

November 1, 2023

# 3<sup>rd</sup> Quarter 2023 Supplementary Slides

# Safe Harbor Statement

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**This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995**, including, but not limited to, statements regarding: (a) expectations regarding demand and our future performance based on bookings, backlog, demand, installations, and pipelines in our sales channels and for our products, and our ability to meet consumer demand; (b) our plans and expectations with respect to our strategic partnerships and initiatives, and the anticipated impacts on our business and financial results; (c) our strategic plans and areas of investment and focus, and expectations for the results thereof, including improved customer experience, development of new products and services, lease and loan funding capacity, and cost savings; (d) expectations for performance against our key strategic pillars, including anticipated impacts on our business and financial performance; (e) our expectations regarding projected demand and growth in 2023 and beyond, and our positioning for future success; (f) our expectations for industry trends and factors, and the impact thereof on our business and strategic plans; (g) the timing and execution of restructuring plans; (h) our fiscal 2023 guidance, including customer growth, Adjusted EBITDA per customer before platform investment, platform investment, Adjusted EBITDA, and assumptions related to each; (i) the availability and sufficiency of the supply of products and raw materials to meet consumer demand; (j) our efforts to reduce costs and manage cash; (k) our expectations with regard to any restated items in our financial statements for the periods disclosed herein and the estimated amounts and impacts thereof, and the anticipated timing of the filing of our financial statements for such periods and the Form 10-Q for the third quarter of 2023 with the Securities and Exchange Commission; (l) our expectations regarding the terms and conditions of any potential consent or waiver under the Credit Agreement, and the timing thereof; and (m) the effectiveness of the company's disclosure controls and procedures and internal control over financial reporting.

These forward-looking statements are based on our current assumptions, expectations and beliefs and involve substantial risks and uncertainties that may cause results, performance or achievement to materially differ from those expressed or implied by these forward-looking statements. Factors that could cause or contribute to such differences include, but are not limited to:

(1) regulatory changes and the availability of economic incentives promoting use of solar energy; (2) potential disruptions to our operations and supply chain that may result from epidemics or natural disasters, and other factors; (3) competition in the solar and general energy industry, supply chain constraints, interest rates, inflation, and pricing pressures; (4) changes in public policy, including the imposition and applicability of tariffs and duties; (5) our dependence on sole- or limited-source supply relationships, including for our solar panels and other components of our products; (6) risks related to the introduction of new or enhanced products, including potential technical challenges, lead times, and our ability to match supply with demand while maintaining quality, sales, and support standards; (7) the success of our ongoing research and development efforts and our ability to commercialize new products and services, including products and services developed through strategic partnerships; (8) our liquidity, indebtedness, and ability to obtain additional financing for our projects and customers; (9) challenges managing our acquisitions, joint ventures, and partnerships, including our ability to successfully manage acquired assets and supplier relationships; (10) the time and effort required to complete the restatement and amend the related Form 10-K and Form 10-Q filings, and the subsequent discovery of additional adjustments to our previously issued financial statements; (11) the timing and execution of restructuring plans; (12) our ability to obtain a waiver and consent to our Credit Agreement, and the timing and outcome thereof; and (13) our ability to remediate the material weakness related to internal control over financial reporting.

A detailed discussion of these factors and other risks that affect our business is included in filings we make with the Securities and Exchange Commission (SEC) from time to time, including our most recent reports on Form 10-K and Form 10-Q, particularly under the heading "Risk Factors." Copies of these filings are available online from the SEC or on the SEC Filings section of our Investor Relations website at [investors.sunpower.com](https://investors.sunpower.com). All forward-looking statements in this press release are based on information currently available to us, and we assume no obligation to update these forward-looking statements in light of new information or future events.



# Today's Agenda

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## 1. CEO Update

Peter Faricy, Chief Executive Officer

## 2. Financial Update

Beth Eby, Chief Financial Officer

## 3. Q&A

## Business Highlights: Q3 2023

Highlighting success of New Homes, SunVault, SPF while difficult market conditions cont'd in Q3.



18,800

Customers added in Q3.



38,000

New Homes backlog, including multifamily.<sup>1</sup> Another 18,100 in the retrofit home channel backlog.



\$1,000

Adjusted EBITDA per Customer before Platform Investment.<sup>2</sup>



26%

New Homes installation growth in Q3 vs Q2.



>60%

Q3 SunVault<sup>®</sup> record-high storage bookings attach rate within SunPower Direct in CA and >25% nationally across all channels.



56%

SunPower Financial<sup>™</sup> lease & loan attach rate with 217% YoY Q3 growth for SunPower Financial<sup>™</sup> lease net bookings.

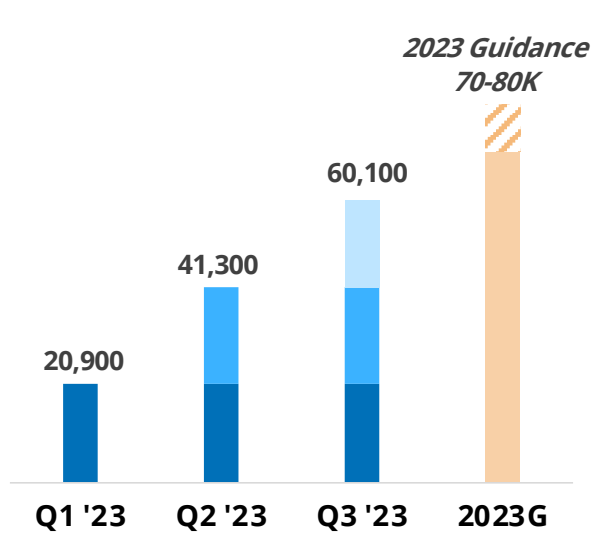
1. Backlog calculated as of Oct 2023.

2. Platform Investment = primarily Product, Digital, and Corporate. Corporate includes Legacy non-Residential results. Figures presented are preliminary estimates ahead of the forthcoming restatement of financials as disclosed in our [Oct 24, 2023 8-k filing](#).

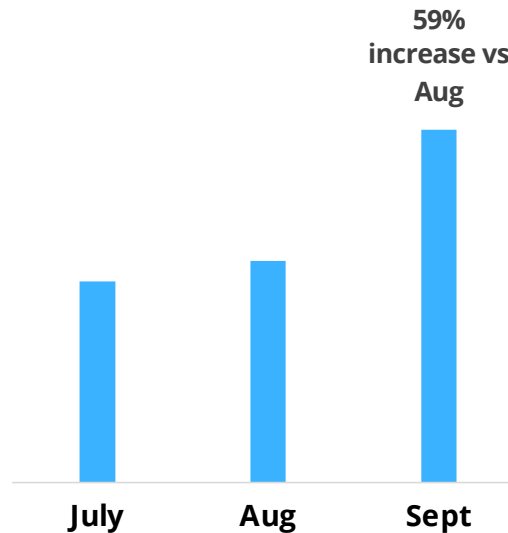
# Topline Growth Showing Positive Signs

Early signs of notable improvement in key states; September bookings 59% higher than August.

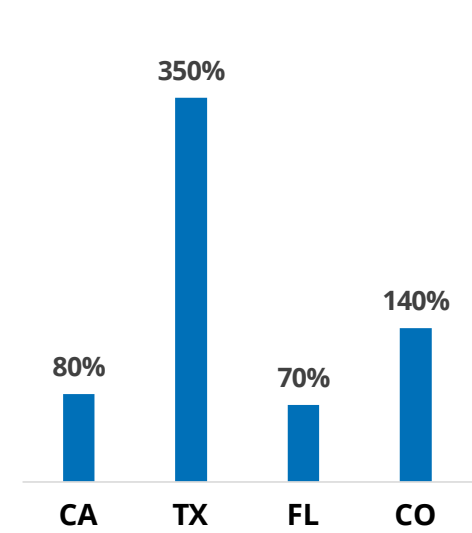
## New Customers<sup>1</sup> '23



## Retrofit Bookings<sup>2</sup> July '23 to Sept '23



## Retrofit Bookings<sup>2</sup> Sept '23 vs Aug '23 (sequential)



1. Cumulative Retrofit (existing homes) and New Homes new customers. Figures are rounded to nearest 100 for presentation.  
2. Retrofit bookings only. Excludes New Homes.

## Reducing 2023 Guidance

**Slower bookings than expected at this point with higher installation and legacy costs.**

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1. Guidance for customer growth tightened to 70K-80K.
  - a) Installations for the back end of the year reduced by slower bookings recovery this summer.
  - b) Delays in CA lease activation have delayed customer recognition and are expected to continue into early 2024.
  - c) New Homes on track to comprise 15%-20% of total 2023 customers after experiencing record level customer bookings in Q3 '23, exceeding Q3 '22 by 149%, an overall record for any prior 3rd quarter.
2. Guidance for 2023 EBITDA of (\$35M) to (\$25M) and EBITDA/customer before Platform Investment (PI) of \$600 to \$700 have been reduced to reflect longer cycle times that delay revenue recognition and higher COGS and amortized installation cost spread over lower volume than expected.
3. The range for Platform Investment \$70M-\$90M now reflects primarily higher legacy business unit costs and the restatement of prior-period inventory value.
4. Cash from Operations is expected to improve in 2024 with plans for continued reduction to fixed and variable cost and plans for inventory reduction.

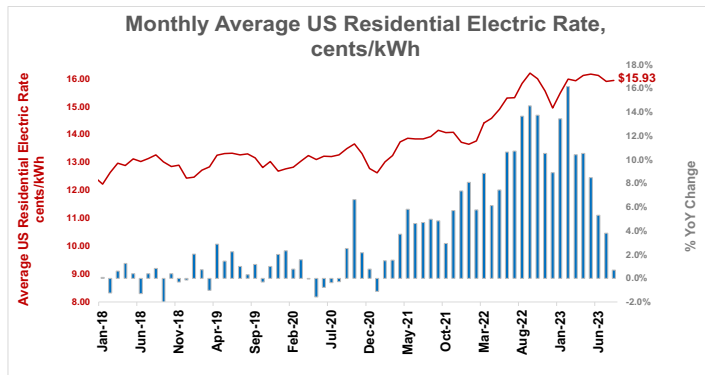
# Retail Electric Pricing Rising Rapidly, Driving Solar Value Proposition

Solar pricing power remains strong despite moderating gas and bulk electricity costs.

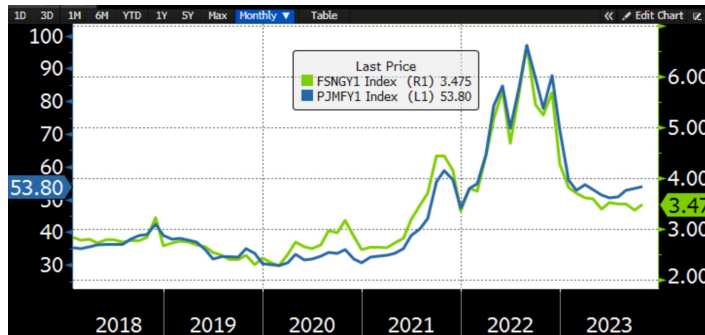
## Residential solar value continues to strengthen across most of the U.S.

1. With low rooftop solar market penetration, incumbent electric utility rates are the distributed solar industry's main competition.
2. Natural gas and *bulk* electric costs trade together and have been highly volatile over the past year, rising as much as 250% at times, but have moderated significantly since 2022.
3. Average residential *retail* electric utility prices rose >10% YoY in August for nearly 15M potential customers in 9 states, with more than 40M in states with electric rates rising faster than inflation. In California, PG&E rates are set to rise 9-13% in January 2024.<sup>1</sup>
4. *Retail* rates are anticipated to continue climbing in 2023 considering forward fuel hedging, the higher cost of capital, and the recovery of escalating investment in transmission and distribution system upgrades.<sup>2</sup>

## Average U.S. retail electric prices remained near all-time highs in Aug 2023



## Natural Gas and Wholesale Electricity Contracts (NYMEX NG and PJM Forward 1 Year), 2000-2023



Monthly Residential Electric Price cents/kWh	Aug-23	Aug-22	% YoY	TAM (potential customers)	Cumulative TAM
1 Rhode Island	27.58	21.45	28.6%	0.3	0.3
2 Nevada	16.47	13.56	21.5%	0.8	1.1
3 Maine	25.43	21.08	20.6%	0.5	1.7
4 Delaware	15.66	13.32	17.6%	0.3	1.9
5 District Of Columbia	16.40	14.06	16.6%	0.1	2.0
6 Maryland	16.35	14.24	14.8%	1.2	3.2
7 California	29.84	26.49	12.6%	10.0	13.2
8 Montana	12.96	11.53	12.4%	0.4	13.6
9 Oregon	12.95	11.69	10.8%	1.3	14.9
10 North Carolina	13.04	11.87	9.9%	3.4	18.4
11 Pennsylvania	17.88	16.34	9.4%	2.9	21.3
12 Wisconsin	17.10	15.72	8.8%	2.1	23.4
13 Idaho	11.62	10.73	8.3%	0.6	24.0
14 Michigan	19.43	18.07	7.5%	3.3	27.3
15 New Jersey	18.50	17.24	7.3%	2.3	29.6
16 Washington	11.14	10.41	7.0%	2.3	31.9
17 Florida	14.93	14.06	6.2%	6.7	38.6
18 Ohio	15.77	14.87	6.1%	3.9	42.5
19 Nebraska	12.26	11.62	5.5%	0.7	43.2
20 New York	22.33	21.20	5.3%	4.2	47.4
21 Connecticut	27.89	26.50	5.2%	1.0	48.5
22 Massachusetts	27.83	26.46	5.2%	1.9	50.3
23 Alaska	25.07	23.86	5.1%	0.2	50.5
24 Arizona	13.82	13.18	4.9%	2.1	52.6
25 Wyoming	12.44	11.89	4.6%	0.2	52.8
26 Mississippi	12.90	12.33	4.6%	1.0	53.8
27 Missouri	14.43	13.96	3.4%	2.2	56.1
28 Vermont	20.45	19.85	3.0%	0.2	56.3
29 Utah	11.66	11.33	2.9%	0.8	57.1
30 West Virginia	14.23	13.83	2.9%	0.7	57.7
31 Minnesota	15.46	15.26	1.3%	1.7	59.4
32 US Average	15.93	15.82	0.7%		59.4
33 South Dakota	12.99	12.88	0.1%	0.3	59.7
34 New Mexico	14.71	14.81	-0.7%	0.7	60.4
35 Texas	14.03	14.12	-0.8%	9.7	70.1
36 Virginia	13.95	14.14	-1.3%	2.1	72.2
37 Iowa	15.06	15.37	-2.0%	1.1	73.3
38 North Dakota	12.50	12.76	-2.0%	0.3	73.6
39 Colorado	14.43	14.74	-2.1%	1.5	75.1
40 Arkansas	12.45	12.83	-3.0%	1.2	76.3
41 South Carolina	13.82	14.27	-3.2%	1.8	78.1
42 New Hampshire	26.15	27.42	-4.6%	0.4	78.5
43 Indiana	14.15	15.15	-6.6%	2.4	80.9
44 Oklahoma	13.29	14.31	-7.1%	1.5	82.4
45 Kansas	13.57	14.77	-8.1%	1.0	83.4
46 Alabama	14.14	15.43	-8.4%	1.8	85.2
47 Kentucky	12.16	13.57	-10.4%	1.5	86.7
48 Georgia	14.14	15.97	-11.5%	3.5	90.2
49 Tennessee	11.99	13.81	-13.2%	2.2	92.4
50 Hawaii	39.17	45.56	-14.0%	0.3	92.7
51 Illinois	13.94	16.73	-16.7%	3.7	96.4
52 Louisiana	11.04	14.14	-21.9%	1.7	98.1

1. [California Public Utilities Commission, Sept 13, 2023](#)

2. Sources: [US Energy Information Agency \(EIA\) Electric Power Data Browser](#), [Edison Electric Institute capex forecast July 2023](#), Bloomberg, LP

# Progress in All Five Strategic Pillars in Q3 '23

**Continued focus on customer experience and new product offerings.**

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## 1. World class customer experience:

- a. Highest rated solar company: In Q3, SunPower again held its position as the top-rated residential solar company in the U.S.<sup>1</sup>
- b. New Self-serve Help Center experience for customers released in the mySunPower app and on SunPower.com.



## 2. Best, most affordable products:

- a. Continued SunVault attach rate momentum, up 163% in Q3 vs Q2, with September the largest ever month of bookings.

## 3. Growth:



- a. Seeing early signs of a sales rebound activity in September, with retrofit bookings growth up 59% vs. August.
- b. New Homes expanding outside CA with new communities signed in Q3, including Meritage Homes in CO, CC Homes in FL, Toll Brothers in NV, NY, and MA, and Beazer Homes in MD and DE.
- c. Added 88 new dealers in Q3, the most onboarded in a single quarter.



## 4. Digital innovation:

- a. SunPower released a new sales proposal tool for New Homes customers and completed rollout of new scheduling software in the third quarter which is expected to increase appointment reliability and reduce utilization costs.



## 5. World-class financial solutions:

- a. Completed the first phase of ADT Solar's launch of SPF, enabling Lease/PPA sales in seven states.

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1. Based on average of BBB, Yelp, ConsumerAffairs, BestCompany, Google, SolarReviews and EnergySage reviews scores as of 9/30/23.



# SunPower Financial™ Expanding its Reach

**Making strong progress toward the 2025 target lease & loan attach rate.**

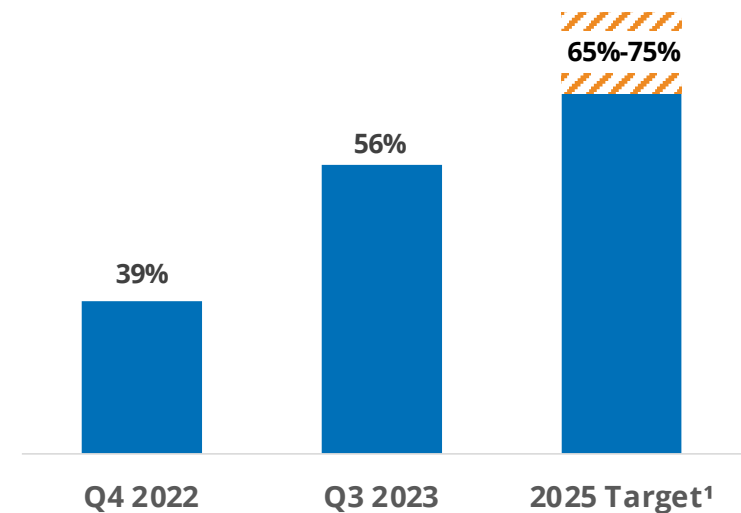
## 1. Launched lease and PPA offerings to ADT customers in seven states.

- a) SunPower Financial launched as the exclusive lessor for ADT Solar customers that choose to finance with a lease or power purchase agreement (PPA).
- b) The program has the potential to be a meaningful contributor to SPF 2024 volume and profitability.

## 2. Pursuing the expansion of lease financing capacity to support sales trends into 2024.

- a) Facilities are in place to access ABS funding in the future.
- b) Leases currently enjoy pricing advantage compared to loans. Loan investors have greater sensitivity to interest rates as a result of capital stack composition and assumptions around higher prepayment rates.

## SunPower Financial Lease & Loan Attach Rate



1. Percentage of kW sold financed through SunPower Financial. Refer to the [SunPower 2022 Analyst Day deck](#) for more detail on the 2025 Target Model.



# Today's Agenda

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- 1. CEO Update**  
Peter Faricy, Chief Executive Officer
- 2. Financial Update**  
Beth Eby, Chief Financial Officer
- 3. Q&A**

# Continued Challenging Q3 Market Conditions

Adjusted gross margin improved in Q3 versus Q2 and inventory levels declined.

\$ all figures in million, unless specified

	Q3'22 <sup>1</sup>	Q3'23 <sup>1</sup>
<b>Metrics</b>		
1 New residential customers added	23,100	18,800
2 Residential Adjusted EBITDA before Platform Investment \$/customer <sup>1,2</sup>	\$1,900	\$1,000
3 Platform Investment <sup>1,2</sup>	\$20	\$19
<b>Financials</b>		
Adjusted Revenue (Non-GAAP) <sup>1</sup>	\$476	\$432
4 Adjusted Gross Margin (Non-GAAP) <sup>1</sup>	22.4%	15.5%
Adjusted EBITDA (Non-GAAP) <sup>1</sup>	\$25	\$(1)
Cash from Operations (Non-GAAP, includes WC) <sup>1</sup>	\$28	\$48
5 Net Recourse Debt	\$28	\$143
SunPower share of SunStrong's lease renewal Net Retained Value <sup>3</sup>	\$250	\$295

1. Figures presented are preliminary estimates ahead of the forthcoming restatement of financials as disclosed in our [Oct 24, 2023 8-k filing](#). Beginning in the second quarter of fiscal 2023, we are no longer excluding non-GAAP adjustments related to "Transition Costs" and "Results of operations of businesses exited/to be exited" from our non-GAAP results, with the exception of certain charges related to our legacy power plant and development projects sold in fiscal 2018 and 2019. All comparative periods have been adjusted to reflect the current presentation. Totals may not foot due to rounding.

2. Platform Investment = primarily Product, Digital, and Corporate. Corporate includes Legacy non-Residential results.

3. SPWR's 51% ownership of SunStrong, with 90% lease renewal NRV based on a 6.0% discount rate for Q3 '23 and Q2 '22. Sensitivity is ~\$20M NRV per 25 bps discount rate.

1. Although trends improving in Sept/Oct, lower demand in Q3 continued to be driven by higher interest rates and NEM 2.0 pull forward in CA. Higher cancellation rates among NEM 2.0 customers are improving under growing NEM 3.0 bookings.
2. Adjusted EBITDA/customer of \$1,000 for Q3 was lower YoY due to delayed revenue recognition from longer cycle times as well as higher YoY installation costs.
3. Continuing to reduce Platform Investment and corporate opex in Q4 and into 2024.
4. Adjusted Gross Margin improved in Q3 vs Q2 as a result of cost reduction and sequentially improved amortization of installation costs, as well as the absence of a Q2 inventory write-down.
5. Ended Q3 with \$104M cash on hand and \$143M of net recourse debt. Inventory levels declined to \$328M on Sept 30, with efforts to reduce further continuing into 2024.

# FY 2023 Guidance<sup>1</sup>

## Reduced update based on current market conditions and pace of cost reductions

	2022 Results <sup>1</sup>	2023 Guidance	2025 Target Model <sup>2</sup>
<b>Customer Growth</b>	83K	<b>70K-80K</b> <i>Prior: 70K-90K</i>	2x Market Growth <sup>3</sup>
<b>Adjusted EBITDA/Customer before Platform Investment</b>	\$1,800	<b>\$600-\$700</b> <i>Prior: \$1,450-\$1,650 Reduced for higher COGS and amortized install costs</i>	\$3,000-\$4,000
<b>Platform Investment (PI)<sup>4</sup></b>	\$84M	<b>\$70M-\$90M</b> <i>Prior: \$50M-\$70M Continued reduction from original 2023 plan, with higher legacy cost and prior period adjustments.</i>	Continued reduction effort in 2024. Restoration of delayed investments to support growth once market improves.
<b>Adjusted EBITDA</b>	\$68M	<b>\$(35M) to \$(25M)</b> <i>Prior: \$55M-\$75M</i>	

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2. Refer to the [SunPower 2022 Analyst Day deck](#) for more detail on the 2025 Target Model.
3. Market growth = as projected by Wood MacKenzie, BNEF.
4. Platform Investment = primarily Product, Digital, and Corporate. Corporate includes Legacy non-Residential results. Refer to the [SunPower 2022 Analyst Day deck](#) for more detail on the 2025 Target Model and our anticipated investment capacity through 2025 (slides 78, 81, 82).

# Outlook for 2024

## Managing opex and investment to remain resilient and ready under volatile market conditions.

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### Macro Factors

1. **Increase in the utility cost of retail electricity.** Costs continue to be impacted by industry plans for a steady increase in transmission and distribution infrastructure capex over the next three years.
2. **Interest rates.** We expect a possible improvement to consumer confidence and the value of solar should interest rates stabilize.
3. **Lower equipment cost.** We expect increased panel and battery supply to result in continued price decreases over the next 12-24 months.
4. **IRA adders.** We believe the path to take advantage of the domestic content IRA adder will become clearer in 2024.
5. **Recently improving sales trends.** Seeing bookings growth beginning to re-materialize this Fall, especially where utility electric rates are relatively high or climbing rapidly. In CA, we expect continued improvement for NEM 3.0 bookings by yearend, driven by high utility electric rates and higher battery attach rates.

### SunPower Unique Factors

1. **Platform/opex investment management.** Investments needed to manage future rapid expansion expected to be matched to our expectation for stronger future market conditions.
2. **New Homes growth.** With a backlog of 38,000, we expect to benefit from customer recognition in 2024.
3. **GM collaboration.** Expect to begin EV charger sales and solar sales to GM Silverado customers in 2024.
4. **Leasing.** The growing popularity of lease financing, IRA bonus tax credits, and SunPower's growing capacity to finance leases are expected to benefit sales.
5. **SunPower Financial expansion.** With the launch of ADT, we are planning to expand to new sources of customers beyond SunPower in 2024+.



# Today's Agenda

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## 1. CEO Update

Peter Faricy, Chief Executive Officer

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# Appendix

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# Financials

**Table reflects our estimated values for prior period restatement.**

\$ all figures in million, unless specified

	Q3'22 <sup>1</sup>	Q3'23
<b>GAAP Revenue (excludes sold C&amp;I Solutions)</b>	<b>476</b>	<b>432</b>
<b>Adjusted Revenue (Non-GAAP)</b>	<b>476</b>	<b>432</b>
<b>Gross Margin (Non-GAAP)<sup>1</sup></b>	<b>22.4%</b>	<b>15.5%</b>
<b>Operating Expense (Non-GAAP)<sup>1</sup></b>	<b>83</b>	<b>81</b>
<b>Adjusted EBITDA (Non-GAAP)<sup>1</sup></b>	<b>25</b>	<b>(1)</b>
<b>Net Income (Loss) from Continuing Operations – (GAAP)<sup>1</sup></b>	<b>138</b>	<b>(30)</b>
<b>Net Income (Loss) Attributable to Stockholders – (Non-GAAP)<sup>1</sup></b>	<b>14</b>	<b>(20)</b>
Diluted Wtg. Avg. Shares Out. (GAAP) <sup>2</sup>	192	175
Diluted Wtg. Avg. Shares Out. (Non-GAAP) <sup>3</sup>	175	175
<b>Diluted EPS (GAAP)</b>	<b>\$0.73</b>	<b>\$(0.17)</b>
<b>Diluted EPS (Non-GAAP)<sup>2</sup></b>	<b>\$0.11</b>	<b>\$(0.12)</b>

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2. Diluted weighted average shares represent daily average of common shares currently outstanding, plus potential shares that may be issued for convertible notes and unvested RSUs. For Non-GAAP purposes, to the extent convertible notes are out of the money, they are excluded.
3. Refer to the company's press release dated Nov 1, 2023, for additional information on the GAAP to non-GAAP reconciliation.



## GAAP to Non-GAAP Reconciliation

### Restructuring charges of \$(6M) as costs are reduced.

\$ all figures in million, unless specified

	Q3'22 <sup>1</sup>	Q3'23 <sup>1</sup>
<b>GAAP net income (loss) from cont'd ops attributable to stockholders<sup>1</sup></b>	<b>138</b>	<b>(30)</b>
Interest expense, net of interest income	6	6
Depreciation	5	12
Provision for income taxes	3	0
Unrealized (gain) loss on equity securities – Enphase	(137)	(2)
Results of operations of businesses exited <sup>1</sup>	0	0
Stock-based compensation	7	6
Restructuring charges	0	6
Acquisition-related costs	3	0
Amortization of intangible assets and software	3	3
Litigation	0	0
Transition costs <sup>1</sup>	0	0
Unrealized (gain) loss on swap valuation	(3)	(1)
<b>1 Other non-recurring items<sup>1</sup></b>	<b>0</b>	<b>(1)</b>
<b>Adjusted EBITDA (Non-GAAP)<sup>1</sup></b>	<b>25</b>	<b>(1)</b>

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1. Other non-recurring items refer to transaction-related expenses, restructuring expenses, and equity income from unconsolidated investees.

# Cash Position

**Generated \$48M of cash from operations.**

\$ all figures in million, unless specified

<b>Opening Cash</b>	<b>\$114</b>
Cash from Operations (includes WC)	\$48
Revolving Loan	\$(32)
Interest	\$(6)
Capex	\$(15)
Corporate items and others <sup>2</sup>	\$(6)
<b>Ending Cash<sup>1</sup></b>	<b>\$104</b>

1. Expect negative operating cash generation in 2023 due to lower volumes and gross margins as a result of softer pricing power against panel inventory.
2. Capex investment in 2023 expected ~\$55-\$65M, largely for digital, product development.
3. We have plans in place aimed to match inventory to lower demand levels.

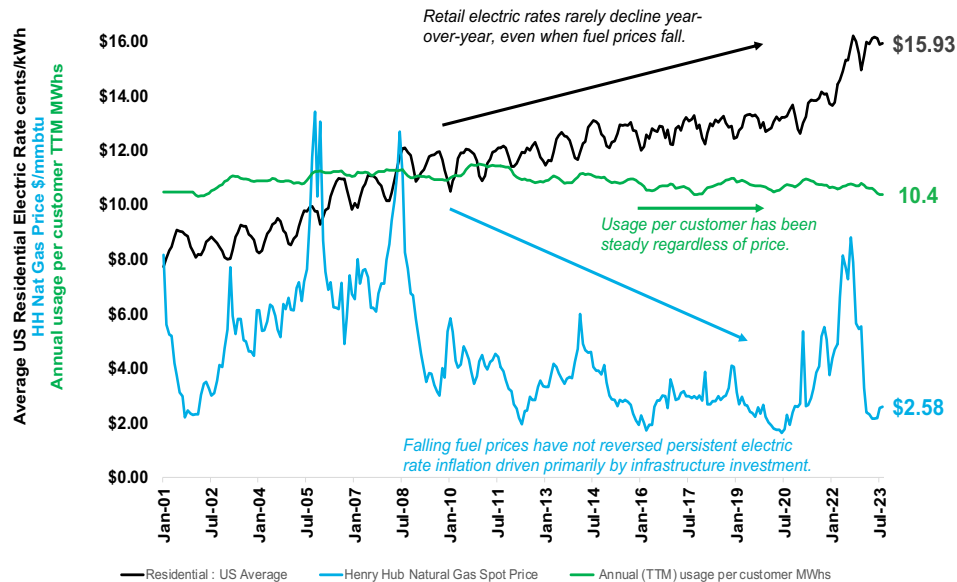
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2. Corporate items and others includes CIS working capital and Legacy development cost.

# The Value of Residential Solar is Expected to Keep Growing

## Utility electric rates rarely decline, even when fuel costs do.

### Impact of Natural Gas Price Volatility on Retail Electric Rates, 2001-2023<sup>1</sup>



### Retail electric price inflation is persistent and driven mostly by infrastructure investment

1. Since 2001, retail electric rates have accelerated upward YoY when fuel prices rise and then they remain higher as utilities continue to recover escalating costs of infrastructure investment, labor, and cost of capital. *This has remained true through multiple recessions and interest rate cycles.*
2. The largest share of a typical utility bill (>50%) is attributed to long-term investment in transmission, distribution, and generating infrastructure, along with their cost of capital. In contrast, variable fuel costs typically make up a minority of the overall bill.
3. The U.S. electric utility industry is projecting more than \$500B of capital investment from 2023-2025, **an increase of nearly 20%** over the prior 3-year period. This includes "a significant and growing amount of capital resources on adaptation, hardening, and resilience (AHR) initiatives," such as undergrounding power lines, installing cement poles, and elevating or relocating transformers."<sup>2</sup>

1. Source: [US Energy Information Agency \(EIA\) Electric Power Data Browser](#)

2. [Edison Electric Institute capex forecast July 2023](#)

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