

Operating and Financial metrics
\$ in millions, unless otherwise noted

	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22	Q3 FY22
INCOME STATEMENT METRICS											
New Residential Customers	11,000	13,000	44,000	12,000	13,000	14,200	17,100	56,300	16,500	19,700	23,100
MWr - New Homes	11	13	45	15	16	18	17	66	17	19	20
MWr - Retrofit	25	31	106	28	30	32	49	139	52	63	69
MWr - Residential Systems	36	44	151	43	46	50	66	205	70	82	89
MWr - Residential Product	32	43	126	34	37	42	49	162	42	51	65
MWr - Residential	68	87	276	77	83	92	115	367	111	132	154
Revenue - Residential Systems	124	160	541	165	171	197	247	780	273	322	361
Revenue - Residential Product	47	66	186	51	57	63	71	241	60	89	105
Revenue - Residential	171	226	727	216	228	260	318	1,021	333	410	466
Revenue - Light Commercial	20	28	97	16	19	15	22	72	(0)	0	0
Revenue - Other	7	5	24	7	7	7	8	28	3	4	4
Revenue - Residential and Light Commercial	198	259	848	238	254	282	348	1,121	336	414	470
Total Revenue	198	259	848	238	254	282	348	1,121	336	414	470
Gross Margin - Residential Systems	13	30	74	32	34	43	58	168	62	65	78
Gross Margin - Residential Product	18	25	68	18	21	20	23	81	15	26	30
Gross Margin - Residential	31	55	142	50	55	63	81	249	77	92	108
Gross Margin - Residential and Light Commercial Other	2	7	14	3	3	2	(17)	(10)	(0)	0	0
Gross Margin - Other	1	(0)	0	(0)	(0)	(2)	(2)	(4)	(3)	(3)	(1)
Gross Margin - Residential and Light Commercial	35	62	156	53	57	63	62	235	73	88	107
Gross Margin	37	67	171	53	58	63	62	236	73	88	107
<i>Gross margin % - Residential</i>	<i>18.3%</i>	<i>24.6%</i>	<i>19.5%</i>	<i>23.1%</i>	<i>23.9%</i>	<i>24.4%</i>	<i>25.6%</i>	<i>24.4%</i>	<i>23.0%</i>	<i>22.3%</i>	<i>23.1%</i>
Gross margin %	18.8%	26.1%	20.2%	22.4%	22.4%	22.4%	17.8%	21.0%	21.7%	21.3%	22.8%
Sales and Marketing	5	9	29	10	11	13	26	60	29	31	34
Product	3	3	13	3	3	2	2	10	3	4	4
Digital	4	5	16	6	5	5	4	20	6	8	6
Other Operating Expense - Residential and Light Commercial	9	12	41	13	14	14	23	64	21	24	25
Operating Expense - Corp	8	6	29	6	5	5	1	18	6	8	9
Operating expenses	29	34	129	38	38	39	57	171	65	76	77
Other Income (expense)	(0)	(0)	0	1	0	(0)	(0)	1	0	(0)	(3)
Depreciation add back to get to EBITDA	4	2	13	3	3	2	3	11	3	4	5
Adjusted EBITDA	12	35	55	19	23	26	7	76	11	15	33
Residential Adjusted EBITDA before Platform Investment	20	40	92	33	36	40	38	146	29	38	49
<i>Residential Adjusted EBITDA before Platform Investment Per Customer</i>	<i>1,800</i>	<i>3,000</i>	<i>2,100</i>	<i>2,700</i>	<i>2,700</i>	<i>2,800</i>	<i>2,200</i>	<i>2,600</i>	<i>1,700</i>	<i>1,900</i>	<i>2,100</i>
SunPower Lease Portfolio											
Lease Cumulative MW	657	670	670	681	694	706	718	718	728	737	749
Lease Cumulative Customers	85,120	87,252	87,252	89,185	91,410	91,102	93,099	93,099	94,849	96,393	98,147
SunPower share of lease net retained value	198	211	211	216	225	240	250	250	280	290	250
BALANCE SHEET METRICS											
Total Recourse Debt	753	514	514	514	425	425	425	425	425	425	425
Cash and Cash equivalents	324	233	233	213	140	269	127	127	144	206	397
Restricted cash	25	14	14	16	11	12	21	21	19	22	37
Cash Balance including restricted	349	247	247	229	152	281	149	149	163	229	434
Net Recourse Debt	428	281	281	300	284	156	297	297	281	218	28
ENPH - number of shares	4.5	3.5	3.5	3.5	3.5	2.5	2.5	2.5	1.5	1.5	0.5
Stock price	74	176	176	163	186	155	183	183	206	196	277
Enphase	331	615	615	569	652	388	457	457	309	294	139
Diluted Weighted average shares (Non-GAAP)	170	193	193	192	176	176	176	176	175	175	175
KEY METRICS BY BUSINESS UNITS											
Residential metrics											
MWr - Systems	35	43	149	43	46	50	65	204	70	82	89
MWr - Residential Product	32	43	126	34	37	42	49	162	42	51	65
MWr - Residential Other	1	0	1	(0)	0	0	1	1	0	0	0
MWr - Residential Total	68	87	276	77	83	92	115	367	111	132	154
KEY METRICS in \$/W											
Systems - REV/w	3.54	3.68	3.63	3.82	3.73	3.95	3.80	3.83	3.92	3.93	4.06
Residential Products - REV/w	1.46	1.52	1.48	1.50	1.54	1.48	1.45	1.49	1.43	1.76	1.61
Residential - REV/w	2.52	2.59	2.63	2.80	2.75	2.81	2.77	2.78	2.98	3.10	3.02
Systems - GM/w	0.46	0.72	0.56	0.80	0.77	0.91	0.91	0.86	0.88	0.80	0.87
Residential Products - GM/w	0.47	0.56	0.46	0.45	0.53	0.43	0.45	0.46	0.36	0.52	0.46
Residential - GM/w	0.46	0.64	0.51	0.65	0.66	0.69	0.71	0.68	0.69	0.69	0.70
OTHER KEY METRICS											
% of Residential Systems sales (Based on MWr)	51%	50%	54%	56%	55%	54%	57%	56%	62%	62%	58%
Residential Customers ('00)	338,000	351,000	351,000	363,000	376,000	390,200	427,300	427,300	443,800	463,600	486,700
C&I - Legacy Business											
MWr - C&I/Legacy	20	33	91	31	18	11	11	71	0	0	0
Revenue - C&I/Legacy	77	84	282	68	55	42	37	201	0	0	0
Adjusted EBITDA - C&I/Legacy	(3)	3	(15)	(0)	(1)	(9)	(15)	(25)	0	0	(0)
Adjusted EBITDA - Total SunPower	9	39	40	19	22	17	(8)	51	11	15	33

Note 1 - Q1'21 Sales and Marketing includes \$11.6 reclassification from Other Operating Expense
Note 2 - Key Metrics in \$/W including Revenue, GM from SPWR financials

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, Blue Raven Solar (acquired in Q4'21) sales to our third party dealer network, storage solutions, cash sales, loan, and long-term leases to end customers, and sales to our resellers.

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. Starting Q1'22, CIS has been classified as discontinued operations and excluded from our GAAP and Non-GAAP results for all periods presented.

Prior period numbers

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

Total revenue

Total Revenue refers to sales of our complete power generation solutions to our customers including solar power systems and components, storage, software and services. It represents revenue in three distinct categories under Residential, Light Commercial and New Homes. Light Commercial is excluded from Total Revenue starting Q1'22 following our announcement to exit that business. We generally recognize revenue at the point-in-time when such systems are placed in service.

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. For Q3, figures are calculated on a net present value basis using 6.0% discount rate.

Net recourse debt

Net recourse debt is calculated as being the difference between the Total recourse debt, defined as the Convertible Debt and CEDA loan at face value post MAXN spin-off, and the cash and cash equivalents of all businesses including CIS. Net recourse debt therefore excludes both (i) restricted cash and (ii) current mark-to-market valuation of the Enphase shares portfolio. Net recourse debt also excludes Asset-backed Loan, Loan for Safe Harbor Inventory, and vendor financing debt, that are fully secured with the underlying assets collateralized.

Enphase

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

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.