IMPORTANT LEGAL NOTICE

This presentation does not constitute or form part of, and should not be construed as, an offer or invitation to subscribe for, underwrite or otherwise acquire, any securities of SMA Solar Technology AG (the "Company") or any present or future subsidiary of the Company (together with the Company, the "SMA Group") nor should it or any part of it form the basis of, or be relied upon in connection with, any contract to purchase or subscribe for any securities in the Company or any member of the SMA Group or commitment whatsoever.

All information contained herein has been carefully prepared. Nevertheless, we do not guarantee its accuracy or completeness and nothing herein shall be construed to be a representation of such guarantee. The Company shall assume no liability for errors contained in this document, unless damages are caused intentionally or through gross negligence by the Company. Furthermore, the Company shall assume no liability for effects of activities that evolve from the basis of data and information provided by this presentation.

The information contained in this presentation is subject to amendment, revision and updating, which does not underlie any prior announcement by the Company. Certain statements contained in this presentation may be statements of future expectations and other forward-looking statements that are based on the management's current views and assumptions and involve known and unknown risks and uncertainties. Actual results, performance or events may differ materially from those in such statements as a result of, among others, factors, changing business or other market conditions and the prospects for growth anticipated by the management of the Company. These and other factors could adversely affect the outcome and financial effects of the plans and events described herein. The Company does not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward-looking statements which speak only as of the date of this presentation.

This presentation is for information purposes only and may not be further distributed or passed on to any party which is not the addressee of this presentation solely after prior consent of the Company. No part of this presentation must be copied, reproduced or cited by the addressees hereof other than for the purpose for which it has been provided to the addressee. The content of this presentation, meaning all texts, pictures and sounds, are protected by copyright. The contained information of the presentation is property of the Company.

This document is not an offer of securities for sale in the United States of America. Securities may not be offered or sold in the United States of America absent registration or an exemption from registration under the U.S. Securities Act of 1933 as amended.
13th Capital Markets Day - Agenda

1. Highlights 2020
   Ulrich Hadding

2. Market Outlook
   Ulrich Hadding

3. Positioning of SMA
   Dr. Jürgen Reinert

4. Financials & Guidance
   Ulrich Hadding

5. Specialist Presentation: E-Mobility
   Lisa Spangenberg
Highlights 2020

Presented by Ulrich Hadding
Despite the substantial challenges posed by the global COVID-19 pandemic, SMA has increased sales and earnings again and achieved its guidance 2020.

**>100 GW threshold exceeded**

With a total of 14.4 GW, SMA has increased inverter output sold by 26% despite the COVID-19 pandemic in 2020. This brings the accumulated inverter output ever sold by SMA to >100 GW.

**Market leadership in Australia strengthened**

SMA has signed contracts for the delivery of system solutions for PV power plants with a total of 1.6 GW in Australia. To date, SMA has a share of approx. 65 percent of the 6.5 GW central inverter capacity committed or already commissioned overall in Australia.

**U.S. large-scale sales significantly increased**

SMA has significantly increased sales and regained market shares in the U.S. utility segment. Among the highlights here was the delivery of 98 Sunny Central Storage inverters to the world’s largest battery storage project.
Market Outlook

Presented by Ulrich Hadding
Global PV installations expected to grow by 9% p.a. until 2023, mainly driven by EMEA and Americas regions

**Core business: PV installations**

![Core business: PV installations diagram](image)

- Despite Corona crisis, a surge in installations in China, the USA and Vietnam led to 137 GW of new PV installations in 2020 (+23% compared to 2019).
- Major countries in Americas covering more than 80% of new PV installations in this region over the next three years will be USA, Brazil and Chile.
- China’s target to be carbon neutral by 2060 will expedite renewables deployment, particularly PV, over the next years.
- After a small dip in 2021, APAC region will see growth led by Japan, Australia and India.
- EMEA region will see a good growth led by France, Germany, Netherlands and Spain.

---

1. SMA Market Model Q1-2021, new PV installations, Res ≤10kW plants, Com 10kW-1MW plants, Ut >1MW plants
2. APAC excl. China
Growing PV installation volumes with changes in country and product mix will see slight increase in investments until 2023

- Investments in PV system technology will slightly increase despite strong annual increase in new installations and growing repowering potential of existing plants.
- SMA expects further moderate price decrease in residential and commercial segments until 2023.
- In the Utility segment, the comparatively higher price pressure is expected to continue due to competitive tenders.

**PV inverter revenue**

<table>
<thead>
<tr>
<th>SEGMENTS</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Utility</td>
<td>1.3</td>
<td>1.3</td>
<td>1.3</td>
<td>1.3</td>
<td>2.3</td>
</tr>
<tr>
<td>Commercial</td>
<td>1.5</td>
<td>1.6</td>
<td>1.6</td>
<td>1.7</td>
<td>1.8</td>
</tr>
<tr>
<td>Residential</td>
<td>1.4</td>
<td>1.4</td>
<td>1.5</td>
<td>1.6</td>
<td>1.7</td>
</tr>
</tbody>
</table>

**REGIONs in bn€**

<table>
<thead>
<tr>
<th>REGION</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>0.8</td>
<td>1.2</td>
<td>1.3</td>
<td>1.3</td>
<td>1.3</td>
</tr>
<tr>
<td>APAC</td>
<td>1.7</td>
<td>1.8</td>
<td>1.5</td>
<td>1.6</td>
<td>1.7</td>
</tr>
<tr>
<td>AMER</td>
<td>1.0</td>
<td>1.1</td>
<td>1.2</td>
<td>1.2</td>
<td>1.2</td>
</tr>
<tr>
<td>EMEA</td>
<td>1.4</td>
<td>1.4</td>
<td>1.5</td>
<td>1.6</td>
<td>1.6</td>
</tr>
</tbody>
</table>

1. SMA Market Model Q1-2021, incl. PV inverters for new and repowered installations, Res ≤10kW plants, Com 10kW-1MW plants, Uti >1MW plants
2. APAC excl. China
Market for battery storage inverters and digital energy solutions is growing rapidly

### Market outlook by sector for market addressable by SMA

<table>
<thead>
<tr>
<th>Year</th>
<th>Battery storage inverters</th>
<th>Digital energy</th>
<th>O&amp;M services</th>
<th>PV inverter business</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>6.0</td>
<td>0.4</td>
<td>0.8</td>
<td>0.7</td>
</tr>
<tr>
<td>2020</td>
<td>6.7</td>
<td>0.7</td>
<td>1.4</td>
<td>1.9</td>
</tr>
<tr>
<td>2021</td>
<td>7.3</td>
<td>0.4</td>
<td>1.9</td>
<td>2.3</td>
</tr>
<tr>
<td>2022</td>
<td>7.9</td>
<td>0.4</td>
<td>2.3</td>
<td>2.6</td>
</tr>
<tr>
<td>2023</td>
<td>8.6</td>
<td>0.4</td>
<td>2.3</td>
<td>2.6</td>
</tr>
</tbody>
</table>

- The traditional PV inverter market outside of China will increase slightly over the next years. Digital solutions and battery storage are attractive additional value pools seeing strong growth.
- PV inverters will serve as the backbone for smart grid solutions connecting the components and collecting data.
- Digital energy solutions gain importance for both homes and businesses, e.g. energy services for residential houses, food and non-food retail.
- O&M services remain important with continuously declining equipment prices and are key for sustainable PV investments.
PV is key for a cost-effective, secure and sustainable energy generation

• Digitalization accelerates the transition towards a decentralized energy supply system based on renewable energies.

• With the electrification of additional sectors, electricity is expected to become the main energy source, contributing almost 50% to final consumption in 2050. This means gross electricity consumption would more than double.

• PV will become the preferred energy source in the decentralized, digital energy supply system of tomorrow. This will lead to records in installations year over year.

Long-term global market development

PV installations in GWdc

Net Zero Emissions by 2050 scenario – growth of 14% p.a. to 500 GW in 2030

Sustainable Development scenario – growth of 8% p.a. to 300 GW in 2030

Current developments provide bright perspectives for PV

**Higher EU climate target**
The EU accelerated its 2030 emission reduction target from 40% to 55%. To achieve this, EU member states will have to massively increase their renewable energy capacities.

**New U.S. administration**
The new U.S. administration has a strong climate agenda. This provides excellent perspectives for the U.S. PV market.

**“Green” recovery programs**
National and supranational administrations around the world have initiated Corona recovery programs with a focus on the sustainable transformation of the economy.

**Supportive regulation in key markets**
The U.S. Congress extended the Solar ITC to 2023. In Germany, the 52 GW cap on solar subsidies has been removed.
Positioning of SMA

Presented by Dr. Jürgen Reinert
In 2020, SMA management has sharpened and focussed the company strategy.

The company’s further development into a provider of systems and solutions remains at the core of the SMA Strategy 2025. Our strategic goals form the basis for our future success:

- Closer to our customers
- Stability through profitability
- Integrated sustainability
- Shaping the future through innovation
- Strong partnerships

SMA is leveraging its unique systems expertise to develop complete, sustainable and future-proof solutions with high customer benefits in close collaboration with strong partners and to tap into new business fields.
SMA’s goal is to combine long-term business success with environmental protection and social responsibility

“The risk that companies will talk up ESG factors in financial statements means that investors need to be conducting research into the credibility of corporations’ claims. But just because a project or company is cleantech doesn’t mean that it automatically meets ESG criteria.”

Forbes.com

This is why sustainability is not only at the center of SMA’s strategic goals – we have also defined clear and measurable KPIs for our sustainability performance on a company and product level.

We clearly show SMA’s sustainability performance – both on the basis of many individual key performance indicators and in the overall view of the interaction of all factors based on an overarching sustainability key figure.

---


SMA Solar Technology
We live sustainability in all areas of the company

SMA is committed to international standards, ...
We have signed the UN Global Compact and respect the “Business Principles for Countering Bribery” of Transparency International.

... zero emission goals, ...
Energy supply at SMA headquarters is already CO₂-neutral. We will join the Carbon Disclosure Project¹ in 2021, enforce our efforts to become CO₂-neutral on a global base, and report even more transparently.

... high ESG rating performance ...
Our ESG engagement and reporting have resulted in an AA ESG Rating by MSCI and a Prime Status Rating by ISS ESG.

... and eco labeling.
SMA supports the EU initiative to develop a uniform eco-design directive and energy efficiency labeling for PV systems.

¹. www.cdp.net
Our unique system expertise enables SMA to develop an all-in-one solution to decisively differentiate from our competitors

SMA offering for home and business applications

Yesterday

PV inverters + battery inverters

Today

Software + Service Products + PV inverters + battery inverters + EV chargers

Tomorrow

Customized all-in-one solution for PV and battery management, EV charging, energy management and energy market integration

› We will offer our customers an all-in-one solution customized to their individual needs that removes system complexity.
SMA core business – SMA Energy Systems for all customer groups

Home Solutions
The SMA Energy System Home enables private households to generate, store and manage solar energy.

Business Solutions
With the SMA Energy System Business, companies can substantially reduce their energy bills.

Large Scale & Project Solutions
The SMA Energy System Large Scale secures future-proof investments for project developers, investors and PV system operators.
EV charging becomes an integral part of SMA’s offering

› SMA combines the competencies of different entities to offer holistic solutions based on the open ennexOS platform.

EV charging for businesses and fleets
Products, planning, installation and servicing of/for company charging infrastructure

Energy management and services
E.g. managed reduction of peak load to reduce costs of energy and investments

EV charging solution at home
The SMA EV charger enables fast, reliable and cost-effective charging with maximum use of solar power.
O&M business develops successfully and provides for steady income

SMA offers comprehensive Operation & Maintenance Services for PV power plants and battery storage projects, covering all inverter brands and all parts of the plant.

- Major mandates won in the U.S. and EMEA in 2020; organic growth by >20%
- Total assets of 4.8 GW under management
- This will make SMA #5 of the top global providers in 2020\(^1\)
- Addressable Market size of 400 million Euros expected for 2021\(^2\)

---

\(^1\) Wood Mackenzie 2019 Global PV Operations & Maintenance Report + SMA estimates
\(^2\) Total addressable market of PV power plants that are not yet or no longer under contract, selected countries addressable by SMA; SMA estimates
Power-to-Gas – Market potential has become serious

- Green hydrogen will become a major clean energy carrier in a world struggling to limit global warming.
- The market is now being driven by serious political will and substantial funding.
- We will see a high growth dynamic with a comparably low installed base through 2025 but significant volume growth after that.

Source: Kearney Energy Transition Institute Analysis, NEL

European Electrolyzer Market (cumulative installed capacity in GW) / Source IHS, Nov. 2020
Power-to-Gas for SMA is not the “latest fashion”, but rather a consistent enhancement of our strategy

SMA is well positioned to participate in this new upcoming growth market, as

• additional renewable capacities are required for the envisaged increase of green hydrogen production, and
• our offering will be vital to optimize electrolyzer performance & functionality.

Both factors will contribute to the optimization of green hydrogen production and thereby increase its economic feasibility.
SMA is perfectly positioned to profit from long-term megatrends

**Annual PV Capacity Additions**

by scenario

<table>
<thead>
<tr>
<th>Scenario</th>
<th>Capacity (GWd)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>137</td>
</tr>
<tr>
<td>2025p</td>
<td>200-225</td>
</tr>
<tr>
<td>2030p</td>
<td>300-500</td>
</tr>
</tbody>
</table>

Zero carbon policies, electrification of additional sectors and strong growth in primary energy demand drive expansion of PV capacity.

**Cumulative Global Storage Power**

High share of renewables results in increased volatility and requires capacity balancing and optimization through battery and hydrogen storage systems.

**Annual Electric Vehicle Sales**

The annual electric vehicle market is expected to grow tenfold until 2030. Correspondingly, the expected average year-on-year growth rate for the EV charger market is at more than 30%.

2. Bloomberg Energy Storage Outlook 2019; small and utility scale batteries, IHS, Nov. 2020
3. IEA Global EV Outlook 2020; EV-Volumes.com
Financials & Guidance

Presented by Ulrich Hadding
Sales grew by 12% and profitability improved significantly in 2020

### Preliminary key financials (in €m)

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020e</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>MW sold</td>
<td>11,409</td>
<td>14,416</td>
<td>26%</td>
</tr>
<tr>
<td>Sales</td>
<td>915</td>
<td>1027</td>
<td>12%</td>
</tr>
<tr>
<td>Home Solutions</td>
<td>240</td>
<td>264</td>
<td>10%</td>
</tr>
<tr>
<td>Business Solutions</td>
<td>296</td>
<td>293</td>
<td>-1%</td>
</tr>
<tr>
<td>Large Scale &amp; Project Solutions</td>
<td>379</td>
<td>470</td>
<td>24%</td>
</tr>
<tr>
<td>Gross margin</td>
<td>18%</td>
<td>16%</td>
<td></td>
</tr>
<tr>
<td>EBITDA</td>
<td>34</td>
<td>72</td>
<td>109%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>46</td>
<td>44</td>
<td>-5%</td>
</tr>
<tr>
<td>EBIT</td>
<td>-12</td>
<td>28</td>
<td>n.m.</td>
</tr>
<tr>
<td>Net result</td>
<td>-9</td>
<td>28</td>
<td>n.m.</td>
</tr>
<tr>
<td>Net cash</td>
<td>303</td>
<td>226</td>
<td>-25%</td>
</tr>
<tr>
<td>Net CapEx (incl. R&amp;D)</td>
<td>28</td>
<td>39</td>
<td>41%</td>
</tr>
</tbody>
</table>

### Comments

- 2020 Sales increased by 12% with strong growth in the Home Solutions and Large Scale & Project Solutions segments. Business Solutions sales decreased slightly due to price decline and postponed investments in key markets as a result of the COVID-19 crisis.
- Gross margin was below 2019 level due to one-time effects in Q4 2020.
- EBITDA improved significantly in 2020 driven by higher sales and improvements in our product portfolio. Our profitability was impacted by positive and negative one-time effects in Q4 2020.

<table>
<thead>
<tr>
<th></th>
<th>2020e</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>288</td>
</tr>
<tr>
<td></td>
<td>226</td>
</tr>
<tr>
<td></td>
<td>259</td>
</tr>
<tr>
<td></td>
<td>254</td>
</tr>
<tr>
<td>Gross margin²</td>
<td>17%</td>
</tr>
<tr>
<td></td>
<td>22%</td>
</tr>
<tr>
<td></td>
<td>20%</td>
</tr>
<tr>
<td></td>
<td>7%</td>
</tr>
</tbody>
</table>
### Preliminary group balance sheet (in €m)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-current assets²</td>
<td>299</td>
<td>329</td>
<td>10%</td>
</tr>
<tr>
<td>Working capital</td>
<td>425</td>
<td>377</td>
<td>-11%</td>
</tr>
<tr>
<td>Other assets</td>
<td>65</td>
<td>108</td>
<td>65%</td>
</tr>
<tr>
<td>Total cash</td>
<td>318</td>
<td>237</td>
<td>-25%</td>
</tr>
<tr>
<td>Shareholder’s equity</td>
<td>417</td>
<td>439</td>
<td>5%</td>
</tr>
<tr>
<td>Provisions³</td>
<td>153</td>
<td>167</td>
<td>8%</td>
</tr>
<tr>
<td>Trade payables</td>
<td>175</td>
<td>144</td>
<td>-18%</td>
</tr>
<tr>
<td>Financial liabilities⁴</td>
<td>15</td>
<td>11</td>
<td>-23%</td>
</tr>
<tr>
<td>Other liabilities²,³</td>
<td>347</td>
<td>290</td>
<td>-17%</td>
</tr>
<tr>
<td>TOTAL</td>
<td>1,107</td>
<td>1,051</td>
<td>-5%</td>
</tr>
</tbody>
</table>

1. Preliminary figures
2. Including IFRS16 (financial leases)
3. Not interest-bearing
4. w/o not interest-bearing derivatives and IFRS16 Leasing: €29.7m (2019: €19.7m)

### Preliminary cash flow (in €m)

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020e</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net income</td>
<td>-9</td>
<td>28</td>
</tr>
<tr>
<td>Gross cash flow</td>
<td>31</td>
<td>76</td>
</tr>
<tr>
<td>Cash flow from operating activities</td>
<td>-1</td>
<td>-31</td>
</tr>
<tr>
<td>Net capex</td>
<td>-28</td>
<td>-39</td>
</tr>
<tr>
<td>Free cash flow (Adj.)</td>
<td>-29</td>
<td>-70</td>
</tr>
<tr>
<td>Cash inflow from divestitures</td>
<td>0</td>
<td>2</td>
</tr>
<tr>
<td>Net investments from securities and other financial assets</td>
<td>111</td>
<td>0</td>
</tr>
<tr>
<td>Free cash flow (IFRS)</td>
<td>82</td>
<td>-68</td>
</tr>
</tbody>
</table>

25

Strong EBITDA drives strong gross cash flow in 2020
Order backlog for products remained on a high level with €386m at the end of 2020.

Order backlog by segment (in €m) and region (in %)

Total order backlog: €855m (Dec. 31st, 2020)

- Large Scale & Project Solutions\(^1\)
- Business Solutions\(^1\)
- Home Solutions\(^1\)
- Service\(^2\)

Product order backlog by regions (in %)

- Americas
- EMEA
- APAC

Order backlog development (in €m)

<table>
<thead>
<tr>
<th>Date</th>
<th>Products</th>
<th>Service</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>12/31/2019</td>
<td>371</td>
<td>22%</td>
<td>395</td>
</tr>
<tr>
<td>03/31/2020</td>
<td>421</td>
<td>44%</td>
<td>376</td>
</tr>
<tr>
<td>06/30/2020</td>
<td>439</td>
<td>34%</td>
<td>321</td>
</tr>
<tr>
<td>09/30/2020</td>
<td>460</td>
<td></td>
<td>332</td>
</tr>
<tr>
<td>12/31/2020</td>
<td>469</td>
<td></td>
<td>386</td>
</tr>
</tbody>
</table>

Product order backlog at end of 2020 secures approx. 35% of 2020 annual sales guidance.

1. w/o „Service“
2. Order backlog attributable to the former segment „Service“, which will be recognized over a period of 5 to 10 years.
Management expects continued sales and profitability growth for 2021

**Guidance 2021 (in €m)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
<th>EBITDA</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>1,027€</td>
<td>72€</td>
</tr>
<tr>
<td>2021e</td>
<td>1,075€</td>
<td>75€</td>
</tr>
</tbody>
</table>

**Management comments**

- In 2021, management expects sales growth in all three segments.
- SMA strives to increase market share in all key markets.
- 2020 order intake of nearly 1,2 billion Euros and high level of product order backlog at beginning of 2021 help secure our sales guidance.
- Price pressure is expected to continue for all segments in 2021.
- Continuous improvement of our product portfolio and cost savings initiatives will drive sustained profitability in 2021.
Specialist Presentation
E-Mobility

Presented by Lisa Spangenberg, Product Manager
E-Mobility has entered mainstream in 2020

37.6% of Germans opt for an electric vehicle for environmental reasons\(^1\)

The number of EVs in the EU is expected to increase by factor 10 within the next 5 years.

In September 2020, electric vehicles accounted for \(\frac{1}{4}\) of all new registrations despite COVID-19-related market decline of 29% in EU.

Reduction of the charging costs by \(\frac{2}{3}\) by using the self-generated PV electricity.
SMA EV Charger

Refuel with solar power

- Maximum utilization of solar energy
- Economical charging
- Increased security
- Deep system integration
- Fast & automated service
- Everything from a single source
Why the SMA EV Charger is one of our most successful products after just a few months

- Strong initial demand, boosted by several incentives
- Cross-selling for SMA system components
- Simultaneous addressing of new and existing installations
- Dedicated production line to significantly boost capacity
- Green electricity tariff complements holistic system offering
Product innovations – Positioning SMA as the leading premium home charging provider for solar applications

Detection of major trends
Joining the emotions and desire of the automotive sector with sustainability and cost savings

Seamless system integration
The perfect fit to the SMA Energy System; enabling installers to sell the most exciting story to date

Focus on User Experience
Direct customer interaction via SMA Energy App for more brand visibility with end-customers

Outstanding product
Class-leading feature-set benefitting both the installer and the end customer

The perfect way to exemplify the value of the SMA Energy System Home and cement SMA as leading premium solution provider
EV charging competencies within the group as enabler for a holistic system offering

Utilizing SMA Group synergies

Holistic system offering

- Service Products
- Software & Managed Services
- Components & Systems
New EV-centric opportunities strengthen SMA’s end-customer access and increase reach of components

**New sales channels/ partners**
Increase the reach of SMA component and solutions business, as well as significantly strengthening end-customer access for future business opportunities.

**Up-selling with e-products**
Successful launch of the digital product upgrade via the SMA eShop, building on the modular nature of the ennexOS platform.

**Pure digital services**
Use of monitoring, forecast and control APIs for 3rd party smart charging applications without hardware in the loop.

---

1. Application Programming Interface
Future developments match SMA key competencies

**Bi-directional charging**
Significant boost the attractiveness of the SMA Energy System through V2H and V2G applications in Home and Business segment.

**Government incentives**
Covid-19 economic aid with a focus on sustainability, reducing CO₂ emissions and expanding renewable energies including charging infrastructure.

**DC charging**
Aligns perfectly with our main competences and core inverter business.

**Intelligent charging infrastructure**
The increasing share of volatile energy generation promotes the need for intelligent charging infrastructure to maintain stability and reduce costs.
Backup
Managing Board and shareholder structure

Managing Board

Dr. Jürgen Reinert, CEO
Sales & Service, Technology, Operations, Business Units

Ulrich Hadding, CFO
Finance, HR, Legal, Investor Relations

Shareholder Structure

- 26.25% Others
- 21.61% Various
- 10.00% SMA founders, their trusts and families
- 6.30% Danfoss
- 7.19%
- 20.00%
- 8.65%

• No pre-emption rights or other restrictions

1. as of January, 2021, Company Information
Thank you for participating!

SMA Solar Technology AG
Investor Relations
Sonnenallee 1
34266 Niestetal, Germany
Tel. +49 561 9522 - 0
Fax +49 561 9522 - 1133
www.sma.de/investor-relations
IR@SMA.de