



snapshot

Third Quarter Highlights:

- Generated revenue of \$369.7 million compared to \$282.3 million in the third quarter of 2011. The increase of \$87.4 million was a result of increased revenue in all Enerflex segments. Revenues for the first nine months of 2012 were \$1,080.1 million compared to \$843.3 million during the same period of the prior year;
- Generated third quarter EBITDA of \$40.2 million, an increase of \$4.2 million over the third quarter of 2011. EBITDA for the first nine months of 2012 was \$109.8 million, an increase of \$19.4 million over the first three quarters of 2011;
- Recorded net earnings from continuing operations in the third quarter of \$20.9 million (\$0.27 cents per share), an increase of \$3.9 million over the same period last year. For the nine months ended September 30, 2012, net earnings from continuing operations were \$55.2 million (\$0.71 cents per share), compared to \$39.0 million (\$0.51 cents per share) in the same period of 2011; and
- Decrease of backlog to \$775.4 million at September 30, 2012 compared to \$833.2 million at September 30, 2011, a decrease of 6.9%. Backlog at September 30, 2012 decreased by \$145.8 million or 15.8% from June 30, 2012.

fast facts

Year established
1980

Business
Oil and Gas Service

Head Office
Calgary

Employees
3,200

TSX
EFX

Enerflex is the single source supplier of products and services to the global oil and gas production industry. Enerflex provides natural gas compression and oil and gas processing equipment for sale or lease, refrigeration systems and power generation equipment and a comprehensive package of field maintenance and contracting capabilities. Through the Company's ability to provide these products and services in an integrated manner, or as stand-alone offerings, Enerflex offers its customers a unique value proposition.

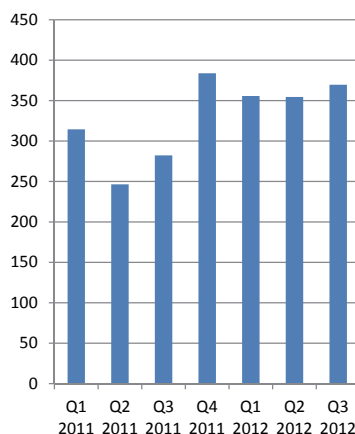
Three and Nine Month Highlight Table

\$ million, except per share amounts and percentages (unaudited)	Three Months Ended September 30		Nine Months Ended September 30	
	2012	2011	2012	2011
Revenue				
Canada and Northern U.S.	\$ 114.4	\$ 128.5	\$ 391.9	\$ 372.4
Southern U.S. and South America	142.1	80.9	357.7	232.7
International	113.2	72.9	330.5	238.2
Total revenue	369.7	282.3	1,080.1	843.3
Gross margin	67.3	53.6	195.6	157.3
Gross margin %	18.2	19.0	18.1	18.6
Operating income ⁽²⁾	28.5	22.0	78.1	53.6
EBITDA ⁽²⁾	40.2	36.0	109.8	90.4
Net earnings (loss)				
Continuing	20.9	17.0	55.2	39.0
Discontinued	(1.4)	(54.3)	(9.8)	(57.1)
Earnings per share				
Continuing	0.27	0.22	0.71	0.51
Discontinued	(0.02)	(0.70)	(0.13)	(0.74)

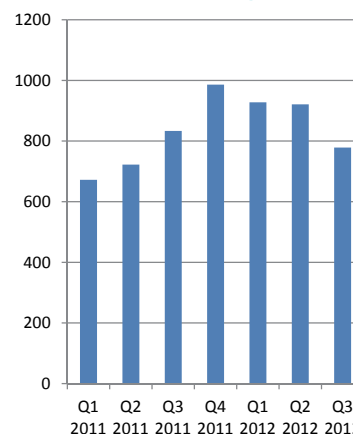
⁽¹⁾ Results for Q3 2011 have been prepared on a carve-out basis. Enerflex became an independently operated and listed company on June 1, 2011.

⁽²⁾ Operating Income, Earnings before Interest, Taxes, Depreciation and Amortization ("EBITDA"), Bookings 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.

Revenue ⁽¹⁾



Backlog





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

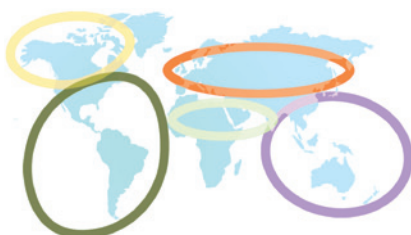
Jerry Fraelic
Officer of the Corporation
 President, Americas
 Houston, TX

William A. 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 Arab Emirates
United States	Egypt
Argentina	Oman
Colombia	Bahrain
Australia	Indonesia
United Kingdom	Singapore
Russia	

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 September 30, (Unaudited)(\$Millions, except percentages)				
	2012	2011	% change	
Revenue	\$ 114.4	\$ 128.5	(11.0)	
Engineered Systems	60.2	70.5	(14.6)	
Service	44.8	43.7	2.5	
Rental	9.4	14.3	(34.3)	
Operating Income	\$ 8.5	\$ 10.2	(16.7)	
Operating Income %	29.8	46.4	-	

Southern U.S. and South America

Three Months Ended September 30, (Unaudited)(\$Millions, except percentages)				
	2012	2011	% change	
Revenue	\$ 142.1	\$ 80.9	75.6	
Engineered Systems	132.5	69.8	89.8	
Service	9.6	11.1	(13.5)	
Operating Income	\$ 13.1	\$ 9.8	33.7	
Operating Income %	46.0	44.5	-	

International

Three Months Ended September 30, (Unaudited)(\$Millions, except percentages)				
	2012	2011	% change	
Revenue	\$ 113.2	\$ 73.0	55.1	
Engineered Systems	96.3	56.7	69.8	
Service	15.9	13.3	19.5	
Rental	1.0	3.0	(66.7)	
Operating Income	\$ 6.9	\$ 1.9	263.2	
Operating Income %	24.2	8.6	-	

Regional Update

Canada and Northern U.S.

- Increased exploration of unconventional gas in the Montney and the Horn River shale plays.
- Weak domestic natural gas prices have curtailed capital spending, resulting in a decline in all revenue streams.

Southern U.S. and South America

- Strong activity in liquids rich U.S. gas basins gave rise to new orders for compression and processing equipment.
- Inquiry levels have trended higher to start the fourth quarter of 2012.

International

- Increased activity in the natural gas industry for both Australia and the MENA region.
- Primary areas of focus in the MENA region are Bahrain, Kuwait, Egypt, Oman and the United Arab Emirates.

Quarterly Graph

Earnings Per Share

** EPS amounts are on a continuing basis.

