

Operational Metrics

KPI's \$,000	FYQ2 '14	FYQ3 '14	FYQ4 '14	FYQ1 '15	FYQ2 '15	FYQ3 '15	FYQ4 '15	FYQ1 '16	FYQ2 '16	FY 2013	FY 2014	FY 2015
Revenues	27,569	30,560	44,573	66,969	73,290	86,399	98,420	115,054	124,832	79,035	133,217	325,078
% Y/Y	22%	104%	94%	119%	166%	183%	121%	72%	70%	5%	69%	144%
% Q/Q	-10%	11%	46%	50%	9%	18%	14%	17%	8%			
Gross profit \$	2,960	6,229	8,724	14,030	15,781	23,701	28,271	33,527	38,582	4,409	21,971	81,783
% Y/Y	142%	308%	208%	246%	433%	280%	224%	139%	144%	N\A	398%	272%
% Q/Q	-27%	110%	40%	61%	12%	50%	19%	19%	15%			
Gross Margin	10.7%	20.4%	19.6%	20.9%	21.5%	27.4%	28.7%	29.1%	30.9%	5.6%	16.5%	25.2%
% Y/Y	98%	100%	58%	58%	101%	35%	47%	39%	44%	N\A	196%	53%
% Q/Q	-19%	90%	-4%	7%	3%	27%	5%	1%	6%			
Operating profit (loss)	(6,859)	(4,545)	(2,440)	2,351	4,234	9,799	11,873	14,874	19,262	(27,460)	(18,371)	28,257
% Y/Y	6%	-30%	-54%	N\A	N\A	N\A	N\A	533%	355%	0%	-33%	N\A
% Q/Q	52%	-34%	-46%	N\A	80%	131%	21%	25%	30%			
Net profit (loss)	(7,787)	(5,238)	(3,042)	2,520	3,375	5,965	9,261	14,432	24,105	(28,180)	(21,378)	21,121
% Y/Y	21%	-22%	-50%	N\A	N\A	N\A	N\A	473%	614%	1%	-24%	N\A
% Q/Q	47%	-33%	-42%	N\A	34%	77%	55%	56%	67%			
Optimizer shipped (units)	262,943	328,822	458,585	663,850	785,730	945,586	1,138,362	1,460,277	1,373,407	890,445	1,357,251	3,533,528
Inverter shipped (units)	12,135	14,936	21,923	31,880	35,696	38,630	44,222	54,195	59,080	36,088	61,999	150,428
MW shipped	75.6	83.6	128.6	176.1	213.1	247.6	283.7	355.9	415.6	239.2	364.8	920

Balance Sheet

\$,000	Dec 31, 2014	Mar 31, 2015	Jun 30, 2015	Sep 30, 2015	Dec 31, 2015
Current Assets					
Cash and cash equivalents	23,774	135,204	144,750	146,729	106,150
Restricted cash	3,409	3,575	3,639	3,588	3,417
Marketable securities	----	----	----	----	27,137
Trade receivables, net	25,099	45,093	35,428	47,366	46,685
Prepaid expenses and other accounts receivable	23,828	25,312	32,645	20,733	24,233
Inventories	47,619	64,522	73,950	79,907	87,400
Total Current Assets	123,729	273,706	290,412	298,323	295,022
Marketable securities Long term	----	----	----	----	25,290
Fixed Assets, net	7,357	11,903	14,717	17,272	21,428
Intangible assets, net	----	----	----	779	758
Long-term lease deposit and prepaid expenses	366	380	529	601	510
Deferred Charge related to loan	1	----	----	----	----
Long Term deferred tax	----	----	----	----	6,565
Deferred issuance costs	1,834	----	----	----	----
Total Assets	133,287	285,989	305,658	316,975	349,573
Current Liabilities					
Current maturities of term loan	3,372	----	----	----	----
Accounts payables	70,952	79,723	80,684	67,180	61,977
Employees and payroll accruals	5,542	6,017	6,814	7,898	12,864
Accrued expenses and other accounts payable	6,907	8,938	6,987	8,459	7,169
Short Term Warranty Liabilities	6,652	7,661	9,431	10,587	11,862
Deferred Revenues short terms	1,652	1,098	1,676	2,175	1,983
Total Current Liabilities	95,077	103,437	105,592	96,299	95,855
Long Term Liabilities					
Long Term Warranty Liabilities	17,645	20,238	22,448	25,317	29,032
Deferred Revenues Long terms	6,017	6,995	8,289	9,760	11,427
Lease incentive obligation	----	1,959	2,385	2,374	2,320
Long Term loans	1,306	----	----	----	----
Warrants Liability	1,030	2,830	----	----	----
Total Long Term Liabilities	25,998	32,022	33,122	37,451	42,779
Convertible Preferred Stock	140,915	----	----	----	----
Stockholders' Equity (Deficiency):					
Share capital	----	4	4	4	4
Additional paid-in capital	6,674	280,040	287,152	289,004	292,681
Accumulated other comprehensive loss	(161)	(263)	(222)	(225)	(293)
Accumulated deficit	(135,216)	(129,251)	(119,990)	(105,558)	(81,453)
Total stockholders' equity	(128,703)	150,530	166,944	183,225	210,939
Total liabilities and stockholders' equity	133,287	285,989	305,658	316,975	349,573

P&L GAAP

	FYQ1 '14	FYQ2 '14	FYQ3 '14	FYQ4 '14	FYQ1 '15	FYQ2 '15	FYQ3 '15	FYQ4 '15	FYQ1 '16	FYQ2 '16	FY 2013	FY 2014	FY 2015
Revenues	30,515	27,569	30,560	44,573	66,969	73,290	86,399	98,420	115,054	124,832	79,035	133,217	325,078
Cost of revenues	26,457	24,609	24,331	35,849	52,939	57,509	62,698	70,149	81,527	86,250	74,626	111,246	243,295
Gross profit	4,058	2,960	6,229	8,724	14,030	15,781	23,701	28,271	33,527	38,582	4,409	21,971	81,783
Gross Margin %	13.3%	10.7%	20.4%	19.6%	20.9%	21.5%	27.4%	28.7%	29.1%	30.9%	5.6%	16.5%	25.2%
Operating expenses:													
Research and development, net	4,136	4,686	4,864	4,570	5,059	4,768	5,490	6,701	6,991	8,299	15,823	18,256	22,018
Sales and marketing	3,657	4,123	4,592	5,420	5,461	5,658	6,422	7,432	8,244	8,833	12,784	17,792	24,973
General and administrative	792	1,010	1,318	1,174	1,159	1,121	1,990	2,265	3,418	2,188	3,262	4,294	6,535
Total operating expenses	8,585	9,819	10,774	11,164	11,679	11,547	13,902	16,398	18,653	19,320	31,869	40,342	53,526
Operating income (loss)	(4,527)	(6,859)	(4,545)	(2,440)	2,351	4,234	9,799	11,873	14,874	19,262	(27,460)	(18,371)	28,257
Financial expenses (Income)	777	914	626	470	(516)	458	3,436	1,699	72	959	612	2,787	5,077
Other expenses	----	----	----	----	----	----	----	104	----	----	----	----	104
Profit (Loss) before taxes on income	(5,304)	(7,773)	(5,171)	(2,910)	2,867	3,776	6,363	10,070	14,802	18,303	(28,072)	(21,158)	23,076
Taxes on income (tax benefit)	7	14	67	132	347	401	398	809	370	(5,802)	108	220	1,955
Net (Profit) loss	(5,311)	(7,787)	(5,238)	(3,042)	2,520	3,375	5,965	9,261	14,432	24,105	(28,180)	(21,378)	21,121

Cash Flow

\$,000	3 Months ended				
	Dec-14	Mar-15	Jun-15	Sep-15	Dec-15
Cash flows from operating activities:					
Net income (loss)	3,375	5,965	9,261	14,432	24,105
<u>Adjustments to reconcile net income (loss) to net cash provided by (used in) operating activities:</u>					
Depreciation	561	544	606	738	891
Amortization of intangible assets	----	----	----	21	21
Amortization of premiums on available-for-sale marketable securities	----	----	----	----	35
Capital loss from disposal of property	----	----	104	----	----
Interest expenses related to short term bank loan	(24)	656	----	----	----
Stock-based compensation related to employee stock options	460	970	1,206	1,832	2,225
Deferred income tax benefit	----	----	----	----	(6,527)
Realized losses on Cash Flow Hedges	----	----	----	1	(3)
Financial expenses, net related to term loan	(165)	(992)	----	----	----
Remeasurement of warrants to purchase convertible preferred stock	280	1,800	3,285	----	----
<u>Changes in assets and liabilities:</u>	----	----	----	----	----
Inventories	(17,817)	(16,943)	(9,436)	(5,956)	(7,496)
Prepaid expenses and other accounts receivable	(5,144)	(1,527)	(7,365)	11,811	(5,307)
Trade receivables, net	1,646	(20,074)	9,660	(11,928)	660
Trade payables	20,935	8,798	1,508	(13,500)	(5,201)
Employees and payroll accruals	(29)	522	785	1,044	5,029
Warranty obligations	3,015	3,602	3,980	4,025	4,990
Deferred revenues	830	422	1,873	1,970	1,476
Accrued expenses and other accounts payable	1,744	970	(204)	1,467	(1,740)
Lease incentive obligation	----	2,243	426	(11)	(54)
Net cash provided by operating activities	9,667	(13,044)	15,689	5,946	13,104
Cash flows from investing activities:					
Purchase of property and equipment	(2,131)	(5,121)	(3,511)	(3,292)	(2,344)
Purchase of intangible assets	----	----	----	(800)	----
Decrease (increase) in restricted cash	(1,820)	(166)	(65)	51	171
Increase (decrease) in long-term lease deposit	(60)	7	(110)	73	(36)
Investment in available-for-sale marketable securities	----	----	----	----	(52,860)
Net cash used in investing activities	(4,011)	(5,280)	(3,686)	(3,968)	(55,069)
Cash flows from financing activities:					
Proceeds from short term bank loan	----	17,000	----	----	----
Repayment of short term bank loan	(19,326)	(17,000)	----	----	----
Repayments of term loan	(780)	(4,341)	----	----	----
Proceeds from issuance of Convertible Preferred stock, net	3,839	145,063	----	----	----
Issuance costs	(292)	(10,952)	(2,542)	----	----
Proceeds from exercise of employee stock options	8	30	38	17	1,455
Net cash provided by (used in) financing activities	(16,551)	129,800	(2,504)	17	1,455
Increase (decrease) in cash and cash equivalents	(10,895)	111,476	9,499	1,995	(40,510)
Cash and cash equivalents at the beginning of the period	34,742	23,774	135,204	144,750	146,729
Cash (erosion) due to exchange rate differences	(73)	(46)	47	(16)	(69)
Cash and cash equivalents at the end of the period	23,774	135,204	144,750	146,729	106,150