

Operating And Financial Metrics
\$ in Millions, unless otherwise noted

	Q1 FY22	Q2 FY22	Q3 FY22	Q4 FY22	FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	FY23
INCOME STATEMENT METRICS										
New Residential Customers	16,500	19,700	23,100	23,700	83,100	20,900	20,300	18,700	16,000	75,900
MWr - New Homes	17	19	20	20	76	16	13	16	20	64
MWr - Retrofit	52	63	69	77	261	70	74	66	55	265
MWr - Residential Systems	70	82	89	96	337	86	87	82	75	329
MWr - Residential Components	42	51	65	65	222	59	56	47	33	195
MWr - Residential	111	132	154	161	559	145	142	129	108	524
MWr - Legacy	16	12	6	2	36	0	0	0	0	0
Revenue - Residential Systems	273	321	362	392	1,348	346	368	349	305	1,368
Revenue - Residential Components	60	89	105	97	351	86	88	74	51	300
Revenue - Residential	333	410	467	489	1,699	432	456	423	356	1,667
Revenue - O&M and Other	3	4	4	4	14	4	4	4	5	17
Revenue - Legacy	14	11	6	5	36	1	1	3	1	5
GAAP Total Revenue	350	425	476	498	1,749	437	461	431	361	1,690
Gross Margin - Residential Systems	68	73	84	91	316	69	62	60	24	215
Gross Margin - Residential Components	17	28	33	24	102	20	16	16	3	55
Gross Margin - Residential	85	101	117	115	418	89	78	75	28	270
Gross Margin - O&M and Other	(3)	(4)	(2)	(2)	(11)	(3)	(3)	(3)	(4)	(13)
Gross Margin - Legacy	1	2	2	2	7	(1)	(2)	1	(7)	(9)
GAAP Gross Margin	83	99	117	115	414	84	73	73	16	247
Gross margin %	23.6%	23.4%	24.6%	23.0%	23.7%	19.3%	15.9%	17.0%	4.5%	14.6%
Sales and Marketing	29	32	34	30	126	34	32	33	30	128
Product	3	4	4	3	15	5	3	3	3	14
Digital	9	12	11	13	46	15	14	16	17	62
Operating Expense - Other (Admin, Operations, IT, Customer Care, Risk, Legal, etc)	29	34	35	34	132	35	30	32	33	129
Operating Expense - Legacy	4	2	1	1	8	2	2	0	1	5
Operating Expense - Corp (Admin, Finance, etc)	6	9	8	9	32	11	7	8	13	39
Operating expenses	81	93	95	89	358	102	88	91	97	377
Other Income (expense)	0	(0)	(3)	(2)	(5)	(0)	0	0	(1)	(1)
Depreciation (add back)	3	4	5	7	19	9	12	12	14	47
Adjusted EBITDA	5	10	25	31	70	(9)	(3)	(5)	(68)	(84)
SunPower Lease Portfolio										
Lease Cumulative MW	728	737	749	763	763	774	791	818	849	849
Lease Cumulative Customers	94,849	96,393	98,147	100,273	100,273	101,892	104,020	107,230	110,906	110,906
SunPower share of lease net retained value	280	290	250	260	260	270	280	300	320	320
BALANCE SHEET METRICS										
Net Recourse Debt	282	218	28	48	48	77	164	143	208	208
Diluted Weighted average shares (Non-GAAP)	175	175	175	176	0	175	175	175	175	0
KEY METRICS BY BUSINESS UNITS										
Residential metrics										
MWr - Residential Total	111	132	154	161	559	145	142	129	108	524
KEY METRICS in \$/W										
Systems - REV/w	3.92	3.93	4.07	4.07	4.01	4.04	4.25	4.25	4.08	4.15
Residential Products - REV/w	1.43	1.76	1.61	1.51	1.58	1.47	1.59	1.57	1.53	1.54
Residential - REV/w	2.98	3.10	3.03	3.04	3.04	2.99	3.21	3.27	3.29	3.18
Systems - GM/w	0.98	0.90	0.95	0.94	0.94	0.80	0.71	0.72	0.33	0.65
Residential Products - GM/w	0.40	0.55	0.51	0.38	0.46	0.34	0.29	0.33	0.10	0.28
Residential - GM/w	0.76	0.76	0.76	0.72	0.75	0.61	0.55	0.58	0.26	0.51
Other Key metrics										
% of Residential Systems Sales (Based on MWr)	62%	62%	58%	60%	60%	59%	61%	63%	69%	63%
Residential Customers ('00)	443,800	463,600	486,700	510,400	510,400	531,300	551,700	570,500	586,300	586,300

Note 1 - Key Metrics in \$/W including Revenue, GM from SPWR financials

Note 2 - Beginning in the second quarter of fiscal 2023, we are no longer excluding non-GAAP adjustments related to "Transition Costs" and "Results of operations of businesses exited/to be exited" from our non-GAAP results, with the exception of certain charges related to our legacy power plant and development projects sold in fiscal 2018 and 2019. All comparative periods from 2022 have been adjusted to reflect the current presentation. Totals may not foot due to rounding.

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.

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.

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 underlyne assets collateralized.

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.