



SMA Solar Technology AG – Press Release

SMA Solar Technology AG Surpasses 1 GW of O&M Contracts

Niestetal, February 19, 2015—In just over one year, SMA Solar Technology AG (SMA) has earned more than 1 GW of operations and maintenance (O&M) contracts worldwide. Since launching its plant-wide O&M services in late 2013, SMA has assumed operational management of 840 MW of PV in North America and 180 MW in Europe, the Middle East and Africa (EMEA). The company plans to further expand its O&M services in North America and Europe and by leveraging its outstanding service expertise and large installed base.

“We built our plant-wide O&M product on the success of our already top-ranked service portfolio, which has become the gold standard in the solar industry. In the short time since SMA launched O&M services, we’ve been entrusted with some of the largest PV power plants in the world. Reaching this global milestone of more than 1 GW of O&M signals SMA’s investment in this key market and is a clear indicator of the company’s leading status as an O&M provider,” explained SMA Chief Executive Officer Pierre-Pascal Urbon.

In North America alone, SMA currently maintains Canada’s two largest PV systems: the Kingston Solar project and Grand Renewable Solar power plant. Both located in Ontario and powered by SMA Sunny Central inverters, the systems total 140 MW DC and 130 MW DC, respectively.

Last August, SMA expanded its service reach by acquiring Phoenix Solar AG’s European O&M business, in which it assumed operational management of established PV plants in Germany, France, Spain and Italy.

SMA’s plant-wide O&M provides comprehensive services that increase performance ratios, protect power production and simplify long-term planning. It is available in three plans—Preventative, Proactive and Performance—or individual services that can be integrated in a flexible fashion, resulting in a highly customized O&M solution.

About SMA

The SMA Group with expected sales of more than €790 million in 2014 is the global market leader for solar inverters, a key component of all PV plants and, as an energy management group, 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 5,000 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 product range includes system technologies for grid-connected photovoltaic systems as well as off-grid and hybrid systems. The service portfolio 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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