



SMA Solar Technology AG—Press Release

SMA launches the Sunny Tripower 3.0-6.0 PV inverter at All Energy 2018 in Australia

Melbourne, September 28, 2018 – SMA Solar Technology AG (SMA) has expanded its product portfolio for residential solutions with a new three-phase string inverter. The Sunny Tripower 3.0-6.0 is the first SMA inverter to directly integrate TS4-R module level power electronics (MLPE) communication for more cost effectiveness as well as for easier commissioning and online monitoring. At the All Energy 2018 (Booth 3734) in Australia, SMA will also showcase the Data Manager M powered by ennexOS and the new Sunny Highpower PEAK1, a 75kW string inverter for commercial applications. In addition, visitors at the booth will have the opportunity to experience a new installer training program with all real working machines in a Mobile Solar Lab.

“Australia has become one of the key PV markets for SMA. We have seen the increasing market demand for products and solutions with more power, lower cost as well as easier installation and commissioning,” said Nick Morbach, executive vice president of SMA’s Residential and Commercial business unit. “The new Sunny Tripower 3.0-6.0 combines top inverter performance with maximum ease and comfort for owners and installers. It reliably ensures maximum solar yields and reduces energy costs. The new SMA Data Manager M, in combination with the new Sunny Portal powered by ennexOS, optimizes communication, monitoring and control of PV systems.”

“Innovation means to SMA continued and future success. In such a dynamic environment, like the Australian solar market, SMA sees it as essential to forge ahead with innovation as a critical business driver,” said Michael Rutt, managing director of SMA Australia. “This approach is not only limited to innovation in products or solutions, but also in other areas such as engagement in the regulatory process, market strategy and business models in maintaining market share, revenue and profitability.”

All Energy 2018 will see SMA launch two new initiatives in conjunction with some new product offerings: the SMA “Power Up” dealer program and a new SMA Solar Academy live training with all real working machines in a Mobile Lab. Both programs are designed to deliver significant benefits to the residential and commercial installer market by way of improved installer partnerships and advanced solutions training.

SMA has had a presence in Australia for over 20 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. In addition, SMA experts provide support with planning and design, engineering and project management as well as installation and commissioning.

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 1,100 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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