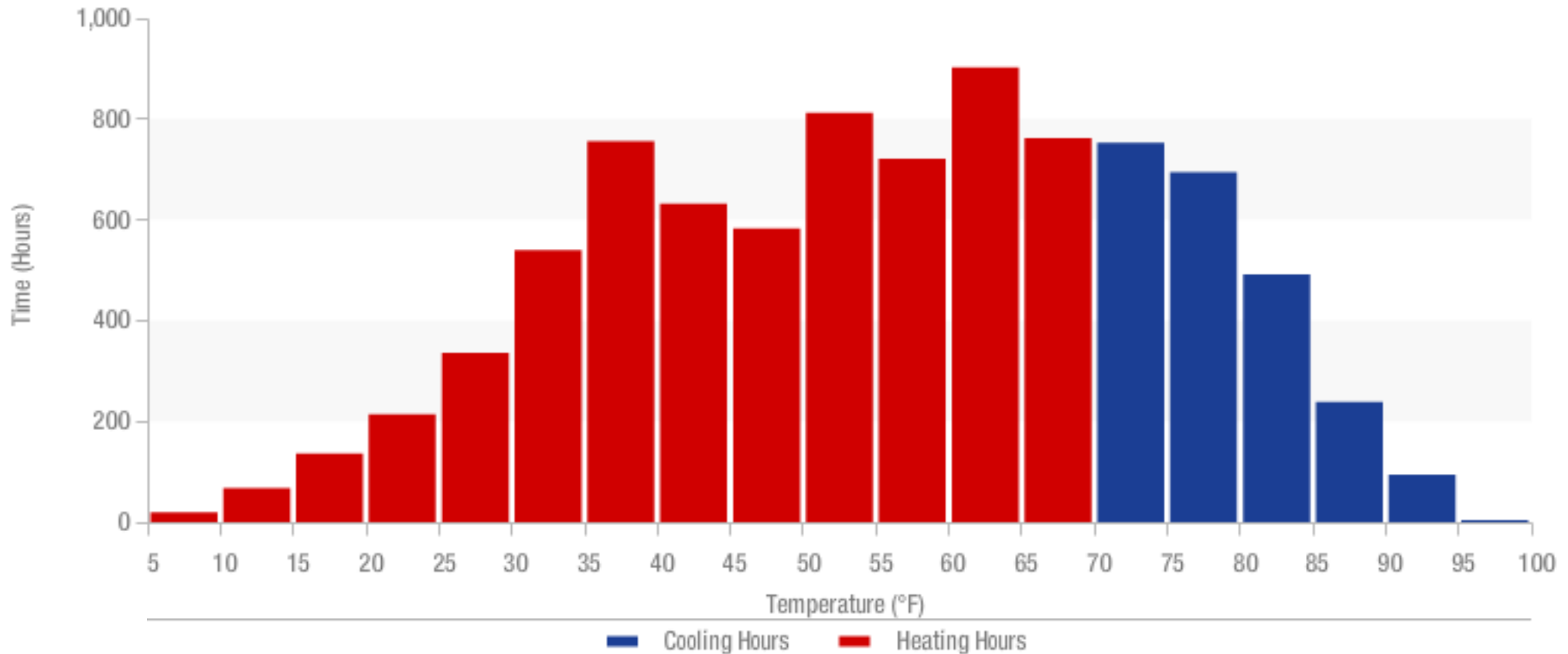


Heating and Cooling Hours for Baltimore, MD



Total Heating Hours

6,483

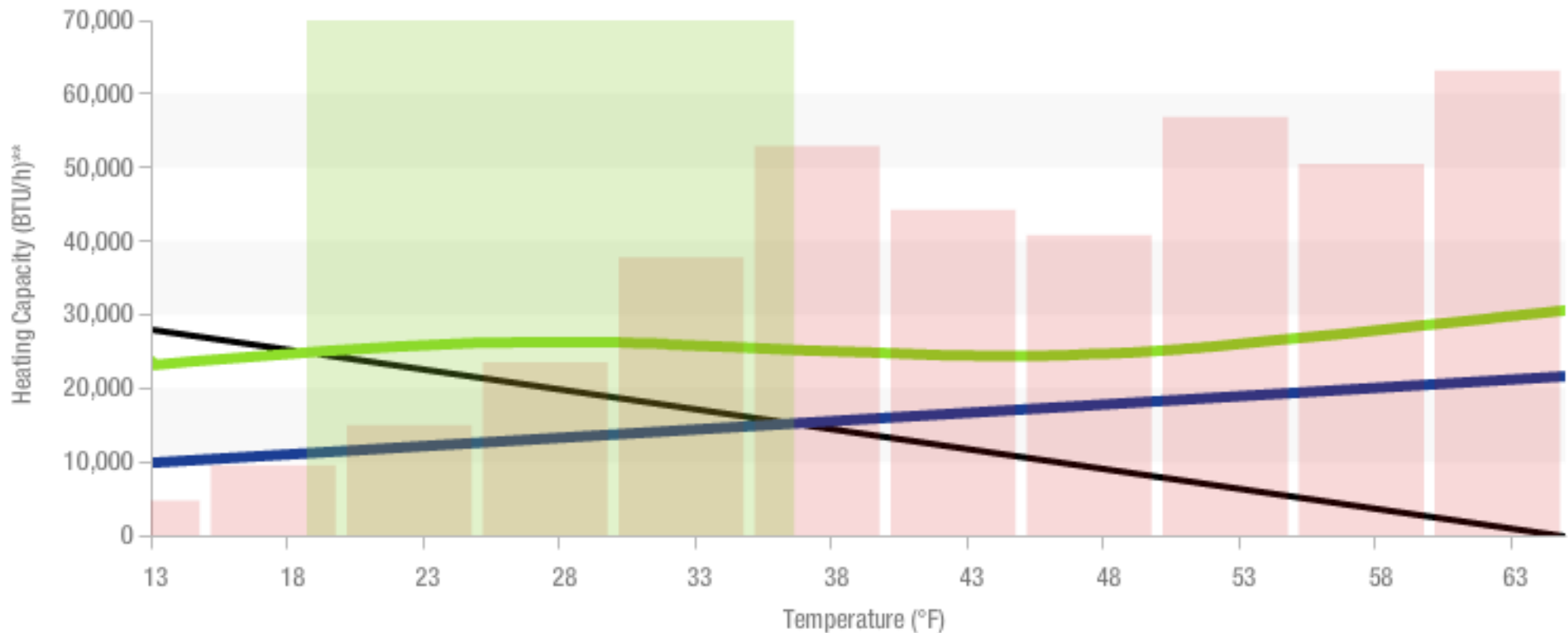
Total Cooling Hours

2,277

Total Hours

8,760

Heating Capacities of 25VNA024A**30 + FE4ANF002 vs Standard 1.5 Ton system



— Max Heating Load — Standard System Capacity — GreenSpeed System Capacity

| Heating Hours* | GreenSpeed Heat Pump Only Heating Hours* | GreenSpeed Heat Pump Only Heating Hours Increase* | GreenSpeed Heat Pump Only Hours / Total Heating Hours* |
|----------------|--|---|--|
| 4,918 | 6,294 | 28% | 97% |

*Heat pump only heating hours indicates that no auxiliary heat is required.

**Gross heating capacity does not include defrost effect.