

Operating and financial metrics

\$ in millions, unless otherwise noted

| | 19Q1 | 19Q2 | 19Q3 | 19Q4 | 2019 | 20Q1 | 20Q2 | 20Q3 |
|--|-------------|------------|------------|------------|--------------|------------|------------|------------|
| INCOME STATEMENT METRICS | | | | | | | | |
| New home | 7 | 7 | 9 | 10 | 34 | 10 | 11 | 11 |
| Retrofit | 30 | 31 | 33 | 33 | 127 | 30 | 20 | 25 |
| Residential Systems | 37 | 39 | 42 | 43 | 161 | 40 | 31 | 36 |
| Residential Products | 20 | 28 | 32 | 39 | 118 | 30 | 20 | 32 |
| Light Commercial Products | 16 | 33 | 29 | 50 | 128 | 38 | 25 | 20 |
| Residential & Light Commercial | 73 | 100 | 102 | 132 | 406 | 109 | 75 | 88 |
| C&I solutions | 15 | 11 | 21 | 56 | 104 | 23 | 15 | 20 |
| Devco MW Recognized | 88 | 111 | 124 | 188 | 510 | 132 | 91 | 108 |
| Residential Systems | 132 | 125 | 145 | 152 | 554 | 151 | 107 | 124 |
| Residential Products | 35 | 45 | 47 | 59 | 186 | 44 | 29 | 47 |
| Light Commercial Products | 20 | 27 | 25 | 41 | 112 | 32 | 18 | 20 |
| Residential & Light Commercial | 187 | 197 | 217 | 252 | 852 | 227 | 154 | 190 |
| C&I solutions | 36 | 35 | 57 | 83 | 211 | 47 | 47 | 74 |
| Other | 10 | 24 | 19 | 61 | 113 | 13 | 7 | 3 |
| Devco Revenue | 233 | 255 | 293 | 396 | 1,177 | 286 | 208 | 267 |
| Residential & Light Commercial | 0 | 4 | 3 | 5 | 12 | 6 | 6 | 7 |
| C&I solutions | 10 | 12 | 6 | 4 | 32 | 4 | 3 | 1 |
| Powerco revenue | 10 | 16 | 9 | 9 | 43 | 9 | 9 | 8 |
| Total Revenue | 243 | 271 | 302 | 405 | 1,220 | 296 | 218 | 275 |
| Residential Systems | 5 | (3) | 9 | 15 | 27 | 16 | 15 | 13 |
| Residential Products | 12 | 15 | 14 | 20 | 61 | 15 | 9 | 18 |
| Light Commercial Products | 2 | 3 | 3 | 5 | 13 | 4 | 2 | 2 |
| Residential & Light Commercial | 19 | 15 | 26 | 40 | 100 | 34 | 26 | 34 |
| C&I solutions | 1 | 3 | (1) | (0) | 3 | (2) | 7 | 5 |
| Other | 2 | 8 | 18 | 45 | 72 | 4 | (9) | (2) |
| Devco gross margin | 22 | 26 | 43 | 85 | 176 | 36 | 24 | 37 |
| Residential & Light Commercial | 0 | 1 | 2 | 4 | 8 | (1) | (0) | 1 |
| C&I solutions | (4) | 3 | 3 | 2 | 4 | 1 | 4 | (0) |
| Powerco gross margin | (4) | 5 | 5 | 6 | 12 | (0) | 4 | 1 |
| Total gross margin | 18 | 30 | 48 | 91 | 188 | 36 | 27 | 38 |
| Sales and Marketing | 12 | 10 | 8 | 10 | 41 | 11 | 8 | 7 |
| Other operating expenses | 38 | 28 | 37 | 33 | 136 | 32 | 29 | 28 |
| Operating expenses | 50 | 38 | 45 | 44 | 176 | 43 | 37 | 34 |
| Other Income (expense) | 3 | 2 | 16 | 6 | 28 | 1 | 2 | (0) |
| Depreciation | 5 | 5 | 5 | 4 | 19 | 4 | 3 | 4 |
| Adjusted EBITDA | (23) | (0) | 25 | 57 | 59 | (3) | (4) | 9 |
| Split of adjusted EBITDA by segment | | | | | | | | |
| Residential & Light Commercial | (2) | 6 | 11 | 24 | 38 | 9 | 7 | 16 |
| C&I solutions | (14) | (5) | (9) | (7) | (35) | (8) | 5 | 1 |
| Corporate/Others | (7) | (1) | 24 | 41 | 56 | (4) | (16) | (8) |
| SUNSTRONG | | | | | | | | |
| MW leased (cumulative) | 425 | 423 | 526 | 541 | 541 | 551 | 567 | 580 |
| Lease customers (cumulative) | 50,000 | 55,000 | 64,000 | 66,000 | 66,000 | 68,000 | 70,000 | 73,000 |
| Gross retained value (\$m - 6% dis rate) | 964 | 954 | 1,170 | 1,206 | 1,206 | 1,231 | 1,268 | 1,295 |
| Net Retained Value - Sunstrong | 0 | 0 | 378 | 397 | 397 | 354 | 358 | 368 |
| BALANCE SHEET METRICS | | | | | | | | |
| 0.875% Debenture due 2021 | 400 | 400 | 400 | 400 | 400 | 310 | 310 | 302 |
| 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 | 39 | 46 | 37 | 34 | 34 | 37 | 31 | (4) |
| Total Recourse Debt | 894 | 901 | 892 | 889 | 889 | 802 | 796 | 753 |
| Cash and Cash equivalents | 186 | 167 | 189 | 423 | 423 | 206 | 234 | 325 |
| Restricted cash | 51 | 32 | 22 | 36 | 36 | 39 | 26 | 25 |
| Cash Balance including restricted | 237 | 200 | 211 | 459 | 459 | 244 | 261 | 350 |
| ENPH - number of shares | 7.5 | 7.5 | 6.5 | 6.5 | 6.5 | 5.5 | 5.5 | 4.5 |
| Stock price | 9.2 | 18.2 | 22.3 | 26.8 | 26.8 | 32.4 | 45.3 | 73.6 |
| Enphase | 69 | 137 | 145 | 174 | 174 | 178 | 249 | 331 |
| Net Recourse Debt | 640 | 597 | 559 | 292 | 292 | 418 | 312 | 96 |

Operating and financial metrics

\$ in millions, unless otherwise noted

| | 19Q1 | 19Q2 | 19Q3 | 19Q4 | 2019 | 20Q1 | 20Q2 | 20Q3 |
|--|-------------|-------------|---------------|---------------|-------------|---------------|-------------|-------------|
| Diluted Weighted average shares (Non-GA) | 142 | 142 | 147 | 156 | 145 | 169 | 170 | 170 |
| KEY METRICS BY BUSINESS UNITS | | | | | | | | |
| Residential & Light commercial metrics | | | | | | | | |
| Mwr- Lease | 20 | 19 | 18 | 15 | 72 | 16 | 13 | 14 |
| Mwr- Loan | 12 | 14 | 18 | 20 | 64 | 17 | 11 | 14 |
| Mwr - Cash | 24 | 33 | 38 | 47 | 142 | 37 | 27 | 40 |
| Mwr- Light commercial | 16 | 33 | 29 | 50 | 128 | 38 | 25 | 20 |
| Mwr | 73 | 100 | 102 | 132 | 406 | 109 | 75 | 88 |
| Installed base - MWs | 2,337 | 2,440 | 2,542 | 2,674 | 2,674 | 2,783 | 2,858 | 2,948 |
| New Residential Customers | 8,000 | 10,000 | 10,000 | 12,000 | 40,000 | 12,000 | 8,000 | 11,000 |
| Residential Customers (Total) | 275,000 | 285,000 | 295,000 | 307,000 | 307,000 | 319,000 | 327,000 | 338,000 |
| C&I solutions metrics | | | | | | | | |
| Installed base - MWs | 773 | 784 | 805 | 862 | 862 | 884 | 899 | 919 |
| Contracted MWs | 143 | 145 | 151 | 121 | 121 | 106 | 107 | 86 |
| Storage pipeline (MWh) | 217 | 258 | 253 | 392 | 392 | 477 | 628 | 637 |
| Storage - installed/Backlog (MWh) | 22 | 28 | 36 | 67 | 67 | 78 | 77 | 80 |
| Powerco Services/recurring revenue pipeline | | | | | | | | |
| Contracted services by Sunstrong | 304 | 299 | 329 | 374 | 374 | 386 | 397 | 409 |
| Other Pipeline (incl contracted services) | | | | | | | 128 | 166 |
| Total | 304 | 299 | 329 | 374 | 374 | 386 | 525 | 575 |
| KEY METRICS in \$/W | | | | | | | | |
| Residential Systems | 3.56 | 3.22 | 3.47 | 3.55 | 3.45 | 3.73 | 3.47 | 3.48 |
| Residential Products | 1.79 | 1.60 | 1.49 | 1.50 | 1.57 | 1.46 | 1.44 | 1.46 |
| Light Commercial Products | 1.26 | 0.80 | 0.87 | 0.82 | 0.88 | 0.83 | 0.74 | 0.96 |
| Residential & Light Commercial | 2.57 | 1.97 | 2.12 | 1.91 | 2.10 | 2.08 | 2.04 | 2.16 |
| C&I solutions | 2.40 | 3.17 | 2.67 | 1.49 | 2.04 | 2.04 | 3.13 | 3.73 |
| Devco Revenue | 2.66 | 2.30 | 2.37 | 2.11 | 2.31 | 2.17 | 2.30 | 2.47 |
| Residential Systems | 0.14 | (0.07) | 0.21 | 0.36 | 0.17 | 0.39 | 0.49 | 0.37 |
| Residential Products | 0.60 | 0.54 | 0.45 | 0.50 | 0.51 | 0.49 | 0.47 | 0.56 |
| Light Commercial Products | 0.14 | 0.08 | 0.11 | 0.10 | 0.10 | 0.09 | 0.07 | 0.11 |
| Residential & Light Commercial | 0.27 | 0.15 | 0.26 | 0.30 | 0.25 | 0.31 | 0.35 | 0.38 |
| C&I solutions | 0.06 | 0.25 | (0.03) | (0.00) | 0.03 | (0.08) | 0.46 | 0.26 |
| Devco gross margin (a) | 0.25 | 0.23 | 0.18 | 0.38 | 0.28 | 0.27 | 0.26 | 0.34 |
| Sales and Marketing | 0.13 | 0.09 | 0.07 | 0.06 | 0.08 | 0.09 | 0.09 | 0.06 |
| Other operating expenses | 0.43 | 0.25 | 0.30 | 0.18 | 0.27 | 0.24 | 0.32 | 0.26 |
| Operating expenses | 0.57 | 0.34 | 0.36 | 0.23 | 0.35 | 0.33 | 0.41 | 0.31 |

(a) Devco gross margin adjusted for Oregon SLB and Power plant contract settlement in 3Q'19 for \$21M, and for 4Q'19 for \$14M respectively; TY'19 for \$35M impact

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

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".

C&I solutions

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 A -day.

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.

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

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 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), along with the issuing cost on the convertible bond.

Attach rates

Attach rates for RLC is defined as the number of storage units over the total number of systems deployed. For C&I Solutions, a standard 100% attached storage has been defined as 2X storage Mwh capacity of the Photovoltaic ("PV") system MW. This reference is therefore used as a proxy to determine the percent attach rate based on PV MWd and Storage MWh deployed.

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.