Option 1

#### Your logo here

# **ENPHASE**

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- Meet the Enphase Energy System
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- Getting started

#### Additional resources:

- Data sheets and installation guides
- Brand, messaging, and product photography
- EIN advantage



# Power by People





# Enphase Energy

Enphase Energy is the leading supplier of microinverter-based solar and battery systems that enable people to make, use, save, and even sell their own power—and control it all with a smart mobile app.

This is the new energy future we've been waiting for.





### Acommitment to excellence

Since 2006, Enphase Energy has worked to revolutionize how solar power is made, used, saved, and sold by providing homeowners with home energy systems.

Unparalleled innovation

8

generations of microinverters

patents issued<sup>1</sup>

Market leadership

50% +

inverter market share in the U.S.<sup>1</sup>

systems deployed<sup>1</sup>

#### Dedication to customers

25-year

24/7

industry-leading microinverter limited warranty

customer support

 $^{1}$ All figures as of 9/30/2021



### 300 +

### 22 + million

hours of testing each year<sup>1</sup>

### 1.7 million

### 39 million

microinverters shipped<sup>1</sup>

### <1 minute

customer wait time

<sup>1</sup>All figures as of 9/30/2021

## The Enphase Energy System

It's a new day for solar power



# The smart, all-in-one home energy system

#### Enphase App

Always know how much power you're making, using, and saving in real time, and over time, with the Enphase app.

Use the IQ Load Controller feature to manage essential appliances during an outage.

#### Enphase IQ Microinverters

The genius of Enphase IQ Microinverters is how they connect to each solar panel on the roof but work independently. If one panel fails, the entire system keeps working.

#### Enphase IQ Battery

Store solar power to use anytime—at night or during peak hours to reduce energy bills, or when there's an outage and utility power is unavailable.

Enphase IQ Battery



#### Enphase IQ Microinverters

Enphase App

#### Scan for more



Design a system that's right for you	Solar Only	Sunlight Backup*	Home Essentials Backup	Full Energy Independence
Save money on my monthly utility bills	•			
Reduce my carbon footprint	•			
Manage my system's performance live, and over time, on a mobile app	•			
Power basic appliances during an outage (phones, lights, fans or a fridge)		With sunlight	Day and night	Day and night
Seamlessly integrate an AC standby generator during an outage				
Manage appliances during an outage (shed air conditioner, EV charger, heat pump, washer/ dryer, etc.)				•
Participate in grid services programs to make money (where available)				
Power my whole home during an extended outage and eliminate my energy bills				

\* Requires essential loads panel and 2 IQ Load Controllers \*\* The Enphase IQ Load Controller is highly recommended

to shed all power-hungry appliances during outages.



Enphase system components

Enphase App IQ8 Microinverters IQ Combiner 4/4C 4C

- Enphase App IQ8 Microinverters IQ Combiner 4/4C IQ System Controller 2 Essential loads solution\*
- Enphase App
- IQ8 Microinverters
- IQ Combiner 4/4C
- IQ System Controller 2
- IQ Battery 3/3T
- IQ Load Controller\*\*
- Enphase App
- IQ8 Microinverters
- IQ Combiner 4/4C
- IQ System Controller 2
- IQ Battery 3/3T+10/10T
- IQ Load Controller\*\*

The Enphase Energy System

Solar, battery, and software designed to worktogetherasan all-in-one energy system to power homes and small businesses.

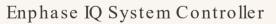




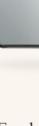
Enphase App

Apowerful companion for your entire system: see all your energy data in a single app, both in realtime and as it fluctuates over time.





Connects the home to the grid, batteries, and solar panels, automatically detecting and seamlessly transitioning from grid power to backup power.



system.





Enphase IO8 Microinverter

Microgrid-forming technology provides Sunlight Backup during outages, and IQ8's super-fast response times remove Enphase battery sizing limitations.



Enphase IQ Battery

Stores your solar power to use anytime—at night, during peak hours to reduce energy bills, or when there's an outage and utility power is unavailable.





A communications gateway that enables monitoring and switching between make, use, save, or sell modes for your home energy



#### Enphase IQ Load Controller

Turns off power to nonessential appliances in the event of an outage and directs battery power to where it's needed most.

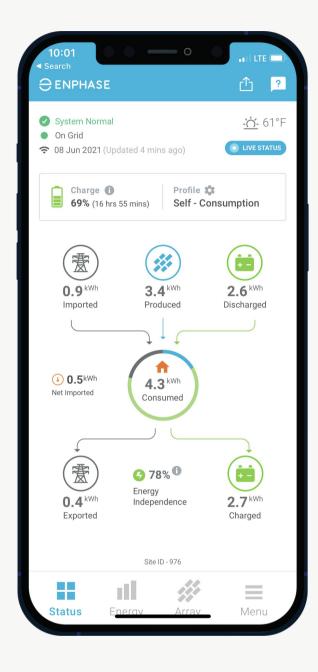


# The Enphase App

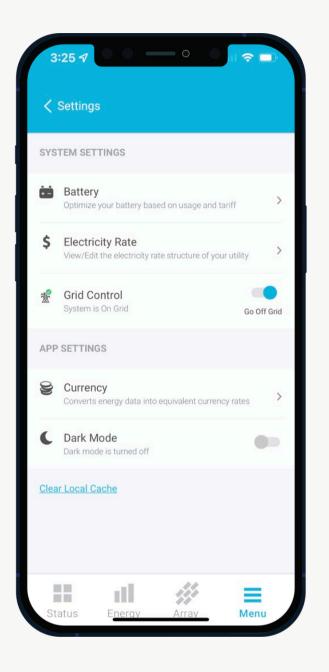
#### The power of the sun at your fingertips

Scan for more

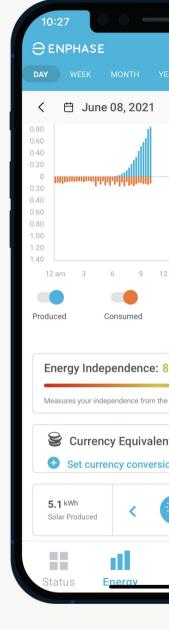




Know your energy system vitals in real-time.



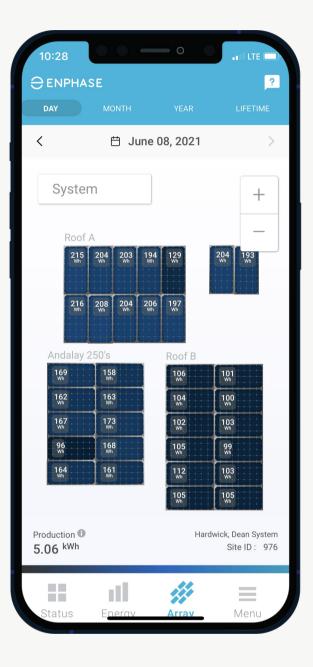
Seamlessly disconnect your home from the utility grid at the tap of a button.



View your energy production and consumption over time.



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Imported/ Exported	Battery
0%	0
utility grid	
ıt	0
on factor	
51 Hour 100w Bulb	
Arrav	Menu



Get data from each solar panel by day, month, year, or enter a custom range.



Choose which appliances to back up and prioritize in the event of an outage.



Contact customer support and troubleshoot your system directly in the Enphase App.



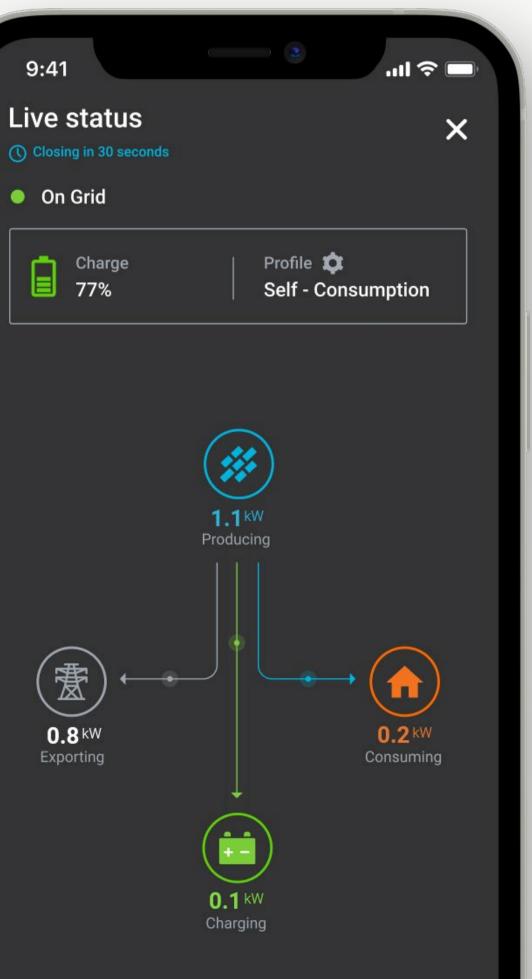
Get alerts about extreme weather events so you can prepare the home to stay powered during an outage.

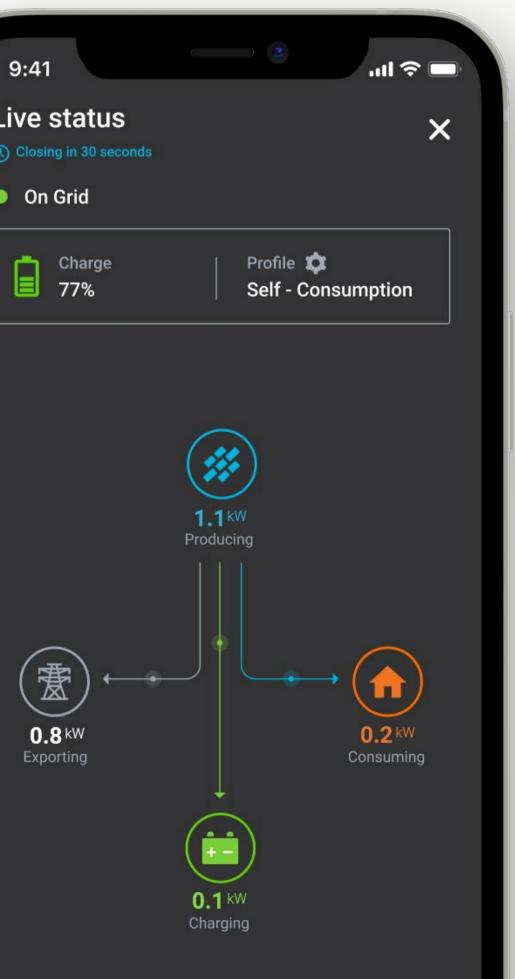


Sell surplus electricity back to your utility provider for cash or credit on your bill.\*



Smart settings automatically optimize backup power, energy savings, or both.



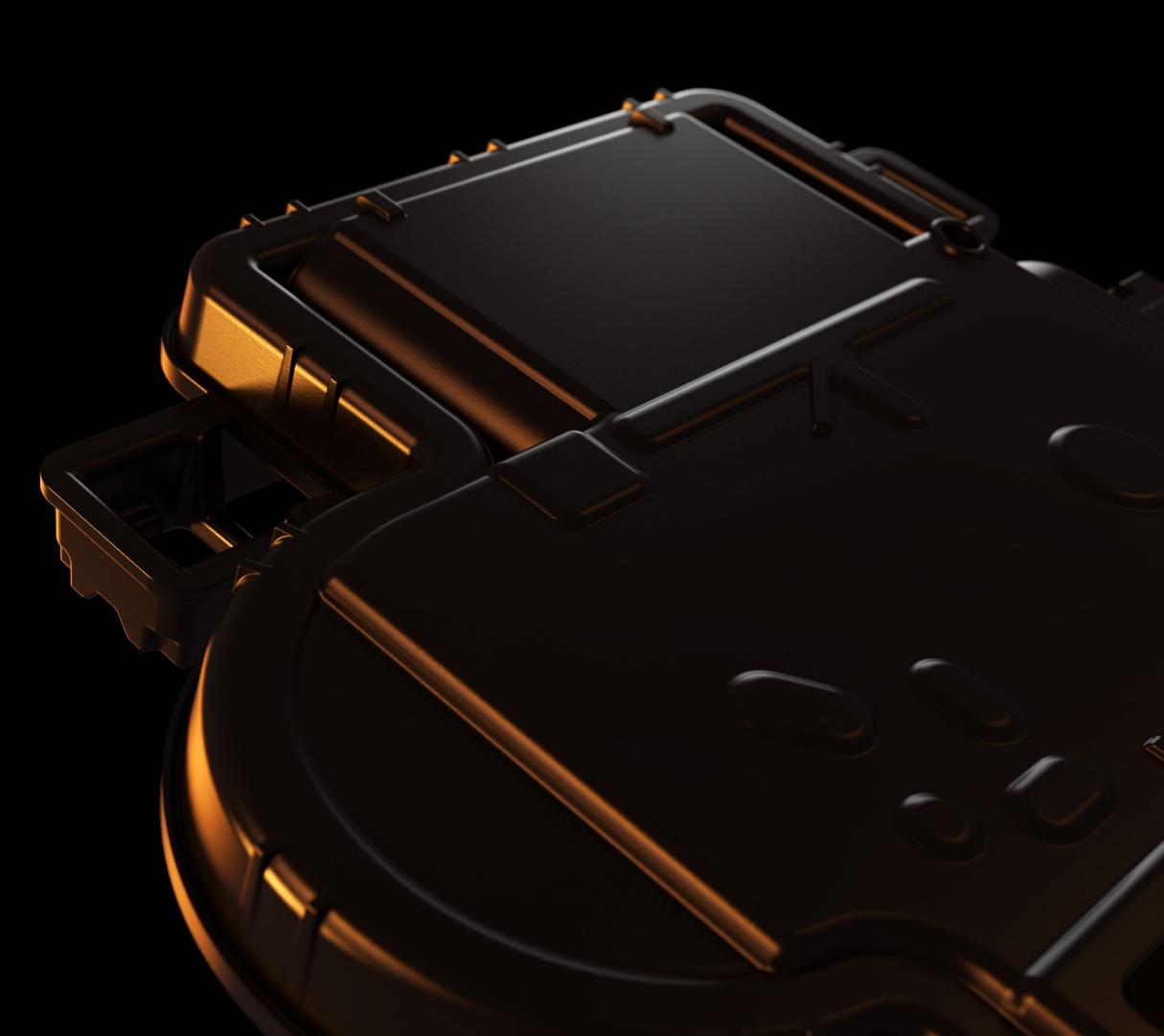


\* Available in select locations.



## The IQ8 Microinverter

Its IQ is off the charts





### Seamless switching on or off grid.

IQ8, our most powerful software-defined microinverter ever, is powered by a proprietary, intelligent chip, that makes switching between on or off grid virtually seamless.

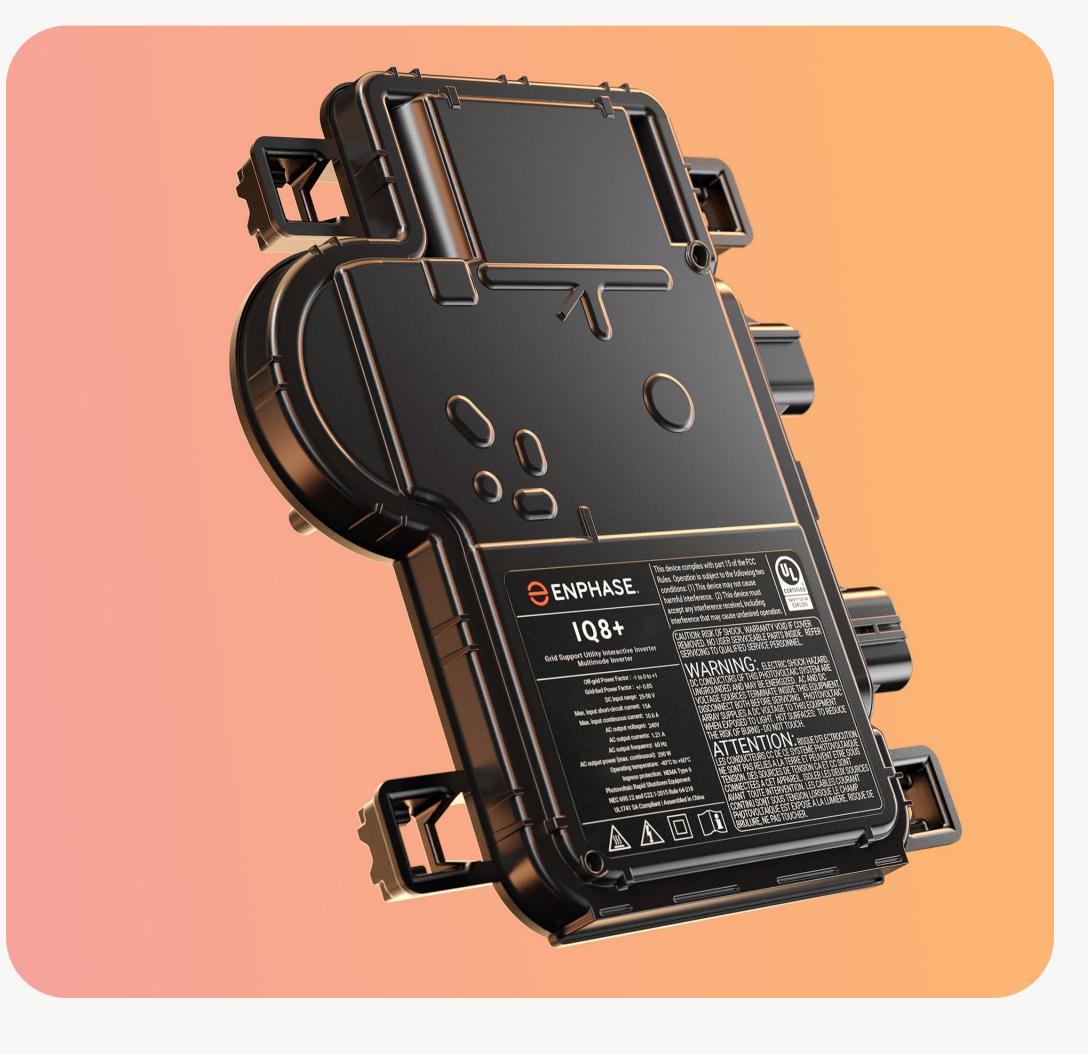
#### Sunlight Backup an industry first.

With IQ8, power essential appliances—lights, fans, and phones during daytime outages, even without a home battery.

More power to your home.

In an outage, other energy systems limit the amount of energy you can produce based on battery capacity. With IQ8, produce as much solar energy as you can make, regardless of battery size, maximizing your investment in solar.

### 



### Future proof your investment.

With IQ8 at the core, Enphase Energy Systems are flexible and scalable. Start with an IQ8 solar-only system and add Enphase IQ Batteries and an IQ Load Controller as energy needs grow for resiliency.

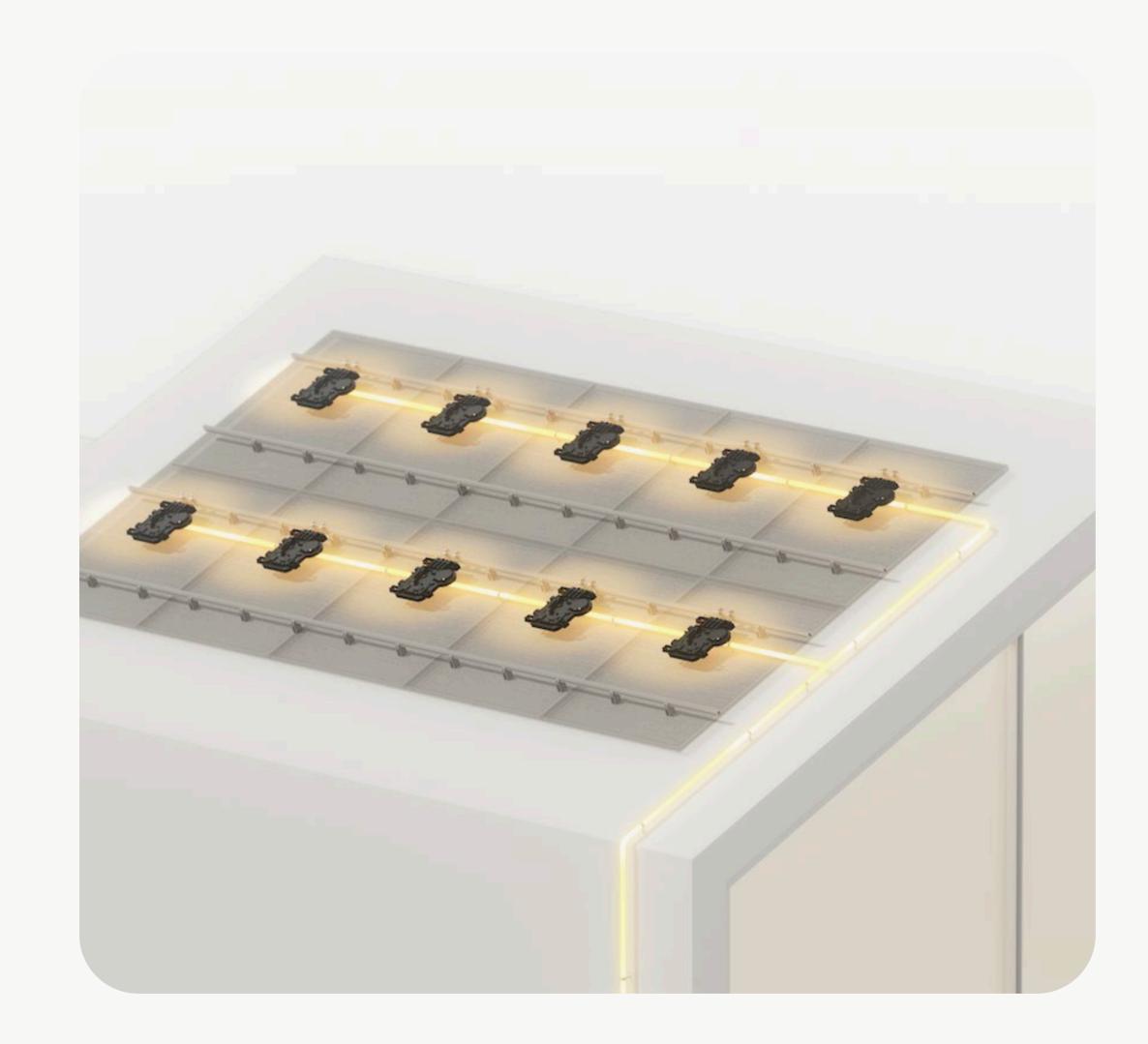
### More power per square foot.

Our highest-output microinverters ever, IQ8 packs more power into less space than other rooftop solar systems.

### Industry-leading limited warranty.

IQ8 microinverters are backed by an industry-leading 25-year limited warranty.

#### 



## IQ Microinverter advantages





# IQ Microinverter advantages

Enphase Energy's pioneering microinverter technology made rooftop solar more productive, reliable, smart, and safe when it was introduced 15 years ago. Today, more than 1.7 million homes across 130 countries rely on 39 million Enphase microinverters—and counting—to gain access to solar energy.

Microinverter vs. string inverter	
8	Enphase (Micro)
Continuous power during a daytime outage	Yes, with IQ8
Single point of failure	No
Limited warranty	25 years
Rapid Shutdown compliance	No additional equipment needed
Module-level monitoring	Yes
Design flexibility	High
Electricalsafety	Safer AC on the roof
Modular	Yes



Others (String)	Why Enphase
No	With IQ8, power essential appliances—lights, fans, and phones—during daytime outages, even without a home battery.
Yes	Independently functioning microinverters remove the single point of failure resulting in a more reliable solar system.
10-15 years	A longer limited warranty means a better customer experience.
Additional equipment needed	Enphase microinverters simplify safety by including built-in Rapid Shutdown capabilities.
No	Easily track production and quickly pinpoint issues with module-level monitoring.
Low	Maximize rooftop space and adapt to design challenges with microinverters.
High-voltage DC on the roof	We virtually eliminate the risk of an arc-fault fire on your roof by running only AC on the roof.
No	The modular microinverter design means you can quickly and easily expand your system as your needs grow.

# The IQ Battery

It shines when the sun sets





#### Designed for maximum safety.

By using lithium iron phosphate battery chemistry, Enphase puts safety first where it matters most—your home. Enphase IQ Battery operates at low-voltage DC power, avoiding the dangers that come with high-voltage DC power.

### Smart backup with or without the grid.

In the event of a grid outage, our Power Start<sup>TM</sup> technology can intelligently provide enough surge power to smoothly start power-hungry appliances.

### Reliable power you can use anytime.

Enphase batteries use multiple IQ8 microinverters—the same as used in our solar products—so your power keeps flowing.

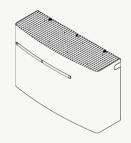
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## Perfect size, perfect fit.

IQ Batteries come in two capacities to provide the most flexibility when designing your storage needs—and each are available in two sizes to fit any space.



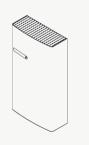


IQ Battery 3

3.36 kWh capacity 14.5"W x 26.2"H x 12.6"D

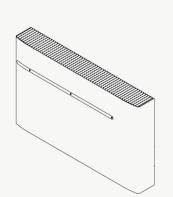


10 kWh capacity 42.1"W x 26.2"H x 12.6"D

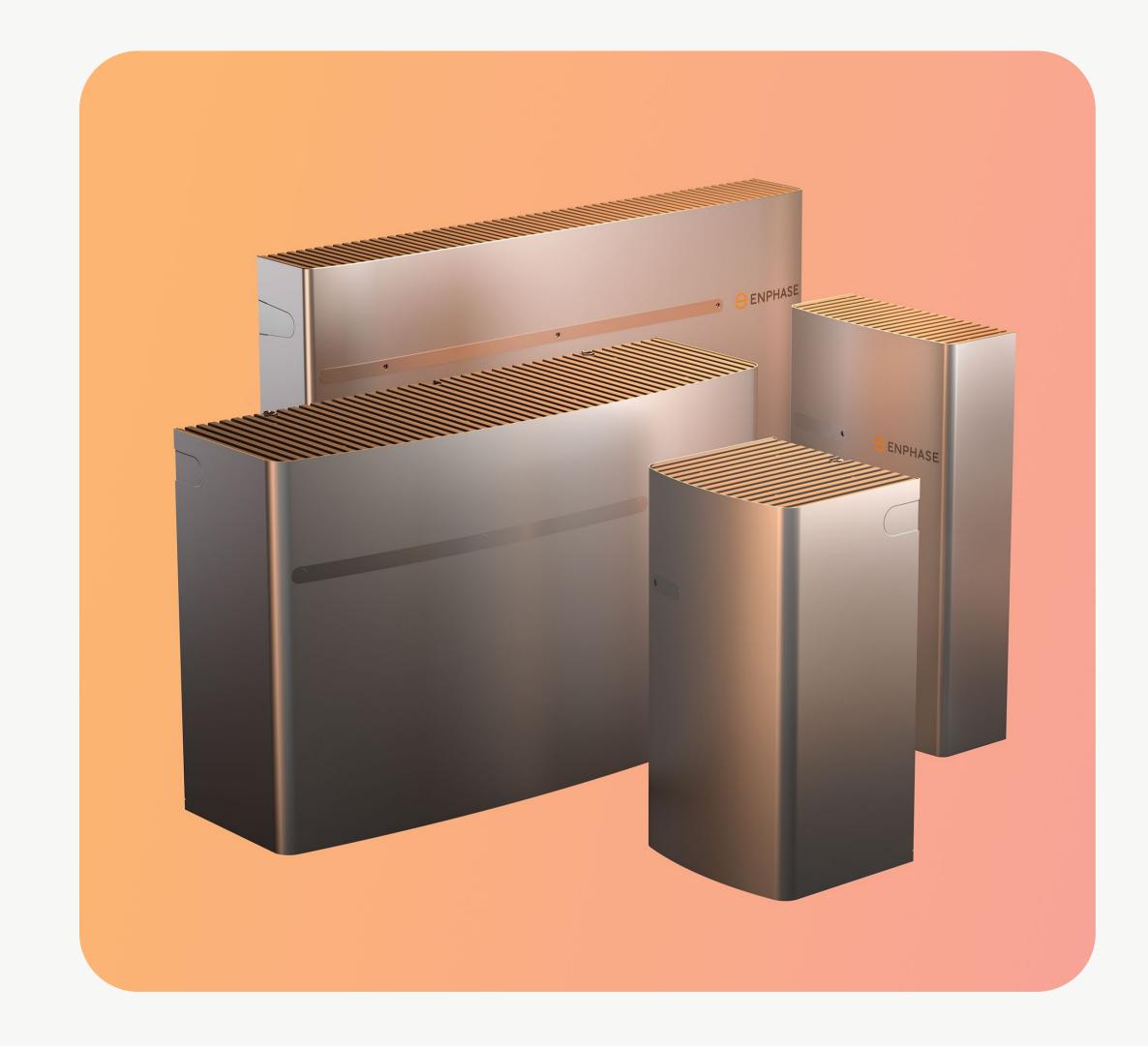


IQ Battery 3T

3.36 kWh capacity 16.9"W x 30.5"H x 7.4"D



IQ Battery 10 T 10 kWh capacity 50.5"W x 30.5"H x 7.4"D





## IQ Battery advantages





# IQ Battery advantages

The Enphase system is efficient, modular, and affordable—and it's making home battery backup more practical for more people than ever.

#### Enphase IQ Batteries vs. others

	Enphase	Others
All-in-one solar plus storage	Yes	No
Install any size solar and battery system	Yes	No
Modular battery capacity	Yes	Yes
Safer cobalt-free battery chemistry	Yes	Varies
Power Start <sup>TM</sup> technology	Yes	No
Weather alerts and battery prioritization	Yes	Varies
Load Control	Yes	Varies
AC generator support with no power interruptions	Yes	No



#### Why Enphase

Enphase unites inverter, battery, and monitoring—one company on a single software platform—creating the most versatile system in the industry.

With IQ8 microinverters on solar panels, there are no solar and battery ratio sizing restrictions.

Enphase's AC-coupled system allows you to start small, go big, or grow over time.

Enphase batteries use Lithium Iron Phosphate (LFP) battery chemistry to provide industry-leading safety and undergo the most rigorous industry testing and certification.

Advanced Power Start<sup>™</sup> technology lets you turn on power-sapping appliances smoothly, while reducing the risk of system crashes.

The Storm Guard feature alerts you to extreme weather events headed your way and automatically helps prepare your home to stay powered on during an outage.

Make your battery last longer in an outage by prioritizing and directing power to critical loads to manage how your home's energy is used.

Compatible with most leading AC home standby generators, functions without a generator automatic transfer switch, and eliminates the power glitches normally experienced when switching to generator power.

## IQ Load Controller



Put your power where you need it most







#### Extends battery life.

Extend how long your battery will last during an outage by prioritizing essential appliances.



#### Improves affordability.

Shed excess solar energy while off grid, eliminating restrictions on battery size for legacy microinverters and making batteries more affordable.





#### Directs power.

Manage your home's powerhungry appliances by automatically directing power to most essential loads.

9:41		3	all 🗢 🗖
< Lo	ad Control		
	power to your loads will be powered when		mode 🚯
	Well Pump () Smart Control Enabled		
	Grid Behaviour <b>ic Mode</b>	•	~
	Air Conditioner 🕑 Smart Control Enabled		•
	Grid Behaviour erator Mode	•	~
•0	Dishwasher ③ Smart Control Enabled		•
	Grid Behaviour t <b>ery Mode</b>	•	~
Status	Energy	Array	Menu

Choose from three load control modes for flexibility, or manually control loads from the Enphase App

#### Basic Mode

Appliances selected in the app will simply be turned off during an outage.

#### Generator Mode

Appliances will be turned off to conserve energy if generator isn't running.

#### Battery Mode

Appliances will turn on or off depending on the battery's charge level.

# Sunlight Jump Start\*

Sometimes even your backup needs a backup.





### Today, outages are more frequent, and often last longer.

Now, IQ8- based solar + battery systems include Sunlight Jump Start so your system starts when the sun shines even if the grid is out for days.



#### Here's how it works

In the energy industry, "black start" refers to the ability to energize or jump start an AC electrical grid during black out conditions.

Historically, solar battery backup systems have relied on the battery to initiate backup power to the home. However, if your battery backup system is fully depleted due to a prolonged grid outage, like during a storm, the battery will not be able to restart the system, even when the sun returns.

#### Delivering peace of mind

Sunlight Jump Start—available only with IQ8—solves this problem for the first time as the solar microinverter can energize the home from sunlight and jump start the system, even after the batteries are depleted. With other systems it requires visits by an installer to manually restart the system when the grid is down.

So, when the sun comes out, your IQ8-powered system will restart, recharge the batteries, and power the home just as you would expect. Sunlight Jump Start with IQ8 Microinverters

### Why it's a must for every Enphase energy system:



Future-proof solar-only systems

Even if you are starting with a solar-only system, the incremental investment now in a IQ8 microinverter-enabled system ensures that when you add batteries your system will always be available, even during extended outages.



Maximize resiliency

For systems with home batteries, help ensure your system can restart, after you batteries have fully depleted.



Minimalinvestment

Sunlight Jump Start is integrated into every IQ8 microinverter, resulting in a minimal investment to provide you with peace of mind and maximum resiliency.



Why should I invest in IQ8 Microinverters if I am building a solaronly system?

- Use higher output panels and increase maximum continuous power.
- 2. Overall system will react to grid events quicker with a faster custom ASIC chip.
- 3. Even more reliability as IQ8 Microinverters reduce the total number of parts versus previous generation microinverters.
- 4. Future-proof your solar-only investment when you add battery backup later.

# Getting started





Design a system that's right for you	Solar Only	Sunlight Backup*	Home Essentials Backup	Full Energy Independence
Save money on my monthly utility bills	•		•	•
Reduce my carbon footprint	•			
Manage my system's performance live, and over time, on a mobile app	•		•	
Power basic appliances during an outage (phones, lights, fans or a fridge)		With sunlight	Day and night	Day and night
Seamlessly integrate an AC standby generator during an outage			•	
Manage appliances during an outage (shed air conditioner, EV charger, heat pump, washer/ dryer, etc.)				
Participate in net metering and grid service programs to make money (where available)				
Power my whole home during an extended outage and eliminate my energy bills				

\* Requires essential loads panel and 2 IQ Load Controllers \*\* The Enphase IQ Load Controller is highly recommended

to shed all power-hungry appliances during outages.



Enphase system components

Enphase App IQ8 Microinverters IQ Combiner 4/4C 4C

- Enphase App IQ8 Microinverters IQ Combiner 4/4C IQ System Controller 2 Essential loads solution\*
- Enphase App
- IQ8 Microinverters
- IQ Combiner 4/4C
- IQ System Controller 2
- IQ Battery 3/3T
- IQ Load Controller\*\*
- Enphase App
- IQ8 Microinverters
- IQ Combiner 4/4C
- IQ System Controller 2
- IQ Battery 3/3T+10/10T
- IQ Load Controller\*\*

### Enphase Energy Systems are more affordable than ever with multiple financing options available.



Buy a 10 kWh battery and a 5-year warranty extension for up to 15 years of limited warranty coverage.



Pay zero interest with no payments for a year or select a 15-year financing option.



Ask your solar installer to help you choose the best financing option for your budget.



Contact your existing financing partner for details.



#### Sunlight Financial

Mosaic

Goodleap

Sunnova

# EIN advantage

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## Why choose a Platinum Enphase Installer for your solar project?

Members of the Enphase Installer Network are part of a collective of certified installers who have met a series of qualifying criteria and have completed rigorous training on Enphase products. Enphase considers EIN installers to be the best suited to handle your Enphase Energy System installation.

With a Platinum Enphase Installer, you can trust you're getting an installer with the highest customer satisfaction rating and level of expertise.

#### The Platinum difference

We meet Enphase's rigorous entry criteria based on proven years of experience, homeowner satisfaction and training certification.





We have over 4 years of experience selling and installing Enphase products.

We make a conscious choice of quality over volume of installations

We have access to the software and support required for the highest standard of installation accuracy.

# Why choose a Gold Enphase Installer for your solar project?

Members of the Enphase Installer Network are part of a collective of certified Enphase Energy installers who have met a series of qualifying criteria and have completed rigorous training on Enphase products. Enphase considers EIN installers to be the best suited to handle your home energy system installation.

With a Gold Enphase Installer, you can trust you're getting an installer with a high customer satisfaction rating and level of expertise.

#### The Gold difference

We meet Enphase's Energy rigorous entry criteria based on proven years of experience, homeowner satisfaction and training.





We have over 2 years of experience selling and installing Enphase products. We have access to the software and support required for the highest standard of installation accuracy. We make a conscious choice of quality over volume of installations.

## Thank you.

