

Operating and Financial metrics

\$ in millions, unless otherwise noted

	Q4 FY19	FY19	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY20	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	FY21
INCOME STATEMENT METRICS (Excl CIS and Legacy)												
MWr - New Homes	10	34	10	11	11	13	45	15	16	18	17	66
MWr - Retrofit	33	127	30	20	25	31	106	28	30	32	49	139
MWr - Residential Systems	43	161	40	31	36	44	151	43	46	50	66	205
MWr - Residential Components	39	118	30	20	32	43	126	34	37	42	49	162
MWr - Residential	82	279	71	51	68	87	276	77	83	92	115	367
New Residential Customers	12,000	40,000	12,000	8,000	11,000	13,000	44,000	12,000	13,000	14,200	17,100	56,300
MWr - Light Commercial Products	50	128	38	25	20	33	116	20	24	18	28	90
Revenue - Residential Systems	152	554	151	107	124	160	541	165	171	197	247	780
Revenue - Residential Components	59	186	44	29	47	66	186	51	57	63	71	241
Revenue - Residential	211	740	195	136	171	225	727	216	228	260	318	1,021
Revenue - Light Commercial	41	112	32	18	20	28	97	16	19	15	22	72
Revenue - Other	5	12	6	6	7	5	24	7	7	7	8	28
Revenue - Residential and Light Commercial	257	864	232	160	198	258	848	238	254	282	348	1,121
Total Revenue	257	864	232	160	198	258	848	238	254	282	348	1,121
<i>Revenue - REV/w</i>	1.95	2.13	2.13	2.12	2.24	2.16	2.16	2.47	2.37	2.55	2.43	2.45
Gross Margin - Residential Systems	15	27	16	15	13	30	74	32	34	43	58	168
Gross Margin - Residential Components	20	61	15	9	18	25	68	18	21	20	23	81
Gross Margin - Residential	35	87	31	24	31	55	142	50	55	63	81	249
Gross Margin - Residential and Light Commercial Other	5	13	4	2	2	7	14	3	3	2	(17)	(10)
Gross Margin - Other	4	8	(1)	(0)	1	(0)	0	0	(0)	(2)	(2)	(4)
Gross Margin - Residential and Light Commercial	44	109	34	26	35	62	156	53	57	63	62	235
Gross Margin - Corp	3	15	11	(4)	2	6	15	0	0	(0)	(0)	1
Gross Margin	47	124	44	22	37	67.3	171	53	58	63	62	236
<i>Gross margin - GM/w</i>	0.36	0.30	0.41	0.29	0.42	0.56	0.44	0.55	0.54	0.57	0.43	0.52
Sales and Marketing	7	29	9	6	5	9	29	10	11	13	26	60
Product	4	16	3	3	3	3	13	3	3	2	2	10
Digital	4	14	4	4	4	5	16	6	5	5	4	20
Other Operating Expense - Residential and Light Commercial	8	26	11	9	9	12	41	13	14	14	23	64
Operating Expense - Corp	8	42	8	8	8	6	29	6	5	5	1	18
Operating expenses	31	127	35	30	29	34	129	38	38	39	57	171
Other Income (expense)	3	0	0	0	(0)	(0)	0	1	0	(0)	(0)	1
Depreciation	3	20	3	4	4	2	13	3	3	2	3	11
Adjusted EBITDA - Residential	18	29	12	8	14	34	68	26	29	34	32	121
Adjusted EBITDA	22	17	13	(4)	12	35	55	19	23	26	7	76
Adjusted EBITDA before Product and Digital - Residential	24	53	18	14	20	40	92	33	36	40	38	146
<i>Adjusted EBITDA per customer</i>	2,000	1,300	1,500	1,700	1,800	3,000	2,100	2,700	2,700	2,800	2,200	2,600
SunPower Lease Portfolio												
Lease Cumulative MW	619	619	633	645	657	670	670	681	694	706	718	718
Lease Cumulative Customers	78,454	78,454	80,833	82,985	85,120	87,252	87,252	89,185	91,410	91,102	93,099	93,099
SunPower share of lease net retained value	205	205	186	191	198	211	211	216	226	242	254	254
BALANCE SHEET METRICS												
Total Recourse Debt	889	889	802	796	753	514	514	514	423	422	424	424
Cash and Cash equivalents	423	423	205	234	324	233	233	213	140	269	127	127
Restricted cash	36	36	39	26	25	14	14	16	11	12	21	21
Cash Balance including restricted	459	459	244	261	349	247	247	229	152	281	149	149
Net Recourse Debt	466	466	596	561	428	281	281	300	283	154	297	297
ENPH - number of shares	6.5	6.5	5.5	5.5	4.5	3.5	3.5	3.5	3.5	2.5	2.5	2.5
Stock price	27	27	32	45	74	176	176	163	186	155	183	183
Enphase	174	174	178	249	331	615	615	569	652	388	457	457
Diluted Weighted average shares (Non-GAAP)	156	169	170	170	170	193	193	192	176	176	173	173
KEY METRICS BY BUSINESS UNITS												
<i>Residential & Light commercial - metrics</i>												
MWr - Systems	43	157	40	30	35	43	149	43	46	50	65	204
MWr - Residential Components	39	118	30	20	32	43	126	34	37	42	49	162
MWr - Residential Other	0	4	(0)	0	1	0	1	(0)	0	0	1	1
MWr - Residential Total	82	279	71	51	68	87	276	77	83	92	115	367
MWr - Light commercial	50	128	38	25	20	33	116	20	24	18	28	90
MWr - Residential & Light Commercial	132	406	109	75	88	119	392	97	107	111	143	457
<i>KEY METRICS in \$/W - RLC</i>												
Systems - REV/w	3.56	3.53	3.73	3.51	3.54	3.68	3.63	3.82	3.73	3.95	3.80	3.83
Residential Components - REV/w	1.50	1.57	1.46	1.44	1.46	1.52	1.48	1.50	1.54	1.48	1.45	1.49
Residential - REV/w	2.57	2.65	2.76	2.67	2.52	2.59	2.63	2.80	2.75	2.81	2.77	2.78
Light Commercial - REV/w	0.82	0.88	0.83	0.74	0.96	0.85	0.84	0.80	0.80	0.83	0.78	0.80
Residential & Light Commercial - REV/w	1.91	2.10	2.08	2.04	2.16	2.12	2.10	2.40	2.31	2.48	2.38	2.39
Systems - GM/w	0.37	0.20	0.50	0.52	0.46	0.72	0.56	0.80	0.77	0.91	0.91	0.86
Residential Components - GM/w	0.49	0.47	0.35	0.43	0.47	0.56	0.46	0.45	0.53	0.43	0.45	0.46
Residential - GM/w	0.43	0.31	0.43	0.48	0.46	0.64	0.51	0.65	0.66	0.69	0.71	0.68
Light Commercial - GM/w	0.10	0.10	0.09	0.07	0.11	0.20	0.12	0.15	0.12	0.08	(0.61)	(0.11)
Residential & Light Commercial - GM/w	0.30	0.25	0.31	0.35	0.38	0.52	0.40	0.55	0.54	0.59	0.45	0.52
RLC Other Key metrics												
% of Residential Systems sales	52%	56%	57%	60%	51%	50%	54%	56%	55%	54%	57%	56%
RLC - Installed base - MWs	2,674	2,674	2,783	2,858	2,948	3,068	3,068	3,164	3,274	3,323	3,611	3,611
Total Residential Customers ('00)	307,000	307,000	319,000	327,000	338,000	351,000	351,000	363,000	376,000	390,200	427,300	427,300
CIS + Legacy Business												
MWr - C&I/Legacy	(172)	(478)	23	15	20	33	91	31	18	11	11	71
Revenue - C&I/Legacy	148	356	64	58	77	84	282	68	55	42	37	201
Adjusted EBITDA - C&I/Legacy	35	42	(15)	(0)	(3)	3	(15)	(0)	(1)	(9)	(15)	(25)
Adjusted EBITDA - Total SunPower	57	59	(3)	(4)	9	39	40	19	22	17	(8)	51

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.

Prior period numbers

For all the periods prior to the Maxeon Spin-Off, the financial results are based on our carveout of amounts attributable to the Company after giving effect to Maxeon Solar as discontinued operations. The financial information included herein is unaudited and reflect adjustments, including carveout 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 our RLC segment that offers its solutions in three distinct categories under Residential, Light Commercial and New Homes and 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 a 5.5 - 5.75% 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. 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.

Other income (expense)

Other income (expense) is calculated as a derived number for modelling purposes only and includes the impact of the unaudited carve out adjustments.

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.