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Enphase Energy Signs Strategic Partnership with Solar Partners New Zealand

Enphase strengthens its influence in APAC through seventh distributor partnership

MELBOURNE, Australia--(BUSINESS WIRE)-- [Enphase Energy, Inc.](#) (NASDAQ:ENPH) today announced it has entered into a distribution agreement with Solar Partners New Zealand (SPNZ), a leading solar wholesaler, trainer and business support hub. Solar Partners New Zealand will distribute the world-leading Enphase Solar Energy System to key installers across the country.

The Solar Partners New Zealand partnership falls in line with Enphase's aggressive growth following the company's recent opening of a second Australian office in Sydney, whilst undergoing a substantial expansion of its New Zealand Engineering Office.

"As a rule, distribution partnerships are selected with great care at Enphase and we feel strongly that Solar Partners will deliver substantial value to our growth plans in New Zealand," said Nathan Dunn, managing director for Enphase in the Asia-Pacific.

"Enphase Energy is proud to be working with Solar Partners, a company that is shunning the classic distributor model to provide a multi-faceted, strategic service that is much needed by solar installers. With industry veteran and experienced solar installer, Bernie Dombroski, at the helm, Solar Partners NZ is uniquely positioned to deliver Enphase's premium products to the New Zealand solar market," Dunn said.

"We are looking forward to partnering with a global leader in innovative solar technology," said Bernie Dombroski, managing director at Solar Partners New Zealand. "This partnership will further fuel our commitment to New Zealand and help deliver on our promise to provide installers with leading solar technology, training and strategic counsel that offers their business a competitive edge."

Enphase's distribution account manager in the region, Ben Bishop, said, "This is great news for customers of Solar Partners New Zealand who can now access the Enphase Solar Energy System, with its unmatched safety and reliability backed by the industry's most rigorous testing-one million power-on hours under stress conditions per product generation."

Using Enphase's web-based monitoring platform, Enlighten Manager, installers can see in real-time the health and performance of their full fleet of solar systems in much greater detail than with any other inverter or optimizer on the market. Enphase is also soon to launch the revolutionary Envoy-S with bi-directional communication that includes generation and consumption monitoring, as well as dramatically enhanced control capabilities.

The Enphase Solar Energy System is available now through Solar Partners New Zealand - www.solarpartnersnz.co.nz.

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 9 million microinverters, and over 340,000 Enphase residential and commercial systems have been deployed in more than 95 countries. Join Enphase on [LinkedIn](#) and [Twitter](#) and visit www.enphase.com/au for more information.

About Solar Partners NZ

Solar Partners NZ, (SPNZ) is New Zealand's premier solar wholesaler, trainer and business support hub. SPNZ's focus is on growing and developing the NZ solar industry and not just moving boxes. SPNZ brings to the NZ market experience in solar retail and commercial sales, installation, repairs and servicing gained over a decade in the Australasian industry. SPNZ offers a tier one product range matched to the New Zealand climate with all product warranties held locally. Coupled with technical support, reliable just-in-time delivery to drive down operating costs for clients. SPNZ has New Zealand's only live in-house solar training centre where installers can gain first-hand experience installing solar, a service offered free to the industry. SPNZ also takes the guesswork out of solar design, quoting and install management with state of the art

customisable software developed specifically for the New Zealand market. Solar Partners NZ is proud to be locally owned and operated.Â www.solarpartnersnz.co.nz.

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