



SolarEdge Winter Webinars

South East Europe

February – March 2022

solar**edge**

Your Presenters Today



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Winter Webinars Program

Training events for South East Europe

Monday, Feb 21st	3pm CET / 4pm EET	SolarEdge Home
Wednesday, Feb 23rd	3pm CET / 4pm EET	SolarEdge Commercial Solution
Monday, Feb 28th	3pm CET / 4pm EET	Concept of operation and our smart design tool
Wednesday, Mar 2nd	3pm CET / 4pm EET	Get the most out of SolarEdge monitoring

& South East Europe RoadShow coming soon.....!!!

A modern, two-story house with a flat roof covered in solar panels. The house has large glass windows reflecting the ocean and some interior lights. The lower part of the house is clad in light-colored wood. A silver car is parked in front of the house. The background shows a clear blue sky and a view of the ocean and coastline.

SolarEdge Home

Our complete residential solution
from the roof to the grid

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Today's agenda



- ▮ The benefits of our smart residential solution
- ▮ SolarEdge Home: the complete product portfolio
- ▮ Exciting news for 2022
- ▮ Q&A

SolarEdge in Numbers

78.8M

Power optimizers
shipped



#1



Solar
inverter
company

380 awarded
patents and **368**
additional patent
applications

31

Countries
presence

>2.3M

Monitored systems
around the world

\$526.4M

Q3 2021 revenue

3,922

employees



3.3M

Inverters
shipped



27.6GW

of our systems
shipped worldwide

solaredge

Established Global Reach

- Over 43,000 installers
- Presence in 31 countries
- Regional service centers
- Systems installed in 133 countries



Market Share Growth

Global Inverter Market Tracker: World PV Inverter Supplier Rankings (\$ Revenues)

2014

Rank	Company
1	SMA
2	ABB
3	Omron
4	TEMIC
5	Tabuchi
6	Schneider Electric
7	Enphase Energy
8	Sungrow
9	Huawei
10	SolarEdge

2017

Rank	Company
1	Huawei
2	SMA
3	Sungrow
4	SolarEdge
5	Enphase Energy
6	ABB
7	Schneider Electric
8	Omron
9	Fronius
10	Goodwe

2020 (Ranked first since 2018)

Rank	Company
1	SolarEdge
2	Sungrow
3	SMA
4	Huawei
5	Enphase Energy
6	Fronius
7	Power Electronics
8	Fimer
9	Growatt
10	Ginlong

Source: IHS PV Inverter Market tracker 2015-21



The SolarEdge Solution

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Traditional Inverters - Limitations

■ Energy Loss

- Traditional string inverters find the point of maximum power output at the string level, not at individual module level
- This prevents modules from reaching their maximum production potential

■ Limited design flexibility

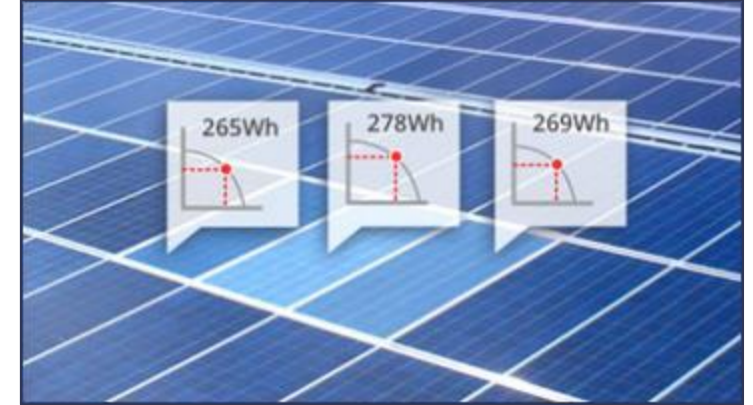
- String design restrictions significantly limits system layout and size

■ Low resolution monitoring

- No data on module performance

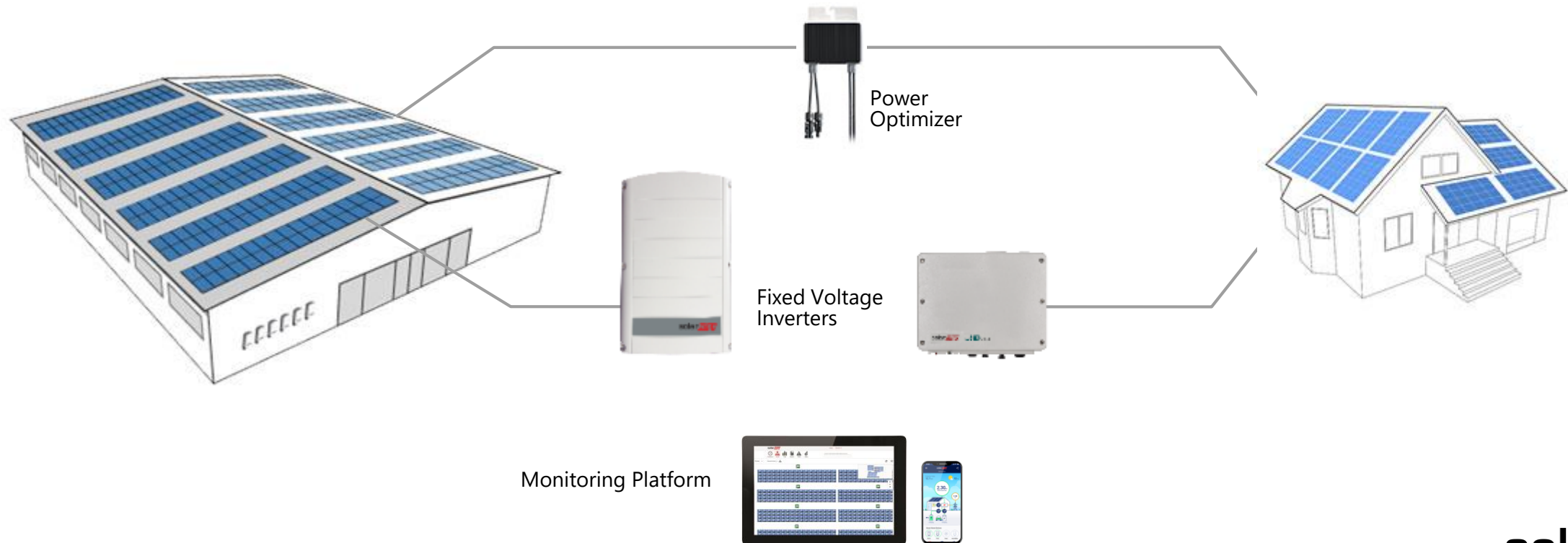
■ Safety hazards

- High voltages at the module level even when inverter or AC power is off



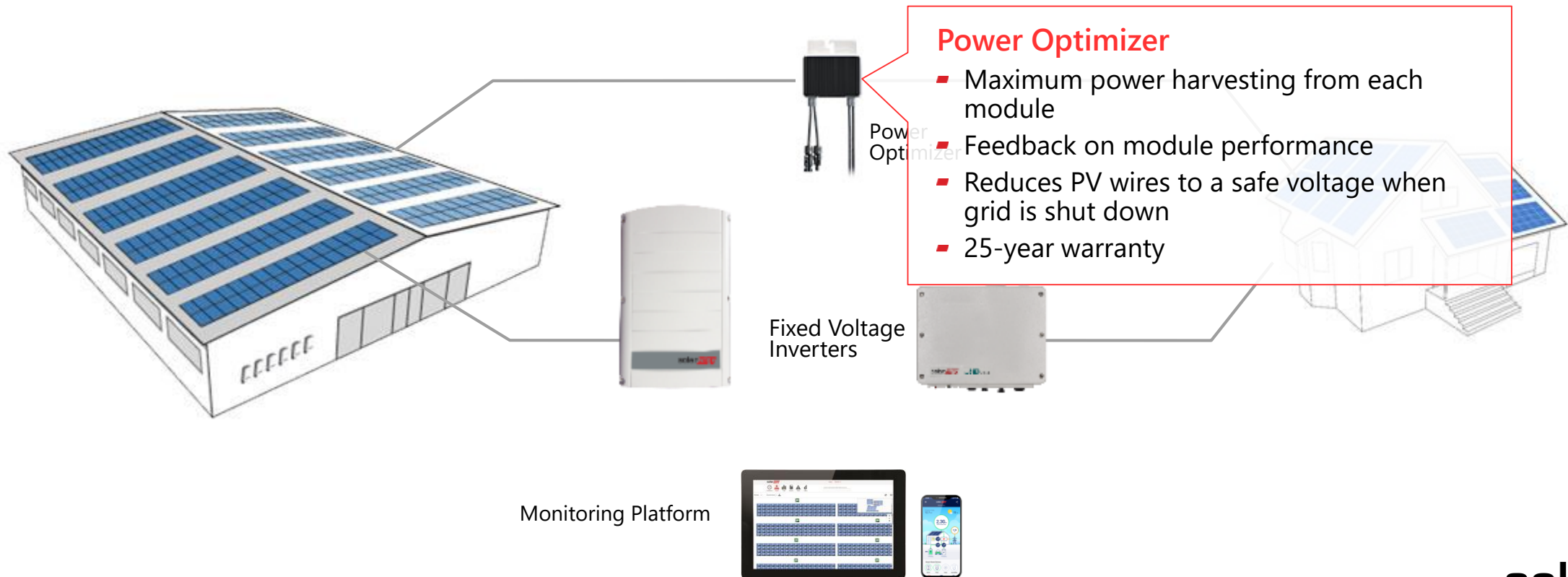
The SolarEdge Solution

- Split the traditional inverter functionality into two:
 - The Power Optimizer to maximize energy production for each module
 - A simplified inverter responsible for DC-AC inversion and grid management



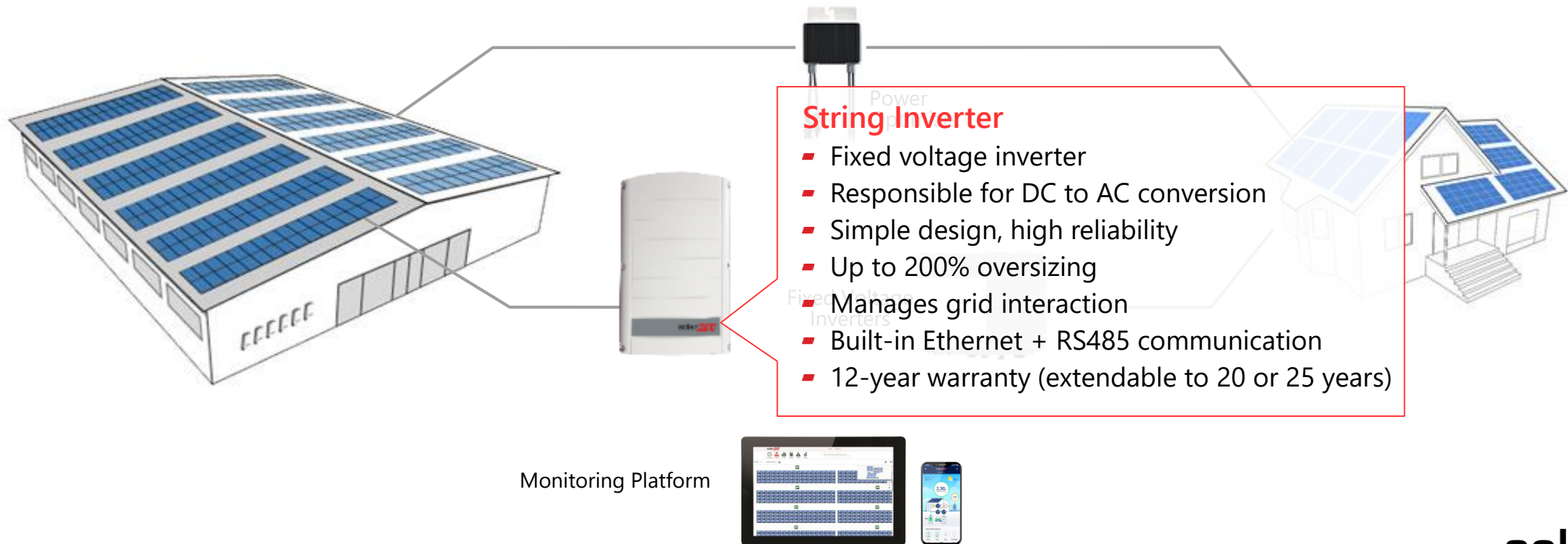
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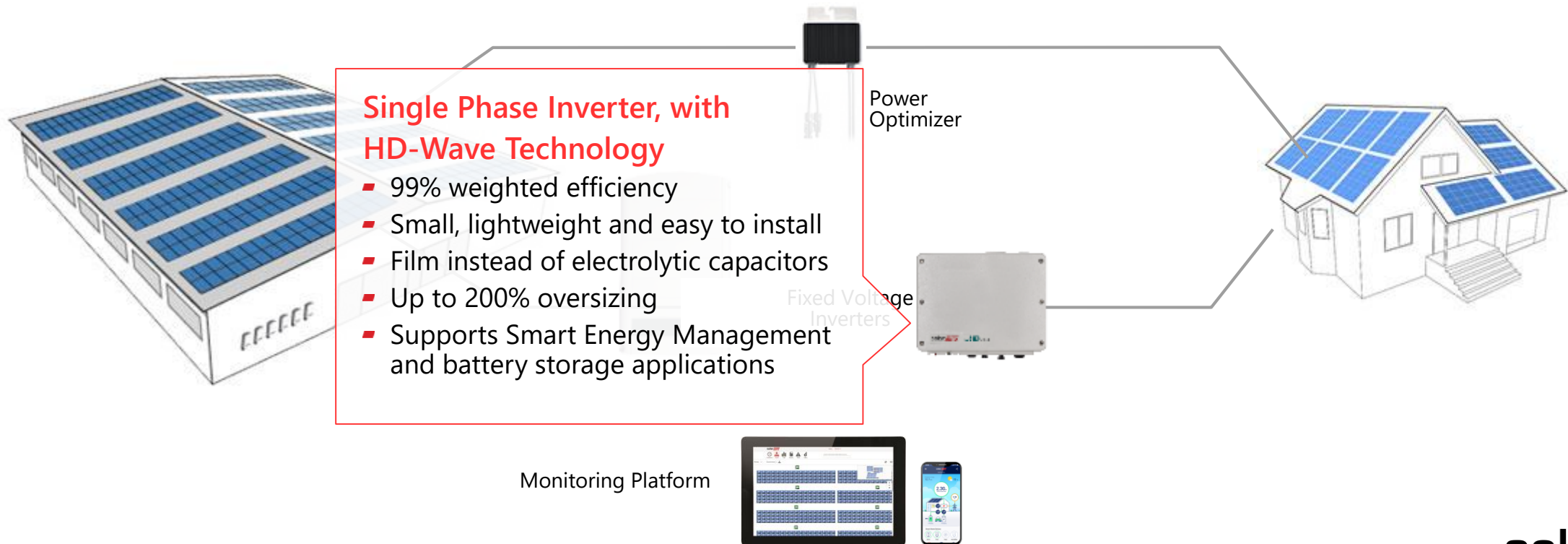
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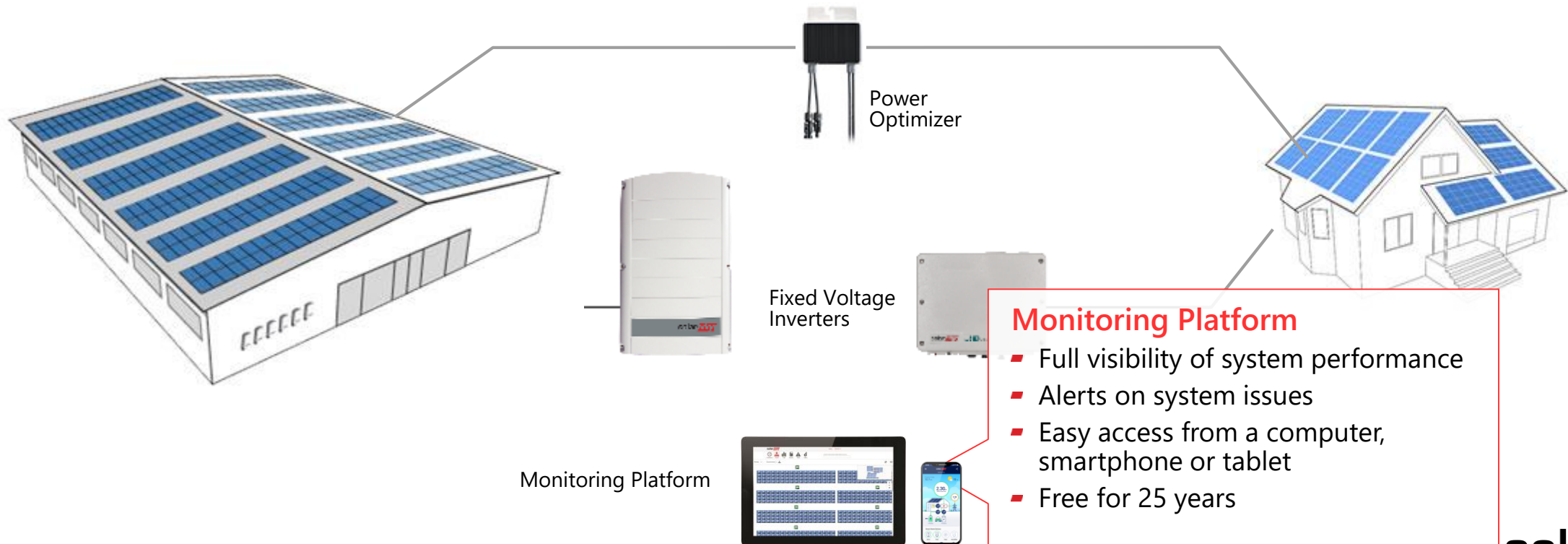
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One-Stop-Shop for Smart Energy Solutions



SolarEdge Offers Four Key Benefits

More Energy



Increased energy yield & faster return on investment through module-level MPPT

Lower O&M Costs



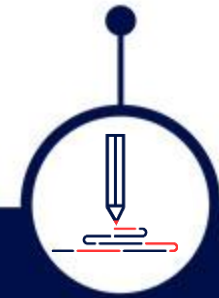
Full visibility of system performance & remote troubleshooting

Enhanced Safety



Safety during installation, maintenance, firefighting, & other emergencies

Flexible Design



Maximum space utilization with minimum design time



The complete residential solution

The One. For All.

One-Stop Shop

Streamline your business with one source for products, warranty and service

Maximized Performance

More energy, higher savings with a record-setting PV to grid efficiency and advanced safety

Saving Time, Money And Labor

Simpler and faster installation and commissioning process with easy remote maintenance



All Together Now

Simplify Your Business with One Integrated Solution



One Number To Call

- Dedicated solar and storage support team



One Supply Chain

- Supply chain controlled by a single vendor
- Streamlined logistics with fewer parts to order



One Warranty

- 25-year Smart Module warranty
- Up to 25-year inverter warranty
- 10-year SolarEdge Energy Bank warranty



One Software Suite

- Remote software upgrades for all devices from a single point
- Monitor & troubleshoot systems remotely
- A single homeowner app to monitor and manage all devices



One Source of Training

- World-class sales and technical training
- Certification courses for SolarEdge installers

All Together Now

SolarEdge Ecosystem

Simple, Flexible & Future-Proof

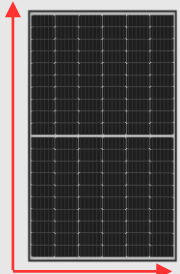
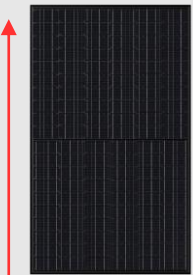


A Complete Residential PV Offering

- SolarEdge provides the world's leading smart energy solutions including high efficiency inverters, smart energy products, storage, & EV charging
- We offer a complete solar package from a single, trusted solution provider
- Smart Modules are integrated with Power Optimizers to enable:
 - Faster residential PV installations
 - Simplified logistics
 - Easier servicing



New Smart Modules

	120 cells half-cut Mono PERC	120 cells half-cut Mono PERC, all-black
	 <p>1755 mm</p> <p>1038 mm</p>	 <p>1755 mm</p> <p>1038 mm</p>
Technical Spec.	<ul style="list-style-type: none"> Black Frame, White Backsheet Mono PERC, half-cut cells 	<ul style="list-style-type: none"> Elegant design all-black Mono PERC Technology, half-cut cells
Power class	370W, 375W	355W, 360W
Power optimizer	S440 - integrated	
Product warranty	25 years	
Performance Warranty	25 years – linear performance warranty	

Superior PV System - Bringing Value to Installers

Easy upselling opportunities

- Full offering & complete service from SolarEdge:
 - Inverters & smart modules with integrated Power Optimizers, all from one solution provider
 - Streamlined logistics with fewer parts to order, easier servicing, and a single product warranty
 - Simplified system design
- Reduced installation time and costs as there's no need to mount the Power Optimizer separately
- Faster mapping of the physical site layout in the Monitoring Platform, with only one serial number that is easily scanned from the front of the module
- Proven value of SolarEdge's module-level optimization and visibility, advanced safety, and design flexibility

Single Phase Inverter with HD-Wave Technology

Meet Every Home Energy Need

■ Inverter that is Ready to Connect to the Energy Bank

- Built on proven SetApp inverter technology
- Storage ready, no need for other components in managing the Energy Bank

■ Serves as Home Energy Manager

- Manages battery, and additional energy management

■ Size and Battery Support

On-grid Power	Battery Power (charge/discharge)	Compatibility
2,2kW	5kW/2,2kW	1-3 HD-Wave inverter / StorEdge HD-Wave inverter with Up to 3 Energy Bank per inverter
3kW	5kW/3kW	
3,5kW	5kW/3,5kW	
3,68 kW	5kW/3,68kW	
4kW	5kW/4kW	
5kW	5kW/5kW	
6kW	5kW/5kW	



Max 99.2% efficiency
280 x 370 x 142 cm
10,6 kg

SolarEdge Energy Bank

Attribute	Value	Units
Usable capacity	9.700*	Wh
Continuous power	5.000	W
Peak power (<10sec)	7.500	W
Peak Roundtrip Efficiency (incl. chemistry)	>94,5	%
Warranty	10	years
Operating temperature	-10 / 50	°C
Storage temperature	-30 / 60	°C
Weight	121	Kg
Dimensions	790 x 1179 x 250	mm
Mounting	Floor and wall mount	
Enclosure protection rating	IP55 – indoor and outdoor	
Communication	Wireless / RS485	
Compatible inverters	HD-Wave Inverter; Single Phase StorEdge HD-Wave Inverter	
Max system configuration	Up to 3 inverters, each with up to 3 batteries for capacity expansion	
Certification	IEC 62619, UN38.3, IEC61000-6-1/2/3	



* Using RS485 could reduce the usable energy to 9500Wh.

SolarEdge Energy Bank

- Wall or floor mount
- Indoor or outdoor installation



Energy Bank Installation Certificate

Prerequisites



SolarEdge Fundamentals Training
Digital Course

Start

Optional



SolarEdge Energy Bank Sales
Digital Course

Start

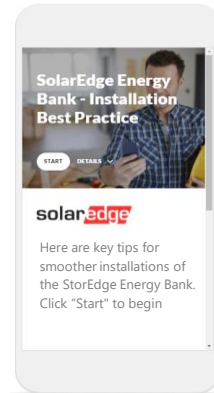
Required



SolarEdge Energy Bank Technical certification
Digital Course

Start

Optional



- Sales webinar
 - FAQs
- eLearning units
 - Brush up on Batteries
 - SolarEdge product overview
 - Value props/selling strategies to installers

- Technical webinar
 - FAQs
- Brush up on Batteries
- How to videos
 - Unpacking and Mounting
 - Floor Mount
 - Wiring
 - Commissioning
 - Uninstalling
- Certification Exam

- Installation best practice (Mobile unit)

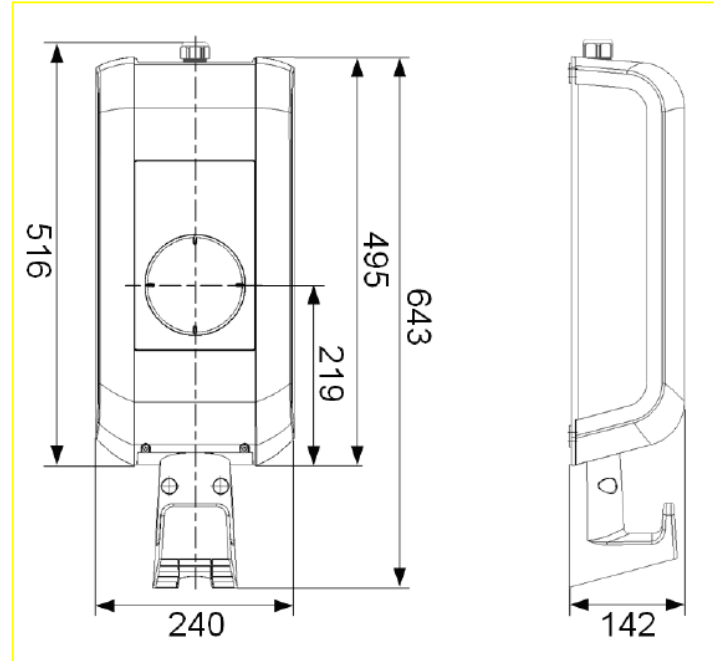
SolarEdge EV Charger

- Up to 22kW (32A) three phase and 7.4kW (32A) single phase
- One trusted vendor, one warranty, easier servicing, quality control, etc.
- Enables a boost in installer profitability by:
 - Increasing EV upsell opportunities
 - Selling more modules to enable more PV production and increase EV charging capacity, and reducing necessity to charge from grid
 - Combining with battery storage, to store excess energy to charge EV at night, early morning
- Simplifies installers entry into EV charging and SEM
- Keeps homeowners future-proofed for when they purchase an EV
- Components optimized to work together within the SolarEdge ecosystem
- Eligible for regional subsidies (e.g. KfW 440 / Superbonus)



SolarEdge EV Charger

- Integrated cable with Type 2 connector
- Flexibility in power ratings:
 - 1PH: 2.3kW / 7.4kW
 - 3PH: 11kW / 22kW
- SE-EVK22CRM-01
 - 22kW + 6m cable + MID + RFID
- SE-EVK22C00-01
 - 22kW + 6m cable
- SE-ACCRF10-01
 - Kit of 10x RFID charge cards





News of 2022

S-Series Power Optimizers

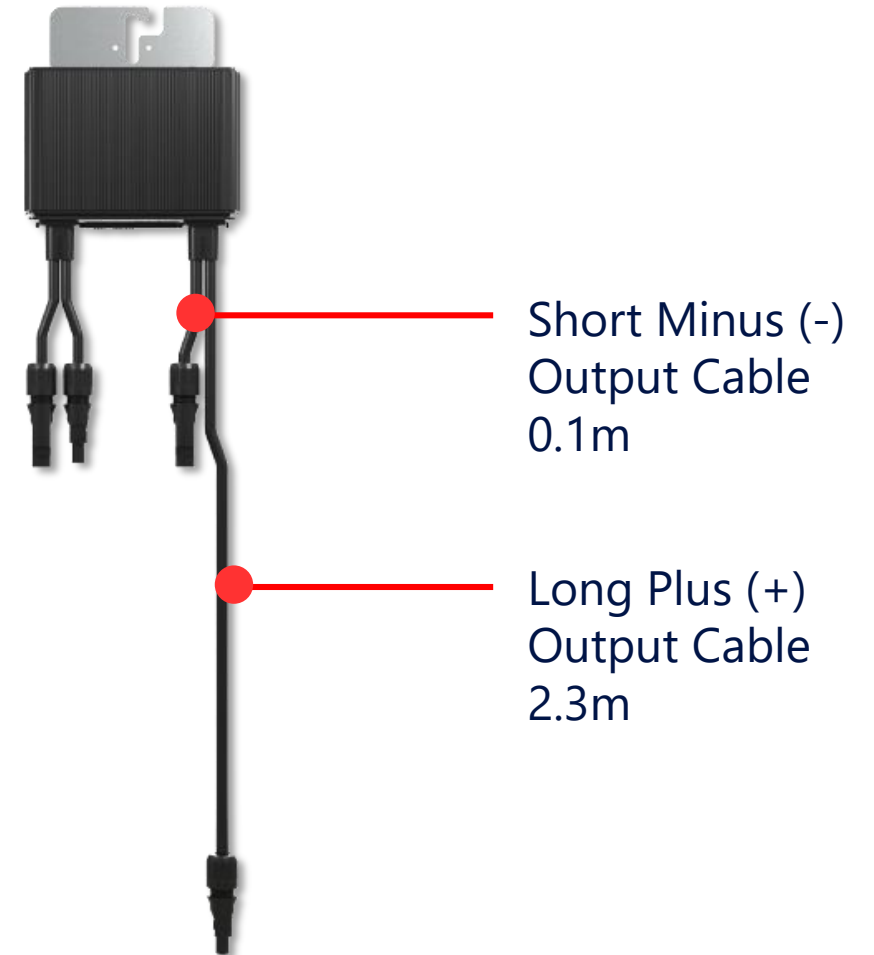
Even great things can be better, and this is exactly what we are doing with the next-generation of residential Power Optimizers

Now our newest generation of Power Optimizers do even more to protect people and property



New and Improved Cable Layout Management

- Simplified layout for easier cable connections (3 short cables + 1 long cable)
- Reduced exposure to isolation faults as connectors are now “floating” closer to the Power Optimizer unit itself. Installers will therefore need to spend less time onsite resolving such issues
- Simpler project design - support higher power rating and higher input current up to 14.5A
- Easier logistics - fewer residential Power Optimizer product models (fewer SKUs, easier project design, easier RMA process, hold less safe stock for replacement)



Transition Plan for P-Series Models



P370

P401

P500 (partially)

P505 (partially)

S440

P500

P505

S500

P404

P485

P505

S500B

Energy Hub Inverter – Single Phase

- **Serves as the Home Energy Manager.** Manages battery, backup power, EV charging, and additional smart energy devices
- **Record-breaking 99% efficiency**
- **High scalability.** Supports even the most energy-hungry households. Connects to up to three inverters – each designed to handle up to three Energy Bank batteries (nine batteries in total)
- **Flexible home backup.** Storage ready - connects to SolarEdge Energy Bank, supporting on-grid and backup power when SolarEdge Backup Interface is installed
- **Better for battery solution:**
 - High overall system efficiency with SolarEdge Energy Bank (as only one conversion is required with DC-coupled vs three conversions for AC-coupled solutions)
 - 200% DC oversizing allows higher energy harvest, increased self-consumption, less clipping and faster payback for homeowners
- Available sizes: 3kW – 6.0kW, 10kW
- Available Q2 2022



Energy Hub Inverter – Three Phase*

One inverter for on-grid PV, battery storage, back-up and smart energy applications

- Single inverter for faster installs, lower labor costs and simplified warehousing
- More energy using DC-coupled solution architecture
- Compatible with both cost-effective 48V batteries and the new SolarEdge Energy Bank 48
- Quick inverter commissioning directly from a smartphone using the SolarEdge SetApp
- Module-level monitoring for full system visibility
- Advanced safety features designed to eliminate high voltage during inverter or grid shutdown
- Supports smart energy applications and the new SolarEdge Home EV Charger
- Available sizes: 5-10kW
- Expected to be available - Q2 2022

* not the final configuration



SolarEdge Energy Bank 3PH Battery

- Maximized system performance, gaining more energy to store and use for on-grid and backup power applications
- Stackable capacity of **4.6kWh per unit**, can connect **up to 5 units (23kWh)**
- Integrates with the complete SolarEdge residential offering, providing a single point of contact for warranty, support, training, and simplified logistics & operations
- DC-coupled battery featuring superior overall system efficiency
- Solar, storage, EV charging, and smart devices all monitored and managed by a single app to optimize solar production, consumption and backup power
- Simple plug and play installation, with automatic SetApp-based configuration
- Includes multiple safety features for battery protection
- Design flexibility: can be horizontally or vertically stack



SolarEdge Energy Net

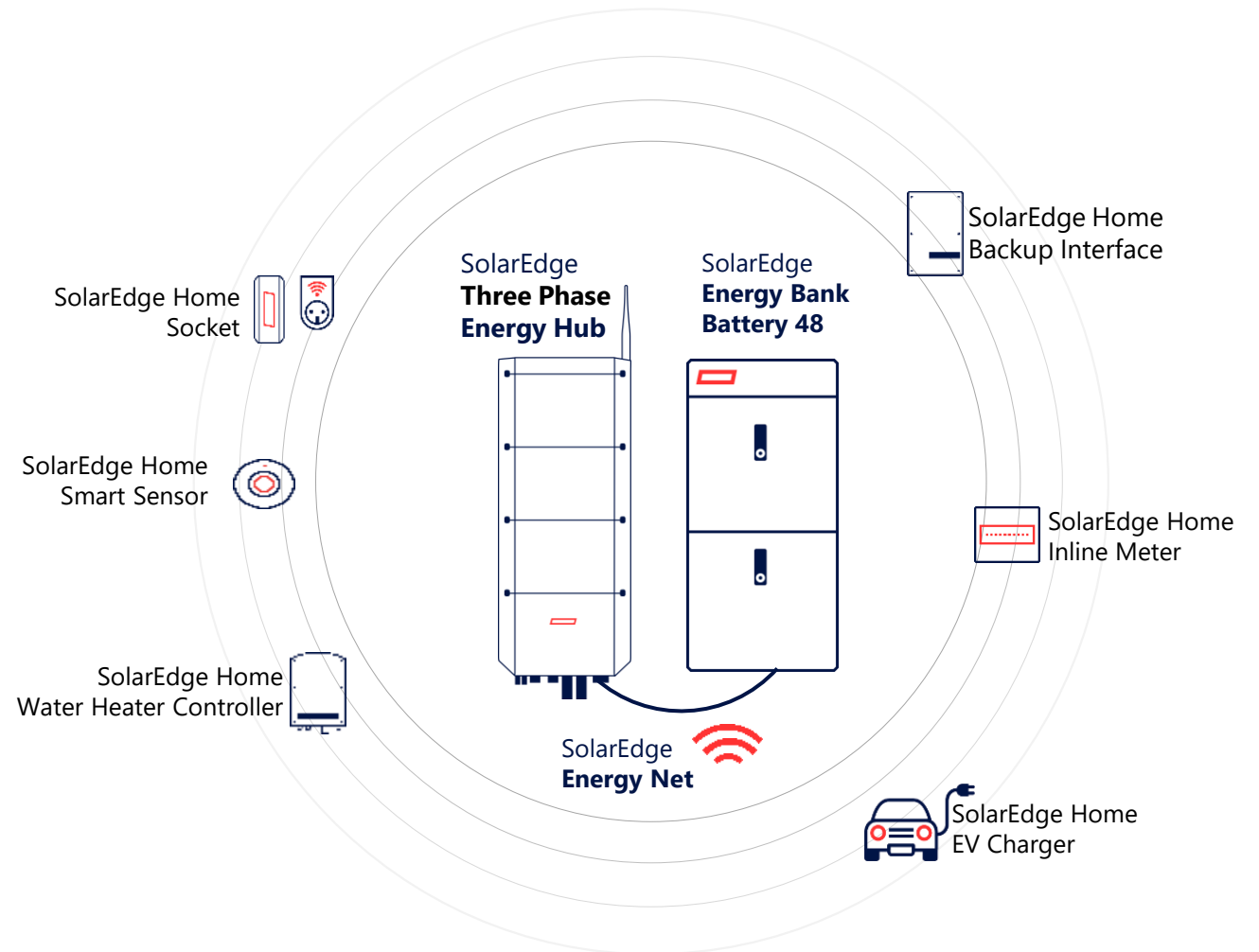
Wireless mesh network
seamlessly connecting
devices within the
SolarEdge Smart
Energy Management
ecosystem



Making SolarEdge Homes Even Smarter

Inverters can connect to the following products:

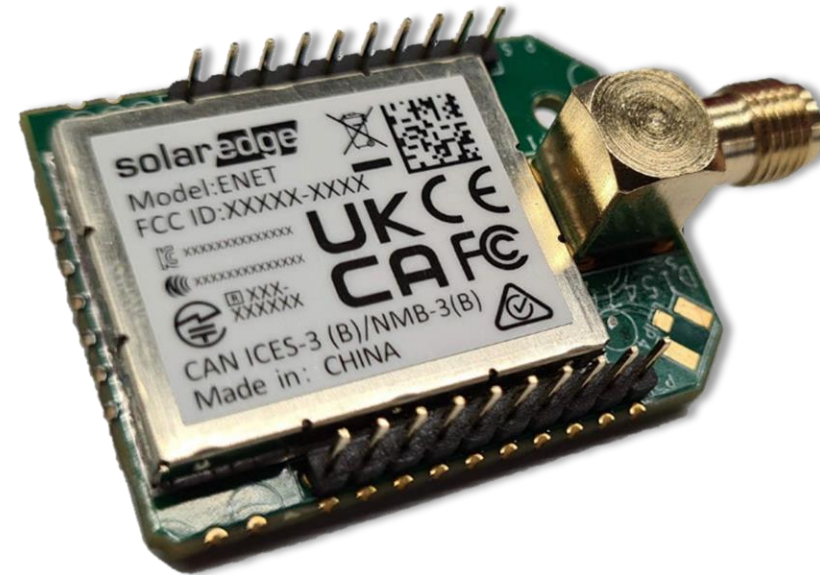
- SolarEdge Energy Bank
- Solar Edge Home Inline Meter
- SolarEdge Home EV Charger
- Smart Energy Devices



A Single, Wireless Communication Platform

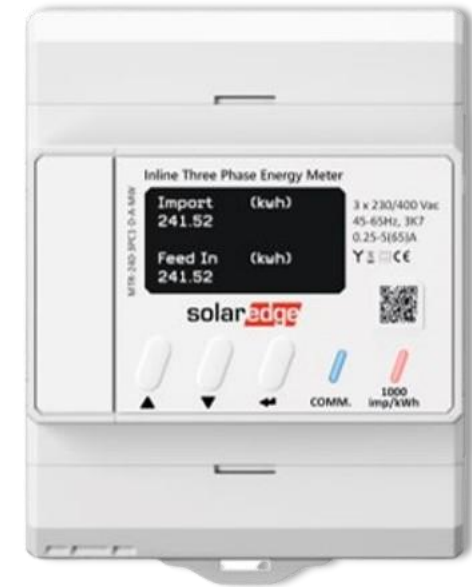
SolarEdge Energy Net Plug-In

Wireless Mesh
Network



SolarEdge Home Inline Meter

- Available in 3-phase and single phase
- Fits in a standard residential EU electrical cabinet
- Supports direct connection of up to 65A per phase, for single and three phase residential grid connections
- Includes integrated current transformers
- Supports Energy Net for wireless connectivity with the SolarEdge inverter
- Includes integrated current transformers for faster installations, reduced labor costs and simplified logistics
- Integrates smoothly and easily with SolarEdge Smart Energy solutions
- Quick setup with automatic meter detection by the SolarEdge inverter and intuitive meter configuration



The Wireless Gateway

Simple Wireless Connectivity

- Wirelessly connects SetApp-enabled SolarEdge Inverters to an Internet router
- Easy installation and configuration via SetApp, leveraging a Wireless station built into the inverter
- Antenna* is located external to the inverter and supports up to two repeaters for extended range
- The Wireless Gateway supports up to eight SolarEdge inverters on a single wireless network
- Reduces unnecessary support calls

* Two Wi-Fi antennas are included in the supplied kit, one that connects to the inverter and the other to the Wireless Gateway. There is no need to order them separately



A photograph of a woman from behind, sitting in a classroom and raising her right hand. She has brown hair tied in a bun and is wearing a beige sweater. In the background, a male teacher is visible, holding a blue folder and looking towards the class. Other students are also visible, some with their hands raised. The image is split diagonally by a red line that runs from the top right towards the bottom left.

Questions?



SolarEdge LIVE Roadshow!!! South East Europe

We are coming to the major cities of your country like Bucharest, Athens, Sofia, Zagreb and many more...

From end of March till June
Live training events focused on sales and technical tools to optimize your business with SolarEdge

Pre-registration available later this week!

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.