



*Our energy inspires the world's
most important customer.*

Our future.

Unsere Energie begeistert die wichtigste Kunden der Welt. Unsere Zukunft.

SMA SOLAR TECHNOLOGY AG

14th Capital Markets Day

Presented by Ulrich Hadding, CFO & Dr. Jürgen Reinert, CEO

May 12, 2022

Intersolar Europe, Munich, Germany

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14th Capital Markets Day Agenda



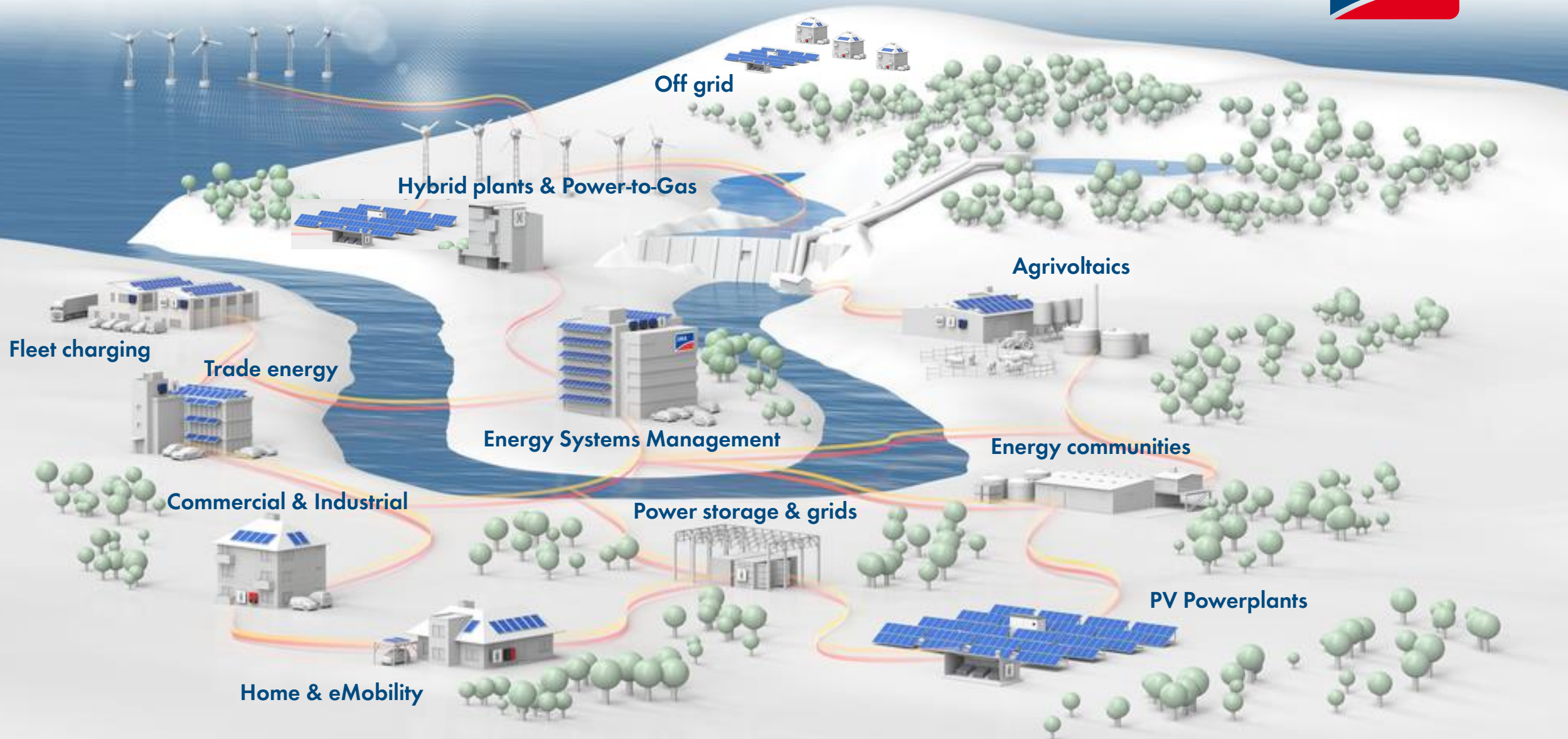
- 1 Markets**
U. Hadding, A. Maar, T. Bruns
- 2 Positioning of SMA**
Dr. J. Reinert
- 3 Guidance**
U. Hadding
- 4 Guided Booth Tour**
A. Gast



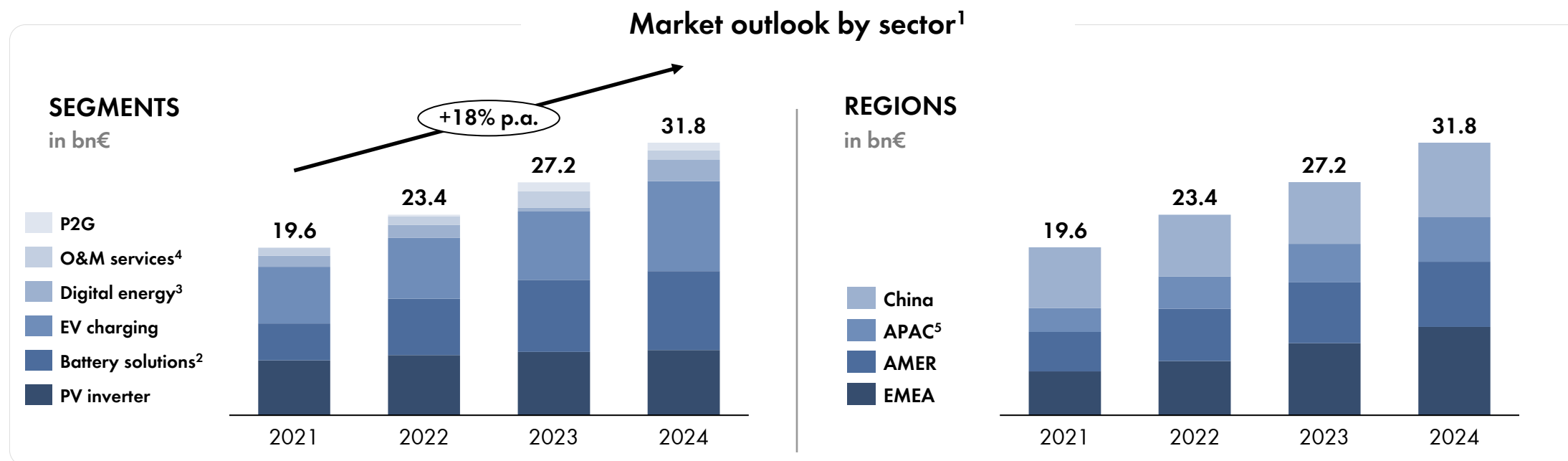
Markets

Ulrich Hadding, Adelina Maar, Thorben Bruns

Shaping future energy systems for sustainable power supply

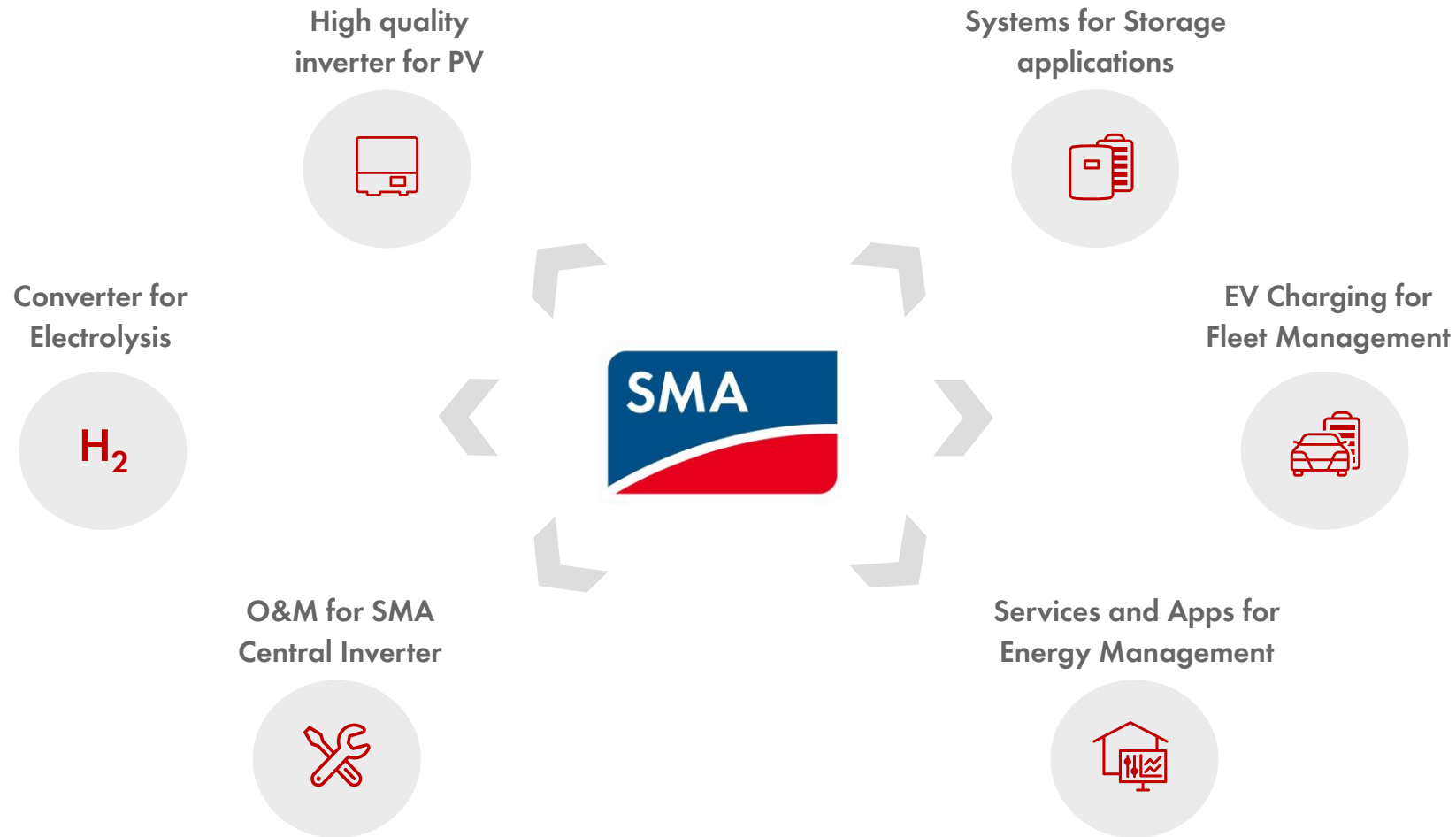


Global market for PV inverters and complementary energy solutions is expected to grow by 18% p.a. in the next years



- The PV inverter market will see stable growth over the next years. PV inverters serve as the backbone for smart grid solutions connecting the components and collecting data.
- Market for battery solutions and EV charging equipment is growing rapidly.
- Digital energy solutions gain importance for both homes and businesses e.g., energy services for residential buildings, food and non-food retail.
- O&M services are important and a key for sustainable PV investments.
- Market for P2G is estimated to see a strong growth in the long-term perspective.

SMA has a unique market position by its ability to connect all energy management related sectors



> No competitor has similar experience and expertise in all areas as well as the whole system.



Positioning of SMA

Dr. Jürgen Reinert

Over 40 years of experience in the renewable energy market and a sustainable approach have made SMA unique in the global industry



Digital Pioneer

- Sunny Design is a world leading digital planning tool
- Sunny Portal is world leading in cloud-based energy monitoring
- Energy management apps

Innovation Leader

- Rated amongst "most innovative companies" in Germany
- > 1.700 patents
- Numerous product awards

Integrated Solutions

- Hardware & software development
- Energy management
- System & grid integration
- Customer consulting
- System design & Service

Iconic Reliability

- SMA Development Center
- SMA Test Center
- SMA Production
- SMA Service Center
- SMA Solar Academy
- SMA Innovation Center

ENERGY SYSTEM BUSINESS as an example for SMA's approach in every segment



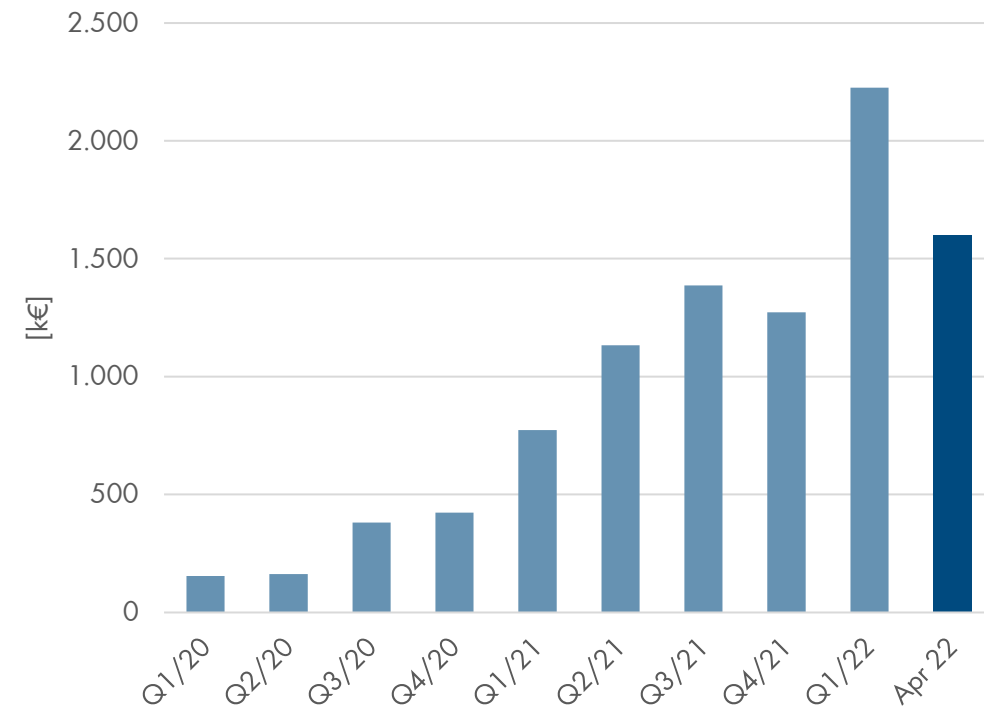
Energy System Business



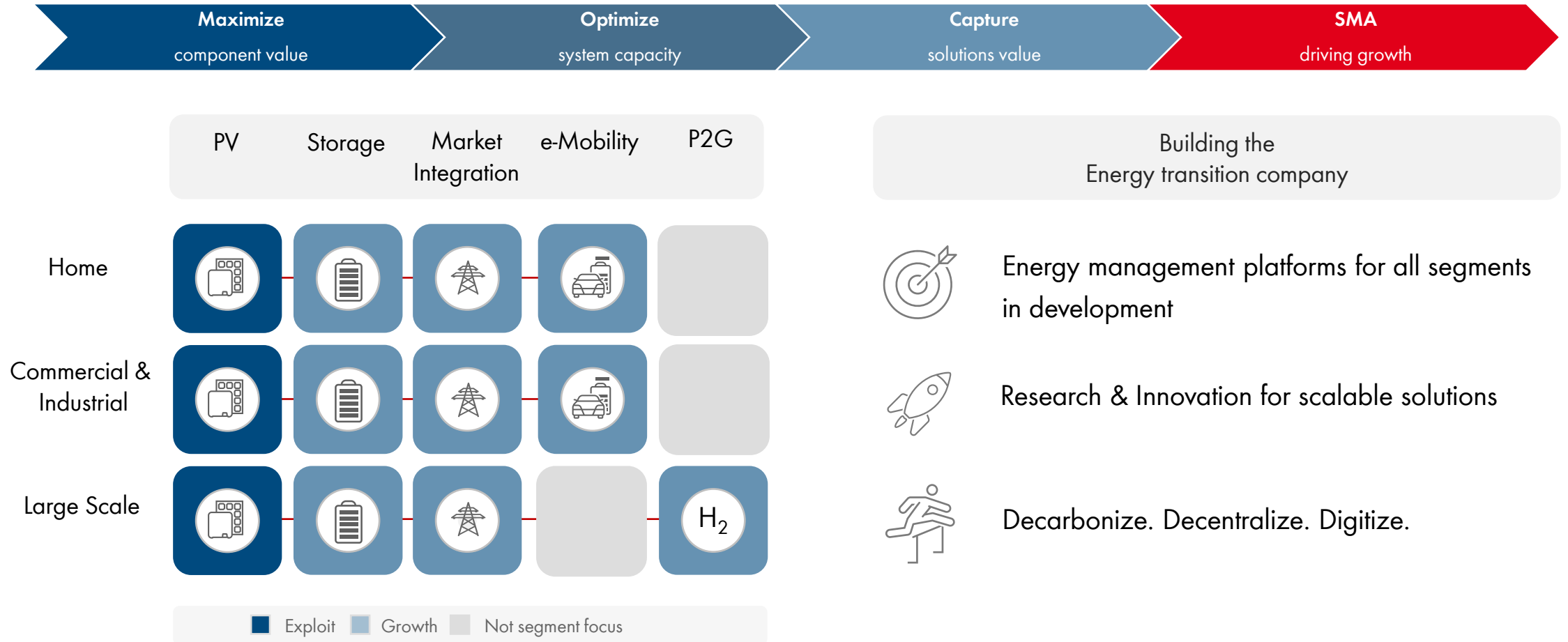
- One solution. From a single source.
- Modular structure with perfectly matched components
- Convenient solution for monitoring and controlling
- In 2022 extension with EV Charging solution

> **The right solution for commercial customers at the right time.**

Order Intake Energy System Business

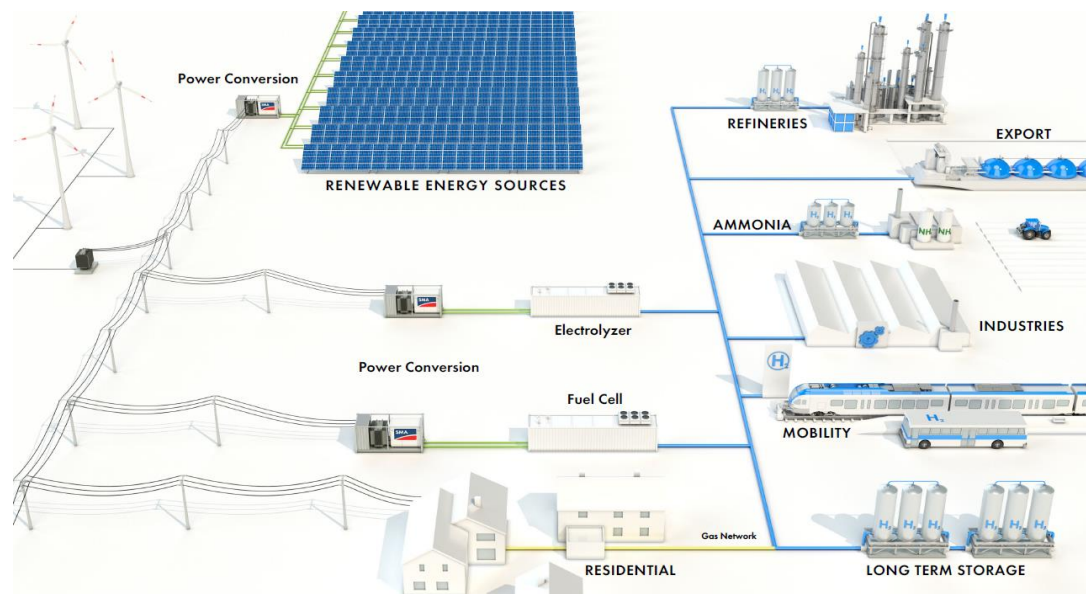


Customer centricity as an essential part of our strategy sets the course for new platforms and seamlessly scalable energy solutions



> We are at the start of a product initiative that will turn SMA into a system and solution provider.

Green Hydrogen: Every electrolysis needs a converter; SMA is already offering this product



SIMPLICITY

- Fully integrated container solution
- No need of harmonic filtering or compensation unit

COMPATIBILITY

- Compatible with most PEM, alkaline and SOEC electrolyzers
- Compliant with international standards CE/UL

ROBUSTNESS

- Proven track record of > 36 GW in the market (PV&BESS)
- Different options for harsh conditions operation

SCALABILITY

- Standardized serial production
- >20 International SMA subsidiaries for service

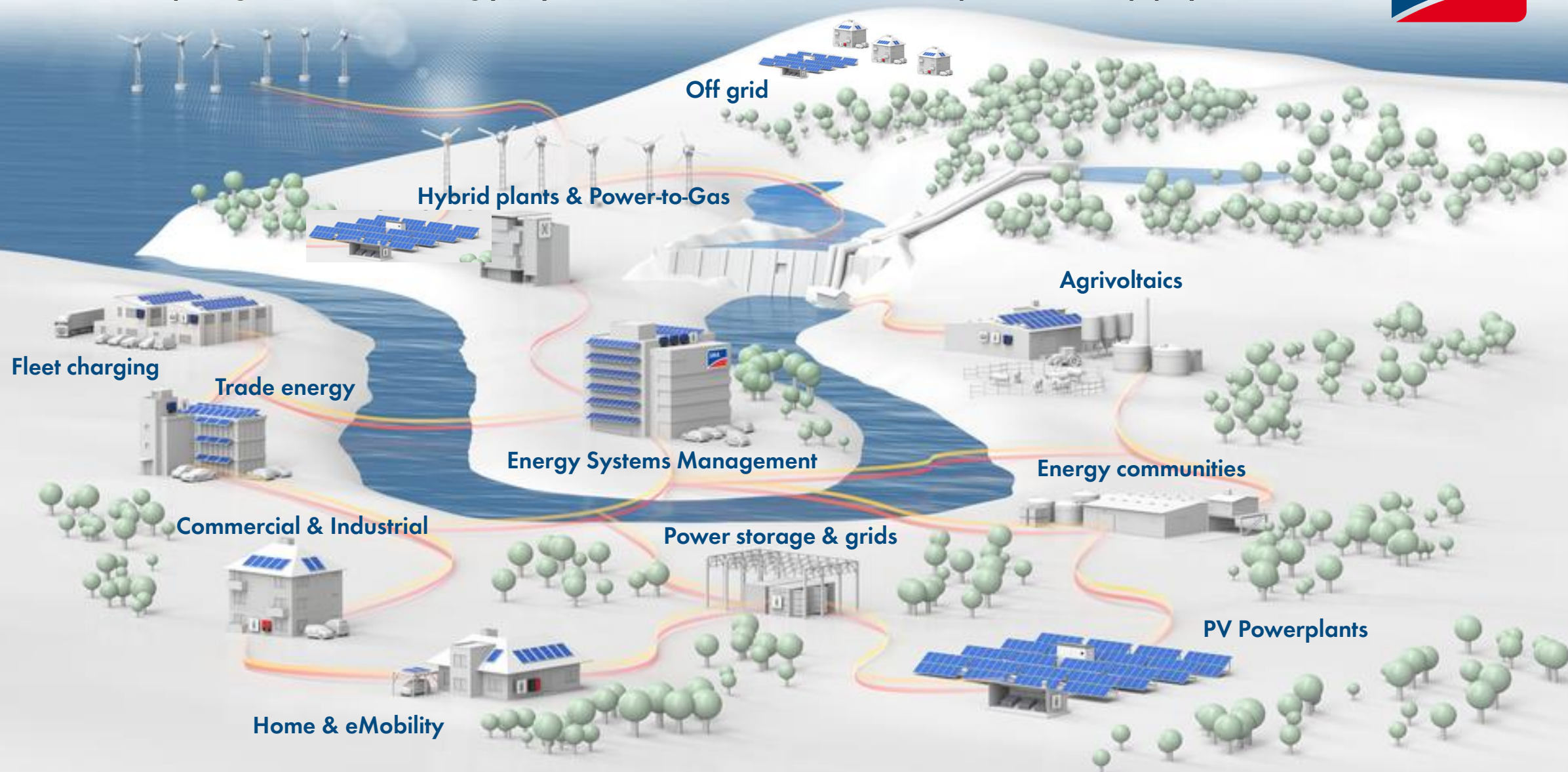
Leading Electrolyzer manufacturers work with power conversion systems from SMA



- Multiple hydrogen references **across the world** with **different end use cases** (green ammonia, mobility, green steel, ...)
- **2021: 14 projects** incl. 7 commissionings in **10 countries** leading to a turnover in the **high single-digit million range**
- **2022:** turnover already expected in the **lower double-digit million range**
- **Strong YTD Order Intake** in the mid-single-digit million range



Shaping future energy systems for sustainable power supply





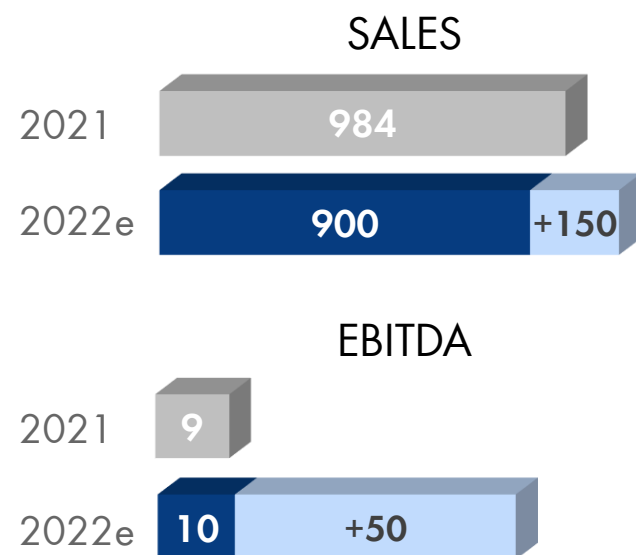
Guidance

Ulrich Hadding

Management confirms the 2022 guidance and is confident that the majority of the strong product order backlog can be converted to sales



Guidance 2022 (in €m)



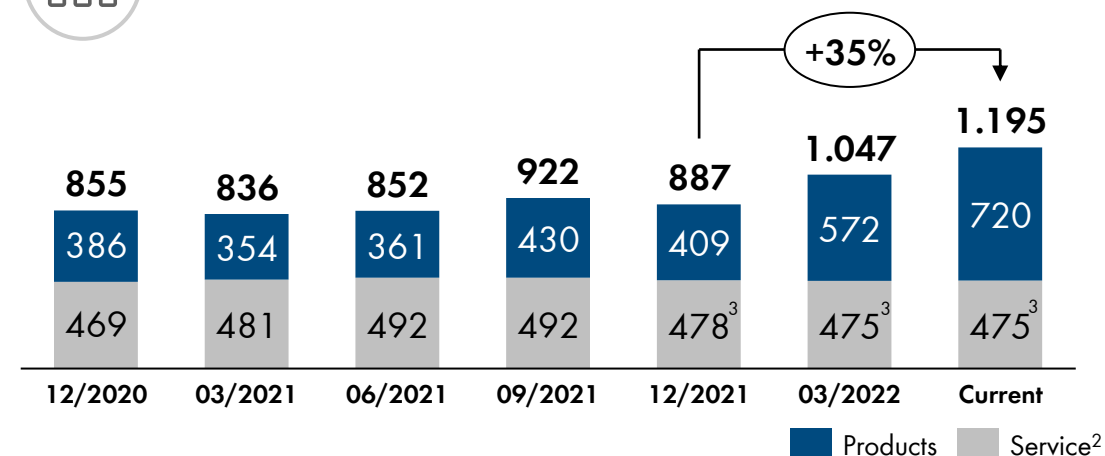
2022

CapEx (incl. R&D & leasing)¹ c. €60m

Depreciation / amortization c. €40m



Order backlog development (in €m)



Management comments

- Market and customer demand remains very strong.
- Supply situation remains highly volatile, but management expects slight improvements in H2 2022.

SMA is a truly sustainable investment



Excellent ESG rating scores

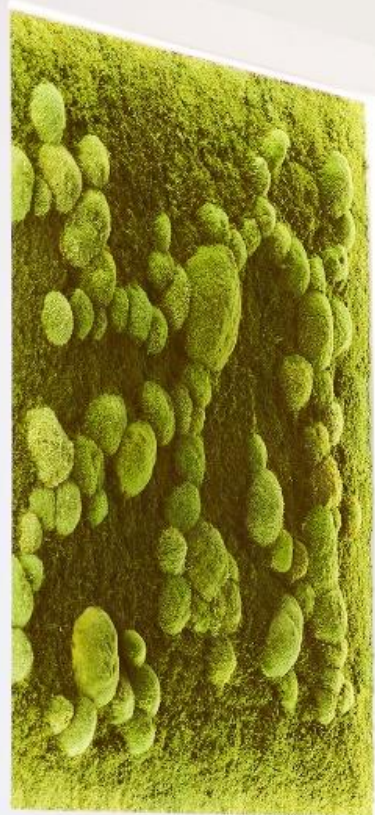


Climate Change: B-³

Commitment to UN SDGs

- Our business activities contribute to 9 of the 17 UN Sustainable Development Goals:





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**Thank you for
listening!**