



## **Enphase Energy Expands Globally with First European Offices**

Company to bring advanced microinverter technology to Italy, France and Benelux

**Petaluma, Calif.; Milan, Italy; Paris – March 3, 2011** – Enphase Energy, the leader in solar microinverter systems, today announced the appointment of two country managers and opening of new offices in France and Italy to service global demand for its high-tech solar microinverter system. Building on the success of more than 20,000 installations and 500,000 units shipped in North America, Enphase is expanding to Europe to capture a growing share of the worldwide inverter market. Microinverters are expected to grow dramatically in Europe, and Enphase is one of just a few vendors positioned to receive the CE and VDE mark for its products.

“Enphase pioneered microinverters, and we have quickly become the market leader in North America by designing and manufacturing superior products, building a strong installer base and providing exceptional customer support,” said Paul Nahi, CEO of Enphase Energy. “With our system designed to surpass the European standards for solar electrical equipment, now is the time to build a local sales and support team to develop and commercialize this significant opportunity.”

Enphase’s entrance into Europe, the world’s largest solar market, represents a several gigawatt opportunity over the next five years, according to iSuppli’s 2010 global microinverter market analysis. France, Italy and the Benelux region are gaining momentum in solar installations and are poised to rapidly adopt microinverters as a proven alternative to larger, centralized inverter systems.

### **The Enphase Energy European Team**

The new management team for Enphase in Europe brings a history of success and a wealth of experience in both technology and solar businesses. Olivier Jacques has been appointed as managing director of Enphase Energy France and will be responsible for implementing the company’s regional strategy in addition to developing the local distribution channel and support team. Jacques comes to Enphase with two decades of experience at high technology companies. Prior to Enphase, he was country manager at Danfoss and managing director at Solar Total France, Europe’s largest solar contractor.

“The solar market in France is quickly gaining interest in microinverter technology as the industry focuses on new levels of performance and simplicity,” said Olivier Jacques, general manager for Enphase Energy France. “Our office will ideally serve the French Solar Valley (Rhône-Alps) and Benelux regions, which provide strong potential opportunities for our offering.”

In Italy, Roberto Colombo has been hired as the managing director of Enphase Energy Italy and will also be responsible for regional strategy and channel

development. Colombo brings many years of renewable energy and country management experience to Enphase, including sales director for southern Europe at Korber Schleifring Italy.

“While most of the early adoption was for larger, utility-scale size projects, we believe the next wave of solar in Italy will benefit from technologies like microinverters that enhance return on investment, aesthetics and safety,” said Roberto Colombo, general manager for Enphase Energy Italy. “Ease of design and installation will also be key as electricians enter the field to address the growing number of solar projects.”

**Visit Enphase Energy at SolarExpo (Hall 7B, Booth #E5.1) and Intersolar:**

Enphase Energy will be unveiling its European products at these upcoming tradeshow in Europe. Visit the Enphase Energy booth for demonstrations of the full Enphase Microinverter System. Also on display will be a demonstration roof for visitors to see how the microinverters attach to the racking and integrate with the company’s proprietary breakthrough cabling system.

**About Enphase Energy**

Enphase Energy provides solar energy management systems for residential and commercial markets. The company offers a system that includes high-efficiency microinverters, communications and Web-based monitoring and analysis. The systems increase energy harvest, improve system reliability and simplify design, installation and management. Founded in 2006 and headquartered in Northern California, the company is led by veterans from the solar and high-tech industries and backed by industry leaders. For more information about Enphase, please visit [www.enphaseenergy.com](http://www.enphaseenergy.com).

**Contact**

Christine Bennett  
PR Manager, Enphase Energy  
[pr@enphaseenergy.com](mailto:pr@enphaseenergy.com)  
+1-707-763-4784