

**Tognum**

HOME OF POWER BRANDS

| ENGINES

| ONSITE ENERGY &  
COMPONENTS

# The Tognum Group

## The Technological Leader

*Frankfurt, November 12, 2012, Dieter Royal (CFO)*

## Our Vision

**Vision** "We at Tognum set the standard as the preferred partner for the best solutions in power and propulsion."








"We at Tognum set the standard"



## Powerful Brands united under one Umbrella

# Tognum

HOME OF POWER BRANDS

Business Unit	Engines	Onsite Energy	Components
Brands			
			
Products			
 <p data-bbox="170 1168 691 1200"><b>Complete Drive and Propulsion Systems</b></p>	 <p data-bbox="826 1172 1097 1200"><b>Gas Engine Systems</b></p>  <p data-bbox="1132 1172 1431 1200"><b>Diesel Engine Systems</b></p>	 <p data-bbox="1547 1172 1779 1200"><b>Injection Systems</b></p>	

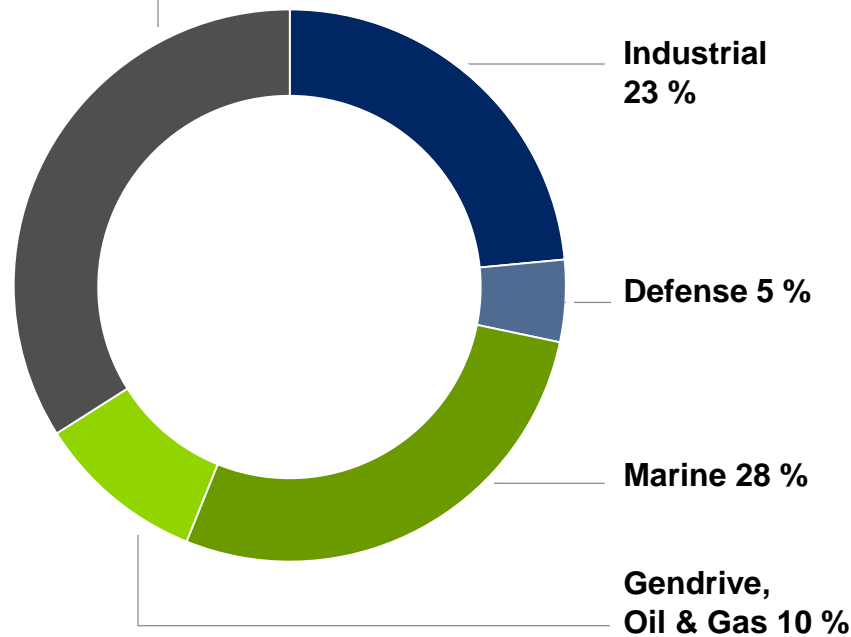
# Varied Product Portfolio

Business Unit Engines				Business Unit Onsite Energy & Components		
Marine	Industrial	Defense	Oil & Gas	Diesel Systems	Gas Systems	Injection Systems
<ul style="list-style-type: none"> <li>• Yachts</li> <li>• Commercial</li> <li>• Naval</li> </ul>	<ul style="list-style-type: none"> <li>• Rail</li> <li>• C&amp;I</li> <li>• Agric.</li> <li>• Mining</li> </ul>	<ul style="list-style-type: none"> <li>• Light and Medium Vehicles</li> <li>• Heavy Vehicles</li> </ul>	<ul style="list-style-type: none"> <li>• Onshore</li> <li>• Offshore</li> </ul>	<ul style="list-style-type: none"> <li>• Emergency Power</li> <li>• Prime Power</li> <li>• Continuous Power</li> </ul>	<ul style="list-style-type: none"> <li>• Continuous Power</li> </ul>	<ul style="list-style-type: none"> <li>• Highspeed Engines</li> <li>• Medium Speed Engines</li> </ul>

# Business Segments for Profitable Growth

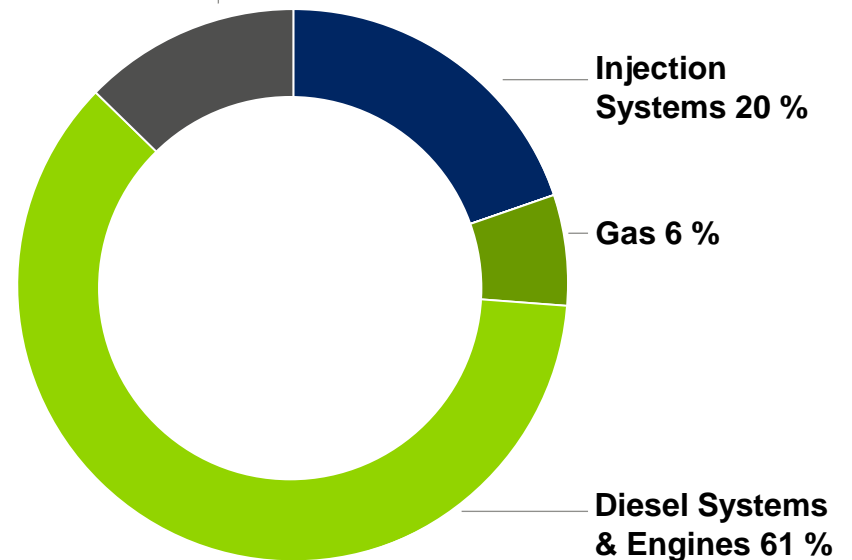
Segment revenues Engines 2011: 1,995.1 Mio. EUR

**After Sales/Others 34 %**

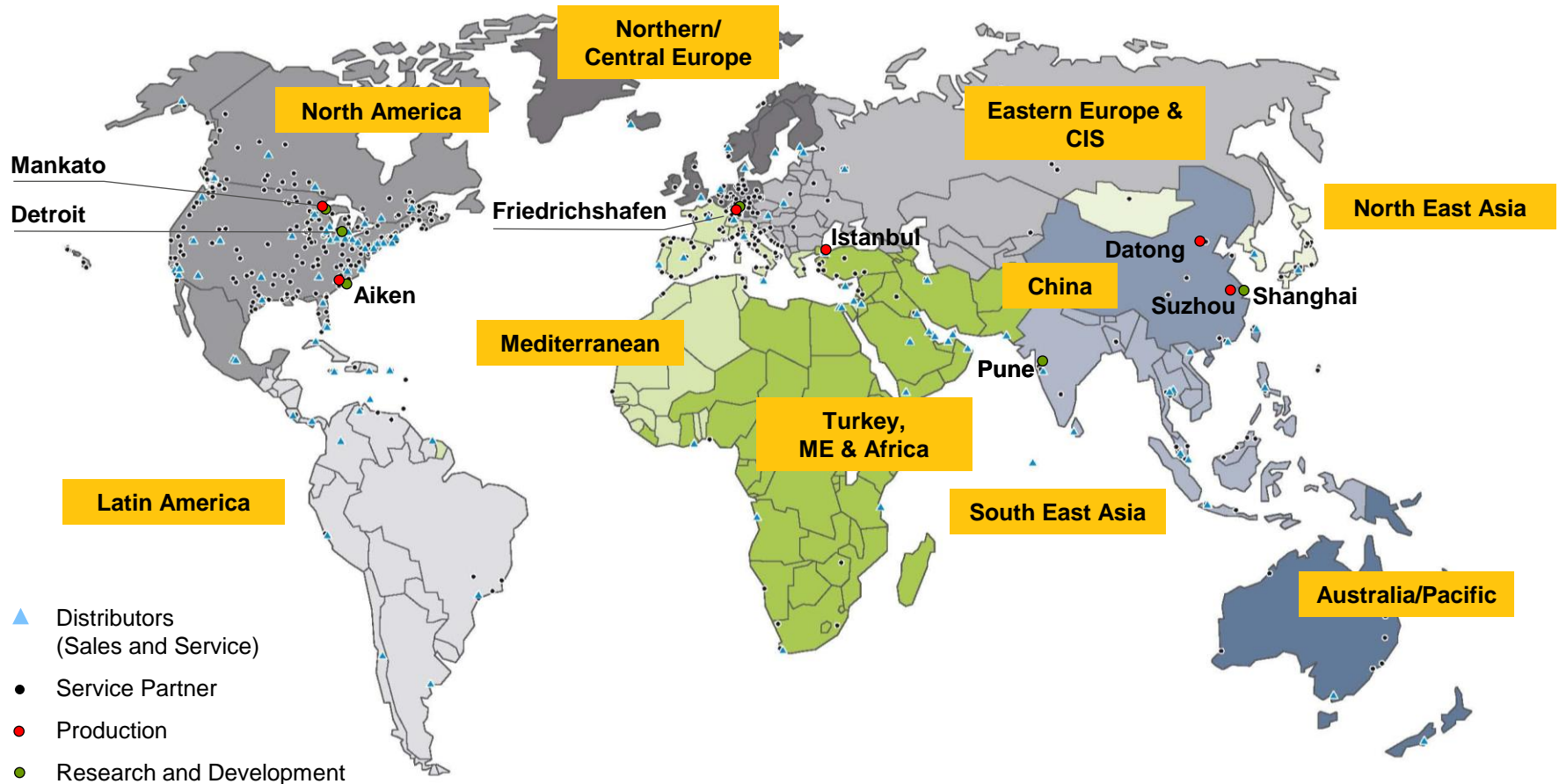


Segment revenues Onsite Energy Systems & Components 2011: 990.5 Mio. EUR

**After Sales/ Others 13 %**

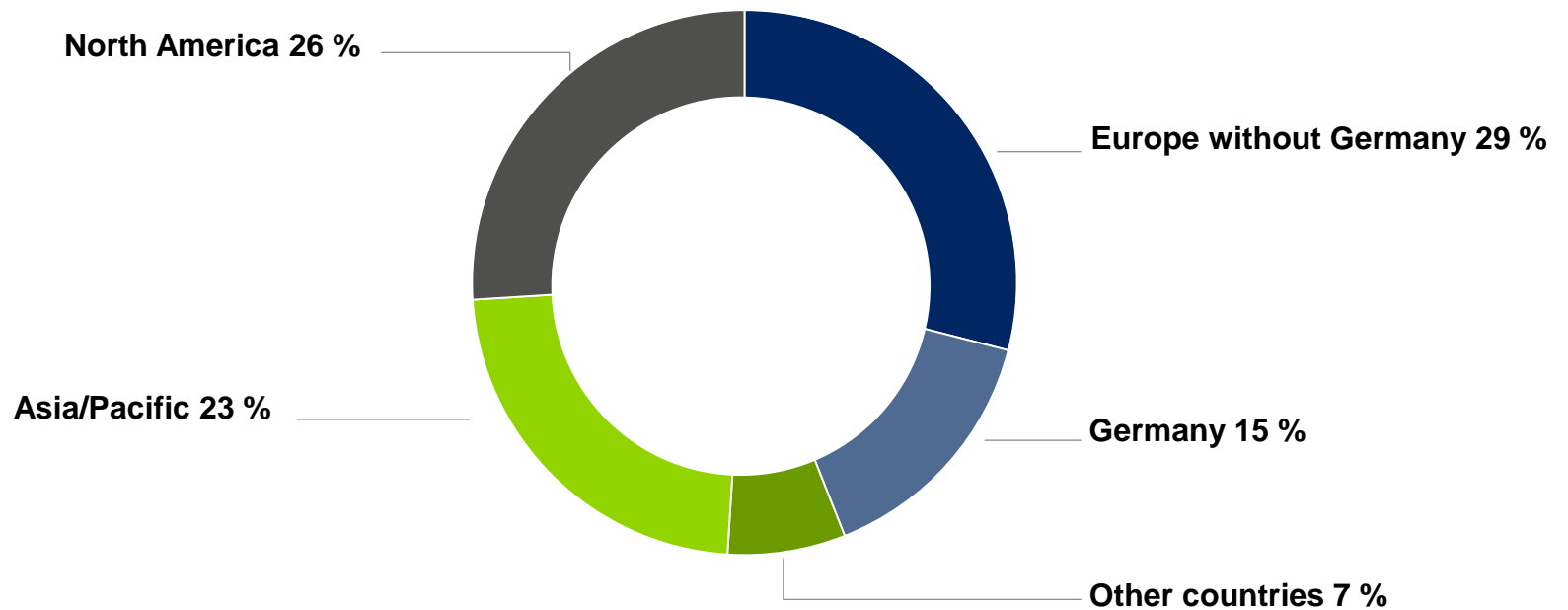


# The Tognum Group Production and Development Worldwide



# Global Sales Distribution

Revenues by region 2011: 2,972.1 Mio. EUR





# Take-over of Tognum AG



***Tognum***

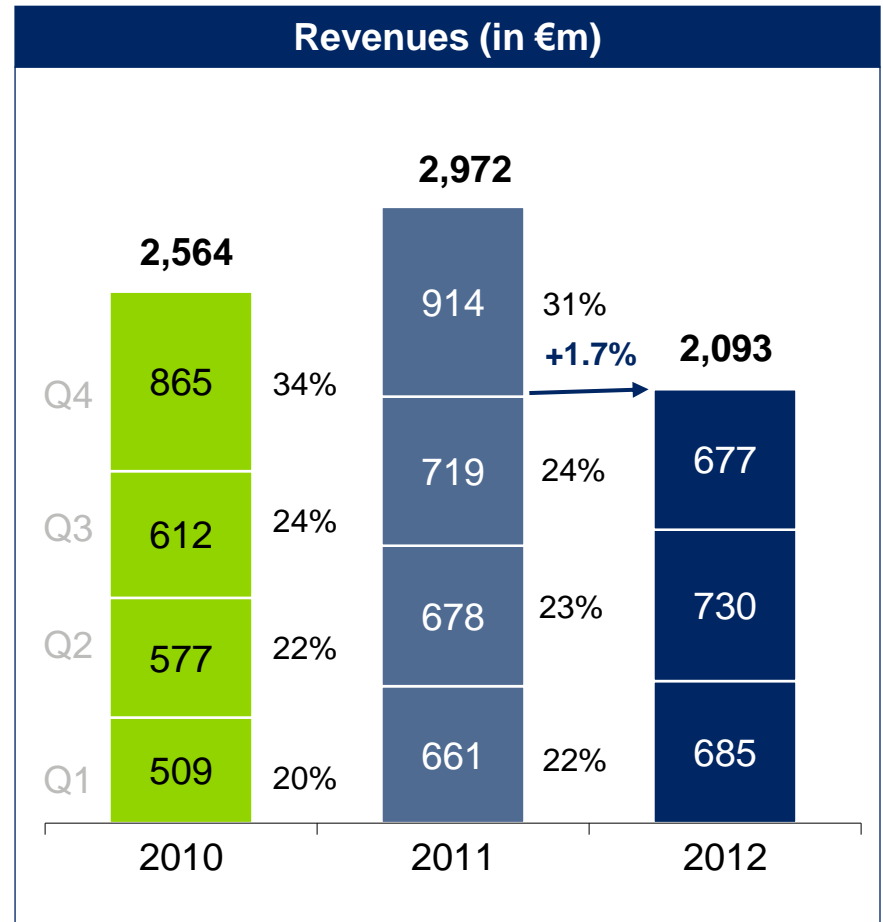
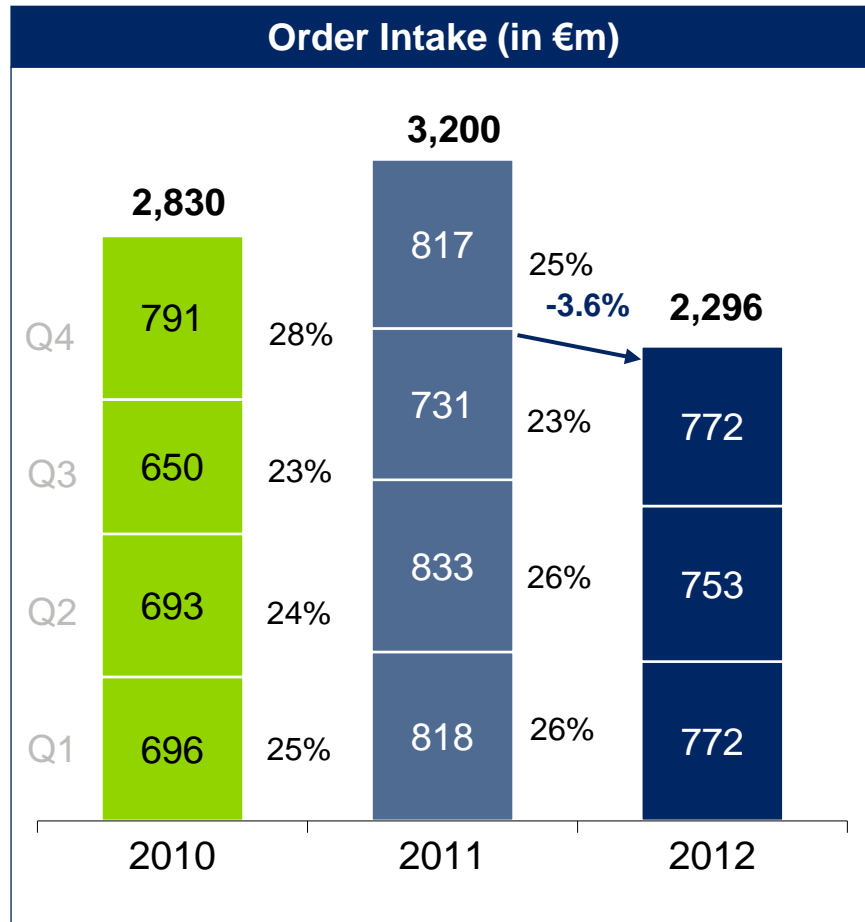
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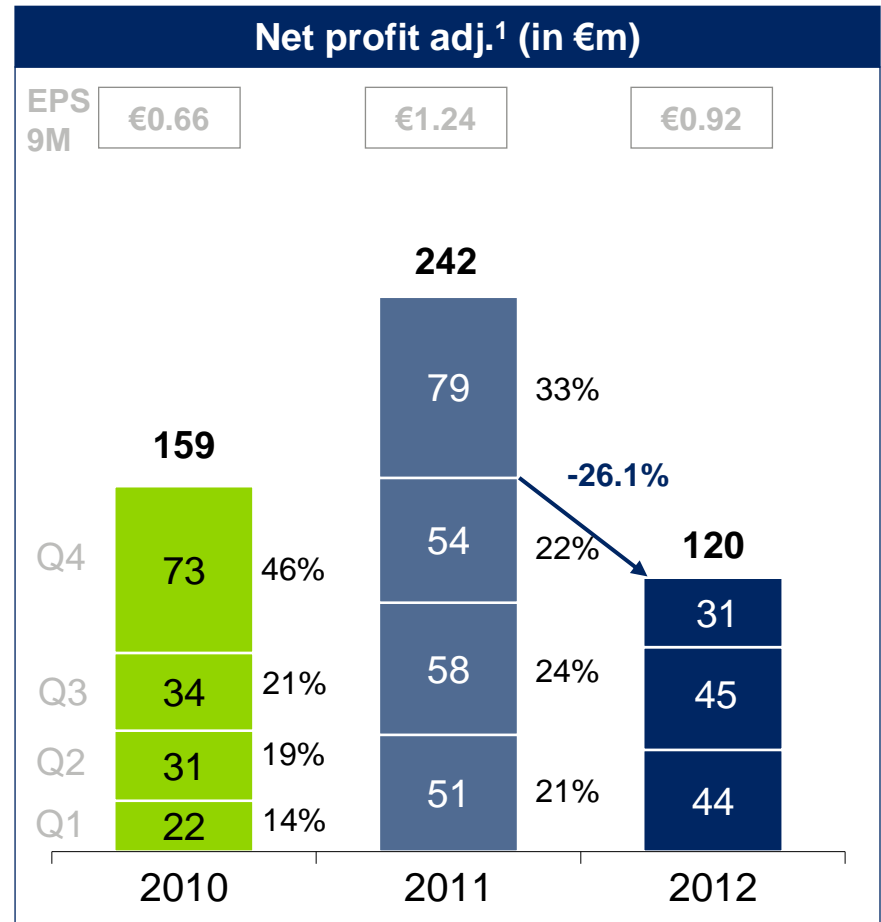
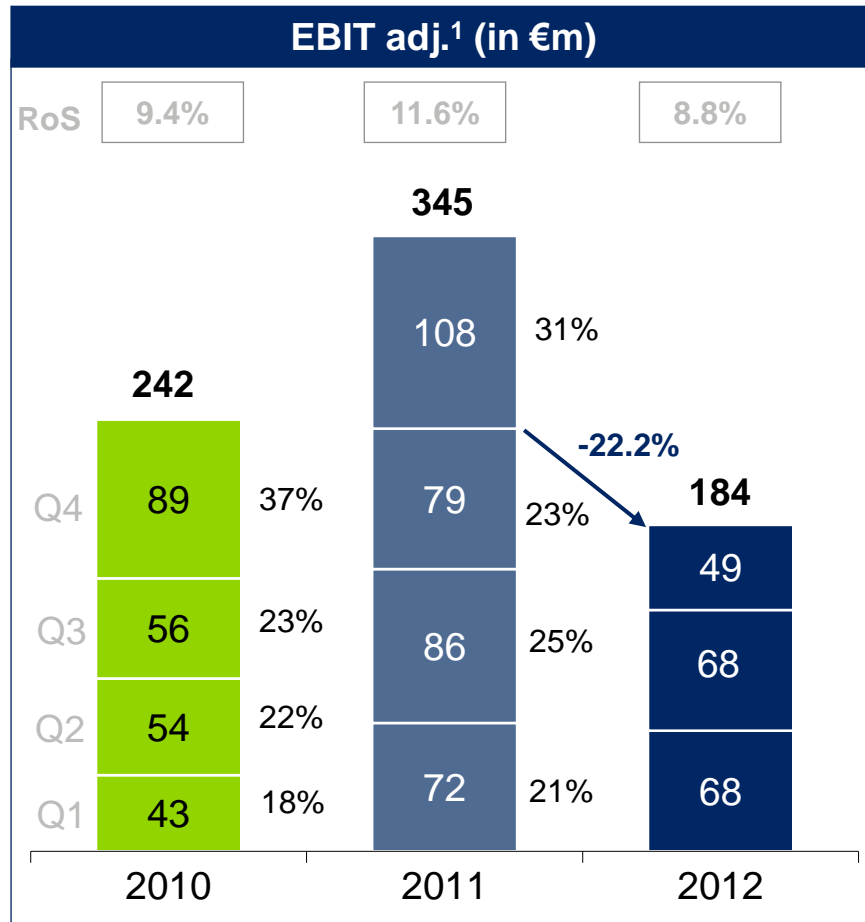
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# 9M/Q3 2012 Results

# Order intake and revenues

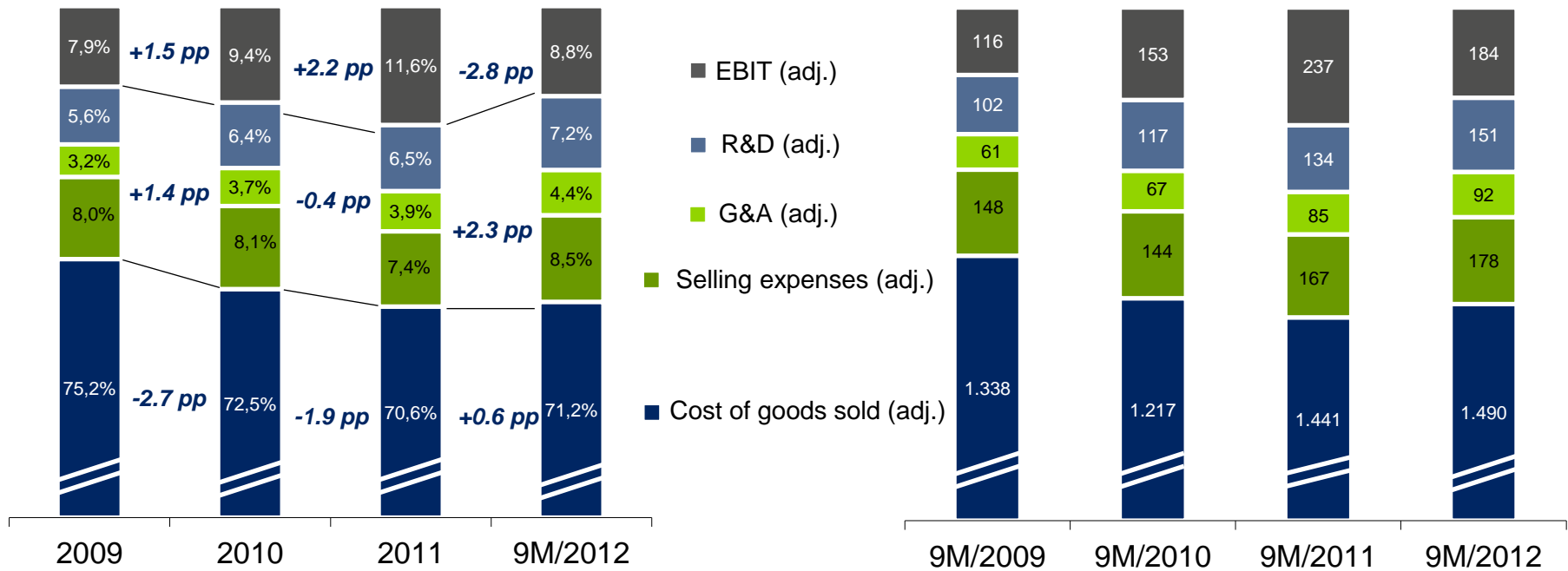


# Profitability

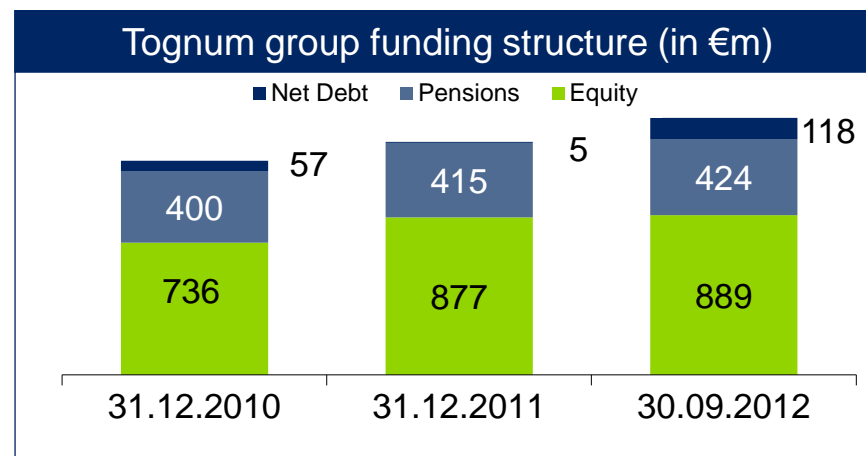
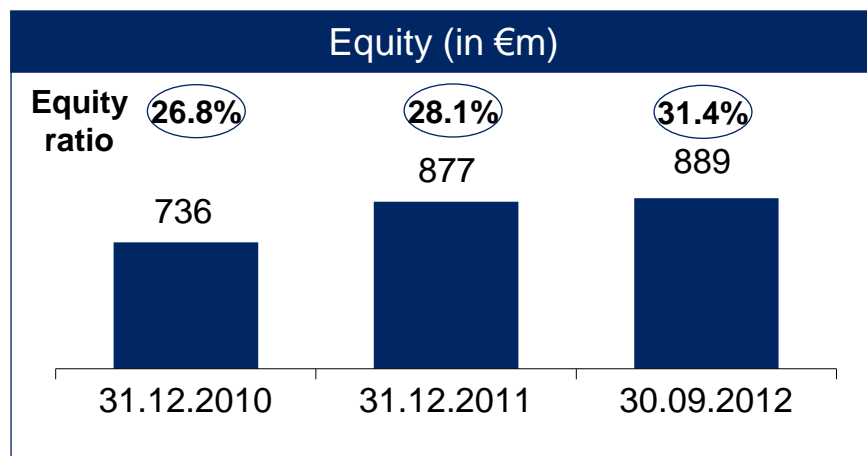
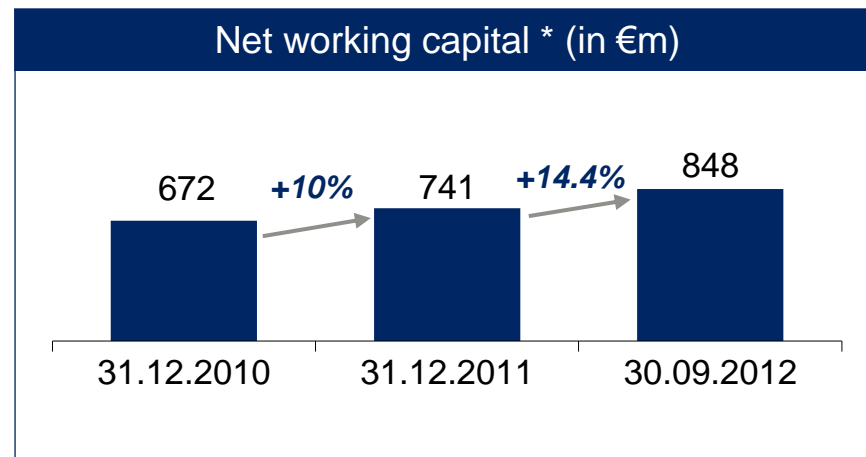
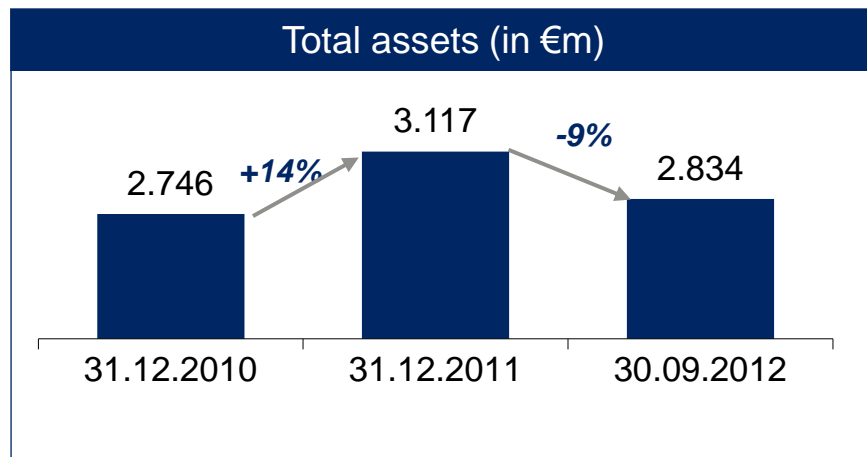


<sup>1</sup> Excludes any effects from purchase price allocation, fx valuation, revaluation of net assets from acquisitions

# Margin development

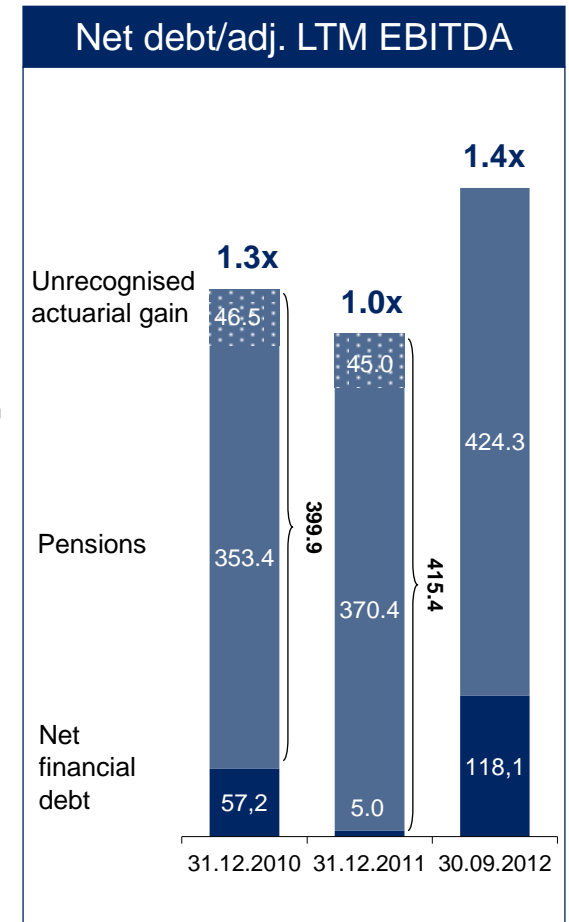
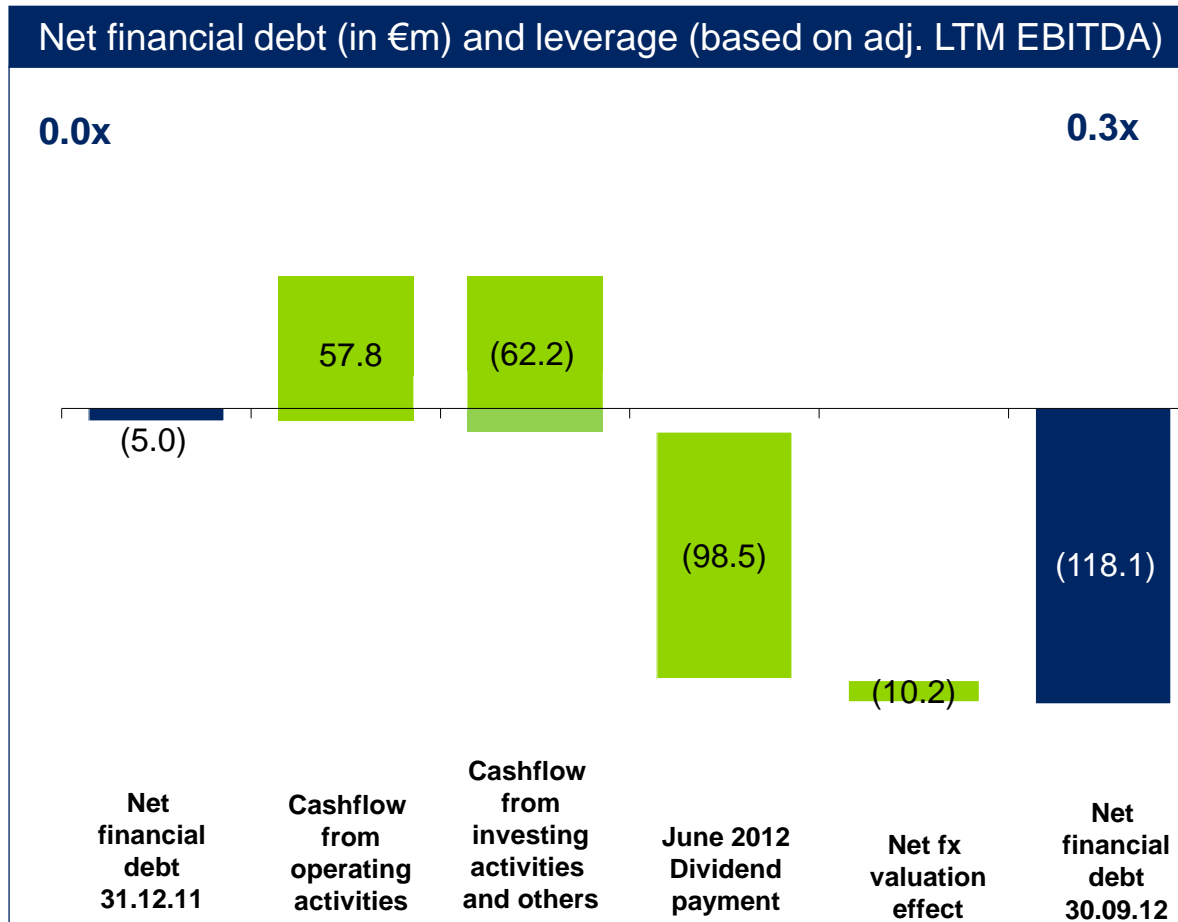


# Balance sheet figures



\* Net Working Capital: includes inventories, trade receivables, trade payables and advance payments received

# 9M/2012 net debt development



# Outlook 2012

- ▶ Currently high level of uncertainty in regards to market development

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- ▶ Revenues expected to grow in the lower single-digit percentage range

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- ▶ Adjusted EBIT margin about 10 %

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# Thank you very much!

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**Financial calendar 2012\***

November 15 Extraordinary General Meeting

\* All dates are preliminary and subject to change