



Creation Cost Methodology & Notes Applicable for 1Q 2022

May 4, 2022

This memo describes how Sunrun's Creation Cost and its components are calculated for 1Q 2022 using information reported in GAAP financial statements and footnotes plus operating and other data reported by the company.

Creation Cost

Creation Cost is equal to the per customer amounts described below for Installation plus Sales and Marketing plus General and Administrative less Platform Services Margin.

Installation (Blended, includes both Sunrun and Partner Built Systems)

Installation cost per customer is calculated based on installation costs, including both capitalized costs and expenses recognized in 'Cost of Customer Agreements and Incentives' in the period and are divided by the number of Subscriber Additions in the period. These costs exclude depreciation expense, costs associated with servicing the existing fleet of customers, and stock-based compensation expense.

Estimated fleet servicing costs over the full life of the customer agreement and estimated renewal period are already deducted from Subscriber Value and thus not included in Creation Costs. Installation cost excludes costs related to solar energy systems sold directly to customers for cash. The capitalized costs that are included and associated depreciation expense can be found in the notes to our consolidated financial statements and the applicable customer volume and estimated fleet servicing costs can be found in the calculation detail attached to this memo.

Sales and Marketing

Sales and marketing cost per customer is calculated based on (i) sales and marketing expenses incurred in the period and (ii) the increase in gross capitalized cost to obtain contracts. Sales and marketing expenses are adjusted to exclude certain non-cash items such as stock-based compensation expense, amortization of intangibles, and amortization of the capitalized cost to obtain customers. It also excludes certain items the company has deemed to be non-recurring. Expensed sales and marketing costs use total Customer Additions in the period to normalize these costs while capitalized costs are normalized by Subscriber Additions in the period.

General and Administrative

General and administrative cost per customer is calculated based on the general and administrative expenses incurred and are normalized by total Customer Additions in the period. It excludes certain non-cash items related to stock-based compensation expense and amortization of intangibles. It also excludes certain items the company has deemed to be non-recurring.

Platform Services Margin

Platform Services Margin per customer is the gross margin contribution from Sunrun's platform businesses including AEE, SnapNrack, and CEE plus gross margin earned on cash solar system sales. It excludes certain non-cash items related to stock-based compensation expense and is normalized by Customer Additions in the period.



Sunrun Creation Cost Supplemental Calculations

(\$000s, except per customer, per watt and Megawatt)

Note: figures may not sum due to rounding

Net Subscriber Value for 1Q22

	<u>per customer</u>	<u>per watt</u>
Subscriber Value, Contracted Period	\$ 33,838	\$ 4.66
Subscriber Value, Renewal Period	\$ 3,166	\$ 0.44
Subscriber Value	\$ 37,004	\$ 5.10
(-) Creation Cost	\$ (29,863)	\$ (4.11)
Net Subscriber Value	\$ 7,141	\$ 0.98

Creation Cost for 1Q22

	<u>per customer</u>	<u>per watt</u>
Installation	\$ 21,804	\$ 3.00
Sales & Marketing	\$ 8,360	\$ 1.15
General & Administrative	\$ 1,087	\$ 0.15
(-) Platform Services Margin	\$ (1,389)	\$ (0.19)
Creation Cost	\$ 29,863	\$ 4.11

The calculation of each component is summarized below:

Installation Costs

	<u>1Q22</u>
(+) Capitalized Costs (change in 'Total Solar Energy Systems' & Construction-in-Progress from BS Notes)	\$ 409,728
(+) Cost of Customer Agreements and Incentives Revenue (from IS)	201,785
(-) Depreciation Expense for Solar Energy Systems (from BS Notes)	(97,362)
(-) Fleet Operating & Maintenance costs (expensed and capitalized costs, from Company Books)	(40,611)
(-) Stock Based Compensation expense in Cost of Customer Agreements and Incentives (from IS Notes)	(3,187)
(-) Stock Based Compensation expense capitalized to solar energy systems (from IS Notes)	(4,940)
(-) Amortization of Intangibles in Cost of Customer Agreements and Incentives (Company books)	(231)
(-) Other non-recurring items related to the acquisition of Vivint Solar and restructuring (Company books)	(2,995)
Total Installation Costs	\$ 462,187
/ Subscriber Additions	21,197
= Installation costs (per subscriber)	\$ 21,804
/ Solar Energy Capacity Installed for Subscribers	153.9
= Installation costs (per watt)	\$ 3.00

<i>Financial Statements Notes: Solar Energy Systems, net</i>	<u>1Q22</u>	<u>4Q21</u>	<u>Change</u>
Solar energy system equipment costs	\$ 9,342,544	\$ 9,018,788	
Inverters (and inverters + batteries in later periods, see filings)	1,183,163	1,127,014	
Total solar energy systems (gross)	10,525,707	10,145,802	379,905
Less: accumulated depreciation and amortization	(1,365,294)	(1,267,932)	(97,362)
Add: construction-in-progress	611,649	581,826	29,823
Total solar energy systems, net	9,772,062	9,459,696	

<i>Financial Statements Notes: Stock-Based Compensation Expense</i>	<u>1Q22</u>
Cost of customer agreements and incentives	\$ 3,187
Cost of solar energy systems and product sales	3,332
Sales and marketing	24,134
Research and development	953
General and administration	7,613
Total	39,219
Stock-based compensation expense capitalized to solar energy systems	4,940



Sales and Marketing Costs

	<u>1Q22</u>
Sales & Marketing Expense (from IS)	\$ 174,926
(-) Stock Based Compensation in S&M (from IS Notes)	(24,134)
(-) Amortization of Intangibles in S&M (Company Books)	(464)
(-) Amortization of Costs to obtain contracts - customer agreements (Company Books)	(8,114)
(-) Other non-recurring items: related to the acquisition of Vivint Solar & restructuring (Company books)	(3,303)
Sales & Marketing Operating Expenses	\$ 138,911

/ Customer Additions	29,463
= Sales & Marketing operating expense (per customer)	\$ 4,715
/ Solar Energy Capacity Installed	213.2
= Sales & Marketing operating expense (per watt)	\$ 0.65

	<u>1Q22</u>	<u>4Q21</u>	<u>Change</u>
Cost to Obtain Customer Agreements (BS note for Other Assets)	780,349	703,080	77,269
Sales & Marketing Capitalized Costs related to new Subscribers			77,269

	<u>1Q22</u>
/ Subscriber Additions	21,197
= Sales & Marketing capitalized costs (per customer)	\$ 3,645
/ Solar Energy Capacity Installed for Subscribers	153.9
Sales & Marketing capitalized costs (per watt)	\$ 0.50

Sales & Marketing cost (per customer) \$ 8,360

Sales & Marketing cost (per watt) \$ 1.15

General & Administrative Costs

	<u>1Q22</u>
General & Administrative Expenses (from IS)	\$ 43,081
(-) Stock Based Compensation in G&A Expenses (from IS Notes)	(7,613)
(-) Amortization of Intangibles in G&A Expenses (Company Books)	(39)
(-) Other non-recurring items: acquisition related and restructuring expenses	(3,391)
General & Administrative Costs	\$ 32,038

/ Customer Additions	29,463
= General & Administrative costs (per customer)	\$ 1,087
/ Solar Energy Capacity Installed	213.2
= General & Administrative costs (per watt)	\$ 0.15

Platform Services Margin

	<u>1Q22</u>
Solar energy systems and product sales revenue (from IS)	\$ 286,092
(-) Cost of solar energy systems and product sales (from IS)	(249,844)
(+) Stock Based Compensation in Cost of solar energy system and product sales (from IS Notes)	3,332
(+) Other non-recurring items: related to the acquisition of Vivint Solar & restructuring (Company books)	1,337
Platform Services Margin	\$ 40,917

/ Customer Additions 29,463
= Platform Services Margin (per customer) \$ 1,389

/ Solar Energy Capacity Installed 213.2
= Platform Services Margin (per watt) \$ 0.19