APEX ANALYTICS

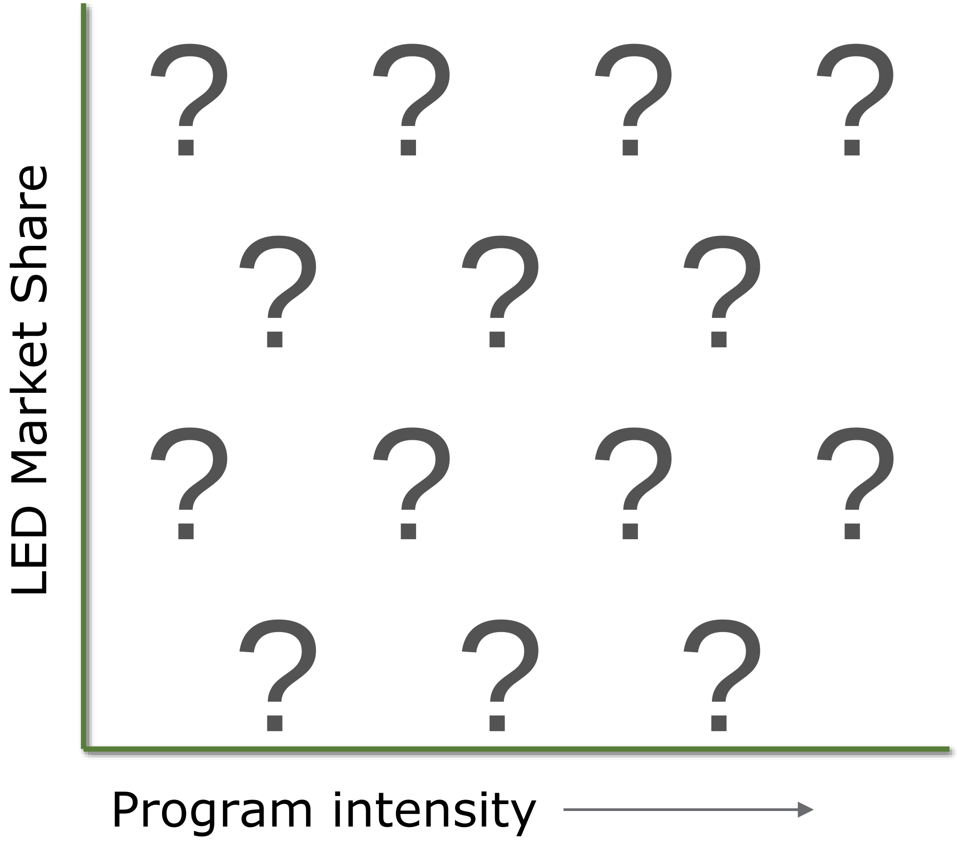
Five Reasons Why Lighting Programs Still Make a Difference

PREPARED FOR THE 2017 ENERGY STAR PARTNER MEETING

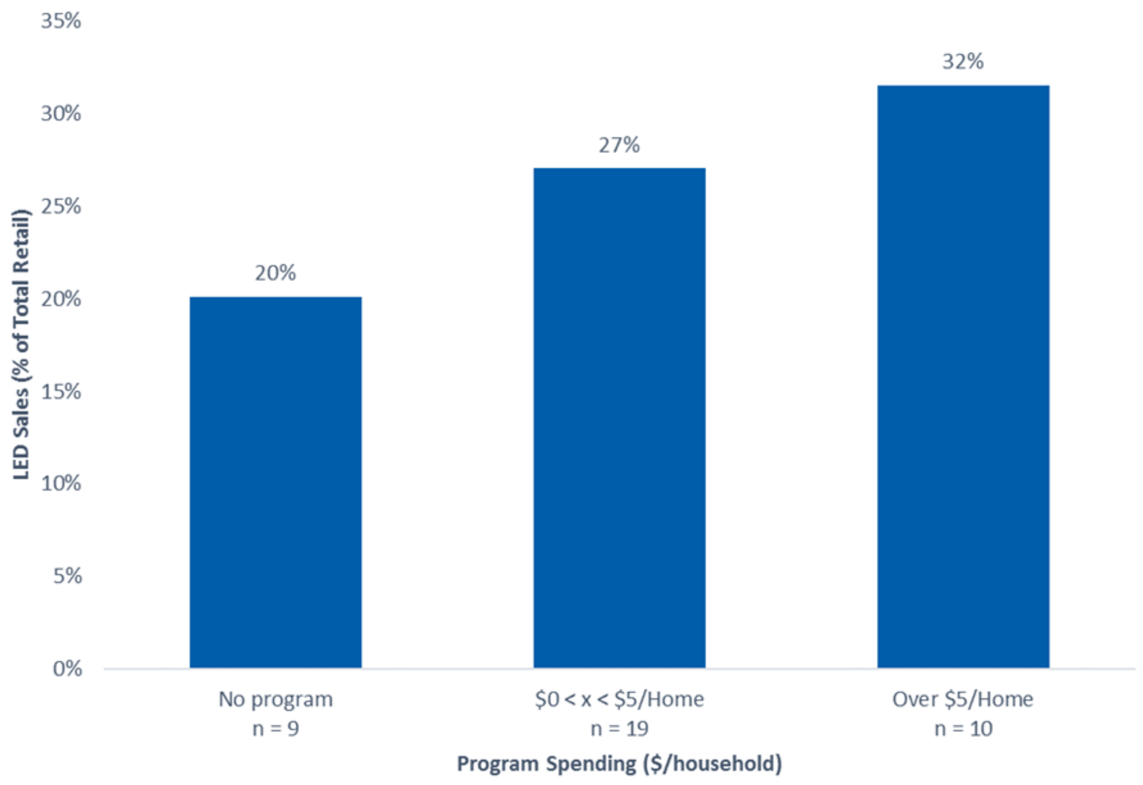
OCTOBER 23, 2017

Should Program Administrators Continue to Support Efficient Lighting?

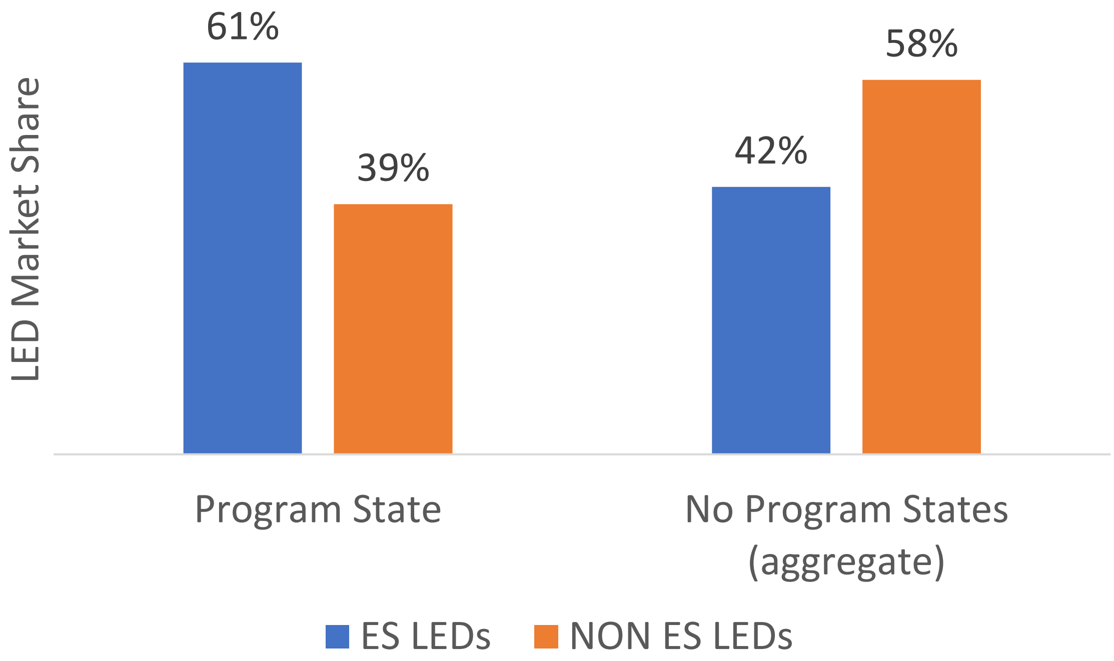
The Key Question



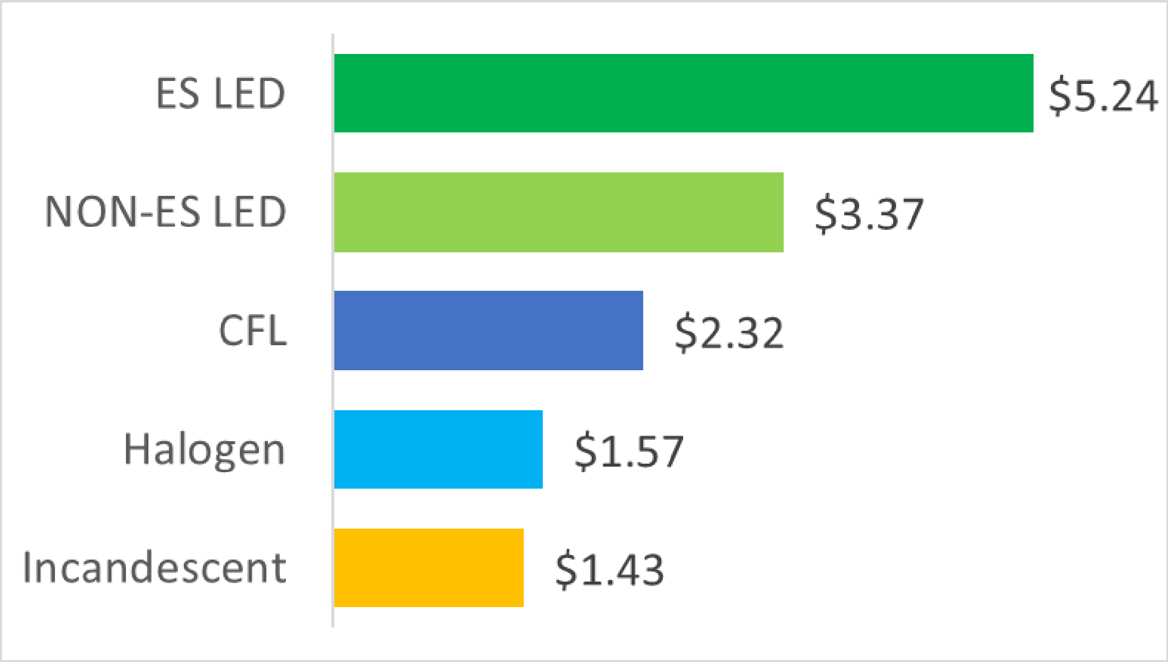
Reason #1: LED Sales in States with Programs Significantly Outperform States Without Programs



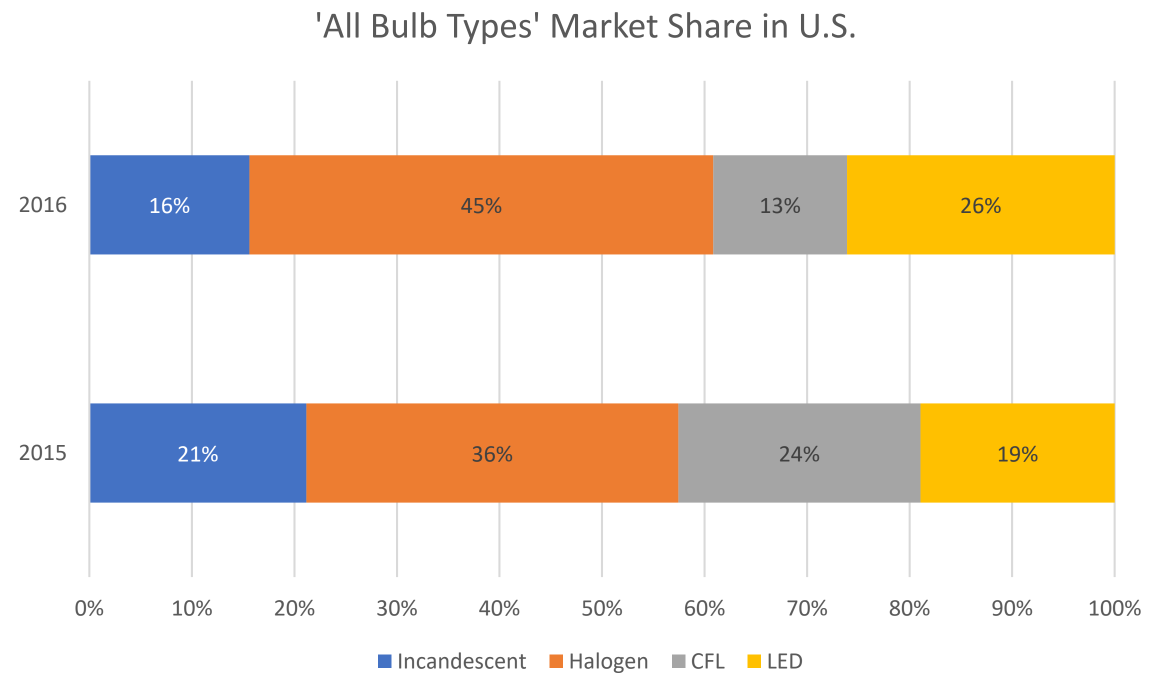
Reason #2: ENERGY STAR LEDs are Battling for Market Share with Non-ENERGY STAR Lamps



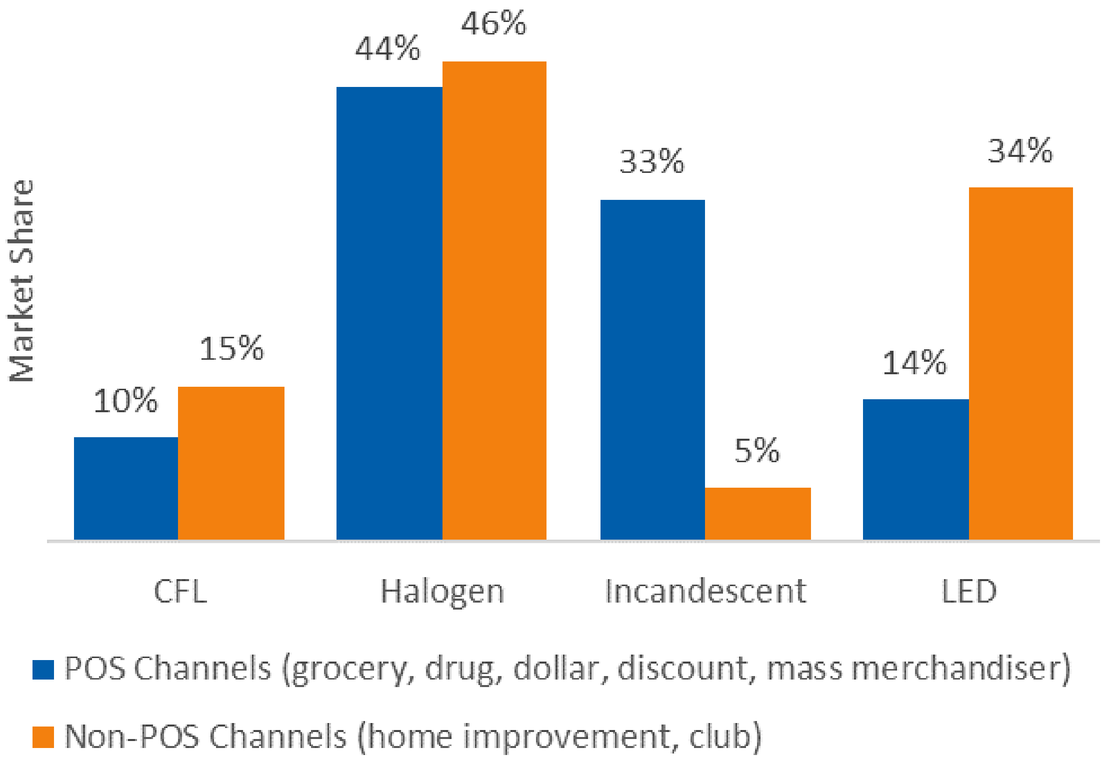
Reason #3: ENERGY STAR LEDs Still Cost More Than Other Options



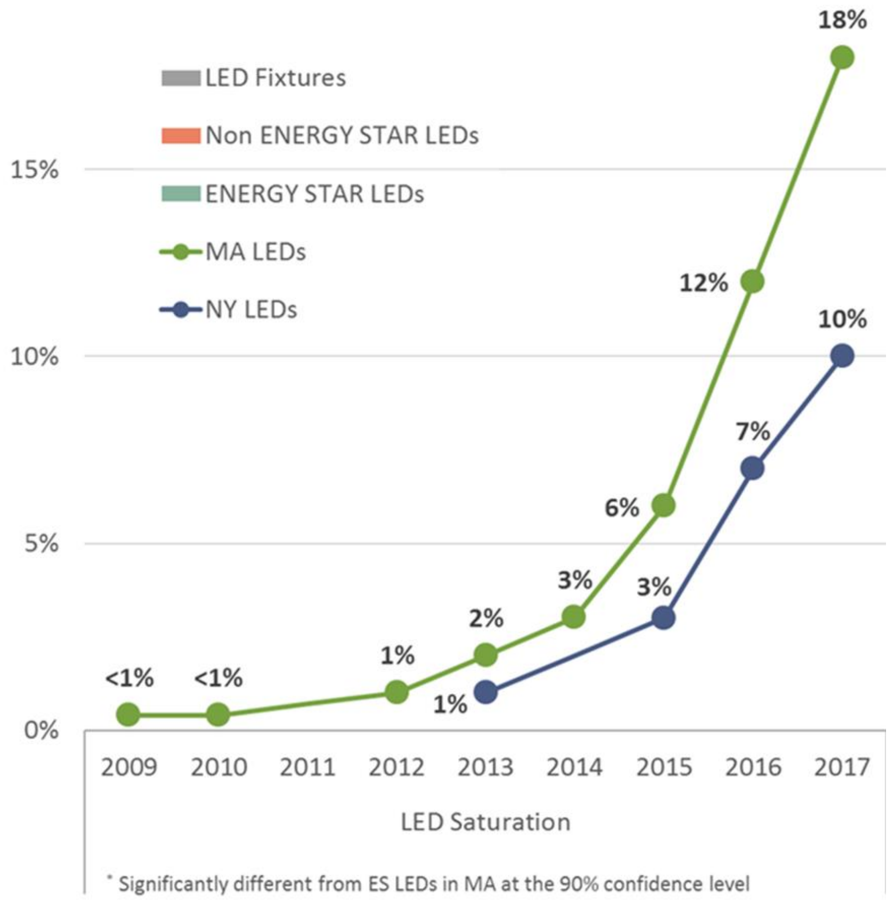
Reason #4: Incandescent Lamps Continue to Have Substantial Market Share



Reason #4b: Incandescent Lamp Share is Even Higher for Selected Channels



Reason #5: There is Evidence of Backsliding in States that Have Cut Programs



And a Bonus Reason: Continued Uncertainty over EISA

Questions?

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