



**SMA SOLAR TECHNOLOGY AG**

# **Analyst / Investor Presentation Financial Results 2023**

Presented by Barbara Gregor, CFO & Jürgen Reinert, CEO

March 27, 2024



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# Review FY 2023



# Financial Year 2023



## Sales

**€1,904m**

FY 2022: €1,066m

## Free-Cash-Flow

**€+57m**

FY 2022: €+5m

## EBITDA

**€311m**

FY 2022: €70m

## Order backlog

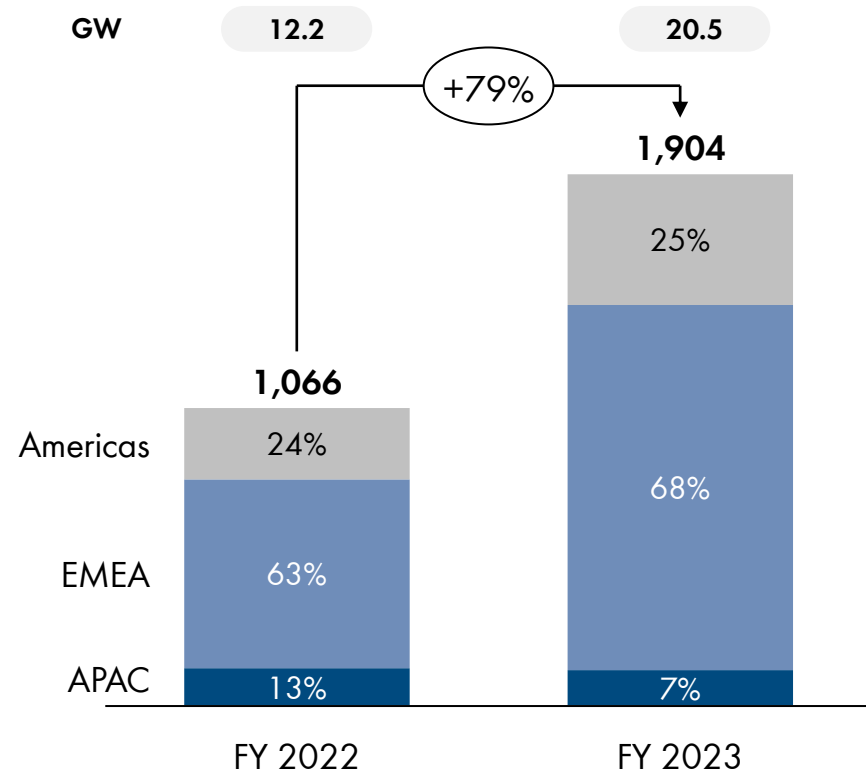
**€1,705m**

FY 2022: €2,077m

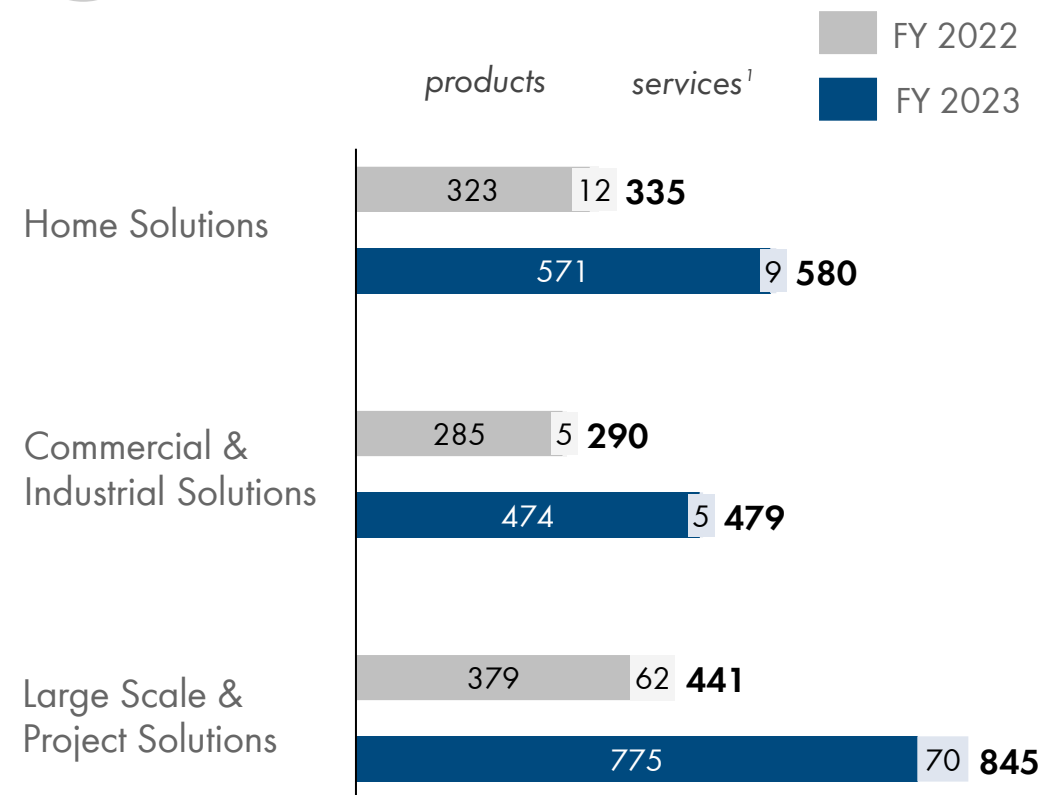
All three segments significantly improved their sales and contributed to the extraordinarily strong group result in 2023



## Sales per region (in € million)



## Sales by segment (in € million)

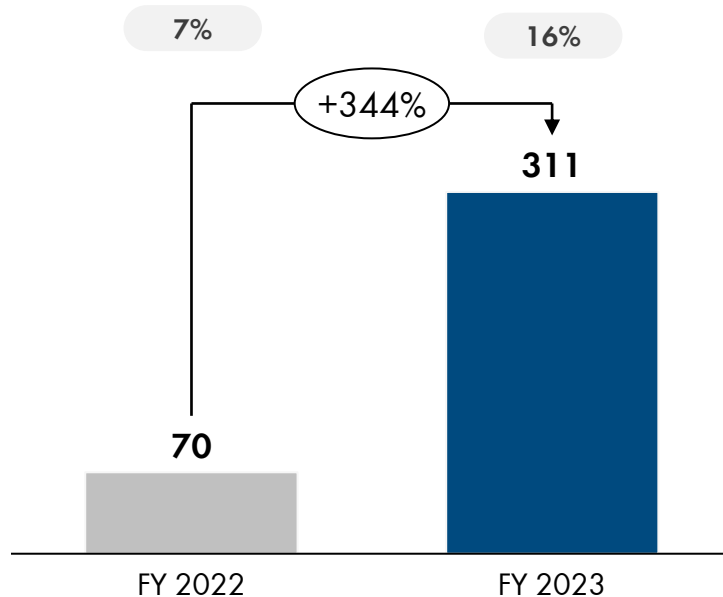


Profitability significantly above prior year level driven by strong sales growth with good margins across all three segments



## EBITDA (in € million)

Margin



One-Offs

+28<sup>1</sup>

+6<sup>2</sup>

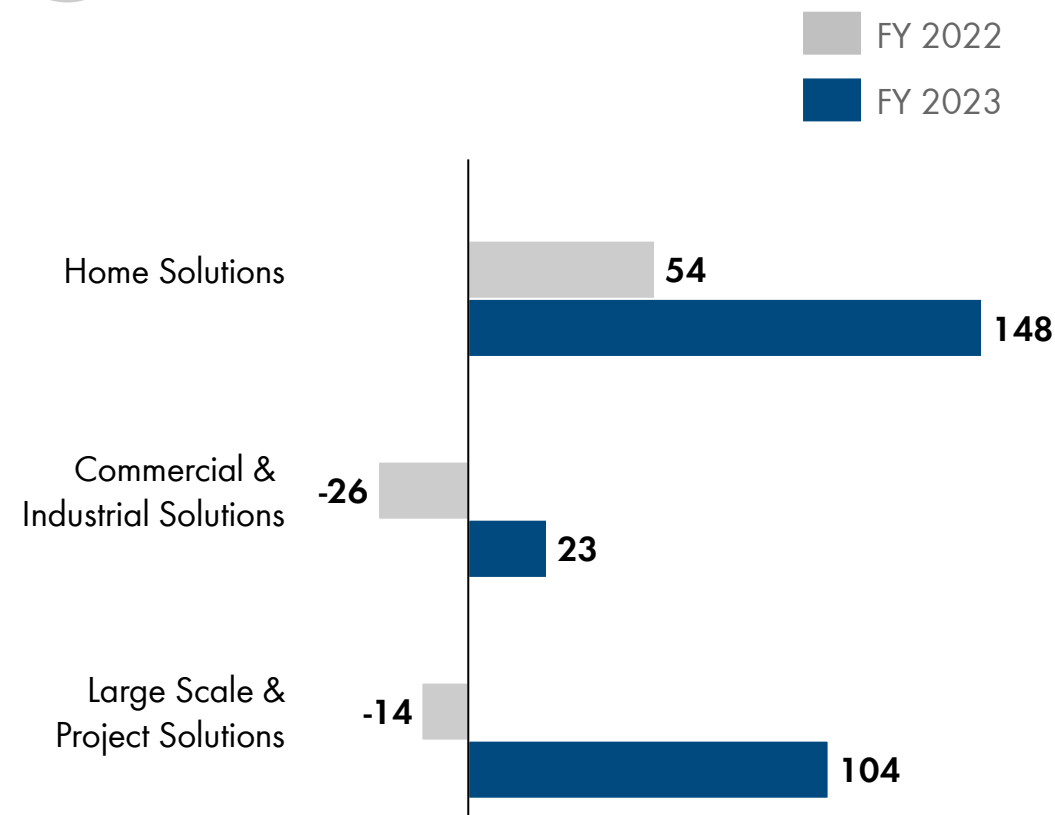
Depreciation/  
Amortization

38

42



## EBIT by Segment<sup>3</sup> (in € million)



1. 2022 profitability includes positive one-time other income from fees earned related to a late order cancellation from a customer in Q1 2022 (€5m) and from the sale of property in Q3 2022 (€23m).
2. 2023 profitability includes positive one-time other income from fees earned related to late order cancellations from customers (€6m).
3. Segment Corporate reported an EBIT of €-5m in 2023 (mainly from exchange rate effects) and an EBIT of €+18m in 2022 (mainly income from the sale of property).

SMA continues to maintain a robust financial position with Net Cash of 283m€ and an equity ratio of over 40%

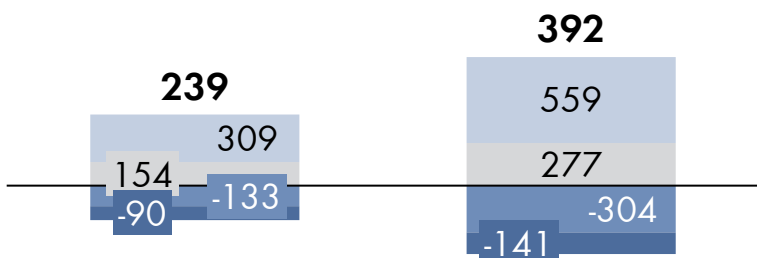


## NWC | Net Cash (in € million)

NWC

22%

21%

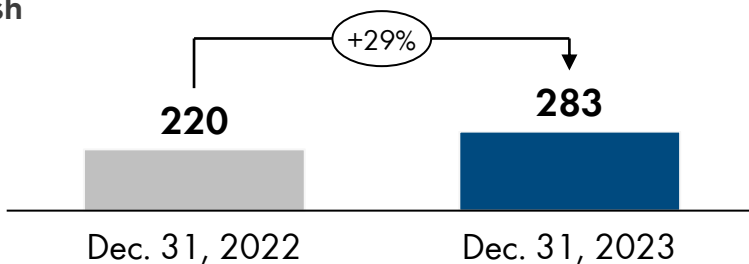


Dec. 31, 2022

Dec. 31, 2023

Inventories Trade receivables Trade payables Advanced Payments

Net Cash



Dec. 31, 2022

Dec. 31, 2023



## Group Balance Sheet (in € million)

	2022/12/31	2023/12/31	Change
<b>Non-current assets</b>	387	428	11%
<b>Working capital</b>	462	837	81%
<b>Other assets<sup>1</sup></b>	41	74	80%
<b>Total cash</b>	220	283	29%
<b>Shareholder's equity</b>	464	686	48%
<b>Provisions<sup>2</sup></b>	159	201	26%
<b>Trade payables</b>	133	304	228%
<b>Financial liabilities<sup>3</sup></b>	0	0	
<b>Other liabilities<sup>2,4</sup></b>	354	431	22%
<b>TOTAL</b>	<b>1,110</b>	<b>1,622</b>	<b>46%</b>

# Solid positive Free Cash Flow driven by significantly higher profitability compared to 2022



## Cash Flow (in € million)

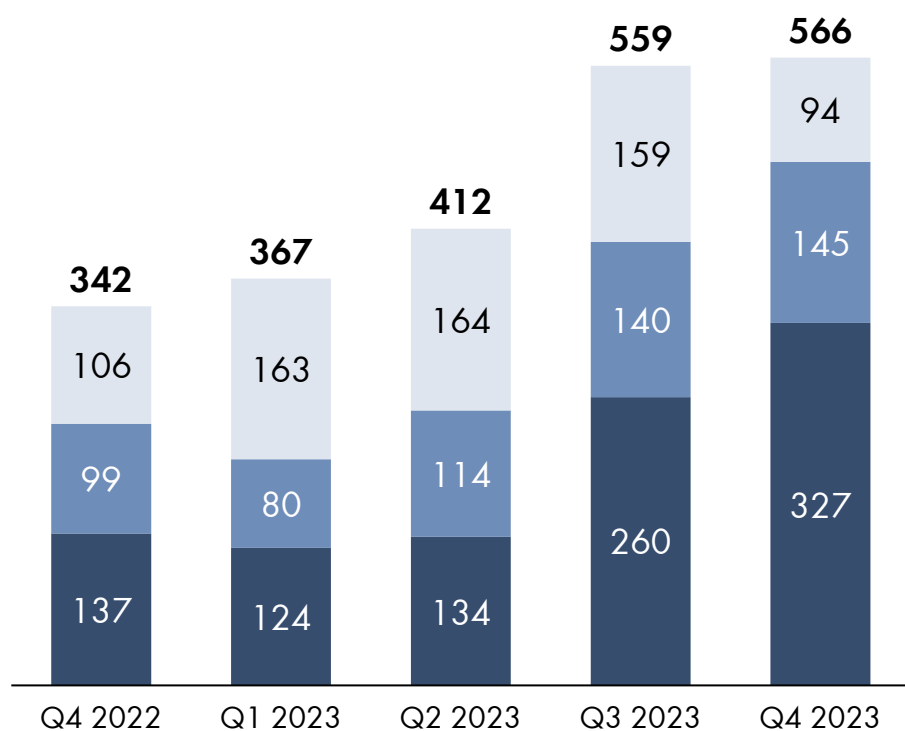
	FY 2022	FY 2023
Net Income	56	226
Gross Cash Flow	33	333
Cash Flow from Operating Activities	29	141
Net Capex	-62	-84
Cash inflow from divestments	38 <sup>1</sup>	0
<b>Free Cash Flow<sup>2</sup></b>	<b>5</b>	<b>57</b>



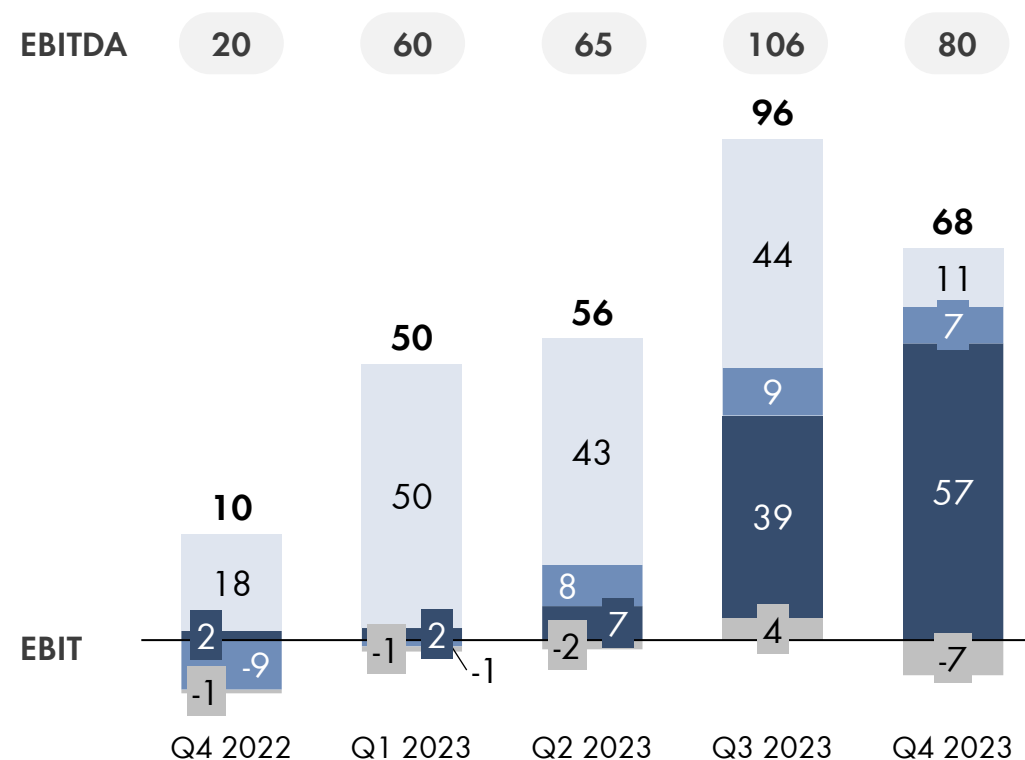
# SMA concludes an extremely successful year of 2023 with an especially strong Q4 for the Large Scale & Project Solutions segment



## Sales per segment (in €m)



## Profitability per segment (in €m)



Home Solutions Commercial & Industrial Solutions Large Scale & Project Solutions Reconciliation



# Current Developments



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



### Home Solutions

enable private households to generate, store and manage solar energy.



### Commercial & Industrial Solutions

support companies substantially reducing their energy bills.



### Large Scale & Project Solutions

secure future-proof investments for developers, investors & PV system operators.

**> 132 GW of installed SMA inverter power** help avoid more than 70 million tons of CO<sub>2</sub>e annually.

**> 15 GW of SMA battery & hybrid inverter power** ensure 24/7 green electricity supply and make SMA a global leader in battery system technology.

**> 4,300 SMA employees in 20 countries** generated 1,904€ m of sales in 2023.

Corporate Knights ranks SMA as **one of the ten most sustainable** companies in the world.

SMA is continuously innovating its products, digital business models & services



### Home Solutions



**SMA eCharger:** Flexible charging solution for emobility at home

### Commercial & Industrial Solutions



**SMA Commercial Storage Solution:** One-stop-shop - integrating all services

### Large Scale & Product Solutions



**New Platform Solution:** Turnkey solution for all power plant applications



# Resilient across all segments: SMA is leading the field of sustainability, cyber security and quality



## Sustainability

High ESG Ratings and Rankings –  
Independent experts confirm our performance



## Cyber Security

Data security is becoming a selling point for  
many customers



## Quality

Products and solutions from SMA stand for  
reliability and high quality



# SMA solutions in large storage projects ensure grid stability worldwide





# SMA continues to invest in future viability and aims to continue growing in 2024 and beyond



Investment in the SMA GIGAWATT FACTORY in Germany



Expansion of production in Poland - manufacturing of components for new inverter series



New US production site to foster additional sales



Liquidity and capital structure secures SMA's further growth strategy





# Outlook 2024

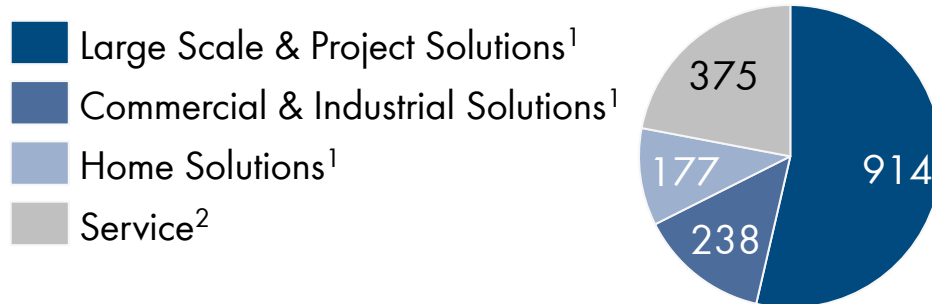


Product Order Backlog remains on a high level and as expected, has normalized to a level below the end of the 2022



### Order backlog by segment (in €m) and region (in %)

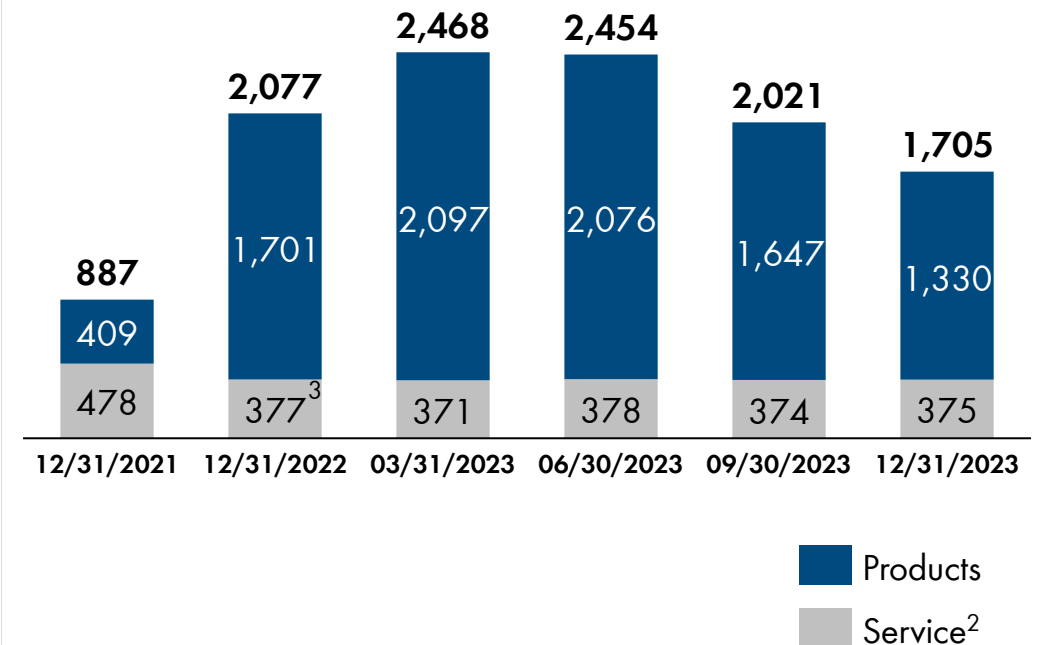
Total order backlog: €1,705 m (Dec. 31, 2023)



### Product order backlog by regions (in%)



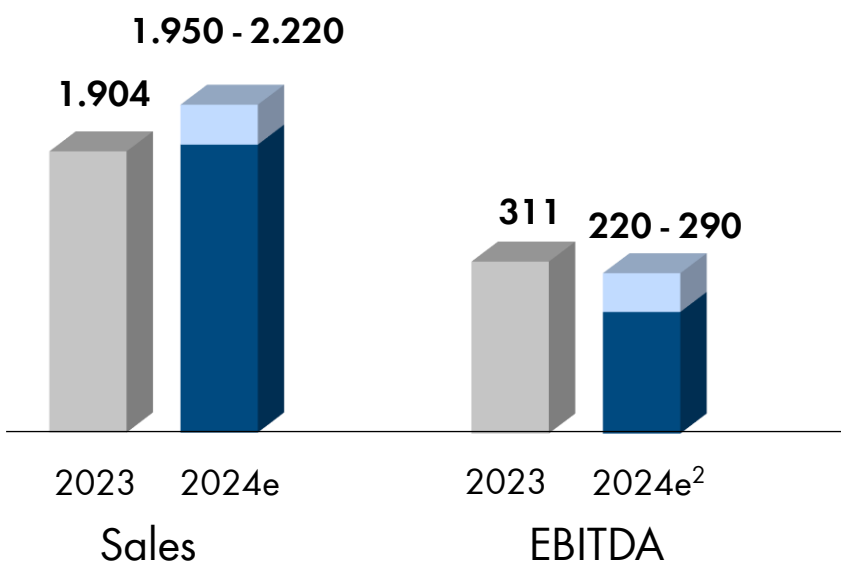
### Order backlog development (in €m)



After a very successful year in 2023, SMA expects further sales growth in 2024, mainly driven by Large Scale & Project Solutions



## Guidance 2024 (in €m)



**2024**

**CapEx (incl. R&D & leasing)<sup>1</sup>** **ca. €200m**

**Depreciation / amortization** **ca. €45m**



## Management comments

- Sales in the Large Scale segment will continue to grow strongly driven by the existing high order backlog and sustained demand.
- Due to high inventory levels at customers, SMA's Home and C&I segments are facing headwinds in key markets in H1 2024.
- Against this backdrop and in view of normalized supply and order situation, 2024 will be a transition year.
- For the Group in total, management continues to expect continued sales growth and a double-digit EBITDA margin in 2024.





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