

Press Information



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MTU Onsite Energy receives \$1.1 million order for 80 generator sets to backup Venezuelan cellular sites

Significant South American contract for 40 kW gensets for MTU Onsite Energy continues the company's strong history of providing standby power for the telecommunications industry in North America.

MANKATO, Minnesota, June 9, 2009. MTU Onsite Energy, a leading provider of power generating solutions, recently received a \$1.1 million order for diesel generator sets from SvF International NV of Venezuela. The 40kW generator sets will be used by the Venezuelan telecommunication company, Movilnet, to provide standby power for its cellular towers located throughout that country.

MTU Onsite Energy is providing an initial order of 70 units, which is made up of 20 open power units and 50 enclosed units, complete with automatic transfer switches. The units were produced at MTU Onsite Energy's facility in Mankato, MN and shipped to Venezuela. A second order for 10 additional units, consisting of five open power units and five enclosed units, has been received and is expected to ship from the Mankato facility by the end of June. The initial order is scheduled to be supporting Movilnet cellular towers by the end of July.

"Movilnet was impressed by our short lead times and how knowledgeable our distributor, SvF International, was about the company's specific needs," said Cassandra Putt, International Sales Manager for MTU Onsite Energy Corp. "SvF knew exactly what was needed from both a sales and service perspective, and we worked together to make sure that is what we delivered."

MTU Onsite Energy was able to complete the initial 70 units in less than eight weeks from order intake to final shipping. According to Putt, it took careful cooperation with MTU Onsite Energy's suppliers to manufacture and deliver the units on such an aggressive timetable.



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“We can usually turn around smaller quantity orders in eight weeks without a problem,” said Putt, “but to get all 70 done, we really had to challenge our suppliers to meet that deadline. Thanks to their support, it all came together.”

This sale to a South American company builds on the long history of MTU Onsite Energy, formerly Katolight Corporation, of providing stand-by power for the telecommunications industry in North America. In July 2008, MTU Onsite Energy provided its 7,000th diesel generator set to a major North American wireless provider.

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MTU Onsite Energy Corp.

MTU Onsite Energy Corp. (formerly Katolight Corporation) is a leading producer of diesel-powered generator sets from 30 to 3,250 kW and natural gas-powered generator sets from 20 to 400 kW for standby, prime power and cogeneration applications. The company also provides automatic transfer switches, paralleling switchgear, controls and accessories for complete power system solutions. Based in Mankato, Minnesota, MTU Onsite Energy Corp. combines the expertise of Katolight and MTU Detroit Diesel Power Generation under one brand to meet the ever increasing distributed power needs of customers in North America and around the world. MTU Onsite Energy Corp. is part of the Tognum Group’s business unit, Onsite Energy and Components. For more information, visit www.mtu-online.com

Tognum

With its two business units, “Engines” and “Onsite Energy & Components”, the Tognum Group is one of the world’s leading suppliers of engines, propulsion systems and distributed energy systems. These products are based on diesel engines with up to 9,100 kilowatts (kW) power output, gas engines up to 2,150 kW, fuel cells up to 360 kW and gas turbines up to 50,000 kW.

The product portfolio of the “Engines” business unit comprises MTU engines and propulsion systems for ships, for heavy land, rail and defense vehicles, and for the oil and gas industry. The portfolio of the “Onsite Energy & Components” business unit includes distributed energy systems of the brand MTU Onsite Energy, fuel-injection systems from L’Orange, and drive shafts from Rotorion. The energy systems comprise diesel engines for emergency power generation, basic and peak load, and cogeneration power plants based on gas engines, fuel cells and gas turbines that generate both electricity and heat.

In 2008, Tognum generated revenue of more than €3.1 billion and employs more than 8,900 people. Tognum has a global distribution and service structure with 26 fully consolidated subsidiaries, more than 140 sales partners and over 500 authorized dealerships at approximately 1,200 locations. The shares of Tognum AG (ISIN: DE000A0N4P43) have been stock-exchange listed since 2007 and are included in the MDAX.

