



The Future in Motion

9M 2017 Results

Hanover – November 9, 2017

Ticker: CON

ADR-Ticker: CTTAY

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<http://www.continental-ir.com>

Wolfgang Schaefer – CFO

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1) Corporation Highlights

Most Important KPIs for 9M 2017

- › **Sales up by 9% to €33 bn**; organic sales growth at 8%; FX negative at €65 mn
- › **Adj. EBIT¹ up by 13% to €3.4 bn**; €400 mn burden from higher costs of raw materials in the Rubber Group; adj. EBIT¹ margin at 10.6%; (PPA² -€128 mn and special effects -€3 mn)
- › **NIAT³ amounted to €2.2 bn, up by 10%**
- › **Free cash flow totaled to €472 mn; free cash flow before acquisitions amounted to €745 mn**
- › **Gearing ratio at 21%; equity ratio at 42%**
- › Value creation: **trailing ROCE⁴ at 21%**

Other topics:

- › Order intake in the Automotive Group increased to more than €30 bn
- › Hornschuch contributed €282 mn to ContiTech sales and -€2.2 mn to EBIT including PPA €13 mn, step-up effects of €23 mn (implying normalized operating margin of ~12%)
- › IFRS 15 – revenue from contracts with customers with immaterial effects only
- › Continental acquires cyber security specialist Argus; Argus will be integrated in Elektrobit

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

² Amortization of intangibles from PPA

³ Attributable to the shareholders of the parent

⁴ 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 for 9M 2017

Automotive Group

- › **Chassis & Safety:** 9.2% adj. EBIT¹ margin (PY: 4.9%); organic sales up by 10%; ADAS continuing strong growth momentum from H1 with unit sales up 41% after nine month
- › **Powertrain:** 5.8% adj. EBIT¹ margin (PY: 5.0%); organic sales up by 6% driven by growth in engine ECUs, injector business, pumps and turbochargers
- › **Interior:** 9.0% adj. EBIT¹ margin (PY: 6.7%); organic sales increased by 11% on growth in the business units Body & Security and Instrumentation & Driver HMI
- › **Automotive Group:** Organic sales increased by 9%, exceeding worldwide car production by more than 600 bps; adj. EBIT¹ margin increased by 260 bps to 8.2%; **Order intake** in the Automotive Group increased to more than €30 bn

Rubber Group

- › **Tires:** adj. EBIT¹ margin down by 310 bps to 18.4% as raw mat burden totaled €355 mn after 9M; *volume* growth amounted to 2% (Q3/17: 3%); *FX* contributed 0% (Q3/17: -2%); *price/mix* improved to +2% (Q3/17: +3%); organic sales up by 4% (Q3/17: +5%)
Tire markets: PC & LT tire replacement demand in Europe up by 2% (Q3/17: +1%) and down by 1% (Q3/17: -3%) in North America after 9M 2017
- › **ContiTech:** adj. EBIT¹ margin reduced to 8.7% (PY: 9.9%); organic sales up by 7.5% (Q3/17: +9.5%) mainly driven by the Conveyor Belt Group and Compounding Technology; sales boosted by €282 mn by Hornschuch consolidation
- › **Rubber Group:** Organic sales up by 5.5% and adj. EBIT¹ margin down to 15.1% (PY: 17.6%); raw materials had a negative impact of €400 mn in 9M 2017

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

² Amortization of intangibles from PPA

1) Corporation Highlights

Selected Press Clippings Released Until Recently

Continental Acquired South African Tech Company to Further Develop its Services for the Conveyor Industry



[Go to press release](#)

Continental has recently acquired **Advanced Imaging Technologies** (PTY) Ltd., which is known for its fundamental work for x-ray and magnetic imaging-based systems used for **early detecting damages** in fabric and steel cord conveyor belts.

Continental Winter Tire Wins AutoBild Sportscars Test

In the comparative test recently published by AutoBild sportscars (issue 11/17) the **WinterContact TS 850 P from Continental finished in first place**. After comparing the tire with its competitors over 13 criteria, the experts praised its **“performance at the highest level across the board, dynamic handling properties, precision steering response and short braking distances in all weathers.”**



[Go to press release](#)

Continental Implements Fully Automated Valet Parking



[Go to press release](#)

Continental **presents its new fully automated Valet Parking function in a demo vehicle**. The Valet Parking function provides drivers with a real plus in terms of convenience and time. It is also a **concrete step towards modern mobility** based on fully automated driving.

Continental Presents two New Tire Technology Concepts for Greater Safety and Comfort

ContiAdapt: Adjusts tire pressure and rim width to adapt contact patch to road conditions.

ContiSense: Uses tire sensors to measure tread depth and temperature and alerts drivers to tire damage – data transmission via electrically conductive rubber.



[Go to press release](#)

Continental Acquires Argus Cyber Security



[Go to press release](#)

Only secure mobility is intelligent mobility: Israeli start-up Argus Cyber Security will become **part of Continental's subsidiary Elektrobit (EB)**. EB and Argus Cyber Security to offer **multilayered, end-to-end automotive cyber security solutions and services** as well as secure over the air software updates for **customers around the globe**.



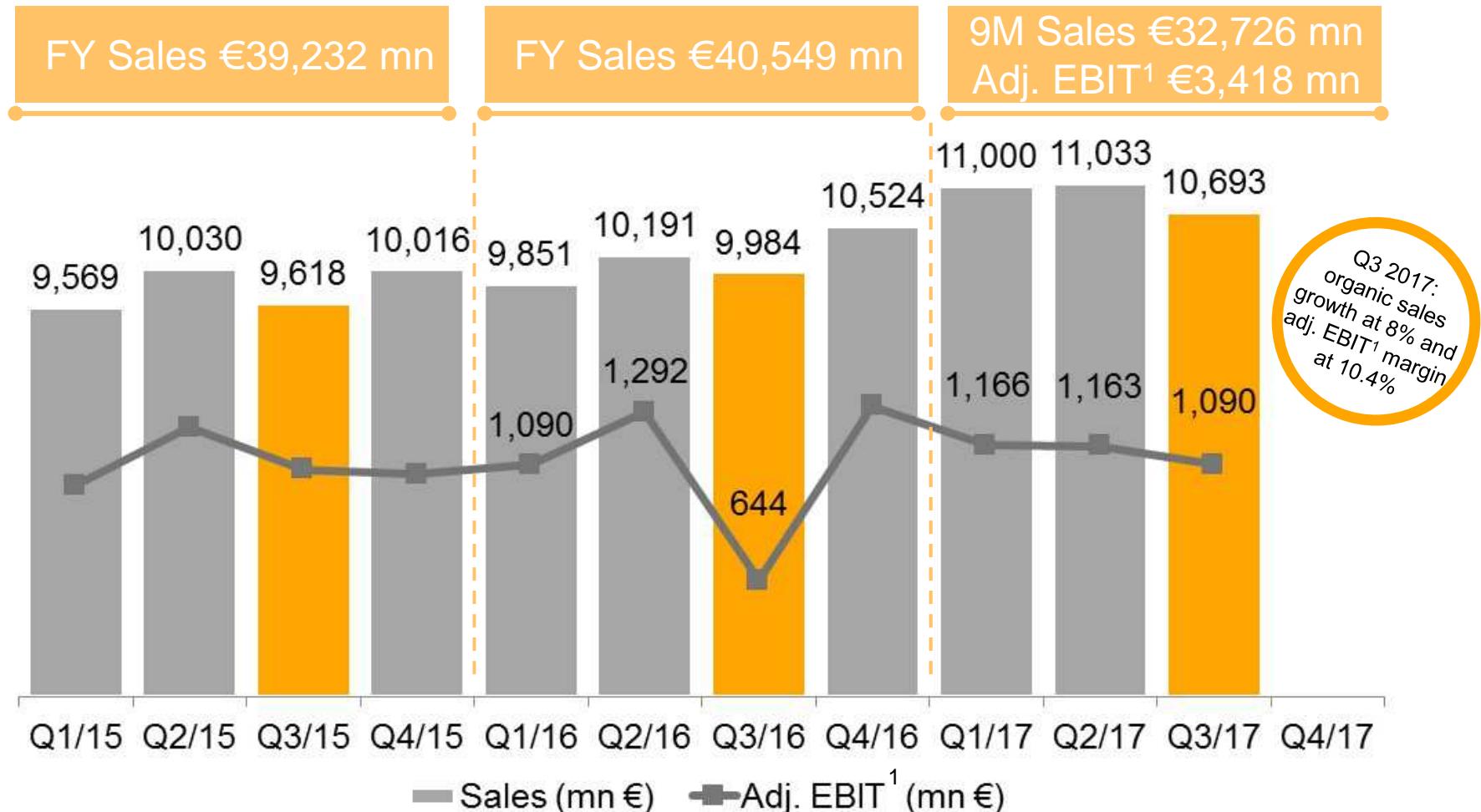
[Go to press release](#)

Continental and China Unicom Smart Connection Celebrate the Official Opening of its Joint Venture

Unicom Continental Intelligent Transportation Technology (Shanghai) Co., Ltd. aims to provide world class **Intelligent Transportation Systems (ITS)** solutions to satisfy the increasing market demands in **China**.

1) Corporation Highlights

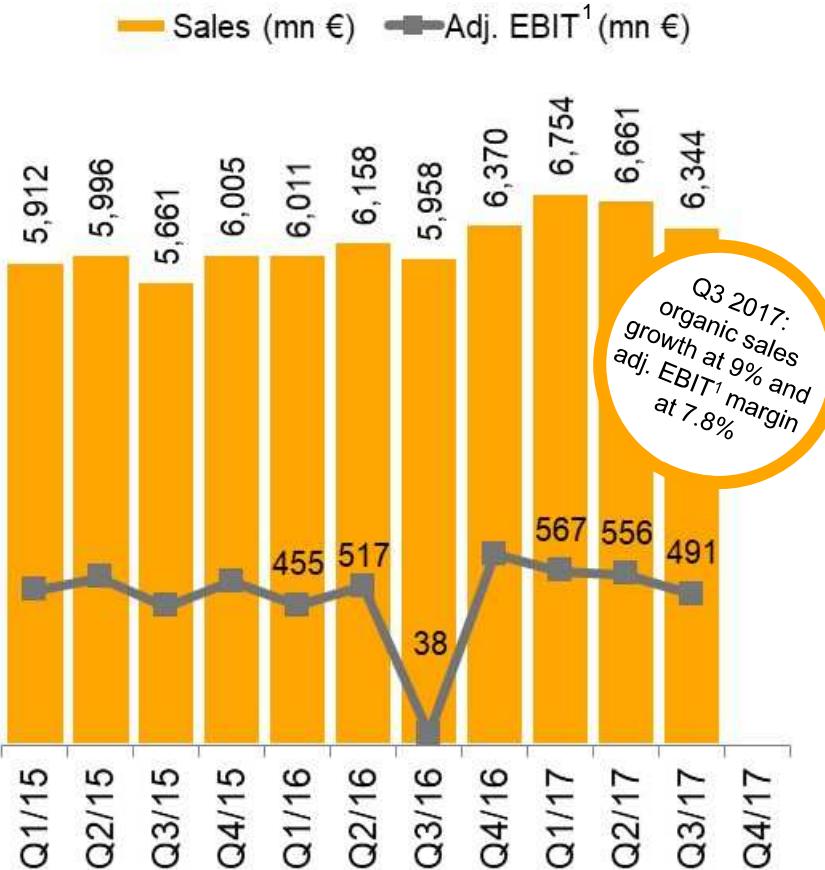
Sales and Adjusted EBIT¹ by Quarter



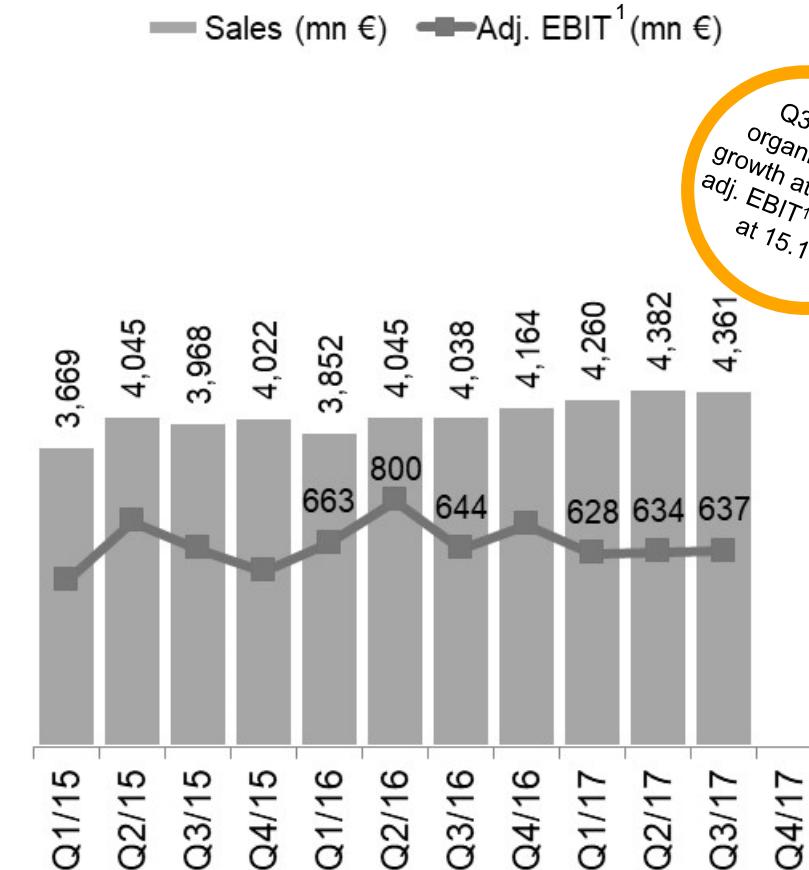
1) Corporation Highlights

Automotive Group and Rubber Group by Quarter

Automotive Group



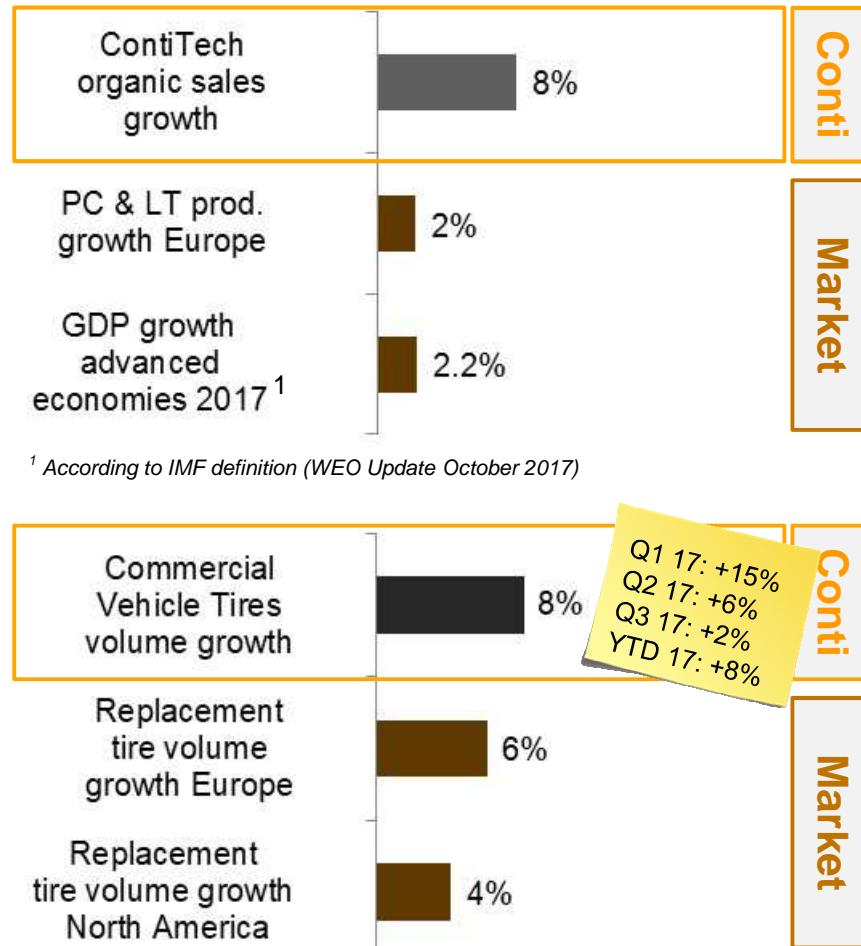
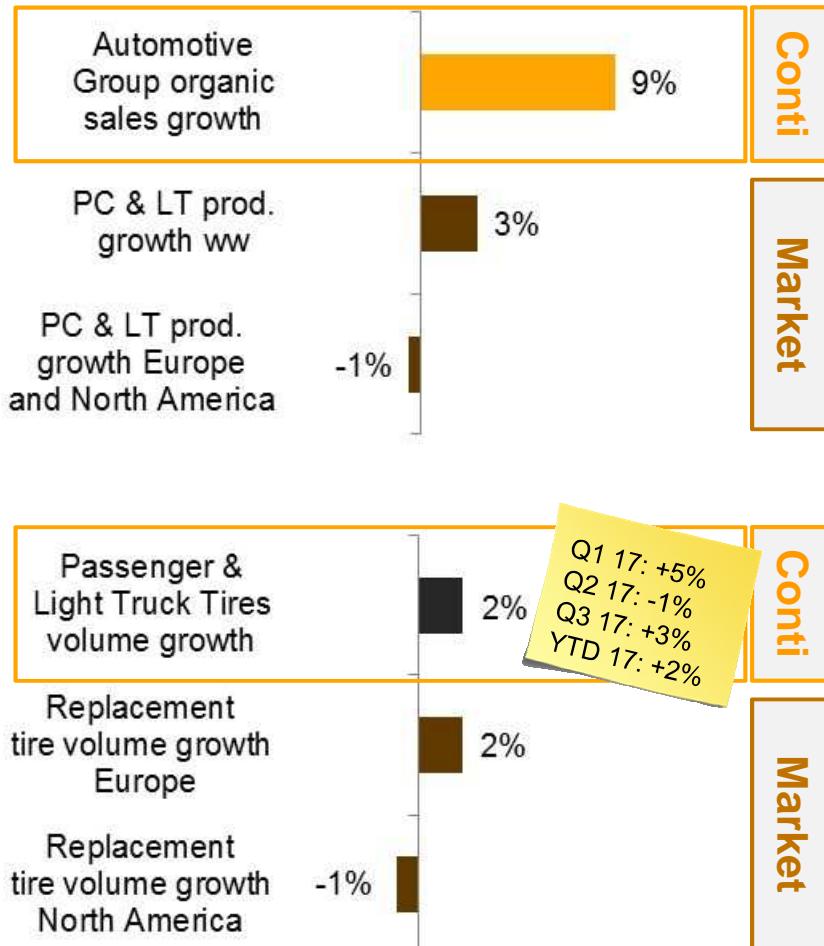
Rubber Group



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

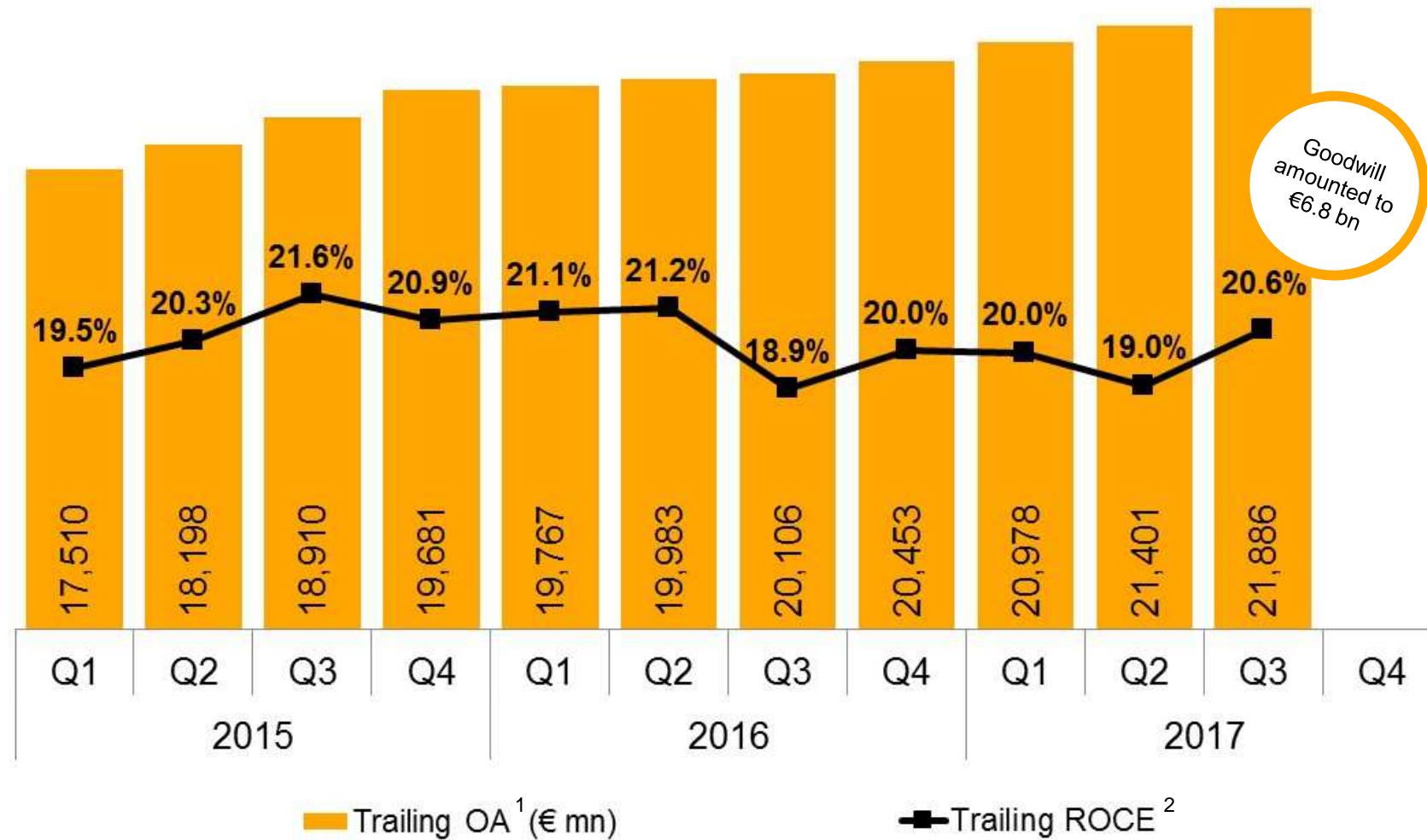
1) Corporation Highlights

Growth Profile of the Corporation 9M 2017



1) Corporation Highlights

Sustainable Value Creation

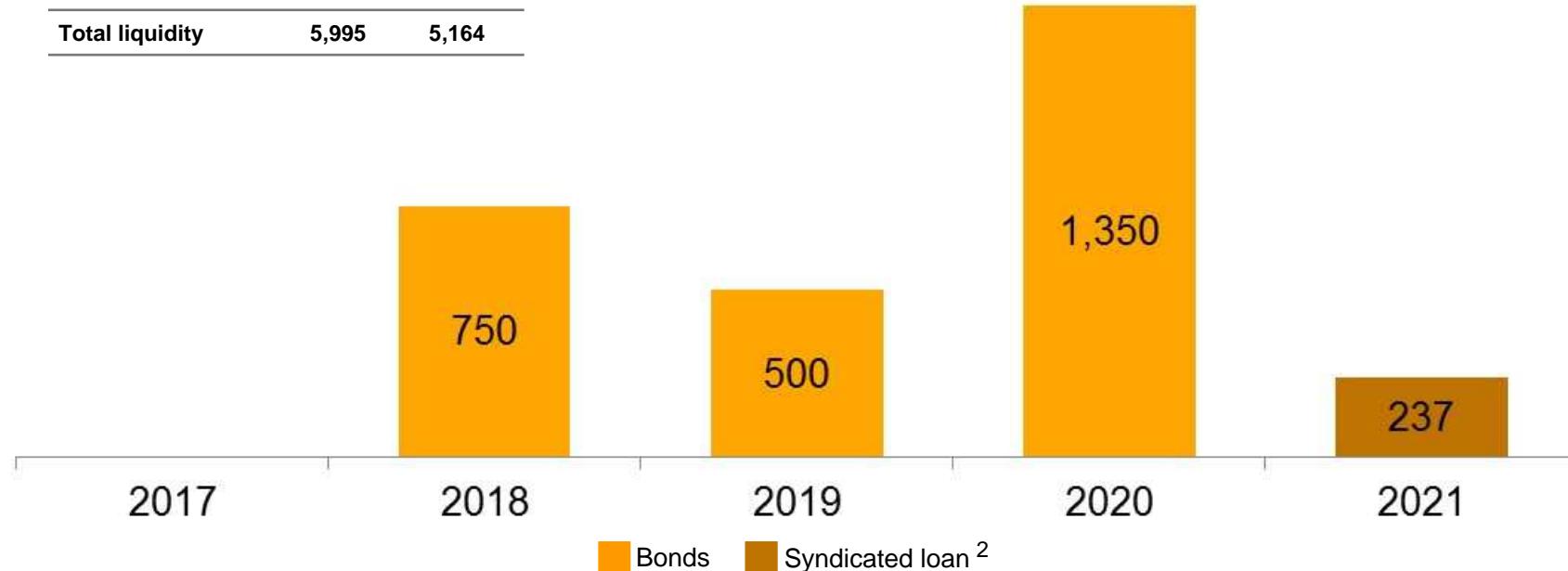


1) Corporation Highlights

Maturities for Bonds and Syndicated Loan¹(mn €)

As at September 30, 2017

(mn €)	FY 16	9M 17
Gross indebtedness	4,952	4,961
Cash	2,107	1,531
Net indebtedness	2,798	3,298
Available credit lines	3,888	3,633
Total liquidity	5,995	5,164

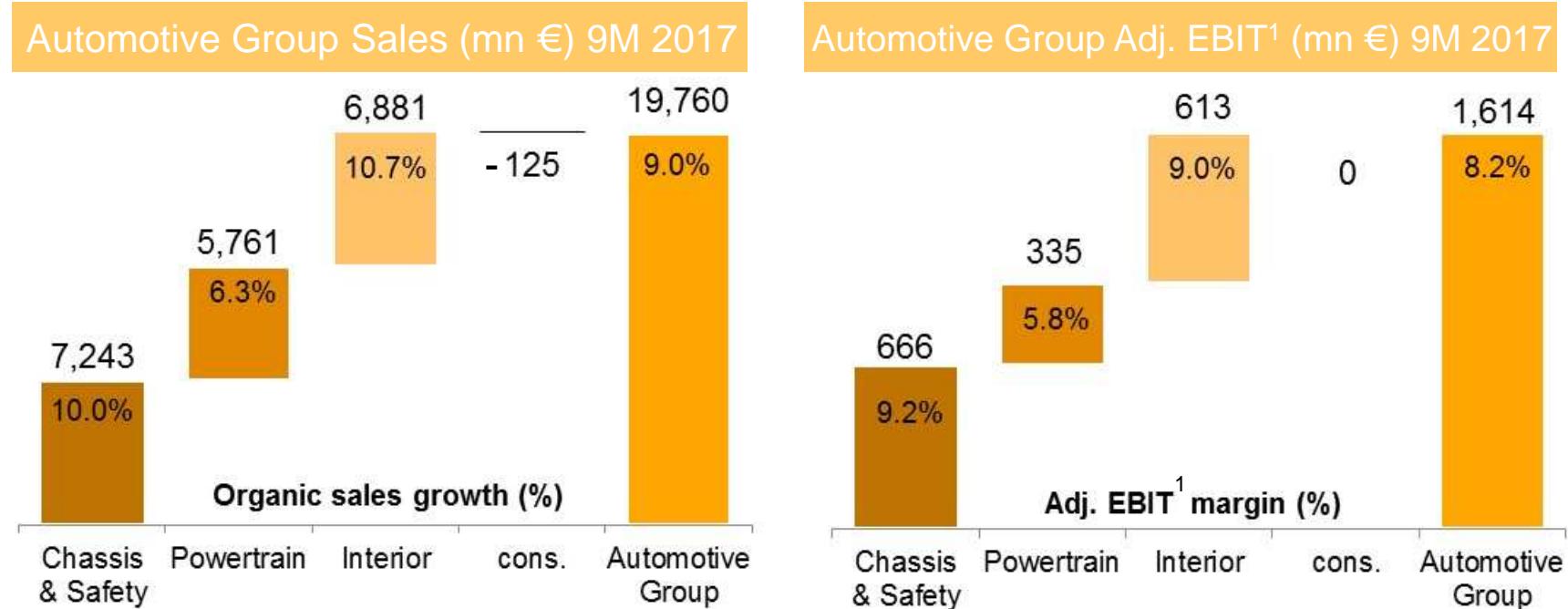


¹ All amounts shown are nominal values

² Any utilization under the Revolving Credit Facility (RCF) has to be shown as short term debt acc. to IFRS although the RCF matures in 2021. It has a total volume of €3,000 mn

2) Automotive Group

Sales and Adj. EBIT¹ by Division



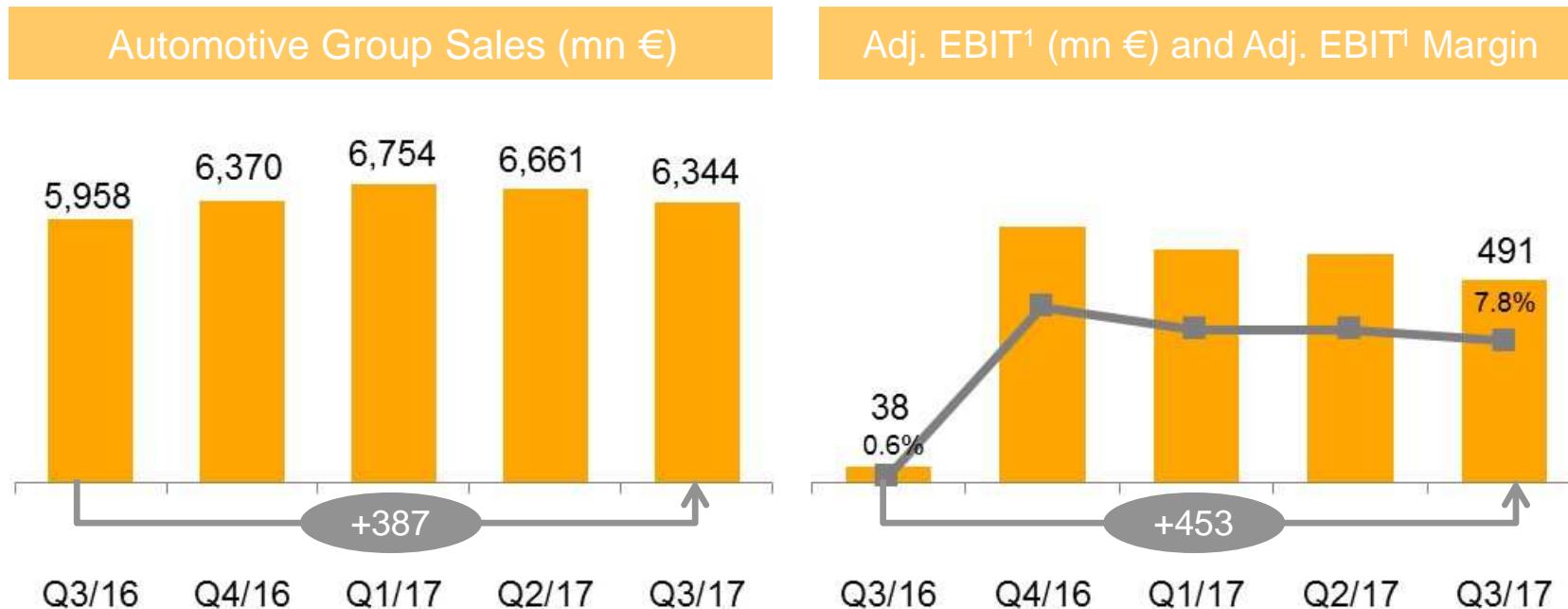
Reported change in sales

- › Chassis & Safety: 9.3%
- › Powertrain: 6.1%
- › Interior: 11.6%
- › Automotive Group: 9.0%
- › Reported EBITDA: €2,429 mn (12.3% of sales)
- › Reported EBIT: €1,531 mn (7.7% of sales)
- › R&D: €2,036 mn (10.3% of sales)
- › Capex: €1,080 mn (5.5% of sales)

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

2) Automotive Group

Q3 2017: Strong Organic Sales Growth Continued



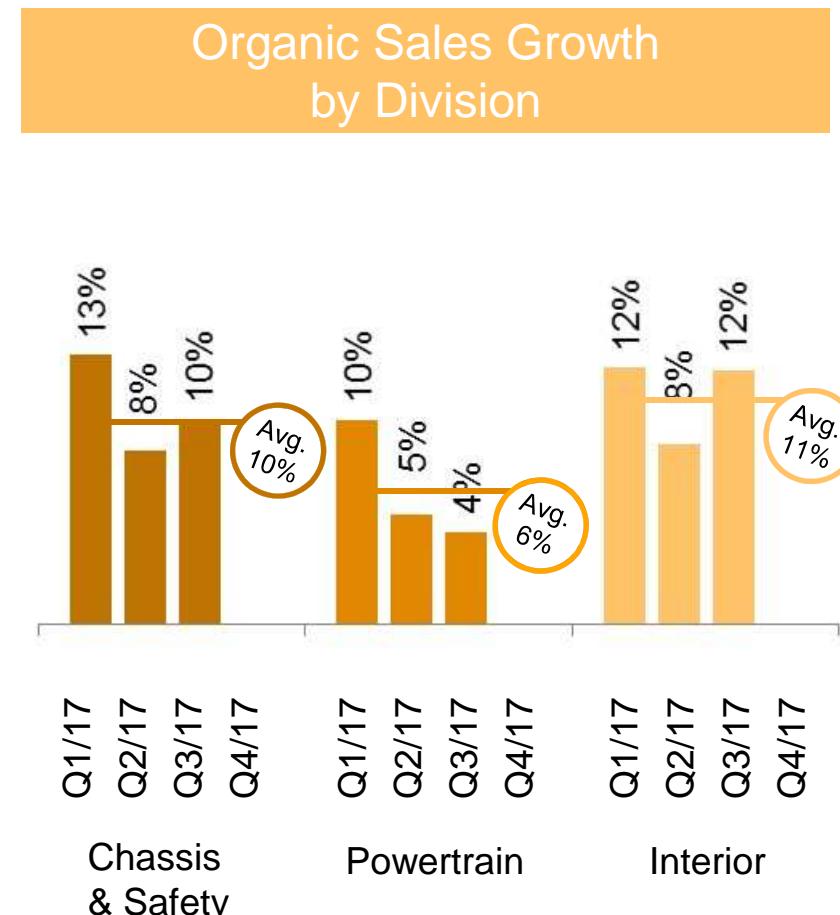
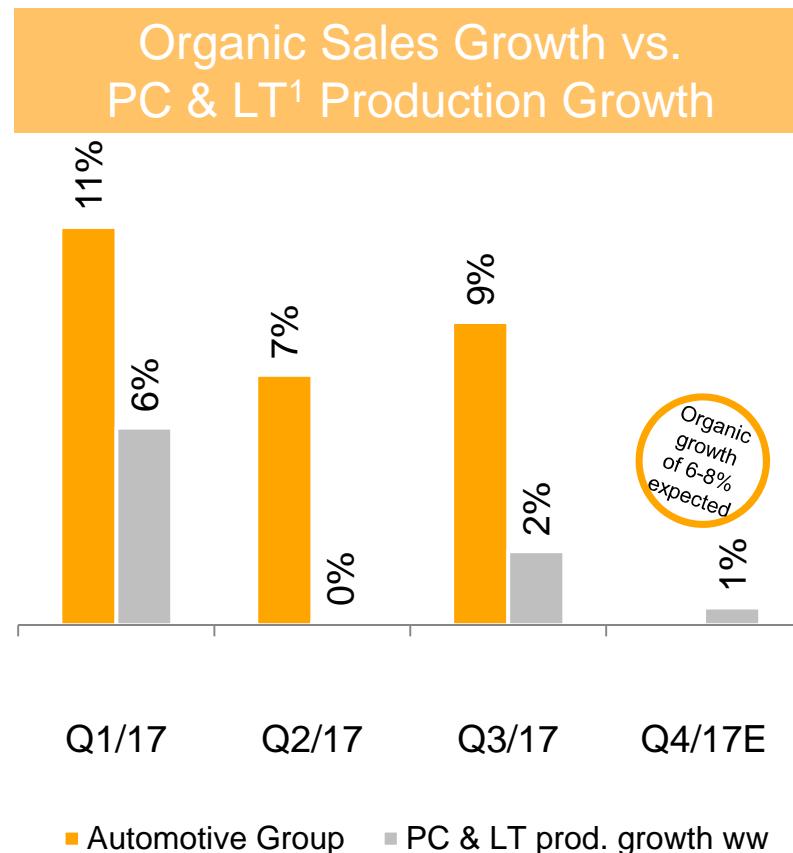
- › Sales increased by €387 mn; organic sales growth in Q3 2017 at 9%
- › Adj. EBIT¹ increased by €453 mn as prior year was burdened by €450 mn expenditure for warranties and pending antitrust proceedings as well as R&D overrun and supply shortages; operating leverage² including these amounts of the prior year amounted to 1%
- › Adj. EBIT¹ margin at 7.8% (PY: 0.6%)

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

² Operating leverage is defined as delta adj. EBIT¹ divided by delta adjusted sales

2) Automotive Group

Organic Growth vs. Global Car Production Growth



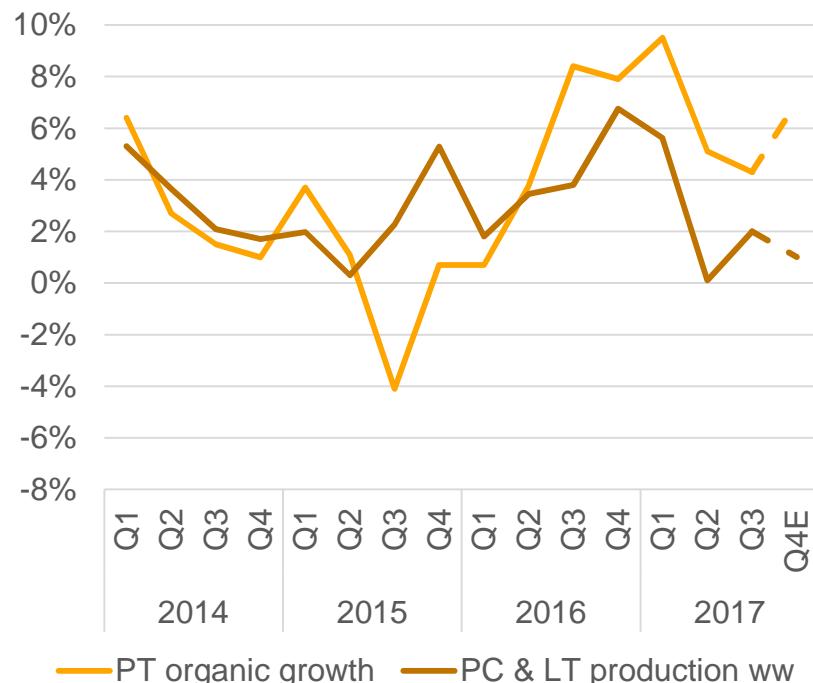
¹ Passenger car and light truck

2) Automotive Group

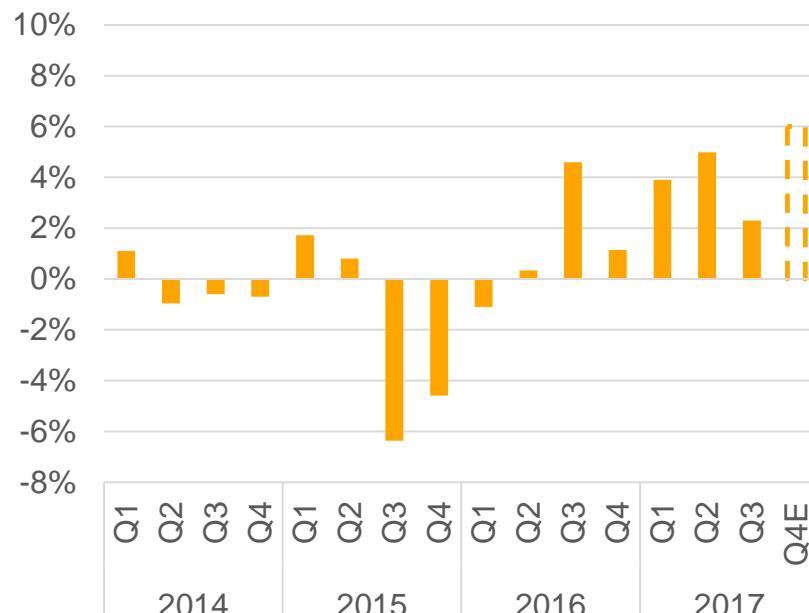
Powertrain Growth to Reaccelerate in Q4 2017

Sales to amount to €7.7 bn based on current FX; adj. EBIT margin >6% incl. HEV

Organic Sales Growth vs. PC & LT¹ Production Growth



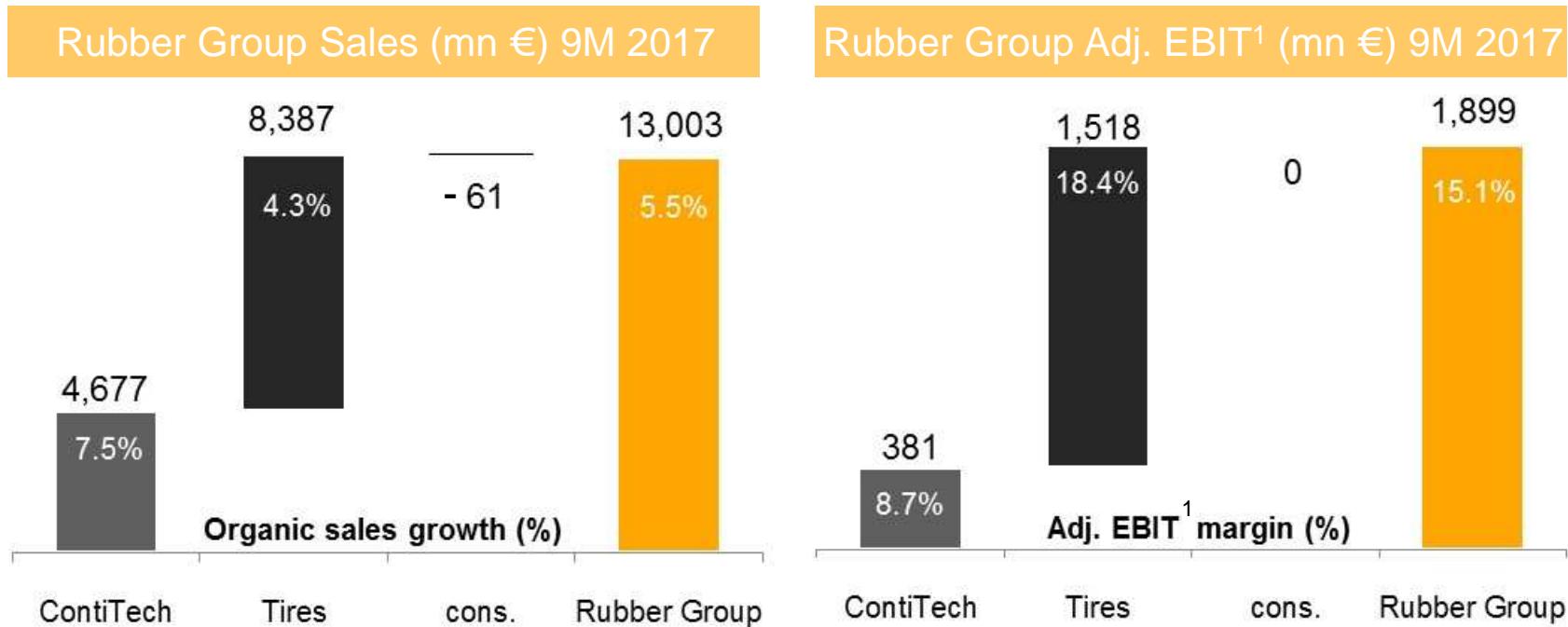
Powertrain under- / outperformance of global PC & LT¹ production



¹ Passenger car and light truck

3) Rubber Group

Sales and Adj. EBIT¹ by Division



Reported change in sales

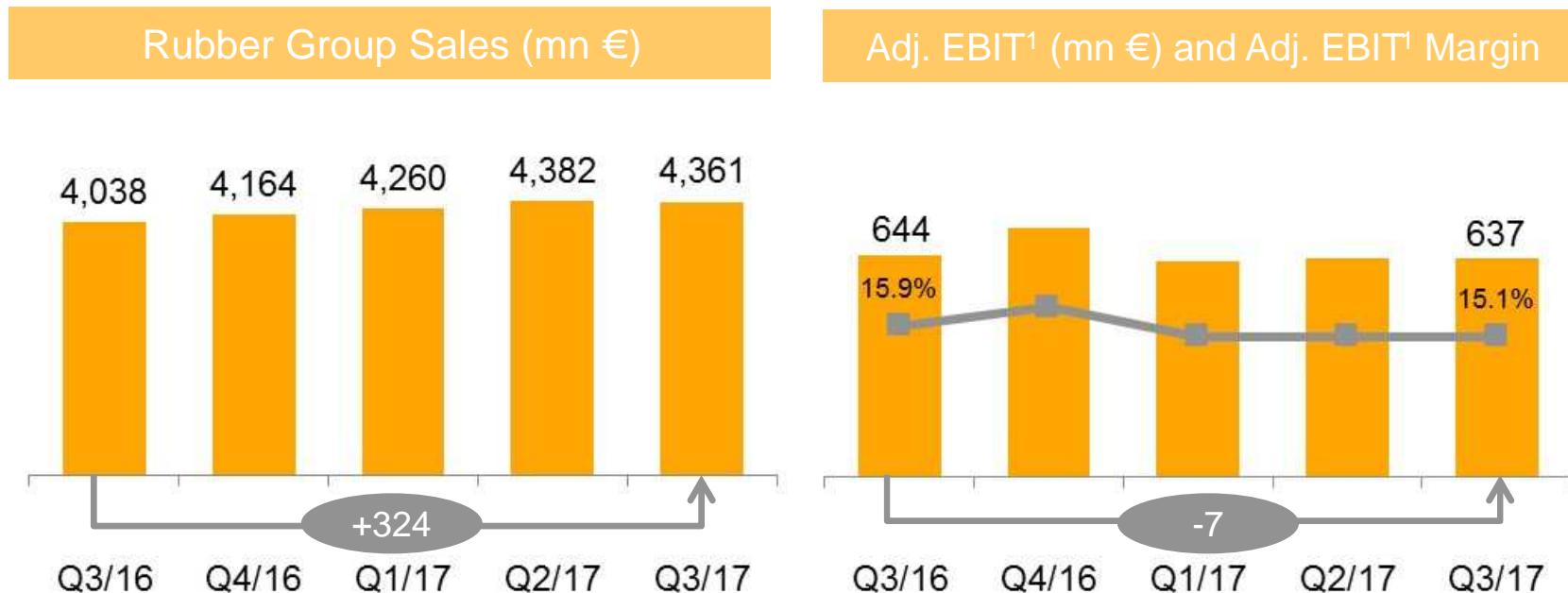
- › ContiTech: 14.5%
- › Tires: 6.0%
- › Rubber Group: 9.0%

- › Reported EBITDA: €2,539 mn (19.5% of sales)
- › Reported EBIT: €1,869 mn (14.4% of sales)
- › R&D: €321 mn (2.5% of sales)
- › Capex: €713 mn (5.5% of sales)

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

3) Rubber Group

Q3 2017: Main Impact from Raw Materials Headwinds



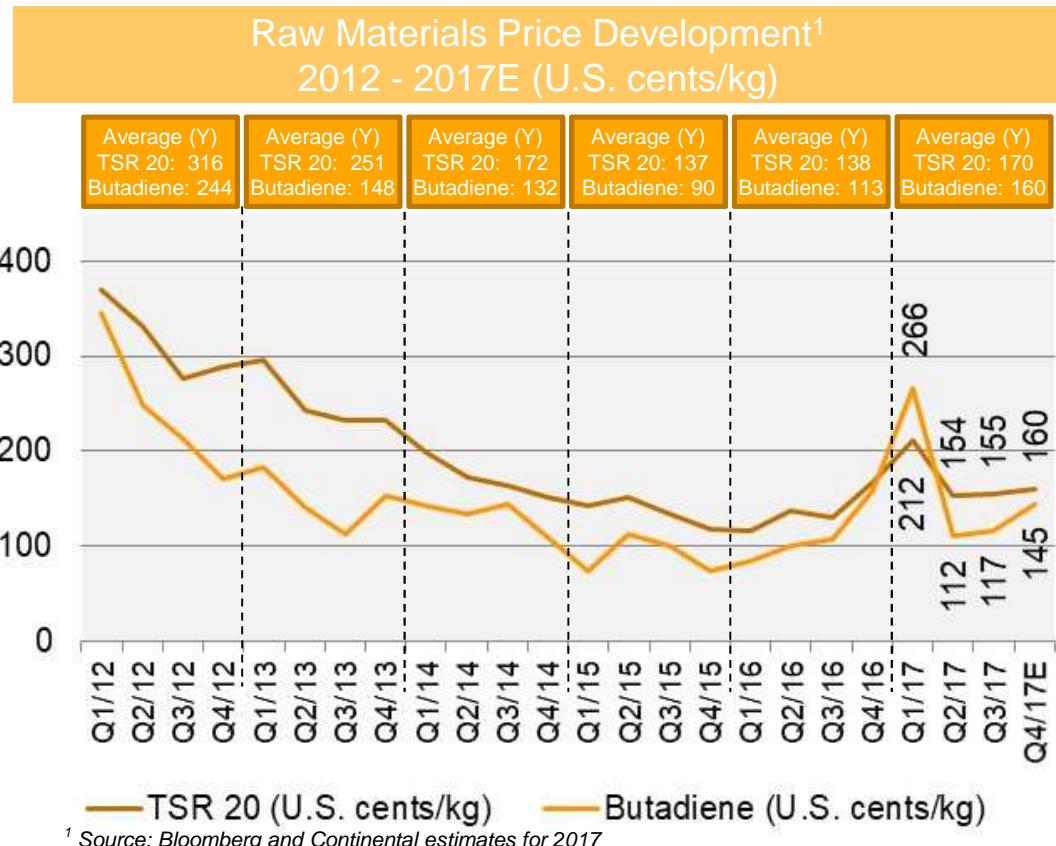
- › Sales growth supported by price increases implemented in Q2 2017 and by first time consolidation of Hornschuch (€119 mn); sales increased by €324 mn; organic sales growth at 7%
- › Adj. EBIT¹ decreased by €7 mn as cost of raw materials had a negative impact of more than €100 mn in the quarter and tires suffered from ~€20 mn FX translation & transaction effect; adj. EBIT¹ margin at 15.1% (PY: 15.9%)

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

3) Rubber Group

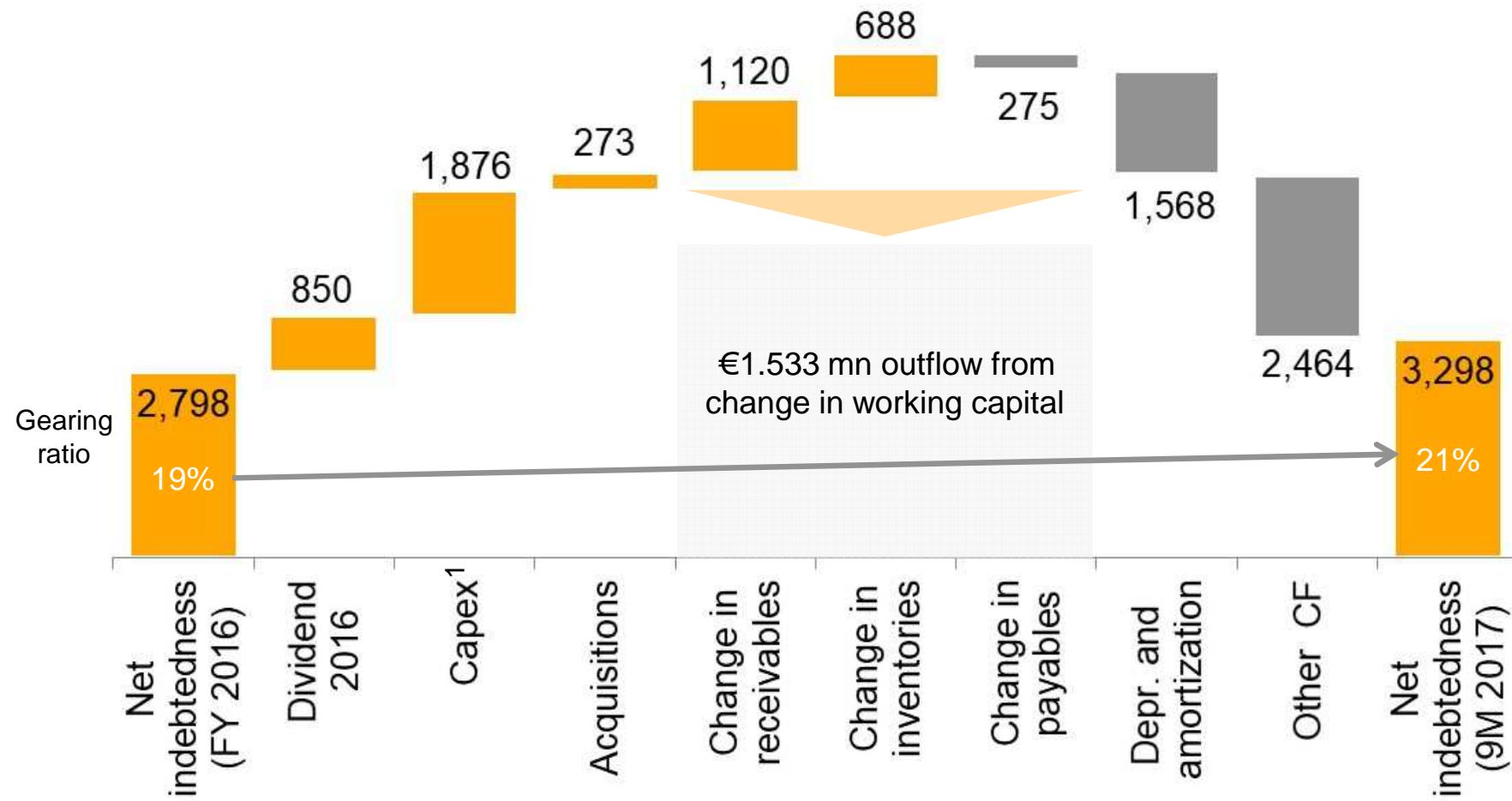
Expected Raw Materials Price Development in 2017

- › Natural rubber price (TSR 20) expected to average U.S. \$1.70 in 2017 (down from prior forecast of U.S. \$1.90)
- › Synthetic rubber price (butadiene feedstock) forecast maintained and to average U.S. \$1.60 in 2017
- › Cost of carbon black are expected to increase in 2017
- › U.S. \$50 mn gross burden expected for every U.S. \$10 rise in oil price; average was U.S. \$44 in 2016
- › Headwind from rising cost of raw materials to amount to about €450 mn in 2017



4) Indebtedness and Cash Flow

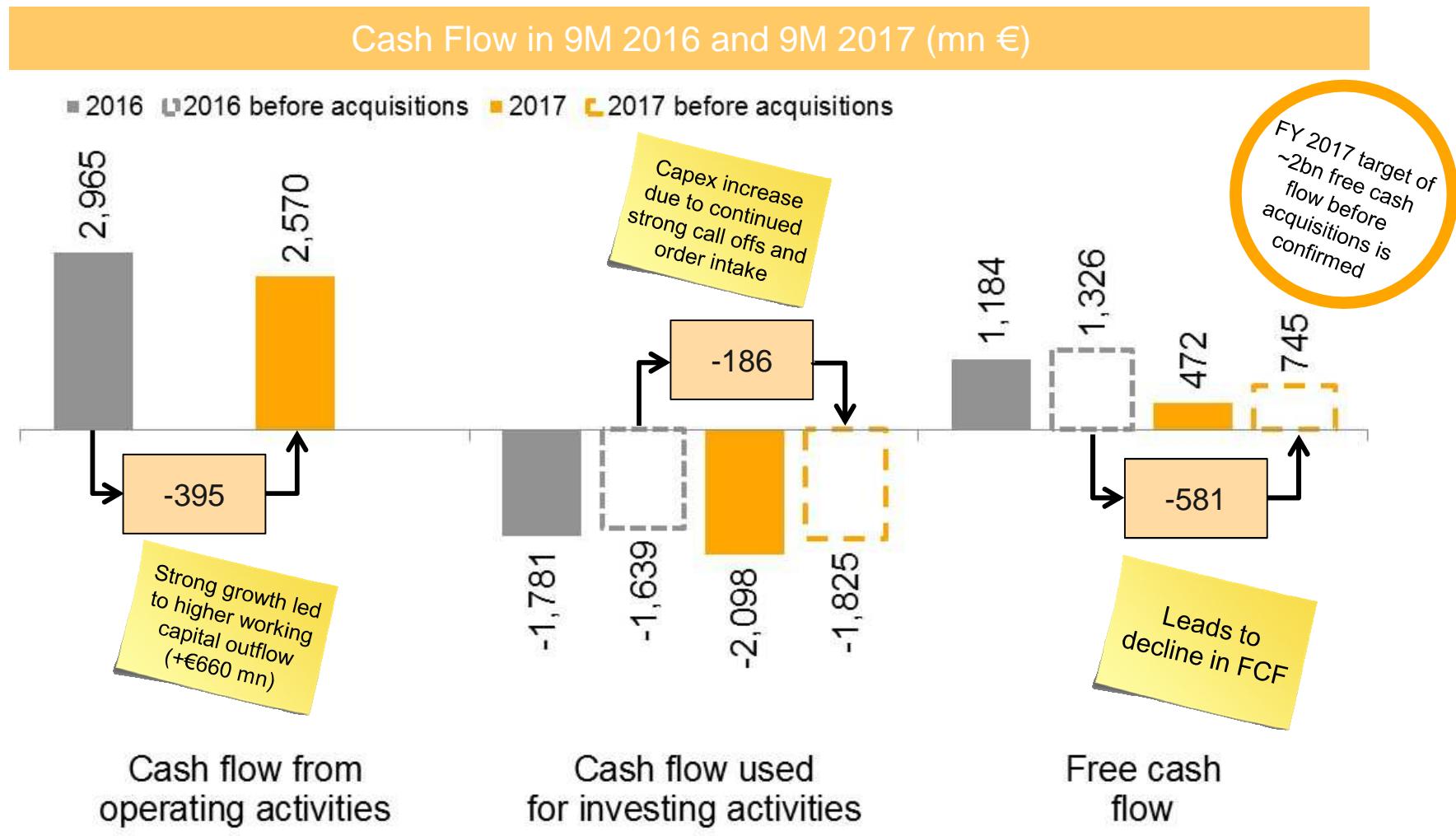
Net Indebtedness Bridge (mn €)



¹ According to cash flow statement incl. intangible assets

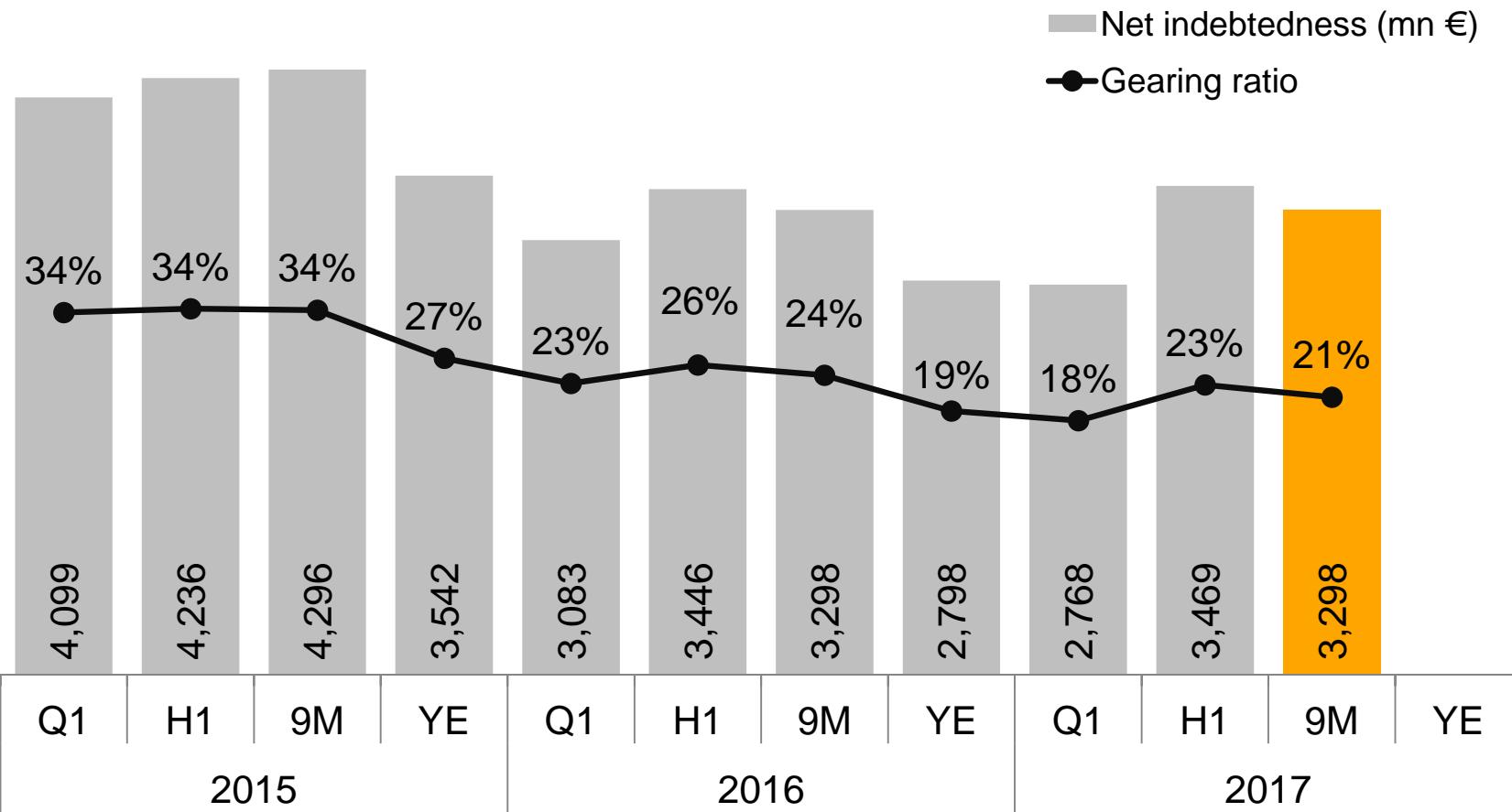
4) Indebtedness and Cash Flow

Cash Flow Overview



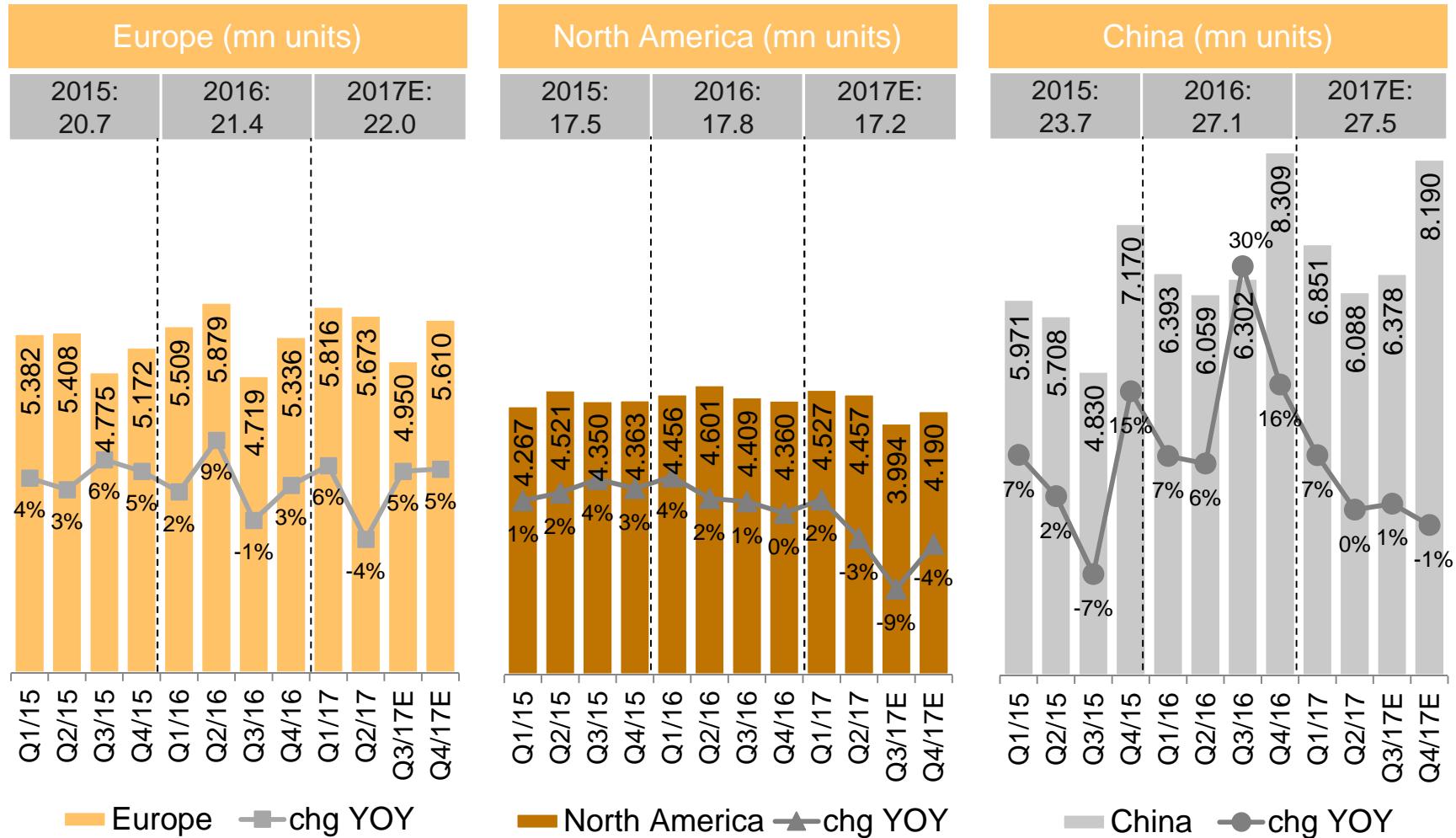
4) Indebtedness and Cash Flow

Net Indebtedness and Gearing Ratio



5) Outlook 2017

PC & LT Production by Quarter in Major Regions¹

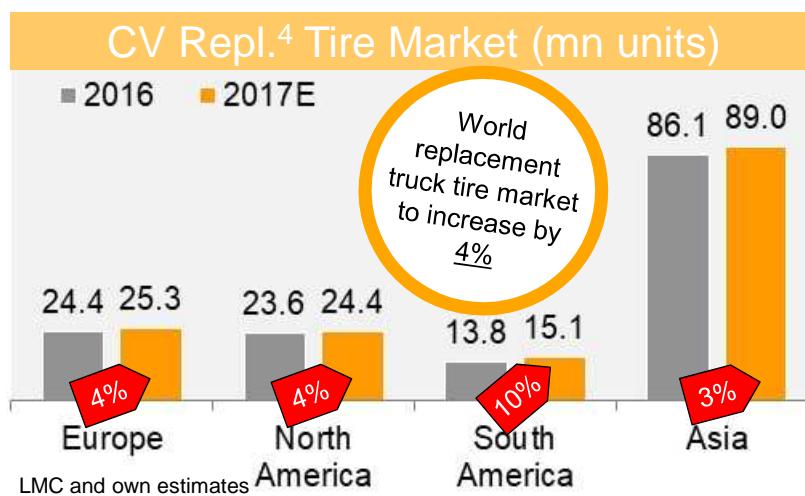
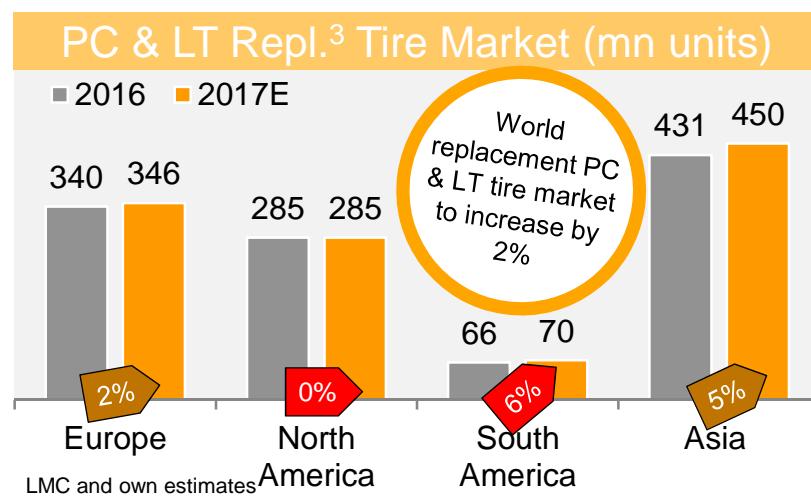
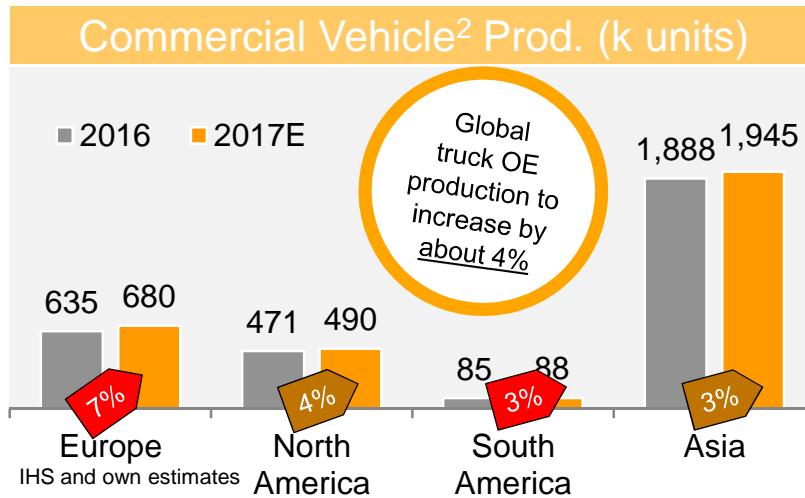
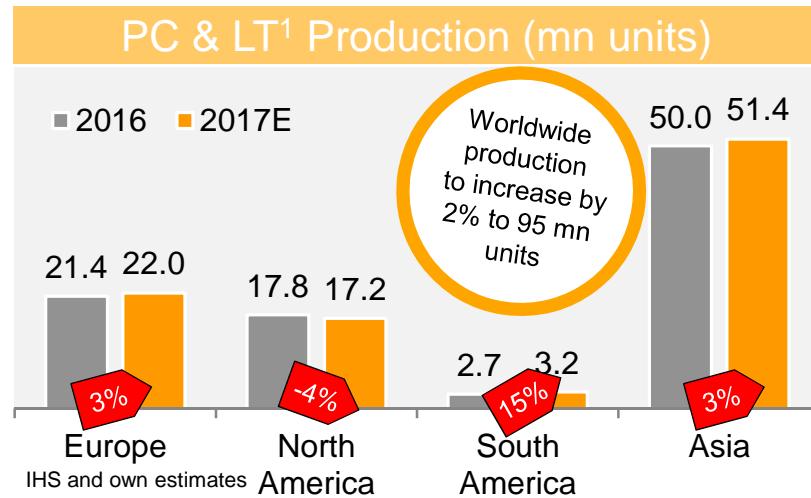


¹Source: IHS and own estimates, Europe excluding Kazakhstan and Uzbekistan

5) Outlook 2017

Market Outlook for Major Regions

Changes in comparison to the H1 2017 presentation marked in red or underlined



5) Outlook 2017

Continental Corporation

Changes in
comparison to the
H1 2017 presentation
are underlined

	2016	2017E
Consolidated sales adj. EBIT ¹ margin	€40.5 bn €4.3 bn	To increase to >€44 bn at constant FX rates; <u>~€44 bn at current FX rates</u> ; >10.5% adj. EBIT ¹ margin
Automotive Group adj. EBIT ¹	€24.5 bn €1.6 bn	To increase to ~€26.5 bn ~8.5% adj. EBIT ¹ margin
Rubber Group adj. EBIT ¹	€16.1 bn €2.8 bn	To increase to >€17 bn >15% adj. EBIT ¹ margin
Raw materials cost impact	Relief of about €150 mn	Raw materials to burden Rubber Group with about €450 mn
Special effects	-€70 mn	<u>Below</u> -€100 mn
Net interest result Tax rate	-€117 mn 28%	~€200 mn at constant FX rates <30%
Capex PPA	€2.6 bn €144 mn	Capex at around 6.5% of sales PPA amortization: <u>below</u> €200 mn
Free cash flow before acquisitions	€2.3 bn	~€2 bn

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

Thank you!



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

Contact

Equity and Debt Markets Relations

Vahrenwalder Str. 9
30165 Hanover
Germany
E-mail: ir@conti.de
Fax: +49 511 938 1080
www.continental-ir.com

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

Jana Cross
Assistant to the Head of IR
Roadshow and Conference Organization
Phone: +49 511 938 1163
E-mail: jana.cross@conti.de

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

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

Christopher Macke
Analysts, Institutional Investors
Phone: +49 511 938 1062
E-mail: christopher.macke@conti.de

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

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

Continental

Financial Calendar

2017

Preliminary figures for fiscal 2016	January 9, 2017
Annual Financial Press Conference	March 2, 2017
Annual Shareholders' Meeting (incl. key data for Q1 2017)	April 28, 2017
Q1 Financial Report	May 9, 2017
Half-Year Financial Report	August 3, 2017
Nine-Month Financial Report	November 9, 2017

2018

Preliminary figures for fiscal 2017	January 9, 2018
Annual Financial Press Conference	March 8, 2018
Annual Shareholders' Meeting (incl. key data for Q1 2018)	April 27, 2018
Q1 Financial Report	May 8, 2018
Half-Year Financial Report	August 2, 2018
Nine-Month Financial Report	November 8, 2018

Continental

Share Data/ADR Data

Share Data

Type of share	No-par value share
Bloomberg Ticker	CON
Reuters Ticker	CONG
German Securities Code Number (WKN)	543 900
ISIN	DE0005439004
Shares outstanding as at September 30, 2017	200,005,983

ADR Data

Ratio (ordinary share: ADR)	1:5
Bloomberg Ticker	CTTAY
Reuters Ticker	CTTAY.PK
ISIN	US2107712000
ADR Level	Level 1
Trading	OTC
Sponsor	Deutsche Bank Trust Company Americas

Continental

Bond Data

Issuer	Continental AG	Continental Rubber of America, Corp. ¹	Continental AG	Continental AG
Issue	Senior Notes	Senior Notes	Senior Notes	Senior Notes
Principal amount	€750 mn	€500 mn	€600 mn	€750 mn
Offering price	98.950%	99.739%	99.410%	99.228%
Rating at issuance date	Ba2 (Moody's ⁴) BB (S&P) BB (Fitch ²)	BBB (S&P) BBB (Fitch)	BBB+ (S&P) BBB+ (Fitch)	Ba1 (Moody's ⁴) BB (S&P) BBB (Fitch ²)
Current corporation and bond ratings³		BBB+ (Fitch), BBB+ (S&P), Baa1 (Moody's⁴)		
Coupon	3.0% p.a.	0.5% p.a.	0.0% p.a	3.125% p.a.
Issue date	July 16, 2013	November 19, 2015	December 5, 2016	September 9, 2013
Maturity	July 16, 2018	February 19, 2019	February 5, 2020	September 9, 2020
Interest payment	Semi annual January 16/July 16	Annual February 19, commencing on February 20, 2017	Not applicable	Annual September 9
WKN	A1X24V	A1Z7C3	A2DARM	A1X3B7
ISIN	XS0953199634	DE000A1Z7C39	XS1529561182	XS0969344083
Denomination	€1,000 with min. tradable amount €1,000	€1,000 with min. tradable amount €1,000	€1,000 with min. tradable amount €1,000	€1,000 with min. tradable amount €1,000

¹ Guaranteed by Continental AG

² Non-contracted rating at date of issuance

³ Fitch since October 24, 2016; S&P since May 11, 2016; Moody's since June 30, 2015

⁴ Non-contracted rating since February 1, 2014

Back-up

6) Back-up

Corporation Highlights 9M 2017

› Sales	Increase of 9.0% to €32,725.6 mn (PY: €30,025.5 mn); organic sales up 7.6%
› EBITDA	Increase of 13.4% to €4,873.1 mn (PY: €4,296.0 mn)
› EBIT	Increase of 14.5% to €3,304.9 mn (PY: €2,886.6 mn); Adj. EBIT ¹ increase to €3,417.7 mn (10.6% adj. EBIT ¹ margin); PPA ² effect -€128.0 mn; total special effects -€3.2 mn
› NIAT ³	Increase of 10.3% to €2,224.1 mn (PY: €2,017.3 mn)
› EPS ³	EPS of €11.12 (PY: €10.09) EPS before PPA ² €11.58 (PY: €10.47 before PPA ²)
› Capex	Capex increased to €1,794.9 mn (PY: €1,599.8 mn); capex ratio 5.5% of sales; capex to depreciation coverage 1.1x (1.2x ex PPA ²)
› R&D	Expenses for research and development increased by 8.6% to €2,356.9 mn (PY: €2,171.0 mn); R&D ratio 7.2% of sales (PY: 7.2%)
› Cash flow	Operating cash flow down by €395.1 mn to €2,569.7 mn; free cash flow at €472.0 mn
› Net debt	Net indebtedness up by €500.1 mn to €3,297.9 mn vs. FY 2016; Liquidity and undrawn credit lines amounted to €5,164.1 mn
› PaSO	Pensions and similar obligations amounted to €4,024.1 mn

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

² Amortization of intangibles from PPA, tax rate of 28% applied for EPS calculation

³ Attributable to the shareholders of the parent

6) Back-up

Overview of Volume Development

Units (YOY change)	Q1/15	H1/15	9M/15	FY 15	Q1/16	H1/16	9M/16	FY 16	Q1/17	H1/17	9M/17
Market data for PC and LT production											
Europe	4%	3%	4%	4%	2%	6%	3%	3%	6%	1%	2%
North America	1%	2%	3%	3%	4%	3%	2%	2%	2%	-1%	-4%
Europe and North America combined	3%	3%	4%	4%	3%	4%	3%	3%	4%	0%	-1%
Worldwide	2%	1%	2%	2%	2%	3%	3%	4%	6%	3%	3%
Continental											
Electronic Brake Systems (EBS)	8%	6%	5%	5%	0%	4%	6%	6%	13%	10%	9%
Boosters	-1%	-4%	-8%	-7%	-3%	-3%	4%	1%	3%	3%	4%
EPB-Systems	59%	53%	47%	48%	38%	48%	51%	48%	47%	39%	35%
Advanced driver assistance systems (ADAS)	46%	53%	59%	58%	51%	45%	38%	36%	40%	40%	41%
Engine electronic control units (ECUs)	-1%	-3%	-5%	-5%	-2%	3%	6%	8%	12%	9%	7%
Injectors	-8%	-8%	-11%	-11%	-5%	-5%	2%	7%	19%	17%	15%
Transmission control units (TCUs)	6%	2%	0%	-1%	-1%	-1%	1%	1%	-2%	-3%	-5%
Turbochargers	59%	45%	50%	43%	23%	24%	18%	17%	45%	44%	50%
Market data tires											
PC and LT replacement tires Europe	-1%	2%	0%	0%	2%	2%	2%	2%	6%	2%	2%
PC and LT replacement tires North America	-6%	0%	1%	1%	5%	2%	2%	2%	2%	1%	-1%
Commercial vehicle tires OE Europe	0%	4%	5%	5%	6%	5%	3%	3%	9%	6%	7%
Commercial vehicle tires OE North America	21%	17%	12%	7%	-12%	-9%	-16%	-13%	-8%	-1%	10%
Commercial vehicle replacement tires Europe	-4%	2%	-1%	0%	2%	3%	3%	3%	11%	6%	7%
Commercial vehicle replacement tires North America	3%	5%	3%	3%	4%	3%	3%	2%	12%	-1%	3%
Continental											
PC and LT tires	-1%	3%	2%	5%	9%	8%	6%	6%	5%	2%	2%
Commercial vehicle tires	-3%	0%	3%	5%	7%	8%	4%	4%	15%	10%	8%
ContiTech organic sales growth	2%	4%	4%	4%	3%	2%	2%	2%	8%	7%	8%

Note: Following products have been replaced in the statistics in order to better reflect current market trends. The ABS (anti-locking brake systems) and ESC (electronic stability control) are included in an electronic brake system (EBS). The sequential decline in unit sales in early 2016 is largely attributable to the change over from MK60 to MK100 brake system. Calipers have been replaced by electronic parking brake systems (EPB Systems) as the former cable puller handbrake is being replaced ever more often by an EPB. The EPB Systems integrate the caliper into the electronic parking brake. This causes a decline in classical caliper sales which is more than compensated by the increase in EPB systems. We sold more than 14 mn EPB systems in 2016.

6) Back-up

Key Historical Credit Metrics

(mn €) ¹	2013	2014	2015	2016	LTM
Statement of Cash Flows					
Adjusted EBITDA²					
Reported EBITDA	5,095	5,318	6,094	6,125	6,655
Net cash interest paid	-534	-158	-174	-112	-112
Tax paid	-805	-775	-1,015	-1,047	-1,131
Change in net working capital ³	-4	-207	-107	-210	-870
Other ⁴	-30	175	210	250	21
Cash flow arising from operating activities	3,722	4,168	4,916	4,938	4,543
Cash flow arising from investing activities	-1,904	-2,153	-3,472	-3,167	-3,484
- thereof aquisitions	-154	-129	-1,257	-516	-647
- thereof capex in PPE and intangibles	-2,024	-2,110	-2,265	-2,708	-2,913
Cash flow before financing activities	1,818	2,015	1,444	1,771	1,059
Cash flow before aquisitions	1,972	2,144	2,701	2,288	1,706
Statement of Financial Position					
Cash and cash equivalents	2,045	3,244	1,622	2,107	1,531
Derivative instruments and interest-bearing investments	303	364	81	48	132
Total indebtedness	6,638	6,432	5,245	4,952	4,961
Net indebtedness	4,289	2,824	3,542	2,798	3,298
Credit Ratios					
Net indebtedness / adjusted EBITDA²	0.8x	0.5x	0.6x	0.5x	0.5x
Net cash interest paid coverage (Ratio)⁵	9.5x	33.7x	35.1x	54.8x	59.5x

¹ Amounts shown may contain rounding differences

² Adjusted EBITDA as defined in syndicated loan

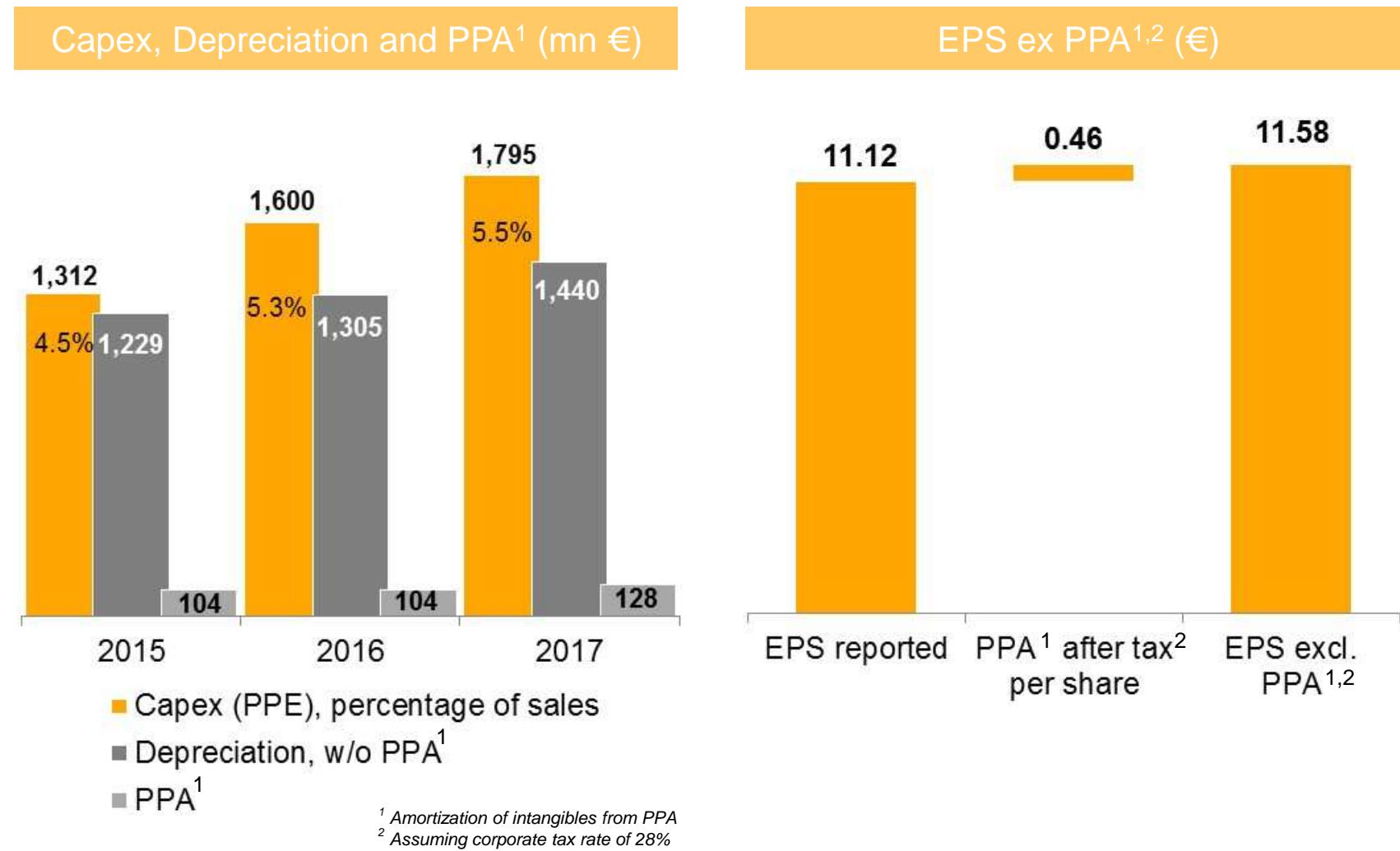
³ Includes changes in inventories, trade accounts receivable, trade accounts payable and discounted notes

⁴ Includes dividends received, income from equity accounted and other investments, including 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

⁵ Adjusted EBITDA to net cash interest paid

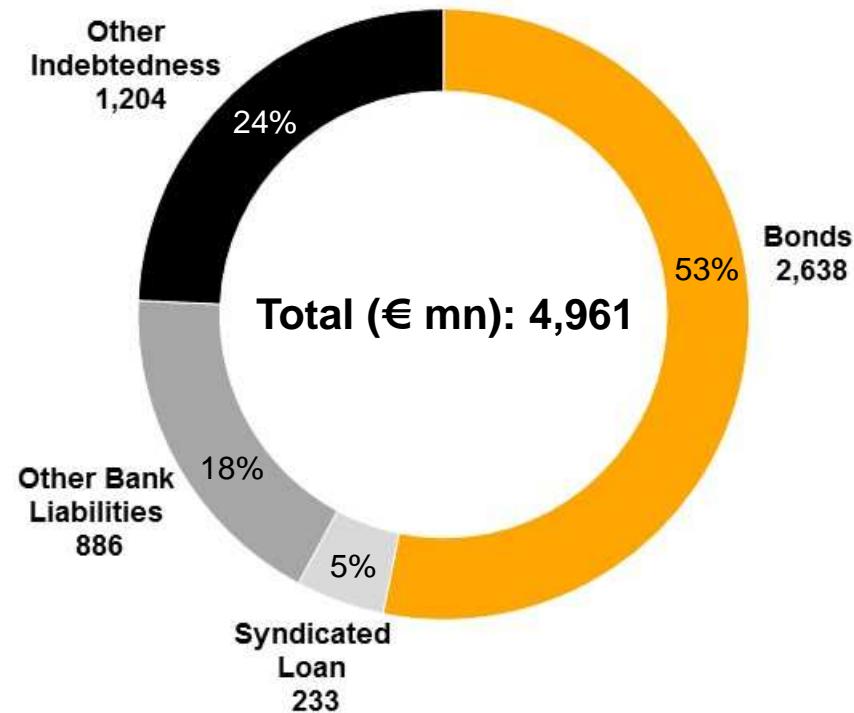
6) Back-up

Capex, Depreciation and EPS Breakdown 9M 2017



6) Fact Sheets

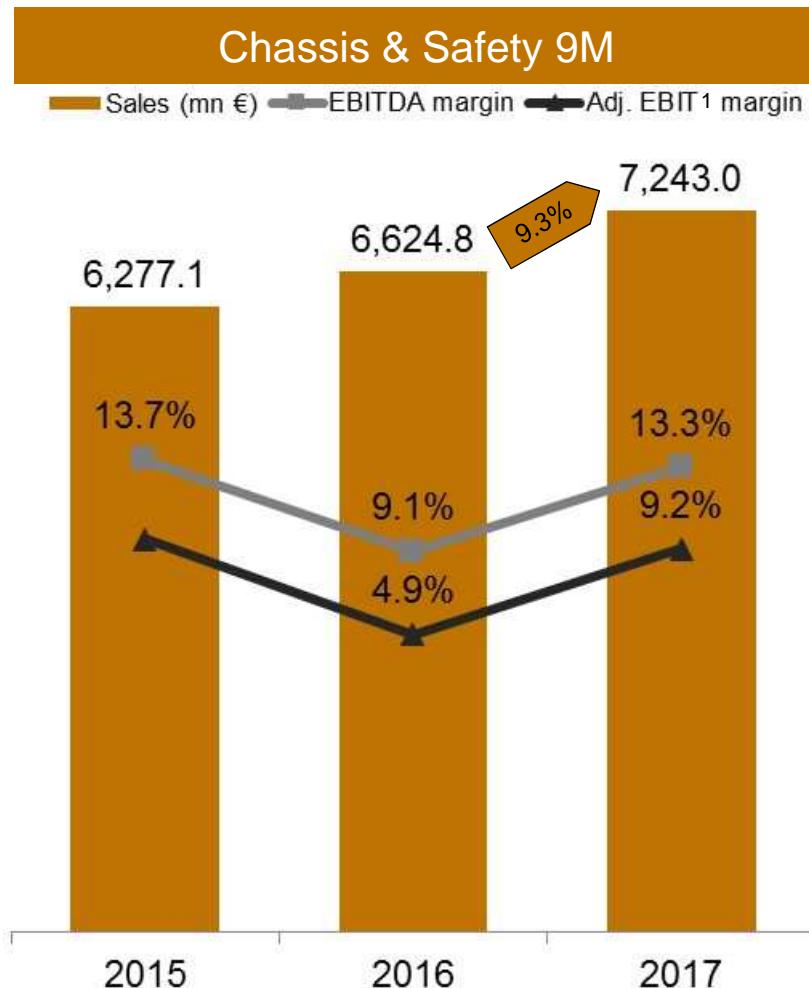
Composition of Gross Indebtedness After 9M 2017 (mn €)



6) Back-up

Automotive Group Financials – Chassis & Safety

- › Sales increased by 10.0% before consolidation and FX effects
- › EBITDA increased by €363.7 mn to €964.1 mn (+60.6%)
- › Adj. EBIT¹ increased by €339.7 mn to €666.1 mn (adj. EBIT¹ margin 9.2%)
- › EBIT increased by €340.2 mn to €666.3 mn (EBIT margin 9.2%)
- › PPA effect in 9M 2017: €0.0 mn
- › Special effects in 9M 2017: +€0.2 mn



¹ 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 6.3% before consolidation and FX effects
- › EBITDA increased by €79.6 mn to €615.7 mn (+14.8%)
- › Adj. EBIT¹ increased by €62.6 mn to €334.5 mn (adj. EBIT¹ margin 5.8%)
- › EBIT increased by €58.7 mn to €314.3 mn (EBIT margin 5.5%)
- › PPA effect in 9M 2017: -€9.0 mn
- › Special effects in 9M 2017: -€7.6 mn

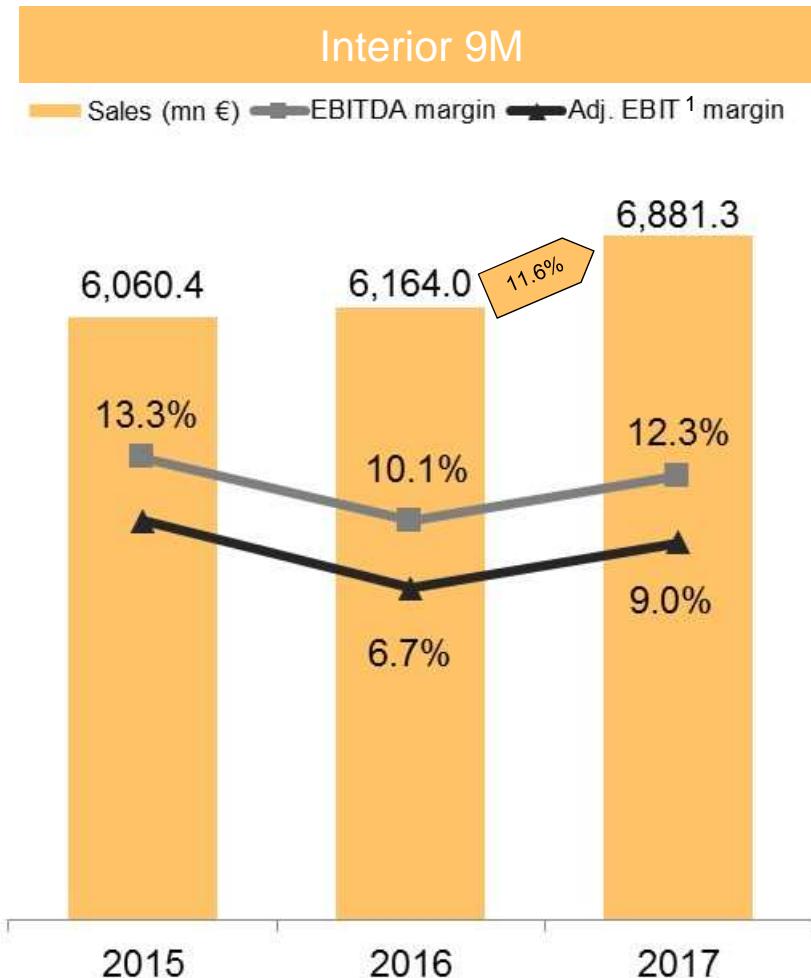


¹ Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

6) Back-up

Automotive Group Financials – Interior

- › Sales increased by 10.7% before consolidation and FX effects
- › EBITDA increased by €226.6 mn to €848.7 mn (+36.4%)
- › Adj. EBIT¹ increased by €202.0 mn to €613.4 mn (adj. EBIT¹ margin 9.0%)
- › EBIT increased by €166.2 mn to €550.5 mn (EBIT margin 8.0%)
- › PPA effect in 9M 2017: -€34.6 mn
- › Special effects in 9M 2017: -€20.8 mn

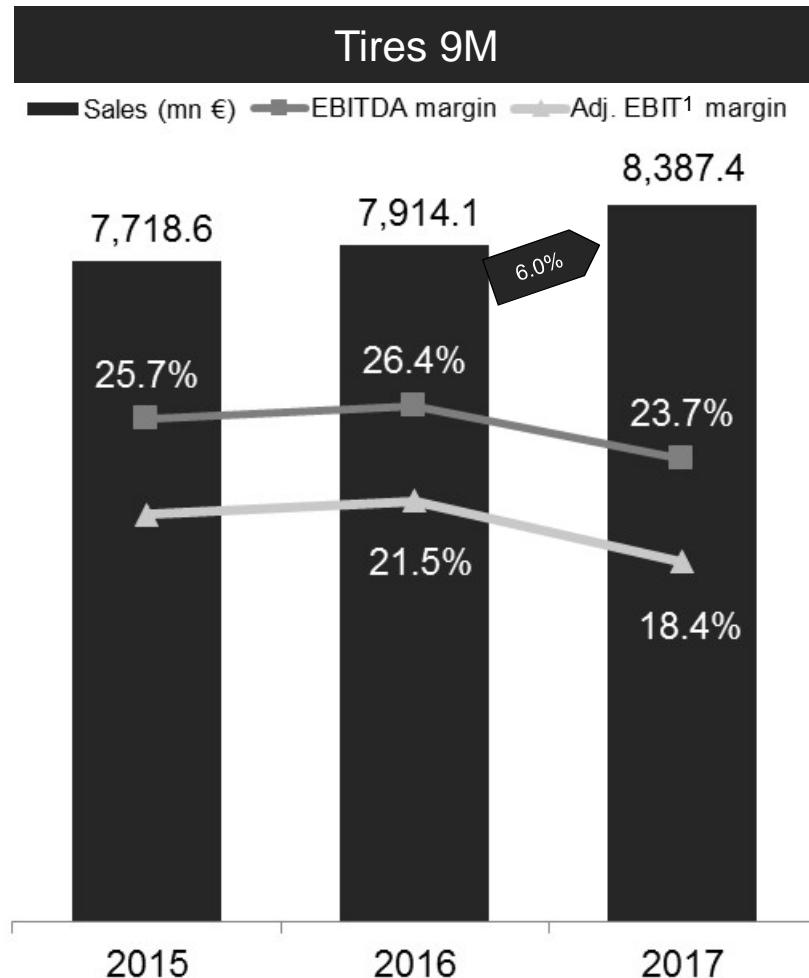


¹ Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

6) Back-up

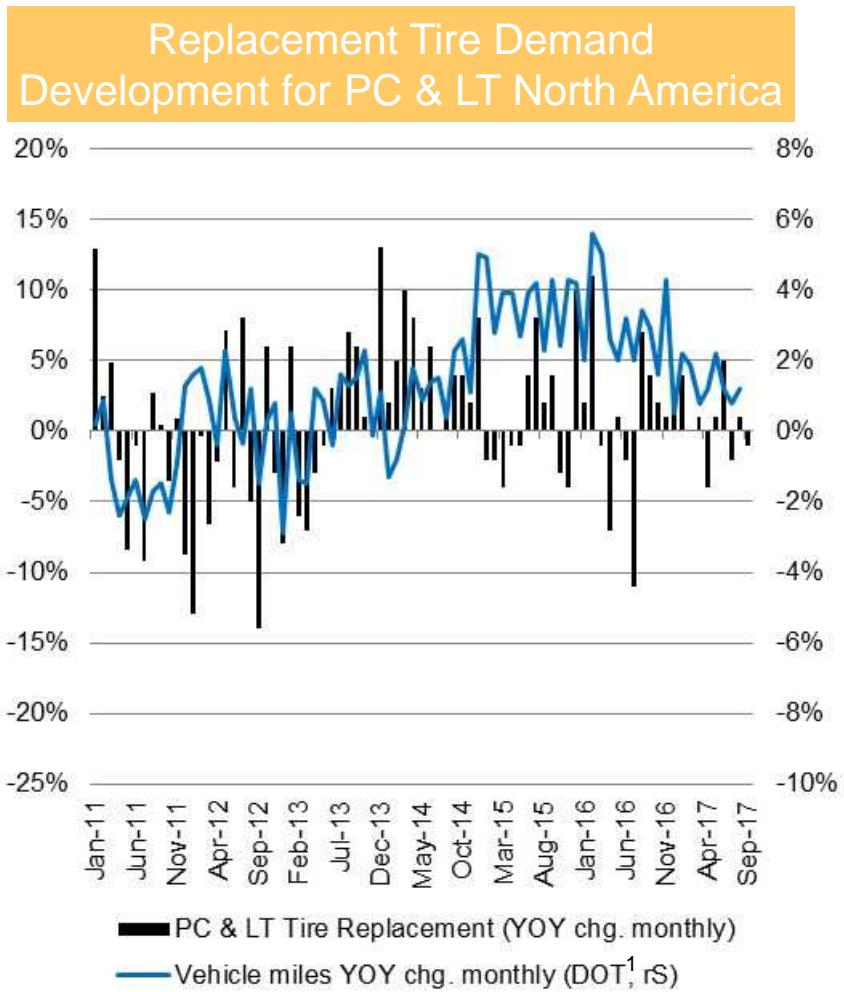
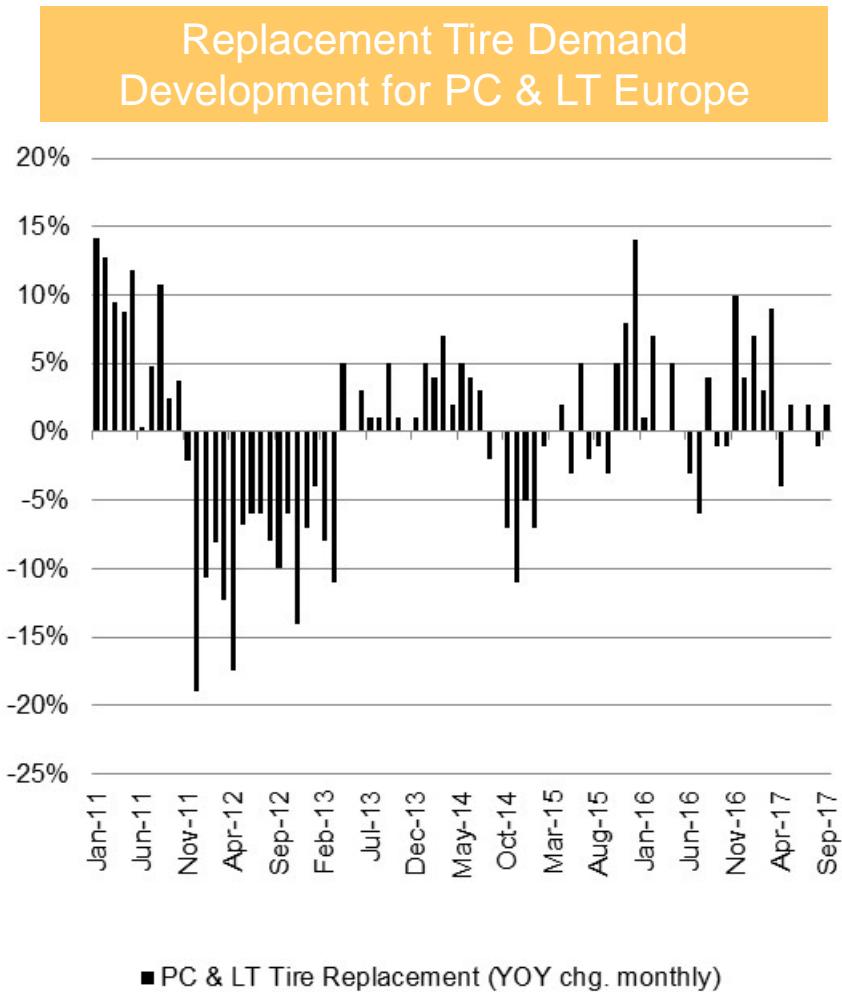
Rubber Group Financials – Tires

- › Sales increased by 4.3% before consolidation and FX effects
- › EBITDA decreased by €101.7 mn to €1,987.8 mn (-4.9%)
- › Adj. EBIT¹ decreased by €182.1 mn to €1,517.7 mn (adj. EBIT¹ margin 18.4%)
- › EBIT decreased by €150.7 mn to €1,547.0 mn (EBIT margin 18.4%)
- › PPA effect in 9M 2017: -€14.2 mn
- › Special effects in 9M 2017: +€24.4 mn



6) Back-up

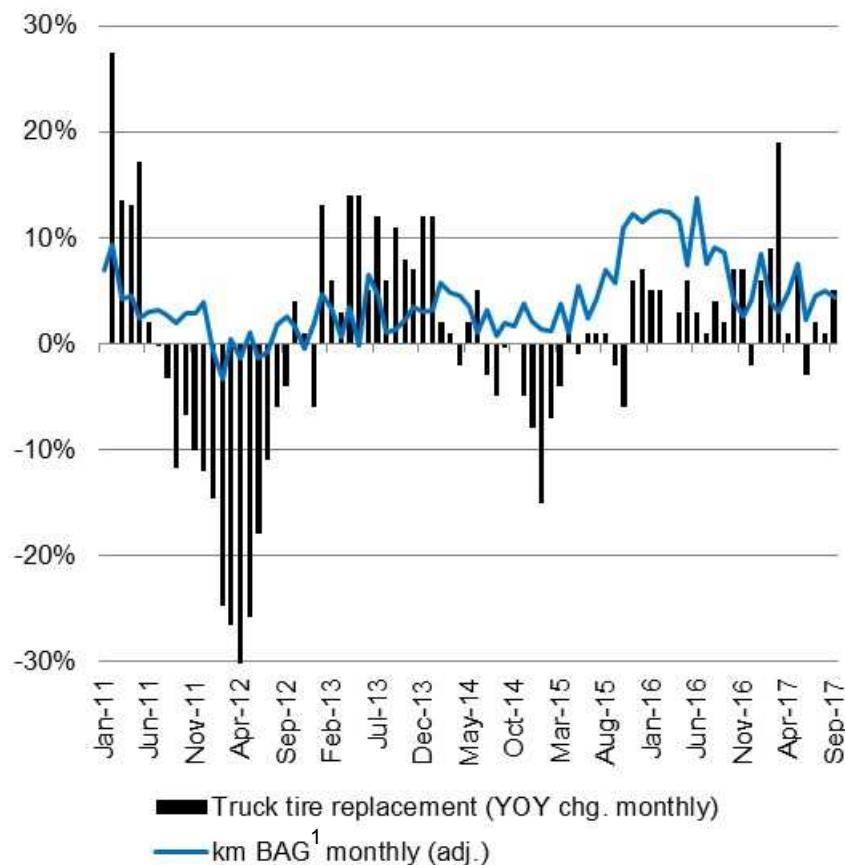
Tires – Demand for Passenger and Light Truck Tires



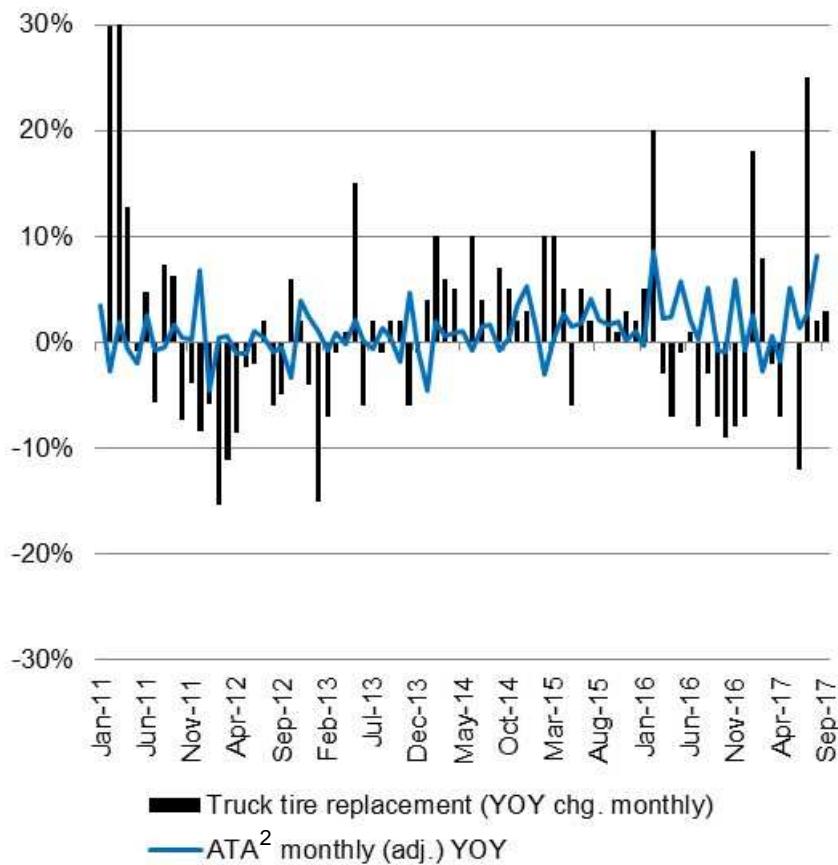
6) Back-up

Tires – Demand for Commercial Vehicle Tires

Replacement Tire Demand
Development for Truck Tires Europe



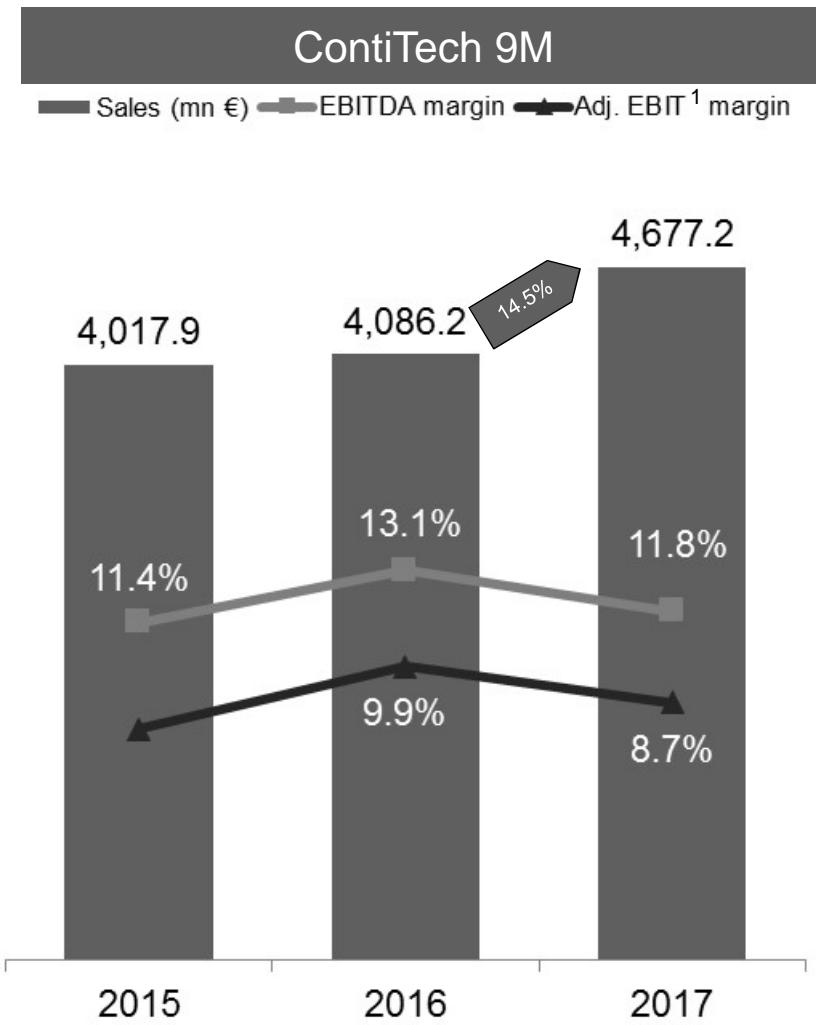
Replacement Tire Demand
Development for Truck Tires North America



6) Back-up

Rubber Group Financials – ContiTech

- › Sales increased by 7.5% before consolidation and FX effects
- › EBITDA increased by €14.1 mn to €550.9 mn (+2.6%)
- › Adj. EBIT¹ decreased by €25.1 mn to €381.2 mn (adj. EBIT¹ margin 8.7%)
- › EBIT increased by €8.6 mn to €322.0 mn (EBIT margin 6.9%)
- › PPA effect in 9M 2017: -€70.2 mn
- › Special effects in 9M 2017: +€0.2 mn restructuring and +€0.4 mn divestment



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

Fact Sheets 2015 – 9M 2017

6) Fact Sheets

Sales by Quarter

Sales (mn €)	2015					2016					2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	2,136.0	2,142.1	1,999.0	2,172.6	8,449.7	2,201.8	2,246.2	2,176.8	2,352.8	8,977.6	2,497.4	2,437.8	2,307.8		
Powertrain	1,826.5	1,819.8	1,657.4	1,764.8	7,068.5	1,813.5	1,841.5	1,775.4	1,889.1	7,319.5	2,003.1	1,947.2	1,810.5		
Interior	1,975.2	2,057.0	2,028.2	2,094.4	8,154.8	2,023.0	2,099.8	2,041.2	2,160.7	8,324.7	2,293.9	2,318.4	2,269.0		
Tires	2,419.8	2,644.4	2,654.4	2,690.2	10,408.8	2,512.7	2,692.7	2,708.7	2,803.3	10,717.4	2,756.3	2,815.7	2,815.4		
ContiTech	1,268.3	1,418.8	1,330.8	1,349.9	5,367.8	1,359.1	1,376.6	1,350.5	1,376.3	5,462.5	1,521.4	1,587.5	1,568.3		
Other / Consolidation	-56.9	-52.4	-52.2	-56.1	-217.6	-59.4	-65.8	-68.8	-58.2	-252.2	-72.2	-73.6	-78.3		
Continental Corporation	9,568.9	10,029.7	9,617.6	10,015.8	39,232.0	9,850.7	10,191.0	9,983.8	10,524.0	40,549.5	10,999.9	11,033.0	10,692.7		

Changes Y-o-Y in %	2016					2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	3.1	4.9	8.9	8.3	6.2	13.4	8.5	6.0		
Powertrain	-0.7	1.2	7.1	7.0	3.6	10.5	5.7	2.0		
Interior	2.4	2.1	0.6	3.2	2.1	13.4	10.4	11.2		
Tires	3.8	1.8	2.0	4.2	3.0	9.7	4.6	3.9		
ContiTech	7.2	-3.0	1.5	2.0	1.8	11.9	15.3	16.1		
Continental Corporation	2.9	1.6	3.8	5.1	3.4	11.7	8.3	7.1		

6) Fact Sheets

EBITDA by Quarter

EBITDA (mn €)	2015					2016					2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	297.3	293.4	268.3	301.3	1,160.3	302.8	312.0	-14.4	354.2	954.6	336.9	326.9	300.3		
Powertrain	177.2	183.5	167.3	202.7	730.7	158.8	201.8	175.5	220.1	756.2	213.9	214.4	187.4		
Interior	252.9	299.8	252.4	277.1	1,082.2	237.4	252.2	132.5	282.1	904.2	273.6	288.1	287.0		
Tires	579.7	734.6	667.7	622.3	2,604.3	658.1	773.4	658.0	739.2	2,828.7	651.3	674.8	661.7		
ContiTech	129.2	169.1	159.7	119.2	577.2	176.1	197.2	163.5	194.1	730.9	191.3	175.6	184.0		
Other / Consolidation	-33.1	-47.1	-23.7	-49.4	-153.3	-27.7	-23.5	-37.7	-28.3	-117.2	-28.5	-27.4	-38.2		
Continental Corporation	1,403.2	1,633.3	1,491.7	1,473.2	6,001.4	1,505.5	1,713.1	1,077.4	1,761.4	6,057.4	1,638.5	1,652.4	1,582.2		
EBITDA margin in %	2015					2016					2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	13.9	13.7	13.4	13.9	13.7	13.8	13.9	-0.7	15.1	10.6	13.5	13.4	13.0		
Powertrain	9.7	10.1	10.1	11.5	10.3	8.8	11.0	9.9	11.7	10.3	10.7	11.0	10.4		
Interior	12.8	14.6	12.4	13.2	13.3	11.7	12.0	6.5	13.1	10.9	11.9	12.4	12.6		
Tires	24.0	27.8	25.2	23.1	25.0	26.2	28.7	24.3	26.4	26.4	23.6	24.0	23.5		
ContiTech	10.2	11.9	12.0	8.8	10.8	13.0	14.3	12.1	14.1	13.4	12.6	11.1	11.7		
Continental Corporation	14.7	16.3	15.5	14.7	15.3	15.3	16.8	10.8	16.7	14.9	14.9	15.0	14.8		
Changes Y-o-Y in %						2016					2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety						1.8	6.3	-105.4	17.6	-17.7	11.3	4.8	2,185.4		
Powertrain						-10.4	10.0	4.9	8.6	3.5	34.7	6.2	6.8		
Interior						-6.1	-15.9	-47.5	1.8	-16.4	15.2	14.2	116.6		
Tires						13.5	5.3	-1.5	18.8	8.6	-1.0	-12.7	0.6		
ContiTech						36.3	16.6	2.4	62.8	26.6	8.6	-11.0	12.5		
Continental Corporation						7.3	4.9	-27.8	19.6	0.9	8.8	-3.5	46.9		

6) Fact Sheets

EBIT by Quarter

EBIT (mn €)	2015					2016					2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	214.9	209.3	181.5	208.6	814.3	213.2	220.3	-107.4	254.7	580.8	238.9	227.4	200.0		
Powertrain	96.7	101.0	81.3	116.6	395.6	66.5	108.8	80.3	122.4	378.0	117.1	114.1	83.1		
Interior	190.9	234.1	178.7	200.8	804.5	160.1	172.9	51.3	183.5	567.8	185.7	196.3	168.5		
Tires	454.0	604.1	536.5	490.6	2,085.2	530.0	645.4	522.3	591.7	2,289.4	505.1	526.9	515.0		
ContiTech	54.9	82.3	80.6	-47.2	170.6	98.7	126.7	88.0	85.8	399.2	117.1	95.4	109.5		
Other / Consolidation	-33.5	-47.5	-24.0	-49.6	-154.6	-27.8	-24.5	-38.2	-28.9	-119.4	-28.8	-27.8	-38.6		
Continental Corporation	977.9	1,183.3	1,034.6	919.8	4,115.6	1,040.7	1,249.6	596.3	1,209.2	4,095.8	1,135.1	1,132.3	1,037.5		
EBIT margin in %	2015					2016					2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	10.1	9.8	9.1	9.6	9.6	9.7	9.8	-4.9	10.8	6.5	9.6	9.3	8.7		
Powertrain	5.3	5.6	4.9	6.6	5.6	3.7	5.9	4.5	6.5	5.2	5.8	5.9	4.6		
Interior	9.7	11.4	8.8	9.6	9.9	7.9	8.2	2.5	8.5	6.8	8.1	8.5	7.4		
Tires	18.8	22.8	20.2	18.2	20.0	21.1	24.0	19.3	21.1	21.4	18.3	18.7	18.3		
ContiTech	4.3	5.8	6.1	-3.5	3.2	7.3	9.2	6.5	6.2	7.3	7.7	6.0	7.0		
Continental Corporation	10.2	11.8	10.8	9.2	10.5	10.6	12.3	6.0	11.5	10.1	10.3	10.3	9.7		
Changes Y-o-Y in %						2016					2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety						-0.8	5.3	-159.2	22.1	-28.7	12.1	3.2	286.2		
Powertrain						-31.2	7.7	-1.2	5.0	-4.4	76.1	4.9	3.5		
Interior						-16.1	-26.1	-71.3	-8.6	-29.4	16.0	13.5	228.5		
Tires						16.7	6.8	-2.6	20.6	9.8	-4.7	-18.4	-1.4		
ContiTech						79.8	53.9	9.2	281.8	134.0	18.6	-24.7	24.4		
Continental Corporation						6.4	5.6	-42.4	31.5	-0.5	9.1	-9.4	74.0		

6) Fact Sheets

Adjusted EBIT¹ by Quarter

Adj. EBIT ¹ (mn €)	Q1	Q2	Q3	Q4	Year
Chassis & Safety	213.3	220.4	-107.3		
Powertrain	72.1	114.7	85.1		
Interior	169.1	182.0	60.3		
Tires	531.9	647.3	520.6		
ContiTech	131.0	152.3	123.0		
Other / Consolidation	-27.8	-24.5	-38.2		
Continental Corporation	1,089.6	1,292.2	643.5		

Adj. EBIT ¹ margin in %	Q1	Q2	Q3	Q4	Year
Chassis & Safety	9.7	9.8	-4.9		
Powertrain	4.0	6.2	4.8		
Interior	8.4	8.7	3.0		
Tires	21.2	24.0	19.2		
ContiTech	9.6	11.1	9.1		
Continental Corporation	11.1	12.7	6.4		

Changes Y-o-Y in %	Q1	Q2	Q3	Q4	Year
Chassis & Safety					
Powertrain					
Interior					
Tires					
ContiTech					
Continental Corporation	7.0	-10.0	69.3		

2016	Q1	Q2	Q3	Q4	Year
	238.9	227.4	199.8		
	124.7	118.5	91.3		
	202.9	210.3	200.2		
	486.2	513.8	517.7		
	141.6	120.3	119.3		
	-28.8	-27.8	-38.6		
	1,165.5	1,162.5	1,089.7		

2017	Q1	Q2	Q3	Q4	Year
	9.6	9.3	8.7		
	6.3	6.1	5.0		
	8.9	9.2	8.9		
	17.9	18.6	18.6		
	9.6	8.2	8.2		
	10.7	10.7	10.4		

2017	Q1	Q2	Q3	Q4	Year
	12.0	3.2	286.2		
	73.0	3.3	7.3		
	20.0	15.5	232.0		
	-8.6	-20.6	-0.6		
	8.1	-21.0	-3.0		
	7.0	-10.0	69.3		

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

6) Fact Sheets

Consolidated Statement of Income

(mn €)	2017 1 - 9	2016 1 - 9	2015 1 - 9	2017 Q3	2016 Q3	2015 Q3
Sales	32,725.6	30,025.5	29,216.2	10,692.7	9,983.8	9,617.6
Cost of sales	-24,286.6	-22,018.3	-21,608.2	-7,948.3	-7,409.1	-7,107.0
Gross margin on sales	8,439.0	8,007.2	7,608.0	2,744.4	2,574.7	2,510.6
Research and development expenses	-2,356.9	-2,171.0	-1,897.7	-777.5	-728.1	-623.4
Selling and logistics expenses	-1,797.2	-1,663.2	-1,612.3	-588.3	-554.0	-537.6
Administrative expenses	-866.1	-763.2	-695.4	-269.7	-265.1	-236.1
Other expenses and income	-164.5	-573.3	-247.7	-85.7	-444.4	-91.6
Income from at-equity accounted investees	50.2	49.7	40.5	14.1	13.1	12.7
Other income from investments	0.4	0.4	0.4	0.2	0.1	
Earnings before interest and tax	3,304.9	2,886.6	3,195.8	1,037.5	596.3	1,034.6
Interest income	68.0	74.3	69.3	21.4	24.7	20.0
Interest expense	-287.6	-147.9	-286.7	-77.2	-49.7	-138.4
Net interest result	-219.6	-73.6	-217.4	-55.8	-25.0	-118.4
Earnings before tax	3,085.3	2,813.0	2,978.4	981.7	571.3	916.2
Income tax expense	-817.7	-742.4	-839.9	-240.0	-175.3	-268.7
Net income	2,267.6	2,070.6	2,138.5	741.7	396.0	647.5
Non-controlling interests	-43.5	-53.3	-54.2	-12.6	-17.5	-11.8
Net income attributable to the shareholders of the parent	2,224.1	2,017.3	2,084.3	729.1	378.5	635.7
Basic earnings per share (in €)	11.12	10.09	10.42	3.64	1.90	3.18
Diluted earnings per share (in €)	11.12	10.09	10.42	3.64	1.90	3.18

6) Fact Sheets

Consolidated Statement of Financial Position – Assets

Assets in € millions	Sept. 30, 2017	Dec. 31, 2016	Sept. 30, 2016
Goodwill	6,818.8	6,857.3	6,651.3
Other intangible assets	1,481.8	1,514.1	1,283.0
Property, plant and equipment	10,723.4	10,538.1	9,837.2
Investment property	10.7	10.3	10.4
Investments in equity-accounted investees	404.6	384.8	382.1
Other investments	47.3	43.1	39.8
Deferred tax assets	1,741.3	1,836.1	2,062.1
Defined benefit assets	36.1	24.3	34.0
Long-term derivative instruments and interest-bearing investments	84.4	19.7	38.0
Long-term other financial assets	64.5	66.4	55.1
Long-term other assets	26.9	26.8	22.9
Non-current assets	21,439.8	21,321.0	20,415.9
Inventories	4,355.9	3,753.2	3,880.6
Trade accounts receivable	8,222.7	7,392.7	7,546.0
Short-term other financial assets	550.0	455.5	483.6
Short-term other assets	987.4	989.0	1,012.7
Income tax receivables	224.0	124.7	188.2
Short-term derivative instruments and interest-bearing investments	47.7	27.8	24.4
Cash and cash equivalents	1,530.9	2,107.0	1,439.9
Assets held for sale	2.9	4.0	3.6
Current assets	15,921.5	14,853.9	14,579.0
Total assets	37,361.3	36,174.9	34,994.9

6) Fact Sheets

Consolidated Statement of Financial Position – Total Equity and Liabilities

Equity and liabilities in € millions	Sept. 30, 2017	Dec. 31, 2016	Sept. 30, 2016
Subscribed capital	512.0	512.0	512.0
Capital reserves	4,155.6	4,155.6	4,155.6
Retained earnings	12,908.8	11,534.7	10,749.5
Other comprehensive income	-2,324.7	-1,932.3	-2,262.5
Equity attributable to the shareholders of the parent	15,251.7	14,270.0	13,154.6
Non-controlling interests	446.9	464.8	440.7
Total equity	15,698.6	14,734.8	13,595.3
Long-term employee benefits	4,288.1	4,392.3	4,711.5
Deferred tax liabilities	465.0	371.5	400.5
Long-term provisions for other risks and obligations	181.8	204.2	209.9
Long-term indebtedness	2,010.4	2,803.7	2,195.1
Long-term other financial liabilities	41.5	97.1	39.2
Long-term other liabilities	15.0	17.1	19.2
Non-current liabilities	7,001.8	7,885.9	7,575.4
Short-term employee benefits	1,479.5	1,314.1	1,339.8
Trade accounts payable	6,369.8	6,248.0	5,997.1
Income tax payables	802.1	783.6	805.1
Short-term provisions for other risks and obligations	959.2	1,146.4	1,107.4
Short-term indebtedness	2,950.5	2,148.6	2,605.6
Short-term other financial liabilities	1,244.8	1,187.3	1,099.6
Short-term other liabilities	855.0	726.2	869.6
Liabilities held for sale	—	—	—
Current liabilities	14,660.9	13,554.2	13,824.2
Total equity and liabilities	37,361.3	36,174.9	34,994.9

6) Fact Sheets

Consolidated Statement of Cash Flows

Consolidated Statement of Cash Flows in € millions	January 1 to September 30		Third Quarter	
	2017	2016	2017	2016
Net income	2,267.6	2,070.6	741.7	396.0
Income tax expense	817.7	742.4	240.0	175.3
Net interest result	219.6	73.6	55.8	25.0
EBIT	3,304.9	2,886.6	1,037.5	596.3
Interest paid	-116.7	-115.9	-55.4	-52.8
Interest received	19.2	18.5	5.7	6.4
Income tax paid	-871.1	-787.0	-273.2	-243.0
Dividends received	24.2	25.5	3.2	6.9
Depreciation, amortization, impairment and reversal of impairment losses	1,568.2	1,409.4	544.7	481.1
Income from equity-accounted investees and other investments, incl. impairment and reversal of impairment losses	-50.6	-50.1	-14.3	-13.2
Gains/losses from the disposal of assets, companies and business operations	-26.7	-6.5	-3.2	-3.1
Changes in				
inventories	-688.1	-533.3	-183.0	-75.8
trade accounts receivable	-1,119.6	-903.0	-416.5	-281.4
trade accounts payable	274.7	562.9	-164.9	-48.4
employee benefits and other provisions	80.6	427.8	174.2	512.1
other assets and liabilities	170.7	29.9	210.1	97.8
Cash flow arising from operating activities	2,569.7	2,964.8	864.9	982.9
Cash flow from the disposal of property, plant and equipment, and intangible assets	30.6	29.4	6.9	15.8
Capital expenditure on property, plant and equipment, and software	-1,794.9	-1,599.8	-636.8	-679.9
Capital expenditure on intangible assets from development projects and miscellaneous	-81.0	-70.9	-21.1	-31.0
Cash flow from the disposal of companies and business operations	20.8	2.7	0.6	-2.4
Acquisition of companies and business operations	-273.2	-142.2	-34.3	-60.4
Cash flow arising from investing activities	-2,097.7	-1,780.8	-684.7	-757.9
Cash flow before financing activities (free cash flow)	472.0	1,184.0	180.2	225.0
Change in indebtedness	-87.2	-436.8	-432.8	-413.9
Successive purchases	-0.7	-106.3	0.1	-83.9
Dividends paid	-850.0	-750.0	—	—
Dividends paid to and cash changes from equity transactions with non-controlling interests	-29.6	-29.8	-2.7	-3.1
Cash and cash equivalents arising from first-time consolidation of subsidiaries	0.7	0.6	0.1	—
Cash flow arising from financing activities	-966.8	-1,322.3	-435.3	-500.9
Change in cash and cash equivalents	-494.8	-138.3	-255.1	-275.9
Cash and cash equivalents at the beginning of the reporting period	2,107.0	1,621.5	1,806.4	1,720.1
Effect of exchange-rate changes on cash and cash equivalents	-81.3	-43.3	-20.4	-4.3
Cash and cash equivalents at the end of the reporting period	1,530.9	1,439.9	1,530.9	1,439.9

6) Fact Sheets

9M 2017 Results Reported and Adjusted (mn €) – by Division

	Chassis & Safety		Powertrain		Interior		Tires		ContiTech		Cons. / Corr.		Corporation	
	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017
Sales	6,624.8	7,243.0	5,430.4	5,760.8	6,164.0	6,881.3	7,914.1	8,387.4	4,086.2	4,677.2	-194.0	-224.1	30,025.5	32,725.6
EBIT in % of sales	326.1 4.9%	666.3 9.2%	255.6 4.7%	314.3 5.5%	384.3 6.2%	550.5 8.0%	1,697.7 21.5%	1,547.0 18.4%	313.4 7.7%	322.0 6.9%	-90.5 -9.6%	-95.2 10.1%	2,886.6 9.6%	3,304.9 10.1%
Amortization of intangible assets from PPA	0.3	0.0	8.5	9.0	27.0	34.6	5.9	14.2	62.7	70.2			104.4	128.0
Total special effects			-0.2	7.8	7.6	0.1	20.8	-3.9	-24.4	30.2	-0.6		34.2	3.2
Total consolidation effects					3.6		7.5	0.1	-19.1		-10.4		0.1	-18.4
Total consolidation & special effects			-0.2	7.8	11.2	0.1	28.3	-3.8	-43.5	30.2	-11.0		34.3	-15.2
Adjusted operating result (adj. EBIT)¹ in % of adjusted sales	326.4 4.9%	666.1 9.2%	271.9 5.0%	334.5 5.8%	411.4 6.7%	613.4 9.0%	1,699.8 21.5%	1,517.7 18.4%	406.3 9.9%	381.2 8.7%	-90.5 -8.7%	-95.2 10.6%	3,025.3 10.1%	3,417.7 10.6%

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

6) Fact Sheets

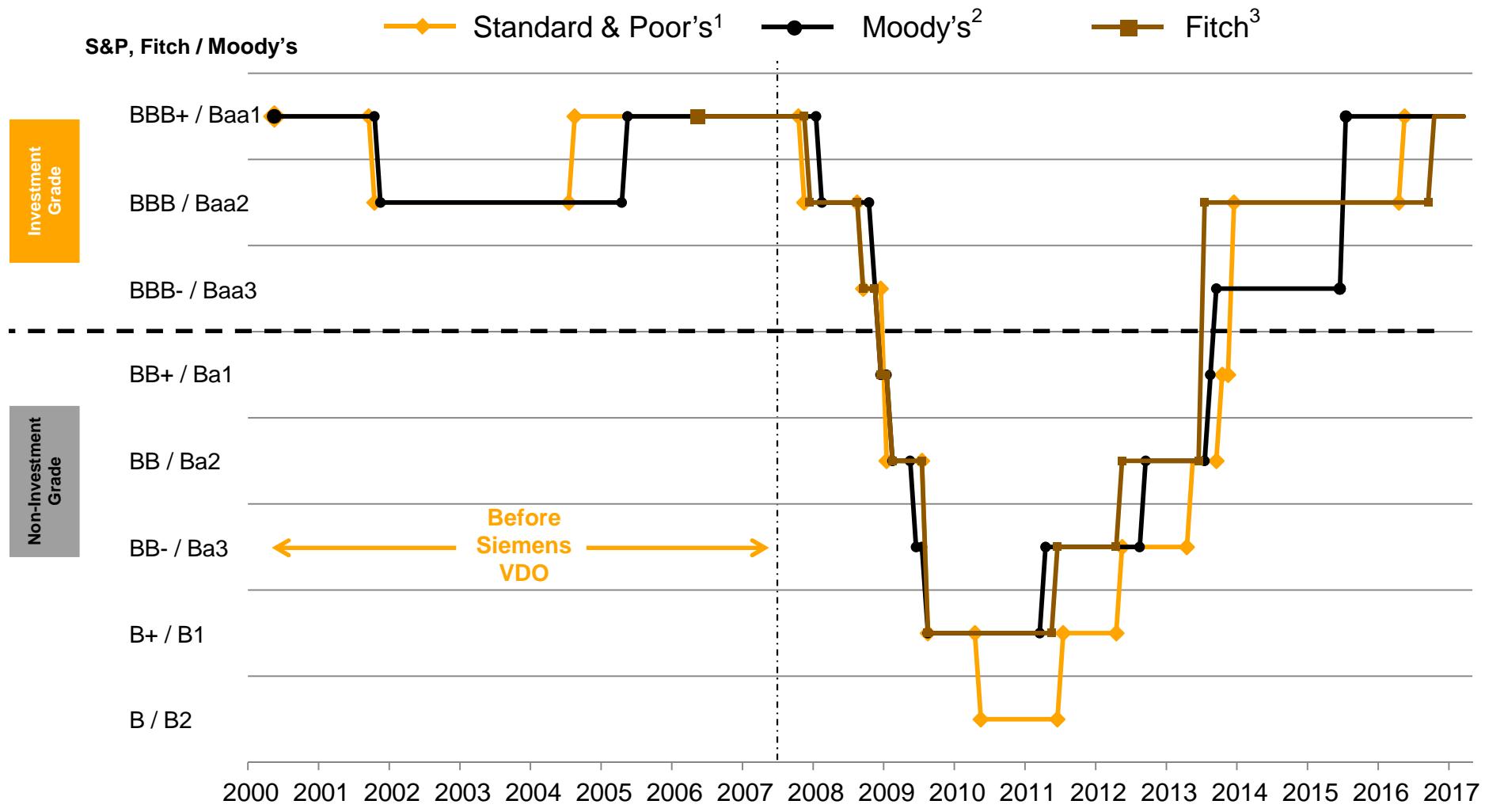
9M 2017 Results Reported and Adjusted (mn €) – by Group

	Q3 2016/2017								YTD January - September 2016/2017							
	Automotive		Rubber		Cons. / Corr.		Corporation		Automotive		Rubber		Cons. / Corr.		Corporation	
	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017
Sales	5,957.8	6,344.3	4,037.6	4,361.1	-11.6	-12.7	9,983.8	10,692.7	18,126.3	19,759.7	11,933.9	13,003.3	-34.7	-37.4	30,025.5	32,725.6
EBIT	24.2	451.6	610.3	624.5	-38.2	-38.6	596.3	1,037.5	966.0	1,531.1	2,011.1	1,869.0	-90.5	-95.2	2,886.6	3,304.9
Amortization of intangible assets from PPA	12.1	14.6	23.4	27.9			35.5	42.5	35.8	43.6	68.6	84.4			104.4	128.0
Total special effects	1.8	25.8	9.8	-0.5			11.6	25.3	7.9	28.2	26.3	-25.0			34.2	3.2
Total consolidation effects		-0.7	0.1	-14.9			0.1	-15.6		11.1	0.1	-29.5			0.1	-18.4
Total consolidation & special effects	1.8	25.1	9.9	-15.4			11.7	9.7	7.9	39.3	26.4	-54.5			34.3	-15.2
Adjusted operating result (adj. EBIT) ¹ in % of adjusted sales	38.1	491.3	643.6	637.0	-38.2	-38.6	643.5	1,089.7	1,009.7	1,614.0	2,106.1	1,898.9	-90.5	-95.2	3,025.3	3,417.7
	0.6%	7.8%	15.9%	15.1%			6.4%	10.4%	5.6%	8.2%	17.6%	15.1%			10.1%	10.6%

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

6) Fact Sheets

Continental's Credit Rating



References

Useful Links

Continental Investor Relations website	www.continental-ir.com
Annual and interim reports	www.continental-corporation.com/en/investors/reports
2016 Fact Book	www.continental-corporation.com/en/investors/reports
Investor Relations events and presentations	www.continental-corporation.com/en/investors/events/presentations
Sustainability at Continental (presentation and fact sheet for investors)	www.continental-corporation.com/en/investors/about-us/presentation-sustainability-at-continental-23118
Corporate Social Responsibility	www.continental-sustainability.com
Corporate Governance Principles	www.continental-corporation.com/en/company/corporate-governance/principles-and-declarations
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