



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	September 30, 2015
STATEMENT OF OPERATIONS RELATED STATISTICS								
Revenue Composition (thousands)								
Grid Operator	\$35,770 68%	\$22,974 52%	\$291,848 89%	\$18,236 40%	\$368,828 78%	\$23,713 47%	\$41,545 57%	\$173,374 80%
Utility	\$10,309 20%	\$11,961 27%	\$27,741 8%	\$12,015 26%	\$62,026 13%	\$10,781 21%	\$12,557 17%	\$27,160 12%
Enterprise	\$6,429 12%	\$9,120 21%	\$9,833 3%	\$15,712 34%	\$41,094 9%	\$16,057 32%	\$18,398 26%	\$16,790 8%
Revenue Composition by Geographic Region (thousands)								
United States	\$43,327 83%	\$30,504 69%	\$271,673 82%	\$28,093 61%	\$373,596 79%	\$29,984 59%	\$51,517 71%	\$194,621 90%
International	\$9,181 17%	\$13,551 31%	\$57,750 18%	\$17,870 39%	\$98,352 21%	\$20,567 41%	\$20,983 29%	\$22,703 10%
HEADCOUNT RELATED INFORMATION								
Selling and Marketing	244	263	274	306	306	375	372	335
General and Administrative & Operations	403	418	438	461	461	520	547	567
Research and Development	109	143	140	161	161	179	206	199
Personnel in Cost of Revenues	-	167	179	197	197	198	240	245
Total personnel	756	991	1,031	1,125	1,125	1,272	1,365	1,346
OTHER								
Enterprise Customers	800	1,000	1,200	1,300	1,300	4,400	4,300	4,100
Enterprise Sites	3,000	33,300	35,300	35,700	35,700	71,800	79,100	77,300
Enterprise ARR (millions)	\$8	\$17	\$19	\$20	\$20	\$55	\$58	\$58
Enterprise ARR Churn Rate	N/A	N/A	N/A	18%	18%	11%	12%	15%
Enterprise ARR Net Churn Rate	N/A	N/A	N/A	15%	15%	6%	-4%	-3%
Utility Customers	43	46	46	52	52	52	50	51
Utility ARR (millions)	\$59	\$58	\$63	\$67	\$67	\$67	\$64	\$65
Utility ARR Churn Rate	N/A	N/A	N/A	13%	13%	13%	18%	16%
Utility ARR Net Churn Rate	N/A	N/A	N/A	10%	10%	8%	15%	14%
Grid Operators	13	14	14	14	14	14	14	14
Demand Response Customers	5,800	6,100	6,300	6,500	6,500	6,500	6,400	6,400
Demand Response Sites	14,300	15,000	15,300	15,000	15,000	15,200	15,000	15,200

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.