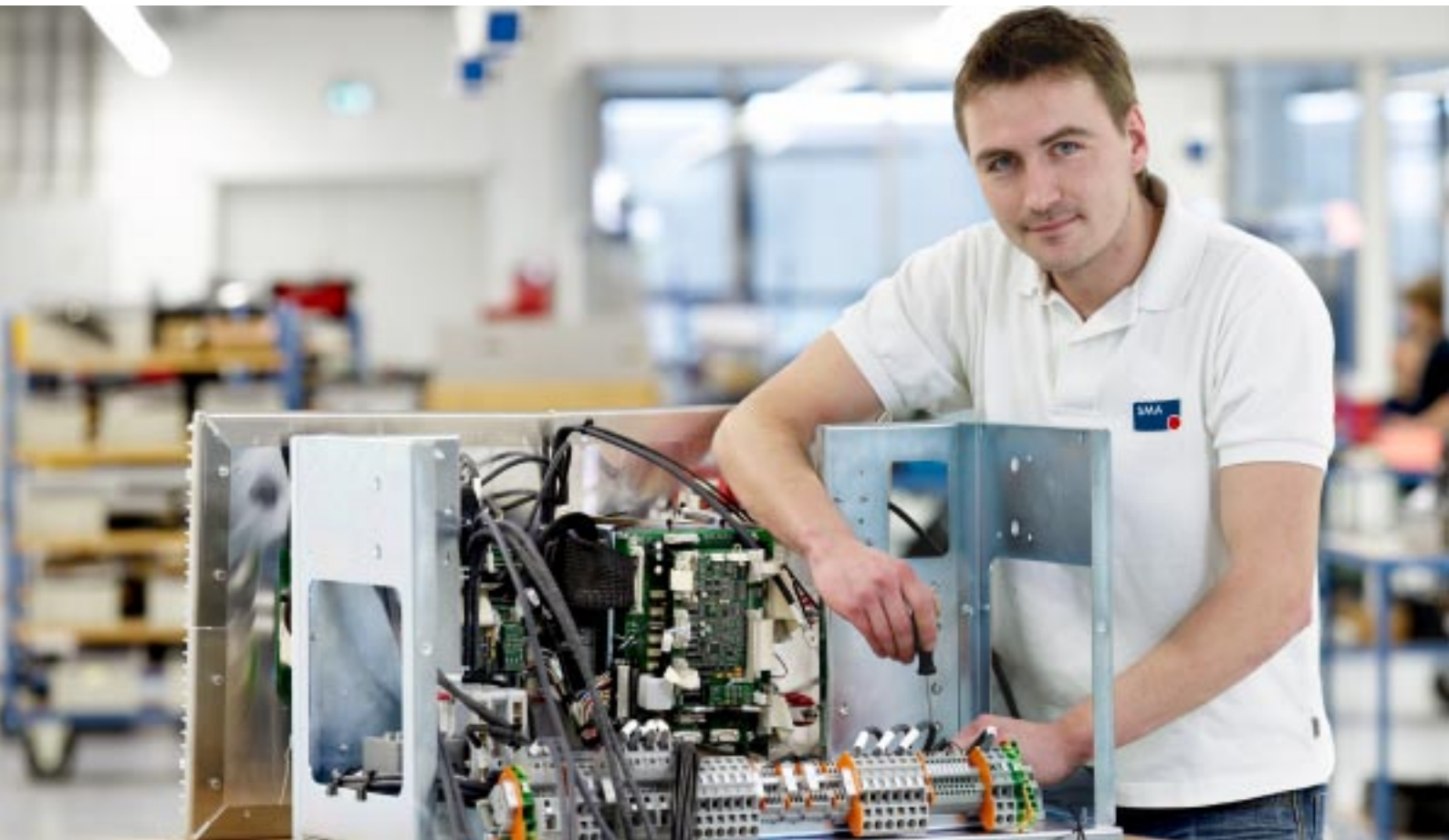


RELIABLE QUALITY UNDER A NEW NAME

SMA RAILWAY TECHNOLOGY GMBH



Since June 2008, the successful railway technology division of SMA has been operating under the new name of SMA Railway Technology GmbH. The demerger enables the wholly-owned subsidiary of SMA Solar Technology AG to operate in the railway technology market with even more efficiency and independence than before.

With challenging technologies and numerous innovations in power electronics the company has reached an outstanding market position in recent years. Today, more than 4,000 railway vehicles around the world are equipped with SMA systems. Our product line ranges from battery chargers to complete power supply and diagnostic

systems. In 2008 alone sales reached some € 25 million, and there are many new orders in the pipeline. This dynamic development was only made possible by demerger as a wholly-owned subsidiary. „The SMA railway technology division, whose products stand for light-weight, highly efficient power electronics with the highest level of reliability, achieved outstanding results in the past. We want this to continue to be the case in the future, and the new company to grow faster than the market for railway technology,“ says Günther Cramer, spokesman for the board of SMA Solar Technology AG. „This requires, however, an adapted organizational structure and an independent status within the SMA Group, which these days is almost exclusively dedicated to solar technology.

**Left:**

Constructing a prototype
Gerd Kobold

Top right:

Management
Dirk Wimmer,
Birgit Wilde,
Andreas Berger

Bottom right:

The new logo of
SMA Railway Technology



The demerger can therefore lay the foundation stone for stronger growth in railway technology." Managing directors of the company are the graduate engineers Andreas Berger, Birgit Wilde and Dirk Wimmer, who have already headed the railway technology division for several years. „Our decision to become independent and autonomous has been confirmed by the positive response from our customers and employees," states Birgit Wilde. „The successful work before the demerger and the high motivation of our staff enabled us to achieve rapid growth in 2008 – a trend which will continue in 2009." The demerger also took into consideration the 110 employees who were working in the railway technology division at that time: all employees were involved in the decision-making

process; employment contracts, works council agreements and additional benefits were taken over by the new company without change. Since the demerger the number of employees has grown to approximately 200; a sign of the extremely positive development in incoming orders at SMA Railway Technology GmbH. „The new employees have strengthened the production area and, above all, the development department. For this reason we regard ourselves as being very well-positioned for technological development at both national and international level," says Birgit Wilde.