

Supplemental Operating Performance Information February 4, 2025

Enphase Energy, Inc. Q4'24 Supplemental Information

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

Operating Metrics & Revenue Detail	Metric	Q4'23	Q1'24	Q2'24	Q3'24	Q4'24
IQ Microinverter Shipments	Units, k	1,596	1,382	1,403	1,732	2,013
IQ Microinverter Shipments	MW (DC)	660.1	603.6	608.3	730.0	878.0
IQ Battery Shipments	MWh	80.7	75.5	120.2	172.9	152.4
Net Revenues		\$ 302.6	\$ 263.3	\$ 303.5	\$ 380.9	\$ 382.7
Net Revenues by Geography						
United States		\$ 228.0	\$ 150.0	\$ 198.7	\$ 284.0	\$ 302.0
International		\$ 74.6	\$ 113.3	\$ 104.8	\$ 96.9	\$ 80.7
Supplementary Income Statement Information						
Gross Profit (GAAP)		\$ 146.7	\$ 115.5	\$ 137.2	\$ 178.2	\$ 198.3
Stock-based compensation		3.5	4.2	3.7	2.9	3.7
Acquisition related amortization		1.9	1.9	1.9	1.9	1.7
Gross Profit (Non-GAAP)		\$ 152.1	\$ 121.6	\$ 142.8	\$ 183.0	\$ 203.7
Gross Margin (GAAP)						
		48.5 %	43.9 %	45.2 %	46.8 %	51.8 %
Stock-based compensation		1.2 %	1.6 %	1.3 %	0.8 %	0.9 %
Acquisition related amortization		0.6 %	0.7 %	0.6 %	0.5 %	0.5 %
Gross Margin (Non-GAAP)		50.3 %	46.2 %	47.1 %	48.1 %	53.2 %
Income (Loss) from Operations (GAAP)						
		\$ (10.2)	\$ (29.1)	\$ 1.8	\$ 49.8	\$ 54.8
Stock-based compensation		55.2	60.8	52.7	45.9	51.6
Acquisition related expenses and amortization		5.8	5.4	5.4	5.0	4.6
Restructuring and asset impairment charges		14.8	1.9	1.2	0.7	9.4
Income from Operations (Non-GAAP)		\$ 65.6	\$ 39.0	\$ 61.1	\$ 101.4	\$ 120.4
Income from Operations (Non-GAAP) Margin		21.7 %	14.8 %	20.1 %	26.6 %	31.5 %
Income Tax Benefit (Provision) (GAAP)						
		\$ 8.7	\$ (4.6)	\$ (0.4)	\$ (5.0)	\$ (7.5)
Non-GAAP income tax adjustment		(25.3)	(6.1)	(13.4)	(11.2)	(4.1)
Income Tax Provision (Non-GAAP)		\$ (16.6)	\$ (10.7)	\$ (13.8)	\$ (16.2)	\$ (11.6)
Net Income (Loss) (GAAP)						
		\$ 20.9	\$ (16.1)	\$ 10.8	\$ 45.8	\$ 62.2
Stock-based compensation		55.2	60.8	52.7	45.9	51.6
Acquisition related expenses and amortization		5.8	5.4	5.4	5.0	4.6
Restructuring and asset impairment charges		14.8	1.9	1.2	0.7	9.4
Non-cash interest expense		2.1	2.1	2.1	2.2	2.2
Non-GAAP income tax adjustment		(25.3)	(6.1)	(13.4)	(11.2)	(4.1)
Net Income (Non-GAAP)		\$ 73.5	\$ 48.0	\$ 58.8	\$ 88.4	\$ 125.9
Income-based government grants (GAAP)						
		\$ 32.9	\$ 18.6	\$ 24.3	\$ 46.6	\$ 68.0
Incremental cost for manufacturing in U.S.		(7.1)	(4.9)	(5.9)	(11.4)	(16.1)
Net IRA benefit (Non-GAAP)		\$ 25.8	\$ 13.7	\$ 18.4	\$ 35.2	\$ 51.9
Weighted Average Basic Shares Outstanding (GAAP) 000s						
RSU/PSU/Options		136,092	135,891	135,646	135,329	133,815
2025 Convert + Warrants		1,095	734	374	456	238
2026 Convert		—	105	103	54	—
2028 Convert		—	—	—	—	2,057
Elimination of 2025, 2026, and 2028 Convert Shares covered by hedges		(2,018)	—	—	—	(4,075)
Weighted Average Diluted Shares Outstanding (Non-GAAP) 000s		137,187	136,730	136,123	135,839	134,053
Net Income (Loss) per Share, Diluted (GAAP)						
		\$ 0.15	\$ (0.12)	\$ 0.08	\$ 0.33	\$ 0.45
Net Income per Share, Diluted (Non-GAAP)		\$ 0.54	\$ 0.35	\$ 0.43	\$ 0.65	\$ 0.94
Supplementary Balance Sheet Information						
Cash, cash equivalents, restricted cash and marketable securities		\$ 1,695.0	\$ 1,629.6	\$ 1,646.4	\$ 1,766.6	\$ 1,717.6
Debt (GAAP)		\$ 1,293.7	\$ 1,295.9	\$ 1,298.0	\$ 1,300.2	\$ 1,302.4
Add: Debt discount and issuance costs		\$ 16.0	\$ 13.8	\$ 11.7	\$ 9.5	\$ 7.3
Debt (Non-GAAP)		\$ 1,309.7				
Supplementary Cash Flow Information						
Cash flow from Operations (GAAP)		\$ 35.5	\$ 49.2	\$ 127.0	\$ 170.1	\$ 167.3
Less: Purchases of property and equipment		\$ (20.1)	\$ (7.4)	\$ (9.6)	\$ (8.5)	\$ (8.1)
Free Cash Flow (Non-GAAP)		\$ 15.4	\$ 41.8	\$ 117.4	\$ 161.6	\$ 159.2

Financial Outlook	Q1'25
GAAP	
Net Revenues	\$340.0-\$380.0
Storage Shipments (MWh)	150-170
Gross Margin with net IRA benefit	46.0%-49.0%
Operating Expenses	\$143-\$147
Non-GAAP	
Net Revenues	\$340.0-\$380.0
Storage Shipments (MWh)	150-170
Gross Margin excluding net IRA benefit	38.0%-41.0%
Gross Margin with net IRA benefit	48.0%-51.0%
Operating Expenses	\$81-\$85

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 first quarter of 2025. 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.