

## **About Venstar**

### **What is Venstar?**

Founded in 1992, Venstar® Inc. is a leading thermostat and energy management system (EMS) supplier, known for providing value to its customers via ease of use and installation, proven cost savings, improved energy efficiency, quality and reliability.

Venstar's Surveyor® is a leading energy management system, typically saving small-box retailers 25 percent of their energy costs, which translates to millions of dollars in savings and dramatic reductions in CO<sub>2</sub> emissions. Surveyor currently controls the energy usage of more than 13,000 retail locations across the United States, Mexico, and Canada. Surveyor clients include AutoZone, Family Dollar, and more.

Venstar is also one of the largest thermostat suppliers in the world, designing and producing Venstar-branded products. Venstar also designs and manufactures OEM thermostat products for the biggest names in HVAC, including Amana, Carrier, Goodman, Johnson Controls and York.

### **What is your percentage of the thermostat market?**

Venstar is the third-largest thermostat supplier in North America, with 18 percent of the market share in the United States and 70 percent in California.

### **What is your percentage of the energy management systems market?**

Venstar is new to the energy management space and is rapidly capturing market share with installations at major retail chains. There is a plethora of retail and restaurant chains across the United States that could benefit from Surveyor, whether or not they are using a competitive product.

### **What are three key traits of the company?**

**Innovation** — Venstar has an 18-year history of delivering meaningful innovation for its line of branded and OEM thermostats. Venstar designs products that are engaging for its customers, helping them do things they could not do before.

**Quality** — Venstar utilizes an automated, highly advanced million-square-foot factory that creates products with exceptional quality and reliability, resulting in a high MTBF and virtually no callbacks for installers. Venstar's products have a richer feature set, typically for significantly less than the cost of the competitors' products.

**Smart Distribution** —For its Venstar-branded thermostats, Venstar has an exclusive, two-step distribution model with protected, exclusive distribution territories and well-capitalized distributors. Venstar sells its Surveyor Energy Management System directly, not through distribution.

**What is Venstar’s commitment to energy management and savings?**

Venstar’s Surveyor energy management system provides small-box retailers, restaurant chains and other multi-location businesses with a way to monitor and control their energy usage (HVAC, lighting and mechanical systems), providing monetary and environmental savings of typically 25 percent with cost savings in the tens of millions for a single chain.

Venstar is committed to helping its customers go green. In addition, Venstar is a green company, having installed 700 solar-electric rooftop tiles at its corporate headquarters to meet its energy needs.

**What are the company financials?**

Venstar is a privately held company and does not disclose company financials.