



Quilt's indoor unit and dial

QUILT: THE FUTURE OF HOME CLIMATE CONTROL

Residential energy use is responsible for about 20% of the total greenhouse gas emissions in the United States.³⁷

Space heating and air conditioning systems ("HVAC") are on average responsible for about half of energy usage within the home.³⁸ These conventional systems are less efficient than alternatives already widely available in the market. The road to the home energy transition has heat pumps at the core.

Heat pumps are an energy-efficient alternative to furnaces powered by natural gas and are suitable for all climates. They transfer heat rather than generating it, and prove to be more efficient at dehumidifying, relative to standard central air conditioners, resulting in even less energy usage and even more comfort.³⁹ As such, this technology is key to achieve multiple benefits, ranging from decarbonization to energy efficiency and cost reduction.

Quilt, a California-based company that entered the EIP portfolio in 2023, is developing a heat pump system to make residential heating and cooling more efficient, smart and desirable.

Quilt is building the future of home climate control with hardware and software solutions that go hand in hand.

Their system includes an indoor heat pump unit, a dial for room-by-room control, an outdoor unit and a modern app. One of its standout features is room-by-room control, a key improvement over traditional HVAC systems, which often heat or cool an entire house at once, wasting energy on unused spaces. Beyond room-by-room temperature control, another Quilt key innovation is smart occupancy sensing, which learns occupancy patterns within a household and adjusts schedules and temperature accordingly.

In addition to being the most efficient heat pump of its kind,⁴⁰ Quilt's system uses R32 refrigerant which has a global warming potential three times lower than current alternatives, further maximizing the positive climate impacts of their offering.

Quilt closed 2024 sold out in the Bay Area and with reservations in 32 US states and two Canadian provinces, and their website has identified \$3.7M of potential rebates and credits for California residents.⁴¹ Throughout the year, Quilt's heat pumps avoided over 60 tCO₂e,⁴² an impact that we expect to increase exponentially as Quilt expands to new markets and continues to transform and improve how we heat and cool our homes.



Quilt outdoor unit.

*"One of our core beliefs for decarbonization is making the right thing for the planet also the easy thing to do. Quilt's integrated hardware and smart technology strikes the perfect balance of customer comfort, energy costs, and demand flexibility, enabling rapid residential electrification while still ensuring electric grid reliability."*⁴³

SAMEER REDDY,
Managing Partner of EIP

Quilt