# MAXEON INVESTOR PRESENTATION JUNE 2023



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## Safe harbor statement

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, including, but not limited to, statements regarding: (a) our expectations regarding pricing trends, demand and growth projections; (b) potential disruptions to our operations and supply chain that may result from epidemics, natural disasters or military conflicts, including the duration, scope and impact on the demand for our products and market disruptions from the war in Ukraine; (c) anticipated product launch timing and our expectations regarding ramp, customer acceptance and demand, upsell and expansion opportunities; (d) our expectations and plans for short- and long-term strategy, including our anticipated areas of focus and investment, market expansion, product and technology focus, and projected growth and profitability; (e) our ability to meet short-term and long-term material cash requirements, our ability to complete an equity or debt offering at favorable terms, if at all, and our overall liquidity, substantial indebtedness and ability to obtain additional financing; (f) our technology outlook, including anticipated capacity expansion, fab utilization and expected ramp and production timelines for the Company's Maxeon 6, next-generation Maxeon 7 and Performance line solar panels, expected cost reductions, and future performance; (g) our strategic goals and plans, including partnership discussions with respect to the Company's next generation technology, and our relationships with existing customers, suppliers and partners, and our ability to achieve and maintain them; (h) our expectations regarding our future performance and revenues resulting from contracted orders, bookings, backlog, pipelines in our sales channels and feedback from our partners; and (i) our projected effective tax rate and changes to the valuation allowance related to our deferred tax assets. The forward-looking statements can be also identified by terminology such as "may," "projects," "indicate," "expects," "anticipates," "future," "plans," "believes," "estimates," "outlook" and similar statements. 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 report on Form 20-F, particularly under the heading "Risk Factors", and our report on Form 6-K furnished with the SEC on May 10, 2023. All forward-looking statements 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.



# INTRODUCTION TO MAXEON

## Founded in 2020 as a spin-off of SunPower Corporation, Maxeon leverages 38 years of global experience.

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# Maxeon at a Glance

Headquarters	Singapore
2022 revenues	\$1 Billion+
Employees	5,000+
Experience	+48 Million solar panels deployed
Global reach	100+ Global Markets + Residential Panel Supply Agreement to SunPower Corp & Greentech in the US
Customer segments	Residential   Commercial   Power Plants
Channels to market	~1,700 Sales & Installation Partners
Customer-facing brands	SunPower Brand in most of the world Maxeon Brand in U.S. and Japan markets
2022 volume	~2,000 MW
Number of customers	+1,000,000
Manufacturing capacity	IBC <sup>1</sup> : 1 GW   P-Series: 1.8 GW <sup>2</sup>   12 GW through JV <sup>3</sup>

<sup>1</sup> IBC: Interdigitated Back Contact ("IBC") technology.

<sup>2</sup> 1.8 GW target capacity; majority of capacity operational as of January 1, 2023.

<sup>3</sup> JV: Huansheng Photovoltaic (Jiangsu) Co., Ltd. ("HSPV").

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## **MAXEON'S HISTORY**

Since its inception as part of SunPower and continuing since its spin-off, Maxeon has been on the cutting edge of innovative solar panel technology

<ul> <li>1985</li> <li>SunPower was founded by Dr. Richard Swanson</li> <li>1990s</li> <li>SunPower solar technology was used to power innovative applications for solar power race cars and airplanes</li> </ul>	<ul> <li>2011 Total acquired majority interest in SunPower for \$1.37 billion</li> <li>2016 Entered into Huansheng joint venture with TZS to manufacture P-Series products in China</li> </ul>	<ul> <li>Jul. 2020         Completed the issuance of \$200 million 6.50% green convertible senior notes     </li> <li>Aug. 2020         SunPower spin-off completed. Maxeon begins trading on the NASDAQ     </li> </ul>	<ul> <li>Apr. 2021         Completed a ~\$144 million public follow-on offering and a \$34 million private placement to TZE     </li> <li>Apr. 2021         Announced 1.8 GW North American P-series expansion to supply U.S. large-scale market     </li> </ul>	May 5, 2022 Introduced SunPower ONE, an integrated home energy ecosystem May 26, 2022 Announced an agreement with Greentech to expand U.S. distribution capabilities	Jan. 5, 2023 Announced an extension of supply relationship with SunPower through 2025
1980s – 2000s	2010s	2020	2021	2022	2023

## **OUR SHAREHOLDERS**

## TCL 中环

## **TCL Zhonghuan Renewable Energy Co.** ("TZE")

- Upstream Partner
- \$9.9 billion in sales (2022)
- One of the largest wafer manufacturers: 140GW in FY2022 and 180GW in FY2023
- Innovation leader—G12 wafers
- Trusted partner—several JV's since 2012



• ~\$281 billion in sales (2022)

- Growing renewables presence with emphasis on solar
- 100 GW commitment to renewables by 2030
- Significant customer of Maxeon's panel technology



# MAXEON'S STRATEGY

Extend our solar panel technology leadership, leverage our global brand and channel by expanding beyond the panel in key global DG markets

# Deaften (DC)

- Rooftop (DG)
- Continue to deploy the world's highest performance panel technology, at scale
- Strengthen our installerpartners' long-term business potential
- Enable customers to manage their energy environment

#### **Utility-Scale**

Maintain leading edge product performance Key near-term focus on the U.S. market Customer-financed capacity expansions Multi-year contracted

backlog

Focus on the US market, capitalize on our unique North American supply chain and reputation, leverage incentives (IRA, DOE loan) and customer co-investment

## A LEADING PROVIDER OF PREMIUM SOLAR TECHNOLOGY...

# Ongoing innovation has led to seven generations of ever-improving IBC solar technology



First >20% Efficient Solar Cell

First 400W Residential Panel

GEN 1	GEN 2	GEN 3	GEN 5 & 6	GEN 7	NEXT GENERATION
2004 First commercially available IBC solar cells.	2007 <b>New architecture.</b> First IBC laser processing, higher efficiency, lower cost.	2015 <b>New architecture.</b> First commercial tunnel junction solar cells, higher efficiency.	2019 <b>Simplified process.</b> Larger wafer size, reduced cost.	2023+ <b>New architecture.</b> Higher efficiency, inherently safer operation.	2024+ Novel low cost metallization, radical process simplification.

## ... OFFERING TODAY TWO INNOVATIVE PANEL TECHNOLOGIES

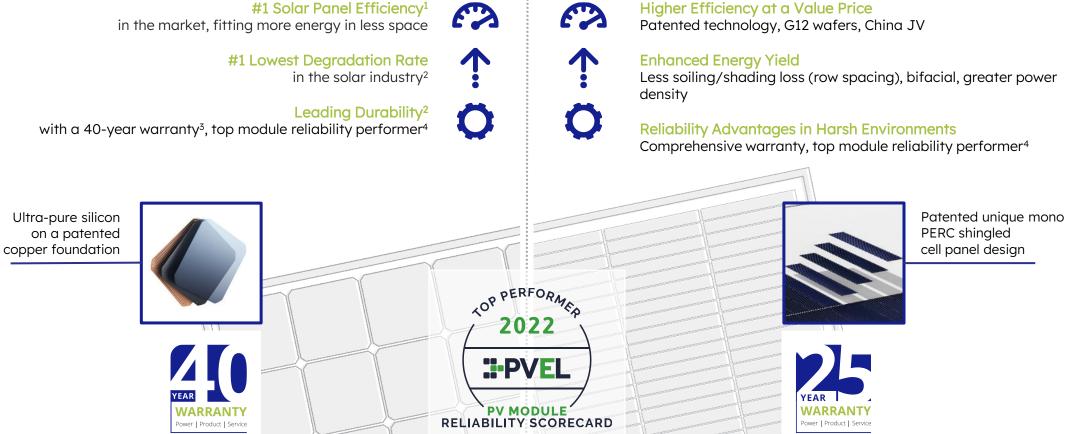
MAXEON

#### Fundamentally different, and better

#1 Solar Panel Efficiency<sup>1</sup> in the market, fitting more energy in less space

### PERFORMANCE

Making the conventional, exceptional



## **EXPANDING IBC CAPACITY BY ~50% WITH MAXEON 7**

#### 500MW of planned incremental cell capacity in the Philippines

- Utilizes previously mothballed facility, now designated "Fab 5"
- Within < 1 hour drive of existing Fab4, site of Maxeon 7 pilot line
- Module-assembly at existing Maxeon Modcos
- Volume ramp planned to start 2H24

# Incremental volume focused on market share expansion in core DG markets

- Expand supply volume into Maxeon's new US residential channel highest global ASPs
- Increase IBC volume into European channel to rebalance mix vs. Performance Line sales

## Expected to be World's Most Efficient Solar Panels at ~24% Module Efficiency



Leading IBC efficiency and power Strong reliability and maximized yield:

- Among highest efficiency on the market
- Higher energy production, especially in sites with shade
- Hotspots & shading resilience from lower reverse bias safe and reliable operation
- Premium BOM eliminates corrosion

Backed by the industry's longest warranty

## DIFFERENTIATED SALES CHANNELS IN DG

### **Differentiated Sales, Marketing and Distribution Channels**

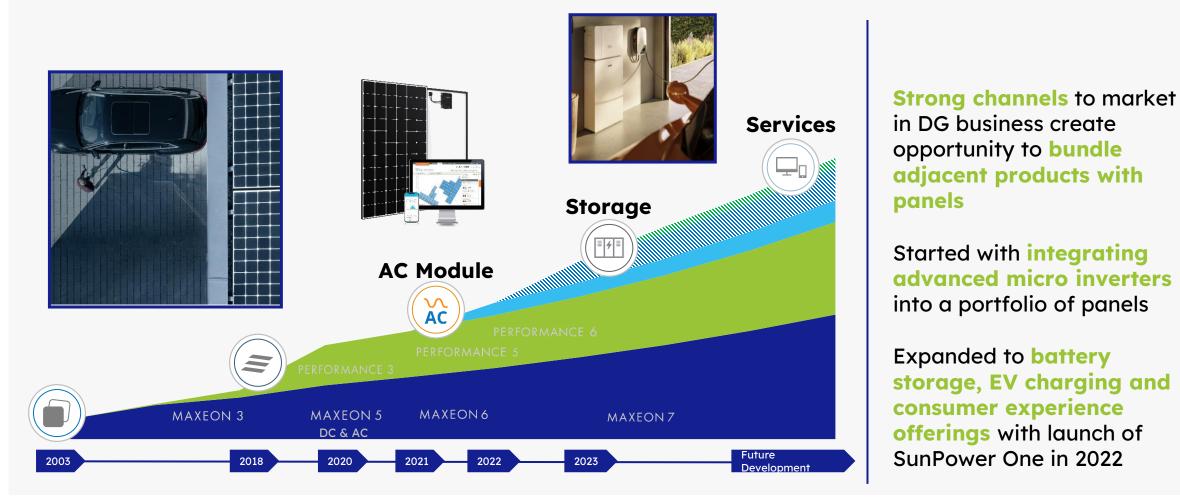
- 1 Strong relationships with dealer/installers, distributors and white label partners globally support reliable distribution channels
- 2 Expansion of SunPower relationship: new commercial terms for 2023 and mutual exclusivity for Maxeon 6 in the U.S. through 2025
- Orthous Partnership with Greentech Renewables to gain access to U.S. distribution channel and leverage Greentech's distribution capabilities
- 4 In 2023, Maxeon rolled out a multi-tiered channel program in the U.S., similar to its European structure

#### **Maxeon's Channel Model**

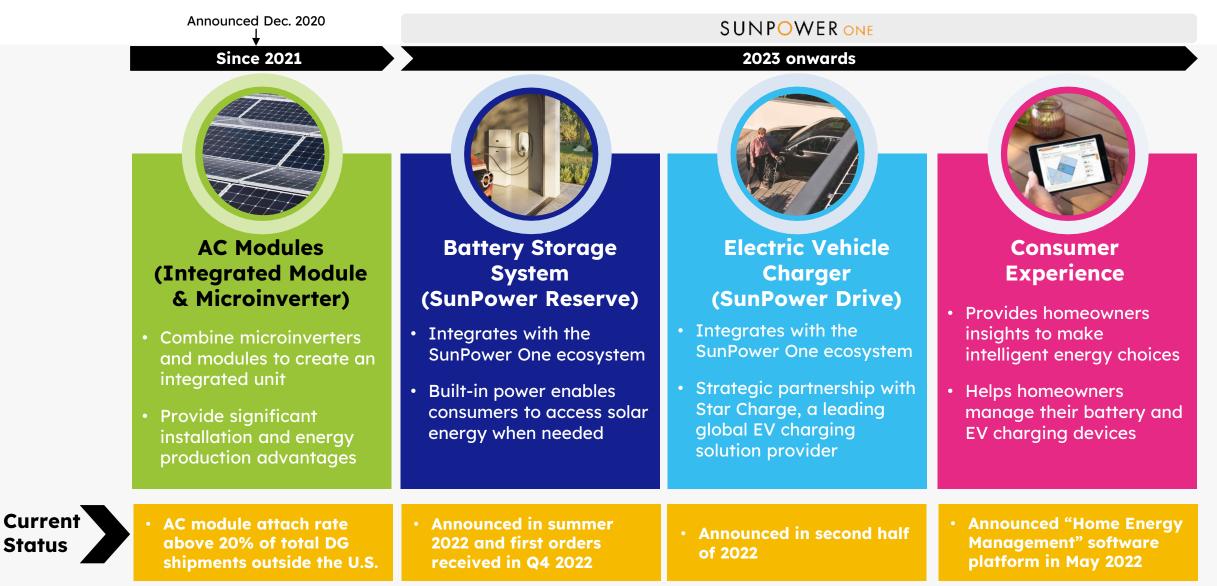


## **BEYOND THE PANEL INITIATIVE IN DG**

#### Increasing revenue per customer via adjacent product offerings



## **BEYOND THE PANEL INITIATIVE (CONT'D)**



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Status

## FACILITY ENHANCEMENT & EXPANSION

# Capacity expansion in Malaysia, Mexico and the U.S., enables growth in U.S. utility-scale market

- Maxeon has begun manufacturing high efficiency bifacial performance line solar panels for the U.S. utility-scale and commercial markets:
- Conversion / expansion of Malaysia and Mexico facilities (1.8 GW)
- B Planned development of a 3 GW U.S. facility
- Cumulative U.S. performance line bookings of 4.2 GW
   extending into 2025, representing substantially all of Maxeon's
   current performance line manufacturing capacity

#### **Malaysia Facility**

- Expand cell manufacturing facility by 1.8 GW of mono-PERC<sup>1</sup> solar cells
- In process of ramping up capacity

#### **Mexico Facility**

- In 2022 began deliveries of performance line solar panels from Mexicali facility for U.S. market
- In process of ramping up panel capacity to 1.8 GW

#### United States Facility (Under Review)

- 3 GW integrated U.S. cell and module facility (planned 2025 COD)
- Loan guarantee application currently in due diligence review stage with DOE
- Expect to contribute to the domestic content tax credit adder under the IRA

# WELL POSITIONED TO CAPITALIZE ON FAVORABLE TRADE POLICY TRENDS

### Maxeon's supply chain is favored under current U.S. import tariffs and restrictions

- Section 201: IBC panels are "excluded technology," Performance line is under bifacial exemption
- B AD/CVD: Panel assembly in Mexico falls outside of AD/CVD "inquiry merchandise," not subject to tariffs
- C UFLPA: Polysilicon and upstream precursors are from non-Chinese sources with certified provenance
- CTPAT: Daily cross-border shipments under "Trusted Importer" program: >2,300 shipments since Jan. 2022

AD/CVD: Antidumping and Countervailing Duties. UFLPA: Uyghur Forced Labor Prevention Act. CTPAT: Customs Trade Partnership Against Terrorism.



## AWARD-WINNING SUSTAINABILITY PRACTICES



**Facilities** 



Signatory of UN **Global Compact** 



Cradle 2 Cradle Certification



**LEED** Certified Declare

The only PV supplier to disclose its full ingredient list



The solar industry's first and only Zero-Waste-To-Landfill certification

#### **GLOBAL 100 MOST SUSTAINABLE CORPORATIONS IN THE WORLD**



**A RESPONSIBLE** corporate citizen, pioneering the solar industry since decades.



**SUSTAINABLE** practices in our factories and operations, certified by independent advisors.



Solar panels AS GOOD AS THE ENERGY PRODUCE, throughout their entire life... 40 years and more.



py magazine

AWARD 2019 SUSTAINABILIT

> A **RECOGNIZED** sustainable leader.

Rated among the top 100 most sustainable corporations in the world.

## EXPERIENCED GLOBAL MANAGEMENT TEAM



#### **Bill Mulligan Chief Executive Officer** 35+ years of experience in solar industry and innovative technologies SUNPOWER SOLARBRIDGE

ASTROPOWER Sila FAIRCHILD

**Mark Babcock** 

**Chief Revenue Officer** 

30+ years of work experience in distributed solar generation and

consulting

SUNPOWER<sup>®</sup>

Eurogility

Market Entry Partners

flex.

SunEdison





#### **Tiffany See Chief Human Resources** Officer

25+ years of work experience in human resources and organizational and performance management







#### Kai Strohbecke **Chief Financial Officer** 28+ years of experience in the energy and semiconductor industries, including 10 years as Micron CFO of Inotera 🖥 inotera Cinfineon SIEMENS

**Philippe Costemale Chief Operating Officer** 

20+ years of work experience in manufacturing, supply chain and business acceleration

technicolor JABIL CREATIVE STUDIOS

#### Matt Dawson **Chief Technology Officer**

15+ years of experience deploying products across the solar value chain; previously head of technology strategy at SunPower

**SUNPOWER**<sup>®</sup>

🕻 Sila



#### Peter Aschenbrenner **Chief Strategy Officer**

45 years of experience in energy industry; previously head of business strategy at SunPower

SUNPOWER<sup>®</sup>

ASTROPOWER

SIEMENS

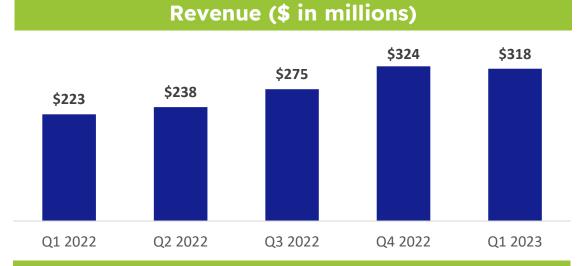




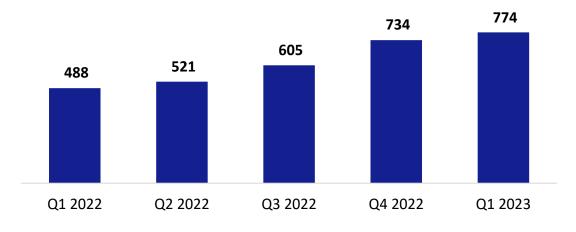


# FINANCIAL OVERVIEW

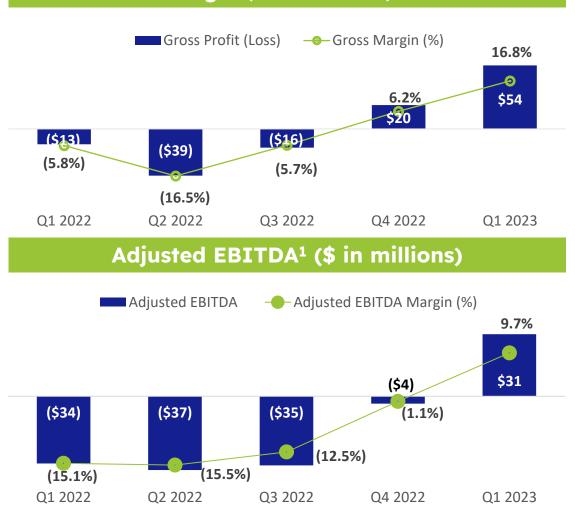
# HISTORICAL FINANCIAL INFORMATION



#### Shipments (in MW)



#### Gross Margin (\$ in millions) – GAAP

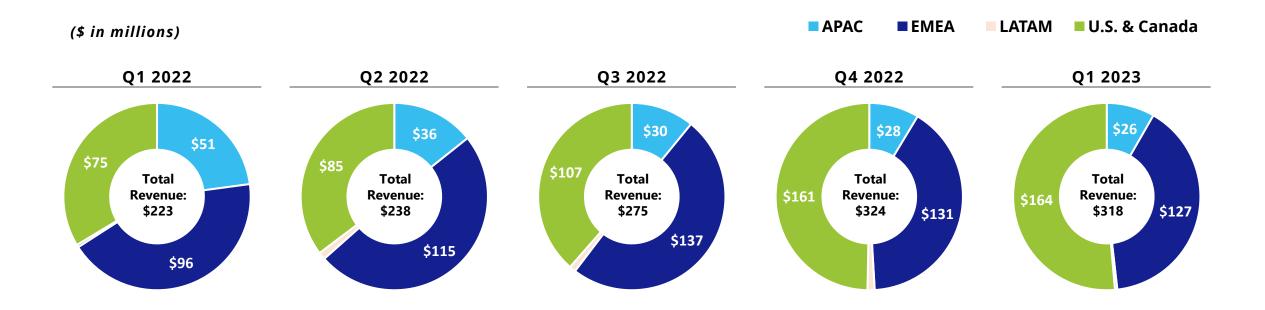


<sup>1</sup> The Adjusted EBITDA for three months ended January 2, 2022 did not contain an adjustment for equity in losses of unconsolidated investees and related gain on such equity investment. For a reconciliation of Adjusted EBITDA, please refer to page 28.



# TOTAL REVENUE BREAKDOWN BY GEOGRAPHY

- Total revenue increased from \$223mm to \$318mm from Q1 2022 to Q1 2023 due to strong sales channels, Beyond the Panel revenue streams and an expanded manufacturing fleet
- Percentage of revenue from the U.S. increased from 34% in Q1 2022 to 51% in Q1 2023 due to strong DG and Performance line demand in the U.S. and expansion of Maxeon's North American manufacturing footprint



# GAAP TO NON-GAAP RECONCILIATION

(\$ in millions)	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
GAAP net income/ (loss) attributable to the stockholders	(59.1)	(87.9)	(44.7)	(75.7)	20.3
Interest expense	4.8	5.7	8.0	9.3	9.0
Provision for income taxes	0.8	0.9	2.4	28.0	6.0
Depreciation	12.9	15.3	13.8	14.4	14.4
Amortization	0.1	0.1	0.1	0.1	0.1
EBITDA	(\$40.5)	(\$65.9)	(\$20.4)	(\$23.9)	\$49.7
Stock-based compensation expense	2.7	2.1	6.2	3.6	4.7
Restructuring charges (credits) and fees	0.8	3.6	0.6	0.6	(0.3)
Loss related to settlement of price escalation dispute	-	15.2	-	-	-
Remeasurement loss (gain) on physical delivery forward and prepaid forward	0.4	4.0	(24.5)	17.7	(23.8)
Equity in losses (income) of unconsolidated investees and related gain	3.1	4.1	3.6	(1.7)	0.7
Adjusted EBITDA	(\$33.6)	(\$36.8)	(\$34.5)	(\$3.7)	\$31.0



