



SolarEdge's 2-in-1 EV Charger and Solar Inverter

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solar**edge**

End-to-End Smart Energy Provider

- One-stop-shop for smart energy solutions
- Established 2006 and NASDAQ IPO in 2015
- Global leader in smart solar inverters with installations in over 130 countries
- Award-winning innovative company with strong product portfolio and roadmap
- Ranked as top global inverter company
- More than just solar:
 - Gamatronic: Developer of uninterruptible power supply solutions
 - Kokam: A top-tier provider of Li-Ion cells, batteries, and energy storage solutions from South Korea
 - SMRE: Provider of innovative integrated powertrain technology and electronics for electric vehicles



Meet The SolarEdge UK Team



Christelle Barnes
UK Country Manager



Richard Fuell
Sales Manager



Tim Painter
Sales Manager



Hazel Sturgess
Marketing Manager



Alberto Lotto
Pre-sales Engineer



Jason Kirage
Technical Marketing Manager



Danielle Widjaja
CSR & Office Administrator



Nadav Raskin
UK Support Manager



Jurgen van Oossanen
Field Service Engineer



Richard Johnson
Technical Service Engineer



Konstantinos Smyrnaio
Technical Service Engineer



Martin King
Technical Service Engineer

First, Some EV Terminology & Definitions

- 3 types of chargers:
 - Mode 2 (~12A, 2.7kW)
 - Mode 3 (up to 32A, 7.4kW)
 - DC fast chargers
- AC 'chargers' provide AC to vehicle, but batteries require DC
 - Vehicle's onboard charging equipment converts to DC
- Vehicle capabilities govern max AC charging rates (3-10kW typical)
- DC chargers send DC direct to battery



One-Stop-Shop for Smart Energy Solutions



Maximize Self-Consumption

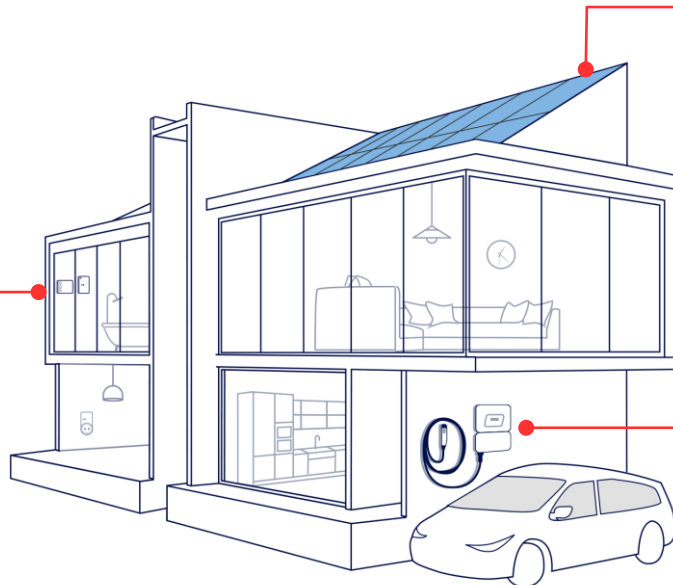
- Just one single phase EV charging inverter is enough to power all your home energy requirements, including smart energy devices and EV charging



Smart Energy Products



Monitoring Platform



Power Optimizers



EV Charging Single Phase Inverter

World's First 2-in-1 EV Charger and Solar Inverter

Saves money and increases self-consumption by integrating EV charging capability with the home solar inverter

- Reduces the cost & labor of installing a separate standalone EV charger and inverter
- Up to 155% oversizing allowed
- Inverter commissioning from a smartphone using the SetApp mobile app
- Integrated arc fault protection#
- Excess PV function
- 12-year warranty, extendable to 20 or 25 years
- Integration with the monitoring app
- Inverter sizes: 3.68kW, 4kW, 5kW and 6kW



Key Benefits



Reduces workload and costs of separately installing an EV charger and a PV inverter (i.e.: built-in DC-RCD)



Small, lightweight and as easy to install as a standard (non-EV) SolarEdge inverter



Maximizes self-consumption and optimizes use of renewable energy



12-year warranty, extendable to 20 or 25 years

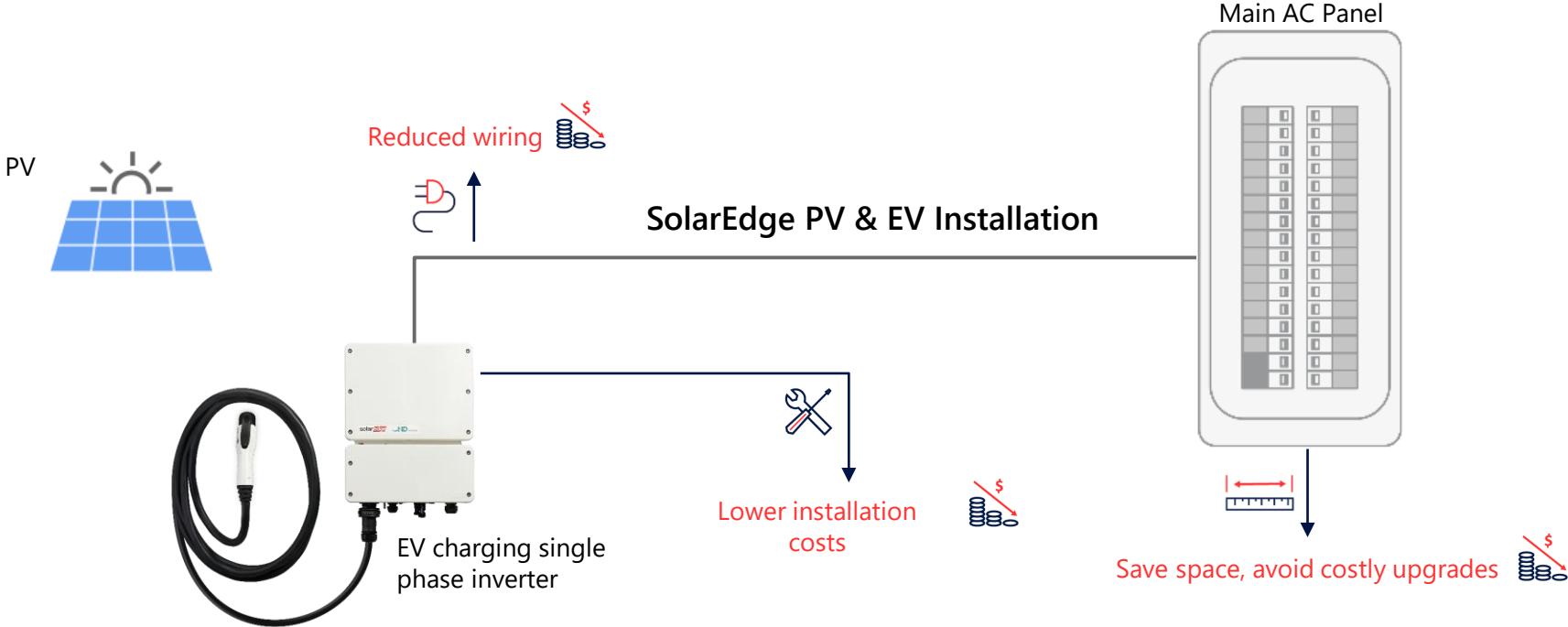


Fully integrated with the SolarEdge monitoring platform

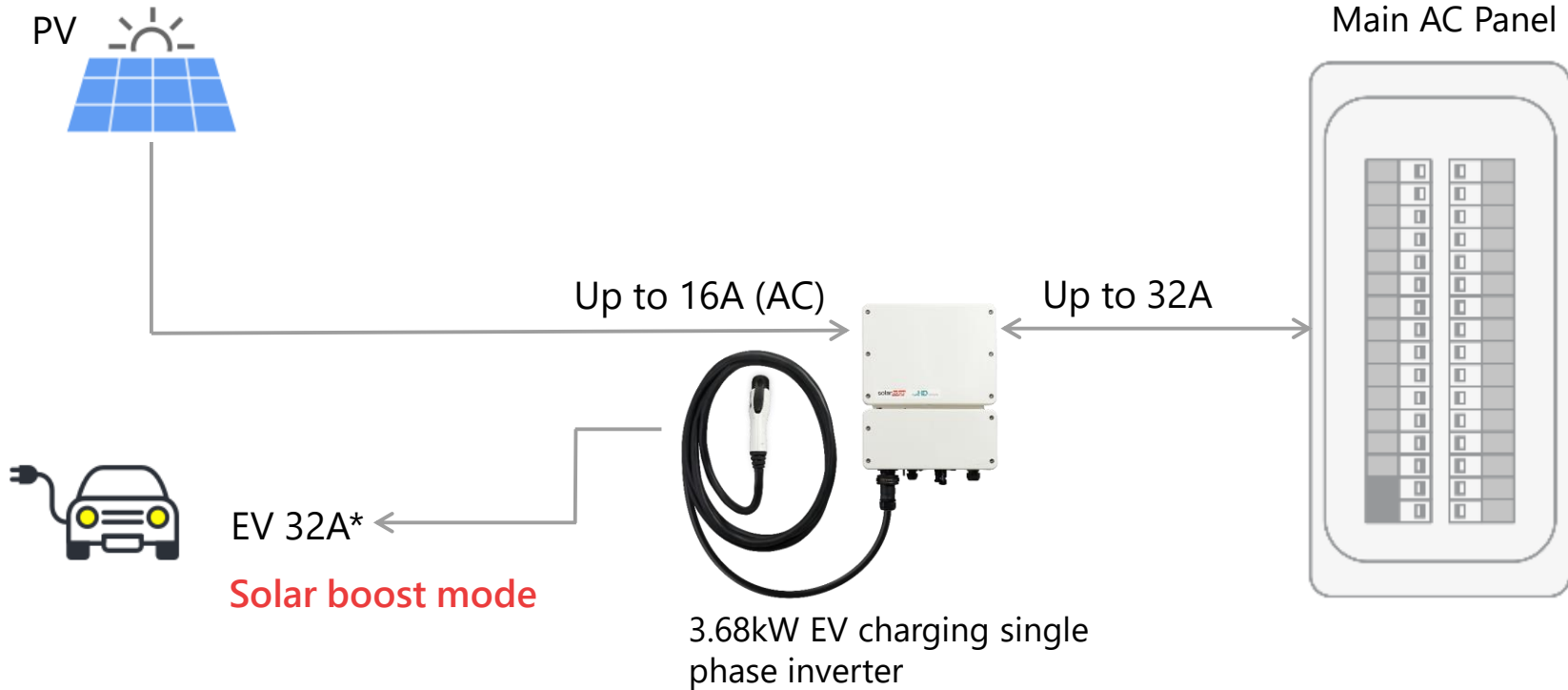


Compatible with multiple EV connectors and all EVs

Integration Means Reduced Cost & Labor



Integration Means Two Sources of Power



The World's First EV Charging Single Phase Inverter

No electric vehicle?



The World's First EV Charging Single Phase Inverter

Install PV that is ready for the future



Easy to Install & Commission as a non-EV Inverter



Same installation time and process
as a non-EV HD-Wave inverter



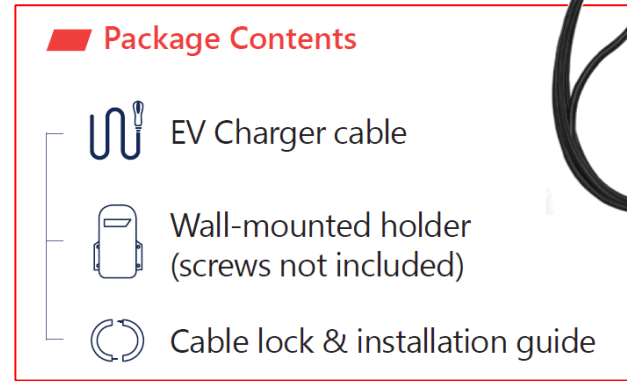
+10
minutes



Mounting the cable holder to the wall

EV charger cable & holder ("EV Kit") sold separately

- Can be purchased on day 1 and installed with the EV charging inverter (separate PNs), or later
- Homeowners can easily install the cable holder and activate EV charging independently (no need for an electrician)
- EV charger cable is available in two lengths:
 - 7.6m
 - 4.5m
 - Type 1 and Type 2



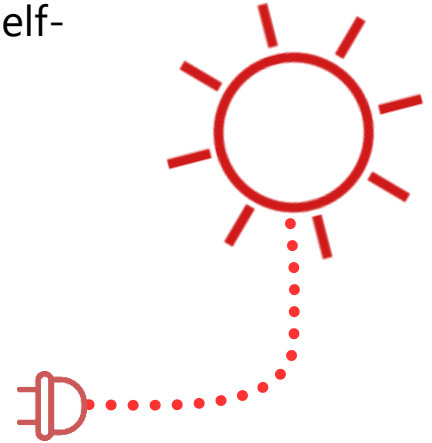
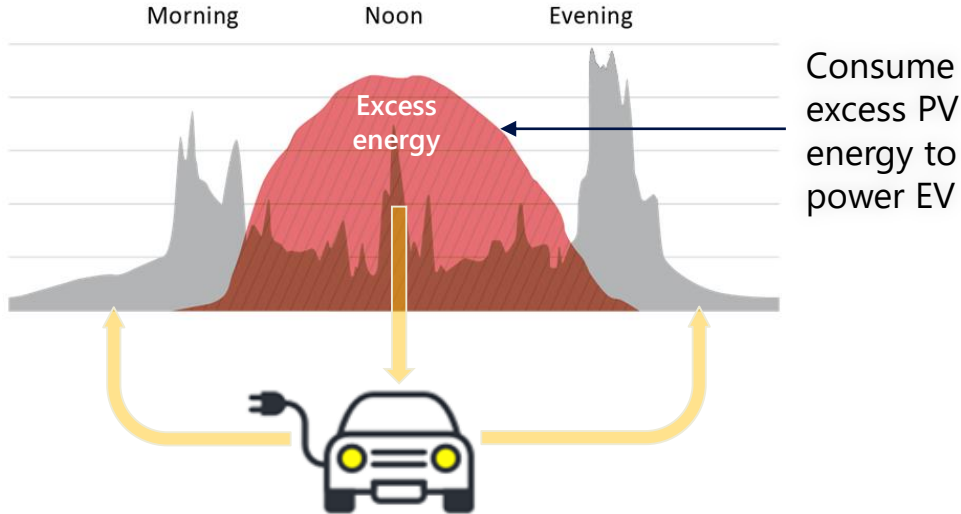
Integration Means Visibility and Control

- Seamless integration with the SolarEdge monitoring platform
- Homeowners can track their charging status, control vehicle charging, and set charging schedules
- Key features:
 - Smart-scheduling for use with Time-of-Use (TOU) rates — charge from the grid during off-peak hours
 - Track PV, EV, and grid consumption
 - Operate remotely via app — turn charging on and off from anywhere, anytime
 - View charging duration, charge energy, and percent charge from PV
 - Expense report generation



Maximizing Self-Consumption w/ Clean Charging

- EV charging enables homeowners to consume a larger share of their self-generated solar energy
- Excess solar** feature uses 100% renewable energy for EV charging



Advantages to Installers

- Opportunity to differentiate portfolio and offer a premium offering
- Avoid compromising on price
- Future proofing your customers
- Higher close rate & faster close:
 - **Save money:** Avoiding costs of separate installation now or in the future
 - **Maximize value of your PV system:** EV makes PV more valuable - maximizes self-consumption & better system ROI
 - Bigger sale value
 - **EV often means more PV:** Average household energy consumption increases with EV usage → opportunity to upsell a larger PV system



Install more modules

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Install More Modules

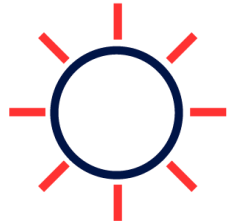
HD-Wave inverters support 155% oversizing

5.7kW_{DC} PV System

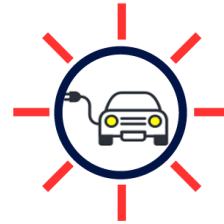


A New Mindset

Solar
is the product



Solar with integrated EV
is the product



- Solar with integrated EV should be **the new default offering** (where applicable) and not presented as an upsell
- Solar only should be offered to customers as a **reduced offering**, and not as a default offering

EV Charger

The SolarEdge smart EV charger is a convenient way to charge your electric vehicle at home, from the brand you can trust

- Comes with integrated cable & holder
- Small, sleek, wall mounted design with multi-colored LED to indicate charging status
- Complies with industry safety standard IEC 62196
- Full integration with the SolarEdge monitoring platform via built-in Wi-Fi communication
- Compatible with inverter-less installations or where the inverter is located far from the charger
- Compatible with existing SolarEdge inverters
- Excess solar feature (SolarEdge Energy meter required)

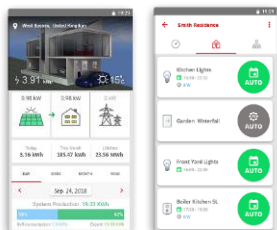


Complete SolarEdge Residential Solution

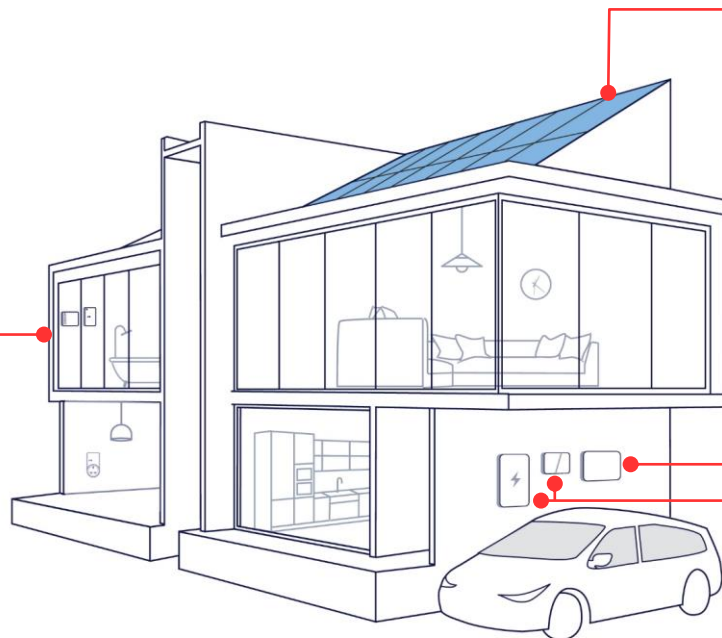
A single solution for PV, storage, smart energy, and EV charging



Smart Energy Products



Monitoring Platform



Power Optimisers



Inverters



StorEdge

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Thank You!

Cautionary Note Regarding Market Data & Industry Forecasts

This power point presentation contains market data and industry forecasts from certain third-party sources. This information is based on industry surveys and the preparer's expertise in the industry and there can be no assurance that any such market data is accurate or that any such industry forecasts will be achieved. Although we have not independently verified the accuracy of such market data and industry forecasts, we believe that the market data is reliable and that the industry forecasts are reasonable.

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