

## Solutions Powered By Clean Combustion

**Environmental  
Protection**



**Intelligent  
Solutions**



**Innovative  
Design**



Annual General Meeting

May 30th, 2018

# Forward Looking Statements

Certain information presented today may constitute forward-looking statements. Such statements reflect the Company's current expectations, estimates, projections and assumptions.

These forward-looking statements are not guarantees of future performance and are subject to certain risks which could cause actual performance and financial results in the future to vary materially from those contemplated in the forward-looking statements.

For additional information on these risks please refer to the Company's 2017 annual reporting under the heading "Business Conditions and Risk Management."

# Questor Corporate Profile

- Canadian company founded in 1994
- Listed in 1998 on the TSX Venture Exchange – “QST”
- 26.5 million shares outstanding
- U.S. and Canadian incineration patent – 2019
- Diversified product offering – clean combustion (99.99%), water treatment and heat to power
- Global operations in Canada, Europe, USA, Asia and Latin America
- Technology applicable to number industries including: oil and gas industry, mining, landfills, agriculture, waste water treatment, industrial plants.

# What We Do

**Questor** is a leading provider of safe, reliable, efficient and compliant waste gas combustion systems across an array of industries.

We specialize in waste gas combustion equipment addressing air quality and emissions. We recover the waste heat from clean combustion and other sources to generate power and treat waste water.

**Questor's** solutions reduce costs, improve energy efficiency, achieve compliance, reduce GHG emissions while gaining public support.

**Questor's** adaptability has resulted in unique solutions that have become industry standards in an ever-changing, competitive market.

# The Problem We Are Solving

**Before**

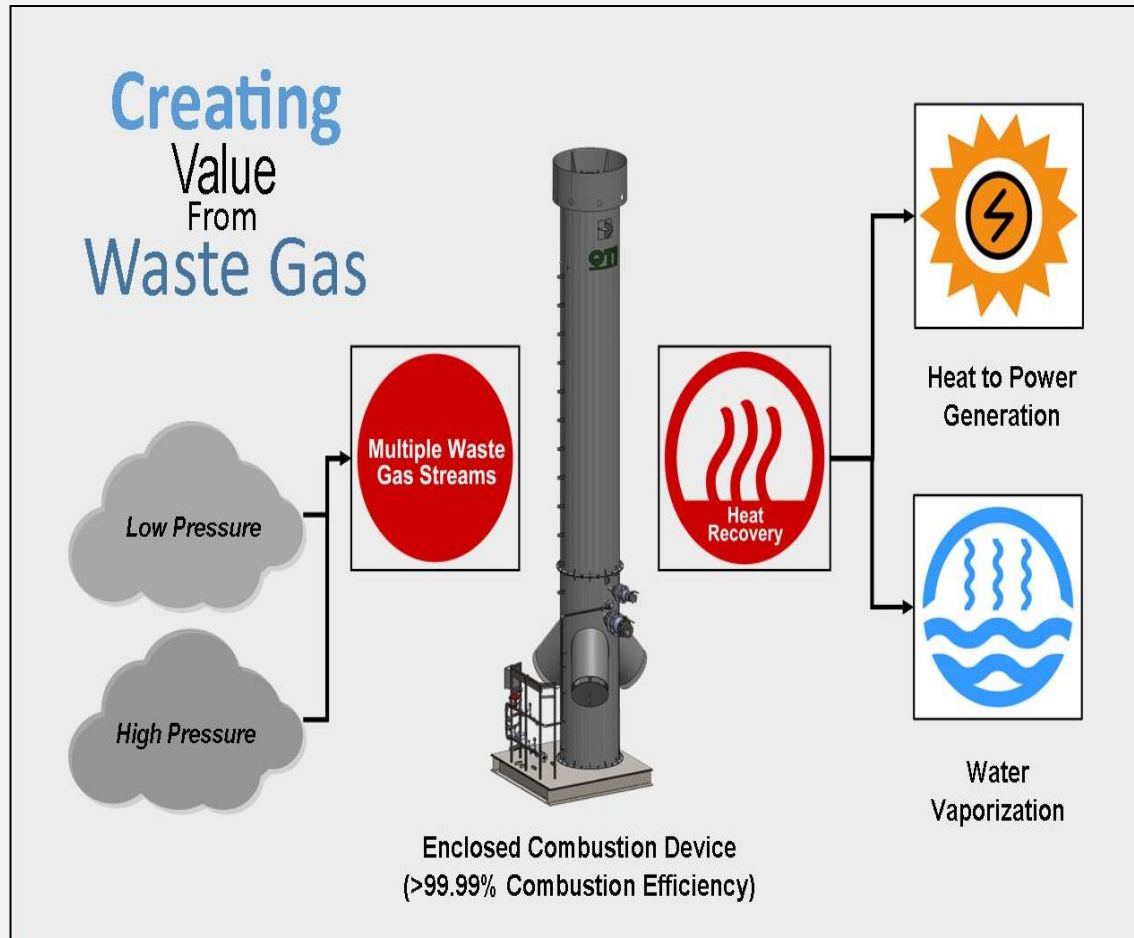


**Questor**



Community Acceptance; Operating and Capital Cost Reductions; Safety; Energy Efficiency; Emission Regulations:- VOC, HAP's, methane, air quality, GHG emissions, low carbon operations, green/closed loop completions, no flaring, no venting, no odours

# Creating Value



# Investor Information

## Share Information (as at Q1 2018)

Shares Outstanding	26,457,370
Warrants	Nil
Options (issued/outstanding)	1,628,500
Current share price	\$3.75
52 Week Hi-low	\$1.02 - \$3.95
Market Cap	\$99.2 million

## Major Shareholders

Audrey Mascarenhas	16%
James Inkster	7%

## 12 Month Share Price Performance



## Financial Information (as at YE 2017)

Revenue	\$19,458,016
Earnings per share (basic)	\$0.15
Cash + Cash Equivalents (\$)	\$3,847,863
Net Debt (\$)	nil

# Board of Directors

## **Audrey Mascarenhas – President and CEO**

Chemical Engineer with Master's degree in Petroleum. Over 35 years of oil and gas experience. 17 years with Gulf Canada Resources prior to joining Questor in 1999. U of C Engineering Industry advisor. Alberta Energy Futures Lab Fellow. Chair of the Federal Government Clean Technology Strategy table. CED Energy Systems Advisor.

## **James Inkster – Chairman**

Entrepreneur and businessman. Jim has provided twenty years of insight in assisting management in building the firm base on which the Corporation's growth plans are materializing.

## **Jean-Michel Gires**

Jean-Michel Gires previous President & CEO Total E&P Canada up to December 2012. He joined Chrysalix in 2013, an energy venture capital firm where he was a partner. He is now based in Calgary and dedicates himself to innovation in the energy space.

## **Stewart Hanlon**

Mr. Hanlon had a long and distinguished career with Gibson Energy Inc. a Canadian-based midstream energy company. Mr Hanlon served as President and Chief Executive Officer of Gibsons from 2009 through 2017.



# Questor Team Profile



**Audrey Mascarenhas – President and CEO**

**Dan Zivkusic– CFO**

CPA, CMA with over 20 years in the oil and gas industry in the E&P and service sectors. Senior executive finance experience in E&P, pressure pumping, artificial lift systems, managed pressure drilling and testing.



**John Sutherland – COO**

Mechanical engineer with over 31 years of domestic and international experience in production operations, facility design, regulatory compliance, HSE and EPC with various mid-sized to large multinational oil and gas companies. John joined Questor in 2009.



**Robert Miller – President of ClearPower Systems**

Mechanical engineer with over 45 years of extensive experience in manufacturing, co-generation and power generation with Amerada Hess (Microgen), Turbogenix, Calnetix and General Electric.

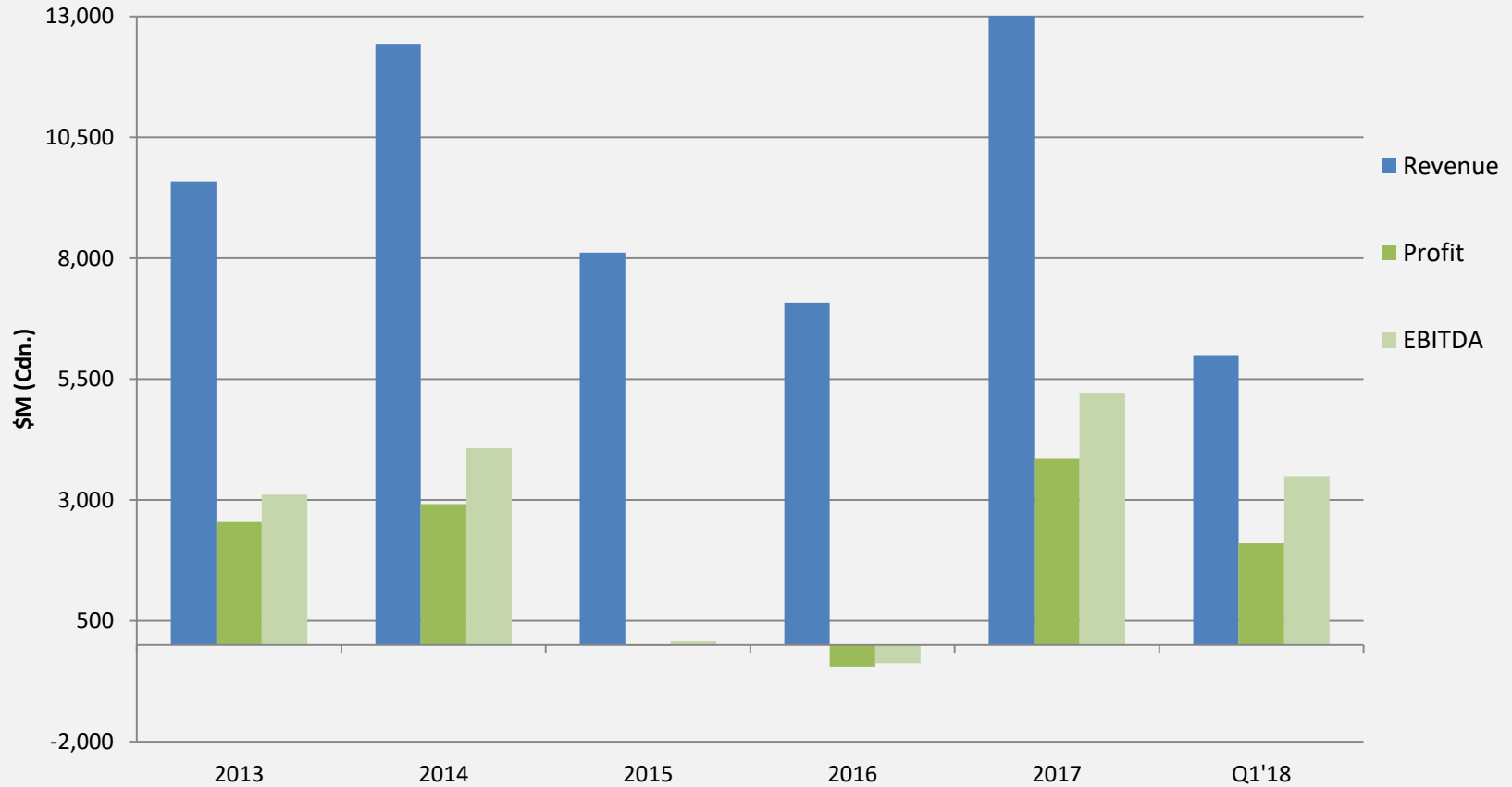


**Justin Mahendra, VP Sales and Marketing**

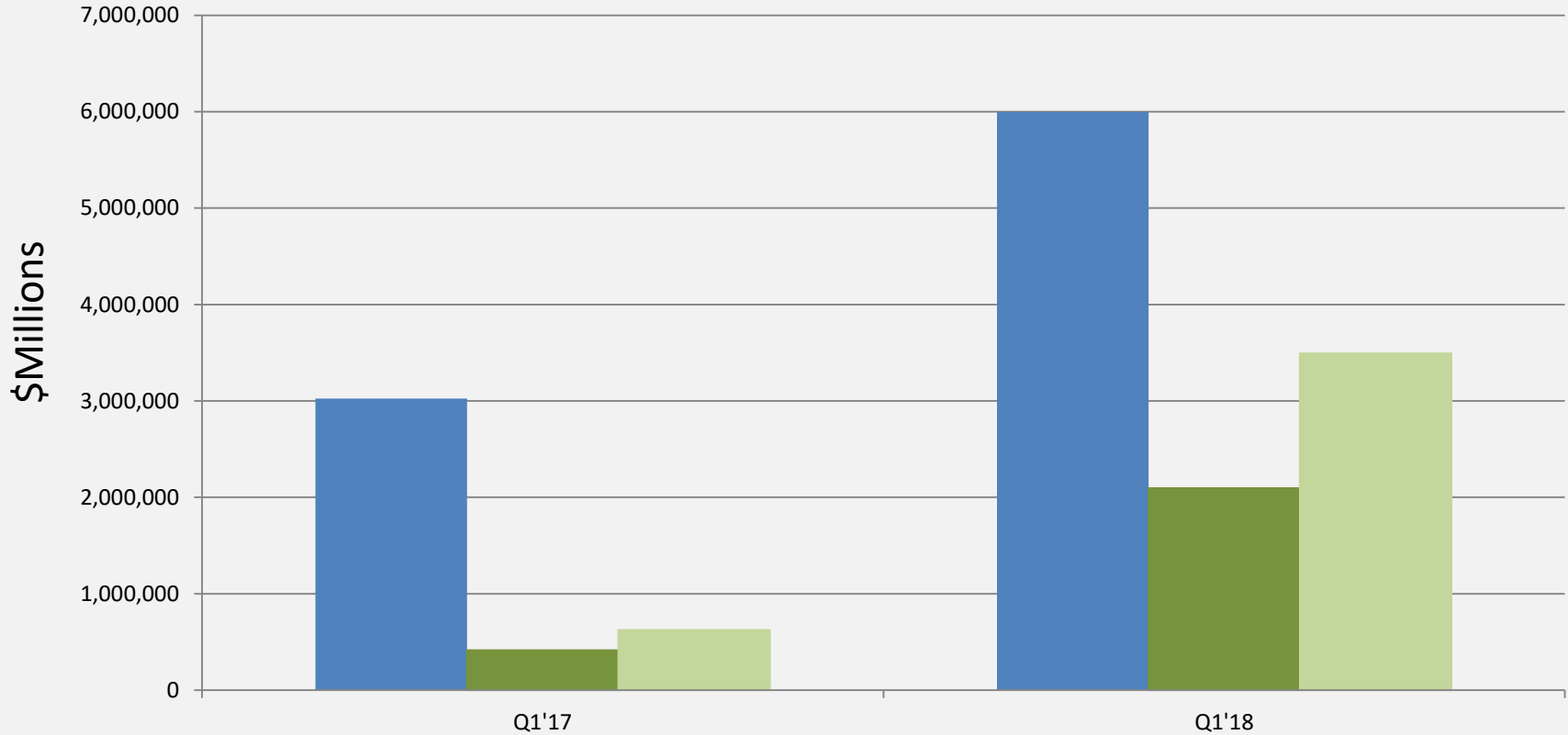
16 years of technical sales, account management and business development experience including 7 years in waste management within the UK and Europe and the past 9 years in the North American oil and gas sector.



# Financial Performance



# First Quarter Financial Performance Comparison



# Global and US Experience

California, Colorado, Kentucky, Mississippi, New York, North Dakota, Ohio, Pennsylvania, Texas, Utah, West Virginia, Wyoming



Egypt, Russia, Caribbean, Indonesia, Thailand, China, Germany, France, Italy

# Business Segments

**Sales (Permanent Facilities)**



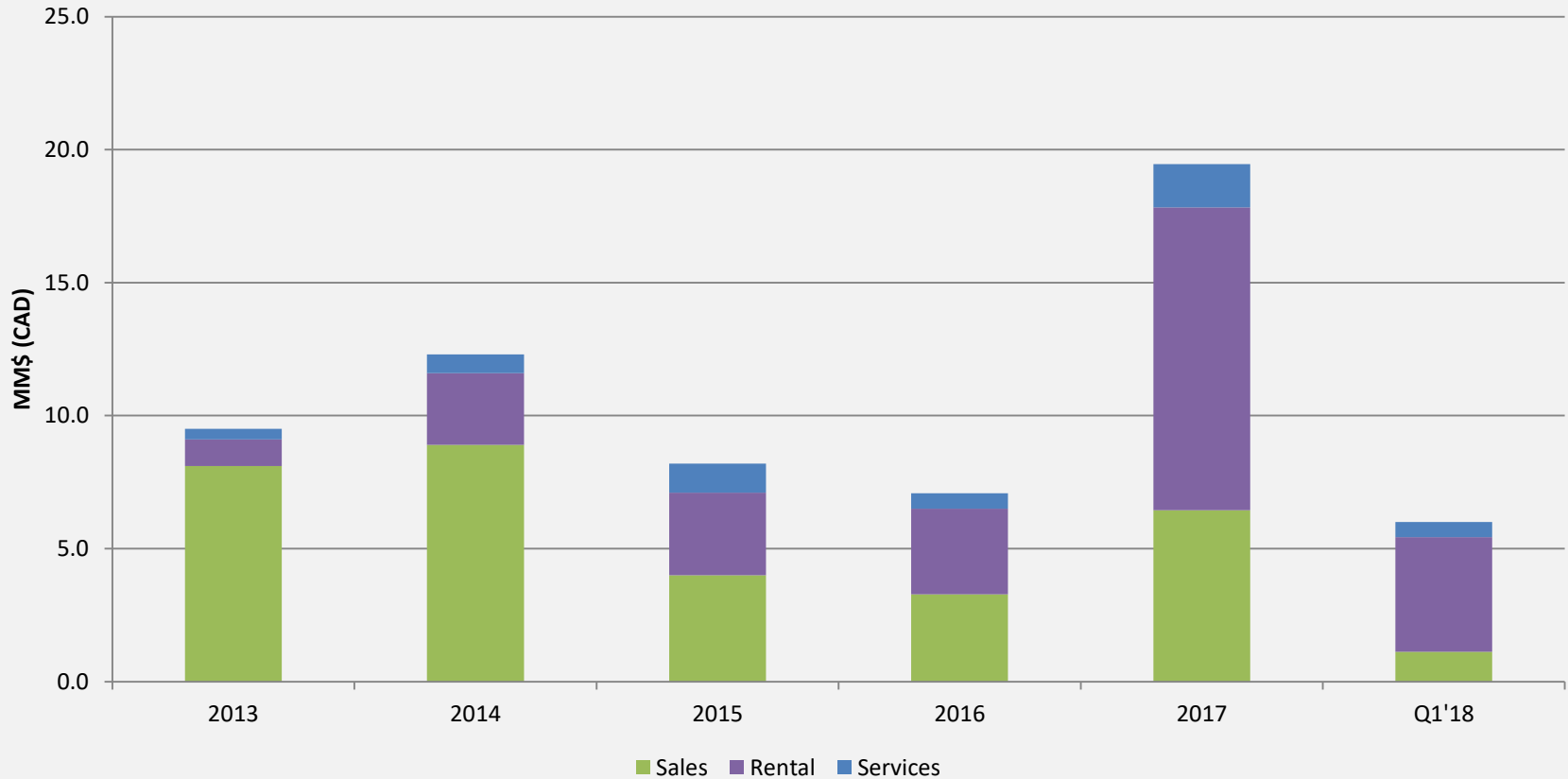
**Rentals: Well tests, Pipeline/Plant blowdowns**



**Field Combustion Services**



# Business Segment Revenues



# Clean Technology Market

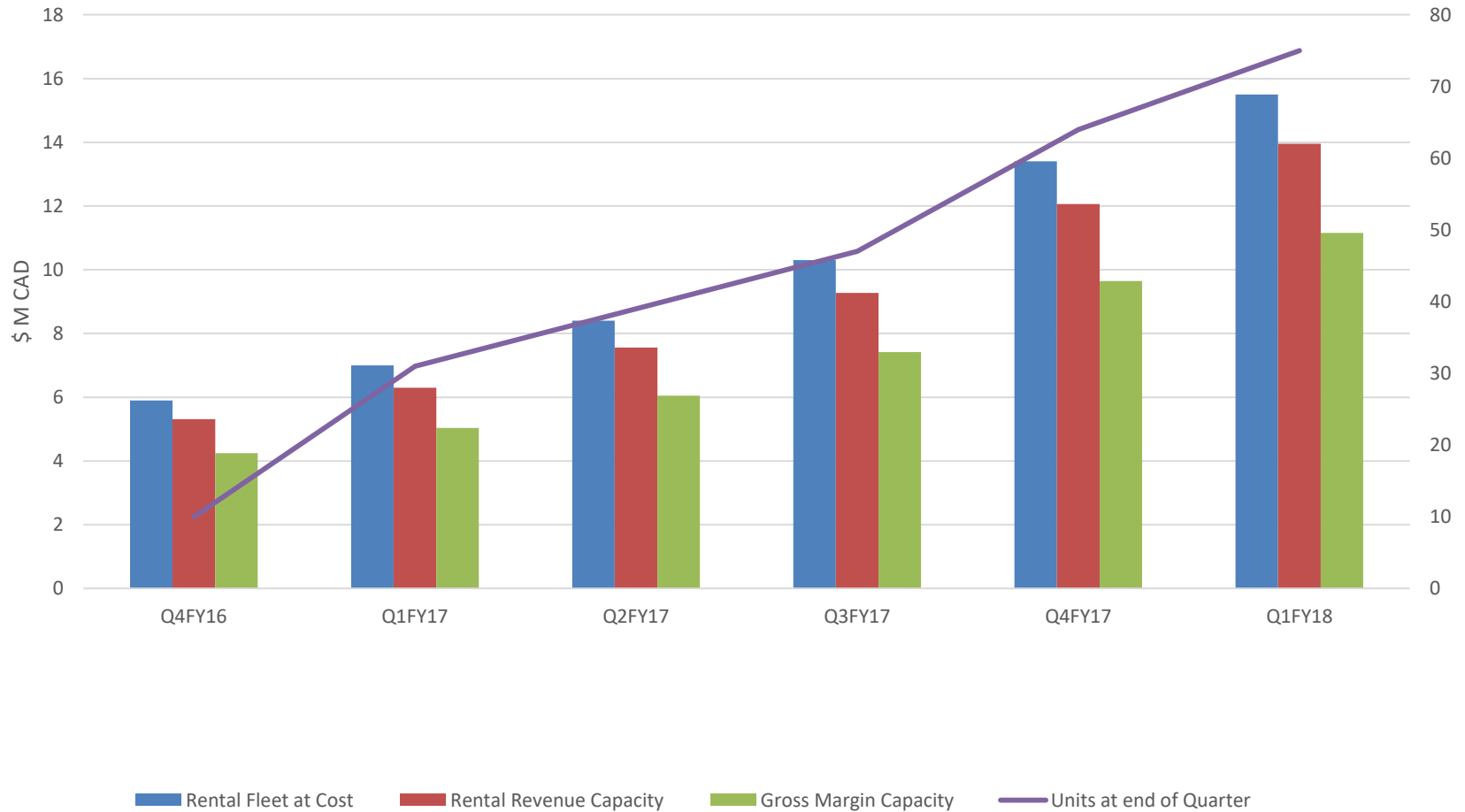
- Estimated to grow from \$1 to \$3 trillion globally and be the 3rd largest industrial sector by 2020
- Top 10 global E&P companies committed \$1B to reducing their methane emissions
- US EPA/State regulation focused on methane, HAP and VOC's – Non-attainment zones. Canadian/US/Mexican collaboration on methane regulation and reduction
- Paris COP21 emission reduction commitments
- Cap and Trade or carbon tax legislation
- Renewable power to replace coal – waste heat to power

# Market Drivers

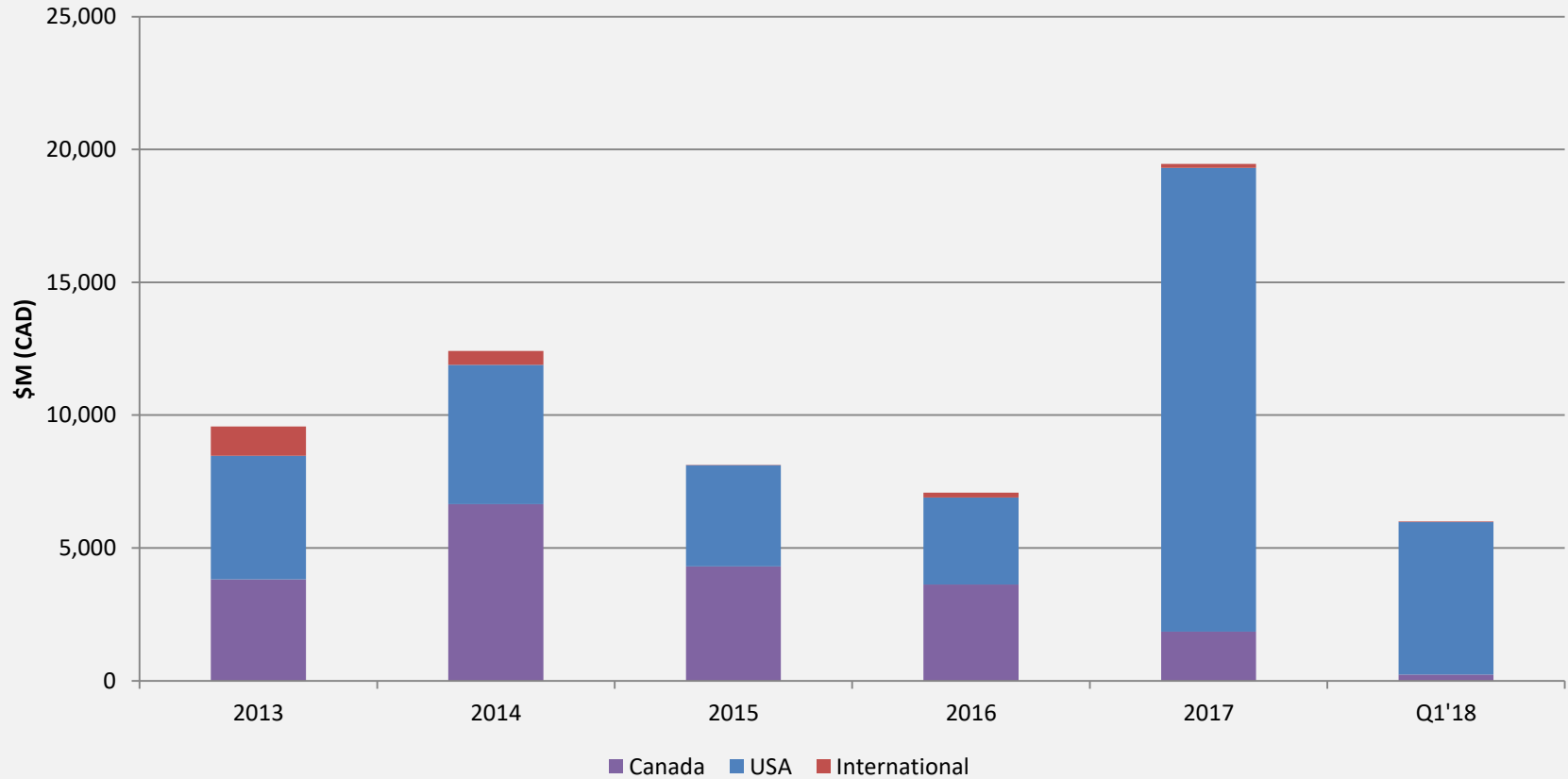
- US EPA/State regulation focused on air quality and non-attainment zone emissions: methane, HAP and VOC's
- Gas flaring, fugitive emissions and venting are one of the biggest sources of methane emissions
- Methane is 84x more potent than CO<sub>2</sub> – clean combustion reduces GHG emission 30x – most cost effective way
- 8 global E&P companies made a commitment to reducing their methane emissions from natural gas operations and \$1 billion pledged for gas technologies to fight climate change – OGCI
- Investment focused on low carbon technology – World Bank, Caisse de dépôt, University endowment funds, etc.



# Rental Fleet Expansion

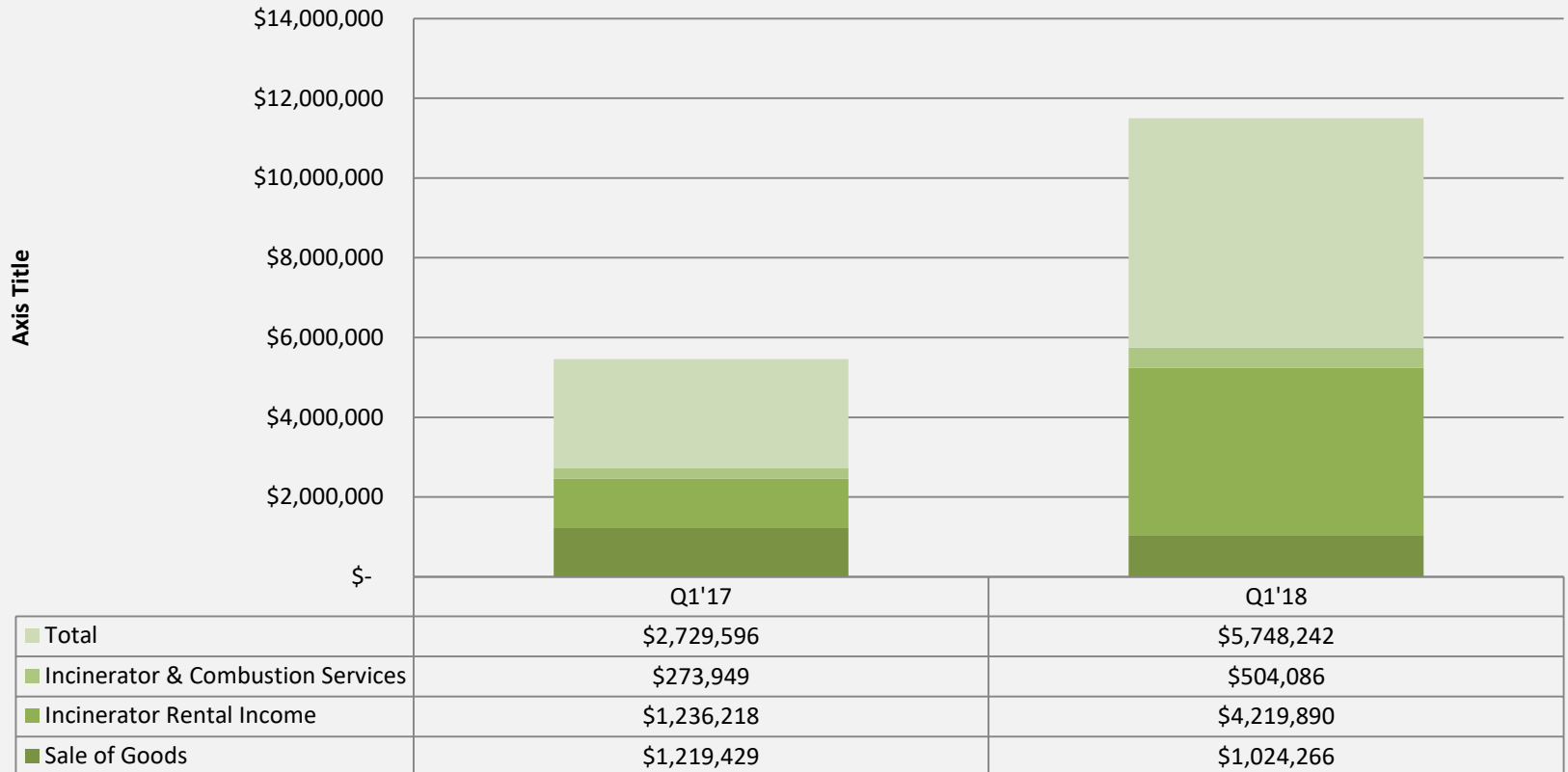


# Revenue by Region



# United States Revenue

## United States Revenue



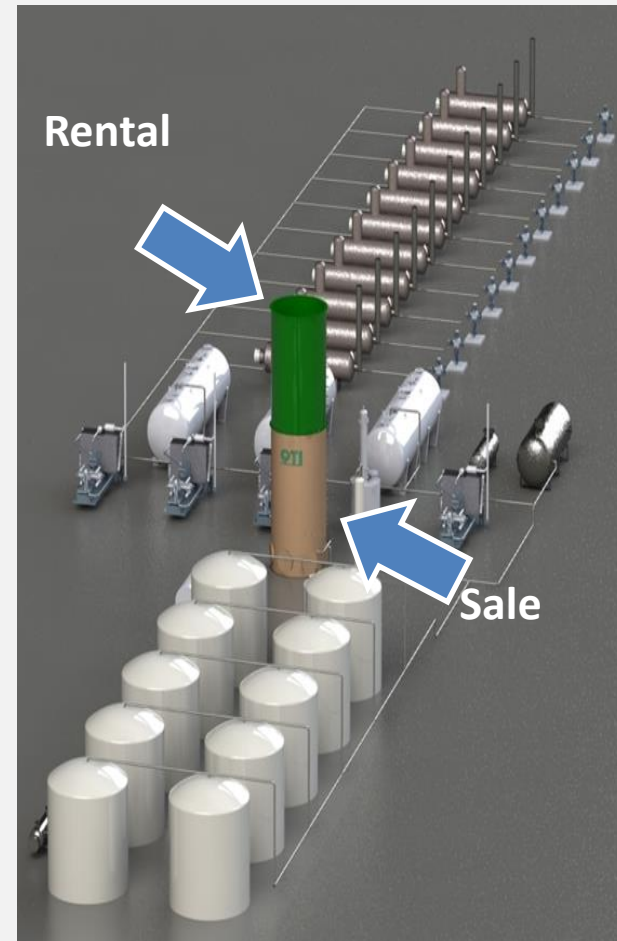
# Colorado Operations

***“Newer tighter oil and gas plays challenge the norm”***

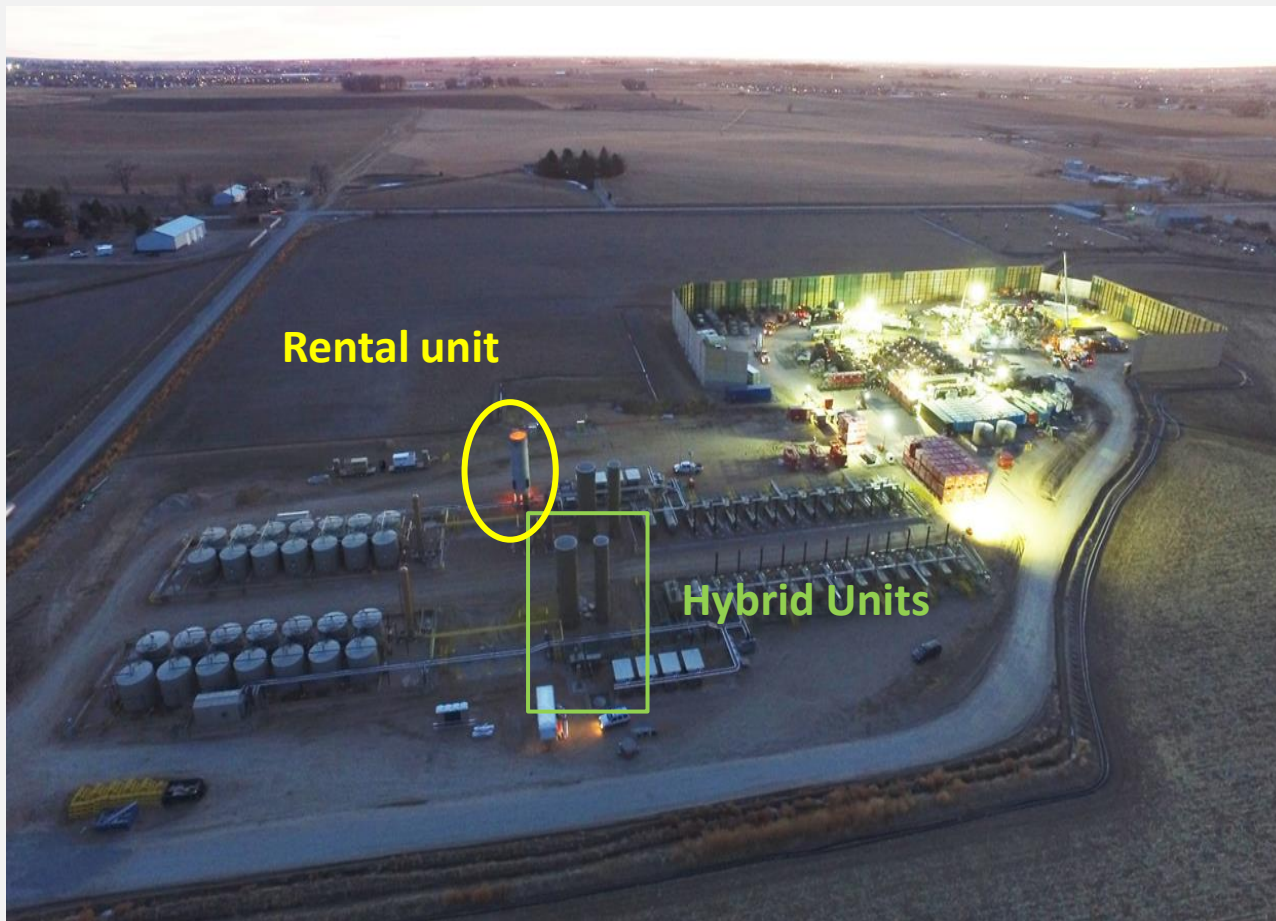
- Air quality issues – non-attainment zones
- Stringent EPA and state regulations
- Communities requesting moratoriums – emphasis on social license and community acceptance
- Green or closed-loop completions – no flaring, no venting, no odors
- State economy depends on revenue from oil and gas
- Need to create win-win
- Operating and capital cost reductions
- Minimal bottom line impact for oil and gas operators

# Colorado Hybrid Rental / Sales Model

- Integrated total system solution – D&C and production operations
- Tall unit for flow-backs and high initial production rates
- Rental top of stack removed for permanent production
- Unit handles all the gas streams onsite – closed loop
- Regulatory compliance and safety
- Colorado “Hub”



# Extraction Oil & Gas – Hybrid Units



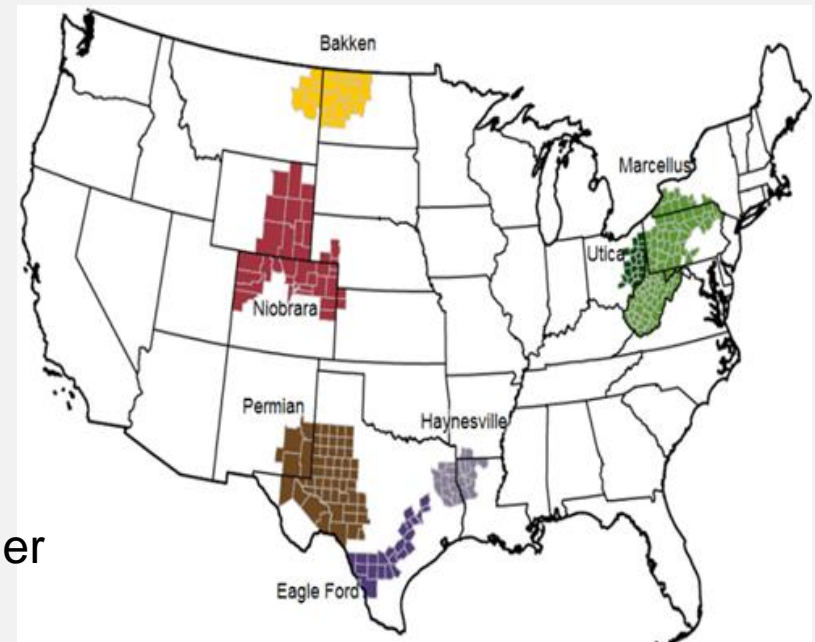
**Questor's** units resulted in Extraction obtaining:

**30%** reduction in lease size

**20%** reduction in pad cost

# US Market Opportunity

- Large market with similar business principles
- Increased emission regulation and community concerns creating the push
- Canada regulations will lag behind US; hence, **Questor's** focus on US market
- State of Colorado has taken lead role in regulating quality, high-performance emission control equipment
- Questor's approach in the Niobrara/DJ basin is scalable and transferable to other areas



# Growth Strategy - Expansion

- Positioned Questor as a scalable business in a rapidly expanding market
- Continued to invest and grow in Colorado
- Create similar “hub” in the Marcellus - similar regulation contemplated
- Explore the potential in the Permian to create a “hub”
- Poised to create additional operating “hubs” as the opportunities arise and is included in our capital plans
- Continue to market and grow the rental fleet as it is emerging as a more capital efficient option





# Growth Strategy - Diversification

Diversified technology solution offerings – power and water treatment – expansion into other industries

- ClearPower - waste heat conversion to power with zero emissions significant global industrial market - 77kW to 1.5MW
- Developing technology to utilize the on-site heat from flue gas to reduce produced and flow-back water volumes - 90% reduction in volume at a cost of less than \$3/bbl

**Questor combustion unit**



**ClearPower ORC**

**Water treatment**

# Contact Information

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