

## PREMIUM ADDED VALUE

### INTRODUCING THE MOST POWERFUL SOLAR SYSTEM ON THE PLANET

SunPower is the global leader in developing high-efficiency solar solutions for homes and has been delivering premium solar solutions for over 25 years. When you select a SunPower system you can be assured that you are getting the most powerful solar energy system on the market, a system that can dramatically reduce your electricity bill and start saving you money from day one.

SunPower uses the latest technology and only the highest quality materials to produce its award-winning premium solar products. Although the initial additional cost of a SunPower premium system may be slightly higher than a conventional product, the added benefits and value delivered by SunPower greatly outweighs the initial cost.

The expression ‘you get what you pay for’ rings very true in the solar industry, and with SunPower you are getting the very best solar system money can buy.

Compared to an investment in conventional solar products, an investment in SunPower delivers a much greater return for you and your family, as SunPower delivers more energy, higher savings, greater reliability and a stronger warranty. At SunPower we like to let the facts speak for themselves, as you will see here as we outline the actual benefits and added value a SunPower premium system delivers over its lifetime.

### UNDERSTANDING THE TRUE VALUE OF YOUR INVESTMENT

Retail prices can often be confused with value, when the true value of a system should always be calculated over its entire lifetime (25 years plus). Value can be calculated directly from different variables that make up a solar system, these variables include both inputs (system size, number of panels, roof area required, panel efficiency, system cost) and outputs (energy generated by the system, the value of that energy).

Outlined below is a comparison between SunPower and conventional solar systems, the system variables are listed and the total value of the energy generated by the different system’s is clearly highlighted.

It’s clear from the example shown below that the SunPower system is different, as it requires less panels and roof space to generate more energy and value over its lifetime. The additional initial cost of a premium SunPower system is greatly outweighed by the added benefits and value it delivers over the lifetime of the system.

An investment in solar is a 25-year plus economic investment in your future, it pays not to take shortcuts. Its important to ask questions before investing in a 25-year asset, such as how efficient is the system, how is the product and performance warranty structured and will the product manufacturer still be around in 10 or 25-years?

The below example is based on current peak (\$0.29/kWh) and reported future energy prices in NSW<sup>1</sup>.

	Premium	Conventional	
System Variables (All figures based over 25 years)	SunPower System	Leading Competitor	Standard Competitor
System size (kWp)	3.27	3.22	3.23
Number of panels	10	14	17
Total roof area required (m <sup>2</sup> )	16.3	21.5	21.5
Panel efficiency	20.1%	15%	15%
kWh generated <sup>2</sup>	137,002	119,971	117,106
Value of energy generated <sup>3</sup>	\$73,948	\$64,207	\$62,887
SunPower energy advantage		15.2%	17.6%
<b>Warranty Variable</b>			
Panel replacement cost after 10 years	\$0	>\$1,500	>\$1,500

1. IPART and AEMO price projections 2. Includes conservative yield benefit of 4.5%.  
3. Based on current and future energy prices

#### What is the value of a warranty?

When investing in solar its important to understand what your product and performance warranty covers and for how long.

#### Product warranty

Typically a solar panel manufacturer’s warranty is for 10 years, after that period you may not be covered should a problem arise. The cost of replacing a single panel can be well over \$1,500 when accounting for product, labour, testing and shipping costs.

SunPower products are backed with a 25-year product warranty, which covers the full cost of panel removal, shipping and replacement, giving you complete peace-of-mind.

#### Performance warranty

Many manufactures offer a 25-year ‘stepped’ performance warranty, typically guaranteeing 90% performance output for the first 10 years then only 80% for the remaining 15 years.

SunPower offers a 25-year linear performance warranty that guarantees over 95% performance output for the first 5 years, then a 0.4% degradation rate each year for the next 20 years. After 25 years SunPower panels will be still be producing over 87% of their original power.

## PREMIUM ADDED VALUE

### MORE ENERGY = MORE SAVINGS

SunPower solar cells produce up to 11% more energy per rated Watt than conventional cells and deliver you higher savings by...

- Turning more sunlight into energy you can use.
- Performing better in high heat, partial shade and humidity.
- Working earlier in the morning and later into the day.
- Having extremely low degradation rates.

**SUNPOWER SOLAR CELLS  
PRODUCE UP TO 11% MORE  
ENERGY PER RATED WATT  
THAN CONVENTIONAL CELLS**

**11%  
MORE  
ENERGY**

#### Superior performance in real world conditions

SunPower cells don't degrade when first exposed to light unlike conventional panels which can degrade by up to 3% within the first few days of installation.<sup>1</sup>

**3%  
MORE  
ENERGY**

#### More light = More energy

SunPower cells capture more light, perform better than conventional cells in all weather conditions including high heat, partial shade and humidity.

**1-3%  
MORE  
ENERGY**

#### Excellent performance in low light conditions

SunPower cells generate more electricity early in the morning and late into the day compared to conventional cells.

**0-3%  
MORE  
ENERGY**

#### SunPower outperforms in hot temperatures

When conventional panels get hot their power production falls due to a loss of voltage, SunPower panels perform better in higher temperatures by having a lower normal operating cell temperature.<sup>2</sup>

**0.5-2%  
MORE  
ENERGY**

### DEDICATED TECHNICAL SUPPORT

SunPower provides all its customers a dedicated technical support service. Our team of Technical Support Representatives are available to take your phone call and quickly resolve any technical issues.

### RELIABILITY

Unlike conventional solar cells, SunPower Maxeon cells are designed and tested to the highest possible standards to ensure reliability over the lifetime of the product.

#### What makes SunPower Maxeon cells more reliable?

The design of SunPower Maxeon solar cells is unique because each cell is built on a solid copper foundation — providing the strength and durability needed to survive all weather conditions year after year. Conversely conventional solar cells only use a low-cost metal paste on the front and back-sides to conduct the power generated by the cell, so are vulnerable to failing when exposed to the elements.

86% of conventional solar cells degrade through corrosion or cracking due to temperature fluctuations, this causes them to steadily lose power over time or completely fail.<sup>3</sup>

SunPower's unique Maxeon cells are built on a solid copper foundation that makes them virtually impervious to these issues.

**7  
MILLION PANELS  
INSTALLED AND  
ONLY 180  
RETURNED**

### 25-YEAR WARRANTY

SunPower delivers an industry leading 25-year combined product and performance warranty, guaranteeing 9.1% more energy over the life of the product and 25 years of complete peace-of-mind for you.

#### Why is SunPower's warranty better?

SunPower's warranty guarantee's both the product and its power output for 25 years. In the unlikely event you have an under-performing panel, SunPower will work with our authorized partners at no added cost, to quickly repair or replace and install it.

### WARRANTY COVER GUARANTEE

	SunPower Panels	Leading Competitor	Standard Competitor
Covers removal of bad panel?	Yes	No	No
Covers shipping ?	Yes	No	No
Covers new panel installation?	Yes	No	No
Product warranty term	25 years	10 years	10 years
Linear Power or Step Power (% above floor)	Linear +9.1%	Linear +5.2%	Step 0%

1. From "A call for quality: Power Loss from Crystalline Module Degradation Causes a Big Headache for the Industry", Photon International March 2008. 2. NOCT is measured at continuous sunlight exposure of 800W/m2, 20°C ambient and wind speed of 1m/s. 3. Wohlgemuth, J. "Reliability of PV Systems." Proceedings of SPIE, Aug, 2008.