

TENNECO INC.
RECONCILIATION OF GAAP ⁽¹⁾ REVENUE AND EARNINGS TO NON-GAAP REVENUE AND EARNINGS MEASURES ⁽²⁾

ATTACHMENT 2

Unaudited
(Millions except percents)

	Q2 2012				Q2 2011			
	North America	Europe, SA & India	Asia Pacific	Total	North America	Europe, SA & India	Asia Pacific	Total
Net sales and operating revenues	\$ 996	\$ 710	\$ 214	\$ 1,920	\$ 874	\$ 817	\$ 197	\$ 1,888
Less: Substrate sales	269	137	23	429	246	162	27	435
Value-add revenues	\$ 727	\$ 573	\$ 191	\$ 1,491	\$ 628	\$ 655	\$ 170	\$ 1,453
EBIT	\$ 86	\$ 32	\$ 19	\$ 137	\$ 62	\$ 37	\$ 14	\$ 113
EBIT as a % of revenue	8.6%	4.5%	8.9%	7.1%	7.1%	4.5%	7.1%	6.0%
EBIT as a % of value-add revenue	11.8%	5.6%	9.9%	9.2%	9.9%	5.6%	8.2%	7.8%
Adjusted EBIT	\$ 86	\$ 34	\$ 19	\$ 139	\$ 63	\$ 38	\$ 14	\$ 115
Adjusted EBIT as a % of revenue	8.6%	4.8%	8.9%	7.2%	7.2%	4.7%	7.1%	6.1%
Adjusted EBIT as a % of value-add revenue	11.8%	5.9%	9.9%	9.3%	10.0%	5.8%	8.2%	7.9%

	YTD 2012				YTD 2011			
	North America	Europe, SA & India	Asia Pacific	Total	North America	Europe, SA & India	Asia Pacific	Total
Net sales and operating revenues	\$ 1,982	\$ 1,442	\$ 408	\$ 3,832	\$ 1,725	\$ 1,558	\$ 365	\$ 3,648
Less: Substrate sales	546	290	49	885	495	312	51	858
Value-add revenues	\$ 1,436	\$ 1,152	\$ 359	\$ 2,947	\$ 1,230	\$ 1,246	\$ 314	\$ 2,790
EBIT	\$ 157	\$ 49	\$ 27	\$ 233	\$ 124	\$ 61	\$ 22	\$ 207
EBIT as a % of revenue	7.9%	3.4%	6.6%	6.1%	7.2%	3.9%	6.0%	5.7%
EBIT as a % of value-add revenue	10.9%	4.3%	7.5%	7.9%	10.1%	4.9%	7.0%	7.4%
Adjusted EBIT	\$ 157	\$ 52	\$ 27	\$ 236	\$ 125	\$ 63	\$ 22	\$ 210
Adjusted EBIT as a % of revenue	7.9%	3.6%	6.6%	6.2%	7.2%	4.0%	6.0%	5.8%
Adjusted EBIT as a % of value-add revenue	10.9%	4.5%	7.5%	8.0%	10.2%	5.1%	7.0%	7.5%

⁽¹⁾ Generally Accepted Accounting Principles

⁽²⁾ Tenneco presents the above reconciliation of revenues in order to reflect value-add revenues. Substrate sales include precious metals pricing, which may be volatile. Substrate sales occur when, at the direction of its OE customers, Tenneco purchases catalytic converters or components thereof from suppliers, uses them in its manufacturing processes and sells them as part of the completed system. While Tenneco original equipment customers assume the risk of this volatility, it impacts reported revenue. Excluding substrate sales removes this impact. Further, presenting EBIT as a percent of value-add revenue assists investors in evaluating our company's operational performance without the impact of such substrate sales.