



Supplemental Operating Performance Information
July 23, 2024

Enphase Energy, Inc. Q2'24 Supplemental Information

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

Operating Metrics & Revenue Detail	Metric	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24
IQ Microinverter Shipments	Units, k	5,198	3,905	1,596	1,382	1,403
IQ Microinverter Shipments	MW (DC)	2,121.3	1,585.6	660.1	603.6	608.3
IQ Battery Shipments	MWh	82.3	86.2	80.7	75.5	120.2
Net Revenues		\$ 711.1	\$ 551.1	\$ 302.6	\$ 263.3	\$ 303.5

Net Revenues by Geography

United States	\$	417.6	\$ 350.5	\$ 228.0	\$ 150.0	\$ 198.7
International	\$	293.5	\$ 200.6	\$ 74.6	\$ 113.3	\$ 104.8

Supplementary Income Statement Information

	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24
Gross Profit (GAAP)	\$ 323.3	\$ 262.0	\$ 146.7	\$ 115.5	\$ 137.2
Stock-based compensation	3.4	2.7	3.5	4.2	3.7
Acquisition related amortization	1.9	1.9	1.9	1.9	1.9
Gross Profit (Non-GAAP)	\$ 328.6	\$ 266.6	\$ 152.1	\$ 121.6	\$ 142.8

Gross Margin (GAAP)	45.5 %	47.5 %	48.5 %	43.9 %	45.2 %
Stock-based compensation	0.5 %	0.6 %	1.2 %	1.6 %	1.3 %
Acquisition related amortization	0.2 %	0.3 %	0.6 %	0.7 %	0.6 %
Gross Margin (Non-GAAP)	46.2 %	48.4 %	50.3 %	46.2 %	47.1 %

Income (Loss) from Operations (GAAP)	\$ 170.3	\$ 118.0	\$ (10.2)	\$ (29.1)	\$ 1.8
Stock-based compensation	54.2	43.8	55.2	60.8	52.7
Acquisition related expenses and amortization	5.8	5.8	5.8	5.4	5.4
Restructuring and asset impairment charges	0.2	—	14.8	1.9	1.2
Income from Operations (Non-GAAP)	\$ 230.5	\$ 167.6	\$ 65.6	\$ 39.0	\$ 61.1
Income from Operations (Non-GAAP) Margin	32.4 %	30.4 %	21.7 %	14.8 %	20.1 %

Income Tax Benefit (Provision) (GAAP)	\$ (27.4)	\$ (23.4)	\$ 8.7	\$ (4.6)	\$ (0.4)
Non-GAAP income tax adjustment	(13.8)	(23.9)	(25.3)	(6.1)	(13.4)
Income Tax Provision (Non-GAAP)	\$ (41.2)	\$ (47.3)	\$ (16.6)	\$ (10.7)	\$ (13.8)

Net Income (Loss) (GAAP)	\$ 157.1	\$ 114.0	\$ 20.9	\$ (16.1)	\$ 10.8
Stock-based compensation	54.2	43.8	55.2	60.8	52.7
Acquisition related expenses and amortization	5.8	5.8	5.8	5.4	5.4
Restructuring and asset impairment charges	0.2	—	14.8	1.9	1.2
Non-cash interest expense	2.1	2.1	2.1	2.1	2.1
Non-GAAP income tax adjustment	(13.8)	(23.9)	(25.3)	(6.1)	(13.4)
Net Income (Non-GAAP)	\$ 205.6	\$ 141.8	\$ 73.5	\$ 48.0	\$ 58.8

Weighted Average Basic Shares Outstanding (GAAP) 000s	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24
RSU/PSU/Options	1,760	1,307	1,095	734	374
2023 Convert	900	750	—	—	—
2025 Convert + Warrants	1,756	1,566	—	105	103
2026 Convert	2,057	2,057	—	—	—
2028 Convert	2,018	2,018	2,018	—	—
Elimination of 2025, 2026, and 2028 Convert Shares covered by hedges	(5,328)	(5,328)	(2,018)	—	—
Weighted Average Diluted Shares Outstanding (Non-GAAP) 000s	139,770	138,535	137,187	136,730	136,123

Net Income (Loss) per Share, Diluted (GAAP)	\$ 1.09	\$ 0.80	\$ 0.15	\$ (0.12)	\$ 0.08
Net Income per Share, Diluted (Non-GAAP)	\$ 1.47	\$ 1.02	\$ 0.54	\$ 0.35	\$ 0.43

Supplementary Balance Sheet Information	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24
Cash, cash equivalents and marketable securities	\$ 1,800.5	\$ 1,783.9	\$ 1,695.0	\$ 1,629.6	\$ 1,646.4
Debt (GAAP)	\$ 1,294.5	\$ 1,291.6	\$ 1,293.7	\$ 1,295.9	\$ 1,298.0
Add: Debt discount and issuance costs	\$ 20.2	\$ 18.1	\$ 16.0	\$ 13.8	\$ 11.7
Debt (Non-GAAP)	\$ 1,314.7	\$ 1,309.7	\$ 1,309.7	\$ 1,309.7	\$ 1,309.7

Supplementary Cash Flow Information	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24
Cash flow from Operations (GAAP)	\$ 269.2	\$ 145.8	\$ 35.5	\$ 49.2	\$ 127.0
Less: Purchases of property and equipment	\$ (44.0)	\$ (23.8)	\$ (20.1)	\$ (7.4)	\$ (9.6)
Free Cash Flow (Non-GAAP)	\$ 225.2	\$ 122.0	\$ 15.4	\$ 41.8	\$ 117.4

Financial Outlook	Q3'24
GAAP	
Net Revenues	\$370.0-\$410.0
Storage Shipments (MWh)	160-180
Gross Margin with net IRA benefit	45.0%-48.0%
Operating Expenses	\$138.0-\$142.0

Non-GAAP	
Net Revenues	\$370.0-\$410.0
Storage Shipments (MWh)	160-180
Gross Margin excluding net IRA benefit	39.0%-42.0%
Gross Margin with net IRA benefit	47.0%-50.0%
Operating Expenses	\$79.0-\$83.0

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 third 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.