

Investor Fact Sheet

About Telkonet

Corporate Address
10200 Innovation Dr., Suite 300
Milwaukee, WI 53226
Company Website: www.telkonet.com

The Telkonet business model is made up of two synergistic business technology divisions:

- EcoSmart Energy Management Technology
- EthoStream, High Speed Internet Access (HSIA) Network

EcoSmart Energy Management

Telkonet, a leading United States-based energy management technology provider, offers hardware, software and services to commercial customers worldwide. Telkonet's EcoSmart suite of products, which includes EcoInsight and EcoWave intelligent thermostats, the EcoView occupancy sensor and the EcoGuard energy management outlet, can be deployed in most building environments to cut utility costs and enable remote monitoring and control using the EcoCentral management platform. Telkonet's energy management products have the power to reduce energy consumption, minimize carbon footprints and help eliminate the need for the construction of new power plants. All products can be wirelessly networked to enhance energy efficiency and provide remote monitoring capability.

EthoStream High Speed Internet

EthoStream is one of the largest public High-Speed Internet Access ("HSIA") providers in the world, providing services to more than 5 million users monthly across a network of greater than 2,350 locations. With a wide range of product and service offerings and one of the most comprehensive management platforms available for HSIA networks, EthoStream offers solutions for any public access location.

Stock Information

Current Price (2/20/13): \$0.15
52 Week Range: \$0.117-\$0.21
Market Cap: \$16.2M
Shares Outstanding: 108,103,862
Public Float: 104,005,399

Management Team

Jason Tienor - President & Chief Executive Officer
Jeff Sobieski - Chief Technology Officer
Matt Koch - Chief Operating Officer
Gene Mushrush - Chief Financial Officer
Gerrit Reinders - Exec. VP of Global Sales & Marketing

Financial Summary

12 Months Ended December 31, 2012

Revenues:	\$12,758,376
Gross Profit:	\$6,854,958
Operating Expense:	\$6,484,383
Operating Income/Loss:	\$369,675
Net Income/Loss:	\$390,080
Net Income/Share:	\$0.0037
Cash/Equivalents:	\$1,163,758
Current Assets:	\$5,034,656
Current Liabilities:	\$4,620,007
Total Assets:	\$15,175,535
Total Liabilities:	\$5,567,544
Stockholders Equity:	\$6,342,402

Recent Developments

- **April 25th, 2013**
Red Lion Hotels to Upgrade Wireless with Telkonet's EthoStream HSIA Network
- **April 17th, 2013**
Telkonet's Partnership with Pacific Energy Service Flourishes as Hospitality Industry's Appetite for Energy Management Surges
- **April 1st, 2013**
Telkonet, Inc. Announces Fiscal Year 2012 Financial Results, Posts 14% Increase in Annual Revenue
- **March 25th, 2013**
Telkonet and Constellation Offering Enables Hotels to Improve Energy Conservation Measures without Upfront Costs
- **March 20th, 2013**
Telkonet, Inc. Signs Strategic EcoSmart and EthoStream Reseller Agreement with Stanley Energy, LLC
- **March 7th, 2013**
Telkonet, Inc.'s EcoSmart Platform Integrates with Somfy Systems Technology to Deliver In-Room "Sunbeam Management"
- **March 5th, 2013**
Prestigious Galt House Hotel to Install Telkonet's EcoSmart Energy Management Solution Throughout 1,290 Guest Rooms
- **February 26th, 2013**
Telkonet Selected as Approved Vendor for Marriott International's Occupancy-Based Energy Management Applications Worldwide

Transfer Agent

Broadridge Corporation
New Hyde Park, NY
Tel: (877) 830-4932

Independent Auditors

BakerTillyVirchow Krause LLP
Minneapolis, MN
Tel: (952) 835-1344

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