

Operational Metrics - GAAP

KPI's \$,000	Q4 19	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	Q3 21	12 months ended, Dec 31		
									2018	2019	2020
Revenues	418,223	431,218	331,851	338,095	358,107	405,489	480,057	526,404	937,237	1,425,660	1,459,271
% Y/Y	58.6%	58.6%	2.1%	-17.6%	-14.4%	-6.0%	44.7%	55.7%	54.4%	52.1%	2.4%
% Q/Q	1.9%	3.1%	-23.0%	1.9%	5.9%	13.2%	18.4%	9.7%			
Gross profit	143,249	140,008	102,963	108,063	110,325	140,074	156,192	172,561	319,236	479,338	461,359
% Y/Y	79.7%	62.6%	-7.0%	-22.4%	-23.0%	0.0%	51.7%	59.7%	48.6%	50.2%	-3.8%
% Q/Q	2.8%	-2.3%	-26.5%	5.0%	2.1%	27.0%	11.5%	10.5%			
Gross margin	34.3%	32.5%	31.0%	32.0%	30.8%	34.5%	32.5%	32.8%	34.1%	33.6%	31.6%
% Y/Y	13.3%	2.5%	-8.9%	-5.8%	-10.1%	6.4%	4.9%	2.6%	-3.7%	-1.3%	-6.0%
% Q/Q	0.9%	-5.2%	-4.4%	3.0%	-3.6%	12.1%	-5.8%	0.8%			
Operating income	50,528	67,775	29,965	30,394	14,427	44,128	55,559	66,414	139,420	189,946	142,561
% Y/Y	110.9%	141.6%	-33.9%	-54.0%	-71.4%	-34.9%	85.4%	118.5%	53.1%	36.2%	-24.9%
% Q/Q	-23.5%	34.1%	-55.8%	1.4%	-52.5%	205.9%	25.9%	19.5%			
Net income	52,778	42,248	36,668	43,751	17,655	30,076	45,092	53,048	128,833	146,549	140,322
% Y/Y	308.0%	122.2%	10.7%	5.1%	-66.5%	-28.8%	23.0%	21.2%	53.1%	13.8%	-4.2%
% Q/Q	26.8%	-20.0%	-13.2%	19.3%	-59.6%	70.4%	49.9%	17.6%			
Optimizer shipped (units)	4,454,377	5,060,391	3,515,906	3,271,787	3,614,078	3,734,790	5,011,290	4,699,443	11,351,678	15,801,378	15,462,162
Inverter shipped (units)	186,844	202,009	141,689	152,531	165,675	181,905	179,546	230,849	455,793	665,520	661,904
MW shipped (MW)	1,641	1,850	1,442	1,451	1,363	1,691	1,643	1,903	3,919	5,618	6,106

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

Operational Metrics - NON GAAP

KPI's \$,000	Q4 19	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	Q3 21	12 months ended, Dec 31		
									2018	2019	2020
Revenues	418,223	431,218	331,851	338,095	358,107	405,403	479,958	526,293	937,237	1,425,660	1,459,271
% Y/Y	58.6%	58.6%	2.1%	-17.6%	-14.4%	-6.0%	44.6%	55.7%	54.4%	52.1%	2.4%
% Q/Q	1.9%	3.1%	-23.0%	1.9%	5.9%	13.2%	18.4%	9.7%			
Gross profit	148,454	144,950	107,647	113,222	116,419	148,090	162,785	179,080	324,377	497,629	482,238
% Y/Y	82.3%	62.5%	-7.2%	-21.4%	-21.6%	2.2%	51.2%	58.2%	49.5%	53.4%	-3.1%
% Q/Q	3.1%	-2.4%	-25.7%	5.2%	2.8%	27.2%	9.9%	10.0%			
Gross margin	35.5%	33.6%	32.4%	33.5%	32.5%	36.5%	33.9%	34.0%	34.6%	34.9%	33.0%
% Y/Y	14.9%	2.4%	-9.1%	-4.5%	-8.4%	8.7%	4.6%	1.6%	-3.2%	0.9%	-5.3%
% Q/Q	1.2%	-5.3%	-3.5%	3.2%	-2.9%	12.4%	-7.2%	0.3%			
Operating income	85,310	78,647	46,577	50,044	43,489	71,911	81,306	95,236	174,304	276,770	218,757
% Y/Y	134.6%	90.9%	-23.7%	-43.9%	-49.0%	-8.6%	74.6%	90.3%	60.4%	58.8%	-21.0%
% Q/Q	-4.4%	-7.8%	-40.8%	7.4%	-13.1%	65.4%	13.1%	17.1%			
Net income	87,419	50,661	52,136	65,882	55,733	55,489	72,515	82,111	157,289	233,224	224,412
% Y/Y	177.7%	53.8%	5.9%	3.6%	-36.2%	9.5%	39.1%	24.6%	36.8%	48.3%	-3.8%
% Q/Q	37.4%	-42.0%	2.9%	26.4%	-15.4%	-0.4%	30.7%	13.2%			
Optimizer shipped (units)	4,454,377	5,060,391	3,515,906	3,271,787	3,614,078	3,734,790	5,011,290	4,699,443	11,351,678	15,801,378	15,462,162
Inverter shipped (units)	186,844	202,009	141,689	152,531	165,675	181,905	179,546	230,849	455,793	665,520	661,904
MW shipped (MW)	1,641	1,850	1,442	1,451	1,363	1,691	1,643	1,903	3,919	5,618	6,106

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

MW Shipped

MW Shipped	2017	2018	2019	2020
Total MW	2,461	3,919	5,618	6,106
Residential	1,657	2,263	3,280	3,170
Commercial	803	1,657	2,339	2,936
% of Total	100%	100%	100%	100%
Residential	67%	58%	58%	52%
Commercial	33%	42%	42%	48%

MW Shipped	Q4 19	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	Q3 21
Total MW	1,641	1,850	1,442	1,451	1,363	1,691	1,643	1,903
Residential	940	1,027	637	708	798	923	942	1,158
Commercial	701	823	805	743	566	768	702	745
% of Total	100%	100%	100%	100%	100%	100%	100%	100%
Residential	57%	56%	44%	49%	59%	55%	57%	61%
Commercial	43%	44%	56%	51%	41%	45%	43%	39%

Regional MW shipped

	2017	2018	2019	2020
North America	1,322	1,887	2,260	2,276
Europe	862	1,368	2,513	2,690
ROW	277	664	845	1,139
	2,461	3,919	5,618	6,106

	Q4 19	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	Q3 21
North America	788	926	403	490	457	573	580	592
Europe	620	641	748	708	594	721	745	1,029
ROW	234	283	290	254	312	397	319	282
	1,641	1,850	1,442	1,451	1,363	1,691	1,643	1,903

Balance Sheet - Assets

\$,000	Dec 31 2019	Mar 31 2020	June 30 2020	Sep 30 2020	Dec 31 2020	Mar 31 2021	Jun 30 2021	Sep 30 2021
Current Assets:								
Cash and cash equivalents	223,901	324,072	428,372	1,048,109	827,146	685,157	524,112	526,588
Short-term bank deposits	5,010	8,085	3,432	20,011	60,096	43,626	13,562	10,122
Restricted bank deposits	27,558	27,515	2,135	2,242	2,611	2,509	2,504	1,064
Marketable securities	91,845	95,143	113,032	110,585	143,687	139,079	145,686	145,459
Trade receivables, net	298,383	235,673	181,700	183,141	218,706	271,713	343,652	416,244
Prepaid expenses and other current assets	115,268	66,874	79,867	83,866	135,399	102,985	137,480	148,364
Inventories, net	170,798	198,557	264,460	297,027	331,696	340,038	321,915	304,713
Total Current Assets	932,763	955,919	1,072,998	1,744,981	1,719,341	1,585,107	1,488,911	1,552,554
Long Term Assets:								
Marketable securities	119,176	103,863	45,684	21,003	147,434	294,828	457,362	473,315
Operating lease right-of-use assets, net	35,858	37,896	36,951	36,965	41,600	39,804	38,302	39,314
Property, plant and equipment, net	176,963	195,982	226,416	257,717	303,408	312,214	340,319	353,344
Deferred tax assets, net	16,298	17,095	19,121	10,678	11,676	17,353	19,962	21,827
Intangible assets, net and goodwill	203,662	194,631	196,490	201,343	208,297	198,816	197,836	193,396
Other long term assets	9,904	8,454	8,166	5,609	5,353	16,473	21,633	23,083
Total Long Term Assets	561,861	557,921	532,828	533,315	717,768	879,488	1,075,414	1,104,279
Total Assets	1,494,624	1,513,840	1,605,826	2,278,296	2,437,109	2,464,595	2,564,325	2,656,833

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

Balance Sheet - Liabilities and Equity

\$,000	Dec 31 2019	Mar 31 2020	June 30 2020	Sep 30 2020	Dec 31 2020	Mar 31 2021	Jun 30 2021	Sep 30 2021
Current Liabilities:								
Trade payables, net	157,148	139,138	158,264	122,106	162,051	122,063	141,174	137,621
Employees and payroll accruals	47,390	58,894	48,764	50,814	63,738	63,929	58,340	63,845
Current maturities of bank loans and accrued interest	15,673	15,048	15,256	15,642	16,894	16,215	139	141
Warranty obligations	65,112	70,158	68,674	65,080	62,614	63,443	64,855	67,096
Deferred revenues and customers advances	70,815	30,706	25,625	27,267	24,648	21,065	16,144	16,939
Accrued expenses and other current liabilities	80,576	75,737	88,482	101,628	106,154	111,011	118,933	119,865
Total Current Liabilities	436,714	389,681	405,065	382,537	436,099	397,726	399,585	405,507
Long Term Liabilities:								
Bank loans	173	----	----	----	1,383	1,300	1,294	1,270
Convertible senior notes, net	----	----	----	570,332	573,350	619,357	620,082	620,808
Warranty obligations	107,451	116,099	124,010	130,614	142,380	154,510	167,312	179,967
Deferred revenues	89,982	98,134	103,181	109,439	115,372	122,168	128,109	136,269
Operating lease liabilities	30,213	30,336	29,991	29,442	35,194	32,667	31,153	31,509
Finance lease	----	----	----	----	26,173	24,918	25,525	25,375
Deferred tax liabilities, net	4,461	2,202	1,112	5,195	8,593	----	----	405
Other long term liabilities	13,960	10,970	17,666	18,700	12,808	12,025	13,472	13,640
Total Long Term Liabilities	246,240	257,741	275,960	863,722	915,253	966,945	986,947	1,009,243
Stockholders' Equity:								
Common stock	5	5	5	5	5	5	5	5
Additional paid-in capital	475,792	491,873	511,640	574,326	603,891	595,716	625,268	652,109
Accumulated other comprehensive income (loss)	(1,809)	(5,390)	(3,442)	(2,643)	3,857	(6,761)	(3,536)	(19,135)
Retained earnings	337,682	379,930	416,598	460,349	478,004	510,964	556,056	609,104
Total stockholders' equity	811,670	866,418	924,801	1,032,037	1,085,757	1,099,924	1,177,793	1,242,083
Non-Controlling interests	----	----	----	----	----	----	----	----
Total liabilities and stockholders' equity	1,494,624	1,513,840	1,605,826	2,278,296	2,437,109	2,464,595	2,564,325	2,656,833

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

P&L GAAP

\$,000									12 months ended, Dec. 31		
	Q4 19	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	Q3 21	2018	2019	2020
Revenues	418,223	431,218	331,851	338,095	358,107	405,489	480,057	526,404	937,237	1,425,660	1,459,271
Cost of revenues	274,974	291,210	228,888	230,032	247,782	265,415	323,865	353,843	618,001	946,322	997,912
Gross profit	143,249	140,008	102,963	108,063	110,325	140,074	156,192	172,561	319,236	479,338	461,359
Gross margin %	34.3%	32.5%	31.0%	32.0%	30.8%	34.5%	32.5%	32.8%	34.1%	33.6%	31.6%
Operating expenses:											
Research and development	34,900	36,695	38,098	40,817	47,513	46,977	52,664	55,666	82,245	121,351	163,123
Sales and marketing	23,659	24,253	20,936	21,924	28,872	26,911	29,458	29,383	68,307	87,984	95,985
General and administrative	11,771	16,185	13,964	14,928	18,042	19,849	19,370	21,098	29,264	49,361	63,119
Other operating expenses (income)	22,391	(4,900)	----	----	1,471	2,209	(859)	----	----	30,696	(3,429)
Total operating expenses	92,721	72,233	72,998	77,669	95,898	95,946	100,633	106,147	179,816	289,392	318,798
Operating income	50,528	67,775	29,965	30,394	14,427	44,128	55,559	66,414	139,420	189,946	142,561
Financial income (expenses), net	11,058	(16,605)	11,565	15,765	10,380	(6,097)	(1,743)	(5,751)	(2,297)	(11,343)	21,105
Income before income taxes	61,586	51,170	41,530	46,159	24,807	38,031	53,816	60,663	137,123	178,603	163,666
Income taxes (tax benefit)	9,241	8,922	4,862	2,408	7,152	7,955	8,724	7,615	9,077	33,646	23,344
Net income	52,345	42,248	36,668	43,751	17,655	30,076	45,092	53,048	128,046	144,957	140,322
Net loss (income) attributable to Non-controlling interests	433	----	----	----	----	----	----	----	787	1,592	----
SolarEdge net income	52,778	42,248	36,668	43,751	17,655	30,076	45,092	53,048	128,833	146,549	140,322

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

Cash Flow

\$,000	Q4 19	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	Q3 21
Net cash provided by operating activities	83,066	107,745	59,310	28,374	27,226	24,083	38,685	61,784
Net cash provided by (used in) in investing activities	(94,456)	(19,924)	46,800	(26,177)	(237,336)	(153,582)	(182,416)	(61,961)
Net cash provided by (used in) financing activities	(4,714)	3,315	5,681	628,317	3,171	(2,062)	(19,144)	1,774
Increase (decrease) in cash and cash equivalents	(16,104)	91,136	111,791	630,514	(206,939)	(131,561)	(162,875)	1,597
Cash and cash equivalents at the beginning of the period	247,342	223,901	324,072	428,372	1,048,109	827,146	685,157	524,112
Effect of exchange rate differences on cash and cash equivalents	(7,337)	9,035	(7,491)	(10,777)	(14,024)	(10,428)	1,830	879
Cash and cash equivalents at EOQ	223,901	324,072	428,372	1,048,109	827,146	685,157	524,112	526,588

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