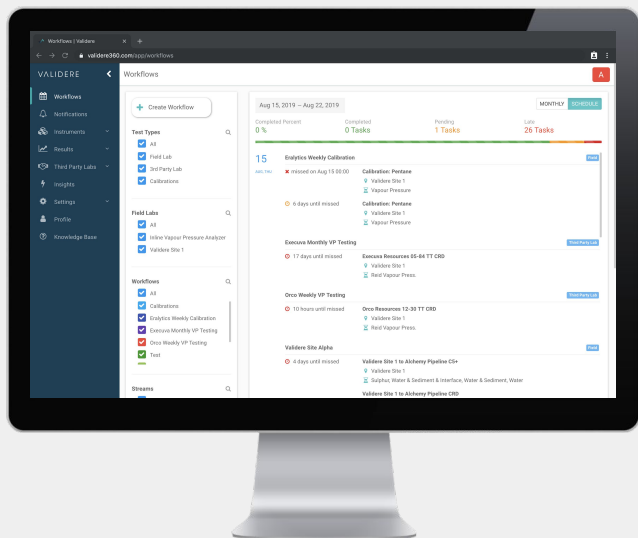


Midstream Client Solutions

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.



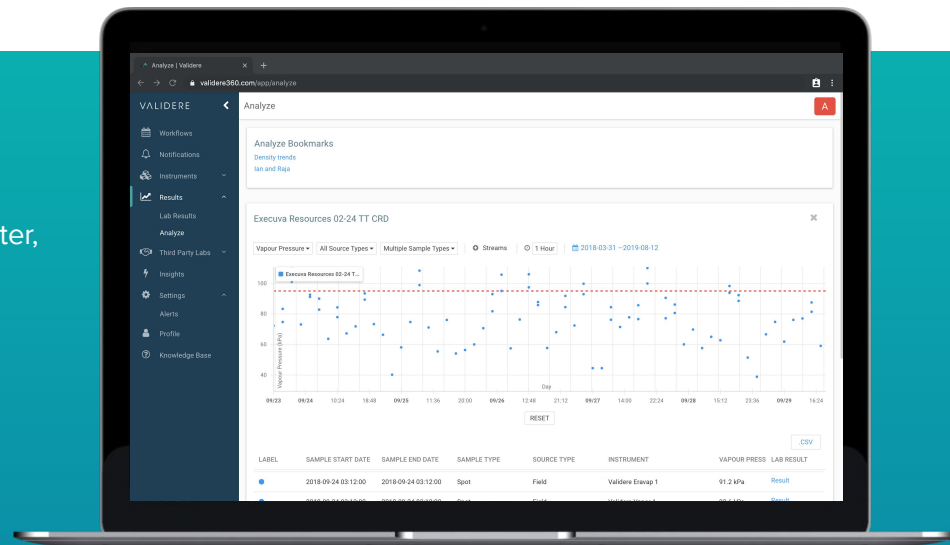
Validere 360

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.

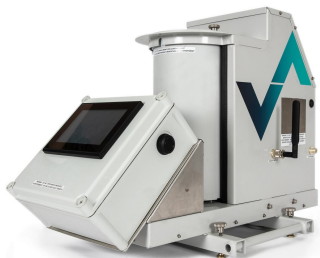


Validere Devices
Eliminate any data integrity gaps.

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

+

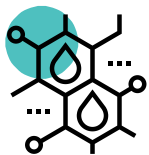
Vendor-neutral hardware

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

eralytics^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 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



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



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



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

GET IN TOUCH

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

