Public Policy Drives Solar Investment

Blair Swezey | May 3, 2016
SunPower Corporation
Solar Technology and Energy Services Provider

- 2015 revenue $2.6 billion (non-GAAP)
- > 8,000 employees
- ~ 6 GW solar PV deployed
- Strategic investment by Total SA: #11, F500
- Record breaking solar panel efficiency
- >600 patents worldwide
- Global diversity: homes to power plants
- > 1,700 dealer partners worldwide

2 Source: 2015 Fortune 500 Global Ranking
SunPower’s footprint

- Existing / New Installations and Pipeline
- New Market Project Pipeline

325+ Projects
>25 Countries
California is a solar model for the world

Favorable public policies
Bold goals
Public policy and corporate leadership
Multi-stakeholder collaboration
Scale Drives Down Prices

As Industry Scales, Prices Fall

Source: Solar Energy Industries Association
Results from Mexico's Energy Market Reforms

ASUR, in Conjunction with SunPower, Plans Solar Project to Power Its Airports in Mexico

MEXICO CITY, Dec. 16, 2015 -- Grupo Aeroportuario del Sureste, S.A.B. de C.V. (NYSE: ASR; BMV: ASUR) (ASUR), a privatized airport group in Mexico and operator of Cancun Airport and eight other airports in southeast Mexico, as well as a 50% JV partner in Aerostar Airport Holdings, LLC, operator of the Luis Muñoz Marín International Airport in San Juan, announced an agreement today with SunPower Corp. (Nasdaq: SPWR) (SunPower) for 36 megawatts of solar power to serve ASUR's operations in Mexico. ASUR will buy power generated by the solar power plant under a long-term power purchase agreement (PPA) with SunPower.

SunPower Awarded Approximately 500 Megawatts of Solar in Mexico's First Electricity Auction

SAN JOSE, Calif., April 1, 2016 /PRNewswire/ -- SunPower Corp. (Nasdaq: SPWR) announced today that, under Mexico's first electricity power auction, the company has been awarded power purchase agreements with CFE, Mexico's state-owned electric utility, to deliver one terawatt-hour of energy, equivalent to approximately 500 megawatts, over the term of the agreements. The auction was held as a result of Mexico's sweeping energy sector reform, which opened the market for energy companies to compete as generation providers.
SunPower in Mexicali

- SunPower owns and operates a 1-GW solar panel manufacturing plant (est. 2011)
- Employs 1,500 workers
- Serves the growing demand for solar in California and across the U.S., in Mexico, and in South America
Sustainability – good for business and the environment

• Preventing 10 million metric tons of CO2
• First and only solar company in CE100
• SunPower Direct Current panels are Cradle to Cradle Certified™ Silver
• NSF Landfill-Free Verification in Mexico and France
Thank You

Let's change the way our world is powered.