

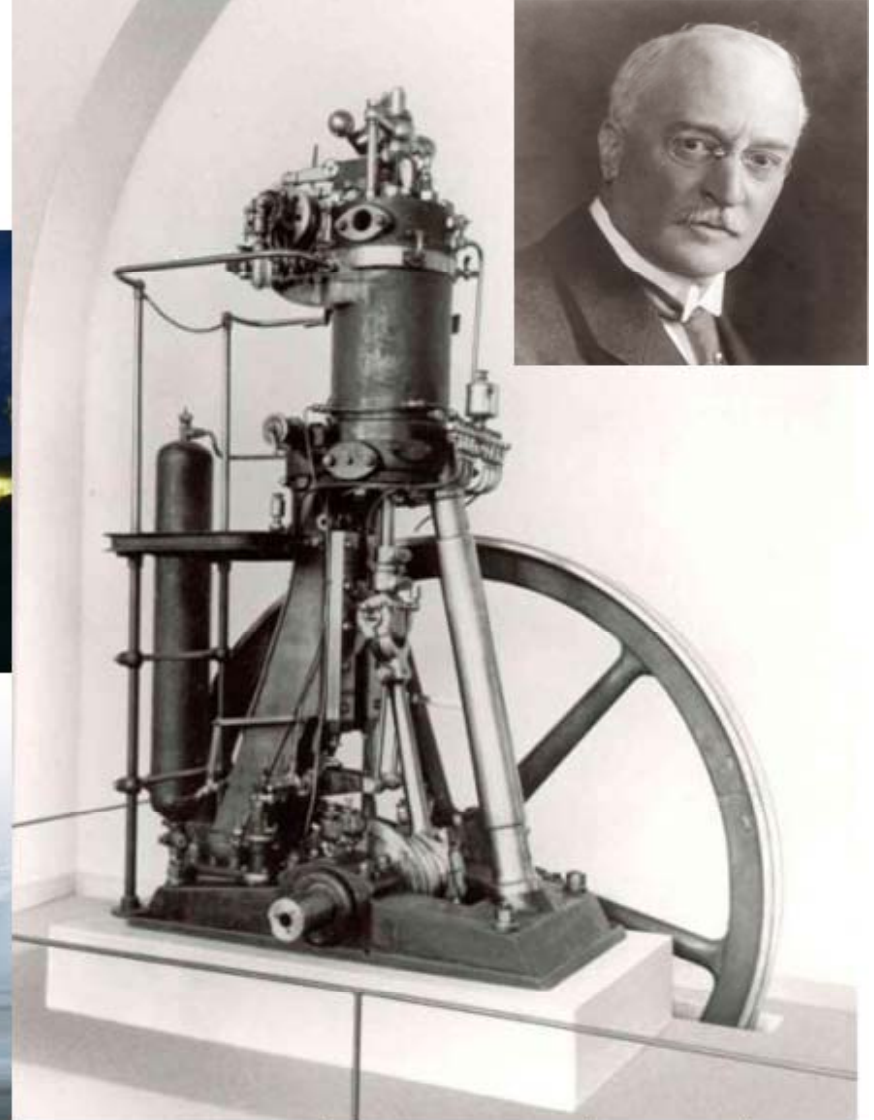


# Lateinamerikakonferenz Dr. Stephan Mey

MAN Diesel SE  
October 2008



# MAN Diesel Highlights



# Agenda



1. MAN's Presence in Latin America
2. Market Development
3. MAN's References
4. Summary

# MAN's Presence in Latin America



1. MAN's Presence in Latin America

2. Market Development

3. MAN's References

4. Summary

MAN's strong presence in Latin America



**14 locations in Latin America**

# Market Development



## Market development in Central America

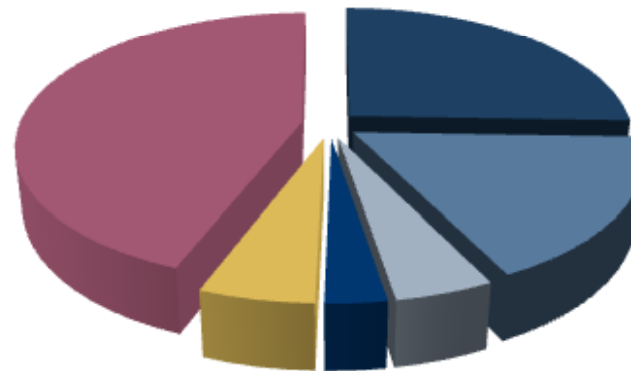
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### Market volume in Central America



Total =  
1300-1500 MW

■ Caribbean Islands ■ Cuba ■ El Salvador ■ Honduras ■ Panama ■ others

Source: Power Systems Research 2007, MAN Diesel Market Intelligence, Engine Output > 1 MW

- Expected market volume at a constant level
- Predominance of HFO/Diesel engines

# Market Development



1. MAN's Presence in Latin America

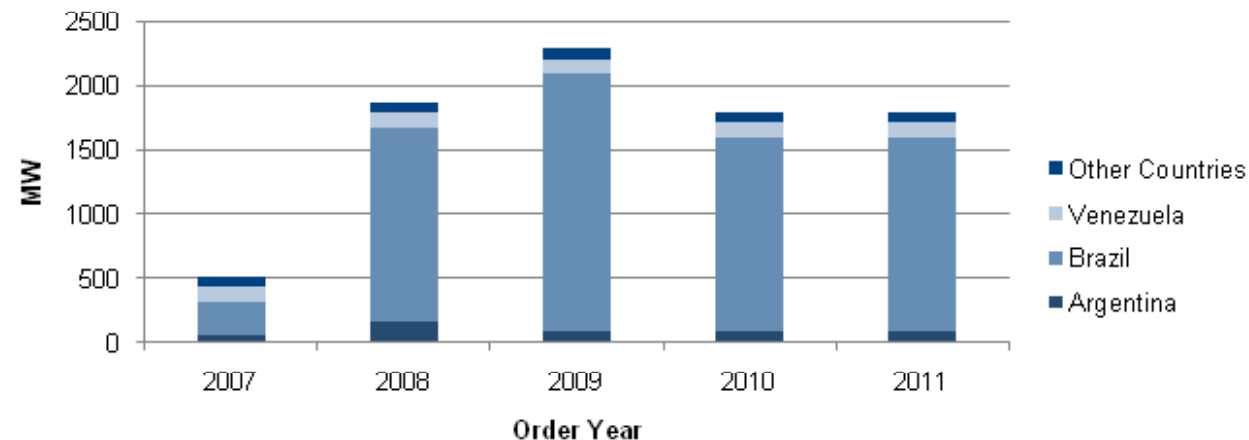
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## Market development in South America

### Market volume engines South America



Source: Power Systems Research 2007, MAN Diesel Market Intelligence, Engine Output > 1 MW

- Brazilian market as the main South American market due to large auctions in 2008 and the following years
- Diesel power plant best solution for hydro standby power

# Market Development



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MAN's market position

## MAN Diesel orders received in Latin America



Source: Power Systems Research 2007, MAN Diesel Market Intelligence, Engine Output > 1 MW

- Growing MAN Diesel order intake due to positive market development and increasing MAN Diesel market share



# MAN's References



## Aqualectra, Curaçao, Caribbean Sea

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ment

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4. Summary

Customer:	Aqualectra Production
Awarded company:	MAN Diesel SE; Power Plant Division
Location:	Netherlands Antilles, Curaçao Refinery Isla (Curaçao)
Number and type of engines:	4 x 18V 32/40
Plant ISO output:	34,560 kW <sub>mechanical</sub>
Fuel:	Heavy fuel oil
Operating mode:	Island and grid mode
Contract award:	August 2002
Construction period:	13 months
Scope of work:	Turnkey



# MAN's References



## MAN's references in Brazil

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# MAN's References



## Mineracao Rio do Norte, Amazon Region, Brazil

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Customer:	Mineracao Rio do Norte
Awarded company:	MAN B&W Diesel AG
Location:	Brazil, Porto Trompetas (Amazon region)
Number and type of engines:	2 + 3 x 9L 48/60
Plant ISO output:	18,300 + 27,450 kW <sub>mechanical</sub>
Fuel:	Heavy fuel oil
Operating mode:	Island mode
Contract award:	January 2000 / May 2001
Construction period:	14 months each
Scope of work:	Electro-mechanical supply, design, civil and erection supervision, commissioning



# Summary



Faster growing than the market

1. MAN's Presence  
in Latin America

**South American markets will grow although the impact of the financial crisis is not clear at the moment**

2. Market Development

Brazilian Market with several auctions over the next years

Diesel engines are an optimal solution as a backup for hydro power plants, e.g. in Brazil

3. MAN's References

**Central America with a constant market outlook**

Caribbean Islands and Cuba as the main markets

4. Summary

Diesel power plant is the best solution for island power generation in the Caribbean Sea

**Latin America with 20% of orders received worldwide**

**Key market for MAN Diesel**

**MAN Diesel is investing in resources and people for continuous growth**