# **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## **FORM 8-K**

## **CURRENT REPORT**

## PURSUANT TO SECTION 13 OR 15(D) OF THE **SECURITIES EXCHANGE ACT OF 1934**

Date of report (Date of earliest event reported): August 9, 2021

# **EXTERRAN CORPORATION**

(Exact Name of Registrant as Specified in its Charter)

Delaware

(State or Other Jurisdiction of Incorporation or Organization)

11000 Equity Drive **Houston Texas** (Address of principal executive offices)

77041

47-3282259

(I.R.S. Employer Identification No.)

(281) 836-7000

(Registrant's telephone number, including area code)

Not Applicable

(Former name or former address, if changed since last report)

Securities registered pursuant to Section 12(b) of the Exchange Act:						
Title of each class	Ticker symbol(s)	Name of each exchange on which registered				
Common Stock, \$0.01 par value per share	EXTN	New York Stock Exchange				

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

□ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

□ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

□ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter). Emerging growth company  $\Box$ 

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.  $\Box$ 

(Zip Code)

#### Item 2.02 Results of Operations and Financial Condition.

On August 9, 2021, Exterran Corporation (the "Company") issued a press release announcing its financial results for the quarter ended June 30, 2021. As described in the press release, the Company will also host a conference call for investors to discuss its financial results and provide investors with an update concerning the Company's business on August 10, 2021. A copy of the press release is furnished as Exhibit 99.1 hereto and incorporated herein by reference.

The information furnished pursuant to this Item 2.02, including Exhibit 99.1, shall not be deemed to be "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), and will not be incorporated by reference into any filing under the Exchange Act or the Securities Act of 1933, as amended, unless specifically identified therein as being incorporated therein by reference.

## Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

Exhibit No.	Description
99.1	Press release date August 9, 2021

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

## EXTERRAN CORPORATION

August 9, 2021

By: /s/ DAVID A. BARTA

David A. Barta Senior Vice President and Chief Financial Officer



#### **Exterran Corporation Announces Second Quarter 2021 Results**

Second Quarter Results In-Line with Expectations; Year over Year Adjusted EBITDA Increased over 40% Reiterate Full Year Adjusted EBITDA Guidance of \$150-160 million Update on Capital Structure Review

HOUSTON, August 9, 2021 - Exterran Corporation (NYSE: EXTN) ("Exterran" or the "Company") today reported second quarter financial results.

Andrew Way, Exterran's President and Chief Executive Officer commented:

"Our global teams continue to execute well despite continued COVID related challenges, particularly in the Eastern Hemisphere. Commercially our teams are building strong customer relationships and a growing pipeline of opportunities. We are tracking over \$3.5 billion in total opportunities between our natural gas and water product lines, and are working diligently to convert at least one more Contract Operations project to an order this year. We continue to expect a 15% compounded annual growth in our adjusted EBITDA over the next two years given this strong pipeline.

With the recent surge in COVID cases related to the Delta variant, we continue to closely monitor the supply chain side of our business, particularly with regard to the movement of both people and equipment, as we ramp up construction of large projects. That said, even with the challenges we faced, we were able to deliver results in-line with expectations and continue to have line of sight to adjusted EBITDA for the full year between \$150-160 million.

Lastly, I would like to give you all an update on the proactive strategic capital structure review we commenced after our first quarter earnings conference call, to better position the Company to take full advantage of our commercial pipeline. Management and the Board have made great strides over this time diligently assessing the business, the needs, and the best path or paths forward for the organization. I am sure you all can appreciate the time and effort these undertakings require and this remains the top priority of the Board over the coming quarter."

Net loss from continuing operations was \$35.1 million, or \$1.06 per share, on revenue of \$146.2 million for the second quarter of 2021. This compares to net loss from continuing operations of \$29.0 million, or \$0.88 per share, on revenue of \$136.2 million for the first quarter of 2021 and net loss from continuing operations of \$19.3 million, or \$0.59 per share, on revenue of \$131.1 million for the second quarter of 2020. Net loss was \$35.2 million for the second quarter of 2021, as compared to net loss of \$29.9 million for the first quarter of 2021 and net loss of \$31.9 million for the second quarter of 2020. EBITDA, as adjusted, was \$35.1 million for the second quarter of 2021, as compared to \$33.1 million for the first quarter of 2021 and \$24.9 million for the second quarter of 2020. Loss before taxes was \$26.2 million as compared to loss before taxes of \$21.5 million for the first quarter of 2021 and loss before taxes of \$15.4 million for the second quarter of 2020.

Selling, general and administrative expenses were \$33.6 million in the second quarter of 2021, as compared with \$32.6 million in the first quarter of 2021 and \$31.5 million in the second quarter of 2020.

## **Contract Operations Segment**

Contract operations revenue in the second quarter of 2021 was \$87.5 million, an 8% increase from the first quarter of 2021 revenue of \$81.0 million and a 12% increase from the second quarter of 2020 revenue of \$77.9 million.

Contract operations adjusted gross margin in the second quarter of 2021 was \$59.7 million, a 4% increase from the first quarter of 2021 adjusted gross margin of \$57.7 million and 10% increase from the second quarter of 2020 adjusted gross margin of \$54.2 million. Adjusted gross margin percentage in the second quarter of 2021 was 68%, as compared with 71% in the first quarter of 2021 and 70% in the second quarter of 2020.

Revenue increased sequentially primarily due to the acceleration of deferred revenue, increased productivity and better operating efficiencies. Margins declined to more normalized level during the quarter, but also incurred some additional maintenance costs.

#### Aftermarket Services Segment

Aftermarket services revenue in the second quarter of 2021 was \$29.4 million, a 17% increase from the first quarter of 2021 revenue of \$25.1 million and an 18% increase from the second quarter of 2020 revenue of \$25.0 million.

Aftermarket services adjusted gross margin in the second quarter of 2021 was \$6.0 million, a 17% increase from the first quarter of 2021 adjusted gross margin of \$5.1 million and flat with the second quarter of 2020 adjusted gross margin of \$6.0 million. Adjusted gross margin percentage in the second quarter of 2021 was 20%, as compared with 20% in the first quarter of 2021 and 24% in the second quarter of 2020.

Revenue increased sequentially as first quarter seasonality abated, while adjusted margin was flat given consistent mix.

#### **Product Sales Segment**

Product sales revenue in the second quarter of 2021 was \$29.3 million, a 2% decrease from the first quarter of 2021 revenue of \$30.0 million, and a 4% increase from the second quarter of 2020 revenue of \$28.1 million.

Product sales adjusted gross margin in the second quarter of 2021 was \$2.2 million, a decrease from the first quarter of 2021 adjusted gross margin of \$4.5 million and an increase as compared to the second quarter of 2020 adjusted gross margin of \$(4.3) million. Adjusted gross margin percentage in the second quarter of 2021 was 7%, as compared with 15% in the first quarter of 2021 and (15)% in the second quarter of 2020.

Revenue was relatively flat sequentially as COVID related project delays continued in the Eastern Hemisphere. Adjusted gross margin percent decreased for the quarter due to higher under absorption.

Product sales backlog was \$410.8 million at June 30, 2021, as compared to \$445.1 million at March 31, 2021 and \$547.2 million at June 30, 2020.

#### **Conference Call Information**

The Company will host a conference call at 10:00 a.m. Central Time on Tuesday, August 10, 2021. The call can be accessed from the Company's website at <u>www.exterran.com</u> or by telephone at 877-524-8416. For those who cannot listen to the live call, a telephonic replay will be available through May 11, 2021 and may be accessed by calling 877-660-6853 and using the pass code 13721466. A presentation will also be posted on the Company's website prior to the conference call.

#### About Exterran Corporation

Externa Corporation (NYSE: EXTN) is a global systems and process company offering solutions in the oil, gas, water and power markets. We are a leader in natural gas processing and treatment and compression products and services, providing critical midstream infrastructure solutions to customers throughout the world. Externa Corporation is headquartered in Houston, Texas and operates in approximately 25 countries.

#### For more information, contact:

Blake Hancock, Vice President of Investor Relations, at 281-854-3043 Or visit <u>www.exterran.com</u>

Non-GAAP and Other Financial Information

Adjusted gross margin is defined as revenue less cost of sales (excluding depreciation and amortization expense). Adjusted gross margin percentage is defined as gross margin divided by revenue. The Company evaluates the performance of its segments based on gross margin for each segment.

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EBITDA, as adjusted, a non-GAAP measure, is defined as net income (loss) excluding income (loss) from discontinued operations (net of tax), cumulative effect of accounting changes (net of tax), income taxes, interest expense (including debt extinguishment costs), depreciation and amortization expense, impairment charges, restructuring and other charges, non-cash gains or losses from foreign currency exchange rate changes recorded on intercompany obligations, expensed acquisition costs, gain on extinguishment of debt and other items.

Adjusted net income (loss) from continuing operations and diluted adjusted net income (loss) from continuing operations per common share, non-GAAP measures, are defined as net income (loss) and earnings per share, excluding the impact of income (loss) from discontinued operations (net of tax), cumulative effect of accounting changes (net of tax), impairment charges (net of tax), restructuring and other charges (net of tax), gain on extinguishment of debt, the effect of income tax adjustments that are outside of the Company's anticipated effective tax rates and other items.

See tables below for additional information concerning non-GAAP financial information, including a reconciliation of the non-GAAP financial information presented in this press release to the most directly comparable financial information presented in accordance with GAAP. Non-GAAP financial information supplements should be read together with, and are not an alternative or substitute for, the Company's financial results reported in accordance with GAAP. Because non-GAAP financial information is not standardized, it may not be possible to compare these financial measures with other companies' non-GAAP financial measures having the same or similar names.

## 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 statements may include words such as "guidance," "anticipate," "estimate," "expect," "forecast," "project," "plan," "intend," "believe," "confident," "may," "should," "can have," "likely," "future" and other words and terms of similar meaning in connection with any discussion of the timing or nature of future operating or financial performance or other events. Examples of forward-looking information in this release include, but are not limited to: Exterran's financial and operational strategies and ability to successfully effect those strategies; Exterran's expectations regarding future economic and market conditions; the expected impact of COVID-19 on Exterran's business; and Exterran's financial and operational outlook and guidance, and ability to fulfill that outlook and guidance;

These forward-looking statements rely on a number of assumptions concerning future events and are subject to a number of uncertainties and factors, many of which are outside Externa's control, which could cause actual results to differ materially from such statements. As a result, any such forward-looking statements are not guarantees of future performance or results. While Externan 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. Among the factors that could cause results to differ materially from those indicated by such forward-looking statements are: conditions in the oil and natural gas industry, including a sustained imbalance in the level of supply or demand for oil or natural gas or a sustained low price of oil or natural gas, which could depress or reduce the demand or pricing for Exterran's natural gas compression and oil and natural gas production and processing equipment and services; reduced profit margins or the loss of market share resulting from competition or the introduction of competing technologies by other companies; economic or political conditions in the countries in which Exterran does business, including civil developments such as uprisings, riots, terrorism, kidnappings, violence associated with drug cartels, legislative changes and the expropriation, confiscation or nationalization of property without fair compensation; risks associated with natural disasters, pandemics and other public health crisis, and other catastrophic events outside of Exterran's control, including the impact of, and the response to, the ongoing COVID-19 pandemic; changes in currency exchange rates, including the risk of currency devaluations by foreign governments, and restrictions on currency repatriation; risks associated with cyberbased attacks or network security breaches; changes in international trade relationships, including the imposition of trade restrictions or tariffs relating to any materials or products (such as aluminum and steel) used in the operation of Exterran's business; risks associated with Exterran's operations, such as equipment defects and equipment malfunctions, environmental discharges; the risk that counterparties will not perform their obligations under their contracts with Externan or other changes that could impact Externan's ability to recover its fixed asset investment; the financial condition of Exterran's customers; Exterran's ability to timely and cost-effectively obtain components necessary to conduct its business; employment and workforce factors, including Exterran's ability to hire, train and retain key employees; Exterran's ability to implement its business and financial objectives, including: (i) winning profitable new business, (ii) timely and cost-effective execution of projects, (iii) enhancing or maintaining Exterran's asset utilization, particularly with respect to its fleet of compressors and other assets, (iv) integrating acquired businesses, (v) generating sufficient cash to satisfy Exterran's operating needs, existing capital commitments and other contractual cash obligations, including Exterran's debt obligations, and (vi) accessing the financial markets at an acceptable cost; Exterran's ability to accurately estimate its costs and time required under its fixed price contracts; liability related to the use of Exterran's products, solutions and services; changes in governmental safety, health, environmental or other regulations, which could require Externan to make significant expenditures; and risks associated with Exterran's level of indebtedness and ability to fund its business.

These forward-looking statements are also affected by the risk factors, forward-looking statements and challenges and uncertainties described in Exterran's Annual Report on Form 10-K for the year ended December 31, 2020, and other filings with the Securities and Exchange Commission available on the Securities and Exchange Commission's website <u>www.sec.gov</u>. A discussion of these risks is expressly incorporated by reference into this release. Except as required by law, Exterran 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.

## EXTERRAN CORPORATION UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS ;)

(In thousands)	, except pe	er share amounts	5)
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	Three Months Ended					
	Ju	ne 30, 2021	Ma	rch 31, 2021		June 30, 2020
Revenues:						
Contract operations	\$	87,498	\$	81,014	\$	77,945
Aftermarket services		29,401		25,120		24,993
Product sales		29,300		30,030		28,119
		146,199		136,164		131,057
Costs and expenses:						
Cost of sales (excluding depreciation and amortization expense):						
Contract operations		27,764		23,344		23,746
Aftermarket services		23,422		20,012		19,020
Product sales		27,109		25,573		32,387
Selling, general and administrative		33,630		32,631		31,530
Depreciation and amortization		45,709		42,499		32,306
Impairment		7,959		_		_
Restructuring and other charges		(370)		624		3,105
Interest expense		10,357		9,964		9,638
Gain on extinguishment of debt		_		—		(2,644)
Other (income) expense, net		(3,159)		3,061		(2,641)
		172,421		157,708		146,447
Loss before income taxes		(26,222)		(21,544)		(15,390)
Provision for income taxes		8,836		7,456		3,895
Loss from continuing operations		(35,058)		(29,000)		(19,285)
Loss from discontinued operations, net of tax		(156)		(873)		(12,604)
Net loss	\$	(35,214)	\$	(29,873)	\$	(31,889)
Basic and diluted net loss per common share:						
Loss from continuing operations per common share	\$	(1.06)	\$	(0.88)	\$	(0.59)
Loss from discontinued operations per common share		(0.01)		(0.03)		(0.38)
Net loss per common share	\$	(1.07)	\$	(0.91)	\$	(0.97)
Weighted average common shares outstanding used in net loss per common share:						
Basic and diluted		33,056		32,950		32,803

During the fourth quarter of 2020, we completed the sale of our U.S. compression fabrication business and it is now reflected as discontinued operations in our financial statements for all periods presented.

## EXTERRAN CORPORATION UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEETS (In thousands)

	j	June 30, 2021		December 31, 2020	
ASSETS					
Current assets:					
Cash and cash equivalents	\$	45,493	\$	40,318	
Restricted cash	Ŷ	978	Ŷ	3,410	
Accounts receivable, net		202,899		198,028	
Inventory		107,788		109,837	
Contract assets		32,528		32,642	
Other current assets		20,329		19,810	
Current assets associated with discontinued operations		21,795		25,325	
Total current assets		431,810		429,370	
Property, plant and equipment, net		663,137		733,222	
Long-term contract assets		17,537		33,563	
Operating lease right of use assets		23,012		25,428	
Deferred income taxes		6,079		8,866	
Intangible and other assets, net		74,893		71,436	
Long-term assets associated with discontinued operations		1,687		1,606	
Total assets	\$	1,218,155	\$	1,303,491	
LIABILITIES AND STOCKHOLDERS' EQUITY					
Current liabilities:					
Accounts payable, trade	\$	46,375	\$	60,078	
Accrued liabilities		116,693		94,404	
Contract liabilities		94,669		100,123	
Current operating lease liabilities		5,781		6,340	
Current liabilities associated with discontinued operations		4,169		13,707	
Total current liabilities		267,687		274,652	
Long-term debt		573,307		562,325	
Deferred income taxes		1,465		1,014	
Long-term contract liabilities		69,804		80,499	
Long-term operating lease liabilities		27,945		29,868	
Other long-term liabilities		43,539		57,159	
Long-term liabilities associated with discontinued operations		1,267		2,142	
Total liabilities		985,014		1,007,659	
Total stockholders' equity		233,141		295,832	
Total liabilities and stockholders' equity	\$	1,218,155	\$	1,303,491	

During the fourth quarter of 2020, we completed the sale of our U.S. compression fabrication business and it is now reflected as discontinued operations in our financial statements for all periods presented.

## EXTERRAN CORPORATION UNAUDITED SUPPLEMENTAL INFORMATION (In thousands, except percentages)

	Three Months Ended				
	 June 30, 2021	Μ	larch 31, 2021		June 30, 2020
Revenues:					
Contract operations	\$ 87,498	\$	81,014	\$	77,945
Aftermarket services	29,401		25,120		24,993
Product sales	 29,300		30,030		28,119
	\$ 146,199	\$	136,164	\$	131,057
Segment Adjusted Gross margin:					
Contract operations	\$ 59,734	\$	57,670	\$	54,199
Aftermarket services	5,979		5,108		5,973
Product sales	2,191		4,457		(4,268)
Total Adjusted Gross margin	\$ 67,904	\$	67,235	\$	55,904
Segment Adjusted Gross margin percentage:					
Contract operations	68 %		71 %		70 %
Aftermarket services	20 %		20 %		24 %
Product sales	7 %		15 %		(15)%
Solling general and administrative	\$ 33,630	\$	32,631	\$	31,530
Selling, general and administrative % of revenue	\$ ,	\$	,	Э	,
% of revenue	23 %		24 %		24 %
EBITDA, as adjusted	\$ 35,112	\$	33,054	\$	24,938
% of revenue	24 %		24 %		19 %
Capital expenditures	\$ 5,284	\$	7,199	\$	23,589
Revenue by Geographical Regions:					
North America	\$ 3,100	\$	6,325	\$	9,354
Latin America	68,592		60,618		58,352
Middle East and Africa	61,979		57,179		52,373
Asia Pacific	12,528		12,042		10,978
Total revenues	\$ 146,199	\$	136,164	\$	131,057
			As of		
	June 30, 2021	M	larch 31, 2021		June 30, 2020
Contract Operations Backlog:	 				
Contract operations services	\$ 1,186,943	\$	1,227,654	\$	1,253,962
Product Sales Backlog:					
Compression equipment	\$ 5,800	\$	12,562	\$	58,451
Processing and treating equipment	374,173		403,718		453,729
Other product sales	30,817		28,781		35,031
Total product sales backlog	\$ 410,790	\$	445,061	\$	547,211

Compression Equipment backlog includes sales to international customers. During the fourth quarter of 2020, we completed the sale of our U.S. compression fabrication business and it is now reflected as discontinued operations in our financial statements for all periods presented.

#### EXTERRAN CORPORATION UNAUDITED NON-GAAP FINANCIAL MEASURES (In thousands, except per share amounts)

	Three Months Ended					
		June 30, 2021	N	1arch 31, 2021		June 30, 2020
Non-GAAP Financial Information—Reconciliation of total gross margin to Total adjusted gross margin:						
Revenues	\$	146,199	\$	136,164	\$	131,057
Cost of sales (excluding depreciation and amortization expense)		78,295		68,929		75,153
Depreciation and amortization <sup>(1)</sup>		44,017		40,835		30,861
Total gross margin		23,887		26,400		25,043
Depreciation and amortization <sup>(1)</sup>		44,017		40,835		30,861
Total adjusted gross margin <sup>(2)</sup>	\$	67,904	\$	67,235	\$	55,904
Non-GAAP Financial Information—Reconciliation of Net loss to EBITDA, as adjusted:						
Net loss	\$	(35,214)	\$	(29,873)	\$	(31,889)
Loss from discontinued operations, net of tax		156		873		12,604
Depreciation and amortization		45,709		42,499		32,306
Impairment		7,959		—		—
Restructuring and other charges		(370)		624		3,105
Interest expense		10,357		9,964		9,638
Gain on extinguishment of debt		—		_		(2,644)
(Gain) loss on currency exchange rate remeasurement of intercompany balances		(2,321)		1,511		(2,077)
Provision for income taxes		8,836		7,456		3,895
EBITDA, as adjusted <sup>(3)</sup>	\$	35,112	\$	33,054	\$	24,938
Non-GAAP Financial Information—Reconciliation of Net loss to Adjusted net loss from continuing operations:						
Net loss	\$	(35,214)	\$	(29,873)	\$	(31,889)
Loss from discontinued operations, net of tax		156		873		12,604
Loss from continuing operations		(35,058)		(29,000)		(19,285)
Adjustment for items:						
Impairment		7,959		—		_
Restructuring and other charges		(370)		624		3,105
Gain on extinguishment of debt		—		—		(2,644)
Tax impact of adjustments <sup>(4)</sup>		105		_		—
Adjusted net loss from continuing operations <sup>(5)</sup>	\$	(27,364)	\$	(28,376)	\$	(18,824)
Diluted loss from continuing operations per common share	\$	(1.06)	\$	(0.88)	\$	(0.59)
Adjustment for items, after-tax, per diluted common share		0.23		0.02		0.02
Diluted adjusted net loss from continuing operations per common share $^{(5)}$ $^{(6)}$	\$	(0.83)	\$	(0.86)	\$	(0.57)

During the fourth quarter of 2020, we completed the sale of our U.S. compression fabrication business and it is now reflected as discontinued operations in our financial statements for all periods presented. <sup>(1)</sup> Represents the portion only attributable to cost of sales.

<sup>(2)</sup> Management evaluates the performance of each of the Company's segments based on adjusted gross margin. Total adjusted gross margin, a non-GAAP measure, is included as a supplemental disclosure because it is a primary measure used by our management to evaluate the results of revenue and cost of sales (excluding depreciation and amortization expense), which are key components of our operations. Management believes total adjusted gross margin is important supplemental information for investors because it focuses on the current performance of our operations and excludes the impact of the prior historical costs of the assets acquired or constructed that are utilized in those operations, the indirect costs associated with our SG&A activities, the impact of our greation and excludes the costs required or an extinguishment of debt and income taxes. In addition, the inclusion of depreciation and amortization expense may not accurately reflect the costs required to maintain and replenish the operational usage of our associated with our portray the costs from current operating activity.

<sup>(3)</sup> Management believes EBITDA, as adjusted, is an important measure of operating performance because it allows management, investors and others to evaluate and compare our core operating results from period to period by removing the impact of our capital structure (interest expense from outstanding debt), asset base (depreciation and amortization), our subsidiaries' capital structure (non-cash gains or losses from foreign currency exchange rate changes on intercompany obligations), tax consequences, impairment charges, restructuring and other charges, expensed acquisition costs, gain on extinguishment of debt and other items. Management uses EBITDA, as adjusted, as supplemental measures to review current period operating performance, comparability measures and performance of the Company's compensation committee has used EBITDA, as adjusted, in evaluating the performance of the Company and management and in evaluating certain components of executive compensation, including performance-based annual incentive programs.

<sup>(4)</sup> The tax impacts of adjustments were based on the Company's statutory tax rates applicable to each item in the appropriate taxing jurisdictions. Using statutory tax rates for presentation of the non-GAAP measures allows a consistent basis for investors to understand financial performance of the Company across historical periods. The overall effective tax rate on adjustments was impacted by the inability to recognize tax benefits from charges in jurisdictions that are in cumulative-loss positions.

<sup>(5)</sup> Management believes adjusted net income (loss) from continuing operations and diluted adjusted net income (loss) from continuing operations per common share provides useful information to investors because it allows management, investors and others to evaluate and compare our core operating results from period to period by removing the impact of impairment charges, restructuring and other charges, expensed acquisition costs, gain on extinguishment of debt and other items not appropriately reflective of our core business.

<sup>(6)</sup> Diluted adjusted net income (loss) from continuing operations per common share, was computed using the two-class method to determine the net income (loss) per share for each class of common stock and participating security (certain of our restricted stock and restricted stock units) according to participation rights in undistributed earnings.

