



勇于创新
ENERGY THAT CHANGES
ऊर्जा जो परिवर्तन करे
ENERGIE PRO ZMĚNU
ENERGIA DE MUDANÇA
ENERGIA PER CAMBIARE

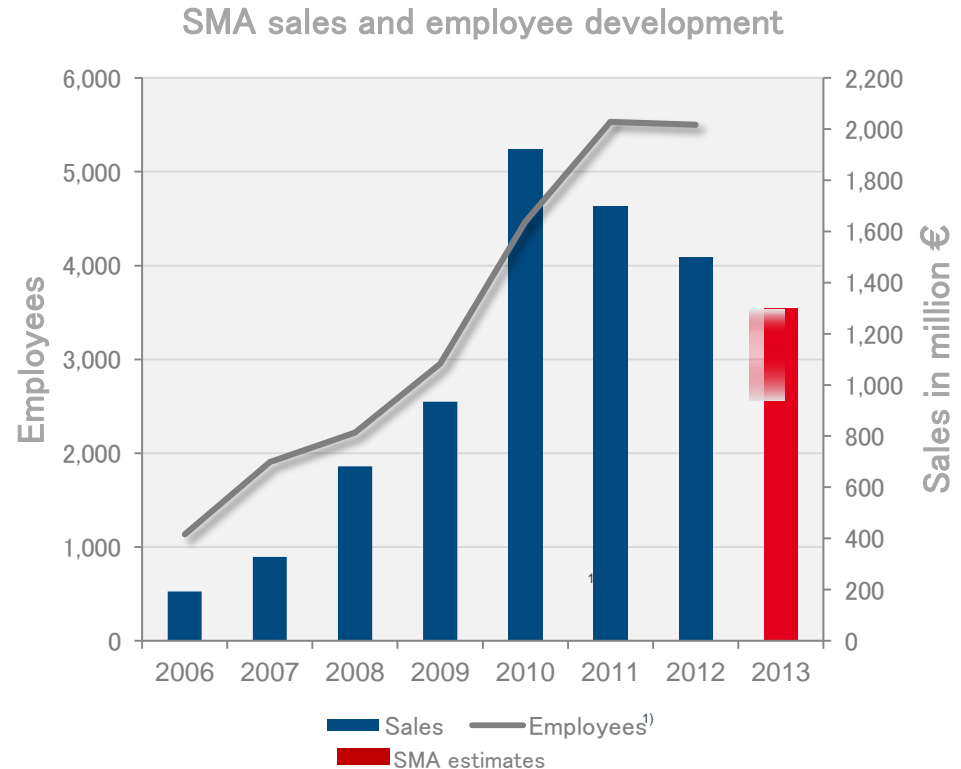
ENERGY THAT CHANGES
ENERGIE, DIE VERÄNDERT
ÉNERGIE QUI TRANSFORME
ऊर्जा जो परिवर्तन करे
ENERΓΕΙΑ ΠΟΥ ΑΛΛΑΖΕΙ
ENERGÍA PARA EL CAMBIO
세상을 바꾸는 에너지
勇于创新

30 YEARS SMA
ENERGIA PARA EL CAMBIO
دييغ لراي لرع مودالاق اطارا
ÉNERGIE QUI TRANSFORME
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SOLAR TECHNOLOGY

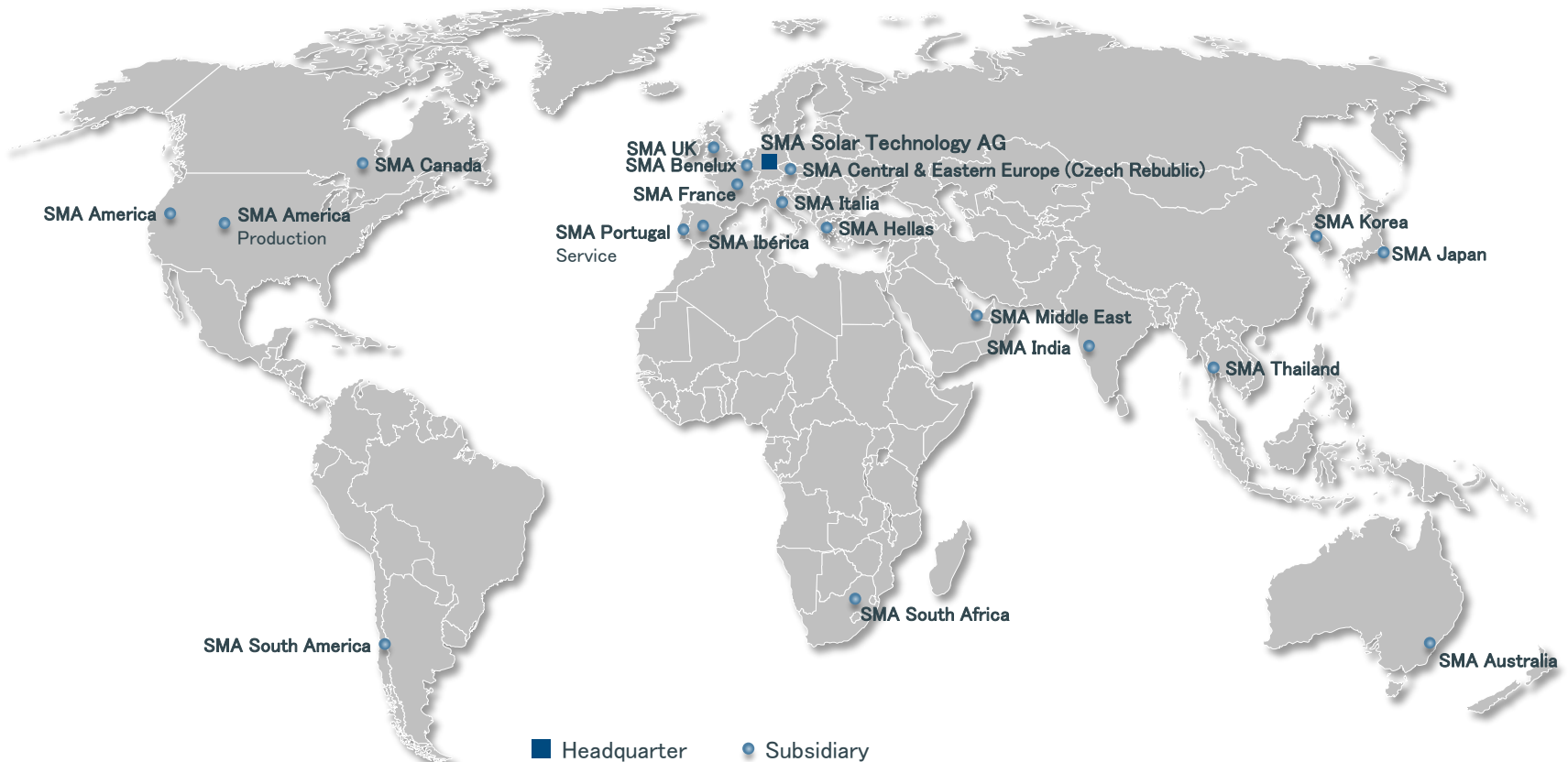
SMA is a true growth story – more than 60 % p.a. sales increase in last five years

- > Founded in 1981
- > Sales 2015 about EUR 1 billion
- > More than 3,500¹⁾ employees
- > Cum. >50GW installed worldwide
- > Represented in 20 countries* all over the globe
- > Stock-listed since 2008
- > SMA is the #1 for solar inverters for more than 2 decades



> SMA was again customers' first choice

Best coverage with more than 1300 sales and service professionals worldwide



> SMA is and will be present locally in all relevant PV-markets

Each day, over 20 MW of SMA PV inverters are installed worldwide



35 MWp, Germany



9,8 MWp, Italy



44 MWp, Thailand

Why SMA?

- › **Reliability** (Technology & Company)
- › **Bankability** of SMA¹
- › **Experience** (more than 50GW installed capacity)
- › **Trendsetting** grid management capability
- › **Financial performance** (maximum yield and reduced TCO² with inverters of SMA)

› **SMA minimizes your risk & maximizes your ROI³ and that since more than 30 years**



Thank you for your attention