



SMA Solar Technology AG – Press Release

FOR IMMEDIATE RELEASE

SMA Solar UK launches SMA ADVANCE Installer Program

Milton Keynes, 4 July 2014 - SMA Solar UK, a subsidiary of SMA Solar Technology AG, the global market leader for solar inverters, has launched the SMA ADVANCE Installer Program for PV installers in the UK. The SMA ADVANCE Installer scheme aims to deliver a trained, qualified and competent installer network to the householder and consumer.

PV Installers who have already completed a series of mandatory SMA training modules, can begin the SMA ADVANCE installer qualification process after completing the new SMA ADVANCE training module which includes deeper technical product know-how as well as and system troubleshooting and maintenance issues. On completion of the SMA ADVANCE module, installers are then required to undergo an Evaluation, Knowledge and Skills process to ensure that technical knowledge and competence has been achieved. The final stage is to check MCS registration validation and references before they are qualified as members of the SMA ADVANCE Installer Program.

Jan Van Laethem, Managing Director, SMA Solar UK said "With many other installer schemes competing against each other, we realised the consumer needed accreditation and endorsement from the manufacturer. We have had many requests from consumers asking for an SMA inverter, not knowing who can provide a reliable and quality installation. With this in mind we have created a program, which is free of charge to the installer, but provides a level of training and qualification that allows them to present themselves as an 'endorsed' installer from the system manufacturer, SMA Solar UK. This ensures the consumer will receive a quality, reliable installation and will provide the consumer with peace of mind and security they are looking for from the PV industry."

Additional to the SMA ADVANCE Installer Program, www.lifeshinesbrighter.com, SMA Solar UK's consumer portal will now feature an SMA ADVANCE Installer area with a post code search engine, where consumers can choose an SMA approved installer, safe in the knowledge that they have the competency, training and installation skills required to install SMA inverters. In that regard, SMA Solar UK will facilitate UK consumer contact to SMA Advance Installers directly to discuss and quote for end-users' SMA PV installation requirements.

About SMA

The SMA Group generated sales of €932.5 million in 2013 and is the global market leader for solar inverters, a key component of all PV plants. SMA offers innovative key technologies for future power supply structures. It is headquartered in Niestetal, near Kassel, Germany, and is represented in 21 countries. The Group employs more



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than 5,000 people worldwide. 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 grid-connected photovoltaic plants as well as off-grid and hybrid system technology. The product portfolio is supplemented by comprehensive services and operational management of utility-scale pv-plants. 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.

www.SMA-UK.com

www.lifeshinesbrighter.com

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