



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

	March 31, 2013	June 30, 2013	September 30, 2013	December 31, 2013	March 31, 2014
<b>ASSETS</b>					
<b>Current Assets:</b>					
Cash and cash equivalents	\$ 114,827	\$ 101,576	\$ 111,230	\$ 149,189	\$ 103,698
Restricted cash	27	174	1,363	1,834	1,197
Accounts receivable, net	26,968	25,470	61,518	35,933	46,528
Unbilled revenue	18,697	813	118,583	66,675	27,507
Capitalized incremental direct customer contract costs	15,855	26,253	3,513	9,509	16,267
Prepaid expenses, deposits and other current assets	7,421	7,735	7,363	7,543	10,864
<b>Total Current Assets</b>	<b>183,795</b>	<b>162,021</b>	<b>303,570</b>	<b>270,683</b>	<b>206,061</b>
Property and equipment, net	41,991	51,091	50,062	47,419	48,425
Goodwill and intangible assets, net	103,456	98,259	97,742	94,290	120,153
Capitalized incremental direct customer contract costs, long-term	3,340	2,442	2,213	1,995	1,910
Deposits and other assets	762	1,001	1,483	1,568	2,794
<b>TOTAL ASSETS</b>	<b>\$ 333,344</b>	<b>\$ 314,814</b>	<b>\$ 455,070</b>	<b>\$ 415,955</b>	<b>\$ 379,343</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>					
<b>Current Liabilities:</b>					
Accounts payable	\$ 8,599	\$ 2,881	\$ 1,709	\$ 2,031	\$ 1,532
Accrued capacity payments	32,159	30,110	96,507	76,676	58,497
Accrued payroll and related expenses	11,807	13,115	11,675	13,370	10,978
Accrued expenses and other current liabilities	12,017	13,680	13,653	12,386	14,931
Deferred revenue	32,263	48,796	17,235	20,625	29,281
<b>Total Current Liabilities</b>	<b>96,845</b>	<b>108,582</b>	<b>140,779</b>	<b>125,088</b>	<b>115,219</b>
Deferred tax liability	4,594	4,966	6,379	6,211	6,938
Deferred revenue	10,630	9,247	7,563	6,819	7,997
Other	6,466	8,970	9,991	8,342	8,402
<b>STOCKHOLDERS' EQUITY:</b>					
Common stock	30	30	30	30	30
Additional paid-in capital	349,484	353,093	353,490	353,354	354,140
Accumulated other comprehensive loss	(726)	(1,744)	(1,689)	(2,535)	(1,987)
Accumulated Deficit	(133,979)	(168,330)	(61,473)	(81,354)	(111,767)
<b>Total EnerNOC, Inc. stockholders' equity</b>	<b>214,809</b>	<b>183,049</b>	<b>290,358</b>	<b>269,495</b>	<b>240,416</b>
Noncontrolling interest	-	-	-	-	371
<b>Total stockholders' equity</b>	<b>214,809</b>	<b>183,049</b>	<b>290,358</b>	<b>269,495</b>	<b>240,787</b>
<b>TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY</b>	<b>\$ 333,344</b>	<b>\$ 314,814</b>	<b>\$ 455,070</b>	<b>\$ 415,955</b>	<b>\$ 379,343</b>

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