

# MTT CAP unit



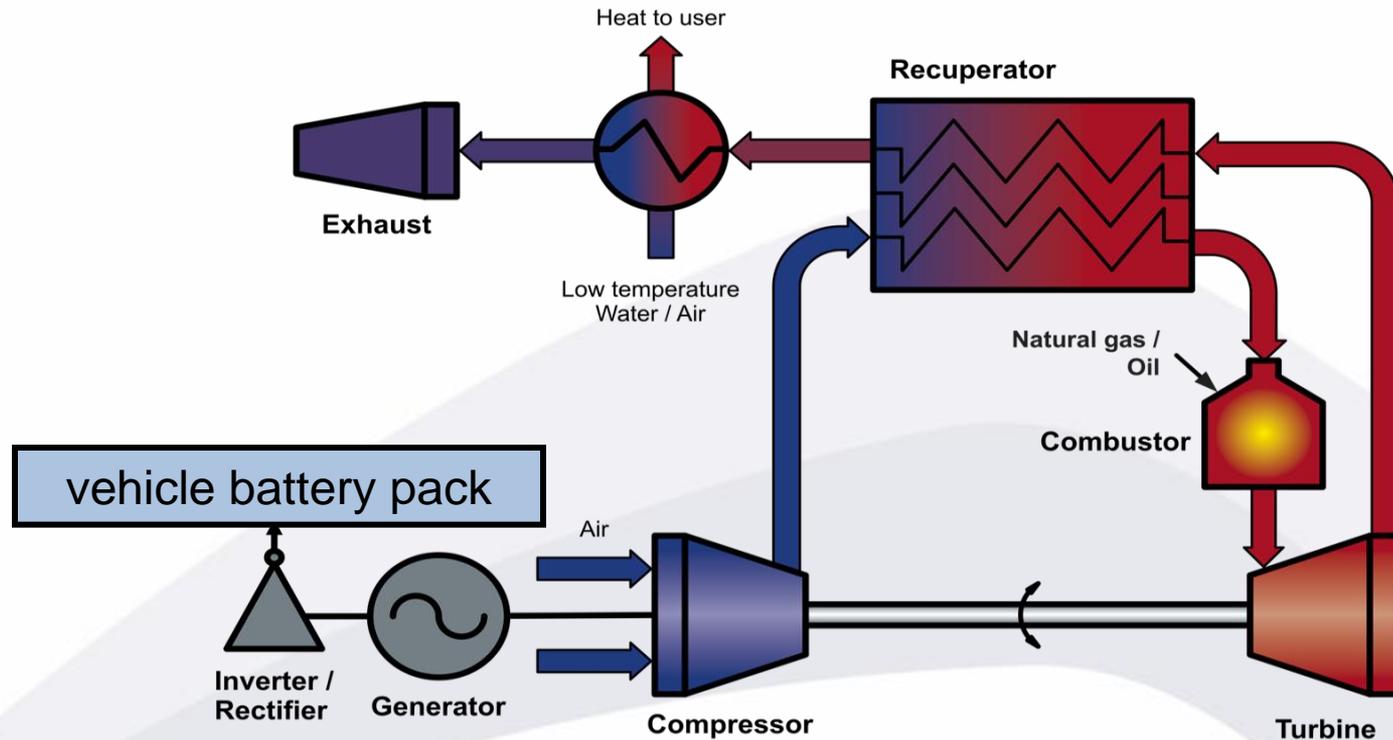
Micro turbine solving the idling problem

# MTT 3 kWe CAP unit



MTT's CAP system is based on the use of COTS automotive turbocharger components which result in:

- high performance and efficiency
- reliability and cost effectiveness



## MTT 3 kWe CAP unit

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- Most **economic solution** to the problem of idling main truck engines during rest period of driver
  - **Short pay back** for the fleet owner (less than 2 years)
  - Significant **reduction of fuel consumption** for large trucks (1.600-2.400 ltr./ year)
  - Additional **performance improvement** for trucks: pre heating catalyst, battery charging
  - **Increase comfort** level for truck driver
- Most **compact and light weight** system compared to competition
- Significant **reduction of carbon footprint, noise and PM**
- System specification that fits to the needs of global truck manufacturers in Europe and US
- COTS components (where possible) → **Fast to market and proven reliability**

## CAP unit: Business drivers

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- **From the fleet owners perspective:**
  - Saving on operational costs of long distance transport (> € 3,000 / year)
  - Avoids expensive stranding and subsequent cargo loss
  - More comfort for driver
  - Lower maintenance cost of main engine
  - Compliance to international laws on prohibition of engine idling
- **From the perspective of truck manufacturers (OEM):**
  - Comply to new laws and regulations on emissions (i.e. EURO 6 / UF 2010)
  - New opportunities for business, improved competitiveness (more comfort)
  - Increased turnover / increased gross margin
  - No need to install a parking heater (cost reduction by ± € 650,-)
  - Additional operational advantages: battery charging, pre-heating catalyst
- **From governmental (national / EU) perspective:**
  - CO2 reduction and energy savings
  - Environmental improvement (noise reduction, PM reduction)
  - New economic impulses

**CAP is a hot topic for all stakeholders**

# CAP unit market potential

## 1. OEM Market: New heavy trucks deliveries (figures 2007)\*:

– Europe	± 300.000 trucks
– North America	± 340.000 trucks
– Rest of the World	± 180.000 trucks
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Total	± 820.000 trucks

This is both an OEM market as well as a market to be addressed through truck dealers.

## 2. After market: existing stock of heavy / long distance trucks:

- World: > 6,0 million trucks
- Europe: > 2,0 million trucks

This is an after market to be addressed through truck dealers.

## 3. Current market penetration of APU's is < 1,0%

## 4. \*Note that due to credit crises sales have decreased significantly (2008 and 2009).

\* Source: annual reports DAF Trucks / Paccar, Scania and Volvo (2007)



# MTT CAP unit proposition

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- **Design specification CAP unit:**

- Average power input (nominal load): 12 kW
- Electrical efficiency : 20 %
- Nominal electrical power output: 2,4 kWe (peak load: 3 kWe)

- **Fuel consumption:**

- Energy use/hr 12 kW → 43,2 MJ / hr

- **Diesel:**

- Caloric value: 45.6 MJ/ kg → ± 38,650 MJ / ltr (density 0.844)
- Fuel consumption → 1.12 ltr / hr

- **Target selling price to fleet owner:**

± € 4,000 (through OEM channel)

# Overview of MTT and risk sharing partners



## KNOWLEGE PARTNERS



### Micro Turbine Technology bv:

- Formed in 2003, located in Eindhoven, the Netherlands
- 14 FTE (academic level), growing to 16 - 18 FTE in 2010  
Including partners: ± 35 engineers on development programs
- Strong partnerships (*participate at risk sharing bases*)
- Independent assessment by KEMA (October 2009) shows that MTT's technical objectives are feasible



## INDUSTRIAL PARTNERS



# Business proposal



- **Purchase of field trial units:**
  - Setting up a field trial
- **Exclusivity agreement:**
  - For specific geographical market
  - For specific fuel type
  - For agreed period / first series
- **Technology purchase / licensing:**
  - Use of MTT technology in other applications
  - Marketing of MTT CAP technology outside Europe
- **Development / engineering contract**





## Contact details

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