



EnerNOC, Inc.
Condensed Consolidated Balance Sheets
(in thousands)

	March 31, 2014	June 30, 2014	September 30, 2014	December 31, 2014	March 31, 2015
ASSETS					
Current Assets:					
Cash and cash equivalents	\$ 103,698	\$ 108,903	\$ 246,215	\$ 254,351	\$ 152,428
Restricted cash	1,197	916	1,097	813	344
Accounts receivable, net	46,528	25,193	56,994	40,875	43,010
Unbilled revenue	27,507	1,147	156,432	97,512	40,040
Capitalized incremental direct customer contract costs	16,267	43,805	6,955	7,633	7,800
Prepaid expenses, deposits and other current assets	10,864	12,387	13,281	19,137	22,853
Total Current Assets	206,061	192,351	480,974	420,321	266,475
Property and equipment, net	48,425	49,616	50,303	50,458	49,753
Goodwill and intangible assets, net	120,153	131,232	125,194	146,050	215,201
Capitalized incremental direct customer contract costs, long-term	1,910	1,956	1,726	982	912
Deposits and other assets	2,794	3,188	6,641	6,891	8,234
TOTAL ASSETS	\$ 379,343	\$ 378,343	\$ 664,838	\$ 624,702	\$ 540,575
LIABILITIES AND STOCKHOLDERS' EQUITY					
Current Liabilities:					
Accounts payable	\$ 1,532	\$ 2,301	\$ 2,187	\$ 9,250	\$ 3,863
Accrued capacity payments	58,497	38,339	126,084	92,332	58,726
Accrued payroll and related expenses	10,978	15,394	16,268	18,446	17,757
Accrued expenses and other current liabilities	14,931	29,341	30,447	28,724	27,201
Deferred revenue	29,281	51,141	13,143	13,738	17,791
Total Current Liabilities	115,219	136,516	188,129	162,490	125,338
Deferred tax liability	6,938	9,715	14,542	16,449	16,570
Deferred revenue	7,997	7,168	7,623	5,816	6,750
Convertible senior notes, net	-	-	137,907	138,908	139,900
Other	8,402	8,872	8,960	8,919	8,969
STOCKHOLDERS' EQUITY:					
Common stock	30	31	29	30	30
Additional paid-in capital	354,140	356,482	353,006	365,855	369,630
Accumulated other comprehensive loss	(1,987)	(1,647)	(3,219)	(4,752)	(7,294)
Accumulated deficit	(111,767)	(139,152)	(42,479)	(69,260)	(119,561)
Total EnerNOC, Inc. stockholders' equity	240,416	215,714	307,337	291,873	242,805
Noncontrolling interest	371	358	340	247	243
Total stockholders' equity	240,787	216,072	307,677	292,120	243,048
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 379,343	\$ 378,343	\$ 664,838	\$ 624,702	\$ 540,575

Certain amounts have been reclassified to conform with the current presentation.