



Press Release

SMA Solar Technology AG

**SMA enhances manufacturing capacity through interim solutions and plans expansion at new commercial area Sandershaeuser Berg in Niestetal**

**Niestetal, December 9, 2009 – In order to serve the current high demand for solar inverters and to become even more flexible in responding to the future developments of the solar markets, SMA Solar Technology AG (SMA) will enhance its production capacities through interim solutions over the next six months. In the medium term, SMA is planning to develop additional production facilities as well at the new commercial area Sandershaeuser Berg near Niestetal.**

Through the establishment of the world's largest solar inverter factory, SMA was already able to substantially amplify its production capacities to up to five gigawatt this year. Over the last couple of weeks, the output figures were increased again. Against the background of the current high demand for solar inverters, a further extension of the maximum yearly production capacity to nine to ten gigawatt can be achieved stepwise through interim solutions over the next six months, provided the demand remains at a high level.

In the medium term, these interim solutions will be replaced by the establishment of additional production facilities at the new commercial area Sandershaeuser Berg east of the Autobahn 7. These new facilities will enable SMA to serve the growing photovoltaic market and to react even more flexibly to market volatility and demand surges. In the new commercial area of the City of Niestetal, SMA is planning to firstly build a new service center. Additional production facilities as well as a central storage facility for the components of the inverters will follow. As SMA will continue to exclusively produce order-related, there will be no storage facilities for the company's final products.

SMA will also enhance the infrastructure at the company headquarters through the creation of further office space. The investment for all building activities planned so far from 2010 to 2012 would be at EUR 80 to 120 million per year, financed through own capital resources.

"The solar sector is a highly dynamic market characterized by strong volatility. Therefore, a lot of flexibility is required in order to quickly adapt to the different market developments", explains Günther Cramer, Chief Executive Officer of SMA Solar Technology AG. "With the extension of our capacities



at Sandershaeuser Berg, we will advance our proven flexibility strategy, which prepares us for the further market developments. Furthermore, the commercial area Sandershaeuser Berg gives us the possibility for additional enhancements of our production facilities. This will make interim solutions unnecessary in the future.”

The exact timing and construction planning for the individual building phases of the new SMA site Sandershaeuser Berg are not yet completed.

### **About SMA**

The SMA Group generated sales of more than 680 million Euros in 2008 and is the worldwide market leader for photovoltaic inverters, a key component of all solar power plants. It is headquartered in Niestetal, near Kassel, Germany and represented by foreign subsidiaries in twelve countries on four continents. The Group employs a staff of over 3,500 (incl. temporary employees). SMA's product portfolio includes the most comprehensive range of inverters on the market, offering a compatible inverter for every type of photovoltaic module and for all plant sizes. The product range covers both inverters for photovoltaic plants connected to the grid as well as inverters for off-grid systems. 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 its excellence as an employer.

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