



Q1 2020 Results

Hanover – May 7, 2020

Ticker: CON
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Wolfgang Schaefer – CFO

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1 | Current Market Assumptions

Negative Y-o-Y Volume Development and High Uncertainty Due to COVID-19

	Vehicle Production				Replacement Tires			
	Passenger Cars & Light Trucks 		Commercial Vehicles 		Passenger Cars & Light Trucks 		Commercial Vehicles 	
	Q1 2020	Q2e 2020	Q1 2020	Q2e 2020	Q1 2020	Q2e 2020	Q1 2020	Q2e 2020
Europe 	~ -20%	< -50%	~ -25%	< -50%	~ -13%	< -40%	~ 0%	< -30%
North America   	~ -10%	< -60%	~ -25%	< -60%	~ -9%	< -45%	~ 1%	< -15%
China 	~ -50%	< -10%	~ -50%	< -10%	~ -35%	~ 0%	~ -36%	< 0%
Worldwide 	~ -25%	< -40%	~ -30%	< -40%	~ -16%	< -30%	~ -13%	< -20%

Q2e = Q2 estimates.
Sources: IHS, own estimates.

Q1 2020 Results – May 7, 2020
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2 | Our COVID-19 Measures

Overview of Current Situation

Automotive and Powertrain

- › Current production activities
 - › China production levels now >80%
 - › European production rising, now >30%
 - › North America restarts in sync with customer requirements
- › Supply chain
 - › Resilience demonstrated by ramp-ups in China and Europe
 - › Continued focus on supply chain integrity for critical components and regions
- › R&D
 - › No major launch delays at present time
 - › Customer focus on electrification and digitalization remains strong

Rubber

- › **Tires**
 - › China replacement volumes fully recovered to pre-crisis level
 - › European activity picking up; almost all plants restarted and incrementally ramping up
 - › Americas production resuming in line with local regulations
- › **ContiTech**
 - › Global automotive OE utilization <40%
 - › Non-OE utilization currently at >75%, but potential headwinds in industrial fluid and conveyor belts resulting from low oil and raw material prices

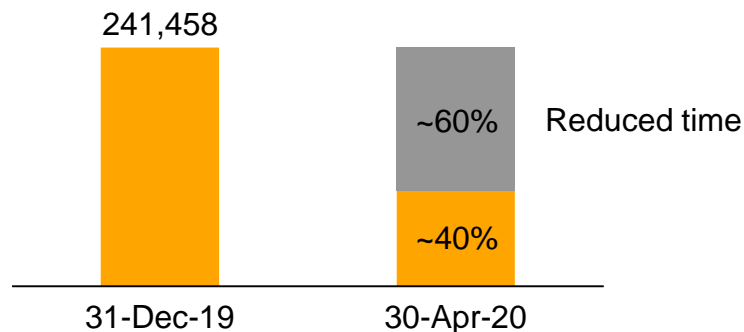
Our Priorities

- › Health and safety of our employees
- › Sustaining solid financial position
 - › Strict focus on cost and cash management
- › Successful ramp-up of supply chain
- › Vitesco Technologies spin-off
 - › Postponement until market conditions and visibility improve
 - › Further preparations balanced with near-term cost & cash discipline
- › Ongoing structural program
 - › Continued implementation of announced measures
 - › Further measures to consider potentially more challenging mid-term market development

2 | Our COVID-19 Measures

Q1 Update

Workforce Management (number of employees)



- › ~60% of employees in reduced time schemes
 - › Short-time work, working time reduction, unpaid leave, suspension of employment
 - › Reduction of time saving accounts, compulsory leave
- › Remain flexible with labor cost agility measures to adapt to changing business requirements

Cost Management

- › Tight cost management in travel, marketing and administration went into effect toward end of March
- › R&D processes and priorities being adapted to reduce costs without affecting customer projects
- › Cost control discipline to be maintained – target at least 5% Y-o-Y reduction in fixed costs for remainder of year

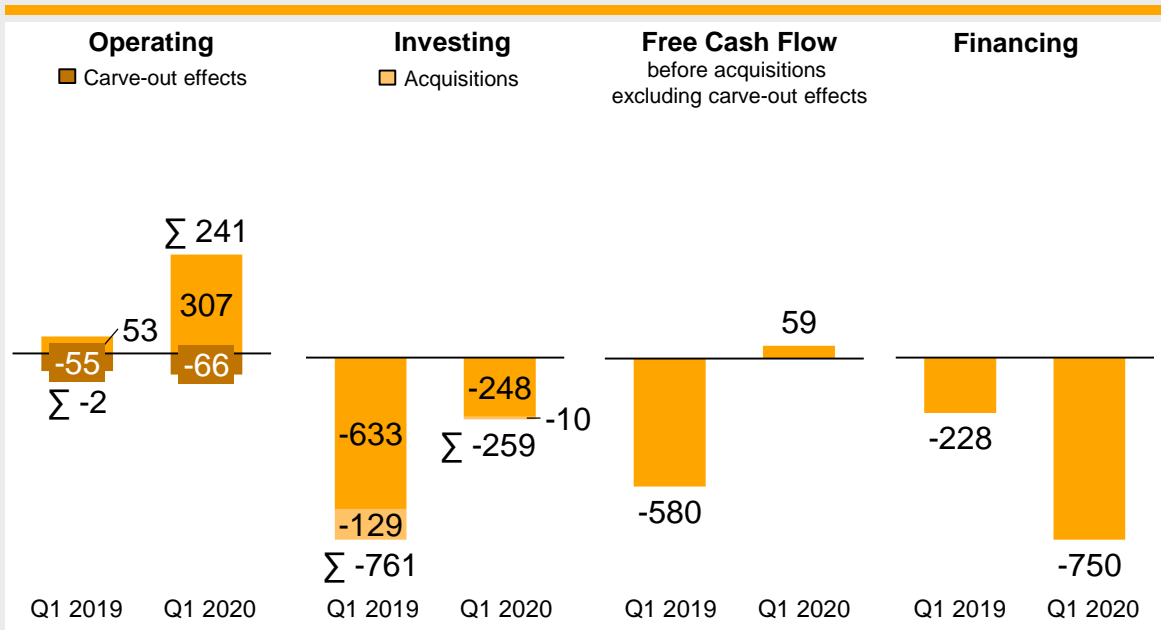
Cash Management

- › Significant Y-o-Y capex reduction in Q1 of -26%
- › Cancellations or temporary postponement of investments wherever possible
 - › Target: capex at least 20% below prior year
- › Active optimization of working capital
 - › Tire inventories managed with production shutdowns
 - › Strict receivables and payables management in Q1
 - › Close alignment of working capital with market developments

3 | Cash Flow and Liquidity

Free Cash Flow More Resilient in Q1/2020 Than in Prior Year

Cash Flow (€ mn)



Operating Cash Flow

- › Lower EBIT counterbalanced by lower outflow for working capital and higher D&A

Investing Cash Flow

- › €225 mn inflow from SAS JV divestment
- › Capex and capitalized R&D both considerably below Q1 2019

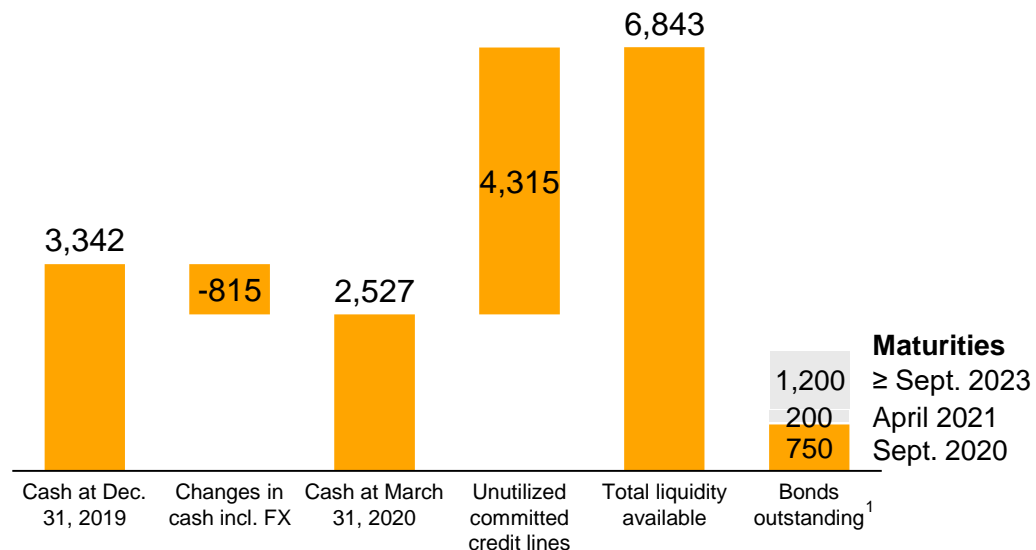
Financing Cash Flow

- › Repayment of €600 mn bond on February 5

3 | Cash Flow and Liquidity

Financial Position Remains Solid

Liquidity (€ mn)



Credit Lines

- › Total unutilized committed credit lines including revolver: €4.3 bn
 - › Includes €4 bn credit facility renewed in Dec. 2019 for 5 years with 27 banks
 - › €365 mn drawn from revolver as at March 31, 2020
- › Credit facilities not subject to financial covenants or rating triggers

Bonds

- › Changes in cash incl. FX includes repayment of €600 mn bond in February
- › No bonds subject to financial covenants or rating triggers

¹ Amounts shown are nominal values

4 | Group Highlights

Most Important KPIs for Q1 2020

	Q1 2019	Q1 2020	Delta	Comments
Sales	€11.0 bn	€9.8 bn	-10.9%	Organic growth -10.9%; FX +€10 mn
Adjusted EBIT ¹	€884 mn	€432 mn	-51.1%	
Adjusted EBIT ¹ margin	8.1%	4.4%	-370 bps	
PPA ²	-€44 mn	-€48 mn		
Special effects	-€16 mn	€51 mn		
Carve-out effects	-€12 mn	-€12 mn		
Restructuring	-	-€44 mn		Structural program: -€25 mn
Other effects	-€4 mn	€107 mn		Gain from sale of SAS JV: €137 mn
NIAT ³	€575 mn	€292 mn		
Free cash flow before acquisitions excluding carve-out effects	-€580 mn	€59 mn	+€638 mn	
Gearing ratio	23%	26%		
Equity ratio	44%	38%		
Trailing ROCE ⁴	15.5%	-2.6%	-1,810 bps	

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

² Amortization of intangibles from PPA

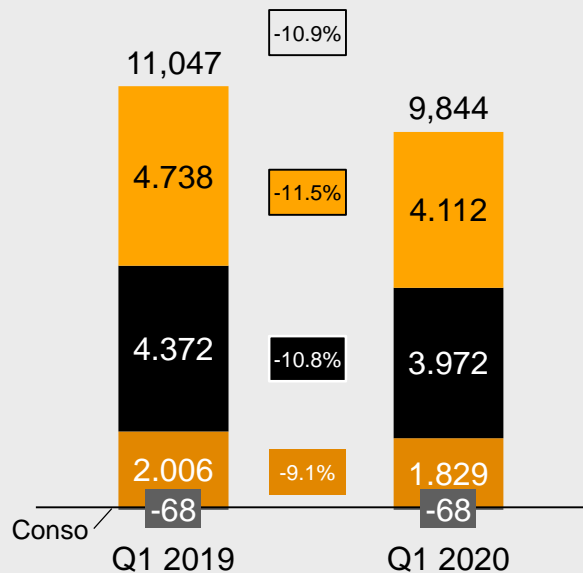
³ Attributable to the shareholders of the parent

⁴ Trailing ROCE is calculated as reported EBIT for the last twelve months (LTM) divided by average operating assets for the LTM

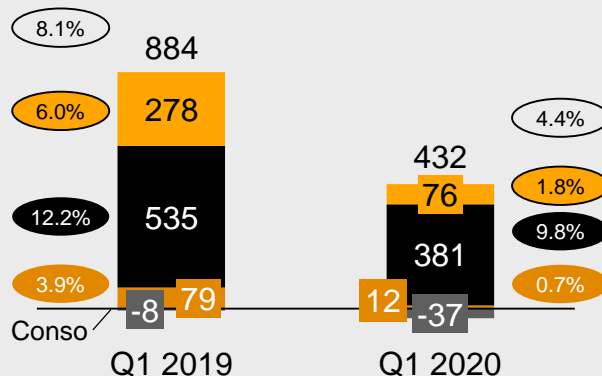
4 | Group Highlights

Q1 2020 – Sales and Earnings Performance

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



Sales

- › Group Y-o-Y sales decline mainly from Asia (-23%) and Germany (-12%)
- › Outperformance
 - › Automotive Technologies: ~1,350 bps
 - › Powertrain Technologies: ~1,600 bps

Adjusted EBIT¹

- › Margins impacted by lower volumes
- › Operating leverage²:
 - › Group: 38%
 - › Automotive Technologies: 39%
 - › Rubber Technologies: 32%
 - › Powertrain Technologies: 38%

■ Automotive Technologies
 ■ Rubber Technologies
 ■ Powertrain Technologies
 | Organic Growth³
 | Adj. EBIT Margin¹

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

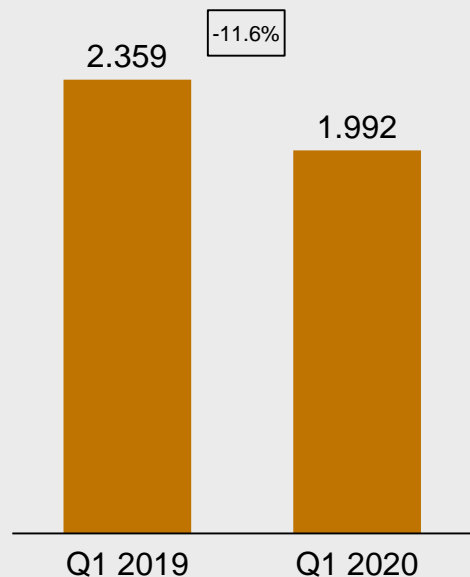
² Operating Leverage: Delta adjusted EBIT / delta adjusted sales

³ Before changes in the scope of consolidation and exchange-rate effects

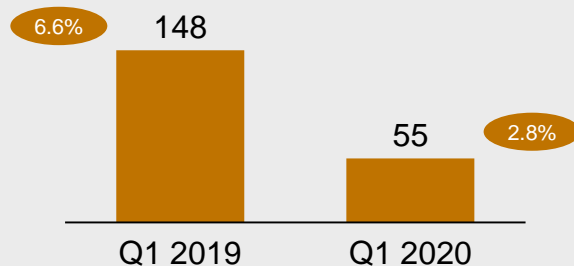
5 | Automotive Technologies

Q1 2020 – Autonomous Mobility and Safety

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



□ Organic Growth³ | ● Adj. EBIT Margin¹

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

² Operating Leverage: Delta adjusted EBIT / delta adjusted sales

³ Before changes in the scope of consolidation and exchange-rate effects

Sales

- › Deconsolidation effect of -€124 mn on reported sales from Chinese HBS joint venture
- › Most significant demand impacts in China and Europe
- › Solid volume growth in ADAS for radar sensors

Adjusted EBIT¹

- › Operating leverage²: 38%
- › Margin impacted by lower volumes and higher D&A expenses

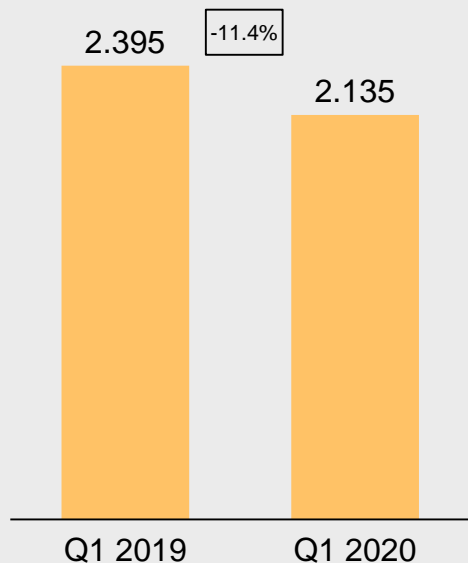
Order Intake: €1.2 bn

- › Delayed sourcing decisions from customers
- › Biggest orders related to electronics for active and passive safety applications

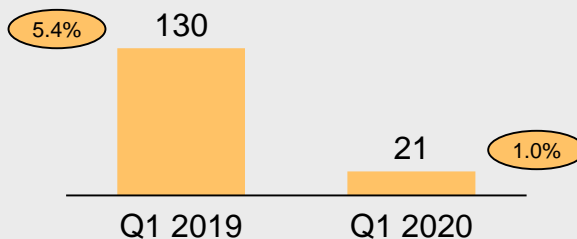
5 | Automotive Technologies

Q1 2020 – Vehicle Networking and Information

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



□ Organic Growth³ | ○ Adj. EBIT Margin¹

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

² Operating Leverage: Delta adjusted EBIT / delta adjusted sales

³ Before changes in the scope of consolidation and exchange-rate effects

Sales

- › Negative volume development across all business units
- › Most significant demand impacts in China

Adjusted EBIT¹

- › Operating leverage²: 40%
- › Margin affected by lower volumes, higher D&A and higher R&D
- › Negative FX effects derived from electronics purchasing

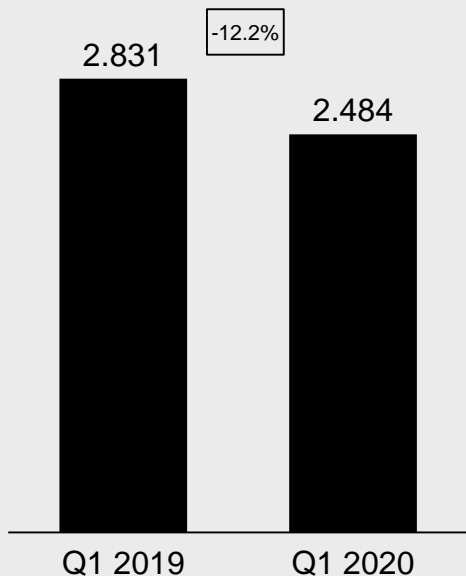
Order Intake: €2.7 bn

- › Total orders of >€1bn from multiple OEs for connectivity systems solutions

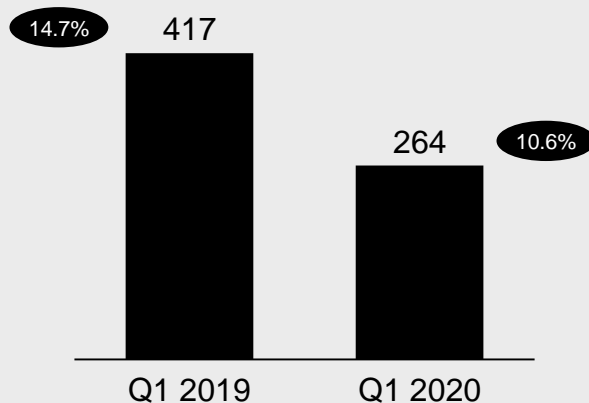
6 | Rubber Technologies

Q1 2020 – Tires

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



□ Organic Growth³ | ● Adj. EBIT Margin¹

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

² Operating Leverage: Delta adjusted EBIT / delta adjusted sales

³ Before changes in the scope of consolidation and exchange-rate effects

Sales

- › Volume: -11.7%
 - › Double-digit decreases in all product areas
- › Price/mix: -0.5%
 - › Positive mix could not compensate negative pricing effect, primarily related to OE

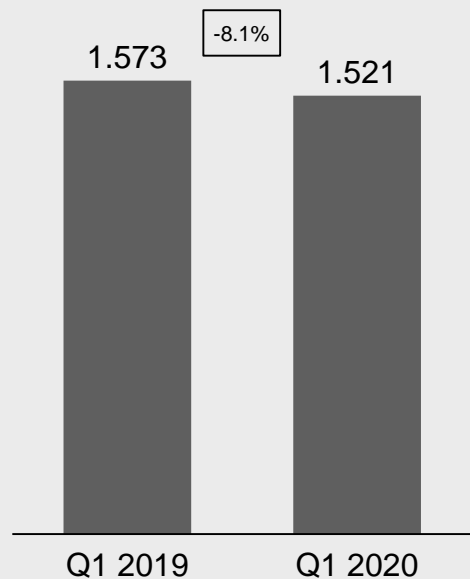
Adjusted EBIT¹

- › Operating leverage²: 44%
- › Margin decline resulted from lower volumes and higher D&A
- › Slight raw material tailwind partially offset by inventory valuation effects
- › Underutilization and ramp-down costs in March; cost burden associated with ramp-ups expected in Q2

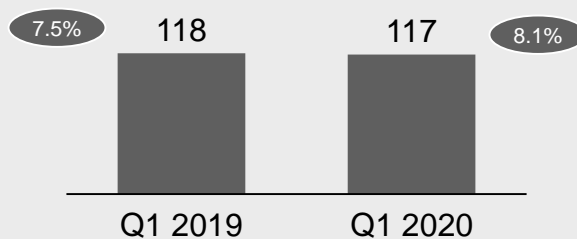
6 | Rubber Technologies

Q1 2020 – ContiTech

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



□ Organic Growth³ | ● Adj. EBIT Margin¹

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

² Operating Leverage: Delta adjusted EBIT / delta adjusted sales

³ Before changes in the scope of consolidation and exchange-rate effects

Sales

- › OE business declined organically by 12%, while industrial and aftermarket down organically by only 4%
- › €84 mn consolidation effect includes Cooper AVS and Merlett acquisitions

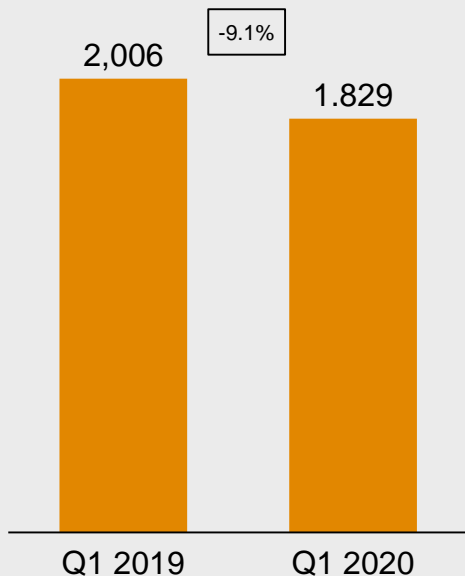
Adjusted EBIT¹

- › Operating leverage²: 1%
- › Volume declines more than compensated by margin enhancement measures
- › Further planned measures in implementation

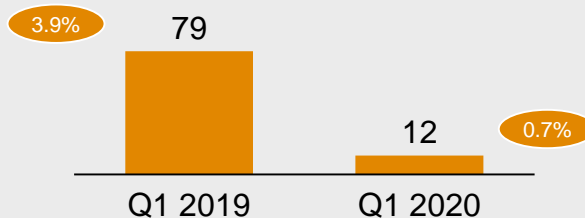
7 | Powertrain Technologies

Q1 2020 – Powertrain

Sales (€ mn)



Adjusted EBIT¹ (€ mn)



□ Organic Growth³ | ● Adj. EBIT Margin¹

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

² Operating Leverage: Delta adjusted EBIT / delta adjusted sales

³ Before changes in the scope of consolidation and exchange-rate effects

⁴ Former business unit Hybrid and Electric Vehicle

Sales

- › Decline mainly driven by ECUs and hydraulic and mechanical components
- › Stable demand for emission control systems
- › Robust growth in Electrification Technology⁴; sales of €95 mn vs. €60 mn in Q1 2019

Adjusted EBIT¹

- › Operating leverage²: 38%
- › Volume decline partially mitigated by cost savings, especially labor costs
- › Margin ex. Electrification Technology⁴ of 5.8%

Order Intake: €1.0 bn

- › Experiencing delayed sourcing decisions for sizable electronics and electrification projects
- › Healthy order book growth for emissions control systems, including EMICAT®

8 | Summary

Review Q1 2020

- › Group Y-o-Y organic growth of -10.9%
 - › Automotive outperformance: ~1,350 bps
 - › Powertrain outperformance: ~1,600 bps
- › Group operating leverage: 38%
- › Mitigation measures put in place
 - › Substantial portion of workforce in reduced time
 - › Cost reduction actions
 - › Temporary measures to postpone investments
 - › Working capital optimization

Our Priorities

- › Health and safety of our employees
- › Sustain solid financial position
 - › Strict cost reduction discipline to be maintained for foreseeable future
 - › Remain flexible with labor cost measures
 - › Target: at least 5% Y-o-Y reduction in fixed costs for remainder of year
 - › Target: capex at least 20% below prior year
- › Successful ramp-up of supply chain
- › Vitesco Technologies spin-off
 - › Postponement until market conditions and visibility improve
 - › Further preparations balanced with near-term cost & cash discipline
- › Ongoing structural program
 - › Continued implementation of announced measures
 - › Further measures to consider potentially more challenging mid-term market development

Thank you!



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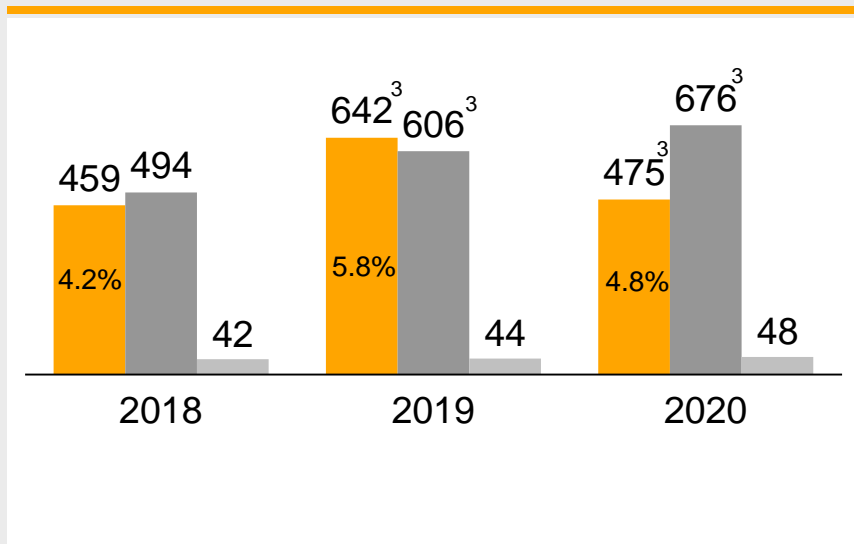
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Back-up

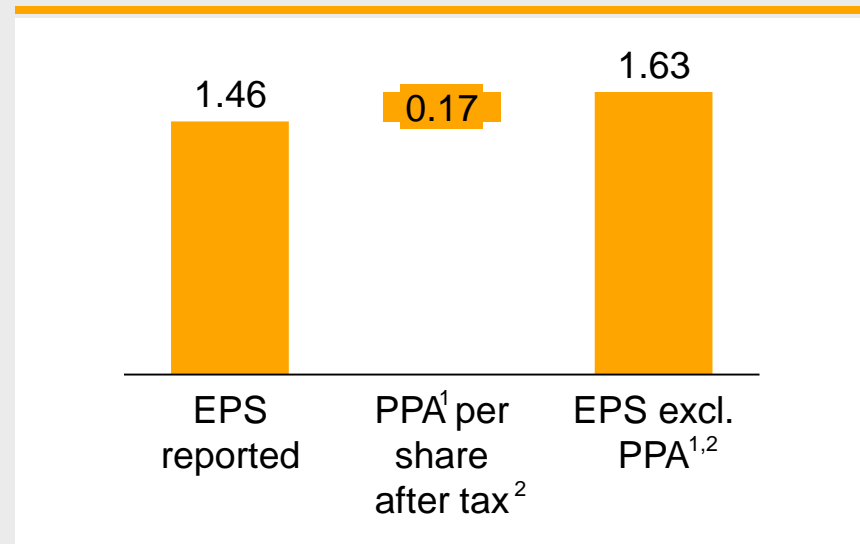
Back-up

Capex, Depreciation and Earnings per Share – Breakdown for Q1 2020

Capex, Depreciation and PPA¹ (€ mn)



EPS excl. PPA^{1,2} (€)



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

¹ Amortization of intangibles from PPA

² Assuming corporate tax rate of 28%

³ Including effects from IFRS 16

Q1 2020 Results – May 7, 2020

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Back-up Bond Data⁵

Issuer	Continental AG				
Issue	Senior Notes				
Principal amount	€750 mn	€200 mn	€500 mn	€100 mn	€600 mn
Offering price	99.228%	100.1524%	99.804%	100%	99.802%
Rating at issue date	Ba1 (Moody's) BB (S&P) BBB (Fitch ¹)	Baa1 (Moody's) BBB+ (Fitch)	Baa1 (Moody's) BBB+ (Fitch)	Baa1 (Moody's) BBB+ (Fitch)	Baa1 (Moody's) BBB+ (Fitch)
Current rating (group)	BBB (S&P²), BBB (Fitch³), Baa2 (Moody's⁴)				
Coupon	3.125% p.a.	Floating quarterly EURIBOR +0.50%	0.0% p.a.	0.231% p.a.	0.375% p.a.
Issue date	Sept. 9, 2013	Oct. 11, 2019	Sept. 12, 2019	Oct. 16, 2019	Sept. 27, 2019
Maturity	Sept. 9, 2020	Apr. 11, 2021	Sept. 12, 2023	Oct. 16, 2024	June 27, 2025
Interest payment	Annual Sept. 9	Quarterly First on Jan. 13	Not applicable	Annual Oct. 16	Annual June 27
WKN	A1X3B7	A255C0	A2YPE5	A255C1	A2YPAE
ISIN	XS0969344083	XS2063572825	XS2051667181	XS2066366290	XS2056430874
Denomination	€1,000 with minimum tradable amount €1,000	€100,000 with increments of €100,000 thereafter	€1,000 with minimum tradable amount €1,000	€100,000 with increments of €100,000 thereafter	€1,000 with minimum tradable amount €1,000

¹ Non-contracted rating at issue date

² Contracted rating since May 19, 2000

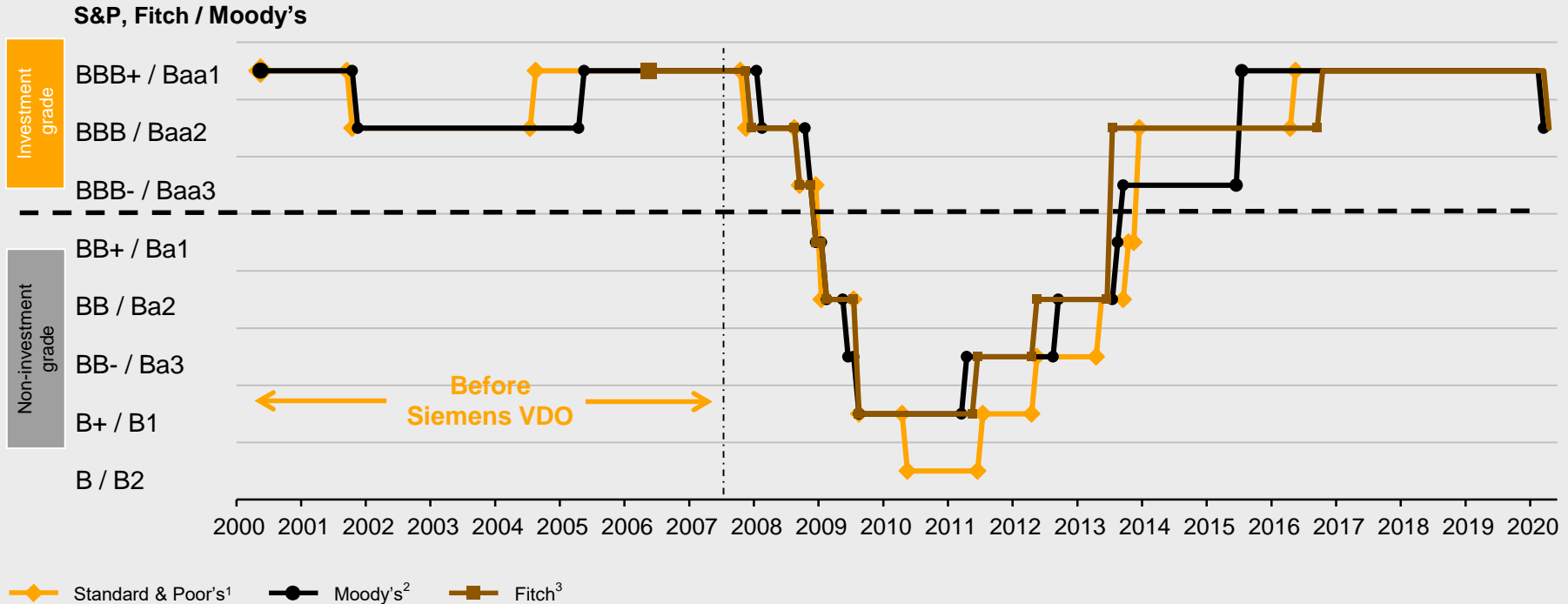
³ Contracted rating since November 7, 2013

⁴ Contracted rating since January 1, 2019

⁵ Publicly traded

Back-up

Continental's Credit Rating



¹ Contracted rating since May 19, 2000

² Contracted rating since January 1, 2019

³ Contracted rating since November 7, 2013

Fact Sheets

2019 – Q1 2020

Fact Sheets

Sales and Adjusted EBIT¹ by Quarter

Sales

Sales (€ mn)	2019					2020				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	2,359.0	2,384.0	2,289.8	2,348.8	9,381.6	1,991.5				
Vehicle Networking and Information	2,395.2	2,474.7	2,408.5	2,317.1	9,595.5	2,134.5				
Tires	2,830.5	2,871.0	2,990.1	3,036.4	11,728.0	2,483.5				
ContiTech	1,572.9	1,677.1	1,598.3	1,553.2	6,401.5	1,520.9				
Powertrain	2,005.6	1,961.4	1,925.8	1,909.5	7,802.3	1,829.0				
Other / Consolidation	-116.5	-104.2	-109.1	-100.7	-430.5	-115.4				
Continental Corporation	11,046.7	11,264.0	11,103.4	11,064.3	44,478.4	9,844.0				

Changes Y-o-Y in %	2019					2020				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	-6.1	-2.9	1.9	-1.1	-2.2	-15.6				
Vehicle Networking and Information	-0.3	-2.5	2.4	-4.0	-1.2	-10.9				
Tires	7.4	2.5	4.8	-0.9	3.3	-12.3				
ContiTech	-1.8	2.9	2.6	-0.1	0.9	-3.3				
Powertrain	3.1	-3.2	3.9	-0.4	0.8	-8.8				
Continental Corporation	0.3	-1.0	2.9	-1.5	0.2	-10.9				

Adjusted EBIT¹

Adj. EBIT ¹ (€ mn)	2019					2020				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	148.2					55.0				
Vehicle Networking and Information	129.7					21.3				
Tires	416.5					264.2				
ContiTech	118.0					116.8				
Powertrain	78.9					11.9				
Other / Consolidation	-7.7					-37.3				
Continental Corporation	883.6					431.9				

Adj. EBIT ¹ margin in %	2019					2020				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	6.6					2.8				
Vehicle Networking and Information	5.4					1.0				
Tires	14.7					10.6				
ContiTech	7.5					8.1				
Powertrain	3.9					0.7				
Continental Corporation	8.1					4.4				

Changes Y-o-Y in %	2020				
	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	-62.9				
Vehicle Networking and Information	-83.6				
Tires	-36.6				
ContiTech	-1.0				
Powertrain	-84.9				
Continental Corporation	-51.1				

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

Fact Sheets

EBITDA and EBIT by Quarter

EBITDA

(€ mn)	2019					2020				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	270.0	292.7	260.4	322.2	1,145.3	151.9				
Vehicle Networking and Information	235.4	269.7	32.4	44.9	582.4	276.3				
Tires	610.0	597.8	613.8	676.1	2,497.7	471.6				
ContiTech	178.8	152.9	184.3	154.5	670.5	179.4				
Powertrain	186.0	185.4	-10.7	-168.2	192.5	116.5				
Other / Consolidation	-6.5	-41.6	-30.8	-32.3	-111.2	-35.1				
Continental Corporation	1,473.7	1,456.9	1,049.4	997.2	4,977.2	1,160.6				

Margin in %	2019					2020				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	11.4	12.3	11.4	13.7	12.2	7.6				
Vehicle Networking and Information	9.8	10.9	1.3	1.9	6.1	12.9				
Tires	21.6	20.8	20.5	22.3	21.3	19.0				
ContiTech	11.4	9.1	11.5	9.9	10.5	11.8				
Powertrain	9.3	9.5	-0.6	-8.8	2.5	6.4				
Continental Corporation	13.3	12.9	9.5	9.0	11.2	11.8				

Changes Y-o-Y in %	2019					2020				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Autonomous Mobility and Safety	-24.3	-9.8	18.5	3.2	-5.6	-43.7				
Vehicle Networking and Information	-16.9	-13.6	-92.7	-87.2	-58.1	17.4				
Tires	11.8	-7.3	1.7	-3.5	0.1	-22.7				
ContiTech	-8.7	-18.0	25.7	-10.4	-4.4	0.3				
Powertrain	-10.3	-15.4	-134.9	-243.3	-66.5	-37.4				
Continental Corporation	-5.2	-12.1	-25.7	-38.1	-20.2	-21.2				

EBIT

2019					2020				
Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
147.2	164.4	-590.9	159.0	-120.3	12.4				
112.9	111.8	-1,465.8	-84.2	-1,325.3	139.6				
414.0	398.2	391.4	448.0	1,651.6	256.6				
96.0	64.8	95.8	49.3	305.9	89.8				
60.9	56.3	-367.8	-411.5	-662.1	-22.9				
-7.7	-42.2	-33.2	-35.0	-118.1	-39.0				
823.3	753.3	-1,970.5	125.6	-268.3	436.5				

2019					2020				
Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
6.2	6.9	-25.8	6.8	-1.3	0.6				
4.7	4.5	-60.9	-3.6	-13.8	6.5				
14.6	13.9	13.1	14.8	14.1	10.3				
6.1	3.9	6.0	3.2	4.8	5.9				
3.0	2.9	-19.1	-21.6	-8.5	-1.3				
7.5	6.7	-17.7	1.1	-0.6	4.4				

2019					2020				
Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
-41.8	-24.7	-634.3	-20.8	-115.4	-91.6				
-38.8	-48.1	-530.2	-134.0	-234.1	23.6				
4.7	-19.3	-13.0	-17.5	-12.2	-38.0				
-21.2	-41.9	38.0	-47.2	-22.8	-6.5				
-38.7	-49.1	322.3	12,759.4	-652.7	-137.6				
-19.2	-32.7	-331.4	-87.9	-106.7	-47.0				

Fact Sheets

Consolidated Statement of Income

(€ mn)	2020 Q1	2019 Q1	2018 Q1
Sales	9,844.0	11,046.7	11,012.7
Cost of sales	-7,583.2	-8,354.6	-8,221.8
Gross margin on sales	2,260.8	2,692.1	2,790.9
Research and development expenses	-1,143.6	-1,082.9	-1,026.5
Selling and logistics expenses	-662.8	-667.3	-608.2
Administrative expenses	-283.0	-291.3	-287.1
Other income	529.4	309.1	286.9
Other expenses	-266.5	-143.1	-152.0
Income from equity-accounted investees	2.2	6.7	15.1
Other income from investments			0.1
Earnings before interest and tax	436.5	823.3	1,019.2
Interest income	26.3	29.6	22.0
Interest expense	-64.6	-70.3	-64.3
Effects from currency translation	-65.3	-4.9	-15.5
Effects from changes in the fair value of derivative instruments, and other	93.8	-7.9	9.5
Financial result	-9.8	-53.5	-48.3
Earnings before tax	426.7	769.8	970.9
Income tax expense	-134.1	-182.4	-219.4
Net income	292.6	587.4	751.5
Non-controlling interests	-0.3	-12.2	-13.9
Net income attributable to the shareholders of the parent	292.3	575.2	737.6
Basic earnings per share (in €)	1.46	2.88	3.69
Diluted earnings per share (in €)	1.46	2.88	3.69

Note: IFRS 16 applied starting 2019

Q1 2020 Results – May 7, 2020
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Fact Sheets

Consolidated Statement of Financial Position – Assets

Assets (€ mn)	March 31, 2020	December 31, 2019	March 31, 2019
Goodwill	5,072.7	5,113.5	7,337.9
Other intangible assets	1,676.2	1,691.8	1,660.2
Property, plant and equipment	14,387.2	14,932.7	14,366.1
Investment property	11.5	11.7	12.0
Investments in equity-accounted investees	382.7	397.7	656.8
Other investments	197.6	197.6	201.7
Deferred tax assets	2,147.9	2,174.4	1,742.7
Defined benefit assets	10.6	7.8	41.2
Long-term contract assets	0.1	0.1	0.1
Long-term derivative instruments and interest-bearing investments	96.9	54.0	33.3
Long-term other financial assets	117.0	114.6	113.5
Long-term other assets	25.5	28.6	27.2
Non-current assets	24,125.9	24,724.5	26,192.7
Inventories	5,167.8	4,694.4	4,895.3
Trade accounts receivable	7,242.3	7,711.6	8,605.6
Short-term contract assets	117.7	89.1	72.7
Short-term other financial assets	114.5	118.5	101.2
Short-term other assets	1,385.9	1,406.7	1,490.3
Income tax receivables	265.5	240.5	254.7
Short-term derivative instruments and interest-bearing investments	197.5	151.5	157.4
Cash and cash equivalents	2,527.1	3,341.8	1,816.6
Assets held for sale	1.2	89.6	—
Current assets	17,019.5	17,843.7	17,393.8
Total assets	41,145.4	42,568.2	43,586.5

Fact Sheets

Consolidated Statement of Financial Position – Total Equity and Liabilities

Equity and liabilities (€ mn)	March 31, 2020	December 31, 2019	March 31, 2019
Subscribed capital	512.0	512.0	512.0
Capital reserves	4,155.6	4,155.6	4,155.6
Retained earnings	13,814.4	13,522.1	16,272.3
Other comprehensive income	-3,419.6	-2,794.4	-2,433.6
Equity attributable to the shareholders of the parent	15,062.4	15,395.3	18,506.3
Non-controlling interests	450.0	480.4	499.6
Total equity	15,512.4	15,875.7	19,005.9
Long-term employee benefits	5,590.9	5,406.3	4,785.5
Deferred tax liabilities	304.7	305.4	383.0
Long-term provisions for other risks and obligations	686.9	666.1	183.0
Long-term indebtedness	3,233.0	3,375.2	2,324.3
Long-term other financial liabilities	31.4	31.7	31.9
Long-term contract liabilities	16.0	16.7	11.2
Long-term other liabilities	17.1	20.0	12.7
Non-current liabilities	9,880.0	9,821.4	7,731.6
Short-term employee benefits	1,605.7	1,368.7	1,735.9
Trade accounts payable	6,652.9	7,111.0	7,186.1
Short-term contract liabilities	257.6	234.9	178.9
Income tax payables	864.2	938.6	894.6
Short-term provisions for other risks and obligations	1,220.7	1,261.6	1,049.0
Short-term indebtedness	3,612.0	4,243.8	3,985.2
Short-term other financial liabilities	871.4	1,046.3	953.2
Short-term other liabilities	668.5	666.2	866.1
Current liabilities	15,753.0	16,871.1	16,849.0
Total equity and liabilities	41,145.4	42,568.2	43,586.5

Fact Sheets

Consolidated Statement of Cash Flows

	January 1 to March 31	
	2020	2019
	(€ mn)	
Net income	292.6	587.4
Income tax expense	134.1	182.4
Financial result	9.8	53.5
EBIT	436.5	823.3
Interest paid	-21.2	-28.7
Interest received	11.2	29.9
Income tax paid	-265.2	-208.7
Dividends received	10.2	0.0
Depreciation, amortization, impairment and reversal of impairment losses	724.1	650.4
Income from equity-accounted investees and other investments, incl. impairment and reversal of impairment losses	-2.2	-6.7
Gains/losses from the disposal of assets, companies and business operations	-144.1	-1.4
Changes in		
inventories	-586.9	-284.3
trade accounts receivable	426.6	-439.7
trade accounts payable	-298.3	-464.9
employee benefits and other provisions	321.9	276.4
other assets and liabilities	-371.7	-347.8
Cash flow arising from operating activities	240.9	-2.2
Cash flow from the disposal of assets	15.2	7.4
Capital expenditure on property, plant and equipment, and software	-436.0	-565.0
Capital expenditure on intangible assets from development projects and miscellaneous	-62.0	-75.0
Cash flow from the disposal of companies and business operations	234.4	0.1
Acquisition of companies and business operations	-10.3	-128.6
Cash flow arising from investing activities	-258.7	-761.1
Cash flow before financing activities (free cash flow)	-17.8	-763.3
Change in indebtedness	-739.6	-227.8
Successive purchases	-2.8	0.0
Dividends paid to and cash changes from equity transactions with non-controlling interests	-8.0	-0.4
Cash and cash equivalents arising from first-time consolidation of subsidiaries	—	0.4
Cash flow arising from financing activities	-750.4	-227.8
Change in cash and cash equivalents	-768.2	-991.1
Cash and cash equivalents at the beginning of the reporting period	3,341.8	2,761.4
Effect of exchange-rate changes on cash and cash equivalents	-46.5	46.3
Cash and cash equivalents at the end of the reporting period	2,527.1	1,816.6

Fact Sheets

Reported and Adjusted Q1 2020 Results (€ mn)

(€ mn)	Autonomous Mobility and Safety		Vehicle Networking and Information		Tires		ContiTech		Powertrain		Cons. / Corr.		Group	
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
Sales	2,359.0	1,991.5	2,395.2	2,134.5	2,830.5	2,483.5	1,572.9	1,520.9	2,005.6	1,829.0	-116.5	-115.4	11,046.7	9,844.0
EBIT	147.2	12.4	112.9	139.6	414.0	256.6	96.0	89.8	60.9	-22.9	-7.7	-39.0	823.3	436.5
Amortization of intangible assets from PPA			14.6	16.6	4.7	4.9	22.0	23.7	2.8	2.6			44.1	47.8
Total special effects	1.7	42.6	1.7	-134.1	-2.2	2.3		4.0	15.2	32.2		1.7	16.4	-51.3
Total consolidation effects	-0.7		0.5	-0.8		0.4		-0.7					-0.2	-1.1
Total consolidation & special effects	1.0	42.6	2.2	-134.9	-2.2	2.7		3.3	15.2	32.2		1.7	16.2	-52.4
Adjusted operating result (adj. EBIT) ¹	148.2	55.0	129.7	21.3	416.5	264.2	118.0	116.8	78.9	11.9	-7.7	-37.3	883.6	431.9
in % of adjusted sales	6.6%	2.8%	5.4%	1.0%	14.7%	10.6%	7.5%	8.1%	3.9%	0.7%			8.1%	4.4%

(€ mn)	Automotive Technologies		Rubber Technologies		Powertrain Technologies		Cons. / Corr.		Group	
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
Sales	4,737.8	4,111.7	4,371.6	3,971.7	2,005.6	1,829.0	-68.3	-68.4	11,046.7	9,844.0
EBIT	260.1	151.2	510.0	346.4	60.9	-22.9	-7.7	-38.2	823.3	436.5
Amortization of intangible assets from PPA	14.6	16.6	26.7	28.6	2.8	2.6			44.1	47.8
Total special effects	3.4	-91.5	-2.2	6.3	15.2	32.2		1.7	16.4	-51.3
Total consolidation effects	-0.2	-0.8		-0.3					-0.2	-1.1
Total consolidation & special effects	3.2	-92.3	-2.2	6.0	15.2	32.2		1.7	16.2	-52.4
Adjusted operating result (adj. EBIT) ¹	277.9	75.5	534.5	381.0	78.9	11.9	-7.7	-36.5	883.6	431.9
in % of adjusted sales	6.0%	1.8%	12.2%	9.8%	3.9%	0.7%			8.1%	4.4%

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

References

Useful Links

Continental Investor Relations website	www.continental-ir.com
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Financial Calendar

2020

Annual Financial Press Conference	March 5, 2020
Q1 Financial Report	May 7, 2020
Annual Shareholders' Meeting (virtual)	July 14, 2020
Half-Year Financial Report	August 5, 2020
Nine-Month Financial Report	November 11, 2020

2021

Annual Financial Press Conference	March 2021
Annual Shareholders' Meeting (incl. key data for Q1 2021)	April 29, 2021
Q1 Financial Report	May 2021
Half-Year Financial Report	August 2021
Nine-Month Financial Report	November 2021

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