



New SUNNY TRIPOWER CORE2  
Pitch Presentation



# SUNNY TRIPOWER CORE2

**More options. More integration. More performance.**

Highest flexibility and integrated features  
for maximum yields.



# New SUNNY TRIPOWER CORE2



More options + more integration + more performance = more profit.

SUNNY TRIPOWER CORE2 is designed to make your life easier and increase your and your customers' profits.



## More options.

Most flexible plant design for commercial and large commercial solutions, for both ground mount and rooftop plants.



## More integration.

Core part of SMA Energy System Business and ennexOS, ready for future business.



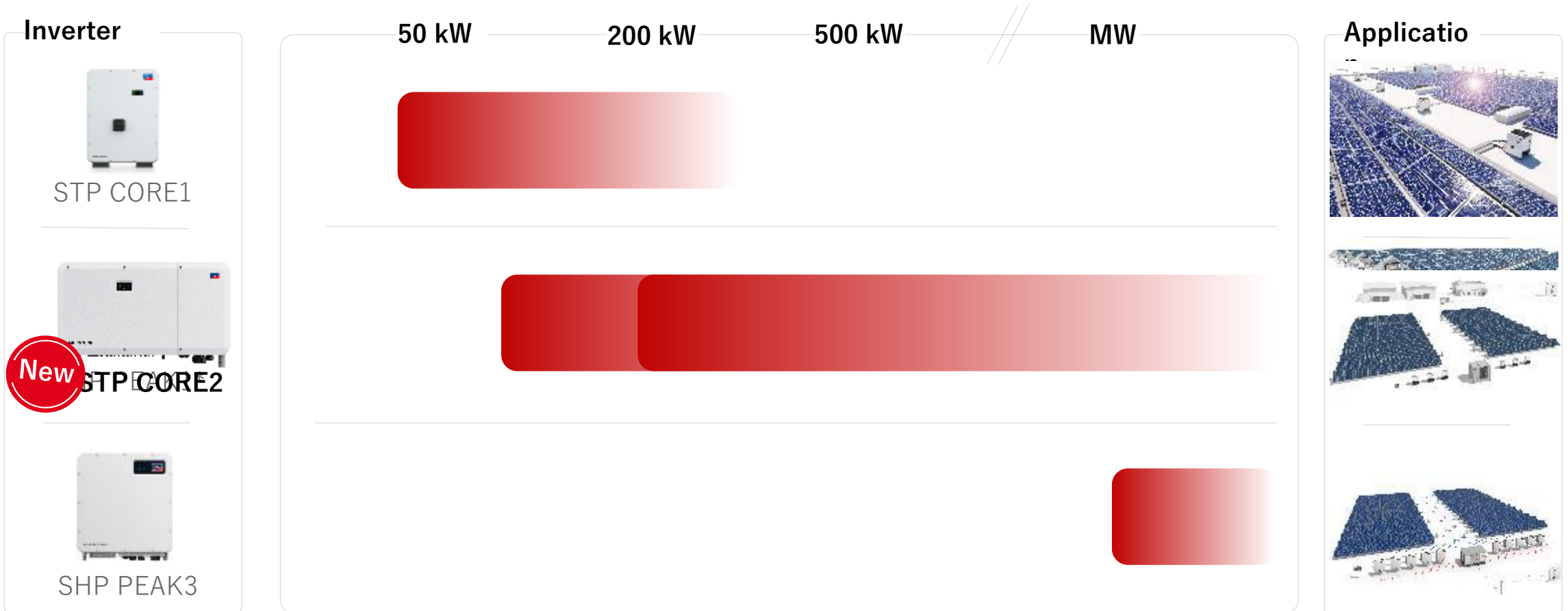
## More performance.

Out-of-the-box solution with integrated PV performance optimization ensures efficient installation and service.



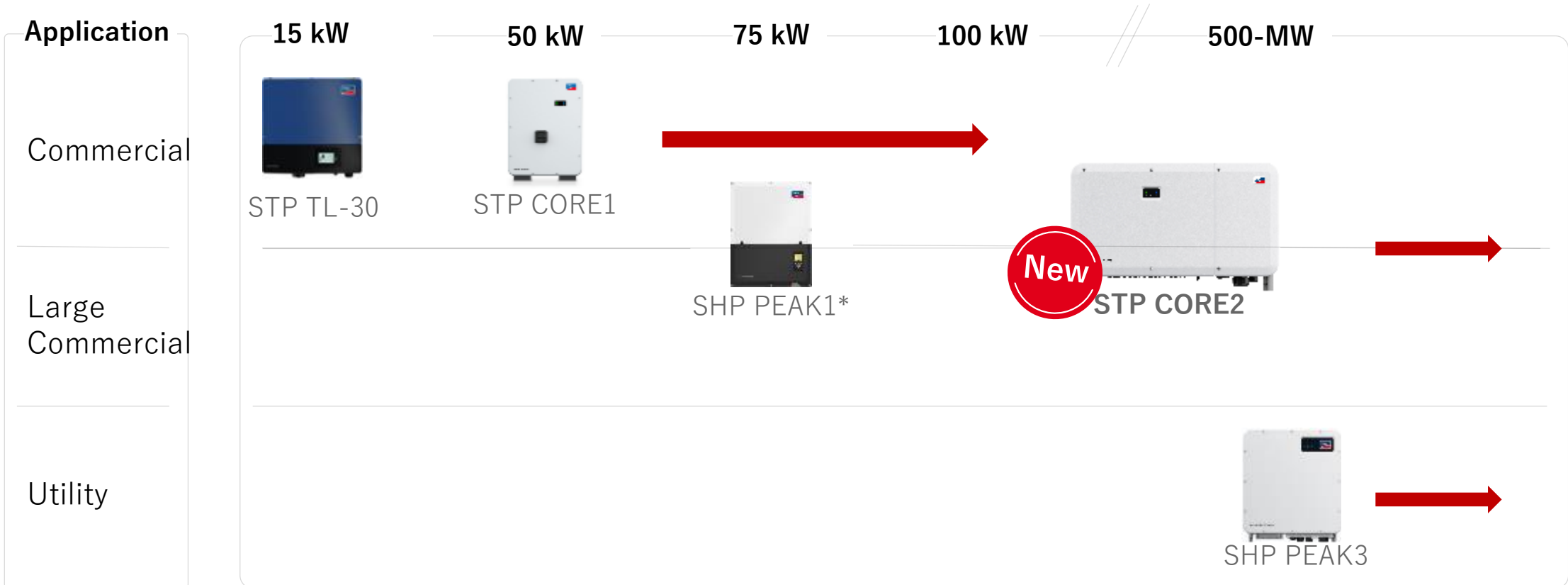
More options.

Higher coverage within large commercial portfolio.



More options.

Complete portfolio for commercial systems from yet.



\* PEAK1 to be discontinued in late 2020

# More options.

## Highest flexibility in plant design. Up to MW range.



### Ground mount and variable rooftop PV applications

- Best in class: 12 MPP trackers for maximum design flexibility
- 24 strings with Sunclix connectors
- Up to 150% over-dimensioning of PV array
- Up to 1,100 VDC
- Bifacial modules supported

### Benefits for EPCs and

- Simplified plant design – ideal product for using in any project
- Higher number of potential projects means more profit
- Fuseless design on DC side



# More integration.

## Ready for all future needs: the core of SMA Energy System Business.



### Key element of SMA Energy System Business

- Leading planning tool **SUNNY DESIGN**
- Seamless extension for further use cases, e.g. storage solutions like **STORAGE BUSINESS\***
- Complete ennexOS integration and easy plant commissioning via **DATA MANAGER M** and monitoring with **SUNNY PORTAL**
- SMA services (Online Service Center, **Direct marketing SMA SPOT\***, Smart Connected)

### Benefits for EPCs and installers

- Holistic, seamless system
- Reliable quality and all from one hand
- Upselling opportunities
- 360° professional support for pv installers



# More performance. Highest power and maximum yields.



## Out-of-the-box installation concept saves time and money

- No DC combiner required
- Best in class: 110 kW with standard 400 VAC
- Multiple handling grips
- High environmental resistance
- Fast plant commissioning (with Data Manager M)

## Benefits for EPCs and installers

- Easy installation, even on challenging sites
- Lower service costs because of minimal downtime of PV plants

## Integrated features



SMA ShadeFix is a patented, integrated software solution that optimizes energy yield in PV plants. SMA ShadeFix outperforms most conventional hardware solutions for shade management in PV systems.



## SMA Smart Connected

Automated inverter monitoring optimizes services and delivers highest yields.



# Summary.

## SMA and the new SUNNY TRIPOWER CORE 2.



### Best choice for EPC and installers.

- Leading planning tool SUNNY DESIGN with brand new features (visual roof planning with Google for example)
- SUNNY TRIPOWER CORE 2 is the innovation that makes your plant planning process easier and more efficient – even on challenging sites.
- Ideal solution for medium to large commercial projects: means less risk for warehousing!
- Part of our Energy System Business, SUNNY TRIPOWER CORE 2 delivers the outstanding SMA quality you've come to trust.
- As core of an integrated, flexible system, CORE 2 offers seamless upselling opportunities: storage, e-mobility, energy management, etc.
- SMA's services ensure efficient assurance of maximum yields from the pv plants:
  - SMA Smart Connected for automated inverter monitoring
  - SMA ShadeFix yield optimization

### Best choice for distributors.

- Ideal solution for all medium to large commercial projects: means so **less risk for warehousing!**
- Direct support and a range of smart services make SMA your go-to PV experts.
- We provide top quality developed in Germany – delivered right on time thanks to our reliable supply chains.

# Why SMA.

SMA is the gold standard for integrated pv installations.



## SMA's over 35 years of pv experience

- With over 1,500 patents, 86 GW inverter performance sold, industry-leading quality standards, and outstanding support, SMA is the trusted partner of the PV industry.
- We don't just sell PV components. We drive **sustainability** with easy-to-install, easy-to-operate, high-performing PV systems.
- With our **seamless systems** developed in Germany, we are your one-stop provider of successful solar installations.
- Our smart services allow plant owners to get the very best out of their installations.
- Our long-standing partnerships with our suppliers, distributors, partners, and PV installers around the world are based on respect, trust and mutual benefits.
- Our smart system servers are based in Germany for privacy-compliant energy management.
- We offer long-life products serving for highest quality in all environmental surroundings.
- With modular based IoT platform ennexOS for energy management and newest apps we are pioneer in digital solutions.
- Dedicated focus for pv installers:
  - New 360° Professional support
  - SMA Partner Program
  - Customized training in SMA Solar Academy

Thank you!



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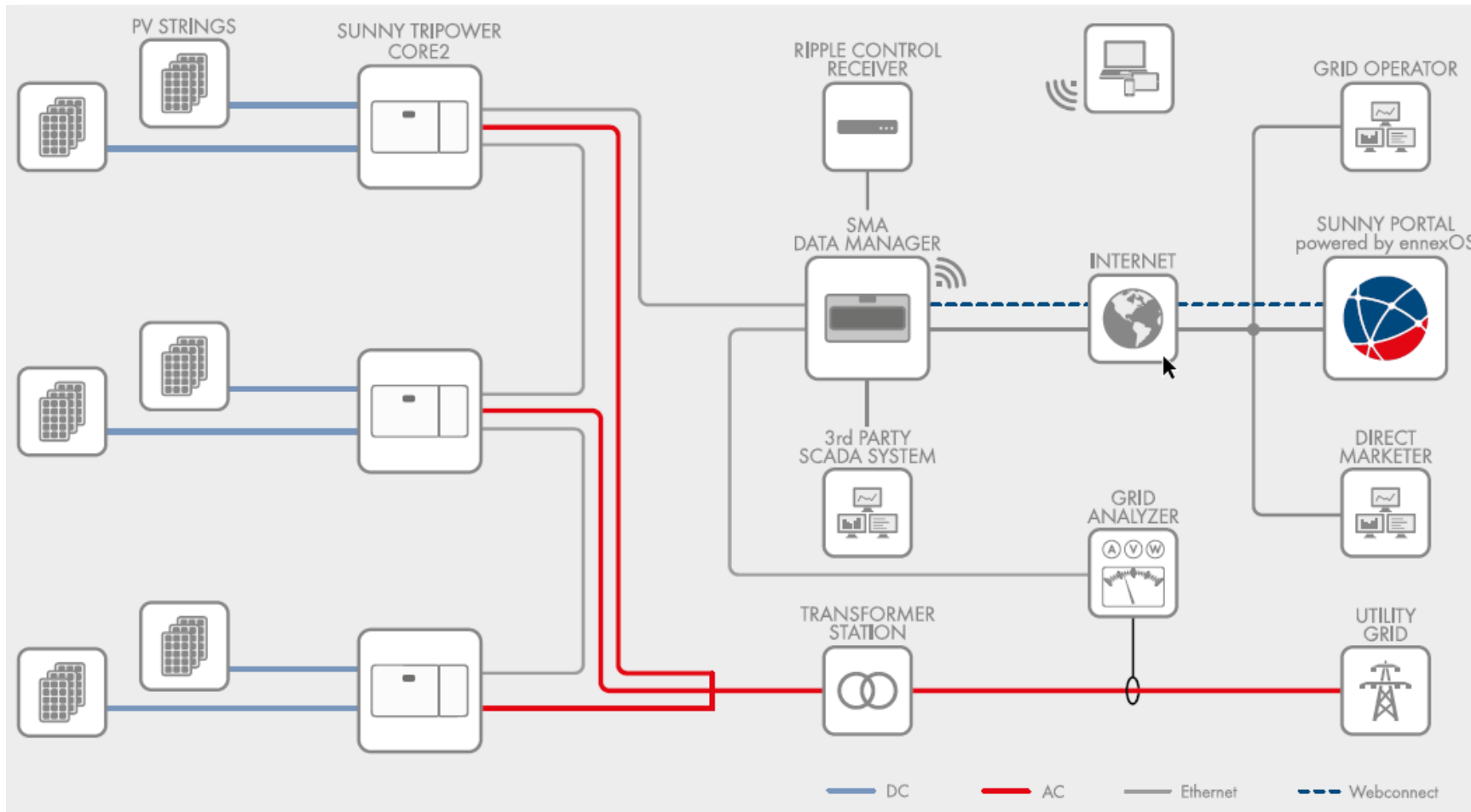


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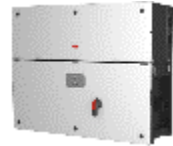
Pitch presentation – additional arguments / BACKUP




# Our plant architecture with CORE2



# Competitors - The CORE2 comes with a unique feature set



Comm inverter 400VAc/1000Vdc	Sunny Tripower CORE2 	ABB/Fimer PVS-100TL	Fronius TAURO ECo 100-3-D (Q2/20)	Huawei SUN2000 - 100KTL-M1	SolarEdge SE82.8K	Sungrow SG110CX
Power	110kVA / 110kW	100kVA / 100kW	100kVA / 100kW	110kVA / 110kW	82.8kVA / 82.8kW	110kVA / 100kW
Number of MPP Trackers	12	6	1	10	1 (plus MLPE)	9
Mounting units	1	2	1	1	3	1
Communication	Ethernet	Ethernet	Ethernet	RS485	Ethernet	RS485
Set-Up Configuration	Web UI Inverter or Data Manager M	Web UI	Web UI	App plus Dongle	App via WLAN	Bluetooth App
Weight	93.5kg	70kg + 55kg	101kg	90kg	2x48kg+45kg	89kg
Fuse-less design	yes	no	no	yes	yes	yes
Unit height (rack mounting)	682mm	869mm	755mm	700mm	940mm	660mm

# IT security. Best in class.



## **We care about your data**

- We believe in data protection and comply fully with the strict European data protection regulations (GDPR).
- Data servers based in Germany with high data security standards.
- Strict internal IT security directives as well as guidelines in preparation of our upcoming ISO / IEC 27001 certification serve as a solid basis for customer data protection.

## **Innovation and technology leader in data protection and security**

- SMA ensures secure data transmissions between all system components.

## **SMA is well positioned for challenges of today and tomorrow**

- SMA has a strong focus on compliance and the further development of IT security and data protection measures, guaranteed especially by dedicated staff experts.



More options.

Complete portfolio for commercial systems + attractive pricing.



SMA string inverters

Decentralized system design



STP TL-30  
(15–25 kW)



CORE1  
(50 kW)



**CORE2**  
**(110 kW)**

Sunny Highpower  
Central system design



PEAK1\*\*  
(75 kW)

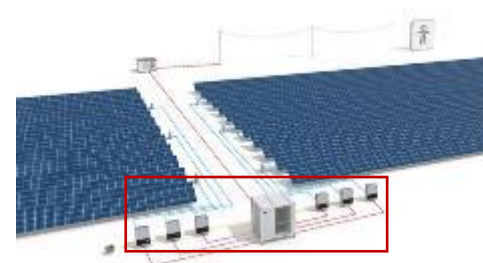


(PEAK3)\*  
(100/150 kW)



- Medium-sized to large commercial
- Non-uniform roofs / PV systems
- Inverters close to PV modules
- Rooftop and ground mount

→ Ideal solution for complex PV systems



- Large commercial to small utility
- Uniform PV systems
- Inverter near the grid connection / transformer
- Suitable for “simple” standardized systems

→ Cost optimized solution for large-scale applications



# More integration.

# Profit from complete integrated **ennexOS** platform.



## Benefits for EPCs and installers

- Ready for the future today
  - **Modular extension** and expandability,
    - even with partner solutions
- Saves money and increases uptime
- **Keep the system up to date and benefit from new features**
  - Secure network connection
  - Automatic or manual trigger for software updates, authorized by customer and guided by SMA
  - Data Manager and connected SMA inverters
  - Sequential distribution of update files within the plant
  - Remote troubleshooting on demand by SMA expert
- **Efficient and grid compliant plant operation**
  - Wizards for quick and easy setup\* (\*For selected control modes; constantly being expanded)
  - Various signal sources for setpoints: Modus, remote I/O, characteristic curves or manual setpoints
  - Configurable fallback behavior for safe continued operation even in case of error