

ENERFLEX

FOURTH QUARTER FACT SHEET



snapshot

Fourth Quarter Highlights:

- Generated revenue of \$350.1 million compared to \$421.6 million in the fourth quarter of 2013. Revenue for the twelve months of 2013 was \$1,405.0 million, compared to \$1,501.7 million for the same period of 2012. The decrease was due to lower revenue in all three segments.
- Backlog increased 16.2% to \$794.0 million as at December 31, 2013 from \$683.2 million at the start of 2013, and 21.7% from \$652.3 million as at September 30, 2013.
- Recorded earnings from continuing operations in the fourth quarter of 2013 of \$10.8 million (\$0.14 cents per share) lower than the fourth quarter 2012 net earnings from continuing operations of \$27.0 million (\$0.35 cents per share). For the twelve months ended December 31, 2013, net earnings from operations were \$57.7 million (\$0.74 cents per share) compared to \$82.3 million (\$1.06 cents per share) in 2012.
- Generated fourth quarter EBITDA of \$26.2 million, compared to \$47.1 million in the same period of 2012. EBITDA for the twelve months of 2013 was \$126.9 million, compared to \$156.8 million in the same period of 2012.

Enerflex is a single-source supplier for natural gas compression, oil and gas processing, refrigeration systems and electric power 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 Twelve Months Highlight Table

\$Million, except per share amounts and percentages (Unaudited)	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2013	2012	2013	2012
Revenue				
Canada and Northern U.S.	\$ 147.6	\$ 134.7	\$ 524.9	\$ 592.1
Southern U.S. and Latin America	125.2	154.5	503.7	512.1
International	77.3	132.4	376.4	397.5
Total revenue	\$ 350.1	\$ 421.6	\$ 1,405.0	\$ 1,501.7
Gross margin	59.1	77.6	245.9	273.2
Gross margin %	16.9	18.4	17.5	18.2
EBIT	16.5	36.8	87.3	117.3
EBIT %	4.7	8.7	6.2	7.8
EBITDA ⁽¹⁾	26.2	47.1	126.9	156.8
Net earnings (loss)				
Continuing	10.8	27.0	57.7	82.3
Discontinued	(0.1)	(0.6)	(1.9)	(10.5)
Earnings per share				
Continuing	0.14	0.35	0.74	1.06
Discontinued	–	(0.01)	(0.02)	(0.14)

fast facts

Year established
1980

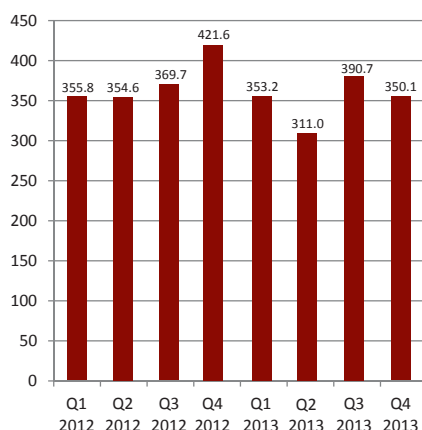
Business
Oil and Gas Service

Head Office
Calgary

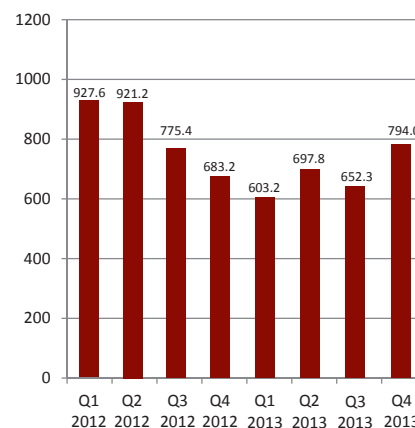
Employees
2,900

TSX
EFX

Revenue



Backlog ⁽¹⁾



⁽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.

ENERFLEX

FOURTH QUARTER FACT SHEET



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

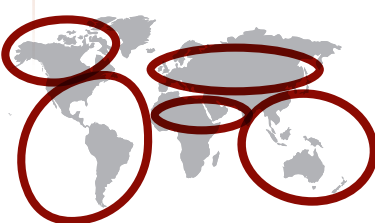
Greg Stewart

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
Colombia
Australia
United Kingdom
Russia
United Arab Emirates
Oman
Bahrain
Indonesia
Singapore
Malaysia

Business Segment Review

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

Canada and Northern U.S.

Three Months Ended December 31,

\$Million, except per share amounts and percentages (Unaudited)	2013	2012	% change
Revenue	\$ 147.6	\$ 134.7	9.6
Engineered Systems	80.8	80.6	0.2
Service	54.3	45.2	20.1
Rental	12.5	8.9	40.4
EBIT	\$ 7.7	\$ 10.7	(28.0)
EBIT %	5.2	8.0	–

Southern U.S. and Latin America

Three Months Ended December 31,

\$Million, except per share amounts and percentages (Unaudited)	2013	2012	% change
Revenue	\$ 125.2	\$ 154.5	(19.0)
Engineered Systems	106.7	142.1	(24.9)
Service	18.5	12.4	49.2
EBIT	\$ 17.0	\$ 20.0	(15.0)
EBIT %	13.6	13.0	–

International

Three Months Ended December 31,

\$Million, except per share amounts and percentages (Unaudited)	2013	2012	% change
Revenue	\$ 77.3	\$ 132.4	(41.6)
Engineered Systems	57.3	112.1	(48.9)
Service	19.3	19.4	(0.5)
Rental	0.7	0.9	(22.2)
EBIT	\$ (8.2)	\$ 6.0	(236.7)
EBIT %	(10.6)	4.6	–

Regional Update

Canada and Northern U.S.

- Recorded bookings of \$167.0 million for the fourth quarter of 2013, an increase of \$81.7 million over the same period last year. Bookings for the 2013 year totalled \$434.8 million.
- Increased backlog by \$147.7 million to \$306.5 million compared to 2012. This was driven by an increase in bookings and lower Engineered Systems revenue in the 2013 year.

Southern U.S. and Latin America

- Decrease in revenue of \$29.3 million was due to the impact of lower opening backlog to start 2013 and lower manufacturing utilization rates.
- Bookings increased by \$67.8 million to \$185.8 million compared to Q4 2012. The increase was result of higher bookings destined for domestic and international markets.

International

- Revenue decreased by \$55.1 million in the fourth quarter of 2013 on account of lower Engineered Systems revenue due to lower opening backlog.
- Backlog was \$128.6 million at December 31, 2013 compared to \$296.8 million at December 31, 2012. The decrease was primarily related to lower booking levels in Australia related to CSG exploration and gas storage projects.

Quarterly Graph

Earnings Per Share

** EPS amounts are on a continuing basis.

