



solar**edge**

SolarEdge Technologies

Nasdaq | SEDG

20kW, Three phase residential installation, Tziporit, Israel
Installed by SolarEdge

Safe Harbor

Use of Forward-Looking Statements and Non-GAAP Measures

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements include information, among other things, concerning: our possible or assumed future results of operations; future demands for solar energy solutions; business strategies; technology developments; financing and investment plans; dividend policy; competitive position; industry and regulatory environment; general economic conditions; potential growth opportunities; cancellations and pushouts of existing backlog; installation rates; and the effects of competition. These forward-looking statements are often characterized by the use of words such as “anticipate,” “believe,” “could,” “seek,” “estimate,” “expect,” “intend,” “may,” “plan,” “potential,” “predict,” “project,” “should,” “will,” “would” or similar expressions and the negative or plural of those terms and other like terminology.

Forward-looking statements are only predictions based on our current expectations and are inherently subject to risks and uncertainties. They should not be considered guarantees of future results, which could differ materially from the results set forth in, contemplated by, or underlying this presentation. Forward-looking and other statements regarding our sustainability efforts and aspirations are not an indication that these statements are necessarily material to investors or requiring disclosure in our filing with the Securities and Exchange Commission (“SEC”). In addition, historical, current and forward-looking sustainability-related statements may be based on standards for measuring progress that are still developing, internal controls and processes that continue to evolve and assumptions that are subject to change in the future, including future rule-making.

Factors that could cause actual results to differ materially from our expectations include: future demand for renewable energy including solar energy solutions; our ability to forecast demand for our products accurately and to match production to such demand as well as our customers’ ability to forecast demand based on inventory levels; macroeconomic conditions in our domestic and international markets, as well as inflation concerns, rising interest rates, and recessionary concerns; changes, elimination or expiration of government subsidies and economic incentives for on-grid solar energy applications; changes in the U.S. trade environment; federal, state, and local regulations governing the electric utility industry with respect to solar energy; changes in tax laws, tax treaties, and regulations or the interpretation of them, including the Inflation Reduction Act; the retail price of electricity derived from the utility grid or alternative energy sources; interest rates and supply of capital in the global financial markets in general and in the solar market specifically; competition, including introductions of power optimizer, inverter and solar photovoltaic system monitoring products by our competitors; developments in alternative technologies or improvements in distributed solar energy generation; historic cyclicalities of the solar industry and periodic downturns; product quality or performance problems in our products; shortages, delays, price changes, or cessation of operations or production affecting our suppliers of key components; our dependence upon a small number of outside contract manufacturers and limited or single source suppliers; capacity constraints, delivery schedules, manufacturing yields, and costs of our contract manufacturers and availability of components; delays, disruptions, and quality control problems in manufacturing; existing and future responses to and effects of pandemics, epidemics, or other health crises; disruption in our global supply chain and rising prices of oil and raw materials as a result of various conflicts; our customers’ financial stability and our ability to retain customers; our ability to retain key personnel and attract additional qualified personnel; performance of distributors and large installers in selling our products; our ability to manage effectively the growth of our organization and expansion into new markets and integration of acquired businesses; our ability to recognize expected benefits from restructuring plans; disruption to our business operations due to the evolving state of war in Israel and political conditions related to the Israeli government’s plans to significantly reduce the Israeli Supreme Court’s judicial oversight; consolidation in the solar industry among our customers and distributors; cyber incidents; and other matters discussed in the section entitled “Risk Factors” of our Annual Report on Form 10-K for the year ended December 31, 2022, filed on February 22, 2023 and our quarterly reports filed on Form 10-Q, Current Reports on Form 8-K and other reports filed with the SEC. All information set forth in this presentation is as of February 20, 2024. The Company undertakes no duty or obligation to update any forward-looking statements contained in this presentation, whether as a result of new information, future events or changes in its expectations or otherwise, except as may be required by applicable law, regulation or other competent legal authority.

Included in this presentation are certain financial measures that are not calculated in accordance with U.S. generally accepted accounting principles (“GAAP”) that are designed to supplement, and not substitute, SolarEdge’s financial information presented in accordance with GAAP. These measures include but are not limited to non-GAAP revenues, non-GAAP gross margin, non-GAAP operating expenses, including as percentage of revenues, non-GAAP net income and non-GAAP net earnings per share. The non-GAAP measures, as defined by SolarEdge, may not be comparable to similar non-GAAP measures presented by other companies. The Non-GAAP measures are presented in this presentation because we believe that they provide investors with a means of evaluating and understanding how SolarEdge’s management evaluates the company’s operating performance. The presentation of such measures, which may include adjustments to exclude non-recurring items, should not be construed as an inference of SolarEdge’s future results, cash flows, or leverage will be unaffected by other non-recurring items. Refer to Appendix A for reconciliation of these non-GAAP measures to the most comparable GAAP measures.

Our vision

is to create a world powered by clean, sustainable energy.

Our mission

is to develop and scale renewable energy technologies that improve the way we generate, manage, store and use electrical power in every aspect of our lives.

2MW, Kollund, Denmark
Installed by Sveigaard

solar**edge**

Global leader in smart energy production, storage and management



3.7M+
monitored
systems

125.1 M
Power Optimizers
shipped

52.6GW
Systems shipped
worldwide

5.6M
Inverters
shipped



**Serving global,
diverse markets**

Systems installed in
140+
countries

3.4M+
Homes

50%+
of Fortune-100
Companies¹

65,000+
SolarEdge
Installers²



Our edge

5,600+
employees

602
patents granted

528 patents pending



Power electronics and engineering



Automated manufacturing



Software development, Data Science, Cyber & Security



Installer experience, service and learning services

Data as of Q4 2023

¹ Have SolarEdge technology on their rooftops

² Based on the number of installer accounts on our monitoring portal

Financial Results

Q4/2023

\$316.0M

GAAP Revenues

\$(52.5)M

Non-GAAP Net Income (loss)*

\$(139.9)M

Cash Used in Operations

(17.9)%

GAAP Gross Margin

\$(162.4)M

GAAP Net Income (loss)

\$ 634.7M

Cash, Deposits and
Investments, Net of Debt

* Non-GAAP financial measures; see definition and reconciliation in Appendix

Financial Results 2023

\$ 3.0B

GAAP Revenues

\$248.4M

Non-GAAP Net Income*

\$(180.1)M

Cash Used in Operations

23.6%

GAAP Gross Margin

\$34.3M

GAAP Net Income

* Non-GAAP financial measures; see definition and reconciliation in Appendix

Renewable energy transformation

13MW Wu Shan Tou Reservoir, Tainan City, Taiwan
Installed by Star Energy



Electrification

Exponential increase in energy demand due to rapid growth of electric vehicles and devices.



Decarbonization

Renewables set to replace fossil fuels as the dominant source for electricity.



Digitalization

Software controlled and cyber secured energy networks.



Decentralization

Transition from centralized energy networks to distributed energy topology.




Transformation


Rapidly growing worldwide demand for electricity

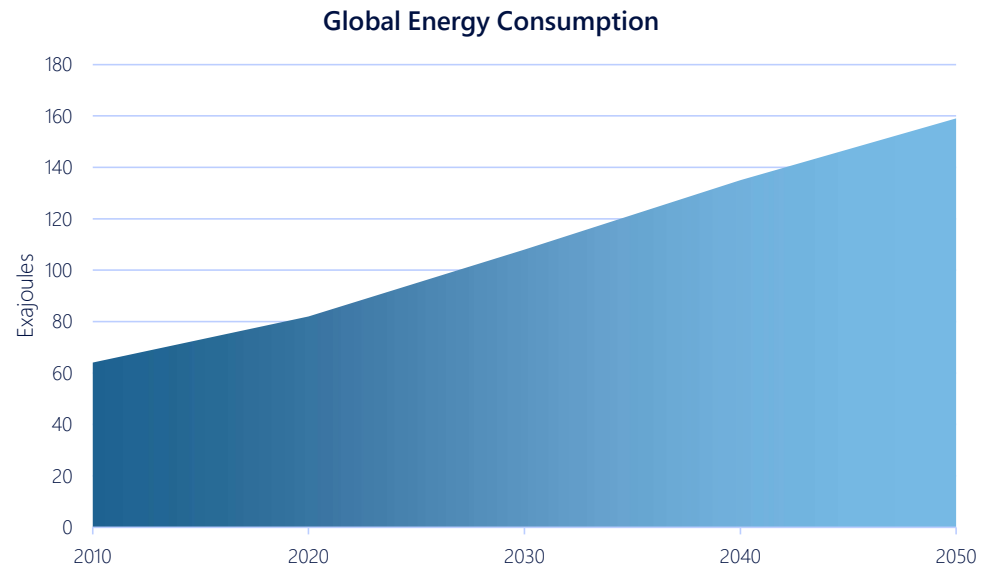


 **+1.7B**
Global population
(+22%)* 2022-2050

 **80%**
Urbanization increase
from 55%*

 **86%**
Electric Vehicle
Penetration
from 1% to 86%
2020 – 2050**

 **10x**
Heat Pumps Installed,
from 180 to 1800 million
2020 – 2050**



*Source: United Nations Department of Economic and Social Affairs, World Population Prospects 2022: Highlights, page 5/ Visualizing the material impact of global urbanization by Bruno Venditti, Visual Capitalist | APRIL 28, 2022 (from 2022 to 2050)

**Source: Net Zero by 2050 – A Roadmap for the Global Energy Sector, International Energy Agency, Revised version, October 2021 (4th revision) P 72

Source: International Energy Agency World Energy Outlook 2023 (World Final Energy Consumption)
<https://www.iea.org/reports/world-energy-outlook-2023>

Renewables set to be the dominant electricity source



Individuals

Growing demand for electrification and drive for energy independence.



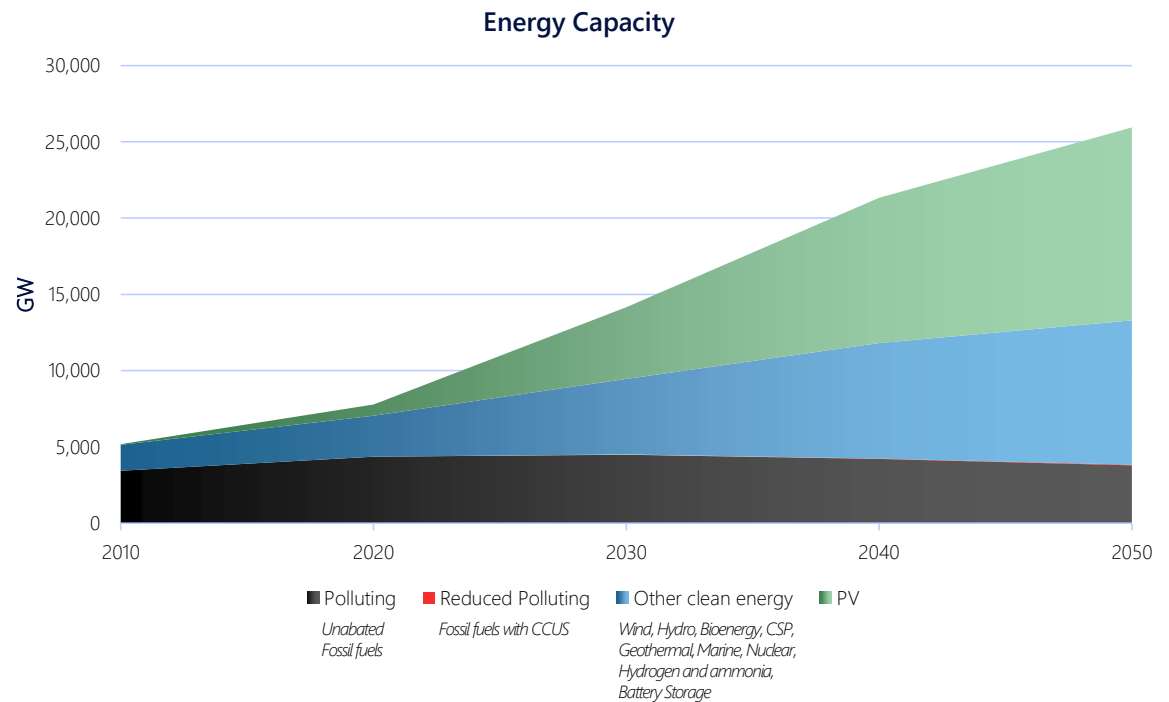
Corporations

Decarbonization commitments in most industries driven by ESG standards. "Going green" is a smart business choice.



Governments

Nation-level initiatives to decarbonize (Glasgow, Paris).



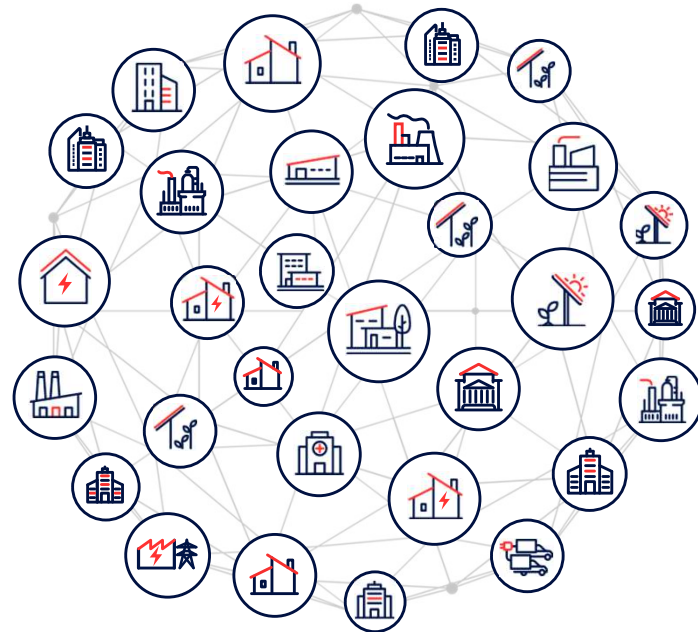
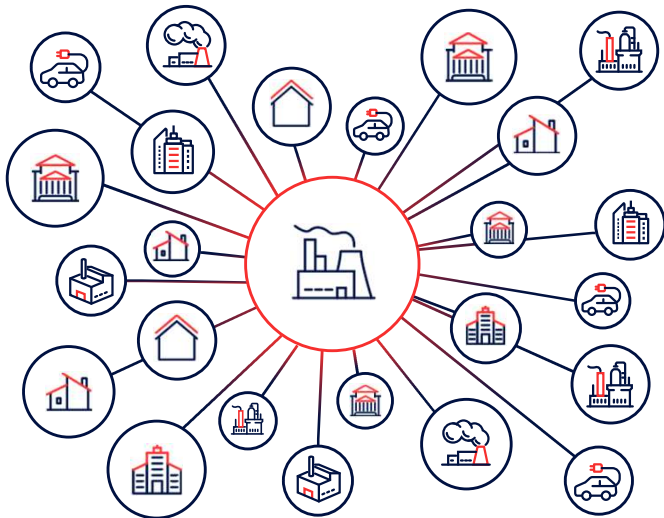
Source: International Energy Agency World Energy Outlook 2023, <https://www.iea.org/reports/world-energy-outlook-2023>, pages 127 and 267

The distributed energy transformation

In the decentralized energy network, every node can be an energy producer, consumer and storage site



Decentralization

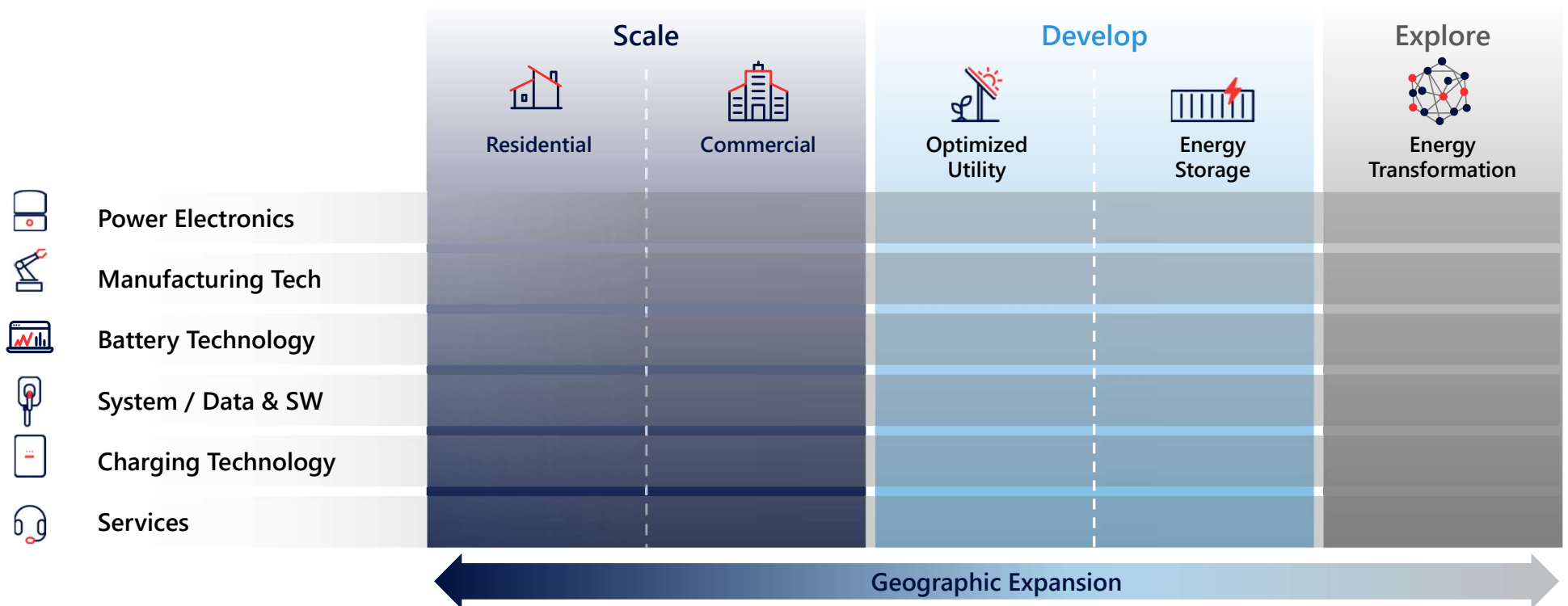


Our
products
and solutions



Our innovation strategy - solar and beyond

To be a leading global provider of HW, SW and services in renewable energy markets where technology will improve the production, storage and consumption of energy.





32kW BIPV; Architects House, Colombier, Switzerland
Installed by Freesuns

Residential solutions

World leader in smart energy solutions for the home



solar^{edge} Home

The smart energy ecosystem that maximizes energy efficiency and savings

Power Optimizers



SolarEdge Power Optimizers & Smart Modules

Inverters and Batteries



SolarEdge Home Wave Inverters



SolarEdge Home Hub Inverters



SolarEdge Home Batteries



SolarEdge Home Backup Interface

EV Chargers



SolarEdge EV Charger



Coming soon
SolarEdge DC EV Charger

Load Controls



Coming soon
SolarEdge Home Smart Switch



SolarEdge Home Load Controller



SolarEdge Home Inline Meter



SolarEdge Home Hot Water Controller



Coming soon
SolarEdge Home Local Controller

SolarEdge ONE



SolarEdge Home Network

mySolarEdge App



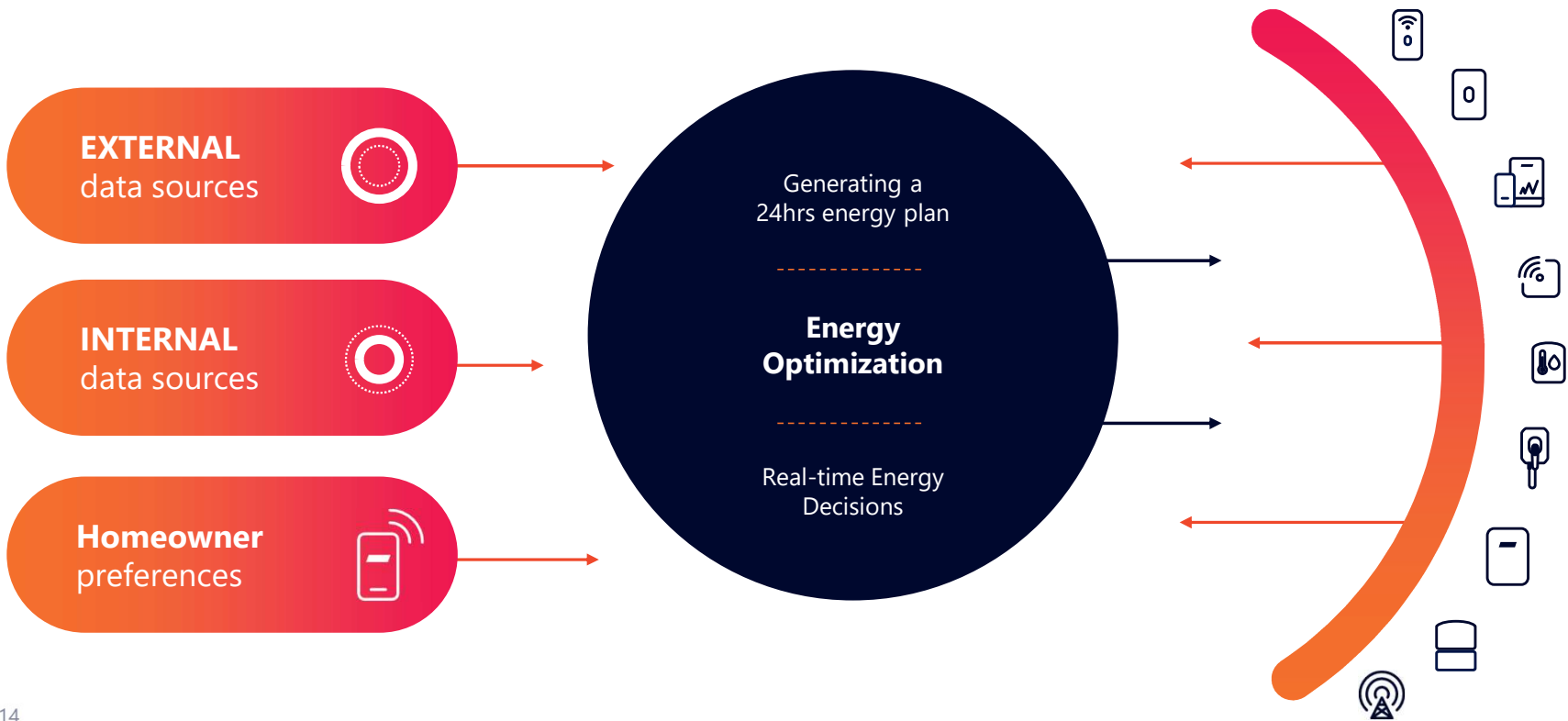
SolarEdge ONE

An energy optimization system that orchestrates the home's energy production, consumption and storage, using algorithms which analyze data such as weather forecasts, utility rate plans and homeowner consumption patterns.

STEP 1: Gathering information

STEP 2: Energy optimization

STEP 3: Execution



The SolarEdge Installer Software Suite

SolarEdge Proposal

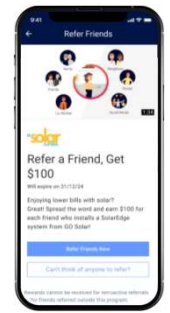
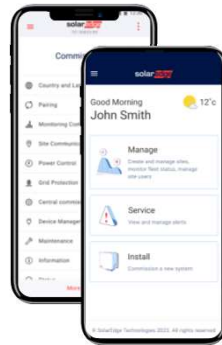
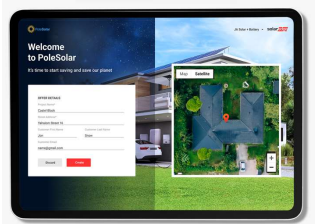
SolarEdge Designer

SolarEdge Go

SolarEdge Monitoring

mySolarEdge

SolarEdge Referral



Sell

Design

Install

Monitor & Operate

Control (Homeowner)

Upsell



400kWp carport and 768kWp on roof Evolv 1, Waterloo, Canada
Installed by VCT Group

Commercial solutions

World leader in smart energy solutions for commercial applications



As of Q4 2023

** Over 50% of Fortune-100 companies have SolarEdge technology on their rooftops

***Installations of both commercial and residential will be counted twice.

Commercial solutions

Retail



740kW IKEA Kaoshiung City, Taiwan
Installed by Innos Taiwan

Carports



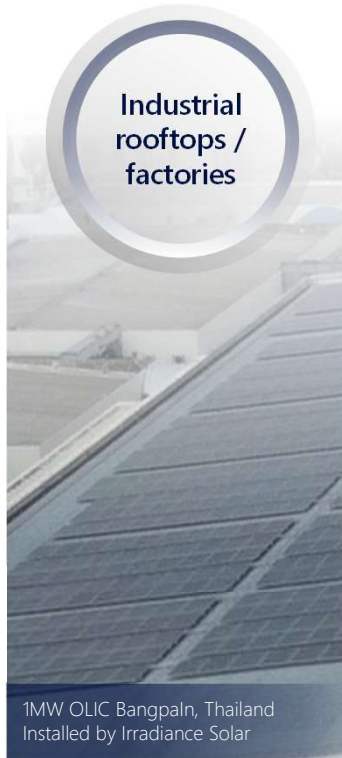
335kW Honda Motorcars, Ohio, USA
Installed by Dovetail

Logistics centers/
warehouses



50kW DHL Warehouse, Israel
Installed by Ormash

Industrial rooftops /
factories



1MW OLIC BangpaIn, Thailand
Installed by Irradiance Solar

Public
buildings



202kwp, Aravind Eye Hospital
Thavalakuppam-Puducherry, India
Installed by Sunlit

MDUs




129.5kWpAEH, Tirupati, Tirupathi
India. Installed by Sunlit



Optimized Energy Ecosystem for C&I Rooftops

Designed for a variety of Commercial and Industrial applications

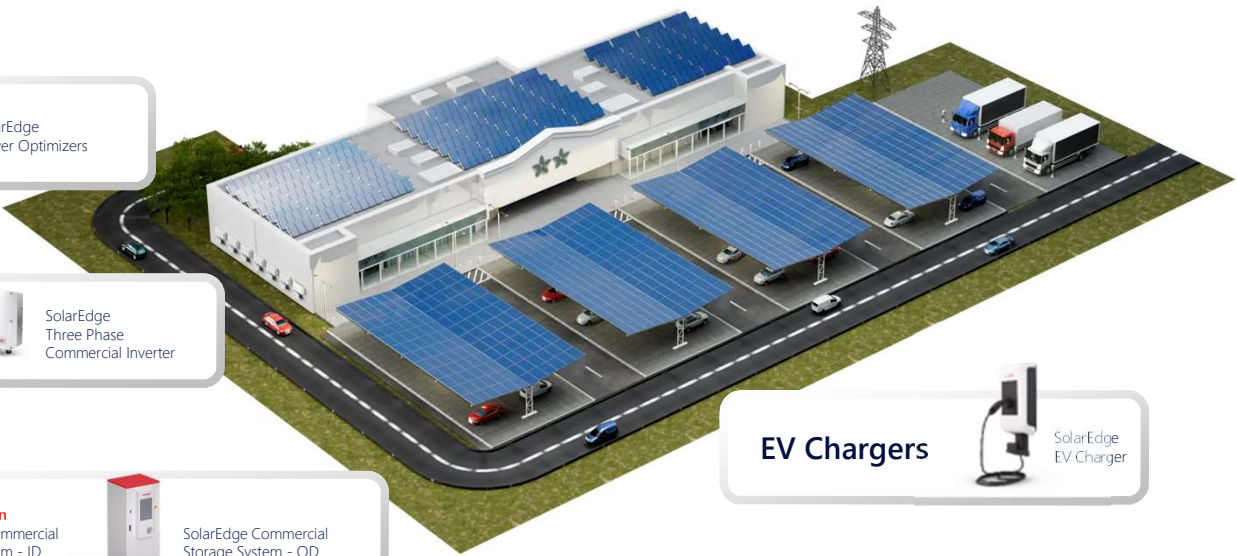
Coming soon
SolarEdge ONE   SolarEdge ONE  SolarEdge ONE Controller  EV Management **wevo**  Building Loads **Hark.**

Power Optimizers  SolarEdge Power Optimizers

Inverters  SolarEdge Three Phase Inverter with Synergy Technology  SolarEdge Three Phase Commercial Inverter

Storage  **Coming soon** SolarEdge Commercial Storage System - ID  SolarEdge Commercial Storage System - OD

EV Chargers  SolarEdge EV Charger





6.2MW, Hartford Pike, Rhode Island, USA
Installed by Sunlight General

Optimized utility solutions

Ground Mount and Dual Use

Optimized utility solutions



Ground-Mount

Aerial view of a large-scale ground-mounted solar farm with rows of panels stretching across a field.

6.6 MW Ground mount, Windach, Germany
Installed by Feneco



Floating PV

Aerial view of solar panels floating on a body of water, specifically a fishpond.

17MW Fishpond, Linbian Township, Taiwan
Installed by INA Energy



Agri-PV

Aerial view of solar panels installed in an agricultural field, with crops visible between the rows.

900 kWp Chiayi County, Taiwan
Installed by INA Energy



Grazing

Aerial view of solar panels with a lush green field below, where grazing is taking place.

11kW Skeoughvosteen Kilkenny, Ireland
Installed by Enerpower



Community Solar

Aerial view of a community solar farm with panels installed in a rural area.

7.9MW community solar, RI, USA
Installed by Sunlight General

Optimized utility

Ground Mount and Dual Use

Coming soon

SolarEdge ONE



SolarEdge ONE



SolarEdge ONE Controller

Power Optimizers



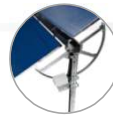
SolarEdge Power Optimizers

Inverters



SolarEdge TerraMaxth Inverter

Trackers



SolarGik Smart PV Trackers

The SolarEdge installer experience



Installer onboarding



Over 65,000 installers in the SolarEdge network

Products designed for installability



Less than 15 mins for PV-only commissioning*

Full suite of installer software tools



179,000 designs completed on SolarEdge Designer**

Learning services



Over 350,000 courses completed**

Service and support



Less than 2 min support center call wait time***

* For PV only residential installations, in selected regions

** During 2023

*** Q4 2023 average wait time for call centers globally



Sella 2, South Korea

Energy storage solutions

Premium manufacturer of high-energy, high-power, lithium-ion cells and BESS solutions for C&I and Utility markets.



Chemistry

Proprietary high-power Li-Ion cell technology



Manufacturing

Two cell manufacturing plants in Korea



Products

Energy storage systems
(stand alone or co-located)

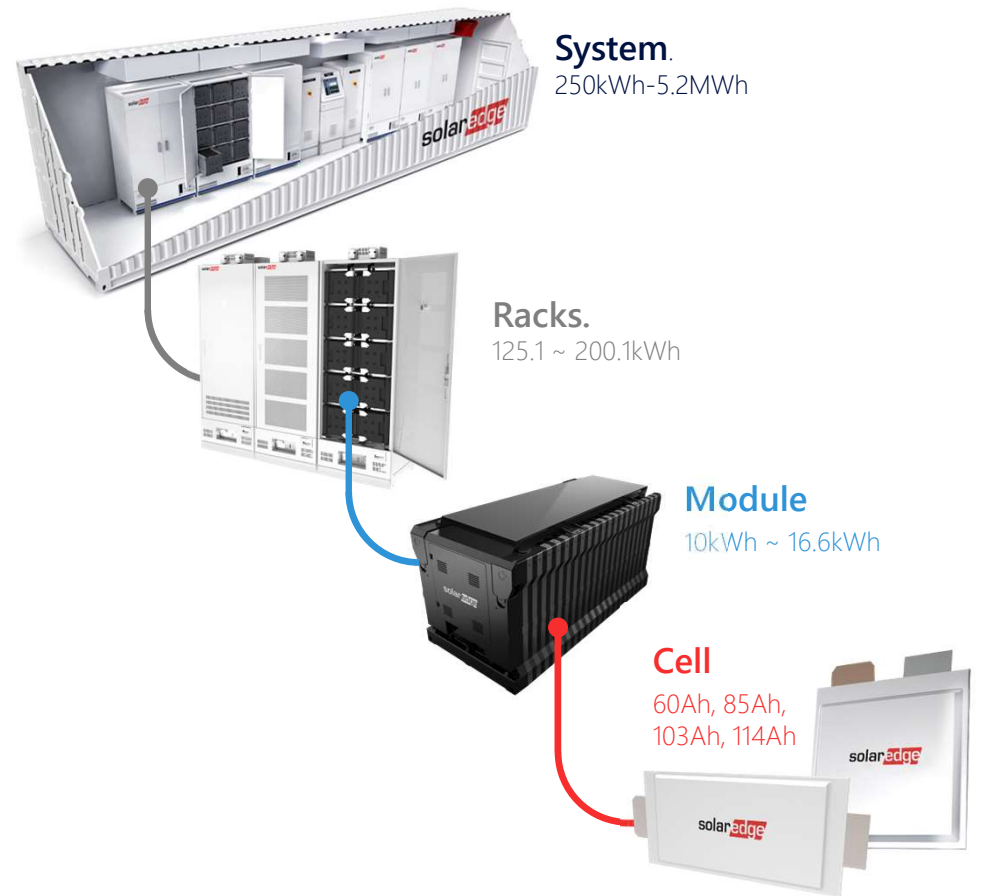
Energy storage solutions

SolarEdge Energy Storage Division is a **manufacturer of high-energy, high-power, lithium-ion cells and BESS solutions** for C&I and utility markets.

Diverse end markets across stationary energy storage (EV charging, utility, C&I), transportation (trains, trams, marine), and EPC projects.

Provides purpose-built components and solutions, **hardware and software.**

Capabilities include spinning reserves, frequency regulation, frequency response, voltage support, black-start services and rate arbitrage.

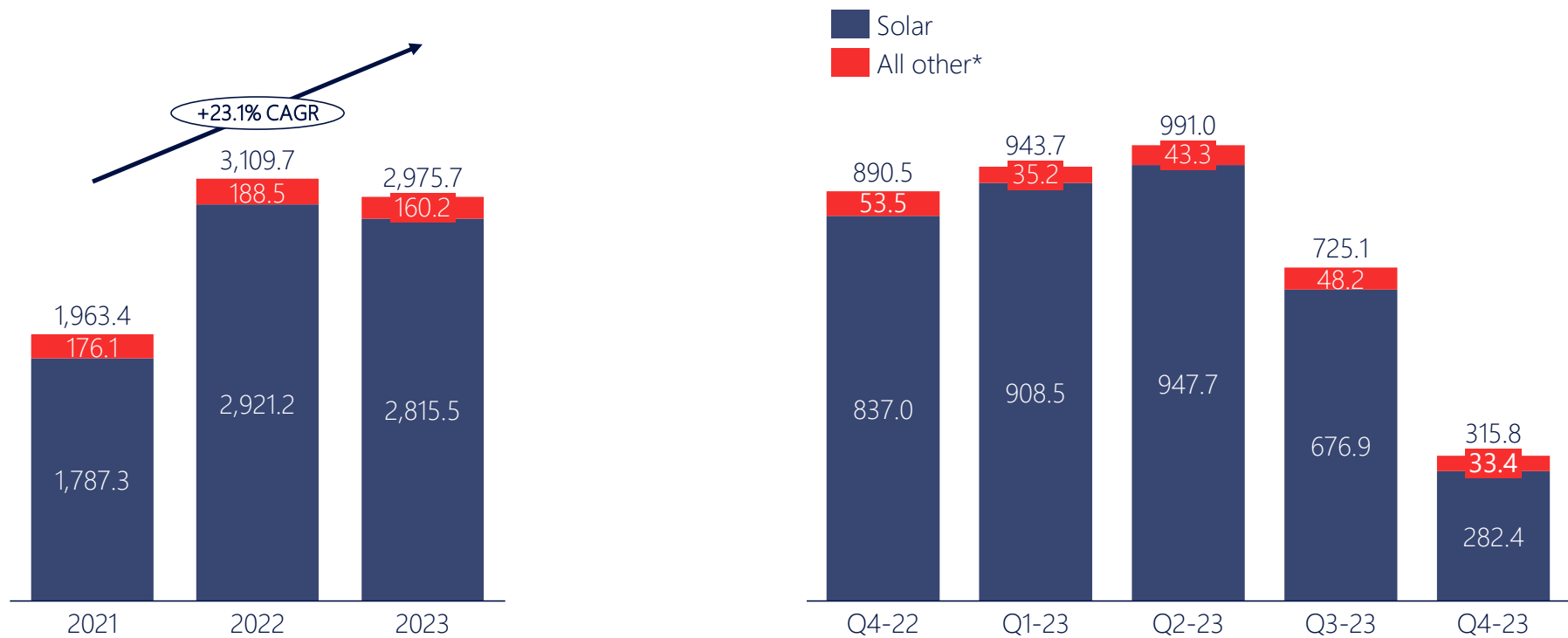


Financial update

5MW Floating PV, Mitzpe Ramon, Israel
Installed by EnerT

solar**edge**

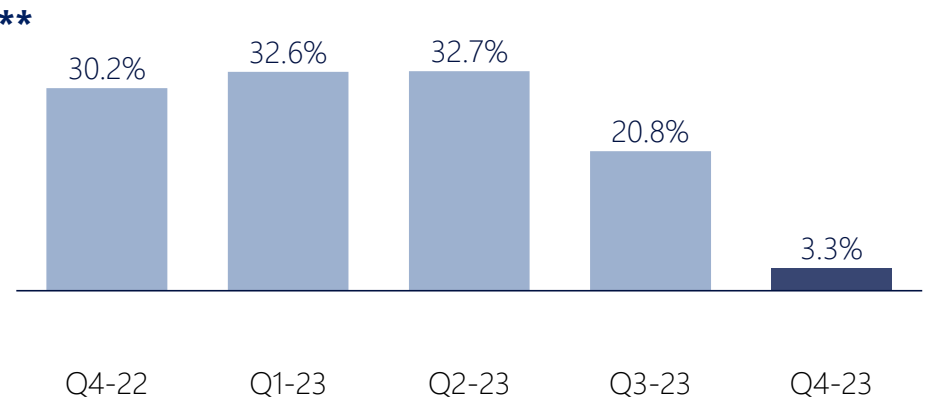
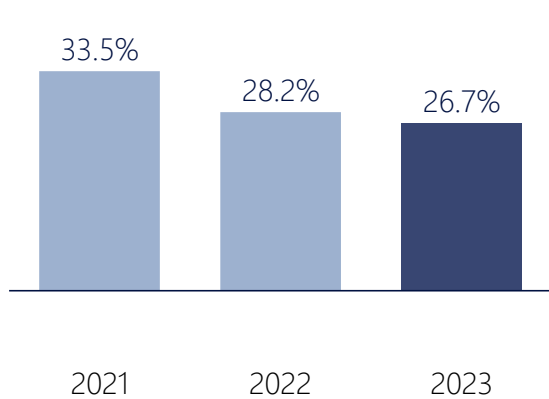
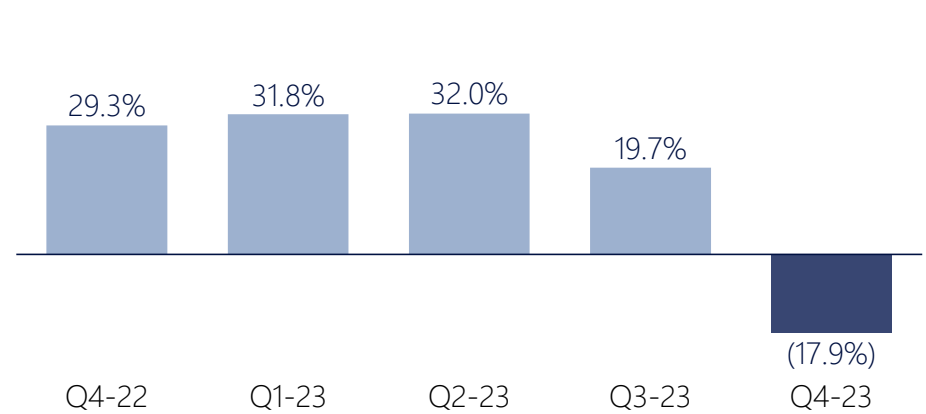
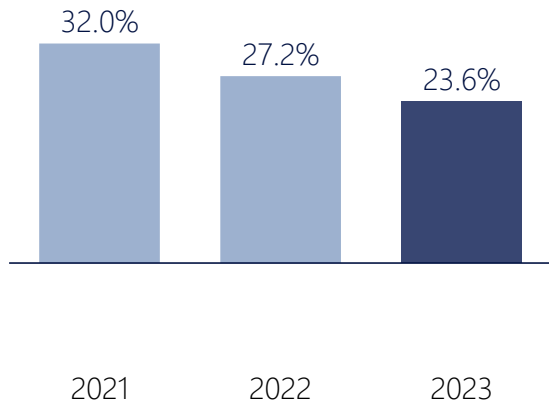
Revenues Growth By segment



USD millions

* All other refers to energy storage and automation machines

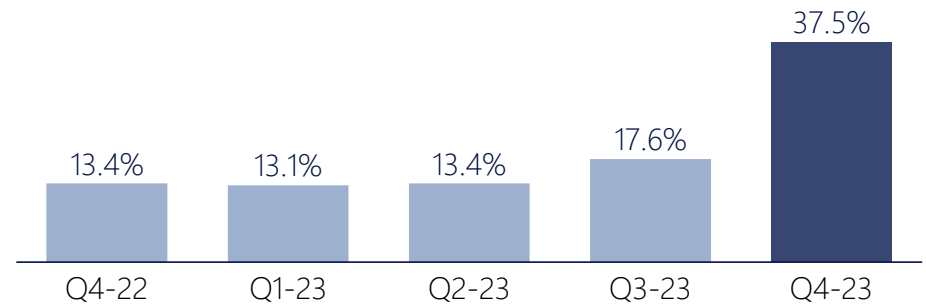
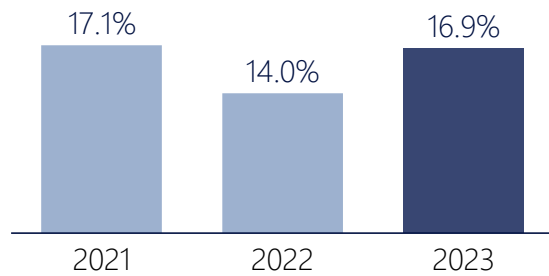
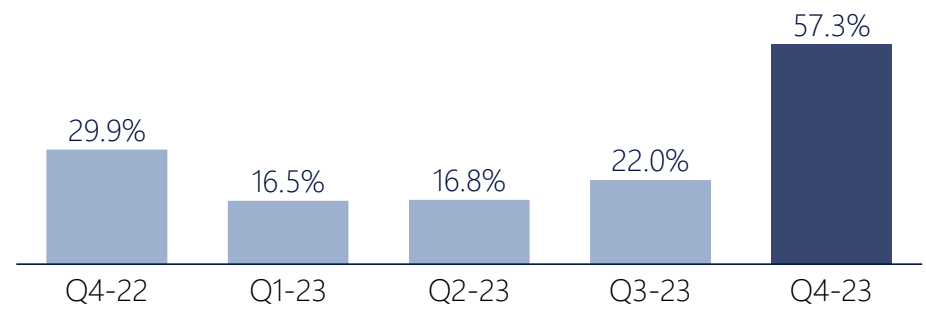
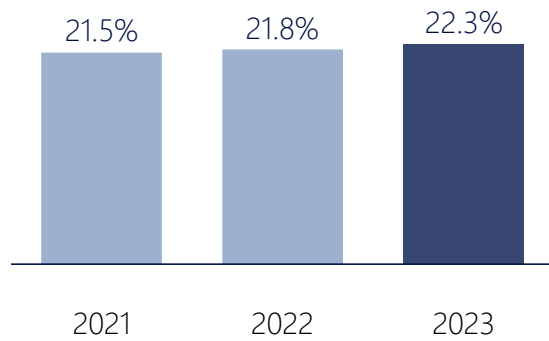
Consolidated* Gross Margin



* For purposes of this presentation, "consolidated" refers to solar, energy storage, and "all other" segments

** Non-GAAP financial measures; see reconciliation in Appendix

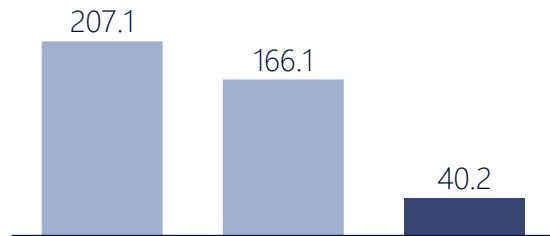
Consolidated* Operating Expenses as % of Revenues



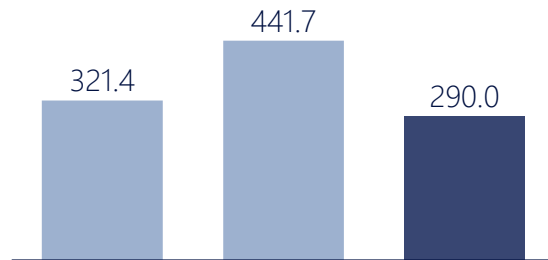
* For purposes of this presentation, "consolidated" refers to solar, energy storage, and "all other" segments

** Non-GAAP financial measures; see reconciliation in Appendix

Consolidated* Operating Income (loss)

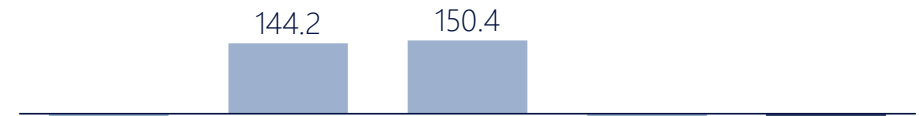


2021 2022 2023



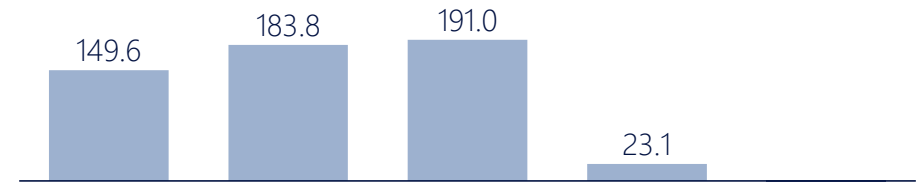
2021 2022 2023

GAAP



Q4-22 Q1-23 Q2-23 Q3-23 Q4-23

Non-GAAP **



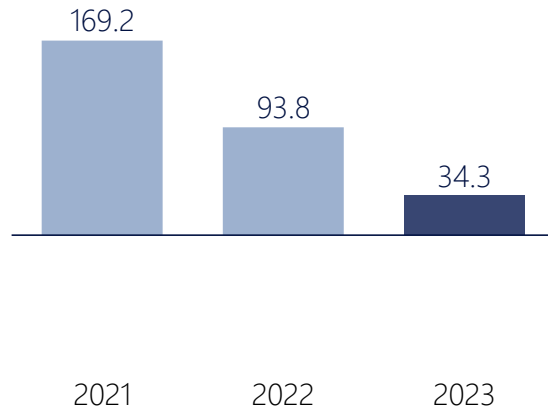
Q4-22 Q1-23 Q2-23 Q3-23 Q4-23

USD millions

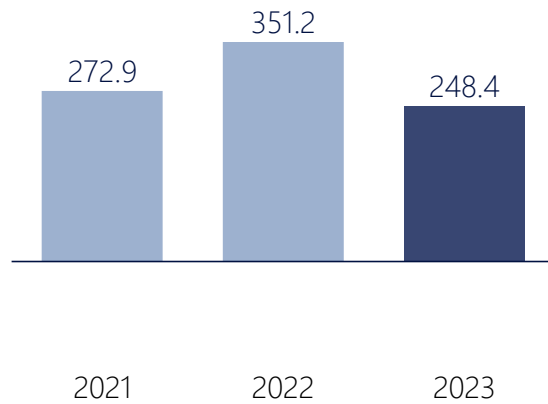
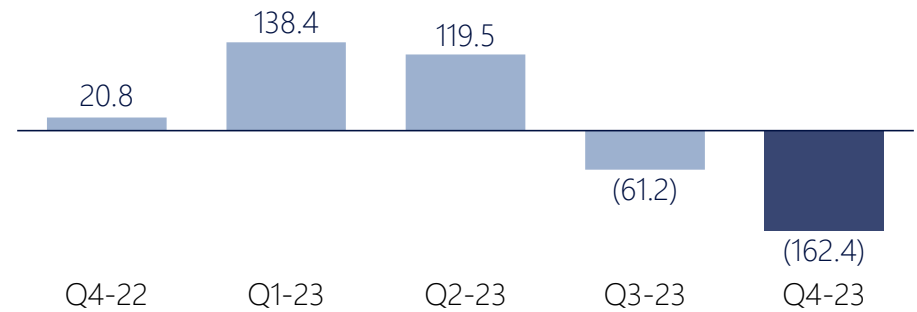
* For purposes of this presentation, "consolidated" refers to solar, energy storage, and "all other" segments

** Non-GAAP financial measures; see reconciliation in Appendix

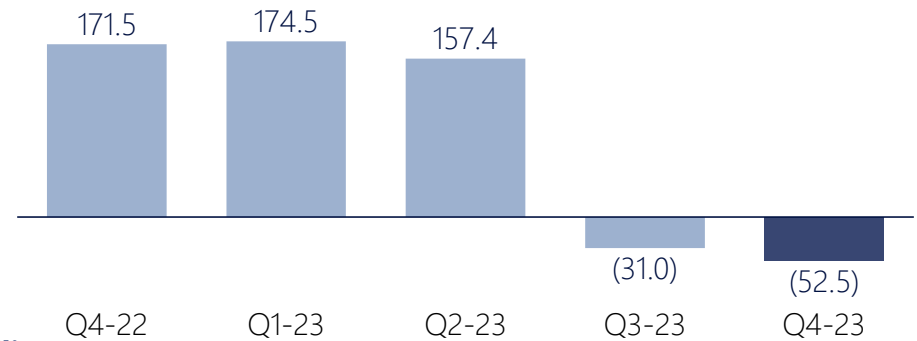
Consolidated* Net Income (loss)



GAAP



Non-GAAP **



USD millions

* For purposes of this presentation, "consolidated" refers to solar, energy storage, and "all other" segments

** Non-GAAP financial measures; see reconciliation in Appendix

An aerial photograph of a modern, two-story house with a grey metal roof. The roof is covered with a large array of solar panels. The house features a mix of grey siding, light-colored wood paneling, and large glass windows. In front of the house is a large, paved stone patio area with several potted plants and a wooden bench. The house is surrounded by lush greenery and trees.

Appendix

12kW, Treetop, UK
Installed by WeRSolar

solar^{edge}

Reconciliation of GAAP to Non-GAAP

Reconciliation of GAAP to Non-GAAP

	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Gross profit (GAAP)	(56,425)	142,817	317,305	300,126	261,047
Revenues from finance component	(230)	(215)	(202)	(187)	(174)
Discontinued operation	36,648	----	----	----	----
Stock-based compensation	5,468	5,882	5,923	5,927	6,810
Amortization of stock-based compensation capitalized in inventories	343	441	316	----	----
Amortization and depreciation of acquired asset	1,555	2,096	872	1,515	961
Restructuring charges	23,154	----	----	----	----
Gross profit (Non-GAAP)	10,513	151,021	324,214	307,381	268,644

Reconciliation of GAAP to Non-GAAP Gross Profit

	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Gross margin (GAAP)	-17.9%	19.7%	32.0%	31.8%	29.3%
Revenues from finance component	-0.1%	0.0%	0.0%	0.0%	0.0%
Discontinued operation	11.6%	----	----	----	----
Stock-based compensation	1.8%	0.8%	0.6%	0.6%	0.8%
Amortization of stock-based compensation capitalized in inventories	0.1%	0.0%	0.0%	----	----
Amortization and depreciation of acquired asset	0.5%	0.3%	0.1%	0.2%	0.1%
Restructuring charges	7.3%	----	----	----	----
Gross margin (Non-GAAP)	3.3%	20.8%	32.7%	32.6%	30.2%

Reconciliation of GAAP to Non-GAAP

	Reconciliation of GAAP to Non-GAAP		
	Year ended		
	December 31, 2023	December 31, 2022	December 31, 2021
Gross profit (GAAP)	703,823	844,648	629,318
Revenues from finance component	(834)	(614)	(418)
Discontinued operation	36,648	4,314	----
Stock-based compensation	23,200	21,818	18,743
Amortization of stock-based compensation capitalized in inventories	1,100	----	----
Amortization and depreciation of acquired asset	6,038	7,429	9,326
Restructuring charges	23,154	----	----
Gross profit (Non-GAAP)	793,129	877,595	656,969

	Reconciliation of GAAP to Non-GAAP Gross Profit		
	Year ended		
	December 31, 2023	December 31, 2022	December 31, 2021
Gross margin (GAAP)	23.6%	27.2%	32.0%
Revenues from finance component	0.0%	0.0%	0.0%
Discontinued operation	1.2%	0.1%	----
Stock-based compensation	0.9%	0.7%	1.0%
Amortization of stock-based compensation capitalized in inventories	0.0%	----	----
Amortization and depreciation of acquired asset	0.2%	0.2%	0.5%
Restructuring charges	0.8%	----	----
Gross margin (Non-GAAP)	26.7%	28.2%	33.5%

Reconciliation of GAAP to Non-GAAP

	Reconciliation of GAAP to Non-GAAP Operating expenses				
	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Operating expenses (GAAP)					
Stock-based compensation - R&D	181,156	159,543	166,947	155,972	266,210
Stock-based compensation - S&M	(15,982)	(16,481)	(17,272)	(17,209)	(16,854)
Stock-based compensation - G&A	(7,347)	(7,739)	(7,822)	(8,079)	(7,928)
Amortization and depreciation of acquired assets - R&D	(6,133)	(6,713)	(7,948)	(8,020)	(7,015)
Amortization and depreciation of acquired assets - S&M	(58)	(329)	(289)	(313)	(301)
Amortization and depreciation of acquired assets - G&A	(190)	(321)	(235)	(181)	(173)
Discontinued operation	(2)	(4)	17	(26)	(4)
Assets impairment	(388)	----	----	----	----
Gain (loss) from assets sales and disposal	(30,790)	----	----	----	(114,473)
Certain litigation and other contingencies	(172)	----	----	1,434	(102)
Acquisition costs	(1,786)	----	----	----	----
	----	----	(135)	----	(350)
Operating expenses (Non-GAAP)	118,308	127,956	133,263	123,578	119,010
	Reconciliation of GAAP to Non-GAAP Operating income (loss)				
	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Operating income (loss) (GAAP)	(237,581)	(16,726)	150,358	144,154	(5,163)
Revenues from finance component	(230)	(215)	(202)	(187)	(174)
Discontinued operation	37,036	----	----	----	----
Stock-based compensation	34,930	36,815	38,965	39,235	38,607
Amortization of stock-based compensation capitalized in inventories	343	441	316	----	----
Amortization and depreciation of acquired assets	1,805	2,750	1,379	2,035	1,439
Restructuring charges	23,154	----	----	----	----
Assets impairment	30,790	----	----	----	114,473
Loss (gain) from assets sales and disposal	172	----	----	(1,434)	102
Certain litigation and other contingencies	1,786	----	----	----	----
Acquisition costs	----	----	135	----	350
	----	----	----	----	----
Operating income (Non-GAAP)	(107,795)	23,065	190,951	183,803	149,634

Reconciliation of GAAP to Non-GAAP

Operating expenses (GAAP)

Stock-based compensation - R&D
Stock-based compensation - S&M
Stock-based compensation - G&A
Amortization and depreciation of acquired assets - R&D
Amortization and depreciation of acquired assets - S&M
Amortization and depreciation of acquired assets - G&A
Discontinued operation
Assets impairment
Gain (loss) from assets sales and disposal
Certain litigation and other contingencies
Acquisition costs

Operating expenses (Non-GAAP)

Operating income (loss) (GAAP)

Revenues from finance component
Discontinued operation
Stock-based compensation
Amortization of stock-based compensation capitalized in inventories
Amortization and depreciation of acquired assets
Restructuring charges
Assets impairment
Loss (gain) from assets sales and disposal
Certain litigation and other contingencies
Acquisition costs

Operating income (Non-GAAP)

Reconciliation of GAAP to Non-GAAP Operating expenses

	Year ended		
	December 31, 2023	December 31, 2022	December 31, 2021
	663,618	678,528	422,179
	(66,944)	(63,211)	(45,424)
	(30,987)	(31,017)	(22,834)
	(28,814)	(29,493)	(15,592)
	(989)	(1,206)	(530)
	(927)	(822)	(927)
	(15)	(21)	(29)
	(388)	----	----
	(30,790)	(119,141)	(2,209)
	1,262	2,603	976
	(1,786)	----	----
	(135)	(350)	----
	<u>503,105</u>	<u>435,870</u>	<u>335,610</u>

Reconciliation of GAAP to Non-GAAP Operating income (loss)

	Year ended		
	December 31, 2023	December 31, 2022	December 31, 2021
	40,205	166,120	207,139
	(834)	(614)	(418)
	37,036	4,314	----
	149,945	145,539	102,593
	1,100	----	----
	7,969	9,478	10,812
	23,154	----	----
	30,790	119,141	2,209
	(1,262)	(2,603)	(976)
	1,786	----	----
	135	350	----
	<u>290,024</u>	<u>441,725</u>	<u>321,359</u>

Reconciliation of GAAP to Non-GAAP

	Reconciliation of GAAP to Non-GAAP Financial income (expense), net				
	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Financial income (expense), net (GAAP)	22,055	(7,901)	3,384	23,674	55,812
Non cash interest expense	3,422	3,284	3,105	2,892	2,685
Unrealized losses (gains)	----	----	----	----	119
Currency fluctuation related to lease standard	4,359	(2,788)	(2,107)	(2,519)	749
Financial income (expense), net (Non-GAAP)	<u>29,836</u>	<u>(7,405)</u>	<u>4,382</u>	<u>24,047</u>	<u>59,365</u>
	Reconciliation of GAAP to Non-GAAP Other income (loss)				
	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Other income (loss) (GAAP)	291	(484)	----	(125)	475
Loss (gain) from sale of investments	(291)	484	----	----	(475)
Other income (loss) (Non-GAAP)	<u>----</u>	<u>----</u>	<u>----</u>	<u>(125)</u>	<u>----</u>
	Reconciliation of GAAP to Non-GAAP Income tax benefit (expense)				
	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Income tax benefit (expense) (GAAP)	53,202	(36,065)	(34,232)	(29,325)	(30,295)
Uncertain tax positions	----	----	----	----	----
Income tax adjustment	(27,699)	(10,561)	(3,735)	(3,901)	(7,186)
Income tax benefit (expense) (Non-GAAP)	<u>25,503</u>	<u>(46,626)</u>	<u>(37,967)</u>	<u>(33,226)</u>	<u>(37,481)</u>
	Reconciliation of GAAP to Non-GAAP equity method				
	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Equity method investments income (loss) (GAAP)	(350)	----	----	----	----
Loss from equity method investments	350	----	----	----	----
Equity method investments income (loss) (Non-GAAP)	<u>----</u>	<u>----</u>	<u>----</u>	<u>----</u>	<u>----</u>

Reconciliation of GAAP to Non-GAAP

Financial income (expense), net (GAAP)
 Non cash interest expense
 Unrealized losses (gains)
 Currency fluctuation related to lease standard
Financial income (expense), net (Non-GAAP)

Other income (loss) (GAAP)
 Loss (gain) from sale of investments
Other income (loss) (Non-GAAP)

Income tax benefit (expense) (GAAP)
 Uncertain tax positions
 Income tax adjustment
Income tax benefit (expense) (Non-GAAP)

Equity method investments income (loss) (GAAP)
 Loss from equity method investments
Equity method investments income (loss) (Non-GAAP)

Reconciliation of GAAP to Non-GAAP Financial income (expense), net		
Year ended		
December 31, 2023	December 31, 2022	December 31, 2021
41,212	3,750	(19,915)
12,703	9,954	8,674
----	119	(541)
(3,055)	(11,187)	2,007
<u>50,860</u>	<u>2,636</u>	<u>(9,775)</u>

Reconciliation of GAAP to Non-GAAP Other income (loss)		
Year ended		
December 31, 2023	December 31, 2022	December 31, 2021
(318)	7,285	----
193	(8,008)	----
<u>(125)</u>	<u>(723)</u>	<u>----</u>

Reconciliation of GAAP to Non-GAAP Income tax benefit (expense)		
Year ended		
December 31, 2023	December 31, 2022	December 31, 2021
(46,420)	(83,376)	(18,054)
----	----	(9,007)
(45,896)	(9,067)	(11,639)
<u>(92,316)</u>	<u>(92,443)</u>	<u>(38,700)</u>

Reconciliation of GAAP to Non-GAAP equity method		
Year ended		
December 31, 2023	December 31, 2022	December 31, 2021
(350)	----	----
350	----	----
<u>----</u>	<u>----</u>	<u>----</u>

Reconciliation of GAAP to Non-GAAP

	Reconciliation of GAAP to Non-GAAP Net income (loss)				
	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Net income (loss) (GAAP)	(162,383)	(61,176)	119,510	138,378	20,829
Revenues from finance component	(230)	(215)	(202)	(187)	(174)
Discontinued operation	37,036	----	----	----	----
Stock-based compensation	34,930	36,815	38,965	39,235	38,607
Amortization of stock-based compensation capitalized in inventories	343	441	316	----	----
Amortization and depreciation of acquired assets	1,805	2,750	1,379	2,035	1,439
Restructuring charges	23,154	----	----	----	----
Assets impairment	30,790	----	----	----	114,473
Loss (gain) from assets sales and disposal	172	----	----	(1,434)	102
Certain litigation and other contingencies	1,786	----	----	----	----
Acquisition costs	----	----	135	----	350
Non cash interest expense	3,422	3,284	3,105	2,892	2,685
Unrealized losses (gains)	----	----	----	----	119
Currency fluctuation related to lease standard	4,359	(2,788)	(2,107)	(2,519)	749
Loss (gain) from sale of investments	(291)	484	----	----	(475)
Uncertain tax positions	----	----	----	----	----
Income tax adjustment	(27,699)	(10,561)	(3,735)	(3,901)	(7,186)
equity method adjustments	350	----	----	----	----
Net income (loss) (Non-GAAP)	(52,456)	(30,966)	157,366	174,499	171,518

Reconciliation of GAAP to Non-GAAP

	Reconciliation of GAAP to Non-GAAP Net income (loss)		
	Year ended		
	December 31, 2023	December 31, 2022	December 31, 2021
Net income (loss) (GAAP)	34,329	93,779	169,170
Revenues from finance component	(834)	(614)	(418)
Discontinued operation	37,036	4,314	----
Stock-based compensation	149,945	145,539	102,593
Amortization of stock-based compensation capitalized in inventories	1,100	----	----
Amortization and depreciation of acquired assets	7,969	9,478	10,812
Restructuring charges	23,154	----	----
Assets impairment	30,790	119,141	2,209
Loss (gain) from assets sales and disposal	(1,262)	(2,603)	(976)
Certain litigation and other contingencies	1,786	----	----
Acquisition costs	135	350	----
Non cash interest expense	12,703	9,954	8,674
Unrealized losses (gains)	----	119	(541)
Currency fluctuation related to lease standard	(3,055)	(11,187)	2,007
Loss (gain) from sale of investments	193	(8,008)	----
Uncertain tax positions	----	----	(9,007)
Income tax adjustment	(45,896)	(9,067)	(11,639)
equity method adjustments	350	----	----
Net income (loss) (Non-GAAP)	248,443	351,195	272,884

Reconciliation of GAAP to Non-GAAP

	Reconciliation of GAAP to Non-GAAP Net basic earnings (loss)				
	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Net basic earnings (loss) per share (GAAP)	(2.85)	(1.08)	2.12	2.46	0.37
Revenues from finance component	(0.01)	0.00	(0.01)	0.00	0.00
Discontinued operation	0.65	----	----	----	----
Stock-based compensation	0.62	0.65	0.70	0.70	0.69
Amortization of stock-based compensation capitalized in inventories	0.00	0.00	0.00	----	----
Amortization and depreciation of acquired assets	0.04	0.05	0.03	0.03	0.02
Restructuring charges	0.40	----	----	----	----
Assets impairment	0.54	----	----	----	2.05
Loss (gain) from assets sales and disposal	0.01	----	----	(0.02)	----
Certain litigation and other contingencies	0.03	----	----	----	----
Acquisition costs	----	----	0.00	----	0.01
Non cash interest expense	0.06	0.06	0.05	0.05	0.05
Unrealized losses (gains)	----	----	----	----	(0.01)
Currency fluctuation related to lease standard	0.07	(0.05)	(0.03)	(0.05)	0.02
Loss (gain) from sale of investments	0.00	0.01	----	----	(0.01)
Uncertain tax positions	----	----	----	----	----
Income tax adjustment	(0.49)	(0.19)	(0.07)	(0.07)	(0.13)
equity method adjustments	0.01	----	----	----	----
Net basic earnings (loss) per share (Non-GAAP)	<u>(0.92)</u>	<u>(0.55)</u>	<u>2.79</u>	<u>3.10</u>	<u>3.06</u>

Reconciliation of GAAP to Non-GAAP

	Reconciliation of GAAP to Non-GAAP Net basic earnings (loss)		
	Year ended		
	December 31, 2023	December 31, 2022	December 31, 2021
Net basic earnings (loss) per share (GAAP)			
Revenues from finance component	0.61	1.70	3.24
Discontinued operation	(0.02)	(0.01)	(0.01)
Stock-based compensation	0.66	0.08	----
Amortization of stock-based compensation capitalized in inventories	2.65	2.64	1.97
Amortization and depreciation of acquired assets	0.02	----	----
Restructuring charges	0.14	0.17	0.21
Assets impairment	0.41	----	----
Loss (gain) from assets sales and disposal	0.54	2.17	0.05
Certain litigation and other contingencies	(0.02)	(0.02)	(0.03)
Acquisition costs	0.03	----	----
Non cash interest expense	----	(0.02)	----
Unrealized losses (gains)	0.23	0.18	0.16
Currency fluctuation related to lease standard	----	(0.01)	(0.01)
Loss (gain) from sale of investments	(0.06)	(0.20)	0.04
Uncertain tax positions	0.01	(0.14)	----
Income tax adjustment	----	----	(0.17)
equity method adjustments	(0.81)	(0.16)	(0.22)
	0	----	----
Net basic earnings (loss) per share (Non-GAAP)	4.39	6.38	5.23

Reconciliation of GAAP to Non-GAAP

	Reconciliation of GAAP to Non-GAAP Net diluted earnings (loss)				
	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Net diluted earnings (loss) per share (GAAP)	(2.85)	(1.08)	2.03	2.35	0.36
Revenues from finance component	(0.01)	0.00	(0.01)	(0.01)	0.00
Discontinued operation	0.65	----	----	----	----
Stock-based compensation	0.62	0.65	0.62	0.62	0.64
Amortization of stock-based compensation capitalized in inventories	0.00	0.00	0.00	----	----
Amortization and depreciation of acquired assets	0.04	0.05	0.03	0.03	0.02
Restructuring charges	0.40	----	----	----	----
Assets impairment	0.54	----	----	----	1.91
Loss (gain) from assets sales and disposal	0.01	----	----	(0.02)	----
Certain litigation and other contingencies	0.03	----	----	----	----
Acquisition costs	----	----	0.00	----	0.01
Non cash interest expense	0.06	0.06	0.04	0.04	0.03
Unrealized losses (gains)	----	----	----	----	0.00
Currency fluctuation related to lease standard	0.07	(0.05)	(0.03)	(0.04)	0.01
Loss (gain) from sale of investments	0.00	0.01	----	----	0.00
Uncertain tax positions	----	----	----	----	----
Income tax adjustment	(0.49)	(0.19)	(0.06)	(0.07)	(0.12)
equity method adjustments	0.01	----	----	----	----
Net diluted earnings (loss) per share (Non-GAAP)	(0.92)	(0.55)	2.62	2.90	2.86

	Reconciliation of GAAP to Non-GAAP Number of shares				
	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Number of shares used in computing net diluted earnings (loss) per share (GAAP)	56,916,831	56,671,504	59,183,666	59,193,831	58,734,719
Stock-based compensation	----	----	986,527.00	939,571.00	1,237,266.00
Notes due 2025	----	----	----	----	----
Number of shares used in computing net diluted earnings (loss) per share (Non-GAAP)	56,916,831	56,671,504	60,170,193	60,133,402	59,971,985

Reconciliation of GAAP to Non-GAAP

	Reconciliation of GAAP to Non-GAAP Net diluted earnings (loss)		
	Year ended		
	December 31, 2023	December 31, 2022	December 31, 2021
Net diluted earnings (loss) per share (GAAP)	0.60	1.65	3.06
Revenues from finance component	(0.01)	(0.01)	(0.01)
Discontinued operation	0.64	0.08	----
Stock-based compensation	2.57	2.43	1.77
Amortization of stock-based compensation capitalized in inventories	0.02	----	----
Amortization and depreciation of acquired assets	0.14	0.16	0.19
Restructuring charges	0.40	----	----
Assets impairment	0.53	2.02	0.04
Loss (gain) from assets sales and disposal	(0.02)	(0.02)	(0.02)
Certain litigation and other contingencies	(0.16)	----	----
Acquisition costs	0.01	(0.02)	----
Non cash interest expense	0.21	0.13	0.12
Unrealized losses (gains)	----	0.00	(0.01)
Currency fluctuation related to lease standard	(0.05)	(0.19)	0.03
Loss (gain) from sale of investments	0.00	(0.13)	----
Uncertain tax positions	----	----	(0.16)
Income tax adjustment	(0.76)	(0.15)	(0.20)
equity method adjustments	0.00	----	----
Net diluted earnings (loss) per share (Non-GAAP)	4.12	5.95	4.81

	Reconciliation of GAAP to Non-GAAP Number of shares		
	Year ended		
	December 31, 2023	December 31, 2022	December 31, 2021
Number of shares used in computing net diluted earnings (loss) per share (GAAP)	57,237,518	55,087,770	55,971,030
Stock-based compensation	725,859	963,373.00	773,636.00
Notes due 2025	2,276,818	----	----
Number of shares used in computing net diluted earnings (loss) per share (Non-GAAP)	60,240,195	56,051,143	56,744,666

Thank You

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