We posted another record year, slightly exceeded targeted key data for sales and adjusted EBIT and achieved medium-term milestones ahead of schedule.
## Financial Strength Regained

<table>
<thead>
<tr>
<th></th>
<th>Target</th>
<th>Dec. 31, 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net indebtedness</strong></td>
<td>&lt; €6.5 billion by the end of 2012</td>
<td>€5.3 billion</td>
</tr>
<tr>
<td><strong>Gearing Ratio</strong></td>
<td>&lt; 70 percent by the end of 2012, mid-term &lt; 60 percent</td>
<td>58 percent</td>
</tr>
<tr>
<td><strong>Equity Ratio</strong></td>
<td>mid-term 30 to 35 percent</td>
<td>33.5 percent</td>
</tr>
<tr>
<td><strong>Investment Grade</strong></td>
<td>stand-alone by the end of 2012</td>
<td>stand-alone with S&amp;P, Moody’s</td>
</tr>
</tbody>
</table>
We reduced our gearing ratio to a competitive level and thereby significantly increased our financial flexibility.
All in all, we achieved the best results in Continental’s nearly 142-year history.
The Executive Board proposes to the Annual Shareholders’ Meeting a dividend payout of €2.25 per share for fiscal 2012.
Investing in Continental shares paid off handsomely in 2012.
Passenger Car & Light Truck Production

<table>
<thead>
<tr>
<th>Region</th>
<th>2012</th>
<th>2013E</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Europe</td>
<td>18.8</td>
<td>18.4</td>
<td>-2%</td>
</tr>
<tr>
<td>NAFTA</td>
<td>15.2</td>
<td>15.5</td>
<td>2%</td>
</tr>
<tr>
<td>South America</td>
<td>4.3</td>
<td>4.4</td>
<td>1%</td>
</tr>
<tr>
<td>Asia</td>
<td>40.3</td>
<td>42.5</td>
<td>6%</td>
</tr>
</tbody>
</table>

Source: IHS and own estimates
Key Figures

Sales increase of 7.3% to €32.7 billion

EBIT of close to €3.1 billion, margin of 9.4%

Adjusted* EBIT of approximately €3.5 billion, margin of 10.8%

Net income of almost €1.9 billion

* Before amortization of intangible assets from PPA, changes in the scope of consolidation and special effects
Strong, Higher-Than-Expected Cash Flow

in € millions

Cash flow

<table>
<thead>
<tr>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>2,289</td>
<td>3,785</td>
</tr>
</tbody>
</table>

- Cash flow from operating activities
- Cash flow used for investing activities
- Free cash flow

-1,798
-2,132
491
1,653
More Flexibility For Future Financing

in € millions, as of December 31, 2012, Pro forma

Maturity Profile

Sales of receivables
- 2013: 1,589
- 2014: 778
- 2015: 820
- 2016: 1,203

Commercial papers
- 2013: 460
- 2014: 90
- 2015: 70
- 2016: 625

Others
- 2013: 352
- 2015: 750
- 2016: 625

New term loan
- 2016: 1,500

Usage of new revolving credit facility
- 2018: 1,608
- 2019: 720

1) Note that maturities later than 2017 are bond maturities and the maturity of new revolving credit facility, which has a total volume of €3,000 million; all bond and syndicated loan amounts are nominal values, maturities do not add up to gross indebtedness amounting to €8,253 million on December 31, 2012.

2) Nominal amount $950 million (exchange rate on December 31, 2012: €1 = $1.3191).
Our Stable Financing Base Is Paying Off

in € millions

<table>
<thead>
<tr>
<th>Year</th>
<th>Interest Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>760</td>
</tr>
<tr>
<td>2011</td>
<td>662</td>
</tr>
<tr>
<td>2012</td>
<td>564</td>
</tr>
</tbody>
</table>
Liquidity reserves of €5.2 billion:
cash and cash equivalents of €2.4 billion
and unused credit lines of €2.8 billion
>2025

FULLY AUTOMATED
- Monitoring of the system not required
- Driver does not need to be able to take over the driving task

Example: Highway driving up to 130 km/h

2020

HIGHLY AUTOMATED
- Monitoring of the system not required
- Driver needs to be able to take over the driving task with lead time

Example: Stop-and-go (highway)

2016

PARTIALLY AUTOMATED
- Monitoring of the system required
- Driver needs to be able to take over the driving task at any moment

Example: Stop-and-go up to 30 km/h
Innovations Drive Future Growth

Research and Development

<table>
<thead>
<tr>
<th>Year</th>
<th>Automotive Group</th>
<th>Rubber Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>1,450</td>
<td>223</td>
</tr>
<tr>
<td></td>
<td>1,227</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>1,609</td>
<td>241</td>
</tr>
<tr>
<td></td>
<td>1,368</td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>1,766</td>
<td>271</td>
</tr>
<tr>
<td></td>
<td>1,496</td>
<td></td>
</tr>
</tbody>
</table>

Ratio: 5.4 percent
Capital Expenditures Also Ensure Growth

in € millions

<table>
<thead>
<tr>
<th>Year</th>
<th>Capex (€ millions)</th>
<th>Capex ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>1,296</td>
<td>5.0%</td>
</tr>
<tr>
<td>2011</td>
<td>1,711</td>
<td>5.6%</td>
</tr>
<tr>
<td>2012</td>
<td>2,019</td>
<td>6.2%</td>
</tr>
</tbody>
</table>

2013: capital expenditures at previous year's level
Increase in Sales Particularly in Second Half of The Year

Growth of Passenger Car & Light Truck Production in %

Source: HIS estimates released in January 2013 and own estimates

European car production declining at an accelerated pace since Q4/11
Trend should bottom out in first half of 2013
Outlook 2013

Worldwide increase in passenger car & light truck production to ~ 82.5 million units

Demand on relevant replacement tire markets to grow by around 2%

Increase in sales of around 5% to more than €34 billion

Adjusted* EBIT margin of more than 10%

* Before amortization of intangible assets from PPA, changes in the scope of consolidation and special effects
## Outlook 2013

<table>
<thead>
<tr>
<th>Category</th>
<th>Projection</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Raw material prices</strong></td>
<td>no significant additional impact</td>
</tr>
<tr>
<td><strong>Tax rate</strong></td>
<td>less than 30%, <strong>capital expenditure</strong>: at previous year’s level</td>
</tr>
<tr>
<td><strong>Free cash flow</strong></td>
<td>more than €700 million</td>
</tr>
<tr>
<td><strong>Net indebtedness</strong></td>
<td>to decrease further, <strong>gearing ratio</strong> should remain below 60%</td>
</tr>
</tbody>
</table>

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Thank You for Your Attention!
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