



Preliminary Figures for Fiscal 2016 and Outlook 2017

January 2017

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

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1) Corporation Highlights 2016

Most Important KPIs

FY 2016

- › Sales up by 3% to ~€40.5 bn; organic sales growth at ~4.5%
- › Adj. EBIT¹ totaled ~€4.3 bn; adj. EBIT¹ margin ~10.7%
- › Net income amounted to ~€2.8 bn slightly exceeding 2015 level
- › Free cash flow before acquisitions amounted to ~€2.3 bn, leading to a cash conversion² of >80%
- › Net debt ~€2.8 bn; gearing ratio below 20% at YE 2016
- › Order intake in HEV up by 17%, totaling more than €1.2 bn

Q4 2016:

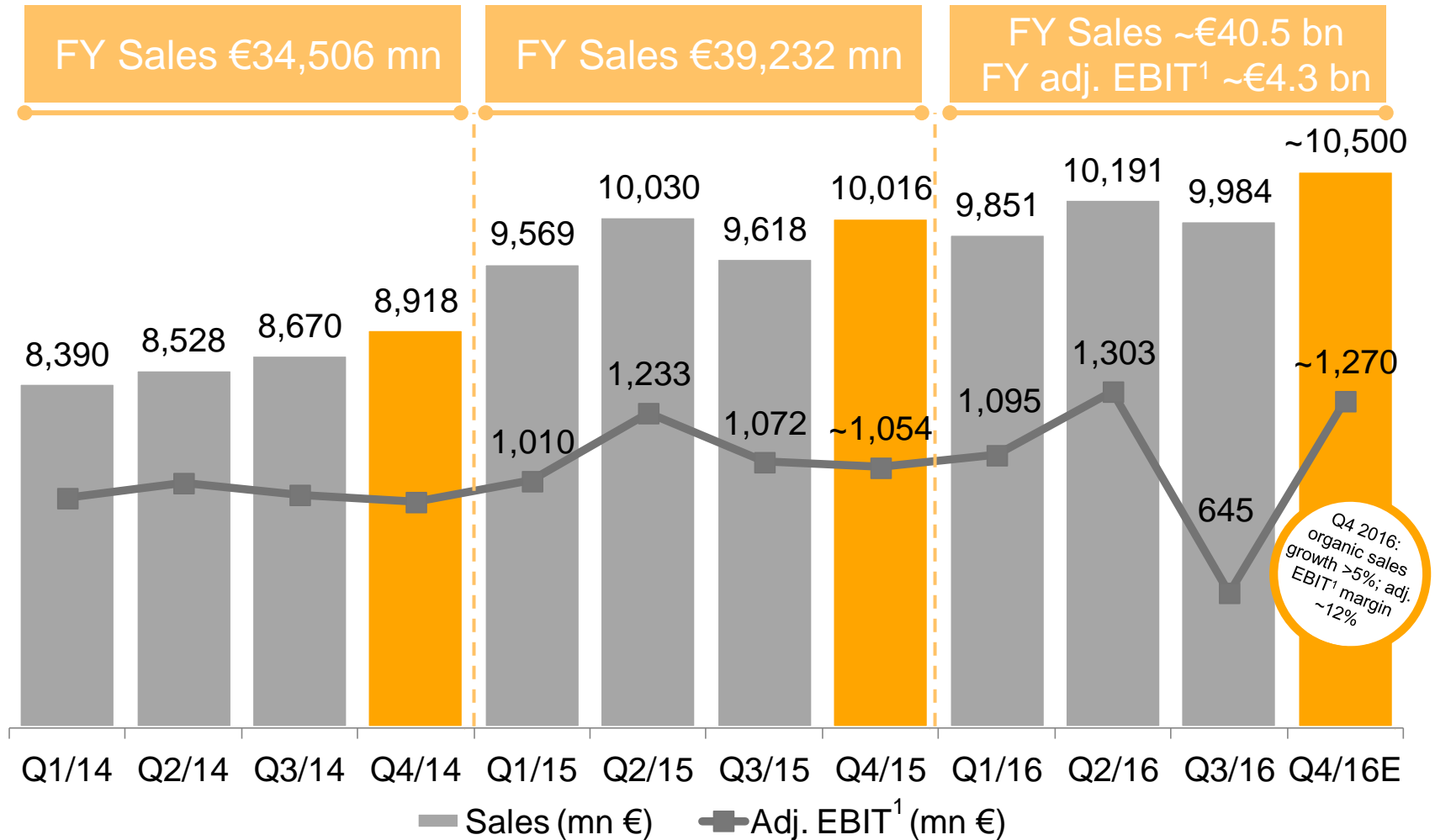
- › Automotive Group organic sales growth >6%, around 4%-points above global PC< production
- › Automotive Group adj. EBIT¹ margin in Q4 2016 stood at 9.6% (PY 8.9%)
- › Winter tire sales up 2%; overall tire volumes in Q4 2016 up by 6% despite challenging comparables; volumes and solid PM drove Q4 sales and EBIT in the Tires division above prior year levels

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

² Cash flow before financing activities and acquisitions divided by net income attributable to the shareholders of the parent

1) Corporation Highlights 2016

Sales and Adjusted EBIT¹ by Quarter

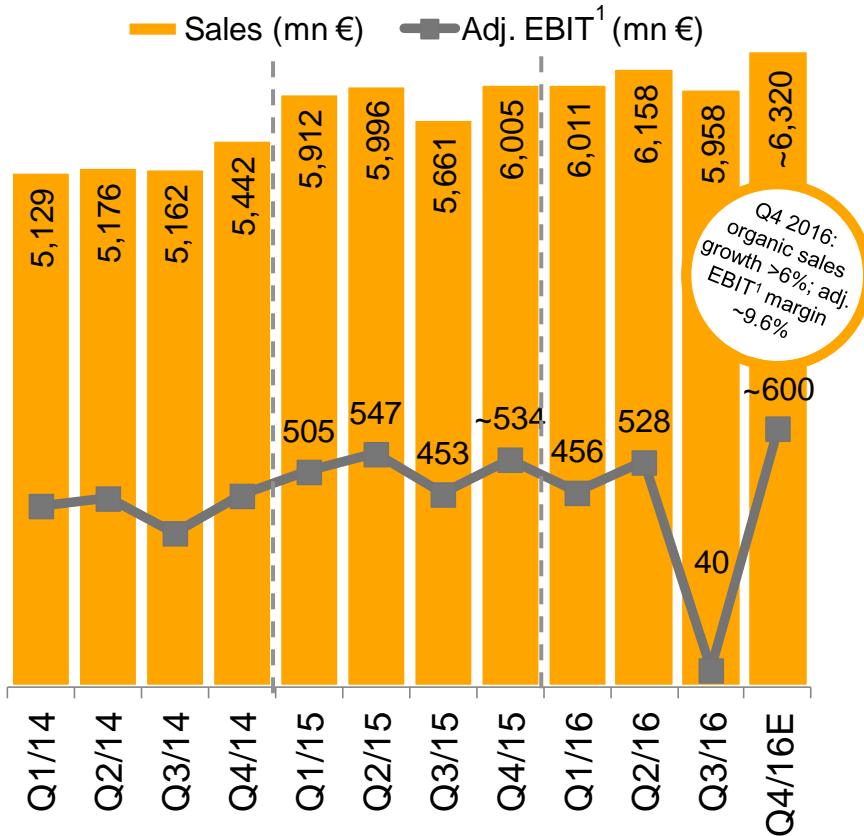


¹ Before amortization of intangibles from PPA, consolidation and special effects

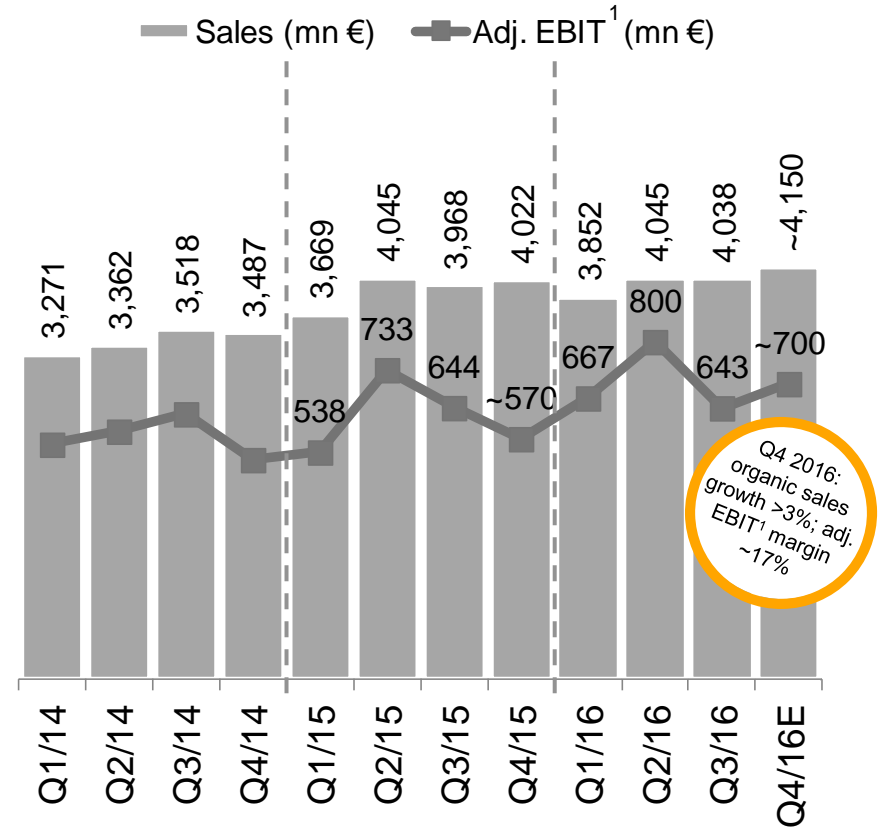
1) Corporation Highlights 2016

Automotive Group and Rubber Group by Quarter

Automotive Group



Rubber Group

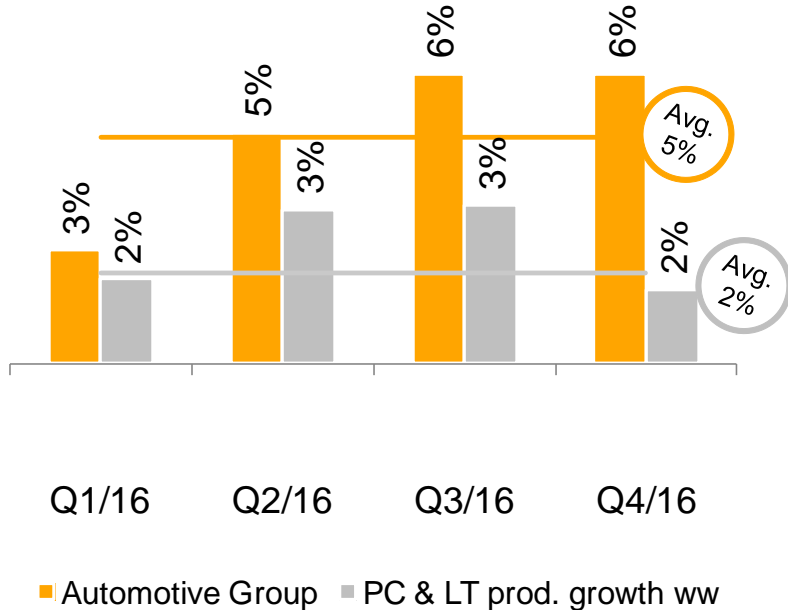


¹ Before amortization of intangibles from PPA, consolidation and special effects

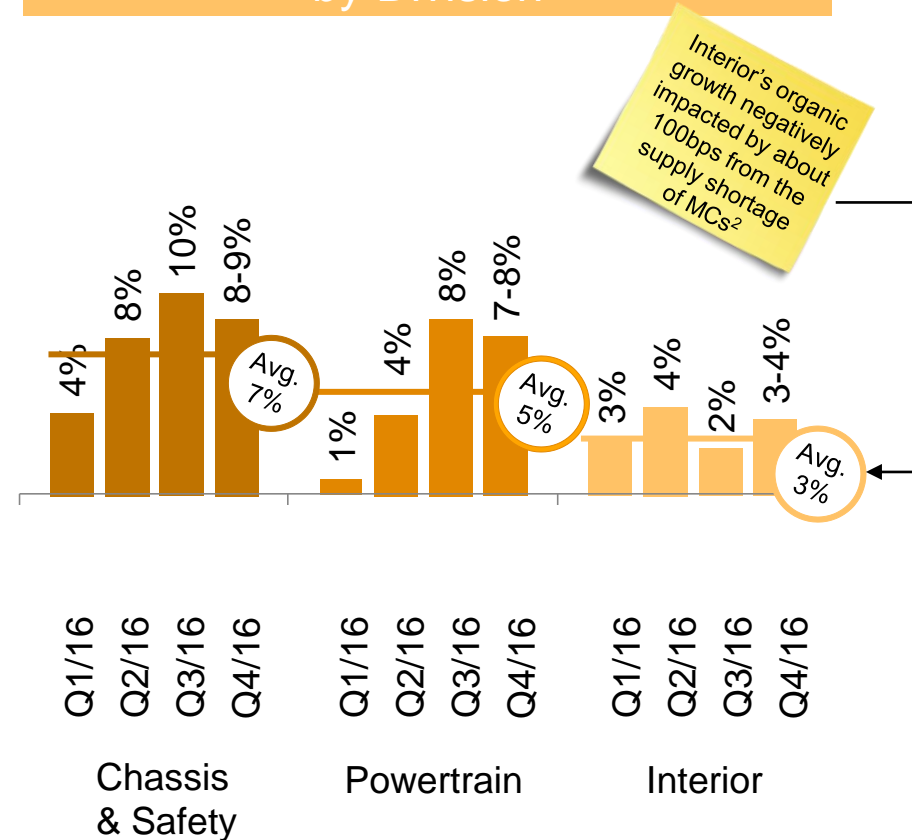
1) Corporation Highlights 2016

Organic Growth Boosted

Organic Sales Growth vs. PC & LT¹ Production Growth



Organic Sales Growth by Division



¹ Passenger car and light truck
² Microcontrollers

Preliminary Figures for Fiscal 2016 and Outlook 2017
 January 2017

1) Cooperation Highlights

Highlights from the CES 2017

Continental Introduces In-Vehicle Biometrics

Through the combination of the keyless access control and start system PASE (Passive Start and Entry) and biometric elements, Continental offers enhanced security and real personalization.



[Go to press release](#)

Intelligent Glass Refined and Enhanced

Continental's Intelligent Glass, which enables the selective and incremental shading of nearly all car windows at the touch of a button, just got smarter: Continental has added a range of new functions designed to further enhance passenger comfort.



[Go to press release](#)

Zonar: Intelligent Fleet Management on the Tablet

The new ZonarConnect™ system is a permanently networked, next-generation tablet that gives operators of commercial vehicle fleets greater control over their business processes.



[Go to press release](#)

Continental and Inmarsat Cooperate for Holistic Vehicle Connectivity

Continental expands product and service portfolio to offer over-the-air (OTA) updates for multiple electronic control units in the vehicle. Inmarsat's global communication network connects vehicles everywhere combining highly efficient and cost effective satellite broadcast with a two-way data service.



[Go to press release](#)

High-Quality 3D Display Surface Offers new Design Possibilities in the Cockpit

Continental has developed a 3D display surface featuring optically bonded, topographical elements that restores a sense of quality and design individuality to the classic display.



[Go to press release](#)

Cloud Terminal Makes the Entertainment System Intelligent and Flexible

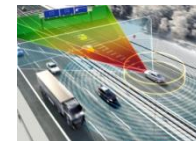
The new Continental cloud terminal offers maximum flexibility in the cockpit. Applications that used to be integrated directly in the head unit have now moved over to the cloud, where they are processed before being displayed on a powerful browser.



[Go to press release](#)

Everything at a Glance – Anytime, Anywhere: Continental Develops Next-Generation Environment Model

The environment model is a core component of automated driving. The High Resolution 3D Flash LIDAR surrounding sensor enables real-time 3D machine vision without mechanically moving components. Central control unit: Assisted & Automated Driving Control Unit (ADCU) as a platform for complex vehicle surroundings models.



[Go to press release](#)

2) Opportunities and Challenges in 2017

› 2017

- › Europe slowing and North America likely to slightly decline
- › China: extended stimulus will allow car market to grow by about 4%
- › Russia and Brazil to recover from depressed levels
- › ContiTech: oil and mining-related businesses to stabilize
- › Tires: raw materials will turn into a headwind

› Medium Term

- › Opportunities from continued growth in replacement tire demand
- › Rising R&D expenses in Automotive, a consequence of successfully transforming the business towards electronics and software
- › Opportunities for Continental from
 - › Digitalization
 - › Electrification

2) Opportunities and Challenges in 2017

Europe Slowing and North America Likely to Slightly Decline

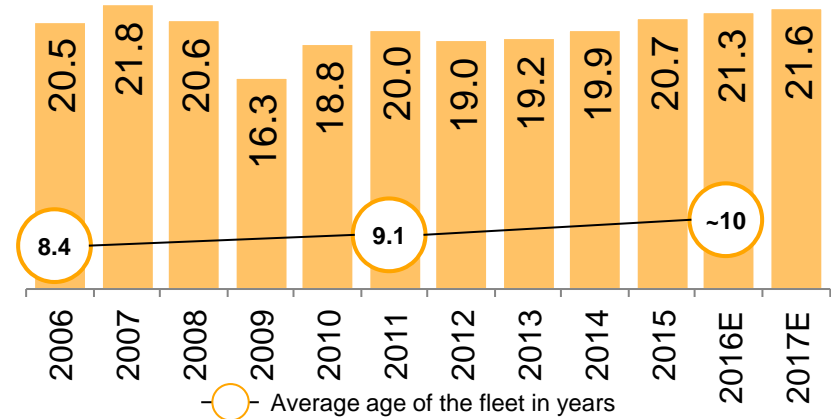
› Opportunities

- › Further European volume growth largely dependent on Italy, Spain and Germany
- › Tax cuts in the U.S. could boost new car sales and hence production
- › Average car park age at all time high in both markets

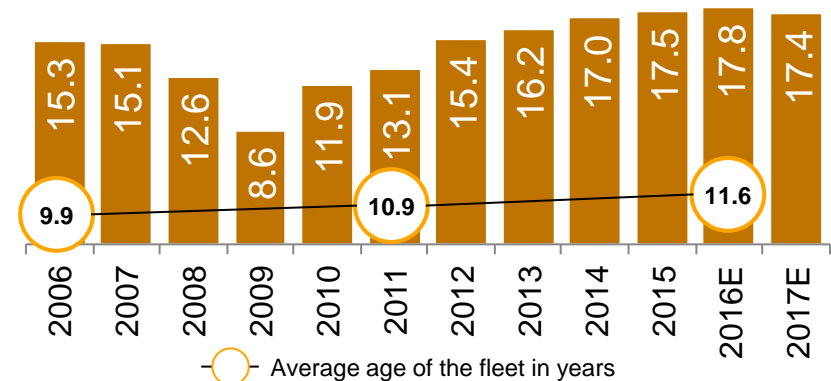
› Challenges

- › NAFTA region production volumes trending well above the level preceding the global financial crisis
- › Further Fed tightening expected
- › Elections in France and Germany could weigh on sentiment

PC & LT¹ production (mn units) – Europe



PC & LT¹ production (mn units) – NAFTA



¹ Passenger car and light truck (<6t); source: IHS and own estimates

2) Opportunities and Challenges in 2017

China – Extended Tax Incentive will Allow Market to Grow 4%

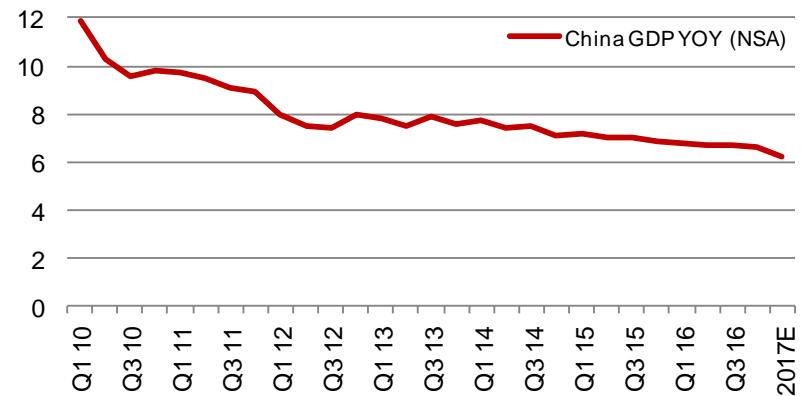
› Challenges

- › Chinese GDP growth will further slow
- › Growth increasingly dependent on stimuli but government still has plenty of measures at their disposal

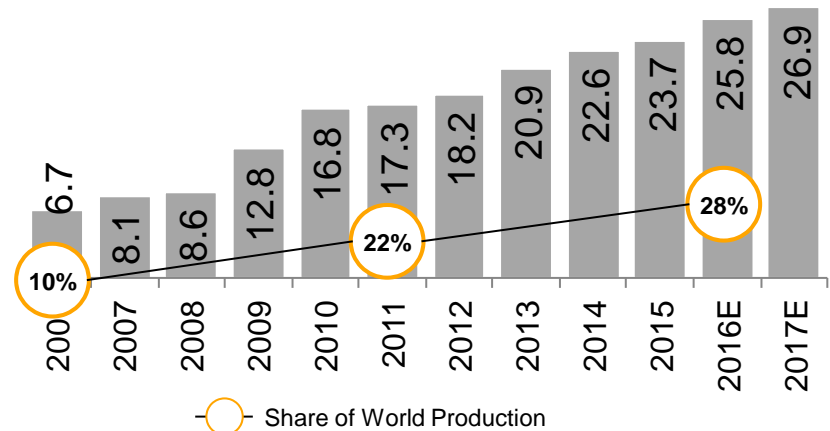
› Opportunities

- › China PC & LT production grew by 9% in 2016 thanks to the stimulus initiated in Q4/2015¹
- › Extension of tax incentive² should bolster demand in 2017
- › China presents Continental with both market and content growth opportunity

China – GDP growth YOY³



China – PC & LT⁴ production



¹ Cut in purchase tax from 10% to 5% from October 1, 2015, to December 31, 2016,
² Starting Jan 2017 purchase tax will increase to 7.5% for vehicles with engines <1.6l
³ 2016E and 2017E: IMF Oct 2016 Update
⁴ Passenger and light truck; source: HIS and own estimates

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2) Opportunities and Challenges in 2017

Russia and Brazil to Recover from Depressed Levels

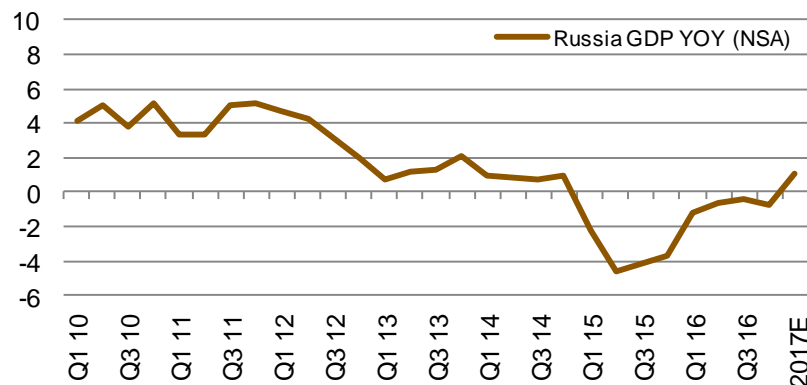
› Opportunities

- › New car sales in Russia (2016E 1.4mn) and Brazil (2016E 1.7 mn) halved from peak levels but started to recover in Q4 2016
- › Russia and South America represent less than 4% of Continental's global sales in 2016
- › Mid-term, both markets offer growth potential as their share in global car production is down from 8% in 2008 to 4% in 2016

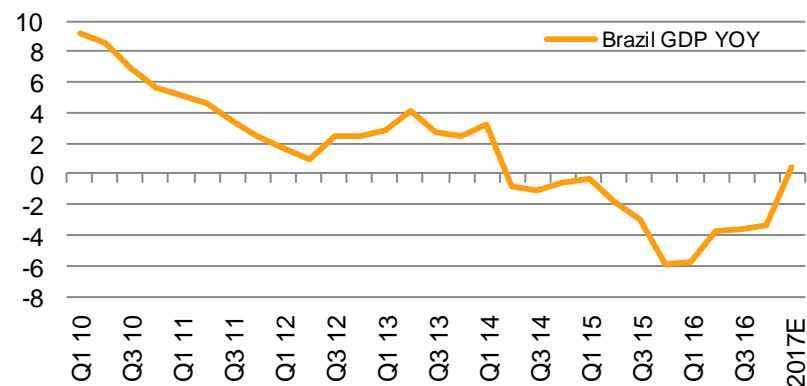
› Challenges

- › Brazil, in particular, has to undertake huge efforts to reform its political and economic system

Russia – GDP growth YOY¹



Brazil – GDP growth YOY¹



¹ 2016E and 2017E: IMF Oct 2016 Update

2) Opportunities and Challenges in 2017

Oil and Mining Related Sectors Impacting ContiTech

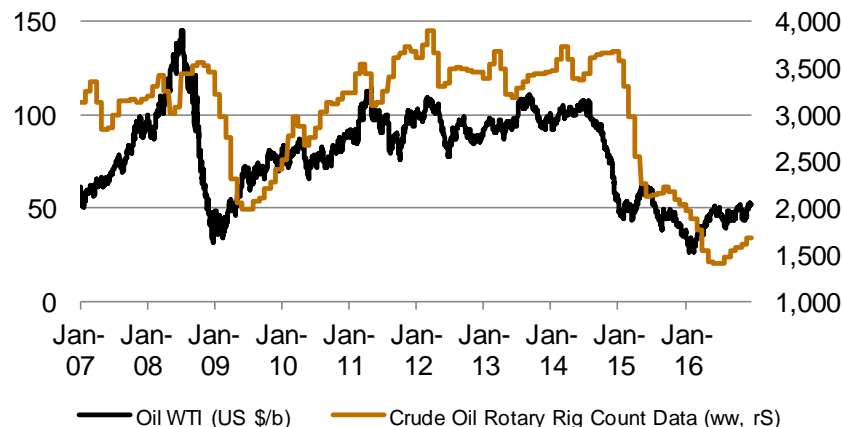
› Challenges

- › Oil and mining related exposure amounts to about 15% of ContiTech sales
- › No recovery in mining-related businesses before 2018 expected
- › Restructuring undertaken allowed us to close FY 2016 ahead of our own targets

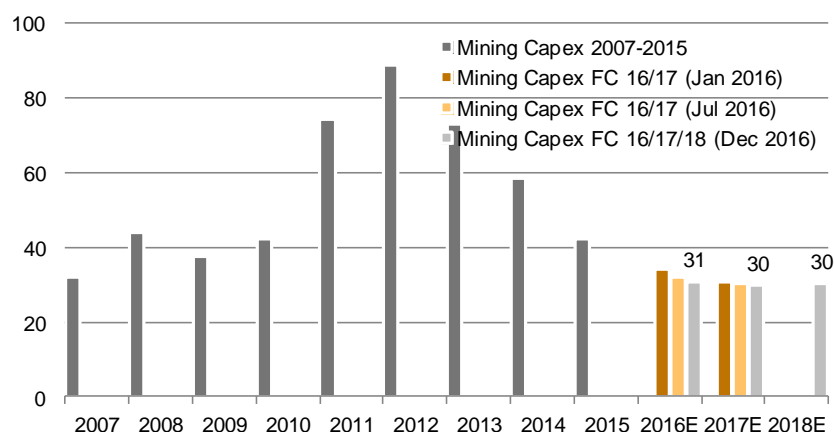
› Opportunities

- › Hornschuch to complement ContiTech's industrial portfolio and offers additional business opportunities
- › Oil-related business with chance to further recover in 2017
- › Cost structure in mining related business aligned to benefit from any recovery ahead

Oil price and rig count data



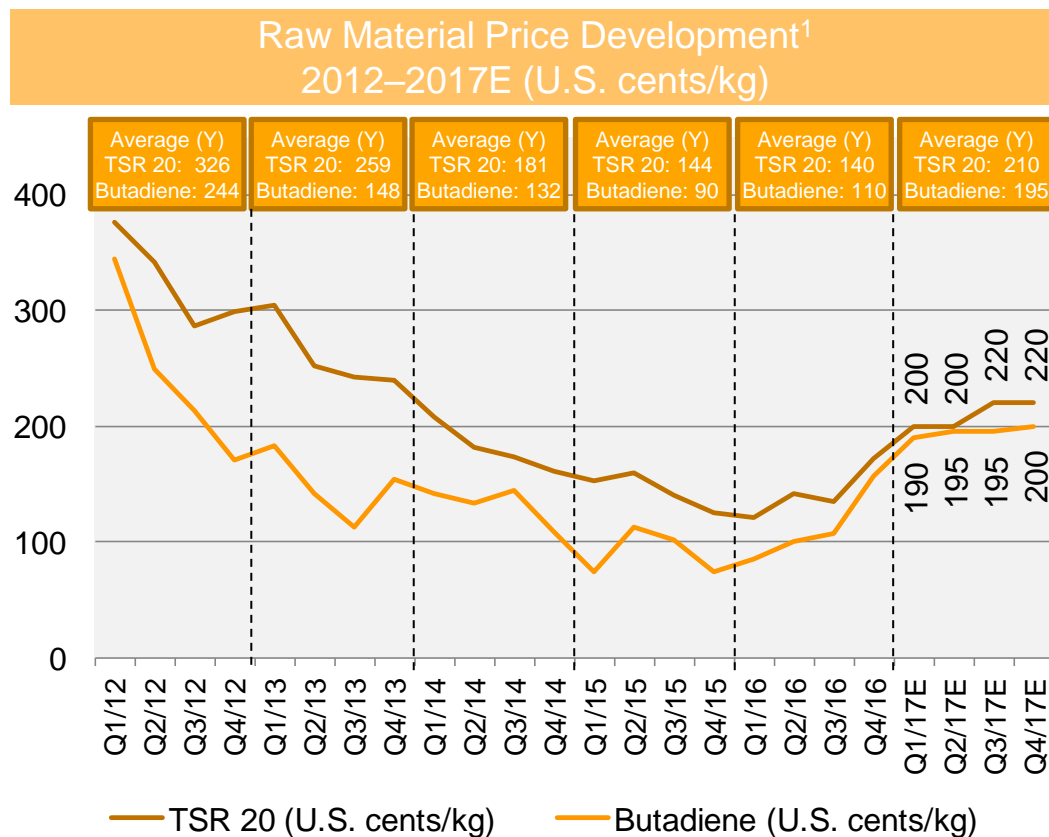
Mining Capex (mn US\$)¹



2) Opportunities and Challenges in 2017

Expected Raw Material Price Development

- › Natural rubber price (TSR 20) expected to rise by 50%
- › Synthetic rubber price (butadiene feedstock) forecasted to rise by more than 75%
- › Carbon black prices are forecasted to rise by at least 20%
- › Based on these assumptions raw material costs are expected to burden the Tire division with €400 mn in 2017
- › Cost burden will temporarily weigh on tire results in particular in the OE business



¹ Source: Bloomberg and Continental estimates for 2017

3) Opportunities and Challenges in the Medium Term

› 2017

- › Europe slowing and North America likely to slightly decline
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- › Russia and Brazil to recover from depressed levels
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3) Opportunities and Challenges in the Medium Term

Rising Demand vs. Stagnating Tire Capex

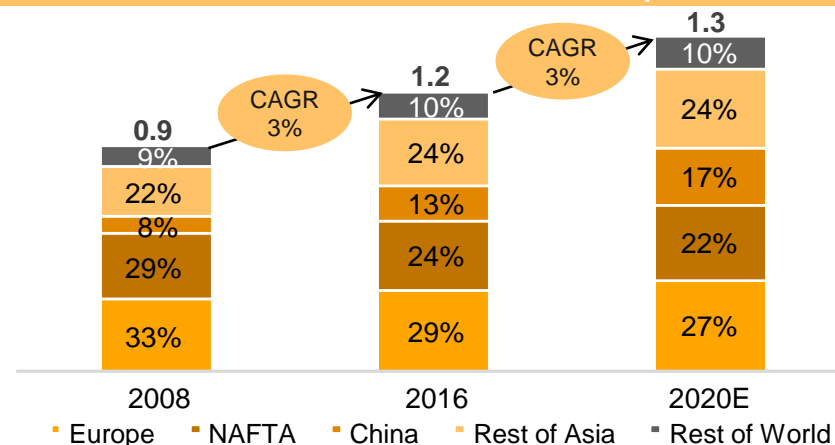
› Opportunities

- › Global replacement tire market continues to grow with a CAGR of 3%
- › Europe to stay the largest replacement tire market by volume
- › China to keep double digit CAGR of ~10% from 2016 to 2020E
- › Rise in raw material cost to challenge budget tire producer strategies

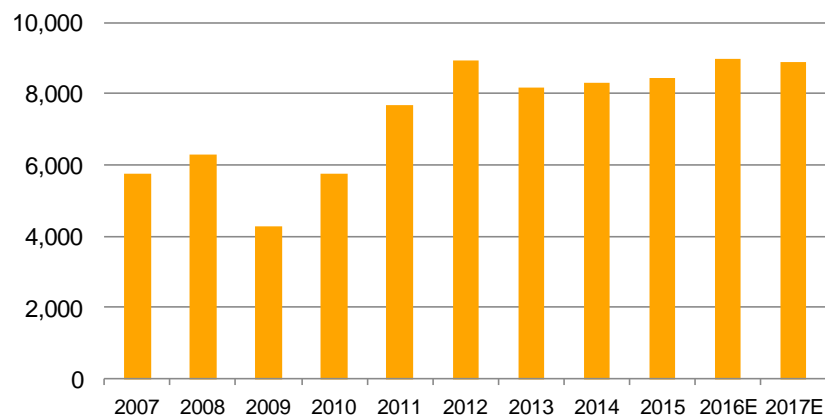
› Challenges

- › Rising raw material cost to temporarily weigh on margins

World Market for PC & LT¹ rep. tires



Tire Capex² 2007–2017E (mn €)



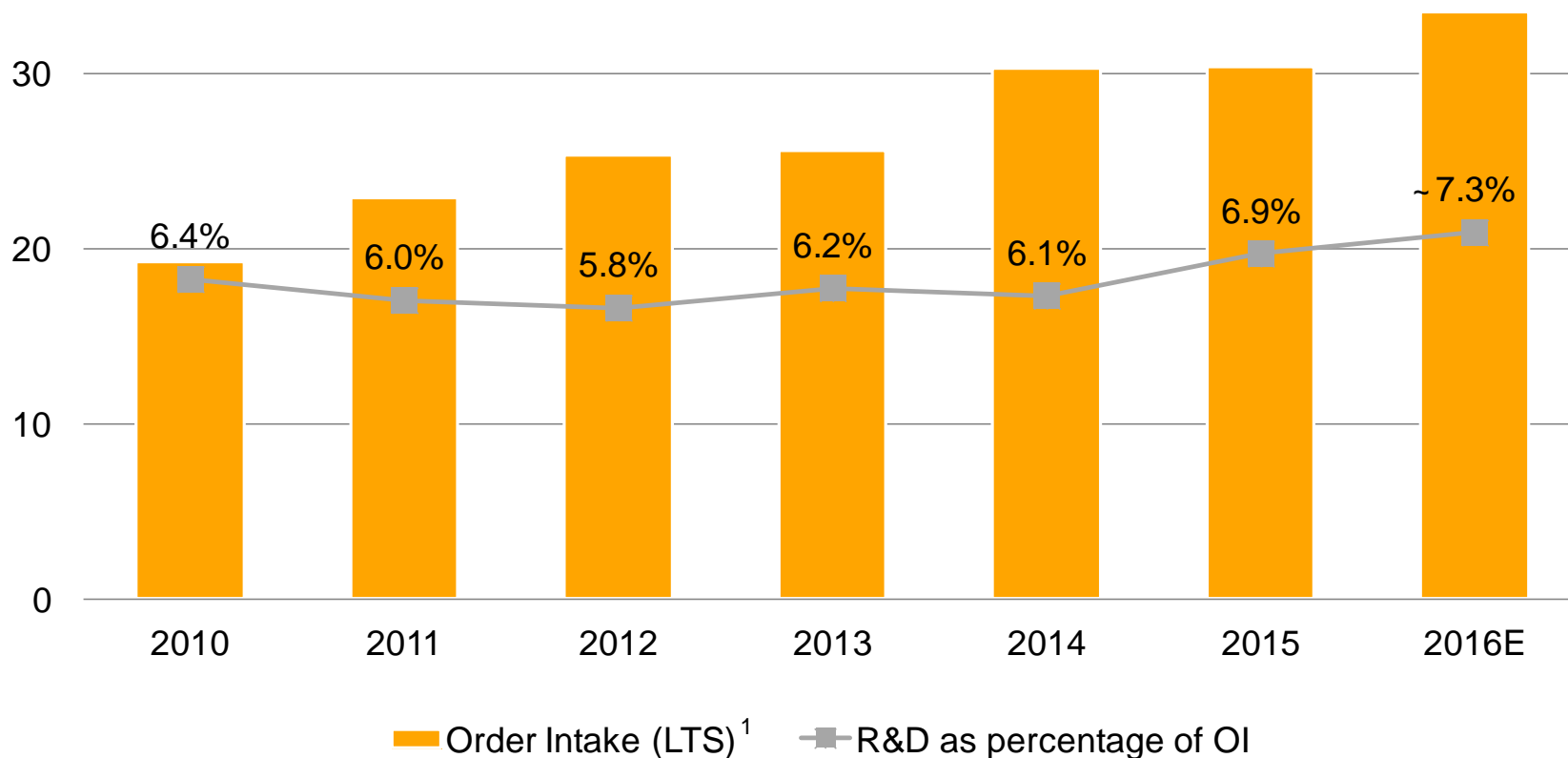
¹ Passenger and light truck replacement tire market in bn units; source: LMC (December 2016) and own estimates

² Company filings and forecasts (based on public information from 16 tire companies)

3) Opportunities and Challenges in the Medium Term

Strong Order Intake Causes Rise in R&D Expenses

Automotive Group: Rise in R&D Caused by Strong Order Intake (bn €)

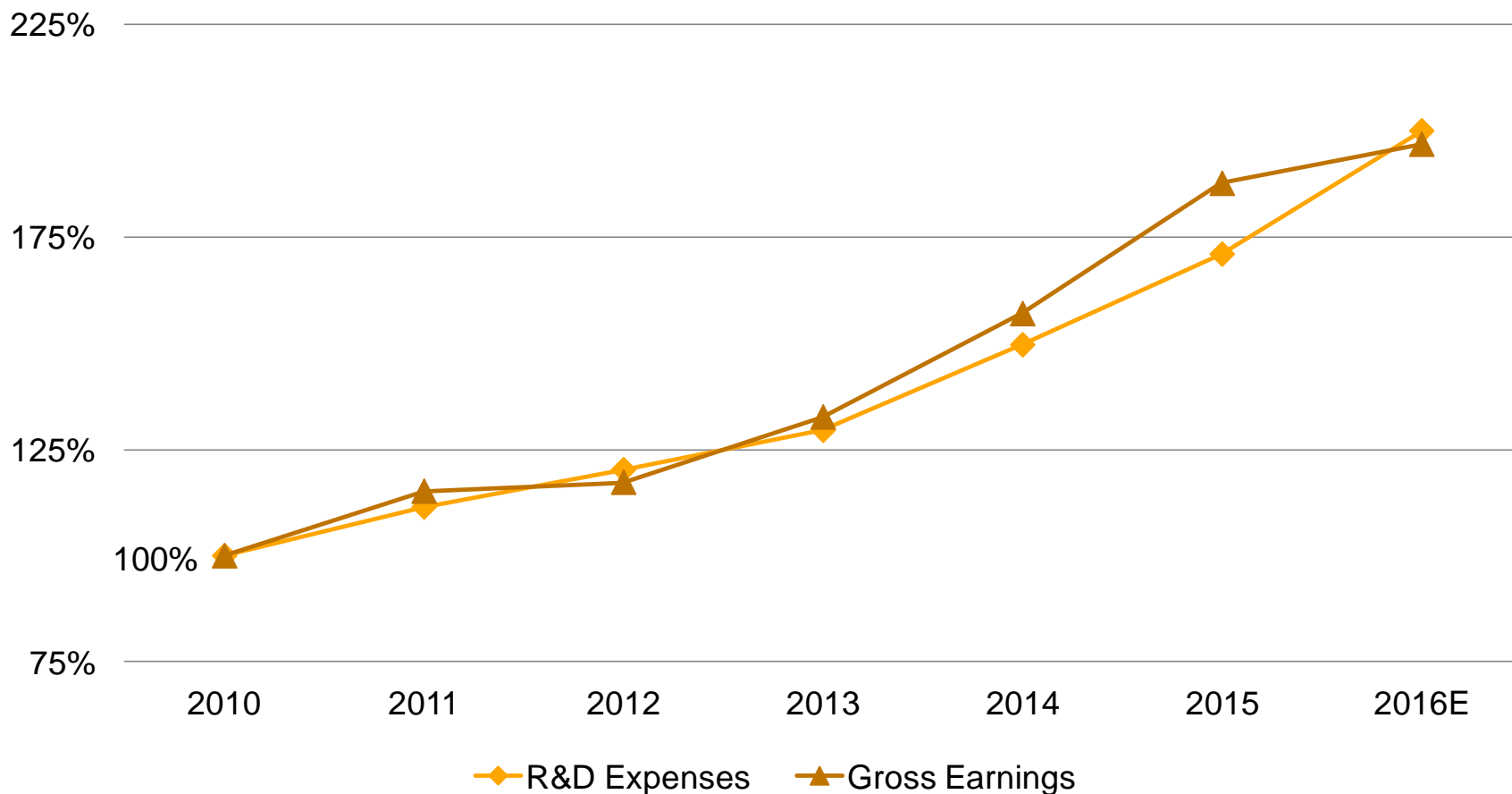


¹ LTS = Life time sales

3) Opportunities and Challenges in the Medium Term

Successfully Transforming to Electronics and Software

Automotive Group: Rise in R&D not Harmful to Gross Earnings

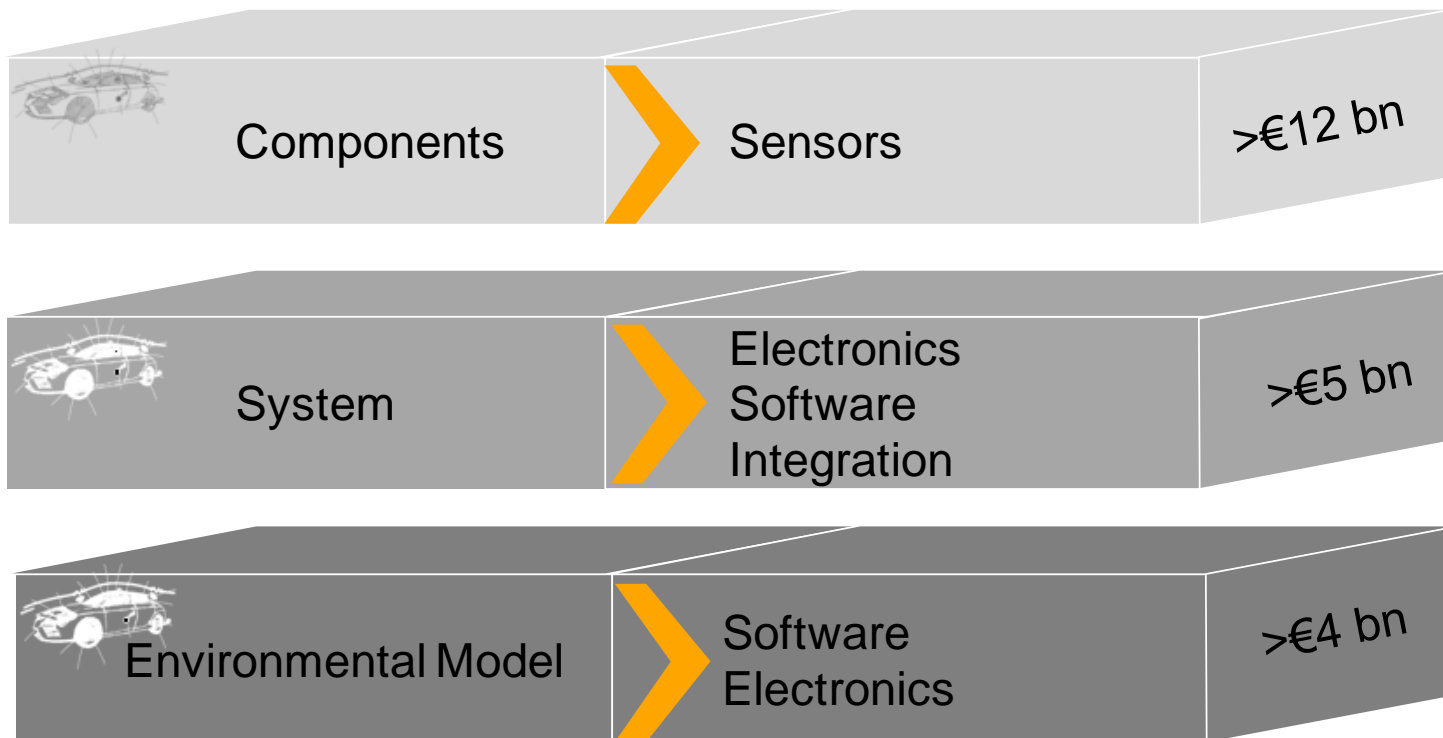


3) Opportunities and Challenges in the Medium Term

Approaching Automated Driving: Three-Layer Model



Market for Automated Driving >€20 bn¹ by 2020

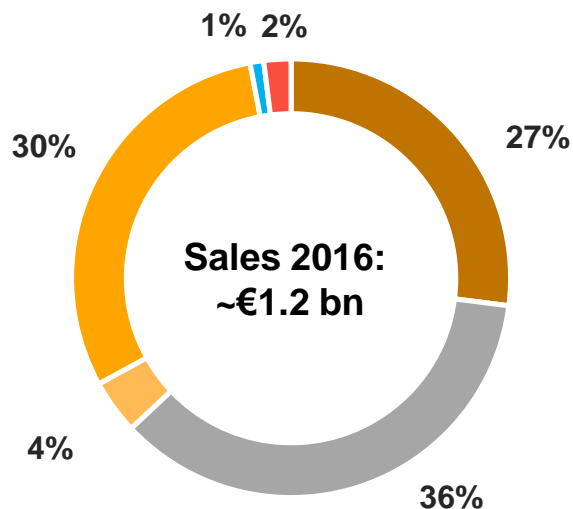


¹ Source: Continental estimates

3) Opportunities and Challenges in the Medium Term

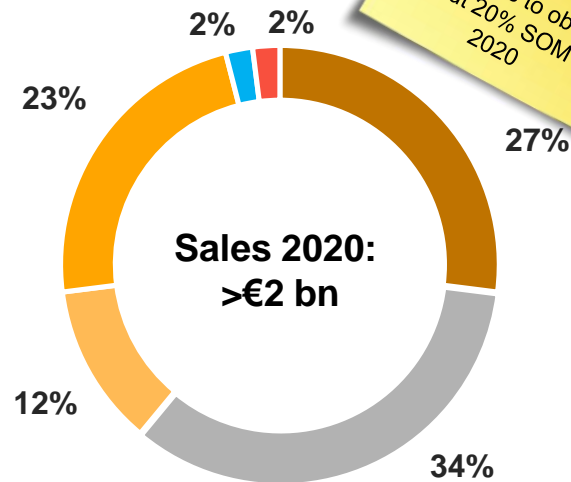
Component Layer: ADAS Sales Split by Region

2016E



- Europe
- North America
- China
- Japan
- South Korea
- ROW¹

2020E



Growing faster than the relevant market allows us to obtain about 20% SOM by 2020

¹ Rest Of World

3) Opportunities and Challenges in the Medium Term

Active in all Three Layers

■ 2016 ■ 2020



¹ Continental ADAS = Radar, Lidar, Camera and ECUs

² Bosch online report; Bosch has not communicated any future ADAS sales target

³ Denso reports ADAS sales as part of "Information and safety systems"; Denso's ADAS target 03/2021 looks for JPY 200 bn; sales are annualized

⁴ Autoliv's active safety products: radar systems, vision and night systems, active seatbelts and brake systems, dynamic spot light and system integration; 2020 target

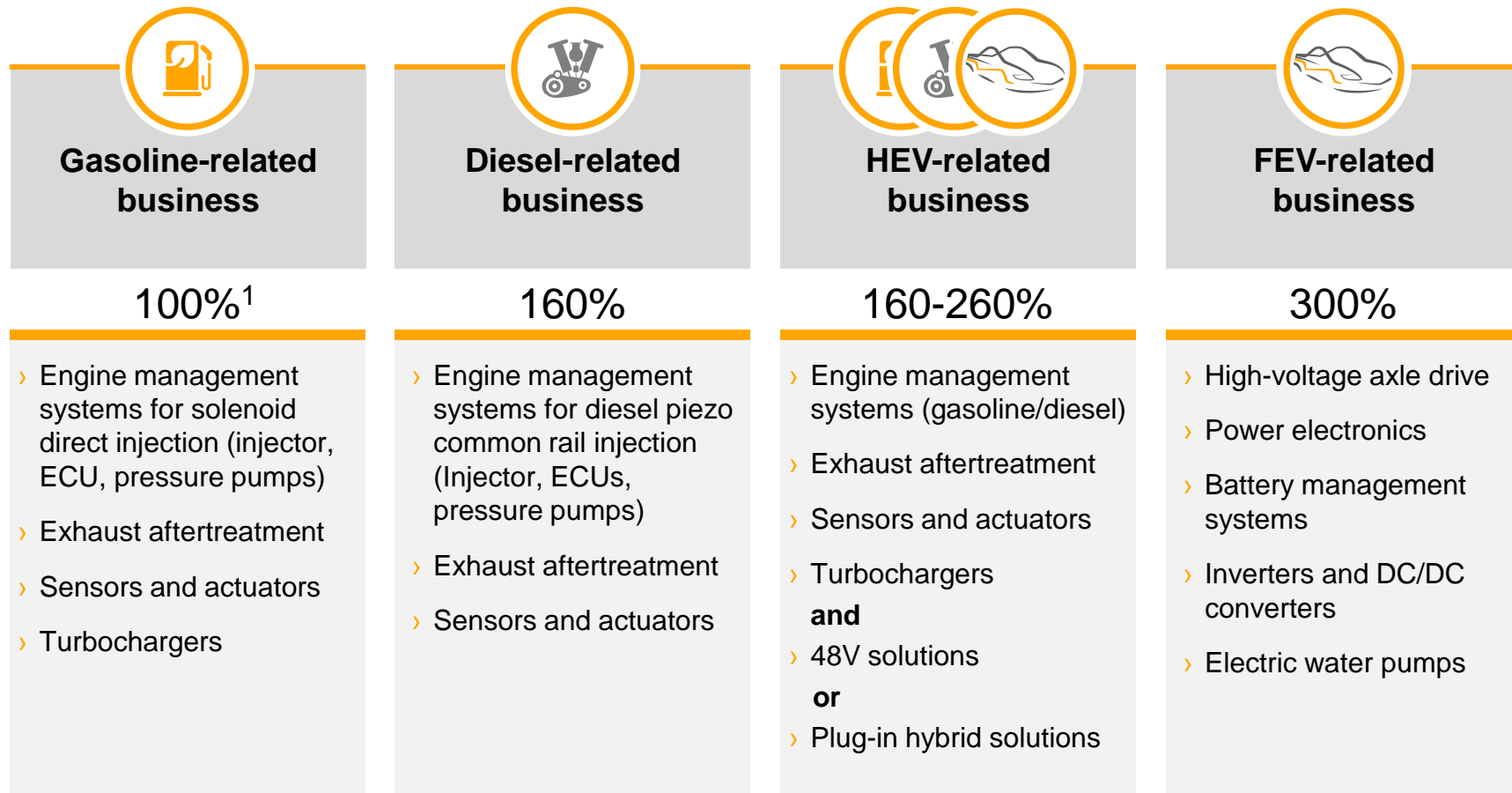
⁵ Mobileye 2016 sales represent latest consensus (Nov 2, 2016); company has the target to achieve 1.1 bn USD sales by 2019

⁶ Delphi 2016 sales represent latest company communication from Q2 2016 and target to achieve 1 bn USD sales by 2019

⁷ Valeo reports sales for comfort and driving assist only; company has no official target for future ADAS sales communicated

3) Opportunities and Challenges in the Medium Term

Relative Value of Continental's Content in Engines¹

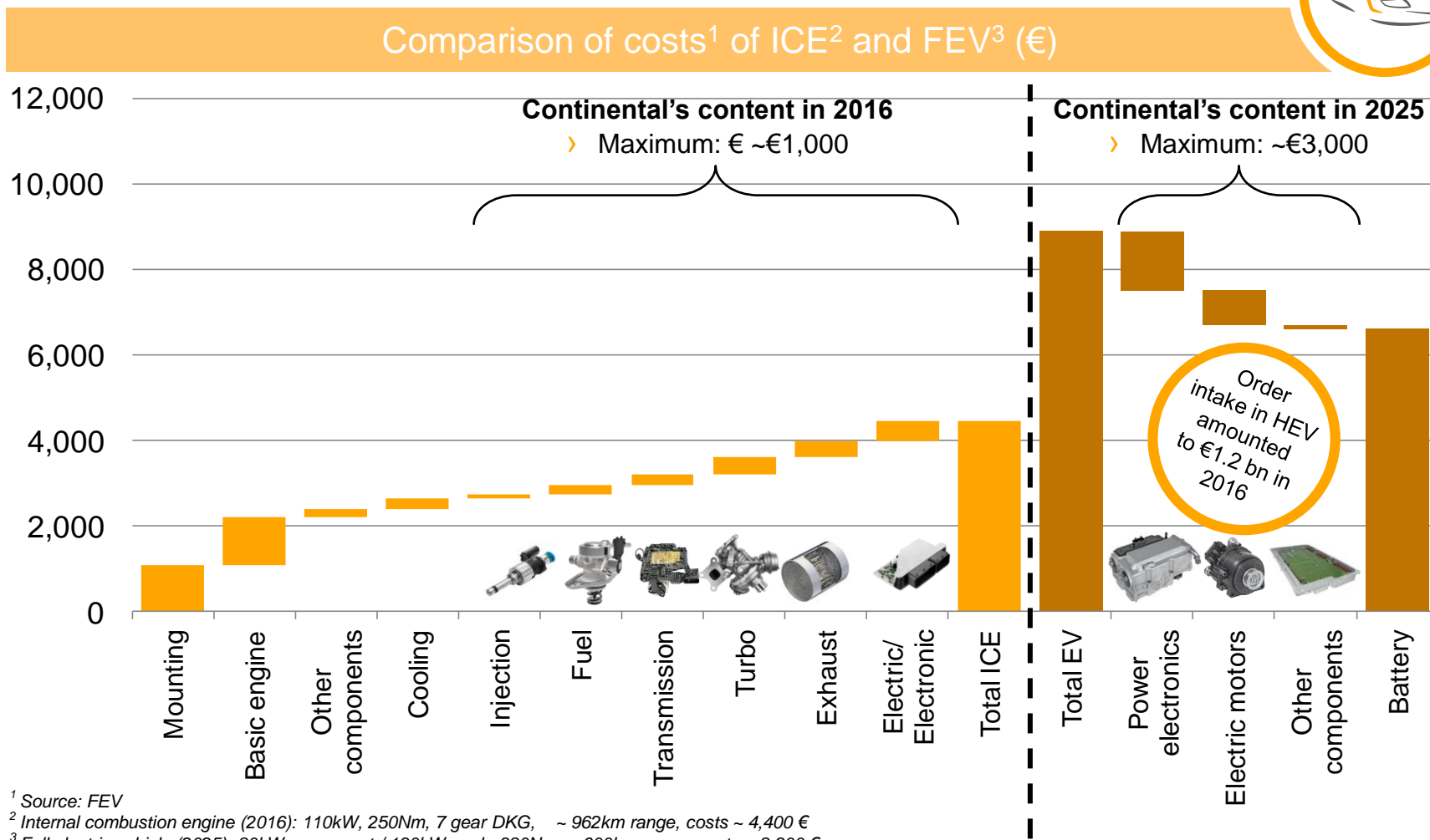


Well positioned in all key technologies

¹ Value of displayed gasoline content per car is indexed at 100%; all other values read relative to the gasoline content

3) Opportunities and Challenges in the Medium Term

Electrification Offers 3x More Content



¹ Source: FEV

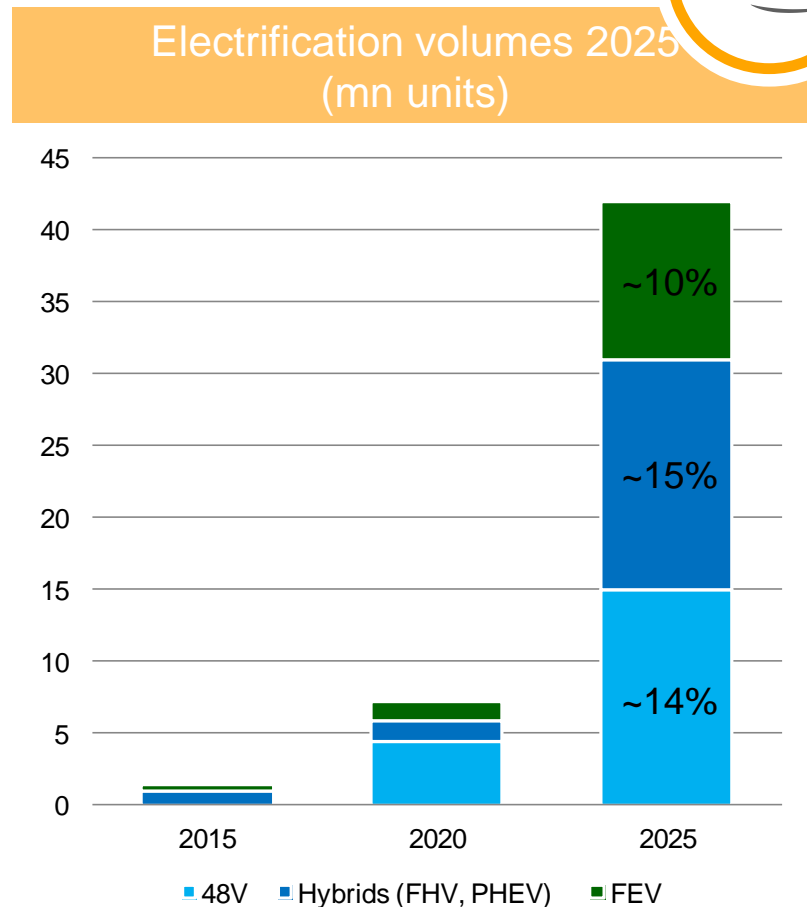
² Internal combustion engine (2016): 110kW, 250Nm, 7 gear DKG, ~ 962km range, costs ~ 4,400 €

³ Full electric vehicle (2025): 80kW permanent / 130kW peak, 380Nm, ~ 600km range, costs ~ 8,900 €

3) Opportunities and Challenges in the Medium Term Electrification

› Crucial points for electric mobility

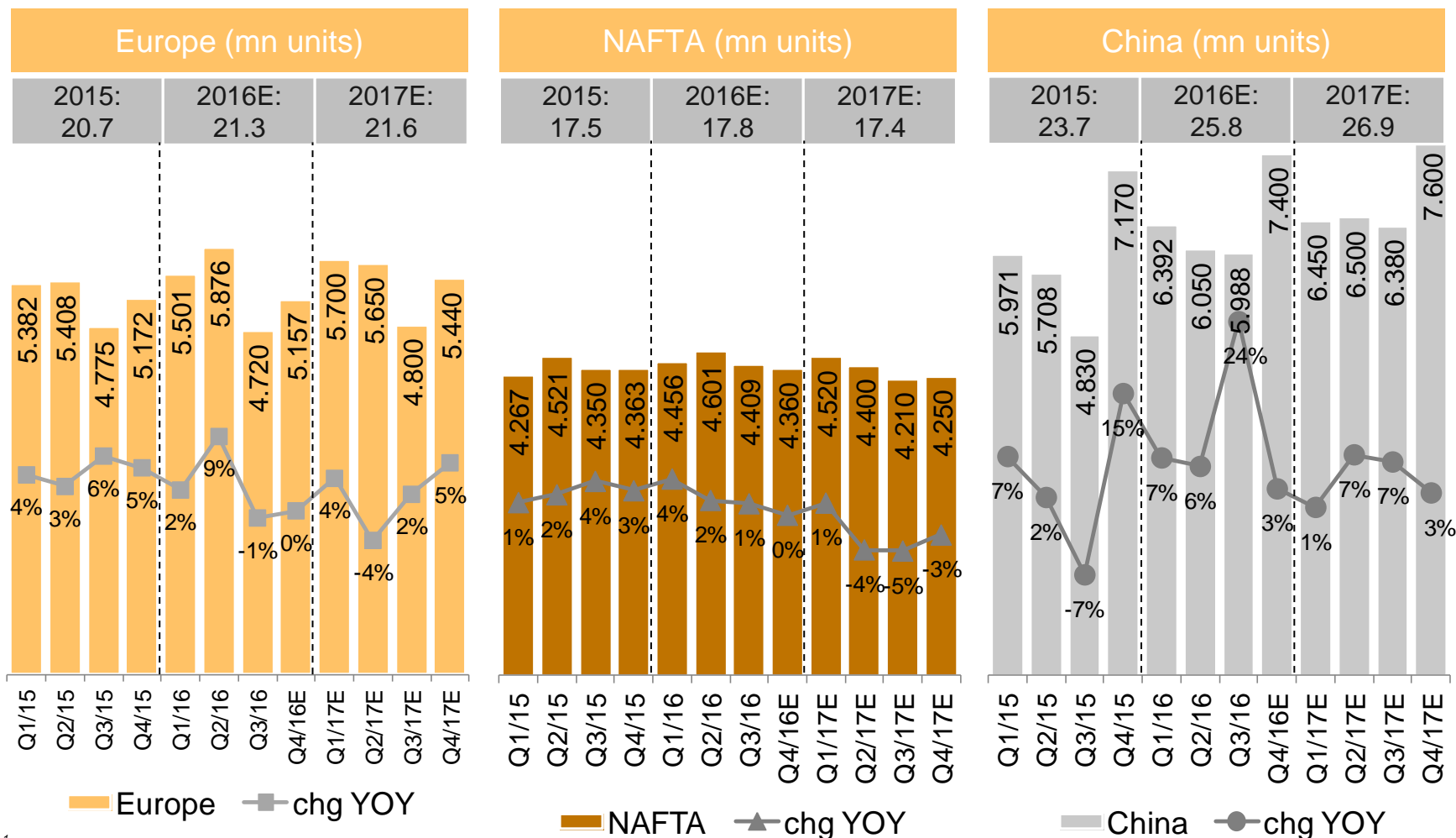
- › Minimum battery range of 500 km
- › Minimum battery lifetime of 200,000 km
- › Charging time not longer than a coffee break
- › Wireless charging via induction
- › Battery cost per kilowatt-hour (kWh) has to decrease from €250–300 to below €100



Continental estimates for 2025: 110 mn PC< build

4) Outlook 2017

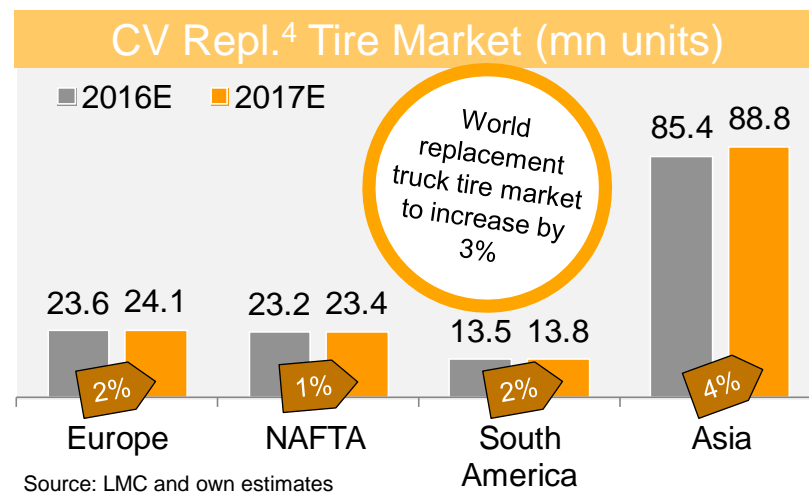
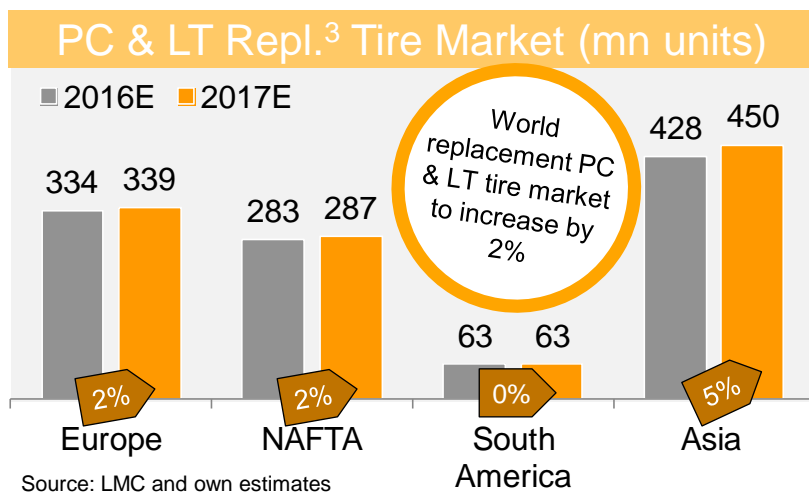
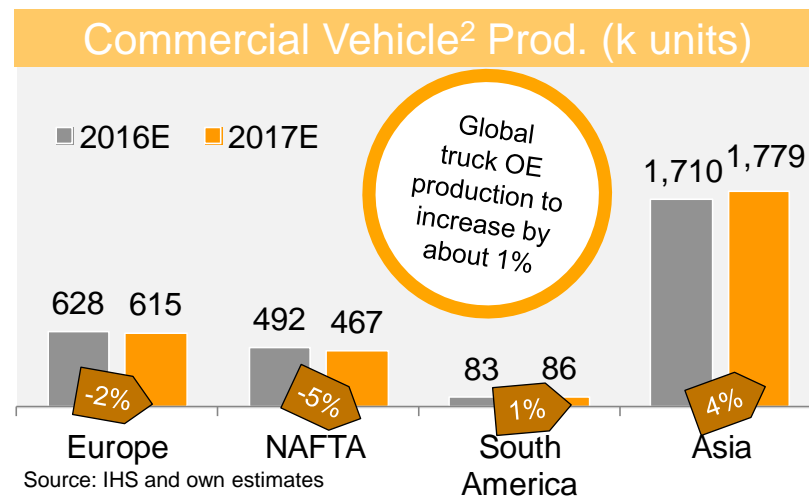
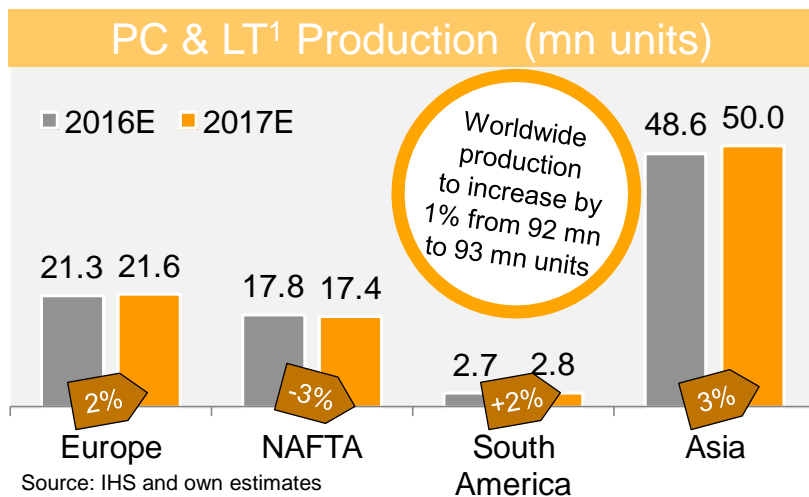
PC & LT Production by Quarter¹



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

4) Outlook 2017

Market Outlook for Major Regions



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

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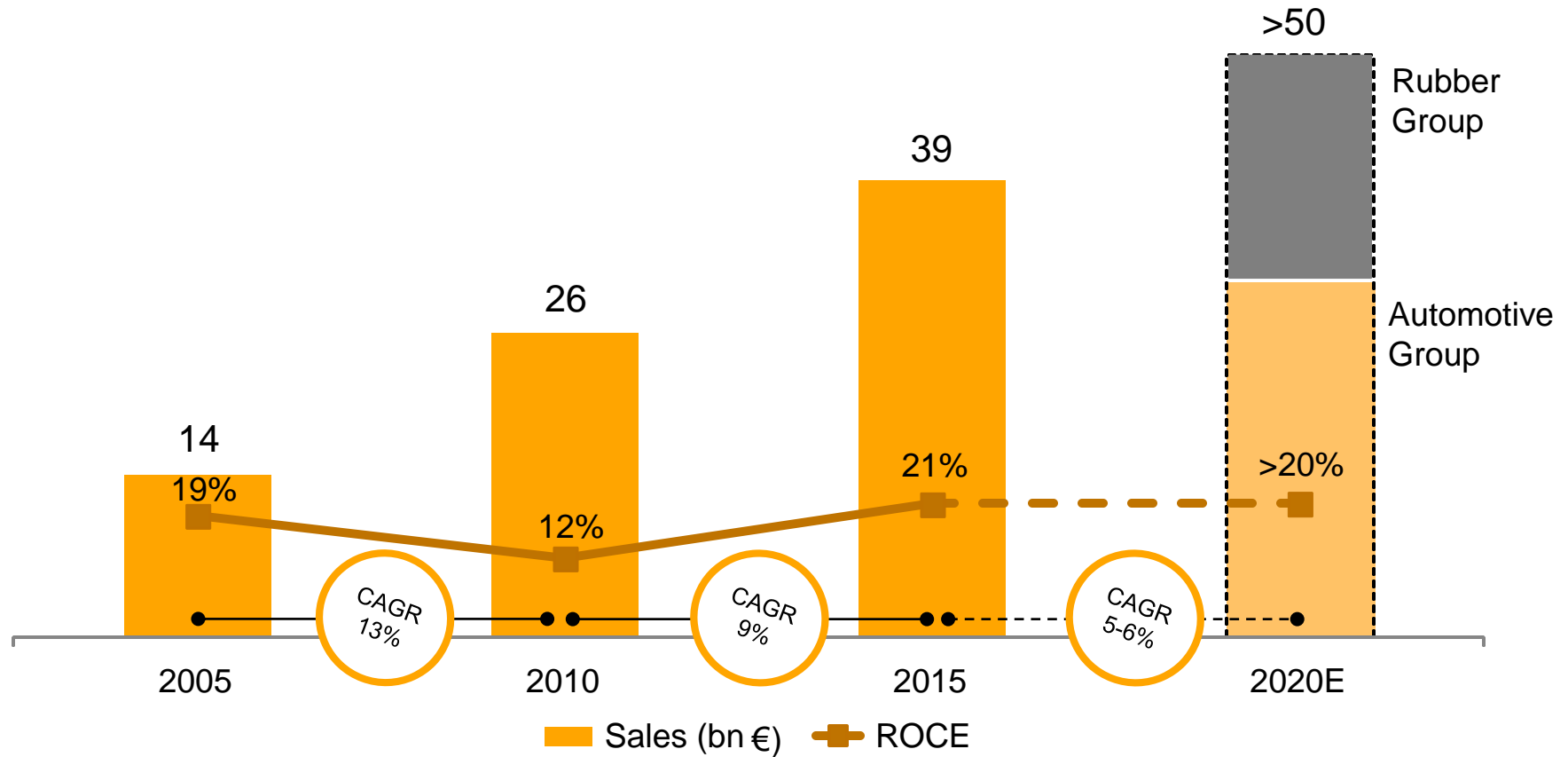
4) Outlook 2017

Continental Corporation

	2016E	2017E
Consolidated sales adj. EBIT ¹ margin	~€40.5 bn ~10.7%	To increase to >€43 bn at constant FX rates >10.5%
Automotive Group adj. EBIT ¹	~€24.4 bn ~€1.6 bn	March 2, 2017
Rubber Group adj. EBIT ¹	~€16.1 bn ~€2.8 bn	March 2, 2017
Raw material cost impact	Relief of about ~€150 mn	Raw materials to burden Tires Division with about €400 mn on latest assumptions
Special effects	~-€80 mn	About -€100 mn
Net interest result Tax rate	<-€150 mn ~28%	~-€200 mn at constant FX rates <30%
Capex PPA	~€2.6 bn ~€140 mn	Capex at around 6.5% of sales PPA amortization: ~€200 mn
Free cash flow before acquisitions	~€2.3 bn	~€2 bn

4) Outlook 2020

More than €50 bn in Sales and >20% in ROCE



Global
PC & LT ¹
Production

**2005-2010:
CAGR 3%**

**2010-2015:
CAGR 4%**

**2015-2020E:
CAGR 1-2%**

¹ Passenger car and light truck

Preliminary Figures for Fiscal 2016 and Outlook 2017
January 2017

Thank you!



Disclaimer

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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.

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Continental

Financial Calendar

2016

Preliminary figures for fiscal 2015	January 11, 2016
Annual Financial Press Conference	March 3, 2016
Annual Shareholders' Meeting (incl. key data for Q1 2016)	April 29, 2016
Q1 Financial Report	May 4, 2016
Half Year Financial Report	August 3, 2016
Nine Month Financial Report	November 10, 2016

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

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 Number	DE0005439004
Shares outstanding as at December 31, 2016	200,005,983

ADR Data

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

Continental

Bond Data

Issuer	Conti-Gummi Finance B.V., Netherlands ¹	Continental AG	Continental Rubber of America, Corp. ¹	Continental AG	Continental AG
Issue	Senior Notes	Senior Notes	Senior Notes	Senior Notes	Senior Notes
Principal amount	€750 mn	€750 mn	€500 mn	€600 mn	€750 mn
Offering price	99.595%	98.950%	99.739%	99.410%	99.228%
Rating at issuance date	Ba1 (Moody's ⁴) BB (S&P) BBB (Fitch ²)	Ba2 (Moody's ⁴) BB (S&P) BB (Fitch ²)	BBB (S&P) BBB (Fitch)	BBB+ (S&P) BBB+ (Fitch)	Ba1 (Moody's ⁴) BB (S&P) BBB (Fitch ²)
Current corporation and bond ratings³	BBB+ (Fitch), BBB+ (S&P), Baa1 (Moody's⁴)				
Coupon	2.5% p.a.	3.0% p.a.	0.5% p.a.	0.0% p.a.	3.125% p.a.
Issue date	September 19, 2013	July 16, 2013	November 19, 2015	December 5, 2016	September 9, 2013
Maturity	March 20, 2017	July 16, 2018	February 19, 2019	February 5, 2020	September 9, 2020
Interest payment	Annual March 20	Semi annual January 16/July 16	Annual February 19, commencing on February 20, 2017	Not applicable	Annual September 9
WKN	A1VC6B	A1X24V	A1Z7C3	A2DARM	A1X3B7
ISIN	XS0972719412	XS0953199634	DE000A1Z7C39	XS1529561182	XS0969344083
Denomination	€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	€1,000 with min. tradable amount €1,000

¹ Guaranteed by Continental AG

² Non-contracted rating at date of issuance

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

⁴ Non-contracted rating since February 1, 2014

Back-up

5) Back-up

Key Historical Credit Metrics – IAS 19 (rev. 2011) applied⁶

(mn €) ¹	2011	2012	2013	2014	2015	LTM Q3 2016
Statement of Cash Flows						
Adjusted EBITDA²	4,247	4,822	5,094	5,318	6,094	5,870
Reported EBITDA	4,228	4,967	5,095	5,134	6,001	5,769
Net cash interest paid	-662	-575	-534	-158	-174	-110
Tax paid	-466	-684	-805	-775	-1,015	-1,041
Change in net working capital ³	-556	564	-4	-207	-107	-80
Other ⁴	-256	-488	-30	175	210	472
Cash flow arising from operating activities	2,289	3,785	3,722	4,168	4,916	5,010
Cash flow arising from investing activities	-1,798	-2,132	-1,904	-2,153	-3,472	-2,698
- thereof capex in PPE and intangibles	-1,813	-2,081	-2,024	-2,110	-2,265	-2,562
Cash flow before financing activities	491	1,653	1,818	2,015	1,444	2,312
Statement of Financial Position						
Cash and cash equivalents	1,541	2,397	2,045	3,244	1,622	1,440
Derivative instruments and interest-bearing investments	249	536	303	364	81	62
Total indebtedness	8,562	8,253	6,638	6,432	5,245	4,801
Net indebtedness	6,772	5,320	4,289	2,824	3,542	3,298
Credit Ratios						
Net indebtedness / adjusted EBITDA²	1.6x	1.1x	0.8x	0.5x	0.6x	0.6x
Net cash interest paid coverage (ratio)⁵	6.4x	8.4x	9.5x	33.7x	35.1x	53.4x

¹ Amounts shown may contain rounding differences

² Adjusted EBITDA starting 2011 as defined in syndicated loan but IAS 19 (rev. 2011) not applied in 2012

³ Includes changes in inventories, trade accounts receivable, trade accounts payable and discounted notes

⁴ Includes dividends received, income from at-equity accounted and other investments, incl. 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

⁵ Adjusted EBITDA to net cash interest paid

⁶ Since 2012

Fact Sheets 2014 – 9M 2016

5) Fact Sheets

Quarterly Sales

Sales (mn €)	2014					2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	1,878.2	1,868.5	1,823.4	1,944.8	7,514.9	2,136.0	2,142.1	1,999.0	2,172.6	8,449.7	2,201.8	2,246.2	2,176.8		
Powertrain	1,579.1	1,598.4	1,638.9	1,677.9	6,494.3	1,826.5	1,819.8	1,657.4	1,764.8	7,068.5	1,813.5	1,841.5	1,775.4		
Interior	1,699.1	1,733.9	1,725.4	1,844.1	7,002.5	1,975.2	2,057.0	2,028.2	2,094.4	8,154.8	2,023.0	2,099.8	2,041.2		
Tires	2,318.3	2,405.9	2,557.8	2,502.4	9,784.4	2,419.8	2,644.4	2,654.4	2,690.2	10,408.8	2,512.7	2,692.7	2,708.7		
ContiTech	973.4	978.6	979.6	999.6	3,931.2	1,268.3	1,418.8	1,330.8	1,349.9	5,367.8	1,359.1	1,376.6	1,350.5		
Other / Consolidation	-58.0	-57.3	-55.6	-50.7	-221.6	-56.9	-52.4	-52.2	-56.1	-217.6	-59.4	-65.8	-68.8		
Continental Corporation	8,390.1	8,528.0	8,669.5	8,918.1	34,505.7	9,568.9	10,029.7	9,617.6	10,015.8	39,232.0	9,850.7	10,191.0	9,983.8		

Changes Y-o-Y in %	2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	13.7	14.6	9.6	11.7	12.4	3.1	4.9	8.9		
Powertrain	15.7	13.9	1.1	5.2	8.8	-0.7	1.2	7.1		
Interior	16.2	18.6	17.5	13.6	16.5	2.4	2.1	0.6		
Tires	4.4	9.9	3.8	7.5	6.4	3.8	1.8	2.0		
ContiTech	30.3	45.0	35.9	35.0	36.5	7.2	-3.0	1.5		
Continental Corporation	14.0	17.6	10.9	12.3	13.7	2.9	1.6	3.8		

5) Fact Sheets

Quarterly EBITDA

EBITDA (mn €)	2014					2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	254.0	242.0	262.0	260.1	1,018.1	297.3	293.4	268.3	301.3	1,160.3	302.8	312.0	-14.4		
Powertrain	157.0	125.3	-11.9	172.9	443.3	177.2	183.5	167.3	202.7	730.7	158.8	201.8	175.5		
Interior	223.2	244.5	229.7	248.9	946.3	252.9	299.8	252.4	277.1	1,082.2	237.4	252.2	132.5		
Tires	545.4	591.9	603.5	540.0	2,280.8	579.7	734.6	667.7	622.3	2,604.3	658.1	773.4	658.0		
ContiTech	143.7	132.9	144.7	130.5	551.8	129.2	169.1	159.7	119.2	577.2	176.1	197.2	163.5		
Other / Consolidation	-27.5	-26.6	-24.7	-27.7	-106.5	-33.1	-47.1	-23.7	-49.4	-153.3	-27.7	-23.5	-37.7		
Continental Corporation	1,295.8	1,310.0	1,203.3	1,324.7	5,133.8	1,403.2	1,633.3	1,491.7	1,473.2	6,001.4	1,505.5	1,713.1	1,077.4		

EBITDA margin in %	2014					2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	13.5	13.0	14.4	13.4	13.5	13.9	13.7	13.4	13.9	13.7	13.8	13.9	-0.7		
Powertrain	9.9	7.8	-0.7	10.3	6.8	9.7	10.1	10.1	11.5	10.3	8.8	11.0	9.9		
Interior	13.1	14.1	13.3	13.5	13.5	12.8	14.6	12.4	13.2	13.3	11.7	12.0	6.5		
Tires	23.5	24.6	23.6	21.6	23.3	24.0	27.8	25.2	23.1	25.0	26.2	28.7	24.3		
ContiTech	14.8	13.6	14.8	13.1	14.0	10.2	11.9	12.0	8.8	10.8	13.0	14.3	12.1		
Continental Corporation	15.4	15.4	13.9	14.9	14.9	14.7	16.3	15.5	14.7	15.3	15.3	16.8	10.8		

Changes Y-o-Y in %	2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	17.0	21.2	2.4	15.8	14.0	1.8	6.3	-105.4		
Powertrain	12.9	46.4	1,505.9	17.2	64.8	-10.4	10.0	4.9		
Interior	13.3	22.6	9.9	11.3	14.4	-6.1	-15.9	-47.5		
Tires	6.3	24.1	10.6	15.2	14.2	13.5	5.3	-1.5		
ContiTech	-10.1	27.2	10.4	-8.7	4.6	36.3	16.6	2.4		
Continental Corporation	8.3	24.7	24.0	11.2	16.9	7.3	4.9	-27.8		

5) Fact Sheets

Quarterly EBIT

EBIT (mn €)	2014					2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	172.3	159.3	179.5	169.1	680.2	214.9	209.3	181.5	208.6	814.3	213.2	220.3	-107.4		
Powertrain	64.5	32.9	-263.3	69.1	-96.8	96.7	101.0	81.3	116.6	395.6	66.5	108.8	80.3		
Interior	137.8	154.7	144.8	168.6	605.9	190.9	234.1	178.7	200.8	804.5	160.1	172.9	51.3		
Tires	440.7	482.4	486.8	419.5	1,829.4	454.0	604.1	536.5	490.6	2,085.2	530.0	645.4	522.3		
ContiTech	115.5	104.3	115.1	98.4	433.3	54.9	82.3	80.6	-47.2	170.6	98.7	126.7	88.0		
Other / Consolidation	-27.6	-26.7	-25.1	-27.8	-107.2	-33.5	-47.5	-24.0	-49.6	-154.6	-27.8	-24.5	-38.2		
Continental Corporation	903.2	906.9	637.8	896.9	3,344.8	977.9	1,183.3	1,034.6	919.8	4,115.6	1,040.7	1,249.6	596.3		

EBIT margin in %	2014					2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	9.2	8.5	9.8	8.7	9.1	10.1	9.8	9.1	9.6	9.6	9.7	9.8	-4.9		
Powertrain	4.1	2.1	-16.1	4.1	-1.5	5.3	5.6	4.9	6.6	5.6	3.7	5.9	4.5		
Interior	8.1	8.9	8.4	9.1	8.7	9.7	11.4	8.8	9.6	9.9	7.9	8.2	2.5		
Tires	19.0	20.1	19.0	16.8	18.7	18.8	22.8	20.2	18.2	20.0	21.1	24.0	19.3		
ContiTech	11.9	10.7	11.7	9.8	11.0	4.3	5.8	6.1	-3.5	3.2	7.3	9.2	6.5		
Continental Corporation	10.8	10.6	7.4	10.1	9.7	10.2	11.8	10.8	9.2	10.5	10.6	12.3	6.0		

Changes Y-o-Y in %	2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	24.7	31.4	1.1	23.4	19.7	-0.8	5.3	-159.2		
Powertrain	49.9	207.0	130.9	68.7	508.7	-31.2	7.7	-1.2		
Interior	38.5	51.3	23.4	19.1	32.8	-16.1	-26.1	-71.3		
Tires	3.0	25.2	10.2	16.9	14.0	16.7	6.8	-2.6		
ContiTech	-52.5	-21.1	-30.0	-148.0	-60.6	79.8	53.9	9.2		
Continental Corporation	8.3	30.5	62.2	2.6	23.0	6.4	5.6	-42.4		

5) Fact Sheets

Quarterly Adjusted EBIT¹

Adj. EBIT ¹ (mn €)	2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	215.2	209.4	182.0			215.7	223.5	-103.7		
Powertrain	98.8	103.0	83.5			72.6	116.5	83.8		
Interior	191.3	234.5	187.0			168.0	187.5	60.3		
Tires	455.6	606.7	540.7			533.0	647.4	520.0		
ContiTech	82.8	126.5	103.1			133.5	152.6	123.0		
Other / Consolidation	-33.5	-47.5	-24.0			-27.8	-24.5	-38.2		
Continental Corporation	1,010.2	1,232.6	1,072.3			1,095.0	1,303.0	645.2		

Adj. EBIT ¹ margin in %	2015					2016				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Chassis & Safety	10.1	9.8	9.1			9.8	10.0	-4.8		
Powertrain	5.4	5.7	5.0			4.0	6.4	4.7		
Interior	9.7	11.4	9.2			8.5	9.1	3.0		
Tires	18.8	22.9	20.4			21.3	24.1	19.4		
ContiTech	6.5	8.9	7.7			10.5	11.1	9.1		
Continental Corporation	10.6	12.3	11.1			11.3	12.9	6.5		

Changes Y-o-Y in %	2016				
	Q1	Q2	Q3	Q4	Year
Chassis & Safety	0.2	6.7	-157.0		
Powertrain	-26.5	13.1	0.4		
Interior	-12.2	-20.0	-67.8		
Tires	17.0	6.7	-3.8		
ContiTech	61.2	20.6	19.3		
Continental Corporation	8.4	5.7	-39.8		

¹ Before amortization of intangibles from PPA, changes in the scope of consolidation and special effects

5) Fact Sheets

Consolidated Statement of Income

(mn €)	2016 1 - 9	2015 1 - 9	2014 1 - 9	2016 Q3	2015 Q3	2014 Q3
Sales	30,025.5	29,216.2	25,587.6	9,983.8	9,617.6	8,669.5
Cost of sales	-22,018.3	-21,608.2	-19,138.7	-7,409.1	-7,107.0	-6,443.8
Gross margin on sales	8,007.2	7,608.0	6,448.9	2,574.7	2,510.6	2,225.7
Research and development expenses	-2,171.0	-1,897.7	-1,627.6	-728.1	-623.4	-553.8
Selling and logistics expenses	-1,663.2	-1,612.3	-1,327.7	-554.0	-537.6	-454.3
Administrative expenses	-763.2	-695.4	-581.1	-265.1	-236.1	-199.9
Other expenses and income	-573.3	-247.7	-375.5	-444.4	-91.6	-308.2
Income from at-equity accounted investees	49.7	40.5	-89.7	13.1	12.7	-72.0
Other income from investments	0.4	0.4	0.6	0.1		0.3
Earnings before interest and tax	2,886.6	3,195.8	2,447.9	596.3	1,034.6	637.8
Interest income	74.3	69.3	68.3	24.7	20.0	22.0
Interest expense	-147.9	-286.7	-283.9	-49.7	-138.4	-97.1
Net interest result	-73.6	-217.4	-215.6	-25.0	-118.4	-75.1
Earnings before tax	2,813.0	2,978.4	2,232.3	571.3	916.2	562.7
Income tax expense	-742.4	-839.9	-371.3	-175.3	-268.7	-47.4
Net income	2,070.6	2,138.5	1,861.0	396.0	647.5	515.3
Non-controlling interests	-53.3	-54.2	-62.1	-17.5	-11.8	-20.2
Net income attributable to the shareholders of the parent	2,017.3	2,084.3	1,798.9	378.5	635.7	495.1
Basic earnings per share (in €)	10.09	10.42	8.99	1.90	3.18	2.47
Diluted earnings per share (in €)	10.09	10.42	8.99	1.90	3.18	2.47

5) Fact Sheets

Consolidated Statement of Financial Position – Assets

Assets in € millions	Sept. 30, 2016	Dec. 31, 2015	Sept. 30, 2015
Goodwill	6,651.3	6,640.6	6,569.8
Other intangible assets	1,283.0	1,336.4	1,348.9
Property, plant and equipment	9,837.2	9,538.9	9,074.0
Investment property	10.4	16.0	17.0
Investments in at-equity accounted investees	382.1	345.8	343.7
Other investments	39.8	14.1	14.3
Deferred tax assets	2,062.1	1,669.7	1,571.4
Defined benefit assets	34.0	18.9	3.3
Long-term derivative instruments and interest-bearing investments	38.0	17.1	335.2
Long-term other financial assets	55.1	47.6	44.5
Long-term other assets	22.9	21.5	22.6
Non-current assets	20,415.9	19,666.6	19,344.7
Inventories	3,880.6	3,360.1	3,631.7
Trade accounts receivable	7,546.0	6,722.9	7,082.6
Short-term other financial assets	483.6	434.7	487.8
Short-term other assets	1,012.7	803.9	945.4
Income tax receivables	188.2	149.7	107.6
Short-term derivative instruments and interest-bearing investments	24.4	64.3	40.8
Cash and cash equivalents	1,439.9	1,621.5	1,849.0
Assets held for sale	3.6	12.0	15.6
Current assets	14,579.0	13,169.1	14,160.5
Total assets	34,994.9	32,835.7	33,505.2



Starting from the year under review, 2016, the structure of the equity and liabilities side is presented in an adjusted form to increase transparency with regards to employee benefits. All of the following figures from comparative periods are accordingly adjusted.

Preliminary Figures for Fiscal 2016 and Outlook 2017
January 2017

EDMR – Equity and Debt Markets Relations

5) Fact Sheets

Consolidated Statement of Financial Position – Total Equity and Liabilities

Equity and liabilities in € millions	Sept. 30, 2016	Dec. 31, 2015	Sept. 30, 2015
Subscribed capital	512.0	512.0	512.0
Capital reserves	4,155.6	4,155.6	4,155.6
Retained earnings	10,749.5	9,481.8	8,838.6
Other comprehensive income	-2,262.5	-1,363.1	-1,283.8
Equity attributable to the shareholders of the parent	13,154.6	12,786.3	12,222.4
Non-controlling interests	440.7	427.6	450.9
Total equity	13,595.3	13,213.9	12,673.3
Long-term employee benefits	4,711.5	3,696.5	3,740.7
Deferred tax liabilities	400.5	361.2	336.6
Long-term provisions for other risks and obligations	209.9	171.8	194.3
Long-term indebtedness	2,195.1	3,175.0	2,689.5
Long-term other financial liabilities	39.2	94.9	73.0
Long-term other liabilities	19.2	21.6	17.0
Non-current liabilities	7,575.4	7,521.0	7,051.1
Short-term employee benefits	1,339.8	1,269.4	1,269.7
Trade accounts payable	5,997.1	5,493.8	5,383.3
Income tax payables	805.1	719.8	702.8
Short-term provisions for other risks and obligations	1,107.4	845.5	753.6
Short-term indebtedness	2,605.6	2,069.8	3,831.7
Short-term other financial liabilities	1,099.6	1,066.4	988.2
Short-term other liabilities	869.6	634.1	847.3
Liabilities held for sale	—	2.0	4.2
Current liabilities	13,824.2	12,100.8	13,780.8
Total equity and liabilities	34,994.9	32,835.7	33,505.2



Starting from the year under review, 2016, the structure of the equity and liabilities side is presented in an adjusted form to increase transparency with regards to employee benefits. All of the following figures from comparative periods are accordingly adjusted.

Preliminary Figures for Fiscal 2016 and Outlook 2017
January 2017

EDMR – Equity and Debt Markets Relations

5) Fact Sheets

Consolidated Statement of Cash Flows

Consolidated Statement of Cash Flows in € millions	January 1 to September 30		Third Quarter	
	2016	2015	2016	2015
Net income	2,070.6	2,138.5	396.0	647.5
Income tax expense	742.4	839.9	175.3	268.7
Net interest result	73.6	217.4	25.0	118.4
EBIT	2,886.6	3,195.8	596.3	1,034.6
Interest paid	-115.9	-182.6	-52.8	-92.0
Interest received	18.5	21.7	6.4	5.6
Income tax paid	-787.0	-761.3	-243.0	-192.9
Dividends received	25.5	28.4	6.9	0.6
Depreciation, amortization, impairment and reversal of impairment losses	1,409.4	1,332.4	481.1	457.1
Income from at-equity accounted and other investments, incl. impairment and reversal of impairment losses	-50.1	-40.9	-13.2	-12.7
Gains/losses from the disposal of assets, companies and business operations	-6.5	-14.2	-3.1	-2.1
Changes in				
inventories	-533.3	-361.2	-75.8	-98.2
trade accounts receivable	-903.0	-861.7	-281.4	-147.9
trade accounts payable	562.9	322.8	-48.4	-71.2
employee benefits and other provisions	427.8	165.8	512.1	150.1
other assets and liabilities	29.9	25.4	97.8	125.6
Cash flow arising from operating activities	2,964.8	2,870.4	982.9	1,156.6
Cash flow from the disposal of property, plant and equipment, and intangible assets	29.4	23.2	15.8	3.3
Capital expenditure on property, plant and equipment, and software	-1,599.8	-1,311.7	-679.9	-495.9
Capital expenditure on intangible assets from development projects and miscellaneous	-70.9	-61.7	-31.0	-27.7
Cash flow from the disposal of companies and business operations	2.7	15.3	-2.4	17.0
Acquisition of companies and business operations	-142.2	-1,219.6	-60.4	-619.4
Cash flow arising from investing activities	-1,780.8	-2,554.5	-757.9	-1,122.7
Cash flow before financing activities (free cash flow)	1,184.0	315.9	225.0	33.9
Change in indebtedness	-436.8	-1,043.2	-413.9	-460.6
Successive purchases	-106.3	-11.1	-83.9	—
Dividends paid	-750.0	-650.0	—	—
non-controlling interests of subsidiaries	-29.8	-39.4	-3.1	1.5
	0.6	—	—	—
Cash flow arising from financing activities	-1,322.3	-1,743.7	-500.9	-459.1
Change in cash and cash equivalents	-138.3	-1,427.8	-275.9	-425.2
Cash and cash equivalents at the beginning of the reporting period	1,621.5	3,243.8	1,720.1	2,349.7
Effect of exchange rate changes on cash and cash equivalents	-43.3	33.0	-4.3	-75.5
Cash and cash equivalents at the end of the reporting period	1,439.9	1,849.0	1,439.9	1,849.0

5) Fact Sheets

9M 2016 Results Reported and Adjusted (mn €) – by Division

	<u>Chassis & Safety</u>		<u>Powertrain</u>		<u>Interior</u>		<u>Tires</u>		<u>ContiTech</u>		<u>Cons./Corr.</u>		<u>Corporation</u>	
	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016
Sales	6,277.1	6,624.8	5,303.7	5,430.4	6,060.4	6,164.0	7,718.6	7,914.1	4,017.9	4,086.2	-161.5	-194.0	29,216.2	30,025.5
	<u>Chassis & Safety</u>		<u>Powertrain</u>		<u>Interior</u>		<u>Tires</u>		<u>ContiTech</u>		<u>Cons./Corr.</u>		<u>Group</u>	
	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016
EBIT	605.7	326.1	279.0	255.6	603.7	384.3	1,594.6	1,697.7	217.8	313.4	-105.0	-90.5	3,195.8	2,886.6
in % of sales	9.6%	4.9%	5.3%	4.7%	10.0%	6.2%	20.7%	21.5%	5.4%	7.7%			10.9%	9.6%
Amortization of intangible assets from PPA	0.6	0.3	6.2	8.5	9.1	27.0	5.8	5.9	82.0	62.7	0.0	0.0	103.7	104.4
Total special effects	0.3	0.0	0.1	7.8	0.0	0.1	2.6	-3.9	12.6	30.2	0.0	0.0	15.6	34.2
Total consolidation effects	0.0	9.1	0.0	1.0	0.0	4.4	0.0	0.7	0.0	2.8	0.0	0.0	0.0	18.0
Total consolidation & special effects	0.3	9.1	0.1	8.8	0.0	4.5	2.6	-3.2	12.6	33.0	0.0	0.0	15.6	52.2
Adjusted operating result (adj. EBIT) ¹	606.6	335.5	285.3	272.9	612.8	415.8	1,603.0	1,700.4	312.4	409.1	-105.0	-90.5	3,315.1	3,043.2
in % of adjusted sales	9.7%	5.1%	5.4%	5.1%	10.1%	6.8%	20.8%	21.6%	7.8%	10.2%			11.3%	10.2%

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

5) Fact Sheets

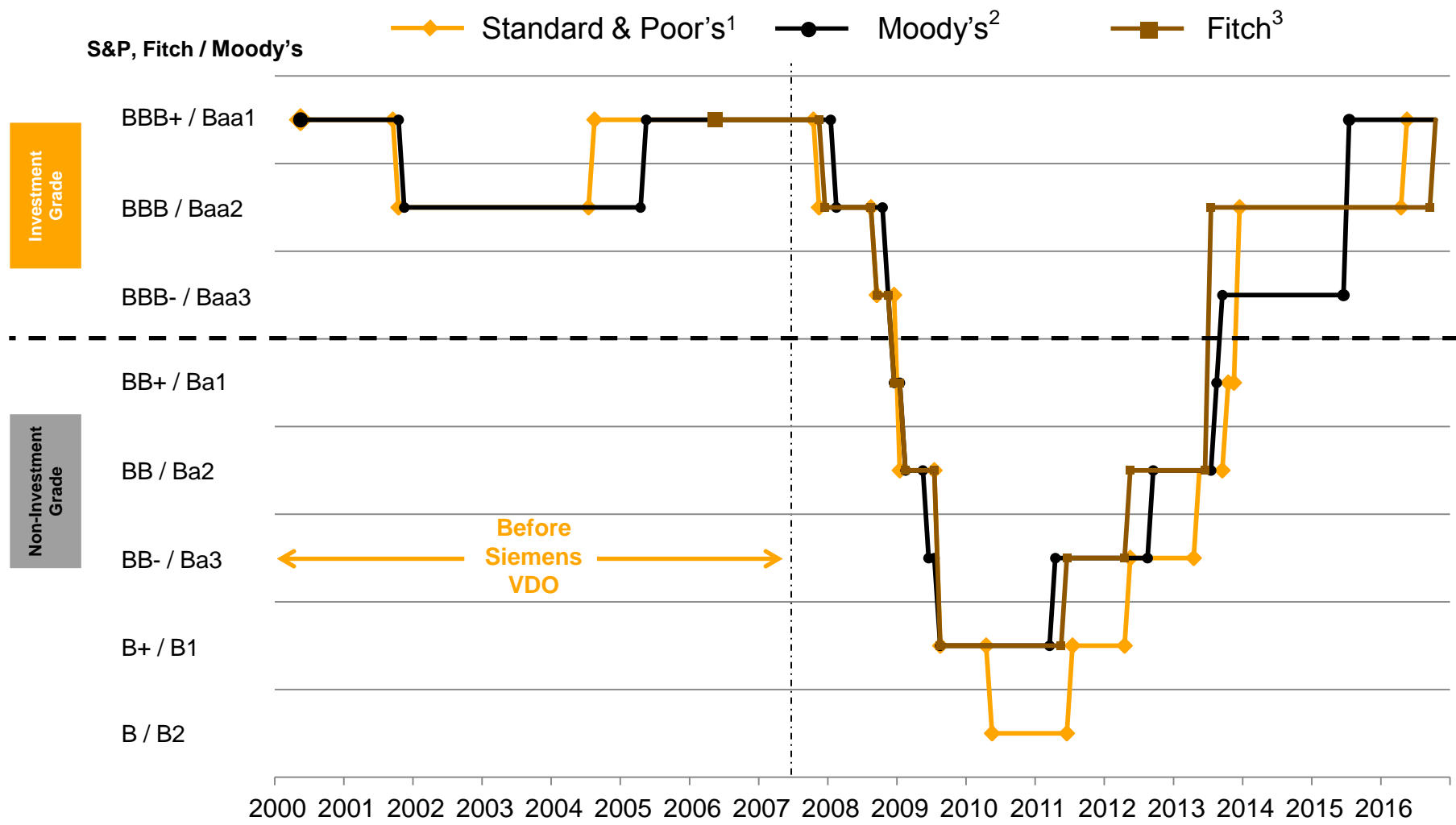
9M 2016 Results Reported and Adjusted (mn €) – by Group

	Q3 2015/2016								YTD January - September 2015/2016							
	Automotive		Rubber		Cons./Corr.		Corporation		Automotive		Rubber		Cons./Corr.		Group	
	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016
Sales	5,660.9	5,957.8	3,968.1	4,037.6	-11.4	-11.6	9,617.6	9,983.8	17,569.2	18,126.3	11,682.8	11,933.9	-35.8	-34.7	29,216.2	30,025.5
EBIT	441.5	24.2	617.1	610.3	-24.0	-38.2	1,034.6	596.3	1,488.4	966.0	1,812.4	2,011.1	-105.0	-90.5	3,195.8	2,886.6
in % of sales	7.8%	0.4%	15.6%	15.1%			10.8%	6.0%	8.5%	5.3%	15.5%	16.9%			10.9%	9.6%
Amortization of intangible assets from PPA	10.6	12.1	26.0	23.4	0.0	0.0	36.6	35.5	15.9	35.8	87.8	68.6	0.0	0.0	103.7	104.4
Total special effects	0.4	1.8	0.7	9.8	0.0	0.0	1.1	11.6	0.4	7.9	15.2	26.3	0.0	0.0	15.6	34.2
Total consolidation effects	0.0	2.3	0.0	-0.5	0.0	0.0	0.0	1.8	0.0	14.5	0.0	3.5	0.0	0.0	0.0	18.0
Total consolidation & special effects	0.4	4.1	0.7	9.3	0.0	0.0	1.1	13.4	0.4	22.4	15.2	29.8	0.0	0.0	15.6	52.2
Adjusted operating result (adj. EBIT) ¹	452.5	40.4	643.8	643.0	-24.0	-38.2	1,072.3	645.2	1,504.7	1,024.2	1,915.4	2,109.5	-105.0	-90.5	3,315.1	3,043.2
in % of adjusted sales	8.0%	0.7%	16.2%	16.0%			11.1%	6.5%	8.6%	5.7000%	16.4%	17.9%			11.3%	10.2%

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

5) 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

Preliminary Figures for Fiscal 2016 and Outlook 2017
January 2017

References

Useful Links

Continental Investor Relations website	http://www.continental-ir.com
Annual and interim reports	http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/
2015 Fact Book	http://www.continental-corporation.com/www/portal_com_en/themes/ir/financial_reports/
Investor Relations events and presentations	http://www.continental-corporation.com/www/portal_com_en/themes/ir/events/
Sustainability at Continental (presentation and fact sheet for investors)	http://www.continental-ir.com
Corporate Social Responsibility	http://www.continental-sustainability.com
Corporate Governance Principles	http://www.continental-corporation.com/www/portal_com_en/themes/ir/corporate_governance/
Continental share	http://www.continental-corporation.com/www/portal_com_en/themes/ir/share/
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