



# Investor Presentation

February 2019



# Forward Looking Statements & Non-GAAP Measures



## Forward-Looking Statements:



This presentation includes certain statements that are or may be deemed to be forward-looking statements. Generally, the use of words such as “may,” “will,” “expect,” “intend,” “estimate,” “projects,” “anticipate,” “believe,” “assume,” “could,” “should,” “plans,” “targets” or similar expressions that convey the uncertainty of future events, activities, expectations or outcomes identify forward-looking statements that the company intends to be included within the safe harbor protections provided by the federal securities laws. These forward-looking statements include statements concerning expected results of operational business segments for 2018, anticipated benefits from our acquisitions of assets and businesses, estimated earnings, and statements regarding our beliefs, expectations, plans, goals, future events and performance, and other statements that are not purely historical. These forward-looking statements are based on certain assumptions and analyses made in light of our experience and our perception of historical trends, current conditions, expected future developments and other factors we believe are appropriate in the circumstances. Such statements are subject to a number of risks and uncertainties, many of which are beyond our control. Investors are cautioned that any such statements are not guarantees of future performance or results and that actual results or developments may differ materially from those projected in the forward-looking statements. Some of the factors that could affect actual results are described in the section titled “Risk Factors” contained in the Annual Reports on Form 10-K for the year ended December 31, 2017, for TETRA Technologies, Inc. (“TTI”) and CSI Compressco LP (“CCLP”) as well as other risks identified from time to time in the reports on Form 10-Q and Form 8-K filed by TETRA and CCLP with the Securities and Exchange Commission. Statements in this presentation are made as of the date on the cover unless stated otherwise herein. TETRA and CCLP are under no obligation to update or keep current the information contained in this document.

## Further Disclosure Regarding the Use of Non-GAAP Measures:

Management views revenue, cash from operating activities, and Adjusted EBITDA as useful measures to assess our performance in prior periods. Adjusted EBITDA, a performance measure used by management, is defined as net income (loss) plus: (1) interest expense (net of interest income), (2) income tax provision, (3) depreciation, amortization, accretion and impairments., all of which are calculated excluding our sold Maritech and Offshore Services segment operations (4) stock option expense (5) other non-recurring special items and (6) in case of CSI Compressco, it also includes non cash cost of compressors sold. Adjusted EBITDA is not defined under GAAP and does not purport to be an alternative to EBITDA, net income or any other GAAP financial measures as a measure of operating performance. Because not all companies use identical calculations, our presentation of Adjusted EBITDA may not be comparable to other similarly titled measures of other companies. Management views Adjusted EBITDA as useful to investors and other external users of our consolidated financial statements as an additional tool to evaluate and compare our operating performance, because Adjusted EBITDA is a measurement of a company’s operating performance without regard to items such as interest expense, taxes, depreciation, and amortization, which can vary substantially from company to company. The reconciliation included in the Financial Data Appendix to this presentation is not a substitute for financial information prepared in accordance with GAAP, and should be considered within the context of our complete financial results for the periods indicated, which are available on our website at [tetratec.com](http://tetratec.com).

# Corporate Profiles



	 <b>TETRA</b>	 <b>CSI COMPRESSCO LP</b>
<b>Listing and Ticker Symbol</b>	<b>NYSE: TTI</b>	<b>NASDAQ: CCLP</b>
<b>Recent Share Price<sup>(1)</sup></b>	<b>\$2.56</b>	<b>\$2.84</b>
<b>Market Capitalization<sup>(1)</sup></b>	<b>\$322M</b>	<b>\$127M</b>
<b>Enterprise Value<sup>(1)</sup></b>	<b>\$512M</b>	<b>\$802M</b>
<b>Number of Shares/ Units Outstanding<sup>(2)</sup></b>	<b>125.7M</b>	<b>44.8M</b>
<b>Average Daily Trading volume (last 3 months) <sup>(1)</sup></b>	<b>1,057,073</b>	<b>258,324</b>
<b>Distribution <sup>(3)</sup></b>		<b>\$0.04</b>
<b>Distribution Yield<sup>(1)</sup></b>		<b>1.4%</b>
<b>% of Ownership Interest by TTI<sup>(2,4)</sup></b>		<b>36%</b>
<b>Headquarters</b>	<b>The Woodlands, TX</b>	

# TETRA's Value Proposition



## Efficient Capital Allocation

- Focused on free cash flow
- Divested operations with unpredictable earnings and cash flows
- Directing capital towards quick payback shale services and predictable and consistent contract compression

## Positioned for High Growth Markets

- Focused on the shale plays
- Competitive advantage with our fully invested and vertical fluids network
- Ample liquidity to support Growth

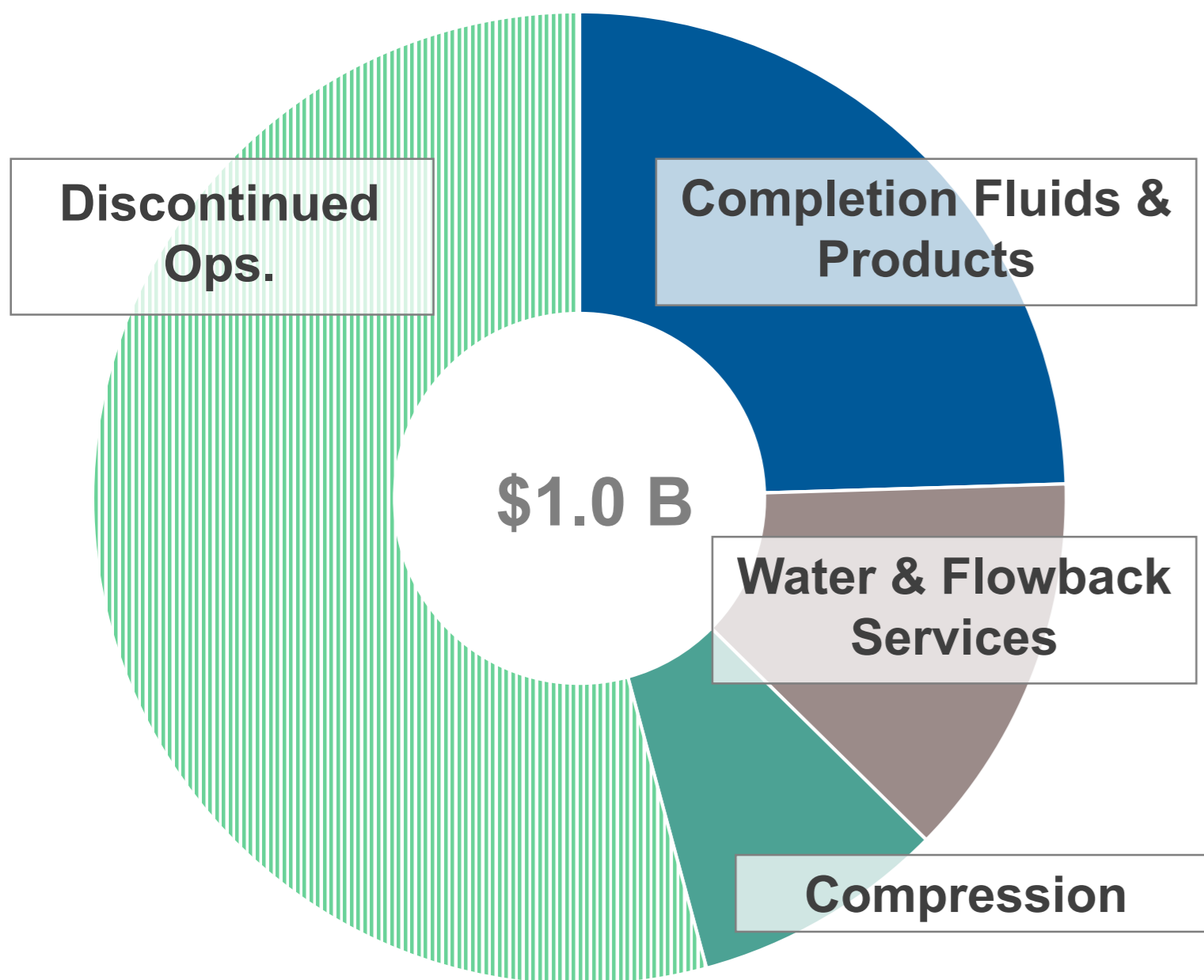
## Flexible Balance Sheet

- No near-term maturities
- No significant maintenance covenants
- Availability of \$75M on delayed draw for TTI to fund acquisitions in addition to ABL

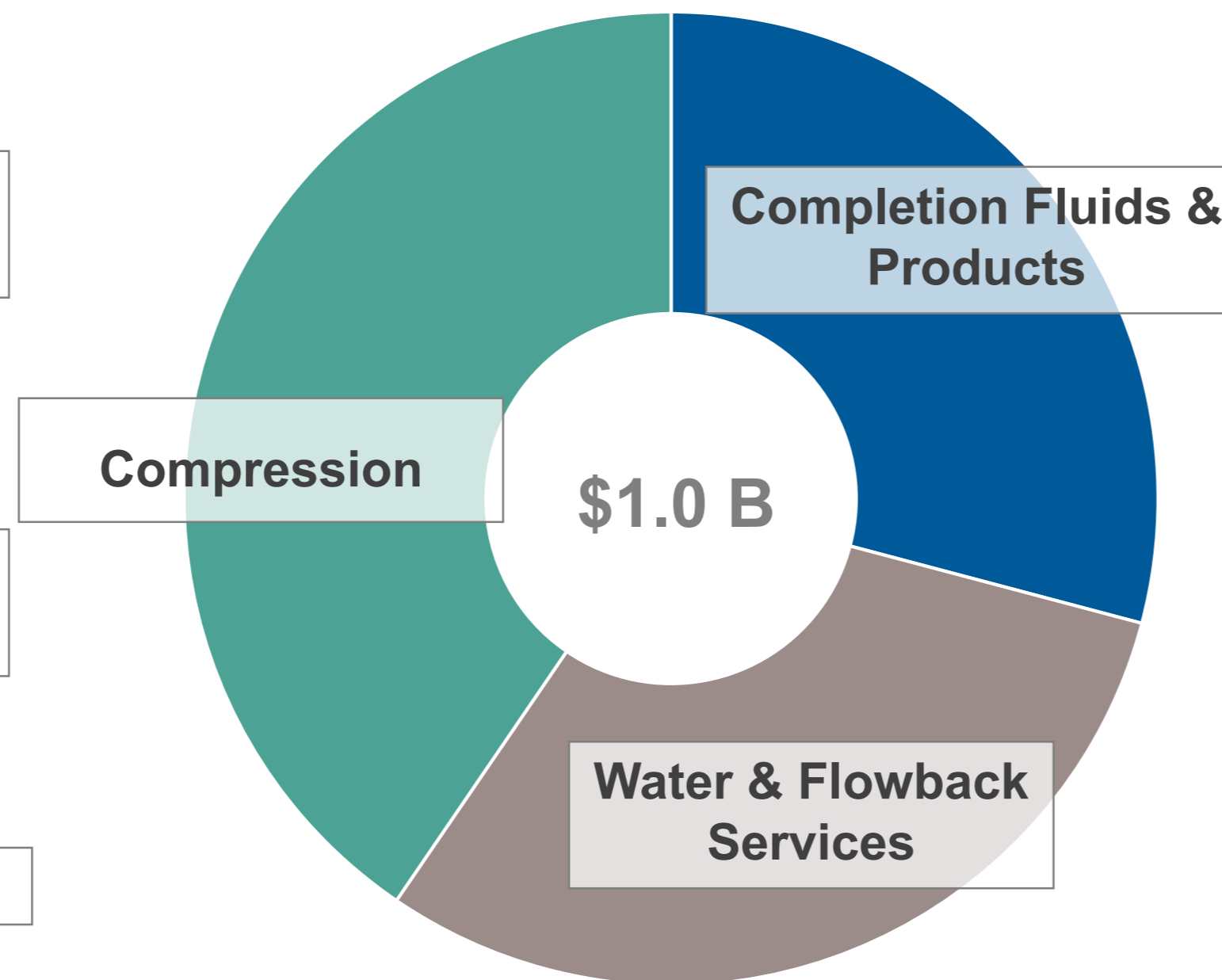
# Focus on Higher Returns Businesses & Returns to Investors



2007 Revenue (\$M)



2018 Revenue (\$M)  
(Mid-Point Guidance)



## Investment Rationale

- ✓ Vertical integration Fluids and Compression
- ✓ Integrated offering of Water & Flowback Services
- ✓ TTI only<sup>(1)</sup> generated \$149M of free cash flow<sup>(2)</sup> and Adjusted EBITDA<sup>(2)</sup> of \$195M in 2015-2017 down cycle
- ✓ Technological innovation in Fluids
- ✓ Diversified with onshore and offshore, domestic and international, compression and shale plays, and industrial markets

## Repositioned Portfolio to Enhance Shareholder Returns

(1) Excludes the results of CSI Compressco

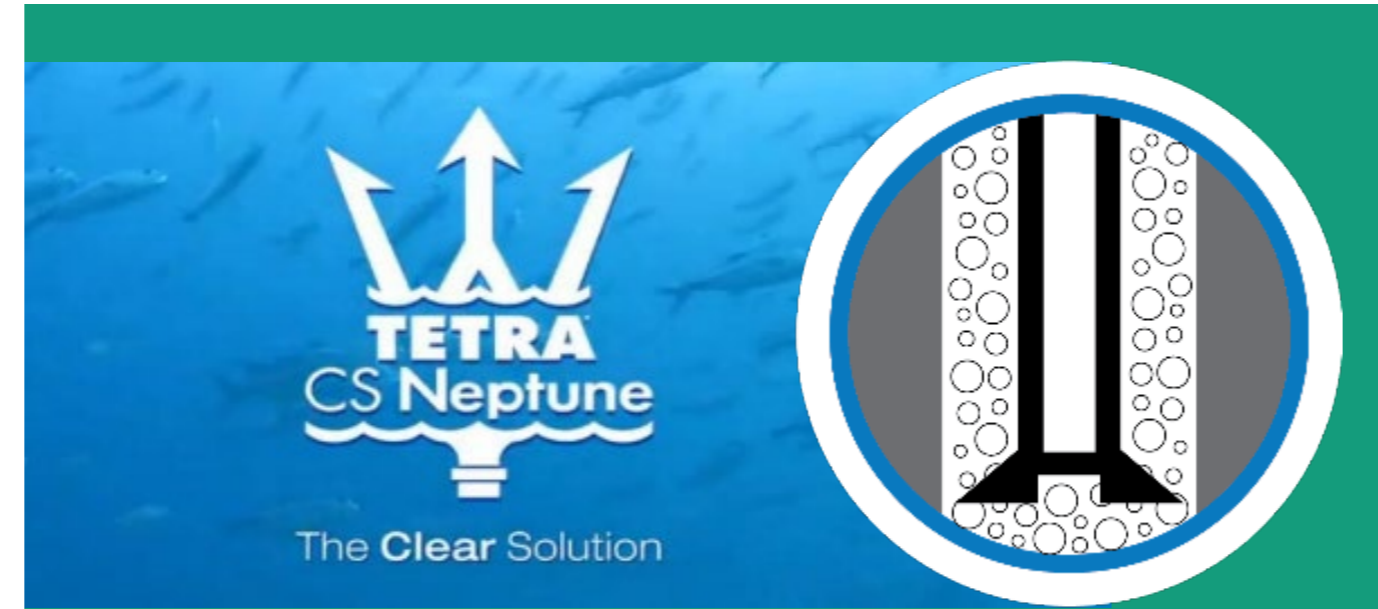
(2) Adjusted EBITDA and Free cash flow are a non-GAAP financial measure. See "Non-GAAP Reconciliation" in appendix for more information and reconciliation

## Focused on high growth, higher margin segments



### Water & Flowback Services

- Differentiated offerings for produced water, automation, and sand management
- A leading position in the Permian basin
- Compelling integrated water solutions offering



### Completion Fluids & Products

- Industry leaders, >30% market share for high value fluids
- Cost and delivery advantage as the only vertically integrated service company
- Innovation leaders (game-changing TETRA CS Neptune<sup>®</sup> Completion Fluid System)



### Compression

- Wide range of horsepower to address customer gas lift and gathering solutions
- Largest vertically integrated compression company
- Growth and contribution in Aftermarket services and unit sales with no additional capital requirement

# Recent Events



- » Announced agreement with Halliburton to jointly market and further develop TETRA CS Neptune® fluids
  
- » Water and Flowback Services gaining momentum across multiple shale basins
  - SwiftWater acquisition performing above expectations
  - Scheduled to do 11 integrated fluid management projects for different customers in multiple basins in U.S
  
- » Compression new equipment backlog of \$140M as of September, 2018; YTD orders of \$169M
  
- » CSI Compressco Q4-2018 Adjusted EBITDA<sup>(1)</sup> guidance of \$29-31M
  - Redirected cash flow towards the retirement of the Series A Preferred units to avoid dilution



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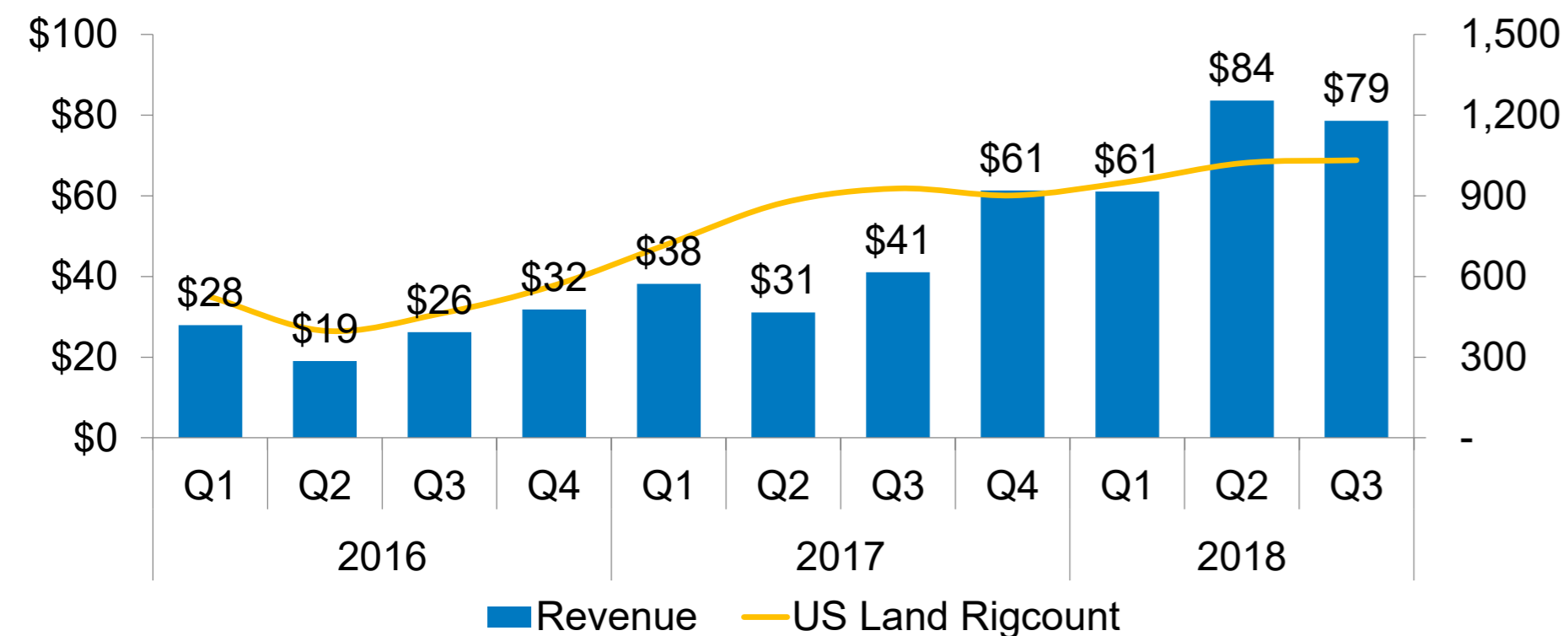
## Water & Flowback Services



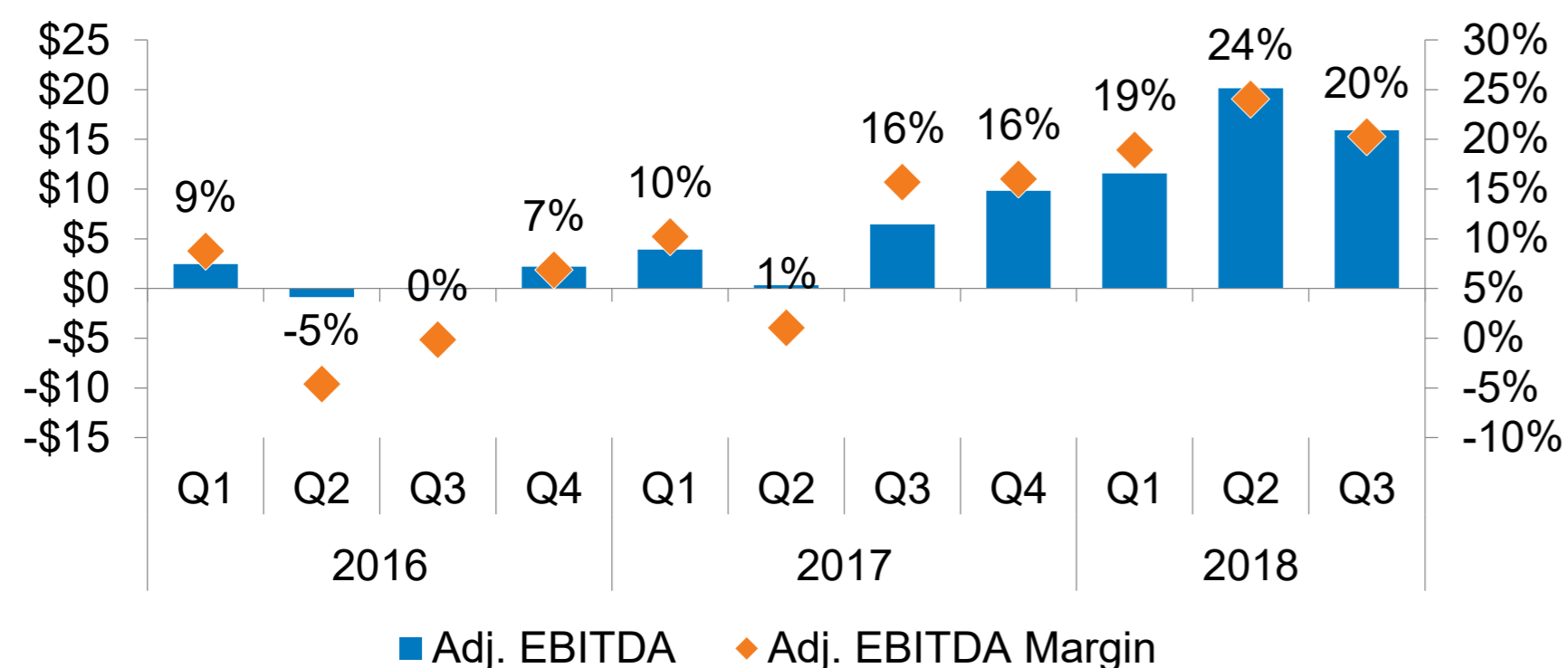


## SwiftWater & JRGO acquisitions, integrated projects and high ROIC investments

### Revenue (\$M)



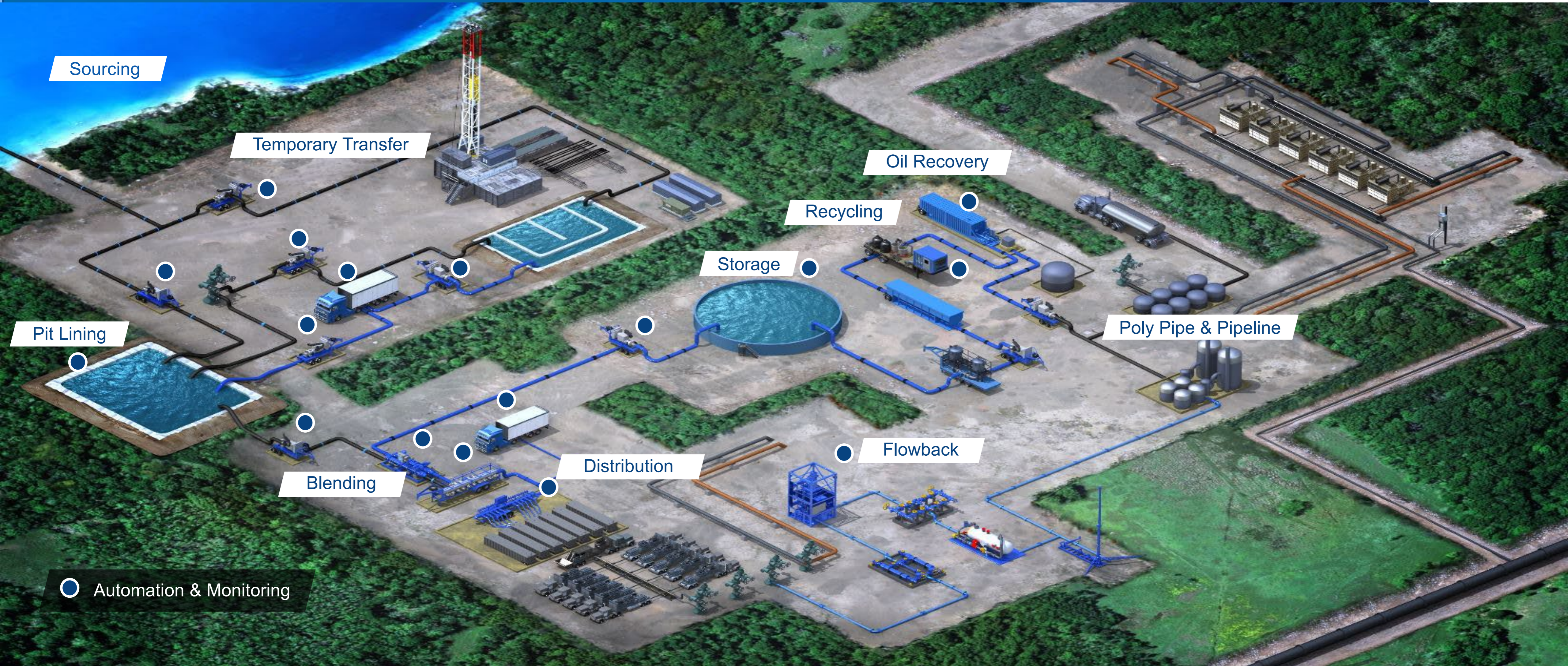
### Adjusted EBITDA (\$M) and Margins<sup>(1)</sup>



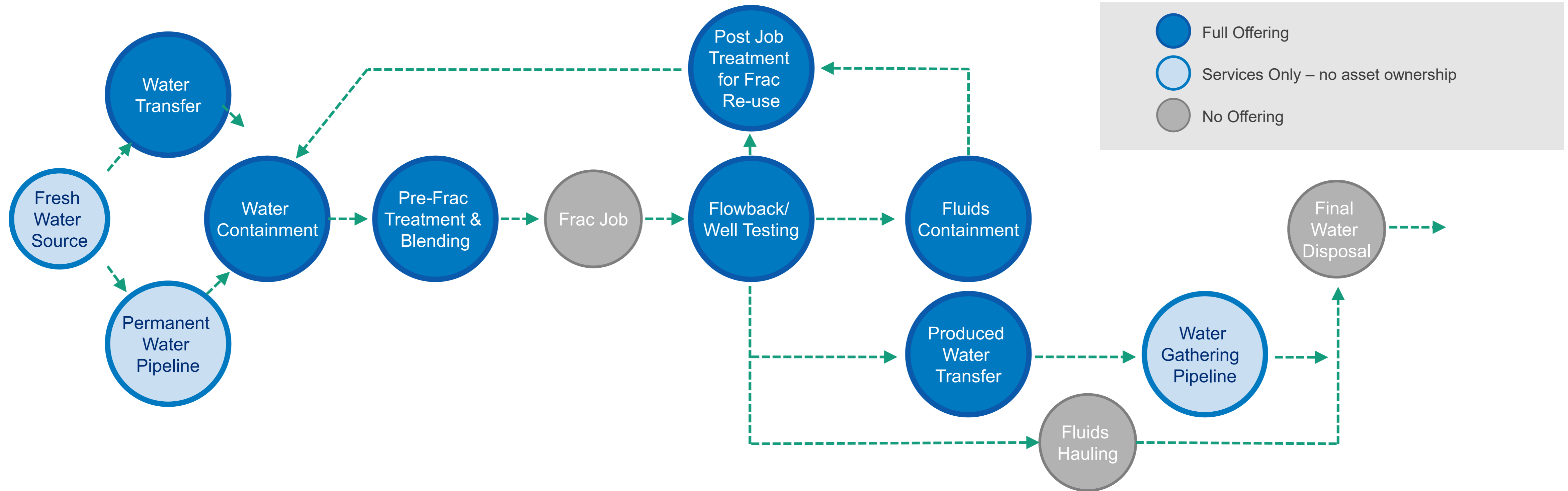
### Key Financial Drivers

- SwiftWater and JRGO acquisitions performing above valuation expectations
- Payback on incremental water services investments at 18 months, or better
- On or will be on 11 integrated water management projects
- Permian Basin averaging 400,000 - 500,000 bbls of water per well to be moved to and from the well and handled during flowback phase
- TETRA Steel™ water transfer system and SwiftWater cross-selling opportunities driving incremental revenue
- Momentum across all US shale basins

# Water Management – Full Cycle Drilling / Hydraulic Fracturing / Flowback / Production



# TETRA Integrated Water Management Solution



## Service-Intensive, Differentiated Offerings

- Fresh Water Transfer
- Flowback and Testing
- Treatment and Recycling
- Produced Water Transfer
- Automation and Remote Monitoring



# TETRA Lowest Cost per Barrel Integrated Water Management Solution



\$150,000

% Job Cost Savings	
Personnel savings	27%
Sourcing, Trucking, Disposal Savings	21%
Automation & Recycle Costs	+15%
<b>Total Job Savings</b>	<b>33%</b>

\$95,000

2 People

2 People

2 People

2 People

6 People

4 People

*% of savings based on 500,000 bbls; frac completed in 15 days and flowback completed in 10 days; 50/50 blend of fresh and produced water*



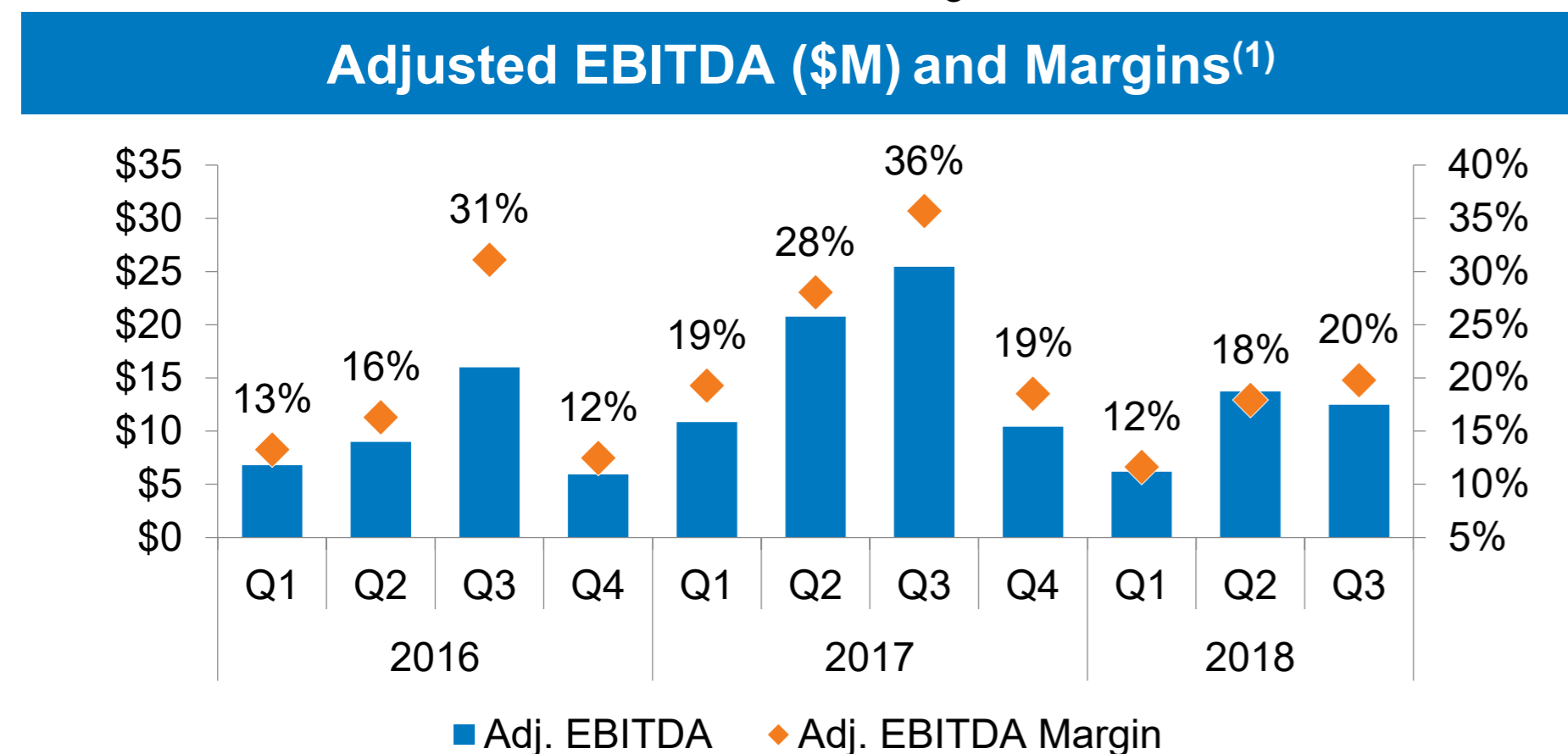
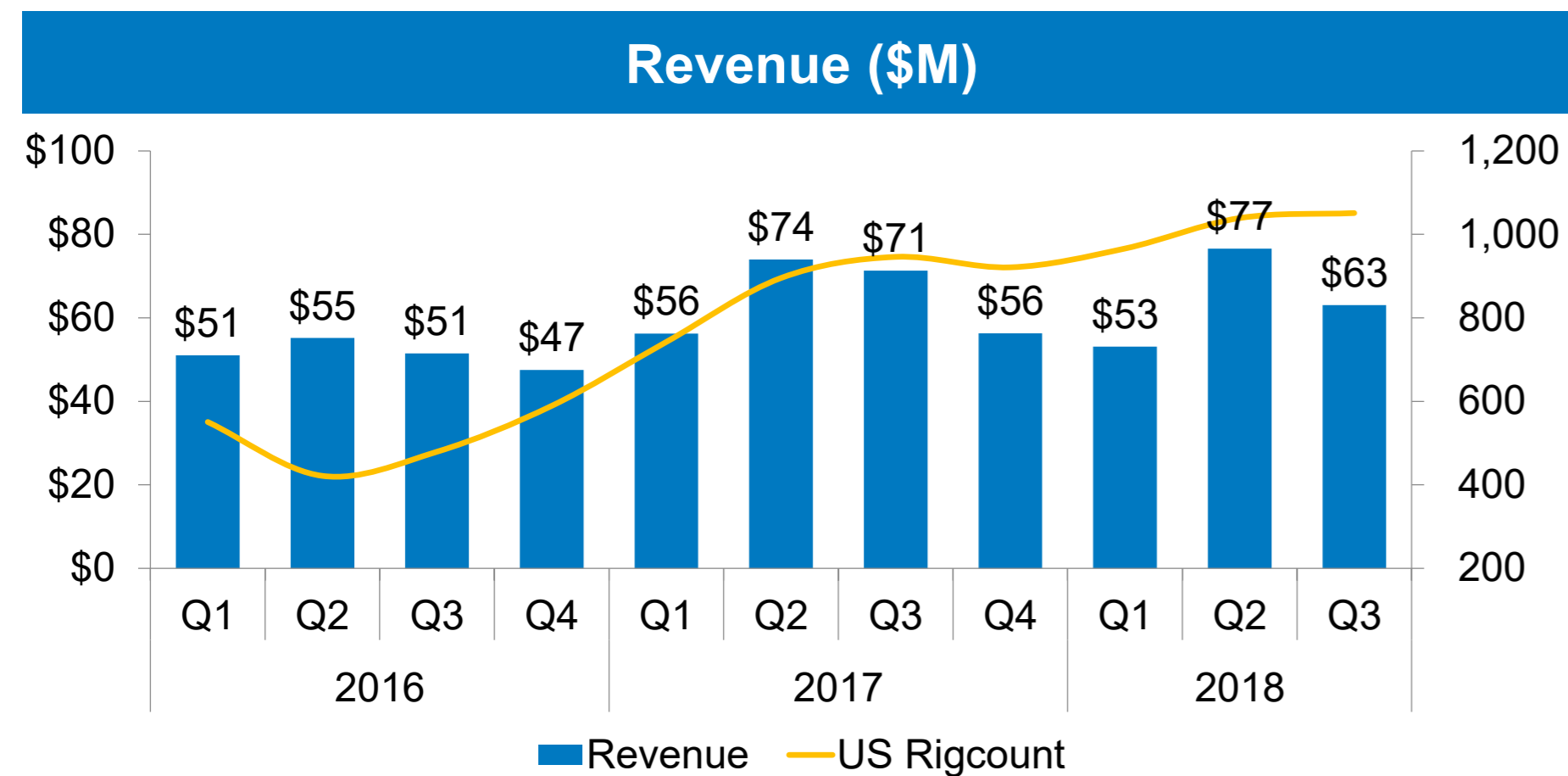
# Completion Fluids & Products



# Completion Fluids & Products



## Multiple opportunities to capture growing demand w/out incremental capital investment



### Key Financial Drivers

- Identified multiple opportunities through the Haliburton agreement to advance several TETRA CS Neptune<sup>®</sup> completion fluids system
- TETRA's vertical integration offers a cost and logistics advantage
- Offshore markets waking up, no investment needed to capture incremental demand
- Have capacity in our chemical plants to capture growing oil and gas and non- oil and gas demand
- New revenue and profit streams being identified and implemented in the industrial markets with minimal incremental capital required.

# Clear Brine Fluids Applications



- **Completion & Workover Fluid**
  - » Density (well control)
  - » Casing and reservoir friendly
- **Packer Fluid**
  - » Maintains well hydrostatic pressure
  - » Requires temperature stability and low corrosion
- **Drill-in Fluid**
  - » Replace standard drilling muds in the reservoir section
  - » Minimize formation damage from filtrate loss
- **Drilling Fluid**
  - » Inverted emulsion (water in oil) or water-based
  - » Wide density range, clay inhibition, salt composition compatible with reservoir fluids



**\$1.1 Billion  
Market**

30%+ Market Share

Source: Spears, Grandview, Internal Estimates



# Unique Position to Exploit Global Market Opportunities



- Preferred supplier agreements for completion fluids
  - » Exposure to large-scale, multi-year/service projects
  - » Leveraging global infrastructure and commercial organizations
- Commercial relationships with both operators and service companies
  - » “Win – Win”
- Serving diversified markets, Oil & Gas and Industrial
  - » Industrial market growth during the downturn helped offset energy market decline
- Low annual maintenance CapEx



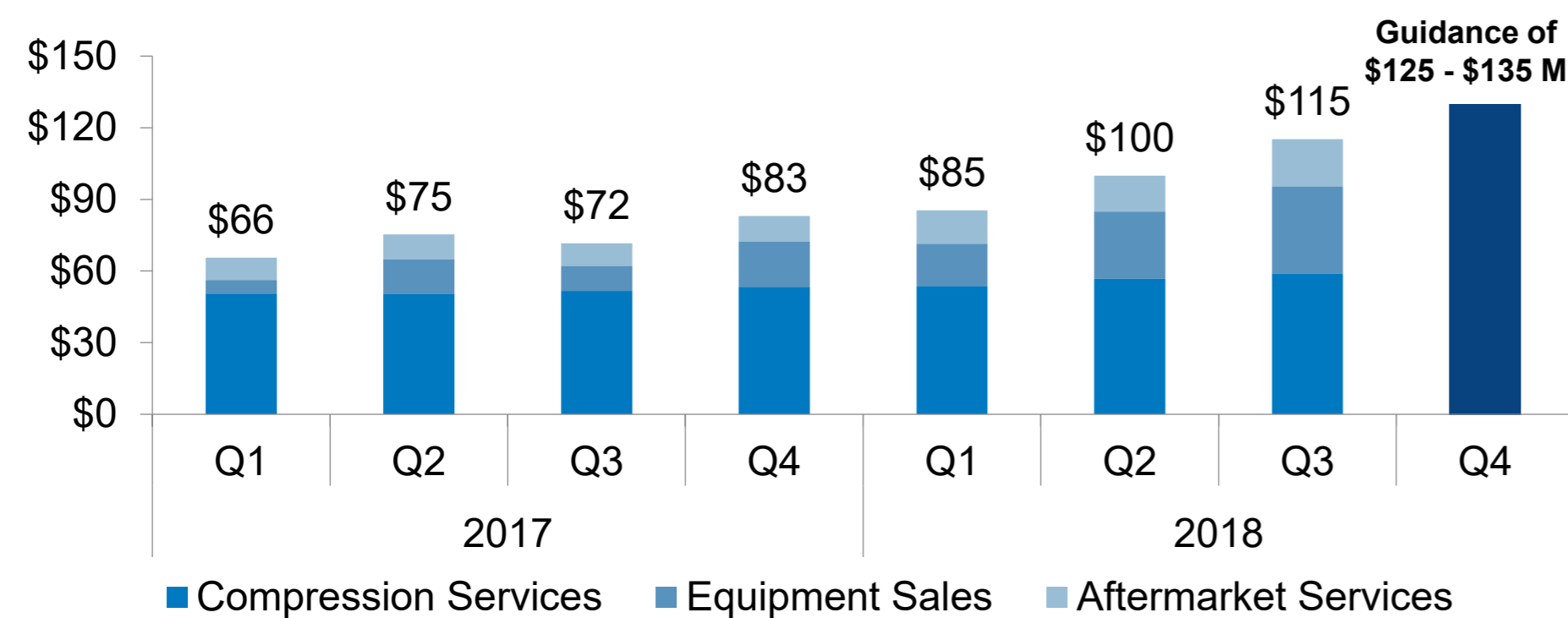


# Compression

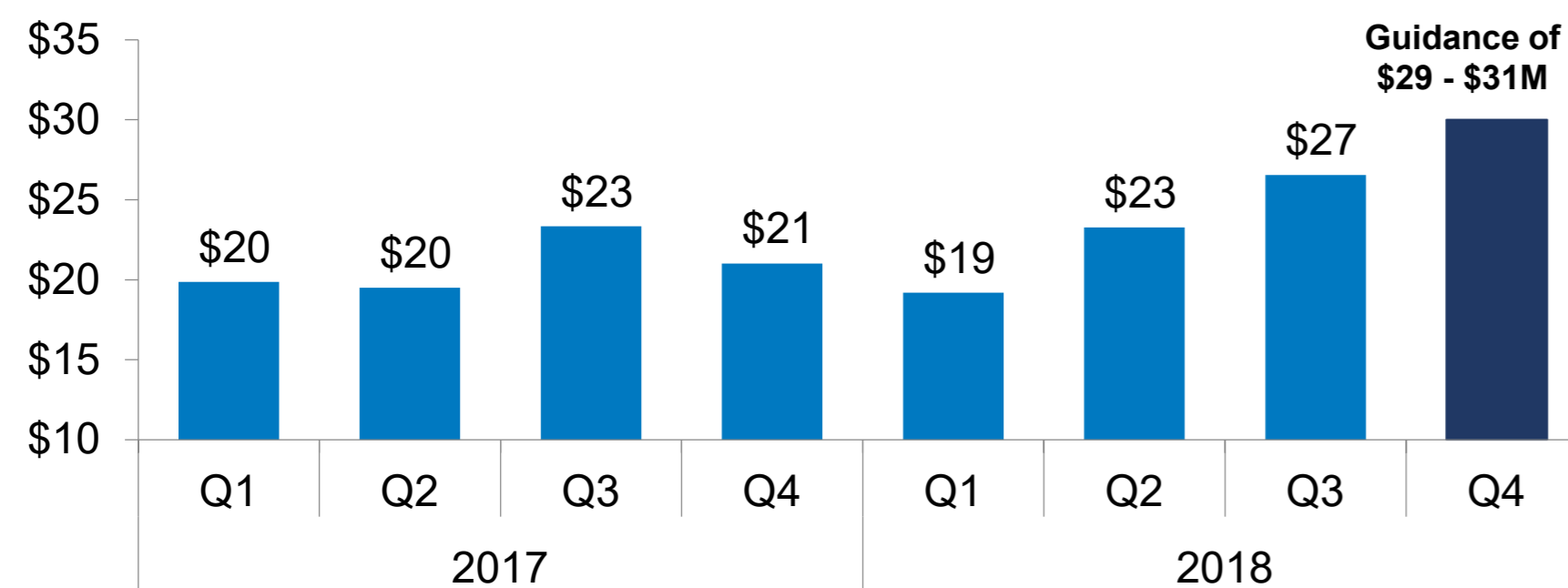


## Revenue and Adjusted EBITDA Improving On Stronger Market Environment

### Revenue (\$M)



### Adjusted EBITDA<sup>(1,2)</sup> (\$M)



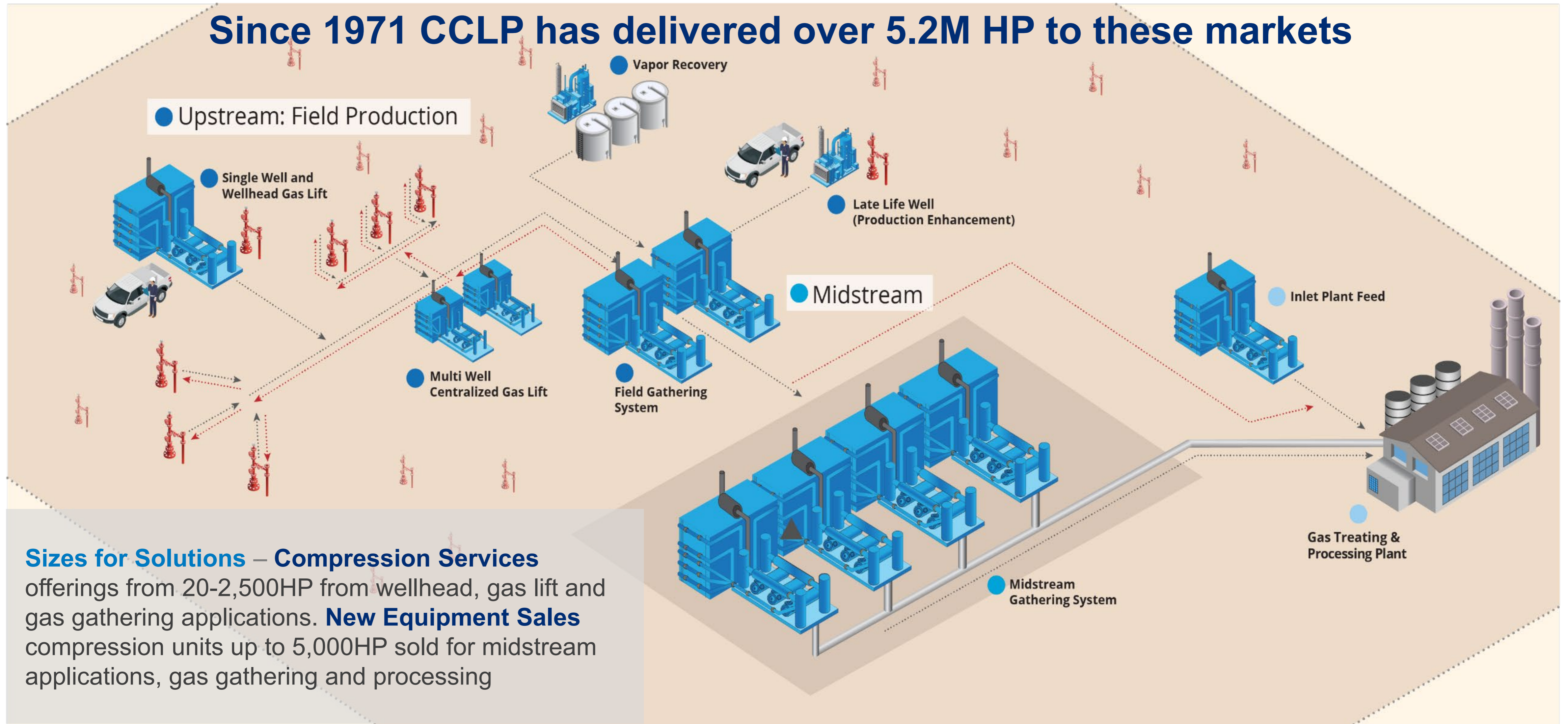
### Key Financial Drivers

- Increasing pricing up to 15% as contracts roll over
- Building 170,000 of HP for internal fleet, with 100,000 HP to be deployed in 2018
- Targeting ROIC of 20%+ on all new capital investments
- Increasing utilization by repurposing the GasJack fleet and mid-HP fleet
- New equipment orders of \$71M in Q3, increasing backlog to over \$140M. Total orders YTD through Q3 '18 of \$169M
- Aftermarket services continues rapid growth as customers put their fleets back to work and purchase equipment from us, relying on our aftermarket support
- Optimization of ERP delivering \$4M per year in savings and allowing for high fall through of incremental activity

# Served Markets – The Gas Value Chain



Since 1971 CCLP has delivered over 5.2M HP to these markets



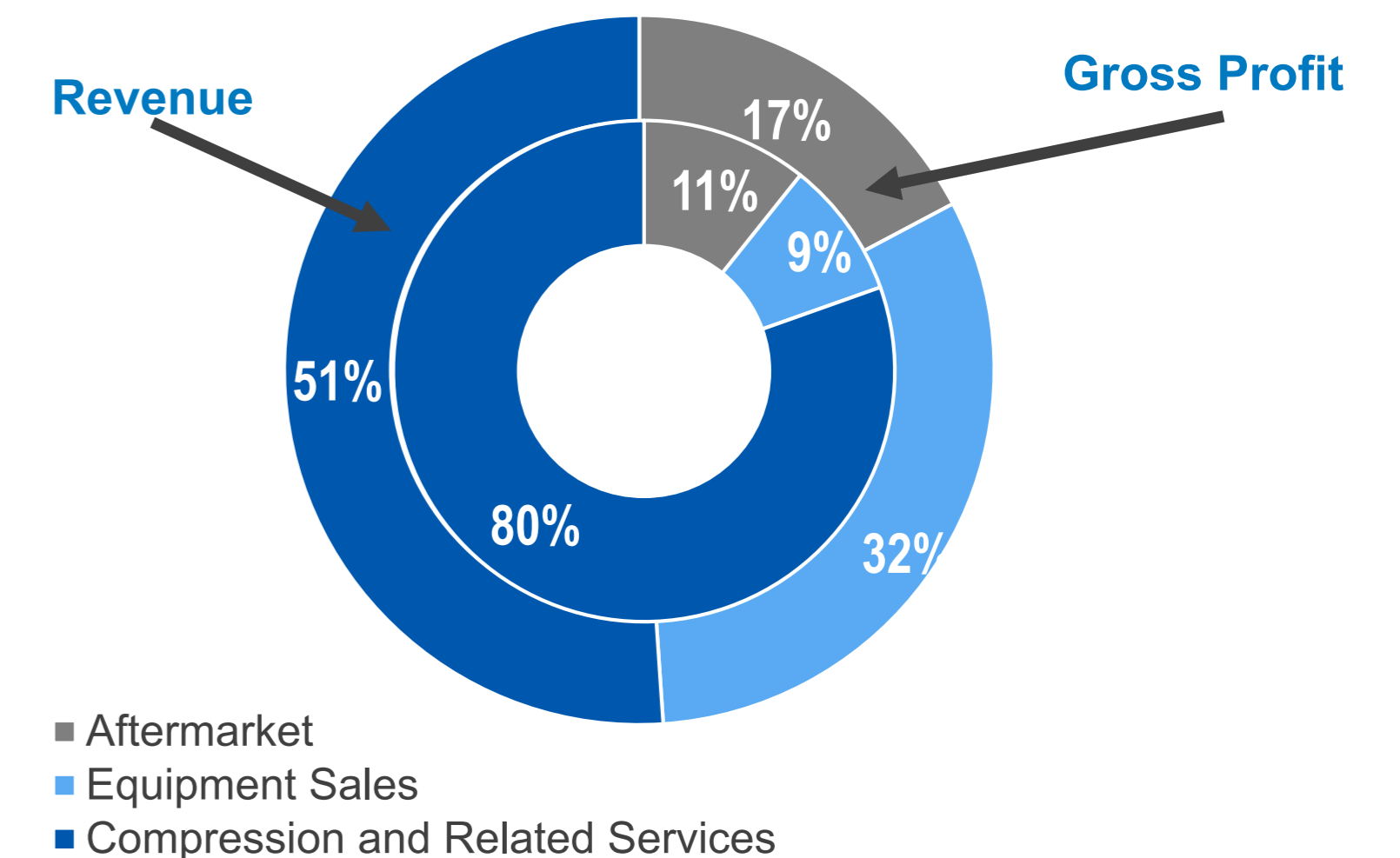
**Sizes for Solutions – Compression Services** offerings from 20-2,500HP from wellhead, gas lift and gas gathering applications. **New Equipment Sales** compression units up to 5,000HP sold for midstream applications, gas gathering and processing

# CCLP Serves Key Point in Gas Value Chain



- The largest vertically integrated end-to-end, fully connected, Compression Solutions supplier in North America:
  - **COMPRESSION SERVICES** sizes for solutions – 20-2,500HP
  - **NEW COMPRESSION EQUIPMENT** up to 5,000HP, from Midland, TX
  - **AFTERMARKET SERVICES** supporting customers with parts, qualified technicians and engineering support
  - **INTERNATIONAL** footprint in Latin America and Canada

Percentage of Revenue and Gross Profit by Product Line  
Q3 2018 Actuals



**We are a Compression Solutions provider focused on E&P and Midstream Companies in the major associated gas basins.**

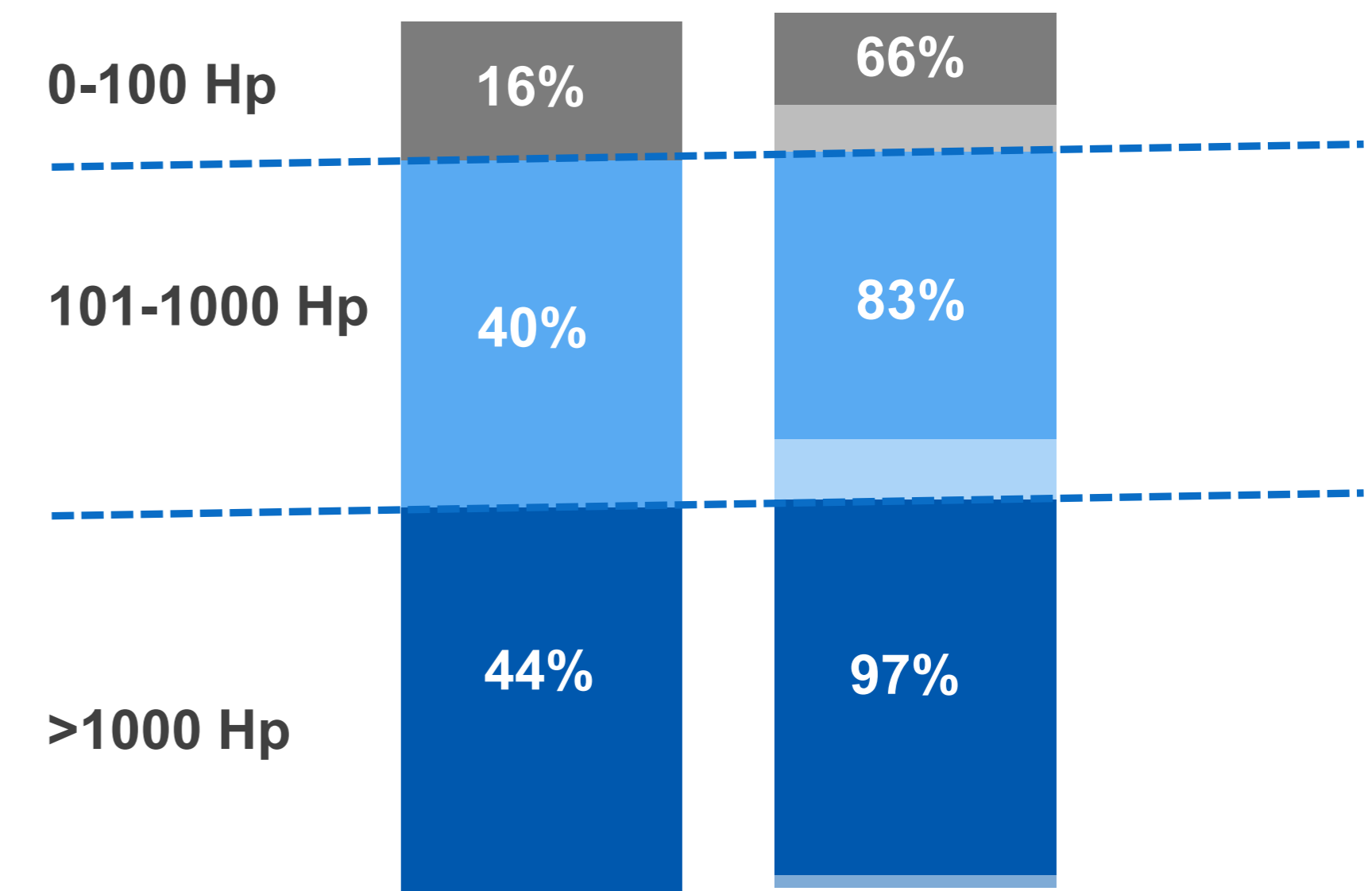


# Less Impacted By Volatility Oil prices



- Large HP market is more stable
  - » Longer term contracts and due to high rig-up and rig down costs, Large HP services provide more stable cash flow
  - » Utilization Larger HP during last downturn was always greater than ~ 85%
- Demand of Compression Services not highly co-related to oil demand
- Compression is the solution for Permian take away concerns

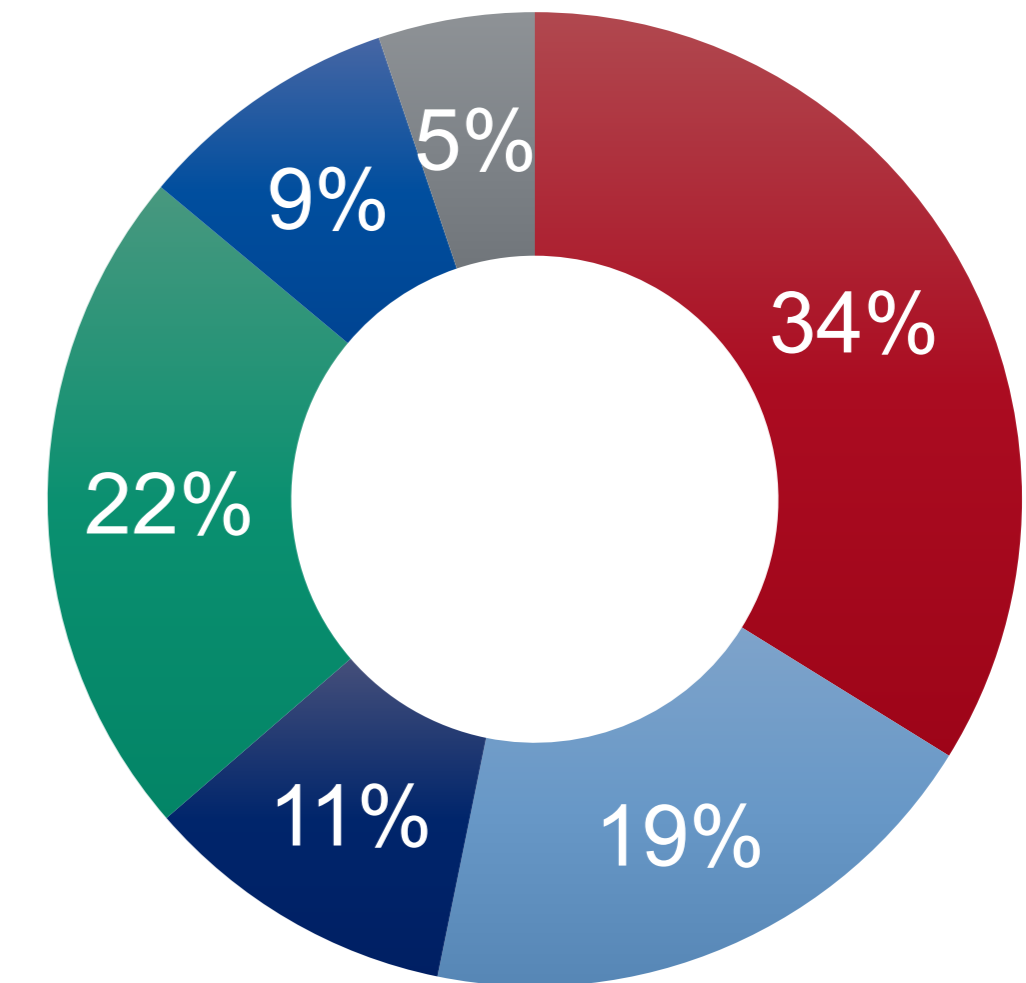
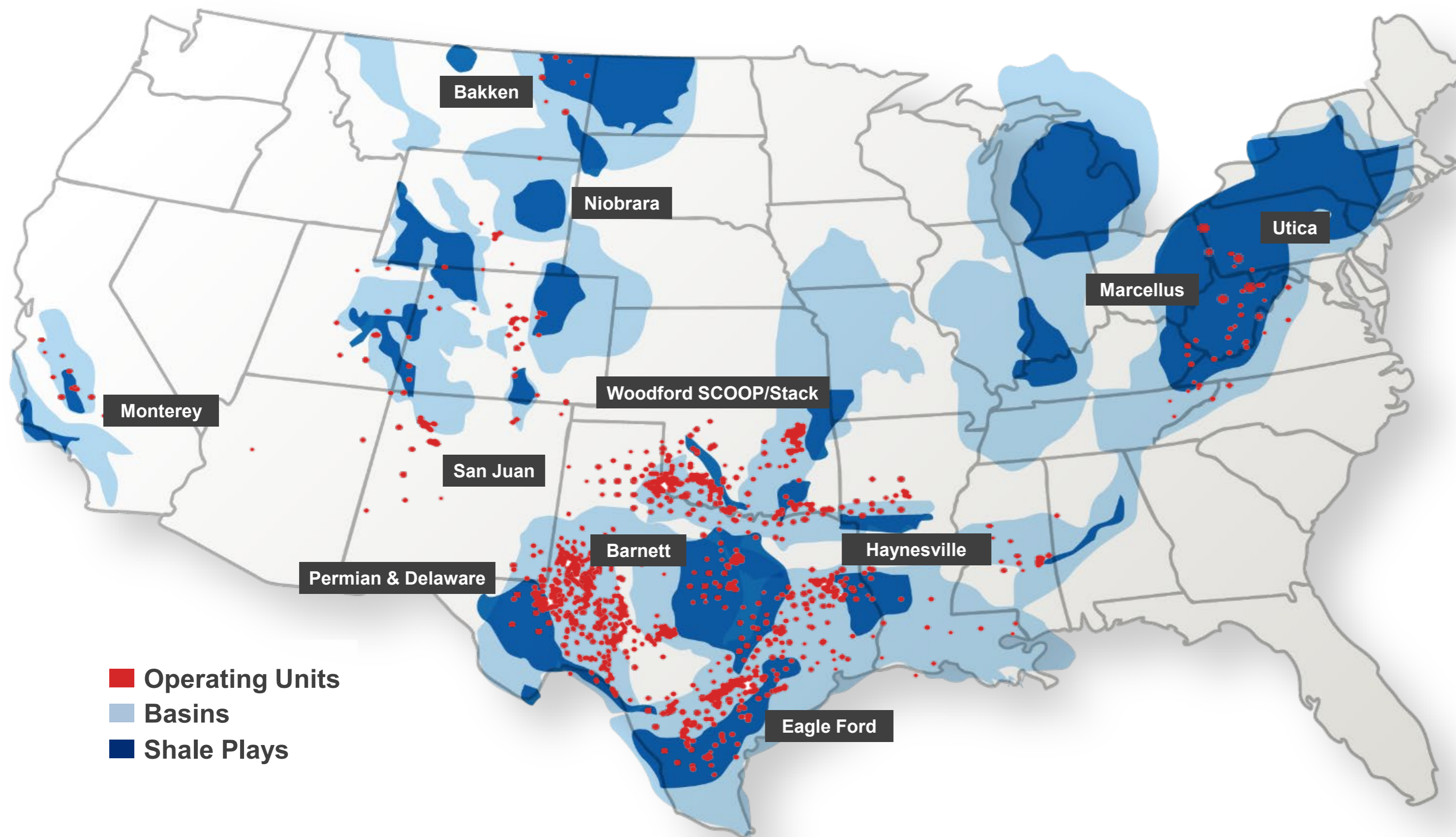
## Fleet Utilization and Composition<sup>(1)</sup>



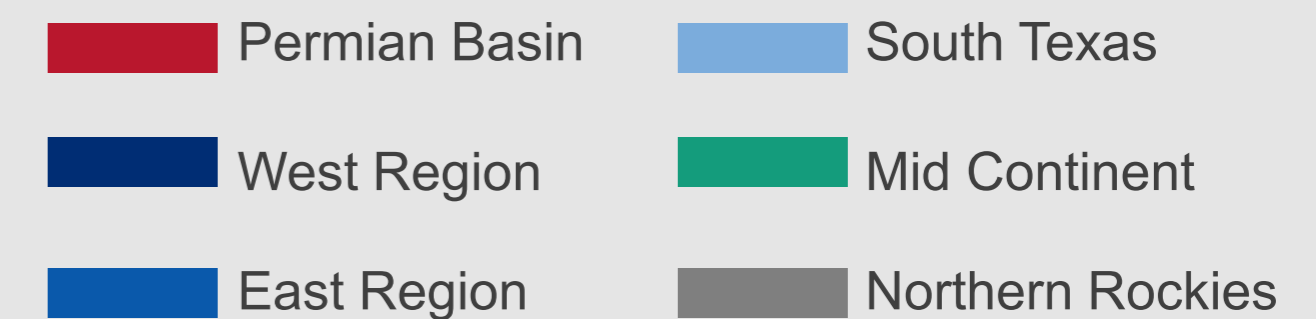
Total Fleet Utilization  
**86.3%** with  
**~965,000 operating Hp**

(1) CSI Compressco utilized Hp, composition, and fleet application as of September 30, 2018

# Focused on Most Prolific Producing Basins in USA

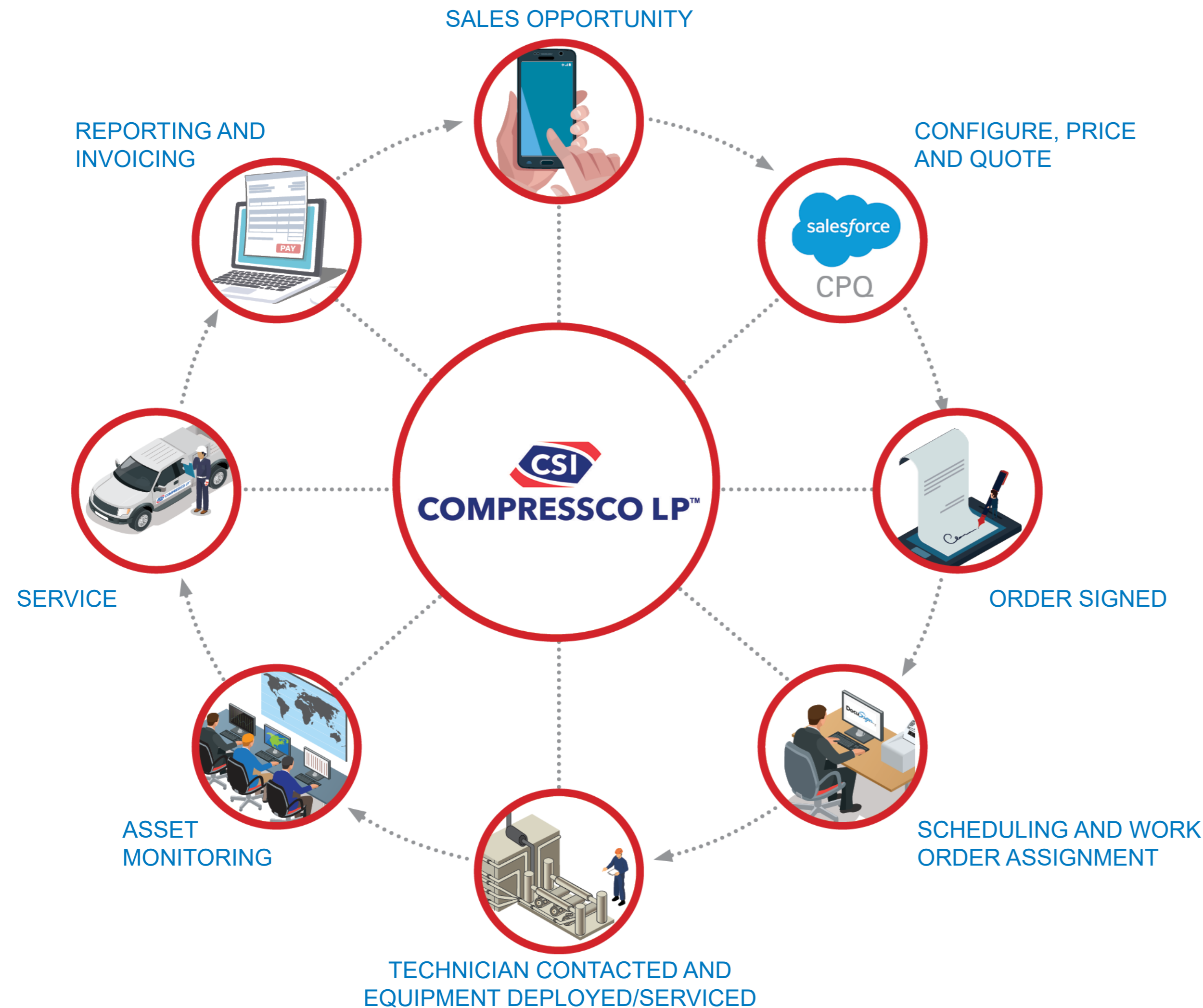


**HP Distribution by CCLP Region as of 9/30/2018**



- Ideally positioned in the biggest growth markets in U.S. shale plays to participate in recovery
- Growing demand in these markets provides opportunity to increase price and drive utilization

# Connected Enterprise Business Strategy Model



**Automation and efficiency  
delivering ~\$4M in yearly**

## Operational Excellence

- Maximize efficiencies by focusing on customers and regions that have higher HP concentrations
- Consolidate facilities across NAM while staying focused on customer support needs
- Leveraging the strength and scalability of our newly introduced ERP System
- Creating opportunities to be manage working capital





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## Financial Overview



## 2018 Adjusted EBITDA reflects lack of CS Neptune and significant deepwater activity

\$s in M	2014	2015	2016	2017	Guidance 2018
Revenue	\$908	\$1,011	\$617	\$723	\$975 – \$1,000
Adj. EBITDA	\$184	\$245	\$104	\$122	\$155 - \$165
% of Revenue	20.2%	24.3%	16.8%	16.9%	15.9 – 16.5%

Key Financial Drivers
<ul style="list-style-type: none"> <li>• High utilization of all assets in the shale play markets</li> </ul>
<ul style="list-style-type: none"> <li>• Pricing momentum in all segments</li> </ul>
<ul style="list-style-type: none"> <li>• ROIC of 20%+ on new CCLP investments</li> </ul>
<ul style="list-style-type: none"> <li>• Payback on incremental hose of 18 months, or less</li> </ul>
<ul style="list-style-type: none"> <li>• As offshore markets recover we expect to capture the demand without incremental capital investment</li> </ul>
<ul style="list-style-type: none"> <li>• Timing of CS Neptune projects impacting visibility of quarterly results</li> </ul>

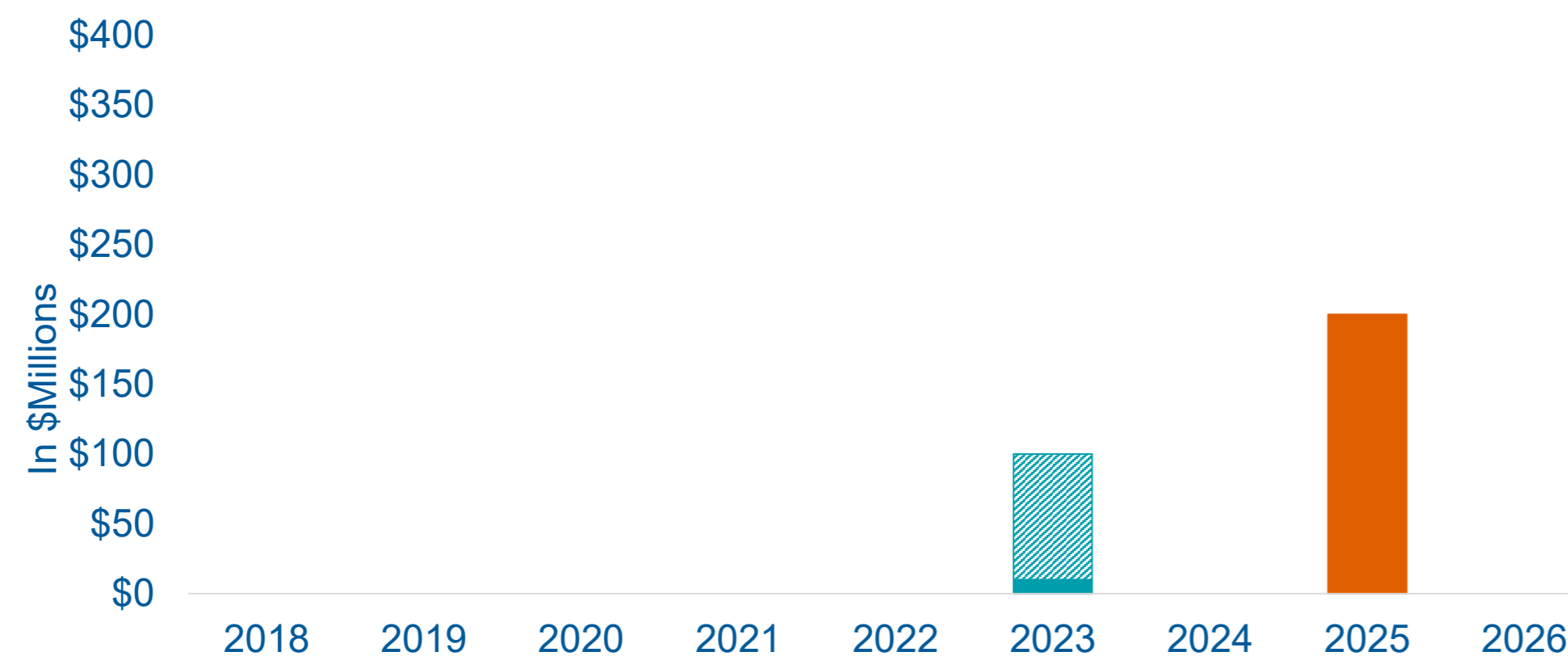
# Two Distinct & Separate Capital Structures



## TETRA Only

- Ample liquidity to capitalize on acquisitions and growth capital opportunities
- Refinanced TTI debt with asset based credit agreement and term B loan with minimal maintenance covenants
- In addition to ABL, \$75M available on delayed draw to fund potential acquisitions

## Debt Maturity



ABL Commitment - Outstanding ABL

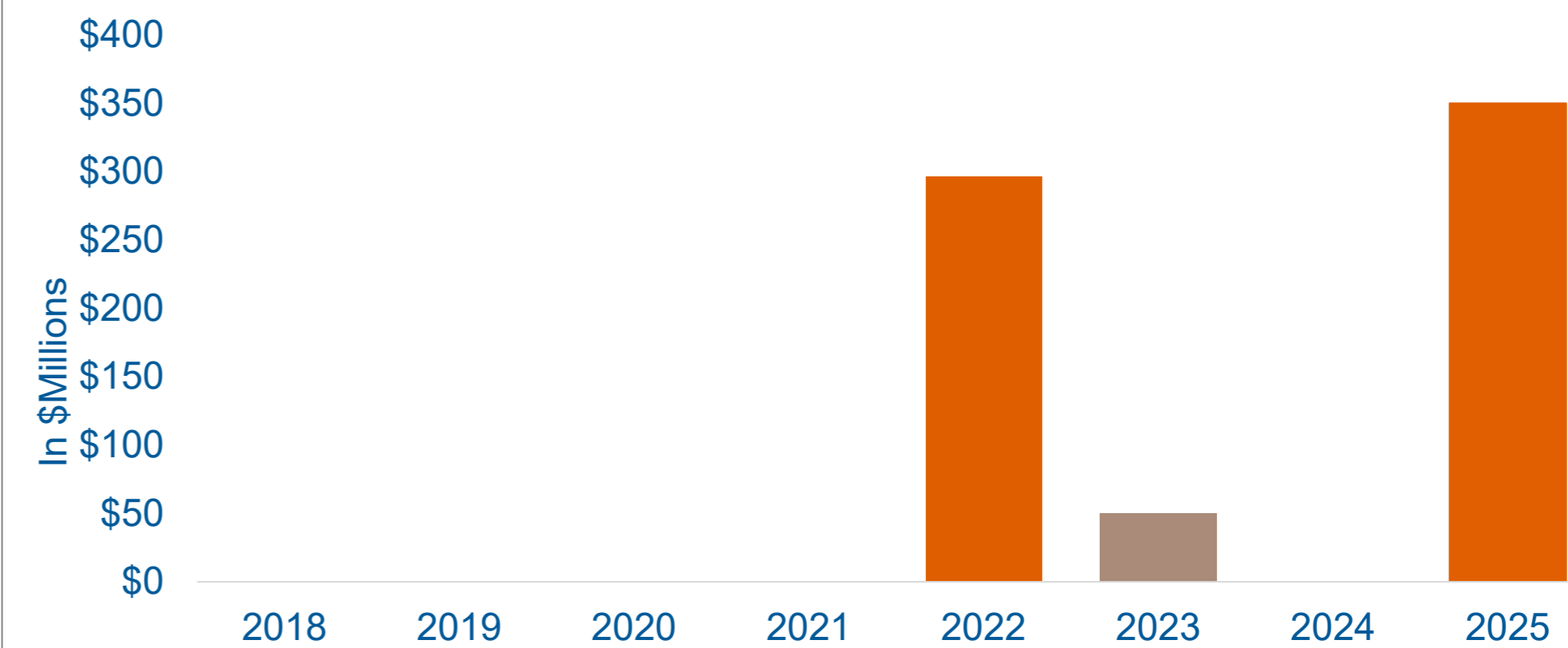


Outstanding ABL as of 9.30.2018

## CSI Compressco Only

- No near-term maturities
  - » \$296M, 7.25% unsecured notes due late 2022
  - » \$350M 7.5% senior secured notes due 2025
- No maintenance covenants
- \$50M ABL commitment completed in Q2-18
- \$26M of cash on hand as of 9/30/2018

## Debt Maturity



ABL Facility



Senior Notes

# Capital Allocation Considerations



## TETRA

- Focused on high return and quick payback Water & Flowback Services
- Disciplined approach in evaluation of tuck-in acquisitions at attractive valuations
- Fluids network fully developed and built out requiring minimal incremental capital

## CSI COMPRESSCO

- Cut distributions from \$0.75 to \$0.04 per year temporarily to cash redeem Series A
- Focus on self-funding growth capex
- Targeting ROIC for new investments at 20% or higher
- Aftermarket and equipment sales do not require capital expenditures to grow
- Will evaluate and consider tuck-in acquisitions to leverage our network and infrastructure, with debt portion at 4.0x or less



# Appendix

## Reconciliation Tables



# Non-GAAP Financial Measures



This presentation includes non-GAAP financial measures, Adjusted EBITDA, Adjusted EBITDA margin, enterprise value, adjusted free cash flow, liquidity, consolidated results for TETRA, excluding the offshore division, distribution coverage ratio and debt to Adjusted EBITDA. Adjusted EBITDA is used as a supplemental financial measure by the management to:

- evaluate the financial performance of assets without regard to financing methods, capital structure or historical cost basis;
- determine the ability to incur and service debt and fund capital expenditures.; and
- With respect to CSI Compressco LP (“CCLP”), assess the ability to generate available cash sufficient to make distributions

Adjusted EBITDA is defined as earnings before interest, taxes, depreciation, amortization, impairments and special items, equity compensation, and allocated corporate TETRA’s overhead charges to our CSI Compressco LP subsidiary, pursuant to our Omnibus Agreement, which were reimbursed with CSI Compressco LP(CCLP) common units.

Adjusted EBITDA margin is defined as Adjusted EBITDA divided by revenue.

CCLP Adjusted EBITDA is defined as earnings before interest, taxes, depreciation and amortization, and before certain non-cash charges consisting of impairments, bad debt expense attributable to bankruptcy of customer, non-cash costs of compressors sold, equity compensation, fair value adjustments of our Preferred Units, gain on extinguishment of debt, administrative expenses under the Omnibus Agreement paid in equity using common units and excluding acquisition and transaction costs, and severance expense.

Liquidity is defined as the availability under the Credit Agreement (consisting of maximum credit commitment, less balance outstanding) plus the sum of unrestricted cash. Management views liquidity as a measure of the Company’s ability to fund investing and financing activities.

TETRA only adjusted free cash flow is a non-GAAP measure that TETRA defines as cash from TETRA's operations, excluding cash settlements of Maritech AROs, less capital expenditures net of sales proceeds, and including cash distributions to TETRA from CSI Compressco LP.

CCLP adjusted free cash flow is a non-GAAP measure that CCLP defines as cash from CCLP’s operations, less capital expenditures net of sales proceeds.

These non-GAAP financial measures should not be considered an alternative to net income, operating income, cash flows from operating activities or any other measure of financial performance presented in accordance with GAAP. These non-GAAP financial measures may not be comparable to EBITDA, distributable cash flow or other similarly titled measures of other entities, as other entities may not calculate these non-GAAP financial measures in the same manner. Management compensates for the limitation of these non-GAAP financial measures as an analytical tool by reviewing the comparable GAAP measures, understanding the differences between the measures and incorporating this knowledge into management's decision making process. Furthermore, these non-GAAP measures should not be viewed as indicative of the actual amount of cash that is available for distributions or planned distribution for a given period, nor should they be equated to available cash as defined in CCLP’s partnership agreement.

# Market Capitalization and Enterprise Values



(thousands, except per share amounts)

## Market Capitalization: TTI

Market price per share on 2/25/2019	\$	2.56
Shares outstanding as of 11/8/2018		125,710
Market Capitalization	\$	321,818

## Enterprise Value: TTI

Market capitalization based on 2/25/2019		
Stock Price	\$	321,818
Total debt, excluding CSI Compressco LP debt, as of 09/30/2018		190,425
<b>Enterprise Value</b>	<b>\$</b>	<b>512,243</b>

(thousands, except per share amounts)

## Market Capitalization: CCLP

Market price per unit on 2/25/2019	\$	2.84
Shares outstanding as of 11/8/2018		44,846
Market Capitalization	\$	127,363

## Enterprise Value: CCLP

Market capitalization based on 2/25/2019		
Stock Price	\$	127,363
Total debt, as of 09/30/2018		632,480
Series A Preferred, as of 09/30/2018		42,250
<b>Enterprise Value</b>	<b>\$</b>	<b>802,093</b>

# Non-GAAP Reconciliation



Completion Fluids & Products - Adjusted EBITDA Reconciliation '(\$ in Millions)											
	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Income (Loss) Before Taxes	\$2.1	\$3.8	\$10.8	\$1.0	\$19.5	\$16.6	\$21.4	\$6.4	\$2.4	\$10.0	\$8.7
Interest Income/Expense	(\$0.0)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	(\$0.0)	(\$0.1)	(\$0.2)	(\$0.1)	(\$0.1)
DD&A	\$4.7	\$4.7	\$4.5	\$4.5	\$4.1	\$4.1	\$4.1	\$4.0	\$3.9	\$3.9	\$3.8
Stock Option expense	-	-	-	-	-	-	-	-	-	-	-
Special Items	\$0.1	\$0.4	\$0.7	\$0.3	(\$12.8)	-	\$0.0	\$0.1	\$0.1	-	\$0.0
<b>Adjusted EBITDA</b>	<b>\$6.8</b>	<b>\$9.0</b>	<b>\$16.0</b>	<b>\$5.9</b>	<b>\$10.9</b>	<b>\$20.7</b>	<b>\$25.5</b>	<b>\$10.4</b>	<b>\$6.2</b>	<b>\$13.7</b>	<b>\$12.5</b>
<b>Revenue</b>	<b>\$51.1</b>	<b>\$55.2</b>	<b>\$51.5</b>	<b>\$47.5</b>	<b>\$56.2</b>	<b>\$74.0</b>	<b>\$71.3</b>	<b>\$56.3</b>	<b>\$53.1</b>	<b>\$76.6</b>	<b>\$63.1</b>
<b>EBITDA Margin</b>	<b>13.3%</b>	<b>16.3%</b>	<b>31.1%</b>	<b>12.5%</b>	<b>19.3%</b>	<b>28.0%</b>	<b>35.7%</b>	<b>18.5%</b>	<b>11.6%</b>	<b>17.9%</b>	<b>19.8%</b>

Water & Flowback Services - Adjusted EBITDA Reconciliation '(\$ in Millions)											
	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17	Q1-18	Q2-18	Q3-18
Income (Loss) Before Taxes	(\$21.8)	(\$7.7)	(\$6.2)	(\$7.1)	(\$1.3)	(\$3.9)	\$2.1	(\$9.7)	\$6.6	\$8.3	\$5.8
Interest Income/Expense	(\$0.2)	(\$0.1)	(\$0.1)	(\$0.1)	(\$0.1)	(\$0.1)	(\$0.0)	(\$0.0)	(\$0.0)	(\$0.0)	\$0.0
DD&A	\$7.3	\$6.8	\$6.3	\$5.8	\$5.0	\$4.4	\$4.4	\$4.3	\$5.0	\$7.5	\$7.8
Stock Option expense	-	-	-	-	-	-	-	-	-	-	-
Special Items	\$17.1	\$0.2	\$0.0	\$3.6	\$0.3	\$0.0	-	\$15.2	\$0.0	\$4.3	\$2.3
<b>Adjusted EBITDA</b>	<b>\$2.4</b>	<b>(\$0.9)</b>	<b>(\$0.0)</b>	<b>\$2.2</b>	<b>\$3.9</b>	<b>\$0.3</b>	<b>\$6.4</b>	<b>\$9.8</b>	<b>\$11.6</b>	<b>\$20.1</b>	<b>\$15.9</b>
<b>Revenue</b>	<b>\$27.9</b>	<b>\$19.1</b>	<b>\$26.2</b>	<b>\$31.8</b>	<b>\$38.2</b>	<b>\$31.1</b>	<b>\$41.0</b>	<b>\$61.3</b>	<b>\$61.1</b>	<b>\$83.6</b>	<b>\$78.6</b>
<b>EBITDA Margin</b>	<b>8.8%</b>	<b>-4.6%</b>	<b>-0.2%</b>	<b>6.9%</b>	<b>10.2%</b>	<b>1.0%</b>	<b>15.7%</b>	<b>16.0%</b>	<b>18.9%</b>	<b>24.1%</b>	<b>20.3%</b>



# Non-GAAP Reconciliation



## CSI Compressco - Adjusted EBITDA Reconciliation (In \$ Millions)

	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2018-Q1	2018-Q2	2018-Q3	2018-Q4 (Low)	2018-Q4 (High)	2018-Q4 (Mid-point)
Net Loss	\$ (15.6)	\$ (6.4)	\$ (7.8)	\$ (10.7)	\$ (15.7)	\$ (9.6)	\$ (7.9)	\$ (4.5)	\$ (3.5)	\$ (4.0)
Interest expense, net	10.4	10.4	11.1	11.2	11.4	13.8	13.8	13.0	13.5	13.3
Provision of income taxes	0.8	0.6	0.8	0.6	1.3	0.9	(0.1)	-	-	(0.0)
Depreciation & amortization	17.3	17.2	17.4	17.3	17.4	17.4	17.7	17.5	18.2	17.9
Non-cash cost of compressors sold	2.3	2.0	2.4	1.8	0.3	0.8	2.0	2.3	1.9	2.1
Equity Compensation	1.0	0.9	0.3	(0.9)	(0.6)	0.5	0.4	0.2	0.4	0.3
Series A Preferred transaction costs	0.0	-	-	-	-	-	-	-	-	(0.0)
Series A Preferred fair value adjustments	1.9	(5.5)	(1.3)	1.6	1.6	(0.6)	0.6	0.6	0.5	0.6
Omnibus expense paid in equity	1.7	-	-	-	-	-	-	-	-	(0.0)
Severance and others	0.1	-	0.0	-	-	0.0	0.2	-	-	(0.0)
Software implementation	-	0.2	0.6	0.2	-	-	-	-	-	(0.0)
Un-amortized financing costs charged to expense	-	-	-	-	3.5	-	-	-	-	(0.0)
<b>Adjusted EBITDA</b>	<b>\$19.9</b>	<b>\$19.5</b>	<b>\$23.3</b>	<b>\$21.0</b>	<b>\$19.2</b>	<b>\$23.3</b>	<b>\$26.5</b>	<b>\$29.0</b>	<b>\$31.0</b>	<b>\$30.0</b>

# Non-GAAP Reconciliation



## TTI Continued Operations - Adjusted EBITDA Reconciliation '(\$ in Millions)

	2014	2015	2016	2017	2018(Low)	2018(High)	2018(Mid-point)
Income (Loss) Before Taxes	(\$60.5)	(\$197.7)	(\$223.2)	(\$44.0)	(\$53.1)	(\$45.1)	(\$49.1)
Interest Income/Expense	\$32.0	\$54.4	\$57.4	\$57.2	\$74.5	\$74.5	\$74.5
DD&A	\$103.4	\$142.1	\$117.1	\$104.1	\$110.5	\$112.5	\$111.5
Stock Option expense	\$6.8	\$10.1	\$13.7	\$7.7	\$9.0	\$9.0	\$9.0
Special Items	\$102.1	\$236.1	\$138.9	(\$3.0)	\$14.1	\$14.1	\$14.1
<b>Adjusted EBITDA</b>	<b>\$183.7</b>	<b>\$245.1</b>	<b>\$103.9</b>	<b>\$122.0</b>	<b>\$155.0</b>	<b>\$165.0</b>	<b>\$160.0</b>
<b>Revenue</b>	<b>\$908.1</b>	<b>\$1,010.6</b>	<b>\$617.4</b>	<b>\$723.1</b>	<b>\$975.0</b>	<b>\$1,000.0</b>	<b>\$987.5</b>
<b>EBITDA Margin</b>	<b>20.2%</b>	<b>24.3%</b>	<b>16.8%</b>	<b>16.9%</b>	<b>15.9%</b>	<b>16.5%</b>	<b>16.2%</b>

# Non-GAAP Reconciliation



Free Cash Flow Reconciliation (IN \$ Millions)				
	2015	2016	2017	2015-2017 Period
TTI Consolidated				
Cash from operations	\$ 197.0	\$ 55.7	\$ 64.6	\$ 317.3
ARO Settlements	10.3	4.0	0.6	14.9
Capital Expenditures, net of sales proceeds	(113.4)	(17.7)	(51.1)	(182.2)
Free Cash Flow before ARO settlements	93.9	42.0	14.1	150.0
CSI Compressco				
Cash from operations	101.9	61.4	39.1	202.4
Capital Expenditures, net of sales proceeds	(95.2)	(10.7)	(25.1)	(131.0)
CCLP's Free Cash Flow	6.6	50.8	13.9	71.4
TTI Only				
Cash from operations <sup>(1)</sup>	95.2	(5.8)	27.6	116.9
ARO Settlements	10.3	4.0	0.6	14.9
Capital Expenditures, net of sales proceeds <sup>(1)</sup>	(18.2)	(7.1)	(28.0)	(53.2)
Free Cash Flow before ARO settlements	87.2	(8.8)	0.2	78.6
Distributions from CCLP	30.6	22.3	14.2	67.2
Debt restructuring expenses	3.0	-	-	3.0
<b>TTI's Free Cash Flow</b>	<b>\$120.9</b>	<b>\$13.5</b>	<b>\$14.4</b>	<b>\$148.8</b>

# Non-GAAP Reconciliation



TETRA Consolidated - Adjusted EBITDA Reconciliation '(\$ in Millions)				
	2015	2016	2017	2015-2017 Period
Net Income (Loss)	(\$209.5)	(\$239.4)	(\$62.2)	(\$511.1)
Income Taxes	(\$7.7)	(\$2.3)	(\$1.2)	(\$11.2)
Income (Loss) Before Taxes	(\$201.8)	(\$237.1)	(\$61.0)	(\$499.9)
Interest Income/Expense	\$54.5	\$58.6	\$57.2	\$170.3
DD&A	\$155.0	\$129.6	\$116.2	\$400.8
Equity Compensation Expense	\$16.9	\$13.7	\$7.8	\$38.4
Special Items	\$230.7	\$139.0	\$1.0	\$370.7
<b>Adjusted EBITDA</b>	<b>\$255.3</b>	<b>\$103.8</b>	<b>\$121.2</b>	<b>\$480.3</b>

Maritech - Adjusted EBITDA Reconciliation '(\$ in Millions)				
	2015	2016	2017	2015-2017 Period
Income (Loss) Before Taxes	(\$3.8)	(\$1.8)	(\$2.2)	(\$7.8)
Interest Income/Expense	-	-	-	-
DD&A	\$1.4	\$1.4	\$1.4	\$4.2
Equity Compensation Expense	-	-	-	-
Special Items	(\$0.0)	(\$0.1)	\$0.1	(\$0.0)
<b>Adjusted EBITDA</b>	<b>(\$2.4)</b>	<b>(\$0.5)</b>	<b>(\$0.7)</b>	<b>(\$3.6)</b>

TETRA excl. Maritech - Adjusted EBITDA Reconciliation '(\$ in Millions)				
	2015	2016	2017	2015-2017 Period
Income (Loss) Before Taxes	(\$198.0)	(\$235.3)	(\$58.8)	(\$492.1)
Interest Income/Expense	\$54.5	\$58.6	\$57.2	\$170.3
DD&A	\$153.6	\$128.2	\$114.8	\$396.6
Equity Compensation Expense	\$16.9	\$13.7	\$7.8	\$38.4
Special Items	\$230.7	\$139.0	\$0.9	\$370.7
<b>Adjusted EBITDA</b>	<b>\$257.7</b>	<b>\$104.2</b>	<b>\$121.9</b>	<b>\$483.9</b>

CSI Compressco - Adjusted EBITDA Reconciliation '(\$ in Millions)				
	2015	2016	2017	2015-2017 Period
Income (Loss) Before Taxes	(\$146.7)	(\$136.3)	(\$37.7)	(\$320.7)
Interest Income/Expense	\$35.0	\$38.1	\$43.1	\$116.2
DD&A	\$81.8	\$72.1	\$69.1	\$223.0
Equity Compensation Expense	\$2.2	\$4.6	\$3.0	\$9.8
Special Items	\$152.2	\$110.6	(\$2.3)	\$260.5
<b>Adjusted EBITDA</b>	<b>\$124.5</b>	<b>\$89.1</b>	<b>\$75.2</b>	<b>\$288.8</b>

TETRA excl. Maritech & CSI Compressco - Adjusted EBITDA Reconciliation '(\$ in Millions)				
	2015	2016	2017	2015-2017 Period
Income (Loss) Before Taxes	(\$51.3)	(\$99.0)	(\$21.1)	(\$171.4)
Interest Income/Expense	\$19.5	\$20.5	\$14.1	\$54.1
DD&A	\$71.8	\$56.1	\$45.7	\$173.6
Equity Compensation Expense	\$14.7	\$9.1	\$4.8	\$28.6
Special Items	\$78.6	\$28.4	\$3.2	\$110.2
<b>Adjusted EBITDA</b>	<b>\$133.3</b>	<b>\$15.1</b>	<b>\$46.7</b>	<b>\$195.1</b>