

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

ATTACHMENT 2

Unaudited
(Millions except percents)

	Q4 2012				Q4 2011			
	North America	Europe, SA & India	Asia Pacific	Total	North America	Europe, SA & India	Asia Pacific	Total
Net sales and operating revenues	\$ 846	\$ 666	\$ 241	\$ 1,753	\$ 847	\$ 728	\$ 209	\$ 1,784
Less: Substrate sales	224	141	24	389	251	142	27	420
Value-add revenues	\$ 622	\$ 525	\$ 217	\$ 1,364	\$ 596	\$ 586	\$ 182	\$ 1,364
EBIT	\$ 54	\$ 9	\$ 21	\$ 84	\$ 46	\$ 28	\$ 14	\$ 88
EBIT as a % of revenue	6.4%	1.4%	8.7%	4.8%	5.4%	3.8%	6.7%	4.9%
EBIT as a % of value-add revenue	8.7%	1.7%	9.7%	6.2%	7.7%	4.8%	7.7%	6.5%
Adjusted EBIT	\$ 55	\$ 18	\$ 21	\$ 94	\$ 47	\$ 28	\$ 14	\$ 89
Adjusted EBIT as a % of revenue	6.5%	2.7%	8.7%	5.4%	5.5%	3.8%	6.7%	5.0%
Adjusted EBIT as a % of value-add revenue	8.8%	3.4%	9.7%	6.9%	7.9%	4.8%	7.7%	6.5%

	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	\$ 3,719	\$ 2,767	\$ 877	\$ 7,363	\$ 3,414	\$ 3,013	\$ 778	\$ 7,205
Less: Substrate sales	997	570	93	1,660	971	597	110	1,678
Value-add revenues	\$ 2,722	\$ 2,197	\$ 784	\$ 5,703	\$ 2,443	\$ 2,416	\$ 668	\$ 5,527
EBIT	\$ 288	\$ 71	\$ 69	\$ 428	\$ 216	\$ 125	\$ 38	\$ 379
EBIT as a % of revenue	7.7%	2.6%	7.9%	5.8%	6.3%	4.1%	4.9%	5.3%
EBIT as a % of value-add revenue	10.6%	3.2%	8.8%	7.5%	8.8%	5.2%	5.7%	6.9%
Adjusted EBIT	\$ 284	\$ 90	\$ 69	\$ 443	\$ 218	\$ 128	\$ 52	\$ 398
Adjusted EBIT as a % of revenue	7.6%	3.3%	7.9%	6.0%	6.4%	4.2%	6.7%	5.5%
Adjusted EBIT as a % of value-add revenue	10.4%	4.1%	8.8%	7.8%	8.9%	5.3%	7.8%	7.2%

⁽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.