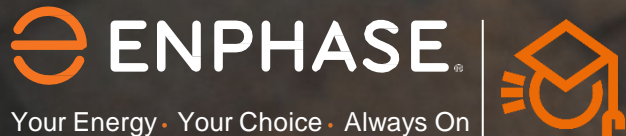


Midsummer Mornings: Domestic PV & Storage

Enphase Microinverters & Battery Storage

Martyn Berry & Mike Haines

14th May 2020



Midsummer



Your Presenters



Mike Haines

International Sales Manager.

- Former Enphase Director of North American Sales.
- First Sales Director for Enphase UK and Regional Director for Southern Europe.
- Now, leading sales and marketing in UK, Spain and developing markets.



Martyn Berry

An Independent consultant to PV solar, storage & EV charging companies.

- Former European Director of Service at Enphase & Principle Engineer at Solarcentury.
- 20 years in grid connected PV.
- Assisting Enphase in the UK & Ireland.

Enphase: The Proven Leader



Founded In **2006**,
500+ Employees
Worldwide.*



Market Leading
Residential Inverter
in North America.



Headquarters:
Fremont, California
with Offices Globally.



1 Million+ Systems
in 130+ Countries.*



Our Customers are
Homeowners, Installers
& **Module Partners**.



2019 Revenue:
624.3 Million USD.
NASDAQ listed 2012.



25+ Million Microinverters
7GW+ (DC) Capacity.
20 TWh energy produced.



30MWh+ Energy
Storage Shipped.



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THANK YOU EUROPE

Very proud to be the best inverter in Europe
for the third time in a row.

**Awarded Top PV Brand
2019 in Europe by EuPD**

Enphase **Value Proposition**



High Performance



Superior Quality & Reliability



Simple Design & Installation



Safest Solar & Storage



Intelligent Monitoring & Control



Enphase **Value Proposition**

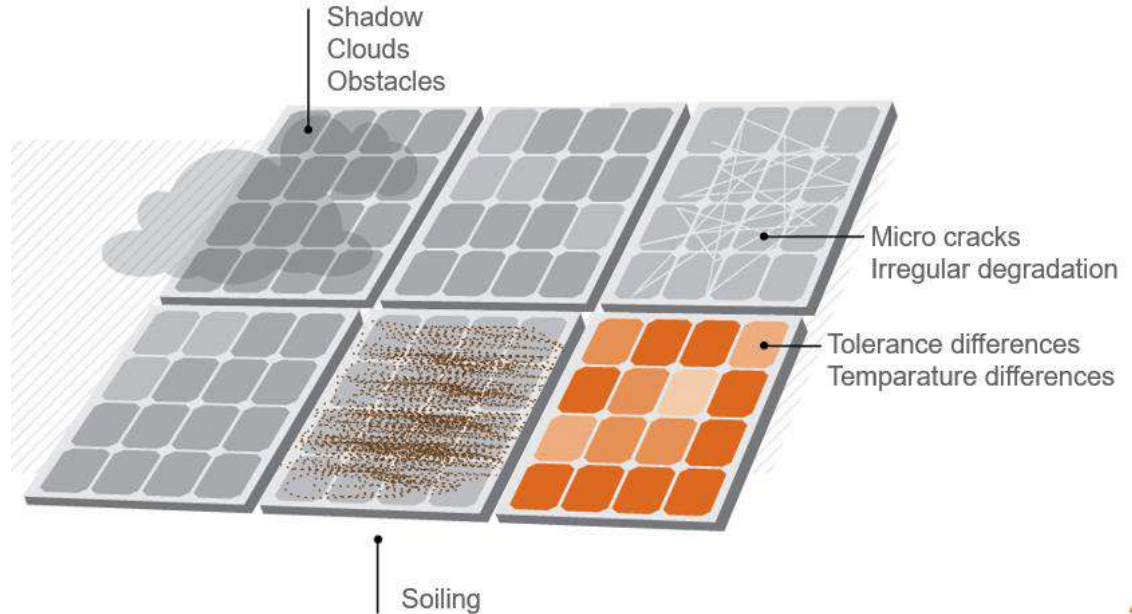
- P** High **Performance**
- R** Superior Quality & **Reliability**
- S** **Simple** Design & Installation
- S** **Safest** Solar & Storage
- I** **Intelligent** Monitoring & Control





Enhanced Performance

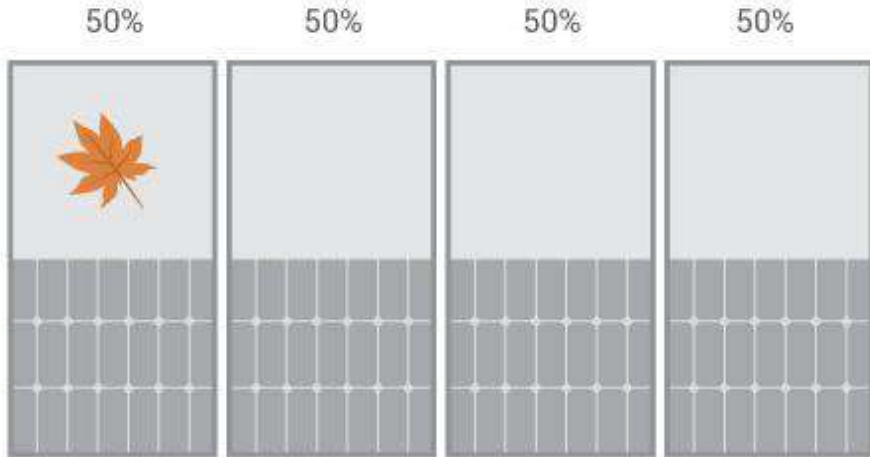
- Enphase Microinverters **generate more energy** than other inverters due to independent operation, high efficiency & burst mode.
- Advanced monitoring technology enables **increased uptime.**



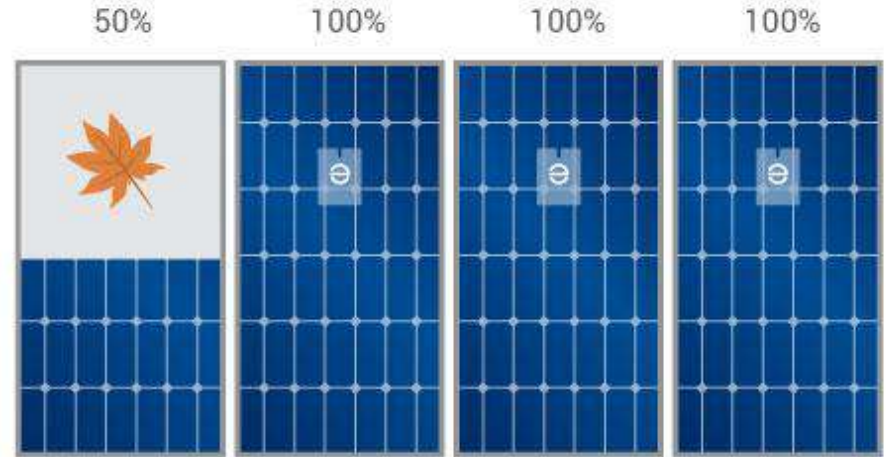


Enhanced Performance

String Inverter



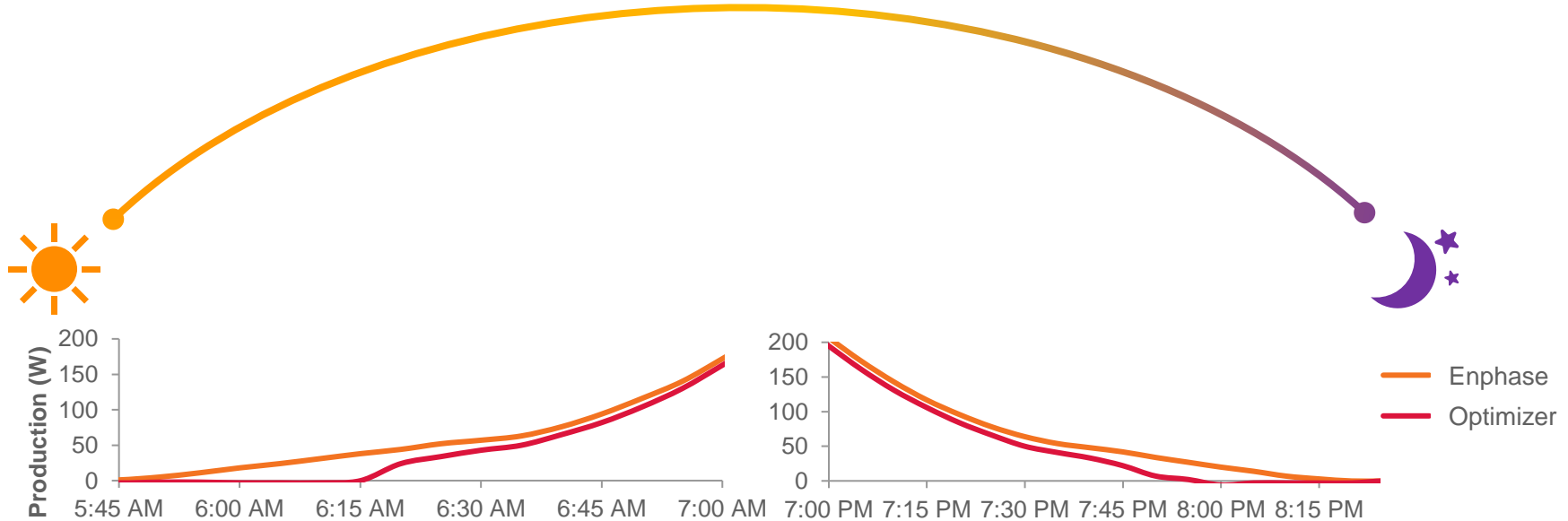
Enphase Microinverters



- Understand the **benefit of independent operation**, module level MPPT.
- **Not just shade** ...module mismatch, irregular degradation due to aging.



Enhanced Performance

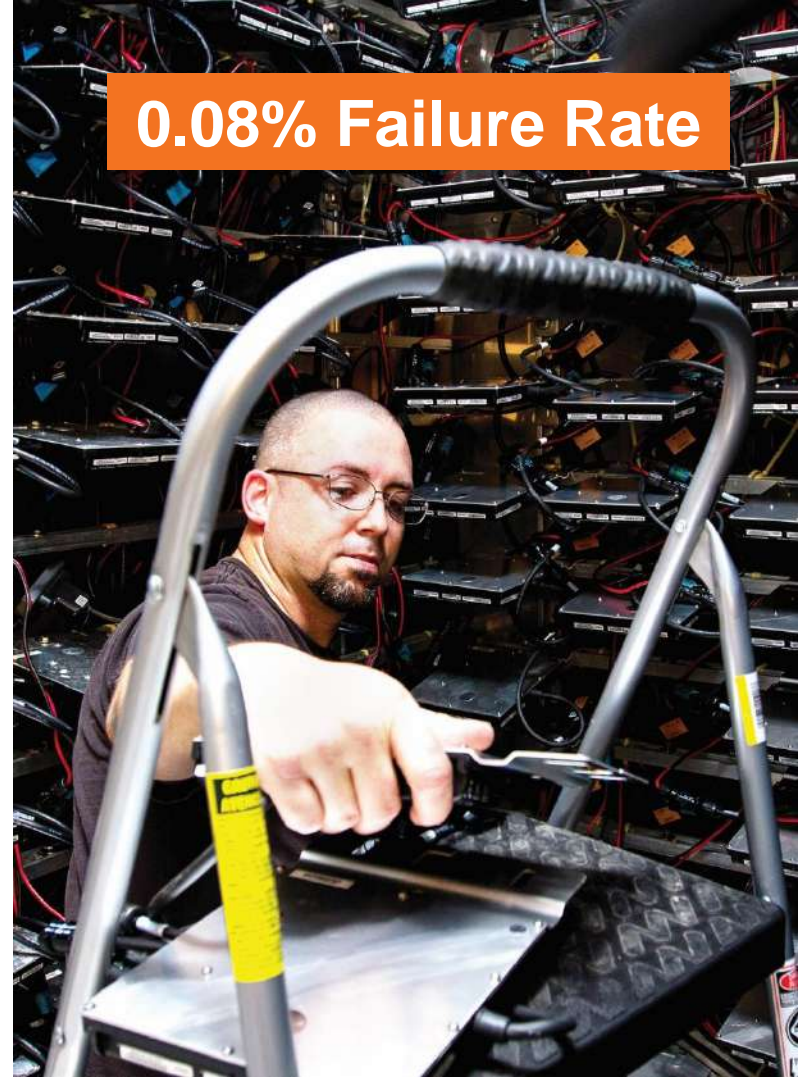


- **Burst mode** technology produces more power in low light.
- Generate **more energy** during the life of your system.



Superior Quality & Reliability

- **> 1 million** test hours per product.
- 75%* **less components** than strings & optimizers, zero moving parts.
- **No single point of failure**, each Microinverter works independently.
- Enables us to provide **industry leading 25-year** inverter warranty.
- Same inverter technology & modular architecture applied to our **battery solutions**.





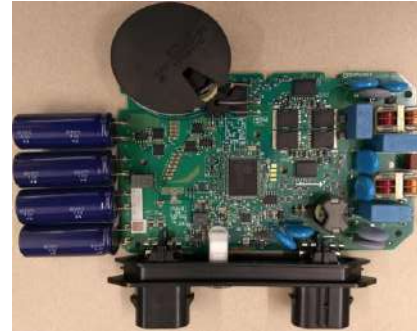
Superior Quality & Reliability

String

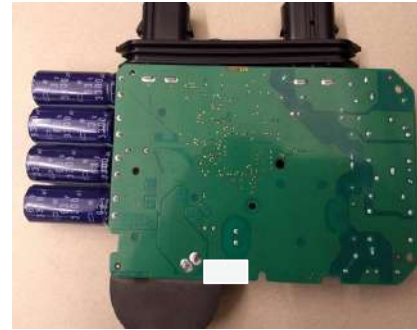
Optimizer

Enphase

Top



Bottom





Superior Quality & Reliability



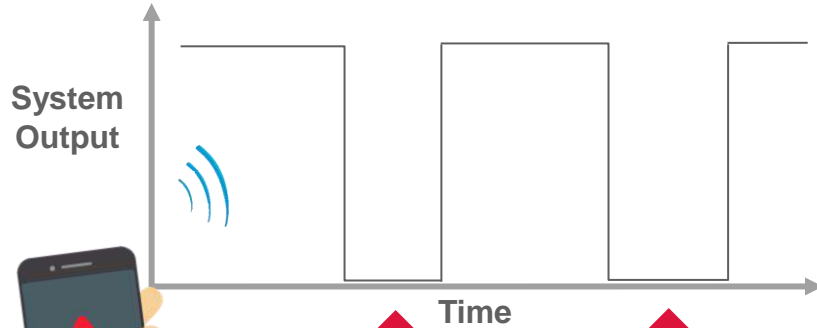
Storage	Enphase IQ7	SolarEdge	String
Single Point of Failure	No	Yes	Yes
DC or AC	AC (Max. 60V)	DC (600V+)	DC (600V+)
Scalable	Yes (Min 1 Module)	No (Min 4 Modules)	No
Burst-mode Technology	Yes	No	No
DC/AC Cable	Only AC Cable	DC & AC Cable	DC & AC Cable
Module Level Monitoring	Yes	Yes	No

Microinverter vs. Optimizer vs. String



Superior Quality & Reliability

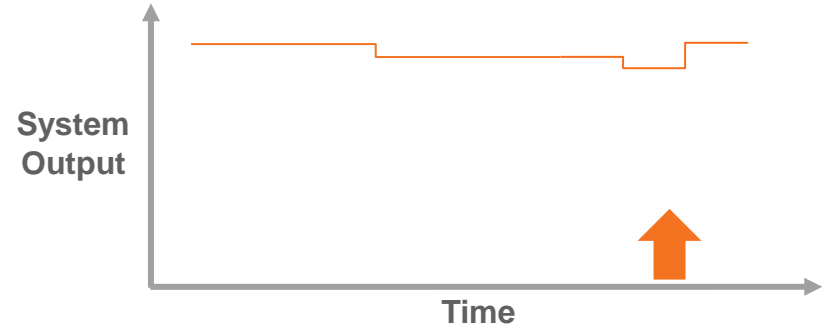
String Inverter



Unplanned string inverter failures

Every failure is a **system-wide emergency** in a string system!

Enphase



Planned Microinverter replacement

No system-wide outages or emergencies with Microinverters.



Simple Design & Installation

- **Lower upfront engineering** design.
- **Easy on-site** design modifications & future expansion.
- Simple PV array layout, **mixed orientations** without MPPT problems.
- Modular, **scalable battery** storage solutions, system from **single manufacturer**.





Safest Solar & Storage

- **String inverters introduce 600V DC** into the building, Microinverters don't.
- No live DC working for installer.
- Operating at **low DC voltage**, arc faults self-extinguishing.
- **Automatic rapid shutdown** is built into Microinverter, immediately de-energised when main isolator is set to OFF.
- Battery solution use same all **AC approach** & safest available **LiFePO** chemistry.





Intelligent Monitoring & Control

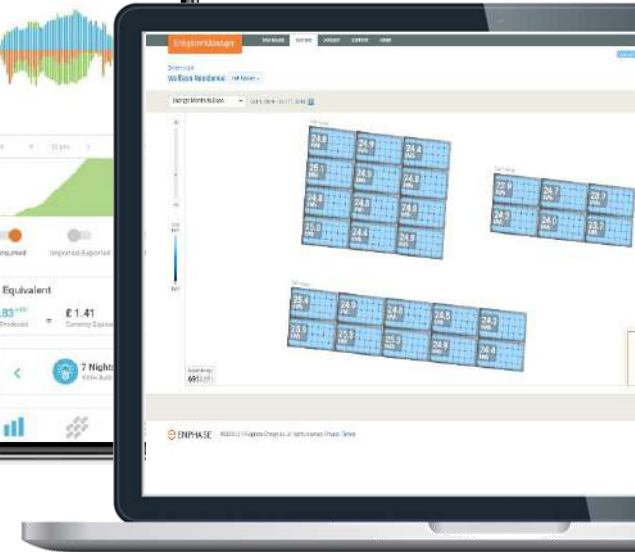
- **Enphase Cloud Services**, tailored software solutions for easy owner & installer access to data & settings.
- **Free of charge** for owner & installer.
- **Software Defined Architecture** patented semiconductors, **over-the-air** upgrades & troubleshooting.



Installer Toolkit



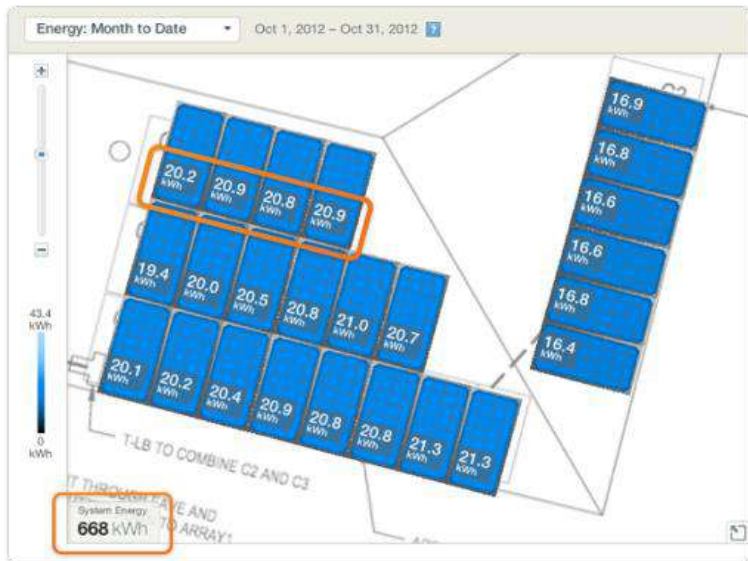
Enlighten™



Enlighten Manager™



Intelligent Monitoring & Control



- **Enlighten Manager** - The installer's view of all installed sites.
- Rapid identification of problems using full **AC & DC module data**.
- Plan your maintenance work **before** heading to site.




Intelligent Monitoring & Control



- **Enlighten App** - Owner's access to useful, informative system data.
- **Module level** kWh production data.
- **Integrated** production, consumption & storage data.

Enphase **Value Proposition**

P  High **Performance**

R  Superior Quality & **Reliability**

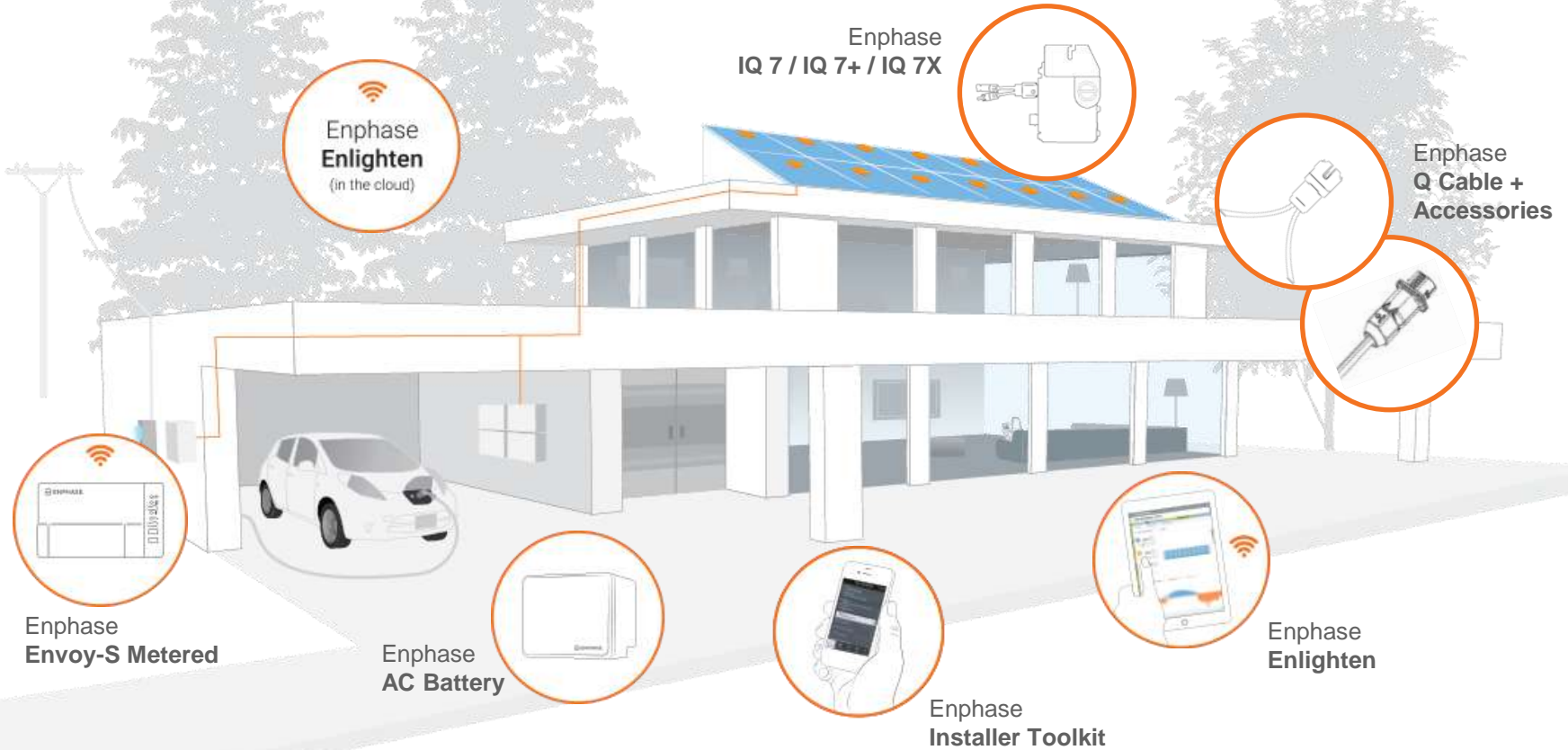
S  **Simple** Design & Installation

S  **Safest** Solar & Storage

I  **Intelligent** Monitoring & Control

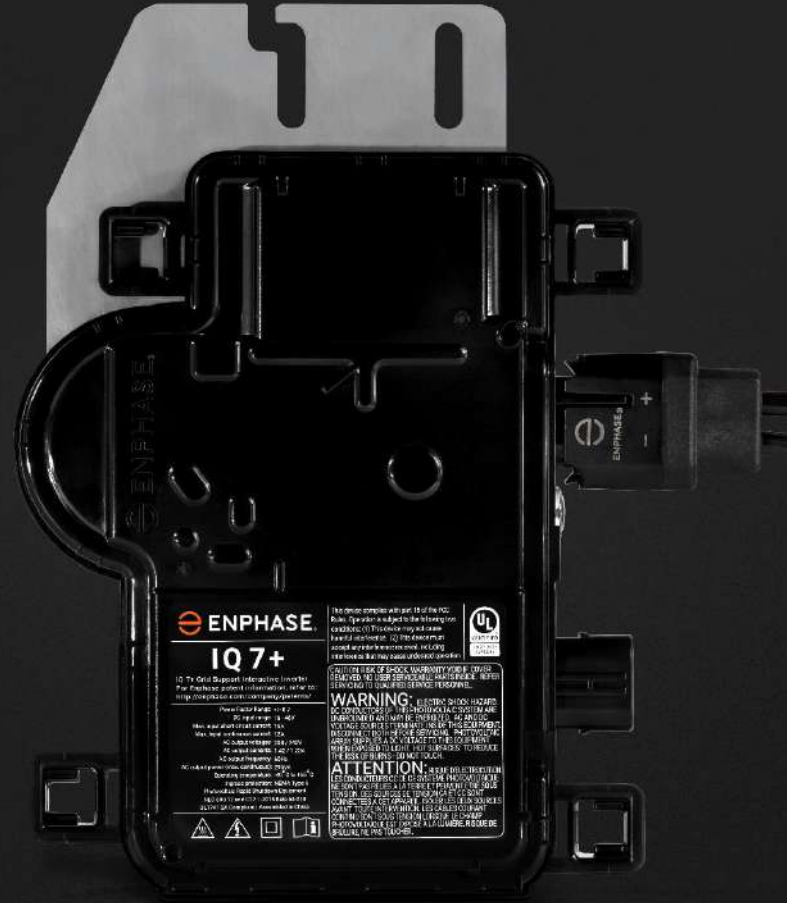


Enphase Product Overview



IQ 7 Overview

- Up to **96 Cell / 460W** Modules.
- **96.5%** EU efficiency.
- **Plastic** enclosure.
- IP67, fully silicone potted.
- Class II double insulated.
- Light weight, Non-corrosive.
- **G98/99** Type Tested for UK.
- **G100 Export limiting** capable.
- **EN50438** Compliance for Ireland.



IQ 7 Series Microinverters



IQ 7 Micro: 240 VA

- Supports 60-cell.
- Up to 340W Modules.
- 48V DC Maximum.



IQ 7+ Micro: 290 VA

- Supports 60 & 72-cell.
- Up to 420W Modules.
- 60V DC Maximum.



IQ 7X Micro: 315 VA

- Support 96-cell.
- Up to 435W Modules.
- 80V DC Maximum.

Microinverter **Warranty & RMA Process**

- Complete coverage with an industry-leading **25-year warranty** and life expectancy to match PV modules.
- Self-service RMA process online and available directly from Enphase **24-7 via Enlighten & Installer Toolkit App.**
- Replacement Reimbursement available for years 1 & 2.*



Enphase Q Cable

- Lightweight **2-core** cable.
- New connectors:
 - Clear cable **numbering**.
 - **Simpler** cable management.
- Lighter, **higher-density** packaging.
- Available for **single** & **three** phase.



Enphase **Connectors, Seals, Tools** & More



**Q Sealing
Caps**



Q Terminator



Disconnect Tool



**Field-Wireable
Connectors**
*MC crimp tool
required*

- All-Enphase cabling solution.
- Field wireable connectors for an in-line splice kit.
- Available for single & three phase.

Enphase AC Battery Overview

- Modular **1.2kWh** solution & **270W** power.
- **LiFePO** chemistry, TÜV certified.
- **96%** round-trip efficiency.
- **23kg**, one-person lift.
- **Enlighten** monitoring & configuration.
- **Time of use** and **night-time charge** options.
- 80% capacity **10-year** or 3,650 cycles warranty.



Enphase Envoy-S Metered

- Microinverter and Battery **management & control**.
- Realtime **production & consumption** metering using current transformers (supplied).
- CTs supplied with **4m twisted pair cable**, extendable to **85m** with 1mm².
- Hard wired CTs only, required **for G100** compliance where export limiting is used.



Looking to the Future

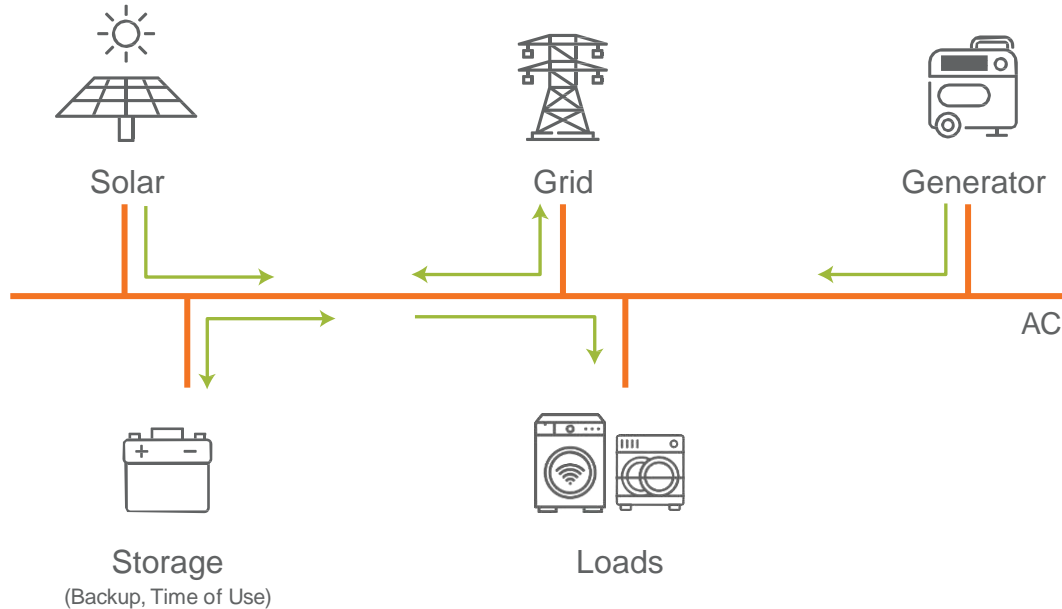


High Power, High Performance Microinverters

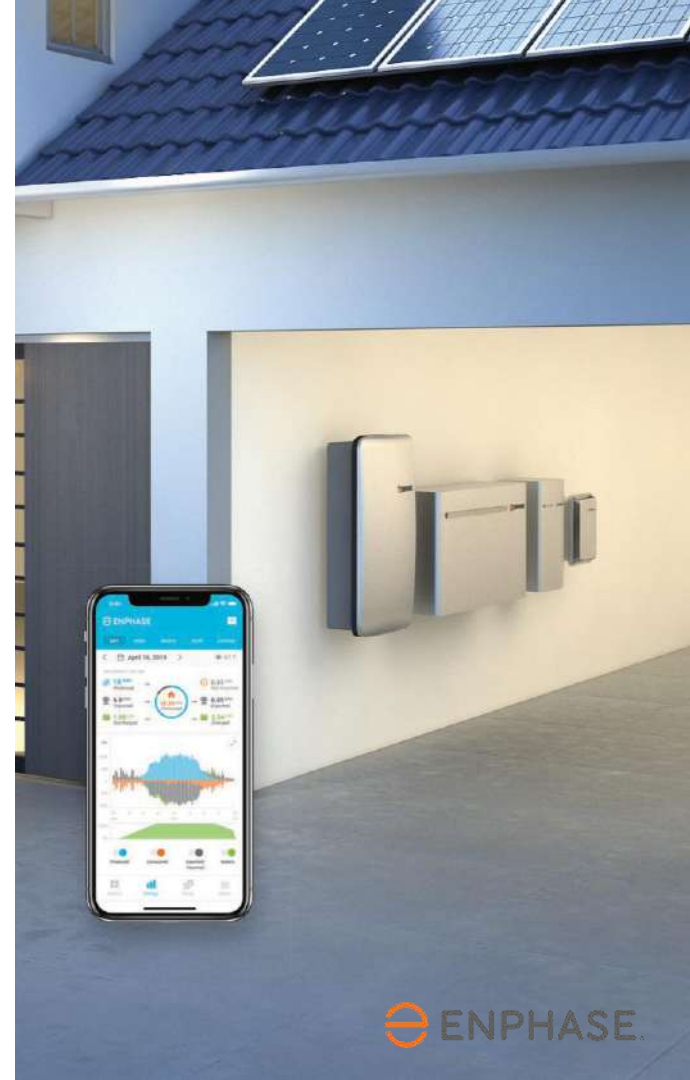
Eight Generations of Innovation



Ensemble Energy Management Technology



- Automatically **manages energy resources** such as solar, storage, grid, loads & generator.



Enphase Storage Portfolio

2016

1.2kWh Modular System



ACB 1.0

First Generation
ToU optimization

Q1 2019

1.2kWh Modular System



ACB 1.5

Second Generation
Cost Reduction

>2020

3.3kWh, 10kWh Modular Systems with Backup



Encharge 3

3.36kWh
1.28kVA
1x 44kg



Encharge 10

10.08kWh
3.84kVA
3x 44kg

Marketing Collateral



Enphase -
The smartest choice
in solar energy.

There are three advantages of equipping your solar with Enphase technology. It earns the highest level of reliability, outstanding performance, and the highest return on your investment. All compelling reasons why Enphase is the smartest choice in solar energy.

Smart Energy Designed in California



The benefits of Enphase microinverters

Microinverters in comparison with string inverters and string inverters with optimizers

	Enphase microinverters	String Inverters or string inverters with optimizers
SAFETY	<ul style="list-style-type: none"> Only safe AC voltage levels fed directly to your OCPD. No large central inverter and makes installation with high voltages DC more precise. 	<ul style="list-style-type: none"> High voltage DC string that can extend beyond large central inverter or block cannot be used at high voltages.
FUTURE PROOF	<ul style="list-style-type: none"> Modular system means cheap repair and your PV first failure with no impact. 30 microinverters are pre-wired including a power outage by continuing to produce (i.e. inverter failure, and/or OCPD). Your microinverters are automatically equipped with the latest software. 	<ul style="list-style-type: none"> System is not expandable and prepared for power.
PRODUCTIVITY	<ul style="list-style-type: none"> Panel shaded in case of tobacco dirt, the affected panel produces no or a bit of power, while other panels keep producing at optimal performance. Block Shade Technology your PV system produces longer in the sun on any day. 	<ul style="list-style-type: none"> Serial inverter, your solar string and your shade inverter. High voltage required to shade production in a row.
RELIABILITY	<ul style="list-style-type: none"> Less than \$40,000 200 fewer components and moving parts compared to string inverters and blocking modules with optimizers. Yoga trouble minimizes your system downtime. 	<ul style="list-style-type: none"> Greater cost (\$40,000+) More than 1,000 moving parts
WARRANTY	<ul style="list-style-type: none"> Standard 25 year product warranty. 	<ul style="list-style-type: none"> 1 to 10 year product warranty depending on 25 year or 10 year warranty.



25 YEAR WARRANTY

Enphase IQ 7, IQ 7+, IQ 7X Component List

<p>IQ7-ISO-INT Enphase IQ 7™ 180 W grid power MICU, DC disconnect, remote AC disconnect. Compatible with 60 and 120 VAC modules.</p>	<p>IQ7+ISO-3-INT Enphase IQ 7+™ 240 W grid power MICU, DC disconnect, remote AC disconnect. Compatible with 60 and 120 VAC modules.</p>	<p>IQ7X-ISO-INT Enphase IQ 7X™ 320 W grid power MICU, DC disconnect, remote AC disconnect. Compatible with 60 and 120 VAC modules.</p>
<p>ENV-S-WB-330-F Componentized Central Inverter</p>	<p>ENVY-S-WB-230 Componentized Inverter</p>	<p>CT-100-2P-INT 100 amp current transformer (CT) - 1% accuracy. In use with string inverter.</p>
<p>Enphase Energy S™ (2000W) 48V DC/240V AC Grid-tied solar inverter with 48V DC input and 240V AC output. Compatible with the IQ7™, IQ7+™ and IQ7X™.</p>	<p>Enphase Energy IQ™ (2000W) 48V DC/240V AC Grid-tied solar inverter with 48V DC input and 240V AC output. Compatible with the IQ7™, IQ7+™ and IQ7X™.</p>	
<h3>Enphase AC Battery and Accessories</h3>		
<p>B270-1200-1M-F-EU00-PV01 Enphase AC Battery™ with 1200 Wh usable capacity, 1200 Wh AC input, and 1200 Wh AC output. Compatible with grid-tied PV systems using the Enphase Energy S.</p>	<p>ENM-450W-A Enphase AC Battery™ with 450 Wh usable capacity, 450 Wh AC input, and 450 Wh AC output. Compatible with the Enphase AC Battery.</p>	<p>Enphase AC Battery™ 48V 100 Ah (3.3 kWh) (4) (2) (1) (0) (1) (2) (3) (4) (5) (6) (7) (8) (9) (10) (11) (12) (13) (14) (15) (16) (17) (18) (19) (20) (21) (22) (23) (24) (25) (26) (27) (28) (29) (30) (31) (32) (33) (34) (35) (36) (37) (38) (39) (40) (41) (42) (43) (44) (45) (46) (47) (48) (49) (50) (51) (52) (53) (54) (55) (56) (57) (58) (59) (60) (61) (62) (63) (64) (65) (66) (67) (68) (69) (70) (71) (72) (73) (74) (75) (76) (77) (78) (79) (80) (81) (82) (83) (84) (85) (86) (87) (88) (89) (90) (91) (92) (93) (94) (95) (96) (97) (98) (99) (100) (101) (102) (103) (104) (105) (106) (107) (108) (109) (110) (111) (112) (113) (114) (115) (116) (117) (118) (119) (120) (121) (122) (123) (124) (125) (126) (127) (128) (129) (130) (131) (132) (133) (134) (135) (136) (137) (138) (139) (140) (141) (142) (143) (144) (145) (146) (147) (148) (149) (150) (151) (152) (153) (154) (155) (156) (157) (158) (159) (160) (161) (162) (163) (164) (165) (166) (167) 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Future Enphase **Webinars**

Intermediate – Envoy Metered Installation

Friday 22nd May 2020 9.30am BST

Advanced - Using Enphase Enlighten Cloud

Friday 26th June 2020 9.30am BST

Register at

enphase.com/en-uk/events

On Demand training at

gotostage.com/channel/enphase-uk



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Install Different



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