


SUNPOWER®

January 20, 2022

Preliminary Q4 2021 Results

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Safe Harbor Statement

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995,

including, but not limited to, statements regarding: (a) our planned corrective actions, enhanced supplier quality audit program, and expected results thereof; (b) estimated quality-related accounting charges; (c) updates to our fourth quarter financial guidance, including GAAP revenue and Adjusted EBITDA excluding the estimated quality-related accounting charge, and related assumptions.

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: (1) completion of the company's final closing procedures, final adjustments, and other developments that may arise in the course of audit procedures; (2) challenges in executing the company's corrective actions to address equipment part issues and improved go-forward approach; (3) potential disruptions to our operations and supply chain that may result from epidemics or natural disasters, including impacts of the Covid-19 pandemic, and other factors; (4) competition in the solar and general energy industry and downward pressure on selling prices and wholesale energy pricing; (5) regulatory changes and the availability of economic incentives promoting use of solar energy; (6) risks related to the introduction of new or enhanced

(products, including potential technical challenges, lead times, and our ability to match supply with demand while maintaining quality, sales, and support standards; (7) changes in public policy, including the imposition and applicability of tariffs; (8) our dependence on sole- or limited-source supply relationships, including our exclusive supply relationship with Maxeon Solar Technologies; and (9) challenges managing our acquisitions, joint ventures, and partnerships, including our ability to successfully manage acquired assets and supplier relationships. A detailed discussion of these factors and other risks that affect our business is included in 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 in this press release are based on information currently available to us, and we assume no obligation to update these forward-looking statements in light of new information or future events.

Setting a New Industry Bar for Quality

Proactively replacing connectors before customers even notice (where possible).

1. SunPower identified a cracking issue that has developed over time in some factory-installed connectors within certain third-party commercial equipment supplied for Light Commercial Value-Added Reseller (CVAR) and Commercial & Industrial Solutions (CIS) systems. Residential equipment is unaffected.
2. There have been no reported safety incidents attributed to this issue, nor has there been any degradation of performance. Nevertheless, to avoid potential longer-term complications and ensure an excellent lifetime customer experience, we are proactively replacing all of these connectors.
3. We plan to replace the connectors in impacted equipment largely during 2022. Based on the testing that we have conducted, we expect systems to continue to operate safely while awaiting replacement.
4. We expect to take a ~\$27M related charge in Q4 2021 followed by another ~\$4M in Q1 as we pursue financial recovery from the suppliers. We intend to fund the charges with cash on hand.
5. **Customer trust is our mission.** Our commitment to quality means identifying issues before our customers do.

Preliminary Q4 Results ¹

Detailed results to be released on February 16.

1. Q4 GAAP Revenue is expected to fall within the previously guided range of \$361 to \$421 million. Excluding the charge, Q4 adjusted EBITDA results are expected to be at the low end of SunPower's previously disclosed guidance range of \$18-\$41M. ²
2. Factors reducing Q4 adjusted EBITDA below the midpoint include: \$6.5M Residential EBITDA pushed into 2022 due to CA weather and COVID impacts during Q4. Accelerated sales and marketing investment of \$3M in Q4 to support national residential expansion.
3. Recognized 113 MW Residential in Q4, up more than 20% sequentially vs Q3.
4. Residential lead generation hitting new highs: Largest retrofit customer backlog in our history at over 13,000 customers entering 2022. New Homes pipeline of 66,000 customers continues to ramp up.
5. Annualized storage bookings runrate >\$130M exiting 2021 vs prior guidance >\$100M.

1. These unaudited results are preliminary and prior to the completion of the company's annual independent audit and therefore are subject to adjustment. The company is not able to provide a quantitative reconciliation of the adjusted EBITDA guidance non-GAAP measures to the corresponding GAAP revenue measure without unreasonable efforts due to the preliminary nature of the results.
2. Legacy segment treated as GAAP-only with impending closure of final project in 2022.

SunPower Stands Behind Its Products

As a pure residential consumer products company, we are raising the industry's quality standard.

1. We are establishing a new high bar at SunPower for quality and customer experience with a proactive and customer-obsessed approach.
2. In addition to the most durable, efficient, fully integrated, and aesthetic solar systems on the market, SunPower is committed to a new level of customer attention that monitors for issues, thoroughly audits our suppliers, and makes corrections before customers even notice (where possible).
3. Customer care operation being strengthened in 2022 to ensure positive customer experience that generates more sales.
4. Enhancing operations leadership team:
 - a) Derek Kuzak joined in January as EVP for Supply Chain, Quality, and Field Operations with expertise in supply chain management and supplier quality at Amazon.
 - b) Nate Coleman joined in October as Chief Products Officer with prior experience at Sunrun and Tesla.

Our Transformation Continues on Track

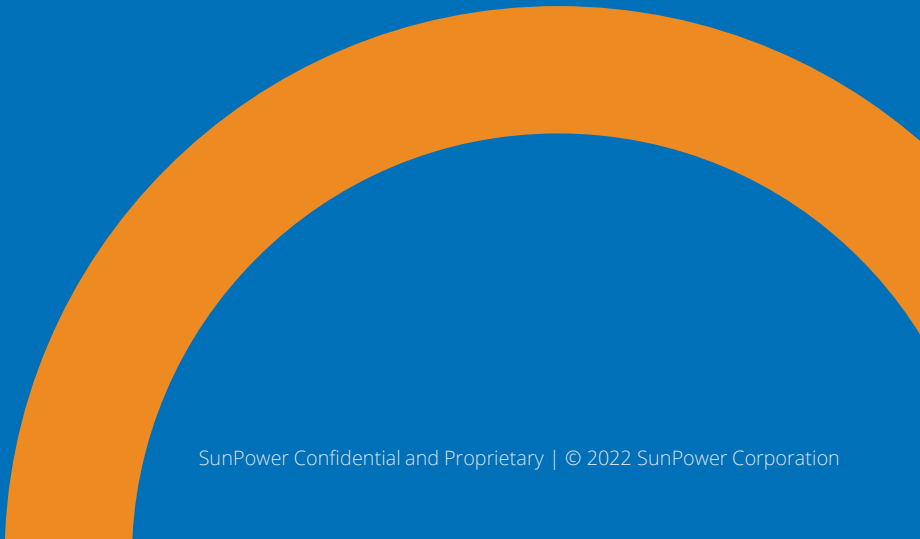
Creating the industry's leading residential customer experience.

1. Expect to finalize discussions for the sale of CIS within weeks.
2. Analyst Day planned for March 2022:
 - a) SunPower is now positioned to lead in a vast, largely untapped U.S. Residential solar market.
 - b) Expanding our geographic reach: New dealers, Blue Raven, SunPower Direct.
 - c) Working to reduce customer acquisition cost with new digital tools: mySunPower app.
 - d) Launching new products: Wider range of panel offerings. Larger batteries with whole home backup. Integrated EV charging with bi-directional capability via Wallbox partnership.
 - e) Building SunPower Financial into a world class financial services business with a new off-balance-sheet financing program with Credit Suisse and major customer experience improvements.

SUNPOWER®

Thank You

Changing the way our
world is powered



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