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Capstone Announces its New Distributor Support System to Accelerate Future Product Revenue and Improve Global Brand Recognition

VAN NUYS, Calif., April 12, 2018 (GLOBE NEWSWIRE) -- Capstone Turbine Corporation (www.capstoneturbine.com) (Nasdaq:CPST), the world's leading clean technology manufacturer of microturbine energy systems, outlined today a new Capstone Distributor Support System, or DSS program, that was launched effective January 1, 2018. The goal of the new program is to provide improved worldwide distributor training, sales efficiency, website development, company branding and provide funding for increased strategic marketing activities. Specifically, the DSS program will fund additional support for distributor business development activities, customer lead generation, brand awareness and precisely tailored marketing services for each major geography and market vertical.

The new DSS program will be extensively sponsored by the current Capstone global distribution network through funding derived from a formula based on a distribution partner's prior calendar year of Capstone revenue. The DSS program will provide several unique and proprietary products and services to the Capstone global distribution network to help drive future revenue growth and further Capstone's global brand recognition. Under the new DSS program, Capstone distributors will no longer have to pay for regularly scheduled training courses for authorized service providers (ASPs), product applications or product sales. The system will also cover all required software licenses needed to be an efficient and successful Capstone distributor.

In addition, the DSS program will include the development and hosting of new distributor websites, which will be linked to Capstone's corporate website to provide a seamless customer experience. The first Capstone branded distributor website can be seen at: <http://www.rsp-systems.com>. While Capstone continues to rollout English versions of the distributor website to additional distributors worldwide, the plan is to release a Spanish distributor website in Capstone's first fiscal quarter and continue to release additional languages over the next several years.

"The new DSS program is critical for our future revenue growth and overall success of the business as it allows us to provide a uniform customer experience around the world, as well as dramatically increasing Capstone's annual spend on customer acquisition, marketing and branding without increasing our annual operating expenses," said Darren Jamison, President and Chief Executive Officer of Capstone. "The attractiveness of this new program is that it has been designed to speed up the maturation timeline of the distribution channel while continuing to grow the program's funding each year as our annual revenues increase. Lastly, it helps identify which of our distribution partners are truly aligned with the betterment of

Capstone's vision and innovative technology," added Mr. Jamison.

About Capstone Turbine Corporation

Capstone Turbine Corporation (www.capstoneturbine.com) (Nasdaq: CPST) is the world's leading producer of low-emission microturbine systems and was the first to market commercially viable microturbine energy products. Capstone has shipped over 9,000 Capstone Microturbine systems to customers worldwide. These award-winning systems have logged millions of documented runtime operating hours. Capstone is a member of the U.S. Environmental Protection Agency's Combined Heat and Power Partnership, which is committed to improving the efficiency of the nation's energy infrastructure and reducing emissions of pollutants and greenhouse gases. A UL-Certified ISO 9001:2015 and ISO 14001:2015 certified company, Capstone is headquartered in the Los Angeles area with sales and/or service centers in the United States, Latin America, Europe, Middle East and Asia.

Forward-Looking Statements

This press release contains "forward-looking statements," as that term is used in the federal securities laws. Forward-looking statements may be identified by words such as "expects," "objective," "intend," "targeted," "plan" and similar phrases. These forward-looking statements are subject to numerous assumptions, risks and uncertainties described in Capstone's filings with the Securities and Exchange Commission that may cause Capstone's actual results to be materially different from any future results expressed or implied in such statements. Capstone cautions readers not to place undue reliance on these forward-looking statements, which speak only as of the date of this release. Capstone undertakes no obligation, and specifically disclaims any obligation, to release any revisions to any forward-looking statements to reflect events or circumstances after the date of this release or to reflect the occurrence of unanticipated events.

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