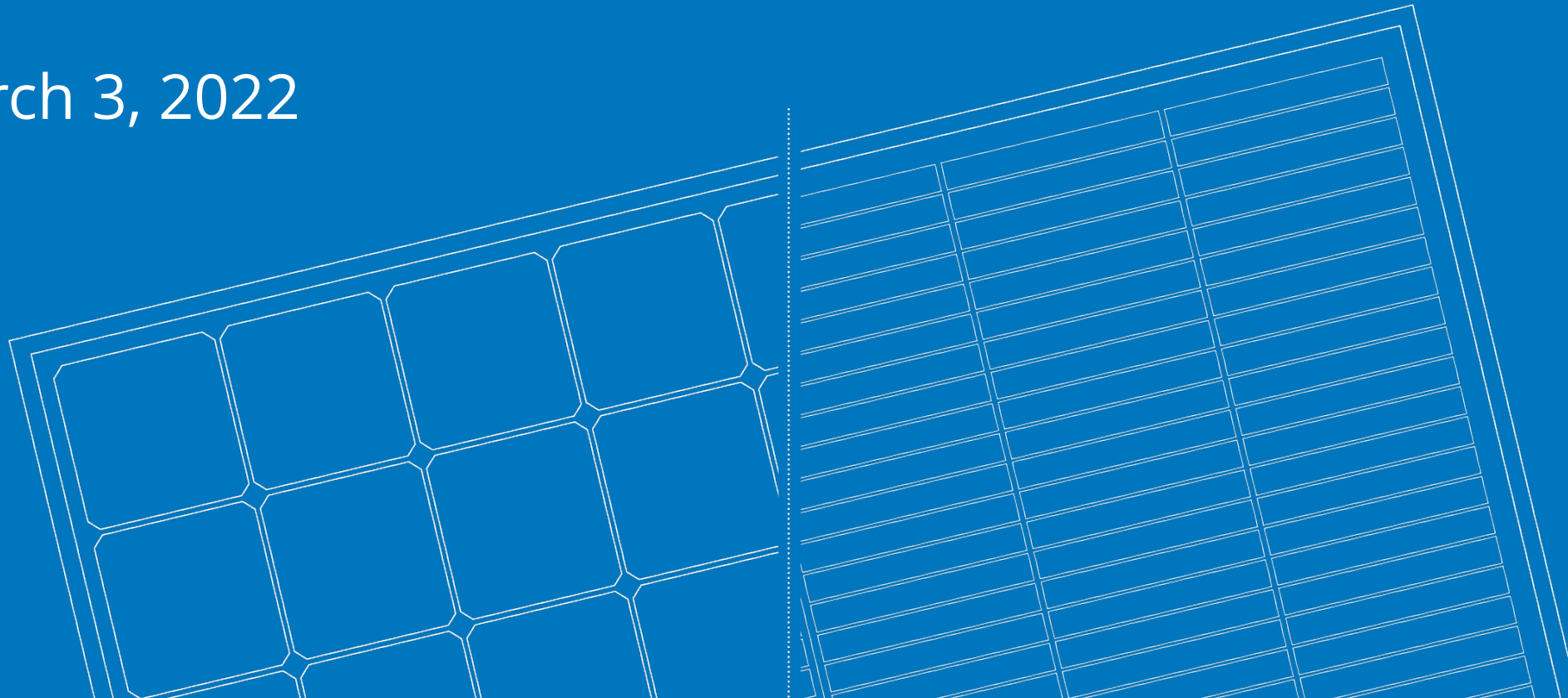


# ACHIEVING A 40-YEAR MODULE WARRANTY THROUGH DATA SCIENCE AND ENGINEERING

March 3, 2022



SUNPOWER

FROM MAXEON  
SOLAR TECHNOLOGIES



# AGENDA











- Introduction to the SunPower Maxeon IBC 40-Year Warranty
  - Chris O'Brien, Maxeon Solar Technologies
- Engineering out failure modes in SunPower Maxeon IBC panels
  - Darren Hoffman, Maxeon Solar Technologies
  -
- Preliminary research on system level degradation rates
  - Gareth Walker, Omnidian



**Chris O'Brien**  
Vice President, APAC

MAXEON SOLAR TECHNOLOGIES

# MAXEON AT A GLANCE

maxeon	
 NASDAQ SYMBOL	MAXN
 HEADQUARTERS	Singapore
 SALES TERRITORY	<b>100+ Global Markets</b>
 SALES MARKETS & CHANNELS	+ Exclusive DG <sup>1</sup> Panel Supply Agreement to SunPower Residential   Commercial   Power Plant
 CUSTOMER-FACING BRAND	<b>SunPower Brand</b> outside of the U.S.
 INSTALLER NETWORK	<b>~1,200 Partners</b>
 2020 VOLUME	<b>2,145 MW</b>
 CUSTOMER BASE	<b>367,000+</b>
 IP ACCESS	<b>1,000+ Patents</b>
 MANUFACTURING CAPACITY	<b>Malaysia, Philippines, Mexico, France, China</b> IBC <sup>2</sup> : 1 GW   P-Series: 1.8 GW (planned)   5 GW through JV <sup>3</sup>

<sup>1</sup> DG: Distributed Generation.

<sup>2</sup> IBC: Interdigitated Back Contact ("IBC") technology.

<sup>3</sup> JV: Huansheng Photovoltaic (Jiangsu) Co., Ltd. (HSPV).



Residential Solar



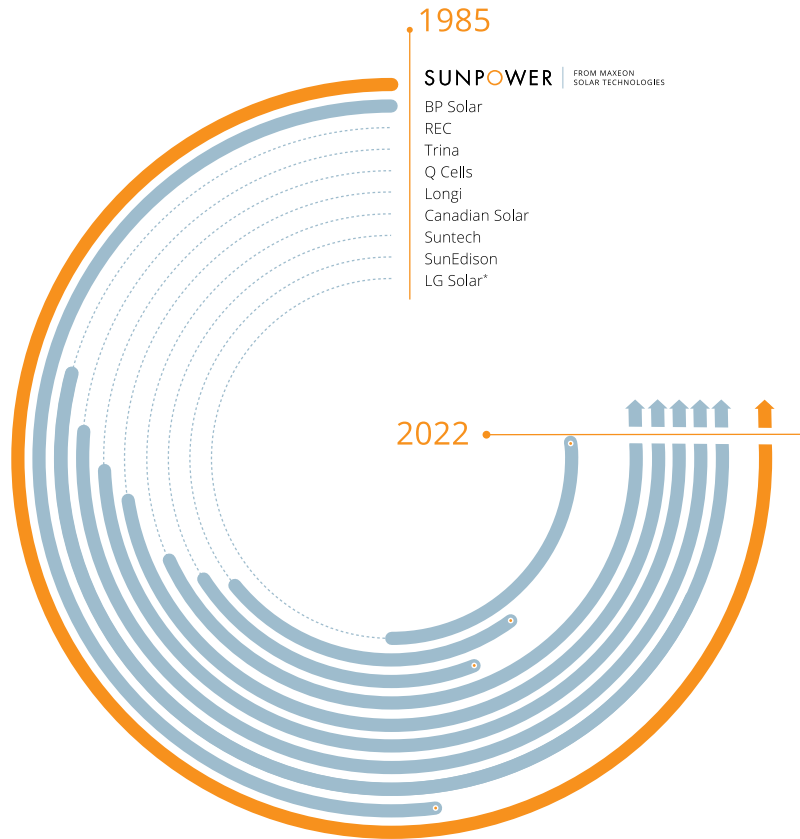
Commercial Solar



Solar Power Plants



# STRONG PARTNERS, SAFE INVESTMENT



## SunPower Corporation created:

- A solar technology pioneer
- Strong global channels and brand reputation
- Industry-leading innovative products & quality

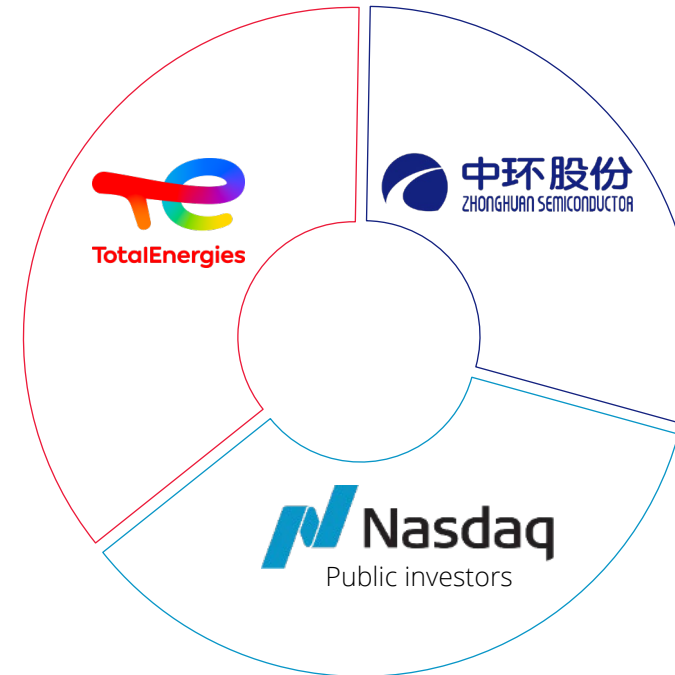
**maxeon**

- Capital to accelerate product platforms with compelling roadmap
- Strong access to low-cost Asia-based solar supply chain
- Exclusive distributed generation panel supply agreement to SPWR
- Retains strong global channels and SunPower brand outside of the US

## TotalEnergies SE ("TOTAL")

- \$141 billion in sales (2020)<sup>1</sup>
- 100 GW commitment to renewables by 2030
- Significant customer of Maxeon's panel technology –
- ~700 MW across 35+ projects

**~24.9% current ownership<sup>4</sup>**



## Tianjin Zhonghuan Semiconductor Co. ("TZS")

- \$2.9 billion in revenue (2020)<sup>2</sup>
- Global wafer supplier – 40 GW
- Innovation leader – largest wafers (G12)
- \$331.7 million investment, > \$1 billion implied MAXN valuation in 2020

**~24.4% current ownership<sup>3,4</sup>**

<sup>1</sup> TOTAL SE full-year 2020 consolidated accounts.

<sup>2</sup> 2020 annual report; based on 2020 revenue of RMB19,057MM and RMB/USD exchange rate of 6.5286 as of 12/31/2020.

<sup>3</sup> TZS invested concurrently with the public offering via a PIPE (Private Investment in Public Equity) in April 2021.

<sup>4</sup> Ownership percentage as of May 31<sup>st</sup>, 2021.

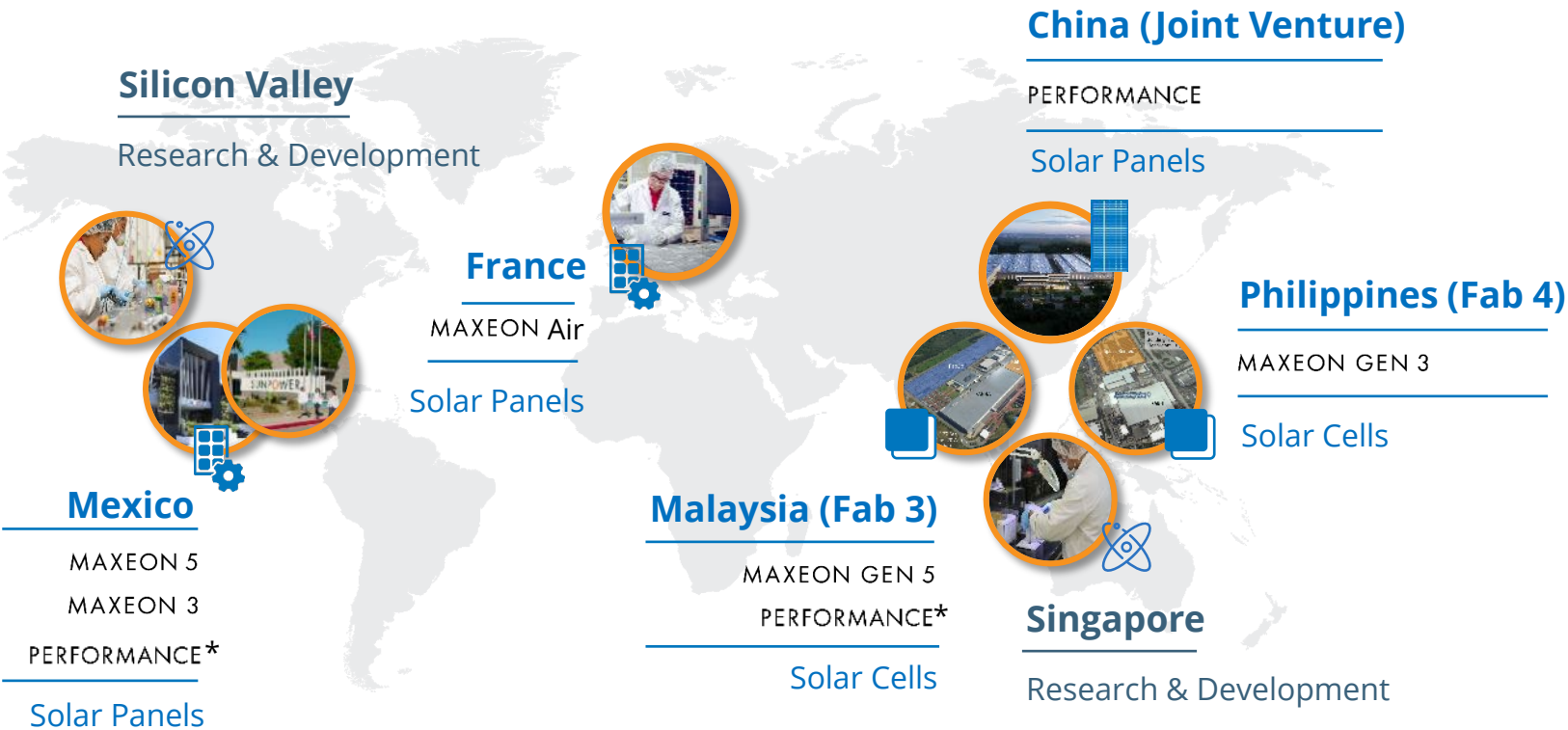
\* LG launched their first solar panel in mass production in 2010

\*\* Suntech declared bankruptcy in 2013 and was acquired by Shunfeng International Clean Energy Limited in 2014

# A LEADER IN GLOBAL SOLAR INNOVATION

We design and build  
industry-leading<sup>1</sup>  
**SunPower solar  
cells and panels.**

## Global Development & Manufacturing Locations Maxeon Solar Technologies, Ltd.



\*Planned. Read more: <https://mediaroom.maxeon.com/2021-04-06-Maxeon-Solar-Technologies-Announces-Initiative-to-Expand-Engagement-in-U-S-Solar-Power-Market>

## Fundamentally different, and better

**#1 Solar Panel Efficiency<sup>1</sup>**  
in the market, fitting more energy in less space



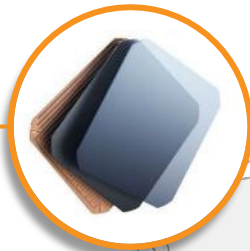
**#1 Lowest Degradation Rate**  
in the solar industry<sup>2</sup>



**Leading Durability<sup>2</sup>**  
through a 40-year warranty, top module reliability performer<sup>3</sup>



Ultra-pure silicon  
on a patented  
copper foundation



1. Based on search of datasheet values from websites of top 20 manufacturers per IHS, as of January 2019 2. As of 2018, Jordan, et al, "Robust PV Degradation Methodology Application" PVSC 2018 and "Compendium of Photovoltaic Degradation Rates" PiP 2016 3. SunPower panels identified as Top Performer in the PVEL PV Module Reliability Scorecard: <https://modulescorecard.pvel.com/>.

## Making the conventional, exceptional

**Higher Efficiency at a Value Price**  
Patented technology, G12 wafers, China JV



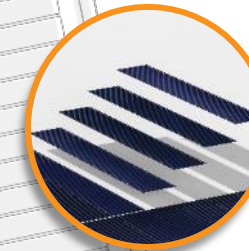
**Enhanced Energy Yield**  
Less soiling/shading loss (row spacing), bifacial, greater power density



**Reliability Advantages in Harsh Environments**  
Comprehensive warranty, top module reliability performer<sup>4</sup>



Patented unique mono  
PERC shingled  
cell panel design



Fundamentally different, and better

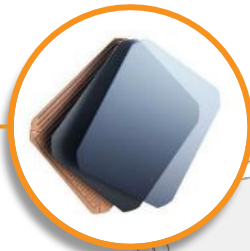
**#1 Solar Panel Efficiency<sup>1</sup>**  
in the market, fitting more energy in less space

**#1 Lowest Degradation Rate**  
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**Leading Durability<sup>2</sup>**  
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And now with the industry's  
first comprehensive 40-year  
product and performance  
warranty

### More Lifetime Energy

- High-quality materials including high grade n-type silicon cells and dual-layer anti-reflective glass
- Leading conversion efficiency allows panel to run cooler and convert more heat into electricity
- Enhanced performance in high temperatures and low-light conditions

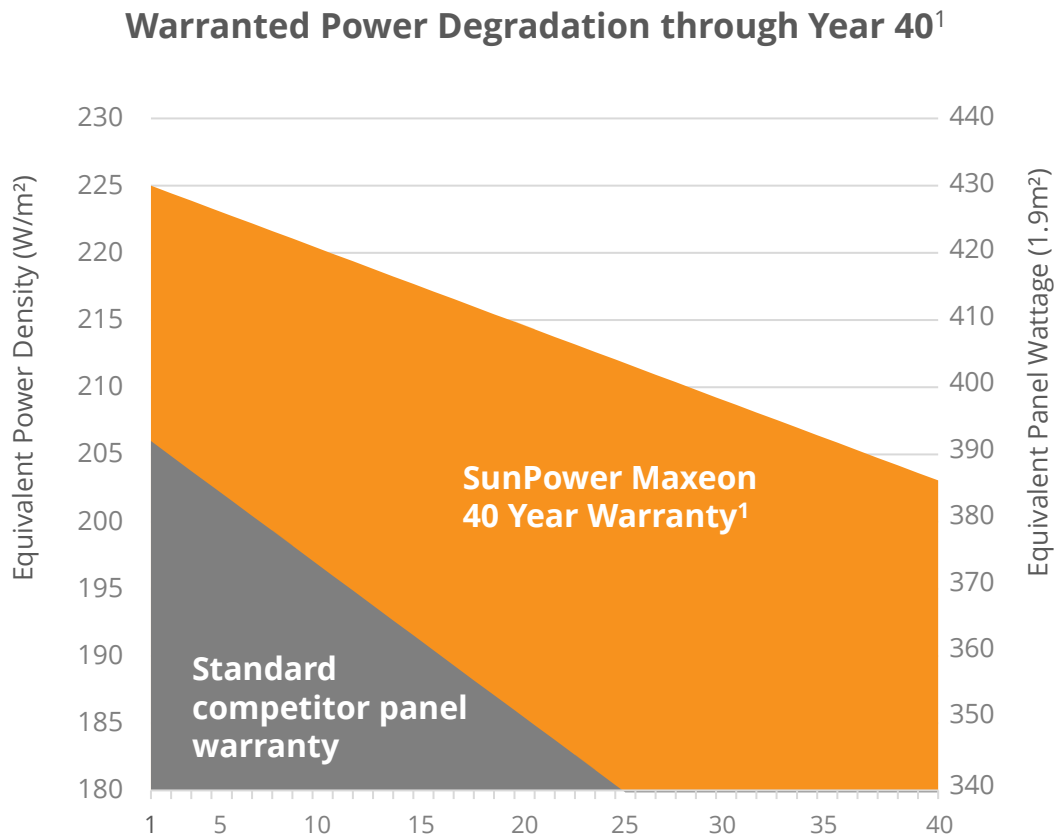
### Uncompromising Reliability

- Engineered to power through all types of weather conditions with crack-resistant cells and reinforced connections
- Electrical architecture that mitigates the impact of shade and prevents hot-spot formation
- Warranty return rate of 0.005% is 100x better than conventional alternatives



# WE GUARANTEE YOUR PANELS WILL LAST

## SunPower 40 Year Product and Performance Warranty



### PROOF OF OUR CONFIDENCE in a SunPower Maxeon panel purchase

Each SunPower Maxeon panel is manufactured with the absolute confidence to deliver more energy, reliability and savings<sup>2</sup> over time—backed by extensive third-party testing and field data from more than 33 million panels deployed worldwide.

<sup>1</sup>SunPower Maxeon ACM module: Maxeon 5 420W; 22.5 % efficiency (0.25% annual degradation rate). Conventional modules Mono PERC 390W, 20.6 % efficiency (0.54% annual degradation rate) with leading string inverter.  
<sup>2</sup>SunPower Maxeon solar panels are backed up by a 40-year warranty. Subject to terms and conditions. Not available in all countries. Jordan, D. et. al. "Robust PV Degradation Methodology and Application." PVSC 2019



**Darren Hoffman**

Sales & Technical Training Manager, APAC

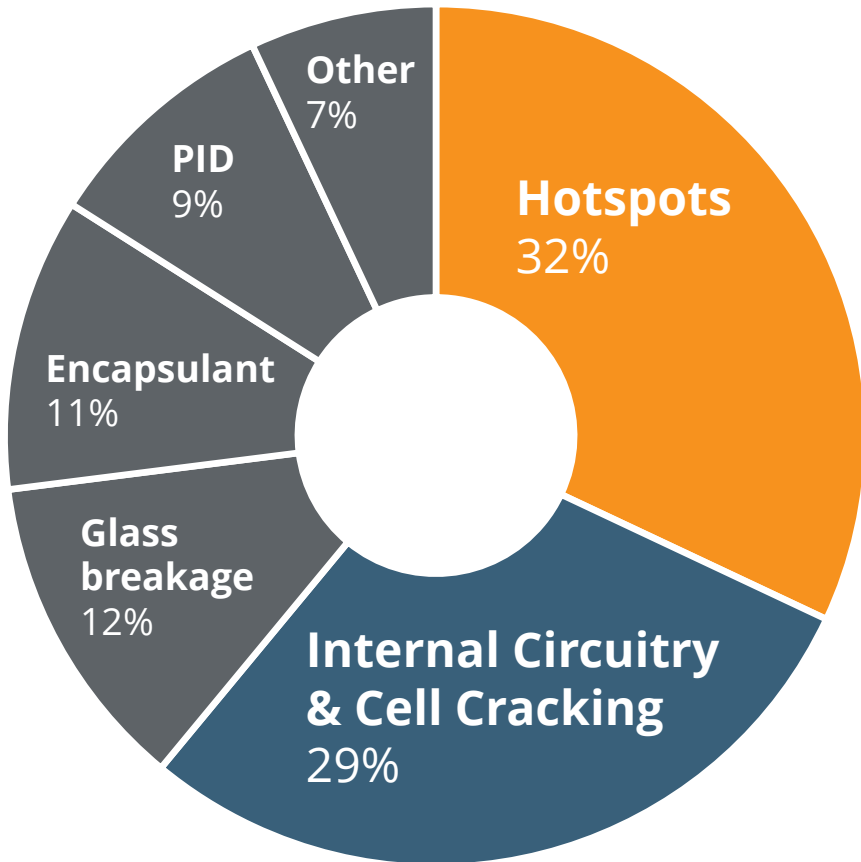
MAXEON SOLAR TECHNOLOGIES

An aerial photograph of a residential property. The house has a white tiled roof with several large, dark blue solar panels installed. A white conservatory is attached to the side of the house. In the garden, there is a paved area, a small pool, and a seating area with a white umbrella. The text 'Maxeon panels ARE A SAFER INVESTMENT in typical roof conditions' is overlaid on the bottom left of the image.

**Maxeon panels ARE A  
SAFER INVESTMENT in  
typical roof conditions**

# COMMON CAUSES OF SOLAR PANEL FAILURES

**Up to 30% of modules have issues within 10 years<sup>1</sup>**



Hotspots and internal circuitry problems are the predominant issues affecting solar panel reliability over the last ten years. These issues typically result from shading and cell cracking.

**The results can be significant, including energy yield losses, inverter uptime issues, and even outright panel failure.**

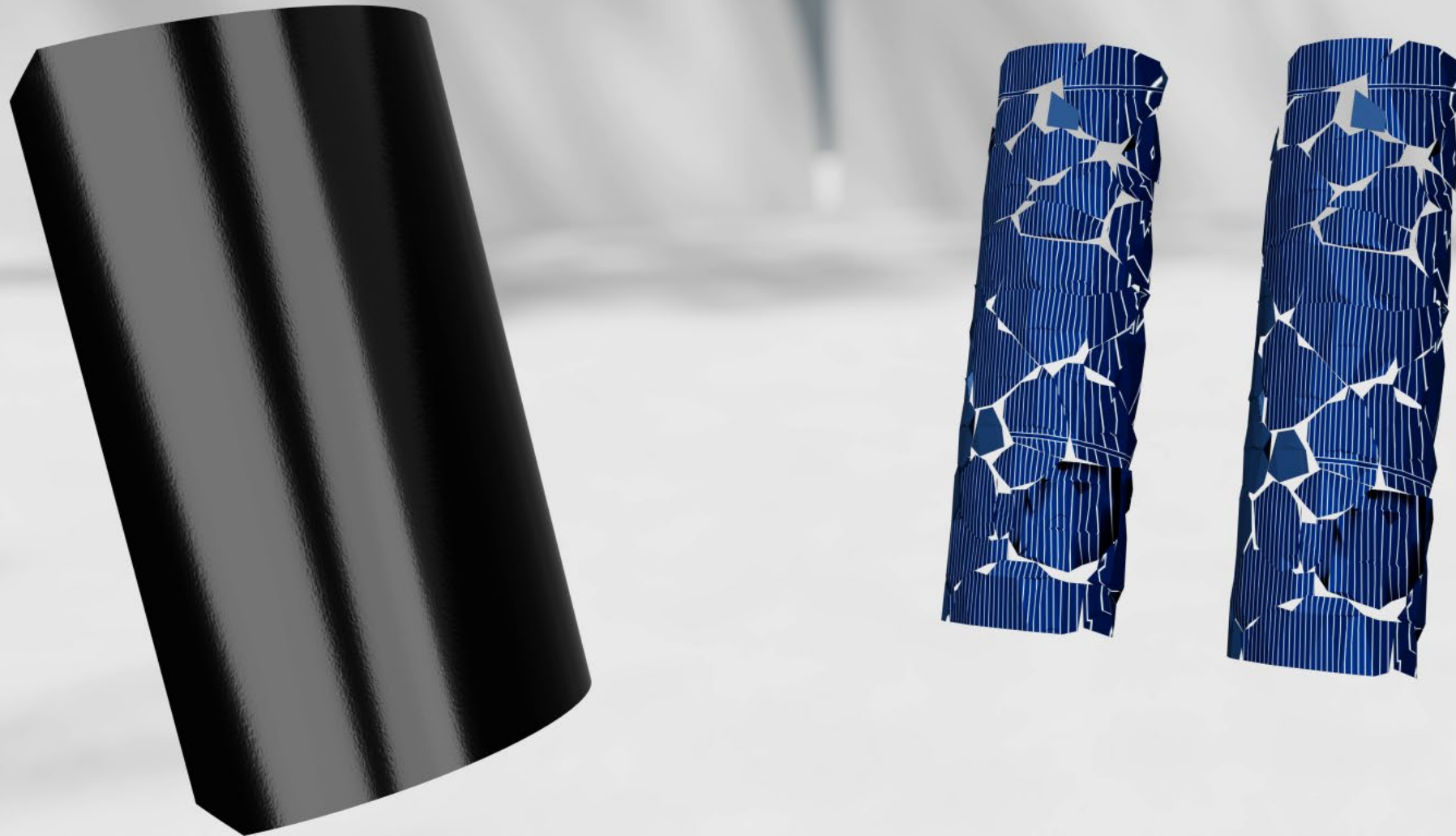
1. DuPont global PV reliability study (2020). Inspection observations based on 3GW in field. DuPont Global-Field-Reliability-Report-2020.pdf

2. Chart source information: Jordan, D. C., Silverman, T. J., Wohlgemuth, J. H., Kurtz, S. R., and VanSant, K. T. (2017) Photovoltaic failure and degradation modes. *Prog. Photovolt: Res. Appl.*, 25: 318–326. doi: [10.1002/pip.2866](https://doi.org/10.1002/pip.2866).



# SUPERIOR PERFORMANCE IN ON-ROOF CONDITIONS

**Maxeon panels deliver extreme crack resistance**

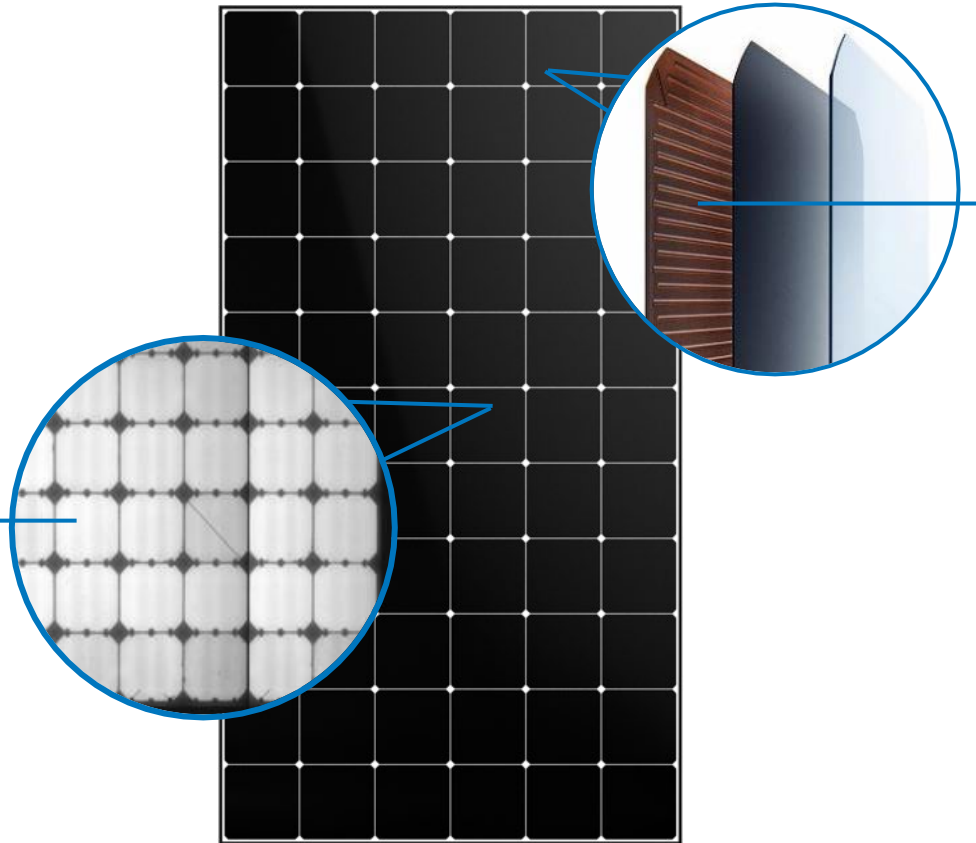




# SUPERIOR PERFORMANCE IN ON-ROOF CONDITIONS

## Maxeon panels are designed to deliver extreme crack resistance

Even with a crack, all parts of the SunPower Maxeon cell are running and crack is contained



### Protective solid metal foundation

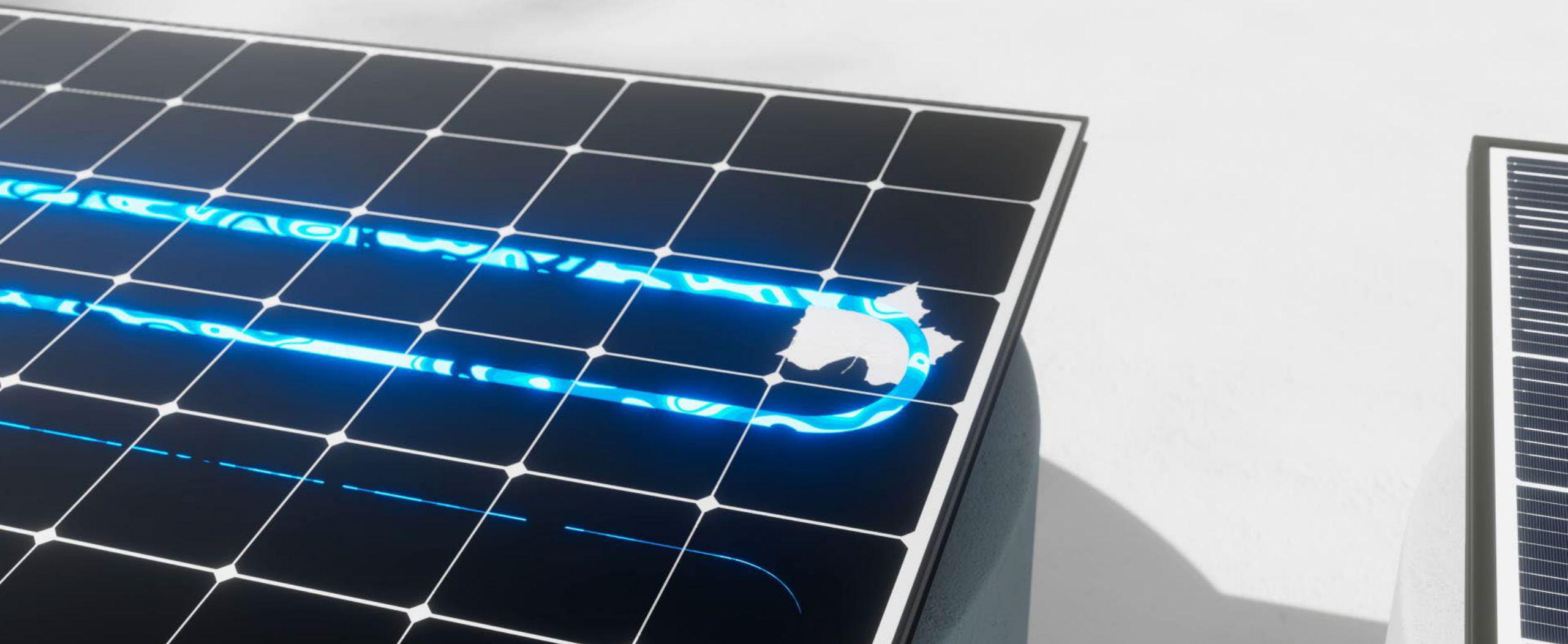
- absorbs temperature swings
- protects from cracking
- creates near-continuous electrical connections



Maxeon panels are a 2021 PVEL **Top Performer** in Mechanical Stress Sequence testing.

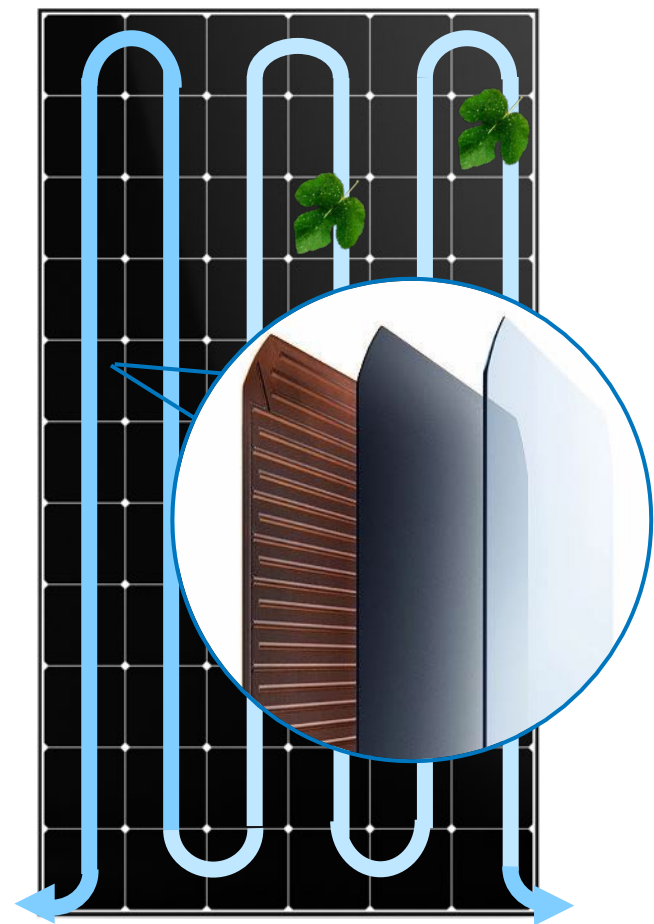
# SUPERIOR PERFORMANCE IN ON-ROOF CONDITIONS

**Maxeon panels perform more reliably in shade**



# SUPERIOR PERFORMANCE IN ON-ROOF CONDITIONS

## Maxeon panels perform more reliably in shade



Maxeon cells feature a cell architecture with a lower breakdown voltage to allow large amounts of current to pass uniformly through shaded cells.

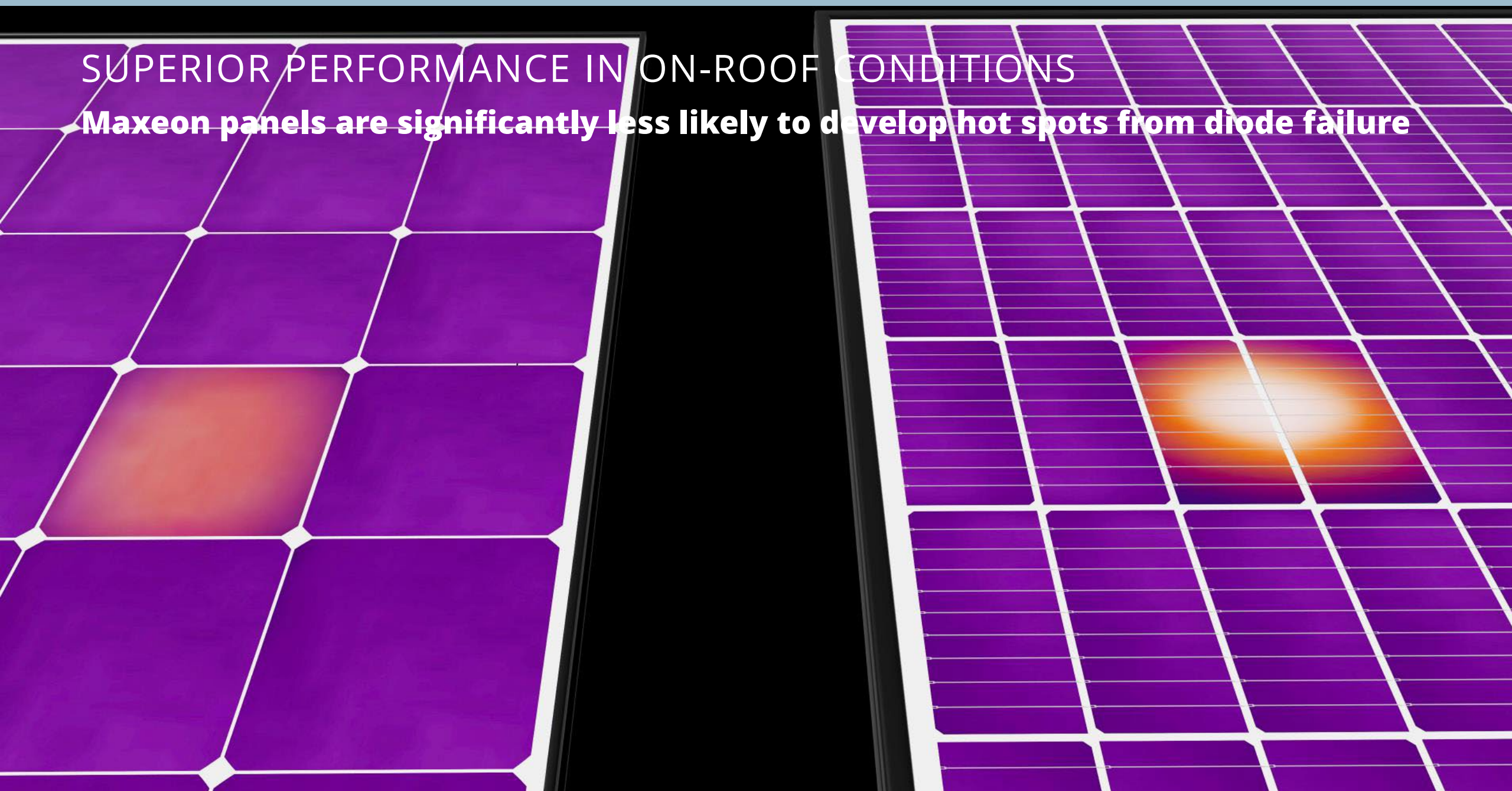
As a result, shaded cells don't heat up as much as conventional cells—**the Maxeon cell essentially acts as its own bypass diode to mitigate shade and keep energy flowing.**

		Standard Solar Panels		
	Maxeon	166mm	182mm	210mm
String Current (A)	10.8	10.8	13.0	17.2
Approx Reverse Bias Voltage (V)	3.8	20	20	20
Heat energy to dissipate (W)	41	216	260	344
Heat dissipation pattern	Across cell area	Point hotspot		
Temperature change in shade (°C) versus panel temperature	40	>100		
Temperature change in shade if diode is no longer protecting the panel (°C)	40	>150		

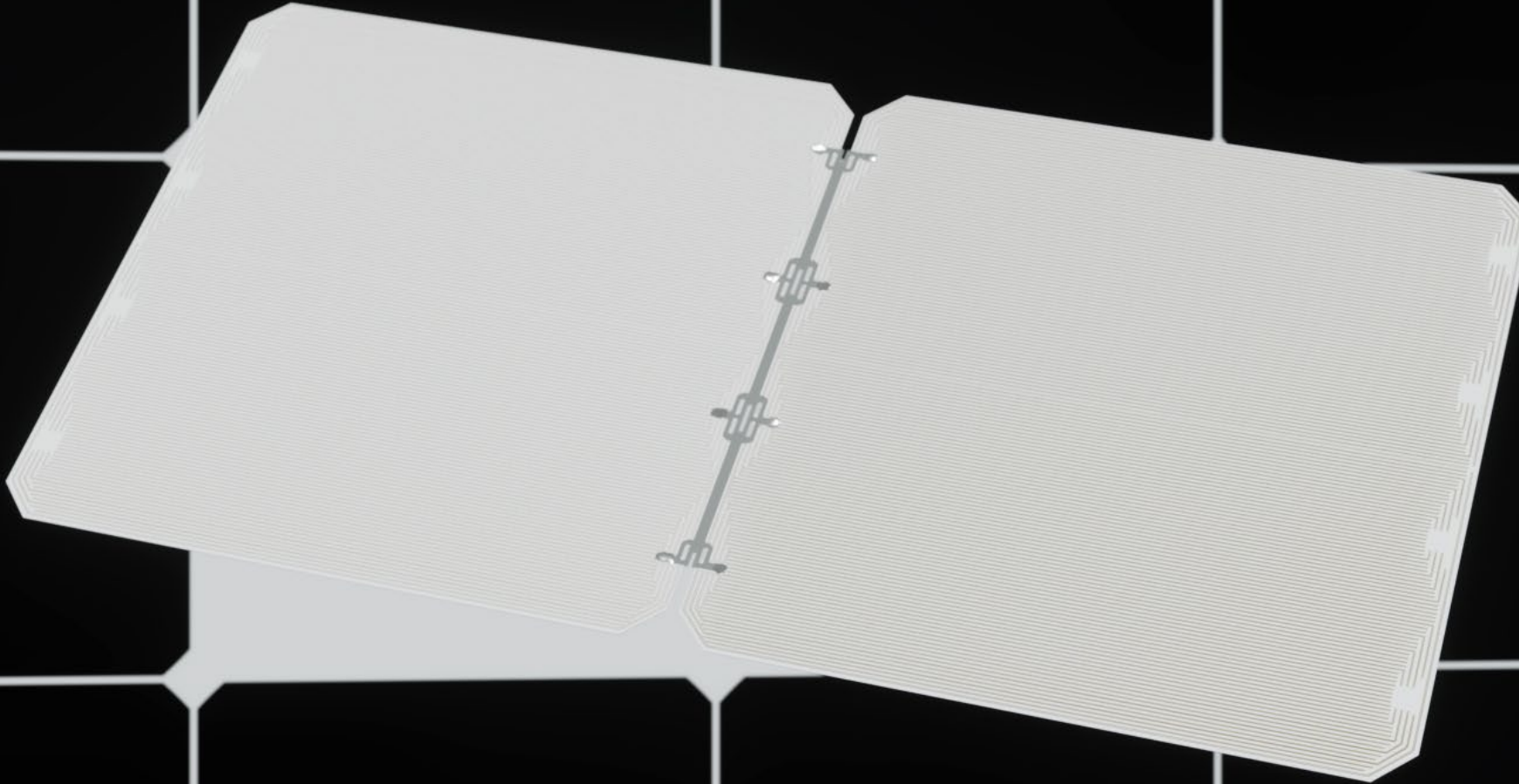


## SUPERIOR PERFORMANCE IN ON-ROOF CONDITIONS

**Maxeon panels are significantly less likely to develop hot spots from diode failure**



SUPERIOR PERFORMANCE IN ALL WEATHER  
**Maxeon panels are built to power through temperature swings.**





# SUPERIOR PERFORMANCE IN ALL CLIMATES

**Maxon panels are built to power through temperature swings.**

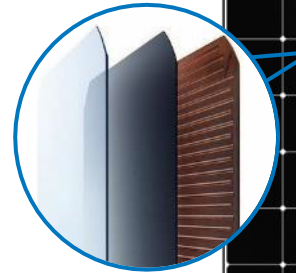
When module temperatures rise and fall throughout the day to a passing cloud, the circuitry components expand and contract.

**Over the time, solder bonds in standard panels fatigue and diminish performance when the sun is at its brightest.<sup>1</sup>**

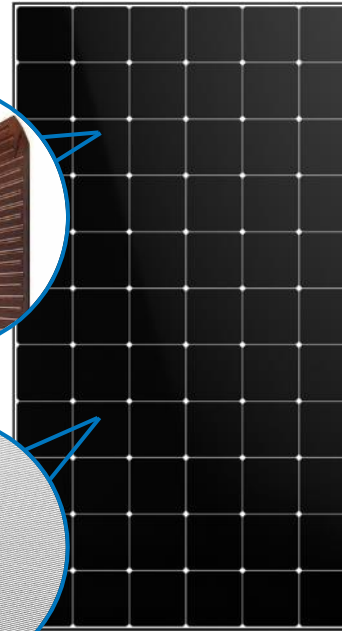
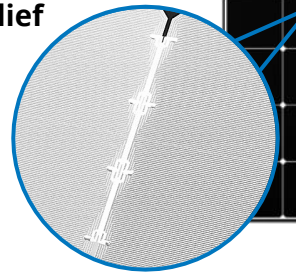


**Maxon panels are a 2021 PVEL Top Performer in rigorous Thermal Cycling testing.**

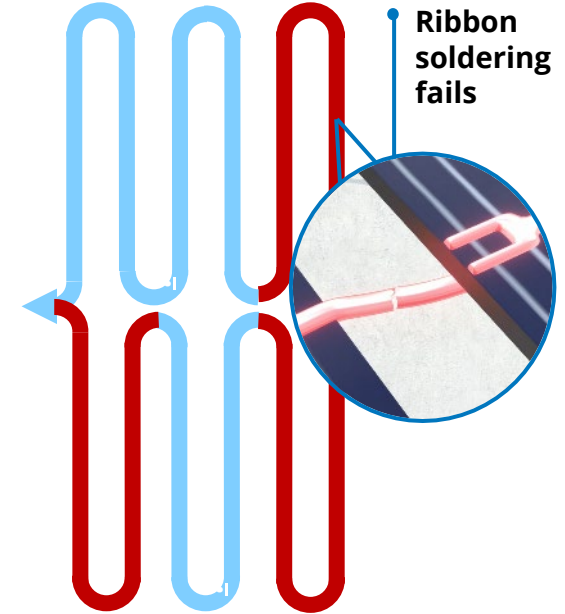
Protective solid metal foundation



Built-in strain relief



Ribbon soldering fails



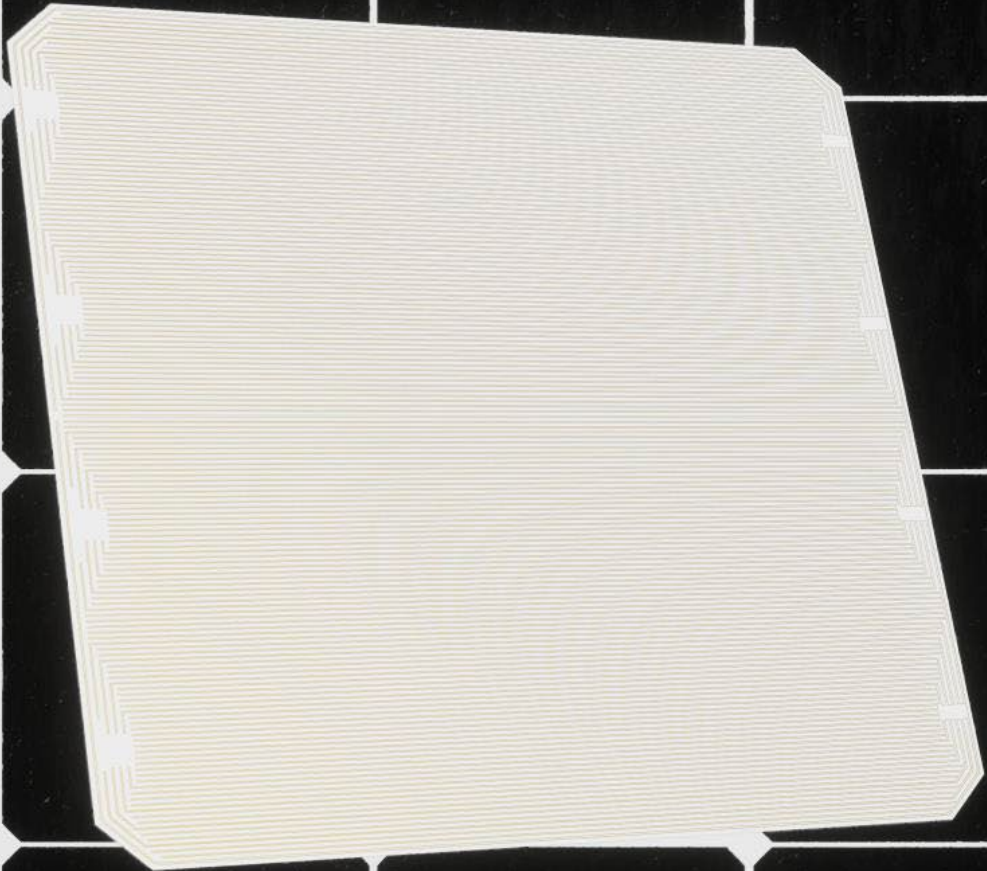
*"For all the advantages of multi-busbar (MBB) modules, e.g., reduced power loss from microcracks and higher output power, improper soldering can lead to poor thermal cycling results."<sup>1</sup>*

1. PVEL PV Module Reliability Scorecard Report 2021



SUPERIOR PERFORMANCE IN ALL CLIMATES

**Maxeon panels are built to power through heat and humidity.**





# SUPERIOR PERFORMANCE IN ALL CLIMATES

## **Maxeon panels are built to power through heat and humidity.**

In tropical climates, panels are by far the main reason why a PV system will fail.<sup>1</sup>

Risks for panel power loss in hot and humid locations:<sup>2</sup>

- Panel delaminates layers
- Moisture corrodes the silver lines on the front of standard cells
- Materials degrade through EVA browning

PV modules experience periods of high temperature and humidity not only in tropical and subtropical regions but also in moderate climates.

In these conditions, inferior quality components or substandard lamination procedures can lead to degradation or premature failure.

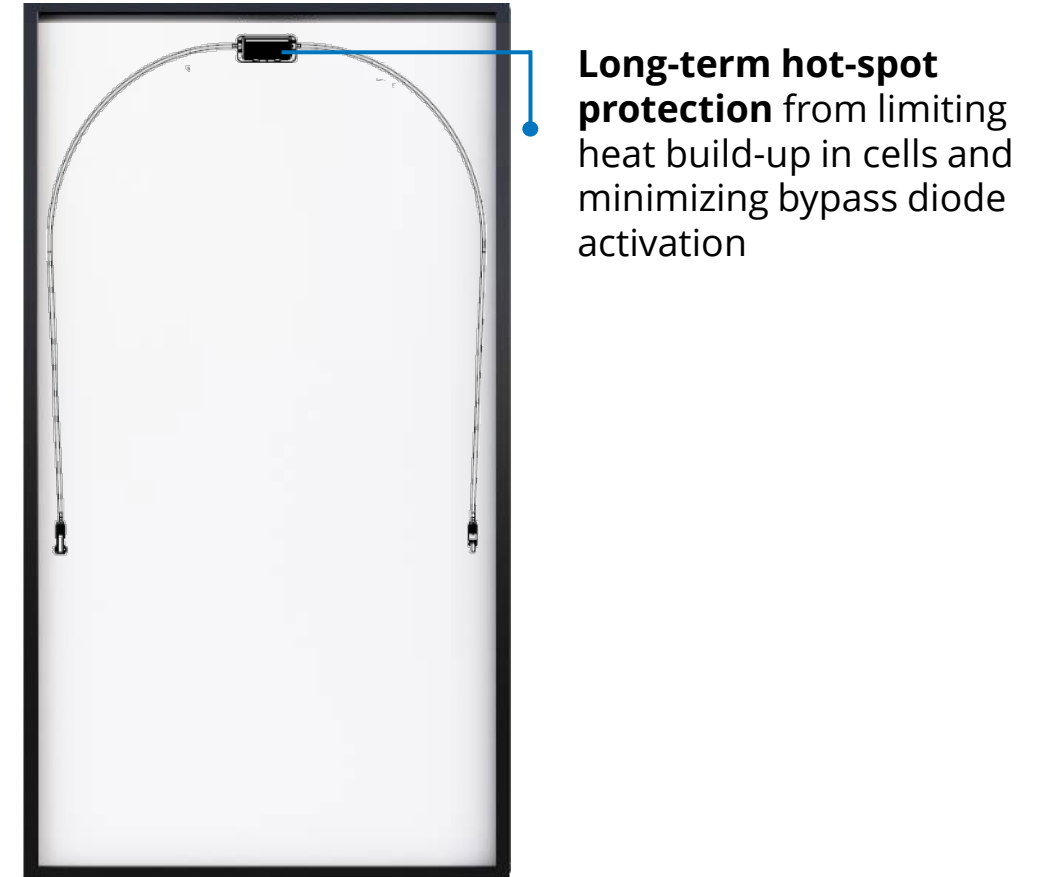
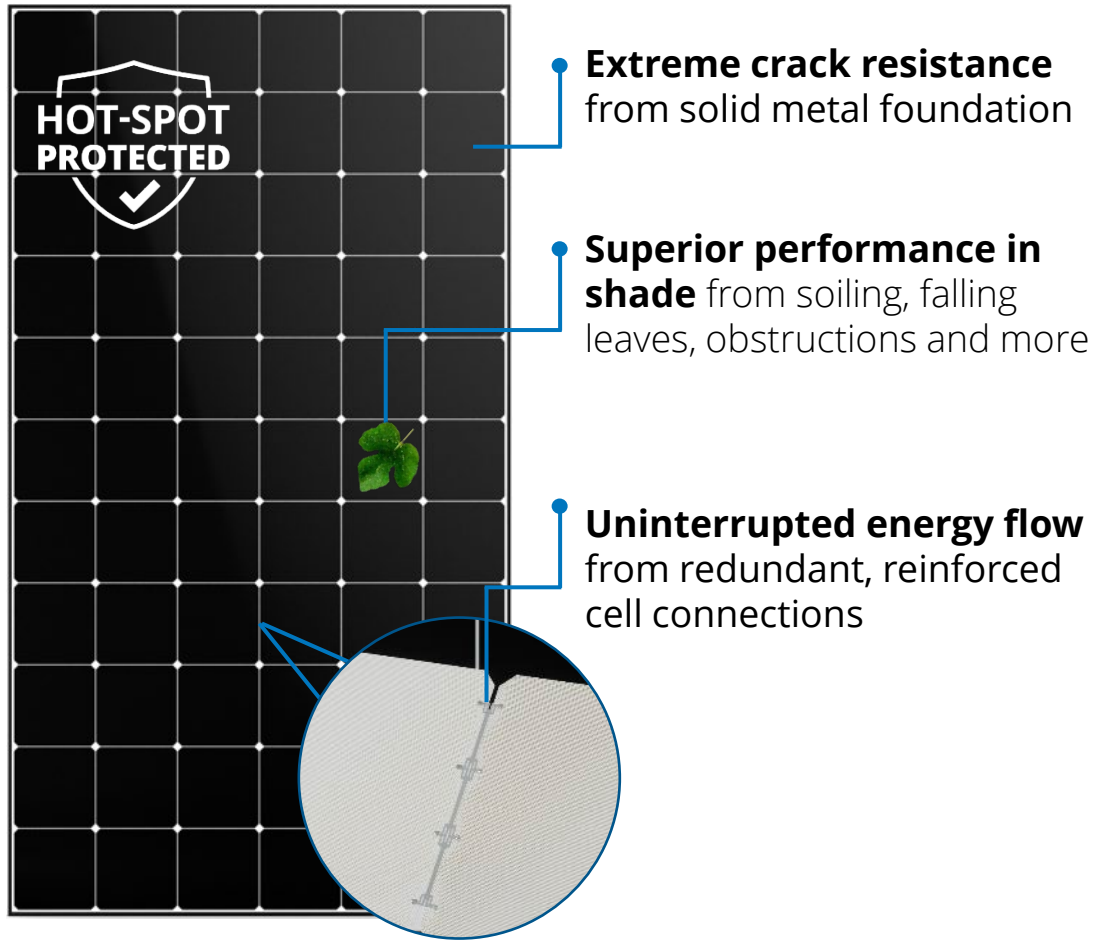


**Maxeon panels are a 2021 PVEL Top Performer in Damp Heat and Potential-Induced Degradation (PID) testing.**

1. Halwachs et al., Statistical evaluation of PV system performance and failure data among different climate zones, Mar 2019  
2. Analysis of long-term performance and reliability of PV modules under tropical climatic conditions in sub-Saharan, Aug. 2020

# PERFORMANCE IN ON-ROOF CONDITIONS

**Maxeon panels are designed to eliminate how standard panels fail**



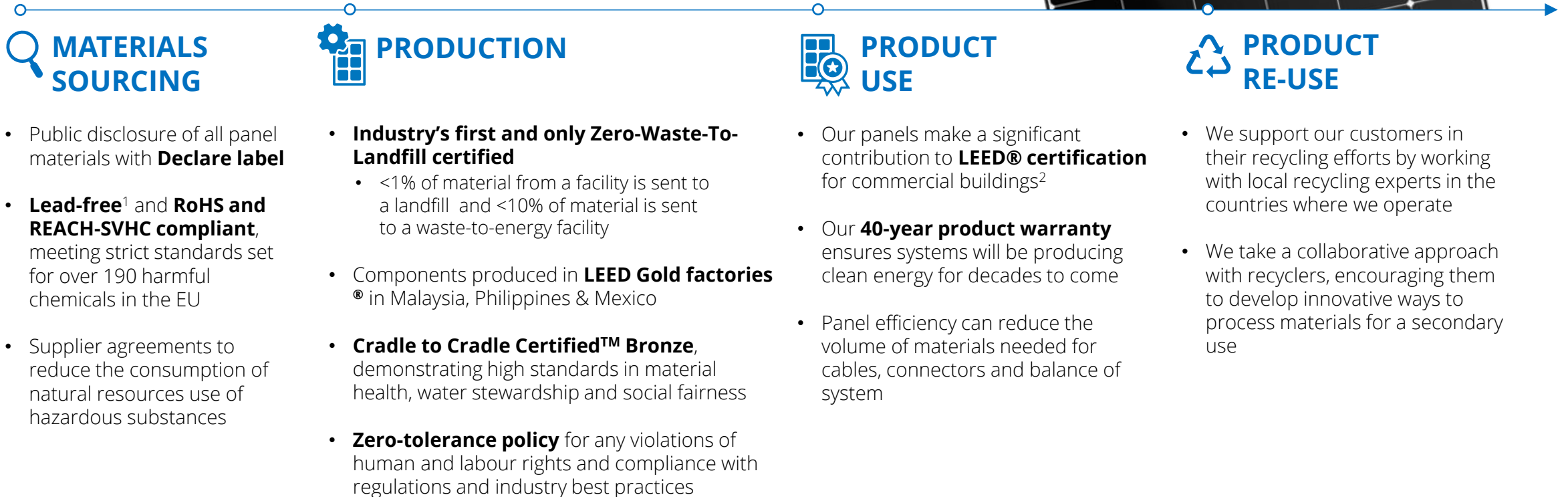
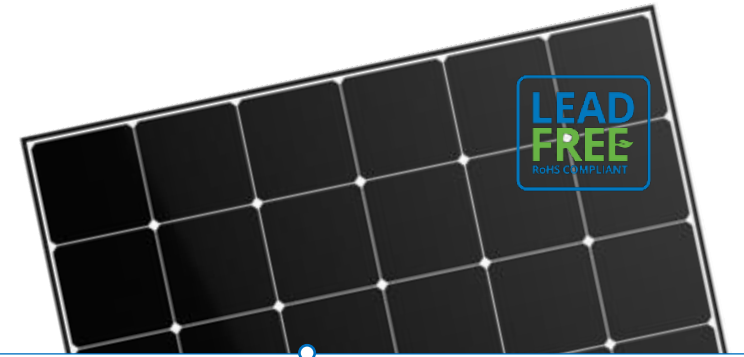
A man in a patterned shirt is plugging a charging cable into a dark-colored electric car. The car is parked on a paved surface next to a large array of solar panels. The scene is set outdoors, likely on a rooftop or a dedicated solar parking area. The solar panels are dark blue with a grid pattern, and the man is standing to the left of the car, facing it.

**BETTER TOMORROW  
FOR THE PLANET**  
**SUNPOWER MAXEON PANELS ARE  
THE MOST SUSTAINABLE PANEL CHOICE IN SOLAR**



# PANELS AS CLEAN AS THE ENERGY THEY CREATE

## How a SunPower Maxeon panel is made



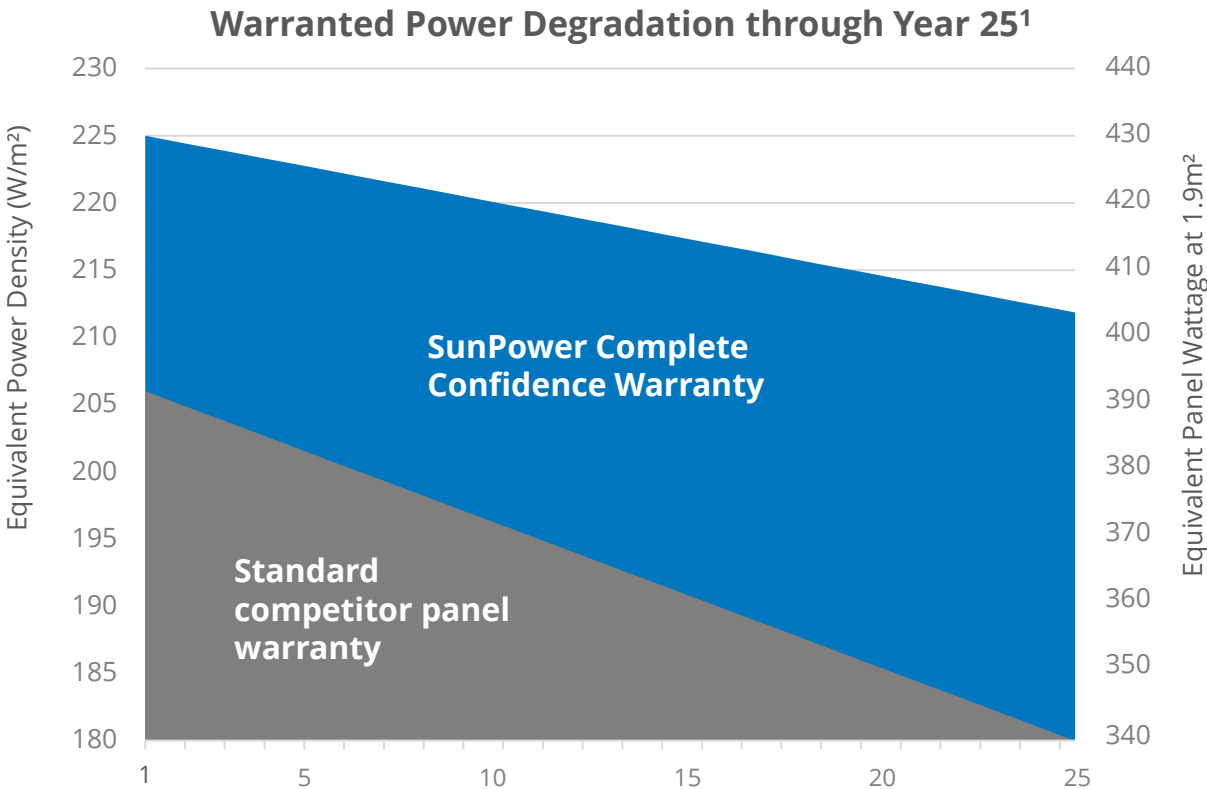
<sup>1</sup> RoHS testing standard. <sup>2</sup> SunPower Maxeon DC panels only. On a typical project<sup>1</sup>, a solar system contributes 5 points. Using Cradle to Cradle Certified™ products and reducing construction waste can yield an additional 6 points

A man with glasses and a beard, wearing a light blue button-down shirt, and a woman with long dark hair, wearing a grey sweater, are sitting at a desk. They are looking at a laptop screen. The woman is pointing at the screen with her right hand. A calculator and some papers are on the desk. The background is a bright, out-of-focus office space.

maxeon panels create  
**more value** for the customer  
than standard panels

# HISTORY OF WARRANTY LEADERSHIP

## SunPower Complete Confidence Guarantee



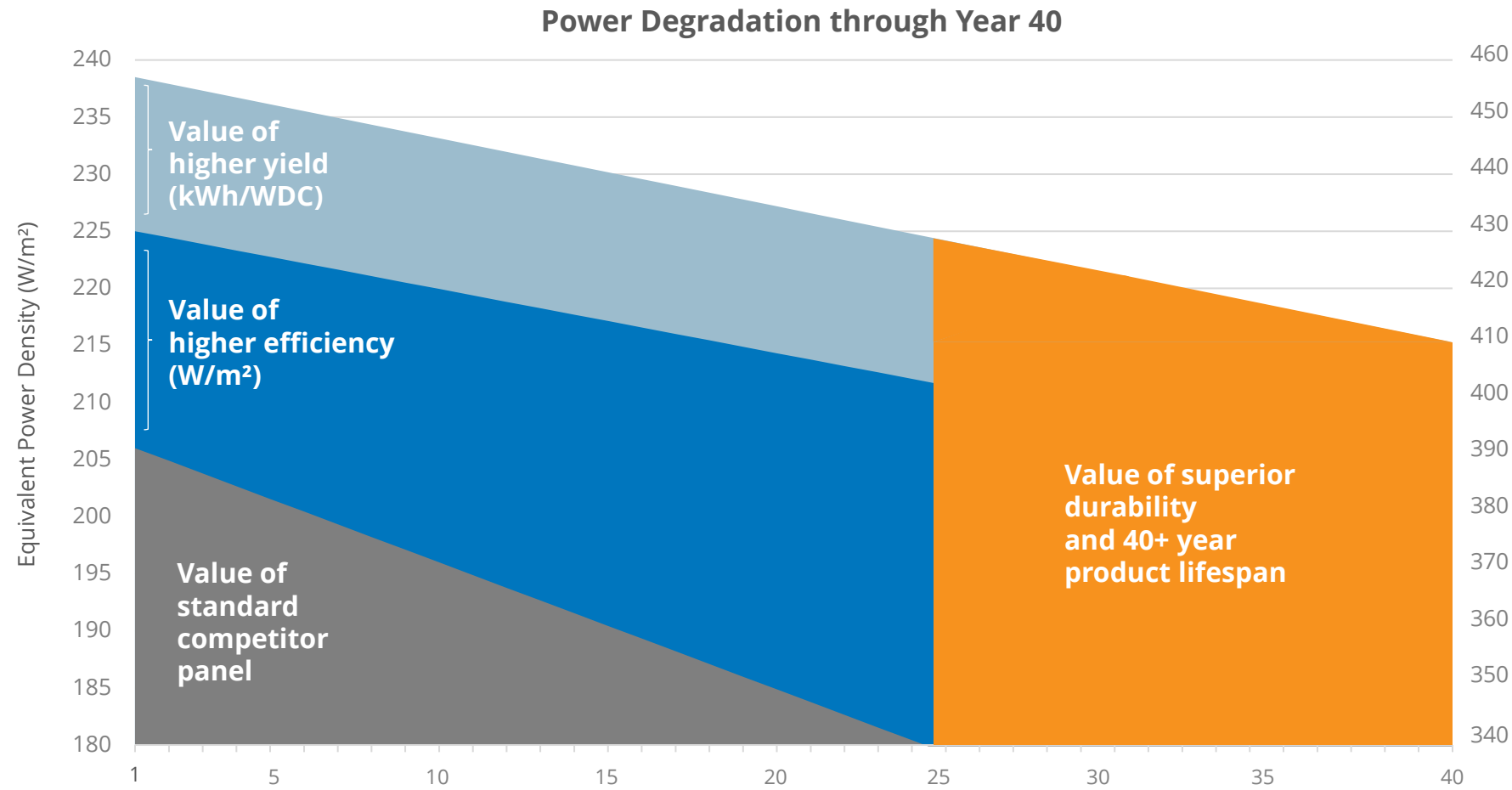
PV Category's Best Combined  
**Power, Product and Service Warranty<sup>2</sup>**

The SunPower Complete Confidence logo is a blue shield with an orange border. Inside the shield, it says "25-yr SunPower Complete Confidence". The border contains the text "BETTER PRODUCT · BETTER WARRANTY". Below the logo are three circular icons: a sun and plug for "POWER", a solar panel for "PRODUCT", and a wrench and screwdriver for "SERVICE<sup>3</sup>".

<sup>1</sup>SunPower Maxeon module: Max5 AC 420W with Enphase IQ7A-72-x-INT; 22.5 % efficiency (.25% annual degradation rate). Conventional modules Mono PERC 390W, 20.6 % efficiency, (0.54% annual degradation rate) with leading string inverter. <sup>2</sup> Based on January 2021 review of warranties on manufacturer websites for top 20 manufacturers per IHS. <sup>3</sup> Service applicable only to PV Module originally installed in Belgium, France, Germany, Italy, The Netherlands, or the United Kingdom. Scope of warranty coverage varies by country. For more information about the warranty terms and conditions available in your country, visit [maxeon.com/legal](https://maxeon.com/legal).

# MAXEON 40+ YEAR LIFESPAN ADVANTAGE

Maxeon panels multiply in value over the lifetime of the system



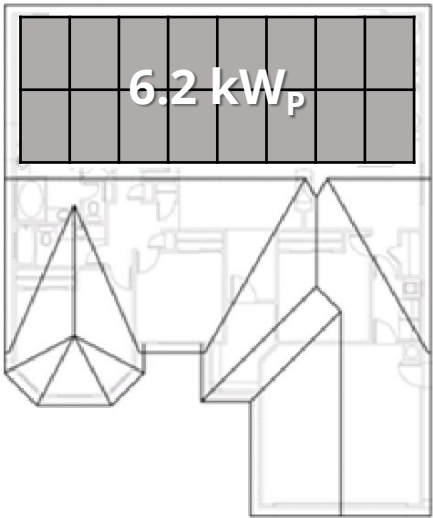
SunPower Maxeon panels are proven, **with an expected useful life of 40+ years and a return rate of less than 0.005%**

<sup>1</sup>SunPower Maxeon module: Maxeon 5 420W; 22.5 % efficiency (.25% annual degradation rate). Conventional modules Mono PERC 390W, 20.6 % efficiency, (0.54% annual degradation rate) with leading string inverter. <sup>2</sup> Source: PVSYST simulations in typical climates; PAN files are third-party verified; compared to leading mono PERC panel

# MAXEON WARRANTED ENERGY ADVANTAGE

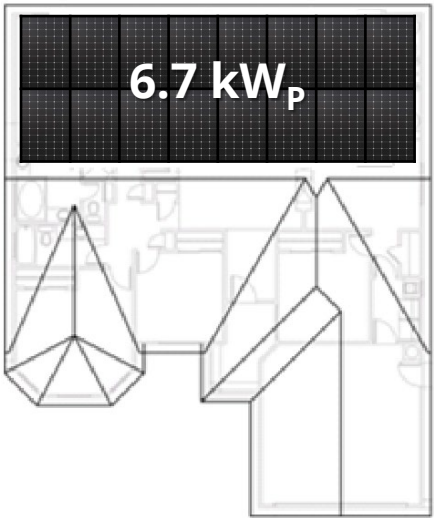
Maxeon panels are warranted to create **85% more energy** than guaranteed by a standard panel on a standard rooftop

Conventional Solar  
+ String Inverter

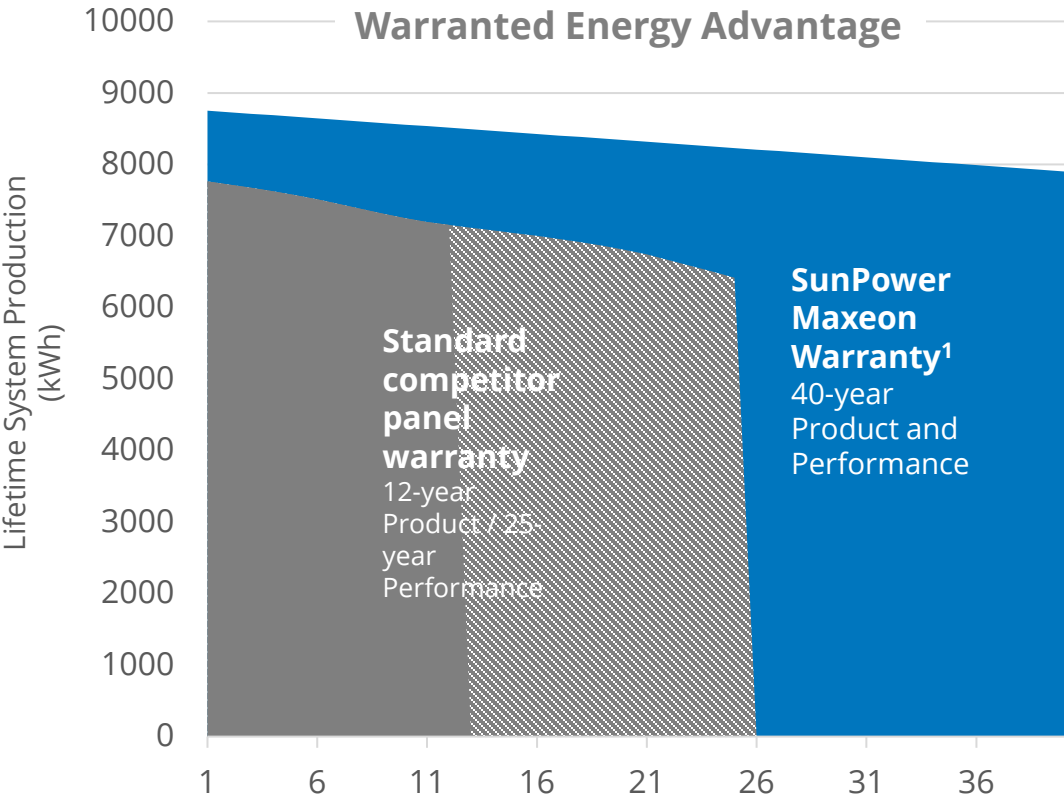


 206 W/m<sup>2</sup>

**vs.**      **Maxeon System**



 225 W/m<sup>2</sup>



<sup>1</sup>Source: PVsyst simulation. Assumptions: Residential roof with 1300 GHI at 20 deg tilt with portrait installation. SunPower Maxeon 5 420W. Conventional modules Mono PERC 390W (0,54% annual degradation rate) + leading string inverters and DC optimisers (1 string). No power degradation affected to String inverter over 25-years period. Non shaded scenario. Non shaded scenario.





# Preliminary research on system level degradation rates

[www.omnidian.com](http://www.omnidian.com)

PRESENTED BY

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**Gareth Walker**  
Head of Data Science



## OUR MISSION

Protect and accelerate investments in clean energy  
with one industry-leading service: Performance  
Assurance

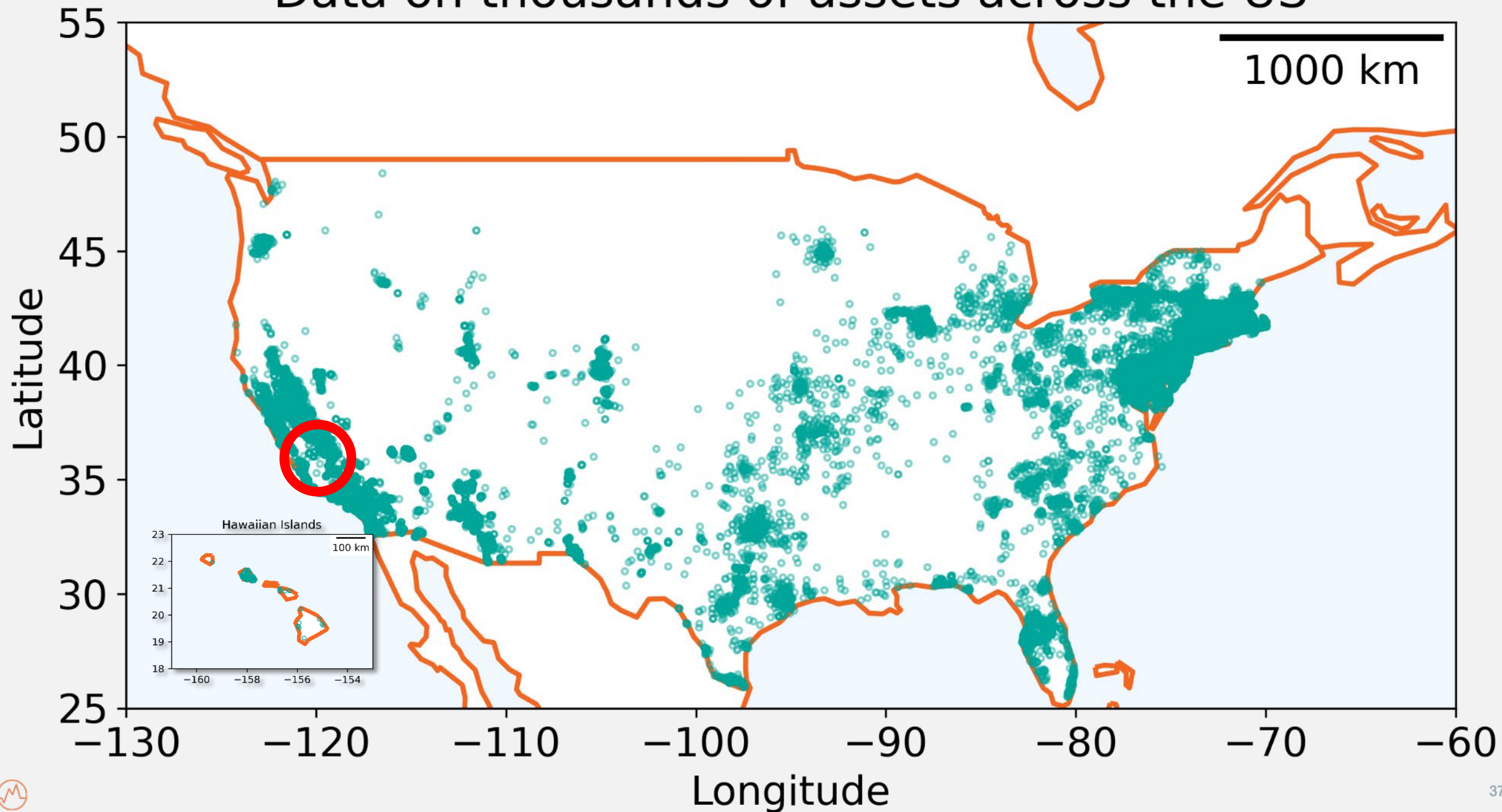


RESPONSIBLE FOR

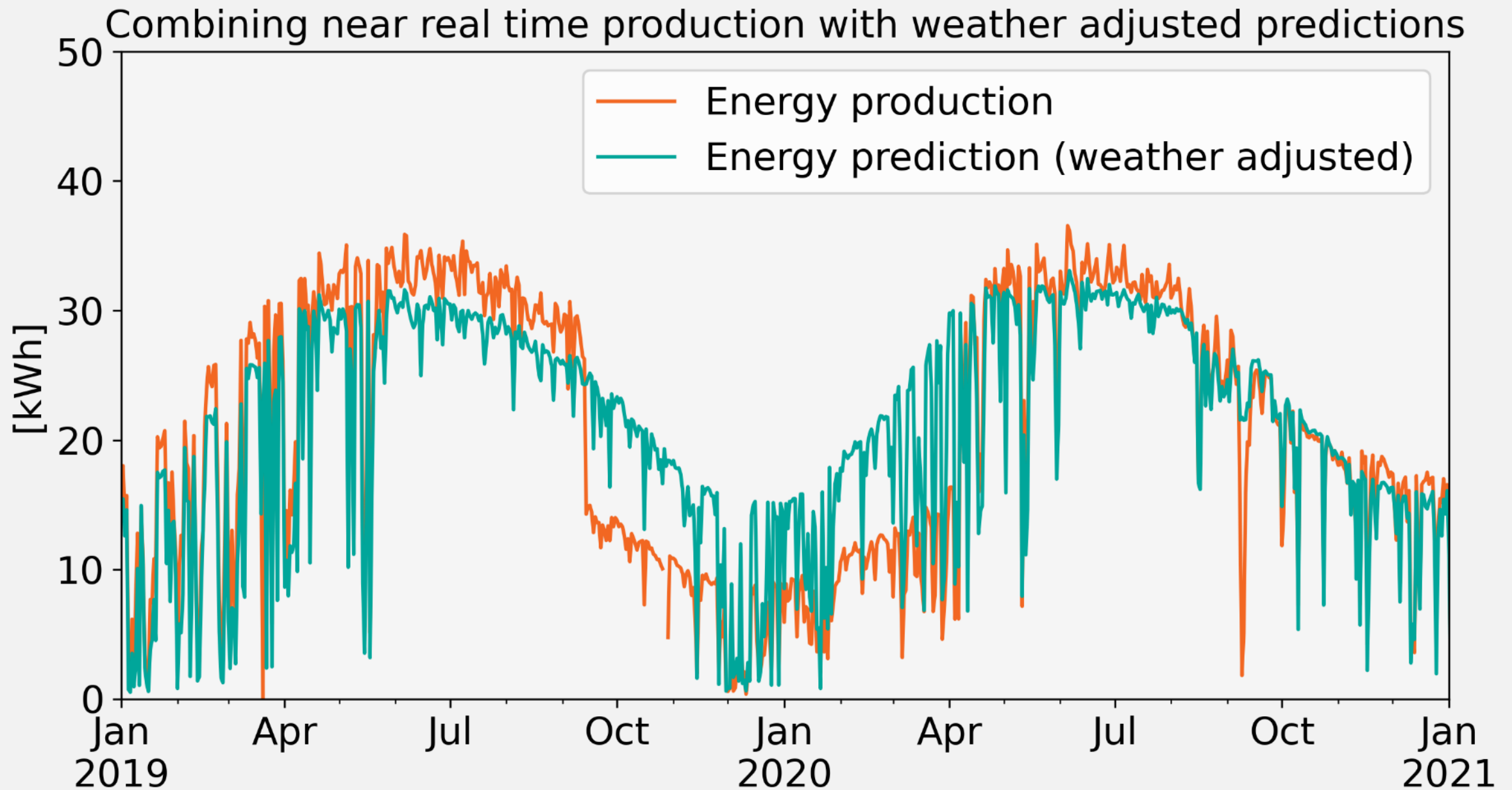
**200,000 SOLAR HOMES**

**10% OF U.S. INSTALLED BASE**

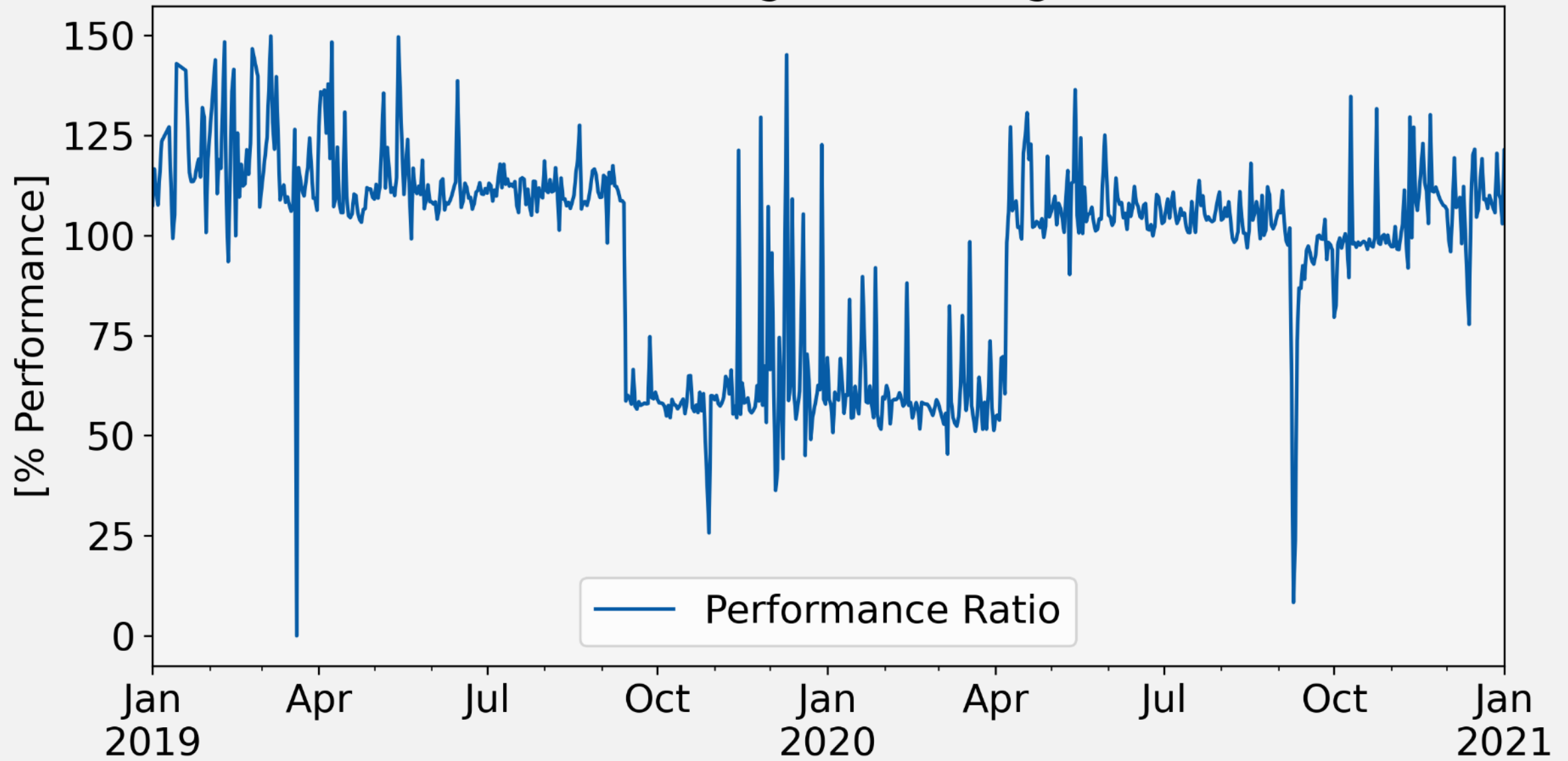
# Data on thousands of assets across the US



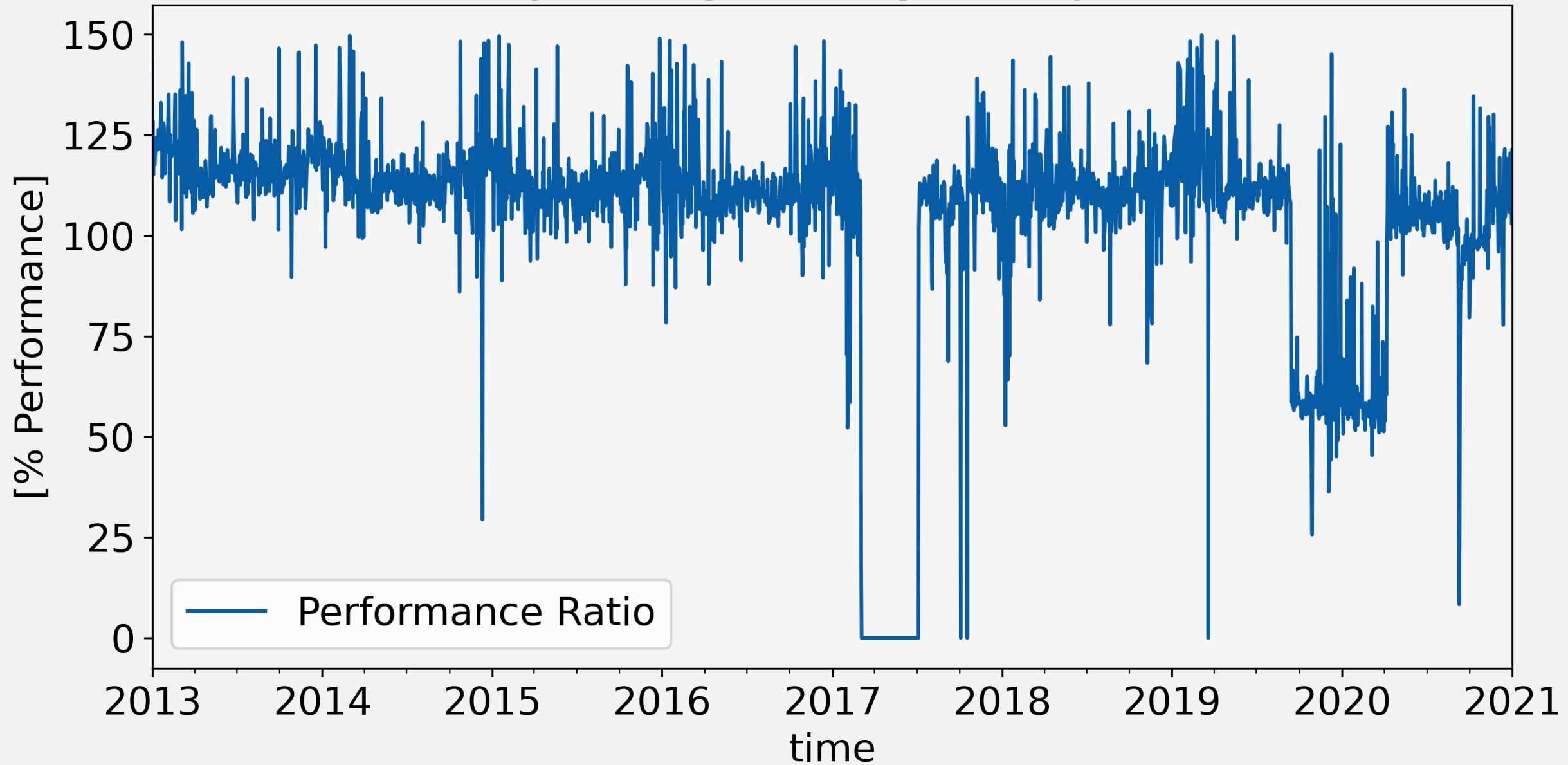




..allows us to detect and diagnose changes in asset conditions

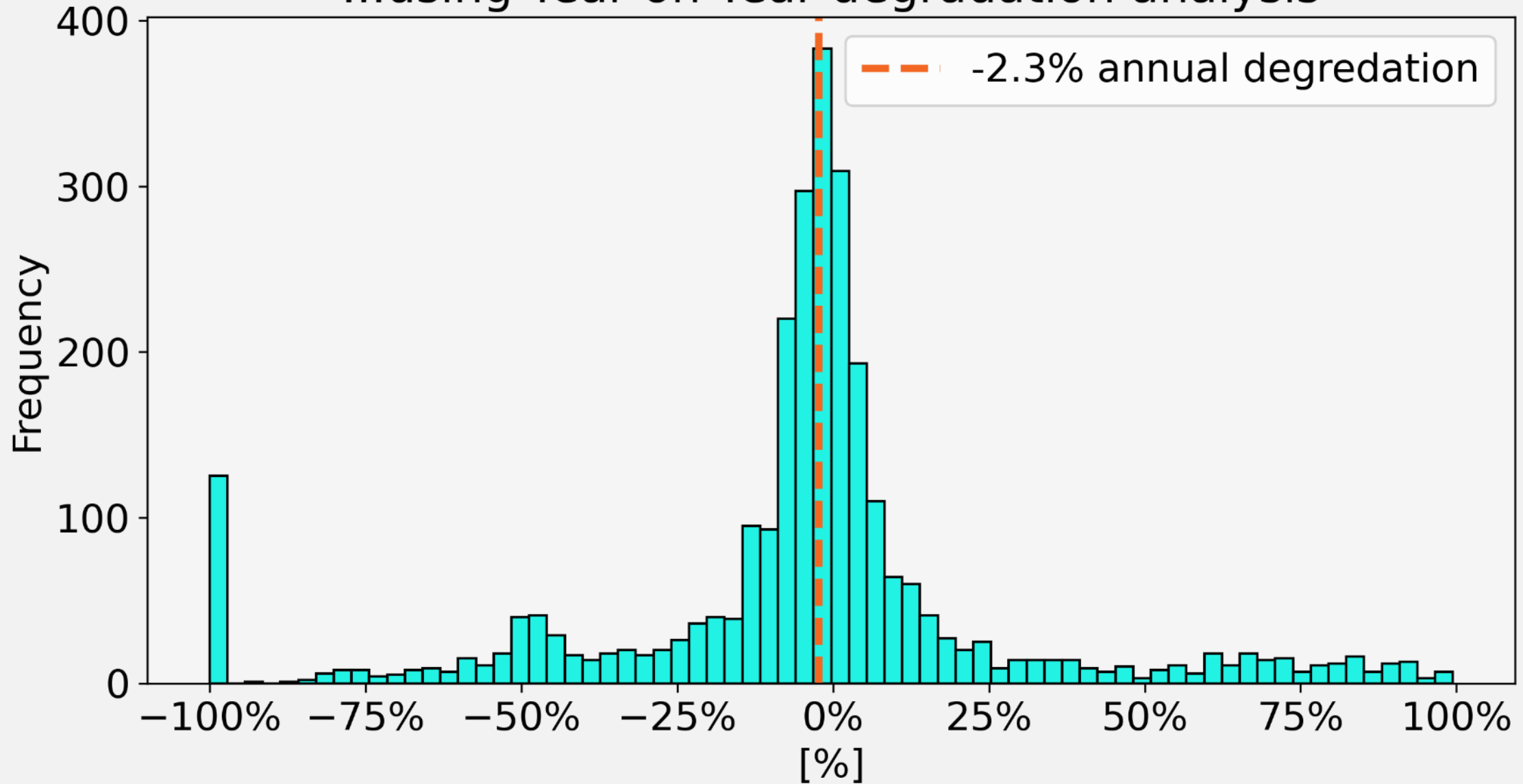


We also can analyse long term **system** performance trends





...using Year on Year degradation analysis



D. C. Jordan, C. Deline, S. R. Kurtz, G. M. Kimball and M. Anderson, "Robust PV Degradation Methodology and Application," in *IEEE Journal of Photovoltaics*, vol. 8, no. 2, pp. 525-531, March 2018, doi: 10.1109/JPHOTOV.2017.2779779.

## Module Level Degradation

## System Level Degradation

Hot spots

Internal circuitry & cracked cells

Module light induced degradation

Glass breakage

Encapsulant

PID

LID

Module degradation **AND:**

DC miss-match

Inverter performance

Wiring, breakers, fuses

Year on year soil build up

Shade growth

# Measuring SunPower Maxeon IBC System Degradation

## Sampling criteria:

- **Location:** Good distribution across geographies in U.S.
- **Asset age:** Minimum of 5 years (median 9, max 11)
- **Data cleaning:** removal of hardware failures using Omnidian performance analysis.

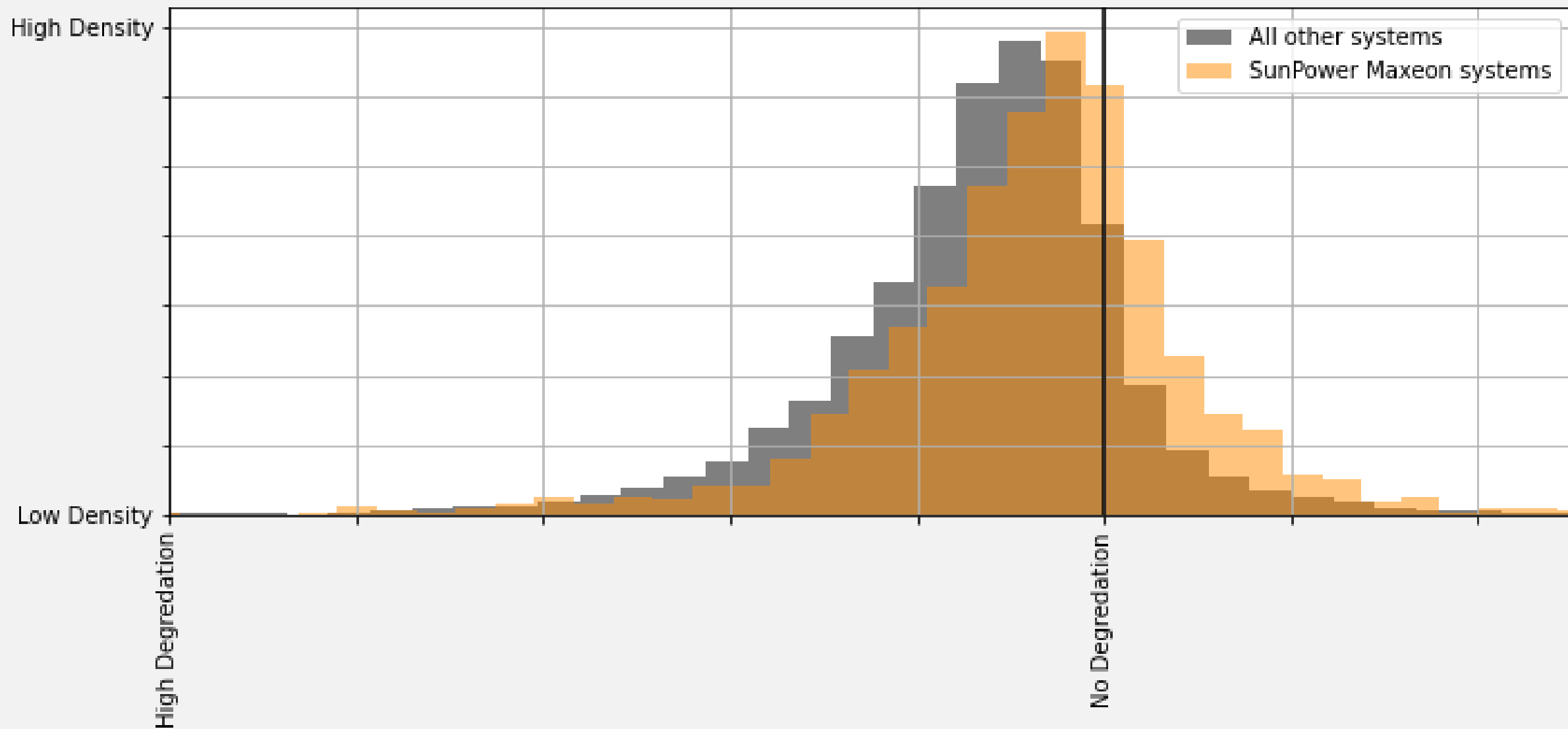
## Split into two populations:

- Assets with only SunPower Modules  $n = 1602$
- Assets without any SunPower Modules :  $n = 9782$





Omniid analysis: PV system level degradation rates [Normalized density histogram]

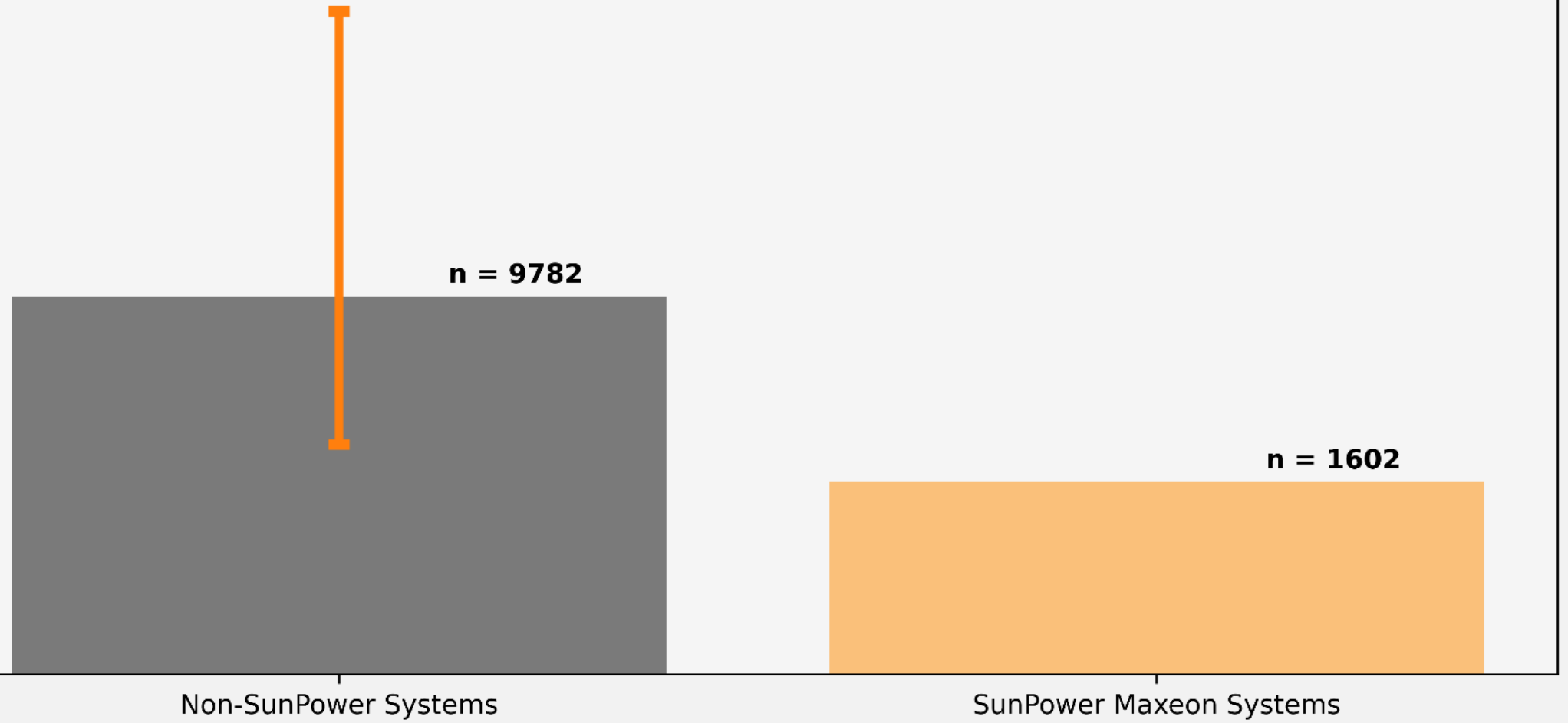


## Omnicidian analysis: Median system level degradation

High Degradation

Best and worst non-SunPower module manufacturers

No Degradation



## Omnidian Impact

**We can offer improved Annual Energy Guarantee:**

We are confident in offering a more competitive degradation rate in our energy guarantees for Maxeon assets.

**And we are including that guarantee in our Performance Assurance product, offered with US commercial and Industrial Maxeon systems.**

# SUNPOWER

FROM MAXEON SOLAR TECHNOLOGIES