

Operational Metrics - GAAP

KPI's \$,000	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22	12 months ended, Dec 31		
									2019	2020	2021
Revenues	358,107	405,489	480,057	526,404	551,915	655,080	727,774	836,723	1,425,660	1,459,271	1,963,865
% Y/Y	-14.4%	-6.0%	44.7%	55.7%	54.1%	61.6%	51.6%	59.0%	52.1%	2.4%	34.6%
% Q/Q	5.9%	13.2%	18.4%	9.7%	4.8%	18.7%	11.1%	15.0%			
Gross profit	110,325	140,074	156,192	172,561	160,491	178,958	182,642	222,001	479,338	461,359	629,318
% Y/Y	-23.0%	0.0%	51.7%	59.7%	45.5%	27.8%	16.9%	28.7%	50.2%	-3.8%	36.4%
% Q/Q	2.1%	27.0%	11.5%	10.5%	-7.0%	11.5%	2.1%	21.5%			
Gross margin	30.8%	34.5%	32.5%	32.8%	29.1%	27.3%	25.1%	26.5%	33.6%	31.6%	32.0%
% Y/Y	-10.1%	6.4%	4.9%	2.6%	-5.6%	-20.9%	-22.9%	-19.1%	-1.3%	-6.0%	1.4%
% Q/Q	-3.6%	12.1%	-5.8%	0.8%	-11.3%	-6.1%	-8.1%	5.7%			
Operating income	14,427	44,128	55,559	66,414	41,038	50,864	36,012	84,407	189,946	142,561	207,139
% Y/Y	-71.4%	-34.9%	85.4%	118.5%	184.5%	15.3%	-35.2%	27.1%	36.2%	-24.9%	45.3%
% Q/Q	-52.5%	205.9%	25.9%	19.5%	-38.2%	23.9%	-29.2%	134.4%			
Net income	17,655	30,076	45,092	53,048	40,954	33,123	15,084	24,743	146,549	140,322	169,170
% Y/Y	-66.5%	-28.8%	23.0%	21.2%	132.0%	10.1%	-66.5%	-53.4%	13.8%	-4.2%	20.6%
% Q/Q	-59.6%	70.4%	49.9%	17.6%	-22.8%	-19.1%	-54.5%	64.0%			
Optimizer shipped (units)	3,614,078	3,734,790	5,011,290	4,699,443	5,122,774	5,724,131	5,215,074	6,123,479	15,801,378	15,462,162	18,568,297
Inverter shipped (units)	165,675	181,905	179,546	230,849	197,265	211,114	228,389	264,515	665,520	661,904	789,565
MW shipped (MW)	1,363	1,691	1,643	1,903	1,922	2,130	2,516	2,703	5,618	6,106	7,159
Batteries (MWh)				11	42	100	251	321			

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

Operational Metrics - NON GAAP

KPI's \$,000	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22	12 months ended, Dec 31		
									2019	2020	2021
Revenues	358,107	405,403	479,958	526,293	551,793	654,945	727,628	836,564	1,425,660	1,459,271	1,963,447
% Y/Y	-14.4%	-6.0%	44.6%	55.7%	54.1%	61.6%	51.6%	59.0%	52.1%	2.4%	34.5%
% Q/Q	5.9%	13.2%	18.4%	9.7%	4.8%	18.7%	11.1%	15.0%			
Gross profit	116,419	148,090	162,785	179,080	167,014	186,104	194,280	228,567	497,629	482,238	656,969
% Y/Y	-21.6%	2.2%	51.2%	58.2%	43.5%	25.7%	19.3%	27.6%	53.4%	-3.1%	36.2%
% Q/Q	2.8%	27.2%	9.9%	10.0%	-6.7%	11.4%	4.4%	17.6%			
Gross margin	32.5%	36.5%	33.9%	34.0%	30.3%	28.4%	26.7%	27.3%	34.9%	33.0%	33.5%
% Y/Y	-8.4%	8.7%	4.6%	1.6%	-6.9%	-22.2%	-21.3%	-19.7%	0.9%	-5.3%	1.3%
% Q/Q	-2.9%	12.4%	-7.2%	0.3%	-11.0%	-6.1%	-6.0%	2.3%			
Operating income	43,489	71,911	81,306	95,236	72,906	87,190	84,665	120,236	276,770	218,756	321,359
% Y/Y	-49.0%	-8.6%	74.6%	90.3%	67.6%	21.2%	4.1%	26.3%	58.8%	-21.0%	46.9%
% Q/Q	-13.1%	65.4%	13.1%	17.1%	-23.4%	19.6%	-2.9%	42.0%			
Net income	55,733	55,489	72,515	82,111	62,769	68,793	56,747	54,137	233,224	224,411	272,884
% Y/Y	-36.2%	9.5%	39.1%	24.6%	12.6%	24.0%	-21.7%	-34.1%	48.3%	-3.8%	21.6%
% Q/Q	-15.4%	-0.4%	30.7%	13.2%	-23.6%	9.6%	-17.5%	-4.6%			
Optimizer shipped (units)	3,614,078	3,734,790	5,011,290	4,699,443	5,122,774	5,724,131	5,215,074	6,123,479	15,801,378	15,462,162	18,568,297
Inverter shipped (units)	165,675	181,905	179,546	230,849	197,265	211,114	228,389	264,515	665,520	661,904	789,565
MW shipped (MW)	1,363	1,691	1,643	1,903	1,922	2,130	2,516	2,703	5,618	6,106	7,159
Batteries (MWh)				11	42	100	251	321			

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MW Shipped

MW Shipped	2017	2018	2019	2020	2021
Total MW	2,461	3,919	5,618	6,106	7,159
Residential	1,657	2,263	3,280	3,170	4,082
Commercial	803	1,657	2,339	2,936	3,077
% of Total	100%	100%	100%	100%	100%
Residential	67%	58%	58%	52%	57%
Commercial	33%	42%	42%	48%	43%

MW Shipped	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22
Total MW	1,363	1,691	1,643	1,903	1,922	2,130	2,516	2,703
Residential	798	923	942	1,158	1,060	1,132	1,244	1,285
Commercial	566	768	702	745	863	999	1,271	1,419
% of Total	100%	100%	100%	100%	100%	100%	100%	100%
Residential	59%	55%	57%	61%	55%	53%	49%	48%
Commercial	41%	45%	43%	39%	45%	47%	51%	52%

Regional MW shipped

	2017	2018	2019	2020	2021
North America	1,322	1,887	2,260	2,276	2,496
Europe	862	1,368	2,513	2,690	3,247
ROW	277	664	845	1,139	1,417
	2,461	3,919	5,618	6,106	7,159

	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22
North America	457	573	580	592	751	721	936	859
Europe	594	721	745	1,029	752	1,100	1,222	1,374
ROW	312	397	319	282	419	309	357	470
	1,363	1,691	1,643	1,903	1,922	2,130	2,516	2,703

Balance Sheet - Assets

\$,000	Dec 31 2020	Mar 31 2021	Jun 30 2021	Sep 30 2021	Dec 31 2021	Mar 31 2022	Jun 30 2022	Sep 30 2022
Current Assets:								
Cash and cash equivalents	827,146	685,157	524,112	526,588	530,089	1,002,772	745,534	678,329
Marketable securities	143,687	139,079	145,686	145,459	167,728	158,557	150,259	202,598
Trade receivables, net	218,706	271,713	343,652	416,244	456,339	676,820	669,100	785,325
Inventories, net	331,696	340,038	321,915	304,713	380,143	432,504	470,272	561,352
Prepaid expenses and other current assets	198,106	149,120	153,546	159,550	176,992	191,664	248,643	224,169
Total Current Assets	<u>1,719,341</u>	<u>1,585,107</u>	<u>1,488,911</u>	<u>1,552,554</u>	<u>1,711,291</u>	<u>2,462,317</u>	<u>2,283,808</u>	<u>2,451,773</u>
Long Term Assets:								
Marketable securities	147,434	294,828	457,362	473,315	482,228	449,673	709,571	688,753
Operating lease right-of-use assets, net	41,600	39,804	38,302	39,314	47,137	59,783	58,375	62,535
Property, plant and equipment, net	303,408	312,214	340,319	353,344	410,379	473,511	489,109	491,433
Deferred tax assets, net	11,676	17,353	19,962	21,827	27,572	31,205	33,400	38,268
Intangible assets, net and goodwill	208,297	198,816	197,836	193,396	188,490	182,843	166,545	155,146
Other long term assets	5,353	16,473	21,633	23,083	24,963	23,583	31,970	15,638
Total Long Term Assets	<u>717,768</u>	<u>879,488</u>	<u>1,075,414</u>	<u>1,104,279</u>	<u>1,180,769</u>	<u>1,220,598</u>	<u>1,488,970</u>	<u>1,451,773</u>
Total Assets	2,437,109	2,464,595	2,564,325	2,656,833	2,892,060	3,682,915	3,772,778	3,903,546

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

Balance Sheet - Liabilities and Equity

\$,000	Dec 31 2020	Mar 31 2021	Jun 30 2021	Sep 30 2021	Dec 31 2021	Mar 31 2022	Jun 30 2022	Sep 30 2022
Current Liabilities:								
Trade payables, net	162,051	122,063	141,174	137,621	252,068	241,630	253,399	311,565
Employees and payroll accruals	63,738	63,929	58,340	63,845	74,465	84,309	68,154	71,905
Current maturities of bank loans and accrued interest	16,894	16,215	139	141	148	146	133	132
Warranty obligations	62,614	63,443	64,855	67,096	71,480	82,340	91,761	97,222
Deferred revenues and customers advances	24,648	21,065	16,144	16,939	17,789	25,511	30,460	31,896
Accrued expenses and other current liabilities	106,154	111,011	118,933	119,865	109,231	134,805	168,267	181,760
Total Current Liabilities	436,099	397,726	399,585	405,507	525,181	568,741	612,174	694,480
Long Term Liabilities:								
Bank loans	1,383	1,300	1,294	1,270	1,282	1,218	1,072	1,026
Convertible senior notes, net	573,350	619,357	620,082	620,808	621,535	622,263	622,991	623,721
Warranty obligations	142,380	154,510	167,312	179,967	193,680	210,326	232,415	248,917
Deferred revenues	115,372	122,168	128,109	136,269	151,556	158,734	170,235	176,824
Operating lease liabilities	35,194	32,667	31,153	31,509	38,912	48,480	42,849	46,398
Finance lease	26,173	24,918	25,525	25,375	40,508	53,405	46,680	45,509
Deferred tax liabilities, net	8,593	----		405	156	121	85	49
Other long term liabilities	12,808	12,025	13,472	13,640	9,211	9,102	16,745	14,495
Total Long Term Liabilities	915,253	966,945	986,947	1,009,243	1,056,840	1,103,649	1,133,072	1,156,939
Stockholders' Equity:								
Common stock	5	5	5	5	5	6	6	6
Additional paid-in capital	603,891	595,716	625,268	652,109	687,295	1,373,405	1,418,881	1,457,379
Accumulated other comprehensive income (loss)	3,857	(6,761)	(3,536)	(19,135)	(27,319)	(46,067)	(89,620)	(128,266)
Retained earnings	478,004	510,964	556,056	609,104	650,058	683,181	698,265	723,008
Total stockholders' equity	1,085,757	1,099,924	1,177,793	1,242,083	1,310,039	2,010,525	2,027,532	2,052,127
Total liabilities and stockholders' equity	2,437,109	2,464,595	2,564,325	2,656,833	2,892,060	3,682,915	3,772,778	3,903,546

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

P&L GAAP

\$,000									12 months ended, Dec. 31		
	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22	2019	2020	2021
Revenues	358,107	405,489	480,057	526,404	551,915	655,080	727,774	836,723	1,425,660	1,459,271	1,963,865
Cost of revenues	247,782	265,415	323,865	353,843	391,424	476,122	545,132	614,722	946,322	997,912	1,334,547
Gross profit	110,325	140,074	156,192	172,561	160,491	178,958	182,642	222,001	479,338	461,359	629,318
Gross margin %	30.8%	34.5%	32.5%	32.8%	29.1%	27.3%	25.1%	26.5%	33.6%	31.6%	32.0%
Operating expenses:											
Research and development	47,513	46,977	52,664	55,666	64,326	66,349	74,847	69,659	121,351	163,123	219,633
Sales and marketing	28,872	26,911	29,458	29,383	33,248	35,316	38,975	42,726	87,984	95,985	119,000
General and administrative	18,042	19,849	19,370	21,098	21,879	26,429	28,121	27,933	49,361	63,119	82,196
Other operating expenses (income), net	1,471	2,209	(859)	----	----	----	4,687	(2,724)	30,696	(3,429)	1,350
Total operating expenses	95,898	95,946	100,633	106,147	119,453	128,094	146,630	137,594	289,392	318,798	422,179
Operating income	14,427	44,128	55,559	66,414	41,038	50,864	36,012	84,407	189,946	142,561	207,139
Financial income (expenses), net	10,380	(6,097)	(1,743)	(5,751)	(6,324)	(5,449)	(14,311)	(33,025)	(11,343)	21,105	(19,915)
Other expenses	----	----	----	----	----	----	----	7,533	----	----	----
Income before income taxes	24,807	38,031	53,816	60,663	34,714	45,415	21,701	58,915	178,603	163,666	187,224
Income tax benefit (expense)	(7,152)	(7,955)	(8,724)	(7,615)	6,240	(12,292)	(6,617)	(34,172)	33,646	23,344	(18,054)
Net income	17,655	30,076	45,092	53,048	40,954	33,123	15,084	24,743	144,957	140,322	169,170

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

Cash Flow

\$,000	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22	Q3 22
Net cash provided by operating activities	26,954	24,083	38,685	61,784	89,577	(162,989)	77,415	5,558
Net cash provided by (used in) in investing activities	(237,336)	(153,582)	(182,416)	(61,961)	(86,252)	(15,134)	(310,799)	(54,581)
Net cash provided by (used in) financing activities	3,171	(2,062)	(19,144)	1,774	4,254	652,335	(3,929)	(1,271)
Increase (decrease) in cash and cash equivalents	(206,939)	(131,561)	(162,875)	1,597	7,579	474,212	(237,313)	(50,294)
Cash and cash equivalents at the beginning of the period	1,048,109	827,146	685,157	524,112	526,588	530,089	1,002,772	745,534
Effect of exchange rate differences on cash and cash equivalents	(14,024)	(10,428)	1,830	879	(4,078)	(1,529)	(19,925)	(16,911)
Cash and cash equivalents at EOQ	827,146	685,157	524,112	526,588	530,089	1,002,772	745,534	678,329

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