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EnerNOC Japan is awarded its first commercial-scale DR contract

BOSTON, MA, February 2, 2017 – [EnerNOC, Inc.](http://www.enernoc.com) (Nasdaq: ENOC), a leading provider of energy intelligence software (EIS) and demand response solutions, announced today that after successful pilots with several Japanese utilities, EnerNOC Japan has been awarded its first commercial-scale contract for 60 megawatts of turnkey demand response capacity starting this summer.

“This is a significant milestone for our Japanese operations. Over the past several years, the Japanese market has slowly been working its way through a period of market reform. During that time, we have been through a rigorous and lengthy pilot process consistently proving that demand response can be a highly valuable system resource,” said Jeff Renaud, Vice President and Managing Director, Asia Pacific, EnerNOC. “As the Japanese market continues down this path, it is exciting to move out of our incubation period and, together with our joint venture partner, Marubeni Corporation, scale up our operations to capitalize on what is emerging as a highly attractive market opportunity.”

According to a recent report from Navigant Research, global demand response revenue is expected to increase from less than \$2.5 billion in 2017 to over \$6.5 billion in 2025, with Asia Pacific representing the fastest growing region. As the world's third largest economy, Japan's electric demand is similar to that of the PJM Interconnection in the United States, EnerNOC's largest market, and represents a significant growth opportunity for the Company.

“EnerNOC is the global leader in demand response with a proven track record throughout the Asia Pacific region,” said Tim Healy, Chairman and CEO of EnerNOC. “Our entry into Japan through our joint venture with Marubeni has enabled us to establish an early market presence, cost effectively operate through the pilot phase of market development, and now capitalize on our first-mover advantage.”

About EnerNOC

EnerNOC Japan is a Joint Venture established in 2013 between EnerNOC Inc. and Marubeni Corp. With capabilities to better address budgets and procurement, utility bill management, facility analysis and optimization, sustainability and reporting, project tracking, and demand management, EnerNOC's SaaS platform helps enterprises control energy costs, mitigate risk, and streamline compliance and sustainability reporting. EnerNOC also offers access to more demand response programs worldwide than any other provider, offering enterprises a valuable payment stream to further enhance bottom line results and utilities and grid operators a reliable, cost-effective demand-side resource. For more information, visit www.enernoc.com.

Safe Harbor Statement

Statements in this press release regarding management's future expectations, beliefs, intentions, goals, strategies, plans or prospects, including, without limitation, statements relating to the future growth and success of the Company's demand response solutions and energy intelligence software, the ability of the Company's utility customers to derive cost-effective benefits from such solutions, and the growth of the global demand response market overall, may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and other federal securities laws. Forward-looking



statements can be identified by terminology such as "anticipate," "believe," "could," "could increase the likelihood," "estimate," "expect," "intend," "is planned," "may," "should," "will," "will enable," "would be expected," "look forward," "may provide," "would" or similar terms, variations of such terms or the negative of those terms. Such forward-looking statements involve known and unknown risks, uncertainties and other factors including those risks, uncertainties and factors referred to under the section "Risk Factors" in EnerNOC's most recent Annual Report on Form 10-K and subsequent Quarterly Reports on Form 10-Q, as well as other documents that may be filed by EnerNOC from time to time with the Securities and Exchange Commission. As a result of such risks, uncertainties and factors, the Company's actual results may differ materially from any future results, performance or achievements discussed in or implied by the forward-looking statements contained herein. EnerNOC is providing the information in this press release as of this date and assumes no obligations to update the information included in this press release or revise any forward-looking statements, whether as a result of new information, future events or otherwise.