



EnerNOC, Inc.
Financial and Operating Statistics

STATEMENT OF OPERATIONS RELATED STATISTICS	Three Months Ended				Twelve Months Ended	Three Months Ended
	March 31, 2013	June 30, 2013	September 30, 2013	December 31, 2013	December 31, 2013	March 31, 2014
Revenue Composition (thousands) *						
Grid Operator	\$15,063 46%	\$15,080 42%	\$236,300 85%	\$12,815 36%	\$279,258 73%	\$35,770 68%
Utility	\$11,769 36%	\$13,397 37%	\$32,673 12%	\$13,772 38%	\$71,611 19%	\$10,309 20%
Enterprise	\$6,018 18%	\$7,676 21%	\$9,500 3%	\$9,397 26%	\$32,591 8%	\$6,429 12%
Revenue Composition by Geographic Region (thousands)						
United States	\$24,763 75%	\$30,196 84%	\$225,565 81%	\$29,199 81%	\$309,722 81%	\$43,327 83%
International	\$8,087 25%	\$5,957 16%	\$52,908 19%	\$6,785 19%	\$73,738 19%	\$9,181 17%
HEADCOUNT RELATED INFORMATION						
Selling and marketing	228	235	240	231	231	244
General and administrative	387	404	397	386	386	403
Research and development	102	105	101	99	99	109
Total personnel	717	744	738	716	716	756
OTHER						
Grid Operator Customers	9	8	8	8	8	13
Utility Customers	33	35	36	36	36	43
C&I Customers Participating in Demand Response	6,000+	5,800+	5,800+	5,800+	5,800+	5,800+
C&I Sites Participating in Demand Response	14,000+	13,800+	13,800+	13,900+	13,900+	14,300+
C&I Customers with Enterprise Revenue	500+	500+	600+	600+	600+	800+
C&I Sites with Enterprise Revenue	2,400+	2,700+	2,700+	2,800+	2,800+	3,000+

The financial information presented herein should be read in conjunction with the Company's consolidated financial statements and related notes and additional information available in the Company's periodic reports filed with the Securities and Exchange Commission, including its Quarterly Reports on Form 10-Q and its Annual Report on Form 10-K.