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**Top-Line**

- SMA generated sales of €173m (Q1/2016: 248m); in line with Q1/17 guidance.\(^1\)
- All Segments were impacted by bad weather conditions in key regions (Utility -58% Y/Y; Residential -25% Y/Y; Commercial -6% Y/Y).
- Sales declined in Americas and EMEA (-63% and -29% Y/Y), Strong sales in APAC in all segments (+45% Y/Y).

**Profitability/Bankability**

- Weak sales had a negative impact on gross margin (Q1/2017: 19%; Q1/2016: 25%).
- Accordingly, EBITDA declined to €16m (Q1/2016: €41m) despite reduced fixed costs (Depreciation/amortization of €13m in Q1/2017).
- Rock solid balance sheet structure with 50% equity ratio, > €410m net cash and €100m long-term credit facility.

**Outlook**

- Positive medium-term outlook; importance of PV is expected to increase due to low cost point and climate targets.
- Market Outlook 2017 remains unchanged: global inverter revenues to decline to €4.9bn (-6% Y/Y) because of a shrinking Chinese solar market. Global revenues w/o China are expected to be flattish in 2017; decline in traditional segments is offset by strong growth in the storage segment.
- Management confirms guidance with sales of €830m to €900m and EBITDA of €70m to €90m.
- Guidance is backed by a strong order backlog of €626m at the end of Q1/2017, thereof €232m products.
- SMA will introduce new products in 2017 and beyond to protect the gross margin.

> SMA’s management expects the second half year to be stronger than the first six months 2017.

\(^1\) Guidance Q1/2017: Sales €165-175m; EBITDA €15-18m
SMA is Rock Solid With an Equity Ratio of 50% and Net Cash + Credit Facility of >€510m

### Key Financials (in € million)

<table>
<thead>
<tr>
<th></th>
<th>Q1/16</th>
<th>Q1/17</th>
<th>Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>MW sold</td>
<td>2,075</td>
<td>1,661</td>
<td>-20%</td>
</tr>
<tr>
<td>Sales</td>
<td>248</td>
<td>173</td>
<td>-30%</td>
</tr>
<tr>
<td>Residential</td>
<td>50</td>
<td>37</td>
<td>-25%</td>
</tr>
<tr>
<td>Commercial</td>
<td>60</td>
<td>57</td>
<td>-6%</td>
</tr>
<tr>
<td>Utility</td>
<td>115</td>
<td>49</td>
<td>-58%</td>
</tr>
<tr>
<td>Service¹</td>
<td>13</td>
<td>15</td>
<td>+12%</td>
</tr>
<tr>
<td>Other Business</td>
<td>10</td>
<td>15</td>
<td>+60%</td>
</tr>
<tr>
<td>Gross margin</td>
<td>25%</td>
<td>19%</td>
<td></td>
</tr>
<tr>
<td>EBITDA</td>
<td>41</td>
<td>16</td>
<td>-61%</td>
</tr>
<tr>
<td>EBIT</td>
<td>25</td>
<td>3</td>
<td>-90%</td>
</tr>
<tr>
<td>Thereof One-Offs²</td>
<td>0</td>
<td>-1</td>
<td></td>
</tr>
<tr>
<td>Free cash flow (adj.)</td>
<td>49</td>
<td>35</td>
<td>-28%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>16</td>
<td>13</td>
<td>-18%</td>
</tr>
<tr>
<td>Capex (incl. R&amp;D)</td>
<td>7</td>
<td>7</td>
<td>0%</td>
</tr>
</tbody>
</table>

### Key Financials (in € million)

<table>
<thead>
<tr>
<th></th>
<th>2016/12/31</th>
<th>2017/03/30</th>
<th>Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net cash</td>
<td>362</td>
<td>413</td>
<td>+14%</td>
</tr>
<tr>
<td>Total assets</td>
<td>1,211</td>
<td>1,202</td>
<td>-1%</td>
</tr>
<tr>
<td>NWC ratio³</td>
<td>24%</td>
<td>22%</td>
<td></td>
</tr>
</tbody>
</table>

### 2016 vs 2017

<table>
<thead>
<tr>
<th></th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>Q1</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>234</td>
<td>227</td>
<td>238</td>
<td>173</td>
</tr>
<tr>
<td>Residential</td>
<td>53</td>
<td>43</td>
<td>33</td>
<td>37</td>
</tr>
<tr>
<td>Commercial</td>
<td>64</td>
<td>71</td>
<td>68</td>
<td>57</td>
</tr>
<tr>
<td>Utility</td>
<td>90</td>
<td>84</td>
<td>108</td>
<td>49</td>
</tr>
<tr>
<td>Service¹</td>
<td>12</td>
<td>14</td>
<td>6</td>
<td>15</td>
</tr>
<tr>
<td>Other Business</td>
<td>15</td>
<td>15</td>
<td>23</td>
<td>15</td>
</tr>
<tr>
<td>Gross margin</td>
<td>24%</td>
<td>27%</td>
<td>27%</td>
<td>19%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>30</td>
<td>37</td>
<td>34</td>
<td>16</td>
</tr>
<tr>
<td>One-Offs</td>
<td>-2</td>
<td>-9</td>
<td>-20</td>
<td>-1</td>
</tr>
</tbody>
</table>

1. External sales
2. Q1/2017 w/o the book gain from the sale of the Railway Technology business division: Impairment on working capital (neg.); thereof in COGS (€-1m)
3. NWC= inventory+trade receivables-trade payables (no advanced payments included); as of last twelve month’s sales
FLATTISH GLOBAL PHOTOVOLTAICS MARKET WITH 5 BILLION EUR SALES

SYSTEM TECHNOLOGY FOR STORAGE WILL BE THE MAIN GROWTH DRIVER UNTIL 2019

SMA HAS BEEN THE GLOBAL NUMBER 1 IN SALES FOR THE LAST 2 DECADES
The Importance of Photovoltaic Power is Expected to Increase Significantly due to Low Cost Point and Climate Targets

By 2030, new solar installations are expected to increase to c. 200 GW.

Global energy consumption is expected to increase by 2% p.a. especially due to the economic growth in emerging countries.

The replacement of fossil energy sources by renewables is expected to accelerate due to the fast reduction of consumer cost of electricity from solar and wind.

Climate targets will lead to new regulations. As a consequence, oil- and gas-fired boilers will be replaced by eco-friendly solutions.

Mandatory CO₂-emission reduction targets will increase the population of hybrid and electrical vehicles.

By 2030, PV will be the most important energy source, because power is produced where it is consumed. PV technology has still room for further cost reductions.

> In 2030, new solar installations are expected to increase to c. 200 GW.

> Global energy consumption is expected to increase by 2% p.a. especially due to the economic growth in emerging countries.

> The replacement of fossil energy sources by renewables is expected to accelerate due to the fast reduction of consumer cost of electricity from solar and wind.

> Climate targets will lead to new regulations. As a consequence, oil- and gas-fired boilers will be replaced by eco-friendly solutions.

> Mandatory CO₂-emission reduction targets will increase the population of hybrid and electrical vehicles.

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1. SMA (Solar data 2010-2020); Bloomberg New Energy Finance 2014 (data until 2015, except Solar) and BNEF NEO 2016 (2016-2030)
2. Bloomberg article on Energy Costs from January 3, 2017
3. CCGT = Combined Cycle Gas Turbine
4. Denmark will restrict the usage of oil/gas fired boilers already in 2019.
Automated Energy Management Will Become the Backbone of the Future Energy Market

### The Energy Internet

<table>
<thead>
<tr>
<th>End User</th>
<th>Energy Apps</th>
<th>IoT Cloud</th>
<th>Market Place</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private Households</td>
<td>Companies</td>
<td>Industry</td>
<td>Utilities PV/Wind</td>
</tr>
<tr>
<td>Photovoltaics</td>
<td>Storage</td>
<td>HVAC</td>
<td>E-Mobility</td>
</tr>
</tbody>
</table>

#### Impact of Advanced Analytics

> Matching of supply and demand across sectors (PV, storage, e-mobility, HVAC<sup>1</sup>, load managed appliances) is paramount to reduce overall energy costs.

> Complexity of the convergence between sectors is automatically managed by energy apps; no compromise in lifestyle or work processes.

> Leverage of cost savings across micro-grids is secured with open IoT architectures.

> Additional services will arise within the next 3-5 years, once the energy market has the same level of digitization as other industries (retail, telcos or banking) have today.

⇒ SMA will form alliances with key players to improve positioning and remove market entry barriers.

---

<sup>1</sup> Heating, ventilation & air conditioning
The Chinese Solar Market is Expected to Decline by 70% Until 2019 – International Markets are Expected to Grow by 9% p.a.

Today, utility PV plants (<10 MW) are installed for less than 1 USD per watt in the US.

1. China reduced the feed-in-tariff (FIT) by the end of June 2016 and set further FIT reduction for 2017; new national solar target set in 13th Five-Year-Plan for power released on Nov. 7th 2016 by NEA
2. w/o China
3. SMA MI Market Model Q1 2017; Res ≤10kW plants, Com >10kW to 1MW plants, Uti >1MW plants
4. Incl. ~1 GW Off-Grid installations p.a.: residential, remote and micro-grid applications
5. Incl. inverter potential for retrofit
Two Decades of Market Leadership Have a Name: 
SMA Accounts for 20% of Global PV Inverter Sales

> There is NO global inverter market. Due to the local requirements and the wide range of applications\(^1\) the inverter market is very fragmented.

> SMA is the only global player with a complete portfolio in all segments. Therefore, SMA has had the highest market share in sales for more than two decades.

> Some competitors mainly benefit from local market developments. The biggest Chinese solar inverter player only shipped inverters for $40m in the first nine months of 2016 in international markets, while domestic sales accounted for 95% of its sales.

> Some other competitors benefit from little or no competition in certain PV applications (e.g. optimizer/micro inverters).

> Some large conglomerates survived in the PV inverter business only because of cross-subsidization (e.g. with medium voltage technology).

According to IHS, quality is the most important decision factor for PV inverter technology.

\(^1\) Optimizer, Residential, commercial, utility, storage, off-grid, etc.

\(^2\) SMA: inverter revenues; competitors: SMA analysis based on financial reports of companies, public information and market research institutes; calculation based on PV inverter market w/o storage applications as of SMA market model Q1 2017
SMA has a strong global presence to ensure best customer service.

SMA is an engine of innovation and offers a complete portfolio.

SMA is a trusted business partner.
Global Presence: SMA has an Unmatched Global Infrastructure of PV Sales and Service Experts

SMA will invest in its global sales infrastructure to gain market share.

1. w/o sales deductions (2014 incl. Railway: -14 m€; 2015: -18m€; 2016: c. -13m€)
2. Cumulated installed inverters in GWac by end of 2016
3. Share excl. China; incl. China 6%
PV Know-how: SMA is an Engine of Innovation With Unmatched Competencies and Strong Alliance Partners

We have 380 employees in R&D in Germany, thereof 90 in research and 290 in development. Furthermore 90 developers in China.

Globally, SMA has been granted ca. 870 patents and utility models, c. 600 ongoing application procedures and > 800 trademarks.

More than 20 strategic partnerships, e.g. with Danfoss, Siemens, Tigo Energy, leading car manufacturers.

The PV industry is very much driven by new technologies and business models.
## Residential

**SMA POWER+ SOLUTION**

**NEW**

**SUNNY BOY SMART CONNECTED**

### Lower Costs & High Yield
Tigo Optimizers with selective deployment to reduce cost and secure high yields

### High Uptime
New service concept to secure high technical uptime
New heat management to increase lifetime

### Energy management
Better monitoring with easy integration into Sunny Portal

## Commercial

**SUNNY TRIPOWER CORE1**

**NEW**

**SUNNY TRIPOWER 75**

### Best for Roof-top
Up to 60% faster installation; 6 MPPTs to avoid MLPE

### Future Proof
Core1 is ready for SMA’s new commercial energy management and storage

### Best for Ground Mounted
Higher power class (75 kW) for small utility plants; Best from both worlds (String/Central)

## Utility

**MEDIUM POWER VOLTAGE STATION 5500**

### Turnkey Solution
Compact 12.2m (40-foot) shipping container (Inverter, Transformer, Switchgear)

### Cost-Effective
Reduced watt-specific price; Minimized transport and installation cost

### Versatile
Flexible design for all grid-voltages (1,500V / 1,000V)

SMA’s product innovations will help to improve the gross margin in 2017 and beyond

---

1. MLPE: Module Level Power Electronics
2. Available in 2. HY 2017
Storage will Become the Game Changer in the Solar Industry

STORAGE

APPLICATIONS

1. GRID SUPPORT
   - Ancillary services
   - Congestion relief (grid and generation capacity improvement)

2. INTEGRATION OF RENEWABLES
   - Ancillary services
   - PV ramp rate control
   - Energy shifting

3. INDUSTRIAL BEHIND-THE-METER
   - Peak load shaving
   - Peak/Energy shifting
   - Power Quality (reactive power supply, backup)

Any Battery Technology
- Lead Acid,
- Lithion,
- Redox Flow

Any Segments
- Residential,
- Commercial,
- Utility

Any Application
- Grid Support
- Integration
- Industrial (behind-the-meter)

Competencies in grid integration and battery technologies will become success factors
SMA generated sales of €173M; in line with Q1/17 guidance

Equity ratio of 50% and net cash increased to more than €410M

Backlog of €626M; positive book-to-bill ratio since January 2017

Full year sales & earnings guidance confirmed
APAC was a Growth Region\(^1\) while Americas and EMEA Slowed Down Impacted by Bad Weather and Price Pressure

\[\text{Group Sales (in € million)}^2\]

<table>
<thead>
<tr>
<th>Region</th>
<th>2016</th>
<th>Q1/2016</th>
<th>Q1/2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>GW</td>
<td>8.2</td>
<td>2.1</td>
<td>1.7</td>
</tr>
<tr>
<td>Americas</td>
<td>46%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>EMEA</td>
<td>30%</td>
<td>248</td>
<td>173</td>
</tr>
<tr>
<td>APAC</td>
<td>24%</td>
<td>47%</td>
<td>33%</td>
</tr>
</tbody>
</table>

Sales by Segments (in € million)

- **Residential**: Q1/2016 50, Q1/2017 37
- **Commercial**: Q1/2016 60, Q1/2017 57
- **Utility**: Q1/2016 49, Q1/2017 115
- **Service**: Q1/2016 13, Q1/2017 15
- **Other Business**: Q1/2016 10, Q1/2017 15

\(\text{Sales decline in all key segments (Utility -58% Y/Y; Residential -25% Y/Y; Commercial -6% Y/Y); Service and Other Business sales increased (+12% Y/Y; +60% Y/Y).}\)

1. Q1 2017: Sales in APAC+45% Y/Y
2. Unless otherwise stated
EBITDA of €16m includes the book gain from the sale of the Railway Technology Business Division.

Weak sales had a negative impact on EBITDA, despite reduced fixed costs.

**EBITDA (in € million)**

<table>
<thead>
<tr>
<th>Segment</th>
<th>2016</th>
<th>Q1/2016</th>
<th>Q1/2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>-21%</td>
<td>-1%</td>
<td></td>
</tr>
<tr>
<td>Commercial</td>
<td>-3%</td>
<td>3%</td>
<td></td>
</tr>
<tr>
<td>Utility</td>
<td>-6%</td>
<td></td>
<td>21%</td>
</tr>
<tr>
<td>Service</td>
<td></td>
<td>11%</td>
<td>15%</td>
</tr>
<tr>
<td>Other Business</td>
<td>-1%</td>
<td>4%</td>
<td></td>
</tr>
</tbody>
</table>

**EBIT-margin by Segments**

1. Unless otherwise stated
2. Q1/2017 (w/o the book gain from the sale of the Railway Technology business division): Impairment on working capital (neg.); thereof in COGS (€1 m)
With an Equity Ratio of 50% and Net Cash of More Than €410m SMA is Well Prepared for the Future

**Net Working Capital (in € million)**

<table>
<thead>
<tr>
<th></th>
<th>2016/12/31</th>
<th>2017/03/31</th>
<th>Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>Raw materials and consumables</td>
<td>225</td>
<td>193</td>
<td>-24%</td>
</tr>
<tr>
<td>Trade receivables</td>
<td>165</td>
<td>115</td>
<td>-22%</td>
</tr>
<tr>
<td>Unfinished goods</td>
<td>58</td>
<td>57</td>
<td>-1%</td>
</tr>
<tr>
<td>Finished goods</td>
<td>98</td>
<td>115</td>
<td>+18%</td>
</tr>
<tr>
<td>Trade payables</td>
<td>-109</td>
<td>-110</td>
<td>+1%</td>
</tr>
</tbody>
</table>

- **Dec. 31, 2016**
- **March 31, 2017**

**Group Balance Sheet, reclassified (in € million)**

<table>
<thead>
<tr>
<th></th>
<th>2016/12/31</th>
<th>2017/03/31</th>
<th>Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-current assets</td>
<td>426</td>
<td>422</td>
<td>-1%</td>
</tr>
<tr>
<td>Working capital</td>
<td>334</td>
<td>303</td>
<td>-9%</td>
</tr>
<tr>
<td>Other assets</td>
<td>66</td>
<td>42</td>
<td>-36%</td>
</tr>
<tr>
<td>Total cash</td>
<td>385</td>
<td>435</td>
<td>+13%</td>
</tr>
<tr>
<td>Shareholders’ equity</td>
<td>585</td>
<td>595</td>
<td>+2%</td>
</tr>
<tr>
<td>Provisions</td>
<td>177</td>
<td>171</td>
<td>-3%</td>
</tr>
<tr>
<td>Trade payables</td>
<td>109</td>
<td>110</td>
<td>+1%</td>
</tr>
<tr>
<td>Financial liabilities</td>
<td>23</td>
<td>22</td>
<td>-4%</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>317</td>
<td>304</td>
<td>-11%</td>
</tr>
<tr>
<td>Total</td>
<td>1,211</td>
<td>1,202</td>
<td>-1%</td>
</tr>
</tbody>
</table>

- **The net working capital ratio was at the lower end of the guidance range of 22% and 25% of sales.**

1. NWC= inventory+trade receivables-trade payables (no advanced payments included); As of last twelve months sales
2. Not interest-bearing
3. Incl. not-interest-bearing derivatives: €13m (2016: €18m)
SMA Generates a Positive Free Cash Flow Despite Drop in Demand

<table>
<thead>
<tr>
<th>Cash Flow (in € million)</th>
<th>Q1/2016</th>
<th>Q1/2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Income</td>
<td>19</td>
<td>6</td>
</tr>
<tr>
<td>Gross Cash Flow</td>
<td>38</td>
<td>11</td>
</tr>
<tr>
<td>Cash Flow from Operating Activities</td>
<td>56</td>
<td>42</td>
</tr>
<tr>
<td>Net Capex&lt;sup&gt;1&lt;/sup&gt;</td>
<td>-7</td>
<td>-7</td>
</tr>
<tr>
<td><strong>Free Cash Flow (Adj.)</strong></td>
<td>49</td>
<td>35</td>
</tr>
<tr>
<td>Net Investments from Securities and Other Financial Assets</td>
<td>-19</td>
<td>-6</td>
</tr>
<tr>
<td>Cash inflow from divestments</td>
<td>0</td>
<td>17</td>
</tr>
<tr>
<td><strong>Free Cash Flow (IFRS)</strong></td>
<td>30</td>
<td>46</td>
</tr>
</tbody>
</table>

SMA’s business is not capital intense; therefore, SMA offers an attractive cash flow profile.

<sup>1</sup> Thereof R&D capitalization Q1/2017: €4m (Q1/2016: €5m)
SMA has a Strong Order Backlog; Order Backlog for Products Increased by 60% since End of January

Strong book-to-bill ratio of 1.4 in Q1/2017 backs up Management’s expectation that H2/2017 will see higher sales volumes.

1. As of March 31, 2017
2. W/o Service
3. Order backlog in Service will be recognized over a period of 5 to 10 years
Managing Board Confirms Guidance for 2017

With cost-optimized products and the development of its solution business, SMA expects to increase profitability from 2018 onwards.

**Guidance 2017 (€million)**

<table>
<thead>
<tr>
<th>GW</th>
<th>Depreciation/ Amortization</th>
</tr>
</thead>
<tbody>
<tr>
<td>8.2</td>
<td>77</td>
</tr>
<tr>
<td>830-900</td>
<td>60-70</td>
</tr>
</tbody>
</table>

**Comments on Guidance 2017**

- SMA expects sales of €830m to €900m in fiscal year 2017.
- EBITDA is expected to reach €70m to €90m.
- Price pressure will remain high in all segments and regions.
- Net working capital ratio will be between 22% and 25% of sales.
- SMA plans to invest about €50m.
- Divestment of SMA Railway Technology GmbH was completed in Q1.
Investment Highlights: Attractive Investment Opportunity

- Direct exposure to the global solar market
- SMA has been the #1 for solar inverters for more than 2 decades
- Proven technology and new solutions for the energy Internet
- Flexible business model and best-cost sourcing strategy
- Powerful sales and service infrastructure
- Bankable partner due to high equity ratio, net cash position and credit facility
- Stable shareholder structure with Danfoss as strategic anchor investor
- Experienced management team with proven track record
Contacts and Financial Calendar

Investor Relations Contact:

Pierre-Pascal Urbon  CEO
Stephanie Peschinger  Investor Relations
E-Mail:  IR@SMA.de

Financial Calender:

June 21, 2017  dbAccess Berlin Conference
                      Analyst Conference Call: 09:00am (CET)
September 21, 2017  Roadshow Edinburgh

Visit our IR website http://www.ir.sma.de