



ICC Resource Adequacy Policy Session

November 19, 2015

About EnerNOC



Strong Financial Profile

- 2014 Revenues: \$472M
- 2014 Adjusted EBITDA: \$76M
- \$143M in cash/cash equivalents on balance sheet
- Publicly traded on the NASDAQ (ENOC)
- Over 1,300 employees and growing fast; multiple "top places to work" awards

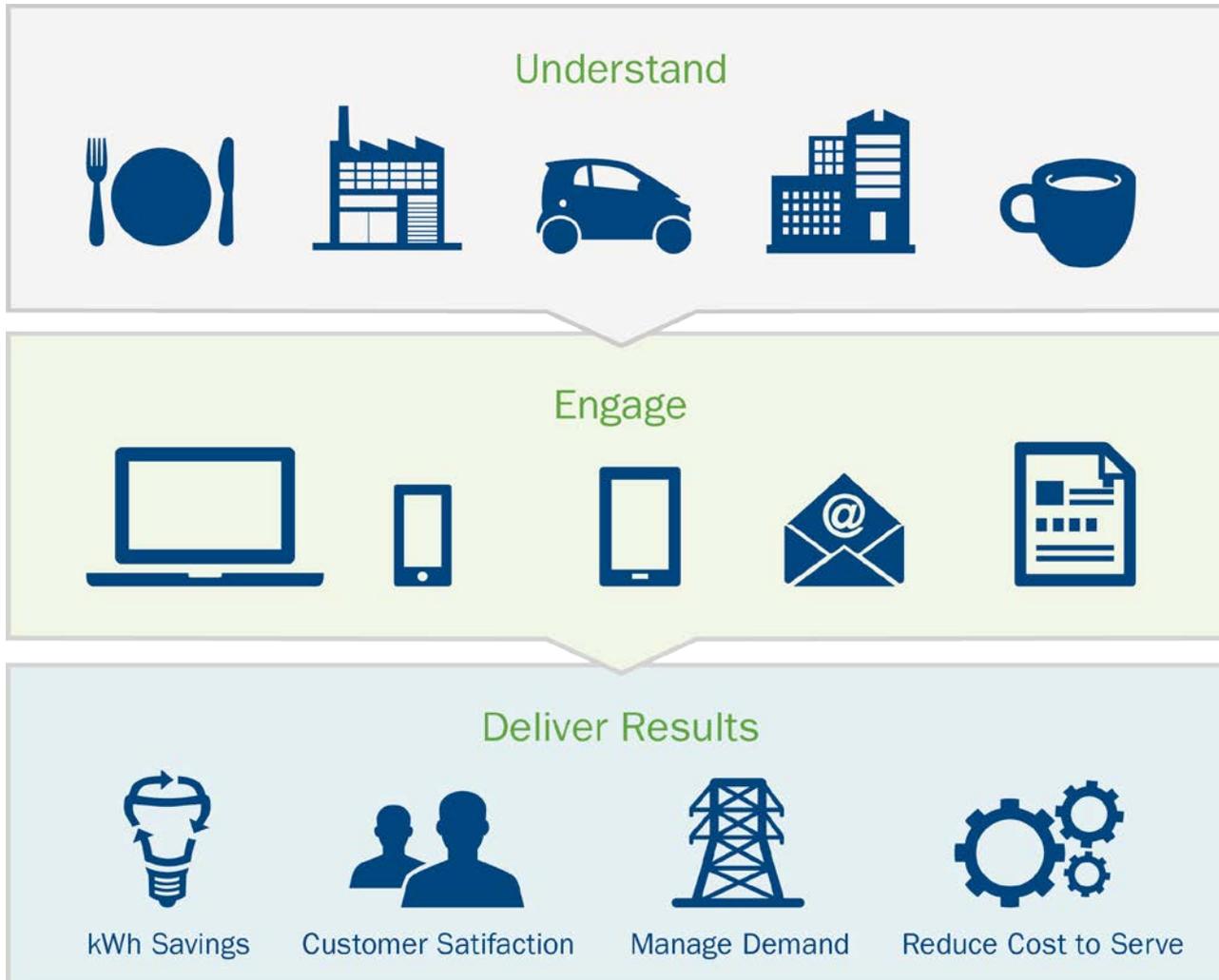
Full Value and Technology Offering

- Energy Intelligence Software (EIS) application platform addresses demand- and supply-side, leveraging data visualization and analytics
- 24/7/365 Network Operations Center, real-time metering and web-based monitoring from any device
- ~\$200M invested to date in technology

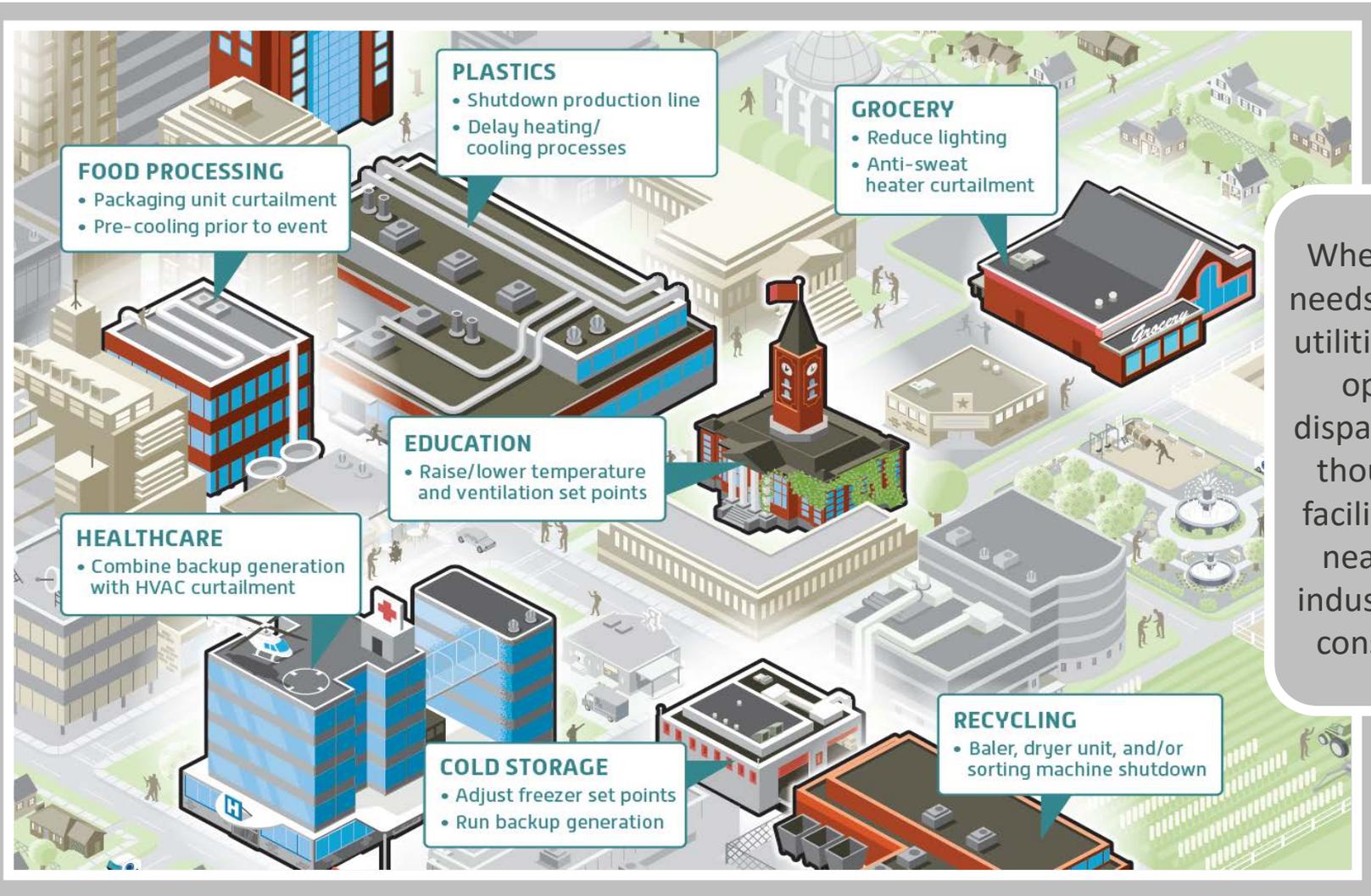
Proven Customer Track Record

- Market leader in demand response
- 50+ utility clients
- 6,000 enterprise customers across nearly 80,000 sites
- 24-27 GW of peak demand under management; 30%-35% is dispatchable DR

The customer engagement platform for utilities is premised on deeper understanding and segmentation of customers

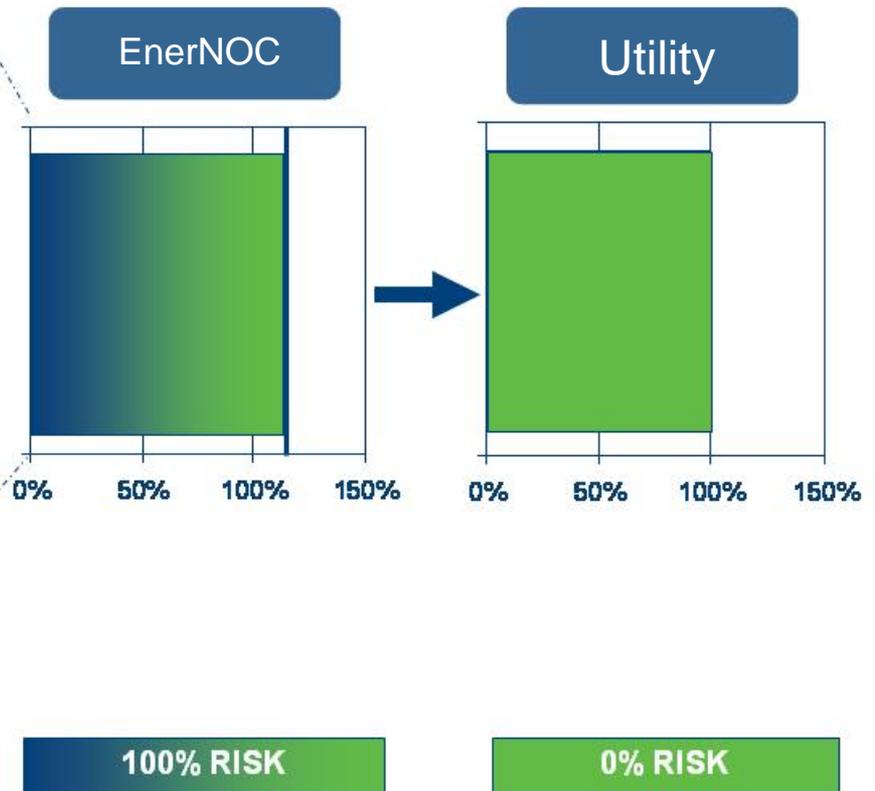


Demand Response, a Distributed Energy Resource, has kept capacity costs down for the grid



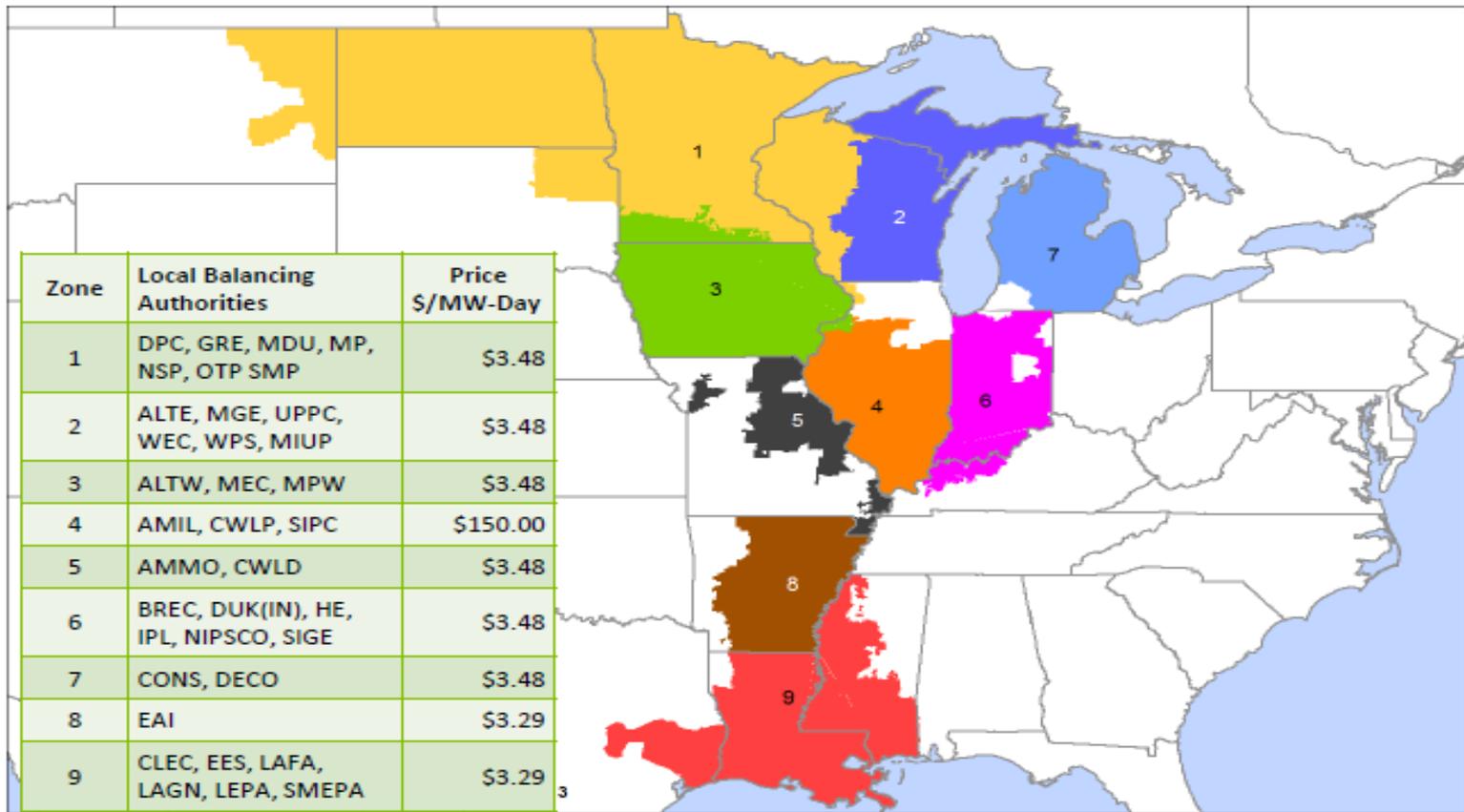
Risk Management through Aggregation

Using a portfolio approach, EnerNOC can manage 100% of the risk of delivering firm capacity to its utility clients, while also eliminating risk for end-use customers.



Relatively high capacity prices in Zone 4 could be exacerbated if retirements occur...

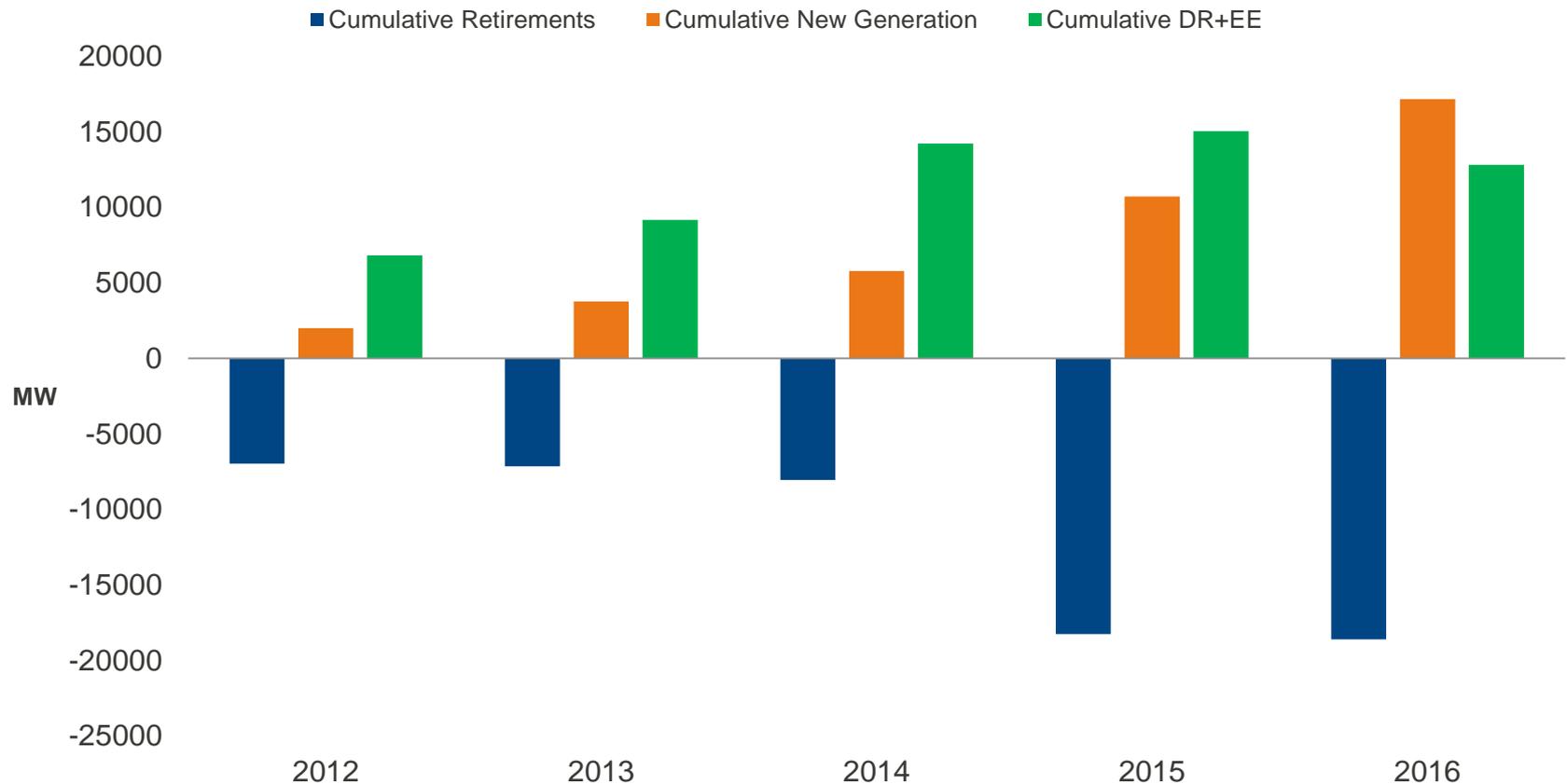
2015/2016 Auction Clearing Price Overview



DR Cost-Effectively Offset PJM Retirements; Saved \$11.8 B

DR can reduce capacity volatility and maintain reliability in MISO

Retirements, New Generation, and DR Growth in PJM*



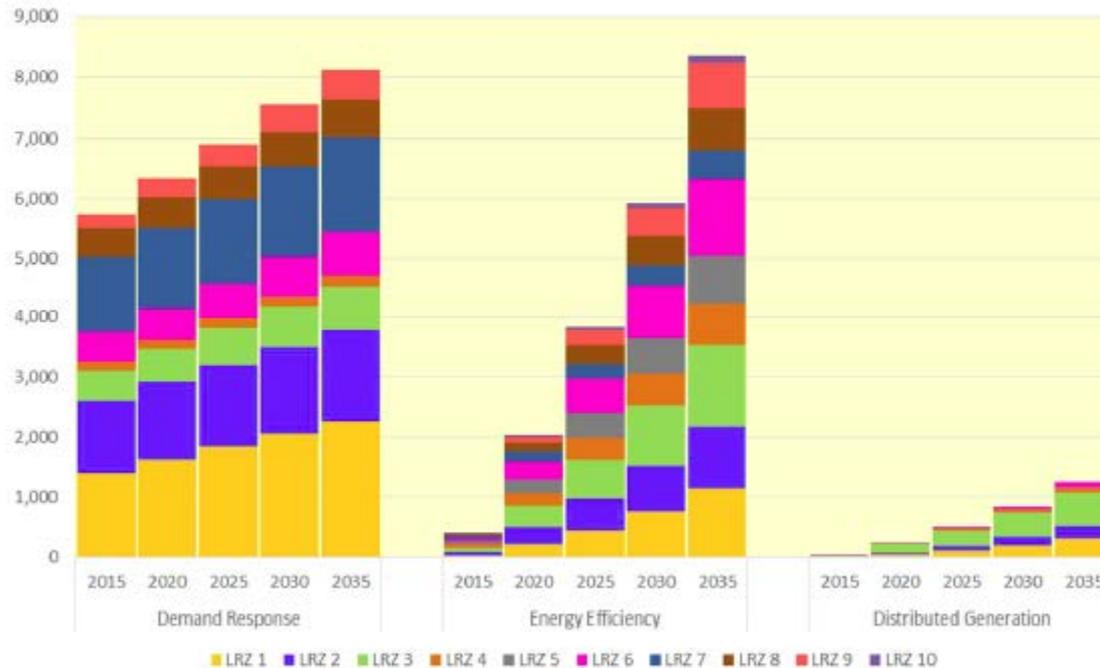
* Source: PJM, UBS Estimates

MISO Peak Savings 2015-2035 by Region

Existing Programs Plus case



Peak Demand Savings (MW)

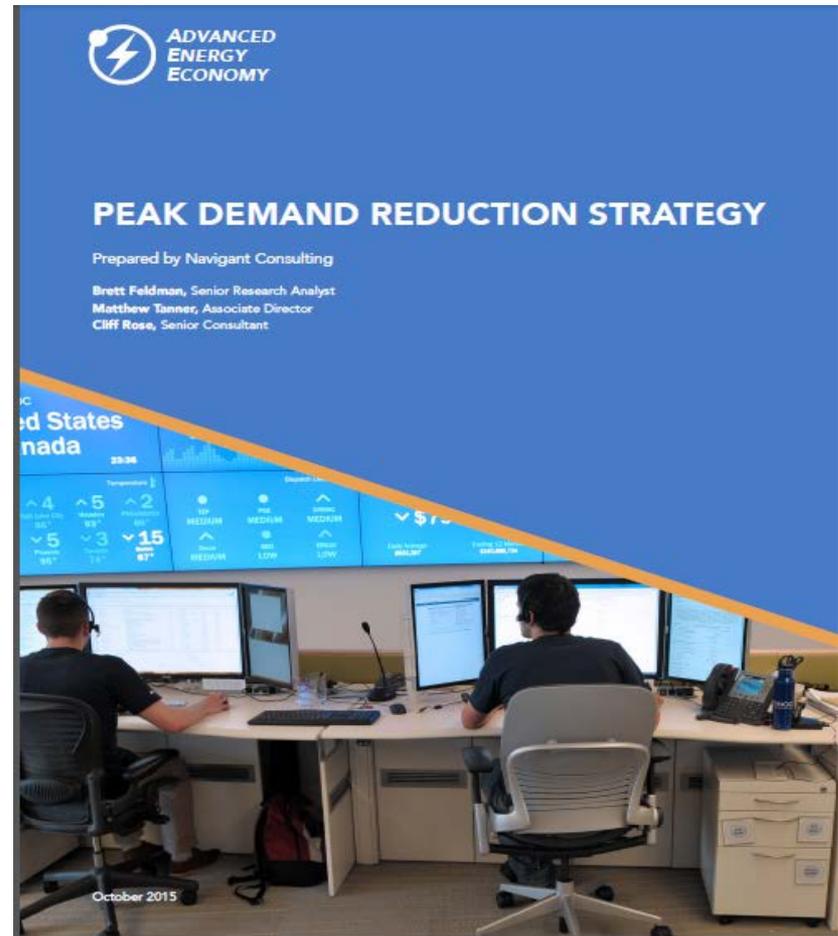


*Retail sales at the meter, does not include losses.

Recent 3rd party report highlights potential benefits of more DR in IL; ~\$2.65 saved for every \$1 spent

- “Therefore, by passing peak demand reduction mandates into law, or creating peak demand reduction programs, policymakers and utilities in Massachusetts, **Illinois**, and neighboring states could significantly reduce costs for ratepayers, strengthen reliability, and facilitate compliance with the Clean Power Plan.” –

“Peak Demand Reduction Strategy.” Prepared by Navigant Consulting for Advanced Energy Economy.



EnerNOC Partners with Utilities to Bring DR to Market Quickly and Reliably

- **100%+ average performance** across thousands of dispatches
- **9,000+** dispatchable MW
- **30+** utilities served
- Capacity delivered to market in **under 6 months**

UTILICO

Today's Performance
All portfolios: All sites (35)

Dispatches (3 of 3)

Program	Reduction period	Performance
<input checked="" type="checkbox"/> PRGM A	4:00pm - 5:00pm	85%
<input type="checkbox"/> PRGM D	4:00pm - 5:00pm	92%
<input type="checkbox"/> PRGM B	4:00pm - 5:00pm	100%

Participating locations (3 of 9)

[View all participating locations >](#)

Name	kWh expected	Performance
Fairhaven Hot...	70	81%
Fairview Hotel...	80	82%
Fairdeal Motel...	90	92%

Today's performance
PRGM A: Fairhaven Hotel
Tues May 12 2015 2:00pm - 4:00pm EDT

Performing under expectation
Delivering 20.25 of 25 kW (81%) as of 3:10 pm EDT

3:12pm EDT

- Baseline 25 kW
- Demand 12 kW
- Target 12 kW or less
- Performance 20.25 kW (81%)

Energy Reduction Plan

To reduce Fairhaven Hotel's energy consumption during an event:

- Shut off package units on Gym (300 ton)
- Shut off pool pumps
- Raise set points to 27 degrees Celsius in East wing conference rooms

ENERNOC

Home Energy Profiling Utility Demand Response

Dispatch Today's Performance

New Dispatch

Program Program A Total Target Reduction: 95.0 MW

Divisions

- Division 1 - 35.3 MW
- Division 2 - 23.4 MW
- Division 3 - 14.2 MW
- Division 4 - 22.1 MW

Start Jun 12, 2013 00:00 Central Daylight Time

End Jun 12, 2013 00:00 Central Daylight Time

Dispatch

Active Dispatches

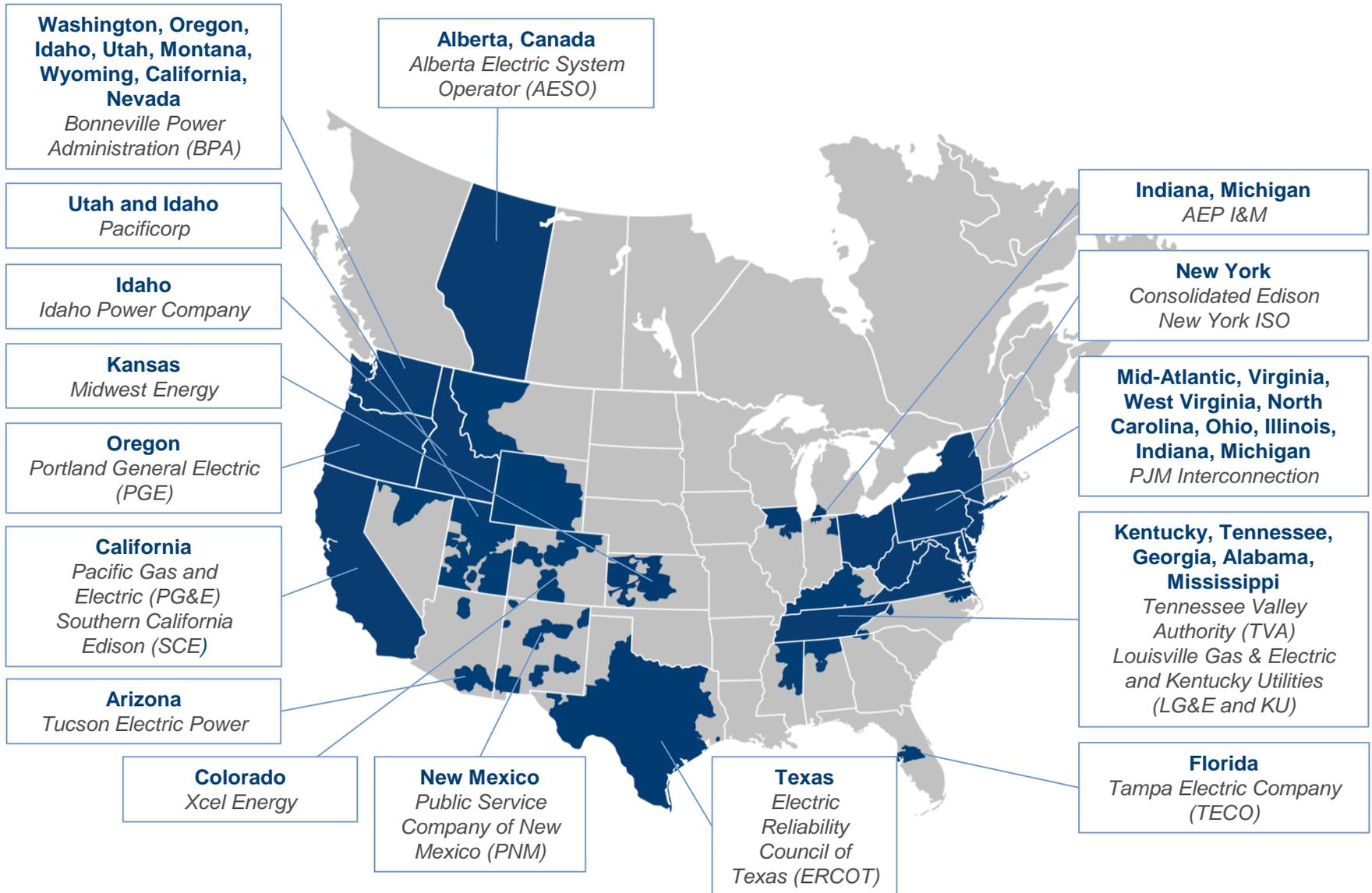
Initiated: Program A Total Target Reduction: 72.9 MW

Divisions:

1. Division 1 35.3 MW
2. Division 2 23.4 MW
3. Division 3 14.2 MW

Start Jun 11, 2013 14:00 CDT End Jun 11, 2013 18:00 CDT [Change End Time](#)

EnerNOC's North American Demand Response Footprint





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