

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

ATTACHMENT 2

Unaudited
(Millions except percents)

	Q4 2011				Q4 2010			
	North America	Europe, SA & India	Asia Pacific	Total	North America	Europe, SA & India	Asia Pacific	Total
Net sales and operating revenues	\$ 847	\$ 728	\$ 209	\$ 1,784	\$ 716	\$ 666	\$ 195	\$ 1,577
Less: Substrate sales	251	142	27	420	207	123	32	362
Value-add revenues	\$ 596	\$ 586	\$ 182	\$ 1,364	\$ 509	\$ 543	\$ 163	\$ 1,215
EBIT	\$ 46	\$ 28	\$ 14	\$ 88	\$ 27	\$ 19	\$ 16	\$ 62
EBIT as a % of revenue	5.4%	3.8%	6.7%	4.9%	3.8%	2.9%	8.2%	3.9%
EBIT as a % of value-add revenue	7.7%	4.8%	7.7%	6.5%	5.3%	3.5%	9.8%	5.1%
Adjusted EBIT	\$ 47	\$ 28	\$ 14	\$ 89	\$ 31	\$ 20	\$ 17	\$ 68
Adjusted EBIT as a % of revenue	5.5%	3.8%	6.7%	5.0%	4.3%	3.0%	8.7%	4.3%
Adjusted EBIT as a % of value-add revenue	7.9%	4.8%	7.7%	6.5%	6.1%	3.7%	10.4%	5.6%

	YTD 2011				YTD 2010			
	North America	Europe, SA & India	Asia Pacific	Total	North America	Europe, SA & India	Asia Pacific	Total
Net sales and operating revenues	\$ 3,414	\$ 3,013	\$ 778	\$ 7,205	\$ 2,821	\$ 2,446	\$ 670	\$ 5,937
Less: Substrate sales	971	597	110	1,678	739	427	118	1,284
Value-add revenues	\$ 2,443	\$ 2,416	\$ 668	\$ 5,527	\$ 2,082	\$ 2,019	\$ 552	\$ 4,653
EBIT	\$ 216	\$ 125	\$ 38	\$ 379	\$ 155	\$ 76	\$ 50	\$ 281
EBIT as a % of revenue	6.3%	4.1%	4.9%	5.3%	5.5%	3.1%	7.5%	4.7%
EBIT as a % of value-add revenue	8.8%	5.2%	5.7%	6.9%	7.4%	3.8%	9.1%	6.0%
Adjusted EBIT	\$ 218	\$ 128	\$ 52	\$ 398	\$ 175	\$ 79	\$ 52	\$ 306
Adjusted EBIT as a % of revenue	6.4%	4.2%	6.7%	5.5%	6.2%	3.2%	7.8%	5.2%
Adjusted EBIT as a % of value-add revenue	8.9%	5.3%	7.8%	7.2%	8.4%	3.9%	9.4%	6.6%

⁽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.