



Supplemental Operating Performance Information October 22, 2024

Enphase Energy, Inc. Q3'24 Supplemental Information

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

| Operating Metrics & Revenue Detail | Metric | Q3'23 | Q4'23 | Q1'24 | Q2'24 | Q3'24 |
|------------------------------------|----------|-----------------|-----------------|-----------------|-----------------|-----------------|
| IQ Microinverter Shipments | Units, k | 3,905 | 1,596 | 1,382 | 1,403 | 1,732 |
| IQ Microinverter Shipments | MW (DC) | 1,585.6 | 660.1 | 603.6 | 608.3 | 730.0 |
| IQ Battery Shipments | MWh | 86.2 | 80.7 | 75.5 | 120.2 | 172.9 |
| Net Revenues | | \$ 551.1 | \$ 302.6 | \$ 263.3 | \$ 303.5 | \$ 380.9 |

Net Revenues by Geography

| | | | | | | |
|---------------|----|-------|----------|----------|----------|----------|
| United States | \$ | 350.5 | \$ 228.0 | \$ 150.0 | \$ 198.7 | \$ 284.0 |
| International | \$ | 200.6 | \$ 74.6 | \$ 113.3 | \$ 104.8 | \$ 96.9 |

Supplementary Income Statement Information

| | Q3'23 | Q4'23 | Q1'24 | Q2'24 | Q3'24 |
|----------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Gross Profit (GAAP) | \$ 262.0 | \$ 146.7 | \$ 115.5 | \$ 137.2 | \$ 178.2 |
| Stock-based compensation | 2.7 | 3.5 | 4.2 | 3.7 | 2.9 |
| Acquisition related amortization | 1.9 | 1.9 | 1.9 | 1.9 | 1.9 |
| Gross Profit (Non-GAAP) | \$ 266.6 | \$ 152.1 | \$ 121.6 | \$ 142.8 | \$ 183.0 |

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|----------------------------------|---------------|---------------|---------------|---------------|---------------|
| Gross Margin (GAAP) | 47.5 % | 48.5 % | 43.9 % | 45.2 % | 46.8 % |
| Stock-based compensation | 0.6 % | 1.2 % | 1.6 % | 1.3 % | 0.8 % |
| Acquisition related amortization | 0.3 % | 0.6 % | 0.7 % | 0.6 % | 0.5 % |
| Gross Margin (Non-GAAP) | 48.4 % | 50.3 % | 46.2 % | 47.1 % | 48.1 % |

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|---|-----------------|------------------|------------------|----------------|-----------------|
| Income (Loss) from Operations (GAAP) | \$ 118.0 | \$ (10.2) | \$ (29.1) | \$ 1.8 | \$ 49.8 |
| Stock-based compensation | 43.8 | 55.2 | 60.8 | 52.7 | 45.9 |
| Acquisition related expenses and amortization | 5.8 | 5.8 | 5.4 | 5.4 | 5.0 |
| Restructuring and asset impairment charges | — | 14.8 | 1.9 | 1.2 | 0.7 |
| Income from Operations (Non-GAAP) | \$ 167.6 | \$ 65.6 | \$ 39.0 | \$ 61.1 | \$ 101.4 |
| Income from Operations (Non-GAAP) Margin | 30.4 % | 21.7 % | 14.8 % | 20.1 % | 26.6 % |

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|--|------------------|------------------|------------------|------------------|------------------|
| Income Tax Benefit (Provision) (GAAP) | \$ (23.4) | \$ 8.7 | \$ (4.6) | \$ (0.4) | \$ (5.0) |
| Non-GAAP income tax adjustment | (23.9) | (25.3) | (6.1) | (13.4) | (11.2) |
| Income Tax Provision (Non-GAAP) | \$ (47.3) | \$ (16.6) | \$ (10.7) | \$ (13.8) | \$ (16.2) |

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|---|-----------------|----------------|------------------|----------------|----------------|
| Net Income (Loss) (GAAP) | \$ 114.0 | \$ 20.9 | \$ (16.1) | \$ 10.8 | \$ 45.8 |
| Stock-based compensation | 43.8 | 55.2 | 60.8 | 52.7 | 45.9 |
| Acquisition related expenses and amortization | 5.8 | 5.8 | 5.4 | 5.4 | 5.0 |
| Restructuring and asset impairment charges | — | 14.8 | 1.9 | 1.2 | 0.7 |
| Non-cash interest expense | 2.1 | 2.1 | 2.1 | 2.1 | 2.2 |
| Non-GAAP income tax adjustment | (23.9) | (25.3) | (6.1) | (13.4) | (11.2) |
| Net Income (Non-GAAP) | \$ 141.8 | \$ 73.5 | \$ 48.0 | \$ 58.8 | \$ 88.4 |

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|--|----------------|----------------|----------------|----------------|----------------|
| Income-based government grants (GAAP) | \$ 18.5 | \$ 32.9 | \$ 18.6 | \$ 24.3 | \$ 46.6 |
| Incremental cost for manufacturing in U.S. | (4.1) | (7.1) | (4.9) | (5.9) | (11.4) |
| Net IRA benefit (Non-GAAP) | \$ 14.4 | \$ 25.8 | \$ 13.7 | \$ 18.4 | \$ 35.2 |

| Weighted Average Basic Shares Outstanding (GAAP) | 000s | Q3'23 | Q4'23 | Q1'24 | Q2'24 | Q3'24 |
|--|-------------|----------------|----------------|----------------|----------------|----------------|
| RSU/PSU/Options | | 1,307 | 1,095 | 734 | 374 | 456 |
| 2023 Convert | | 750 | — | — | — | — |
| 2025 Convert + Warrants | | 1,566 | — | 105 | 103 | 54 |
| 2026 Convert | | 2,057 | — | — | — | — |
| 2028 Convert | | 2,018 | 2,018 | — | — | — |
| Elimination of 2025, 2026, and 2028 Convert Shares covered by hedges | | (5,328) | (2,018) | — | — | — |
| Weighted Average Diluted Shares Outstanding (Non-GAAP) | 000s | 138,535 | 137,187 | 136,730 | 136,123 | 135,839 |

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|--|----------------|----------------|------------------|----------------|----------------|
| Net Income (Loss) per Share, Diluted (GAAP) | \$ 0.80 | \$ 0.15 | \$ (0.12) | \$ 0.08 | \$ 0.33 |
| Net Income per Share, Diluted (Non-GAAP) | \$ 1.02 | \$ 0.54 | \$ 0.35 | \$ 0.43 | \$ 0.65 |

Supplementary Balance Sheet Information

| | Q3'23 | Q4'23 | Q1'24 | Q2'24 | Q3'24 |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|
| Cash, cash equivalents and marketable securities | \$ 1,783.9 | \$ 1,695.0 | \$ 1,629.6 | \$ 1,646.4 | \$ 1,766.6 |
| Debt (GAAP) | \$ 1,291.6 | \$ 1,293.7 | \$ 1,295.9 | \$ 1,298.0 | \$ 1,300.2 |
| Add: Debt discount and issuance costs | \$ 18.1 | \$ 16.0 | \$ 13.8 | \$ 11.7 | \$ 9.5 |
| Debt (Non-GAAP) | \$ 1,309.7 | \$ 1,309.7 | \$ 1,309.7 | \$ 1,309.7 | \$ 1,309.7 |

Supplementary Cash Flow Information

| | Q3'23 | Q4'23 | Q1'24 | Q2'24 | Q3'24 |
|---|-----------------|----------------|----------------|-----------------|-----------------|
| Cash flow from Operations (GAAP) | \$ 145.8 | \$ 35.5 | \$ 49.2 | \$ 127.0 | \$ 170.1 |
| Less: Purchases of property and equipment | \$ (23.8) | \$ (20.1) | \$ (7.4) | \$ (9.6) | \$ (8.5) |
| Free Cash Flow (Non-GAAP) | \$ 122.0 | \$ 15.4 | \$ 41.8 | \$ 117.4 | \$ 161.6 |

| GAAP | Financial Outlook | Q4'24 |
|-----------------------------------|-------------------|-----------------|
| Net Revenues | | \$360.0-\$400.0 |
| Storage Shipments (MWh) | | 140-160 |
| Gross Margin with net IRA benefit | | 47.0%-50.0% |
| Operating Expenses | | \$135.0-\$139.0 |

Non-GAAP

| | |
|--|-----------------|
| Net Revenues | \$360.0-\$400.0 |
| Storage Shipments (MWh) | 140-160 |
| Gross Margin excluding net IRA benefit | 39.0%-42.0% |
| Gross Margin with net IRA benefit | 49.0%-52.0% |
| Operating Expenses | \$81.0-\$85.0 |

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 fourth quarter of 2024. 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 supplement as a result of new information, future events or changes in its expectations, except as required by law.