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## Enphase Energy Targets Asia-Pacific Commercial Solar Projects with the Launch of a Solution of Products, Services and Design Tools

*New advanced Commercial Solution delivers reduced LCOE and unparalleled reliability for commercial projects*

MELBOURNE, Australia--(BUSINESS WIRE)-- **Solar 2015, Booths C12 & D6** - Enphase Energy, Inc. (NASDAQ:ENPH), launched a new comprehensive product solution targeting commercial installations in the Asia-Pacific market. The offering includes the new advanced Enphase® M250 Microinverter, now supporting both 60- and 72-cell PV modules, along with a new installation design tool, financing options, as well as operations and maintenance services.

The center of the comprehensive commercial solution is the M250 energy system that delivers enhanced power generation and operational performance along with a lower Levelized Cost of Electricity (LCOE) than competing string or central inverter systems. "The launch of the new Commercial Solution in the Asia-Pacific market is an important sales initiative for Enphase as we expand the recruitment and retention of our customer base," said Jeff Loebbaka, senior vice president of global sales, marketing and support at Enphase. "This latest offering squarely addresses the strategic priority we place on deepening and expanding the long-term relationships we have with our commercial customers in this very important region."

The new commercial product solution will also include Folsom Labs' advanced [HelioScope](#) solar photovoltaic (PV) system design software for commercial Enphase installations. Folsom Labs has incorporated Enphase® Microinverter Systems—including the M250 Microinverter into HelioScope to streamline the sales and engineering workflow for commercial PV system designers.

"The HelioScope customer base is rapidly expanding in Australia and New Zealand, and many of them use Enphase. By incorporating the Enphase Microinverter products, we provide our customers the integration they are demanding, and further accelerate our growth," said Paul Gibbs, CEO of Folsom Labs. "Our partnership with Enphase enables installers to quickly assess the viability of each potential residential or commercial project, generating high-quality designs and bankable energy estimates."

Enphase's commercial installers in the Asia-Pacific region will also benefit from a host of partnerships forged between Enphase and affiliate service providers, covering finance and operations & maintenance, to provide a full range of service offerings to commercial customers. Enphase's finance partnership providers include Solar Finance Solutions and Classic Funding Group.

Enphase has had significant success in commercial installations, with more than 10,000 installed systems ranging from 10kW to over 2MW globally. "Our success in the residential market serves as the foundation for our delivery of purpose-built commercial systems now, and we are expanding our commercial product offerings in the Asia-Pacific region to meet the growing demands of our customers," said Nathan Dunn, Asia-Pacific managing director for Enphase.

"As Australia's first installer to pilot Enphase's M250 Microinverter for 72-cell modules, we are proud to give our customers access to best-in-market inverter technology and the ability to maximise roof space by pairing the Enphase microinverter with premium, 72-cell modules," said Anthony O'Connell, CEO of Metro Solar, who installed a 100kW solar system at Richmond Football Club's iconic Punt Road Oval. "Our focus is on providing our commercial and residential customers with the greatest return on investment available in solar."

Peter Thorne, co-founder and director of Solaray Energy said, "At Solaray Energy, we come from a technology background and as such, we carefully and critically select products to take to market. The Enphase System is the best technology on the market. It's better designed, better engineered and the software is light years ahead of competitors. The decision to launch a dedicated commercial product suite is not only great for installers, but at Solaray we're happy to be able to extend even more value to our customers by way of lower labour costs and faster installations."

The M250 Microinverter for 72-cell modules will be available in the Asia-Pacific region through authorized distribution in June 2015.

**Visit Enphase Energy at Solar 2015 (Booths C12 & D6)**

Enphase will be showcasing its commercial energy management solution at Solar 2015 Melbourne, May 13-14, on the A AC Solar Warehouse booth (C12), or the RFI booth (D6). Enphase will also deliver three presentations at Solar 2015:

- | 12.15 pm, May 13th - Solar Installer Professional Development - Winning Commercial Solar Projects with Enphase - Nathan Dunn, Managing Director for Enphase Asia-Pacific
- | 3.30 pm, May 13th - Optimizing Battery Storage for the New Energy Economy (Panel) - Greg Wolfson, Senior Director of Storage Product Line for Enphase Energy
- | 9.10 am, May 14th - Storage Industry Keynote - Raghu Belur, co-founder of Enphase Energy

### **About Enphase Energy, Inc.**

Enphase Energy delivers energy management technology for the solar industry that increases energy production, simplifies design and installation, improves system uptime and reliability, reduces fire safety risk and provides a platform for intelligent energy management. Its semiconductor-based microinverter system converts energy at the individual solar module level and brings a system-based high-technology approach to solar energy generation, storage, control and management. For more information, visit [www.enphase.com](http://www.enphase.com).

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### **Forward-Looking Statements**

This press release may contain forward-looking statements, including statements related to Enphase Energy's financial performance, market demands for its products, and advantages of its technology and market trends. These forward-looking statements are based on the company's current expectations and inherently involve significant risks and uncertainties. Actual results and the timing of events could differ materially from those anticipated in such forward-looking statements as a result of these risks and uncertainties and other risks detailed in the "Risk Factors" and elsewhere in Enphase Energy's latest Securities and Exchange Commission filings and reports. Enphase Energy undertakes no duty or obligation to update any forward-looking statements contained in this release as a result of new information, future events or changes in its expectations.

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Enphase Energy  
Olivia Smith, +61-402-044811  
APAC PR Manager  
[osmith@enphaseenergy.com](mailto:osmith@enphaseenergy.com)  
[www.enphase.com/au](http://www.enphase.com/au)

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