



A Clean Energy Grid

January 23, 2012

Topics

EnerNOC Overview

Demand Response

Energy Efficiency

EnerNOC: C&I Energy Management Leader

Market Leadership

- Incorporated in 2003; Initial Public Offering in 2007
- Based in Boston, Massachusetts; over 600 employees in 5 countries & 3 continents
- 579 MW at IPO → over 7,000 MW today
- 1,308 C&I sites at IPO → over 11,000 today
- Over 800 demand response dispatches since IPO; over 300 in 2011

Financial Strength

- \$250m contracted revenue at IPO → \$1.3Bln⁽¹⁾ on June 7, 2011
- Generated \$45.1m of Cash Flow from Operations and \$25.8m of Free Cash Flow in 2010
- Expect to generate \$10-20m of cash in 2011 and \$80-100m through 2013
- \$77.4m Cash & equivalents at September 30, 2011
- \$75m Credit Facility with SVB & TD Bank

Innovative Smart Grid Energy Management Applications



DemandSMART



EfficiencySMART



SupplySMART



CarbonSMART

ENERGY MANAGEMENT APPLICATION PLATFORM

¹ As of June 7, 2011, we estimate our total contracted revenue to be approximately \$1.3 billion, 85% of which we expect to earn and recognize as revenue by May 2015

EnerNOC Vision

We will create a world in which energy management is as integral as accounting to the operation of every organization.

EnerNOC Mission

Our mission is to unlock the full value of energy management for C&I customers, grid operators, and utilities by reducing real-time demand for electricity, increasing energy efficiency, improving energy supply transparency, and mitigating emissions. We accomplish this by hiring phenomenally talented people, building world-class technology, and bringing progressive commercial applications to market.

The “Energy Internet”

Like the Internet, we believe that the Smart Grid will have two layers:

Infrastructure Layer

Consisting of hardware:
poles, transmission lines,
switches, meters,
communications
protocols, etc.

Application Layer

Functionality so that managed
service providers can *extract value*
from underlying infrastructure.



Agenda

EnerNOC Overview

 **Demand Response**

Energy Efficiency

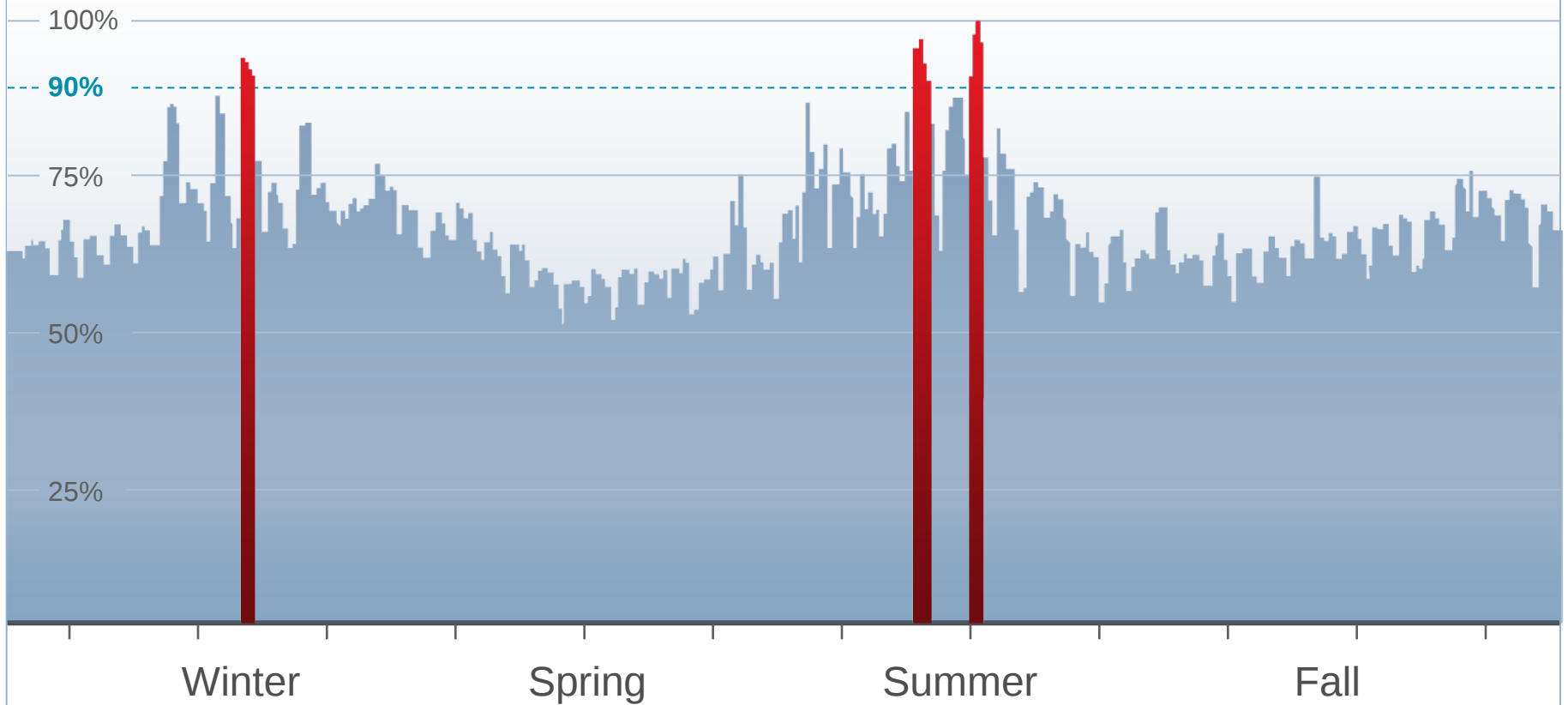


Comprehensive Demand Response

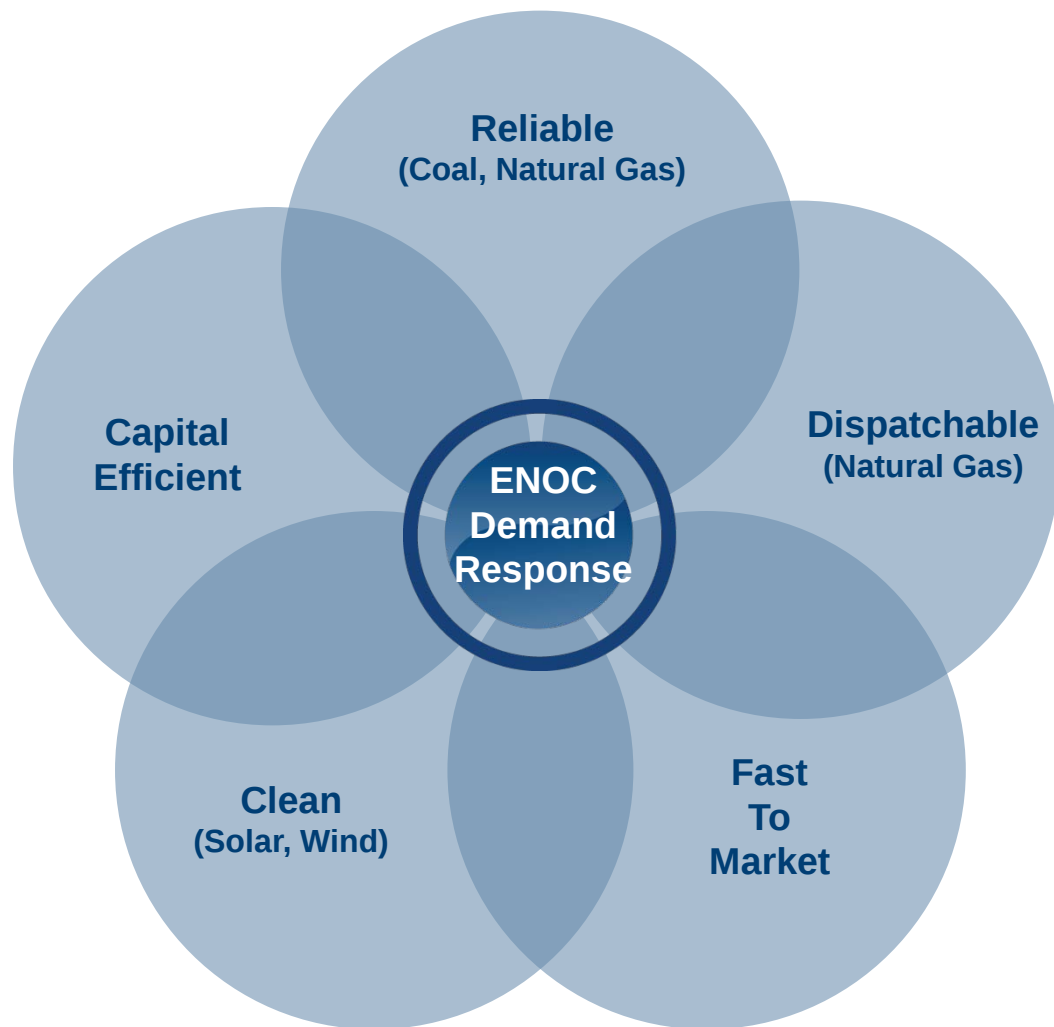
"Demand response is clearly the '**killer application**' of the smart grid."

- **FERC Commissioner Jon Wellinghoff**

The Peak Demand Problem



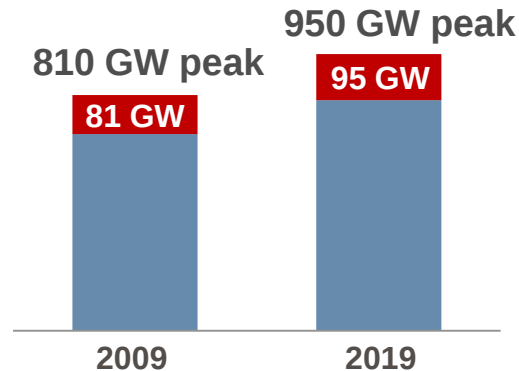
The Peak Solution: EnerNOC Demand Response



DemandSMART has the best attributes of all alternative sources of generation:

- ✓ **Clean** (LIKE SOLAR & WIND)
- ✓ **Dispatchable** (LIKE NATURAL GAS)
- ✓ **Reliable** (LIKE COAL/NUCLEAR)
- ✓ **Capital-efficient**
(LIKE THERMAL POWER PLANTS)
- ✓ **Fast-to-market**

Addressable market =
>10% of U.S. peak demand



Source: FERC estimates, "A National Assessment of Demand Response Potential", June 2009

Energy Network Operations Center



Agenda

EnerNOC Overview

Demand Response Opportunity

 **Energy Efficiency**



EfficiencySMART

Data-Driven Energy Efficiency

“Energy doesn’t call in the middle of the night and tell you that it’s getting wasted.”

Chris Powell
Director, Brown University
(Answering the question: “Why EnerNOC?”)

EnerNOC Energy Efficiency Product Platform

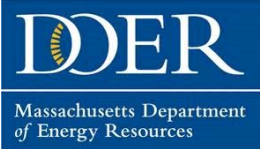
Product	Description	Deliverable
 Services	Expert perspective on options for and value of comprehensive energy management w/ deep dive into facility performance to identify savings opportunities.	<i>Strategic energy plan</i> <i>Engineering quality energy audits.</i> <i>Commissioning</i>
 Technology	Enterprise-wide, meter-level real-time data collection, presentment, and analysis plus persistent commissioning to ensure long-term savings.	<i>Metering, web-based EMS/system of record</i> <i>Monthly scorecards</i> <i>Data-driven commissioning</i>

Goal: 15%+ Annual Energy Savings, <12 Month Payback



EfficiencySMART

Data-Driven Energy Efficiency

Education	Commercial Property	Manufacturing	Food Sales and Storage
 Princeton University   BROWN Carnegie Mellon University   Trinity College HARTFORD • CONNECTICUT	Morgan Stanley BEACON CAPITAL PARTNERS  Boston Properties  Massachusetts Department of Energy Resources Raytheon  PARAMOUNT GROUP, INC.	Genentech IN BUSINESS FOR LIFE  SEPRACOR  GRAHAM PACKAGING COMPANY INC.   	 Stop & Shop®  Owned by Dairy Farmers Since 1919    INCORPORATED

 **ENERNOC**

