# CAPITAL MARKETS DAY

# **Bob Okunski**

Investor Relations
SunPower Corporation



#### 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 the anticipated spin-off of Maxeon, the timing, certainty, and anticipated benefits of the transaction, and our expectations for future financial and operational performance. 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: (a) our expectations regarding pricing trends, demand and growth projections; (b) anticipated product launch timing and our expectations regarding ramp, customer acceptance, upsell and expansion opportunities; (c) 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; (d) our upstream technology outlook, including anticipated fab utilization and expected ramp and production timelines for our Maxeon 5 and 6, nextgeneration Maxeon 7 and Performance Line solar panels, expected cost reduction, future performance, and projected energy output; (e) our strategic goals and plans, including partnership discussions with respect to our next generation technology, and our ability to achieve them; (f) our financial plans; (g) our expectation that the spin-off takes place as contemplated or at all; and (h) our expectations regarding the potential outcome, or financial or other impact on us or any of our businesses, of the spin-off, or regarding potential future sales or earnings of us or any of our businesses or potential shareholder returns. A detailed discussion of these factors and other risks that affect our business is included in Maxeon's registration statement on Form 20-F on file with the Securities and Exchange Commission (SEC), particularly under the heading "Risk Factors." All forward-looking statements in this presentation 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.

#### WEBCAST TIPS

#### Q&A

- Please type any questions you have into the question box on the right side of the webcast screen
- We will identify all questions by name and firm
- We expect to have more questions than time, we will try to get to all questions but may not cover them all
- We will answer a few questions after each presentation, then have a long full-team Q&A session at the end

#### **VIDEO**

- Our presentation will mix live video, pre-recorded video and slides
- During pre-recorded video, the video player will "pop out" for better viewing
- You can return the video player to normal size by clicking on the upper right
- We recommend shrinking the video during Mr. Wang's presentation, in order to see his slides

# WEBCAST MEDIA PLAYER POP-OUT



Click the box to shrink

# MAXEON.COM





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#### **AGENDA**



Jeff Waters Chief Executive Officer

**Strategy Overview** 



Jim Dawe **VP Global Sales** & Marketing

Rooftop DG Solar



Peter Aschenbrenner Chief Strategy Officer

Large Scale Solar



Dr. Markus Sickmoeller Chief Operations Officer

> **IBC** Technology & Manufacturing



Wang Yan **CEO Huansheng Solar** (HSPV)

**Shingled Panel** Technology & Manufacturing

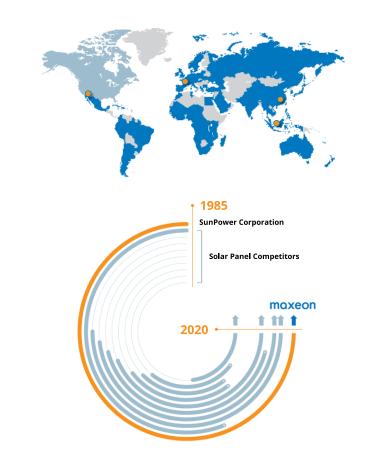


Joanne Solomon **Chief Financial Officer** 

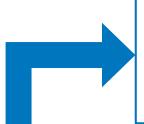
Financial Overview

# MAXEON'S GLOBAL PLATFORM

		maxeon
$\sim$	NASDAQ SYMBOL	MAXN
	HEADQUARTERS	Singapore
<ul><li>♠</li></ul>	GLOBAL SALES TERRITORY SALES MARKETS & CHANNELS	100+ Global Markets + Exclusive DG Panel Supply Agreement to SPWR Residential   Commercial   Power Plant
$\bigcirc$	CUSTOMER-FACING INSTALLER & PRODUCT BRAND	<b>SunPower Brand</b> all markets outside of US & Canada
	INSTALLER NETWORK	1,100 Partners
×	2019 INSTALLATIONS	1,850 MW
<b>52</b> 3.	LIFETIME CUSTOMER BASE	300,000+
<b>©</b>	INTELLECTUAL PROPERTY ACCESS	900+ Patents
	MANUFACTURING CAPACITY	<b>2,750 MW</b> France, Mexico, China, Malaysia, Philippines



#### MAXEON BENEFITS FROM STRONG STRATEGIC PARTNERSHIPS



#### **Maxeon Solar Technologies**

- Capital to accelerate scale-up of next generation technologies
- Strong access to low-cost Asia-based solar supply chain
- Strategic supply relationships SunPower, TZS
- Differentiated product platforms with compelling future roadmap
- Strong global channels and brand





T7S

- Leading global wafer supplier 40 GW
- Innovation leader larger wafers (G12)
- China supply chain and market access
- ~28.848% ownership post transaction

#### **SunPower Corporation**

- Established U.S. solar technology pioneer
- Leading product brand & quality reputation
- Established channels / superior products



- Strong support for SPWR since 2011
- Deep commitment to renewable energy
- Growing downstream global presence
- ~35% ownership post transaction

#### STRONG GROWTH PLATFORM



# **Today**

- GLOBAL PREMIUM BRAND IN RENEWABLE ENERGY
- WORLD'S HIGHEST EFFICIENCY SOLAR PANELS
- 1,100+ SALES & INSTALLER GLOBAL CHANNEL
- GLOBAL FOOTPRINT, SALES IN > 100 COUNTRIES

#### Tomorrow

- GROWTH BEYOND THE ROOF INTO ADJACENT DG PRODUCTS
- EXPANSION INTO NEW GROWTH DG MARKETS
- GROWTH IN POWER PLANTS DRIVES OPERATIONAL LEVERAGE
- SCALE UP OF CAPITAL EFFICIENT JV MANUFACTURING

## WHY MAXEON, WHY NOW?

#### We believe the solar power industry is entering a long-term growth phase

- Widespread wholesale and retail grid parity, expanding investment flows
- Consolidation of upstream supply chain ecosystem
- Tripling of market over next decade majority of growth from outside of the U.S.

#### Maxeon is positioned to capture this opportunity

- Well established, industry leading global DG go-to-market downstream channel and brand
- Superior technology platforms to address both DG and PP markets
- Strong, global strategic investors

#### Separating from SunPower enables us to fully realize our potential

- Well-capitalized to complete technology refresh for accelerated growth and profit
- Focus on high growth global markets

#### **MAXEON STRATEGY**

\$100 Billion TAM

Take our premium brand **Beyond the Roof** in global DG markets

\$14 Billion SAM



#### Rooftop (DG)

- Innovation drives brand preference
- Premium ASPs<sup>1</sup>, high margins
- Opportunity to leverage brand and channels to move Beyond the Roof

#### **Large Scale**

- Cost / performance innovation
- Supply chain relevance
- Economies of scale
- Capital-light through JV



Become the premier

LCOE optimized

panel provider

for global large-scale/

power plant markets

\$18 Billion SAM

TAM and SAM Source: Company projections, Wood Mackenzie, IHS Markit, PV InfoLink.

<sup>&</sup>lt;sup>1</sup> ASP: Average Selling Price.

# SUNPOWER | IBC Panels

Fundamentally different. And better.

#1 Solar Panel Efficiency<sup>1</sup>

in the market, fitting more energy in less space



**#1 Lowest Degradation Rate** in the solar industry<sup>2</sup>

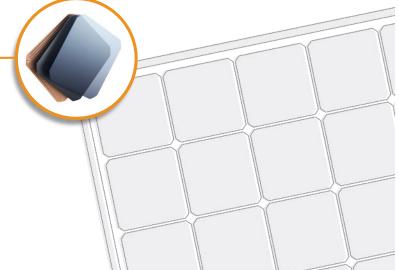


Leading Durability<sup>2</sup> with a 40-year useful life<sup>3</sup>



#### Product Leadership Supports Premium DG Brand

Ultra-pure silicon on a patented copper foundation



1. Based on search of datasheet values from websites of top 20 manufacturers per IHS, as of January 2019 2. As of 2018, Jordan, et al, "Robust PV Degradation Methodology Application" PVSC 2018 and "Compendium of Photovoltaic Degradation Rates" PiP 2016 3. Performance panels expected useful life of 35 years. Source: "SunPower P-Series Technology Technical Review," Leidos Independent Engineer Report, 2016, SunPower Maxeon panels expected useful life of 40 years. Source: "SunPower Module 40-Year Useful Life," Useful life is 99 out of 100 panels operating at more than 70% of rated power 4. SunPower Performance P19 panels identified as top performers in the 2018 DNV GL PV Module Reliability Scorecard:

https://www.dnvgl.com/publications/2018-pvmodulereliability-scorecard-117982.

# SUNPOWER | Shingled Panels

Making the conventional, exceptional.



Higher Efficiency at a Competitive Price Patented technology, G12 wafers, China JV



**Enhanced Energy Yield** 

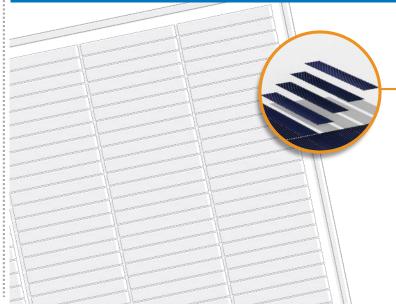
Less soiling/shading loss (row spacing), bifacial, greater power density



**Reliability Advantages in Harsh Environments** 

Comprehensive warranty, top module reliability performer

#### Shingled Panel JV Focused on Mainstream Markets



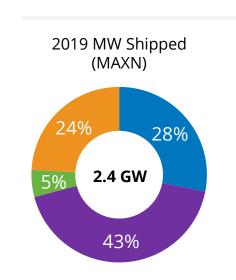
Patented unique mono PERC shingled cell panel design

#### ESTABLISHED CHANNEL FOOTPRINT IN HIGH GROWTH DG MARKETS

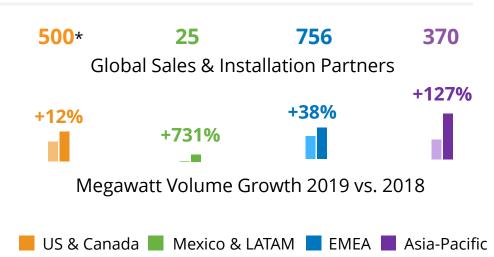
We sell products under the SunPower brand into 100+ countries

through a network of 1,100+ sales & installation partners

\*Plus an additional **500+ US Installers** through our exclusive panel supply agreement with SunPower







#### PREMIUM BRAND BRINGS GLOBAL GROWTH OPPORTUNITY



**Record-Breaking Solar Panels** Global PV Sales Channel 100+ Countries











#### **Market Expansion**

- US (2003)
- Europe (2007)
- Australia (2008)
- Japan (2010)
- Mexico/LATAM (2016)

#### **Line Extension**

• Shingled line (2016)

#### **Brand Extension**

- Microinverters (2020)
- Storage (2020+)
- Energy Services (2020+)





100+ **Countries** 



600k global rooftops (300k in US)



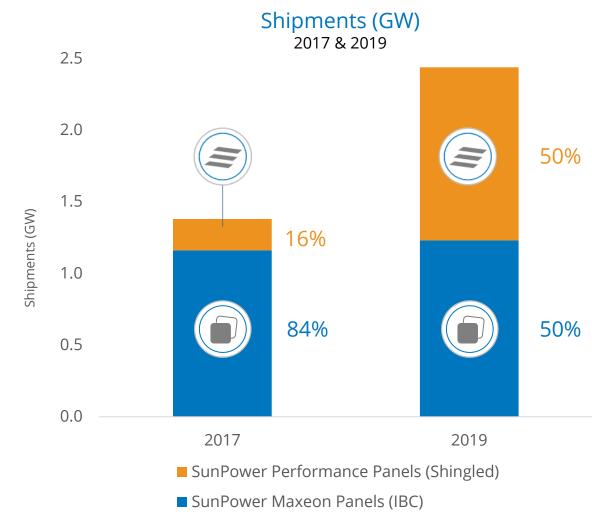
**Price Premium** while tripling share in Europe

#### INCREASINGLY CAPITAL EFFICIENT IBC SUPPLY BASE



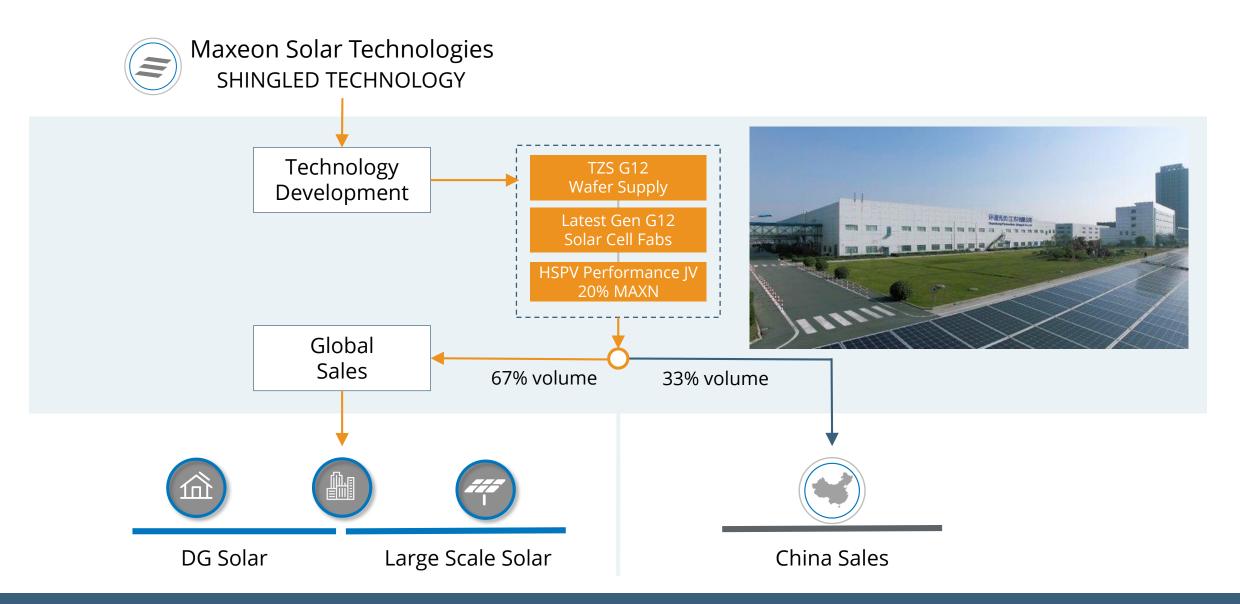
#### **IBC Panel Technology Foundation**

- Volume matches premium segment of global DG market
- Best in class product position drives premium brand and ASPs
- New technology deployment leverages legacy Fab investment
- 4-6x greater capital efficiency vs historical investments



Source: internal company data.

# LOW-COST, CAPITAL-EFFICIENT SHINGLED PANEL SUPPLY ECOSYSTEM



#### MAXEON: A LEADER IN SOLAR SUSTAINABILITY

## Our award-winning sustainability practices are a key strategy and customer value driver

#### Improving Environmental Footprint of Global Cell and Module Manufacturing

Reduced resource usage drives operational efficiencies



25% reduction / MW



22% reduction / MW



**Landfill-Free Facility** Mexicali, Mexico



2 LEED Gold® factories (Malaysia & Mexico) **2 LEED Platinum®** offices (Malaysia & Philippines)

Recyclability and materials transparency differentiate vs. competitors<sup>4</sup>



Cradle to Cradle™ Bronze<sup>2</sup>

# Declare.

Declare Label for materials transparency



1st Winner, pv mag. Sustainability Award

#### Helping our customers avoid significant CO<sub>2</sub>

### 80 million metric tons

CO<sub>2</sub> equivalent cumulatively avoided by customers<sup>3</sup>



CO<sub>2</sub> equivalent avoided based on 2019 capacity and product mix<sup>3</sup>

<sup>&</sup>lt;sup>1</sup> Source: SunPower Sustainability Metrics Reports, 2016 – 2019. Metrics include only data for manufacturing facilities that will be owned and operated by Maxeon Solar Technologies. <sup>2</sup> Cradle to Cradle Certified™ is a certification mark licensed by the Cradle to Cradle Products Innovation Institute. 3 Carbon emission offsets and equivalencies throughout are calculated on the U.S. Environmental Protection Agency's Greenhouse Gas Equivalencies Calculator 4 Note - Cradle to Cradle and Declare Label cover all IBC (Maxeon line) panels, not shingled Performance line panels.

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# maxeon

