

# ARCHROCK PARTNERS MLPA INVESTOR CONFERENCE

June 1, 2017



**Archrock**<sup>™</sup>  
PARTNERS

# Forward Looking Statements

All statements in this presentation (and oral statements made regarding the subjects of this presentation) other than historical facts are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements rely on a number of assumptions concerning future events and are subject to a number of uncertainties and factors that could cause actual results to differ materially from such statements, many of which are outside the control of Archrock Partners, L.P. (“Archrock Partners” or “APLP”) and Archrock, Inc. (“Archrock” or “AROC”). Forward-looking information includes, but is not limited to: the industry fundamentals, including the attractiveness of returns and valuation, stability of cash flows, demand dynamics and overall outlook, and Archrock Partners’ ability to realize the benefits thereof; Archrock Partners’ expectations regarding future economic and market conditions and trends; Archrock Partners’ operational and financial strategies, including growth activities, Archrock Partners’ ability to successfully effect those strategies and the expected results therefrom; Archrock Partners’ financial and operational outlook and ability to fulfill that outlook; demand and growth opportunities for Archrock Partners’ services; statements related to performance, profitability, structural and process improvement initiatives, the expected timing thereof, Archrock Partners’ ability to successfully effect those initiatives and the expected results therefrom; the operational and financial synergies provided by Archrock’s and Archrock Partners’ size; and statements about Archrock Partners’ distributions, the anticipated impact of the distribution rate on its business and the anticipated impact of Archrock Partners’ actions on its balance sheet, liquidity position and need for future capital.

While Archrock Partners and Archrock believe that the assumptions concerning future events are reasonable, they caution that there are inherent difficulties in predicting certain important factors that could impact the future performance or results of their businesses. The factors that could cause results to differ materially from those indicated by such forward-looking statements include, but are not limited to: actions by governmental and regulatory authorities; local, regional and national economic and financial market conditions and the impact they may have on Archrock Partners and its customers; changes in tax laws that impact master limited partnerships; conditions in the oil and gas industry, including a sustained decrease in the level of supply or demand for oil or natural gas or a sustained decrease in the price of oil or natural gas; changes in economic conditions in key operating markets; the financial condition of Archrock Partners’ customers; the failure of any customer to perform its contractual obligations; tax changes in safety, health, environmental, tax and other regulations.

These forward-looking statements are also affected by the risk factors, forward-looking statements and challenges and uncertainties described in Archrock Partners’ Annual Report on Form 10-K for the year ended December 31, 2016, Archrock’s Annual Report on Form 10-K for the year ended December 31, 2016, and those set forth from time to time in Archrock Partners’ and Archrock’s filings with the Securities and Exchange Commission, which are currently available at [www.archrock.com](http://www.archrock.com). Except as required by law, Archrock Partners and Archrock expressly disclaim any intention or obligation to revise or update any forward-looking statements whether as a result of new information, future events or otherwise.

# Key Archrock Partners Investment Highlights

## Visible Long-Term Growth

- U.S. natural gas demand is forecasted to increase to ~89 bcf/d by 2021 from ~75 bcf/d in 2016; an approximate 19% increase<sup>1</sup>
- Business tied to long-term natural gas production

## Relative Cash Flow Stability

- Fee-based contracts for “must-run” production and midstream infrastructure assets
- Production, not drilling and completions, leveraged business model generates steady demand for services and relatively stable cash flow
- Cash flow generation provides capital to fund investments in an upcycle and stability in a down-cycle

## Largest Player with Benefit of Scale and Market Presence

- Largest fleet among outsourced compression services providers
- Fleet is deployed across all major U.S. producing basins
- Combined operating fleet of 3.1 mm HP<sup>2</sup> with Archrock

## Access to Capital

- Free cash flow positive with liquidity of \$167 million at AROC<sup>3</sup> and \$293 million at APLP<sup>4</sup>
- Total leverage covenant of 5.95x Debt to EBITDA<sup>5</sup> through 2017

<sup>1</sup> Data from Bentek and EIA.

<sup>2</sup> As of March 31, 2017.

<sup>3</sup> As of March 31, 2017, Archrock Inc. had undrawn capacity of \$276.0 million under its revolving credit facility (including the pro forma effect of the \$25.0 million received from a subsidiary of Exterran Corporation (“Exterran”) on April 11, 2017, an amount equal to the Contingent Financing Payment (as defined in the separation agreement) with Exterran as a result of Exterran’s successful Qualified Capital Raise (as defined in the separation agreement)). The Archrock Inc. credit agreement limits the Total Debt (as defined in the credit agreement) to EBITDA ratio (as defined in the credit agreement) to not greater than 4.25 to 1.00. As a result of this limitation, \$108.7 million of the \$276.0 million of undrawn capacity under Archrock’s revolving credit facility was unavailable to Archrock for additional borrowings as of March 31, 2017.

<sup>4</sup> As of March 31, 2017, Archrock Partners had undrawn capacity of \$437.0 million under its revolving credit facility. The Archrock Partners credit agreement limits the Total Debt (as defined in the credit agreement) to EBITDA ratio (as defined in the credit agreement) to not greater than 5.95 to 1.0; and the Senior Secured Debt (as defined in the credit agreement) to EBITDA ratio (as defined in the credit agreement) to not greater than 3.50 to 1.00. As a result of this limitation, \$143.8 million of the \$437.0 million of undrawn capacity under our revolving credit facility was unavailable for additional borrowings as of March 31, 2017.

<sup>5</sup> As defined in the Archrock Partners credit agreement.

## Full Cycle Compression Provider

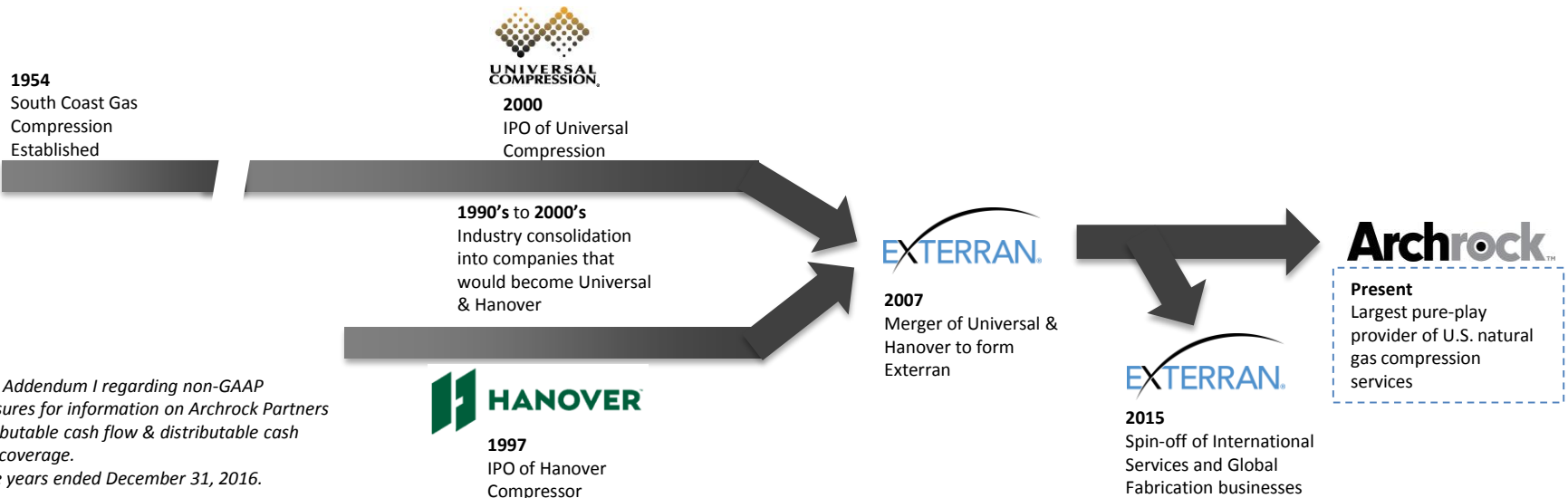
### Well Capitalized

- Long-term capital structure with attractive cost of debt
  - \$700 million of outstanding 6% Senior Notes at Archrock Partners
  - \$1.1 billion credit facility at Archrock Partners
  - \$350 million credit facility at Archrock
- All Archrock Partners distributions are paid in cash
- Distributable cash flow coverage of 1.80x at Archrock Partners for the first quarter of 2017<sup>1</sup>

### Full Cycle Maintenance Costs

- Management team with experience managing maintenance costs through full compressor life cycle
- Well maintained fleet with average age of 13 years
- Fleet diversified across horsepower ranges
- Archrock Partners has invested over \$720 million in growth capital expenditures over the past five years<sup>2</sup>
- 31% of the consolidated Archrock fleet is less than seven years old

### Long-term Operating History



<sup>1</sup> See Addendum I regarding non-GAAP measures for information on Archrock Partners distributable cash flow & distributable cash flow coverage.

<sup>2</sup> Five years ended December 31, 2016.

# Archrock Partners' Recent Highlights

## First Quarter 2017

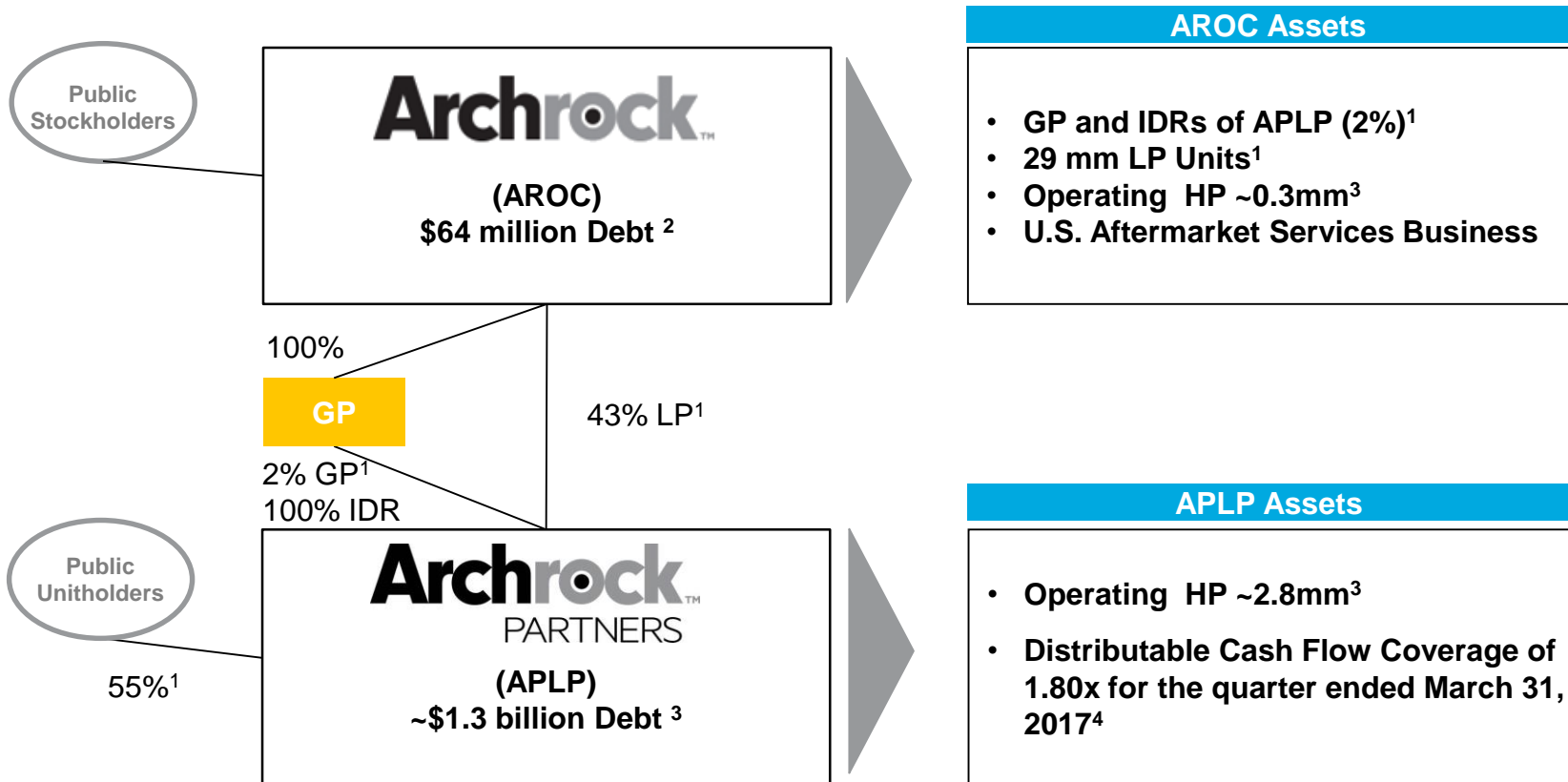
- Closed new five year \$1.1 billion asset-based revolving credit facility
- First quarter results
  - Highest quarterly level of new orders since the fourth quarter of 2014
  - Revenue increase of 1% from the fourth quarter of 2016, driven by full quarter impact of November 2016 drop-down
  - Distributable cash flow coverage of 1.80x<sup>1</sup>
  - Covenant Debt/EBITDA of 4.9x compared to 5.95x covenant

<sup>1</sup> See Addendum I regarding non-GAAP measures for information on Archrock Partners distributable cash flow & distributable cash flow coverage.

# Overview of Archrock Partners

Archrock Partners is a pure play U.S. provider of contract compression

## Archrock Companies Structure and Asset Overview



<sup>1</sup> Based on APLP units outstanding as of March 31, 2017.

<sup>2</sup> As of March 31, 2017; Archrock deconsolidated debt presented pro forma for \$25.0 million received from a subsidiary of Exterran on April 11, 2017, an amount equal to the Contingent Financing Payment (as defined in the separation agreement with Exterran) as a result of Exterran's successful Qualified Capital Raise (as defined in the separation agreement).

<sup>3</sup> As of March 31, 2017.

<sup>4</sup> See Addendum I regarding non-GAAP measures for information on Archrock Partners distributable cash flow and distributable cash flow coverage.

# What Does Compression Do?

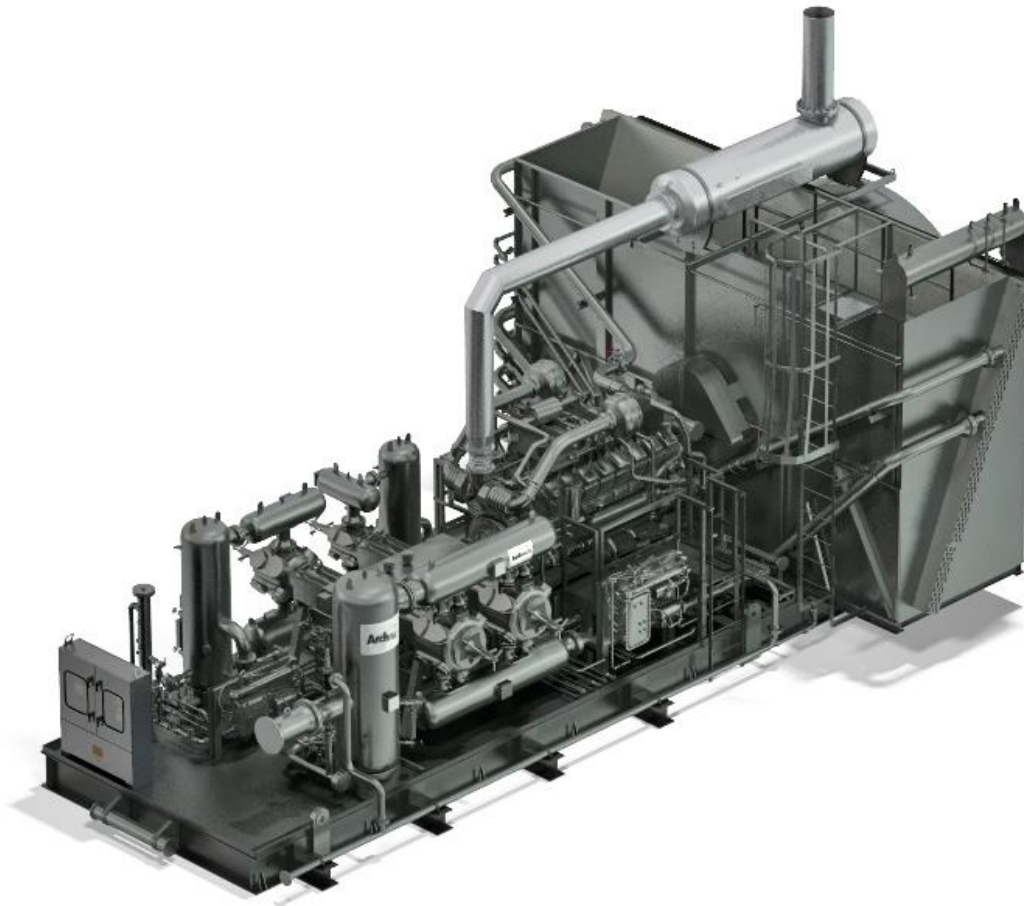
Increases pressure from suction to discharge

## Suction Pressure<sup>1</sup>

50 PSI

## Inlet Sources

- Wellhead
- Gathering System



## Discharge Pressure<sup>1</sup>

1,200 PSI

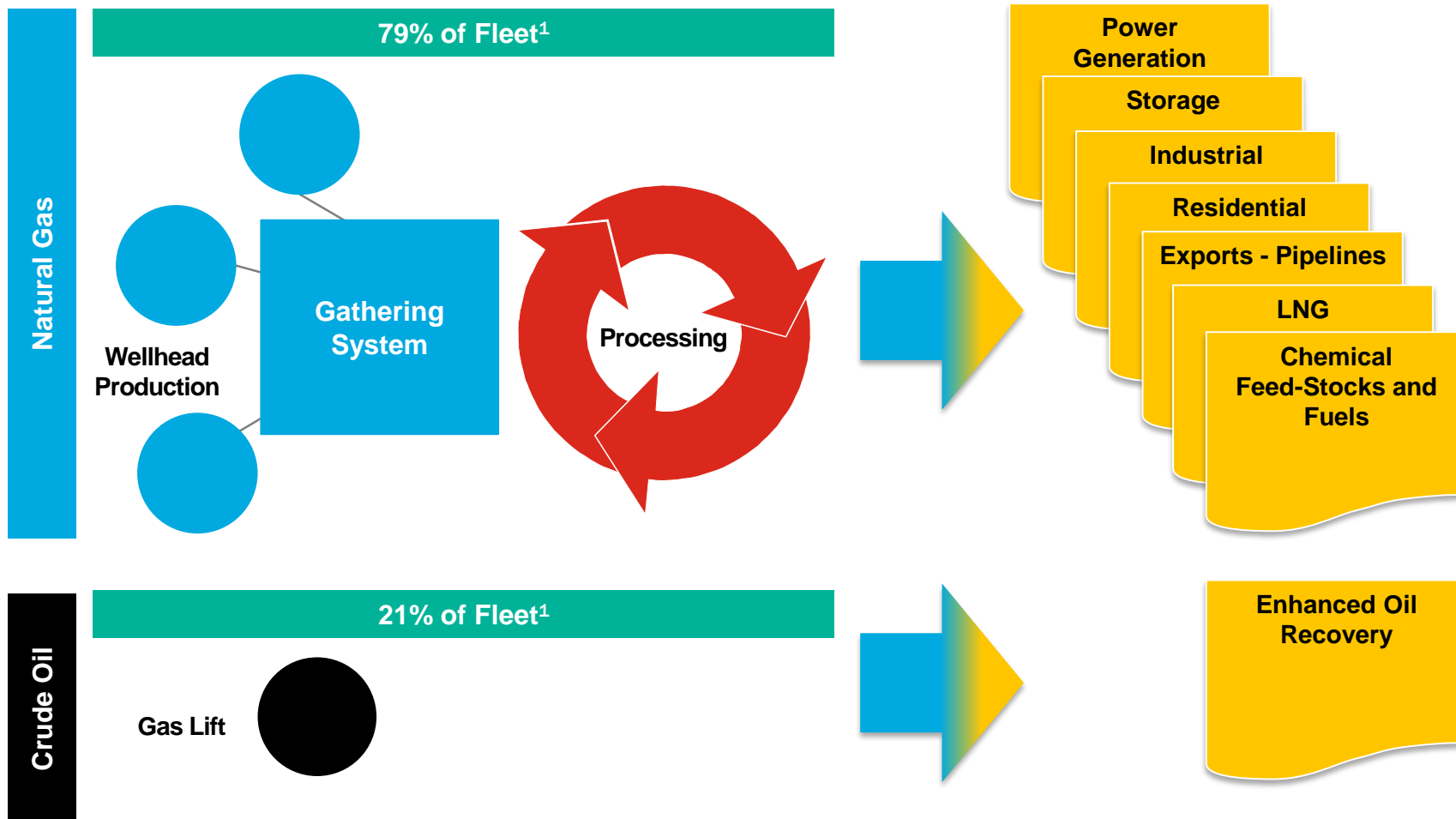
## Outlet Sources

- Gathering System
- Pipeline
- Processing Plant
- Storage Facility
- Reservoir

<sup>1</sup> Pressures based on an illustrative example from the Eagle Ford shale.

# Where is Compression Used?

Compression is an essential service utilized all along the production cycle to transport gas to the end user



<sup>1</sup> Based on operating horsepower of Archrock and Archrock Partners combined U.S. compression fleet as of March 31, 2017.



# Compression Applications & Customers

Services Provided					
	Average HP / Unit <sup>1,2</sup>	Units <sup>2</sup>	Overview	Customer Types	Archrock Focus
<b>Wellhead</b>	359	1,305	<ul style="list-style-type: none"> <li>• Compression located at the well site</li> <li>• Often smaller units that are compressing a single well</li> </ul>	<ul style="list-style-type: none"> <li>• Upstream E&amp;P</li> </ul>	✓
<b>Gathering</b>	911	1,911	<ul style="list-style-type: none"> <li>• Transports gas from multiple wells to a compressor or compressor station</li> <li>• Often larger units compared to wellhead</li> </ul>	<ul style="list-style-type: none"> <li>• Upstream E&amp;P</li> <li>• Midstream G&amp;P</li> </ul>	✓
<b>Gas Lift</b>	328	2,001	<ul style="list-style-type: none"> <li>• Use of gas to artificially lift oil or fluids from a well</li> <li>• Unit size can vary based on the volume and number of wells being lifted</li> </ul>	<ul style="list-style-type: none"> <li>• Upstream E&amp;P</li> </ul>	✓
<b>Other</b>	622	344	<ul style="list-style-type: none"> <li>• Includes plant compression, flash gas, residue plant compression, CO2 injection and storage</li> </ul>	<ul style="list-style-type: none"> <li>• Various</li> </ul>	<ul style="list-style-type: none"> <li>• More limited opportunities</li> </ul>

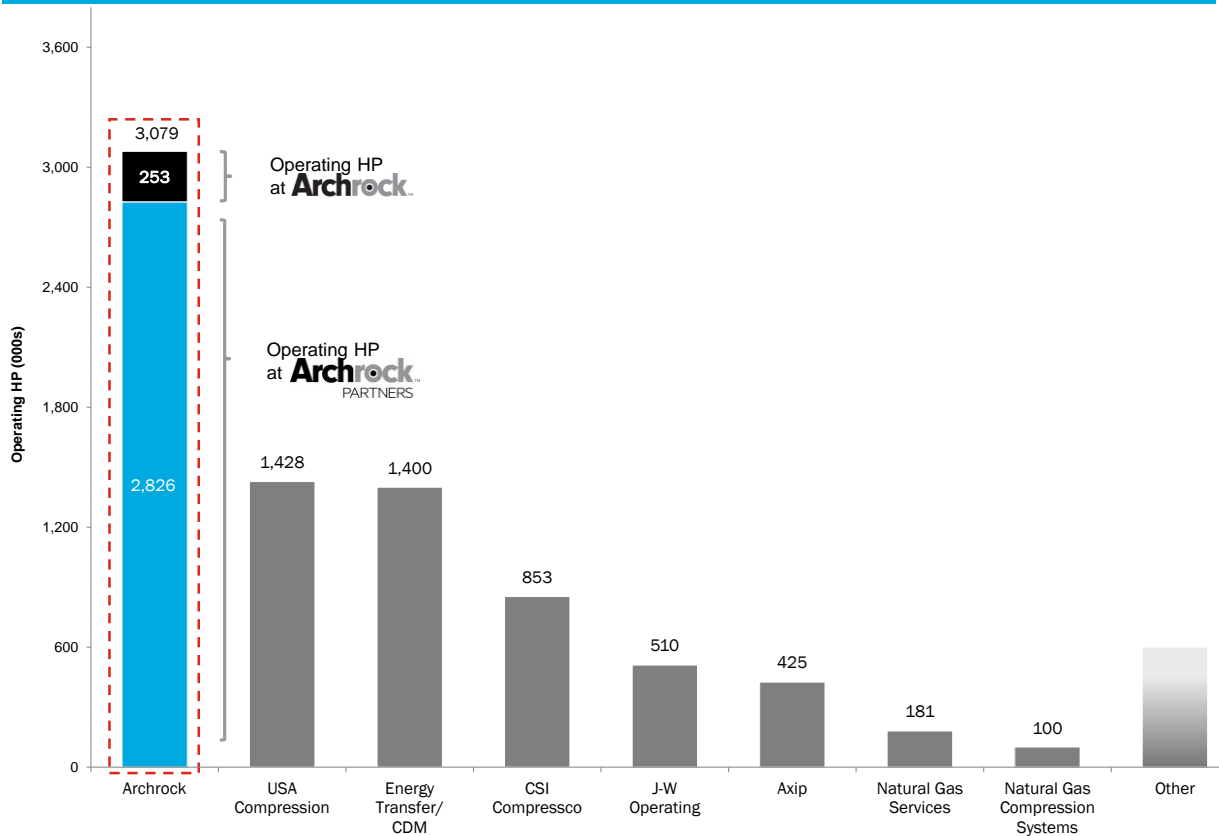
<sup>1</sup> Horsepower reported as original equipment manufacturer (OEM) horsepower and unit data as of March 31, 2017.

<sup>2</sup> Data represents Archrock and Archrock Partners combined U.S. compression fleet as of March 31, 2017.

# Leader in U.S. Contract Compression Services

Archrock Partners is the largest outsourced compression provider in the U.S.

## U.S. Outsourced Compression Competitors<sup>1</sup>



## Archrock Partners Highlights

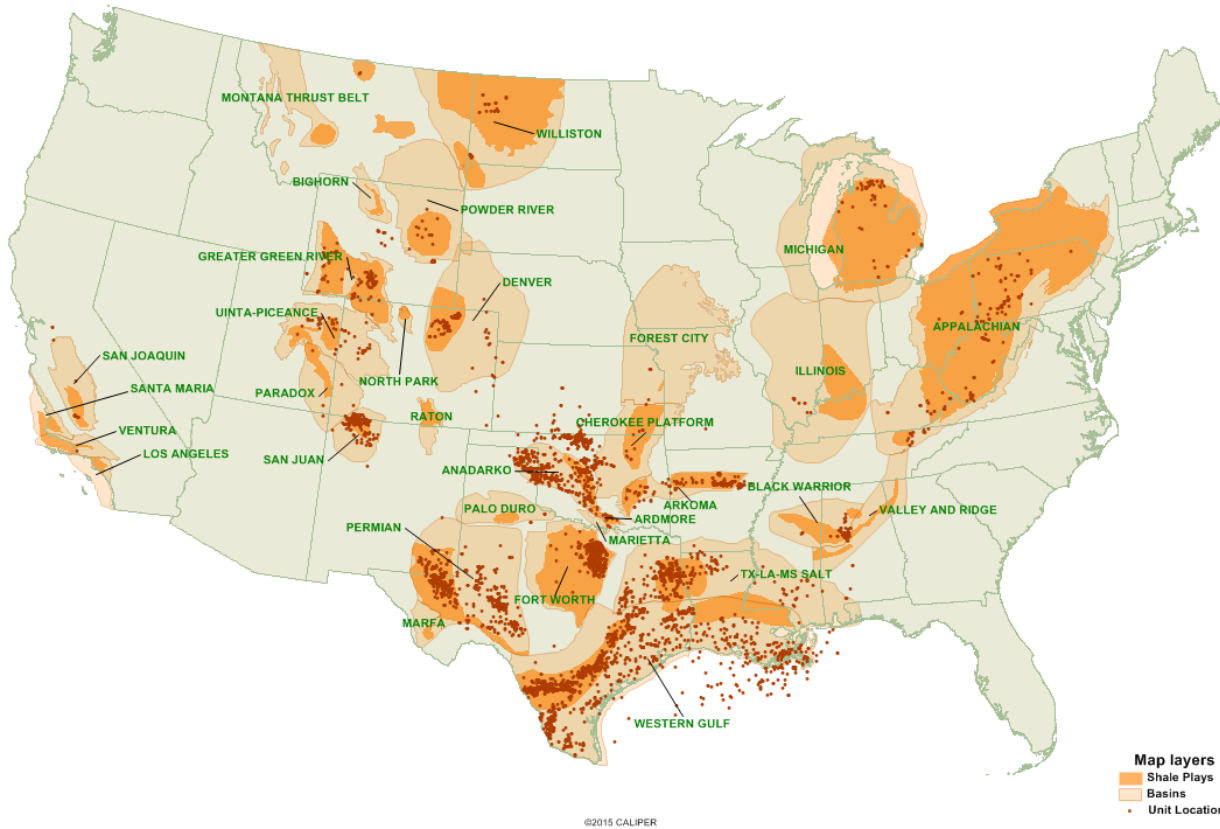
- Archrock Partners is the largest contract compression provider in the U.S. with approximately 2.8 million operating horsepower<sup>1</sup>
- Archrock's business size and scale provide significant operational and financial synergies
- We are proud of the quality of our service, delivering an average runtime of over 99%

<sup>1</sup> SEC filings and management estimates: as of March 31, 2017.

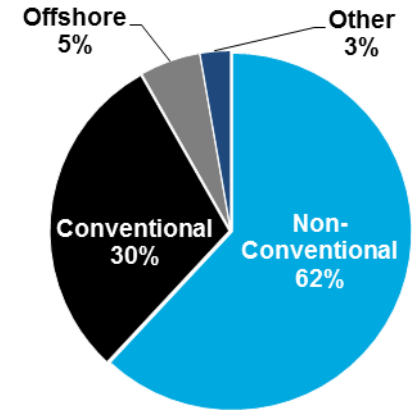
# Archrock Partners Geographic Diversity

Archrock Partners geographic diversity provides stability and growth opportunities across the U.S.

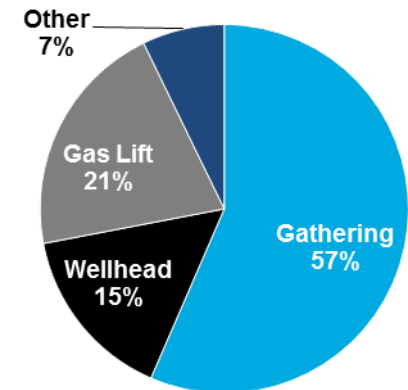
## Presence in All Major U.S. Producing Basins



## HP by Play Type<sup>1</sup>



## HP by Application<sup>1</sup>



Source: Energy Information Administration

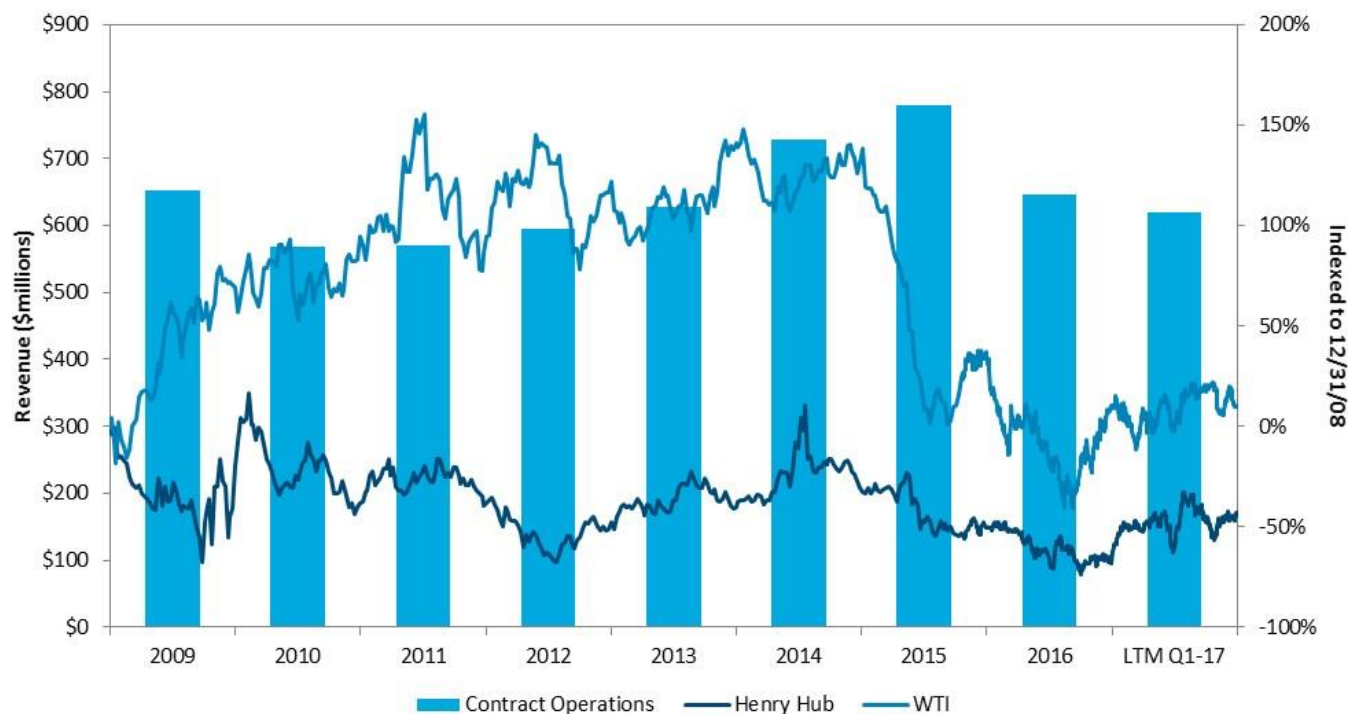
Note: Excludes offshore units in the Gulf of Mexico.

<sup>1</sup> Horsepower reported as original equipment manufacturer (OEM) horsepower as of March 31, 2017 for both Archrock and Archrock Partners combined U.S. compression fleet.

# Stability of Business Model

Fee-based compression services provide relatively stable cash flow

Consolidated Compression Services Revenue and Oil & Gas Prices<sup>1,2,3</sup>



Note: Historical data should not be relied upon as being indicative of future results.

<sup>1</sup> Henry Hub indexed to \$5.63 per million BTU at December 31, 2008; WTI indexed to \$44.60 per barrel at December 31, 2008. Prices presented through May 1, 2017.

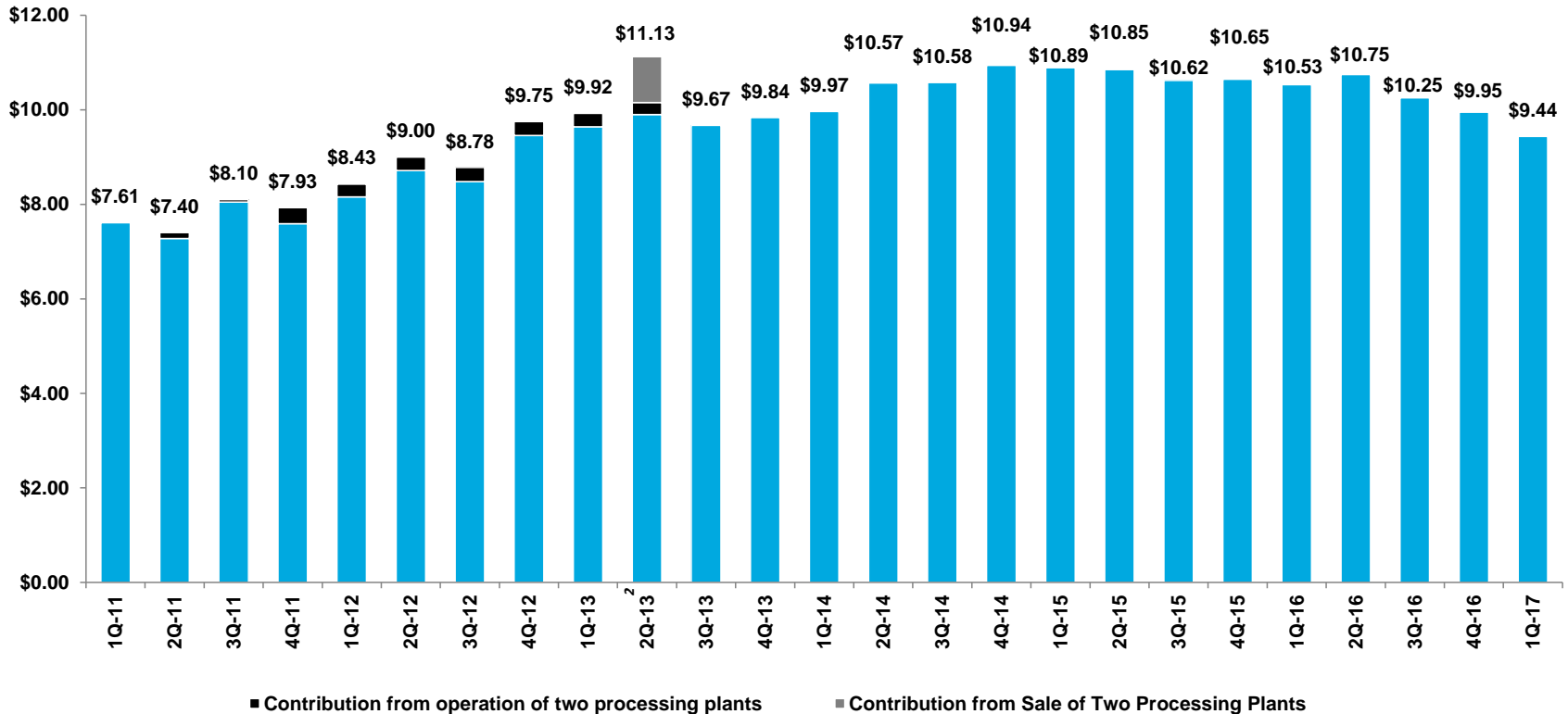
<sup>2</sup> Data represents combined Archrock and Archrock Partners U.S. compression services revenue for the periods presented.

<sup>3</sup> In December 2013, Archrock abandoned its contract water treatment business. All periods exclude results from Archrock's contract water treatment business.

# Archrock Partners' Profitability Trend

Archrock Partners' gross margin per horsepower benefitted from profit improvement initiatives and fleet high grading including the MidCon acquisitions

## Gross Margin per Horsepower per Month<sup>1</sup>



Note: Historical data should not be relied upon as being indicative of future results.

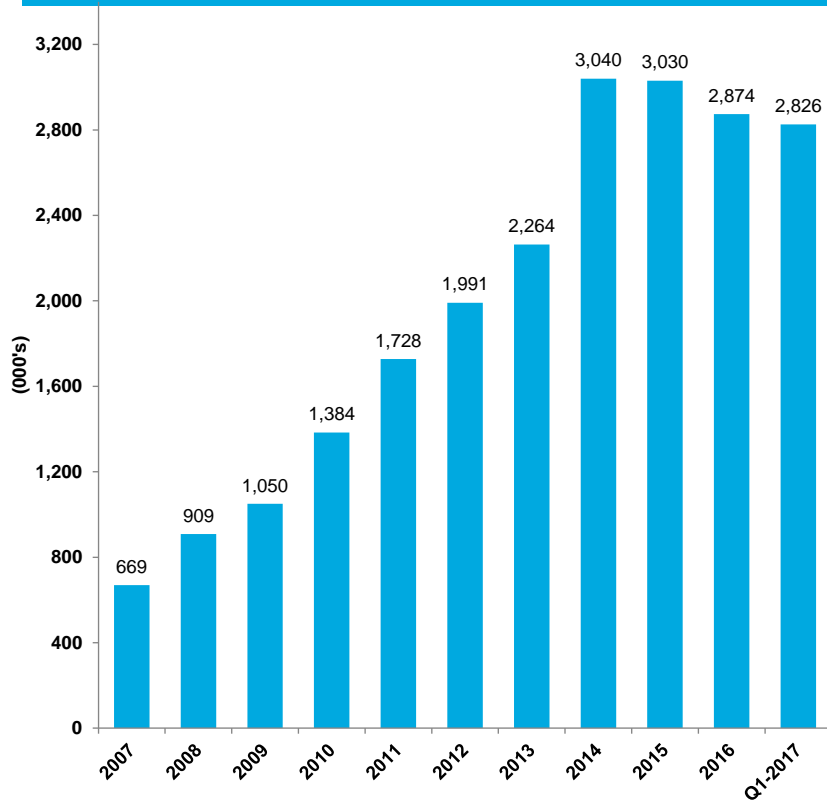
<sup>1</sup> See Addendum I regarding non-GAAP measures for information on gross margin and gross margin per horsepower.

<sup>2</sup> A customer's exercise of purchase options on two natural gas processing plants increased gross margin per average operating horsepower per month by \$0.97 in the second quarter 2013.

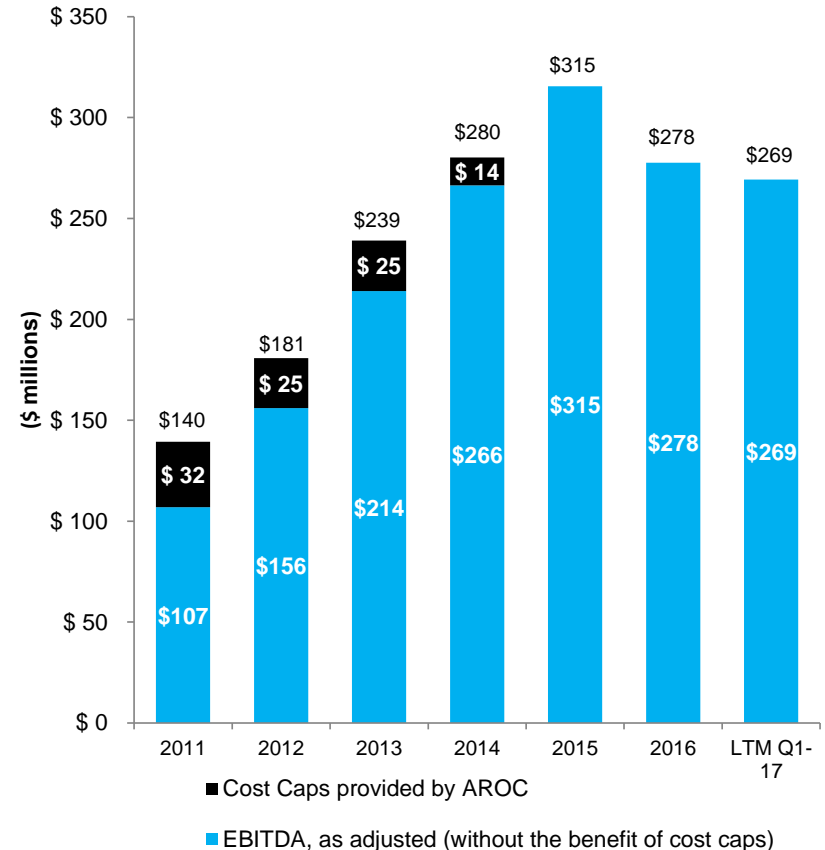
# Proven Track Record

Our financial results have benefitted from growth and performance improvement initiatives

Archrock Partners Operating Horsepower



Archrock Partners EBITDA, as adjusted<sup>1</sup>



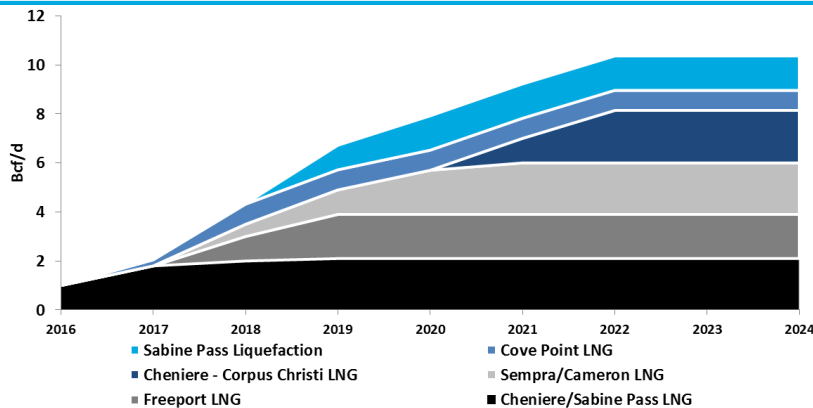
Note: Historical data should not be relied upon as being indicative of future results.

<sup>1</sup> See Addendum I regarding non-GAAP measures for information on Archrock Partners EBITDA, as adjusted.

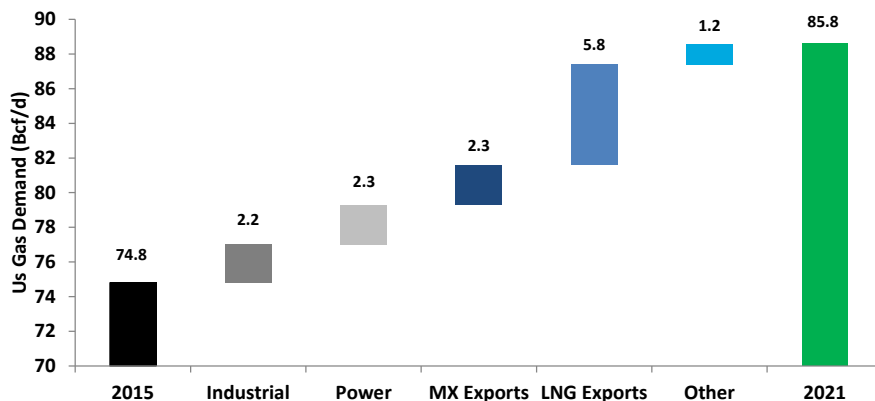
# U.S. Forecasted Production Growth Driven by Strong Demand Outlook

## Sources of Demand

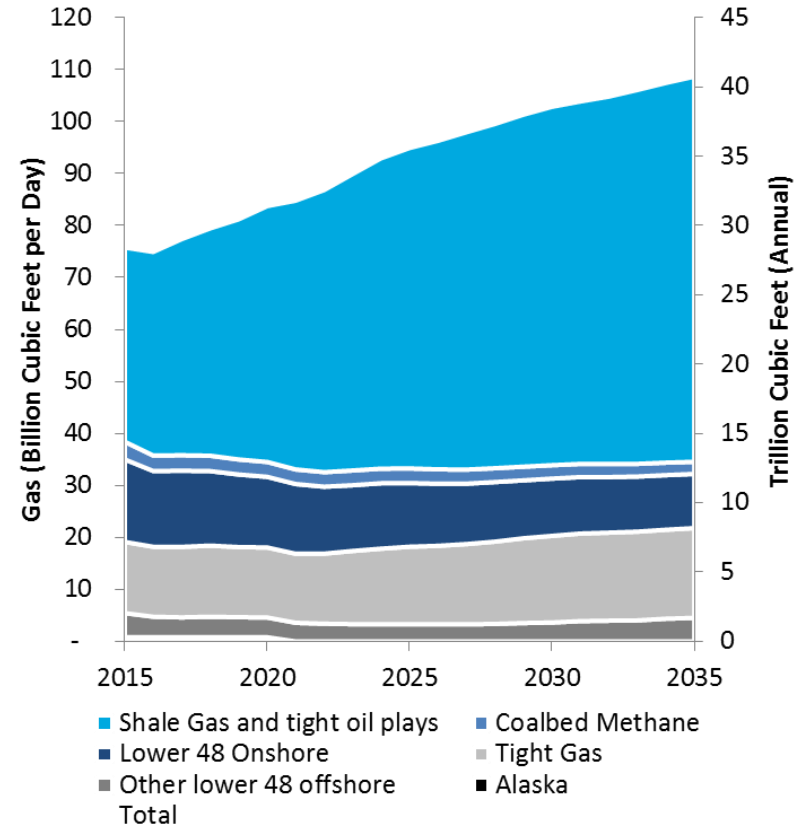
### U.S. LNG Exports<sup>1</sup>



### U.S. Natural Gas Demand Growth<sup>2</sup>



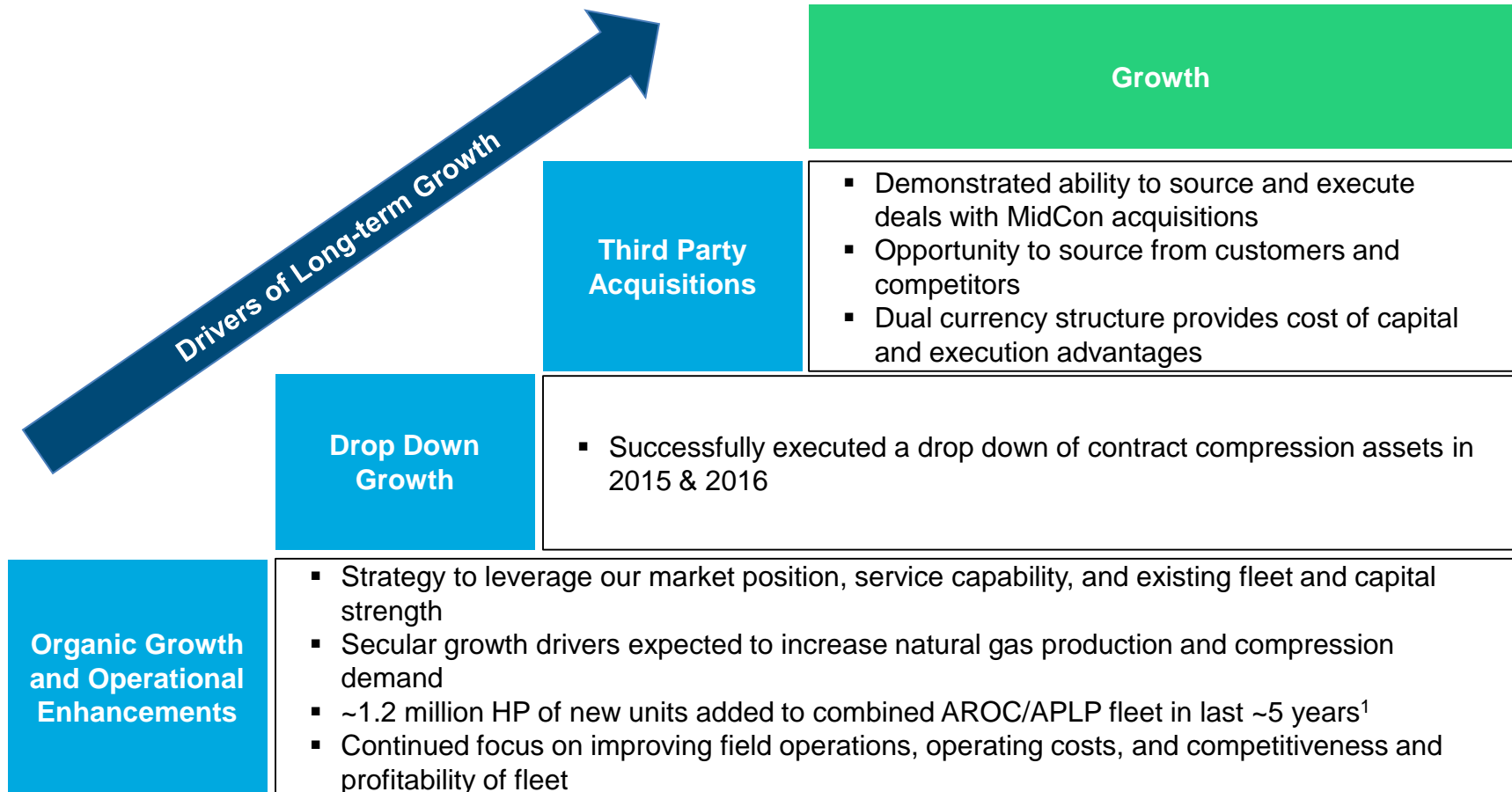
## Forecasted Supply<sup>3</sup>



1. North America LNG Export Terminals approved by the Federal Energy Regulatory Commission and under construction as of May 19, 2016. Timing estimates based on management estimates and sponsor publications.
2. Data from Bentek (August 2016).
3. Data from EIA Annual Energy Outlook 2016 (May 17, 2016).

# Overview of Growth Strategies

Demonstrated track record of executing growth strategies

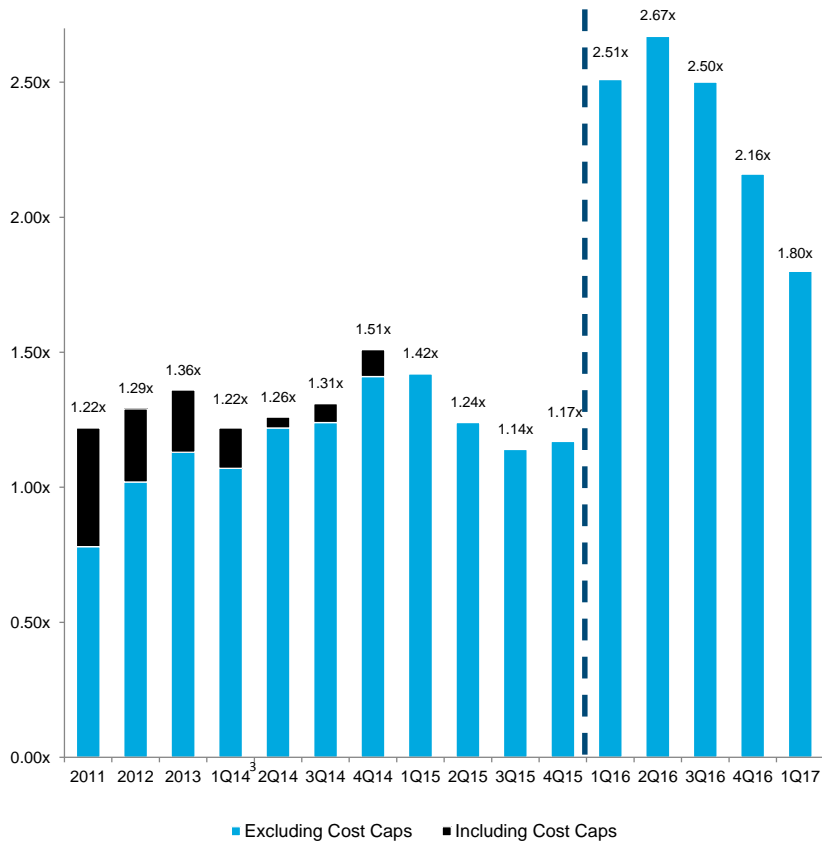


<sup>1</sup> Five years ended December 31, 2016; includes units added through third party acquisitions.

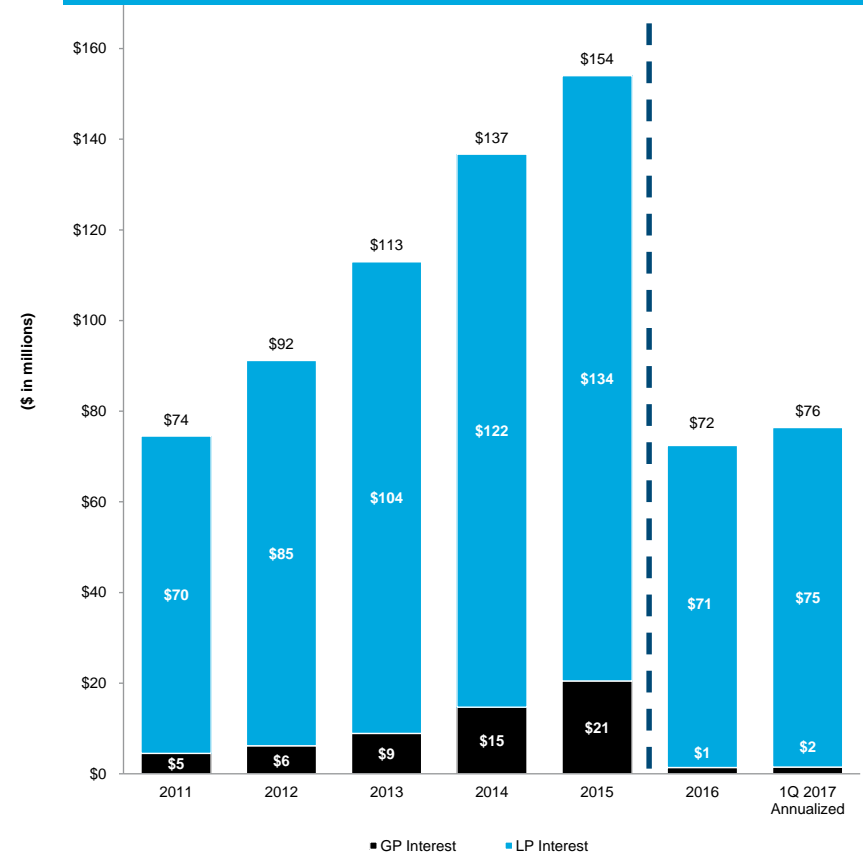


# Archrock Partners' Distributions & Coverage

Distributable Cash Flow Coverage<sup>1,2,4</sup>



Total Distributions Declared<sup>2,4</sup>



Note: Historical data should not be relied upon as being indicative of future results.

<sup>1</sup> See Addendum I regarding non-GAAP measures for information on distributable cash flow and distributable cash flow coverage.

<sup>2</sup> Distribution levels with respect to future quarters have not been declared and will be determined by the board of the managing general partner of APLP.

<sup>3</sup> Q1-14 pro forma for acquisition of compression assets from MidCon Compression LLC closed April 10, 2014.

<sup>4</sup> Archrock Partners cash distribution of \$0.285 per limited partner unit for the first-quarter of 2016 through the first-quarter of 2017 is approximately 50 percent lower than the fourth-quarter 2015 distribution.

# Enhanced Credit Profile

Archrock Partners has ample access to capital to execute its growth strategy

## Highlights

- Will opportunistically term out debt as markets allow
- Committed to maintaining leverage and liquidity metrics through the cycle
- APLP covenant allows for 5.95x leverage through 2017

## Liquidity Profile

### Archrock Partners Liquidity<sup>1</sup>

Revolving credit facility capacity	\$1,100.0
Revolving credit facility unavailable due to covenant constraints	(\$143.8)
Borrowings under facility	(\$663.0)

**Liquidity at Archrock Partners Standalone** **\$293.2**

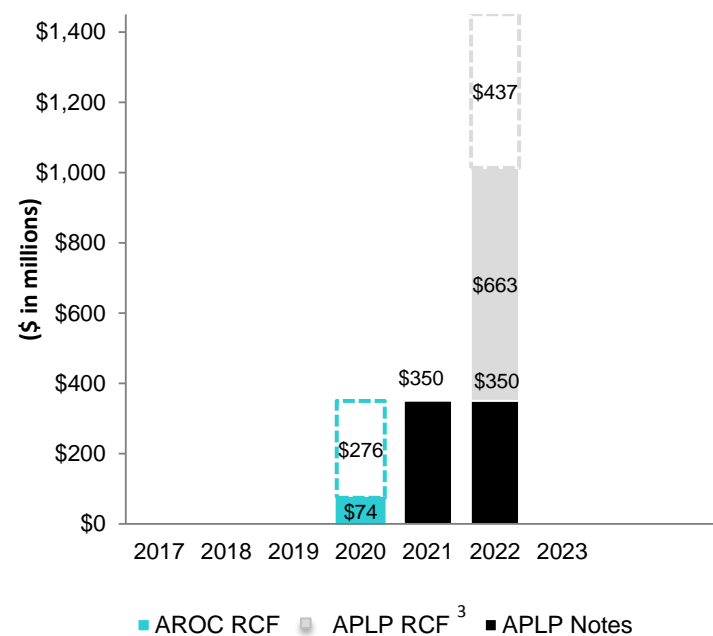
### Archrock Standalone Pro Forma Liquidity<sup>2</sup>

Revolving credit facility capacity	\$350.0
Borrowings under facility and letters of credit	(\$74.0)
Revolving credit facility unavailable due to covenant constraints	(\$108.7)

**Liquidity at Archrock Standalone** **\$167.3**

**Total Liquidity of Archrock Companies** **\$460.5**

## Debt Maturity Profile



■ AROC RCF ■ APLP RCF<sup>3</sup> ■ APLP Notes

<sup>1</sup> As of March 31, 2017, Archrock Partners had undrawn capacity of \$437.0 million under its revolving credit facility. The Archrock Partners credit agreement limits the Total Debt (as defined in the credit agreement) to EBITDA ratio (as defined in the credit agreement) to not greater than 5.95 to 1.0; and the Senior Secured Debt (as defined in the credit agreement) to EBITDA ratio (as defined in the credit agreement) to not greater than 3.50 to 1.00. As a result of this limitation, \$143.8 million of the \$437.0 million of undrawn capacity under our revolving credit facility was unavailable for additional borrowings as of March 31, 2017.

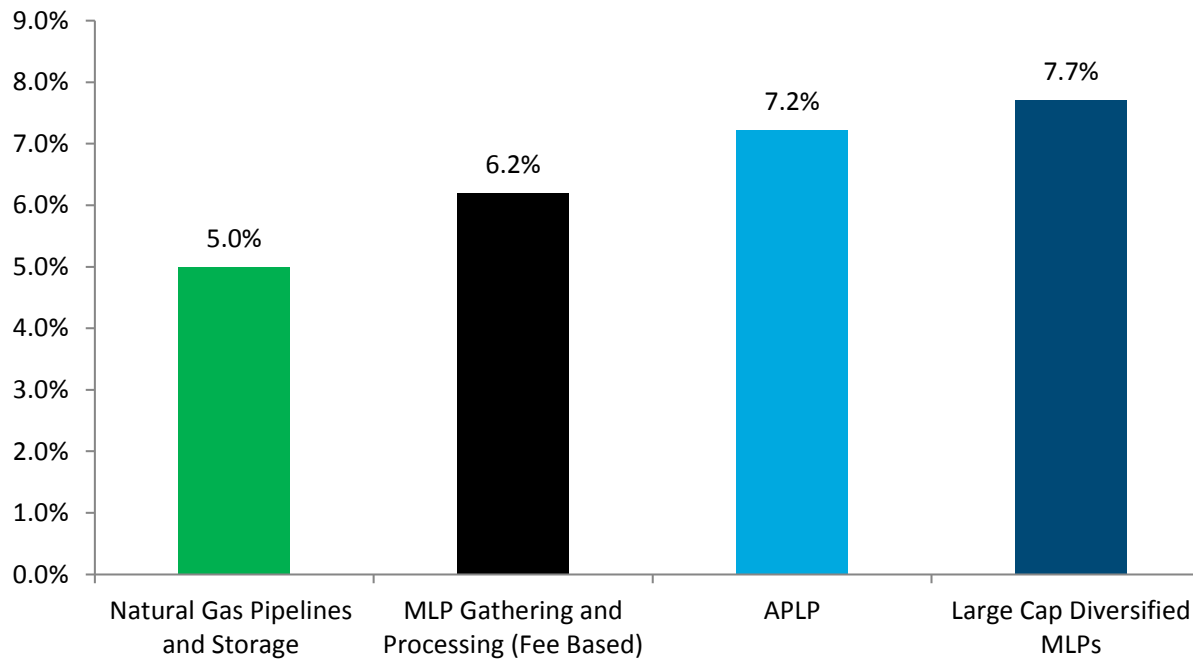
<sup>2</sup> As of March 31, 2017, Archrock had undrawn capacity of \$276.0 million under its revolving credit facility (including the pro forma effect of the \$25.0 million received from a subsidiary of Exterran on April 11, 2017, an amount equal to the Contingent Financing Payment (as defined in the separation agreement) with Exterran as a result of Exterran's successful Qualified Capital Raise (as defined in the separation agreement)). The Archrock credit agreement limits the Total Debt (as defined in the credit agreement) to EBITDA ratio (as defined in the credit agreement) to not greater than 4.25 to 1.00. As a result of this limitation, \$108.7 million of the \$276.0 million of undrawn capacity under Archrock's revolving credit facility was unavailable to Archrock for additional borrowings as of March 31, 2017.

<sup>3</sup> Archrock Partners' \$1.1 billion asset-based credit facility will mature the earlier of (i) March 30, 2022 or (ii) December 2, 2020 if any portion of Archrock Partners Senior Notes due April 2021 are outstanding on such date. Graph assumes Senior Notes due 2021 are refinanced prior to December 2, 2020.

# Current Yield

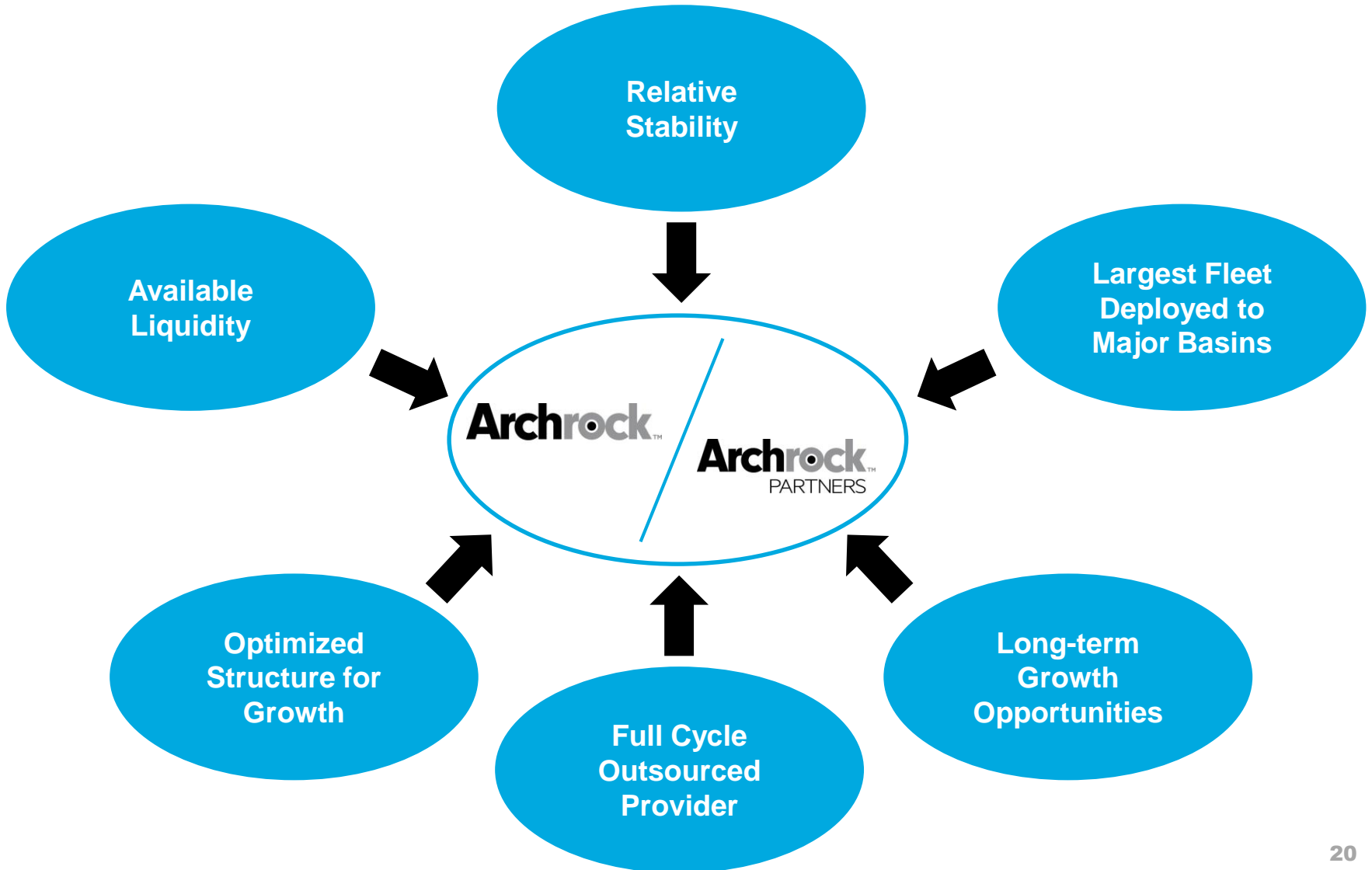
## MLP Industry Yields

May 22, 2017<sup>1</sup>



<sup>1</sup> Source: Barclays Capital - Energy Infrastructure Weekly May 22, 2017; Price data as of May 22, 2017.

# Key Archrock Partners Investment Highlights



## Addendum I: Non-GAAP Financial Measures

# Non-GAAP Financial Measures

Archrock Partners, L.P. (Exterran Partners, L.P. pre-spin):

EBITDA, as adjusted, a non-GAAP measure, is defined as net income (loss) (a) excluding income taxes, interest expense, depreciation and amortization expense, impairment charges, restructuring charges, expensed acquisition costs, debt extinguishment costs, other items and non-cash selling, general and administrative (“SG&A”) costs (b) plus the amounts reimbursed to Archrock Partners by Archrock as a result of caps on cost of sales and SG&A costs provided in the omnibus agreement to which Archrock and Archrock Partners are parties (the “Omnibus Agreement”), which amounts are treated as capital contributions from Archrock for accounting purposes. Under the Omnibus Agreement, the caps on cost of sales and SG&A costs terminated effective January 1, 2015.

EBITDA, as adjusted (without the benefit of the cost caps) is defined as EBITDA, as further adjusted, less the amounts reimbursed to Archrock Partners by Archrock as a result of caps on cost of sales and SG&A costs provided in the Omnibus Agreement.

Distributable cash flow, a non-GAAP measure, is defined as net income (loss) (a) plus depreciation and amortization expense, impairment charges, restructuring charges, expensed acquisition costs, non-cash SG&A costs, debt extinguishment costs, interest expense and any amounts reimbursed to Archrock Partners by Archrock as a result of the caps on cost of sales and SG&A costs provided in the Omnibus Agreement, which amounts are treated as capital contributions from Archrock for accounting purposes, (b) less cash interest expense (excluding amortization of deferred financing fees, amortization of debt discount and non-cash transactions related to interest rate swaps) and maintenance capital expenditures, and (c) excluding gains or losses on asset sales and other items. Under the Omnibus Agreement, the caps on cost of sales and SG&A costs terminated effective January 1, 2015.

Distributable cash flow (without the benefit of cost caps) is defined as distributable cash flow less the amounts reimbursed to Archrock Partners by Archrock as a result of caps on cost of sales and SG&A costs provided in the Omnibus Agreement.

Gross margin, a non-GAAP measure, is defined as total revenue less cost of sales (excluding depreciation and amortization expense). Gross margin percentage is defined as gross margin divided by revenue.

# Non-GAAP Financial Measures

## Archrock Partners, L.P.

(\$ in thousands)

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Net income (loss)	\$ 19,401	\$ 29,847	\$ 14,784	\$ (23,333)	\$ 6,053	\$ 10,509	\$ 64,023	\$ 61,719	\$ (84,025)	\$ (10,757)
Depreciation and amortization	16,570	27,053	36,452	52,518	67,930	88,298	103,711	128,196	155,786	153,741
Long-lived asset impairment	-	-	3,151	24,976	1,060	29,560	5,350	12,810	38,987	46,258
Restructuring charges	-	-	-	-	-	-	-	702	-	7,309
Goodwill impairment	-	-	-	-	-	-	-	-	127,757	-
Selling, general and administrative	13,730	16,085	24,226	34,830	39,380	49,889	61,971	80,521	85,586	79,717
Interest expense	11,658	18,039	20,303	24,037	30,400	25,167	37,068	57,811	74,581	77,863
Other income, net	(22)	(1,430)	(1,208)	(314)	(392)	(35)	(9,481)	(74)	(1,391)	(2,594)
Provision for income taxes	272	555	541	680	918	945	1,506	1,313	1,035	1,412
<b>Gross margin<sup>1</sup></b>	<b>61,609</b>	<b>90,149</b>	<b>98,249</b>	<b>113,394</b>	<b>145,349</b>	<b>204,333</b>	<b>264,148</b>	<b>342,998</b>	<b>398,316</b>	<b>352,949</b>
Cap on operating costs provided by AROC	8,618	12,480	7,246	21,404	26,492	16,562	12,382	2,536	-	-
Cap on selling, general and administrative costs provided by AROC	283	120	552	3,316	5,905	8,196	12,798	11,314	-	-
Non-cash selling, general and administrative costs	3,184	(2,090)	811	1,209	532	797	1,174	1,376	1,059	1,203
Expensed acquisition costs (in Other (income) expense, net)	-	-	803	356	514	695	821	2,471	302	523
Plus: Non-recurring cash selling, general and administrative reimbursement <sup>2</sup>	(848)	-	-	-	-	-	-	-	-	-
Less: Selling, general and administrative	(13,730)	(16,085)	(24,226)	(34,830)	(39,380)	(49,889)	(61,971)	(80,521)	(85,586)	(79,717)
Less: Other income, net	22	1,430	1,208	314	392	35	9,481	74	1,391	2,594
<b>EBITDA, as adjusted<sup>1</sup></b>	<b>59,138</b>	<b>86,004</b>	<b>84,643</b>	<b>105,163</b>	<b>139,804</b>	<b>180,729</b>	<b>238,833</b>	<b>280,248</b>	<b>315,482</b>	<b>277,552</b>
Less: Provision for income taxes	(272)	(555)	(541)	(680)	(918)	(945)	(1,506)	(1,313)	(1,035)	(1,412)
Less: Gain on sale of property, plant and equipment (in Other income, net)	-	(1,435)	(2,011)	(667)	(919)	(689)	(10,140)	(2,466)	(1,747)	(3,585)
Less: loss on non-cash consideration in March 2016 acquisition	-	-	-	-	-	-	-	-	-	635
Less: Cash interest expense	(11,258)	(17,567)	(19,697)	(21,087)	(18,822)	(22,761)	(32,810)	(53,525)	(70,181)	(73,594)
Less: Maintenance capital expenditures	(7,079)	(9,451)	(12,585)	(15,898)	(28,861)	(38,368)	(41,401)	(45,316)	(51,829)	(23,900)
<b>Distributable cash flow<sup>1</sup></b>	<b>\$ 40,529</b>	<b>\$ 56,996</b>	<b>\$ 49,809</b>	<b>\$ 66,831</b>	<b>\$ 90,284</b>	<b>\$ 117,966</b>	<b>\$ 152,976</b>	<b>\$ 177,628</b>	<b>\$ 190,690</b>	<b>\$ 175,696</b>
Distributions declared to all unitholders for the period, including incentive distribution rights	\$ 24,575	\$ 34,164	\$ 39,404	\$ 54,913	\$ 74,214	\$ 91,617	\$ 112,705	\$ 136,829	\$ 154,349	\$ 71,646
Distributable cash flow coverage <sup>3</sup>	1.65x	1.67x	1.26x	1.22x	1.22x	1.29x	1.36x	1.30x	1.24x	2.45x
Distributable cash flow coverage (without the benefit of the cost caps) <sup>3,4</sup>	1.29x	1.30x	1.07x	0.77x	0.78x	1.02x	1.13x	1.20x	1.24x	2.45x
<b>EBITDA, as adjusted<sup>1</sup></b>	<b>\$ 59,138</b>	<b>\$ 86,004</b>	<b>\$ 84,643</b>	<b>\$ 105,163</b>	<b>\$ 139,804</b>	<b>\$ 180,729</b>	<b>\$ 238,833</b>	<b>\$ 280,248</b>	<b>\$ 315,482</b>	<b>\$ 277,552</b>
Less: Cap on operating and selling, general and administrative costs provided by AROC	(8,901)	(12,600)	(7,798)	(24,720)	(32,397)	(24,758)	(25,180)	(13,850)	-	-
<b>EBITDA, as adjusted (without the benefit of the cost caps)<sup>1,4</sup></b>	<b>\$ 50,237</b>	<b>\$ 73,404</b>	<b>\$ 76,845</b>	<b>\$ 80,443</b>	<b>\$ 107,407</b>	<b>\$ 155,971</b>	<b>\$ 213,653</b>	<b>\$ 266,398</b>	<b>\$ 315,482</b>	<b>\$ 277,552</b>
<b>Distributable cash flow<sup>1</sup></b>	<b>\$ 40,529</b>	<b>\$ 56,996</b>	<b>\$ 49,809</b>	<b>\$ 66,831</b>	<b>\$ 90,284</b>	<b>\$ 117,966</b>	<b>\$ 152,976</b>	<b>\$ 177,628</b>	<b>\$ 190,690</b>	<b>\$ 175,696</b>
Less: Cap on operating and selling, general and administrative costs provided by AROC	(8,901)	(12,600)	(7,798)	(24,720)	(32,397)	(24,758)	(25,180)	(13,850)	-	-
<b>Distributable cash flow (without the benefit of the cost caps)<sup>1,4</sup></b>	<b>\$ 31,628</b>	<b>\$ 44,396</b>	<b>\$ 42,011</b>	<b>\$ 42,111</b>	<b>\$ 57,887</b>	<b>\$ 93,208</b>	<b>\$ 127,796</b>	<b>\$ 163,778</b>	<b>\$ 190,690</b>	<b>\$ 175,696</b>

<sup>1</sup> See Addendum I-A for information on gross margin, EBITDA, as adjusted, EBITDA, as adjusted (without the benefit of the cost caps), distributable cash flow and distributable cash flow (without the benefit of the cost caps).

<sup>2</sup> Consists of a cash reimbursement from Archrock of non-cash merger-related expenses incurred by Archrock Partners.

<sup>3</sup> Defined as distributable cash flow divided by distributions declared to all unit holders for the period, including incentive distributions rights.

<sup>4</sup> Provisions in the Omnibus Agreement that provided caps on our obligation to reimburse Archrock for operating and SG&A expenses terminated on January 1, 2015. Excluding the benefit of the cost caps from our previously defined non-GAAP measures of EBITDA, as adjusted, and distributable cash flow provides external users of our consolidated financial statements comparable measures to assess operating performance in the current year period with operating performance in the prior year periods.

# Non-GAAP Financial Measures

## Archrock Partners, L.P.

(\$ in thousands)

	1Q 11	2Q 11	3Q 11	4Q 11	1Q 12	2Q 12	3Q 12	4Q 12	1Q 13	2Q 13	3Q 13	4Q 13
Net income (loss)	\$ 223	\$ (1,938)	\$ 3,253	\$ 4,515	\$ 4,505	\$ (19,050)	\$ 10,380	\$ 14,674	\$ 14,733	\$ 27,896	\$ 10,035	\$ 11,359
Depreciation and amortization	14,149	15,459	19,087	19,235	20,362	22,788	21,930	23,218	22,706	27,030	27,158	26,817
Long-lived asset impairment	-	305	384	371	805	28,122	-	633	1,540	925	784	2,101
Restructuring charges	-	-	-	-	-	-	-	-	-	-	-	-
Goodwill impairment	-	-	-	-	-	-	-	-	-	-	-	-
Selling, general and administrative	10,216	9,927	10,594	8,643	12,222	13,450	11,762	12,455	12,607	15,203	16,948	17,213
Interest expense	7,075	7,553	7,860	7,912	5,882	6,399	6,465	6,421	7,424	10,299	9,735	9,610
Other (income) expense, net	(221)	455	(338)	(288)	527	(261)	(137)	(164)	(407)	(7,270)	(639)	(1,165)
Provision for (benefit from) income taxes	235	256	242	185	281	277	272	115	407	561	309	229
<b>Gross margin<sup>1</sup></b>	<b>31,677</b>	<b>32,017</b>	<b>41,082</b>	<b>40,573</b>	<b>44,584</b>	<b>51,725</b>	<b>50,672</b>	<b>57,352</b>	<b>59,010</b>	<b>74,644</b>	<b>64,330</b>	<b>66,164</b>
Cap on operating costs provided by AROC	6,877	8,349	6,193	5,073	5,323	3,511	5,841	1,886	3,503	1,729	3,212	3,938
Cap on selling, general and administrative costs provided by AROC	2,252	1,851	1,802	-	2,482	2,810	1,090	1,815	1,854	2,368	4,164	4,412
Non-cash selling, general and administrative costs	364	153	(207)	222	345	140	172	140	253	335	285	301
Expensed acquisition costs (in Other (income) expense, net)	-	514	-	-	695	-	-	-	575	-	-	246
Less: Selling, general and administrative	(10,216)	(9,927)	(10,594)	(8,643)	(12,222)	(13,450)	(11,762)	(12,455)	(12,607)	(15,203)	(16,948)	(17,213)
Less: Other income (expense), net	221	(455)	338	288	(527)	261	137	164	407	7,270	639	1,165
<b>EBITDA, as adjusted<sup>1</sup></b>	<b>31,175</b>	<b>32,502</b>	<b>38,614</b>	<b>37,513</b>	<b>40,680</b>	<b>44,997</b>	<b>46,150</b>	<b>48,902</b>	<b>52,995</b>	<b>71,143</b>	<b>55,682</b>	<b>59,013</b>
Less: (Provision for) benefit from income taxes	(235)	(256)	(242)	(185)	(281)	(277)	(272)	(115)	(407)	(561)	(309)	(229)
Less: Gain on sale of property, plant and equipment (in Other (income) expense, net)	(212)	(115)	(319)	(273)	(174)	(244)	(127)	(144)	(935)	(7,249)	(614)	(1,342)
Less: Loss on non-cash consideration in March 2016 Acquisition	-	-	-	-	-	-	-	-	-	-	-	-
Less: Cash interest expense	(4,207)	(4,652)	(4,951)	(5,012)	(5,208)	(5,718)	(5,905)	(5,930)	(6,198)	(9,036)	(8,802)	(8,774)
Less: Maintenance capital expenditures	(5,457)	(8,454)	(7,382)	(7,568)	(8,117)	(11,416)	(10,345)	(8,490)	(8,349)	(9,558)	(12,675)	(10,819)
<b>Distributable cash flow<sup>1</sup></b>	<b>\$ 21,064</b>	<b>\$ 19,025</b>	<b>\$ 25,720</b>	<b>\$ 24,475</b>	<b>\$ 26,900</b>	<b>\$ 27,342</b>	<b>\$ 29,501</b>	<b>\$ 34,223</b>	<b>\$ 37,106</b>	<b>\$ 44,739</b>	<b>\$ 33,282</b>	<b>\$ 37,849</b>
Distributions declared to all unitholders for the period, including incentive distribution rights	\$ 16,243	\$ 19,061	\$ 19,322	\$ 19,581	\$ 22,480	\$ 22,762	\$ 23,044	\$ 23,331	\$ 27,598	\$ 27,927	\$ 28,340	\$ 28,840
Distributable cash flow coverage <sup>2</sup>	1.30x	1.00x	1.33x	1.25x	1.20x	1.20x	1.28x	1.47x	1.34x	1.60x	1.17x	1.31x
Distributable cash flow coverage (without the benefit of the cost caps) <sup>2,3</sup>	0.73x	0.46x	0.92x	0.99x	0.85x	0.92x	0.98x	1.31x	1.15x	1.46x	0.91x	1.02x
<b>EBITDA, as adjusted<sup>1</sup></b>	<b>\$ 31,175</b>	<b>\$ 32,502</b>	<b>\$ 38,614</b>	<b>\$ 37,513</b>	<b>\$ 40,680</b>	<b>\$ 44,997</b>	<b>\$ 46,150</b>	<b>\$ 48,902</b>	<b>\$ 52,995</b>	<b>\$ 71,143</b>	<b>\$ 55,682</b>	<b>\$ 59,013</b>
Less: Cap on operating and selling, general and administrative costs provided by AROC	(9,129)	(10,200)	(7,995)	(5,073)	(7,805)	(6,321)	(6,931)	(3,701)	(5,357)	(4,097)	(7,376)	(8,350)
<b>EBITDA, as adjusted (without the benefit of the cost caps)<sup>1,3</sup></b>	<b>\$ 22,046</b>	<b>\$ 22,302</b>	<b>\$ 30,619</b>	<b>\$ 32,440</b>	<b>\$ 32,875</b>	<b>\$ 38,676</b>	<b>\$ 39,219</b>	<b>\$ 45,201</b>	<b>\$ 47,638</b>	<b>\$ 67,046</b>	<b>\$ 48,306</b>	<b>\$ 50,663</b>
<b>Distributable cash flow<sup>1</sup></b>	<b>\$ 21,064</b>	<b>\$ 19,025</b>	<b>\$ 25,720</b>	<b>\$ 24,475</b>	<b>\$ 26,900</b>	<b>\$ 27,342</b>	<b>\$ 29,501</b>	<b>\$ 34,223</b>	<b>\$ 37,106</b>	<b>\$ 44,739</b>	<b>\$ 33,282</b>	<b>\$ 37,849</b>
Less: Cap on operating and selling, general and administrative costs provided by AROC	(9,129)	(10,200)	(7,995)	(5,073)	(7,805)	(6,321)	(6,931)	(3,701)	(5,357)	(4,097)	(7,376)	(8,350)
<b>Distributable cash flow (without the benefit of the cost caps)<sup>1,3</sup></b>	<b>\$ 11,935</b>	<b>\$ 8,825</b>	<b>\$ 17,725</b>	<b>\$ 19,402</b>	<b>\$ 19,095</b>	<b>\$ 21,021</b>	<b>\$ 22,570</b>	<b>\$ 30,522</b>	<b>\$ 31,749</b>	<b>\$ 40,642</b>	<b>\$ 25,906</b>	<b>\$ 29,499</b>

<sup>1</sup> See Addendum I-A for information on gross margin, EBITDA, as adjusted, EBITDA, as adjusted (without the benefit of the cost caps), distributable cash flow and distributable cash flow (without the benefit of the cost caps).

<sup>2</sup> Defined as distributable cash flow divided by distributions declared to all unit holders for the period, including incentive distribution rights.

<sup>3</sup> Provisions in the Omnibus Agreement that provided caps on our obligation to reimburse Archrock for operating and SG&A expenses terminated on January 1, 2015. Excluding the benefit of the cost caps from our previously defined non-GAAP measures of EBITDA, as adjusted, and distributable cash flow provides external users of our consolidated financial statements comparable measures to assess operating performance in the current year period with operating performance in the prior year periods.



# Non-GAAP Financial Measures

## Archrock Partners, L.P.

(\$ in thousands)

	1Q 14	2Q 14	3Q 14	4Q 14	1Q 15	2Q 15	3Q 15	4Q 15	1Q 16	2Q 16	Q3 16	Q4 16
Net income (loss)	\$ 6,939	\$ 17,752	\$ 18,103	\$ 18,925	\$ 20,085	\$ 22,327	\$ 11,498	\$ (137,935)	\$ 520	\$ 3,311	\$ (567)	\$ (14,021)
Depreciation and amortization	27,921	31,708	33,598	34,969	36,105	39,487	40,262	39,932	39,237	38,627	38,087	37,790
Long-lived asset impairment	2,486	1,991	3,558	4,775	3,484	1,826	7,163	26,514	6,315	8,283	7,909	23,751
Restructuring charges	379	198	125	-	-	-	-	-	4,139	1,208	1,946	16
Goodwill impairment	-	-	-	-	-	-	-	127,757	-	-	-	-
Selling, general and administrative	19,376	19,047	20,734	21,364	21,169	20,721	20,729	22,967	23,679	19,741	17,917	18,380
Interest expense	9,689	14,756	16,141	17,225	17,832	19,082	19,048	18,619	18,742	19,313	20,034	19,774
Other (income) expense, net	871	(134)	(649)	(162)	(191)	(1,512)	585	(273)	838	72	(890)	(2,614)
Provision for (benefit from) income taxes	182	541	(299)	889	643	(72)	131	333	94	187	188	943
<b>Gross margin<sup>1</sup></b>	<b>67,843</b>	<b>85,859</b>	<b>91,311</b>	<b>97,985</b>	<b>99,127</b>	<b>101,859</b>	<b>99,416</b>	<b>97,914</b>	<b>93,564</b>	<b>90,742</b>	<b>84,624</b>	<b>84,019</b>
Cap on operating costs provided by AROC	2,536	-	-	-	-	-	-	-	-	-	-	-
Cap on selling, general and administrative costs provided by AROC	3,620	1,399	2,685	3,610	-	-	-	-	199	-	-	-
Non-cash selling, general and administrative costs	756	218	348	54	592	247	98	122	-	281	323	400
Expensed acquisition costs (in Other (income) expense, net)	1,544	-	866	61	-	302	-	-	172	-	-	351
Less: Selling, general and administrative	(19,376)	(19,047)	(20,734)	(21,364)	(21,169)	(20,721)	(20,729)	(22,967)	(23,679)	(19,741)	(17,917)	(18,380)
Less: Other income (expense), net	(871)	134	649	162	191	1,512	(585)	273	(838)	(72)	890	2,614
<b>EBITDA, as adjusted<sup>1</sup></b>	<b>56,052</b>	<b>68,563</b>	<b>75,125</b>	<b>80,508</b>	<b>78,741</b>	<b>83,199</b>	<b>78,200</b>	<b>75,342</b>	<b>69,418</b>	<b>71,210</b>	<b>67,920</b>	<b>69,004</b>
Less: (Provision for) benefit from income taxes	(182)	(541)	299	(889)	(643)	72	(131)	(333)	(94)	(187)	(188)	(943)
Less: Gain on sale of property, plant and equipment (in Other (income) expense, net)	(673)	(170)	(1,414)	(209)	(280)	(1,782)	566	(251)	53	103	(795)	(2,946)
Less: Loss on non-cash consideration in March 2016 Acquisition	-	-	-	-	-	-	-	-	635	-	-	-
Less: Cash interest expense	(8,838)	(13,563)	(14,962)	(16,162)	(16,768)	(17,893)	(17,780)	(17,740)	(18,018)	(18,527)	(18,449)	(18,600)
Less: Maintenance capital expenditures	(10,216)	(11,896)	(13,366)	(9,838)	(10,079)	(15,294)	(15,691)	(10,765)	(8,047)	(5,878)	(4,785)	(5,190)
<b>Distributable cash flow<sup>1</sup></b>	<b>\$ 36,143</b>	<b>\$ 42,393</b>	<b>\$ 45,682</b>	<b>\$ 53,410</b>	<b>\$ 50,971</b>	<b>\$ 48,302</b>	<b>\$ 45,164</b>	<b>\$ 46,254</b>	<b>\$ 43,947</b>	<b>\$ 46,721</b>	<b>\$ 43,703</b>	<b>\$ 41,325</b>
Distributions declared to all unitholders for the period, including incentive distribution rights	\$ 33,093	\$ 33,649	\$ 34,764	\$ 35,323	\$ 35,903	\$ 39,084	\$ 39,682	\$ 39,680	\$ 17,517	\$ 17,513	\$ 17,513	\$ 19,107
Distributable cash flow coverage <sup>2</sup>	1.09x	1.26x	1.31x	1.51x	1.42x	1.24x	1.14x	1.17x	2.51x	2.67x	2.50x	2.16x
Distributable cash flow coverage (without the benefit of the cost caps) <sup>2,3</sup>	0.91x	1.22x	1.24x	1.41x	1.42x	1.24x	1.14x	1.17x	2.51x	2.67x	2.50x	2.16x
<b>EBITDA, as adjusted<sup>1</sup></b>	<b>\$ 56,052</b>	<b>\$ 68,563</b>	<b>\$ 75,125</b>	<b>\$ 80,508</b>	<b>\$ 78,741</b>	<b>\$ 83,199</b>	<b>\$ 78,200</b>	<b>\$ 75,343</b>	<b>\$ 69,418</b>	<b>\$ 71,210</b>	<b>\$ 67,920</b>	<b>\$ 69,004</b>
Less: Cap on operating and selling, general and administrative costs provided by AROC	(6,156)	(1,399)	(2,685)	(3,610)	-	-	-	-	-	-	-	-
<b>EBITDA, as adjusted (without the benefit of the cost caps)<sup>1,3</sup></b>	<b>\$ 49,896</b>	<b>\$ 67,164</b>	<b>\$ 72,440</b>	<b>\$ 76,898</b>	<b>\$ 78,741</b>	<b>\$ 83,199</b>	<b>\$ 78,200</b>	<b>\$ 75,342</b>	<b>\$ 69,418</b>	<b>\$ 71,210</b>	<b>\$ 67,920</b>	<b>\$ 69,004</b>
<b>Distributable cash flow<sup>1</sup></b>	<b>\$ 36,143</b>	<b>\$ 42,393</b>	<b>\$ 45,682</b>	<b>\$ 53,410</b>	<b>\$ 50,971</b>	<b>\$ 48,302</b>	<b>\$ 45,164</b>	<b>\$ 46,253</b>	<b>\$ 43,947</b>	<b>\$ 46,721</b>	<b>\$ 43,703</b>	<b>\$ 41,325</b>
Less: Cap on operating and selling, general and administrative costs provided by AROC	(6,156)	(1,399)	(2,685)	(3,610)	-	-	-	-	-	-	-	-
<b>Distributable cash flow (without the benefit of the cost caps)<sup>1,3</sup></b>	<b>\$ 29,987</b>	<b>\$ 40,994</b>	<b>\$ 42,997</b>	<b>\$ 49,800</b>	<b>\$ 50,971</b>	<b>\$ 48,302</b>	<b>\$ 45,164</b>	<b>\$ 46,253</b>	<b>\$ 43,947</b>	<b>\$ 46,721</b>	<b>\$ 43,703</b>	<b>\$ 41,325</b>

<sup>1</sup> See Addendum I-A for information on gross margin, EBITDA, as adjusted, EBITDA, as adjusted (without the benefit of the cost caps), distributable cash flow and distributable cash flow (without the benefit of the cost caps).

<sup>2</sup> Defined as distributable cash flow divided by distributions declared to all unit holders for the period, including incentive distribution rights.

<sup>3</sup> Provisions in the Omnibus Agreement that provided caps on our obligation to reimburse Archrock for operating and SG&A expenses terminated on January 1, 2015. Excluding the benefit of the cost caps from our previously defined non-GAAP measures of EBITDA, as adjusted, and distributable cash flow provides external users of our consolidated financial statements comparable measures to assess operating performance in the current year period with operating performance in the prior year periods.

# Non-GAAP Financial Measures

## Archrock Partners, L.P.

(\$ in thousands)	<u>1Q 17</u>
Net income (loss)	\$ (4,316)
Depreciation and amortization	36,885
Long-lived asset impairment	6,210
Restructuring charges	-
Goodwill impairment	-
Selling, general and administrative	20,311
Interest expense	20,223
Debt extinguishment costs	291
Other (income) expense, net	112
Provision for (benefit from) income taxes	1,302
<b>Gross margin<sup>1</sup></b>	<b>81,018</b>
Cap on operating costs provided by AROC	-
Cap on selling, general and administrative costs provided by AROC	-
Non-cash selling, general and administrative costs	520
Expensed acquisition costs (in Other (income) expense, net)	-
Less: Selling, general and administrative	(20,311)
Less: Other income (expense), net	(112)
<b>EBITDA, as adjusted<sup>1</sup></b>	<b>61,115</b>
Less: (Provision for) benefit from income taxes	(1,302)
Less: Gain on sale of property, plant and equipment (in Other (income) expense, net)	148
Less: Loss on non-cash consideration in March 2016 Acquisition	-
Less: Cash interest expense	(18,254)
Less: Maintenance capital expenditures	(7,275)
<b>Distributable cash flow<sup>1</sup></b>	<b>\$ 34,432</b>
Distributions declared to all unitholders for the period, including incentive distribution rights	\$ 19,101
Distributable cash flow coverage <sup>2</sup>	1.80x
Distributable cash flow coverage (without the benefit of the cost caps) <sup>2,3</sup>	1.80x
<b>EBITDA, as adjusted<sup>1</sup></b>	<b>\$ 61,115</b>
Less: Cap on operating and selling, general and administrative costs provided by AROC	-
<b>EBITDA, as adjusted (without the benefit of the cost caps)<sup>1,3</sup></b>	<b>\$ 61,115</b>
<b>Distributable cash flow<sup>1</sup></b>	<b>\$ 34,432</b>
Less: Cap on operating and selling, general and administrative costs provided by AROC	-
<b>Distributable cash flow (without the benefit of the cost caps)<sup>1,3</sup></b>	<b>\$ 34,432</b>

<sup>1</sup> See Addendum I-A for information on gross margin, EBITDA, as adjusted, EBITDA, as adjusted (without the benefit of the cost caps), distributable cash flow and distributable cash flow (without the benefit of the cost caps).

<sup>2</sup> Defined as distributable cash flow divided by distributions declared to all unit holders for the period, including incentive distribution rights.

<sup>3</sup> Provisions in the Omnibus Agreement that provided caps on our obligation to reimburse Archrock for operating and SG&A expenses terminated on January 1, 2015. Excluding the benefit of the cost caps from our previously defined non-GAAP measures of EBITDA, as adjusted, and distributable cash flow provides external users of our consolidated financial statements comparable measures to assess operating performance in the current year period with operating performance in the prior year periods.

# Non-GAAP Financial Measures

## Archrock Partners, L.P.

(in thousands)

	1Q 11	2Q 11	3Q 11	4Q 11	1Q 12	2Q 12	3Q 12	4Q 12	1Q 13	2Q 13	3Q 13	4Q 13
Revenue	\$ 68,729	\$ 71,841	\$ 84,437	\$ 83,267	\$ 88,697	\$ 97,171	\$ 99,324	\$ 102,301	\$ 106,062	\$ 125,453	\$ 115,808	\$ 118,870
Gross margin <sup>1</sup>	\$ 31,677	\$ 32,017	\$ 41,082	\$ 40,573	\$ 44,584	\$ 51,725	\$ 50,672	\$ 57,352	\$ 59,010	\$ 74,644	\$ 64,330	\$ 66,164
Gross margin percentage <sup>1</sup>	46%	45%	49%	49%	50%	53%	51%	56%	56%	59%	56%	56%
Average Operating Horsepower	1,387	1,442	1,691	1,706	1,763	1,916	1,924	1,960	1,982	2,236	2,217	2,242
Gross margin per Horsepower per Quarter	\$ 22.84	\$ 22.20	\$ 24.29	\$ 23.78	\$ 25.29	\$ 27.00	\$ 26.34	\$ 29.26	\$ 29.77	\$ 33.38	\$ 29.02	\$ 29.51
Gross margin per Horsepower per Month	\$ 7.61	\$ 7.40	\$ 8.10	\$ 7.93	\$ 8.43	\$ 9.00	\$ 8.78	\$ 9.75	\$ 9.92	\$ 11.13	\$ 9.67	\$ 9.84
	1Q 14	2Q 14	3Q 14	4Q 14	1Q 15	2Q 15	3Q 15	4Q 15	1Q 16	2Q 16	3Q 16	4Q 16
Revenue	\$ 121,046	\$ 145,694	\$ 153,163	\$ 161,133	\$ 164,295	\$ 167,801	\$ 163,293	\$ 161,419	\$ 151,424	\$ 140,052	\$ 135,478	\$ 135,406
Gross margin <sup>1</sup>	\$ 67,843	\$ 85,859	\$ 91,311	\$ 97,985	\$ 99,127	\$ 101,859	\$ 99,416	\$ 97,914	\$ 93,564	\$ 90,742	\$ 84,624	\$ 84,019
Gross margin percentage <sup>1</sup>	56%	59%	60%	61%	60%	61%	61%	61%	62%	65%	62%	62%
Average Operating Horsepower	2,269	2,708	2,877	2,985	3,034	3,128	3,119	3,065	2,961	2,815	2,751	2,816
Gross margin per Horsepower per Quarter	\$ 29.90	\$ 31.71	\$ 31.74	\$ 32.83	\$ 32.67	\$ 32.56	\$ 31.87	\$ 31.95	\$ 31.60	\$ 32.24	\$ 30.76	\$ 29.84
Gross margin per Horsepower per Month	\$ 9.97	\$ 10.57	\$ 10.58	\$ 10.94	\$ 10.89	\$ 10.85	\$ 10.62	\$ 10.65	\$ 10.53	\$ 10.75	\$ 10.25	\$ 9.95
	1Q 17											
Revenue	\$ 137,295											
Gross margin <sup>1</sup>	\$ 81,018											
Gross margin percentage <sup>1</sup>	59%											
Average Operating Horsepower	2,861											
Gross margin per Horsepower per Quarter	\$ 28.32											
Gross margin per Horsepower per Month	\$ 9.44											

<sup>1</sup> See Addendum I-A for information on gross margin and gross margin percentage.