



SMA Solar Technology AG – Press Release

SMA Solar Technology AG and Siemens Embark on Partnership in the Field of Large-Scale PV Power Plants

Niestetal/Munich, June 10, 2015—SMA Solar Technology AG (SMA) and Siemens agreed upon a cooperation in the field of decentralized large-scale PV power plants. Both companies are thereby strengthening their positions in the growth market for large-scale PV power plants. SMA is contributing state-of-the-art solar inverter solutions and many years of experience in designing complex systems, while Siemens is contributing transformers and switchgear for the high-voltage and medium-voltage range, including grid connection. In the international competition, the partners will provide their customers with all-around coordinated system solutions and services from a single source—from the DC side to grid connection.

“Cooperating with our partner Siemens will mean that we are even better placed to compete in large-scale tender projects. Our experience and technologies complement each other perfectly. SMA has the technical expertise to equip the largest and most technically challenging solar projects worldwide with innovative system technology. Siemens comes with first-rate experience in connecting large-scale power plants to utility grids, including state-of-the-art medium- and high-voltage technology. As specialists in our respective areas, we will be able to offer our customers a range of individually customized complete solutions that is unique in the industry, comprising overall system design and system technology as well as grid connection and services,” explained SMA Chief Executive Officer and Chief Financial Officer Pierre-Pascal Urbon.

“By partnering with SMA, Siemens will be able to benefit more than before from the photovoltaic growth market. By taking mutual advantage of our global sales and service networks, both companies will increase their market coverage in real terms. Coordinated project management and joint technological developments will ensure that our customers worldwide will be able to rapidly realize large-scale PV projects with maximum overall efficiency and a high return on investment,” said Ralf Christian, CEO Siemens Division Energy Management.

SMA and Siemens will work either as separate project partners or as a consortium for technology and services in all areas of electrical engineering to best meet customer requirements. The portfolio of services ranges from planning and commissioning to maintenance of complex large-scale projects in the megawatt range. The high overall efficiency of the systems and the speed of implementation will also see customers save significantly on system costs, time and effort when it comes to implementing their large-scale projects.



The first product to come from the partnership is a new type of container solution that combines a 2.5 MW central inverter from SMA with a medium-voltage transformer and medium-voltage switchgear from Siemens as a turnkey solution in a standard container. SMA will be presenting the system solution at Intersolar Europe in Munich for the first time until June 13 (booth B2.210). The SMA Medium Voltage Power Station 2200SC/2500SC for direct voltages of 1,000/1,500 V can be used in large-scale and extremely large-scale PV power plants worldwide, is suitable for outdoor installation in all ambient conditions, and thanks to its power density and compact design, which are unique on the market, it helps to reduce transportation, installation and operating costs.

Background information on the cooperation is available at <http://www.sma.de/en/investor-relations/publications/presentations.html>.

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 4,500 people worldwide. SMA's broad product portfolio includes a compatible inverter for every type of module on the market and for all PV system sizes. The repeatedly awarded product range includes system technologies for grid-connected photovoltaic systems as well as off-grid and hybrid systems. The technology is protected by more than 550 patents. 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.

About Siemens

Siemens AG (Berlin and Munich) is a global technology powerhouse that has stood for engineering excellence, innovation, quality, reliability and internationality for more than 165 years. The company is active in more than 200 countries, focusing on the areas of electrification, automation and digitalization. One of the world's largest producers of energy-efficient, resource-saving technologies, Siemens is No. 1 in offshore wind turbine construction, a leading supplier of combined cycle turbines for power generation, a major provider of power transmission solutions and a pioneer in infrastructure solutions as well as automation, drive and software solutions for industry. The company is also a leading provider of medical imaging equipment – such as computed tomography and magnetic resonance imaging systems – and a leader in laboratory diagnostics as well as clinical IT. In fiscal 2014, which ended on September 30, 2014, Siemens generated revenue from continuing operations of €71.9 billion and net income of €5.5 billion. At the end of September 2014, the company had around 343,000 employees worldwide on a continuing basis. Further information is available on the Internet at www.siemens.com.



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