

Introducing

EDGE Connect

A next gen platform for buyers & sellers to
discover and transact higher-value barrels.



Validere EDGE Connect

Discover and transact higher-value barrels.

Provides greater optionality, discoverability and increased profit opportunities for both buyers & sellers.

- Communicate securely & confidentially with counterparties
- **Sellers** can receive higher netbacks and exclusive access to buyers outside their network
- **Buyers** can source barrels of high interest outside of their periphery

Sell Side Opportunity Page

- Indicate Interest to buyers directly in Sell Side Opportunity Page
- See Estimated Netback Prices for different buyers
- Negotiate Premiums to Current Netback Pricing
- Chat directly with buyers on the Edge Platform

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Sites

Opportunities

Insights

Market Data

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Sell Side Opportunities

Filter Opportunities

Site: 02-06-123-12w5 ▾ Date: August, 2020 ▾

Netback Summary

Current Netback	Previous Month Netback	Best Available Netback
\$22.48 USD/bbl	\$22.48 USD/bbl	\$22.48 USD/bbl

Current Deals

Cancel Save

Deal ▾ Grade ▾

Buyer	Volume	Deal Type	Grade	Premium / Discount	Est. Netback	Status	Action
XYZ Energy	21000 m³	Private Buyer	MSW	\$0.50	\$26.35	Unchanged from Previous month	Detail
ABC Energy	21000 m³	Active Deal	Seller: MSW Buyer: MSW	Seller: \$0.24 Buyer: \$0.24	Seller: \$20.35 Buyer: \$26.35	Pending	Detail
DEF Energy	21000 m³	Public Info	MSW	\$0.50	\$26.35	Updated	Detail

Opportunities

Edit Proposal

Deal ▾ Grade ▾ Index ▾

Buyer	Volume	Deal Type	Price	Grade	Premium / Discount	Est. Netback	Proposal	Action
HIJ Energy	?1000 m³	Opportunities	Index	MSW	\$0.50	\$26.35	Express Interest	Detail
KLM Energy	?1000 m³	Opportunities	Spot	MSW	\$0.24	\$20.35	Express Interest	Detail

Sell Side Chat & Indication Detail Page

- Chat with buyers directly on the platform
- Negotiate specific terms with respect to lease transactions
- Negotiate specific title transfer points and determine what party will manage trucking
- Compare proposed terms to current netback price
- Accept proposed terms leading to commercial agreement

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Sell Site 04-05-XXX-XXW5 Opportunity

US/BBL ▾

Units	Buyer Proposal	Seller Proposal	Buyer Visibility
Term	<input type="text"/>	September 2020	
Transaction Point	<input type="text"/>	Buy Site 01-01 ▾	
Volume	<input type="text"/>	3,000	
Primary Benchmark Value	<input type="text"/>	CMA WTI: 40,000 ▾	
Grade	<input type="text"/>	MSW ▾	
Differential	<input type="text"/>	CCI Index -5.00 ▾	
Pipeline WADF	<input type="text"/>	1M Prior Enb MSW: \$1.00	
Total Quality Adjustment	<input type="text"/>	+\$2.50	
Seller Current Logistic to Market	<input type="text"/>	\$0.00	
Logistic to Blend Location	<input type="text"/>	+\$2.50	
Premium/Discount	<input type="text"/>	\$0.00	
Estimated Net Price	<input type="text"/>	\$35.50/bbl	

Accept

Submit

Cancel Proposal

Edge Chat

Seller: XYZ Energy

Participants: Jill Trader, Jack Scheduler, Jim Buyer

Cool, shoot me a proposal

Hi guys, I'm interested in your volume

Sure thing!

Type a message...

Seller Estimated Economics

Working Opportunity

Current Netback	\$35.50 US/BBLs
Proposed Netback	\$35.50 US/BBLs
Estimated Gain/Loss	+\$0.75 USD

* Based on Estimated Values

**Logistic to Blend Location Responsibility: SELLER

Buy Side Opportunities & Blend Builder

- Indicate Interest to sellers directly in Opportunity Page & Blend Builder
- See the value that each molecule will provide to your blend profit
- Propose specific pricing terms to sellers and have the economics reflected in your blend model
- Use Edge as the most efficient medium to negotiate and source incremental supply into your facilities

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Opportunities

June 2020
M Index

June 2020
M Spot

July 2020
M+1 Index

July 2020
M+1 Spot

August 2020
M+2 Spot

June 2020
M+3 Spot

☒ Show all details

Buy Side Opportunities

Date	Buyer	Buyer Site	Buyer Roq	No. of Sellers	Target Grade	Market	Blend Volume	Unit Arb	Total Arb	
9 days ago	BCD Energy	Midale XX-XX	BCD XX-XX	5	SW	Edmonton	209453	22.3	30294.34	Details
				hide details ^						
Seller	Seller Grade	Ratio	Volume (Utilization)	Deal Status						
XYZ Energy	c5	25 %	10503 m3	Active Deal						
ABC Energy	SW	5 %	10503 m3	Express Interest						
QRS Energy	PSO	15 %	10503 m3	Express Interest						
TUV Energy	SW	15 %	10503 m3	Express Interest						

Buy Side Chat & Indication Detail Page

- Chat with sellers directly on the platform
- Negotiate specific lease transaction terms
- Negotiate specific title transfer points and determine what party will manage trucking
- Compare proposed terms to current blending economics at your facility
- Accept proposed terms leading to commercial agreement

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Sell Site 04-05-XXX-XXW5 Opportunity

	Buyer Proposal	Seller Proposal
Units	USD/BBL ▾	USD/BBL
Term	September 2020 ▾	September 2020
Transaction Point	Buy Site 01-01 ▾	Sell Site 04-06
Volume	3,000	4,000
Primary Benchmark Value	CMA WTI: 40,000 ▾	CMA WTI: 40,000
Grade	MSW ▾	MSW
Differential	CCI Index: -\$0.00 ▾	Fixed: -\$4.00
Pipeline WADF	1M Prior Enb MSW: \$1.00	1M Prior Enb MSW: \$1.00
Total Quality Adjustment		-\$1.50
Seller Current Logistic to Market		-\$1.50
Logistic to Blend Location	+\$2.50	\$0.00
Premium/Discount	\$0.00	+\$1.00
	Apply ↺	Apply ↺
	Submit	Accept
	Cancel Proposal	

Edge Chat

Buyer: ABC Energy
Participants: Jill Trader, Jack Scheduler, Jim Buyer

Hi guys, I'm interested in your volume

Cool, shoot me a proposal

Sure thing!

Buyer Proposal Submitted for Sell Site 04-05-XXX-XXW5

Seller Proposal Submitted for Sell Site 04-05-XXX-XXW5

Proposal Accepted

Type a message...

Buyer Estimated Economics

Working Opportunity

Blended Volume	4,000 BBLs
Unit Arb	\$6 US/BBLs
Total Arb	\$180,290 USD
Trucking Cost for Buyer	\$2.50 US/BBL

* Based on Estimated Values
** Logistic to Blend Location Responsibility: BUYER

Deals Page

- Buyers and Sellers to manage all active deals via their Deals Page on Edge
- Email notifications will be received for all Indications of Interest expressed on Edge
- Track historical netbacks prices, historical purchases and facility blend profit all within your deal history

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Deals

< August 2020September 2020October 2020November 2020December 2020July 2021 >

Show all detailsGo to: Sell Side | Buy Side

Buy Side Deals

Date	Buyer	Buyer Site	Buyer Roq	No. of Sellers	Target Grade	Market	Blend Volume	Unit Arb	Total Arb	
9 days ago	BCD Energy	Midale XX-XX	BCD XX	5	SW	Edmonton	209453	22.3	30294.34	Details
	Seller		Seller Grade	Ratio	Volume (Utilization)	Deal Status				
	XYZ Energy		c5	25 %	10503 m3	FINALIZED				
	ABC Energy		SW	5 %	10503 m3	ONGOING				
	QRS Energy		PSO	15 %	10503 m3	ONGOING				
	TUV Energy		SW	15 %	10503 m3	ONGOING				
	Close Month									
9 days ago	BCD Energy	Midale XX-XX	BCD XX	3	SW	Edmonton	209453	22.3	30294.34	Details

Sell Side Deals

Seller Site	Seller RoQ	Buyer Company	Buyer Site	Volume (Utilization)	Finalized
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To get access to Validere EDGE Connect or be invited to the platform, please contact:

Nick Reid | nick.reid@validere.com | 403.808.0039

Tarun Ajwani | tarun.ajwani@validere.com | 403.608.3366

Sam Rush | samuel.rush@validere.com | 403.966.2127