



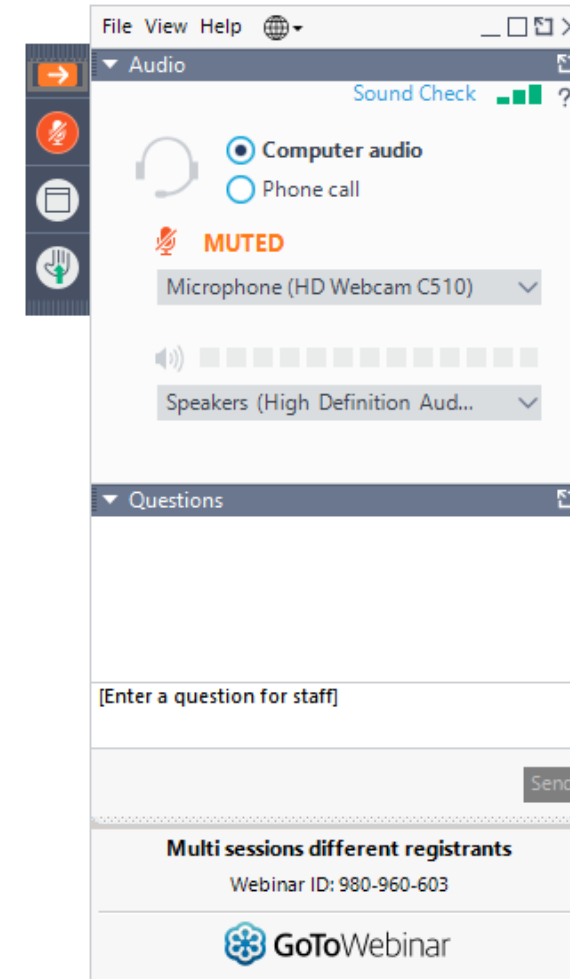
SolarEdge Three-Phase Hybrid Inverter

September 2020

solar**edge**

Webinar Information

- Audio: PC or phone
- Participants on **mute**
- Submit questions
- Certificate & Recording



Presenter



Brent Heber

Residential Account Manager
NSW & ACT

What Are We Going to Talk About?



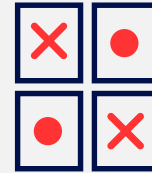
SolarEdge benefits



The old inverter vs. the new one



Technical point of view



Online game



Addendum



SolarEdge Benefits

SolarEdge Offers Five Key Benefits

Advanced
Monitoring



SolarEdge Offers Five Key Benefits

Advanced
Monitoring



Enhanced
Safety



SolarEdge Offers Five Key Benefits

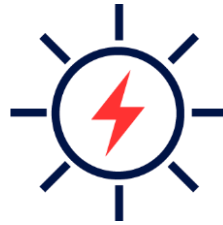
Advanced
Monitoring



Enhanced
Safety



Curb Appeal



SolarEdge Offers Five Key Benefits

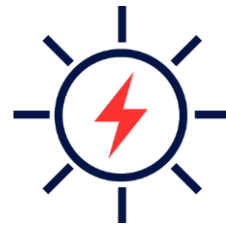
Advanced
Monitoring



Enhanced
Safety



Curb Appeal



More Energy



SolarEdge Offers Five Key Benefits

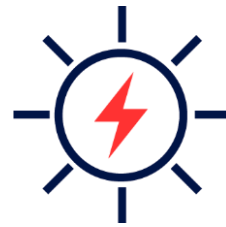
Advanced
Monitoring



Enhanced
Safety



Curb Appeal



More Energy



Peace of Mind



A Complete Residential Solution

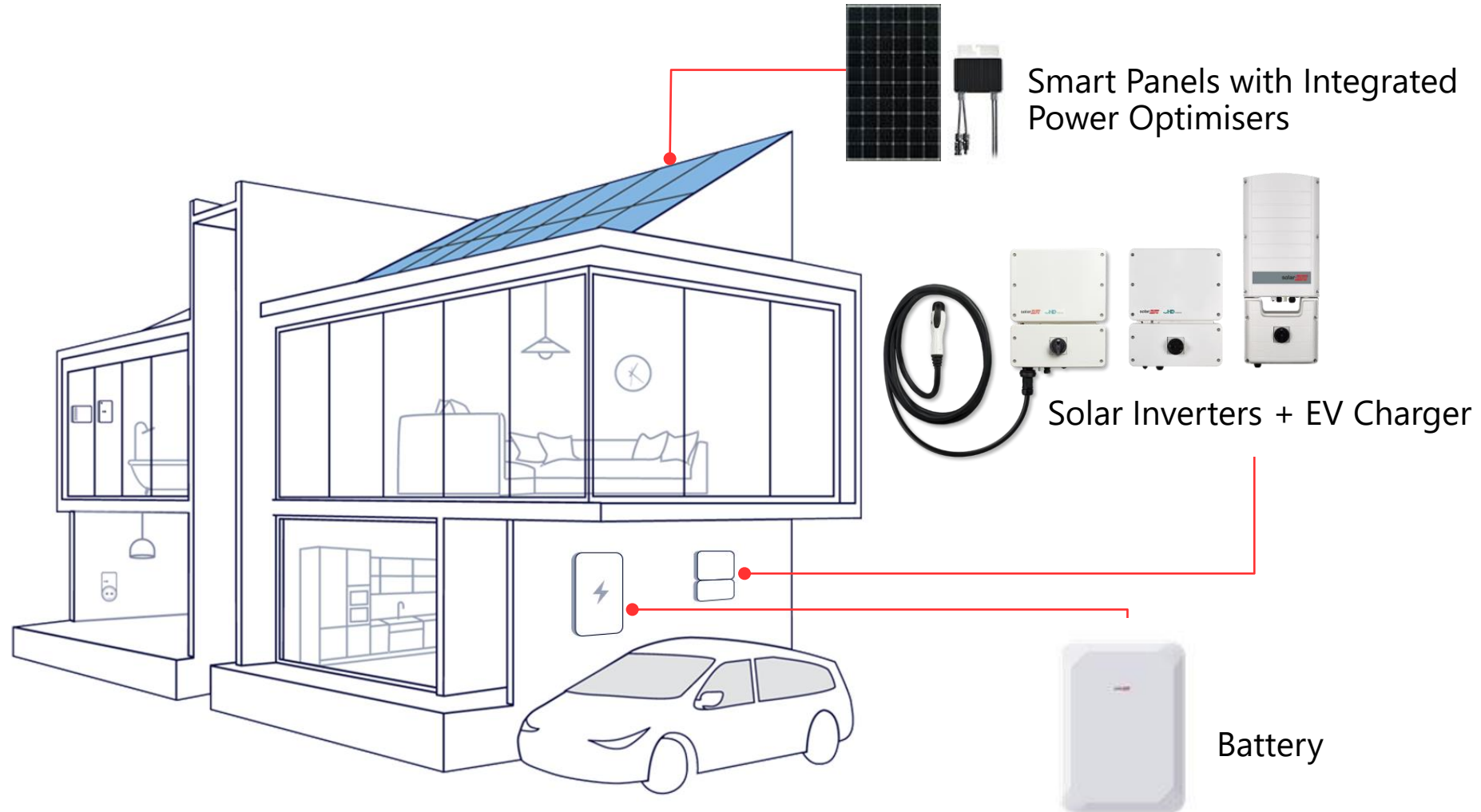


A Complete Residential Solution



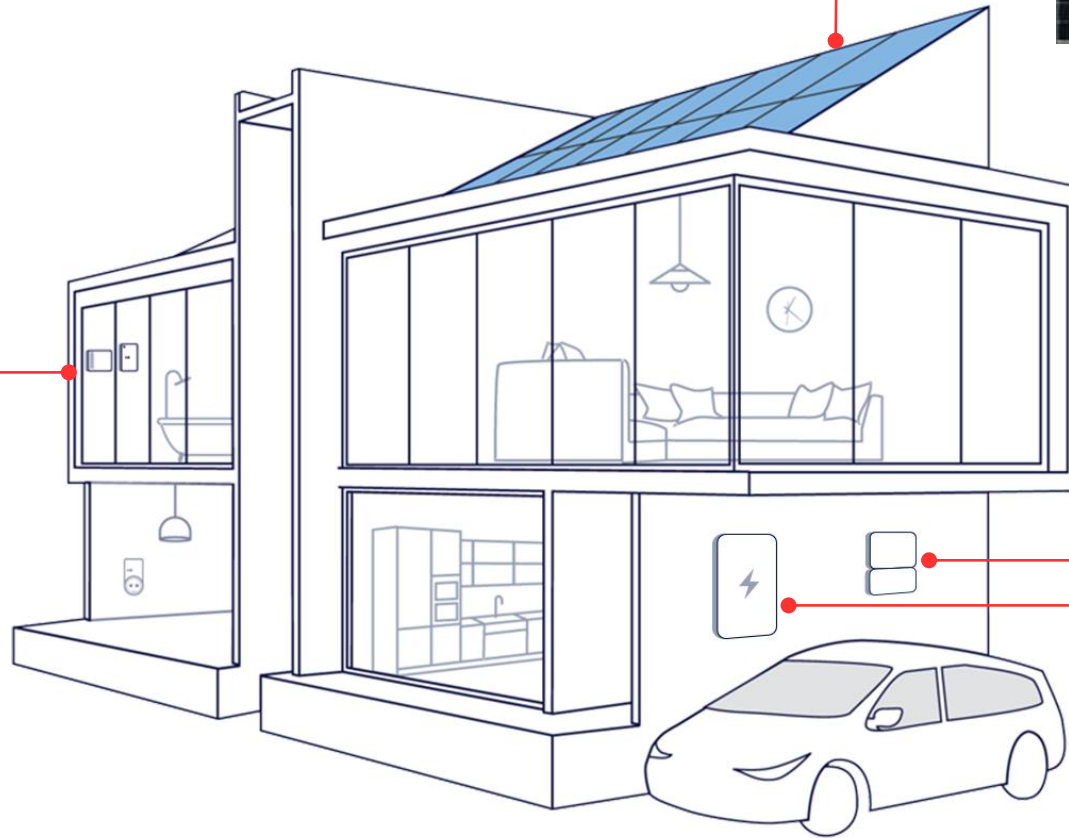
Smart Panels with Integrated Power Optimisers

A Complete Residential Solution



A Complete Residential Solution

Smart Energy Devices



Smart Panels with Integrated Power Optimisers



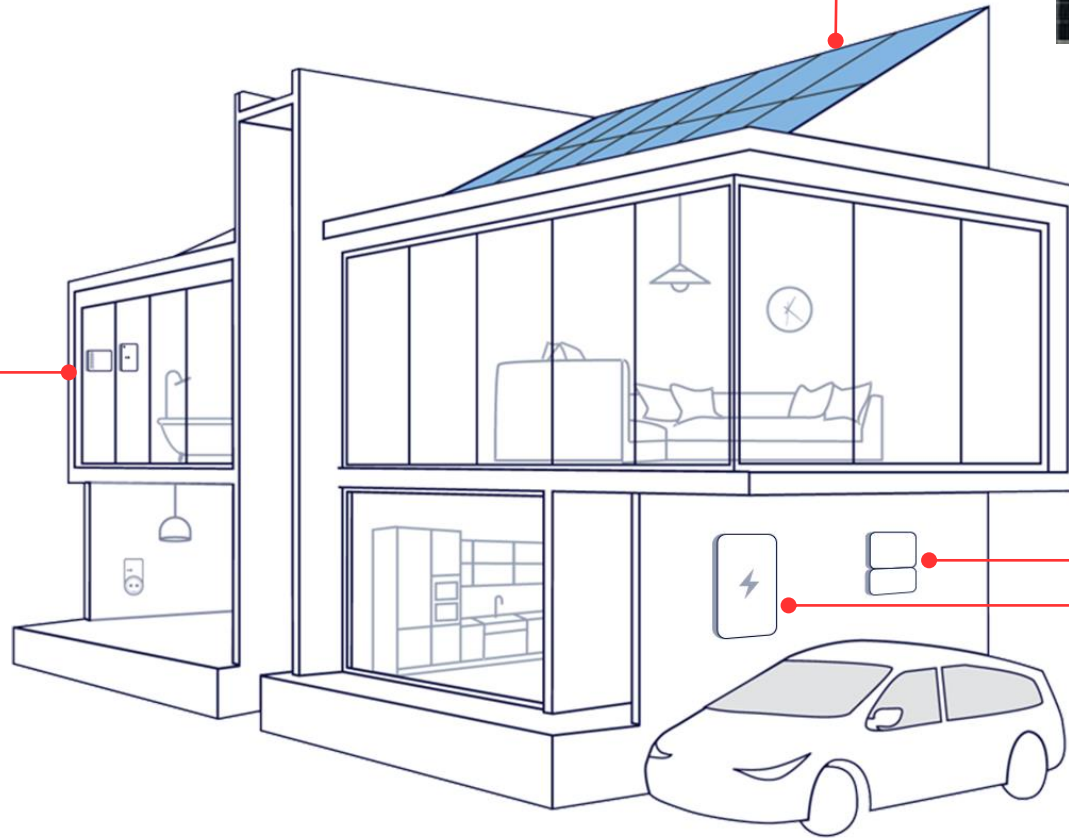
Solar Inverters + EV Charger



Battery

A Complete Residential Solution

Smart Energy Devices



Smart Panels with Integrated Power Optimisers



Solar Inverters + EV Charger



Monitoring Platform



Battery

Old Vs. New



The Current Offering

Limitations

- ▮ Inverter size
- ▮ Complex installation
- ▮ Limited design
- ▮ Not battery compatible



The New Three-Phase Hybrid Inverter

Powerfully Simple

- ▮ Larger size range
- ▮ Simple installation
- ▮ Battery-ready
- ▮ System expansions



DC-Coupled Solution

SolarEdge Battery-Ready

- ▮ Plug & play installation
- ▮ Additional DC capacity
- ▮ More efficiency

* No backup features on this product release



SolarEdge Battery

10kWh/5kW Li-Ion NMC DC
coupled, high voltage

Comparison – Old vs New

Product	Today's Offering	New Offering
Inverter sizes	5-8kW	5-10kW
Battery-ready	No	Yes
Design flexibility	Limited	High
Optional DC expansion	No	Yes
DC oversizing capacity	135%	200%
Warranty	12-25 Years	12-25 Years

Future Proof



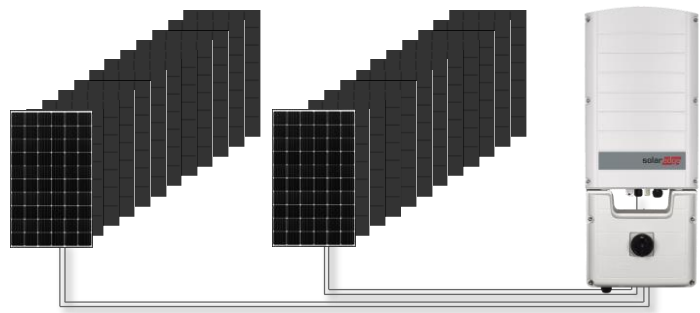


Additional Revenue



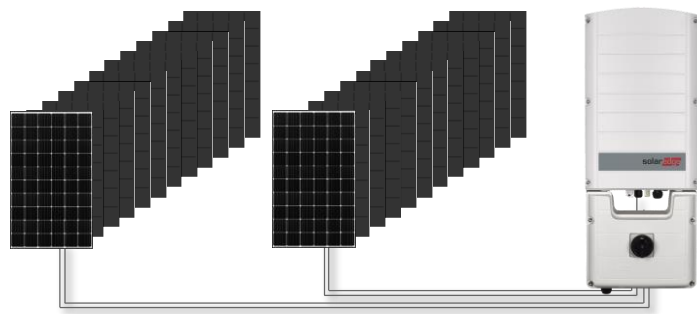
Technical Point of View

Simply Design Limitless Roofs

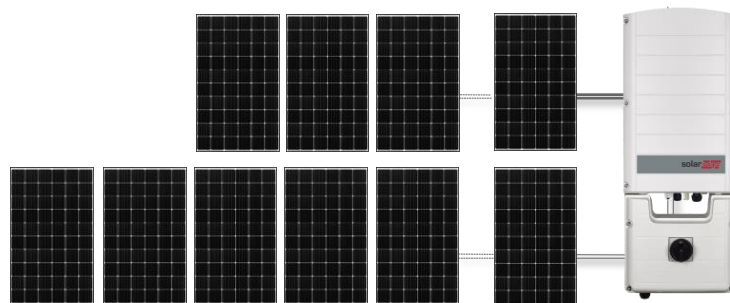


Fewer, longer strings

Simply Design Limitless Roofs

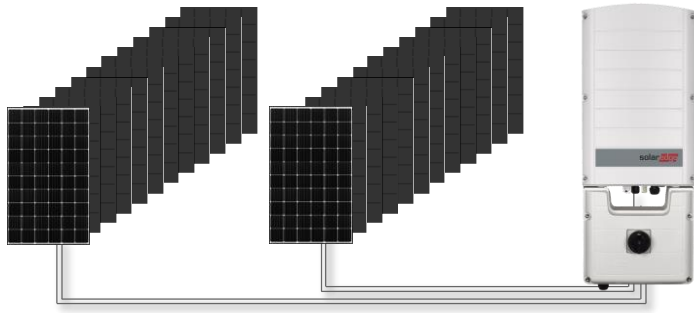


Fewer, longer strings

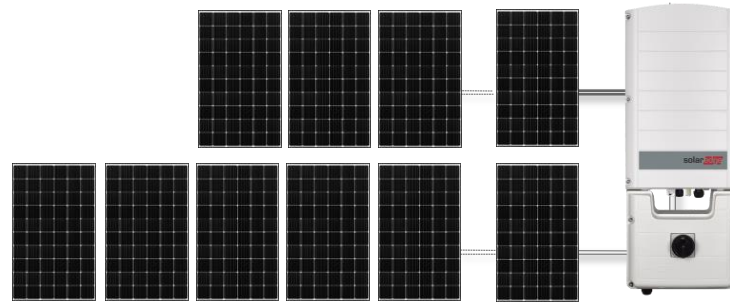


Parallel strings of unequal lengths

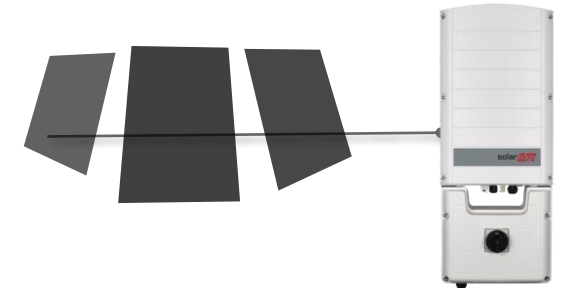
Simply Design Limitless Roofs



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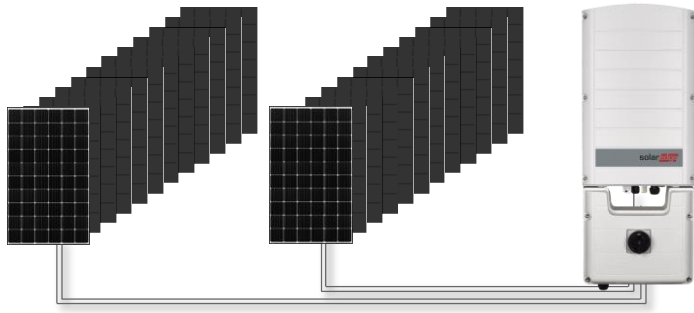


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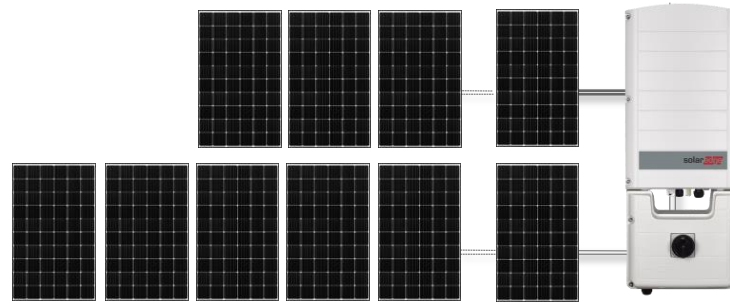


Multiple orientations in one string

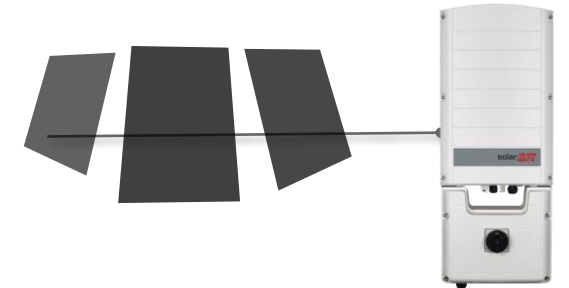
Simply Design Limitless Roofs



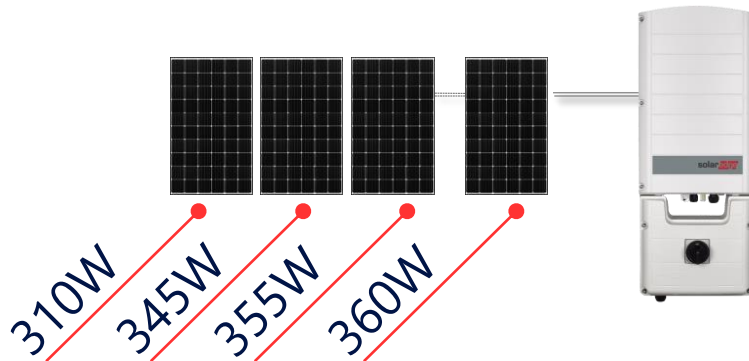
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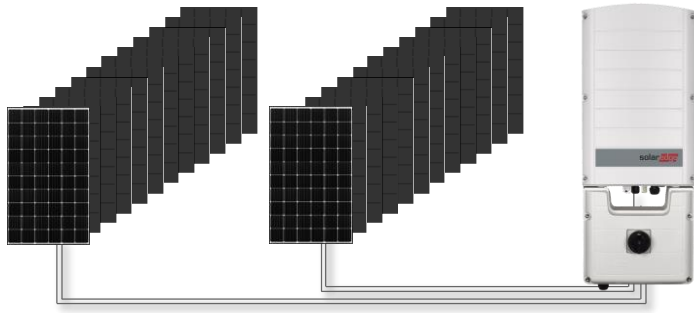


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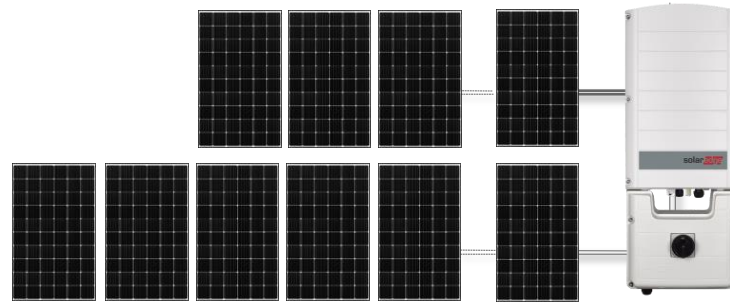


Different power ratings in one string

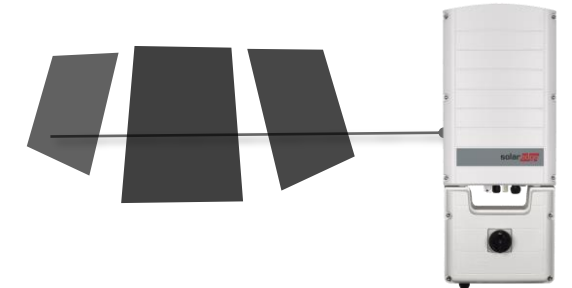
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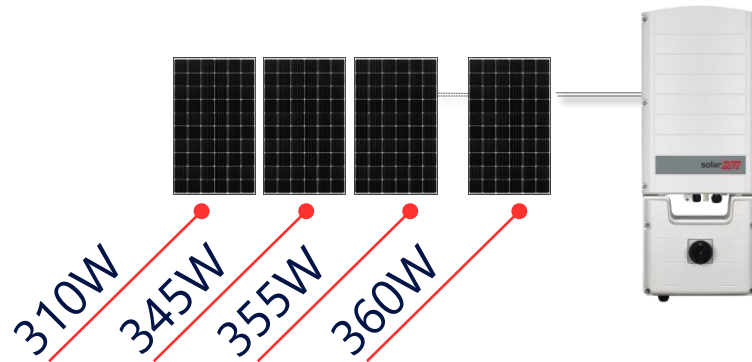
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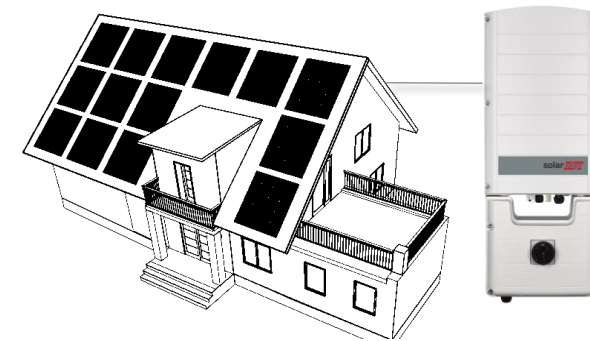
Parallel strings of unequal lengths



Multiple orientations in one string



Different power ratings in one string



Mitigation of panel power losses

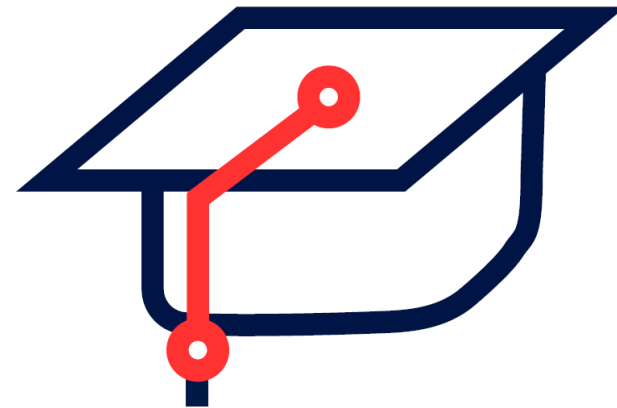
Three Key Takeaways from This Webinar

- 1 Design flexibility**
A faster and cheaper installation
- 2 Battery-ready**
Take advantage of our upcoming DC-Coupled Solution
- 3 We're more than just inverters**
Increase your cross-selling opportunities to your existing customers

Want to Learn More?

Available training

- ▮ Webinars
- ▮ Seminars
- ▮ Edge Academy courses



Questions & Survey





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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