



Joint press release of SMA Solar Technology AG and MVV Energie AG

SMA Solar Technology AG and MVV Energie AG Partner on Direct Marketing of Solar Power

Niestetal/Mannheim, May 31, 2017 – SMA Solar Technology AG (SMA/FWB: S92) and the Mannheim-based energy company MVV Energie AG (MVV/ISIN: DE000A0H52F5; WKN: A0H52F) have entered a strategic partnership in direct marketing of solar power. The aim is to work together to develop a solution that enables installers and operators of PV systems with an output of more than 100 kWp to integrate these systems directly into energy trading simply and cost-effectively immediately upon commissioning. The goal is to make it possible to do without the additional technology and processes currently required for transactions, which entail significant capital expenditure for PV system operators.

“SMA will use its unique expertise in PV system technology to evolve into an energy service provider in the years to come,” explained SMA CEO Pierre-Pascal Urbon. “The strategic partnership agreed with MVV today is an important milestone for our digitization strategy. In the future, we will be able to offer commercial PV system operators both system technology for PV systems and energy management solutions as well as straightforward integration into energy trading. Our new digital platform gives commercial customers considerable support in becoming more independent from conventional electric utility companies and increasing their competitiveness.”

“As an innovative frontrunner in the energy transition, we work on products and services that enable our customers to shape their own energy transition and thus become part of the energy system of the future,” emphasized Ralf Klöpfer, chief sales officer at MVV. “We thus support the further expansion of renewable energy, which represents a key component of our corporate strategy. In this new partnership, we will combine our expertise and experience as the leading direct marketer in Germany with SMA’s high performance and market penetration.”

The Renewable Energy Sources Act (EEG) stipulates direct marketing of solar power generated by PV systems with an output of 100 kWp or more. The solutions currently available are often expensive and complicated. The new, joint service from SMA and MVV will be economically attractive, because it does not require any additional auxiliary devices for remote control of PV systems. This communications technology is already included in SMA’s solutions for commercial PV systems. Using coordinated interfaces and processes, MVV will take on all processing for integration into the electricity market, thereby considerably reducing complexity. The joint solution will be launched at the beginning of next year.



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.

About MVV

With more than 6,000 employees and annual sales of €4.1 billion, the listed company MVV Energie AG is one of Germany's leading energy companies. The corporate group covers all parts of the energy industry value chain, including energy generation, trading and distribution, own grids as well as sales and energy service business. With its corporate strategy, MVV is consistently focusing on the expansion of renewable energies, increase in energy efficiency and heat and power cogeneration combined with environmentally friendly district heating. Also sales concentrates on the energy system of the future: The focus is on customers with their individual needs and expectations. By developing innovative products and business models, the Mannheim-based company relies on its employees' established competence and know-how, thus providing its customers from industry, the commercial sector and private households with reliable, economical and environmentally friendly energy supply. MVV Energie is a company in metropolitan Rhein-Neckar.

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This press release can contain future-oriented statements. Future-oriented statements are statements which do not describe facts of the past. They also include statements about our assumptions and expectations. These statements are based on plans, estimations and forecasts which the Managing Board of SMA Solar Technology AG (SMA or company) and the Managing Board of MVV have available at this time. Future-oriented statements are therefore only valid on the day on which they are made. Future-oriented statements by nature contain risks and elements of uncertainty. Various known and unknown risks, uncertainties and other factors can lead to considerable differences between the actual results, the financial position, the development or the performance of the corporations and the estimates given here. These factors include those which SMA and MVV have discussed in published reports. These reports are available on the SMA and MVV websites. The companies accept no obligation whatsoever to update these future-oriented statements or to adjust them to future events or developments.