



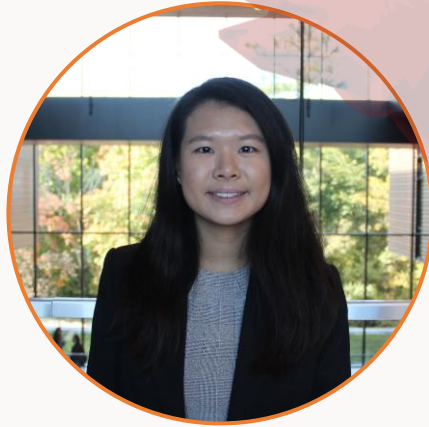
# Enphase Energy Equity Report- Target Price: \$196

## Commodities Group: Solar Energy





**Raunaq Rohile**  
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**Anny Zhao**  
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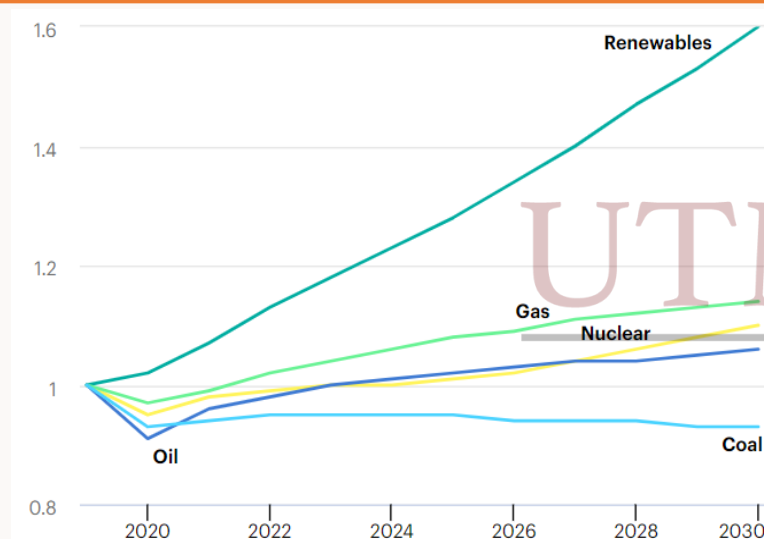
**Mahnoor Shoeb**  
Analyst

UTM CAPITAL  
Management



## Outpacing Coal

- Despite energy demand reaching pre pandemic levels in early 2023, Global CO<sub>2</sub> emissions do not surpass 2019 levels until 2027
  - Reflects change in energy mix where renewables flourishes and coal declines
- Accordingly, Renewables are expected to meet 99% of the global electricity demand increase during 2020-25
- Renewables will overtake coal to become the largest source of electricity generation worldwide in 2025
  - By 2025, the share of renewables in total electricity generation is expected to be 33% (Up from 27% in 2020), surpassing the coal-fired generation



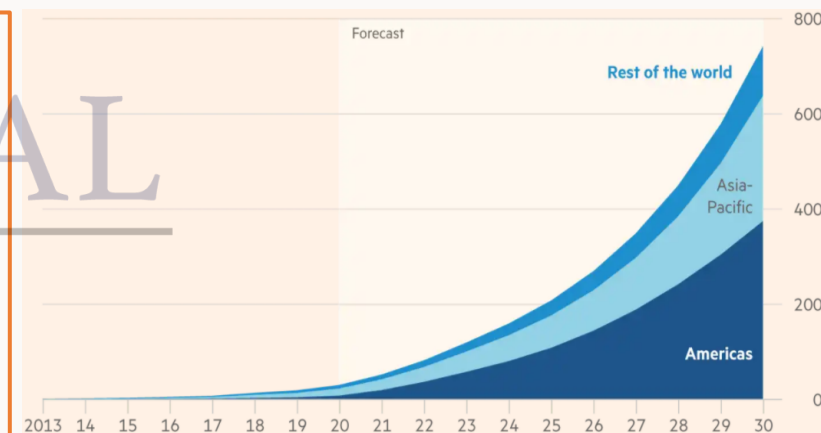
[Primary energy demand by fuel, indexed to 2019](#)

## Growth Drivers

- Historically, policies have been key to achieve large-scale renewable energy deployment, costs reductions and innovation
- Role of policies is expected to shift towards frameworks that enable competition (Auctions, green certificates, etc.)
  - Expected to contribute 60% of all renewable capacity expansion.
- Share of renewable growth from outside policy factors is expected to triple from 5% to 15% through 2025
  - Corporate PPA's and multiple revenue streams through spot rates and bilateral contracts that diversify risk
- Cost reductions and sustained policy support are expected to drive strong renewables growth

## Battery Storage

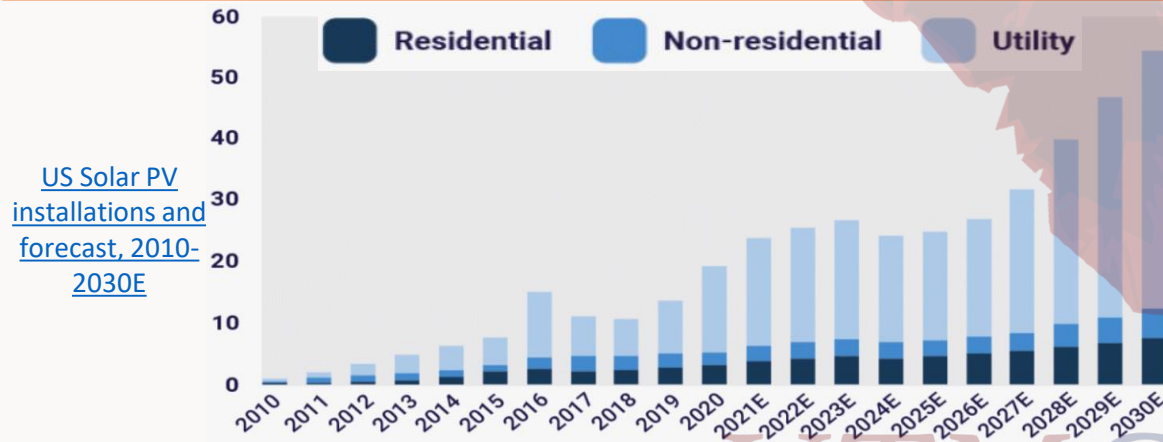
- Battery prices are down 90% over the last 5 - 8 years.
- With market competition and rising battery production, further 45% fall for mid-range lithium-ion batteries until 2030 is projected.



[Projections for global energy storage capacity \(Cumulative GWh\)](#)

## USA Overview

- Solar PV alone accounts for 60% of all renewable capacity additions through 2025
- U.S. solar industry will install more than 324 GW of capacity over the next 10 years, quadrupling the current amount of solar capacity installed
- Residential PV was up 11% and is expected to grow 18% in 2021 due to project spillovers from Q4 2020

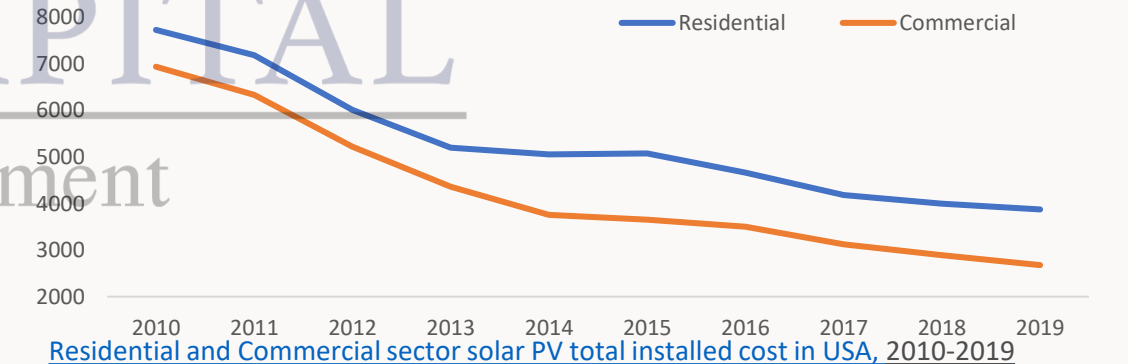
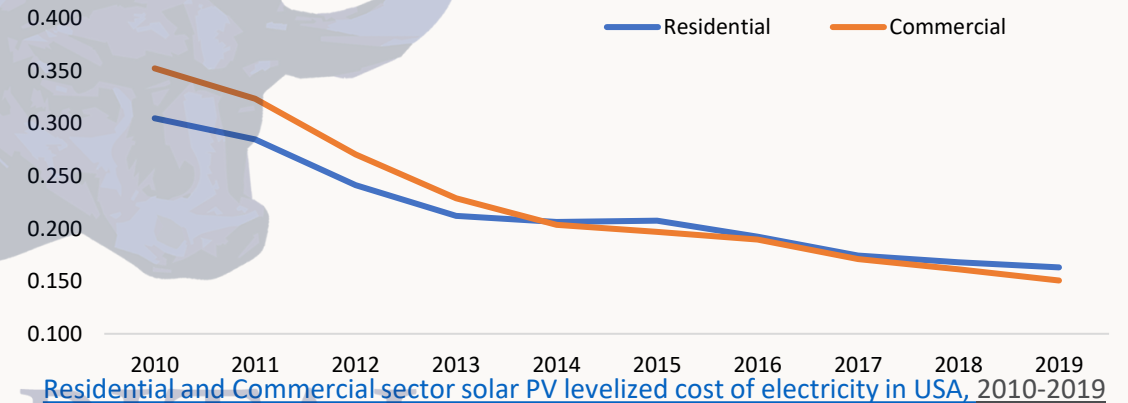


## Growth Drivers

- Investment Tax Credit of 26% for residential and commercial installation recently renewed
- Non policy drivers:
  - Interest in home improvement
  - Adverse weather conditions
  - Small companies transact in cash- leaving them vulnerable

## Costs

- Of renewables, Solar photovoltaics (PV) showed the sharpest cost decline over 2010-2019 at 82%
- In the next five years, the generation costs of utility-scale solar PV are expected to decline another 36%, making PV the least costly way to add new electricity capacity in most countries
- This rapid growth of variable renewables around the world calls for increased policy attention to ensure they are securely and cost-effectively integrated into electricity systems



## Company Overview

- Enphase Energy Inc delivers energy management technology for the solar industry. The company designs, develops, manufactures and sells home energy solutions that connect solar generation, energy storage, and management on one intelligent platform
- Founded in 2006, and headquartered in Fremont, California with offices globally
- Sold approx. 1.4 million systems in more than 130 countries
- The company offers its products to residential and commercial markets in North America, Latin America, Europe and Asia-Pacific regions
  - Has a 48% share in the US residential inverter market

## Key Management



**Badri Kothandaraman**  
President and CEO (Since Sept 2017)  
- Former COO At Enphase, Exec VP at Cypress Semiconductor for memory and IoT products



**Jeff McNeil**  
Chief Operating Officer  
- Seasoned Executive in Semiconductor industry with 35 years experience



**Eric Branderiz**  
Chief Financial Officer  
- 20+ years of Semiconductor, Energy and Solar Industry Finance and Operations experience

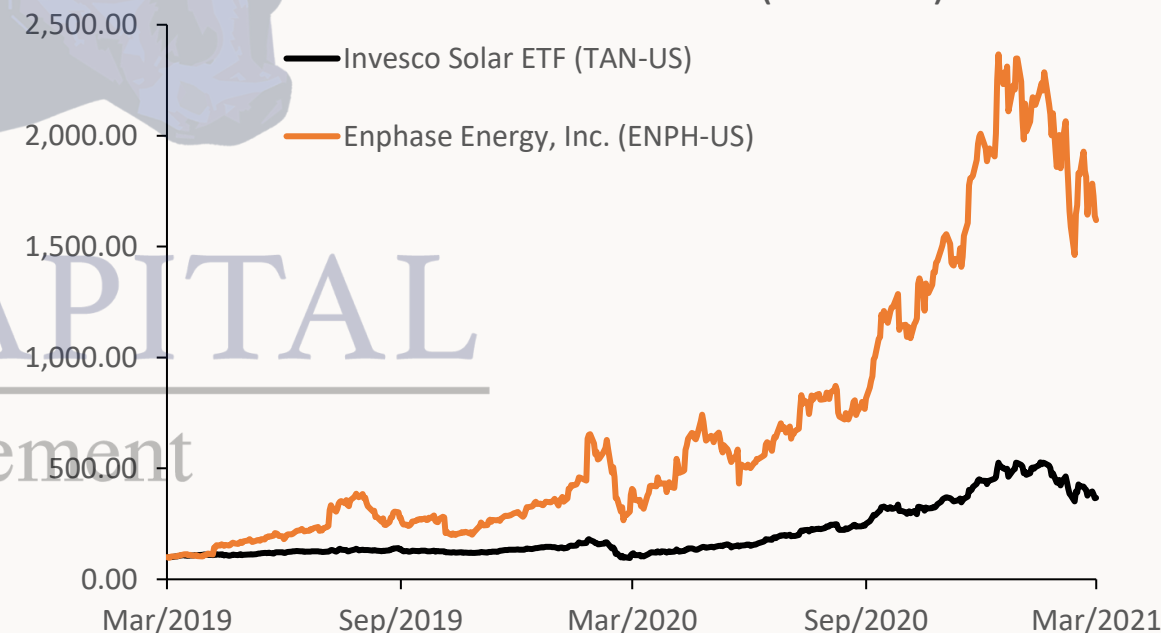


**Raghu Belur**  
Chief Products Officer  
- Co-founder of Enphase  
- Developed High-speed Optical Communication Technology for Cerent

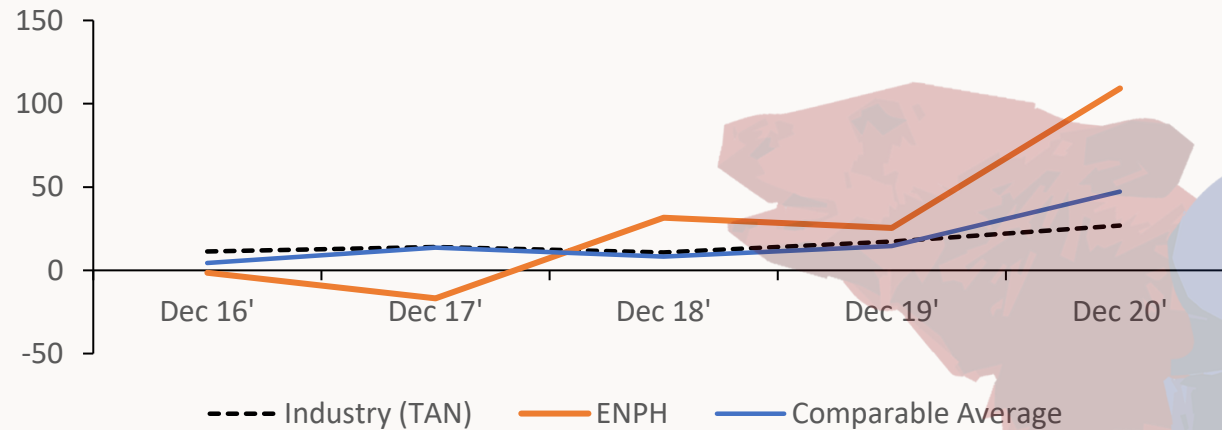
## Recent Significant Events

- On Feb 25, 2021, Enphase Energy announced a \$1.15 billion zero coupon green bonds offering
- On Dec 1, 2020 Upstart Power announced the participation of Enphase Energy and other companies in an investment for residential fuel cell technology from clean tech leaders
- From Dec 14, 2020 to Nov 12, 2020, Enphase has increasingly established numerous partnerships to expand operations in Europe, Australia, and Philippines

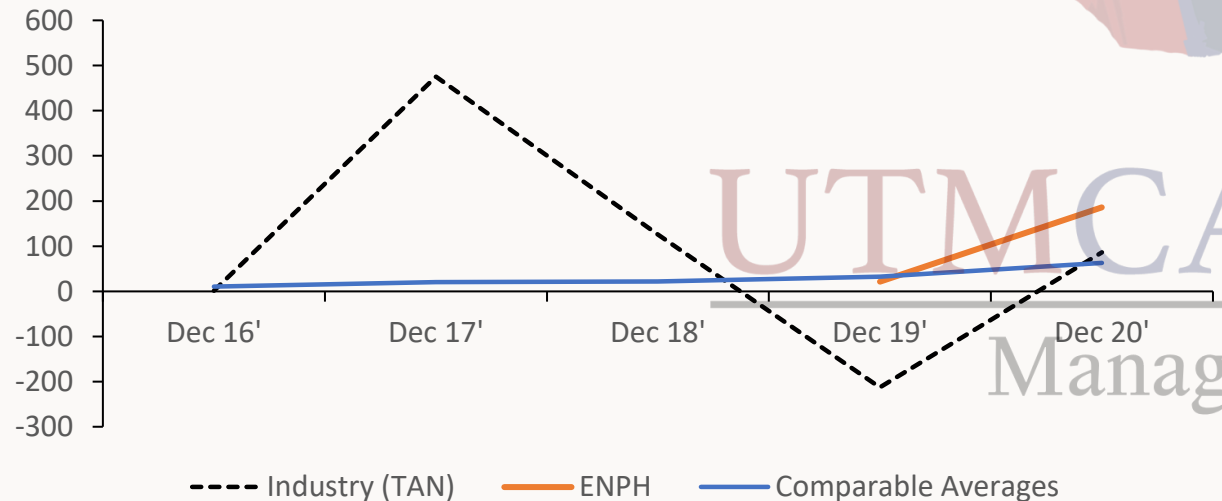
## Share Price Performance (Indexed)



## EV/EBITDA





## Price to Earnings




## Analysis

- ENPH maintains an EV/EBITDA ratio above the industry and comparable average in 2018 to 2020
  - Industry ratio as of Dec 20' is 26.8x
- The industry P/E ratio is relatively volatile with increases and decreases from 2016 to 2020
  - ENPH has negative P/E ratios between 2016 and 2018
  - ENPH's P/E ratio is considerably higher than comparable averages and the industry since 2019
- ENPH's comparable companies (SEDG, GNRC, FSLR) have consistent P/E ratio between 2016 and 2019 ranging from 10x to 33x
- ENPH's operating margin is relatively high compared to its competitors
- Reason for correction since January 2021: Concentrated TAN index caused overinflation of small companies and are vulnerable to fluctuations

Company Name	Business Description	Key Financial Statistics
	<ul style="list-style-type: none"> <li>• Provider of intelligent inverter solutions for the photovoltaic (PV) industry and module-level power electronics for solar power harvesting and monitoring</li> <li>• One of the leading players in the global module-level power electronics (MLPE) market with a strong brand and product recognition</li> <li>• Shipped over 14.6 gigawatts of power with over 1.3 million systems activated, making them the number one inverter manufacturer</li> <li>• Record-breaking 99% efficiency PV inverters allowing for more energy production</li> <li>• <b>Competitive advantage:</b> SolarEdge's inverter has approximately 27% more power than standard inverter</li> </ul>	<p>Ticker: SEDG</p> <p>Sales: \$1,459.27 million</p> <p>EV/Sales: <b>11.0x</b> (March 24)</p> <p>EV/EBITDA: <b>94.1x</b> (March 24)</p> <p>P/E: <b>120.10x</b></p> <p>EPS: <b>\$2.67</b></p> <p>Operating Margins: <b>9.5%</b></p>
	<ul style="list-style-type: none"> <li>• Provider of power generation equipment, energy storage systems, and other power products serving the residential, light commercial and industrial markets.</li> <li>• Maintains one of the leading market positions in the power equipment market in North America and an expanding presence internationally</li> <li>• Key focus is on power generation while its competitors focus on broad operations outside of the power equipment market</li> <li>• Named One of Forbes' America's Best Midsize Employers in 2020</li> <li>• <b>Competitive advantage:</b> Strong distribution channels that can reach the majority of its potential market</li> </ul>	<p>Ticker: GNRC</p> <p>Sales: \$2,485.2 million</p> <p>EV/Sales: <b>5.9x</b> (March 24)</p> <p>EV/EBITDA: <b>26.9x</b> (March 24)</p> <p>P/E: <b>41.5x</b></p> <p>EPS: <b>\$5.61</b></p> <p>Operating Margins: <b>19.2%</b></p>



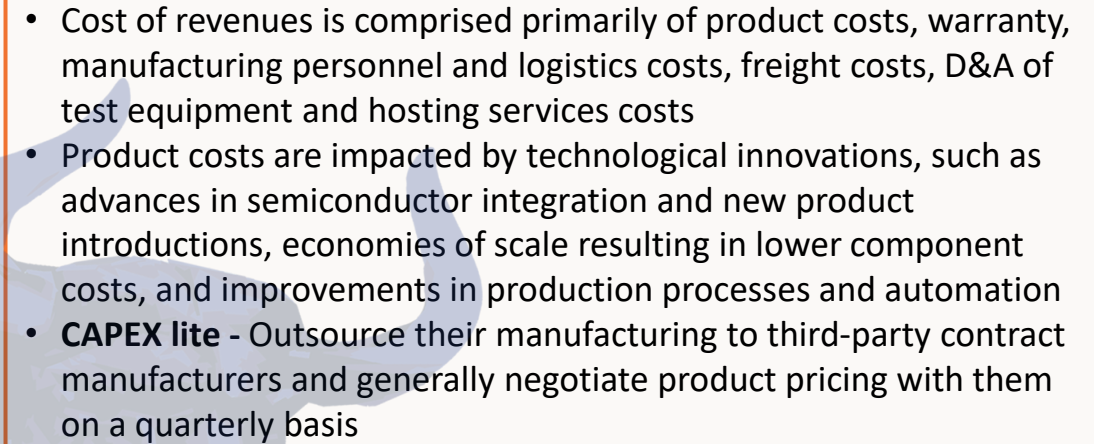
Company Name	Business Description	Key Financial Statistics
	<ul style="list-style-type: none"><li>Business operates in two segments: modules and systems. The module segments involves the design, manufacture, and sale of cadmium telluride (CdTe) solar modules. The systems segment provides power plant solutions in project development, procurement, construction (“EPC”) services, and O&amp;M services</li><li>The largest thin-film solar PV module manufacturer worldwide</li><li>One of the leading solar PV module manufacturers</li><li><b>Competitive advantage:</b> The smallest carbon footprint, fastest energy payback time and lowest water use of any solar technology in the market using its module technology</li></ul>	<p>Ticker: FSLR</p> <p>Sales: \$2,711.3 million</p> <p>EV/Sales: 3.4x (March 24)</p> <p>EV/EBITDA: 15.4x (March 24)</p> <p>P/E: 26.5x</p> <p>EPS: \$3.85</p> <p>Operating Margins: 13.4%</p>

## Enphase's Competitive Advantage

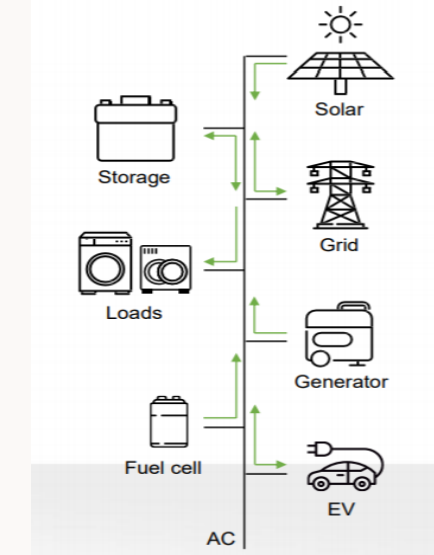
- Has 233 issued US patents, 77 issued foreign patents, 43 pending US patent applications and 28 pending foreign counterpart patent applications due to its focused R&D activities
- FEMA recommended with its microinverters and alternating current (AC) batteries safer than other traditional inverters as they eliminate any high voltage direct current
- Greater reliability and uptime - no catastrophic system-wide outages
- Longest warranty on the market
- Awarded EuPD Research's Top PV Brand 2019 seal of approval in Europe



## Cost Structure



## Key Drivers





- February 8th, 2021: Enphase Energy made an announcement to acquire the Solar Design Services Business of DIN Engineering Services

- Benefits
  - Adds significant resources to accelerate automation and provide better customer experience
  - It will help advance Enphase's goal of simplifying and accelerating the end-to-end sales process across the residential solar industry



- January 26th, 2021: Enphase Energy Acquires Sofdesk Inc.

- Benefits
  - Allows Enphase to secure a digital platform that will create reliable and predictable buying experiences
  - Develops a new customer segment



- August 9th, 2018: Enphase Energy completes the acquisition of SunPower's Microinverter Business

- Benefits
  - Adds 140 patents to Enphase's strong IP portfolio

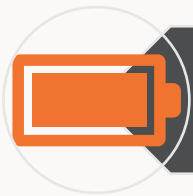
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## Positioned to capture growth in different sectors



Global Cloud Computing Services Industry: Expected to grow at a CAGR of 17% during 2020-2027. Specifically, Software as a Service Segment to Record 15.1% CAGR

- Enphase Enlighten, a cloud-based energy management platform



Global Battery Energy Storage Market: Expected to grow at a CAGR of 7% during 2019-2023

- Enphase Encharge Battery, portable off-grid storage



Initiated entry into commercial market:

- \$1 Bn Serviceable Available Market (SAM) by 2023
- Expect to capture similar market share as residential by 2023 (48%)



Well positioned to take advantage of international market growth

- India is expected to be the largest contributor to the renewables upswing in 2021 - nearly 10% of capacity additions
- Readily available assets, manpower and manufacturing facilities

## Strengths

- Partnerships and acquisitions: Enhance its capabilities and secure operational benefits
- Cost Efficiency: Capex lite structure allows to optimize supply chain and ramp up supply when needed
- R&D: Enphase strives to develop and introduce home energy solutions with new features
  - Enphase Ensemble energy management technology
- Excellent customer service: Net Promoter Score of 62% compared to industry average of 52%
- Leading product providers: Enphase's AC Batteries/Microinverters are safe in comparison to traditional inverters
- Environment, Social and Governance:
  - 20.8 million metric tons of CO2e offset equivalent to providing 3.5 million homes with electricity for one year
  - Cross functional team with senior oversight

Long-Lived Assets

United States

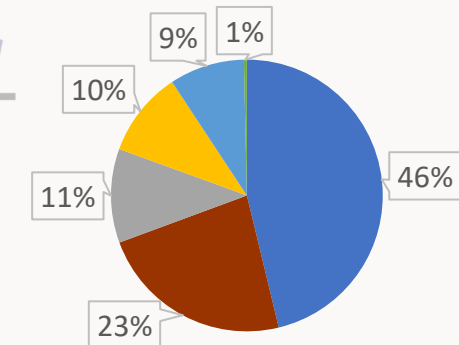
China

Mexico

India

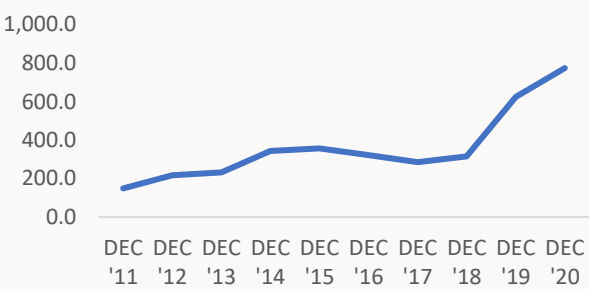
New Zealand

Other



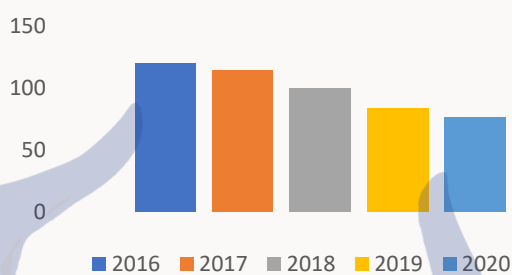


Annual Sales



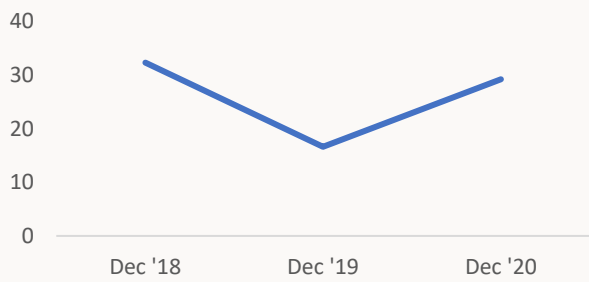
- Until 2018, Enphase had seen steady sales growth
- Growth in 2020 despite COVID-19's impact on many companies
- In 2019, revenues increased by 97.5% and this momentum carried into Q1 2020 (105.2% growth YoY)

Yearly Operating Costs (%)



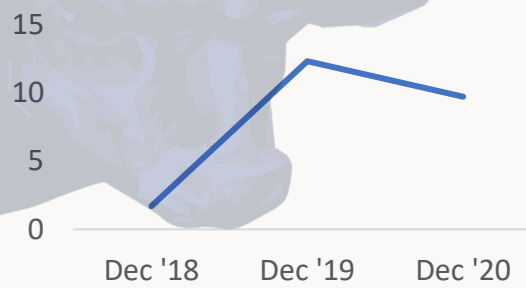
- In 2019, Enphase Energy reported a decrease in its operating costs as a percentage of sales
  - Caused by a decrease in restructuring cost
- Resulting in an increase of operating income by 65.8% in 2019 to US\$521.6 million

Total Debt/Total Assets (%)



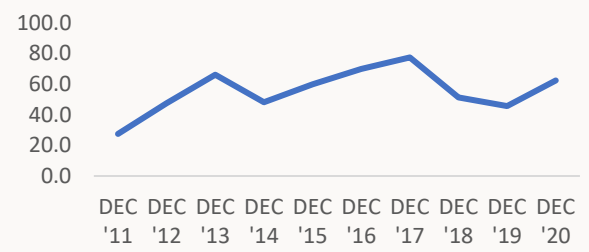
- Enphase's and cash equivalents primarily consist of U.S. government money & market mutual funds

EBITDA/Interest Expense



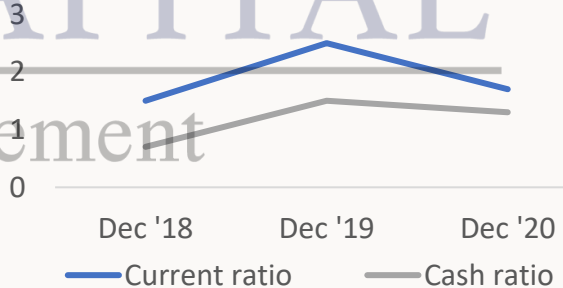
- Over the past 3 years, Enphase has had sufficient operating income to cover its interest expenses

Cash Conversion Cycle



- On average it takes 55.5 days for Enphase to convert its investments in inventory and other resources into cash

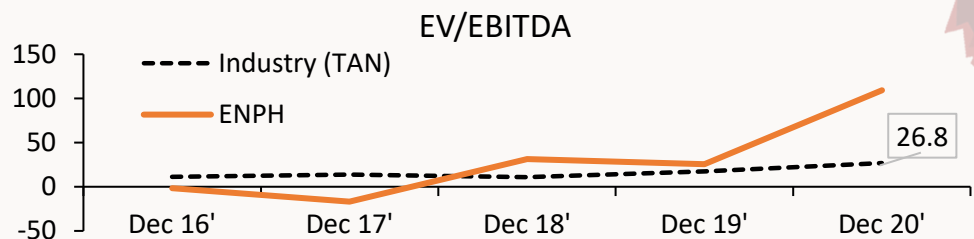
Liquidity Ratios



- In 2020, Enphase had \$399.0 million in working capital
- This includes cash and cash equivalents of \$679.4

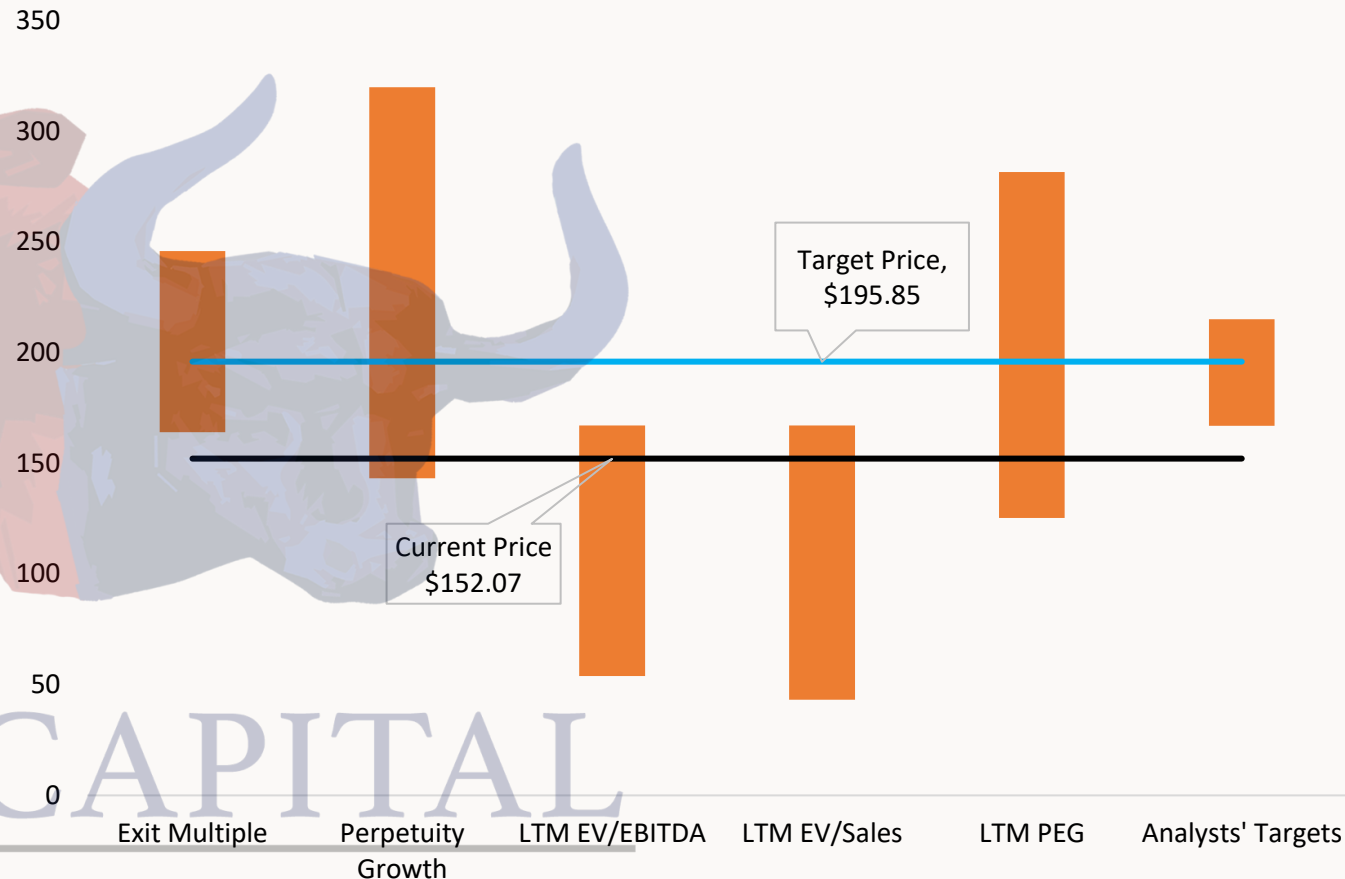
## Methodology

- Target price of \$196 for ENPH
  - Calculated through a weighted average from Exit multiple, Perpetuity growth model, comparable company and an average of numerous analyst targets
- Exit Multiple method:
  - Exit multiple of 21x EV/EBITDA used- This is a relatively tame multiple as compared to the Industry EV/EBITDA as of Dec 30, 2020 was 26.8x. Additionally, EV/EBITDA for ENPH is 100x

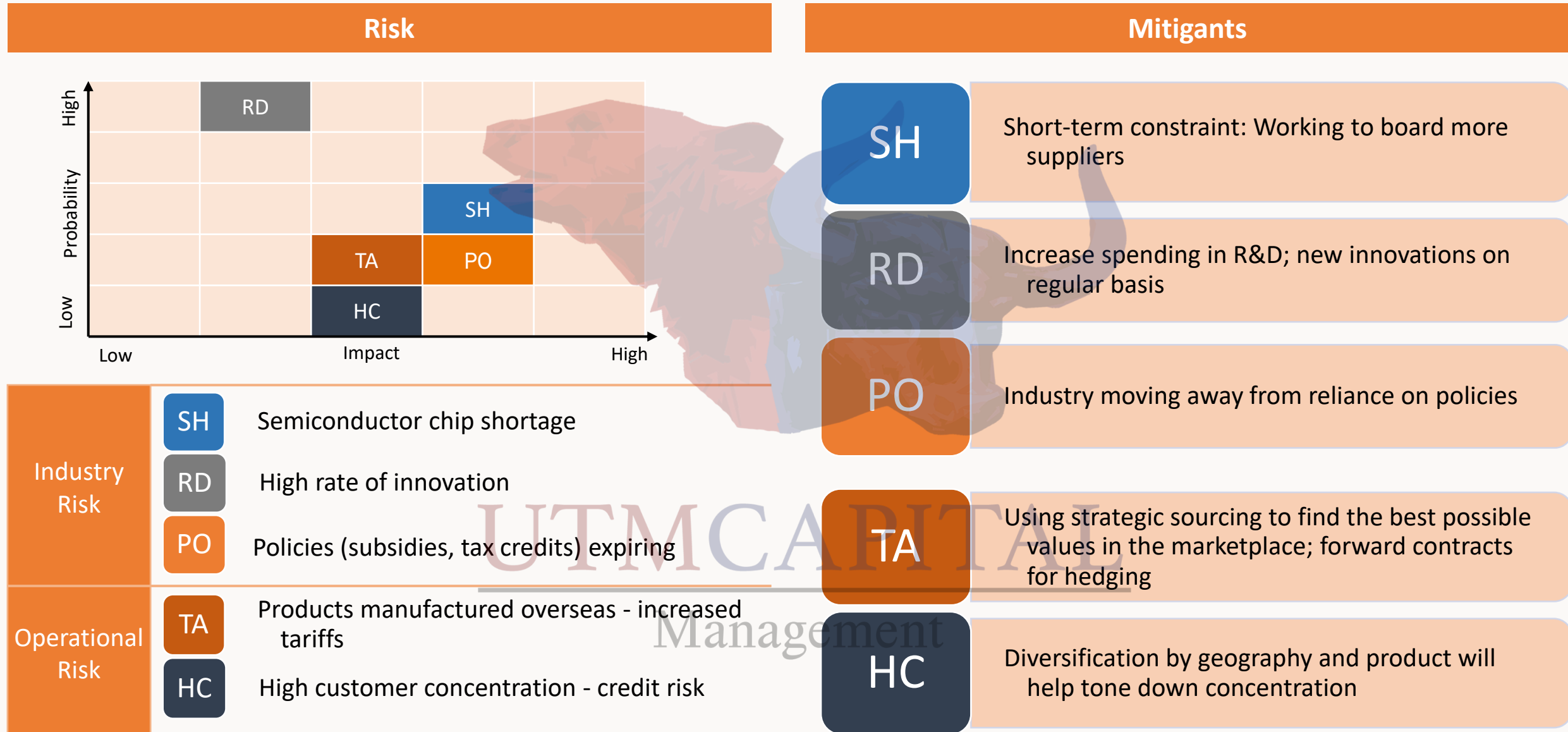


- This multiple comes with a risk of investor confidence declining in the future and lowering the valuation
- Perpetuity Growth method:
  - Considering that this company has very recently started making profits, we have used a 3.5% perpetuity growth rate
- Comparable analysis:
  - Enphase has consistently maintained higher than average multiples to its competitors

## Football Field



**Realizable returns of ~29% based on stock price of \$152.07**







## Appendix Valuation Models

ENPH Target Price: \$196



Discounted Cash Flow Analysis												
(Millions of Dollars)												
Calculation of FCFF	2016	2017	Historical 2018	2019	2020	2021	2022	2023	Projected 2024	2025	2026	2027
Revenue	322.6	286.2	316.2	624.3	774.4	\$1,084	\$1,518	\$2,125	\$2,763	\$3,591	\$4,310	\$5,171
% Growth	-9.7%	-11.3%	10.5%	97.5%	24.0%	40.0%	40.0%	40.0%	30.0%	30.0%	20.0%	20.0%
Cost of Goods Sold (Excl. D&A)	264.6	230.1	221.7	403.1	428.4	542.1	758.9	1,041.3	1,353.6	1,723.8	2,068.6	2,430.6
Gross Profit	58.0	56.1	94.5	221.2	346.0	542.1	758.9	1,083.8	1,408.9	1,867.5	2,240.9	2,740.9
% Margin	18.0%	19.6%	29.9%	35.4%	44.7%	50.0%	50.0%	51.0%	51.0%	52.0%	52.0%	53.0%
Selling, General & Administrative	110.1	86.4	83.2	104.4	141.4	189.7	265.6	371.9	483.4	628.5	754.2	905.0
EBITDA	(52)	(30)	11	117	205	352	493	712	925	1,239	1,487	1,836
% Margin	-16.1%	-10.6%	3.6%	18.7%	26.4%	32.5%	32.5%	33.5%	33.5%	34.5%	34.5%	35.5%
Depreciation & Amortization	10.6	9.0	9.7	14.1	18.1	30.4	42.5	59.5	77.4	100.6	120.7	144.8
EBIT	(63)	(39)	2	103	186	322	451	652	848	1,138	1,366	1,691
% Margin	-19.4%	-13.8%	0.5%	16.5%	24.1%	29.7%	29.7%	30.7%	30.7%	31.7%	31.7%	32.7%
Income Taxes	1.4	-0.1	-0.2	-76.4	-16.2	-32.2	-45.1	-65.2	-84.8	-113.8	-136.6	-169.1
EBIAT	(64)	(39)	2	179	203	354	496	718	933	1,252	1,503	1,860
Free Cash Flow Adjustments:												
Plus: Depreciation & Amortization	10.6	9.0	9.7	14.1	18.1	30.4	42.5	59.5	77.4	100.6	120.7	144.8
Plus: Stock Based Compensation	10.3	6.7	11.4	20.2	42.5	43	61	85	111	144	172	207
Less: CAPEX	12.2	4.1	4.2	14.8	20.6	27	38	53	69	90	108	129
Less: Increase in NWC	3.0	3.5	29.9	(10.1)	(38.5)	(12)	(23)	(31)	(22)	(42)	(12)	(41)
Free Cash Flow to Firm	-\$52.3	-\$24.2	\$48.7	\$188.5	\$204.2	\$389.2	\$538.3	\$778.4	\$1,029.8	\$1,364.3	\$1,676.2	\$2,041.2
Weighted Average Cost of Capital	9.08%											
Discount Period						0.5	1.5	2.5	3.5	4.5	5.5	6.5
Discount Factor						0.96	0.88	0.80	0.74	0.68	0.62	0.57
Present Value of FCFFs						\$372.7	\$472.5	\$626.4	\$759.7	\$922.8	\$1,039.3	\$1,160.3



WACC Calculation	
<u>Cost of Debt</u>	
Pre-Tax Cost of Debt	2.50%
Income Tax Rate	-10.00%
After Tax Cost of Debt	2.75%
<u>Cost of Common Equity</u>	
Risk-Free Interest Rate	1.74%
Levered Beta	1.40
Market Risk Premium	5.60%
Cost of Common Equity	9.58%
<b>WACC</b>	<b>9.08%</b>

Exit Multiple Method	
Enterprise Value	
Present Value of Projected FCF	\$5,353.7
Terminal Value	
Terminal Year EBITDA	\$1,835.9
Exit Multiple	21.0x
Terminal Value	\$38,552.9
Discount Factor	0.54
Present Value of Terminal Value	\$20,983.9
% of Enterprise Value	80%
Enterprise Value	<b>\$26,337.6</b>
Implied Equity Value	
Enterprise Value	\$26,337.6
Less: Total Debt	\$1,477.6
Less: Preferred Securities	\$0.0
Less: Non-Controlling Interest	\$300.0
Plus: Cash & Equivalents	\$679.4
Implied Equity Value	\$25,239.4
Shares Outstanding	125.6
Implied Share Price	<b>\$201.01</b>

Perpetuity Growth Method	
Enterprise Value	
Present Value of Projected FCF	\$5,353.7
Terminal Value	
Terminal Year FCF	\$2,041.2
Perptual FCF Growth Rate	3.5%
Terminal Value	\$36,590.8
Discount Factor	0.57
Present Value of Terminal Value	\$20,800.3
% of Enterprise Value	80%
Enterprise Value	<b>\$26,154.0</b>
Implied Equity Value	
Enterprise Value	\$26,154.0
Less: Total Debt	\$1,477.6
Less: Preferred Securities	\$0.0
Less: Non-Controlling Interest	\$300.0
Plus: Cash & Equivalents	\$679.4
Implied Equity Value	\$25,055.8
Shares Outstanding	125.6
Implied Share Price	<b>\$199.55</b>



# Valuation- DCF Sensitivity Analysis

Implied Share Price						
		Exit Multiple				
		19.0x	20.0x	21.0x	22.0x	23.0x
WACC	11.1%	\$163.91	\$170.92	\$177.92	\$184.93	\$191.94
	10.1%	\$174.12	\$181.59	\$189.05	\$196.52	\$203.98
	9.1%	\$185.08	\$193.04	\$200.99	\$208.95	\$216.91
	8.1%	\$196.84	\$205.33	\$213.81	\$222.30	\$230.79
	7.1%	\$209.47	\$218.53	\$227.59	\$236.64	\$245.70

Implied Share Price						
		Long Term FCF Growth Rate				
		3.00%	3.25%	3.50%	3.75%	4.00%
WACC	10.6%	\$143.07	\$146.87	\$150.95	\$155.32	\$160.02
	9.6%	\$169.40	\$174.78	\$180.61	\$186.93	\$193.83
	9.1%	\$185.87	\$192.39	\$199.49	\$207.26	\$215.79
	8.6%	\$205.34	\$213.34	\$222.13	\$231.84	\$242.59
	7.6%	\$257.22	\$269.96	\$284.27	\$300.45	\$318.88

## Working Capital Projections

(\$ in millions)

	Historical Period					Projection Period						
	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027
Sales	\$322.6	\$286.2	\$316.2	\$624.3	\$774.4	\$1,084.2	\$1,517.9	\$2,125.0	\$2,762.5	\$3,591.3	\$4,309.5	\$5,171.4
Cost of Goods Sold	264.6	230.1	221.7	403.1	428.4	542.1	758.9	1,041.3	1,353.6	1,723.8	2,068.6	2,430.6
<b><u>Current Assets</u></b>												
Accounts Receivable	61.0	65.4	78.9	145.4	182.2	243.6	341.0	477.4	613.1	797.0	944.6	1,133.5
Inventories	32.0	26.0	16.3	32.1	41.8	52.0	72.8	97.0	126.1	160.6	187.0	219.7
Prepaid Expenses and Other	7.1	10.0	20.9	26.1	29.8	43.4	60.7	85.0	110.5	143.7	172.4	206.9
<b>Total Current Assets</b>	<b>\$100.1</b>	<b>\$101.3</b>	<b>\$116.1</b>	<b>\$203.6</b>	<b>\$253.7</b>	<b>\$338.9</b>	<b>\$474.5</b>	<b>\$659.4</b>	<b>\$849.6</b>	<b>\$1,101.2</b>	<b>\$1,304.0</b>	<b>\$1,560.1</b>
<b><u>Current Liabilities</u></b>												
Accounts Payable	31.7	28.8	48.8	57.5	72.6	87.6	122.7	168.3	222.5	283.4	345.7	406.2
Accrued Liabilities	31.5	29.9	37.1	57.2	87.8	113.8	159.4	223.1	290.1	377.1	452.5	543.0
Other Current Liabilities	6.4	15.7	33.1	81.8	47.7	80.2	112.3	157.3	204.4	265.8	318.9	382.7
<b>Total Current Liabilities</b>	<b>\$69.6</b>	<b>\$74.3</b>	<b>\$119.0</b>	<b>\$196.4</b>	<b>\$208.1</b>	<b>\$281.7</b>	<b>\$394.4</b>	<b>\$548.7</b>	<b>\$717.0</b>	<b>\$926.2</b>	<b>\$1,117.1</b>	<b>\$1,331.9</b>
<b>Net Working Capital</b>	<b>\$30.5</b>	<b>\$27.0</b>	<b>(\$2.9)</b>	<b>\$7.1</b>	<b>\$45.6</b>	<b>\$57.2</b>	<b>\$80.1</b>	<b>\$110.7</b>	<b>\$132.6</b>	<b>\$175.0</b>	<b>\$186.8</b>	<b>\$228.2</b>
% sales	9.4%	9.4%	(0.9%)	1.1%	5.9%	5.3%	5.3%	5.2%	4.8%	4.9%	4.3%	4.4%
<b>(Increase) / Decrease in NWC</b>	<b>\$3.0</b>	<b>\$3.5</b>	<b>\$29.9</b>	<b>(\$10.1)</b>	<b>(\$38.5)</b>	<b>(\$11.6)</b>	<b>(\$22.9)</b>	<b>(\$30.6)</b>	<b>(\$21.9)</b>	<b>(\$42.3)</b>	<b>(\$11.9)</b>	<b>(\$41.3)</b>

Assumptions Summary	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027
Sales (% growth)	NA	-11.3%	10.5%	97.5%	24.0%	40.0%	40.0%	40.0%	30.0%	30.0%	20.0%	20.0%
COGS (% sales)	82.0%	80.4%	70.1%	64.6%	55.3%	50.0%	50.0%	49.0%	49.0%	48.0%	48.0%	47.0%
SG&A (% sales)	34.1%	30.2%	26.3%	16.7%	18.3%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%	17.5%
Depreciation & Amortization (% sales)	3.3%	3.1%	3.1%	2.3%	2.3%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%
Capital Expenditures (% sales)	3.8%	1.4%	1.3%	2.4%	2.7%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
Tax Rate	-2.3%	0.3%	-12.9%	-74.4%	-8.7%	-10.0%	-10.0%	-10.0%	-10.0%	-10.0%	-10.0%	-10.0%
Working Capital (% sales)						5.3%	5.3%	5.2%	4.8%	4.9%	4.3%	4.4%

Days Sales Outstanding	69.0	83.4	91.1	85.0	85.9	82.0	82.0	82.0	81.0	81.0	80.0	80.0
Days Inventory Held	44.1	41.2	26.8	29.0	35.6	35.0	35.0	34.0	34.0	34.0	33.0	33.0
Prepays and Other CA (% of sales)	2.2%	3.5%	6.6%	4.2%	3.8%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%
Days Payable Outstanding	43.7	45.6	80.3	52.0	61.9	59.0	59.0	59.0	60.0	60.0	61.0	61.0
Accrued Liabilities (% of sales)	9.8%	10.4%	11.7%	9.2%	11.3%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%
Other Current Liabilities (% of sales)	2.0%	5.5%	10.5%	13.1%	6.2%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%

UTM CAPITAL  
Management



# Valuation- Comparable Analysis

Comparable Companies Analysis					Enterprise Value						Price		
Company	Ticker	Current Share Price	Equity Value	Enterprise Value	LTM	FY1	NTM	LTM	FY1	NTM	NTM	FY1	FY2
					Sales	Sales	Sales	EBITDA	EBITDA	EBITDA	Earnings : Growth	Earnings : Growth	Earnings : Growth
ENPHASE ENERGY, INC.	ENPH	\$152.07	\$19,157.08	\$22,076.39	26.5x	15.3x	14.3x	100.4x	55.6x	60.7x	2.9x	4.5x	2.5x
SOLAREDGE TECHNOLOGIES, INC.	SEDG	\$275.75	\$13,928.57	\$14,713.63	10.0x	7.9x	7.6x	85.1x	66.6x	49.7x	2.4x	2.5x	1.9x
GENERAC HOLDINGS INC.	GNRC	\$316.04	\$18,923.18	\$20,565.39	7.8x	6.1x	5.9x	35.8x	24.7x	24.1x	5.4x	5.5x	5.0x
Mean					14.8x	9.8x	9.2x	73.8x	49.0x	44.8x	3.5x	4.2x	3.1x
Median					10.0x	7.9x	7.6x	85.1x	55.6x	49.7x	2.9x	4.5x	2.5x
High					26.5x	15.3x	14.3x	100.4x	66.6x	60.7x	5.4x	5.5x	5.0x
Low					7.8x	6.1x	5.9x	35.8x	24.7x	24.1x	2.4x	2.5x	1.9x
Implied Share Price													
Mean					\$89.21	\$103.60	\$105.18	\$120.37	\$146.09	\$121.05	\$186.27	\$140.41	\$189.48
Median					\$57.33	\$82.62	\$84.41	\$140.20	\$167.08	\$135.10	\$152.07	\$152.07	\$152.07
High					\$167.08	\$167.08	\$167.08	\$167.08	\$201.74	\$167.08	\$281.51	\$183.70	\$301.73
Low					\$43.21	\$61.10	\$64.05	\$53.84	\$69.46	\$60.97	\$125.23	\$85.46	\$114.66