



SMA Solar Technology AG—Press Release

Managing Board of SMA Solar Technology AG Lowers Sales and Earnings Guidance for 2018 –Outlook for 2019 Unchanged

Niestetal, November 30, 2018 – Contrary to expectations, the decline in business recorded since September of this year at SMA Solar Technology AG (SMA/FWB: S92) continued in November. The SMA Managing Board therefore expects sales of only €760 million to €780 million for 2018 (previously €800 million to €850 million). The increasing necessary restructuring measures and additional one-off effects will have a further impact on earnings in 2018. The Managing Board expects negative EBITDA in the medium to upper double-digit million euro range (previously: break-even to slightly negative EBITDA). The SMA Managing Board continues to expect sales growth and positive EBITDA for 2019.

“The SMA Managing Board has decided early on to adapt the company’s structures to the changed conditions that are characterized by continued strong price pressure,” explained SMA CEO Dr. Jürgen Reinert. “We expect to close the discussions with the works council on the planned restructuring measures soon. We will then start with the implementation at the beginning of next year. In addition, we have already started to introduce new products and solutions in the international markets and have enhanced our sales initiatives in order to increase sales and achieve positive EBITDA in the following year.”

About SMA

The SMA Group with sales of around €900 million in 2017 is a global 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 and digital energy 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 19 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 1,200 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 listed in the SDAX index.



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