

Operational Metrics - GAAP

| KPI's \$,000 | | | | | | | | | | 12 months ended, Dec 31 | | |
|---------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------------------|------------|--|
| | Q4 18 | Q1 19 | Q2 19 | Q3 19 | Q4 19 | Q1 20 | Q2 20 | Q3 20 | 2017 | 2018 | 2019 | |
| Revenues | 263,670 | 271,871 | 325,010 | 410,556 | 418,223 | 431,218 | 331,851 | 338,095 | 607,045 | 937,237 | 1,425,660 | |
| % Y/Y | 39.3% | 29.5% | 43.1% | 73.5% | 58.6% | 58.6% | 2.1% | -17.6% | 23.9% | 54.4% | 52.1% | |
| % Q/Q | 11.5% | 3.1% | 19.5% | 26.3% | 1.9% | 3.1% | -23.0% | 1.9% | | | | |
| Gross profit | 79,711 | 86,110 | 110,670 | 139,309 | 143,249 | 140,008 | 102,963 | 108,063 | 214,766 | 319,236 | 479,338 | |
| % Y/Y | 12.3% | 8.2% | 35.1% | 78.6% | 79.7% | 62.6% | -7.0% | -22.4% | 33.6% | 48.6% | 50.2% | |
| % Q/Q | 2.2% | 8.0% | 28.5% | 25.9% | 2.8% | -2.3% | -26.5% | 5.0% | | | | |
| Gross margin | 30.2% | 31.7% | 34.1% | 33.9% | 34.3% | 32.5% | 31.0% | 32.0% | 35.4% | 34.1% | 33.6% | |
| % Y/Y | -19.3% | -16.5% | -5.6% | 2.9% | 13.3% | 2.5% | -8.9% | -5.8% | 7.8% | -3.7% | -1.3% | |
| % Q/Q | -8.3% | 4.8% | 7.5% | -0.4% | 0.9% | -5.2% | -4.4% | 3.0% | | | | |
| Operating income | 23,954 | 28,048 | 45,353 | 66,017 | 50,528 | 67,775 | 29,965 | 30,394 | 91,086 | 139,420 | 189,946 | |
| % Y/Y | -30.7% | -31.2% | 11.5% | 94.0% | 110.9% | 141.6% | -33.9% | -54.0% | 28.3% | 53.1% | 36.2% | |
| % Q/Q | -29.6% | 17.1% | 61.7% | 45.6% | -23.5% | 34.1% | -55.8% | 1.4% | | | | |
| Net income | 12,936 | 19,016 | 33,128 | 41,627 | 52,778 | 42,248 | 36,668 | 43,751 | 84,172 | 128,833 | 146,549 | |
| % Y/Y | -33.7% | -46.7% | -4.2% | -8.8% | 308.0% | 122.2% | 10.7% | 5.1% | 32.7% | 53.1% | 13.8% | |
| % Q/Q | -71.7% | 47.0% | 74.2% | 25.7% | 26.8% | -20.0% | -13.2% | 19.3% | | | | |
| Optimizer shipped (units) | 3,134,346 | 3,029,102 | 3,730,519 | 4,587,380 | 4,454,377 | 5,060,391 | 3,515,906 | 3,271,787 | 7,367,921 | 11,351,678 | 15,801,378 | |
| Inverter shipped (units) | 120,546 | 130,672 | 160,117 | 187,887 | 186,844 | 202,009 | 141,689 | 152,531 | 317,288 | 455,793 | 665,520 | |
| MW shipped (MW) | 1,052 | 1,144 | 1,335 | 1,498 | 1,641 | 1,850 | 1,442 | 1,451 | 2,461 | 3,919 | 5,618 | |

* Certain prior period amounts have been reclassified to conform to the current period presentation

Operational Metrics - NON GAAP

| KPI's \$,000 | Q4 18 | Q1 19 | Q2 19 | Q3 19 | Q4 19 | Q1 20 | Q2 20 | Q3 20 | 12 months ended, Dec 31 | | |
|---------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------------------|------------|------------|
| | | | | | | | | | 2017 | 2018 | 2019 |
| Revenues | 263,670 | 271,871 | 325,010 | 410,556 | 418,223 | 431,218 | 331,851 | 338,095 | 607,045 | 937,237 | 1,425,660 |
| % Y/Y | 39.3% | 29.5% | 43.1% | 73.5% | 58.6% | 58.6% | 2.1% | -17.6% | 23.9% | 54.4% | 52.1% |
| % Q/Q | 11.5% | 3.1% | 19.5% | 26.3% | 1.9% | 3.1% | -23.0% | 1.9% | | | |
| Gross profit | 81,432 | 89,223 | 115,947 | 144,005 | 148,454 | 144,950 | 107,647 | 113,222 | 217,017 | 324,377 | 497,629 |
| % Y/Y | 13.6% | 10.8% | 39.8% | 81.1% | 82.3% | 62.5% | -7.2% | -21.4% | 34.3% | 49.5% | 53.4% |
| % Q/Q | 2.4% | 9.6% | 30.0% | 24.2% | 3.1% | -2.4% | -25.7% | 5.2% | | | |
| Gross margin | 30.9% | 32.8% | 35.7% | 35.1% | 35.5% | 33.6% | 32.4% | 33.5% | 35.7% | 34.6% | 34.9% |
| % Y/Y | -18.4% | -14.5% | -2.3% | 4.4% | 14.9% | 2.4% | -9.1% | -4.5% | 8.4% | -3.2% | 0.9% |
| % Q/Q | -8.1% | 6.3% | 8.7% | -1.7% | 1.2% | -5.3% | -3.5% | 3.2% | | | |
| Operating income | 36,371 | 41,203 | 61,038 | 89,219 | 85,310 | 78,647 | 46,577 | 50,044 | 108,651 | 174,304 | 276,770 |
| % Y/Y | -9.0% | -13.5% | 27.7% | 109.8% | 134.6% | 90.9% | -23.7% | -43.9% | 40.0% | 60.4% | 58.8% |
| % Q/Q | -14.5% | 13.3% | 48.1% | 46.2% | -4.4% | -7.8% | -40.8% | 7.4% | | | |
| Net income | 31,479 | 32,931 | 49,253 | 63,621 | 87,419 | 50,661 | 52,136 | 65,882 | 115,016 | 157,289 | 233,224 |
| % Y/Y | -23.6% | -22.6% | 21.4% | 49.0% | 177.7% | 53.8% | 5.9% | 3.6% | 56.0% | 36.8% | 48.3% |
| % Q/Q | -26.3% | 4.6% | 49.6% | 29.2% | 37.4% | -42.0% | 2.9% | 26.4% | | | |
| Optimizer shipped (units) | 3,134,346 | 3,029,102 | 3,730,519 | 4,587,380 | 4,454,377 | 5,060,391 | 3,515,906 | 3,271,787 | 7,367,921 | 11,351,678 | 15,801,378 |
| Inverter shipped (units) | 120,546 | 130,672 | 160,117 | 187,887 | 186,844 | 202,009 | 141,689 | 152,531 | 317,288 | 455,793 | 665,520 |
| MW shipped (MW) | 1,052 | 1,144 | 1,335 | 1,498 | 1,641 | 1,850 | 1,442 | 1,451 | 2,461 | 3,919 | 5,618 |

* Certain prior period amounts have been reclassified to conform to the current period presentation

MW Shipped

| MW Shipped | 2017 | 2018 | 2019 | 2020YTD |
|-------------|-------|-------|-------|---------|
| Total MW | 2,461 | 3,919 | 5,618 | 4,743 |
| Residential | 1,658 | 2,263 | 3,279 | 2,372 |
| Commercial | 803 | 1,656 | 2,339 | 2,371 |
| % of Total | 100% | 100% | 100% | 100% |
| Residential | 67% | 58% | 58% | 50% |
| Commercial | 33% | 42% | 42% | 50% |

| MW Shipped | Q4 18 | Q1 19 | Q2 19 | Q3 19 | Q4 19 | Q1 20 | Q2 20 | Q3 20 |
|-------------|-------|-------|-------|-------|-------|-------|-------|-------|
| Total MW | 1,052 | 1,144 | 1,335 | 1,498 | 1,641 | 1,850 | 1,442 | 1,451 |
| Residential | 619 | 641 | 744 | 955 | 940 | 1,027 | 637 | 708 |
| Commercial | 432 | 503 | 591 | 543 | 701 | 823 | 805 | 743 |
| % of Total | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% |
| Residential | 59% | 56% | 56% | 64% | 57% | 56% | 44% | 49% |
| Commercial | 41% | 44% | 44% | 36% | 43% | 44% | 56% | 51% |

Regional MW shipped

| | 2017 | 2018 | 2019 | 2020YTD |
|---------------|-------|-------|-------|---------|
| North America | 1,322 | 1,887 | 2,260 | 1,819 |
| Europe | 862 | 1,368 | 2,513 | 2,097 |
| ROW | 277 | 664 | 845 | 827 |
| | 2,461 | 3,919 | 5,618 | 4,743 |

| | Q4 18 | Q1 19 | Q2 19 | Q3 19 | Q4 19 | Q1 20 | Q2 20 | Q3 20 |
|---------------|-------|-------|-------|-------|-------|-------|-------|-------|
| North America | 547 | 429 | 441 | 602 | 788 | 926 | 404 | 490 |
| Europe | 337 | 510 | 663 | 721 | 620 | 641 | 748 | 708 |
| ROW | 168 | 205 | 231 | 175 | 234 | 283 | 290 | 253 |
| | 1,052 | 1,144 | 1,335 | 1,498 | 1,641 | 1,850 | 1,442 | 1,451 |

Balance Sheet - Assets

| \$,000 | Dec 31 2018 | Mar 31 2019 | June 30 2019 | Sep 30 2019 | Dec 31 2019 | Mar 31 2020 | June 30 2020 | Sep 30 2020 |
|---|----------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Current Assets: | | | | | | | | |
| Cash and cash equivalents | 187,764 | 226,478 | 176,575 | 247,342 | 223,901 | 324,072 | 428,372 | 1,048,109 |
| Short-term bank deposits | 9,870 | 6,057 | 5,961 | 5,769 | 5,010 | 8,085 | 3,432 | 20,011 |
| Restricted bank deposits | 824 | 1,055 | 1,060 | 1,600 | 27,558 | 27,515 | 2,135 | 2,242 |
| Marketable securities | 118,680 | 107,064 | 109,610 | 85,343 | 91,845 | 95,143 | 113,032 | 110,585 |
| Trade receivables, net | 173,579 | 187,496 | 237,804 | 292,232 | 298,383 | 235,673 | 181,700 | 183,141 |
| Prepaid expenses and other current assets | 45,073 | 37,828 | 50,642 | 68,234 | 115,268 | 66,874 | 79,867 | 83,866 |
| Inventories, net | 141,519 | 150,798 | 148,892 | 134,283 | 170,798 | 198,557 | 264,460 | 297,027 |
| Total Current Assets | 677,309 | 716,776 | 730,544 | 834,803 | 932,763 | 955,919 | 1,072,998 | 1,744,981 |
| Long Term Assets: | | | | | | | | |
| Marketable securities | 74,256 | 57,252 | 79,616 | 92,871 | 119,176 | 103,863 | 45,684 | 21,003 |
| Operating lease right-of-use assets, net | ---- | 30,839 | 36,788 | 34,601 | 35,858 | 37,896 | 36,951 | 36,965 |
| Property, plant and equipment, net | 119,329 | 132,988 | 140,200 | 149,675 | 176,963 | 195,982 | 226,416 | 257,717 |
| Deferred tax assets, net | 14,699 | 14,589 | 14,751 | 17,180 | 16,298 | 17,095 | 19,121 | 10,678 |
| Intangible assets, net and goodwill | 73,378 | 211,420 | 211,340 | 200,795 | 203,662 | 194,631 | 196,490 | 201,343 |
| Other long term assets | 5,501 | 13,060 | 8,455 | 7,667 | 9,904 | 8,454 | 8,166 | 5,609 |
| Total Long Term Assets | 287,163 | 460,148 | 491,150 | 502,789 | 561,861 | 557,921 | 532,828 | 533,315 |
| Total Assets | 964,472 | 1,176,923 | 1,221,694 | 1,337,592 | 1,494,624 | 1,513,840 | 1,605,826 | 2,278,296 |

* Certain prior period amounts have been reclassified to conform to the current period presentation

Balance Sheet - Liabilities and Equity

| \$,000 | Dec 31 2018 | Mar 31 2019 | June 30 2019 | Sep 30 2019 | Dec 31 2019 | Mar 31 2020 | June 30 2020 | Sep 30 2020 |
|---|----------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Current Liabilities: | | | | | | | | |
| Trade payables, net | 107,079 | 90,190 | 116,795 | 132,230 | 157,148 | 139,138 | 158,264 | 122,106 |
| Employees and payroll accruals | 29,053 | 31,524 | 34,555 | 44,386 | 47,390 | 58,894 | 48,764 | 50,814 |
| Current maturities of bank loans and accrued interest | 16,639 | 17,233 | 16,454 | 16,912 | 15,673 | 15,048 | 15,256 | 15,642 |
| Warranty obligations | 28,868 | 35,229 | 38,819 | 45,887 | 65,112 | 70,158 | 68,674 | 65,080 |
| Deferred revenues and customers advances | 14,351 | 13,527 | 15,708 | 15,006 | 70,815 | 30,706 | 25,625 | 27,267 |
| Accrued expenses and other current liabilities | 29,728 | 60,369 | 71,447 | 80,986 | 80,576 | 75,737 | 88,482 | 101,628 |
| Total Current Liabilities | 225,718 | 248,072 | 293,778 | 335,407 | 436,714 | 389,681 | 405,065 | 382,537 |
| Long Term Liabilities: | | | | | | | | |
| Bank loans | 3,510 | 7,029 | 5,519 | 4,055 | 173 | ---- | ---- | ---- |
| Convertible senior notes, net | ---- | ---- | ---- | ---- | ---- | ---- | ---- | 570,332 |
| Warranty obligations | 92,958 | 101,517 | 111,819 | 125,467 | 107,451 | 116,099 | 124,010 | 130,614 |
| Deferred revenues | 60,670 | 66,037 | 73,796 | 81,934 | 89,982 | 98,134 | 103,181 | 109,439 |
| Operating lease liabilities | ---- | 24,790 | 30,009 | 29,117 | 30,213 | 30,336 | 29,991 | 29,442 |
| Deferred tax liabilities, net | 1,499 | 8,544 | 8,663 | 7,762 | 4,461 | 2,202 | 1,112 | 5,195 |
| Other long term liabilities | 9,391 | 23,417 | 18,062 | 16,662 | 13,960 | 10,970 | 17,666 | 18,700 |
| Total Long Term Liabilities | 168,028 | 231,334 | 247,868 | 264,997 | 246,240 | 257,741 | 275,960 | 863,722 |
| Stockholders' Equity: | | | | | | | | |
| Common stock | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| Additional paid-in capital | 371,794 | 417,385 | 431,684 | 450,459 | 475,792 | 491,873 | 511,640 | 574,326 |
| Accumulated other comprehensive income (loss) | (524) | (1,220) | (895) | (3,356) | (1,809) | (5,390) | (3,442) | (2,643) |
| Retained earnings | 191,133 | 210,149 | 243,277 | 284,904 | 337,682 | 379,930 | 416,598 | 460,349 |
| Total stockholders' equity | 562,408 | 626,319 | 674,071 | 732,012 | 811,670 | 866,418 | 924,801 | 1,032,037 |
| Non-Controlling interests | 8,318 | 71,198 | 5,977 | 5,176 | ---- | ---- | ---- | ---- |
| Total liabilities and stockholders' equity | 964,472 | 1,176,923 | 1,221,694 | 1,337,592 | 1,494,624 | 1,513,840 | 1,605,826 | 2,278,296 |

* Certain prior period amounts have been reclassified to conform to the current period presentation

P&L GAAP

| \$,000 | | | | | | | | | 12 months ended, Dec. 31 | | |
|---|---------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|--------------------------|----------------|----------------|
| | Q4 18 | Q1 19 | Q2 19 | Q3 19 | Q4 19 | Q1 20 | Q2 20 | Q3 20 | 2017 | 2018 | 2019 |
| Revenues | 263,670 | 271,871 | 325,010 | 410,556 | 418,223 | 431,218 | 331,851 | 338,095 | 607,045 | 937,237 | 1,425,660 |
| Cost of revenues | 183,959 | 185,761 | 214,340 | 271,247 | 274,974 | 291,210 | 228,888 | 230,032 | 392,279 | 618,001 | 946,322 |
| Gross profit | 79,711 | 86,110 | 110,670 | 139,309 | 143,249 | 140,008 | 102,963 | 108,063 | 214,766 | 319,236 | 479,338 |
| Gross margin % | 30.2% | 31.7% | 34.1% | 33.9% | 34.3% | 32.5% | 31.0% | 32.0% | 35.4% | 34.1% | 33.6% |
| Operating expenses: | | | | | | | | | | | |
| Research and development | 24,710 | 26,199 | 29,505 | 30,747 | 34,900 | 36,695 | 38,098 | 40,817 | 54,966 | 82,245 | 121,351 |
| Sales and marketing | 19,210 | 20,172 | 22,127 | 22,026 | 23,659 | 24,253 | 20,936 | 21,924 | 50,032 | 68,307 | 87,984 |
| General and administrative | 11,837 | 11,691 | 13,685 | 12,214 | 11,771 | 16,185 | 13,964 | 14,928 | 18,682 | 29,264 | 49,361 |
| Other operating expenses (income) | ---- | ---- | ---- | 8,305 | 22,391 | (4,900) | ---- | ---- | ---- | ---- | 30,696 |
| Total operating expenses | 55,757 | 58,062 | 65,317 | 73,292 | 92,721 | 72,233 | 72,998 | 77,669 | 123,680 | 179,816 | 289,392 |
| Operating income | 23,954 | 28,048 | 45,353 | 66,017 | 50,528 | 67,775 | 29,965 | 30,394 | 91,086 | 139,420 | 189,946 |
| Financial income (expenses), net | 288 | (6,151) | 773 | (17,023) | 11,058 | (16,605) | 11,565 | 15,765 | 9,158 | (2,297) | (11,343) |
| Income before income taxes | 24,242 | 21,897 | 46,126 | 48,994 | 61,586 | 51,170 | 41,530 | 46,159 | 100,244 | 137,123 | 178,603 |
| Income taxes (tax benefit) | 12,093 | 3,922 | 13,213 | 7,270 | 9,241 | 8,922 | 4,862 | 2,408 | 16,072 | 9,077 | 33,646 |
| Net income | 12,149 | 17,975 | 32,913 | 41,724 | 52,345 | 42,248 | 36,668 | 43,751 | 84,172 | 128,046 | 144,957 |
| Net loss (income) attributable to Non-controlling interests | 787 | 1,041 | 215 | (97) | 433 | ---- | ---- | ---- | ---- | 787 | 1,592 |
| SolarEdge net income | 12,936 | 19,016 | 33,128 | 41,627 | 52,778 | 42,248 | 36,668 | 43,751 | 84,172 | 128,833 | 146,549 |

* Certain prior period amounts have been reclassified to conform to the current period presentation

Cash Flow

| \$,000 | Q4 18 | Q1 19 | Q2 19 | Q3 19 | Q4 19 | Q1 20 | Q2 20 | Q3 20 |
|--|----------|----------|----------|---------|----------|----------|---------|-----------|
| Net cash provided by operating activities | 46,874 | 56,450 | 50,784 | 68,700 | 83,066 | 107,745 | 59,310 | 28,374 |
| Net cash provided by (used in) in investing activities | (35,494) | (17,045) | (35,176) | (6,176) | (94,456) | (19,924) | 46,800 | (26,177) |
| Net cash provided by (used in) financing activities | (15,870) | (2,630) | (64,755) | (922) | (4,714) | 3,315 | 5,681 | 628,317 |
| Increase (decrease) in cash and cash equivalents | (4,490) | 36,775 | (49,147) | 61,602 | (16,104) | 91,136 | 111,791 | 630,514 |
| Cash and cash equivalents at the beginning of the period | 192,898 | 187,764 | 226,478 | 176,575 | 247,342 | 223,901 | 324,072 | 428,372 |
| Effect of exchange rate differences on cash and cash equivalents | (644) | 1,939 | (756) | 9,165 | (7,337) | 9,035 | (7,491) | (10,777) |
| Cash and cash equivalents at EOQ | 187,764 | 226,478 | 176,575 | 247,342 | 223,901 | 324,072 | 428,372 | 1,048,109 |

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