

DEMAND BETTER SOLAR™

SUNPOWER®

PARTNER SELLING GUIDE
PART 2

**COMMITTED
TO INNOVATION**

Please note : this document is a selling guide for the Sunpower partners. Please don't share it with the final customers.

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Photo Credit Energreen

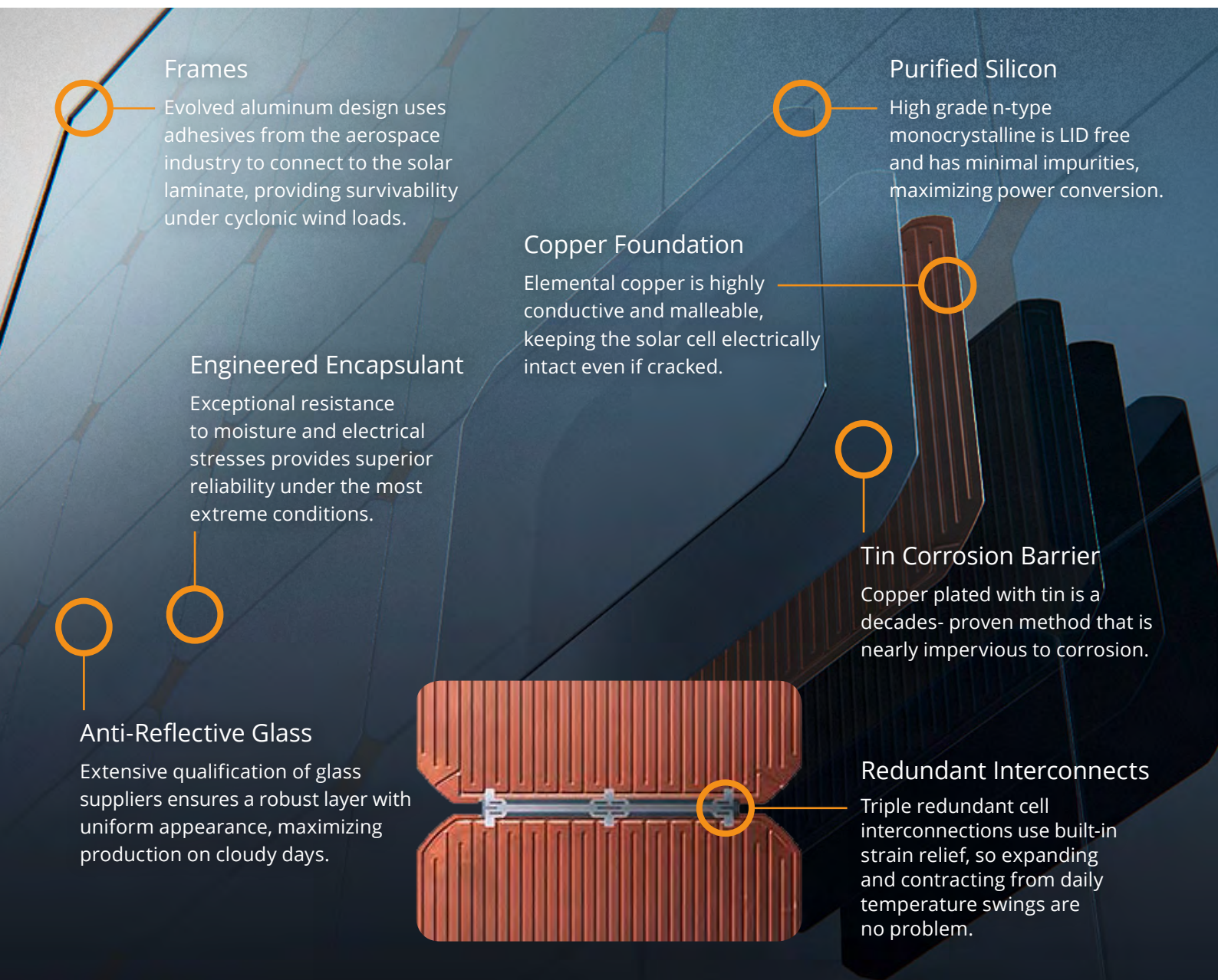
Committed to Innovation

SunPower® Modules

The world-record setting efficiency of SunPower panels is unmatched in the market today.¹ They produce more energy from the same space than conventional panels, with less degradation over time. In fact, SunPower panels rank number one in durability according to solar experts.² So you can feel confident you've invested wisely in your clean energy future.

SunPower Cells

SunPower solar cells look different because they are different—and better. The heart of the E-Series and X-Series platforms, their seamless surface captures more sunlight, thanks to our innovative back-contact design. Our patented cell structure also eliminates the causes for cell breaks and corrosion from temperature swings and damp heat, which account for 86% of the reasons conventional cells fail. So you enjoy unmatched reliability³ and more savings over the lifetime of your system.





Committed to Innovation

SunPower Innovates Relentlessly

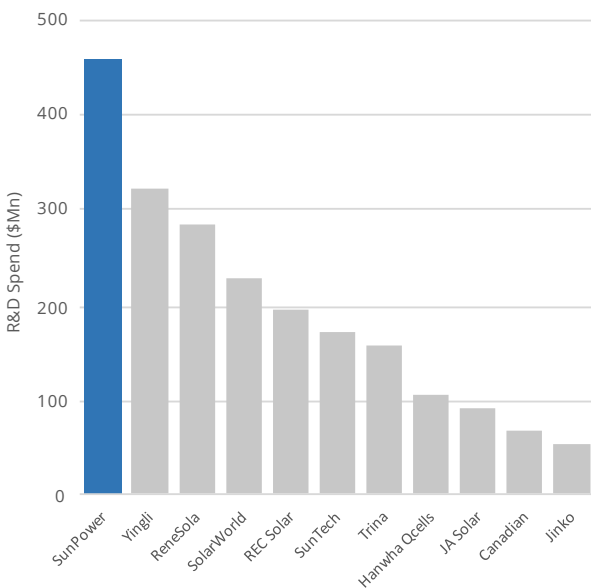
The world-record setting efficiency and superb reliability of SunPower® panels grows out of 30 years of persistent technological advancement. SunPower is the most innovative solar company, with over 600 patents, which is why SunPower is demanded for the toughest applications, and your roof.

- 30 years of persistent technological advancement
- World-record module efficiency (24.1%), and cell efficiencies above 25% ⁴
- Most innovative solar company, over 750 patents
- Top R&D investor for eight years running ⁴
- Supplier of choice for pioneer solar initiatives

Solar Impulse 2 recently completed the first round-the-world journey of a solar airplane

Image Solar Impulse | Revillard | Rezo.ch
Solar Impulse featuring SunPower solar cells.

R&D Investment of PV Manufacturers 2007-2015, c-Si⁵



NASA uses SunPower to explore the icecap and tests solar for future vehicles designed to explore Mars.



SunPower offers a resource-efficient robotic cleaning solution which works 10x faster and uses just 25% of the water compared to manual cleaning.⁶

1 Green, M. A., et al. « Solar Cell Efficiency Tables (version 48), » Progress in Photovoltaics, 2016
 2 «Fraunhofer PV Durability Initiative for Solar Modules: Part 3». PVTech Power, 2015.
 3 #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. See www.sunpowercorp.com/facts for details.
 4 SunPower Solar Panel Again Raises the Bar in Efficiency. SunPower press release. June 2016. <https://us.sunpower.com/blog/2016/06/26/sunpower-solar-module-verified-241-percent-efficient/>
 5 R&D spending analysis of top PV module manufacturers in c-Si technology in 2015, PVTech.com, Osborne (Jun. 2016) (based on publicly reported R&D spending)
 6 Based on experience with robotic cleaning at actual SunPower sites, compared to data tracked by subcontracted manual cleaners utilized at a SunPower project.

