

MTT CAP unit

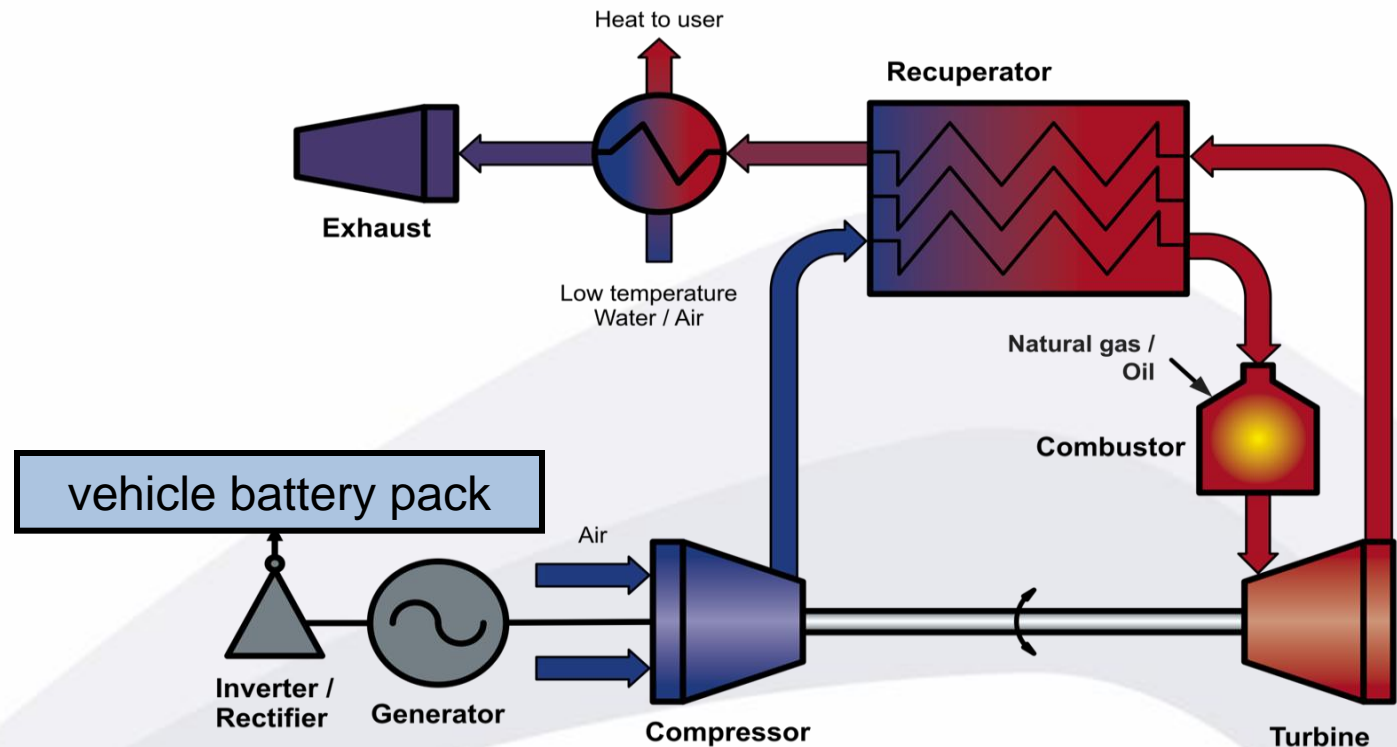


Micro turbine solving the idling problem

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

- 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

- **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 end user advantage

Benefits of the MTT 3 kWe CAP unit:

- Using off the shelf components available at low cost → excellent commercial start position
- Low weight (compared to competing systems i.e. piston engines, stirling engines)
- Rapid response
- Avoids expensive stranding due to low batteries

Financial calculation fleet owner (through OEM channel):

– Sales price of MTT CAP system to fleet owner :	€ 4,000
– Minus cost of parking heater	<u>€ 950*</u>
netto investment:	€ 3,050
– Fuel cost due idling of main engine (800 * 3,5 ltr/hr) :	€ 2,800
– Fuel consumption CAP unit (800 * 1.12 liter/hr):	<u>€ 896</u>
nett annual saving:	€ 1,904
→ Pay back time for fleetowner:	19 months

* Fleet owner price for parking heater (installed)

MTT CAP unit proposition

- **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: \pm 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**



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