



SMA Solar Technology AG – Press Release

SMA Managing Board expects considerable earnings increase with sales of €950 million to €1,050 million in 2016 and considers the Company ideally positioned for the digitalization of the energy industry

Niestetal, January 29, 2016 – The Managing Board of SMA Solar Technology AG (SMA/FWB: S92) is forecasting a considerable increase in earnings before interest and taxes (EBIT) to between €80 million and €120 million in the current fiscal year with sales of between €950 million and €1,050 million. Other topics at today's Capital Markets Day include the market and competitive situation in the PV inverter sector and SMA's strategic focus and technological unique selling propositions.

"With our complete product and service portfolio and our international positioning, SMA can participate in further development in the energy supply sector in all market segments and regions," explained SMA Chief Executive Officer Pierre-Pascal Urbon. "The digitalization of the energy industry will give rise to new business models, for which we have already developed new technological solutions and service offers. In addition to the provision of data to improve the predictability of solar power generation and consumption, the integration of battery-storage systems is also an important topic of the future. Here, SMA has positioned itself at an early stage. With the Sunny Boy Storage, the new storage solution for high-voltage batteries such as the Tesla Powerwall, which we are presenting to the public for the first time today, we can not only benefit from the expected new installations of battery-storage systems for residential PV systems but also serve the large market of existing systems."

In 2016, the SMA Managing Board expects the global photovoltaic market to continue growing to 60 GW (2015: 51 GW). As the growth will mainly occur in the regions with the highest price pressure, the Managing Board expects a moderate increase in sales of PV inverter technology to €4.9 billion (2015: €4.7 billion). Against this backdrop, the SMA Managing Board forecasts sales of €950 million to €1,050 million for the SMA Group in 2016 (provisional sales 2015: around €1.0 billion). Through the Company's successful transformation, SMA has increased its financial and operational flexibility. The SMA Managing Board therefore expects earnings before interest and taxes (EBIT) to considerably increase to between €80 million and €120 million year on year (provisional EBIT 2015: €30 million to €33 million).

About 40 analysts, investors and members of the press from Germany and abroad are expected to attend today's Capital Markets Day. Additional information and the presentation on Capital Markets Day can be found at <http://www.sma.de/en/investor-relations/publications/presentations.html>.



About SMA

The SMA Group with anticipated sales of about €1 billion in 2015 is the global market leader for solar inverters, a key component of all PV plants, and offers innovative key technologies for future power supply structures. It is headquartered in Niestetal, near Kassel, Germany, and is represented in 20 countries. The Group employs more than 3,500 people worldwide. SMA has an extensive range of products, which offers the right inverters for all module types and plant sizes; for small residential systems as well as large-scale plants, grid-connected photovoltaic systems as well as off-grid and hybrid systems. Moreover, SMA offers system technology for various battery technologies and system sizes and collaborates with renowned battery manufacturers and companies from the automotive industry. The SMA technology is protected by about 700 patents and utility models worldwide. The range of services is supplemented by comprehensive services and operational management of large-scale PV power plants. Since 2008, the Group's parent company, SMA Solar Technology AG, has been listed on the Prime Standard of the Frankfurt Stock Exchange (S92) and is currently the only company in the solar industry that is listed in the TecDAX index.

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