



# Corporate Presentation

## Facts & Figures 2014

[www.continental-corporation.com](http://www.continental-corporation.com)

# Our Vision

## Your Mobility. Your Freedom. Our Signature.

- › Highly developed, intelligent technologies for mobility, transport and processing make up our world.
- › We want to provide the best solutions for each of our customers in each of our markets.
- › All of our stakeholders will thus come to recognize us as the most value-creating, highly reliable and respected partner.

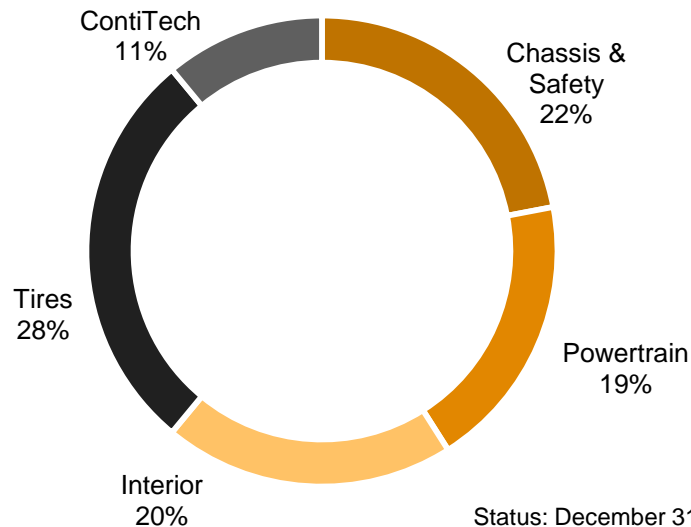


# Continental Corporation

## Overview 2014

- 
- › Since 1871 with headquarters in Hanover, Germany
- 
- › Sales of €34.5 billion
- 
- › 189,168 employees worldwide
- 
- › 317 locations in 50 countries
- 

Sales by division in %



# Continental Corporation

## Over 140 Years of Innovation and Progress

### Spirit of Optimism

October 8, 1871: Continental-Caoutchouc- und Gutta-Percha- Compagnie is founded in Hanover.

- › Rubberized fabrics
- › Solid tires for carriages
- › Soft rubber products



### Racing Success

Vehicles with Continental tires win numerous international races.

- › Engine mounts
- › Conveyor belts
- › Air springs
- › Radial tires



### Automotive Supplier

One of the top five in the global automotive supplier industry since 2007.

- › First environment-friendly passenger tire
- › Key technologies for hybrid and pure electric vehicles



1871-1900

1901-1930

1931-1960

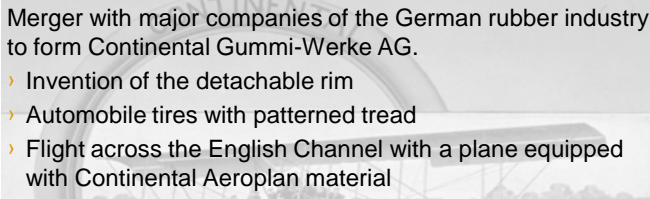
1961-1990

1991-2015

### Inventive Spirit

Merger with major companies of the German rubber industry to form Continental Gummi-Werke AG.

- › Invention of the detachable rim
- › Automobile tires with patterned tread
- › Flight across the English Channel with a plane equipped with Continental Aeroplan material



### Internationalization

Business is expanded in Europe and America with acquisitions and the establishment of international joint ventures.

- › Studless winter tires
- › Polyurethane gaiters
- › Hydromounts



# Continental Corporation

**Wolfgang Schäfer**

Corporate Functions:  
Finance, Controlling, Compliance, Law, IT

**Hans-Jürgen Duensing**

ContiTech Division

**Dr. Elmar Degenhart**

Chairman of the Executive Board

Corporate Functions:  
Corporate Quality and Environment, Corporate Communications,  
Continental Business System, Automotive Central Functions

**Dr. Ralf Cramer**

Continental China

**Frank Jourdan**

Chassis & Safety Division

**Dr. Ariane Reinhart**

Corporate Functions:  
Human Relations, Corporate Social Responsibility

**Helmut Matschi**

Interior Division

**José A. Avila**

Powertrain Division

**Nikolai Setzer**

Tire Division

Corporate Function:  
Purchasing



# Continental Corporation

## Five Strong Divisions

### Chassis & Safety

Vehicle Dynamics

Hydraulic  
Brake Systems

Passive Safety &  
Sensorics

Advanced Driver Assistance  
Systems (ADAS)

### Powertrain

Engine Systems

Transmission

Hybrid Electric  
Vehicle

Sensors &  
Actuators

Fuel &  
Exhaust Management

### Interior

Instrumentation &  
Driver HMI

Infotainment &  
Connectivity

Intelligent Transportation  
Systems

Body & Security

Commercial Vehicles &  
Aftermarket

### Tires

PLT,  
Original Equipment

PLT, Repl. Business,  
EMEA

PLT, Repl. Business,  
The Americas

PLT, Repl. Business,  
APAC

Commercial  
Vehicle Tires

Two Wheel Tires

### ContiTech

Air Spring Systems

Benecke-Kaliko  
Group

Compounding  
Technology

Conveyor Belt  
Group

Elastomer Coatings

Fluid Technology

Power Transmission  
Group

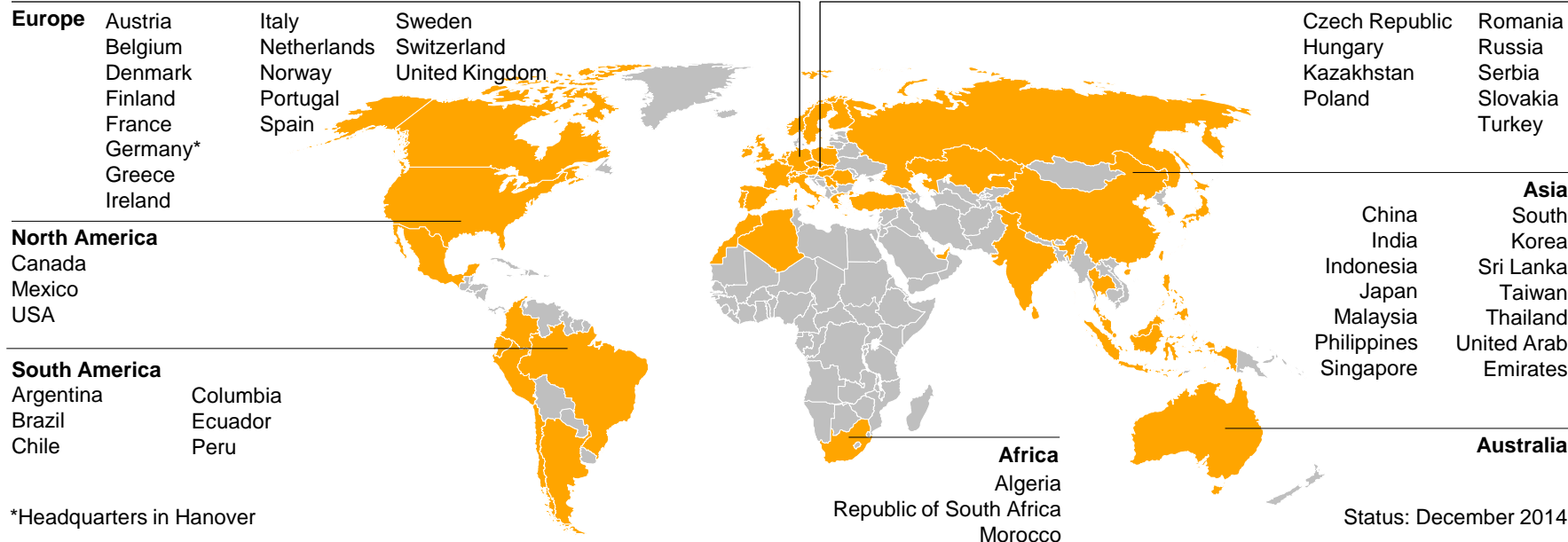
Vibration Control

PLT – Passenger and Light Truck Tires



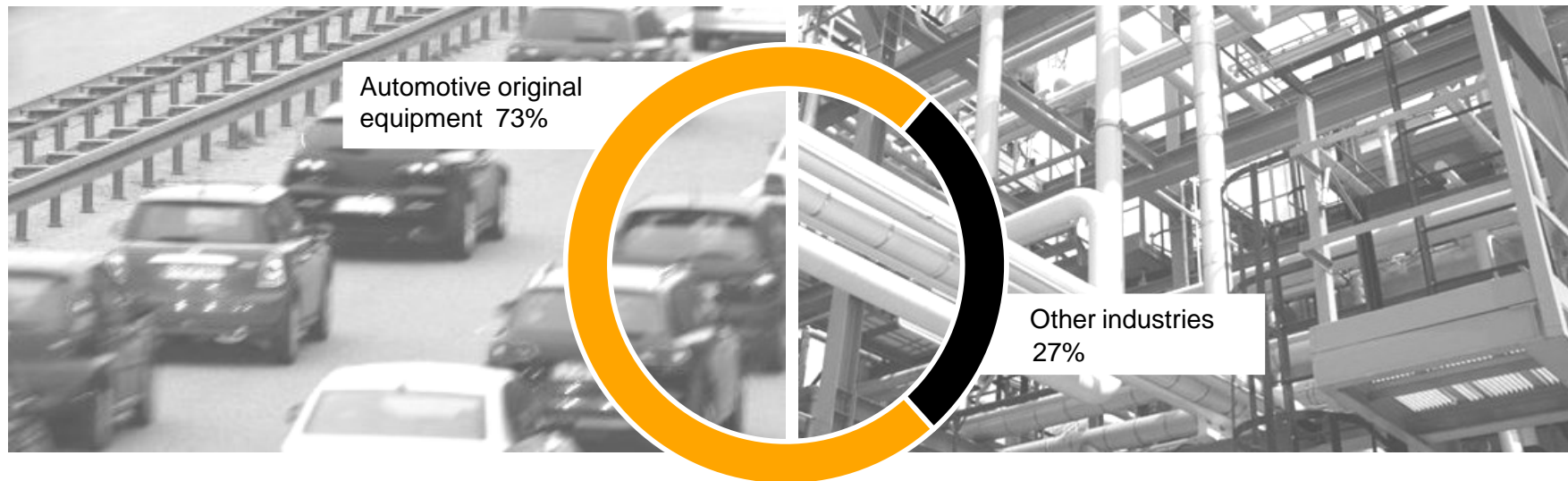
# Continental Corporation

## 317 Locations in 50 Countries



# Continental Corporation

## Distribution of Sales to Vehicle Manufacturers and Other Industries



Status: December 31, 2014



# We Shape the Megatrends in the Automotive Industry: Safety, Environment, Information, Affordable Cars



# Megatrend: Safety

## Doing more. For safe mobility.

- › Brake systems
- › Emergency brake assist
- › Lane change assist
- › Lane departure warning system
- › Blind spot monitoring
- › Collision avoidance in urban traffic
- › Occupant safety systems
- › Pedestrian protection systems
- › Tires and extended mobility systems
- › Tire pressure monitoring systems
- › Telematics for automatic emergency calls
- › ContiGuard®



# Megatrend: Environment

## Doing more. For clean power.

- › Piezo and solenoid injection technologies
- › Turbocharger
- › Hybrid and electric systems
- › Drive assemblies for electric vehicles without rare earths
- › Exhaust aftertreatment solutions
- › Engine management
- › Rolling-resistance-optimized tires
- › Tire pressure monitoring systems
- › Lightweight components
- › Hose lines for SCR technology



# Megatrend: Information

## Doing more. For intelligent driving.

- › Navigation systems
- › Tachographs
- › Instruments
- › Instrument clusters
- › Secondary displays
- › Head-up displays
- › Cockpit modules
- › Multimedia systems
- › Telematics systems
- › Infotainment solutions
- › Passive start and entry systems
- › Tire information systems
- › ITS/Intelligent Transportation Systems
- › Software Solutions
- › Services



Thanks to our solutions, the driver can make the right decision fast in any situation.



# Megatrend: Affordable Cars

## Doing more. For global mobility.

- › International in 50 countries
- › Intensive cooperation with customers at the local level
- › Products and systems that meet market requirements
- › Modular products
- › Components and systems with a reduced number of parts
- › Connection of individual components into integrated systems

Mobility should be affordable for everyone. We develop the appropriate solution for each market and each vehicle.



# Continental Corporation

## Key Figures for 2014

	2014	2013
Sales	34.5 Mrd €	33.3 Mrd €
EBIT*	3,344.8 Mio €	3,263.7 Mio €
Adjusted EBIT**	3,874.5 Mio €	3,736.5 Mio €
Employees	189,168	177,762

\*Earnings before interest and taxes.

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



# Continental Corporation

## Key Figures for the Divisions in 2014 Compared with 2013

	Sales in € millions		EBIT* in € millions		Adjusted EBIT** in € millions	
	2014	2013	2014	2013	2014	2013
<b>Continental Corporation</b>	<b>34,505.7</b>	33,331.0	<b>3,344.8</b>	3,263.7	<b>3,874.5</b>	3,736.5
<b>Automotive Group</b>	<b>20,909.2</b>	20,016.1	<b>1,189.3</b>	1,158.9	<b>1,676.1</b>	1,592.9
Chassis & Safety	7,514.9	7,269.2	680.2	598.9	708.5	689.8
Powertrain	6,494.3	6,260.3	-96.8	179.5	259.2	317.9
Interior	7,002.5	6,605.7	605.9	380.6	708.4	585.3
<b>Rubber Group</b>	<b>13,637.6</b>	13,355.5	<b>2,262.7</b>	2,214.8	<b>2,305.6</b>	2,256.0
Tires	9,784.4	9,583.2	1,829.4	1,752.7	1,867.1	1,790.7
ContiTech	3,931.2	3,878.3	433.3	462.1	438.5	465.3

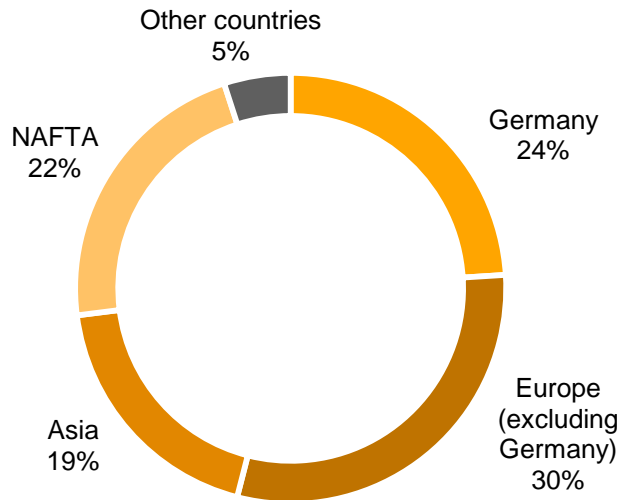
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# Continental Corporation

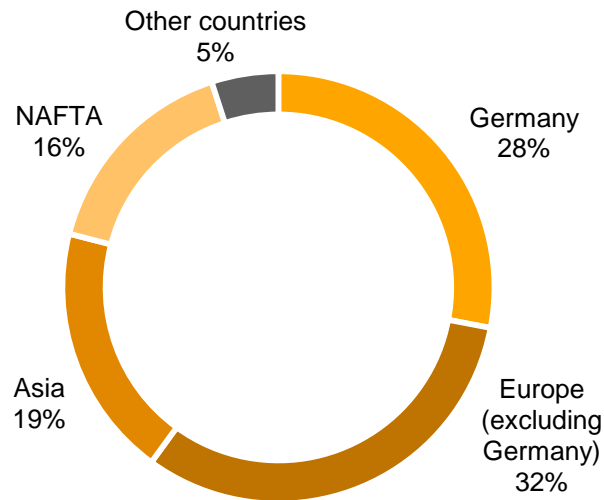
## Sales and Employees by Region in 2014

Sales by market in %



Worldwide: €34.5 billion

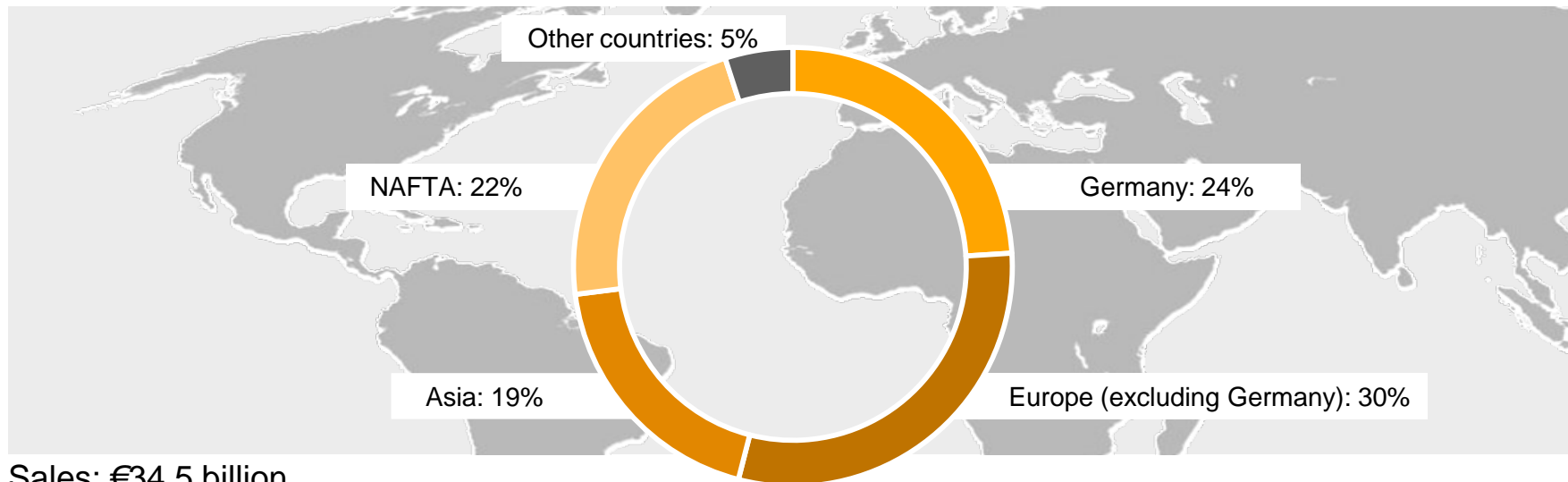
Employees by region in %



Worldwide: 189,168 Status: December 31, 2014

# Continental Corporation

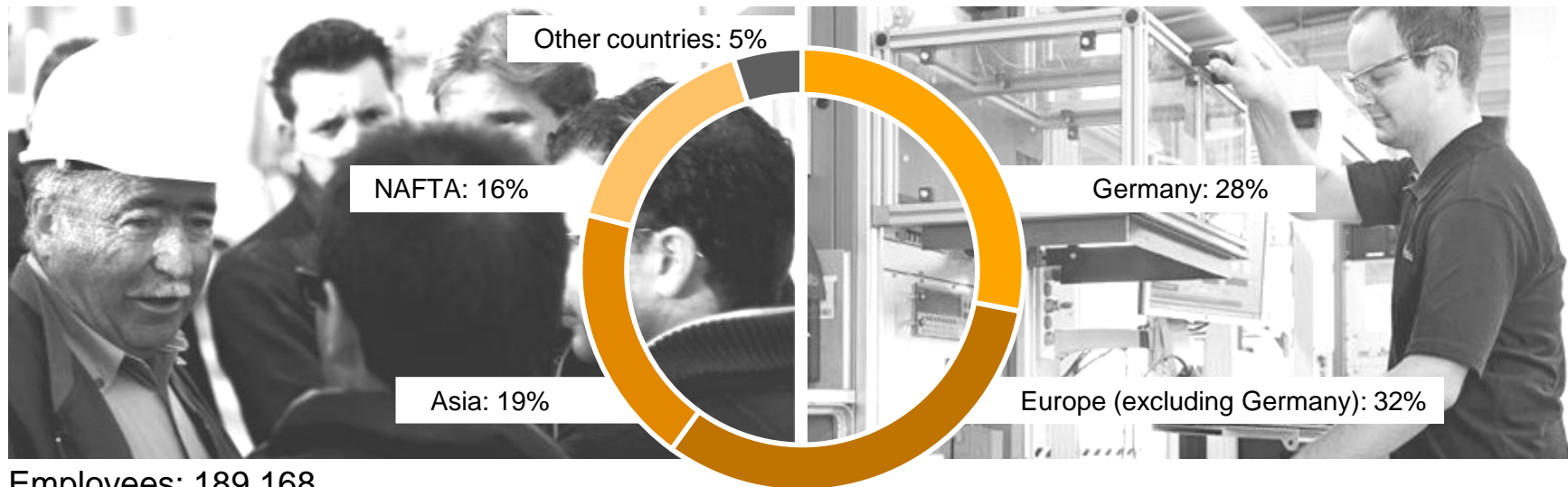
## Sales by Market in 2014



Status: December 31, 2014

# Continental Corporation

## Employees by Region in 2014



Status: December 31, 2014

# Chassis & Safety Division



# Chassis & Safety Division

## Safe and Dynamic Driving towards Vision Zero.

- › Our entire expertise of driving safety and dynamics supports our vision of zero accidents, in addition to making safety available to everyone around the globe.
- › SensePlanAct as a core competence: vehicle status and vehicle environment sensing (Sense), action planning and selection (Plan), and action implementation (Act) – the Chassis & Safety Division offers active and passive safety technologies which save lives as well as products that support driving dynamics.
- › With our networking competence ContiGuard, we are paving the way towards automated driving.

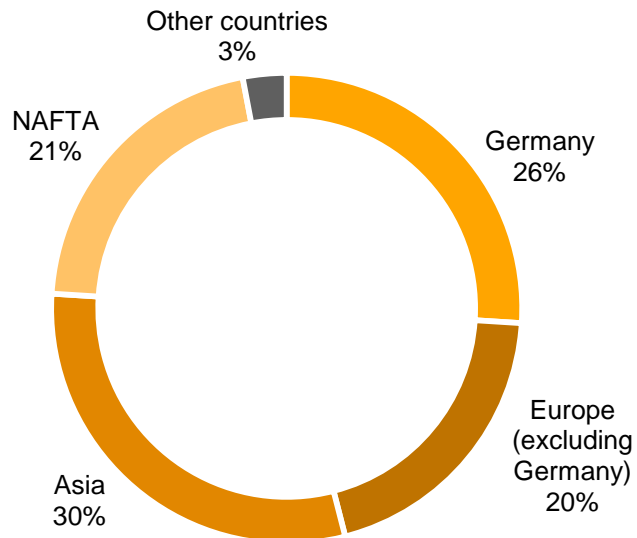




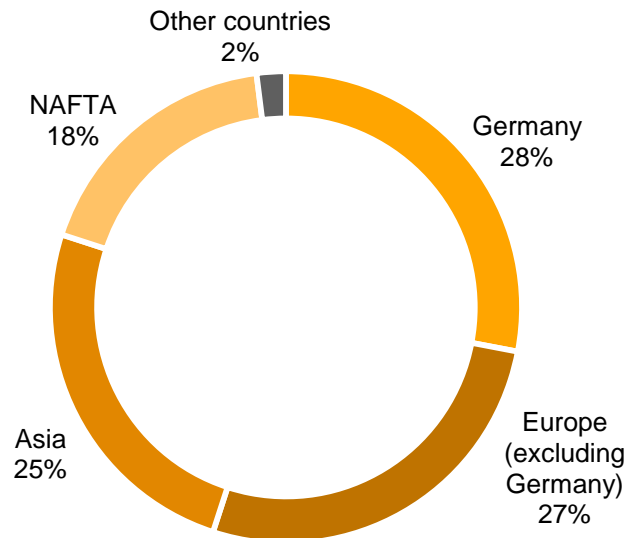
# Chassis & Safety Division

## Sales and Employees by Region in 2014

Sales by market in %

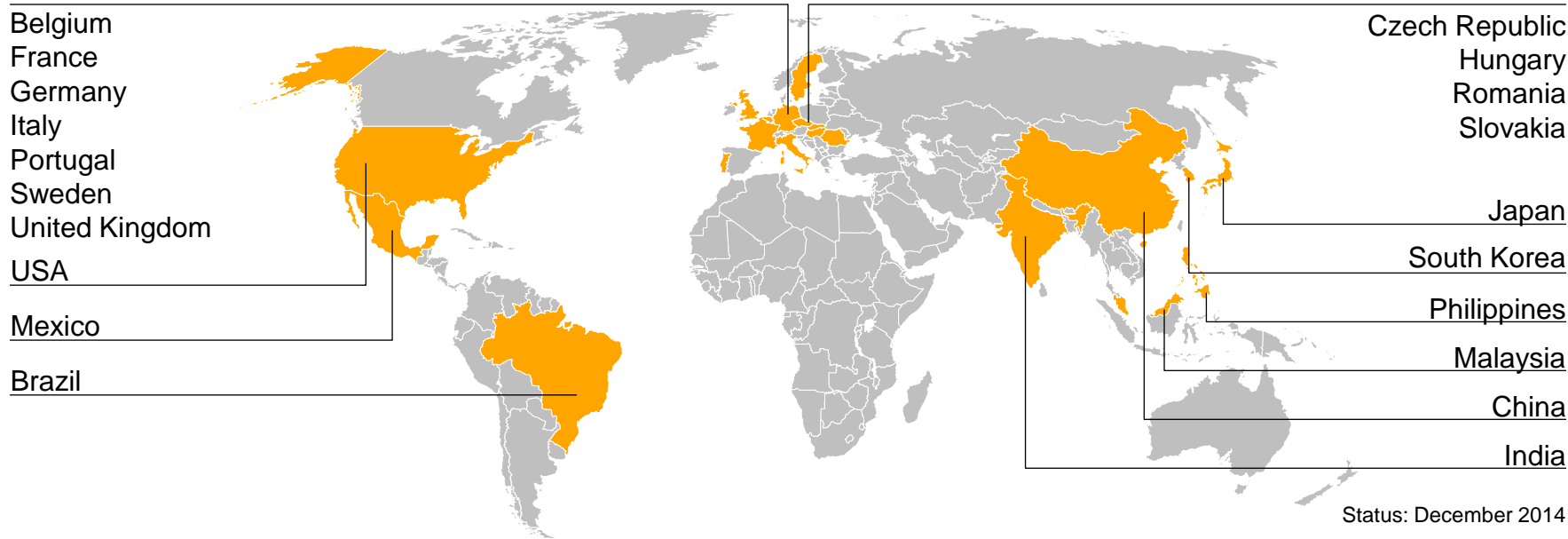


Employees by region in %



# Chassis & Safety Division

## 93 Locations in 20 Countries



# Powertrain Division

Doing more. For Clean Power.



# Powertrain Division

## Doing more. For Clean Power.

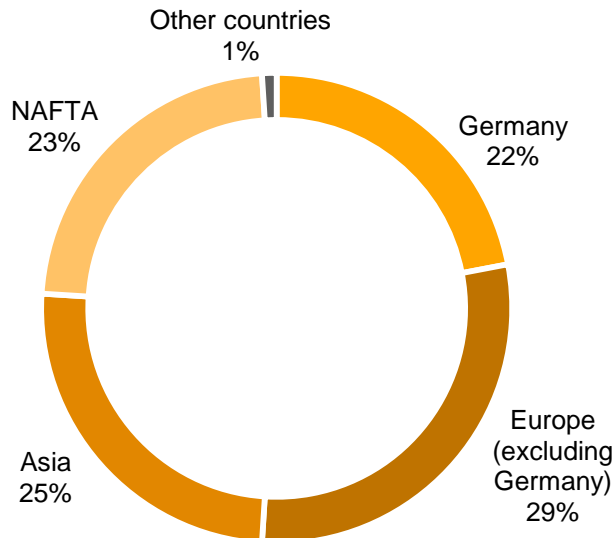
- › With its "Clean Power" vision, the Powertrain division is at work on innovations and efficient drive concepts.
- › We not only want to make driving more affordable and environmentally sound, but also to increase driving comfort and pleasure.



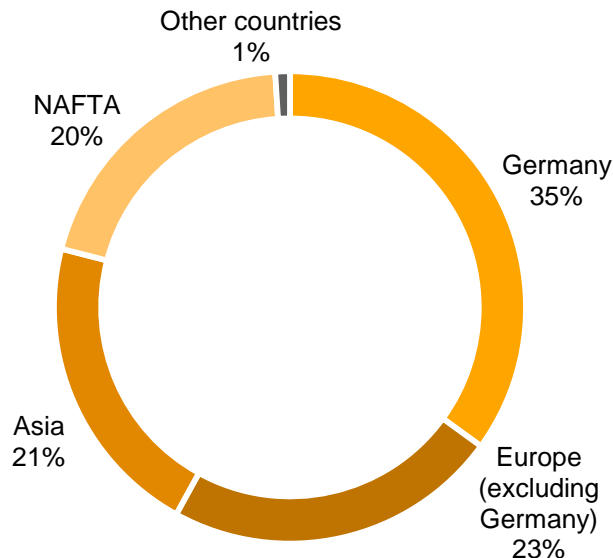
# Powertrain Division

## Sales and Employees by Region in 2014

Sales by market in %

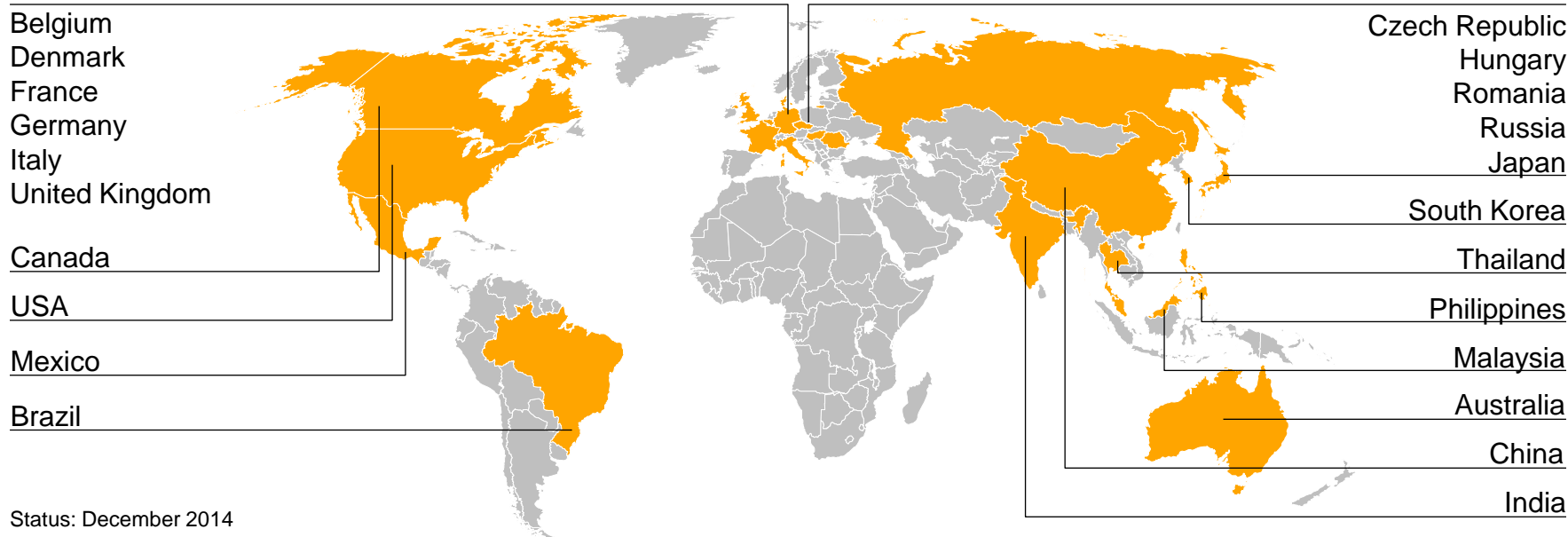


Employees by region in %



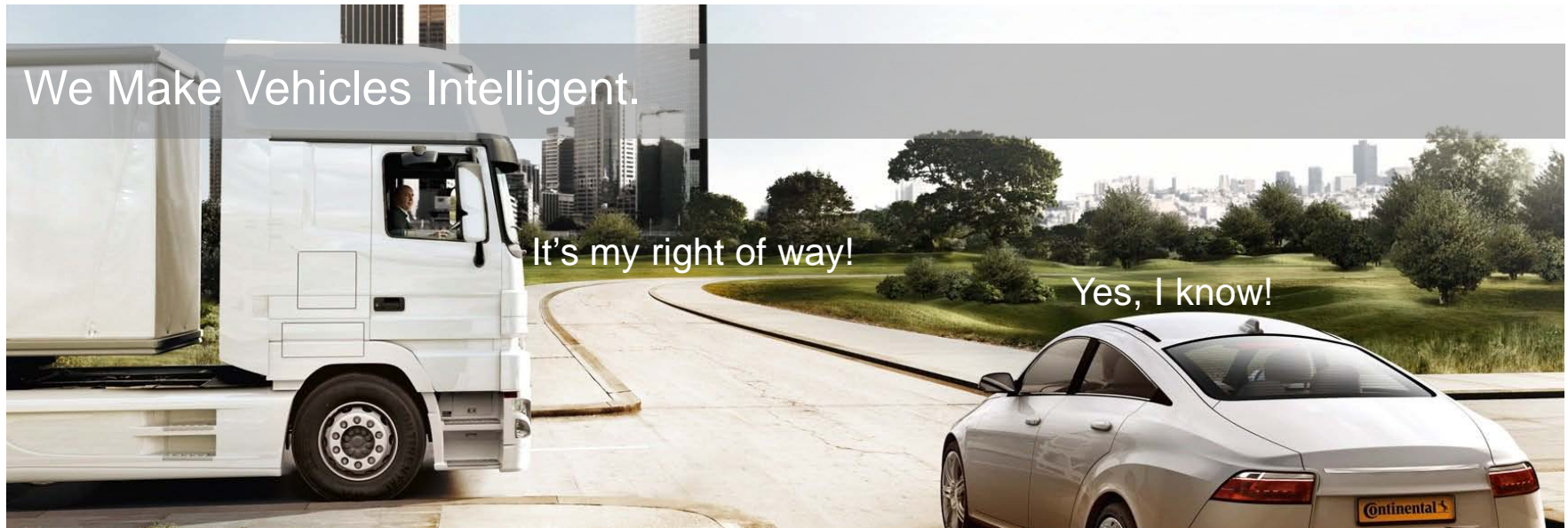
# Powertrain Division

## 88 Locations in 22 Countries





# Interior Division



We Make Vehicles Intelligent.

It's my right of way!

Yes, I know!

# Interior Division

## We Make Vehicles Intelligent.

- › Tomorrow's vehicle is always connected, user friendly, comfortable and intelligent.
- › Information management is a key to realize "Clean Power" and "Zero Accidents".

It's my right of way!

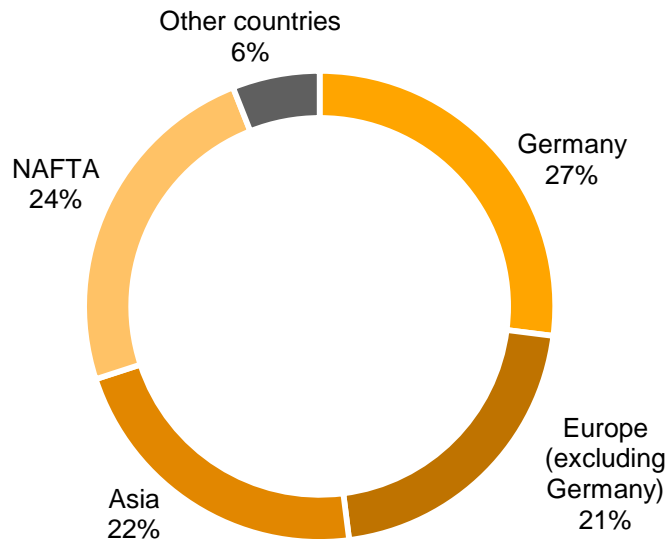
Yes, I know!

	Sales in € billions	Employees
2014	7.0	36,055

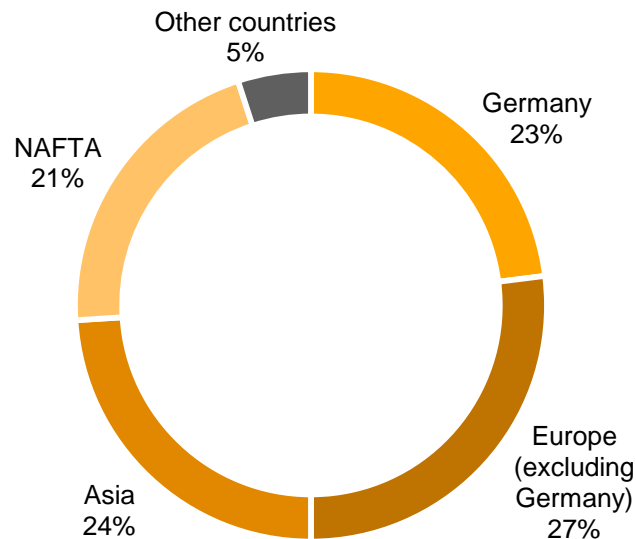
# Interior Division

## Sales and Employees by Region in 2014

Sales by market in %

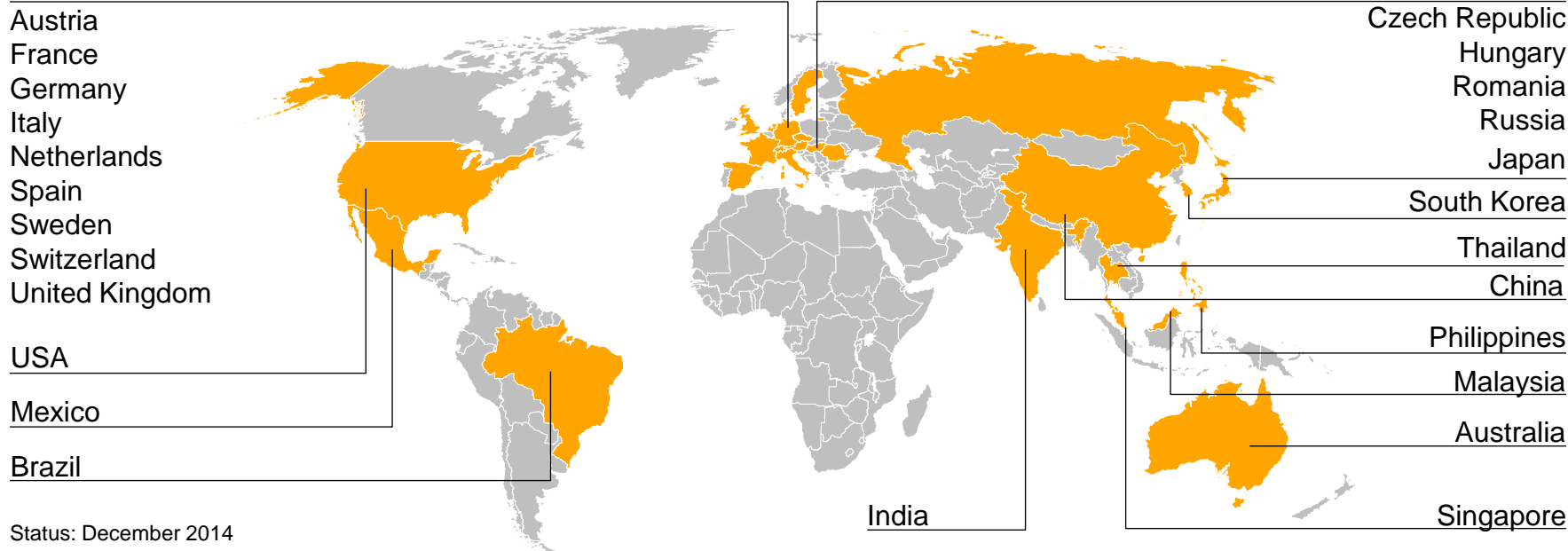


Employees by region in %



# Interior Division

## 99 Locations in 25 Countries



# Tire Division

Short Braking Distances. Highly Economical.






# Tire Division

## Short Braking Distances. Highly Economical.

- › The Tire division develops and manufactures innovative products for trucks, buses, special vehicles, cars, light trucks and vans, as well as motorcycles and bicycles.
- › With our products and services, we contribute to safe, economical and ecologically efficient mobility.



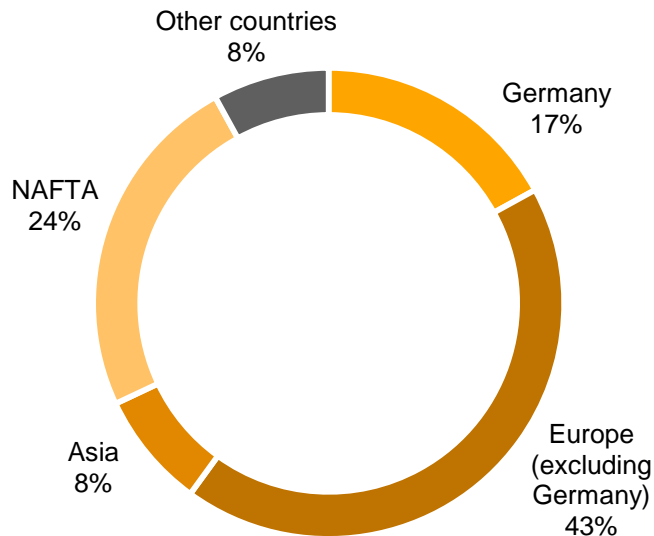
	Sales in € billions	Employees
2014	9.8	47,338



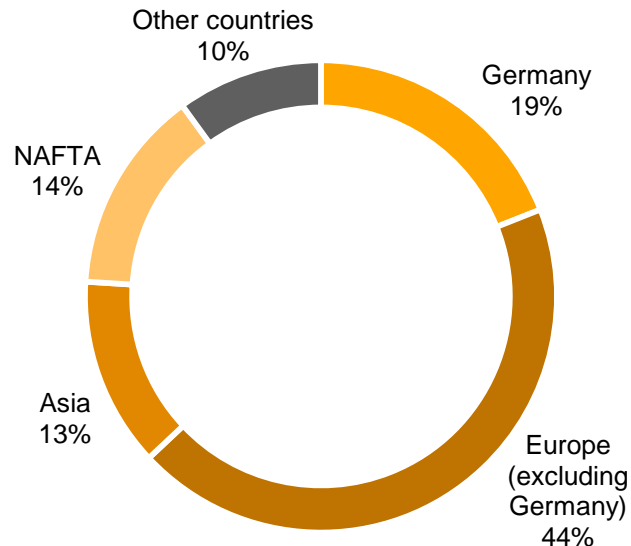
# Tire Division

## Sales and Employees by Region in 2014

Sales by market in %

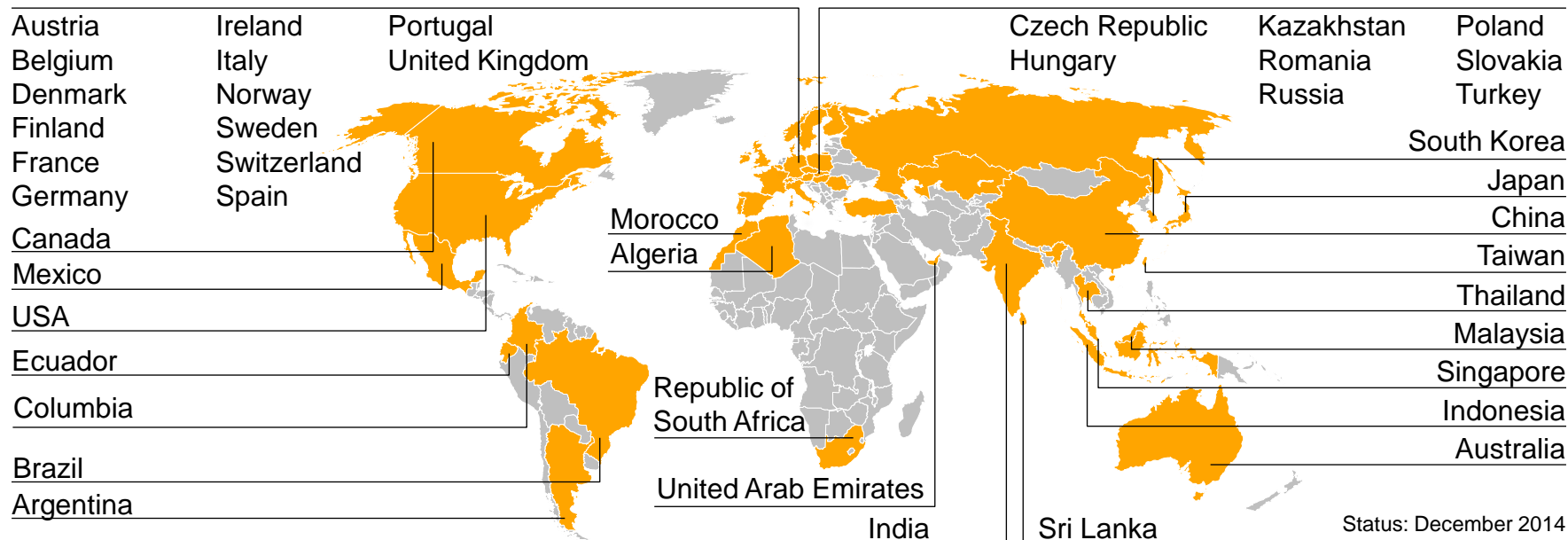


Employees by region in %



# Tire Division

## 71 Locations in 44 Countries





# ContiTech Division

## Engineering Next Level.

- › We are one of the world's leading suppliers of technical elastomer products and are a specialist in plastics technology.
- › We develop and produce functional parts, components, and systems for machine and plant engineering, mining, the automotive industry, and other important industries.

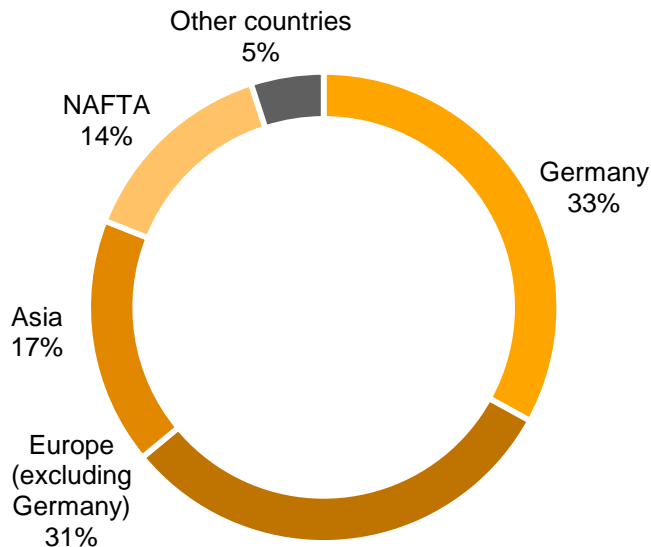


	Sales in € billions	Employees
<b>2014</b>	<b>3.9</b>	<b>32,775</b>

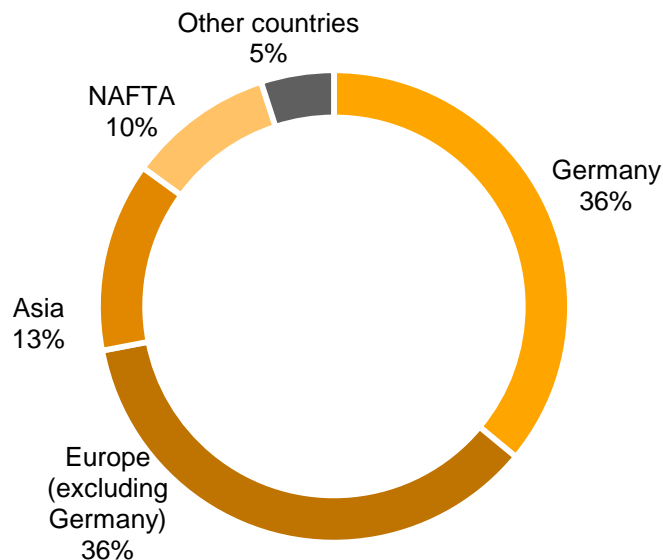
# ContiTech Division

## Sales and Employees by Region in 2014

Sales by market in %

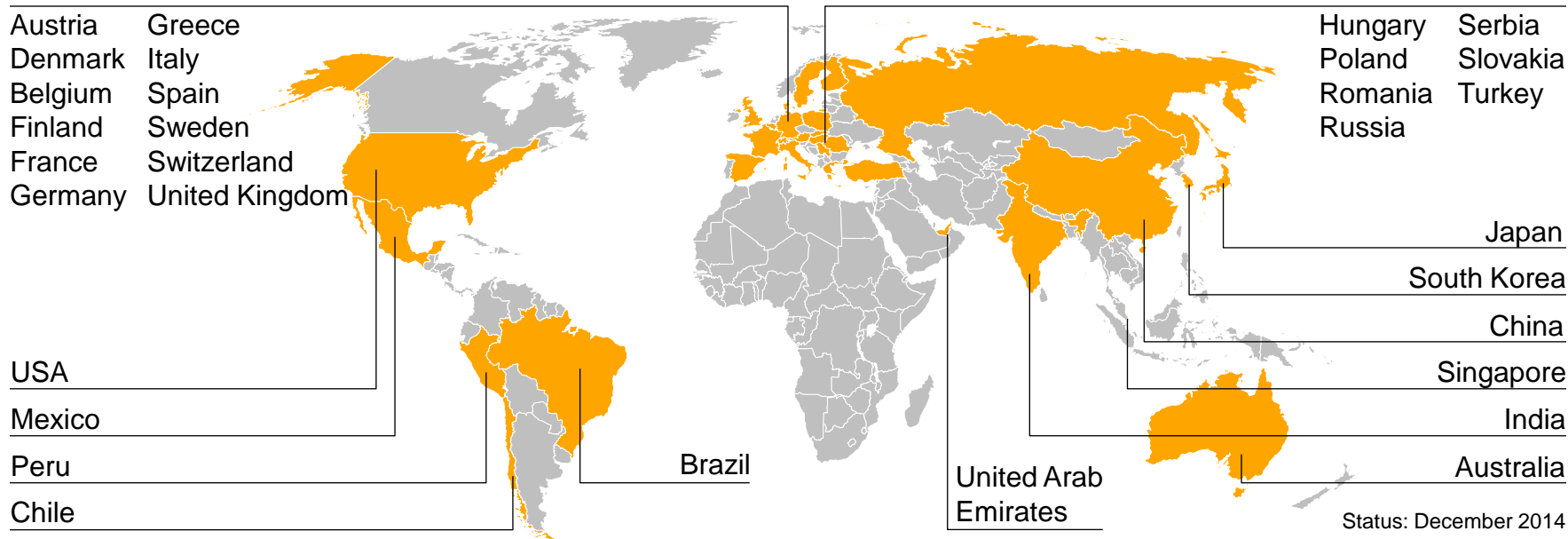


Employees by region in %



# ContiTech Division

## 109 Locations in 31 Countries





# Mobility of the Future: Automated Driving

- › We are convinced that automated driving will be a key element of future mobility, as it will enhance the safety, efficiency and comfort of individual mobility even further.
- › Automation will lead to a significant decrease in the number of road traffic casualties and it allows drivers to use their time in the car in other ways and therefore more efficiently.
- › Our path to automated driving:
  - › Partially automated driving by 2016.
  - › Highly automated driving from 2020.
  - › Fully automated driving from 2025.
- › In 2012, we became the first automotive supplier to be granted a test license for automated driving on public roads in the U.S. state of Nevada.



# Electromobility

- › Continental has invested in the development and optimization of climate-friendly systems and components for alternative drives for more than ten years already.
- › Despite the current dampening of the euphoria surrounding electromobility, we expect it to be marketable in the long term.
- › A significant global reduction in CO<sub>2</sub> emissions, and in fuel consumption, of between 20% and 35% is required by 2020. Electrification of the powertrain will play a key role in achieving this.
- › Combustion engines will dominate until 2020, after which hybrid and electric vehicles will gain in importance.
- › With pooled know-how in the fields of integration, energy optimization, powertrain management, vehicle safety, information management and tires, Continental offers electric expertise from a single source.



# Continental – Achieving Success From Inner Strength

## Our BASICS

- › The **BASICS** are the basis for our success as a company.
- › They were introduced in 1989 and continuously updated.
- › The **BASICS** describe our **Vision**, our **Mission** and **Values** as well as the behavior that grows out of these.
- › Our four values are the crucial element here:  
**Trust, Passion To Win, Freedom To Act and For One Another.**



# Continental – Achieving Success From Inner Strength

## Our Values

- › Our **four values** form the basis of our joint actions.
- › Together with our vision and mission, our values stand for what drives us forward and how we want to work together.
- › None of the values takes precedence over any of the others – all four are of equal importance for our **sustained success**.
- › We live out our values on a day-to-day basis, bringing our own behaviour into line with them – all employees are role models for their fellow colleagues as well as for business partners, customers and all other stakeholders.



# Continental Is More

## Principles of our Corporate Social Responsibility.

The Executive Board adopted the Principles of our Corporate Social Responsibility in August 2010 in the following subject areas:

- › Human rights
- › Child labor
- › Forced labor
- › Social responsibility
- › Equal opportunity / Harassment
- › Labor relations
- › Health and safety
- › Environmental protection
- › Bribery and corruption
- › Suppliers



# Continental Is More

## Our Global Quality Understanding

### › Customer Satisfaction

We know that quality is crucial to our customers satisfaction and therefore to our business success. We are committed to a target of zero defects.

### › Together

We all influence the quality of our products and services.

### › From the Beginning

We do things the right way from the very beginning and set new quality standards together.

### › Structured

We agree on binding rules for our work and collaboration. At the same time, we encourage commitment and autonomy to move quality forward.

### › Holistic

We understand quality as the continuous and holistic effort to optimize our company's performance.





# Continental Is More

## Environment, Safety, Security, Health and Fire Protection

- › We comply with applicable laws and internal guidelines.
- › With our processes and products, we make a substantial contribution to protecting the environment and climate.
- › We save resources by reducing our consumption of energy, water, raw materials and supplies.
- › We undertake preventative measures and protect all persons in our company from accidents and work-related illnesses.
- › We maintain an emergency management system for the prevention of injury to persons and damage to property or the environment.
- › We train, inform and motivate our employees to act in a safe and environmentally conscious manner.
- › We involve our contractual partners, suppliers and customers in our ESH activities.
- › We communicate openly with the public, authorities and organizations about our plans and activities.
- › We constantly check our ESH performance and achieve continuous improvement.



**Thank you**  
for your attention!