



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

	March 31, 2014	June 30, 2014	September 30, 2014	December 31, 2014	March 31, 2015	June 30, 2015
<b>ASSETS</b>						
<b>Current Assets:</b>						
Cash and cash equivalents	\$ 103,698	\$ 108,903	\$ 246,215	\$ 254,351	\$ 152,428	\$ 143,555
Restricted cash	1,197	916	1,097	813	344	288
Accounts receivable, net	46,528	25,193	56,994	40,875	43,010	38,729
Unbilled revenue	27,507	1,147	156,432	97,512	40,040	19,131
Capitalized incremental direct customer contract costs	16,267	43,805	6,955	7,633	7,800	19,356
Prepaid expenses, deposits and other current assets	10,864	12,387	13,281	19,137	22,853	24,166
<b>Total Current Assets</b>	<b>206,061</b>	<b>192,351</b>	<b>480,974</b>	<b>420,321</b>	<b>266,475</b>	<b>245,225</b>
Property and equipment, net	48,425	49,616	50,303	50,458	49,753	49,656
Goodwill and intangible assets, net	120,153	131,232	125,194	146,050	215,201	213,304
Capitalized incremental direct customer contract costs, long-term	1,910	1,956	1,726	982	912	440
Deposits and other assets	2,794	3,188	6,641	6,891	8,234	7,937
<b>TOTAL ASSETS</b>	<b>\$ 379,343</b>	<b>\$ 378,343</b>	<b>\$ 664,838</b>	<b>\$ 624,702</b>	<b>\$ 540,575</b>	<b>\$ 516,562</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>						
<b>Current Liabilities:</b>						
Accounts payable	\$ 1,532	\$ 2,301	\$ 2,187	\$ 9,250	\$ 3,863	\$ 2,255
Accrued capacity payments	58,497	38,339	126,084	92,332	58,726	46,243
Accrued payroll and related expenses	10,978	15,394	16,268	18,446	17,757	20,685
Accrued expenses and other current liabilities	14,931	29,341	30,447	28,724	27,201	25,245
Deferred revenue	29,281	51,141	13,143	13,738	17,791	22,919
<b>Total Current Liabilities</b>	<b>115,219</b>	<b>136,516</b>	<b>188,129</b>	<b>162,490</b>	<b>125,338</b>	<b>117,347</b>
Deferred tax liability	6,938	9,715	14,542	16,449	16,570	16,857
Deferred revenue	7,997	7,168	7,623	5,816	6,750	6,279
Convertible senior notes, net	-	-	137,907	138,908	139,900	140,928
Other	8,402	8,872	8,960	8,919	8,969	8,971
<b>STOCKHOLDERS' EQUITY:</b>						
Common stock	30	31	29	30	30	31
Additional paid-in capital	354,140	356,482	353,006	365,855	369,630	371,665
Accumulated other comprehensive loss	(1,987)	(1,647)	(3,219)	(4,752)	(7,294)	(7,402)
Accumulated deficit	(111,767)	(139,152)	(42,479)	(69,260)	(119,561)	(138,342)
<b>Total EnerNOC, Inc. stockholders' equity</b>	<b>240,416</b>	<b>215,714</b>	<b>307,337</b>	<b>291,873</b>	<b>242,805</b>	<b>225,952</b>
Noncontrolling interest	371	358	340	247	243	228
<b>Total stockholders' equity</b>	<b>240,787</b>	<b>216,072</b>	<b>307,677</b>	<b>292,120</b>	<b>243,048</b>	<b>226,180</b>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>\$ 379,343</b>	<b>\$ 378,343</b>	<b>\$ 664,838</b>	<b>\$ 624,702</b>	<b>\$ 540,575</b>	<b>\$ 516,562</b>

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