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dtw is a leading manufacturer of transformers and inductors

> Family-owned business since 1991 with a good track record of organic growth
> Excellent transformers, chokes and other inductors
> Modern production facilities\(^2\) in Zabierzów, Poland, with annual output up to 800,000 units
> Industry leading quality standard and reliable processes
> Extensive R&D experience in the field of magnetics
> 530 employees, incl. temporary employees

Since 10 years dtw and SMA have been close business partners

### Key Products

![Key Products Image]

### Key Financials \(^1\)

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
<th>EBIT-Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>122</td>
<td>26.5 %</td>
</tr>
<tr>
<td>2009</td>
<td>177</td>
<td>31.5 %</td>
</tr>
<tr>
<td>2010</td>
<td>298</td>
<td>28.3 %</td>
</tr>
</tbody>
</table>

NWC \(^3\) ratio: 5.6 %, 9.3 %, 15.8 %

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1) Local GAAP; in PLN m (x-rate: 1 PLN = 0.25 EUR)
2) 7,162 m² production space
3) NWC = Net Working Capital
dtw’s products are integrated in numerous products of SMA’s Medium Power Solutions business.

- **Sunny Boy HF** 2 kW - 3 kW
- **Sunny Boy** > 5 kW
- **Sunny Mini Central** 6 kW - 11 kW
- **Sunny Tripower** 8 kW - 17 kW
- **Sunny Backup** 2 kW - 5 kW
- **Sunny Island** 2 kW - 5 kW
- **Windy Boy** 1 kW - 6 kW

Coils represent up to 1/3 of the manufacturing costs.
The acquisition allows us to harmonize the development process of mechanics, coils and power electronics

> Reduce time-to-market and cost structure through more effective coordination of development processes
> Expand coil manufacturing in Poland through quantity transfer from other suppliers
> Secure sourcing of transformers and inductors
> Set up global competence center for coils in Poland to drive development of magnetic materials which are based on new types of alloys
> Capitalize on SMA’s experience in the field of lean manufacturing

dtw paves the way to further distinguish ourselves from competitors in the future
Positive impact on EPS\(^1\) already in the first year

- Acquisition of 100% of dtw as of January 1, 2011
- Stefan Domagała, founder of dtw, will act as CEO until the end of 2011. Thereafter, he remains deeply committed to dtw and continues to support the R&D team in an advisory function
- The entire management team will stay on board and is highly motivated to bring dtw to the next level
- The purchase price of €33.5 million is paid in cash
- The goodwill amounts to approximately €28 - €30 million
- Contribution to SMA group pre-tax profit will be in the range of €20 to €25 million in 2011

\(^1\) Earning per Share

Closing is expected in July and subject to regulatory approvals
Contacts and Financial Calendar

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> Financial Calendar 2011


Visit our IR website  http://www.IR.SMA.de