



**Biosurfactants:**

**Proven Technology to Immediately  
and Sustainably Boost Domestic  
Oil Production**

# A Shift in Focus to Domestic Oil Production

## Challenges:

### Production

An *immediate* need for increased U.S. oil & gas production, despite limited fracking resources



### ESG Compliance

SEC rule changes on climate related risks and GHG emission disclosures

## Solution:

### Biosurfactants

**Immediately** and **sustainably** **boost** oil recovery for a fraction of the cost of other methods

- ✓ ESG-friendly
- ✓ US-based
- ✓ Proven on 300+ wells

## 40+%

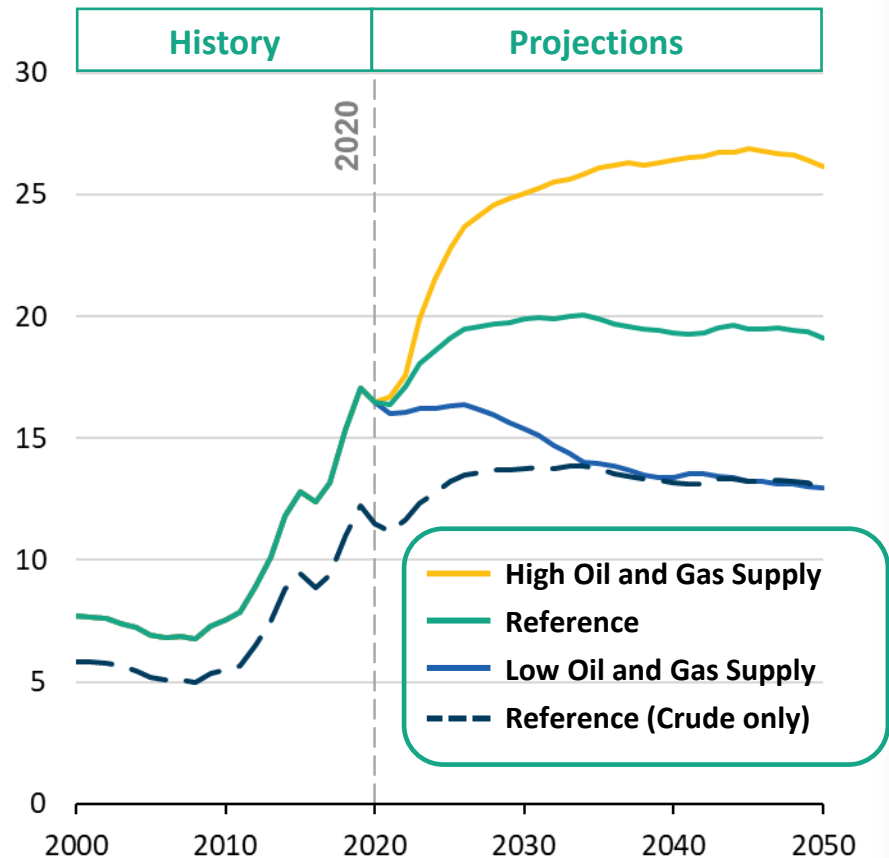
**Increases** across conventional and unconventional wells

# EIA Production Projections to 2050

USA continues to be a globally significant producer of crude oil and refined liquids

## U.S. Crude Oil and Natural Gas Plant Liquids Production

AEO2021 oil and gas supply cases (million bpd)



## New Well Drilling / Completions



**\$5-7 MM**

Permian—Costs increasing



**12 MM**

Gallons of water supply per frac, 50% requires disposal



**\$3-5/BBL**

Disposal cost per barrel of water  
Seismicity concerns

## Traditional Refracturing



Typically, **30%** cost of D&C



Typically achieves up to **80%** of original peak production



## Locus Biosurfactant AssurEOR STIM (only)



Only **3%** cost of D&C



Achieves **>40%** of original peak production

## Combination: Refrac + AssurEOR STIM

- ✓ **Maximizes production** from existing assets
- ✓ Less new wells required to satisfy Total Oil Demand
- ✓ **Lower GHGs** - Less CH<sub>4</sub> leaking from abandoned wells

# What's the Future for US Oil Production?

Maximize production and useful life from EVERY well



## Benefits



### Reduced need for drilling and fracking new wells

- Less CO2, rigs, sand, steel, personnel



### Minimize plugging and abandonment and associated costs

- Reduced methane leaks from abandoned wells

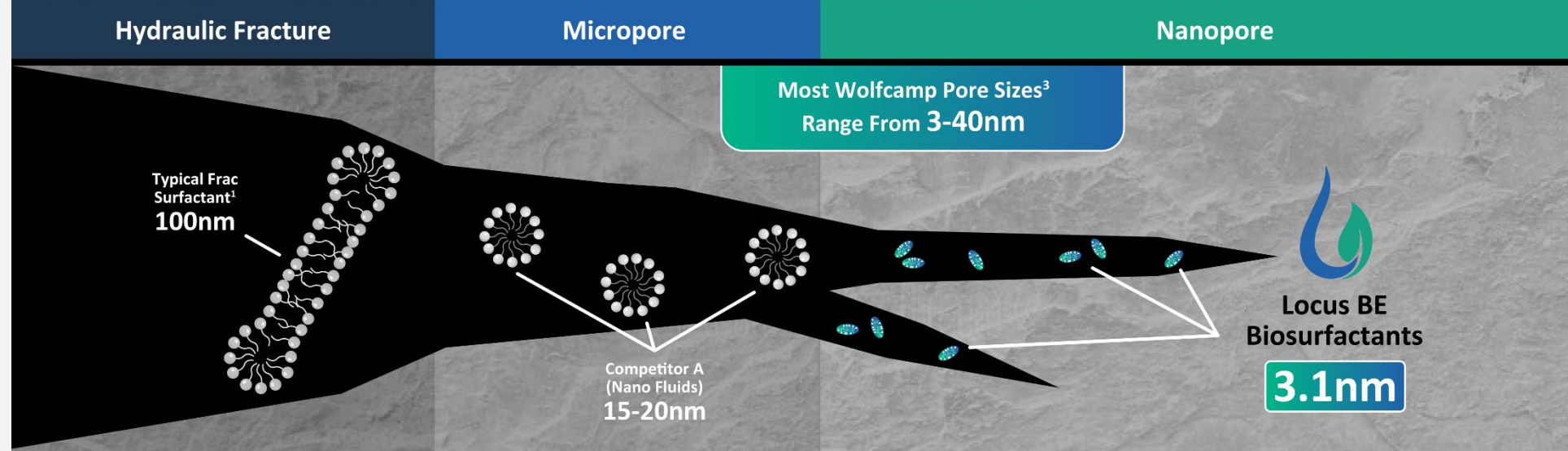
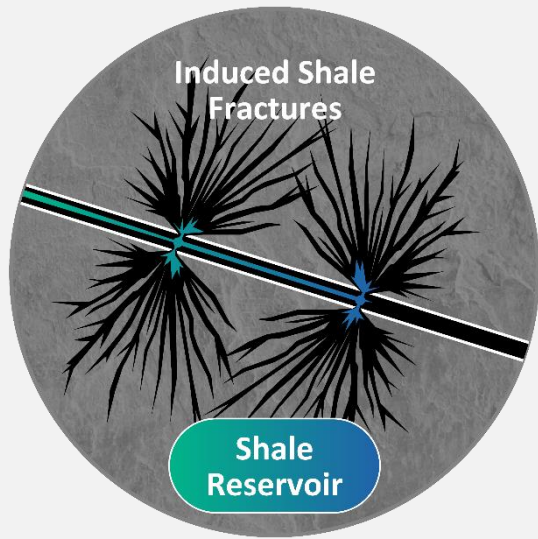


### Greater royalties over well lifespan

- Maximize ROI/royalties on investments

...but do so in an economic and sustainable manner.

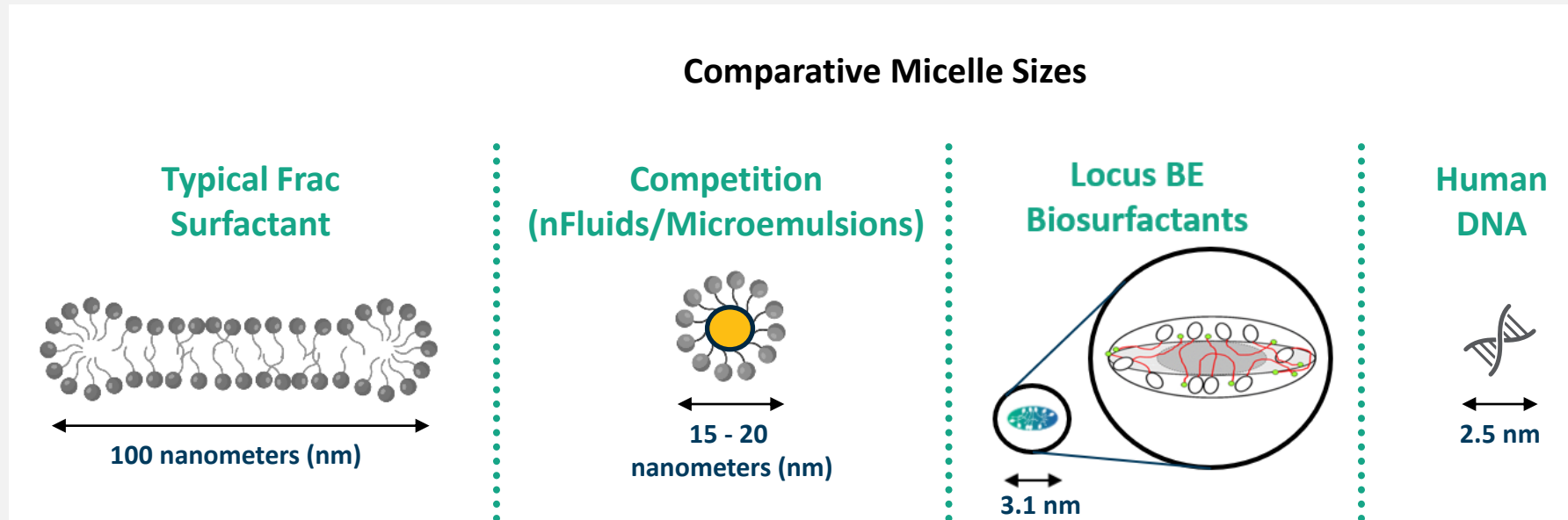




Locus BE biosurfactants can penetrate into nanopores pores as small as **3.1 nm** – mobilizing oil that other treatments cannot

**Biosurfactants:  
Mobilize More  
Oil Via Deeper  
Penetration**

**Watch Here**



<sup>1</sup> Source: *Advances in Colloid and Interface Science*, **2018**, 256, 1–22)



<sup>2</sup> Source : *Structure of Micelles Characterized with SAXS, SANS, and MD Simulations*”, *J. Phys. Chem. B*, **2015**,119(41),13113-13133. <sup>3</sup> Source: Li et al., *Journal of the Taiwan Institute of Chemical Engineers*, **2017**, 78, 317–328. <http://dx.doi.org/10.1016/j.jtice.2017.06.024>

# Lower Environmental Impact With Biosurfactants: Permian Basin Example

## Carbon Footprint

### 50-Stage Permian Frac\*

 **97,000** Gallons of diesel used



  
 **985** Tons of CO<sub>2</sub>e / frac



  
 **210+** cars equivalent CO<sub>2</sub>e emissions

  
 **390** Acres of trees would need to be planted to offset

### Locus Biosurfactant Stimulation

 **0.1%** of diesel used


  
 **.01** Ton of CO<sub>2</sub>e / application

  
 **< 1** Car equivalent CO<sub>2</sub>e emissions


  
 **0.4** acres of trees would need to be planted to offset



## Water Usage

### Frac: High Water Usage

 A 50-Stage Permian frac uses **13,800,000** Gallons of water

### Biosurfactants: Low Water Usage

 Locus Biosurfactant stimulation uses **< 200,000** Gallons of water

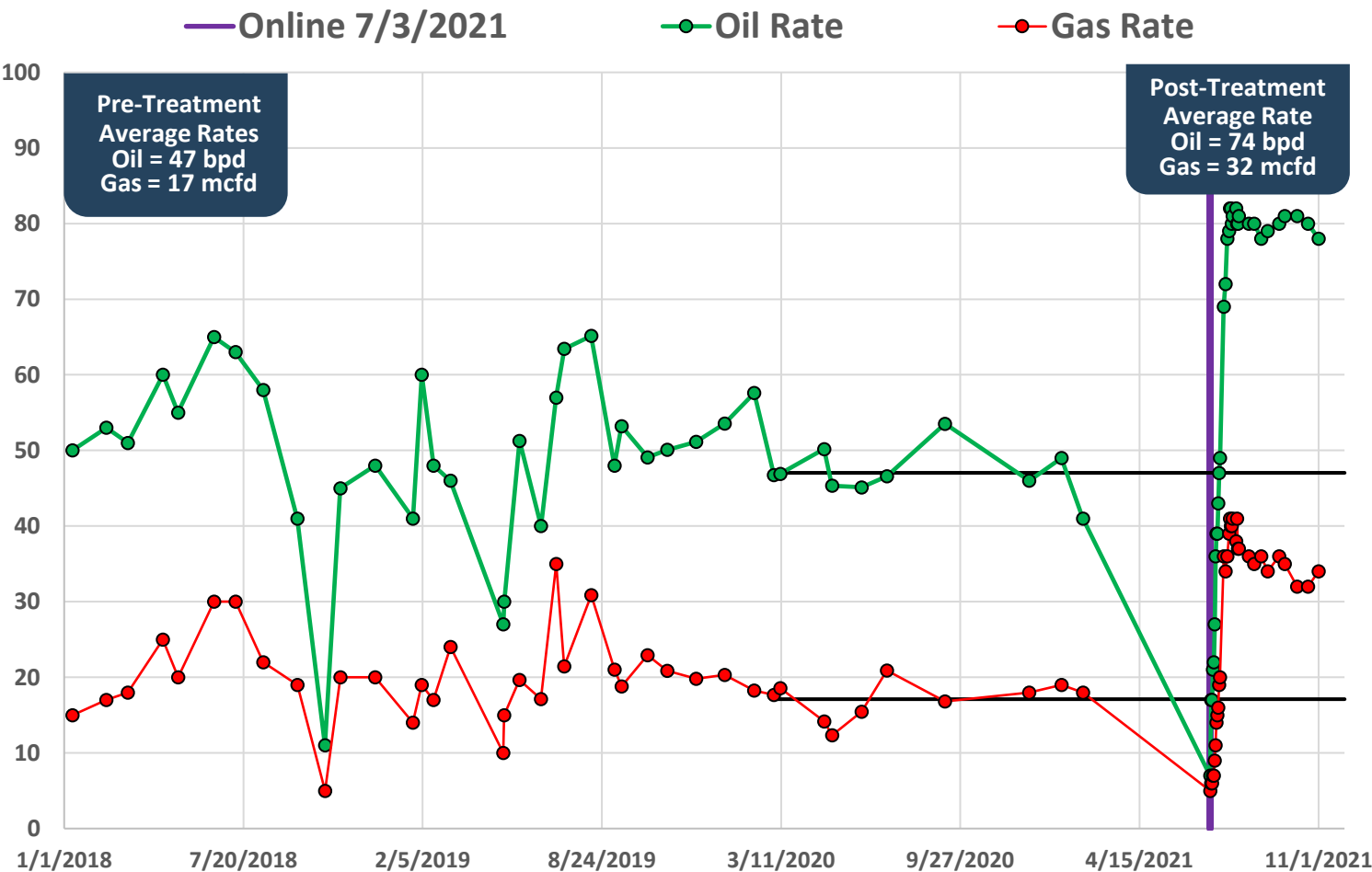
  
 Compared to water required for a new frac **< 2%**



# Case Study: Bullhead Well Stimulation

Lower Spraberry Horizontal  
Midland Basin, TX





## AssurEOR FLOW® & AssurEOR STIM® Treatments



Post-Treatment  
Performance  
(113 Days)



**ROI > 4**  
in first 90 days

Oil	
Incremental Oil  +/- 3,050 bbls	% Oil Increase  57%
Gas	
Incremental Gas  +/- 1,700 mcf	% Gas Increase  88%



# Case Study: Well Stimulation

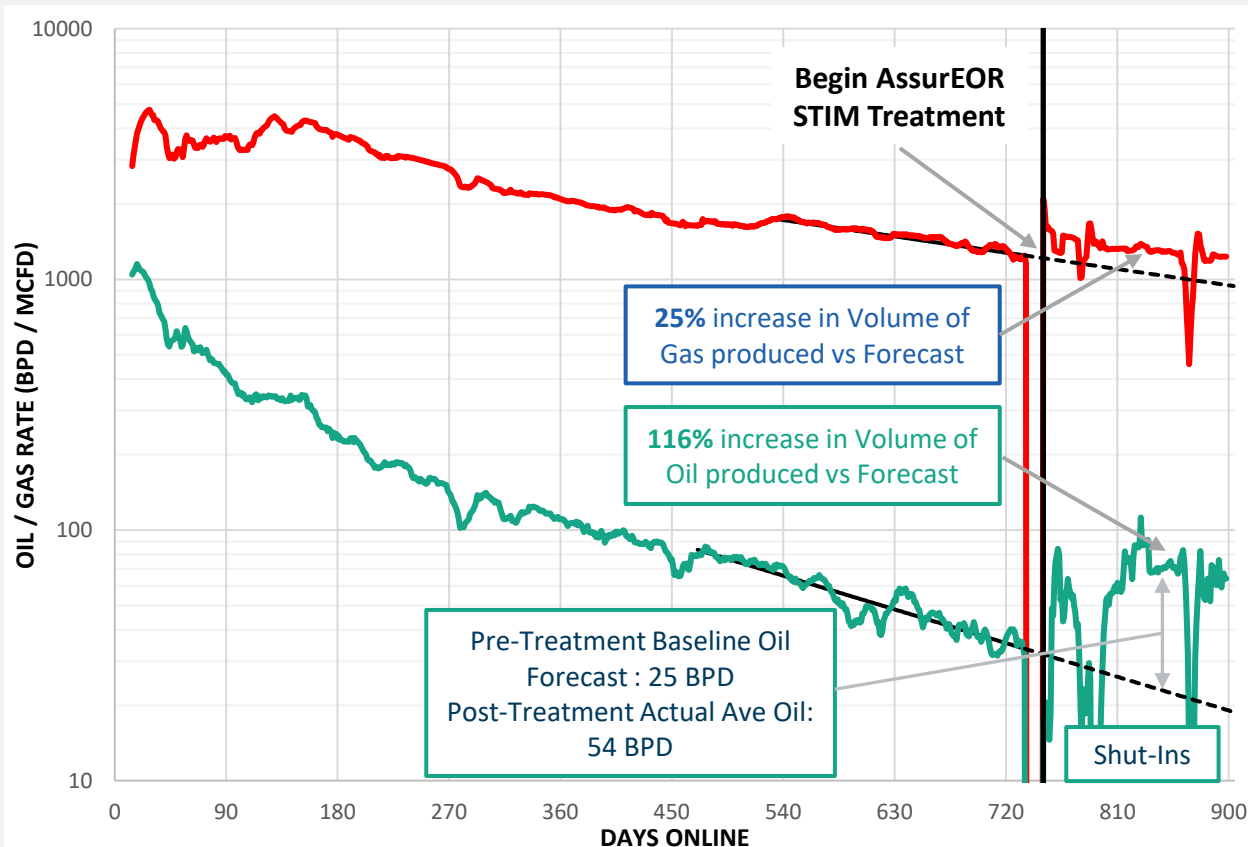
Delaware Basin, Unconventional 4-Well Pad, 5000' lateral

## Challenge: Declining production & ROI





Operator needed to address declining oil production but did not have the economics to justify a full mechanical workover.

## Solution: AssurEOR STIM (5,000 bbls)

Using actual well fluids, Locus BE customized and implemented an enhanced oil recovery treatment used with a low-cost, rigless intervention set up. Lab testing showed an anticipated 35% increase in oil production.



## Post-treat performance (155-Days)

 <b>116%</b> increase in oil production after a single treatment	 <b>4,500</b> Incremental bbl of oil produced above forecast	 <b>54</b> Average bdp (increased from 25 bpd baseline)	 <b>&lt; 4</b> Month treatment cost recovery
<b>24%</b> increase in gas production after a single treatment	<b>40 M</b> Incremental mcf gas produced above forecast	<b>258</b> Average mcf (increased from 1,071 mcf baseline)	<b>1.6X</b> ROI (incremental Revenue/Cost)
			<b>\$240 k</b> Incremental revenue (\$40/bo \$1.50/Mcf)



# Biosurfactants: ESG Friendly Solutions & Manufacturing



## ESG Value Propositions:

1.

### **Reduce Scope 1 emissions by maximizing oil recovery using sustainable and biodegradable biosurfactants**

- Toxicity of Locus BE biosurfactants are 10x lower than traditional oilfield surfactants and 100% biodegradable
- Produces more oil, minimizing the need for new drilling and lowering the carbon footprint of operations

2.

### **Opportunity to build a sustainable local production centers using agricultural raw materials**

- Made from renewable agricultural raw materials, including canola and sugar beets
- Produced with a near-zero carbon footprint
  - Locus BE manufacturing plant will be Carbon Neutral Certified by 2022 (ISO 14064 –Certification)
  - ISO 9001-accredited manufacturing program uses Lean Six Sigma techniques such as 5S methodology and renewable energy offsets
  - Production center can be built and scaled quickly (within months at < 10% CAPEX of traditional production)

# Biosurfactants Answer the Call to Action for Energy Security

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Augment production  
from:

- ✓ New Fracs
- ✓ Refracs
- ✓ Stimulations

**Proven technology available to immediately  
increase domestic oil & gas production**

- ① **Enhance  
Oil  
Recovery**
- ② **Meet New  
SEC  
Guidelines**
- ③ **Boost ROI  
&  
Profitability**



# Solution: Biosurfactants

Get the Most Out  
of EVERY Well

- ✓ Deep penetration into existing frac matrix
- ✓ Mobilizes otherwise immobile oil
- ✓ Disperses heavy organics in formation

## Profitability



Low CAPEX  
application



High and  
rapid ROI



Applicable  
on all wells



Low cost per  
bbl of  
incremental  
oil

## ESG



2-4% of  
water  
required



Low carbon  
bbls, low  
toxicity &  
ESG friendly



Simple  
application –  
low risk to  
operator

...Plus Carbon Neutral



**Double Your Production. Double Your Royalties.**



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In-person or virtual meetings available

**LocusBioEnergy.com**



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Biosurfactants:

**Produced by Nature.**  
**Perfected by Locus.**

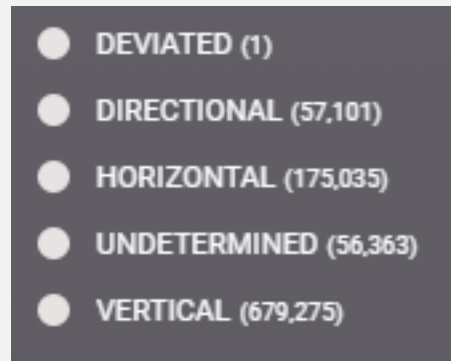
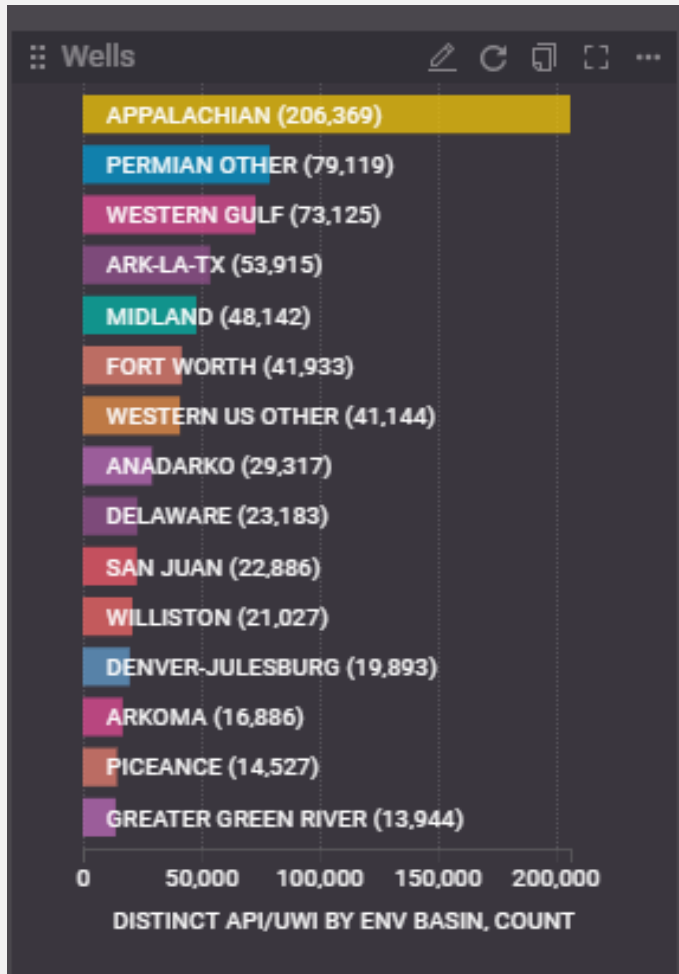
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# Data Sources

## Enverus:

- 818,000 producing wells in the U.S., including offshore
- Distributed by basin below:



STRIPPER WELLS BY REGION REGIONAL SAMPLE SIZES CORRESPONDING TO CHARTS	
Study Region	Number of Wells in Chart*
Vertical Permian	85,317
Texas and Louisiana Gulf Coast	17,565
Other Texas and Southeast US	44,457
Greater Mid-Continent US	33,006
Greater Rockies	13,560
Greater Northeast US	30,065
California	22,299

\*Most data points represent a single well; may include separately reported completions and/or lease level divided by well count.

## JPT Article: February 1, 2021

By Laura Freeman



BUSINESS/ECONOMICS

### Hundreds of Thousands of Stripper Wells —Massive Liability or Golden Opportunity?

Although they only make up about 10% of total US production, the vast majority of onshore US conventional wells are stripper wells. What are the implications for buyers seeking assets?

February 1, 2021 By Laura Freeman  
Journal of Petroleum Technology

