



SMA Solar Technology AG – Press Release

SMA Solar Technology AG Surpasses 1 Gigawatt Milestone of Solar Inverter Sales in Japan

Niestetal/Tokyo, October 1, 2015 - SMA Solar Technology AG (SMA) has become the first non-local inverter supplier to surpass 1 gigawatt of solar inverter sales in Japan. SMA opened its sales and service subsidiary in Japan in 2011 offering a full portfolio of inverters and communication products for photovoltaic installations of all sizes as well as innovative energy management systems.

“This success is contributed by excellent performance in residential, commercial and utility segments. We have established strong long term supply partnerships with leading Japanese solar power developers, EPCs and distributors,” says John Susa, SMA Executive Vice President Sales Asia Pacific. “Our local sales and service team has been the engine behind this growth, providing the highest level of sales and service support to our key strategic Japanese customers.” The local team of SMA Japan offers customers a series of highly efficient and high-quality inverters tailored to the specific requirements of the Japanese market along with professional consulting for photovoltaic project planning.

“SMA’s state-of-the-art production lines in Niestetal satisfy the highest quality standards and requirements in the Japanese market and SMA has therefore developed a strong reputation for reliability and quality,” explains John Susa.

The strong growth in the Japanese photovoltaic market for SMA is largely due to its internationally successful product portfolio. With the expansion of their central inverter product range, SMA offers flexible solutions for large photovoltaic projects and complies with globally required grid management functions. In addition, in the residential and commercial segments, SMA offers inverters that have been specially adapted for Japan and are certified by Japan Electrical Safety & Environment Technology Laboratories (JET) for sale on the Japanese market.

About SMA

The SMA Group with sales of more than €800 million in 2014 is the global market leader for solar inverters, a key component of all PV plants and offers innovative key technologies for future power supply structures. It is headquartered in Niestetal, near Kassel, Germany, and is represented in 21 countries. The Group employs more than 4,000 people worldwide. SMA has an extensive range of products, which offers the right inverters for all module types and plant sizes; for small residential systems as well as large scale plants, grid-connected photovoltaic systems as well as off-grid and hybrid systems. The technology is protected by 680 patents and utility models worldwide. The range of services is supplemented by comprehensive services and operational management of large-scale PV power plants.



Since 2008, the Group's parent company, SMA Solar Technology AG, has been listed on the Prime Standard of the Frankfurt Stock Exchange (S92) and also in the TecDAX index.

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