

HART ENERGY

Fact Sheet

The Company:	Hart Energy is a premier and trusted provider of news, data, and analysis for and about the global energy industry.
Primary Services:	The Company plays many different roles: publisher, consultant, event organizer, online content developer, researcher, digital mapping specialist, and veteran industry observer. The common thread between these varied roles is <i>information</i> — text, data, and images — aggregated from experts, made more valuable through our organization, comparison, and analysis.
Target Market:	Subscribers, readers, sponsors, and advertisers derive from the energy industry (producers, operators and service providers), the financial and investment community, the engineering and automotive industries, utilities, leading NGOs, and the world's major governments.
Business Units:	<p><u>Publishing</u>: This cornerstone business enjoys commanding market presence with its flagship monthlies, <i>Oil and Gas Investor</i> and <i>E&P</i>. For more than 30 years, <i>Oil and Gas Investor</i> has been a leader for in-depth reporting and analysis on the North American petroleum industry, with exceptional readership among financial analysts, investors and C-suite executives with independent oil and gas producers. <i>E&P</i> is the monthly technology and operations management journal for 50,000 exploration, production, and oil and gas professionals worldwide. Hart Energy's newest magazines, <i>Midstream Business</i> covers oil and gas infrastructure markets and <i>Downstream Business</i> covers global refining and fuels markets.</p> <p><u>Conferences</u>: Annually, tens of thousands of professionals (producers and service personnel), financial analysts, and government officials attend Hart Energy events. These include: DUG™ conferences and exhibitions (the world's largest series of unconventional resource events); the Energy Capital and A&D Strategies and Opportunities conferences; the Executive Oil Conference and exhibition; the Marcellus-Utica Midstream conference and exhibition; and the Offshore Executive Oil Conference.</p> <p><u>Digital Media</u>: This strategic Company segment produces premium members-only/site-licensed websites, sponsored and pay-per-view webinars, podcasts, white papers, and specialized e-newsletters. UGcenter.com is the global nerve center for those involved in the markets for unconventional crude oil, natural gas and associated liquids. Oilandgasinvestor.com and A-Dcenter.com focus on energy investors. EPmag.com and the <i>E&P Buzz</i> e-newsletter offer exploration and production content. MidstreamBusiness.com and DownstreamBusiness.com cater to their respective sectors. The Hart Store (store.hartenergy.com) is a transaction site offering maps, playbooks, transcripts/tapes of Hart Energy conferences and multi-client research reports.</p>

Research & Consulting: Rebranded Stratas Advisors, this Company segment provides advisory services to clients throughout the energy value chain, including the automotive, petrochemical, heavy industry, financial and government sectors. It evaluates interlinkages and macro-level factors to deliver strategic insights to our customers, enabling them to distinguish their presence and strengthen their business.

Mapping and Data Services: Hart Energy brings GIS database skills and a commitment to data quality to a wide range of “data visualization” challenges, from mapping to geospatial security applications. Formerly known as Rextag Strategies (acquired 2010), this group was established in 2008 to document North American pipeline infrastructure. It offers GIS database services, digital mapping software, and wall maps.

Year Established: Founded in December 1973; Current Company formed in 2004 in a buyout from Chemical Week Associates

Privately Owned: Hart Energy is a privately-owned company

Annual Revenues: Approximately \$39 million (2015)

Senior Management: Richard A. Eichler – Vice Chairman and Chief Executive Officer;
Kevin Higgins – President and Chief Operating Officer;
John E. Paisie – EVP, Stratas Advisors;
Shelley Lamb – VP, Publishing; Russel Lass – VP, Publishing;
Peggy Williams – Editorial Director;
Rey Tagle – VP, Hart Energy Mapping & Data;
Barry Haest – VP, Events; Greg Salerno – VP of Marketing;
Mark E. Chiles – Chief Technology Officer & VP Digital Operations
Jim Browning – VP of Audience Development

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Offices: Hart Energy operates worldwide — with a presence in Brussels, Denver, Houston, London, San Diego, Singapore, and Washington, D.C.

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