

## Supplemental Operating Performance Information

February 7, 2023

### Enphase Energy Q4'22 Supplemental Information

All \$ figures in millions, except per share; other metrics specified below

Operating Metrics & Revenue Detail	Metric	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22
IQ Microinverter Shipments	Units, k	3,034	2,839	3,349	4,343	4,874
IQ Microinverter Shipments	MW (DC)	1,082	1,029	1,213	1,709	1,952
IQ Battery Shipments	MWh	100.2	120.4	132.4	133.6	122.1
<b>Revenue</b>		<b>\$ 412.7</b>	<b>\$ 441.3</b>	<b>\$ 530.2</b>	<b>\$ 634.7</b>	<b>\$ 724.7</b>

#### Revenue by Geography

United States	\$ 338.9	\$ 369.5	\$ 422.6	\$ 451.8	\$ 518.0
International	\$ 73.8	\$ 71.8	\$ 107.6	\$ 182.9	\$ 206.7

#### Supplementary Income Statement Information

	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22
<b>Gross Profit (GAAP)</b>	<b>\$ 163.3</b>	<b>\$ 177.0</b>	<b>\$ 219.0</b>	<b>\$ 267.9</b>	<b>\$ 310.7</b>
Stock-based compensation	2.4	2.5	3.1	3.2	4.3
Acquisition related amortization	0.2	1.3	1.5	1.4	2.1
<b>Gross Profit (Non-GAAP)</b>	<b>\$ 165.9</b>	<b>\$ 180.8</b>	<b>\$ 223.6</b>	<b>\$ 272.5</b>	<b>\$ 317.1</b>
<b>Gross Margin (GAAP)</b>	<b>39.6%</b>	<b>40.1%</b>	<b>41.3%</b>	<b>42.2%</b>	<b>42.9%</b>
Stock-based compensation	0.6%	0.6%	0.6%	0.5%	0.6%
Acquisition related amortization	0.0%	0.3%	0.3%	0.2%	0.3%
<b>Gross Margin (Non-GAAP)</b>	<b>40.2%</b>	<b>41.0%</b>	<b>42.2%</b>	<b>42.9%</b>	<b>43.8%</b>
<b>Income from Operations (GAAP)</b>	<b>\$ 57.7</b>	<b>\$ 61.8</b>	<b>\$ 94.0</b>	<b>\$ 135.4</b>	<b>\$ 157.0</b>
Stock-based compensation	37.2	47.8	53.1	52.3	63.6
Acquisition related expenses and amortization	2.8	4.9	5.3	5.6	7.0
Restructuring and asset impairment charges	-	-	-	0.6	1.8
<b>Income from Operations (Non-GAAP)</b>	<b>\$ 97.7</b>	<b>\$ 114.5</b>	<b>\$ 152.4</b>	<b>\$ 193.9</b>	<b>\$ 229.4</b>
<b>Income from Operations (Non-GAAP) Margin</b>	<b>23.7%</b>	<b>25.9%</b>	<b>28.7%</b>	<b>30.5%</b>	<b>31.7%</b>
<b>Income Tax Benefit (Provision) (GAAP)</b>	<b>\$ 2.0</b>	<b>\$ (5.6)</b>	<b>\$ (15.2)</b>	<b>\$ (19.4)</b>	<b>\$ (14.4)</b>
Non-GAAP income tax adjustment	(2.4)	3.2	12.5	0.1	(15.9)
<b>Income Tax Benefit (Provision) (Non-GAAP)</b>	<b>\$ (0.4)</b>	<b>\$ (2.4)</b>	<b>\$ (2.7)</b>	<b>\$ (19.3)</b>	<b>\$ (30.3)</b>
<b>Net Income (GAAP)</b>	<b>\$ 52.6</b>	<b>\$ 51.8</b>	<b>\$ 77.0</b>	<b>\$ 114.8</b>	<b>\$ 153.8</b>
Stock-based compensation	37.2	47.8	53.1	52.3	63.6
Acquisition related expenses and amortization	2.8	4.9	5.3	5.6	7.0
Restructuring and asset impairment charges	-	-	-	0.6	1.8
Non-cash interest expense	12.5	2.0	2.0	2.1	2.1
Loss on partial settlement of convertible notes	0.1	-	-	-	-
Non-GAAP income tax adjustment	(2.4)	3.2	12.5	0.1	(15.9)
<b>Net Income (Non-GAAP)</b>	<b>\$ 102.8</b>	<b>\$ 109.7</b>	<b>\$ 149.9</b>	<b>\$ 175.5</b>	<b>\$ 212.4</b>
<b>Weighted Average Basic Shares Outstanding (GAAP)</b>	<b>000s 134,920</b>	<b>134,327</b>	<b>135,196</b>	<b>135,633</b>	<b>136,167</b>
RSU/PSU/Options	4,221	3,661	3,042	3,344	3,123
2023 Convert	900	900	900	900	900
2024 Convert + Warrants	65	-	-	-	-
2025 Convert + Warrants	1,374	1,654	512	2,010	2,046
2026 Convert	-	2,057	2,057	2,057	2,057
2028 Convert	-	2,018	2,018	2,018	2,018
Elimination of 2024, 2025, 2026, and 2028 Convert Shares covered by hedges	(800)	(5,328)	(4,075)	(5,328)	(5,328)
<b>Weighted Average Diluted shares Outstanding (Non-GAAP)</b>	<b>000s 140,680</b>	<b>139,289</b>	<b>139,650</b>	<b>140,634</b>	<b>140,983</b>
<b>Net Income per Share, Diluted (GAAP)</b>	<b>\$ 0.37</b>	<b>\$ 0.37</b>	<b>\$ 0.54</b>	<b>\$ 0.80</b>	<b>\$ 1.06</b>
<b>Net Income per Share, Diluted (Non-GAAP)</b>	<b>\$ 0.73</b>	<b>\$ 0.79</b>	<b>\$ 1.07</b>	<b>\$ 1.25</b>	<b>\$ 1.51</b>

#### Supplementary Balance Sheet Information

	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22
Cash, cash equivalents and marketable securities	\$ 1,016.7	\$ 1,063.5	\$ 1,247.8	\$ 1,417.3	\$ 1,612.8

<b>Debt (GAAP) *</b>	<b>\$ 1,037.6</b>	<b>\$ 1,284.2</b>	<b>\$ 1,286.2</b>	<b>\$ 1,288.3</b>	<b>\$ 1,290.4</b>
Add: Debt discount and issuance costs *	277.1	30.5	28.5	26.4	24.3
<b>Debt (Non-GAAP)</b>	<b>\$ 1,314.7</b>	<b>\$ 1,314.7</b>	<b>\$ 1,314.7</b>	<b>\$ 1,314.7</b>	<b>\$ 1,314.7</b>

#### Supplementary Cash Flow Information

	Q4'21	Q1'22	Q2'22	Q3'22	Q4'22
<b>Cash flow from Operations (GAAP)</b>	<b>\$ 97.2</b>	<b>\$ 102.4</b>	<b>\$ 200.7</b>	<b>\$ 188.0</b>	<b>\$ 253.7</b>
Add: Repayment of convertible notes due 2024 and 2025 attributable to debt discount	0.1	-	-	-	-
Less: Purchases of property and equipment	(13.2)	(12.3)	(8.7)	(8.9)	(16.4)
<b>Free Cash Flow (Non-GAAP)</b>	<b>\$ 84.1</b>	<b>\$ 90.1</b>	<b>\$ 192.0</b>	<b>\$ 179.1</b>	<b>\$ 237.3</b>

\*In Q1'22, the Debt (GAAP) balance increased and debt discounts and issuance costs decreased as a result of the adoption of ASU 2020-06 on January 1, 2022.

This supplemental information contains forward-looking statements, including statements related to Enphase Energy's expectations as to revenue, storage shipments, gross margin, and operating expenses for the first quarter of 2023. These forward-looking statements are based on Enphase Energy's current expectations and inherently involve significant risks and uncertainties. Enphase Energy's actual results and the timing of events could differ materially from those anticipated in such forward-looking statements as a result of certain risks and uncertainties including those risks described in more detail in Enphase Energy's most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q and other documents filed with the SEC from time to time and available on the SEC's website at www.sec.gov. 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, except as required by law.

#### Financial Outlook

GAAP	Q1'23
Revenue	\$700 - \$740
IQ Battery Shipments (MWh)	100 - 120
Gross Margin	40.0% - 43.0%
Operating Expenses	\$177.0 - \$181.0

#### Non-GAAP

Revenue	\$700 - \$740
IQ Battery Shipments (MWh)	100 - 120
Gross Margin	41.0% - 44.0%
Operating Expenses	\$100.0 - \$104.0