

Tognum

HOME OF POWER BRANDS

| ENGINES

| ONSITE ENERGY &
COMPONENTS

H1/Q2 2012 Results

Tognum

August 7, 2012

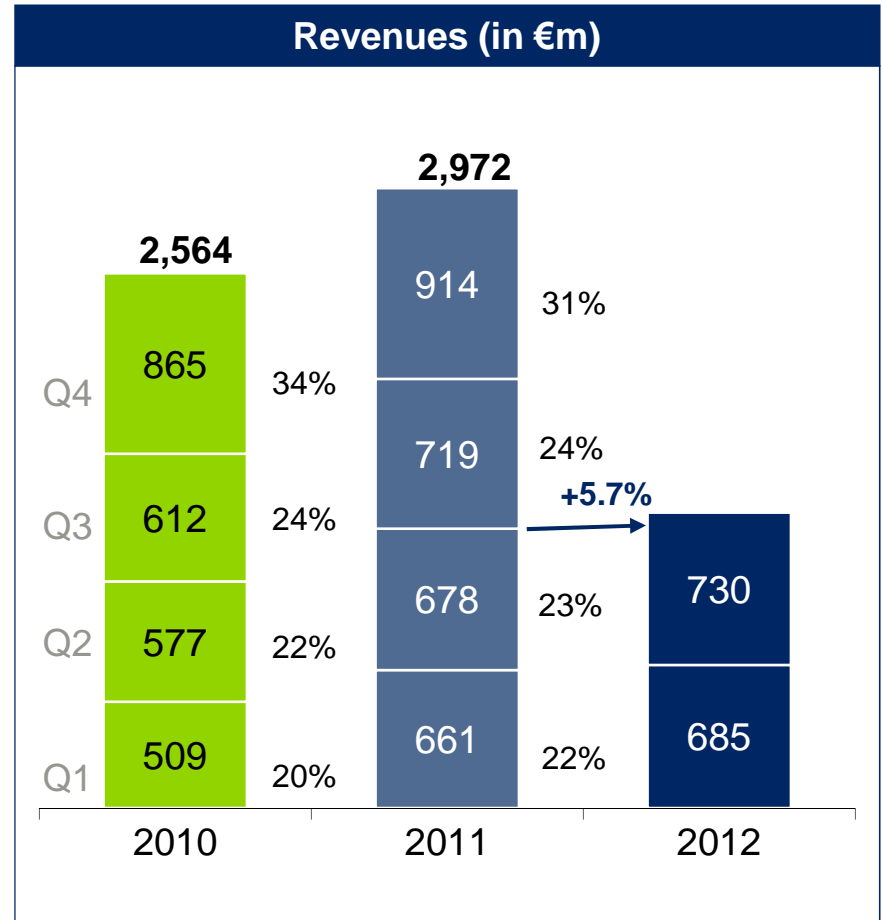
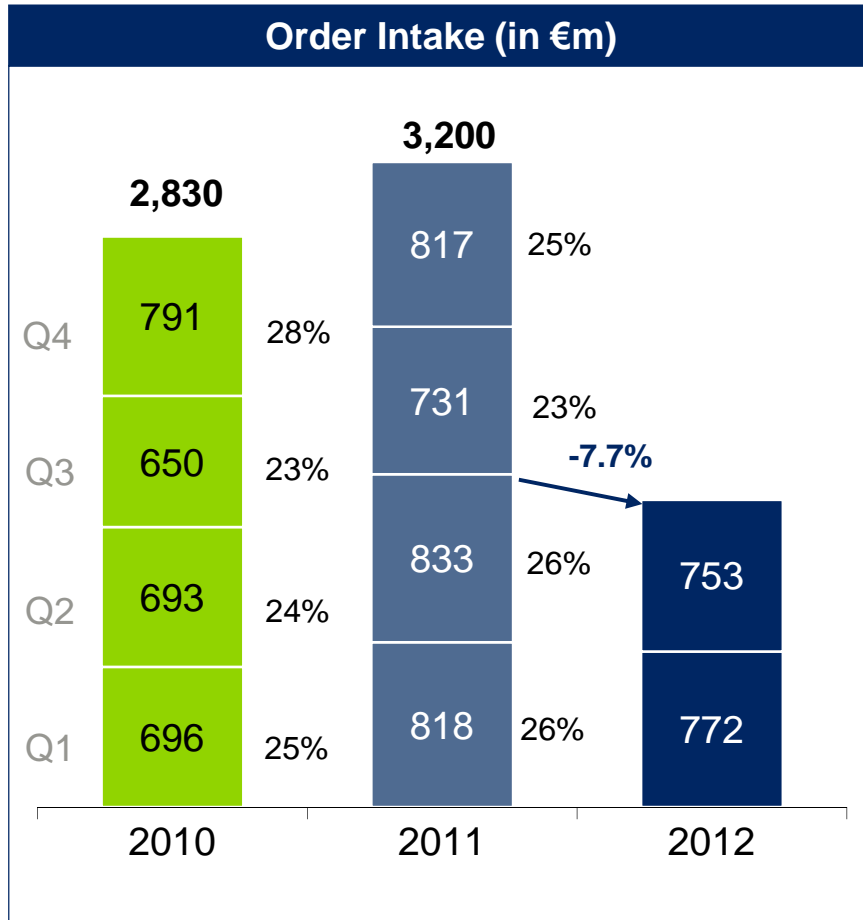
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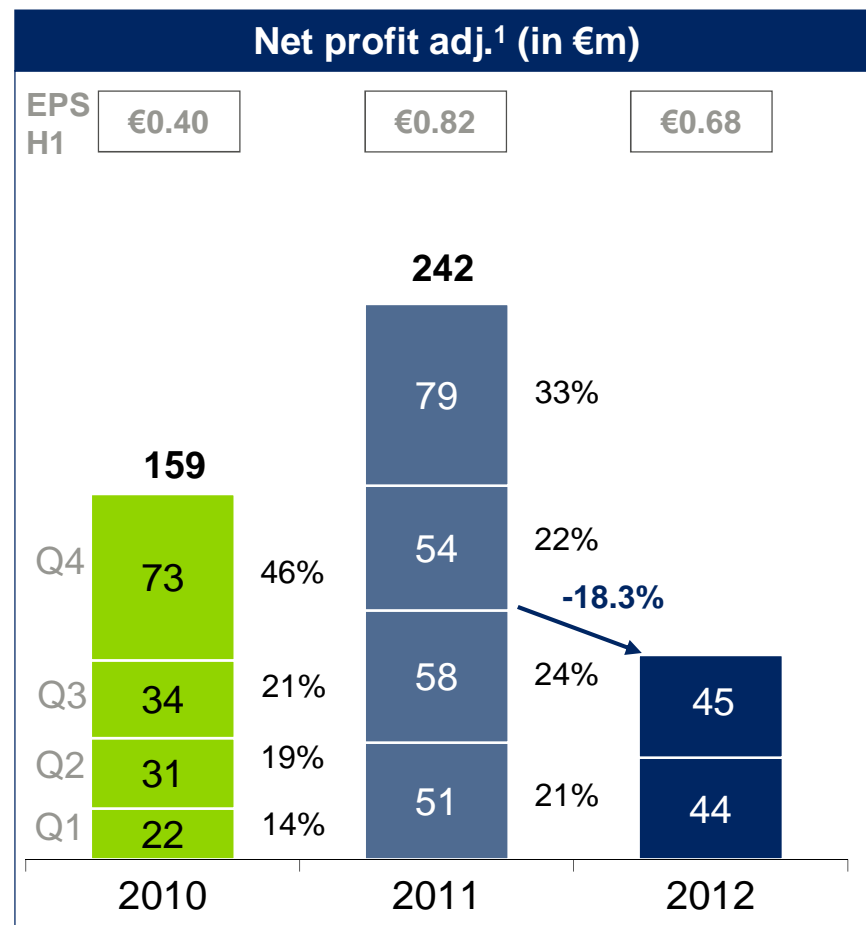
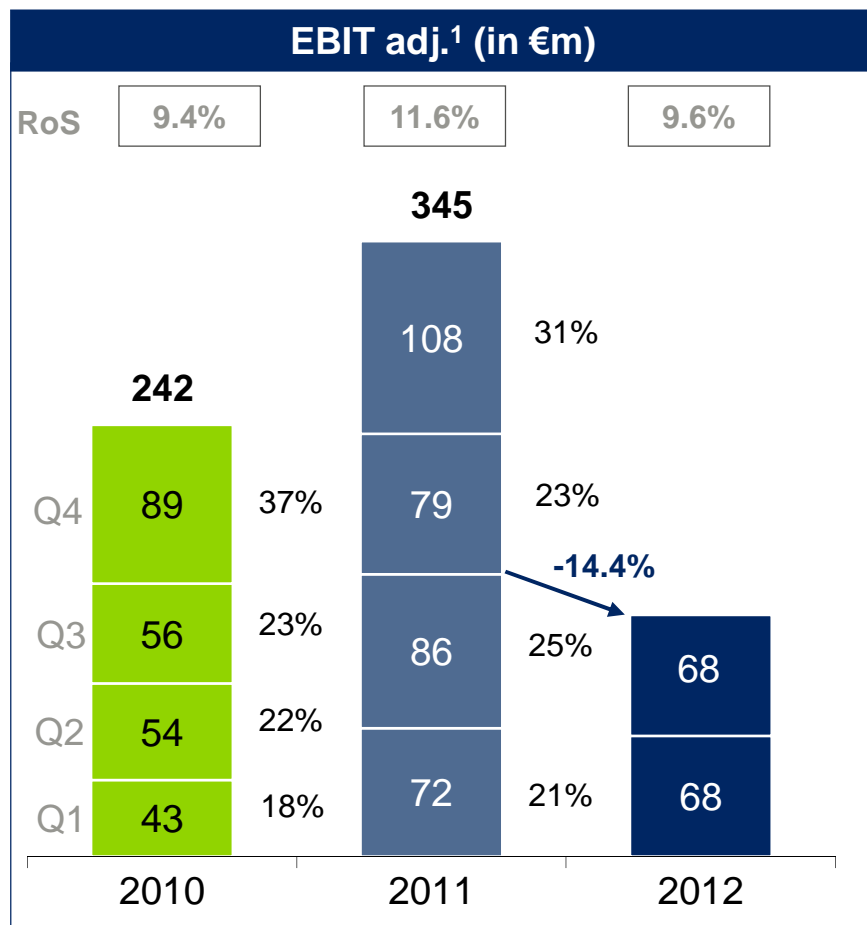
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This presentation also includes certain market and market share data. To our knowledge, there is no single, comprehensive source that reliably describes the overall market and its sub-markets or the competitive situation in the market breakdown presented herein. Unless indicated otherwise, all the statements herein concerning the market and competition are therefore based on our own estimates, some of which have in turn been derived from a variety of sources. It is possible that the actual market conditions and competition may differ from the situation described herein, or that other market participants may come up with different estimates of the market and competitive conditions.

Order intake and revenues

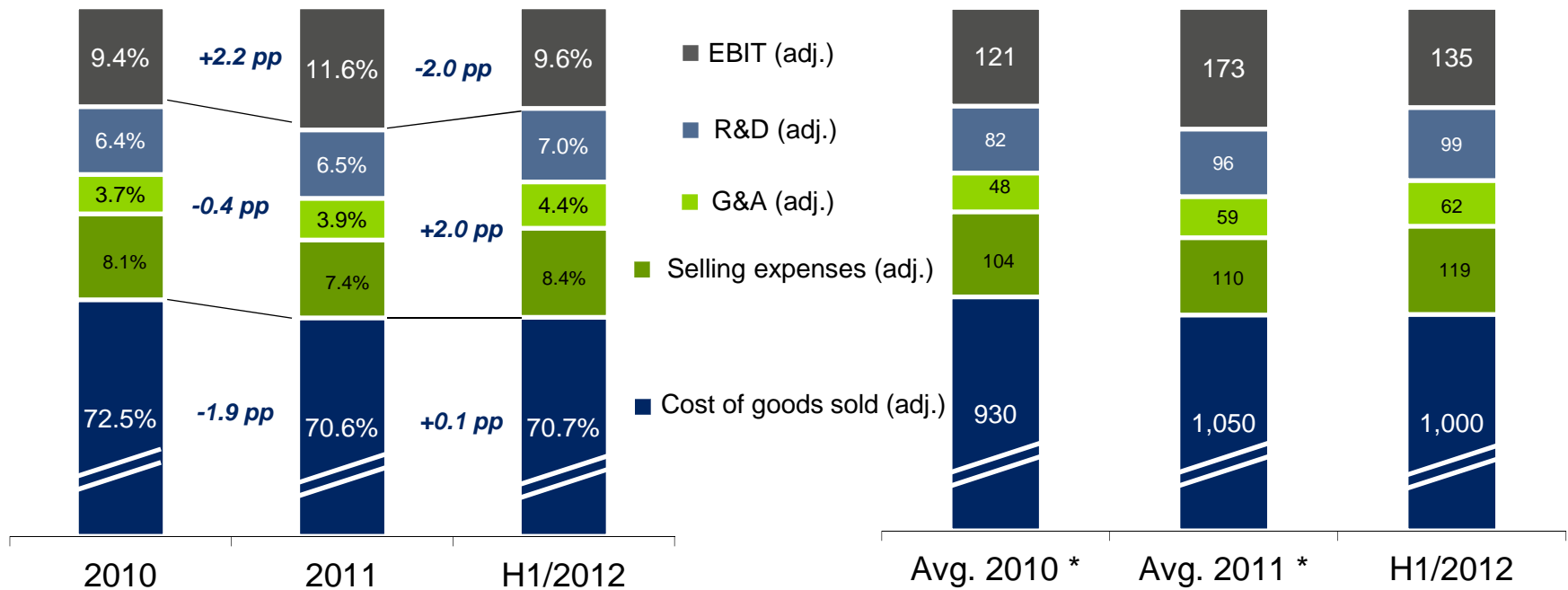


Profitability



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

Margin development



* Average per H1 for 2010 and 2011

Consolidated performance

Tognum Group

in €m	Engines	OE&C	Distribution	Holding/ Consolidation	Tognum Group
H1/2011					
Order intake	1,030.9	640.7	290.9	(311.6)	1,651.0
Revenues	924.4	430.5	241.0	(256.9)	1,338.9
Adj. EBIT	133.2	40.5	14.0	(29.4)	158.2

H1/2012					
Order intake	1,064.5	450.1	269.9	(260.4)	1,524.1
Revenues	942.3	493.4	245.1	(265.4)	1,415.4
Adj. EBIT	112.5	41.0	11.7	(29.9)	135.4

2011					
Order intake	2,186.0	1,046.6	552.6	(585.5)	3,199.7
Revenues	1,995.1	990.5	504.0	(517.5)	2,972.1
Adj. EBIT	298.4	76.4	28.9	(58.5)	345.2

Segmental performance

Engines

in €m	H1/2011	% of revenue	H1/2012	% of revenue	Change	FY 2011	% of revenue
Order intake	1,030.9		1,064.5		3.3%	2,186.0	
External revenues	784.7		799.9		1.9%	1,727.2	
Segment revenues	924.4		942.3		1.9%	1,995.1	
Marine	253.3	27%	202.6	21%	-20.0%	555.3	28%
Industrial	205.1	22%	208.6	22%	1.7%	469.8	24%
Oil & Gas	91.0	10%	134.6	14%	47.9%	197.3	10%
Defense	40.8	4%	49.7	5%	21.8%	95.0	5%
After Sales/Other (E)	334.2	36%	346.9	37%	3.8%	677.7	34%
Adj. EBIT	133.2	14.4%	112.5	11.9%	-15.5%	298.4	15.0%

Segmental performance

Onsite Energy & Components

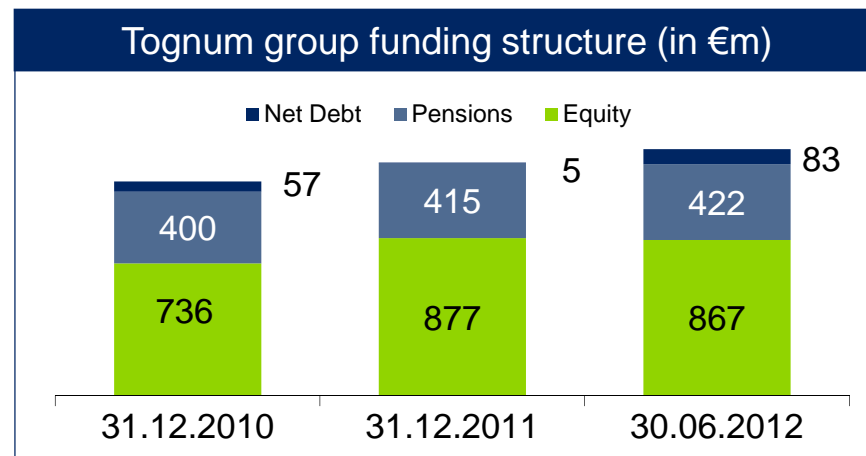
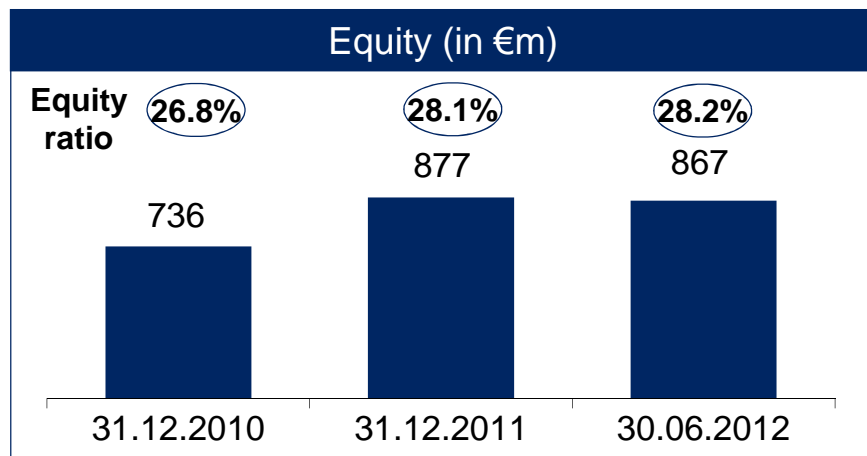
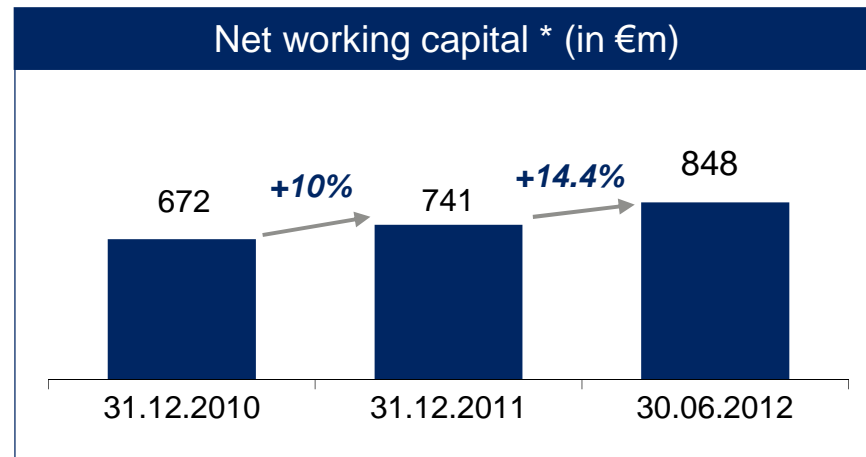
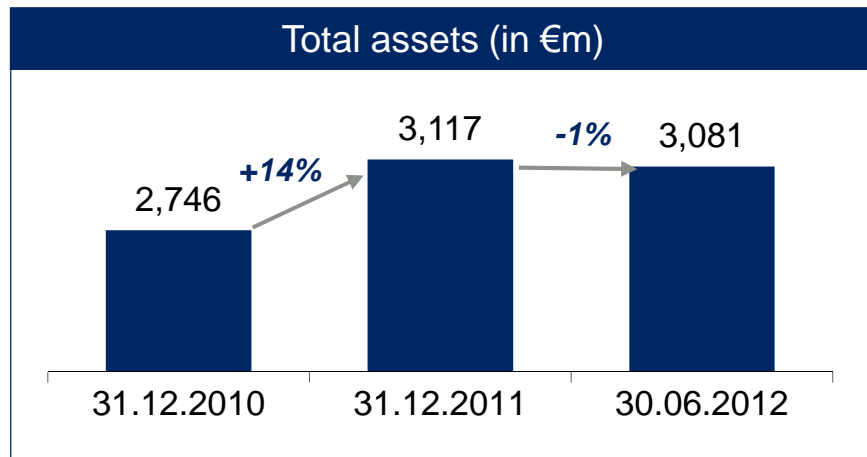
in €m	H1/2011	% of revenue	H1/2012	% of revenue	Change	FY 2011	% of revenue
Order intake	640.7		450.1		-29.7%	1,046.6	
External revenues	326.8		384.9		17.8%	769.2	
Segment revenues	430.5		493.4		14.6%	990.5	
Diesel Systems & Engines	252.0	59%	289.4	59%	14.8%	604.9	61%
Gas & Fuel Cell Systems	19.1	4%	34.4	7%	80.1%	64.7	7%
After Sales/Other (OE)	62.9	15%	66.5	13%	5.7%	126.1	13%
Injection Systems	96.4	22%	103.2	21%	7.1%	194.8	20%
Adj. EBIT	40.5	9.4%	41.0	8.3%	1.2%	76.4	7.7%

Segmental performance

Distribution

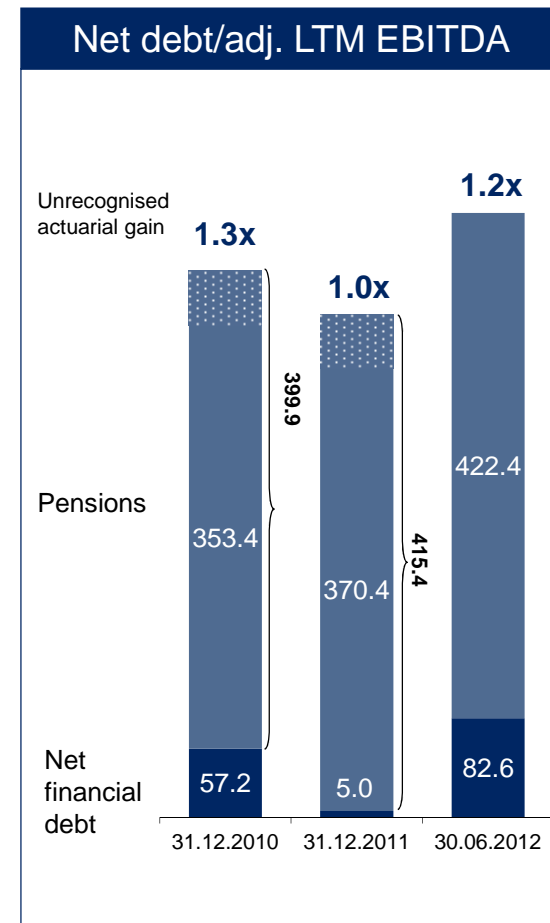
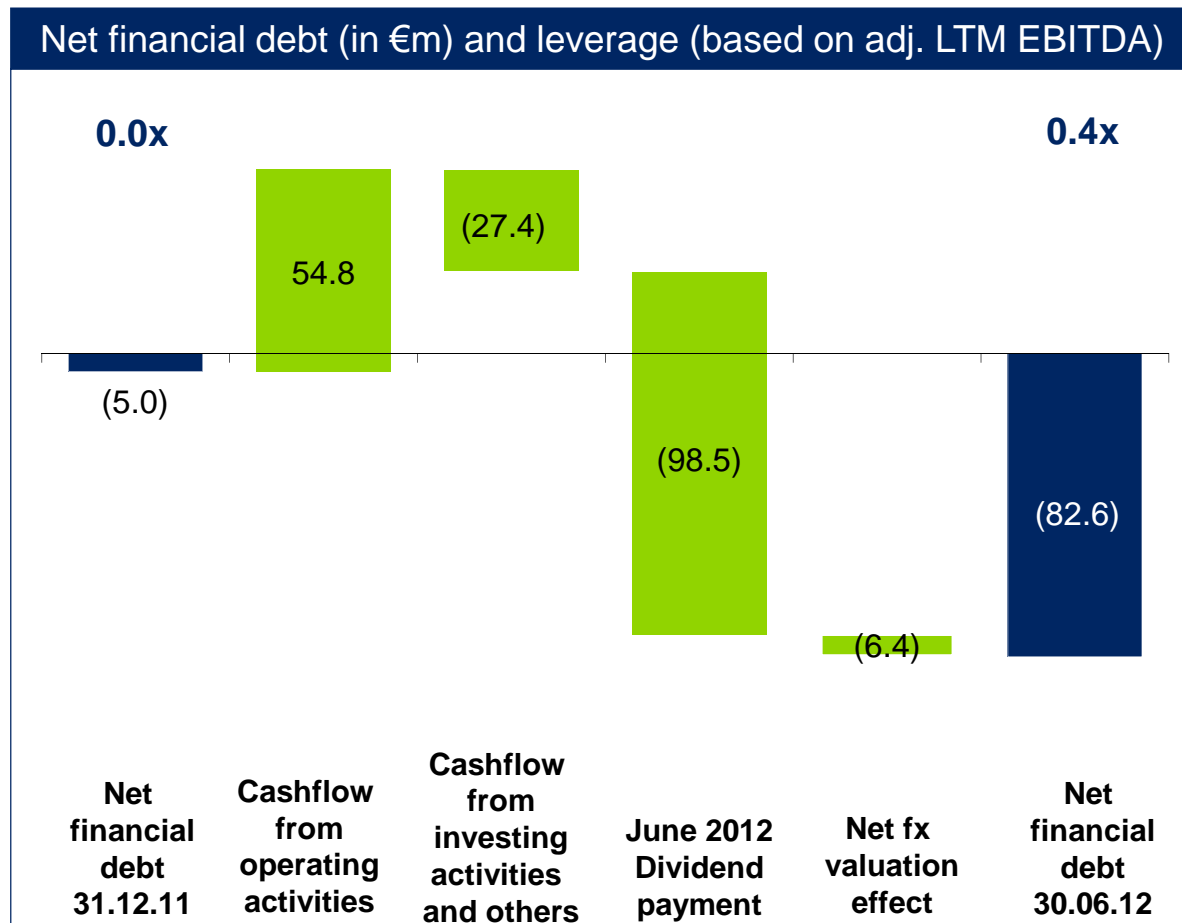
in €m	H1/2011	% of revenue	H1/2012	% of revenue	Change	FY 2011	% of revenue
Order intake	290.9		269.9		-7.2%	552.6	
External revenues	227.3		230.6		1.4%	475.7	
Segment revenues	241.0		245.1		1.7%	504.0	
Products	185.3	77%	183.0	75%	-1.2%	381.0	76%
After Sales (D)	55.9	23%	62.1	25%	11.1%	123.0	24%
Adj. EBIT	14.0	5.8%	11.7	4.8%	-16.4%	28.9	5.7%

Balance sheet figures



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

H1/2012 net debt development



Outlook 2012

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

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

- ▶ Adjusted EBIT margin about 10 %

- ▶ Further increase in investments, especially set up of a new location in Poland

Thank you very much!

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Financial calendar 2012*

November 8 Q3/12 report

November 15 Extraordinary General Meeting

* All dates are preliminary and subject to change