The national leader in solar, storage, & home energy management.

On average, every 2.3 minutes a new system is installed.

Sunrun customers have saved over $300 million on electricity bills.

And produced 5 billion kWh of clean energy.

23 states + DC & Puerto Rico

Active in policy throughout country.

More than quarter million customers nationwide

More than 5,000 Brightbox home batteries are providing back up power during outages.

The solar installer is the fastest growing job in America.

Sunrun alone has created more than 4,000 jobs & thousands more through our partners.
Brightbox: Product and Markets

Brightbox solves for market and customer needs:

- HI: Backup Power and Solar Self Supply
- CA: Backup Power, TOU Bill Management, Grid Services
- AZ: Backup Power, TOU Bill Management
- NY: Backup Power, Grid Services
- MA: Backup Power, Grid Services
- FL: Backup Power
- Puerto Rico: Backup Power

Energy Self-Supply

Back-Up Power (Island during Outage)

Bill Management (TOU, CPP, Hourly)

Grid Services (Capacity, Voltage, Active/Passive)

Brightbox meets customer needs and grid needs to provide lowest cost solution.
Brightbox = Time Shifted Solar

Illustrative Residential Solar+Storage & Load Curve

Brightbox managing residential load shift in CA - managed for TOU, to minimize midday solar exports, and to flatten evening load - with flexibility for DR or other targeted shift, while maintaining charge for backup.
Residential solar + batteries are a flexible resource to meet customer demand and utility needs.
Residential storage market up **198%** on average YOY between 2012-2018

Market to **triple** in annual deployment between 2019-2020 and then again between 2020-2023. Residential storage accounts for a **quarter** of the market, reaching ~1 GWh annually by 2020 and ~2 GWh annually by 2022.

Let’s harness this potential.
What do we do with all these home batteries & solar?

<table>
<thead>
<tr>
<th>Wholesale: e.g., ISO-NE</th>
<th>Retail: e.g., BYOD</th>
<th>Utility: e.g., Aggregation Contract</th>
</tr>
</thead>
<tbody>
<tr>
<td>• 20 MW bid won in 2019 Forward Capacity Auction</td>
<td>• Bring Your Own Device</td>
<td>• Virtual Power Plant Procurement</td>
</tr>
<tr>
<td>• Spread through number of New England states &amp; ~5,000 homes</td>
<td>• Utility program reducing wholesale or utility costs</td>
<td>• NWA - locational</td>
</tr>
<tr>
<td>• First in nation</td>
<td>• MA, VT, NH, NY</td>
<td>• Peaker replacement</td>
</tr>
<tr>
<td>• Still providing backup power</td>
<td>• Low risk, pay for performance</td>
<td>• Low-income/multifamily</td>
</tr>
<tr>
<td></td>
<td>• Still providing backup power</td>
<td>• Still providing backup power!</td>
</tr>
</tbody>
</table>
Rising to the Challenge

Utility Business Model Undergoing Stress Test

- Increasing demand for DERs
- Puerto Rico - extreme example of broken utility model
- PG & E wildfires - climate threat
- Los Angeles gas peaker replacement
- NY REV, Green Mountain Power, HI, RI, Puerto Rico - leading the transition
Looking ahead:

- Wholesale or retail
- Combine core competencies of utilities with strengths of aggregators.
  - E.g., BYOD
- Reward utilities for facilitating the future
  - Shared savings
  - Tied to performance - e.g., accuracy of peak prediction
- Electrify Everything opportunity

What is in the public interest?
Thank You.

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