



## Q1 2017 Results

### Hanover – May 9, 2017

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

Wolfgang Schaefer – CFO

# AGENDA

<b>1</b>	<b>Corporation Highlights</b>	<b>3</b>
<b>2</b>	<b>Automotive Group</b>	<b>11</b>
<b>3</b>	<b>Rubber Group</b>	<b>13</b>
<b>4</b>	<b>Indebtedness and Cash Flow</b>	<b>16</b>
<b>5</b>	<b>Outlook 2017</b>	<b>19</b>
<b>6</b>	<b>Back-up &amp; Fact Sheets 2015 – Q1 2017</b>	<b>29</b>

# 1) Corporation Highlights

## Most Important KPIs for Q1 2017

- › **Sales up by 12% to €11 bn**; organic sales growth at 10%; FX positive at €96 mn
- › **Adj. EBIT<sup>1</sup> up by 7% to €1.2 bn**; adj. EBIT<sup>1</sup> margin at 10.7% (PPA<sup>2</sup> -€41 mn and special effects +€12 mn)
- › **NIAT<sup>3</sup> amounted to €750 mn, up by 2%** as net interest result was mainly negatively impacted by FX as forecast
- › **Free cash flow amounted to €133 mn** including €231 mn cash outflow for acquisitions (mainly for Hornschuch); **free cash flow before acquisitions amounted to €364 mn**
- › **Gearing ratio at 18%; equity ratio improved to 42%**
- › Value creation: **trailing ROCE<sup>4</sup> sustained at 20%**
- › **Other topics:**
  - › €750 mn bond with a coupon of 2.5% p.a. redeemed at maturity on March 20, 2017
  - › Order intake in the Automotive Group increased to more than €9.5 bn in Q1 2017

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

<sup>2</sup> Amortization of intangibles from PPA

<sup>3</sup> Attributable to the shareholders of the parent

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

# 1) Corporation Highlights

## Divisional Highlights for Q1 2017

### Automotive Group

- › **Chassis & Safety:** 9.6% adj. EBIT<sup>1</sup> margin (PY: 9.7%); organic sales up by 12.5%; ADAS unit sales up by 40%; more than **34 mn camera, lidar and radar sensors** sold since 2014
- › **Powertrain:** 6.3% adj. EBIT<sup>1</sup> margin (PY: 4.0%); organic sales up by 9.5% driven by strong growth in engine ECUs and injector business; operating leverage<sup>2</sup> at 29%, displaying solid capacity utilization
- › **Interior:** 8.9% adj. EBIT<sup>1</sup> margin (PY: 8.4%); organic sales increased by 11.9% on strong growth in business units Body & Security and Instrumentation & Driver HMI
- › **Automotive Group:** Organic sales increased by 11.3%, exceeding worldwide car production by >6%-points; second quarter sales continue to trend strong; adj. EBIT<sup>1</sup> margin increased by 80 bps to 8.4% in a usually slow quarter; **order intake** in the Automotive Group increased to more than €9.5 bn

### Rubber Group

- › **Tires:** adj. EBIT<sup>1</sup> down by 9% as guided; *volume* growth amounted to 5%; *FX* contributed 1.5%; *price/mix* was +1%; organic sales up by 6.3%  
**Tire markets:** PC & LT tire replacement demand in Europe and North America up by 6% and 2% respectively
- › **ContiTech:** adj. EBIT<sup>1</sup> margin stayed at 9.6%; organic sales up by 7.6%; ContiTech suffered about €9 mn from first time consolidation of Hornschuch (PPA<sup>3</sup> and step-up effects) of which PPA<sup>3</sup> amounts to €1.7 mn in Q1 2017
- › **Rubber Group:** Organic sales up by 6.9% and adj. EBIT<sup>1</sup> margin down to 15.1% (PY: 17.2%); raw materials had a negative impact of €100 mn in Q1

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

<sup>2</sup> Operating leverage is defined as delta adj. EBIT<sup>1</sup> divided by delta adjusted sales

<sup>3</sup> Amortization of intangibles from PPA

# 1) Corporation Highlights

## Selected Press Clippings Released Until Recently

### Growing Faster with New Mobility Services



[Go to press release](#)

**Continental** und **China Unicom** Smart Connection Technology sign a strategic joint venture contract. The New Joint Venture will establish and operate a world class **Intelligent Transportation Systems (ITS) solution** provider to satisfy the increasing market demands of China.

### Continental Uses Road Condition Detection for Active Driving Safety

Wet and icy road conditions are frequent causes of accidents. Even experienced drivers can misjudge how well the tires are gripping the road. The international technology company **Continental** is developing a new solution called **Road Condition Observer** in response to this threat.



[Go to press release](#)

### New Continental Control Unit is Control Center in All Mercedes E-Class



[Go to press release](#)

**Whether it's a gasoline vehicle, diesel vehicle, or a plug-in hybrid:** in all models of the new Mercedes E-Class, **the central powertrain controller (CPC)** from Continental acts as a gateway in taking on the role of the drive's electronic control center.



[Go to press release](#)

### Continental to equip Cat Off-Highway-Trucks

**Continental** and **Caterpillar Inc.** have signed an agreement to equip Cat Off-Highway-Trucks (model series 770 to 775) with Continental RDT-Master tires in sizes 18.00R33, 21.00R33 and 24.00R35.

### ContiTech Presents Digital Solutions for the Conveyor Industry

International technology company ContiTech is expanding its portfolio of industrial applications for the **conveyor belt** industry. Alongside conveyor belts, the company is working hard on smart systems and expanding its range of services.



[Go to press release](#)

### Continental Gestures to a Safer Future

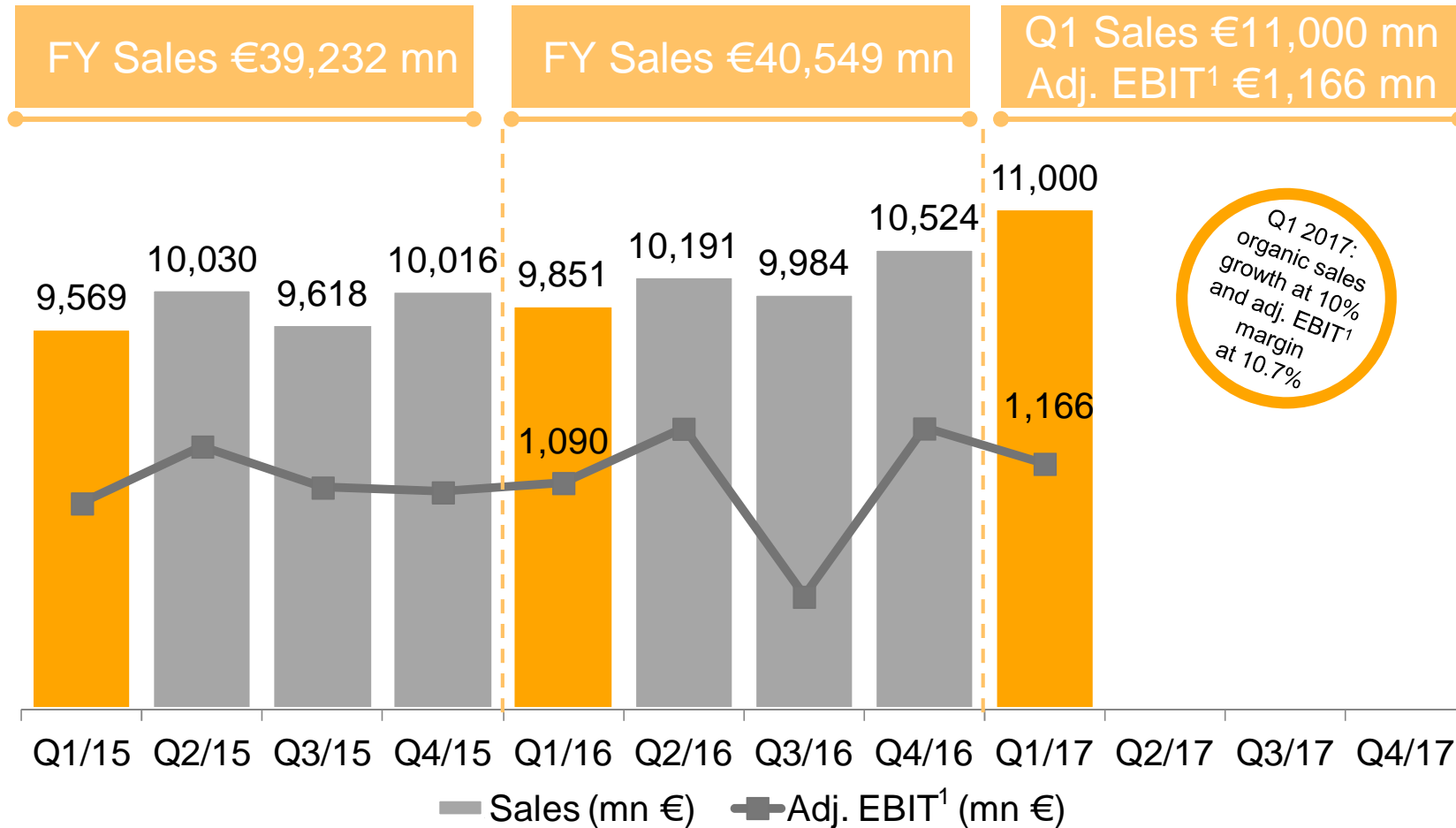
To improve **non-verbal communication** between drivers and their vehicles, the international technology company Continental has devised a range of **user-friendly touch gestures** for the cockpit. Drivers can draw specific, defined symbols on the input display to instantly trigger a diverse array of functions and features for rapid access.



[Go to press release](#)

# 1) Corporation Highlights

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



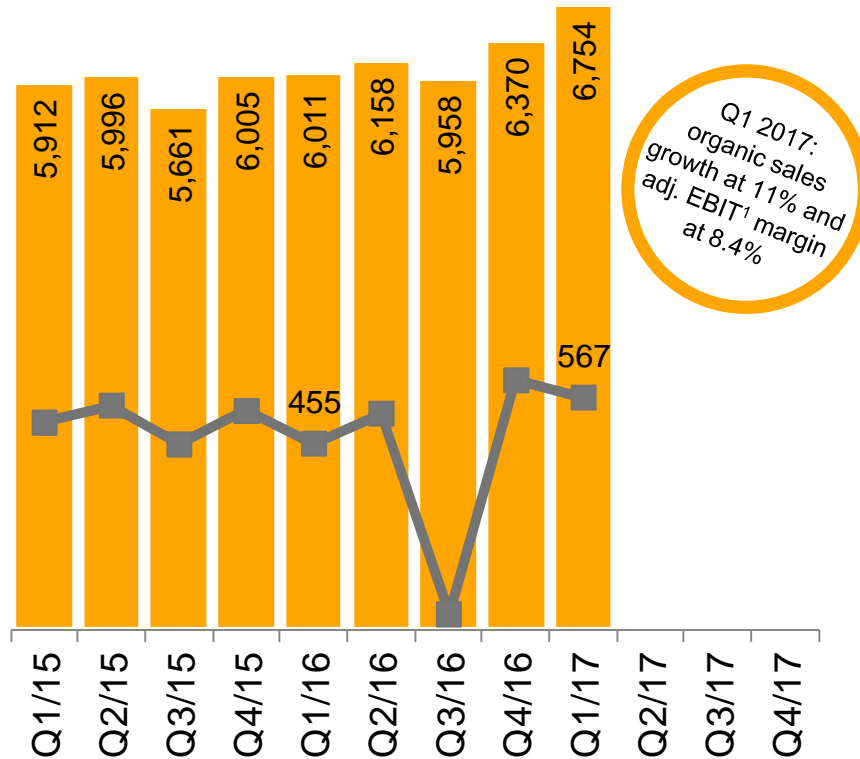
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

# 1) Corporation Highlights

## Automotive Group and Rubber Group by Quarter

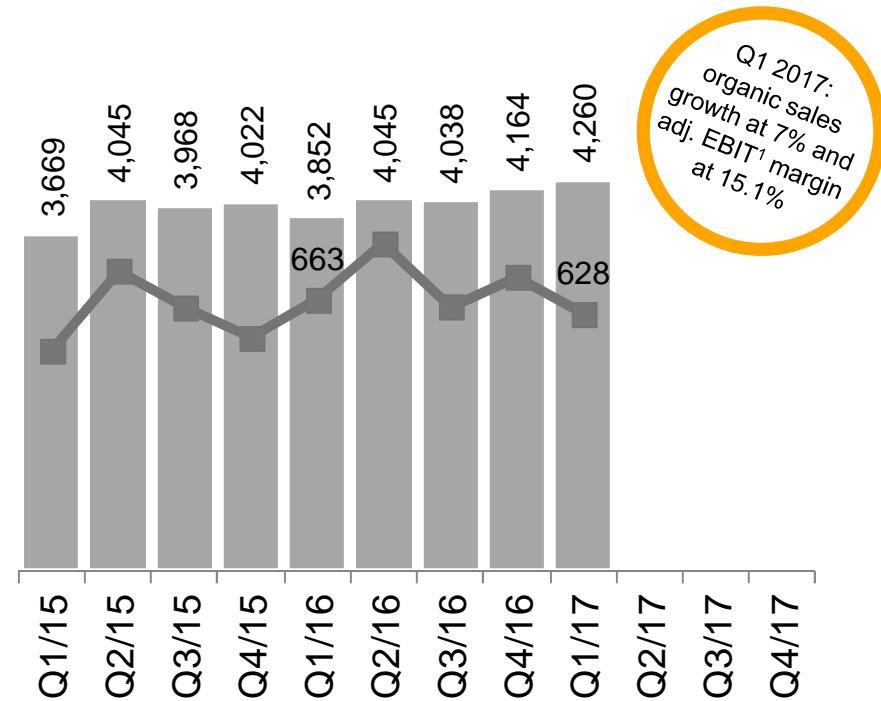
### Automotive Group

— Sales (mn €) —■ Adj. EBIT<sup>1</sup> (mn €)



### Rubber Group

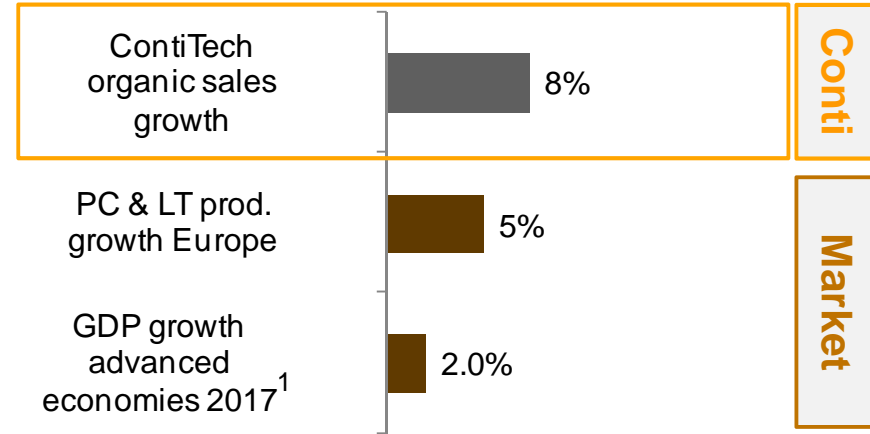
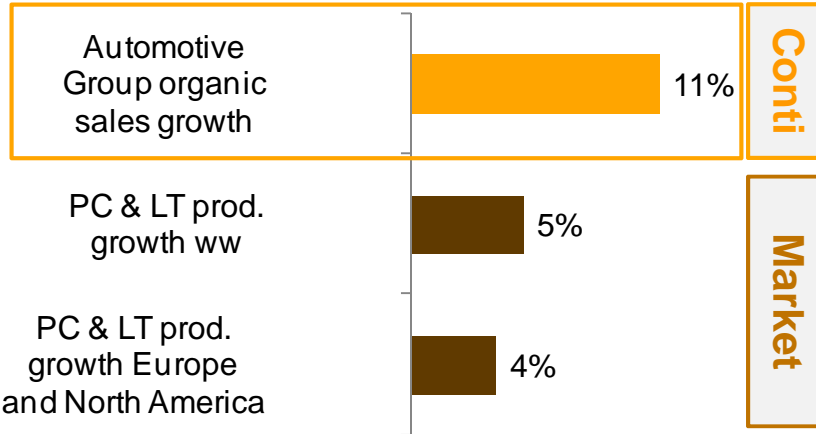
— Sales (mn €) —■ Adj. EBIT<sup>1</sup> (mn €)



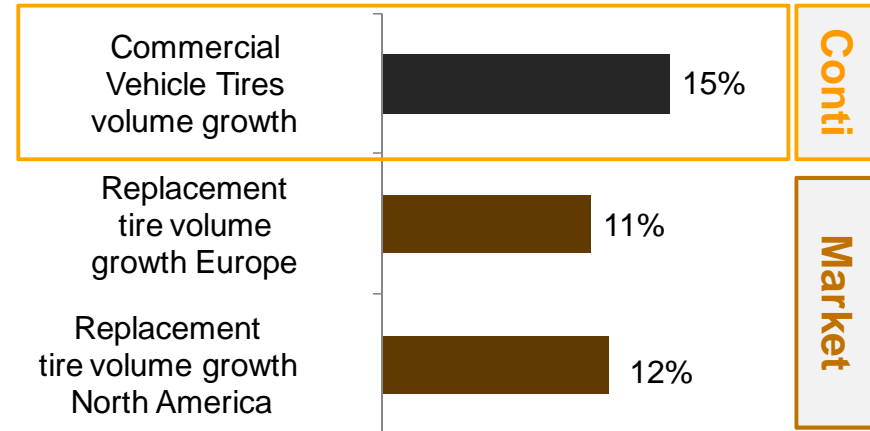
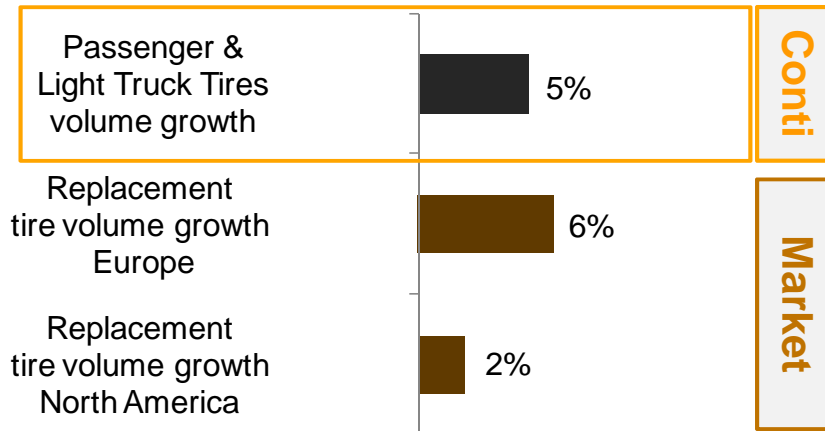
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

# 1) Corporation Highlights

## Growth Profile of the Corporation Q1 2017



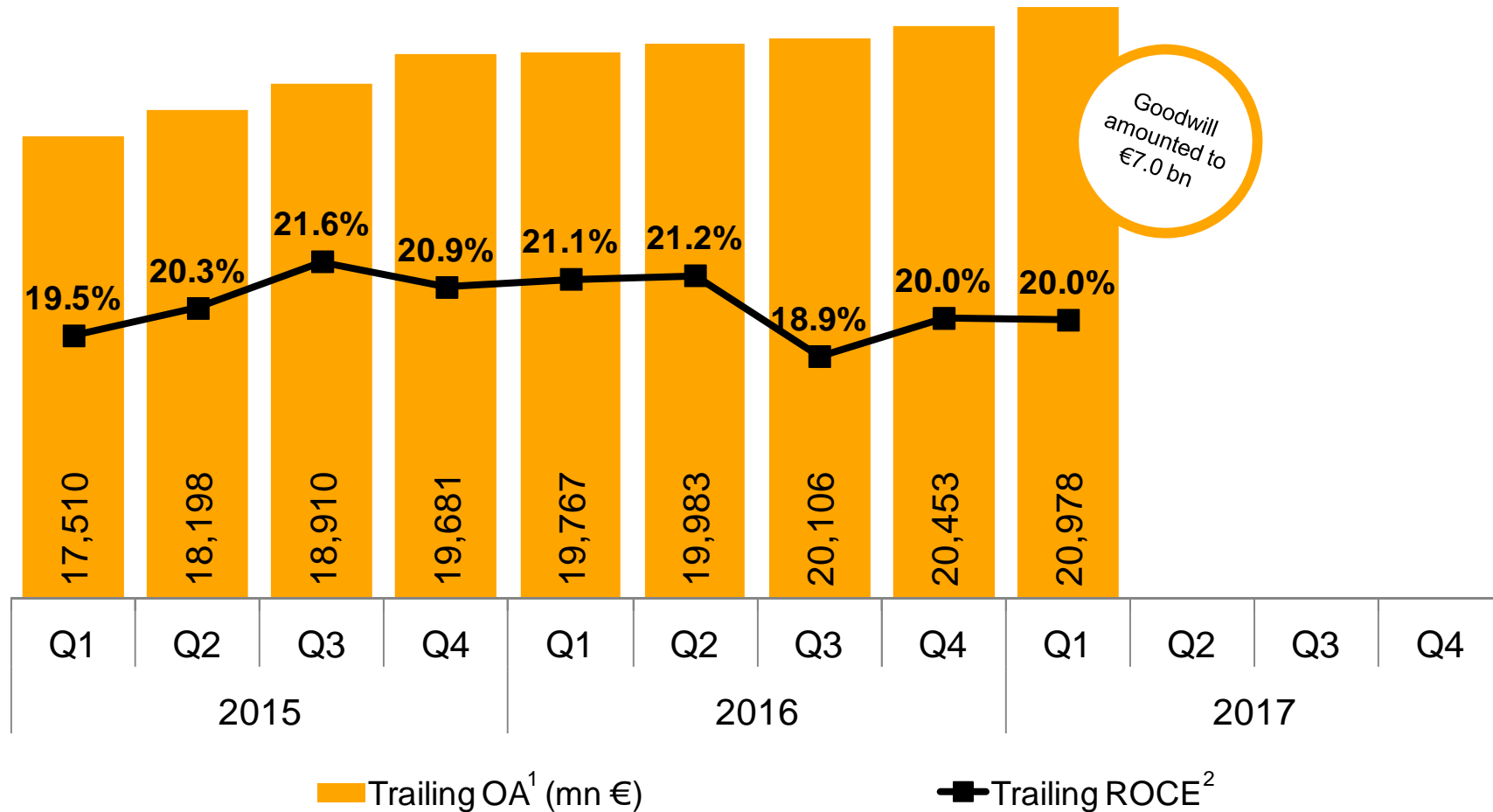
<sup>1</sup> According to IMF definition (WEO Update April 2017)





# 1) Corporation Highlights

## Sustainable Value Creation



<sup>1</sup> Trailing operating assets are calculated as assets for the last twelve months (LTM)

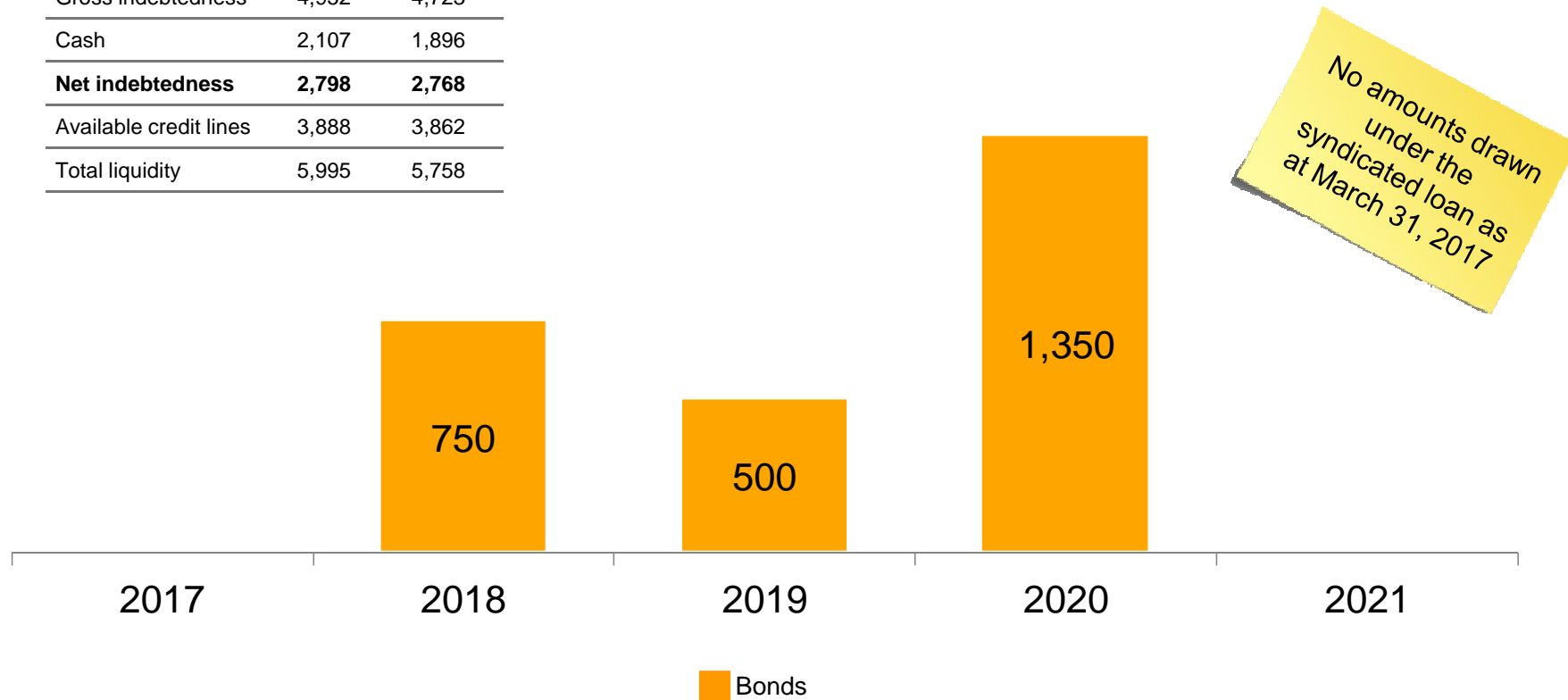
<sup>2</sup> Trailing ROCE is calculated as reported EBIT for the last twelve months (LTM) divided by trailing operating assets

# 1) Corporation Highlights

## Maturities for Bonds<sup>1</sup> (mn €)

As at March 31, 2017

(mn €)	FY 16	Q1 17
Gross indebtedness	4,952	4,723
Cash	2,107	1,896
<b>Net indebtedness</b>	<b>2,798</b>	<b>2,768</b>
Available credit lines	3,888	3,862
Total liquidity	5,995	5,758

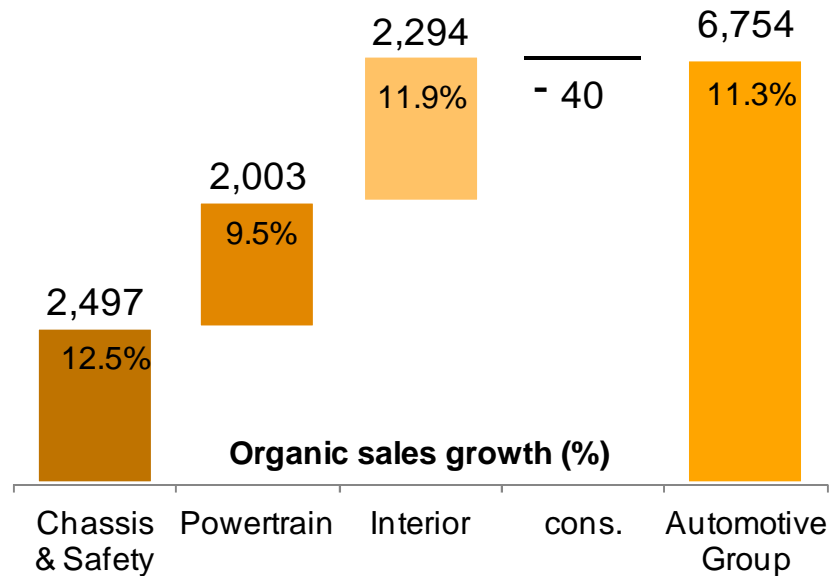


<sup>1</sup> All amounts shown are nominal values

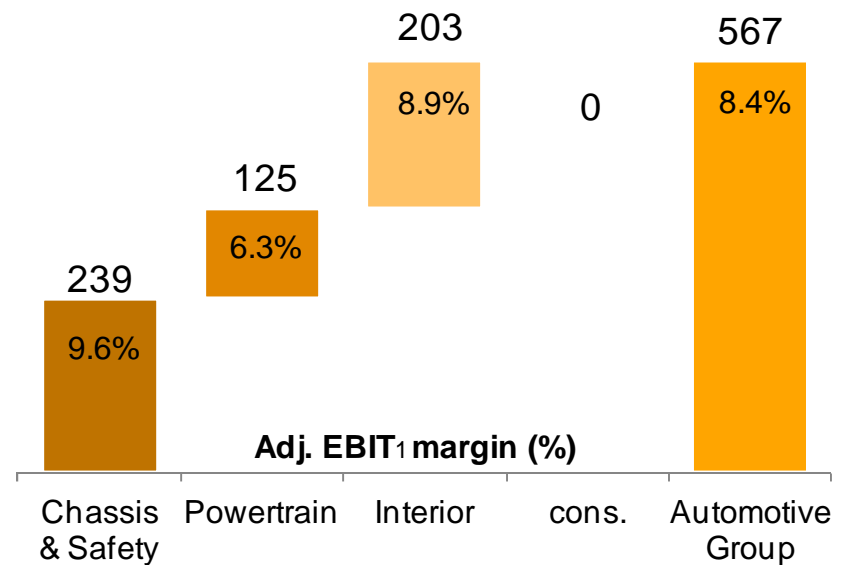
## 2) Automotive Group

### Sales and Adj. EBIT<sup>1</sup> by Division

Automotive Group Sales (mn €) Q1 2017



Automotive Group Adj. EBIT<sup>1</sup> (mn €) Q1 2017



#### Reported change in sales

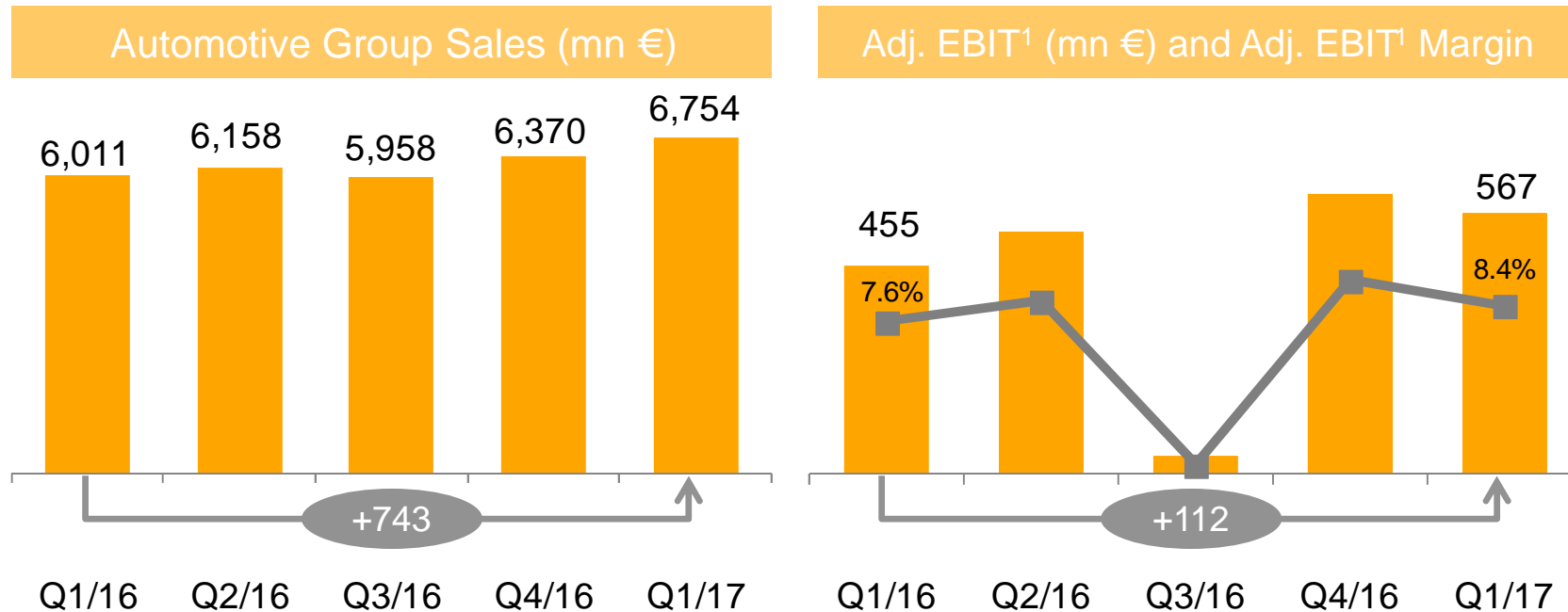
- › Chassis & Safety: 13.4%
- › Powertrain: 10.5%
- › Interior: 13.4%
- › Automotive Group: 12.4%

- › Reported EBITDA: €824 mn (12.2% of sales)
- › Reported EBIT: €542 mn (8.0% of sales)
- › R&D: €676 mn (10.0% of sales)
- › Capex: €287 mn (4.3% of sales)

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

## 2) Automotive Group

### Q1 2017: Strong Start to the Year



- › Sales increased by €743 mn; organic sales growth in Q1 2017 at 11.3%
- › Adj. EBIT<sup>1</sup> increased by €112 mn; operating leverage<sup>2</sup> at 16%
- › Adj. EBIT<sup>1</sup> margin at 8.4% (PY: 7.6%)

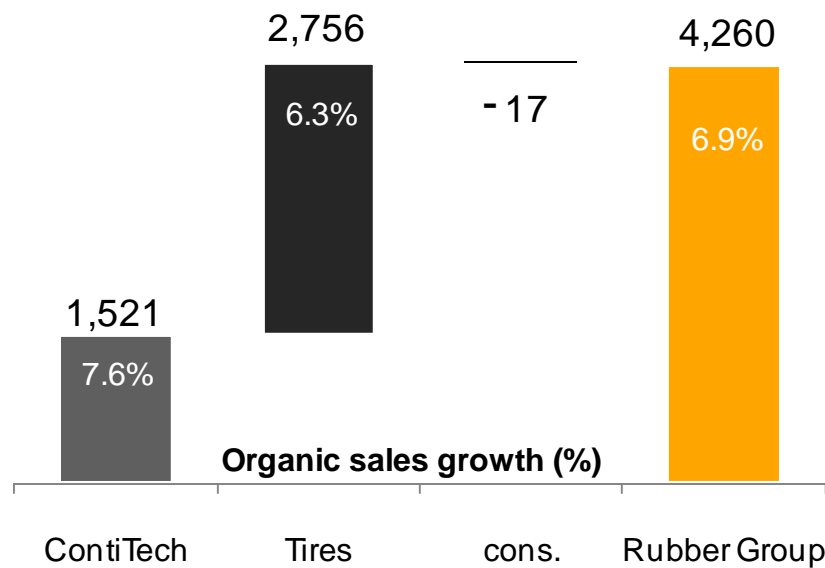
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

<sup>2</sup> Operating leverage is defined as delta adj. EBIT<sup>1</sup> divided by delta adjusted sales

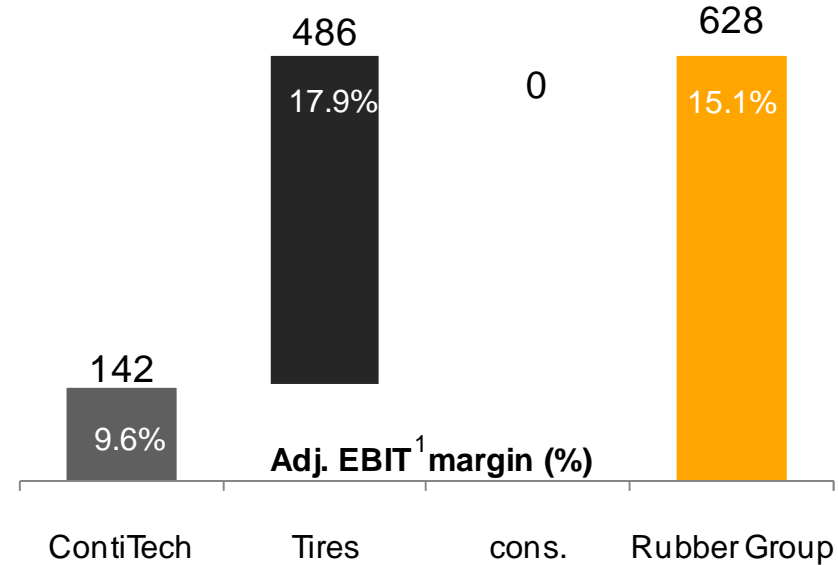
### 3) Rubber Group

## Profitability Temporarily Impacted by Rising Raw Materials

Rubber Group Sales (mn €) Q1 2017



Rubber Group Adj. EBIT<sup>1</sup> (mn €) Q1 2017



#### Reported change in sales

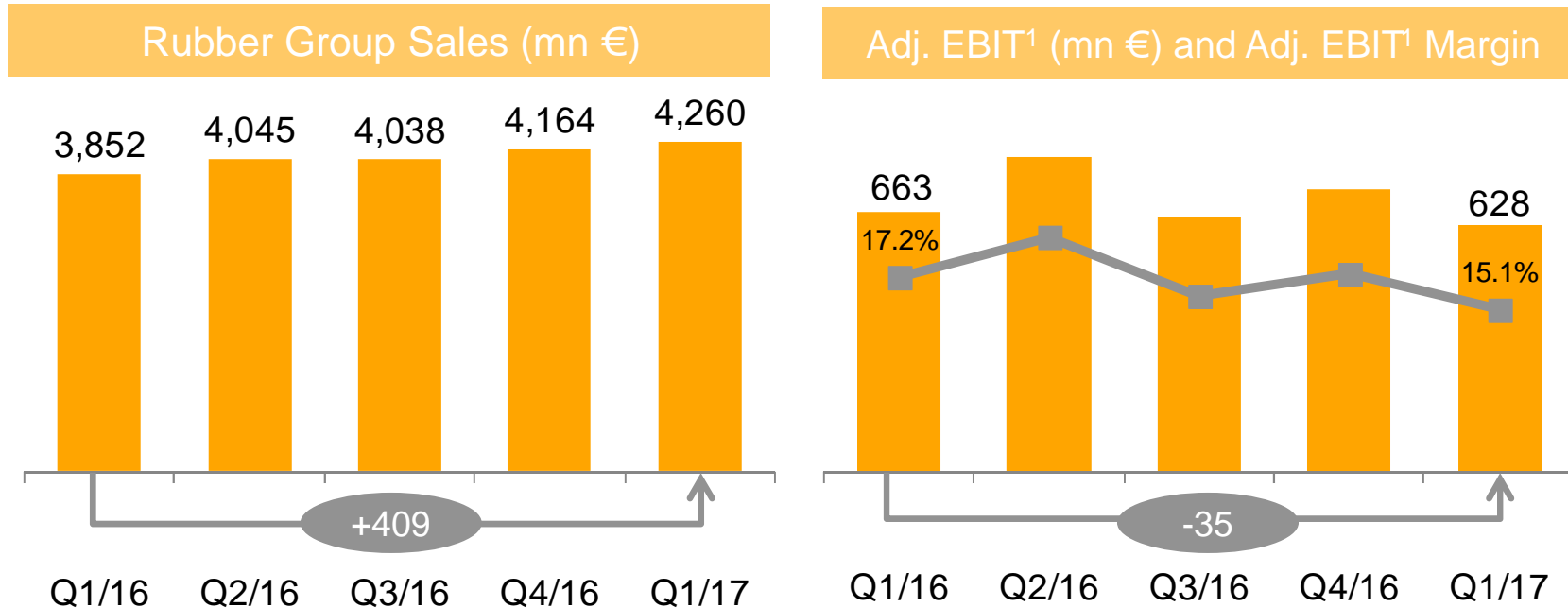
- › ContiTech: 11.9%
- › Tires: 9.7%
- › Rubber Group: 10.6%

- › Reported EBITDA: €843 mn (19.8% of sales)
- › Reported EBIT: €622 mn (14.6% of sales)
- › R&D: €105 mn (2.5% of sales)
- › Capex: €215 mn (5.0% of sales)

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

### 3) Rubber Group

#### Q1 2017: Challenging Start to the Year



- › Healthy sales growth on abating pressure from rising raw materials prices; sales increased by €409 mn; organic sales growth at 7%
- › Adj. EBIT<sup>1</sup> decreased by €35 mn as raw material cost negatively impacted the quarter with about €100 mn; adj. EBIT<sup>1</sup> margin at 15.1% (PY: 17.2%)
- › First time consolidation of Hornschuch negatively impacted ContiTech EBIT with about €9 mn

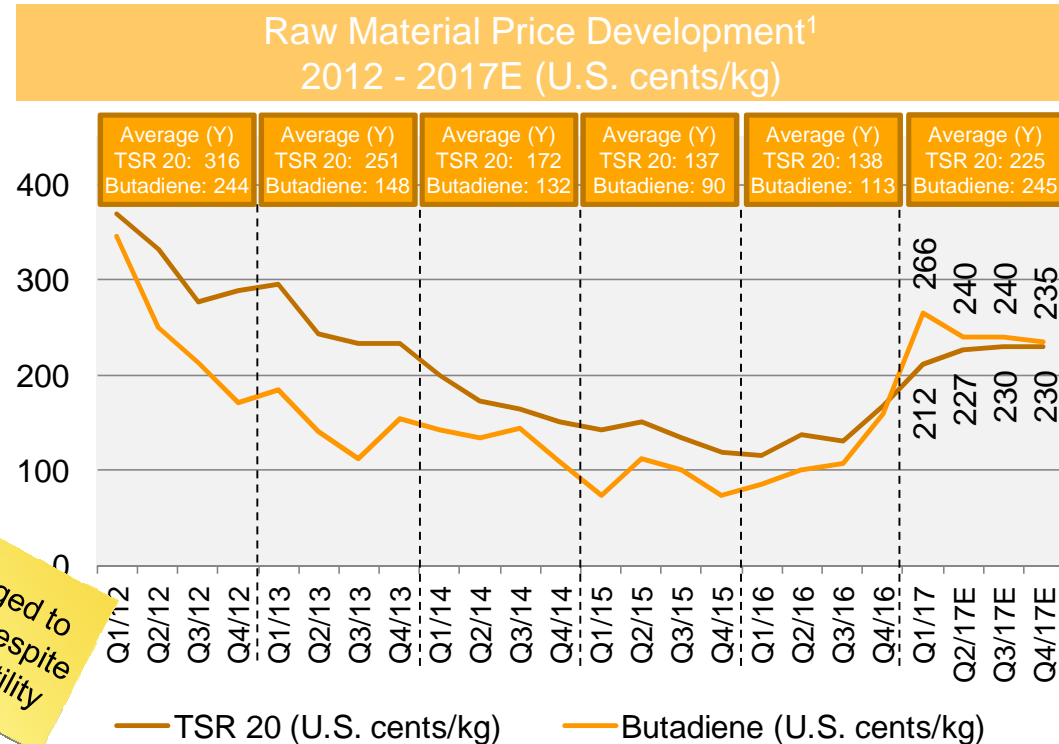
<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

### 3) Rubber Group

## Expected Raw Material Price Development in 2017

- › Natural rubber price (TSR 20) expected to average U.S. \$2.25 in 2017 (PY: U.S. \$1.38)
- › Synthetic rubber price (butadiene feedstock) forecasted to average U.S. \$2.45 in 2017 (PY: U.S. \$1.13)
- › U.S. \$50 mn gross burden expected for every U.S. \$10 rise in oil price (average was U.S. \$44 in 2016)
- › Headwind from rising raw materials cost to amount to about €500 mn in 2017
- › Biggest negative impact expected for Q2 2017; PM will start to offset raw material headwinds in course of H2 2017

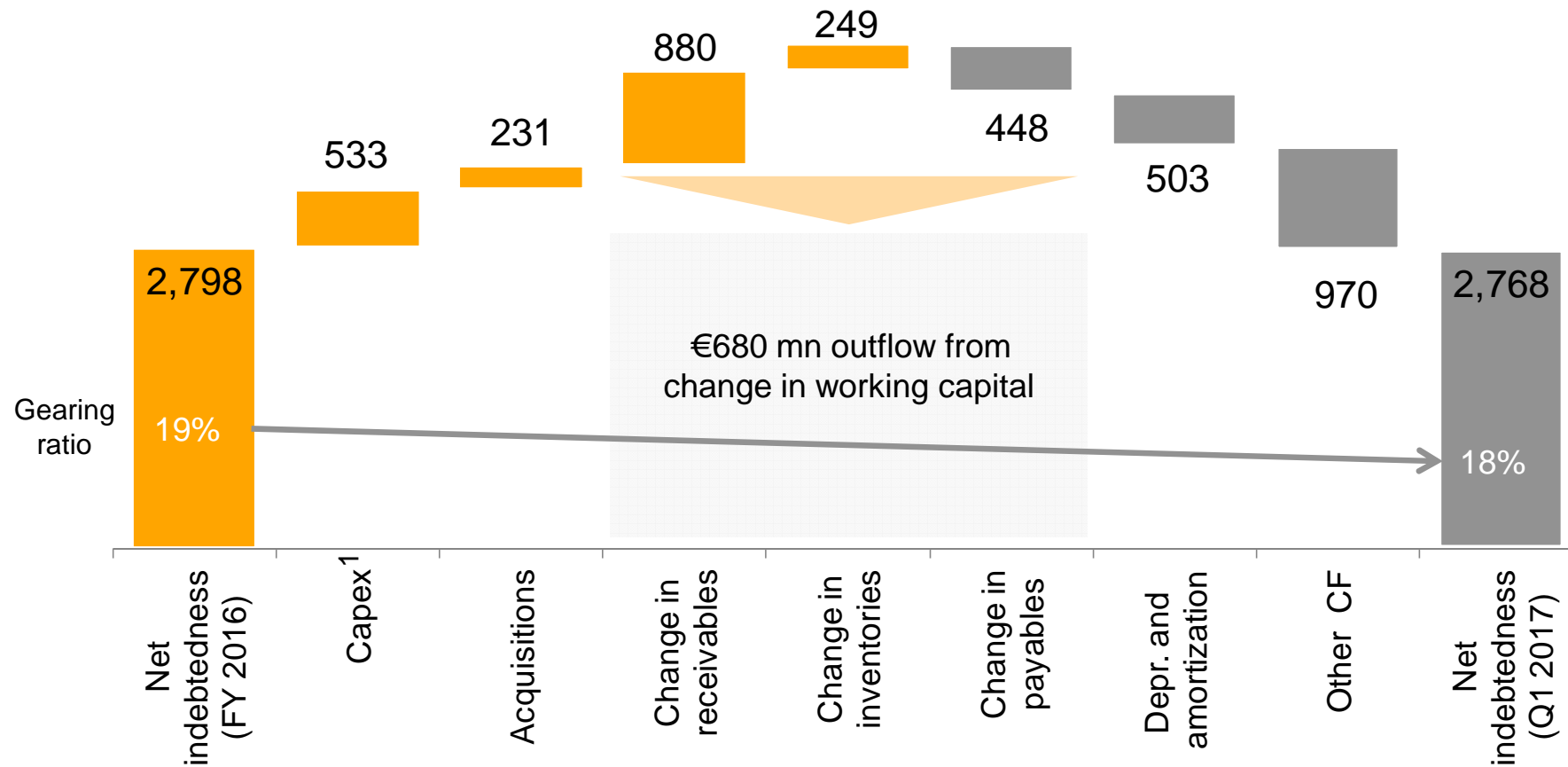
Unchanged to March 2, despite recent volatility



<sup>1</sup> Source: Bloomberg and Continental estimates for 2017

## 4) Indebtedness and Cash Flow

### Net Indebtedness Bridge (mn €)

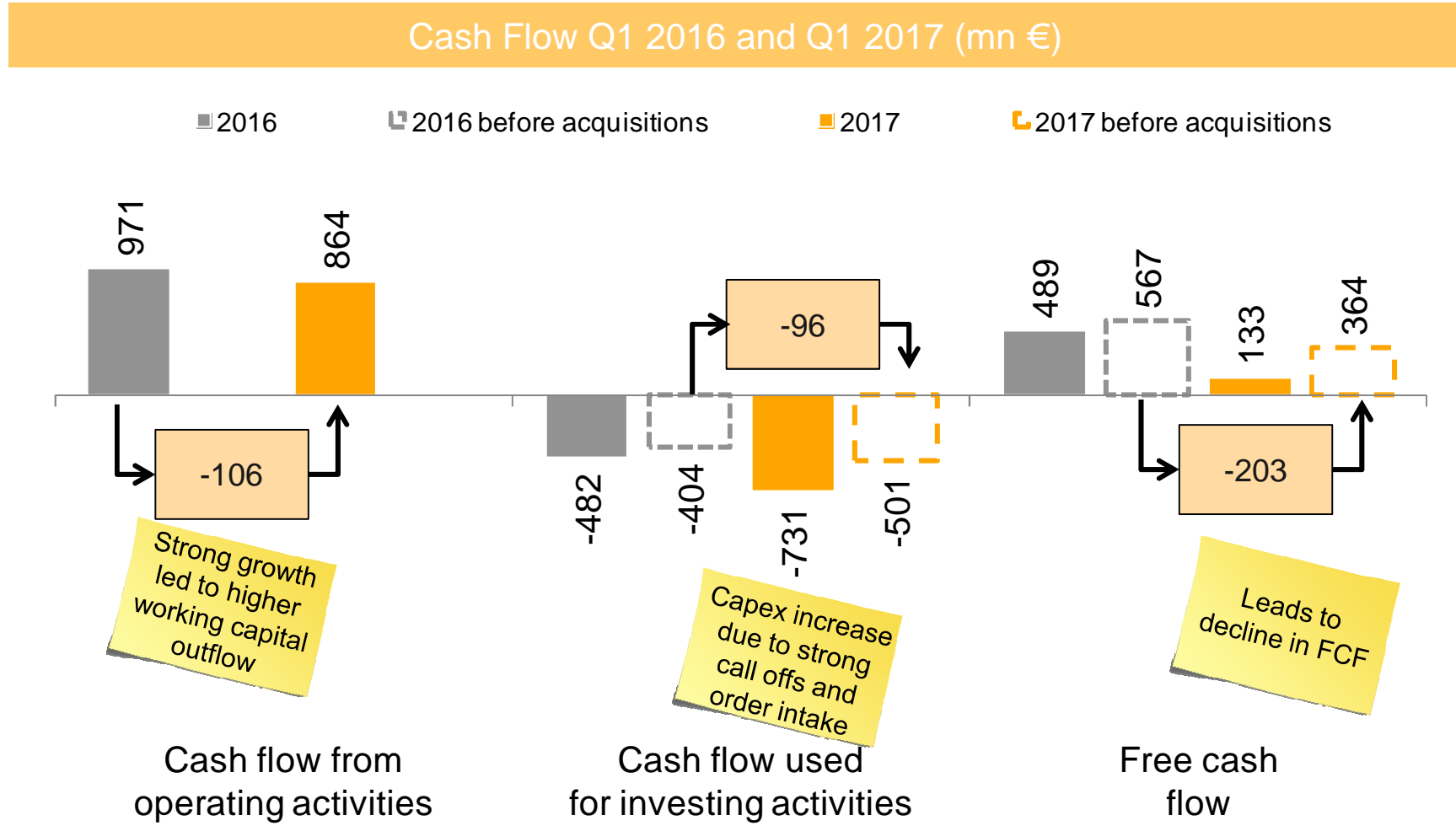


<sup>1</sup> According to cash flow statement incl. intangible assets



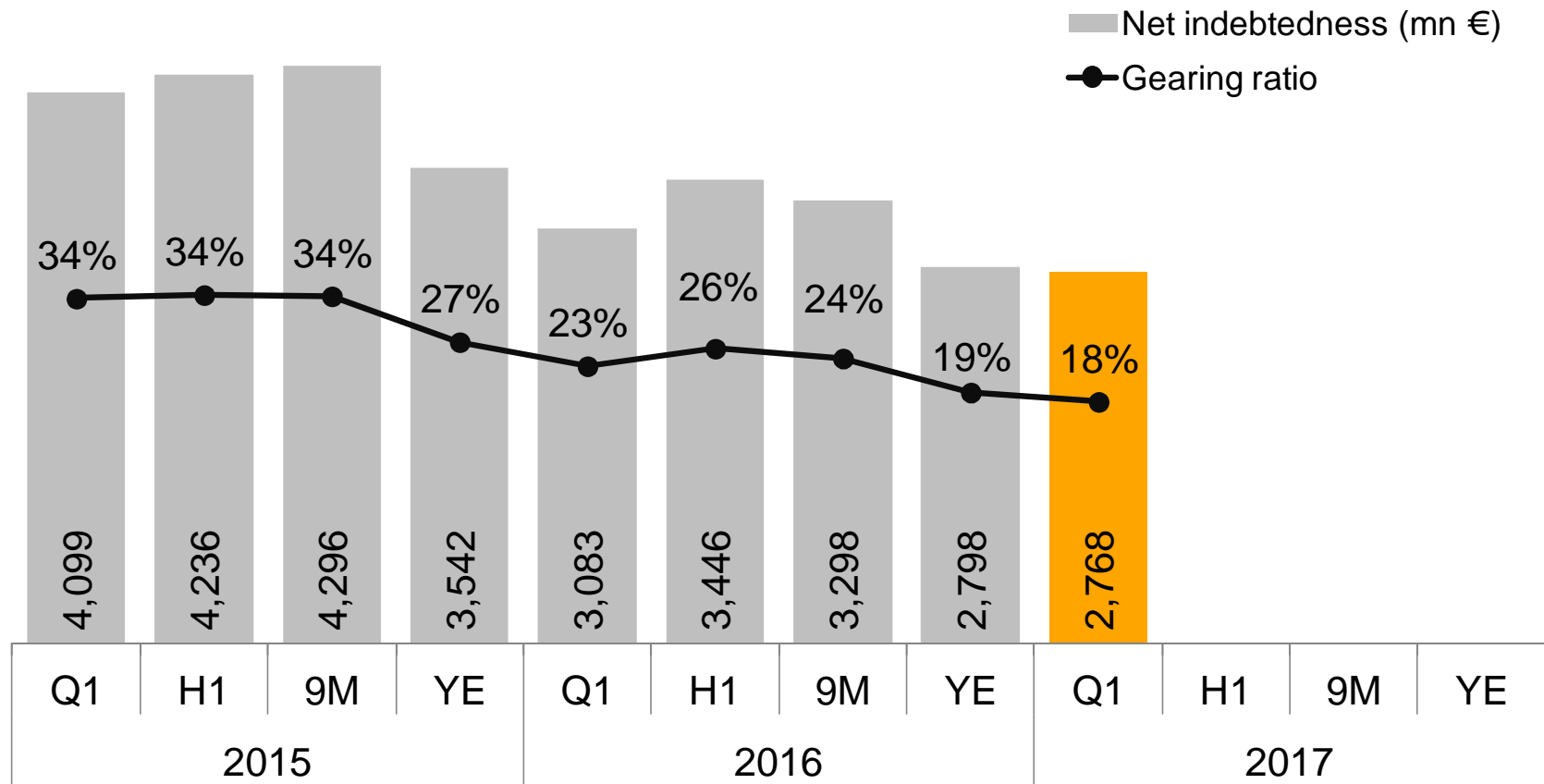
# 4) Indebtedness and Cash Flow

## Cash Flow Overview



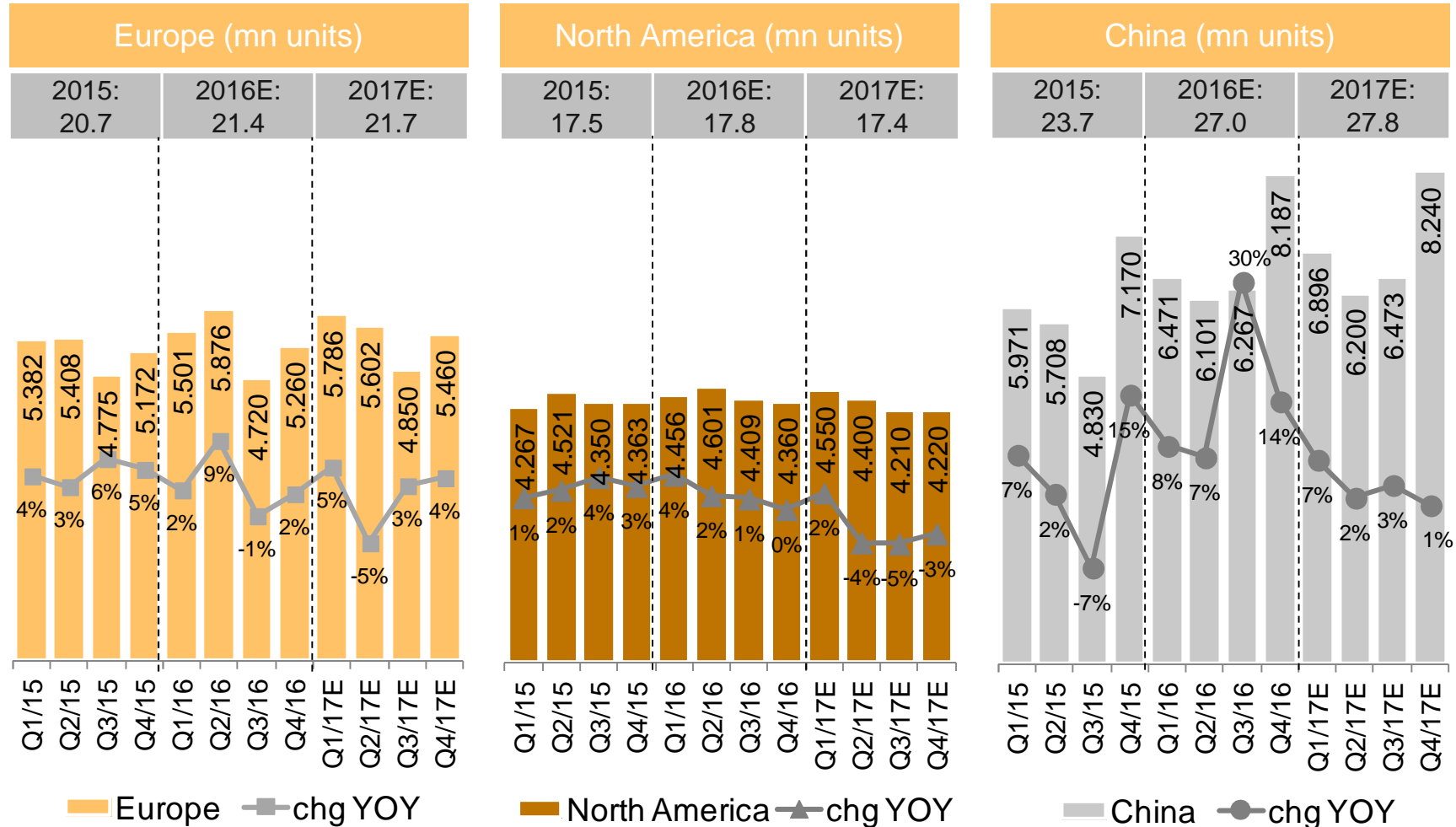
## 4) Indebtedness and Cash Flow

### Net Indebtedness and Gearing Ratio



## 5) Outlook 2017

### PC & LT Production by Quarter in Major Regions<sup>1</sup>

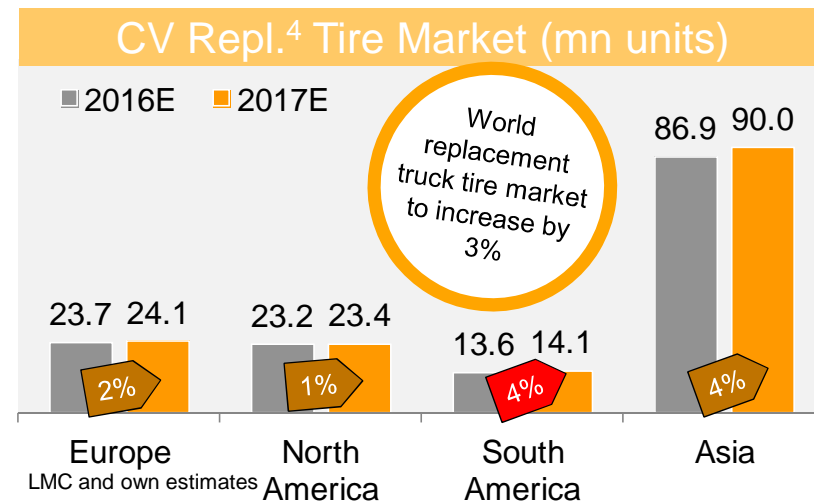
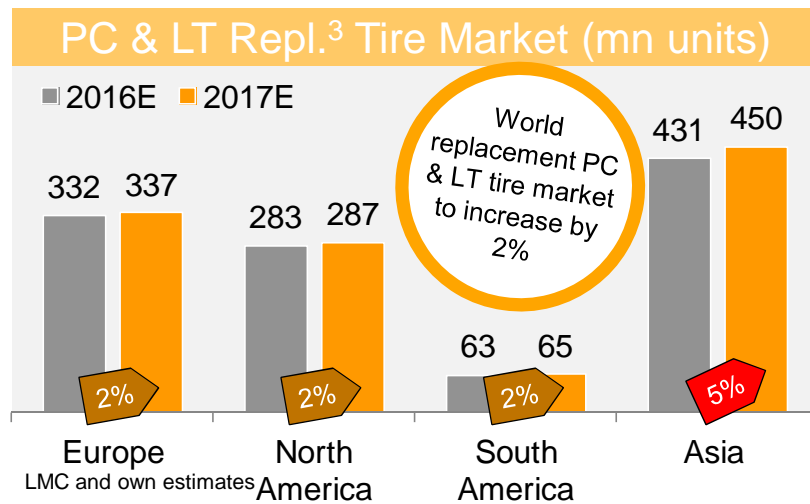
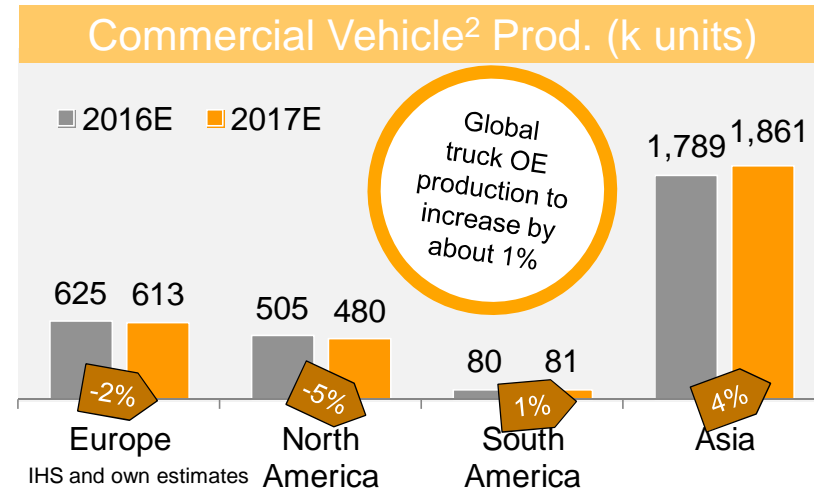
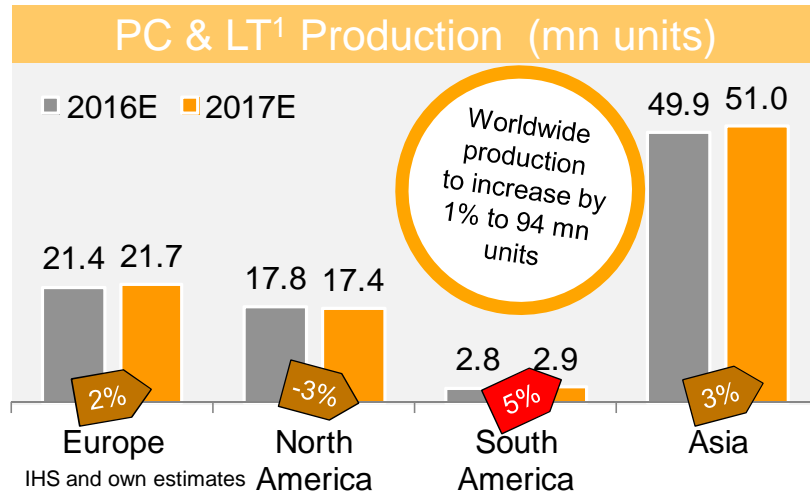


<sup>1</sup>Source: IHS and own estimates, Europe excluding Kazakhstan and Uzbekistan

# 5) Outlook 2017

## Market Outlook for Major Regions

Changes in comparison to the YE 2016 presentation marked in red



<sup>1</sup> Passenger car and light truck <6t  
<sup>2</sup> Heavy vehicles >6t  
<sup>3</sup> Passenger car & light truck replacement  
<sup>4</sup> Commercial vehicle replacement (radial and biased)

## 5) Outlook 2017

### Continental Corporation

Changes in comparison to the FY 2016 presentation are underlined

	2016	2017E
Consolidated sales adj. EBIT <sup>1</sup> margin	€40.5 bn €4.3 bn	To increase to <u>&gt;€43.5 bn</u> at constant FX rates <u>&gt;10.5% adj. EBIT<sup>1</sup> margin</u>
Automotive Group adj. EBIT <sup>1</sup>	€24.5 bn €1.6 bn	To increase to <u>&gt;€26 bn</u> at constant FX rates <u>~8.5% adj. EBIT<sup>1</sup> margin</u>
Rubber Group adj. EBIT <sup>1</sup>	€16.1 bn €2.8 bn	To increase to <u>&gt;€17 bn</u> at constant FX rates <u>&gt;15% adj. EBIT<sup>1</sup> margin</u>
Raw material cost impact	Relief of about €150 mn	Raw materials to burden Rubber Group with about €500 mn
Special effects	-€70 mn	About -€100 mn
Net interest result Tax rate	-€117 mn 28%	~-€200 mn at constant FX rates <30%
Capex PPA	€2.6 bn €144 mn	Capex at around 6.5% of sales PPA amortization: ~€200 mn
Free cash flow before acquisitions	€2.3 bn	~€2 bn

<sup>1</sup> Before amortization of intangibles from PPA, consolidation (2016 in comparison to 2015) and special effects

# Thank you!



# Disclaimer

- › This presentation has been prepared by Continental Aktiengesellschaft solely in connection with the release of the Q1 2017 results on May 9, 2017, in Hanover and the subsequent road shows in Europe and North America. It has not been independently verified. It does not constitute an offer, invitation or recommendation to purchase or subscribe for any shares or other securities issued by Continental AG or any subsidiary and neither shall any part of it form the basis of, or be relied upon in connection with, any contract or commitment concerning the purchase or sale of such shares or other securities whatsoever.
- › Neither Continental Aktiengesellschaft nor any of its affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss that may arise from any use of this presentation or its contents or otherwise arising in connection with this presentation.
- › This presentation includes assumptions, estimates, forecasts and other forward-looking statements, including statements about our beliefs and expectations regarding future developments as well as their effect on the results of Continental. These statements are based on plans, estimates and projections as they are currently available to the management of Continental. Therefore, these statements speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events. Furthermore, although the management is of the opinion that these statements, and their underlying beliefs and expectations, are realistic or of the date they are made, no guarantee can be given that the expected developments and effects will actually occur. Many factors may cause the actual development to be materially different from the expectations expressed here. Such factors include, for example and without limitation, changes in general economic and business conditions, fluctuations in currency exchange rates or interest rates, the introduction of competing products, the lack of acceptance for new products or services and changes in business strategy.
- › All statements with regard to markets or market position(s) of Continental or any of its competitors are estimates of Continental based on data available to Continental. Such data are neither comprehensive nor independently verified. Consequently, the data used are not adequate for and the statements based on such data are not meant to be an accurate or proper definition of regional and/or product markets or market shares of Continental and any of the participants in any market.
- › Unless otherwise stated, all amounts are shown in millions of euro. Please note that differences may arise as a result of the use of rounded amounts and percentages.

# Contact

## Equity and Debt Markets Relations

Vahrenwalder Str. 9  
30165 Hanover  
Germany  
E-mail: [ir@conti.de](mailto:ir@conti.de)  
Fax: +49 511 938 1080  
[www.continental-ir.com](http://www.continental-ir.com)

### **Rolf Woller**

*Head of IR*  
Phone: +49 511 938 1068  
E-mail: [rolf.woller@conti.de](mailto:rolf.woller@conti.de)

### **Jana Cross**

*Assistant to the Head of IR  
Roadshow and Conference Organization*  
Phone: +49 511 938 1163  
E-mail: [jana.cross@conti.de](mailto:jana.cross@conti.de)

### **Michael Saemann**

*Analysts, Institutional Investors and Sustainability Investors*  
Phone: +49 511 938 1307  
E-mail: [michael.saemann@conti.de](mailto:michael.saemann@conti.de)

### **Klaus Paesler**

*Analysts, Institutional Investors, ADR and Private Investors*  
Phone: +49 511 938 1316  
E-mail: [klaus.paesler@conti.de](mailto:klaus.paesler@conti.de)

### **Sabine Reese**

*Sustainability, ASM, CMD Organization, IR Website,  
Capital Market Disclosure Requirements*  
Phone: +49 511 938 1027  
E-mail: [sabine.reese@conti.de](mailto:sabine.reese@conti.de)

### **Marvin Kalberlah**

*Social Media*  
Phone: +49 511 938 14034  
E-mail: [marvin.kalberlah@conti.de](mailto:marvin.kalberlah@conti.de)



# Continental

## Financial Calendar

### 2017

Preliminary figures for fiscal 2016	January 9, 2017
Annual Financial Press Conference	March 2, 2017
Annual Shareholders' Meeting (incl. key data for Q1 2017)	April 28, 2017
Q1 Financial Report	May 9, 2017
Half-Year Financial Report	August 3, 2017
Nine-Month Financial Report	November 9, 2017

### 2018

Preliminary figures for fiscal 2017	January 2018
Annual Financial Press Conference	March 2018
Annual Shareholders' Meeting (incl. key data for Q1 2018)	April 27, 2018
Q1 Financial Report	May 2018
Half-Year Financial Report	August 2018
Nine-Month Financial Report	November 2018

# 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 March 31, 2017	200,005,983

### ADR Data

Ratio (ordinary share: ADR)	1:5
Bloomberg Ticker	CTTAY
Reuters Ticker	CTTAY.PK
ISIN	US2107712000
ADR Level	Level 1
Exchange	OTC
Sponsor	Deutsche Bank Trust Company Americas

# Continental

## Bond Data

Issuer	Continental AG	Continental Rubber of America, Corp. <sup>1</sup>	Continental AG	Continental AG
<b>Issue</b>	Senior Notes	Senior Notes	Senior Notes	Senior Notes
<b>Principal amount</b>	€750 mn	€500 mn	€600 mn	€750 mn
<b>Offering price</b>	98.950%	99.739%	99.410%	99.228%
<b>Rating at issuance date</b>	Ba2 (Moody's <sup>4</sup> ) BB (S&P) BB (Fitch <sup>2</sup> )	BBB (S&P) BBB (Fitch)	BBB+ (S&P) BBB+ (Fitch)	Ba1 (Moody's <sup>4</sup> ) BB (S&P) BBB (Fitch <sup>2</sup> )
<b>Current corporation and bond ratings<sup>3</sup></b>	<b>BBB+ (Fitch), BBB+ (S&amp;P), Baa1 (Moody's<sup>4</sup>)</b>			
<b>Coupon</b>	3.0% p.a.	0.5% p.a.	0.0% p.a.	3.125% p.a.
<b>Issue date</b>	July 16, 2013	November 19, 2015	December 5, 2016	September 9, 2013
<b>Maturity</b>	<b>July 16, 2018</b>	<b>February 19, 2019</b>	<b>February 5, 2020</b>	<b>September 9, 2020</b>
<b>Interest payment</b>	Semi annual January 16/July 16	Annual February 19, commencing on February 20, 2017	Not applicable	Annual September 9
<b>WKN</b>	A1X24V	A1Z7C3	A2DARM	A1X3B7
<b>ISIN</b>	XS0953199634	DE000A1Z7C39	XS1529561182	XS0969344083
<b>Denomination</b>	€1,000 with min. tradable amount €1,000	€1,000 with min. tradable amount €1,000	€1,000 with min. tradable amount €1,000	€1,000 with min. tradable amount €1,000

<sup>1</sup> Guaranteed by Continental AG

<sup>2</sup> Non-contracted rating at date of issuance

<sup>3</sup> Fitch since October 24, 2016; S&P since May 11, 2016; Moody's since June 30, 2015

<sup>4</sup> Non-contracted rating since February 1, 2014

# Back-up

## 6) Back-up

### Corporation Highlights Q1 2017

› Sales	Increase of 11.7% to €10,999.9 mn (PY: €9,850.7 mn); organic sales up 9.5%
› EBITDA	Increase of 8.8% to €1,638.5 mn (PY: €1,505.5 mn)
› EBIT	Increase of 9.1% to €1,135.1 mn (PY: €1,040.7 mn); Adj. EBIT <sup>1</sup> increase to €1,165.5 mn (10.7% adj. EBIT <sup>1</sup> margin); PPA <sup>2</sup> effect -€41.2 mn; total special effects +€12.4 mn
› NIAT <sup>3</sup>	Increase of 2.1% to €749.6 mn (PY: €733.9 mn)
› EPS <sup>3</sup>	EPS of €3.75 (PY: €3.67) EPS before PPA <sup>2</sup> €3.90 (PY: €3.79 before PPA <sup>2</sup> )
› Capex	Capex increased to €502.7 mn (PY: €397.8 mn); capex ratio 4.6% of sales; capex to depreciation coverage 1.0x (1.1x ex PPA <sup>2</sup> )
› R&D	Expenses for research and development increased by 9.0% to €780.7 mn (PY: €716.1 mn); R&D ratio 7.1% of sales (PY: 7.3%)
› Cash flow	Operating cash flow down by €106.5 mn to €864.3 mn; free cash flow at €133.0 mn
› Net debt	Net indebtedness down by €30.2 mn to €2,767.6 mn vs FY 2016; Liquidity and undrawn credit lines amounted to €5,758.1 mn
› PaSO	Pensions and similar obligations amounted to €4,092.8 mn

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

<sup>2</sup> Amortization of intangibles from PPA, tax rate of 28% applied for EPS calculation

<sup>3</sup> Attributable to the shareholders of the parent

## 6) Back-up

### Overview of Volume Development

Units (YOY change)	Q1/15	H1/15	9M/15	FY 15	Q1/16	H1/16	9M/16	FY 16	Q1/17
<b>Market data for PC and LT production</b>									
Europe	4%	3%	4%	4%	2%	5%	3%	3%	5%
North America	1%	2%	3%	3%	4%	3%	2%	2%	2%
Europe and North America combined	3%	3%	4%	4%	3%	4%	3%	2%	4%
Worldwide	2%	1%	2%	2%	2%	3%	3%	4%	5%
<b>Continental</b>									
Electronic Brake Systems (EBS)	8%	6%	5%	5%	0%	4%	6%	6%	13%
Boosters	-1%	-4%	-8%	-7%	-3%	-3%	-1%	1%	3%
EPB-Systems	59%	53%	47%	48%	38%	58%	51%	48%	47%
Advanced driver assistance systems (ADAS)	46%	53%	59%	58%	51%	45%	38%	36%	40%
Engine electronic control units (ECUs)	-1%	-3%	-5%	-5%	-2%	3%	6%	8%	12%
Injectors	-8%	-8%	-11%	-11%	-5%	-5%	2%	7%	19%
Transmissions	6%	2%	0%	-1%	-1%	-1%	1%	1%	-2%
Turbochargers	59%	45%	50%	43%	23%	24%	18%	17%	45%
<b>Market data tires</b>									
PC and LT replacement tires Europe	-1%	2%	0%	0%	2%	2%	2%	2%	6%
PC and LT replacement tires North America	-6%	0%	1%	1%	5%	2%	2%	2%	2%
Commercial vehicle tires OE Europe	0%	4%	5%	5%	6%	5%	3%	3%	9%
Commercial vehicle tires OE North America	21%	17%	12%	7%	-12%	-9%	-16%	-13%	-8%
Commercial vehicle replacement tires Europe	-4%	2%	-1%	0%	2%	3%	3%	3%	11%
Commercial vehicle replacement tires North America	3%	5%	3%	3%	4%	3%	3%	2%	12%
<b>Continental</b>									
PC and LT tires	-1%	3%	2%	5%	9%	8%	6%	6%	5%
Commercial vehicle tires	-3%	0%	3%	5%	7%	8%	4%	4%	15%
ContiTech organic sales growth	2%	4%	4%	4%	3%	2%	2%	2%	8%

Note: Following products have been replaced in the statistics in order to better reflect current market trends. The ABS (anti-locking brake systems) and ESC (electronic stability control) are included in an electronic brake system (EBS). The sequential decline in unit sales in early 2016 is largely attributable to the change over from MK60 to MK100 brake system. Calipers have been replaced by electronic parking brake systems (EPB Systems) as the former cable puller handbrake is being replaced ever more often by an EPB. The EPB Systems integrate the caliper into the electronic parking brake. This causes a decline in classical caliper sales which is more than compensated by the increase in EPB systems. We sold more than 14 mn EPB systems in 2016.

## 6) Back-up

### Key Historical Credit Metrics

(mn €) <sup>1</sup>	2013	2014	2015	2016	LTM 2017
<b>Statement of Cash Flows</b>					
<b>Adjusted EBITDA<sup>2</sup></b>	<b>5,094</b>	<b>5,318</b>	<b>6,094</b>	<b>6,125</b>	<b>6,237</b>
<b>Reported EBITDA</b>	<b>5,095</b>	<b>5,134</b>	<b>6,001</b>	<b>6,057</b>	<b>6,190</b>
Net cash interest paid	-534	-158	-174	-112	-112
Tax paid	-805	-775	-1,015	-1,047	-1,090
Change in net working capital <sup>3</sup>	-4	-207	-107	-210	-396
Other <sup>4</sup>	-30	175	210	250	239
<b>Cash flow arising from operating activities</b>	<b>3,722</b>	<b>4,168</b>	<b>4,916</b>	<b>4,938</b>	<b>4,832</b>
<b>Cash flow arising from investing activities</b>	<b>-1,904</b>	<b>-2,153</b>	<b>-3,472</b>	<b>-3,167</b>	<b>-3,416</b>
- thereof capex in PPE and intangibles	-2,024	-2,110	-2,265	-2,708	-2,833
<b>Cash flow before financing activities</b>	<b>1,818</b>	<b>2,015</b>	<b>1,444</b>	<b>1,771</b>	<b>1,415</b>
<b>Statement of Financial Position</b>					
Cash and cash equivalents	2,045	3,244	1,622	2,107	1,896
Derivative instruments and interest-bearing investments	303	364	81	48	59
Total indebtedness	6,638	6,432	5,245	4,952	4,723
<b>Net indebtedness</b>	<b>4,289</b>	<b>2,824</b>	<b>3,542</b>	<b>2,798</b>	<b>2,768</b>
<b>Credit Ratios</b>					
<b>Net indebtedness / adjusted EBITDA<sup>2</sup></b>	<b>0.8x</b>	<b>0.5x</b>	<b>0.6x</b>	<b>0.5x</b>	<b>0.4x</b>
<b>Net cash interest paid coverage (Ratio)<sup>5</sup></b>	<b>9.5x</b>	<b>33.7x</b>	<b>35.1x</b>	<b>54.8x</b>	<b>55.8x</b>

<sup>1</sup> Amounts shown may contain rounding differences

<sup>2</sup> Adjusted EBITDA as defined in syndicated loan

<sup>3</sup> Includes changes in inventories, trade accounts receivable, trade accounts payable and discounted notes

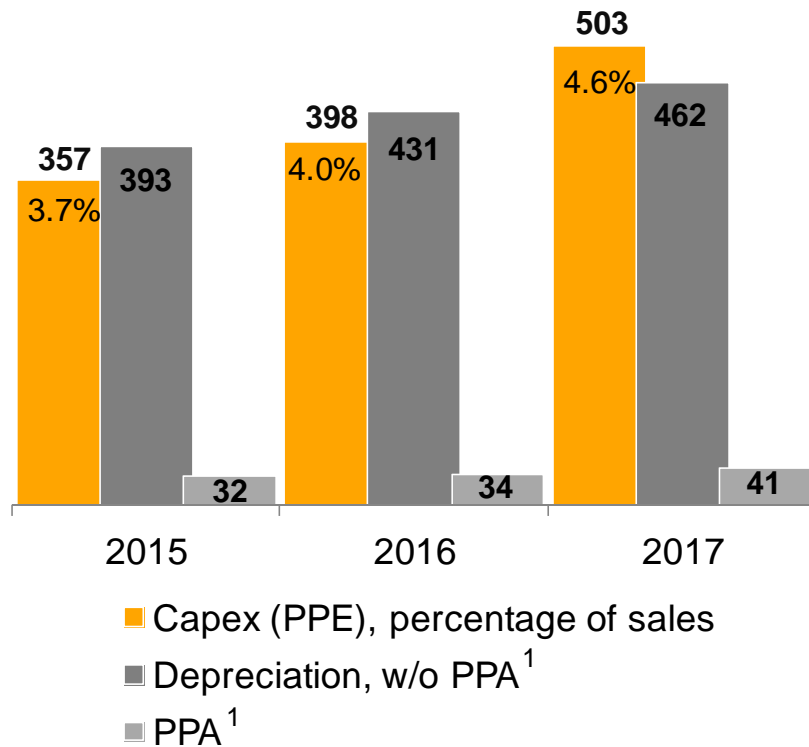
<sup>4</sup> Includes dividends received, income from at-equity accounted and other investments, including impairment and reversal of impairment losses, gains / losses from the disposal of assets, companies and business operations, other non-cash items as well as changes in employee benefits and other provisions and in other assets and liabilities

<sup>5</sup> Adjusted EBITDA to net cash interest paid

## 6) Back-up

### Capex, Depreciation and EPS Breakdown Q1 2017

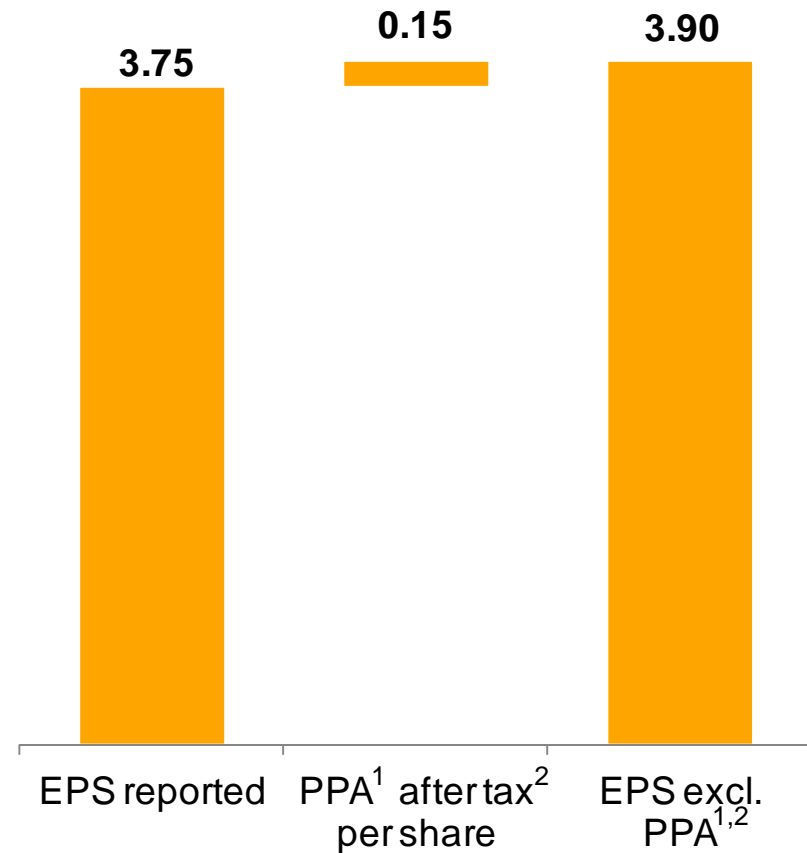
Capex, Depreciation and PPA<sup>1</sup> (mn €)



<sup>1</sup> Amortization of intangibles from PPA

<sup>2</sup> Assuming corporate tax rate of 28%

EPS ex PPA<sup>1,2</sup> (€)

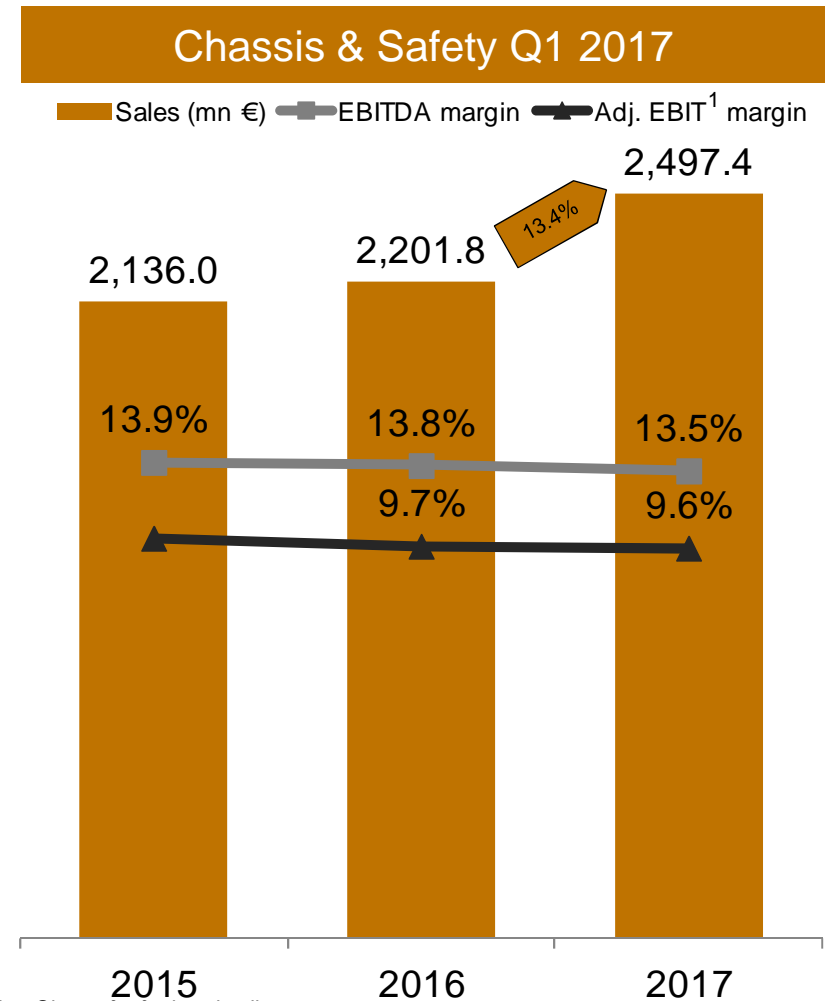




## 6) Back-up

### Automotive Group Financials – Chassis & Safety

- › Sales increased by 12.5% before consolidation and FX effects
- › EBITDA increased by €34.1 mn to €336.9 mn (+11.3%)
- › Adj. EBIT<sup>1</sup> increased by €25.6 mn to €238.9 mn (adj. EBIT<sup>1</sup> margin 9.6%)
- › EBIT increased by €25.7 mn to €238.9 mn (EBIT margin 9.6%)
- › No PPA effect in Q1 2017
- › No special effects in Q1 2017

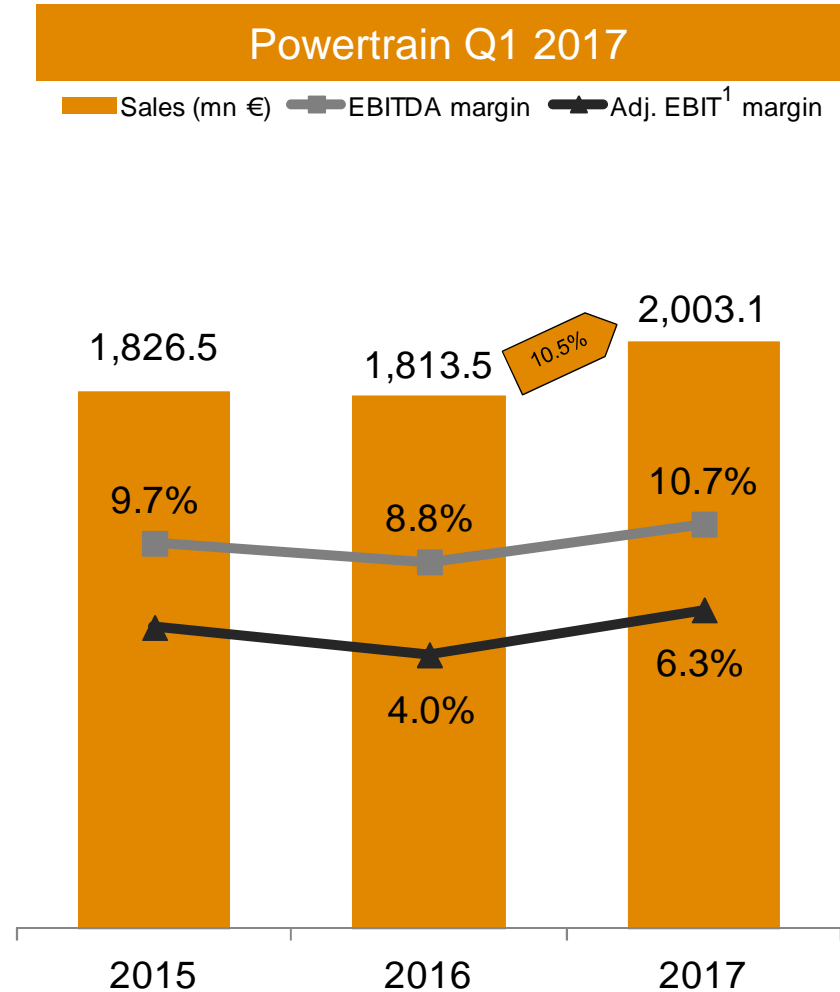


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

## 6) Back-up

### Automotive Group Financials – Powertrain

- › Sales increased by 9.5% before consolidation and FX effects
- › EBITDA increased by €55.1 mn to €213.9 mn (+34.7%)
- › Adj. EBIT<sup>1</sup> increased by €52.6 mn to €124.7 mn (adj. EBIT<sup>1</sup> margin 6.3%)
- › EBIT increased by €50.6 mn to €117.1 mn (EBIT margin 5.8%)
- › PPA effect in Q1 2017: -€3.0 mn
- › Special effects in Q1 2017: -€1.0 mn

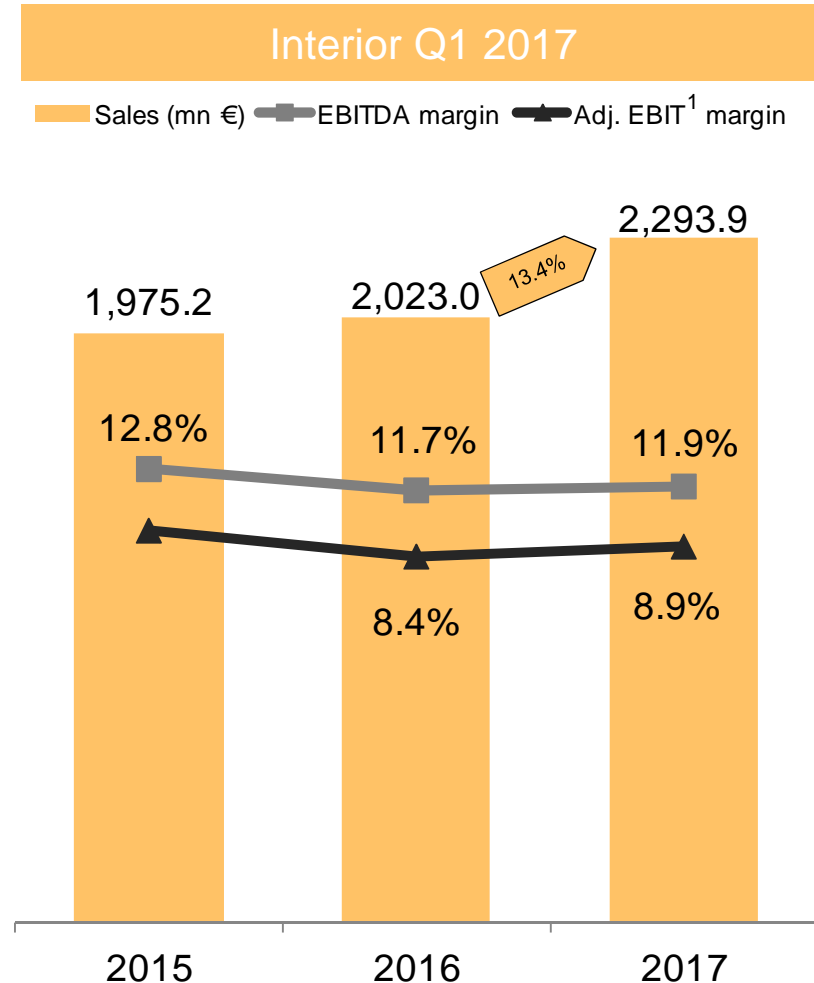


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

## 6) Back-up

### Automotive Group Financials – Interior

- › Sales increased by 11.9% before consolidation and FX effects
- › EBITDA increased by €36.2 mn to €273.6 mn (+15.2%)
- › Adj. EBIT<sup>1</sup> increased by 33.8 mn to €202.9 mn (adj. EBIT<sup>1</sup> margin 8.9%)
- › EBIT increased by €25.6 mn to €185.7 mn (EBIT margin 8.1%)
- › PPA effect in Q1 2017: -€11.6 mn
- › No Special effects in Q1 2017

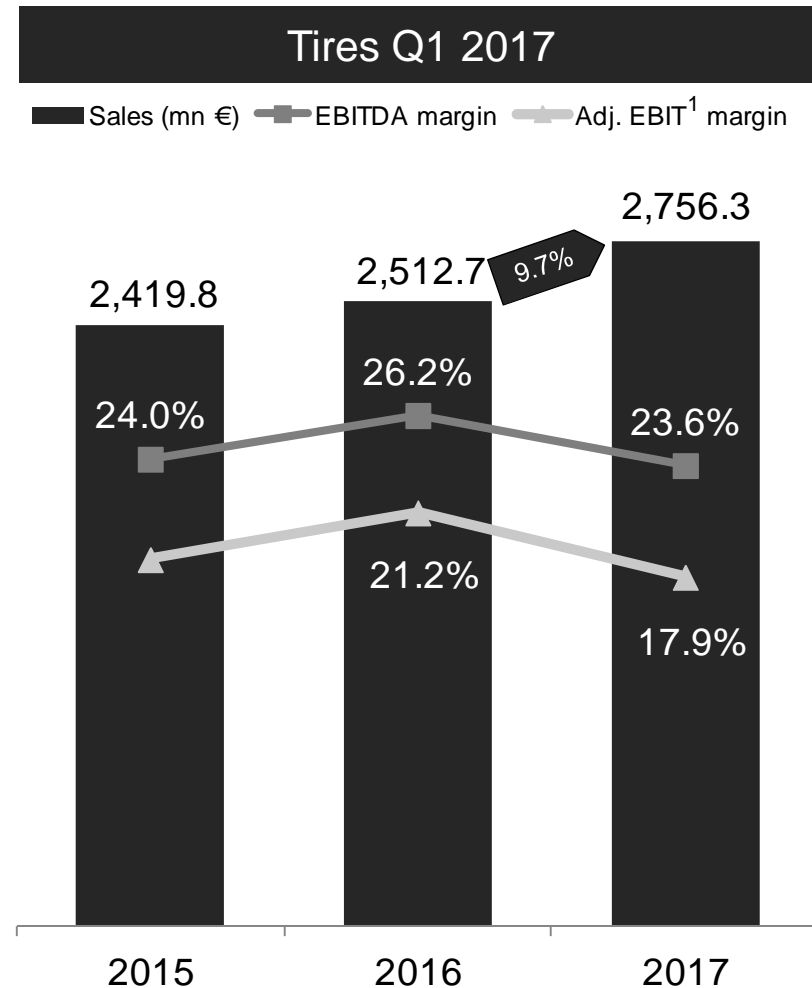


<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects. Refer to Fact Sheets for further details

## 6) Back-up

### Rubber Group Financials – Tires

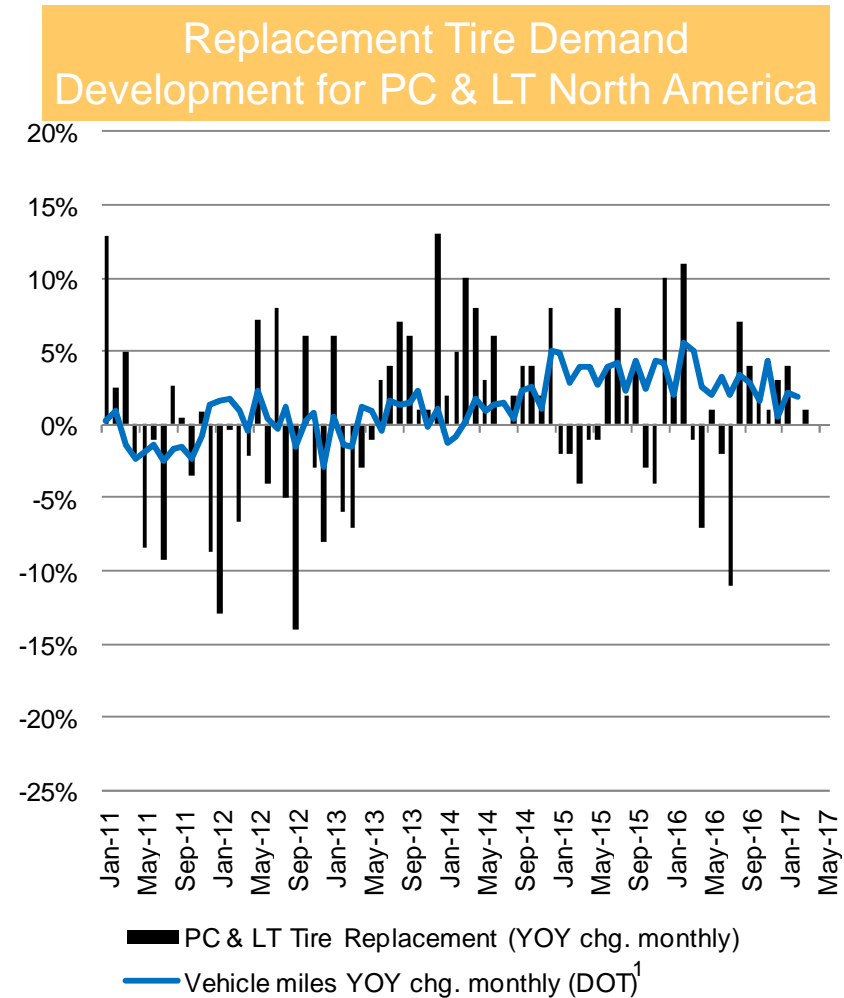
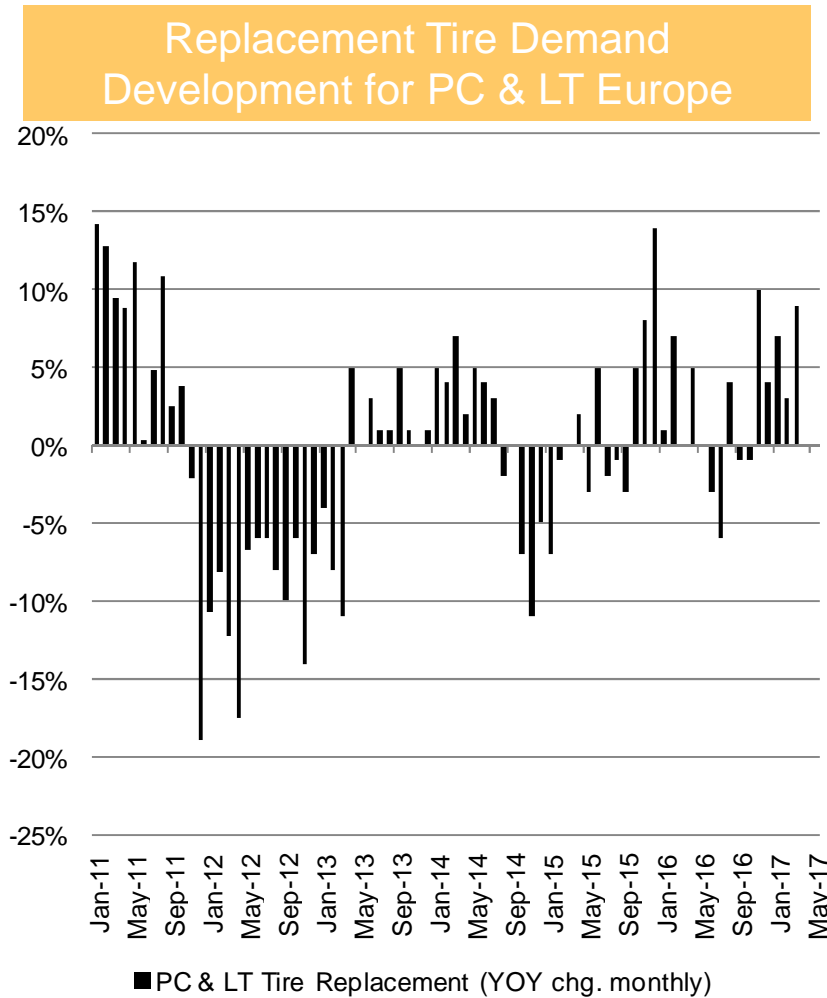
- › Sales increased by 6.3% before consolidation and FX effects
- › EBITDA decreased by €6.8 mn to €651.3 mn (-1.0%)
- › Adj. EBIT<sup>1</sup> decreased by €45.7 mn to €486.2 mn (adj. EBIT<sup>1</sup> margin 17.9%)
- › EBIT decreased by €24.9 mn to €505.1 mn (EBIT margin 18.3%)
- › PPA effect in Q1 2017: -€4.8 mn
- › Special effects in Q1 2017: +€13.5 mn



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

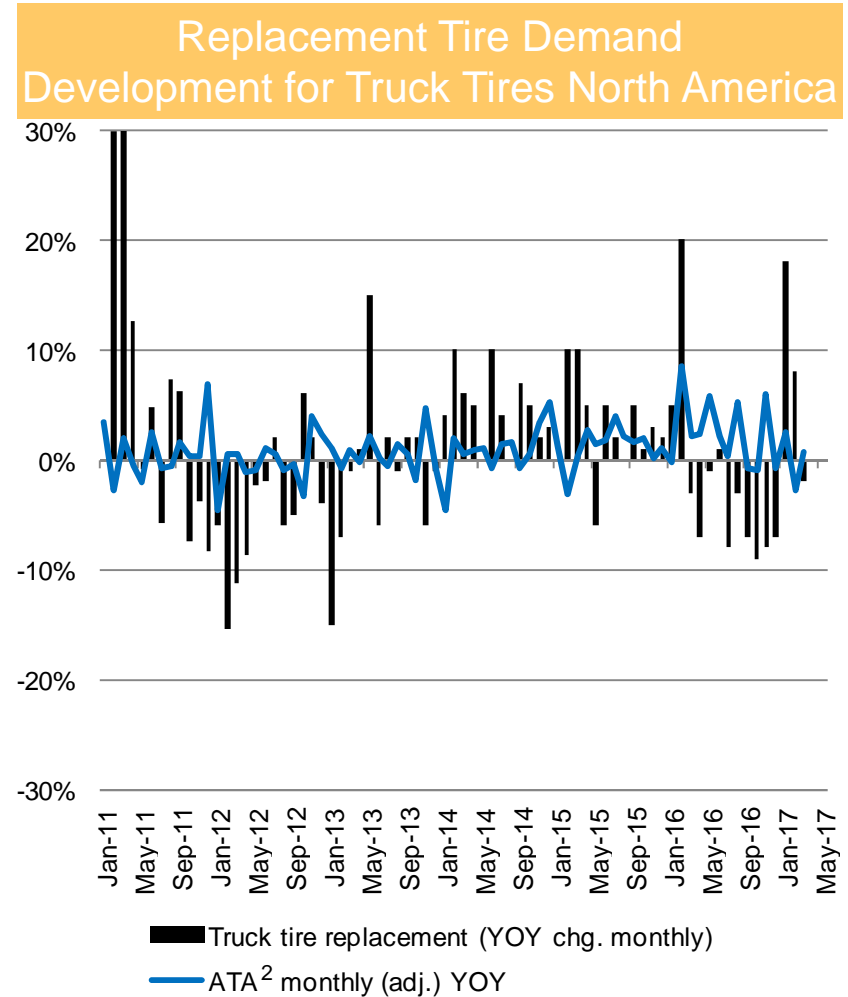
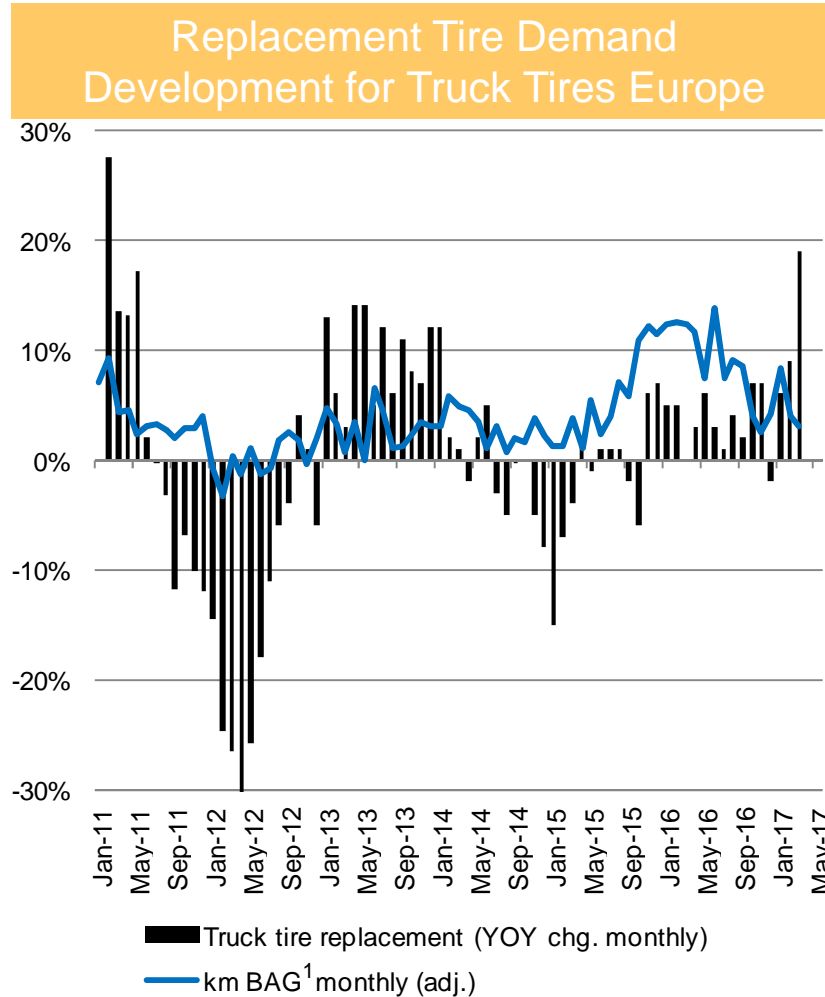
## 6) Back-up

### Tires – Passenger and Light Truck Tire Demand



## 6) Back-up

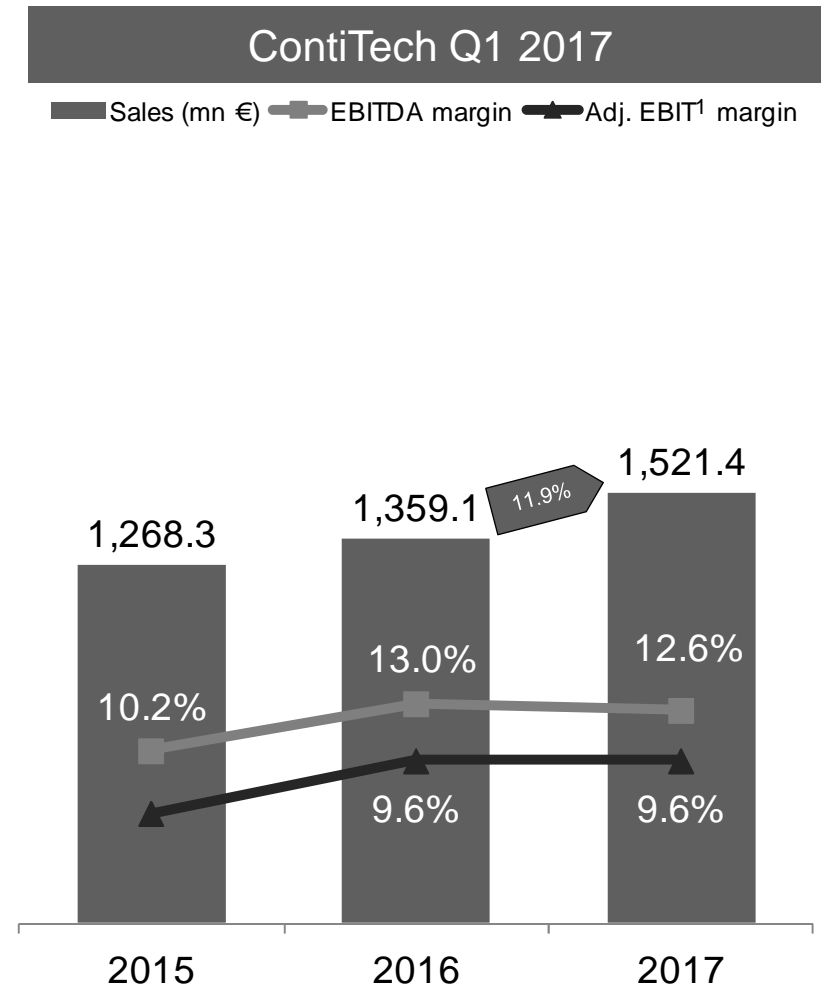
### Tires – Commercial Vehicle Tire Demand



## 6) Back-up

### Rubber Group Financials – ContiTech

- › Sales increased by 7.6% before consolidation and FX effects
- › EBITDA increased by €15.2 mn to €191.3 mn (+8.6%)
- › Adj. EBIT<sup>1</sup> increased by €10.6 mn to 141.6 mn (adj. EBIT<sup>1</sup> margin 9.6%)
- › EBIT increased by €18.4 mn to €117.1 mn (EBIT margin 7.7%)
- › PPA effect in Q1 2017: -€21.8 mn
- › Special effects in Q1 2017: -€0.1 mn



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

# Fact Sheets 2015 – Q1 2017



## 6) Fact Sheets

### Sales by Quarter

Sales (mn €)	2015					2016					2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	2,136.0	2,142.1	1,999.0	2,172.6	8,449.7	2,201.8	2,246.2	2,176.8	2,352.8	8,977.6	2,497.4				
Powertrain	1,826.5	1,819.8	1,657.4	1,764.8	7,068.5	1,813.5	1,841.5	1,775.4	1,889.1	7,319.5	2,003.1				
Interior	1,975.2	2,057.0	2,028.2	2,094.4	8,154.8	2,023.0	2,099.8	2,041.2	2,160.7	8,324.7	2,293.9				
Tires	2,419.8	2,644.4	2,654.4	2,690.2	10,408.8	2,512.7	2,692.7	2,708.7	2,803.3	10,717.4	2,756.3				
ContiTech	1,268.3	1,418.8	1,330.8	1,349.9	5,367.8	1,359.1	1,376.6	1,350.5	1,376.3	5,462.5	1,521.4				
Other / Consolidation	-56.9	-52.4	-52.2	-56.1	-217.6	-59.4	-65.8	-68.8	-58.2	-252.2	-72.2				
<b>Continental Corporation</b>	<b>9,568.9</b>	<b>10,029.7</b>	<b>9,617.6</b>	<b>10,015.8</b>	<b>39,232.0</b>	<b>9,850.7</b>	<b>10,191.0</b>	<b>9,983.8</b>	<b>10,524.0</b>	<b>40,549.5</b>	<b>10,999.9</b>				

Changes Y-o-Y in %	2016					2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	3.1	4.9	8.9	8.3	6.2	13.4				
Powertrain	-0.7	1.2	7.1	7.0	3.6	10.5				
Interior	2.4	2.1	0.6	3.2	2.1	13.4				
Tires	3.8	1.8	2.0	4.2	3.0	9.7				
ContiTech	7.2	-3.0	1.5	2.0	1.8	11.9				
<b>Continental Corporation</b>	<b>2.9</b>	<b>1.6</b>	<b>3.8</b>	<b>5.1</b>	<b>3.4</b>	<b>11.7</b>				

## 6) Fact Sheets

### EBITDA by Quarter

EBITDA (mn €)	2015					2016					2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	297.3	293.4	268.3	301.3	1,160.3	302.8	312.0	-14.4	354.2	954.6	336.9				
Powertrain	177.2	183.5	167.3	202.7	730.7	158.8	201.8	175.5	220.1	756.2	213.9				
Interior	252.9	299.8	252.4	277.1	1,082.2	237.4	252.2	132.5	282.1	904.2	273.6				
Tires	579.7	734.6	667.7	622.3	2,604.3	658.1	773.4	658.0	739.2	2,828.7	651.3				
ContiTech	129.2	169.1	159.7	119.2	577.2	176.1	197.2	163.5	194.1	730.9	191.3				
Other / Consolidation	-33.1	-47.1	-23.7	-49.4	-153.3	-27.7	-23.5	-37.7	-28.3	-117.2	-28.5				
<b>Continental Corporation</b>	<b>1,403.2</b>	<b>1,633.3</b>	<b>1,491.7</b>	<b>1,473.2</b>	<b>6,001.4</b>	<b>1,505.5</b>	<b>1,713.1</b>	<b>1,077.4</b>	<b>1,761.4</b>	<b>6,057.4</b>	<b>1,638.5</b>				

EBITDA margin in %	2015					2016					2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	13.9	13.7	13.4	13.9	13.7	13.8	13.9	-0.7	15.1	10.6	13.5				
Powertrain	9.7	10.1	10.1	11.5	10.3	8.8	11.0	9.9	11.7	10.3	10.7				
Interior	12.8	14.6	12.4	13.2	13.3	11.7	12.0	6.5	13.1	10.9	11.9				
Tires	24.0	27.8	25.2	23.1	25.0	26.2	28.7	24.3	26.4	26.4	23.6				
ContiTech	10.2	11.9	12.0	8.8	10.8	13.0	14.3	12.1	14.1	13.4	12.6				
<b>Continental Corporation</b>	<b>14.7</b>	<b>16.3</b>	<b>15.5</b>	<b>14.7</b>	<b>15.3</b>	<b>15.3</b>	<b>16.8</b>	<b>10.8</b>	<b>16.7</b>	<b>14.9</b>	<b>14.9</b>				

Changes Y-o-Y in %	2016					2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	1.8	6.3	-105.4	17.6	-17.7	11.3				
Powertrain	-10.4	10.0	4.9	8.6	3.5	34.7				
Interior	-6.1	-15.9	-47.5	1.8	-16.4	15.2				
Tires	13.5	5.3	-1.5	18.8	8.6	-1.0				
ContiTech	36.3	16.6	2.4	62.8	26.6	8.6				
<b>Continental Corporation</b>	<b>7.3</b>	<b>4.9</b>	<b>-27.8</b>	<b>19.6</b>	<b>0.9</b>	<b>8.8</b>				

## 6) Fact Sheets

### EBIT by Quarter

EBIT (mn €)	2015					2016					2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	214.9	209.3	181.5	208.6	814.3	213.2	220.3	-107.4	254.7	580.8	238.9				
Powertrain	96.7	101.0	81.3	116.6	395.6	66.5	108.8	80.3	122.4	378.0	117.1				
Interior	190.9	234.1	178.7	200.8	804.5	160.1	172.9	51.3	183.5	567.8	185.7				
Tires	454.0	604.1	536.5	490.6	2,085.2	530.0	645.4	522.3	591.7	2,289.4	505.1				
ContiTech	54.9	82.3	80.6	-47.2	170.6	98.7	126.7	88.0	85.8	399.2	117.1				
Other / Consolidation	-33.5	-47.5	-24.0	-49.6	-154.6	-27.8	-24.5	-38.2	-28.9	-119.4	-28.8				
<b>Continental Corporation</b>	<b>977.9</b>	<b>1,183.3</b>	<b>1,034.6</b>	<b>919.8</b>	<b>4,115.6</b>	<b>1,040.7</b>	<b>1,249.6</b>	<b>596.3</b>	<b>1,209.2</b>	<b>4,095.8</b>	<b>1,135.1</b>				

EBIT margin in %	2015					2016					2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	10.1	9.8	9.1	9.6	9.6	9.7	9.8	-4.9	10.8	6.5	9.6				
Powertrain	5.3	5.6	4.9	6.6	5.6	3.7	5.9	4.5	6.5	5.2	5.8				
Interior	9.7	11.4	8.8	9.6	9.9	7.9	8.2	2.5	8.5	6.8	8.1				
Tires	18.8	22.8	20.2	18.2	20.0	21.1	24.0	19.3	21.1	21.4	18.3				
ContiTech	4.3	5.8	6.1	-3.5	3.2	7.3	9.2	6.5	6.2	7.3	7.7				
<b>Continental Corporation</b>	<b>10.2</b>	<b>11.8</b>	<b>10.8</b>	<b>9.2</b>	<b>10.5</b>	<b>10.6</b>	<b>12.3</b>	<b>6.0</b>	<b>11.5</b>	<b>10.1</b>	<b>10.3</b>				

Changes Y-o-Y in %	2016					2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	-0.8	5.3	-159.2	22.1	-28.7	12.1				
Powertrain	-31.2	7.7	-1.2	5.0	-4.4	76.1				
Interior	-16.1	-26.1	-71.3	-8.6	-29.4	16.0				
Tires	16.7	6.8	-2.6	20.6	9.8	-4.7				
ContiTech	79.8	53.9	9.2	281.8	134.0	18.6				
<b>Continental Corporation</b>	<b>6.4</b>	<b>5.6</b>	<b>-42.4</b>	<b>31.5</b>	<b>-0.5</b>	<b>9.1</b>				

## 6) Fact Sheets

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

Adj. EBIT <sup>1</sup> (mn €)	2016					2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	213.3					238.9				
Powertrain	72.1					124.7				
Interior	169.1					202.9				
Tires	531.9					486.2				
ContiTech	131.0					141.6				
Other / Consolidation	-27.8					-28.8				
<b>Continental Corporation</b>	<b>1,089.6</b>					<b>1,165.5</b>				

Adj. EBIT <sup>1</sup> margin in %	2016					2017				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	9.7					9.6				
Powertrain	4.0					6.3				
Interior	8.4					8.9				
Tires	21.2					17.9				
ContiTech	9.6					9.6				
<b>Continental Corporation</b>	<b>11.1</b>					<b>10.7</b>				

Changes Y-o-Y in %	2017				
	Q1	Q2	Q3	Q4	Year
Chassis & Safety	12.0				
Powertrain	73.0				
Interior	20.0				
Tires	-8.6				
ContiTech	8.1				
<b>Continental Corporation</b>	<b>7.0</b>				

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

## 6) Fact Sheets

### Consolidated Statement of Income

(mn €)	2017 Q1	2016 Q1	2015 Q1
<b>Sales</b>	<b>10,999.9</b>	<b>9,850.7</b>	<b>9,568.9</b>
Cost of sales	-8,135.2	-7,249.6	-7,146.1
<b>Gross margin on sales</b>	<b>2,864.7</b>	<b>2,601.1</b>	<b>2,422.8</b>
Research and development expenses	-780.7	-716.1	-643.0
Selling and logistics expenses	-600.5	-548.0	-520.9
Administrative expenses	-297.8	-243.7	-214.5
Other expenses and income	-64.4	-69.0	-77.7
Income from at-equity accounted investees	13.8	16.4	11.2
Other income from investments	-	-	0.0
<b>Earnings before interest and tax</b>	<b>1,135.1</b>	<b>1,040.7</b>	<b>977.9</b>
Interest income	23.4	24.8	27.8
Interest expense	-107.0	-58.6	-83.5
<b>Net interest result</b>	<b>-83.6</b>	<b>-33.8</b>	<b>-55.7</b>
<b>Earnings before tax</b>	<b>1,051.5</b>	<b>1,006.9</b>	<b>922.2</b>
Income tax expense	-287.0	-255.8	-244.4
<b>Net income</b>	<b>764.5</b>	<b>751.1</b>	<b>677.8</b>
Non-controlling interests	-14.9	-17.2	-21.1
<b>Net income attributable to the shareholders of the parent</b>	<b>749.6</b>	<b>733.9</b>	<b>656.7</b>
Basic earnings per share (in €)	3.75	3.67	3.28
Diluted earnings per share (in €)	3.75	3.67	3.28

## 6) Fact Sheets

### Consolidated Statement of Financial Position – Assets

Assets in € millions	March 31, 2017	Dec. 31, 2016	March 31, 2016
Goodwill	6,977.1	6,857.3	6,600.9
Other intangible assets	1,620.5	1,514.1	1,298.7
Property, plant and equipment	10,766.8	10,538.1	9,434.9
Investment property	10.3	10.3	15.8
Investments in equity-accounted investees	382.8	384.8	354.6
Other investments	44.0	43.1	39.7
Deferred tax assets	1,819.5	1,836.1	1,815.0
Defined benefit assets	36.8	24.3	16.7
Long-term derivative instruments and interest-bearing investments	17.3	19.7	31.5
Long-term other financial assets	68.0	66.4	49.4
Long-term other assets	27.1	26.8	22.8
<b>Non-current assets</b>	<b>21,770.2</b>	<b>21,321.0</b>	<b>19,680.0</b>
Inventories	4,116.5	3,753.2	3,523.0
Trade accounts receivable	8,351.9	7,392.7	7,185.1
Short-term other financial assets	484.6	455.5	465.0
Short-term other assets	1,103.1	989.0	837.5
Income tax receivables	145.8	124.7	141.8
Short-term derivative instruments and interest-bearing investments	42.0	27.8	69.4
Cash and cash equivalents	1,895.7	2,107.0	1,693.8
Assets held for sale	2.0	4.0	10.3
<b>Current assets</b>	<b>16,141.6</b>	<b>14,853.9</b>	<b>13,925.9</b>
<b>Total assets</b>	<b>37,911.8</b>	<b>36,174.9</b>	<b>33,605.9</b>

## 6) Fact Sheets

### Consolidated Statement of Financial Position – Total Equity and Liabilities

Equity and Liabilities in € millions	March 31, 2017	Dec. 31, 2016	March 31, 2016
Subscribed capital	512.0	512.0	512.0
Capital reserves	4,155.6	4,155.6	4,155.6
Retained earnings	12,284.3	11,534.7	10,215.8
Other comprehensive income	-1,700.6	-1,932.3	-1,940.2
<b>Equity attributable to the shareholders of the parent</b>	<b>15,251.3</b>	<b>14,270.0</b>	<b>12,943.2</b>
Non-controlling interests	471.1	464.8	418.7
<b>Total equity</b>	<b>15,722.4</b>	<b>14,734.8</b>	<b>13,361.9</b>
Long-term employee benefits	4,356.1	4,392.3	4,306.4
Deferred tax liabilities	444.7	371.5	367.6
Long-term provisions for other risks and obligations	205.5	204.2	179.0
Long-term indebtedness	2,783.2	2,803.7	2,418.8
Long-term other financial liabilities	106.2	97.1	45.7
Long-term other liabilities	16.0	17.1	20.7
<b>Non-current liabilities</b>	<b>7,911.7</b>	<b>7,885.9</b>	<b>7,338.2</b>
Short-term employee benefits	1,596.1	1,314.1	1,484.2
Trade accounts payable	6,760.1	6,248.0	5,707.3
Income tax payables	829.0	783.6	736.9
Short-term provisions for other risks and obligations	1,198.2	1,146.4	793.4
Short-term indebtedness	1,939.4	2,148.6	2,459.2
Short-term other financial liabilities	1,111.0	1,187.3	1,017.5
Short-term other liabilities	843.9	726.2	706.8
Liabilities held for sale	—	—	0.5
<b>Current liabilities</b>	<b>14,277.7</b>	<b>13,554.2</b>	<b>12,905.8</b>
<b>Total equity and liabilities</b>	<b>37,911.8</b>	<b>36,174.9</b>	<b>33,605.9</b>

## 6) Fact Sheets

# Consolidated Statement of Cash Flows

	January 1 to March 31		
	In € millions	2017	2016
<b>Net income</b>		<b>764.5</b>	<b>751.1</b>
Income tax expense		287.0	255.8
Net interest result		83.6	33.8
<b>EBIT</b>		<b>1,135.1</b>	<b>1,040.7</b>
Interest paid		-47.6	-46.4
Interest received		6.8	5.4
Income tax paid		-260.3	-217.4
Dividends received		10.2	15.0
Depreciation, amortization, impairment and reversal of impairment losses		503.4	464.8
Income from equity-accounted investees and other investments, incl. impairment and reversal of impairment losses		-13.8	-16.4
Gains/losses from the disposal of assets, companies and business operations		-18.1	-1.3
Changes in			
inventories		-248.6	-199.5
trade accounts receivable		-879.5	-575.3
trade accounts payable		448.4	281.3
employee benefits and other provisions		338.5	241.2
other assets and liabilities		-110.2	-21.3
<b>Cash flow arising from operating activities</b>		<b>864.3</b>	<b>970.8</b>
Cash flow from the disposal of property, plant and equipment, and intangible assets		13.4	4.2
Capital expenditure on property, plant and equipment, and software		-502.7	-397.8
Capital expenditure on intangible assets from development projects and miscellaneous		-30.3	-10.5
Cash flow from the disposal of companies and business operations		19.1	—
Acquisition of companies and business operations		-230.8	-77.7
<b>Cash flow arising from investing activities</b>		<b>-731.3</b>	<b>-481.8</b>
<b>Cash flow before financing activities (free cash flow)</b>		<b>133.0</b>	<b>489.0</b>
Change in indebtedness		-361.7	-380.0
Successive purchases		-0.6	-2.2
Dividends paid to and cash changes from equity transactions with non-controlling interests		-0.4	-0.7
Cash and cash equivalents arising from first-time consolidation of subsidiaries		0.6	0.6
<b>Cash flow arising from financing activities</b>		<b>-362.1</b>	<b>-382.3</b>
<b>Change in cash and cash equivalents</b>		<b>-229.1</b>	<b>106.7</b>
Cash and cash equivalents at the beginning of the reporting period		2,107.0	1,621.5
Effect of exchange-rate changes on cash and cash equivalents		17.8	-34.4
<b>Cash and cash equivalents at the end of the reporting period</b>		<b>1,895.7</b>	<b>1,693.8</b>



## 6) Fact Sheets

### Q1 2017 Results Reported and Adjusted (mn €) – by Division

	<u>Chassis &amp; Safety</u>		<u>Powertrain</u>		<u>Interior</u>		<u>Tires</u>		<u>ContiTech</u>		<u>Cons./Corr.</u>		<u>Corporation</u>	
	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016	2017
<b>Sales</b>	<b>2,201.8</b>	<b>2,497.4</b>	<b>1,813.5</b>	<b>2,003.1</b>	<b>2,023.0</b>	<b>2,293.9</b>	<b>2,512.7</b>	<b>2,756.3</b>	<b>1,359.1</b>	<b>1,521.4</b>	<b>-59.4</b>	<b>-72.2</b>	<b>9,850.7</b>	<b>10,999.9</b>
<b>EBIT</b> in % of sales	<b>213.2</b> 9.7%	<b>238.9</b> 9.6%	<b>66.5</b> 3.7%	<b>117.1</b> 5.8%	<b>160.1</b> 7.9%	<b>185.7</b> 8.1%	<b>530.0</b> 21.1%	<b>505.1</b> 18.3%	<b>98.7</b> 7.3%	<b>117.1</b> 7.7%	<b>-27.8</b>	<b>-28.8</b>	<b>1,040.7</b> 10.6%	<b>1,135.1</b> 10.3%
<b>Amortization of intangible assets from PPA</b>	<b>0.1</b>	<b>0.0</b>	<b>2.1</b>	<b>3.0</b>	<b>9.0</b>	<b>11.6</b>	<b>1.9</b>	<b>4.8</b>	<b>20.9</b>	<b>21.8</b>	<b>0.0</b>	<b>0.0</b>	<b>34.0</b>	<b>41.2</b>
<b>Total special effects</b>	<b>0.0</b>	<b>0.0</b>	<b>3.5</b>	<b>1.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>-13.5</b>	<b>11.4</b>	<b>0.1</b>	<b>0.0</b>	<b>0.0</b>	<b>14.9</b>	<b>-12.4</b>
<b>Total consolidation effects</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>3.6</b>	<b>0.0</b>	<b>5.6</b>	<b>0.0</b>	<b>-10.2</b>	<b>0.0</b>	<b>2.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>1.6</b>
<b>Total consolidation &amp; special effects</b>	<b>0.0</b>	<b>0.0</b>	<b>3.5</b>	<b>4.6</b>	<b>0.0</b>	<b>5.6</b>	<b>0.0</b>	<b>-23.7</b>	<b>11.4</b>	<b>2.7</b>	<b>0.0</b>	<b>0.0</b>	<b>14.9</b>	<b>-10.8</b>
<b>Adjusted operating result (adj. EBIT)<sup>1</sup></b> in % of adjusted sales	<b>213.3</b> 9.7%	<b>238.9</b> 9.6%	<b>72.1</b> 4.0%	<b>124.7</b> 6.3%	<b>169.1</b> 8.4%	<b>202.9</b> 8.9%	<b>531.9</b> 21.2%	<b>486.2</b> 17.9%	<b>131.0</b> 9.6%	<b>141.6</b> 9.6%	<b>-27.8</b>	<b>-28.8</b>	<b>1,089.6</b> 11.1%	<b>1,165.5</b> 10.7%

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

## 6) Fact Sheets

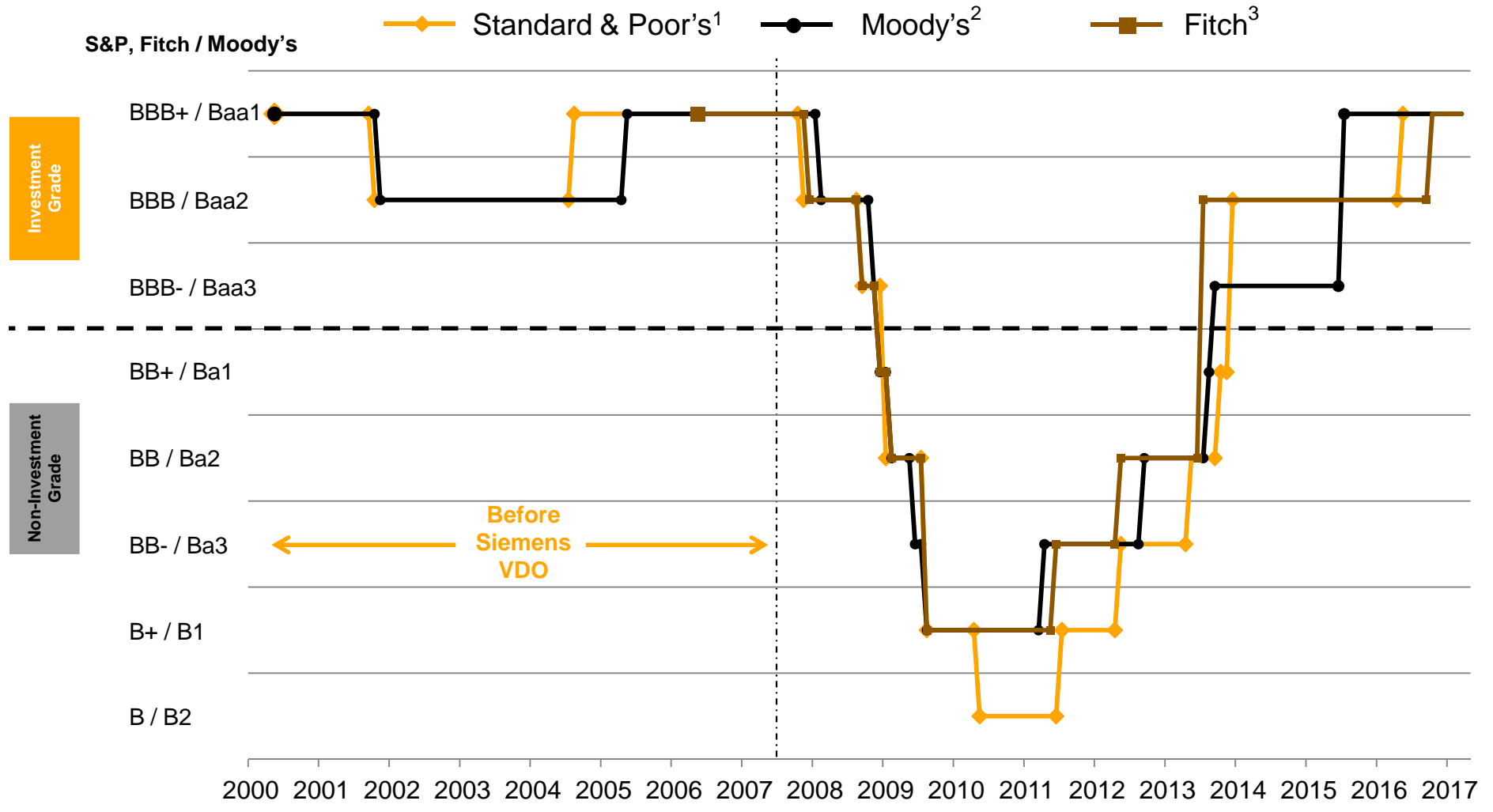
### Q1 2017 Results Reported and Adjusted (mn €) – by Group

	<u>Automotive</u>		<u>Rubber</u>		<u>Cons./Corr.</u>		<u>Corporation</u>	
	2016	2017	2016	2017	2016	2017	2016	2017
<b>Sales</b>	<b>6,011.0</b>	<b>6,754.0</b>	<b>3,851.7</b>	<b>4,260.4</b>	<b>-12.0</b>	<b>-14.5</b>	<b>9,850.7</b>	<b>10,999.9</b>
<b>EBIT</b> in % of sales	<b>439.8</b> 7.3%	<b>541.7</b> 8.0%	<b>628.7</b> 16.3%	<b>622.2</b> 14.6%	<b>-27.8</b>	<b>-28.8</b>	<b>1,040.7</b> 10.6%	<b>1,135.1</b> 10.3%
<b>Amortization of intangible assets from PPA</b>	<b>11.2</b>	<b>14.6</b>	<b>22.8</b>	<b>26.6</b>	<b>0.0</b>	<b>0.0</b>	<b>34.0</b>	<b>41.2</b>
<b>Total special effects</b>	<b>3.5</b>	<b>1.0</b>	<b>11.4</b>	<b>-13.4</b>	<b>0.0</b>	<b>0.0</b>	<b>14.9</b>	<b>-12.4</b>
<b>Total consolidation effects</b>	<b>0.0</b>	<b>9.2</b>	<b>0.0</b>	<b>-7.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>1.6</b>
<b>Total consolidation &amp; special effects</b>	<b>3.5</b>	<b>10.2</b>	<b>11.4</b>	<b>-21.0</b>	<b>0.0</b>	<b>0.0</b>	<b>14.9</b>	<b>-10.8</b>
<b>Adjusted operating result (adj. EBIT)<sup>1</sup></b> in % of adjusted sales	<b>454.5</b> 7.6%	<b>566.5</b> 8.4%	<b>662.9</b> 17.2%	<b>627.8</b> 15.1%	<b>-27.8</b>	<b>-28.8</b>	<b>1,089.6</b> 11.1%	<b>1,165.5</b> 10.7%

<sup>1</sup> Before amortization of intangibles from PPA, consolidation and special effects

# 6) Fact Sheets

## Continental's Credit Rating



<sup>1</sup> Contracted rating since May 19, 2000  
<sup>2</sup> Non-contracted rating since February 1, 2014  
<sup>3</sup> Contracted rating since November 7, 2013

# References

## Useful Links

Continental Investor Relations website	<a href="http://www.continental-ir.com">http://www.continental-ir.com</a>
Annual and interim reports	<a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/</a>
2016 Fact Book	<a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/</a>
Investor Relations events and presentations	<a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/events/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/events/</a>
Sustainability at Continental (presentation and fact sheet for investors)	<a href="http://www.continental-ir.com">http://www.continental-ir.com</a>
Corporate Social Responsibility	<a href="http://www.continental-sustainability.com">http://www.continental-sustainability.com</a>
Corporate Governance Principles	<a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/corporate_governance/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/corporate_governance/</a>
Continental shares	<a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/share/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/share/</a>
Continental bonds and rating	<a href="http://www.continental-corporation.com/www/portal_com_en/themes/ir/bonds/">http://www.continental-corporation.com/www/portal_com_en/themes/ir/bonds/</a>
Continental IR mobile website	<a href="http://continental.ir-portal.de">http://continental.ir-portal.de</a>