Annual Press Conference

Preliminary Figures 2012

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DAX 2012
Exchange Traded Funds®
Welcome back in DAX®
Kurse und Know-how direkt von der Quelle:
www.boerse-frankfurt.de
XETRA

We posted another record year,

slightly exceeded targeted key data for

sales and adjusted EBIT and achieved

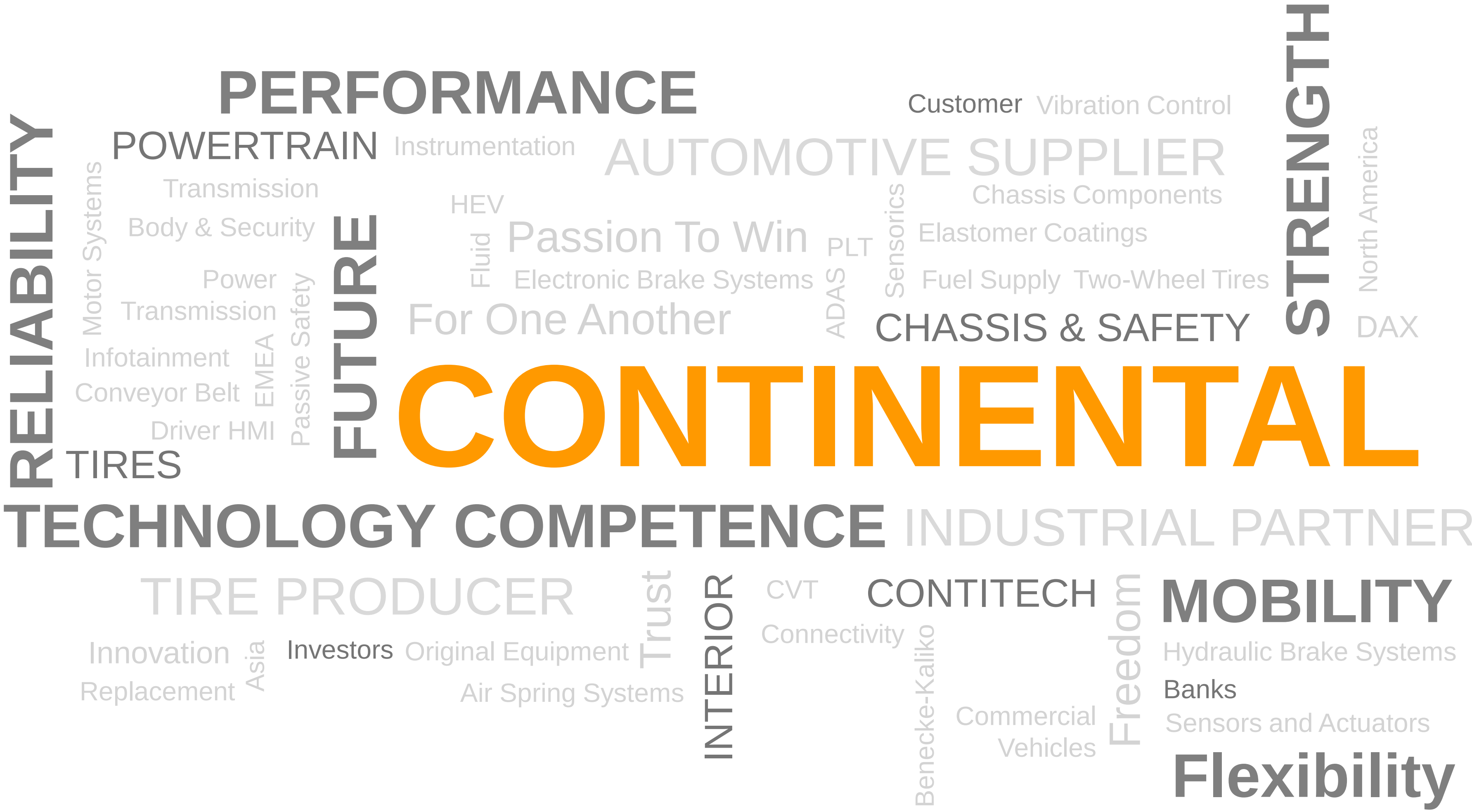
medium-term milestones ahead of schedule.

Financial Strength Regained

Preliminary Figures

	Target	Dec. 31, 2012	
Net indebtedness	< €6.5 billion by the end of 2012	€5.3 billion	✓
Gearing Ratio	< 70 percent by the end of 2012, mid-term < 60 percent	58 percent	✓
Equity Ratio	mid-term 30 to 35 percent	33.5 percent	✓
Investment Grade	stand-alone by the end of 2012	stand-alone with S&P, Moody‘s	✓

We reduced our gearing ratio to a competitive level and thereby significantly increased our financial flexibility.


PERFORMANCE
Customer
Vibration Control
STRENGTH
RELIABILITY
POWERTRAIN
Instrumentation
AUTOMOTIVE SUPPLIER
North America
Motor Systems
Transmission
Chassis Components
Body & Security
HEV
Sensorics
Fluid
Passion To Win
PLT
Elastomer Coatings
FUTURE
Power Transmission
Passive Safety
Electronic Brake Systems
ADAS
Fuel Supply
Two-Wheel Tires
For One Another
CHASSIS & SAFETY
DAX
Infotainment
EMEA
Conveyor Belt
Driver HMI
CONTINENTAL
TIRES
TECHNOLOGY COMPETENCE
INDUSTRIAL PARTNER
TIRE PRODUCER
Trust
INTERIOR
CVT
CONTITECH
Freedom
MOBILITY
Connectivity
Innovation
Asia
Investors
Original Equipment
Hydraulic Brake Systems
Replacement
Air Spring Systems
Benecke-Kaliko
Banks
Commercial Vehicles
Sensors and Actuators
Flexibility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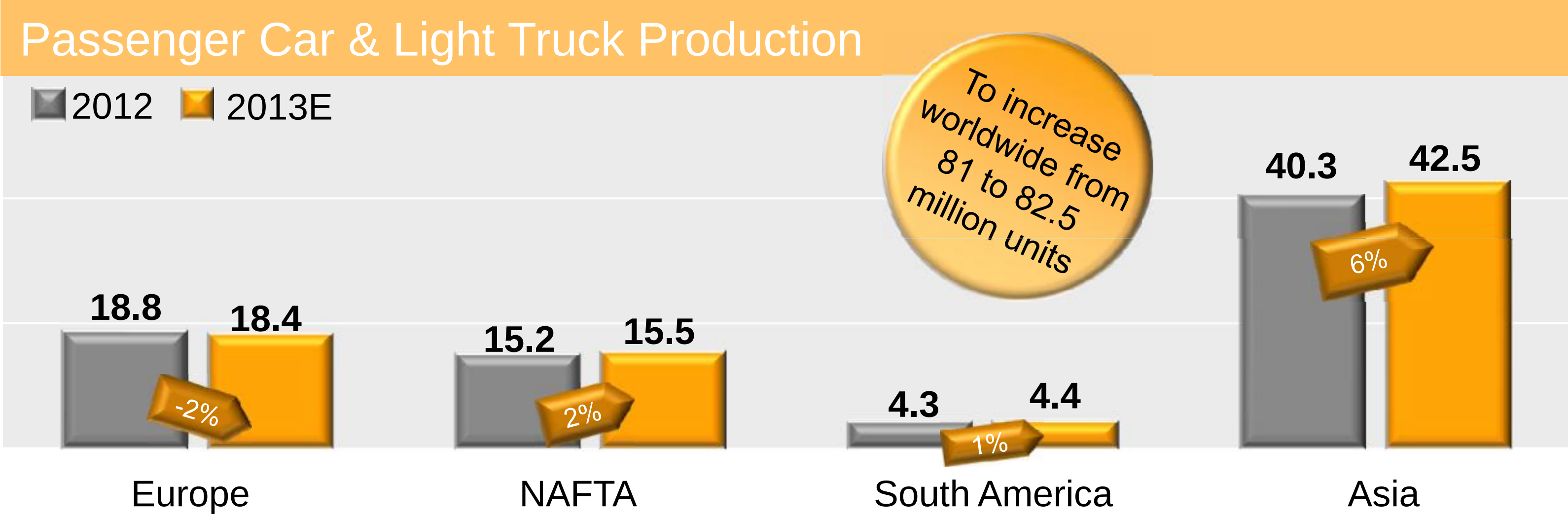
All in all, we achieved the best results in Continental’s nearly 142-year history.

The Executive Board proposes to the Annual Shareholders‘ Meeting a dividend payout of €2.25 per share for fiscal 2012.

Investing in Continental shares paid off handsomely in 2012.

millions of units



Source: IHS and own estimates

Key Figures

Preliminary Figures

Sales increase of 7.3% to €32.7 billion

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

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

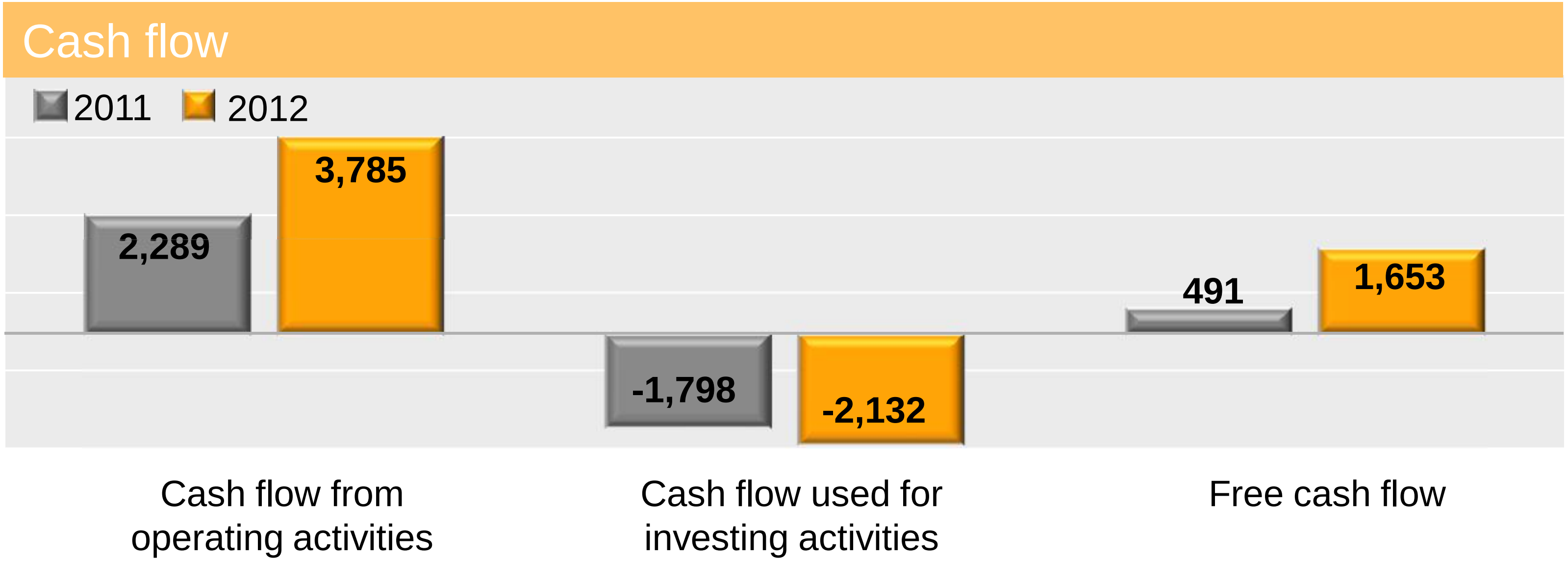
Net income of almost €1.9 billion

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

Strong, Higher-Than-Expected Cash Flow

Preliminary
Figures

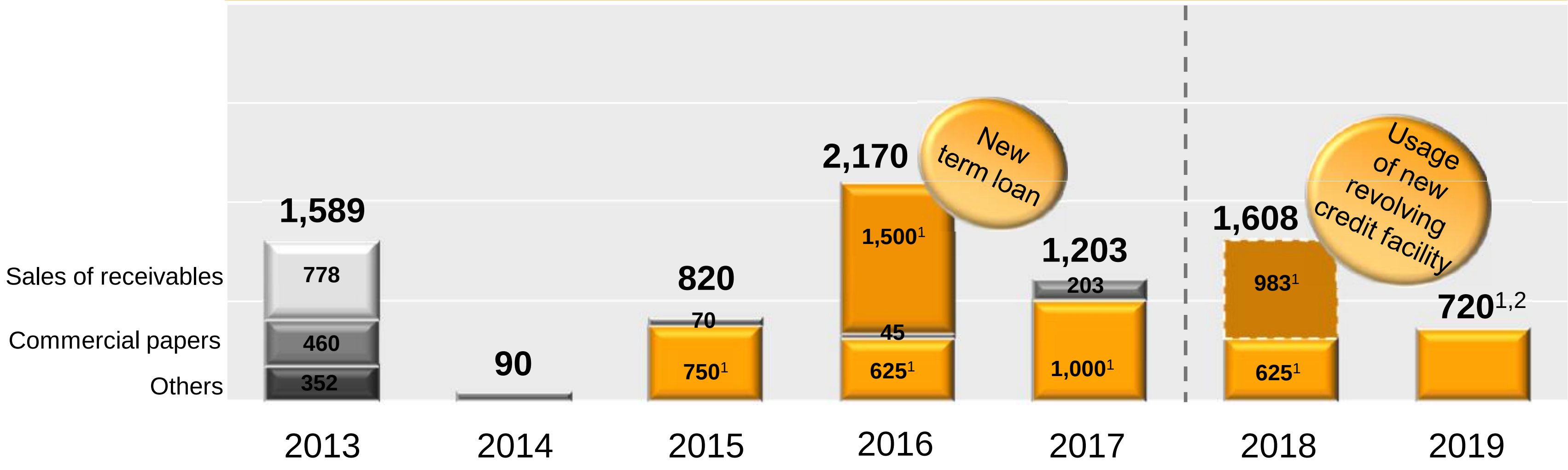
in € millions



More Flexibility For Future Financing

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

Maturity Profile

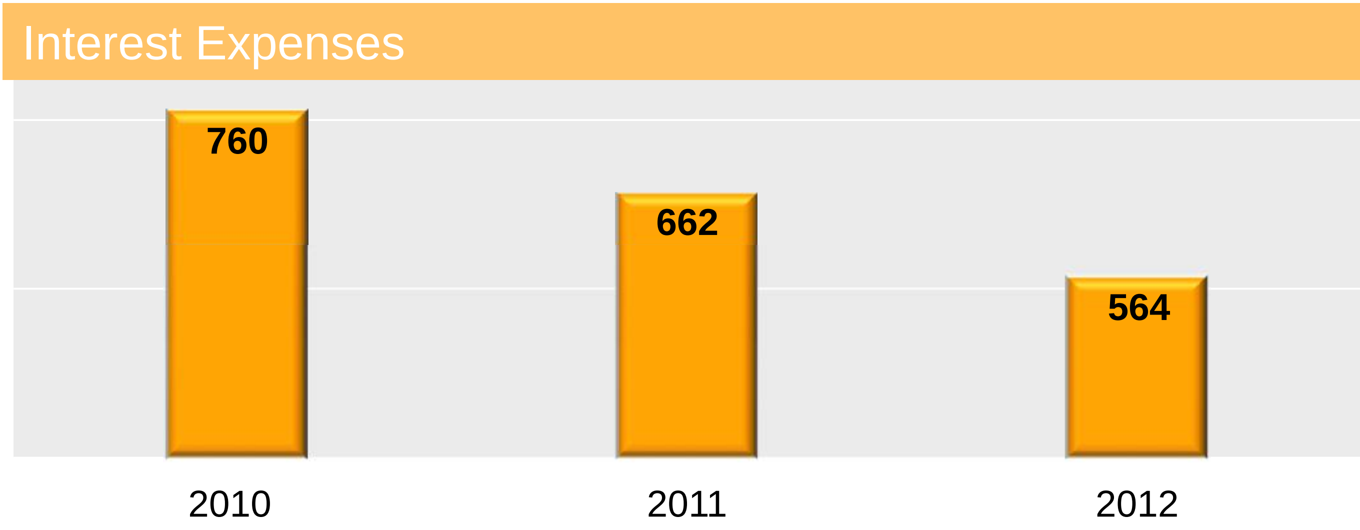


1) Note that maturities later than 2017 are bond maturities and the maturity of new revolving credit facility, which has a total volume of €3,000 million; all bond and syndicated loan amounts are nominal values, maturities do not add up to gross indebtedness amounting to €8,253 million on December 31, 2012.
2) Nominal amount $950 million (exchange rate on December 31, 2012: €1 = $1,3191).

Our Stable Financing Base Is Paying Off

Preliminary Figures

in € millions



Liquidity reserves of €5.2 billion:

cash and cash equivalents of €2.4 billion

and unused credit lines of €2.8 billion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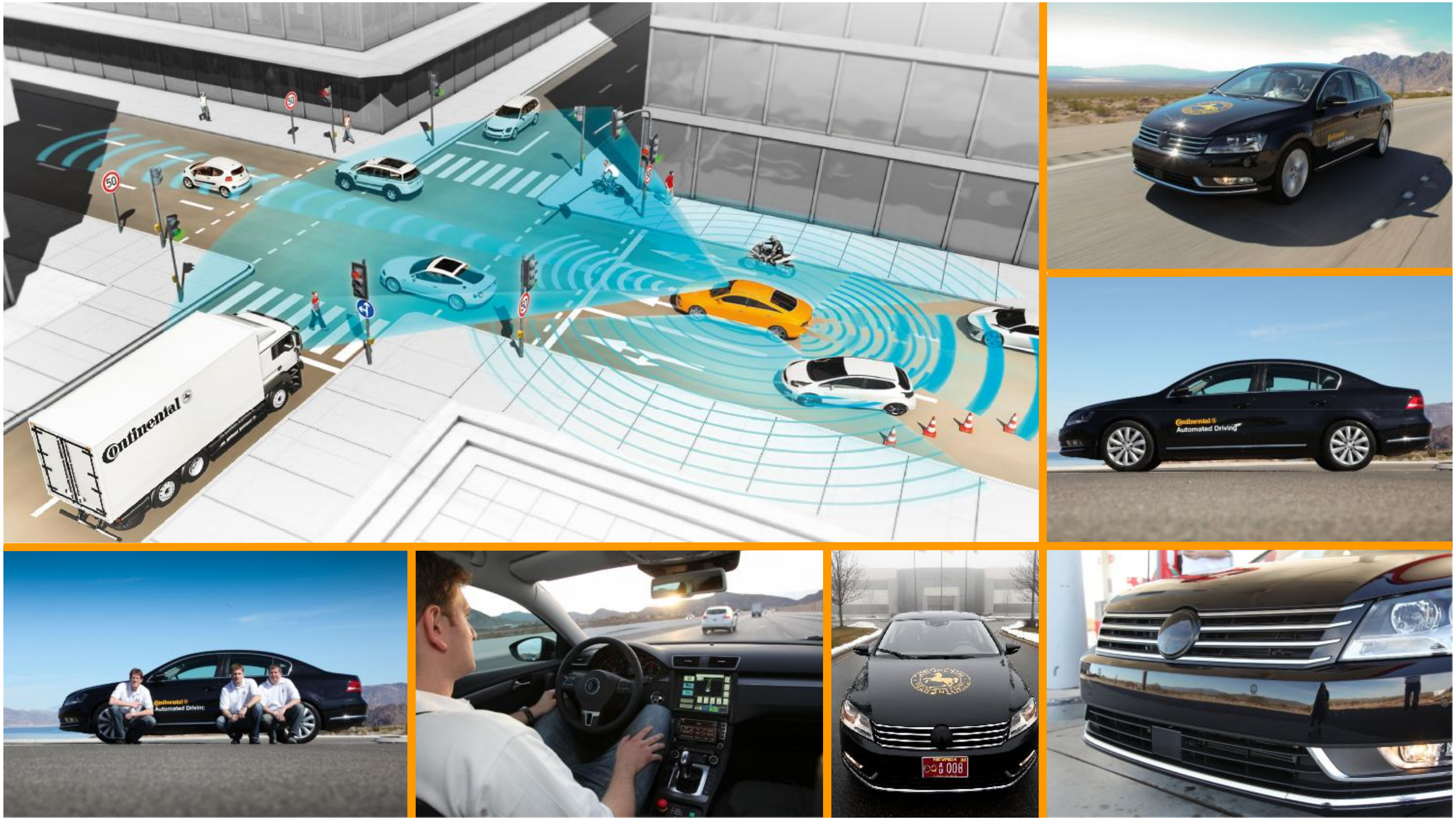
>2025
FULLY AUTOMATED
Monitoring of the system not required
Driver does not need to be able to take over the driving task
Example: Highway driving up to 130 km/h
2020
HIGHLY AUTOMATED
Monitoring of the system not required
Driver needs to be able to take over the driving task with lead time
Example: Stop-and-go (highway)
2016
PARTIALLY AUTOMATED
Monitoring of the system required
Driver needs to be able to take over the driving task at any moment
Example: Stop-and-go up to 30 km/h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Automated Driving

Innovations Drive Future Growth

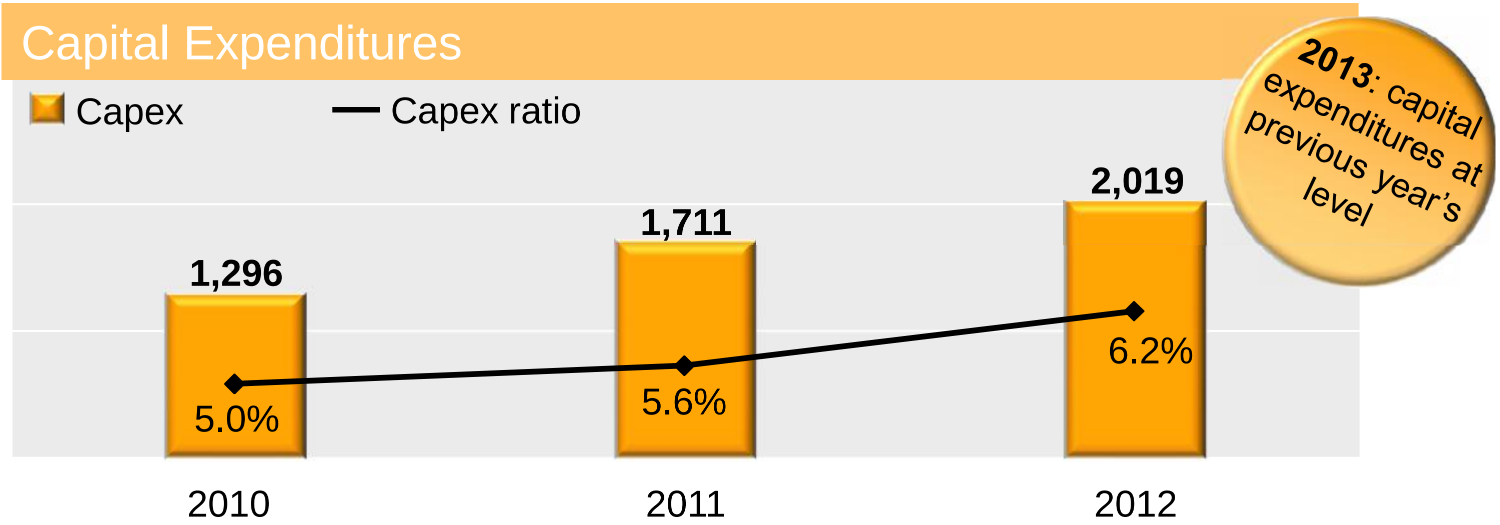
Preliminary
Figures

in € millions

Capital Expenditures Also Ensure Growth

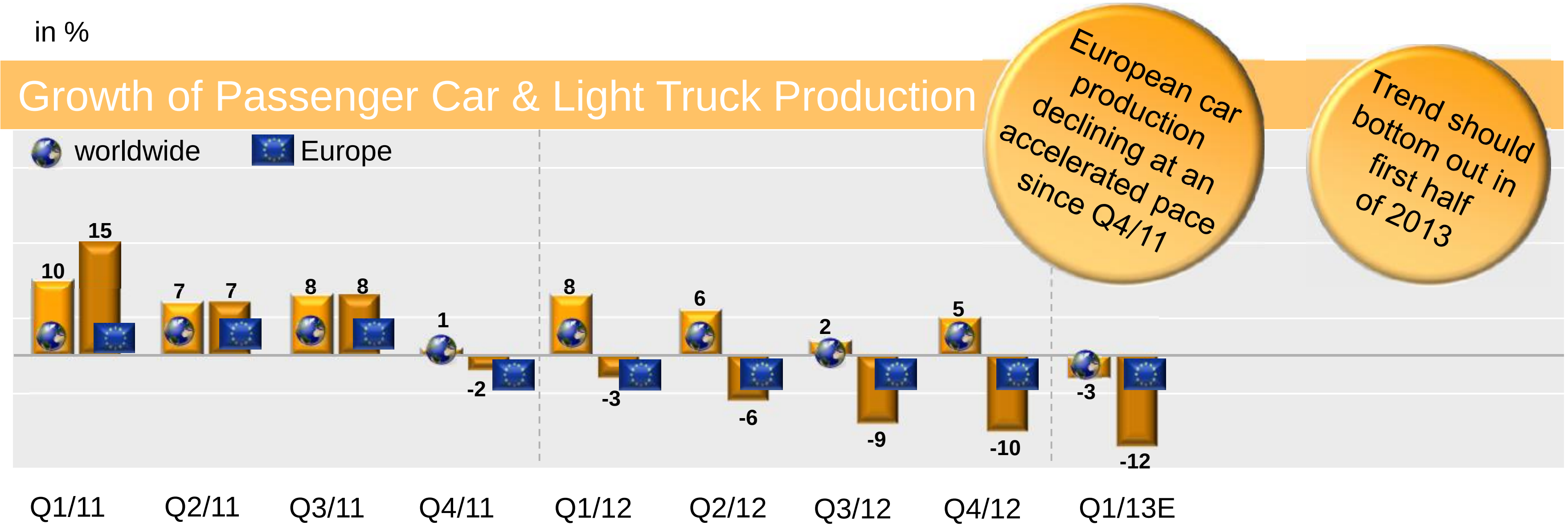
Preliminary Figures

in € millions



Increase in Sales Particularly in Second Half of The Year

Preliminary Figures



Source: HIS estimates released in January 2013 and own estimates

Outlook 2013

Preliminary Figures

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

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

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

Adjusted* EBIT margin of more than 10%

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

Outlook 2013

Preliminary Figures

Raw material prices: no significant additional impact

Tax rate: less than 30%, **capital expenditure:** at previous year's level

Free cash flow: more than €700 million

Net indebtedness to decrease further, **gearing ratio** should remain below 60%

Thank You for Your Attention!

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Contacts at Corporate Communications

Continental AG
Vahrenwalder Straße 9
30165 Hanover
Germany

Phone: +49 511 938-1794
Fax: +49 511 938-1016

corporate-media-relations@conti.de
www.continental-media.com

Dr. Felix Gress
Senior VP Corporate Communications & Public Affairs
Phone: +49 511 938-1485
Email: prkonzern@conti.de

Antje Lewe
Spokeswoman
Business and Finance
Phone: +49 511 938-1364
Email: antje.lewe@conti.de

Vincent Charles
Spokesman
Innovation and Technology
Phone: +49 511 938-1622
Email: vincent.charles@conti.de

Hannes Boekhoff
VP Media Relations
Phone: +49 511 938-1278
Email: hannes.boekhoff@conti.de

Denise Maria Samardžić
Spokeswoman
HR and Career
Phone: +49 511 938-1640
Email: denise-maria.samardzic@conti.de

Kristin Bartels
Media Relations Officer
Phone: +49 511 938-1794
Email: kristin.bartels@conti.de