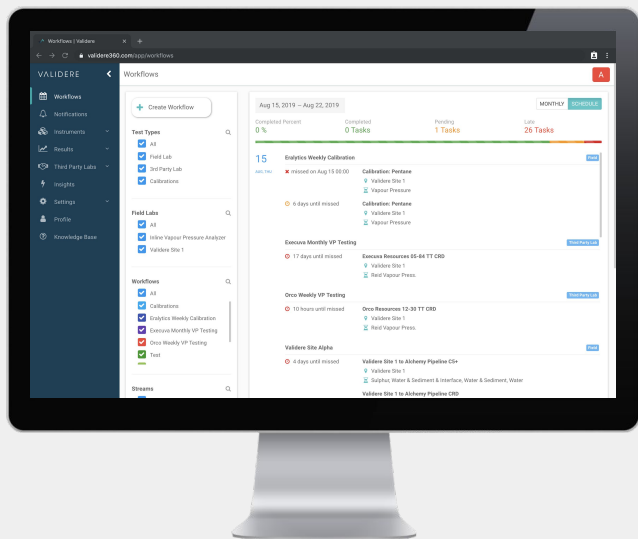


Validere for Producers

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 in real-time to enhance your margins.



VALIDERE SOFTWARE

WHY QUALITY MATTERS

Product quality underpins everything, including how much producers get paid and where they deliver product.

WHY REAL-TIME MATTERS

Producers often don't have the resources or tools to review quality data in real-time, resulting in missed opportunities or risks/costs identified after the fact.

WE HELP CLIENTS NAVIGATE COMPLEX CHALLENGES



Get the edge through quality intelligence. Lack of quality measurement costs producers 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 opportunities can be missed.



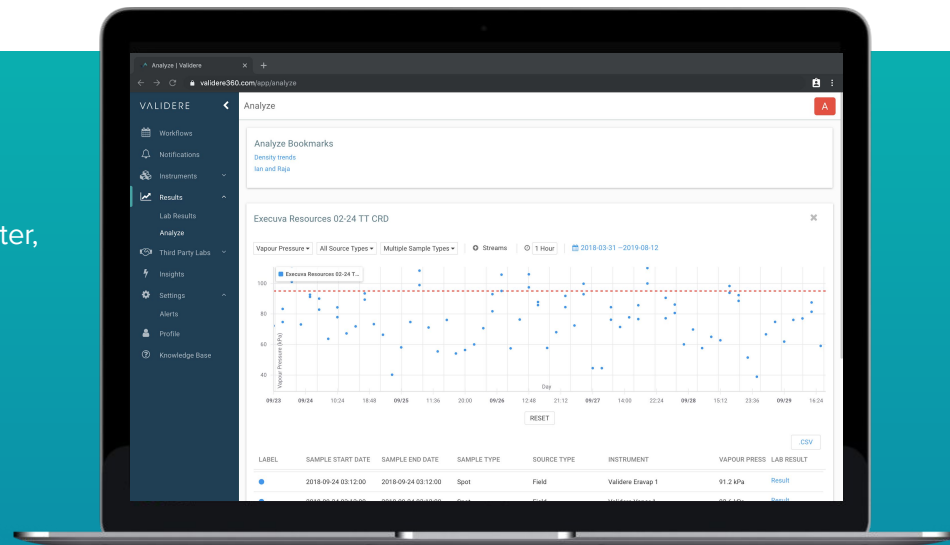
Validere 360

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.

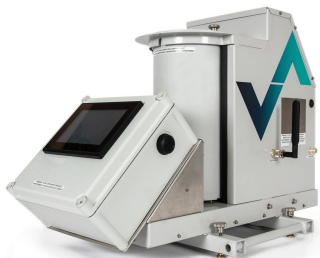


Validere Devices
Eliminate any data integrity gaps.

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

+

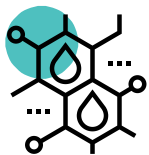
Vendor-neutral hardware

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

eralytics^o

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 product quality data collected and validated in one place for improved and accelerated corporate decision making



Validere expertise provides the equivalent of an in-house quality team without straining resources; track workflows and spec risks, receive audit trails for custody disputes, and calibrate sensors



Validere can advise which devices are the best fit if new ones are required and can provide them on a lease-to-own structure; this allows costs to occur in parallel with the value created

Improve operations and reduce costs

EXCITING ADVANTAGES



Use aggregate data to predict quality related arbitrage opportunities; software identifies the next steps to act on opportunities



Insights on infrastructure improvements and utilizations allow you to get more value from historical infrastructure investments



Increase monthly revenue thanks to logistics insights that show when and where your product should move

Earn more from your assets



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

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

Jon DeCoste, Director, Business Development

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Paul Oates, Director, Business Development

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Mark Le Dain, VP, Strategy

mark.ledain@validere.com

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