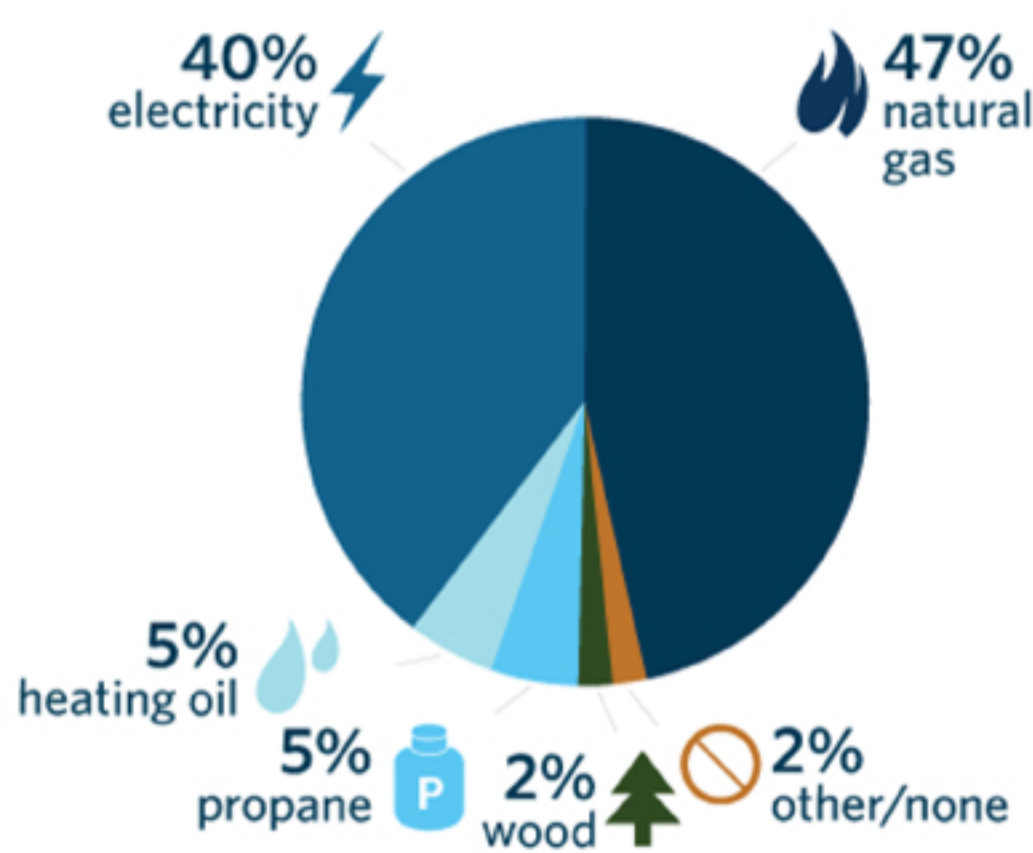


Household winter heating in the United States

Household winter heating in the United States

Percent of homes in the U.S. by primary space heating fuel type, winter 2017-2018



Source: 2017-2018 Winter Fuels Outlook

1% of households do not have heating equipment

4% of households have an internet-connected smart thermostat

26% of households manually adjust the temperature at night or when no one is home

40% of households that use heating equipment set one temperature and leave it there most of the time

Average temperature when someone is at home

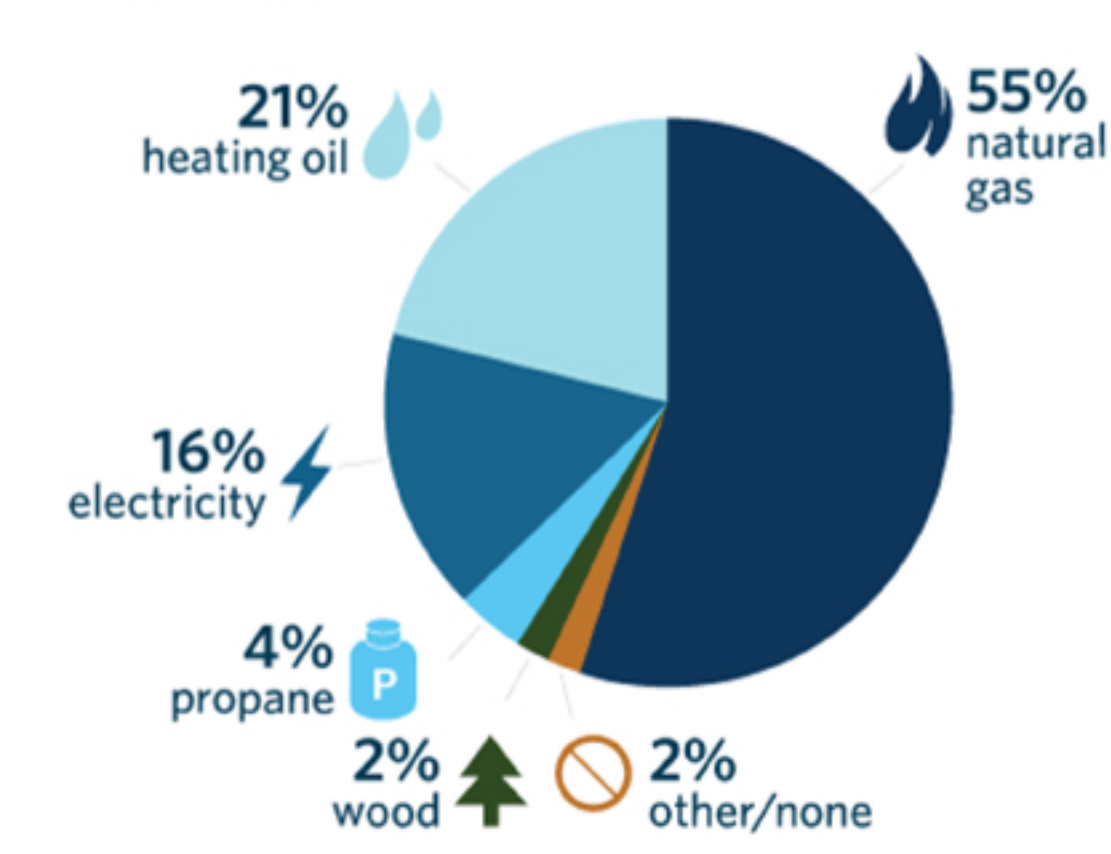
38% of households that are heated use secondary heating equipment

Source: 2015 Residential Energy Consumption Survey

Household winter heating in the Northeast

Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont

Percent of homes in the Northeast by primary space heating fuel type, winter 2017-2018



Source: 2017-2018 Winter Fuels Outlook

In the Northeast, 21.0 million homes use these types of main heating equipment

- 51% central furnace
- 28% steam or hot water system
- 6% built-in electric unit

34% of households that use heating set one temperature and leave it there most of the time

Average temperature when someone is at home

41% of households that use heating also use secondary heating equipment

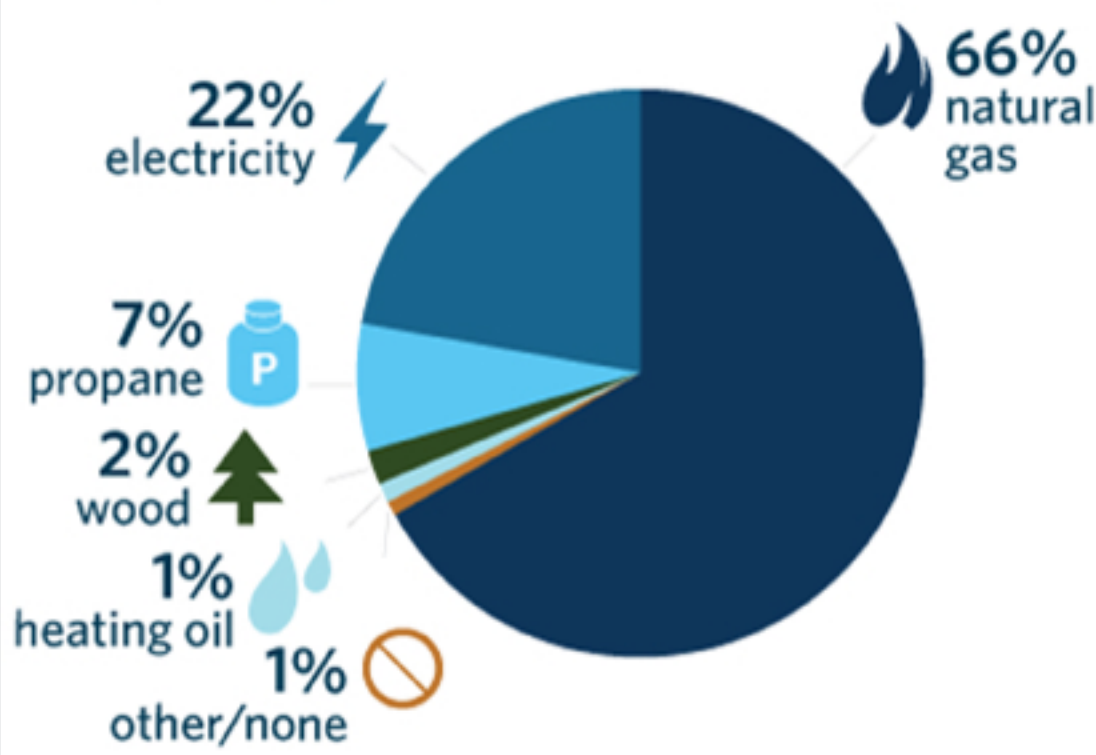
46% of households that use secondary heating equipment have a portable electric heater

Source: 2015 Residential Energy Consumption Survey

Household winter heating in the Midwest

Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin

Percent of homes in the Midwest by primary space heating fuel type, winter 2017-2018



Source: 2017-2018 Winter Fuels Outlook

In the Midwest, 26.4 million homes use these types of main heating equipment

- 77% central furnace
- 8% steam or hot water system
- 7% built-in electric unit

48% of households that use heating set one temperature and leave it there most of the time

Average temperature when someone is at home

40% of households that use heating also use secondary heating equipment

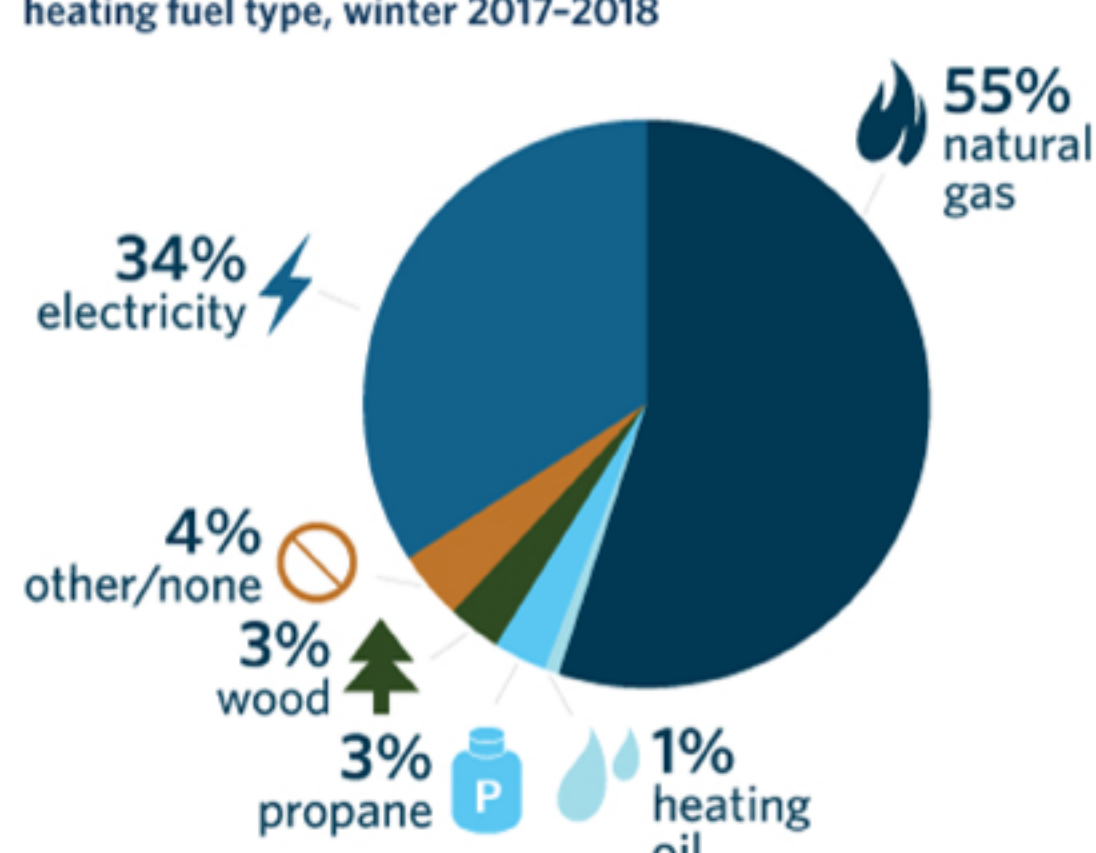
50% of households that use secondary heating equipment have a portable electric heater

Source: 2015 Residential Energy Consumption Survey

Household winter heating in the West

Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming

Percent of homes in the West by primary space heating fuel type, winter 2017-2018



Source: 2017-2018 Winter Fuels Outlook

In the West, 23.6 million homes use these types of main heating equipment

- 66% central furnace
- 9% heat pump
- 9% built-in electric unit

31% of households that use heating set one temperature and leave it there most of the time

Average temperature when someone is at home

36% of households that use heating also use secondary heating equipment

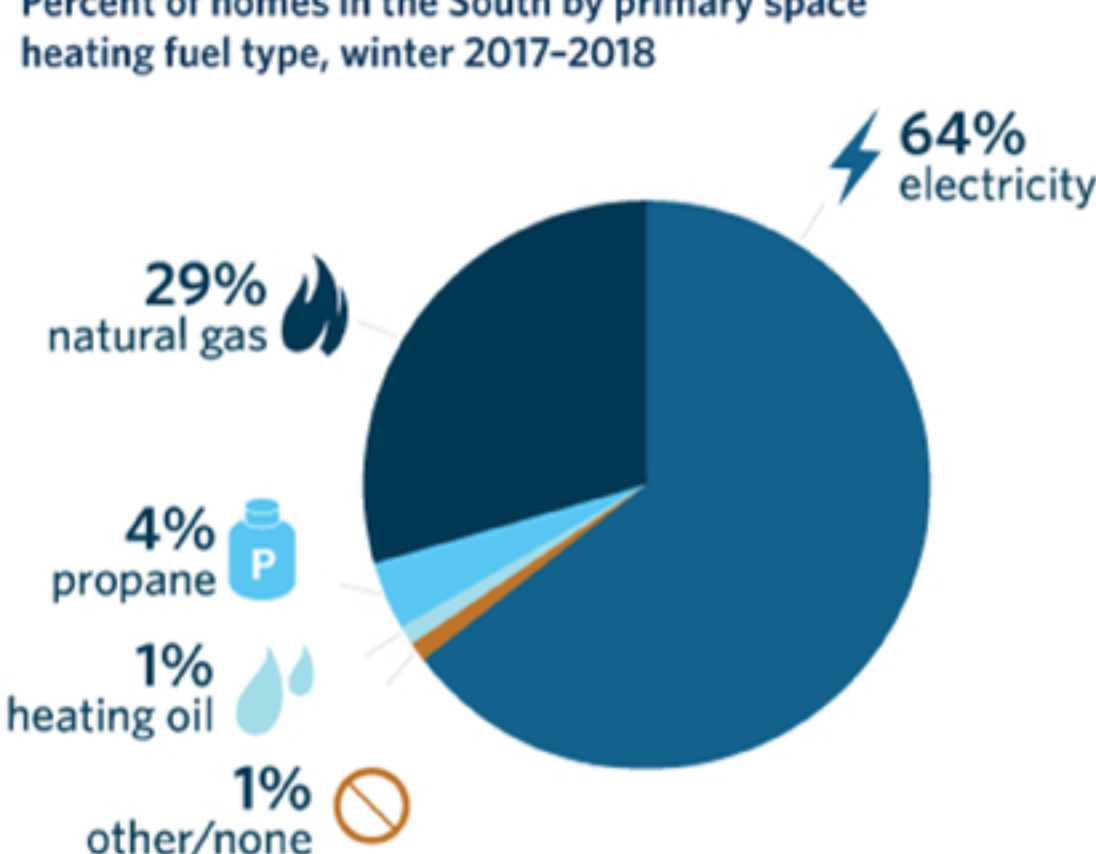
43% of households that use secondary heating equipment have a portable electric heater

Source: 2015 Residential Energy Consumption Survey

Household winter heating in the South

Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, and West Virginia

Percent of homes in the South by primary space heating fuel type, winter 2017-2018



Source: 2017-2018 Winter Fuels Outlook

In the South, 42.6 million homes use these types of main heating equipment

- 57% central furnace
- 23% heat pump
- 9% built-in electric unit

43% of households that use heating set one temperature and leave it there most of the time

Average temperature when someone is at home

37% of households that use heating also use secondary heating equipment

47% of households that use secondary heating equipment have a portable electric heater

Source: 2015 Residential Energy Consumption Survey