

Supplemental Operating Performance Information

September 9, 2020

Please Note:

All data in millions of dollars except percentages, earnings per share or as noted

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INCOME STATEMENT METRICS	2018	19Q1	19Q2	19Q3	19Q4	2019	20Q1	20Q2
New home	26	7	7	9	10	34	10	11
Retrofit	84	30	31	33	33	127	30	20
Residential Systems	110	37	39	42	43	161	40	31
Residential Products	119	20	28	32	39	118	30	20
Light Commercial Products	120	16	33	29	50	128	38	25
Residential & Light Commercial	350	73	100	102	132	406	109	75
Large Commercial	77	15	11	21	56	104	23	15
Devco MW Recognized	427	88	111	124	188	510	132	91
Residential Systems	486	132	125	145	152	554	151	107
Residential Products	188	35	45	47	59	186	44	29
Light Commercial Products	115	20	27	25	41	112	32	18
Residential & Light Commercial	789	187	197	217	252	852	227	154
Large Commercial	308	36	35	57	83	211	47	47
Other	187	10	23	19	47	98	12	7
Devco Revenue	1,283	233	254	293	382	1,162	286	208
Residential & Light Commercial	0	0	4	3	5	12	6	6
Large Commercial	7	10	12	6	4	32	4	3
Powerco revenue	7	10	16	9	9	43	9	9
Total Revenue	1,291	243	270	302	391	1,206	295	218
Residential Systems	59	5	(3)	9	15	27	16	15
Residential Products	53	12	15	14	20	61	15	9
Light Commercial Products	12	2	3	3	5	13	4	2
Residential & Light Commercial	124	19	15	26	40	100	34	26
Large Commercial	12	1	3	(1)	(0)	3	(2)	7
Other	(6)	8	13	(3)	3	21	(1)	(6)
Devco gross margin	131	28	31	23	43	124	32	28
Residential & Light Commercial	0	0	1	2	4	8	(1)	(0)
Large Commercial	(2)	(4)	3	3	2	4	1	4
Powerco gross margin	(2)	(4)	5	5	6	12	(0)	4
Total gross margin	129	24	36	28	49	137	32	31
Sales and Marketing	47	12	10	8	10	41	11	8
Other operating expenses	133	34	25	35	32	127	31	27
Operating expenses	180	46	36	44	43	168	42	35
Other Income	112	(1)	(1)	17	3	18	1	(0)
Depreciation	45	5	5	5	4	19	4	3
Adjusted EBITDA	106	(17)	4	6	13	6	(6)	(1)
SUNSTRONG								
MW leased (cumulative)	NA	425	423	526	541	541	551	567
Lease customers (cumulative)	NA	50,000	55,000	64,000	66,000	66,000	68,000	70,000
Gross retained value (\$m - 6% dis rate)	NA	964	954	1,170	1,206	1,206	1,231	1,268
Net Retained Value - Sunstrong	NA	0	0	378	397	397	354	358

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BALANCE SHEET METRICS	2018	19Q1	19Q2	19Q3	19Q4	2019	20Q1	20Q2
0.875% Debenture due 2021	400	400	400	400	400	400	310	310
4.00% Debentures due 2023	425	425	425	425	425	425	425	425
CEDA loan	30	30	30	30	30	30	30	30
Other recourse debt	37	39	46	37	34	34	37	31
Total Recourse Debt	892	894	901	892	889	889	802	796
Cash and Cash equivalents	310	186	167	189	423	423	206	234
Restricted cash	54	51	32	22	36	36	39	26
Cash Balance including restricted	365	237	200	211	459	459	244	261
ENPH - number of shares	7.5	7.5	7.5	6.5	6.5	6.5	5.5	5.5
Stock price	4.8	9.2	18.2	22.3	26.8	26.8	32.4	45.3
Enphase	36	69	137	145	174	174	178	249
Net Recourse Debt	546	640	597	559	292	292	418	312
Diluted weighted avg. shares (Non-GAAP)	141	142	142	147	156	145	169	170
KEY METRICS BY BUSINESS UNITS								
Residential & Light commercial metrics								
Installed base - MWs	2,270	2,337	2,440	2,542	2,674	2,674	2,783	2,858
New Residential Customers	33,000	8,000	10,000	10,000	12,000	40,000	12,000	8,000
Residential Customers (Total)	267,000	275,000	285,000	295,000	307,000	307,000	319,000	327,000
Large commercial metrics								
Installed base - MWs	758	773	784	805	862	862	884	899
Contracted MWs	157	143	145	151	121	121	106	107
Storage pipeline (MWh)	178	217	258	253	392	392	477	628
Storage - installed/Backlog (MWh)	18	22	28	36	67	67	78	77
Powerco Services pipeline								
Contracted services by Sunstrong		304	299	329	374	374	386	397
Other Pipeline (incl contracted services)								128
Total		304	299	329	374	374	386	525

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KEY METRICS in \$/W	2018	19Q1	19Q2	19Q3	19Q4	2019	20Q1	20Q2
Residential Systems	4.39	3.56	3.22	3.47	3.55	3.45	3.73	3.47
Residential Products	1.58	1.79	1.60	1.49	1.50	1.57	1.46	1.44
Light Commercial Products	0.96	1.26	0.80	0.87	0.82	0.88	0.83	0.74
Residential & Light Commercial	2.25	2.57	1.97	2.12	1.91	2.10	2.08	2.04
Large Commercial	4.00	2.40	3.17	2.67	1.49	2.04	2.04	3.13
Devco Revenue	3.01	2.66	2.29	2.37	2.03	2.28	2.17	2.30
Residential Systems	0.54	0.14	(0.07)	0.21	0.36	0.17	0.39	0.49
Residential Products	0.44	0.60	0.54	0.45	0.50	0.51	0.49	0.47
Light Commercial Products	0.10	0.14	0.08	0.11	0.10	0.10	0.09	0.07
Residential & Light Commercial	0.35	0.27	0.15	0.26	0.30	0.25	0.31	0.35
Large Commercial	0.16	0.06	0.25	(0.03)	(0.00)	0.03	(0.08)	0.46
Devco gross margin	0.31	0.32	0.28	0.18	0.23	0.24	0.24	0.30
Sales and Marketing	0.11	0.13	0.09	0.07	0.06	0.08	0.09	0.09
Other operating expenses	0.31	0.39	0.23	0.29	0.17	0.25	0.23	0.30
Operating expenses	0.42	0.52	0.32	0.36	0.23	0.33	0.32	0.39
Devco EBITDA	0.25	(0.15)	(0.01)	0.01	0.03	(0.01)	(0.04)	(0.05)

This supplementary information may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including, but not limited to, statements regarding the expected ramp up of manufacturing capacity, projected revenue, gross margin, net income (loss), EBITDA and MW deployed. 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 the risks and uncertainties described in the company's investor presentation of September 10, 2020, press release dated September 10, 2020, and 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. All forward-looking statements contained herein are based on information currently available to us, and we assume no obligation to update such statements in light of new information or future events.

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	2018	2019	20Q1	20Q2
GAAP net income (loss) attributable to stockholders ¹	(811)	22	(1)	19
Income/(loss) from discontinuing operations ²	(518)	(126)	(19)	(35)
Income/(loss) from continuing operations	(293)	148	17	54
Interest expense, net of interest income	87	36	9	9
Depreciation and amortization	70	38	7	6
Provision for income taxes	2	17	1	1
Unrealized (gain) loss on equity securities -Enphase	6	(156)	(48)	(71)
Loss (gain) on business divestitures	168	(118)	0	(11)
Transaction related expenses	18	5	7	5
Impairment of property, plant and equipment	15	0	(1)	0
Stock-based compensation	20	34	5	4
Legacy sale-leaseback transactions	19	6	0	0
Other non-recurring items	(6)	(4)	(4)	1
Adjusted EBITDA SPWR POST SPLIT	106	6	(6)	(1)

- ¹ Refers to the filed quarterly or annual earnings for the entire company with the SEC in Form 8-K from 2018 to 20Q2
- ² Based on the Company's current best estimate of the unaudited financial results of Maxeon Solar Technologies to be reclassified and presented as discontinued operations in accordance with GAAP.

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The SunPower logo is displayed in white text on a blue rectangular background. The word "SUNPOWER" is written in a sans-serif font, with a registered trademark symbol (®) to the upper right of the "R". The letter "O" in "POWER" is stylized with a yellow sun-like shape inside it.

Definitions:

Residential and Light commercial

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"

Large commercial

Large commercial 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 "Commercial Direct"

Prior period numbers

Total Revenue, Gross Margin and Adjusted EBITDA for historical periods presented here are on a Non-GAAP basis and are based on our current best estimate of amounts attributable to the Company, after giving effect to the spin-off of Maxeon Solar Technologies. These numbers may change as we complete the reclassification of all historical periods by separating the spun-off Maxeon Solar Technologies from the previously reported operating results. Other income in 2018, includes the income from non-controlling interests ("NCI") from the lease program.

Other revenue

Other revenue 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. Total revenue is before intercompany eliminations between our erstwhile segments SunPower Technologies ("SPT") and SunPower energy systems ("SPES")

Total revenue

Total Revenue refers to revenue from sale of residential systems, residential products, and light commercial products for which we recognize revenue at a point in time depending on the terms of the contract. Revenue from large commercial is recognized over time as the work is performed based on the ratio of costs incurred to date to the total estimated cost at completion of performance obligations. Total revenue is before intercompany eliminations between our erstwhile segments SunPower technologies ("SPT") and SunPower energy systems ("SPES").

Other Operating expenses

Includes expenses incurred on research and development, and other general and administrative expenses

Gross retained value

Represents the remaining net contracted cash flows expected to be received during the contracted lease term (typically 20 years), plus an estimate of the residual value at the completion of the contracted period. Net contracted cash flows during the contracted period are net of distributions to tax equity partners and servicing costs. For the residual value, the assumption is 100% of lease customers renew for a 10 year period at a payment equal to 90% of the lease payment at the end of the contract period and deduct estimated servicing costs. All figures are calculated on a net present value basis using a 6% discount rate.

Net retained value

Gross Retained Value less non-recourse debt

Contracted Service Revenue by Sunstrong

Estimated payments from SunStrong to SunPower, acting as the asset servicer, over the remaining contracted term.

Other recourse debt

Other recourse debt includes debt obtained for FAB3 & Tenesol (belonging to MAXN) until Spin-Off, along with bond cost contra on our convertible.