



Capstone®  
Turbine Corporation



# Management Presentation

NASDAQ: CPST

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Reliable power when and where you need it.  
Clean and simple.

# Safe Harbor



This presentation contains “forward-looking statements” regarding future events or financial performance of the Company, within the meaning of the Safe Harbor provisions of the Private Securities Litigation Reform Act of 1995.

These statements relate to, among other things, the competitive advantages of the Company’s products; global market verticals; achievement of the Company’s three-pronged business profitability plan, including: continued cost reductions, adoption of the Company’s Signature Series product and accessories offerings, and the success of Capstone Energy Finance; increasing revenues from: geographic and market diversification, Capstone Energy Finance, Aftermarket Service growth, the Sell-to-Win Program, FPP Contracts, new spare parts programs, spare parts price increases, and Signature Series upgrade kits; potential increase in revenue due to impact of recent hurricanes; attainment of the Company’s continuous improvement business initiatives, including: capitalizing on Capstone Energy Finance, cost reductions, increase CHP product sales, increase in FPP contract backlog, increase in spare parts revenue, closing out of the C200 reliability program, continuous and ongoing product development efforts, balance sheet management and cash burn minimization efforts; and achievement of Adjusted EBITDA breakeven and profitability.


Forward-looking statements may be identified by words such as “believe,” “expect,” “objective,” “intend,” “targeted,” “plan” and similar phrases.

These forward-looking statements are subject to numerous assumptions, risks and uncertainties described in the Company’s Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and other periodic filings with the Securities and Exchange Commission that may cause the Company’s actual results to be materially different from any future results expressed or implied in such statements. Because of the risks and uncertainties, the Company cautions you not to place undue reliance on these statements, which speak only as of the date of this presentation. We undertake no obligation, and specifically disclaim any obligation, to release any revision to any forward-looking statements to reflect events or circumstances after the date of this presentation or to reflect the occurrence of unanticipated events.

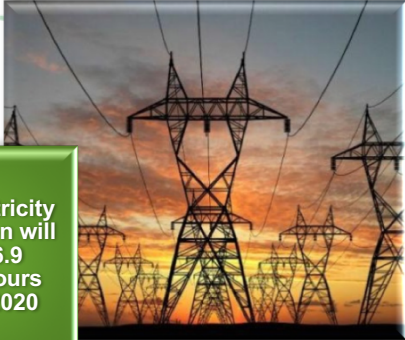
# Distributed Generation Megatrend




Driven by attractive economics and resiliency, power users are increasingly searching for ways to reduce their dependence on grid power. Capstone can solve this problem by providing a highly reliable and efficient power source to solve power demand issues for users across numerous industries.



Annual distributed generation power additions will grow to 200 GW in 2020 from 150 GW currently



Global electricity consumption will rise to 26.9 terawatt-hours (Twh) by 2020



Microgrids account for 27 GW of current distributed generation



\$205 billion will be invested in global distributed power generation annually by 2020 - 42% of total power additions

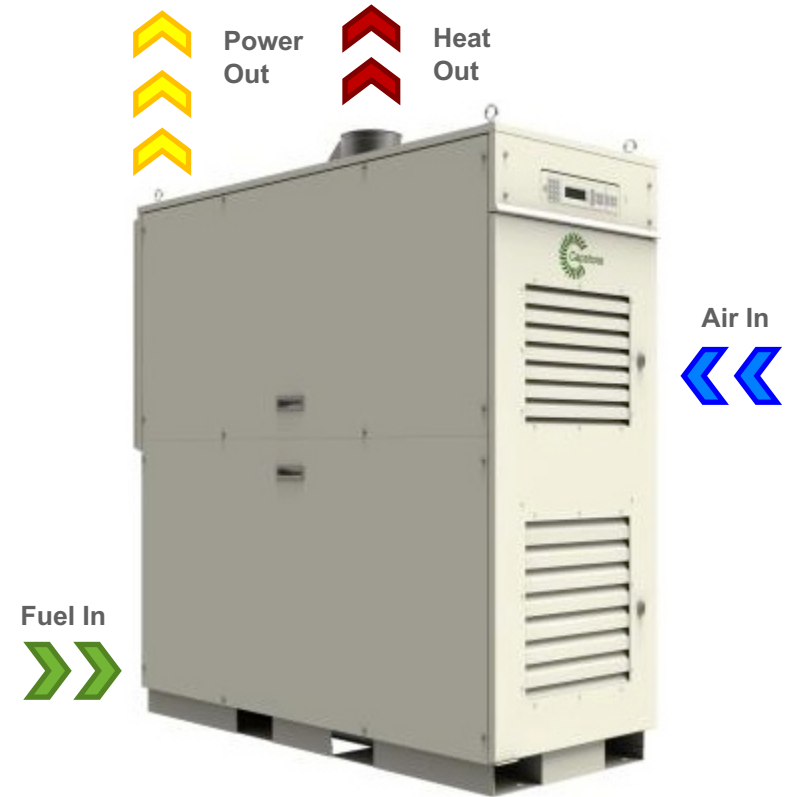
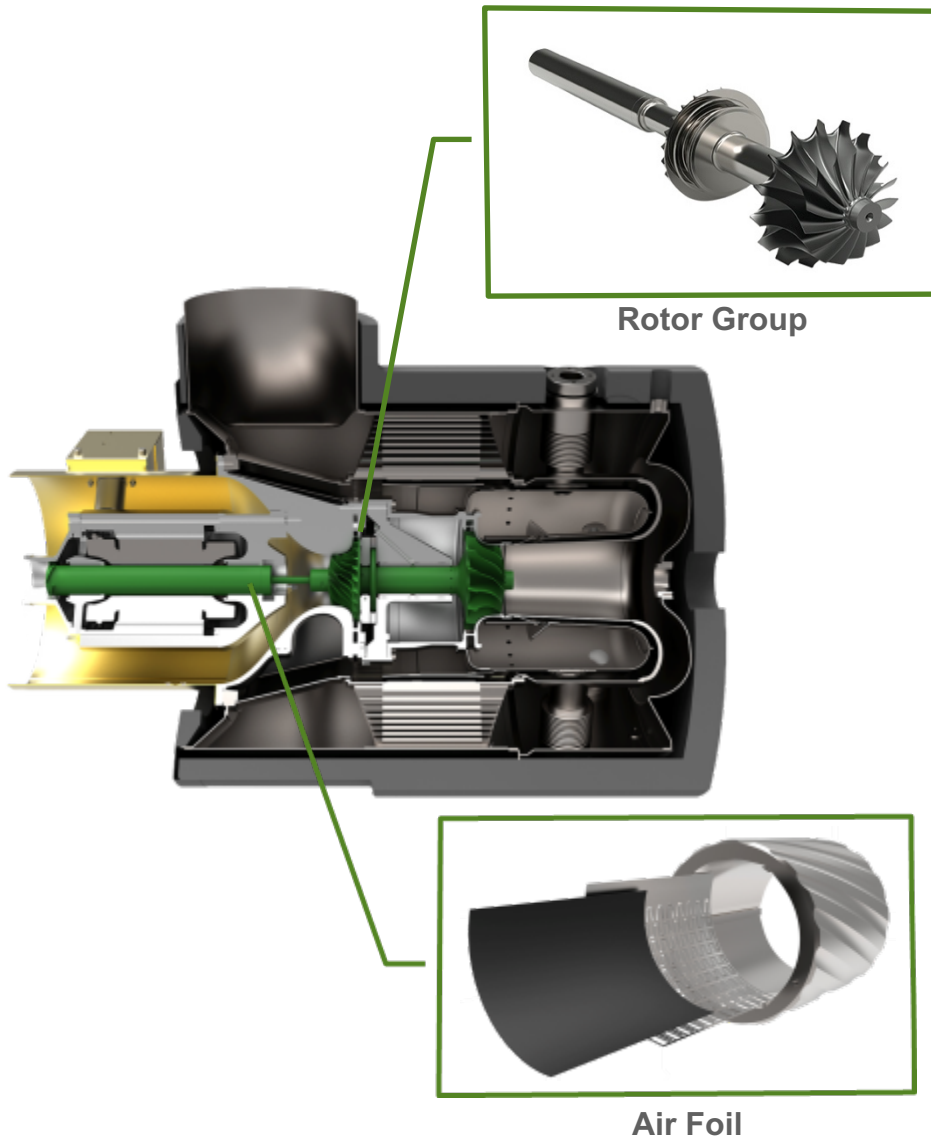


65% of global electricity consumption will be located in emerging markets (Asia, Africa & Middle East) by 2020

Source: GE - Rise of Distributed Power - 2014

Capstone Has Competitive Advantage Over Incumbent Technology

# What is a Microturbine?



CHP/TYPE	EFFICIENCY	
	ELECTRIC	TOTAL
Hot Water	33.0%	85.0%
Steam	33.0%	60.0-95.0%
Chilled Water	33.0%	85.0%

# Competitive Advantages



## Features

## Benefits



Inverter based with one moving part

Factory guaranteed low operating costs



Patented air bearing technology

No lubricants or coolants needed - unmanned projects



Stand alone or grid connect

Supports aging utility infrastructure



Fuel availability

Operates on gaseous, renewable and liquid fuels



High power density

Compact footprint, small modular design



Low emissions

No exhaust aftertreatment



Free clean waste heat

Thermal energy for cogeneration/trigeneration



Remote monitoring

View performance and diagnostics 24/7



Scalable to match demand

Multiple applications and industries

# Global Market Verticals



## Energy Efficiency



Generate on-site power capture thermal energy from the clean exhaust in CHP and CCHP applications.

Hotels  
Industrial Applications  
Large Residential Complexes  
Retail Buildings  
Office Buildings



## Oil, Gas & Other Natural Resources



Produce on-site power for all phases of oil and gas production in both onshore and offshore applications.

Drilling Operations  
Flare Gas Reduction  
Gas Compression  
Mining  
Water Conversion



## Renewable Energy



Cleanly and efficiently generate onsite power operating on biogas and other waste products to create high-efficiency renewable power and heat.

Farm Digesters  
Landfills  
Solid Waste Management  
Wastewater Treatment  
Food Waste



## Critical Power Supply



Mission critical businesses have an uninterruptible power source with the world's only microturbine-powered UPS solution.

Data Centers  
Telecom  
Power Rentals  
Hospitals



## Transportation



Operate in conjunction with battery packs to provide onboard battery charging and vehicle range extension.

Commercial Trucks  
Heavy-duty Vehicles  
Supercars  
Transit Buses  
Delivery Vehicles



## Marine



Provide onboard power, vessel range extension and utilize thermal energy for onboard heating and cooling.

Work Boats  
Cargo Ships  
Commercial Vessels  
Tour Boats

## FY2017 Percentage of Product Shipments

59%

34%

7%

<1%

Product Demo

Product Demo

# Sample Mid-Atlantic Installations



**Energy Efficiency**  
Hospitality



**Luxury Hotel**  
Philadelphia, Pennsylvania

Three C65 ICHP units in a combined heat and power (CHP) application provide 100% of the hotel's domestic hot water and 30% of their electrical needs.

**(3) C65 ICHP | GC\***  
195kW Electricity

Projected ROI: 3 yrs

Commissioned: 10/09



**Energy Efficiency**  
Manufacturing



**Boat Manufacturer**  
New Gretna, New Jersey

Six microturbines produce 40% of the facility's on-site electrical energy, providing power and 100% of the heating and chilled water.

**(6) C65 ICHP | GC\***  
390kW Electricity

(3) 30-Ton Absorption Chillers  
Projected ROI: 7 yrs

Commissioned: 12/12



**Energy Efficiency**  
Manufacturing



**Manufacturer**  
Harrisburg, Pennsylvania

A dual-mode combined cooling, heat and power (CCHP) C1000 provides backup power to the facility manufacturing processes.

**(1) C1000 | DM\***  
1MW Electricity

300-Ton Absorption Chiller | Heat Exchanger  
Projected ROI: 5.9 yrs

Commissioned: 1/14



**Oil & Gas**  
Onshore O&G



**Compressor Station**  
West Virginia

The natural gas-fueled microturbine is the primary power source generating electricity 24/7. The system was the first C600S commissioned in the world.

**(1) C600S | PP\***  
600kW Electricity

Commissioned: 10/16



**Oil & Gas**  
Onshore O&G



**Gas Gathering Facility**  
West Pennsylvania

Six skid mounted microturbines operate on high Btu wellhead gas. Skid system arrives fully commissioned, reducing installation and startup.

**(6) C65 | DM\***  
390kW Electricity

Commissioned: 4/15



**Critical Power**  
Data Center



**Bank with Data Center**  
Harrisburg, Pennsylvania

A C800 dual-mode system provides combined cooling, heat and power (CCHP) for the LEED gold-certified facility and data center.

**(1) C800 | DM\***  
800kW Electricity

250-Ton Absorption Chiller | Heat Exchanger  
Projected ROI: 5 yrs

Commissioned: 10/13

\*PP – Prime Power

\*GC – Grid Connect

\*DM – Dual Mode System (Emergency backup power feature)

Case Studies can be found on [www.capstoneturbine.com/case-studies](http://www.capstoneturbine.com/case-studies) | Projected ROI estimates are at time of sale

# Capstone Strategic Profit Plan



## Three-Pronged Capstone Business Profitability Plan



**Reduce Breakeven from \$160M at 25% GM to \$100M at 20% GM**

**Action:** Reduce business expenses 35% from Q1 FY16 levels.

**Result:** Achieved 42% reduction in operating expenses in Q3 FY17 from Q1 FY16. Dropped from \$10.5M to \$5.9M - which is a 14 year low.

**Status: GOAL ACHIEVED**

**Comments:** Management plans to focus on continued cost reductions and facility consolidation to achieve \$5.0M in quarterly OpEx.



**Develop New CHP Focused Products & Accelerate Aftermarket Business**

**Action:** Launch new product focused on Energy Efficiency Markets. Drive FPP and Warranty revenue growth.

**Result:** New Signature Series product in late 2015 and new FPP and Extended Warranty products. New "Sell-to-Win" bundled solutions program in 2017.

**Status: GOAL ACHIEVED**

**Comments:** New Signature Series is performing well in the field. FPP Backlog has grown 12% over the last 18 months to \$74.7M as of Q2 FY18.



**Finance Solutions to Capture Orders that were Lost from Lack of Capital**

**Action:** Develop a 30% JV with a high net worth individual to provide PPAs to customers who have lack of capital.

**Result:** Launched Capstone Energy Finance JV in late 2015 and developed \$60M in highly qualified projects. Signed initial project in 2017.

**Status: GOAL ACHIEVED**

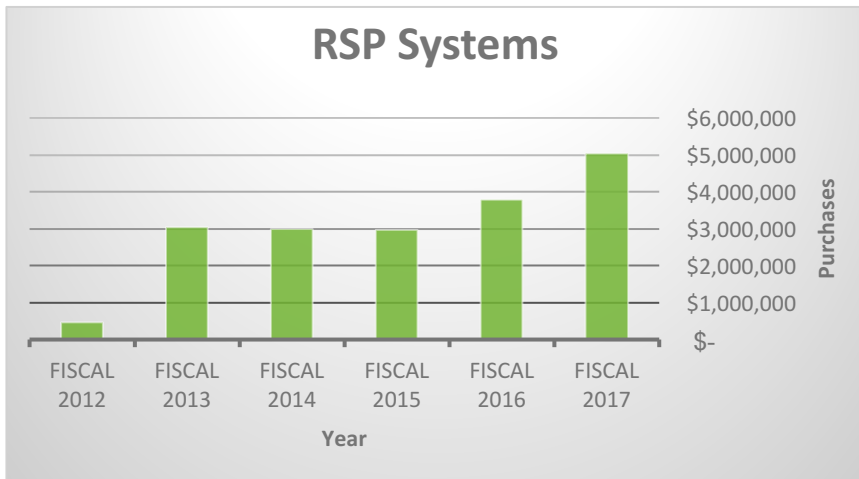
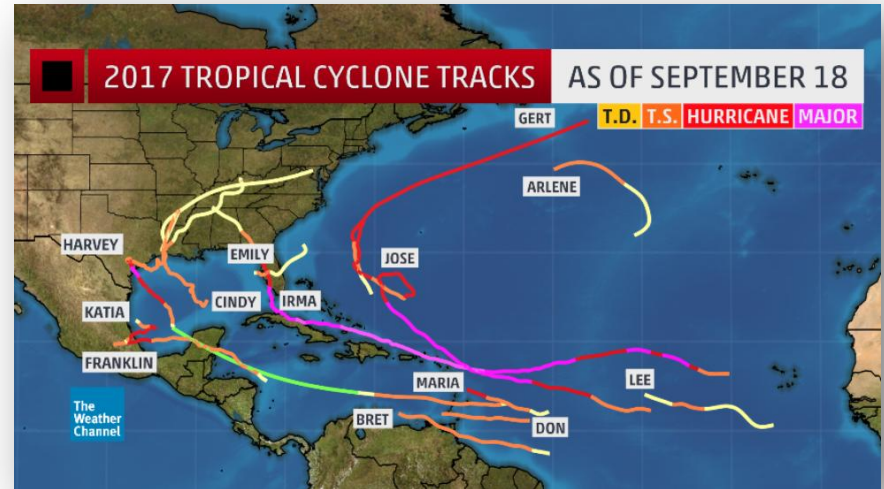
**Comments:** Added Sky Solar for additional \$50M in capital beyond first \$10M. Initial PPAs anticipated accelerated PPAs in coming quarters.



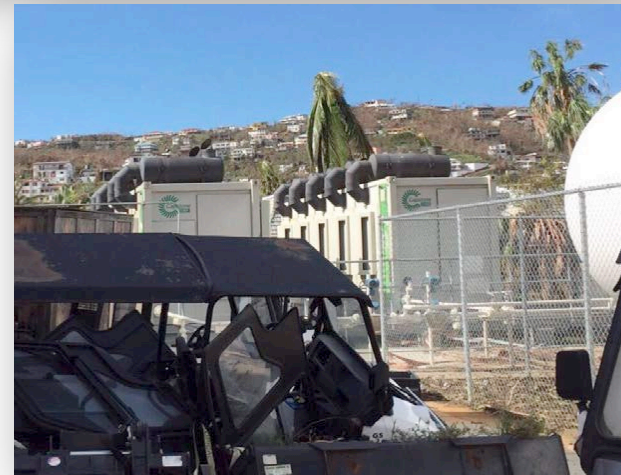
# Positive Impact of Hurricanes



- Overwhelming majority of our microturbine installations in Texas, Florida, Puerto Rico, Dominican Republic and the U.S. Virgin Islands not only survived the storms but were fully operational providing critical power and in some cases provided the power needed to pump water.
- Similar results in late October 2012 when Hurricane Sandy devastated the states of New York and New Jersey. An estimated 93, out of 95 microturbines, remained fully operational at that time.



Five years removed from Hurricane Sandy, RSP Systems, Capstone's distributor for the greater New York area, is a top five revenue producer worldwide.



Fully operational Capstone Microturbines on St. Thomas surrounded by debris from Hurricane Irma

**On-site Distributed Generation Provides Money Savings, On-site Generation & Critical Emergency Backup Power**

# Previous, New and Future Quarterly Business Models



<i>(In millions)</i>	Previous O & G Focused Model	New CHP Balanced Service Model	CHP Balanced with Revenue Growth
Microturbine Product	\$35.0	↓ \$15.0	\$25.0
Accessories, Parts & Service	\$5.0	↑ \$10.0	\$15.0
<b>Total Revenue</b>	<b>\$40.0</b>	<b>\$25.0</b>	<b>\$40.0</b>
Cost of Good Sold	\$30.0	\$20.0	\$26.3
<b>Gross Margin</b>	<b>\$10.0</b>	<b>\$5.0</b>	<b>\$13.7</b>
Gross Margin Percent	25%	↓ 20%	34%
<b>Total Operating Expenses</b>	<b>\$10.0</b>	↔ <b>\$5.0</b>	<b>\$6.0</b>
Adjusted EBITDA*	\$0	\$0	\$7.7
Adjusted EBITDA* Margin	—	—	19%

\*See Appendix, Slide 22

**Growing Service Business & Lower OpEx Drives Long-Term Sustainability** 10

# Q2FY18 Financial Results



<i>(In millions, except per share data)</i>	Q2FY18	Q2FY17
Microturbine Product	\$12.2	\$8.2
Accessories, Parts & Service	\$7.6	\$6.8
Total Revenue	\$19.8	\$15.0
Gross Margin	\$3.0	\$0.7
Gross Margin Percent	15%	5%
R&D Expenses	\$1.1	\$1.4
SG&A Expenses	\$4.8	\$5.0
Total Operating Expenses	\$5.9	\$6.4
Net Loss	\$(3.7)	\$(5.9)
Adjusted EBITDA*	\$(2.3)	\$(5.1)
Basic Loss Per Share	\$(0.09)	\$(0.19)
Adjusted EBITDA* Basic Loss Per Share	\$(0.05)	\$(0.17)

\*See Appendix, Slide 22

# Q2FY18 vs. New EBITDA Breakeven Model



<i>(In millions)</i>	Q2 FY18 Results	New CHP Balanced Service Model	Capstone Initiatives and Management Notes
Microturbine Product	\$12.2	\$15.0	Crude Oil Strengthening, USD Weakening, Hurricane Activity
Accessories, Parts & Service	\$7.6	\$10.0	FPP Service Revenue at Record Levels and Growing
<b>Total Revenue</b>	<b>\$19.8</b>	<b>\$25.0</b>	New Signature Series Products and New <i>Sell-to-Win</i> program
Cost of Good Sold	\$16.8	\$19.5	Signature Series Cost Reduction Program
<b>Gross Margin</b>	<b>\$3.0</b>	<b>\$5.0</b>	Growing Product Sales & FPP - Lower Warranty and FPP COGS
Gross Margin Percent	15%	20%	Service Margin Expanding to 50%
<b>Total Operating Expenses</b>	<b>\$5.9</b>	<b>\$5.0</b>	Lower Service Provider Costs & Facility Consolidation in Progress
Adjusted EBITDA*	\$(2.3)	\$0	EBITDA Loss is the Lowest in Last 16 Quarters

\*See Appendix, Slide 22

# Financial & Market Statistics Comparison



## Selected Public Companies

(\$ in millions, except per share data)

Company	Financial Statistics						Market Statistics		
	Revenue	Gross Margin	GM %	OPEX	EBITDA	Revenue Per Employee	Market Cap (1)	Cash (2)	Q/Q in Cash
Capstone Turbine Corporation(3)(4)	\$19.8	\$3.0	15%	\$5.9	\$(2.3)	\$0.12	\$42.1	\$15.2	\$(3.9)
<b>Small-Cap Distribution Generation</b>									
American Superconductor Corp.(5)	11.0	0.3	2%	8.1	(4.0)	0.03	68.8	30.5	(7.1)
Ballard Power Systems(6)	31.8	10.2	32%	11.1	0.3	0.07	831.0	60.1	(8.0)
FuelCell Energy(7)	10.4	(2.6)	-25%	11.7	(12.5)	0.02	95.9	73.8	(10.3)
Maxwell Technologies, Inc.(8)	35.8	7.4	21%	20.7	(10.6)	0.10	215.8	52.8	33.6
Plug Power, Inc.(8)	33.4	(19.4)	-58%	17.0	(35.7)	0.08	543.8	56.5	2.4
<b>Avg. selected companies</b>	<b>\$24.5</b>	<b>\$(0.8)</b>	<b>-6%</b>	<b>\$13.7</b>	<b>\$(12.5)</b>	<b>\$0.06</b>	<b>\$351.1</b>	<b>\$54.7</b>	<b>\$2.1</b>

(1) Source: Nasdaq as of November 20, 2017

(2) Cash, cash equivalents and restricted cash

(3) Source: Capstone Turbine Corporation's November 2017 Form 10-Q filing

(4) Company is reporting Adjusted EBITDA see slide 22 for reconciliation

(5) Source: American Superconductor Corporation's November 2017 Form 10-Q filing

(6) Source: Ballard Power Systems third quarter financial report issued November 2017 on company's website

(7) Source: FuelCell Energy's September 2017 Form 10-Q filing

(8) Source: Maxwell Technologies, Inc. and Plug Power, Inc. November 2017 Form 10-Q filings

**Capstone Beats Average in All Areas Except Revenue, Cash and Market Cap** 13



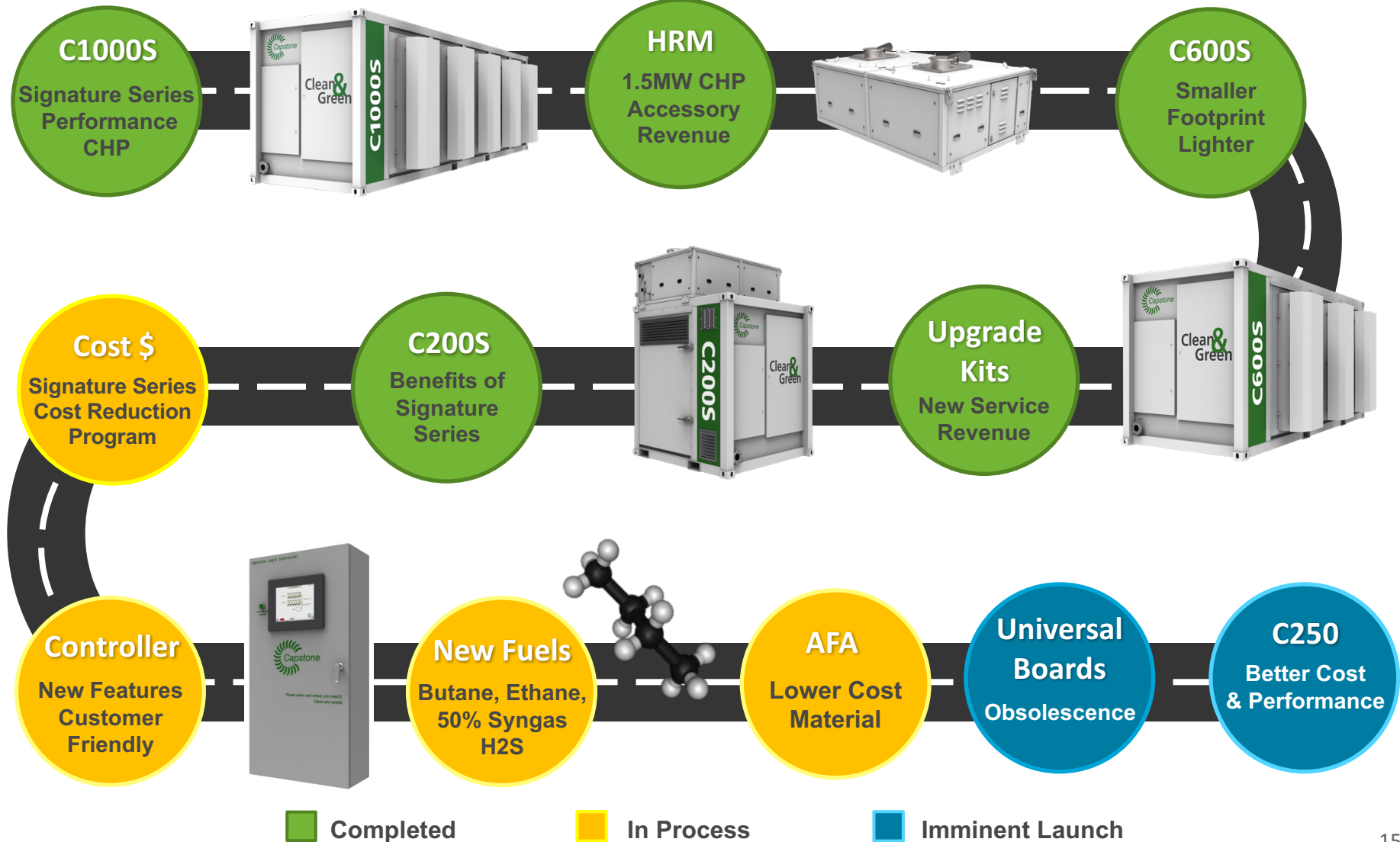
# APPENDIX

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# Research & Development



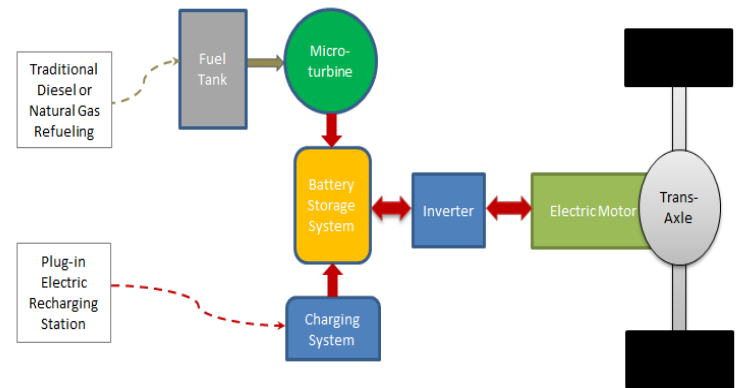
## Capstone Product Development Roadmap



# Kenworth Hybrid Class 7 Demo



- Quantitative Emissions and Fuel Economy Measurements
  - ✓ Criteria Pollutants (NO<sub>x</sub>, CO, PM, NMHCs)
  - ✓ Greenhouse Gas (CO<sub>2</sub>)
  - ✓ Fuel Consumption (both charge sustaining & charge depleting basis)
  - ✓ Compare Results to Traditional Diesel Drivetrain
- Three Specific Drive Cycles
  - ✓ Urban and Rural Delivery
- Two Customer Demonstrations Planned:
  - ✓ LA Area for Urban Delivery Late 2017
  - ✓ San Joaquin Valley for Rural Delivery 2018





# Kenworth Class 7 Track Testing

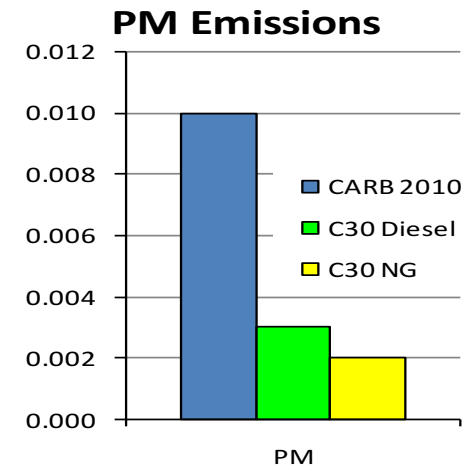
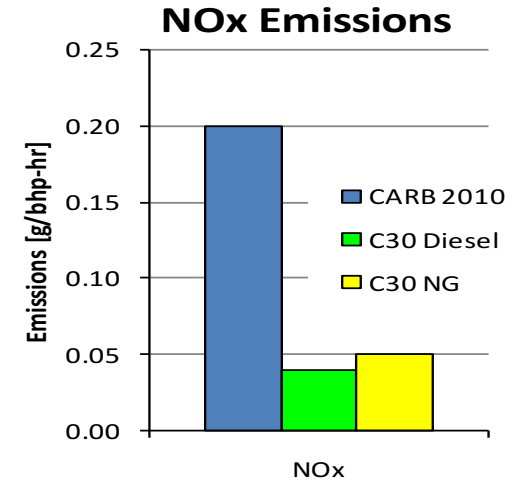


- Series Hybrid Design
  - ✓ 65kW Range Extender
  - ✓ 47kWh Li-Ion Battery Pack
  - ✓ 220kW Traction Motor
- CNG Fuel for Microturbine
- Level II On-board Plug-in Charging
- Regenerative Braking
- Main Advantage is in Stop & Go Delivery Applications

# Why Trucks with Microturbines?



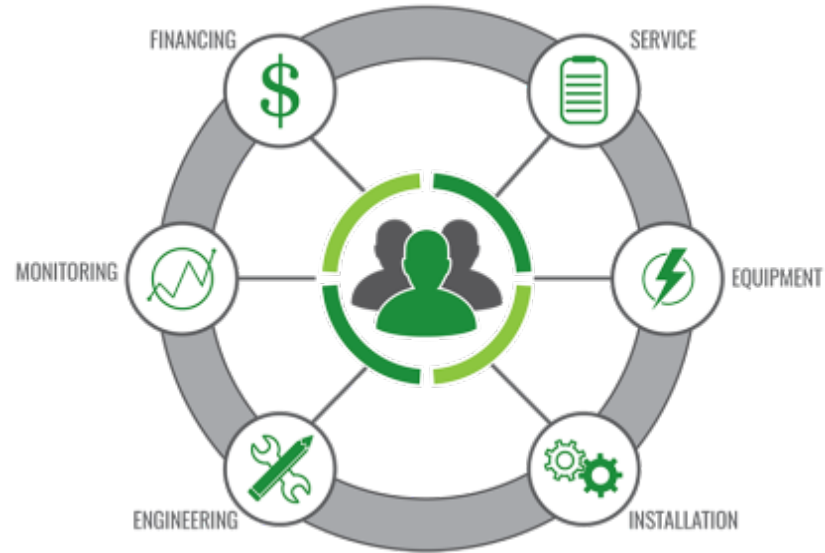
- Ultra-Low Emissions
  - ✓ Below CARB Levels
  - ✓ No Exhaust After Treatment
- Low Maintenance Requirements
  - ✓ No Oil Changes (Air Bearings)
  - ✓ No Engine Overhaul (Extended Life Design)
- Ability to Operate on Alternative Fuels
- Efficiency of a Diesel on Any Fuel
- Lightweight
- Essentially No Vibration
- Low Sound Levels



# Capstone Energy Finance JV Initiative



- Now offering PPA, Lease, and Rentals
- Executed First Agreement – September 18, 2017
- In negotiation for several projects
- Projects cover wide variety of markets and applications
- Pipeline over \$60M (product only)
- Actively working with Sky Capital (subsidiary of Sky Solar Group) to provide up to \$150M in project financing
- Partnering with additional banks to broaden competitive lease rates



# C200 Reliability Initiative



## Continuous improvement of the baseline C200 Engine over the past four years:

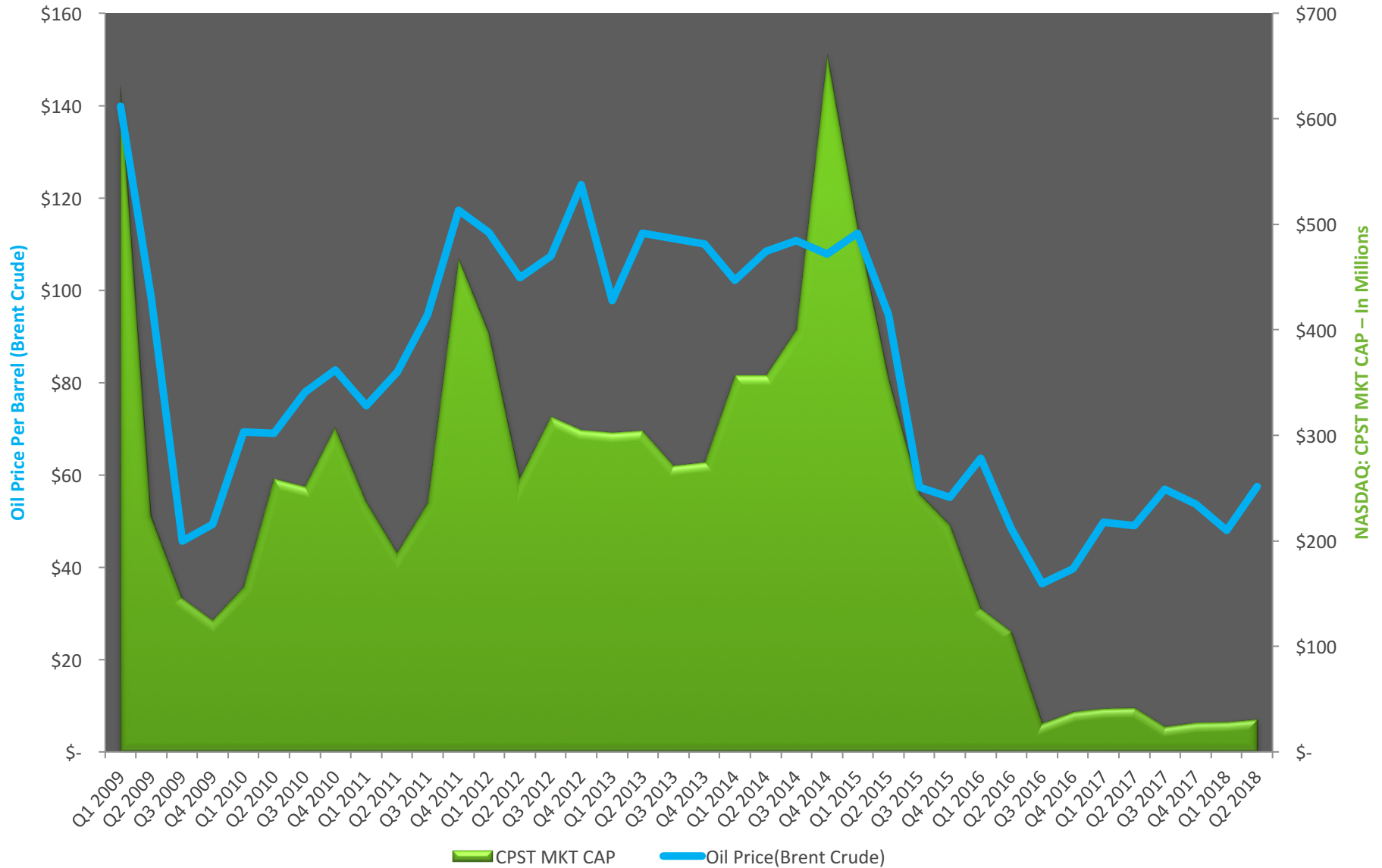
- Improved combustion liner (2013)
- Improved air bearing coatings (2014)
- Improved bearing housings (2015)
- New high-flow impeller (2015)
- Improved recuperator manufacturing (2015)
- New stator/magnet combination (2016)
- New recuperator diffuser/nozzle sealing (2016)
- ***Extensive on-going product development, qualification and certification testing throughout (2013-2017)***



C200 Signature Series

**Retrofit Upgrade Program Has Been Completed –  
On Schedule and Within Budget**

# CPST Market Cap vs. Oil Price (Brent Crude)



# Reconciliation of Non-GAAP Financial Measure



Reconciliation of Reported Net Loss to Adjusted EBITDA	Three months ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Net loss, as reported	\$ (3,667)	\$ (5,865)	\$ (7,760)	\$ (10,382)
Interest expense	98	129	319	263
Provision for income taxes	7	—	7	3
Depreciation and amortization	279	396	583	802
Stock-based compensation	154	241	307	479
Restructuring charges	219	—	219	—
Change in warrant valuation	657	—	657	—
Adjusted EBITDA	<u>\$ (2,253)</u>	<u>\$ (5,099)</u>	<u>\$ (5,668)</u>	<u>\$ (8,835)</u>

To supplement the Company's unaudited financial data presented on a generally accepted accounting principles (GAAP) basis, management has used Adjusted EBITDA, a non-GAAP measure. This non-GAAP measure is among the indicators management uses as a basis for evaluating the Company's financial performance as well as for forecasting future periods. Management establishes performance targets, annual budgets and makes operating decisions based in part upon these metrics. Accordingly, disclosure of this non-GAAP measure provides investors with the same information that management uses to understand the Company's economic performance year-over-year. The presentation of this additional information is not meant to be considered in isolation or as a substitute for net income or other measures prepared in accordance with GAAP.

Adjusted EBITDA is defined as net income before interest, provision for income taxes, depreciation and amortization expense, stock-based compensation expense, the change in warrant valuation and restructuring charges. Restructuring charges includes one-time costs related to our cost reduction initiatives. Adjusted EBITDA is not a measure of our liquidity or financial performance under GAAP and should not be considered as an alternative to net income or any other performance measure derived in accordance with GAAP, or as an alternative to cash flows from operating activities as a measure of our liquidity.

While management believes that the non-GAAP financial measures provide useful supplemental information to investors, there are limitations associated with the use of these measures. The measures are not prepared in accordance with GAAP and may not be directly comparable to similarly titled measures of other companies due to potential differences in the exact method of calculation. Management compensates for these limitations by relying primarily on our GAAP results and by using Adjusted EBITDA only supplementally and by reviewing the reconciliations of the non-GAAP financial measures to their most comparable GAAP financial measures.

Non-GAAP financial measures are not in accordance with, or an alternative for, generally accepted accounting principles in the United States. The Company's non-GAAP financial measures are not meant to be considered in isolation or as a substitute for comparable GAAP financial measures, and should be read only in conjunction with the Company's consolidated financial statements prepared in accordance with GAAP.



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**[www.capstoneturbine.com](http://www.capstoneturbine.com)**

