

DEMAND BETTER SOLAR®

SUNPOWER®







# Industry Leading, Trusted Solar Provider

## Financially sound, stable company

- Publicly traded company (NASDAQ: SPWR)
- Based in the United States with headquarters in Silicon Valley
- Majority shareholder is Total S.A. which ranks within the top 30 largest companies in the world<sup>5</sup>
- Globally diversified with more than 6,500 employees



## SunPower is peace of mind

- 100% focus on solar
- More than 30 years of industry leadership
- Over 1,000 global patents
- The only home solar warranty to cover your whole system (not just the panels):
  - 25 years—panels, inverters, racking, labor and power production
  - 10 years—monitoring hardware

\*See Important Information page for details.



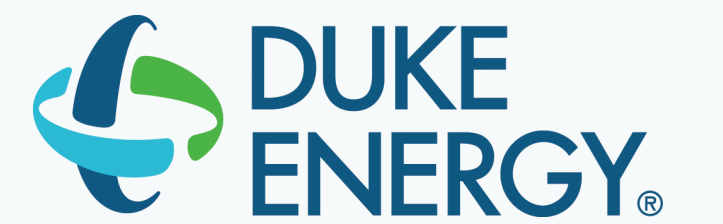
# More Homeowners and Businesses Choose SunPower

- One of the largest residential and commercial installer bases in the United States
- Over 500,000 residential installations worldwide
- Over 27 million panels installed across the globe in every climate imaginable
- Offering the SunPower® Equinox™ system, the only complete home solar system designed and engineered by one company



## WHAT YOU NEED TO KNOW

What brand of panels are being recommended for your roof?







# SunPower® Maxeon® Technology

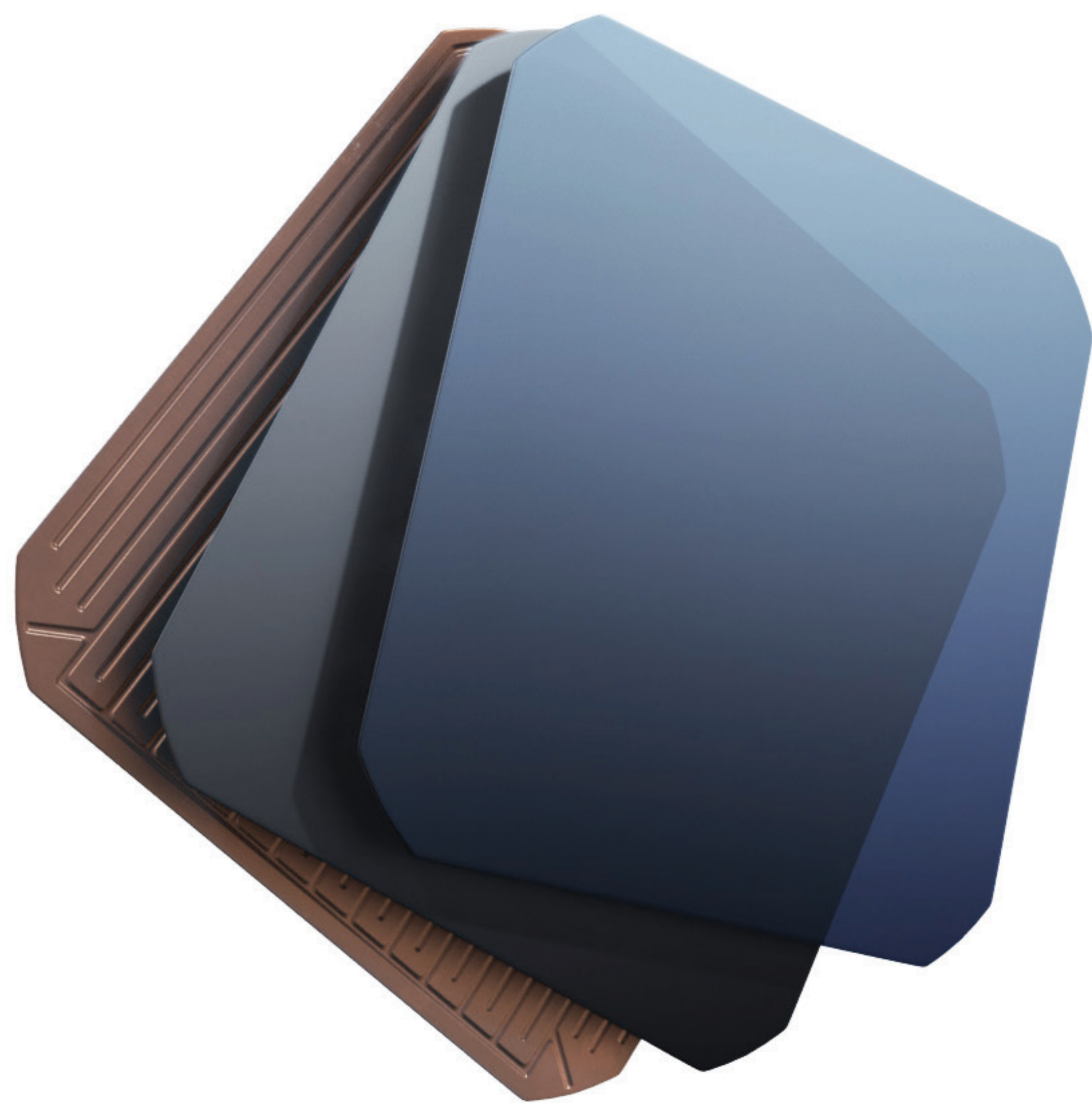
Our Maxeon® solar cell is fundamentally different. And dramatically better. With its unique metal foundation, our cell delivers unmatched reliability,<sup>2</sup> more power and a premium look you won't find anywhere else. Talk about better solar.

\*See Important Information page for details.

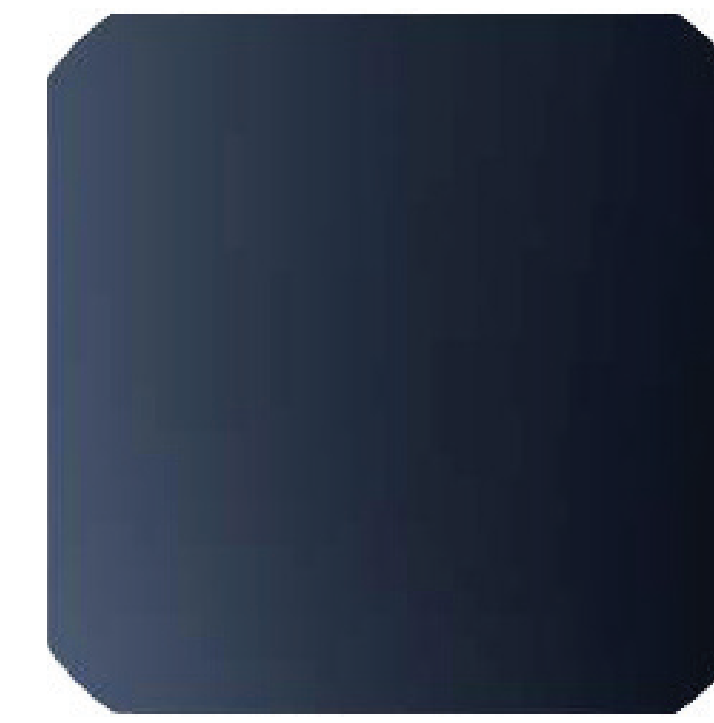


# Better Cells for Better Solar

- Converts sunlight to energy at record levels of efficiency
- Produces up to 60% more energy in the same space over the first 25 years<sup>3</sup>
- Unique surface resists corrosion
- Solid metal backing generates energy, even when cracked



## SunPower® Maxeon® Solar Cells



Produce up to 45% more energy than conventional cells in the first year.<sup>3</sup>



Uses a metal backing to help add strength and resist corrosion.

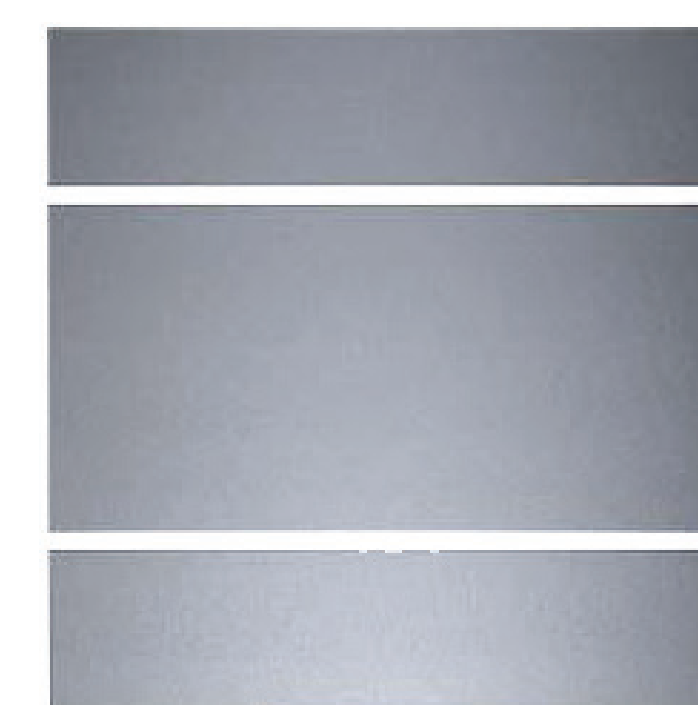


Thick, robust connectors flex as temperatures rise and fall.

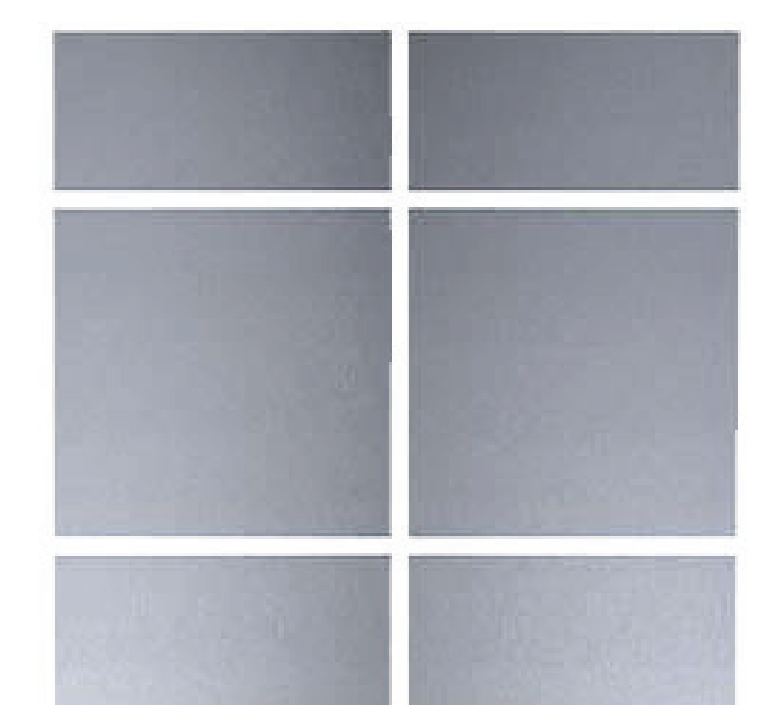
## Conventional Solar Cells



Connections made of metal paste block light and corrode over time.



Metal paste is fragile and cracks easily.



Cell is rendered useless with even the slightest broken connection.

\*See Important Information page for details.



# The Power of One<sup>®</sup>

## SunPower<sup>®</sup> Equinox<sup>™</sup>

The only complete home solar system designed and engineered by one company to deliver an unmatched combination of high energy production and excellent lifetime savings for your home.

- **Power:** Generates electricity with the highest efficiency for solar panels on the market,<sup>1</sup> producing up to 60% more energy in the same space over the first 25 years<sup>3</sup> and an expected useful life of more than 40 years.<sup>7</sup>
- **Design:** Intelligently designed by SunPower to provide optimal performance with elegant aesthetics.
- **Reliability:** Rigorously tested for endurance in real world conditions and backed by the industry-leading SunPower Complete Confidence Warranty.
- **Storage:** SunPower<sup>®</sup> Equinox<sup>™</sup> is now compatible with a number of battery storage solutions.

\*See Important Information page for details.





# The SunPower® Equinox™ System

## SunPower® AC Panels

High efficiency solar panels provide maximum energy production

## SunPower® Maxeon® Solar Cells

Robust back-contact design for unmatched reliability<sup>2</sup>

## Built-in Microinverters

Advanced technology to maximize the power production of each panel

## InvisiMount® Hardware

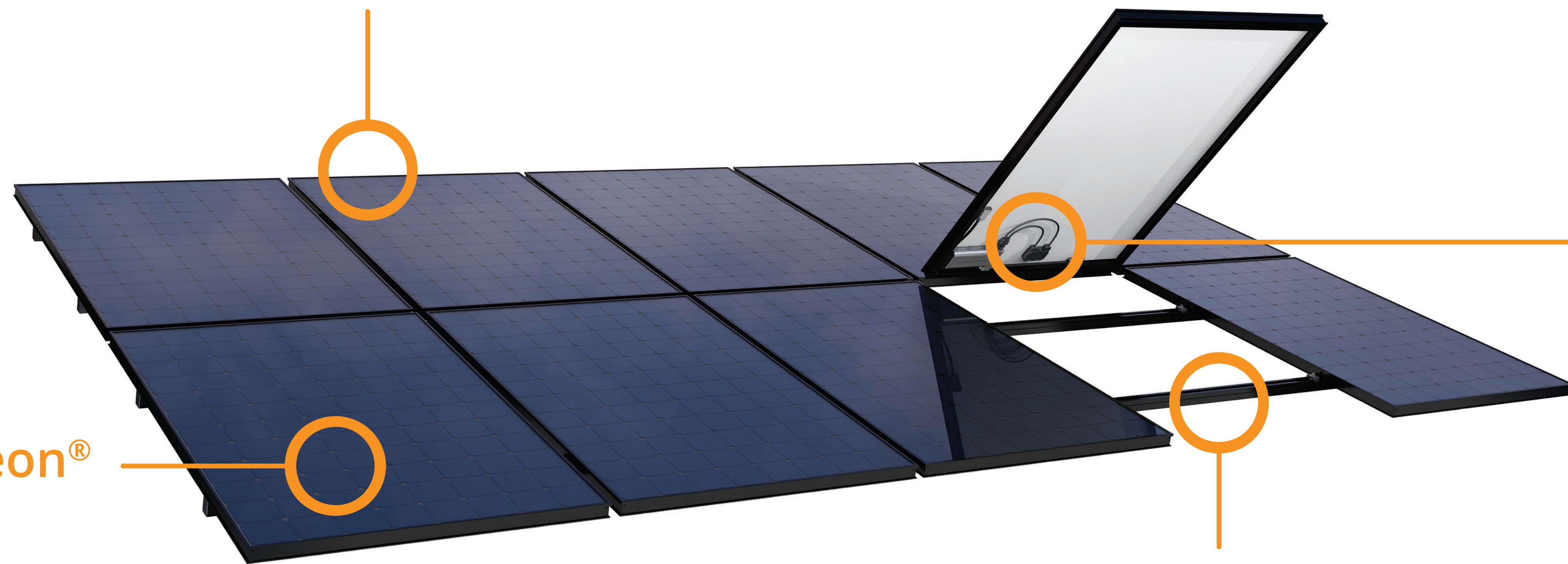
Hidden rails make panels appear as if they are floating

## EnergyLink® Software

Real-time insights for intuitive home energy management

## EnergyLink® Hardware

Designed to provide reliable connectivity



\*See Important Information page for details.





# Record-Setting Solar Technology

## Efficiency matters

The same high efficiency solar technology powering pioneers across the globe is the same innovative technology that can help power a record of your own—lower electricity bills.

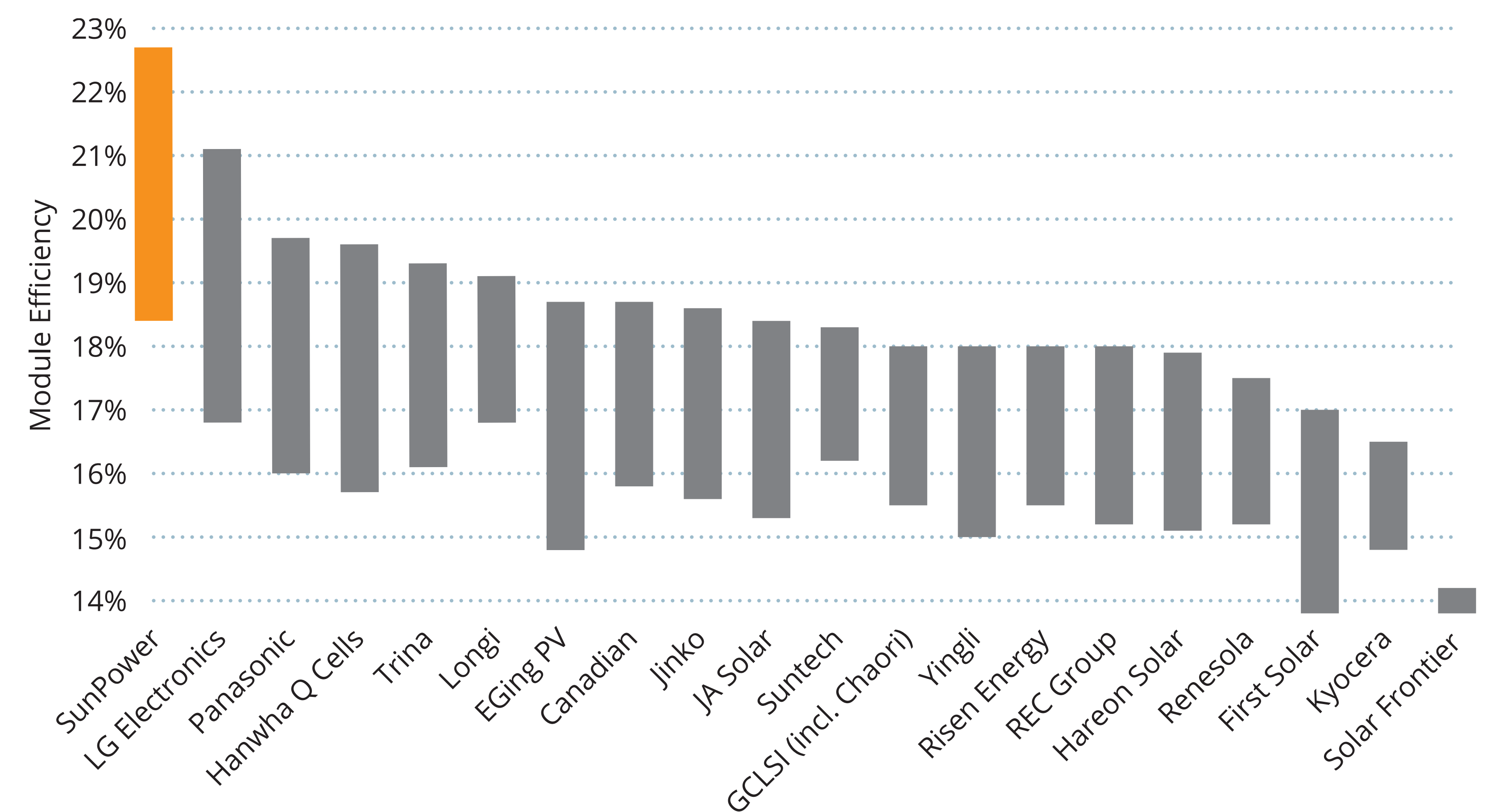


Diagram values compiled from manufacturer websites, January 2018.

- SunPower® X-Series panels have efficiency ratings above 22%,<sup>4</sup> producing more energy in the same space over the warrantied life of the system compared to conventional panels<sup>9</sup>
- SunPower uses high grade n-type monocrystalline wafers and thick plated metal for superior efficiency



## WHAT YOU NEED TO KNOW

What is the efficiency of the panels you have been recommended?

\*See Important Information page for details.



# More Energy in Less Space



8kW — Fill up the roof



8kW — More power means fewer panels



11kW — Option to expand in the future

- **More Energy**

SunPower® panels produce up to 60% more energy from the same space over 25 years than conventional panels.<sup>3</sup>

- **More Space**

Extra room on your roof means space to grow for future energy needs: a pool, remodel, electric vehicle, etc.

- **More Sleek**

Our modern, streamlined design looks great on most any style of architecture or roofing material.

\*See Important Information page for details.



# Better Warranty

Every part of your SunPower® Equinox™ system is meticulously designed to work perfectly together, and rigorously tested for long-term reliability. That's why the SunPower® Complete Confidence Warranty is the only solar warranty to cover your whole system (not just the panels).



## Complete system warranty

The SunPower warranty ensures both product quality and the highest power production in the industry.



## Complete service warranty

It's the best warranty you may never have to use. But if you do, we make it simple and quick.

### 25 years

- Panels
- Microinverters
- Racking
- Power production
- Labor

### 10 years

- Monitoring hardware



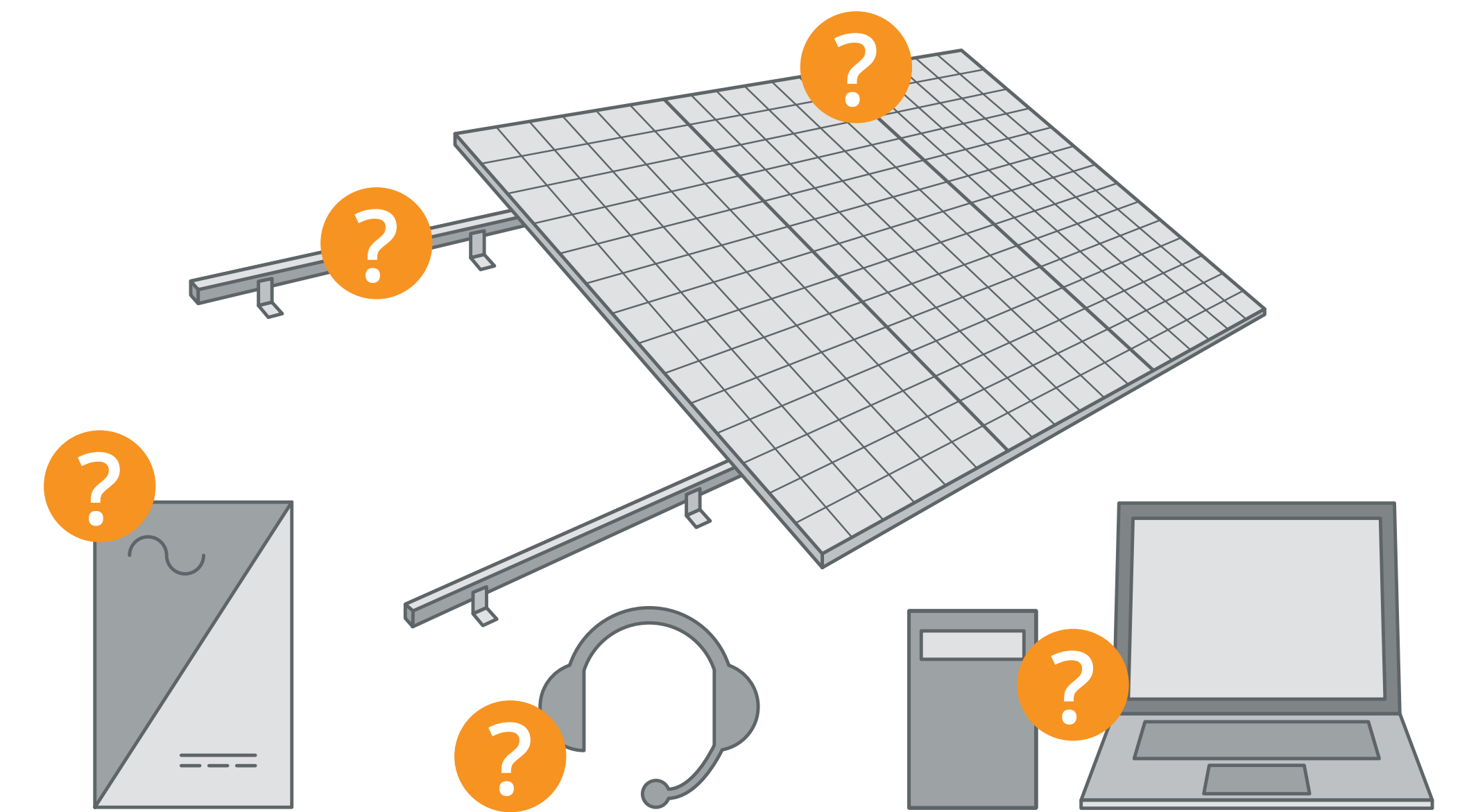


# Complete System Warranty

Every part of your SunPower® Equinox™ system is designed and backed by one manufacturer. That way you never have to wonder which company you can depend on.

- **One company:** The only company that stands behind your entire system, backed by more than \$160M in long-term warranty reserves.<sup>10,11</sup>
- **Easy process:** No need for receipts, proof of purchase or written claims.
- **Most comprehensive coverage:** 25 years for panels, microinverters, racking, power production and labor. 10 years for monitoring technology.
- **Product and power:** Full coverage for quality of product and solar power produced.
- **Highest power production:** With a 0.25% degradation rate (lowest in the industry<sup>8</sup>), you can be confident that your SunPower® system will produce more than any other system—now, and for many years to come.

\*See Important Information page for details.



## Conventional System

Each part is made and warranted by a different manufacturer.



## SunPower System

One company covers everything.<sup>†</sup>

<sup>†</sup>Smartphone and laptop not included



# Better Production

One of the most important factors to consider is the amount of electricity a solar system actually produces in kilowatt-hours. Compared to Conventional Panels, SunPower panels produce:

- More energy per rated watt over 25 years<sup>3</sup>
- More electricity at higher temperatures and throughout the day, with better energy conversion across the light spectrum
- More power over time, thanks to the lowest degradation rate in the industry<sup>8</sup>

\*See Important Information page for details.





A high-angle photograph of two solar installers working on a dark, sloped roof. The installer in the foreground is a man with a beard, wearing a blue long-sleeved shirt, a white hard hat, safety glasses, and a red safety harness. He is leaning forward, working on the roof. Another installer is visible in the background, also wearing a blue shirt and a white hard hat. The background shows a multi-story house with light-colored siding and several windows. The overall scene is bright and clear, suggesting a sunny day.

# Better Network of Installation Contractors

You can count on your local SunPower-certified installation contractors to provide the highest standards of quality and customer service.

- Our SunPower-certified network of installation contractors are the elite of the solar industry, rigorously selected, trained and certified
- Installation contractors receive industry-leading design and installation training on SunPower products



# The SunPower Difference

- **Over 30 years of industry leadership**

Let our expertise be your peace of mind. We engineer our products from start to finish and stand behind the entire experience.

- **Reliability you can count on**

We innovate relentlessly to deliver the most advanced technology that stands up to real world conditions.

- **Highest efficiency**

With the highest efficiency solar panels available for your roof,<sup>1</sup> your maximum energy savings starts from the day you switch your system on.

- **Better today and tomorrow**

Designed for optimal performance and longevity, our panels deliver up to 60% more energy in the same space over 25 years versus conventional panels.<sup>3</sup>

\*See Important Information page for details.





# Your Next Steps to Going Solar

1

## Review your utility bill

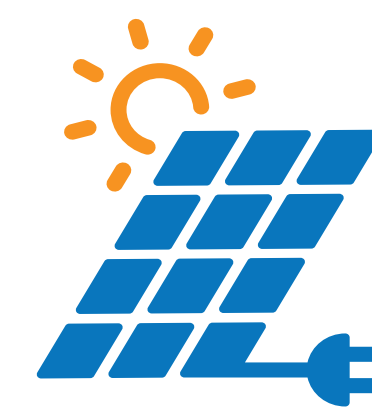
This is where you'll discover how much you can save.



2

## Explore your options

From configuration, to product and financing, there are convenient options for you to consider.



3

## Choose a customized system

Make the most of your roof size and sun exposure with a system customized to your energy needs.



\*See Important Information page for details.





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## Important Information

1 Based on search of datasheet values from websites of top 20 manufacturers per IHS, as of January 2018.

2 #1 rank in "Fraunhofer PV Durability Initiative for Solar Modules: Part 3". PVTech Power Magazine, 2015. Campeau, Z. et al. "SunPower Module Degradation Rate," SunPower white paper, 2013.

3 SunPower X-Series panels produce 60% more energy in the same space over 25 years, SunPower 360W compared to a Conventional Panel on same sized arrays (260W, 16% efficient, approx. 1.6 m<sup>2</sup>), 4% more energy per watt (based on 3pty module characterization and PVSIM), 0.75%/yr slower degradation (Campeau, Z. et al. "SunPower Module Degradation Rate," SunPower white paper, 2013).

4 Based on average of measured power values during production. For more information, see: SunPower X22-360-C-AC Data Sheet <https://us.sunpower.com/sites/sunpower/files/media-library/data-sheets/dsx22-series-360-residential-ac-modules.pdf>

5 Source: 2017 Fortune Global 500.

6 Analysis of the SunPower Equinox system versus residential solar systems containing conventional panels, string inverters and racking hardware.

7 SunPower Module 40-Year Useful Life," SunPower white paper. 2013. Useful life is 99 out of 100 panels operating at more than 70% of rated power."

8 Jordan, D. et. al. "Robust PV Degradation Methodology and Application." PVSC 2017 pre-print.

9 SunPower provides a 25 year Combined Power and Product Warranty on their residential systems.

10 SunPower Long Term Warranty Accrual as of 2016.

11 SunPower Quarterly Report, Filed 2, Nov 2017. <http://investors.sunpower.com>

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