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## Enphase Now Shipping AC Batteries to Customers in Australia and New Zealand

PETALUMA, CA -- (Marketwired) -- 08/30/16 --

- | Enphase has volume projections for 70,000 AC Battery units
- | Installers cite ease of installation, simplicity as reasons for strong demand
- | Enphase the only provider with an integrated offering that manages solar + storage together

Enphase Energy, Inc. (NASDAQ: ENPH), a global energy technology company, announced today that it is now shipping AC batteries to its customers in Australia and New Zealand.

Demand for Enphase AC batteries continues to exceed expectations, with the company having revised production plans up based on volume projections provided by distributors totalling 70,000 batteries in Australia and New Zealand over the next 12 months.

Enphase's authorised distributors and installer partners in Australia have also cited strong demand from homeowners.

"The demand from both installers and homeowners for the Enphase AC Battery in the lead up to its debut in Australia and New Zealand has exceeded our expectations," said Nathan Dunn, managing director of Enphase Asia-Pacific. "Installers are telling us the Enphase Storage System offers the simplest installation on the market, and their customers are just as excited, with many paying for the system without even seeing it."

The modular size of each 1.2kWh Enphase AC Battery enables installers to right-size each installation to match a homeowner's unique energy needs, and gives them the flexibility to easily add more batteries in the future as energy usage changes over time. The Enphase AC Battery is a key component of the Enphase Home Energy Solution, the industry's first and only truly integrated offering that combines solar generation, energy control, and storage, and provides homeowners the unique ability to manage their solar and storage together in an integrated fashion. Homeowners can maximize the value of their solar photovoltaic (PV) system, taking advantage of self-consumption and time-of-use tariff management opportunities now, with an expandable platform for evolving uses for energy storage such as residential peak shaving and grid services.

Peter Thorne, co-founder and director at Solaray, said, "We worked with other brands of solar battery storage before the Enphase AC Battery arrived. Simply through word of mouth, we've seen the demand for Enphase products surge, and our installation team is booked out for the next three months for both new solar plus storage installations and the retrofitting of existing solar systems with Enphase AC Batteries."

"Enphase AC Batteries are simple to install, safe and provide a high value add sale for both new solar customers and retrofit customers," said Darien Spencer, vice president of manufacturing and operations at Enphase. "We have partnerships with some of the best suppliers and manufacturers in the world, and we're confident that we can meet the demand for our products in the Australian and New Zealand markets."

For further information about the Enphase Home Energy Solution, visit <https://enphase.com/en-au/products-and-services>

### **Forward-Looking Statements**

This press release contains forward-looking statements, including, but not limited to, statements related to market demand for Enphase Energy's AC batteries in Australia and New Zealand as well as Enphase's ability to meet such demand, competitive position and advantages of its technology. These forward-looking statements are based on the Company'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 these risks and uncertainties, which include, without limitation, risks related to: whether current pre-orders result in binding contractual commitments; the future demands for solar energy solutions; the reduction, elimination or expiration of government subsidies and economic incentives for on-grid solar electricity applications; the company's ability to achieve broader market acceptance of its products and to develop new and enhanced products in response to customer demands and rapid market and technological changes in the solar industry; the success and pricing of competing solar solutions that are or become

available; the Company's ability to effectively manage the growth of its organization and expansion into new markets and to maintain or achieve anticipated product quality, product performance and cost metrics; competition and other factors that may cause potential future price reductions for its products; the Company's ability to optimally match production with demand, including distribution inventory levels, and dependence on a limited number of outside contract manufacturers and lack of supply contracts with these manufacturers; general economic conditions in domestic and international markets and other risks included under the captions "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the Company's Quarterly Report on Form 10-Q for the quarter ended June 30, 2016, which is on file with the SEC and available on the SEC's website at [www.sec.gov](http://www.sec.gov). All information set forth in this press release and its attachments is as of the date of this press release. 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 expectation.

#### **About Enphase Energy**

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 12 million microinverters, and over 500,000 Enphase residential and commercial systems have been deployed in more than 100 countries. For more information, visit [www.enphase.com/au](http://www.enphase.com/au).

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