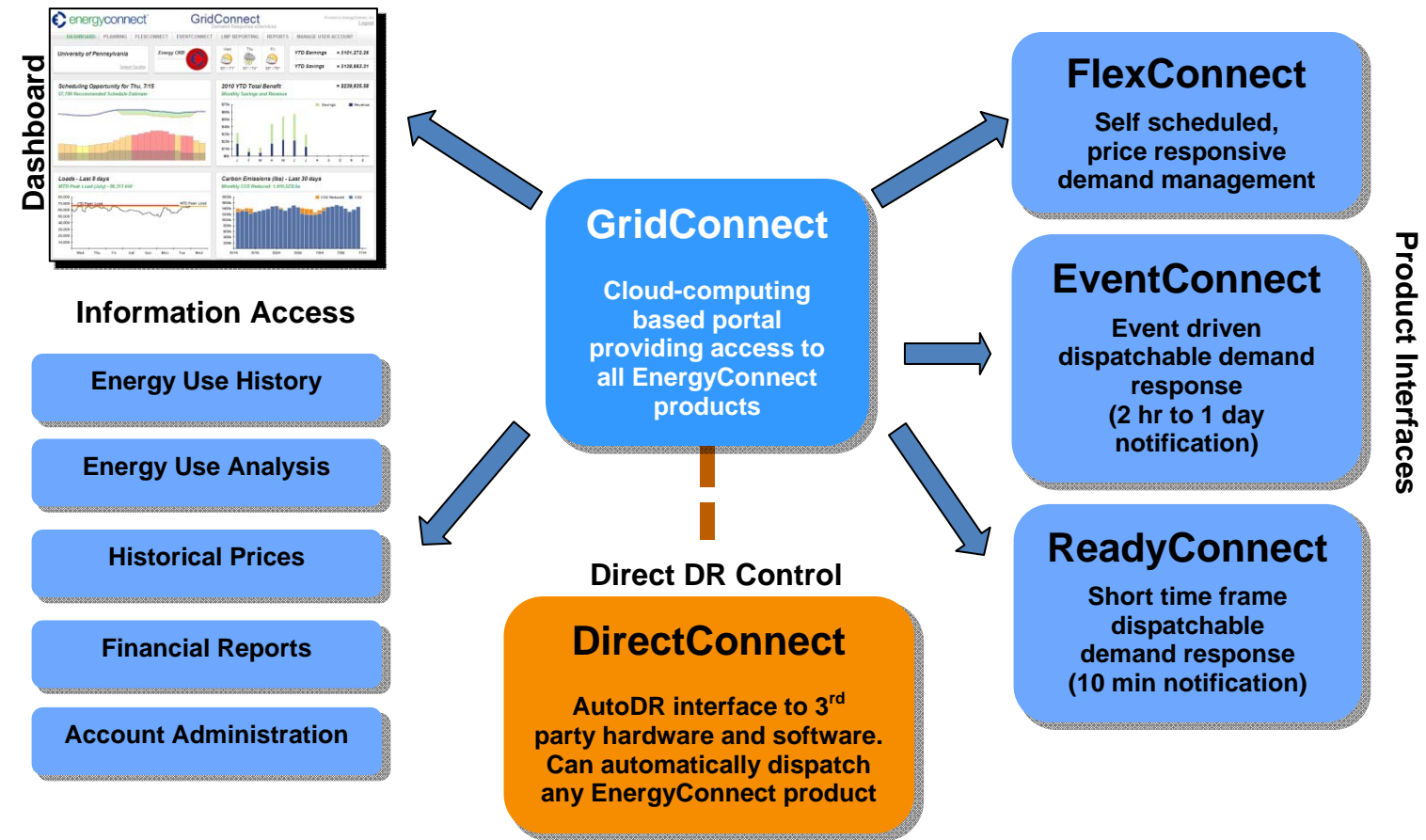


EnergyConnect delivers industry leading Demand Response technologies and services to commercial, institutional and industrial consumers enabling them to manage their use of electricity in response to market prices or regional power shortages. EnergyConnect's GridConnect technology platform provides a scalable, cost-effective, clean technology to enhance the grid's efficiency and reliability.

**GridConnect is a comprehensive cloud-computing technology providing Demand Response participants a single interface for PJM Economic, Capacity and Ancillary Services**



**Accelerating Contract Momentum, Furthering Strong Customer Relationships**

**Commercial**



**Industrial**



**Government & Institutional**



**ISO / RTO / Utility Partners**



### Unique Energy Resource Integration Platform

- Provide energy focused customers with cloud-computing technology enabling energy use management with critical, real-time information
- Deliver highly scalable technology integrated with wholesale and regulated electricity markets in North America
- Leverage Open Platform architecture enabling easy integration of applications enhances its value as the Energy Resource Interface to customers, partners and energy markets
- Transform the Grid from “command and control” design to customer focused “inform and motivate” approach enables “Situational Awareness”

### FERC Order 745 (Price-Based DR)

- On March 15, 2011 FERC established a new rule to help ensure the competitiveness of organized wholesale energy markets
- Removed demand response participation barriers
- Rule requires organized wholesale energy market operators to pay market prices for locational marginal price (LMP), when those resources have the capability to balance supply and demand as an alternative to a generation resource and when dispatch of those resources is cost-effective



### Well Positioned with Growth Strategy and Scalable Cloud-Computing Open Platform



- Leverage FERC’s position
- Market private label demand response programs
- Launch National Direct Access pilots targeting large national chains with a strong PJM footprint
- Enhance cloud-computing technology platform via partnerships with energy management systems or building management systems
- Secure Act129 pilot programs

### Improved Financial Profile

#### Fourth Quarter 2010 Results vs. Same Period 2009

- Revenue was \$769K vs. \$850K
- Net loss of \$2.8M, or \$0.02 vs. Net loss of \$2.3M, or \$0.02
- Adj. EBITDA Loss was \$2.5M vs. Adj. EBITDA Loss of \$1.1M

#### Full Year 2010 Results vs. 2009

- Revenue was \$31.6M vs. \$19.9M, up 59%
- Net loss of \$308K, or \$0.00 vs. Net loss of \$3.2M, or \$0.03
- Adj. EBITDA was \$2.2M vs. Adj. EBITDA Loss of \$1.1M

### Johnson Controls to Acquire EnergyConnect

- On March 3, 2011 Johnson Controls (NYSE: JCI) signed a merger agreement to acquire EnergyConnect
- Total cash consideration of approximately \$32.3M
- JCI would purchase all of EnergyConnect’s outstanding shares for \$0.2253 per share in cash
- The deal is expected to close in the summer of 2011, subject to the satisfaction of customary closing conditions

Statements in this Fact Sheet that are not historical facts, including those that refer to EnergyConnect’s plans, expectations, beliefs, and intentions, are forward-looking statements that are subject to risks and uncertainties, and actual results could differ materially from EnergyConnect’s current expectations. These forward-looking statements are based on information available to EnergyConnect today, and EnergyConnect assumes no obligation to update these statements as circumstances change.

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