



**EnerNOC, Inc.**  
**Financial and Operating Statistics**

	Three Months Ended				Twelve Months Ended		Three Months Ended	
	March 31, 2014	June 30, 2014	September 30, 2014	December 31, 2014	December 31, 2014		March 31, 2015	June 30, 2015
<b>STATEMENT OF OPERATIONS RELATED STATISTICS</b>								
<b>Revenue Composition (thousands)</b>								
Grid Operator	\$35,770 68%	\$22,974 52%	\$291,848 89%	\$18,236 40%	\$368,828 78%		\$23,713 47%	\$41,545 57%
Utility	\$10,309 20%	\$11,961 27%	\$27,741 8%	\$12,015 26%	\$62,026 13%		\$10,781 21%	\$12,557 17%
Enterprise	\$6,429 12%	\$9,120 21%	\$9,833 3%	\$15,712 34%	\$41,094 9%		\$16,057 32%	\$18,398 26%
<b>Revenue Composition by Geographic Region (thousands)</b>								
United States	\$43,327 83%	\$30,504 69%	\$271,673 82%	\$28,093 61%	\$373,596 79%		\$29,984 59%	\$51,517 71%
International	\$9,181 17%	\$13,551 31%	\$57,750 18%	\$17,870 39%	\$98,352 21%		\$20,567 41%	\$20,983 29%
<b>HEADCOUNT RELATED INFORMATION</b>								
Selling and Marketing	244	263	274	306	306		375	372
General and Administrative & Operations	403	418	438	461	461		520	547
Research and Development	109	143	140	161	161		179	206
Personnel in Cost of Revenues	-	167	179	197	197		198	240
Total personnel	756	991	1,031	1,125	1,125		1,272	1,365
<b>OTHER</b>								
Enterprise Customers	800	1,000	1,200	1,300	1,300		4,400	4,300
Enterprise Sites	3,000	33,300	35,300	35,700	35,700		71,800	79,100
Enterprise ARR (millions)	\$8	\$17	\$19	\$20	\$20		\$55	\$58
Enterprise ARR Churn Rate	N/A	N/A	N/A	18%	18%		11%	12%
Enterprise ARR Net Churn Rate	N/A	N/A	N/A	15%	15%		6%	-4%
Utility Customers	43	46	46	52	52		52	50
Utility ARR (millions)	\$59	\$58	\$63	\$67	\$67		\$67	\$64
Utility ARR Churn Rate	N/A	N/A	N/A	13%	13%		13%	18%
Utility ARR Net Churn Rate	N/A	N/A	N/A	10%	10%		8%	15%
Grid Operators	13	14	14	14	14		14	14
Demand Response Customers	5,800	6,100	6,300	6,500	6,500		6,500	6,400
Demand Response Sites	14,300	15,000	15,300	15,000	15,000		15,200	15,000

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.