

**Operating and financial metrics**

\$ in millions, unless otherwise noted

	Q1 FY19	Q2 FY19	Q3 FY19	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21
<b>INCOME STATEMENT METRICS</b>											
Devco MWr - New Homes	7	7	9	10	34	10	11	11	13	45	15
Devco MWr - Retrofit	30	31	33	33	127	30	20	25	31	106	28
Devco MWr - Residential Systems	37	39	42	43	161	40	31	36	44	151	43
Devco MWr - Residential Products	20	28	32	39	118	30	20	32	43	126	34
Devco MWr - Light Commercial Products	16	33	29	50	128	38	25	20	33	116	20
<b>Devco MWr - Residential &amp; Light Commercial</b>	<b>73</b>	<b>100</b>	<b>102</b>	<b>132</b>	<b>406</b>	<b>109</b>	<b>75</b>	<b>88</b>	<b>119</b>	<b>392</b>	<b>97</b>
<b>Devco MWr - C&amp;I solutions</b>	<b>15</b>	<b>11</b>	<b>21</b>	<b>56</b>	<b>104</b>	<b>23</b>	<b>15</b>	<b>20</b>	<b>33</b>	<b>91</b>	<b>31</b>
<b>Devco MWr</b>	<b>88</b>	<b>111</b>	<b>124</b>	<b>188</b>	<b>510</b>	<b>132</b>	<b>91</b>	<b>108</b>	<b>153</b>	<b>483</b>	<b>127</b>
Devco Revenue - Residential Systems	132	125	145	152	554	151	107	124	160	541	165
Devco Revenue - Residential Products	35	45	47	59	186	44	29	47	66	186	51
Devco Revenue - Light Commercial Products	20	27	25	41	112	32	18	20	28	97	16
<b>Devco Revenue - Residential &amp; Light Commercial</b>	<b>187</b>	<b>197</b>	<b>217</b>	<b>252</b>	<b>852</b>	<b>227</b>	<b>154</b>	<b>190</b>	<b>253</b>	<b>824</b>	<b>231</b>
<b>Devco Revenue - C&amp;I solutions</b>	<b>36</b>	<b>35</b>	<b>57</b>	<b>83</b>	<b>211</b>	<b>47</b>	<b>47</b>	<b>74</b>	<b>74</b>	<b>242</b>	<b>58</b>
Devco Revenue - Legacy	11	34	34	78	157	33	13	10	10	66	2
Devco Revenue - Corporate and Eliminations	(1)	(10)	(16)	(17)	(44)	(20)	(6)	(7)	(6)	(39)	0
<b>Devco Revenue</b>	<b>233</b>	<b>255</b>	<b>293</b>	<b>396</b>	<b>1,177</b>	<b>286</b>	<b>208</b>	<b>267</b>	<b>331</b>	<b>1,093</b>	<b>291</b>
<i>Devco Revenue - REV/w</i>	2.66	2.30	2.37	2.11	2.31	2.17	2.30	2.47	2.17	2.26	2.29
Powerco Revenue - Residential & Light Commercial	0	4	3	5	12	6	6	7	5	24	7
Powerco Revenue - C&I solutions	10	12	6	4	32	4	3	1	5	13	8
<b>Powerco revenue</b>	<b>10</b>	<b>16</b>	<b>9</b>	<b>9</b>	<b>43</b>	<b>9</b>	<b>9</b>	<b>8</b>	<b>10</b>	<b>37</b>	<b>15</b>
<b>Total Revenue</b>	<b>243</b>	<b>271</b>	<b>302</b>	<b>405</b>	<b>1,220</b>	<b>296</b>	<b>218</b>	<b>275</b>	<b>342</b>	<b>1,130</b>	<b>306</b>
Devco Gross Margin - Residential Systems	5	(3)	9	15	27	16	15	13	30	74	32
Devco Gross Margin - Residential Products	12	15	14	20	61	15	9	18	25	68	18
Devco Gross Margin - Light Commercial Products	2	3	3	5	13	4	2	2	7	14	3
<b>Devco Gross Margin - Residential &amp; Light Commercial</b>	<b>19</b>	<b>15</b>	<b>26</b>	<b>40</b>	<b>101</b>	<b>34</b>	<b>26</b>	<b>34</b>	<b>62</b>	<b>156</b>	<b>53</b>
<b>Devco Gross Margin - C&amp;I solutions</b>	<b>1</b>	<b>3</b>	<b>(1)</b>	<b>(0)</b>	<b>3</b>	<b>(2)</b>	<b>7</b>	<b>5</b>	<b>15</b>	<b>25</b>	<b>(0)</b>
Devco Gross Margin - Legacy	(6)	6	23	62	85	(9)	(7)	(4)	(5)	(25)	(0)
Devco Gross Margin - Corporate and Eliminations	8	2	(5)	(17)	(13)	13	(3)	3	6	19	0
<b>Devco Gross Margin</b>	<b>22</b>	<b>26</b>	<b>43</b>	<b>85</b>	<b>176</b>	<b>36</b>	<b>24</b>	<b>37</b>	<b>77</b>	<b>174</b>	<b>53</b>
<i>Devco gross margin - GM/w</i>	0.25	0.23	0.35	0.45	0.35	0.27	0.26	0.35	0.50	0.36	0.42
Powerco Gross Margin - Residential & Light Commercial	0	1	2	4	8	(1)	(0)	1	(0)	0	0
Powerco Gross Margin - C&I solutions	(4)	3	3	2	4	1	4	(0)	(1)	4	4
<b>Powerco gross margin</b>	<b>(4)</b>	<b>5</b>	<b>5</b>	<b>6</b>	<b>12</b>	<b>(0)</b>	<b>4</b>	<b>1</b>	<b>(1)</b>	<b>4</b>	<b>4</b>
<b>Total Gross Margin</b>	<b>18</b>	<b>31</b>	<b>48</b>	<b>91</b>	<b>188</b>	<b>36</b>	<b>27</b>	<b>38</b>	<b>76</b>	<b>178</b>	<b>57</b>
Sales and Marketing	12	10	9	11	41	11	8	7	11	38	12
Product & Digital	11	11	11	11	45	10	9	9	9	36	9
Other operating expenses	27	17	25	22	90	22	20	19	21	82	22
<b>Operating expenses</b>	<b>50</b>	<b>38</b>	<b>45</b>	<b>44</b>	<b>176</b>	<b>43</b>	<b>37</b>	<b>35</b>	<b>41</b>	<b>156</b>	<b>44</b>
<b>Other Income (expense)</b>	<b>3</b>	<b>2</b>	<b>16</b>	<b>6</b>	<b>28</b>	<b>1</b>	<b>1</b>	<b>(0)</b>	<b>(0)</b>	<b>2</b>	<b>2</b>
<b>Depreciation</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>4</b>	<b>19</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>4</b>	<b>16</b>	<b>3</b>
<b>Adjusted EBITDA</b>	<b>(23)</b>	<b>(0)</b>	<b>25</b>	<b>57</b>	<b>59</b>	<b>(3)</b>	<b>(4)</b>	<b>9</b>	<b>39</b>	<b>40</b>	<b>19</b>
<i>Devco EBITDA - \$/w</i>	(0.22)	(0.04)	0.16	0.27	0.09	(0.02)	(0.09)	0.07	0.26	0.08	0.12
<b>Total Value Creation</b>	<b>(5)</b>	<b>12</b>	<b>13</b>	<b>27</b>	<b>47</b>	<b>(8)</b>	<b>26</b>	<b>32</b>	<b>66</b>	<b>116</b>	<b>40</b>
<b>Lease and Services</b>											
<b>SunPower Lease Portfolio</b>											
Lease Cumulative MW	569	586	603	619	619	633	645	657	670	670	681
Lease Cumulative Customers	70,782	73,206	75,820	78,454	78,454	80,833	82,985	85,120	87,252	87,252	89,185
<b>SunPower share of net retained value (including leases)</b>				<b>205</b>	<b>205</b>	<b>186</b>	<b>191</b>	<b>198</b>	<b>211</b>	<b>211</b>	<b>216</b>
<b>Powerco Services/recurring revenue pipeline</b>											
<b>Total Powerco Services/recurring revenue pipeline</b>	<b>304</b>	<b>299</b>	<b>329</b>	<b>374</b>	<b>374</b>	<b>386</b>	<b>525</b>	<b>575</b>	<b>637</b>	<b>637</b>	<b>644</b>
<b>BALANCE SHEET METRICS</b>											
0.875% Debenture due 2021	400	400	400	400	400	310	310	302	63	63	63
4.00% Debentures due 2023	425	425	425	425	425	425	425	425	425	425	425
CEDA loan	30	30	30	30	30	30	30	30	30	30	30
Other recourse debt	39	46	37	34	34	37	31	(4)	(4)	(4)	(4)
<b>Total Recourse Debt</b>	<b>894</b>	<b>901</b>	<b>892</b>	<b>889</b>	<b>889</b>	<b>802</b>	<b>796</b>	<b>753</b>	<b>514</b>	<b>514</b>	<b>514</b>
Cash and Cash equivalents	186	167	189	423	423	206	234	324	233	233	213
Restricted cash	51	32	22	36	36	39	26	25	14	14	16
<b>Cash Balance including restricted</b>	<b>237</b>	<b>200</b>	<b>211</b>	<b>459</b>	<b>459</b>	<b>244</b>	<b>261</b>	<b>349</b>	<b>247</b>	<b>247</b>	<b>229</b>
<b>Net Recourse Debt</b>	<b>709</b>	<b>734</b>	<b>703</b>	<b>466</b>	<b>466</b>	<b>596</b>	<b>561</b>	<b>428</b>	<b>281</b>	<b>281</b>	<b>300</b>
ENPH - number of shares	7.5	7.5	6.5	6.5	6.5	5.5	5.5	4.5	3.5	3.5	3.5
Stock price	9.2	18.2	22.3	26.8	26.8	32.4	45.3	73.6	175.7	175.7	162.6
<b>Enphase</b>	<b>69</b>	<b>137</b>	<b>145</b>	<b>174</b>	<b>174</b>	<b>178</b>	<b>249</b>	<b>331</b>	<b>615</b>	<b>615</b>	<b>569</b>
<b>Diluted Weighted average shares (Non-GAAP)</b>	<b>142</b>	<b>142</b>	<b>147</b>	<b>156</b>	<b>145</b>	<b>169</b>	<b>170</b>	<b>170</b>	<b>193</b>	<b>170</b>	<b>192</b>

<b>KEY METRICS BY BUSINESS UNITS</b>											
<b>Residential &amp; Light commercial metrics</b>											
MWr - Systems	37	36	41	43	157	40	30	35	43	149	43
Mwr - Cash Products	20	28	32	39	116	30	20	32	43	126	34
Mwr - Residential Other	(0)	3	1	0	4	(0)	0	1	0	1	(0)
Mwr- Light commercial	16	33	29	50	128	38	25	20	33	116	20
<b>Mwr</b>	<b>73</b>	<b>100</b>	<b>102</b>	<b>132</b>	<b>406</b>	<b>109</b>	<b>75</b>	<b>88</b>	<b>119</b>	<b>392</b>	<b>97</b>
<b>KEY METRICS in \$/W - RLC</b>											
Systems - REV/w	3.56	3.46	3.53	3.56	3.53	3.73	3.51	3.54	3.68	3.63	3.82
Cash Products - REV/w	1.79	1.60	1.49	1.50	1.57	1.46	1.44	1.46	1.52	1.48	1.50
Light Commercial Products - REV/w	1.26	0.80	0.87	0.82	0.88	0.83	0.74	0.96	0.85	0.84	0.80
<b>Residential &amp; Light Commercial - REV/w</b>	<b>2.57</b>	<b>1.97</b>	<b>2.12</b>	<b>1.91</b>	<b>2.10</b>	<b>2.08</b>	<b>2.04</b>	<b>2.16</b>	<b>2.12</b>	<b>2.10</b>	<b>2.40</b>
Systems - GM/w	0.20	(0.02)	0.22	0.37	0.20	0.50	0.52	0.47	0.72	0.56	0.80
Cash Products - GM/w	0.50	0.48	0.44	0.49	0.47	0.35	0.42	0.47	0.56	0.46	0.45
Light Commercial Products - GM/w	0.14	0.08	0.11	0.10	0.10	0.09	0.07	0.11	0.20	0.12	0.15
<b>Residential &amp; Light Commercial - GM/w</b>	<b>0.27</b>	<b>0.15</b>	<b>0.26</b>	<b>0.30</b>	<b>0.25</b>	<b>0.31</b>	<b>0.35</b>	<b>0.38</b>	<b>0.52</b>	<b>0.40</b>	<b>0.55</b>
<b>Residential Value Creation</b>											
Value Creation \$/w - Systems						0.28	0.27	0.24	0.46	0.32	0.52
Value Creation \$/w - Cash Products						0.21	0.25	0.36	0.47	0.34	0.26
<b>Value Creation \$/w - Residential</b>						<b>0.25</b>	<b>0.26</b>	<b>0.30</b>	<b>0.46</b>	<b>0.33</b>	<b>0.41</b>
<b>RLC Other Key metrics</b>											
RLC - Installed base - MWs	2,337	2,440	2,542	2,674	2,674	2,783	2,858	2,948	3,068	3,068	3,164
New Residential Customers	8,000	10,000	10,000	12,000	40,000	12,000	8,000	11,000	13,000	44,000	12,000
Residential Customers (Total)	275,000	285,000	295,000	307,000	307,000	319,000	327,000	338,000	351,000	351,000	363,000
<b>C&amp;I solutions metrics</b>											
<b>KEY METRICS in \$/W - CIS Devco</b>											
C&I solutions - REV/w	2.40	3.17	2.67	1.49	2.04	2.04	3.13	3.73	2.23	2.66	1.89
C&I solutions - GM/w	0.06	0.25	(0.03)	(0.00)	0.03	(0.08)	0.46	0.26	0.44	0.28	(0.00)
<b>CIS Other Key Metrics</b>											
C&I - Installed base - MWs	772	786	809	863	863	888	904	926	958	958	981
C&I - Solar backlog MWs	143	145	151	121	121	106	107	86	84	84	113
C&I - Storage pipeline & contracted backlog (MWh)	217	258	253	392	392	477	628	637	853	853	851
<b>Other SunPower metrics</b>											
<b>KEY METRICS in \$/W - Opex</b>											
Operating expenses - \$/w	0.57	0.34	0.36	0.23	0.35	0.33	0.41	0.32	0.27	0.32	0.34
Opex w/o Digital & Product \$/w	0.44	0.24	0.27	0.17	0.26	0.25	0.32	0.24	0.21	0.25	0.27
<b>Split of adjusted EBITDA by segment</b>											
Adjusted EBITDA - RLC	(2)	6	11	24	38	9	7	16	36	67	25
Adjusted EBITDA - C&I solutions	(14)	(5)	(9)	(7)	(35)	(8)	5	1	8	7	1
Adjusted EBITA Legacy	(6)	5	40	65	104	(9)	(6)	(5)	(5)	(25)	(1)
Adjusted EBITDA - Corporate/Others	(1)	(6)	(17)	(24)	(48)	5	(10)	(3)	(0)	(8)	(6)
<b>Adjusted EBITDA - SunPower</b>	<b>(23)</b>	<b>(0)</b>	<b>25</b>	<b>57</b>	<b>59</b>	<b>(3)</b>	<b>(4)</b>	<b>9</b>	<b>39</b>	<b>40</b>	<b>19</b>

Please see our periodic reports filed with the SEC and our quarterly earnings presentations available on our website at <https://investors.sunpower.com/sec-filings/sec-filing>

#### **Residential and Light commercial ("RLC")**

Residential and Light commercial refers to solar energy solutions in North America region consisting of direct sales of turn key systems and services to our residential customers, sales to our third party dealer network, storage solutions, cash sales, loan, and long-term leases to end customers, and sales to our resellers. Previously reported under "Channels".

#### **C&I solutions ("CIS")**

C&I solutions includes direct sales of turn-key EPC services to our commercial customers, sale of energy under Power purchase agreements, storage solutions, and sales of post installation operation & maintenance services. Previously reported under "Large commercial" in Capital Market Days ("CMD").

#### **Prior period numbers**

For all the periods prior to the Maxeon Spin-Off, the financial results are based on our carveout of amounts attributable to the Company after giving effect to Maxeon Solar as discontinued operations. The financial information included herein is unaudited and reflect adjustments, including carveout adjustments, which are, in the opinion of management, necessary for a fair statement of the results for the periods presented.

#### **Revenue - Legacy**

Revenue - Legacy consists revenue from our legacy power plant development business, sales of solar assets, tolling revenue from our Oregon facility, and sales of post installation operation & maintenance services in the international and powerplant North America sites. For the purposes of metrics sheet, it also includes adjustments related to activities previously reported under "SPT" segment prior to the MAXN spin-off

#### **Total revenue**

Total Revenue refers to sales of our complete power generation solutions to our customers including solar power systems, storage, software and services. Our RLC segment offers its solutions in three distinct categories under Residential, Light Commercial and New Homes and we generally recognize revenue at the point-in-time when such systems are placed in service. For our C&I Solutions segment, we recognize revenue over time as the work is performed based on the ratio of costs incurred to-date to the total estimated cost at completion of our performance obligations. For our post-system sale recurring services revenue, we recognize revenue over the term of the service arrangements.

#### **Other Operating expenses**

Includes expenses incurred on others research and development (excluding Digital and products), and other general and administrative expenses

#### **SunPower share of net retained value (including leases)**

Represents SunPower's share of the remaining net cash flows of leases expected to be received during the contracted lease term (typically 20 or 25 years), plus an estimate of value of the renewal term net cash flows following expiration of the contracted period, less non-recourse debt. Net cash flows during the contracted period are net of distributions to tax equity partners and maintenance and servicing costs. For the renewal value, we assume either a 10-year renewal period (for our 20-year lease contracts) or a five-year renewal period (for our 25-year lease contracts), in each case assuming a 30-year customer relationship, at a lease rate equal to 90% of the customer's contractual rate in effect at the end of the initial contract term. Estimated maintenance and servicing costs during the renewal period are deducted in calculating net cash flows. All figures are calculated on a net present value basis using a 6% discount rate.

#### **Powerco Services/recurring revenue pipeline**

Includes (i) Contracted services revenue by Sunstrong (Estimated payments from SunStrong to SunPower, acting as the asset servicer, over the remaining contracted term), and (ii) CIS contracted services and other pipelines. Pipeline numbers may vary quarter to quarter based on awards and execution.

#### **Net recourse debt**

Net recourse debt is calculated as being the difference between the Total recourse debt and the cash and cash equivalents. Net recourse debt therefore excludes both (i) restricted cash and (ii) current mark-to-market valuation of the Enphase shares portfolio

#### **Other recourse debt**

Other recourse debt includes debt obtained for FAB3 & Teneso(belonging to MAXN), along with the issuing cost on the convertible bond.

#### **Enphase**

The common stock received is marked to market periodically based on prevailing stock prices at the end of each period.

#### **Other income (expense)**

Other income (expense) is calculated as a derived number for modelling purposes only and includes the impact of the unaudited carve out adjustments.

#### **Residential Value Creation per watt**

Value creation represents the operating income per watt (up front revenue less cost of goods sold and opex) for systems placed in service during the period for equipment sales, loan, and lease, excluding digital and product opex, plus SunPower's share in the net retained value of leases incremental to the up front revenue included in operating income.

#### **Total SunPower Value creation**

Value creation is defined as Adjusted EBITDA of our Residential & Light Commercial and Commercial & Industrial solutions business units, excluding any products and digital investment plus change in SunPower's share of lease net retained value (mostly Sunstrong and remaining leases in our balance sheet).

#### **Diluted Weighted average shares (Non-GAAP)**

Annual diluted weighted average shares may differ from the quarterly weighted shares as it is calculated based on net income/loss available to the shareholders on a full year basis.