

DEMAND BETTER SOLAR™

SUNPOWER®

PARTNER SELLING GUIDE
PART 1

DEMAND BETTER SOLAR™

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

Last update : October 2017

SunPower Solar – Great Total Value in Sustainable Energy

Recent announcements by SunPower competitors touting low-cost, high-efficiency modules have caused many buyers to mistakenly assume they can buy solar similar to SunPower's high-quality, high-performance modules at a lower price. This is not true. SunPower solar provides the great total value for you and for all commercial and residential solar customers.

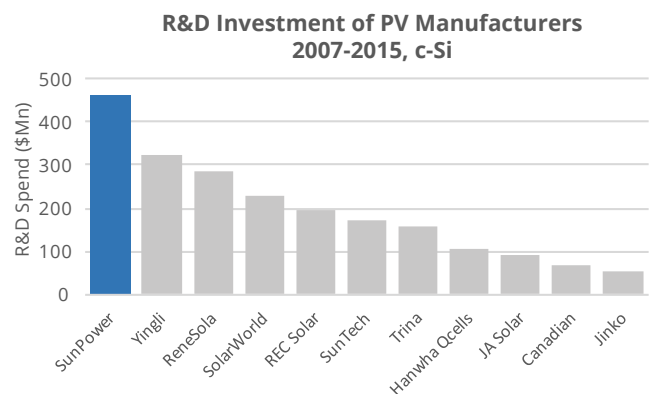
Simplicity

- Fundamentally better technology that is more durable and reliable than conventional panels¹
- Excellent return on your investment (based on yearly expected energy cost savings)
- A superior, industry-leading 25-year warranty covering service, product and power for worry-free protection
- The solid backing of a financially sound company owned by Total, the world's 10th largest public energy company²

SunPower – A History of Relentless Innovation and the Pursuit of Excellence

SunPower has been innovating relentlessly for more than 30 years.

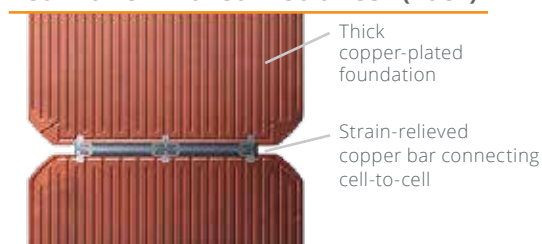
- \$450M: From 2007 through 2017 SunPower spent more money in R&D than any other manufacturer of crystalline module (over \$450 MM).³
- 116 patents: Between 2002 and 2014 SunPower filed more patents for solar energy technologies than any other company. Today, SunPower has more than 750 patents.⁴



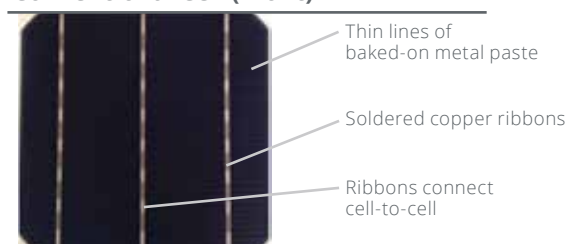
SunPower's Fundamentally Different Technology

SunPower modules have always been, and are still today, fundamentally different than those of all other manufacturers, even high efficiency modules. While other modules may initially offer solid productivity and performance, this does not last. Even high-end, high-efficiency modules are still subject to the same degradation over time from which all front contact cell technology suffers. The fundamental difference with SunPower panels is the copper backed cell. This copper backing, along with many other superior technologies, allows SunPower modules to be 5 to 10% more efficient, degrade 50 to 58% more slowly, and be more durable over time. This is vital for your investment in solar, because it means you get the greatest total value over the life of your investment.

SunPower® Maxeon® Solar Cell (Back)



Conventional Cell (Front)



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

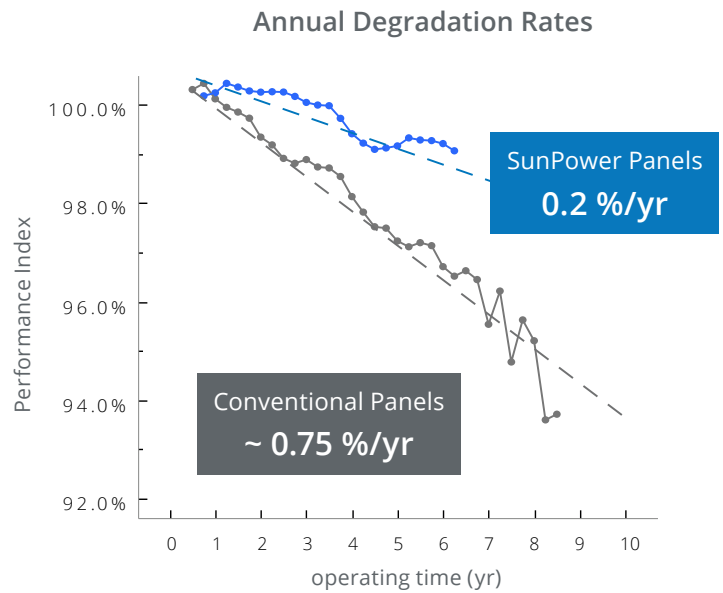
² Forbes, the World's Biggest Oil and Gas Companies, March 30, 2016

³ R&D spending analysis of top PV module manufacturers in 2015, PVTech.com, Osborne (Jun. 2016) (based on publicly reported R&D spending)

⁴ Clean Energy Patent Growth Index Presented by the Cleantech Group- Heslin Rothenberg Farley & Mesiti P.C. <http://www.cepgi.com/2015/04/2014-year-end.html>

SunPower's Superior Durability

In partnership with the National Renewable Energy Laboratory (NREL), the U.S. Department of Energy's primary national laboratory for renewable energy and energy efficiency research and development, SunPower has developed a robust method to calculate solar panel degradation. Degradation is something all solar panels experience, but at varying rates. When this method was applied to eight years of energy performance data from 264 SunPower solar systems operating at various locations worldwide, it shows that SunPower panels degrade less than 0.25 percent per year – 50 percent less than the annual degradation rate for conventional panels.



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



SunPower® Complete Confidence Panel Warranty

A better warranty starts with a better product

SunPower's Complete Confidence Panel Warranty provides the industry's only 25-year Power, Product and Service Warranty. We have absolute confidence in our panels' ability to deliver more energy, reliability and savings over time—backed by extensive third party testing and field data from our more than 20 million panels deployed.



Power

Highest power output protection in the solar industry: 92% in year 25.¹



Product

Coverage for defects related to workmanship and materials for 25 years.



Service

Repair, replacement or reimbursement for any defective panel for 25 years, hassle free.²

¹ Jordan, D. et. al. "Robust PV Degradation Methodology and Application." PVSC 2017 pre-print

² For panels installed by SunPower or SunPower authorized installers. Repair, replacement or reimbursement will be at SunPower's sole discretion.

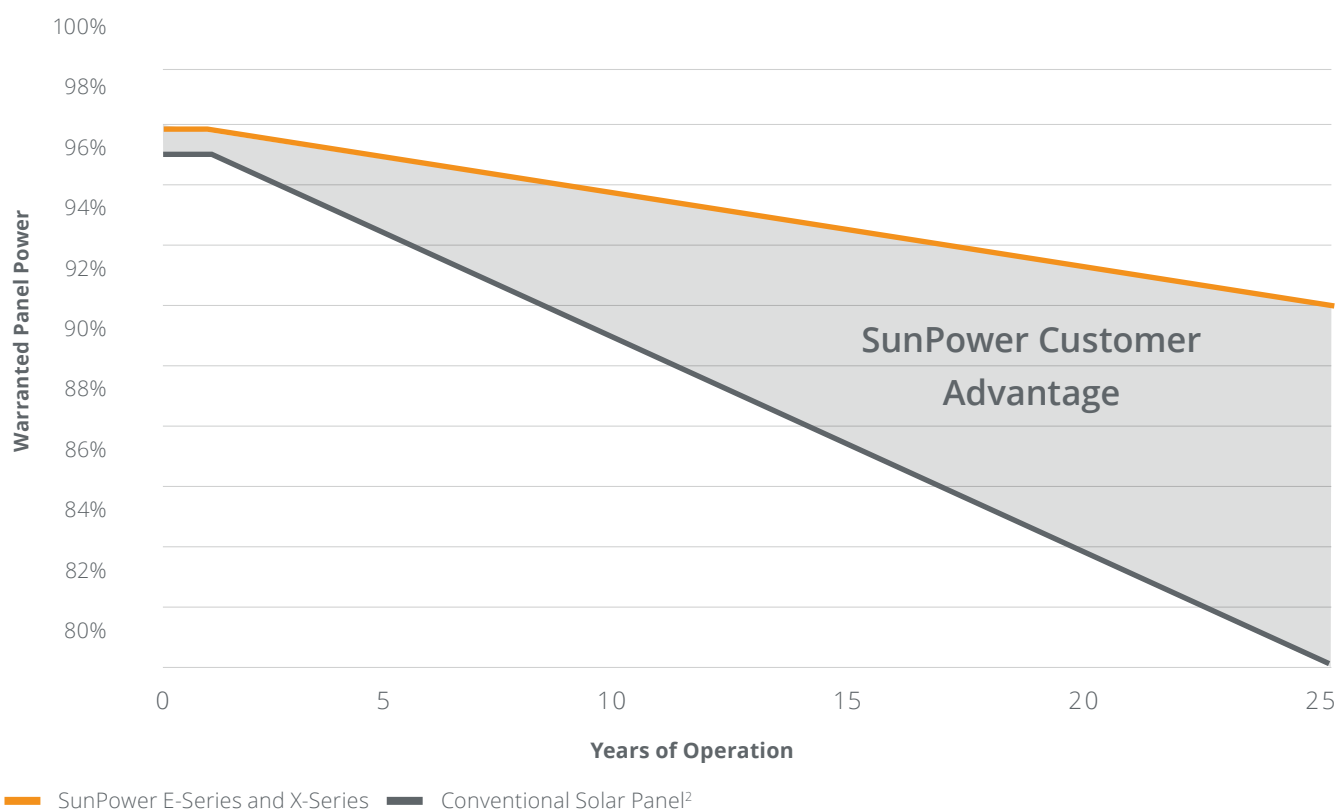
While all PV panel manufacturers offer warranties, there is no industry-standard. The fine print in each warranty varies in key ways that can have a significant impact on you if something goes wrong. It is also important to make a distinction between a power warranty and a product warranty. Nearly all manufacturers offer much shorter product warranties than SunPower. Since most power issues are caused by product problems, you could face a coverage gap if your product warranty expires before your power warranty. Not SunPower—our warranty covers both product and power for the full 25 years.

To add to the uncertainty, typical product warranties have numerous exclusions for common factors that cause panels to under perform. These can include:

- No coverage in seaside environments
- No coverage of microcracks in cells
- No coverage for damage caused during transport
- No coverage without original receipt
- No coverage without annual cleaning records
- No coverage unless claims are submitted in paper to the manufacturer

SunPower – Return on Your Investment

On top of the superior technology and vastly better warranty, SunPower solar is a better investment. The productivity and low degradation of SunPower's modules allows them to produce more energy and consequently more savings in every year and in total over the first 25 years. It is important to note that a system using SunPower modules will be producing more energy when energy costs are expected to be vastly more expensive.¹



¹ Romero, Ralph, et al. "Review of SunPower Fleet-Wide System Degradation Study using Year-over-Year Performance Index Analysis," Black & Veatch Eng., 2012. Updated values 2014.

² Representative of standard efficiency solar manufacturers. Competitor warranty information provided from latest warranty documentation from various conventional panel manufacturer websites as of June 2017.

