

Value Added Products



ecobee

- 12,071 ecobees sold through customer service between April 1 and August 15, 2018.
- Customer service sales in May/June were up 3X YoY compared to all other channels.
- Customers save up to 23% on their heating and cooling costs.

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JustGreen



- 364,279 Customers support 30+ green energy projects in North America.
- Customers have offset the pollution generated by 1 million homes for one year.
- Nearly 40% of customers purchase green.

Home warranty

- Plans as low as \$5/month.
- Invoiced right from the customer's power bill.
- Protection for uninsurable items.



Products



- 1,500 Smart Stats enrolled in Demand Response program.
- Launched **Value Added Products** in retail, digital and customer service channels.
- Easy customer monthly payment plans and installation options.

Q1 FY19 VAP unit sales*:

North America: **983,149 Active Contracts**



Products per customer: **1.61**



*From April 1 to August 15, 2018.