

# Fact Sheet

## Company Overview

Houston-headquartered Converge Midstream Partners is a growth-oriented crude oil storage business, strategically positioned as the only independent, salt dome crude oil storage terminal in the greater Houston market area.

The company's 10-million barrel storage terminal provides optimal water access, receipt points for the Permian Basin, Eagle Ford Shale Basin and Canada/Midcontinent, and prime positioning for future growth opportunities.

Established by experienced energy entrepreneurs, Converge Midstream is focused on providing secure salt dome cavern storage for crude oil backed by superior infrastructure connectivity. With a location that enables efficient access of crude oil from multiple inbound pipelines, we are the "City Gate" to the greater Houston market and a new, critical component in meeting the energy needs of North America and beyond.

Converge Midstream offers new crude oil storage opportunities with control of the last mile into the Houston market as well as lower cost advantage over competing surface alternatives. Through our visionary business approach, storage capacity and location, we are positioned to create long-term value by safely and efficiently accommodating the storage and distribution needs of producers, refiners, marketers and traders.

## Customer Benefits

Converge Midstream offers flexible contract terms with services tailored to the needs of each customer. Customers benefit from 100% working capacity with no stranded inventory and the ability to weather short-term market disruptions.

As opposed to other methods for storing crude oil, Converge Midstream offers optionality that enables customers to maximize profits and manage logistics more intelligently. Our contract periods average 6 months or longer versus the traditional five years. This provides customers with unparalleled flexibility and the opportunity to capture market opportunities as they arise.

While a rapid shift in crude oil sourcing has taken place along the U.S. Gulf Coast, there has been inadequate development of additional independent crude oil storage capacity in the Houston market area. Converge Midstream benefits from a strategic location in the world's energy capital that provides direct access to upstream supply and downstream demand as well as the largest refining capacity in North America. We are the only independent crude oil storage terminal in the greater Houston market and the only salt dome storage facility in the region. We are the "City Gate" to the future.

As a receipt point for the Permian Basin, Eagle Ford Shale Basin and Canada/Midcontinent, Converge Midstream benefits from a prime position for growth opportunities. Through this strategic location and storage capacity, customers benefit from better control of crude oil supply logistics, greater efficiency and superior reliability.

## Salt Dome Cavern Storage

Fairway Energy's salt dome cavern storage capabilities balance a variable demand with a near-constant supply. Able to take advantage of price changes, this model allows for quicker delivery of crude oil while providing a steady flow of product without interruption, year-round.

- **CUSTOMIZABLE STORAGE CAPABILITIES**

- Flexible plans for storage for 6 months or longer

- **SEGREGATION OF CRUDE OIL GRADES**

- Three caverns ready for crude oil grades from heavy to condensate

- **ENABLING 100% WORKING CAPACITY**

- No heels, no vapor layer— all within a closed loop system.

## Strength of Salt

Deep underground, salt dome cavern storage offers the most environmentally secure and lowest cost way to store crude oil. The salt is impervious to liquid and gas, has strength comparable to concrete and moves like plastic to seal any incipient fractures that might be encountered.

Salt dome storage is a method that has been used by the U.S. Department of Energy, U.S. Department of Transportation, and the Office of Fossil Energy. Used for more than 70 years by the U.S. government, salt dome cavern storage offers the industry's lowest cost and most secure method for storing crude oil. The natural properties of salt caverns make them ideal storage facilities. The salt is impervious to crude oil and there is no contamination. In terms of affordability, salt dome caverns store crude oil at less cost than above ground tanks.

## Advancing Safety and Environmental Stewardship

Fairway Energy's visionary approach extends to the vital issue of safety. Our proactive company safety policy underscores our development, operations, training, processes and customer reliability. Every day, our people follow our company-wide commitment to achieving Target Zero, our HSE cornerstone initiative. Our safety efforts have resulted in Converge Midstream achieving 2.1 million man-hours without a lost time incident.

Converge Midstream strives to be a good environmental steward and work collaboratively with the community to ensure our operations are not obtrusive to our neighbors. We meet or exceed all laws and regulations governing health, safety and environmental protection in the communities in which we work and empower our workforce with the authority and support systems to help eliminate incidents and protect the environment.

Our mission is to ensure that health, safety, and environment remain top priorities for management, employees and contractors; to comply with applicable legislation and conduct all activities in such a way as to:

- **PREVENT HARM TO ALL PERSONS INVOLVED IN OR EXPOSED BY ITS OPERATIONS**

- **PREVENT DAMAGES TO PROPERTY AND LOSS OF ASSETS DUE TO ACCIDENTS**

- **MITIGATE/ELIMINATE ADVERSE EFFECTS OF ITS OPERATIONS ON THE ENVIRONMENT**

- **RESPECT THE INTERESTS OF NEIGHBORS AND SURROUNDING COMMUNITIES**

**Converge Midstream  
Headquarters**

11646 Almeda Road  
Houston, Texas 77045

Office: 713.960.4740

Fax: 346-250-8385

**Emergency Number**  
**866.265.4235**

# Contact Us

## **Business Development**

**Bill Gist**

Bill.Gist@cvmidstream.com  
713.960.4741

## **Operations**

**Jacob Malinoff**

jmalinoff@cvmidstream.com  
281.731.6310