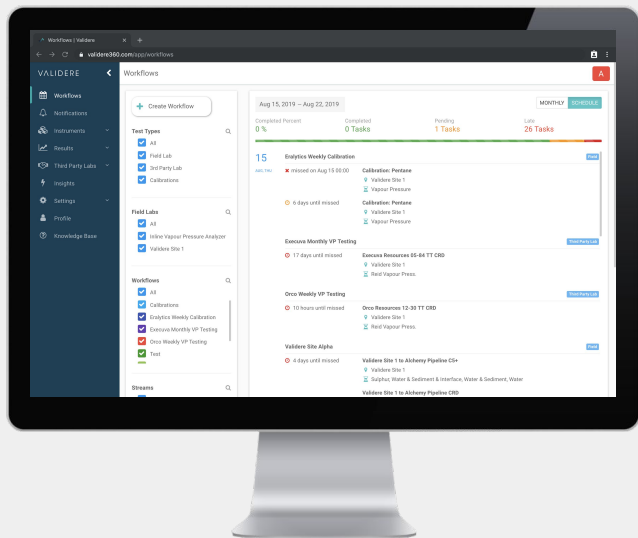


# Midstream Client Solutions

*AI & IoT intelligence for oil & gas quality, operational, and marketing decisions.*

## WHAT WE DO

Validere connects all measurement devices with proprietary software that reviews aggregate product data, and makes real-time analysis and predictions, to enhance your margins.



VALIDERE SOFTWARE

## WHY QUALITY MATTERS

Quality underpins everything, including how much you pay/receive for product and where it can be delivered

## WHY REAL-TIME CONNECTIVITY AND INSIGHTS MATTER

Current quality programs receive significant data and companies often don't have the resources to review that data in real-time, and to use it to make correlations and predictions. The result is missed opportunities.

## WE HELP CLIENTS NAVIGATE COMPLEX CHALLENGES



**Get the edge through quality intelligence.** Lack of consistent quality measurement costs time and money.



**Unlock organizational agility.** Operational decisions can rarely take into account real-time product quality data due to limitations of existing systems and connectivity.



**Optimize operational & financial decisions.** Without resources dedicated to reviewing quality data, valuable upside opportunities can be missed.



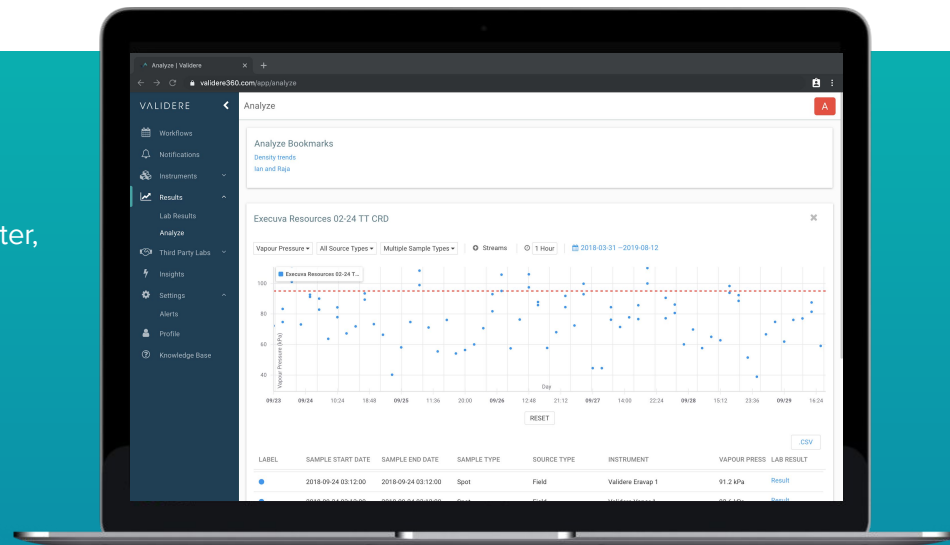
# Validere 360

## Enhance operations from the field to HQ with data you can trust.

Validere's IoT platform consolidates, automates, and validates all quality data onto a single platform. Real-time, reliable insights empower your teams to proactively pinpoint issues and make better, faster decisions.

### FEATURES

- ▶ intuitive sampling, testing workflow management & compliance tools
- ▶ alerting on off-spec results and when on-lines drift
- ▶ multi-source trending & predictive property analysis



### ADVANTAGES



**Cutting edge AI innovation & foremost quality expert support on your side** for optimal sampling & testing methods, calibration, and resource allocation.



**The most comprehensive validation of client and third party quality data** leveraging real-time internal data, external market data, and proprietary statistical and physical modelling.

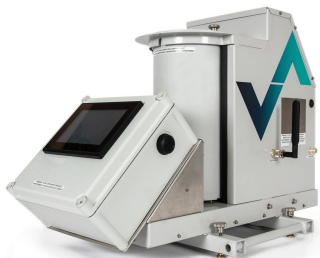


Validere Devices  
**Eliminate any data integrity gaps.**

## Proprietary hardware

We build hardware when lack of reliable equipment leaves big holes in datasets.

### Centrifuge Tube Reader



- ▶ Digitizes key manual process
- ▶ Data stream to Validere 360
- ▶ Reduces human error
- ▶ Provides audit trail

### Vapor Pressure Field Test Kit



- ▶ High quality blending at remote facilities
- ▶ Portable & fast (results in 2 min)
- ▶ Automates workflows with Validere 360
- ▶ Low cost

+

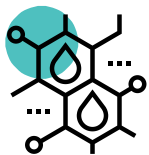
## Vendor-neutral hardware

We advise on optimal vendor-neutral instrumentation to fit client needs.

eralytics<sup>o</sup>

**HORIBA**

**Rigaku**



Validere Edge

# Access to win-win buying & selling opportunities.

## THE EDGE ADVANTAGE

The most profitable opportunities are often complex to evaluate due to unique product qualities.

**Edge identifies win-win opportunities by plugging quality data gaps.**

### SELLERS

get better pricing by matching with buyers best suited to buy your product

### BUYERS

receive the optimal qualities for your specific requirements



#### SECURE

All data is private until parties are matched.



#### WIN-WIN

Matches made only when both parties benefit.



#### DATA DRIVEN

Edge predicts final blend quality, logistics costs, and realized price.



#### FRICTIONLESS

Edge complements existing marketing efforts.

## WHAT TO EXPECT

### CORE BENEFITS



#### ALL YOUR DATA IN ONE PLACE

Empower the entire organization to make better and faster decisions with connected, verified, real-time data.



#### MEASUREMENT & OPERATIONAL GAINS

Avoid overpaying for wet product, calibrate analyzers proactively, detect off-spec trends in advance, and receive automatic audit trails for custody transfers



#### OPTIMIZED RESOURCE ALLOCATION

Driven by Validere expertise and software alerts; reduce re-tests and missed samples, and receive insights on suggested testing programs for most efficient coverage

**Improve operations and reduce costs**

### EXCITING ADVANTAGES



#### IDENTIFY ARBITRAGE OPPORTUNITIES

Connected data and alerts identify the next steps to take advantage of opportunities



#### MORE VALUE FROM EXISTING INVESTMENTS

Utilization & improvement insights help you get the most out of existing infrastructure.



#### INCREASED MONTHLY REVENUE

Thanks to logistics insights that show when and where your product should move.

**Earn more from your assets**

# People

## Scientists, AI experts, industry veterans on a mission to innovate oil & gas



**Dr. Ian Burgess**  
CTO

- Expert in analytical technologies
- Harvard PhD in Applied Physics
- 15 patents, 31 publications, R&D 100 Award



**Nouman Ahmad**  
CEO

- 10+ years experience in operations, sales and advisory
- Previously, VP Operations APEXA Corp (exited to RGAX)
- 7 years M&A, financings experience at TD investment banking



**Jon DeCoste**  
Director Business Development

- 13 years of engineering & commercial roles in Oil & Gas (midstream and upstream)
- Built and led Petroleum Quality group at Pembina Pipeline Corp.



**Mark Le Dain**  
VP, Strategy

- Significant experience advising energy and infrastructure companies with Barclays
- Successfully completed over \$18 bn of M&A and \$5 bn of capital markets transactions



**Raja Bhatia**  
VP, Engineering

- 12+ years experience building highly scalable, fault tolerant, distributed applications
- Grew an online dating service from a team of 1 to 110+, growing revenue from \$5.5M to \$80M in 18 months



## Energy industry entrepreneurs, renowned scientists, and leading investors.



**Doug Foshee**

Owner,  
Sallyport Investments

- Former CEO of El Paso Corporation, sold to Kinder Morgan for \$38b
- Coordinated the restructuring of El Paso, creating a 359% return for shareholders
- Founded Sallyport Investments in 2012 to provide capital and leadership to companies in the Energy Industry



**Pierre Magnan**

President, Parkland International  
CEO of SOL

- Board Chairman of Validere
- President, Parkland International and CEO of SOL
- Previously Partner, Gowling Canada and Osler



**Dr. George Whitesides**

Professor, Harvard University  
Founder: Genzyme

- Founder of Genzyme, GelTex, Theravance, Nanoterra, and others (combined market cap over \$20b)
- One of the top 5 most cited chemists in the world



**Dr. David A. Weitz**

Professor, Harvard University  
Founder: Capsum, Calyxia

- World leader in fluid mechanics
- Founder of Calyxia, Capsum, HiFiBio, and others
- Science Area Leader for complex fluids at Exxon-Mobil 1978-1995



The Validere Process

**We form customer relationships only where we can add value.**



ANALYZE



PROVE



SCALE

### **Comprehensive analysis of operations and opportunities**

- discovery call/meeting to evaluate fit and specific opportunities
- demo of relevant Validere solutions
- review of facilities, operations, & historical data
- crystalize key challenges & large opportunities with leadership

### **Tailored solution and pilot for your specific situation**

- preliminary insights
- proposed plan forward & timeline
- estimate of required resources
- pilot success criteria & implementation
- proposed product and customizations

### **Ramp up on Validere platform and required customizations**

- implementation of agreed-upon plan
- ramp up on the appropriate Validere product and customizations
- monitor, refine, and scale value

**Jon DeCoste**, Director, Business Development

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We service energy clients globally and have offices in Houston, Calgary, and Toronto.

