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Enphase Energy and Generac Power Systems Partner to Educate Consumers on the Benefits of Combined Solar-Backup Solutions

Solar plus generator will deliver energy bill savings and cost-effective home backup power

PETALUMA, CA -- (Marketwired) -- 11/15/16 -- [Enphase Energy, Inc.](#) (NASDAQ: ENPH), a global energy technology company, and [Generac Power Systems, Inc.](#) (NYSE: GNRC), the leading manufacturer of home backup generators, have [joined forces](#) to educate homeowners and distribution partners on the benefits of outage protection and solar generation. The companies are also working together to develop product integrations that deliver cost-effective and secure energy solutions to homeowners.

"Typical solar customers are seeking an environmentally-friendly way to reduce their energy bill. What many don't realize is that solar doesn't replace the grid during a power outage," said Paul Nahi, president and CEO of Enphase. "This new relationship with Generac will enable us to educate solar consumers on the benefits of backup power and introduce solar to a new customer segment. At today's prices, solar power can deliver immediate savings to consumers in many of the states where demand for back-up power is strongest."

Among existing and prospective solar homeowners, demand for generators is high. According to a third party study in key solar states (CA, HI, MA, NJ) commissioned by Enphase earlier this year, about 18% of these homeowners already have portable or standby generators. Nearly half of those without generators said they would consider installing backup power. The backup power profile they wanted most closely resembled generators: essential loads or whole home backup costing less than \$10,000.

"Homeowners don't realize that generators and solar systems can be complementary products," said Aaron Jagdfeld, president and CEO of Generac. "We're excited to work with Enphase, a leading energy technology company, to educate consumers on both energy bill savings and cost-effective, 24/7 backup power."

Solar is also attractive for prospective generator customers. In the same study, 47% of prospective generator customers who did not have solar said that they had considered it.

Installed in seven of 10 homes with standby generators, Generac's standby units can run for several weeks at a time, producing enough power for refrigerators, central air conditioners, sump pumps, and all the most common home appliances. In contrast, battery backup systems usually run for several hours, produce power for only a select number of devices with limited energy consumption, and cost nearly twice as much as standby generators.

Spruce Finance, a provider of financing for residential solar energy systems and home efficiency improvements, will offer a combined long-term loan for the solar-plus-generator solution. By financing solar and generators together, homeowners make low monthly payments and get both the savings from solar and also affordable, secure back-up power. The solar-plus-generator financing will be available in the first quarter of 2017.

About Enphase Energy, Inc.

Enphase Energy, a global energy technology company, is leading the charge to bring smart, connected solar energy to every home, business and community. The company delivers simple, innovative and reliable energy management solutions that advance the worldwide potential of renewable energy. Enphase has shipped approximately 13 million microinverters, and over 540,000 Enphase residential and commercial systems have been deployed in more than 100 countries. For more information, visit www.enphase.com and follow the company on [Facebook](#), [LinkedIn](#) and [Twitter](#).

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About Generac Power Systems, Inc.

Since 1959, Generac has been a leading designer and manufacturer of a wide range of power generation equipment and other engine powered products. As a leader in power equipment serving residential, light commercial, industrial, oil and gas,

and construction markets, Generac's power products are available globally through a broad network of independent dealers, distributors, retailers, wholesalers and equipment rental companies, as well as sold direct to certain end user customers. For more information, visit www.generac.com.

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