



Anne Hoskins

Chief Policy Officer

NASUCA 2019

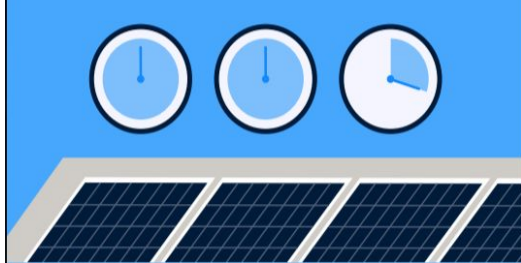
Sunrun

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

23 states + DC & Puerto Rico.

Active in policy throughout country.

More than a quarter million customers nationwide.



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

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.



Home batteries Unlock New Value



Back-Up Power
(Island during Outage)

Grid Services
(Capacity, Voltage,
Active/Passive)

Bill Management
(TOU, CPP, Hourly)

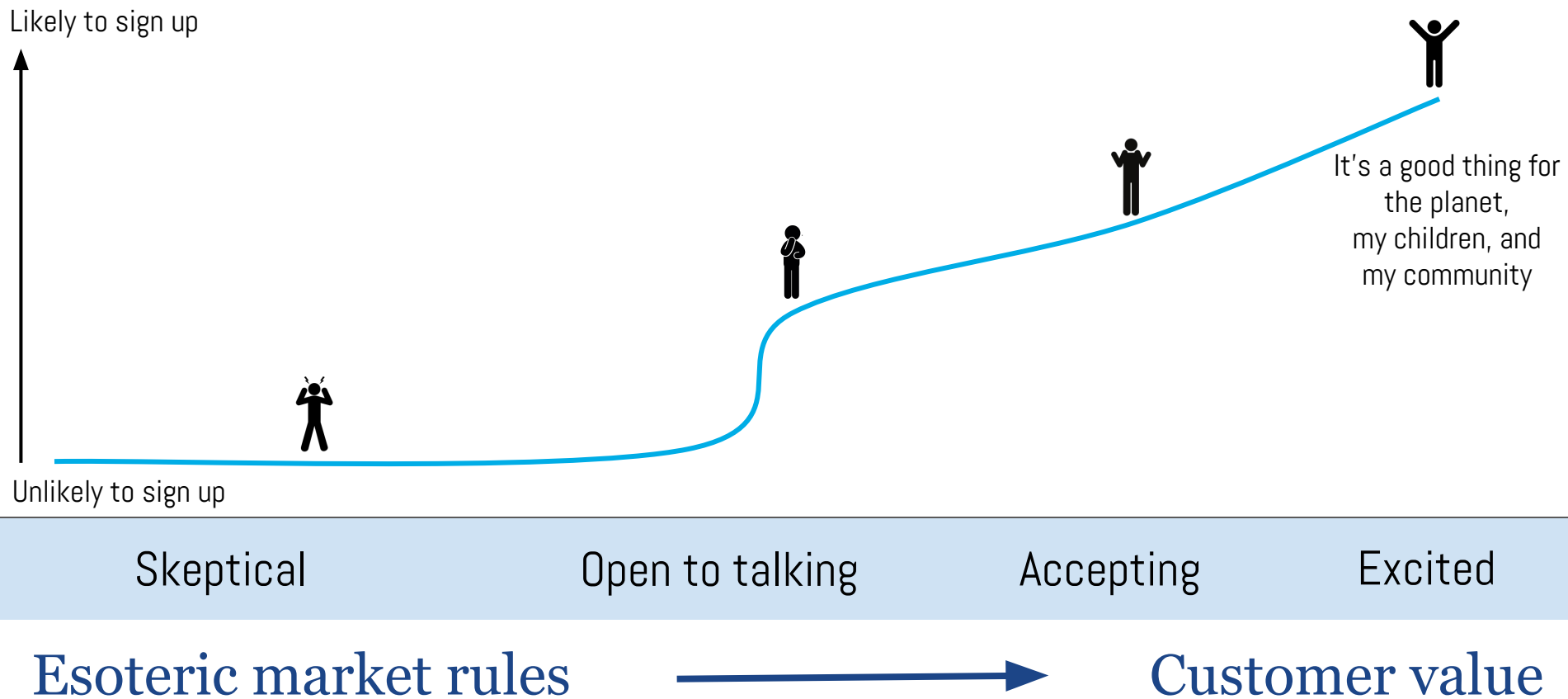
Energy Self-Supply

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

Sunrun's Brightbox battery unlocks new value from renewables to meet customer needs and grid needs.

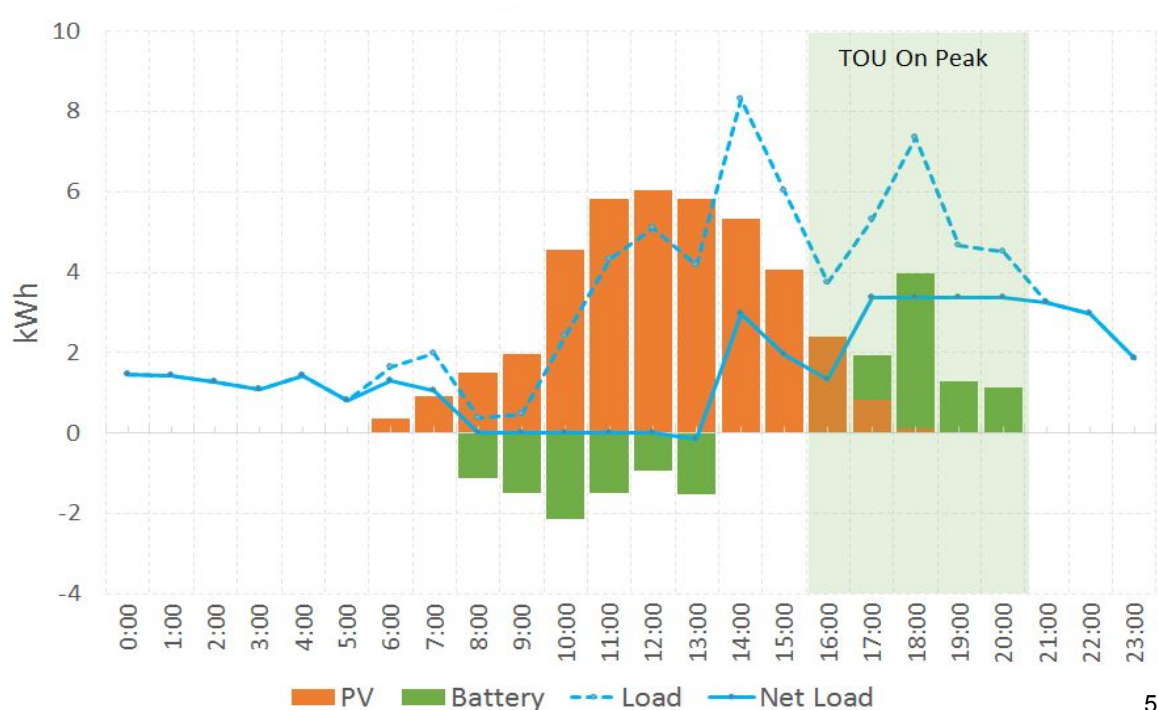
Putting Customers at the Center



Brightbox = Time Shifted Solar

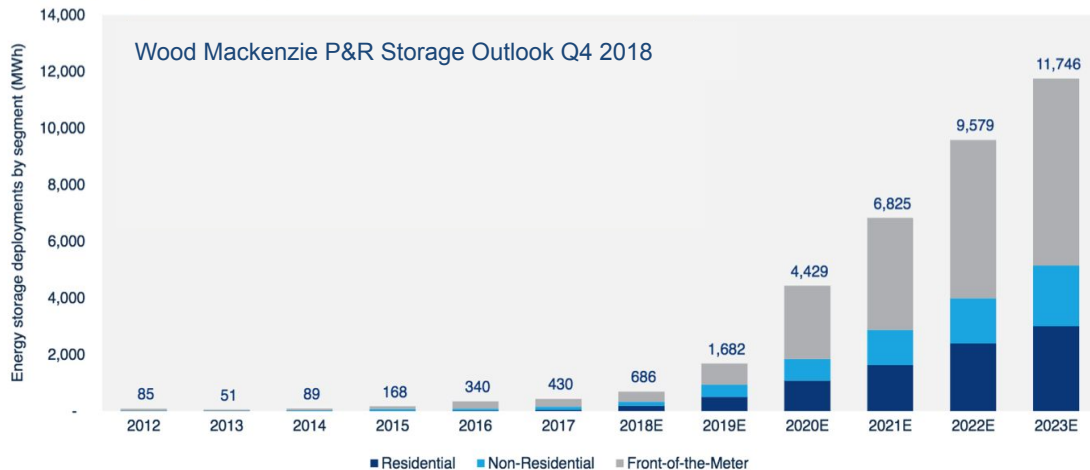
Illustrative Residential Solar+Storage & Load Curve

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



Resi solar + storage is rapidly scaling. Customers demand it.

U.S. energy storage annual deployment forecast, 2012-2023E (MWh)



Continued rapid growth in residential storage means new planning, operational, and customer experience opportunities.

It also means rapidly scaling grid value potential.

- ❑ 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 of these home batteries & solar?

Wholesale: e.g., ISO-NE

- 20 MW bid won in 2019 Forward Capacity Auction
- Spread through number of New England states & ~5,000 homes
- First in nation
- Still providing backup power!

Retail: e.g., BYOD

- Bring Your Own Device
- Utility program reducing wholesale or utility costs
- MA, VT, NH, NY
- Low risk, pay for performance
- Still providing backup power!

Utility: e.g., Aggregation Contract

- Virtual Power Plant Procurement
- NWA - locational
- Peaker replacement
- Low-income/multifamily
- Still providing backup power!

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
- Increasing awareness by customers and political leaders for sustainable climate solutions

Collaboration is necessary for a cleaner, more resilient, less expensive grid.



Customers will Drive the Transformation

Be the Guide

- Sunrun guarantees the output and maintenance throughout the life of the solar system.
- A+ BBB Rating
- Break down complexity with clear explanations.
 - SEIA disclosure
- Set clear expectations and deliver what we promise.
 - SEIA Code of Conduct



Thank You.