



SUNPOWER™



SunPower Overview in Japan

Takashi Sugihara
November 10th, 2010

Safe Harbor

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are statements that do not represent historical facts and may be based on underlying assumptions. SunPower uses words and phrases such as "expects," "believes," "plans," "anticipates," "continue," "growing," "will," to identify forward-looking statements in this presentation, including forward-looking statements regarding: (a) plans and expectations regarding the company's cost reduction roadmap, (b) cell manufacturing ramp plan, (c) financial forecasts, (d) future government award funding, (e) future solar and traditional electricity rates, and (f) trends and growth in the solar industry. Such forward-looking statements are based on information available to the company as of the date of this release and involve a number of risks and uncertainties, some beyond the company's control, that could cause actual results to differ materially from those anticipated by these forward-looking statements, including risks and uncertainties such as: (i) the company's ability to obtain and maintain an adequate supply of raw materials and components, as well as the price it pays for such; (ii) general business and economic conditions, including seasonality of the industry; (iii) growth trends in the solar power industry; (iv) the continuation of governmental and related economic incentives promoting the use of solar power; (v) the improved availability of third-party financing arrangements for the company's customers; (vi) construction difficulties or potential delays, including permitting and transmission access and upgrades; (vii) the company's ability to ramp new production lines and realize expected manufacturing efficiencies; (viii) manufacturing difficulties that could arise; (ix) the success of the company's ongoing research and development efforts to compete with other companies and competing technologies; and (x) other risks described in the company's Annual Report on Form 10-K for the year ended January 3, 2010, and other filings with the Securities and Exchange Commission. These forward-looking statements should not be relied upon as representing the company's views as of any subsequent date, and the company is under no obligation to, and expressly disclaims any responsibility to, update or alter its forward-looking statements, whether as a result of new information, future events or otherwise.

SunPower

- >1 GW solar PV deployed
- >1000 dealers and growing rapidly
- Diversified portfolio: roofs to power plants
- 4+ GW power plant pipeline
- 2009 revenue of \$1.5 billion
- 550 MW 2010 production
- 5,000+ Employees; 100% solar
- Publicly listed NASDAQ: SPWRA, SPWRB



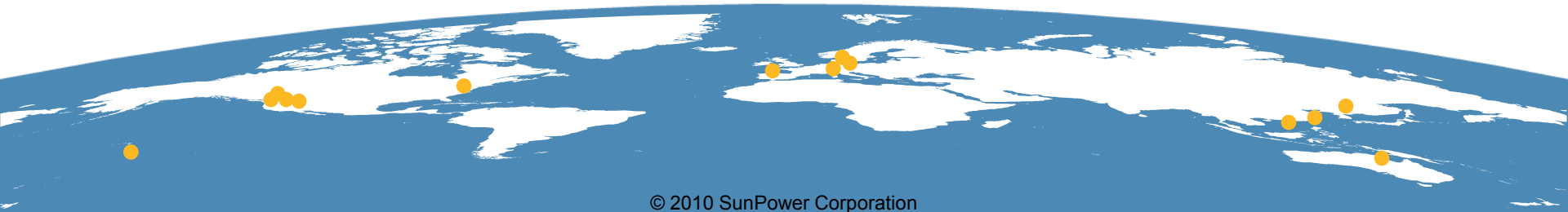
Residential



Commercial



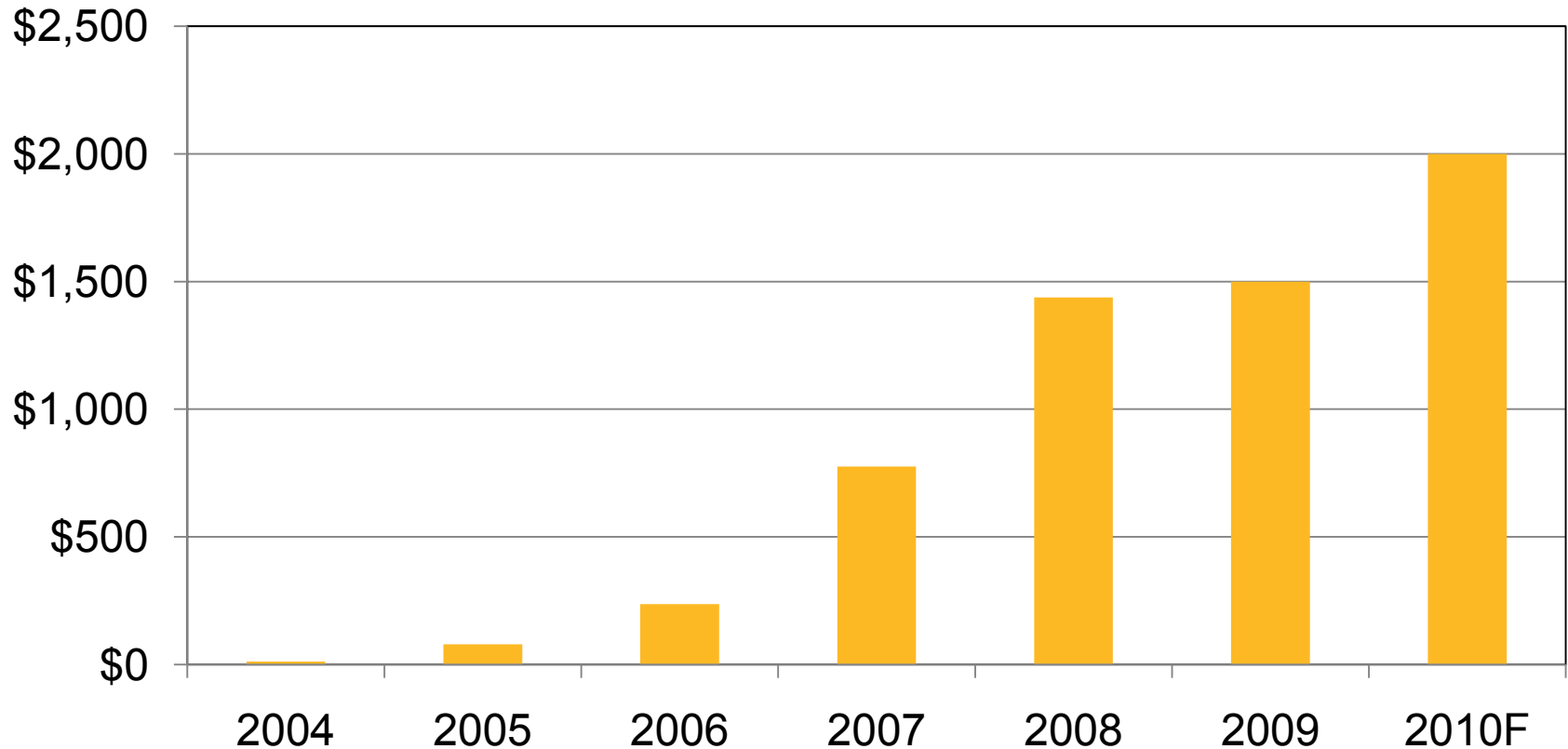
Power Plants



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Diversified Market Strategy: Adjust to Policy

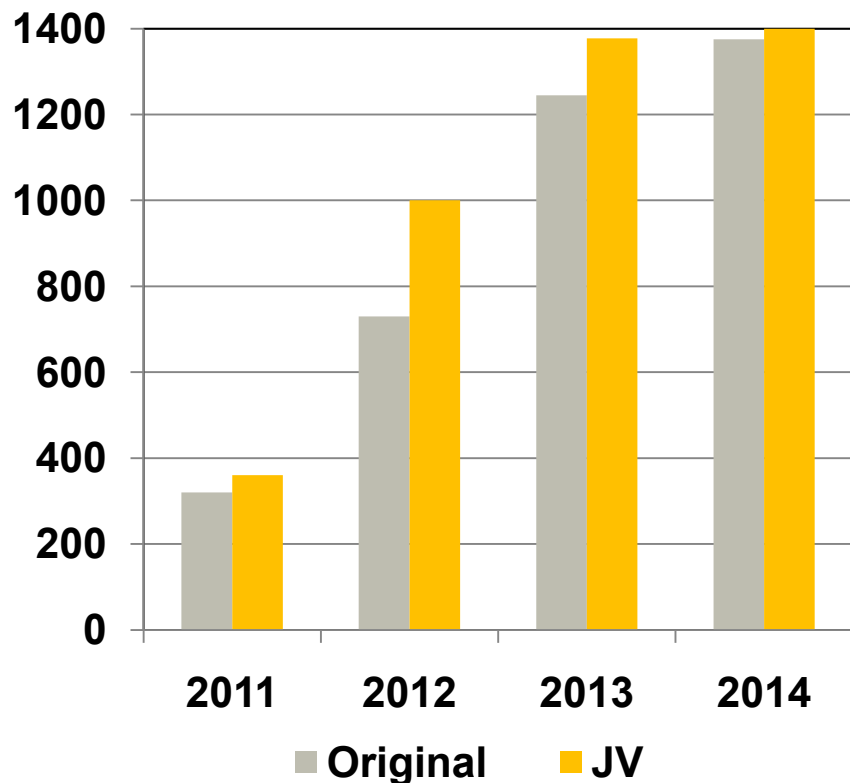
SunPower Annual Revenue (\$MM)



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Fab 3 Capacity Ramp / Benefits

Fab 3 Annual Capacity Plan (MW)



- Create industry-leading solar cell manufacturing platform
- Accelerate Cost Reduction/Watt
 - Triple nameplate MW in 3 years
 - Additional 200+ MW in 2012
- Fab 3 improvements to Fabs 1 & 2
- Fab 1 & 2 capacity – 574 MW

Vertically Integrated

Direct control: ingot through system and development



Polysilicon

Ingot

Wafer

Cell

Panel

System/
EPC

Project
Dev't

----- Strategic Partnerships -----

Core IP

Core IP

Core IP

- Acquired PowerLight in January 2007
- Worldwide leader in large solar systems & PPs
- Acquired SunRay Renewables in March 2010.

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SunPower Applications

Residential



Commercial & Gov't



Power Plants



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Market Leader in North America



Commercial

Number 1

Largest Commercial
Installed Base in North
America



Residential

Number 1

Largest Residential
Installed Base in North
America

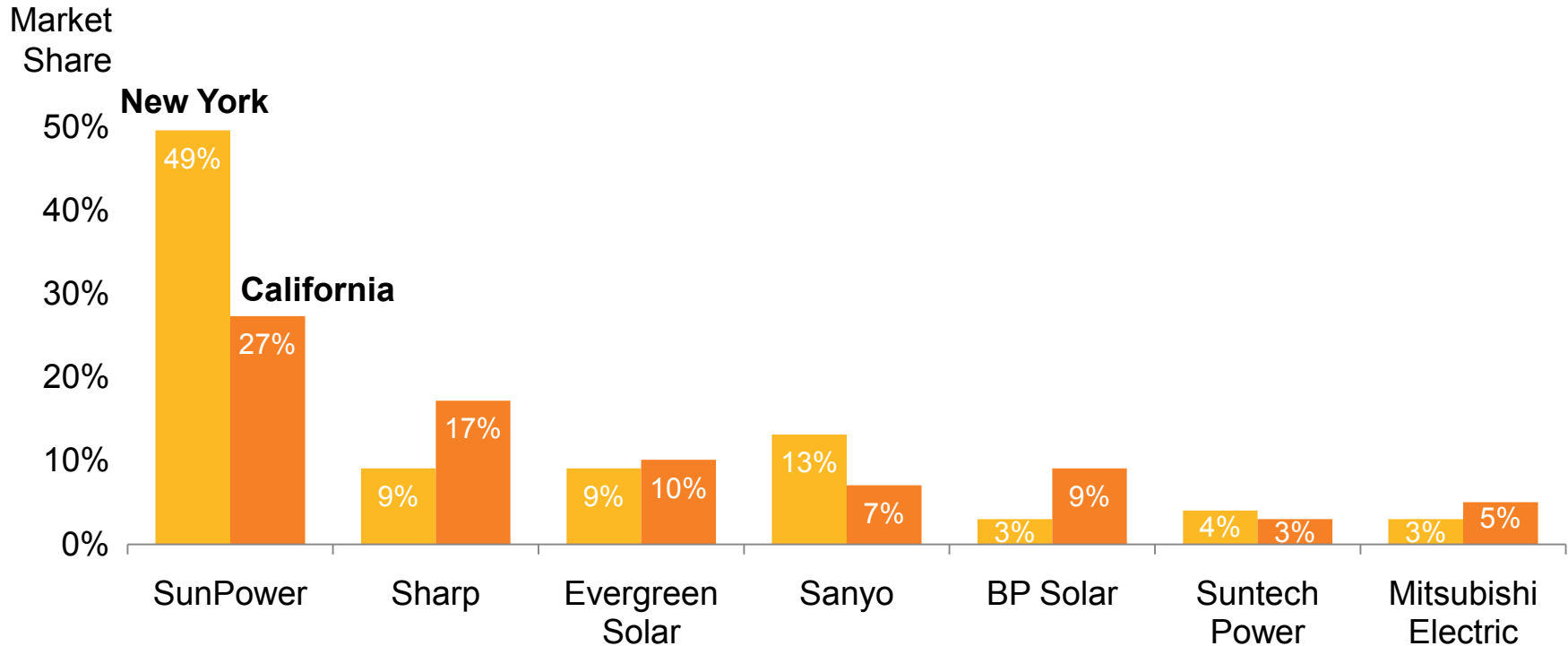


Power Plants

Number 1

Largest Solar PV Power
Plants in North America

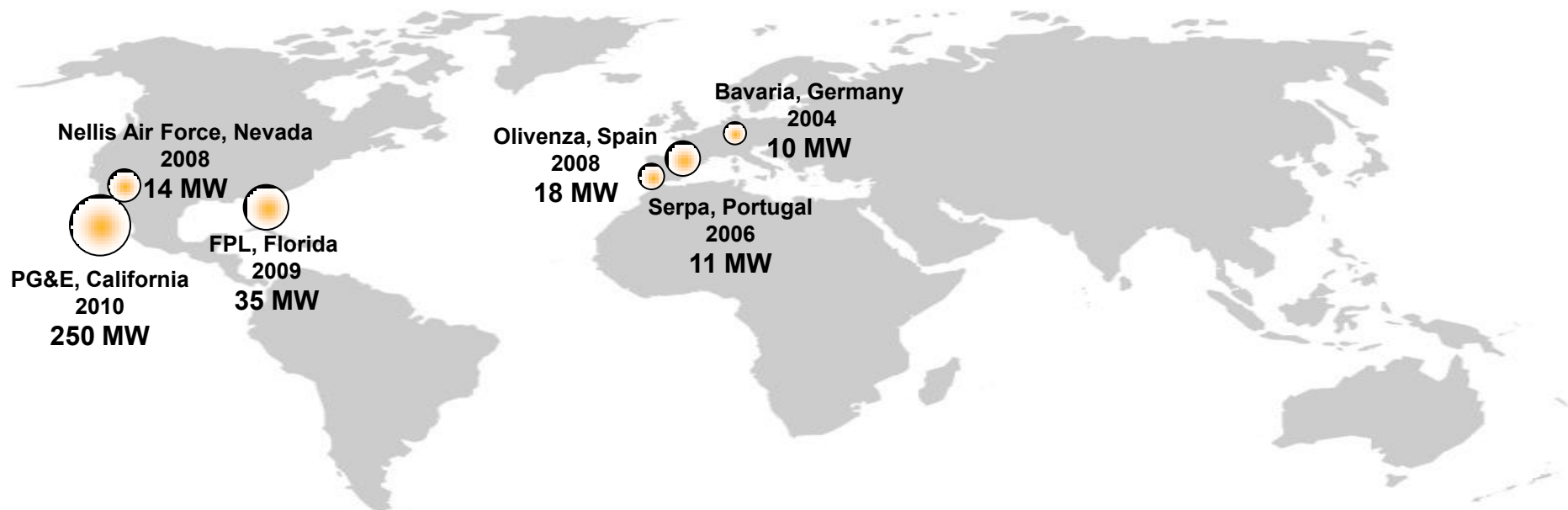
Number One Choice of Homeowners



Based on NYSERDA and CSI data for systems completed in 2008 and 2009

- 1 Largest residential installed base in the United States
- 2 Tens of thousands of residential systems installed across the globe

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Leadership in power plant & utility worldwide



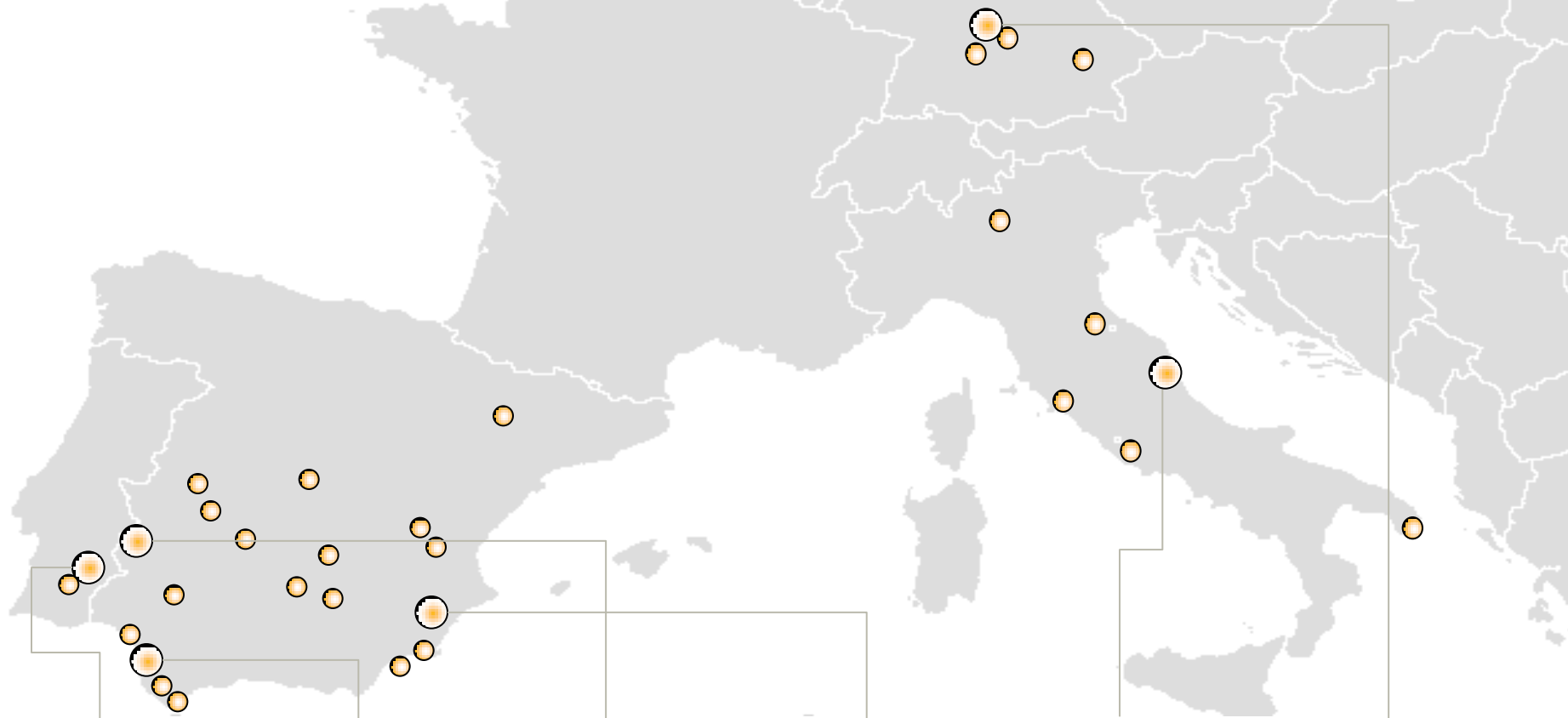
DEUTSCHE STRUCTURED FINANCE



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SUNPOWER™

Over 250 MW of power plants installed in Europe



Serpa, Portugal
11 MW



Isla Mayor, Spain
8 MW



Olivenza, Spain
18 MW



Jumilla, Spain
23 MW



Montalto, Italy
24 MW



Muehlhausen, Germany, 6 MW

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Product Suite

State-of-the art technology



SunPower Panels

**Most powerful
PV panels on the
market**



SunPower T5 Solar Roof Tile

**Most power density
(kWp/m²) per
rooftop**

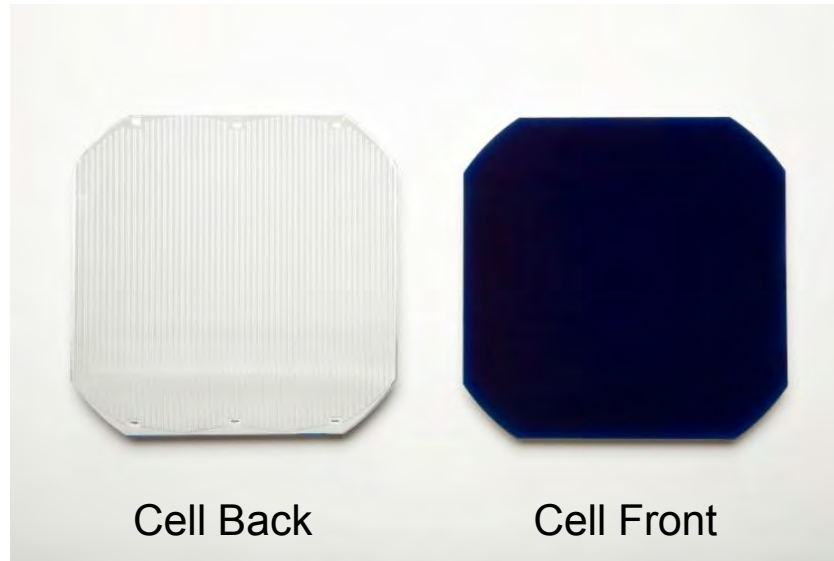


SunPower T0 & T20 Trackers

**Most installed
single-axis tracker
in the world**

**Most sunlight
captured**

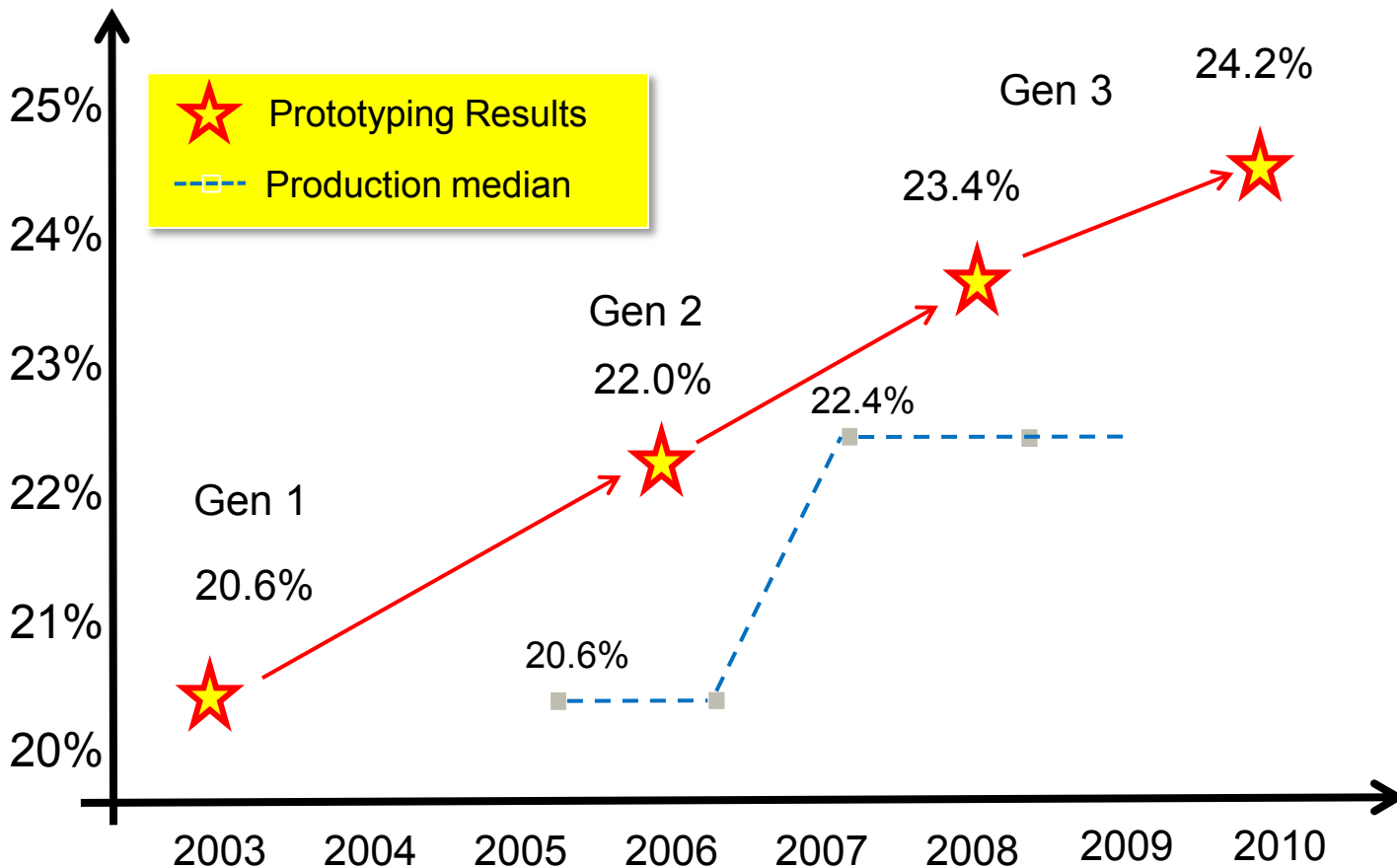
SunPower Solar Cells



- Highest efficiency commercially available solar cell
- Up to 50% higher than conventional cells
- Proprietary all-back contact n-type solar cell design
- By locating the electrical contacts on the back surface, SunPower achieves conversion efficiencies of up to 24.2%

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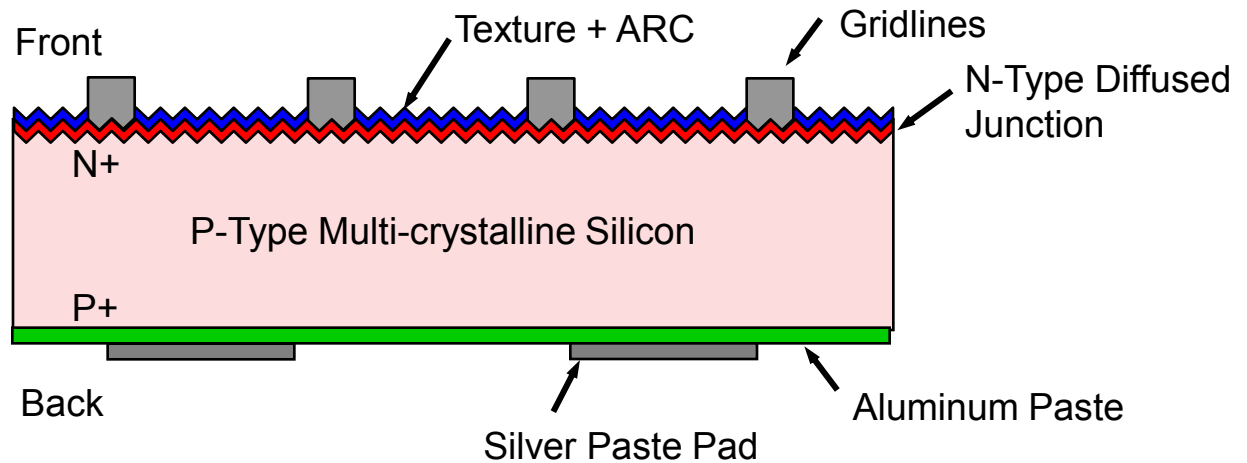
SunPower Cell Efficiency History



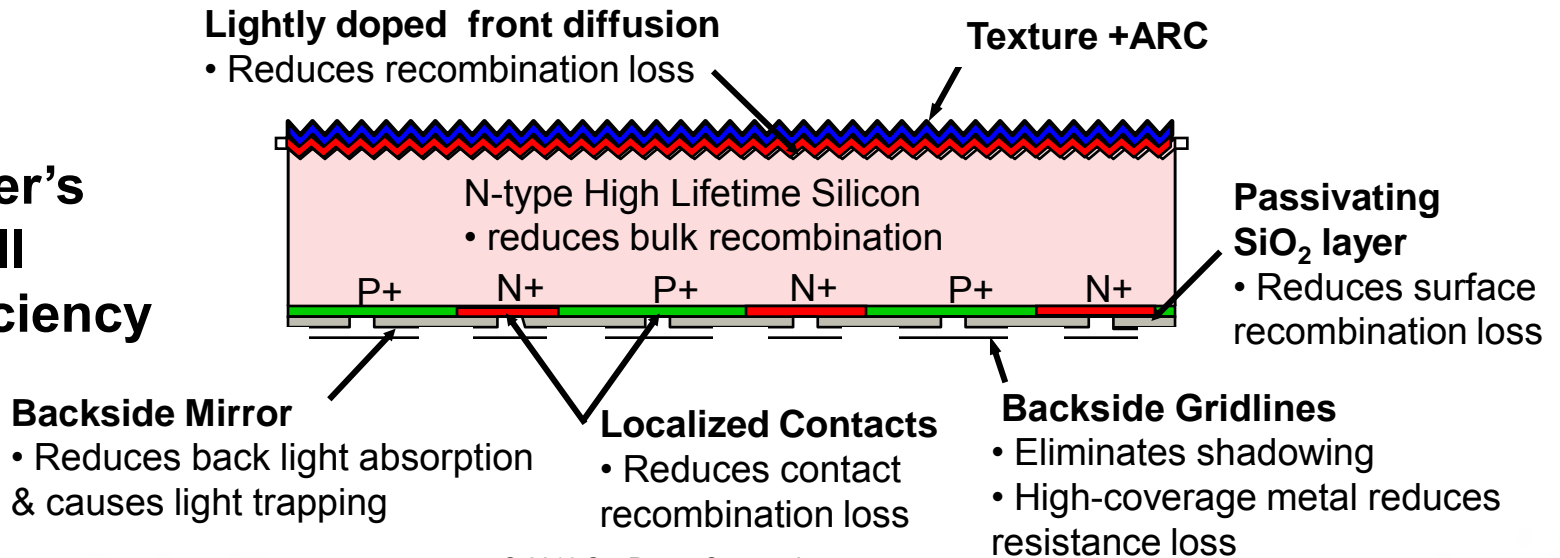
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Technology Comparison

Conventional Solar Cell 15% Efficiency

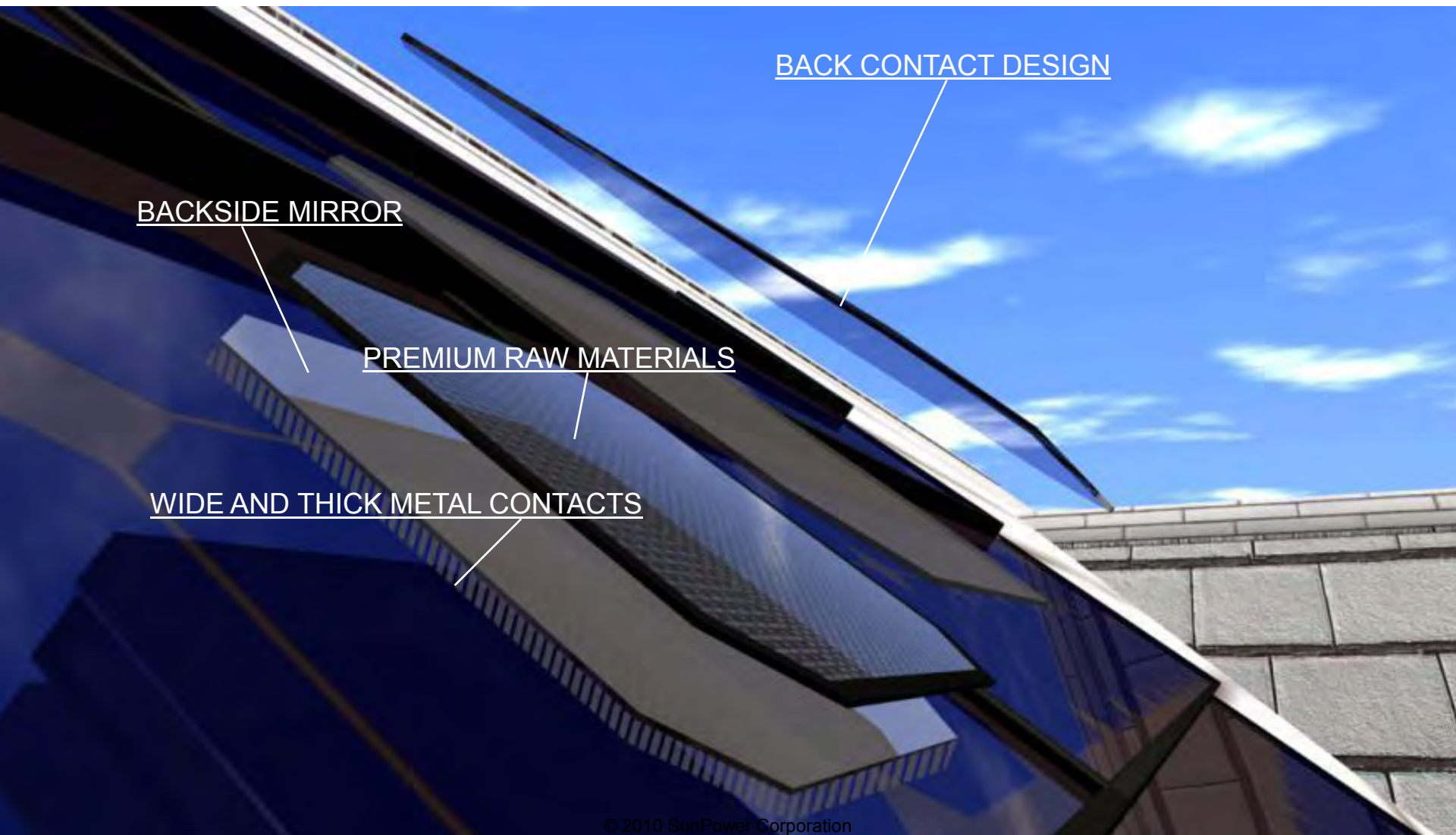


SunPower's Solar Cell 22% Efficiency



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SunPower Cells Capture More Sunlight



More Energy Delivered per Rated Watt

- Superior light capture
 - Back contact, anti-reflective coating on cell / module
- Superior temperature performance
 - Reduced voltage temperature coefficient, 5% less degradation range
- No light-induced degradation
 - Avoid immediate 2–3% degradation after first exposure to light
- Higher voltage and current
 - Reduced metal/silicon interface area, no front surface shading

SunPower Panels



Most powerful PV panels on the market

- World record cell efficiency: 24.2%
- Produces up to 50% more than conventional panels and 100% more than thin film panels per unit area
- Highest real-world performance in high temperature and low light

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More Energy Delivered on a Commercial Roof



2,146 SunPower 300 Panels

T10 Commercial Roof Tile

1,533 Conventional 208 W Panels

25° Fixed Tilt Racking System

Thin Film Amorphous

Integrated Roof Membrane

- Annual kWh simulation based in Rome, Italy on 5,000 sq meter roof

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SunPower technology delivers most competitive cost per kWh over the lifetime of the project



$$\text{Cost/kWh over life of project} = \frac{\text{Balance of Plant} + \text{Land} + \text{Panel} + \text{O\&M Costs}}{\text{Sunlight Collection} \times \text{Conversion Efficiency}}$$



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FPL Desoto 25 MW SunPower T0 Tracker



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Plant Inauguration – October, 2009

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