



Preliminary Results for FY 2018

Hanover – March 7, 2019

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

Wolfgang Schaefer – CFO

Agenda

1	Corporation Highlights	3
2	Automotive Group	11
3	Rubber Group	16
4	Indebtedness and Cash Flow	22
5	2019 Outlook	26
6	Back-up and 2016 – 2018 Fact Sheets	36

1) Corporation Highlights

Most Important KPIs for FY 2018

- › **Sales up 0.9% to €44.4 bn**; organic sales growth at 3.1%; FX negative at €1,106 mn
- › **Adj. EBIT¹ down 13.3% to €4.1 bn**; adj. EBIT¹ margin at 9.3% (PPA² -€173 mn and special effects €80 mn)
- › **NIAT³ amounted to €2.9 bn, down 2.9%; reported earnings per share at €14.49**
- › **Free cash flow amounted to €1.9 bn** before acquisitions and net effect of US pension funding
- › **Gearing ratio down to 9%; equity ratio up to 45%**
- › Value creation: **trailing ROCE⁴ down to 17.0%**

- › **Other topics:**
 - › Order intake in the Automotive Group again at around €40 bn (lifetime sales)
 - › Dividend increases to €4.75⁵ for FY 2018
 - › €500 mn bond with 0.5% coupon p.a. redeemed in February 2019

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 on April 26, 2019

1) Corporation Highlights

Divisional Highlights for FY 2018

Automotive Group

- › **Automotive Group:** Organic sales increased 3.2%, exceeding worldwide car production by more than 4%-points; adj. EBIT¹ margin decreased 120 bps to 7.0% (PY: 8.2%)
 - › **Chassis & Safety:** 8.2% adj. EBIT¹ margin (PY: 9.2%); organic sales up 0.5%; ADAS unit sales up 31%
 - › **Powertrain:** 2.6% adj. EBIT¹ margin (PY: 6.1%); organic sales up 2.9%; adj. EBIT¹ margin excluding HEV at >7%
 - › **Interior:** 9.3% adj. EBIT¹ margin (PY: 8.8%); organic sales increased 6.3% driven by strong demand for entertainment and connectivity products as well as for displays

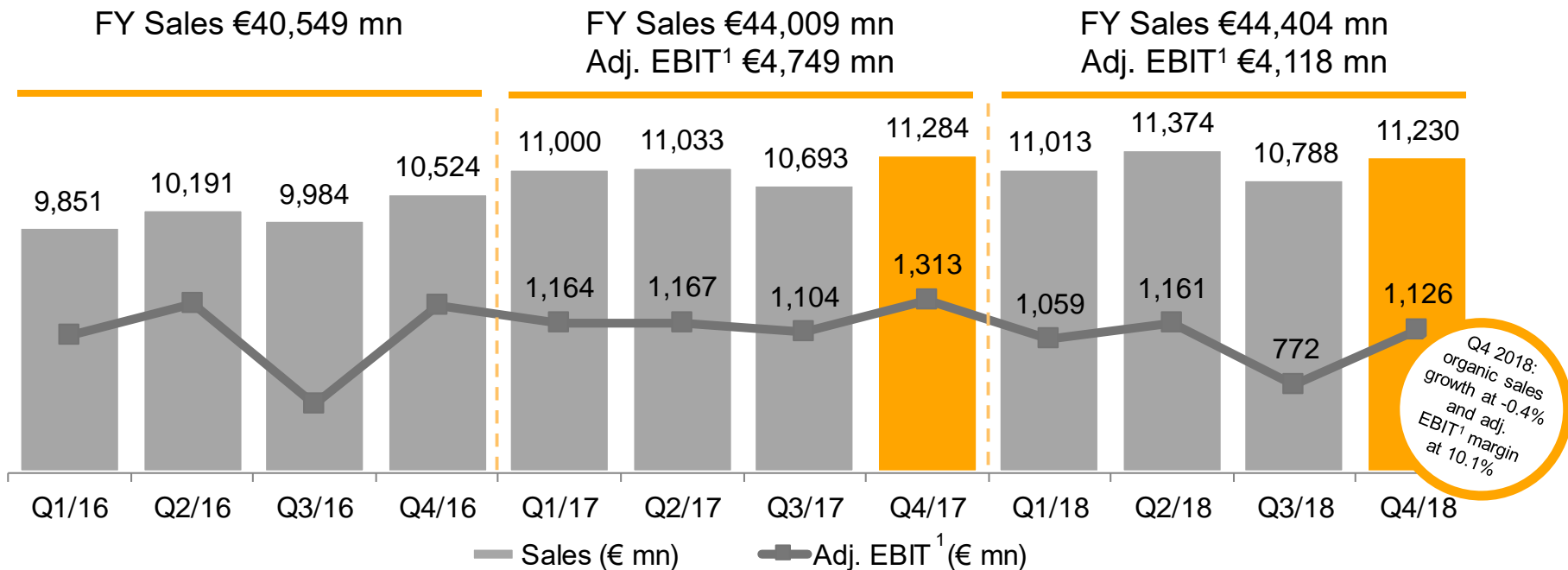
Rubber Group

- › **Rubber Group:** Organic sales up 3.0% and adj. EBIT¹ margin down to 13.6% (PY: 15.4%), negatively impacted by more than €130 mn from rise in raw material costs
 - › **Tires:** Adj. EBIT¹ margin down to 16.8% (PY: 19.0%), mainly impacted by higher raw material costs; solid price mix 3%; volumes were flat; FX impacted tire sales negatively by 3%; organic sales up 3.1%
 - › **Tire markets:** PC & LT tire replacement demand in Europe and North America combined was up 2%
 - › **ContiTech:** Adj. EBIT¹ margin decreased 110 bps to 7.6% (PY: 8.7%), negatively impacted by rising raw material costs; organic sales up 3.2%

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

1) Corporation Highlights

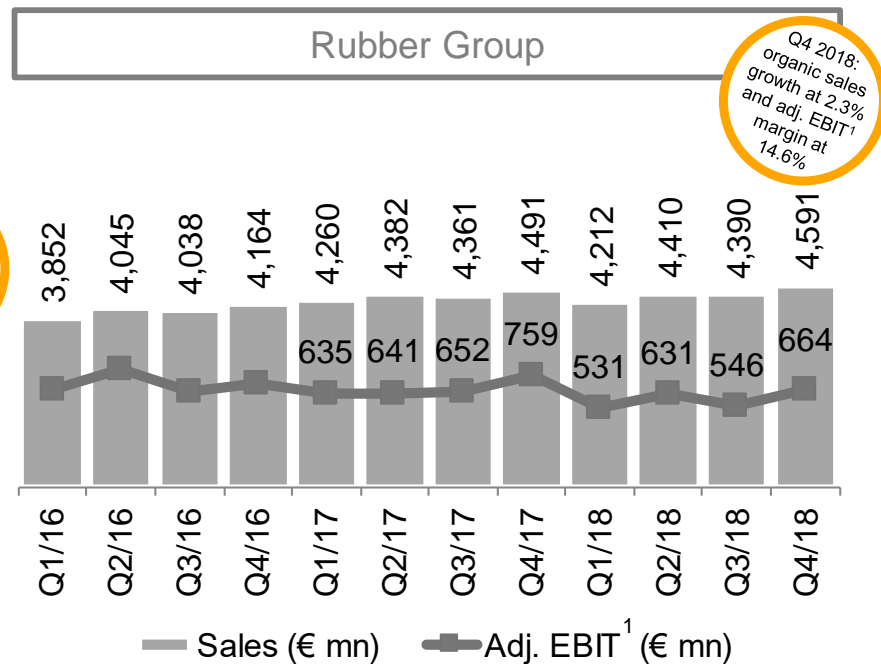
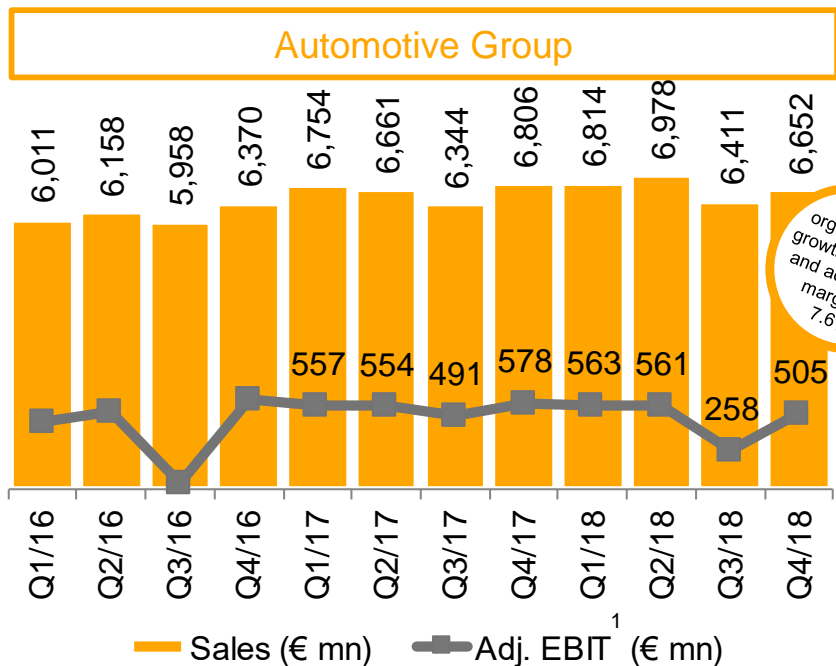
Sales and Adjusted EBIT¹ by Quarter



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

1) Corporation Highlights

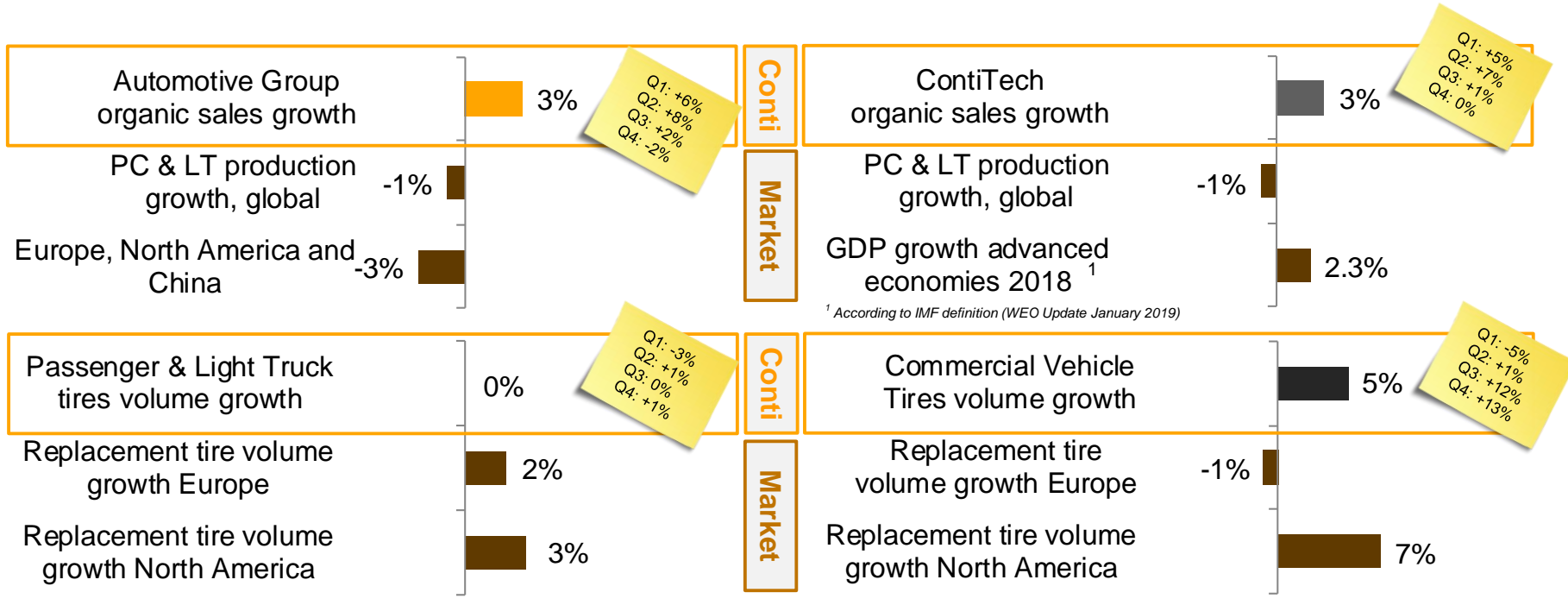
Automotive Group and Rubber Group by Quarter



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

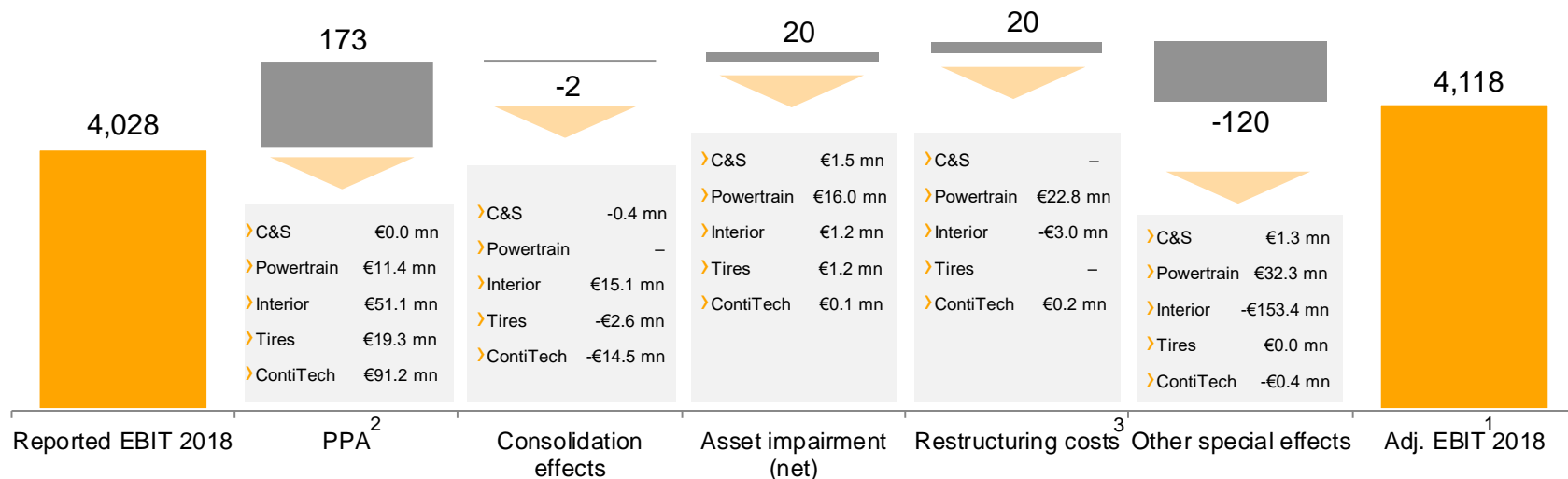
1) Corporation Highlights

Growth Profile of the Corporation FY 2018



1) Corporation Highlights

Adjusted EBIT¹ Bridge (€ mn)



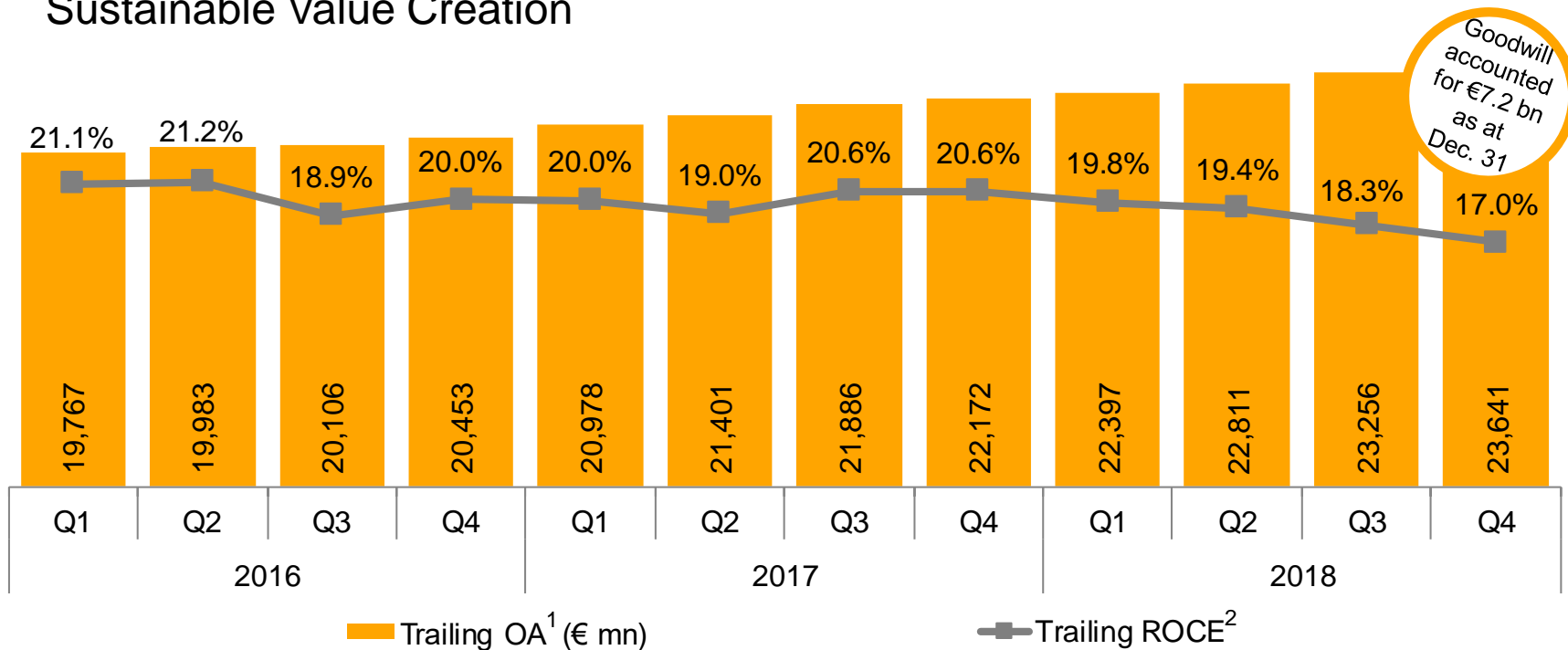
¹ Before amortization of intangibles from PPA, consolidation and special effects

² Amortization of intangibles from PPA

³ Including asset impairment and necessary reversal of impairment losses amounting to €0.7mn

1) Corporation Highlights

Sustainable Value Creation

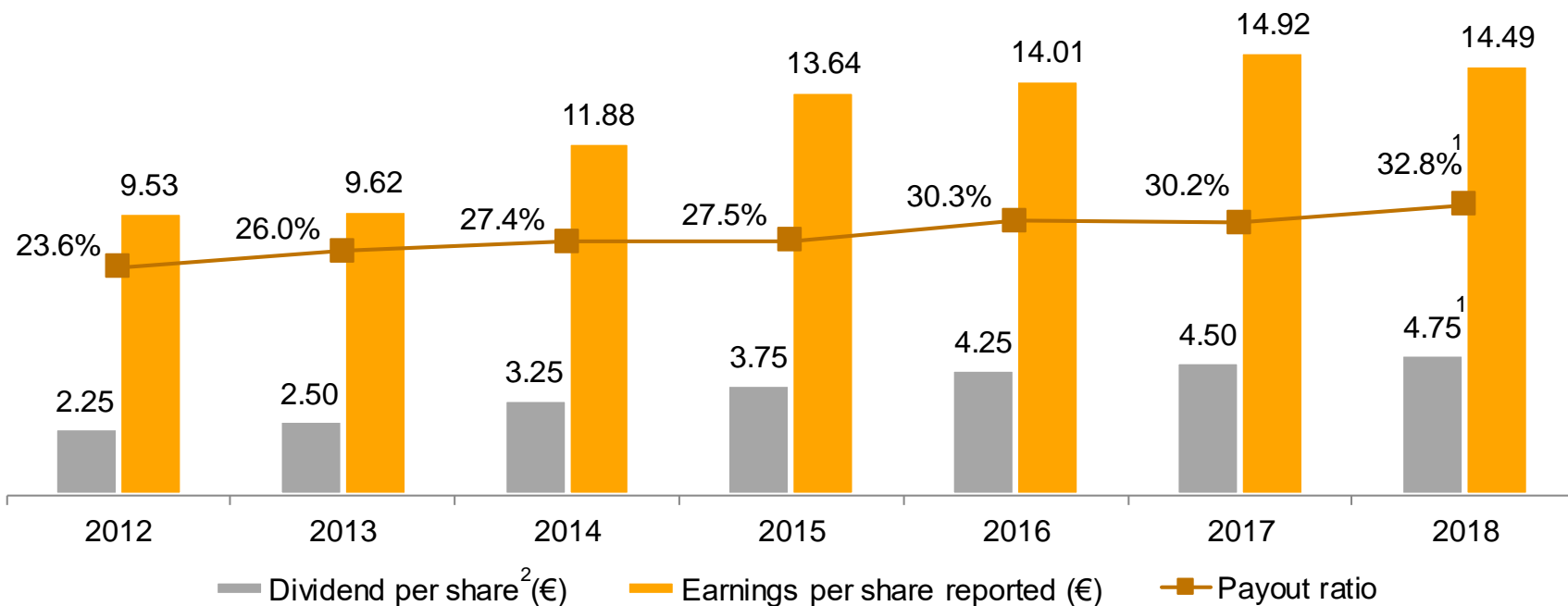


¹ Trailing operating assets are calculated as assets for the last twelve months

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

1) Corporation Highlights

Dividend and Earnings per Share; Payout Ratio



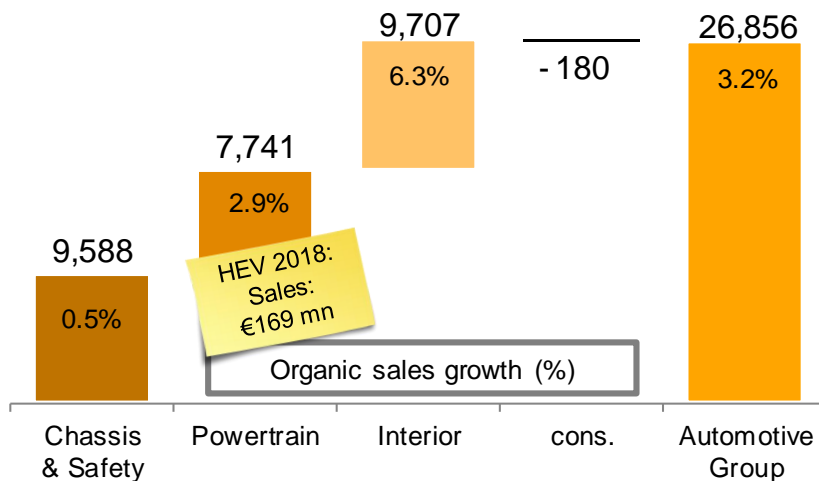
¹ Dividend for FY 2018 subject to approval of the Annual Shareholders' Meeting on April 26, 2019

² Dividend paid for the respective fiscal year, payout in the subsequent year

2) Automotive Group

Sales and Adjusted EBIT¹ by Division

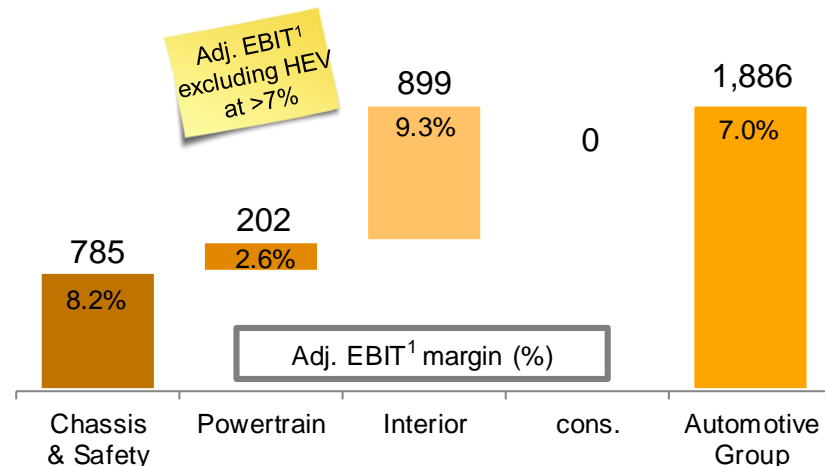
Automotive Group Sales (€ mn) FY 2018



Reported sales change

- › Chassis & Safety: -1.8%
- › Powertrain: 1.0%
- › Interior: 4.3%
- › Automotive Group: 1.1%

Automotive Group Adj. EBIT¹ (€ mn) FY 2018

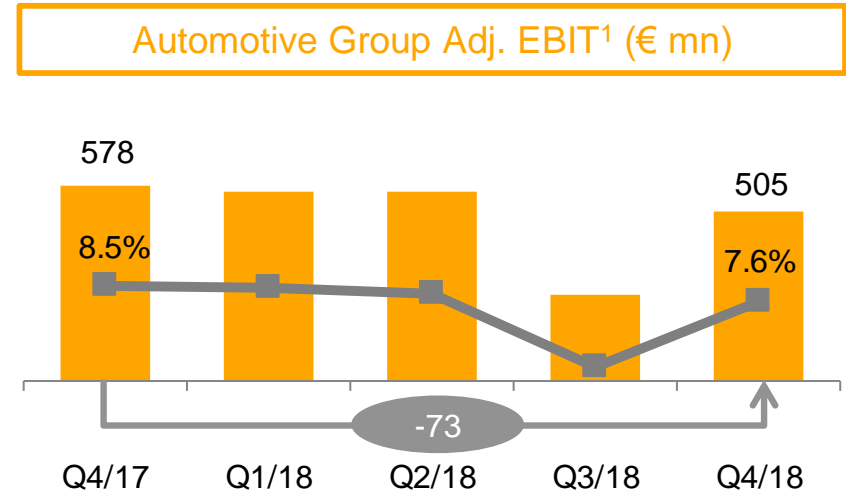
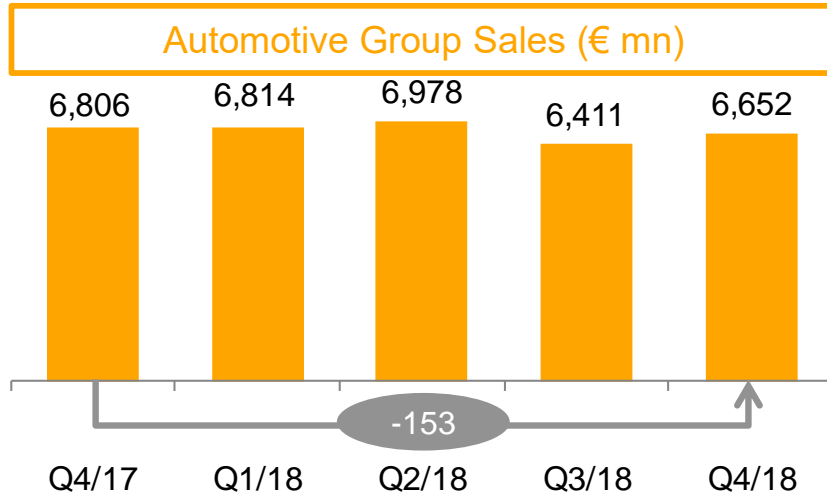


- › Reported EBITDA: €3,177 mn (11.8% of sales)
- › Reported EBIT: €1,890 mn (7.0% of sales)
- › R&D (net): €2,761 mn (10.3% of sales)
- › Capex: €2,019 mn (7.5% of sales)

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

2) Automotive Group

Q4 2018 – Competing in a Difficult PC & LT Production Environment



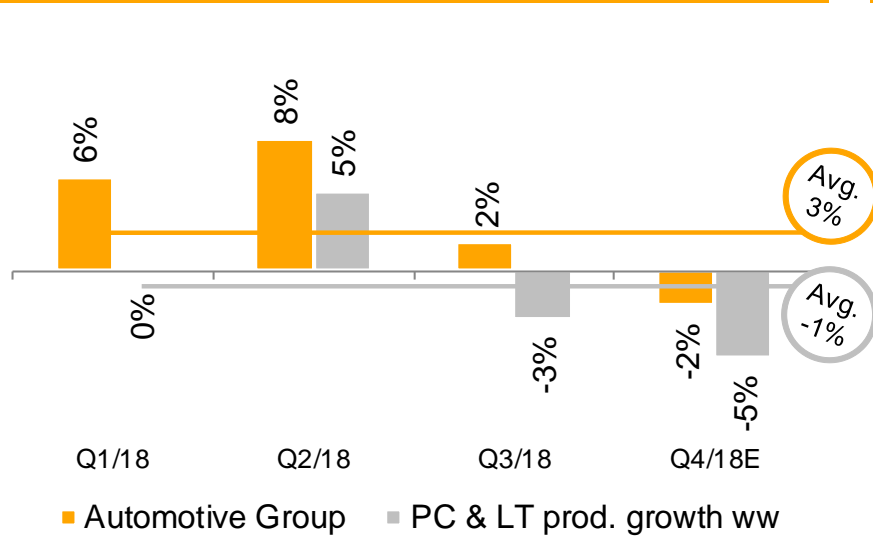
- › Sales decreased €153 mn; organic sales growth in Q4 2018 at -2.2% due to end market weakness (especially China) and a lower demand in certain customer programs
- › Adj. EBIT¹ decreased €73 mn due to lower volumes, under-absorption of fixed costs and €20 mn warranty provisions (mainly PT)
- › Adj. EBIT¹ margin at 7.6% (PY: 8.5%)

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

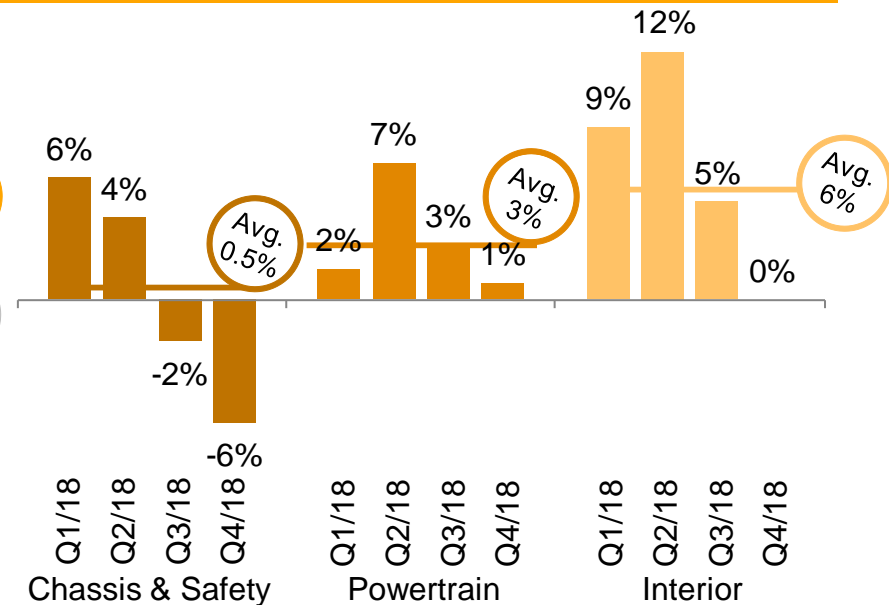
2) Automotive Group

Outperformance of PC & LT¹ Production by More than 4%-Points in 2018

Growth of organic sales vs. PC & LT¹ production



Organic sales growth by division



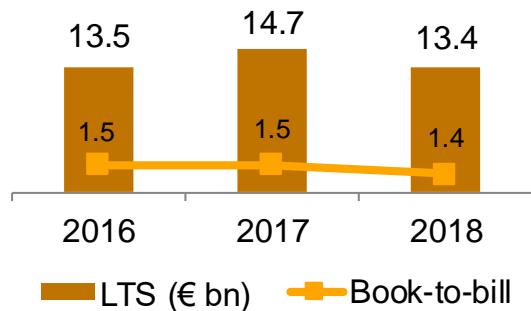
¹ Passenger car and light truck <6t

2) Automotive Group

Order Intake (LTS¹) in the Automotive Group of Around €40 bn in 2018

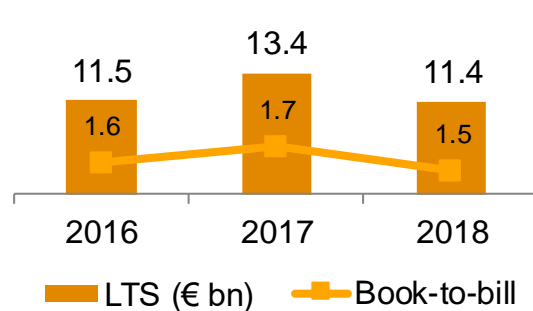
Chassis & Safety

- › Higher book-to-bill in ADAS than C&S average
- › Year over year increase in Passive Safety and Sensorics



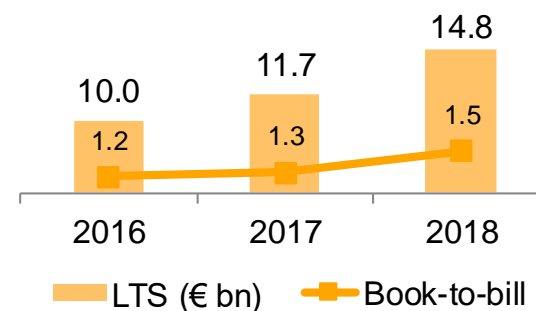
Powertrain

- › HEV order intake at ~€2 bn
- › About 45% of the order intake was acquired outside of Europe and North America



Interior

- › Infotainment and connectivity with the strongest order intake
- › About half of the order intake was acquired in Europe

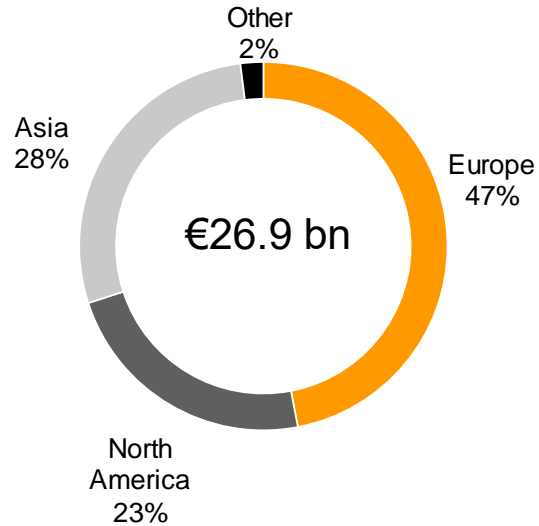


¹ LTS = Life Time Sales

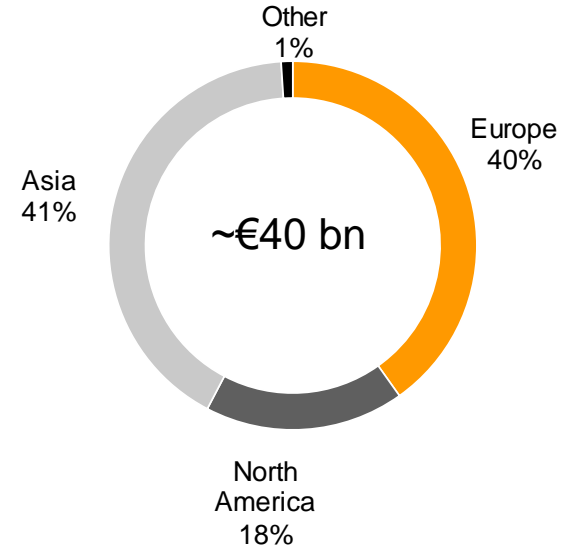
2) Automotive Group

Order Intake Well Balanced

Sales by market 2018



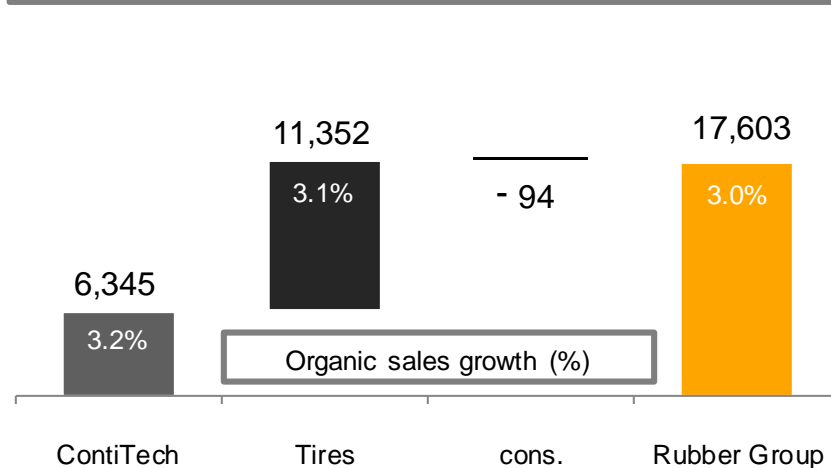
Order intake by market 2018



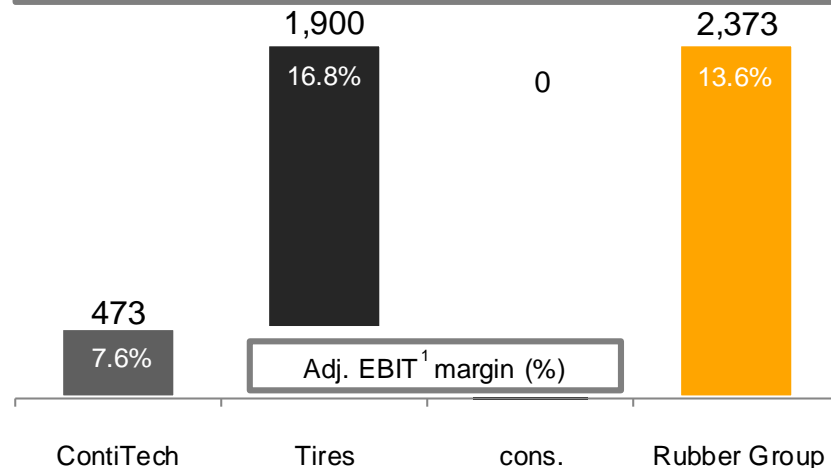
3) Rubber Group

Profitability Impacted by Rise in Raw Material Costs

Rubber Group Sales (€ mn) FY 2018



Rubber Group Adj. EBIT¹ (€ mn) FY 2018



Reported sales change

- > ContiTech: 1.6%
- > Tires: 0.2%
- > Rubber Group: 0.6%

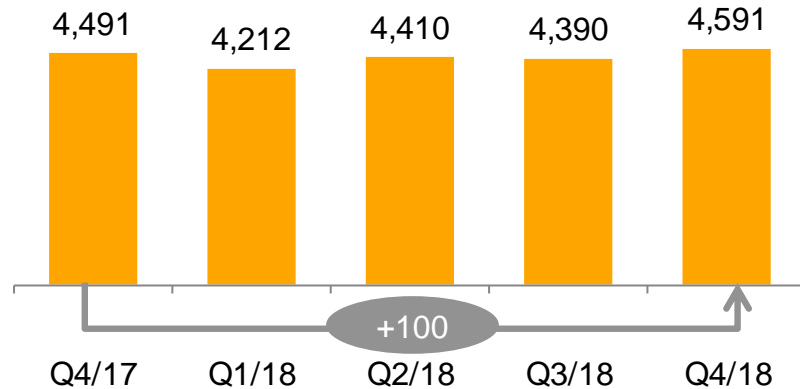
- > Reported EBITDA: €3,197 mn (18.2% of sales)
- > Reported EBIT: €2,278 mn (12.9% of sales)
- > R&D (net): €449 mn (2.5% of sales)
- > Capex: €1,087 mn (6.2% of sales)

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

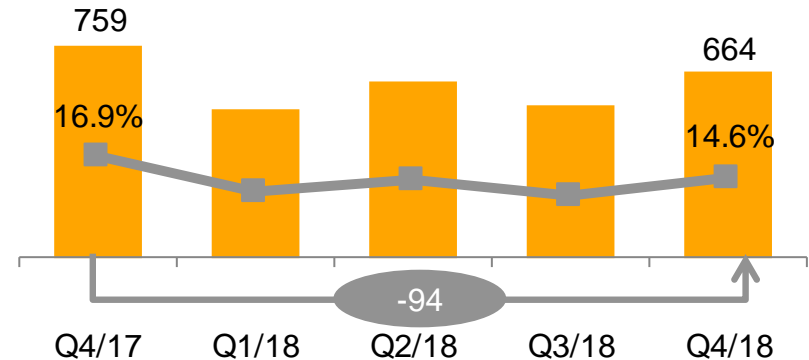
3) Rubber Group

Q4 2018 – Topline Driven by Mix and Volume

Rubber Group Sales (€ mn)



Rubber Group Adj. EBIT¹ (€ mn)

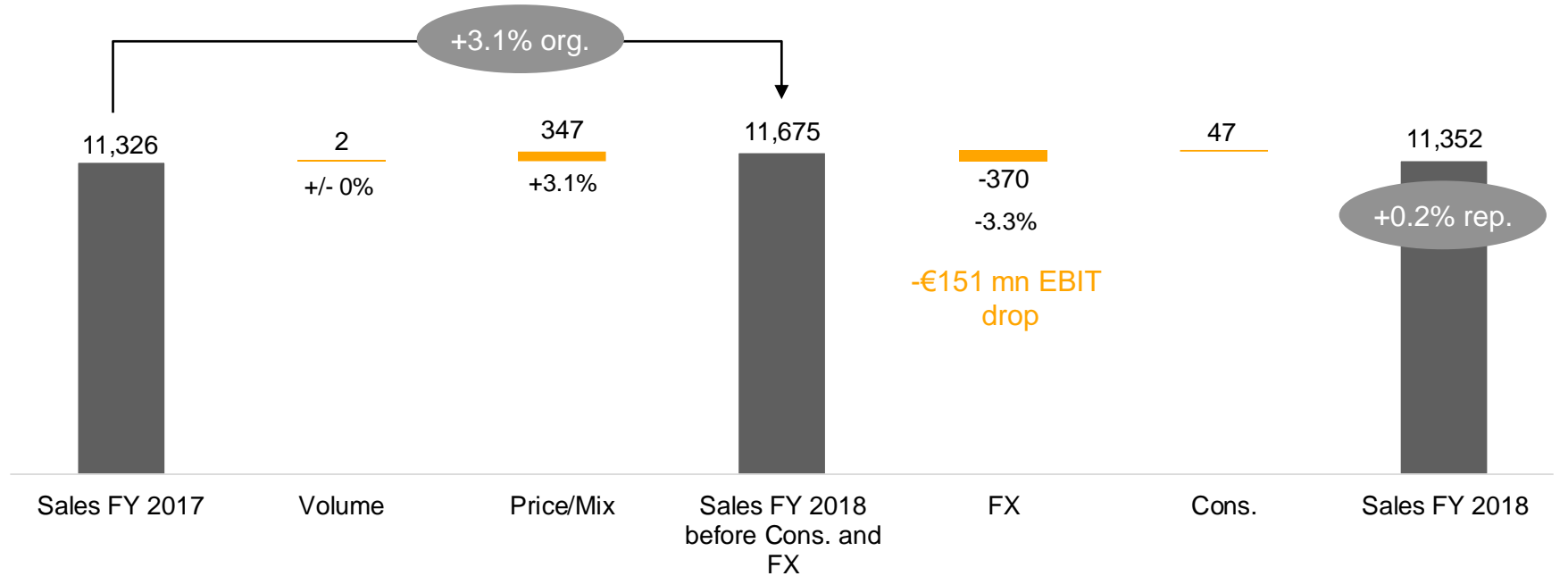


- › Sales increased €100 mn; organic sales growth in Q4 2018 at 2.3%; volumes were up +1%, price/mix up +3%
- › Adj. EBIT¹ decreased €94 mn due to decreasing pricing mainly from indexed business and raw materials
- › Adj. EBIT¹ margin at 14.6% (PY: 16.9%)

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

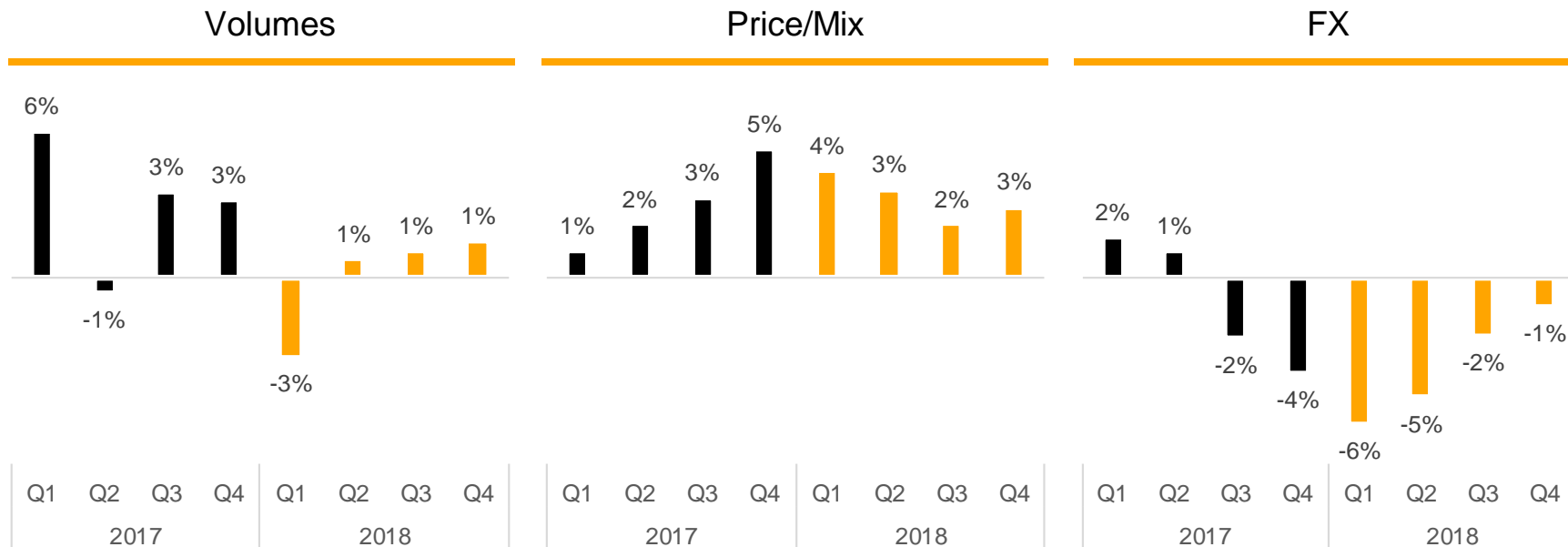
3) Rubber Group

Tires Sales Bridge (€ mn) FY 2018



3) Rubber Group

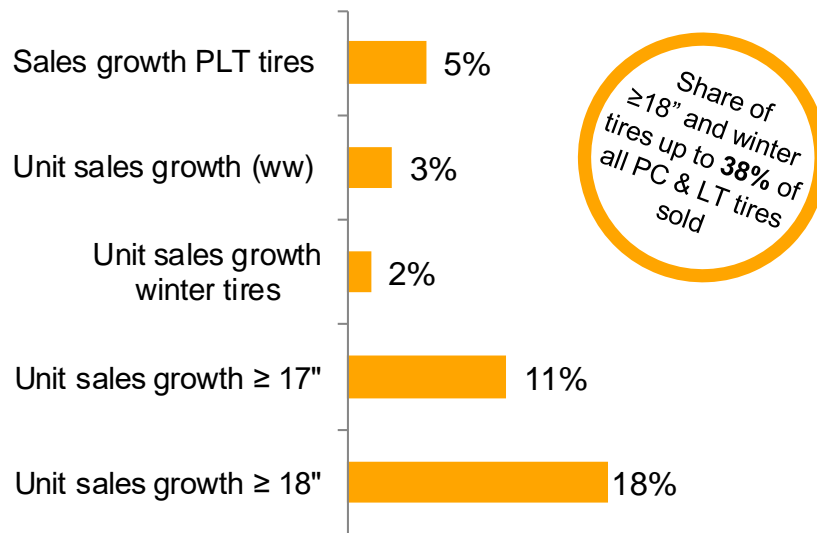
Tires: Strong Price/Mix Over the Course of the Year



3) Rubber Group

Tires: Strong in Mix

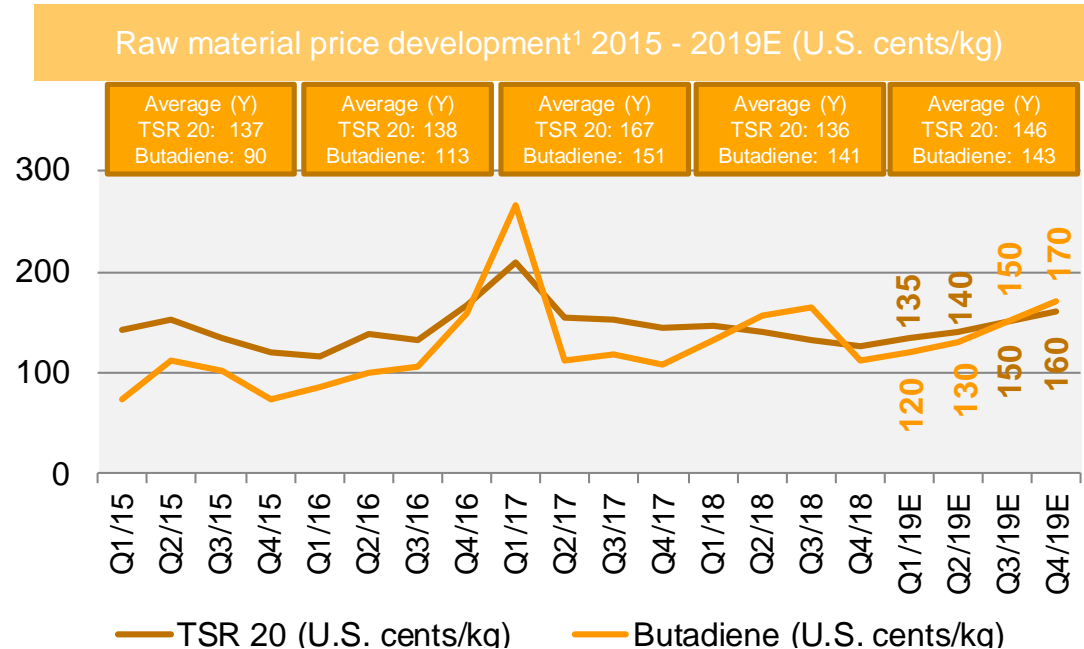
Growth Matrix PC & LT¹
Tires CAGR 2010-2018



3) Rubber Group

Expected Raw Material Price Development in 2019

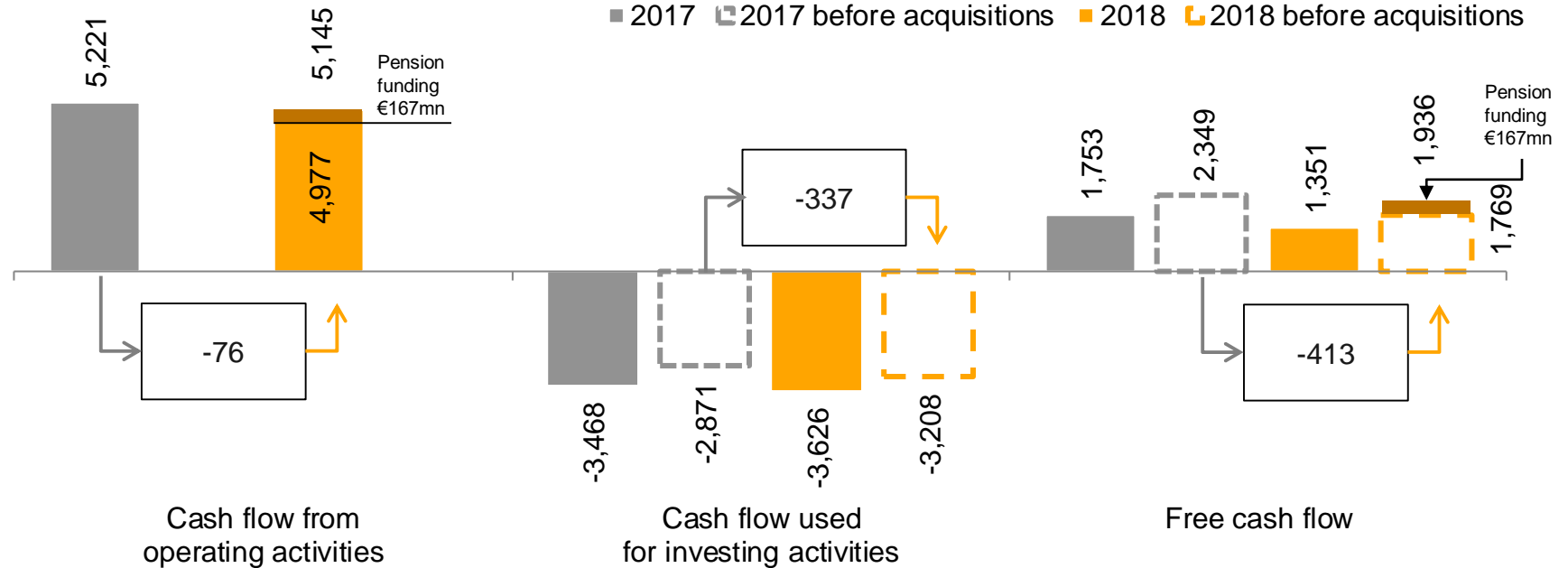
- › Natural rubber moving upwards again recently, expected to rise 7%
- › Synthetic rubber price dropped in Q4 2018, but should recover during the course of the year and therefore deemed as cost neutral
- › Carbon black and chemicals still on elevated levels
- › Based on these assumptions, raw materials (including tariffs for steel) are expected to have a negative impact of about €50 mn in 2019



¹ Source: Bloomberg and Continental estimates for 2019

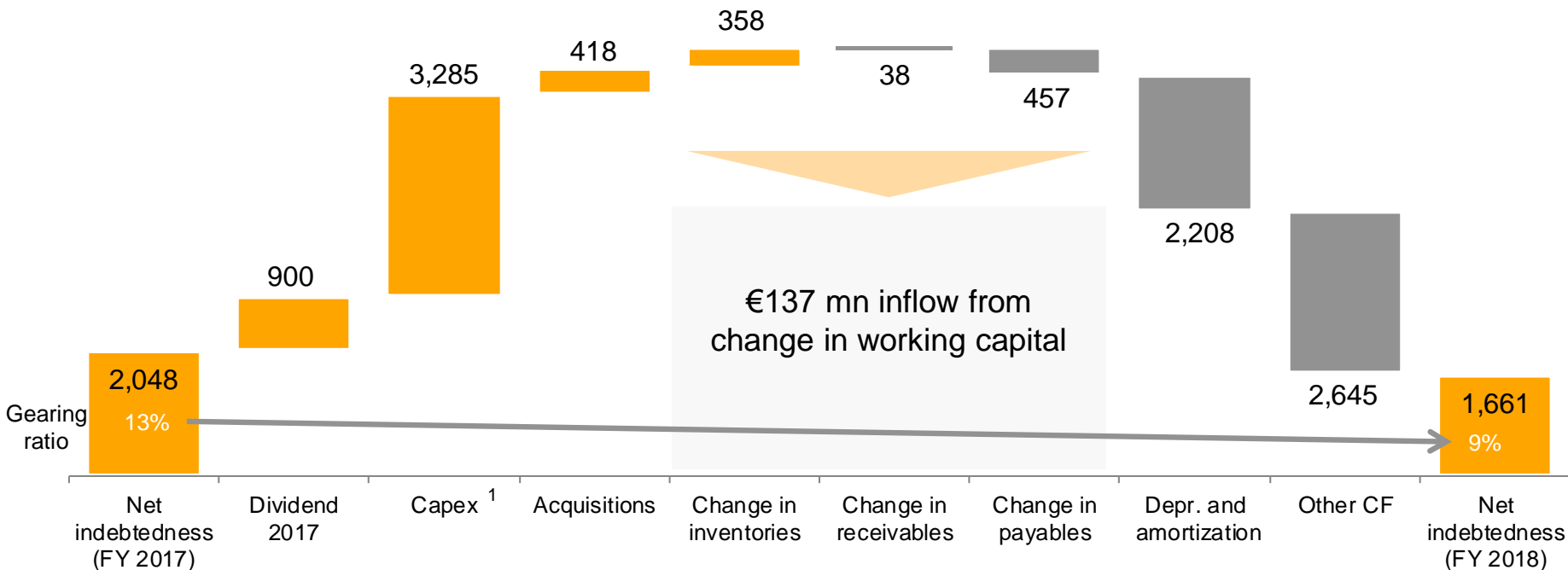
4) Indebtedness and Cash Flow

Free Cash Flow Before Acquisitions (€ mn) Decreased due to Capex



4) Indebtedness and Cash Flow

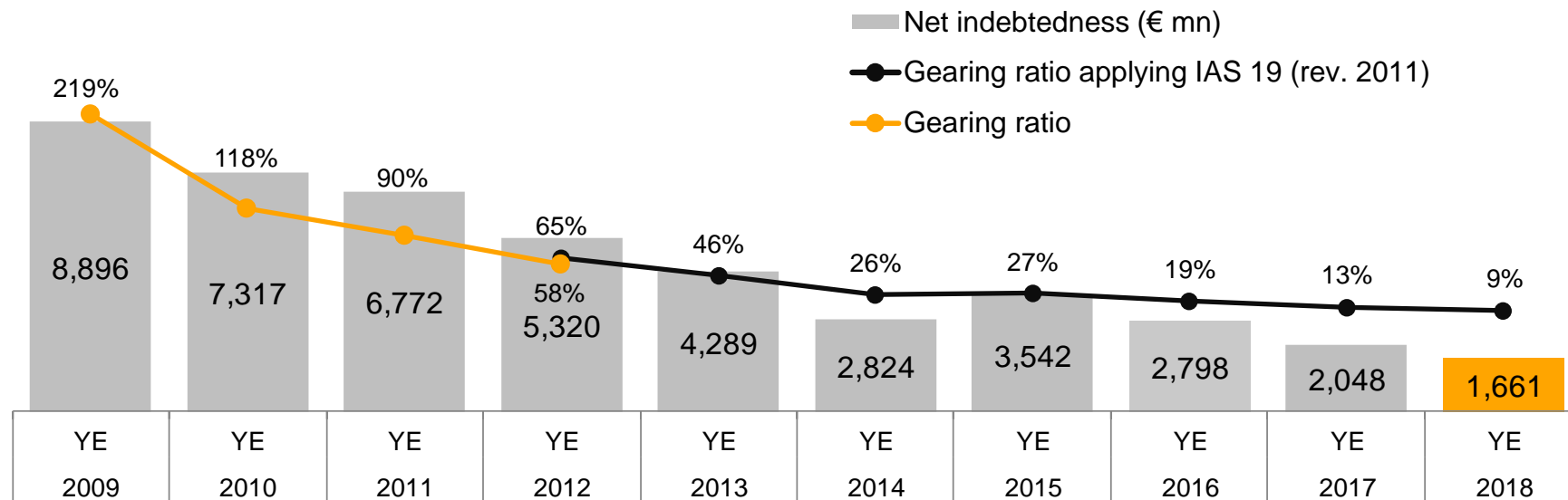
Net Indebtedness Bridge (€ mn)



¹ According to cash flow statement including intangible assets

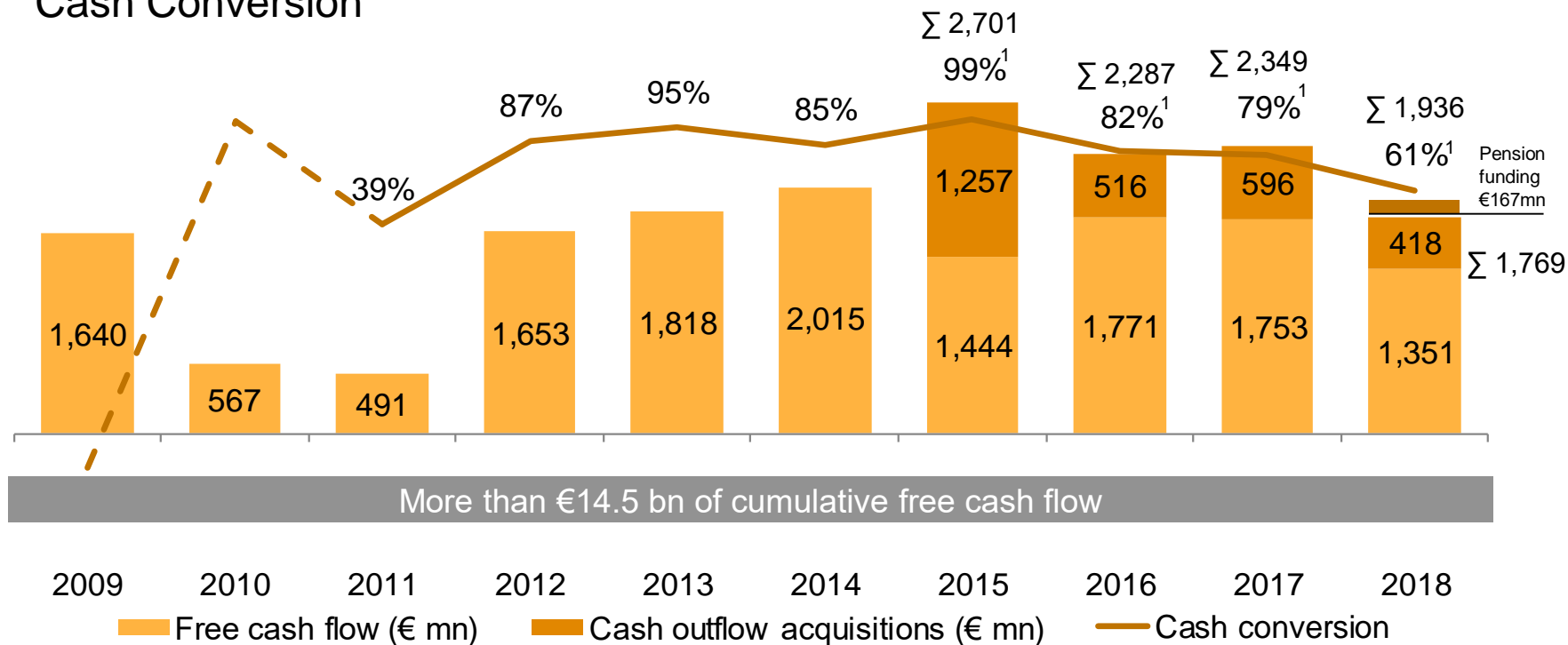
4) Indebtedness and Cash Flow

Net Indebtedness and Gearing Ratio



4) Indebtedness and Cash Flow

Cash Conversion

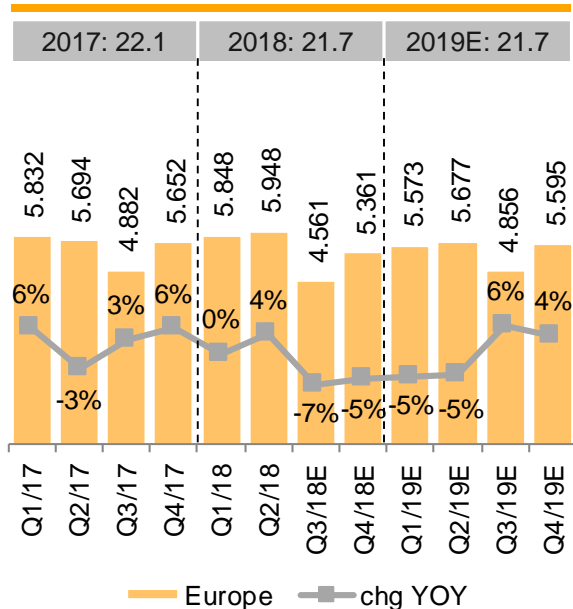


¹ Free cash flow before acquisitions divided by net income attributable to the shareholders of the parent; IAS 19 (rev.2011) applied since 2012

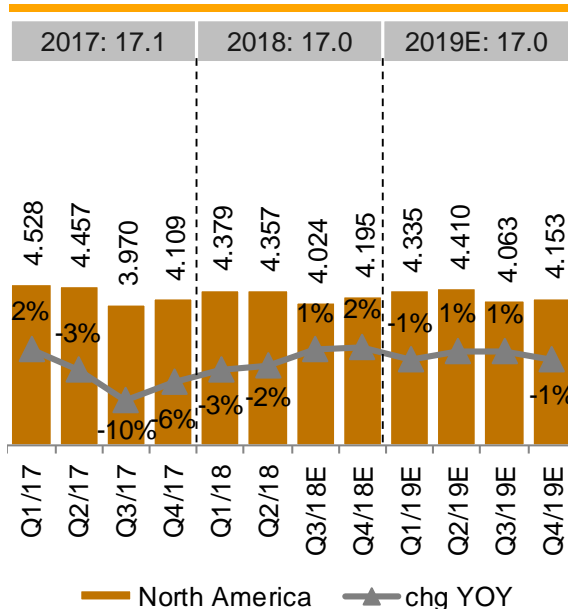
5) 2019 Outlook

PC & LT Production by Quarter¹

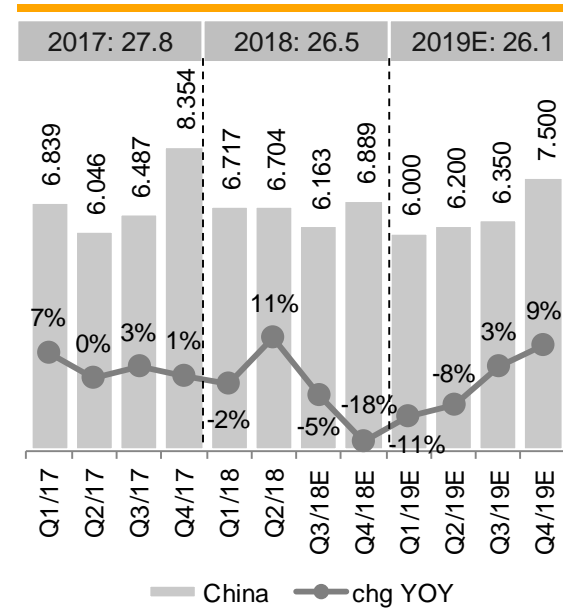
Europe (mn units)



North America (mn units)



China (mn units)



¹ Source: IHS until 2018 and own estimates, Europe excluding Kazakhstan and Uzbekistan

5) 2019 Outlook

Market Outlook

Very limited
predictability on
production

PC & LT¹ Production (mn units)

Worldwide production to stay flat	2018E	2019E	Chg.
Europe	21.7	21.7	0%
North America	17.0	17.0	0%
South America	3.4	3.6	+4%
Asia	50.6	50.5	-0%

IHS and own estimates

Commercial Vehicle² Production (k units)

Worldwide production to decrease 1%	2018E	2019E	Chg.
Europe	663	633	0%
North America	638	638	0%
South America	155	170	+10%
Asia	2,240	2,170	-3%

IHS and own estimates

PC & LT¹ Replacement Tire Market (mn units)

Worldwide replacement tire market to increase 2%	2018E	2019E	Chg.
Europe	358	364	+2%
North America	296	301	+2%
South America	67	68	+2%
Asia	450	465	+3%

LMC and own estimates

Commercial Vehicle Replacement³ Tire Market (mn units)

Worldwide replacement market to increase 2%	2018E	2019E	Chg.
Europe	25.8	26.3	+2%
North America	26.5	27.0	+2%
South America	14.8	15.1	+2%
Asia	87.0	89.0	+2%

LMC and own estimates

¹ Passenger car and light truck <6t

² Medium and heavy vehicles >6t

³ Radial and bias

5) 2019 Outlook

Continental Corporation

In 2019 IFRS 16 will impact all financial statements

	2018	2019E
Consolidated sales	€44.4 bn	To increase to about €45 bn – €47 bn at constant FX
adj. EBIT ¹ margin	9.3%	about 8% – 9% adj. EBIT ¹ margin
Automotive Group	€26.9 bn	About €27 bn – €28 bn at constant FX
adj. EBIT ¹	€1.9 bn	about 6% – 7% adj. EBIT ¹ margin
Rubber Group	€17.6 bn	About €18 bn – €19 bn at constant FX
adj. EBIT ¹	€2.4 bn	about 12% – 13% adj. EBIT ¹ margin
Raw materials cost impact	More than €130 mn for the Rubber Group	About €50 mn burden for the Rubber Group based on latest assumptions
Special effects	€80 mn	About -€200 mn including carve-out effects
Financial result	-€178 mn	About -€220 mn at constant FX ² including IFRS 16
Tax rate	23%	~27% including carve-out effects
Capex	€3.1 bn	~8% of sales including IFRS 16
PPA amortization	€173 mn	~€200 mn
Free cash flow before acquisitions	€1.9 bn excluding net effect of US pension funding	€1.4 bn to €1.6 bn before carve-out effects
Net indebtedness	€1.7 bn	IFRS 16 will approximately double net indebtedness as at January 1, 2019

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

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.
- › Note: Due to the application of the modified retrospective approach during first time adoption of IFRS 9, *Financial Instruments*, and IFRS 15, *Revenues from Contracts with Customers*, as at January 1, 2018, all the figures from comparative periods are shown unadjusted.

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Continental

Financial Calendar

2019

Preliminary figures for fiscal 2018	January 14, 2019
Annual Financial Press Conference	March 7, 2019
Annual Shareholders' Meeting (incl. key data for Q1 2019)	April 26, 2019
Q1 Financial Report	May 9, 2019
Half-Year Financial Report	August 6, 2019
Nine-Month Financial Report	November 12, 2019

2020

Preliminary figures for fiscal 2019	January 2020
Annual Financial Press Conference	March 2020
Annual Shareholders' Meeting (incl. key data for Q1 2020)	April 30, 2020
Q1 Financial Report	May 2020
Half-Year Financial Report	August 2020
Nine-Month Financial Report	November 2020

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, 2018	200,005,983

ADR Data

Ratio	1:10 (ordinary share : ADRs) ¹
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 AG
Issue	Senior Notes	Senior Notes
Principal amount	€600 mn	€750 mn
Offering price	99.410%	99.228%
Rating at issuance date	BBB+ (S&P) BBB+ (Fitch)	Ba1 (Moody's ³) BB (S&P) BBB (Fitch ¹)
Current corporation and bond ratings²	BBB+ (Fitch), BBB+ (S&P), Baa1 (Moody's³)	
Coupon	0.0% p.a.	3.125% p.a.
Issue date	December 5, 2016	September 9, 2013
Maturity	February 5, 2020	September 9, 2020
Interest payment	Not applicable	Annual September 9
WKN	A2DARM	A1X3B7
ISIN	XS1529561182	XS0969344083
Denomination	€1,000 with minimum tradable amount €1,000	

¹ Non-contracted rating at date of issuance

² Fitch since October 24, 2016; S&P since May 11, 2016; Moody's since June 30, 2015

³ Non-contracted rating since February 1, 2014

Back-up

6) Back-up

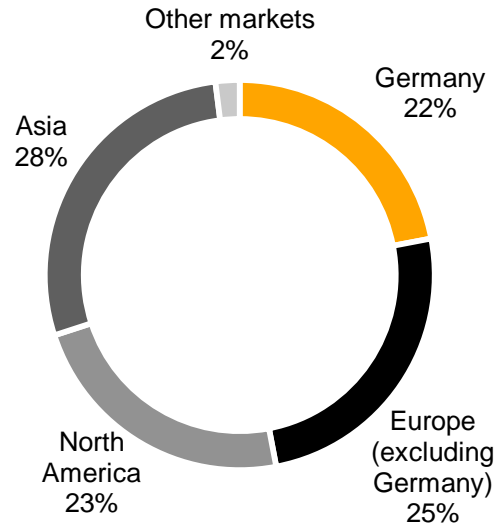
Corporation Highlights FY 2018

› Sales	Increase of 0.9% to €44,404.4 mn (PY: €44,009.5 mn); organic sales up 3.1%
› EBITDA	Decrease of 6.6% to €6,235.7 mn (PY: €6,678.9 mn)
› EBIT	Decrease of 11.7% to €4,027.7 mn (PY: €4,561.5 mn); Adj. EBIT ¹ decrease to €4,118.1 mn (9.3% adj. EBIT ¹ margin); PPA ² effect -€173.0 mn; consolidation effects €2.4 mn; total special effects €80.2 mn
› NIAT ³	Decrease of 2.9% to €2,897.3 mn (PY: €2,984.6 mn)
› EPS ³	EPS of €14.49 (PY: €14.92); EPS before PPA ² €15.11 (PY: €15.53 before PPA ²)
› Capex	Capex increased to €3,124.4 mn (PY: €2,854.4 mn); capex ratio 7.0% of sales; capex to depreciation coverage 1.4x (1.5x ex PPA ²)
› R&D (net)	Expenses increased 3.4% to €3,209.0 mn (PY: €3,103.7 mn); R&D ratio 7.2% of sales (PY: 7.1%)
› Cash flow	Operating cash flow down €243.3 mn to €4,977.2 mn; free cash flow €1,351.0 mn
› Net indebtedness	Net indebtedness down €386.3 mn to €1,661.3 mn as at Dec. 31, year-on-year; Liquidity and undrawn credit lines amounted to €6,265.5 mn
› Pension and similar obligations	Long-term provisions for pension and similar obligations amounted to €4,140.3 mn (PY: €4,103.0 mn)

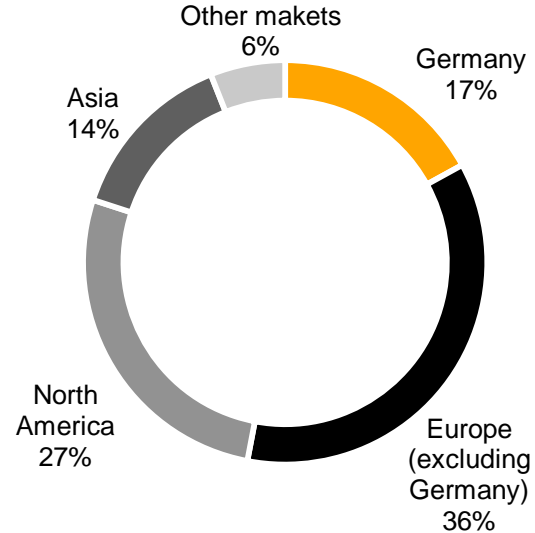
6) Back-up

Sales by Markets

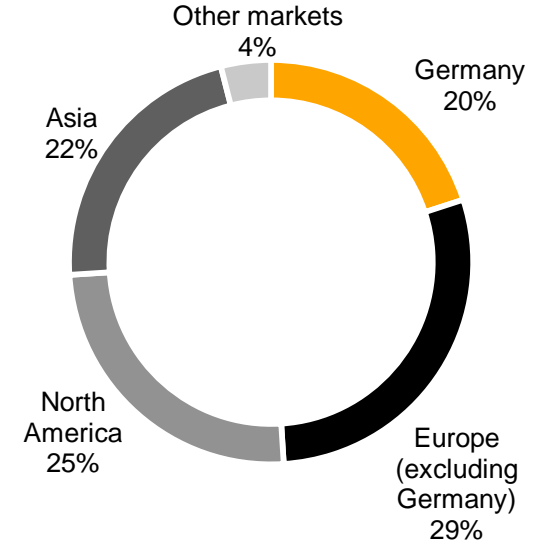
Automotive Group 2018
€26,856 mn



Rubber Group 2018
€17,603 mn



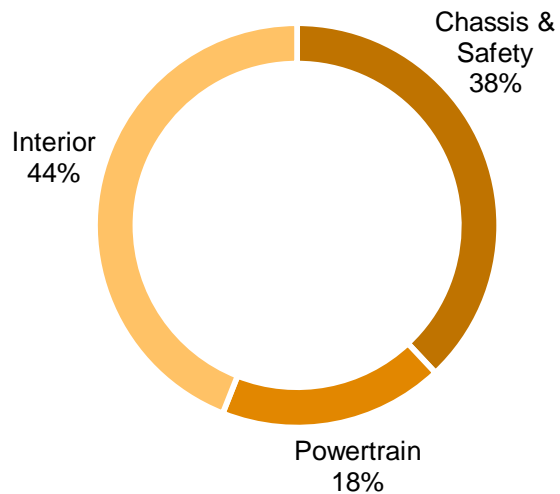
Corporation 2018
€44,404 mn



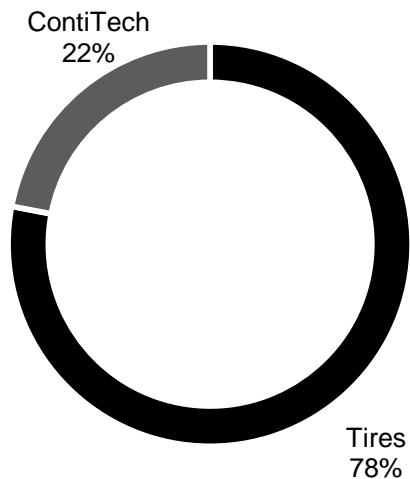
6) Back-up

EBITDA by Division

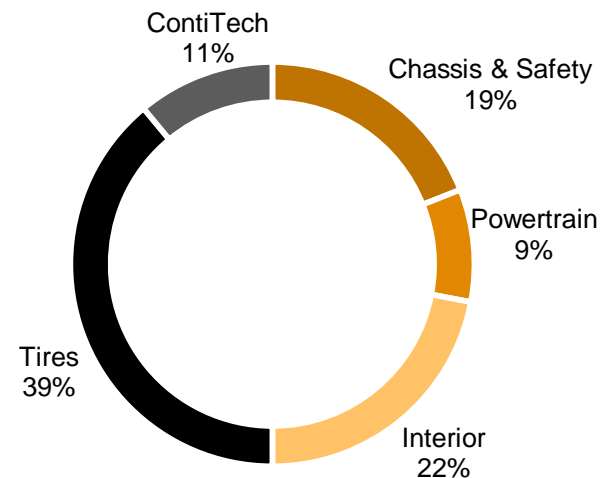
Automotive Group 2018
€3,177 mn



Rubber Group 2018
€3,197 mn



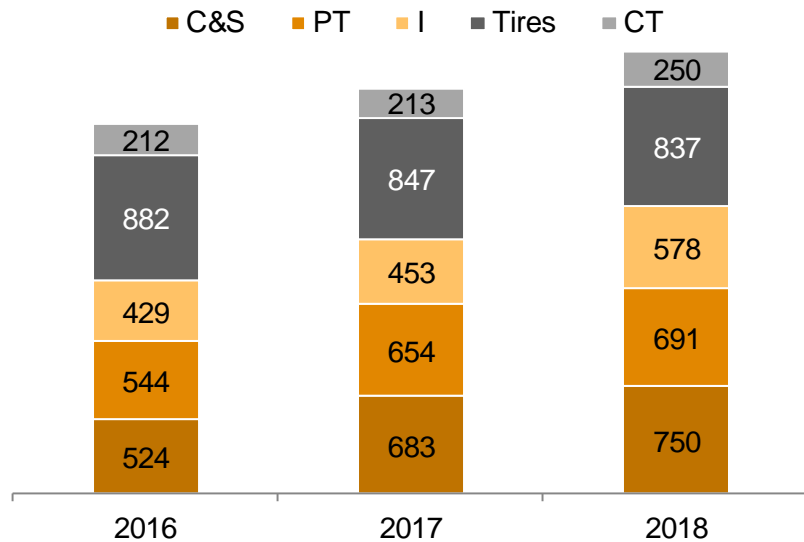
Corporation 2018
€6,236 mn



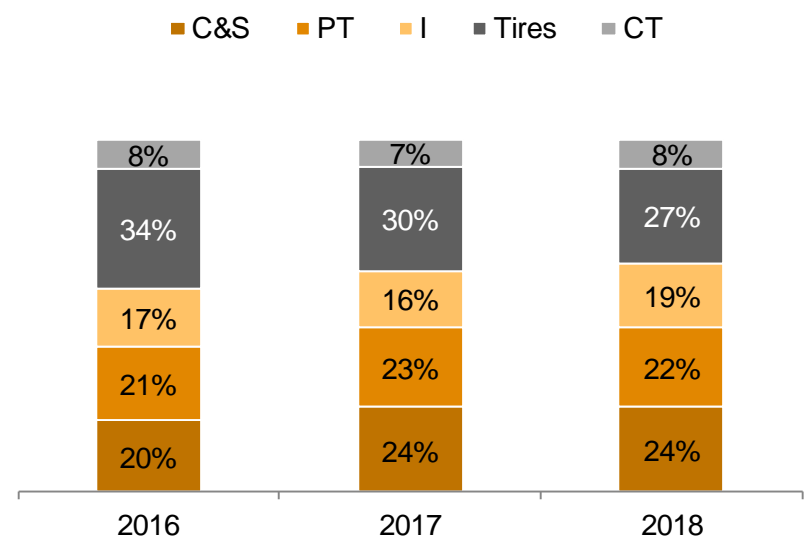
6) Back-up

Capex 2016 – 2018

Capex by Division 2016 – 2018 (€ mn)



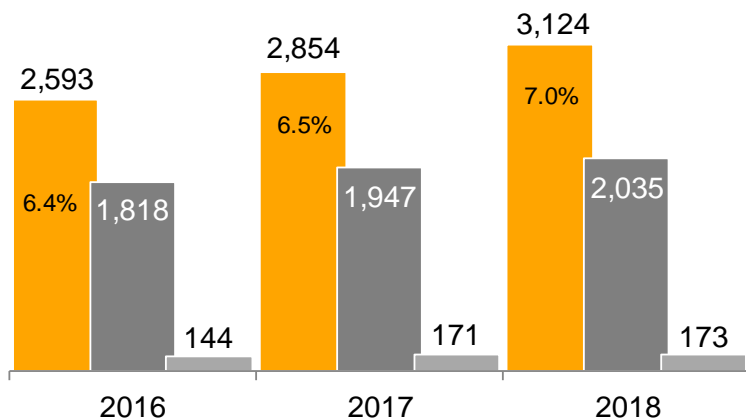
Capex Distribution by Division 2016 – 2018



6) Back-up

Breakdown of Capex, Depreciation and Earnings per Share FY 2018

Capex, Depreciation and PPA¹ (€ mn)

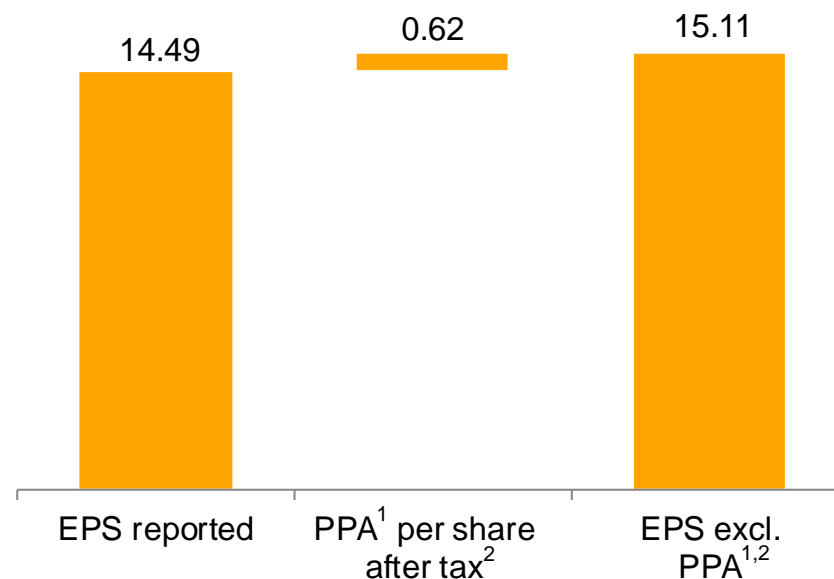


- Capex (PPE), percentage of sales
- Depreciation, w/o PPA¹
- PPA¹

¹ Amortization of intangibles from PPA

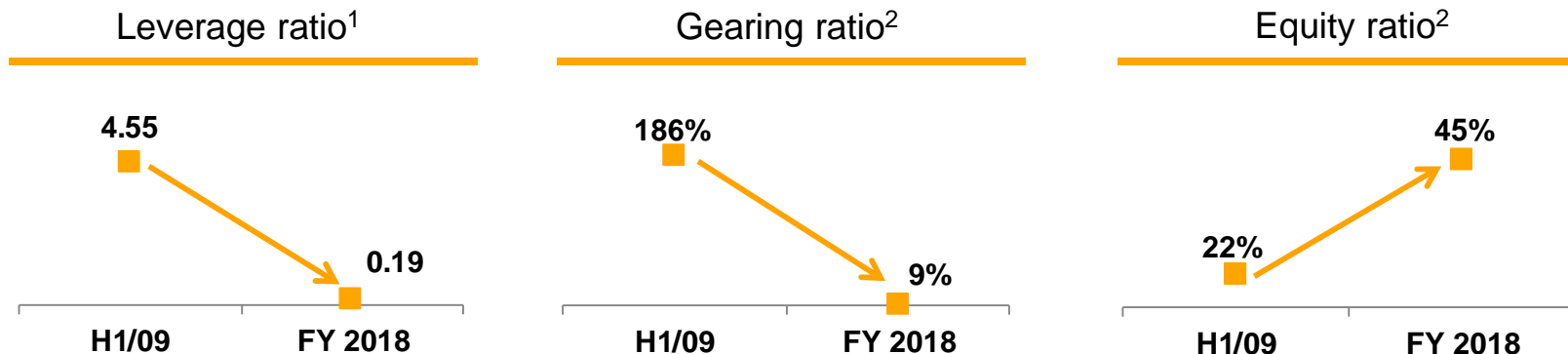
² Assuming corporate tax rate of 28%

EPS ex PPA^{1,2} (€)



6) 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

Continental's targets:

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

¹ Leverage covenant ratio as defined in syndicated loan agreement; IAS 19 (rev. 2011) applied for 2018

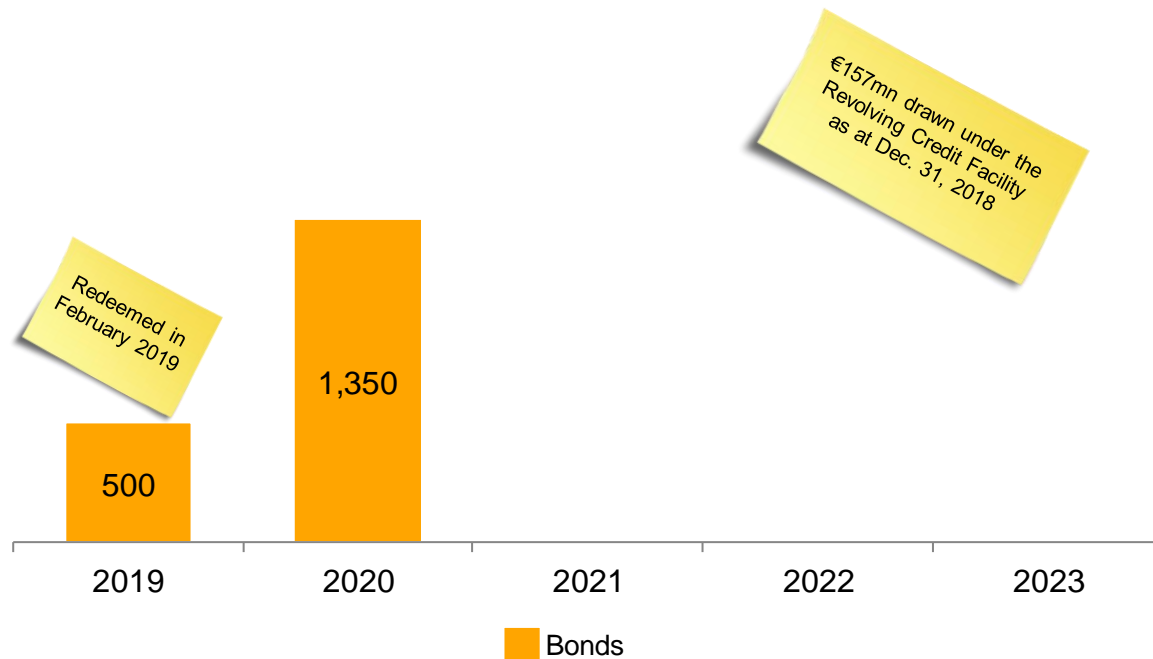
² IAS 19 (rev. 2011) applied for 2018

6) Back-up

Maturities for Bonds¹ (€ mn)

As at December 31, 2018

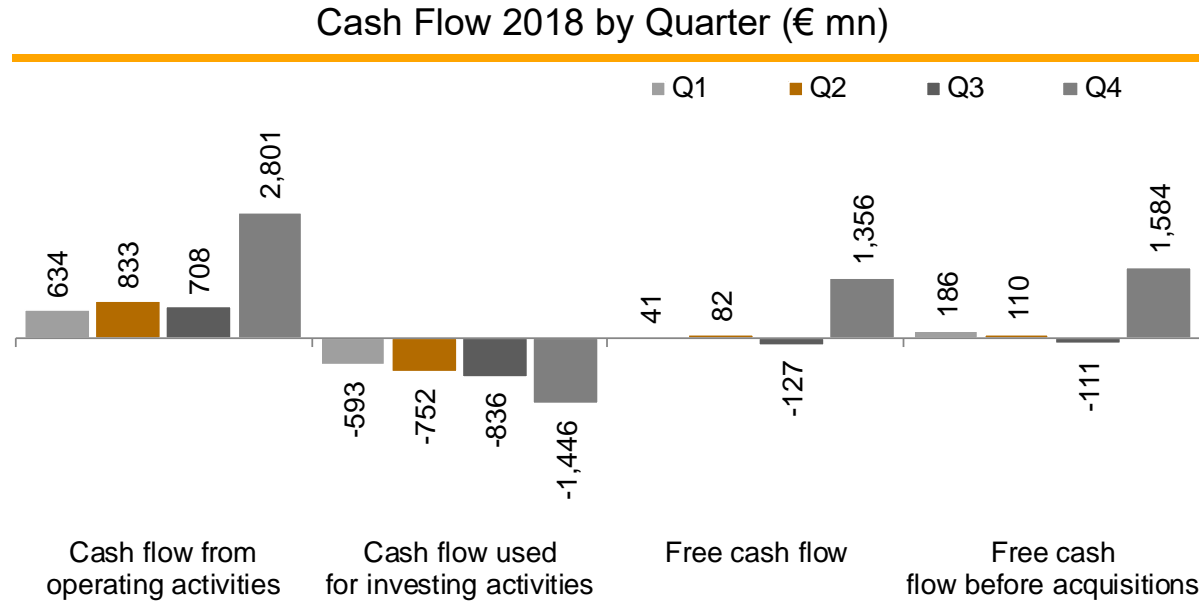
(€ mn)	FY 17	FY 18
Gross indebtedness	4,090	4,607
Cash	1,882	2,761
Net indebtedness	2,048	1,661
Available credit lines	3,687	3,504
Total liquidity	5,568	6,266



¹ All amounts shown are nominal values

6) Back-up

Cash Flow Overview



6) Back-up

Gross Indebtedness by Source at YE 2018 (€ mn)

> Gross indebtedness

€4,607 mn
(PY: €4,090 mn)

> Cash

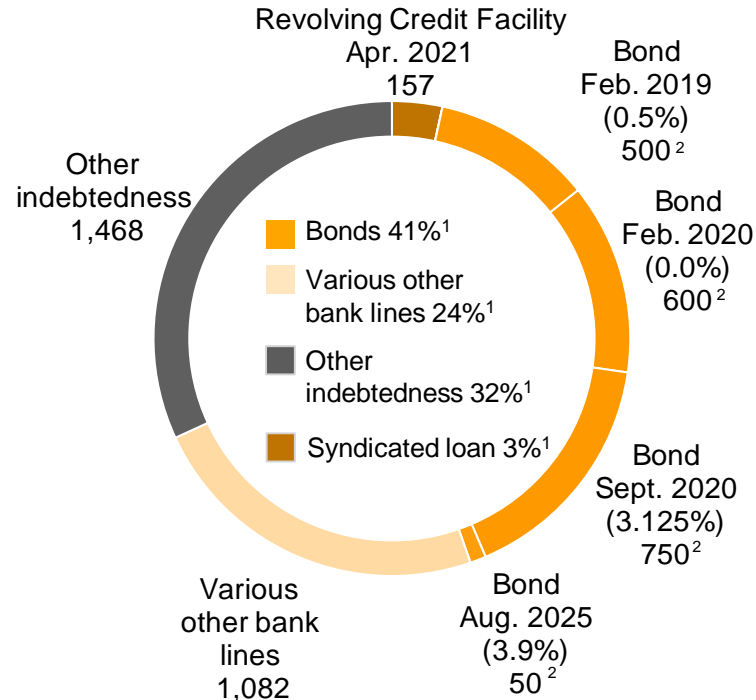
€2,761 mn
(PY: €1,882 mn)

> Net indebtedness

€1,661 mn
(PY: €2,048 mn)

> Available credit lines

€3,504 mn
(PY: €3,687 mn)



¹ Percentages are calculated as share of gross indebtedness

² Amounts shown are nominal values

6) Back-up

Key Historical Credit Metrics

(€ mn) ¹	2014	2015	2016	2017	2018
Statement of Cash Flows					
Adjusted EBITDA²	5,318	6,094	6,125	6,701	6,190
Reported EBITDA	5,134	6,001	6,057	6,679	6,236
Net cash interest paid	-158	-174	-112	-105	-79
Tax paid	-775	-1,015	-1,047	-1,122	-861
Change in net working capital ³	-207	-107	-210	-484	137
Other ⁴	175	210	250	253	-456
Cash flow arising from operating activities	4,168	4,916	4,938	5,221	4,977
Cash flow arising from investing activities	-2,153	-3,472	-3,167	-3,468	-3,626
- thereof acquisitions	-129	-1,257	-516	-596	-418
- thereof capex in PPE and intangibles	-2,110	-2,265	-2,708	-2,951	-3,285
Cash flow before financing activities	2,015	1,444	1,771	1,753	1,351
Cash flow before acquisitions	2,144	2,701	2,288	2,349	1,769
Statement of Financial Position					
Cash and cash equivalents	3,244	1,622	2,107	1,882	2,761
Derivative instruments and interest-bearing investments	364	81	48	161	184
Total indebtedness	6,432	5,245	4,952	4,090	4,607
Net indebtedness	2,824	3,542	2,798	2,048	1,661
Credit Ratios					
Net indebtedness / adjusted EBITDA²	0.5x	0.6x	0.5x	0.3x	0.3x
Net cash interest paid coverage (Ratio)⁵	33.7x	35.1x	54.8x	63.6x	78.6x



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 items as well as changes in employee benefits and other provisions and in other assets and liabilities

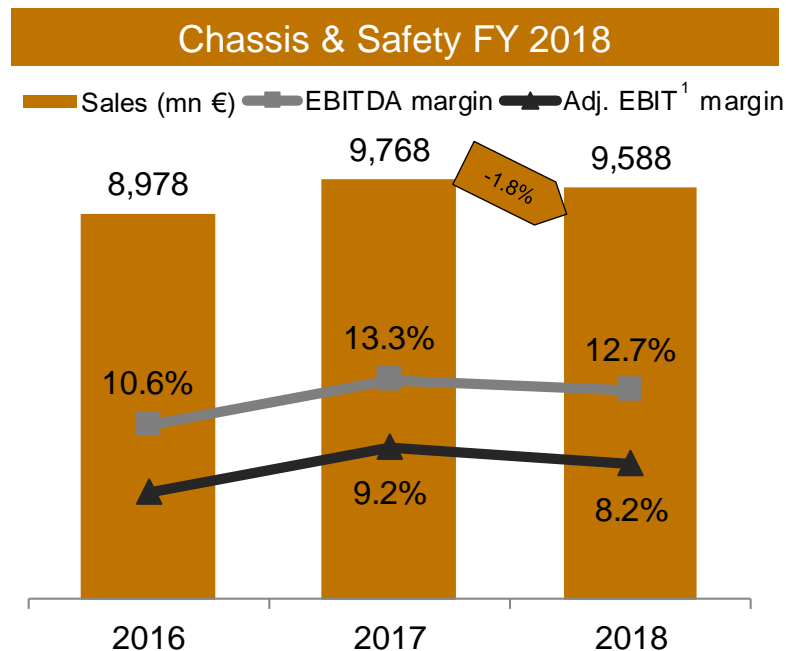
⁵ Adjusted EBITDA to net cash interest paid

6) Back-up

Automotive Group Financials – Chassis & Safety

- › Sales increased 0.5% before consolidation and FX effects
- › EBITDA decreased €88.3 mn to €1,213.3 mn (-6.8%)
- › Adj. EBIT¹ decreased €113.2 mn to €784.9 mn (adj. EBIT¹ margin 8.2%)
- › EBIT decreased €115.2 mn to €782.5 mn (EBIT margin 8.2%)
- › PPA effect in 2018: €0.0 mn
- › Special effects in 2018: -€2.8 mn

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

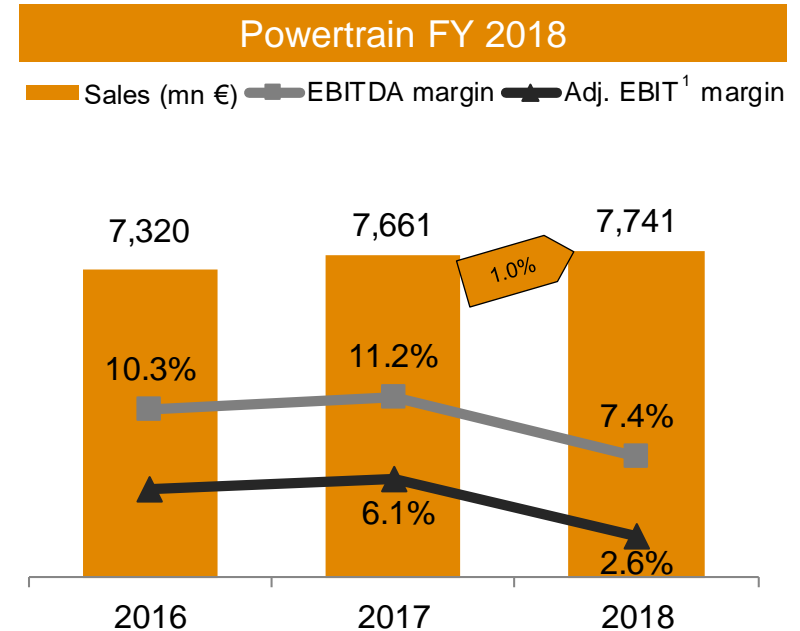


6) Back-up

Automotive Group Financials – Powertrain

- › Sales increased 2.9% before consolidation and FX effects
- › EBITDA decreased €280.2 mn to €574.6 mn (-32.8%)
- › Adj. EBIT¹ decreased €267.6 mn to €202.3 mn (adj. EBIT¹ margin 2.6%)
- › EBIT decreased €320.1 mn to €119.8 mn (EBIT margin 1.5%)
- › PPA effect in 2018: -€11.4 mn
- › Special effects in 2018: -€71.1 mn

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

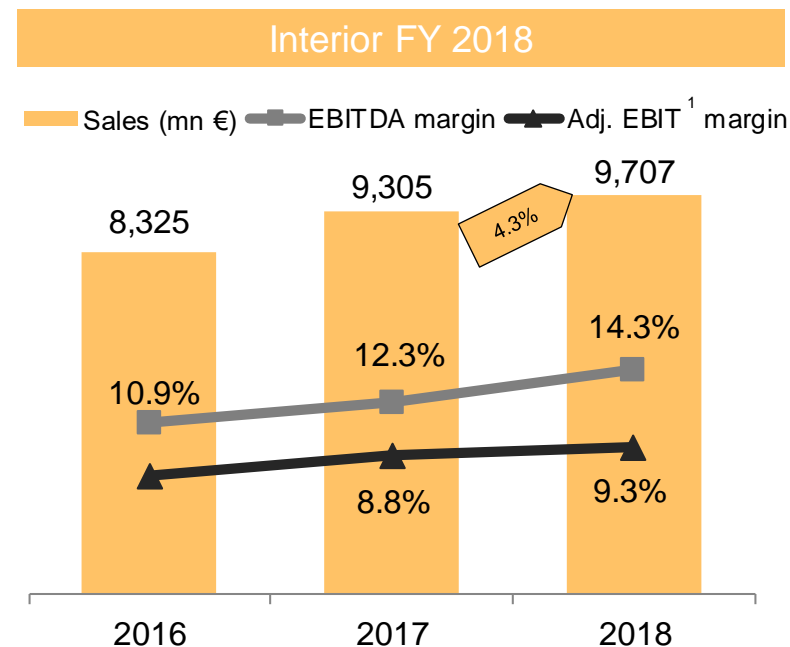


6) Back-up

Automotive Group Financials – Interior

- › Sales increased 6.3% before consolidation and FX effects
- › EBITDA increased €249.2 mn to €1,389.2 mn (+21.9%)
- › Adj. EBIT¹ increased €86.4 mn to €899.1 mn (adj. EBIT¹ margin 9.3%)
- › EBIT increased €238.9 mn to €988.1 mn (EBIT margin 10.2%)
- › PPA effect in 2018: -€51.1 mn
- › Special effects in 2018: €155.2 mn

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

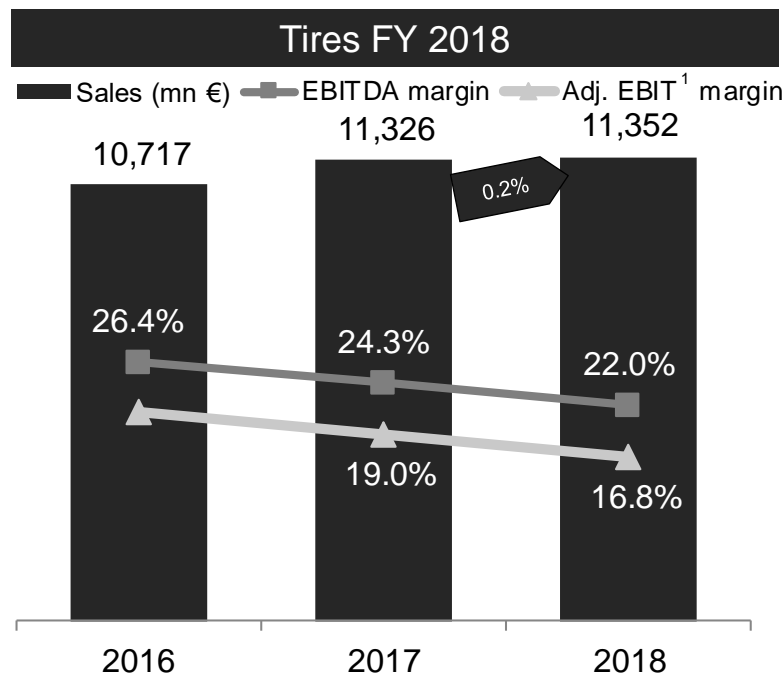


6) Back-up

Rubber Group Financials – Tires

- › Sales increased 3.1% before consolidation and FX effects
- › EBITDA decreased €253.5 mn to €2,495.2 mn (-9.2%)
- › Adj. EBIT¹ decreased €246.8 mn to €1,900.0 mn (adj. EBIT¹ margin 16.8%)
- › EBIT decreased €269.2 mn to €1,882.1 mn (EBIT margin 16.6%)
- › PPA effect in 2018: -€19.3 mn
- › Special effects in 2018: -€1.2 mn

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

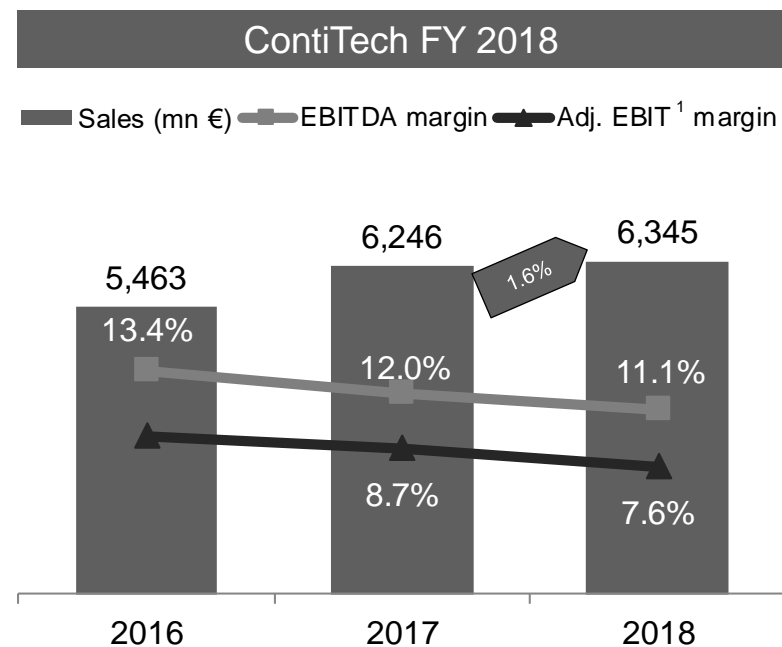


6) Back-up

Rubber Group Financials – ContiTech

- › Sales increased 3.2% before consolidation and FX effects
- › EBITDA decreased €49.5 mn to €701.4 mn (-6.6%)
- › Adj. EBIT¹ decreased €67.0 mn to €472.8 mn (adj. EBIT¹ margin 7.6%)
- › EBIT decreased €46.0 mn to €396.2 mn (EBIT margin 6.2%)
- › PPA effect in 2018: -€91.2 mn
- › Special effects in 2018: €0.1 mn

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



Fact Sheets 2016 – 2018

6) Fact Sheets

Sales by Quarter

Sales (€ mn)	2016					2017					2018				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	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	2,511.2	2,455.2	2,247.6	2,374.0	9,588.0
Powertrain	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	1,945.6	2,025.2	1,853.2	1,917.0	7,741.0
Interior	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	2,401.7	2,539.3	2,351.9	2,414.3	9,707.2
Tires	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	2,635.5	2,801.6	2,851.9	3,063.2	11,352.2
ContiTech	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	1,601.7	1,629.9	1,558.4	1,554.7	6,344.7
Other / Consolidation	-59.4	-65.8	-68.8	-58.2	-252.2	-72.2	-73.6	-78.3	-72.5	-296.6	-83.0	-77.4	-75.2	-93.1	-328.7
Continental Corporation	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	11,012.7	11,373.8	10,787.8	11,230.1	44,404.4

Changes Y-o-Y in %	2017					2018				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	13.4	8.5	6.0	7.3	8.8	0.6	0.7	-2.6	-6.0	-1.8
Powertrain	10.5	5.7	2.0	0.6	4.7	-2.9	4.0	2.4	0.9	1.0
Interior	13.4	10.4	11.2	12.2	11.8	4.7	9.5	3.7	-0.4	4.3
Tires	9.7	4.6	3.9	4.8	5.7	-4.4	-0.5	1.3	4.2	0.2
ContiTech	11.9	15.3	16.1	14.0	14.4	5.3	2.7	-0.6	-0.9	1.6
Continental Corporation	11.7	8.3	7.1	7.2	8.5	0.1	3.1	0.9	-0.5	0.9

Note: IFRS 9 and IFRS 15 applied starting 2018.

6) Fact Sheets

EBITDA by Quarter

EBITDA (€ mn)	2016					2017					2018				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	302.8	312.0	-14.4	354.2	954.6	336.9	326.9	300.3	337.5	1,301.6	356.8	324.6	219.7	312.2	1,213.3
Powertrain	158.8	201.8	175.5	220.1	756.2	213.9	214.4	187.4	239.1	854.8	207.3	219.2	30.7	117.4	574.6
Interior	237.4	252.2	132.5	282.1	904.2	273.6	288.1	287.0	291.3	1,140.0	283.4	312.1	442.3	351.4	1,389.2
Tires	658.1	773.4	658.0	739.2	2,828.7	651.3	674.8	661.7	760.9	2,748.7	545.8	645.0	603.6	700.8	2,495.2
ContiTech	176.1	197.2	163.5	194.1	730.9	191.3	175.6	184.0	200.0	750.9	195.9	186.5	146.6	172.4	701.4
Other / Consolidation	-27.7	-23.5	-37.7	-28.3	-117.2	-28.5	-27.4	-38.2	-23.0	-117.1	-34.2	-30.0	-31.1	-42.7	-138.0
Continental Corporation	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	1,555.0	1,657.4	1,411.8	1,611.5	6,235.7

EBITDA margin in %	2016					2017					2018				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	13.8	13.9	-0.7	15.1	10.6	13.5	13.4	13.0	13.4	13.3	14.2	13.2	9.8	13.2	12.7
Powertrain	8.8	11.0	9.9	11.7	10.3	10.7	11.0	10.4	12.6	11.2	10.7	10.8	1.7	6.1	7.4
Interior	11.7	12.0	6.5	13.1	10.9	11.9	12.4	12.6	12.0	12.3	11.8	12.3	18.8	14.6	14.3
Tires	26.2	28.7	24.3	26.4	26.4	23.6	24.0	23.5	25.9	24.3	20.7	23.0	21.2	22.9	22.0
ContiTech	13.0	14.3	12.1	14.1	13.4	12.6	11.1	11.7	12.7	12.0	12.2	11.4	9.4	11.1	11.1
Continental Corporation	15.3	16.8	10.8	16.7	14.9	14.9	15.0	14.8	16.0	15.2	14.1	14.6	13.1	14.3	14.0

Changes Y-o-Y in %	2017					2018				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	11.3	4.8	2,185.4	-4.7	36.4	5.9	-0.7	-26.8	-7.5	-6.8
Powertrain	34.7	6.2	6.8	8.6	13.0	-3.1	2.2	-83.6	-50.9	-32.8
Interior	15.2	14.2	116.6	3.3	26.1	3.6	8.3	54.1	20.6	21.9
Tires	-1.0	-12.7	0.6	2.9	-2.8	-16.2	-4.4	-8.8	-7.9	-9.2
ContiTech	8.6	-11.0	12.5	3.0	2.7	2.4	6.2	-20.3	-13.8	-6.6
Continental Corporation	8.8	-3.5	46.9	2.5	10.3	-5.1	0.3	-10.8	-10.8	-6.6

Note: IFRS 9 and IFRS 15 applied starting 2018.

6) Fact Sheets

EBIT by Quarter

EBIT (€ mn)	2016					2017					2018				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	213.2	220.3	-107.4	254.7	580.8	238.9	227.4	200.0	231.4	897.7	252.9	218.2	110.6	200.8	782.5
Powertrain	66.5	108.8	80.3	122.4	378.0	117.1	114.1	83.1	125.6	439.9	99.4	110.7	-87.1	-3.2	119.8
Interior	160.1	172.9	51.3	183.5	567.8	185.7	196.3	168.5	198.7	749.2	184.5	215.6	340.7	247.3	988.1
Tires	530.0	645.4	522.3	591.7	2,289.4	505.1	526.9	515.0	604.3	2,151.3	395.5	493.6	450.0	543.0	1,882.1
ContiTech	98.7	126.7	88.0	85.8	399.2	117.1	95.4	109.5	120.2	442.2	121.9	111.5	69.4	93.4	396.2
Other / Consolidation	-27.8	-24.5	-38.2	-28.9	-119.4	-28.8	-27.8	-38.6	-23.6	-118.8	-35.0	-30.6	-32.0	-43.4	-141.0
Continental Corporation	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	1,019.2	1,119.0	851.6	1,037.9	4,027.7

EBIT margin in %	2016					2017					2018				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	9.7	9.8	-4.9	10.8	6.5	9.6	9.3	8.7	9.2	9.2	10.1	8.9	4.9	8.5	8.2
Powertrain	3.7	5.9	4.5	6.5	5.2	5.8	5.9	4.6	6.6	5.7	5.1	5.5	-4.7	-0.2	1.5
Interior	7.9	8.2	2.5	8.5	6.8	8.1	8.5	7.4	8.2	8.1	7.7	8.5	14.5	10.2	10.2
Tires	21.1	24.0	19.3	21.1	21.4	18.3	18.7	18.3	20.6	19.0	15.0	17.6	15.8	17.7	16.6
ContiTech	7.3	9.2	6.5	6.2	7.3	7.7	6.0	7.0	7.7	7.1	7.6	6.8	4.5	6.0	6.2
Continental Corporation	10.6	12.3	6.0	11.5	10.1	10.3	10.3	9.7	11.1	10.4	9.3	9.8	7.9	9.2	9.1

Changes Y-o-Y in %	2017					2018				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	12.1	3.2	286.2	-9.1	54.6	5.9	-4.0	-44.7	-13.2	-12.8
Powertrain	76.1	4.9	3.5	2.6	16.4	-15.1	-3.0	-204.8	-102.5	-72.8
Interior	16.0	13.5	228.5	8.3	31.9	-0.6	9.8	102.2	24.5	31.9
Tires	-4.7	-18.4	-1.4	2.1	-6.0	-21.7	-6.3	-12.6	-10.1	-12.5
ContiTech	18.6	-24.7	24.4	40.1	10.8	4.1	16.9	-36.6	-22.3	-10.4
Continental Corporation	9.1	-9.4	74.0	3.9	11.4	-10.2	-1.2	-17.9	-17.4	-11.7

Note: IFRS 9 and IFRS 15 applied starting 2018.

6) Fact Sheets

Adjusted EBIT¹ by Quarter

Adj. EBIT ¹ (€ mn)
Chassis & Safety
Powertrain
Interior
Tires
ContiTech
Other / Consolidation
Continental Corporation

Adj. EBIT ¹ margin in %
Chassis & Safety
Powertrain
Interior
Tires
ContiTech
Continental Corporation

Changes Y-o-Y in %
Chassis & Safety
Powertrain
Interior
Tires
ContiTech
Continental Corporation

2017					2018				
Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
238.9	227.4	199.8	232.0	898.1	252.9	218.2	112.1	201.7	784.9
121.1	118.5	91.3	139.0	469.9	107.7	114.7	-68.0	47.9	202.3
197.3	207.7	200.3	207.4	812.7	202.1	228.0	213.4	255.6	899.1
496.4	520.7	519.7	610.0	2,146.8	400.2	497.3	454.6	547.9	1,900.0
139.0	120.3	131.9	148.6	539.8	131.0	133.7	91.7	116.4	472.8
-28.8	-27.8	-38.6	-23.6	-118.8	-35.0	-30.6	-32.0	-43.4	-141.0
1,163.9	1,166.8	1,104.4	1,313.4	4,748.5	1,058.9	1,161.3	771.8	1,126.1	4,118.1

2017					2018				
Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
9.6	9.3	8.7	9.2	9.2	10.1	8.9	5.0	8.5	8.2
6.0	6.1	5.0	7.3	6.1	5.5	5.7	-3.7	2.5	2.6
8.6	9.0	8.9	8.6	8.8	8.4	9.0	9.1	10.6	9.3
18.0	18.5	18.5	20.8	19.0	15.2	17.8	16.0	18.1	16.8
9.2	7.6	8.4	9.5	8.7	8.6	8.2	5.9	7.5	7.6
10.6	10.6	10.3	11.7	10.8	9.7	10.2	7.2	10.1	9.3

2018				
Q1	Q2	Q3	Q4	Year
5.9	-4.0	-43.9	-13.1	-12.6
-11.1	-3.2	-174.5	-65.5	-56.9
2.4	9.8	6.5	23.2	10.6
-19.4	-4.5	-12.5	-10.2	-11.5
-5.8	11.1	-30.5	-21.7	-12.4
-9.0	-0.5	-30.1	-14.3	-13.3

¹ Before amortization of intangibles from PPA, consolidation and special effects
 Note: IFRS 9 and IFRS 15 applied starting 2018.

6) Fact Sheets

Consolidated Statement of Income¹

(€ mn)	2018	2017	2016	2018 Q4	2017 Q4	2016 Q4
Sales	44,404.4	44,009.5	40,549.5	11,230.1	11,283.9	10,524.0
Cost of sales	-33,299.5	-32,635.0	-29,783.0	-8,472.2	-8,348.4	-7,764.7
Gross margin on sales	11,104.9	11,374.5	10,766.5	2,757.9	2,935.5	2,759.3
Research and development expenses	-4,280.2	-3,103.7	-2,811.5	-1,091.8	-746.8	-640.5
Selling and logistics expenses	-2,494.3	-2,430.2	-2,251.0	-649.6	-633.0	-587.8
Administrative expenses	-1,149.0	-1,144.3	-1,012.6	-306.1	-278.2	-249.4
Other expenses and income	775.9	-212.1	-665.8	301.8	-47.6	-92.5
Income from at-equity accounted investees	69.6	76.8	69.7	25.4	26.6	20.0
Other income from investments	0.8	0.5	0.5	0.3	0.1	0.1
Earnings before interest and tax	4,027.7	4,561.5	4,095.8	1,037.9	1,256.6	1,209.2
Interest income	122.9	94.4	101.4	53.7	26.4	27.1
Interest expense	-300.7	-380.1	-218.4	-81.4	-92.5	-70.5
Financial result	-177.8	-285.7	-117.0	-27.7	-66.1	-43.4
Earnings before tax	3,849.9	4,275.8	3,978.8	1,010.2	1,190.5	1,165.8
Income tax expense	-891.6	-1,227.5	-1,096.8	-275.4	-409.8	-354.4
Net income	2,958.3	3,048.3	2,882.0	734.8	780.7	811.4
Non-controlling interests	-61.0	-63.7	-79.5	-23.3	-20.2	-26.2
Net income attributable to the shareholders of the parent	2,897.3	2,984.6	2,802.5	711.5	760.5	785.2
Basic earnings per share (in €)	14.49	14.92	14.01	3.56	3.80	3.92
Diluted earnings per share (in €)	14.49	14.92	14.01	3.56	3.80	3.92

¹ Due to the application of the modified retrospective approach during first time adoption of IFRS 9, Financial Instruments, and IFRS 15, Revenues from Contracts with Customers, as at January 1, 2018, all the figures from comparative periods are shown unadjusted

6) Fact Sheets

Consolidated Statement of Financial Position – Assets¹

(€ mn)	Dec. 31, 2018	Dec. 31, 2017
Goodwill	7,233.4	7,010.1
Other intangible assets	1,566.3	1,607.3
Property, plant and equipment	12,375.5	11,202.1
Investment property	12.0	10.5
Investments in equity-accounted investees	644.9	414.8
Other investments	192.9	51.0
Deferred tax assets	1,464.4	1,517.2
Defined benefit assets	27.8	16.0
Long-term contract assets	0.1	n. a.
Long-term derivative instruments and interest-bearing investments	32.4	113.3
Long-term other financial assets	81.4	68.8
Long-term other assets	27.6	27.3
Non-current assets	23,658.7	22,038.4
Inventories	4,521.1	4,128.2
Trade accounts receivable	7,631.9	7,669.3
Current contract assets	67.4	n. a.
Short-term other financial assets ²	320.7	297.0
Short-term other assets ²	1,124.2	1,186.8
Income tax receivables	208.2	178.2
Short-term derivative instruments and interest-bearing investments	151.8	47.6
Cash and cash equivalents	2,761.4	1,881.5
Assets held for sale	—	13.5
Current assets	16,786.7	15,402.1
Total assets	40,445.4	37,440.5



¹ Due to the application of the modified retrospective approach during first time adoption of IFRS 9, Financial Instruments, and IFRS 15, Revenues from Contracts with Customers, as at January 1, 2018, all the figures from comparative periods are shown unadjusted

² From the 2018 reporting year, the presentation of financial assets is made more transparent by reclassifying deferred costs from the sale of customer tooling from short-term other financial assets to short-term other assets among these items of the statement of financial position. The figures from the comparative periods have been adjusted accordingly.

6) Fact Sheets

Consolidated Statement of Financial Position – Total Equity and Liabilities¹

(€ mn)	Dec. 31, 2018	Dec. 31, 2017
Subscribed capital	512.0	512.0
Capital reserves	4,155.6	4,155.6
Retained earnings	15,697.2	13,669.3
Other comprehensive income	-2,514.4	-2,508.5
Equity attributable to the shareholders of the parent	17,850.4	15,828.4
Non-controlling interests	482.9	461.9
Total equity	18,333.3	16,290.3
Long-term employee benefits	4,407.0	4,394.1
Deferred tax liabilities	315.7	348.5
Long-term provisions for other risks and obligations	163.7	139.6
Long-term indebtedness	1,449.0	2,017.8
Long-term other financial liabilities	38.4	36.1
Non-current contract liabilities	11.0	n. a.
Long-term other liabilities	13.4	25.4
Non-current liabilities	6,398.2	6,961.5
Short-term employee benefits	1,454.2	1,490.6
Trade accounts payable	7,293.0	6,798.5
Short-term contract liabilities	150.2	n. a.
Income tax payables	750.7	889.7
Short-term provisions for other risks and obligations	1,066.1	943.0
Short-term indebtedness	3,157.9	2,072.2
Short-term other financial liabilities	1,275.2	1,276.8
Short-term other liabilities	566.6	717.9
Current liabilities	15,713.9	14,188.7
Total equity and liabilities	40,445.4	37,440.5

6) Fact Sheets

Consolidated Statement of Cash Flows

(€ mn)	2018	2017
Net income	2,958.3	3,048.3
Income tax expense	891.6	1,227.5
Financial result	177.8	285.7
EBIT	4,027.7	4,561.5
Interest paid	-115.5	-131.5
Interest received	36.7	26.1
Income tax paid	-860.8	-1,122.1
Dividends received	45.0	40.7
Depreciation, amortization, impairment and reversal of impairment losses	2,208.0	2,117.4
Income from equity-accounted investees and other investments, incl. impairment and reversal of impairment losses	-70.4	-77.3
Gains/losses from the disposal of assets, companies and business operations	-176.0	-34.6
Changes in		
inventories	-358.4	-484.3
trade accounts receivable	38.3	-737.1
trade accounts payable	456.7	737.6
employee benefits and other provisions	-232.1	94.4
other assets and liabilities	-22.0	229.7
Cash flow arising from operating activities	4,977.2	5,220.5
Cash flow from the disposal of property, plant and equipment, and intangible assets	64.0	59.3
Capital expenditure on property, plant and equipment, and software	-3,124.4	-2,849.7
Capital expenditure on intangible assets from development projects and miscellaneous	-161.0	-101.4
Cash flow from the disposal of companies and business operations	13.1	20.4
Acquisition of companies and business operations	-417.9	-596.3
Cash flow arising from investing activities	-3,626.2	-3,467.7
Cash flow before financing activities (free cash flow)	1,351.0	1,752.8
Net cash change in short-term indebtedness	453.7	-879.0
Cash change in long-term indebtedness	13.9	-117.8
Other cash changes	23.7	14.1
Successive purchases	-19.2	-0.7
Dividends paid	-900.0	-850.0
Dividends paid to and cash changes from equity transactions with non-controlling interests	-45.4	-46.5
Cash and cash equivalents arising from the first-time consolidation of subsidiaries	2.0	0.7
Cash flow arising from financing activities	-471.3	-1,879.2
Change in cash and cash equivalents	879.7	-126.4
Cash and cash equivalents as at January 1	1,881.5	2,107.0
Effect of exchange-rate changes on cash and cash equivalents	0.2	-99.1
Cash and cash equivalents as at December 31	2,761.4	1,881.5

Note: IFRS 9 and IFRS 15 applied starting 2018.



6) Fact Sheets

FY 2018 Results Reported and Adjusted (€ mn) – by Division

	Chassis & Safety		Interior		Powertrain		Tires		ContiTech		Cons./Corr.		Corporation	
	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018
Sales	9,767.8	9,588.0	9,305.2	9,707.2	7,660.9	7,741.0	11,325.8	11,352.2	6,246.4	6,344.7	-296.6	-328.7	44,009.5	44,404.4
EBIT	897.7	782.5	749.2	988.1	439.9	119.8	2,151.3	1,882.1	442.2	396.2	-118.8	-141.0	4,561.5	4,027.7
in % of sales	9.2%	8.2%	8.1%	10.2%	5.7%	1.5%	19.0%	16.6%	7.1%	6.2%			10.4%	9.1%
Amortization of intangible assets from PPA	0.0	0.0	46.1	51.1	11.9	11.4	19.5	19.3	93.2	91.2	0.0	0.0	170.7	173.0
Total special effects	0.4	2.8	15.7	-155.2	18.1	71.1	-24.0	1.2	3.8	-0.1	0.0	0.0	14.0	-80.2
Total consolidation effects	0.0	-0.4	1.7	15.1	0.0	0.0	0.0	-2.6	0.6	-14.5	0.0	0.0	2.3	-2.4
Total consolidation and special effects	0.4	2.4	17.4	-140.1	18.1	71.1	-24.0	-1.4	4.4	-14.6	0.0	0.0	16.3	-82.6
Adjusted operating result (adj. EBIT)¹	898.1	784.9	812.7	899.1	469.9	202.3	2,146.8	1,900.0	539.8	472.8	-118.8	-141.0	4,748.5	4,118.1
in % of adjusted sales	9.2%	8.2%	8.8%	9.3%	6.1%	2.6%	19.0%	16.8%	8.7%	7.6%			10.8%	9.3%

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

Note: IFRS 9 and IFRS 15 applied starting 2018.

6) Fact Sheets

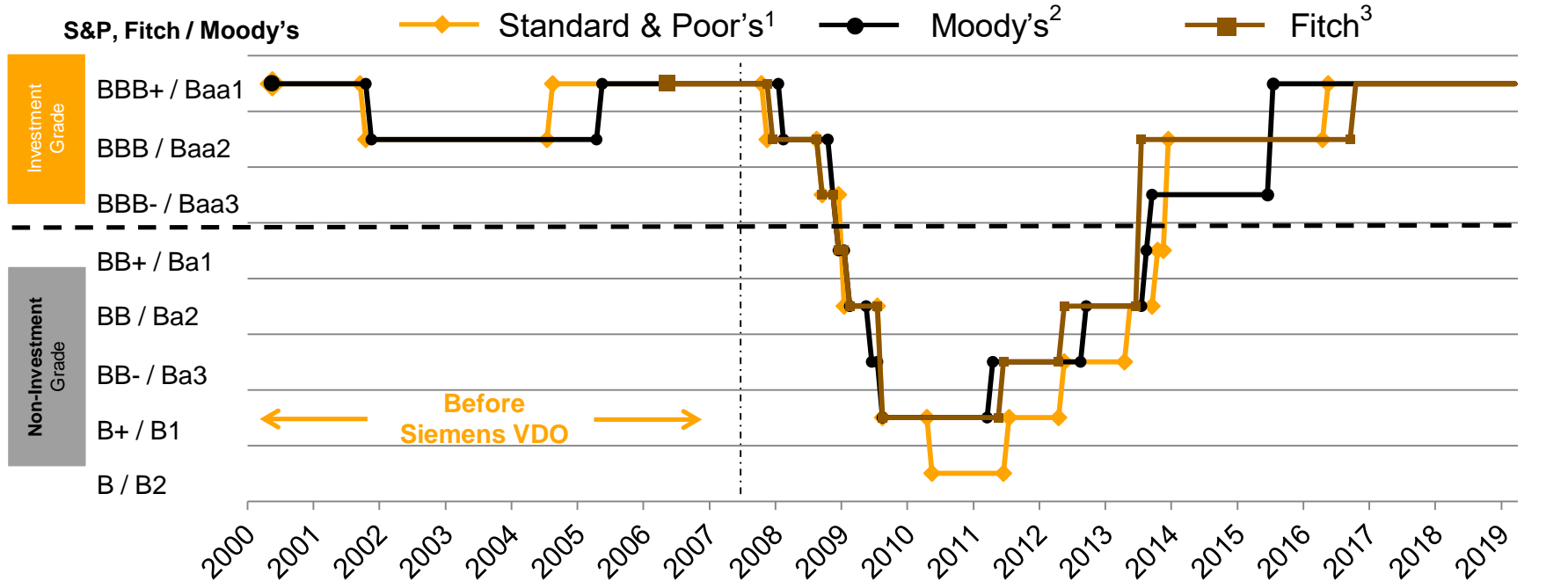
FY 2018 Results Reported and Adjusted (€ mn) – by Group

	Q4 2017/2018								FY 2017/2018							
	Automotive		Rubber		Cons./Corr.		Corporation		Automotive		Rubber		Cons./Corr.		Corporation	
	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018
Sales	6,805.7	6,652.4	4,491.4	4,591.3	-13.2	-13.6	11,283.9	11,230.1	26,565.4	26,855.8	17,494.7	17,603.1	-50.6	-54.5	44,009.5	44,404.4
EBIT in % of sales	555.7 8.2%	444.9 6.7%	724.5 16.1%	636.4 13.9%	-23.6	-43.4	1,256.6 11.1%	1,037.9 9.2%	2,086.8 7.9%	1,890.4 7.0%	2,593.5 14.8%	2,278.3 12.9%	-118.8	-141.0	4,561.5 10.4%	4,027.7 9.1%
Amortization of intangible assets from PPA	14.4	15.7	28.3	29.2	0.0	0.0	42.7	44.9	58.0	62.5	112.7	110.5	0.0	0.0	170.7	173.0
Total special effects	6.0	43.8	4.8	1.2	0.0	0.0	10.8	45.0	34.2	-81.3	-20.2	1.1	0.0	0.0	14.0	-80.2
Total consolidation effects	2.3	0.8	1.0	-2.5	0.0	0.0	3.3	-1.7	1.7	14.7	0.6	-17.1	0.0	0.0	2.3	-2.4
Total consolidation and special effects	8.3	44.6	5.8	-1.3	0.0	0.0	14.1	43.3	35.9	-66.6	-19.6	-16.0	0.0	0.0	16.3	-82.6
Adjusted operating result (adj. EBIT)¹ in % of adjusted sales	578.4 8.5%	505.2 7.6%	758.6 16.9%	664.3 14.6%	-23.6	-43.4	1,313.4 11.7%	1,126.1 10.1%	2,180.7 8.2%	1,886.3 7.0%	2,686.6 15.4%	2,372.8 13.6%	-118.8	-141.0	4,748.5 10.8%	4,118.1 9.3%

¹ Before amortization of intangibles from PPA, consolidation and special effects
Note: IFRS 9 and IFRS 15 applied starting 2018.

6) 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
2018 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
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