



Preliminary Results for FY 2017

Hanover – March 8, 2018

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

Wolfgang Schaefer – CFO

Agenda

1	Corporation Highlights	3
2	Automotive Group	12
3	Rubber Group	17
4	Indebtedness and Cash Flow	22
5	Outlook 2018	26
6	Medium-Term Outlook	29
7	Back-up and 2015-2017 Fact Sheets	37

1) Corporation Highlights

Most Important KPIs for FY 2017

- › **Sales up by 8.5% to €44.0 bn**; organic sales growth at 8.1%; FX negative at €435 mn
- › **Adj. EBIT¹ up by 10.1% to €4.7 bn**; adj. EBIT¹ margin at 10.9% (PPA² -€171 mn and special effects -€14 mn)
- › **NIAT³ amounted to €3.0 bn, up by 6.5%**
- › **Free cash flow amounted to €1.8 bn** including €596 mn cash outflow for acquisitions (mainly Hornschuch and Argus); **free cash flow before acquisitions amounted to €2.3 bn**
- › **Gearing ratio down to 13%; equity ratio up to 44%**
- › Value creation: **trailing ROCE⁴ up slightly to 20.6%**
- › **Other topics:**
 - › Order intake: lifetime sales in the Automotive Group increased to almost €40 bn
 - › Dividend to increase by €0.25 to €4.50⁵ for FY 2017

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

⁵ Subject to approval of the Annual Shareholders' Meeting (ASM) on April 27, 2018

1) Corporation Highlights

Divisional Highlights for FY 2017

Automotive Group

- › **Automotive Group:** Organic sales increased by 9.3%, exceeding worldwide car production by 7%-points; adj. EBIT¹ margin increased by 180 bps to 8.4% (PY: 6.6%);
- › **Order intake** in the Automotive Group increased to almost €40 bn
 - › **Chassis & Safety:** 9.2% adj. EBIT¹ margin (PY: 6.5%); organic sales up by 10.4%; ADAS unit sales up by 41%
 - › **Powertrain:** 6.2% adj. EBIT¹ margin (PY: 5.4%); organic sales up by 5.6%; adj. EBIT¹ margin before HEV at >9%
 - › **Interior:** 9.2% adj. EBIT¹ margin (PY: 7.6%); organic sales increased by 11.6% driven by strong demand for displays as well as body and security electronics

Rubber Group

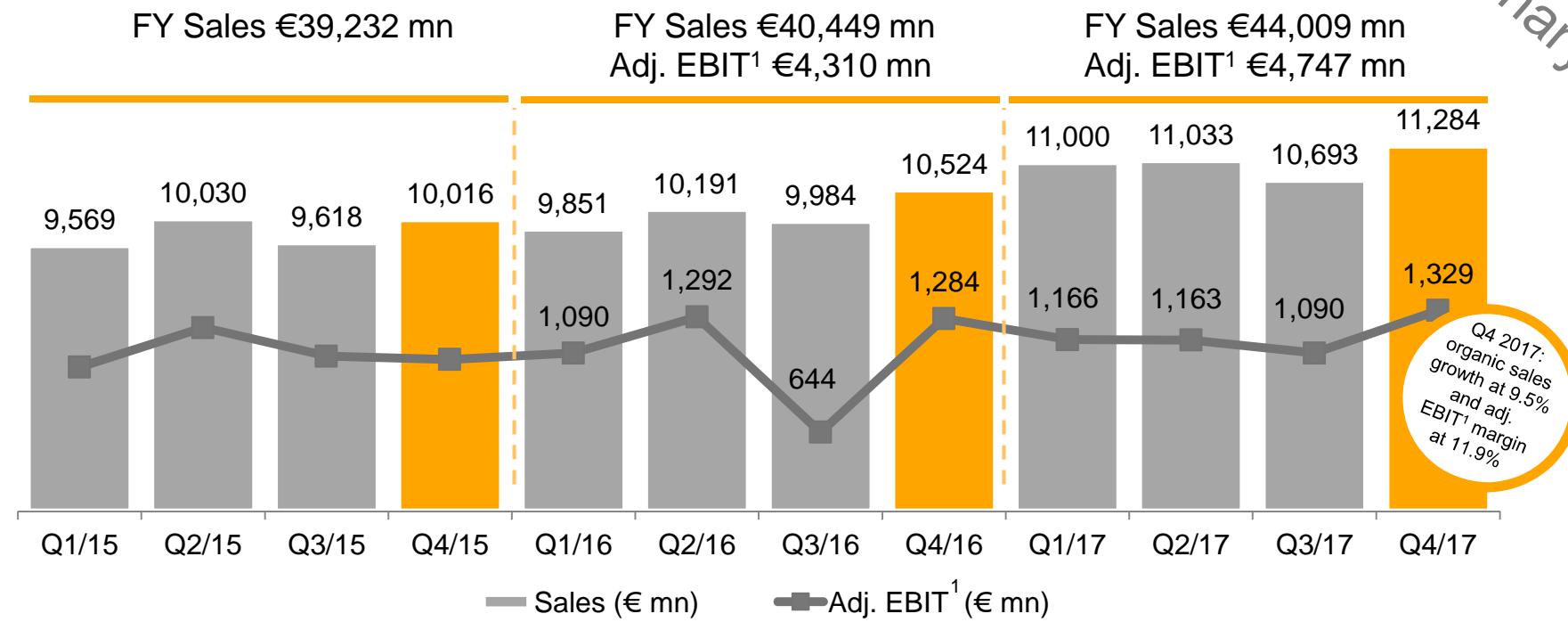
- › **Rubber Group:** Organic sales up by 6.3% and adj. EBIT¹ margin down to 15.6% (PY: 17.5%), negatively impacted by more than €450 mn from rise in raw material costs
 - › **Tires:** Adj. EBIT¹ margin down to 19.0% (PY: 21.4%), mainly impacted by higher *raw material costs*; solid *price mix* 2%; *volumes* were up by 3%; *FX* impacted tire sales negatively by 1%; organic sales up by 5.3%
 - › **Tire markets:** PC & LT tire replacement demand in Europe and North America combined was up by 2%
- › **ContiTech:** Adj. EBIT¹ margin decreased by 70 bps to 8.8% (PY: 9.5%), negatively impacted by rising raw material costs; organic sales up by 8.1%

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

Preliminary

1) Corporation Highlights

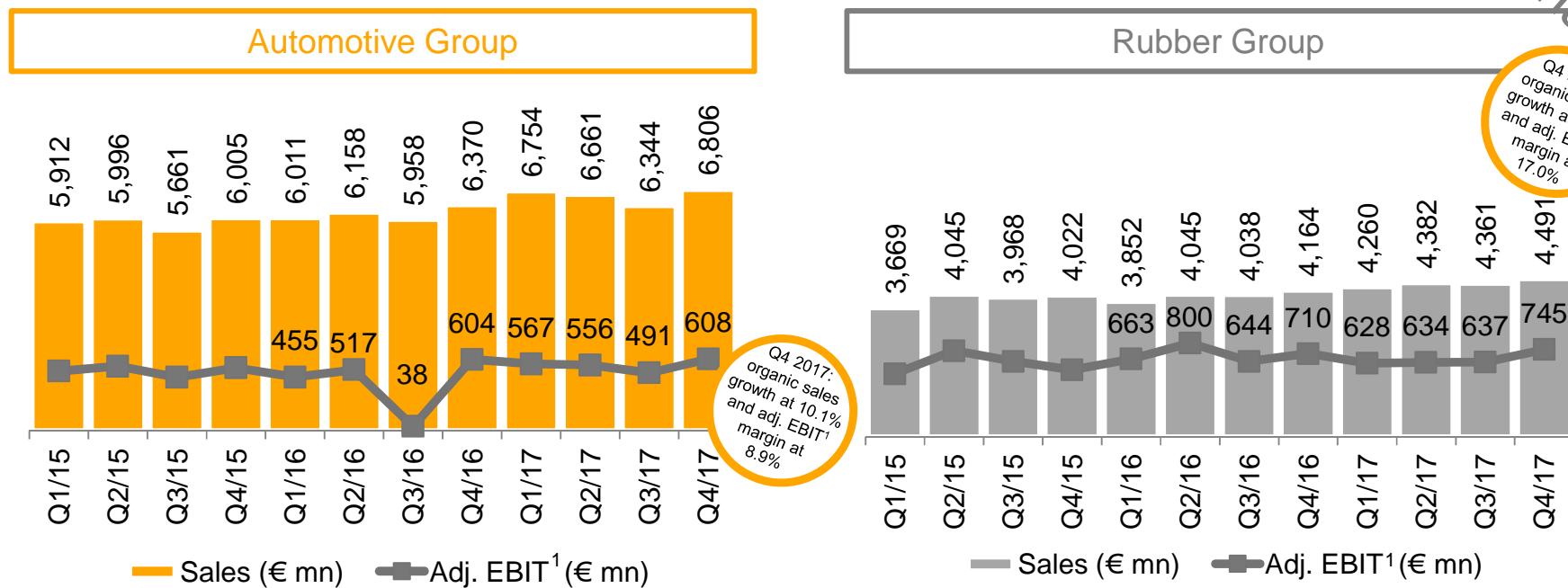
Sales and Adjusted EBIT¹ by Quarter



Preliminary

1) Corporation Highlights

Automotive Group and Rubber Group by Quarter



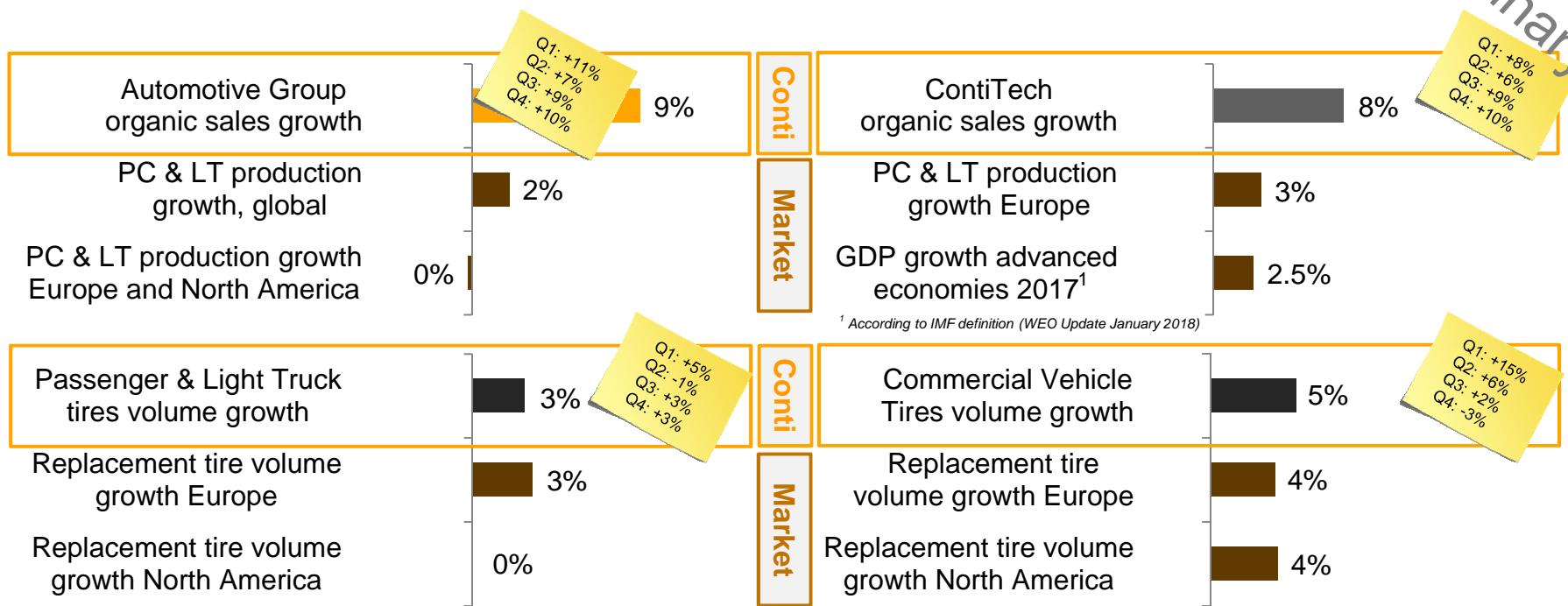
Q4 2017:
organic sales
and adj. EBIT¹
margin at
8.9%

Q4 2017:
organic sales
and adj. EBIT¹
margin at
17.0%

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

1) Corporation Highlights

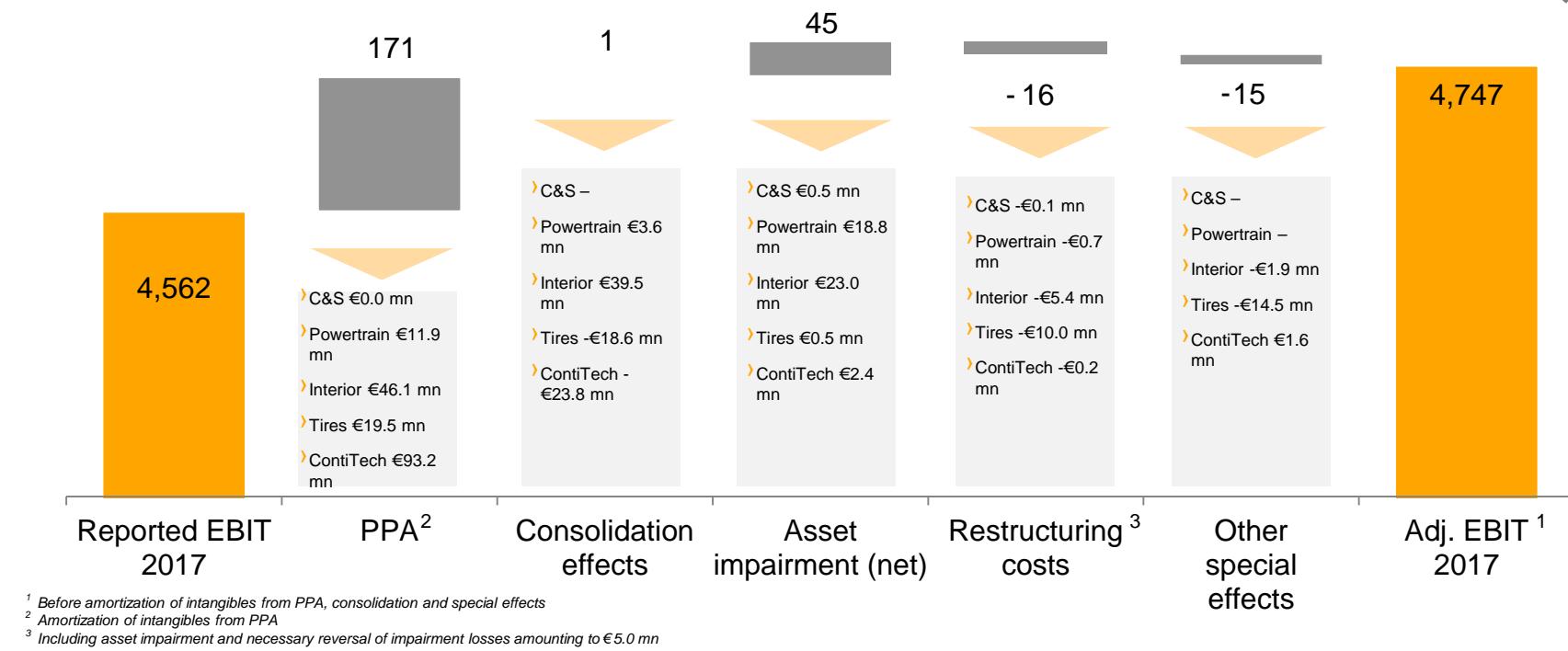
Growth Profile of the Corporation FY 2017



Preliminary

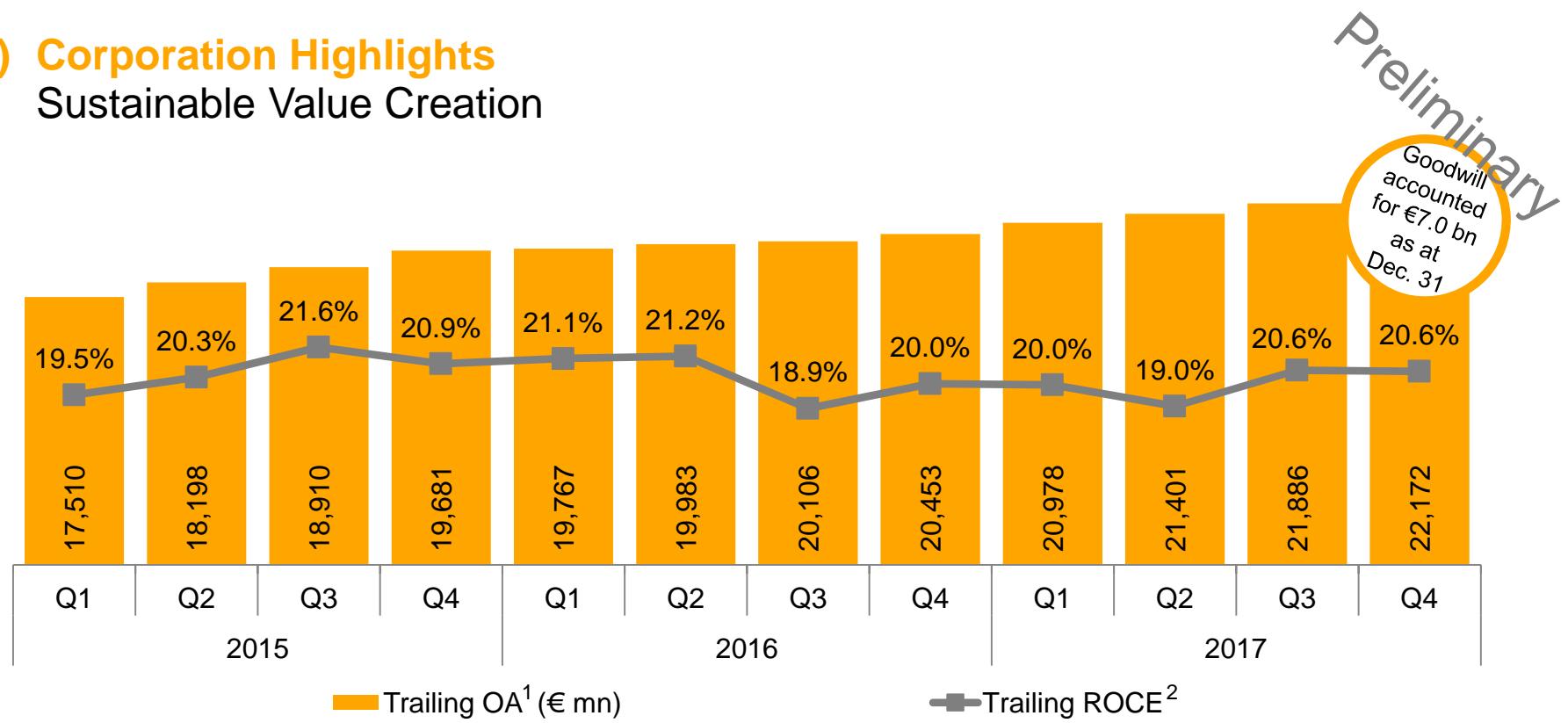
1) Corporation Highlights

Adjusted EBIT¹ Bridge (€ mn)



1) Corporation Highlights

Sustainable Value Creation



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

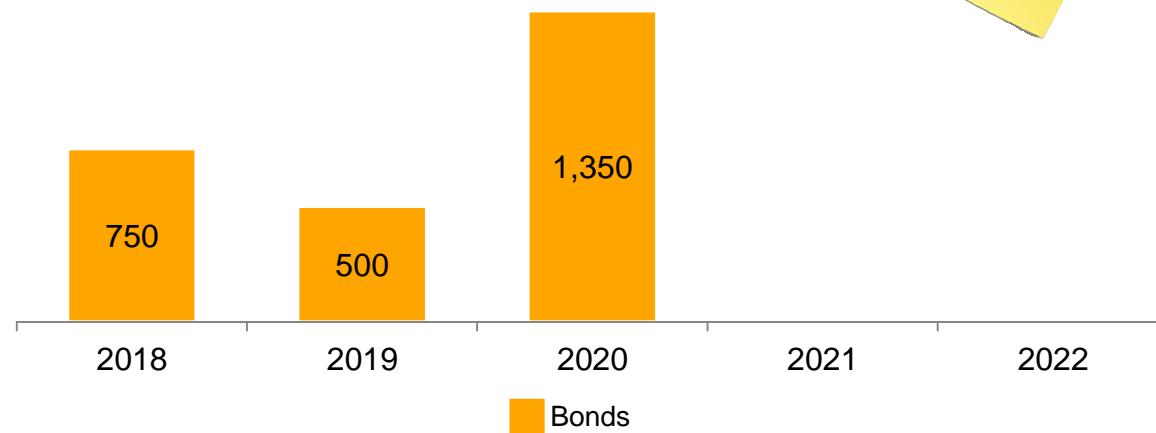
² Trailing ROCE is calculated as reported EBIT for the last twelve months (LTM) divided by trailing operating assets

1) Corporation Highlights

Maturities for Bonds¹ (€ mn)

As at December 31, 2017

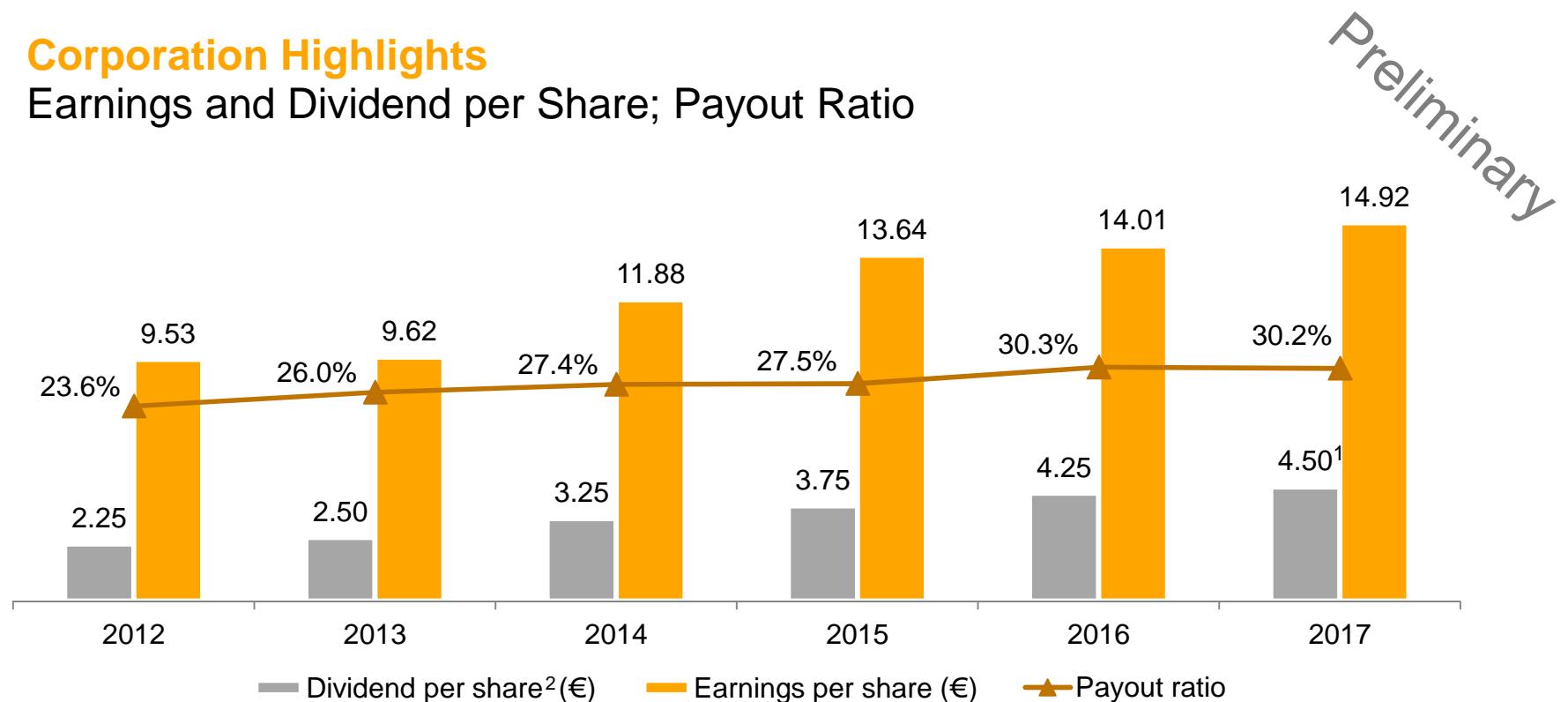
(€ mn)	FY 16	FY 17
Gross indebtedness	4,952	4,090
Cash	2,107	1,882
Net indebtedness	2,798	2,048
Available credit lines	3,888	3,687
Total liquidity	5,995	5,568



¹ All amounts shown are nominal values

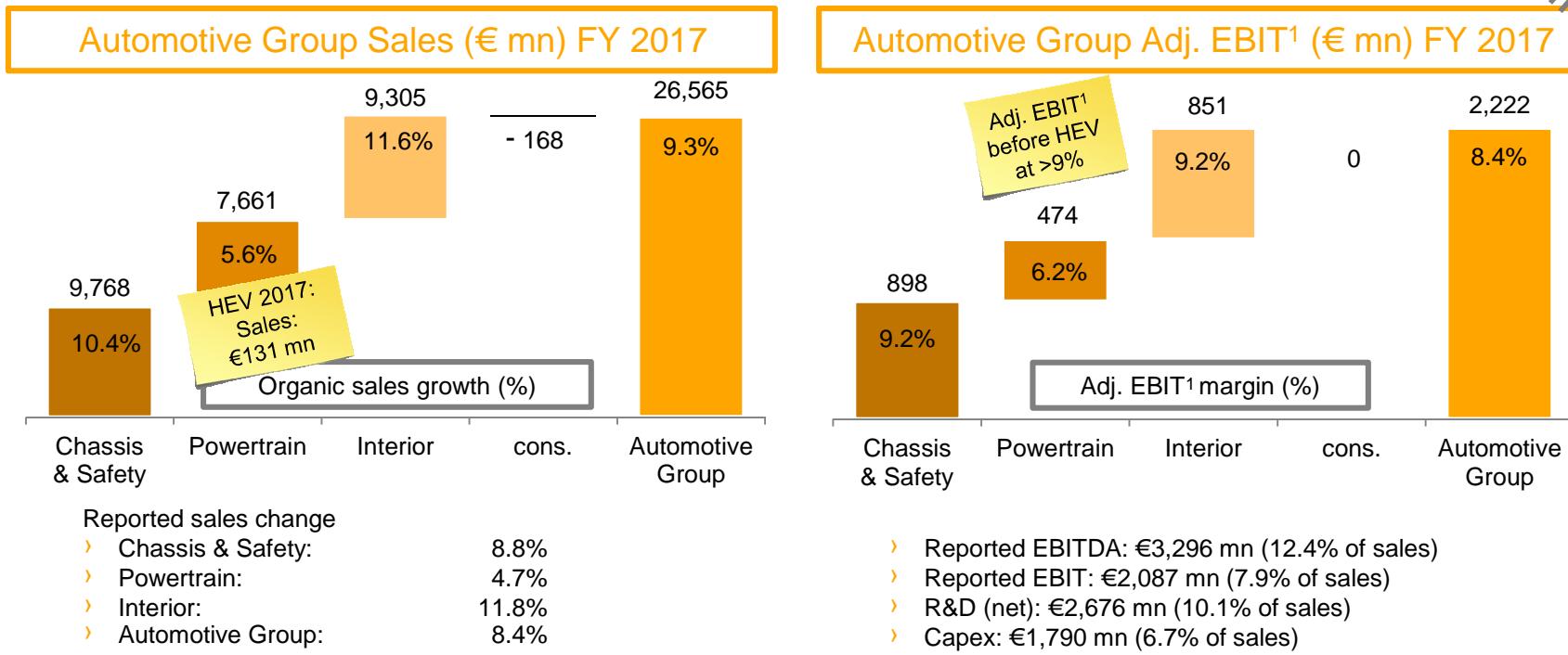
1) Corporation Highlights

Earnings and Dividend per Share; Payout Ratio



2) Automotive Group

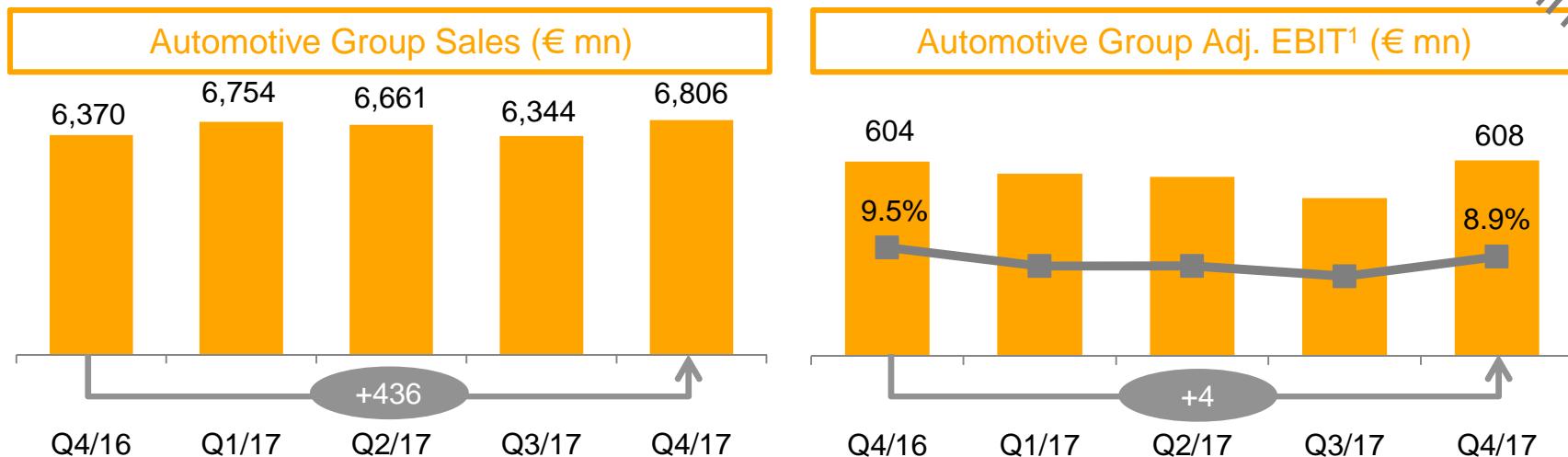
Sales and Adjusted EBIT¹ by Division



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

2) Automotive Group

Q4 2017: Sales and Profits up in Q4 as Forecast



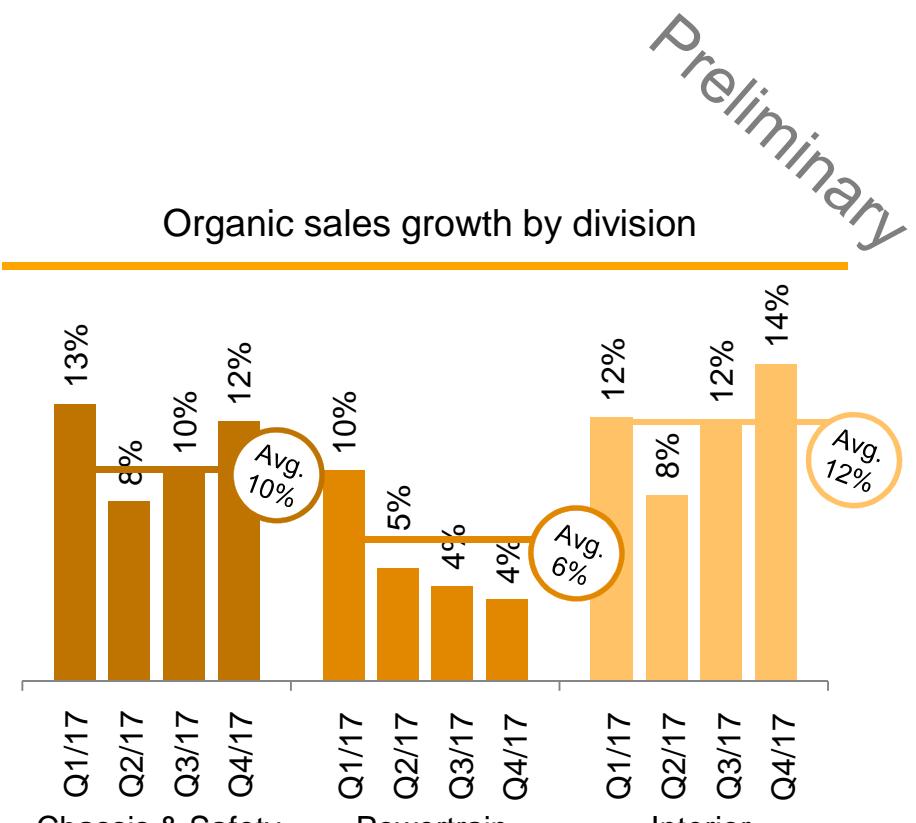
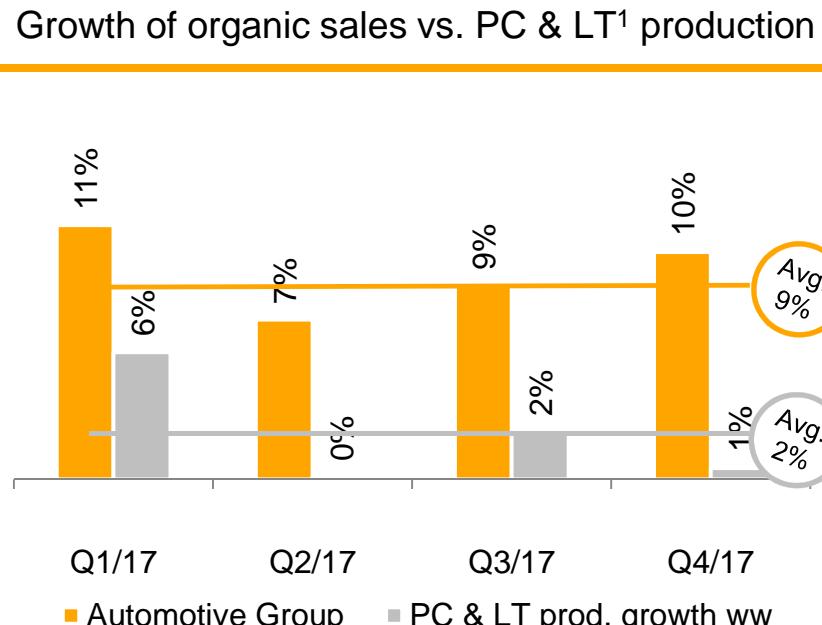
- › Sales increased by €436 mn; organic sales growth in Q4 2017 at 10.1%
- › Adj. EBIT¹ increased by €4 mn; operating leverage² amounted to 1%
- › Adj. EBIT¹ margin at 8.9% (PY: 9.5%) mainly due to higher R&D (net) costs which increased by 22% in Q4 2017

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

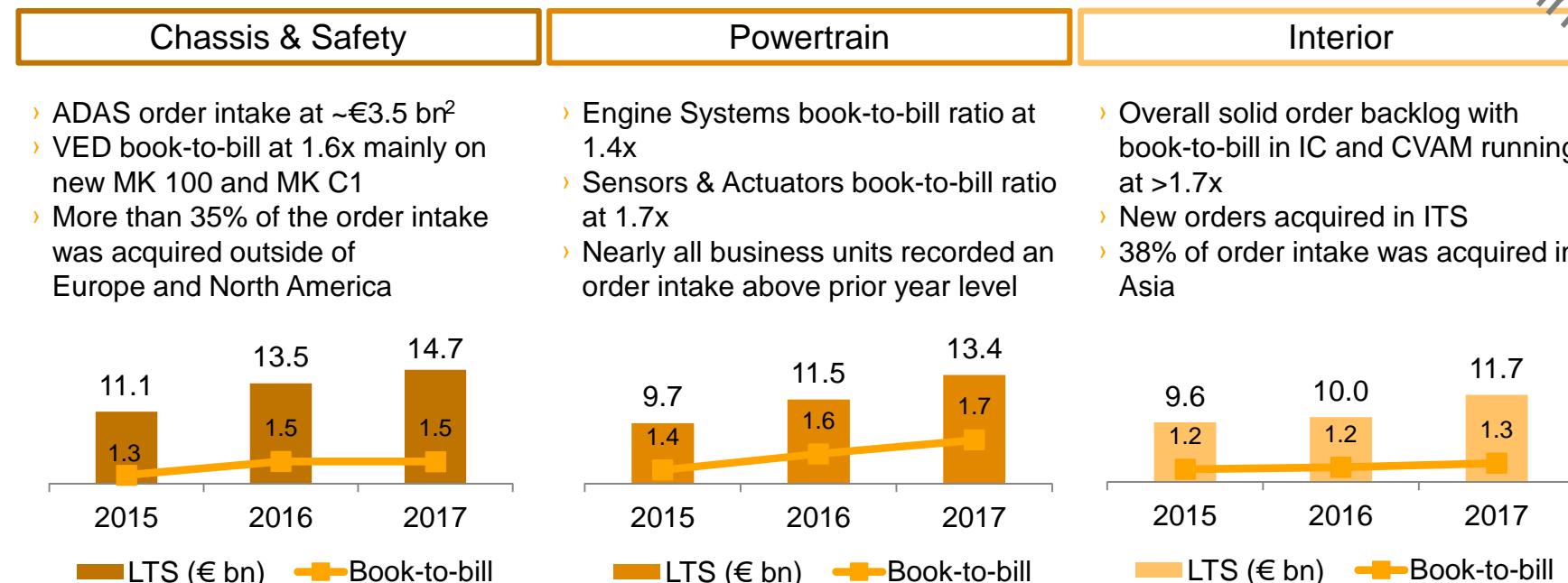
2) Automotive Group

Outperformance by 7%-Points in 2017



2) Automotive Group

Order Intake (LTS¹) in the Automotive Group of Almost €40 bn in 2017



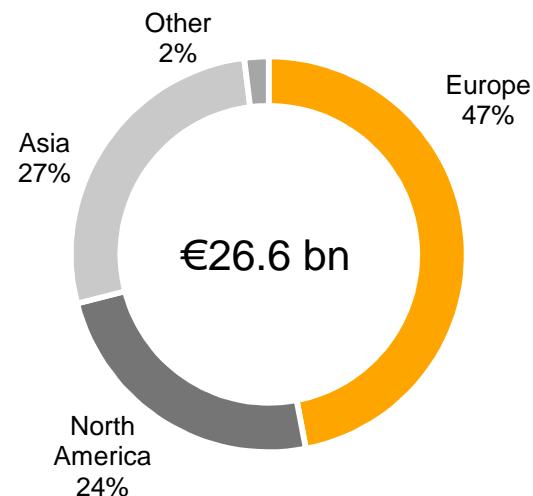
¹ LTS = Life Time Sales

² Includes ADAS related CVAM business order intake

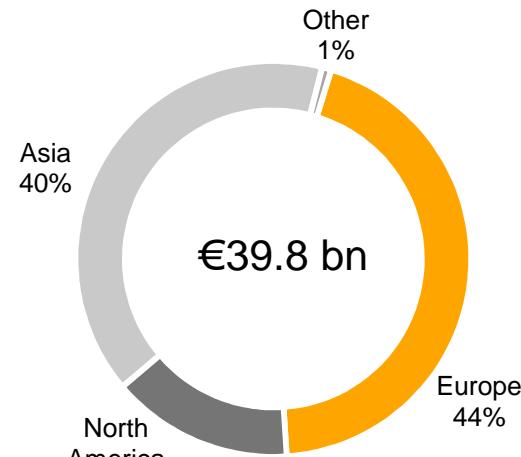
2) Automotive Group

Order Intake Well Balanced

Sales by market 2017



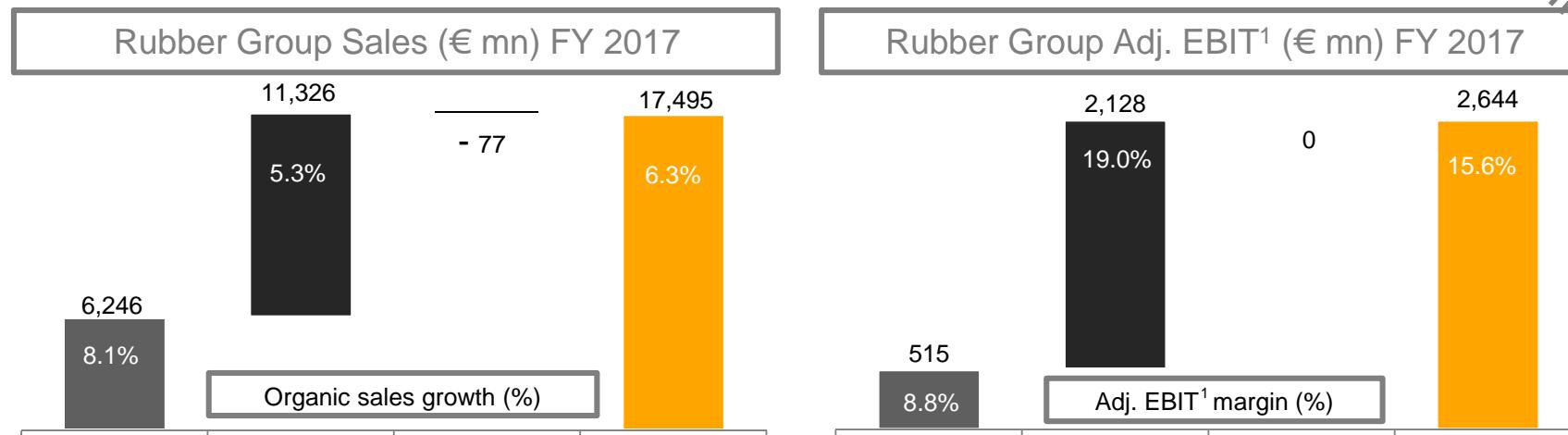
Order intake by market 2017



Preliminary

3) Rubber Group

Profitability Impacted by Rise in Raw Material Costs



ContiTech	Tires	cons.	Rubber Group
Reported sales change			
› ContiTech:		14.4%	
› Tires:		5.7%	
› Rubber Group:		8.7%	

ContiTech Tires cons. Rubber Group

- › Reported EBITDA: €3,500 mn (20.0% of sales)
- › Reported EBIT: €2,594 mn (14.8% of sales)
- › R&D (net): €428 mn (2.4% of sales)
- › Capex: €1,060 mn (6.1% of sales)

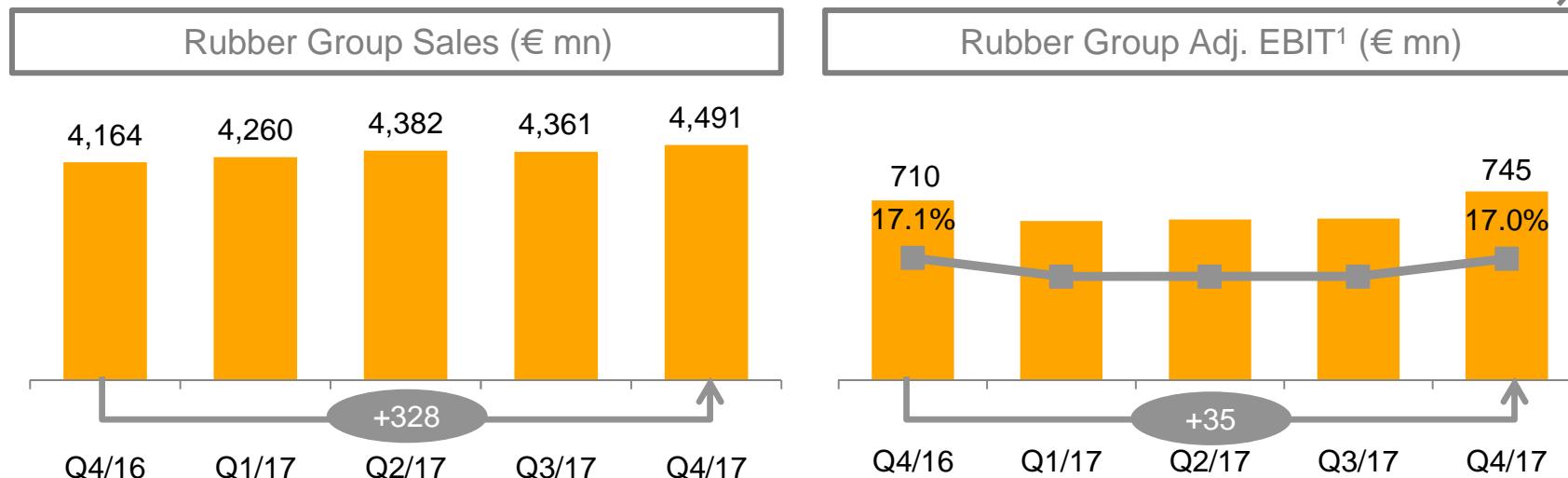
¹ Before amortization of intangibles from PPA, consolidation and special effects



Preliminary

3) Rubber Group

Q4 2017 Returning Back to 2016 Levels



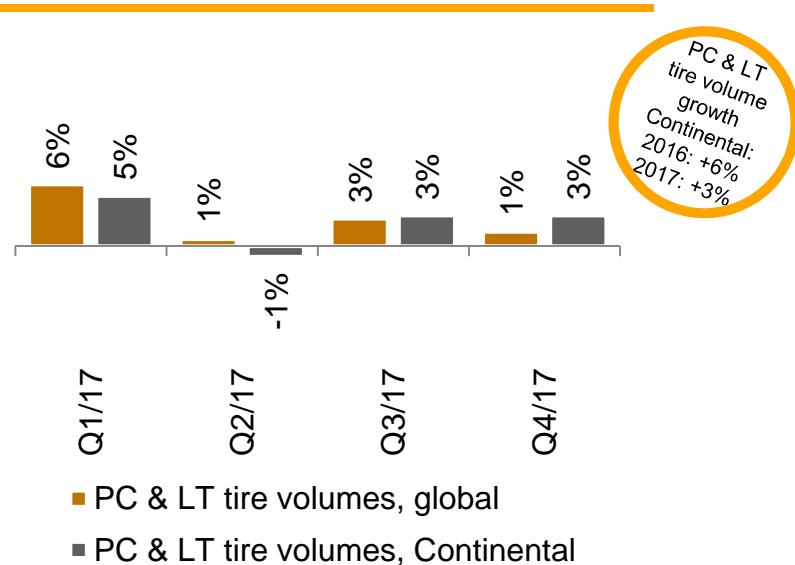
- › Sales increased by €328 mn; organic sales growth in Q4 2017 at 8.8%
- › Adj. EBIT¹ increased by €35 mn
- › Adj. EBIT¹ margin at 17.0% (PY: 17.1%)

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

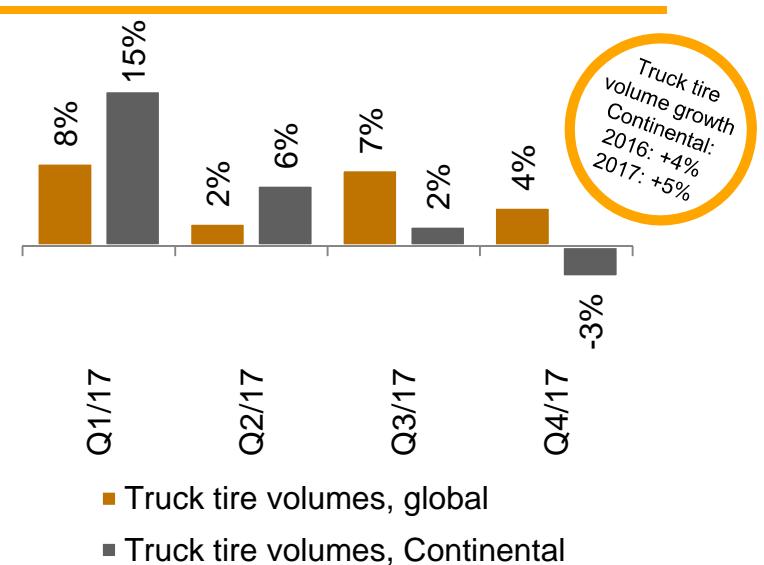
3) Rubber Group

Strong Volume Growth in Tires Throughout 2017

PC & LT¹ tire market growth vs. Continental

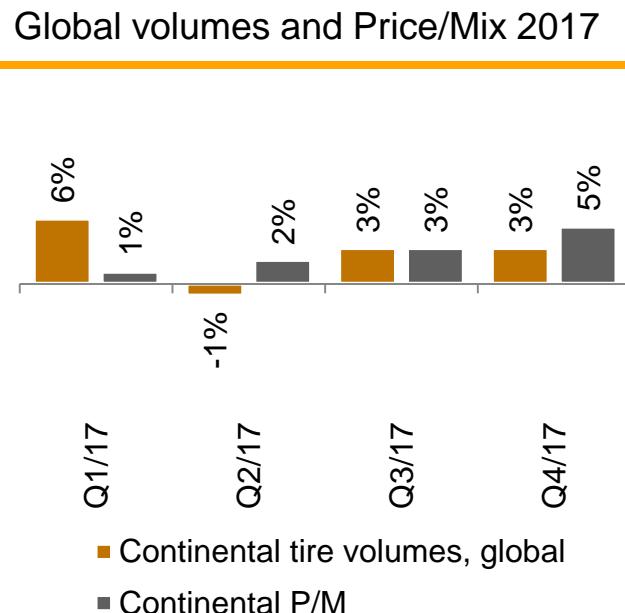


Truck tire market growth vs. Continental



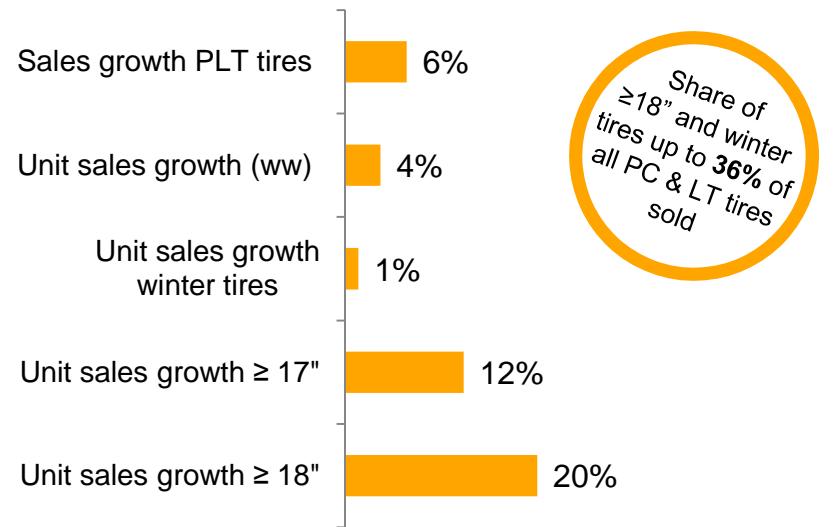
3) Rubber Group

Strong in Mix



¹ Passenger car and light truck <6t

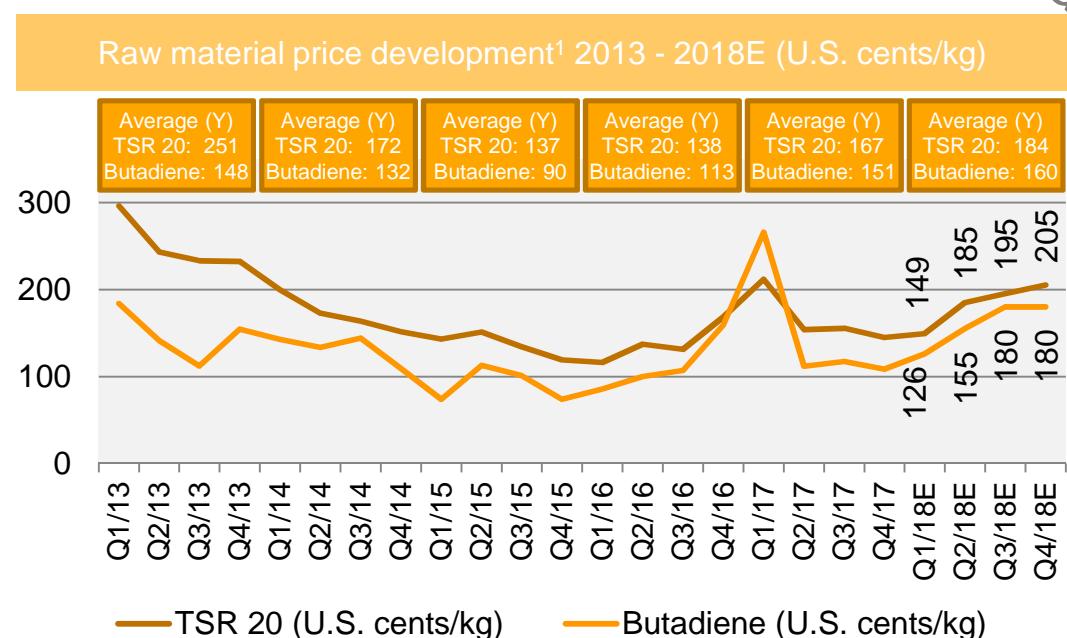
Growth Matrix PC & LT¹ Tires CAGR 2010-2017



3) Rubber Group

Expected Raw Material Price Development in 2018

- › Natural rubber price (TSR 20) expected to rise by 10%
- › Synthetic rubber price (butadiene feedstock) forecast to rise by 6%
- › Prices for carbon black and chemicals are forecast to rise by at least 10%
- › Based on these assumptions, costs of raw materials are expected to burden the Rubber Group with about €50 mn in 2018
- › However, H1 2018 will be supported by lower raw materials costs and positive effects from price increases in Q2 2017

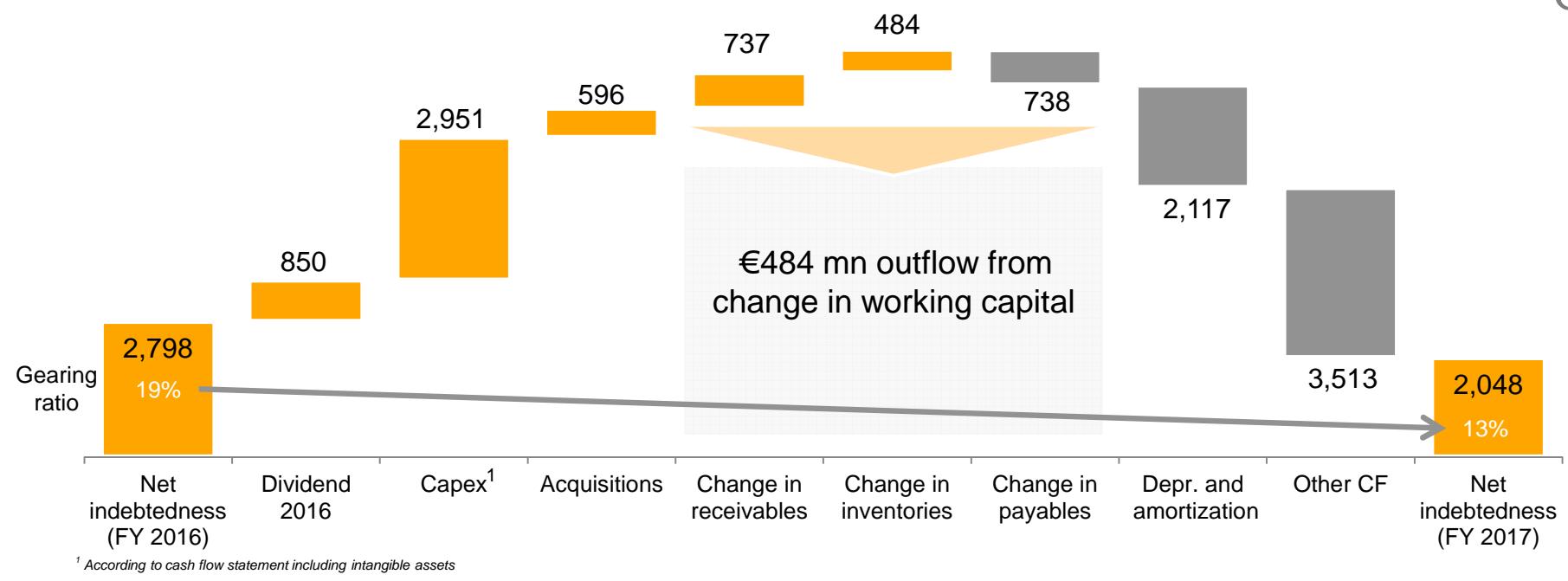


¹ Source: Bloomberg and Continental estimates for 2018

Preliminary

4) Indebtedness and Cash Flow

Net Indebtedness Bridge (€ mn)



¹ According to cash flow statement including intangible assets



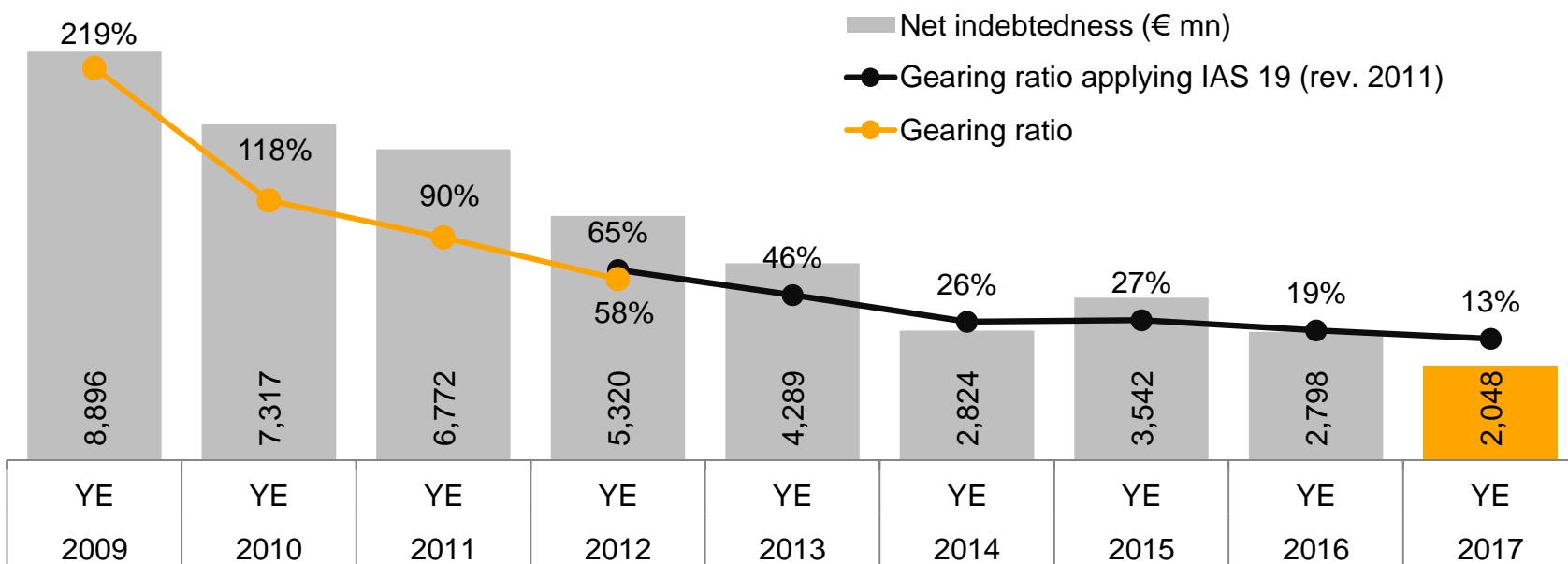
Preliminary FY 2017 Results - March 8, 2018

EDMR - Equity and Debt Market Relations

22

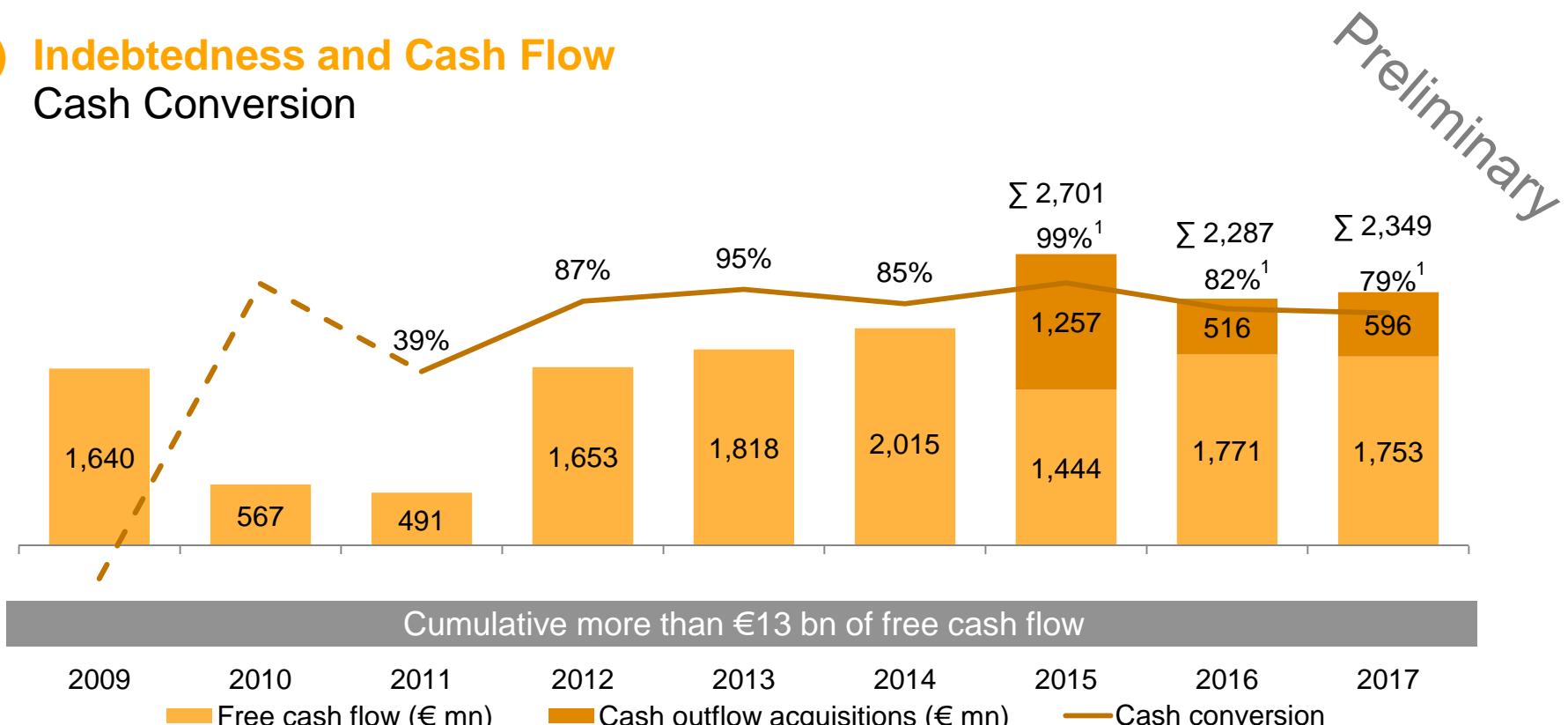
4) Indebtedness and Cash Flow

Net Indebtedness and Gearing Ratio



4) Indebtedness and Cash Flow

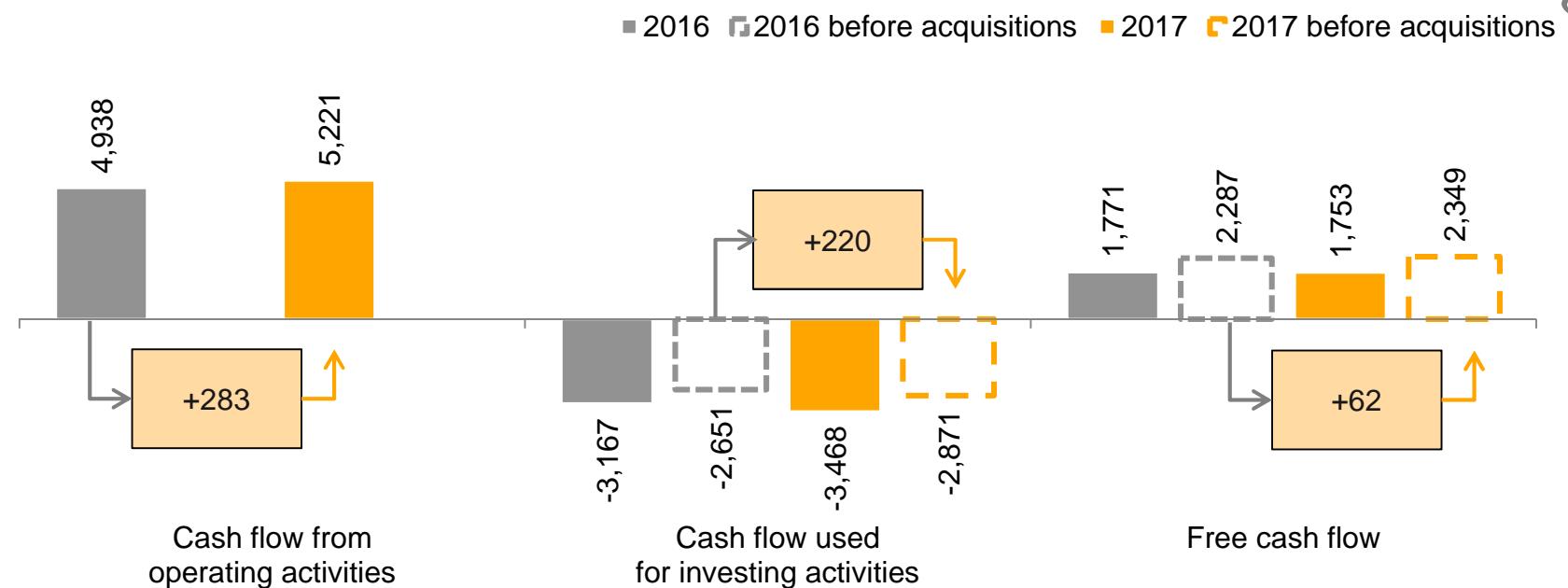
Cash Conversion



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

4) Indebtedness and Cash Flow

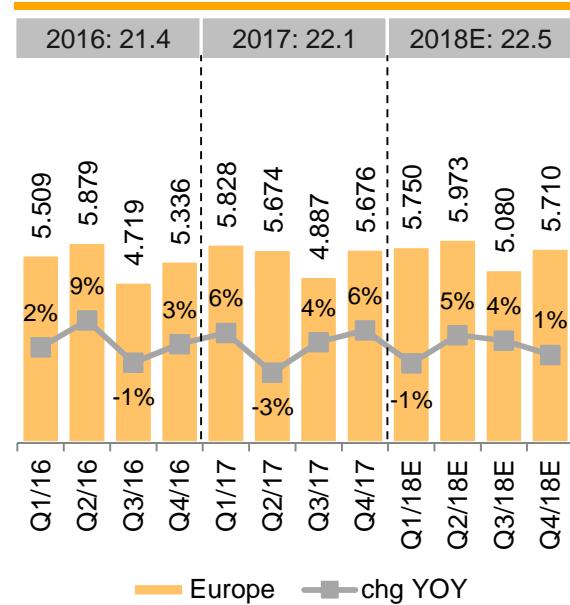
Free Cash Flow Before Acquisitions (€ mn) Increased Despite High Capex



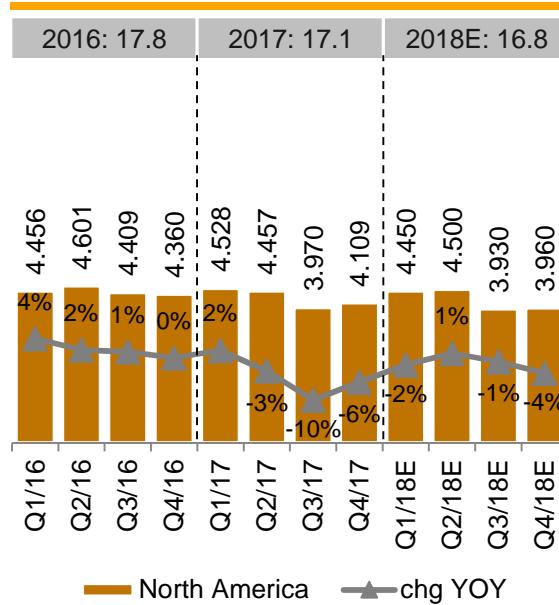
5) Outlook 2018

PC & LT Production by Quarter¹

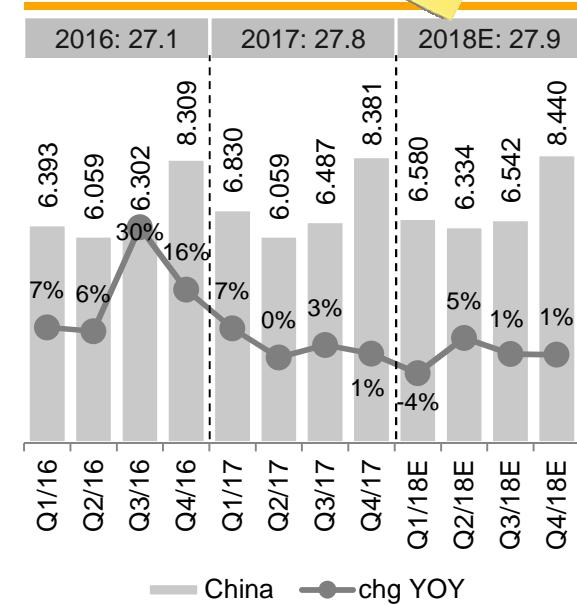
Europe (mn units)



North America (mn units)



China (mn units)



¹ Source: IHS until 2017 and own estimates, Europe excluding Kazakhstan and Uzbekistan

Reminder:
Global car production
was up **6%** in Q1 2017
We expect global car
production to be at
best flat in Q1 2018



5) Outlook 2018

Market Outlook

PC & LT¹ Production (mn units)

Worldwide production to increase more than 1%	2017E	2018E	Chg.
IHS and own estimates			
Europe	22.1	22.5	+2%
North America	17.1	16.8	-2%
South America	3.3	3.6	+8%
Asia	51.5	52.5	+2%

Commercial Vehicle² Production (k units)

Worldwide production to decrease by 1%	2017E	2018E	Chg.
IHS and own estimates			
Europe	660	673	+2%
North America	513	559	+9%
South America	102	112	+10%
Asia	2,140	2,033	-5%

PC & LT¹ Replacement Tire Market (mn units)

Worldwide replacement tire market to increase by 3%	2017E	2018E	Chg.
LMC and own estimates			
Europe	351	358	+2%
North America	285	290	+2%
South America	73	76	+4%
Asia	453	475	+5%

Commercial Vehicle Replacement³ Tire Market (mn units)

Worldwide replacement market to increase by 2%	2017E	2018E	Chg.
LMC and own estimates			
Europe	25.3	25.8	+2%
North America	24.5	25.3	+3%
South America	15.7	16.4	+5%
Asia	89.2	91.0	+2%

¹ Passenger car and light truck <6t

² Medium and heavy vehicles >6t

³ Radial and bias



5) Outlook 2018

Continental Corporation

Preliminary

	2017	2018E
Consolidated sales	€44.0 bn	To increase to ~€47 bn at constant FX rates
adj. EBIT ¹ margin	10.9 %	~10.5% adj. EBIT ¹ margin
Automotive Group	€26.6 bn	To increase to ~€28.5 bn at constant FX rates
adj. EBIT ¹	€2.2 bn	~8.5% adj. EBIT ¹ margin
Rubber Group	€17.5 bn	To increase to ~€18.5 bn at constant FX rates
adj. EBIT ¹	€2.6 bn	~15% adj. EBIT ¹ margin
Raw materials cost impact	More than €450 mn for the Rubber Group	Raw materials to burden Rubber Group with about €50 mn, based on current estimates
Special effects	-€14 mn	-€100 mn
Financial result	-€187 mn at constant FX ²	<-€180 mn at constant FX rates
Tax rate	29%	<30%
Capex	€2.9 bn	Capex at around 7% of sales
PPA amortization	€171 mn	~€180 mn
Free cash flow before acquisitions	€2.3 bn	~€2 bn

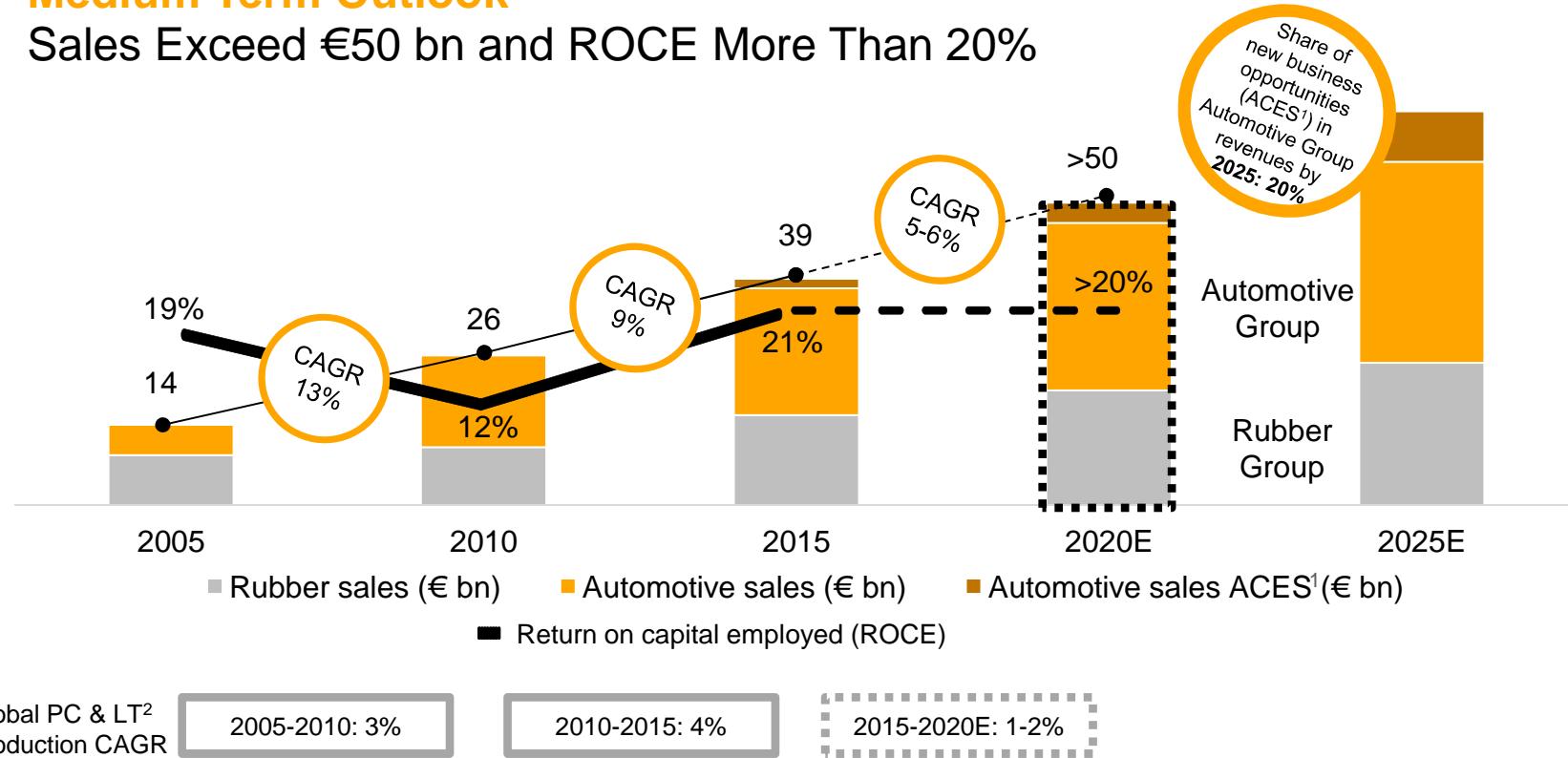
¹ Before amortization of intangibles from PPA, consolidation and special effects

² Before effects of currency translation and effects from changes in the fair value of derivative instruments and other valuation effects

€1 bn negative FX translation effect if current exchange rates would represent the average for 2018

6) Medium Term Outlook

Sales Exceed €50 bn and ROCE More Than 20%



Thank you!



OFFICIAL PARTNER

Disclaimer

- › This presentation has been prepared by Continental Aktiengesellschaft solely in connection with the Annual Press Conference and the Analyst and Investor Call on March 8, 2018, and the subsequent road shows in Europe, North America and Asia. It has not been independently verified. It does not constitute an offer, invitation or recommendation to purchase or subscribe for any shares or other securities issued by Continental AG or any subsidiary and neither shall any part of it form the basis of, or be relied upon in connection with, any contract or commitment concerning the purchase or sale of such shares or other securities whatsoever.
- › Neither Continental Aktiengesellschaft nor any of its affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss that may arise from any use of this presentation or its contents or otherwise arising in connection with this presentation.
- › This presentation includes assumptions, estimates, forecasts and other forward-looking statements, including statements about our beliefs and expectations regarding future developments as well as their effect on the results of Continental. These statements are based on plans, estimates and projections as they are currently available to the management of Continental. Therefore, these statements speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events. Furthermore, although the management is of the opinion that these statements, and their underlying beliefs and expectations, are realistic as of the date they are made, no guarantee can be given that the expected developments and effects will actually occur. Many factors may cause the actual development to be materially different from the expectations expressed here. Such factors include, for example and without limitation, changes in general economic and business conditions, fluctuations in currency exchange rates or interest rates, the introduction of competing products, the lack of acceptance for new products or services and changes in business strategy.
- › All statements with regard to markets or market position(s) of Continental or any of its competitors are estimates of Continental based on data available to Continental. Such data are neither comprehensive nor independently verified. Consequently, the data used are not adequate for and the statements based on such data are not meant to be an accurate or proper definition of regional and/or product markets or market shares of Continental and any of the participants in any market.
- › Unless otherwise stated, all amounts are shown in millions of euro. Please note that differences may arise as a result of the use of rounded amounts and percentages.

Contact

Equity and Debt Markets Relations

Vahrenwalder Str. 9
30165 Hanover
Germany

e-mail: ir@conti.de
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
*Analysts, Institutional Investors
Social Media*

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



visit us
online

Continental

Financial Calendar

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

2019

Preliminary figures for fiscal 2018	January 2019
Annual Financial Press Conference	March 2019
Annual Shareholders' Meeting (incl. key data for Q1 2019)	April 26, 2019
Q1 Financial Report	May 2019
Half-Year Financial Report	August 2019
Nine-Month Financial Report	November 2019



Continental

Share Data/ADR Data

Share Data

Type of share	No-par value share
Bloomberg Ticker	CON
Reuters Ticker	CONG
German Security Identification Number (WKN)	543 900
ISIN	DE0005439004
Shares outstanding as at December 31, 2017	200,005,983

ADR Data

Ratio	1:5 (ordinary share : ADRs)
Bloomberg Ticker	CTTAY
Reuters Ticker	CTTAY.PK
ISIN	US2107712000
ADR Level	Level 1
Exchange	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, Commenced February 20, 2017	Not applicable	Annual September 9
WKN	A1X24V	A1Z7C3	A2DARM	A1X3B7
ISIN	XS0953199634	DE000A1Z7C39	XS1529561182	XS0969344083
Denomination	€1,000 with minimum 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

Preliminary FY 2017 Results - March 8, 2018

EDMR - Equity and Debt Market Relations

35

Back-up

7) Back-up

Corporation Highlights FY 2017

› Sales	Increase of 8.5% to €44,009.5 mn (PY: €40,549.5 mn); organic sales up 8.1%
› EBITDA	Increase of 10.3% to €6,678.9 mn (PY: €6,057.4 mn)
› EBIT	Increase of 11.4% to €4,561.5 mn (PY: €4,095.8 mn); Adj. EBIT ¹ increase to €4,746.9 mn (10.9% adj. EBIT ¹ margin); PPA ² effect -€170.7 mn; consolidation effects -€0.7 mn; total special effects -€14.0 mn
› NIAT³	Increase of 6.5% to €2,984.6 mn (PY: €2,802.5 mn)
› EPS³	EPS of €14.92 (PY: €14.01) EPS before PPA ² €15.53 (PY: €14.53 before PPA ²)
› Capex	Capex increased to €2,854.4 mn (PY: €2,593.0 mn); capex ratio 6.5% of sales; capex to depreciation coverage 1.3x (1.5x ex PPA ²)
› R&D (net)	Expenses increased by 10.4% to €3,103.7 mn (PY: €2,811.5 mn); R&D ratio 7.1% of sales (PY: 6.9%)
› Cash flow	Operating cash flow up by €282.4 mn to €5,220.5 mn; free cash flow €1,752.8 mn
› Net indebtedness	Net indebtedness down by €750.2 mn to €2,047.6 mn as at Dec 31, year-on-year Liquidity and undrawn credit lines amounted to €5,568.3 mn
› Pension and similar obligation	Long-term provisions for pension and similar obligations amounted to €4,103.0 mn (PY: €4,149.9 mn)

7) Back-up

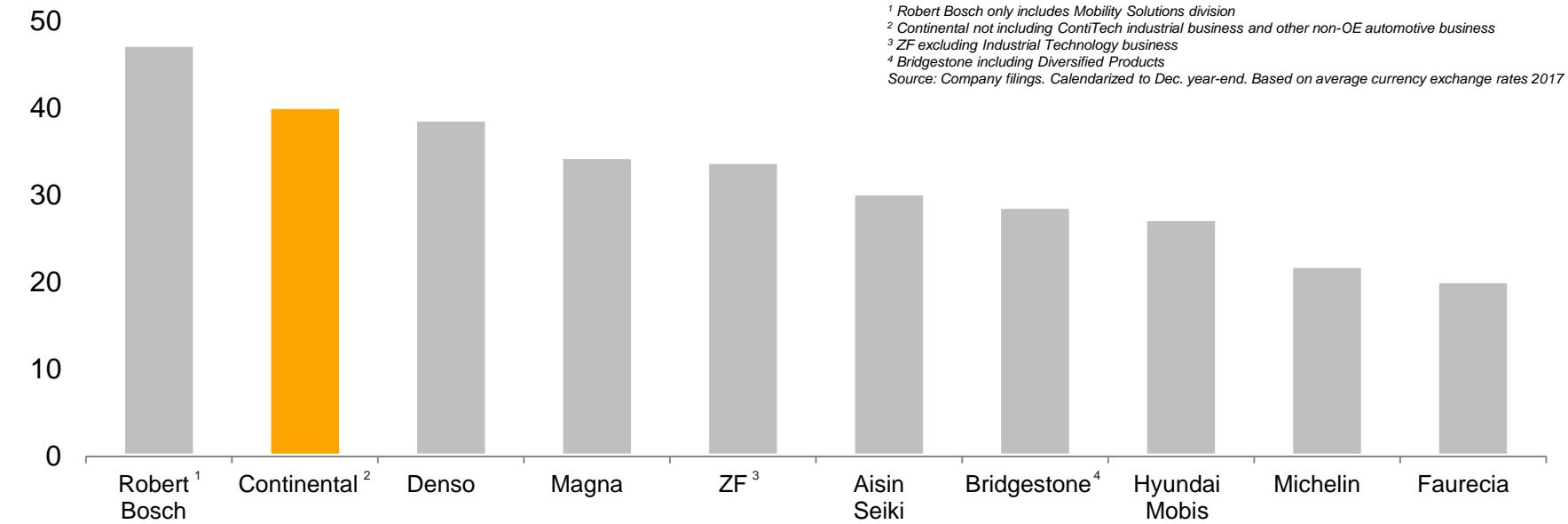
Overview of Volume Development

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	FY 17
Market data for PC and LT production												
Europe	4%	3%	4%	4%	2%	6%	3%	3%	6%	1%	2%	3%
North America	1%	2%	3%	3%	4%	3%	2%	2%	2%	-1%	-4%	-4%
Europe and North America combined	3%	3%	4%	4%	3%	4%	3%	3%	4%	0%	-1%	0%
Worldwide	2%	1%	2%	2%	2%	3%	3%	4%	6%	3%	3%	2%
Continental												
Electronic Brake Systems (EBS)	8%	6%	5%	5%	0%	4%	6%	6%	13%	10%	9%	9%
Boosters	-1%	-4%	-8%	-7%	-3%	-3%	4%	1%	3%	3%	4%	6%
EPB-Systems	59%	53%	47%	48%	38%	48%	51%	48%	47%	39%	35%	33%
Advanced driver assistance systems (ADAS)	46%	53%	59%	58%	51%	45%	38%	36%	40%	40%	41%	41%
Engine electronic control units (ECUs)	-1%	-3%	-5%	-5%	-2%	3%	6%	8%	12%	9%	7%	7%
Injectors	-8%	-8%	-11%	-11%	-5%	-5%	2%	7%	19%	17%	15%	11%
Transmission control units (TCUs)	6%	2%	0%	-1%	-1%	-1%	1%	1%	-2%	-3%	-5%	-4%
Turbochargers	59%	45%	50%	43%	23%	24%	18%	17%	45%	44%	50%	56%
Market data tires												
PC and LT replacement tires Europe	-1%	2%	0%	0%	2%	2%	2%	2%	6%	2%	2%	3%
PC and LT replacement tires North America	-6%	0%	1%	1%	5%	2%	2%	2%	2%	1%	-1%	0%
Commercial vehicle tires OE Europe	0%	4%	5%	5%	6%	5%	3%	3%	9%	6%	7%	10%
Commercial vehicle tires OE North America	21%	17%	12%	7%	-12%	-9%	-16%	-13%	-8%	-1%	10%	8%
Commercial vehicle replacement tires Europe	-4%	2%	-1%	0%	2%	3%	3%	3%	11%	6%	6%	4%
Commercial vehicle replacement tires North America	3%	5%	3%	3%	4%	3%	3%	2%	12%	-1%	4%	4%
Continental												
PC and LT tires	-1%	3%	2%	5%	9%	8%	6%	6%	5%	2%	2%	3%
Commercial vehicle tires	-3%	0%	3%	5%	7%	8%	4%	4%	15%	10%	8%	5%
ContiTech organic sales growth	2%	4%	4%	4%	3%	2%	2%	2%	8%	7%	8%	8%

7) Back-up

Worldwide Supplier Ranking

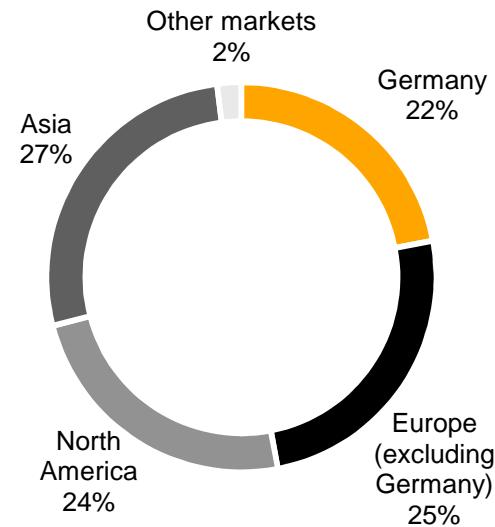
Top 10 Global OEM Suppliers – 2017 Sales (€ bn)



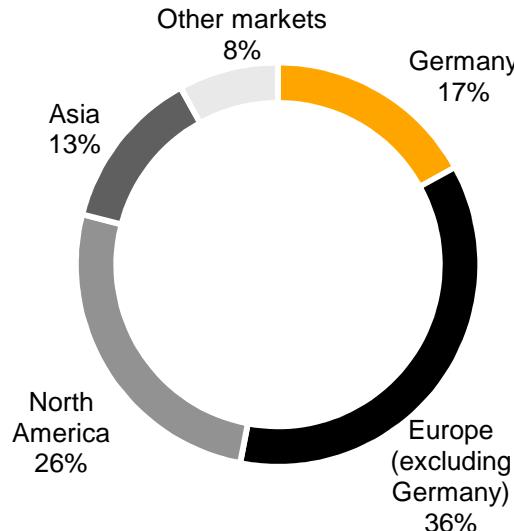
7) Back-up

Sales by Markets

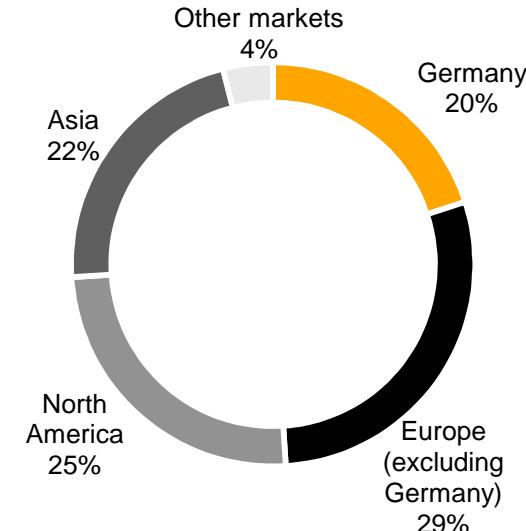
Automotive Group 2017
€26,565 mn



Rubber Group 2017
€17,495 mn



Corporation 2017
€44,009 mn

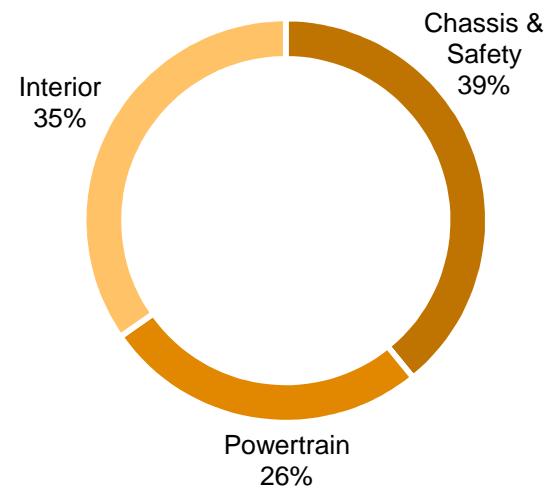


Preliminary

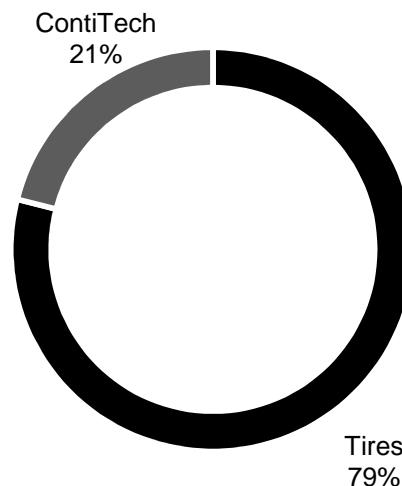
7) Back-up

EBITDA by Division

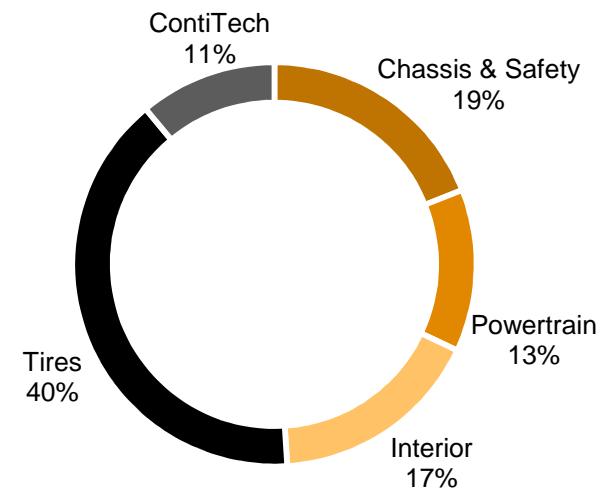
Automotive Group 2017
€3,296 mn



Rubber Group 2017
€3,500 mn

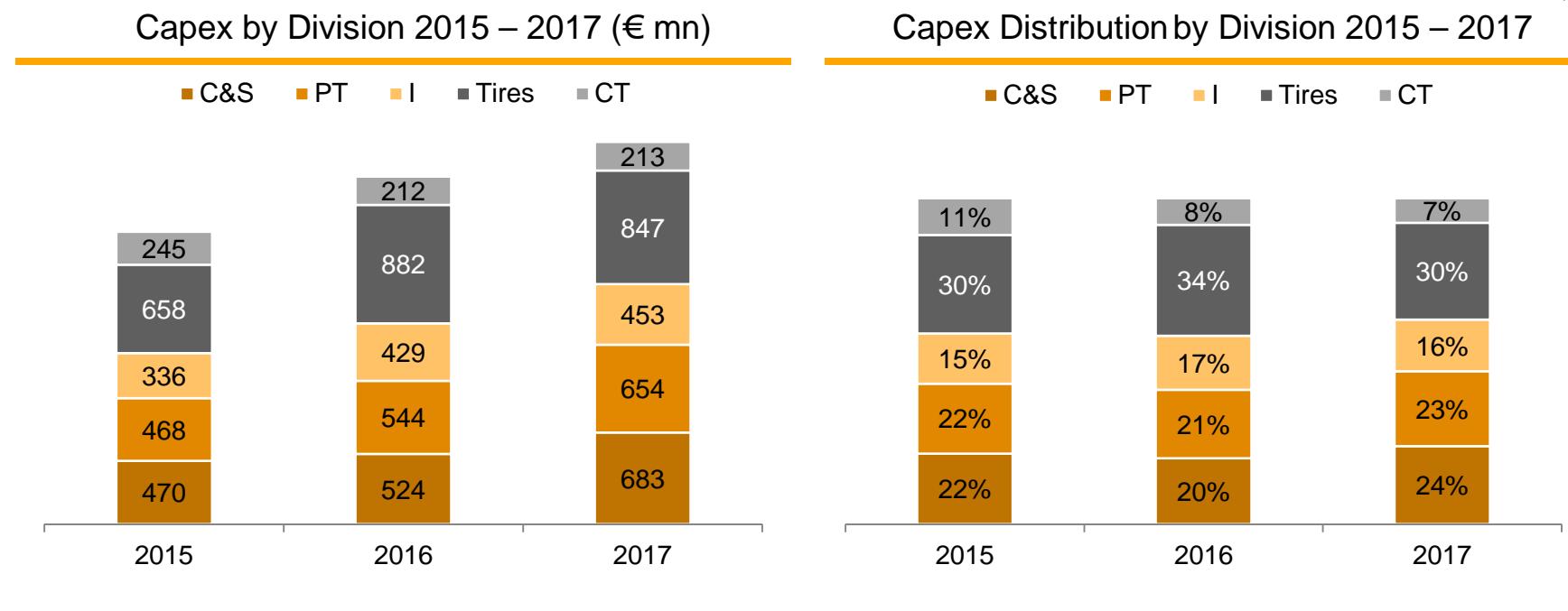


Corporation 2017
€6,679 mn



7) Back-up

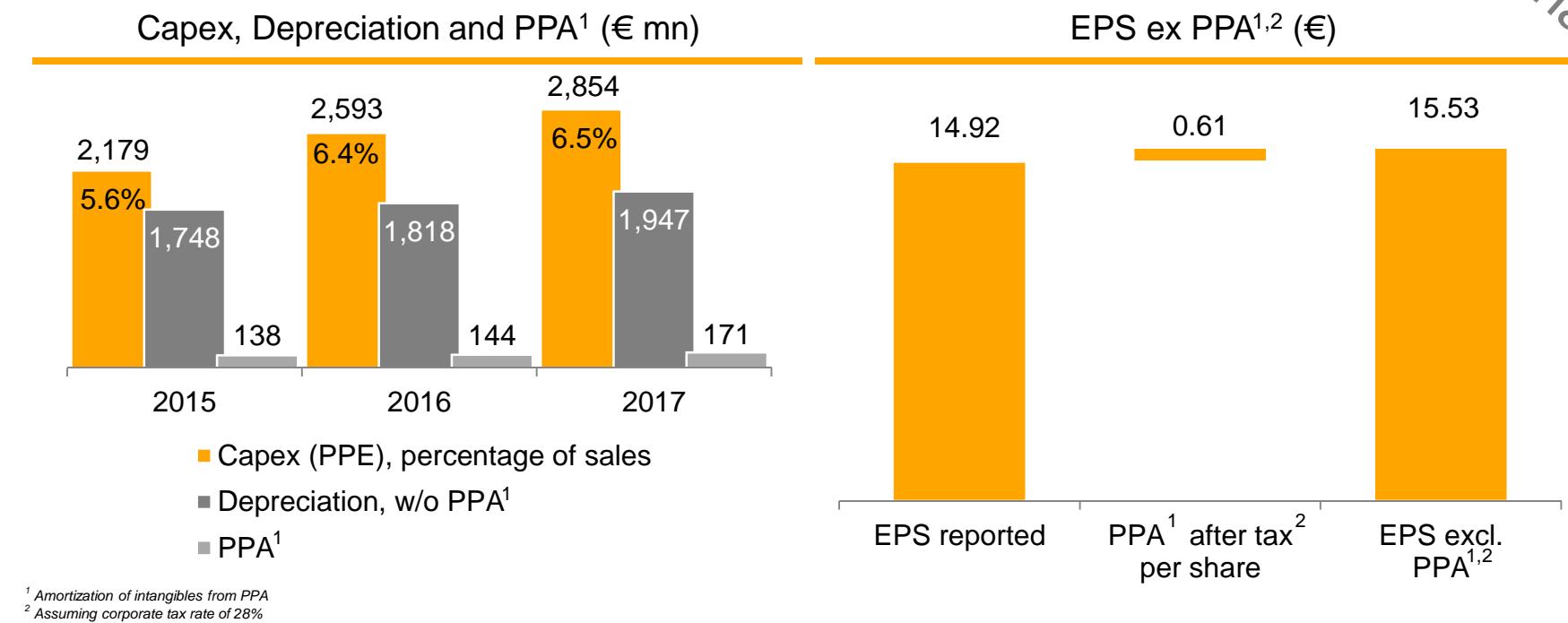
Capex 2015 – 2017



Preliminary

7) Back-up

Capex, Depreciation and EPS Breakdown FY 2017

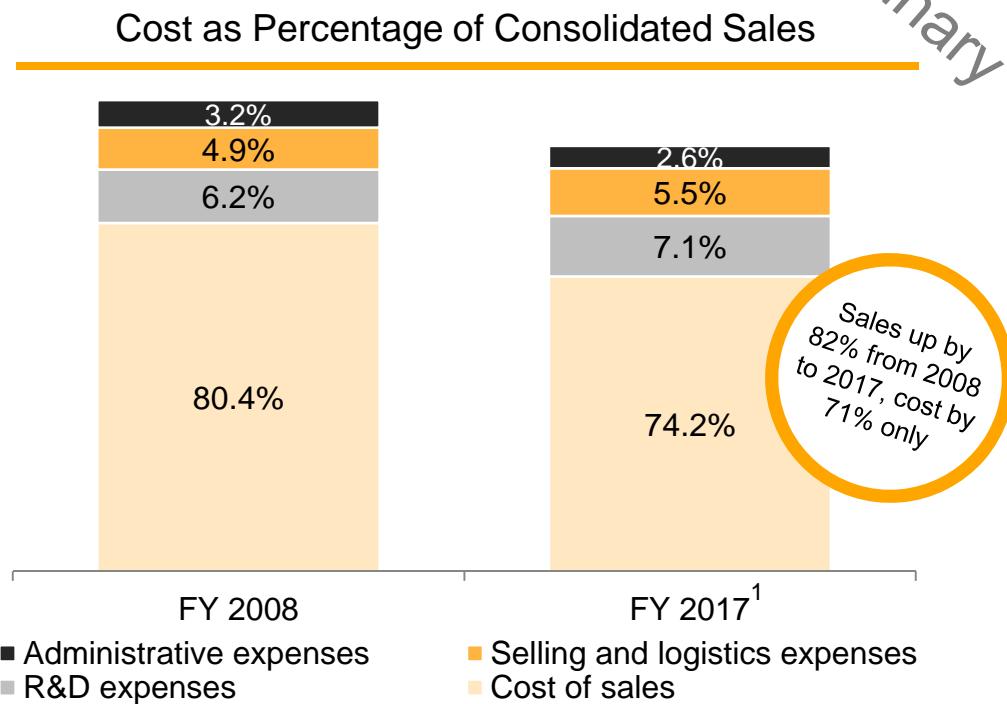


7) Back-up

Focus on Costs

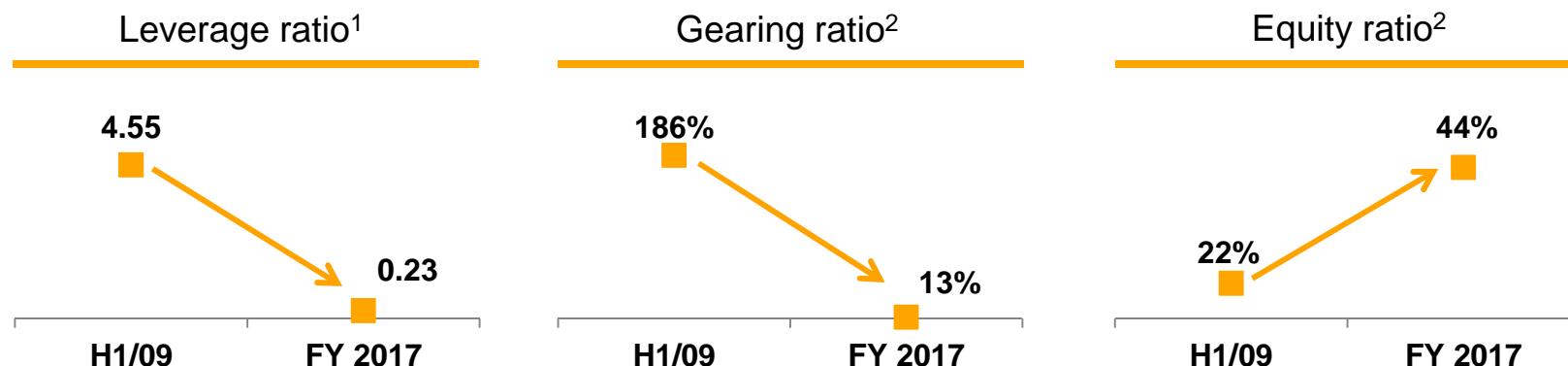
Cost comparison 2008 to 2017

- › Cost of sales declined by 620 bps
- › R&D expenses increased in % of sales and in absolute terms to €3.1 bn
- › Selling and logistics costs up by 60 bps mainly due to expansion of tire distribution channels
- › Administrative costs down by 60 bps



7) Back-up

Very Sound Balance Sheet



Continental's current credit rating is:

- › Fitch (since October 24, 2016): BBB+, outlook stable
- › S&P (since May 11, 2016): BBB+, outlook stable
- › Moody's (since June 30, 2015): Baa1, outlook stable

¹ Leverage covenant ratio as defined in syndicated loan agreement; IAS 19 (rev. 2011) applied for 2017

² IAS 19 (rev. 2011) applied for 2017

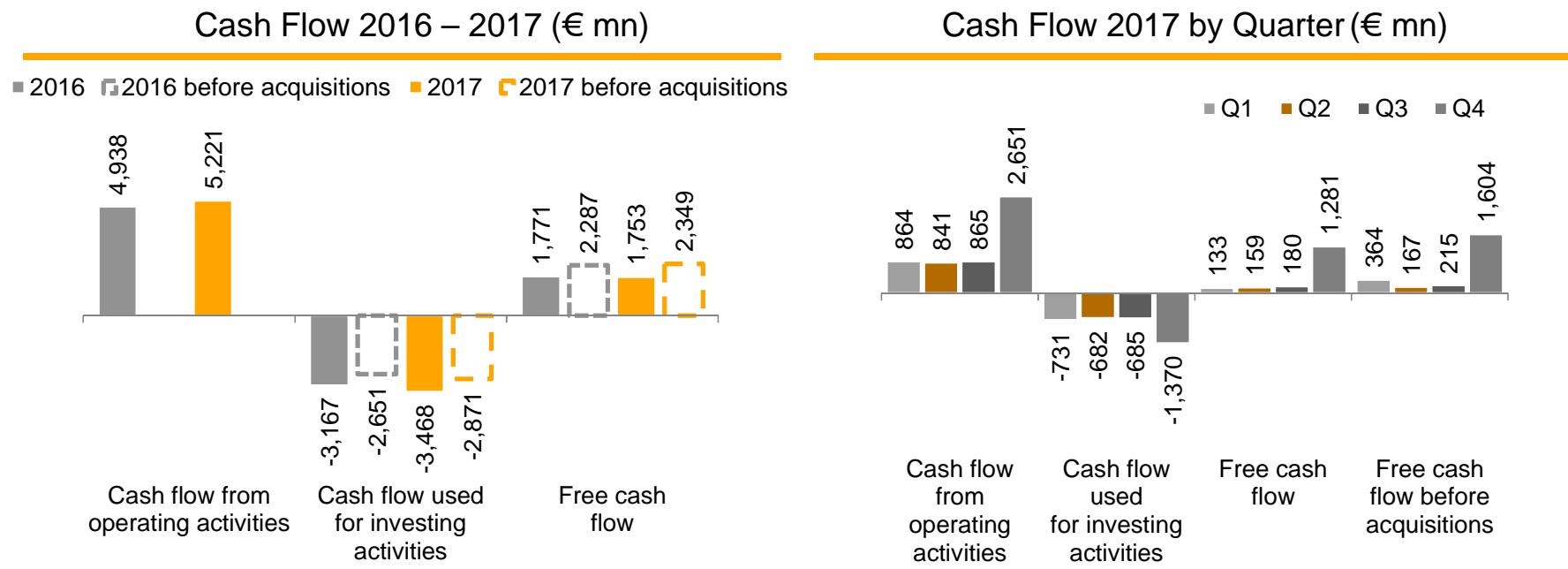
Continental's targets:

- › Rating: BBB / BBB+
- › Gearing ratio: <20%
- › Equity ratio: above 35%
- › Leverage ratio¹: well below 1.00x

Preliminary

7) Back-up

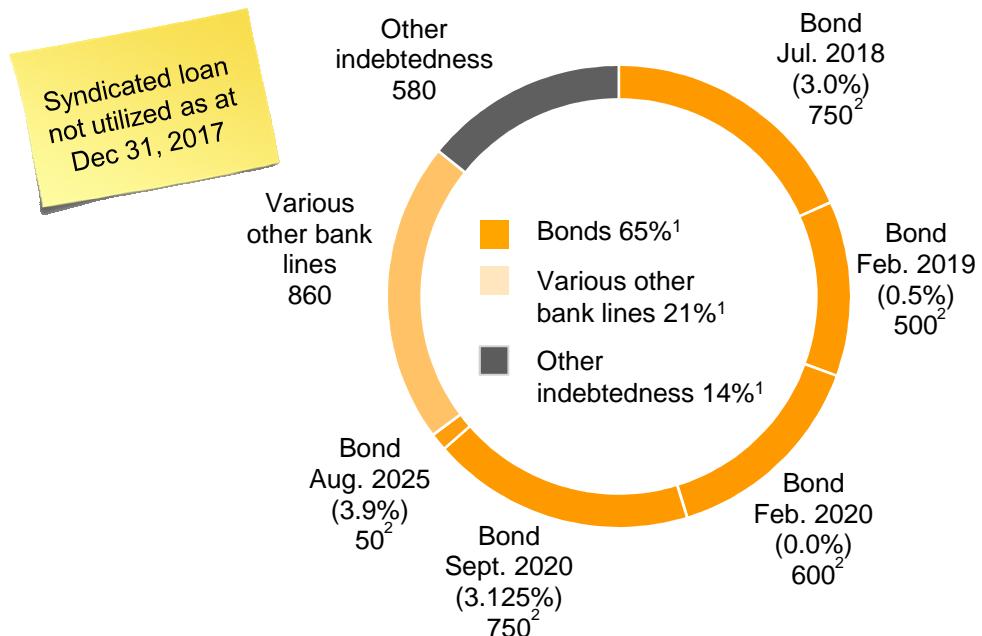
Cash Flow Overview



7) Back-up

Gross Indebtedness by Source at YE 2017 (€ mn)

- › **Gross indebtedness**
€4,090 mn
(PY: €4,952 mn)
- › **Cash**
€1,882 mn
(PY: €2,107 mn)
- › **Net indebtedness**
€2,048 mn
(PY: €2,798 mn)
- › **Available credit lines**
€3,687 mn
(PY: €3,888 mn)



¹ Percentages are calculated as share of gross indebtedness

² Amounts shown are nominal values

7) Back-up

Key Historical Credit Metrics

(€ mn) ¹	2013	2014	2015	2016	2017
Statement of Cash Flows					
Adjusted EBITDA²	5,094	5,318	6,094	6,125	6,701
Reported EBITDA	5,095	5,134	6,001	6,057	6,679
Net cash interest paid	-534	-158	-174	-112	-105
Tax paid	-805	-775	-1,015	-1,047	-1,122
Change in net working capital ³	-4	-207	-107	-210	-484
Other ⁴	-30	175	210	250	253
Cash flow arising from operating activities	3,722	4,168	4,916	4,938	5,221
Cash flow arising from investing activities	-1,904	-2,153	-3,472	-3,167	-3,468
- thereof acquisitions	-154	-129	-1,257	-516	-596
- thereof capex in PPE and intangibles	-2,024	-2,110	-2,265	-2,708	-2,951
Cash flow before financing activities	1,818	2,015	1,444	1,771	1,753
Cash flow before acquisitions	1,972	2,144	2,701	2,288	2,349
Statement of Financial Position					
Cash and cash equivalents	2,045	3,244	1,622	2,107	1,882
Derivative instruments and interest-bearing investments	303	364	81	48	161
Total indebtedness	6,638	6,432	5,245	4,952	4,090
Net indebtedness	4,289	2,824	3,542	2,798	2,048
Credit Ratios					
Net indebtedness / adjusted EBITDA²	0.8x	0.5x	0.6x	0.5x	0.3x
Net cash interest paid coverage (Ratio)⁵	9.5x	33.7x	35.1x	54.8x	63.6x



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, 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

⁵ Adjusted EBITDA to net cash interest paid

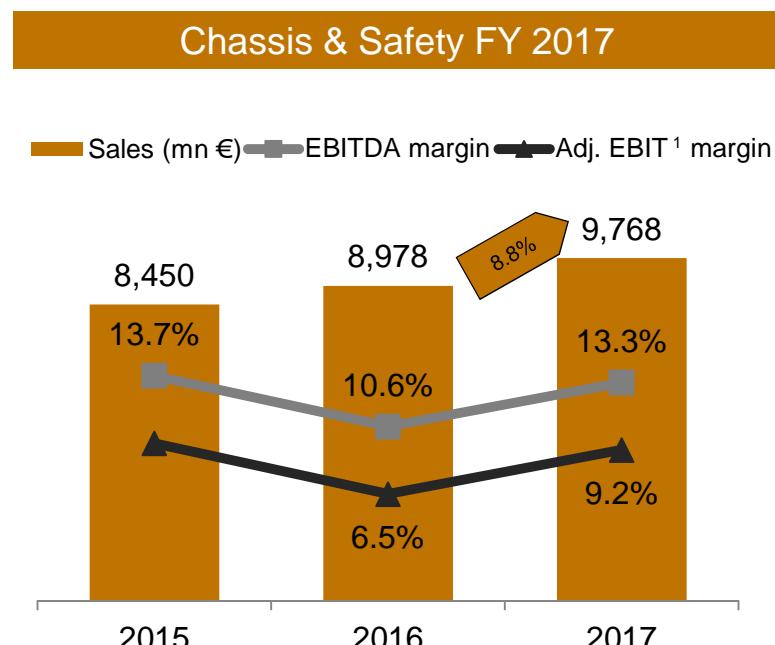
Preliminary FY 2017 Results - March 8, 2018

EDMR - Equity and Debt Market Relations

7) Back-up

Automotive Group Financials – Chassis & Safety

- › Sales increased by 10.4% before consolidation and FX effects
- › EBITDA increased by €347.0 mn to €1,301.6 mn (+36.4%)
- › Adj. EBIT¹ increased by €315.5 mn to €898.1 mn (adj. EBIT¹ margin 9.2%)
- › EBIT increased by €316.9 mn to €897.7 mn (EBIT margin 9.2%)
- › PPA effect in 2017: €0.0 mn
- › Special effects in 2017: -€0.4 mn

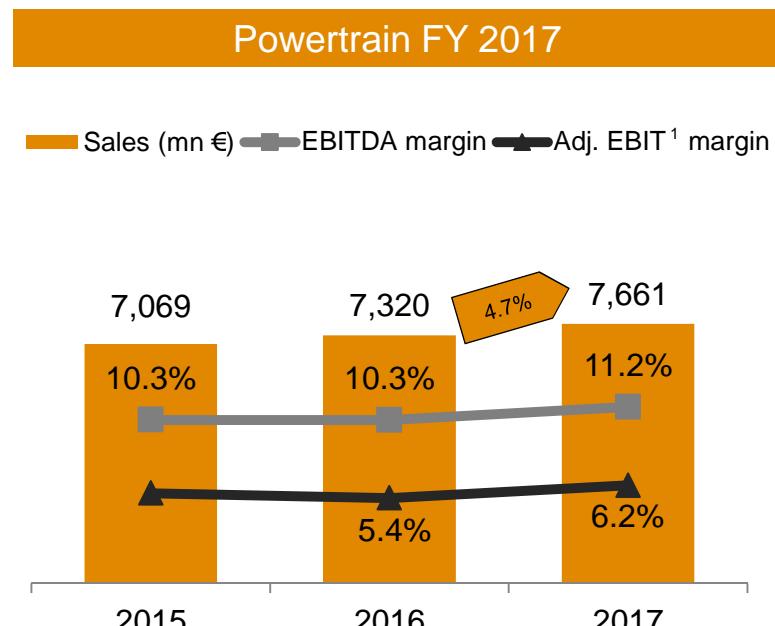


¹ Before amortization of intangibles from PPA, consolidation and special effects.
Refer to Fact Sheets for further details

7) Back-up

Automotive Group Financials – Powertrain

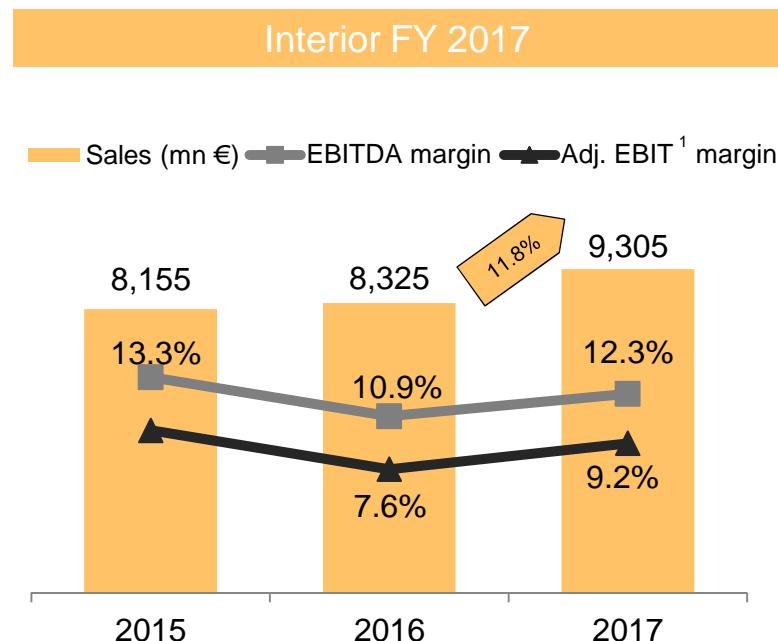
- › Sales increased by 5.6% before consolidation and FX effects
- › EBITDA increased by €98.6 mn to €854.8 mn (+13.0%)
- › Adj. EBIT¹ increased by €75.4 mn to €473.5 mn (adj. EBIT¹ margin 6.2%)
- › EBIT increased by €61.9 mn to €439.9 mn (EBIT margin 5.7%)
- › PPA effect in 2017: -€11.9 mn
- › Special effects in 2017: -€18.1 mn



7) Back-up

Automotive Group Financials – Interior

- › Sales increased by 11.6% before consolidation and FX effects
- › EBITDA increased by €235.8 mn to €1,140.0 mn (+26.1%)
- › Adj. EBIT¹ increased by €217.8 mn to €850.5 mn (adj. EBIT¹ margin 9.2%)
- › EBIT increased by €181.4 mn to €749.2 mn (EBIT margin 8.1%)
- › PPA effect in 2017: -€46.1 mn
- › Special effects in 2017: -€15.7 mn

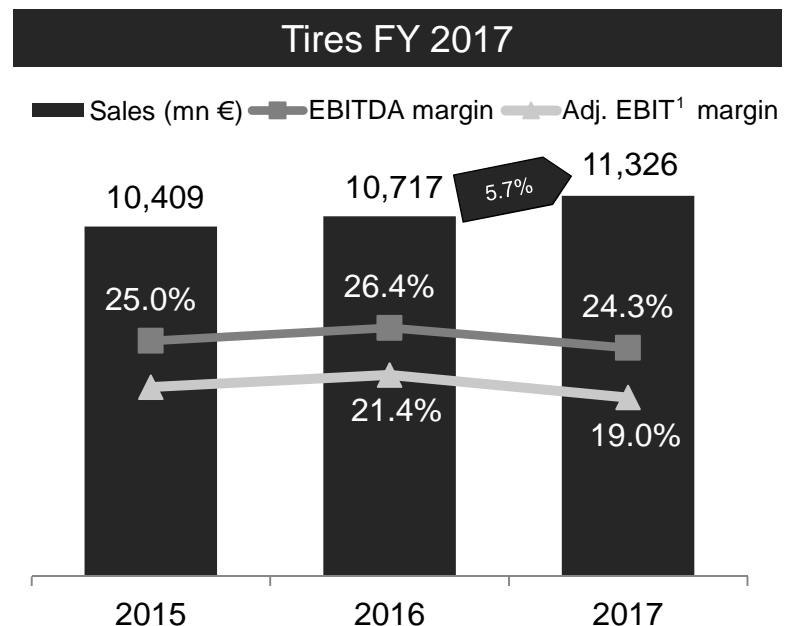


¹ Before amortization of intangibles from PPA, consolidation and special effects.
Refer to Fact Sheets for further details

7) Back-up

Rubber Group Financials – Tires

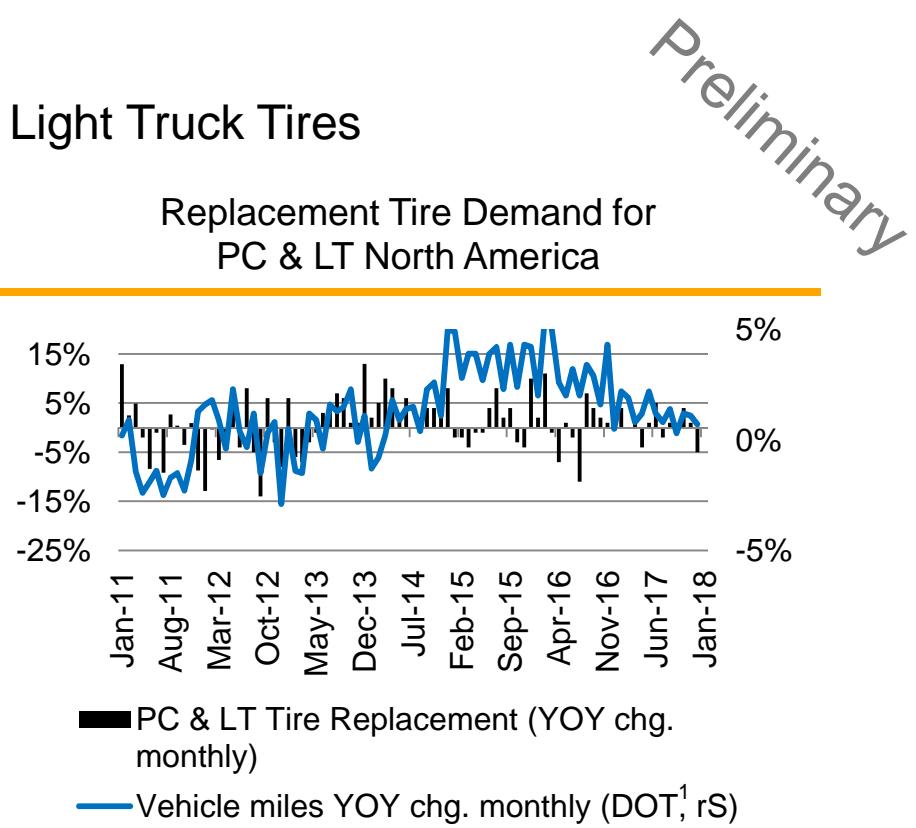
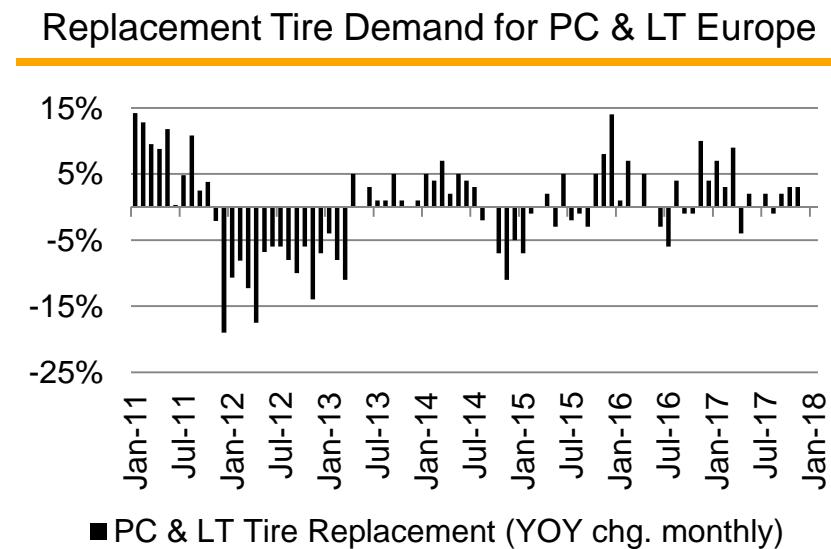
- › Sales increased by 5.3% before consolidation and FX effects
- › EBITDA decreased by -€80.0 mn to €2,748.7 mn (-2.8%)
- › Adj. EBIT¹ decreased by -€168.4 mn to €2,128.2 mn (adj. EBIT¹ margin 19.0%)
- › EBIT decreased by -€138.1 mn to €2,151.3 mn (EBIT margin 19.0%)
- › PPA effect in 2017: -€19.5 mn
- › Special effects in 2017: +€24.0 mn



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

7) Back-up

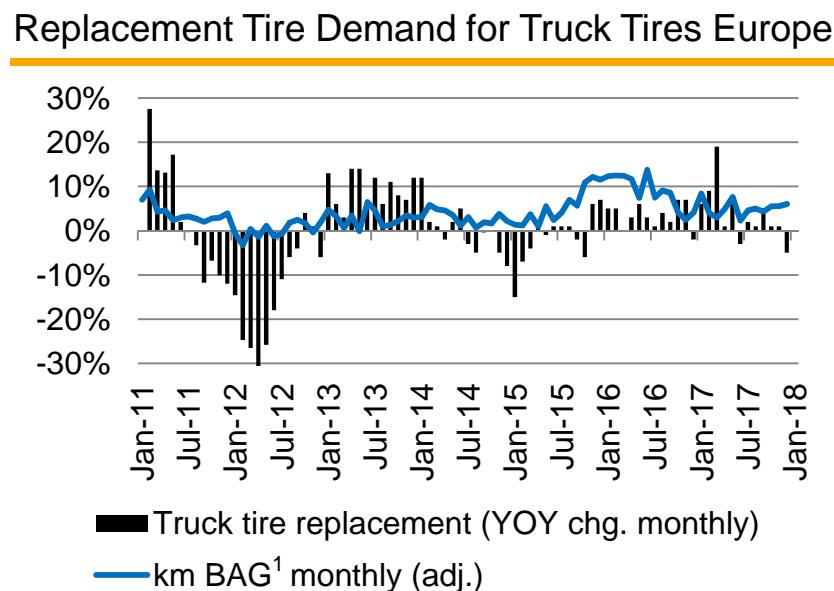
Tires – Demand for Passenger Car and Light Truck Tires



¹ U.S. Department of Transportation, right Scale

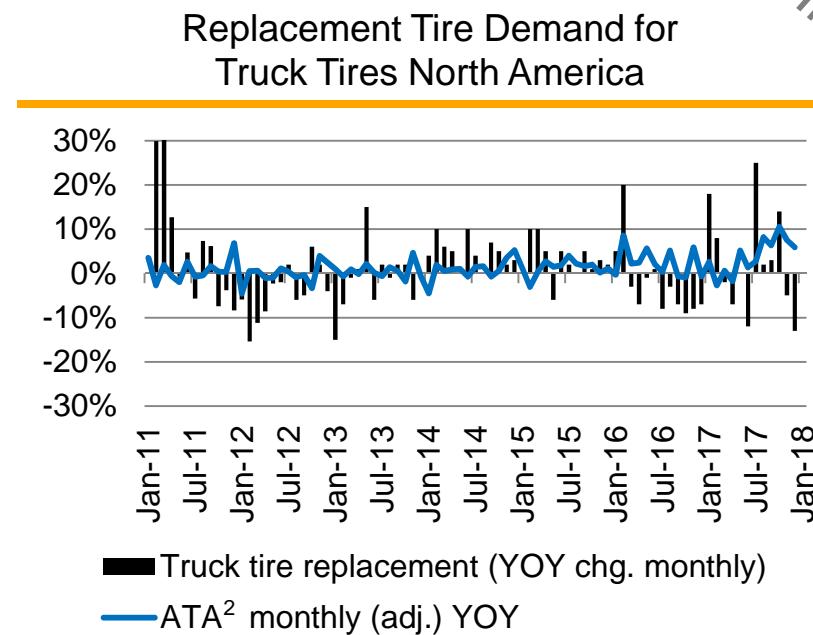
7) Back-up

Tires – Demand for Commercial Vehicle Tires



¹ BAG = Bundesamt für Güterverkehr

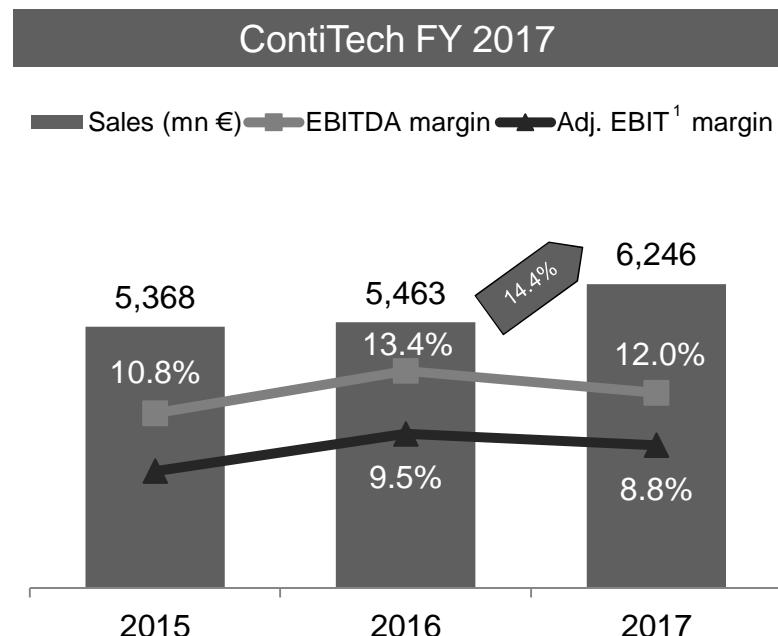
² ATA = American Trucking Association (miles traveled)



7) Back-up

Rubber Group Financials – ContiTech

- › Sales increased by 8.1% before consolidation and FX effects
- › EBITDA increased by €20.0 mn to €750.9 mn (+2.7%)
- › Adj. EBIT¹ decreased by -€3.8 mn to €515.4 mn (adj. EBIT¹ margin 8.8%)
- › EBIT increased by €43.0 mn to €442.2 mn (EBIT margin 7.1%)
- › PPA effect in 2017: -€93.2 mn
- › Special effects in 2017: -€3.8 mn



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

Preliminary

Fact Sheets 2015 – 2017



Preliminary FY 2017 Results - March 8, 2018

EDMR - Equity and Debt Market Relations

56

7) 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	2,524.8	9,767.8	
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	1,900.1	7,660.9	
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	2,423.9	9,305.2	
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	2,938.4	11,325.8	
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	1,569.2	6,246.4	
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	-72.5	-296.6	
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	11,283.9	44,009.5	
Changes Y-o-Y in %		2016					2017					2017				
		Q1	Q2	Q3	Q4	Year	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	7.3	8.8					
Powertrain		-0.7	1.2	7.1	7.0	3.6	10.5	5.7	2.0	0.6	4.7					
Interior		2.4	2.1	0.6	3.2	2.1	13.4	10.4	11.2	12.2	11.8					
Tires		3.8	1.8	2.0	4.2	3.0	9.7	4.6	3.9	4.8	5.7					
ContiTech		7.2	-3.0	1.5	2.0	1.8	11.9	15.3	16.1	14.0	14.4					
Continental Corporation		2.9	1.6	3.8	5.1	3.4	11.7	8.3	7.1	7.2	8.5					

7) 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	337.5	1,301.6
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	239.1	854.8
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	291.3	1,140.0
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	760.9	2,748.7
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	200.0	750.9
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	-23.0	-117.1
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	1,805.8	6,678.9
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	13.4	13.3
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	12.6	11.2
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	12.0	12.3
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	25.9	24.3
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	12.7	12.0
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	16.0	15.2
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	-4.7	36.4
Powertrain						-10.4	10.0	4.9	8.6	3.5	34.7	6.2	6.8	8.6	13.0
Interior						-6.1	-15.9	-47.5	1.8	-16.4	15.2	14.2	116.6	3.3	26.1
Tires						13.5	5.3	-1.5	18.8	8.6	-1.0	-12.7	0.6	2.9	-2.8
ContiTech						36.3	16.6	2.4	62.8	26.6	8.6	-11.0	12.5	3.0	2.7
Continental Corporation						7.3	4.9	-27.8	19.6	0.9	8.8	-3.5	46.9	2.5	10.3

7) Fact Sheets

EBIT by Quarter

Preliminary

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	231.4	897.7
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	125.6	439.9
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	198.7	749.2
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	604.3	2,151.3
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	120.2	442.2
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	-23.6	-118.8
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	1,256.6	4,561.5
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	9.2	9.2
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	6.6	5.7
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	8.2	8.1
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	20.6	19.0
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	7.7	7.1
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	11.1	10.4
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	-9.1	54.6
Powertrain						-31.2	7.7	-1.2	5.0	-4.4	76.1	4.9	3.5	2.6	16.4
Interior						-16.1	-26.1	-71.3	-8.6	-29.4	16.0	13.5	228.5	8.3	31.9
Tires						16.7	6.8	-2.6	20.6	9.8	-4.7	-18.4	-1.4	2.1	-6.0
ContiTech						79.8	53.9	9.2	281.8	134.0	18.6	-24.7	24.4	40.1	10.8
Continental Corporation						6.4	5.6	-42.4	31.5	-0.5	9.1	-9.4	74.0	3.9	11.4



7) Fact Sheets

Adjusted EBIT¹ by Quarter

Adj. EBIT¹ (mn €)

Chassis & Safety
Powertrain
Interior
Tires
ContiTech
Other / Consolidation
Continental Corporation

	2016					
	Q1	Q2	Q3	Q4	Year	
Chassis & Safety	213.3	220.4	-107.3	256.2	582.6	
Powertrain	72.1	114.7	85.1	126.2	398.1	
Interior	169.1	182.0	60.3	221.3	632.7	
Tires	531.9	647.3	520.6	596.8	2,296.6	
ContiTech	131.0	152.3	123.0	112.9	519.2	
Other / Consolidation	-27.8	-24.5	-38.2	-28.9	-119.4	
Continental Corporation	1,089.6	1,292.2	643.5	1,284.5	4,309.8	

	2017					
	Q1	Q2	Q3	Q4	Year	
Chassis & Safety	238.9	227.4	199.8	232.0	898.1	
Powertrain	124.7	118.5	91.3	139.0	473.5	
Interior	202.9	210.3	200.2	237.1	850.5	
Tires	486.2	513.8	517.7	610.5	2,128.2	
ContiTech	141.6	120.3	119.3	134.2	515.4	
Other / Consolidation	-28.8	-27.8	-38.6	-23.6	-118.8	
Continental Corporation	1,165.5	1,162.5	1,089.7	1,329.2	4,746.9	

Adj. EBIT¹ margin in %

Chassis & Safety
Powertrain
Interior
Tires
ContiTech
Continental Corporation

	2016					
	Q1	Q2	Q3	Q4	Year	
Chassis & Safety	9.7	9.8	-4.9	10.9	6.5	
Powertrain	4.0	6.2	4.8	6.7	5.4	
Interior	8.4	8.7	3.0	10.2	7.6	
Tires	21.2	24.0	19.2	21.3	21.4	
ContiTech	9.6	11.1	9.1	8.2	9.5	
Continental Corporation	11.1	12.7	6.4	12.2	10.6	

	2017					
	Q1	Q2	Q3	Q4	Year	
Chassis & Safety	9.6	9.3	8.7	9.2	9.2	
Powertrain	6.3	6.1	5.0	7.3	6.2	
Interior	8.9	9.2	8.9	9.8	9.2	
Tires	17.9	18.6	18.6	20.8	19.0	
ContiTech	9.6	8.2	8.2	9.2	8.8	
Continental Corporation	10.7	10.7	10.4	11.9	10.9	

Changes Y-o-Y in %

Chassis & Safety
Powertrain
Interior
Tires
ContiTech
Continental Corporation

	2017					
	Q1	Q2	Q3	Q4	Year	
Chassis & Safety	12.0	3.2	286.2	-9.4	54.2	
Powertrain	73.0	3.3	7.3	10.1	18.9	
Interior	20.0	15.5	232.0	7.1	34.4	
Tires	-8.6	-20.6	-0.6	2.3	-7.3	
ContiTech	8.1	-21.0	-3.0	18.9	-0.7	
Continental Corporation	7.0	-10.0	69.3	3.5	10.1	

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

7) Fact Sheets

Consolidated Statement of Income

(€ mn)	2017	2016	2015	2017 Q4	2016 Q4	2015 Q4
Sales	44,009.5	40,549.5	39,232.0	11,283.9	10,524.0	10,015.8
Cost of sales	-32,635.0	-29,783.0	-29,056.8	-8,348.4	-7,764.7	-7,448.6
Gross margin on sales	11,374.5	10,766.5	10,175.2	2,935.5	2,759.3	2,567.2
Research and development expenses	-3,103.7	-2,811.5	-2,449.6	-746.8	-640.5	-551.9
Selling and logistics expenses	-2,430.2	-2,251.0	-2,179.0	-633.0	-587.8	-566.7
Administrative expenses	-1,144.3	-1,012.6	-925.5	-278.2	-249.4	-230.1
Other expenses and income	-212.1	-665.8	-567.7	-47.6	-92.5	-320.0
Income from at-equity accounted investees	76.8	69.7	61.4	26.6	20.0	20.9
Other income from investments	0.5	0.5	0.8	0.1	0.1	0.4
Earnings before interest and tax	4,561.5	4,095.8	4,115.6	1,256.6	1,209.2	919.8
Interest income	94.4	101.4	95.4	26.4	27.1	26.1
Interest expense	-380.1	-218.4	-341.0	-92.5	-70.5	-54.3
Financial result	-285.7	-117.0	-245.6	-66.1	-43.4	-28.2
Earnings before tax	4,275.8	3,978.8	3,870.0	1,190.5	1,165.8	891.6
Income tax expense	-1,227.5	-1,096.8	-1,090.4	-409.8	-354.4	-250.5
Net income	3,048.3	2,882.0	2,779.6	780.7	811.4	641.1
Non-controlling interests	-63.7	-79.5	-52.2	-20.2	-26.2	2.0
Net income attributable to the shareholders of the parent	2,984.6	2,802.5	2,727.4	760.5	785.2	643.1
Basic earnings per share (in €)	14.92	14.01	13.64	3.80	3.92	3.22
Diluted earnings per share (in €)	14.92	14.01	13.64	3.80	3.92	3.22

7) Fact Sheets

Consolidated Statement of Financial Position – Assets

Assets in € millions	Dec. 31, 2017	Dec. 31, 2016
Goodwill	7,010.1	6,857.3
Other intangible assets	1,607.3	1,514.1
Property, plant and equipment	11,202.1	10,538.1
Investment property	10.5	10.3
Investments in equity-accounted investees	414.8	384.8
Other investments	51.0	43.1
Deferred tax assets	1,517.2	1,836.1
Defined benefit assets	16.0	24.3
Long-term derivative instruments and interest-bearing investments	113.3	19.7
Long-term other financial assets	68.8	66.4
Long-term other assets	27.3	26.8
Non-current assets	22,038.4	21,321.0
Inventories	4,128.2	3,753.2
Trade accounts receivable	7,669.3	7,392.7
Short-term other financial assets	529.5	455.5
Short-term other assets	954.3	989.0
Income tax receivables	178.2	124.7
Short-term derivative instruments and interest-bearing investments	47.6	27.8
Cash and cash equivalents	1,881.5	2,107.0
Assets held for sale	13.5	4.0
Current assets	15,402.1	14,853.9
Total assets	37,440.5	36,174.9

7) Fact Sheets

Consolidated Statement of Financial Position – Total Equity and Liabilities

Equity and Liabilities in € millions	Dec. 31, 2017	Dec. 31, 2016
Subscribed capital	512.0	512.0
Capital reserves	4,155.6	4,155.6
Retained earnings	13,669.3	11,534.7
Other comprehensive income	-2,508.5	-1,932.3
Equity attributable to the shareholders of the parent	15,828.4	14,270.0
Non-controlling interests	461.9	464.8
Total equity	16,290.3	14,734.8
Long-term employee benefits	4,394.1	4,392.3
Deferred tax liabilities	348.5	371.5
Long-term provisions for other risks and obligations	139.6	204.2
Long-term indebtedness	2,017.8	2,803.7
Long-term other financial liabilities	36.1	97.1
Long-term other liabilities	25.4	17.1
Non-current liabilities	6,961.5	7,885.9
Short-term employee benefits	1,490.6	1,314.1
Trade accounts payable	6,798.5	6,248.0
Income tax payables	889.7	783.6
Short-term provisions for other risks and obligations	943.0	1,146.4
Short-term indebtedness	2,072.2	2,148.6
Short-term other financial liabilities	1,276.8	1,187.3
Short-term other liabilities	717.9	726.2
Current liabilities	14,188.7	13,554.2
Total equity and liabilities	37,440.5	36,174.9

7) Fact Sheets

Consolidated Statement of Cash Flows

Consolidated Statement of Cash Flows in € millions	2017	2016
Net income	3,048.3	2,882.0
Income tax expense	1,227.5	1,096.8
Financial result	285.7	117.0
EBIT	4,561.5	4,095.8
Interest paid	-131.5	-136.1
Interest received	26.1	24.2
Income tax paid	-1,122.1	-1,047.3
Dividends received	40.7	45.1
Depreciation, amortization, impairment and reversal of impairment losses	2,117.4	1,961.6
Income from equity-accounted investees and other investments, incl. impairment and reversal of impairment losses	-77.3	-70.2
Gains/losses from the disposal of assets, companies and business operations	-34.6	-15.3
Changes in inventories	-484.3	-326.5
trade accounts receivable	-737.1	-631.7
trade accounts payable	737.6	748.1
employee benefits and other provisions	94.4	384.8
other assets and liabilities	229.7	-94.4
Cash flow arising from operating activities	5,220.5	4,938.1
Cash flow from the disposal of property, plant and equipment, and intangible assets	59.3	53.0
Capital expenditure on property, plant and equipment, and software	-2,849.7	-2,592.5
Capital expenditure on intangible assets from development projects and miscellaneous	-101.4	-115.7
Cash flow from the disposal of companies and business operations	20.4	4.6
Acquisition of companies and business operations	-596.3	-516.2
Cash flow arising from investing activities	-3,467.7	-3,166.8
Cash flow before financing activities (free cash flow)	1,752.8	1,771.3
Net cash change in short-term indebtedness ¹	-879.0	-1,006.8
Cash change in long-term indebtedness ¹	-117.8	659.7
Other cash changes ¹	14.1	7.1
Successive purchases	-0.7	-109.7
Dividends paid	-850.0	-750.0
Dividends paid to and cash changes from equity transactions with non-controlling interests	-46.5	-55.6
Cash and cash equivalents arising from the first-time consolidation of subsidiaries	0.7	0.6
Cash flow arising from financing activities	-1,879.2	-1,254.7
Change in cash and cash equivalents	-126.4	516.6
Cash and cash equivalents as at January 1	2,107.0	1,621.5
Effect of exchange-rate changes on cash and cash equivalents	-99.1	-31.1
Cash and cash equivalents as at December 31	1,881.5	2,107.0

¹ The statement was adjusted in line with the requirements of the changes to IAS 7, Statement of Cash Flows (Disclosure Initiative). The figures from comparative periods have been adjusted accordingly.

7) Fact Sheets

FY 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	8,977.6	9,767.8	7,319.5	7,660.9	8,324.7	9,305.2	10,717.4	11,325.8	5,462.5	6,246.4	-252.2	-296.6	40,549.5	44,009.5
EBIT in % of sales	580.8	897.7	378.0	439.9	567.8	749.2	2,289.4	2,151.3	399.2	442.2	-119.4	-118.8	4,095.8	4,561.5
Amortization of intangible assets from PPA	0.3	0.0	11.5	11.9	38.4	46.1	10.7	19.5	82.7	93.2	0.0	0.0	143.6	170.7
Total special effects	1.5	0.4	8.6	18.1	26.5	15.7	-3.7	-24.0	37.4	3.8	0.0	0.0	70.3	14.0
Total consolidation effects	0.0	0.0	0.0	3.6	0.0	39.5	0.2	-18.6	-0.1	-23.8	0.0	0.0	0.1	0.7
Total consolidation & special effects	1.5	0.4	8.6	21.7	26.5	55.2	-3.5	-42.6	37.3	-20.0	0.0	0.0	70.4	14.7
Adjusted operating result (adj. EBIT)¹ in % of adjusted sales	582.6	898.1	398.1	473.5	632.7	850.5	2,296.6	2,128.2	519.2	515.4	-119.4	-118.8	4,309.8	4,746.9

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

7) Fact Sheets

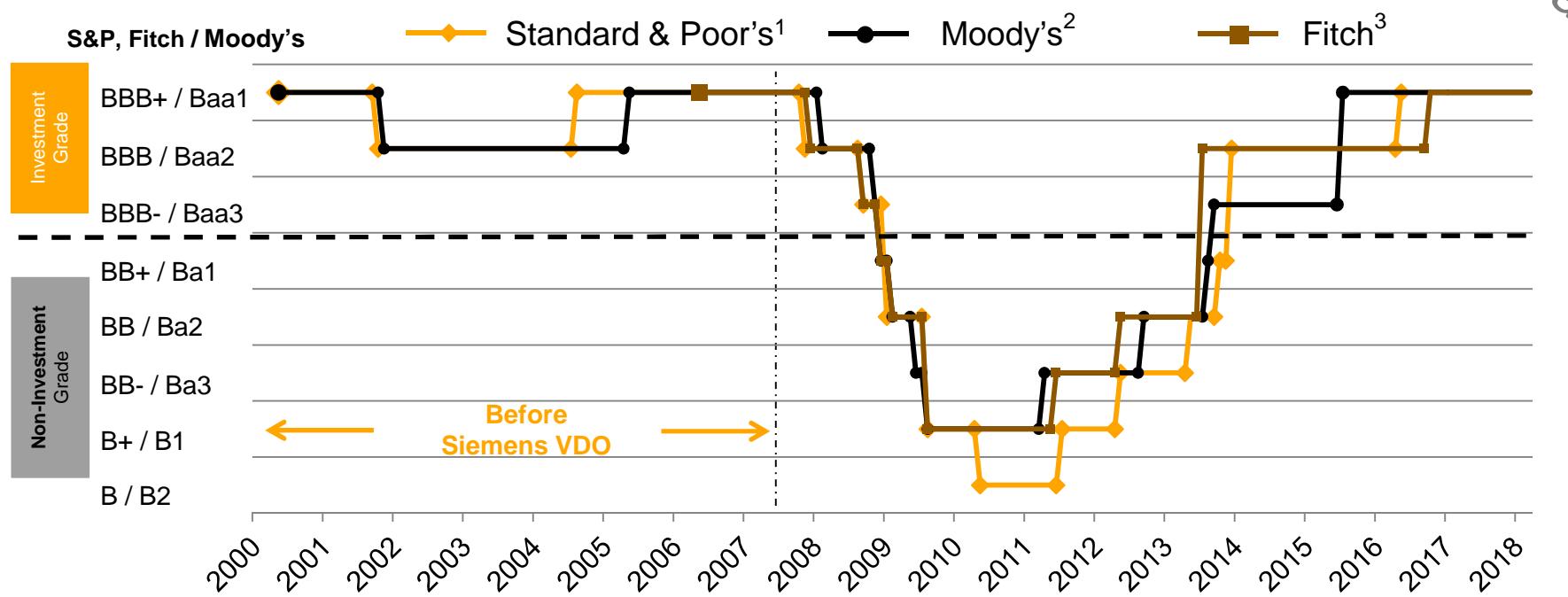
FY 2017 Results Reported and Adjusted (€ mn) – by Group

	Q4 2016/2017								FY 2016/2017							
	Automotive		Rubber		Cons./Corr.		Corporation		Automotive		Rubber		Cons./Corr.		Corporation	
Sales	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017
Sales	6,370.1	6,805.7	4,163.7	4,491.4	-9.8	-13.2	10,524.0	11,283.9	24,496.4	26,565.4	16,097.6	17,494.7	-44.5	-50.6	40,549.5	44,009.5
EBIT in % of sales	560.6	555.7	677.5	724.5	-28.9	-23.6	1,209.2	1,256.6	1,526.6	2,086.8	2,688.6	2,593.5	-119.4	-118.8	4,095.8	4,561.5
8.8%	8.2%	16.3%	16.1%	11.5%	11.1%	6.2%	7.9%	16.7%	14.8%	10.1%	10.4%					
Amortization of intangible assets from PPA	14.4	14.4	24.8	28.3	0.0	0.0	39.2	42.7	50.2	58.0	93.4	112.7	0.0	0.0	143.6	170.7
Total special effects	28.7	6.0	7.2	4.8	0.0	0.0	35.9	10.8	36.6	34.2	33.7	-20.2	0.0	0.0	70.3	14.0
Total consolidation effects	0.0	32.0	0.0	-12.9	0.0	0.0	0.0	19.1	0.0	43.1	0.1	-42.4	0.0	0.0	0.1	0.7
Total consolidation & special effects	28.7	38.0	7.2	-8.1	0.0	0.0	35.9	29.9	36.6	77.3	33.8	-62.6	0.0	0.0	70.4	14.7
Adjusted operating result (adj. EBIT)¹ in % of adjusted sales	603.7	608.1	709.5	744.7	-28.9	-23.6	1,284.3	1,329.2	1,613.4	2,222.1	2,815.8	2,643.6	-119.4	-118.8	4,309.8	4,746.9
	9.5%	8.9%	17.1%	17.0%	12.2%	11.9%	6.6%	8.4%	17.5%	15.6%	10.6%	10.9%				

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

7) Fact Sheets

Continental's Credit Rating



¹ Contracted rating since May 19, 2000.

² Non-contracted rating since February 1, 2014.

³ Contracted rating since November 7, 2013.

References

Useful Links

Continental Investor Relations website	www.continental-ir.com
Annual and interim reports	www.continental-corporation.com/en/investors/reports
2017 Fact Book (Investor presentation)	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
Continental shares	www.continental-corporation.com/en/investors/share
Continental bonds and rating	www.continental-corporation.com/en/investors/debt-and-rating
Continental IR on Twitter	twitter.com/Continental_IR