

## H1 2016 Results

Hanover – August 3, 2016

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

Wolfgang Schaefer – CFO

# AGENDA

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# 1) Corporation Highlights

## Most Important KPIs for H1 2016

- › **Sales up by 2% to €20 bn**; organic sales growth at 4%; FX negative at €564 mn
- › **Adj. EBIT<sup>1</sup> up by 7% to €2.4 bn**; adj. EBIT<sup>1</sup> margin at 12.1% (PPA -€69 mn and special effects -€23 mn)
- › **NIAT<sup>2</sup> up by 13% to €1.6 bn**
- › **Free cash flow amounted to €959 mn** including €82 mn cash outflow for acquisitions; **free cash flow before acquisitions amounted to €1,041 mn**
- › **Gearing ratio down to 26%; equity ratio at 39%**
- › Value creation: **trailing ROCE<sup>3</sup> up by 90 bps to 21.2% YOY**

### Other topics:

- › Renesas situation impacted organic sales growth in Automotive negatively by about 1%; revenues will gradually recover in H2 2016
- › Order intake in the Automotive Group up to more than €18 bn
- › S&P rating upgrade to BBB+ outlook stable on May 11, 2016

<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 in H1 2016

### Automotive Group

- › **Chassis & Safety:** Adj. EBIT<sup>1</sup> margin at 9.9% (Q2 16: 10.0%); organic sales up by 6% (Q2 16: 8%); ADAS unit sales up by 45% in H1 2016; solid order intake in VED and ADAS
- › **Powertrain:** Adj. EBIT<sup>1</sup> margin at 5.2% (Q2 16: 6.4%); organic sales up by 2% (Q2 16: 4%); adj. EBIT<sup>1</sup> margin before HEV at 8% in Q2 16
- › **Interior:** Adj. EBIT<sup>1</sup> margin at 8.8% (Q2 16: 9.1%); organic sales increased by 3% (Q2 16: 4%); muted organic sales growth and margin decline explained by several ramp ups and the Renesas situation in Japan
- › **Automotive Group:** Organic sales increased by 4% (Q2 16: 5%), worldwide car production up by 2% (Q2 16: 2%); adj. EBIT<sup>1</sup> margin down by 70 bps to 8.1% (Q2 16: 8.6%); R&D expense up by €158 mn (14%)
- › **Order intake** in the Automotive Group increased to more than €18 bn

### Rubber Group

- › **Tires:** Adj. EBIT<sup>1</sup> margin increased by 180 bps to 22.8% benefitting from lower **raw material** costs totaling €100 mn in H1 2016, solid **price mix** (-2%); **volumes** were up by 8% in H1 2016; **FX** impacted tire sales negatively by 4% in H1 2016
- › **Tire markets:** PC & LT tire replacement demand in Europe was up by 2%; NAFTA was up by 2%
- › **ContiTech:** Adj. EBIT<sup>1</sup> margin increased by 300 bps to 10.8% in H1 2016; organic sales up by 2% in H1 2016
- › **Rubber Group:** Organic sales up by 5% (Q2 16: 4%) and adj. EBIT<sup>1</sup> margin up to 18.8% (Q2 16: 19.8%)

# 1) Corporation Highlights

## Selected Press Clippings Released in H1 2016

### Continental wins Toyota's T&D award for ADAS technology, already installed in 10 Toyota models

A recognition of Continental's development contribution towards Toyota active safety package "Toyota Safety Sense C". It combines innovative safety technologies Pre-Collision System (PCS), Lane Departure Alert (LDA), and Auto High Beams (AHB) to help assist the driver.

[Go to press release](#)

Multi Function Mono Camera with Lidar



### VW Tiguan runs AEB on Continental radar sensor only

Thanks to its wide field of view it not only detects other vehicles, but even pedestrians for the first time. Ranging up to 170 meters and even in adverse weather conditions. Automatic braking is initiated if necessary - this sensor is now standard in the new VW Tiguan.

[Go to press release](#)



Long Range Radar Sensor

### MK C1 Brake debuts in the new Alfa Romeo Giulia



MK C1

The innovative electronic brake system integrates the brake actuation, brake booster and control systems (ABS and ESC) into a compact, weight-saving braking module that weighs up to 4 kg less than a conventional system. It also fulfills increased pressure dynamics requirements for new ADAS functions.

[Go to press release](#)

### Driver HMI: gesture-based controls



Control at your fingertips while your hands remain safely on the steering wheel: A quick swipe with the thumb, a light wave with the hand to accept an incoming call, activate the required driving mode, or start your favorite song.

[Go to press release](#)

### Turbochargers: RAAX™ technology to debut in Audi A3

RAAX™ technology results in up to 3 percent greater efficiency in the engine relevant operating range, leading to reduced emissions. In addition the turbo lag is minimized which results in a significant improvement in response.



RAAX™ Turbine Wheel

[Go to press release](#)

### €50mn invest into radial agricultural tire production



Continental is back to the agricultural tire sector as a premium manufacturer. Intending to bring a complete tire portfolio for agricultural tractors and harvesting machines to the market. The range will include radial and cross-ply tires in 150 sizes. SoP is planned for 2017.

[Go to press release](#)

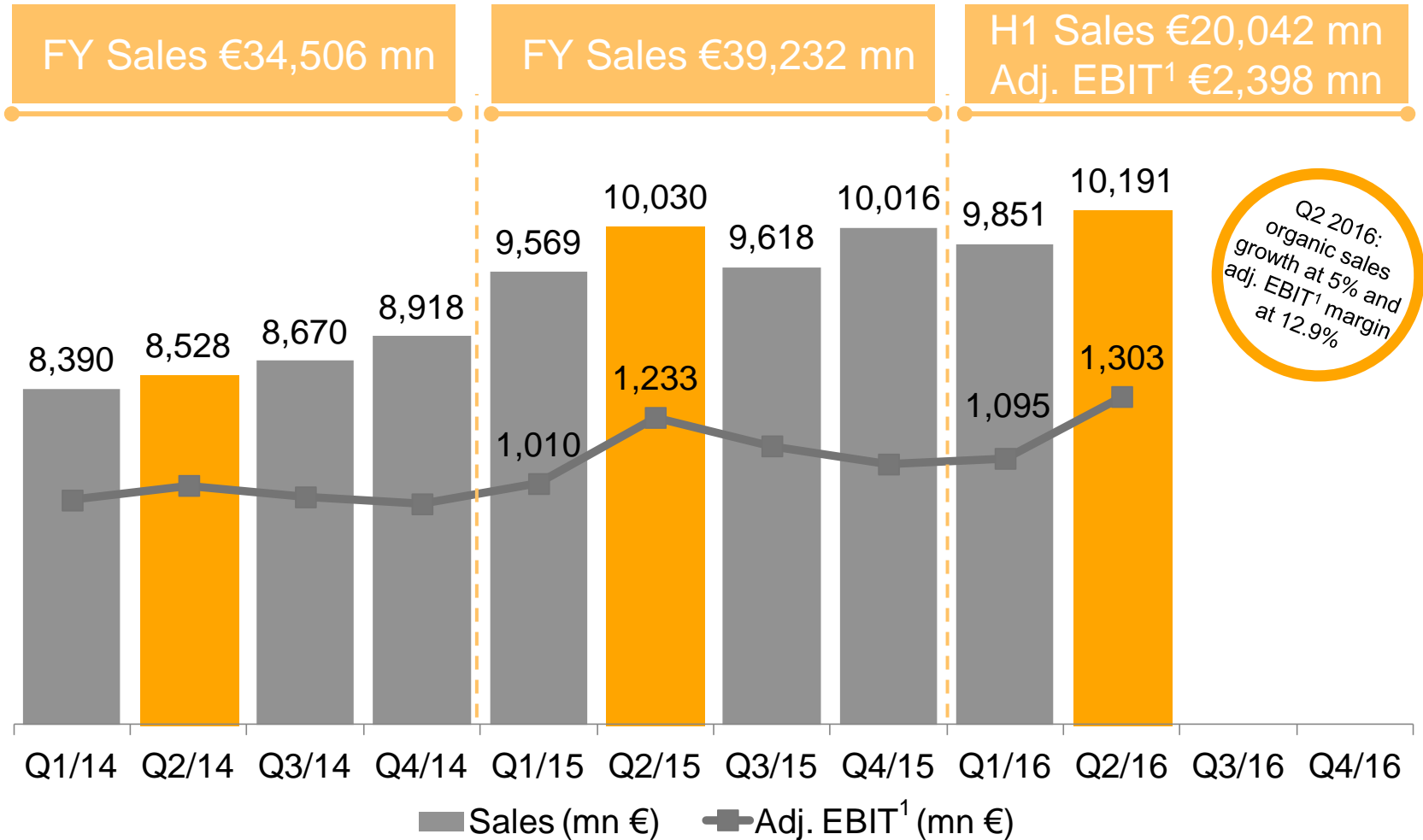
### Continental partners with U.S. Department of Transportation for Smarter Cities Challenge

- › Continental pledges initial investment of at least \$1 million towards the development and deployment of Intelligent Intersection Systems
- › Winner will be the country's first city to fully integrate innovative technologies into their transportation network
- › As part of its commitment, Continental will provide advanced sensing, vehicle-to-vehicle and vehicle-to-infrastructure (V2X) communication technology

[Go to press release](#)

# 1) Corporation Highlights

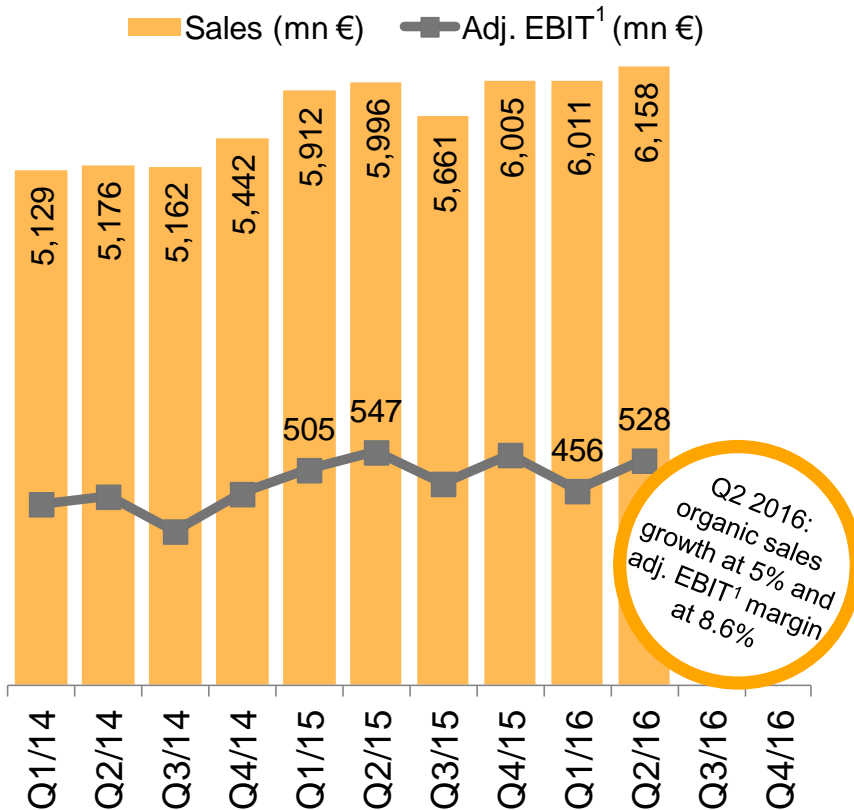
## Sales and Adjusted EBIT<sup>1</sup> by Quarter



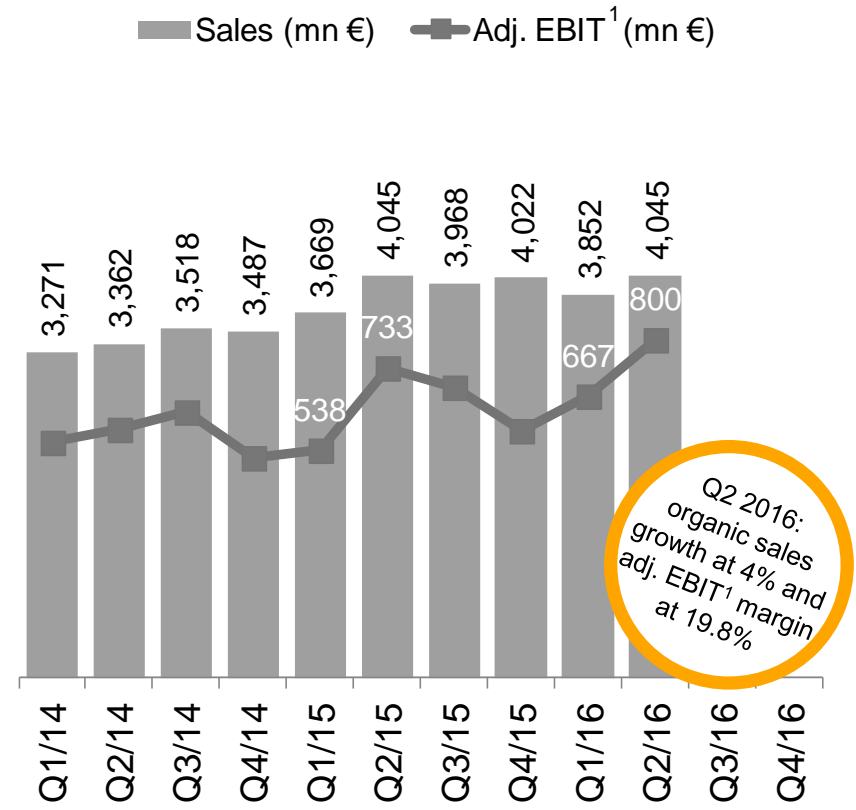
# 1) Corporation Highlights

## Automotive Group and Rubber Group by Quarter

### Automotive Group



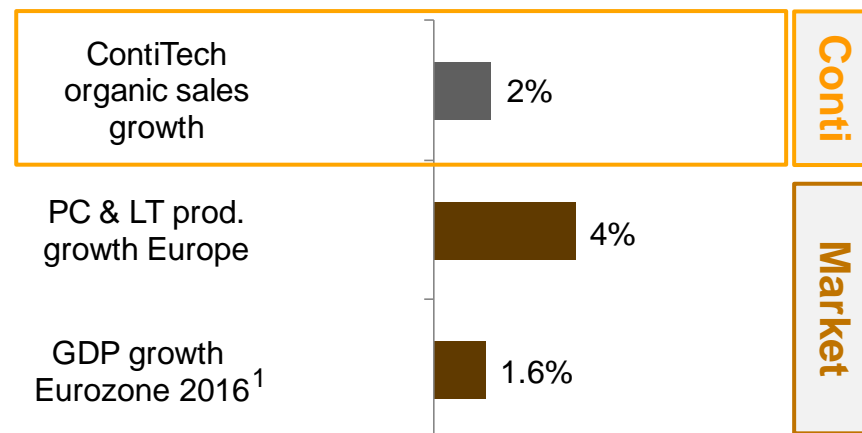
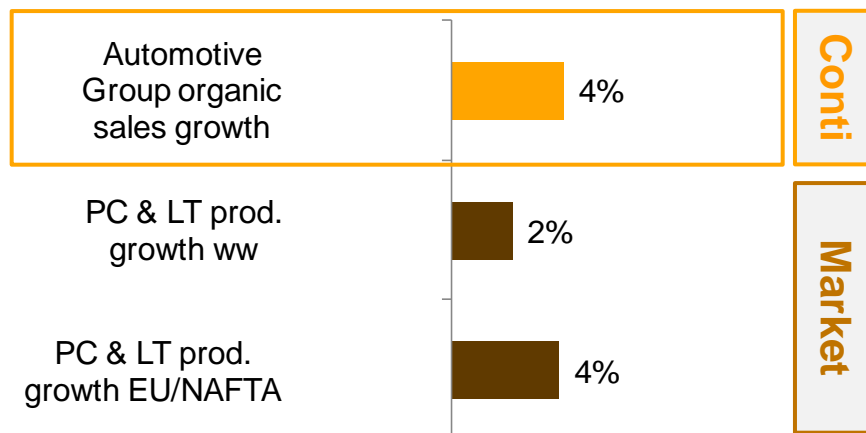
### Rubber Group



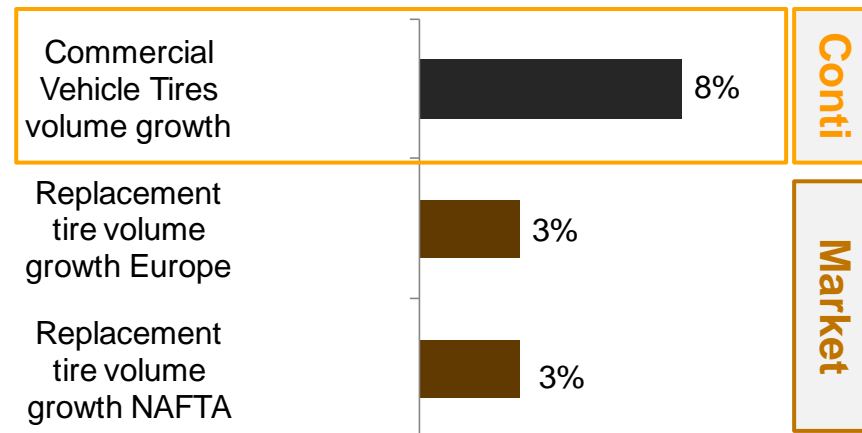
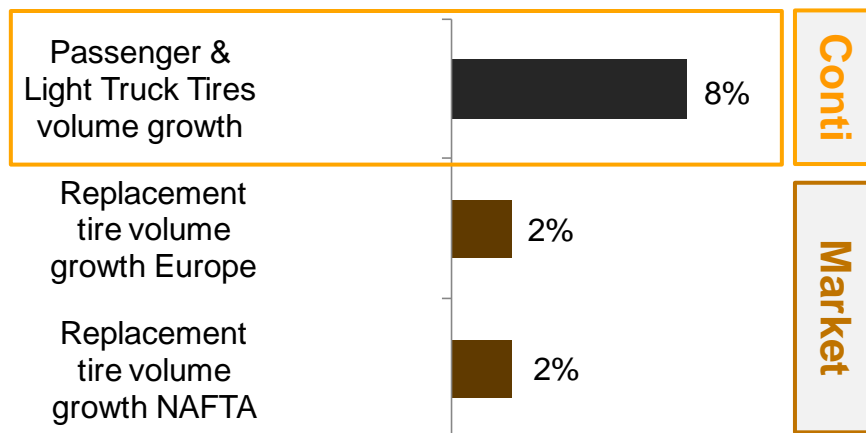
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

# 1) Corporation Highlights

## Growth Profile of the Corporation H1 2016



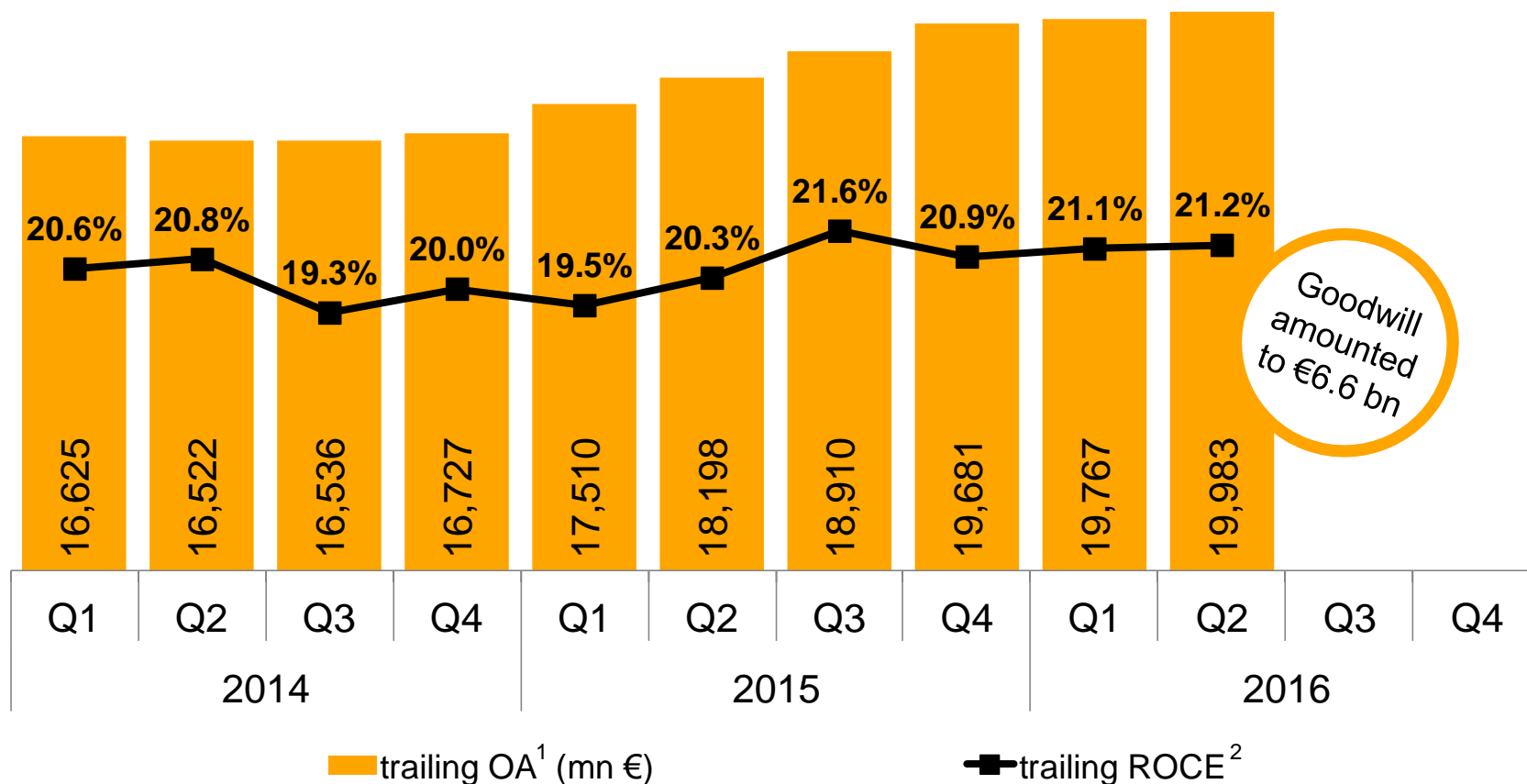
<sup>1</sup> According to IMF (WEO Update July 2016)





# 1) Corporation Highlights

## Sustainable Value Creation



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

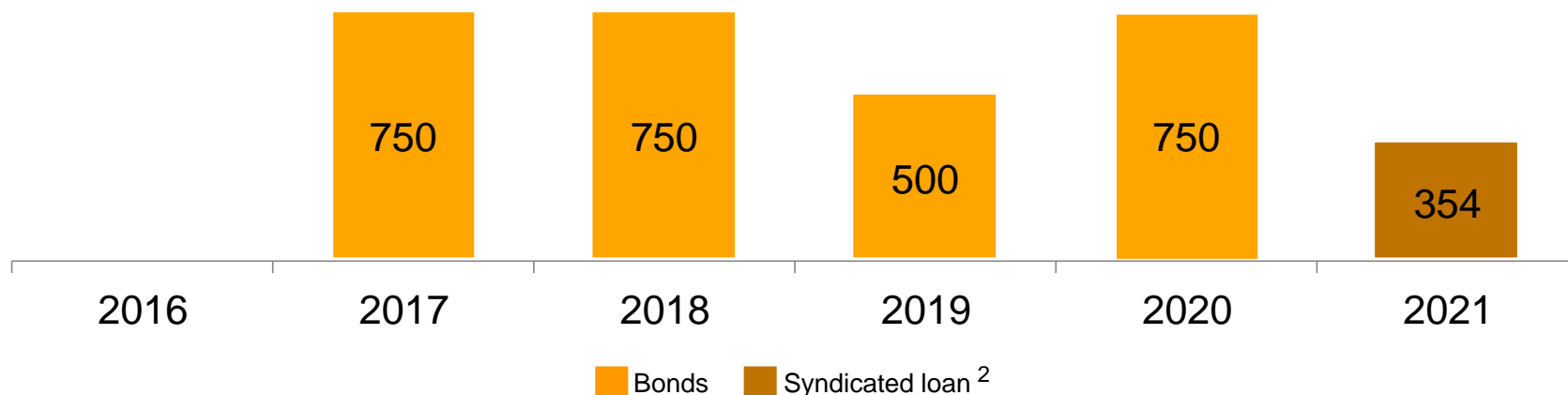
<sup>2</sup> Trailing ROCE is calculated as reported EBIT for the last twelve months divided by trailing operating assets

# 1) Corporation Highlights

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

As at June 30, 2016

(mn €)	FY 15	H1 16
Gross indebtedness	5,245	5,230
Cash	1,622	1,720
<b>Net indebtedness</b>	<b>3,542</b>	<b>3,446</b>
Available credit lines	3,612	3,545
Total liquidity	5,233	5,266



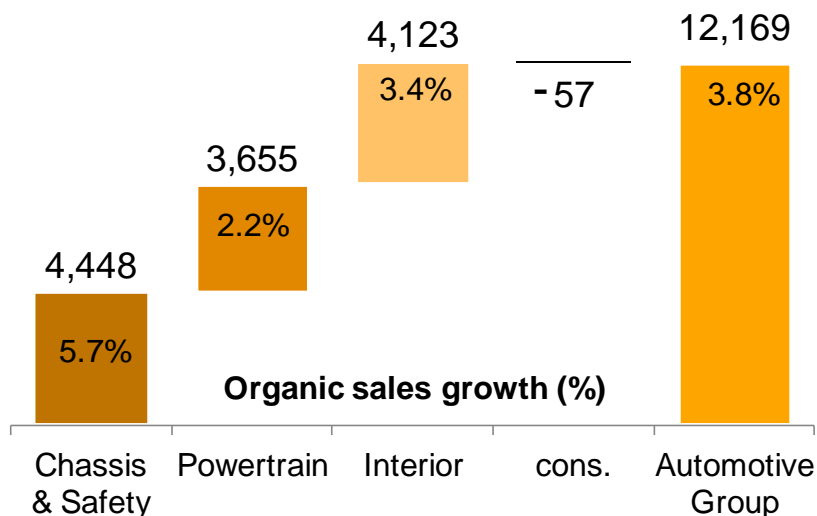
<sup>1</sup> All amounts shown are nominal values

<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 in 2021. It has a total volume of €3,000 mn

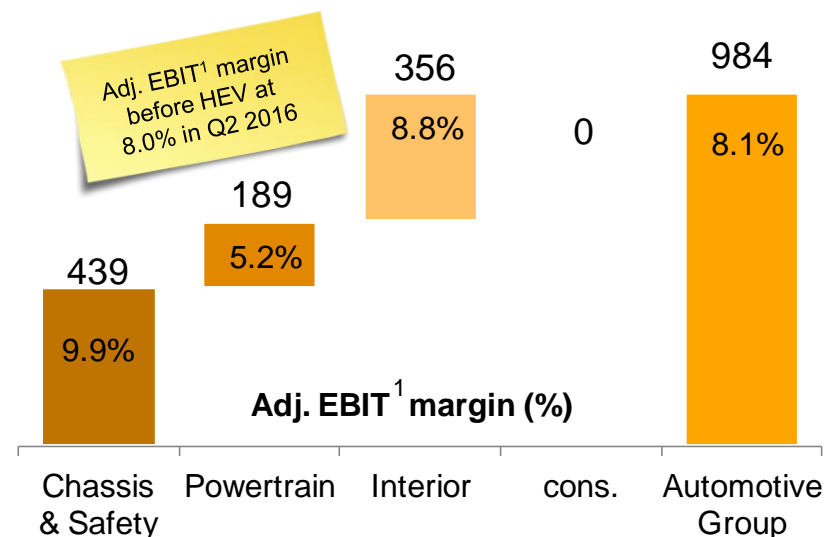
## 2) Automotive Group

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

Automotive Group Sales (mn €) H1 2016



Automotive Group Adj. EBIT<sup>1</sup> (mn €) H1 2016



#### Reported change in sales

- › Chassis & Safety: 4.0%
- › Powertrain: 0.2%
- › Interior: 2.2%
- › Automotive Group: 2.2%

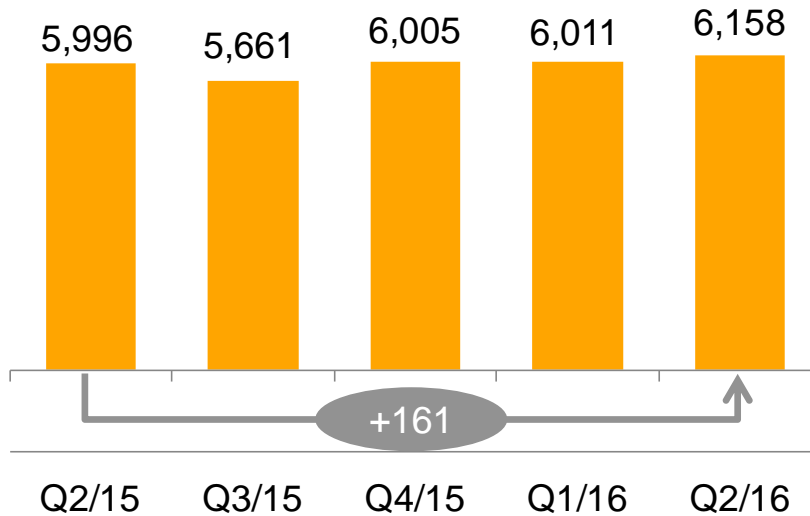
- › Reported EBITDA: €1,465 mn (12.0% of sales)
- › Reported EBIT: €942 mn (7.7% of sales)
- › R&D: €1,259 mn (10.3% of sales)
- › Capex: €497 mn (4.1% of sales)

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

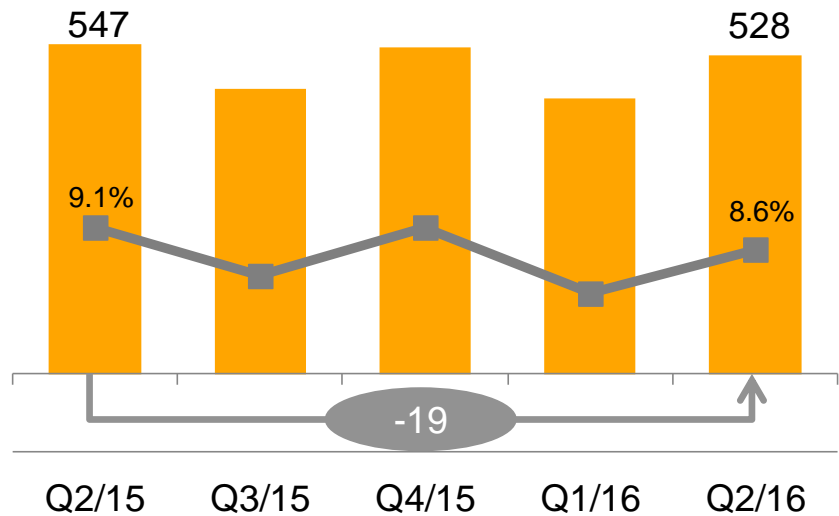
## 2) Automotive Group

### Q2 2016: Adj. EBIT<sup>1</sup> Impacted by High R&D Expenses

Automotive Group Sales (mn €)



Adj. EBIT<sup>1</sup> (mn €) and Adj. EBIT<sup>1</sup> Margin



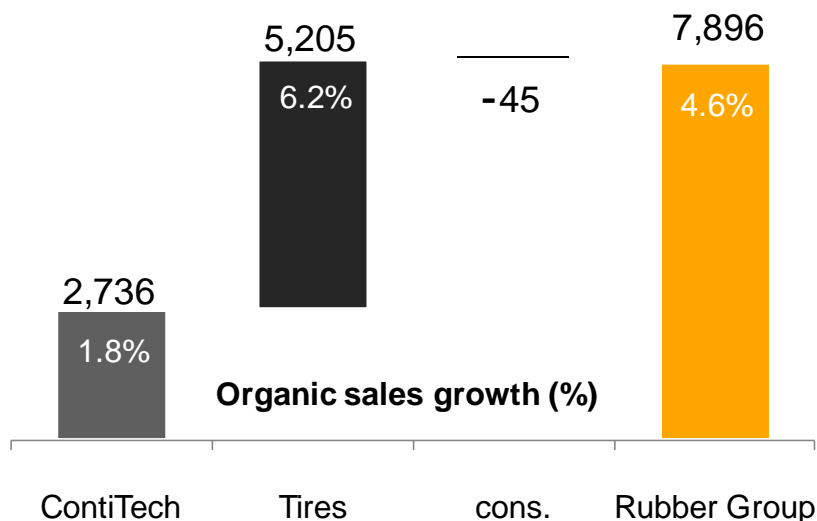
- › Sales increased by €161 mn; organic sales growth in Q2 2016 at 5.1% negatively impacted by the Renesas situation in Japan
- › Adj. EBIT<sup>1</sup> decreased by €19 mn mainly because of high R&D costs for new car programs
- › Adj. EBIT<sup>1</sup> margin at 8.6% (PY: 9.1%)

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

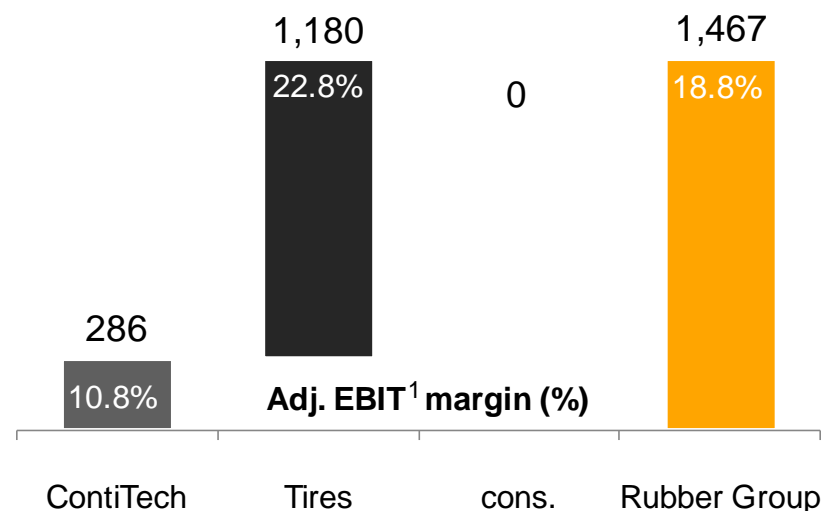
### 3) Rubber Group

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

Rubber Group Sales (mn €) H1 2016



Rubber Group Adj. EBIT<sup>1</sup> (mn €) H1 2016



#### Reported change in sales

- › ContiTech: 1.8%
- › Tires: 2.8%
- › Rubber Group: 2.4%

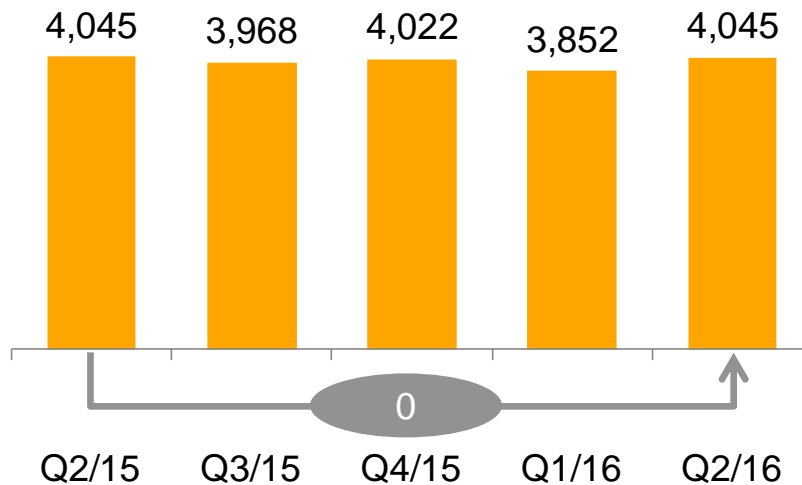
- › Reported EBITDA: €1,805 mn (22.9% of sales)
- › Reported EBIT: €1,401 mn (17.7% of sales)
- › R&D: €184 mn (2.3% of sales)
- › Capex: €422 mn (5.3% of sales)

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

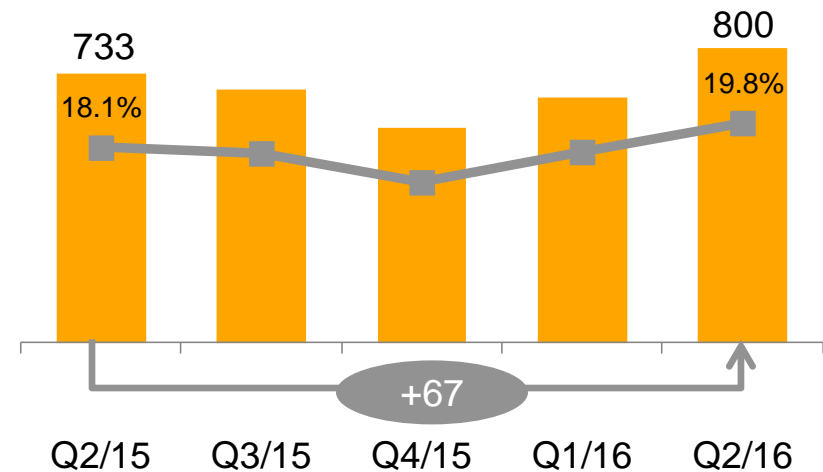
### 3) Rubber Group

#### Q2: Strong Volume Growth in Tires; Stabilization of Industry Business

Rubber Group Sales (mn €)



Adj. EBIT<sup>1</sup> (mn €) and Adj. EBIT<sup>1</sup> Margin



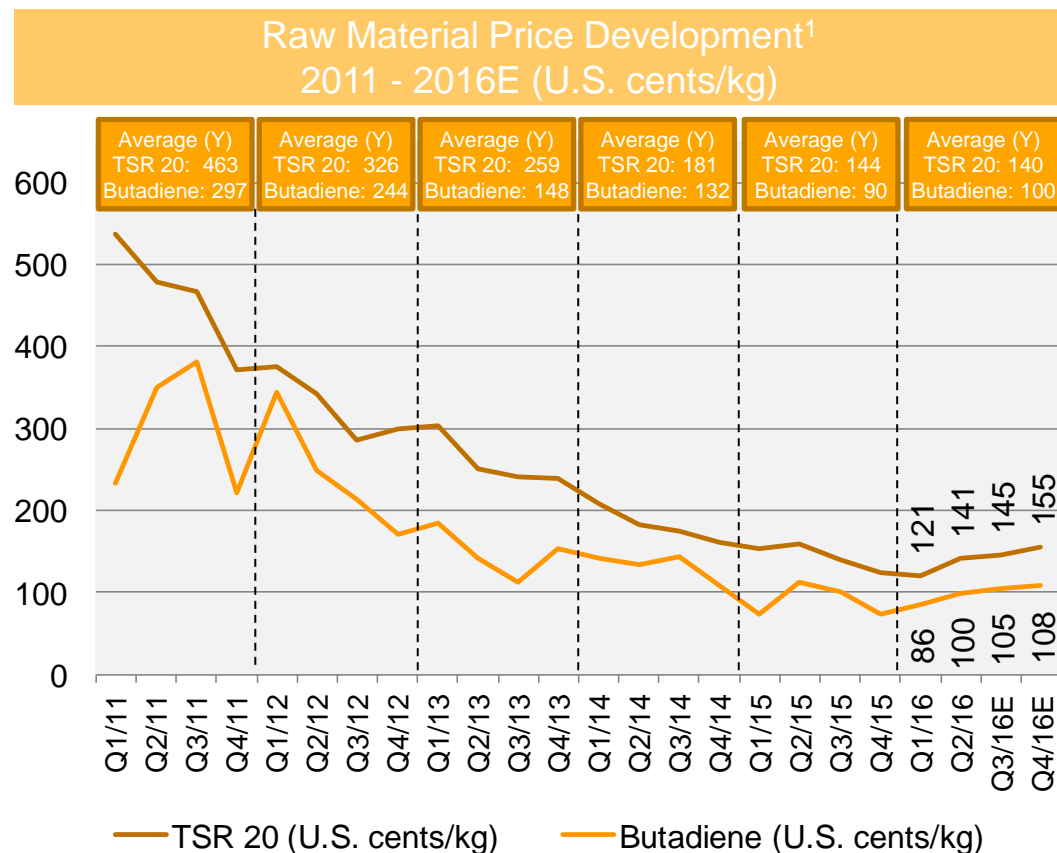
- › Sales remained unchanged; strong volume growth in tires and the stabilization of the industry business in ContiTech were not able to offset negative FX effects; mining business remains subdued
- › Tire volumes increased by 8%; FX had a negative effect of ~4% on tire sales in Q2 2016 while price mix stood at -2%
- › Adj. EBIT<sup>1</sup> increased by €67 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

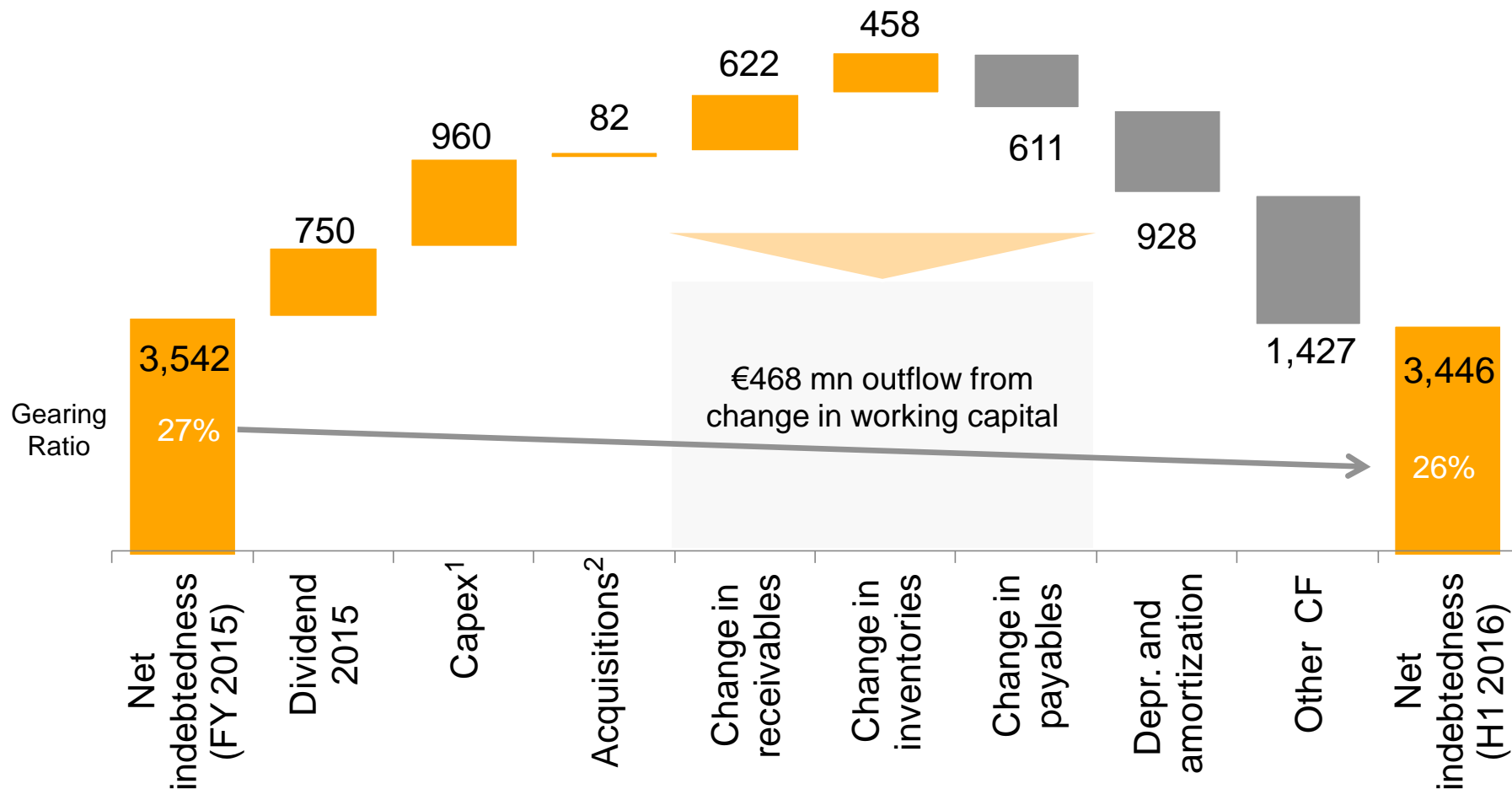
- › Natural rubber price (TSR 20) expected to average U.S. \$1.40 in 2016 (down from prior forecast of U.S. \$1.50)
- › Synthetic rubber price (butadiene feedstock) forecasted to average U.S. \$1.00 in 2016 (up from prior forecast of U.S. \$0.90)
- › Tailwind from lower raw material cost to amount to about €150 mn in 2016 (up €50 mn 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

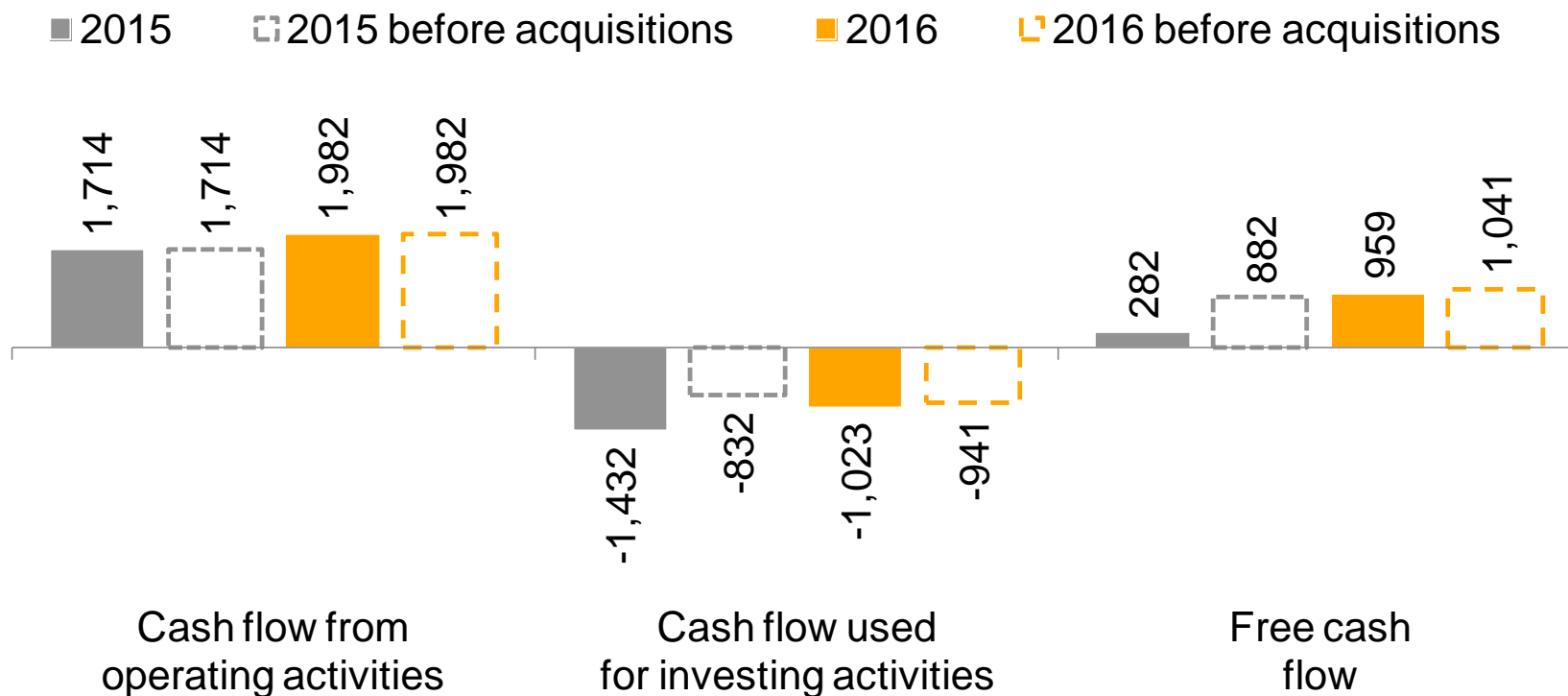
<sup>2</sup> Several smaller acquisitions in the Automotive and Rubber Group



## 4) Indebtedness and Cash Flow

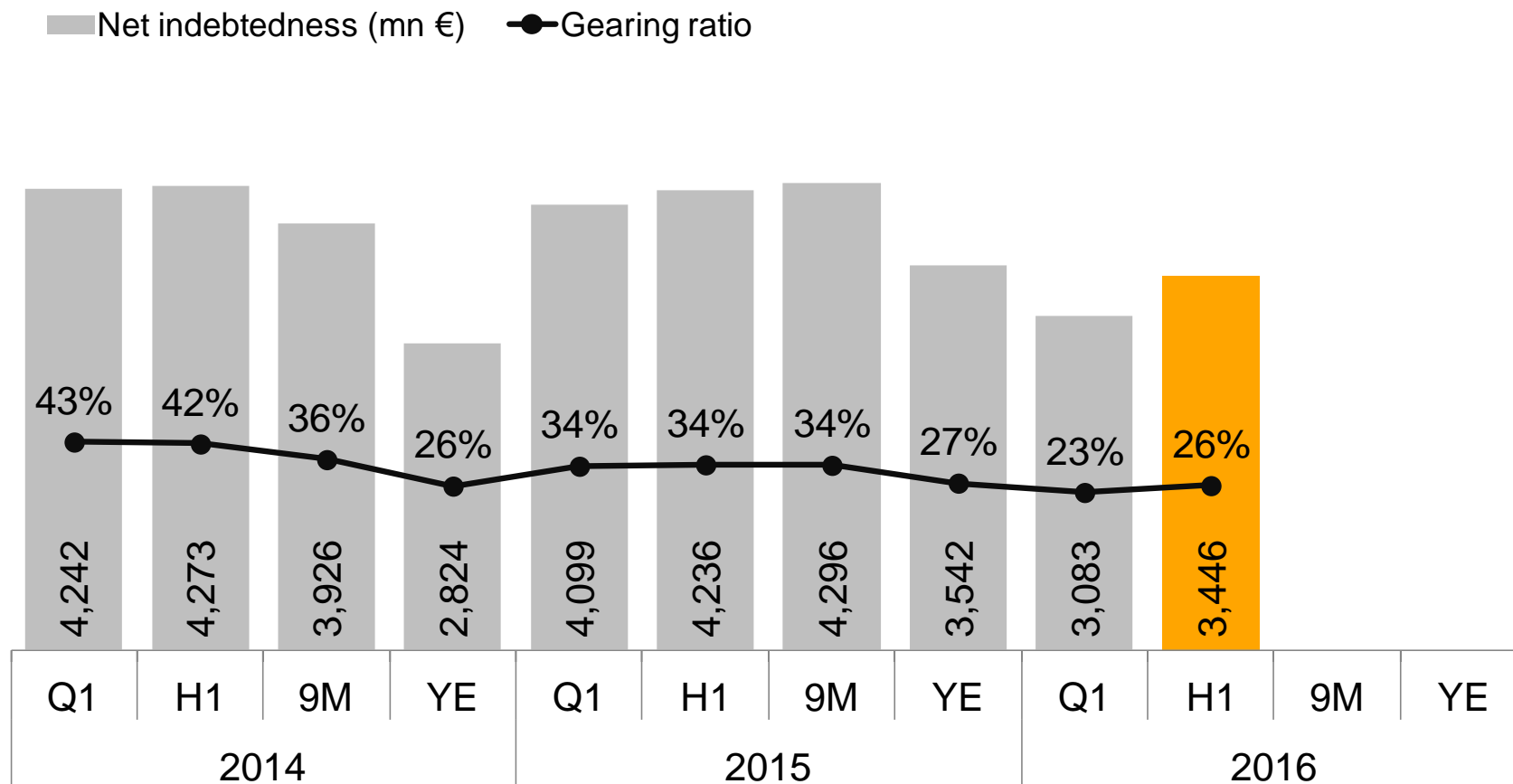
### Cash Flow Overview

Cash Flow H1 2015 and H1 2016 (mn €)



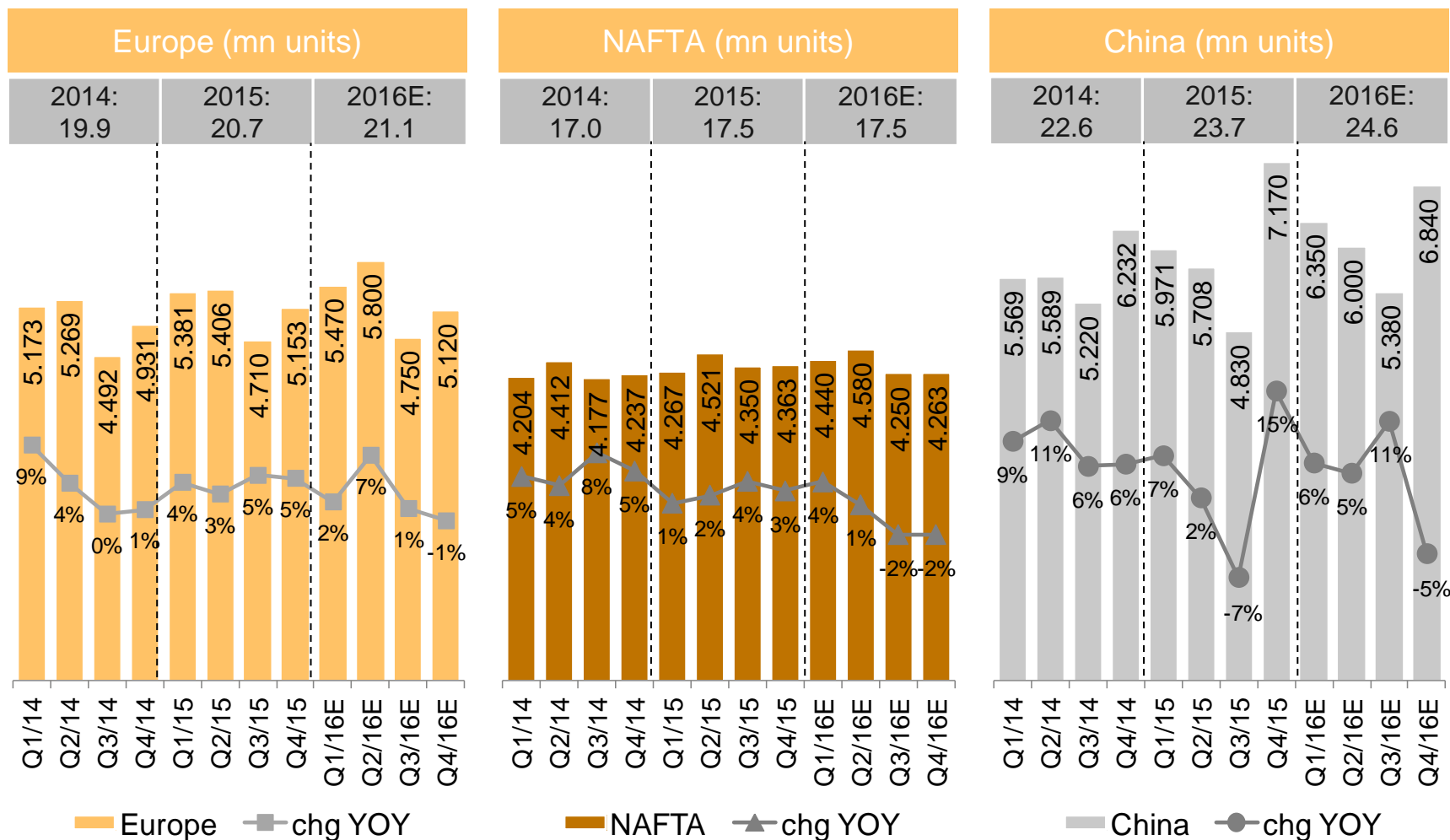
## 4) Indebtedness and Cash Flow

### Net Indebtedness and Gearing Ratio



## 5) Outlook 2016

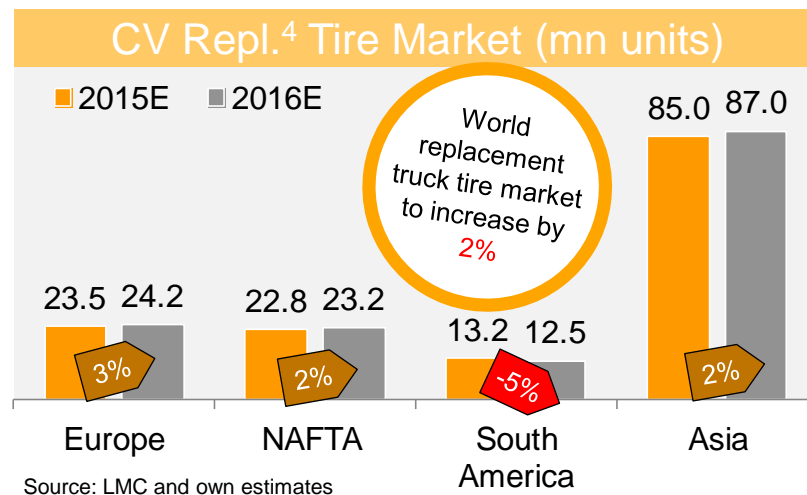
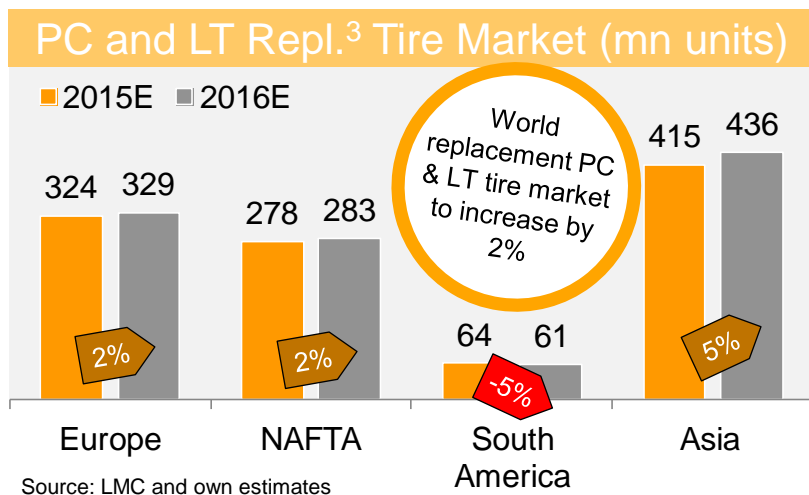
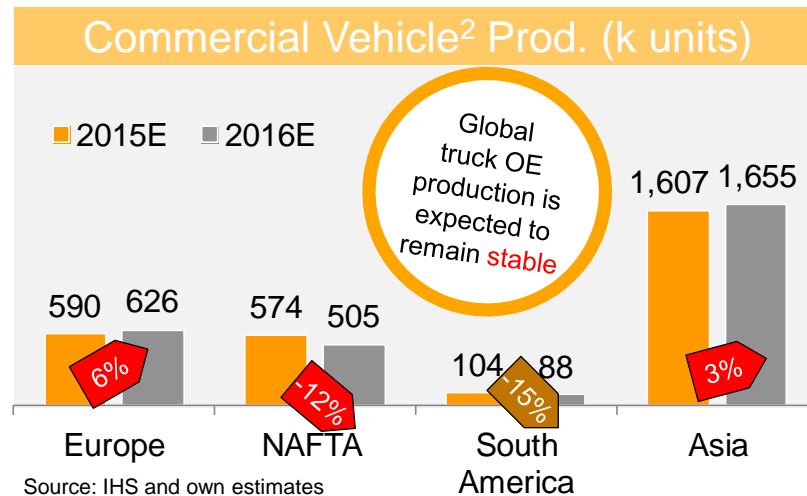
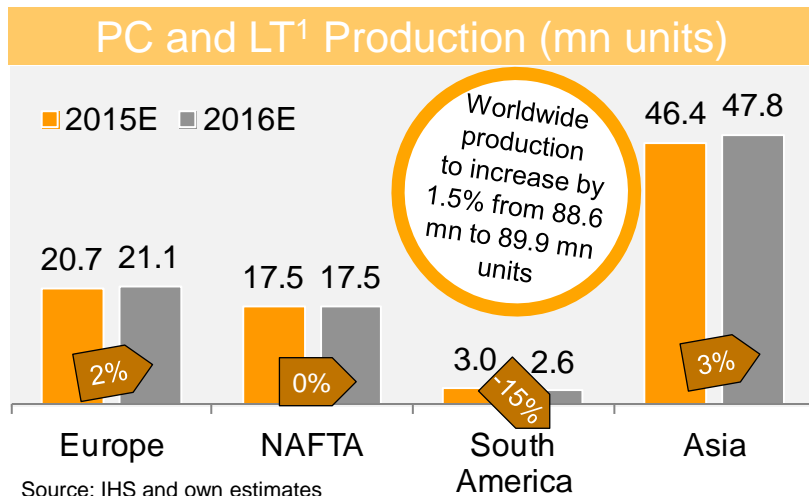
### PC & LT Production by Quarter



## 5) Outlook 2016

### Market Outlook for Major Regions in 2016

Changes in comparison to the Q1 2016 presentation marked in red



## 5) Outlook 2016

### Continental Corporation

Changes in comparison to the Q1 2016 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>&gt;11%</u>
Automotive Group adj. EBIT <sup>1</sup>	€23.6 bn €2.1 bn	~€25 bn <u>&gt;8.5%</u>
Rubber Group adj. EBIT <sup>1</sup>	€15.7 bn €2.5 bn	>€16 bn <u>&gt;17%</u>
Raw material cost impact	Relief of about €250 mn	Raw materials to positively affect Rubber Group results in 2016 by about <u>€150 mn</u>
Special effects	-€116 mn	About -€100 mn
Net interest result Tax rate	-€246 mn 28.2%	<-€250 mn <u>&lt;30%</u>
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 €2 bn

# Thank you!



# Disclaimer

- › This presentation has been prepared by Continental Aktiengesellschaft solely in connection with the release of the H1 2016 results on August 3, 2016, in Hanover. It has not been independently verified. It does not constitute an offer, invitation or recommendation to purchase or subscribe for any shares or other securities issued by Continental AG or any subsidiary and neither shall any part of it form the basis of, or be relied upon in connection with, any contract or commitment concerning the purchase or sale of such shares or other securities whatsoever.
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# Continental

## Financial Calendar

### 2016

Preliminary figures for fiscal 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 fiscal 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

## Share Data / ADR Data

### Share Data

Type of share	No-par value share
Bloomberg Ticker	CON
Reuters Ticker	CONG
German Security Identification Number (WKN)	543 900
ISIN Number	DE0005439004
Shares outstanding as at June 30, 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 May 11, 2016; Moody's since June 30, 2015

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

# Back-up

## 6) Back-up

### Corporation Highlights H1 2016

› Sales	Increase of 2.3% to €20,041.7 mn (PY: €19,598.6 mn); organic sales up 4.1%
› EBITDA	Increase of 6.0% to €3,218.6 mn (PY: €3,036.5 mn)
› EBIT	Increase of 6.0% to €2,290.3 mn (PY: €2,161.2 mn); Adj. EBIT <sup>1</sup> increase to €2,398.0 mn (12.1% adj. EBIT <sup>1</sup> margin); PPA <sup>2</sup> effect -€68.9 mn; total special effects -€22.6 mn
› NIAT <sup>3</sup>	Increase of 13.1% to €1,638.8 mn (PY: €1,448.6 mn)
› EPS <sup>3</sup>	EPS of €8.19 (PY: €7.24) EPS before PPA <sup>2</sup> €8.44 (PY: €7.48 before PPA <sup>2</sup> )
› Capex	Capex increased to €919.9 mn (PY: €815.8 mn); capex ratio 4.6% of sales; capex to depreciation coverage 1.0x (1.1x ex PPA <sup>2</sup> )
› R&D	Expenses for research and development increased by 13.2% to €1,442.9 mn (PY: €1,274.3 mn); R&D ratio 7.2% of sales (PY: 6.5%)
› Cash flow	Operating cash flow up by €268.1 mn to €1,981.9 mn; free cash flow €959.0 mn
› Net debt	Net indebtedness down by €95.7 mn to €3,446.2 mn vs. FY 2015; Liquidity and undrawn credit lines amounted to €5,265.5 mn

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

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

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

## 6) Back-up

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

## 6) Back-up

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

(mn €) <sup>1</sup>	2011	2012	2013	2014	2015	LTM 2016
<b>Statement of Cash Flows</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>6,269</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>6,184</b>
Net cash interest paid	-662	-575	-534	-158	-174	-150
Tax paid	-466	-684	-805	-775	-1,015	-991
Change in net working capital <sup>3</sup>	-556	564	-4	-207	-107	8
Other <sup>4</sup>	-256	-488	-30	175	210	133
<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>5,184</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>-3,063</b>
- thereof capex in PPE and intangibles	-1,813	-2,081	-2,024	-2,110	-2,265	-2,375
<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>2,121</b>
<b>Statement of Financial Position</b>						
Cash and cash equivalents	1,541	2,397	2,045	3,244	1,622	1,720
Derivative instruments and interest-bearing investments	249	536	303	364	81	64
Total indebtedness	8,562	8,253	6,638	6,432	5,245	5,230
<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>3,446</b>
<b>Credit Ratios</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>41.8x</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

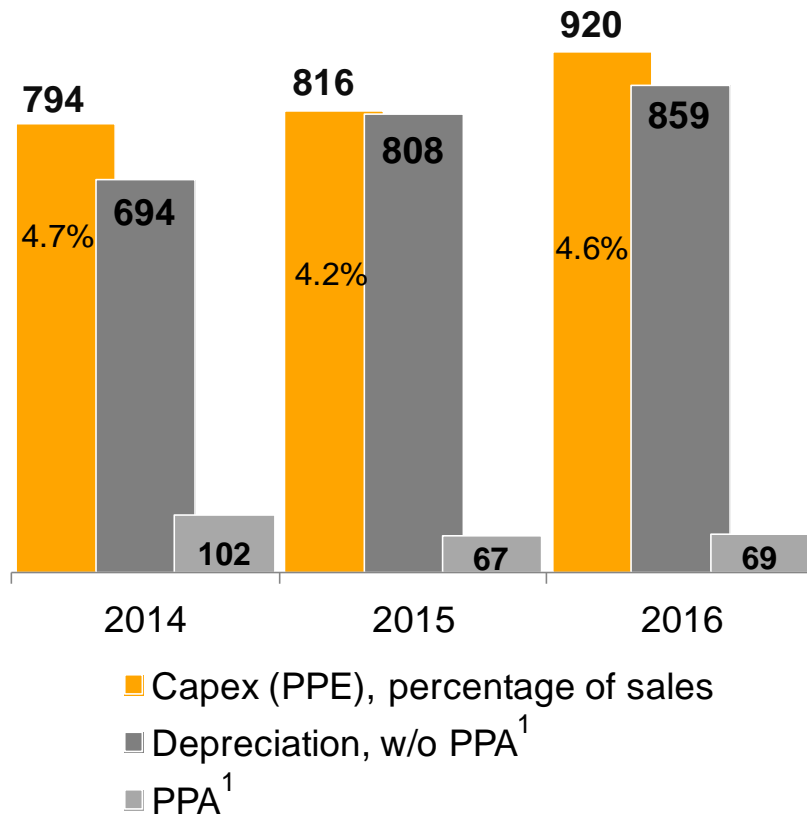
<sup>5</sup> Adjusted EBITDA to net cash interest paid

<sup>6</sup> Since 2012

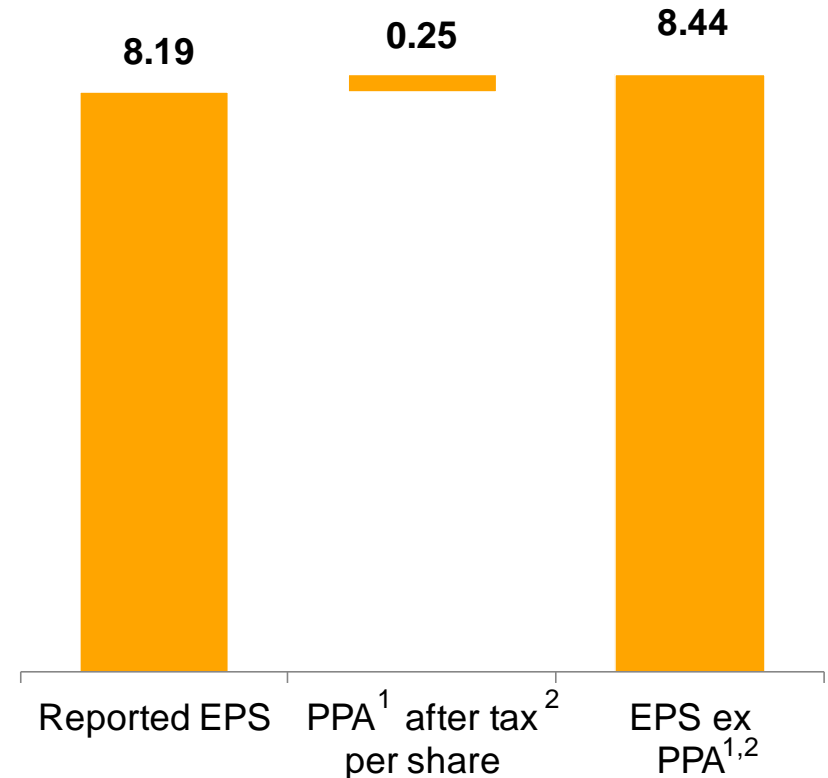
## 6) Back-up

### Capex, Depreciation and EPS Breakdown H1 2016

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



EPS ex PPA<sup>1,2</sup> (€)



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

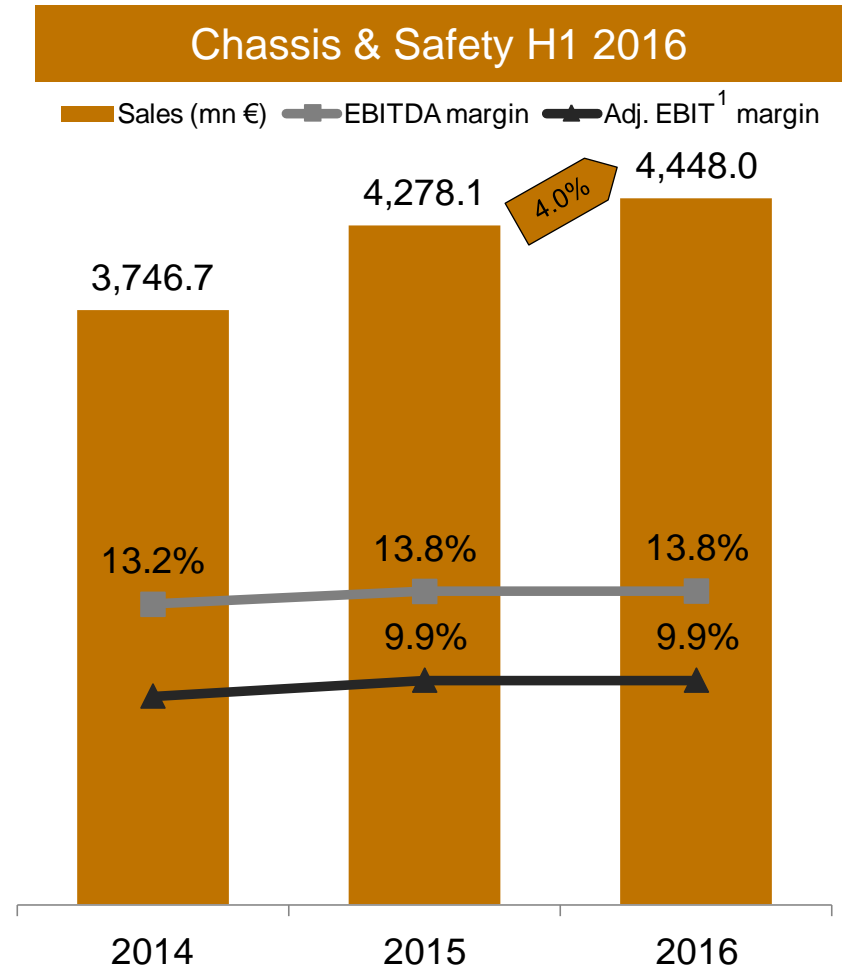
<sup>2</sup> Assuming corporate tax rate of 28%



## 6) Back-up

### Automotive Group Financials – Chassis & Safety

- › Sales increased by 5.7% before consolidation and FX effects
- › EBITDA increased by €24.1 mn to €614.8 mn (+4.1%)
- › Adj. EBIT<sup>1</sup> increased by €14.6 mn to €439.2 mn (adj. EBIT<sup>1</sup> margin 9.9%)
- › EBIT increased by €9.3 mn to €433.5 mn (EBIT margin 9.7%)
- › PPA effect in H1 2016: -€0.2 mn
- › No special effects in H1 2016

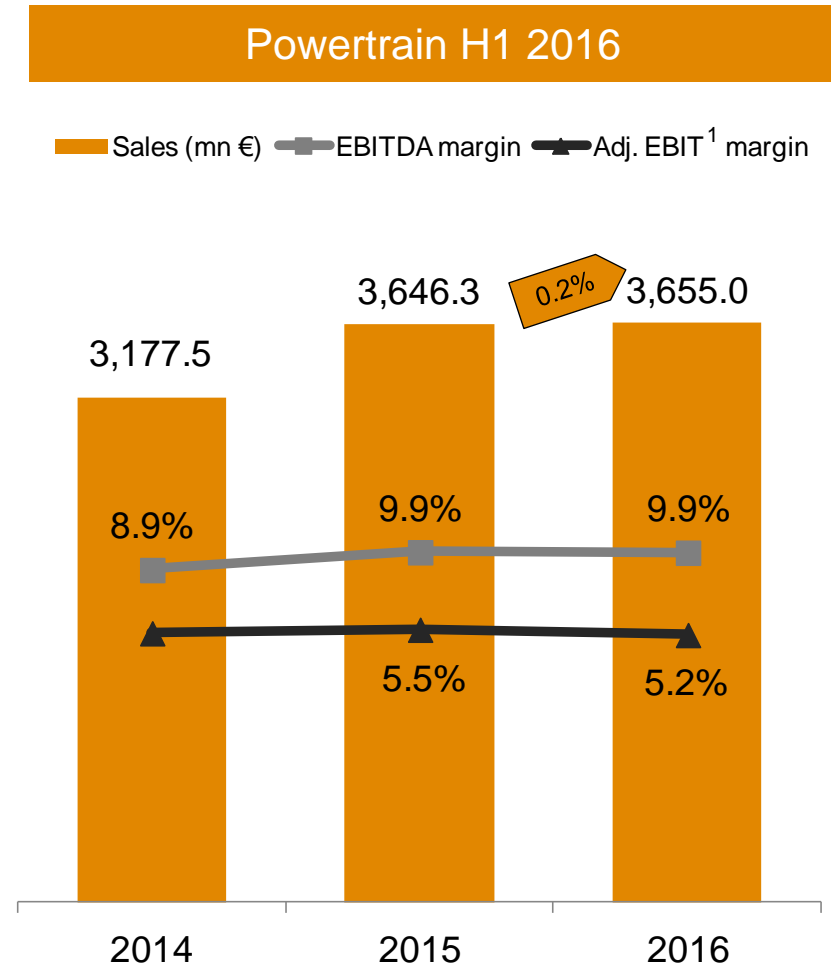


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

## 6) Back-up

### Automotive Group Financials – Powertrain

- › Sales increased by 2.2% before consolidation and FX effects
- › EBITDA decreased by €0.1 mn to €360.6 mn (unchanged)
- › Adj. EBIT<sup>1</sup> decreased by €12.7 mn to €189.1 mn (adj. EBIT<sup>1</sup> margin 5.2%)
- › EBIT decreased by €22.4 mn to €175.3 mn (EBIT margin 4.8%)
- › PPA effect in H1 2016: -€5.5 mn
- › Special effects in H1 2016: -€6.0 mn

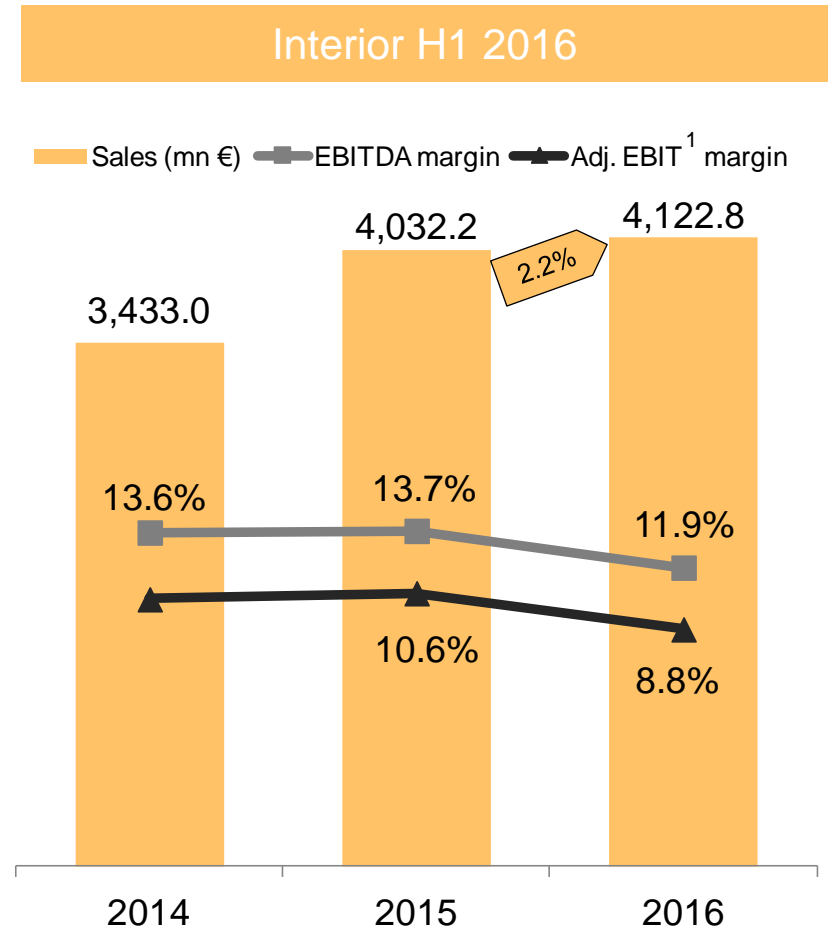


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

## 6) Back-up

### Automotive Group Financials – Interior

- › Sales increased by 3.4% before consolidation and FX effects
- › EBITDA decreased by €63.1 mn to €489.6 mn (-11.4%)
- › Adj. EBIT<sup>1</sup> decreased by €70.3 mn to €355.5 mn (adj. EBIT<sup>1</sup> margin 8.8%)
- › EBIT decreased by €92.0 mn to €333.0 mn (EBIT margin 8.1%)
- › PPA effect in H1 2016: -€18.0 mn
- › Special effects in H1 2016: -€0.1 mn

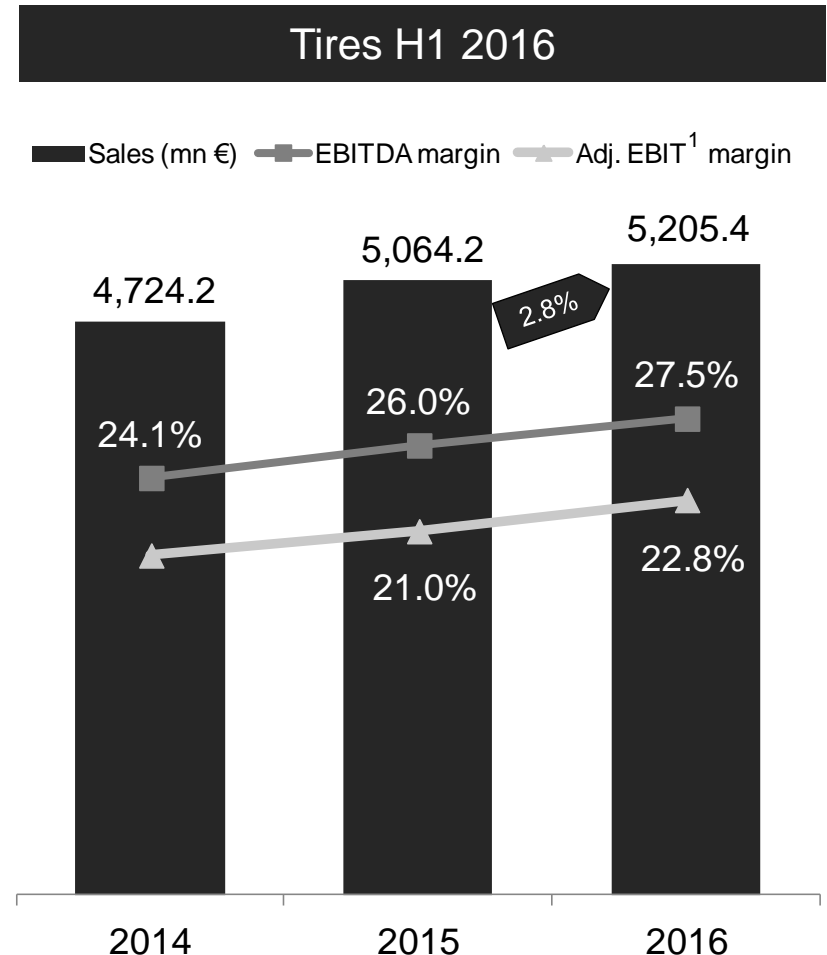


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

## 6) Back-up

### Rubber Group Financials – Tires

- › Sales increased by 6.2% before consolidation and FX effects
- › EBITDA increased by €117.2 mn to €1,431.5 mn (+8.9%)
- › Adj. EBIT<sup>1</sup> increased by €118.1 mn to 1,180.4 mn (adj. EBIT<sup>1</sup> margin 22.8%)
- › EBIT increased by €117.3 mn to €1,175.4 mn (EBIT margin 22.6%)
- › PPA effect in H1 2016: -€3.8 mn
- › No special effects in H1 2016

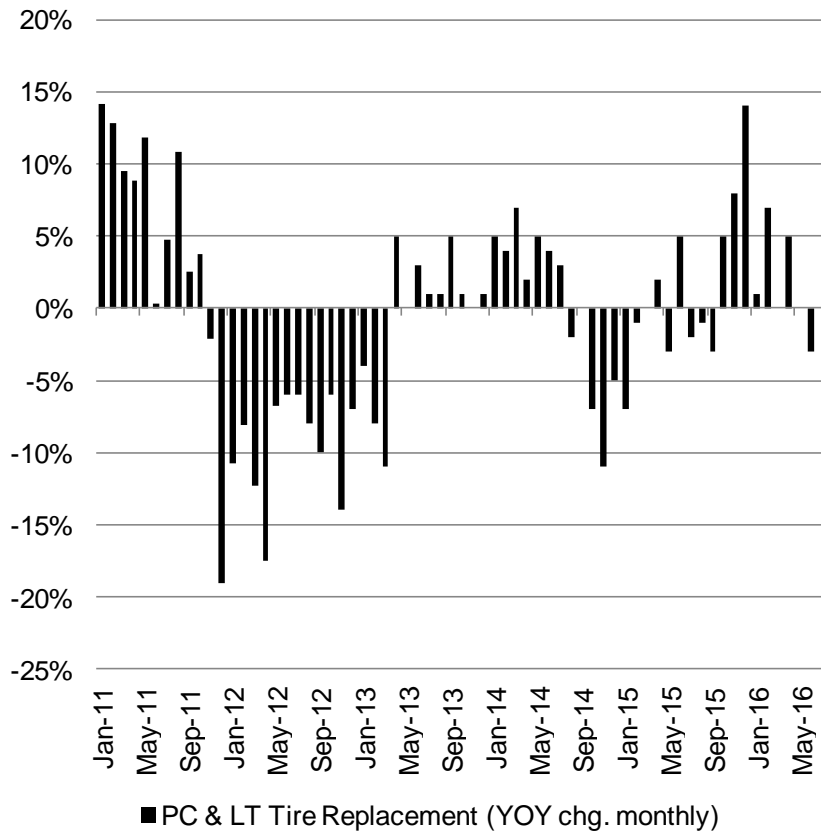


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

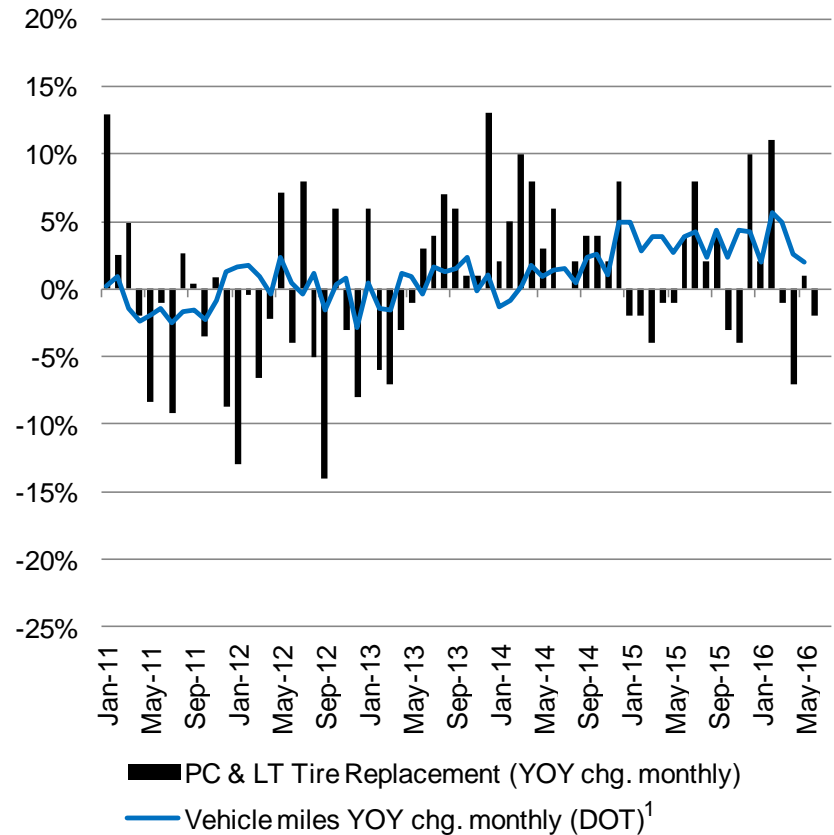
## 6) Back-up

### Tires – Passenger and Light Truck Tire Demand

Replacement Tire Demand  
for PC & LT Europe



Replacement Tire Demand  
for PC & LT NAFTA

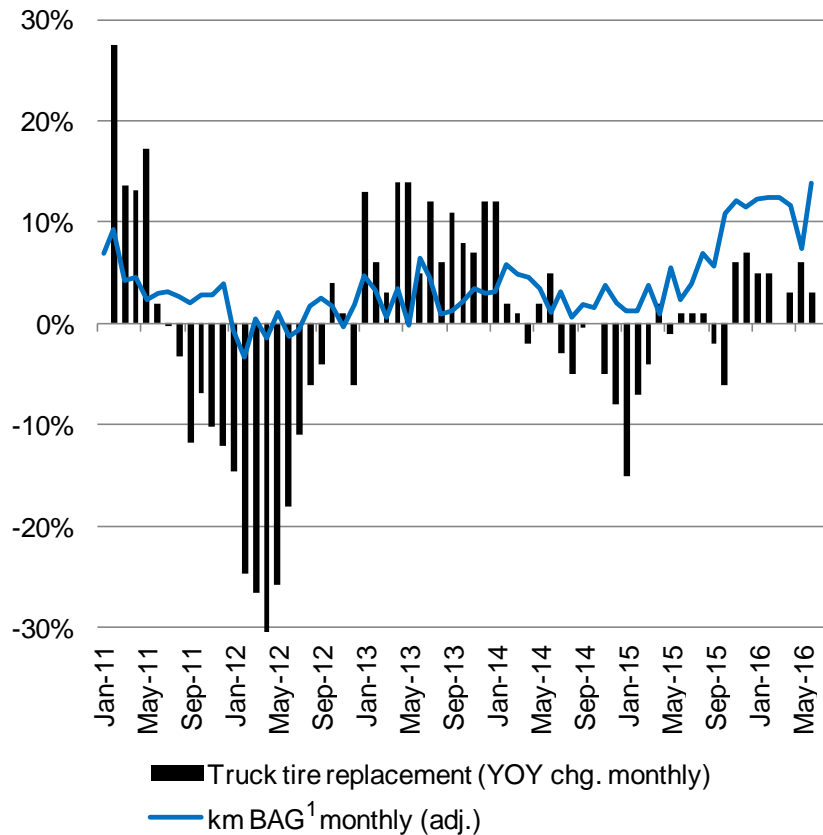


<sup>1</sup> U.S. Department of Transportation

## 6) Back-up

### Tires – Commercial Vehicle Tire Demand

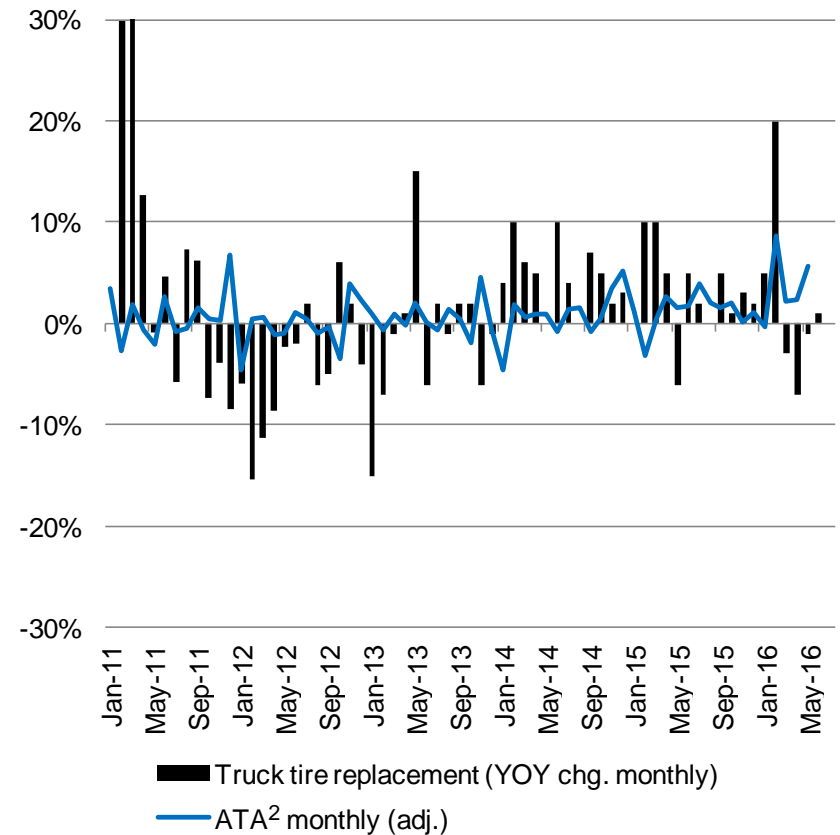
Replacement Tire Demand  
for Truck Tires Europe



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

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

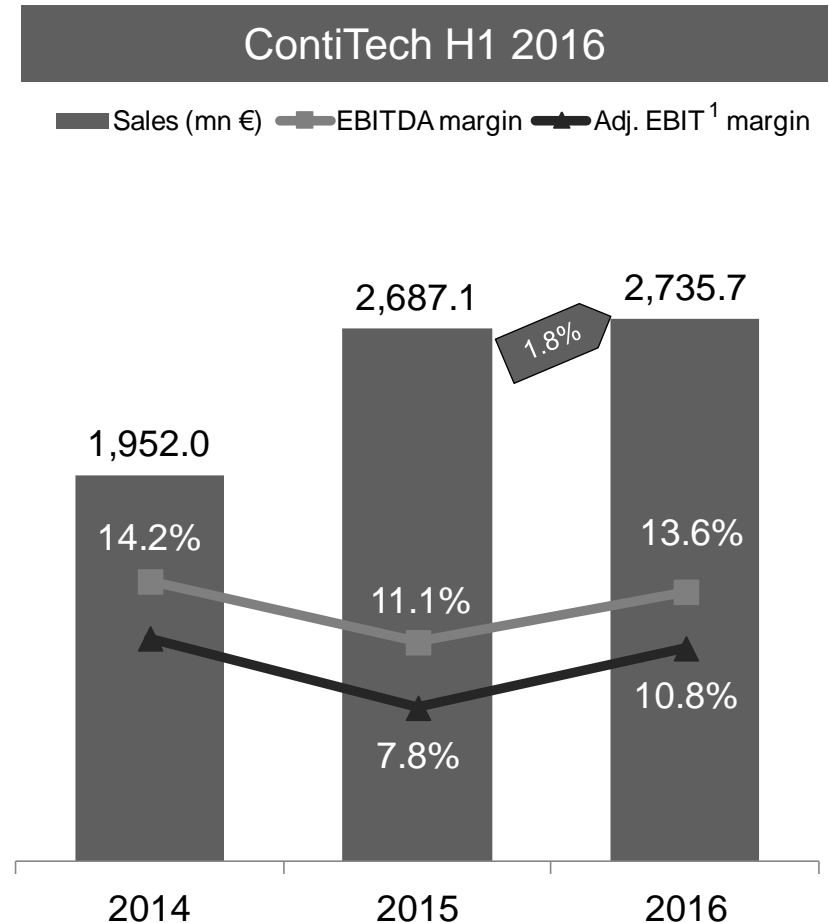
Replacement Tire Demand  
for Truck Tires NAFTA



## 6) Back-up

### Rubber Group Financials – ContiTech

- › Sales increased by 1.8% before consolidation and FX effects
- › EBITDA increased by €75.0 mn to €373.3 mn (+25.1%)
- › Adj. EBIT<sup>1</sup> increased by €76.8 mn to €286.1 mn (adj. EBIT<sup>1</sup> margin 10.8%)
- › EBIT increased by €88.2 mn to €225.4 mn (EBIT margin 8.2%)
- › PPA effect in H1 2016: -€41.4 mn
- › Special effects in H1 2016: -€16.5 mn



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

# Fact Sheets 2014 – Q2 2016



## 6) Fact Sheets

### Quarterly Sales

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	2,246.2			
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	1,841.5			
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	2,099.8			
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	2,692.7			
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	1,376.6			
Other / Consolidation	-58.0	-57.3	-55.6	-50.7	-221.6	-56.9	-52.4	-52.2	-56.1	-217.6	-59.4	-65.8			
<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>	<b>10,191.0</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	4.9			
Powertrain	15.7	13.9	1.1	5.2	8.8	-0.7	1.2			
Interior	16.2	18.6	17.5	13.6	16.5	2.4	2.1			
Tires	4.4	9.9	3.8	7.5	6.4	3.8	1.8			
ContiTech	30.3	45.0	35.9	35.0	36.5	7.2	-3.0			
<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>	<b>1.6</b>			

## 6) Fact Sheets

### Quarterly EBITDA

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	312.0			
Powertrain	157.0	125.3	-11.9	172.9	443.3	177.2	183.5	167.3	202.7	730.7	158.8	201.8			
Interior	223.2	244.5	229.7	248.9	946.3	252.9	299.8	252.4	277.1	1,082.2	237.4	252.2			
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	773.4			
ContiTech	143.7	132.9	144.7	130.5	551.8	129.2	169.1	159.7	119.2	577.2	176.1	197.2			
Other / Consolidation	-27.5	-26.6	-24.7	-27.7	-106.5	-33.1	-47.1	-23.7	-49.4	-153.3	-27.7	-23.5			
<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>	<b>1,713.1</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	13.9			
Powertrain	9.9	7.8	-0.7	10.3	6.8	9.7	10.1	10.1	11.5	10.3	8.8	11.0			
Interior	13.1	14.1	13.3	13.5	13.5	12.8	14.6	12.4	13.2	13.3	11.7	12.0			
Tires	23.5	24.6	23.6	21.6	23.3	24.0	27.8	25.2	23.1	25.0	26.2	28.7			
ContiTech	14.8	13.6	14.8	13.1	14.0	10.2	11.9	12.0	8.8	10.8	13.0	14.3			
<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>	<b>16.8</b>			

Changes Y-o-Y in %	2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	17.0	21.2	2.4	15.8	14.0	1.8	6.3			
Powertrain	12.9	46.4	1,505.9	17.2	64.8	-10.4	10.0			
Interior	13.3	22.6	9.9	11.3	14.4	-6.1	-15.9			
Tires	6.3	24.1	10.6	15.2	14.2	13.5	5.3			
ContiTech	-10.1	27.2	10.4	-8.7	4.6	36.3	16.6			
<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>	<b>4.9</b>			

## 6) Fact Sheets

### Quarterly EBIT

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	220.3			
Powertrain	64.5	32.9	-263.3	69.1	-96.8	96.7	101.0	81.3	116.6	395.6	66.5	108.8			
Interior	137.8	154.7	144.8	168.6	605.9	190.9	234.1	178.7	200.8	804.5	160.1	172.9			
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	645.4			
ContiTech	115.5	104.3	115.1	98.4	433.3	54.9	82.3	80.6	-47.2	170.6	98.7	126.7			
Other / Consolidation	-27.6	-26.7	-25.1	-27.8	-107.2	-33.5	-47.5	-24.0	-49.6	-154.6	-27.8	-24.5			
<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>	<b>1,249.6</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	9.8			
Powertrain	4.1	2.1	-16.1	4.1	-1.5	5.3	5.6	4.9	6.6	5.6	3.7	5.9			
Interior	8.1	8.9	8.4	9.1	8.7	9.7	11.4	8.8	9.6	9.9	7.9	8.2			
Tires	19.0	20.1	19.0	16.8	18.7	18.8	22.8	20.2	18.2	20.0	21.1	24.0			
ContiTech	11.9	10.7	11.7	9.8	11.0	4.3	5.8	6.1	-3.5	3.2	7.3	9.2			
<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>	<b>12.3</b>			

Changes Y-o-Y in %	2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	24.7	31.4	1.1	23.4	19.7	-0.8	5.3			
Powertrain	49.9	207.0	130.9	68.7	508.7	-31.2	7.7			
Interior	38.5	51.3	23.4	19.1	32.8	-16.1	-26.1			
Tires	3.0	25.2	10.2	16.9	14.0	16.7	6.8			
ContiTech	-52.5	-21.1	-30.0	-148.0	-60.6	79.8	53.9			
<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>	<b>5.6</b>			

## 6) Fact Sheets

### Quarterly 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	209.4				215.7	223.5			
Powertrain	98.8	103.0				72.6	116.5			
Interior	191.3	234.5				168.0	187.5			
Tires	455.6	606.7				533.0	647.4			
ContiTech	82.8	126.5				133.5	152.6			
Other / Consolidation	-33.5	-47.5				-27.8	-24.5			
<b>Continental Corporation</b>	<b>1,010.2</b>	<b>1,232.6</b>				<b>1,095.0</b>	<b>1,303.0</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				9.8	10.0			
Powertrain	5.4	5.7				4.0	6.4			
Interior	9.7	11.4				8.5	9.1			
Tires	18.8	22.9				21.3	24.1			
ContiTech	6.5	8.9				10.5	11.1			
<b>Continental Corporation</b>	<b>10.6</b>	<b>12.3</b>				<b>11.3</b>	<b>12.9</b>			

Changes Y-o-Y in %	2016				
	Q1	Q2	Q3	Q4	Year
Chassis & Safety	0.2	6.7			
Powertrain	-26.5	13.1			
Interior	-12.2	-20.0			
Tires	17.0	6.7			
ContiTech	61.2	20.6			
<b>Continental Corporation</b>	<b>8.4</b>	<b>5.7</b>			

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

## 6) Fact Sheets

### Consolidated Statement of Income

Mill. EUR	2016 1 - 6	2015 1 - 6	2014 1 - 6	2016 Q2	2015 Q2	2014 Q2
<b>Sales</b>	<b>20,041.7</b>	<b>19,598.6</b>	<b>16,918.1</b>	<b>10,191.0</b>	<b>10,029.7</b>	<b>8,528.0</b>
Cost of sales	-14,609.2	-14,501.2	-12,694.9	-7,359.6	-7,355.1	-6,400.5
<b>Gross margin on sales</b>	<b>5,432.5</b>	<b>5,097.4</b>	<b>4,223.2</b>	<b>2,831.4</b>	<b>2,674.6</b>	<b>2,127.5</b>
Research and development expenses	-1,442.9	-1,274.3	-1,073.8	-726.8	-631.3	-529.7
Selling and logistics expenses	-1,109.2	-1,074.7	-873.4	-561.2	-553.8	-442.5
Administrative expenses	-498.1	-459.3	-381.2	-254.4	-244.8	-202.3
Other expenses and income	-128.9	-156.1	-67.3	-59.9	-78.4	-20.3
Income from at-equity accounted investees	36.6	27.8	-17.7	20.2	16.6	-26.1
Other income from investments	0.3	0.4	0.3	0.3	0.4	0.3
<b>Earnings before interest and tax</b>	<b>2,290.3</b>	<b>2,161.2</b>	<b>1,810.1</b>	<b>1,249.6</b>	<b>1,183.3</b>	<b>906.9</b>
Interest income	49.6	49.3	46.3	24.8	21.5	19.7
Interest expense	-98.2	-148.3	-186.8	-39.6	-64.8	-80.2
<b>Net interest result</b>	<b>-48.6</b>	<b>-99.0</b>	<b>-140.5</b>	<b>-14.8</b>	<b>-43.3</b>	<b>-60.5</b>
<b>Earnings before tax</b>	<b>2,241.7</b>	<b>2,062.2</b>	<b>1,669.6</b>	<b>1,234.8</b>	<b>1,140.0</b>	<b>846.4</b>
Income tax expense	-567.1	-571.2	-323.9	-311.3	-326.8	-108.3
<b>Net income</b>	<b>1,674.6</b>	<b>1,491.0</b>	<b>1,345.7</b>	<b>923.5</b>	<b>813.2</b>	<b>738.1</b>
Non-controlling interests	-35.8	-42.4	-41.9	-18.6	-21.3	-22.6
<b>Net income attributable to the shareholders of the parent</b>	<b>1,638.8</b>	<b>1,448.6</b>	<b>1,303.8</b>	<b>904.9</b>	<b>791.9</b>	<b>715.5</b>
Basic earnings per share (in €)	8.19	7.24	6.52	4.52	3.96	3.58
Diluted earnings per share (in €)	8.19	7.24	6.52	4.52	3.96	3.58

## 6) Fact Sheets

### Consolidated Statement of Financial Position – Assets

in € millions	June 30, 2016	Dec. 31, 2015	June 30, 2015
Goodwill	6,621.9	6,640.6	6,168.3
Other intangible assets	1,280.3	1,336.4	1,140.8
Property, plant and equipment	9,596.7	9,538.9	9,222.2
Investment property	15.6	16.0	17.4
Investments in at-equity accounted investees	371.8	345.8	312.0
Other investments	39.7	14.1	12.9
Deferred tax assets	1,952.6	1,669.7	1,640.1
Defined benefit assets	36.0	18.9	3.0
Long-term derivative instruments and interest-bearing investments	21.1	17.1	312.6
Long-term other financial assets	49.8	47.6	35.4
Long-term other assets	23.3	21.5	20.5
<b>Non-current assets</b>	<b>20,008.8</b>	<b>19,666.6</b>	<b>18,885.2</b>
Inventories	3,804.9	3,360.1	3,605.5
Trade accounts receivable	7,264.5	6,722.9	7,084.3
Short-term other financial assets	504.9	434.7	464.5
Short-term other assets	921.2	803.9	930.1
Income tax receivables	153.2	149.7	128.4
Short-term derivative instruments and interest-bearing investments	42.8	64.3	106.3
Cash and cash equivalents	1,720.1	1,621.5	2,349.7
Assets held for sale	9.5	12.0	51.3
<b>Current assets</b>	<b>14,421.1</b>	<b>13,169.1</b>	<b>14,720.1</b>
<b>Total assets</b>	<b>34,429.9</b>	<b>32,835.7</b>	<b>33,605.3</b>

## 6) Fact Sheets

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

in € millions	June 30, 2016	Dec. 31, 2015	June 30, 2015
Subscribed capital	512.0	512.0	512.0
Capital reserves	4,155.6	4,155.6	4,155.6
Retained earnings	10,370.6	9,481.8	8,202.9
Other comprehensive income	-2,109.8	-1,363.1	-900.0
<b>Equity attributable to the shareholders of the parent</b>	<b>12,928.4</b>	<b>12,786.3</b>	<b>11,970.5</b>
Non-controlling interests	430.1	427.6	451.3
<b>Total equity</b>	<b>13,358.5</b>	<b>13,213.9</b>	<b>12,421.8</b>
Long-term employee benefits	4,644.6	3,696.5	3,676.9
Deferred tax liabilities	356.9	361.2	276.4
Long-term provisions for other risks and obligations	184.7	171.8	197.2
Long-term indebtedness	2,402.6	3,175.0	2,775.0
Long-term other financial liabilities	40.3	94.9	88.0
Long-term other liabilities	20.4	21.6	14.8
<b>Non-current liabilities</b>	<b>7,649.5</b>	<b>7,521.0</b>	<b>7,028.3</b>
Short-term employee benefits	1,186.6	1,269.4	1,093.3
Trade accounts payable	6,043.1	5,493.8	5,552.8
Income tax payables	774.5	719.8	677.7
Short-term provisions for other risks and obligations	753.5	845.5	811.6
Short-term indebtedness	2,827.6	2,069.8	4,229.2
Short-term other financial liabilities	1,065.8	1,066.4	996.2
Short-term other liabilities	766.5	634.1	775.2
Liabilities held for sale	4.3	2.0	19.2
<b>Current liabilities</b>	<b>13,421.9</b>	<b>12,100.8</b>	<b>14,155.2</b>
<b>Total equity and liabilities</b>	<b>34,429.9</b>	<b>32,835.7</b>	<b>33,605.3</b>

## 6) Fact Sheets

# Consolidated Statement of Cash Flows

in € millions	January 1 to June 30	
	2016	2015 <sup>1</sup>
<b>Net income</b>	<b>1,674.6</b>	<b>1,491.0</b>
Income tax expense	567.1	571.2
Net interest result	48.6	99.0
<b>EBIT</b>	<b>2,290.3</b>	<b>2,161.2</b>
Interest paid	-63.1	-90.6
Interest received	12.1	16.1
Income tax paid	-544.0	-568.4
Dividends received	18.6	27.8
Depreciation, amortization, impairment and reversal of impairment losses	928.3	875.3
Income from at-equity accounted and other investments, incl. impairment and reversal of impairment losses	-36.9	-28.2
Gains/losses from the disposal of assets, companies and business operations	-3.4	-12.1
Changes in		
inventories	-457.5	-263.0
trade accounts receivable	-621.6	-713.8
trade accounts payable	611.3	394.0
employee benefits and other provisions	-84.3	15.7
other assets and liabilities	-67.9	-100.2
<b>Cash flow arising from operating activities</b>	<b>1,981.9</b>	<b>1,713.8</b>
Cash flow from the disposal of property, plant and equipment, and intangible assets	13.6	19.9
Capital expenditure on property, plant and equipment, and software	-919.9	-815.8
Capital expenditure on intangible assets from development projects and miscellaneous	-39.9	-34.0
Cash flow from the disposal of companies and business operations	5.1	-1.7
Acquisition of companies and business operations	-81.8	-600.2
<b>Cash flow arising from investing activities</b>	<b>-1,022.9</b>	<b>-1,431.8</b>
<b>Cash flow before financing activities (free cash flow)</b>	<b>959.0</b>	<b>282.0</b>
Change in indebtedness	-22.9	-582.6
Successive purchases	-22.4	-11.1
Dividends paid	-750.0	-650.0
Dividends paid to and cash changes from equity transactions with non-controlling interests	-26.7	-40.9
Cash and cash equivalents arising from first consolidation of subsidiaries	0.6	—
<b>Cash flow arising from financing activities</b>	<b>-821.4</b>	<b>-1,284.6</b>
<b>Change in cash and cash equivalents</b>	<b>137.6</b>	<b>-1,002.6</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	-39.0	108.5
<b>Cash and cash equivalents at the end of the reporting period</b>	<b>1,720.1</b>	<b>2,349.7</b>



## 6) Fact Sheets

### H1 2016 Results Reported and Adjusted (mn €) – by Division

	<u>Chassis &amp; Safety</u>		<u>Powertrain</u>		<u>Interior</u>		<u>Tires</u>		<u>ContiTech</u>		<u>Cons./Corr.</u>		<u>Corporation</u>	
	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016
<b>Sales</b>	<b>4,278.1</b>	<b>4,448.0</b>	<b>3,646.3</b>	<b>3,655.0</b>	<b>4,032.2</b>	<b>4,122.8</b>	<b>5,064.2</b>	<b>5,205.4</b>	<b>2,687.1</b>	<b>2,735.7</b>	<b>-109.3</b>	<b>-125.2</b>	<b>19,598.6</b>	<b>20,041.7</b>
	<u>Chassis &amp; Safety</u>		<u>Powertrain</u>		<u>Interior</u>		<u>Tires</u>		<u>ContiTech</u>		<u>Cons./Corr.</u>		<u>Group</u>	
	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016
<b>EBIT</b>	<b>424.2</b>	<b>433.5</b>	<b>197.7</b>	<b>175.3</b>	<b>425.0</b>	<b>333.0</b>	<b>1,058.1</b>	<b>1,175.4</b>	<b>137.2</b>	<b>225.4</b>	<b>-81.0</b>	<b>-52.3</b>	<b>2,161.2</b>	<b>2,290.3</b>
in % of sales	9.9%	9.7%	5.4%	4.8%	10.5%	8.1%	20.9%	22.6%	5.1%	8.2%			11.0%	11.4%
<b>Amortization of intangible assets from PPA</b>	<b>0.4</b>	<b>0.2</b>	<b>4.1</b>	<b>5.5</b>	<b>0.8</b>	<b>18.0</b>	<b>3.9</b>	<b>3.8</b>	<b>57.9</b>	<b>41.4</b>	<b>0.0</b>	<b>0.0</b>	<b>67.1</b>	<b>68.9</b>
<b>Total special effects</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>6.0</b>	<b>0.0</b>	<b>0.1</b>	<b>0.3</b>	<b>0.0</b>	<b>14.2</b>	<b>16.5</b>	<b>0.0</b>	<b>0.0</b>	<b>14.5</b>	<b>22.6</b>
<b>Total consolidation effects</b>	<b>0.0</b>	<b>5.5</b>	<b>0.0</b>	<b>2.3</b>	<b>0.0</b>	<b>4.4</b>	<b>0.0</b>	<b>1.2</b>	<b>0.0</b>	<b>2.8</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>16.2</b>
<b>Total consolidation &amp; special effects</b>	<b>0.0</b>	<b>5.5</b>	<b>0.0</b>	<b>8.3</b>	<b>0.0</b>	<b>4.5</b>	<b>0.3</b>	<b>1.2</b>	<b>14.2</b>	<b>19.3</b>	<b>0.0</b>	<b>0.0</b>	<b>14.5</b>	<b>38.8</b>
<b>Adjusted operating result (adj. EBIT) <sup>1</sup></b>	<b>424.6</b>	<b>439.2</b>	<b>201.8</b>	<b>189.1</b>	<b>425.8</b>	<b>355.5</b>	<b>1,062.3</b>	<b>1,180.4</b>	<b>209.3</b>	<b>286.1</b>	<b>-81.0</b>	<b>-52.3</b>	<b>2,242.8</b>	<b>2,398.0</b>
in % of adjusted sales	9.9%	9.9%	5.5%	5.2%	10.6%	8.8%	21.0%	22.8%	7.8%	10.8%			11.4%	12.1%

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

## 6) Fact Sheets

### H1 2016 Results Reported and Adjusted (mn €) – by Group

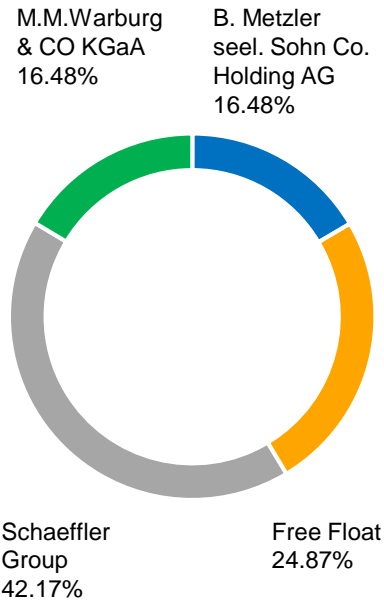
	<u>Automotive</u>		<u>Rubber</u>		<u>Cons./Corr.</u>		<u>Corporation</u>	
	2015	2016	2015	2016	2015	2016	2015	2016
<b>Sales</b>	11,908.3	12,168.5	7,714.7	7,896.3	-24.4	-23.1	19,598.6	20,041.7
	<u>Automotive</u>		<u>Rubber</u>		<u>Cons./Corr.</u>		<u>Group</u>	
	2015	2016	2015	2016	2015	2016	2015	2016
<b>EBIT</b>	1,046.9	941.8	1,195.3	1,400.8	-81.0	-52.3	2,161.2	2,290.3
in % of sales	8.8%	7.7%	15.5%	17.7%			11.0%	11.4%
<b>Amortization of intangible assets from PPA</b>	5.3	23.7	61.8	45.2	0.0	0.0	67.1	68.9
<b>Total special effects</b>	0.0	6.1	14.5	16.5	0.0	0.0	14.5	22.6
<b>Total consolidation effects</b>	0.0	12.2	0.0	4.0	0.0	0.0	0.0	16.2
<b>Total consolidation &amp; special effects</b>	0.0	18.3	14.5	20.5	0.0	0.0	14.5	38.8
<b>Adjusted operating result (adj. EBIT) <sup>1</sup></b>	1,052.2	983.8	1,271.6	1,466.5	-81.0	-52.3	2,242.8	2,398.0
in % of adjusted sales	8.8%	8.1%	16.5%	18.8%			11.4%	12.1%

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

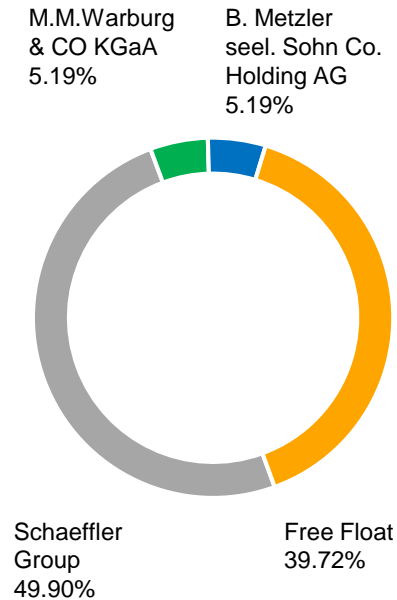
## 6) Fact Sheets

### Shareholder Structure

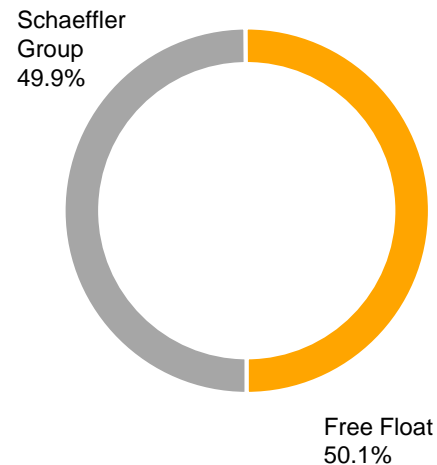
Shareholder Structure  
as at Dec. 31, 2010



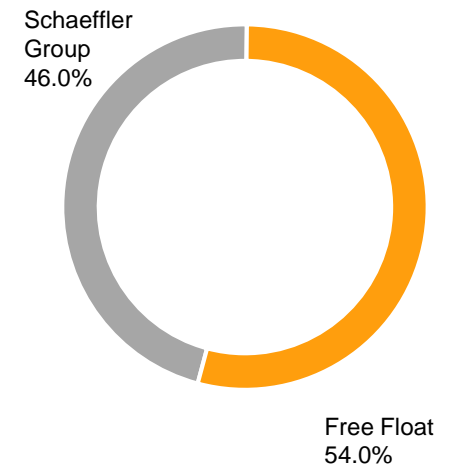
Shareholder Structure  
as at Dec. 31, 2011



Shareholder Structure  
as at Dec. 31, 2012



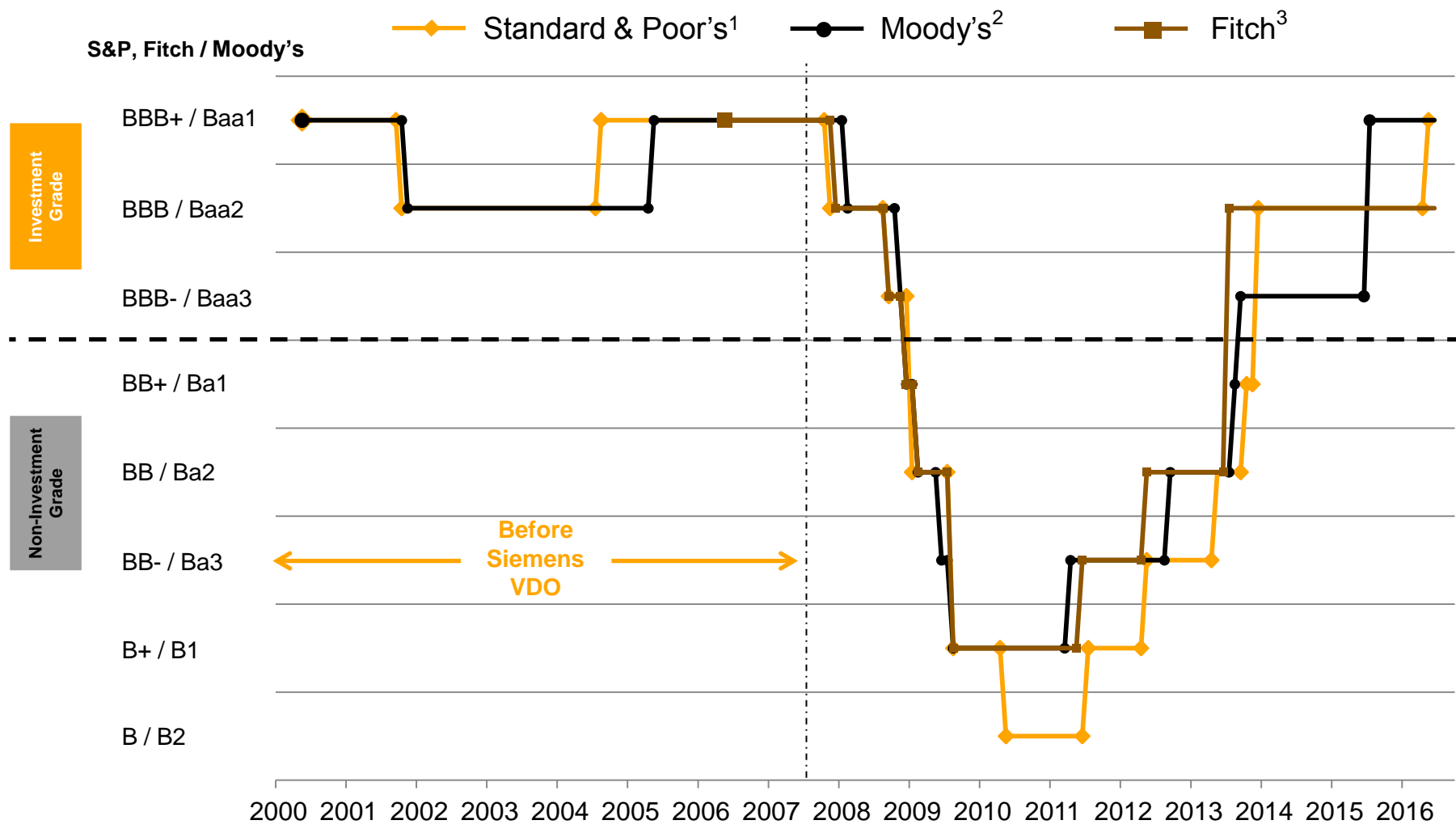
Shareholder Structure  
since Sept. 17, 2013



Source: Based on publicly available data

## 6) Fact Sheets

### Continental's Credit Rating



# References

## Useful Links

Continental Investor Relations website	<a href="http://www.continental-ir.com">http://www.continental-ir.com</a>
Annual and interim reports	<a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/</a>
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>