

Operational Metrics - GAAP

KPI's \$,000						12 months ended, Dec 31		
	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24	2021	2022	2023
Revenues	943,889	991,290	725,305	316,044	204,399	1,963,865	3,110,279	2,976,528
% Y/Y	44.1%	36.2%	(13.3%)	(64.5%)	(78.3%)	34.6%	58.4%	(4.3%)
% Q/Q	6.0%	5.0%	(26.8%)	(56.4%)	(35.3%)			
Gross profit (loss)	300,126	317,305	142,817	(56,425)	(26,187)	629,318	844,648	703,823
% Y/Y	67.7%	73.7%	(35.7%)	(121.6%)	(108.7%)	36.4%	34.2%	(16.7%)
% Q/Q	15.0%	5.7%	(55.0%)	(139.5%)	53.6%			
Gross margin	31.8%	32.0%	19.7%	(17.9%)	(12.8%)	32.0%	27.2%	23.6%
% Y/Y	16.4%	27.5%	(25.8%)	(161.1%)	(140.3%)	1.4%	(15.3%)	(12.9%)
% Q/Q	8.5%	0.7%	(38.5%)	(190.9%)	28.5%			
Operating income (loss)	144,154	150,358	(16,726)	(237,581)	(173,705)	207,139	166,120	40,205
% Y/Y	183.4%	317.5%	(119.8%)	(4,501.6%)	(220.5%)	45.3%	(19.8%)	(75.8%)
% Q/Q	2,892.1%	4.3%	(111.1%)	(1,320.4%)	26.9%			
Net income (loss)	138,378	119,510	(61,176)	(162,383)	(157,311)	169,170	93,779	34,329
% Y/Y	317.8%	692.3%	(347.2%)	(879.6%)	(213.7%)	20.6%	(44.6%)	(63.4%)
% Q/Q	564.4%	(13.6%)	(151.2%)	(165.4%)	3.1%			
Optimizer shipped (units)	6,440,683	5,531,373	3,266,487	2,191,539	1,070,987	18,568,297	23,736,368	17,430,082
Inverter shipped (units)	329,653	334,635	273,883	73,719	68,882	789,565	1,019,307	1,011,890
MW shipped (MW)	3,608	4,324	3,796	901	946	7,159	10,491	12,629
Batteries (MWh)	221	269	121	133	128	53	889	744

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

Operational Metrics - NON GAAP**

KPI's \$,000	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24	12 months ended, Dec 31		
						2021	2022	2023
Non-GAAP Revenues	943,702	991,088	725,090	315,814	204,165	1,963,447	3,109,665	2,975,694
% Y/Y	44.1%	36.2%	(13.3%)	(64.5%)	(78.4%)	34.5%	58.4%	(4.3%)
% Q/Q	6.0%	5.0%	(26.8%)	(56.4%)	(35.4%)			
Non-GAAP Gross profit (loss)	307,381	324,214	151,021	10,513	(13,317)	656,969	877,595	793,129
% Y/Y	65.2%	66.9%	(33.9%)	(96.1%)	(104.3%)	36.2%	33.6%	(9.6%)
% Q/Q	14.4%	5.5%	(53.4%)	(93.0%)	(226.7%)			
Non-GAAP Gross margin	32.6%	32.7%	20.8%	3.3%	(6.5%)	33.5%	28.2%	26.7%
% Y/Y	14.6%	22.5%	(23.9%)	(89.1%)	(120.0%)	1.3%	(15.7%)	(5.6%)
% Q/Q	8.0%	0.4%	(36.4%)	(84.1%)	(297.0%)			
Non-GAAP Operating income (loss)	183,803	190,951	23,065	(107,795)	(122,505)	321,359	441,725	290,024
% Y/Y	110.8%	125.5%	(80.8%)	(172.0%)	(166.7%)	46.9%	37.5%	(34.3%)
% Q/Q	22.8%	3.9%	(87.9%)	(567.4%)	(13.6%)			
Non-GAAP Net income (loss)	174,499	157,366	(30,966)	(52,456)	(108,617)	272,884	351,195	248,443
% Y/Y	153.7%	177.3%	(157.2%)	(130.6%)	(162.2%)	21.6%	28.7%	(29.3%)
% Q/Q	1.7%	(9.8%)	(119.7%)	(69.4%)	(107.1%)			
Optimizer shipped (units)	6,440,683	5,531,373	3,266,487	2,191,539	1,070,987	18,568,297	23,736,368	17,430,082
Inverter shipped (units)	329,653	334,635	273,883	73,719	68,882	789,565	1,019,307	1,011,890
MW shipped (MW)	3,608	4,324	3,796	901	946	7,159	10,491	12,629
Batteries (MWh)	221	269	121	133	128	53	889	744

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

MW Shipped

MW Shipped	2019	2020	2021	2022	2023
Total MW	5,618	6,106	7,159	10,491	12,629
Residential	3,280	3,170	4,082	5,301	4,910
Commercial	2,338	2,936	3,077	5,189	7,719
% of Total	100%	100%	100%	100%	100%
Residential	58%	52%	57%	51%	39%
Commercial	42%	48%	43%	49%	61%

MW Shipped	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24
Total MW	2,516	2,703	3,141	3,608	4,324	3,796	901	946
Residential	1,244	1,285	1,641	1,529	1,725	1,300	356	302
Commercial	1,271	1,419	1,501	2,079	2,599	2,495	545	640
Utility	-	-	-	-	-	-	-	4
% of Total	100%	100%	100%	100%	100%	100%	100%	100%
Residential	49%	48%	52%	42%	40%	34%	39%	32%
Commercial	51%	52%	48%	58%	60%	66%	61%	68%
Utility	0%	0%	0%	0%	0%	0%	0%	0%

Regional MW shipped

	2019	2020	2021	2022	2023
North America	2,260	2,276	2,496	3,396	2,667
Europe	2,513	2,690	3,247	5,478	8,321
ROW	845	1,139	1,417	1,617	1,640
	5,618	6,106	7,159	10,491	12,629

	Q2 22	Q3 22	Q4 22	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24
North America	936	859	880	975	666	744	283	226
Europe	1,222	1,374	1,781	2,140	3,261	2,585	335	443
ROW	357	470	481	493	397	467	283	276
	2,516	2,703	3,141	3,608	4,324	3,796	901	946

Balance Sheet - Assets

\$,000	Mar 31 2023	Jun 30 2023	Sep 30 2023	Dec 31 2023	Mar 31 2024
Current Assets:					
Cash and cash equivalents	727,849	557,744	551,122	338,468	214,229
Marketable securities	410,820	493,176	477,275	521,570	466,407
Trade receivables, net	969,543	1,149,820	939,545	622,425	404,390
Inventories, net	874,212	984,194	1,177,805	1,443,449	1,549,122
Prepaid expenses and other current assets	259,642	264,188	217,720	378,394	354,919
Total Current Assets	<u>3,242,066</u>	<u>3,449,122</u>	<u>3,363,467</u>	<u>3,304,306</u>	<u>2,989,067</u>
Long Term Assets:					
Marketable securities	509,127	435,800	436,139	407,825	268,203
Operating lease right-of-use assets, net	69,710	66,387	67,331	64,167	59,474
Property, plant and equipment, net	556,138	580,503	604,819	614,579	605,223
Deferred tax assets, net	46,612	49,993	60,147	80,912	122,564
Intangible assets, net and goodwill	47,867	85,988	83,148	78,341	74,507
Other long term assets	24,906	28,772	36,103	37,601	47,784
Total Long Term Assets	<u>1,254,360</u>	<u>1,247,443</u>	<u>1,287,687</u>	<u>1,283,425</u>	<u>1,177,755</u>
Total Assets	4,496,426	4,696,565	4,651,154	4,587,731	4,166,822

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Balance Sheet - Liabilities and Equity

\$,000	Mar 31 2023	Jun 30 2023	Sep 30 2023	Dec 31 2023	Mar 31 2024
Current Liabilities:					
Trade payables, net	408,523	434,602	399,274	386,471	171,412
Employees and payroll accruals	90,853	74,709	77,740	76,966	73,666
Current maturities of bank loans and accrued interest	131	129	126	133	348
Warranty obligations	129,278	146,150	174,125	183,047	181,333
Deferred revenues and customers advances	27,507	28,135	22,064	40,836	36,081
Accrued expenses and other current liabilities	243,750	214,004	203,322	205,778	196,050
Total Current Liabilities	900,042	897,729	876,651	893,231	658,890
Long Term Liabilities:					
Bank loans	940	885	825	836	790
Convertible senior notes, net	625,182	625,914	626,647	627,381	628,115
Warranty obligations	313,693	342,437	341,687	335,197	321,166
Deferred revenues	196,917	204,693	212,025	214,607	218,535
Operating lease liabilities	50,855	47,046	46,580	45,070	40,982
Finance lease	43,711	42,208	40,323	41,892	40,630
Deferred tax liabilities, net	----	1,245	1,678	1,450	1,342
Other long term liabilities	14,292	14,219	14,332	16,158	15,821
Total Long Term Liabilities	1,245,590	1,278,647	1,284,097	1,282,591	1,267,381
Stockholders' Equity:					
Common stock	6	6	6	6	6
Additional paid-in capital	1,545,777	1,595,890	1,633,800	1,680,622	1,719,523
Treasury stock					(33,222)
Accumulated other comprehensive income (loss)	(77,204)	(77,432)	(83,949)	(46,885)	(66,611)
Retained earnings	882,215	1,001,725	940,549	778,166	620,855
Total stockholders' equity	2,350,794	2,520,189	2,490,406	2,411,909	2,240,551
Total liabilities and stockholders' equity	4,496,426	4,696,565	4,651,154	4,587,731	4,166,822

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

P&L GAAP

	\$,000	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24	12 months ended, Dec. 31		
							2021	2022	2023
Revenues		943,889	991,290	725,305	316,044	204,399	1,963,865	3,110,279	2,976,528
Cost of revenues		643,763	673,985	582,488	372,469	230,586	1,334,547	2,265,631	2,272,705
Gross profit (loss)		300,126	317,305	142,817	(56,425)	(26,187)	629,318	844,648	703,823
Gross margin %		31.8%	32.0%	19.7%	(17.9%)	(12.8%)	32.0%	27.2%	23.6%
Operating expenses:									
Research and development		79,873	86,526	80,082	75,001	75,351	219,633	289,814	321,482
Sales and marketing		40,966	44,222	40,351	38,779	38,911	119,000	159,680	164,318
General and administrative		36,567	36,199	39,110	34,628	30,865	82,196	112,496	146,504
Other operating expenses (income), net		(1,434)	----	----	32,748	2,391	1,350	116,538	31,314
Total operating expenses		155,972	166,947	159,543	181,156	147,518	422,179	678,528	663,618
Operating income (loss)		144,154	150,358	(16,726)	(237,581)	(173,705)	207,139	166,120	40,205
Financial income (expense), net		23,674	3,384	(7,901)	22,055	(7,064)	(19,915)	3,750	41,212
Other expenses		(125)	----	(484)	291	----	----	7,285	(318)
Income (loss) before income taxes		167,703	153,742	(25,111)	(215,235)	(180,769)	187,224	177,155	81,099
Income tax benefit (expense)		(29,325)	(34,232)	(36,065)	53,202	23,754	(18,054)	(83,376)	(46,420)
Income of other equity affiliates (expense)					(350)	(296)			(350)
Net income (loss)		138,378	119,510	(61,176)	(162,383)	(157,311)	169,170	93,779	34,329

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Cash Flow

\$,000	Q1 23	Q2 23	Q3 23	Q4 23	Q1 24
Net cash provided by (used in) operating activities	7,923	(88,711)	40,585	(139,910)	(217,019)
Net cash provided by (used in) in investing activities	(67,780)	(76,674)	(43,733)	(80,707)	149,008
Net cash provided by (used in) financing activities	(5,222)	(4,919)	(1,164)	(651)	(50,987)
Increase (decrease) in cash and cash equivalents	(65,079)	(170,304)	(4,312)	(221,268)	(118,998)
Cash and cash equivalents at the beginning of the period	783,112	727,849	557,744	551,122	338,468
Effect of exchange rate differences on cash and cash equivalents	9,816	199	(2,310)	8,614	(5,241)
Cash and cash equivalents at EOQ	727,849	557,744	551,122	338,468	214,229

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Appendix

Reconciliation of GAAP to Non-GAAP Gross profit (loss)

	March 31, 2024	December 31, 2023	Three months ended		March 31, 2023
			September 30, 2023	June 30, 2023	
Gross profit (GAAP)	(26,187)	(56,425)	142,817	317,305	300,126
Revenues from finance component	(234)	(230)	(215)	(202)	(187)
Discontinued operation	(434)	36,648	---	---	---
Stock-based compensation	5,968	5,468	5,882	5,923	5,927
Amortization of stock-based compensation capitalized in inventories	197	343	441	316	---
Amortization and depreciation of acquired asset	1,551	1,555	2,096	872	1,515
Restructuring charges	5,822	23,154	---	---	---
Gross profit (Non-GAAP)	(13,317)	10,513	151,021	324,214	307,381

Reconciliation of GAAP to Non-GAAP Gross margin (loss)

	March 31, 2024	December 31, 2023	Three months ended		March 31, 2023
			September 30, 2023	June 30, 2023	
Gross margin (GAAP)	-12.8%	-17.9%	19.7%	32.0%	31.8%
Revenues from finance component	-0.1%	-0.1%	0.0%	0.0%	0.0%
Discontinued operation	-0.2%	11.6%	---	---	---
Stock-based compensation	2.9%	1.8%	0.8%	0.6%	0.6%
Amortization of stock-based compensation capitalized in inventories	0.1%	0.1%	0.0%	0.0%	---
Amortization and depreciation of acquired asset	0.8%	0.5%	0.3%	0.1%	0.2%
Restructuring charges	2.8%	7.3%	---	---	---
Gross margin (Non-GAAP)	-6.5%	3.3%	20.8%	32.7%	32.6%

Reconciliation of GAAP to Non-GAAP Operating expenses

Three months ended

	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023
Operating expenses (GAAP)	147,518	181,156	159,543	166,947	155,972
Stock-based compensation - R&D	(17,139)	(15,982)	(16,481)	(17,272)	(17,209)
Stock-based compensation - S&M	(7,911)	(7,347)	(7,739)	(7,822)	(8,079)
Stock-based compensation - G&A	(6,588)	(6,133)	(6,713)	(7,948)	(8,020)
Amortization and depreciation of acquired assets - R&D	(270)	(58)	(329)	(289)	(313)
Amortization and depreciation of acquired assets - S&M	(124)	(190)	(321)	(235)	(181)
Amortization and depreciation of acquired assets - G&A	(2)	(2)	(4)	17	(26)
Discontinued operation	47	(388)	---	---	---
Restructuring charges	(3,943)	---	---	---	---
Assets impairment	(1,732)	(30,790)	---	---	---
Gain (loss) from assets sales and disposal	(1,058)	(172)	---	---	1,434
Certain litigation and other contingencies	399	(1,786)	---	---	---
Acquisition costs	(9)	---	---	(135)	---
Operating expenses (Non-GAAP)	109,188	118,308	127,956	133,263	123,578

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

Three months ended

	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023
Operating income (loss) (GAAP)	(173,705)	(237,581)	(16,726)	150,358	144,154
Revenues from finance component	(234)	(230)	(215)	(202)	(187)
Discontinued operation	(481)	37,036	---	---	---
Stock-based compensation	37,606	34,930	36,815	38,965	39,235
Amortization of stock-based compensation capitalized in inventories	197	343	441	316	---
Amortization and depreciation of acquired assets	1,947	1,805	2,750	1,379	2,035
Restructuring charges	9,765	23,154	---	---	---
Assets impairment	1,732	30,790	---	---	---
Loss (gain) from assets sales and disposal	1,058	172	---	---	(1,434)
Certain litigation and other contingencies	(399)	1,786	---	---	---
Acquisition costs	9	---	---	135	---
Operating income (loss) (Non-GAAP)	(122,505)	(107,795)	23,065	190,951	183,803

Reconciliation of GAAP to Non-GAAP Financial income (expense), net

	March 31, 2024	December 31, 2023	Three months ended September 30, 2023	June 30, 2023	March 31, 2023
Financial income (expense), net (GAAP)	(7,064)	22,055	(7,901)	3,384	23,674
Non cash interest expense	3,536	3,422	3,284	3,105	2,892
Currency fluctuation related to lease standard	(1,276)	4,359	(2,788)	(2,107)	(2,519)
Financial income (expense), net (Non-GAAP)	(4,804)	29,836	(7,405)	4,382	24,047

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

	March 31, 2024	December 31, 2023	Three months ended September 30, 2023	June 30, 2023	March 31, 2023
Other income (loss) (GAAP)	----	291	(484)	----	(125)
Loss (gain) from sale of investments	----	(291)	484	----	----
Other income (loss) (Non-GAAP)	----	----	----	----	(125)

Reconciliation of GAAP to Non-GAAP Income tax benefit (expense)

	March 31, 2024	December 31, 2023	Three months ended September 30, 2023	June 30, 2023	March 31, 2023
Income tax benefit (expense) (GAAP)	23,754	53,202	(36,065)	(34,232)	(29,325)
Income tax adjustment	(5,062)	(27,699)	(10,561)	(3,735)	(3,901)
Income tax benefit (expense) (Non-GAAP)	18,692	25,503	(46,626)	(37,967)	(33,226)

Reconciliation of GAAP to Non-GAAP equity method investment income

	March 31, 2024	December 31, 2023	Three months ended September 30, 2023	June 30, 2023	March 31, 2023
Equity method investments income (loss) (GAAP)	(296)	(350)	----	----	----
Loss from equity method investments	296	350	----	----	----
Equity method investments income (loss) (Non-GAAP)	----	----	----	----	----

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

	Three months ended				
	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023
Net income (loss) (GAAP)	(157,311)	(162,383)	(61,176)	119,510	138,378
Revenues from finance component	(234)	(230)	(215)	(202)	(187)
Discontinued operation	(481)	37,036	---	---	---
Stock-based compensation	37,606	34,930	36,815	38,965	39,235
Amortization of stock-based compensation capitalized in inventories	197	343	441	316	---
Amortization and depreciation of acquired assets	1,947	1,805	2,750	1,379	2,035
Restructuring charges	9,765	23,154	---	---	---
Assets impairment	1,732	30,790	---	---	---
Loss (gain) from assets sales and disposal	1,058	172	---	---	(1,434)
Certain litigation and other contingencies	(399)	1,786	---	---	---
Acquisition costs	9	---	---	135	---
Non cash interest expense	3,536	3,422	3,284	3,105	2,892
Unrealized losses (gains)	---	---	---	---	---
Currency fluctuation related to lease standard	(1,276)	4,359	(2,788)	(2,107)	(2,519)
Loss (gain) from sale of investments	---	(291)	484	---	---
Income tax adjustment	(5,062)	(27,699)	(10,561)	(3,735)	(3,901)
equity method adjustments	296	350	---	---	---
Net income (loss) (Non-GAAP)	(108,617)	(52,456)	(30,966)	157,366	174,499

Reconciliation of GAAP to Non-GAAP Net basic earnings (loss)

	Three months ended				
	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023
Net basic earnings (loss) per share (GAAP)	(2.75)	(2.85)	(1.08)	2.12	2.46
Revenues from finance component	(0.01)	(0.01)	0.00	(0.01)	0.00
Discontinued operation	(0.01)	0.65	---	---	---
Stock-based compensation	0.66	0.62	0.65	0.70	0.70
Amortization of stock-based compensation capitalized in inventories	0.01	0.00	0.00	0.00	0.00
Amortization and depreciation of acquired assets	0.03	0.04	0.05	0.03	0.03
Restructuring charges	0.17	0.40	---	---	---
Assets impairment	0.03	0.54	---	---	---
Loss (gain) from assets sales and disposal	0.02	0.01	---	---	(0.02)
Certain litigation and other contingencies	(0.01)	0.03	---	---	---
Non cash interest expense	0.06	0.06	0.06	0.05	0.05
Currency fluctuation related to lease standard	(0.02)	0.07	(0.05)	(0.03)	(0.05)
Loss (gain) from sale of investments	---	0.00	0.01	---	---
Income tax adjustment	(0.09)	(0.49)	(0.19)	(0.07)	(0.07)
equity method adjustments	0.01	0.01	---	---	---
Net basic earnings (loss) per share (Non-GAAP)	(1.90)	(0.92)	(0.55)	2.79	3.10

Reconciliation of GAAP to Non-GAAP Net diluted earnings (loss) per share

	Three months ended				
	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023
Net diluted earnings (loss) per share (GAAP)	(2.75)	(2.85)	(1.08)	2.03	2.35
Revenues from finance component	(0.01)	(0.01)	0.00	(0.01)	(0.01)
Discontinued operation	(0.01)	0.65	---	---	---
Stock-based compensation	0.66	0.62	0.65	0.62	0.62
Amortization of stock-based compensation capitalized in inventories	0.01	0.00	0.00	0.00	---
Amortization and depreciation of acquired assets	0.03	0.04	0.05	0.03	0.03
Restructuring charges	0.17	0.40	---	---	---
Assets impairment	0.03	0.54	---	---	---
Loss (gain) from assets sales and disposal	0.02	0.01	---	---	(0.02)
Certain litigation and other contingencies	(0.01)	0.03	---	---	---
Non cash interest expense	0.06	0.06	0.06	0.04	0.04
Currency fluctuation related to lease standard	(0.02)	0.07	(0.05)	(0.03)	(0.04)
Loss (gain) from sale of investments	---	0.00	0.01	---	---
Income tax adjustment	(0.09)	(0.49)	(0.19)	(0.06)	(0.07)
equity method adjustments	0.01	0.01	---	---	---
Net diluted earnings (loss) per share (Non-GAAP)	(1.90)	(0.92)	(0.55)	2.62	2.90

Reconciliation of GAAP to Non-GAAP Number of shares

	Three months ended				
	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023
Number of shares used in computing net diluted earnings (loss) per share (GAAP)	57,140,126	56,916,831	56,671,504	59,183,666	59,193,831
Stock-based compensation	---	---	---	986,527.00	939,571.00
Number of shares used in computing net diluted earnings (loss) per share (Non-GAAP)	57,140,126	56,916,831	56,671,504	60,170,193	60,133,402