



Welcome

Brian Norris

Senior Director of Investor Relations

Welcome to EnerNOC Analyst Day 2013

- Review of Safe Harbor and Use of Non-GAAP Measures
- Today's agenda
- Introduction of EnerNOC speakers
- Housekeeping
- Questions? Email Mark Potter (mpotter@enernoc.com)



Brian Norris
Senior Director of
Investor Relations

EnerNOC, Inc.
ONE Marina Park Drive
Suite 400
Boston, MA 02210
o: 617.532.8104
c: 978.689.5783
bnorris@enernoc.com

Safe Harbor Statement and Use of Non-GAAP Financial Measures

Our presentation today, including the slides contained herein, contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements relate to future events or to future financial performance, such as our projections about our future operating results set forth herein, and involve known and unknown risks, uncertainties, and other factors that may cause our actual results, levels of activity, performance, or achievements to be materially different from any future results, levels of activity, performance, or achievements expressed or implied by these forward-looking statements. In some cases, you can identify forward-looking statements by the use of words such as “may,” “could,” “expect,” “intend,” “plan,” “seek,” “anticipate,” “believe,” “estimate,” “predict,” “potential,” or “continue” or the negative of these terms or other comparable terminology. You should not place undue reliance on forward-looking statements because they involve known and unknown risks, uncertainties and other factors that are, in some cases, beyond our control and that could materially affect actual results, levels of activity, performance, or achievements.

Other factors that could materially affect actual results, levels of activity, performance or achievements can be found in our public filings with the Securities and Exchange Commission, or the SEC, including, without limitation, 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 SEC. If any of these risks or uncertainties materialize, or if our underlying assumptions prove to be incorrect, actual results may vary significantly from what we projected. Any forward-looking statement you see or hear during this presentation reflect our current views with respect to future events and is subject to these and other risks, uncertainties, and assumptions relating to our operations, results of operations, growth strategy, and liquidity. We assume no obligation to publicly update or revise these forward-looking statements for any reason, whether as a result of new information, future events, or otherwise. This presentation may also include discussion regarding the Company’s Contracted Revenues, which are based on certain assumptions set forth in the Company’s press release dated August 6, 2013, available on the Investors section of the Company’s website at <http://www.enernoc.com>.

Today’s presentation contains estimates and other statements that are forward-looking under the Private Securities Litigation Reform Act of 1995 and other federal securities laws including but not limited to management’s future expectations, beliefs, intentions, goals, strategies, plans or prospects. These forward-looking statements include without limitation statements relating to EnerNOC’s future financial performance, the global market opportunity for EnerNOC’s energy management applications, services and products and the future growth and success of EnerNOC’s energy management applications, services and products in general.

These forward-looking statements are subject to risks and uncertainties and involve a number of factors that could affect actual results to differ materially from those expressed or implied by such statements. Additional information concerning these factors is contained in EnerNOC’s filings with the SEC including our annual report on Form 10-K and quarterly report on Form 10-Q available at www.sec.gov. The forward-looking statements represent the company’s views as of today. EnerNOC disclaims any obligation to update these statements to reflect future events or circumstances.

During this presentation, we will refer to non-GAAP financial measures including non-GAAP net loss per share, non-GAAP earnings per share, free cash flow and adjusted EBITDA. These financial measures are non-GAAP financial measures that are not prepared in accordance with generally accepted accounting principles. The definitions and reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measure is available in the press release announcing our second quarter financial results. The press release is available on the Investor section and on our website at www.enernoc.com.

Agenda

Time	What	Who
8:30 a.m. - 9:00 a.m.	Tours of EnerNOC Network Operations Center	All
9:00 a.m. - 9:05 a.m.	Welcome, Safe Harbor, Agenda, Housekeeping	Brian Norris
9:05 a.m. - 9:30 a.m.	EnerNOC: An Energy Intelligence Software Company	Tim Healy
9:30 a.m. - 10:15 a.m.	Product and Technology Overview	Micah Remley
10:15 a.m. - 10:45 a.m.	Delivering Value to the Enterprise Customer	Gregg Dixon
10:45 a.m. - 11:45 a.m.	<i>Voice of the Customer: AEW, Constar, Fresenius Medical</i>	Gregg Dixon
11:45 a.m. - 12:00 p.m.	<i>Break (box lunches available)</i>	
12:00 p.m. - 12:30 p.m.	Growing and Diversifying Demand Response	David Brewster
12:30 p.m. - 1:00 p.m.	<i>An Outside View: Emerging Trends in Energy Markets</i>	Sam Newell
1:00 p.m. - 1:25 p.m.	Financial Update	Neil Moses
1:25 p.m. - 1:50 p.m.	Fireside Chat with Executive Team	All
1:50 p.m. - 2:00 p.m.	Closing	Tim Healy

EnerNOC Speakers



Tim Healy
Chairman and
CEO



David Brewster
President



Micah Remley
Vice President of Product
Strategy and Technology



Fielder Hiss
Vice President of Product
Management



Gregg Dixon
Senior Vice President of
Sales and Marketing



Neil Moses
Chief Financial Officer



Mark Potter
Senior Vice President of
Finance

Housekeeping

- Wireless access and power
- Webcast (and microphone instructions)
- Presentation materials
- Conference rooms and restrooms



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