

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

	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22
INCOME STATEMENT METRICS											
New Residential Customers	12,000	8,000	11,000	13,000	44,000	12,000	13,000	14,200	17,100	56,300	16,500
MWr - New Homes	10	11	11	13	45	15	16	18	17	66	17
MWr - Retrofit	30	20	25	31	106	28	30	32	49	139	52
MWr - Residential Systems	40	31	36	44	151	43	46	50	66	205	70
MWr - Residential Components	30	20	32	43	126	34	37	42	49	162	42
MWr - Residential	71	51	68	87	276	77	83	92	115	367	111
Revenue - Residential Systems	151	107	124	160	541	165	171	197	247	780	273
Revenue - Residential Components	44	29	47	66	186	51	57	63	71	241	60
Revenue - Residential	195	136	171	225	727	216	228	260	318	1,021	333
Revenue - Light Commercial	32	18	20	28	97	16	19	15	22	72	(0)
Revenue - Other	6	6	7	5	24	7	7	7	8	28	3
Revenue - Residential and Light Commercial	232	160	198	258	848	238	254	282	348	1,121	336
Total Revenue	232	160	198	258	848	238	254	282	348	1,121	336
Gross Margin - Residential Systems	16	15	13	30	74	32	34	43	58	168	62
Gross Margin - Residential Components	15	9	18	25	68	18	21	20	23	81	15
Gross Margin - Residential	31	24	31	55	142	50	55	63	81	249	77
Gross Margin - Residential and Light Commercial Other	4	2	2	7	14	3	3	2	(17)	(10)	(0)
Gross Margin - Other	(1)	(0)	1	(0)	0	0	(0)	(2)	(2)	(4)	(3)
Gross Margin - Residential and Light Commercial	34	26	35	62	156	53	57	63	62	235	73
Gross Margin	44	22	37	67	171	53	58	63	62	236	73
<i>Gross margin % - Residential</i>	15.7%	18.0%	18.3%	24.6%	19.5%	23.1%	23.9%	24.4%	25.6%	24.4%	23.0%
<i>Gross margin %</i>	19.1%	13.9%	18.8%	26.1%	20.2%	22.4%	22.7%	22.4%	17.8%	21.0%	21.7%
Sales and Marketing	9	6	5	9	29	10	11	13	26	60	18
Product	4	3	3	3	13	3	3	2	2	10	3
Digital	4	4	4	5	16	6	5	5	4	20	6
Other Operating Expense - Residential and Light Commercial	11	9	9	12	41	13	14	14	23	64	32
Operating Expense - Corp	8	8	8	6	29	6	5	5	1	18	6
Operating expenses	35	30	29	34	129	38	38	39	57	171	65
Other Income (expense)	0	0	(0)	(0)	0	1	0	(0)	(0)	1	0
Depreciation	3	4	4	2	13	3	3	2	3	11	3
Adjusted EBITDA - Residential	12	8	14	34	68	26	29	34	32	121	21
Adjusted EBITDA	13	(4)	12	35	55	19	23	26	7	76	11
Residential Adjusted EBITDA before Platform Investment	18	14	20	40	92	33	36	40	38	146	29
<i>Residential Adjusted EBITDA before Platform Investment Per Customer</i>	<i>1,500</i>	<i>1,700</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>
SunPower Lease Portfolio											
Lease Cumulative MW	633	645	657	670	670	681	694	706	718	718	728
Lease Cumulative Customers	80,833	82,985	85,120	87,252	87,252	89,185	91,410	91,102	93,099	93,099	94,849
SunPower share of lease net retained value	186	191	198	211	211	216	226	242	254	254	281
BALANCE SHEET METRICS											
Total Recourse Debt	802	796	753	514	514	514	423	422	424	424	424
Cash and Cash equivalents	205	234	324	233	233	213	140	269	127	127	144
Restricted cash	39	26	25	14	14	16	11	12	21	21	19
Cash Balance including restricted	244	261	349	247	247	229	152	281	149	149	163
Net Recourse Debt	596	561	428	281	281	300	283	154	297	297	280
ENPH - number of shares	5.5	5.5	4.5	3.5	3.5	3.5	3.5	2.5	2.5	2.5	1.5
Stock price	32	45	74	176	176	163	186	155	183	183	206
Enphase	178	249	331	615	615	569	652	388	457	457	309
Diluted Weighted average shares (Non-GAAP)	169	170	170	193	193	192	176	176	176	176	175
KEY METRICS BY BUSINESS UNITS											
Residential metrics											
MWr - Systems	40	30	35	43	149	43	46	50	65	204	70
MWr - Residential Product	30	20	32	43	126	34	37	42	49	162	42
MWr - Residential Other	(0)	0	1	0	1	(0)	0	0	1	1	0
MWr - Residential Total	71	51	68	87	276	77	83	92	115	367	111
KEY METRICS in \$/W											
Systems - REV/w	3.73	3.51	3.54	3.68	3.63	3.82	3.73	3.95	3.80	3.83	3.73
Residential Products - REV/w	1.46	1.44	1.46	1.52	1.48	1.50	1.54	1.48	1.45	1.49	1.43
Residential - REV/w	2.76	2.67	2.52	2.59	2.63	2.80	2.75	2.81	2.77	2.78	2.98
Systems - GM/w	0.50	0.52	0.46	0.72	0.56	0.80	0.77	0.91	0.91	0.86	0.77
Residential Products - GM/w	0.35	0.43	0.47	0.56	0.46	0.45	0.53	0.43	0.45	0.46	0.36
Residential - GM/w	0.43	0.48	0.46	0.64	0.51	0.65	0.66	0.69	0.71	0.68	0.69
OTHER KEY METRICS											
% of Residential Systems sales (Based on MWr)	57%	60%	51%	50%	54%	56%	55%	54%	57%	56%	62%
Installed base - MWs	2,783	2,858	2,948	3,068	3,068	3,164	3,274	3,323	3,611	3,611	3,763
Residential Customers ('00)	319,000	327,000	338,000	351,000	351,000	363,000	376,000	390,200	427,300	427,300	443,800
C&L - Legacy Business											
MWr - C&L/Legacy	23	15	20	33	91	31	18	11	11	71	0
Revenue - C&L/Legacy	64	58	77	84	282	68	55	42	37	201	0
Adjusted EBITDA - C&L/Legacy	(15)	(0)	(3)	3	(15)	(0)	(1)	(9)	(15)	(25)	0
Adjusted EBITDA - Total SunPower	(3)	(4)	9	39	40	19	22	17	(8)	51	11

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. All figures are calculated on a net present value basis using 5.25% 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 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.