

A large, faint graphic element in the background consists of several concentric circles and curved lines, creating a sense of motion and depth, particularly on the left side.

## TACKLING TODAY'S ENERGY CHALLENGES



**FrontRow Energy Technology Group**  
is a dynamic upstream oil and gas  
services group delivering advanced  
industry solutions designed to  
provide dramatic cost reduction  
and enhanced performance.



# Next Generation Oilfield Solutions

FrontRow encompasses a number of complementary businesses delivering innovative and cost-effective solutions that enable the global oil and gas industry to meet current and future challenges.

OUR GROUP IS COMMITTED  
TO A COLLABORATIVE WORKING  
ETHIC TO FIND SMARTER  
AND MORE EFFICIENT WAYS  
FOR OUR CUSTOMERS TO  
MANAGE AND EXPLOIT THEIR  
PRODUCING ASSETS IN A LOWER  
OIL PRICE ENVIRONMENT.

We are delivering cost benefits and operating efficiencies for production enhancement, flow assurance, well integrity, field life extension, well intervention and well control.

## TECHNOLOGY FOCUS

FrontRow's strategy is based upon broadening and deepening our technology offering. In the first instance this will be achieved by leveraging the intellectual capital that exists within the group. Our knowledge and experience allows us to execute an organic growth strategy that addresses the industry's technology gaps and the need for continuous improvement in cost and operating performance. Additionally we have an acquisition strategy focused on small companies with smart products or services which will benefit from the skills within FrontRow and the addition of new executive management. In short, FrontRow will acquire or develop new technologies in-house that will offer a better, faster, cheaper alternative.

FrontRow offers its acquisition partners financial support, but importantly can add significant value through hands-on operational management, business development expertise and market knowledge, assisting with challenging commercialisation and growth phases through the entire business lifecycle. The team has a deep understanding of upstream oil and gas technology and the operational experience to bring new products to market. We are open to new ideas and if you think you have the same ambition, we are keen to hear your story.

## NURTURING INNOVATION

FrontRow has invested in a 50,000 sq ft office and workshop facility in Aberdeen, which provides the ideal environment for businesses to flourish. Our Energy Technology Hub is fully equipped to support all business operations and product development requirements, including the latest IT and communications systems, 3D printing, plus workshop, assembly, testing, qualification and analysis equipment. We also have the benefit of first class conference and training facilities.

The site is home to the FrontRow family which includes Well-Centric, Well-Sense, ClearWell and Pragma. Our associate company Interventek is also located at these premises.

The on-site facilities allow our group companies to grow, whilst sharing skills and expertise in a collaborative environment.

In addition to physical infrastructure, we also provide our companies with valuable knowledge collateral. The FrontRow management team are located at the Energy Technology Hub and provide hands-on support to all the group companies. FrontRow has a wealth of proven business leaders in its ranks with an enviable track record of business success. The team possess extensive industry expertise, practical know-how and a vast network of world-wide upstream oil and gas contacts.



# Global Presence

**FRONTROW IS HEADQUARTERED IN ABERDEEN BUT IS BUILDING A GLOBAL PRESENCE, PARTICULARLY INTO THE AMERICAS, MIDDLE EAST AND ASIA.**

The group has a strong representation in North America through its ClearWell and Well-Sense businesses located in Houston, Midland and Calgary. These facilities provide FrontRow with strategic sales and operations hubs to promote our entire group offering.

FrontRow Energy Technology is committed to expansion into other key global markets and this will require that the group invests in regional expertise, support infrastructure and customer relations. This is a key objective of our board of directors and the group companies.

## CUSTOMERS FIRST

At FrontRow we know that creating the right relationships with our clients is mission critical. Our technology development cannot take place in isolation and has to meet the customers' expectations in terms of the major strategic themes they will have to develop and continuously improve the performance of their assets. We know that more interaction and dialogue around these themes will allow us to better allocate our resource to create appropriate new technology and technology enhancements.





# Group Companies

## Well-SENSE

Well-Sense has developed an innovative method of collecting diagnostic data from oil and gas wells using disposable fibre optic lines, called FiberLine Intervention (FLI). FLI is a means of temporarily installing fibre optics into wells for the purposes of performing distributed sensing over time, of temperature, pressure and acoustics, or active single point measurements and live HD video surveillance. This provides operators with a much more detailed understanding of a well at a significantly reduced cost.

FLI is an entirely new discipline for intelligent well intervention. It provides clients with a fourth option over conventional wireline, slickline or coiled tubing intervention. Being extremely compact and disposable, the time to rig up and down and the amount of equipment and personnel required to perform the job is drastically reduced. FLI permits tools to be deployed to depths and deviations previously thought uneconomical. The increase in understanding from this type of accessible, fast, low cost well monitoring will lead to much more efficient recovery of hydrocarbons.

**Well-SENSE**  
TECHNOLOGY LIMITED

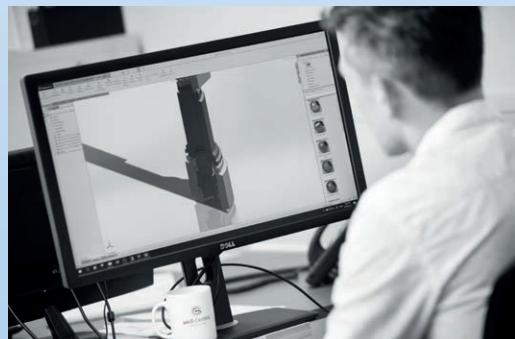


## Well-Centric

Well-Centric is a leading independent specialist in well integrity solutions for the global oil and gas industry. The company collaborates with its clients, to deliver innovative solutions that drive savings and enhance well performance. This is achieved by providing well integrity technology and services that maximise returns from mature assets and extend the life of fields. Additionally their engineered solutions deliver unique product designs to address individual well challenges.

Well-Centric aims to mitigate risk, increase safety and improve the long-term performance of mature wells, providing the products, technology and services to make it happen.

  
**Well-Centric**

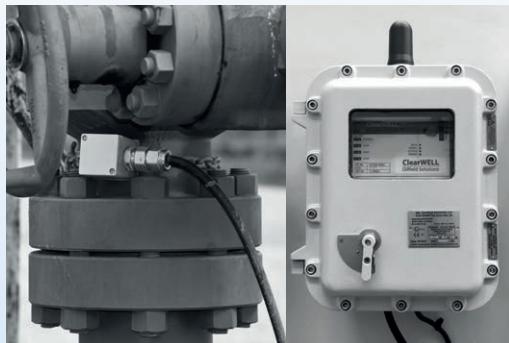


## **ClearWELL**

ClearWell provides a unique, low cost, zero intervention scale control technology for oil and gas wells. It is the only system of its kind available and has been employed around the globe with an impressive track record of improving production and reducing well intervention costs.

By using a pulsed radio frequency signal, which is transmitted along metal surfaces, including wellbores, flow lines, pumps and other equipment, scale is prevented from sticking to surfaces and remains in an inert suspended form within the produced fluid. The technology is non-intrusive, low cost and efficient, requiring only 15 watts continuous power consumption. Its environmentally responsible credentials also include reducing or eliminating the need for hazardous chemicals and their associated safety risks.

## **ClearWELL** Oilfield Solutions



## **Pragma**

Pragma delivers advanced production technologies and expertise to the upstream oil and gas industry. Their products and systems are highly differentiated, low risk and significantly enhance the performance of new, existing and ageing wells.

Pragma collaborates with operating companies around the world to reduce costs, increase revenue and improve access to hydrocarbon reserves in both conventional and unconventional reservoirs. The company is committed to leveraging advantage for customers through new technology, systems and processes.



# The FrontRow Team

FrontRow was incorporated in January 2017 with valuable support from the Business Growth Fund. The management team brings a wealth of experience in starting, building and selling high-value businesses, especially those with a strong oilfield technology foundation. We adopt a 'hands on' approach with our companies, providing technical and industry insights and a world-wide network of valuable contacts and customer relationships.



Colin Smith  
**NON-EXECUTIVE  
OFFICER**

Frank Summers  
**M&A DIRECTOR**

Graeme Coutts  
**CHAIRMAN**

Tony Kitchener  
**SALES & MARKETING  
DIRECTOR**

Stuart Ferguson  
**CHIEF EXECUTIVE  
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