

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

	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22	Q1 FY23	Q2 FY23
INCOME STATEMENT METRICS							
New Residential Customers	16,500	19,700	23,100	23,700	83,100	20,900	20,400
MWr - New Homes	17	19	20	20	76	16	13
MWr - Retrofit	52	63	69	77	261	70	74
MWr - Residential Systems	70	82	89	96	337	86	87
MWr - Residential Components	42	51	65	65	222	59	56
MWr - Residential	111	132	154	161	559	145	142
MWr - Residential & Light Commercial	111	132	154	161	559	145	142
Revenue - Residential Systems	273	322	361	391	1,347	352	368
Revenue - Residential Components	60	89	105	97	351	87	88
Revenue - Residential	333	410	466	489	1,698	439	457
Revenue - Light Commercial	(0)	0	0	0	(0)	0	0
Revenue - Other	3	4	4	4	14	4	4
Revenue - Legacy/Others	14	11	6	5	36	1	1
Total Revenue	350	425	476	497	1,748	443	461
Gross Margin - Residential Systems	62	65	78	81	285	63	53
Gross Margin - Residential Components	15	26	30	26	97	16	15
Gross Margin - Residential	76	92	108	107	382	79	68
Gross Margin - Residential and Light Commercial Other	(0)	(0)	0	(0)	(0)	0	(0)
Gross Margin - Other	(3)	(3)	(1)	(1)	(9)	(3)	(3)
Gross Margin - Legacy/Others	0	2	2	2	5	(1)	(2)
Gross Margin	73	90	109	107	378	74	63
Gross margin % - Residential	22.9%	22.3%	23.1%	21.8%	22.5%	17.9%	14.9%
Gross margin %	20.8%	21.2%	22.8%	21.5%	21.6%	16.8%	13.7%
Sales and Marketing	29	32	34	31	126	34	31
Product	3	4	4	3	15	4	4
Digital	6	9	5	9	30	11	11
Other Operating Expense - Residential and Light Commercial	21	26	26	25	98	26	25
Operating Expense - Legacy/Others	3	2	2	1	8	1	2
Operating Expense - Corp	6	8	9	9	33	11	7
Operating expenses	70	81	81	78	310	88	80
Other Income (expense)	0	(0)	(3)	(2)	(5)	(0)	0
Depreciation add back to get to EBITDA	3	4	5	6	18	9	14
Adjusted EBITDA	7	12	30	33	82	(5)	(3)
Platform Investment	22	24	18	20	84	28	23
Residential Adjusted EBITDA before Platform Investment	28	36	48	53	165	23	20
Residential Adjusted EBITDA before Platform Investment Per Customer	1,700	1,800	2,100	2,200	2,000	1,100	1,000
SunPower Lease Portfolio							
Lease Cumulative MW	728	737	749	763	763	774	791
Lease Cumulative Customers	94,849	96,393	98,147	100,273	100,273	101,892	104,020
SunPower share of lease net retained value	280	290	250	260	260	270	280
BALANCE SHEET METRICS							
Total Recourse Debt	425	425	425	425	425	194	278
Cash and Cash equivalents	144	206	397	377	377	116	114
Restricted cash	19	22	37	25	25	25	17
Cash Balance including restricted	163	229	434	402	402	141	131
Net Recourse Debt	281	218	28	48	48	77	164
ENPH - number of shares	1.5	1.5	0.5	0.5	0.5	0.0	0.0
Stock price	206	196	277	265	265	0	0
Enphase	309	294	139	132	132	0	0
Diluted Weighted average shares (Non-GAAP)	175	175	175	176		175	175
KEY METRICS BY BUSINESS UNITS							
Residential metrics							
MWr - Systems	70	82	89	96	336	86	87
MWr - Residential Product	42	51	65	65	222	59	56
MWr - Residential Other	0	0	0	0	0	0	0
MWr - Residential Total	111	132	154	161	559	145	142
KEY METRICS in \$/W							
Systems - REV/w	3.92	3.93	4.06	4.07	4.00	4.12	4.25
Residential Products - REV/w	1.43	1.76	1.61	1.51	1.58	1.47	1.59
Residential - REV/w	2.98	3.10	3.02	3.04	3.04	3.04	3.21
Systems - GM/w	0.88	0.80	0.87	0.84	0.85	0.74	0.61
Residential Products - GM/w	0.35	0.52	0.46	0.40	0.44	0.26	0.27
Residential - GM/w	0.68	0.69	0.70	0.66	0.68	0.54	0.48
OTHER KEY METRICS							
% of Residential Systems sales (Based on MWr)	62%	62%	58%	60%	60%	59%	61%
Residential Customers rounded not in millions	443,800	463,600	486,700	510,400	510,400	531,300	551,700

Note 1 - Key Metrics in \$/W including Revenue, GM from SPWR financials

Note 2 - Platform Investment includes Product & Digital less P&D depreciation & Corp. Corp includes Legacy non-Residential results.

Note 3 - 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 from 2022 have been adjusted to reflect the current presentation. Totals may not foot due to rounding.

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. 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. A 6.00% discount rate is applied.

Net recourse debt

Net recourse debt is calculated as being the difference between the Total recourse debt, defined as the Term loan, Convertible Debt and CEDA loan 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.