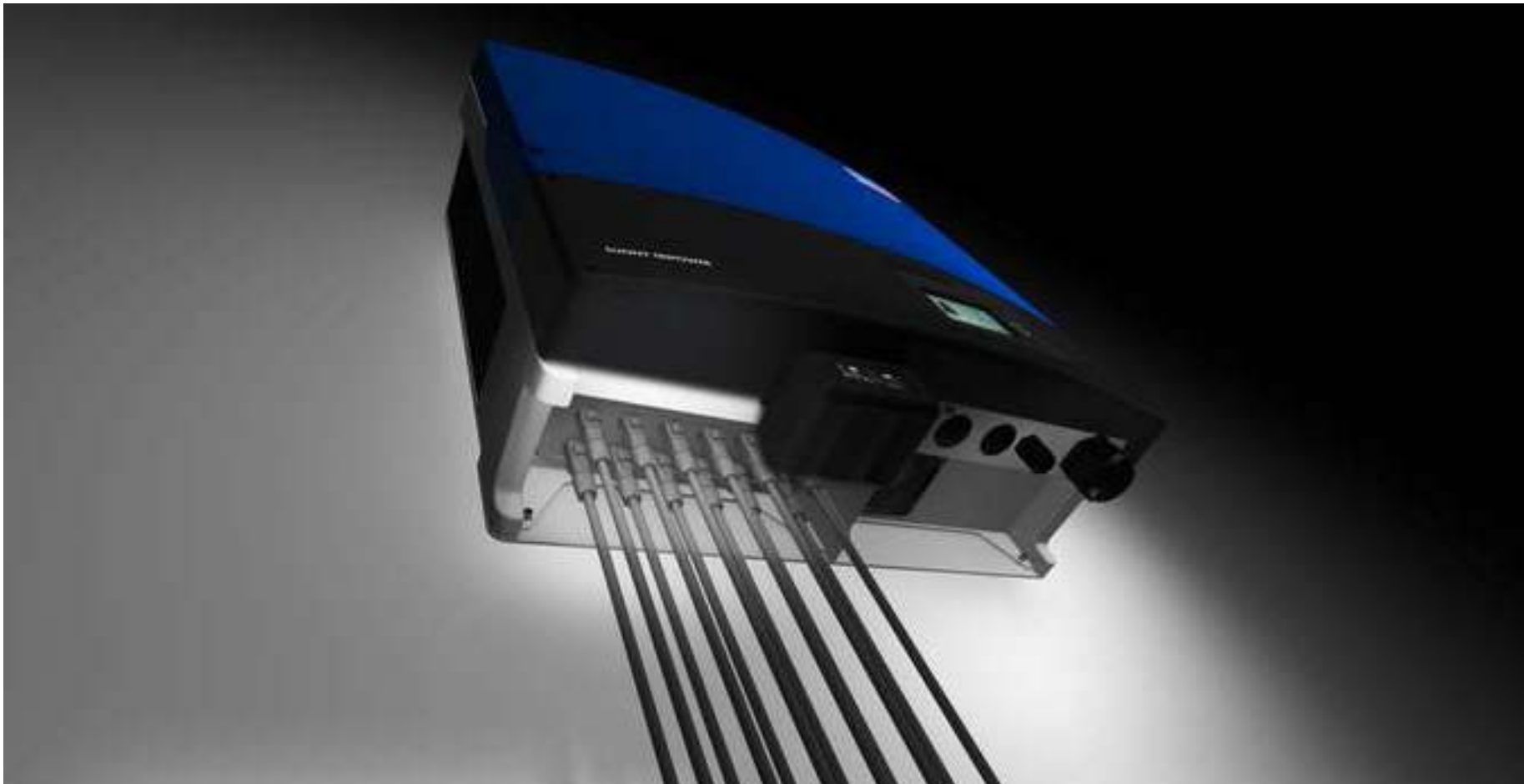


SMA Solar Technology AG
Analyst Presentation – Ad-hoc-Announcement



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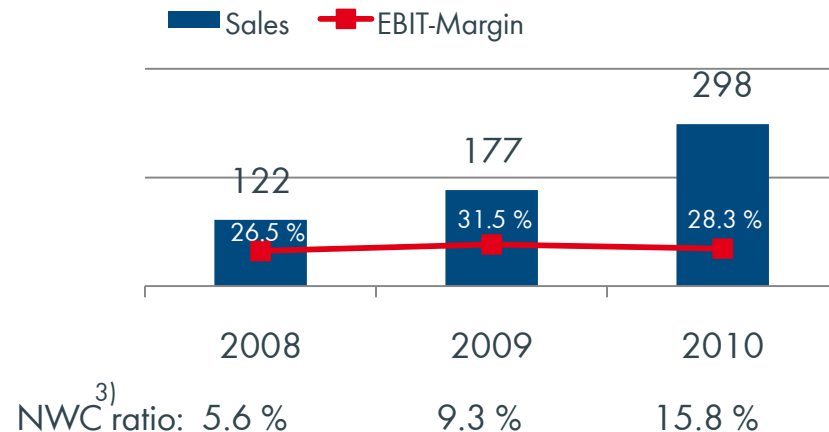
dtw is a leading manufacturer of transformers and inductors

- > Family-owned business since 1991 with a good track record of organic growth
- > Excellent transformers, chokes and other inductors
- > Modern production facilities²⁾ 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

Key Products



Key Financials ¹⁾



▶▶ Since 10 years dtw and SMA have been close business partners

dtw's products are integrated in numerous products of SMA's Medium Power Solutions business

Tailor-made
Transformers and
inductors



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 EPS¹⁾ already in the first year

- > Acquisition of 100 % of dtw as of January 1, 2011
- > Stefan Domagala, 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

▶▶ Closing is expected in July and subject to regulatory approvals

Contacts and Financial Calendar

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> Financial Calendar 2011

August 12, 2011: Publication of Half-yearly Financial Report January to June 2011

November 11, 2011: Publication of Quarterly Financial Report January to September 2011

▶▶ **Visit our IR website** <http://www.IR.SMA.de>