8	6.8	5.2	6.5	6.1
Interior	9.6	11.0	9.7	10.1	10.1	9.7	11.4	9.2	10.6	10.2
Tires	19.1	20.1	20.0	16.8	19.0	19.2	23.4	20.4	18.5	20.4
ContiTech	11.9	10.7	12.0	10.0	11.1	11.6	11.3	10.3	8.4	10.4
Continental Corporation	11.4	11.8	11.1	10.6	11.2	11.4	13.0	11.6	11.1	11.8

Changes Y-o-Y in %	2015				
	Q1	Q2	Q3	Q4	FY
C&S	20.2	25.7	-2.4	18.1	15.0
Powertrain	22.1	40.7	1,104.2	37.2	63.0
Interior	17.6	22.8	9.3	15.0	16.4
Tires	4.1	26.8	5.8	17.8	13.6
ContiTech	3.2	15.7	-9.8	-10.9	-0.5
Continental Corporation	10.4	24.5	11.4	14.2	15.3

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

7) Fact Sheets

Consolidated Statement of Income

(mn €)	2013	2014	2015
Sales	**33,331.0**	**34,505.7**	**39,232.0**
Cost of sales	-25,529.4	-25,839.6	-29,056.8
Gross margin on sales	**7,801.6**	**8,666.1**	**10,175.2**
Research and development expenses	-1,878.4	-2,137.7	-2,449.6
Selling and logistics expenses	-1,657.0	-1,840.6	-2,179.0
Administrative expenses	-698.7	-762.8	-925.5
Other income and expenses	-342.2	-507.4	-567.7
Income from at-equity accounted investees	37.6	-73.8	61.4
Other income from investments	0.8	1.0	0.8
Earnings before interest and taxes	**3,263.7**	**3,344.8**	**4,115.6**
Interest income[1]	81.8	94,5	95.4
Interest expense[1]	-886.1	-359,8	-341.0
Net interest result	**-804.3**	**-265.3**	**-245.6**
Earnings before taxes	**2,459.4**	**3,079.5**	**3,870.0**
Income tax expense	-449.6	-622.0	-1,090.4
Net income	**2,009.8**	**2,457.5**	**2,779.6**
Non-controlling interests	-86.7	-82.2	-52.2
Net income attributable to the shareholders of the parent	**1,923.1**	**2,375.3**	**2,727.4**
Basic earnings per share in EUR	**9.62**	**11.88**	**13.64**
Diluted earnings per share in EUR	**9.62**	**11.88**	**13.64**

[1] *Including interest effects of pension obligations, of other long-term employee benefits, and of pension funds. In 2013, the resulting income was reported under interest expense; the comparative figures for 2013 have been adjusted accordingly*

7) Fact Sheets
Consolidated Statement of Financial Position – Assets

Preliminary

in € millions	Dec. 31, 2015	Dec. 31, 2014
Goodwill	6,640.6	5,769.1
Other intangible assets	1,336.4	443.3
Property, plant and equipment	9,538.9	8,446.4
Investment property	16.0	17.5
Investments in at-equity accounted investees	345.8	298.5
Other investments	14.1	10.7
Deferred tax assets	1,669.7	1,573.4
Defined benefit assets	18.9	1.6
Long-term derivative instruments and interest-bearing investments	17.1	301.2
Long-term other financial assets	47.6	41.9
Long-term other assets	21.5	19.7
Non-current assets	**19,666.6**	**16,923.3**
Inventories	3,360.1	2,987.6
Trade accounts receivable	6,722.9	5,846.2
Short-term other financial assets	434.7	382.5
Short-term other assets	803.9	731.3
Income tax receivables	149.7	60.3
Short-term derivative instruments and interest-bearing investments	64.3	63.1
Cash and cash equivalents	1,621.5	3,243.8
Assets held for sale	12.0	3.0
Current assets	**13,169.1**	**13,317.8**
Total assets	**32,835.7**	**30,241.1**

7) Fact Sheets

Consolidated Statement of Financial Position – Total Equity and Liabilities

Preliminary

in € millions	**Dec. 31, 2015**	Dec. 31, 2014
Subscribed capital	512.0	512.0
Capital reserves	4,155.6	4,155.6
Retained earnings	9,481.8	7,404.3
Other comprehensive income	-1,363.1	-1,399.8
Equity attributable to the shareholders of the parent	**12,786.3**	**10,672.1**
Non-controlling interests	427.6	352.5
Total equity	**13,213.9**	**11,024.6**
Provisions for pension liabilities and similar obligations	3,532.7	3,483.7
Deferred tax liabilities	361.2	178.5
Long-term provisions for other risks and obligations	301.5	306.3
Long-term indebtedness	3,175.0	5,077.4
Long-term other financial liabilities	94.9	48.7
Long-term other liabilities	55.7	46.4
Non-current liabilities	**7,521.0**	**9,141.0**
Trade accounts payable	5,493.8	4,861.6
Income tax payables	719.8	577.3
Short-term provisions for other risks and obligations	845.5	732.7
Short-term indebtedness	2,069.8	1,354.2
Short-term other financial liabilities	1,968.7	1,649.2
Short-term other liabilities	1,001.2	900.2
Liabilities held for sale	2.0	0.3
Current liabilities	**12,100.8**	**10,075.5**
Total equity and liabilities	**32,835.7**	**30,241.1**

7) Fact Sheets
Consolidated Statement of Cash Flows

Preliminary

in € millions	2015	2014
Net income	**2,779.6**	**2,457.5**
Income tax expense	1,090.4	622.0
Net interest result	245.6	265.3
EBIT	**4,115.6**	**3,344.8**
Interest paid	-204.6	-185.9
Interest received	31.1	28.2
Income tax paid	-1,015.3	-775.0
Dividends received	48.0	33.7
Depreciation, amortization, impairment and reversal of impairment losses	1,885.8	1,789.0
Income from at-equity accounted and other investments, incl. impairment and reversal of impairment losses	-62.2	71.3
Gains from the disposal of assets, companies and business operations	-16.9	-13.6
Changes in		
inventories	-59.5	-20.1
trade accounts receivable	-447.2	-246.6
trade accounts payable	400.0	59.3
Pension and similar obligations	57.2	-20.5
other assets and liabilities	183.6	103.7
Cash flow arising from operating activities	**4,915.6**	**4,168.3**
Cash flow from the disposal of property, plant and equipment, and intangible assets	35.7	86.4
Capital expenditure on property, plant and equipment, and software	-2,178.8	-2,045.4
Capital expenditure on intangible assets from development projects and miscellaneous	-85.8	-64.9
Cash flow from the disposal of companies and business operations	13.8	-0.5
Acquisition of companies and business operations	-1,256.9	-129.0
Cash flow arising from investing activities	**-3,472.0**	**-2,153.4**
Cash flow before financing activities (free cash flow)	**1,443.6**	**2,014.9**
Changes in short-term debt	-774.1	-323.2
Proceeds from the issuance of long-term debt	549.2	1,565.0
Principal repayments on long-term debt	-2,133.4	-1,604.6
Successive purchases	-27.3	0.0
Dividends paid	-650.0	-500.0
Dividends paid to and cash changes from equity transactions with non-controlling interests	-62.5	-45.5
Cash and cash equivalents arising from first consolidation of subsidiaries	0.5	0.4
Cash flow arising from financing activities	**-3,097.6**	**-907.9**
Change in cash and cash equivalents	**-1,654.0**	**1,107.0**
Cash and cash equivalents as at January 1	3,243.8	2,044.8
Effect of exchange rate changes on cash and cash equivalents	31.7	92.0
Cash and cash equivalents as at December 31	**1,621.5**	**3,243.8**

7) Fact Sheets

FY 2015 Results Reported and Adjusted (mn €) – by Division

Preliminary

	Chassis & Safety		Powertrain		Interior		Tires		ContiTech		Cons./Corr.		Corporation	
	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015	2014	2015
Sales	7,514.9	8,449.7	6,494.3	7,068.5	7,002.5	8,154.8	9,784.4	10,408.8	3,931.2	5,367.8	-221.6	-217.6	34,505.7	39,232.0
EBIT	680.2	814.3	-96.8	395.6	605.9	804.5	1,829.4	2,085.2	433.3	170.6	-107.2	-154.6	3,344.8	4,115.6
in % of sales	9.1%	9.6%	-1.5%	5.6%	8.7%	9.9%	18.7%	20.0%	11.0%	3.2%			9.7%	10.5%
Amortization of intangible assets from PPA	25.5	0.8	64.5	8.2	92.3	17.4	5.5	7.8	6.2	103.7	0.0	0.0	194.0	137.9
Total special effects	4.7	-0.1	285.1	0.9	10.2	-3.2	25.6	4.2	-2.3	113.7	0.0	0.0	323.3	115.5
Total consolidation effects	0.0	2.2	7.7	19.9	0.0	5.6	-3.9	11.8	0.0	47.0	0.0	0.0	3.8	86.5
Total consolidation & special effects	4.7	2.1	292.8	20.8	10.2	2.4	21.7	16.0	-2.3	160.7	0.0	0.0	327.1	202.0
Adjusted operating result (adj. EBIT) [1]	710.4	817.2	260.5	424.6	708.4	824.3	1,856.6	2,109.0	437.2	435.0	-107.2	-154.6	3,865.9	4,455.5
in % of adjusted sales	9.5%	9.7%	4.0%	6.1%	10.1%	10.2%	19.0%	20.4%	11.1%	10.4%			11.2%	11.8%

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

7) Fact Sheets

FY 2015 Results Reported and Adjusted (mn €) – by Group

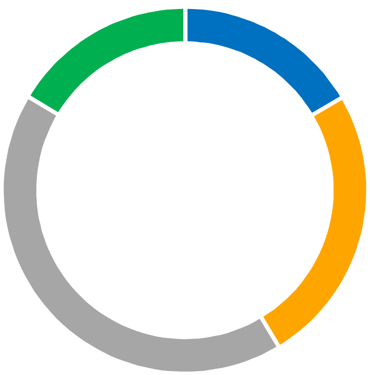
Preliminary

	Automotive		Rubber		Cons./Corr.		Corporation	
	2014	2015	2014	2015	2014	2015	2014	2015
Sales	20,909.2	23,574.5	13,637.6	15,704.6	-41.1	-47.1	34,505.7	39,232.0
EBIT	1,189.3	2,014.4	2,262.7	2,255.8	-107.2	-154.6	3,344.8	4,115.6
in % of sales	5.7%	8.5%	16.6%	14.4%			9.7%	10.5%
Amortization of intangible assets from PPA	182.3	26.4	11.7	111.5	0.0	0.0	194.0	137.9
Total special effects	300.0	-2.4	23.3	117.9	0.0	0.0	323.3	115.5
Total consolidation effects	7.7	27.7	-3.9	58.8	0.0	0.0	3.8	86.5
Total consolidation & special effects	307.7	25.3	19.4	176.7	0.0	0.0	327.1	202.0
Adjusted operating result (adj. EBIT) [1]	1,679.3	2,066.1	2,293.8	2,544.0	-107.2	-154.6	3,865.9	4,455.5
in % of adjusted sales	8.0%	8.8%	16.8%	17.6%			11.2%	11.8%

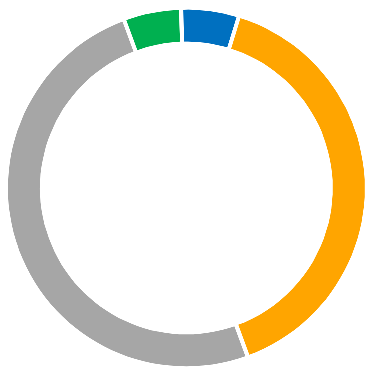
[1] *Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects*

7) Fact Sheets
Shareholder Structure

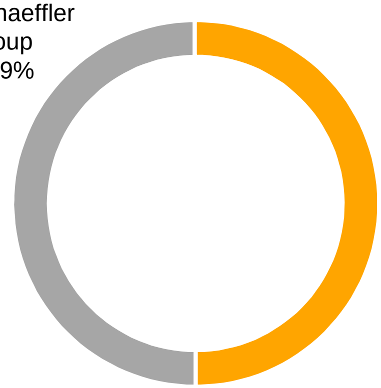
Shareholder Structure as at Dec. 31, 2010



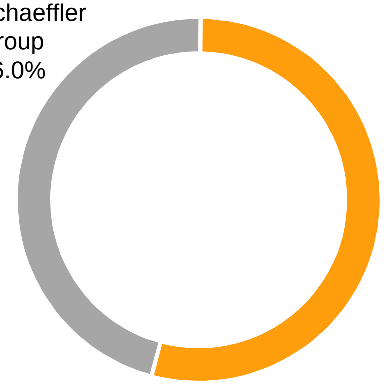
Shareholder Structure as at Dec. 31, 2011



Shareholder Structure as at Dec. 31, 2012

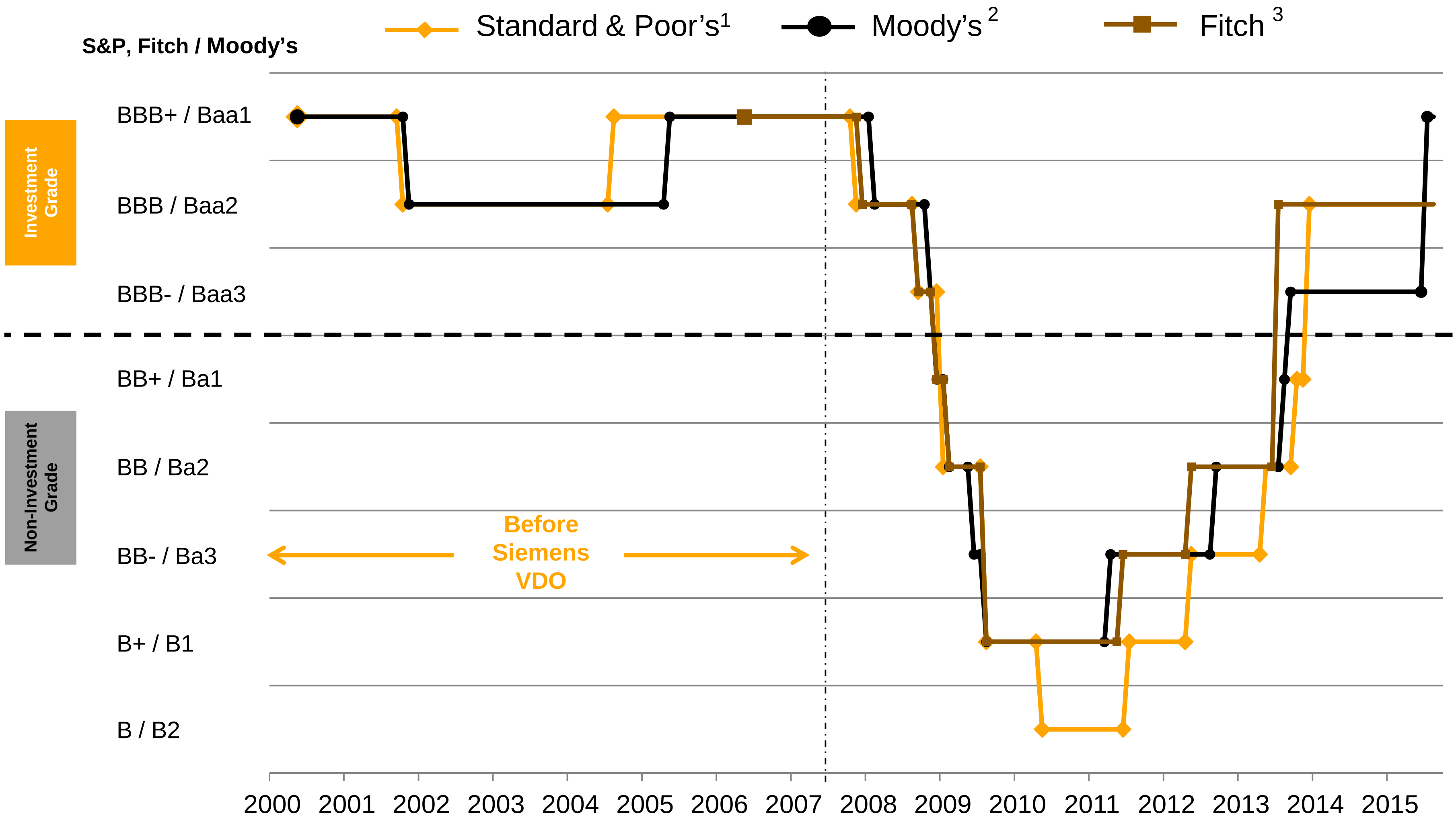


Shareholder Structure since Sept. 17, 2013



Source: Based on publicly available data

7) Fact Sheets
Continental's Credit Rating



[1] *Contracted rating since May 19, 2000*
[2] *Non-contracted rating since February 1, 2014*
[3] *Contracted rating since November 7, 2013*

References
Useful Links

Continental Investor Relations website	http://www.continental-ir.com
Annual and interim reports	http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/
2015 Fact Book	http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/
Investor Relations events and presentations	http://www.continental-corporation.com/www/portal_com_en/themes/ir/events/
Sustainability at Continental (presentation and fact sheet for investors)	http://www.continental-ir.com
Corporate Social Responsibility	http://www.continental-sustainability.com
Corporate Governance Principles	http://www.continental-corporation.com/www/portal_com_en/themes/ir/corporate_governance/
Continental share	http://www.continental-corporation.com/www/portal_com_en/themes/ir/share/
Continental bonds and rating	http://www.continental-corporation.com/www/portal_com_en/themes/ir/bonds/
Continental IR mobile website	http://continental.ir-portal.de