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Enphase Energy Continues European Expansion into the UK

Microinverter leader enters growing solar market to meet demand for high-performance, reliable microinverter systems

PETALUMA, Calif.--(BUSINESS WIRE)-- [Enphase Energy, Inc.](#) (NASDAQ: ENPH), today announced its entrance into the United Kingdom solar energy market with the hiring of a country manager in the UK. Enphase Energy UK will service England, Wales, Scotland and Northern Ireland with a locally based technical, sales, marketing and training team. To launch and lead [Enphase Energy UK](#), sales and management veteran Paul Nightingale has been appointed as country manager.

"Entry into the UK is another step toward successfully executing on our global expansion strategy," said Paul Nahi, CEO of Enphase Energy. "We see strong market potential in the UK and are committed to deliver the quality products, training and support that has established Enphase as a trusted brand in solar."

According to IMS Research, the UK is a sizeable and growing photovoltaic market. Installations are forecast to grow at a 17.6 percent annual rate from 2011-2016, reaching 1.8GW by 2016. The UK FiT (feed-in-tariff) scheme was enacted in April 2010, and has spurred growth in the residential sector, with over 600MW of residential systems installed in 2011, reports IMS.

The [Enphase® Microinverter System](#) offers this growing market a [high-performance solution](#) that gives installers the flexibility to design solar systems around the many complex and multiple-orientation rooftops in the UK. The system consists of [Enphase M215 Microinverters](#) that work in combination with the [Envoy Communications Gateway](#) and [Enlighten](#) monitoring and analysis software. The Microinverter System enables intelligent maintenance and operations for solar installers and system owners. Remote diagnostic capabilities and system alerts via the web, coupled with access to Enphase's expert technical support staff, helps installers provide their customers superior system uptime and a better return on investment.

Sales and Management Veteran to Lead UK Team

Paul Nightingale has been hired to lead [Enphase Energy UK](#), and he brings over two decades of management experience to his role as country manager. With a strong background in strategic sales, marketing and business development, Nightingale recently served as UK country manager for a multi-national solar inverter company where he successfully launched the brand into the UK market. For Enphase, he is responsible for creating and implementing the Enphase UK strategic business plan, developing the sales channel and support infrastructure, as well as building out the Enphase UK team.

"Enphase technology delivers a powerful combination of performance and safety benefits, plus lifetime monitoring, making Enphase an ideal solution for the UK solar market," said Paul Nightingale, country manager for Enphase Energy UK. "My focus is on creating a sustainable business for Enphase in the UK that is recognized for quality, innovation, service and reliability."

Enphase launched in Europe in March, 2011, with the opening of offices in [Lyon, France](#) and [Milan, Italy](#), and currently supports France, the Benelux region and Italy solar markets. For UK career opportunities, please visit the Enphase Energy careers page at: <http://enphase.com/company/careers/>.

Visit Enphase Energy at Intersolar Europe 2012 (Booth #C3.340):

Enphase Energy will be exhibiting the complete [Enphase Microinverter System](#) at [Intersolar Europe](#), to be held at the New Munch Trade Fair Center in Munich, Germany, from June 13 to June 15, 2012. Visitors can learn about Enphase through hands-on product demonstrations at Enphase booth [#C3.340](#) or by attending Enphase's presentation at the ["Balance of Systems" session](#) to be held on Wednesday, June 13 from 1:30 p.m. to 3:30 p.m. in room 14C of the International Congress Center Munich (ICM). Find out more about Enphase at Intersolar Europe 2012 by visiting: <http://enphase.com/intersolar/>.

About Enphase Energy, Inc.

Enphase Energy delivers microinverter 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. Our semiconductor-based microinverter system converts energy at the individual solar module level and brings a systems-based, high technology approach to solar energy generation. Connect with Enphase on [Facebook](#) and follow us on [Twitter](#). www.enphase.com

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