# Operating and Financial metrics

	Q4 FY20	FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22
INCOME STATEMENT METRICS  New Residential Customers	13,000	44,000	11,800	13,100	14,200	47.400	56,100	16,500	19,700	23.100	23,700	83,100
MWr - New Homes		<b>44,000</b> 45	11,800	13,100 16	<b>14,200</b> 18	17,100	<b>56,100</b> 66	<b>16,500</b> 17	<b>19,700</b> 19	<b>23,100</b> 20		
MWr - Retrofit	13 31	45 106	28	30	32	17 49	139	52	63	69	20 77	76 261
MWr - Residential Systems	44	106	28 43	46	50	49 66	205	70	82	89	96	
MWr - Residential Systems  MWr - Residential Product	43	126	34	37	42	49	162	42	51	65	65	337 222
MWr - Residential	87	276	77	83	92	115	367	111	132	154	161	559
mwi - residentiai	۰,	276	"	85	92	113	307		132	134	161	339
Revenue - Residential Systems	160	541	165	171	197	247	780	273	322	361	391	1,347
Revenue - Residential Product	66	186	51	57	63	71	241	60	89	105	97	351
Revenue - Residential	225	727	216	228	260	318	1,021	333	410	466	489	1,698
Revenue - Light Commercial	28	97	16	19	15	22	72	(0)	0	0	0	(0)
Revenue - Other	5	24	7	7	7	8	28	3	4	4	4	14
Revenue - Residential and Light Commercial	258	848	238	254	282	348	1,121	336	414	470	492	1,712
Total Revenue	258	848	238	254	282	347	1,121	336	414	470	492	1,712
Gross Margin - Residential Systems	30	74	32	34	43	58	168	62	65	78	80	285
Gross Margin - Residential Product	25	68	18	21	20	23	81	15	26	30	26	98
Gross Margin - Residential	55	142	50	55	63	81	249	77	92	108	106	383
Gross Margin - Residential and Light Commercial Other	7	14	3	3	2	(17)	(10)	(0)	0	0	(0)	(0)
Gross Margin - Other	(0)	0	0	(0)	(2)	(2)	(4)	(3)	(3)	(1)	(1)	(9)
Gross Margin - Residential and Light Commercial	62	156	53	57	63	62	235	73	88	107	105	373
Gross Margin	67	171	53	57	63	62	236	73	88	107	105	373
Gross margin % - Residential	24.6%	19.5%	23.1%	23.9%	24.4%	25.6%	24.4%	23.0%	22.3%	23.1%	21.8%	22.5%
Gross margin %	26.1%	20.2%	22.4%	22.5%	22.4%	17.9%	21.0%	21.7%	21.3%	22.8%	21.3%	21.8%
Sales and Marketing	9	29	10	11	13	26	60	29	31	34	31	125
Product	3	13	3	3	2	2	10	3	4	4	3	14
Digital	5	16	6	5	5	4	20	6	8	6	8	28
Other Operating Expense - Residential and Light Commercial	12	41	13	14	14	23	64	21	24	25	23	94
Operating Expense - Corp	6	29	6	5	4	1	18	6	8	9	8	31
Operating expenses	34	129	38	38	38	57	171	65	76	77	74	292
Other Income (expense)	(0)	0	111	0	(0)	(0)	0	0	(0)	(3)	(2)	(4)
Depreciation add back to get to EBITDA	2	13	3	3	2	3	11	3	4	5	6	18
Adjusted EBITDA	35	55	19	22	26	8	75	11	15	33	36	95
Residential Adjusted EBITDA before Platform Investment Residential Adjusted EBITDA before Platform Investment Per Customer	40 3,000	92 2,100	2,700	36 2,700	2,800	38 2,200	146 2,600	29 1,700	38 1,900	2,100	55 2,300	171 2,100
	3,000	2,100	2,700	2,700	2,000	2,200	2,000	1,700	1,900	2,100		
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SunPower Lease Portfolio	670	670	601	694	706	710	710	770	727	749	ļ	
Lease Cumulative MW	670 97.252	670 87.252	681	694	706	718	718	728	737	749	763	763
Lease Cumulative MW Lease Cumulative Customers	87,252	87,252	89,185	91,410	91,102	93,099	93,099	94,849	96,393	98,147	763 100,273	763 100,273
Lease Cumulative MW  Lease Cumulative Customers  SunPower share of lease net retained value											763	763 100,273
Lease Cumulative MW Lease Cumulative Customers SunPower share of lease net retained value BALANCE SHREET METRICS	87,252 211	87,252 211	89,185 216	91,410 225	91,102 240	93,099 250	93,099 250	94,849 280	96,393 290	98,147 250	763 100,273 260	763 100,273 260
Lease Cumulative MW Lease Cumulative Customers SunPower share of lease net retained value  RALANCE SHEET METRICS Total Recourse Debt	87,252 211 514	87,252 211 514	89,185 216 514	91,410 225 425	91,102 240 425	93,099 250 425	93,099 250 425	94,849 280 425	96,393 290 425	98,147 250 425	763 100,273 260 425	763 100,273 260 425
Lease Cumulative MW Lease Cumulative Customers SunPower share of lease net retained value BALANCE SHREET METRICS	87,252 211	87,252 211	89,185 216 514 213	91,410 225	91,102 240 425 269	93,099 250 425 127	93,099 250	94,849 280	96,393 290 425 206	98,147 250 425 397	763 100,273 260	763 100,273 260 425 377
Lease Cumulative MW Lease Cumulative Customers SunPower share of lease net retained value BALANCE SHEET METRICS TOTAL Recourse Debt Cash and Cash equivalents	87,252 211 514 233	87,252 211 514 233	89,185 216 514 213 16	91,410 225 425 140 11	91,102 240 425 269 12	93,099 250 425	93,099 250 425 127	94,849 280 425 144	96,393 290 425 206 22	98,147 250 425 397 37	763 100,273 260 425 377	763 100,273 260 425 377 25
Lease Cumulative MW Lease Cumulative Customers SunPower share of lease net retained value RAVANCESHEEL MERRICS Total Recourse Debt Cash and Cash equivalents Restricted cash	87,252 211 514 233 14	87,252 211 514 233 14	89,185 216 514 213	91,410 225 425 140	91,102 240 425 269	93,099 250 425 127 21	93,099 250 425 127 21	94,849 280 425 144 19	96,393 290 425 206	98,147 250 425 397	763 100,273 260 425 377 25	763 100,273 260 425 377 25 402
Lease Cumulative MW Lease Cumulative Customers SunPower share of lease net retained value BALANCESHEET METRICS Total Recourse Debt Cash and Cash equivalents Restricted cash Cash Balance including restricted	87,252 211 514 233 14 247	87,252 211 514 233 14 247	89,185 216 514 213 16 229	91,410 225 425 140 11 152	91,102 240 425 269 12 281	93,099 250 425 127 21 149	93,099 250 425 127 21 149	94,849 280 425 144 19 163	96,393 290 425 206 22 229	98,147 250 425 397 37 434	763 100,273 260 425 377 25 402	763 100,273 260 425 377 25 402
Lease Cumulative MW Lease Cumulative Customers SunPower share of lease net retained value BALANCE SHEET METRICS TOTAL RECOURSe Debt Cash and Cash equivalents Restricted cash Cash Balance including restricted Net Recourse Debt Net Recourse Debt	87,252 211 514 233 14 247	87,252 211 514 233 14 247 281	89,185 216 514 213 16 229 300	91,410 225 425 140 11 152 284	91,102 240 425 269 12 281	93,099 250 425 127 21 149	93,099 250 425 127 21 149 297	94,849 280 425 144 19 163 281	96,393 290 425 206 22 229 218	98,147 250 425 397 37 434	763 100,273 260 425 377 25 402	763 100,273 260 425 377 25 402 488
Lease Cumulative MW Lease Cumulative Customers  SunPower share of lease net retained value  RALANCE SHEET MERRICS  Total Recourse Debt  Cash and Cash equivalents Restricted cash  Cash Balance including restricted  Net Recourse Debt  ENPH - number of shares	87,252 211 514 233 14 247 281 3.5	87,252 211 514 233 14 247 <b>281</b> 3.5	89,185 216 514 213 16 229 300 3.5	91,410 225 425 140 11 152 284	91,102 240 425 269 12 281 156	93,099 250 425 127 21 149 <b>297</b>	93,099 250 425 127 21 149 <b>297</b>	94,849 280 425 144 19 163 <b>281</b>	96,393 290 425 206 22 229 218	98,147 250 425 397 37 434 28	763 100,273 260 425 377 45 402 48	763 100,273 260 425 377 25 402 <b>48</b> 0.5
Lease Cumulative NW Lease Cumulative Customers SunPower share of lease net retained value PALANCE SHEET IN ETRICS Total Recourse Debt Cash and Cash equivalents Restricted cash Cash Balance including restricted Net Recourse Debt ENPH - number of shares Stock price Enphase Diluted Weighted average shares (Non-GAAP)	87,252 211 514 233 14 247 <b>281</b> 3.5	87,252 211 514 233 14 247 <b>281</b> 3.5	89,185 216 514 213 16 229 <b>300</b> 3.5 163	91,410 225 425 140 11 152 <b>284</b> 3.5 186	91,102 240 425 269 12 281 <b>156</b> 2.5 155	93,099 250 425 127 21 149 <b>297</b> 2.5 183	93,099 250 425 127 21 149 <b>297</b> 2.5 183	94,849 280 425 144 19 163 <b>281</b> 1.5	96,393 290 425 206 22 229 <b>218</b> 1.5	98,147 250 425 397 37 434 <b>28</b> 0.5 277	425 377 25 402 425 377 25 402 48 0.5	763 100,273 260 425 377 25 402 <b>48</b> 0.5 265 132
Lease Cumulative MW Lease Cumulative Customers  SunPower share of lease net retained value  BALANCE SHEET METRICS  TOTAL Recourse Debt Cash and Cash equivalents Restricted cash  Cash Balance including restricted  Net Recourse Debt ENPH - number of shares Stock price  Enphase Diluted Weighted average shares (Non-GAAP)  KEYMETRICS BY BUSINESS UNITS	87,252 211 514 233 14 247 <b>281</b> 3.5 176 615	87,252 211 514 233 14 247 <b>281</b> 3.5 176 615	89,185 216 514 213 16 229 <b>300</b> 3.5 163 569	91,410 225 425 140 11 152 284 3.5 186 652	91,102 240 425 269 12 281 156 2.5 155 388	93,099 250 425 127 21 149 <b>297</b> 2.5 183 457	93,099 250 425 127 21 149 <b>297</b> 2.5 183 457	94,849 280 425 144 19 163 <b>281</b> 1.5 206 309	96,393 290 425 206 22 229 218 1.5 196 294	98,147 250 425 397 37 434 28 0.5 277	763 100,273 260 425 377 25 402 48 0.5 265 132	763 100,273 260 425 377 25 402 <b>48</b> 0.5 265 132
Lease Cumulative MW Lease Cumulative Customers  SunPower share of lease net retained value  BALANCE SHEET METRICS  Total Recourse Debt Cash and Cash equivalents Restricted cash  Cash Balance including restricted  Net Recourse Debt  ENPH - number of shares Stock price Enphase Diluted Weighted average shares (Non-GAAP)  KEY METRICS BY BUSINESS UNITS Residential metrics	87,252 211 514 233 14 247 <b>281</b> 3.5 176 615 <b>193</b>	87,252 211 514 233 14 247 <b>281</b> 3.5 176 615	89,185 216 514 213 16 229 300 3.5 163 569 192	91,410 225 425 140 11 152 284 3.5 186 652 176	91,102 240 425 269 12 281 156 2.5 155 388 176	93,099 250 425 127 21 149 297 2.5 183 457 176	93,099 250 425 127 21 149 <b>297</b> 2.5 183 457 <b>175</b>	94,849 280 425 144 19 163 <b>281</b> 1.5 206 309 <b>175</b>	96,393 290 425 206 22 229 218 1.5 196 294	98,147 250 425 397 37 434 28 0.5 277 139 175	763 100,273 260 425 377 25 402 48 0.5 265 132 176	763 100,273 260 425 377 25 402 48 0.55 265 132
Lease Cumulative MW Lease Cumulative Customers SunPower share of lease net retained value BALANCE SHEET METRICS TOTAL RECOURSE OBSTANCE Cash and Cash equivalents Restricted cash Cash Balance including restricted Net Recourse Debt ENPH - number of shares Stock price Enphase Diluted Weighted average shares (Non-GAAP) KEY METRICS BY BUSINESS UNITS Restidential metrics MWY - Systems	87,252 211 514 233 14 247 281 3.5 176 615 193	87,252 211 514 233 14 247 281 3.5 176 615 170	89,185 216 514 213 16 229 300 3.5 163 569 192	91,410 225 425 140 11 152 284 3.5 186 652 176	91,102 240 425 269 12 281 156 2.5 155 388 176	93,099 250 425 127 21 149 297 2.5 183 457 176	93,099 250 425 127 21 149 <b>297</b> 2.5 183 457 <b>175</b>	94,849 280 425 144 19 163 <b>281</b> 1.5 206 309 <b>175</b>	96,393 290 425 206 22 229 218 1.5 196 294 175	98,147 250 425 397 37 424 28 0.5 277 139 175	763 100,273 260 425 377 25 402 48 0.5 265 132 176	763 100,273 260 425 377 25 402 48 0.5 265 132 175
Lease Cumulative MW Lease Cumulative MW Lease Cumulative Customers  SunPower share of lease net retained value  BALANCE SHEET METRICS  Total Recourse Debt Cash and Cash equivalents Restricted cash  Cash Balance including restricted  Net Recourse Debt ENPH - number of shares Stock price  Enphase Diluted Weighted average shares (Non-GAAP)  KEY METRICS BY BUSINESS UNITS  Residential metrics MWY - Systems MWY - Residential Product	87,252 211 514 233 14 247 281 3.5 176 615 193	87,252 211 514 233 14 247 <b>281</b> 3.5 176 615	89,185 216 514 213 16 229 300 3.5 163 569 192	91,410 225 425 140 11 152 284 3.5 186 652 176	91,102 240 425 269 12 281 156 2.5 155 388 176	93,099 250 425 127 21 149 297 2.5 183 457 176	93,099 250 425 127 21 149 <b>297</b> 2.5 183 457 <b>175</b>	94,849 280 425 144 19 163 281 1.5 206 309 175	96,393 290 425 206 22 229 218 1.5 196 294 175	98,147 250 425 397 37 434 28 0.5 277 139 175	763 100,273 260 425 377 25 402 48.5 265 132 176	763 100,273 260 425 3777 25 402 48 0.5 265 132 175
Lease Cumulative MW Lease Cumulative Customers  SunPower share of lease net retained value  PALANCE SHEET METRICS  Total Recourse Debt Cash and cash equivalents Restricted cash Cash Balance including restricted  Net Recourse Debt ENPH - number of shares Stock price Enphase Diluted Weighted average shares (Non-GAAP)  KEY METRICS BY BUSINESS UNITS  Residential metrics MWr - Systems MWr - Residential Product MWr - Residential Product MWr - Residential Other	87,252 211 514 233 14 247 <b>281</b> 3.5 176 615 <b>193</b>	87,252 211 514 233 14 247 <b>281</b> 3.5 176 615 <b>170</b> 149 126	89,185 216 514 213 16 229 300 3.5 163 569 192	91,410 225 425 140 11 152 284 3.5 186 652 176	91,102 240 425 269 12 281 156 2.5 155 388 176	93,099 250 425 127 21 149 297 2.5 183 457 176	93,099 250 425 127 21 149 <b>297</b> 2.5 183 457 <b>175</b> 204 162	94,849 280 425 144 19 163 281 1.5 206 309 175	96,393 290 425 206 22 229 218 1.5 196 294 175	98,147 250 425 397 37 434 28 0.5 277 139 175	763 100,273 260 425 377 25 402 48 0.5 265 132 176	7633 100,273 260 425 4020 488 0.5 265 1322 175 336 2222 0 0
Lease Cumulative MW Lease Cumulative Customers SunPower share of lease net retained value BALANIC SHEET METRICS TOTAL RECOURSE Debt Cash and Cash equivalents Restricted cash Cash Balance including restricted  Net Recourse Debt ENPH - number of shares Stock price Enphase Diluted Weighted average shares (Non-GAAP) KEY METRICS BY BUSINESS UNITS Residential metrics MW - Residential Product MW - Residential Product MW - Residential Total	87,252 211 514 233 14 247 281 3.5 176 615 193	87,252 211 514 233 14 247 281 3.5 176 615 170	89,185 216 514 213 16 229 300 3.5 163 569 192	91,410 225 425 140 11 152 284 3.5 186 652 176	91,102 240 425 269 12 281 156 2.5 155 388 176	93,099 250 425 127 21 149 297 2.5 183 457 176	93,099 250 425 127 21 149 <b>297</b> 2.5 183 457 <b>175</b>	94,849 280 425 144 19 163 281 1.5 206 309 175	96,393 290 425 206 22 229 218 1.5 196 294 175	98,147 250 425 397 37 434 28 0.5 277 139 175	763 100,273 260 425 377 25 402 48.5 265 132 176	763 100,273 260 425 3777 25 402 48 0.5 265 132 175
Lease Cumulative MW Lease Cumulative MW Lease Cumulative Customers  SunPower share of lease net retained value  BALANIC SHEET METRICS  Total Recourse Debt Cash and Cash equivalents Restricted cash  Cash Balance including restricted  Net Recourse Debt ENPH - number of shares Stock price Enphase Diluted Weighted average shares (Non-GAAP)  KEY METRICS BY BUSINESS UNITS  Residential metrics MWY - Systems MWY - Residential Product MWY - Residential Other MWY - Residential Total  KEY METRICS in S/W	87,252 211 514 233 14 247 281 3.5 156 615 193 43 0 87	87,252 211 514 233 14 247 281 3.5 5 170 615 170 149 126 1	89,185 216 514 213 16 229 300 3.5 163 569 192 43 34 (0)	91,410 225 425 140 111 152 284 3.5 186 652 176	91,102 240 425 269 12 281 156 2.5 155 388 176	93,099 250 425 127 21 149 <b>297</b> 2.5 183 457 <b>176</b>	93,099 250 425 127 21 149 <b>297</b> 25 183 457 175	94,849 280 425 144 19 163 281 1.5 206 309 175	96,393 290 425 206 222 229 218 1.5 196 294 175	98,147 250 425 397 434 28 0.5 277 139 175	763 100,273 260 425 377 25 402 48 0.5 265 132 176	7633 100,273 260 425 3777 25 402 488 0.5 266 132 175
Lease Cumulative MW Lease Cumulative Customers  SunPower share of lease net retained value  BALANCE SHEET METRICS  Total Recourse Debt Cash and Cash equivalents Restricted cash  Cash Balance including restricted  Net Recourse Debt ENPH - number of shares Stock price  Enphase Diluted Weighted average shares (Non-GAAP)  KEY METRICS BY BUSINESS UNITS  Residential metrics MWr - Residential Product MWr - Residential Other MWr - Residential Total  KEY METRICS in S.W Systems Systems S.W Systems S.RUW	87,252 211 514 233 144 247 281 176 615 5 193 43 43 43 0 87	87,252 211 514 233 144 247 281 176 615 170 149 149 126 126	89,185 216 514 213 16 229 300 3.5 163 569 192 43 34 (0) 77	91,410 225 425 140 111 152 284 3.5 186 6522 176	91,102 240 425 269 12 281 156 5.5 155 388 176	93,099 250 425 127 21 149 297 2,5 183 457 176 65 49 1	93,099 250 425 127 21 149 297 715 183 457 175 204 162 1 367	94,849 280 425 144 19 163 281 1.5 206 309 175 70 42 0 1111	96,393 290 425 206 22 229 218 1.5 196 294 175 82 51 0 132	98,147 250 425 397 434 28 0.5 277 139 175	763 100,273 260 425 377 25 402 48 0.5 265 132 176 65 0 161	763 100,273 260 425 377 255 402 48. 0.5. 5265 132 222 222 0.559 4.00
Lease Cumulative MW Lease Cumulative Customers  SunPower share of lease net retained value  BALANIC SHEET METRICS  TOTAI RECOURSE Debt Cash and Cash equivalents Restricted cash  Cash Balance including restricted  Net Recourse Debt ENPH - number of shares Stock price  Enphase Diluted Weighted average shares (Non-GAAP)  KEY METRICS O'X BUSINESS UNITS  Residential metrics MW - Residential Other MW - Residential Other MW - Residential Total  KEY METRICS in S.W Systems - REV/W Residential Product - REV/W Residential Product - REV/W	87,252 211 514 233 14 247 281 3.5 176 615 193 43 0 87 87	87,252 211 514 233 14 247 281 3.5 176 615 170 149 126 1 1 276 1 286 1 1 203 3.5 1.4 1.4 1.2 1.2 1.2 1.2 1.2 1.2 1.2 1.2 1.2 1.2	89,185 216 514 213 16 229 300 3.5 163 569 192 43 34 (0) 77 3.82 1.50	91,410 225 425 1400 111 152 284 3.5 186 652 176	91,102 240 425 269 12 281 156 2.5 155 388 176	93,099 250 425 127 21 149 297 255 183 457 176 65 49 1 115	93,099 250 425 127,7 21 149 297,7 2,5 183,3 457, 175,175,175,175,175,175,175,175,175,175,	94,849 280 425 144 19 163 281 1.5 206 309 175  70 42 0 111 3.92 1.43	96,393 290 425 206 622 22 218 1.5 196 6294 175 82 82 51 0 132 3.93 1.76	98,147 250 425 397 37 434 28 0.5 277 139 175 65 0 154 4.06	763 100,273 260 425 377 25 402 48 0.5 265 132 176 65 0 161 40.7	7633 100,273 260 425 3777 25 402 48 0.5.5 132 175 336 222 0 4.00
Lease Cumulative MW Lease Cumulative Customers  SunPower share of lease net retained value  BALANCE SHEET METRICS  TOTAL RECOURSE Debt Cash and Cash equivalents Restricted cash  Cash Balance including restricted  Net Recourse Debt ENPH - number of shares Stock price Enphase Diluted Weighted average shares (Non-GAAP)  KEY METRICS BY BUSINESS UNITS  Residential metrics  MWY - Systems MWY - Residential Other MWY - Residential Total  KEY METRICS IS MY Systems - REVW Residential Product - REV/W	87,252 211 514 233 14 247 281 176 615 193 43 43 0 87 3.68 3.68 1.52	87,252 211 514 233 14 247 281 13.5 176 615 170 149 126 16 16 16 276 3.63	89,185 216 514 213 16 229 300 3.5 163 569 192 43 34 (0) 77	91,410 225 425 140 11 152 284 3.5 186 652 276 446 37 0 83 3.73 1.54	91,102 240 425 269 12 281 <b>156</b> 50 42 0 92 3.95 1.48	93,099 250 425 127 21 149 297 2.5 183 457 176 65 49 9 1 115	93,099 250 425 425 121 149 297 2.5 183 457 175 204 162 2 1 367 3.83 3.83	94,849 280 425 144 19 163 281 1.5 206 309 175 70 42 0 111	96,393 290 425 206 22 229 218 1.5 196 294 4 175 82 51 0 132	98,147 250 425 397 434 28 8 0.5 277 139 175 65 0 154 4.06 1.61	763 100,273 260 425 377 25 402 48 0.5 5 265 132 176 96 65 5 0 161 4.07	763 100,273 260 425 377 250 402 48 8 0.5 6 265 222 0 559 4.00 5.5 8 3.3 4.00
Lease Cumulative MW Lease Cumulative Customers SunPower share of lease net retained value  BALANIC SHEET METRICS  Total Recourse Debt Cash and Cash equivalents Restricted cash  Cash Balance including restricted  Net Recourse Debt ENPH - number of shares Stock price Enphase Diluted Weighted average shares (Non-GAAP)  KEY METRICS BY BUSINESS UNITS Residential metrics MWF - Residential Product MWF - Residential Other MWF - Residential Other MWF - Residential Other MWF - Residential Total  KEY METRICS in STW Systems - REV/W Residential Product - REV/W Residential PROJUCT - REV/W Systems - GM/W	87,252 211 514 233 144 247 281 3.5 176 6155 193 43 43 43 43 43 67 87	87,252 211 211 213 213 214 224 247 247 247 247 247 247 247 247 24	89,185 216 514 213 16 229 300 3.5 163 569 192 43 34 (0) 77 3.82 1.50 2.80 0.80	91,410 225 425 140 111 152 284 3.55 186 652 176 46 37 0 83 3.73 1.54 2.75	91,102 240 425 269 12 281 156 2.5 155 388 176 50 42 0 92 3.95 1.48 2.81	93,099 250 425 127 21 149 287 287 176 65 49 1 1 115 3.80 1.45 2.77	93,099 250 425 127 21 149 297 457 175 204 162 162 1367 3.83 1.49 2.86 0.86	94,849 280 425 144 19 163 281 1.5 206 309 175 70 42 0 1111 3.92 1.43 2.98	96,393 290 425 206 22 229 218 1.5 196 294 475 132 3.93 1.76 3.10 0.80	98,147 250 425 397 434 28 0.5 277 139 175 89 65 0 154 4.06 1.61 3.02	763 100,273 260 425 377 25 402 48 0.5 265 132 176 65 0 161 4.07 1.51 3.04	7633 100,273 260 425 377 25 402 48 0.5.5 265 132 175 336 222 0 559 4.00 1.58 3.04
Lease Cumulative MW Lease Cumulative Customers  SunPower share of lease net retained value  BALANCE SHEET METRICS  TOTAL Recourse Debt Cash and Cash equivalents Restricted cash  Cash Balance including restricted  Net Recourse Debt ENPH - number of shares Stock price  Enphase Diluted Weighted average shares (Non-GAAP)  KEY METRICS BY BUSINESS UNITS  Residential metrics MWY - Systems MWY - Residential Other MWY - Residential Total  KEY METRICS in S/W Systems - REV/W Residential - FOMUCTS - GM/W Residential - Products - GM/W Residential - REV/W	87,252 211 514 233 33 14 247 281 3.5 165 193 43 0 87 3.68 1.52 2.59 0.56	87,252 211 514 233 33 14 4 247 281 3.5 170 110 126 1 1 276 3.63 1.48 2.63 1.48 2.63 0.46 0.46	89,185 216 514 213 16 229 300 3.5 163 569 192 43 34 (0) 77 3.82 1.50 2.80 0.80	91,410 225 425 1440 11 152 284 3.5 186 652 176 46 37 0 0 83 3.73 1.54 2.75 0.75	91,102 240 425 2669 12 281 156 2.5 155 388 176 50 42 0 92 3.95 1.48 2.81 0.91	93,099 250 425 127 21 149 297 25, 176 65 49 1 1 115 3.86 2.77 0,91	93,099 250 425 127 21 149 297 25,5 183 457 175 204 162 1 367 3.83 1.49 2.78 6.86 6.86	94,849 280 425 1444 19 163 281 1.5 206 309 175  70 42 0 111 3.92 1.43 2.98 0.88	96,393 290 425 206 62 22 229 11.5 196 175 82 51 0 132 3.93 1.76 3.10 0.80 0.52	98,147 250 425 397 37 434 28 0.5 277 139 175 65 0 0 154 4.06	763 100,273 260 425 377 25 402 48 0,5 132 176 96 65 0 161 4.07 1,51 3.04 0.84	7633 100,273 260 425 377 250 402 488 0.5 265 1323 175 3366 2222 0 559 4.00 0.559
Lease Cumulative NW Lease Cumulative Customers  SunPower share of lease net retained value  BALANCE SHEET METRICS  Total Recourse Debt Cash and Cash equivalents Restricted cash  Cash Balance including restricted  Net Recourse Debt ENPH - number of shares Stock price  Enphase Diluted Weighted average shares (Non-GAAP)  KEY METRICS BY BUSINESS UNITS  Pasidential metrics MWr - Pasidential Product MWr - Residential Other MWr - Residential Total  KEY METRICS in S/W Systems - REV/W Residential - REV/W Residential - REV/W Systems - GM/W Residential - REV/W	87,252 211 514 233 144 247 281 3.5 176 6155 193 43 43 43 43 43 67 87	87,252 211 211 213 213 214 224 247 247 247 247 247 247 247 247 24	89,185 216 514 213 16 229 300 3.5 163 569 192 43 34 (0) 77 3.82 1.50 2.80 0.80	91,410 225 425 140 111 152 284 3.55 186 652 176 46 37 0 83 3.73 1.54 2.75	91,102 240 425 269 12 281 156 2.5 155 388 176 50 42 0 92 3.95 1.48 2.81	93,099 250 425 127 21 149 287 287 176 65 49 1 1 115 3.80 1.45 2.77	93,099 250 425 127 21 149 297 457 175 204 162 162 1367 3.83 1.49 2.86 0.86	94,849 280 425 144 19 163 281 1.5 206 309 175 70 42 0 1111 3.92 1.43 2.98	96,393 290 425 206 22 229 218 1.5 196 294 475 132 3.93 1.76 3.10 0.80	98,147 250 425 397 434 28 0.5 277 139 175 89 65 0 154 4.06 1.61 3.02	763 100,273 260 425 377 25 402 48 0.5 265 132 176 65 0 161 4.07 1.51 3.04	7633 100,273 260 425 377 25 402 48 0.5.5 265 132 175 336 222 0 559 4.00 1.58 3.04
Lease Cumulative MW Lease Cumulative Customers  SunPower share of lease net retained value  BALANIC SHEET METRICS  Total Recourse Debt Cash and Cash equivalents Restricted cash  Cash Balance including restricted  Net Recourse Debt  ENPH - number of shares Stock price  Enphase Diluted Weighted average shares (Non-GAAP)  KEY METRICS BY BUSINESS UNITS  Residential metrics MW - Residential Product MW - Residential Total  KEY METRICS in STW Systems Systems - REV/W Residential - REV/W Systems - GMW Residential - REV/W Residential - REV/W Residential - GM/W Residential - GM/W Residential - GM/W  CUHER KEY METRICS	87,252 211 514 233 14 247 281 3.5 176 615 193 43 0 87 87 87 87 87 87 87 87 87	87,252 211 514 233 14 247 281 3.5 176 615 170 149 126 1 276 1 276 1 3.63 1.48 2.63 0.56 0.46	89,185 216 514 213 166 229 300 3.5 163 3569 192 43 34 (0) 77 77 3.82 1.50 2.80 0.80 0.45	91,410 225 425 1400 111 152 284 3.5 186 652 176 46 37 0 8 3 3.73 1.54 2.75 0.77	91,102 240 425 269 969 12 281 156 2.5 155 388 176 50 42 0 92 22 3.95 1.48 2.81 0.91	93,099 250 425 127, 27 21 297 25, 183 457, 176 65 49 1 1 115 3.80 1.45 2.77 0.91 0.45	93,099 250 425 127 21 149 297 2,5 183 33 457 175 204 162 1 367 387 3.83 1.49 2.78 0.86 0.46	94,849 280 425 144 19 163 281 1.5 206 309 175  70 42 0 111 3.92 1.43 2.98 0.88 0.36 0.69	96,393 290 425 206 622 229 218 1.5 196 6294 175 3.132 3.93 1.76 3.10 0.80 0.52 0.69	98,147 250 425 397 37 434 28 0.5 277 139 175 65 0 154 4.06 1.61 3.02 0.87 0.46 0.70	763 100,273 260 425 377 25 402 48 0.5 5265 132 176 65 0 161 4.07 1.51 3.04 0.84	763 100,273 260 425 377 255 402 48 0.55 132 175 336 2222 0 539 4.00 1.58 3.04 0.68
Lease Cumulative NW Lease Cumulative Customers  SunPower share of lease net retained value  BALANCE SHEET METRICS  Total Recourse Debt Cash and Cash equivalents Restricted cash  Cash Balance including restricted  Net Recourse Debt ENPH - number of shares Stock price  Enphase Diluted Weighted average shares (Non-GAAP)  KEY METRICS BY BUSINESS UNITS  Pasidential metrics MWr - Pasidential Product MWr - Residential Other MWr - Residential Total  KEY METRICS in S/W Systems - REV/W Residential - REV/W Residential - REV/W Systems - GM/W Residential - REV/W	87,252 211 514 233 33 14 247 281 3.5 165 193 43 0 87 3.68 1.52 2.59 0.56	87,252 211 514 233 33 14 4 247 281 3.5 170 110 126 1 1 276 3.63 1.48 2.63 1.48 2.63 0.46 0.46	89,185 216 514 213 16 229 300 3.5 163 569 192 43 34 (0) 77 3.82 1.50 2.80 0.80 0.45 0.65	91,410 225 425 1440 11 152 284 3.5 186 652 176 46 37 0 0 83 3.73 1.54 2.75 0.75	91,102 240 425 2669 12 281 156 2.5 155 388 176 50 42 0 92 3.95 1.48 2.81 0.91	93,099 250 425 127 21 149 297 25, 176 65 49 1 1 115 3.86 2.77 0,91	93,099 250 425 127 21 149 297 25,5 183 457 175 204 162 1 367 3.83 1.49 2.78 6.86 6.86	94,849 280 425 1444 19 163 281 1.5 206 309 175  70 42 0 111 3.92 1.43 2.98 0.88	96,393 290 425 206 62 22 229 11.5 196 175 82 51 0 132 3.93 1.76 3.10 0.80 0.52	98,147 250 425 397 37 434 28 0.5 277 139 175 65 0 0 154 4.06	763 100,273 260 425 377 25 402 48 0,5 132 176 96 65 0 161 4.07 1,51 3.04 0.84	763 100,273 260 425 377 255 402 488 0.5 525 222 222 0 0 559 4.00 5.8 3.04 0.85 0.45

Note 1 - Q1'21 Sales and Marketing includes \$11.6 reclassification from Other Operating Expense

Note 2 - Key Metrics in \$7W including Revenue, GM from SPWR financials

Note 3 - Q2,Q3,'Q421 and FY21 EBITDA adjusted for GAAP elections on legacy transactions, now in line with previously filed SEC reportings 10K dtd Feb 25, 2022

# 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 adminstrative 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 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.