



EnerNOC: Total Energy Management

Presentation to A Better City

February 24, 2011

Agenda

Today's Energy Management Challenge

EnerNOC Overview

EnerNOC DemandSMART

EnerNOC CarbonSMART

Today's Energy Management Challenge

Successful energy management today requires expertise in a wide variety of disciplines on both sides of the market-driven supply and demand equation.



About EnerNOC

● **Proven Customer Track Record**

- 3,500 customers across 8,200 sites with 5,100 MW's of demand response capacity in North America/Europe
- 99% customer retention rate
- Highest industry customer satisfaction rating
- Over \$250 million in customer payments/savings to date
- Simple, risk-free commercial agreements

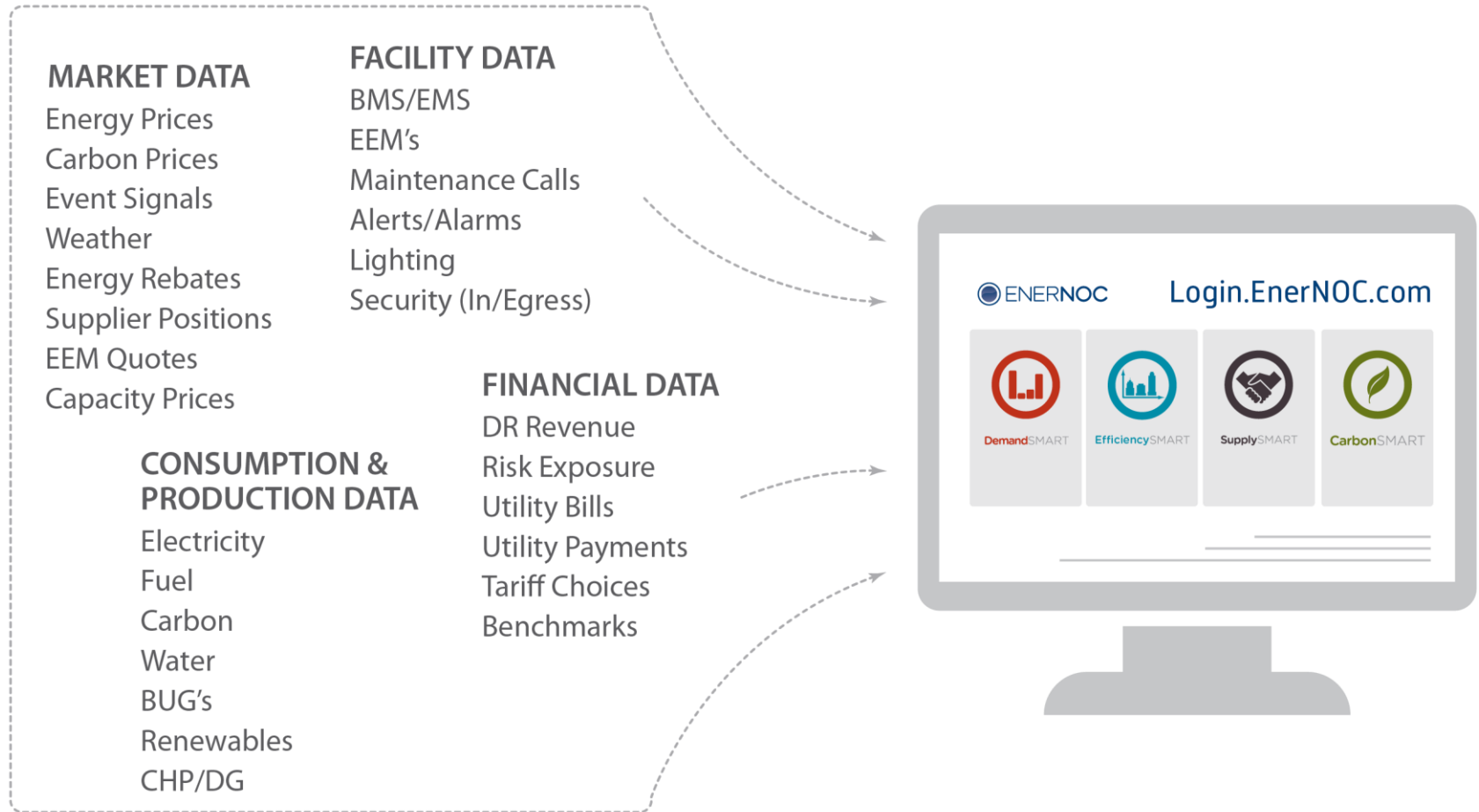
● **Full Value and Technology Offering**

- Energy management application platform addresses demand and supply-side
- Combine technology, managed services, and market access
- More than \$100 million invested to date in technology
- 24/7/365 Network Operations Center, real-time metering and web-based monitoring

● **World-Class Team and Resources**

- 450 employees and growing fast – multiple “top places to work” awards
- Publicly traded on the U.S. NASDAQ (ENOC)
- Over \$120 million in cash on balance sheet

Energy Management Application Platform



Energy Management Application Platform

The EnerNOC platform boasts four key features that work together to deliver more value to your organization.



DemandSMART



EfficiencySMART



SupplySMART



CarbonSMART



Future Application



Future Application

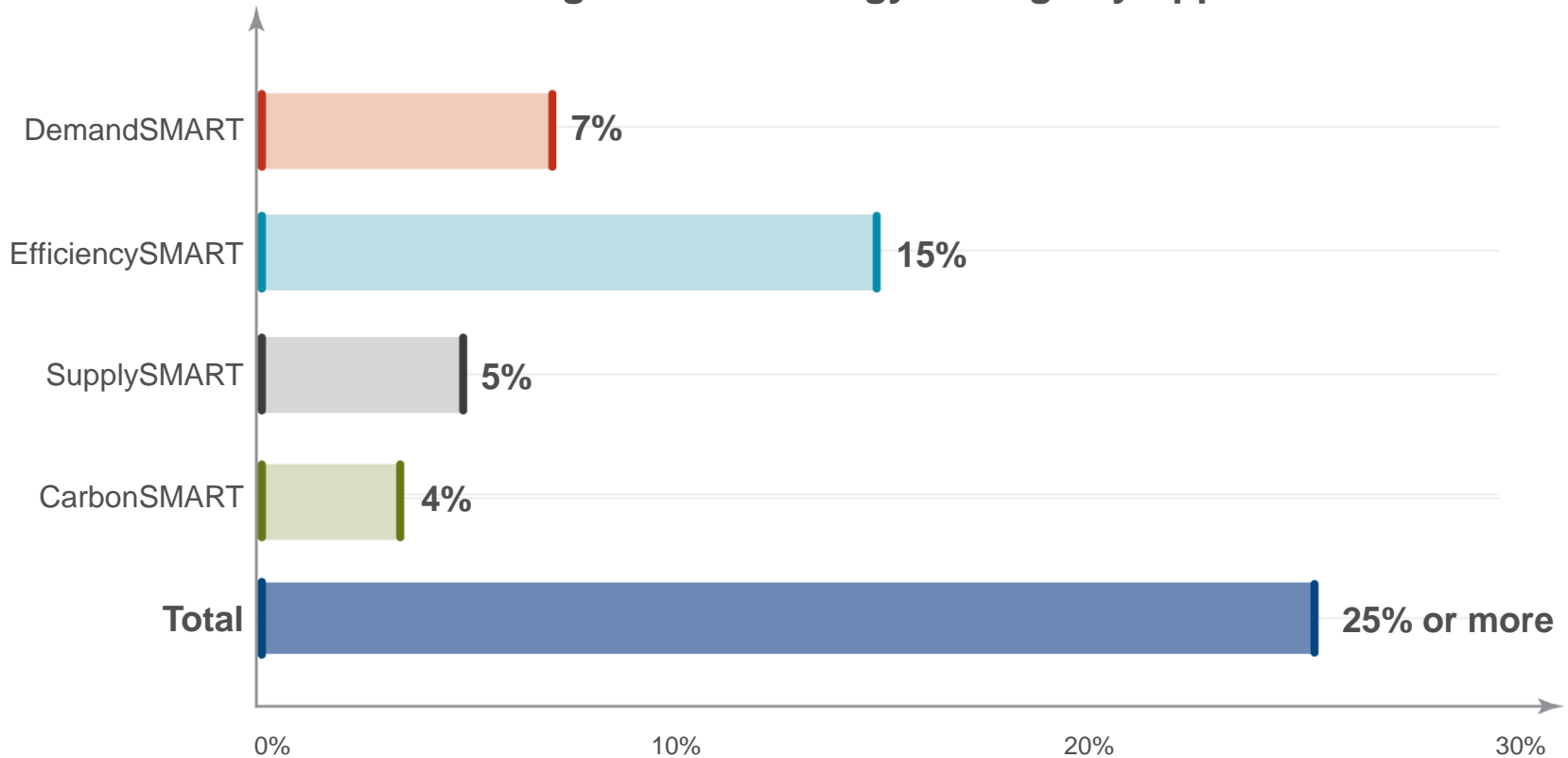
ENERGY MANAGEMENT APPLICATION PLATFORM

- On-Demand Functionality
- Single User Interface
- Consolidated Data Sources
- Continuous Upgrading

EnerNOC's Goal: 25% Energy Savings

EnerNOC's goal is to generate 25% annual, total energy bill savings for our customers while reducing exposure to energy market risk.

Range of Total Energy Savings by Application



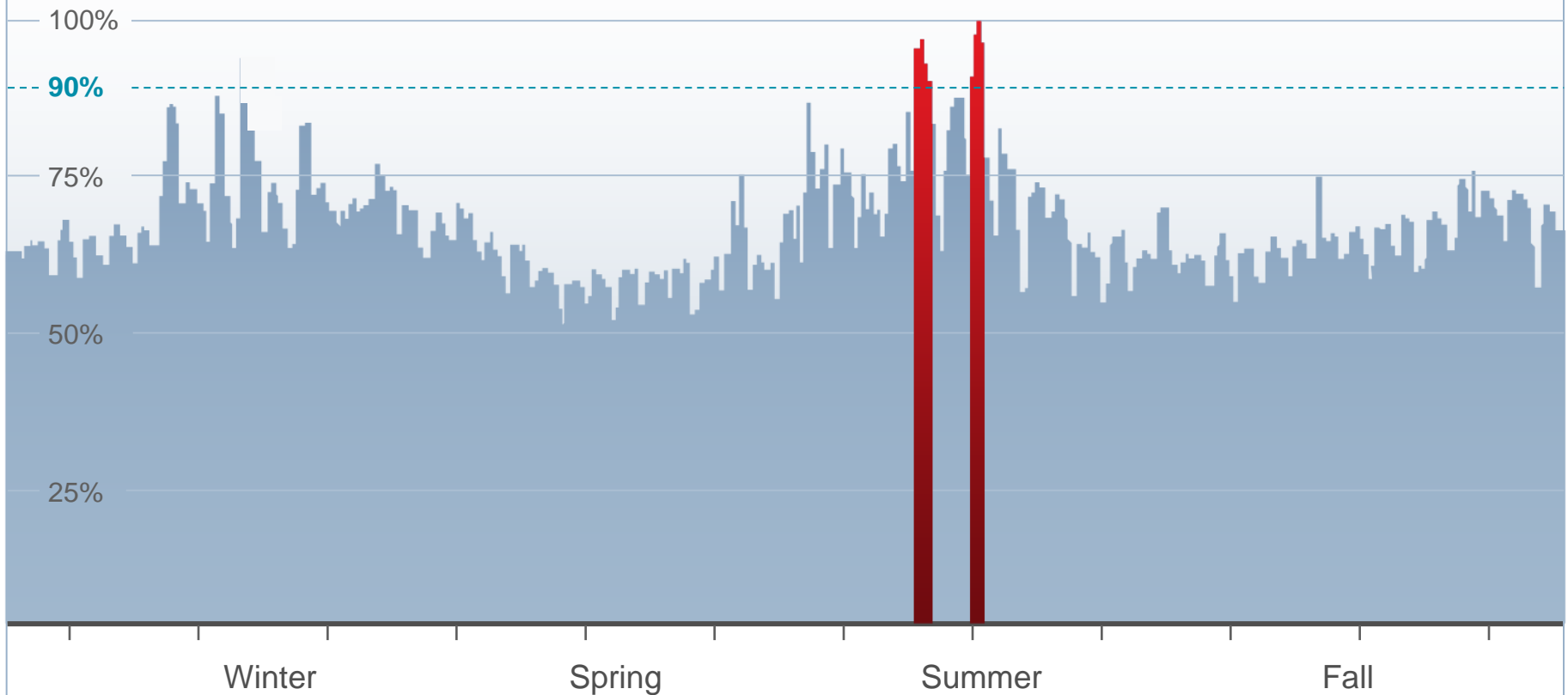


DemandSMART
Comprehensive Demand Response

DemandSMART: Comprehensive Demand Response

Balancing supply and demand on the electricity grid is difficult and expensive. End users that provide a balancing resource are compensated for the service.

Annual Electricity Demand As a Percent of Available Capacity



The Benefits of Demand Response



Earn Payments



Protect Your
Operation

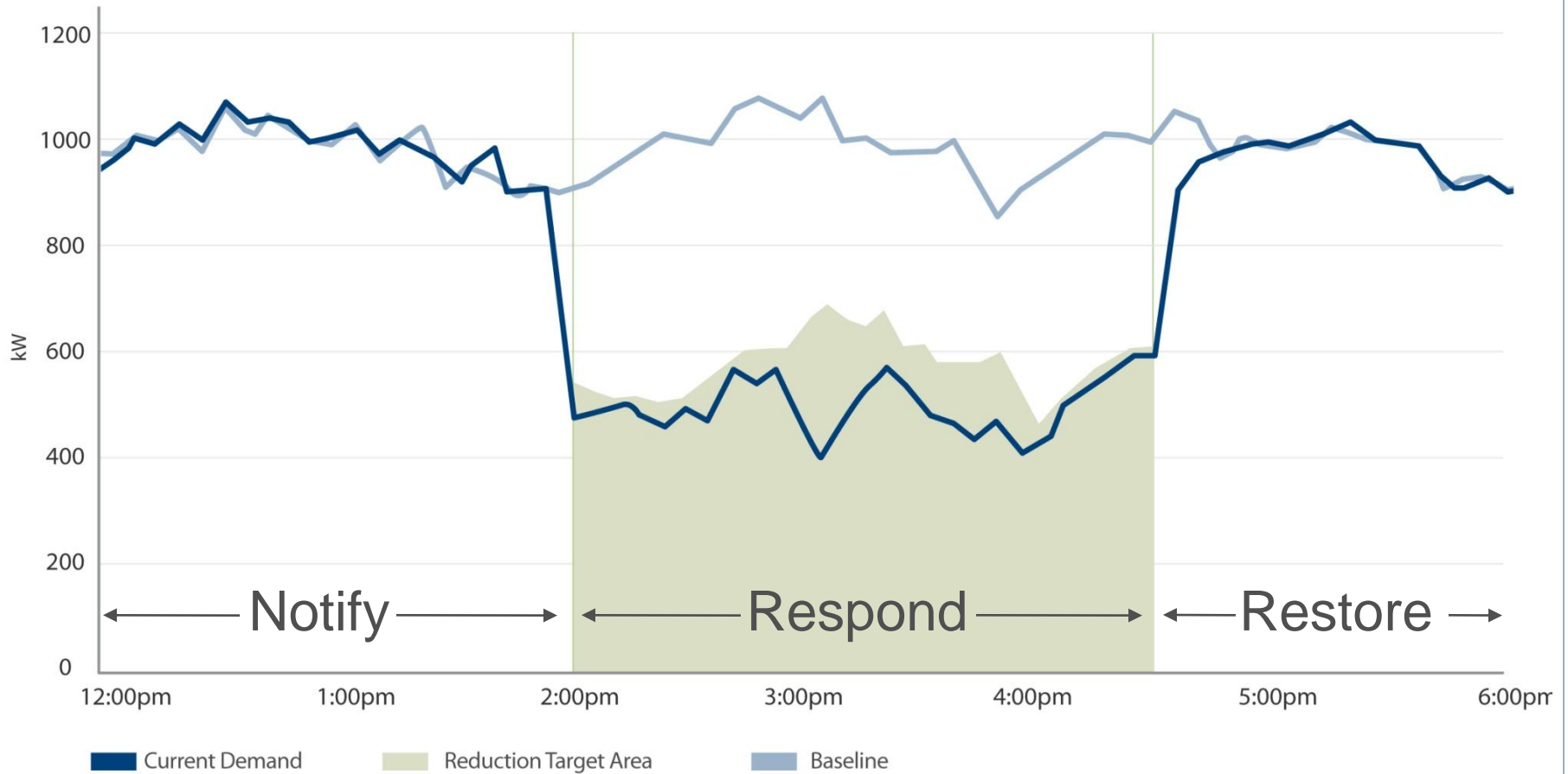


Protect Your
Community



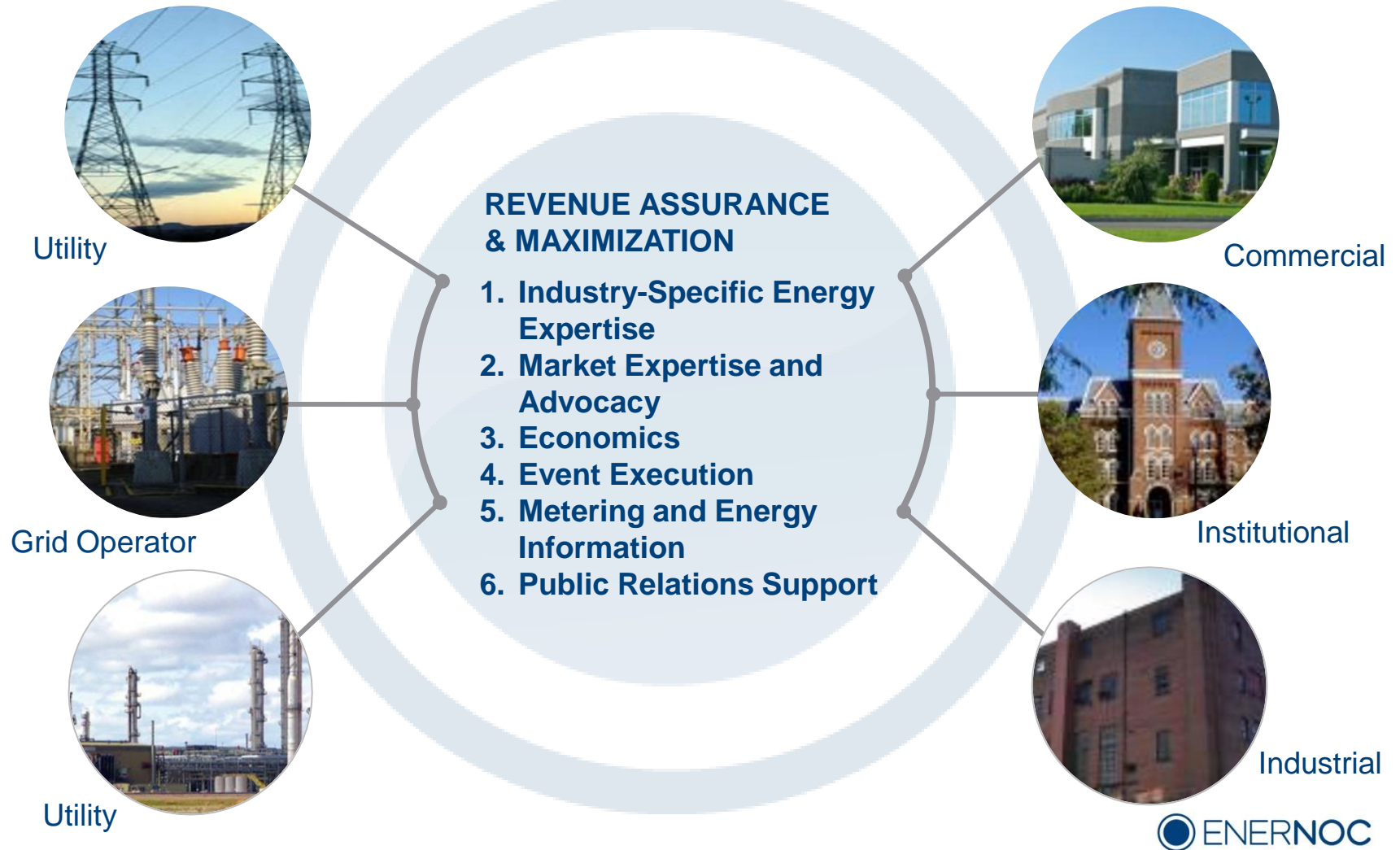
Preserve the
Environment

How Demand Response Events Work



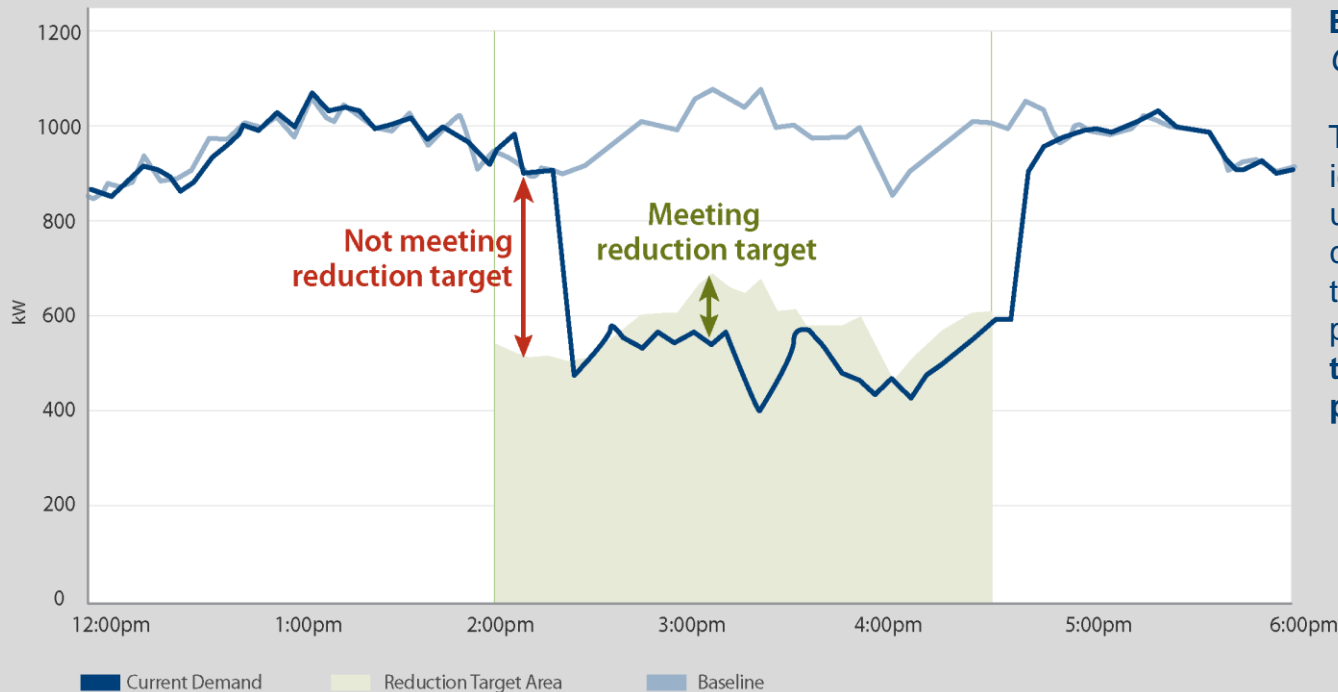
How DemandSMART Drives Bottom Line Impact

The value in demand response is only realized through sound execution. DemandSMART drives bottom line impact through revenue assurance and maximization.



Maximizing Event Performance

The value in demand response is only realized through sound execution. DemandSMART drives bottom line impact through revenue assurance and maximization.



Event Underperformer: *Coaching Needed*

The NOC event staff identifies an underperforming site and coaches them through their energy reduction plan in order to **maximize their DemandSMART payments.**

Customer Case Study



Grocery co-op earns cold cash with demand response

Associated Wholesale Grocers adjusts its refrigerated storage to reduce energy use and earn money for co-op members

“DR makes a big difference to our bottom line. As a co-op, the more we save, the more we can pass long these savings to our members.”

Benny Phillips, Facilities Manager

Industry
Food Storage

Location
Nashville, TN

Program
TVA-EnerNOC Demand Response

Power Distributor
Nashville Electric Service

DR Strategy
Curtailment only

Primary Curtailment Strategy
Refrigeration set point adjustments

Annual Payments
Approximately \$25,000

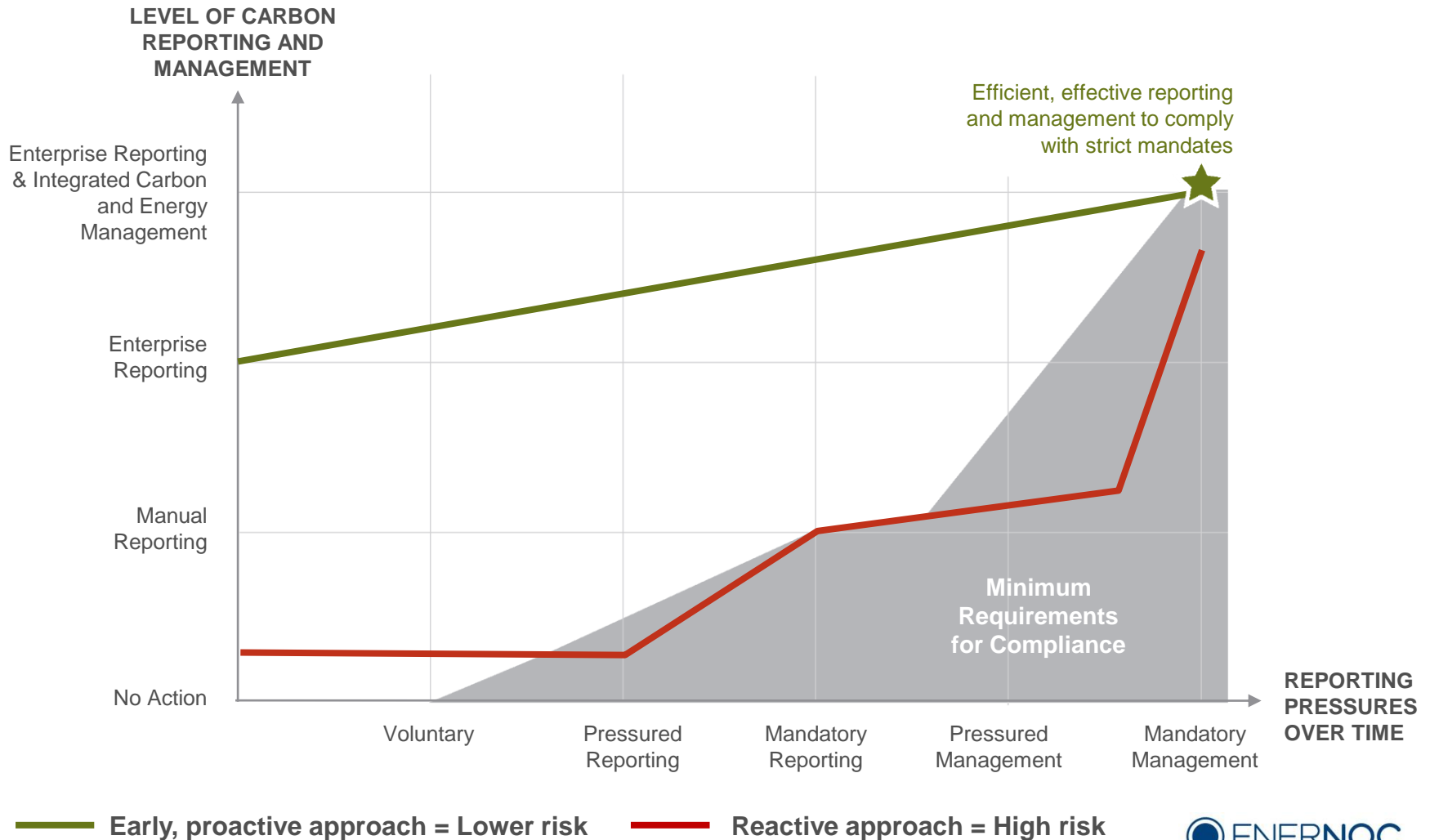




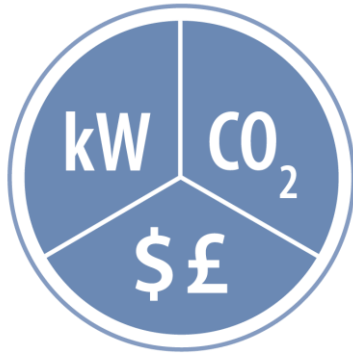
CarbonSMART
Enterprise Carbon Management

The Carbon Management Challenge

It's not a question of whether you'll need to both report and manage your carbon emissions, it's a question of when and how. Starting the process early helps minimize risk.



The Benefits of CarbonSMART



Manage Energy
and Carbon
Together



Meet
Sustainability
Goals



Comply with
Regulations



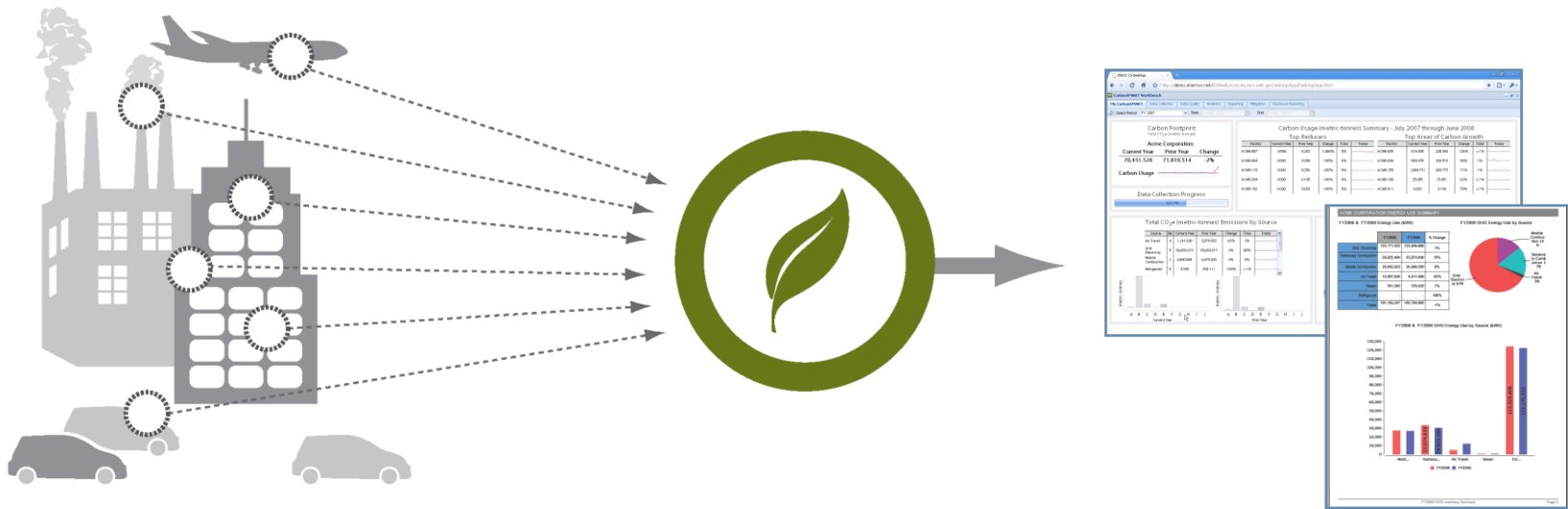
Improve Key
Customer
Relationships



Protect Your
Brand

CarbonSMART: Enterprise Carbon Management

Data is captured from disparate parts of your organization into a full-featured management platform.



Data points are collected from across your organization in Scopes 1, 2, or 3...

...are integrated by CarbonSMART...

... and delivered to you in an easy-to-use management and reporting application.

Push-Button Report Generation

Reports: CDP7

Reporting Year: FY 2009

Emission UOM: Metric Tonnes CO2-e

Energy UOM: kWh

USD

SAR

Include equity-interest

Pick the reporting framework, e.g. CDP

My CarbonTrak | Data Collection | Data Quality | Analytics | Reporting | Mitigation | Disclosure Reporting

Reports: 1. CDP7

Question 1.1

1.1 Is your company exposed to regulatory risks related to climate change?

We consider our company to be exposed to regulatory risks.
 We do not consider our company to be exposed to regulatory risks.
 We don't know the answer to this question.

Please expand on your answer here, providing the following information if relevant:

- Describe the company's process for identifying risks and assessing the degree to which they could affect the business, including the financial implications.
- Describe current and/or anticipated risks.
- Explain the way in which the risks could affect your business and your value chain, including the financial implications.
- What geographical areas are affected by the risks you have identified.
- Outline the timescales over which the risks are expected to materialise.
- Explain any actions the company has taken or plans to take to manage or adapt to the risks that have been identified including the financial implications of those actions.
- Comment on whether your views on risks have changed in the past twelve months.

Company has US operations that will be required to report under 40 CFR Part 98.

Create your narrative by picking the right situation and answering detailed questions

Preview, then save for further editing or lock down for publishing

Preview in PDF | Save | Publish

Customer Case Study



Leading Hotel Reduces Energy—and its Carbon Footprint—While Keeping Guests Comfortable

Boston’s Seaport Hotel makes EnerNOC’s energy management applications part of its award-winning sustainability efforts

“Carbon management is important to our guests and our business, and EnerNOC makes it easy.”

Matthew Moore, Director of Rooms and Sustainability

Industry
Hospitality

Location
Boston, MA

Applications

- EnerNOC DemandSMART – NE
- EnerNOC CarbonSMART

DR Strategy
Curtailment only

Primary Curtailment Strategy
Temporary equipment shutdown

Annual Payments
Approximately \$7,500

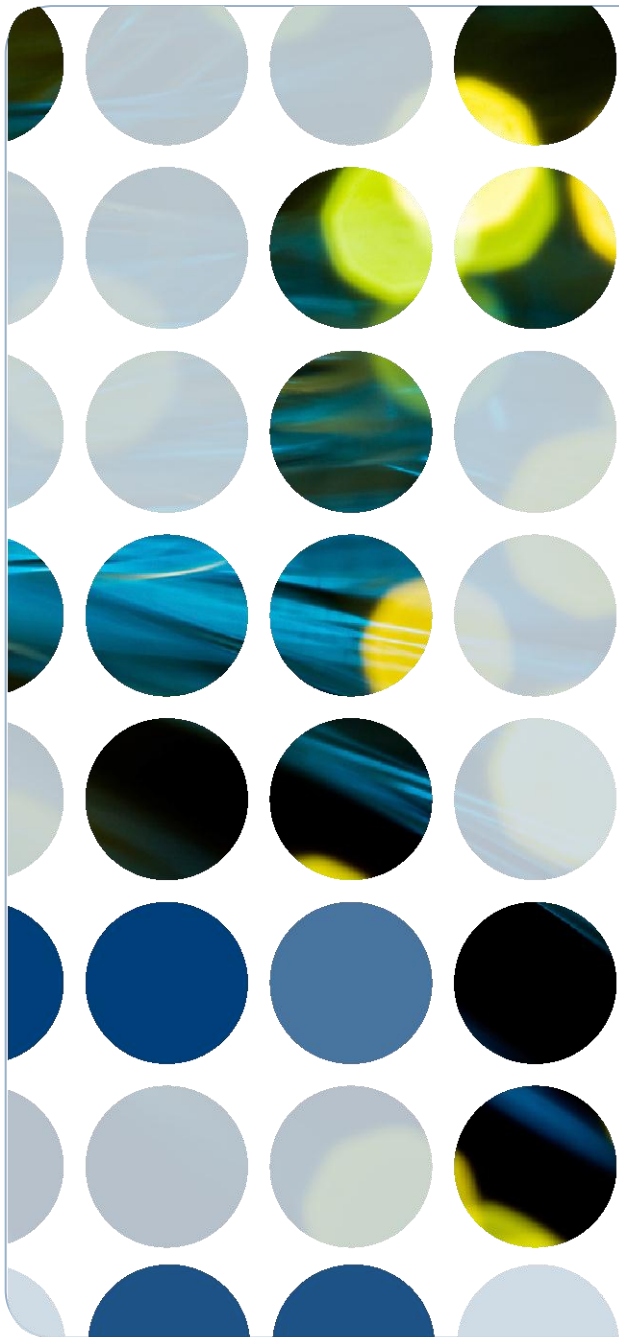
Carbon Management Priorities:
Reducing overall GHG emissions footprint



How We Work Together

We craft innovative commercial agreements that deliver immediate benefits to our customers with minimal upfront costs while shifting the risk to us.

Application	Start-Up Costs	Economics	Risk Management	Term Length
DemandSMART	None	Transparent percentage payment or, in exclusive utility programs, fixed payment levels	No penalties or operational risks. <i>You will never pay us</i>	3-5 year initial term
EfficiencySMART	Start-up fee for system integration Utility support expanding	Fixed monthly fee targeted to 50% of savings	Customer approves <i>all</i> savings measures and implements at its choice	3 year initial term
SupplySMART	None	Retainer or add-on to supplier contract	Customer chooses risk profile for energy supply contracts	1 year initial term
CarbonSMART	Self-service Support for implementation available	Transparent per-seat fee	Improved accuracy and detailed audit trail eliminate key risks in carbon management	1 year initial term



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