Agenda

1. EnerNOC overview
2. Challenges facing energy policymakers
3. Our approach to solving today’s challenges
EnerNOC is a NASDAQ-listed Energy Intelligence Software company with a proven track record

**Strong Financial Profile**
- 2014 Revenues: $472M
- $150M in cash/cash equivalents on balance sheet
- Publicly traded on the NASDAQ (ENOC)
- 1,200+ employees and growing

**Full Value & Technology Offering**
- Combines technology, managed services, and market access
- ~$200M invested to date in technology

**Proven Customer Track Record**
- Thousands of enterprise customers across over 35,000 sites
- Over $1B in customer savings delivered to date
- Market leader in demand response

To learn more, visit [http://www.enernoc.com](http://www.enernoc.com)
We are seeing five challenges emerge across diverse geographies for state energy policymakers

<table>
<thead>
<tr>
<th>Challenge</th>
<th>Description</th>
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<tbody>
<tr>
<td>Managing high costs</td>
<td>• Reducing state government energy spend</td>
</tr>
<tr>
<td></td>
<td>• Enabling state economic competitiveness through low cost energy policy</td>
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<tr>
<td>Clean Power Plan</td>
<td>• Reducing emissions and preserving reliability in a low cost-manner</td>
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<tr>
<td>Customer Engagement</td>
<td>• Engaging customers that have been difficult to reach in the past – especially the “frozen middle” small and medium enterprises</td>
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<td>Leveraging AMI deployment</td>
<td>• Showing customers the value of their smart meter through clear and actionable data</td>
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<td>Grid Reliability</td>
<td>• Managing the proliferation of distributed energy resources</td>
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Policy drivers that enable intelligent efficiency

1. Set aggressive goals for overall usage and cost at state facilities
2. Develop a holistic approach to intelligent energy management, to drive cost efficiencies, not just energy efficiency
3. Fund broader EE efforts by participating in demand response markets
4. Participate in open commodity markets
EIS provides an energy management platform for customers and a customer engagement platform for utilities

Customer engagement
45% higher participation in utility programs

Reduce cost to serve
More efficient communications: 2x increase in open rates; 10x increase in click-through rates
Lower cost energy procurement

Manage demand
Billions of dollars in savings delivered

kWh savings
1-3% savings for select SME verticals
Commercial, government and industrial customers directly purchase our EIS, allowing them to properly manage energy costs.

**How you buy it**

1. Budgets and Procurement (e.g., auction)
2. Utility Bill Management (UBM)

**How much you use**

3. Visibility and Reporting
4. Facility Optimization
5. Project Tracking

**When you use it**

6. Demand Response
7. Demand Management
EnerNOC provides EIS and procurement to several state and local governments

- Massachusetts
- New Jersey
- Connecticut
- Pennsylvania
- Delaware
- Maryland
Massachusetts deploys EnerNOC software to over 17 MM square feet of state-owned buildings

Finds over $2,600,000 in low/no-cost savings; total energy spend down $5M since deployment

“Measuring energy performance for all fuel types in real time, the project will quickly and accurately reveal patterns and pockets of inefficiency that exist even in the best-run buildings.”

Ian Bowles, Energy and Environmental Affairs Secretary

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<tr>
<th>Customer Since 2010</th>
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<tbody>
<tr>
<td>Industry</td>
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<tr>
<td>State government (DOER)</td>
</tr>
<tr>
<td>Number of buildings</td>
</tr>
<tr>
<td>470</td>
</tr>
<tr>
<td>Types of buildings</td>
</tr>
<tr>
<td>Office buildings, colleges, prisons</td>
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<tr>
<td>Energy spend monitored</td>
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<tr>
<td>$60M</td>
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Key Results

- $2,600,000 in total savings from low/no cost savings measures
- Ability to do charge-backs for multi-site organizations, like campuses
We have developed partnerships with key players in the energy ecosystem, as the software layer to integrate all the pieces.
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