



SMA Solar Technology AG—Press Release

SMA supplies 1.2 GW inverter power for utility scale PV projects in Australia

Sydney, November 21, 2017- SMA Australia has signed contracts for the supply of more than 1.2 gigawatt inverter power for more than 20 utility scale PV projects in Australia in 2017. The capacity of the projects ranges from 10 megawatt to 270 megawatt. All PV power plants will be built using SMA's Medium Voltage Power Station (MVPS) and the SMA Power Plant Controller offering flexible farm control. Due to its perfectly matched components, the fully tested container solution MVPS is perfectly suited for the projects. It reduces transport, installation and operating costs thanks to its unique power density and compact design.

"2017 represents a ground breaking year for solar farm development in Australia, thanks to improved economic factors and pervasive market interest", said John Susa, Executive Vice President of SMA Sales North America/APAC. "We are extremely proud to announce that our Medium Voltage Power Station and the SMA Power Plant Controller have been selected for several large scale PV projects funded by the Renewable Energy Agency (ARENA) in Australia this year. This success has been achieved by working closely with different developers and EPCs. In addition, we were successful in securing contracts for delivering Sunny Central inverters, MVPS and the SMA Power Plant Controller for another nine utility-scale PV projects. We feel honoured to become part of the booming utility market in Australia with our best-in-class turnkey container solution MVPS and we expect an even better performing 2018 in front of us."

ARENA has been playing a vital role providing bridge funding for projects that will make large-scale solar photovoltaics more competitive. ARENA has funded twelve large scale solar farms across Australia this year through a competitive process that is expected to result in almost 500 MW power generation. The twelve PV power plants in the Large Scale Solar (LSS) Program range from 10 MW to 110 MW and are located in Queensland (six plants), in New South Wales (five plants) and in Western Australia (one plant). The projects are expected to unlock almost \$1 billion of commercial investment and boost regional Australian economies.

SMA has had a presence in Australia for 10 years and offers solutions for centralized and decentralized PV power plants as well as for residential PV applications and PV hybrid projects. The local team consists of over 40 skilled engineering, sales, marketing and service staff. SMA Australia has sales personnel across the country and a strong product distribution network with national coverage. SMA regularly hosts customer training events, manages service requests and responds to technical enquiries. Besides, SMA experts provide support with planning and design,



engineering and project management as well as installation and commissioning, which enables SMA with a unique market position in the solar industry.

About SMA

The SMA Group with sales of around €1 billion in 2016 is the global market leader for solar inverters, a key component of all PV plants. SMA offers a wide range of products and solutions that allow for high energy yields for residential and commercial PV systems and large-scale PV power plants. To increase PV self-consumption efficiently, SMA system technology can easily be combined with different battery technologies. Intelligent energy management solutions, comprehensive services and operational management of PV power plants round off SMA's range. The company is headquartered in Niestetal, near Kassel, Germany, is represented in 20 countries and has more than 3,000 employees worldwide, including 500 working in Development. SMA's multi-award-winning technology is protected by more than 900 patents and utility models. 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 is currently the only company in the solar industry that is listed in the TecDAX index.

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