



SMA Solar Technology AG – Press Release

Intersolar Europe 2016: SMA Presents Innovative System Solutions That Pay Off

Niestetal/Munich, April 25, 2016 – System Solutions that pay off. SMA Solar Technology AG (SMA) will present new system solutions for all areas of photovoltaics at this year's Intersolar Europe in Munich, June 22 to 24, 2016. The focus of this year's trade fair appearance will be the reduction of energy costs for all users – from residential systems and commercial PV systems up to large-scale PV power plants. In addition to intelligent energy management and storage solutions for optimizing self-consumption of electricity, SMA will also present trend-setting data services for the energy supply industry. The new Sunny Boy Storage will be one of the main attractions at the SMA booth. This innovative battery inverter allows high-voltage storage systems, such as the Tesla Powerwall, to be incorporated into new and existing PV systems easily and efficiently for the first time. In addition, SMA will be the first manufacturer in the large-scale PV power plant sector to present a turnkey medium-voltage solution with 5 MW inverter power for 1,500V PV power plants.

"The reconstruction of the supply structures into the decentralized and renewable energy supply of the future is currently in full swing worldwide," explained Jürgen Reinert, SMA Board Member for Operations und Technology. "Photovoltaics plays an important role here with its continuously falling costs. SMA supports its customers in this area in all power classes and fields of application with holistic system solutions for an intelligent and cost-effective use of solar energy. We will also present our new SMA Energy Services at Intersolar. In the scope of these new services, SMA provides precise generation and consumption data for optimum grid integration of photovoltaic power. This means, transmission grid operators and other actors in the energy industry can thus considerably save costs of providing reserve power and market electricity more effectively." In this regard, the company's partnership with Tigo Energy, as recently disclosed, is an important milestone. SMA will use module level monitoring with the smart module technology TS4, developed by Tigo, to expand its data services. Visitors to the SMA booth will also have the opportunity to take a look at the smart technology, which can be used both in existing and new PV systems to increase power and functionality at the module level. For example, the chip-based solution can augment partially shaded PV modules with an optimization function. As a result, the energy yield of the entire PV system can be cost-effectively increased. With previous solutions, every PV module always had to be equipped with an optimizer, whether necessary or not.

Save on electricity costs through intelligent energy management and efficient storage system integration

For private residential PV systems, SMA has also developed the Sunny Boy Storage battery inverter especially for high-voltage batteries like the Tesla Powerwall. The AC-coupled storage solution can be integrated cost-effectively, easily and flexibly into existing PV systems, or used without a PV array as it runs parallel to the PV system. This system concept



also enables integration into any system configuration, even in new installations. By means of the AC coupling of the storage system and standardized interfaces, the system can be changed flexibly at any time.

Also new is the combined solution comprising the Mercedes-Benz energy storage system and SMA's Flexible Storage System, which allows households to make themselves less reliant on electric utility companies through optimized self-consumption of PV power. The SMA solution, which has the Sunny Island battery inverter, Sunny Home Manager and SMA Energy Meter as core components, lowers users' electricity costs by seasonally adjusting battery usage and charging the battery based on forecasts.

All-in-one service included

The new Sunny Boy inverter family from SMA opens up entirely new dimensions for end users. It's completely reworked. With a new design and an ultra-modern user interface and latest in communication standards, SMA offers the Sunny Boy 5000TL in the 3.0/3.6/4.0/5.0 kW power classes. Another way customers benefit: SMA automatically takes on the job of monitoring the inverter, and informs end customers and/or the installer directly about faults and needed service.

New Sunny Tripower generation and holistic energy management for commercial systems

The new generation of Sunny Tripower inverters takes center stage when it comes to commercial PV systems. With the solutions further developed by SMA, commercial enterprises can lower their operating costs effectively through optimized self-consumption of PV power. Additional opportunities arise here through intelligent energy management, including storage integration. Visitors to the trade fair can learn more about this concept at the SMA booth.

Megawatt power for 1,500 V technology and first container solution for decentralized PV power plants

In the field of large-scale PV power plants, visitors to the SMA booth will be able to experience the combined power of two Sunny Central 2500-EV inverters, a medium-voltage transformer and a medium-voltage switchgear in a turnkey container. The Medium Voltage Power Station 5000SC-EV enables 5,000 kVA of power for the latest generation of centrally built PV power plants with 1,500V technology – and significantly reduces transport, installation and operating costs thanks to its unique power density.

SMA has also developed a new and particularly cost-efficient container solution for decentrally installed PV power plants. The company is the first supplier to launch a turnkey medium-voltage station on the market. Pre-installed in a 10-foot container, the medium-voltage station reduces project costs, allows quicker market access and increases the return on investment for project developers, system owners and investors.



Comprehensive service with SMA Operations & Maintenance

As part of the SMA Operations & Maintenance service, SMA takes on the job of complete technical operational management of large-scale PV power plants for its customers throughout the world. This comprehensive service covers both the inverters and also the medium-voltage components, modules, racks, all cabling, surrounding vegetation and the system fencing. In addition to continuous remote system monitoring, additional services such as regular maintenance, thermography scans as well as vegetation and dirt control are also offered. With these services, SMA customers benefit from optimal system operation, high profitability and maximum reliability. In this field, SMA has large-scale PV power plants with a total power of 1.4 GW under contract throughout the world. According to a study by GTM Research published in November 2015, SMA holds fourth place in the global ranking of O&M Maintenance providers.

Intersolar visitors can learn more about SMA's innovations **at the SMA booth B3.210.**

About SMA

The SMA Group with 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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