

Operational Metrics - GAAP

KPI's \$,000	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21	12 months ended, Dec 31		
									2019	2020	2021
Revenues	431,218	331,851	338,095	358,107	405,489	480,057	526,404	551,915	1,425,660	1,459,271	1,963,865
% Y/Y	58.6%	2.1%	-17.6%	-14.4%	-6.0%	44.7%	55.7%	54.1%	52.1%	2.4%	34.6%
% Q/Q	3.1%	-23.0%	1.9%	5.9%	13.2%	18.4%	9.7%	4.8%			
Gross profit	140,008	102,963	108,063	110,325	140,074	156,192	172,561	160,491	479,338	461,359	629,318
% Y/Y	62.6%	-7.0%	-22.4%	-23.0%	0.0%	51.7%	59.7%	45.5%	50.2%	-3.8%	36.4%
% Q/Q	-2.3%	-26.5%	5.0%	2.1%	27.0%	11.5%	10.5%	-7.0%			
Gross margin	32.5%	31.0%	32.0%	30.8%	34.5%	32.5%	32.8%	29.1%	33.6%	31.6%	32.0%
% Y/Y	2.5%	-8.9%	-5.8%	-10.1%	6.4%	4.9%	2.6%	-5.6%	-1.3%	-6.0%	1.4%
% Q/Q	-5.2%	-4.4%	3.0%	-3.6%	12.1%	-5.8%	0.8%	-11.3%			
Operating income	67,775	29,965	30,394	14,427	44,128	55,559	66,414	41,038	189,946	142,561	207,139
% Y/Y	141.6%	-33.9%	-54.0%	-71.4%	-34.9%	85.4%	118.5%	184.5%	36.2%	-24.9%	45.3%
% Q/Q	34.1%	-55.8%	1.4%	-52.5%	205.9%	25.9%	19.5%	-38.2%			
Net income	42,248	36,668	43,751	17,655	30,076	45,092	53,048	40,954	146,549	140,322	169,170
% Y/Y	122.2%	10.7%	5.1%	-66.5%	-28.8%	23.0%	21.2%	132.0%	13.8%	-4.2%	20.6%
% Q/Q	-20.0%	-13.2%	19.3%	-59.6%	70.4%	49.9%	17.6%	-22.8%			
Optimizer shipped (units)	5,060,391	3,515,906	3,271,787	3,614,078	3,734,790	5,011,290	4,699,443	5,122,774	15,801,378	15,462,162	18,568,297
Inverter shipped (units)	202,009	141,689	152,531	165,675	181,905	179,546	230,849	197,265	665,520	661,904	789,565
MW shipped (MW)	1,850	1,442	1,451	1,363	1,691	1,643	1,903	1,922	5,618	6,106	7,159

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

Operational Metrics - NON GAAP

KPI's \$,000	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21	12 months ended, Dec 31		
									2019	2020	2021
Revenues	431,218	331,851	338,095	358,107	405,403	479,958	526,293	551,793	1,425,660	1,459,271	1,963,447
% Y/Y	58.6%	2.1%	-17.6%	-14.4%	-6.0%	44.6%	55.7%	54.1%	52.1%	2.4%	34.5%
% Q/Q	3.1%	-23.0%	1.9%	5.9%	13.2%	18.4%	9.7%	4.8%			
Gross profit	144,950	107,647	113,222	116,419	148,090	162,785	179,080	167,014	497,629	482,238	656,969
% Y/Y	62.5%	-7.2%	-21.4%	-21.6%	2.2%	51.2%	58.2%	43.5%	53.4%	-3.1%	36.2%
% Q/Q	-2.4%	-25.7%	5.2%	2.8%	27.2%	9.9%	10.0%	-6.7%			
Gross margin	33.6%	32.4%	33.5%	32.5%	36.5%	33.9%	34.0%	30.3%	34.9%	33.0%	33.5%
% Y/Y	2.4%	-9.1%	-4.5%	-8.4%	8.7%	4.6%	1.6%	-6.9%	0.9%	-5.3%	1.3%
% Q/Q	-5.3%	-3.5%	3.2%	-2.9%	12.4%	-7.2%	0.3%	-11.0%			
Operating income	78,646	46,577	50,044	43,489	71,911	81,306	95,236	72,906	276,770	218,756	321,359
% Y/Y	90.9%	-23.7%	-43.9%	-49.0%	-8.6%	74.6%	90.3%	67.6%	58.8%	-21.0%	46.9%
% Q/Q	-7.8%	-40.8%	7.4%	-13.1%	65.4%	13.1%	17.1%	-23.4%			
Net income	50,660	52,136	65,882	55,733	55,489	72,515	82,111	62,769	233,224	224,411	272,884
% Y/Y	53.8%	5.9%	3.6%	-36.2%	9.5%	39.1%	24.6%	12.6%	48.3%	-3.8%	21.6%
% Q/Q	-42.0%	2.9%	26.4%	-15.4%	-0.4%	30.7%	13.2%	-23.6%			
Optimizer shipped (units)	5,060,391	3,515,906	3,271,787	3,614,078	3,734,790	5,011,290	4,699,443	5,122,774	15,801,378	15,462,162	18,568,297
Inverter shipped (units)	202,009	141,689	152,531	165,675	181,905	179,546	230,849	197,265	665,520	661,904	789,565
MW shipped (MW)	1,850	1,442	1,451	1,363	1,691	1,643	1,903	1,922	5,618	6,106	7,159

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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 19	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21
Total MW	1,641	1,850	1,442	1,451	1,363	1,691	1,643	1,903	1,922
Residential	940	1,027	637	708	798	923	942	1,158	1,060
Commercial	701	823	805	743	566	768	702	745	863
% of Total	100%	100%	100%	100%	100%	100%	100%	100%	100%
Residential	57%	56%	44%	49%	59%	55%	57%	61%	55%
Commercial	43%	44%	56%	51%	41%	45%	43%	39%	45%

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 19	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21
North America	788	926	403	490	457	573	580	592	751
Europe	620	641	748	708	594	721	745	1,029	752
ROW	234	283	290	254	312	397	319	282	419
	1,641	1,850	1,442	1,451	1,363	1,691	1,643	1,903	1,922

Balance Sheet - Assets

\$,000	Mar 31 2020	June 30 2020	Sep 30 2020	Dec 31 2020	Mar 31 2021	Jun 30 2021	Sep 30 2021	Dec 31 2021
Current Assets:								
Cash and cash equivalents	324,072	428,372	1,048,109	827,146	685,157	524,112	526,588	530,089
Marketable securities	95,143	113,032	110,585	143,687	139,079	145,686	145,459	167,728
Trade receivables, net	235,673	181,700	183,141	218,706	271,713	343,652	416,244	456,339
Inventories, net	198,557	264,460	297,027	331,696	340,038	321,915	304,713	380,143
Prepaid expenses and other current assets	102,474	85,434	106,119	198,106	149,120	153,546	159,550	176,992
Total Current Assets	955,919	1,072,998	1,744,981	1,719,341	1,585,107	1,488,911	1,552,554	1,711,291
Long Term Assets:								
Marketable securities	103,863	45,684	21,003	147,434	294,828	457,362	473,315	482,228
Operating lease right-of-use assets, net	37,896	36,951	36,965	41,600	39,804	38,302	39,314	47,137
Property, plant and equipment, net	195,982	226,416	257,717	303,408	312,214	340,319	353,344	410,379
Deferred tax assets, net	17,095	19,121	10,678	11,676	17,353	19,962	21,827	27,572
Intangible assets, net and goodwill	194,631	196,490	201,343	208,297	198,816	197,836	193,396	188,490
Other long term assets	8,454	8,166	5,609	5,353	16,473	21,633	23,083	24,963
Total Long Term Assets	557,921	532,828	533,315	717,768	879,488	1,075,414	1,104,279	1,180,769
Total Assets	1,513,840	1,605,826	2,278,296	2,437,109	2,464,595	2,564,325	2,656,833	2,892,060

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

Balance Sheet - Liabilities and Equity

\$,000	Mar 31 2020	June 30 2020	Sep 30 2020	Dec 31 2020	Mar 31 2021	Jun 30 2021	Sep 30 2021	Dec 31 2021
Current Liabilities:								
Trade payables, net	139,138	158,264	122,106	162,051	122,063	141,174	137,621	252,068
Employees and payroll accruals	58,894	48,764	50,814	63,738	63,929	58,340	63,845	74,465
Current maturities of bank loans and accrued interest	15,048	15,256	15,642	16,894	16,215	139	141	148
Warranty obligations	70,158	68,674	65,080	62,614	63,443	64,855	67,096	71,480
Deferred revenues and customers advances	30,706	25,625	27,267	24,648	21,065	16,144	16,939	17,789
Accrued expenses and other current liabilities	75,737	88,482	101,628	106,154	111,011	118,933	119,865	109,231
Total Current Liabilities	389,681	405,065	382,537	436,099	397,726	399,585	405,507	525,181
Long Term Liabilities:								
Bank loans	----	----	----	1,383	1,300	1,294	1,270	1,282
Convertible senior notes, net	----	----	570,332	573,350	619,357	620,082	620,808	621,535
Warranty obligations	116,099	124,010	130,614	142,380	154,510	167,312	179,967	193,680
Deferred revenues	98,134	103,181	109,439	115,372	122,168	128,109	136,269	151,556
Operating lease liabilities	30,336	29,991	29,442	35,194	32,667	31,153	31,509	38,912
Finance lease	----	----	----	26,173	24,918	25,525	25,375	40,508
Deferred tax liabilities, net	2,202	1,112	5,195	8,593	----		405	156
Other long term liabilities	10,970	17,666	18,700	12,808	12,025	13,472	13,640	9,211
Total Long Term Liabilities	257,741	275,960	863,722	915,253	966,945	986,947	1,009,243	1,056,840
Stockholders' Equity:								
Common stock	5	5	5	5	5	5	5	5
Additional paid-in capital	491,873	511,640	574,326	603,891	595,716	625,268	652,109	687,295
Accumulated other comprehensive income (loss)	(5,390)	(3,442)	(2,643)	3,857	(6,761)	(3,536)	(19,135)	(27,319)
Retained earnings	379,930	416,598	460,349	478,004	510,964	556,056	609,104	650,058
Total stockholders' equity	866,418	924,801	1,032,037	1,085,757	1,099,924	1,177,793	1,242,083	1,310,039
Total liabilities and stockholders' equity	1,513,840	1,605,826	2,278,296	2,437,109	2,464,595	2,564,325	2,656,833	2,892,060

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

P&L GAAP

\$,000									12 months ended, Dec. 31		
	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21	2019	2020	2021
Revenues	431,218	331,851	338,095	358,107	405,489	480,057	526,404	551,915	1,425,660	1,459,271	1,963,865
Cost of revenues	291,210	228,888	230,032	247,782	265,415	323,865	353,843	391,424	946,322	997,912	1,334,547
Gross profit	140,008	102,963	108,063	110,325	140,074	156,192	172,561	160,491	479,338	461,359	629,318
Gross margin %	32.5%	31.0%	32.0%	30.8%	34.5%	32.5%	32.8%	29.1%	33.6%	31.6%	32.0%
Operating expenses:											
Research and development	36,695	38,098	40,817	47,513	46,977	52,664	55,666	64,326	121,351	163,123	219,633
Sales and marketing	24,253	20,936	21,924	28,872	26,911	29,458	29,383	33,248	87,984	95,985	119,000
General and administrative	16,185	13,964	14,928	18,042	19,849	19,370	21,098	21,879	49,361	63,119	82,196
Other operating expenses (income), net	(4,900)	----	----	1,471	2,209	(859)	----	----	30,696	(3,429)	1,350
Total operating expenses	72,233	72,998	77,669	95,898	95,946	100,633	106,147	119,453	289,392	318,798	422,179
Operating income	67,775	29,965	30,394	14,427	44,128	55,559	66,414	41,038	189,946	142,561	207,139
Financial income (expenses), net	(16,605)	11,565	15,765	10,380	(6,097)	(1,743)	(5,751)	(6,324)	(11,343)	21,105	(19,915)
Income before income taxes	51,170	41,530	46,159	24,807	38,031	53,816	60,663	34,714	178,603	163,666	187,224
Income tax benefit (expense)	(8,922)	(4,862)	(2,408)	(7,152)	(7,955)	(8,724)	(7,615)	6,240	33,646	23,344	(18,054)
Net income	42,248	36,668	43,751	17,655	45,986	45,092	53,048	40,954	144,957	140,322	169,170
Net loss (income) attributable to Non-controlling interests	----	----	----	----	----	----	----	----	1,592	----	----
SolarEdge net income	42,248	36,668	43,751	17,655	45,986	45,092	53,048	40,954	146,549	140,322	169,170

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

Cash Flow

\$,000	Q4 19	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21
Net cash provided by operating activities	83,066	107,745	59,310	28,374	27,226	24,083	38,685	61,784	89,577
Net cash provided by (used in) in investing activities	(94,456)	(19,924)	46,800	(26,177)	(237,336)	(153,582)	(182,416)	(61,961)	(86,252)
Net cash provided by (used in) financing activities	(4,714)	3,315	5,681	628,317	3,171	(2,062)	(19,144)	1,774	4,254
Increase (decrease) in cash and cash equivalents	(16,104)	91,136	111,791	630,514	(206,939)	(131,561)	(162,875)	1,597	7,579
Cash and cash equivalents at the beginning of the period	247,342	223,901	324,072	428,372	1,048,109	827,146	685,157	524,112	526,588
Effect of exchange rate differences on cash and cash equivalents	(7,337)	9,035	(7,491)	(10,777)	(14,024)	(10,428)	1,830	879	(4,078)
Cash and cash equivalents at EOQ	223,901	324,072	428,372	1,048,109	827,146	685,157	524,112	526,588	530,089

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