

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

	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	17,100	56,100	16,500	19,700	23,100	23,700	83,100
MWR - New Homes	13	45	15	16	18	17	66	17	19	20	20	76
MWR - Retrofit	31	106	28	30	32	49	139	52	63	69	77	261
MWR - Residential Systems	44	151	43	46	50	66	205	70	82	89	96	337
MWR - Residential Product	43	126	34	37	42	49	162	42	51	65	65	222
MWR - Residential	87	276	77	83	92	115	367	111	132	154	161	559
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	39	74	32	34	43	58	168	62	65	78	80	285
Gross Margin - Residential Product	23	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	34	129	38	38	38	57	171	65	76	77	74	292
Other Income (expense)	(0)	0	1	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	40	92	33	36	40	38	146	29	38	49	55	171
Residential Adjusted EBITDA before Platform Investment Per Customer	3,000	2,100	2,700	2,700	2,800	2,200	2,600	1,700	1,900	2,100	2,300	2,100
SunPower Lease Portfolio												
Lease Cumulative MW	670	670	681	694	706	718	718	728	737	749	763	763
Lease Cumulative Customers	87,252	87,252	89,185	91,410	91,102	93,099	93,099	94,849	96,393	98,147	100,273	100,273
SunPower share of lease net retained value	211	211	216	225	240	250	250	280	290	250	260	260
BALANCE SHEET METRICS												
Total Recourse Debt	514	514	514	425	425	425	425	425	425	425	425	425
Cash and Cash equivalents	233	233	213	140	269	127	127	144	206	397	377	377
Restricted cash	14	14	16	11	12	21	21	19	22	37	25	25
Cash Balance including restricted	247	247	229	152	281	149	149	163	229	434	402	402
Net Recourse Debt	267	267	285	273	146	276	276	262	203	0	23	23
ENPH - number of shares	3.3	3.3	3.5	3.5	2.5	2.5	2.5	1.5	1.5	0.5	0.5	0.5
Stock price	176	176	163	186	155	183	183	206	196	277	265	265
Enphase	619	619	569	652	388	457	457	309	294	139	132	132
Diluted Weighted average shares (Non-GAAP)	193	170	192	176	176	176	175	175	175	175	176	175
KEY METRICS BY BUSINESS UNITS												
Residential metrics												
MWR - Systems	43	149	43	46	50	65	204	70	82	89	96	336
MWR - Residential Product	43	126	34	37	42	49	162	42	51	65	65	222
MWR - Residential Other	0	1	(0)	0	0	1	1	0	0	0	0	0
MWR - Residential Total	87	276	77	83	92	115	367	111	132	154	161	559
KEY METRICS in \$/W												
Systems - REV/w	3.68	3.63	3.82	3.73	3.95	3.80	3.83	3.92	3.93	4.06	4.07	4.00
Residential Products - REV/w	1.52	1.48	1.50	1.54	1.48	1.45	1.49	1.43	1.76	1.61	1.51	1.58
Residential - REV/w	2.59	2.63	2.80	2.75	2.81	2.77	2.78	2.98	3.10	3.02	3.04	3.04
Systems - GM/w	0.73	0.58	0.80	0.77	0.91	0.91	0.86	0.88	0.80	0.87	0.84	0.85
Residential Products - GM/w	0.59	0.46	0.45	0.53	0.43	0.45	0.46	0.36	0.52	0.46	0.40	0.44
Residential - GM/w	0.64	0.51	0.65	0.66	0.69	0.71	0.68	0.69	0.69	0.70	0.66	0.68
OTHER KEY METRICS												
% of Residential Systems sales (Based on MWR)	50%	54%	56%	55%	54%	57%	56%	62%	62%	58%	60%	60%
Residential Customers ('00)	351,000	351,000	363,000	376,000	390,200	427,300	427,300	443,800	463,600	486,700	510,400	510,400

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

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

Note 3 - Q2,Q3,Q4'21 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 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 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.