



Dear Enphase Customer,

As you may be aware, Enphase is introducing its Next Generation Microinverter—the M215—in June of this year. We are planning for the introduction to be very impactful, and consequently, we are contacting you to clarify what it means for your business.

### ***The M215***

The M215 will be our most compelling microinverter to date. It delivers significant improvements to both performance and installation ease, reflecting a substantial amount of technology development over the last year and a half. One of the key improvements with the new microinverter is its innovative cabling system, which offers the benefits of a 12AWG trunk cable—such as larger branch size—while also providing complete flexibility in installation.

### ***D380***

Because the M215 offers both faster mounting (through its single-bolt design) and larger branch sizes (through its 12AWG cabling), its installation benefits supersede those provided by the D380 product. As a result, we will end-of-life the D380, as we ramp up production of M215. The end-of-life of the D380 does not reflect any long-term issue with the product, and is solely a result of the continuing improvement we are making to our product line. All the D380's you've installed will continue to be supported in all of our customer support systems and processes. If you plan to install D380's after June, please check with your distributor to ensure product availability.

### ***M190 & M210***

The M190 & M210 will remain in our product portfolio in order to support 72-cell PV modules and SunPower and Sanyo modules, which are not supported by the M215. However, we anticipate the M215 to serve 100% of 60-cell modules, including the high power 250W and 260W modules offered by some manufacturers. Going forward, we recommend that you design all installations of 60-cell modules to use the M215 product.

### ***Resources***

Leading up to June, we will be providing as much training and product information as possible. We encourage you to contact your distributor for the latest updates on the M215, attend our "Sneak Preview Roadshow" or visit our launch website: [enphase.com/next-gen](http://enphase.com/next-gen). This page will continue to be updated with new materials as we get closer to June.

We thank you for your continued support of Enphase, and look forward to our shared success in the future.

Sincerely,

Andrew Nichols  
Vice President of Americas Sales  
Enphase Energy