

	March 31, 2014	June 30, 2014	September 30, 2014	December 31, 2014	March 31, 2015	June 30, 2015	September 30, 2015	December 31, 2015
ASSETS								
Current Assets:								
Cash and cash equivalents	\$ 103,698	\$ 108,903	\$ 246,215	\$ 254,351	\$ 152,428	\$ 143,555	\$ 141,940	\$ 138,120
Restricted cash	1,197	916	1,097	813	344	288	2,314	464
Accounts receivable, net	46,528	25,193	56,994	40,875	43,010	38,729	61,206	43,355
Unbilled revenue	27,507	1,147	156,432	97,512	40,040	19,131	111,835	70,101
Capitalized incremental direct customer contract costs	16,267	43,805	6,955	7,633	7,800	19,356	21,047	33,917
Prepaid expenses, deposits and other current assets	10,864	12,387	12,611	18,450	22,147	23,443	22,524	7,654
Total Current Assets	206,061	192,351	480,304	419,634	265,769	244,502	360,866	293,611
Property and equipment, net	48,425	49,616	50,303	50,458	49,753	49,656	51,750	49,653
Goodwill and intangible assets, net	120,153	131,232	125,194	146,050	215,201	213,304	207,518	94,099
Deposits and other assets	4,704	5,144	5,057	4,742	6,197	5,615	5,321	6,351
TOTAL ASSETS	\$ 379,343	\$ 378,343	\$ 660,858	\$ 620,884	\$ 536,920	\$ 513,077	\$ 625,455	\$ 443,714
LIABILITIES AND STOCKHOLDERS' EQUITY								
Current Liabilities:								
Accounts payable	\$ 1,532	\$ 2,301	\$ 2,187	\$ 9,250	\$ 3,863	\$ 2,255	\$ 2,242	\$ 6,002
Accrued capacity payments	58,497	38,339	126,084	92,332	58,726	46,243	130,479	104,278
Accrued payroll and related expenses	10,978	15,394	16,268	18,446	17,757	20,685	18,862	18,058
Accrued expenses and other current liabilities	14,931	29,341	30,447	28,724	27,201	25,245	25,970	20,734
Deferred revenue	29,281	51,141	13,143	13,738	17,791	22,919	36,138	55,631
Total Current Liabilities	115,219	136,516	188,129	162,490	125,338	117,347	213,691	204,703
Deferred acquisition consideration								
Deferred tax liability	6,938	9,715	14,542	16,449	16,570	16,857	16,878	355
Deferred revenue	7,997	7,168	7,623	5,816	6,750	6,279	6,509	3,696
Convertible senior notes, net	-	-	133,927	135,090	136,245	137,443	139,044	111,254
Other liabilities	8,402	8,872	8,960	8,919	8,969	8,971	9,341	8,763
STOCKHOLDERS' EQUITY:								
Undesignated preferred stock	-	-	-	-	-	-	-	-
Common stock	30	31	29	30	30	31	31	30
Additional paid-in capital	354,140	356,482	353,006	365,855	369,630	371,665	374,583	377,473
Accumulated other comprehensive loss	(1,987)	(1,647)	(3,219)	(4,752)	(7,294)	(7,402)	(9,471)	(8,524)
Accumulated deficit	(111,767)	(139,152)	(42,479)	(69,260)	(119,561)	(138,342)	(125,355)	(254,335)
Total EnerNOC, Inc. stockholders' equity	240,416	215,714	307,337	291,873	242,805	225,952	239,788	114,644
Noncontrolling interest	371	358	340	247	243	228	204	299
Total stockholders' equity	240,787	216,072	307,677	292,120	243,048	226,180	239,992	114,943
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 379,343	\$ 378,343	\$ 660,858	\$ 620,884	\$ 536,920	\$ 513,077	\$ 625,455	\$ 443,714

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