

American Electric Technologies, Inc

Investor Overview Presentation

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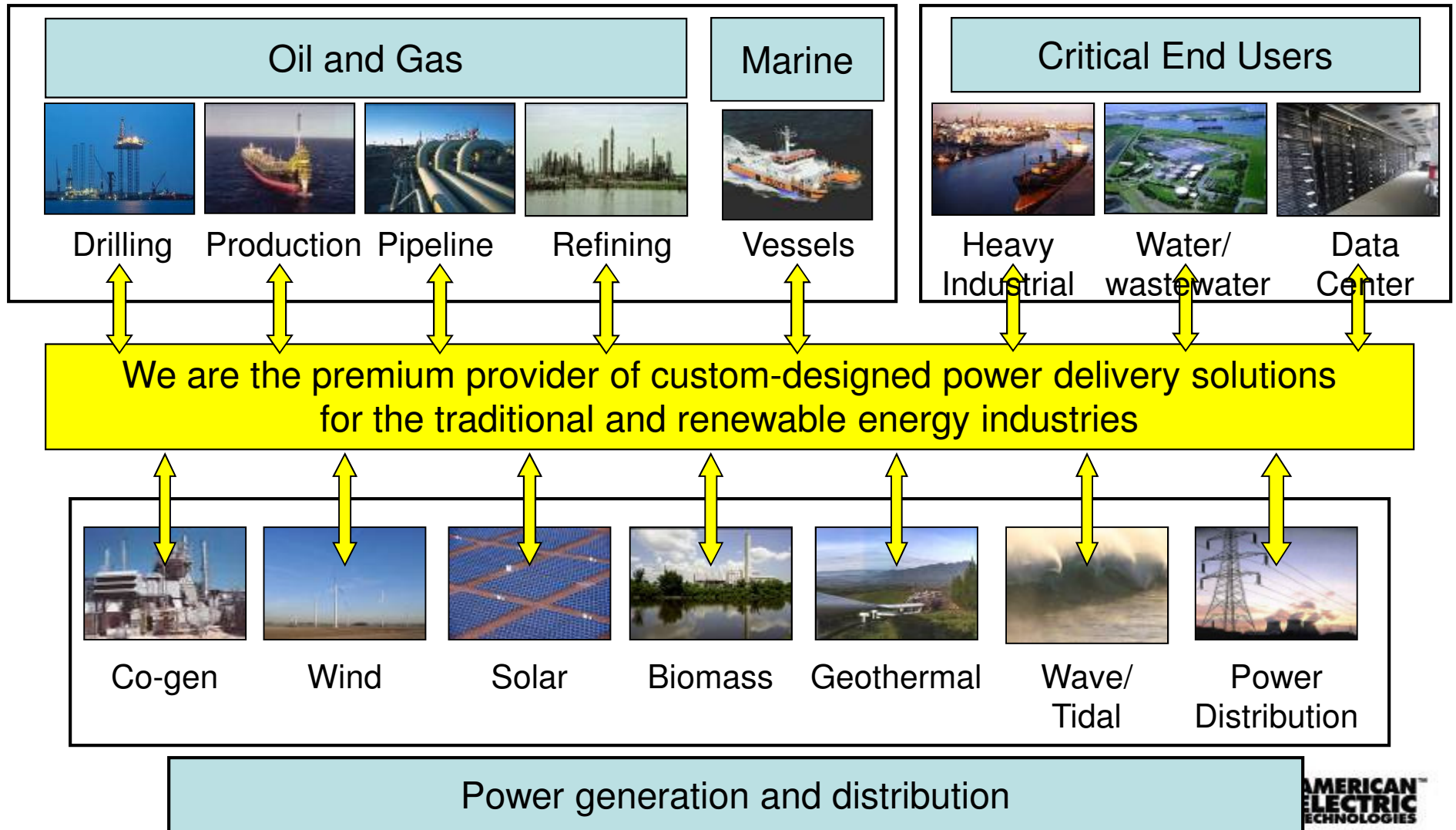


American Electric Technologies Overview

- American Electric Technologies (AETI) is the premium provider of custom power infrastructure solutions for the traditional and renewable energy industries
- AETI was formed in 2007 by the merger of M&I Electric Industries and American Access Technologies
- 400+ employees in US + 200+ in International JVs
- 2008 revenue:
 - AETI revenue: \$65M
 - JV revenue: \$60M
- Publicly traded company (NASDAQ: AETI)
- Headquarters in Houston with US and international manufacturing operations and service centers
 - Worldwide sales, service and support



Our business



AETI Executive Leadership

- **Arthur G. Dauber (66)**
 - Executive Chairman and Chairman of the Board
 - Chief Executive Officer from 1984 until September, 2009
 - 18 years at General Electric Company where he held positions in general management, strategic planning and manufacturing. He also completed General Electric's Manufacturing Management Program.
 - Bachelor of Science degree from the University of Michigan and MBA from the University of Pennsylvania's Wharton School.
- **John H. Untereker (59)**
 - Vice President and Chief Financial Officer of M&I Electric Industries, Inc. since May, 2005.
 - 25 years senior management positions at Omnicare, Inc., Omni Energy Services Corp., Petroleum Helicopters, Inc., Lend Lease Trucks Inc. and NL Industries.
 - Audit Manager with Coopers and Lybrand in New York and is a CPA.
 - Bachelors from Williams College and MBA from Iona College.
- **Neal T. Hare (62)**
 - Chief Technology Officer of AETI and has been with the company since January 1992.
 - 40 years experience and he is one of the world's leading experts of electrical drive equipment and power control systems for both land and offshore drilling and marine applications.
 - 10 years as one of the principals and vice president of operations at Ross Hill Controls (DC Oilfield Drives), which was acquired by National Oilwell Varco, and 10 years as vice president of operations at Powell Electrical Manufacturing (Switchgear and Controls).
 - BSEE California State University at Long Beach.
- **James J Steffek (59)**
 - President of the M&I Electric business with extensive background in sales and marketing and has been employed by the company since September 1973
 - Bachelor of Science degree from the University of Houston.
- **Tim C. Adams (58)**
 - Vice President and President of American Access Technologies
 - Extensive background in Manufacturing Management
 - Bachelor of Science degree from Xavier University and Graduate degree from Purdue University

Experienced Leadership Team

M&I Operating Executives

- Charles Dauber (40) President, M&I Electric
- Carl Vitanza (44) VP/GM Switchgear Operations
- Doug Williams (44) VP, International Operations
- Peder Serkland (43) VP, R&D
- Glenn Guy (40) VP, Construction Operations
- Chris Zimmer (39) VP, Data Center Operations
- Rajesh Gopinath (38) GM, Power Conversion Group

Sample customer list

Oil & Gas



Critical power users



Power Generation/ Renewable energy



AETI Global Operations



Houston, Texas



Beaumont, Texas



Bay St Louis, Mississippi

Canada
PECO Electrical, LTD

Mexico
Neotec



Keystone Heights, Florida

Ecuador
Coretrading

Venezuela
Norstat

Trinidad
Control Technology

Brazil
Five Star Services

Dubai
World Wide Power

India
Righill Electrics



M&I Electric Far East
Singapore

PT M&I Indonesia
Jakarta



BOMAY Electric Industries Co.
Xián, China

AETI is China power delivery system market leader



- BOMAY is AETI joint venture in China
 - Our Joint Venture partner is Baoji Oilfield Equipment Company (BOMCO), who is owned by China National Petroleum Company (CNPC)/Petro China
- BOMAY had 2008 revenues of \$57M
 - #1 market share in drive systems (84 systems)



M&I Electric Far East (Singapore)



- MIEFE is a Joint Venture with Oakwell Engineering
 - Founded in 1994
- Provides sales, engineering, manufacturing and service to SE Asian markets
 - Offshore drilling
 - Power generation
- Recently announced Indonesian Joint Venture



AETI Alliance Group - Brazil

- AETI announced Brazil joint venture in 2008 called AETI Alliance Group
 - Pursue growing offshore Brazilian oil & gas opportunities
- Alliance Partners
 - Lifting Group (Macaé)
 - 5 Star Services (Rio)
 - AETI
- Phased implementation
 - Phase 1: Service alliance (today)
 - Phase 2: Local manufacturing (late 2009)



AETI Solutions and Industry Leadership

Power delivery solutions

- Power distribution and control systems
- Power conversion systems
- High voltage/testing services
- E&I construction services
- American Access solutions

Industry-leadership

- Only company that can provide turnkey power distribution system responsibility
- Industry's fastest delivery times
- Complex designs for toughest applications
- Ability to meet broadest set of industry standard requirements including ABS, DNV, Lloyds, CE, IEEE, NEMA, NEC, Sira, USCG, UL, more

Custom designed switchgear



- ANSI and IEC switchgear
- Metal-clad and metal-enclosed
- Low voltage metal enclosed switchgear through 600VAC
- MV Metal-clad switchgear up to 3,000A
- MV Metal-enclosed switchgear for 600 and 1200 amp capacity through 38kV
- Arc-resistant switchgear
- MV load-break switches
- Distribution switchgear and generator control switchgear



480VAC
Generator
Control
switchgear
built for Pemex



Low Voltage Generator Control
with 12,000A Main Bus Generator
Control Switchgear for Parallel of
10 – 480VAC Generators Oxy Oil
and Gas Ecuador



Medium-voltage
metal-clad ANSI
switchgear built for
Solar Turbines



6.6KV Generator Control ANSI
switchgear built to ABS and
DNV specifications for
Diamond Offshore

Custom power control rooms

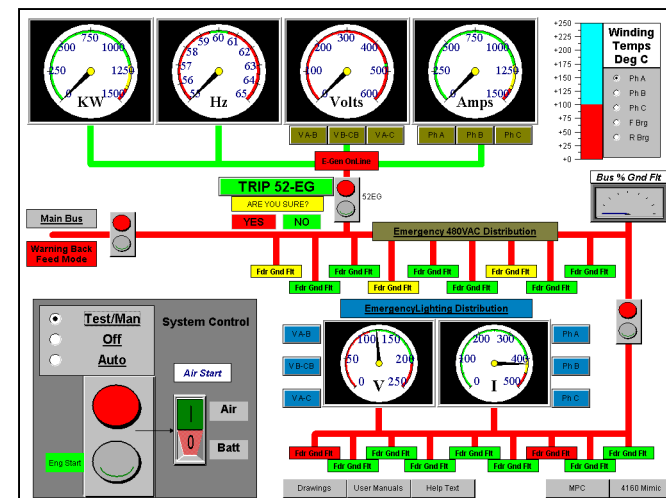
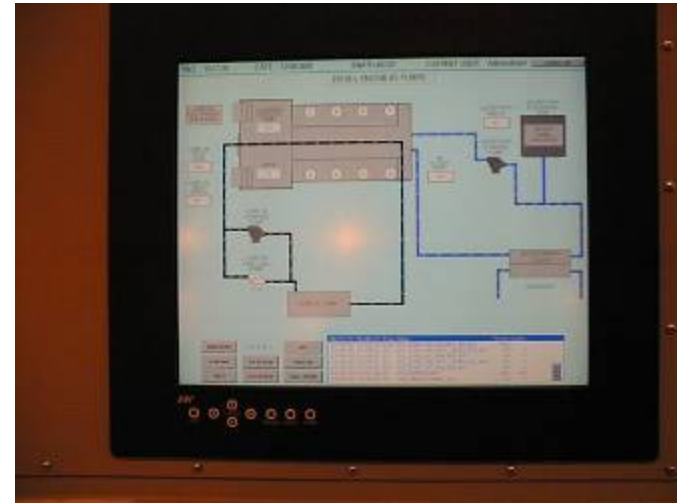


- Galvanized or stainless steel construction
- Interlocking panel and crimp-plate design
- Pressurized system
- Class 1, Div 2
- Raised computer floors
- Variety of shipping splits
- Specialized coatings
- Up to 100 ft



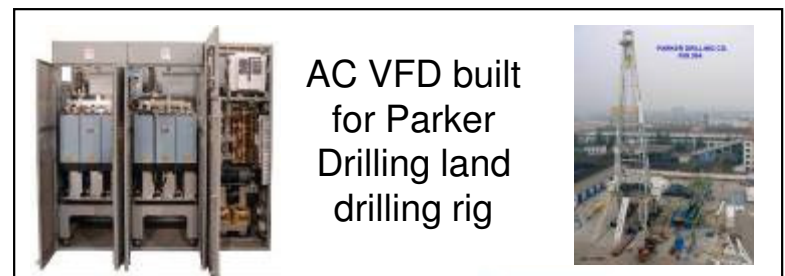
Turn-key automation/control solutions

- Custom-designed instrumentation
- SCADA systems
- Data acquisition
- RTU
- Marshalling cabinet
- PLC support includes:
 - Siemens
 - AB/Rockwell
 - Wago
- Industry solutions
 - Drilling consoles
 - Refinery systems
 - Water/wastewater
 - SCADA



Comprehensive power conversion solutions

- Low-voltage and medium-voltage drives
 - AC Liquid cooled drives (LV and MV)
 - AC air cooled drives (LV and MV)
 - Renewable energy inverters/converters
 - Digital SCR drives
 - Analog SCR drives (Hill Hayes)
 - Analog AC/DC drives
 - LV and MV soft-start drives
 - Digital Generator Control drives
 - Permanent Magnet Motor/Generator drives
- Key applications include:
 - Marine propulsion
 - Drilling system (mud-pump and top drive)
 - Wind turbines/solar inverters



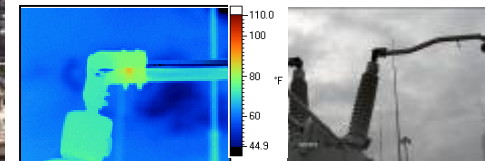
Technical field services

- Drive system start-up and commissioning
- Troubleshooting
- Warranty and post-warranty maintenance
- Global service/support



High voltage services

- Power infrastructure consulting services
 - P.M. program design
 - Short circuit and coordination studies
- Substation services
 - Protective relay testing and calibration
 - High voltage cable, breaker and transformer testing and repair
 - Infrared analysis
 - Substation preventative maintenance and repair
- Breaker retrofits, reconditioning and repair
- Switchgear mods, upgrades and repair
- Custom power engineering projects



Electrical construction

- AETI has been a full capability E&I construction contractor for 25 years
 - Power and control wiring
 - Lighting
 - Grounding
 - Cable tray
 - Instrumentation
 - Switchgear and control installation
 - Excavation, civil and structural
- Industries served:
 - Water/wastewater
 - Industrial
 - Marine
 - Heavy commercial
- Geographic coverage
 - Greater Houston
 - Texas and surrounding states



American Access Technologies



- Omega Metals group provides custom enclosures and sheet-metal fabrication to markets (including switchgear) and other industrial product segments in Southeast US



- American Access group designs and manufacturers patented electrical enclosures for data center, electronics, telecom, medical and other industrial segments

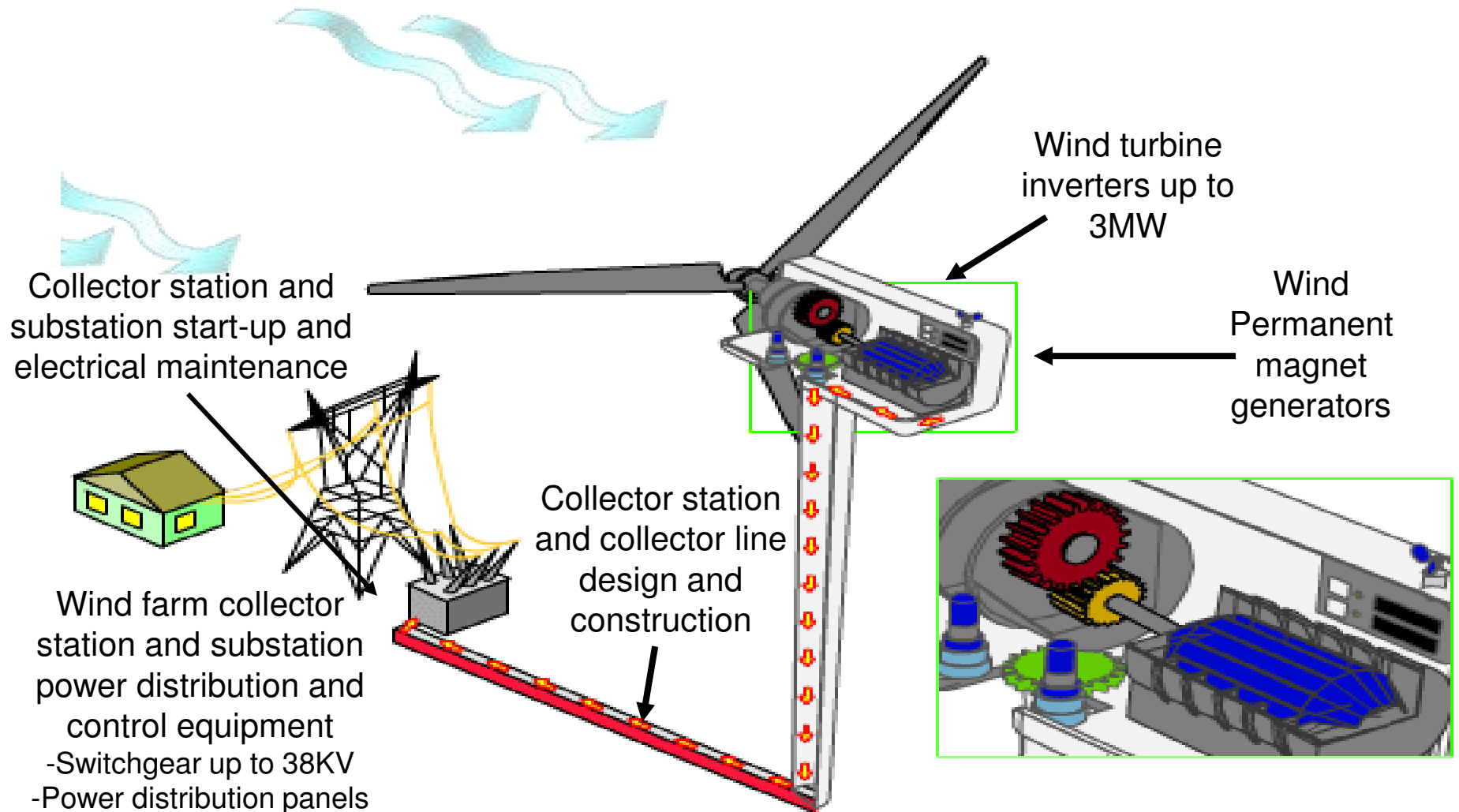


AETI Data center operations

- AETI has partnered with one of the world's largest PC companies to deliver mobile data center infrastructure
- AETI scope of supply
 - Electrical construction
 - International manufacturing
 - Project management
 - Global Field service/support



AETI Wind power solutions



Other renewable energy markets

- Offshore wind
- Solar
- Biomass/Waste-to-energy
- Wave/river power
- Geothermal

Summary

- AETI is the premium supplier of critical power infrastructure solutions to the traditional and renewable energy industries.
- We are successfully leveraging our 60+ years in traditional marine, industrial, and oil & gas markets into high-growth energy segments
 - Renewable energy
 - Data centers
- We have an exceptional set of solution offerings to deliver strong value to our customers
- We have the senior executive experience with strong, talented next generation management team in place to execute on these opportunities

Financial and Stock Information

- The 2008 American Electric Technologies, Inc. audited financial statements were filed with the SEC on Form 10-K on March 27, 2009 and are available on our website www.aeti.com.
- Our stock trades on the NASDAQ Stock Exchange under the ticker symbol AETI.
- As of August 11, 2009, AETI has 7,695,494 shares outstanding. There are approximately 1,700,00 shares in the public float.

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THANK YOU FOR YOUR TIME AND INTEREST

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