



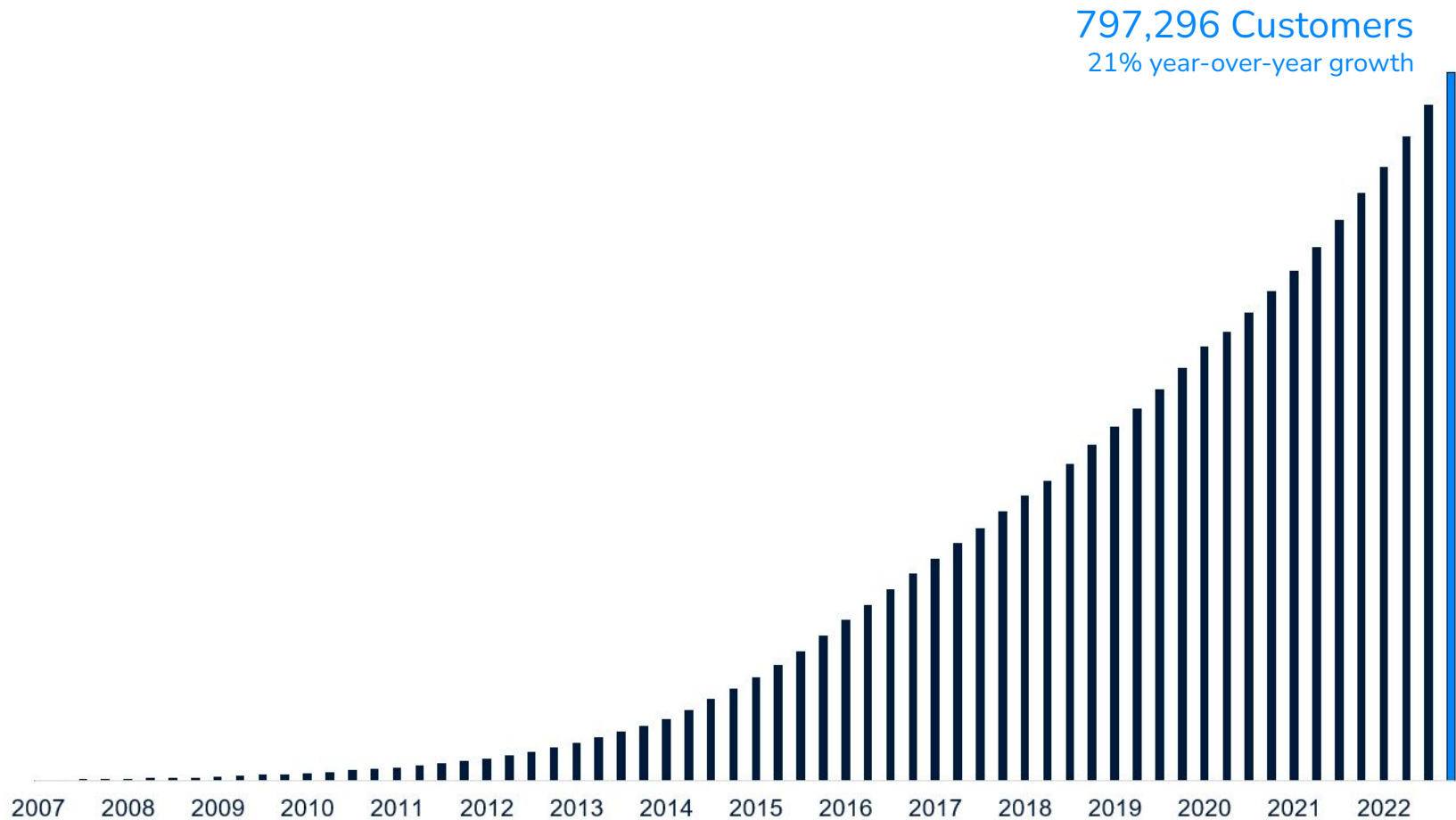
Q4 2022 Financial Results

February 22, 2023

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 Company’s financial and operating guidance and expectations; the Company’s business plan, trajectory, and expectations, 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 its business strategies including its ESG efforts, expectations regarding market share, total addressable market, 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 derive value from the anticipated benefits of partnerships, new technologies, and pilot programs; anticipated demand, market acceptance, and market adoption of the Company’s offerings, including new products, services, and technologies; expectations regarding the growth of home electrification, electric vehicles, virtual power plants, and distributed energy resources; the Company’s ability to manage suppliers, inventory, and workforce; supply chains and regulatory impacts affecting supply chains; the Company’s leadership team and talent development; the legislative and regulatory environment of the solar industry and the potential impacts of proposed, amended, and newly adopted legislation and regulation on the solar industry and our business; the ongoing expectations regarding the Company’s storage and energy services businesses and anticipated emissions reductions due to utilization of the Company’s solar systems; anticipated, or potential impacts of the COVID-19 pandemic and its variants; and factors outside of the Company’s control such as macroeconomic trends, public health emergencies, natural disasters, acts of war, terrorism, geopolitical conflict, or armed conflict / invasion, and the impacts of climate change. 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 Company’s continued ability to manage costs and compete effectively; the availability of additional financing on acceptable terms; worldwide economic conditions, including slow or negative growth rates and inflation; volatile or rising interest rates; changes in policies and regulations, including net metering and interconnection limits, or caps and licensing restrictions and the impact of these changes on the solar industry and our business; the Company’s ability to attract and retain the Company’s business partners; supply chain risks and associated costs; the impact of COVID-19 and its variants on the Company’s operations; realizing the anticipated benefits of past or future investments, partnerships, strategic transactions, or acquisitions, and integrating those acquisitions; the Company’s leadership team and ability to attract and retain key employees; changes in the retail prices of traditional utility generated electricity; the availability of rebates, tax credits and other incentives; the availability of solar panels, batteries, and other components and raw materials; 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 home electrification and 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 Growing its Base of Customers



Customer counts through 12/31/2022. Customer figures give 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. See Appendix for glossary of terms and accompanying notes.

Executing in Q4 and positioned to lead in 2023

FASTER: DELIVERING STRONG & SUSTAINABLE GROWTH

- Grew new Solar Energy Capacity Installed in 2022 by 25.2% y/y to 991 MWs, modestly exceeding guidance.
- The value proposition of Sunrun's subscription-based lease and PPA offering is particularly well positioned in the current macro environment, as it is less sensitive to interest rates than loans.
- Seeing record sales activities in Sunrun's direct business, with January 2023 setting early-funnel sales records, growing over 30% y/y overall and with even faster growth in California.
- Expecting to gain market share in 2023 by guiding to 10% to 15% growth in total Solar Energy Capacity Installed. Management currently sees more upside opportunity than downside risk in achieving this range.

BETTER: INNOVATING & DIFFERENTIATING

- Announced partnership with PG&E to build a first-of-its-kind virtual power plant which will offer financial incentives for up to 7,500 customers in exchange for leveraging their systems into a collective energy resource of 30 MWs during periods of peak demand this summer.
- Pushing innovation to adapt to forthcoming Net Billing Tariff (NBT) changes in California, with a customer-first approach to optimize when and how energy is generated, consumed, and stored. This innovative offering will enable most customers to save on their energy bills under the NBT by using a storage system directly connected to the solar energy system, lowering costs for installation and enabling maximum self-consumption to avoid exports at reduced export values. Sunrun is far ahead of competition with these capabilities procuring, selling, designing and installing advanced storage systems.
- Ford partnership continues to deliver strong initial results; over 2,000 Ford Charge Station Pro orders thus far (and many thousands of initial conversations) and installations are ramping rapidly.

STRONGER: COST EFFICIENCY & EXPANDING MARGINS

- Delivered highest Net Subscriber Value margin in Sunrun's history of \$16,569, demonstrating continued cost efficiency and ability to adjust pricing to reflect higher input and capital costs. Pro-forma at a 6% discount rate, Net Subscriber Value would have been \$12,958 in Q4.
- Maintained overhead cost discipline, with G&A expenses (excl. SBC) declining 12% y/y to \$1,100 per new Customer Addition by Q4, a 29% improvement y/y.
- Ended 2022 with \$5.6 billion in Net Earning Assets, including \$953 million of total cash.

Sunrun is Building a Base of Customers with Recurring Revenue and Multi-Decade Relationships



37,359

CUSTOMER ADDITIONS IN Q4

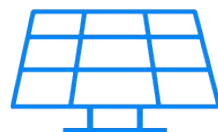
275.4 MEGAWATTS SOLAR ENERGY
CAPACITY INSTALLED IN Q4
+25% YEAR-OVER-YEAR

797,296

CUSTOMERS

+21% YEAR-OVER-YEAR

NETWORKED SOLAR ENERGY
CAPACITY OF 5,667 MEGAWATTS



\$46,326

SUBSCRIBER VALUE
IN Q4

\$29,757

CREATION COST
IN Q4

\$16,569

NET SUBSCRIBER VALUE IN Q4

+\$3,310 FROM PRIOR QUARTER



\$456 Million

TOTAL VALUE GENERATED
IN Q4

\$5.6 Billion

NET EARNING ASSETS
INCLUDING \$953 MILLION OF CASH
AS OF 12/31/2022

\$1.04 Billion

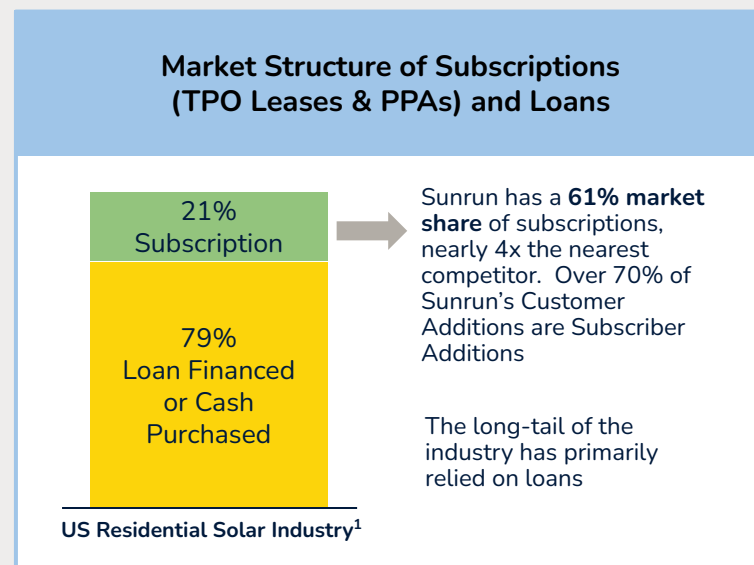
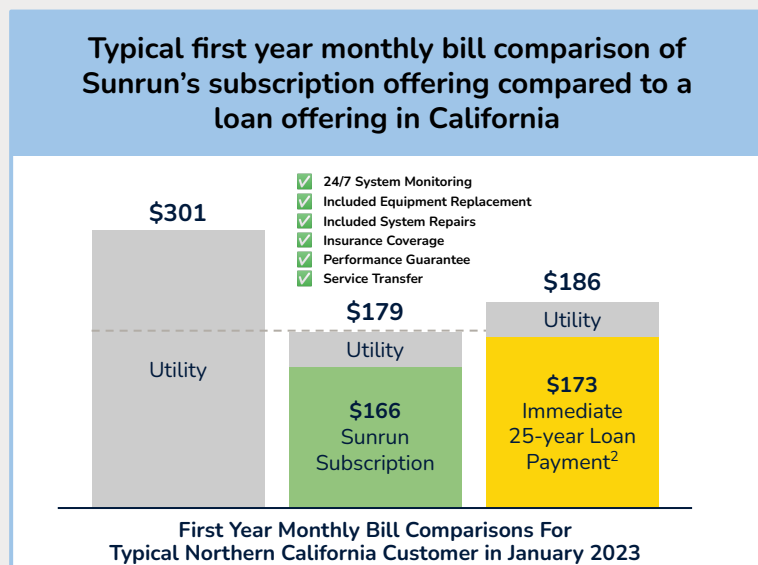
ANNUAL RECURRING REVENUE
FROM SUBSCRIBERS
AS OF 12/31/2022

17.6 Years

AVERAGE CONTRACT
LIFE REMAINING
AS OF 12/31/2022

Positioned for market share gains given strength of subscription offering

- Sunrun's subscription model is advantaged vs. loans in many markets as loan costs have come under pressure due to deteriorating prepayment speeds in a higher mortgage rate environment. Loans are typically structured in non-escalating payments, pressuring upfront savings and resulting in a more complicated consumer sales message. Sunrun subscribers also benefit from included maintenance, inverter & battery replacements, monitoring and production performance guarantees which are not included with most loan-financed systems.
- Consumer-led shift to more sophisticated and complex storage systems, along with virtual power plant programs, is best served with the subscription model.
- Sunrun is a leader today with approximately 61% market share in the subscription model. Approximately 79% of industry volumes are financed with loans or customer-purchased systems.¹
- ITC adders, only available to homeowners with the subscription model, will further support market share shift over time as they effectively provide for 40%-70% ITC levels for segments of the market.

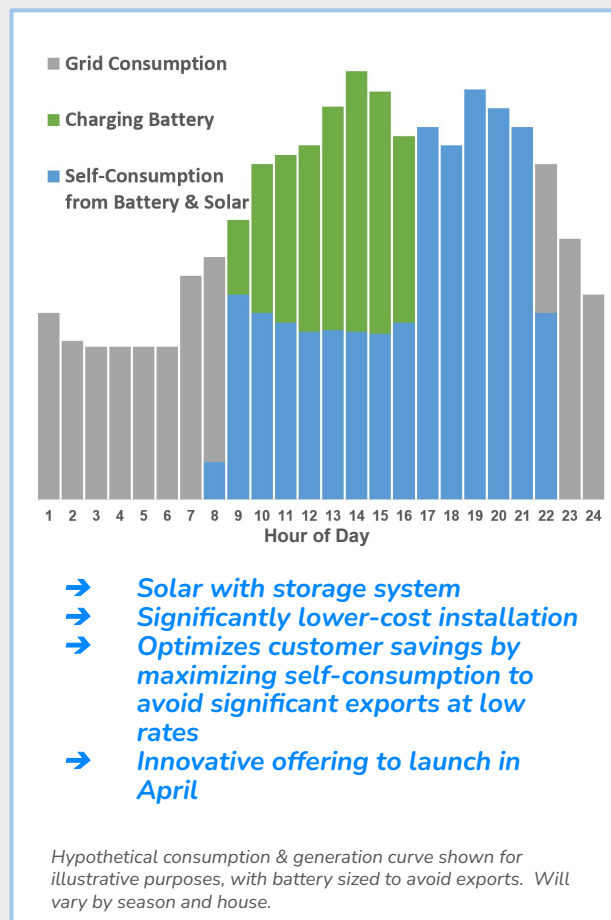


(1) Figures reflect 2021 industry Subscription/Loan+Cash mix estimates and 1H2022 Subscription market shares from Wood Mackenzie's U.S. Residential Solar Finance Update H2 2022 published October 2022.

(2) Comparisons represent Sunrun subscription offering with channel partners in northern California for typical customer offsetting 100% of usage, 2.9% escalator in January 2023. Loan comparison represents a competitive loan offering in market by top 10 installer with 25-year term in January 2023.

Innovating & differentiating with offering to maximize customer value proposition in California

- Record-breaking demand in California, with early-funnel sales activities +30% y/y in January. Sunrun will continue to sign up customers through March to meet the application deadline for NEM2 in mid-April. Lower activity immediately following implementation of the new tariffs is possible, but demand is expected to resume thereafter given a strong customer value proposition with an innovative solar and storage offering.
- Sunrun's new offering will launch in April which will incorporate storage to optimize the economics of energy produced by the solar system, avoiding low export prices by maximizing self-consumption. This system is easier and quicker to install.
- Sunrun is positioned better than many in the industry given advanced installation capabilities and knowledge to install solar and storage systems.
- Sunrun expects strong Net Subscriber Values, meeting Sunrun's thresholds while still providing a strong customer value proposition, typically greater than 10% savings, while also providing clean and predictably-priced energy.
- Battery equipment supply has improved and Sunrun has entered into agreements with leading manufacturers.



Sunrun and PG&E launch virtual power plant

- On February 6, Sunrun and PG&E announced they are collaborating on a residential battery-powered virtual power plant to support grid reliability for electric customers.
- Sunrun will enroll up to 7,500 new and existing residential home solar and storage systems in PG&E's service area into the program, creating a virtual power plant capable of discharging 30 megawatts of clean energy back to the grid.
- For their participation, customers will receive an upfront payment of \$750 and a free smart thermostat. Customers enrolled in the program will retain enough energy to meet personal, essential needs in the event of a local power outage in their area.
- This program will also provide Sunrun incremental revenue for managing and delivering virtual power plant services to the grid for one year, and an opportunity for Sunrun and PG&E to extend and expand the program in future years.
- Sunrun has now forged 14 VPP opportunities which provide incremental recurring revenue and offer an enhanced customer value proposition while also further differentiating Sunrun's offering from companies that lack the scale, network density, and technical capabilities to serve this market.



Sunrun now has 14 virtual power plants across the U.S.



Ford & Sunrun partnership progressing well

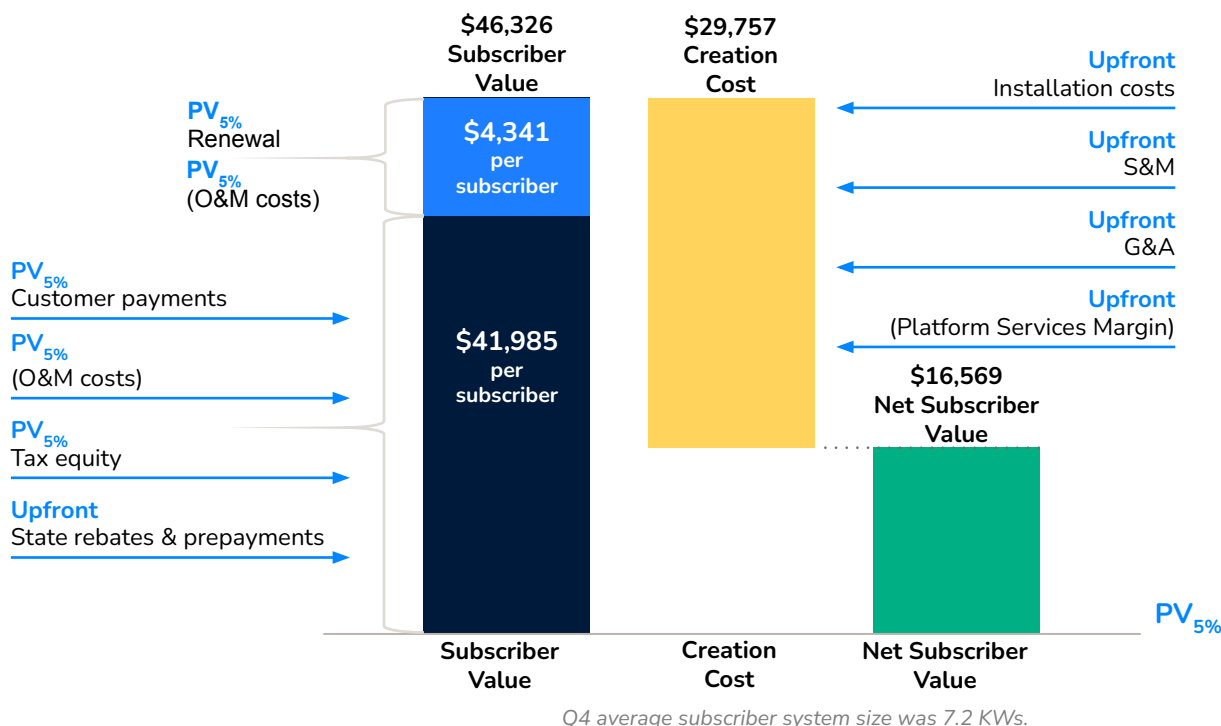
- Sunrun continues to take orders for the installation of the 80-amp Ford Charge Station Pro and the Home Integration System, along with providing options for solar and battery systems. Over 2,000 orders have been placed thus far (and many thousands of initial conversations) and installs are ramping rapidly.
- A large proportion of customers placing orders are opting for the advanced bidirectional power flow and home backup capabilities from the Charge Station Pro along with the Home Integration System. Based on initial numbers, we are seeing approximately 10% uptake of bundling solar at the same time as the installation of a Home Integration System.
- Last year Ford announced that they have exceeded 200,000 reservations and also announced plans to nearly double production of the all-electric F-150 Lightning to 150,000 units annually by the end of 2023 due to high customer demand.



Total Value Generated of \$456 million in Q4

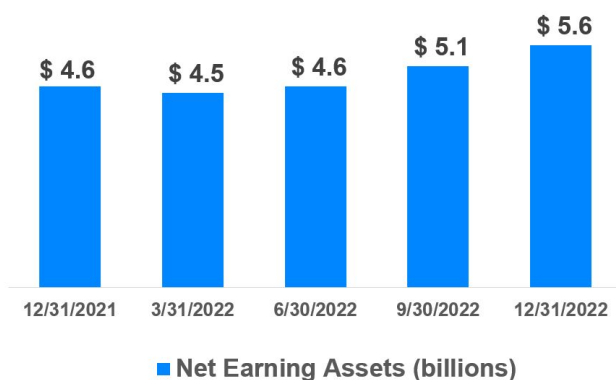
27,493 Subscriber Additions with Net Subscriber Value of \$16,569, demonstrating continued sequential improvement, as pricing changes from earlier in the year are more fully reflected in installation activities.

Total Value Generated was \$1.14 billion for the full year 2022 from 99,497 Subscriber Additions.



- Commencing with Q1 2023 reporting we expect to update the discount rate assumption used to calculate Subscriber Value (and therefore Net Subscriber Value), along with Gross Earning Assets, from 5% to 6%.
- Pro-forma using a 6% discount rate, Q4 Subscriber Value would have been ~\$3,600 lower at \$42,715 resulting in a Net Subscriber Value of \$12,958.

Net Earning Assets at \$5.6 Billion

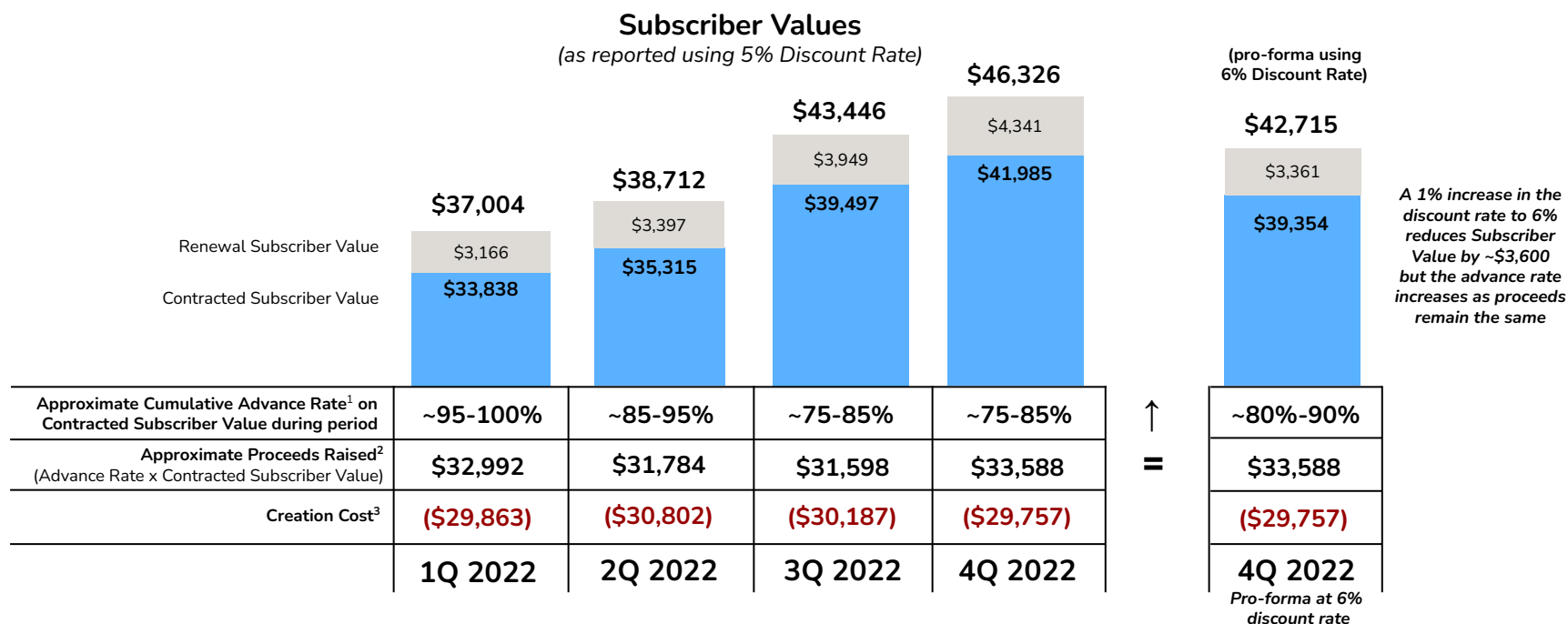


- We have \$12.4 billion in Gross Earning Assets, which is our measure of the present value of cash flows from customers over time.
- Projected cash flow from customers plus cash, less total debt and pass-through obligations represents \$5.6 billion in present value, which we call Net Earning Assets. Net Earning Assets includes both recourse and non-recourse debt and total cash.
- Metrics reflect a 5% discount rate. We expect to update the discount rate assumption from 5% to 6%, commencing with Q1 2023 reporting. Pro-forma using a 6% discount rate, Net Earning Assets is approximately \$4.2 billion.

(\$ in millions)	4Q21	1Q22	2Q22	3Q22	4Q22	Pro-forma at 6% discount rate 4Q22
Gross Earning Assets Contracted Period	\$6,639	\$7,040	\$7,527	\$8,160	\$8,879	\$8,152
Gross Earning Assets Renewal Period	\$3,033	\$3,116	\$3,236	\$3,359	\$3,547	\$2,919
Gross Earning Assets	\$9,672	\$10,155	\$10,763	\$11,518	\$12,426	\$11,071
(-) Recourse Debt & Convertible Senior Notes	(\$602)	(\$861)	(\$943)	(\$898)	(\$898)	(\$898)
(-) Non-Recourse Debt	(\$5,901)	(\$6,278)	(\$6,660)	(\$7,087)	(\$7,501)	(\$7,501)
(-) Pass-through financing obligation	(\$321)	(\$319)	(\$316)	(\$308)	(\$306)	(\$306)
(+) Pro-forma debt adj. for safe harboring facility	\$3	\$1	\$0	\$0	\$0	\$0
(+) Pro-forma debt adj. for debt within project equity funds	\$901	\$893	\$892	\$883	\$877	\$877
(+) Total cash	\$850	\$863	\$863	\$956	\$953	\$953
Net Earning Assets	\$4,602	\$4,454	\$4,599	\$5,064	\$5,551	\$4,196

Adapting to a higher interest rate environment

- Sunrun has increased pricing and adjusted go-to-market approaches multiple times throughout 2022 to respond to inflation and higher interest rates. Utility rate inflation exceeds 10% across the United States, providing us headroom to increase pricing while still delivering a strong customer value proposition.
- Higher cost of capital has reduced the amount of proceeds Sunrun can obtain upfront against the value of deployed systems, with advance rates declining from ~95-100% of the Contracted Subscriber Value (measured using a 5% WACC) at the beginning of the year to approximately ~75-85% in Q4, offset principally by price increases and the higher 30% Investment Tax Credit. Current advance rates are estimated to be approximately 75% to 85% as measured against Contracted Subscriber Value calculated using a 5% discount rate (or ~80% to 90% if using a 6% discount rate).
- Each 1% change in cost of capital results in approximately 4% change in cumulative advance rate.



See Appendix for glossary of terms.

(1) Cumulative Advance Rate is the sum of actual and anticipated proceeds from tax equity, state rebates & incentives, customer prepayments and non-recourse debt raised against assets in period divided by Contracted Subscriber Value.

(2) Approximate proceeds raised is presented at the midpoint of presented Cumulative Advance Rate range.

(3) Note that Creation Cost excludes certain costs, including stock based compensation (SBC) and R&D expenses (~\$18.2 million in 2022 excl. SBC), and does not reflect traditional working capital items (e.g. inventory, receivables etc).

Outlook

Management is focused on leading the market through sustainable and profitable growth, prioritizing unit cash generation capabilities, while prudently managing working capital needs.

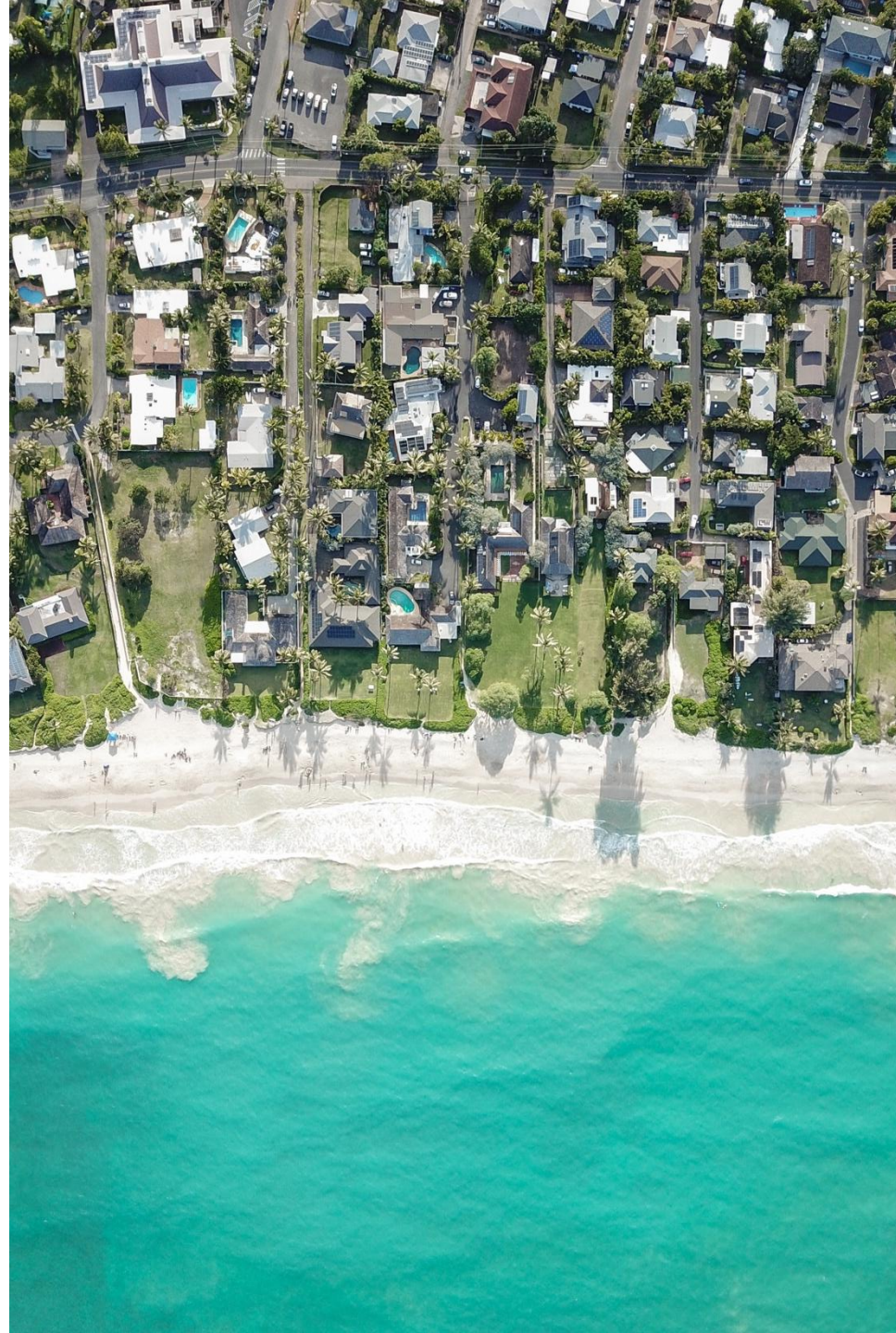
GROWTH IN SOLAR ENERGY CAPACITY INSTALLED EXPECTED TO BE IN A RANGE OF **10% TO 15%** FOR THE FULL YEAR 2023.

Management currently sees more upside opportunity than downside risk to achieving growth in this range and anticipates considerable market share gains in 2023.

SOLAR ENERGY CAPACITY INSTALLED EXPECTED TO BE IN A RANGE OF **215 TO 225 MW** IN Q1.

NET SUBSCRIBER VALUE IS EXPECTED TO BE **APPROXIMATELY \$10,000 AT A 6% DISCOUNT RATE (OR OVER \$13,000 AT A 5% DISCOUNT RATE)** IN Q1, AND TO **INCREASE SEQUENTIALLY THROUGHOUT 2023.**

Management expects to update the discount rate assumption used to calculate Subscriber Value and therefore Net Subscriber Value from 5% to 6%, commencing with Q1 2023 reporting. As such, guidance is being provided assuming a 6% discount rate.



Appendix



Gross Earning Assets & Net Earning Assets Sensitivities

\$ in millions, as of December 31, 2022

Gross Earning Assets Contracted Period					
<u>Default rate</u>	Discount rate				
	3%	4%	5%	6%	7%
5%	\$ 10,356	\$ 9,430	\$ 8,627	\$ 7,927	\$ 7,314
0%	\$ 10,676	\$ 9,713	\$ 8,879	\$ 8,152	\$ 7,516

Gross Earning Assets Renewal Period					
<u>Purchase or Renewal rate</u>	Discount rate				
	3%	4%	5%	6%	7%
80%	\$ 4,607	\$ 3,761	\$ 3,082	\$ 2,536	\$ 2,095
90%	\$ 5,300	\$ 4,327	\$ 3,547	\$ 2,919	\$ 2,412
100%	\$ 5,993	\$ 4,893	\$ 4,012	\$ 3,302	\$ 2,729

Gross Earning Assets (in millions)					
<u>Purchase or Renewal rate</u>	Discount rate				
	3%	4%	5%	6%	7%
80%	\$ 15,283	\$ 13,474	\$ 11,961	\$ 10,688	\$ 9,611
90%	\$ 15,976	\$ 14,040	\$ 12,426	\$ 11,071	\$ 9,928
100%	\$ 16,669	\$ 14,607	\$ 12,891	\$ 11,454	\$ 10,245

Net Earning Assets (in millions)					
	Gross Earning Assets Discount rate				
	3%	4%	5%	6%	7%
Net Earning Assets	\$ 9,102	\$ 7,166	\$ 5,551	\$ 4,196	\$ 3,053
Contracted Net Earning Assets (excluding renewal)	\$ 3,802	\$ 2,839	\$ 2,004	\$ 1,277	\$ 642

GAAP Income Statement

Consolidated GAAP Income Statement (\$ in millions)	FY2019	FY2020	FY2021	FY2022
Revenue:				
Customer agreements	\$ 345	\$ 433	\$ 725	\$ 872
Incentives	42	52	101	111
Customer agreements and incentives	388	484	827	983
Solar energy systems	283	270	471	914
Products	187	168	312	424
Solar energy systems and product sales	471	438	783	1,338
Total revenue	859	922	1,610	2,321
Operating expenses:				
Cost of customer agreements and incentives	280	386	699	844
Cost of solar energy systems and product sales	365	358	666	1,179
Sales and marketing	275	352	623	745
Research and development	24	20	23	21
General and administrative	125	267	259	189
Amortization of intangible assets	5	5	5	5
Total operating expenses	1,074	1,387	2,276	2,984
Loss from operations	(216)	(465)	(666)	(662)
Interest expense, net	174	231	328	446
Other expenses (income), net	9	(8)	(23)	(261)
Loss before income taxes	(399)	(688)	(971)	(847)
Income tax (benefit) expense	(8)	(61)	9	2
Net loss	(391)	(627)	(981)	(850)
Net loss attributable to NCI and non redeemable NCI	(417)	(454)	(901)	(1,023)
Net income (loss) attributable to common stockholders	26	(173)	(79)	173
EPS, diluted	\$ 0.21	\$ (1.24)	\$ (0.39)	\$ 0.80
Wt avg basic shares	116	140	205	211
Wt avg diluted shares	124	140	205	219

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 (~\$451m total depreciation & amortization in 2022). 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)	FY2019	FY2020	FY2021	FY2022
Cash	\$ 270	\$ 520	\$ 618	\$ 741
Restricted cash (current and long term)	94	188	233	213
Accounts receivable	78	95	146	214
Inventories	261	283	507	784
Prepaid expenses and other current assets	32	51	45	147
Solar energy systems, net	4,493	8,203	9,460	10,988
Property and equipment, net	57	62	57	67
Intangible assets, net	20	18	13	8
Goodwill	95	4,280	4,280	4,280
Other assets	408	682	1,126	1,828
Total assets	5,806	14,383	16,483	19,269
Accounts payable, accrued expenses and other liabilities	372	533	652	746
Other current liabilities	16	29	32	32
Deferred revenue (current and long-term)	729	799	874	1,096
Deferred grants (current and long-term)	227	222	215	209
Finance lease obligation (current and long-term)	23	24	22	29
Non-recourse debt (current and long-term)	2,015	4,565	5,901	7,501
Recourse debt & convertible notes (current and long-term)	239	231	602	898
Pass-through financing obligation (current and long-term)	339	340	321	306
Other liabilities	141	269	190	140
Deferred tax liabilities	66	82	102	133
Total liabilities	4,168	7,094	8,911	11,090
Redeemable noncontrolling interests in subsidiaries	307	560	595	610
Stockholders' equity	965	6,078	6,255	6,708
Noncontrolling interests in subsidiaries	367	651	723	861
Total liabilities and shareholders' equity	5,806	14,383	16,483	19,269

Deferred revenue is primarily Customer Prepayments which are recognized over the life of the contract, typically 20 or 25 years (\$819.3 million balance of Payments Received Under Customer Agreements at the end of 2022).

\$7.5 billion of our debt is non-recourse project debt and solely secured by the solar assets.

\$306 million of pass-through financing obligations represent obligations to investors who receive the Investment Tax Credit (ITC) 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 Statement

Consolidated GAAP Statement of Cash Flow (\$ in millions)	FY2019	FY2020	FY2021	FY2022
<i>Operating Activities:</i>				
Net loss	\$ (391)	\$ (627)	\$ (981)	\$ (850)
Depreciation and amortization, net of amortization of deferred gra	187	243	388	451
Deferred income taxes	(8)	(61)	10	2
Stock-based compensation expense	26	171	211	111
Bonus liability converted to RSUs	-	-	-	-
Interest on pass-through financing obligations	24	23	21	20
Reduction in pass-through financing obligations	(39)	(39)	(42)	(41)
Other noncash losses and expenses	26	51	61	54
Changes in operating assets and liabilities	(30)	(79)	(485)	(411)
Net cash provided by (used in) operating activities	(204)	(318)	(817)	(849)
<i>Investing activities:</i>				
Payments for the costs of solar energy systems	(815)	(967)	(1,678)	(1,993)
Acquisitions of businesses, net of cash acquired	(3)	537	-	-
Purchases of Equity Method	-	(65)	-	(75)
Purchases of property and equipment	(25)	(3)	(9)	(18)
Net cash used in investing activities	(843)	(498)	(1,686)	(2,086)
<i>Financing activities:</i>				
Proceeds from grants and state tax credits	2	6	-	-
Proceeds from recourse debt	185	183	1,110	1,165
Repayment of recourse debt	(193)	(192)	(758)	(871)
Proceeds from non-recourse debt	1,182	751	2,187	3,429
Repayment of non-recourse debt	(671)	(399)	(856)	(1,799)
Payment of debt fees	(29)	(14)	(54)	(63)
Proceeds from pass-through and other financing obligations	9	9	10	4
Repayment of pass-through financing and other obligations	(8)	-	(18)	-
Payment of finance lease obligations	(14)	(11)	(12)	(14)
Contributions received from NCI and redeemable NCI	712	818	1,239	1,415
Distributions paid to NCI and redeemable NCI	(77)	(111)	(196)	(218)
Acquisition of non-controlling interests	(5)	(3)	(42)	(43)
Proceeds from exercises of stock options	16	49	36	33
Repurchase of common stock	(5)	-	-	-
Proceeds from shares issued in connection with a subscription a	-	75	-	-
Net cash provided by financing activities	1,107	1,161	2,646	3,037

Cash Flow From Operations is negative as 25-30% 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 70-75% 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 2022, proceeds from NCI and proceeds from pass-through and other financial obligations averaged ~\$1.98 per watt.

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 (inclusive of acquisitions of installed systems), 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. The gross margin derived from solar energy systems and product sales is included as an offset to Creation Cost since these sales are ancillary to the overall business model and lowers our overall cost of business. The sales, marketing, general and administrative costs in Creation Costs is inclusive of sales, marketing, general and administrative activities related to the entire business, including solar energy system and product sales. As such, by including the gross margin on solar energy system and product sales as a contra cost, the value of all activities of the Company's segment are represented in the Net Subscriber Value.

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 arising 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.

Households Served in Low-Income Multifamily Properties represent the number of individual rental units served in low-income multi-family properties from shared solar energy systems deployed by Sunrun. Households are counted when the solar energy system has interconnected with the grid, which may differ from Deployment recognition criteria.

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. The figure is calculated using the most recent published tool from the EPA, using the current-year avoided emission factor for distributed resources on a state by state basis. The environmental impact is estimated based on the system, regardless of whether or not Sunrun continues to own the system or any associated renewable energy credits.

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. The figure is calculated using the most recent published tool from the EPA, using the current-year avoided emission factor for distributed resources on a state by state basis, leveraging our estimated production figures for such systems, which degrade over time, and is extrapolated for 30 years. The environmental impact is estimated based on the system, regardless of whether or not Sunrun continues to own the system or any associated renewable energy credits.

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