TENNECO INC.

|  | Q2 2009 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underline{\text { Revenues }}$ |  | Currency Impact |  | Revenues Excluding Currency |  | Substrate Sales Excluding Currency Impact |  | Revenues Excluding Currency and Substrate Sales |  |
| North America Original Equipment |  |  |  |  |  |  |  |  |  |  |
| Exhaust |  | 242 |  | (1) |  | 243 |  | 109 |  | 134 |
| Total North America Original Equipment |  | 318 |  | (3) |  | 321 |  | 109 |  | 212 |
| North America Aftermarket |  |  |  |  |  |  |  |  |  |  |
| Ride Control |  | 109 |  | (2) |  | 111 |  | - |  | 111 |
| Exhaust |  | 41 |  | (1) |  | 42 |  | - |  | 42 |
| Total North America Aftermarket |  | 150 |  | (3) |  | 153 |  | - |  | 153 |
| Total North America |  | 468 |  | (6) |  | 474 |  | 109 |  | 365 |
| Europe Original Equipment |  |  |  |  |  |  |  |  |  |  |
| Ride Control |  | 106 |  | (16) |  | 122 |  | - |  | 122 |
| Exhaust |  | 223 |  | (77) |  | 300 |  | 80 |  | 220 |
| Total Europe Original Equipment |  | 329 |  | (93) |  | 422 |  | 80 |  | 342 |
| Europe Aftermarket |  |  |  |  |  |  |  |  |  |  |
| Ride Control |  | 56 |  | (9) |  | 65 |  | - |  | 65 |
| Exhaust |  | 45 |  | (9) |  | 54 |  | - |  | 54 |
| Total Europe Aftermarket |  | 101 |  | (18) |  | 119 |  | - |  | 119 |
| South America \& India |  | 90 |  | (18) |  | 108 |  | 14 |  | 94 |
| Total Europe, South America \& India |  | 520 |  | (129) |  | 649 |  | 94 |  | 555 |
| Asia |  | 88 |  | - |  | 88 |  | 19 |  | 69 |
| Australia |  | 30 |  | (13) |  | 43 |  | 4 |  | 39 |
| Total Asia Pacific |  | 118 |  | (13) |  | 131 |  | 23 |  | 108 |
| Total Tenneco Inc. | \$ | 1,106 | \$ | (148) | \$ | 1,254 | \$ | 226 | \$ | 1,028 |


|  | Q2 2008 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underline{\text { Revenues }}$ |  | Currency Impact |  | Revenues Excluding Currency |  | Substrate Sales Excluding Currency Impact |  | RevenuesExcludingCurrencyand SubstrateSales |  |
| North America Original Equipment |  |  |  |  |  |  |  |  |  |  |
| Ride Control | \$ | 121 | \$ | - | \$ | 121 | \$ | - | \$ | 121 |
| Exhaust |  | 395 |  | - |  | 395 |  | 192 |  | 203 |
| Total North America Original Equipment |  | 516 |  | - |  | 516 |  | 192 |  | 324 |
| North America Aftermarket |  |  |  |  |  |  |  |  |  |  |
| Ride Control |  | 114 |  | - |  | 114 |  | - |  | 114 |
| Exhaust |  | 44 |  | - |  | 44 |  | - |  | 44 |
| Total North America Aftermarket |  | 158 |  | - |  | 158 |  | - |  | 158 |
| Total North America |  | 674 |  | - |  | 674 |  | 192 |  | 482 |
| Europe Original Equipment |  |  |  |  |  |  |  |  |  |  |
| Ride Control |  | 131 |  | - |  | 131 |  | - |  | 131 |
| Exhaust |  | 447 |  | - |  | 447 |  | 159 |  | 288 |
| Total Europe Original Equipment |  | 578 |  | - |  | 578 |  | 159 |  | 419 |
| Europe Aftermarket |  |  |  |  |  |  |  |  |  |  |
| Ride Control |  | 69 |  | - |  | 69 |  | - |  | 69 |
| Exhaust |  | 60 |  | - |  | 60 |  | - |  | 60 |
| Total Europe Aftermarket |  | 129 |  | - |  | 129 |  | - |  | 129 |
| South America \& India |  | 108 |  | - |  | 108 |  | 17 |  | 91 |
| Total Europe, South America \& India |  | 815 |  | - |  | 815 |  | 176 |  | 639 |
| Asia |  | 105 |  | - |  | 105 |  | 35 |  | 70 |
| Australia |  | 57 |  | - |  | 57 |  | 3 |  | 54 |
| Total Asia Pacific |  | 162 |  | - |  | 162 |  | 38 |  | 124 |
| Total Tenneco Inc. | \$ | 1,651 | \$ | - | \$ | 1,651 | \$ | 406 | \$ | 1,245 |

[^0]
[^0]:    ${ }^{(1)}$ Tenneco presents the above reconciliation of revenues in order to reflect the trend in the company's sales, in various product lines and geographical regions, separately from the effects of doing business in currencies other than the U.S. dollar. Additionally, substrate sales which the company previously referred to as pass-through 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. Tenneco uses this information to analyze the trend in revenues before these factors. Tenneco believes investors find this information useful in understanding period to period comparisons in the company's revenues.

