

# SunPower<sup>®</sup> More Energy. For Life.<sup>™</sup>

Prepared for [CUSTOMER]  
By [partner]  
MM / DD / YY

SUNPOWER<sup>®</sup>

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MORE ENERGY. FOR LIFE.<sup>™</sup>

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# Agenda

- 01 It's the right time to go solar
- 02 Not all solar is the same
- 03 The difference starts with our technology
- 04 SunPower ensures your peace of mind
- 05 Making it happen is simple



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# It's the right time to invest in solar



# Cover your electricity needs of today and tomorrow



**Become independent from increasing electricity needs by generating as much solar electricity as possible:**

- Average homes consume more electricity every year as new technologies become part of our life
- New electrical products will become available in the near future (i.e. electric vehicles)
- By connecting electrical appliances during the day, you can further maximise the savings potential of solar for you and your family

# Solar can help your family in many ways. What matters most to you?



## Savings

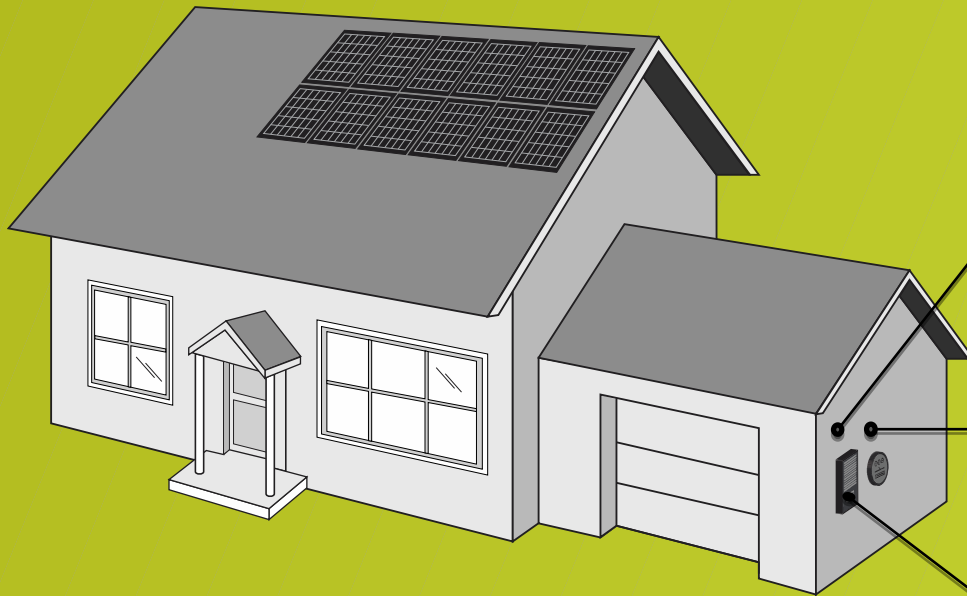
- Save on your monthly electricity bill as soon as your system is commissioned
- Lower your energy costs over the long term
- Protect yourself against future electricity price rises
- Act now to receive valuable government incentives
- Reinvest your utility bill savings back into your home



## Commitment

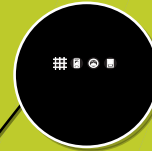
- Reduce your personal carbon footprint
- Help make your community more sustainable
- Reduce dependency on traditional energy sources

# How do solar systems work?



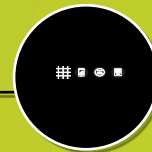
## 1. SunPower Solar Panels

Convert light into electricity with the highest efficiency solar panels on the market<sup>1</sup>.



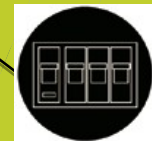
## 2. Inverter

Converts DC power from the solar panels into AC power and feeds this output into the fuse box.



## 3. Generation Meter

The generation meter calculates the total amount of electricity produced.



## 4. Consumer Unit

The consumer unit feeds solar electricity into the building's conventional electricity supply, any surplus is fed into the grid.

1. Highest out of all 2600 panels listed in Photon International, Feb 2012.



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# Not all solar is the same





# What you should know about solar power

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## Choosing the right solar company impacts the performance and longevity of your system

- Not all solar panels are the same
- Higher efficiency, reliability and energy production are key considerations in your choice of solar
- More energy production means greater long-term savings

## Many solar companies may not be there for you in the long term

- It's important to select a financially strong company



# SunPower

## More Energy. For Life.

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**SunPower saves you more money**  
Get more from your investment  
with SunPower solar



**SunPower ensures your peace of mind**  
Choose a company with a proven,  
25+ year track record and long-term  
stability



**Going solar with SunPower is easy**  
Five simple steps



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# The difference starts with our technology

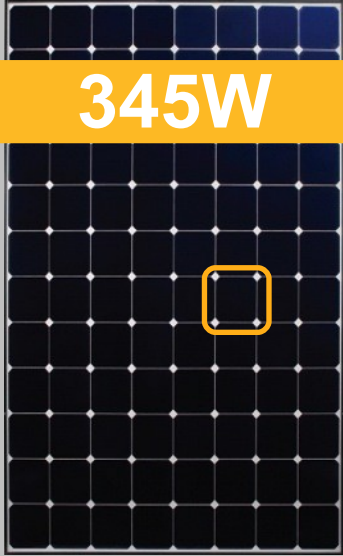


# SunPower solar is different

Our Maxeon® solar cell: The heart of a SunPower panel

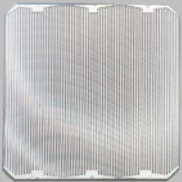

- SunPower Maxeon solar cells are built on a solid copper foundation: a fundamental difference that matters.
- SunPower copper-plated solar cells are more durable and higher-performing.
- SunPower starts with a tough, durable copper foundation
- Conventional Panels are made by baking a metal paste onto the silicon wafer, making them more likely to fail over time.<sup>1</sup>

## SunPower Panel with Maxeon



345W

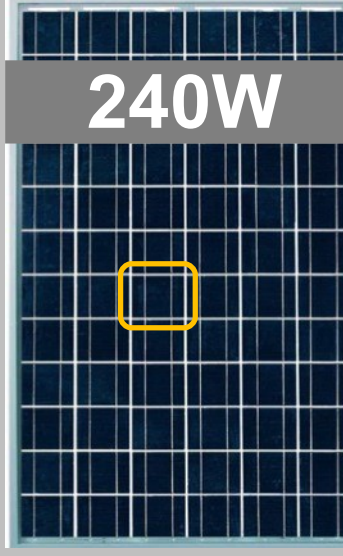
**FRONT** **BACK**



No metal Copper-plated

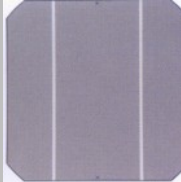

The SunPower panel with Maxeon cells is shown as a dark blue grid of cells. A yellow square highlights one cell. The front view shows a dark blue surface with no metal lines. The back view shows a silver, copper-plated surface with a grid of fine lines.

## Conventional Panel (same size)



240W

**FRONT** **BACK**



Thin lines of metal paste Full-coverage metal paste

The conventional panel is shown as a dark blue grid of cells. A yellow square highlights one cell. The front view shows a dark blue surface with thin white metal lines. The back view shows a purple surface with full-coverage metal paste.

<sup>1</sup> Definitions used throughout presentation: "Conventional Panel" is a 240W panel, 15% efficient, approx. 1.6 m<sup>2</sup>, made with Conventional Cells. "Conventional Cells" are silicon cells that have many thin metal lines on the front and 2 or 3 interconnect ribbons soldered along the front and back.

# SunPower solar is different

- Back-contact Maxeon cell technology
- Built on a solid copper foundation
- Record breaking solar panel efficiency<sup>1</sup>
- Exceptional performance
- Unmatched reliability<sup>2</sup>

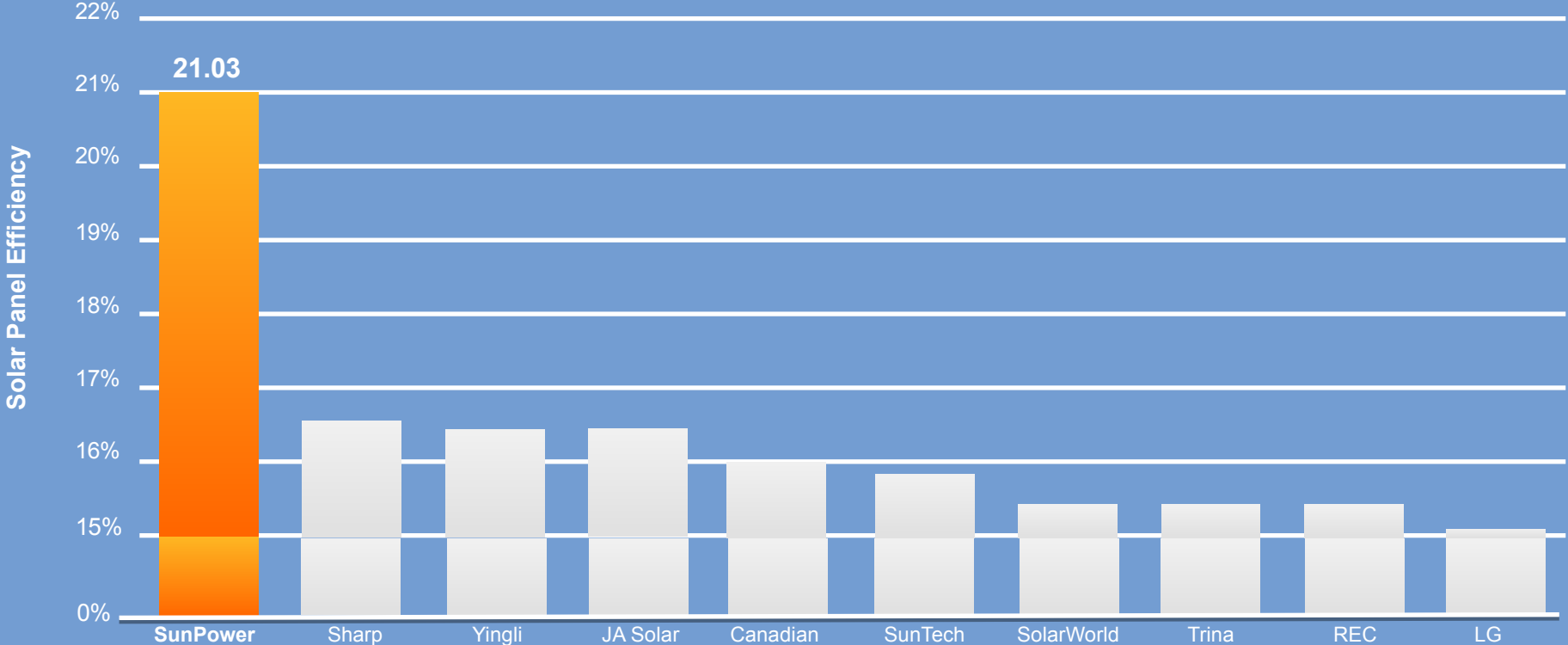


<sup>1</sup> SunPower holds the world record for the highest efficiency silicon solar panel (21.4%). Large-area silicon record, Green, M. A., et al. "Solar Cell Efficiency Tables," Progress in Photovoltaics, 2013, vol. 21, p1-11.

<sup>2</sup> #1 rank in "PV Module Durability Initiative Public Report," Fraunhofer ISE, Feb 2013. Five out of the top 8 largest manufacturers were tested. Campeau, Z. et al. "SunPower Module Degradation Rate," SunPower white paper, Feb 2013. See [www.sunpowercorp.com/facts](http://www.sunpowercorp.com/facts) for details.

# SunPower panels convert more sunlight into power than Conventional Panels

SunPower panels are the most efficient on the market<sup>1</sup>

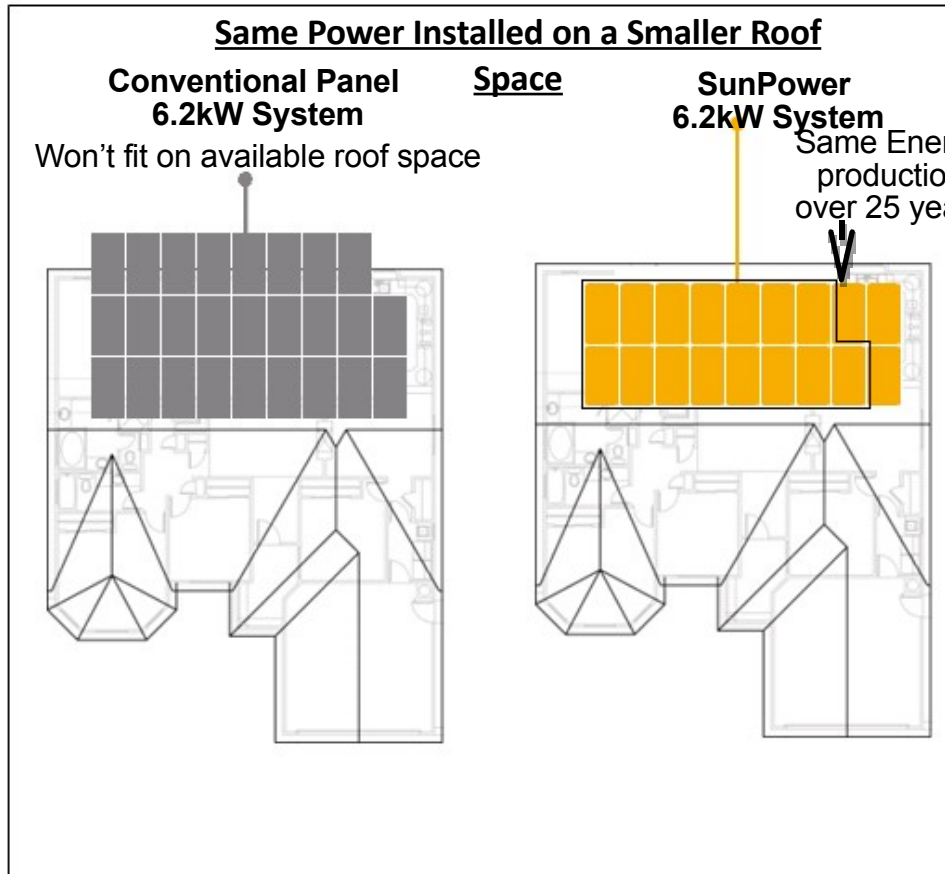


<sup>1</sup> Out of all 2600 panels listed in Photon International, Feb 2012. Chart data: top 10 solar manufacturers from CSI, October, 2012



# The value of high efficiency

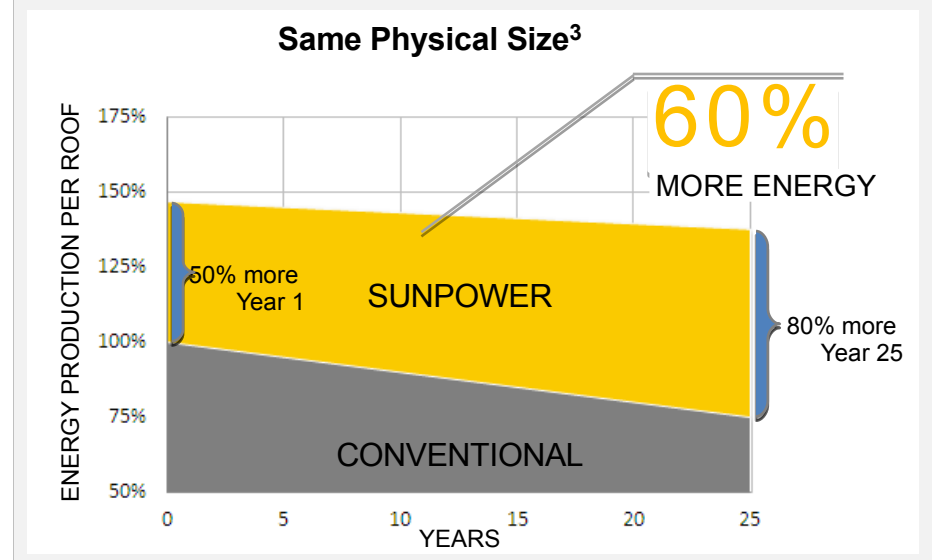
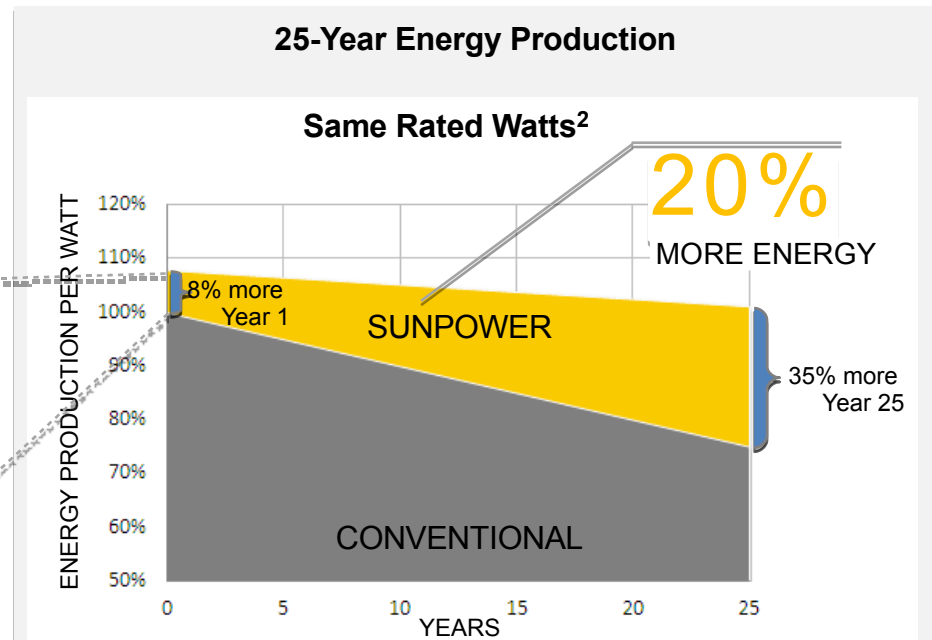
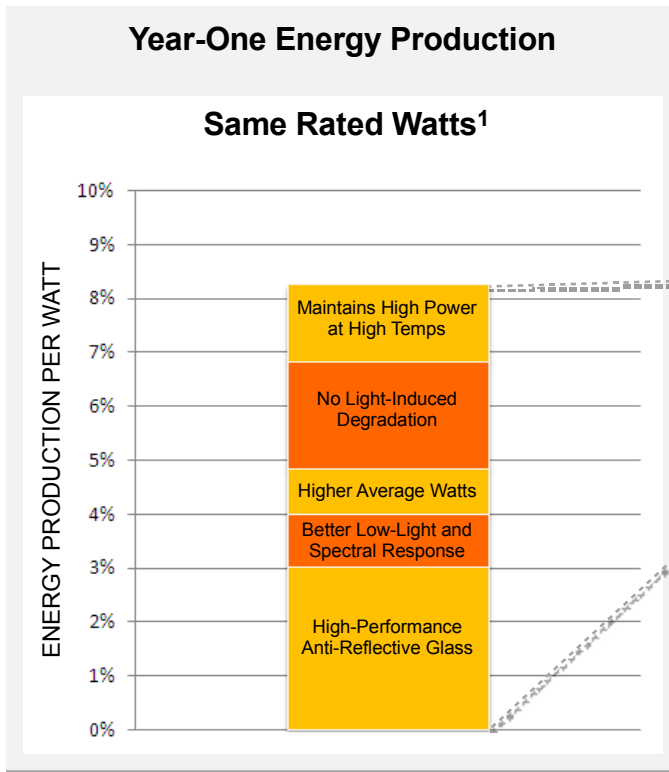
- More power from the same space: the SunPower system will deliver 60% more energy in the first year<sup>1</sup>. After 25 years, the difference will grow to almost 100% more energy ... for an average of 75% more energy each year.<sup>2</sup>
- Most roofs are constrained by south-facing size, and shadows (trees, vents, wires, etc.)
- More expandable later if energy needs increase in the future (e.g. electric car)



<sup>1</sup> SunPower 327W compared to a Conventional Panel (240W, 15% efficient, approx. 1.6 m<sup>2</sup>), 8% more energy per watt, 0.75%/yr slower degradation. BEW/DNV Eng. "SunPower Yield Report," Jan 2013. Jordan, Dirk "SunPower Test Report," NREL, Oct 2012. Campeau, Z. et al. "SunPower Module Degradation Rate," SunPower white paper, Feb 2013. See [www.sunpowercorp.com/facts](http://www.sunpowercorp.com/facts) for details.

<sup>2</sup> SunPower 345W compared to a Conventional Panel (240W, 15% efficient, approx. 1.6 m<sup>2</sup>), 9% more energy per watt, 0.75%/yr slower degradation. BEW/DNV Engineering "SunPower Yield Report," Jan 2013, with CFV Solar Test Lab Report #12063, Jan 2013 temp. coef. calculation. Campeau, Z. et al. "SunPower Module Degradation Rate," SunPower white paper, Feb 2013. See [www.sunpowercorp.com/facts](http://www.sunpowercorp.com/facts) for details.

# Produce more electricity with SunPower E-Series



<sup>1</sup> SunPower panels deliver 8-10% more energy per Watt in the first year compared to a Conventional Panel. BEW/DNV Engineering "SunPower Yield Report," Jan 2013, with CFV Solar Test Lab Report #12063, Jan 2013 temp. coef. calculation. Conventional Panel: 240W, 15% efficient, approx. 1.6 m<sup>2</sup>

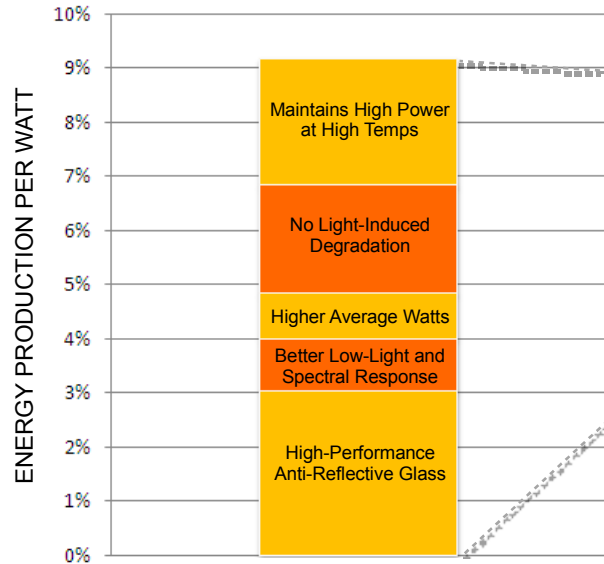
<sup>2</sup> 0.25%/yr SunPower degradation vs. 1.0%/yr Conventional. Based on: Black & Veatch Engineering, "Review of SunPower Fleet-Wide System Degradation," Nov 2012; Jordan, Dirk "SunPower Test Report," National Renewable Energy Laboratory, Oct 2012. Fraunhofer PV Module Durability Initiative, Feb 2013, Atlas 25+ Durability test report, Feb 2013; with SunPower field and lab-test data and numerous independent publications of Conventional Panel degradation rates.

<sup>3</sup> 327W SunPower vs. 240W Conventional Panel.

# Produce more electricity with SunPower X-Series

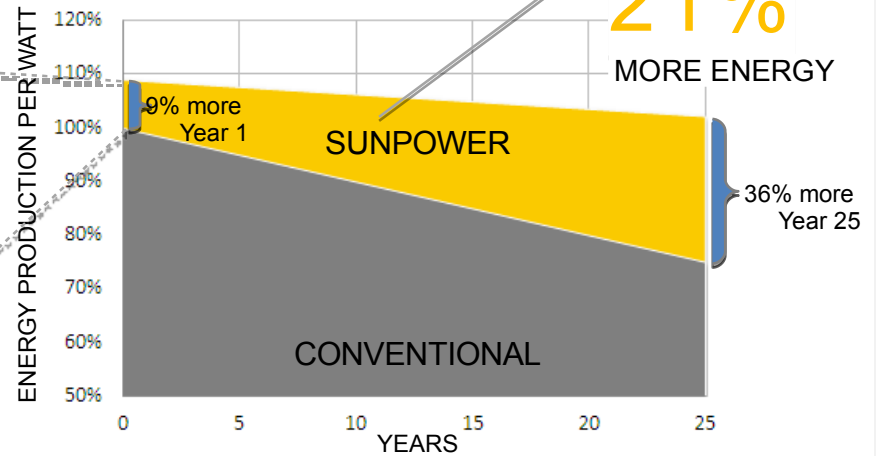
## Year-One Energy Production

### Same Rated Watts<sup>1</sup>

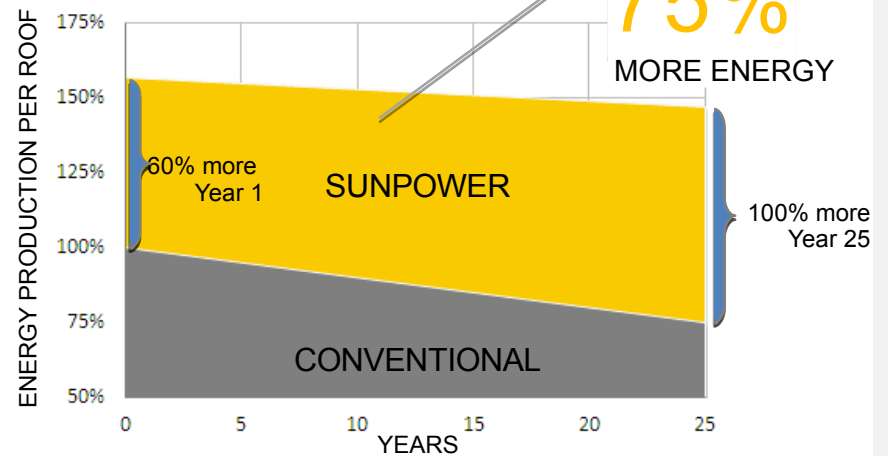


## 25-Year Energy Production

### Same Rated Watts<sup>2</sup>



### Same Physical Size<sup>3</sup>



<sup>1</sup>Typically 8-10% more energy per rated Watt. Same as E-Series but with better efficiency at high temperatures.

<sup>2</sup> Same as E-Series, because the fundamental cell architecture is the same, and the panel is the same.

<sup>3</sup> 345W SunPower vs. 240W Conventional Panel.





# A difference that matters to you

## SunPower solar panels:

- Turn more sunlight into energy you can use<sup>1</sup>
- Deliver the most energy per rated watt<sup>2</sup>
- Perform better in low light, high heat, shade and humidity, with unmatched reliability<sup>3</sup>
- Are backed by a warranty that guarantees the most power<sup>4</sup>
- Produce 75% more energy over the first 25 years<sup>5</sup>
- Increase your total savings over time

<sup>1</sup> SunPower has the highest efficiency panels, out of all 2600 panels listed in Photon International, Feb 2012.

<sup>2</sup> Most energy per rated watt out of 151 panels tested. Photon International, Mar 2013.

<sup>3</sup> #1 rank in "PV Module Durability Initiative Public Report," Fraunhofer ISE, Feb 2013. Five out of the top 8 largest manufacturers were tested. Campeau, Z. et al. "SunPower Module Degradation Rate," SunPower white paper, Feb 2013. PVEvolutionLabs "SunPower Shading Study," Feb 2013. Compared to a Conventional Panel (240W, 15% efficient, approx. 1.6 m<sup>2</sup>)

<sup>4</sup> Compared with the top 15 manufacturers. SunPower Warranty Review, Feb 2013.

<sup>5</sup> SunPower 345W compared to a Conventional Panel (240W, 15% efficient, approx. 1.6 m<sup>2</sup>), 9% more energy per watt, 0.75%/yr slower degradation. BEW/DNV Engineering "SunPower Yield Report," Jan 2013, with CFV Solar Test Lab Report #12063, Jan 2013 temp. coef. calculation. Campeau, Z. et al. "SunPower Module Degradation Rate," SunPower white paper, Feb 2013. See [www.sunpowercorp.com/facts](http://www.sunpowercorp.com/facts) for details.

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# SunPower ensures your peace of mind



# More than a quarter-century of experience



- Founded in 1985 as a Silicon Valley pioneer
- Committed to innovation: over 200 patents
- Diversified customer base: residential, commercial, power plant & utility
- Publicly traded on NASDAQ (SPWR)
- 5,000+ employees and 2,000+ partners globally
- Majority-owned by Total S.A., the 11th largest company in the world<sup>1</sup>
- 7,000,000 panels installed globally
- Over 100,000 residential solar installations

<sup>1</sup>2012 Fortune Global 500 Ranking

# Chosen by innovators when reliability and performance matter most



©Solar Impulse / Jean Revillard  
Courtesy of Solar Impulse

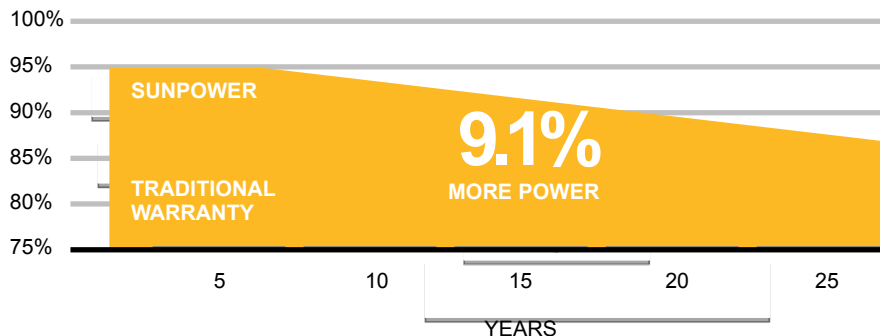


# The SunPower warranty guarantees the most power<sup>1</sup>

Coverage	SunPower	Other Panels
Covers removal of bad panel?	✓	NO
Covers shipping?	✓	NO
Covers flash testing?	✓	NO
Covers new panel installation?	✓	NO
<b>Product Warranty Term</b>	<b>25 years</b>	<b>10 years</b>

- The industry's first 25-year combined power and product warranty
- Superior Maxeon® technology ensures your panels will perform in real-world conditions, for decades
- Only 27 out of a million panels have been returned under warranty<sup>2</sup>

## Power Guarantee



<sup>1</sup> Compared with the top 15 manufacturers. SunPower Warranty Review, Feb 2013.

<sup>2</sup> Out of 6.5 million panels built with Maxeon Gen 2 cells installed world-wide, Jan 2006 through June 2012.

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# Making it happen is simple

# SunPower partners: The best in the business

*“The efficiency of the panels and seeing how much we really did generate was probably the most surprising.”*

– Rebecca Amato, Homeowner

**SUNPOWER™**  
Authorised Partner

- Rigorously screened partners
- SunPower certified and trained
- Stable companies with local expertise
- Adherence to a stringent set of performance standards:
- Service
- Quality of design and installation
- Post-installation site inspection

# Your four steps to savings



## Step 1

### Solar Consultation

- Proposal approved and contract signed by you



## Step 2

### Design and Installation

- Design and permitting process
- SunPower ships your system and partner installs



## Step 3

### Interconnection

- System commissioned and interconnected to your utility



## Step 4

### Enjoy your savings!

- Start saving from day one after grid connection



# More Energy. **For Life.**

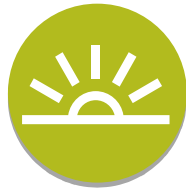
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Save more on your bill today



Achieve greater peace of mind  
for tomorrow



SunPower is your partner for the best  
solar experience

**Join us in  
changing the  
way the world  
is powered**



# SUNPOWER®

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MORE ENERGY. FOR LIFE.™

# SunPower is committed to a sustainable world



Programs To Help Low-income Families



Renewable Energy Education Programs



Global Sustainability Activities