

# FY 2024 Results

## Hanover – March 4, 2025

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

Nikolai Setzer – CEO  
Olaf Schick – CFO

# Agenda

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# All Group Sectors Contributed to Improved Profitability in a Challenging Market Environment

## Executive Summary

	FY 2023	FY 2024
Sales	€41.4 bn	€39.7 bn
Adjusted EBIT <sup>1</sup>	€2,526 mn	€2,694 mn
Adjusted EBIT <sup>1</sup> margin	6.1%	6.8%
PPA <sup>2</sup>	-€118 mn	-€109 mn
Special effects	-€551 mn	-€300 mn
Restructuring	-€295 mn	-€78 mn
Impairment	-€41 mn	-€30 mn
Other effects	-€214 mn	-€192 mn
NIAT <sup>3</sup>	€1,156 mn	€1,168 mn
Adjusted free cash flow <sup>4</sup>	€1,292 mn	€1,052 mn
Gearing ratio	28.6%	25.1%
Equity ratio	37.4%	40.0%
Trailing ROCE <sup>5</sup>	8.9%	11.4%
Net indebtedness	€4,038 mn	€3,712 mn

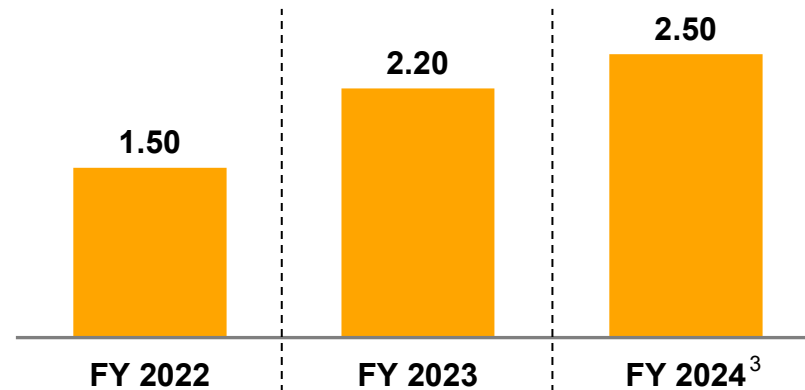
- › Organic growth of -2.6% in persistently weak markets
- › FX of -1.5% weighed on sales; all sectors negatively impacted
- › Absolute **adjusted EBIT** improved by 6.6%
- › **Automotive**: Price negotiations for 2024 finalized with high share of sustainable agreements; self-help measures on track; total fixed-cost saving target of €400 mn already safeguarded
- › **Tires**: Solid performance with a healthy winter tires season, improved PLT replacement sell-in in our key markets; effects from stabilization in replacement markets for truck tires
- › **ContiTech**: Industrial and automotive markets persistently weighing on performance; strict cost discipline safeguarded results; further measures announced for FY 2025
- › **Adjusted FCF**: Performance driven by a substantial improvement at Automotive and the winter tire season in Europe, however negatively impacted by one-offs

1 Before amortization of intangibles from PPA, changes in the scope of consolidation & special effects. 2 Amortization of intangibles from PPA. 3 Net income attributable to the shareholders of the parent. 4 Free cash flow before acquisitions & divestments. 5 Calculated as reported EBIT for the last 12 months (LTM) divided by average operating assets for the LTM.

# Proposed Dividend of €2.50 Equals a 4% Dividend Yield

## Dividend

### Dividend per share<sup>1</sup> (€)



**Targeted payout ratio<sup>2</sup>**  
~20% to ~40%

Earnings per share (€)	0.33	5.78	5.84
Payout ratio <sup>2</sup>	Not applied	38.1%	39.4% <sup>5</sup>   42.8%
Dividend yield <sup>4</sup>	2.3%	3.2%	4.0%

*NIAT burdened by a €100 mn increase in non-cash tax expenses, resulting from dividend distributions between Group companies, in preparation of the Automotive spin-off*

1 Dividend paid for the respective fiscal year, payout in the subsequent year. 2 The ratio between the dividend for the fiscal year and the earnings per share. 3 Dividend for FY 2024 subject to Supervisory Board approval and the approval of the Annual Shareholders' Meeting on April 25, 2025. 4 Dividend per share at the annual average price. 5 Adjusted for non-cash relevant increase in tax expenses of €100 mn.

# Automotive to Further Improve in 2025 Due to Self-Help Measures

## Automotive Scorecard

Significant Restructuring	2024 Achievements	2025 Focus
<b>Operating leverage</b>	<ul style="list-style-type: none"> <li>› Price negotiations successfully completed</li> <li>› Significantly improved share of sustainable price agreements running into 2025</li> </ul>	<ul style="list-style-type: none"> <li>› Further efficiency gains, e.g. by focus on ReDTC activities</li> <li>› Keep on profitable order intake strategy</li> </ul>
<b>Operational excellence</b>	<ul style="list-style-type: none"> <li>› YoY inventory reduction of €255 mn</li> </ul>	<ul style="list-style-type: none"> <li>› Proceed with manufacturing cost reduction</li> <li>› Continue inventory reduction, targeting turn rate increase by 1 year-over-year</li> </ul>
<b>Fixed-cost reduction</b>	<ul style="list-style-type: none"> <li>› ~90% of targeted measures implemented</li> <li>› &gt;€200 mn savings effective in 2024</li> </ul>	<ul style="list-style-type: none"> <li>› Total savings target of €400 mn safeguarded</li> <li>› Continuous focus on fixed-cost discipline</li> </ul>
<b>R&amp;D efficiency</b>	<ul style="list-style-type: none"> <li>› First R&amp;D efficiency program almost finalized; additional reduction through strict hiring management</li> <li>› R&amp;D expenses improved by ~€200 mn, adjusted for restructuring accruals of ~€150 mn</li> </ul>	<ul style="list-style-type: none"> <li>› Further HC reduction to secure target achievement of additional -3,000 HC until end of 2026</li> </ul>
<b>Asset efficiency / complexity reduction</b>	<ul style="list-style-type: none"> <li>› Strong turnaround in cash-generation resulted in a positive adj. free cash flow contribution<sup>1</sup> of ~€350 mn</li> <li>› SCT and AN merged into ANS</li> </ul>	<ul style="list-style-type: none"> <li>› Establish capital market readiness of the Automotive organization</li> </ul>

Trough behind

**Focused  
restructuring execution**




**Improvement trajectory  
clear and tangible**

**Spin-off as  
additional catalyst**

<sup>1</sup> Without interest and tax. YoY: Year-over-year. YTD: Year-to-date. SCT: Software and Central Technologies. AN: Architecture and Networking. ANS: Architecture and Networking Solutions. ReDTC: ReDesign to Cost

# ContiTech Safeguarded Profitability Through Strict Cost Management; Further Measures for 2025 Initiated

## ContiTech Scorecard

Strategic Measures	2024 Achievements	2025 Focus
<b>Operating leverage</b>	<ul style="list-style-type: none"> <li>› Successfully (re)negotiated contracts regarding inflation </li> </ul>	<ul style="list-style-type: none"> <li>› Attractive product mix management</li> <li>› Focused strategy execution – shift to industrials</li> </ul>
<b>Operational excellence</b>	<ul style="list-style-type: none"> <li>› Self-help measures were able to offset the effects from cost inflation</li> <li>› OESL: Cost measures significantly improved profitability by &gt;400 bps and resulted in positive cash contribution </li> </ul>	<ul style="list-style-type: none"> <li>› €50 mn variable cost reduction program with focus on e. g. harmonization of product platforms</li> </ul>
<b>Fixed-cost reduction</b>	<ul style="list-style-type: none"> <li>› Footprint optimization 1<sup>st</sup> phase completed (i. e. Brazil, US); optimization of remaining organization started </li> </ul>	<ul style="list-style-type: none"> <li>› Footprint optimization and execution of plant closures (5 additional sites announced in Jan. 2025); low double-digit contribution already expected in 2025</li> </ul>
<b>Complexity reduction</b>	<ul style="list-style-type: none"> <li>› OESL carve-out on track</li> <li>› Market sounding started for OESL transaction </li> </ul>	<ul style="list-style-type: none"> <li>› Progress of OESL transaction</li> </ul>

Challenging market environment

Agile adaption to market conditions

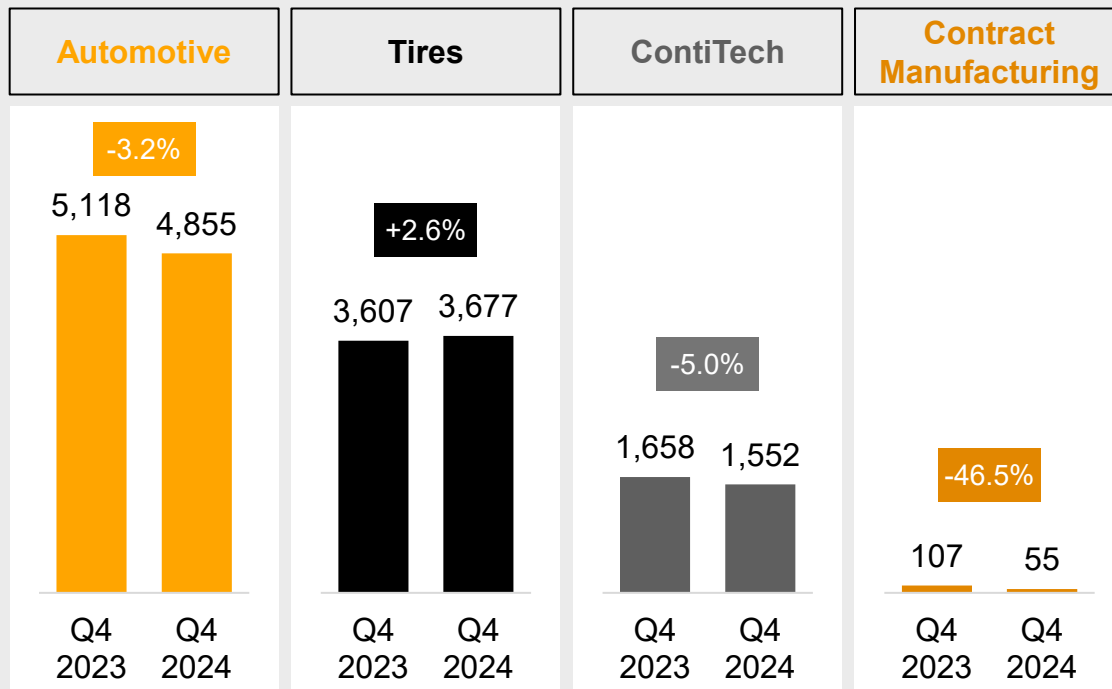
Focused strategy execution

Continuously leverage strong industry position

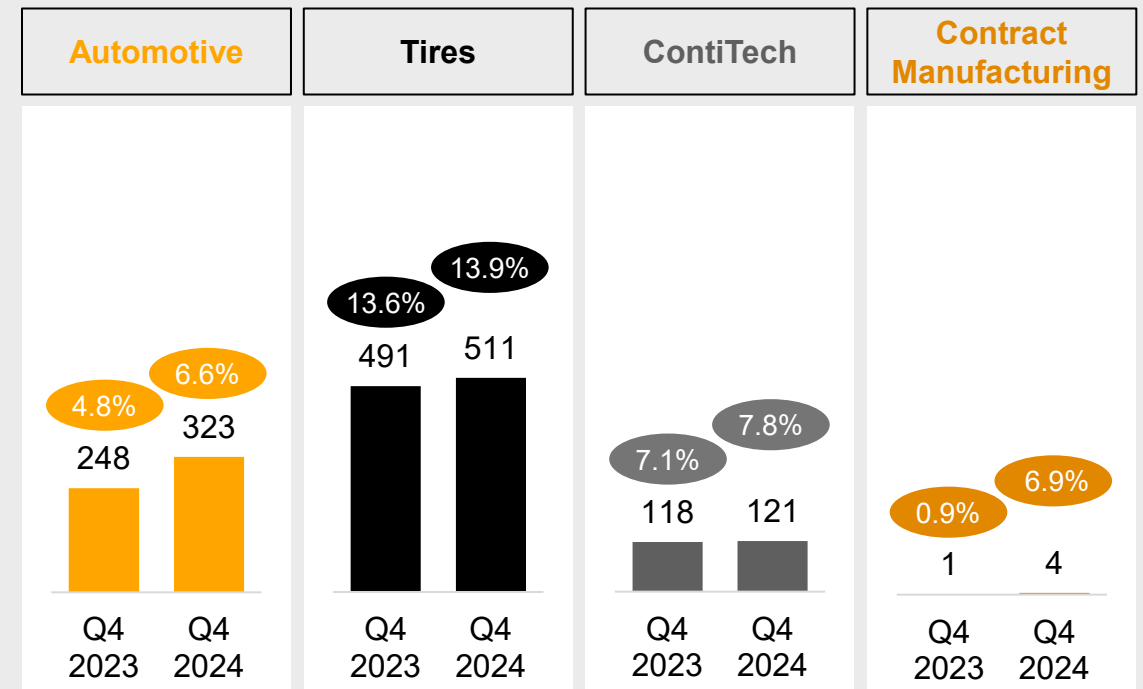
# Improved Profitability Across all Group Sectors Despite Pressure on Top-Line

## Group Sales and Adjusted EBIT<sup>1</sup> – Q4 2024

Sales (€ mn)



Adjusted EBIT<sup>1</sup> (€ mn)

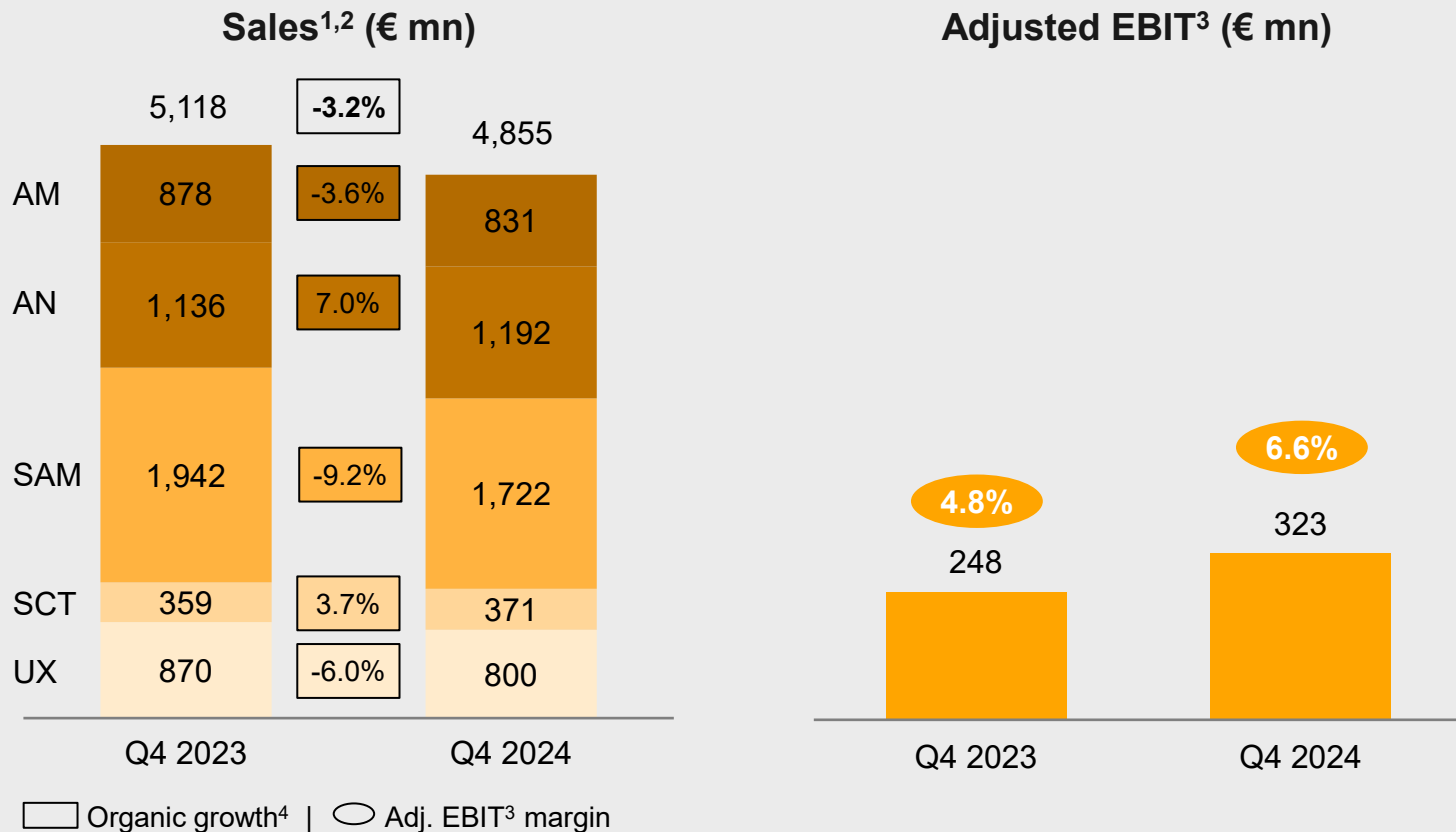


□ Organic growth<sup>2</sup> | ○ Adj. EBIT<sup>1</sup> margin

<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects. <sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.

# Disciplined Self-Help Measures Drove Significant Profitability Improvement in Automotive

## Automotive Sales<sup>1,2</sup> and Adjusted EBIT<sup>3</sup> – Q4 2024



### Sales<sup>1,2</sup>

- › Sales impact from FX: -1.8%
- › Negative volume development driven by further deterioration of markets
- › SAM and UX burdened from lower-than-expected take rates, delayed ramp-ups, and unfavorable customer mix
- › AN benefitted mainly from customer mix and slightly positive effects from new launches

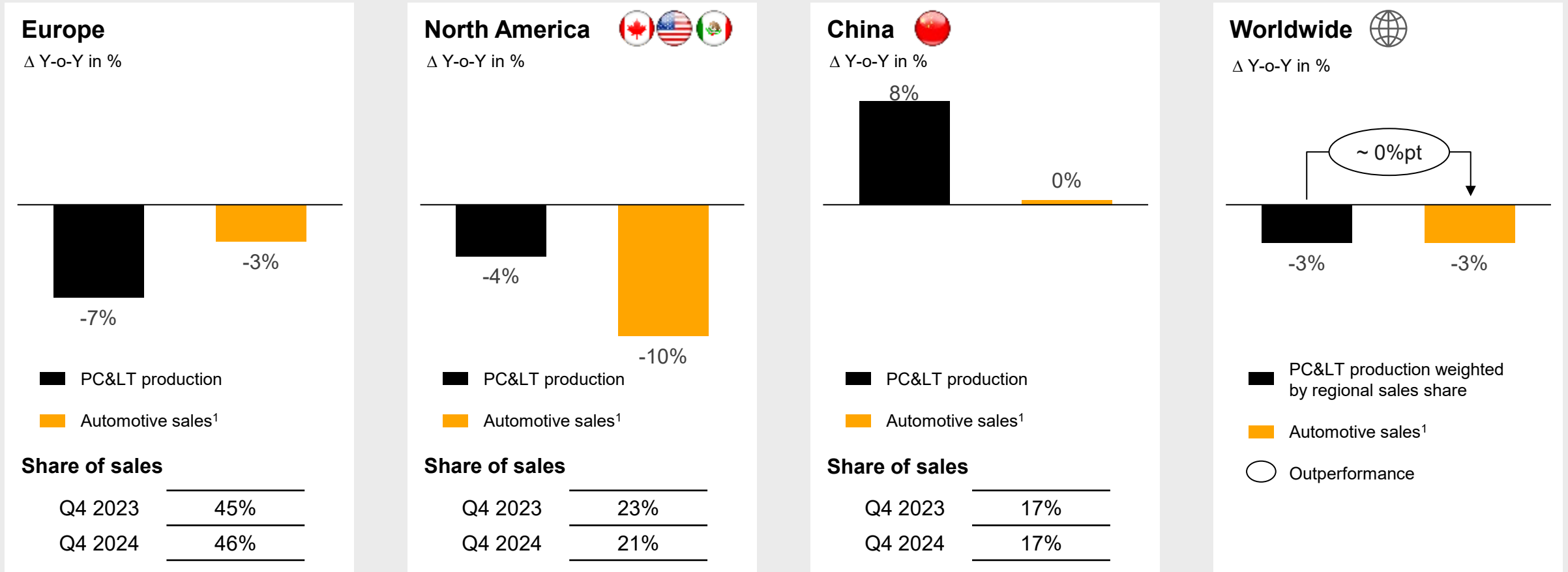
### Adjusted EBIT<sup>3</sup>

- › Positive effects from fixed-cost saving program
- › R&D reimbursements below prior year's level
- › Lower sales particularly weighing on UX profitability
- › Inflation remains a headwind

1 January 1, 2024, the former SMY business area was dissolved into AM, AN and SCT. The 2023 figures are displayed accordingly on a pro-forma basis. 2 Due to consolidation effects, the sum of numbers shown in the columns does not match the total sum. 3 Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects. 4 Before changes in the scope of consolidation and exchange-rate effects. AM: Autonomous Mobility. AN: Architecture and Networking. SAM: Safety and Motion. SCT: Software and Central Technologies. UX: User Experience

# Sales Development in Line With Market on the Back of European Outperformance

## Automotive Sales Growth<sup>1</sup> vs. Regional Production – Q4 2024

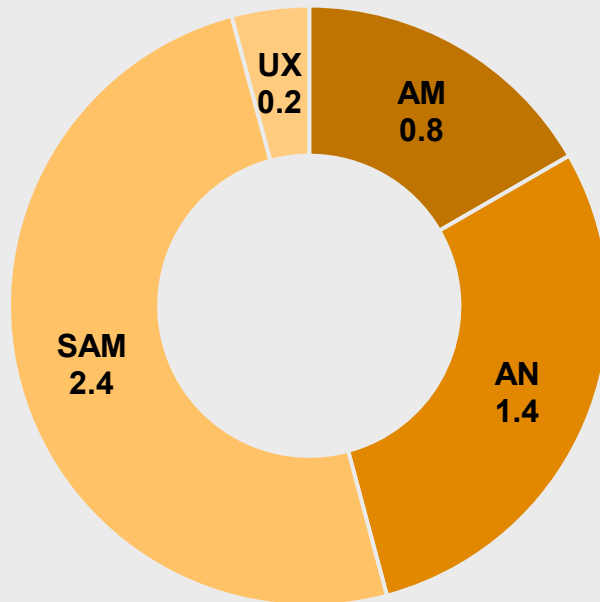


<sup>1</sup> Shown as change in organic sales Y-o-Y (adjusted for FX and consolidation effects).

# Q4 2024 Order Intake of €5.1 bn; Book-to-Bill Ratio of 1.0x for FY 2024 Due to Delayed Sourcing Decisions

## Automotive Order Intake – Q4 2024

### Order Intake (€ bn)<sup>1</sup>



### Highlights

#### **Safety and Motion: €2.4 bn**

- › Orders for latest generation brake systems
- › Major order for air suspension systems
- › Awards for electronic parking brakes and airbag control units



#### **Architecture & Networking: €1.4 bn**

- › Awards for body control modules and zone controllers
- › Orders for passive start and entry systems



#### **Autonomous Mobility: €0.8 bn**

- › Awards for assisted and automated driving control units
- › Next generation radars

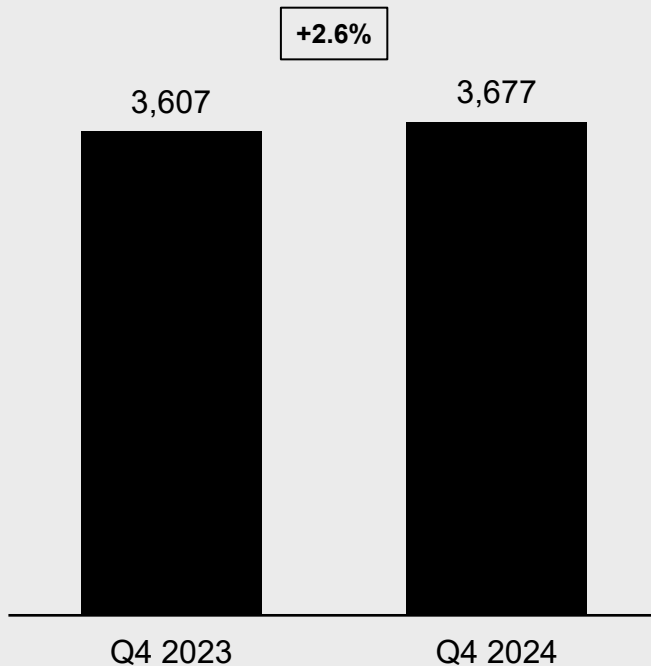


<sup>1</sup> Without Software and Central Technologies.

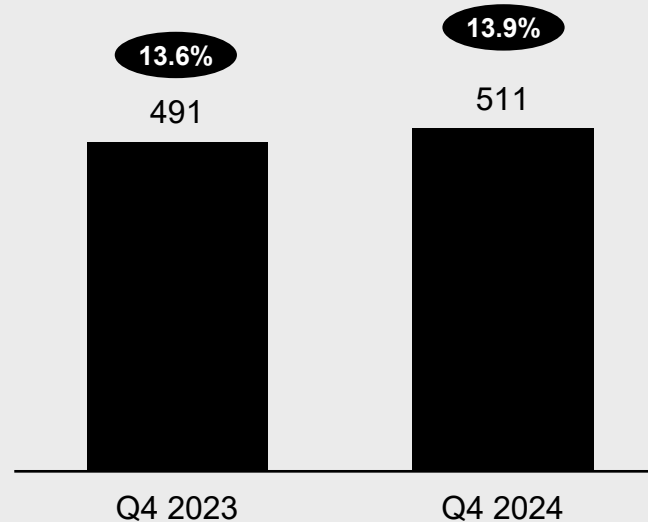
# Tires Showed Solid Development in Q4 2024 on the Back of Market Outperformance in RE and Positive Price/Mix

## Tires Sales and Adjusted EBIT<sup>1</sup> – Q4 2024

### Sales (€ mn)



### Adjusted EBIT<sup>1</sup> (€ mn)



### Sales

- › Impact from FX: -0.7%
- › Volumes: +0.9%, PLT replacement volumes improved, mainly in EMEA; truck tire replacement markets stabilized
- › Price/mix +1.7%; positive effects from channel & product mix

### Adjusted EBIT<sup>1</sup>

- › PLT replacement volumes contributing positively
- › Positive mix driven by continued UHP growth
- › Healthy replacement volumes in winter and all-season tires in EMEA and stronger sales in APAC
- › Slightly negative effect from labor as well as raw material costs

□ Organic growth<sup>2</sup> | ○ Adj. EBIT<sup>1</sup> margin

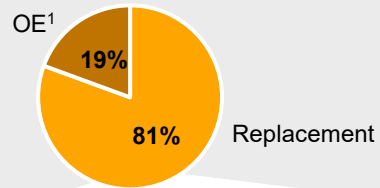
<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects. <sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects. RE: Replacement.

# Strong Replacement Business Across All Regions With Stringent UHP Share Growth

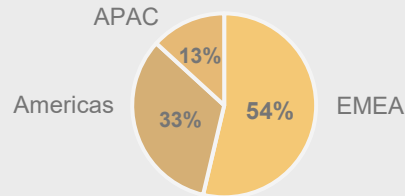
## Tires Highlights

### Revenue 2024 Breakdown:

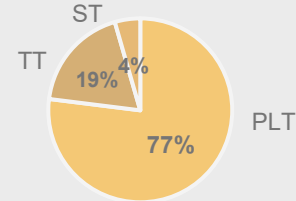
#### Channel Mix



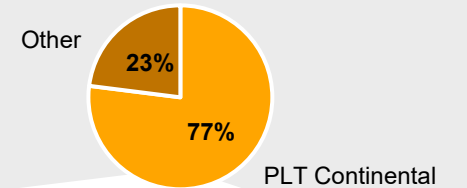
#### Regional Mix



#### Product Segment Mix

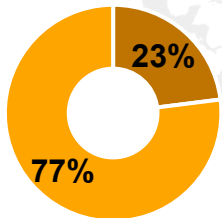


#### PLT Continental Brand

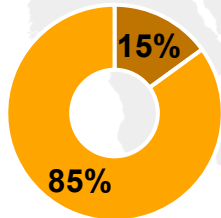


### Regional Channel Mix OE¹ vs. Replacement

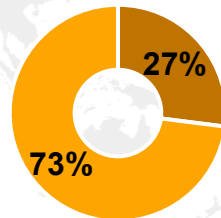
#### Americas



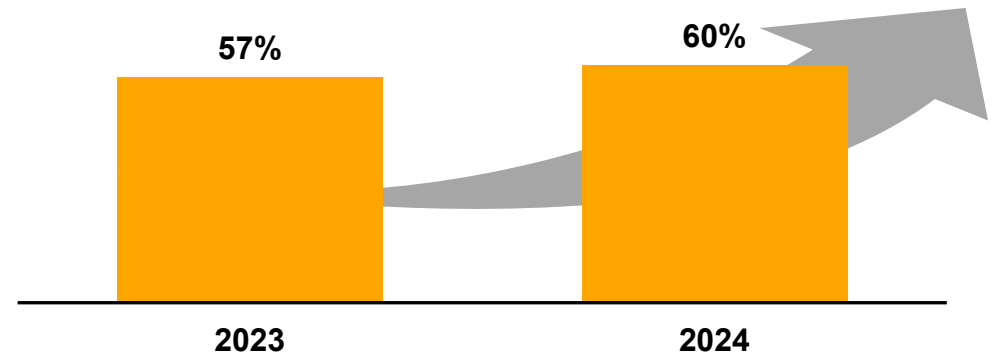
#### EMEA



#### APAC



### UHP Share for Continental branded tires (PLT)

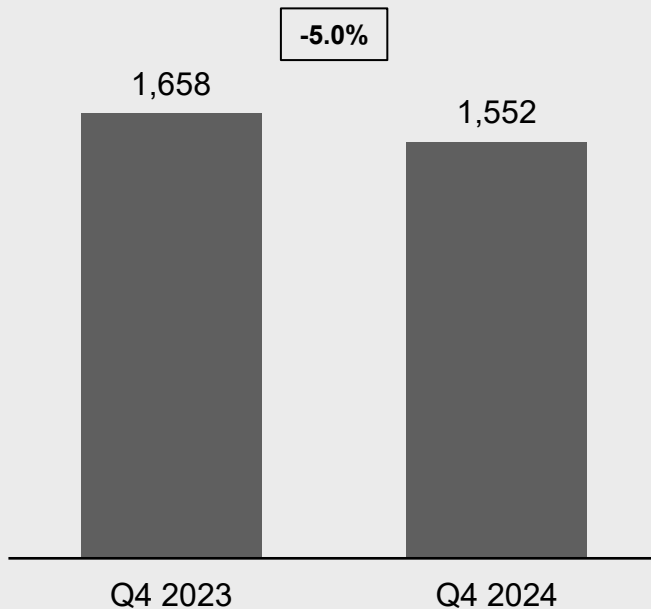


¹ Represents sales share of Original Equipment business area. PLT: Passenger car and light truck tires. TT: Truck tires. ST: Specialty tires. UHP: Ultra-high performance are tires ≥ 18".

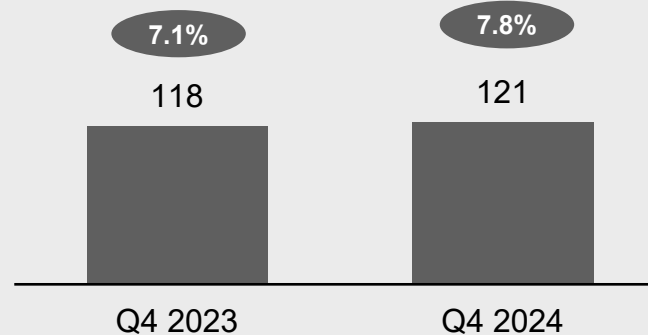
# Self-Help in ContiTech Overcompensated Market-Driven Drop in Sales

## ContiTech Sales and Adjusted EBIT<sup>1</sup> – Q4 2024

Sales (€ mn)



Adjusted EBIT<sup>1</sup> (€ mn)



□ Organic growth<sup>2</sup> | ○ Adj. EBIT<sup>1</sup> margin

### Sales

- › Impact from FX: -1.5%
- › Automotive OE and the industrial markets remained weak
- › Persistent weakness particularly in off-highway and commercial vehicle markets
- › Strong aftermarket business and slight recovery in construction & home

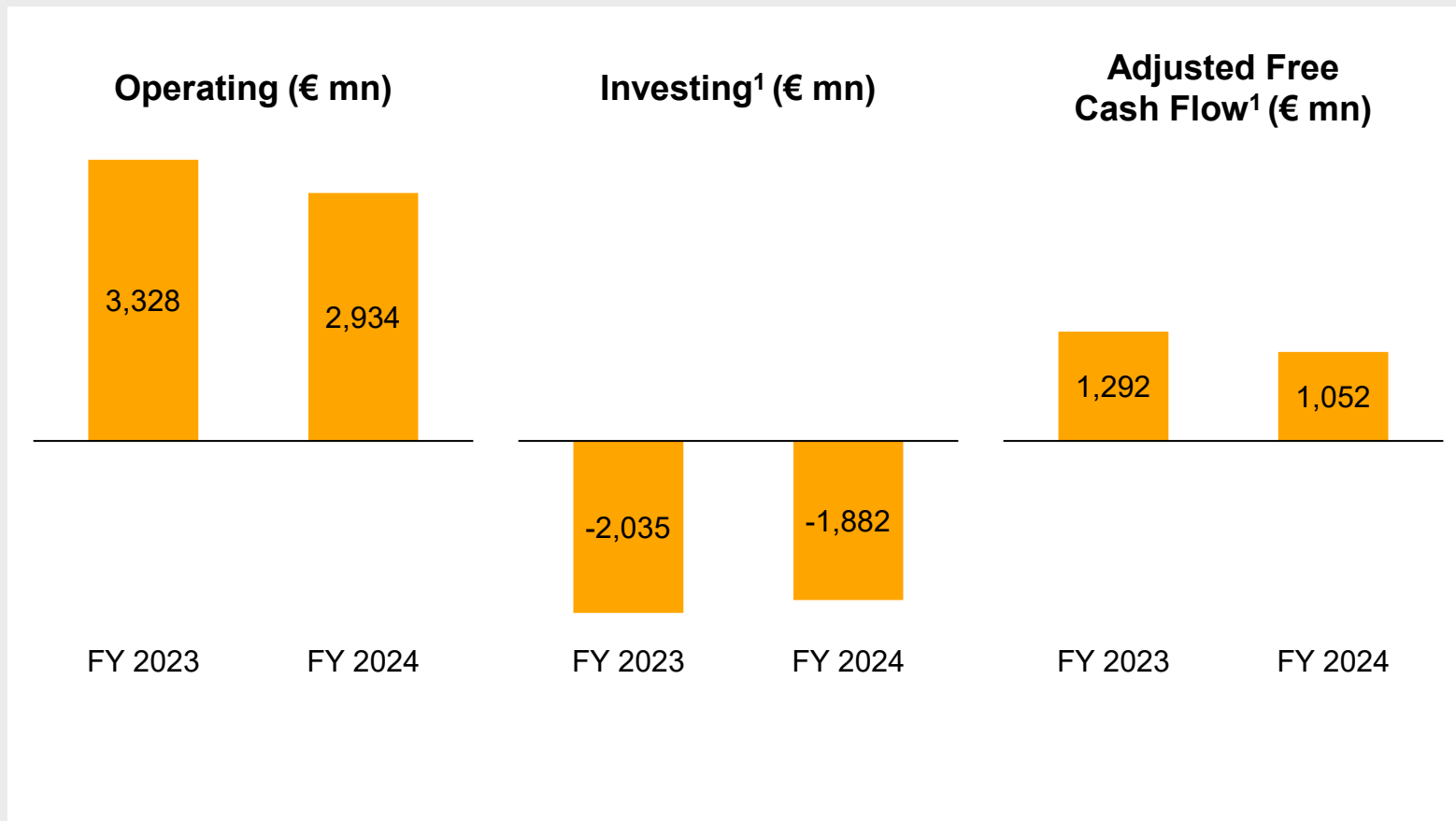
### Adjusted EBIT<sup>1</sup>

- › Negative volumes causing overall margin pressure
- › Positive contribution from self-help measures and price/mix offsetting labor cost inflation and volume loss
- › OESL positive due to implemented measures

<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects. <sup>2</sup> Before changes in the scope of consolidation and exchange-rate effects.

# Improved EBIT and Positive Effects from Inventories Resulted in €1,052 mn Adj. Free Cash Flow

## Cash Flow – FY 2024



### Operating Cash Flow

- › Improved EBIT
- › Substantial improvement at Automotive and a healthy winter tire season in Europe
- › Further positive effects from smart inventory management
- › Burdened by one-offs, esp. reacquisition of shares in ContiTech AG, restructuring and carve-out costs










### Investing Cash Flow<sup>1</sup>

- › Cost discipline resulted in lower capex, considering declining end markets

<sup>1</sup> Before acquisitions and divestments.

# Challenging Market Environment Expected to Continue Throughout FY 2025

## Market Outlook – FY 2025

	Vehicle Production		Replacement Tires <sup>1</sup>		Industrial Production	
	2024	2025E	2024	2025E	2024	2025E
<b>Passenger Cars &amp; Light Trucks</b> 						
Europe	-5%	-5% to -3%	+7%	0% to +2%	Eurozone 	-2.9% -1% to +1%
North America 	-1%	-3% to -1%	+2%	0% to +2%	USA 	-0.3% 0% to +2%
China 	+4%	+1% to +3%	+1%	+1% to +3%	China 	+5.4% +4% to +6%
<b>Worldwide</b> 	<b>-1%</b>	<b>-1% to +1%</b>	<b>+3%</b>	<b>0% to +2%</b>		
<b>Commercial Vehicles</b> 						
Europe	-22%	+2% to +4%	+0%	0% to +2%	<i>No potential significant changes to global tariffs included in our FY 2025 market outlook</i>	
North America 	-4%	-2% to 0%	+7%	-2% to +1%		

<sup>1</sup> Europe excluding Russia  
 Calculated against the corresponding period of prior year. E = Estimates. Sources: S&P Global, Bloomberg, LMC International Ltd., preliminary data and own estimates.

# Profitability Expected to Improve in a Challenging Market Environment

## Guidance – FY 2025

	2025E	
<b>Continental Group</b> consolidated sales	Around €38.0 bn – €41.0 bn	
Adj. EBIT <sup>1</sup> margin	Around 6.5% – 7.5%	
<b>Automotive</b> sales	Around €18.0 bn – €20.0 bn	
Adj. EBIT <sup>1</sup> margin	Around 2.5% – 4.0%	
<b>Tires</b> sales	Around €13.5 bn – €14.5 bn	
Adj. EBIT <sup>1</sup> margin	Around 13.3% – 14.3%	
<b>ContiTech</b> sales	Around €6.3 bn – €6.8 bn	
Adj. EBIT <sup>1</sup> margin	Around 6.0% – 7.0%	
<b>Contract Manufacturing</b> sales	Around €100 mn – €200 mn	
Adj. EBIT <sup>1</sup> margin	Around 0%	
<b>Adjusted free cash flow<sup>2</sup></b>	Around €0.8 bn – €1.2 bn	
PPA amortization	Around -€100 mn	
Special effects	Around -€700 mn	
Financial result	Around -€350 mn <sup>3</sup>	
Tax rate	Around 27%	
Capex before financial investments in % of sales	Around 6.0%	

*No potential significant changes to global tariffs included in our FY 2025 guidance*

Outlook is based on current FX rates.

<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects. <sup>2</sup> Free cash flow before acquisitions and divestments. <sup>3</sup> Before effects of currency translation, effects from changes in the fair value of derivative instruments, and other valuation effects. The Automotive guidance reflects the outlook for the Automotive segment.



Thank you!

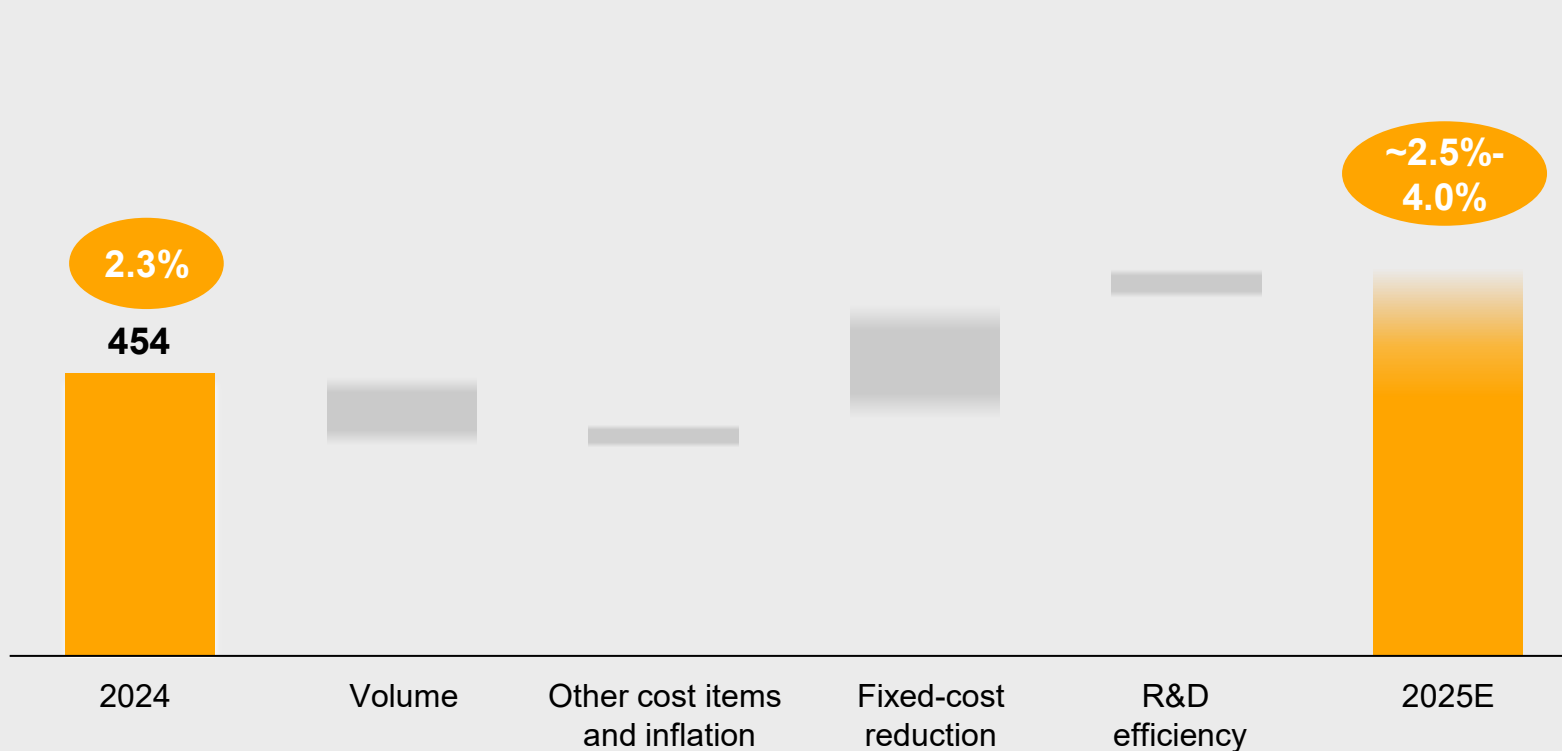
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- › Unless otherwise stated, all amounts are shown in millions of euro. Please note that differences may arise as a result of the use of rounded amounts and percentages.

# Back-Up

# Automotive Self-Help Measures Expected to Overcompensate Anticipated Lower Volumes

## Automotive Adjusted EBIT<sup>1,2</sup> – Outlook FY 2025



### Main Drivers

- › Negative weighted light vehicle production
- › Total fixed-cost savings target of €400 already safeguarded
- › R&D efficiency program delivering further tangible results

1 Not to scale. Illustration purposes only. 2 Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects. E = Expectations.  
The Automotive guidance reflects the outlook for the Automotive segment

# Operational Cash Generation Expected to Improve While One-Offs Burden FY 2025 Adjusted Free Cash Flow

## Adjusted Free Cash Flow<sup>1,2</sup> (€ bn) – Outlook FY 2025



### One-Off Effects

- › One-offs 2024 mainly related to the reacquisition of ContiTech AG shares and restructuring
- › Cash outflows 2024 for extraordinary effects lower than originally expected, mainly due to paused UX carve-out
- › Total expected one-time effects for 2025 of higher magnitude compared to 2024
- › One-off effects 2025 almost equally distributed to restructuring, spin-off costs and tax payments

1 Not to scale. Illustration purposes only. 2 Before acquisitions and divestments. E = Expectations.

# Back-Up

## Automotive Sales<sup>1</sup> Growth vs. Regional Production – FY 2024

### Europe

Δ Y-o-Y in %



■ PC&LT production  
■ Automotive sales<sup>1</sup>

#### Share of sales

FY 2023	47%
FY 2024	49%

### North America

Δ Y-o-Y in %



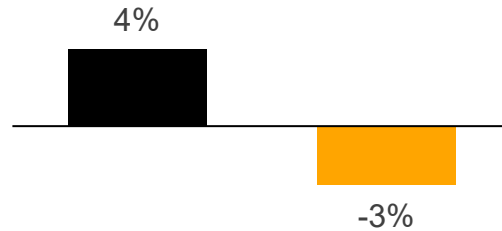
■ PC&LT production  
■ Automotive sales<sup>1</sup>

#### Share of sales

FY 2023	22%
FY 2024	22%

### China

Δ Y-o-Y in %



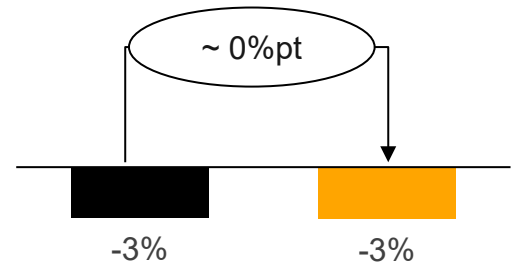
■ PC&LT production  
■ Automotive sales<sup>1</sup>

#### Share of sales

FY 2023	15%
FY 2024	14%

### Worldwide

Δ Y-o-Y in %

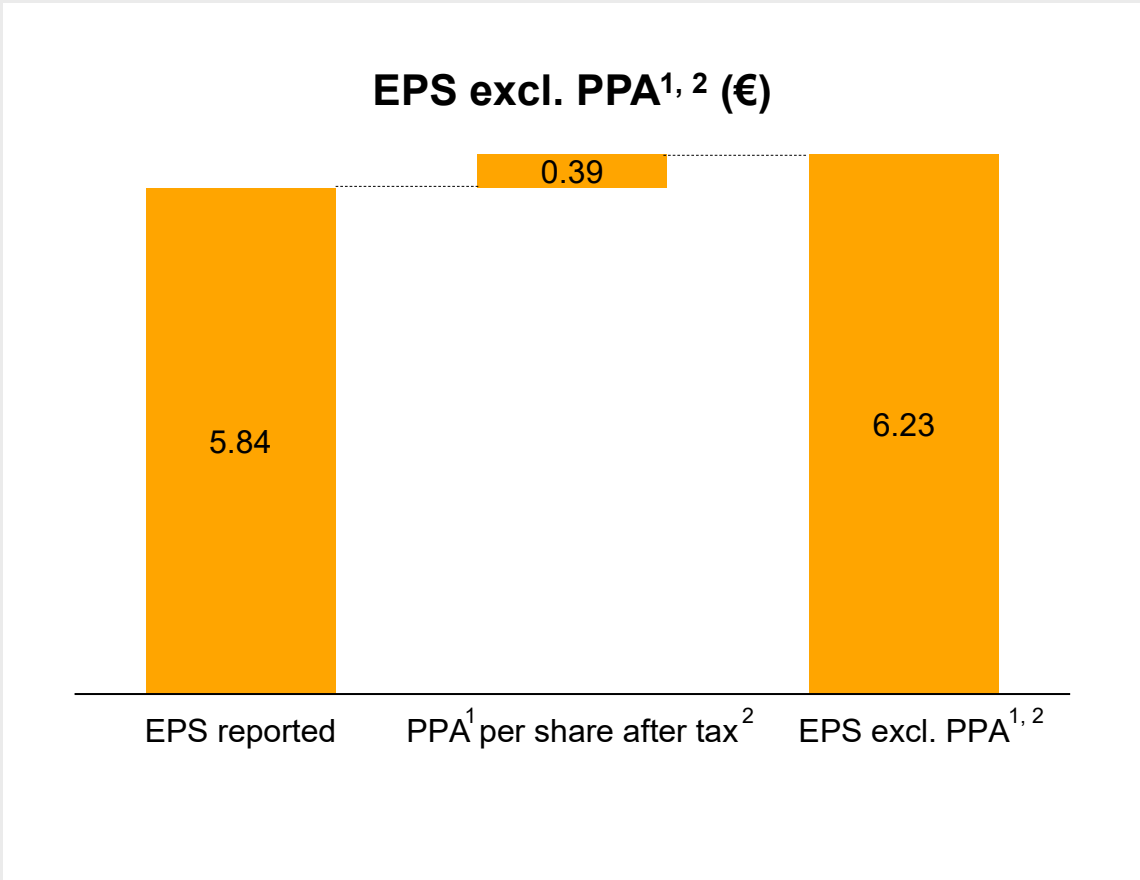
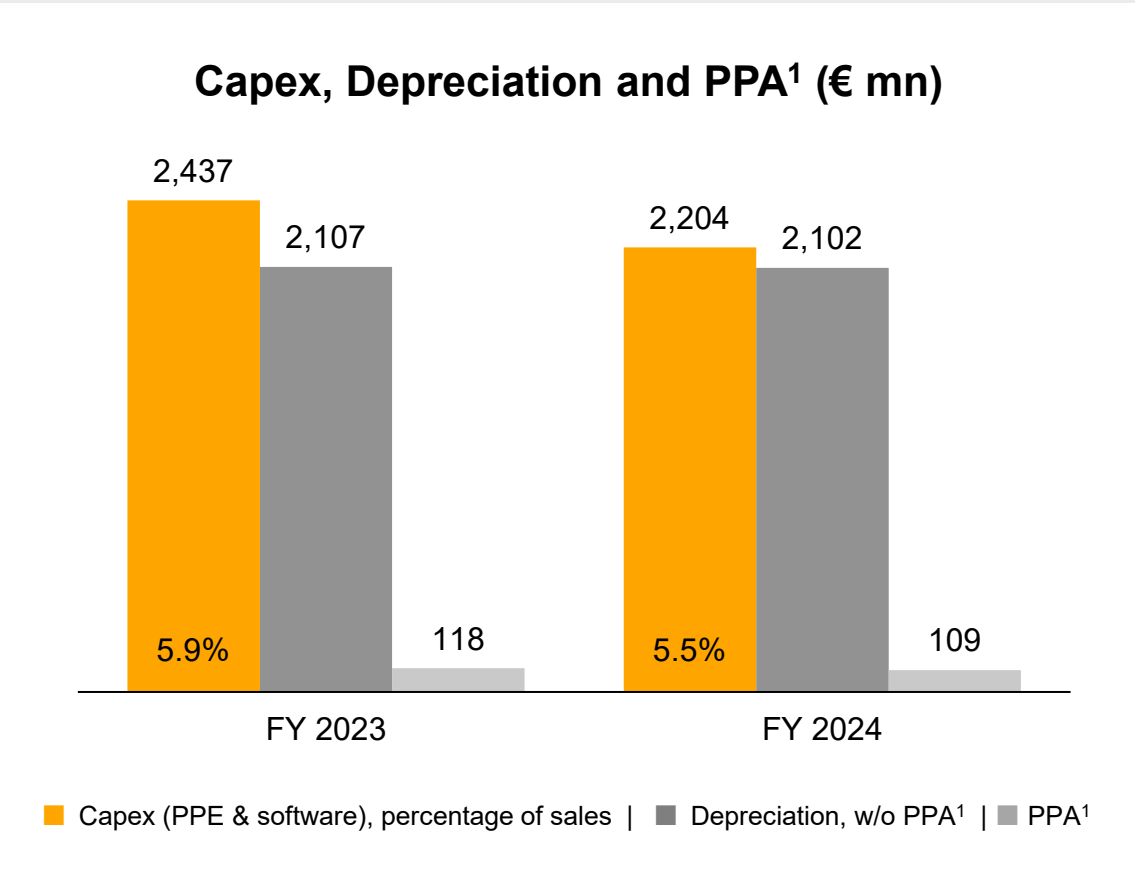


■ PC&LT production weighted by regional sales share  
■ Automotive sales<sup>1</sup>  
○ Outperformance

<sup>1</sup> Shown as change in organic sales Y-o-Y (adjusted for FX and consolidation effects).

# Back-Up

## Capex, Depreciation and Earnings per Share – FY 2024



<sup>1</sup> Amortization of intangibles from PPA. <sup>2</sup> Assuming corporate tax rate of 28%.

# Back-Up

## Bonds

Issuer	Continental AG	Continental AG	Continental AG	Continental AG	Continental AG	Continental AG
<b>Issue</b>	Senior Notes					
<b>Principal amount</b>	€600 mn	€750 mn	€500 mn	€625 mn	€750 mn	€600 mn
<b>Offering price</b>	99.802%	98.791%	99.658%	100.000%	99.445%	99.946%
<b>Rating at issue date</b>	Baa1 (Moody's) BBB+ (Fitch)	Baa2 (Moody's) BBB (Fitch)	Baa2 (Moody's) BBB (Fitch) BBB (S&P)	Baa2 (Moody's) BBB (Fitch) BBB (S&P)	Baa2 (Moody's) BBB (Fitch) BBB (S&P)	Baa2 (Moody's) BBB (Fitch) BBB (S&P)
<b>Current rating (group)</b>	BBB (S&P <sup>1</sup> ), BBB (Fitch <sup>2</sup> ), Baa2 (Moody's <sup>3</sup> )					
<b>Coupon</b>	0.375% p.a.	2.500% p.a.	4.000% p.a.	3.625% p.a.	4.000% p.a.	3.500% p.a.
<b>Issue date</b>	Sept. 27, 2019	May 27, 2020	Aug. 31, 2023	Nov. 30, 2022	June 1, 2023	Oct. 1, 2024
<b>Maturity</b>	<b>June 27, 2025</b>	<b>Aug. 27, 2026</b>	<b>Mar. 1, 2027</b>	<b>Nov. 30, 2027</b>	<b>June 1, 2028</b>	<b>Oct. 1, 2029</b>
<b>Interest payment</b>	Annual June 27	Annual Aug. 27	Annual Mar. 1	Annual Nov. 30	Annual June 1	Annual Oct. 1
<b>WKN</b>	A2YPAE	A28XTR	A35138	A30VQ4	A351PU	A383VK
<b>ISIN</b>	XS2056430874	XS2178586157	XS2672452237	XS2558972415	XS2630117328	XS2910509566

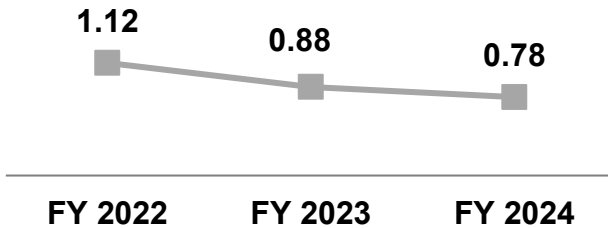
**Denomination** €1,000 with minimum tradable amount €1,000

1 Contracted rating since May 19, 2000. 2 Contracted rating since November 7, 2013. 3 Contracted rating since January 1, 2019.

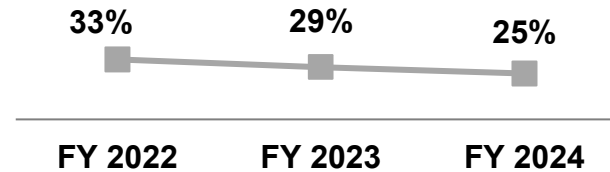
# Back-Up

## Investment Grade Credit Profile

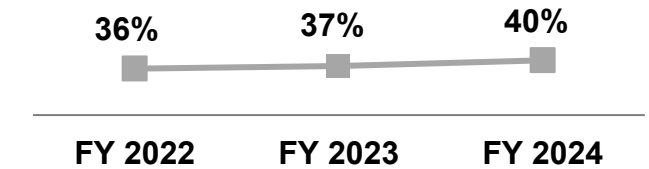
### Leverage Ratio<sup>1</sup>



### Gearing Ratio<sup>2</sup>



### Equity Ratio



### Continental's current credit rating is:

- › Fitch (since August 21, 2024): BBB, outlook positive
- › S&P (since August 12, 2024): BBB, outlook developing
- › Moody's (since August 23, 2022): Baa2, outlook stable

### Continental's targets:

- › Rating: BBB / BBB+
- › Leverage ratio<sup>1</sup>: well below 1.00x
- › Gearing ratio<sup>2</sup>: below 40%
- › Equity ratio: above 30%

<sup>1</sup> Net indebtedness divided by adjusted EBITDA (LTM). <sup>2</sup> Net indebtedness divided by equity.

# Fact Sheets

## 2023 – FY 2024

# Fact Sheets

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

Sales in € millions	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	5,015	5,133	5,029	5,118	20,295	4,813	4,956	4,792	4,855	19,416
Tires	3,463	3,459	3,429	3,607	13,958	3,290	3,399	3,495	3,677	13,861
ContiTech	1,731	1,742	1,711	1,658	6,842	1,647	1,646	1,541	1,552	6,386
Contract Manufacturing	154	136	115	107	512	80	55	48	55	239
Other/ Hold./ Cons.	-57	-44	-43	-42	-187	-43	-53	-42	-45	-183
<b>Group</b>	<b>10,306</b>	<b>10,426</b>	<b>10,240</b>	<b>10,448</b>	<b>41,421</b>	<b>9,788</b>	<b>10,003</b>	<b>9,833</b>	<b>10,094</b>	<b>39,719</b>

adj. EBIT <sup>1</sup> in € millions	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	39	-28	142	248	401	-205	133	203	323	454
Tires	461	471	454	491	1,877	386	498	507	511	1,902
ContiTech	113	113	111	118	455	88	116	69	121	393
Contract Manufacturing	10	6	-8	1	8	1	1	1	4	7
Other/ Hold./ Cons.	-47	-61	-58	-48	-214	-73	-44	93	-38	-62
<b>Group</b>	<b>574</b>	<b>501</b>	<b>642</b>	<b>810</b>	<b>2,526</b>	<b>196</b>	<b>704</b>	<b>873</b>	<b>921</b>	<b>2,694</b>

Changes Y-o-Y in %	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	18.1	19.0	1.8	6.2	10.8	-4.0	-3.4	-4.7	-5.1	-4.3
Tires	5.1	2.3	-5.4	-2.6	-0.3	-5.0	-1.7	1.9	1.9	-0.7
ContiTech	10.2	8.0	-1.0	-1.4	3.7	-4.8	-5.5	-9.9	-6.4	-6.7
Contract Manufacturing	-26.5	-23.9	-22.2	-17.1	-23.0	-48.0	-59.8	-57.8	-48.6	-53.4
<b>Group</b>	<b>11.1</b>	<b>10.4</b>	<b>-1.5</b>	<b>1.5</b>	<b>5.1</b>	<b>-5.0</b>	<b>-4.1</b>	<b>-4.0</b>	<b>-3.4</b>	<b>-4.1</b>

adj. EBIT <sup>1</sup> margin in %	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	0.8	-0.5	2.8	4.8	2.0	-4.3	2.7	4.2	6.6	2.3
Tires	13.4	13.7	13.3	13.6	13.5	11.7	14.7	14.5	13.9	13.7
ContiTech	6.5	6.5	6.5	7.1	6.7	5.4	7.1	4.5	7.8	6.2
Contract Manufacturing	6.2	4.4	-7.4	0.9	1.6	0.9	2.6	2.3	6.9	2.9
<b>Group</b>	<b>5.6</b>	<b>4.8</b>	<b>6.3</b>	<b>7.8</b>	<b>6.1</b>	<b>2.0</b>	<b>7.0</b>	<b>8.9</b>	<b>9.1</b>	<b>6.8</b>

Changes Y-o-Y in %	2024				
	Q1	Q2	Q3	Q4	Year
Automotive	-629.6	576.0	43.0	30.3	13.2
Tires	-16.2	5.9	11.5	4.0	1.3
ContiTech	-22.2	2.7	-38.4	2.4	-13.6
Contract Manufacturing	-92.7	-76.1	113.0	278.9	-12.1
<b>Group</b>	<b>-65.8</b>	<b>40.6</b>	<b>36.0</b>	<b>13.7</b>	<b>6.6</b>

<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

# Fact Sheets

## EBITDA and EBIT by Quarter

EBITDA in € millions	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	269	218	251	243	982	12	281	396	635	1,323
Tires	660	576	637	713	2,586	570	687	697	709	2,663
ContiTech	172	174	170	177	693	147	164	110	141	562
Contract Manufacturing	16	13	-3	3	29	4	4	4	14	26
Other/ Hold./ Cons.	-47	-61	-55	-47	-211	-72	-41	94	-58	-76
<b>Group</b>	<b>1,070</b>	<b>920</b>	<b>1,000</b>	<b>1,089</b>	<b>4,079</b>	<b>661</b>	<b>1,095</b>	<b>1,302</b>	<b>1,440</b>	<b>4,498</b>

EBIT in € millions	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	16	-39	-3	-31	-57	-255	9	122	353	229
Tires	458	373	440	471	1,743	374	489	500	507	1,870
ContiTech	96	98	90	96	380	73	89	37	62	261
Contract Manufacturing	9	6	-9	-1	5	1	1	2	11	15
Other/ Hold./ Cons.	-48	-61	-58	-50	-217	-74	-44	91	-61	-88
<b>Group</b>	<b>531</b>	<b>377</b>	<b>461</b>	<b>485</b>	<b>1,854</b>	<b>118</b>	<b>544</b>	<b>751</b>	<b>873</b>	<b>2,287</b>

EBITDA margin in %	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	5.4	4.2	5.0	4.8	4.8	0.3	5.7	8.3	13.1	6.8
Tires	19.1	16.7	18.6	19.8	18.5	17.3	20.2	20.0	19.3	19.2
ContiTech	9.9	10.0	10.0	10.7	10.1	8.9	10.0	7.1	9.1	8.8
Contract Manufacturing	10.6	9.2	-2.8	2.9	5.6	5.3	7.4	9.2	24.6	11.0
<b>Group</b>	<b>10.4</b>	<b>8.8</b>	<b>9.8</b>	<b>10.4</b>	<b>9.8</b>	<b>6.8</b>	<b>10.9</b>	<b>13.2</b>	<b>14.3</b>	<b>11.3</b>

EBIT margin in %	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	0.3	-0.8	-0.1	-0.6	-0.3	-5.3	0.2	2.5	7.3	1.2
Tires	13.2	10.8	12.8	13.1	12.5	11.4	14.4	14.3	13.8	13.5
ContiTech	5.6	5.6	5.3	5.8	5.6	4.4	5.4	2.4	4.0	4.1
Contract Manufacturing	6.1	4.3	-7.7	-1.4	1.0	0.8	2.5	4.1	20.2	6.3
<b>Group</b>	<b>5.2</b>	<b>3.6</b>	<b>4.5</b>	<b>4.6</b>	<b>4.5</b>	<b>1.2</b>	<b>5.4</b>	<b>7.6</b>	<b>8.6</b>	<b>5.8</b>

Changes Y-o-Y in %	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	348.2	70.5	-24.2	-45.1	2.0	-95.5	28.7	57.5	160.8	34.7
Tires	-13.8	-14.2	1.3	23.1	-2.2	-13.7	19.2	9.5	-0.6	3.0
ContiTech	19.2	128.0	-0.1	85.3	42.5	-14.7	-5.6	-35.5	-20.3	-19.0
Contract Manufacturing	-22.8	0.2	-199.1	-59.9	-35.4	-74.0	-67.7	241.4	335.0	-8.9
<b>Group</b>	<b>14.8</b>	<b>8.4</b>	<b>-7.3</b>	<b>-1.6</b>	<b>2.8</b>	<b>-38.2</b>	<b>19.0</b>	<b>30.2</b>	<b>32.3</b>	<b>10.3</b>

Changes Y-o-Y in %	2023					2024				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Automotive	107.6	92.3	99.4	-118.2	94.1	-1,733.6	123.4	4,864.0	1,238.1	498.5
Tires	-18.0	-4.2	7.1	29.1	1.1	-18.2	30.9	13.7	7.6	7.3
ContiTech	39.1	1,413.1	0.9	519.5	128.3	-24.6	-8.8	-59.3	-35.0	-31.4
Contract Manufacturing	-19.4	65.1	-65.4	-179.0	-46.0	-93.1	-76.6	122.4	863.7	195.8
<b>Group</b>	<b>41.5</b>	<b>328.8</b>	<b>3,676.1</b>	<b>-8.8</b>	<b>145.6</b>	<b>-77.7</b>	<b>44.5</b>	<b>63.1</b>	<b>79.9</b>	<b>23.4</b>

# Fact Sheets

## Reported and Adjusted FY 2024 Results

€ millions	Automotive		Tires		ContiTech		Contract Manufacturing		Other/ Hold./ Cons.		Group	
	FY 2023	FY 2024	FY 2023	FY 2024	FY 2023	FY 2024	FY 2023	FY 2024	FY 2023	FY 2024	FY 2023	FY 2024
<b>Sales</b>	<b>20,295</b>	<b>19,416</b>	<b>13,958</b>	<b>13,861</b>	<b>6,842</b>	<b>6,386</b>	<b>512</b>	<b>239</b>	<b>-187</b>	<b>-183</b>	<b>41,421</b>	<b>39,719</b>
<b>EBIT</b>	<b>-57</b>	<b>229</b>	<b>1,743</b>	<b>1,870</b>	<b>380</b>	<b>261</b>	<b>5</b>	<b>15</b>	<b>-217</b>	<b>-88</b>	<b>1,854</b>	<b>2,287</b>
in % of sales	-0.3%	1.2%	12.5%	13.5%	5.6%	4.1%	1.0%	6.3%			4.5%	5.8%
Amortization of intangible assets from PPA	58	55	6	6	53	48					118	109
Total special effects	387	170	138	27	21	85	3	-8	2	27	551	300
Total consolidation effects	13		-10	-1	1	-1			0		3	-1
<b>Total consolidation and special effects</b>	<b>400</b>	<b>170</b>	<b>128</b>	<b>26</b>	<b>21</b>	<b>84</b>	<b>3</b>	<b>-8</b>	<b>2</b>	<b>27</b>	<b>554</b>	<b>298</b>
<b>Adjusted operating result (adj. EBIT) <sup>1</sup></b>	<b>401</b>	<b>454</b>	<b>1,877</b>	<b>1,902</b>	<b>455</b>	<b>393</b>	<b>8</b>	<b>7</b>	<b>-214</b>	<b>-62</b>	<b>2,526</b>	<b>2,694</b>
in % of adjusted sales	2.0%	2.3%	13.5%	13.7%	6.7%	6.2%	1.6%	2.9%			6.1%	6.8%

<sup>1</sup> Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects.

# Calendar

## Financial Calendar and Upcoming Investor Meetings

### 2025

Full-Year Results	March 4, 2025
Annual Shareholders' Meeting	April 25, 2025
Q1 Quarterly Statement	May 6, 2025
Half-Year Financial Report	August 5, 2025
Nine-Month Quarterly Statement	November 6, 2025

- › **Roadshow FY 2024 JP Morgan (CFO)**
  - › March 5/6, London
- › **Roadshow Jefferies**
  - › March 5, Paris
- › **UniCredit European Credit Conference**
  - › March 27, London
- › **UBS Paris Electric Car Day (CEO Tires)**
  - › April 2, Paris
- › **Roadshow Nordics Stifel (CFO)**
  - › April 2, Virtual
- › **Roadshow Q1 2025 (CFO)**
  - › May 7/8, tbd
- › **UBS Best of Europe**
  - › May 13-15, Virtual
- › **Citi EU Autos Virtual field Trip (CEO)**
  - › May 13/14, Virtual
- › **Roadshow BofA (CEO)**
  - › May 22/23, London
- › **dbAccess European Champions Conference (CFO)**
  - › May 27/28, Frankfurt

# References

## Useful Links to Continental Websites

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Investor Relations

[Investor Relations](#)

Capital Market Day

[Capital Market Day 2023](#)

Latest Presentations

[Presentations](#)

Events

[Events](#)

Investor Presentation (Fact Book)

[Investor Presentation 2024](#)

Sustainability

[Sustainability](#)

Integrated Sustainability Report

[Integrated Sustainability Report 2023](#)

Corporate Governance Principles

[Corporate Governance Principles](#)

Corporate Governance Presentation

[Corporate Governance Presentation 2024](#)

Shares

[Shares](#)

Debt and Rating

[Debt and Rating](#)

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