



solar**edge**

SolarEdge Technologies

Nasdaq | SEDG

6.6 MW, Gound mount, Windach, Germany
Installed by Feneco

Safe Harbor

Use of Forward-Looking Statements and Non-GAAP Measures

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements include information, among other things, concerning: our possible or assumed future results of operations; future demands for solar energy solutions; business strategies; technology developments; financing and investment plans; dividend policy; competitive position; industry and regulatory environment; general economic conditions; potential growth opportunities; cancellations and pushouts of existing backlog; installation rates; and the effects of competition. These forward-looking statements are often characterized by the use of words such as “anticipate,” “believe,” “could,” “seek,” “estimate,” “expect,” “intend,” “may,” “plan,” “potential,” “predict,” “project,” “should,” “will,” “would” or similar expressions and the negative or plural of those terms and other like terminology.

Forward-looking statements are only predictions based on our current expectations and are inherently subject to risks and uncertainties. They should not be considered guarantees of future results, which could differ materially from the results set forth in, contemplated by, or underlying this presentation. Forward-looking and other statements regarding our sustainability efforts and aspirations are not an indication that these statements are necessarily material to investors or requiring disclosure in our filing with the Securities and Exchange Commission (“SEC”). In addition, historical, current and forward-looking sustainability-related statements may be based on standards for measuring progress that are still developing, internal controls and processes that continue to evolve and assumptions that are subject to change in the future, including future rule-making.

Factors that could cause actual results to differ materially from our expectations include: future demand for renewable energy including solar energy solutions; our ability to forecast demand for our products accurately and to match production to such demand as well as our customers’ ability to forecast demand based on inventory levels; macroeconomic conditions in our domestic and international markets, as well as inflation concerns, rising interest rates, and recessionary concerns; changes, elimination or expiration of government subsidies and economic incentives for on-grid solar energy applications; changes in the U.S. trade environment; federal, state, and local regulations governing the electric utility industry with respect to solar energy; changes in tax laws, tax treaties, and regulations or the interpretation of them, including the Inflation Reduction Act; the retail price of electricity derived from the utility grid or alternative energy sources; interest rates and supply of capital in the global financial markets in general and in the solar market specifically; competition, including introductions of power optimizer, inverter and solar photovoltaic system monitoring products by our competitors; developments in alternative technologies or improvements in distributed solar energy generation; historic cyclicalities of the solar industry and periodic downturns; product quality or performance problems in our products; shortages, delays, price changes, or cessation of operations or production affecting our suppliers of key components; our dependence upon a small number of outside contract manufacturers and limited or single source suppliers; capacity constraints, delivery schedules, manufacturing yields, and costs of our contract manufacturers and availability of components; delays, disruptions, and quality control problems in manufacturing; existing and future responses to and effects of pandemics, epidemics, or other health crises; disruption in our global supply chain and rising prices of oil and raw materials as a result of various conflicts; our customers’ financial stability and our ability to retain customers; our ability to retain key personnel and attract additional qualified personnel; performance of distributors and large installers in selling our products; our ability to manage effectively the growth of our organization and expansion into new markets and integration of acquired businesses; our ability to recognize expected benefits from restructuring plans; disruption to our business operations due to the evolving state of war in Israel and political conditions related to the Israeli government's plans to significantly reduce the Israeli Supreme Court's judicial oversight; consolidation in the solar industry among our customers and distributors; cyber incidents; and other matters discussed in the section entitled “Risk Factors” of our Annual Report on Form 10-K for the year ended December 31, 2022, filed on February 22, 2023 and our quarterly reports filed on Form 10-Q, Current Reports on Form 8-K and other reports filed with the SEC. All information set forth in this presentation is as of February 20, 2024. The Company undertakes no duty or obligation to update any forward-looking statements contained in this presentation, whether as a result of new information, future events or changes in its expectations or otherwise, except as may be required by applicable law, regulation or other competent legal authority.

Included in this presentation are certain financial measures that are not calculated in accordance with U.S. generally accepted accounting principles (“GAAP”) that are designed to supplement, and not substitute, SolarEdge's financial information presented in accordance with GAAP. These measures include but are not limited to non-GAAP revenues, non-GAAP gross margin, non-GAAP operating expenses, including as percentage of revenues, non-GAAP net income and non-GAAP net earnings per share. The non-GAAP measures, as defined by SolarEdge, may not be comparable to similar non-GAAP measures presented by other companies. The Non-GAAP measures are presented in this presentation because we believe that they provide investors with a means of evaluating and understanding how SolarEdge's management evaluates the company's operating performance. The presentation of such measures, which may include adjustments to exclude non-recurring items, should not be construed as an inference of SolarEdge's future results, cash flows, or leverage will be unaffected by other non-recurring items. Refer to Appendix A for reconciliation of these non-GAAP measures to the most comparable GAAP measures.

Key Metrics

Q4/2023

73.7K

Inverters Shipped

2.2M

Power Optimizers
Shipped

132.9MW/h

Batteries Capacity Shipped

0.9GW

Systems Shipped

\$316.0M

GAAP Revenues

Key Metrics 2023

1.0M

Inverters Shipped

17.4M

Power Optimizers
Shipped

744.3MW/h

Batteries Capacity Shipped

12.6GW

Systems Shipped

\$3.0B

GAAP Revenues

Fourth Quarter Financial Results

- GAAP revenues of \$316.0M
- Revenues from solar segment of \$282.4M
- Revenues from energy storage and “all other” segments of \$33.5M
- GAAP gross margin of (17.9%)
- Non-GAAP gross margin* of 3.3%
- Gross margin from sales of solar segment 4.0%
- Non-GAAP operating loss* of \$(107.8)M
- Operating loss from solar segment of \$(93.9)M
- GAAP net loss of \$(162.4)M
- Non-GAAP net loss* of \$(52.5)M
- GAAP net diluted loss per share of \$(2.85)
- Non-GAAP net diluted loss per share* of \$(0.92)
- Cash used in operations of \$(139.9)M
- Total cash and investments, net of debt, \$634.7M

* Non-GAAP financial measures; see reconciliation in Appendix

2023 Financial Results

- / GAAP revenue of \$3.0 billion
- / Revenue from solar segment of \$2.8 billion
- / Revenues from energy and “all other” segment of \$160.2 million
- / GAAP gross margin of 23.6%
- / Non-GAAP gross margin of 26.7%
- / Gross margin from solar segment 29.2%
- / Non-GAAP operating income* of \$290.0 million
- / Operating income of solar segment of \$364.5 million
- / GAAP net income of \$34.3 million
- / Non-GAAP net income of \$248.4 million
- / GAAP net diluted earnings per share of \$0.60
- / Non-GAAP net diluted earnings per share* of \$4.12
- / Cash used in operations of \$(180.1) million

* Non-GAAP financial measures; see reconciliation in Appendix

Quarterly GAAP Financial Results

USD in millions*	Q4 22	Q3 23	Q4 23
GAAP Revenues	890.7	725.3	316.0
GAAP Gross margin	29.3%	19.7%	(17.9%)
GAAP Operating expenses	266.2	159.5	181.2
GAAP Operating income (loss)	(5.2)	(16.7)	(237.6)
GAAP Net income (loss)	20.8	(61.2)	(162.4)
GAAP Net diluted income (loss) per share	0.36	(1.08)	(2.85)

* With the exception of gross margin and per share data

Annual GAAP Financial Results

USD in millions*	2021	2022	2023
GAAP Revenues	1,963.9	3,110.3	2,976.5
GAAP Gross margin	32.0%	27.2%	23.6%
GAAP Operating expenses	422.2	678.5	663.6
GAAP Operating income	207.1	166.1	40.2
GAAP Net income	169.2	93.8	34.3
GAAP Net diluted income per share	3.06	1.65	0.60

* With the exception of gross margin and per share data

Quarterly Non-GAAP Financial Results**

USD in millions*	Q4 22	Q3 23	Q4 23
Non-GAAP Revenues	890.5	725.1	315.8
Non-GAAP Gross margin	30.2%	20.8%	3.3%
Non-GAAP Operating expenses	119.0	128.0	118.3
Non-GAAP Operating income (loss)	149.6	23.1	(107.8)
Non-GAAP Net income (loss)	171.5	(31.0)	(52.5)
Non-GAAP Net diluted income (loss) per share	2.86	(0.55)	(0.92)

* With the exception of gross margin and per share data

** See Appendix for reconciliations to most comparable GAAP measures

Annual Non-GAAP Financial Results**

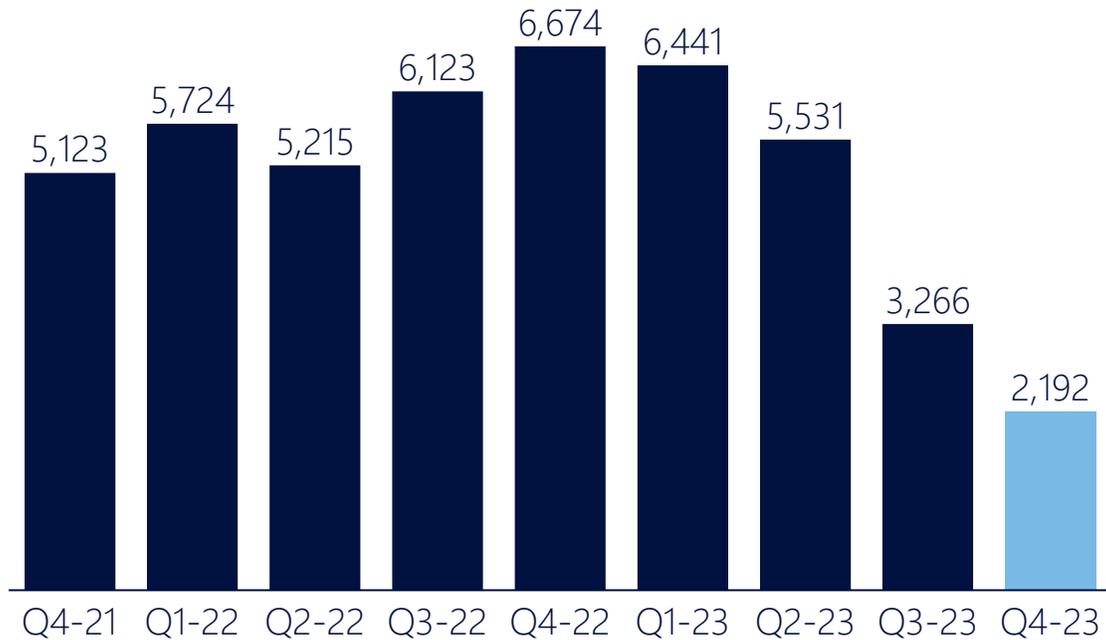
USD in millions*	2021	2022	2023
Non-GAAP Revenues	1,963.4	3,109.7	2,975.7
Non-GAAP Gross margin	33.5%	28.2%	26.7%
Non-GAAP Operating expenses	335.6	435.9	503.1
Non-GAAP Operating income	321.4	441.7	290.0
Non-GAAP Net income	272.9	351.2	248.4
Non-GAAP Net diluted income per share	4.81	5.95	4.12

* With the exception of gross margin and per share data

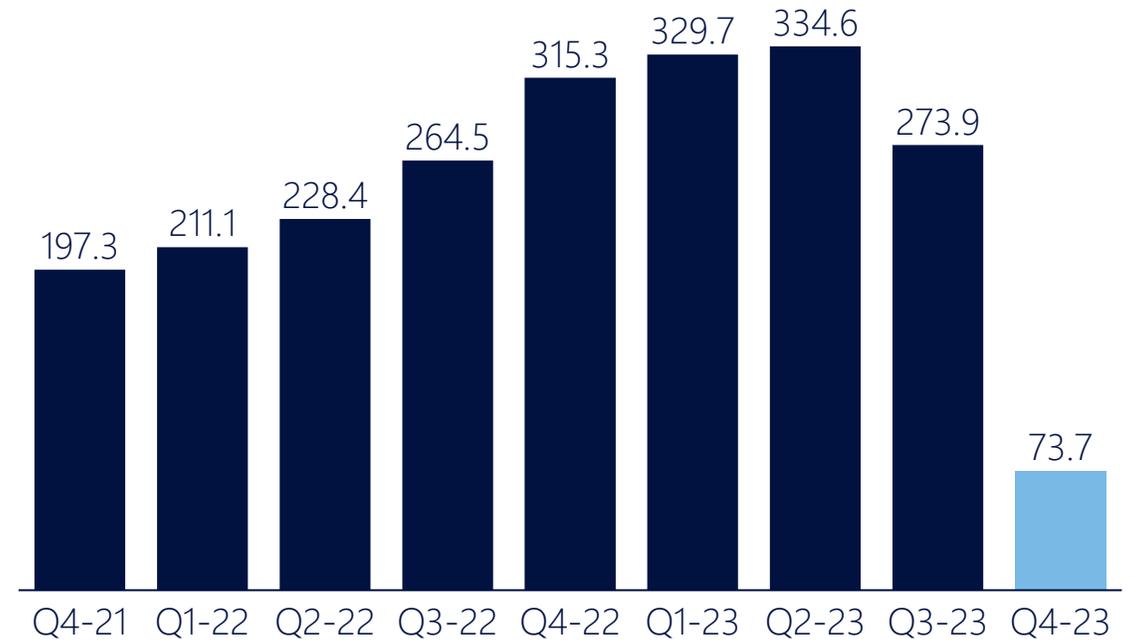
** See Appendix for reconciliations to most comparable GAAP measures

Units Shipped by Quarter

Power optimizers



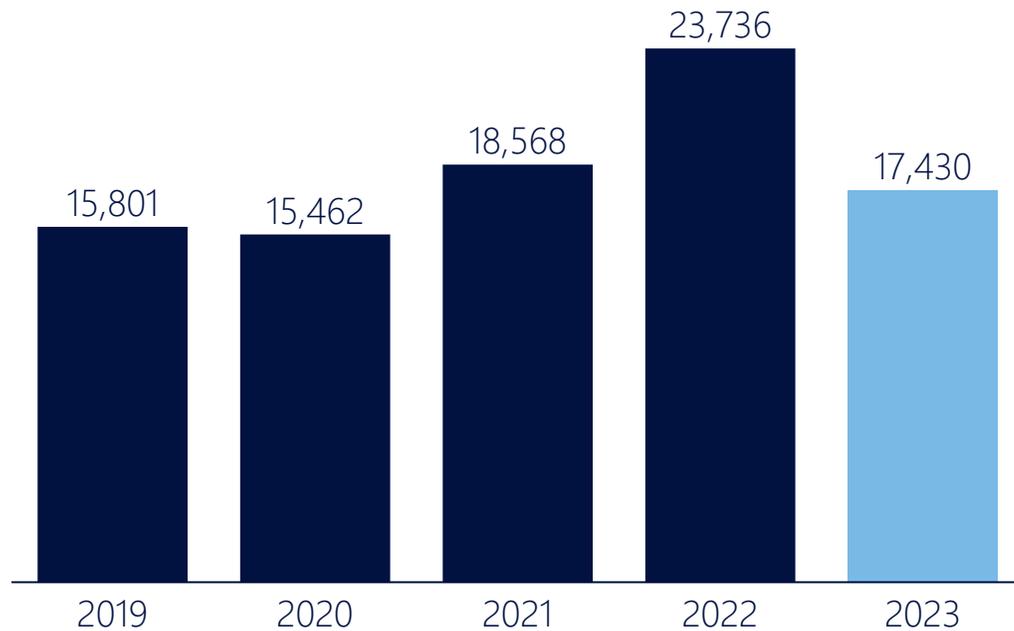
Inverters



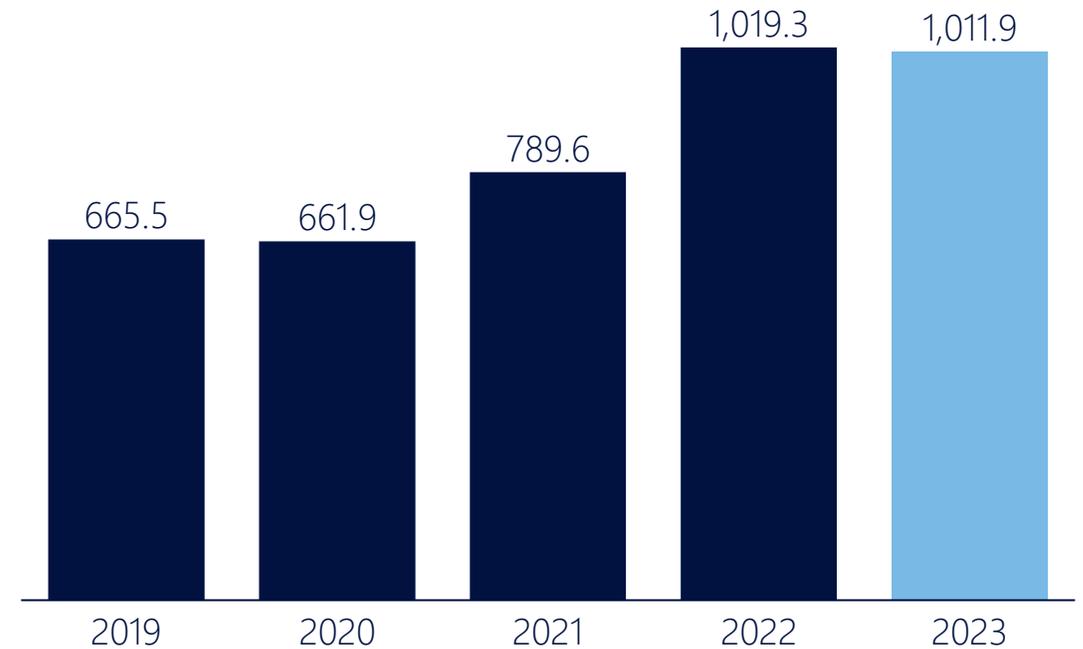
units in thousands

Annual Units Shipped

Power optimizers

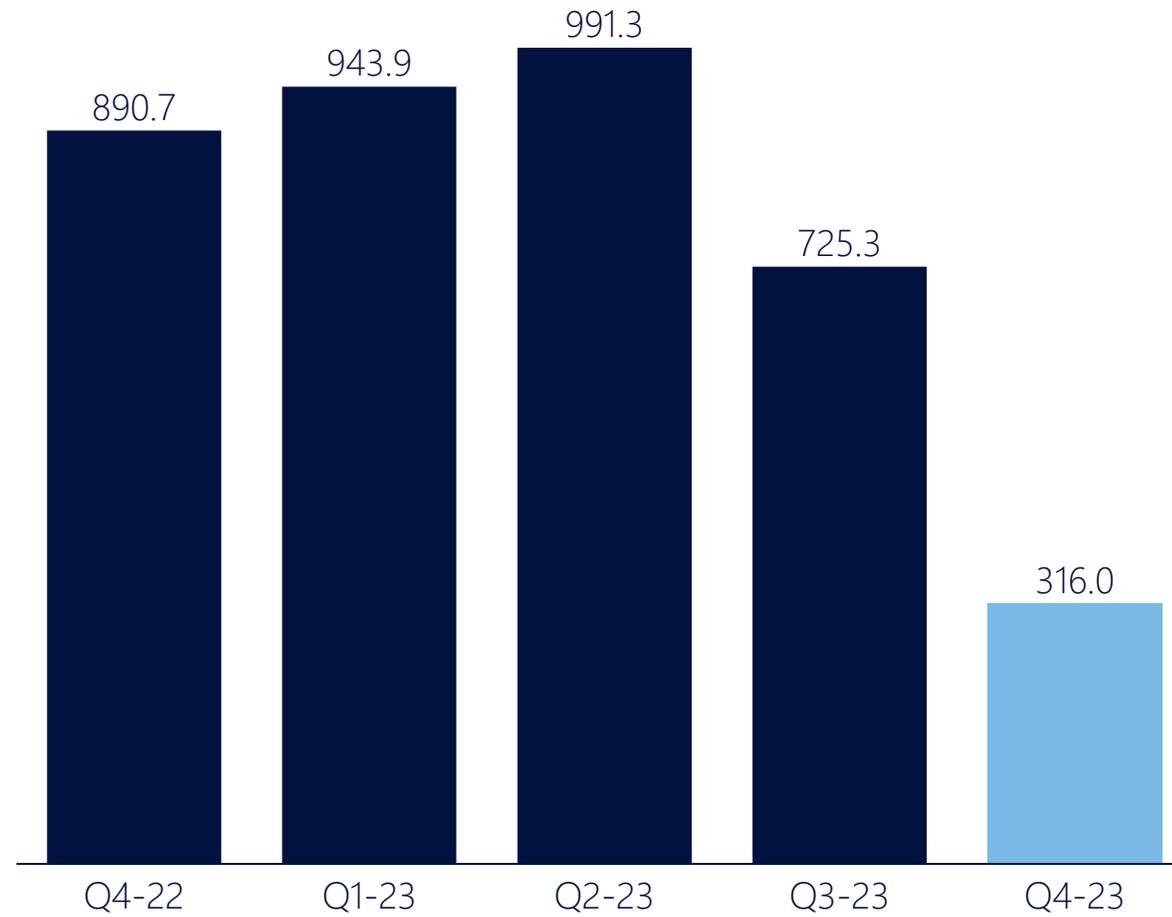


Inverters



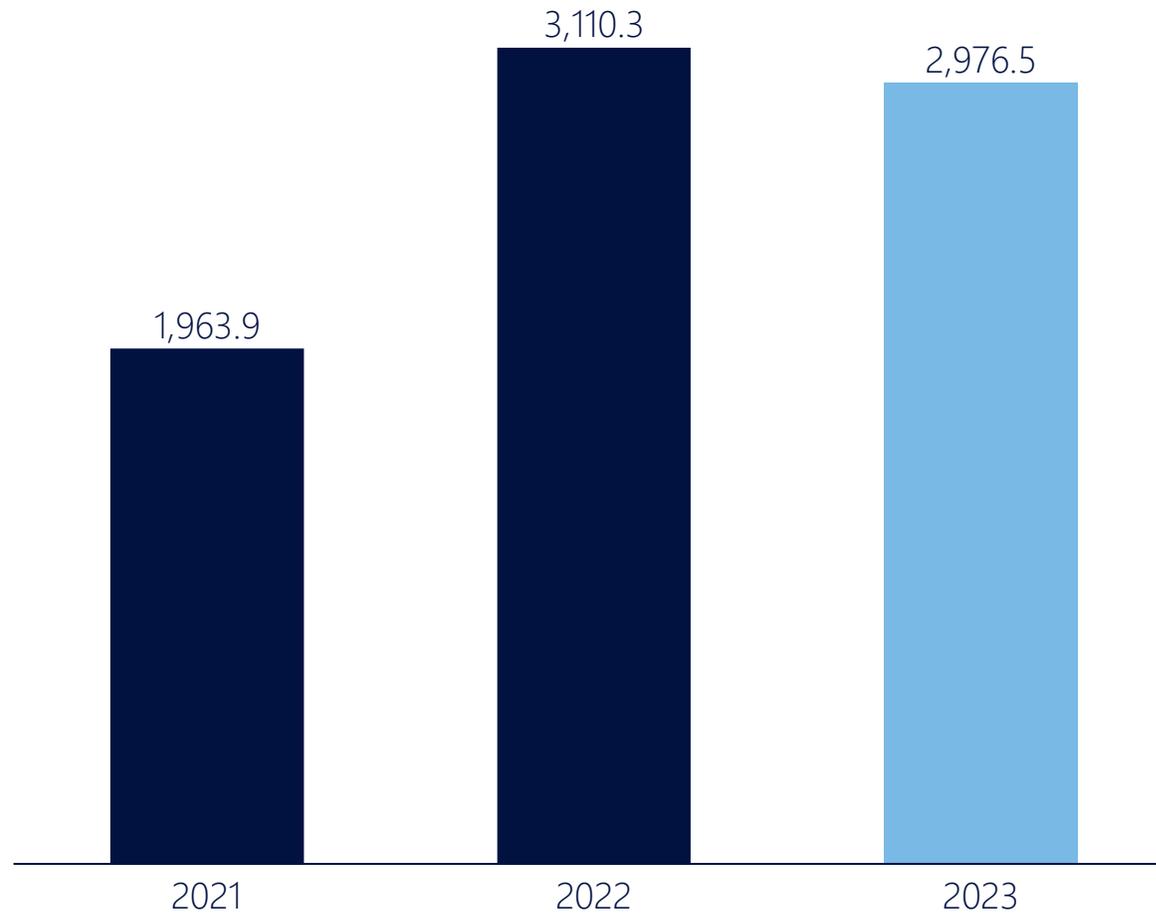
units in thousands

Quarterly GAAP Revenues



in USD millions

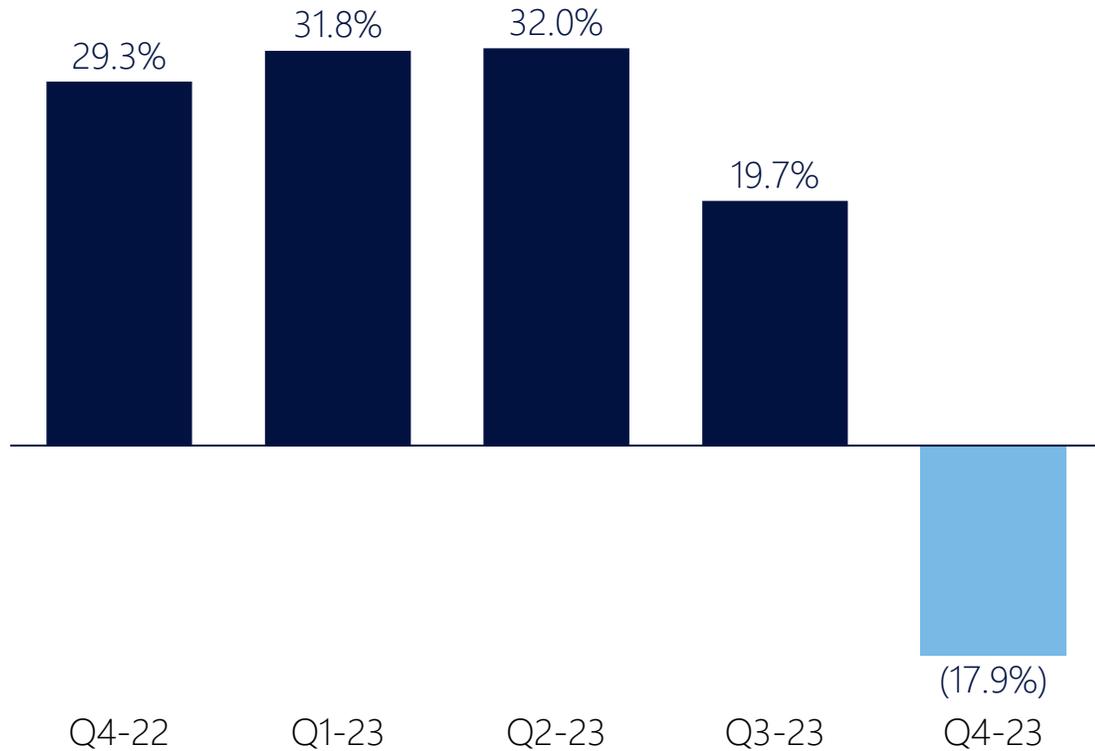
Annual GAAP Revenues



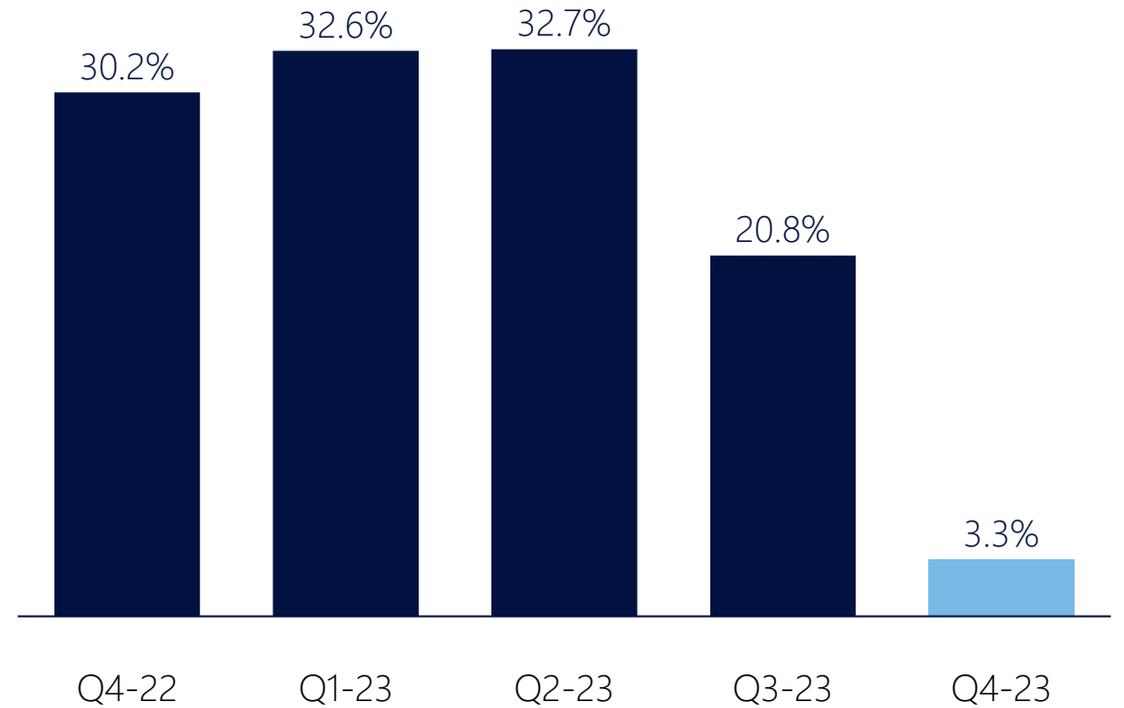
in USD millions

Gross Margin by Quarter

GAAP



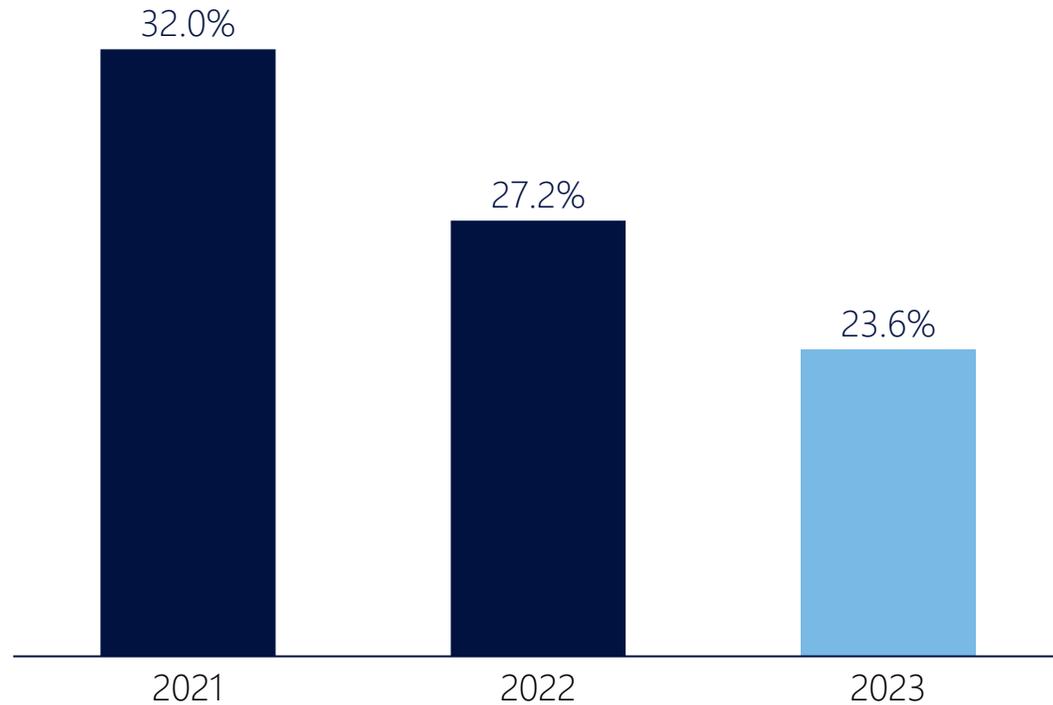
Non-GAAP*



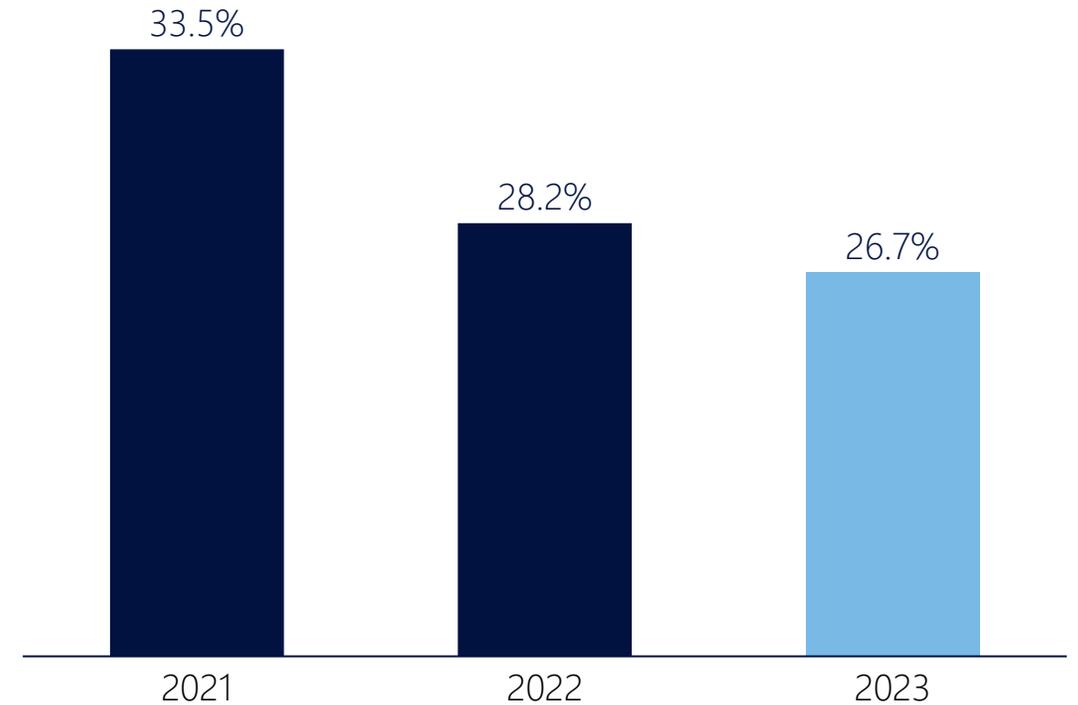
* Non-GAAP financial measures; see reconciliation in Appendix

Annual Gross Margin

GAAP

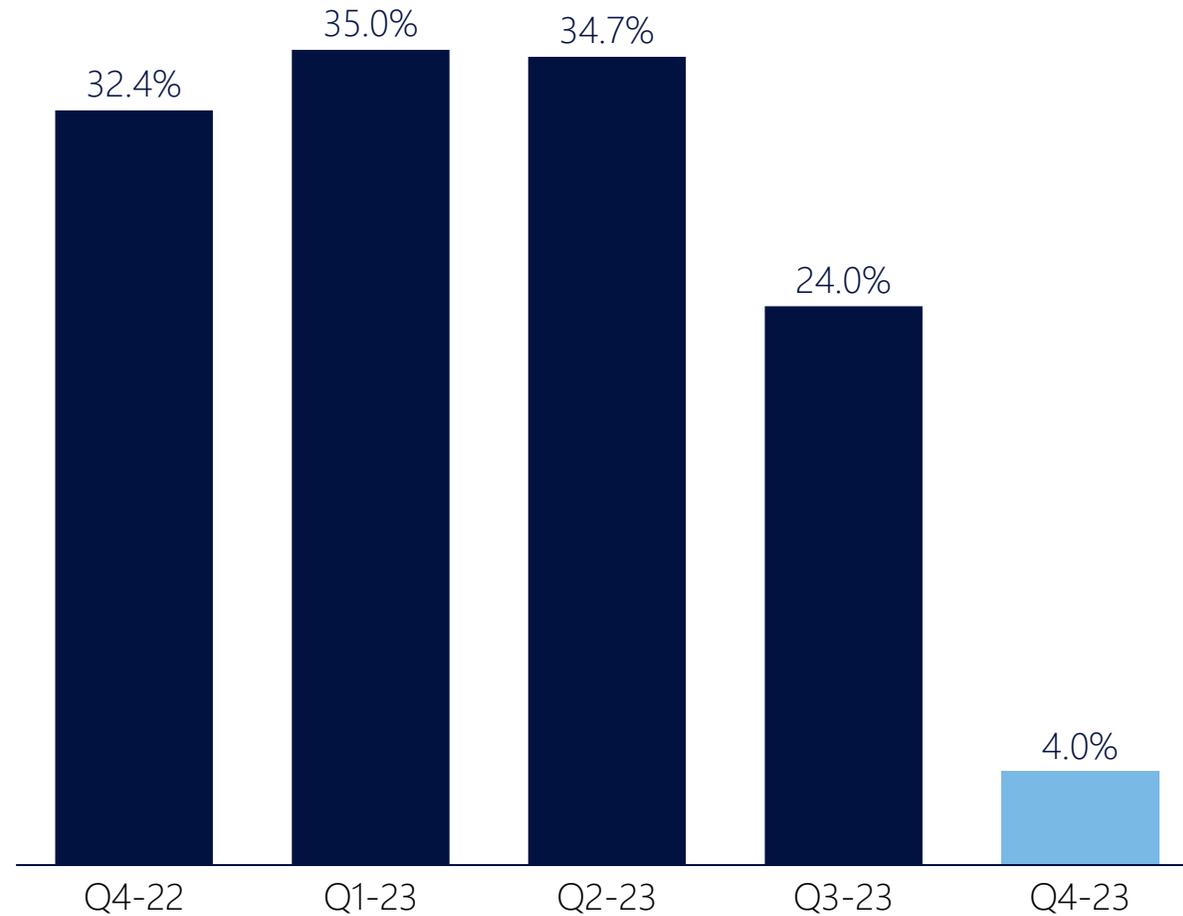


Non-GAAP*



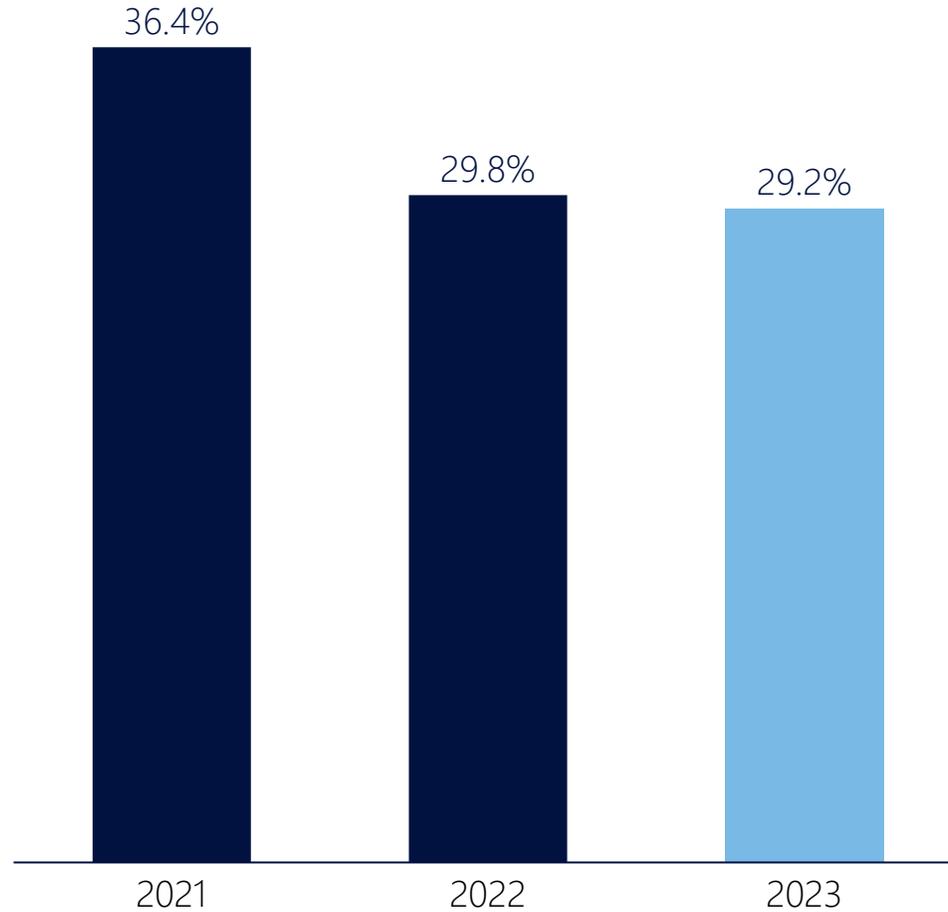
* Non-GAAP financial measures; see reconciliation in Appendix

Solar Segment Gross Margin by Quarter



% of Revenues

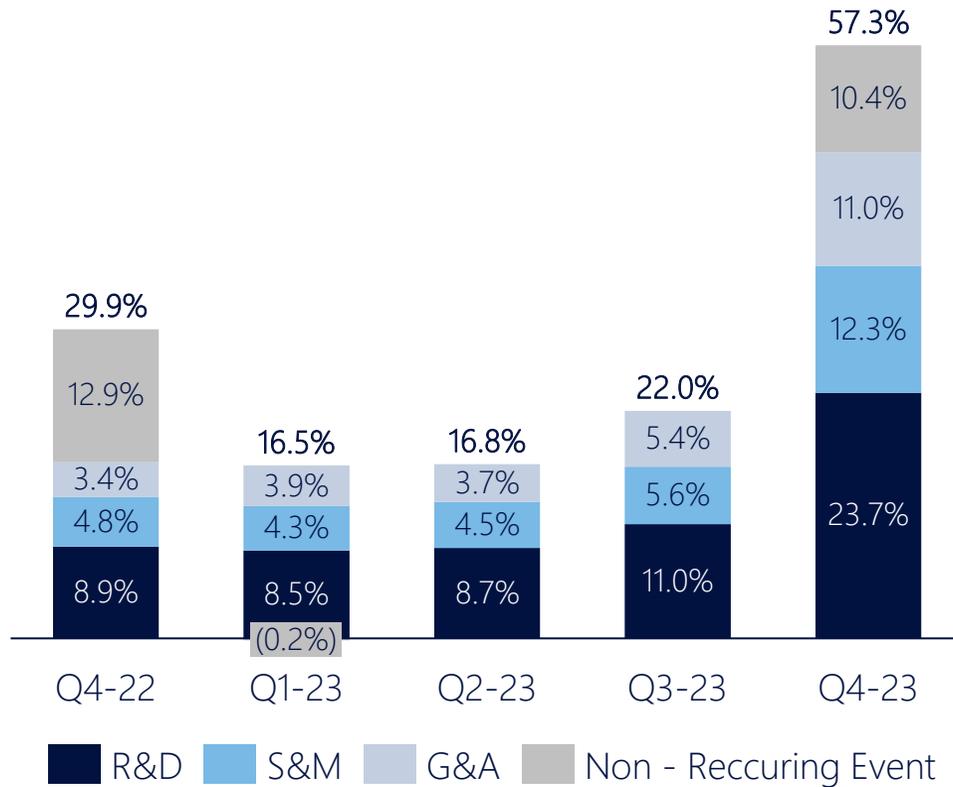
Annual Solar Segment Gross Margin



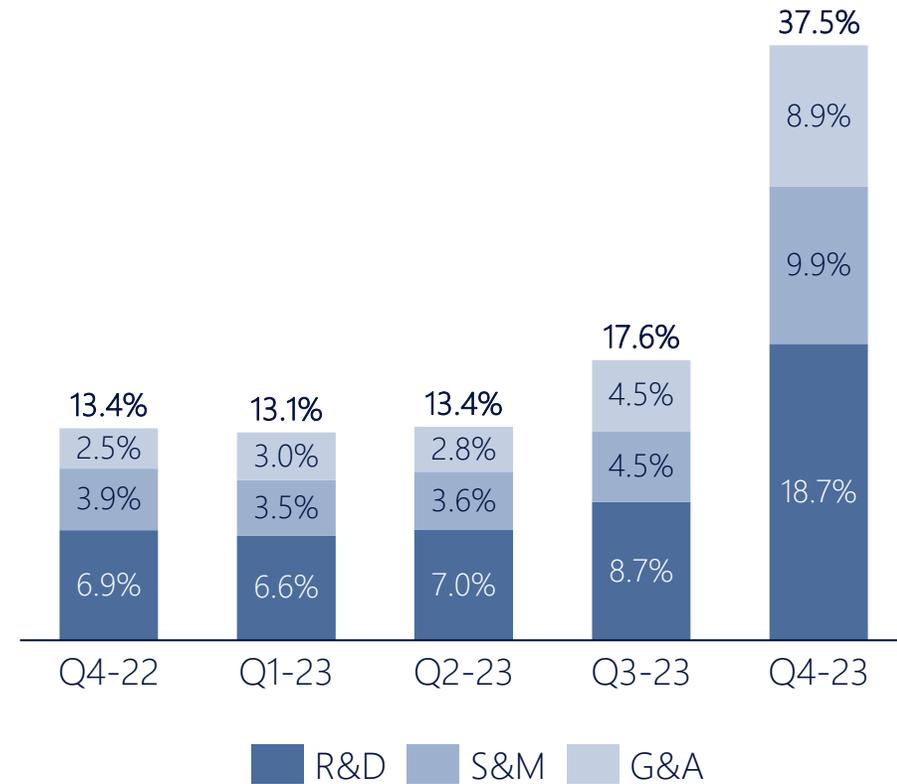
% of Revenues

Consolidated* Operating Expenses by Quarter

GAAP



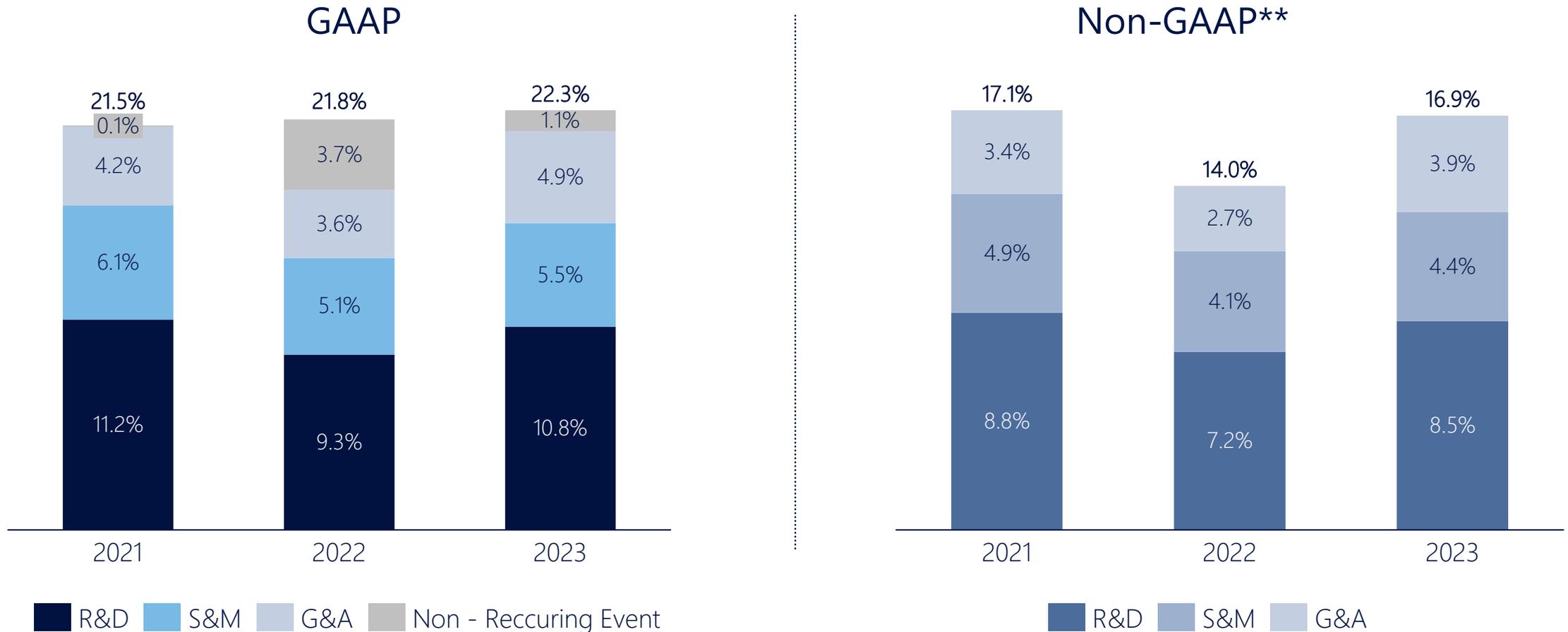
Non-GAAP**



* For purposes of this presentation, "consolidated" refers to solar, energy storage, and "all other" segments

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

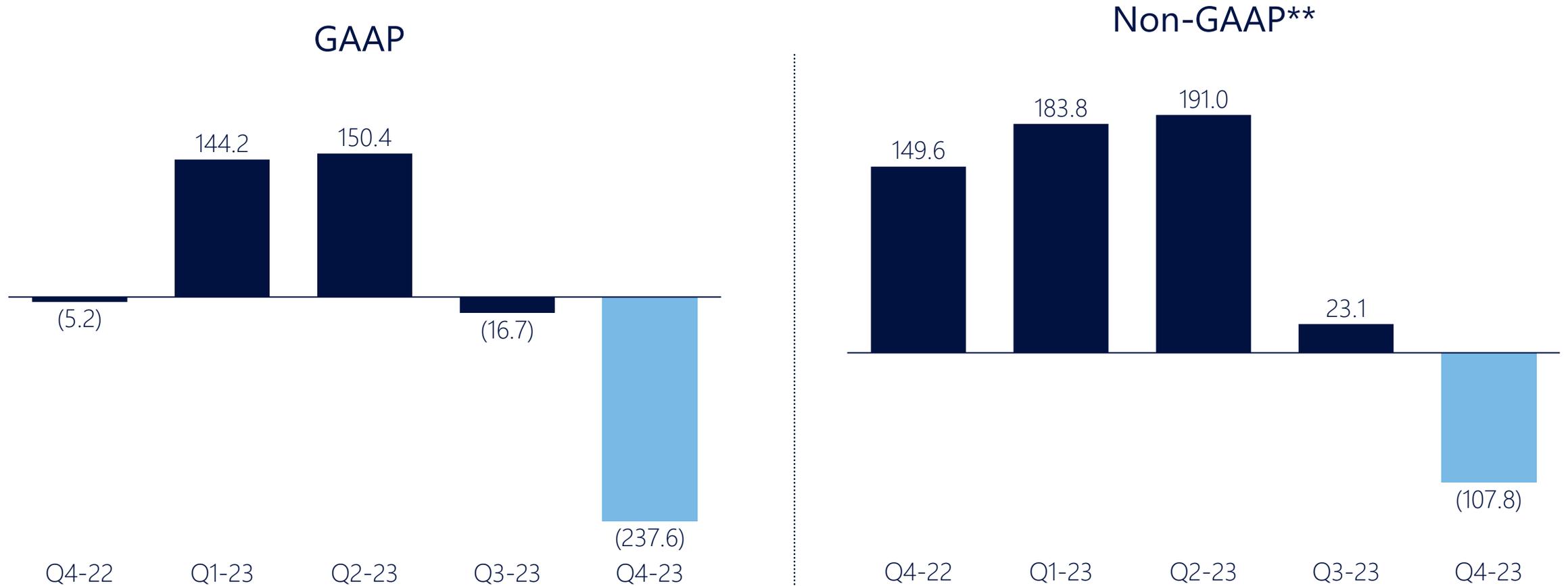
Annual Consolidated* Operating Expenses



* For purposes of this presentation, "consolidated" refers to solar, energy storage, and "all other" segments

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

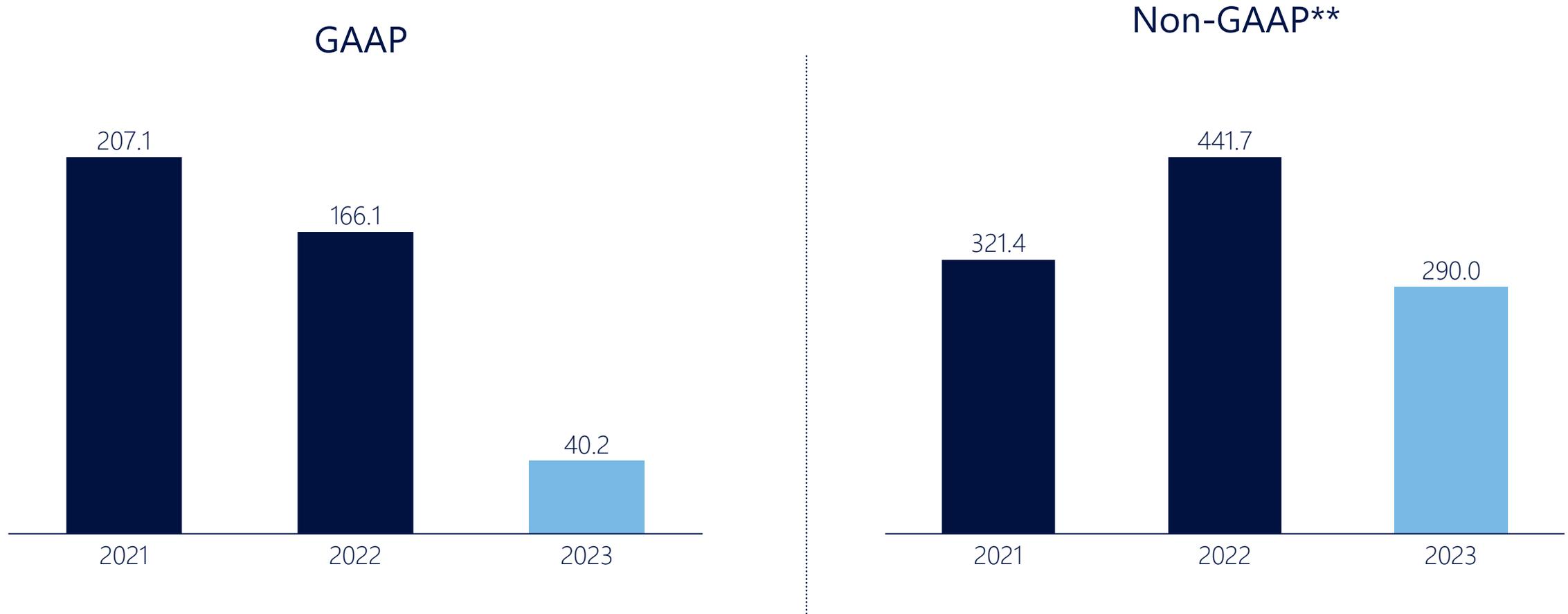
Consolidated* Operating Income (loss) by Quarter



* For purposes of this presentation, "consolidated" refers to solar, energy storage, and "all other" segments

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

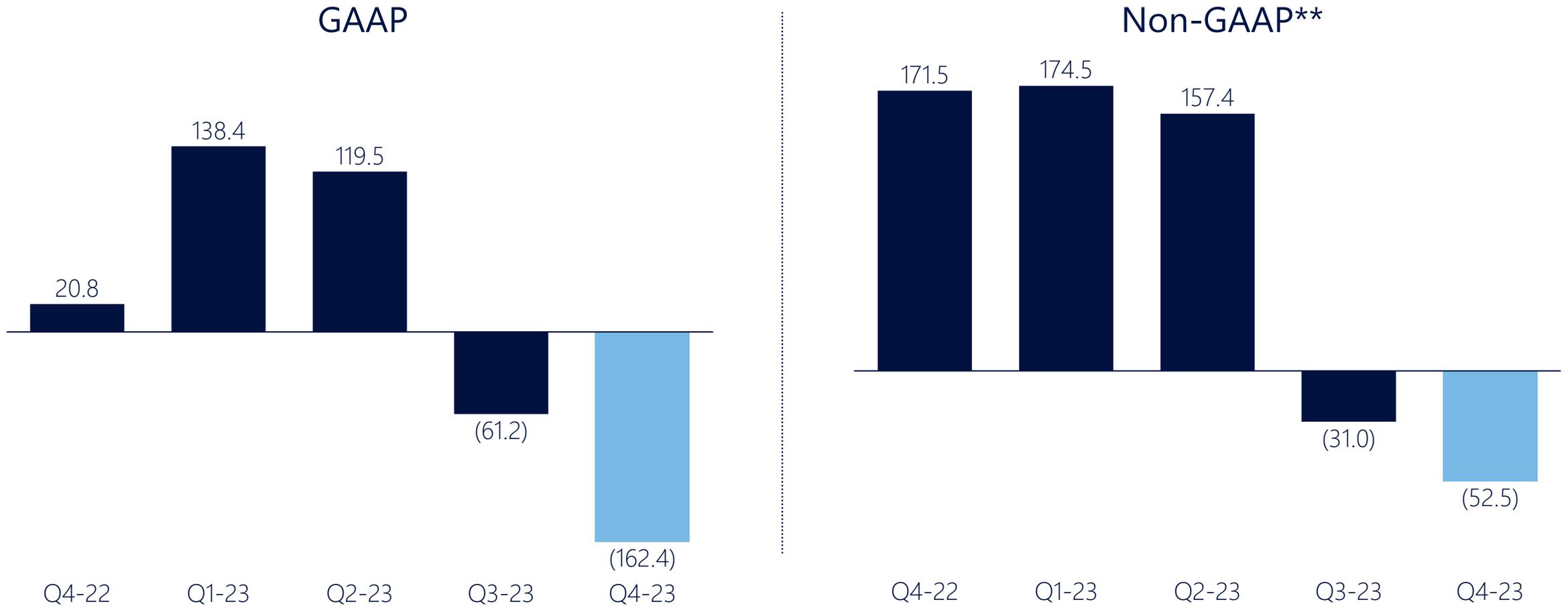
Annual Consolidated* Operating Income



* For purposes of this presentation, "consolidated" refers to solar, energy storage, and "all other" segments

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

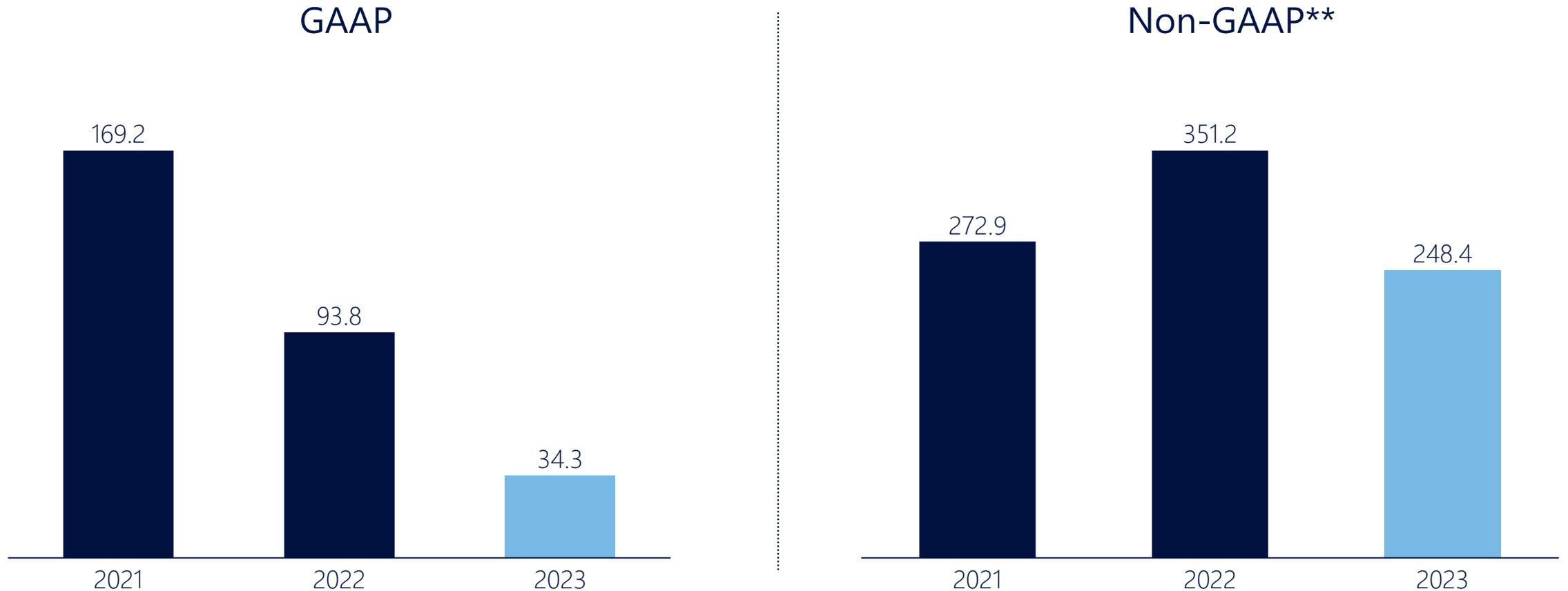
Consolidated* Net Income (loss) by Quarter



* For purposes of this presentation, "consolidated" refers to solar, energy storage, and "all other" segments

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

Annual Consolidated* Net Income



* For purposes of this presentation, "consolidated" refers to solar, energy storage, and "all other" segments

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

Balance Sheet & Cash flow

USD in millions	Q4 22	Q3 23	Q4 23
Cash and investments	1,671.6	1,464.8	1,268.2
Total Debt	633.6	633.5	633.5
Cash and Investments Net of Debt	1,038.0	831.4	634.7
Inventory	729.2	1,177.8	1,443.4
Capital Expenditures, Net	43.6	45.7	40.7
Cash Flow From (used in) Operations	111.3	40.6	(139.9)

First Quarter Guidance

- Revenues to be within the range of \$175 million to \$215 million
- Non-GAAP gross margin* expected to be within the range of negative 3% to positive 1%, including approximately 850 basis points of net IRA manufacturing tax credit
- Non-GAAP operating expenses* to be within the range of \$122 million to \$130 million
- Revenues from the solar segment to be within the range of \$160 million to \$200 million
- Gross margin from the solar segment expected to be within the range of 1% to 5% including approximately 900 basis points of net IRA manufacturing tax credit

* Non-GAAP gross margin and non-GAAP operating expenses are non-GAAP financial measures and have not been reconciled to the most comparable GAAP outlook because it is not possible to do so without unreasonable efforts due to the uncertainty and potential variability of reconciling items, which are dependent on future events and often outside of management's control and which could be significant. Because such items cannot be reasonably predicted with the level of precision required, we are unable to provide outlook for the comparable GAAP measures. Forward-looking estimates of non-GAAP gross margin and non-GAAP operating expenses are made in a manner consistent with the relevant definitions and assumptions noted herein and in our filings with the SEC

Appendix



5MW Floating PV, Mitzpe Ramon, Israel
Installed by EnerT

Reconciliation of GAAP to Non-GAAP

Reconciliation of GAAP to Non-GAAP

	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Gross profit (GAAP)	(56,425)	142,817	317,305	300,126	261,047
Revenues from finance component	(230)	(215)	(202)	(187)	(174)
Discontinued operation	36,648	----	----	----	----
Stock-based compensation	5,468	5,882	5,923	5,927	6,810
Amortization of stock-based compensation capitalized in inventories	343	441	316	----	----
Amortization and depreciation of acquired asset	1,555	2,096	872	1,515	961
Restructuring charges	23,154	----	----	----	----
Gross profit (Non-GAAP)	10,513	151,021	324,214	307,381	268,644

Reconciliation of GAAP to Non-GAAP Gross Profit

	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Gross margin (GAAP)	-17.9%	19.7%	32.0%	31.8%	29.3%
Revenues from finance component	-0.1%	0.0%	0.0%	0.0%	0.0%
Discontinued operation	11.6%	----	----	----	----
Stock-based compensation	1.8%	0.8%	0.6%	0.6%	0.8%
Amortization of stock-based compensation capitalized in inventories	0.1%	0.0%	0.0%	----	----
Amortization and depreciation of acquired asset	0.5%	0.3%	0.1%	0.2%	0.1%
Restructuring charges	7.3%	----	----	----	----
Gross margin (Non-GAAP)	3.3%	20.8%	32.7%	32.6%	30.2%

Reconciliation of GAAP to Non-GAAP

	Reconciliation of GAAP to Non-GAAP		
	Year ended		
	December 31, 2023	December 31, 2022	December 31, 2021
Gross profit (GAAP)	703,823	844,648	629,318
Revenues from finance component	(834)	(614)	(418)
Discontinued operation	36,648	4,314	----
Stock-based compensation	23,200	21,818	18,743
Amortization of stock-based compensation capitalized in inventories	1,100	----	----
Amortization and depreciation of acquired asset	6,038	7,429	9,326
Restructuring charges	23,154	----	----
Gross profit (Non-GAAP)	793,129	877,595	656,969

	Reconciliation of GAAP to Non-GAAP Gross Profit		
	Year ended		
	December 31, 2023	December 31, 2022	December 31, 2021
Gross margin (GAAP)	23.6%	27.2%	32.0%
Revenues from finance component	0.0%	0.0%	0.0%
Discontinued operation	1.2%	0.1%	----
Stock-based compensation	0.9%	0.7%	1.0%
Amortization of stock-based compensation capitalized in inventories	0.0%	----	----
Amortization and depreciation of acquired asset	0.2%	0.2%	0.5%
Restructuring charges	0.8%	----	----
Gross margin (Non-GAAP)	26.7%	28.2%	33.5%

Reconciliation of GAAP to Non-GAAP

	Reconciliation of GAAP to Non-GAAP Operating expenses				
	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Operating expenses (GAAP)					
Stock-based compensation - R&D	181,156	159,543	166,947	155,972	266,210
Stock-based compensation - S&M	(15,982)	(16,481)	(17,272)	(17,209)	(16,854)
Stock-based compensation - G&A	(7,347)	(7,739)	(7,822)	(8,079)	(7,928)
Amortization and depreciation of acquired assets - R&D	(6,133)	(6,713)	(7,948)	(8,020)	(7,015)
Amortization and depreciation of acquired assets - S&M	(58)	(329)	(289)	(313)	(301)
Amortization and depreciation of acquired assets - G&A	(190)	(321)	(235)	(181)	(173)
Discontinued operation	(2)	(4)	17	(26)	(4)
Assets impairment	(388)	----	----	----	----
Gain (loss) from assets sales and disposal	(30,790)	----	----	----	(114,473)
Certain litigation and other contingencies	(172)	----	----	1,434	(102)
Acquisition costs	(1,786)	----	----	----	----
	----	----	(135)	----	(350)
Operating expenses (Non-GAAP)	118,308	127,956	133,263	123,578	119,010
	Reconciliation of GAAP to Non-GAAP Operating income (loss)				
	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Operating income (loss) (GAAP)					
Revenues from finance component	(237,581)	(16,726)	150,358	144,154	(5,163)
Discontinued operation	(230)	(215)	(202)	(187)	(174)
Stock-based compensation	37,036	----	----	----	----
Amortization of stock-based compensation capitalized in inventories	34,930	36,815	38,965	39,235	38,607
Amortization and depreciation of acquired assets	343	441	316	----	----
Restructuring charges	1,805	2,750	1,379	2,035	1,439
Assets impairment	23,154	----	----	----	----
Loss (gain) from assets sales and disposal	30,790	----	----	----	114,473
Certain litigation and other contingencies	172	----	----	(1,434)	102
Acquisition costs	1,786	----	----	----	----
	----	----	135	----	350
Operating income (Non-GAAP)	(107,795)	23,065	190,951	183,803	149,634

Reconciliation of GAAP to Non-GAAP

Operating expenses (GAAP)

Stock-based compensation - R&D
Stock-based compensation - S&M
Stock-based compensation - G&A
Amortization and depreciation of acquired assets - R&D
Amortization and depreciation of acquired assets - S&M
Amortization and depreciation of acquired assets - G&A
Discontinued operation
Assets impairment
Gain (loss) from assets sales and disposal
Certain litigation and other contingencies
Acquisition costs

Operating expenses (Non-GAAP)

Operating income (loss) (GAAP)

Revenues from finance component
Discontinued operation
Stock-based compensation
Amortization of stock-based compensation capitalized in inventories
Amortization and depreciation of acquired assets
Restructuring charges
Assets impairment
Loss (gain) from assets sales and disposal
Certain litigation and other contingencies
Acquisition costs

Operating income (Non-GAAP)

Reconciliation of GAAP to Non-GAAP Operating expenses

Year ended		
December 31, 2023	December 31, 2022	December 31, 2021
663,618	678,528	422,179
(66,944)	(63,211)	(45,424)
(30,987)	(31,017)	(22,834)
(28,814)	(29,493)	(15,592)
(989)	(1,206)	(530)
(927)	(822)	(927)
(15)	(21)	(29)
(388)	---	---
(30,790)	(119,141)	(2,209)
1,262	2,603	976
(1,786)	---	---
(135)	(350)	---
503,105	435,870	335,610

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

Year ended		
December 31, 2023	December 31, 2022	December 31, 2021
40,205	166,120	207,139
(834)	(614)	(418)
37,036	4,314	---
149,945	145,539	102,593
1,100	---	---
7,969	9,478	10,812
23,154	---	---
30,790	119,141	2,209
(1,262)	(2,603)	(976)
1,786	---	---
135	350	---
290,024	441,725	321,359

Reconciliation of GAAP to Non-GAAP

	Reconciliation of GAAP to Non-GAAP Financial income (expense), net				
	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Financial income (expense), net (GAAP)	22,055	(7,901)	3,384	23,674	55,812
Non cash interest expense	3,422	3,284	3,105	2,892	2,685
Unrealized losses (gains)	----	----	----	----	119
Currency fluctuation related to lease standard	4,359	(2,788)	(2,107)	(2,519)	749
Financial income (expense), net (Non-GAAP)	<u>29,836</u>	<u>(7,405)</u>	<u>4,382</u>	<u>24,047</u>	<u>59,365</u>
	Reconciliation of GAAP to Non-GAAP Other income (loss)				
	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Other income (loss) (GAAP)	291	(484)	----	(125)	475
Loss (gain) from sale of investments	(291)	484	----	----	(475)
Other income (loss) (Non-GAAP)	<u>----</u>	<u>----</u>	<u>----</u>	<u>(125)</u>	<u>----</u>
	Reconciliation of GAAP to Non-GAAP Income tax benefit (expense)				
	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Income tax benefit (expense) (GAAP)	53,202	(36,065)	(34,232)	(29,325)	(30,295)
Uncertain tax positions	----	----	----	----	----
Income tax adjustment	(27,699)	(10,561)	(3,735)	(3,901)	(7,186)
Income tax benefit (expense) (Non-GAAP)	<u>25,503</u>	<u>(46,626)</u>	<u>(37,967)</u>	<u>(33,226)</u>	<u>(37,481)</u>
	Reconciliation of GAAP to Non-GAAP equity method				
	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Equity method investments income (loss) (GAAP)	(350)	----	----	----	----
Loss from equity method investments	350	----	----	----	----
Equity method investments income (loss) (Non-GAAP)	<u>----</u>	<u>----</u>	<u>----</u>	<u>----</u>	<u>----</u>

Reconciliation of GAAP to Non-GAAP

Financial income (expense), net (GAAP)
 Non cash interest expense
 Unrealized losses (gains)
 Currency fluctuation related to lease standard
Financial income (expense), net (Non-GAAP)

Other income (loss) (GAAP)
 Loss (gain) from sale of investments
Other income (loss) (Non-GAAP)

Income tax benefit (expense) (GAAP)
 Uncertain tax positions
 Income tax adjustment
Income tax benefit (expense) (Non-GAAP)

Equity method investments income (loss) (GAAP)
 Loss from equity method investments
Equity method investments income (loss) (Non-GAAP)

Reconciliation of GAAP to Non-GAAP Financial income (expense), net		
Year ended		
December 31, 2023	December 31, 2022	December 31, 2021
41,212	3,750	(19,915)
12,703	9,954	8,674
----	119	(541)
(3,055)	(11,187)	2,007
<u>50,860</u>	<u>2,636</u>	<u>(9,775)</u>

Reconciliation of GAAP to Non-GAAP Other income (loss)		
Year ended		
December 31, 2023	December 31, 2022	December 31, 2021
(318)	7,285	----
193	(8,008)	----
<u>(125)</u>	<u>(723)</u>	<u>----</u>

Reconciliation of GAAP to Non-GAAP Income tax benefit (expense)		
Year ended		
December 31, 2023	December 31, 2022	December 31, 2021
(46,420)	(83,376)	(18,054)
----	----	(9,007)
(45,896)	(9,067)	(11,639)
<u>(92,316)</u>	<u>(92,443)</u>	<u>(38,700)</u>

Reconciliation of GAAP to Non-GAAP equity method		
Year ended		
December 31, 2023	December 31, 2022	December 31, 2021
(350)	----	----
350	----	----
<u>----</u>	<u>----</u>	<u>----</u>

Reconciliation of GAAP to Non-GAAP

	Reconciliation of GAAP to Non-GAAP Net income (loss)				
	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Net income (loss) (GAAP)	(162,383)	(61,176)	119,510	138,378	20,829
Revenues from finance component	(230)	(215)	(202)	(187)	(174)
Discontinued operation	37,036	----	----	----	----
Stock-based compensation	34,930	36,815	38,965	39,235	38,607
Amortization of stock-based compensation capitalized in inventories	343	441	316	----	----
Amortization and depreciation of acquired assets	1,805	2,750	1,379	2,035	1,439
Restructuring charges	23,154	----	----	----	----
Assets impairment	30,790	----	----	----	114,473
Loss (gain) from assets sales and disposal	172	----	----	(1,434)	102
Certain litigation and other contingencies	1,786	----	----	----	----
Acquisition costs	----	----	135	----	350
Non cash interest expense	3,422	3,284	3,105	2,892	2,685
Unrealized losses (gains)	----	----	----	----	119
Currency fluctuation related to lease standard	4,359	(2,788)	(2,107)	(2,519)	749
Loss (gain) from sale of investments	(291)	484	----	----	(475)
Uncertain tax positions	----	----	----	----	----
Income tax adjustment	(27,699)	(10,561)	(3,735)	(3,901)	(7,186)
equity method adjustments	350	----	----	----	----
Net income (loss) (Non-GAAP)	(52,456)	(30,966)	157,366	174,499	171,518

Reconciliation of GAAP to Non-GAAP

	Reconciliation of GAAP to Non-GAAP Net income (loss)		
	Year ended		
	December 31, 2023	December 31, 2022	December 31, 2021
Net income (loss) (GAAP)	34,329	93,779	169,170
Revenues from finance component	(834)	(614)	(418)
Discontinued operation	37,036	4,314	----
Stock-based compensation	149,945	145,539	102,593
Amortization of stock-based compensation capitalized in inventories	1,100	----	----
Amortization and depreciation of acquired assets	7,969	9,478	10,812
Restructuring charges	23,154	----	----
Assets impairment	30,790	119,141	2,209
Loss (gain) from assets sales and disposal	(1,262)	(2,603)	(976)
Certain litigation and other contingencies	1,786	----	----
Acquisition costs	135	350	----
Non cash interest expense	12,703	9,954	8,674
Unrealized losses (gains)	----	119	(541)
Currency fluctuation related to lease standard	(3,055)	(11,187)	2,007
Loss (gain) from sale of investments	193	(8,008)	----
Uncertain tax positions	----	----	(9,007)
Income tax adjustment	(45,896)	(9,067)	(11,639)
equity method adjustments	350	----	----
Net income (loss) (Non-GAAP)	248,443	351,195	272,884

Reconciliation of GAAP to Non-GAAP

	Reconciliation of GAAP to Non-GAAP Net basic earnings (loss)				
	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Net basic earnings (loss) per share (GAAP)	(2.85)	(1.08)	2.12	2.46	0.37
Revenues from finance component	(0.01)	0.00	(0.01)	0.00	0.00
Discontinued operation	0.65	----	----	----	----
Stock-based compensation	0.62	0.65	0.70	0.70	0.69
Amortization of stock-based compensation capitalized in inventories	0.00	0.00	0.00	----	----
Amortization and depreciation of acquired assets	0.04	0.05	0.03	0.03	0.02
Restructuring charges	0.40	----	----	----	----
Assets impairment	0.54	----	----	----	2.05
Loss (gain) from assets sales and disposal	0.01	----	----	(0.02)	----
Certain litigation and other contingencies	0.03	----	----	----	----
Acquisition costs	----	----	0.00	----	0.01
Non cash interest expense	0.06	0.06	0.05	0.05	0.05
Unrealized losses (gains)	----	----	----	----	(0.01)
Currency fluctuation related to lease standard	0.07	(0.05)	(0.03)	(0.05)	0.02
Loss (gain) from sale of investments	0.00	0.01	----	----	(0.01)
Uncertain tax positions	----	----	----	----	----
Income tax adjustment	(0.49)	(0.19)	(0.07)	(0.07)	(0.13)
equity method adjustments	0.01	----	----	----	----
Net basic earnings (loss) per share (Non-GAAP)	(0.92)	(0.55)	2.79	3.10	3.06

Reconciliation of GAAP to Non-GAAP

	Reconciliation of GAAP to Non-GAAP Net basic earnings (loss)		
	Year ended		
	December 31, 2023	December 31, 2022	December 31, 2021
Net basic earnings (loss) per share (GAAP)	0.61	1.70	3.24
Revenues from finance component	(0.02)	(0.01)	(0.01)
Discontinued operation	0.66	0.08	----
Stock-based compensation	2.65	2.64	1.97
Amortization of stock-based compensation capitalized in inventories	0.02	----	----
Amortization and depreciation of acquired assets	0.14	0.17	0.21
Restructuring charges	0.41	----	----
Assets impairment	0.54	2.17	0.05
Loss (gain) from assets sales and disposal	(0.02)	(0.02)	(0.03)
Certain litigation and other contingencies	0.03	----	----
Acquisition costs	----	(0.02)	----
Non cash interest expense	0.23	0.18	0.16
Unrealized losses (gains)	----	(0.01)	(0.01)
Currency fluctuation related to lease standard	(0.06)	(0.20)	0.04
Loss (gain) from sale of investments	0.01	(0.14)	----
Uncertain tax positions	----	----	(0.17)
Income tax adjustment	(0.81)	(0.16)	(0.22)
equity method adjustments	0	----	----
Net basic earnings (loss) per share (Non-GAAP)	4.39	6.38	5.23

Reconciliation of GAAP to Non-GAAP

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

	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Net diluted earnings (loss) per share (GAAP)	(2.85)	(1.08)	2.03	2.35	0.36
Revenues from finance component	(0.01)	0.00	(0.01)	(0.01)	0.00
Discontinued operation	0.65	----	----	----	----
Stock-based compensation	0.62	0.65	0.62	0.62	0.64
Amortization of stock-based compensation capitalized in inventories	0.00	0.00	0.00	----	----
Amortization and depreciation of acquired assets	0.04	0.05	0.03	0.03	0.02
Restructuring charges	0.40	----	----	----	----
Assets impairment	0.54	----	----	----	1.91
Loss (gain) from assets sales and disposal	0.01	----	----	(0.02)	----
Certain litigation and other contingencies	0.03	----	----	----	----
Acquisition costs	----	----	0.00	----	0.01
Non cash interest expense	0.06	0.06	0.04	0.04	0.03
Unrealized losses (gains)	----	----	----	----	0.00
Currency fluctuation related to lease standard	0.07	(0.05)	(0.03)	(0.04)	0.01
Loss (gain) from sale of investments	0.00	0.01	----	----	0.00
Uncertain tax positions	----	----	----	----	----
Income tax adjustment	(0.49)	(0.19)	(0.06)	(0.07)	(0.12)
equity method adjustments	0.01	----	----	----	----
Net diluted earnings (loss) per share (Non-GAAP)	(0.92)	(0.55)	2.62	2.90	2.86

Reconciliation of GAAP to Non-GAAP Number of shares

	Three months ended				
	December 31, 2023	September 30, 2023	June 30, 2023	March 31, 2023	December 31, 2022
Number of shares used in computing net diluted earnings (loss) per share (GAAP)	56,916,831	56,671,504	59,183,666	59,193,831	58,734,719
Stock-based compensation	----	----	986,527.00	939,571.00	1,237,266.00
Notes due 2025	----	----	----	----	----
Number of shares used in computing net diluted earnings (loss) per share (Non-GAAP)	56,916,831	56,671,504	60,170,193	60,133,402	59,971,985

Reconciliation of GAAP to Non-GAAP

	Reconciliation of GAAP to Non-GAAP Net diluted earnings (loss)		
	Year ended		
	December 31, 2023	December 31, 2022	December 31, 2021
Net diluted earnings (loss) per share (GAAP)	0.60	1.65	3.06
Revenues from finance component	(0.01)	(0.01)	(0.01)
Discontinued operation	0.64	0.08	----
Stock-based compensation	2.57	2.43	1.77
Amortization of stock-based compensation capitalized in inventories	0.02	----	----
Amortization and depreciation of acquired assets	0.14	0.16	0.19
Restructuring charges	0.40	----	----
Assets impairment	0.53	2.02	0.04
Loss (gain) from assets sales and disposal	(0.02)	(0.02)	(0.02)
Certain litigation and other contingencies	(0.16)	----	----
Acquisition costs	0.01	(0.02)	----
Non cash interest expense	0.21	0.13	0.12
Unrealized losses (gains)	----	0.00	(0.01)
Currency fluctuation related to lease standard	(0.05)	(0.19)	0.03
Loss (gain) from sale of investments	0.00	(0.13)	----
Uncertain tax positions	----	----	(0.16)
Income tax adjustment	(0.76)	(0.15)	(0.20)
equity method adjustments	0.00	----	----
Net diluted earnings (loss) per share (Non-GAAP)	4.12	5.95	4.81

	Reconciliation of GAAP to Non-GAAP Number of shares		
	Year ended		
	December 31, 2023	December 31, 2022	December 31, 2021
Number of shares used in computing net diluted earnings (loss) per share (GAAP)	57,237,518	55,087,770	55,971,030
Stock-based compensation	725,859	963,373.00	773,636.00
Notes due 2025	2,276,818	----	----
Number of shares used in computing net diluted earnings (loss) per share (Non-GAAP)	60,240,195	56,051,143	56,744,666



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Thank You

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