

SUNrun[®]

28th Annual ROTH Conference

March 14, 2016

Creating a planet run by the sun

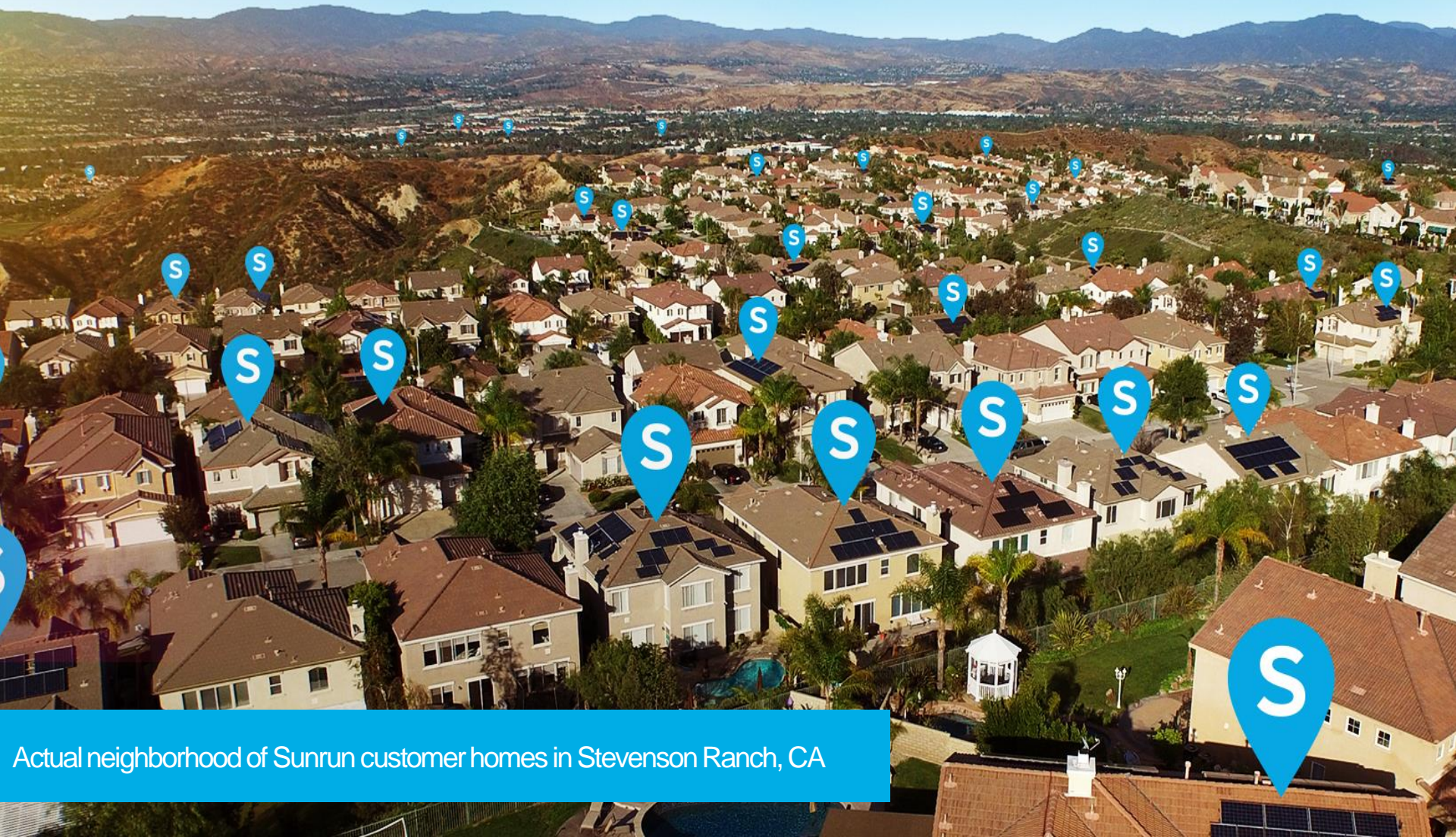
Safe Harbor & Forward Looking Statements

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, which statements involve substantial risks and uncertainties. Forward-looking statements in this presentation include, but are not limited to, statements related to financial and operating guidance and expectations for our first quarter and full year 2016, momentum in our business and our business strategies, expectations regarding customers, cost reduction, project value, MW booked, MW deployed, product mix and NPV as well as our ability to raise debt and tax equity, manage cash flow and liquidity, leverage our platform services and deliver on planned innovations and investments including in products, services, sales and facilities as well as expectations for our growth, the growth of the industry, macroeconomic trends and the legislative and regulatory environment of the industry.

These forward-looking statements are subject to a number of risks, uncertainties and assumptions. The risks and uncertainties that could cause our results to differ materially and adversely from those expressed or implied by such forward-looking statements include: the availability of additional financing on acceptable terms; changes in the retail prices of traditional utility generated electricity; changes in policies and regulations including net metering and interconnection limits or caps; the availability of rebates, tax credits and other incentives; the availability of solar panels and other raw materials; our limited operating history, particularly as a new public company; our ability to attract and retain our relationships with third parties, including our solar partners; our ability to meet the covenants in our investment funds and debt facilities; and such other risks and uncertainties identified in the registration statements and reports that we have filed with the U.S. Securities and Exchange Commission, or SEC, from time to time. You should not rely on forward-looking statements as predictions of future events.

Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee that the future results, performance or events and circumstances reflected in the forward-looking statements will be achieved or occur. All forward-looking statements in this presentation are based on information available to us as of the date hereof, and we assume no obligation to update publicly these forward-looking statements for any reason, except as required by law.

Our Mission: Create a planet run by the sun



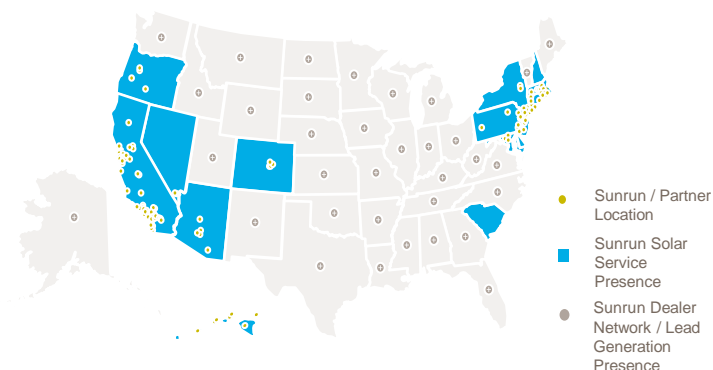
Actual neighborhood of Sunrun customer homes in Stevenson Ranch, CA

Sunrun overview

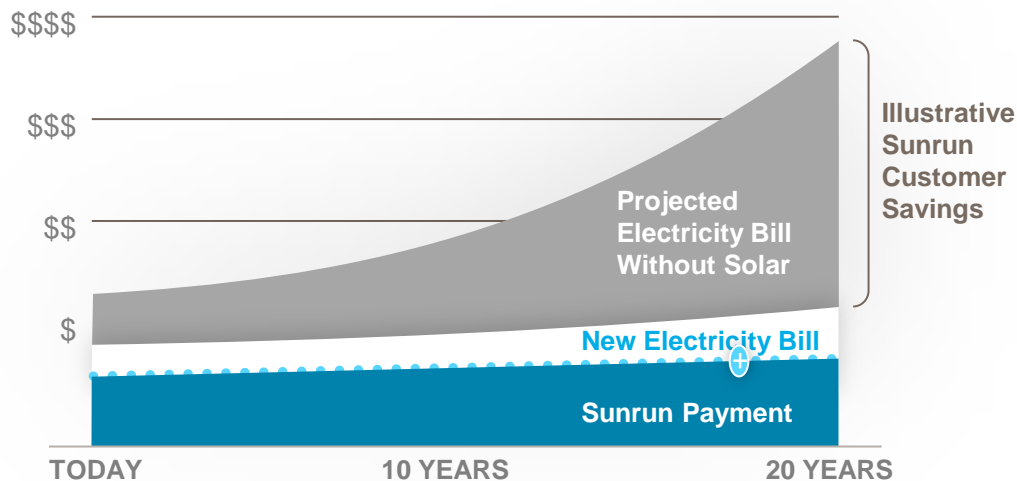
Who We Are

- Formed in 2007 and headquartered in San Francisco, CA, Sunrun pioneered the residential solar service product
- As of December 31, 2015, Sunrun has 596 MW of deployed systems and operates in 15 states and the District of Columbia
- Sunrun fuels its growth with capital raised through a combination of corporate debt and equity, tax equity, and senior project debt. As of March 8, 2016, the cumulative value of solar systems funded by tax equity reached \$4.0 billion

Market Coverage



Compelling Value Proposition



Note: Savings measured over initial 20 year contract term.

Value to customer



- + Save 20% or more on electricity
- + No upfront cost
- + Maintenance and repairs included
- + Agreement easily transferable

Value to Sunrun



- + 20+ year customer relationship
- + Reliable, financeable cash flow streams
- + Differentiated approach drives strong unit economics

Sunrun is led by seasoned professionals with extensive industry experience

**LYNN
JURICH**

CEO & Co-Founder



**EDWARD
FENSTER**

Chairman & Co-
Founder



BOB KOMIN
Chief Financial Officer



MINA KIM
General Counsel

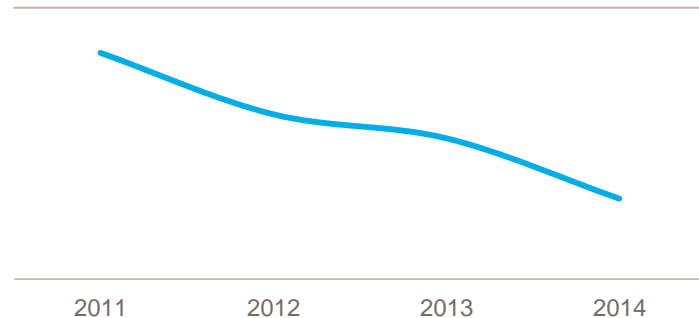


PAUL WINNOWSKI
Chief Operating Officer



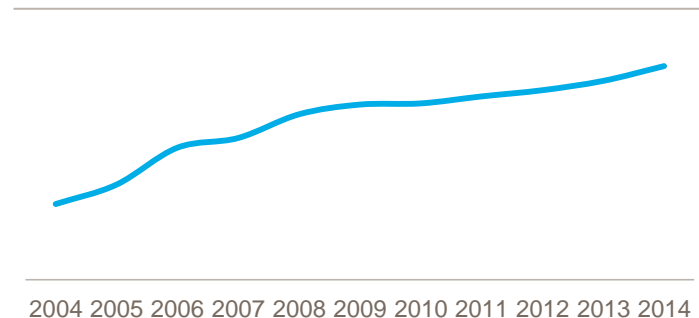
Sunrun's addressable market is large and growing, supported by powerful macroeconomic forces

Residential system costs⁽¹⁾



Costs have decreased by ~42% per watt since 2011

Residential utility rates⁽²⁾



Retail rates have increased ~35% since 2004

Compelling customer value proposition and rapid adoption



Notes:

(1) Source: GTM Research, 2014 SEIA.

(2) Source: U.S. Energy Information Administration (EIA).

Market penetration remains low even with significantly increased industry growth



Notes:

- (1) Current market penetration calculation uses GTM residential cumulative MW installation data, an assumed industry-wide residential system size of 6.5 kW, 2013 census data for total housing units, and EIA data for residential electricity revenue to calculate penetration.
- (2) Estimated 2020 market penetration assumes housing units remain flat at 2013 levels (Census data), and uses kWh pricing and consumption data from EIA's "2020 U.S. Electricity Spend as per EIA Annual Energy Outlook 2015" report to calculate total residential electricity revenue in 2020.

Sunrun's platform optimizes direct capabilities and high-quality partnerships

									
	MODULE AND INVERTER PRODUCTION	FULFILLMENT	RACKING	LEAD GENERATION	SALES	FINANCE	INSTALLATION	MONITORING & MAINTENANCE	CUSTOMER RELATIONSHIP
sunrun		✓	✓	✓	✓	✓	✓	✓	✓
Outsourced	✓			✓	✓		✓	✓	
	Technology agnostic, capital efficient			Efficient & widespread customer acquisition	Maximizes reach & utilization		Maximizes reach & utilization	10-year third-party warranties from build partners	

Sunrun's strategy drives durable competitive advantage

Project Value & NPV Maximization

- History of focus on high revenue markets and customers, premium service
- Smart customer targeting
- Residential-only focus



Cost Structure

- Cost advantages from scale
- Unique advantage from monetizing platform services
- Broad multi-channel distribution leads to lower customer acquisition cost



Flexibility

- Low cost debt and tax equity runway into Q4⁽¹⁾ with attractive advance rates and low capital costs
- No recourse debt outside working capital line, due 2018
- Blend of fixed and variable costs



(1) Includes executed term sheets.

Sunrun delivered strong growth and focus on value creation in Q4 2015

80 MW Booked

117% year-over-year growth

68 MW Deployed

83% year-over-year organic growth

596 Cumulative MW Deployed

52% increase year-over year
2nd largest residential fleet

\$4.50 Project Value Per Watt

Compared to \$4.70 in Q3 2015

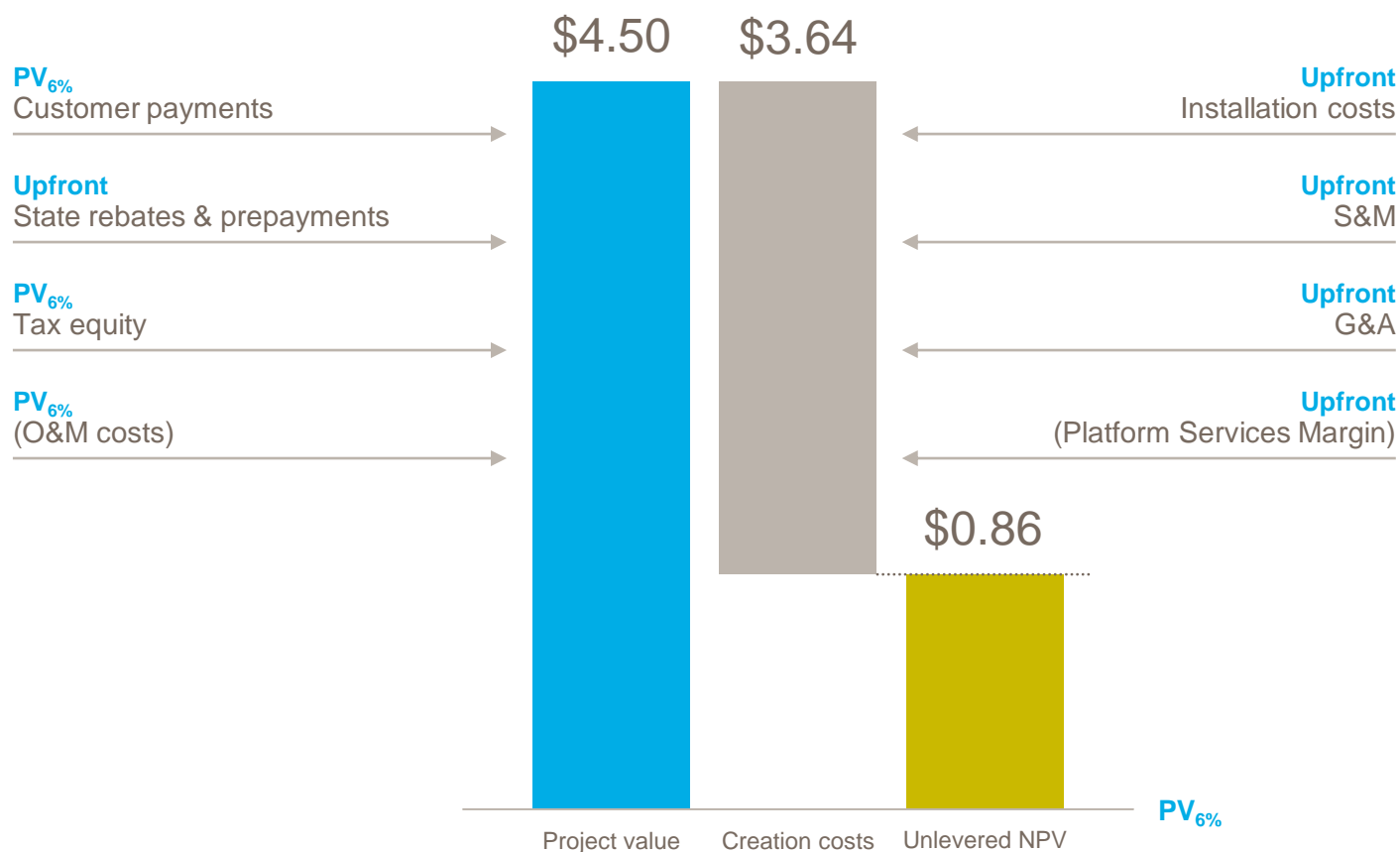
\$3.64 Creation Cost Per Watt

\$0.72 or 17% decrease from Q1 2015

\$50M NPV Generated

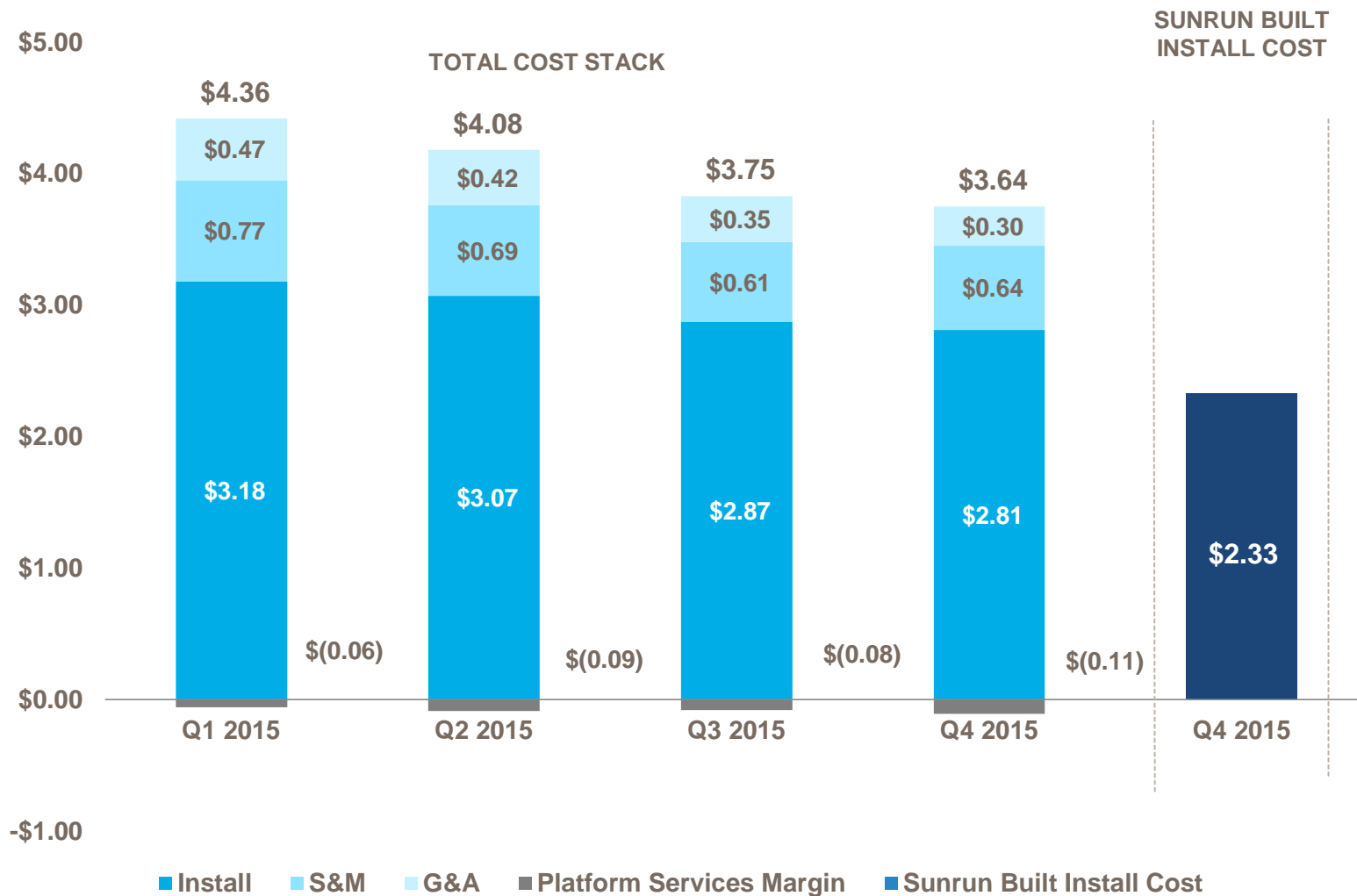
115% growth over Q1 2015

We generated unlevered NPV of \$0.86 per watt in Q4

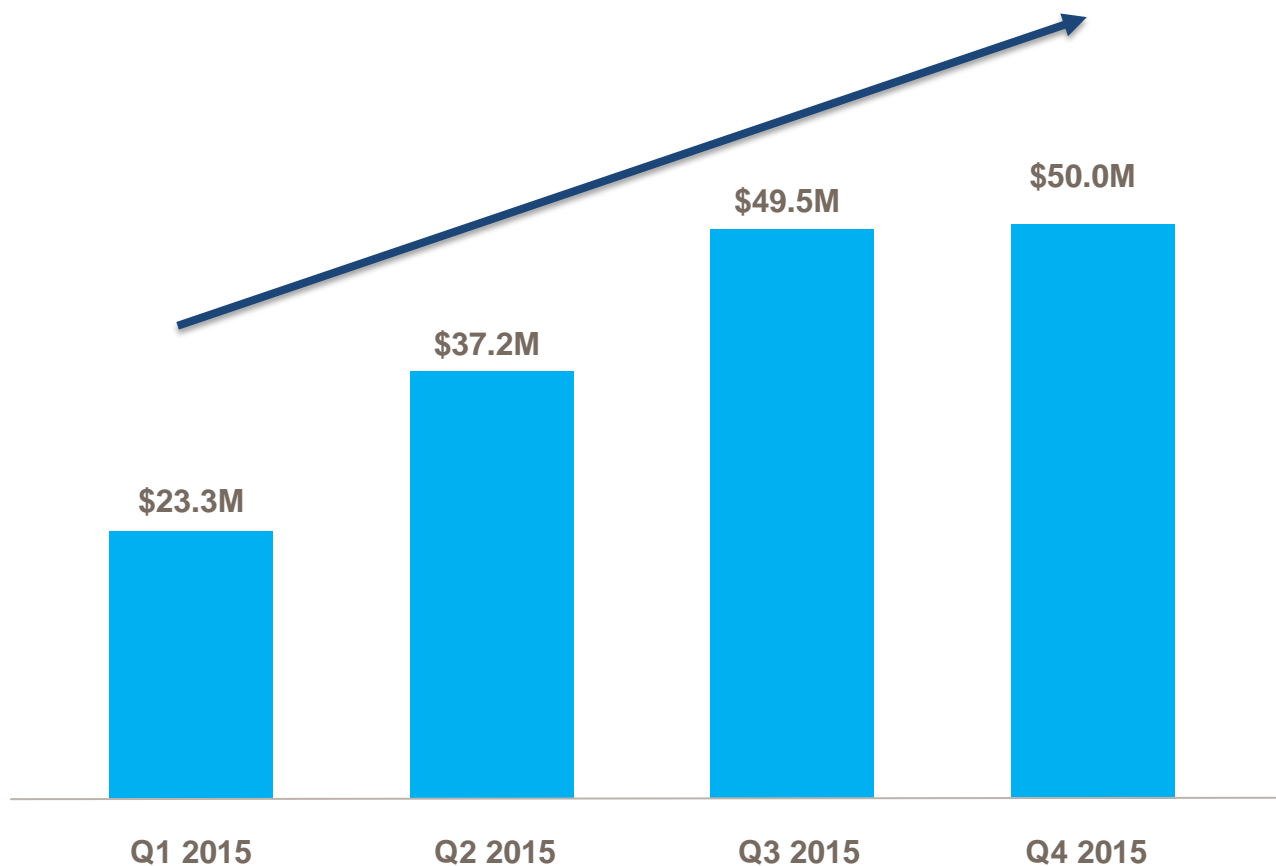


Sunrun continues to realize rapid cost reductions

Sunrun built install cost at \$2.33 / watt



Q4 2015 NPV grew 115% from Q1 2015



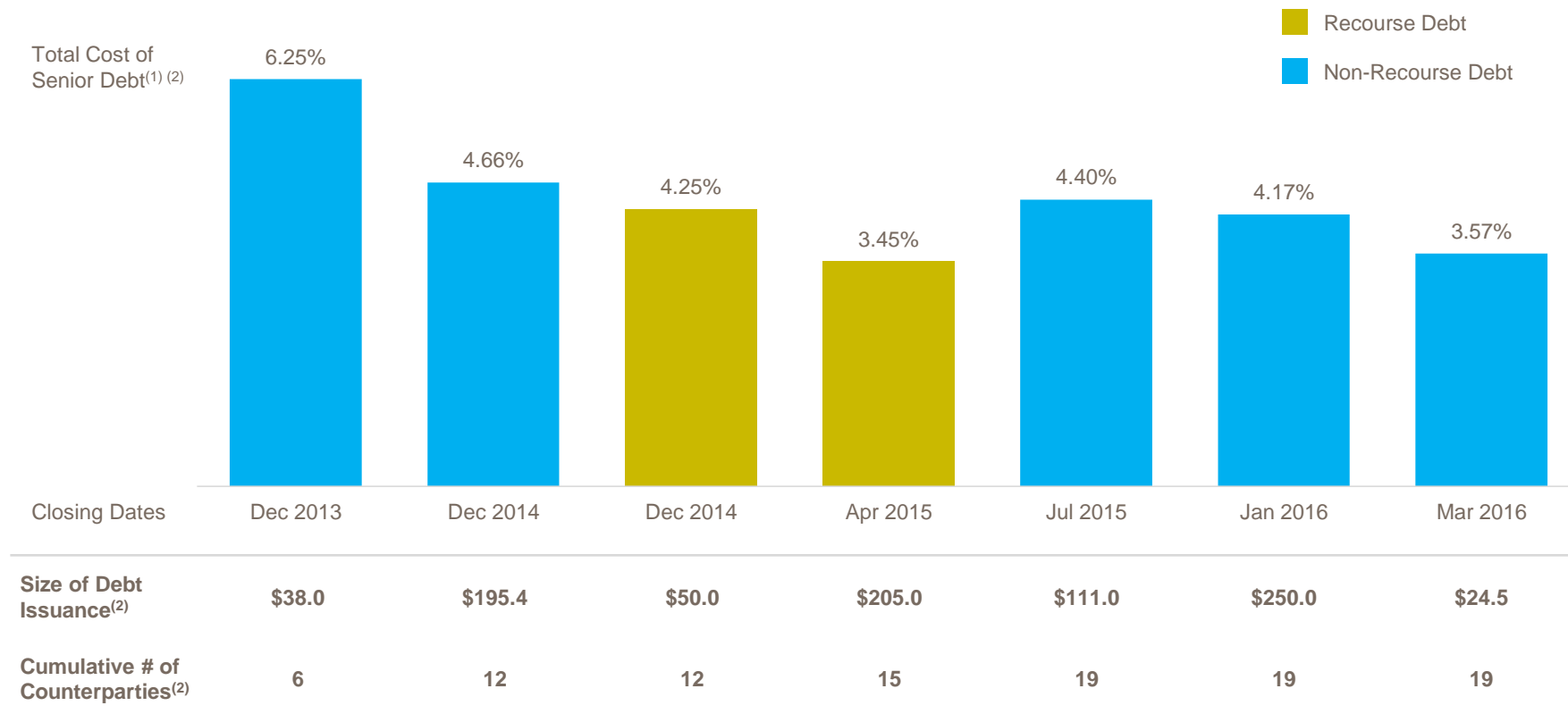
Supply of tax equity from both new and existing Sunrun investors remains strong

- In 2015, Sunrun focused on adding new tax equity investors. As a result, we have a large stable of existing relationships to support our growth in 2016 & 2017, as all 2014 and 2015 investors have expressed interest in another transaction.
- Relationships with individual counterparties are increasing. From 2010 to 2015, the MW capacity of the average Sunrun tax equity fund grew 240%. From 2014 to 2015, average MW per Fund grew 40%.
- As of today, Sunrun has committed tax equity financing or executed term sheets to provide tax equity capital to fund our forecasted growth into November.

Tax Equity Investment Amounts ⁽¹⁾				
Year	MW Funded	New Investors	Repeat Investors	Total Dollars
2008–2012	173	\$316	\$380	\$696
2013	86	181	100	281
2014	170	0	470	470
2015	238	300	262	562

(1) Dollar amounts in millions
See appendix for glossary of terms.

As performance track record has aged, credit costs have come down as market has deepened



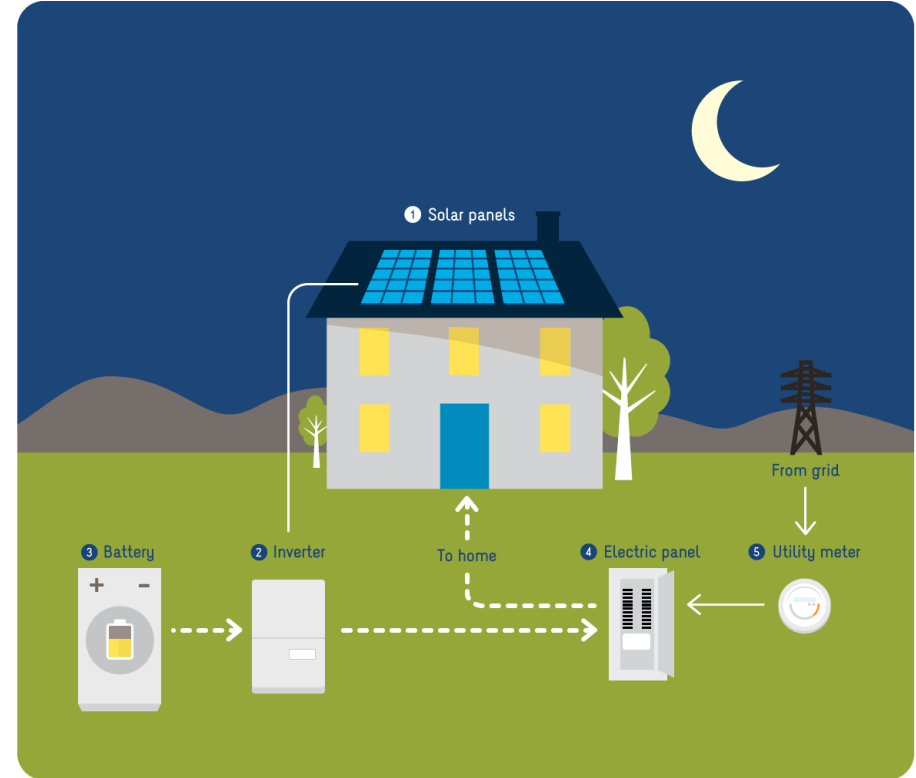
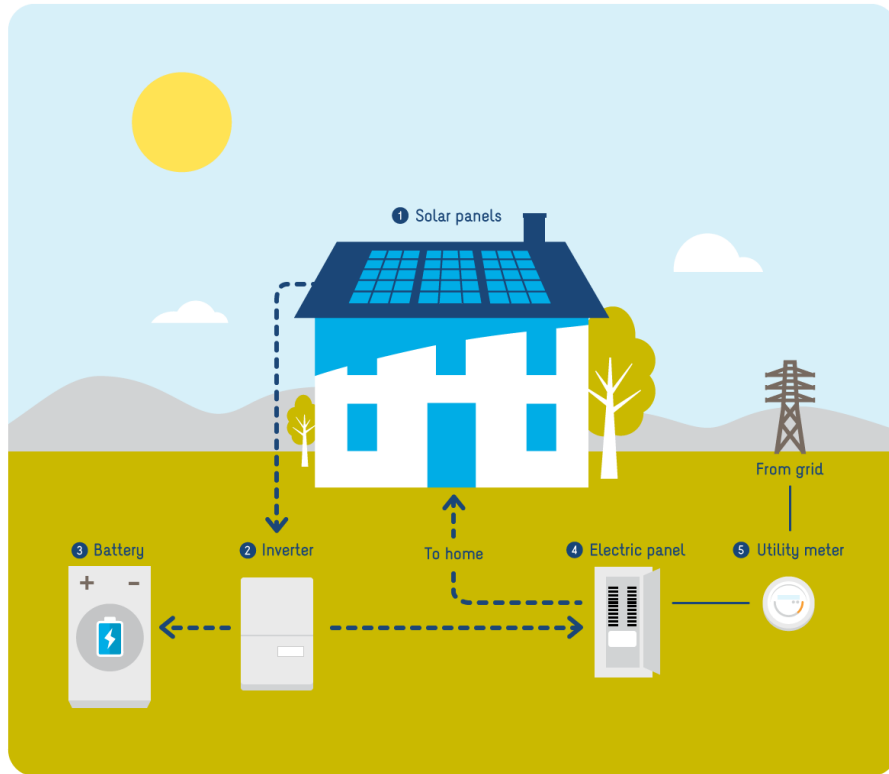
Note: Proceeds from several credit facilities have been used in part to repay previous indebtedness.

(1) Total Cost of Debt is equal to the fixed interest rate for fixed-rate debt instruments, or, for variable instruments, the actual interest rate incurred if the debt facility has been repaid, or, if a current debt facility, the spread plus the actual or estimated LIBOR swap rate, including swap premium.

(2) Total Cost of Debt in the graph excludes two subordinated term loans entered into in Dec 2014 and Jan 2016 at 6.00% and subordinated notes issued in July 2015 at 5.38%. The dollars raised in these subordinated debt facilities are reflected in the two lines below the chart.

See appendix for glossary of terms.

Commercialization of storage and energy management allows Sunrun to expand the in-home offering



Guidance

2016 Deployments

Annual Growth Rates

- ~100% for Sunrun deployed systems
- ~40% overall

MW

- 56 MW in Q1 (excludes ~12 MW of Nevada backlog not built due to market exit)
- ~285 MW in 2016



Question & answer



Combining Sunrun's 2016 realized cost of debt and a 10% cost of project equity results in a 6% retained value discount rate.

- Given the 4.5%⁽¹⁾ cost of debt Sunrun secured in January 2016, and assuming a 70% advance rate, a retained value discount rate of 6% implies the discounting of contracted equity cash flows at about 10%.
- If cost of equity were 8.0%, the retained value discount rate for contracted cash flows would be appropriately 5.5%. If cost of equity were 12.0%, it would be appropriately 6.7%.

	Cost	% of Capital	Total
Project-level debt ⁽¹⁾	4.5%	70.0%	3.1%
Project-level equity	<u>9.6%</u>	30.0%	<u>2.9%</u>
Capital			6.0%

Net RV Discount Rate Sensitivity	
Cost of Equity	Implied Cost of Capital
8.0%	5.5%
10.0%	6.1%
12.0%	6.7%

(1) Weighted average between A and B tranches. Assumes credit facility was swapped given market rates on March 9, 2016.
Analysis considers only contracted portion of customer cash flows

\$1.5B in retained value and \$1.0B in net retained value

Gross Retained Value (6%) as of December 31, 2015

\$1,517

\$2.33
per watt

- Long-term debt

(\$343)

- Lease pass-through financing

(\$157)

- Line of credit

(\$195)

+ Cash and cash equivalents

\$213

Net Retained Value

\$1,035

APPENDIX: Key Operating Metrics

	Year ended	
	Dec. 31, 2014	Dec. 31, 2015
MW Booked (during the period)	163 ⁽¹⁾	274
MW Deployed (during the period)	130 ⁽¹⁾	203
Cumulative MW Deployed (end of period)	393	596
Estimated Nominal Contracted Payments Remaining (in millions)	\$1,597	\$2,404
Estimated Retained Value (in millions)	\$1,000	\$1,517
Estimated retained value under energy contract (in millions)	\$643	\$1,029
Estimated retained value of purchase or renewal (in millions)	\$357	\$487
Estimated retained value per watt	\$2.40	\$2.33

	Three months ended	
	Dec. 31, 2014	Dec. 31, 2015
MW Booked (during the period)	37	79
MW Deployed (during the period)	37	68
Cumulative MW Deployed (end of period)	393	596
Estimated Nominal Contracted Payments Remaining (in millions)	\$1,597	\$2,404
Estimated Retained Value (in millions)	\$1,000	\$1,517
Estimated retained value under energy contract (in millions)	\$643	\$1,029
Estimated retained value of purchase or renewal (in millions)	\$357	\$487
Estimated retained value per watt	\$2.40	\$2.33

(1) Includes 14.7 MWs associated with purchase of asset portfolio in the second quarter of 2014.

APPENDIX: Key Operating Metrics

		Three Months Ended			Year Ended
	March 30, 2015	June 30, 2015	Sept. 30, 2015	Dec. 31, 2015	Dec. 31, 2015
Project Value (per watt)	\$5.02	\$5.00 ⁽¹⁾	\$4.70	\$4.50	\$4.76
Creation Costs (2) (per watt)	\$4.36	\$4.08	\$3.75	\$3.64	\$3.89
Unlevered NPV (per watt)	\$0.66	\$0.92	\$0.95	\$0.86	\$0.87
NPV (in millions)	\$23	\$37	\$50	\$50	\$160

(1) Excludes materially all SREC value.

(2) Excludes IDC costs paid prior to deployments and excludes non-cash items such as amortization of intangible assets and stock-based compensation, and contingent consideration related to an acquisition

APPENDIX: Glossary

MW Booked represents the aggregate megawatt production capacity of our solar energy systems sold to customers or subject to an executed customer agreement, net of cancellations.

MW Deployed represents the aggregate megawatt production capacity of our solar energy systems, whether sold directly to customers or subject to customer agreements, for which we have (i) confirmation that the systems are installed on the roof, subject to final inspection or (ii) in the case of certain system installations by our partners, accrued at least 80% of the expected project cost.

Customers refers to residential customers with solar energy systems that are installed or under contract to install, net of cancellations.

Estimated Nominal Contracted Payments Remaining equals the sum of the remaining cash payments that customers are expected to pay over the initial terms of their agreements (not including the value of any renewal or system purchase at the end of the initial agreement term), including estimated uncollected prepayments, for systems contracted as of the measurement date.

Estimated Retained Value represents the cash flows (discounted at 6%) we expect to receive pursuant to customer agreements during the initial agreement term, excluding substantially all value from solar renewable energy credits ("SRECs") prior to July 1, 2015. It also includes a discounted estimate of the value of the purchase or renewal of the agreement at the end of the initial term. Estimated retained value excludes estimated distributions to investors in consolidated joint ventures and estimated operating, maintenance and administrative expenses for systems contracted as of the measurement date. We do not deduct amounts we are obligated to pass through to investors in lease pass-throughs. Estimated retained value under energy contract represents the net cash flows during the initial 20-year term of our customer agreements. Estimated retained value of purchase or renewal is the forecasted net present value we would receive upon or

following the expiration of the initial contract term.

Project Value represents the value of upfront and future payments by customers, the benefits received from utility and state incentives, as well as the present value of net proceeds derived through investment funds. Project value is calculated as the sum of the following items (all measured on a per-watt basis with respect to megawatts deployed under customer agreements during the period): (i) estimated retained value, (ii) utility or upfront state incentives, (iii) upfront payments from customers for deposits and partial or full prepayments of amounts otherwise due under customer agreements and which are not already included in estimated retained value and (iv) finance proceeds from tax equity investors. Project value includes contracted SRECS. Project value does not include cash true-up payments or the value of asset contributions in lieu of cash true-up payments made to investment fund investors, the cumulative impact of which is expected to be immaterial in 2015.

Creation Costs includes (i) certain installation and general and administrative costs after subtracting the gross margin on solar energy systems and product sales divided by watts deployed and (ii) certain sales and marketing expenses under new customer agreements, net of cancellations during the period divided by the related watts booked.

Unlevered NPV equals the difference between project value and estimated creation costs.

Sunrun Direct Business refers to solar service offerings installed by Sunrun.

SUNRUN®