

FY 2008 preliminary results

Analyst and journalist conference call

Friedrichshafen/Germany, February 26, 2009

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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.

2008 was our best year ever

2008 Major developments

Off-highway markets very challenging now

Q4 was very different vs. Q1-Q3

Tough business environment

High volatility in currency and materials

Group revenues: EUR 3.1 bn

Highest ever, nearly 11% increase

Order intake: EUR 3.2 bn

Book-to-bill rate still >1.0

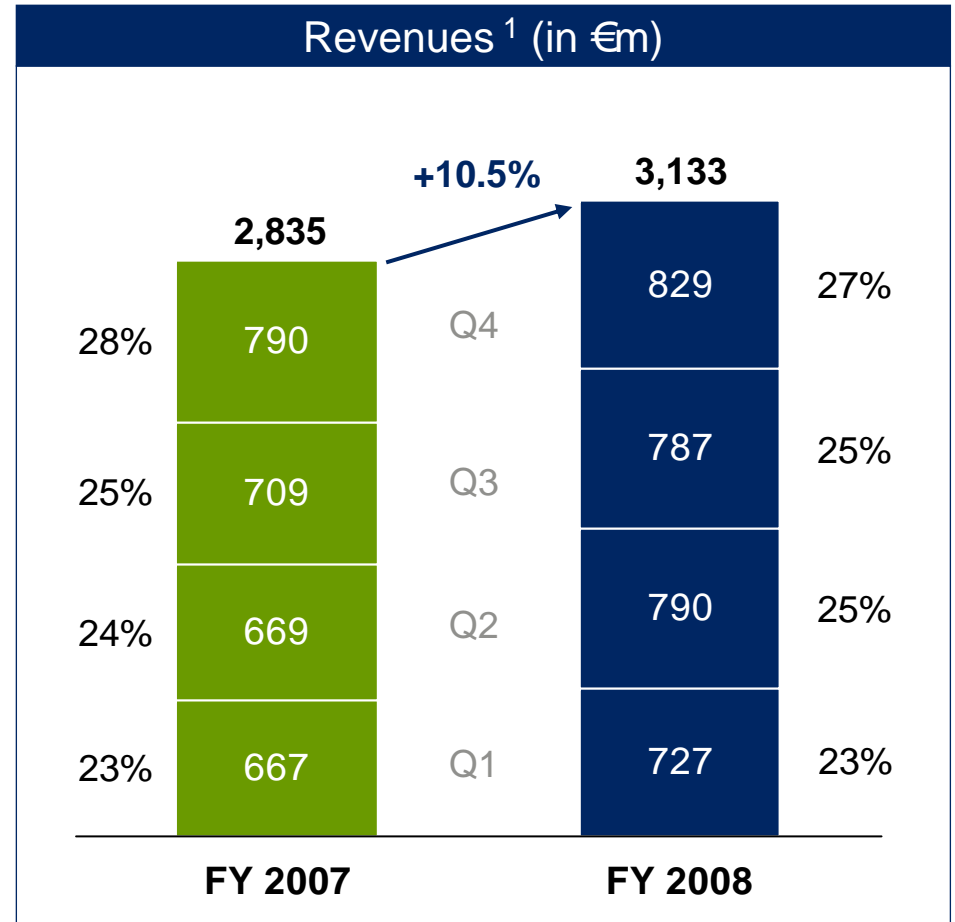
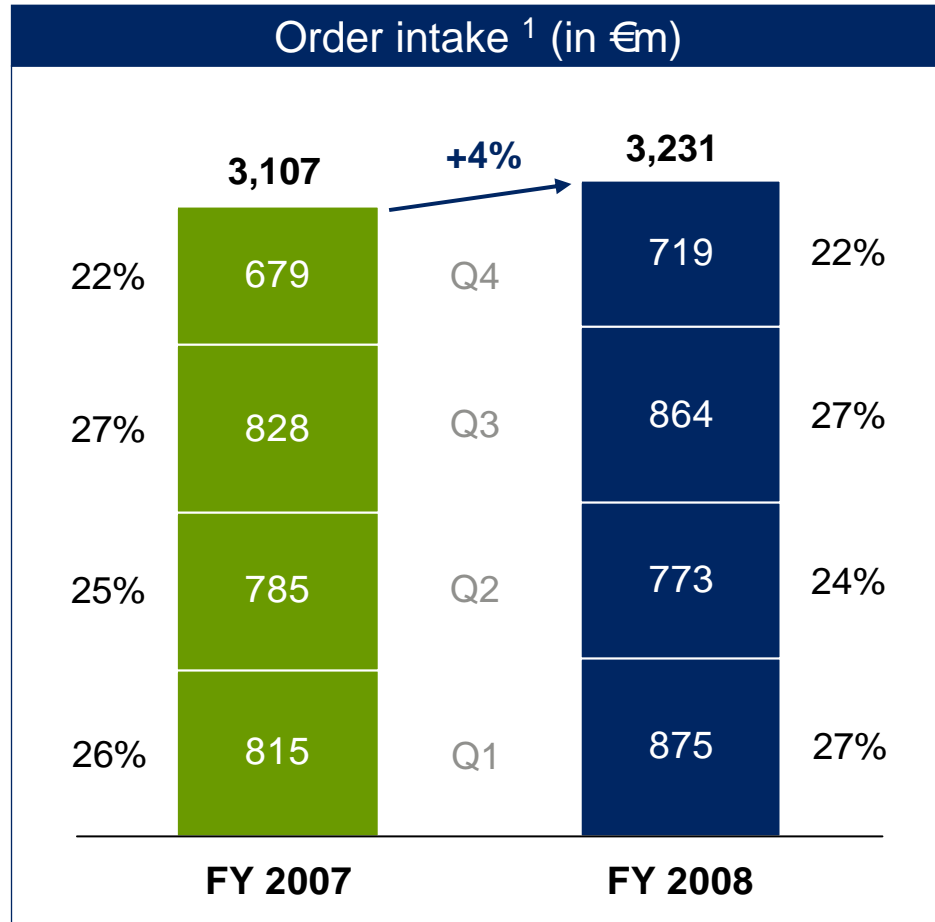
EBIT adj: EUR 407 mn / EPS: 2.01 €

Delivery of targets set in Dec 2007

Dividend proposal: 0.70 €/share

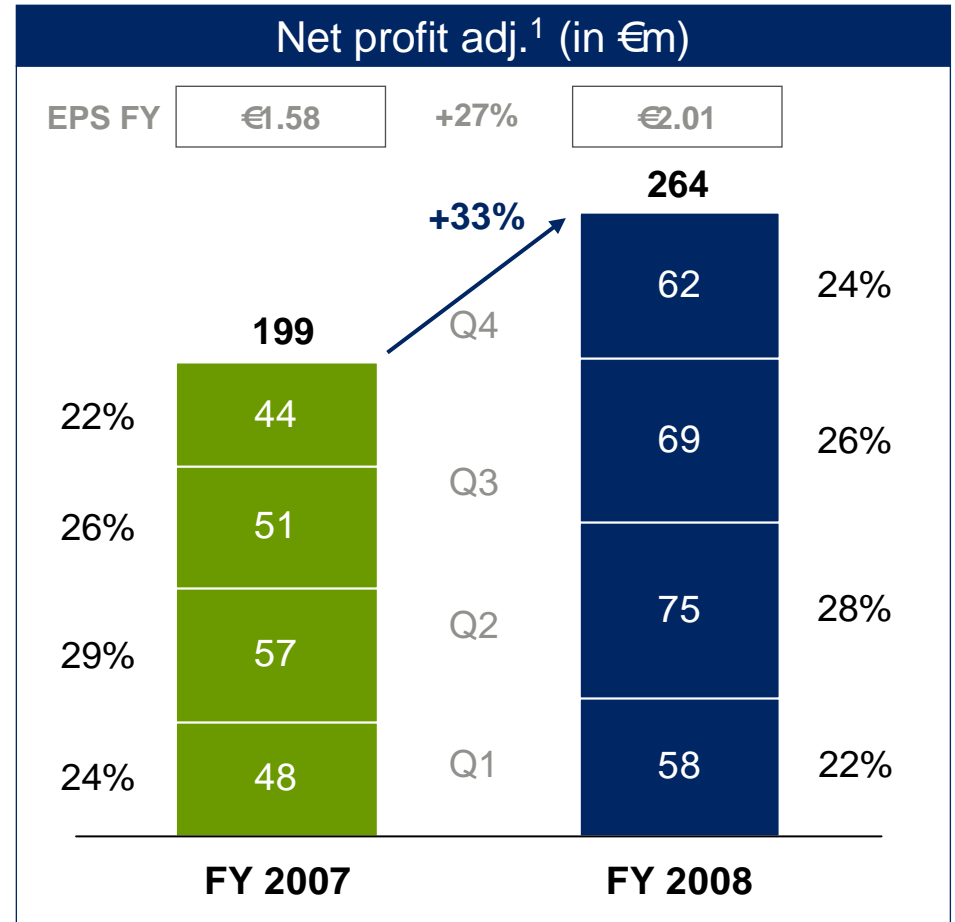
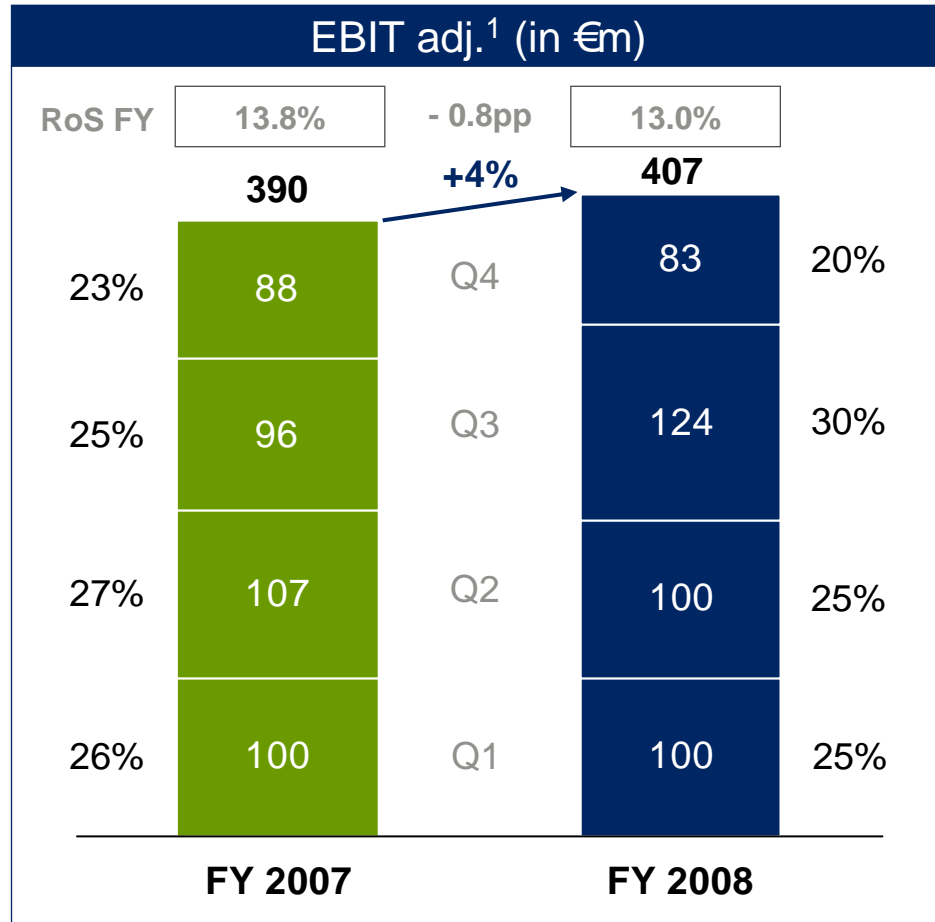
Reliable partnership with shareholders

Solid order intake and strong topline growth leads still to book-to-bill of >1.0 for FY 2008



¹ Growth rates 2007-2008 before negative fx effects: Order Intake +6%, Revenues +13%

FY 2008 earnings meet company guidance despite avg. \$/€ at 1.47 vs. 1.37 in FY 2007 (-7%)



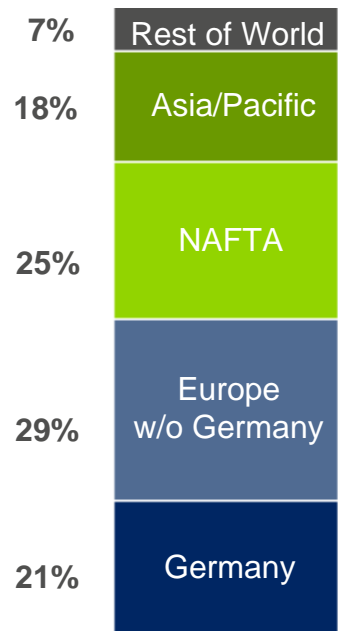
¹ Excludes any effects from purchase price allocation and one-off items

2009 will be tough but we are prepared

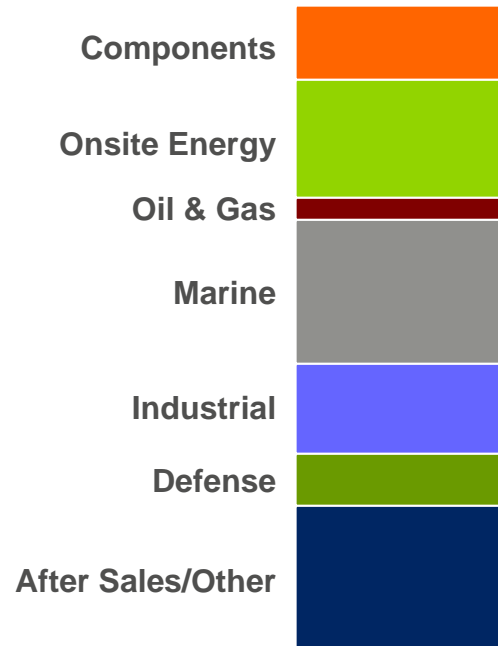
Uniquely balanced portfolio mitigates cyclical sensitivity

45-50% of sales are non-cyclical

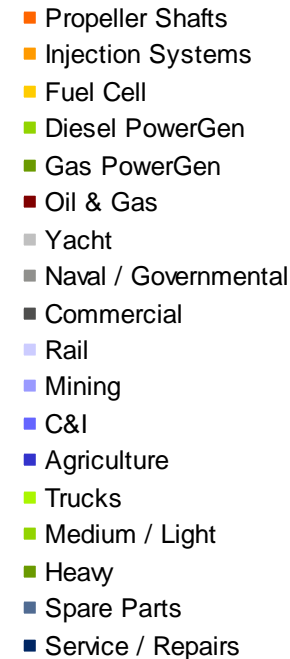
Split by region (2008)



Split by markets (new structure)

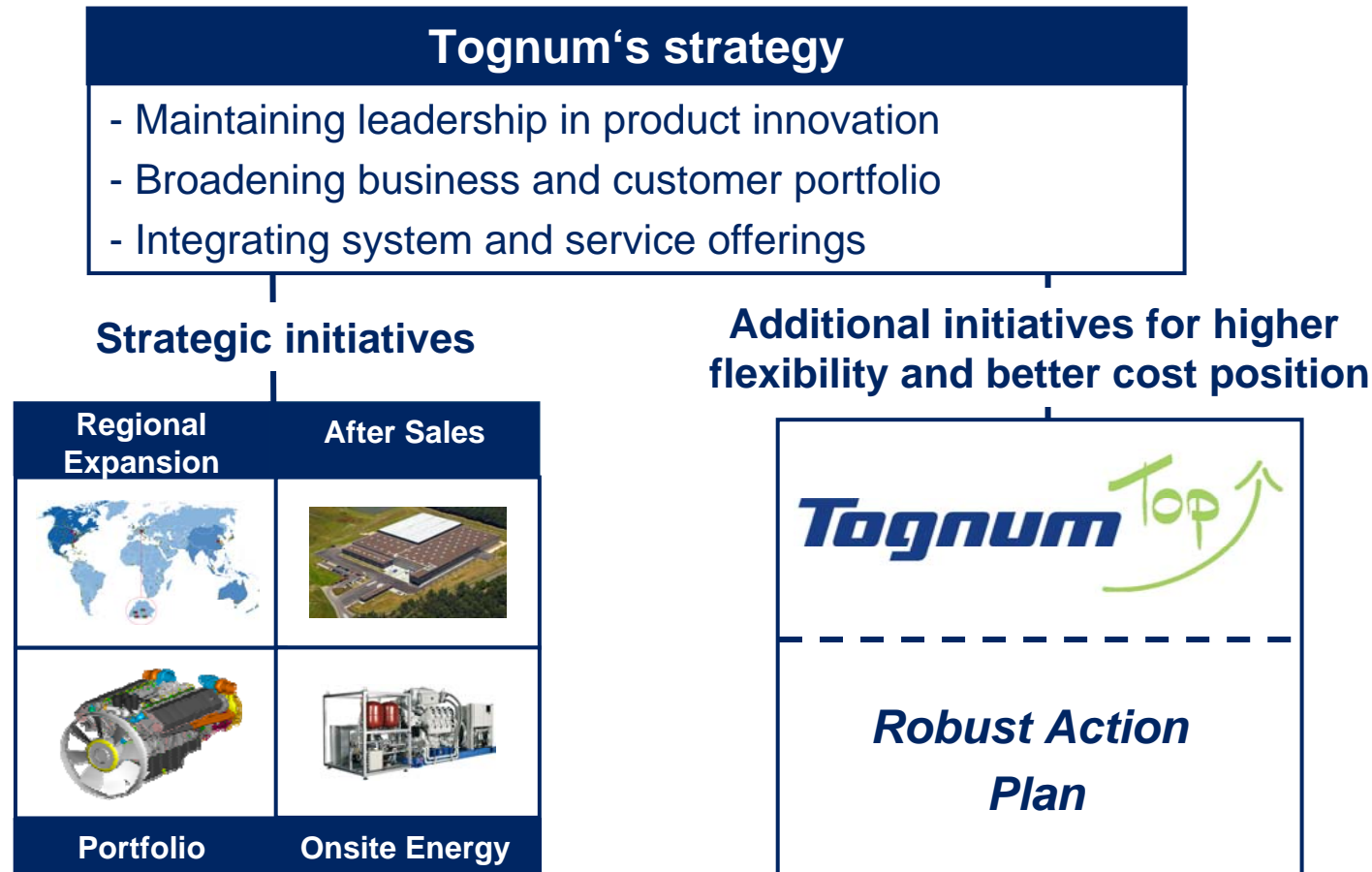


Sub-applications



- Highly attractive end markets with some high barriers to entry
- Broad & well balanced portfolio with >20 different application areas
- Long-term growth perspectives regarding energy/ power, raw materials, transportation and industrial development in emerging countries

Tognum is well positioned for long-term growth and stays focused on flexibility and efficiency



Questions & Answers

Appendix

Tognum's "Robust Action Plan" – major measures/actions

<p>Major challenges of crisis in "real economy"</p>	<ul style="list-style-type: none"> - Changes in customer behaviour (e.g. reduced order sizes, postponements, cancellations) - Customers & suppliers with limited access to funding (e.g. short-term) - Potential credit losses (e.g. receivables management) - Continued volatility in stock and currency markets and for commodities - Increased governmental intervention and threat of protectionism in some markets
<p>Addressing the problem areas</p>	<ul style="list-style-type: none"> - Protect cash and manage credit risks (e.g. stringent payables/receivables management, monitor distributor & OEM inventories, intensify working capital reduction, insourcing, re-prioritise projects and/or postpone investments) - Improving risk management (e.g. monitor more closely critical components suppliers, customer credit abilities, fx rates forecasts) - Cost reduction and efficiency improvement (e.g. "TOP programme" re-focused on working capital processes, material costs and SG&A, HR planning towards increased flexibility)
<p>Immediate action areas for 2009</p>	<ul style="list-style-type: none"> - Topline management (monitor inventories, strengthen sales organisation, tighten shipment policy) - Increase of +4% on Euro- and +7% on USD-list price effective Jan 1, 2009 - Adapt production schedule (e.g. H1-09 planning based on max. flexibility) - Freeze expense budgets with no strategic project link (e.g. consulting, facilities, travel) - Tighten hiring process (e.g. board approval, temporary contracts, reallocation of employees)

Thank you for your interest!

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Financial calendar 2009 *

Mar 26	Release of Annual Report 2008 Annual Press Conference Analyst Update Call
Mar 31/Apr 1	Analyst Conference
May 13	Q1/09 final report & conf. call
Jun 09	Annual General Meeting 2009
Aug 12	Q2/09 final report & conf. call
Nov 11	Q3/09 final report & conf. call

* All dates are preliminary and subject to change