Commercial Offering for Solar Investors & System Owners
About SolarEdge

About us
In 2006, SolarEdge revolutionized the solar industry by inventing a better way to collect and manage energy in PV systems. Today, we are a global leader in smart energy technology. By deploying world-class engineering capabilities and with a relentless focus on innovation, we create smart energy products and solutions that power our lives and drive future progress.

Vision
We believe that continuous improvement in the ways we produce and manage the energy we consume will lead to a better future for us all

Bankability
- Approved by major banks and financial institutions worldwide
- SolarEdge (SEDG) is traded on NASDAQ
- Our financial strength and stability, combined with our cutting-edge technology, has propelled us to become one of the largest inverter manufacturers in the world

Global outreach
- Systems installed in over 130 countries across five continents
- Sales via leading integrators and distributors
- Follow the sun call centers
- Local teams of sales, service, marketing, and training experts
- Global manufacturing capabilities with tier 1 electronic manufacturing service companies

Shipping since 2010
- Over 1.5 million inverters shipped worldwide
- SolarEdge’s monitoring platform continuously tracks over a million installations across the globe

Corporate social responsibility
As a global leader in smart energy technologies, SolarEdge is committed to a sustainable world and is in full compliance with international standards on quality and control, ethical conduct, and environmental protection

Patents
SolarEdge has a vast portfolio of intellectual property, with hundreds of awarded patents and patent applications

Product reliability
- 25-year power optimizer warranty and 12-year inverter warranty, extendable to 20 years
- SolarEdge products and components undergo rigorous testing, and have been evaluated in accelerated life chambers
- Reliability strategy includes proprietary application specific ICs (ASIC)

Received nearly 30 awards from prestigious organizations including Red Herring, Frost & Sullivan, Intersolar, the Stratus Award, and the Edison Awards™

Annual Revenue
(\$ Millions, Calendar Year)

<table>
<thead>
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<th>Year</th>
<th>Annual Revenue</th>
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<tbody>
<tr>
<td>2013</td>
<td>96.0</td>
</tr>
<tr>
<td>2014</td>
<td>215.4</td>
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<tr>
<td>2017</td>
<td>896.2</td>
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<td>2018</td>
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CAGR 44.4%
The Importance of Inverter Selection

Commercial rooftop installation cost breakdown*

Inverters account for less than 10% of the system cost but,
- Manage 100% of system production
- Influence up to 20% of system cost
- Control O&M expenses through PV asset management solutions

Therefore, the inverter selection is critical for the long term financial performance of a PV system as it can maximize energy production and reduce lifetime costs.

* Based on SolarEdge market analysis, assuming total cost of ~€1/Wp
Increased Revenue

More energy from each module

In a PV system, each module has an individual maximum power point. Differences between modules are unavoidable in commercial installations. With traditional inverters, the weakest module reduces the performance of all modules. With SolarEdge, each module produces at its maximum ability at all times, ensuring greater energy yield from the entire system.

- SolarEdge system
- Typical system

- Generates maximum power from each module
- Modules are monitored individually; 2-10% more energy is produced by the PV system
- Weak modules reduce the performance of all modules in the string or are bypassed
- Power losses due to module mismatch

Power losses can result from multiple factors, including:

Manufacturing tolerance mismatch
The warranted output power range for PV modules received from a manufacturing plant may vary greatly. A standard deviation of ±3% is sufficient to result in ~2% energy loss.

Soiling, shading and leaves
Module soiling, from dirt, bird droppings or snow, contributes to mismatch between modules and strings. While there may be no obstructions during site design, throughout a system’s lifetime, a tree may grow or a structure may be erected that creates uneven shading.

Uneven module aging
Module performance can degrade up to 20% over 20 years, however, each module ages at a different rate, causing aging mismatch, which increases over time.

Advanced Asset Management

**Full visibility of your system’s performance**
- Full visibility into your assets through module-level monitoring – free for 25 years
- Automatic alerts on system issues, pinpointed on a virtual site map

**Anytime, anywhere**
- Complete system status on your mobile device (iOS or Android)

**Future compatibility and warranty**
- 25-year power optimizer warranty; 12-year inverter warranty;
  Low cost warranty extension to 20 years
- A variety of module models can be used for future replacement and extension
- For agricultural areas – products are certified for ammonia resistance

**For system lifetime**
- Automatic performance reports
- Remote troubleshooting and enhanced maintenance capabilities
Advanced Safety

With millions of photovoltaic (PV) systems installed worldwide, this technology is designed to be relatively safe and reliable. However, as traditional PV installations can reach voltages as high as 1,500VDC, precautions should be taken to ensure the safety of people and assets. With traditional inverters, shutting down the inverter or the grid connection will terminate current flow, but DC voltage in the string cables will stay high for as long as the sun is shining. In addition, electrical arcs, which can result in a fire, create a threat to people and assets in the vicinity of the PV system.

The SolarEdge system provides a superior safety solution for both electrocution and fire risks.

SafeDC™

SafeDC™ is a built-in module-level safety feature which minimizes electrocution risk. To maintain string voltage below risk levels, power optimizers are designed to automatically switch into safety mode, in which the output voltage of each module will be reduced to 1V in either of these cases:
- During installation, when string is disconnected from the inverter, or the inverter is turned off
- During maintenance or emergency, when the inverter or AC connection is shut down
- When the thermal sensors of the power optimizers detect a temperature above 85 °C

The SolarEdge SafeDC™ feature is certified in Europe as a DC disconnect according to IEC/EN 60947-1 and IEC/EN 60947-3 and to the safety standards VDE AR 2100-712 and OVE R-11-1.

Arc fault detection and interruption

SolarEdge inverters have a built-in protection designed to mitigate the effects of some arcing faults that may pose a risk of fire, in compliance with the UL1699B arc detection standard. Currently there is no comparable arc detection standard in the EU and therefore non-US SolarEdge inverters can detect and interrupt arcs as defined by the UL1699B standard. In addition to manual restart, a mechanism for auto-reconnect can be enabled during system commissioning.
14.6GW of Systems Shipped Worldwide

Ground mounts

Industrial rooftops

Farms and agriculture

Public buildings

Carports, floating systems and safety
Ground Mounts

Turkey, 5MW

France, 2.7MW
Ground and roof mounted

Denmark, 2MW
Ground and roof mounted

FL, United States, 1MW

Ground and roof mounted
Industrial Rooftops

The Netherlands, 2MW

United Kingdom, 1.63MW
Western International Market, London. The installation won the 2015 Annual European Energy Service Awards for ‘Best Energy Project’

NJ, United States, 525kW

Australia, 100kW
Agricultural Rooftops

Denmark, 1.22MW

The Netherlands, 303kW

Israel, 700kW

South Africa, 250kW
**Carports**

**The Netherlands, 3MW**  
39 Electric Car Charging Stations

**Germany, 1MW**  
Carport of TSG Hoffenheim Stadium, Sinsheim

**OH, United States, 335kW**  
Honda Motorcars, Ohio

**United Kingdom, 150kW**  
John Lewis car park, Exeter
Schools

Singapore, 1MW
American School

The Netherlands, 303kW
De Meerwaarde, Barneveld

United Kingdom, 250kW
United Kingdom, 250kW

United States, 756kW
Farmington Central School District #265, Illinois
**Fire Stations**

**United Kingdom, 700kW on 15 sites**
Hampshire Fire and Rescue Service

“Fire precautions and revenue reduction are important factors for all Hampshire County Council projects. We have standardised our Solar PV solution for the whole estate in order to isolate the PV energy in fire alarm events”

> Paul Roebuck MIE, Engineering Manager, Hampshire County Council

**United States, 42kW**
Putnam Lake Fire Department, New York

“I am truly proud of this installation. Putnam Lake Fire Department & New York State Solar Farm Inc. have set the standard of what is possible in a community that wants to take control of its energy future using quality products and a great local installer. The best part is that this fire station will be a training facility for other first responders about PV safety”

> Anthony Sicari Jr., CEO of New York State Solar Farm Inc.

**Petrol Stations**

**South Africa, 20kW**
Port Elizabeth

“Without SolarEdge’s SafeDC™ technology, the installation would not have been approved and we would have missed out on this important business opportunity”

> Barry Davis, Director, Kwikelec

**Israel, multiple 50kW**
Petrol stations

“We have been working with the SolarEdge solution for commercial systems for a long time, and when we were asked as advisors for Dor Alon petrol stations to recommend a PV solution, SolarEdge was the obvious choice, not only for the added yields it provides, but also because of the comprehensive safety solution it offers, which is particularly important in this kind of installation.”

> Syal Baharav, Owner, Golan Solar
Health Care

South Africa, 100kW
3 NHC health care centers

United States, 220kW
Kuakini hospital, Hawaii

United Kingdom, 32kW
Birds Hill nursing home
Floatovoltaic Systems

The Netherlands, 780kW
De Krim Holiday Resort, Texel Island

“De Krim Resort invested in a solar PV system to be environmentally friendly and generate our own electricity. Thanks to asset reuse, high performance, and a positive impact on water quality, the floating installation is expected to far exceed the estimated return on our investment.”

> Iwan Groothuis, Managing Director, De Krim Resort

The Netherlands, 232kW
Everstekoog Sewage Treatment Plant, De Koog

“The use of floating solar PV at water treatment facilities that have available water bodies and need to use electricity for water treatment operations is gaining traction. The floating solar park at the Everstekoog water treatment site powers all public street lamps (LED) on Texel Island.”

> Nicol Schermer, Manager, Texel4trading

United States, 386kW
Far Niente Winery, California

The 386kW installation, partially ground-mounted and partially floating on pontoons atop the winery’s irrigation pond, has become a net-zero energy establishment. The floating system enables the winery to preserve nearly an acre of vineyard land, and helps to reduce the amount of water lost to evaporation by shading the previously uncovered pond.
The SolarEdge solution consists of inverters, power optimizers, and a monitoring platform. The technology provides superior power harvesting and module management by connecting power optimizers at the module level. The ability to connect two modules to just one optimizer, combined with DC to AC conversion and grid interaction being centralized at a simplified PV inverter maintains a competitive cost structure.
SolarEdge is a global leader in smart energy technology. By leveraging world-class engineering capabilities and with a relentless focus on innovation, SolarEdge creates smart energy solutions that power our lives and drive future progress.

SolarEdge developed an intelligent inverter solution that changed the way power is harvested and managed in photovoltaic (PV) systems. The SolarEdge DC optimized inverter maximizes power generation while lowering the cost of energy produced by the PV system.

Continuing to advance smart energy, SolarEdge addresses a broad range of energy market segments through its PV, storage, EV charging, UPS, and grid services solutions.

solaredge.com

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