

**Tognum**

HOME OF POWER BRANDS

| ENGINES

| ONSITE ENERGY &  
COMPONENTS

# FY 2012 Results Tognum

*March 5, 2013*

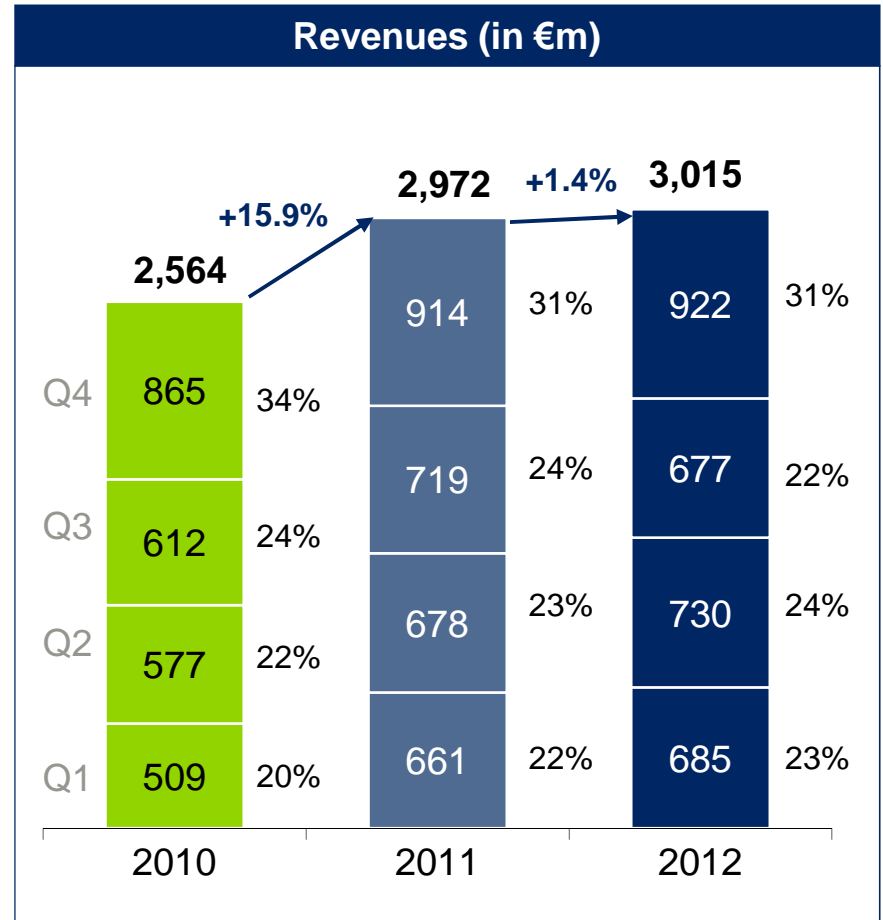
# Legal disclaimer

This presentation is for information purposes only and does not constitute an offer to sell or a solicitation for an offer to buy any securities. The shares of Tognum AG will not be registered under the U.S. Securities Act of 1933.

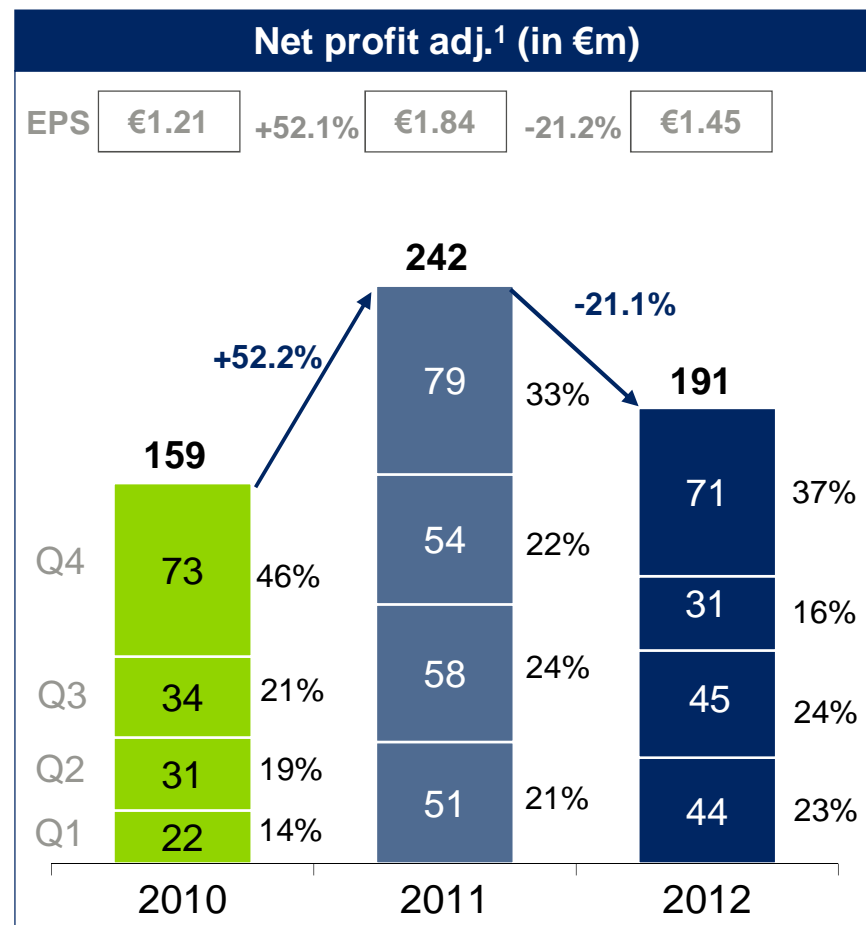
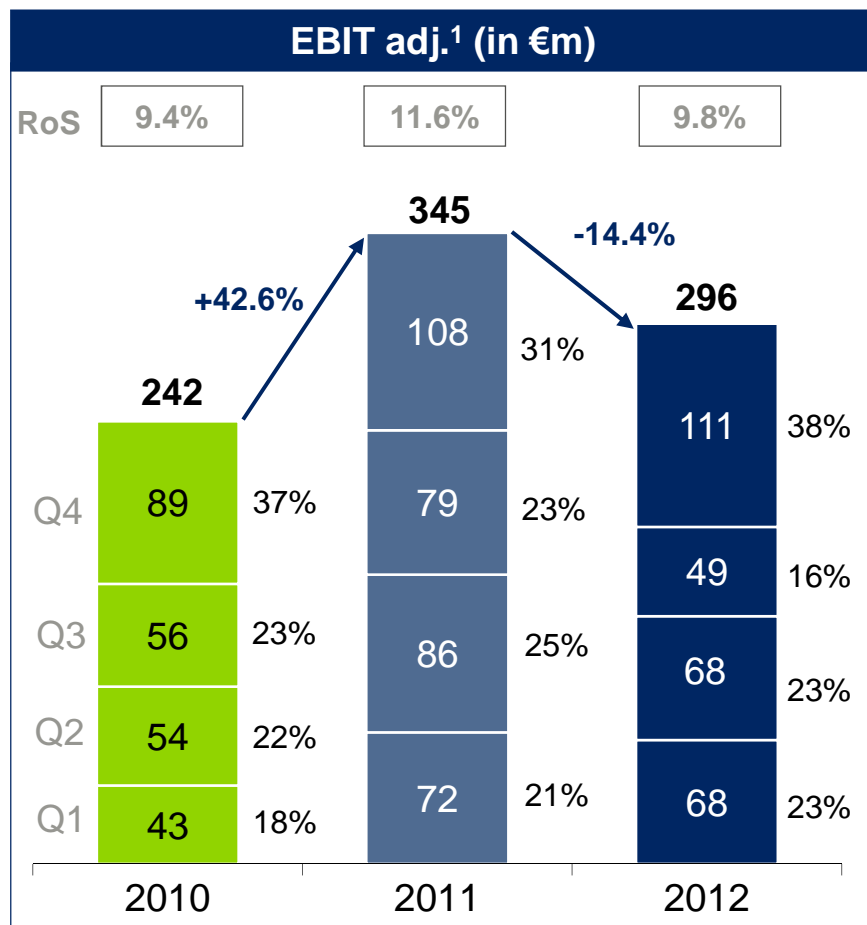
This presentation includes certain forward-looking statements. These forward-looking statements can be identified by the use of forward-looking terminology, including the words "believes", "estimates", "anticipates", "expects", "assumes", "predicts", "intends", "may", "will" or "should", and similar expressions. Such forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Such forward-looking statements do not represent any guarantees of future performance. Tognum's actual results of operations, including its financial condition and profitability as well as the development of the general economic conditions in which it operates, may differ materially from (and be more negative than) those made in or suggested by the forward-looking statements contained in this presentation.

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

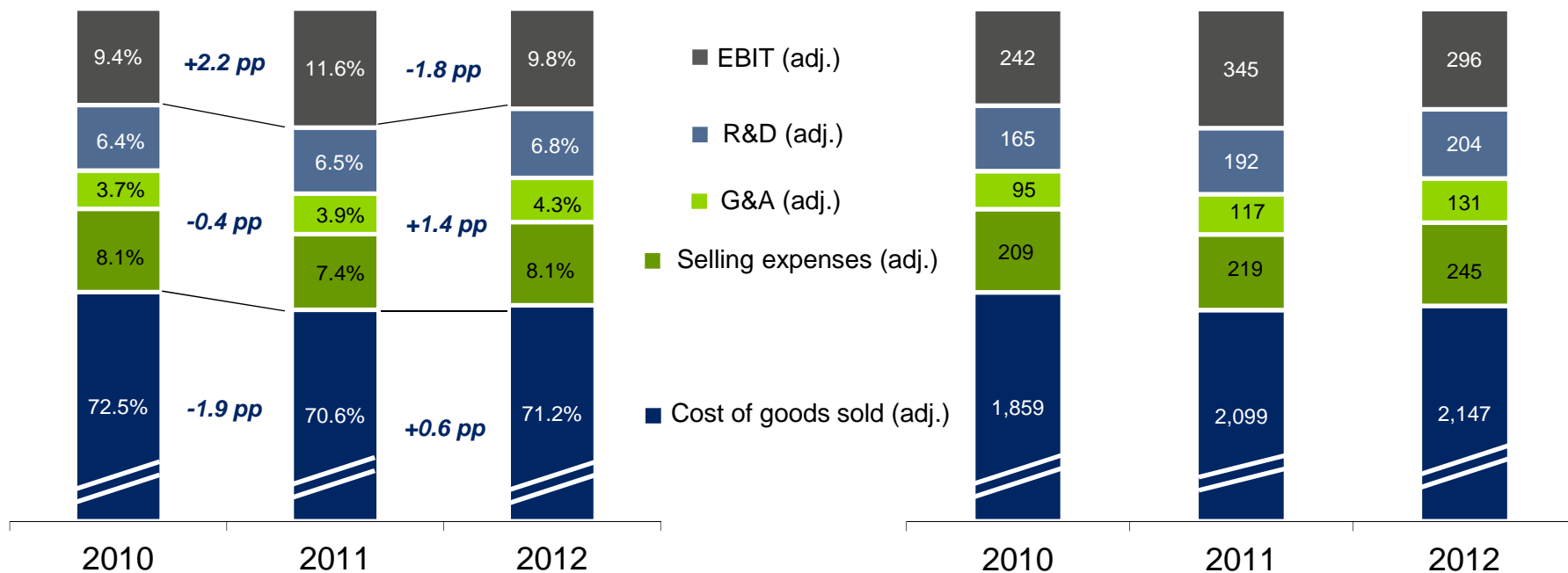


# Profitability



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

# Margin development



# Consolidated performance

## Tognum Group

in €m	Engines	OE&C	Distribution	Holding/ Consolidation	Tognum Group
<b>2011</b>					
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

<b>2012</b>					
Order intake	2,171.5	877.4	513.3	(482.5)	3,079.7
Revenues	2,006.7	1,000.8	554.0	(546.9)	3,014.5
Adj. EBIT	250.0	73.7	29.9	(58.0)	295.5

<b>Q4/2012</b>					
Order intake	579.9	209.5	140.8	(146.8)	783.4
Revenues	597.1	293.3	177.6	(146.2)	921.8
Adj. EBIT	88.0	28.4	10.3	(15.5)	111.2

# Segmental performance

## Engines

in €m	2011	% of revenue	2012	% of revenue	Change	Q4/2012	% of revenue
<b>Order intake</b>	<b>2,186.0</b>		<b>2,171.5</b>		<b>-0.7%</b>	<b>579.9</b>	
<b>External revenues</b>	<b>1,727.2</b>		<b>1,692.0</b>		<b>-2.0%</b>	<b>504.3</b>	
<b>Segment revenues</b>	<b>1,995.1</b>		<b>2,006.7</b>		<b>0.6%</b>	<b>597.1</b>	
Marine	555.3	28%	543.3	27%	-2.2%	212.0	36%
Industrial	469.8	24%	403.6	20%	-14.1%	108.5	18%
Oil & Gas	197.3	10%	245.1	12%	24.2%	55.8	9%
Defense	95.0	5%	103.4	5%	8.8%	31.5	5%
After Sales/Other ( E )	677.7	34%	711.3	35%	5.0%	189.2	32%
<b>Adj. EBIT</b>	<b>298.4</b>	<b>15.0%</b>	<b>250.0</b>	<b>12.5%</b>	<b>-16.2%</b>	<b>88.0</b>	<b>14.7%</b>

# Segmental performance

## Onsite Energy & Components

in €m	2011	% of revenue	2012	% of revenue	Change	Q4/2012	% of revenue
<b>Order intake</b>	<b>1,046.6</b>		<b>877.4</b>		<b>-16.2%</b>	<b>209.5</b>	
<b>External revenues</b>	<b>769.2</b>		<b>797.9</b>		<b>3.7%</b>	<b>249.2</b>	
<b>Segment revenues</b>	<b>990.5</b>		<b>1,000.8</b>		<b>1.0%</b>	<b>293.3</b>	
Diesel Systems & Engines	604.9	61%	594.3	59%	-1.8%	183.8	63%
Gas Power Systems	64.7	7%	86.9	9%	34.3%	36.8	13%
After Sales/Other ( OE )	126.1	13%	139.3	14%	10.5%	38.3	13%
Injection Systems	194.8	20%	180.3	18%	-7.4%	34.5	12%
<b>Adj. EBIT</b>	<b>76.4</b>	<b>7.7%</b>	<b>73.7</b>	<b>7.4%</b>	<b>-3.5%</b>	<b>28.4</b>	<b>9.7%</b>

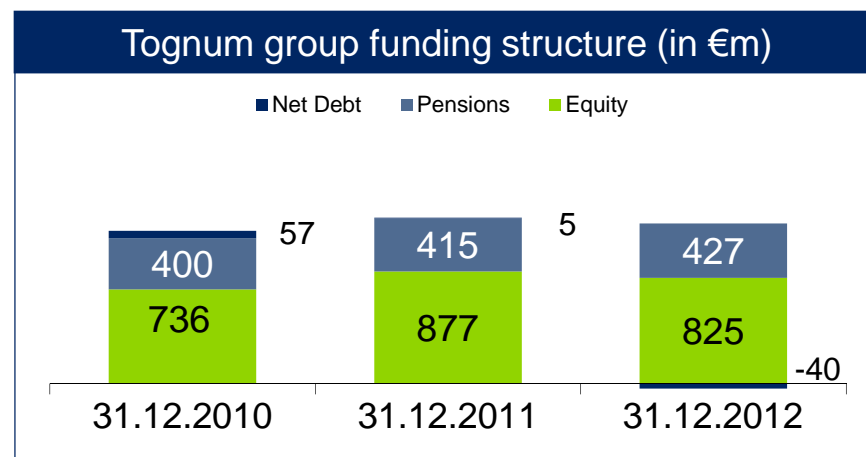
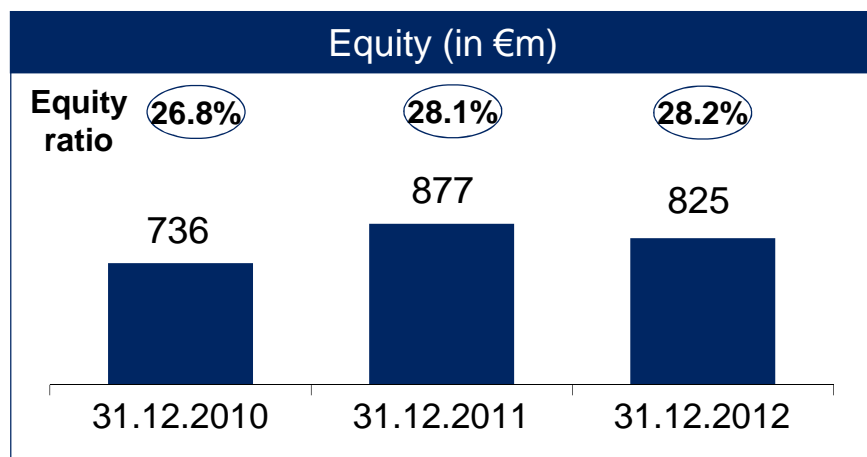
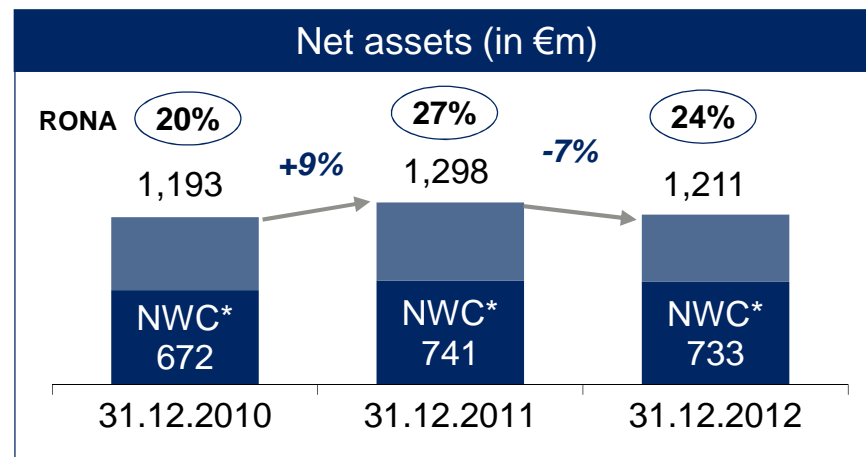
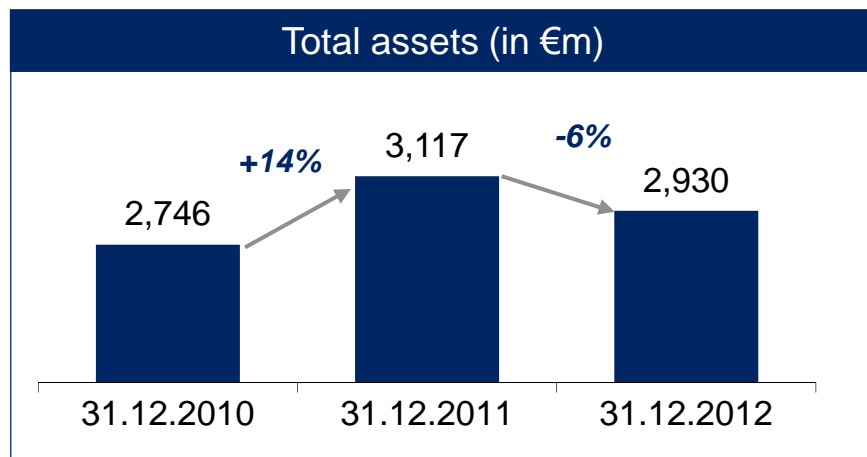


# Segmental performance

## Distribution

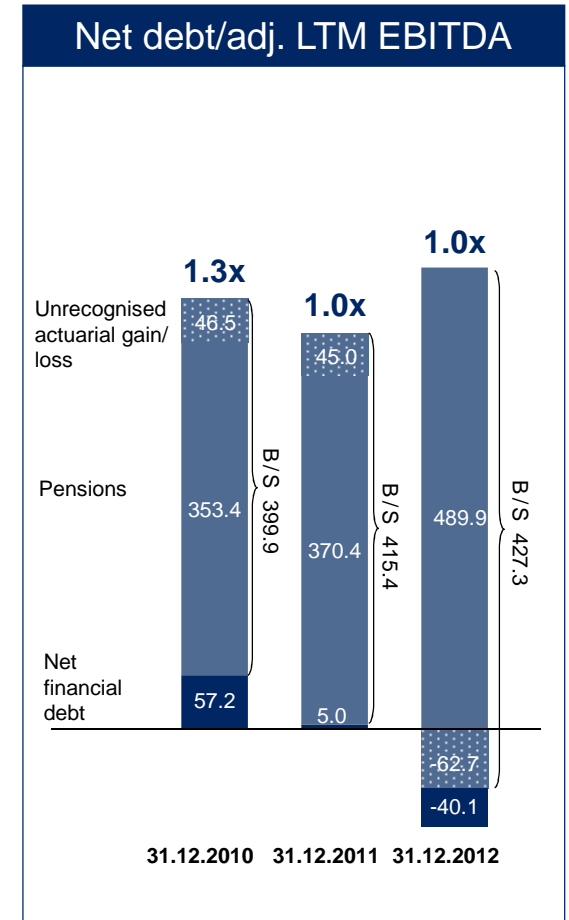
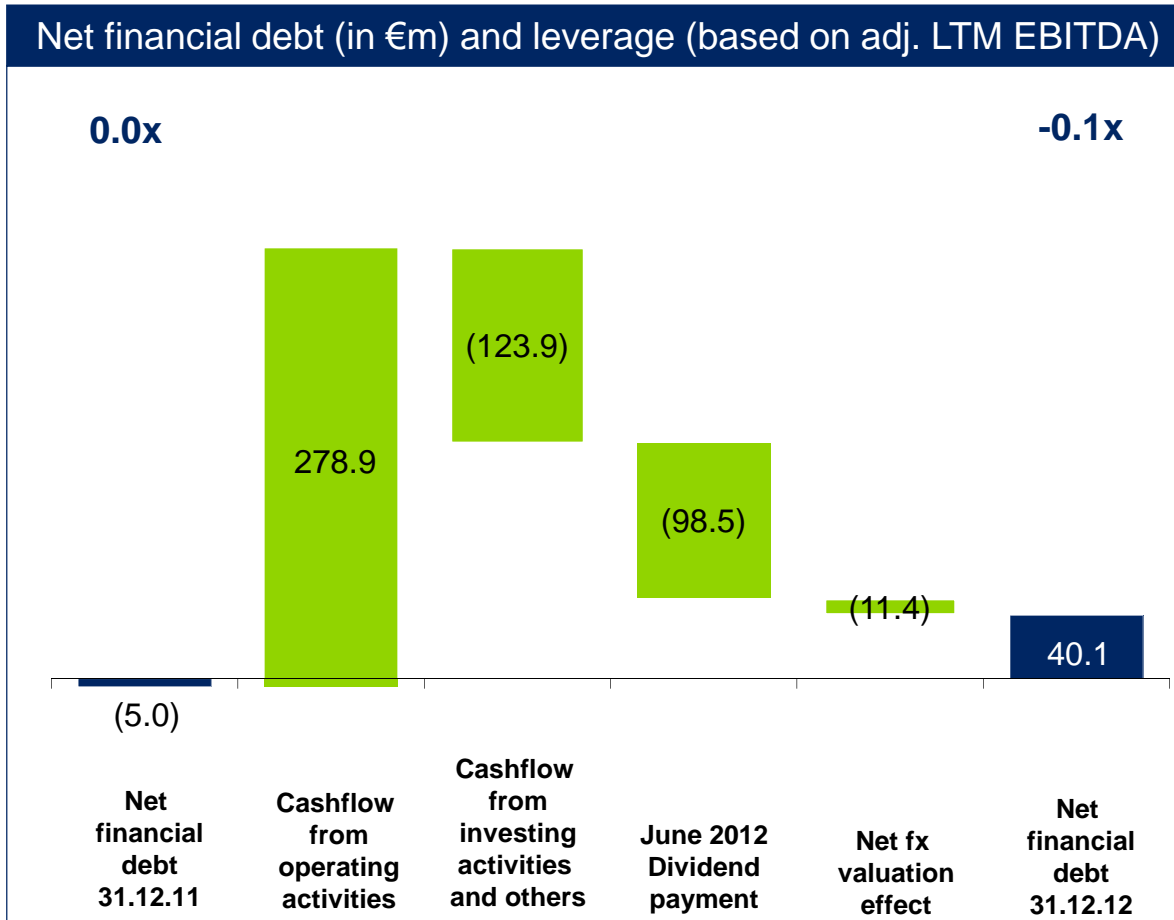
in €m	2011	% of revenue	2012	% of revenue	Change	Q4/2012	% of revenue
<b>Order intake</b>	<b>552.6</b>		<b>513.3</b>		<b>-7.1%</b>	<b>140.8</b>	
<b>External revenues</b>	<b>475.7</b>		<b>524.6</b>		<b>10.3%</b>	<b>168.4</b>	
<b>Segment revenues</b>	<b>504.0</b>		<b>554.0</b>		<b>9.9%</b>	<b>177.6</b>	
Products	381.0	76%	420.5	76%	10.4%	139.1	78%
After Sales (D)	123.0	24%	133.5	24%	8.5%	38.5	22%
<b>Adj. EBIT</b>	<b>28.9</b>	<b>5.7%</b>	<b>29.9</b>	<b>5.4%</b>	<b>3.5%</b>	<b>10.3</b>	<b>5.8%</b>

# Balance sheet figures



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

# 2012 net debt development



# Outlook 2013

- ▶ Increasing investments in Europe, USA and Asia

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- ▶ Expected revenues for the 2013 financial year to remain on last year's level

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- ▶ Adjusted EBIT margin for the 2013 financial year on the level of 2012

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# Thank you very much!

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**Financial calendar 2013\***

May 07	Q1/2013 Report
June 04	Annual General Meeting
August 06	Q2/2013 Report
November 05	Q3/2013 Report

\* All dates are preliminary and subject to change