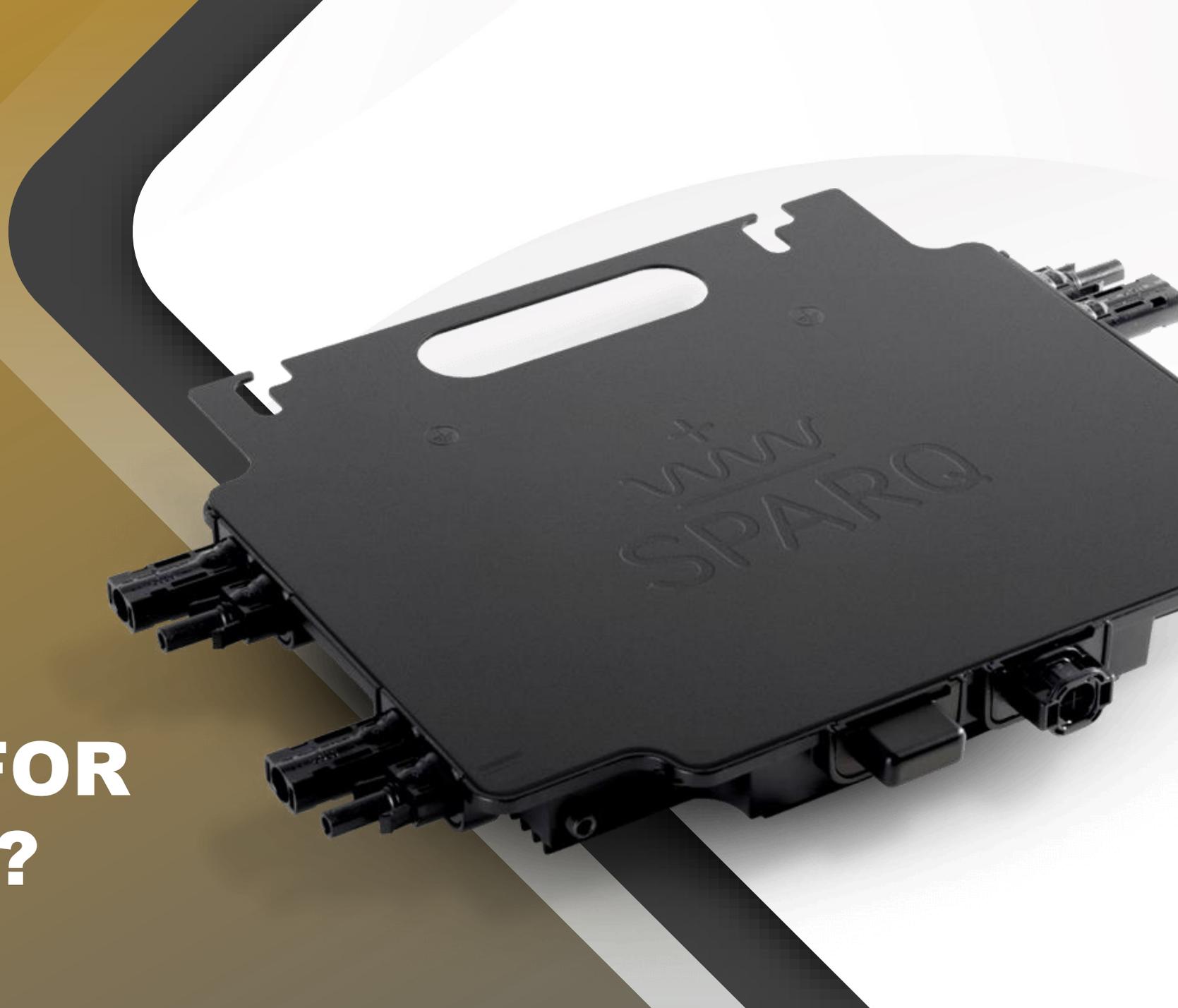




WHY SPARQ FOR HOMEOWNER?



KEY QUESTIONS FROM HOMEOWNER



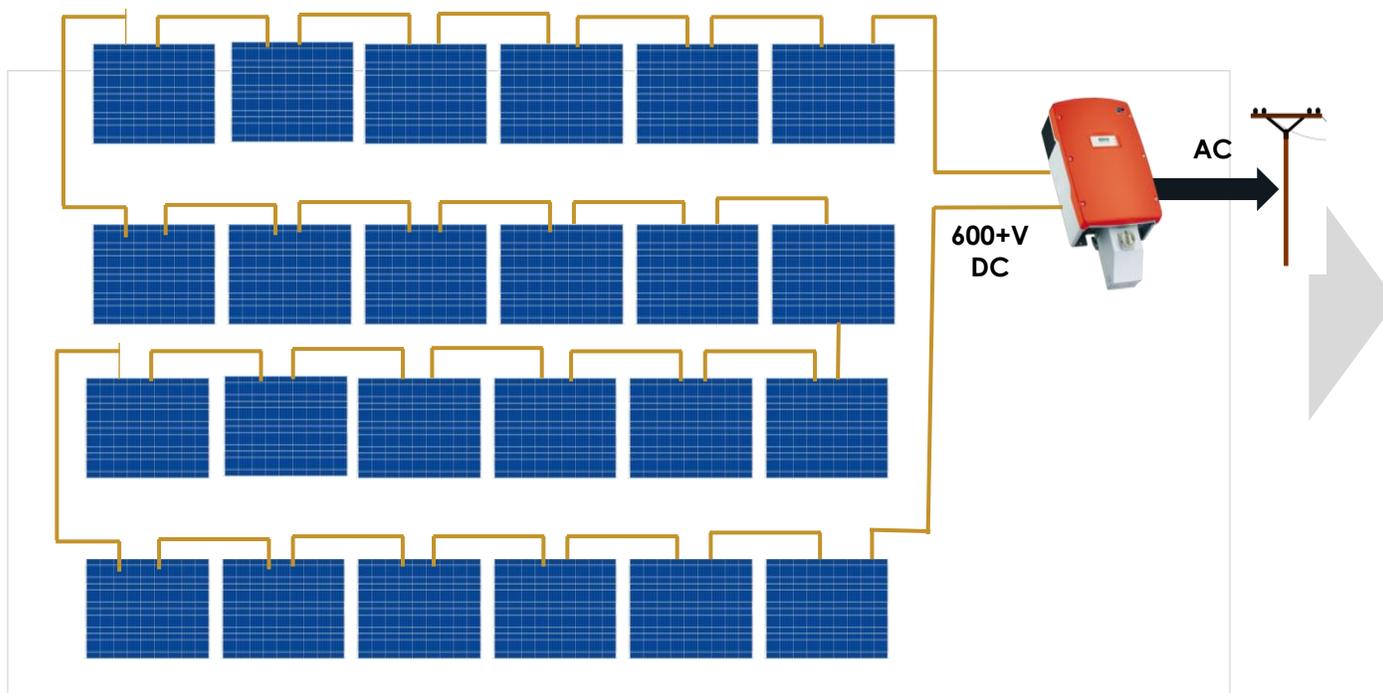
- What are the Limitations of Existing Leading Brands?
 - Why Specifically Ask for Sparq Products?
-

- **WHAT ARE THE LIMITATIONS OF EXISTING LEADING BRANDS?**

TRADITIONAL STRING INVERTERS



Traditional String Inverter: Many Panels In Series and One Central DC-AC Inverter



Reliability

- Design life of 10 years → requires replacement
- Single point of failure

Productivity

- Module mismatch, shading, soiling, “Christmas light” effect

Design & installation

- Requires specialized design and installation
- Requires expensive Balance of System

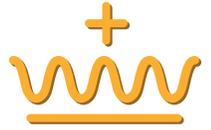
Safety

- High voltage (600V+) arc faults → leading cause of fires of PV installations
- Always live; no module level disconnect/shut-off

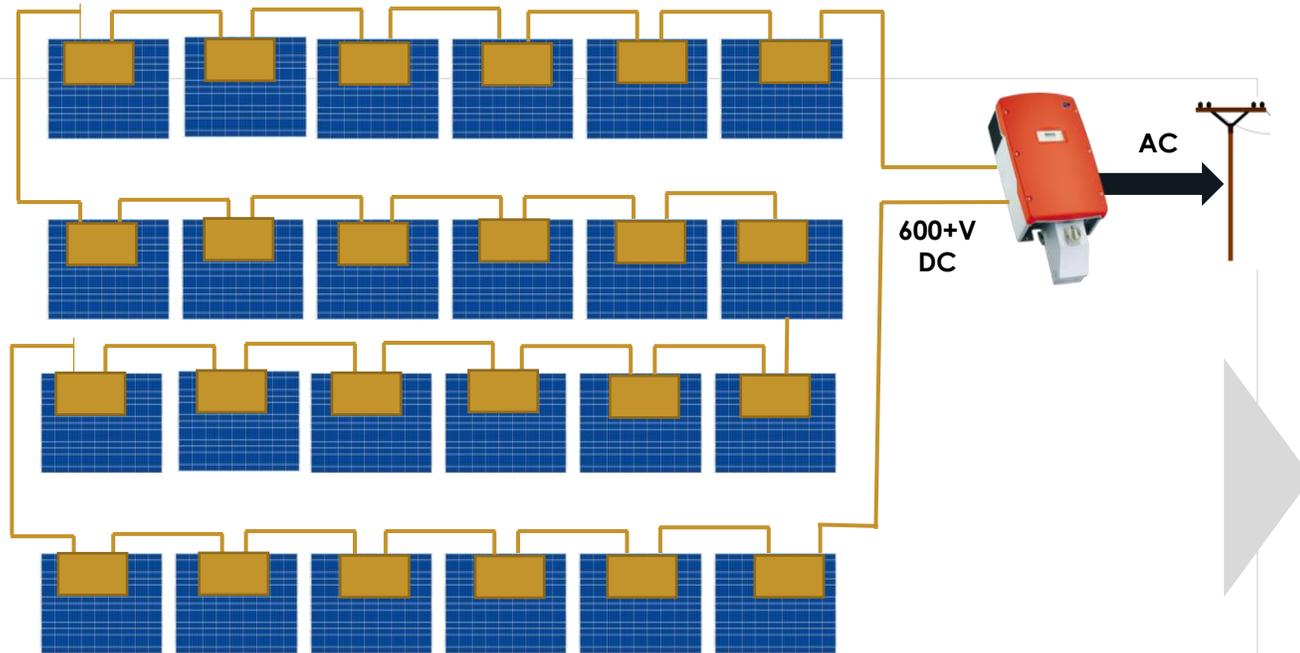
Multiple series Panels + One HV Central Inverter → Cheap, But...



MANY OPTIMIZERS + STRING INVERTER



SolarEdge: One Optimizer/Panel + Many Panels In Series + HV DC-AC Inverter



One Optimizer
Per Panel

+ HV Central
Inverter

Medium Cost
Safety Risk

Reliability

- Design life of 12 years → requires costly replacement
- Single point of failure

Productivity

- + 5-20% more energy as a result of individual Maximum Power Point Tracking (MPPT)

Design & installation

- String sizing required – difficult to design, install, maintain and repair

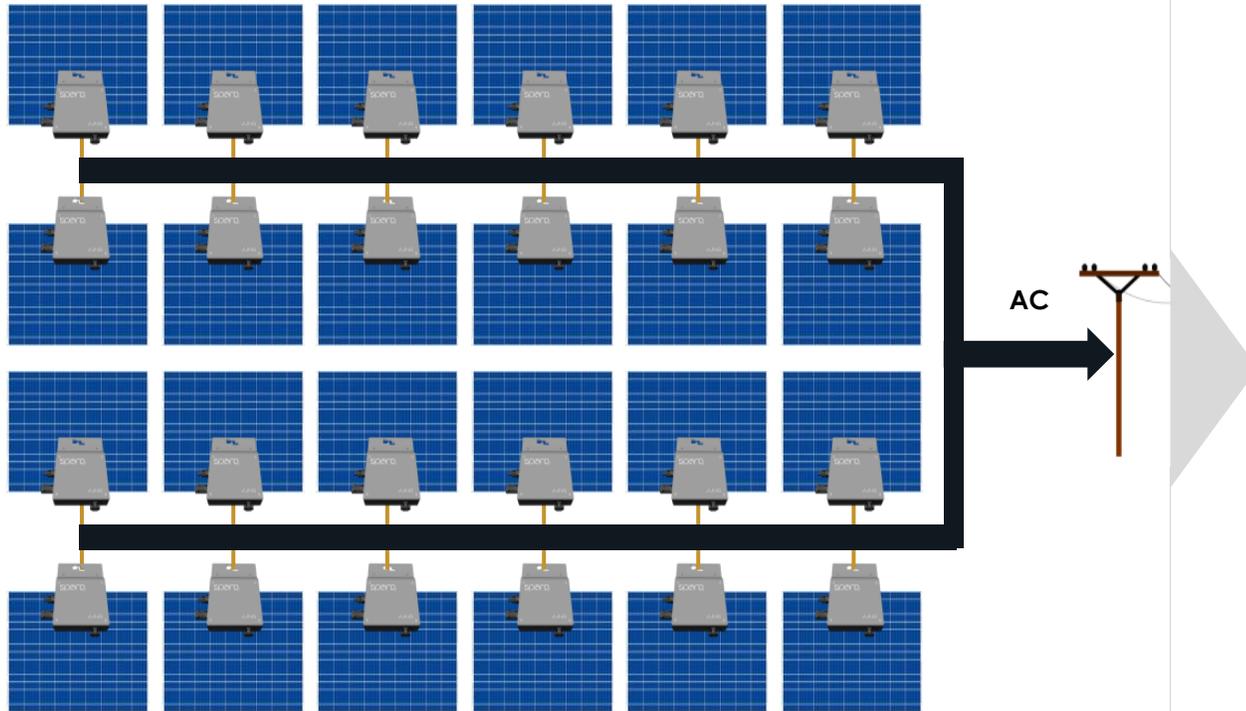
Safety

- High voltage (600V+) arc faults → leading cause of fires in PV installations, electrical shock hazard
- + Module level disconnect/shut-off

SINGLE-CHANNEL MICROINVERTERS



Enphase: One Single-Channel Microinverter with MPPT per Panel



One Microinverter per Panel →

Cost
High

Reliability

- + No single point of failure
- Design life of 12 years (Electrolytic Capacitor)

Productivity

- + 5-20% more energy as a result of individual Maximum Power Point Tracking (MPPT)

Design & installation

- + No risky high voltage DC simplifies design and installation
- High overall life-cycle cost (manufacture, install and repair after 12 years)

Safety

- + "All Alternating Current (AC)" solution at low voltage eliminates arc faults



LIMITATIONS OF LEADING BRAND PV SYSTEMS



SolarEdge String Inverters

- X Safety risk due to high voltage DC and arcing
- X Conventional power electronics and time-averaged linear control method
- X Require large electrolytic capacitors
- X No galvanic isolation
- X Low MTBF, poor system availability and reliability
- X Multiple Single point failures in the system
- X Low energy harvesting without optimizers
- X Optimizers, an after thought for shading and MPPT
- X Require excessive power quality and EMI fi
- X Excessive volume, weight and cost penalty
- X Low energy harvesting due to power clipping at high ambient temperatures
- X Inefficient supply chain, tedious to install & repair

Enphase Single-Channel Microinverters

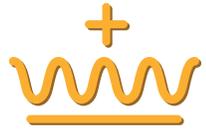
- X Conventional Flyback boost Converters
- X Conventional power electronics and time-averaged linear control method
- X Mainly H/W based with simplified control methods using averaged models
- X Require huge electrolytic capacitors
- X Low MTBF and poor reliability
- X Require excessive power quality and EMI due to high Total Harmonic Distortion
- X Excessive volume, weight and cost penalty
- X Low energy harvesting due to power clipping at high end of the normal operational ambient temperatures
- X Inefficient supply chain, tedious to install & repair

Competing microinverters suffer from poor performance and reliability due to use of conventional H/W based technologies with linear control techniques.

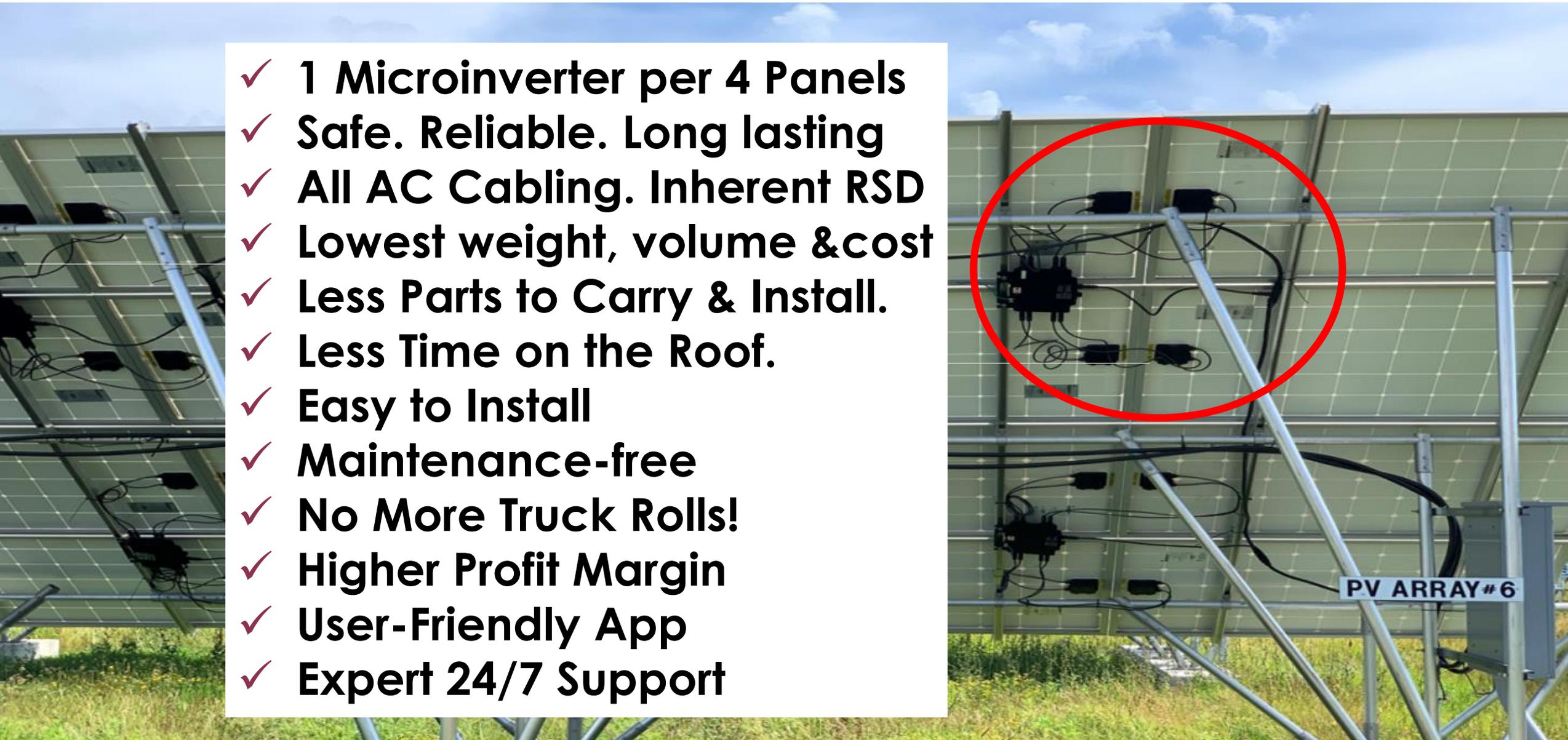
- **WHY SPECIFICALLY ASK FOR**
 - **SPARQ PRODUCTS?**



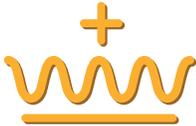
SPARQ QUAD ARCHITECTURE ADVANTAGE!



- ✓ 1 Microinverter per 4 Panels
- ✓ Safe. Reliable. Long lasting
- ✓ All AC Cabling. Inherent RSD
- ✓ Lowest weight, volume & cost
- ✓ Less Parts to Carry & Install.
- ✓ Less Time on the Roof.
- ✓ Easy to Install
- ✓ Maintenance-free
- ✓ No More Truck Rolls!
- ✓ Higher Profit Margin
- ✓ User-Friendly App
- ✓ Expert 24/7 Support



STANDARD Q2000 PRODUCT FAMILY OFFERING



Best-in-Class Single and Three Phase Microinverters, Battery Storage and Energy Management

Q2000
1-Phase
Dual mode



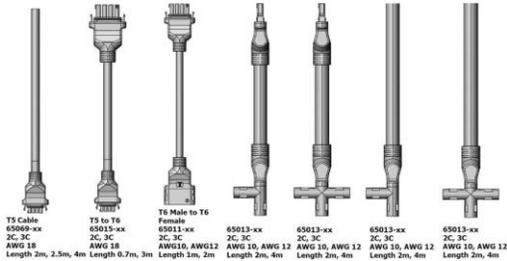
SparqLinq
Gateway



Q2000
3-Phase
Solar water Pump



AC Cabling



Q2000
Energy Storage



SparqVu
Web Monitoring



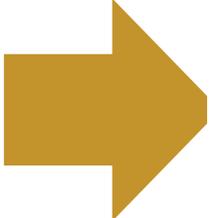
SparqSync
Mobile App

SPARQ QUAD MICROINVERTERS



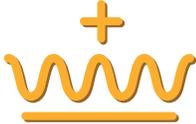
Best-Selling Microinverter

Sparq Quad Microinverter

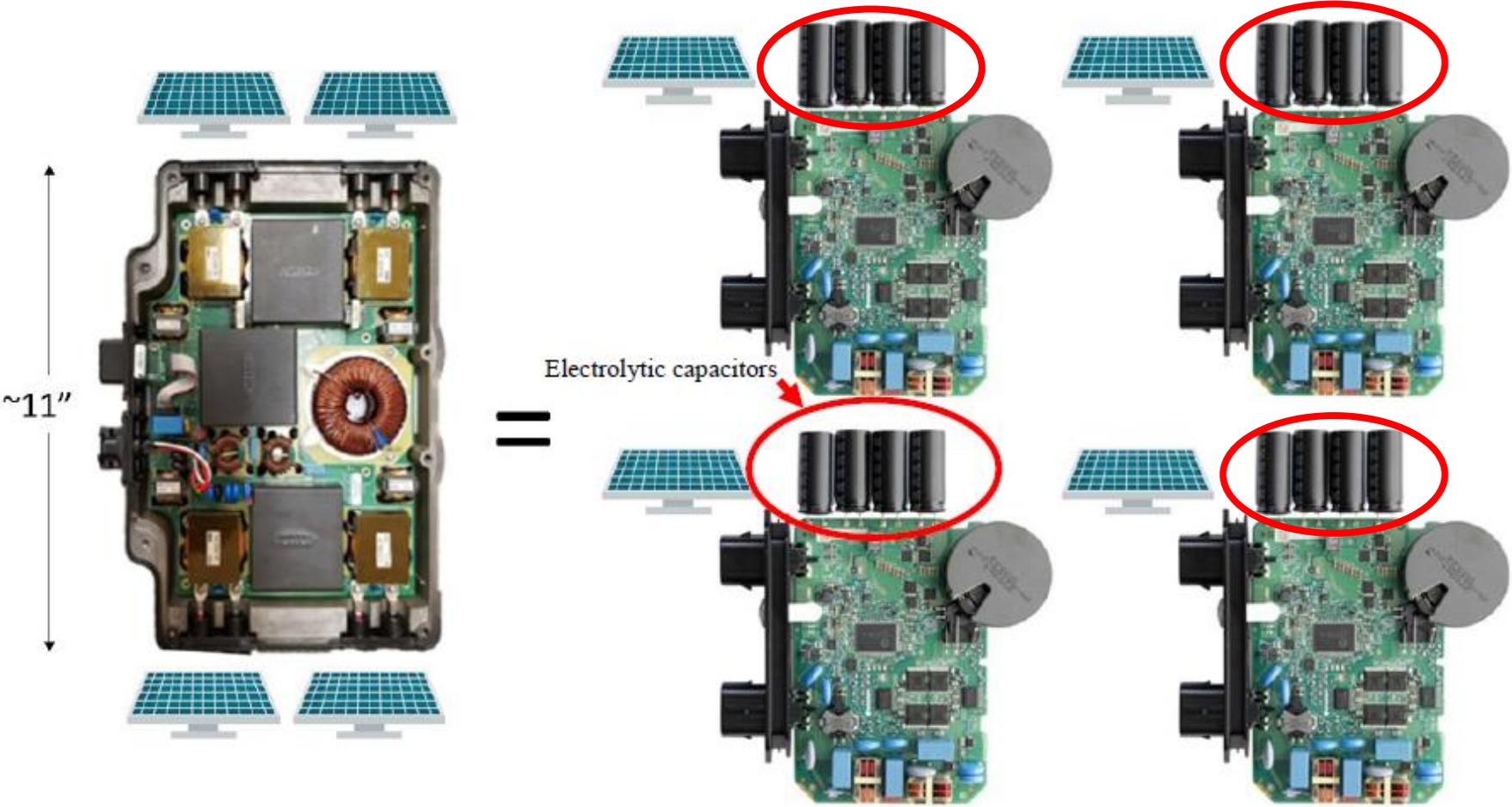


SPARQ's Quad Architecture Integrates FOUR Microinverters in ONE Enclosure.

SPARQ MICROINVERTER VS. LEADING BRAND

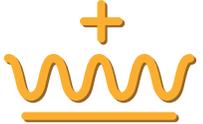


Improving Reliability and Reducing Cost of Supply-Chain, Manufacturing and Installation



SPARQ Microinverters Eliminates Electrolytic-Caps and All Other Low-Reliability Parts

SPARQ PRODUCTS VALUE PROPOSITION



Best-in-Class Microinverters Disrupting the PV Industry!

Performance

- ✓ Software centric flexible Power Electronics with accurate real-time nonlinear control
- ✓ Ultra high frequency, soft switching topology
- ✓ Individual MPPT for each panel
- ✓ No risk of HV DC arcing or personnel electric shock
- ✓ Lowest weight, highest weight density (W/kg)
- ✓ Lowest volume, highest power density (W/ in³)
- ✓ Maximum Energy Harvesting
- ✓ Dual Mode Operation (On-grid & Off-grid)
- ✓ Grid-Resilience without energy storage
- ✓ Grid independence and energy self-sufficiency
- ✓ Future ready for being flexible and scalable
- ✓ SparqLinq: advanced gateway to rule them all
- ✓ SparqVu: Web monitoring with Intuitive displays
- ✓ SparqSync: user-Friendly mobile app

Safety & Reliability

- ✓ No Electrolytic Capacitor
- ✓ Other low-life components eliminated
- ✓ Safe, all-AC cabling with inherent Rapid-Shut-Down (RSD) compliance
- ✓ No risk of HV DC arcing
- ✓ No Risk of HV electric shock hazard for 1st responders
- ✓ High reliability
- ✓ High system availability
- ✓ No PV system single point failure
- ✓ Fewer system components to install and maintain results in high MTBF
- ✓ Best-in-class Longevity

Cost-Effectiveness

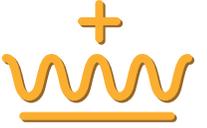
- ✓ Quad Architecture
- ✓ Reduced manufacturing BOM
- ✓ Reduced Balance of System (cabling, grounding, junction boxes etc)
- ✓ Reduced manufacturing cost
- ✓ Reduced installation cost
- ✓ Maintenance-free
- ✓ Lowest cycle-life-cost
- ✓ Outlier on Performance-Cost Curve

Highest Performance, Safe and Most Reliable, Lowest weight, Volume and Cost.

THANK YOU!



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