



SMA Solar Technology AG – Press Release

**SMA Solar Technology AG Capital Markets Day: Managing Board Confirms Sales and Earnings Forecast for Current Fiscal Year**

**Niestetal/Frankfurt, September 26, 2012 – Approximately 50 analysts and investors accepted an invitation from SMA Solar Technology AG (SMA/FWB: S92) to the Capital Markets Day 2012. At the event, which took place within the context of the 27th EU PVSEC in Frankfurt/Main, SMA Speaker of the Managing Board and Chief Financial Officer, Pierre-Pascal Urbon, confirmed the sales and earnings forecast for 2012. The SMA Managing Board expects sales of €1.3 to €1.5 billion and an operating profit (EBIT) of €100 to €150 million, representing an EBIT margin of 8 to 10 percent.**

“The distinct changes in subsidy conditions in important European photovoltaic markets were already having an impact on demand for our inverters in the third quarter,” explained Pierre-Pascal Urbon. The SMA Managing Board is forecasting sales of €330 to €360 million with an EBIT of €20 to €35 million (EBIT margin: 6–10%) for the third quarter 2012.

Demand drivers in the solar industry are changing rapidly. “The photovoltaic markets are shifting from a subsidized model to independent energy supply. In the long term, this means a promising outlook for photovoltaics. In the short and medium term, however, the changes in the business environment present major challenges to the entire solar sector,” said Urbon. “A reliable forecast for the following years is, therefore, not possible at this time.”

Attendees of the Capital Markets Day could convince themselves at SMA's booth at the EU PVSEC that the company has the proper solutions to key future issues at hand. There SMA presented, among other things, high-tech innovations for intelligent energy management and solutions for the control of solar diesel hybrid systems in sunny countries. “SMA is represented in 21 countries around the world. With our global sales and service infrastructure, our innovative products and our financial strength, we are well prepared to keep up with the rapid changes in the industry and to profit long term from the worldwide potential for photovoltaics, even under changed framework conditions,” emphasized Pierre-Pascal Urbon.



## **About SMA**

The SMA Group generated sales of €1.7 billion in 2011 and is the global market leader for solar inverters, a key component of all PV plants and, as an energy management group, offers innovative key technologies for future power supply structures. It is headquartered in Niestetal, near Kassel, Germany, and is represented in 21 countries on six continents. The Group employs more than 5,500 people worldwide, plus a number of temporary employees that varies on a seasonal basis. SMA's broad product portfolio includes a compatible inverter for every type of module on the market and for all plant sizes. The product range includes both inverters for photovoltaic plants connected to the grid as well as inverters for off-grid systems. SMA is therefore able to provide ideal technical inverter solutions for all plant sizes and types. 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 also in the TecDAX index. In recent years, SMA has received numerous awards for excellence as an employer and achieved first place in the nationwide "Great Place to Work®" competition in 2011 and 2012.

## **SMA Solar Technology AG**

Sonnenallee 1  
34266 Niestetal  
Germany

### **Head of Corporate Communications:**

Anja Jasper  
Tel.: +49 561 9522-2805  
Presse@SMA.de

### **Press contact:**

Susanne Henkel  
Manager Corporate Press  
Tel.: +49 561 9522-1124  
Fax +49 561 9522-421400  
Presse@SMA.de



**Investor Relations contact:**

Julia Damm

Manager Investor Relations

Tel. +49 561 9522-2222

Fax +49 561 9522-2223

IR@SMA.de

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