



snapshot

Second Quarter Highlights:

- Generated revenue of \$311.0 million compared to \$354.6 million in the second quarter of 2013. The decrease was due to lower revenue in all three segments. Revenue for the first six months of 2013 was \$664.3 million, compared to \$710.4 million for the same period of 2012.
- Backlog has increased to \$697.8 million which represents a 2.1% increase from December 31, 2012, and a 15.6% increase from March 31, 2013.
- Recorded net earnings from continuing operations in the second quarter of 2013 of \$18.4 million (0.24 cents per share), slightly lower than the second quarter 2012 net earnings from continuing operations of \$19.4 million (\$0.25 cents per share). For the six months ended June 30, 2013, net earnings from operations were \$33.8 million (\$0.44 cents per share), compared to \$34.3 million (\$0.44 cents per share) in 2012.
- Generated second quarter EBITDA of \$37.1 million, a decrease of \$1.1 million over the second quarter of 2012. EBITDA for the first six months of 2013 was \$69.7 million, an increase of \$0.2 million over the first two quarters of 2012.

Enerflex is a single-source supplier for natural gas compression, oil and gas processing, refrigeration systems and power generation equipment – plus in-house engineering and mechanical services expertise. The Company's broad in-house resources provide the capability to engineer, design, manufacture, construct, commission and service hydrocarbon handling systems. Enerflex's expertise encompasses field production facilities, compression and natural gas processing plants, CO₂ processing plants, refrigeration systems and power generators serving the natural gas production industry.

Three and Six Months Highlight Table

\$ million, except per share amounts and percentages (unaudited)	Three Months Ended June 30,		Six Months Ended June 30,	
	2013	2012	2013	2012
Revenue				
Canada and Northern U.S.	\$ 122.4	\$ 143.4	\$ 242.4	\$ 327.2
Southern U.S. and Latin America	99.1	102.8	214.5	215.6
International	89.5	108.4	207.4	167.6
Total revenue	311.0	354.6	664.3	710.4
Gross margin	64.4	66.0	125.4	128.3
Gross margin %	20.7	18.6	18.9	18.1
EBIT	27.1	28.5	49.9	50.1
EBITDA ⁽¹⁾	37.1	38.2	69.7	69.5
Net earnings (loss)				
Continuing	18.4	19.4	33.8	34.3
Discontinued	(1.2)	(7.6)	(1.7)	(8.4)
Earnings per share				
Continuing	0.24	0.25	0.44	0.44
Discontinued	(0.02)	(0.10)	(0.02)	(0.11)

fast facts

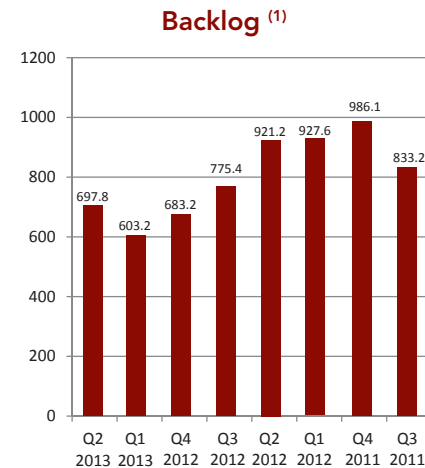
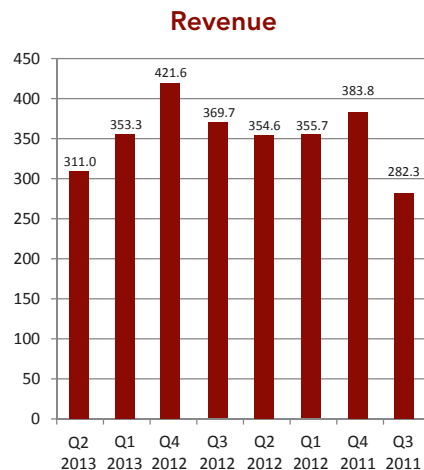
Year established
1980

Business
Oil and Gas Service

Head Office
Calgary

Employees
3,000

TSX
EFX



⁽¹⁾ Earnings before Interest, Taxes, Depreciation and Amortization ("EBITDA"), and Backlog are non-GAAP measures that do not have a standardized meaning and therefore are unlikely to be comparable to similar measures presented by other issuers.



officers

J. Blair Goertzen

Director
Officer of the Corporation
President and
Chief Executive Officer
Calgary, AB

D. James Harbilas

Officer of the Corporation
Vice President and
Chief Financial Officer
Calgary, AB

Jerauld Fraelic

Officer of the Corporation
President, Americas
Houston, TX

William Moore

Officer of the Corporation
President, International
Calgary, AB

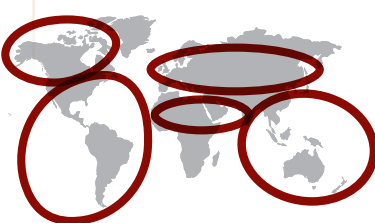
Greg Stewart

Officer of the Corporation
Vice President and
Chief Information Officer
Calgary, AB

Carol Ionel

Officer of the Corporation
Vice President, Human Resources
Calgary, AB

operations



Canada
United States
Argentina
Colombia
Australia
United Kingdom
Russia
United Arab Emirates
Egypt
Oman
Bahrain
Indonesia
Singapore

Business Segment Review

Engineered Systems – Engineers, fabricates and assembles standard and custom-designed compression packages, production and processing equipment and facilities, and power generation systems.

Service – Provides a complete line of mechanical services to the oil and gas industry through an extensive branch network in Canada, the United States, Australia, Indonesia and MENA.

Rentals – Provides a variety of rental and leasing alternatives for natural gas compression and power generation equipment.

Canada and Northern U.S.

Three Months Ended June 30,

(Unaudited)(\$Millions, except percentages)

	2013	2012	% change
Revenue	\$ 122.4	\$ 143.4	(14.6)
Engineered Systems	70.7	94.5	(25.2)
Service	43.2	41.8	3.3
Rental	8.5	7.1	19.7
EBIT	\$ 6.1	\$ 9.2	(33.7)
EBIT %	5.0	6.4	–

Southern U.S. and Latin America

Three Months Ended June 30,

(Unaudited)(\$Millions, except percentages)

	2013	2012	% change
Revenue	\$ 99.2	\$ 102.8	(3.5)
Engineered Systems	84.1	91.1	(7.7)
Service	15.1	11.7	29.1
EBIT	\$ 11.4	\$ 12.8	(10.9)
EBIT %	11.5	12.5	–

International

Three Months Ended June 30,

(Unaudited)(\$Millions, except percentages)

	2013	2012	% change
Revenue	\$ 89.5	\$ 108.4	(17.4)
Engineered Systems	68.1	87.6	(22.3)
Service	20.7	19.8	4.5
Rental	0.7	1.0	(30.0)
EBIT	\$ 9.6	\$ 6.5	47.7
EBIT %	10.7	6.0	–

Regional Update

Canada and Northern U.S.

- Recorded booking of \$122.9 million, an increase of \$53.8 million over the same period last year.
- Increase in backlog was driven by domestic activity level despite continued weakness in natural gas prices and customer orders destined for international markets.

Southern U.S. and Latin America

- A slight decrease in revenue was attributable to lower Engineered Systems revenue offset by higher Service revenue.
- Bookings for the second quarter of 2013 were slightly lower compared to prior year but remained strong despite the continued weakness of natural gas prices.

International

- Bookings for the second quarter were \$75.7 million, an increase of \$3.0 million over 2012. In addition, a new maintenance agreement valued at over \$70.0 million has been signed this quarter for an initial eight-year term.
- Primary areas of focus in the MENA region are Bahrain, Oman and the United Arab Emirates.

Quarterly Graph

Earnings Per Share

** EPS amounts are on a continuing basis.

