



# Investor Presentation

October 2024



# Safe harbor

## Use of Forward-Looking Statements

This presentation contains forward-looking statements made pursuant to the Safe Harbor provisions of the Private Securities Litigation Reform Act of 1995, including, but not limited to, Enphase Energy's financial performance; its business strategies, including its operations and anticipated trends and developments in markets in which it operates and in the markets in which it plans to expand; the timing of market adoption and availability of Enphase Energy's new products and technologies and the benefits to homeowners and installers; its manufacturing capability in the United States; the capabilities and performance of its technology and products, including different product features; Enphase Energy's ability to advance a sustainable future for all; and Enphase Energy's performance in operations, including product quality, safety, reliability, cost management and customer service. Any statements that are not of historical fact, may be forward-looking statements. Words used such as "anticipates," "believes," "could," "potential," "predicts," "continues," "designed," "estimates," "expects," "goal," "intends," "likely," "may," "ongoing," "plans," "projects," "pursuing," "seeks," "should," "will," "would" and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these words. All forward-looking statements are based on Enphase Energy's current assumptions, expectations and beliefs, and involve substantial risks and uncertainties that may cause results, performance or achievement to materially differ from those expressed or implied by these forward-looking statements. You are cautioned that these forward-looking statements are only predictions and may differ materially from actual future events or results. A detailed discussion of risk factors that affect Enphase Energy's business is included in the filings it makes with the Securities and Exchange Commission (SEC) from time to time, including its most recent reports on Form 10-K and Form 10-Q, particularly under the heading "Risk Factors." Copies of these filings are available on Enphase Energy's website through its investor page or on the SEC website. All forward-looking statements in this presentation are based on information currently available to Enphase Energy, and Enphase Energy assumes no obligation to update these forward-looking statements in light of new information or future events.

## Industry Information

Information regarding market and industry statistics in this presentation is based on information available to Enphase Energy that Enphase Energy believes is accurate. It is generally based on publications that are not produced for purposes of economic analysis.

## Non-GAAP Financial Metrics

Enphase Energy has presented certain non-GAAP financial measures in this presentation. Generally, a non-GAAP financial measure is a numerical measure of a company's performance, financial position, or cash flows that either exclude or include amounts that are not normally excluded or included in the most directly comparable measure calculated and presented in accordance with generally accepted accounting principles in the United States (GAAP). Reconciliation of each non-GAAP financial measure to the most directly comparable GAAP financial measure can be found in the accompanying tables to this presentation. Non-GAAP financial measures presented by Enphase Energy include non-GAAP gross profit, gross margin, operating expenses, income from operations, net income, net income per share (basic and diluted) and free cash flow.

These non-GAAP financial measures do not reflect a comprehensive system of accounting, differ from GAAP measures with the same captions and may differ from non-GAAP financial measures with the same or similar captions that are used by other companies. In addition, these non-GAAP measures have limitations in that they do not reflect all of the amounts associated with Enphase Energy's results of operations as determined in accordance with GAAP. As such, these non-GAAP measures should be considered as a supplement to, and not as a substitute for, or superior to, financial measures calculated in accordance with GAAP. Enphase Energy uses these non-GAAP financial measures to analyze its operating performance and future prospects, develop internal budgets and financial goals, and to facilitate period-to-period comparisons. Enphase Energy believes that these non-GAAP financial measures reflect an additional way of viewing aspects of its operations that, when viewed with its GAAP results, provide a more complete understanding of factors and trends affecting its business.

As presented in the "Reconciliation of Non-GAAP Financial Measures" page, each of the non-GAAP financial measures excludes one or more of the following items for purposes of calculating non-GAAP financial measures to facilitate an evaluation of Enphase Energy's current operating performance and a comparison to its past operating performance:

- Stock-based compensation expense. Enphase Energy excludes stock-based compensation expense from its non-GAAP measures primarily because they are non-cash in nature. Moreover, the impact of this expense is significantly affected by Enphase Energy's stock price at the time of an award over which management has limited to no control.
- Acquisition related expenses and amortization. This item represents expenses incurred related to Enphase Energy's business acquisitions, which are non-recurring in nature, and amortization of acquired intangible assets, which is a non-cash expense. Acquisition related expenses and amortization of acquired intangible assets are not reflective of Enphase Energy's ongoing financial performance.
- Restructuring and asset impairment charges. Enphase Energy excludes restructuring and asset impairment charges due to the nature of the expenses being unusual and arising outside the ordinary course of continuing operations. These costs primarily consist of fees paid for cash-based severance costs and asset write-downs of property and equipment and acquired intangible assets, and other contract termination costs resulting from restructuring initiatives.
- Non-cash interest expense. This item consists primarily of amortization of debt issuance costs and accretion of debt discount because these expenses do not represent a cash outflow for Enphase Energy except in the period the financing was secured and such amortization expenses not reflective of Enphase Energy's ongoing financial performance.
- Non-GAAP income tax adjustment. This item represents the amount adjusted to Enphase Energy's GAAP tax provision or benefit to present the non-GAAP tax amount based on cash tax expense and reserves for periods prior to 2023. Effective January 1, 2023, Enphase Energy updated its methodology of computing the non-GAAP income tax adjustment from reporting cash tax expense and reserves to the projected non-GAAP annualized effective tax rate as Enphase Energy utilized most of its net operating loss and tax credit carryforwards in the year ended December 31, 2022, and became a significant cash taxpayer in the United States. Going forward, Enphase Energy will exclude the income tax effects of GAAP adjustments such as stock-based compensation, amortization of purchased intangibles, and other non-recurring items that are not reflective of Enphase Energy ongoing financial performance.
- Non-GAAP net income per share, diluted. Enphase Energy excludes the dilutive effect of in-the-money portion of convertible senior notes as they are covered by convertible note hedge transactions that reduce potential dilution to our common stock upon conversion of the Notes due 2025, Notes due 2026 and Notes due 2028, and includes the dilutive effect of employee's stock-based awards and the dilutive effect of warrants. Enphase Energy believes these adjustments provide useful supplemental information to the ongoing financial performance.
- Free cash flow. This item represents net cash flows from operating activities less purchases of property and equipment.













# Our Business





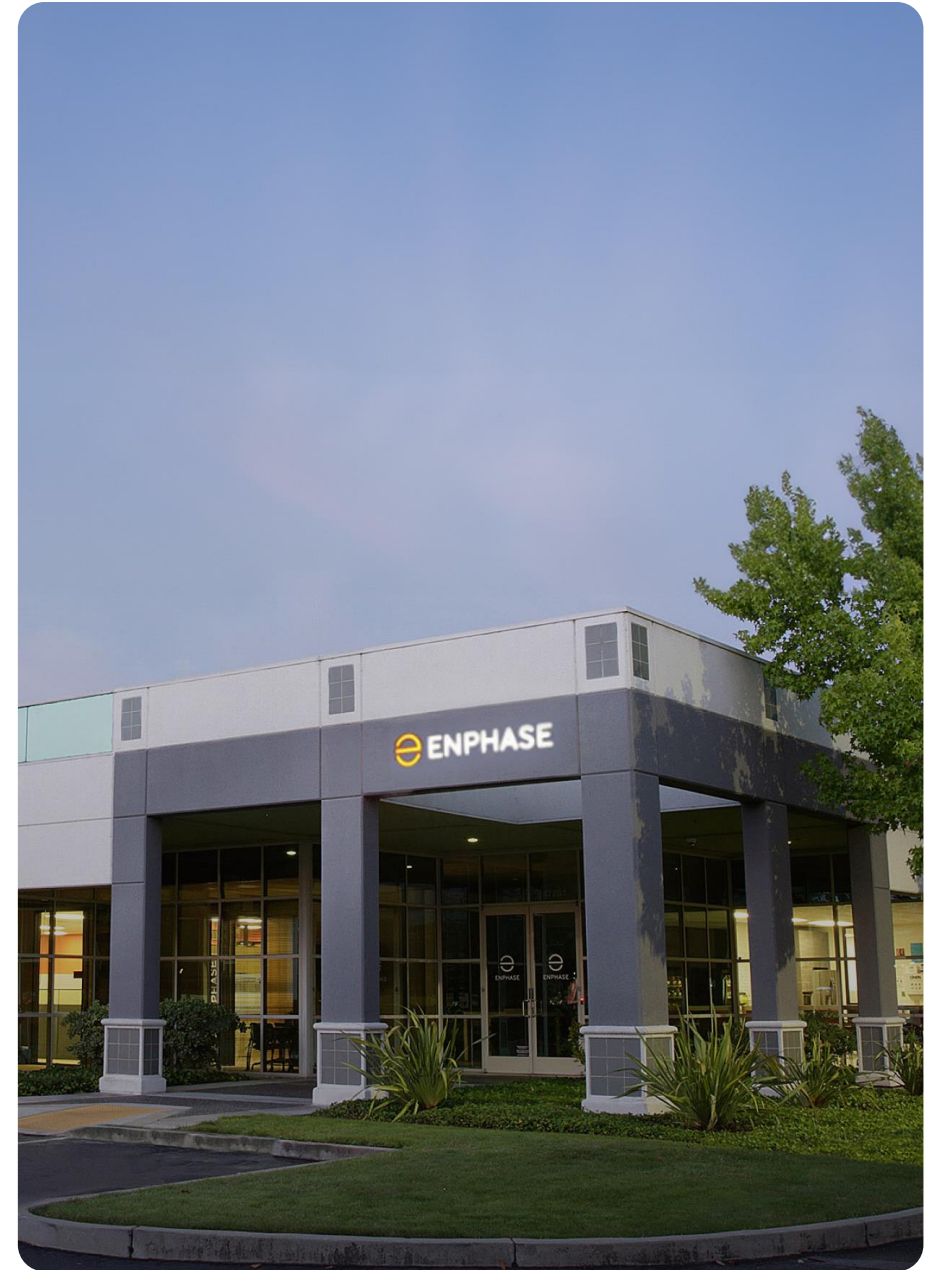
# A leading energy technology company in the world

-  Founded in 2006, with 2,840 employees as of Sept. 30, 2024
-  Over 4.5 million systems<sup>1</sup> in more than 160 countries<sup>2</sup>
-  Headquartered in Fremont, California with offices globally
-  1.54 GWh of energy storage systems shipped<sup>2</sup>
-  Our customers are distributors, installers and homeowners
-  2023 revenue was \$2.3 billion
-  1,833 installers in the Enphase Installer Network (EIN) as of Sept. 30, 2024
-  2023 cash flow from operations was \$696.8 million
-  Approx. 78.0 million microinverters shipped, representing approx. 27.20 GW<sup>2</sup>
-  2023 GAAP net income \$438.9 million; 2023 non-GAAP net income \$613.2 million<sup>3</sup>

<sup>1</sup> Includes Enphase residential and commercial managed systems as of Sept. 30, 2024, grossed up for non-managed systems based on cumulative sales records

<sup>2</sup> As of Sept. 30, 2024

<sup>3</sup> Please reference Appendix for GAAP to Non-GAAP reconciliation



# Management has deep semiconductor and solar expertise



**Badri Kothandaraman**  
President and CEO



**Mandy Yang**  
EVP, Chief Financial Officer



**Raghu Belur**  
SVP, Co-founder,  
Chief Products Officer



**Hans Van Antwerpen**  
SVP, Chief Technology Officer



**Aaron Gordon**  
SVP, Systems Business Unit



**Mehran Sedigh**  
SVP, Sales



**Jayant Somani**  
SVP, Digital Business Unit



**Mike LaBouff**  
SVP, New Product Development and IT



**Sunil Thamaran**  
SVP, Chief People Officer



**Lisan Hung**  
SVP, General Counsel,  
and Corp. Secretary



**Nitish Mathur**  
SVP, Customer Experience



**Sabbas Daniel**  
SVP, Quality and Sales



**Ron Swenson**  
SVP, Operations



**Mary Erginsoy**  
VP, Chief Accounting Officer



**David Ranhoff**  
Commercial Advisor

# Enphase microinverter versus traditional string inverter

## Enphase solar energy system

Distributed architecture  
Semiconductor integration  
**Enphase® Microinverter**  
Converts DC to AC at each panel



Proprietary networking technology  
**Enphase® IQ Gateway**  
Collects performance data

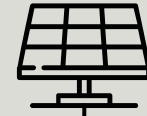


Cloud-based energy management  
**Enphase Enlighten™ platform**  
Analytics ensure maximum production



## Traditional solar energy system

**Solar panels**  
Contain photovoltaic (PV)  
cells which convert sunlight  
into direct current (DC)



DC

**String inverter**  
Converts the DC generated  
by the solar panels into  
alternating current (AC)



AC

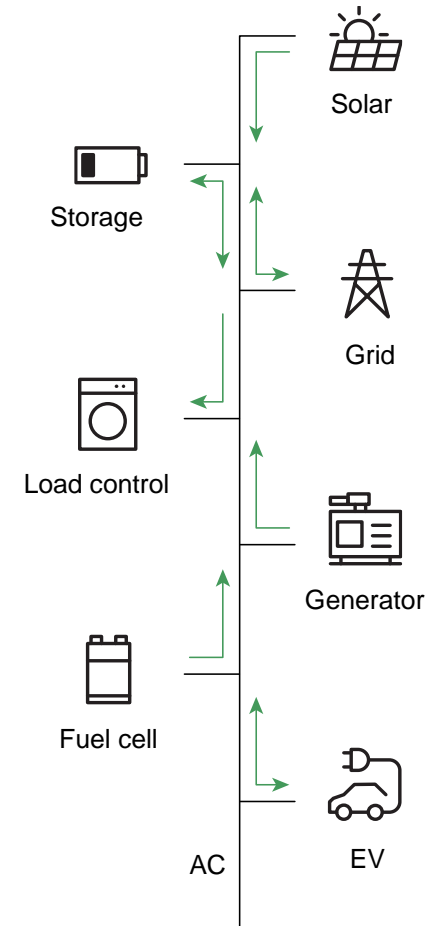
# Our core differentiation



Semiconductor integration and predictive control



Software-defined architecture



Ensemble™ energy management technology

# The power of semiconductors, software and Ensemble technology

## High quality

Higher efficiency IoT system

## Exceptional value

Higher efficiency IoT system

## Great customer experience

One-stop shop

## Safety

No high-voltage DC LFP chemistry<sup>1</sup>

## Supply chain efficiency

One hardware platform Configurable SKUs

## Flexibility

Modular design AC marketplace

## Low cost

Power scaling semiconductor integration





# Operational excellence

## Customer experience

Laser focus on quality and customer service

### Quality

**8x<sup>1</sup>**

Better than M-series

**500 dppm**

Reliability target for microinverters

### Customer service

**78<sup>2</sup>**

Worldwide NPS

**<1 min**

Wait time target

## Gross margin management

Product innovation, maximizing value, multi-sourcing

### Price

**Value Based Pricing**

Performance and quality

**Product Segmentation**

IQ8+™, IQ8M™, IQ8A™, IQ8H™

### Cost

**Product Innovation**

ASIC, software designed system

**Supply Chain Optimization**

Tariff, procurement and CM

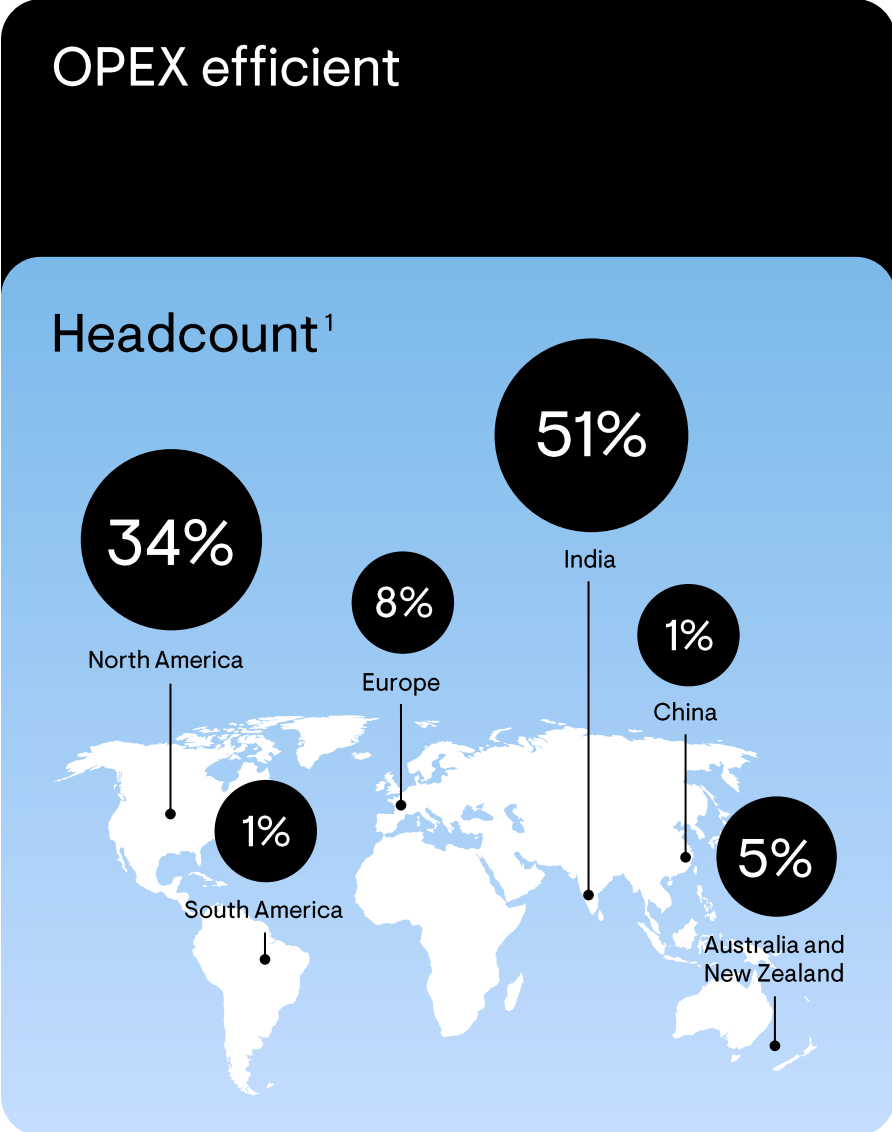
<sup>1</sup> 8X refers to actual failure rate results of IQ 7™ and M215™ microinverters as of Sept. 30, 2024

<sup>2</sup> NPS refers to Net Promoter Score as of Sept. 30, 2024

# Our resilient business model

## CAPEX lite

### No big factories



<sup>1</sup>Percentage of worldwide headcount as of Sept.30, 2024

# Global Supply Chain

## Microinverters

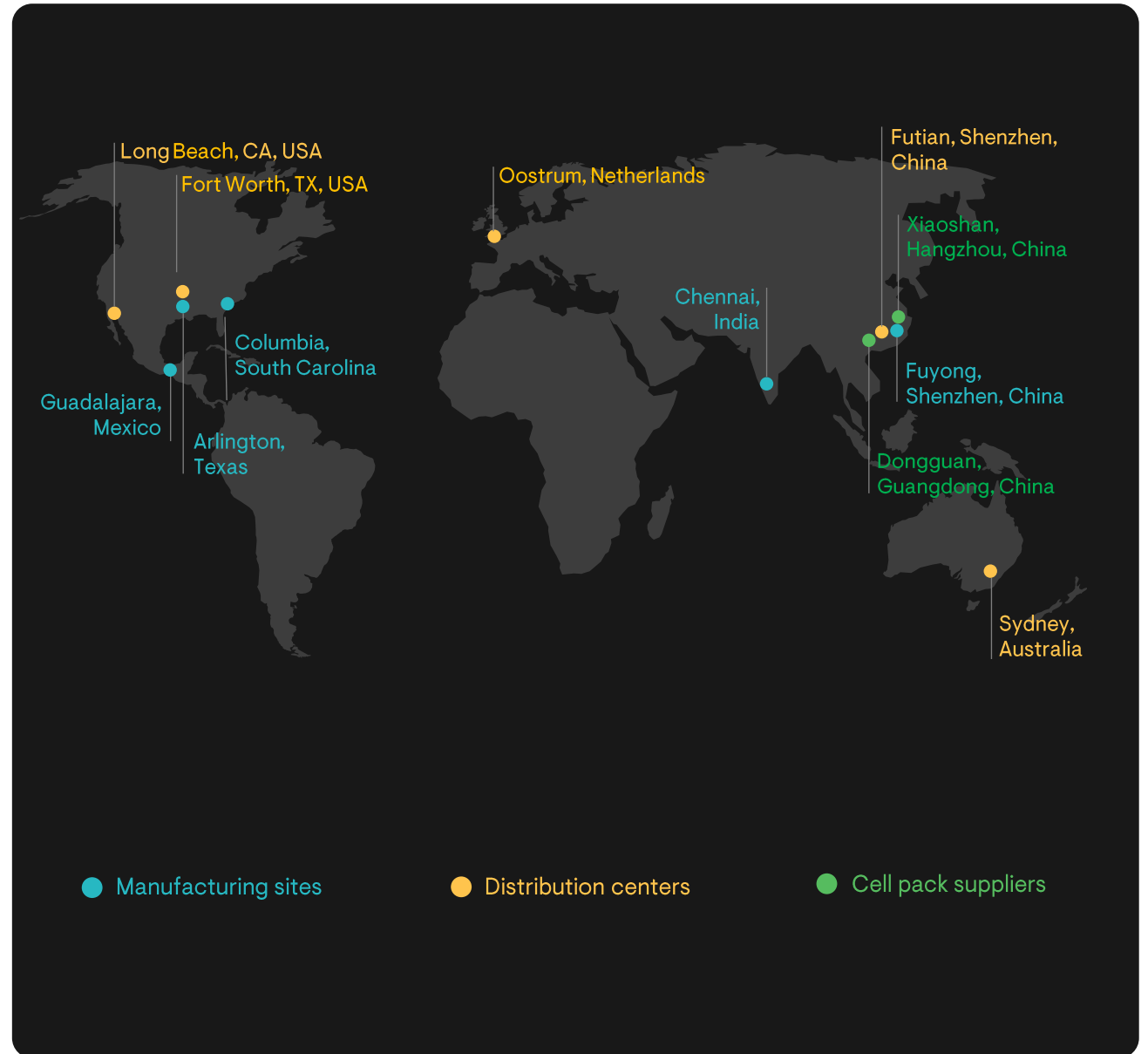
Currently, 5 manufacturing sites with capacity at 7.25M micros/Qtr.

Leveraging Inflation Reduction Act (IRA) to bring high-tech manufacturing and jobs to the U.S.

## Batteries

2 cell pack suppliers > 1 GWh a year

Globalization efforts on batteries underway



# Advancing a sustainable future for all

## Reducing our carbon footprint

We have set a target to reduce Scope 1 & 2 greenhouse gas (GHG) economic emissions intensity by 30% by 2030 and are actively decarbonizing operations through renewable energy generation and energy efficiency projects.

## Behaving as a responsible corporate citizen

Our ESG and sustainability efforts have earned us a 'AA' MSCI ESG rating, ISS ESG 'Prime' rating, and placement on the 2023 Corporate Knights Global 100 most sustainable companies list.

## Building a world-class workforce

We continue to hire the best and cultivate a workforce that celebrates diverse perspectives and experiences. Our diversity, equity, and inclusion council continues to foster an inclusive culture and mindset, ensuring that all employees feel appreciated and valued.

## Supporting our people and communities

We support our employees with programs that promote health, safety, wellbeing, development, and satisfaction at work, and are continuing our Corporate Social Responsibility (CSR) initiatives, such as collaborating with GRID Alternatives.

## Ensuring transparency and accountability

With executive leadership, cross-functional team participation, and Board oversight, we provide annual ESG disclosures aligned with the TCFD, SASB, GRI, and UN SDG frameworks.

## Environmental Impact



**80.6** TWh

of clean energy production<sup>2</sup>



**56** million

metric tons of CO<sub>2</sub>e prevented from entering the atmosphere, enough to power 7.3 million homes with energy for one year<sup>1</sup>



**6.3** billion

gallons of gasoline not consumed<sup>1</sup>



**144** billion

miles not driven by an average gas-powered passenger vehicle<sup>1</sup>

Table 1: 2023 GHG emissions\* and emissions intensity

Emissions type	Units
Direct emissions (Scope 1) (MTCO <sub>2</sub> e)	0
Electricity-indirect emissions (Scope 2) (MTCO <sub>2</sub> e)	15,529
Other indirect emissions (Scope 3) (MTCO <sub>2</sub> e)	49,077
Total emissions (MTCO <sub>2</sub> e)	64,606
Scope 1 + 2 emissions intensity (MTCO <sub>2</sub> e/\$M revenue)	6.78

\*All emissions figures represent location- and market-based calculation.

<sup>1</sup> Estimate based on Enphase managed systems data as of December 31, 2023 grossed up for non-managed systems based on cumulative production records; CO<sub>2</sub>e calculations based on U.S. Environmental Protection Agency Greenhouse Gas Equivalencies Calculator

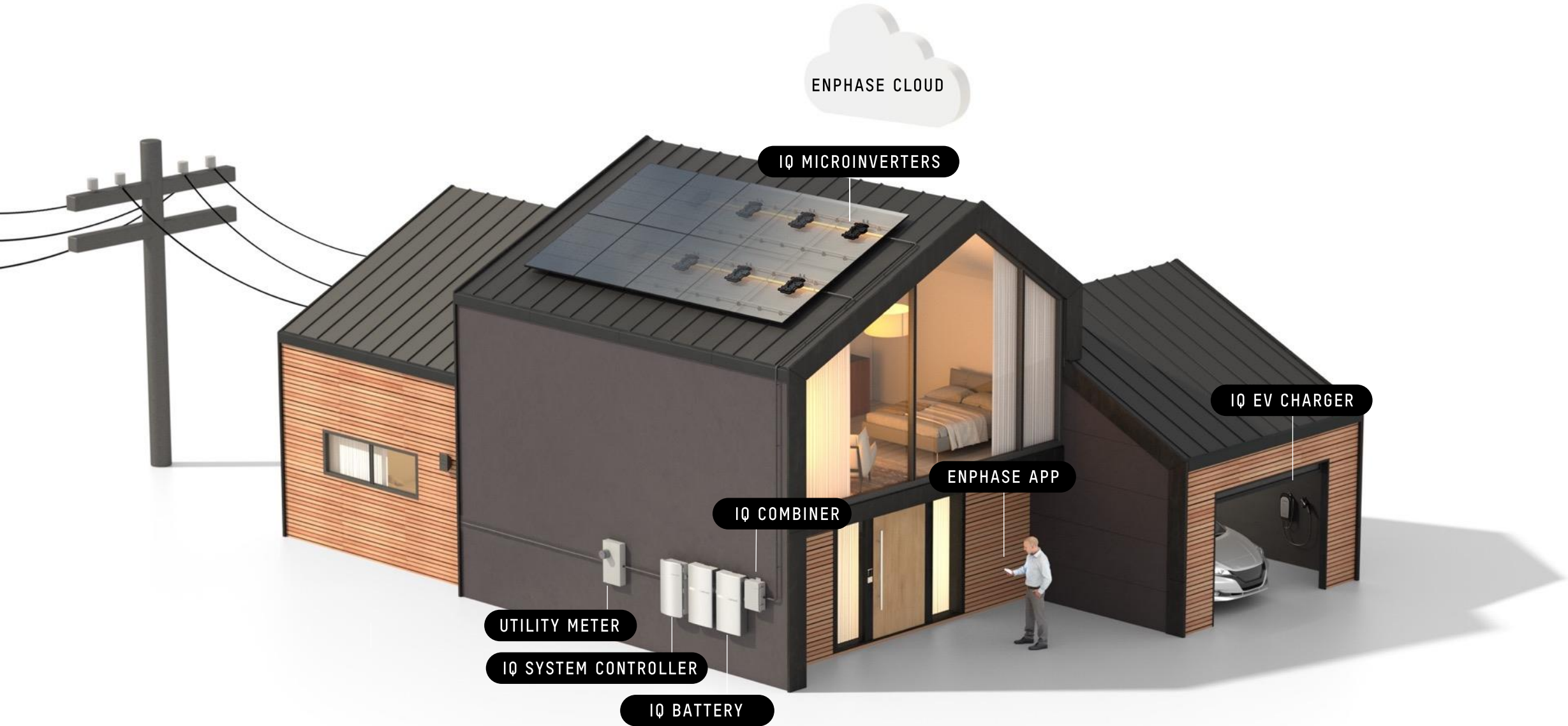
<sup>2</sup> Annual running total estimate based on Enphase managed systems data as of December 31, 2023 grossed up for non-managed systems based on cumulative production records



# Our strategy

Build best-in-class home energy systems and deliver them to homeowners through our installer and distributor partners, enabled by a comprehensive installer platform

# The Enphase Energy System





# IQ8™ Microinverter

World's first grid-forming microinverter

Up to 384W AC Power handling 14A panel current

## Residential market

Shipping to U.S., Canada, Mexico, France, the Netherlands, Germany, Spain, Portugal, Poland, Switzerland, United Kingdom, Ireland, Austria, Sweden, Denmark, Greece, Belgium, Italy, Luxembourg, Romania, Finland, Bulgaria, Estonia, Slovakia, Croatia, Czech Republic, Malta, South Africa, Australia, New Zealand, India

Coming soon to rest of Europe



# IQ8P™ Microinverter

Up to 480W AC Power

Small commercial market

North America, Latin America and the Caribbean, Europe, Asia

Residential market

Brazil, Mexico, South Africa, India, Spain, France, Philippines, Thailand, Columbia, Panama, Costa Rica, Vietnam, thirteen Caribbean countries





# IQ<sup>®</sup> Balcony Solar System

Enphase is introducing the IQ Balcony Solar Kit in Germany (two IQ8HC Microinverters, one Gateway, and IQ Cables)

The kit will be bundled with panels and racking and sold by retailers. The system can be scaled up to 7 panels

Balcony solar systems are popular in Europe ~220,000<sup>1</sup> systems were installed in the first half of 2024 in Germany

Consumers in Europe can feed 800 W into a wall socket and power an auxiliary load with excess solar energy

Installation is simple with the Enphase<sup>®</sup> App for commissioning and monitoring production of energy in real-time

IQ8 microinverters allow the appliance plugged into the built-in-socket to stay powered even during a daytime grid outage

Coming soon to Germany. Watch the video [here](#)

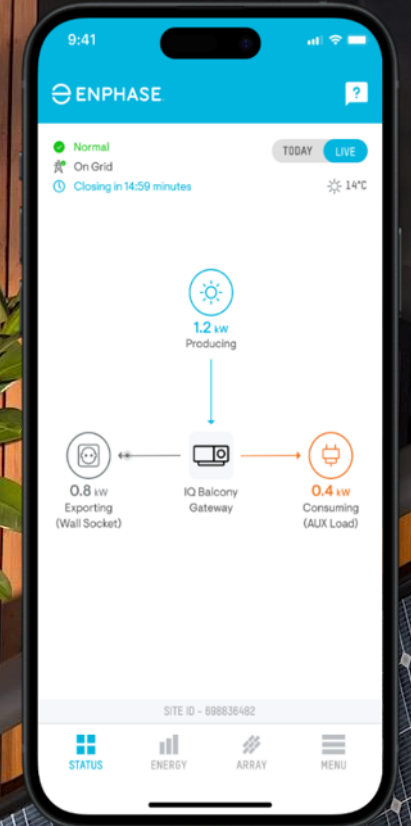


<sup>1</sup>Based on balcony solar registration data from Germany's Federal Network Agency (BNetzA)

IQ Balcony Gateway



Enphase App



# IQ<sup>®</sup> Battery

## IQ<sup>®</sup> Battery 10 and 3 (1<sup>st</sup> and 2<sup>nd</sup> Gen)

Shipping to U.S., Puerto Rico, Canada, Mexico, Australia, New Zealand, Germany, Belgium, U.K., Italy, Austria, France, the Netherlands, Spain, Portugal, Switzerland, Sweden, Denmark, Greece

One-stop-shop,  
reliable, scalable,  
simple, safe

Configuration:  
10.1kWh and 3.4kWh



## IQ<sup>®</sup> Battery 5P (3<sup>rd</sup> Gen)

Shipping to U.S., Puerto Rico, Mexico, Canada, Australia, New Zealand, U.K., Italy, France, the Netherlands, Luxembourg, Belgium

2X Continuous and  
3X Peak power per kWh

Three-phase battery  
coming soon to Germany,  
Austria, and Switzerland

Configuration:  
5.0kWh



# IQ<sup>®</sup> EV Charger

EVs in U.S. growing at CAGR of 34%<sup>1</sup>

Shipping to U.S. and Canada from our contract manufacturing facility in Mexico

Wi-Fi-enabled and includes smart control and monitoring capabilities

Integrates into Enphase's solar and battery system to help homeowners maximize electricity cost savings

Shipping the CS-100 EV Charger for customers with commercial fleet EVs in the U.S.

Coming soon to Europe – 2nd generation IQ EV Charger with features: 22 kW 3-phase, dynamic phase switching, MID meter, OCPP 2.01, ISO 15118 Support for AC Bi-Di



# Bi-directional EV Charger (V2X)

Vehicle-to-home (V2H) and vehicle-to-grid (V2G) functionality and Green Charging

Seamlessly integrates into Enphase home energy systems with grid-forming IQ10 Microinverters and Ensemble technology

Enables homeowners to manage their solar, battery storage, and EV charging all from a single app

Compatible with EVs that support CCS (Combined Charging System)

<https://enphase.com/ev-chargers/bidirectional>

Coming in 2026





# IQ<sup>®</sup> Energy Management

## Maximizing savings via charging from solar

Launched the IQ<sup>®</sup> Energy Router™ family of devices in Germany, Austria, Switzerland, and the Netherlands

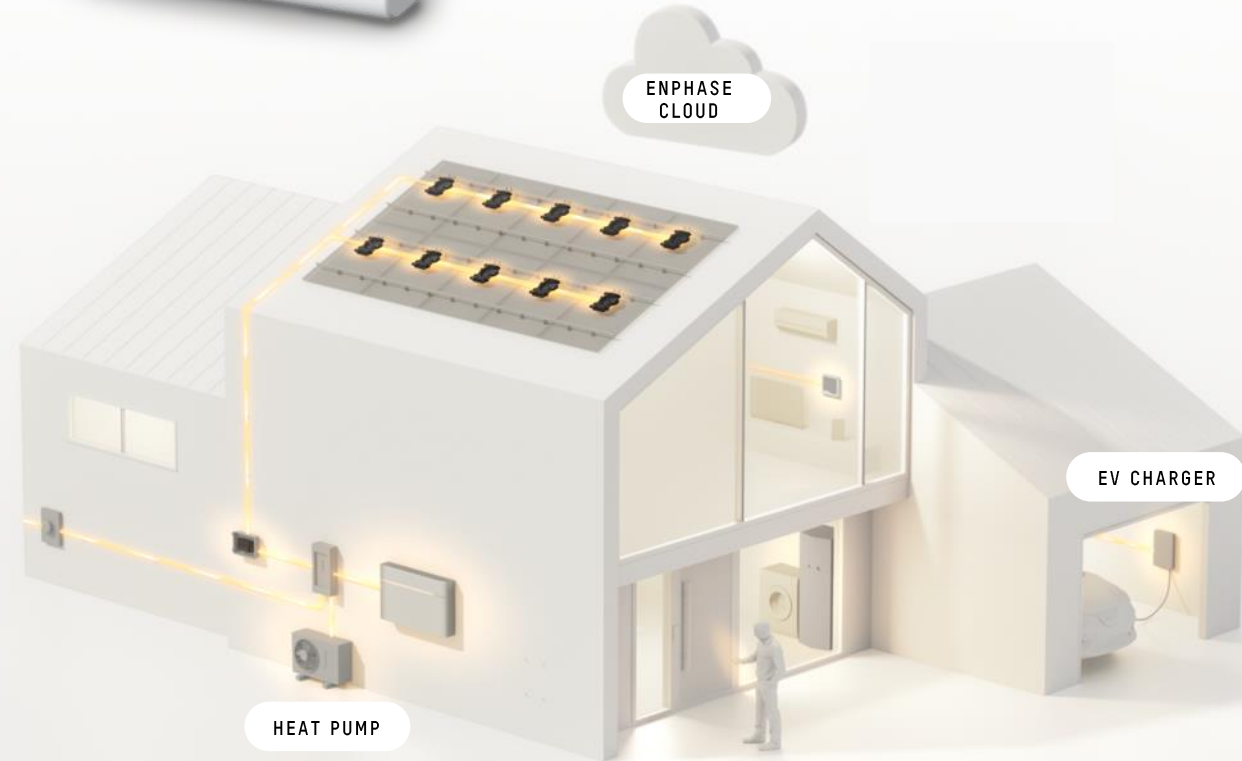
Enables Enphase solar and battery systems to work with third-party EV chargers and heat pumps

Uses AI-based forecasting and optimization;  
Enables green charging, green heating etc.

Coming soon to Australia, and more countries in Europe



IQ ENERGY ROUTER+  
CONNECTIVITY AND  
CONTROL



# IQ<sup>®</sup> Energy Management

## Maximizing savings in a dynamic rate environment

Launched to manage Dynamic Electricity rates in the Netherlands, Belgium, and Germany

AI engine optimizes energy utilization based on tariff, production, and consumption

AI engine automatically curtails Solar PV and increases grid import to take advantage of negative tariff

Coming soon to more countries in Europe

- 1

**0.276 €/kWh**  
 High Tariff
 
Export PV to the grid

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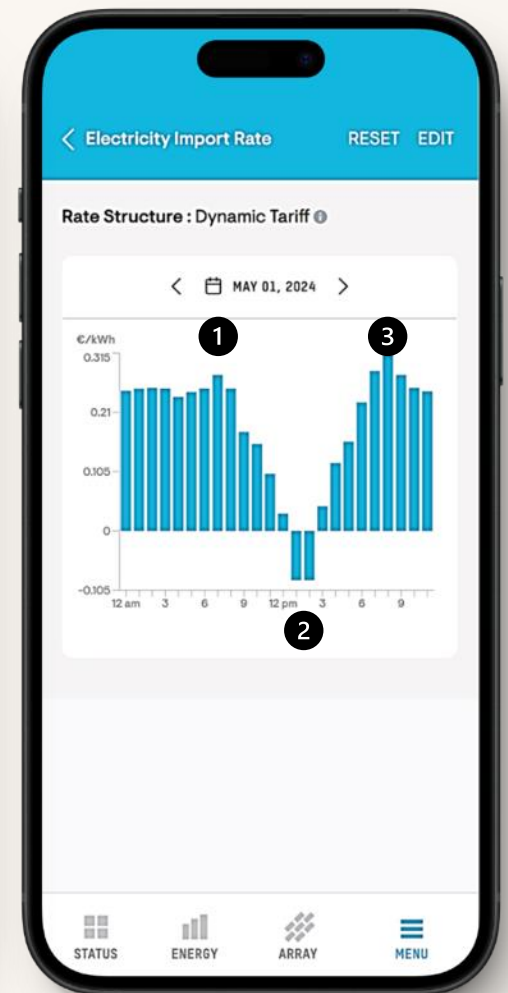
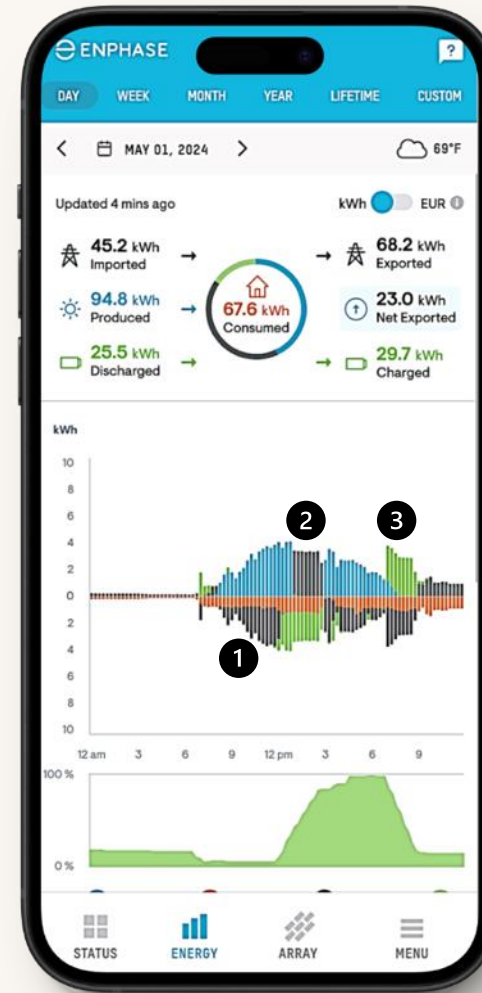
- 2

**-0.087 €/kWh**  
 Negative Tariff
 
Curtail PV, Charge Battery from grid

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- 3

**0.312 €/kWh**  
 Highest Tariff
 
Discharge battery to grid



### Monetary Impact ⓘ

↑ **23.0 kWh** Net Exported
 
€ **8.7** Net Earned

Net Earned with AI Optimization = 8.7 €/day,  
 Net Earned with Self-consumption = 1.36 €/day  
 AI Optimization results in higher savings.  
 Savings varies by customer and day.

# Acquisitions



CLOSED ON  
JANUARY 25, 2021

Solargraf® offers a simple platform to accelerate the end-to-end sales process across the residential solar industry.

CLOSED ON  
MARCH 31, 2021

A leading provider of outsourced proposal drawings and permit plan sets for residential solar installers in North America.

CLOSED ON  
DECEMBER 13, 2021

Provides a platform to match cleantech asset owners with a local and on-demand installation and service workforce.

CLOSED ON  
DECEMBER 31, 2021

Offers electric vehicle (EV) charging solutions for residential and commercial customers in the U.S.



CLOSED ON  
MARCH 14, 2022

Provides consistent high-quality leads to solar and storage installers, resulting in lower customer acquisition costs.

CLOSED ON  
JUNE 03, 2022

Provides a range of testing capabilities including EMC testing, product testing, product safety testing, environment testing, and high-power testing.

CLOSED ON  
OCTOBER 10, 2022

Provides Internet of Things (IoT) software solutions to connect and manage a wide range of distributed energy devices within the home.



# The Enphase Installer Platform

Reduce installation soft costs

Integrate all services for installers

Focus on ease of doing business for installers

**1** Lead Management  
Provide leads into the Installer Platform with the SolarLeadFactory acquisition

**2** Design and Proposal  
Solargraf makes state-of-the-art design and proposal software

**3** Financing and Contract  
Solargraf brings Fintech partners to our installers to close sales

**4** Permit Plan Sets  
Solargraf helps installers with fast turn-around on their permits

**5** Installation and Commissioning  
Enphase® Installer App allows for seamless installation of products

**6** Operations and Maintenance  
Helps installers with their O&M services by providing them with the 365 Pronto tech platform

# The Enphase Installer Platform



System Estimator



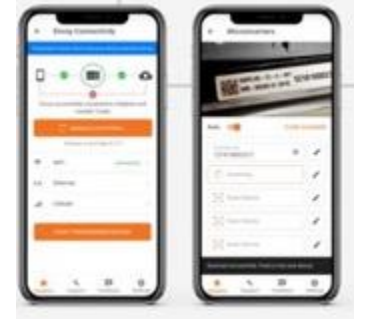
ROOFGRAF



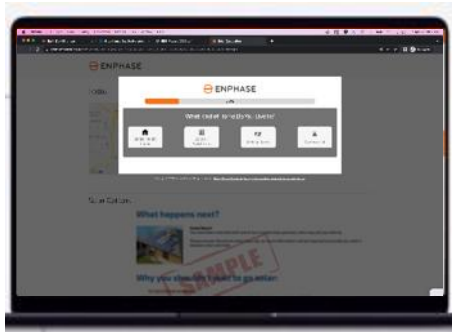
SOLARGRAF



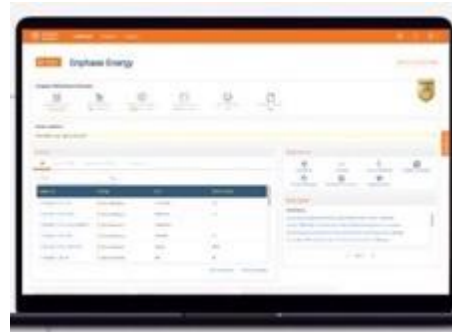
DiN  
ENGINEERING SERVICES



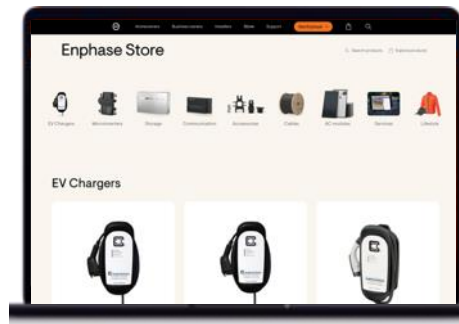
Installer Toolkit App



SOLARLEADFACTORY



Enlighten Manager



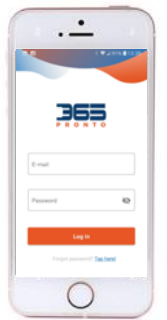
Enphase Store



Enlighten  
Homeowner App



MyEnlighten



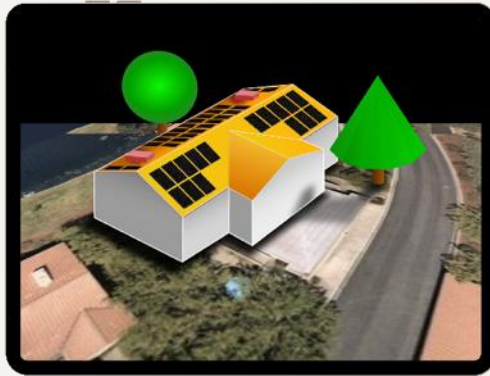
365  
PRONTO  
AN ENPHASE COMPANY





# Solargraf

## Design and Proposal

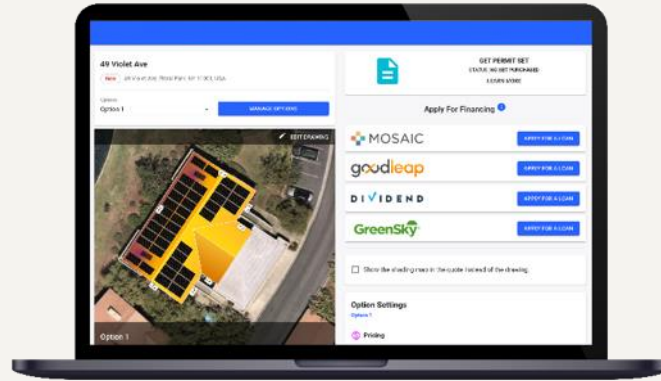


More than 1,300 installers in 6 countries – U.S, Canada, Brazil, Germany, Austria, the Netherlands

**Features:** New UI/UX, Auto Roof Detection, Smart Designer, NEM3.0 support, Power Control System (PCS) support, Single Line Diagrams, Multi-language proposals, AHJ database, Bill of Material (BOM) calculator

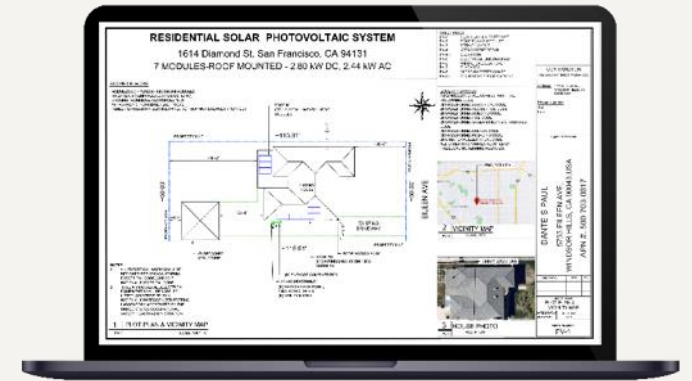
**Acceptance:** NREL/NYSERDA shading validation, California Energy Commission (CEC) approved solar assessment tool

## Financing and Contract



Integration with Fintech partners  
Compatible with TPO partners  
Custom C&I Financing  
Cash, loan, leases and PPA options  
Streamlined loan approval process at point of sale  
E-signing of contracts via DocuSign

## Permit Plan Sets



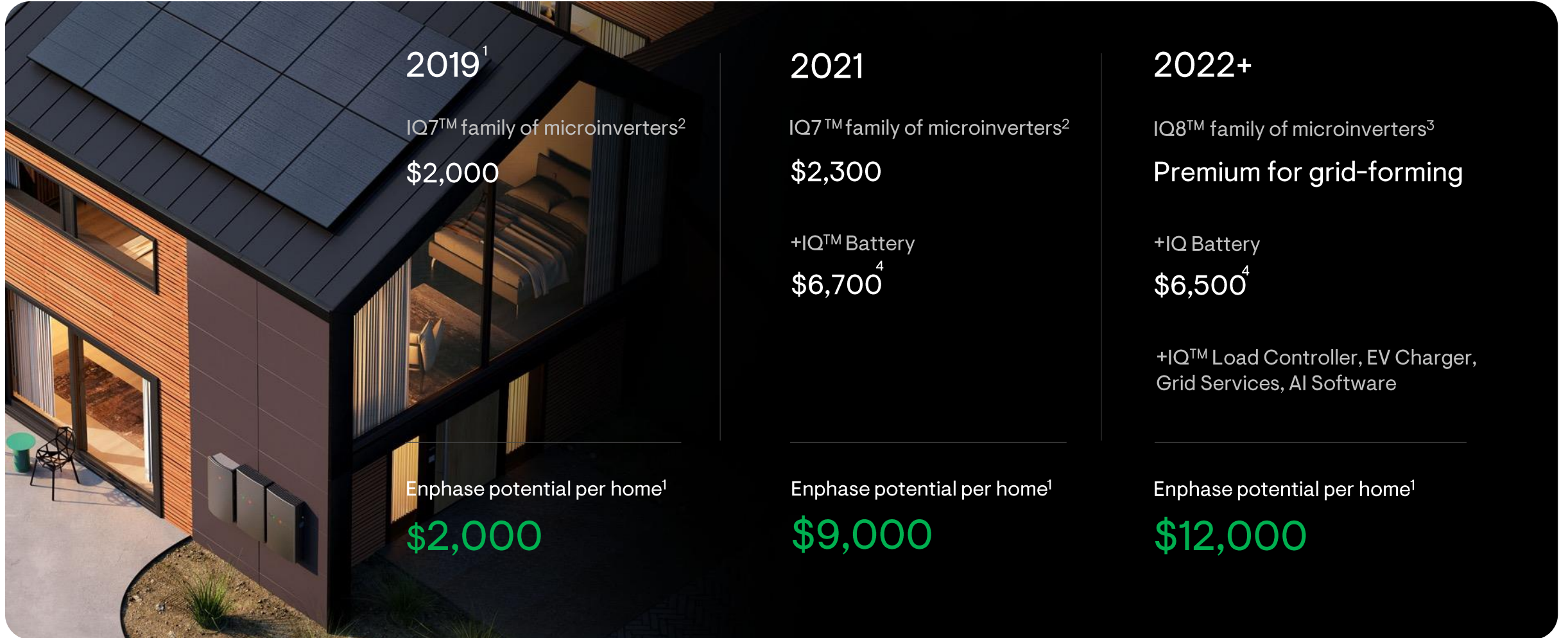
Covers all 50 states and AHJs  
Supports solar, storage, generator, EVs  
Target 24-hour turnaround time to installer  
AHJ learning database for quality  
Self-service (in Beta) and service options

# Financial Overview





# Increasing Our 'Share of Wallet' Per Home



<sup>1</sup> Enphase internal data and approximate estimates

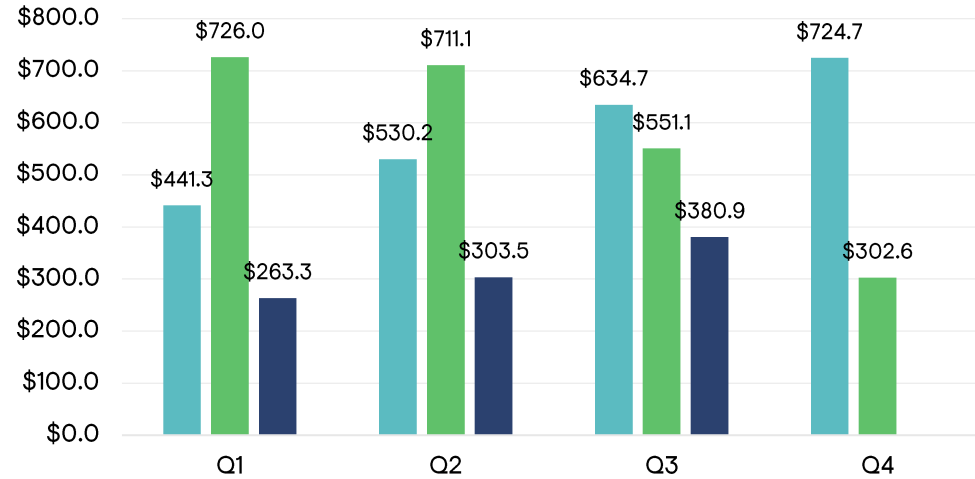
<sup>2</sup> Refers to IQ7, IQ7+, IQ7X, IQ7A with 20 micros per home

<sup>3</sup> Refers to IQ8, IQ8+, IQ8M, IQ8A, IQ8H with 20 micros per home

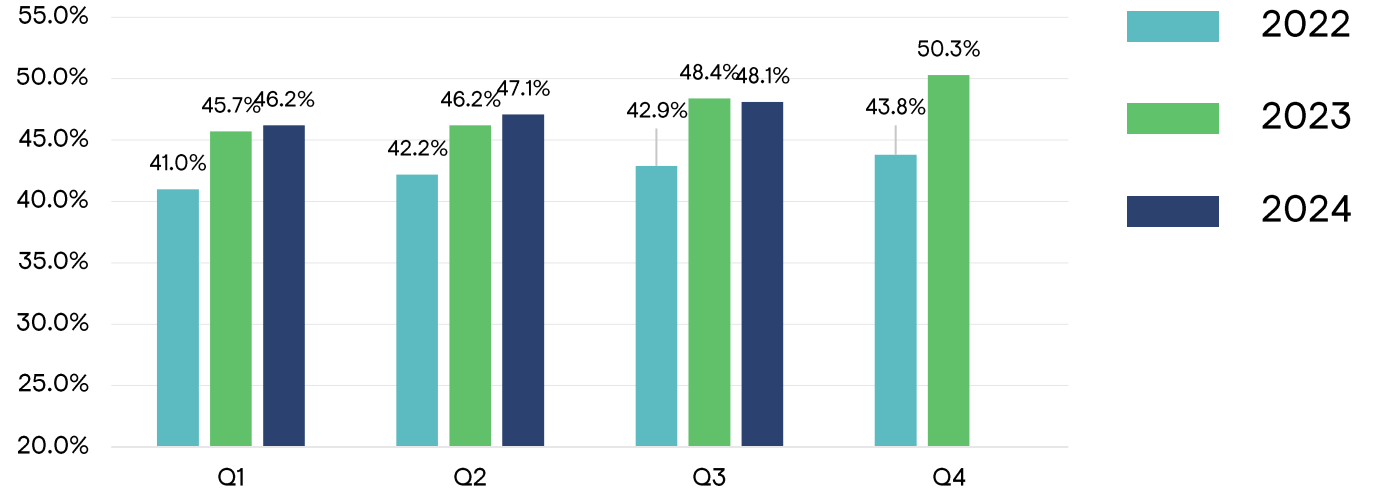
<sup>4</sup> Assumes 10 kWh battery and system controller

# Our financial performance

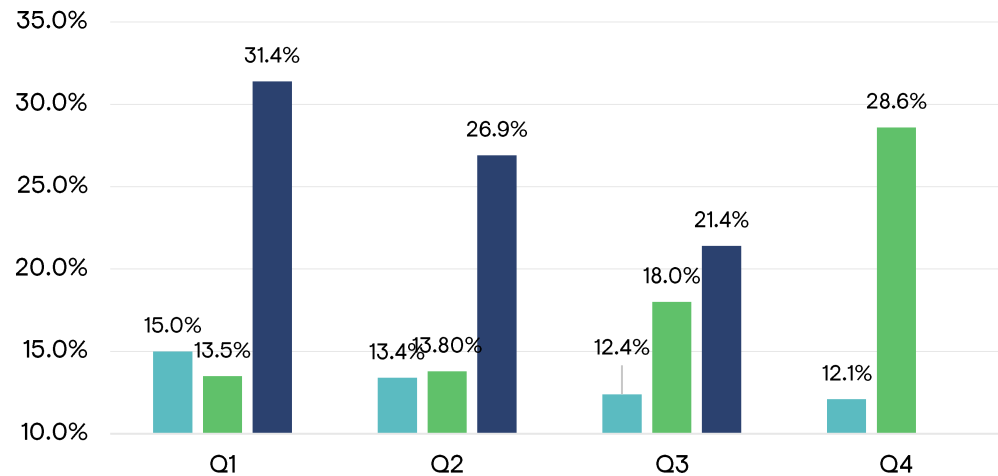
Quarterly revenue by year



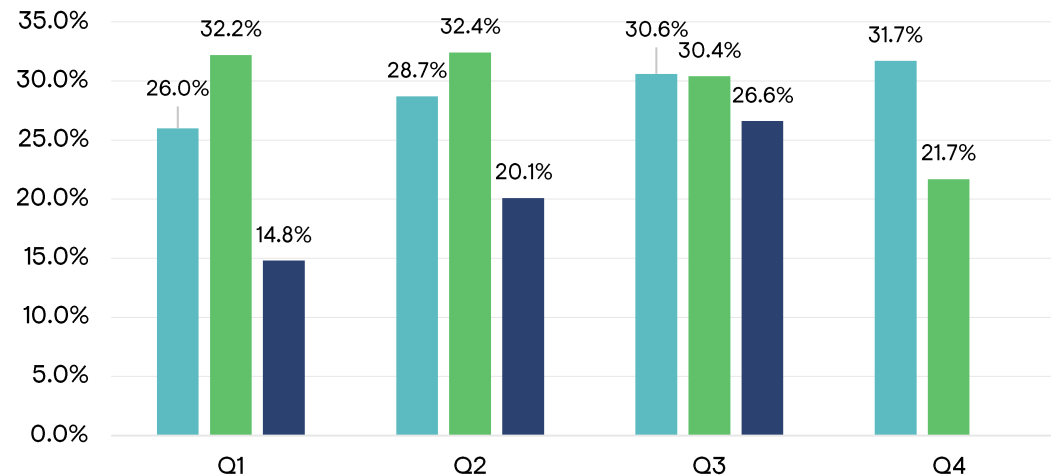
Quarterly gross margin % by year



Quarterly operating expense % by year



Quarterly operating income % by year



Quarterly revenue by year is in millions; Gross Margin, Operating Expenses and Operating Income are as a percentage of revenue  
All numbers reflected other than revenue are on a non-GAAP basis. Please reference Appendix for GAAP to non-GAAP reconciliation



# Just the beginning

## Great Technology

Over 405  
patents globally

## Innovative Products

Home Energy systems  
and installer platform

## Massive Market

\$25.4 Billion<sup>1</sup>  
SAM by 2025





# Appendix



# Enphase financials - GAAP

P&L - GAAP (\$ in MUSD)	Q1'22 ACT	Q2'22 ACT	Q3'22 ACT	Q4'22 ACT	FY'22 ACT	Q1'23 ACT	Q2'23 ACT	Q3'23 ACT	Q4'23 ACT	FY'23 ACT	Q1'24 ACT	Q2'24 ACT	Q3'24 ACT
Revenues	\$441.3	\$530.2	\$634.7	\$724.7	\$2,330.9	\$726.0	\$711.1	\$551.1	\$302.6	\$2,290.8	\$263.3	\$303.5	\$380.9
Cost of revenues	(264.3)	(311.2)	(366.8)	(414.0)	(1,356.3)	(399.6)	(387.8)	(289.1)	(155.9)	(1,232.4)	(147.8)	(166.3)	(202.7)
Gross profit	177.0	219.0	267.9	310.7	974.6	326.4	323.3	262.0	146.7	1,058.4	115.5	137.2	178.2
Gross margin %	40.1%	41.3%	42.2%	42.9%	41.8%	45.0%	45.5%	47.5%	48.5%	46.2%	43.9%	45.2%	46.8%
Operating expenses	(115.2)	(125.0)	(132.5)	(153.7)	(526.3)	(158.7)	(153.0)	(144.0)	(156.9)	(612.6)	(144.6)	(135.4)	(128.4)
% of Revenue	26%	24%	21%	21%	23%	22%	22%	26%	52%	27%	55%	45%	34%
Operating income (loss)	61.8	94.0	135.4	157.0	448.3	167.7	170.3	118.0	(10.2)	445.8	(29.1)	1.8	49.8
% of Revenue	14%	18%	21%	22%	19%	23%	24%	21%	(3%)	19%	(11%)	1%	13%
Cash flows from operations	102.4	200.7	188.0	253.7	744.8	246.2	269.2	145.8	35.5	696.8	49.2	127.0	170.1
Cash, cash equivalents and marketable securities	1,063.5	1,247.8	1,417.3	1,612.8	1,612.8	1,778.4	1,800.5	1,783.9	1,695.0	1,695.0	1,629.6	1,646.4	1,766.6





# Enphase financials - Non-GAAP

P&L - Non-GAAP (\$ in MUSD)	Q1'22 ACT	Q2'22 ACT	Q3'22 ACT	Q4'22 ACT	FY'22 ACT	Q1'23 ACT	Q2'23 ACT	Q3'23 ACT	Q4'23 ACT	FY'23 ACT	Q1'24 ACT	Q2'24 ACT	Q3'24 ACT
Revenues	\$441.3	\$530.2	\$634.7	\$724.7	\$2,330.9	\$726.0	\$711.1	\$551.1	\$302.6	\$2,290.8	\$263.3	\$303.5	\$380.9
Cost of revenues	(260.5)	(306.6)	(362.2)	(407.6)	(1,336.9)	(394.1)	(382.5)	(284.5)	(150.5)	(1,211.5)	(141.7)	(160.7)	(197.9)
Gross profit	180.8	223.6	272.5	317.1	994.0	331.9	328.6	266.6	152.1	1,079.3	121.6	142.8	183.0
Gross margin %	41.0%	42.2%	42.9%	43.8%	42.6%	45.7%	46.2%	48.4%	50.3%	47.1%	46.2%	47.1%	48.1%
Operating expenses	(66.3)	(71.2)	(78.6)	(87.7)	(303.7)	(98.3)	(98.1)	(99.0)	(86.5)	(382.1)	(82.6)	(81.7)	(81.6)
% of Revenue	15%	13%	12%	12%	13%	14%	14%	18%	29%	17%	31%	27%	21%
Operating income	114.5	152.4	193.9	229.4	690.3	233.6	230.5	167.6	65.6	697.2	39.0	61.1	101.4
% of Revenue	26%	29%	31%	32%	30%	32%	32%	30%	22%	30%	15%	20%	27%
Free cash flows	90.1	192.0	179.1	237.3	698.4	223.8	225.2	122.0	15.4	586.4	41.8	117.4	161.6
Cash, cash equivalents and marketable securities	1,063.5	1,247.8	1,417.3	1,612.8	1,612.8	1,778.4	1,800.5	1,783.9	1,695.0	1,695.0	1,629.6	1,646.4	1,766.6



# GAAP to Non-GAAP reconciliation

\$ in MUSD	Q1'22	Q2'22	Q3'22	Q4'22	FY'22	Q1'23	Q2'23	Q3'23	Q4'23	FY'23	Q1'24	Q2'24	Q3'24
<b>Gross profit (GAAP)</b>	\$177.0	\$219.0	\$267.9	\$310.7	\$974.6	\$326.4	\$323.3	\$262.0	\$146.7	\$1,058.4	\$115.5	\$137.2	178.2
Stock-based compensation	2.5	3.1	3.2	4.3	13.1	3.7	3.4	2.7	3.5	13.3	4.2	3.7	2.9
Acquisition related amortization	1.3	1.5	1.4	2.1	6.3	1.8	1.9	1.9	1.9	7.6	1.9	1.9	1.9
<b>Gross profit (Non-GAAP)</b>	<b>180.8</b>	<b>223.6</b>	<b>272.5</b>	<b>317.1</b>	<b>994.0</b>	<b>331.9</b>	<b>328.6</b>	<b>266.6</b>	<b>152.1</b>	<b>1,079.3</b>	<b>121.6</b>	<b>142.8</b>	<b>183.0</b>
<b>Gross margin (GAAP)</b>	<b>40.1%</b>	<b>41.3%</b>	<b>42.2%</b>	<b>42.9%</b>	<b>41.8%</b>	<b>45.0%</b>	<b>45.5%</b>	<b>47.5%</b>	<b>48.5%</b>	<b>46.2%</b>	<b>43.9%</b>	<b>45.2%</b>	<b>46.8%</b>
Stock-based compensation	0.6%	0.6%	0.5%	0.6%	0.5%	0.5%	0.5%	0.6%	1.2%	0.6%	1.6%	1.3%	0.8%
Acquisition related amortization	0.3%	0.3%	0.2%	0.3%	0.3%	0.2%	0.2%	0.3%	0.6%	0.3%	0.7%	0.6%	0.5%
<b>Gross margin (Non-GAAP)</b>	<b>41.0%</b>	<b>42.2%</b>	<b>42.9%</b>	<b>43.8%</b>	<b>42.6%</b>	<b>45.7%</b>	<b>46.2%</b>	<b>48.4%</b>	<b>50.3%</b>	<b>47.1%</b>	<b>46.2%</b>	<b>47.1%</b>	<b>48.1%</b>
<b>Operating expenses (GAAP)</b>	<b>115.2</b>	<b>125.0</b>	<b>132.5</b>	<b>153.7</b>	<b>526.3</b>	<b>158.7</b>	<b>153.0</b>	<b>144.0</b>	<b>156.9</b>	<b>612.6</b>	<b>144.6</b>	<b>135.4</b>	<b>128.4</b>
Stock-based compensation	(45.3)	(49.9)	(49.1)	(59.4)	(203.7)	(56.0)	(50.8)	(41.1)	(51.7)	(199.5)	(56.6)	(49.0)	(43.0)
Acquisition related expenses and amortization	(3.6)	(3.9)	(4.2)	(4.8)	(16.5)	(3.7)	(3.9)	(3.9)	(3.9)	(15.3)	(3.5)	(3.5)	(3.1)
Restructuring and asset impairment charges	-	-	(0.6)	(1.8)	(2.4)	(0.7)	(0.2)	-	(14.8)	(15.7)	(1.9)	(1.2)	(0.7)
<b>Operating expenses (Non-GAAP)</b>	<b>66.3</b>	<b>71.2</b>	<b>78.6</b>	<b>87.7</b>	<b>303.7</b>	<b>98.3</b>	<b>98.1</b>	<b>99.0</b>	<b>86.5</b>	<b>382.1</b>	<b>82.6</b>	<b>81.7</b>	<b>81.6</b>
<b>Income (loss) from operations (GAAP)</b>	<b>61.8</b>	<b>94.0</b>	<b>135.4</b>	<b>157.0</b>	<b>448.3</b>	<b>167.7</b>	<b>170.3</b>	<b>118.0</b>	<b>(10.2)</b>	<b>445.8</b>	<b>(29.1)</b>	<b>1.8</b>	<b>49.8</b>
Stock-based compensation	47.8	53.1	52.3	63.6	216.8	59.7	54.2	43.8	55.2	212.8	60.8	52.7	45.9
Acquisition related expenses and amortization	4.9	5.3	5.6	7.0	22.8	5.5	5.8	5.8	5.8	22.9	5.4	5.4	5.0
Restructuring and asset impairment charges	-	-	0.6	1.8	2.4	0.7	0.2	-	14.8	15.7	1.9	1.2	0.7
<b>Income from operations (Non-GAAP)</b>	<b>114.5</b>	<b>152.4</b>	<b>193.9</b>	<b>229.4</b>	<b>690.3</b>	<b>233.6</b>	<b>230.5</b>	<b>167.6</b>	<b>65.6</b>	<b>697.2</b>	<b>39.0</b>	<b>61.1</b>	<b>101.4</b>
<b>Cash flows from operating activities</b>	<b>102.4</b>	<b>200.7</b>	<b>188.0</b>	<b>253.7</b>	<b>744.8</b>	<b>246.2</b>	<b>269.2</b>	<b>145.8</b>	<b>35.5</b>	<b>696.8</b>	<b>49.2</b>	<b>127.0</b>	<b>170.1</b>
Purchases of property and equipment	(12.3)	(8.7)	(8.9)	(16.4)	(46.4)	(22.4)	(44.0)	(23.8)	(20.1)	(110.4)	(7.4)	(9.6)	(8.5)
<b>Free cash flow</b>	<b>90.1</b>	<b>192.0</b>	<b>179.1</b>	<b>237.3</b>	<b>698.4</b>	<b>223.8</b>	<b>225.2</b>	<b>122.0</b>	<b>15.4</b>	<b>586.4</b>	<b>41.8</b>	<b>117.4</b>	<b>161.6</b>

# GAAP to Non-GAAP reconciliation (continued)

	Q1'22	Q2'22	Q3'22	Q4'22	FY'22	Q1'23	Q2'23	Q3'23	Q4'23	FY'23	Q1'24	Q2'24	Q3'24
\$ in MUSD	ACT	ACT	ACT	ACT	ACT	ACT	ACT	ACT	ACT	ACT	ACT	ACT	ACT
<b>Net income (loss) (GAAP)</b>	<b>\$51.8</b>	<b>\$77.0</b>	<b>\$114.8</b>	<b>\$153.8</b>	<b>\$397.4</b>	<b>\$146.9</b>	<b>\$157.1</b>	<b>\$114.0</b>	<b>\$20.9</b>	<b>\$438.9</b>	<b>\$(16.1)</b>	<b>\$10.8</b>	<b>\$45.8</b>
Stock-based compensation	47.8	53.1	52.3	63.6	216.8	59.7	54.2	43.8	55.2	212.8	60.8	52.7	45.9
Acquisition related expenses and amortization	4.9	5.3	5.6	7.0	22.8	5.5	5.8	5.8	5.8	22.9	5.4	5.4	5.0
Restructuring and asset impairment charges	-	-	0.6	1.8	2.4	0.7	0.2	-	14.8	15.7	1.9	1.2	0.7
Non-cash interest expense	2.0	2.0	2.1	2.1	8.1	2.0	2.1	2.1	2.1	8.4	2.1	2.1	2.2
Non-GAAP income tax adjustment	3.2	12.5	0.1	(15.9)	(0.1)	(22.5)	(13.8)	(23.9)	(25.3)	(85.5)	(6.1)	(13.4)	(11.2)
<b>Net income (Non-GAAP)</b>	<b>\$109.7</b>	<b>\$149.9</b>	<b>\$175.5</b>	<b>\$212.4</b>	<b>\$647.4</b>	<b>\$192.3</b>	<b>\$205.6</b>	<b>\$141.8</b>	<b>\$73.5</b>	<b>\$613.2</b>	<b>\$48.0</b>	<b>\$58.8</b>	<b>\$88.4</b>



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