



SMA Solar Technology AG press release

Navigant Research: SMA Is the Leading Provider of Monitoring and Energy Management Solutions for Residential PV Systems

Niestetal, September 26, 2017 – SMA Solar Technology AG (SMA) is the global leader in providing monitoring and energy management solutions for residential PV systems. This has now been confirmed by a study by the U.S. analyst company Navigant Research. For its report on “Residential Solar Monitoring and HEMS,” Navigant examined the strategy and execution of 15 leading providers of monitoring and energy management solutions. SMA came out ahead of its competitors in the study.

“Without intelligent energy management, the enormous potential of photovoltaics cannot be exploited,” explained SMA CEO Pierre-Pascal Urbon. “SMA invested in software developments at an early stage and has already connected more than a quarter of a million PV systems worldwide with our Sunny Portal.” With our Sunny Home Manager 2.0, private operators of small to medium-sized PV systems can already optimize their system and use even more solar power for their own consumption. At the end of the year, our new energy management platform ennexOS will provide commercial customers with the opportunity to connect PV systems with air conditioning and storage systems, for example, in order to use as much solar power as possible directly at the production location. In this context, we are of course delighted that the performance of our energy management solutions has also been recognized by Navigant Research in its recent study.”

The following criteria were included in Navigant Research’s analysis of the 15 leading providers of monitoring and energy management systems: vision; go-to market strategy; partners; technology; geographic reach; sales, marketing, and distribution; product performance; product portfolio and ecosystem; and staying power. A summary of the results is available on the Internet at <https://www.navigantresearch.com/research/navigant-research-leaderboard-residential-solar-monitoring-and-hems> .

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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