

Introducing the Smart•Touch™

Advantage of PL over RF

- Power line communications is not susceptible to outside interference
 - 900 Mhz – garage door openers
 - 2.4 Ghz – wireless data networks interference
- Power line requires no external antenna for operation
- Power line is proven technology
 - Utility products available from GE, ABB, Dimat, and Hunt
- Support “no new wires” by leveraging existing wiring
- Immune to signal attenuation caused by walls, metal objects and people

Why Echelon?

- Robust communications
 - 4th generation technology—over \$100 million investment
 - Over 30 million devices installed
 - 99.7% successful message delivery
- Patented unique design
 - Voltage independent
 - Employs sophisticated digital signaling process with dual frequency capability
- Robust installation software
 - Patented technique for self installation (Plug-&-Play)
 - Scalable installation for large projects (multi-fans per one wall control)
- Growing ecosystem of compatible products and installers
 - LONMARK International (Commercial Application)
 - Digital Home Alliance (Residential – Smart Home)
 - Open Systems Alliance (Commercial and Residential)

LonMark Members



Smart•Touch™ (ST) Implementation Plan

- Soft launch on three models only during Summer '07
 - Bel Air, Bel Air Halo, Mission
- Complete Launch – Convert all current IT into ST by January '08



Characteristics:

- User friendly interface
- Simplistic / intuitive operation
- Contemporary styling
- Retains IT features as a base