



clean air
SOLUTIONS

Q3 FY 2017 Presentation



COST EFFECTIVE EMISSION SOLUTIONS

Best Available Technology, Regulatory Compliance, Public Engagement, Cost Savings, Air Quality, Methane Gas Elimination, GHG Emissions Reduction, Energy Efficiency, Clean Power Generation

TSXV: QST | WWW.QUESTORTECH.COM

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 2016 annual reporting under the heading "Business Conditions and Risk Management."



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 incinerators



With Questor incinerators



Community Acceptance; Operating and Capital Cost Reductions; Emission Regulation; VOC, HAP's, methane, air quality, GHG emissions, low carbon operations, green or closed loop completions, no flaring, no venting, no odours

Corporate Profile

- Canadian company founded in 1995
- Listed in 1998 on the TSX Venture Exchange - QST
- 26,000,000+ shares outstanding
- US and Canadian incineration patent - 2019
- Diversified product offering covering Including Water Vaporization, Combustion and Heat to Power
- Global operations in Canada, Europe, USA, Asia and Latin America
- Technology applicable to numerous industries including - oil and gas industry, mining, landfills, agriculture, waste water treatment, industrial plants, etc.



Investor Information

Share Information (as of Q3 2017)

| | |
|------------------------------|-----------------|
| Shares Outstanding | 26,457,370 |
| Warrants | nil |
| Options (issued/outstanding) | 1,283,000 |
| Current share price | \$2.48 |
| 52 Week Hi-low | \$0.58 - \$2.54 |
| Market Cap | \$65,614,000 |

12 Month Share Price Performance



Financial Information (as of Q3 2017)

| | |
|------------------------------|--------------|
| Cash + Cash Equivalents (\$) | \$3,115,724 |
| Net Debt (\$) | nil |
| Revenue | \$12,645,976 |
| Earnings per share | \$0.11 |

Founded 1995, Listed 1998 – QST TSX-V

Patented Technology

Major Shareholders

| | |
|--------------------|-----|
| Audrey Mascarenhas | 16% |
| James Inkster | 7% |



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. SPE Distinguished lecturer. E&Y Entrepreneur of the Year (Prairie region) in Cleantech and E&Y special citation for values-based innovation. U of C Schulich School of Engineering Industry advisor. Chair of the Governor General Innovation selection committee. Alberta Energy Futures Lab Fellow. Member of the Calgary Energy Systems Advisory Committee. Chair of the Federal government Clean Technology Strategy table.

James Inkster

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 was President & CEO Total E&P Canada up to December 2012. He joined Chrysalix in 2013, an Energy Venture Capital Firm where he was a Venture Partner. He is now based in Calgary and dedicates himself to innovation in the energy space.



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.



Global and US experience

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



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

Oil & Gas Solutions

99.99% Combustion Efficiency
Clean Emissions - CO₂ and Water



Pad and Well Site Operations



Drilling and Completion Operations

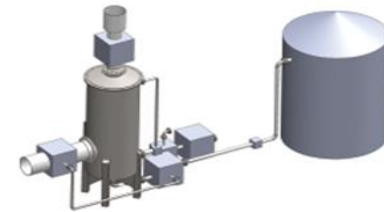


Gas and Oil Processing
Upstream, Midstream and Downstream

Waste Gas



Clean Combustion Device



Water Vaporization



ORC Heat to Power

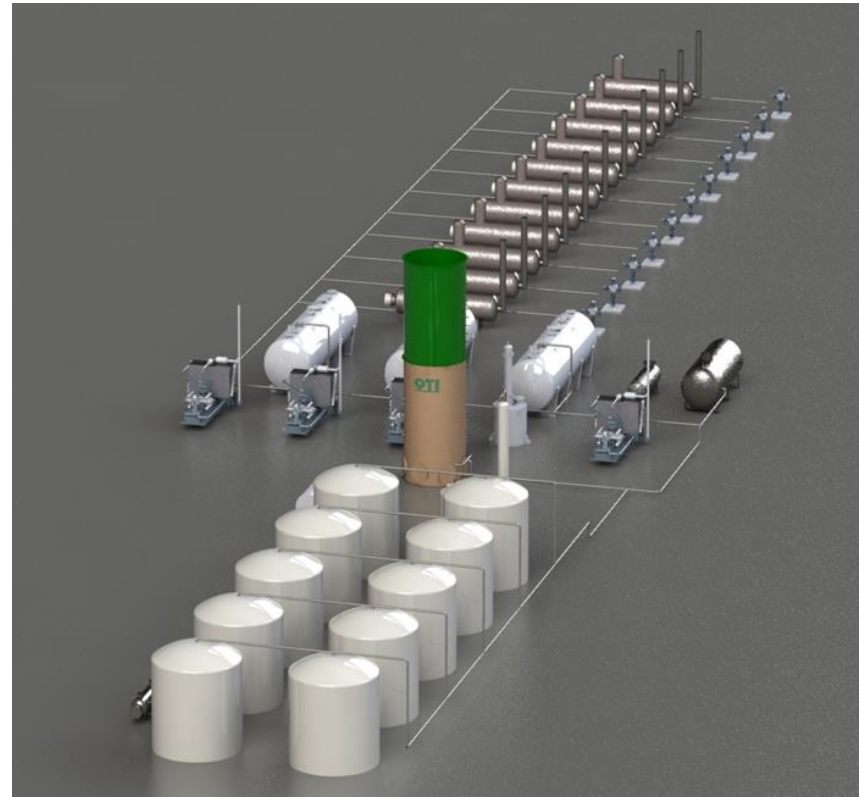
Colorado's Journey

Newer tighter oil and gas plays challenge the norm

- Air quality issues – non-attainment zones
- Communities requesting moratoriums created the need for an emphasis on social license and community acceptance
- 85% of the Colorado's revenue is from O&G
- Needed to create a win-win
- EPA and state regulations: emission reduction and air quality
- Operating and capital cost reductions
- Low carbon operations
- Green or closed-loop completions
- No flaring, no venting, no odors

Colorado Hybrid Rental / Sales Model

- Reduced Costs by 15 - 20% and footprint by 30%
- Integrated complete total system solution
- Tall unit for flow-backs and high initial production rates
- Rented top of stack removed for permanent production
- Unit handles all the gas streams on site - closed loop
- Colorado “Hub”



‘Renting Tops and Selling Bottoms’

Extraction Oil & Gas – Hybrid Units

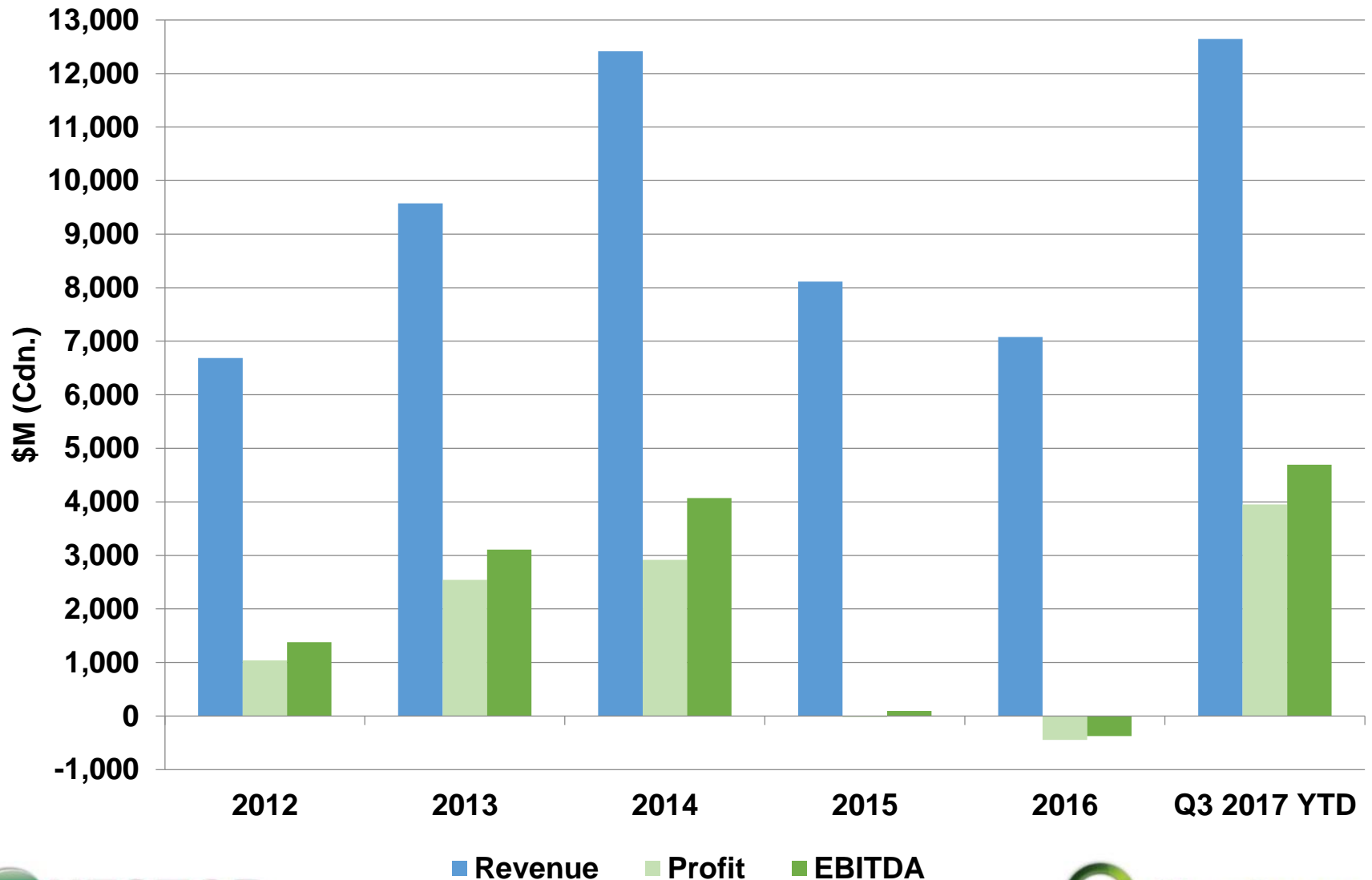


Questor's units resulted in Extraction obtaining the following metrics

- 30% reduction in lease size
- 20% reduction in pad costs



Financial Performance



Business Segments

Sales (Permanent Facilities)



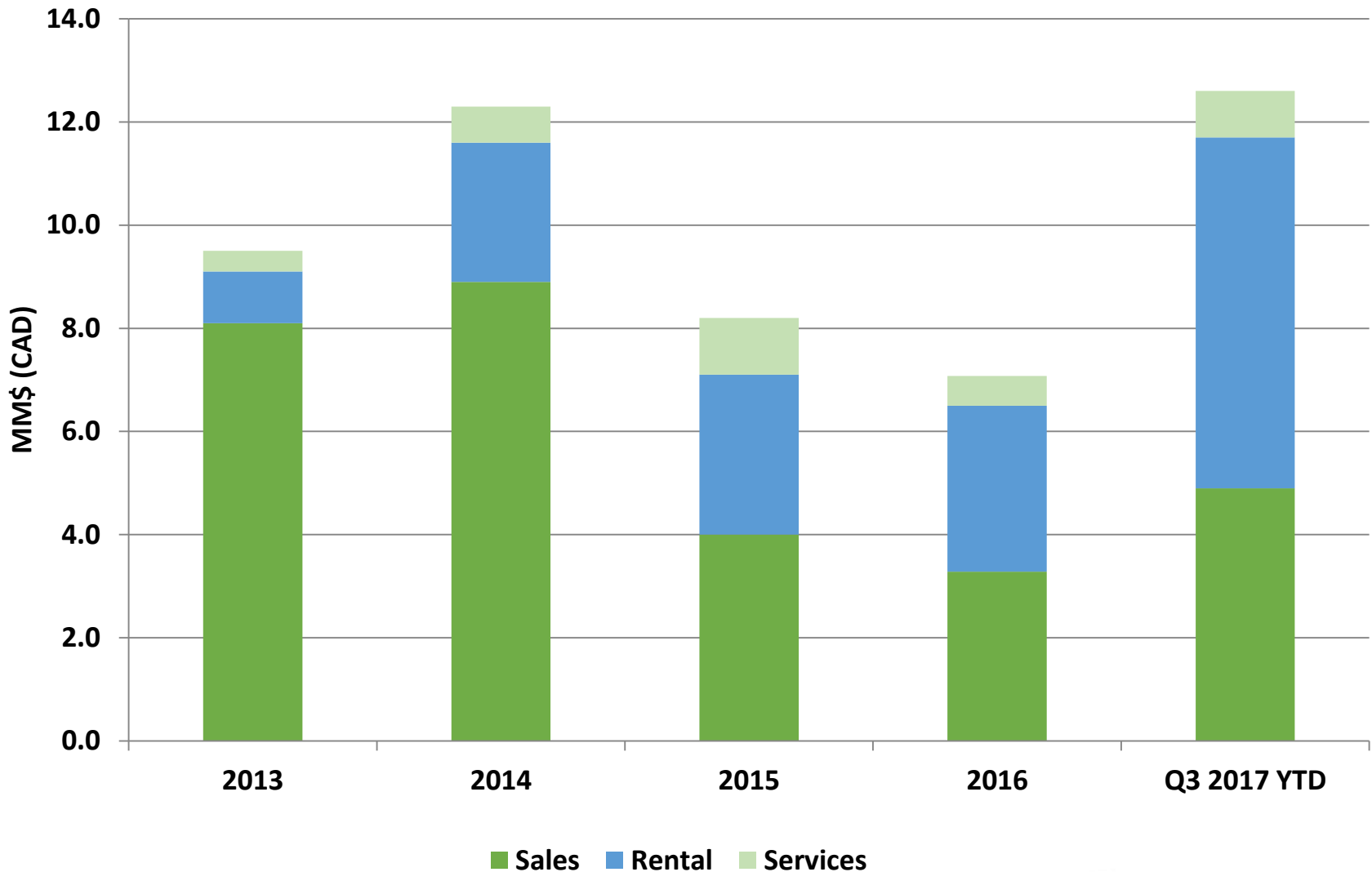
Rentals (Well tests, Pipeline/Plant blowdowns)



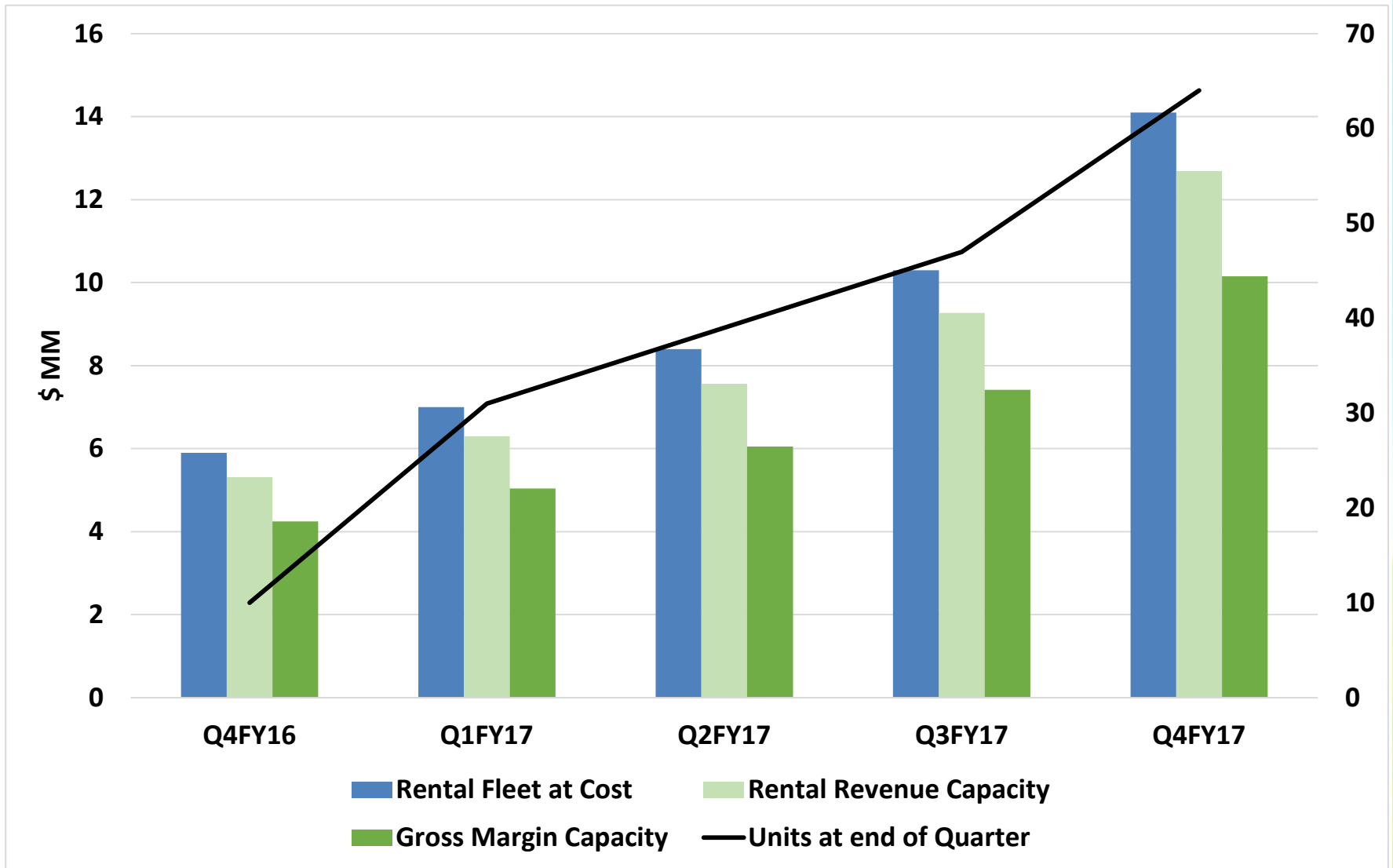
Field Combustion Services



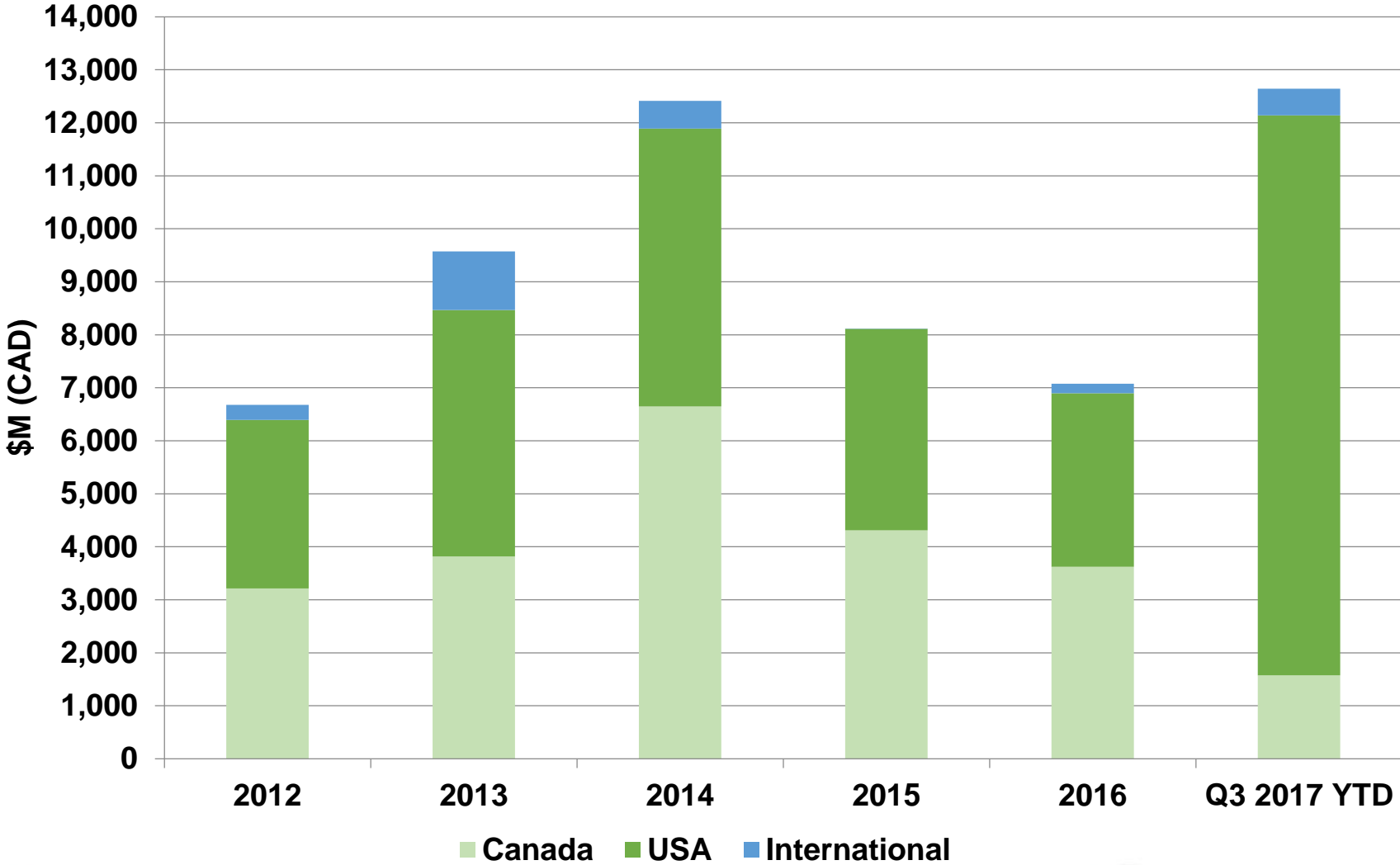
Business Segment Revenues



Rental Fleet Expansion

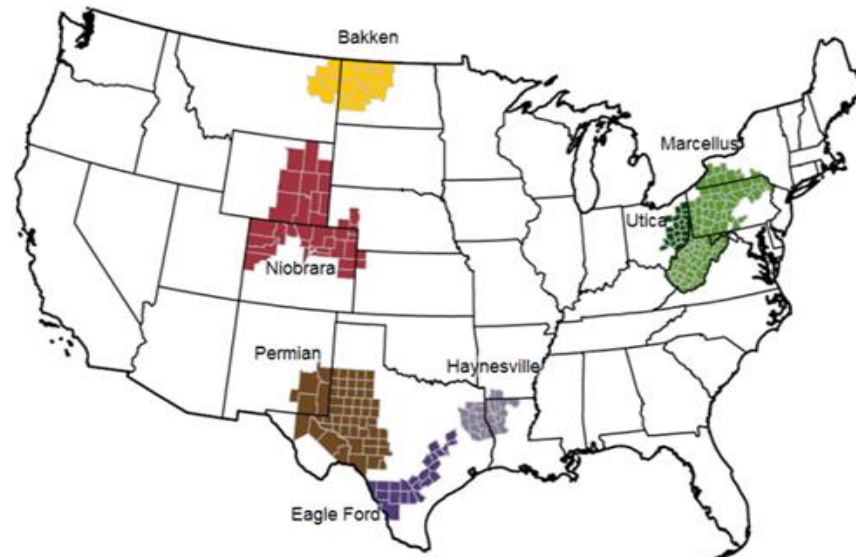


Revenue by Region



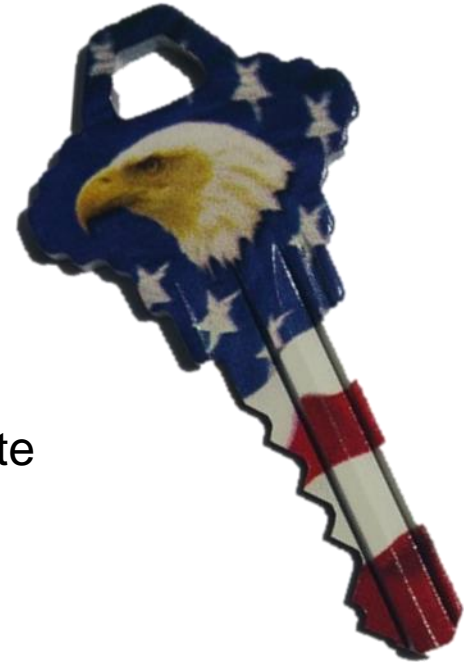
US Market Opportunity

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



Pathway to success in the US Market

- Finding our industry champions
- Focus on the seven most prolific areas, which account for 92% of US production growth and increased capital spending
- Understanding our value proposition
- Focusing on where we can be successful
- Adapt and be flexible to the various industries and client demands
- Recognize the unique business nuances in each State
- Understand our competition
- Methodical approach



Growth Strategy - Expansion

- Invested and reallocated capital to Colorado
- Opening an office and hiring local technicians has been a positive step and contributing factor to Questor's recent successes and future growth
- Industry has noticed our top level service and high-quality product. We are working with a number of companies and are optimistic that a major customer will fuel Questor's expansion into other states
- Well positioned 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

- Diversify our technology enabling us to serve different industries
- ClearPower has developed commercial technology that utilizes waste heat to generate power with zero emissions. Significant waste heat available in many industry processes. Focused on the 77kW to 1.5MW market
- Developing technology to utilize the on-site heat from flue gas to vaporize produced and flow-back water. 90% reduction in volume at a cost of less than \$3/bbl



Growth Strategy – Strategic Relationships

- Developing strategic relationships to expand into new markets. This could include M&A and distributorships
- We understand M&A strategy produces relatively low success rate as measured by rate of return. The opportunity would require the following key components:
 - Operate in the states with tightest emissions standards that are active in the prolific basins
 - Highly related or synergistic product line and synergistic resources and capabilities
 - Similar business philosophy
 - Little to no price premium

Clean Technology Market

- Estimated to grow from \$1 to \$3 trillion globally and be the 3rd largest global industrial sector by 2020
- Exxon and 10 global E&P companies - \$1B commitment to reducing their methane emissions
- US EPA/state regulation focused on methane, HAP and VOC's – non-attainment zones; CDN/US/MEX 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

Questor's Solution

- Cost Reduction
- Public Confidence
- Environmental Protection
- Increased Air Quality
- Reduced Emissions



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Solutions Powered by Clean Combustion



Thank you

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