



SMA Solar Technology AG—Press Release

SMA Exceeds 3 GW Solar Inverter Sales in India

Niestetal/ Mumbai, December 6, 2017 – SMA Solar Technology AG (SMA) has sold more than 1 gigawatt of solar inverters into all market segments in India in 2017. SMA inverter sales in the commercial segment have even doubled compared to last year. This corresponds to a market share of 30% in the commercial segment. In total, the installed SMA inverter base in India exceeds 3 gigawatts.

“India is one of the key markets for SMA in the Asia Pacific region. In the last 3 years, we have seen strong commitment from the Indian government driving growing market demand in the solar sector. Thanks to SMA’s wide product range catering to all market segments as well as the service network with regional presence, our inverter shipment in 2017 in India exceeds 1GW across all segments,” said John Susa, Executive Vice President Sales APAC & North America at SMA. “As a result, we are proud to announce that our total shipment of solar inverters in India has passed 3GW accumulatively.”

“We are very happy to see that our business growth not only comes from central inverters for utility-scale PV power plants but also from string inverters for the growing commercial segment. Our commercial sales have doubled compared to last year and now we have 30% market share in the commercial segment and 20% market share in the utility segment in India,” said Rakesh Khanna, Managing Director of SMA India.

SMA is strongly committed to the Indian market and opened its sales and service subsidiary in India in 2010. The subsidiary offers solar inverters, system solutions and communication solutions for solar installations as well as energy management systems and comprehensive service offerings. In addition to grid-tied PV plants of every size, the stand-alone and PV diesel hybrid solutions developed by SMA play an important role in providing electricity to remote areas without access to the utility grid as well as to industrial enterprises in areas with weak electricity supply.

About SMA

The SMA Group with sales of around €1 billion in 2016 is the global market leader for solar inverters, a key component of all PV plants. SMA offers a wide range of products and solutions that allow for high energy yields for residential and commercial PV systems and large-scale PV power plants. To increase PV self-consumption efficiently,



SMA system technology can easily be combined with different battery technologies. Intelligent energy management solutions, comprehensive services and operational management of PV power plants round off SMA's range. The company is headquartered in Niestetal, near Kassel, Germany, is represented in 20 countries and has more than 3,000 employees worldwide, including 500 working in Development. SMA's multi-award-winning technology is protected by more than 1,000 patents and utility models. 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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