



SMA Solar Technology AG—Press Release

SMA Solar Technology AG Receives Intersolar AWARD 2014 for SMA Fuel Save Controller

Niestetal/Munich, June 5, 2014—SMA Solar Technology AG (SMA) was recognized with the Intersolar AWARD in the “Photovoltaics” category for the SMA Fuel Save Controller at Intersolar Europe 2014 in Munich. As part of the SMA Fuel Save Solution, the SMA Fuel Save Controller allows the integration of high shares of photovoltaics into diesel-powered systems for the first time ever. Even under harsh ambient conditions, it ensures the stable operation of photovoltaic diesel hybrid systems and at the same time reduces operating and maintenance costs. This is already the fourth time that SMA has received the Intersolar AWARD.

“In regions with a weak grid infrastructure, the competitiveness of numerous industrial businesses critically depends on a reliable and cost-effective electricity supply. For the first time ever, the SMA Fuel Save Solution makes it possible to integrate significant shares of solar energy into diesel-powered grids, ensuring stable grid operation at any time,” explained Volker Wachenfeld, Senior Vice President Hybrid & Storage at SMA.

In particular sunny regions, such as the Middle East, Sub-Saharan Africa and Southeast Asia that account for more than one-third of annual diesel and gas turbine sales, are a highly promising market for hybrid energy generation systems.

The challenge to ensure grid stability

With low investment costs, to date, diesel generators have been the global standard for supplying electricity to nonelectrified areas or for backing up unstable utility grids. Along with the significant rise in the price of fuel over the last few years, costs of diesel power generation have gone up. With the drop in PV system prices, integrating high shares of solar power allows cost savings to be achieved.

“The payback periods for an investment in a PV diesel hybrid system are extremely short at between three to five years on average. In addition, the system can be subsequently expanded at any time without any problems,” said Wachenfeld. Operation and maintenance costs of such large-scale hybrid systems could be significantly reduced and, depending on the system design, up to 450,000 liters of diesel could be saved per year with a 1-MW PV system.

The key technological challenge is to maximize the share of solar power that can be stably integrated into diesel grids by using smart control engineering. The SMA Fuel Save Solution was developed for these applications. In addition to the PV inverters, the other main component of this system technology solution is the SMA Fuel Save Controller, which manages demand-based PV feed-in at the interface between diesel generators, PV systems and loads. The SMA Fuel



Save Controller detects the flow of energy through the stand-alone grid and calculates the maximum PV power permitted ensuring continuous system stability and smooth diesel genset management.

About SMA

The SMA Group generated sales of €932.5 million in 2013 and is the global market leader for solar inverters, a key component of all PV plants. SMA 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 plant sizes. The product range includes both inverters for grid-connected photovoltaic plants as well as off-grid and hybrid system technology. The product portfolio is supplemented by comprehensive services and operational management of utility-scale pv-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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