



June 2018



Forward Looking Statement & 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 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 CCLP with the Securities and Exchange Commission.

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) non-cash cost of compressors sold and (4) depreciation, amortization, accretion and impairments. 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 csicompressco.com.



CSI Compressco LP Overview

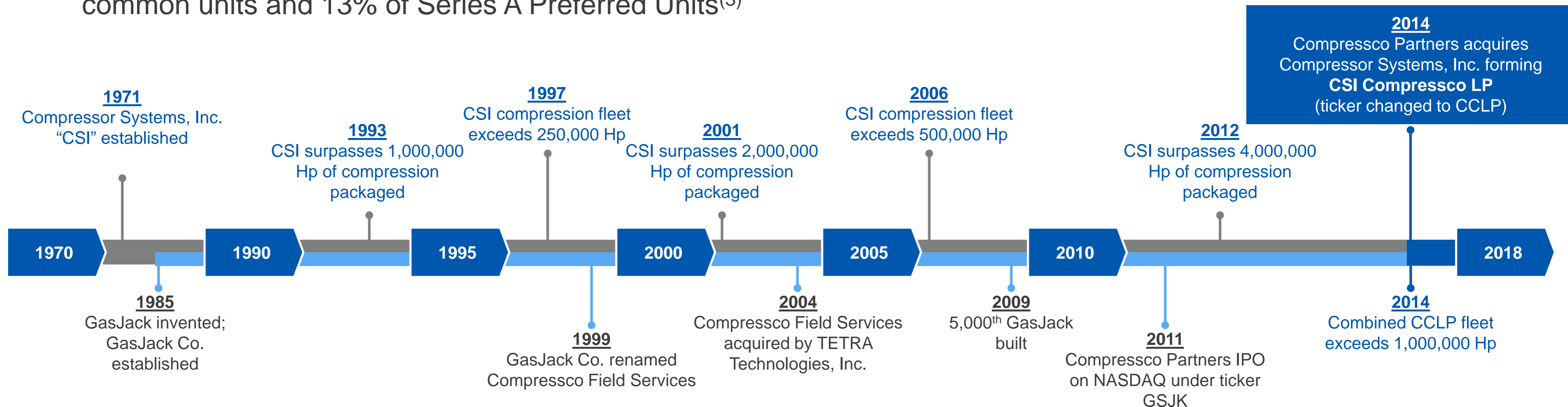
CSI Compressco LP (NASDAQ: CCLP)

- 49 years of growth supporting oil and gas industry
- 1.1M Hp in service fleet with 0.9M Hp operating (84.2% utilization as of March 31, 2018)

TETRA Technologies, Inc. (NYSE: TTI)

- Owns 2% GP interest and IDR's as well as approximately 38% of common units and 13% of Series A Preferred Units⁽³⁾

NASDAQ: CCLP	
Recent Unit Price ^[1]	\$5.75
Market Capitalization ^[1]	\$233.2M
Enterprise Value ^[1]	\$927.6M
Distribution Annualized ^[2]	\$0.75
Distribution Yield ^[2]	13.0%
Corporate Headquarters	The Woodlands, TX



(1) Unit price as of market close June 1, 2018; Market Capitalization and Enterprise Value based upon Mar 31, 2018 most recently reported debt

(2) Q1 2018 quarterly distribution of \$0.1875 per common unit; Yield calculated as annualized quarterly distribution of \$0.75 divided by \$5.75 unit price as of market close June 1, 2018

(3) Based on outstanding units as of 5/8/2018



Served Markets – Gas Supply Chain

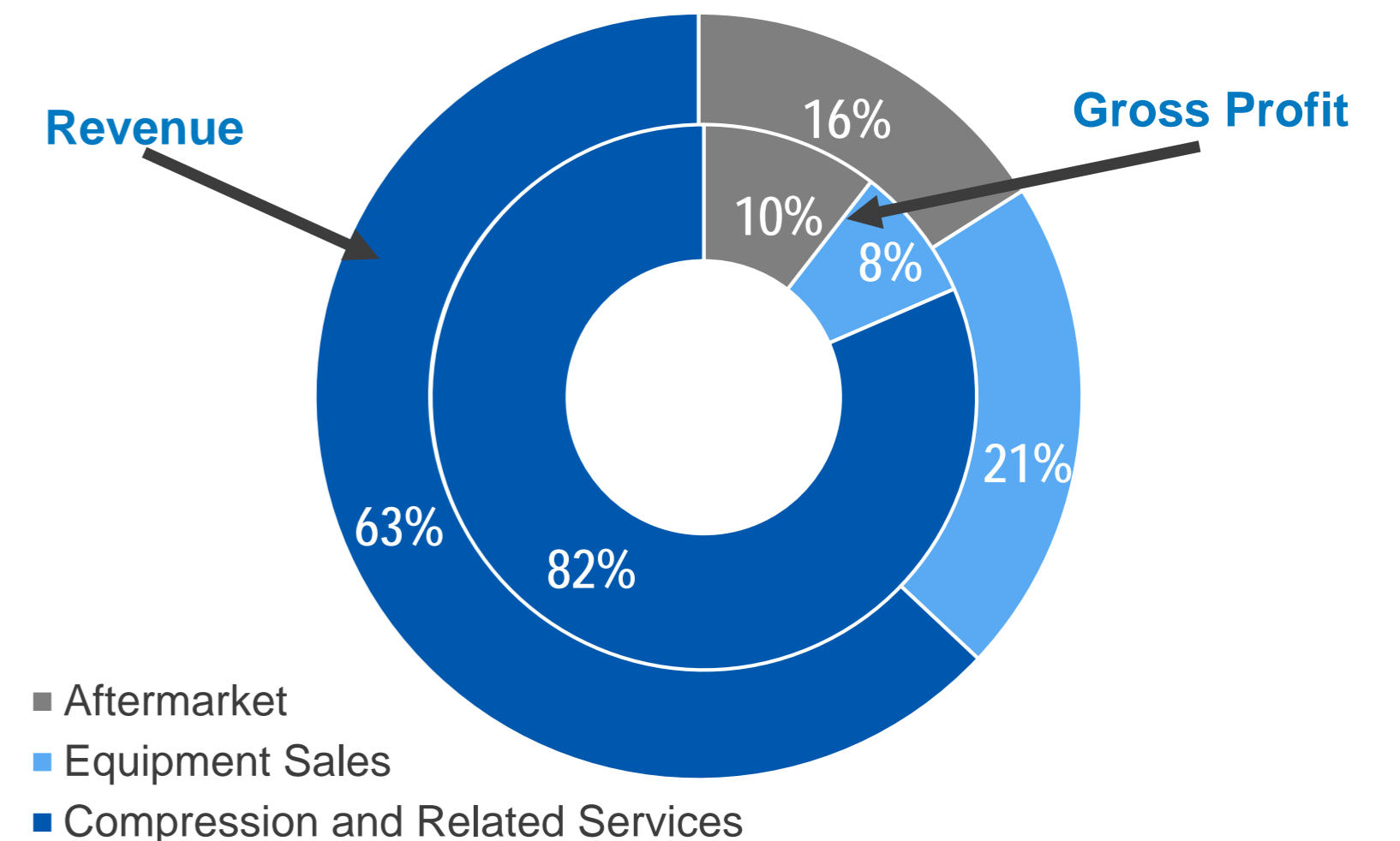
CSI Compressco is a Compression Solutions provider Focused on E&P and Midstream Companies in the Major associated gas basins.

We touch every point of the gas supply 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
Q1 2018 Actuals

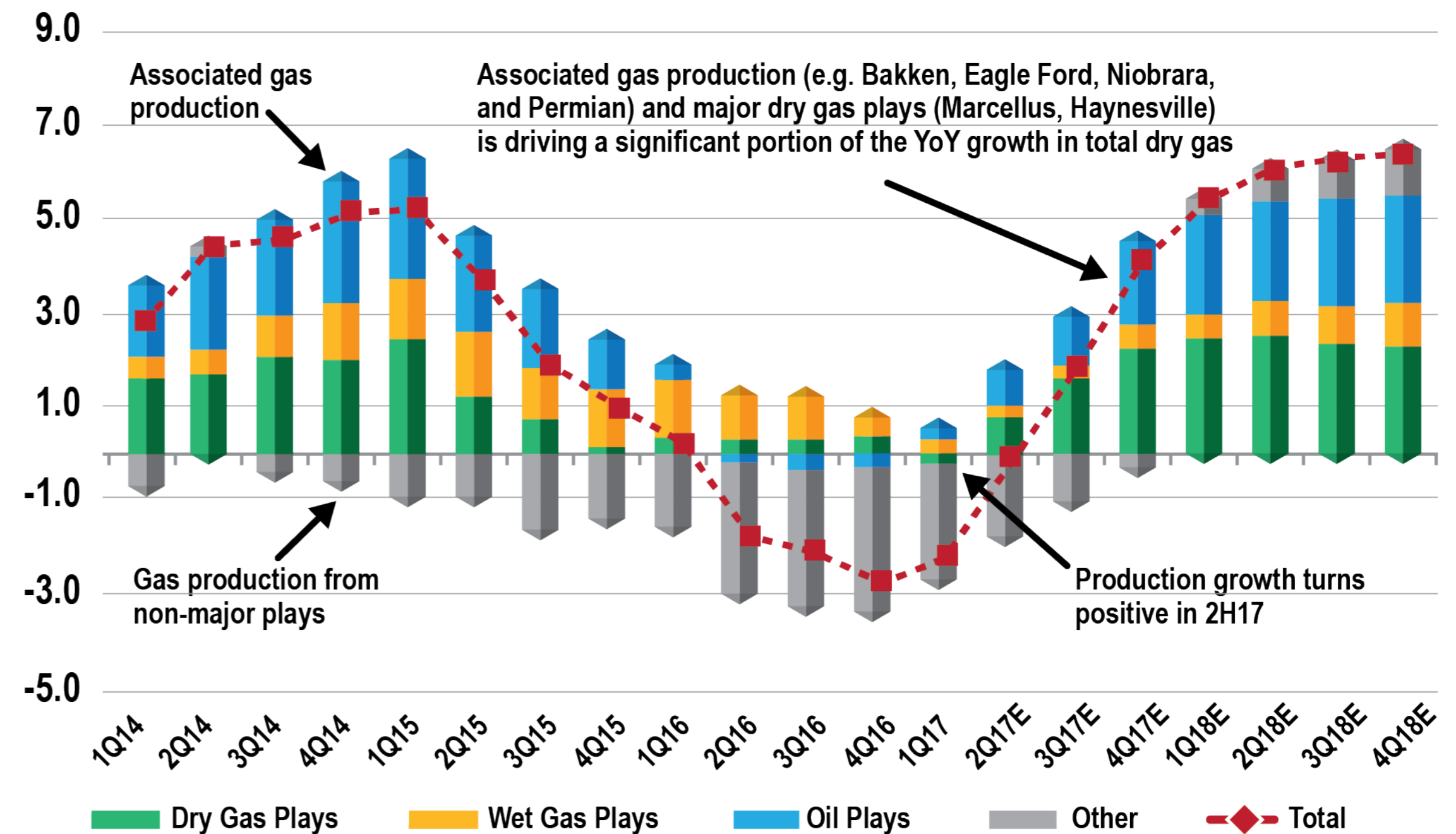




Served Markets — Macro Outlook

Evolving market conditions driving increased compression demand

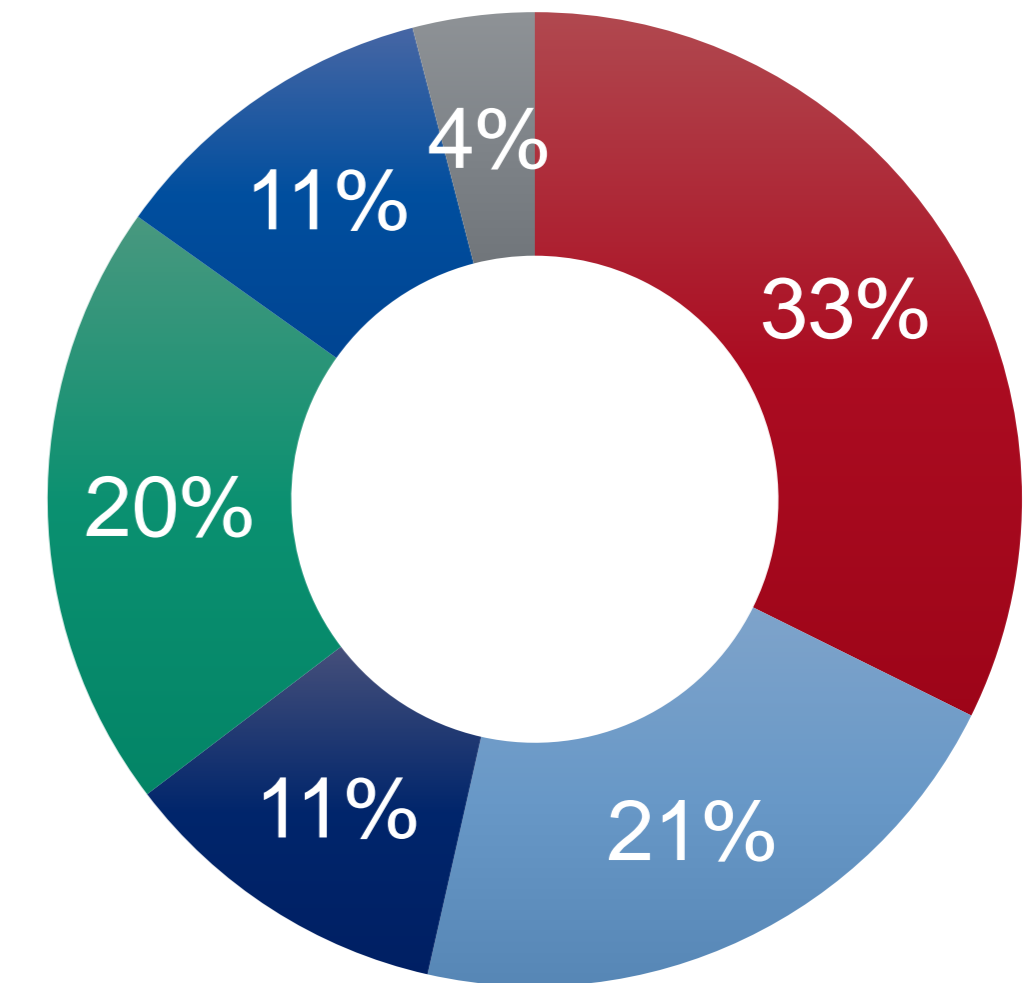
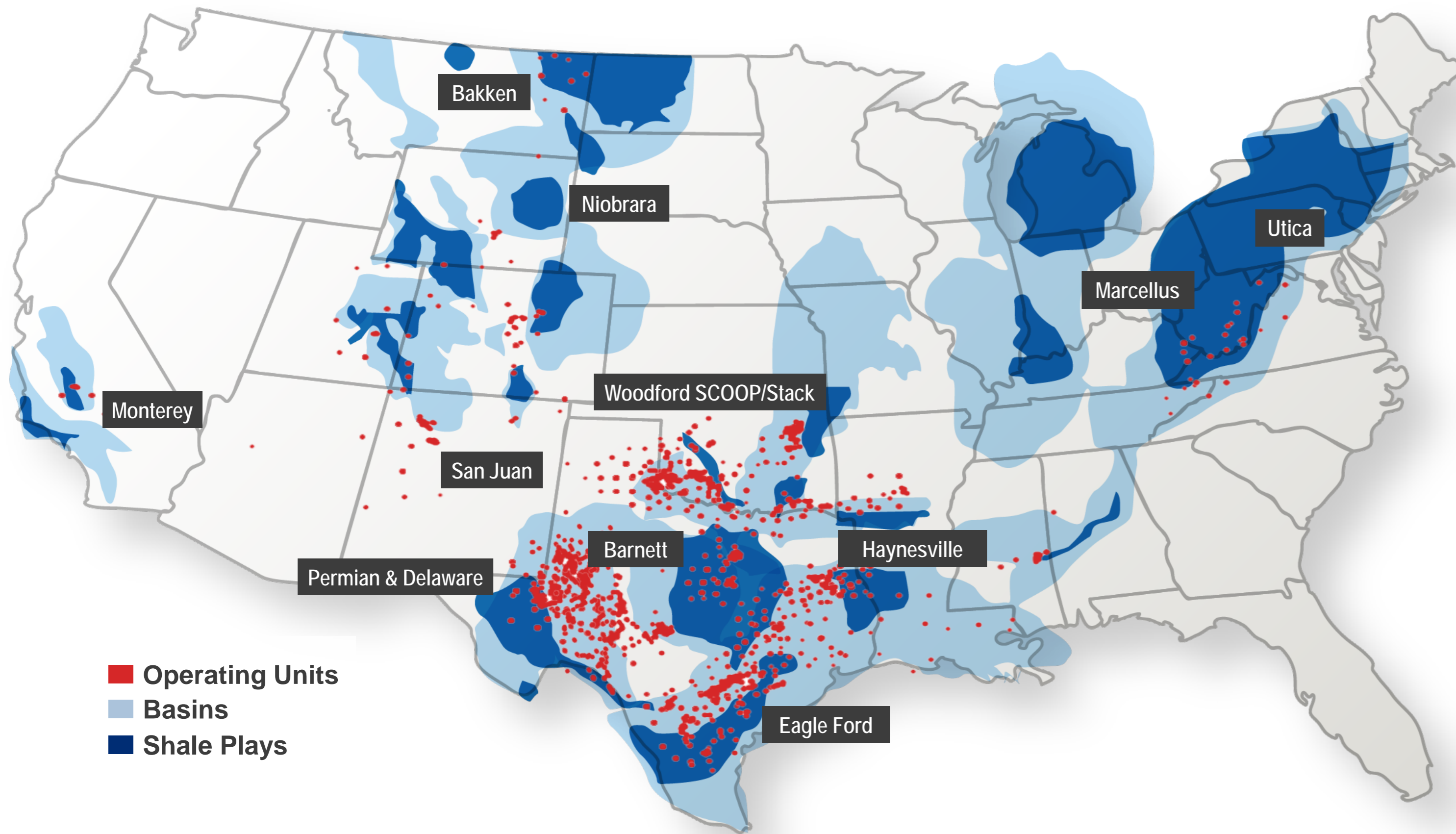
- Technology and efficiency enhancements generating higher volumes per well
- Associated gas volumes driving record production levels and demand for gas gathering compressors
- New revenue opportunities with surface gas lift compression displacing ESPs
- Infrastructure growth and take-away capacity
- Gas demand drivers
 - LNG
 - Power
 - Ethylene and other petrochemical applications



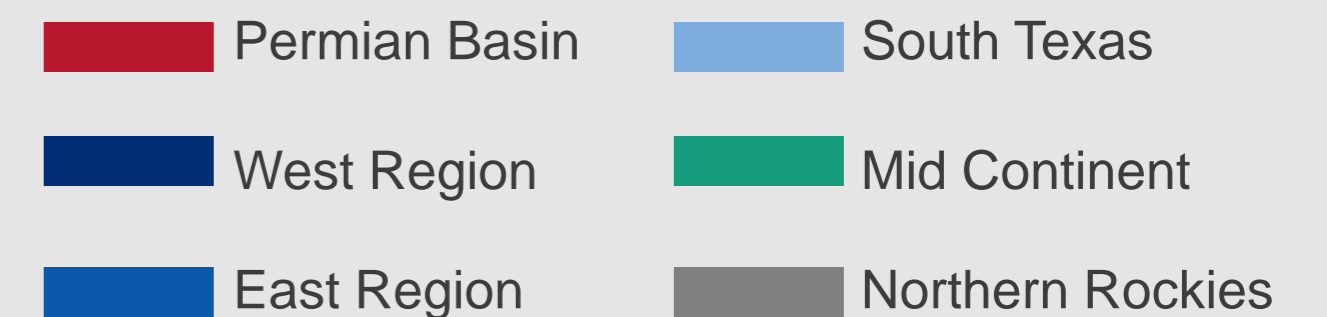
If gas is being produced it must be compressed



Focused on Most Prolific Producing Basins in USA



HP Distribution by CCLP Region as of 3/31/18

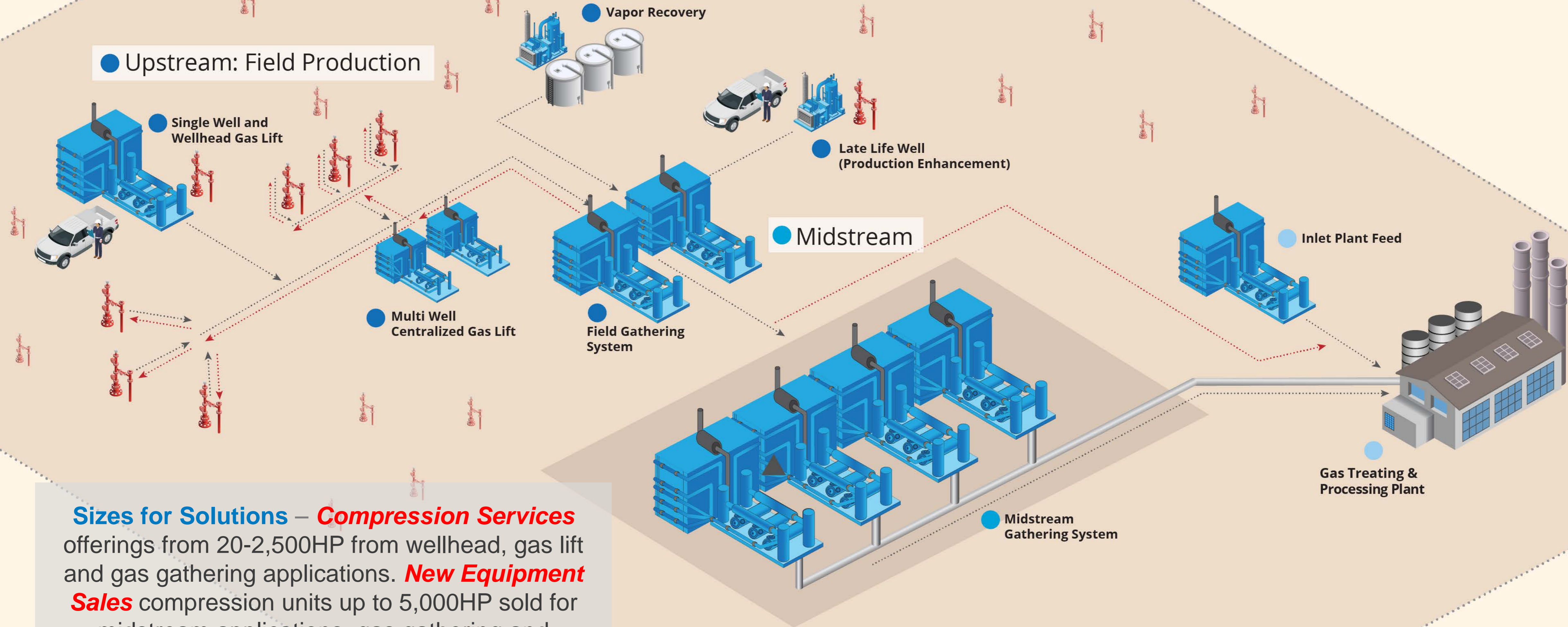


- Ideally positioned in the biggest growth markets in U.S. shale plays to participate in recovery
- Growing demand in these markets provides opportunity to increase price and drive utilization



Served Markets – The Gas Value Chain

Since 1971 CCLP has delivered over 5.1M HP to these markets



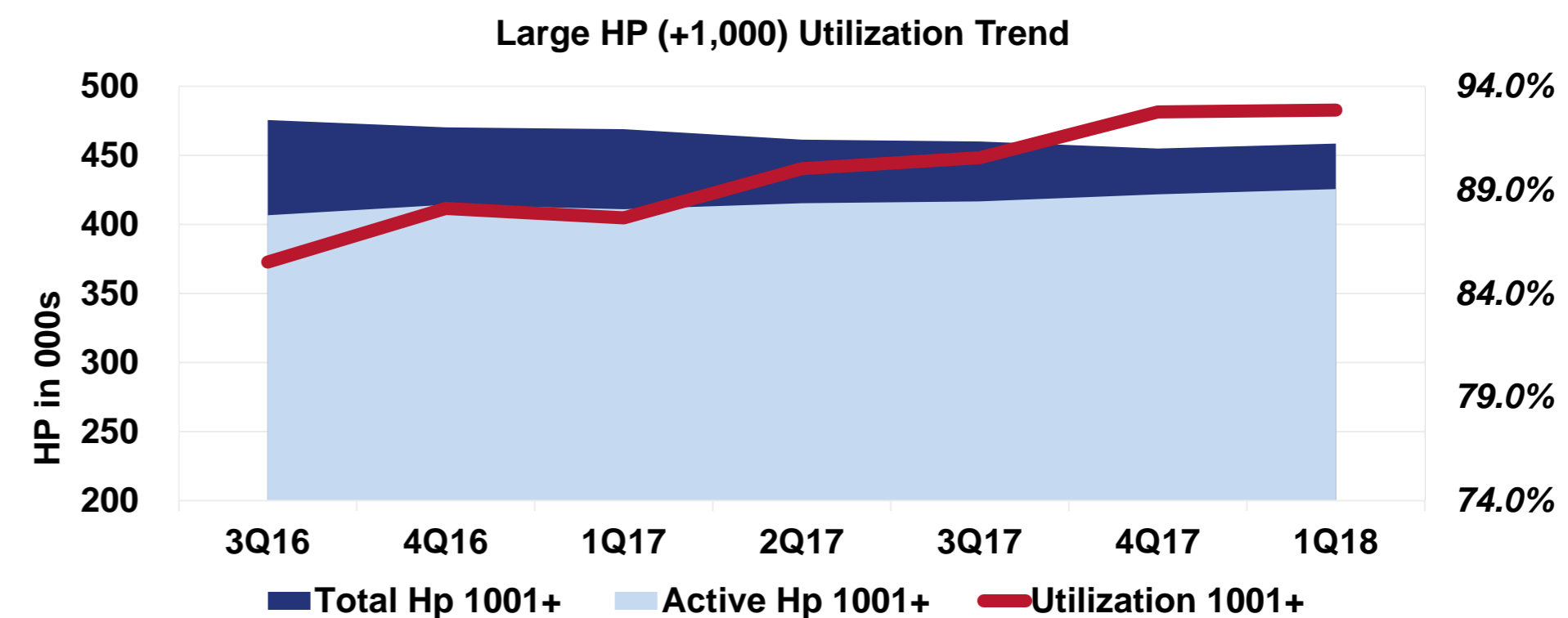
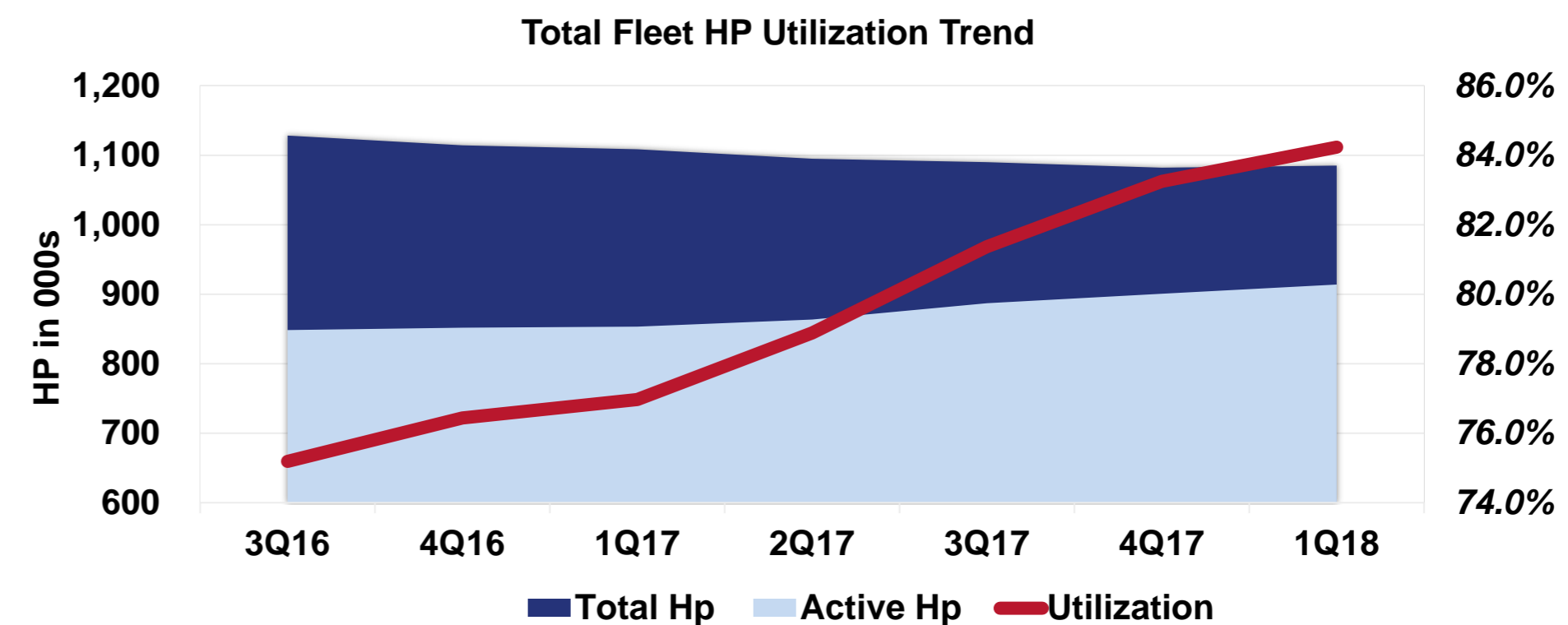
Sizes for Solutions – Compression Services offerings from 20-2,500HP from wellhead, gas lift and gas gathering applications. **New Equipment Sales** compression units up to 5,000HP sold for midstream applications, gas gathering and processing



Served Markets – Growth

Strategic focus on key shale oil plays of the Permian/Delaware, Eagle Ford and SCOOP/STACK where ~75% of our assets are located

- **Six consecutive** quarters of improved utilization Q3-2016 to current
- **Large HP** (>1,000HP) utilization improved to 93% in Q1-2018
- **Overall fleet** improved to 84.2% in Q1 2018
- **Growth** primarily from associated gas production of high gas oil ratio (GOR) wells in tight shale plays





Diversified, Blue-Chip Customer Base E&P and Midstream Companies

Major customers



COMPRESSION SOLUTIONS

- **Compression Services** in gas applications across multiple basins
- **New Equipment Sales** available for customers that own their equipment
- **Aftermarket services** complete range of parts and services



Compression Services – Increased Growth

- **Strategic partnerships and customized solutions** to grow market share
- **Customer demand growing** throughout full range of equipment from cross-selling
- **Price leverage** to increase rates
- **Organic growth** intending to add 115,000HP in major associated gas basins during 2018
- **Constantly evaluating** attractive opportunities to grow through acquisitions

20 to 2,500HP size range

89% of operating fleet is reciprocating and rotary screw compression



11% of operating fleet is GasJack[®] / Vjack[™] production enhancement equipment



47% of operating fleet is large HP category (>1,000HP)



Improve Compression Services gross margin by 500 basis points by Q4 2018



New Unit Sales – Increased Growth

With the **largest compression fabrication facility in the Permian Basin**, located in Midland, Texas, our vertically integrated business model is highly capital efficient

Our growth strategy:

- **Increasing sales** from our customer base, expanding in core markets
- **Offering industry-wide** standard and high-specification engineered compressor packages
- **Continuing our proven track record** of highest quality, on-time delivery, engineering support and project management
- **Capacity available** to support fleet and new unit sales demand
- **No capital investment** on sold projects with progress payments
- **Backlog** of over \$100 million at end of Q1 2018
- **Identified new unit sales** opportunities in excess of \$400 million



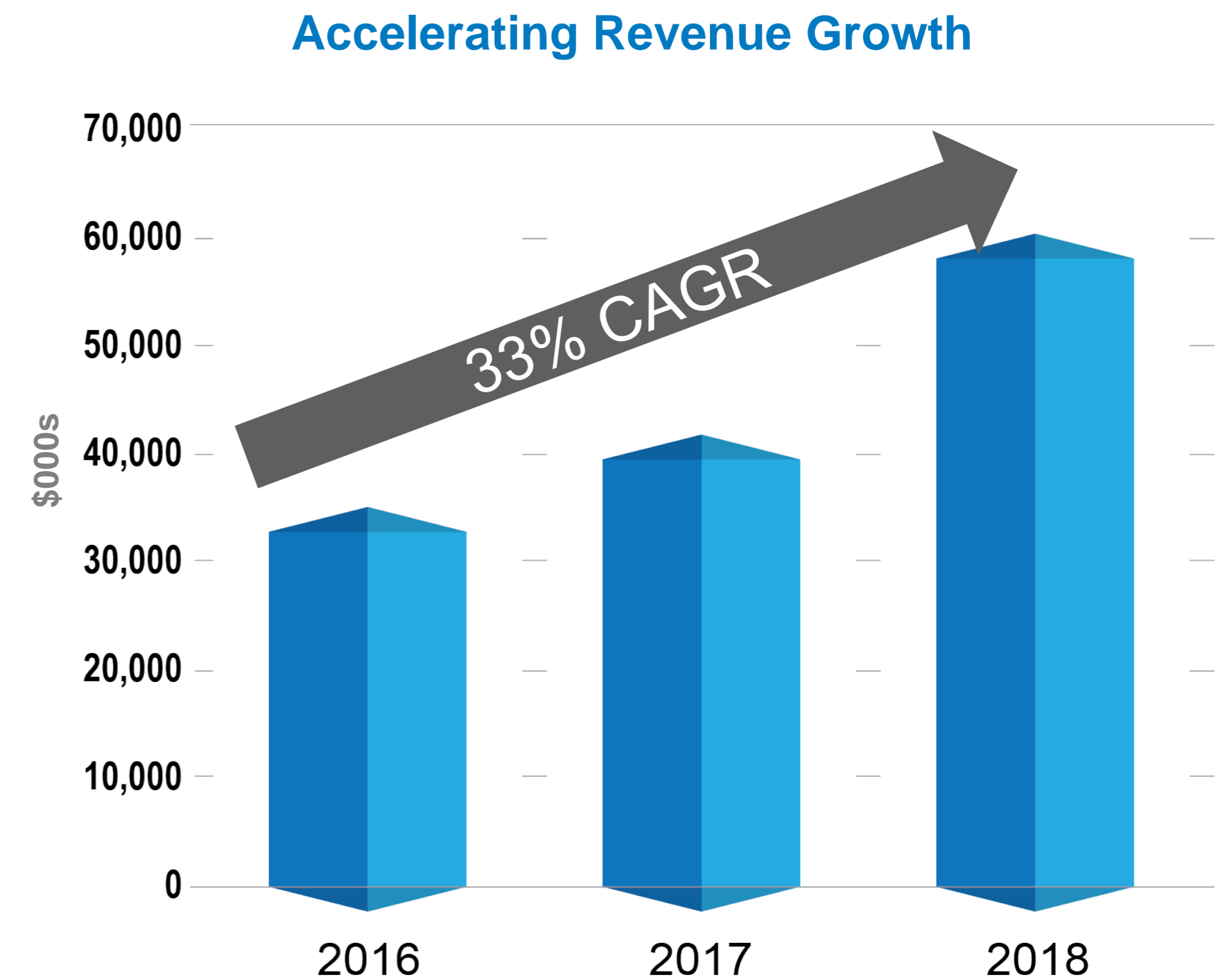


Aftermarket Services – Increased Growth

Implementation of strategies that increase our share of Aftermarket Services and Parts

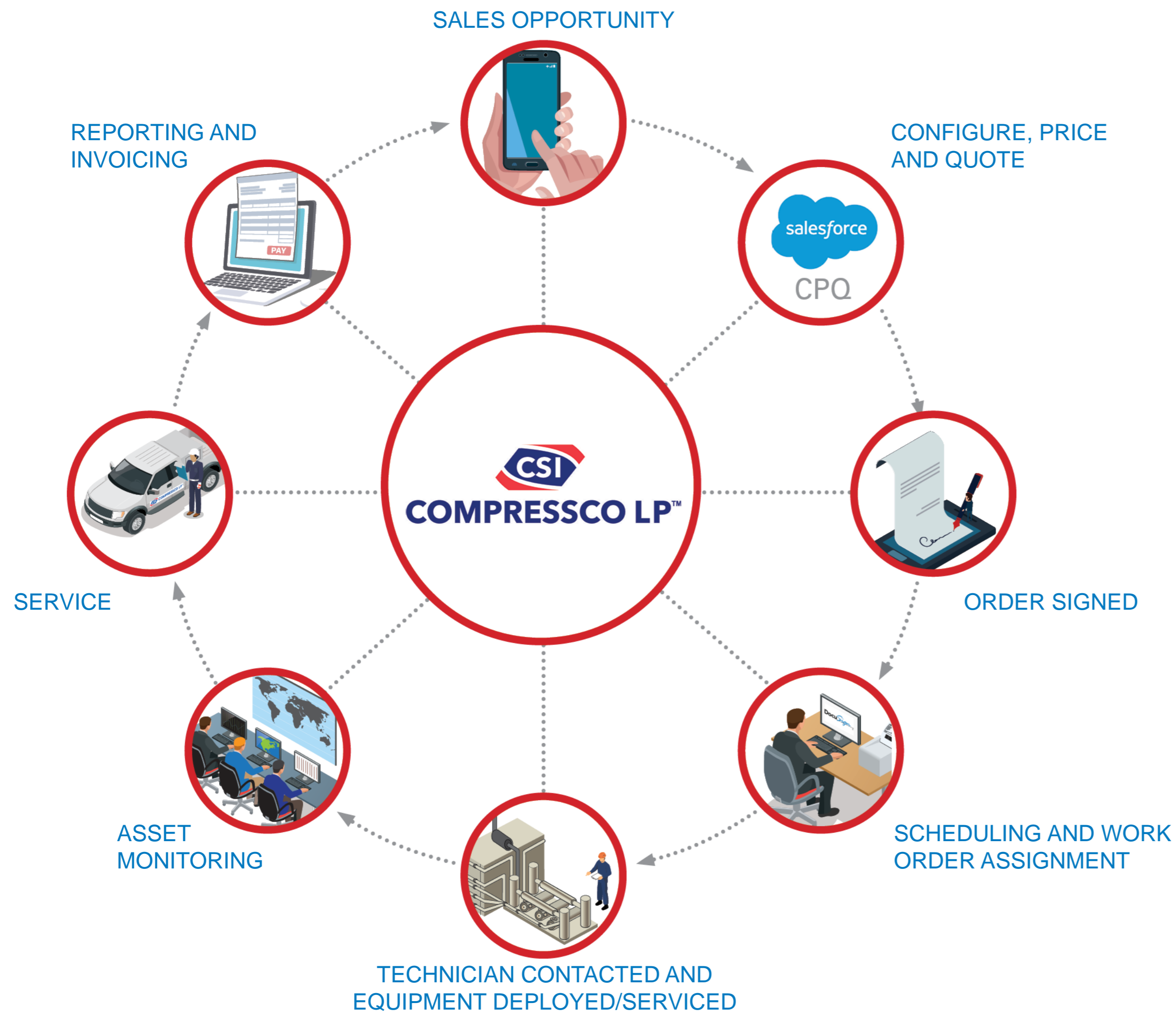
Market Drivers and Growth Strategy:

- Growing customer installed base
- Deferred maintenance and Idle equipment deployment
- Pull-through revenue from New Unit sales
- Utilize our technical and application skills
- Expanding our parts sales and services network
- No capital required, solid returns and price upside





Connected Enterprise Business Strategy Model



Automation and efficiency gains lead to ~\$4M in yearly savings

Operational Excellence

- Maximize efficiencies by focusing on customers and regions that have higher HP concentrations
- Consolidate roof lines across NAM while staying focused on customer support needs
- Leveraging the strength and scalability of our newly introduced ERP System
- Proactively managing resources
- Improves working capital

Improving returns on capital: repurposing GasJacks to replace more costly compressors for enhanced crude oil production in unconventional plays

C H A L L E N G E

- E&P customer in SCOOP/STACK experienced decline in their horizontal shale well production
- 200HP gas compression used in gas assisted plunger-lift which was not efficient
- **GOAL** was to increase production and reduce lease operating expense (L.O.E.)

S T R A T E G Y

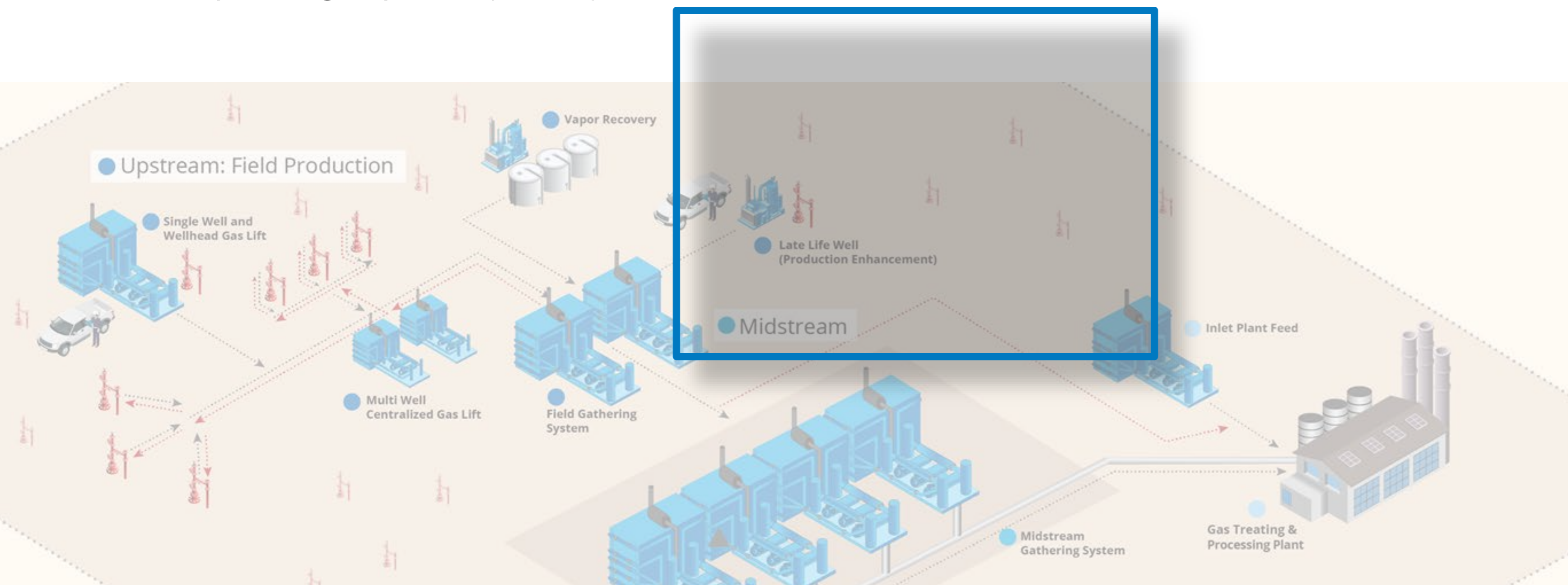
- **Partnered** with and tested our GasJack services assisting their new plunger lift system
- **Increased** production by 15%, successfully proving the concept
- **Optimized** compression used in production enhancement with GasJack solution

R E S U L T S

\$190,000 annual production uplift

\$50,000/year expense reduction (L.O.E. and Fuel)

There are an estimated 60,000 wells in North America that could be pursued for new GasJack opportunities



Surface gas lift compression with small HP units displacing ESPs creating new revenue stream and opportunity

C H A L L E N G E

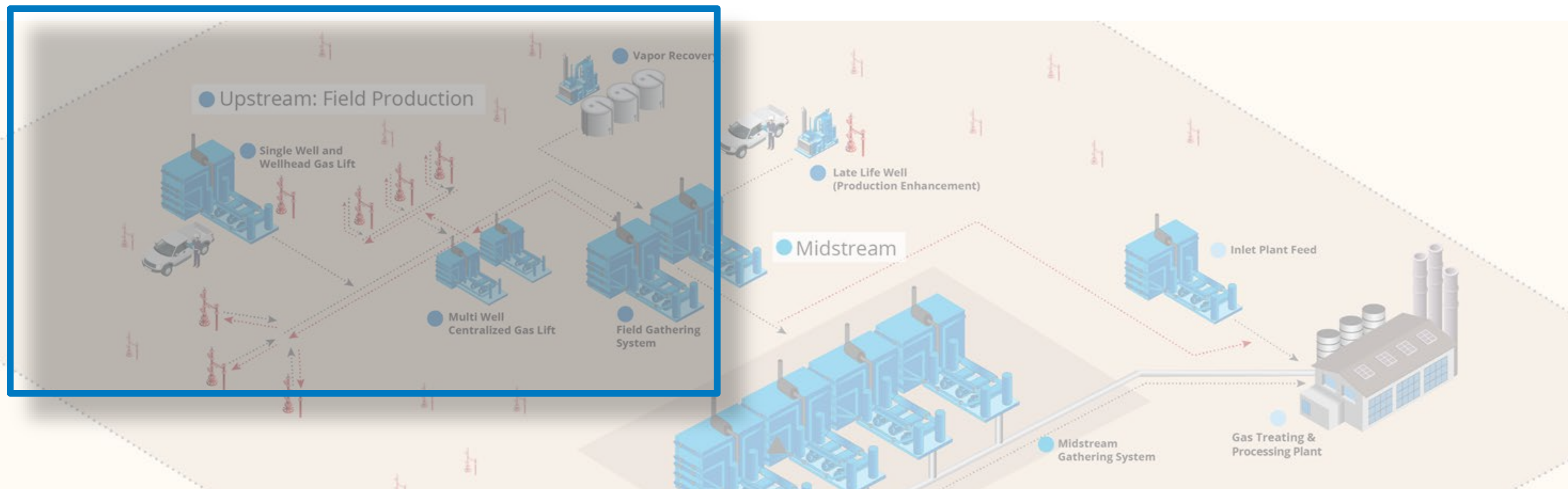
- Customer began testing gas lift on new wells to compare production, reliability and costs against ESPs
- **Goal:** Lower L.O.E. (Lease Operating Expense) by maximizing production and reliability on horizontal wells in the Midland Basin

S T R A T E G Y

- **Partner** with customer on single well head gas lift test applications
- **Add** additional 150 gas lift compression units after successful demonstration
- **Scaled up** to multi-well (centralized) gas lift applications using larger HP compression to further reduce L.O.E.

R E S U L T S

- Set 10,000HP for single well Gas Lift
 - Set 34,000HP for Centralized Gas Lift
 - Another 22,000HP contracted for 2018 Centralized Gas Lift
-
- Over 66,000 HP contracted to date in Permian.
 - Significant footprint increase opportunity in Permian.



Delivering customer-specific solutions by combining gas lift and field gathering compression in high volume associated gas plays

C H A L L E N G E

Design compression sites for a new production field to:

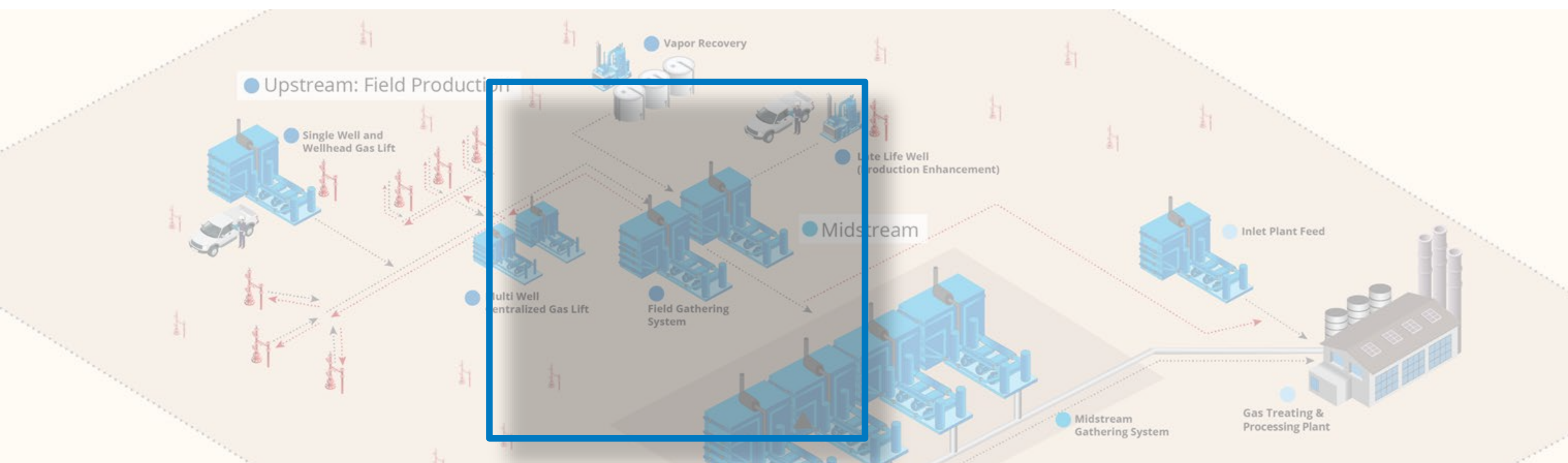
- Reduce the horsepower requirements for compression
- Deliver gas into two different pipelines to ensure access to the highest product price
- Increase production at each remote location through gas lift

S T R A T E G Y

- Install satellite compressor stations
- Proof of concept – was successful
- Four additional stations constructed to follow the drilling program
- Gas lift was accomplished at each satellite station

R E S U L T S

- Lowered field pressures to increase production
 - Increased efficiency of compression horsepower
 - Improved market share with key customers
-
- Delivered 10,000HP all in 1,000+HP units to the site
 - Significant footprint increase opportunity in Permian



New Unit sales opportunities driven by midstream infrastructure build-out in the Permian Basin

C H A L L E N G E

- Major Permian Basin midstream player sought new supplier
- Goal: To establish and grow business relationship as preferred supplier of large HP compression

S T R A T E G Y

- Leverage our major fabrication facility in Permian Basin and relationships
- Improve equipment design in an effort to optimize plant efficiencies
- Provide rapid response and superior support levels during startup and commissioning

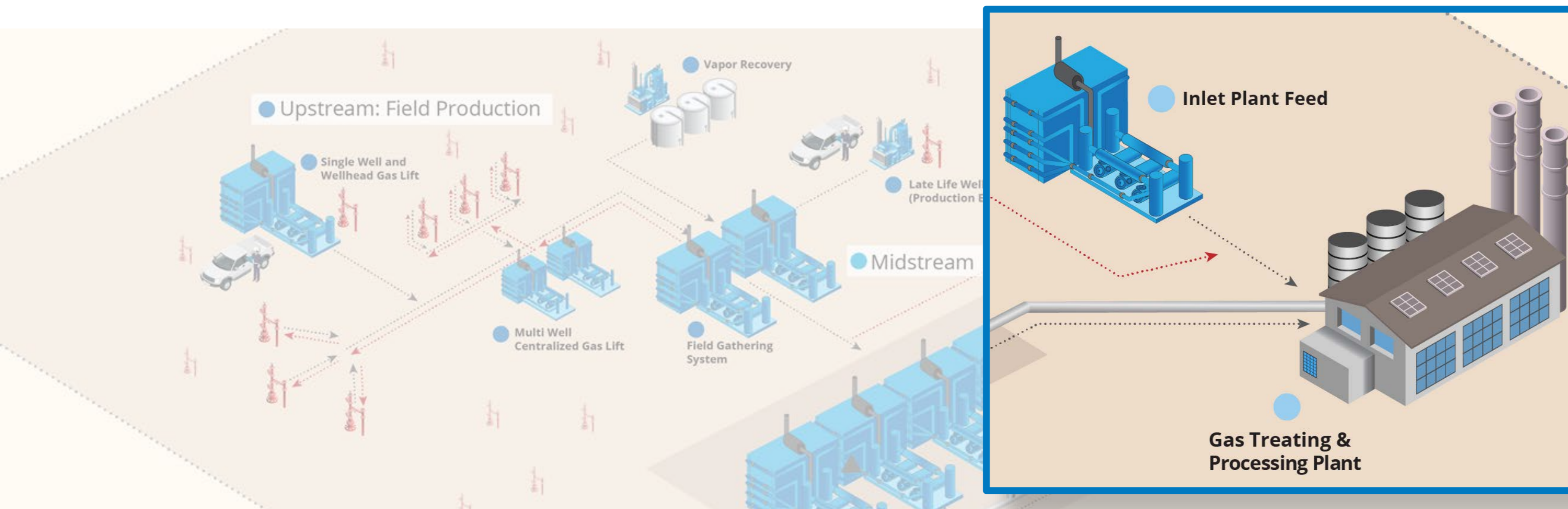
R E S U L T S

- **83 Units – 3,500HP Electric Motor packages sold**
- **47 units – 5,000HP electric motor packages sold**

525,000HP SOLD or SHIPPED SINCE 2013

Broad opportunity pool for building and selling similar midstream compression equipment in Permian Basin

Pull-through AMS and parts opportunities





Financial





Financial Summary

Well positioned to capitalize on the growing compression market

\$s in M	Actual		Guidance 2018
	2016	2017	
Revenue	\$311	\$296	\$385 - \$400
Adjusted EBITDA ⁽¹⁾	\$96	\$84	\$95 - \$100
% of revenue	30.8%	28.3%	24.7% - 25.0%
Capital Expenditures			
Growth	\$1	\$5	\$75 - \$90
Maintenance	\$11	\$21	\$15 - \$20

Key Financial Drivers
➤ Increasing pricing up to 15%
➤ Intent to add 115,000HP to the fleet in 2018
➤ Increasing utilization by repurposing the GasJack fleet and mid-HP fleet
➤ Strong backlog of new equipment sales
➤ Aftermarket Services continues rapid growth as customers put their fleets back to work
➤ Optimization of ERP is expected to produce up to \$4M per year in savings

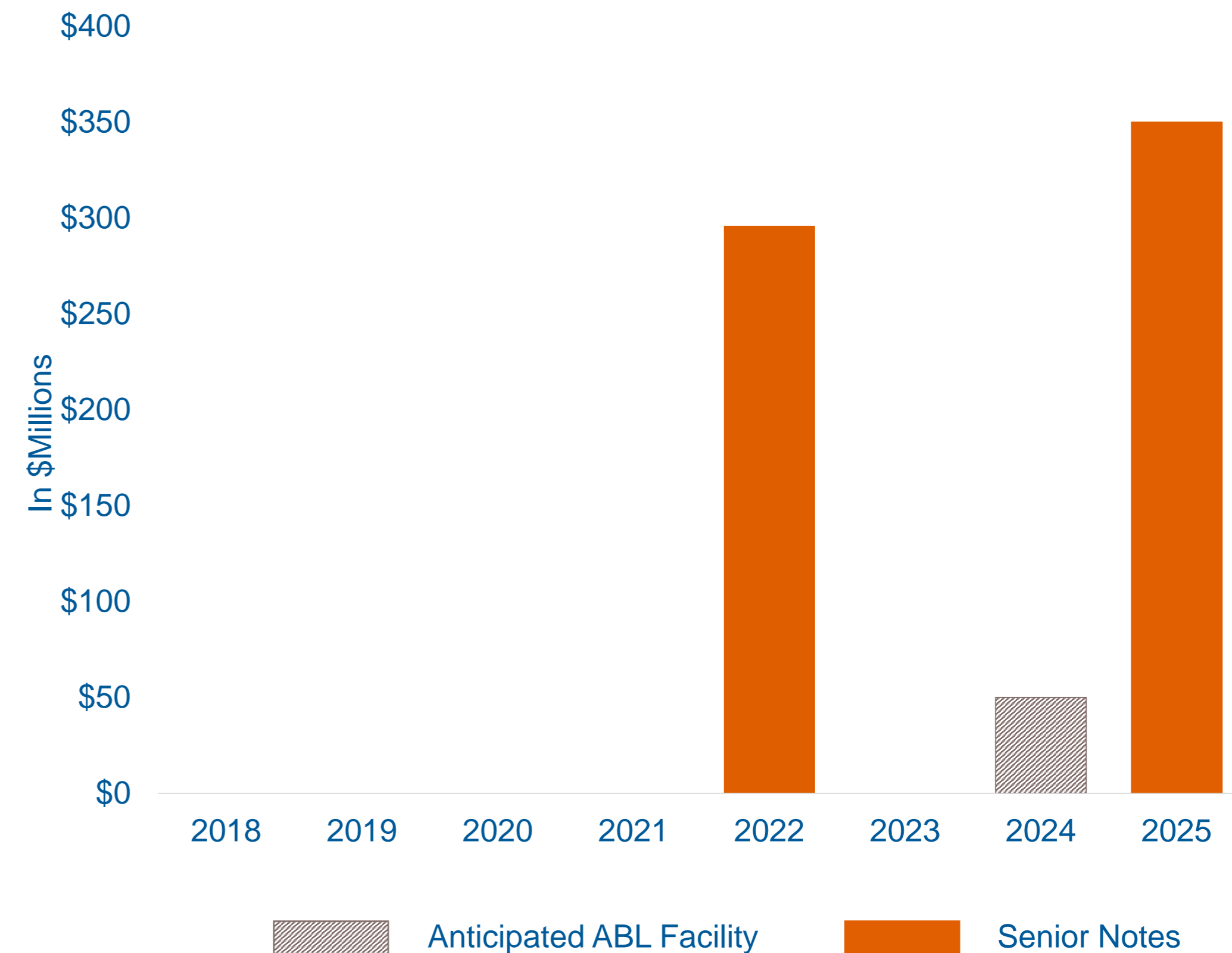
Note: Growth capital expenditures are net of asset sales

(1) See appendix for reconciliation to nearest GAAP measures

Balance Sheet

- \$100M of cash available for capital investments targeted at ROIC >20%
- \$296M, 7.25% unsecured notes due 2022
- \$350M 7.5% senior secured notes due 2025
- Finalizing \$50M ABL
- No maintenance covenants
- No near-term maturities

Debt Maturity



- Leverage goal of 4.5x peak cycle and 5.75x at the valley
 - Projecting 5.2x-5.4x at year-end 2018 based on Q4 run rate adjusted EBITDA ⁽¹⁾
- 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 of targets at 4.0x or less
- Capital allocation priorities (a) ROIC exceeding 20%, (b) debt reductions, and (c) enhancing distributions

(1) Based on projected Q4-18 annualized EBITDA and anticipated debt outstanding



Investing in high return projects, outgrowing the market and de-leveraging

- Market expected to grow 6-7% per year. CCLP poised to invest and grow above these levels
- Targeting ROIC target of 20% or higher on new investments
- Improving adjusted EBITDA margins for total CSI Compressco by 600 bps by 2020
- Equipment Sales and Aftermarket Services do not require significant capital to grow
- GasJack fleet being repurposed to address enhanced liquid production
- Strong growing demand for centralized gas lift and gas gathering

Committed to Efficient Capital Allocation

- Directing capital towards contract compression producing predictable and consistent returns

Positioned for Profitable Growth With Stronger ROIC

- Focused on the shale plays addressing gathering systems and enhanced production

Committed to Improving Leverage Metrics

The background image shows a large industrial facility with several tall, cylindrical vertical tanks and a complex network of pipes and machinery. The tanks are labeled 'COMPRESSCO LP'. The scene is set outdoors under a clear sky, with other industrial structures visible in the distance.

S U M M A R Y

- ***Compression Solutions*** – Largest vertically integrated supplier
- ***Compression Services*** – Approximately 75% of HP concentrated in the most prolific producing basins
- ***New Equipment*** – Large scale fabrication facility is located in the Permian Basin
- ***Aftermarket Services*** – Poised for continued growth; equipment sales and customer relationships create opportunity with minimal working capital requirements





Appendix

Reconciliation Tables



Non-GAAP Financial Measures

This presentation includes non-GAAP financial measures, Adjusted EBITDA, Adjusted EBITDA margin, adjusted free cash flow, liquidity, 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
- Asses the ability to generate available cash sufficient to make distributions

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.

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

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.

Non-GAAP Reconciliation

Adjusted EBITDA Reconciliation (IN \$ Millions)							
	2015	2016	2017	2015-2017 Period	2018 LE	2018 HE	2018 MP
Net Loss	\$ (146.6)	\$ (138.1)	\$ (40.5)	\$ (325.2)	\$ (36.9)	\$ (37.4)	\$ (37.2)
Interest expense, net	35.0	38.1	43.1	116.2	52.0	54.0	53.0
Provision of income taxes	(0.1)	1.9	2.8	4.6	-	-	-
Depreciation & amortization	81.8	72.1	69.1	223.0	70.0	74.0	72.0
Impairments of long-lived assets	11.8	10.2	-	22.0	-	-	-
Goodwill impairment	139.4	92.3	-	231.7	-	-	-
Bad debt expense attributable to bankruptcy customer	-	0.7	-	0.7	-	-	-
Non-cash cost of compressors sold	3.4	6.8	8.5	18.7	2.5	1.8	2.1
Equity Compensation	2.2	3.0	1.2	6.4	2.2	2.6	2.4
Series A Preferred transaction costs	-	3.1	0.1	3.2	-	-	-
Series A Preferred fair value adjustments	-	5.0	(3.4)	1.6	1.6	1.5	1.6
Gain on extinguishment of debt	-	(1.4)	-	(1.4)	-	-	-
Omnibus expense paid in equity	-	1.6	1.7	3.3	-	-	-
Severance	0.8	0.6	0.1	1.5	-	-	-
Software implementation	-	-	1.0	1.0	-	-	-
Acquisition costs	0.2	-	-	0.2	-	-	-
Un-amortized financing costs charged to expense	-	-	-	-	3.6	3.5	3.6
Adjusted EBITDA	\$127.9	\$95.9	\$83.7	\$307.5	\$95.0	\$100.0	\$97.5
Revenue	\$457.6	\$311.4	\$295.6	\$1,064.6	\$385.0	\$400.0	\$392.5
Adjusted EBITDA Margin %	27.9%	30.8%	28.3%	28.9%	24.7%	25.0%	24.8%

LE – Low end of guidance HE – High end of guidance MP – Mid-point of guidance

Non-GAAP Reconciliation

Free Cash Flow Reconciliation (IN \$ Millions)				
	2015	2016	2017	2015-2017 Period
CSI Compressco				
Cash from operations	101.9	61.5	39.0	202.4
Capital Expenditures, net of sales proceeds	(95.3)	(10.7)	(25.1)	(131.1)
CCLP's Free Cash Flow	\$6.6	\$50.8	\$13.9	\$71.3

Non-GAAP Reconciliation

(thousands, except per share amounts)		
Market Capitalization: CCLP		
Market price per unit on 5/7/2018	\$	5.75
Shares outstanding as of 5/8/2018		40,548
Market Capitalization	\$	233,151
Enterprise Value: CCLP		
Market capitalization based on 5/7/2018		
Stock Price	\$	233,151
Total debt, as of 03/31/2018		632,414
Series A Preferred, as of 03/31/2018		62,000
Enterprise Value	\$	927,565