Smart Thermostats for Smart Low-Income Programs
Nest vision and strategy - today

To create a home that takes care of itself and the people inside it.

<table>
<thead>
<tr>
<th>The thermostat that programs itself then pays for itself.</th>
<th>The security camera that lets you know what's going on, wherever you are.</th>
<th>The smoke alarm that tells you what's wrong, whether you're home or away.</th>
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</table>

**Nest Home App Experience**

**Consumer, Enterprise & Developer Services**

- ENERGY
- SECURITY
- SAFETY
The Energy Burden for Low Income Households is high......

2-3X
Need to add smart controls!
We have proof. nest.com/realsavings

12% on heating (2X as much as traditional programmable thermostat)
saves

$130 to $145 average savings a year

15% on cooling

Based on independent studies by EnergyTrust of Oregon, Vectren, and NIPSCO.
States and Utilities Starting to Experiment
Colorado Energy Office Pilot
Colorado Results

- 165 thermostats installed in Year 1
- 75% of homes have WiFi
- 50% of homes willing to connect to Smart Phone
Tucson Electric Pilot for Multi-Family

- Almost 5000 units in MF
- Install done by landlords
- Benefits for TOU rates
NJ BPU just approved a $1 million pilot for Low-Income Multi-family residences.
Nest Introduces the Thermostat-E...
Nest Thermostat E
E for Everybody!
Nest Thermostat E
Lower-Cost!
Nest Thermostat E
Easy to Use!
Nest Thermostat E
White blends in!
Nest Thermostat E

Perfect for Low-Income Programs!
See me after class....