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## News Information

## For Immediate Release

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# Echelon Officer Establishes Trading Plan Pursuant to SEC Rule 10b5-1

**SAN JOSE, CA – August 23, 2004** — Echelon Corporation (NASDAQ: ELON), the creator of the LONWORKS<sup>®</sup> device networking platform for connecting everyday devices to each other and the Internet, announced today that Oliver R. Stanfield, Echelon's Chief Financial Officer, has adopted a prearranged plan to trade specific amounts of Echelon stock over approximately one year, subject to certain price restrictions and other contingencies. The plan will be used by Mr. Stanfield to diversify his Echelon holdings as part of estate planning activities.

The plan is in accordance with Echelon's insider trading policy and Rule 10b5-1 of the Securities & Exchange Act of 1934. Rule 10b5-1 permits the implementation of written, prearranged stock trading plans when insiders are not in possession of material non-public information, and allows the insiders to trade on a regular basis, regardless of any subsequent material non-public information they receive.

### About Echelon

Echelon Corporation is the creator of the LONWORKS platform, the world's most widely used standard for connecting everyday devices such as appliances, thermostats, air conditioners, electric meters, and lighting systems to each other and to the Internet. Echelon's hardware and software products enable manufacturers and integrators to create smart devices and systems that lower cost, increase convenience, improve service, and enhance productivity, quality, and safety. Thousands of companies have developed and installed LONWORKS products and more than 40 million LONWORKS devices have been installed in homes, buildings, factories, trains, and other systems worldwide. Further information regarding Echelon can be found at <http://www.echelon.com>.

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