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Enphase Energy Joins Forces with BayWa r.e. in Southeast Asia to Distribute its Seventh-Generation IQ Microinverters

New distribution partnership expands Enphase's Asia Pacific presence

SYDNEY, Australia, Oct. 15, 2018 (GLOBE NEWSWIRE) -- [Enphase Energy Inc.](#) (NASDAQ:ENPH), a global energy technology company and the world's leading supplier of solar microinverters, today announced that the Company has partnered with [BayWa r.e. Solar Systems Co., Ltd.](#), a leading solar photovoltaic (PV) distributor globally, to distribute its seventh-generation Enphase IQ™ microinverters to installers across Southeast Asian countries including Thailand, Vietnam, the Philippines, Singapore, Indonesia, and Malaysia. BayWa r.e. will ship Enphase's IQ 7 microinverters across the region from two of its warehouses located in Thailand.

"We are looking forward to working with BayWa r.e. on a strong launch into Southeast Asia," said David Ranhoff, chief commercial officer at Enphase Energy. "The solar market in Southeast Asia has great potential for Enphase, particularly in the small- to medium-sized commercial rooftop market segment. We believe Enphase's unique value proposition of high-output performance and flexible installation, as well as a safe low voltage all-AC system architecture will resonate well."

IQ 7 microinverters offer state-of-the-art power performance, are lightweight (1.08 kg) and offer a compact form factor (212 mm x 175 mm x 30 mm). They also offer an easier installation experience with revolutionary two-wire cabling, 96.5% efficiency and leverage semiconductor integration via a 55nm ASIC chip for higher reliability and better economies of scale. IQ 7 microinverters will be interoperable with Enphase Ensemble™, a technology that will enable new grid-independent solar use cases in eighth-generation Enphase micros, and will be well-suited for the conditions faced in Southeast Asian countries. The 250 W AC Enphase IQ 7 Micro and the 295 W AC Enphase IQ 7+ Micro are expected to be available in limited quantities across Southeast Asian countries starting in the fourth quarter of 2018.

Having built a reputation on its comprehensive range of quality products and industry-leading customer service, BayWa r.e. believed it was important to align with a brand that the company could stand together with confidently.

"We are pleased to join forces with Enphase to distribute its seventh-generation microinverters in Southeast Asia," said Daniel Gaefke, managing director, BayWa r.e. Solar Systems Co., Ltd. "The demand for solar in Southeast Asia is growing rapidly, and Enphase's products' ease of installation, superior energy production, smart monitoring system, and reliable, safe operation are some of the key reasons we chose to offer them to our customers."

As part of the Enphase IQ System™, seventh-generation microinverters offer significant benefits to installers, project developers and homeowners, including:

- | Seamless integration into the Enphase Microinverter System with IQ, as well as energy monitoring and insights from the Enphase Enlighten™ software platform's easy-to-use interface.
- | Fast and easy installation with the lighter two-wire Enphase Q Cable™, making installations even more flexible.
- | Design is compatible with operating in hot, humid and coastal conditions.
- | Efficient asset management through granular fleet monitoring and planned maintenance.
- | Enhanced service and inventory management through a limited SKU count.

To purchase the Enphase Microinverter System with IQ™ through BayWa r.e. Solar Systems Co., Ltd., across Southeast Asia, installers can contact +66 (0) 2020 5757 or visit <http://solar-distribution.baywa-re.co.th/en/products/portfolio/> for more details.

For installers seeking online and in-person technical training, please contact BayWa r.e. at +66 (0) 2020 5757 or email Khuankanok.Khottrapat@baywa-re.com or Supravee.Charoenphanomvatthanha@baywa-re.com.

About Enphase Energy, Inc.

Enphase Energy, a global energy technology company, delivers smart, easy-to-use solutions that connect solar generation, storage and management on one intelligent platform. The Company revolutionized solar with its microinverter technology and produces the world's only truly integrated solar plus storage solution. Enphase has shipped over 17 million

microinverters, and more than 790,000 Enphase systems have been deployed in over 120 countries. For more information, visit <https://enphase.com/en-au>. Follow the company on [Facebook](#), [LinkedIn](#) and [Twitter](#).

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About BayWa r.e. Solar Systems Co., Ltd.

Electricity and the sun: for us, they belong together. With photovoltaics, we have a technology available that can provide unlimited electricity in the future. We have therefore relied exclusively on the sun for over 25 years.

At BayWa r.e., we have strict requirements regarding the selection of our portfolio, meaning we offer only the highest quality products from industry leading manufacturers. Our top-quality suppliers are well known for their years of experience in the photovoltaic industry and the consistent high quality of their products. The components we provide must meet strict criteria to ensure maximum yield. Thanks to our local warehousing, you also profit from high availability and short delivery times.

We offer highly competitive pricing with direct access to world-wide stocks of solar PV modules, inverters and other solar components from some of the world's leading manufacturers.

Forward-Looking Statements

This press release may contain forward-looking statements, including statements related to Enphase Energy's financial performance, market demand for its products, expected product introduction dates, expected performance and advantages of its technology, and market trends. These forward-looking statements are based on Enphase's current expectations and inherently involve significant risks and uncertainties. Actual results and the timing of events could differ materially from those anticipated in such forward-looking statements as a result of certain risks and uncertainties including those risks described in more detail in Enphase's most recent Annual Report on Form 10-K and other documents on file with the SEC and available on the SEC's website at www.sec.gov. Enphase Energy undertakes no duty or obligation to update any forward-looking statements contained in this release as a result of new information, future events or changes in its expectations, except as required by law.

Images Available: <http://go.enphase.com/enphase-media-room>

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