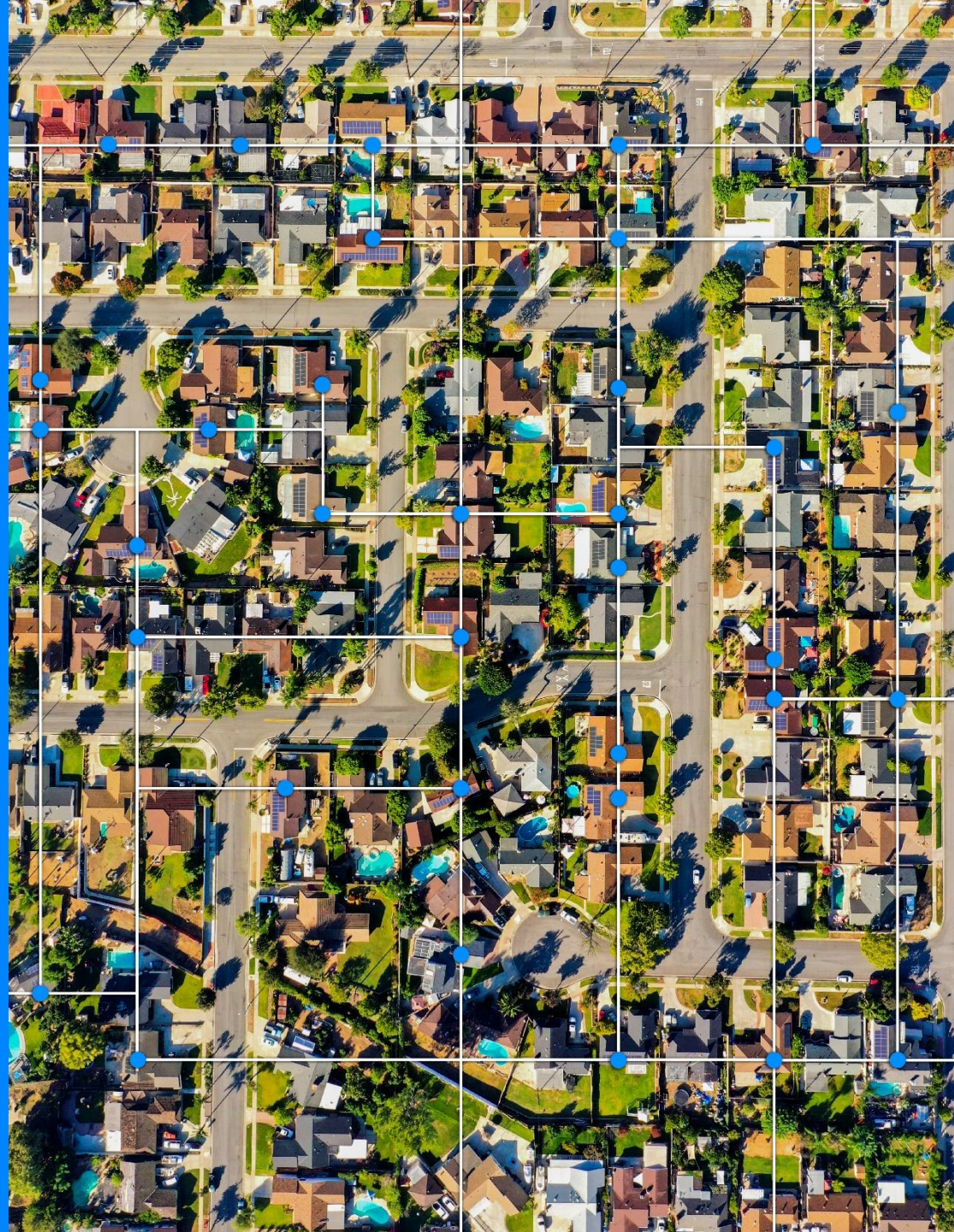


SUNRUN

Investor Presentation

August 2021



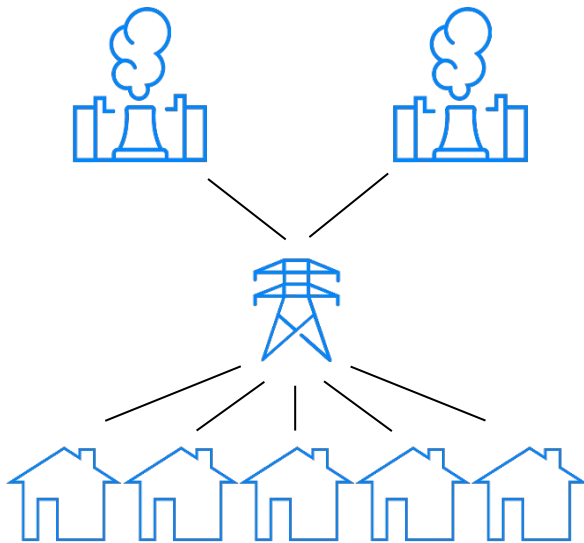
Safe harbor & forward looking statements

This communication contains forward-looking statements related to Sunrun (the “Company”) within the meaning of Section 27A of the Securities Act of 1933, and Section 21E of the Securities Exchange Act of 1934 and the Private Securities Litigation Reform Act of 1995. Such forward-looking statements include, but are not limited to, statements related to: the impact of COVID-19 on the Company and its business and operations; the Company’s financial and operating guidance and expectations; the Company’s business plan, market leadership, competitive advantages, operational and financial results and metrics (and the assumptions related to the calculation of such metrics); the Company’s momentum in the company’s business strategies, expectations regarding market share, customer value proposition, market penetration, financing activities, financing capacity, product mix, and ability to manage cash flow and liquidity; the growth of the solar industry; the Company’s ability to manage supply chains and workforce; factors outside of the Company’s control such as macroeconomic trends, public health emergencies, natural disasters, and the impacts of climate change; the legislative and regulatory environment of the solar industry; and expectations regarding the Company’s storage and energy services businesses, the Company’s acquisition of Vivint Solar (including cost synergies), and anticipated emissions reductions due to utilization of the Company’s solar systems. These statements are not guarantees of future performance; they reflect the Company’s current views with respect to future events and are based on assumptions and estimates and are subject to known and unknown risks, uncertainties and other factors that may cause actual results, performance or achievements to be materially different from expectations or results projected or implied by forward-looking statements. The risks and uncertainties that could cause the Company’s results to differ materially from those expressed or implied by such forward-looking statements include: the impact of COVID-19 on the Company and its business and operations; the successful integration of Vivint Solar; the availability of additional financing on acceptable terms; changes in the retail prices of traditional utility generated electricity; worldwide economic conditions, including slow or negative growth rates in global and domestic economies and weakened consumer confidence and spending; 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, batteries, and other components and raw materials; the Company’s ability to attract and retain the Company’s relationships with third parties, including the Company’s solar partners; the Company’s continued ability to manage costs associated with solar service offerings; the Company’s business plan and the Company’s ability to effectively manage the Company’s growth and labor constraints; the Company’s ability to meet the covenants in the Company’s investment funds and debt facilities; factors impacting the solar industry generally, and such other risks and uncertainties identified in the reports that we file with the U.S. Securities and Exchange Commission from time to time. All forward-looking statements used herein 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.

Sunrun is building the future electric grid

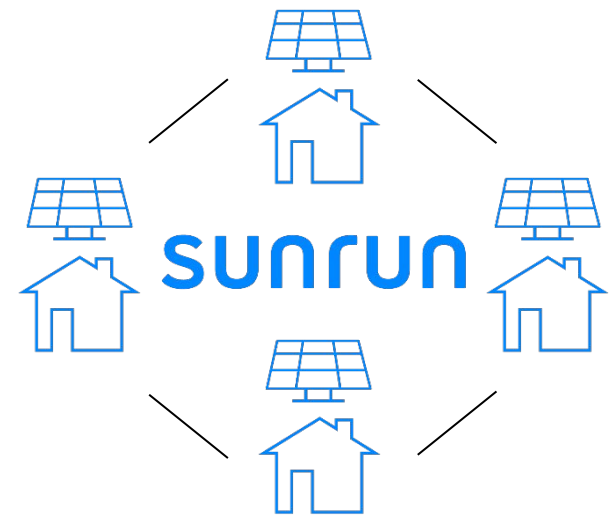
Electricity is produced and consumed at the home with solar panels and rechargeable batteries, which are aggregated to send excess power back to the grid creating virtual power plants and retiring fossil fuel plants.

Old World



Centralized control, single points of failure, expensive, polluting, limited consumer engagement in energy

New World

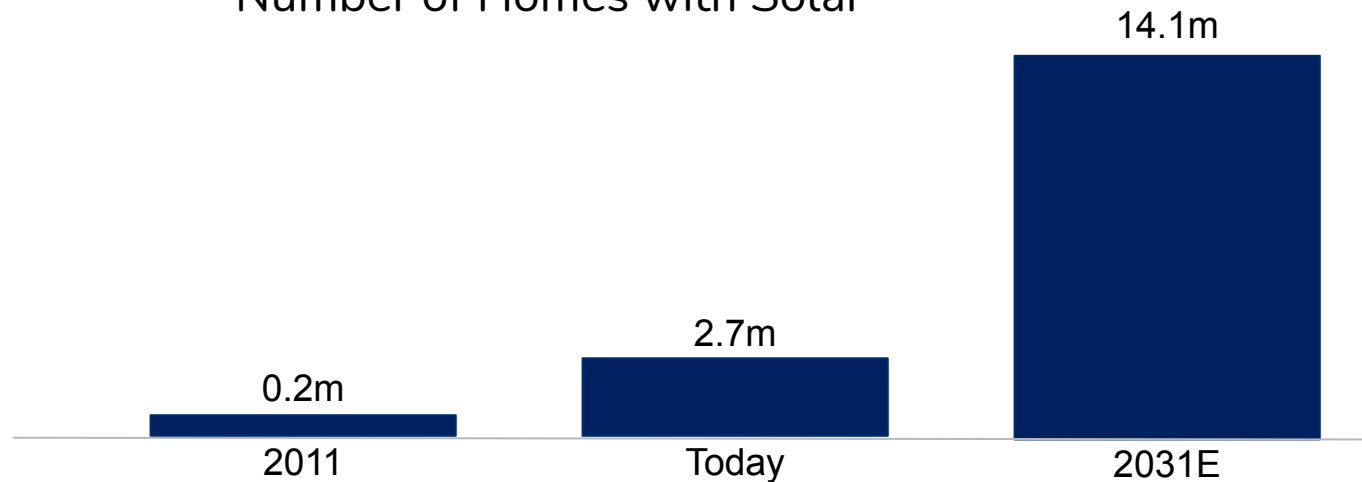


A network of decentralized, decarbonized, democratized, affordable clean energy with consumers

Residential solar market is massive & underpenetrated

15% annual industry growth for the next 10-years leads to ~17% penetration of U.S. houses. Value proposition supports a much greater number.

Number of Homes with Solar



% Penetration of 77m Addressable Homes⁽¹⁾

0.3%

~3.5%

~17%

High penetration proven...

In markets where the value proposition was evident first, like Hawaii and California, penetration has reached 33% and 16%, respectively, and growth continues.⁽²⁾

(1) 2011 penetration and potential homes calculation uses the U.S. Census 2011 American Community Survey data on detached, occupied single-family housing units and number of residential installations from EIA Form 826 Residential PV Customers. Current market penetration and potential homes calculation uses the U.S. Census 2019 American Community Survey data on detached, occupied single-family housing units and number of residential installations from EIA Form 826 Residential PV Customers (through April 2021). Estimated 2031 market penetration assumes housing units grow at 0.7% (Census data). Sunrun internal estimates for 2021 and beyond.

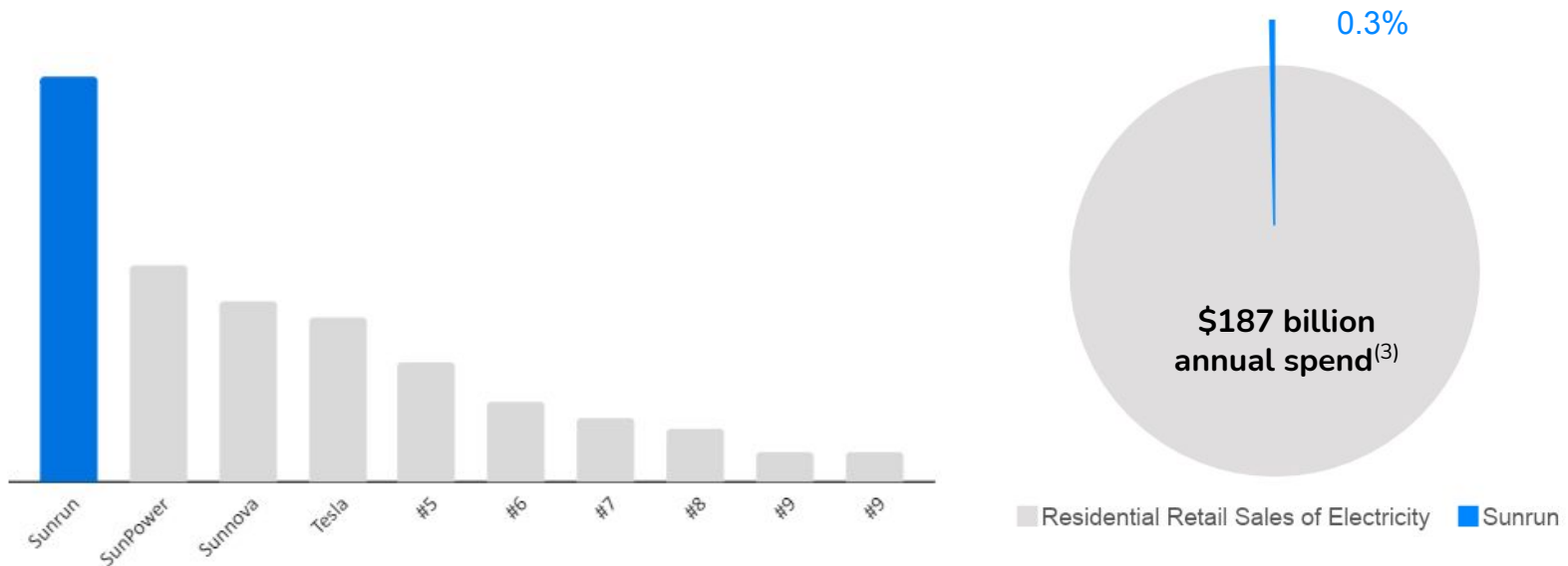
(2) State penetration data uses EIA Form 826 Residential PV Customers (through April 2021) and housing stock uses U.S. Census 2019 American Community Survey data on detached, occupied single-family housing units.

Sunrun is the residential market leader

Strong network effects provide a significant competitive advantage

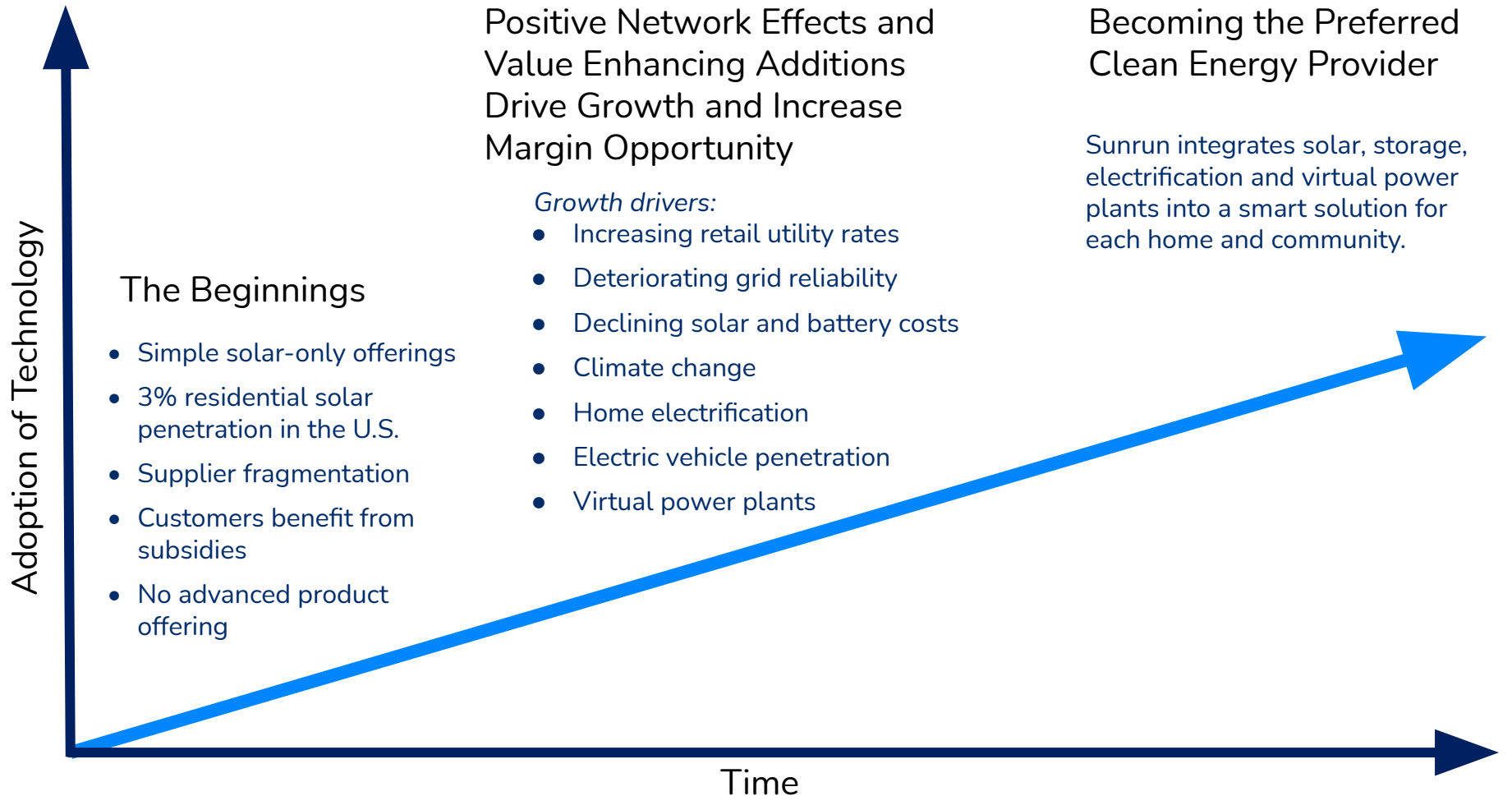
Sunrun is the
#1 residential market leader⁽¹⁾

And yet remains
<1% of total US residential
electricity market⁽²⁾



(1) Wood Mackenzie Research, pro forma Sunrun's Solar Energy Capacity Installed and Vivint Solar's MW Installed as reported, SunPower's reported SPES Residential MW Recognized, and Sunnova's reported MW Deployments. As of Q1 2021.
(2) Sunrun's 2020 Network of Solar Energy Capacity at 14% utilization for illustrative purposes. 2019 Residential Retail Sales of Electricity kwh from EIA.
(3) EIA data on revenue from sales of electricity to residential customers.

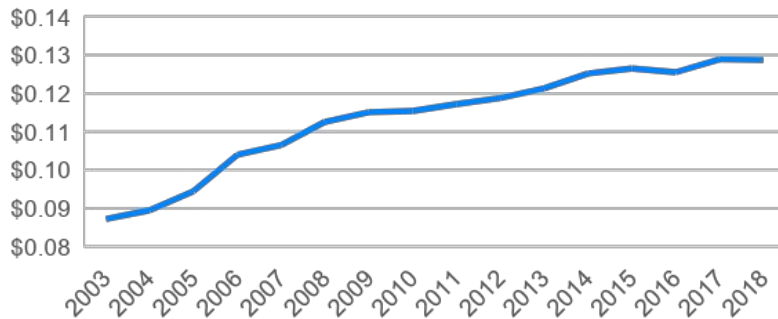
Building the Sunrun network and becoming the chosen provider of energy



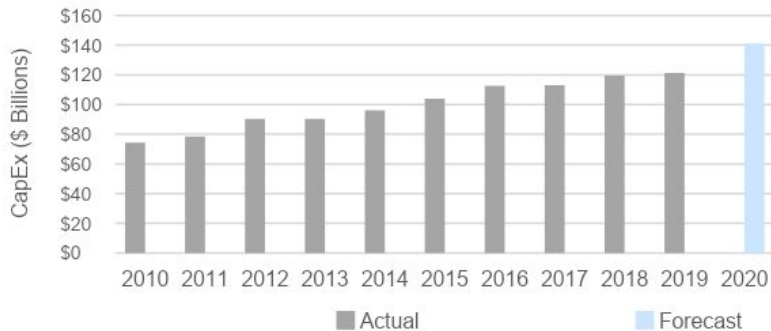
Utility rates to customers continue to rise

The cost of electricity has increased 3% per year on average for the last 15 years

Cost of Utility Energy⁽¹⁾



Rising Utility Capital Expenditures⁽²⁾



Declining wholesale rates disguise the cost of capex

- In 2020, the major US utilities spent over \$120 billion in Capex, exceeding depreciation expense by 2.4x.
- More than 70% of America's transmission lines and large power transformers are at least 25 years old, and utilities will need to spend an exorbitant \$2.2 trillion on infrastructure upgrades during the next 20 years in order to keep our system up and running. **These costs will ultimately be passed to consumers.**
- With the expected capex trends and stagnant demand, even if wholesale prices fall to zero, retail rates will accelerate over the next ten years.⁽³⁾

(1) Energy Information Agency. Average price per KWhr of electricity for the residential sector in Sunrun's current markets. Rate reflects the Compounded Average Growth Rate (CAGR) from 2004 through 2019.

(2) Total company spending of U.S. Investor-Owned Electric Utilities, consolidated at the parent or appropriate holding company, EEI Finance Department, company reports (2010-2018), 2019 actual and 2020 forecast is the from S&P Global Market Intelligence (May 2020).

(3) Projected retail rates based on historic actual CAGR adjusted for current market conditions and wholesale rates based on 2% inflation

The grid is increasingly unreliable and battery storage is a solution

From devastating wildfires and forced outages in California to hurricanes and major storms across the East Coast, people are facing more outages every year.

Power outages affect millions⁽¹⁾



In February 2021, an unprecedented cold blast in Texas plunged 3.3 million people into darkness in one of the largest forced blackouts in history.



In August 2020, a heatwave and unexpected centralized fossil fuel power plant failures crippled California's power grid, leading to rolling blackouts affecting 2 million people.



In August 2020, nearly 14 million people across the East Coast lost power in Hurricane Isaias.



In April 2020, 9.4 million people lost power in North Carolina, South Carolina, Texas and Alabama due to a major storm.



In October 2019, PG&E shut off power to more than 3.4 million people in California to prevent their lines from sparking destructive wildfires.



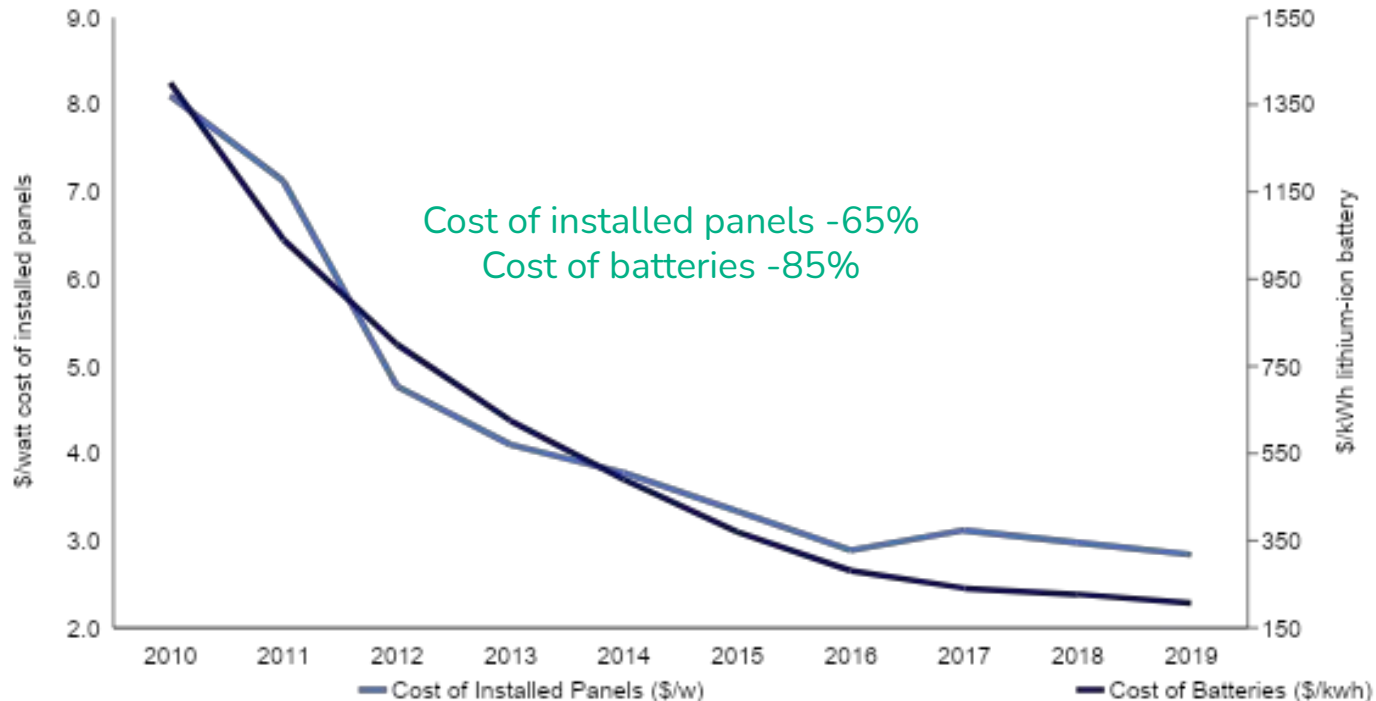
Sunrun Brightbox is a clean, reliable and long-term solution for blackouts. It can backup critical circuits and recharge when the sun shines, so customers can power through even multi-day power outages.

In many places, customers can get solar and storage for less than or equal to what they pay for electricity today.


(1) <https://poweroutage.us/about/majorevents>, <https://www.bloomberg.com/news/articles/2020-08-15/two-million-californians-go-dark-and-more-heat-is-coming>, <https://time.com/5940232/millions-without-power-texas/>

Solar and battery costs are declining

The costs of solar modules and batteries have declined significantly over the last ten years and market research predicts that these trends will continue.⁽¹⁾



Market researchers forecast the cost of installed solar panels will decline 34% while the cost of batteries declines 64% over the next 10 years.⁽²⁾

(1) Historic solar costs represent costs of residential systems according to Wood Mackenzie Research Solar Market Insight reports (2012-2019) and the California Solar Statistics database (2010-2011); Historic battery cost estimates according to Wood Mackenzie "U.S. front-of-the-meter storage system price trends" (June 2020). 

(2) Projected Cost of Panels and Batteries: Bloomberg New Energy Outlook 2019



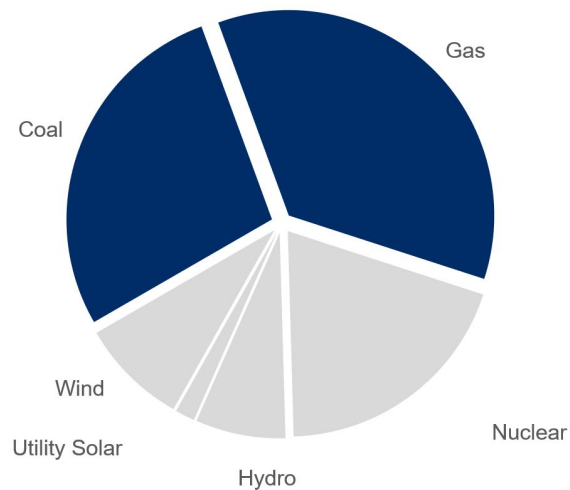
Carbon dioxide (CO₂) emissions from fossil fuels for all energy needs are equal to about 75% of total U.S. anthropogenic GHG emissions.⁽¹⁾

(1) Based on 100-year global warming potential, Energy Information Administration: <https://www.eia.gov/energyexplained/energy-and-the-environment/where-greenhouse-gases-come-from.php>

There is an urgent need to address climate change and the public is overwhelmingly supportive

Americans are worried about the climate and half of all registered voters think climate change should be a high priority for Congress and the President⁽¹⁾.

Traditional infrastructure is polluting⁽²⁾



- Currently 23 states and Washington D.C. have established economy wide greenhouse gas emissions targets⁽³⁾.
- When we blanket all solar available rooftops with panels, we can serve almost half of America's total electricity needs with clean energy.
- Our solar systems have prevented greenhouse gas (GHG) emissions totaling 5.2 million metric tons of carbon dioxide equivalent (CO₂e)⁽⁴⁾.

(1) <https://climatecommunication.yale.edu/wp-content/uploads/2019/05/Politics-Global-Warming-April-2019b.pdf>

(2) Energy Information Agency. US Net Electricity Generation by Source and Emissions for 2018.

(3) Center for Climate and Energy Solutions

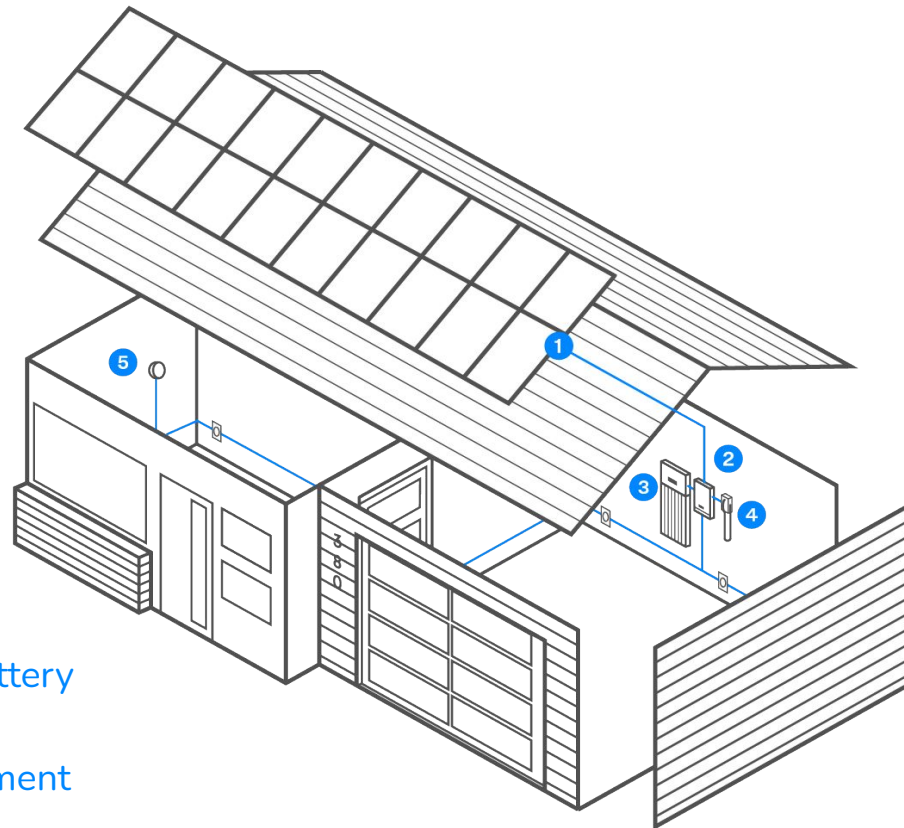
(4) Please see Sunrun's 2019 Impact Report, available on the company's Investor Relations website for more information, including information on the calculations and statistics referenced above.

Sunrun is the trusted provider for people to manage the transition to home electrification

Decarbonization at the home

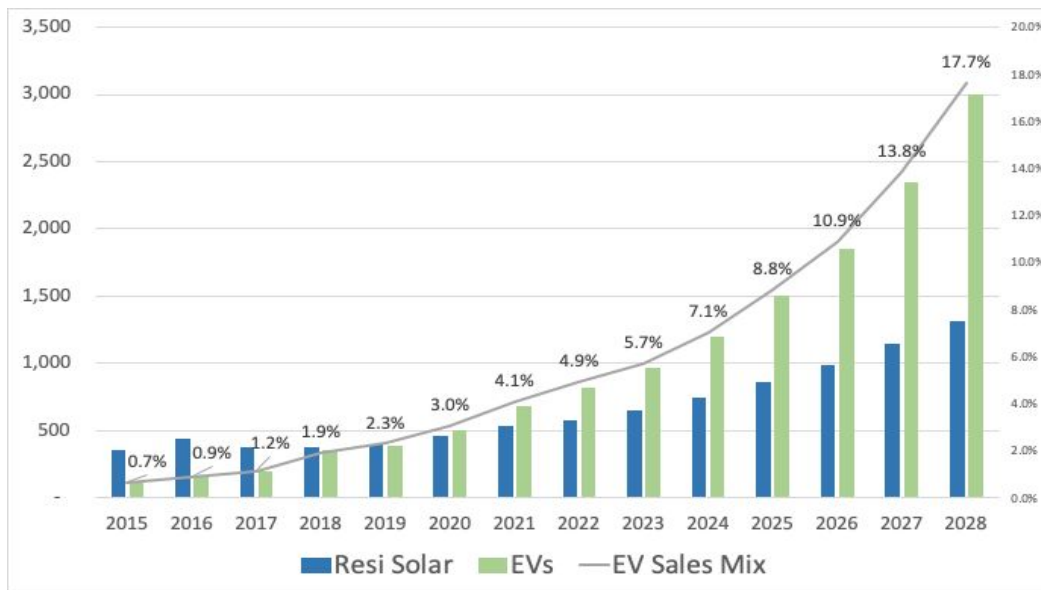
- Full home electrification increases the need for a service provider.
- More fuel switching results in larger systems, which have high incremental returns to Sunrun.

1. Rooftop Solar Power
2. Home Electrification
3. Rechargeable Solar Battery
4. EV Charging
5. Home Energy Management



Electric vehicle adoption increases energy demand and enhances the value of distributed generation

Electric vehicle sales are growing and there are synergies with onsite generation and energy management of electric vehicles.



- More than 80% of EV owners say they would consider installing solar panels at their homes, or already have them.⁽¹⁾
- 30-40% of people who own EVs have installed rooftop solar.⁽²⁾
- Most EV owners do more than 80% of their charging at home and need ~3 kW additional solar capacity.⁽²⁾

(1) https://www.greencarreports.com/news/1099531_electric-car-drivers-tell-ford-well-never-go-back-to-gasoline
(2) <https://cleantechnica.com/2019/12/25/ev-ownership-rooftop-solar-ownership-new-report-charts/>
(3) <https://www.energy.gov/eere/electricvehicles/charging-home>



A suburban street at dusk with several houses and solar panels on the roofs. The sky is a deep blue, and the houses have warm interior lights glowing from the windows. A large tree is on the left, and a palm tree is on the right. The street is paved and leads towards the houses in the background.

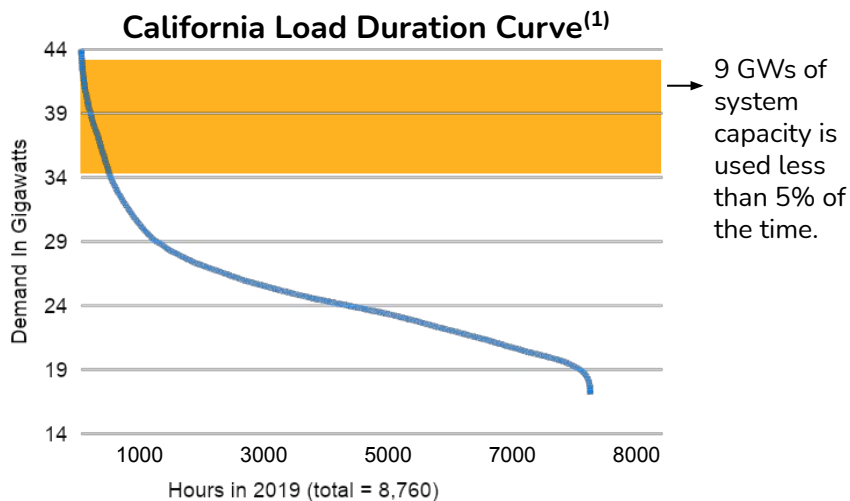
Thousands of households in California and the Northeastern U.S. powered their home's essential needs during grid outages for 7,500+ hours during the current 2020 hurricane and wildfire season.

...and more Sunrun Brightbox customers powered through outages in Texas during February 2021

The Sunrun network can deliver virtual power plants to transition to a decentralized power grid

We have won 12 virtual power plant contracts to date and have more than \$50 million of grid service revenue either already contracted or in the pipeline.

The traditional energy system is built to accommodate peak capacity, which is reached only a tiny fraction of the year.



Home solar and batteries are more flexible and efficient than traditional centralized infrastructure. Utilities spend more than \$100 billion per year in capex and we believe \$13 billion could be replaced by distributed resources.⁽²⁾

Virtual Power Plants



Provides clean, cost effective peaking capacity.

Virtual Distribution Capacity



Avoids substation overhauls by dropping excess load when needed locally.

Virtual Transmission Capacity



Provides generation and reliability in congested areas where new transmission lines are difficult to build.

(1) California ISO, Historical EMS Hourly Load for 2019

(2) Utility capex Edison Electric Institute's Wall Street Briefing published February 2020. Rocky Mountain Institute "The Economics of Demand Flexibility" published in August 2015 estimates \$13 billion or more of spend could be met from flexible, distributed resources.



Investment Highlights

- Residential Solar Market Has Low Penetration, massive TAM
- Industry Leader With Meaningful Scale Advantages
- Climate Change Solution with A Strong Customer Value Proposition
- Recurring Revenue Model With Low Churn
- Inflection Point with Advanced Product Rollout
- High Top-Line Growth with Strong Customer Margins
- Margin Expansion Opportunity with Increased Scale & Network Density
- Ability to Cross Sell and Upsell to Existing Customers
- 14-year Track Record and Strong Management Team

Company Overview

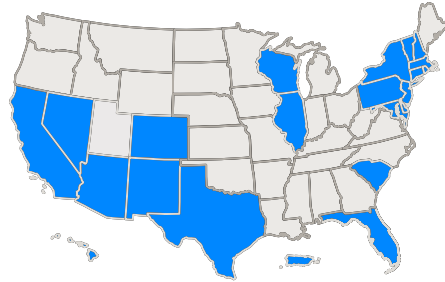


sunrun

Sunrun Overview

Who We Are

Formed in 2007, Sunrun pioneered residential solar service. We have **600,000 customers**



and have sold our solar service in **22 states, DC & Puerto Rico.**⁽¹⁾

We provide a solar energy service with fixed pricing under 20- or 25-year agreements that generate recurring, contracted revenue for multiple decades with an experienced loss rate of ~1%.⁽²⁾

Sunrun has a leading customer acquisition platform, customer experience capabilities, and extensive financing experience, all of which drive significant barriers to entry and the opportunity for high incremental returns.

Our Mission

To create a planet run by the sun.

(1) Customers is rounded as of June 30, 2021.

(2) As of December 31, 2020 and excludes Vivint Solar. Losses include uncollected recurring billings 5 months after invoice date, write downs and appeasement credits.

(3) First year savings is based on 6 months trailing data for Direct only and a 2.5% escalator. Actual savings may vary by customer. Calculations exclude customer in Hawaii and Texas.

(4) As of December 31, 2018. Does not include Vivint Solar.

(5) Based on Sunrun's estimates and United States Environmental Protection Agency's Greenhouse Gas Equivalencies Calculator as of December 31, 2020. Does not include Vivint Solar.

(6) The Solar Foundation's National Solar Jobs Census 2020.

Our Compelling Value Proposition

VALUE TO CUSTOMERS

- The majority of customers save 5-45% in the first year.⁽³⁾ We have delivered more than \$300 million in savings for our customers.⁽⁴⁾
- Storage provides premium power, including backup capabilities to enable customers to power through storms.

VALUE TO SUNRUN

- Typically 20- or 25-year customer relationship which can be monetized beyond core solar energy product
- Typically 20- or 25-year value stream is financed upfront to fully cover creation costs and generate cash immediately

VALUE TO SOCIETY

- Residential solar is a cost-effective way to modernize the country's infrastructure to make it more resilient, affordable and environmentally sustainable.
- Sunrun's systems have prevented greenhouse-gas (GHG) emissions totaling 8.1 million metric tons of carbon dioxide equivalent (CO₂e), an amount comparable to eliminating more than 20 billion passenger-vehicle miles.⁽⁵⁾
- The solar industry employs ~230,000 workers in America and is estimated to be one of the fastest growing segments of the economy.⁽⁶⁾

Sunrun and Vivint Solar combined to accelerate the transition to clean energy

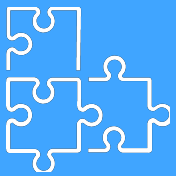
A transformational opportunity to generate consumer and shareholder value, realize cost synergies, and bring cleaner, affordable energy to more homes.



- The transaction, which closed on October 8, 2020, solidified Sunrun's position as the leader in home solar and energy services across the U.S. and a top owner of solar assets globally with more than three gigawatts of solar energy.
- It added a complementary direct-to-home sales channel to Sunrun's platform, increasing the market reach and capabilities.
- We expect to realize \$120 million of cost synergies on an annual basis, an increase from our original projection of \$90 million.
 - Consolidating and optimizing our branch footprint
 - Reducing redundant spending on technology systems
 - Scaling our proprietary racking technology
 - Improving supply chain sourcing capabilities
 - Realize scale benefits from shared corporate functions including accounting, HR, legal, and policy.
- We also expect to be able to generate enhanced value creation from a larger base of solar assets.
 - Offer batteries to a larger base of existing solar customers
 - Increased value in our grid service partnerships from expanded scale in local markets
 - Realize efficiencies from larger-scale project finance capital raising activities
 - Benefit from the opportunity to build an even stronger and more recognizable consumer brand.

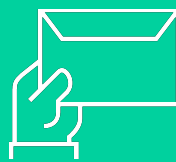
Leading customer acquisition capabilities

Sunrun's diverse proprietary customer acquisition channels drive reach advantages today and investments in brand and customer experience will augment advantages over time.



Channel Partners

Leverage tools and brand



Direct Marketing

Best in class direct to consumer



Direct to Home

Experts in consultative engagements



Strategic Partners

National brands & retailers such as Costco and Home Depot deliver broad reach



Referral Network

600,000 Sunrun Customers⁽¹⁾

(1) Customers is rounded and is as of June 30, 2021.

Strong customer value proposition across the U.S.

Customer value propositions include utility bill savings, sustainability, peace of mind along with battery backup power and energy control with our Brightbox product.



SAVINGS

The majority of customers save 5-45% in the first year⁽¹⁾



SUSTAINABILITY

Protect our planet



BACKUP

Protection against blackouts



ENERGY CONTROL

Use your energy when it's most valuable



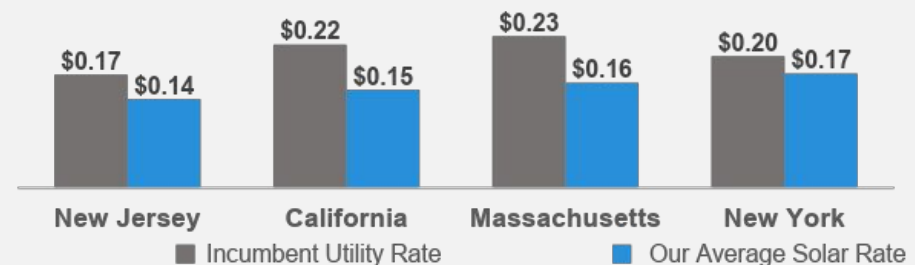
PEACE OF MIND

World class install & 20- to 25-year no hassle service with predictable pricing

Typical Sunrun Solar Service Agreement Characteristics

- Price per unit of energy (KWhr): ~\$0.136
- Solar System Size: 7.5 KWs (7,500 watts)
- Estimated Annual Solar Production: ~10,100 KWhrs (~1,340 KWhrs per KW per year) which usually generates ~87% of the customers electricity needs (only ~40% of solar production is net metered)
- Annual escalator: 2.9% (with options for lower or no escalator)
- Contract Duration: typically 20 or 25 years
- Solar Power Purchase Agreement (PPA)
- Production Guarantee & Warranty
- All Service Included

AVERAGE SAVINGS BY REGION⁽²⁾



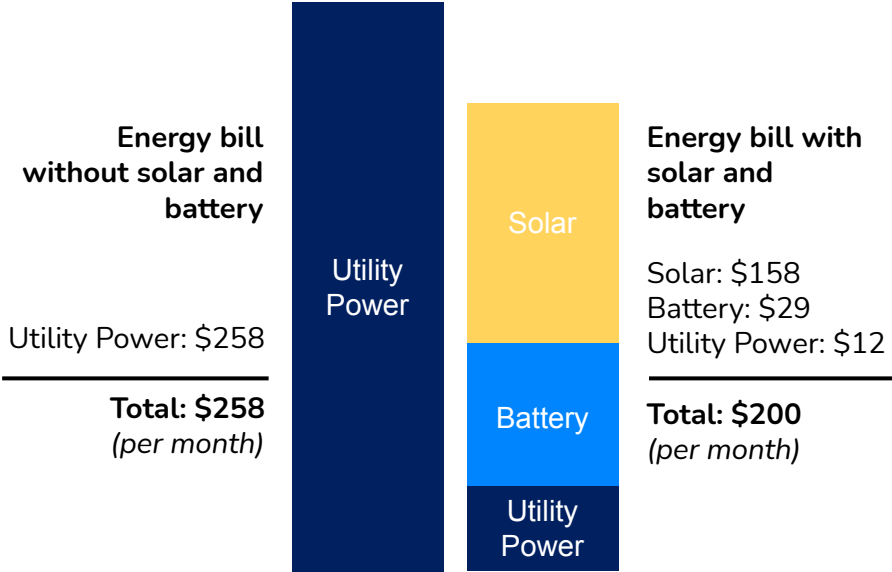
See Appendix for glossary of terms.

- (1) First year savings is based on 6 months trailing data for Direct only and a 2.5% escalator. Actual savings may vary by customer. Calculations exclude customers in Hawaii and Texas.
- (2) Select markets pricing per KWhr of electricity shown and represent our average price quotes for the trailing six months as of September 30, 2020 for our solar-only product.

Batteries enhance the customer value proposition

In addition to providing reliable backup energy, in some markets we can offer customers solar and storage for a total monthly cost less than their current utility bill.

PRICING FOR A SUNRUN CUSTOMER IN SOUTHERN CALIFORNIA⁽¹⁾



(1) Data is based on actual customer pricing in SDG&E territory for a 7kw system with typical usage. Prices may vary by utility and region and may include an annual escalator.

Sunrun is making an impact

Our approach is to benefit everyone: our customers, our employees, and the communities in which we operate, as well as our business and financial partners.



In 2019, Sunrun was recognized by Comparably for

Best Company Culture, Best CEO, Best Company for Diversity & Best Company for Women.

Fortune magazine named our CEO Lynn Jurich one of the 40 Under 40 in business in 2018.



As part of our commitment to being global citizens and doing business legally and ethically, we adopted our first ever

Vendor Code of Conduct

On January 1, 2019



Sunrun committed to and achieved **100% gender pay parity**

For its employees in 2018, becoming the first national solar company to do so.



Sunrun supported GRID Alternatives, a non-profit serving low-income communities, in installing more than **3,500 home solar systems** over the past few years. These installations will save customers more than \$92 million in energy costs over their lifetimes.



Sunrun announced a commitment to develop a minimum of **100 megawatts of solar** on affordable multi-family housing, where 80% of tenants fall below 60% of the area median income, over the next decade in California. This will directly benefit **50,000 families.**



Sunrun's systems have prevented greenhouse gas (GHG) emissions totaling

8.1 million metric tons

Of carbon dioxide equivalent (CO₂e), an amount comparable to



eliminating more than **20 billion** passenger vehicle miles

OR



negating more than **1.3 million** homes' electricity use for a year

The GHG emissions prevented by Sunrun's systems through 2019 are also comparable to the emissions prevented by not burning



908 million gallons of gasoline

OR



8.9 billion pounds of coal

Sunrun is led by seasoned professionals with extensive industry experience



MARY POWELL
Incoming CEO



LYNN JURICH
Executive Co-Chair
& Co-Founder



EDWARD FENSTER
Executive Co-Chair
& Co-Founder



TOM VONREICHBAUER
Chief Financial Officer



CHRIS DAWSON
Chief Operating Officer



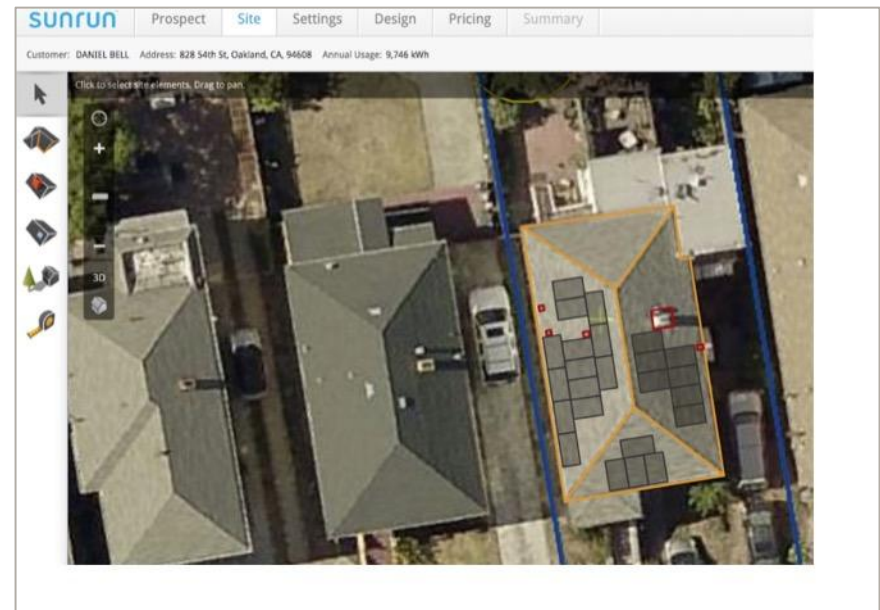
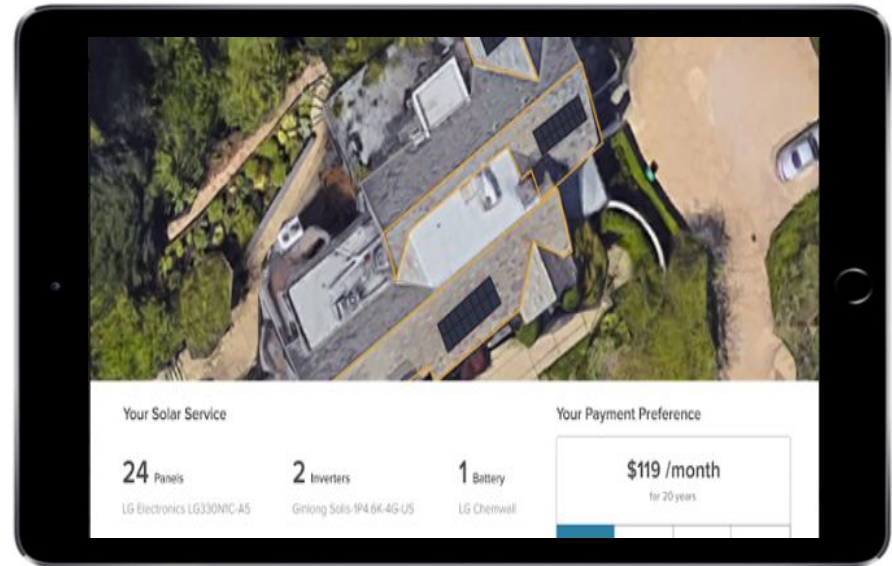
Expanding moat with technology capabilities

We have invested over \$113 million in R&D⁽¹⁾ to usher the change to a distributed energy system while building more entry barriers

Sunrun leads the industry with advanced solar system design, monitoring, and customer engagement tools.

Sunrun is investing in advanced energy service capabilities and has obtained grants in addition to collaborating with National Grid.

Moat increasing with growing customer engagement in energy selection, advanced regulatory constructs (such as time-variable pricing), and energy storage integration.



(1) Cumulative Research and Development Expenses from 2013 through 2020

Measuring Value Creation



SUNRUN

Over 14-year operating history delivering consistent growth and value creation

+550,000 CUSTOMERS⁽³⁾
 Networked Solar Energy Capacity of 3,885 MWs⁽⁴⁾
 18% y/y growth in Networked Solar Energy Capacity⁽⁵⁾



Systems Perform

Sunrun provides performance guarantee for peace of mind



Strong Customer Experience

A+ Rating with the Better Business Bureau



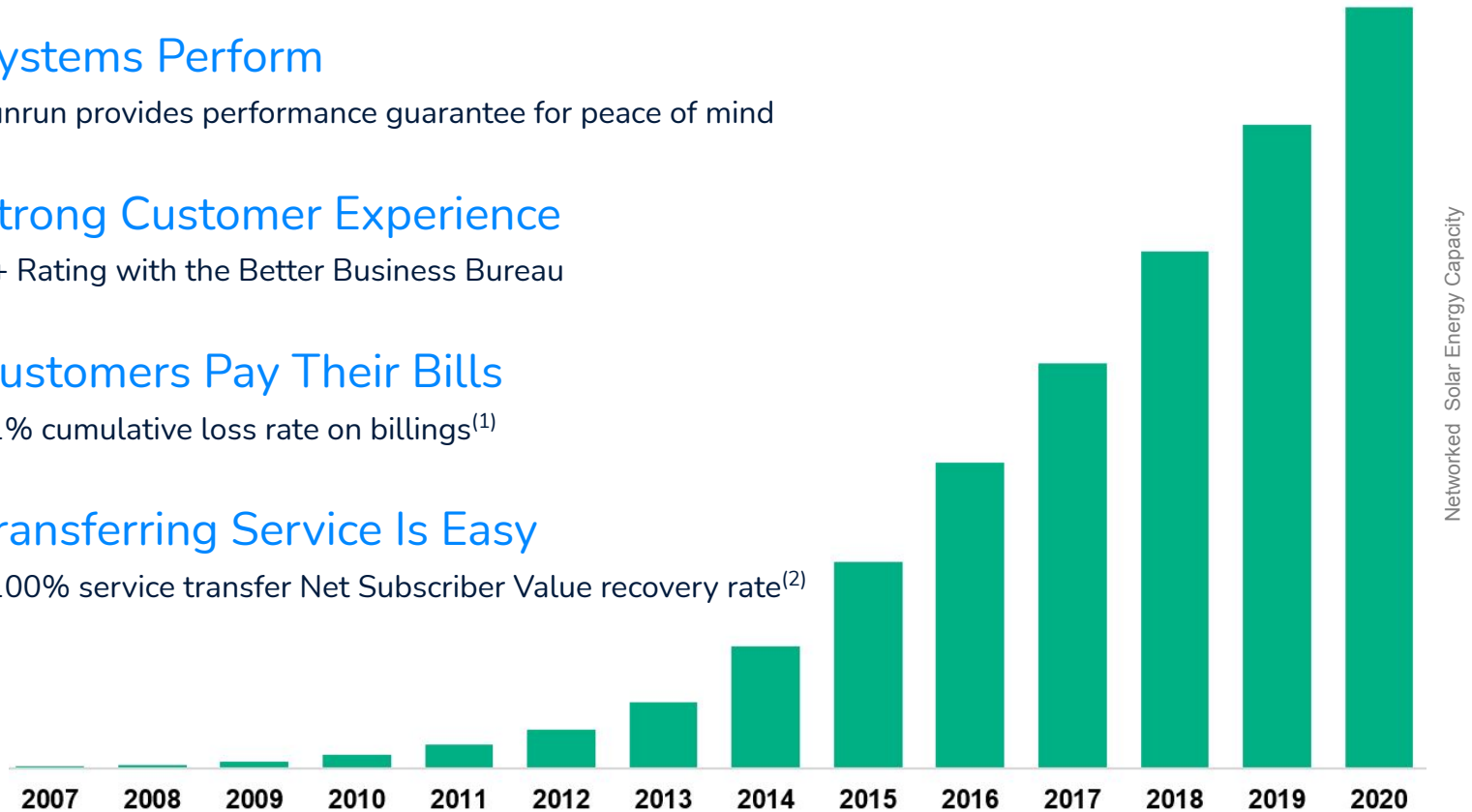
Customers Pay Their Bills

~1% cumulative loss rate on billings⁽¹⁾



Transferring Service Is Easy

~100% service transfer Net Subscriber Value recovery rate⁽²⁾

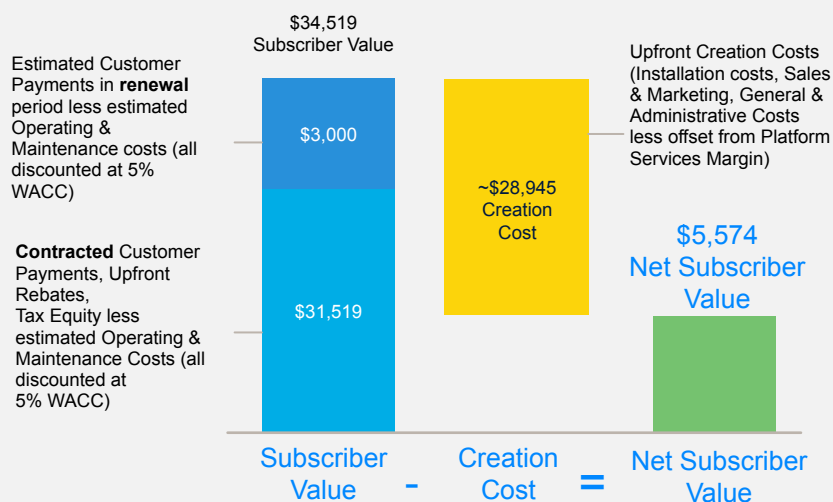


(1) As of December 31, 2020 and excludes Vivint Solar. Losses include uncollected recurring billings 5 months after invoice date, write downs and appeasement credits.
 (2) As of December 31, 2020 and excludes Vivint Solar. Recovery percentage is equal to the (i) the sum of (a) the remaining customer agreement cash flows after the service transfer discounted at 6% and (b) prepayments received in connection with the service transfer, divided by (ii) the remaining customer agreement cash flows before the service transfer discounted at 6%. Based on analysis of completed service transfers for monthly customers; Recoveries >100% arise from prepayments.
 (3) Customers is rounded as of December 31, 2020.
 (4) Networked Solar Energy Capacity as of December 31, 2020 and gives pro forma effect to our acquisition of Vivint Solar from 2012 to 2019 and includes Vivint Solar in 2020. 2007-2011 reflects legacy Sunrun standalone because Vivint Solar was founded in October 2011.
 (5) Represents year over year growth in Networked Solar Energy Capacity from 2019 to 2020. Gives pro forma effect to our acquisition of Vivint Solar in 2019 and includes Vivint Solar in 2020.

Building blocks for value

Each Subscriber represents significant value with 20-30 years of expected cash flows

Total Value Generated of \$122 million from 21,894 Subscriber Additions in Q2 2021



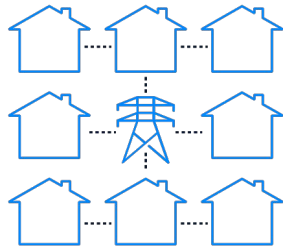
2Q21 depicted; 2Q21 Average Subscriber System Size of 7.2 KWs

Significant Present Value of Cash Flows from Subscribers

(\$ in millions)	2Q20	3Q20	4Q20	1Q21	2Q21
Gross Earning Assets Contracted Period	\$2,892	\$2,996	\$5,234	\$5,488	\$5,797
Gross Earning Assets Renewal Period	\$1,495	\$1,542	\$2,539	\$2,633	\$2,815
Gross Earning Assets	\$4,387	\$4,538	\$7,773	\$8,122	\$8,613
(-) Recourse Debt	(\$236)	(\$225)	(\$231)	(\$569)	(\$607)
(-) Non-Recourse Debt	(\$2,187)	(\$2,260)	(\$4,565)	(\$4,705)	(\$5,003)
(-) Pass-through financing obligation	(\$338)	(\$336)	(\$340)	(\$339)	(\$337)
(+) Pro-forma debt adj. for safe harboring facility	\$89	\$54	\$23	\$40	\$36
(+) Pro-forma debt adj. for debt within project equity funds	\$177	\$176	\$800	\$865	\$901
(+) Total cash	\$354	\$382	\$708	\$813	\$858
Net Earning Assets	\$2,245	\$2,328	\$4,168	\$4,227	\$4,460

Estimated future cash flows from Subscribers through 2Q21, plus total cash and less all debt, represents **\$4.5 billion** in present value.

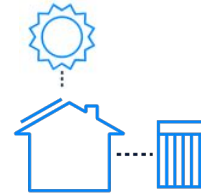
Increasing customer value proposition and margin opportunity by expanding offering



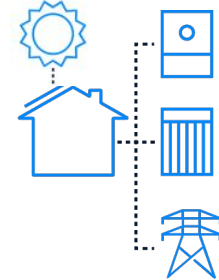
Traditional Grid



Sunrun Solar Service



Sunrun Brightbox Rechargeable Solar Battery System



Sunrun Energy Management and Virtual Power Plant

	New Subscribers	Existing Subscribers Upsell Opportunity
Current Net Subscriber Value	~\$8,000+	NA
Grid services to build virtual power plants	+\$2,000 or more	+\$2,000 or more
Larger systems to support whole-home electrification and larger share of energy spend	+ \$\$\$	+ \$\$
Retail energy to provide single-bill offerings and best customer experience	+ \$	+ \$
Battery retrofits to add features to existing customers	NA	+ \$\$
Repowering existing systems + renewal opportunities	+ \$\$	+ \$\$

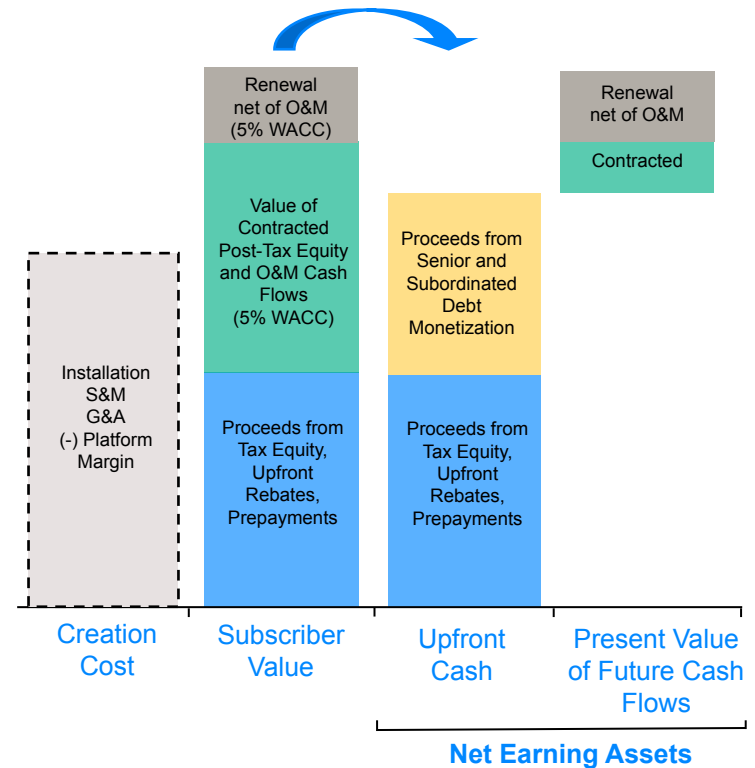
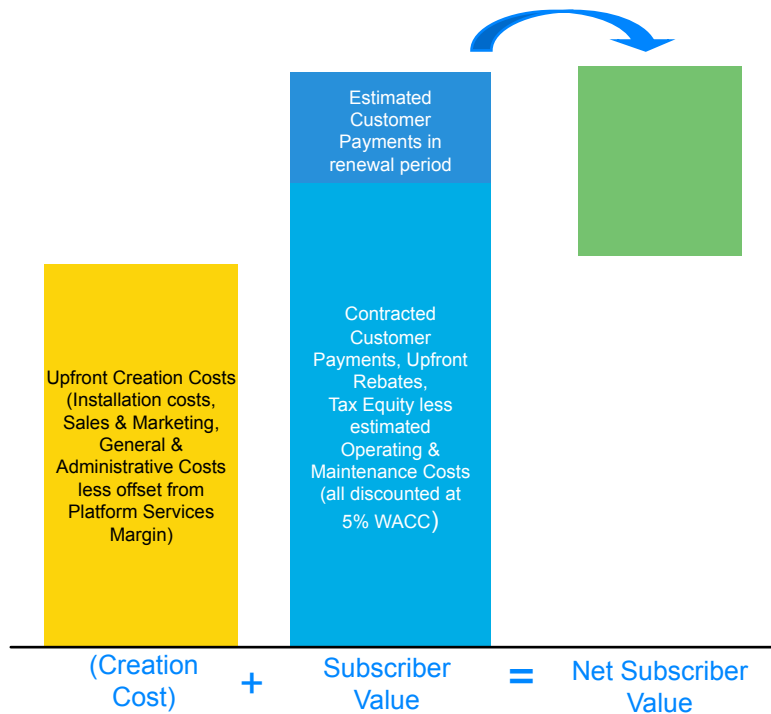
Initial Net Subscriber Values understate the ultimate value creation opportunities

Strong unit margins allow us to grow, generate cash and increase our base of recurring cash flows

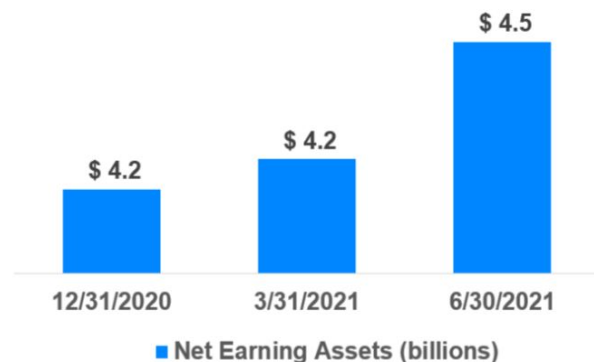
Strong Unlevered Unit-level Economics:

Subscribers have significant value with 20-30 years of expected cash flows

We can raise 95-100% of **Contracted Subscriber Value** in upfront funding, exceeding **Creation Costs**, allowing us to grow our cash balance while continuing to build our long-term stream of recurring cash flows



Net Earning Assets now at \$4.5 billion



- Metrics now reflect a 5% discount rate and Net Earning Assets includes both recourse and non-recourse debt and total cash.
- Historical numbers are not pro forma for the acquisition of Vivint Solar but have been recast at 5%.

(\$ in millions)	2Q20	3Q20	4Q20	1Q21	2Q21
Gross Earning Assets Contracted Period	\$2,892	\$2,996	\$5,234	\$5,488	\$5,797
Gross Earning Assets Renewal Period	\$1,495	\$1,542	\$2,539	\$2,633	\$2,815
Gross Earning Assets	\$4,387	\$4,538	\$7,773	\$8,122	\$8,613
(-) Recourse Debt	(\$236)	(\$225)	(\$231)	(\$569)	(\$607)
(-) Non-Recourse Debt	(\$2,187)	(\$2,260)	(\$4,565)	(\$4,705)	(\$5,003)
(-) Pass-through financing obligation	(\$338)	(\$336)	(\$340)	(\$339)	(\$337)
(+) Pro-forma debt adj. for safe harboring facility	\$89	\$54	\$23	\$40	\$36
(+) Pro-forma debt adj. for debt within project equity funds	\$177	\$176	\$800	\$865	\$901
(+) Total cash	\$354	\$382	\$708	\$813	\$858
Net Earning Assets	\$2,245	\$2,328	\$4,168	\$4,227	\$4,460

We have \$8.6 billion in Gross Earning Assets, which is our measure of the present value of cash flows from customers over time.

Projected cash flow from customers plus cash, less total debt and pass-through obligations represents \$4.5 billion in present value.

Industry leading financing execution

We have a strong track record of attracting low-cost capital from diverse sources

Our access to capital markets puts us in a position to offer more advantageous financing options to consumers while creating long term value for investors.

We have continued to set new records for capital cost and advance rates, demonstrating that the market and ratings agencies increasingly recognize both the high quality of residential solar assets as well as our industry leading performance.

We've raised financing for

> \$15B

in cumulative value of solar energy systems across dozens of investment funds.⁽¹⁾



Source: Bloomberg as of December 2, 2020.

Note: Capital raises represent Class A Notes at A/A- ratings for DG solar TPO and loan providers.

(1) As of December 31, 2020. Includes Vivint Solar.

Appendix



GAAP Income Statement

Consolidated GAAP Income Statement (\$ in millions)	FY2017	FY2018	FY2019	FY2020	1Q2021	2Q2021
Revenue:						
Customer agreements	\$ 211	\$ 273	\$ 345	\$ 433	\$ 158	\$ 197
Incentives	24	132	42	52	17	23
Customer agreements and incentives	234	404	388	484	175	219
Solar energy systems	114	187	283	270	89	90
Products	184	169	187	168	71	91
Solar energy systems and product sales	298	356	471	438	160	182
Total revenue	533	760	859	922	335	401
Operating expenses:						
Cost of customer agreements and incentives	186	241	280	386	160	177
Cost of solar energy systems and product sales	254	294	365	358	134	152
Sales and marketing	146	207	275	352	126	145
Research and development	15	19	24	20	6	5
General and administrative	107	117	125	267	86	63
Amortization of intangible assets	4	4	5	5	1	1
Total operating expenses	714	882	1,074	1,387	513	543
Loss from operations	(181)	(122)	(216)	(465)	(179)	(142)
Interest expense, net	92	132	174	231	74	75
Other expenses (income), net	2	(3)	9	(8)	(34)	12
Loss before income taxes	(275)	(251)	(399)	(688)	(218)	(228)
Income tax (benefit) expense	12	9	(8)	(61)	(14)	(15)
Net loss	(288)	(260)	(391)	(627)	(204)	(213)
Net loss attributable to NCI and non redeemable NCI	(413)	(287)	(417)	(454)	(181)	(172)
Net income (loss) attributable to common stockholders	125	27	26	(173)	(24)	(41)
EPS, diluted	\$ 1.16	\$ 0.23	\$ 0.21	\$ (1.24)	\$ (0.12)	\$ (0.20)
Wt avg basic shares	105	110	116	140	203	204
Wt avg diluted shares	108	117	124	140	203	204

Customer Agreements and Incentive Revenue is comprised of ongoing revenue from customers under long-term agreements, amortization of prepaid systems, and incentive revenue. The value of the Investment Tax Credits (ITC) are recognized as Incentive revenue, when monetized using a pass-through financing structure.

The majority of Customer Agreements and Incentives COGS is depreciation (~\$246m total depreciation & amortization in 2020). This also includes operating & maintenance costs and non-capitalized costs associated with installation-related activities.

A large portion of our Sales & Marketing spend is expensed in period, while it relates to customers with ~20 or ~25 years of contracted revenue.

The Loss Attributable to Non-Controlling Interests is primarily driven by our monetization of the Investment Tax Credit (ITC) with our Tax Equity partners with partnership flip structures. Assume a tax investor contributes about ~\$1.8 per watt in cash and then immediately receives back a tax credit worth \$1.3 per watt. After receipt of the tax credit, the investor's remaining non-controlling interest in Sunrun's solar facility is now only \$0.5 per watt, which is repaid over about 6 years through cash distributions and depreciation deductions. Like the elimination of a liability, the reduction in the tax investor's non-controlling interest from ~\$1.8 per watt to ~\$0.5 per watt is income to Sunrun common shareholders. Because Sunrun received this \$1.3 per watt in cash through a partnership, this income is accounted for under GAAP using the hypothetical liquidation at book value (HLBV) method as a "loss attributable to non-controlling interests," rather than revenue.

GAAP Balance Sheet

Consolidated GAAP Balance Sheet (\$ in millions)	FY2017	FY2018	FY2019	FY2020	1Q2021	2Q2021
Cash	\$ 203	\$ 227	\$ 270	\$ 520	\$ 649	\$ 680
Restricted cash (current and long term)	39	78	94	188	164	178
Accounts receivable	60	66	78	95	125	163
Inventories	94	79	261	283	290	341
Prepaid expenses and other current assets	20	11	32	51	40	35
Solar energy systems, net	3,162	3,820	4,493	8,203	8,460	8,767
Property and equipment, net	36	35	57	62	58	59
Intangible assets, net	14	10	20	18	17	16
Goodwill	88	88	95	4,280	4,280	4,280
Other assets	246	336	408	682	801	910
Total assets	3,963	4,750	5,806	14,383	14,886	15,429
Accounts payable, accrued expenses and other liabilities	212	230	372	533	525	591
Other current liabilities	14	16	16	29	28	33
Deferred revenue (current and long-term)	565	592	729	799	807	836
Deferred grants (current and long-term)	236	230	227	222	219	217
Finance lease obligation (current and long-term)	13	19	23	24	22	21
Non-recourse debt (current and long-term)	1,048	1,502	2,015	4,565	4,705	5,003
Recourse debt & convertible notes (current and long-term)	247	247	239	231	569	607
Pass-through financing obligation (current and long-term)	138	364	339	340	339	337
Other liabilities	43	48	141	269	193	230
Deferred tax liabilities	83	94	66	82	86	62
Total liabilities	2,599	3,341	4,168	7,094	7,493	7,937
Redeemable noncontrolling interests in subsidiaries	124	126	307	560	536	599
Stockholders' equity	882	949	965	6,078	6,166	6,156
Noncontrolling interests in subsidiaries	359	334	367	651	691	736
Total liabilities and shareholders' equity	3,963	4,750	5,806	14,383	14,886	15,429

Deferred revenue is primarily Customer Prepayments which are recognized over the life of the contract, typically 20 or 25 years (\$615m balance of Payments Received Under Customer Agreements at the end of 2020).

\$5.0 billion of our debt is non-recourse project debt and solely secured by the solar assets.

\$337 million of pass-through financing obligations represent obligations to investors who receive the Investment Tax Credit and a portion of cash flows from funds predominantly under an inverted lease structure.

Non-controlling interests represent our Tax Equity (under partnership flip structures) and Project Equity investors' interests in our funds (such as National Grid's interests).

GAAP Cash Flow

Consolidated GAAP Statement of Cash Flow (\$ in millions)	FY2017	FY2018	FY2019	FY2020	1Q2021	2Q2021
Operating Activities:						
Net loss	\$ (288)	\$ (260)	\$ (391)	\$ (627)	\$ (204)	\$ (213)
Depreciation and amortization, net of amortization of deferred grants	129	156	187	243	92	95
Deferred income taxes	12	9	(8)	(61)	(14)	(15)
Stock-based compensation expense	22	28	26	171	78	43
Bonus liability converted to RSUs	-	-	-	-	-	-
Interest on pass-through financing obligations	13	19	24	23	5	5
Reduction in pass-through financing obligations	(18)	(25)	(39)	(39)	(10)	(11)
Other noncash losses and expenses	24	25	26	51	(28)	29
Changes in operating assets and liabilities	10	(15)	(30)	(79)	(104)	(104)
Net cash provided by (used in) operating activities	(96)	(62)	(204)	(318)	(186)	(170)
Investing activities:						
Payments for the costs of solar energy systems	(769)	(806)	(815)	(967)	(357)	(395)
Acquisitions of businesses, net of cash acquired	-	-	(3)	537	-	-
Purchases of Equity Method	-	-	-	(65)	-	-
Purchases of property and equipment	(8)	(5)	(25)	(3)	(0)	(5)
Net cash used in investing activities	(777)	(811)	(843)	(498)	(357)	(400)
Financing activities:						
Proceeds from grants and state tax credits	14	11	2	6	-	-
Proceeds from recourse debt	170	17	185	183	580	217
Repayment of recourse debt	(167)	(17)	(193)	(192)	(258)	(180)
Proceeds from non-recourse debt	749	981	1,182	751	432	326
Repayment of non-recourse debt	(363)	(518)	(671)	(399)	(293)	(32)
Payment of debt fees	(14)	(25)	(29)	(14)	(15)	(14)
Proceeds from pass-through and other financing obligations	6	217	9	9	2	3
Repayment of pass-through financing and other obligations	-	-	(8)	-	-	-
Payment of finance lease obligations	(10)	(9)	(14)	(11)	(3)	(3)
Contributions received from NCI and redeemable NCI	595	345	712	818	248	328
Distributions paid to NCI and redeemable NCI	(55)	(78)	(77)	(111)	(48)	(42)
Acquisition of non-controlling interests	(35)	-	(5)	(3)	(4)	-
Proceeds from exercises of stock options	1	13	16	49	9	10
Repurchase of common stock	-	-	(5)	-	-	-
Proceeds from shares issued in connection with a subscription agreement	-	-	-	75	-	-
Net cash provided by financing activities	891	936	1,107	1,161	648	614
Net change in cash and restricted cash	17	63	59	345	105	44
Cash and restricted cash, beginning of period	224	242	304	363	708	-
Cash and restricted cash, end of period	242	304	363	708	813	44
Cash paid for interest	42	76	99	120	56	48
Cash paid for taxes	-	-	-	-	-	-

Cash Flow From Operations is negative as ~14% of our Creation Costs are expensed in the period, while revenue is recognized over 80 periods or more. Additionally, we raise Debt and Project Equity to fund our growth, which covers CFO and CFI.

These investments are the capex for our solar energy systems. Approximately 86% of our Creation Costs are capitalized, the rest are expensed in-period on our income statement.

We raise non-recourse project debt on assets, which is serviced by cash flows from contracted customer payments

Proceeds from pass-through and other financing obligations primarily represents Tax Equity investors in inverted lease structures, where the investor receives the Investment Tax Credit (ITC), certain depreciation attributes, and a share of cash flows. Following adoption of ASC 606 in 2018, proceeds received related to ITC revenues are treated as operating cash flows.

Proceeds from NCI represent investments from (1) Tax Equity investors in partnership flip funds, where they receive the Investment Tax Credit, certain depreciation attributes, and a share of cash flows, along with (2) Project Equity investors such as National Grid, which receive a share of cash flows from the funds. In 2020, proceeds from NCI and proceeds from pass-through and other financial obligations averaged ~\$2 per watt.

IRS guidance increases margin opportunity

Federal Investment Tax Credit (ITC) Extended

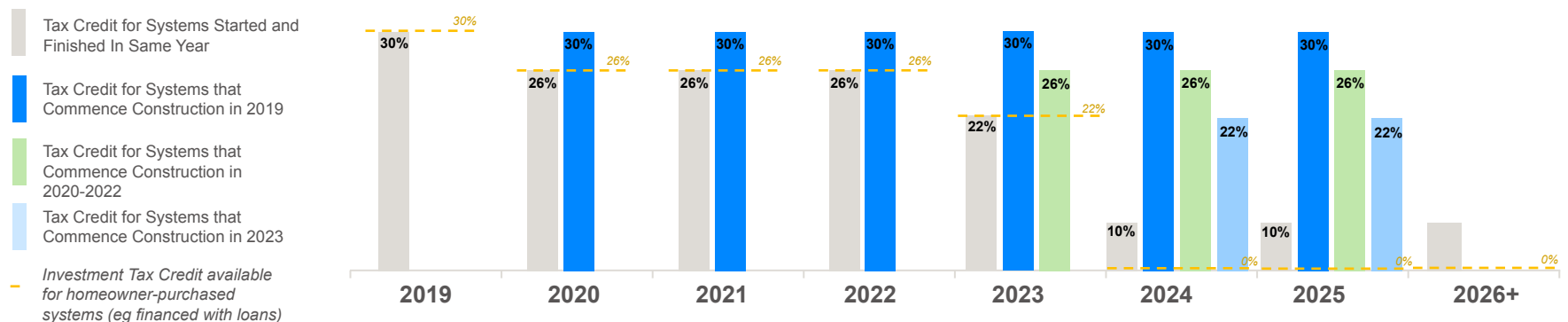
In December 2020, the ITC was extended for two years at 26%. It is now set to step down to 10% in 2024 (compared to 2022 prior). It also extends the placed in service clause by two years, which allow solar developers to delay the step-downs. In any year a developer incurs at least 5% of a project's cost, even if only through an inventory purchase, that year's ITC will apply if construction is completed before January 1, 2026. Continuous construction is not a requirement.⁽¹⁾

This new guidance should drive market share towards solar-as-a-service beginning in 2023: Commercially owned systems, such as Sunrun's solar-as-a-service offering, benefit from this guidance. Homeowners buying a solar system with cash or a loan do not.⁽²⁾ Today, Wood Mackenzie Research estimates that approximately 70% of the US Residential solar market is customer-owned (vs leased).⁽³⁾ Approximately 80-90% of Sunrun's business is solar-as-a-service.

Federal Investment Tax Credit Subsidy

The Investment Tax Credit (ITC) gradually steps down over 7 years from 30% to 10%, however systems are able to receive the credit in effect during the year construction started.⁽¹⁾

INVESTMENT TAX CREDIT PERCENT



(1) See IRS Notice 2018-59 on the ITC under Section 48 for a full description.

(2) Business owners claim ITCs under Section 48. Homeowners claim ITCs under Section 25D. The IRS guidance only exists for Section 48. Further, the Section 48 ITC is set at 10% permanently beginning 2022. The Section 25D credit expires entirely on December 31, 2021.

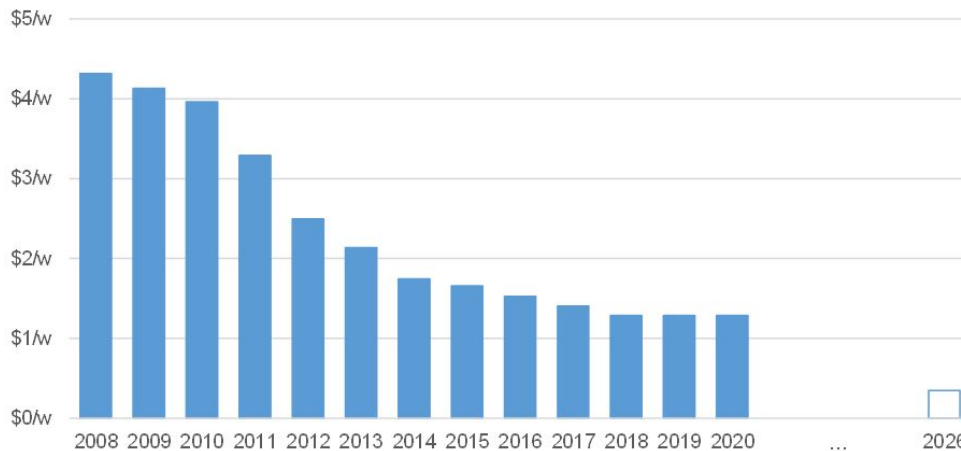
(3) Wood Mackenzie Research report, "U.S. Residential Solar Finance Update, H1 2020"

Sunrun has grown margins & volumes as incentives declined

Even conservative assumptions in future utility rate increases and Sunrun's cost curve would create 2026 margins (with a 10% ITC) at or above the levels obtained with a 30% ITC. Sunrun can offset the decline in the ITC from 30% to 10% by 2026 by reducing costs just by about 3.5% per year (from 4Q2020 to 1Q2026) and increasing pricing by 2% per year on average. Both are conservative assumptions considering Sunrun has reduced Creation Costs by an average of 6% per year from 2015 through 2019⁽²⁾ and utility rates are projected to increase by a 3.6% CAGR over the next decade. We plan to exceed these minimum levels.

Incentive Declines & Minimum Required Annual Improvements for Neutral Margins

Over the last decade, Sunrun has grown through and adjusted to a >\$3/watt reduction in incentives⁽¹⁾



Illustrative Improvements to Simply Maintain Neutral Net Subscriber Value (from 4Q2020 to 1Q2026)

ITC Step-down from 30% to 10%	(~\$7k)
3.5% Annual Cost Improvements	+\$4.6k
2% Annual Price Escalation	+\$2.4k
Net Effect on Net Subscriber Value margins	\$0

- (1) Notes: Includes Federal Subsidies and State Rebates; Excludes (a) customer-owned systems, (b) systems in NJ and MA owing to limited data on historic SREC values; 2018 Subsidies reduced by an additional \$0.10 owing to the reduction in corporate tax rates and the corresponding reduction in value attributable to depreciation and held constant through 2020 with the use of safe-harbored inventory. Analysis reflects systems that have received permission to operate (PTO) and is an estimate based on system characteristics.
- (2) Please see our Investor Relations website for details regarding the calculation of Creation Costs for each relevant period. Note that in Q4 2020, Sunrun modified the method used to Creation Costs and the period from 2015-2019 reflects Creation Costs under the previously reported method, not the current definition.

Utility rates forecasted to rise while our costs fall

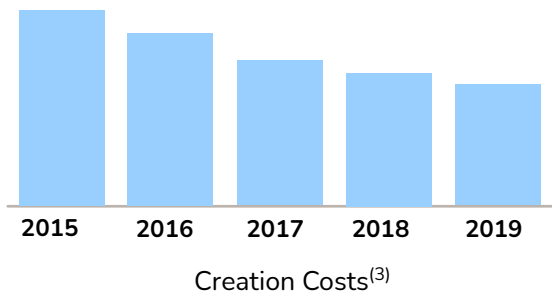
Incumbent Utility Rates Forecasted to Increase by a 3.6% CAGR over the next decade (a 42% absolute increase)

In a June 2018 study conducted by PA Consulting, the residential utility rates in Sunrun's 10 largest markets are expected to increase at a 3.6% CAGR over the next 10 years. PA Consulting analyzed historical financial data to develop a separate revenue requirement for generation, transmission, distribution, and general customer costs. The calculated components of the revenue requirement were translated into average rates per kWh. PA Consulting has advised on the purchase, sale, financing, and valuation of over \$130 billion in energy infrastructure assets and electric utilities since 2011.

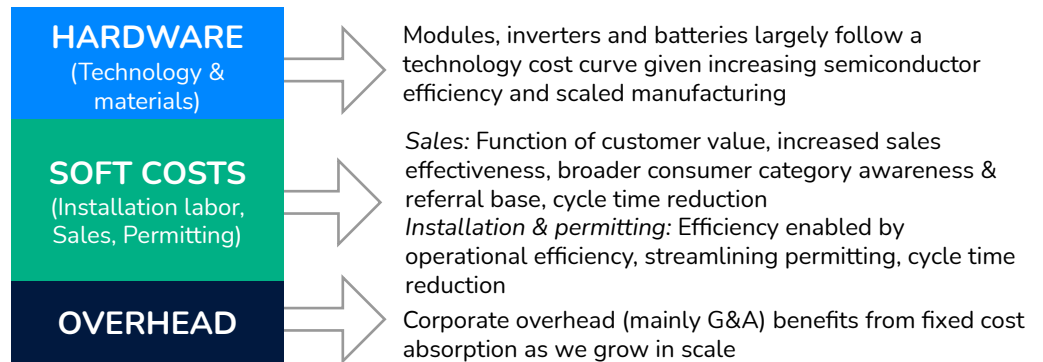
Utility rates have increased at a 3% CAGR over the last 15 years. The Edison Electric Institute estimates that utilities need to spend as much as \$2 trillion on energy infrastructure between 2010 and 2030. Yet with demand for electricity remaining flat since 2010, this means more cost spread over the same amount of power, and painful monthly cost increases to everybody who pays a power bill. In 2017, the major US utilities spent over \$100 billion in Capex, exceeding depreciation expense by 2.5x.

PROVEN COST REDUCTION

Average cost reduction of 6% from 2015-2019



DRIVERS OF CONTINUED COST REDUCTION

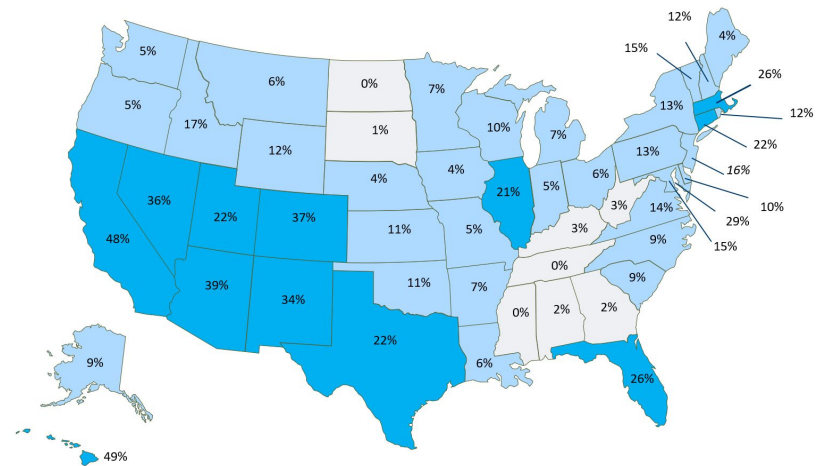
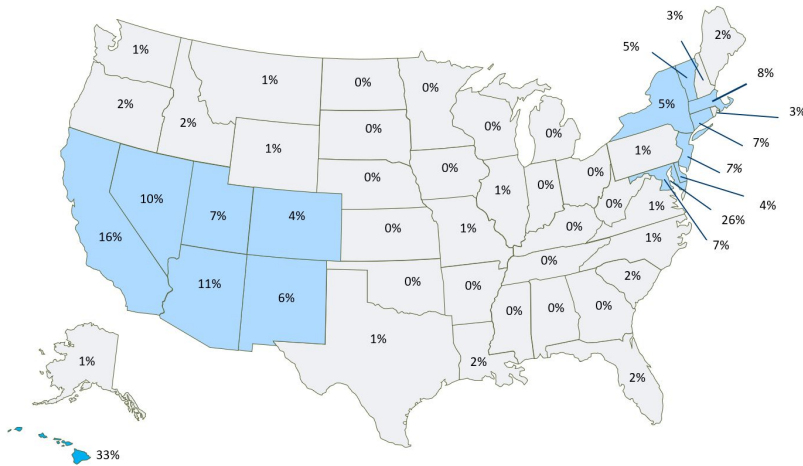


- (1) 10 largest markets determined using Sunrun's 2017 MW Deployments.
- (2) The referenced study was conducted by PA Consulting Group in June 2018 at the request of Sunrun. The study should not be construed as investment advice or an inducement to make an investment. The study is based upon predictions and estimates of future events and behavior, and is not a promise or guarantee as to the occurrence of these events and behavior. Your use of the information from the study is at your sole risk and discretion.
- (3) Please see our Investor Relations website for details regarding the calculation of Creation Costs for each relevant period. Note that in Q4 2020, Sunrun modified the method used to Creation Costs and the period from 2015-2019 reflects Creation Costs under the previously reported method, not the current definition.

Residential solar market size is massive and underpenetrated today

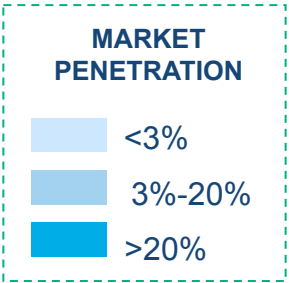
Residential Solar is ~3.5% of the market today

Projected ~17% market penetration in 2031, even after 10 years of 15% annual industry growth



Source: U.S. Census 2019 American Community Survey data on occupied single-family detached units and residential installations from EIA (through 4/2021)

- 77 million U.S. single family homes today⁽¹⁾
- 2.7 million residential solar customers across the industry⁽²⁾
- 367,000 solar customers added in 2020⁽²⁾



The penetration rate declines at current levels as ~900k homes are built annually in the U.S.⁽³⁾

In May 2018, The California Energy Commission passed rules that effectively mandate that new homes have solar panels starting in 2020. California builds approximately 110,000 new homes annually. For context, there were approximately 150,000 new residential solar customers added in California during 2019.⁽²⁾

(1) US Census 2019 American Community Survey data on detached, occupied single-family housing
 (2) EIA Form 826 Residential PV Customers (through April 2021)
 (3) U.S. Census Bureau 2019 New Residential Construction statistics. 903 thousand new single family home completions in 2019.

Modeling residential solar – key drivers of project cash flows: sun, utility rates, site specifics, costs

The economics of a system are driven by how much energy the solar system produces (a function of the site conditions and sunshine), how much Sunrun charges for the energy (which is driven by the prevailing utility rates and local incentives which vary significantly across the country), and the cost to build systems, which also varies by location.

A unit of energy we bill for is called a kilowatt hour, which is 1000 watts of power for 1 hour, abbreviated KWhr. We typically offer Power Purchase Agreements (PPAs) or Leases which stipulate the effective rate we charge per KWhr of energy the solar system produces.

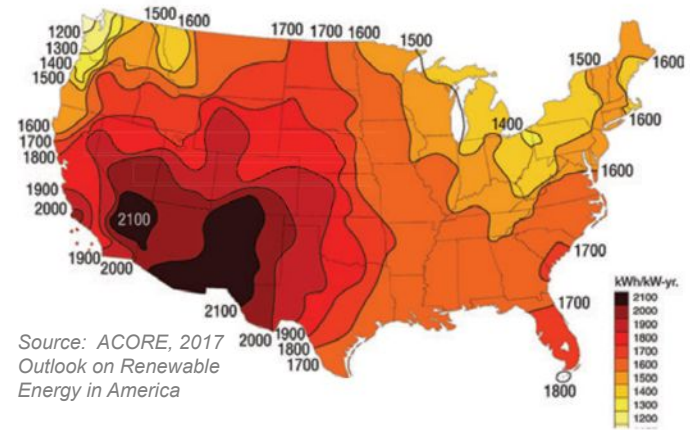
The amount of energy a solar system produces varies by how much sunshine the area receives, the angle of the panels on the roof, and any nearby obstructions which may cause shading. The productivity of a system is measured in Capacity Utilization Factor (%) or colloquially as “Sunhours per year”, both of which measure the amount of time a system is fully productive, on average, throughout a year. We present these utilization metrics in terms of Alternating Current (AC), which is the type of power homeowners consume and already considers the transition of the energy from Direct Current (DC) to AC through an inverter.

The unlevered returns we generate are a function of (1) the PPA price, which is typically initially set at a discount to prevailing utility power prices, (2) the upfront cost to construct the system, including module, inverter, racking, installation labor, permitting and sales expense, which can vary by region, (3) the amount of energy the system produces, which is a function of the geographic location and associated sunshine, along with site-specific factors such as roof angles and nearby shading.

For example, a 7 kilowatts sized system (7,000 watts of capacity) could produce about 10,500 KWhrs in Northern California, based on Sunhours of ~1,500/yr (a Capacity Utilization Factor of 17%).

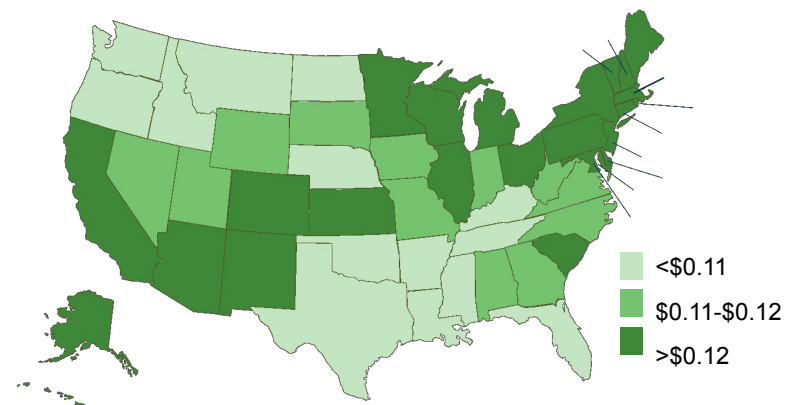
Name	Value	Units	Calculation/Notes
Solar System Size	7.0	Kilowatts (KW,dc)	Typical size of system
Sunhours	1,500	Hours/year	Based on Sunshine
Year 1 System Production	10,500	KWhrs,ac	Size X Sunhours
Capacity Utilization Factor	17%	%	Sunhours per year / (365 X 24)
PPA Price	\$0.15	\$ per KWhr	Typical PPA price in region
Year 1 Revenue	\$ 1,575	\$	PPA price X Production

SUN RESOURCE VARIES (Average Sunhours)



INCUMBENT POWER PRICES VARY

Price per KWhr, State Average Price Presented
Note: Rates also vary within the same state by utility and customer tariff

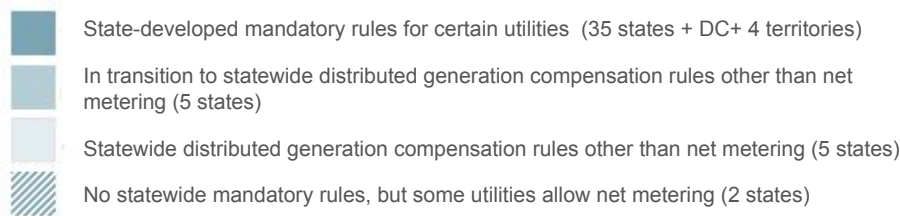
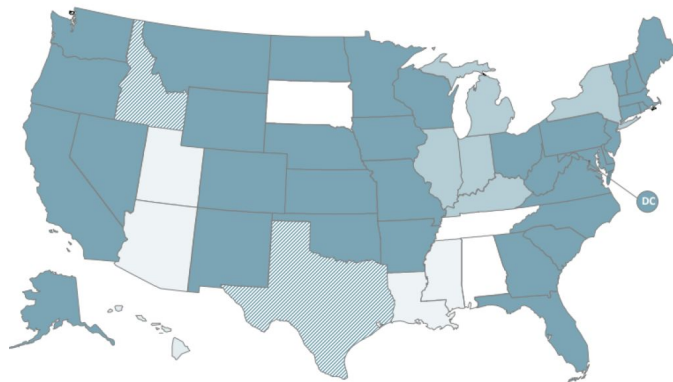


Source: Energy Information Agency, 2016 Average Price of Residential Electricity.

Regulatory environment supportive

Net metering is a well-established, durable policy which allows excess power generation to be credited at retail energy rates as it is supplied to the grid and consumed by neighbors

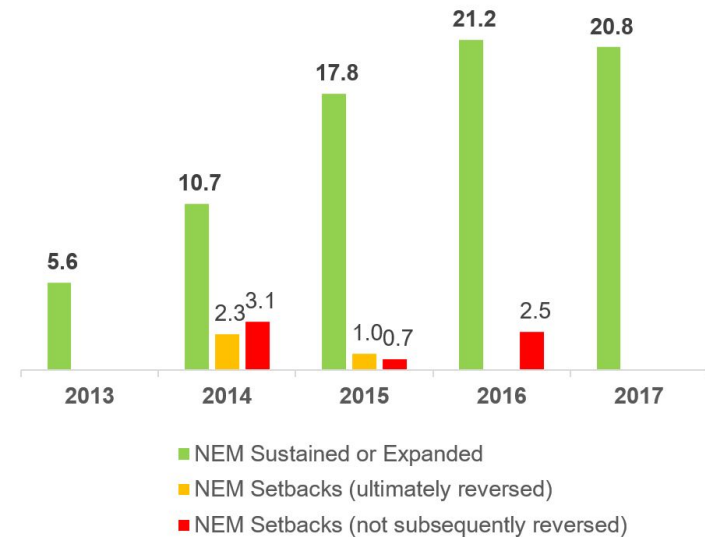
40 States + DC, AS, GU, PR, & USVI currently have mandatory Net Metering rules



Source: DSIRE, www.dsireusa.org (June 2020)

Net Metering is a Durable Policy

HOUSEHOLDS IN STATES WITH NEM POLICY ACTIONS (millions of Households)



Source: EQ Research, analysis of Net Metering policy decisions or regulatory actions from 2013-1H2017

Strong service transfer performance

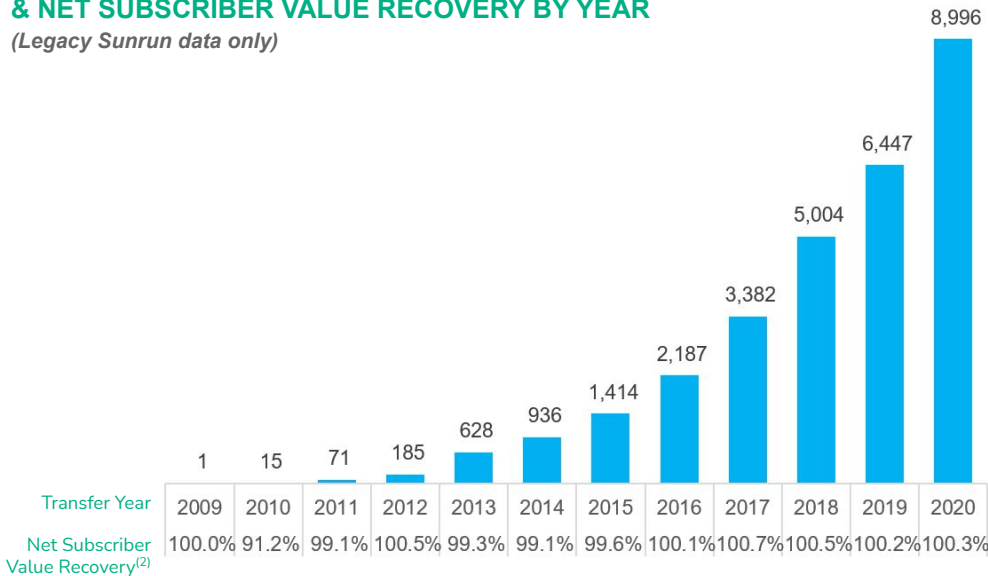
When customers move or their service is otherwise transferred to a new homeowner, Sunrun has maintained ~100% of expected contract value



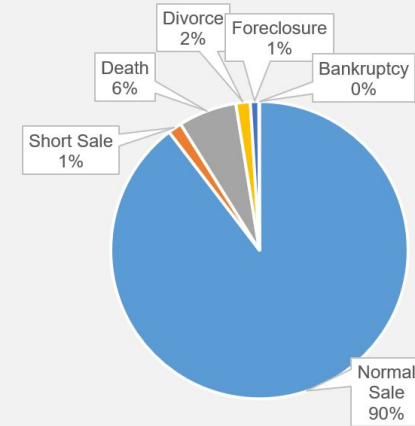
Zillow conducted a study in 2019 and found that solar increases the average sales price of a home⁽¹⁾

COMPLETED SERVICE TRANSFERS & NET SUBSCRIBER VALUE RECOVERY BY YEAR

(Legacy Sunrun data only)



REASONS FOR SERVICE TRANSFER



Transfer Reason	Transfers	Net Subscriber Value Recovery ⁽²⁾
Normal Sale	26,226	100.4%
Short Sale	438	98.7%
Death	1,857	100.1%
Divorce	458	100.1%
Foreclosure	271	93.3%
Bankruptcy	16	73.8%
Total	29,266	100.2%

Vivint Solar, prior to and after the acquisition, has completed 25,714 services transfers with an average NPV recovery rate of 99.4%.

(1) <https://www.zillow.com/research/solar-panels-house-sell-more-23798/>

(2) Data as of December 31, 2020 for Sunrun host customer agreements with monthly payments only. Data does not include Vivint Solar prior to or after the acquisition. The sum of the percentage columns and the balance columns may not equal 100.0% or the total, as applicable, due to rounding. Excludes new home transfers, transfers that occurred prior to PTO and prepaid contracts. Recovery percentage is equal to the (i) the sum of (a) the remaining customer agreement cash flows after the service transfer discounted at 6% and (b) prepayments received in connection with the service transfer, divided by (ii) the remaining customer agreement cash flows before the service transfer discounted at 6%.

Glossary

Deployments represent solar energy systems, whether sold directly to customers or subject to executed Customer Agreements (i) for which we have confirmation that the systems are installed on the roof, subject to final inspection, (ii) in the case of certain system installations by our partners, for which we have accrued at least 80% of the expected project cost, or (iii) for multi-family and any other systems that have reached our internal milestone signaling construction can commence following design completion, measured on the percentage of the system that has been completed based on expected system cost.

Customer Agreements refer to, collectively, solar power purchase agreements and solar leases.

Subscriber Additions represent the number of Deployments in the period that are subject to executed Customer Agreements.

Customer Additions represent the number of Deployments in the period.

Solar Energy Capacity Installed represents the aggregate megawatt production capacity of our solar energy systems that were recognized as Deployments in the period.

Solar Energy Capacity Installed for Subscribers represents the aggregate megawatt production capacity of our solar energy systems that were recognized as Deployments in the period that are subject to executed Customer Agreements.

Creation Cost represents the sum of certain operating expenses and capital expenditures incurred divided by applicable Customer Additions and Subscriber Additions in the period. Creation Cost is comprised of (i) installation costs, which includes the increase in gross solar energy system assets and the cost of customer agreement revenue, excluding depreciation expense of fixed solar assets, and operating and maintenance expenses associated with existing Subscribers, plus (ii) sales and marketing costs, including increases to the gross capitalized costs to obtain contracts, net of the amortization expense of the costs to obtain contracts, plus (iii) general and administrative costs, and less (iv) the gross profit derived from selling systems to customers under sale agreements and Sunrun's product distribution and lead generation businesses. Creation Cost excludes stock based compensation, amortization of intangibles, and research and development expenses, along with other items the company deems to be non-recurring or extraordinary in nature.

Subscriber Value represents the per subscriber value of upfront and future cash flows (discounted at 5%) from Subscriber Additions in the period, including expected payments from customers as set forth in Customer Agreements, net proceeds from tax equity finance partners, payments from utility incentive and state rebate programs, contracted net grid service program cash flows, projected future cash flows from solar energy renewable energy credit sales, less estimated operating and maintenance costs to service the systems and replace equipment, consistent with estimates by independent engineers, over the initial term of the Customer Agreements and estimated renewal period. For Customer Agreements with 25 year initial contract terms, a 5 year renewal period is assumed. For a 20 year initial contract term, a 10 year renewal period is assumed. In all instances, we assume a 30-year customer relationship, although the customer may renew for additional years, or purchase the system.

Net Subscriber Value represents Subscriber Value less Creation Cost.

Total Value Generated represents Net Subscriber Value multiplied by Subscriber Additions.

Customers represent the cumulative number of Deployments, from the company's inception through the measurement date.

Subscribers represent the cumulative number of Customer Agreements for systems that have been recognized as Deployments through the measurement date.

Networked Solar Energy Capacity represents the aggregate megawatt production capacity of our solar energy systems that have been recognized as Deployments, from the company's inception through the measurement date.

Networked Solar Energy Capacity for Subscribers represents the aggregate megawatt production capacity of our solar energy systems that have been recognized as Deployments, from the company's inception through the measurement date, that have been subject to executed Customer Agreements.

Gross Earning Assets is calculated as Gross Earning Assets Contracted Period plus Gross Earning Assets Renewal Period.

Gross Earning Assets Contracted Period represents the present value of the remaining net cash flows (discounted at 5%) during the initial term of our Customer Agreements as of the measurement date. It is calculated as the present value of cash flows (discounted at 5%) that we would receive from Subscribers in future periods as set forth in Customer Agreements, after deducting expected operating and maintenance costs, equipment replacements costs, distributions to tax equity partners in consolidated joint venture partnership flip structures, and distributions to project equity investors. We include cash flows we expect to receive in future periods from state incentive and rebate programs, contracted sales of solar renewable energy credits, and awarded net cash flows from grid service programs with utilities or grid operators.

Gross Earning Assets Renewal Period is the forecasted net present value we would receive upon or following the expiration of the initial Customer Agreement term but before the 30th anniversary of the system's activation (either in the form of cash payments during any applicable renewal period or a system purchase at the end of the initial term), for Subscribers as of the measurement date. We calculate the Gross Earning Assets Renewal Period amount at the expiration of the initial contract term assuming either a system purchase or a renewal, forecasting only a 30-year customer relationship (although the customer may renew for additional years, or purchase the system), at a contract rate equal to 90% of the customer's contractual rate in effect at the end of the initial contract term. After the initial contract term, our Customer Agreements typically automatically renew on an annual basis and the rate is initially set at up to a 10% discount to then-prevailing utility power prices.

Net Earning Assets represents Gross Earning Assets, plus total cash, less adjusted debt and less pass-through financing obligations, as of the same measurement date. Debt is adjusted to exclude a pro-rata share of non-recourse debt associated with funds with project equity structures along with debt associated with the company's ITC safe harboring facility. Because estimated cash distributions to our project equity partners are deducted from Gross Earning Assets, a proportional share of the corresponding project level non-recourse debt is deducted from Net Earning Assets, as such debt would be serviced from cash flows already excluded from Gross Earning Assets.

Annual Recurring Revenue represents revenue from Customer Agreements over the following twelve months for Subscribers that have met initial revenue recognition criteria as of the measurement date.

Average Contract Life Remaining represents the average number of years remaining in the initial term of Customer Agreements for Subscribers that have met revenue recognition criteria as of the measurement date.

Positive Environmental Impact from Customers represents the estimated reduction in carbon emissions as a result of energy produced from our Networked Solar Energy Capacity over the trailing twelve months. The figure is presented in millions of metric tons of avoided carbon emissions and is calculated using the Environmental Protection Agency's AVERT tool.

Positive Expected Lifetime Environmental Impact from Customer Additions represents the estimated reduction in carbon emissions over thirty years as a result of energy produced from solar energy systems that were recognized as Deployments in the period. The figure is presented in millions of metric tons of avoided carbon emissions and is calculated using the Environmental Protection Agency's AVERT tool.

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