

Archrock Reports Third Quarter 2023 Results

HOUSTON, November 1, 2023 - Archrock, Inc. (NYSE: AROC) ("Archrock") today reported results for the third quarter of 2023.

Third Quarter 2023 Highlights

- Revenue for the third quarter of 2023 was \$253.4 million compared to \$213.7 million in the third quarter of 2022.
- Net income for the third quarter of 2023 was \$30.9 million compared to \$15.4 million in the third quarter of 2022.
- Adjusted EBITDA (a non-GAAP measure defined below) for the third quarter of 2023 was \$120.2 million compared to \$91.9 million in the third quarter of 2022.
- Leverage ratio at the end of the third quarter of 2023 was 3.8x compared to 4.3x at the end of the third quarter of 2022.
- Declared a quarterly dividend of \$0.155 per common share for the third quarter of 2023, resulting in dividend coverage of 2.6x.
- Repurchased 354,012 common shares at an average price of \$12.49 per share for an aggregate of \$4.4 million.
- Achieved record period-end utilization of 96% for the third quarter of 2023 compared to 89% in the third quarter of 2022.
- Expect to deliver close to the high-end of previously issued 2023 Adjusted EBITDA guidance of \$430 million to \$450 million due to solid underlying business performance.

Management Commentary and Outlook

"During the third quarter, we delivered excellent operational and financial performance and set new records for utilization, monthly revenue per horsepower and quarterly Adjusted EBITDA," said Brad Childers, Archrock's President and Chief Executive Officer. "In addition, we drove our contract operations gross margin to 64%, up 150 basis points compared to the second quarter of 2023, as the pricing trajectory for our services continues to be positive and we maintain our focus on cost management. We also achieved a milestone leverage ratio of 3.8x times and increased returns to our shareholders through both a dividend raise and share buybacks.

"Our 2024 new build capital is fully committed and we are seeing booking demand extend into 2025. Investment in oil basins with associated gas remains strong, and our customers are planning critical infrastructure to support growing LNG exports from the U.S. We believe durable natural gas production growth and strong demand for compression, combined with tight equipment supply and continued capital discipline across the value chain, support a steady and prolonged upcycle for our business.

"Against these unprecedented compression market conditions, we are excited about what Archrock's transformed platform can continue to deliver next year and beyond. This includes our expectation for enhanced profitability, improved financial returns and positive free cash flow. For 2024, we remain committed to our differentiated capital allocation framework, which includes increasing shareholder returns through annual dividend growth of 5%, reducing our leverage ratio further to a range of 3.0 to 3.5 times, all while funding right-sized and high-return new build capital expenditures and preserving optionality to buy back additional shares," concluded Childers.

Third Quarter 2023 Financial Results

Archrock's third quarter 2023 net income of \$30.9 million included a non-cash long-lived and other asset impairment of \$2.9 million and restructuring charges of \$0.6 million. Archrock's third quarter 2022 net income of \$15.4 million included a non-cash long-lived and other asset impairment of \$4.2 million.

Adjusted EBITDA for the third quarter of 2023 and 2022 included \$3.2 million and \$12.7 million, respectively, in net gains related to the sale of compression and other assets.

Contract Operations

For the third quarter of 2023, contract operations segment revenue totaled \$207.6 million, an increase of 22% compared to \$170.5 million in the third quarter of 2022. Gross margin (a non-GAAP measure defined below) was \$132.3 million, up 34% from \$98.8 million. Gross margin percentage was 64% for the third quarter of 2023, compared to 58% in the third quarter of 2022. Total operating horsepower at the end of the third quarter of 2023 was 3.6 million compared with 3.4 million at the end of the third quarter of 2022. Utilization at the end of the third quarter of 2023 was 96%, compared to 89% at the end of the third quarter of 2022.

Aftermarket Services

For the third quarter of 2023, aftermarket services segment revenue totaled \$45.8 million, compared to \$43.2 million in the third quarter of 2022. Gross margin of \$9.1 million increased 25% compared to \$7.3 million in the third quarter of 2022. Gross margin percentage was 20% for the third quarter of 2023, compared to 17% for the third quarter of 2022.

Balance Sheet

Long-term debt was \$1.6 billion at September 30, 2023 and our available liquidity totaled \$439.0 million. Our leverage ratio was 3.8x, compared to 4.3x as of September 30, 2022.

Shareholder Returns

Quarterly Dividend

Our Board of Directors recently declared a quarterly dividend of \$0.155 per share of common stock, or \$0.62 per share on an annualized basis. Dividend coverage in the third quarter of 2023 was 2.6x. The third quarter 2023 dividend will be paid on November 14, 2023 to stockholders of record at the close of business on November 7, 2023.

Share Repurchase Program

During the quarter ended September 30, 2023, Archrock repurchased 354,012 common shares at an average price of \$12.49 per share, for an aggregate of approximately \$4.4 million. Approximately \$43.5 million remains available for future common share repurchases under Archrock's share repurchase program.

Summary Metrics

(in thousands, except percentages, per share amounts and ratios)

	Three Months Ended						
	Sep	September 30, 2023		June 30, 2023		tember 30, 2022	
Net income	\$	30,858	\$	24,653	\$	15,371	
Adjusted EBITDA	\$	120,150	\$	112,775	\$	91,919	
Contract operations revenue	\$	207,552	\$	201,120	\$	170,497	
Contract operations gross margin	\$	132,279	\$	125,087	\$	98,803	
Contract operations gross margin percentage	·	64 %	ó	62 %		58 %	
Aftermarket services revenue	\$	45,815	\$	46,423	\$	43,171	
Aftermarket services gross margin	\$	9,127	\$	11,080	\$	7,338	
Aftermarket services gross margin percentage	·	20 %	ó	24 %	, '	17 %	
Selling, general, and administrative	\$	28,558	\$	28,649	\$	30,500	
Cash available for dividend	\$	63,021	\$	52,227	\$	41,354	
Cash available for dividend coverage		2.6 x		2.1 x		1.8 x	
Free cash flow	\$	62,859	\$	(62,738)	\$	56,296	
Free cash flow after dividend	\$	38,609	\$	(86,242)	\$	33,737	
Total available horsepower (at period end)		3,773		3,770		3,747	
Total operating horsepower (at period end)		3,608		3,578		3,353	
Horsepower utilization spot (at period end)		96 %	ó	95 %	ò	89 %	

Conference Call Details

Archrock will host a conference call on Thursday, November 2, 2023, to discuss third quarter 2023 financial results. The call will begin at 12:00 p.m. Eastern Time.

To listen to the call via a live webcast, please visit Archrock's website at www.archrock.com. The call will also be available by dialing 1 (833) 470-1428 in the United States or 1 (929) 526-1599 for international calls. The access code is 492822.

A replay of the webcast will be available on Archrock's website for 90 days following the event.

Adjusted EBITDA, a non-GAAP measure, is defined as net income (loss) excluding interest expense, income taxes, depreciation and amortization, long-lived and other asset impairment, unrealized change in fair value of investment in unconsolidated affiliate, restructuring charges, non-cash stock-based compensation expense, amortization of capitalized implementation costs and other items. A reconciliation of Adjusted EBITDA to net income, the most directly comparable GAAP measure, and a reconciliation of our full year 2023 Adjusted EBITDA guidance to net income appear below.

Gross margin, a non–GAAP measure, is defined as revenue less cost of sales (excluding depreciation and amortization). Gross margin percentage is defined as gross margin divided by revenue. A reconciliation of gross margin to net income, the most directly comparable GAAP measure, appears below.

Cash available for dividend, a non-GAAP measure, is defined as net income (loss) excluding interest expense, income taxes, depreciation and amortization, long-lived and other asset impairment, unrealized change in fair value of investment in unconsolidated affiliate, restructuring charges, non-cash stock-based compensation expense, amortization of capitalized implementation costs and other items, less maintenance capital expenditures, other capital expenditures, cash taxes and cash interest expense. Reconciliations of cash available for dividend to net income and net cash provided by operating activities, the most directly comparable GAAP measures, and a reconciliation of our updated full year 2023 cash available for dividend guidance to net income appear below.

Free cash flow, a non-GAAP measure, is defined as net cash provided by operating activities plus net cash provided by (used in) investing activities. A reconciliation of free cash flow to net cash provided by operating activities, the most directly comparable GAAP measure, appears below.

Free cash flow after dividend, a non-GAAP measure, is defined as net cash provided by operating activities plus net cash provided by (used in) investing activities less dividends paid to stockholders. A reconciliation of free cash flow after dividend to net cash provided by operating activities, the most directly comparable GAAP measure, appears below.

About Archrock

Archrock is an energy infrastructure company with a primary focus on midstream natural gas compression and a commitment to helping its customers produce, compress and transport natural gas in a safe and environmentally responsible way. Headquartered in Houston, Texas, Archrock is the leading provider of natural gas compression services to customers in the energy industry throughout the U.S. and a leading supplier of aftermarket services to customers that own compression equipment. For more information on how Archrock embodies its purpose, WE POWER A CLEANER AMERICA, visit www.archrock.com.

Forward-Looking Statements

All statements in this release (and oral statements made regarding the subjects of this release) other than historical facts are forward—looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended. 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, Inc. Forward—looking information includes, but is not limited to statements regarding: guidance or estimates related to Archrock's results of operations or of financial condition; fundamentals of Archrock's industry, including the attractiveness of returns and valuation, stability of cash flows, demand dynamics and overall outlook, and Archrock's ability to realize the benefits thereof; Archrock's expectations regarding future economic, geopolitical and market conditions and trends; Archrock's operational and financial strategies, including planned growth, coverage and leverage reduction strategies, Archrock's ability to successfully effect those strategies, and the expected results therefrom; Archrock's financial and operational outlook; demand and growth opportunities for Archrock's services; structural and process improvement initiatives, the expected timing thereof, Archrock's ability to successfully effect those initiatives and the expected results therefrom; the operational and financial synergies provided by Archrock's size; and statements regarding Archrock's dividend policy.

While Archrock believes that the assumptions concerning future events are reasonable, it cautions that there are inherent difficulties in predicting certain important factors that could impact the future performance or results of its business. The factors that could cause results to differ materially from those indicated by such forward-looking statements include, but are not limited to: changes in customer, employee or supplier relationships; local, regional and national economic and financial market conditions and the impact they may have on Archrock and its customers; changes in tax laws; 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; impacts of world events; the financial condition of Archrock's customers; the failure of any customer to perform its contractual obligations; Archrock's ability to develop and deploy new technologies and services, including ECOTEC's products and services, and the expected results therefrom; changes in safety, health, environmental and other regulations; and the effectiveness of Archrock's control environment, including the identification of control deficiencies.

These forward-looking statements are also affected by the risk factors, forward-looking statements and challenges and uncertainties described in Archrock's Annual Report on Form 10-K for the year ended December 31, 2022, Archrock's Quarterly Report on Form 10-Q for the quarters ended March 31, 2023, June 30, 2023 and September 30, 2023 and those set forth from time to time in Archrock's filings with the Securities and Exchange Commission, which are available at www.archrock.com. Except as required by law, Archrock expressly disclaims any intention or obligation to revise or update any forward-looking statements whether as a result of new information, future events or otherwise.

SOURCE: Archrock, Inc.

For information, contact:

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Archrock, Inc. Unaudited Condensed Consolidated Statements of Operations

(in thousands, except per share amounts)

		Three Months Ended				
	Sep	September 30, 2023		June 30, 2023		tember 30, 2022
Revenue:						
Contract operations	\$	207,552	\$	201,120	\$	170,497
Aftermarket services		45,815		46,423		43,171
Total revenue		253,367		247,543		213,668
Cost of sales (excluding depreciation and amortization):						
Contract operations		75,273		76,033		71,694
Aftermarket services		36,688		35,343		35,833
Total cost of sales (excluding depreciation and amortization)		111,961		111,376		107,527
Selling, general and administrative		28,558		28,649		30,500
Depreciation and amortization		42,155		41,210		39,953
Long-lived and other asset impairment		2,922		2,892		4,154
Restructuring charges		592		(85)		_
Interest expense		28,339		28,630		25,177
Gain on sale of assets, net		(3,237)		(1,176)		(12,695)
Other (income) expense, net		(235)		1,463		(585)
Income before income taxes		42,312		34,584		19,637
Provision for income taxes		11,454		9,931		4,266
Net income	\$	30,858	\$	24,653	\$	15,371
Basic and diluted net income per common share (1)	\$	0.20	\$	0.16	\$	0.10
Weighted average common shares outstanding:						
Basic		154,163		154,358		153,550
Diluted		154,401		154,412		153,687

⁽¹⁾ Basic and diluted net income per common share is computed using the two-class method to determine the net income per share for each class of common stock and participating security (restricted stock and stock-settled restricted stock units that have non-forfeitable rights to receive dividends or dividend equivalents) according to dividends declared and participation rights in undistributed earnings. Accordingly, we have excluded net income attributable to participating securities from our calculation of basic and diluted net income per common share.

Archrock, Inc. **Unaudited Supplemental Information**

(in thousands, except percentages, per share amounts and ratios)

		Three Months Ended					
	Sep	September 30, 2023		June 30, 2023	Sep	tember 30, 2022	
Revenue:							
Contract operations	\$	207,552	\$	201,120	\$	170,497	
Aftermarket services		45,815		46,423		43,171	
Total revenue	\$	253,367	\$	247,543	\$	213,668	
	_		_		_		
Gross margin ⁽¹⁾ :							
Contract operations	\$	132,279	\$	125,087	\$	98,803	
Aftermarket services		9,127		11,080		7,338	
Total gross margin	\$	141,406	\$	136,167	\$	106,141	
Gross margin percentage:							
Contract operations		64 %	ó	62 %	,)	58 %	
Aftermarket services		20 %	ó	24 %	,)	17 %	
Total gross margin percentage		56 %	ó	55 %	,)	50 %	
Selling, general and administrative	\$	28,558	\$	28,649	\$	30,500	
% of revenue		11 %	ó	12 %)	14 %	
Adjusted EBITDA (1)	\$	120,150	\$	112,775	\$	91,919	
% of revenue		47 %		46 %	,)	43 %	
Capital expenditures	\$	74,501	\$	103,084	\$	64,966	
Proceeds from sale of property, plant and equipment and other assets		(16,570)		(9,367)		(44,262)	
Net capital expenditures	\$	57,931	\$	93,717	\$	20,704	
Total available horsepower (at period end) (2)		3,773		3,770		3,747	
Total operating horsepower (at period end) (3)		3,608		3,578		3,353	
Average operating horsepower		3,593		3,549		3,355	
Horsepower utilization:		3,373		3,317		3,333	
Spot (at period end)		96 %	ń	95 %	<u>,</u>	89 %	
Average		95 %		95 %		88 %	
Dividend declared for the period per share	\$	0.155	\$	0.155	\$	0.145	
Dividend declared for the period to all shareholders	\$	24,282	\$	24,353	\$	22,645	
Cash available for dividend coverage (4)	Ψ	2.6 x		2.1 x		1.8 x	
Free cash flow (1)	\$	62,859	\$	(62,738)	\$	56,296	
Free cash flow after dividend (1)	\$	38,609	\$	(86,242)	\$	33,737	

⁽¹⁾ Management believes gross margin, Adjusted EBITDA, free cash flow and free cash flow after dividend provide useful information to investors because these non-GAAP measures, when viewed with our GAAP results and accompanying reconciliations, provide a more complete understanding of our performance than GAAP results alone. Management uses these non-GAAP measures as supplemental measures to review current period operating performance, comparability measures and performance measures for period-to-period comparisons.

(2) Defined as idle and operating horsepower and includes new compressor units completed by a third party manufacturer that have been delivered to us.

⁽⁴⁾ Defined as cash available for dividend divided by dividends declared for the period.

	Se	ptember 30, 2023	June 30, 2023	Se	ptember 30, 2022
Balance Sheet	_				
Long-term debt (1)	\$	1,604,554	\$ 1,639,239	\$	1,498,895
Total equity		861,093	855,533		869,816

⁽¹⁾ Carrying values are shown net of unamortized premium and deferred financing costs.

⁽³⁾ Defined as horsepower that is operating under contract and horsepower that is idle but under contract and generating revenue such as standby revenue.

Archrock, Inc. Unaudited Supplemental Information Reconciliation of Net Income to Adjusted EBITDA and Gross Margin

(in thousands)

	Three Months Ended					
	Sep	tember 30, 2023	J	une 30, 2023	Sep	otember 30, 2022
Net income	\$	30,858	\$	24,653	\$	15,371
Depreciation and amortization		42,155		41,210		39,953
Long-lived and other asset impairment		2,922		2,892		4,154
Unrealized change in fair value of investment in unconsolidated affiliate		_		1,742		
Restructuring charges		592		(85)		
Interest expense		28,339		28,630		25,177
Stock-based compensation expense		3,191		3,197		2,998
Amortization of capitalized implementation costs (1)		639		605		
Provision for income taxes		11,454		9,931		4,266
Adjusted EBITDA (2)		120,150		112,775		91,919
Selling, general and administrative		28,558		28,649		30,500
Stock-based compensation expense		(3,191)		(3,197)		(2,998)
Amortization of capitalized implementation costs		(639)		(605)		
Unrealized change in fair value of investment in unconsolidated affiliate		_		(1,742)		
Gain on sale of assets, net		(3,237)		(1,176)		(12,695)
Other (income) expense, net		(235)		1,463		(585)
Gross margin (2)	\$	141,406	\$	136,167	\$	106,141

(1) The amortization of capitalized implementation costs is a new adjustment beginning in the fourth quarter of 2022; as such, only the amounts for the first second and third quarters of 2023 have been included.

⁽²⁾ Management believes Adjusted EBITDA and gross margin provide useful information to investors because these non-GAAP measures, when viewed with our GAAP results and accompanying reconciliations, provide a more complete understanding of our performance than GAAP results alone. Management uses these non-GAAP measures as supplemental measures to review current period operating performance, comparability measures and performance measures for period-to-period comparisons.

Archrock, Inc. **Unaudited Supplemental Information** Reconciliation of Net Income to Adjusted EBITDA and Cash Available for Dividend

(in thousands)

	Three Months Ended					
	_	ember 30, 2023	J	June 30, 2023	Sep	otember 30, 2022
Net income	\$	30,858	\$	24,653	\$	15,371
Depreciation and amortization		42,155		41,210		39,953
Long-lived and other asset impairment		2,922		2,892		4,154
Unrealized change in fair value of investment in unconsolidated affiliate		_		1,742		_
Restructuring charges		592		(85)		
Interest expense		28,339		28,630		25,177
Stock-based compensation expense		3,191		3,197		2,998
Amortization of capitalized implementation costs (1)		639		605		_
Provision for income taxes		11,454		9,931		4,266
Adjusted EBITDA (2)		120,150		112,775		91,919
Less: Maintenance capital expenditures		(24,103)		(27,347)		(24,084)
Less: Other capital expenditures		(5,264)		(5,129)		(2,091)
Less: Cash tax payment		(53)		(1,120)		
Less: Cash interest expense		(27,709)		(26,952)		(24,390)
Cash available for dividend (3)	\$	63,021	\$	52,227	\$	41,354

⁽¹⁾ The amortization of capitalized implementation costs is a new adjustment beginning in the fourth quarter of 2022; as such, only the amounts for the first second and

third quarters of 2023 have been included.

(2) Management believes Adjusted EBITDA provides useful information to investors because this non-GAAP measure, when viewed with our GAAP results and accompanying reconciliations, provides a more complete understanding of our performance than GAAP results alone. Management uses this non-GAAP measure as a supplemental measure to review current period operating performance, comparability measure and performance measure for period-to-period comparisons.

⁽³⁾ Management uses cash available for dividend as a supplemental performance measure to compute the coverage ratio of estimated cash flows to planned dividends.

Archrock, Inc. Unaudited Supplemental Information Reconciliation of Cash Flows from Operating Activities to Cash Available for Dividend

(in thousands)

	Three Months Ended					
	Sept	ember 30, 2023	J	une 30, 2023	Sep	otember 30, 2022
Net cash provided by operating activities	\$	120,070	\$	30,542	\$	76,808
Inventory write-downs		(22)		(143)		(319)
Provision for (benefit from) credit losses		94		(200)		393
Gain on sale of assets, net		3,237		1,176		12,695
Current income tax provision		460		395		115
Cash tax payment		(53)		(1,120)		_
Amortization of operating lease ROU assets		(839)		(826)		(832)
Amortization of contract costs		(5,386)		(5,160)		(4,962)
Deferred revenue recognized in earnings		2,289		4,278		4,168
Cash restructuring charges		381		842		_
Changes in assets and liabilities		(27,843)		54,919		(20,537)
Maintenance capital expenditures		(24,103)		(27,347)		(24,084)
Other capital expenditures		(5,264)		(5,129)		(2,091)
Cash available for dividend (1)	\$	63,021	\$	52,227	\$	41,354

⁽¹⁾ Management uses cash available for dividend as a supplemental performance measure to compute the coverage ratio of estimated cash flows to planned dividends.

Archrock, Inc. Unaudited Supplemental Information Reconciliation of Cash Flows From Operating Activities to Free Cash Flow and Free Cash Flow After Dividend (in thousands)

	Three Months Ended					
	Sep	tember 30, 2023	50, June 30, 2023		September 30, 2022	
Net cash provided by operating activities	\$	120,070	\$	30,542	\$	76,808
Net cash used in investing activities		(57,211)		(93,280)		(20,512)
Free cash flow (1)		62,859		(62,738)		56,296
Dividends paid to stockholders		(24,250)		(23,504)		(22,559)
Free cash flow after dividend (1)	\$	38,609	\$	(86,242)	\$	33,737

⁽¹⁾ Management believes free cash flow and free cash flow after dividend provide useful information to investors because these non-GAAP measures, when viewed with our GAAP results and accompanying reconciliations, provide a more complete understanding of our performance than GAAP results alone. Management uses these non-GAAP measures as supplemental measures to review current period operating performance, comparability measures and performance measures for period-to-period comparisons.

Archrock, Inc. Unaudited Supplemental Information Reconciliation of Net Income to Adjusted EBITDA and Cash Available for Dividend

(in thousands)

	Annua	Annual Guidance Range				
		2023				
	Low	High				
Net income (1)	\$ 93	,800 \$ 113,800				
Interest expense	111	,000 111,000				
Provision for income taxes	40	,000 40,000				
Depreciation and amortization	163	,000 163,000				
Stock-based compensation expense	13	,000 13,000				
Long-lived and other asset impairment	5	,500 5,500				
Amortization of capitalized implementation costs	2	,700 2,700				
Restructuring charges	1	,000 1,000				
Adjusted EBITDA (2)	430	,000 450,000				

^{(1) 2023} annual guidance for net income includes \$5.5 million of long-lived and other asset impairment as of June 30, 2023, but does not include the impact of any such future costs, because due to their nature, they cannot be accurately forecasted. Long-lived and other asset impairment does not impact Adjusted EBITDA or cash available for dividend, however it is a reconciling item between these measures and net income. Long-lived and other asset impairment for both 2022 and 2021 was \$21.4 million.

Management believes Adjusted EBITDA provides useful information to investors because this non-GAAP measure, when viewed with our GAAP results and accompanying reconciliations, provides a more complete understanding of our performance than GAAP results alone. Management uses this non-GAAP measure as a supplemental measure to review current period operating performance, comparability measure and performance measure for period-to-period comparisons.