



## **dbAccess German, Swiss & Austrian Conference**

### **Berlin – June 8 - 9, 2016**

Ticker: CON  
ADR-Ticker: CTTAY  
Twitter: @Continental\_IR  
<http://www.continental-ir.com>

Wolfgang Schaefer – CFO

# AGENDA

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# 1) Automotive Group

## Digitalization, Electrification and Mobility Services



### Digitalization



### Electric Mobility



### Mobility Services

#### Continental's view/position:

- › Market for automated driving<sup>1</sup> is forecasted to exceed €25 bn by 2020
- › 60% of our Automotive Group sales in 2015 are derived from sensors, electronics or software products
- › Vision Zero accidents achievable

#### Continental's view/position:

- › FEV<sup>2</sup> sales to account for 2% of global car production by 2020
- › Demand for FEV<sup>2</sup> will be determined by the cost, life-time, range and charging time of the battery
- › Conti has invested more than €1 bn in electric mobility to date

#### Continental's view/position:

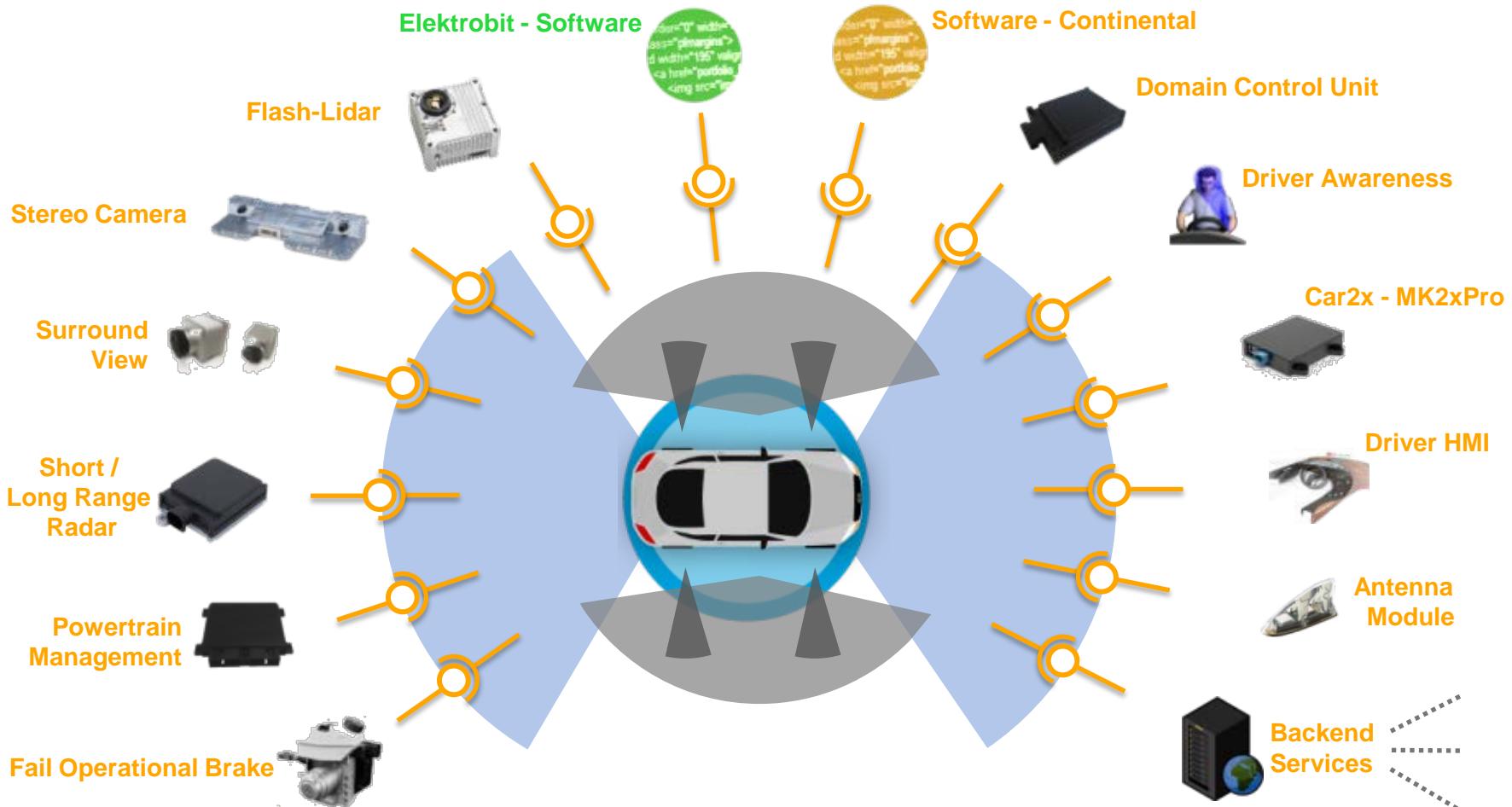
- › Market for mobility services is forecasted to exceed €57 bn by 2020
- › Conti founded new Intelligent Transportation Services (ITS) business unit in 2014
- › First applications include eHorizon and Road Database

**All medium-term mobility scenarios still foresee tires on vehicles**

<sup>1</sup> Goldman Sachs Report, Cars 2025: Vol. 3 (Sept 2015)

<sup>2</sup> FEV = Full Electric Vehicle

# 1) Automotive Group Digitalization



# 1) Automotive Group

## Electrification – Relative Value of Continental's Content<sup>1</sup>



100%<sup>1</sup>

160%

160-260%

300%

- › Engine management systems for solenoid direct injection (injector, ECU, pressure pumps)
- › Exhaust aftertreatment
- › Sensors and actuators
- › Turbochargers

- › Engine management systems for diesel piezo common rail injection (injector, ECUs, pressure pumps)
- › Exhaust aftertreatment
- › Sensors and actuators

- › Engine management systems (gasoline/diesel)
- › Exhaust aftertreatment
- › Sensors and actuators
- › Turbochargers
- and**
- › 48V solutions
- or**
- › Plug-in hybrid solutions

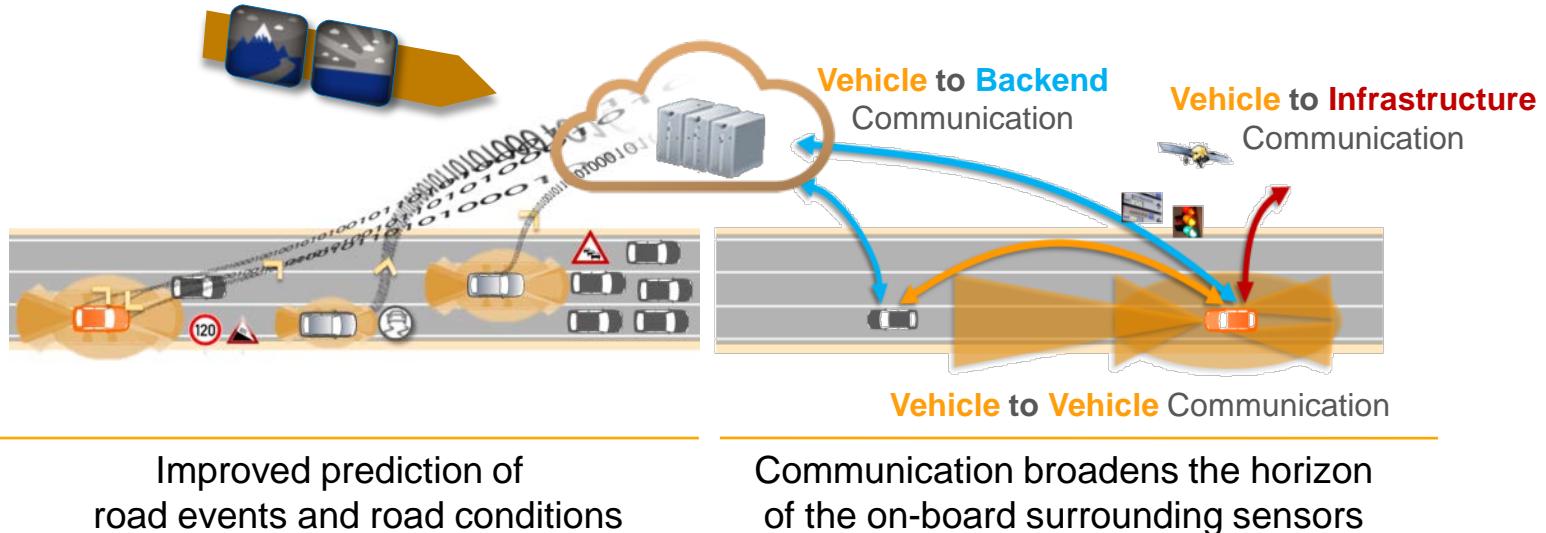
- › High voltage axle drive
- › Power electronics
- › Battery management systems
- › Inverters and DC/DC converters
- › Electric water pumps

Well positioned in all key technologies

# 1) Automotive Group Mobility Services



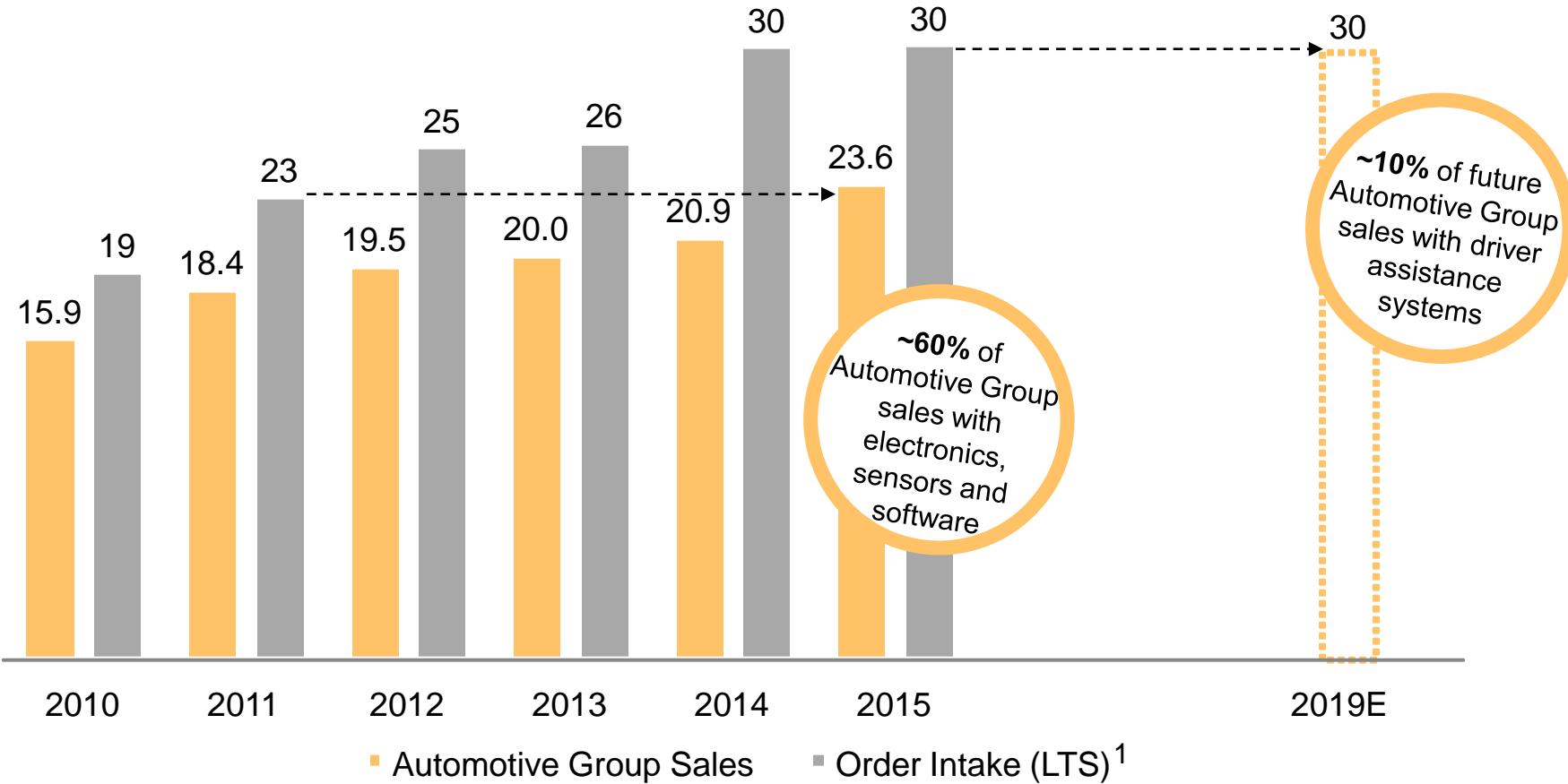
## Continental Backend Platform (for eHorizon, Road Database,...)



Relevant market of more than €57 bn by 2020

# 1) Automotive Group

## Order Intake Confirms Mid Term Target



<sup>1</sup> Life-time sales = Sum of expected future sales of all newly received orders

## 2) Tires

### Update on Strategy 2025



#### Stage 1: 2001 – 2010

##### Create Value

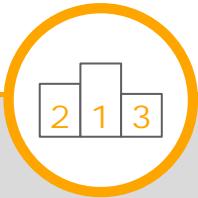
- › Global footprint and business optimized
- › Strong cost focus
- › Global presence of CVT sustained (SA/APAC)
- › Turnaround of PLT business in NAFTA region succeeded
- › Worldwide technology gap to competition closed



#### Stage 2: 2011 – 2015

##### Sustain Value

- › Accelerated global growth (focus BRIC countries)
- › Leverage cost position
- › Improved technology position to establish among “Best In Class”



#### Stage 3: 2016 – 2025

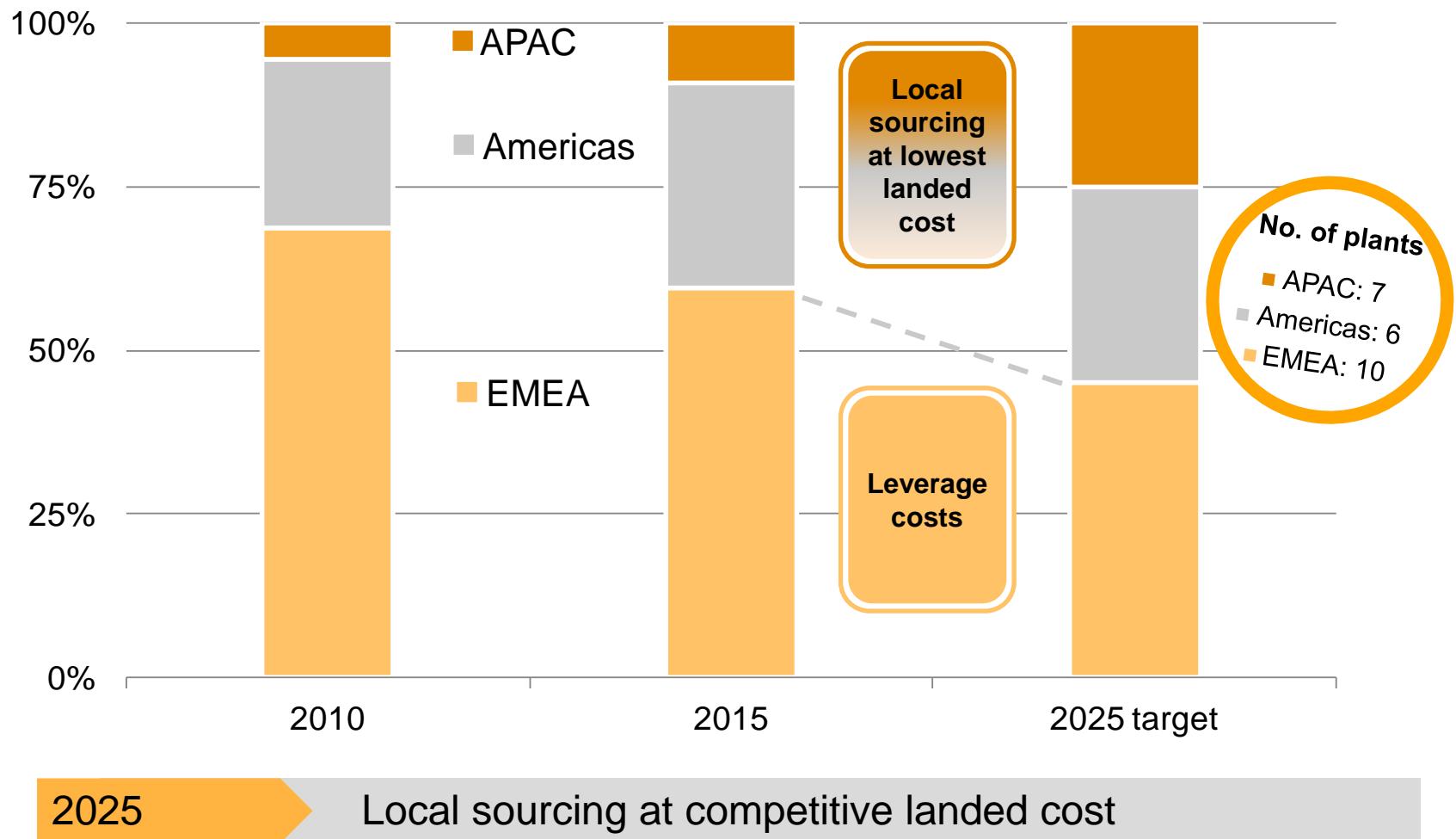
##### Enhance Value

- › Balance the global footprint
- › Benefit from excellent cost position
- › Achieve podium position in technology worldwide
- › Improve brand awareness further
- › Rank among the top 3 globally

Continuous value creation is our driving force!

## 2) Tires

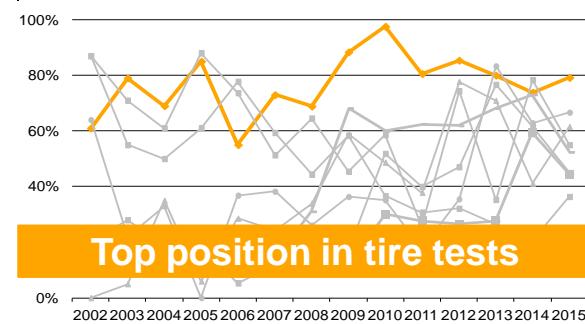
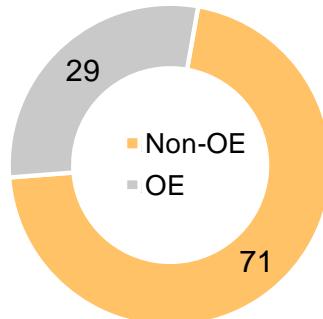
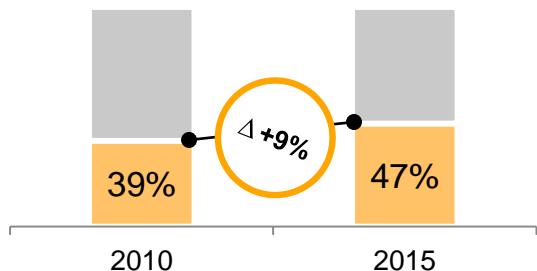
### Balanced Global Manufacturing Footprint



## 2) Tires

### Technological Leadership

▪ HP tires and winter tires ww ▪ SD tires



Constant mix improvement demonstrates Continental's leading position in consumer perception



High OE share proves Continental's capabilities as partner for leading car brands



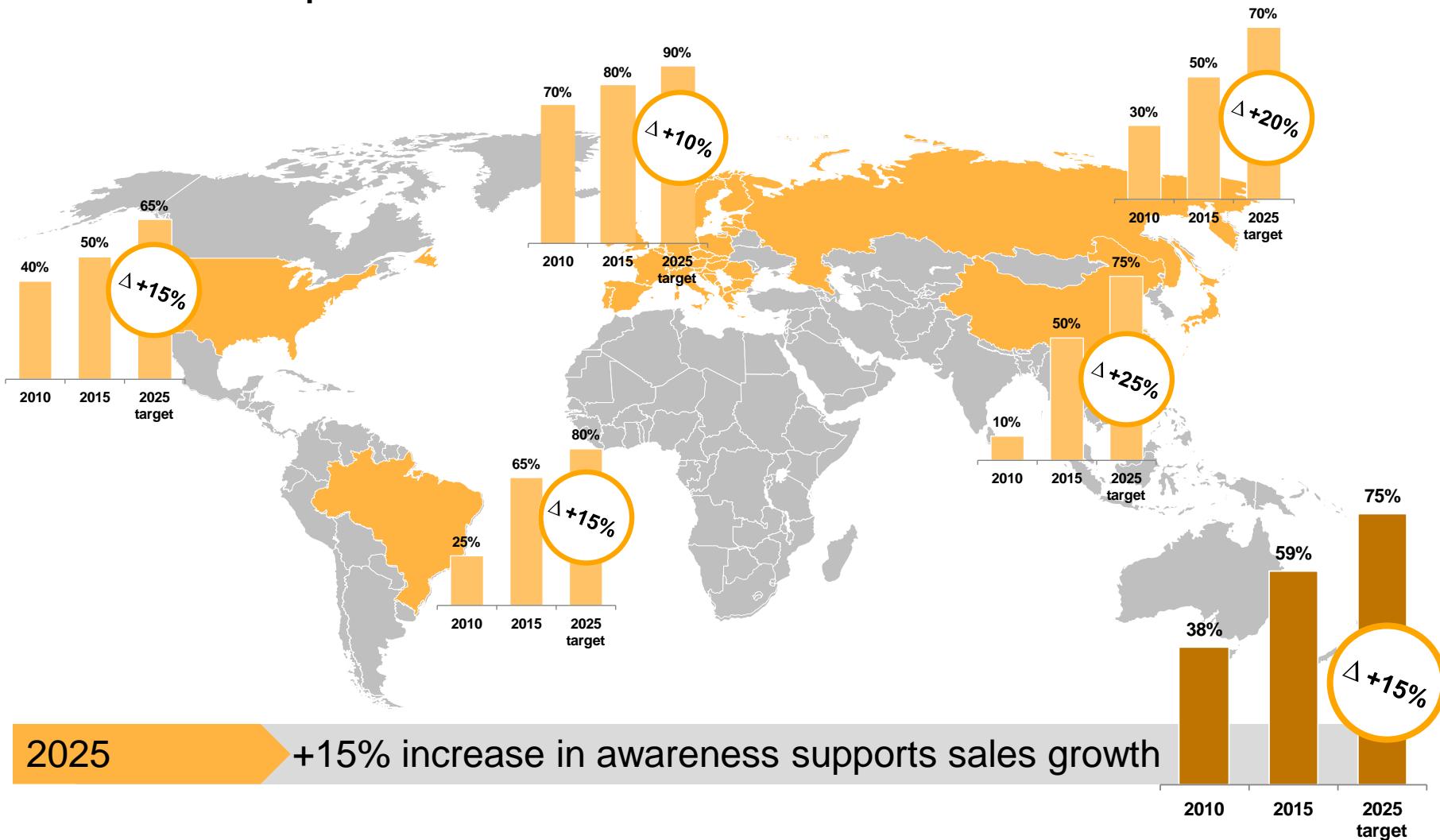
Technological leadership testified by multiple wins in summer and winter tire consumer tests

2025

Achieve podium position in technology worldwide

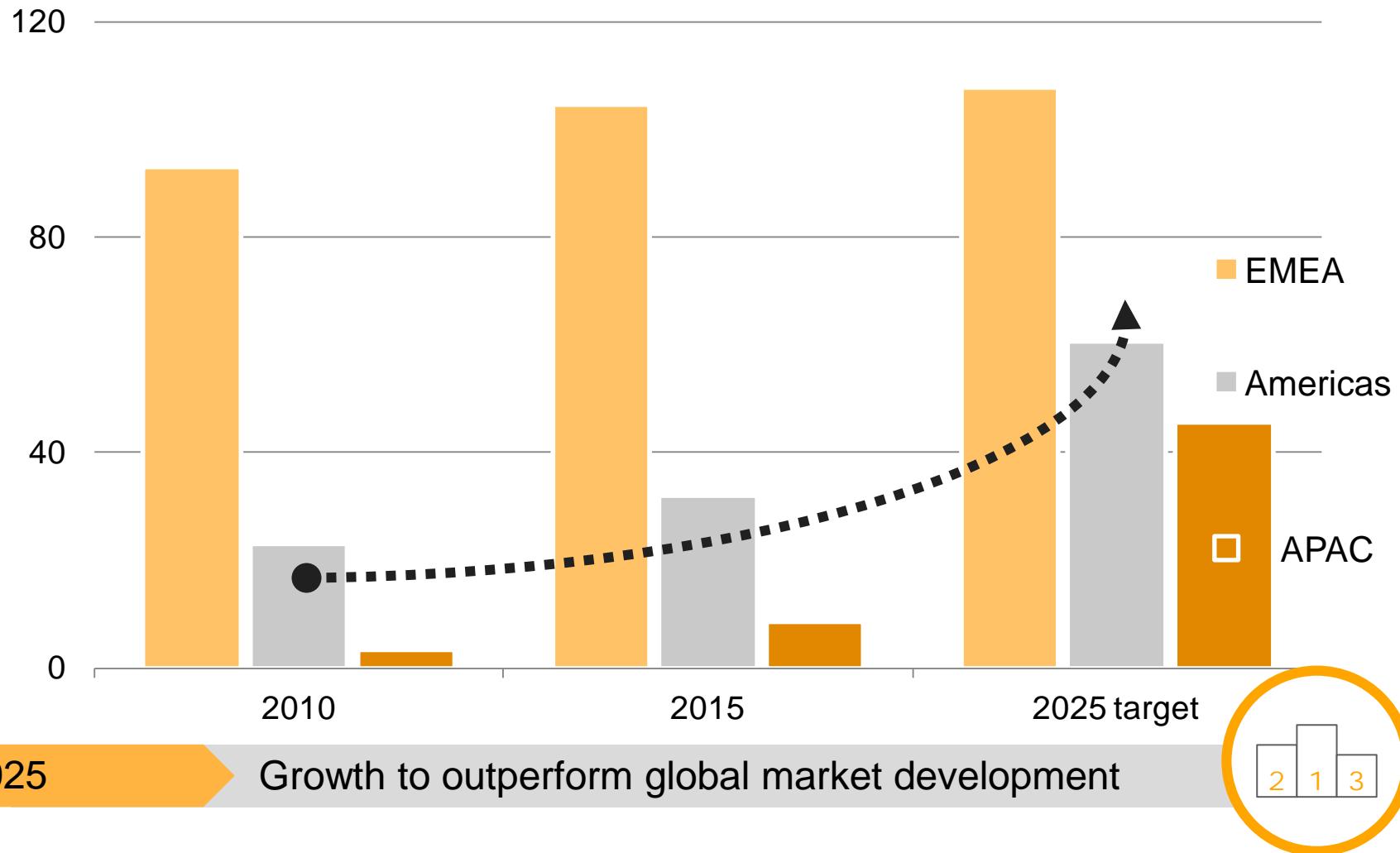
## 2) Tires

### Further Improvement of Brand Awareness



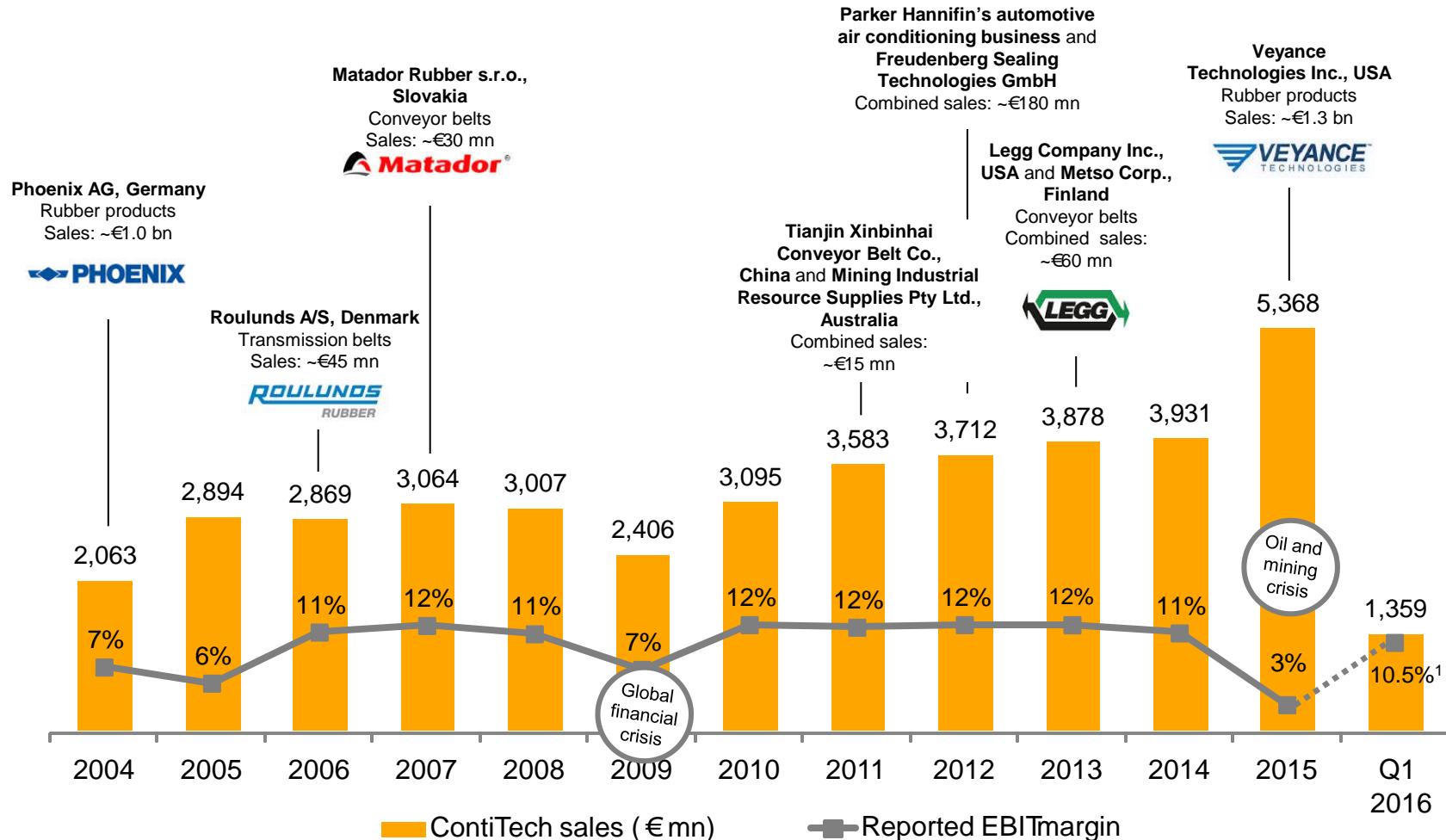
## 2) Tires

### Drive Global Growth (mn units)



### 3) ContiTech

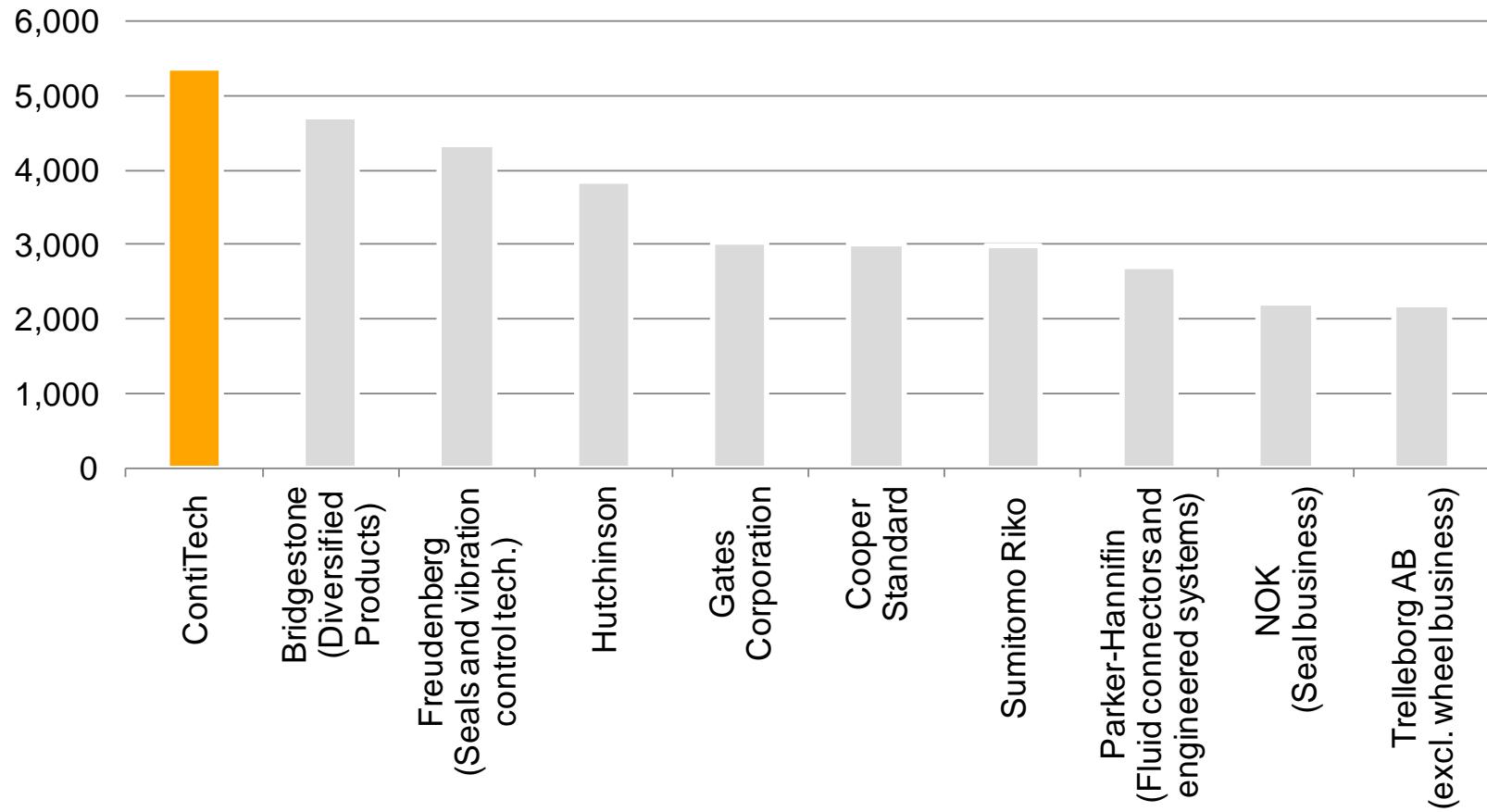
## Strong Track Record of Acquiring and Integrating Businesses



### 3) ContiTech

## Top 10 Non-Tire Rubber Companies

Top 10 Non-Tire Rubber Companies worldwide – 2015 Sales (bn €)

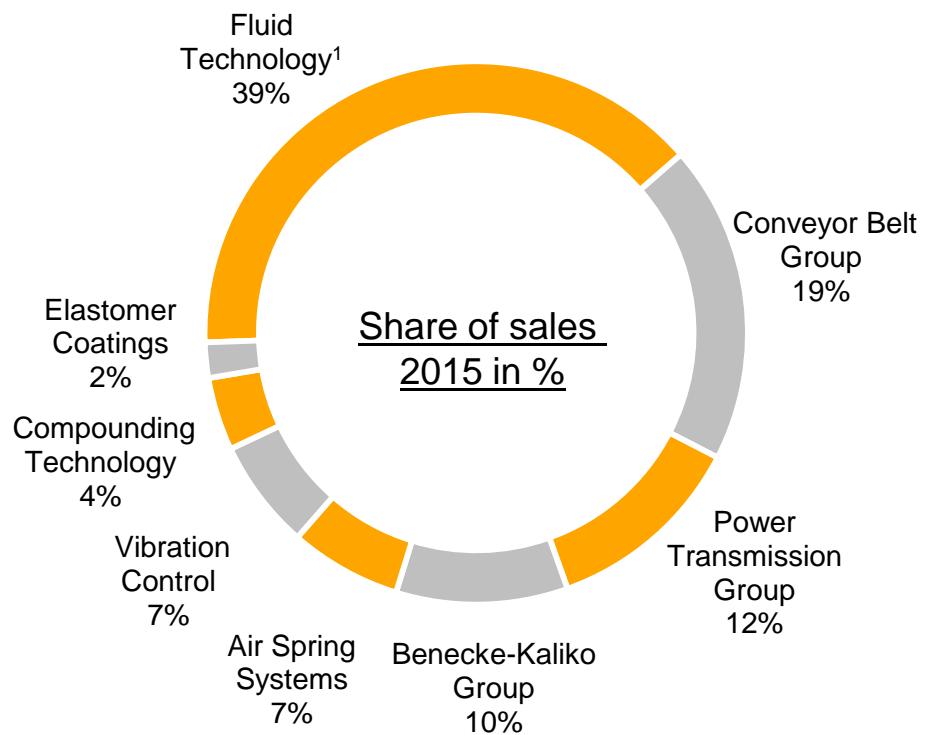


Source: Company filings; revenues for Gates and Parker Hannifin are estimates

### 3) ContiTech

## A Truly Global Player

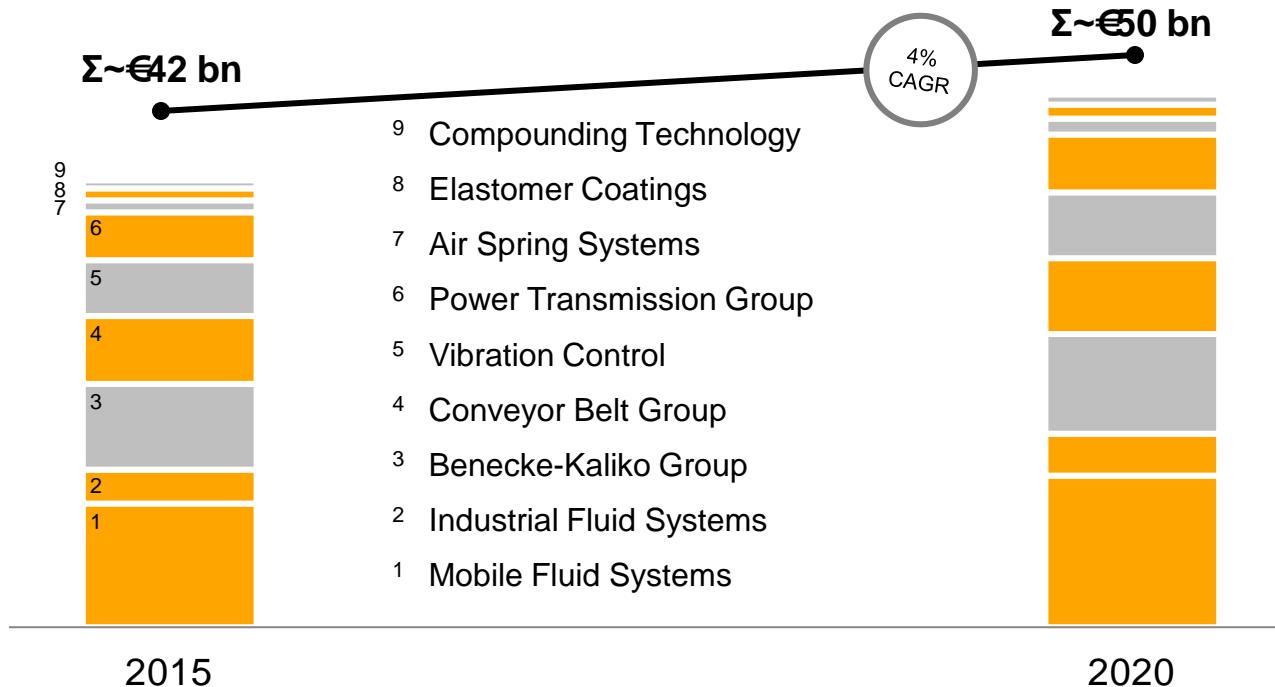
- › LTM sales Q1 16: €5.46 bn
- › Employees (March 31, 2016): 42,501
- › 194 locations in 44 countries
- › 35 R&D locations worldwide
- › Sales 2015 by market
  - › Europe 49%
  - › NAFTA 26%
  - › Asia 17%
  - › Other countries 8%



<sup>1</sup>Since 2016 divided in: Mobile Fluid Systems and Industrial Fluid Systems

### 3) ContiTech

## Relevant Market Offers Attractive Growth Opportunities

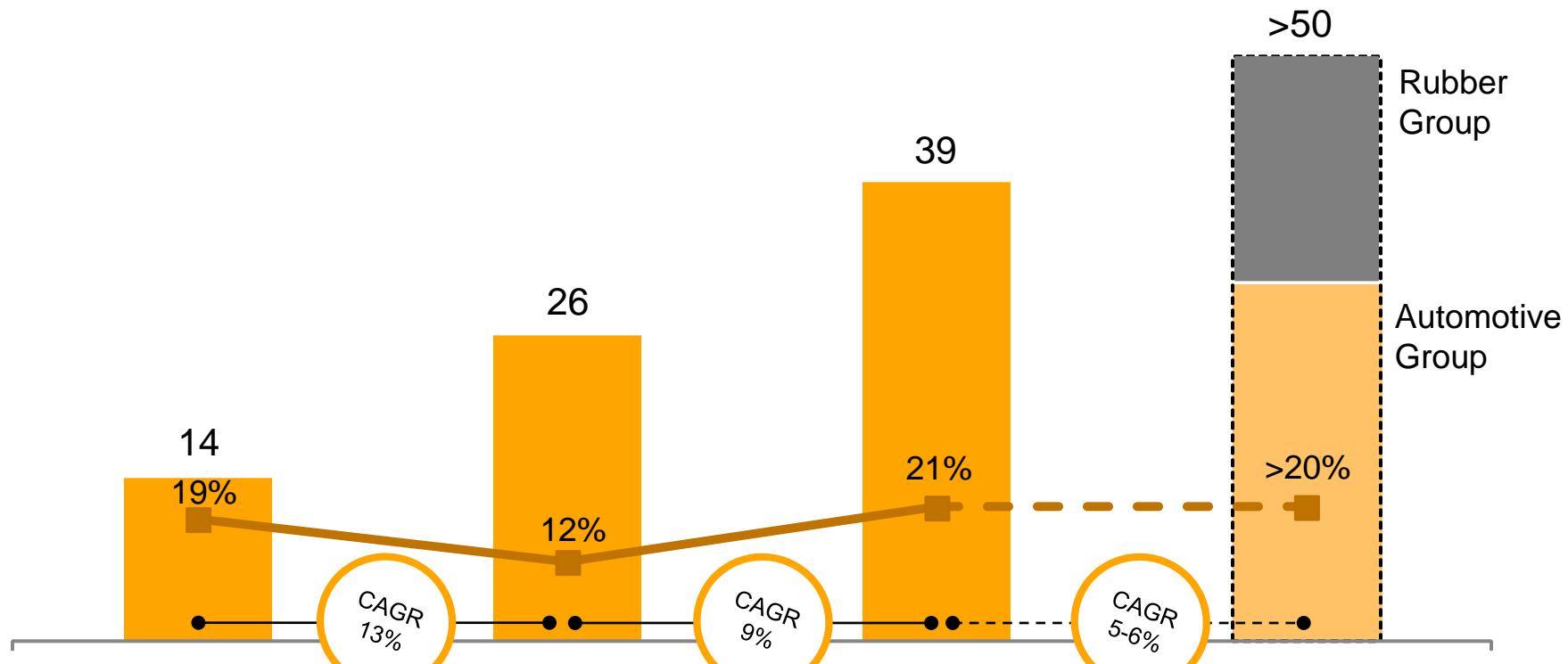


Balanced portfolio of OE Automotive and Non-OE Automotive businesses



## 4) Outlook 2020

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



Global  
PC & LT<sup>1</sup>  
Production

2005-2010:  
CAGR 3%

2010-2015:  
CAGR 4%

2015-2020E:  
CAGR 1-2%

# Thank you!



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# 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 March 31, 2016	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	Continental Rubber of America, Corp. <sup>1</sup>
<b>Issue</b>	Senior Notes	Senior Notes	Senior Notes	Senior Notes
<b>Principal amount</b>	€750 mn	€750 mn	€750 mn	€500 mn
<b>Offering price</b>	99.595%	98.950%	99.228%	99.739%
<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> )	BBB (S&P) BBB (Fitch)
<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.	0.5% p.a.
<b>Issue date</b>	September 19, 2013	July 16, 2013	September 9, 2013	November 19, 2015
<b>Maturity</b>	<b>March 20, 2017</b>	<b>July 16, 2018</b>	<b>September 9, 2020</b>	<b>February 19, 2019</b>
<b>Interest payment</b>	Annual March 20	Semi annual January 16/July 16	Annual September 9	Annual February 19, commencing on February 20, 2017
<b>WKN</b>	A1VC6B	A1X24V	A1X3B7	A1Z7C3
<b>ISIN</b>	XS0972719412	XS0953199634	XS0969344083	DE000A1Z7C39
<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	€1,000 with min. tradable amount €1,000

<sup>1</sup> Guaranteed by Continental AG

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

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

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

# Back-up

Q1 2016 Results as of May 4, 2016

# 1) Corporation Highlights

## Most Important KPIs Q1 2016

- › **Sales up by 3% to €9.9 bn**; organic sales growth at 4%; FX negative at €200 mn
- › **Adj. EBIT<sup>1</sup> up by 8% to €1.1 bn**; adj. EBIT<sup>1</sup> margin at 11.3%  
(PPA -€34 mn and special effects -€15 mn)
- › **NIAT<sup>2</sup> up by 12% to €734 mn**
- › **Free cash flow amounted to €489 mn** including €78 mn cash outflow for acquisitions;  
**free cash flow before acquisitions amounted to €567 mn**
- › **Gearing ratio down to 23%; equity ratio at 40%**
- › Value creation: **trailing ROCE<sup>3</sup> up by 160 bps to 21.1% YOY**

### Other topics:

- › Earthquake in Kumamoto Prefecture (Japan) on April 16 severely damaged the production facilities of Renesas Electronics one of the largest semiconductor producers worldwide; most of these semiconductor products are very difficult to substitute; therefore the impact on the global supply chain is currently not reliably assessable
- › Syndicated loan facility: Term loan originally amounting to €1.5 bn paid back in full, revolving credit facility in the amount of €3 bn prolonged until April 2021
- › Order intake in the Automotive Group up to more than €9 bn

<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 Q1 2016

### Automotive Group

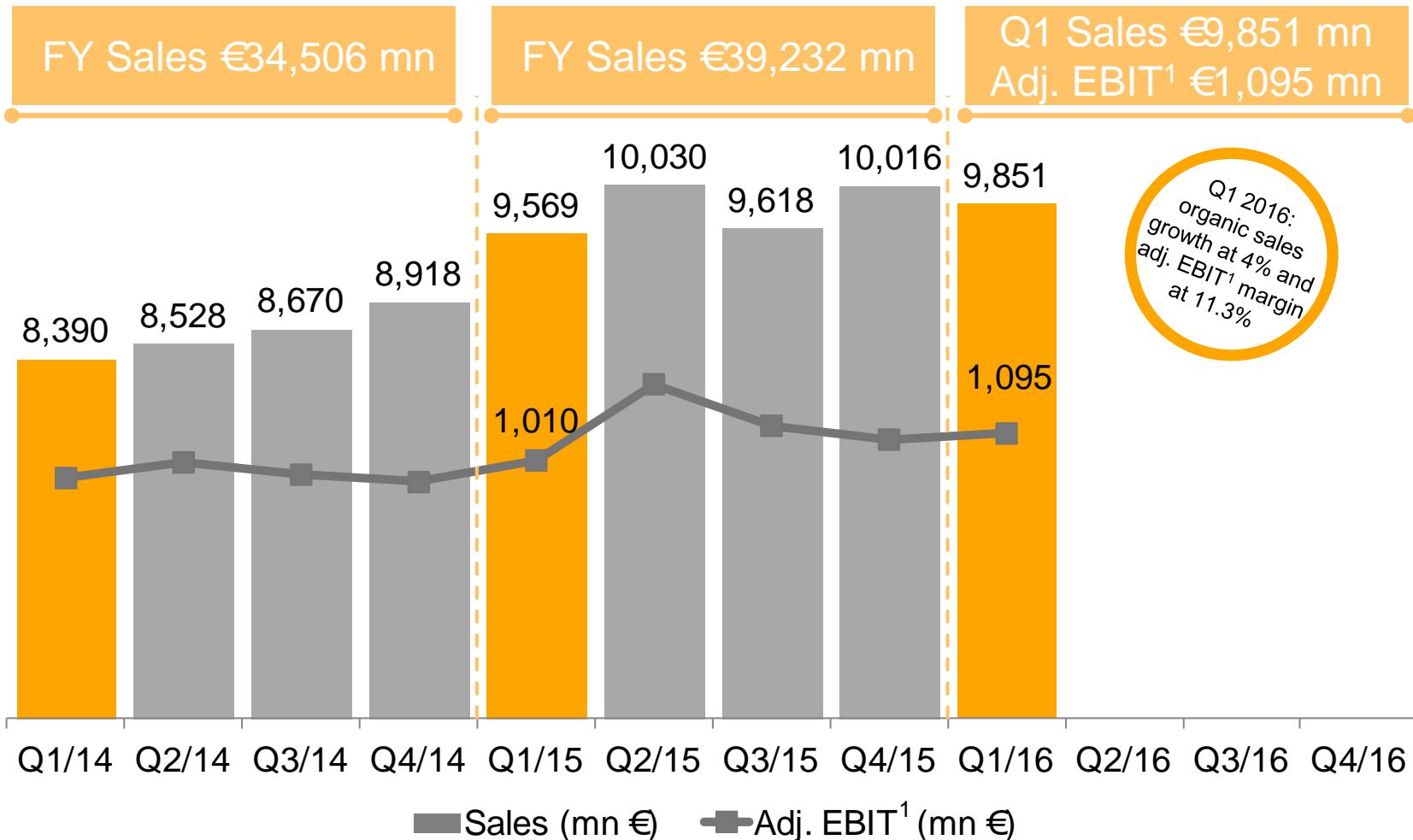
- › **Chassis & Safety:** 9.8% adj. EBIT<sup>1</sup> margin (PY: 10.1%); organic sales up by 4%; ADAS sales up by more than 50% in Q1 2016; solid order intake in VED and ADAS
- › **Powertrain:** 4.0% adj. EBIT<sup>1</sup> margin (PY: 5.4%); organic sales up by 1%; adj. EBIT<sup>1</sup> margin before HEV at 6.1%; margin down on expiring diesel business and high R&D spending ahead of several SOPs
- › **Interior:** 8.5% adj. EBIT<sup>1</sup> margin (PY 9.7%); organic sales increased by 3%; margin decline explained by significant application engineering efforts for new infotainment business
- › **Automotive Group:** Organic sales increased by 3%, worldwide car production up by 1%; adj. EBIT<sup>1</sup> margin decreased by 90 bps to 7.6%; R&D expenses increased by €68 mn (+12%) on new programs
- › **Order intake** in the Automotive Group increased to more than €9 bn

### Rubber Group

- › **Tires:** Adj. EBIT<sup>1</sup> margin increased by 250 bps to 21.3% benefitting from lower *raw material costs totaling €50 mn in Q1 2016*, solid *price mix* (-2%); *volumes* were up by 9% in Q1 2016; *FX* impacted tire sales negatively by 3% in Q1 2016
- › **Tire markets:** PC & LT tire replacement demand in Europe was up by 2%; NAFTA was up by 5% where the introduction of import duties impacted replacement demand in 2015
- › **ContiTech:** Adj. EBIT<sup>1</sup> margin increased by 400 bps to 10.5%; organic sales up by 3%; Veyance Technologies now fully included  
Consolidation effect for Jan 2016: €93 mn to sales and -€9 mn to EBIT
- › **Rubber Group:** Organic sales up by 5% and adj. EBIT<sup>1</sup> margin up to 17.8% (PY: 14.7%)

# 1) Corporation Highlights

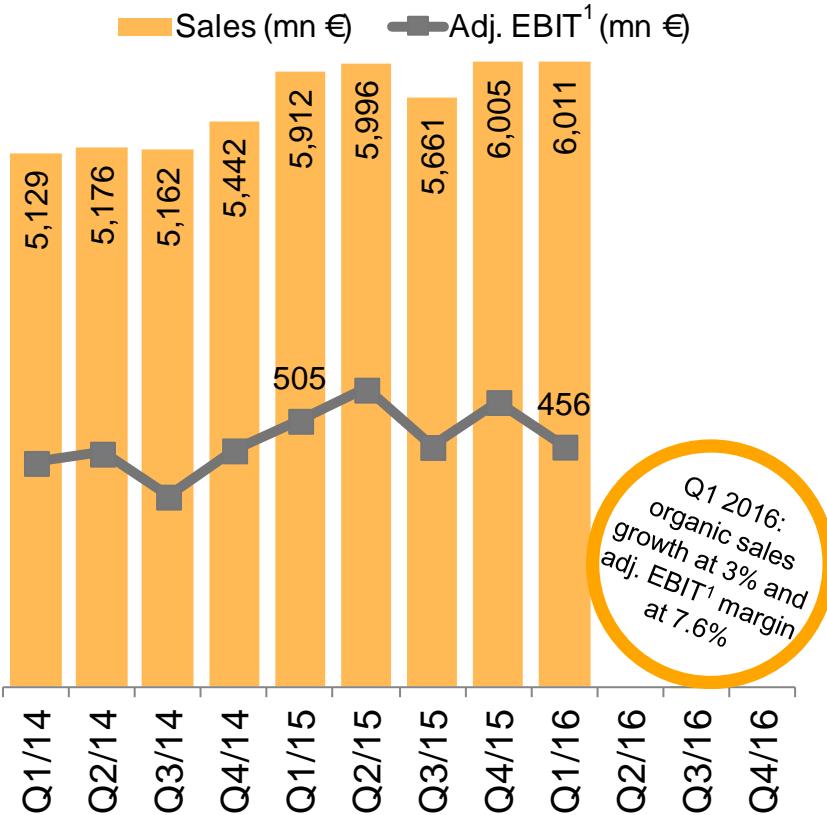
## Sales and Adjusted EBIT<sup>1</sup> by Quarter



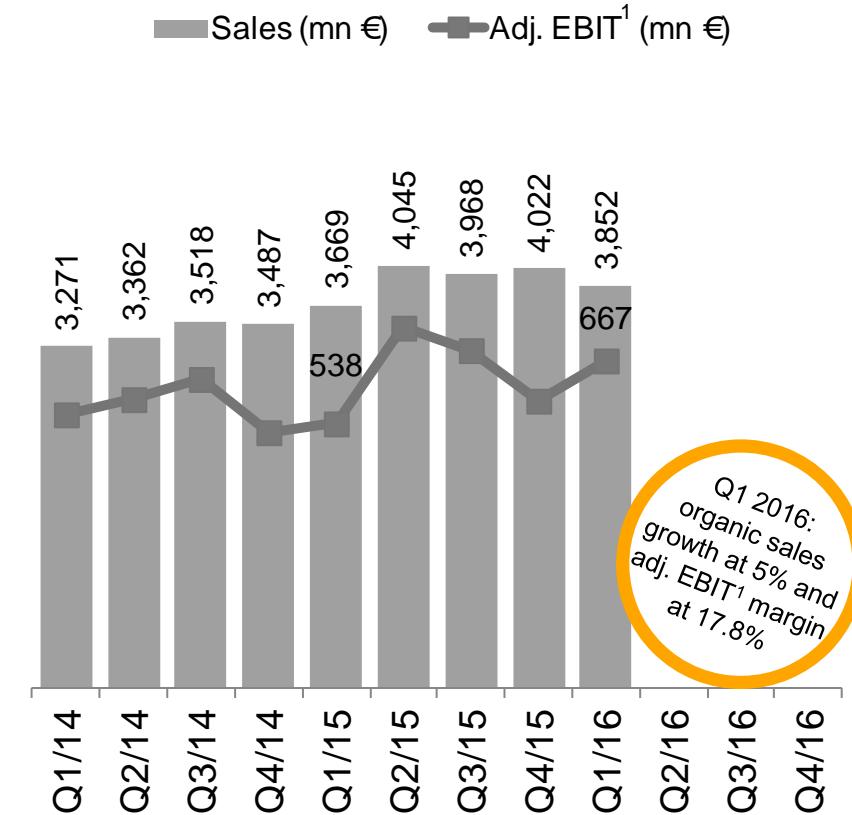
# 1) Corporation Highlights

## Automotive Group and Rubber Group by Quarter

### Automotive Group



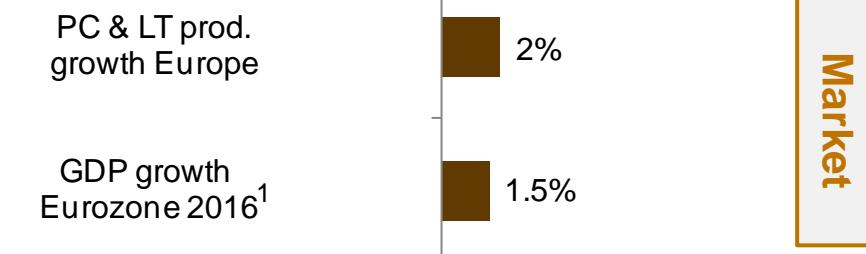
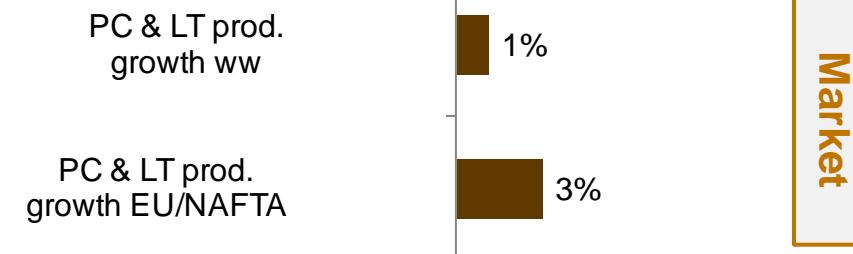
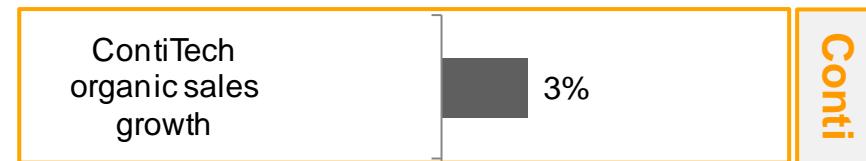
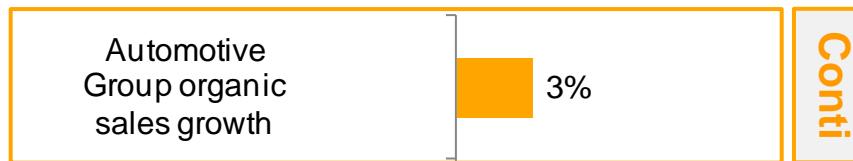
### Rubber Group



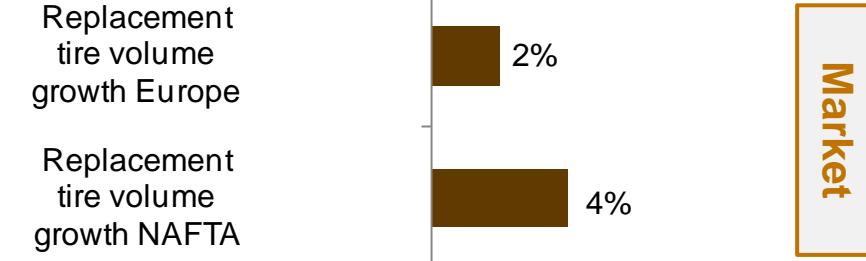
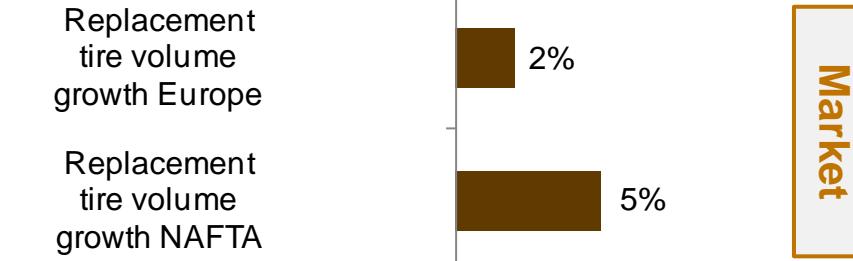
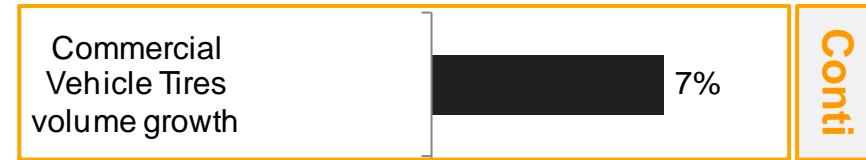
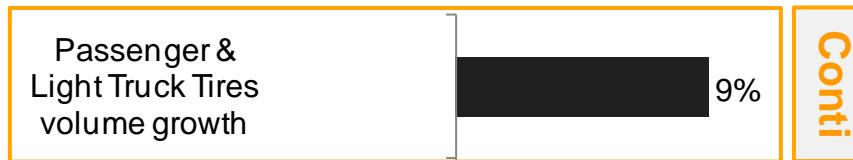
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

# 1) Corporation Highlights

## Growth Profile of the Corporation Q1 2016

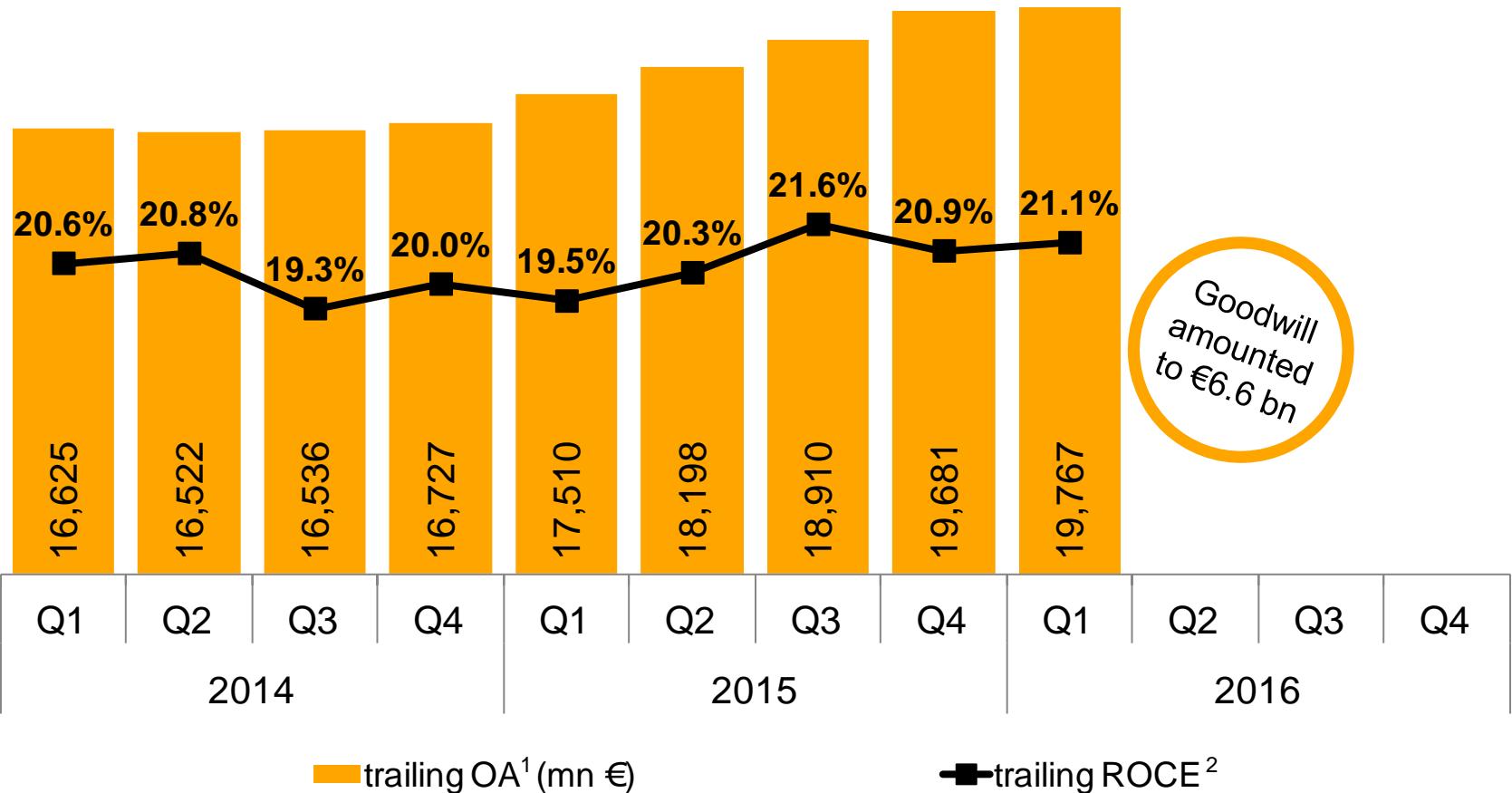


<sup>1</sup> According to IMF (WEO Update April 2016)



# 1) Corporation Highlights

## Sustainable Value Creation

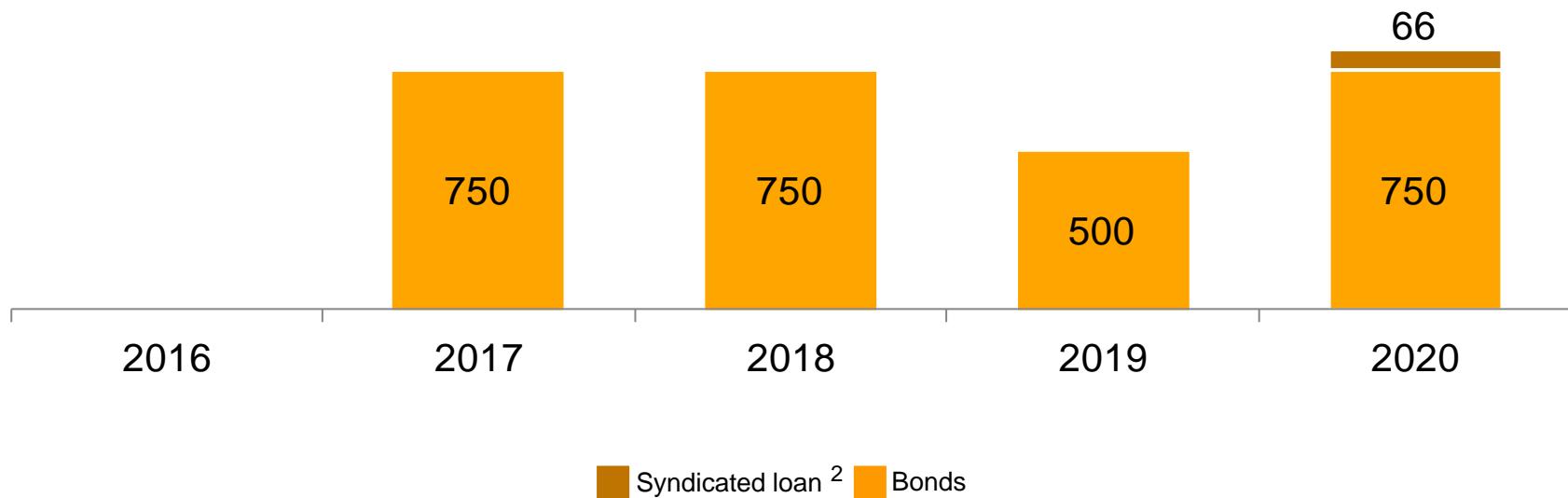


# 1) Corporation Highlights

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

As at March 31, 2016

	(mn €)	FY 15	Q1 16
Gross indebtedness		5,245	4,878
Cash		1,622	1,694
<b>Net indebtedness</b>	<b>3,542</b>	<b>3,083</b>	
Available credit lines		3,612	3,760
Total liquidity		5,233	5,454



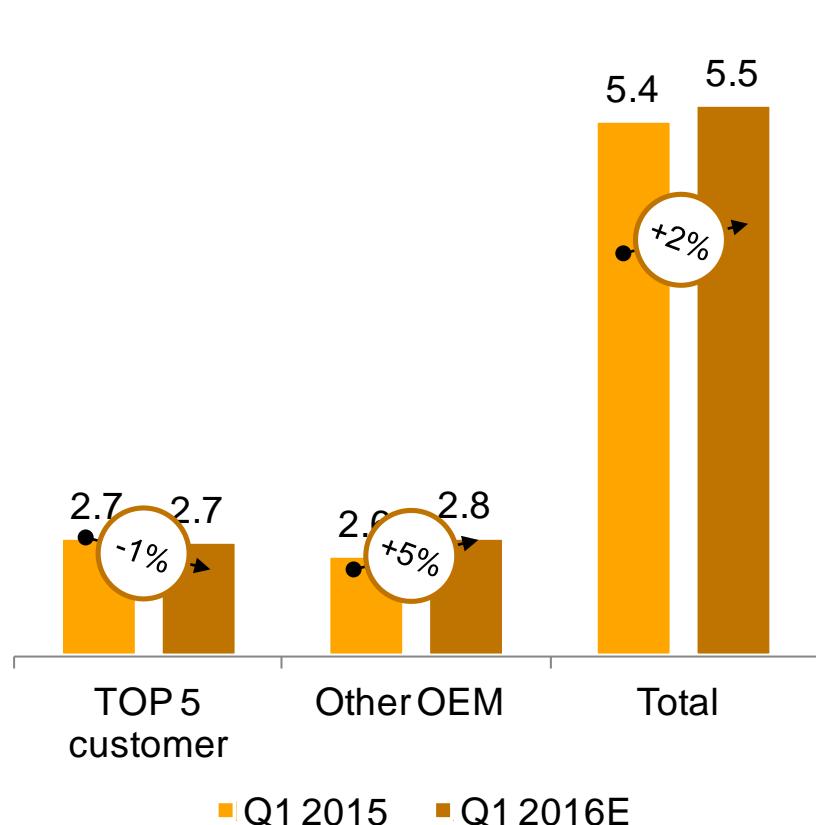
<sup>1</sup> All amounts shown are nominal values

<sup>2</sup> Any utilization under the Revolving Credit Facility (RCF) has to be shown as short term debt acc. to IFRS although the RCF matures originally in 2020. It has a total volume of €3,000 mn; it has been recently prolonged until 2021

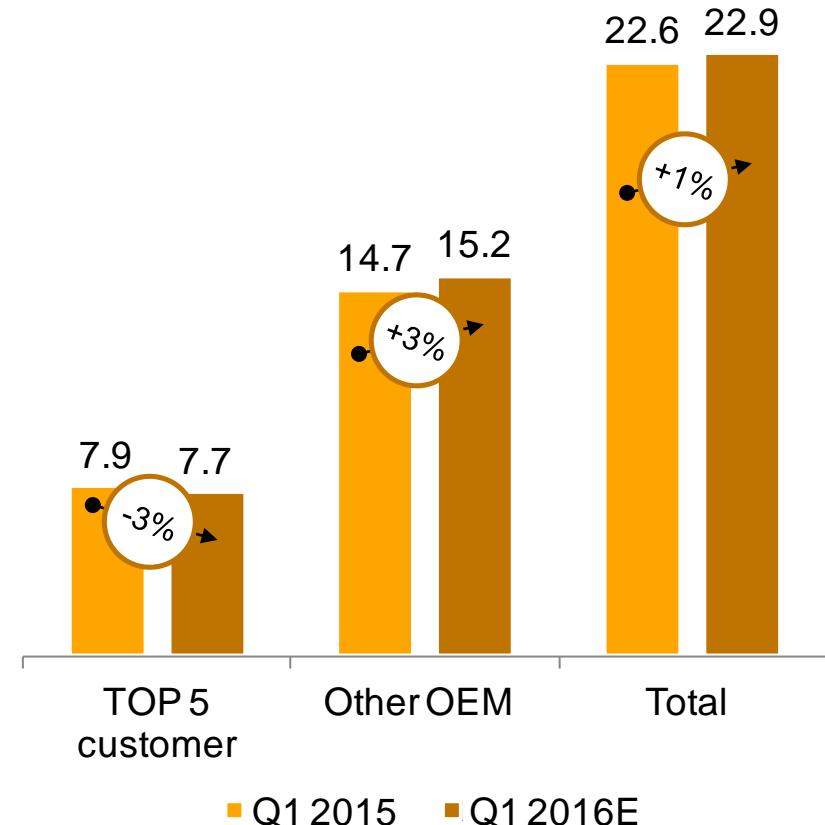
## 2) Automotive Group

### Q1 2016: Growth Impacted by Adverse Production Pattern

Production Overview<sup>1</sup> Europe  
Q1 2016 (mn units)



Production Overview<sup>1</sup> Worldwide  
Q1 2016 (mn units)

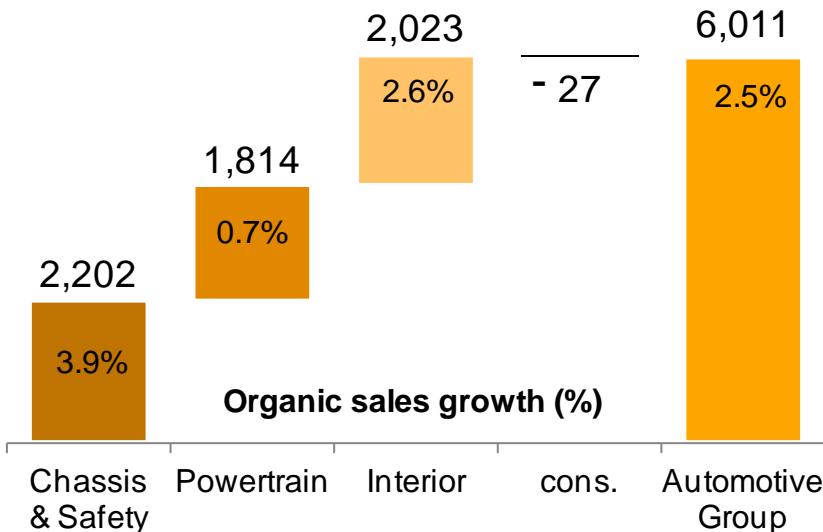


<sup>1</sup> IHS data as of April 2016 and own estimates

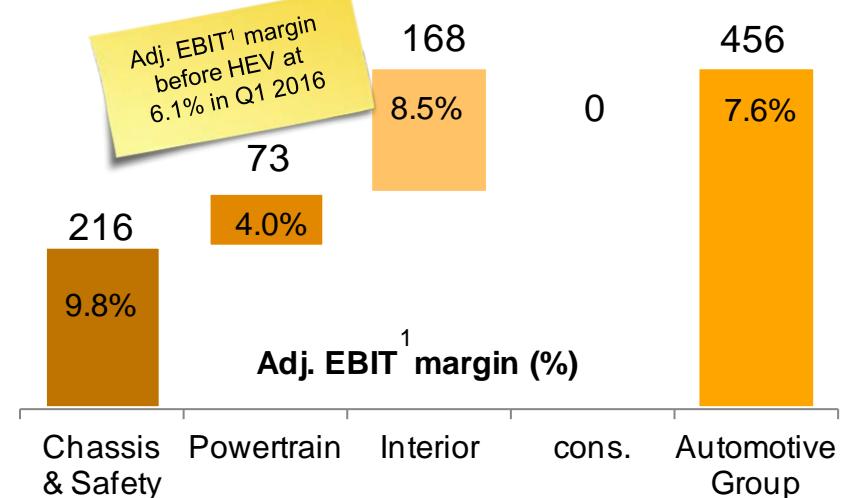
## 2) Automotive Group

### Sales and Adj. EBIT<sup>1</sup> by Division

Automotive Group Sales (mn €) Q1 2016



Automotive Group Adj. EBIT<sup>1</sup> (mn €) Q1 2016



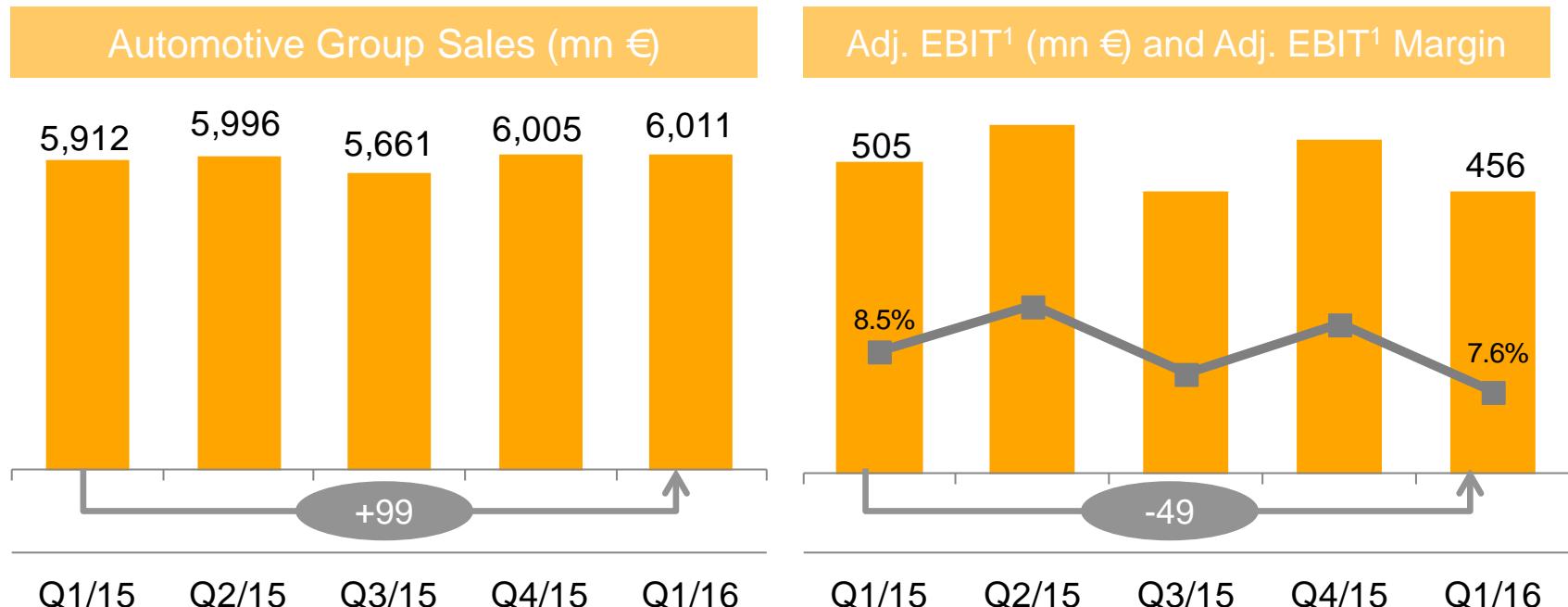
#### Reported change in sales

- › Chassis & Safety: 3.1%
- › Powertrain: -0.7%
- › Interior: 2.4%
- › Automotive Group: 1.7%
- › Reported EBITDA: €699 mn (11.6% of sales)
- › Reported EBIT: €440 mn (7.3% of sales)
- › R&D: €625 mn (10.4% of sales)
- › Capex: €202 mn (3.4% of sales)

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

## 2) Automotive Group

### Q1 2016: Adj. EBIT<sup>1</sup> Impacted by High R&D Expenses



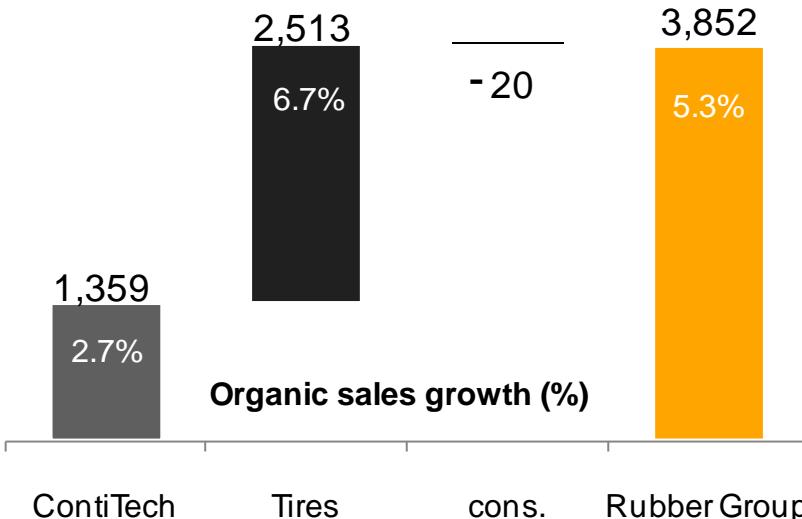
- › Sales increased by €99 mn; organic sales growth in Q1 2016 at 2.5% due to slow production start of four out of our five main customers
- › Adj. EBIT<sup>1</sup> decreased by €49 mn mainly because of high R&D costs for new car programs
- › Adj. EBIT<sup>1</sup> margin at 7.6% (PY: 8.5%)

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

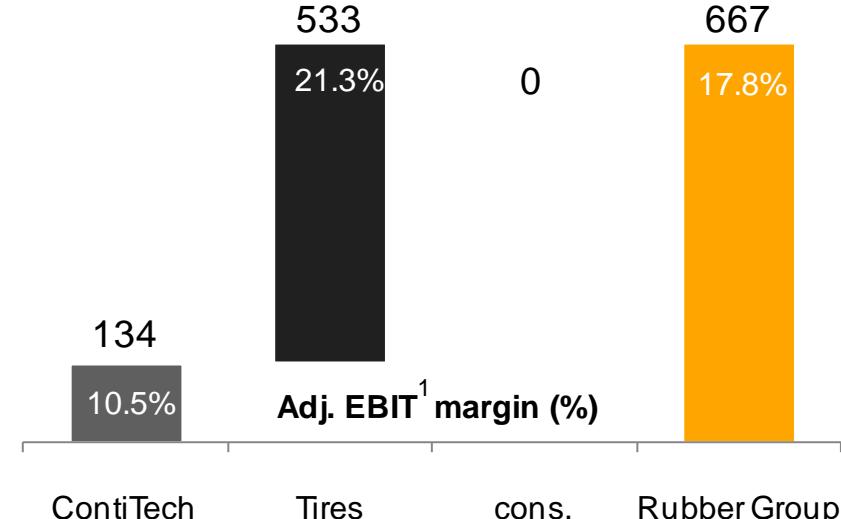
### 3) Rubber Group

## Sales and Adj. EBIT<sup>1</sup> by Division

Rubber Group Sales (mn €) Q1 2016



Rubber Group Adj. EBIT<sup>1</sup> (mn €) Q1 2016



#### Reported change in sales

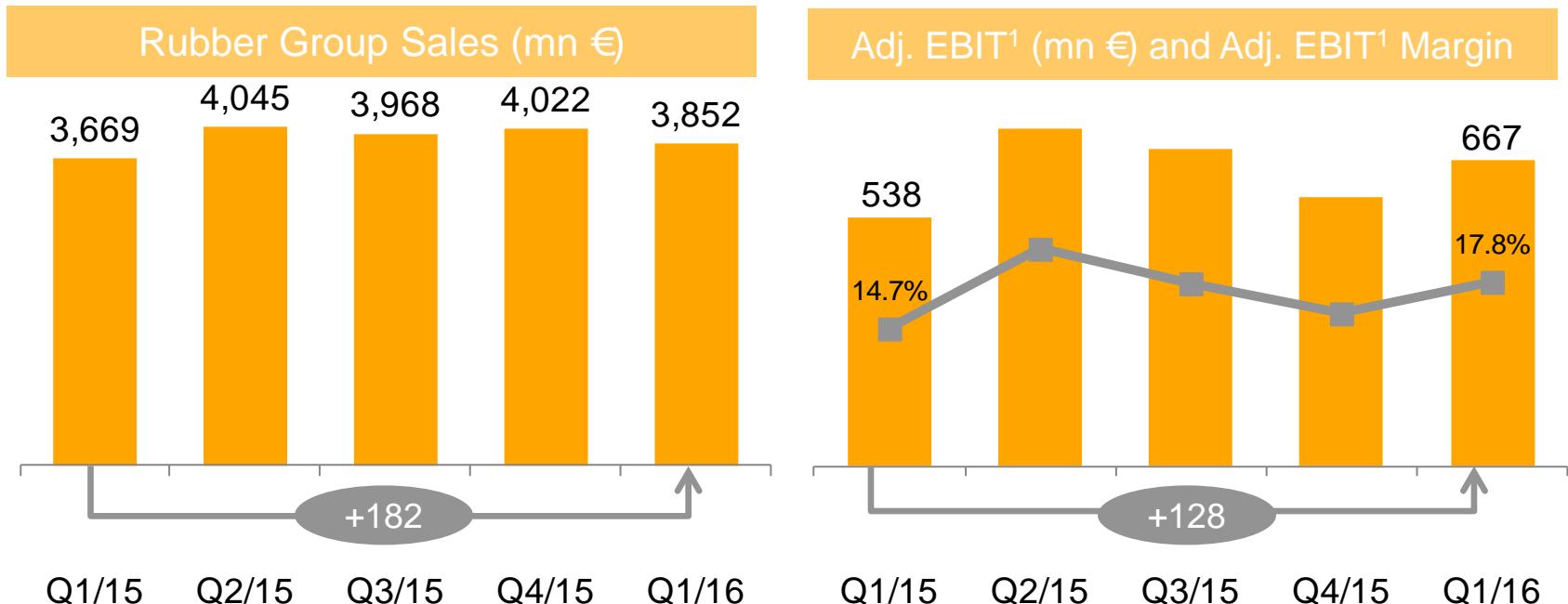
- › ContiTech: 7.2%
- › Tires: 3.8%
- › Rubber Group: 5.0%

- › Reported EBITDA: €834 mn (21.7% of sales)
- › Reported EBIT: €629 mn (16.3% of sales)
- › R&D: €91 mn (2.4% of sales)
- › Capex: €196 mn (5.1% of sales)

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

### 3) Rubber Group

Q1: Strong Volume Growth in Tires; Stabilization of Industry Business



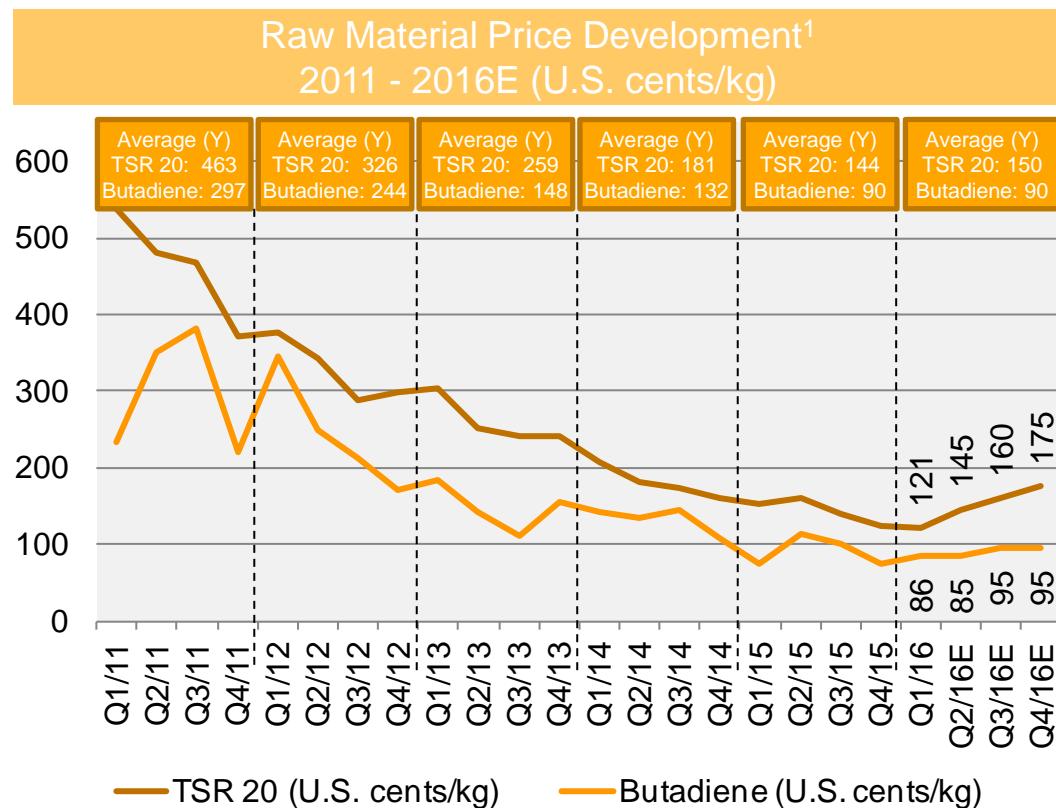
- › Sales increased by €182 mn, driven by strong volume growth in tires and by the stabilization of the industry business in ContiTech, although mining business was still subdued
- › Tire volumes increased by 9%; FX had a negative effect of ~3% on tire sales in Q1 2016 while price mix stood at -2%
- › Adj. EBIT<sup>1</sup> increased by €128 mn supported by ~€50 mn positive effect from lower raw material prices

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

### 3) Rubber Group

## Expected Raw Material Price Development in 2016

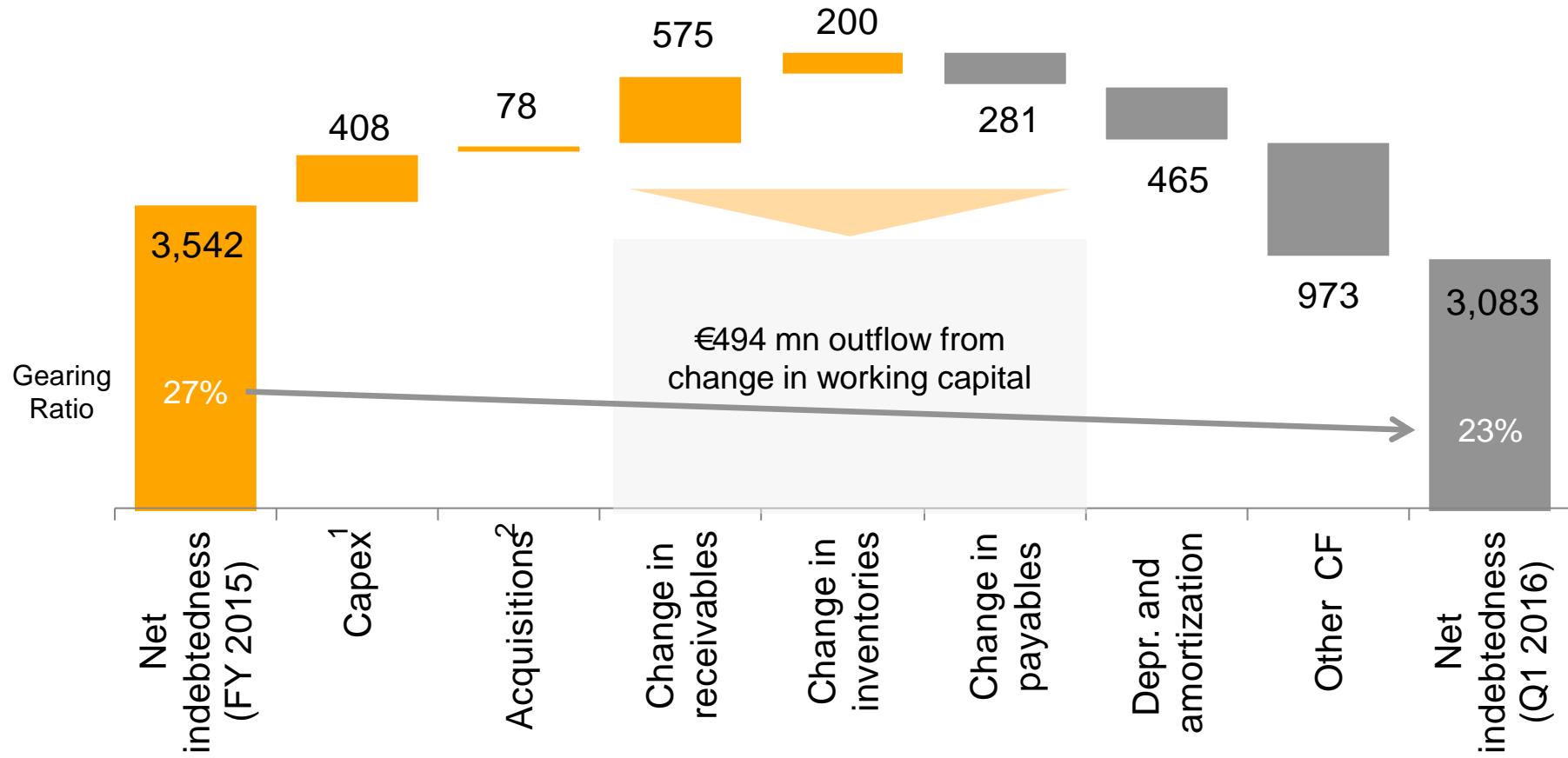
- › Natural rubber price (TSR 20) expected to average U.S. \$1.50 in 2016 (unchanged from prior forecast)
- › Synthetic rubber price (butadiene feedstock) forecasted to average U.S. \$0.90 in 2016 (unchanged from prior forecast)
- › Tailwind from lower raw material cost to amount to about €100 mn in 2016 (unchanged from prior forecast)



<sup>1</sup> Source: Bloomberg and Continental estimates for 2016

## 4) Indebtedness and Cash Flow

### Net Indebtedness Bridge (mn €)



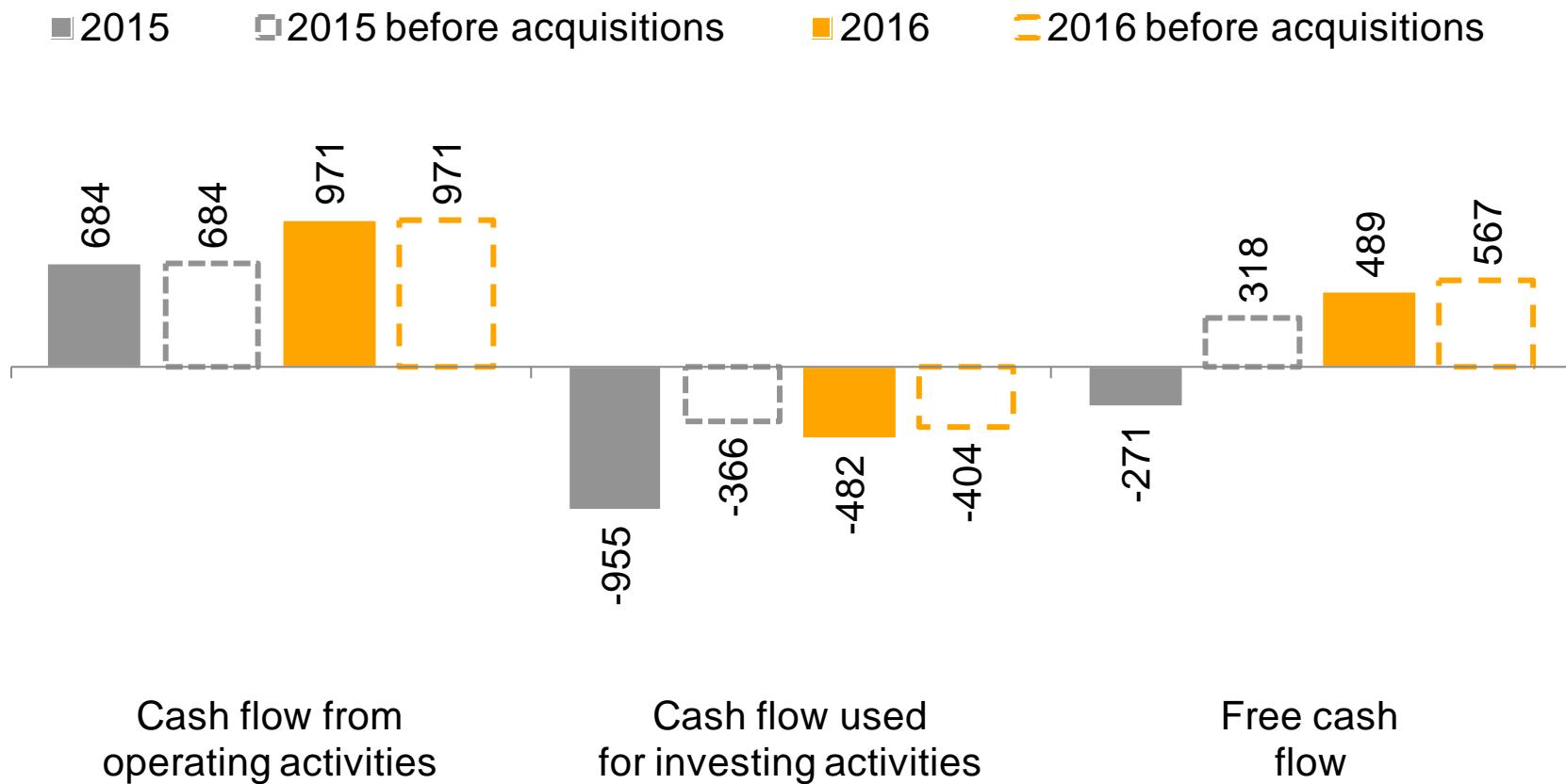
<sup>1</sup> According to cash flow statement incl. intangible assets

<sup>2</sup> Several smaller acquisitions in the Automotive and Rubber Groups

## 4) Indebtedness and Cash Flow

### Cash Flow Overview

#### Cash Flow Q1 2015 and Q1 2016 (mn €)



Cash flow from  
operating activities

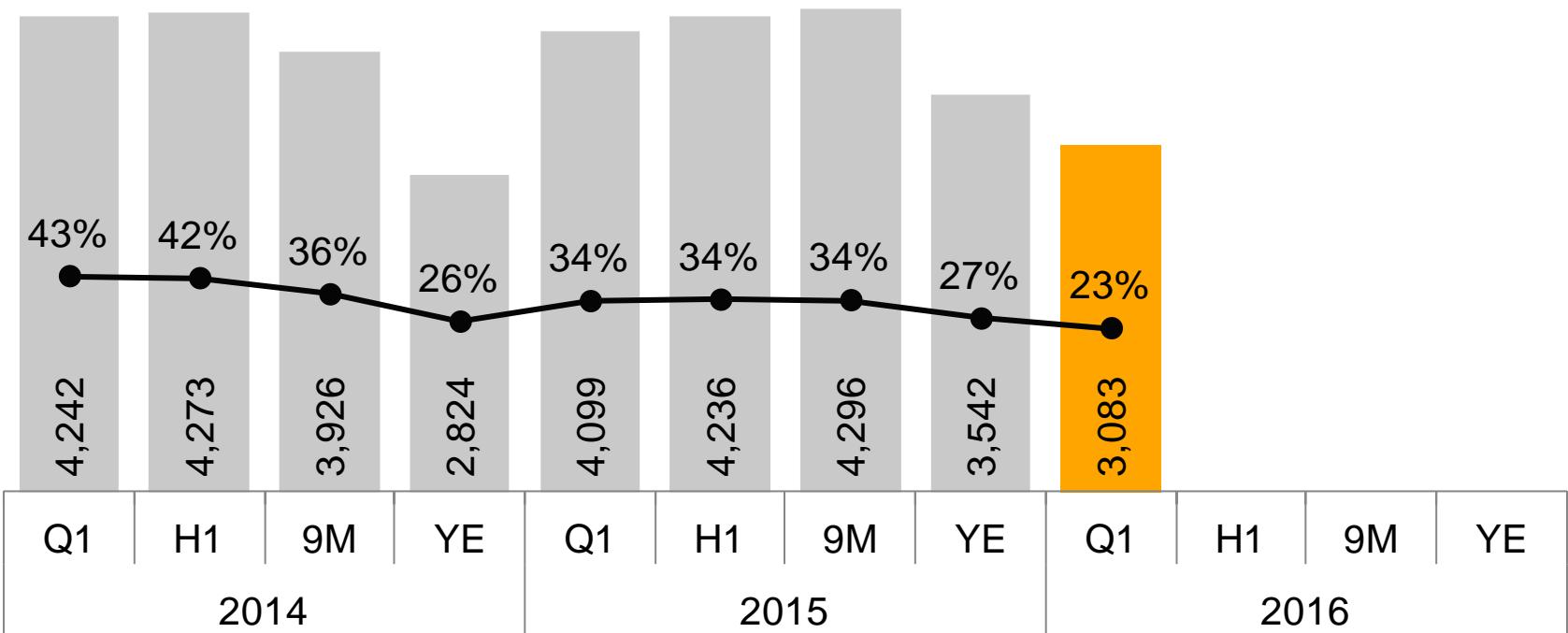
Cash flow used  
for investing activities

Free cash  
flow

## 4) Indebtedness and Cash Flow

### Net Indebtedness and Gearing Ratio

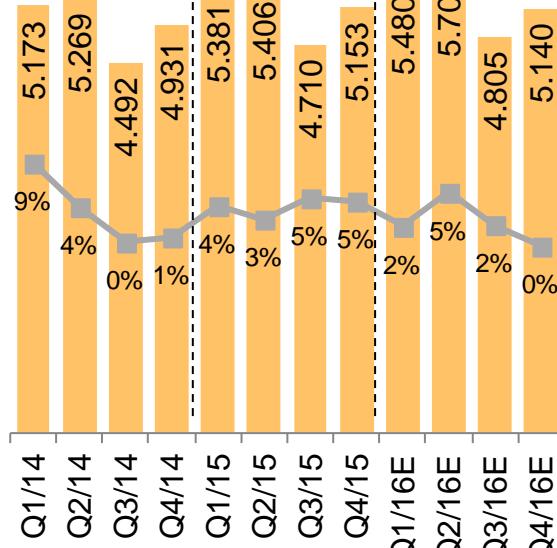
Net indebtedness (mn €)    Gearing ratio



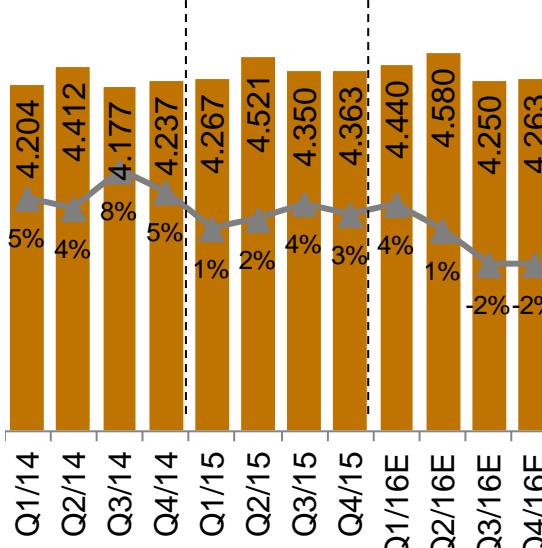
# 5) Outlook 2016

## PC & LT Production by Quarter

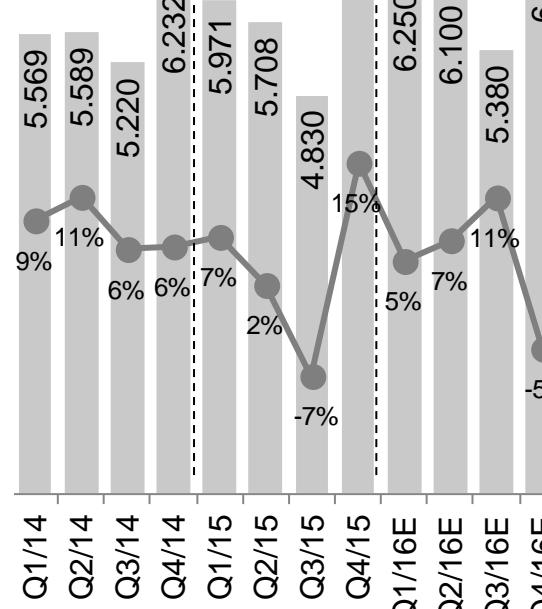
Europe (mn units)		
2014: 19.9	2015: 20.7	2016E: 21.1
5.173	5.269	5.381
9%	4%	4%
Q1/14	Q2/14	Q3/14
Q2/14	Q3/14	Q4/14
Q3/14	Q4/14	Q1/15
Q4/14	Q1/15	Q2/15
Q1/15	Q2/15	Q3/15
Q2/15	Q3/15	Q4/15
Q3/15	Q4/15	Q1/16E
Q4/15	Q1/16E	Q2/16E
Q1/16E	Q2/16E	Q3/16E
Q2/16E	Q3/16E	Q4/16E



NAFTA (mn units)		
2014: 17.0	2015: 17.5	2016E: 17.5
4.204	4.412	4.237
5%	4%	5%
Q1/14	Q2/14	Q3/14
Q2/14	Q3/14	Q4/14
Q3/14	Q4/14	Q1/15
Q4/14	Q1/15	Q2/15
Q1/15	Q2/15	Q3/15
Q2/15	Q3/15	Q4/15
Q3/15	Q4/15	Q1/16E
Q4/15	Q1/16E	Q2/16E
Q1/16E	Q2/16E	Q3/16E
Q2/16E	Q3/16E	Q4/16E



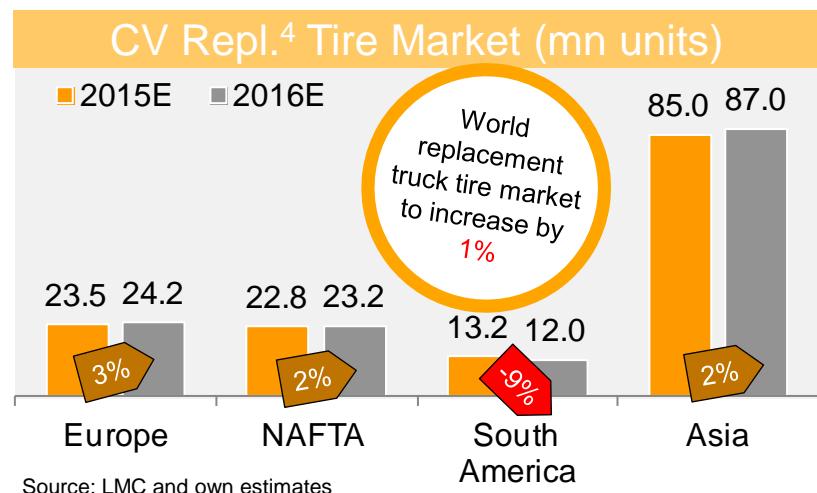
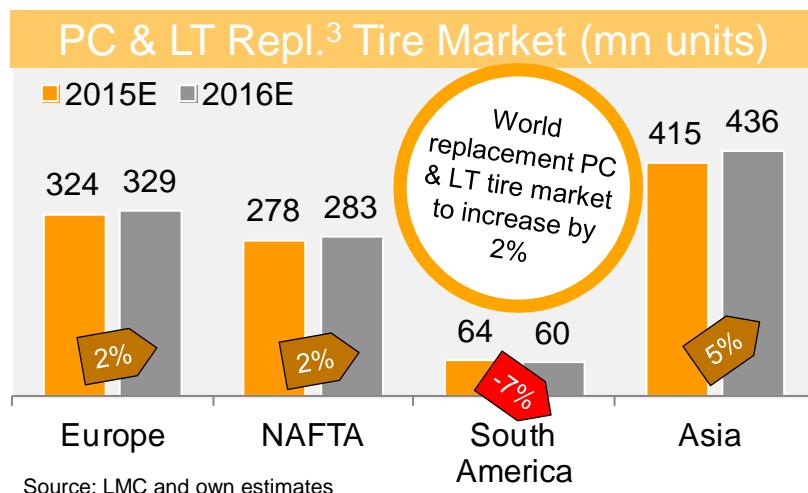
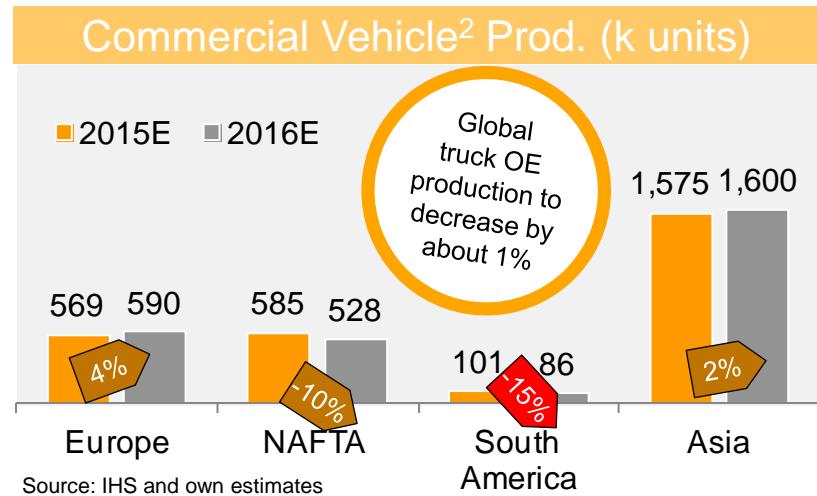
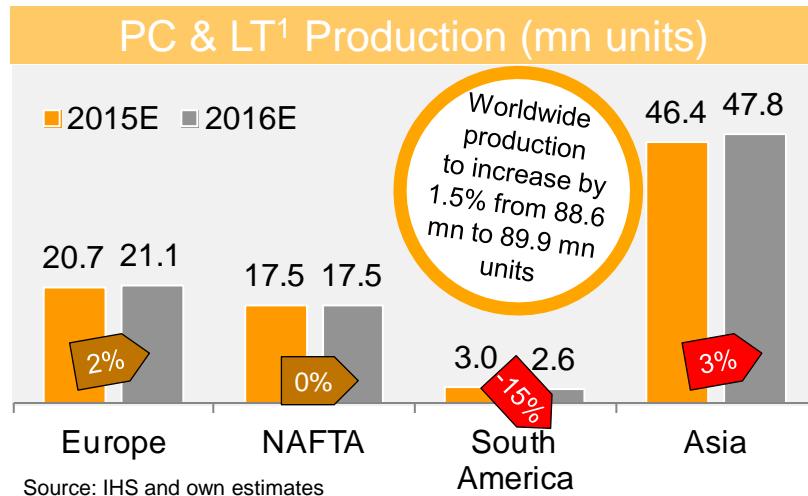
China (mn units)		
2014: 22.6	2015: 23.7	2016E: 24.6
5.569	5.589	5.710
9%	6%	7%
Q1/14	Q2/14	Q3/14
Q2/14	Q3/14	Q4/14
Q3/14	Q4/14	Q1/15
Q4/14	Q1/15	Q2/15
Q1/15	Q2/15	Q3/15
Q2/15	Q3/15	Q4/15
Q3/15	Q4/15	Q1/16E
Q4/15	Q1/16E	Q2/16E
Q1/16E	Q2/16E	Q3/16E
Q2/16E	Q3/16E	Q4/16E



# 5) Outlook 2016

## Market Outlook for Major Regions 2016

Changes in  
comparison to the  
FY 2015 presentation  
marked in red



# 5) Outlook 2016

## Continental Corporation

Changes in  
comparison to the  
FY 2015 presentation  
are underlined

	2015	2016E
Consolidated sales adj. EBIT <sup>1</sup>	€39.2 bn €4.5 bn	To increase to ~€41 bn at constant FX rates <u>~11%</u>
Automotive Group adj. EBIT <sup>1</sup>	€23.6 bn €2.1 bn	~€25 bn >8.5%
Rubber Group adj. EBIT <sup>1</sup>	€15.7 bn €2.5 bn	>€16 bn <u>&gt;16%</u>
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	<u>At least €2 bn</u>

# Appendix

# 6) Appendix

## Corporation Highlights Q1 2016

› Sales	Increase of 2.9% to €9,850.7 mn (PY: €9,568.9 mn); organic sales up 3.6%
› EBITDA	Increase of 7.3% to €1,505.5 mn (PY: €1,403.2 mn)
› EBIT	Increase of 6.4% to €1,040.7 mn (PY: €977.9 mn); Adj. EBIT <sup>1</sup> increase to €1,095.0 mn (11.3% adj. EBIT <sup>1</sup> margin); PPA <sup>2</sup> effect -€34.0 mn; total special effects -€14.9 mn
› NIAT <sup>3</sup>	Increase of 11.8% to €733.9 mn (PY: €656.7 mn)
› EPS <sup>3</sup>	EPS of €3.67 (PY: €3.28) EPS before PPA <sup>2</sup> €3.79 (PY: €3.40 before PPA <sup>2</sup> )
› Capex	Capex increased to €397.8 mn (PY: €356.8 mn); capex ratio 4.0% of sales; capex to depreciation coverage 0.9x (0.9x ex PPA <sup>2</sup> )
› R&D	Expenses for research and development increased by 11.4% to €716.1 mn (PY: €643.0 mn); R&D ratio 7.3% of sales (PY: 6.7%)
› Cash flow	Operating cash flow up by €287.2 mn to €970.8 mn; free cash flow €489.0 mn
› Net debt	Net indebtedness down by €458.6 mn to €3,083.3 mn vs. FY 2015; Liquidity and undrawn credit lines amounted to €5,453.8 mn

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

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

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

# 6) Appendix

## Overview of Volume Development

Units (YOY change)	Q1/14	H1/14	9M/14	FY 14	Q1/15	H1/15	9M/15	FY 15	Q1/16
<b>Market data for PC &amp; LT production</b>									
EU	9%	6%	4%	3%	4%	3%	4%	4%	2%
NAFTA	5%	4%	5%	5%	1%	2%	3%	3%	4%
EU and NAFTA combined	7%	5%	5%	4%	3%	3%	3%	3%	3%
Worldwide	5%	4%	4%	3%	2%	1%	1%	1%	1%
<b>Continental</b>									
Electronic stability control (ESC)	14%	12%	11%	12%	16%	14%	11%	11%	2%
Anti-lock brake system (ABS)	-13%	-11%	-16%	-19%	-34%	-31%	-30%	-24%	-11%
Boosters	8%	10%	6%	5%	-1%	-4%	-8%	-7%	-3%
Calipers	7%	2%	1%	0%	-1%	0%	-3%	-2%	-8%
Advanced driver assistance systems (ADAS)	53%	50%	47%	47%	46%	53%	59%	58%	51%
Engine electronic control units (ECUs)	7%	6%	6%	4%	-1%	-3%	-5%	-5%	-2%
Injectors	-3%	-3%	-5%	-5%	-8%	-8%	-11%	-11%	-5%
Transmissions	8%	8%	6%	6%	6%	2%	0%	-1%	-1%
Turbochargers	64%	68%	71%	78%	59%	45%	50%	43%	23%
<b>Market data tires</b>									
PC & LT replacement tires Europe	6%	5%	4%	2%	-1%	2%	0%	0%	2%
PC & LT replacement tires NAFTA	7%	6%	5%	6%	-6%	0%	1%	1%	5%
Commercial vehicle tires OE Europe	1%	-7%	-4%	-7%	0%	4%	5%	5%	6%
Commercial vehicle tires OE NAFTA	6%	10%	12%	12%	21%	17%	12%	7%	-12%
Commercial vehicle replacement tires Europe	15%	6%	3%	1%	-4%	2%	-1%	0%	2%
Commercial vehicle replacement tires NAFTA	9%	9%	9%	8%	3%	5%	3%	3%	4%
<b>Continental</b>									
PC & LT tires	9%	6%	5%	3%	-1%	3%	2%	5%	9%
Commercial vehicle tires	13%	8%	5%	3%	-3%	0%	3%	5%	7%
ContiTech organic sales growth	5%	2%	2%	1%	2%	4%	4%	4%	3%

## 6) Appendix

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

(mn €) <sup>1</sup>	2011	2012	2013	2014	2015	LTM 2016
<b><u>Statement of Cash Flows</u></b>						
<b>Adjusted EBITDA<sup>2</sup></b>	<b>4,247</b>	<b>4,822</b>	<b>5,094</b>	<b>5,318</b>	<b>6,094</b>	<b>6,201</b>
<b>Reported EBITDA</b>	<b>4,228</b>	<b>4,967</b>	<b>5,095</b>	<b>5,134</b>	<b>6,001</b>	<b>6,104</b>
Net cash interest paid	-662	-575	-534	-158	-174	-152
Tax paid	-466	-684	-805	-775	-1,015	-963
Change in net working capital <sup>3</sup>	-556	564	-4	-207	-107	-69
Other <sup>4</sup>	-256	-488	-30	175	210	283
<b>Cash flow arising from operating activities</b>	<b>2,289</b>	<b>3,785</b>	<b>3,722</b>	<b>4,168</b>	<b>4,916</b>	<b>5,203</b>
<b>Cash flow arising from investing activities</b>	<b>-1,798</b>	<b>-2,132</b>	<b>-1,904</b>	<b>-2,153</b>	<b>-3,472</b>	<b>-2,999</b>
- thereof capex in PPE and intangibles	-1,813	-2,081	-2,024	-2,110	-2,265	-2,299
<b>Cash flow before financing activities</b>	<b>491</b>	<b>1,653</b>	<b>1,818</b>	<b>2,015</b>	<b>1,444</b>	<b>2,204</b>
<b><u>Statement of Financial Position</u></b>						
Cash and cash equivalents	1,541	2,397	2,045	3,244	1,622	1,694
Derivative instruments and interest-bearing investments	249	536	303	364	81	101
Total indebtedness	8,562	8,253	6,638	6,432	5,245	4,878
<b>Net indebtedness</b>	<b>6,772</b>	<b>5,320</b>	<b>4,289</b>	<b>2,824</b>	<b>3,542</b>	<b>3,083</b>
<b><u>Credit Ratios</u></b>						
<b>Net indebtedness / adjusted EBITDA<sup>2</sup></b>	<b>1.6x</b>	<b>1.1x</b>	<b>0.8x</b>	<b>0.5x</b>	<b>0.6x</b>	<b>0.5x</b>
<b>Net cash interest paid coverage (ratio)<sup>5</sup></b>	<b>6.4x</b>	<b>8.4x</b>	<b>9.5x</b>	<b>33.7x</b>	<b>35.1x</b>	<b>40.9x</b>

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

<sup>2</sup> Adjusted EBITDA starting 2011 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

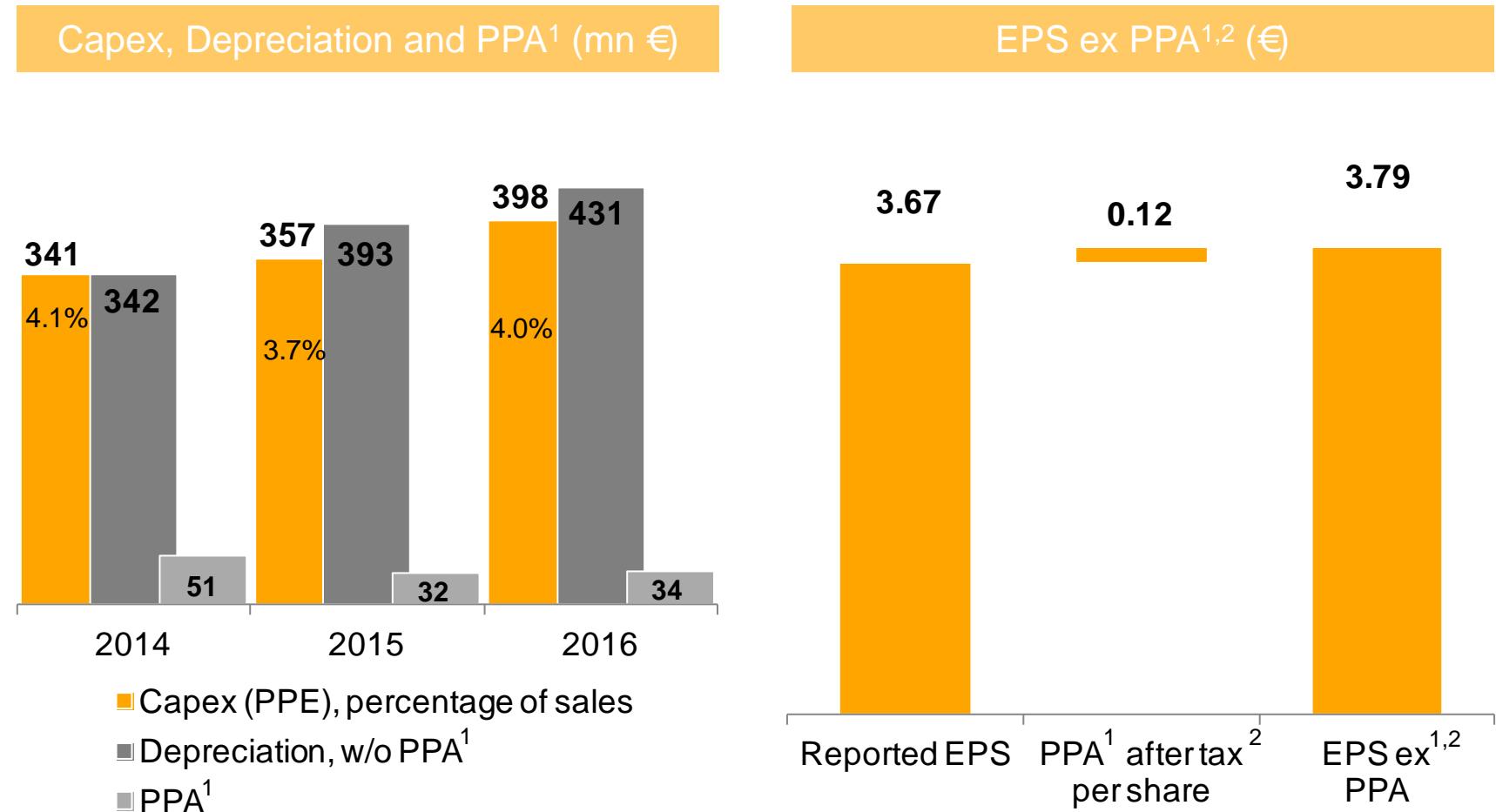
<sup>4</sup> Includes dividends received, income from at-equity accounted and other investments, incl. impairment and reversal of impairment losses, gains / losses from the disposal of assets, companies and business operations, other non-cash items as well as changes in employee benefits and other provisions and in other assets and liabilities

<sup>5</sup> Adjusted EBITDA to net cash interest paid

<sup>6</sup> Since 2012

## 6) Appendix

### Capex, Depreciation and EPS Breakdown Q1 2016



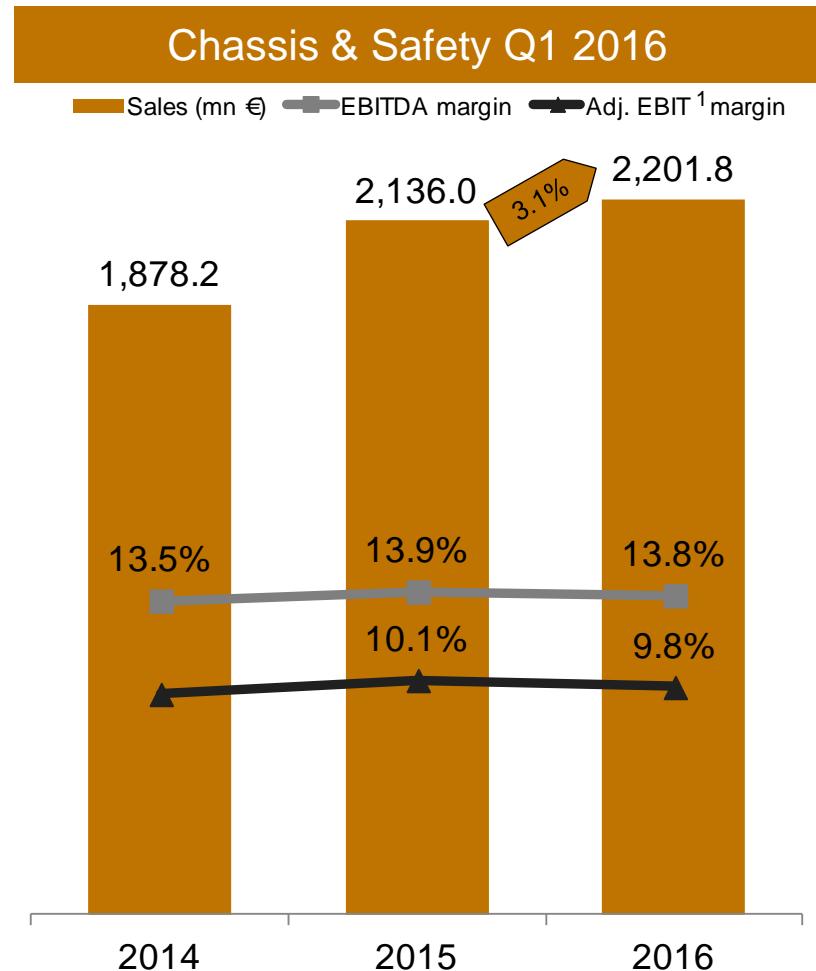
<sup>1</sup> Amortization of intangibles from PPA

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

## 6) Appendix

### Automotive Group Financials – Chassis & Safety

- › Sales increased by 3.9% before consolidation and FX effects
- › EBITDA increased by €5.5 mn to €302.8 mn (+1.8%)
- › Adj. EBIT<sup>1</sup> increased by €0.5 mn to €215.7 mn (adj. EBIT<sup>1</sup> margin 9.8%)
- › EBIT decreased by €1.7 mn to €213.2 mn (EBIT margin 9.7%)
- › PPA effect in Q1 2016: -€0.1 mn
- › No special effects in Q1 2016

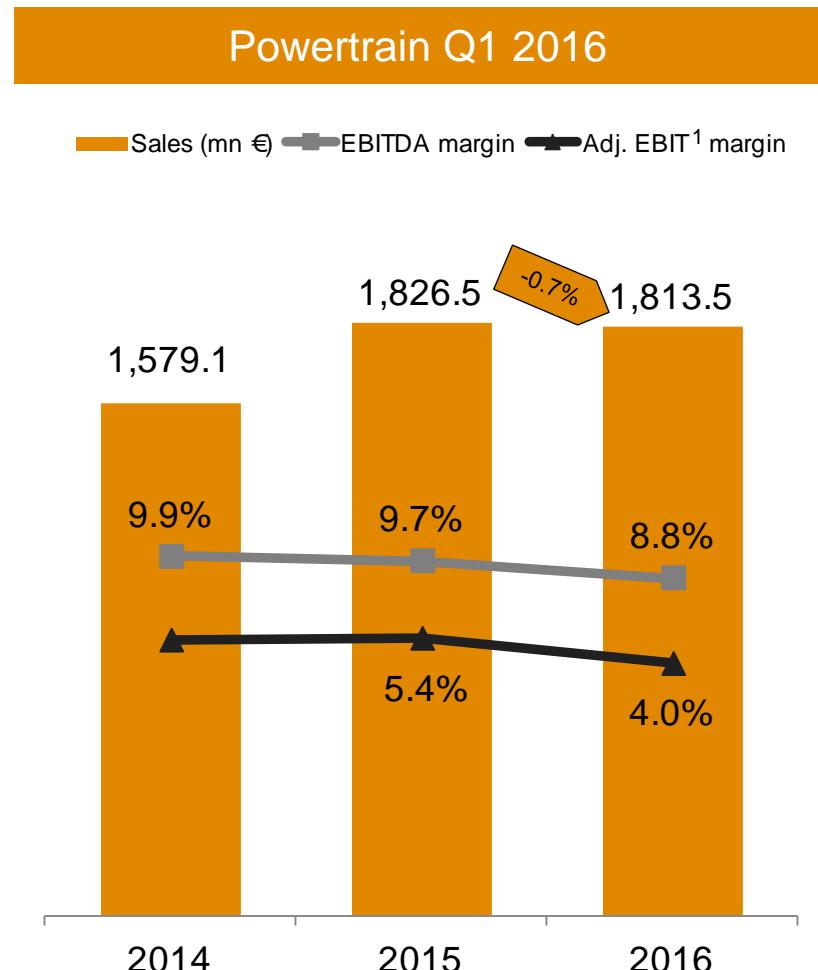


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

## 6) Appendix

### Automotive Group Financials – Powertrain

- › Sales increased by 0.7% before consolidation and FX effects
- › EBITDA decreased by €18.4 mn to €158.8 mn (-10.4%)
- › Adj. EBIT<sup>1</sup> decreased by €26.2 mn to €72.6 mn (adj. EBIT<sup>1</sup> margin 4.0%)
- › EBIT decreased by €30.2 mn to €66.5 mn (EBIT margin 3.7%)
- › PPA effect in Q1 2016: -€2.1 mn
- › Special effects in Q1 2016: -€3.5 mn

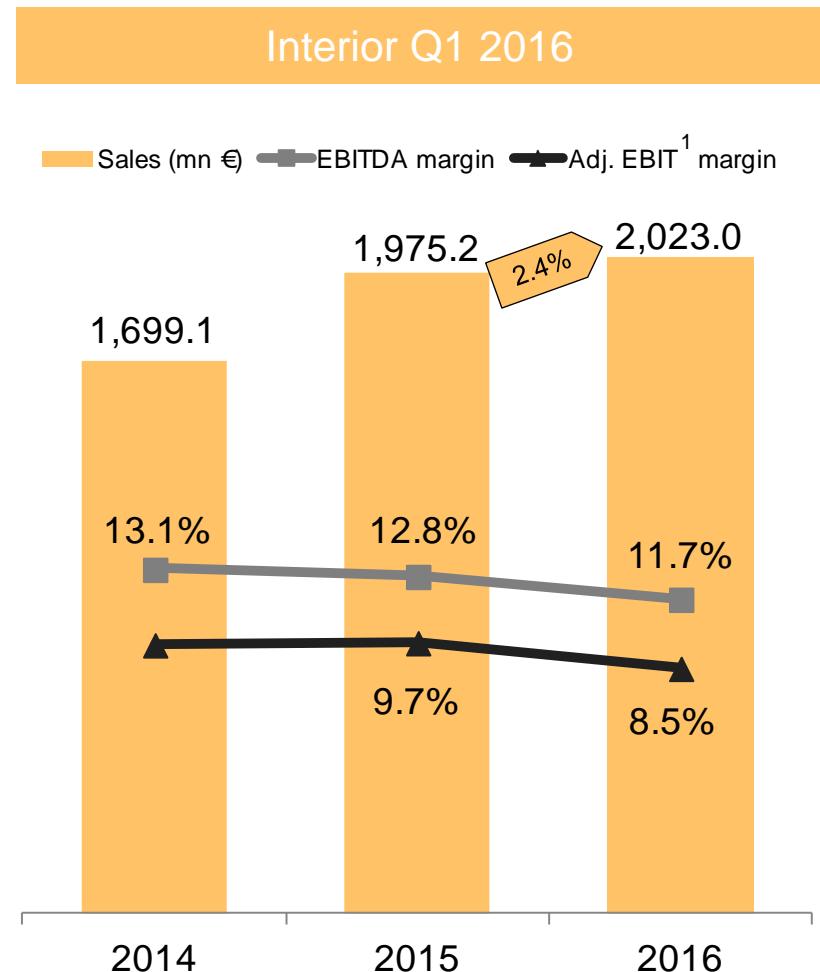


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

## 6) Appendix

### Automotive Group Financials – Interior

- › Sales increased by 2.6% before consolidation and FX effects
- › EBITDA decreased by €15.5 mn to €237.4 mn (-6.1%)
- › Adj. EBIT<sup>1</sup> decreased by €23.3 mn to €168.0 mn (adj. EBIT<sup>1</sup> margin 8.5%)
- › EBIT decreased by €30.8 mn to €160.1 mn (EBIT margin 7.9%)
- › PPA effect in Q1 2016: -€9.0 mn
- › No special effects in Q1 2016

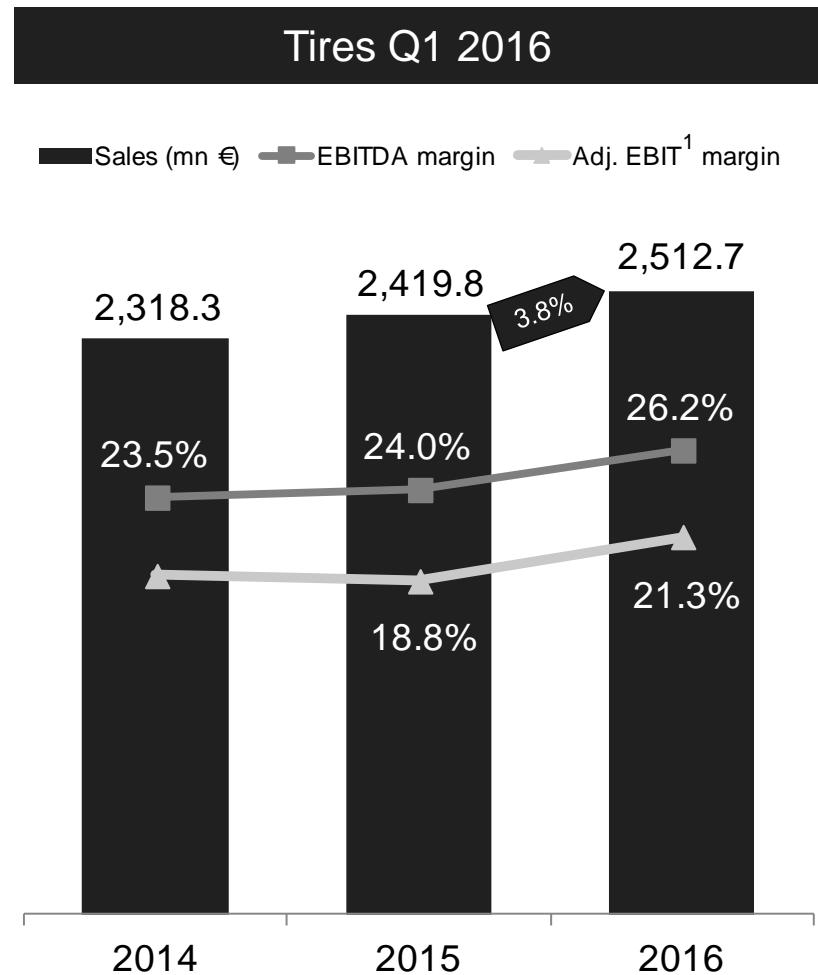


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

## 6) Appendix

### Rubber Group Financials – Tires

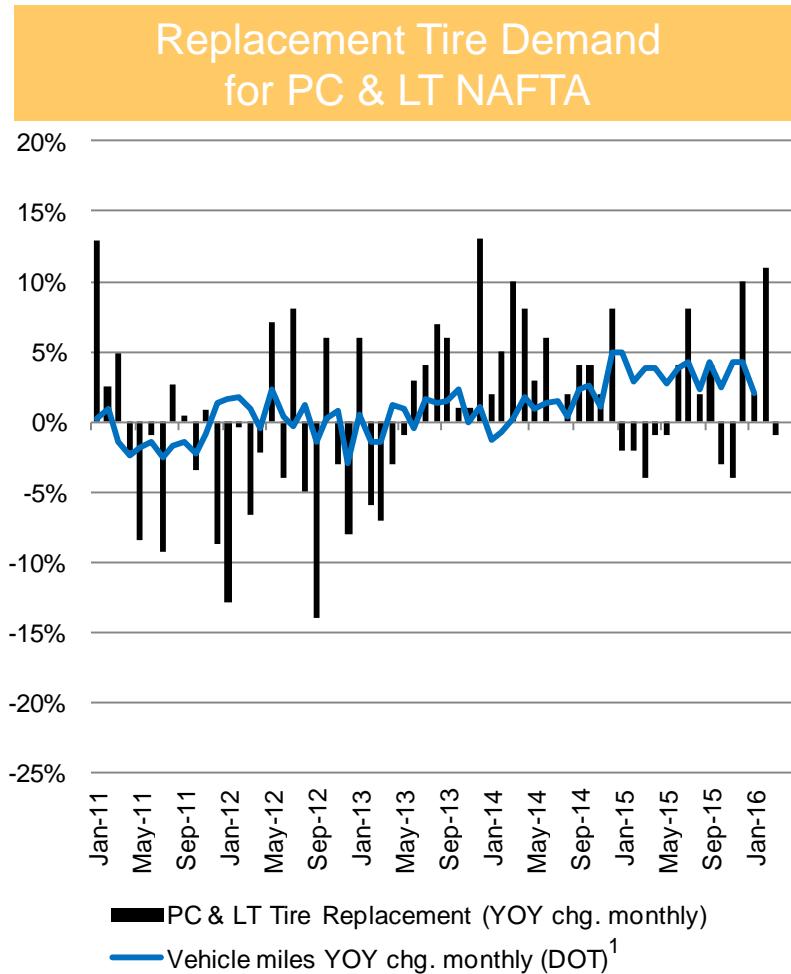
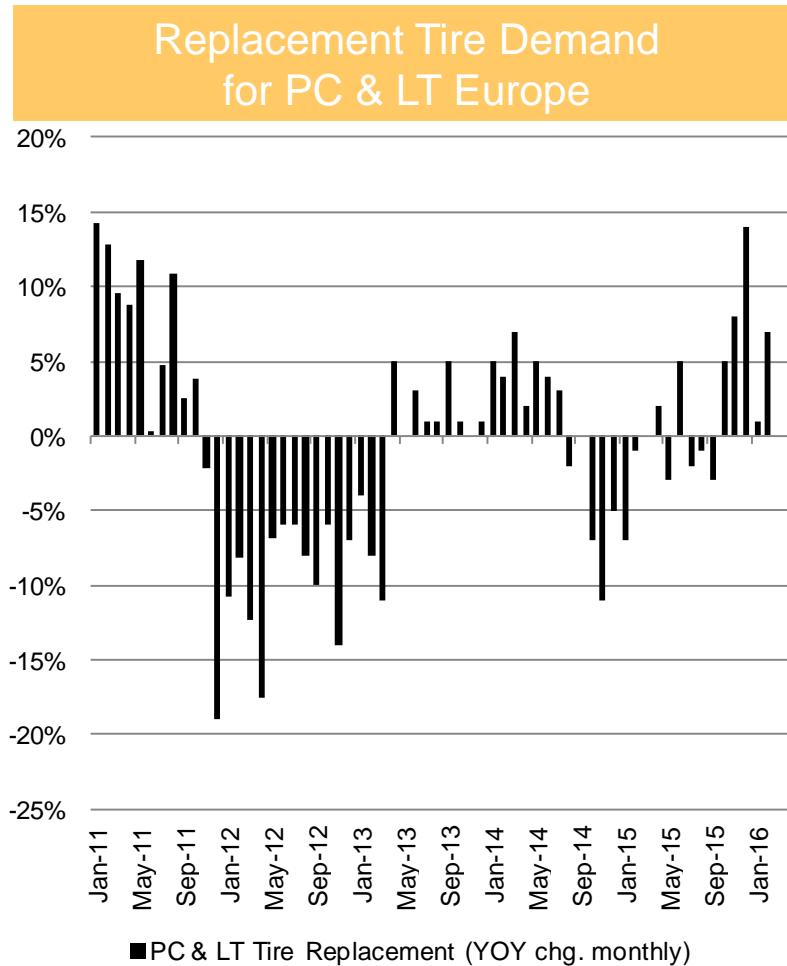
- › Sales increased by 6.7% before consolidation and FX effects
- › EBITDA increased by €78.4 mn to €658.1 mn (+13.5%)
- › Adj. EBIT<sup>1</sup> increased by €77.4 mn to €533.0 mn (adj. EBIT<sup>1</sup> margin 21.3%)
- › EBIT increased by €76.0 mn to €530.0 mn (EBIT margin 21.1%)
- › PPA effect in Q1 2016: -€1.9 mn
- › No special effects in Q1 2016



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

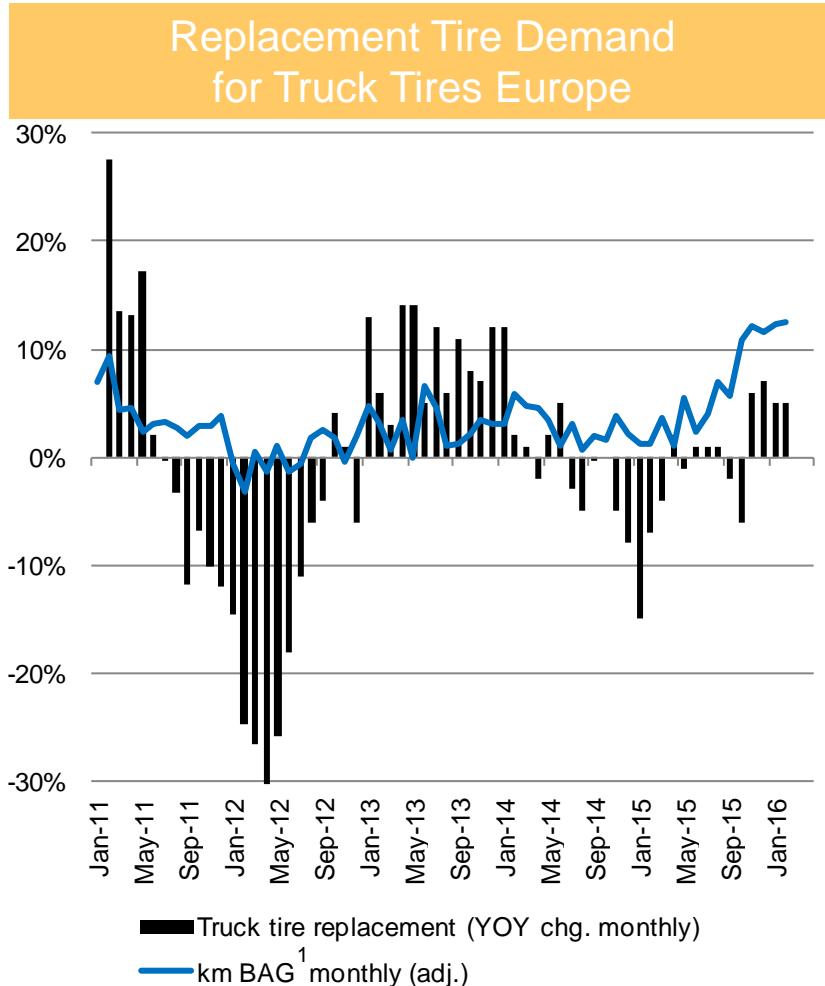
## 6) Appendix

### Tires – Passenger and Light Truck Tire Demand



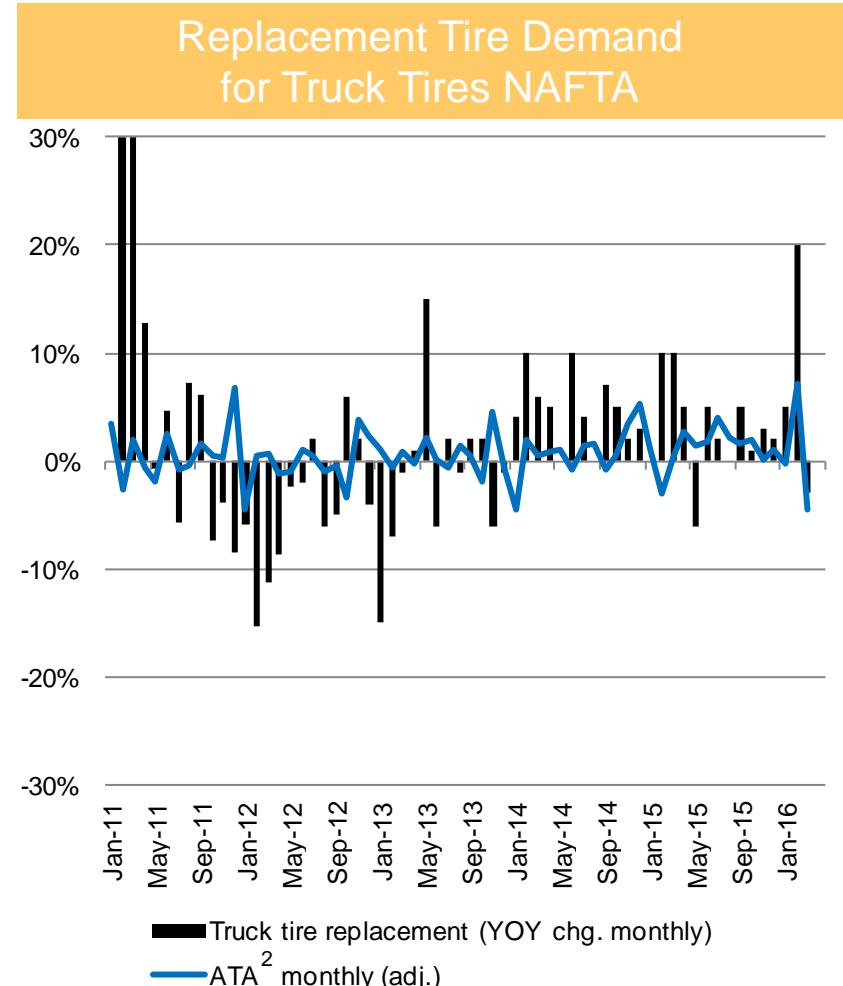
## 6) Appendix

### Tires – Commercial Vehicle Tire Demand



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

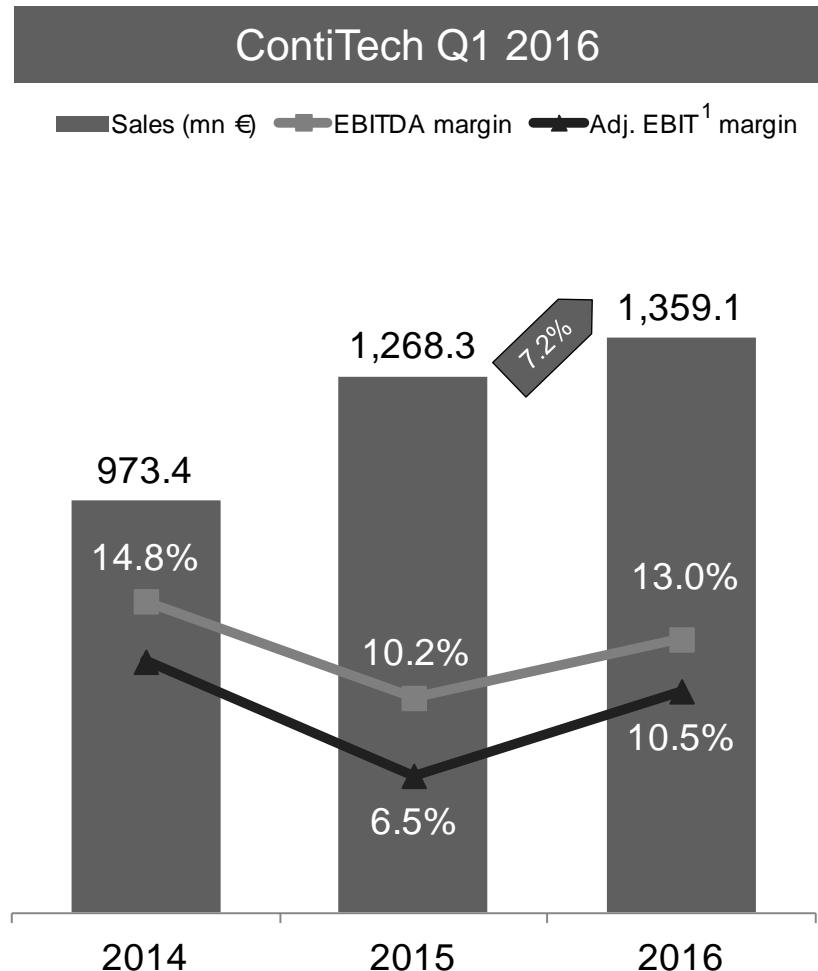
<sup>2</sup> ATA = American Trucking Association (miles traveled)



## 6) Appendix

### Rubber Group Financials – ContiTech

- › Sales increased by 2.7% before consolidation and FX effects
- › EBITDA increased by €46.9 mn to €176.1 mn (+36.3%)
- › Adj. EBIT<sup>1</sup> increased by €50.7 mn to €133.5 mn (adj. EBIT<sup>1</sup> margin 10.5%)
- › EBIT increased by €43.8 mn to €98.7 mn (EBIT margin 7.3%)
- › PPA effect in Q1 2016: -€20.9 mn
- › Special effects in Q1 2016: -€11.4 mn



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

# Fact Sheets 2014 – Q1 2016

# 6) Fact Sheets

## Quarterly Sales Analysis

Sales (mn €)	2014					2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	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	2,201.8				
Powertrain	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	1,813.5				
Interior	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	2,023.0				
Tires	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	2,512.7				
ContiTech	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	1,359.1				
Other / Consolidation	-58.0	-57.3	-55.6	-50.7	-221.6	-56.9	-52.4	-52.2	-56.1	-217.6	-59.4				
<b>Continental Corporation</b>	<b>8,390.1</b>	<b>8,528.0</b>	<b>8,669.5</b>	<b>8,918.1</b>	<b>34,505.7</b>	<b>9,568.9</b>	<b>10,029.7</b>	<b>9,617.6</b>	<b>10,015.8</b>	<b>39,232.0</b>	<b>9,850.7</b>				

Changes Y-o-Y in %	2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	13.7	14.6	9.6	11.7	12.4	3.1				
Powertrain	15.7	13.9	1.1	5.2	8.8	-0.7				
Interior	16.2	18.6	17.5	13.6	16.5	2.4				
Tires	4.4	9.9	3.8	7.5	6.4	3.8				
ContiTech	30.3	45.0	35.9	35.0	36.5	7.2				
<b>Continental Corporation</b>	<b>14.0</b>	<b>17.6</b>	<b>10.9</b>	<b>12.3</b>	<b>13.7</b>	<b>2.9</b>				

# 6) Fact Sheets

## Quarterly EBITDA Analysis

EBITDA (mn €)	2014					2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	254.0	242.0	262.0	260.1	1,018.1	297.3	293.4	268.3	301.3	1,160.3	302.8				
Powertrain	157.0	125.3	-11.9	172.9	443.3	177.2	183.5	167.3	202.7	730.7	158.8				
Interior	223.2	244.5	229.7	248.9	946.3	252.9	299.8	252.4	277.1	1,082.2	237.4				
Tires	545.4	591.9	603.5	540.0	2,280.8	579.7	734.6	667.7	622.3	2,604.3	658.1				
ContiTech	143.7	132.9	144.7	130.5	551.8	129.2	169.1	159.7	119.2	577.2	176.1				
Other / Consolidation	-27.5	-26.6	-24.7	-27.7	-106.5	-33.1	-47.1	-23.7	-49.4	-153.3	-27.7				
<b>Continental Corporation</b>	<b>1,295.8</b>	<b>1,310.0</b>	<b>1,203.3</b>	<b>1,324.7</b>	<b>5,133.8</b>	<b>1,403.2</b>	<b>1,633.3</b>	<b>1,491.7</b>	<b>1,473.2</b>	<b>6,001.4</b>	<b>1,505.5</b>				
EBITDA margin in %	2014					2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	13.5	13.0	14.4	13.4	13.5	13.9	13.7	13.4	13.9	13.7	13.8				
Powertrain	9.9	7.8	-0.7	10.3	6.8	9.7	10.1	10.1	11.5	10.3	8.8				
Interior	13.1	14.1	13.3	13.5	13.5	12.8	14.6	12.4	13.2	13.3	11.7				
Tires	23.5	24.6	23.6	21.6	23.3	24.0	27.8	25.2	23.1	25.0	26.2				
ContiTech	14.8	13.6	14.8	13.1	14.0	10.2	11.9	12.0	8.8	10.8	13.0				
<b>Continental Corporation</b>	<b>15.4</b>	<b>15.4</b>	<b>13.9</b>	<b>14.9</b>	<b>14.9</b>	<b>14.7</b>	<b>16.3</b>	<b>15.5</b>	<b>14.7</b>	<b>15.3</b>	<b>15.3</b>				
Changes Y-o-Y in %						2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety						17.0	21.2	2.4	15.8	14.0	1.8				
Powertrain						12.9	46.4	1,505.9	17.2	64.8	-10.4				
Interior						13.3	22.6	9.9	11.3	14.4	-6.1				
Tires						6.3	24.1	10.6	15.2	14.2	13.5				
ContiTech						-10.1	27.2	10.4	-8.7	4.6	36.3				
<b>Continental Corporation</b>						<b>8.3</b>	<b>24.7</b>	<b>24.0</b>	<b>11.2</b>	<b>16.9</b>	<b>7.3</b>				

# 6) Fact Sheets

## Quarterly EBIT Analysis

EBIT (mn €)	2014					2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	172.3	159.3	179.5	169.1	680.2	214.9	209.3	181.5	208.6	814.3	213.2				
Powertrain	64.5	32.9	-263.3	69.1	-96.8	96.7	101.0	81.3	116.6	395.6	66.5				
Interior	137.8	154.7	144.8	168.6	605.9	190.9	234.1	178.7	200.8	804.5	160.1				
Tires	440.7	482.4	486.8	419.5	1,829.4	454.0	604.1	536.5	490.6	2,085.2	530.0				
ContiTech	115.5	104.3	115.1	98.4	433.3	54.9	82.3	80.6	-47.2	170.6	98.7				
Other / Consolidation	-27.6	-26.7	-25.1	-27.8	-107.2	-33.5	-47.5	-24.0	-49.6	-154.6	-27.8				
<b>Continental Corporation</b>	<b>903.2</b>	<b>906.9</b>	<b>637.8</b>	<b>896.9</b>	<b>3,344.8</b>	<b>977.9</b>	<b>1,183.3</b>	<b>1,034.6</b>	<b>919.8</b>	<b>4,115.6</b>	<b>1,040.7</b>				
EBIT margin in %	2014					2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	9.2	8.5	9.8	8.7	9.1	10.1	9.8	9.1	9.6	9.6	9.7				
Powertrain	4.1	2.1	-16.1	4.1	-1.5	5.3	5.6	4.9	6.6	5.6	3.7				
Interior	8.1	8.9	8.4	9.1	8.7	9.7	11.4	8.8	9.6	9.9	7.9				
Tires	19.0	20.1	19.0	16.8	18.7	18.8	22.8	20.2	18.2	20.0	21.1				
ContiTech	11.9	10.7	11.7	9.8	11.0	4.3	5.8	6.1	-3.5	3.2	7.3				
<b>Continental Corporation</b>	<b>10.8</b>	<b>10.6</b>	<b>7.4</b>	<b>10.1</b>	<b>9.7</b>	<b>10.2</b>	<b>11.8</b>	<b>10.8</b>	<b>9.2</b>	<b>10.5</b>	<b>10.6</b>				
Changes Y-o-Y in %						2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety						24.7	31.4	1.1	23.4	19.7	-0.8				
Powertrain						49.9	207.0	130.9	68.7	508.7	-31.2				
Interior						38.5	51.3	23.4	19.1	32.8	-16.1				
Tires						3.0	25.2	10.2	16.9	14.0	16.7				
ContiTech						-52.5	-21.1	-30.0	-148.0	-60.6	79.8				
<b>Continental Corporation</b>						<b>8.3</b>	<b>30.5</b>	<b>62.2</b>	<b>2.6</b>	<b>23.0</b>	<b>6.4</b>				

## 6) Fact Sheets

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

Adj. EBIT <sup>1</sup> (mn €)	2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	215.2					215.7				
Powertrain	98.8					72.6				
Interior	191.3					168.0				
Tires	455.6					533.0				
ContiTech	82.8					133.5				
Other / Consolidation	-33.5					-27.8				
<b>Continental Corporation</b>	<b>1,010.2</b>					<b>1,095.0</b>				

Adj. EBIT <sup>1</sup> margin in %	2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	10.1					9.8				
Powertrain	5.4					4.0				
Interior	9.7					8.5				
Tires	18.8					21.3				
ContiTech	6.5					10.5				
<b>Continental Corporation</b>	<b>10.6</b>					<b>11.3</b>				

Changes Y-o-Y in %	2016				
	Q1	Q2	Q3	Q4	Year
Chassis & Safety	0.2				
Powertrain	-26.5				
Interior	-12.2				
Tires	17.0				
ContiTech	61.2				
<b>Continental Corporation</b>	<b>8.4</b>				

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

## 6) Fact Sheets

### Consolidated Statement of Income

(mn €)	2016 1 - 3	2015 1 - 3	2014 1 - 3
<b>Sales</b>	<b>9,850.7</b>	<b>9,568.9</b>	<b>8,390.1</b>
Cost of sales	-7,249.6	-7,146.1	-6,294.4
<b>Gross margin on sales</b>	<b>2,601.1</b>	<b>2,422.8</b>	<b>2,095.7</b>
Research and development expenses	-716.1	-643.0	-544.1
Selling and logistics expenses	-548.0	-520.9	-430.9
Administrative expenses	-243.7	-214.5	-178.9
Other expenses and income	-69.0	-77.7	-47.0
Income from at-equity accounted investees	16.4	11.2	8.4
Other income from investments	-	0.0	0.0
<b>Earnings before interest and taxes</b>	<b>1,040.7</b>	<b>977.9</b>	<b>903.2</b>
Interest income	24.8	27.8	26.6
Interest expense	-58.6	-83.5	-106.6
<b>Net interest result</b>	<b>-33.8</b>	<b>-55.7</b>	<b>-80.0</b>
<b>Earnings before tax</b>	<b>1,006.9</b>	<b>922.2</b>	<b>823.2</b>
Income tax expense	-255.8	-244.4	-215.6
<b>Net income</b>	<b>751.1</b>	<b>677.8</b>	<b>607.6</b>
Non-controlling interests	-17.2	-21.1	-19.3
<b>Net income attributable to the shareholders of the parent</b>	<b>733.9</b>	<b>656.7</b>	<b>588.3</b>
Basic earnings per share (in €)	3.67	3.28	2.94
Diluted earnings per share (in €)	3.67	3.28	2.94

## 6) Fact Sheets

# Consolidated Statement of Financial Position – Assets

in €millions	March 31, 2016	Dec. 31, 2015	March 31, 2015
Goodwill	6,600.9	6,640.6	6,198.8
Other intangible assets	1,298.7	1,336.4	1,194.1
Property, plant and equipment	9,434.9	9,538.9	9,351.5
Investment property	15.8	16.0	17.6
Investments in at-equity accounted investees	354.6	345.8	299.4
Other investments	39.7	14.1	12.5
Deferred tax assets	1,815.0	1,669.7	1,894.2
Defined benefit assets	16.7	18.9	3.1
Long-term derivative instruments and interest-bearing investments	31.5	17.1	289.4
Long-term other financial assets	49.4	47.6	37.3
Long-term other assets	22.8	21.5	21.9
<b>Non-current assets</b>	<b>19,680.0</b>	<b>19,666.6</b>	<b>19,319.8</b>
Inventories	3,523.0	3,360.1	3,607.1
Trade accounts receivable	7,185.1	6,722.9	7,396.7
Short-term other financial assets	465.0	434.7	423.9
Short-term other assets	837.5	803.9	873.7
Income tax receivables	141.8	149.7	131.0
Short-term derivative instruments and interest-bearing investments	69.4	64.3	166.0
Cash and cash equivalents	1,693.8	1,621.5	2,372.3
Assets held for sale	10.3	12.0	53.7
<b>Current assets</b>	<b>13,925.9</b>	<b>13,169.1</b>	<b>15,024.4</b>
<b>Total assets</b>	<b>33,605.9</b>	<b>32,835.7</b>	<b>34,344.2</b>

## 6) Fact Sheets

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

in €millions	March 31, 2016	Dec. 31, 2015	March 31, 2015
Subscribed capital	512.0	512.0	512.0
Capital reserves	4,155.6	4,155.6	4,155.6
Retained earnings	10,215.8	9,481.8	8,061.0
Other comprehensive income	-1,940.2	-1,363.1	-990.3
<b>Equity attributable to the shareholders of the parent</b>	<b>12,943.2</b>	<b>12,786.3</b>	<b>11,738.3</b>
Non-controlling interests	418.7	427.6	483.5
<b>Total equity</b>	<b>13,361.9</b>	<b>13,213.9</b>	<b>12,221.8</b>
Long-term employee benefits	4,306.4	3,696.5	4,232.3
Deferred tax liabilities	367.6	361.2	256.9
Long-term provisions for other risks and obligations	179.0	171.8	200.6
Long-term indebtedness	2,418.8	3,175.0	4,273.0
Long-term other financial liabilities	45.7	94.9	71.0
Long-term other liabilities	20.7	21.6	14.2
<b>Non-current liabilities</b>	<b>7,338.2</b>	<b>7,521.0</b>	<b>9,048.0</b>
Short-term employee benefits	1,484.2	1,269.4	1,389.2
Trade accounts payable	5,707.3	5,493.8	5,775.2
Income tax payables	736.9	719.8	707.9
Short-term provisions for other risks and obligations	793.4	845.5	827.2
Short-term indebtedness	2,459.2	2,069.8	2,653.4
Short-term other financial liabilities	1,017.5	1,066.4	963.9
Short-term other liabilities	706.8	634.1	737.7
Liabilities held for sale	0.5	2.0	19.9
<b>Current liabilities</b>	<b>12,905.8</b>	<b>12,100.8</b>	<b>13,074.4</b>
<b>Total equity and liabilities</b>	<b>33,605.9</b>	<b>32,835.7</b>	<b>34,344.2</b>

# 6) Fact Sheets

## Consolidated Statement of Cash Flows

	January 1 to March 31	
	2016	2015 <sup>1</sup>
<b>in €millions</b>		
<b>Net income</b>	<b>751.1</b>	<b>677.8</b>
Income tax expense	255.8	244.4
<b>Net interest result</b>	<b>33.8</b>	<b>55.7</b>
<b>EBIT</b>	<b>1,040.7</b>	<b>977.9</b>
Interest paid	-46.4	-71.7
Interest received	5.4	8.7
Income tax paid	-217.4	-269.4
Dividends received	15.0	17.2
Depreciation, amortization, impairment and reversal of impairment losses	464.8	425.3
Income from at-equity accounted and other investments, incl. impairment and reversal of impairment losses	-16.4	-11.2
Gains/losses from the disposal of assets, companies and business operations	-1.3	-6.1
Changes in		
inventories	-199.5	-180.9
trade accounts receivable	-575.3	-855.1
trade accounts payable	281.3	504.5
employee benefits and other provisions	241.2	275.1
other assets and liabilities	-21.3	-130.7
<b>Cash flow arising from operating activities</b>	<b>970.8</b>	<b>683.6</b>
Cash flow from the disposal of property, plant and equipment, and intangible assets	4.2	10.2
Capital expenditure on property, plant and equipment, and software	-397.8	-356.8
Capital expenditure on intangible assets from development projects and miscellaneous	-10.5	-17.2
Cash flow from the disposal of companies and business operations	—	-1.7
Acquisition of companies and business operations	-77.7	-589.4
<b>Cash flow arising from investing activities</b>	<b>-481.8</b>	<b>-954.9</b>
<b>Cash flow before financing activities (free cash flow)</b>	<b>489.0</b>	<b>-271.3</b>
Change in indebtedness	-380.0	-768.7
Successive purchases	-2.2	—
Dividends paid to and cash changes from equity transactions with non-controlling interests	-0.7	-1.9
Cash and cash equivalents arising from first consolidation of subsidiaries	0.6	—
<b>Cash flow arising from financing activities</b>	<b>-382.3</b>	<b>-770.6</b>
<b>Change in cash and cash equivalents</b>	<b>106.7</b>	<b>-1,041.9</b>
Cash and cash equivalents at the beginning of the reporting period	1,621.5	3,243.8
Effect of exchange rate changes on cash and cash equivalents	-34.4	170.4
<b>Cash and cash equivalents at the end of the reporting period</b>	<b>1,693.8</b>	<b>2,372.3</b>

## 6) Fact Sheets

### Q1 2016 Results Reported and Adjusted (mn €) – by Division

	Chassis & Safety		Powertrain		Interior		Tires		ContiTech		Cons./Corr.		Corporation	
	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016
<b>Sales</b>	<b>2,136.0</b>	<b>2,201.8</b>	<b>1,826.5</b>	<b>1,813.5</b>	<b>1,975.2</b>	<b>2,023.0</b>	<b>2,419.8</b>	<b>2,512.7</b>	<b>1,268.3</b>	<b>1,359.1</b>	<b>-56.9</b>	<b>-59.4</b>	<b>9,568.9</b>	<b>9,850.7</b>
	<b>Chassis &amp; Safety</b>	<b>Powertrain</b>	<b>Interior</b>		<b>Tires</b>		<b>ContiTech</b>		<b>Cons./Corr.</b>		<b>Corporation</b>			
<b>EBIT</b> in % of sales	<b>214.9</b> 10.1%	<b>213.2</b> 9.7%	<b>96.7</b> 5.3%	<b>66.5</b> 3.7%	<b>190.9</b> 9.7%	<b>160.1</b> 7.9%	<b>454.0</b> 18.8%	<b>530.0</b> 21.1%	<b>54.9</b> 4.3%	<b>98.7</b> 7.3%	<b>-33.5</b>	<b>-27.8</b>	<b>977.9</b> 10.2%	<b>1,040.7</b> 10.6%
<b>Amortization of intangible assets from PPA</b>	<b>0.3</b>	<b>0.1</b>	<b>2.1</b>	<b>2.1</b>	<b>0.4</b>	<b>9.0</b>	<b>1.7</b>	<b>1.9</b>	<b>27.6</b>	<b>20.9</b>	<b>0.0</b>	<b>0.0</b>	<b>32.1</b>	<b>34.0</b>
<b>Total special effects</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>3.5</b>	<b>0.0</b>	<b>0.0</b>	<b>-0.1</b>	<b>0.0</b>	<b>0.3</b>	<b>11.4</b>	<b>0.0</b>	<b>0.0</b>	<b>0.2</b>	<b>14.9</b>
<b>Total consolidation effects</b>	<b>0.0</b>	<b>2.4</b>	<b>0.0</b>	<b>0.5</b>	<b>0.0</b>	<b>-1.1</b>	<b>0.0</b>	<b>1.1</b>	<b>0.0</b>	<b>2.5</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>5.4</b>
<b>Total consolidation &amp; special effects</b>	<b>0.0</b>	<b>2.4</b>	<b>0.0</b>	<b>4.0</b>	<b>0.0</b>	<b>-1.1</b>	<b>-0.1</b>	<b>1.1</b>	<b>0.3</b>	<b>13.9</b>	<b>0.0</b>	<b>0.0</b>	<b>0.2</b>	<b>20.3</b>
<b>Adjusted operating result (adj. EBIT)<sup>1</sup></b> in % of adjusted sales	<b>215.2</b> 10.1%	<b>215.7</b> 9.8%	<b>98.8</b> 5.4%	<b>72.6</b> 4.0%	<b>191.3</b> 9.7%	<b>168.0</b> 8.5%	<b>455.6</b> 18.8%	<b>533.0</b> 21.3%	<b>82.8</b> 6.5%	<b>133.5</b> 10.5%	<b>-33.5</b>	<b>-27.8</b>	<b>1,010.2</b> 10.6%	<b>1,095.0</b> 11.3%

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

## 6) Fact Sheets

### Q1 2016 Results Reported and Adjusted (mn €) – by Group

	<u>Automotive</u>		<u>Rubber</u>		<u>Cons./Corr.</u>		<u>Corporation</u>	
	2015	2016	2015	2016	2015	2016	2015	2016
<b>Sales</b>	<b>5,912.1</b>	<b>6,011.0</b>	<b>3,669.3</b>	<b>3,851.7</b>	<b>-12.5</b>	<b>-12.0</b>	<b>9,568.9</b>	<b>9,850.7</b>
<b>EBIT</b> in % of sales	<b>502.5</b> 8.5%	<b>439.8</b> 7.3%	<b>508.9</b> 13.9%	<b>628.7</b> 16.3%	<b>-33.5</b>	<b>-27.8</b>	<b>977.9</b> 10.2%	<b>1,040.7</b> 10.6%
<b>Amortization of intangible assets from PPA</b>	<b>2.8</b>	<b>11.2</b>	<b>29.3</b>	<b>22.8</b>	<b>0.0</b>	<b>0.0</b>	<b>32.1</b>	<b>34.0</b>
<b>Total special effects</b>	<b>0.0</b>	<b>3.5</b>	<b>0.2</b>	<b>11.4</b>	<b>0.0</b>	<b>0.0</b>	<b>0.2</b>	<b>14.9</b>
<b>Total consolidation effects</b>	<b>0.0</b>	<b>1.8</b>	<b>0.0</b>	<b>3.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>5.4</b>
<b>Total consolidation &amp; special effects</b>	<b>0.0</b>	<b>5.3</b>	<b>0.2</b>	<b>15.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.2</b>	<b>20.3</b>
<b>Adjusted operating result (adj. EBIT)<sup>1</sup></b> in % of adjusted sales	<b>505.3</b> 8.5%	<b>456.3</b> 7.6%	<b>538.4</b> 14.7%	<b>666.5</b> 17.8%	<b>-33.5</b>	<b>-27.8</b>	<b>1,010.2</b> 10.6%	<b>1,095.0</b> 11.3%

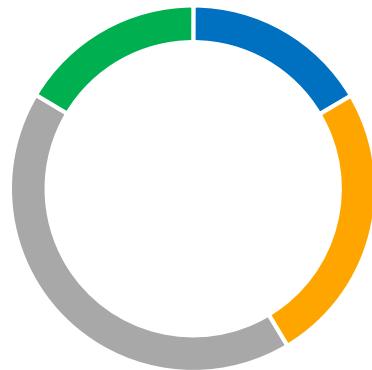
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

## 6) Fact Sheets

### Shareholder Structure

Shareholder Structure  
as at Dec. 31, 2010

M.M.Warburg  
& CO KGaA  
16.48%



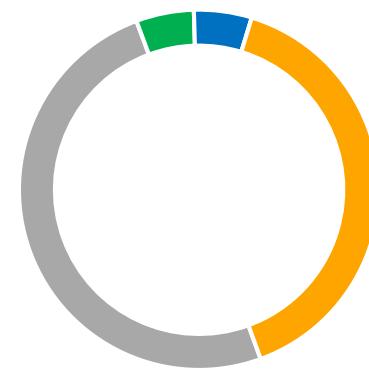
Schaeffler  
Group  
42.17%

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

Free Float  
24.87%

Shareholder Structure  
as at Dec. 31, 2011

M.M.Warburg  
& CO KGaA  
5.19%



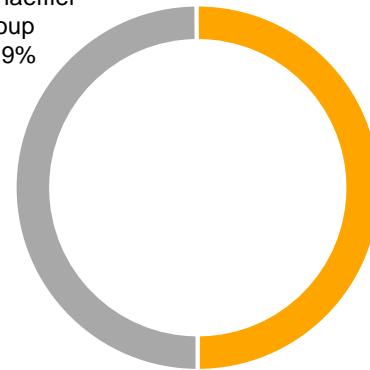
Schaeffler  
Group  
49.90%

B. Metzler  
seel. Sohn Co.  
Holding AG  
5.19%

Free Float  
39.72%

Shareholder Structure  
as at Dec. 31, 2012

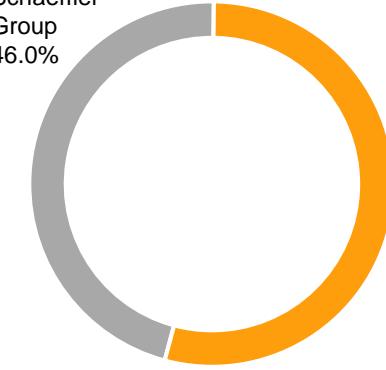
Schaeffler  
Group  
49.9%



Free Float  
50.1%

Shareholder Structure  
since Sept. 17, 2013

Schaeffler  
Group  
46.0%

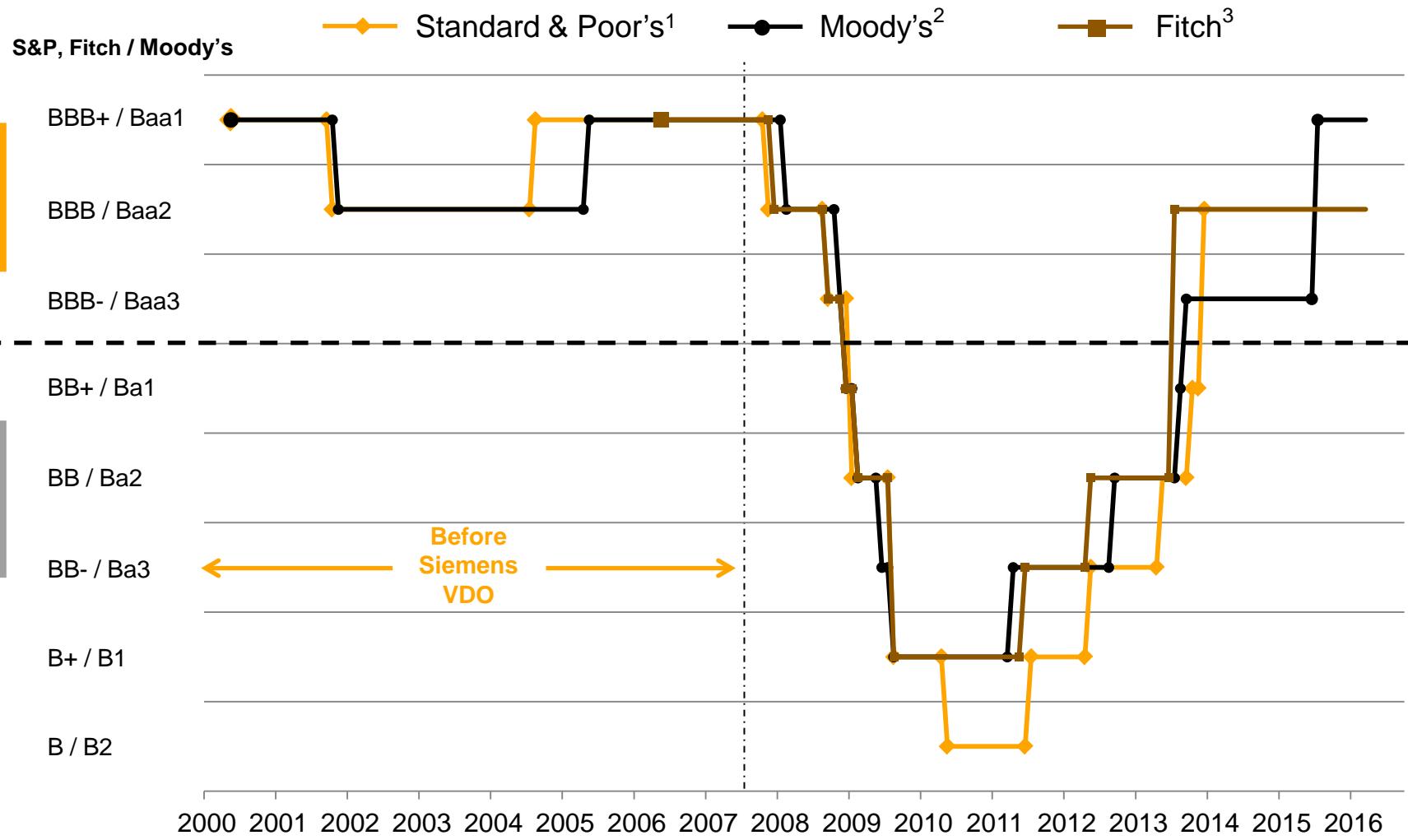


Free Float  
54.0%

Source: Based on publicly available data

## 6) Fact Sheets

### Continental's Credit Rating



# References

## Useful Links

Continental Investor Relations website	<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>
2015 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>