



**EnerNOC, Inc.**  
**Financial and Operating 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	June 30, 2014	September 30, 2014
<b>STATEMENT OF OPERATIONS RELATED STATISTICS</b>								
<b>Revenue Composition (thousands)</b>								
Grid Operator	\$15,063 46%	\$15,080 42%	\$236,300 85%	\$12,815 36%	\$279,258 73%	\$35,770 68%	\$22,974 52%	\$291,848 89%
Utility	\$11,769 36%	\$13,397 37%	\$32,673 12%	\$13,772 38%	\$71,611 19%	\$10,309 20%	\$11,961 27%	\$27,741 8%
Enterprise	\$6,018 18%	\$7,676 21%	\$9,500 3%	\$9,397 26%	\$32,591 8%	\$6,429 12%	\$9,120 21%	\$9,833 3%
<b>Revenue Composition by Geographic Region (thousands)</b>								
United States	\$24,763 75%	\$30,196 84%	\$225,565 81%	\$29,199 81%	\$309,722 81%	\$43,327 83%	\$30,504 69%	\$271,683 82%
International	\$8,087 25%	\$5,957 16%	\$52,908 19%	\$6,785 19%	\$73,738 19%	\$9,181 17%	\$13,551 31%	\$57,739 18%
<b>HEADCOUNT RELATED INFORMATION</b>								
Selling and marketing	228	235	240	231	231	244	263	274
General and administrative & Operations*	387	404	397	386	386	403	585	617
Research and development	102	105	101	99	99	109	143	140
Total personnel	717	744	738	716	716	756	991	1,031
<b>OTHER</b>								
Grid Operator Customers	9	8	8	8	8	13	14	14
Utility Customers	33	35	36	36	36	43	46	46
C&I Customers Participating in Demand Response	6,000+	5,800+	5,800+	5,800+	5,800+	5,800+	6,100+	6,300+
C&I Sites Participating in Demand Response	14,000+	13,800+	13,800+	13,900+	13,900+	14,300+	15,000+	15,300+
C&I Customers Under Enterprise Revenue Contracts	500+	500+	600+	600+	600+	800+	1,000+	1,200+
C&I Sites Under Enterprise Revenue Contracts	2,400+	2,700+	2,700+	2,800+	2,800+	3,000+	33,300+	35,300+

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.

\*Includes personnel that are categorized as Cost Of Revenues and are thus not included in headcount related to Operating Expenses in the 10-Q. As of June 30, 2014 167 full time employees from the Q2 acquisition of EnTech were included within Cost Of Revenues. As of September 30, 2014 179 full time employees were included within Cost Of Revenues.