

# USA COMPRESSION

**Earnings Presentation** 

Fourth Quarter 2024

# Forward-Looking Statements and Disclaimer

#### **Forward Looking Statements**

This presentation contains forward-looking statements related to the operations of the Partnership that are based on management's current expectations, estimates, and projections about its operations. You can identify many of these forward-looking statements by words such as "believe," "expect," "intend," "project," "anticipate," "estimate," "continue," "if," "outlook," "will," "could," "should," or similar words or the negatives thereof. You should consider these statements carefully because they discuss our plans, targets, strategies, prospects, and expectations concerning our business, operating results, financial condition, our ability to make distributions, and other similar matters. These statements are not guarantees of future performance and are subject to certain risks, uncertainties, and other factors, some of which are beyond our control and are difficult to predict. These include risks relating to changes in general economic conditions, including inflation or supply chain disruptions; changes in economic conditions of the crude oil and natural gas industries, including any impact from the ongoing military conflict involving Russia and Ukraine or the conflict in the Middle East; changes in the long-term supply of and demand for crude oil and natural gas; competitive conditions in our industry, including competition for employees in a tight labor market; our ability to realize the anticipated benefits of a shared services integration with Energy Transfer LP; changes in the availability and cost of capital, including changes to interest rates; renegotiation of material terms of customer contracts; actions taken by our customers, competitors, and third-party operators; and the factors set forth under the heading "Risk Factors" or included elsewhere that are incorporated by reference herein from our Annual Report on Form 10-K for the year ended December 31, 2023 filed with the Securities and Exchange Commission; and if applicable, our Quarterly Reports on Form 10-Q and our Current Reports on Form 8-K. As a result of such risks and others, our business, financial condition and results of operations could differ materially from what is expressed or forecasted in such forward-looking statements. Before you invest in our securities, you should be aware of such risks, and you should not place undue reliance on these forward-looking statements. Any forward-looking statement made by us in this presentation speaks only as of the date of this presentation. Unpredictable or unknown factors not discussed herein also could have material adverse effects on forward-looking statements. We undertake no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Additionally, information regarding the conversion of 100% of the Partnership's remaining Series A Preferred Units ("Preferred Units") is for illustrative purposes only. As of February 6, 2025, 320,000 of the 500,000 Preferred Units have been converted to Common Units.

#### **Industry & Market Data**

The market data and certain other statistical information used throughout this presentation are based on independent industry publications, government publications or other published independent sources. Although we believe these third-party sources are reliable as of their respective dates, we have not independently verified the accuracy or completeness of this information. Some data is also based on our good faith estimates and our management's understanding of industry conditions. The industry in which we operate is subject to a high degree of uncertainty and risk due to a variety of factors. These and other factors could cause results to differ materially from those expressed in these publications.

#### **Intellectual Property**

This presentation contains trademarks, trade names and service marks of other companies, which are the property of their respective owners. We do not intend our use or display of other parties' trademarks, trade names or service marks to imply, and such use or display should not be construed to imply, a relationship with, or endorsement or sponsorship of us by, these other parties.



# Fourth Quarter and Full Year 2024 Highlights

Q4 2024

Record
Average revenuegenerating HP

**3.56** MM

0.1% Q-o-Q

Record Revenues

**\$245.9** MM

**2%** Q-o-Q

Record

\$ per revenuegenerating HP

\$20.85

1% Q-o-Q 1

Record Adjusted EBITDA<sup>1</sup>

\$155.5 MM

7% Q-o-Q

FY 2024

Record

Average revenuegenerating HP

**3.53** MM

6% Y-o-Y

Record

\$ per revenuegenerating HP

\$20.43

8% Y-o-Y

Record Revenues

**\$950.4** MM

**12%** Y-o-Y

Record Adjusted EBITDA<sup>1</sup>

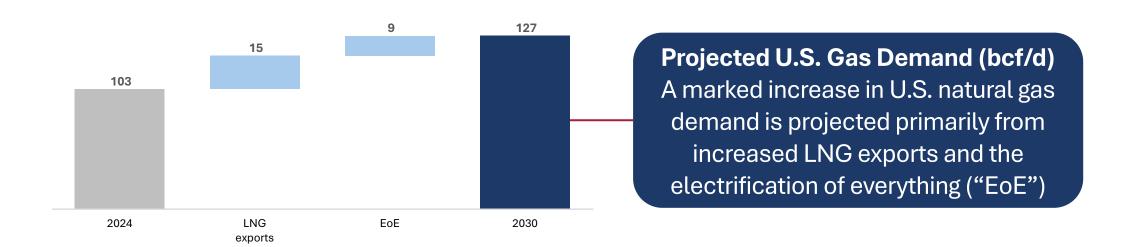
**\$584.3** MM

14% Y-o-Y

Q4 results highlight the benefits of disciplined growth during a sustained up-cycle, delivering record results while deleveraging the balance sheet and improving distribution coverage

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## USAC is Well Positioned to Benefit from Natural Gas Demand Growth



>60%

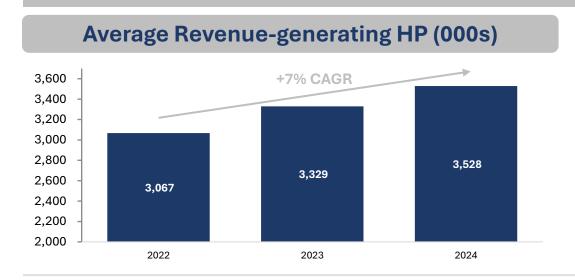
USAC's active fleet that is within the Permian and along the Gulf Coast, the regions expected to benefit most from increased exports

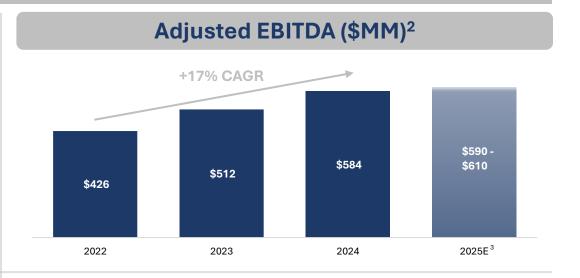
~3.3MM

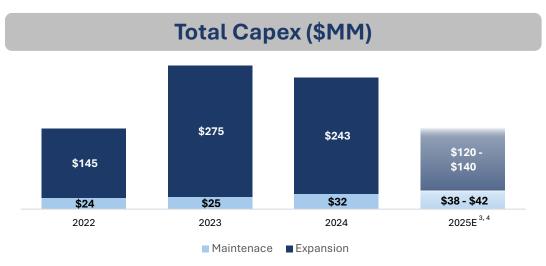
Projected amount of additional contract compression HP capacity required to meet the incremental U.S. natural gas demand

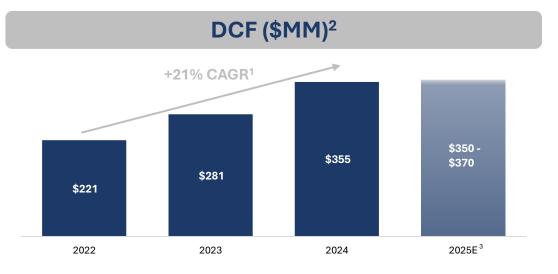


# **Operational and Financial Performance**









<sup>&</sup>lt;sup>1</sup> DCF CAGR normalizes for Preferred Unit distributions in 2024 compared to prior years. DCF CAGR would otherwise be 27%.



<sup>&</sup>lt;sup>2</sup> Adjusted EBITDA and DCF are Non-GAAP measures. See appendix for reconciliations to the comparable GAAP measures, and information on the calculation of these non-GAAP measures. Non-GAAP measures may not be comparable to similarly titled measures of other companies.

<sup>&</sup>lt;sup>3</sup> Represents 2025 Adjusted EBITDA, 2025 Capex, and 2025 DCF guidance.

<sup>&</sup>lt;sup>4</sup> Expansion capital expenditures includes approximately \$21 million of other business support capital that includes vehicles, tools, and IT infrastructure.

# **Full Year 2025 Guidance**

\$ in thousands	Low	High
Adjusted EBITDA <sup>1, 2</sup>	\$ 590,000	\$ 610,000
Distributable Cash Flow <sup>1, 2</sup>	\$ 350,000	\$ 370,000
Capital Expenditures		
Expansion capital expenditures <sup>3</sup>	\$ 120,000	\$ 140,000
Maintenance capital expenditures	\$ 38,000	\$ 42,000

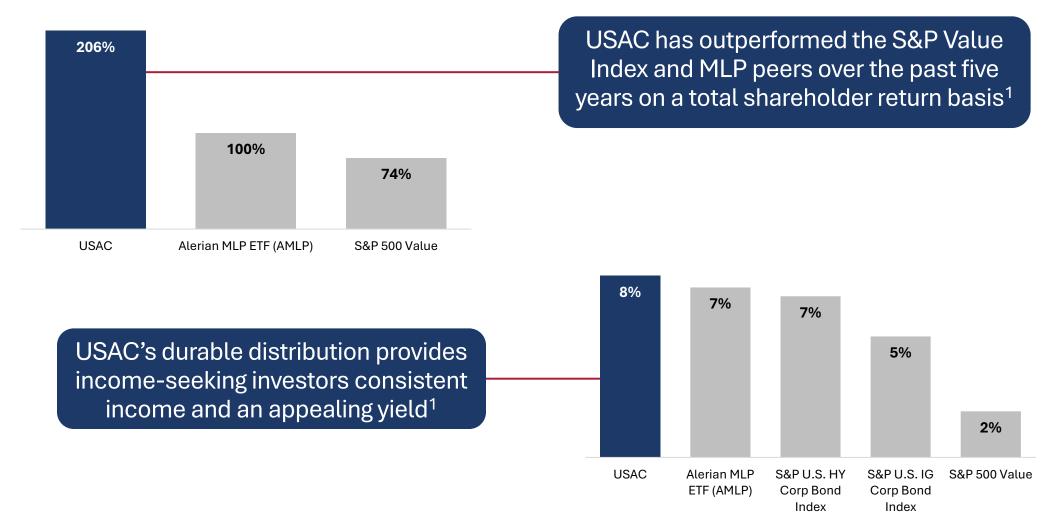


<sup>&</sup>lt;sup>1</sup> The Partnership is unable to reconcile projected Adjusted EBITDA and Distributable Cash Flow to projected net income (loss) and projected net cash provided by operating activities, the most comparable financial measures calculated in accordance with GAAP because components of the required calculations cannot be reasonably estimated, such as changes to current assets and liabilities, unknown future events, and estimating certain future GAAP measures. The inability to project certain components of the calculation would significantly affect the accuracy of the reconciliations.

 $<sup>^{2}</sup>$  See definitions of Non-GAAP measures at "Basis of Presentation; Explanation of Non-GAAP Financial Measures".

<sup>&</sup>lt;sup>3</sup> Includes approximately \$21 million of other business support capital that includes vehicles, tools, and IT infrastructure.

# History of Strong and Consistent Returns to Unitholders





# Appendix



## **Preferred Unitholder Partial Conversions of Preferred Units**

- On January 22, 2024, and April 2, 2024, EIG Veteran Equity Aggregator, L.P. and FS Specialty Lending Fund (collectively "EIG") converted 40,000 and 280,000 Series A Perpetual Preferred Units (the "Preferred Units"), respectively, of the Partnership into Common Units representing limited partner interests in the Partnership (the "Conversions")
- The Conversions represents 64% (sixty-four percent) of EIG's Preferred Units
- Prior to the Conversions, EIG held 500,000 Preferred Units
- Following the Conversions, EIG holds 180,000 Preferred Units
- The preferred to common conversion price is \$20.0115/common unit, with each Preferred Unit having a liquidation value of \$1,000
- The Preferred Unit coupon rate is 9.75%
- USAC provides the following illustrative summary to provide stakeholders with the potential pro-forma impact to financial metrics if the remaining Preferred Units were to be converted

The Conversions of 64% of Preferred to Common Units has minimal impact on USAC's financial metrics



# **Illustrative Example of Potential Preferred Unit Conversions**

The potential conversion of 100% has minimal impact on the financial position of USAC

	Three Months Ended December 31, 2024											
	As Reported			Pro Forma <sup>3</sup>								
(\$ in thousands)		64% Converted		64% Converted		64% Converted		64% Converted		64% Converted		100% Assumption <sup>4</sup>
Distributable Cash Flow ("DCF") <sup>1</sup>	\$	96,259	\$	96,259								
Pro Forma increase upon Preferred Unit Conversion		-		4,387								
DCF	\$	96,259	\$	100,646								
	_		_									
Distributions for DCF Coverage Ratio 1,2	\$	61,702	\$	61,702								
Pro Forma increase upon Preferred Unit Conversion		-		4,722								
Distributions for DCF Coverage Ratio	\$	61,702	\$	66,424								
DCF Coverage Ratio		1.56x		1.52x								

#### **Conversions of the Preferred Units:**

- Enhances common unitholder liquidity
- Slight increase to total distributions, approximately \$335,000 per quarter if remaining Preferred Units were to be converted
- Modestly reduces Distributable Cash Flow Coverage Ratio

<sup>&</sup>lt;sup>3</sup> Information used herein that is qualified as "pro forma" is presented on an illustrative basis assuming 100% of the remaining 180,000 Series A Preferred Units were converted to Common Units as of January 27, 2025, the fourth quarter 2024 distribution record date, in accordance with the Partnership's Second Amended and Restated Agreement of Limited Partnership.

<sup>4</sup> Information presented herein is for illustrative purposes only.



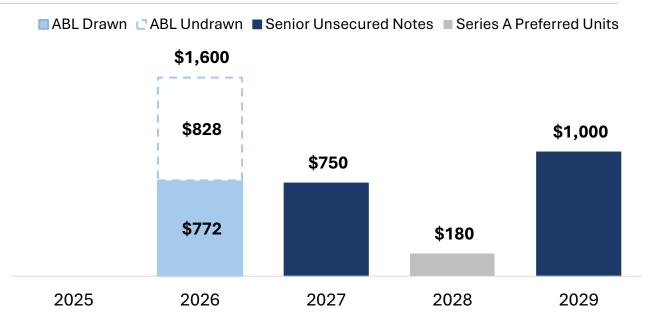
<sup>&</sup>lt;sup>1</sup>DCF and DCF Coverage Ratio are Non-GAAP measures. See appendix for reconciliations to the comparable GAAP measures, and information on the calculation of these non-GAAP measures. Non-GAAP measures may not be comparable to similarly titled measures of other companies.

 $<sup>^2</sup> Represents \ distributions \ to \ the \ holders \ of \ the \ Partnership's \ common \ units \ as \ of \ the \ fourth \ quarter \ 2024 \ distribution \ record \ date.$ 

# **Capital Structure**

- \$320MM of \$500MM Series A Preferred Units have been converted into common units
- Corporate debt rating received a positive outlook from S&P and Moody's during 2024; Fitch upgraded to BB in late 2023
- No maturities until December 2026

#### Maturity Profile (in millions)<sup>1</sup>



#### **Ratings Summary**

	Moody's	S&P	Fitch
Corporate Rating	B1	B+	ВВ
Unsecured	B2	B+	ВВ
Outlook	Positive	Positive	Stable

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# **Non-GAAP Reconciliations**

#### **Adjusted EBITDA**

	2024			2023		
\$ in thousands		Q4		Q3		Q4
Netincome	\$	25,437	\$	19,327	\$	12,841
Interest expense, net		48,616		49,361		44,832
Depreciation and amortization		68,955		67,237		62,470
Income tax expense		503		793		355
EBITDA	\$	143,511	\$	136,718	\$	120,498
Unit-based compensation expense		5,552		2,669		4,517
Transaction expenses		(23)		(15)		46
Severance charges		2,056		223		752
Loss (gain) on disposition of assets		3,826		(123)		2,265
Loss on derivative instrument		_		6,218		10,538
Impairment of assets		602				
Adjusted EBITDA	\$	155,524	\$	145,690	\$	138,616
Interest expense, net		(48,616)		(49,361)		(44,832)
Non-cash interest expense		2,245		2,251		1,819
Income tax expense		(503)		(793)		(355)
Transaction expenses		23		15		(46)
Severance charges		(2,056)		(223)		(752)
Cash received on derivative instrument		_		2,000		2,501
Other		777		330		1,494
Changes in operating assets and liabilities		22,801		(51,428)		(6,841)
Net cash provided by operating activities	\$	130,195	\$	48,481	\$	91,604

#### Distributable Cash Flow and Distributable Cash Flow Coverage

2024				2023	
	Q4		Q3		Q4
\$	25,437	\$	19,327	\$	12,841
	2,245		2,251		1,819
	68,955		67,237		62,470
	147		330		(6)
	5,552		2,669		4,517
	(23)		(15)		46
	2,056		223		752
	3,826		(123)		2,265
	_		8,218		13,039
	602		_		_
	(4,387)		(4,388)		(11,212)
	(8,151)		(9,123)		(6,643)
\$	96,259	\$	86,606	\$	79,888
	8,151		9,123		6,643
	23		15		(46)
	(2,056)		(223)		(752)
	4,387		4,388		11,212
	630		_		1,500
	22,801		(51,428)		(6,841)
\$	130,195	\$	48,481	\$	91,604
\$	96,259	\$	86,606	\$	79,888
\$	61 702	\$	61 //37	\$	54,067
Ψ	ŕ	Ψ	ŕ	Ψ	1.48x
	\$	\$ 25,437 2,245 68,955 147 5,552 (23) 2,056 3,826 ————————————————————————————————————	\$ 25,437 \$ 2,245 68,955 147 5,552 (23) 2,056 3,826 — 602 (4,387) (8,151) \$ 96,259 \$ 8,151 23 (2,056) 4,387 630 22,801 \$ 130,195 \$ \$ 96,259 \$ \$ \$ 61,702 \$	Q4       Q3         \$ 25,437       \$ 19,327         2,245       2,251         68,955       67,237         147       330         5,552       2,669         (23)       (15)         2,056       223         3,826       (123)         —       8,218         602       —         (4,387)       (4,388)         (8,151)       (9,123)         \$ 96,259       \$ 86,606         8,151       9,123         23       15         (2,056)       (223)         4,387       4,388         630       —         22,801       (51,428)         \$ 130,195       \$ 48,481         \$ 96,259       \$ 86,606         \$ 61,702       \$ 61,437	Q4       Q3         \$ 25,437       \$ 19,327       \$ 2,251         68,955       67,237       147       330         5,552       2,669       (15)         2,056       223       3,826       (123)         —       8,218       602       —         (4,387)       (4,388)       (9,123)         \$ 96,259       \$ 86,606       \$ 8,151       9,123         23       15       (2,056)       (223)         4,387       4,388       630       —         22,801       (51,428)       \$ 130,195       \$ 48,481       \$         \$ 96,259       \$ 86,606       \$         \$ 61,702       \$ 61,437       \$



# **Non-GAAP Reconciliations**

#### **Adjusted EBITDA**

	Years Ended December 31,				81,		
\$in thousands	2024 2023			2023	2022		
Netincome	\$	99,575	\$	68,268	\$	30,318	
Interest expense, net		193,471		169,924		138,050	
Depreciation and amortization		264,756		246,096		236,677	
Income tax expense		2,231		1,365		1,016	
EBITDA	\$	560,033	\$	485,653	\$	406,061	
Unit-based compensation expense		16,552		22,169		15,894	
Transaction expenses		133		46		27	
Severance charges		2,430		841		982	
Loss (gain) on disposition of assets		4,939		(1,667)		1,527	
Loss on extinguishment of debt		4,966		_		_	
Gain on derivative instrument		(5,684)		(7,449)		_	
Impairment of assets		913		12,346		1,487	
Adjusted EBITDA	\$	584,282	\$	511,939	\$	425,978	
Interest expense, net		(193,471)		(169,924)		(138,050)	
Non-cash interest expense		8,748		7,279		7,265	
Income tax expense		(2,231)		(1,365)		(1,016)	
Transaction expenses		(133)		(46)		(27)	
Severance charges		(2,430)		(841)		(982)	
Cash received on derivative instrument		6,888		6,245		_	
Other		1,204		1,448		(851)	
Changes in operating assets and liabilities		(61,523)		(82,850)		(31,727)	
Net cash provided by operating activities	\$	341,334	\$	271,885	\$	260,590	

#### Distributable Cash Flow and Distributable Cash Flow Coverage

	Years Ended December 31,				
\$ in thousands	2024	2023	2022		
Netincome	\$ 99,575	\$ 68,268	\$ 30,318		
Non-cash interest expense	8,748	7,279	7,265		
Depreciation and amortization	264,756	246,096	236,677		
Non-cash income tax expense (benefit)	574	(52)	(151)		
Unit-based compensation expense	16,552	22,169	15,894		
Transaction expenses	133	46	27		
Severance charges	2,430	841	982		
Loss (gain) on disposition of assets	4,939	(1,667)	1,527		
Loss on extinguishment of debt	4,966	_			
Change in fair value of derivative instrument	1,204	(1,204)	_		
Impairment of assets	913	12,346	1,487		
Distributions on Preferred Units	(17,550)	(47,775)	(48,750)		
Maintenance capital expenditures	(31,923)	(25,234)	(23,777)		
Distributable Cash Flow	\$ 355,317	\$ 281,113	\$ 221,499		
Maintenance capital expenditures	31,923	25,234	23,777		
Transaction expenses	(133)	(46)	(27)		
Severance charges	(2,430)	(841)	(982)		
Distributions on Preferred Units	17,550	47,775	48,750		
Other	630	1,500	(700)		
Changes in operating assets and liabilities	(61,523)	(82,850)	(31,727)		
Net cash provided by operating activities	\$ 341,334	\$ 271,885	\$ 260,590		
Distributable Cash Flow	\$ 355,317	\$ 281,113	\$ 221,499		
Distributions for Distributable Cash Flow Coverage Ratio	\$ 245,990	\$ 208,856	\$ 205,559		
Distributable Cash Flow Coverage Ratio	1.44x	1.35x	1.08x		



# Non-GAAP Reconciliation for Illustrative Example

	Three Months Ended December 31, 2024				
	As	As Reported		Pro Forma <sup>2</sup>	
\$ in thousands	64%	64% Converted		% Assumption <sup>3</sup>	
Net income	\$	25,437	\$	25,437	
Non-cash interest expense		2,245		2,245	
Depreciation and amortization		68,955		68,955	
Non-cash income tax expense		147		147	
Unit-based compensation expense		5,552		5,552	
Transaction expenses		(23)		(23)	
Severance charges		2,056		2,056	
Loss on disposition of assets		3,826		3,826	
Impairment of assets		602		602	
Distributions on Preferred Units		(4,387)		_	
Maintenance capital expenditures		(8,151)		(8,151)	
Distributable Cash Flow	\$	96,259	\$	100,646	
Maintenance capital expenditures		8,151		8,151	
Transaction expenses		23		23	
Severance charges		(2,056)		(2,056)	
Distributions on Preferred Units		4,387		_	
Other		630		630	
Changes in operating assets and liabilities		22,801		22,801	
Net cash provided by operating activities	\$	130,195	\$	130,195	
Distributions for DCF Coverage Ratio <sup>1</sup>	\$	61,702	\$	66,424	
Distributable Cash Flow Coverage Ratio		1.56x		1.52x	

<sup>&</sup>lt;sup>1</sup> Represents distributions to the holders of the Partnership's common units as of the fourth quarter 2024 distribution record date.



<sup>&</sup>lt;sup>2</sup> Information used herein that is qualified as "pro forma" is presented on an illustrative basis assuming 100% of the remaining 180,000 Series A Preferred Units were converted to Common Units as of January 27, 2025, the fourth quarter 2024 distribution record date, in accordance with the Partnership's Second Amended and Restated Agreement of Limited Partnership.

<sup>&</sup>lt;sup>3</sup> Information presented herein is for illustrative purposes only.

# **Basis of Presentation; Explanation of Non-GAAP Financial Measures**

This presentation includes the non-U.S. generally accepted accounting principles ("non-GAAP") financial measures, which may include Adjusted gross margin, Adjusted EBITDA, Distributable Cash Flow, and Distributable Cash Flow Coverage Ratio.

Adjusted gross margin, a non-GAAP measure, is defined as revenue less cost of operations, exclusive of depreciation and amortization expense. Management believes that Adjusted gross margin is useful to investors as a supplemental measure of the Partnership's operating profitability. Adjusted gross margin primarily is impacted by the pricing trends for service operations and cost of operations, including labor rates for service technicians, volume and per-unit costs for lubricant oils, quantity and pricing of routine preventative maintenance on compression units, and property tax rates on compression units.

EBITDA, a non-GAAP measure, is defined as net income (loss) before net interest expense, depreciation and amortization expense, and income tax expense (benefit). Adjusted EBITDA, also a non-GAAP measure, is defined as EBITDA plus impairment of assets, impairment of goodwill, interest income on capital leases, unit-based compensation expense (benefit), severance charges, certain transaction expenses, loss (gain) on disposition of assets, loss on extinguishment of debt, loss (gain) on derivative instrument, and other. The Partnership's management views Adjusted EBITDA as one of its primary tools, to assess: (i) the financial performance of the Partnership's assets without regard to the impact of financing methods, capital structure, or the historical cost basis of the Partnership's assets; (ii) the viability of capital expenditure projects and the overall rates of return on alternative investment opportunities; (iii) the ability of the Partnership's assets to generate cash sufficient to make debt payments and pay distributions; and (iv) the Partnership's operating performance as compared to those of other companies in its industry without regard to the impact of financing methods and capital structure. The Partnership believes that Adjusted EBITDA provides useful information to investors because, when viewed in conjunction with GAAP results and the accompanying reconciliations, it may provide a more complete assessment of the Partnership's performance compared to considering solely GAAP results.

Distributable Cash Flow, a non-GAAP measure, is defined as net income (loss) plus non-cash interest expense, non-cash income tax expense (benefit), depreciation and amortization expense, unit-based compensation expense (benefit), impairment of assets, impairment of goodwill, certain transaction expenses, severance charges, loss (gain) on disposition of assets, loss on extinguishment of debt, change in fair value of derivative instrument, proceeds from insurance recovery, and other, less distributions on the Partnership's Series A Preferred Units ("Preferred Units"), and maintenance capital expenditures. The Partnership's management believes Distributable Cash Flow is an important measure of operating performance because it allows management, investors, and others to compare the cash flows that the Partnership generates (after distributions on the Partnership's Preferred Units but prior to any retained cash reserves established by the Partnership's general partner and the effect of the Distribution Reinvestment Plan ("DRIP")) to the cash distributions that the Partnership expects to pay its common unitholders.

See previous slides for, as applicable, gross margin reconciled to Adjusted gross margin, Adjusted EBITDA reconciled to net income (loss) and net cash provided by operating activities, and net income (loss) reconciled to Distributable Cash Flow.

This presentation also contains a forward-looking estimate of Adjusted EBITDA and Distributable Cash Flow projected to be generated by the Partnership for its 2025 fiscal year. The Partnership is unable to reconcile projected Adjusted EBITDA and Distributable Cash Flow to projected net income (loss) and projected net cash provided by operating activities, the most comparable financial measures calculated in accordance with GAAP because components of the required calculations cannot be reasonably estimated, such as changes to current assets and liabilities, unknown future events, and estimating certain future GAAP measures. The inability to project certain components of the calculation would significantly affect the accuracy of the reconciliations.

Adjusted gross margin, Adjusted EBITDA, and Distributable Cash Flow should not be considered an alternative to, or more meaningful than, gross margin, net income (loss), operating income, cash flows from operating activities, or any other measure presented in accordance with GAAP. Moreover, Adjusted gross margin, Adjusted EBITDA, and Distributable Cash Flow as presented may not be comparable to similarly titled measures of other companies.

The Partnership believes that external users of its financial statements benefit from having access to the same financial measures that management uses to evaluate the results of the Partnership's business.

Distributable Cash Flow Coverage Ratio, a non-GAAP measure, is defined as Distributable Cash Flow divided by distributions declared to common unitholders in respect of such period. Management believes Distributable Cash Flow Coverage Ratio is an important measure of operating performance because it permits management, investors, and others to assess the Partnership's ability to pay distributions to common unitholders out of the cash flows that the Partnership generates. The Partnership's Distributable Cash Flow Coverage Ratio as presented may not be comparable to similarly titled measures of other companies.

