



SMA Solar Technology AG – Press Release

SMA Exceeds 400 MW Solar Inverter Sales in Vietnam

Niestetal / Mumbai / Hanoi, November 19, 2018 – SMA Solar Technology AG (SMA) has sold more than 400 megawatts of solar inverters across Vietnam in 2018. With the country directing itself to a robust and sustainable energy environment, the turnkey SMA Medium Voltage Power Station (MVPS) proves to be the right solution for the different requirements in Southeast Asia. The robust turnkey container solution, including Sunny Central inverters, a powerful medium-voltage transformer and a medium-voltage switchgear, is easy to transport and allows for fast commissioning. The MVPS is ready for global outdoor use.

“Vietnam is one of the key markets for SMA in Southeast Asia,” said Boris Wolff, Executive Vice President of the Utility business unit at SMA. “In the last few years, we have seen a strong commitment from the Vietnamese government as well as the growing market demand in the solar sector. Thanks to SMA’s technological advancements, the various stages of project execution have been eminently simplified. A major feature to aid this is the MVPS, a true outdoor plug and play container solution which ensures faster and safer transportation and commissioning. The Sunny Central inverters are designed, engineered and manufactured in Germany and undergo severe testing processes. With its patented OptiCool cooling system, they are true outdoor inverters ready to face the crucial challenges posed by demanding environmental conditions.”

“We are very happy to see that the Vietnamese market for utility-scale PV power plants is progressing toward the nation’s new-era energy goals,” said John Susa, Executive Vice President, Sales - APAC / North America. “SMA is strongly committed to the Vietnamese market and has pledged its expertise in the progress of the industry. With the factory warranty, which can be extended up to 25 years, SMA technology is bridging the gap between durability and reliability. The environment condition certification of 4S2, 4C2 as per IEC 60721-3-4: 1995 helps SMA and our customers to get the best out of technology even through the harshest environmental conditions. A full range of solar inverters with highest standard of quality and reliability hence helps SMA maintain a leading position in the Vietnamese solar market.”

For all information on SMA products and solutions, please visit www.sma-solar.com.



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.

Press Contact:

Adele Zhang

Marketing Director, APAC

Tel. +61 29491 4223

Marketing@SMA-Australia.com.au

Disclaimer:

This press release serves only as information and does not constitute an offer or invitation to subscribe for, acquire, hold or sell any securities of SMA Solar Technology AG (the "Company") or any present or future subsidiary of the Company (together with the Company, the "SMA Group") nor should it form the basis of, or be relied upon in connection with, any contract to purchase or subscribe for any securities in the Company or any member of the SMA Group or commitment whatsoever. Securities may not be offered or sold in the United States of America absent registration or an exemption from registration under the U.S. Securities Act of 1933, as amended.

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) has 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 corporation and the estimates given here. These factors include those which SMA has discussed in published reports. These reports are available on the SMA website at



www.SMA.de. The company accepts no obligation whatsoever to update these future-oriented statements or to adjust them to future events or developments.