



News Release

Two significant players in Alberta’s oil and gas market merge

Hatch strengthens oil and gas portfolio with acquisition of Upside Engineering Ltd.

For Immediate Release

September 11, 2019

Calgary, Canada—Hatch is pleased to announce that Upside Engineering Ltd. has joined Hatch Ltd., bringing together the largest oil and gas process team for complex upstream and downstream flowsheet development in Canada with a well-established local engineering firm that specializes in midstream hydrocarbon business.

“Together, we will take on and solve the toughest oil and gas challenges, from consultancy and feasibility through to operations to serve the entire value chain in Alberta, Western Canada, and beyond,” said Hatch’s Chairman and CEO John Bianchini. “We look forward to bringing positive change to Alberta’s oil and gas industry by leveraging Hatch’s unique blend of technology and process excellence in upstream and downstream oil and gas, combined with Upside Engineering’s proven track record of delivering midstream projects.”

Hatch and Upside Engineering are both privately-held, Canadian-founded firms, having respectively served Western Canada’s oil and gas sector from Calgary for over 30 years. Both organizations have stayed the course in the region, demonstrating a true commitment to the resiliency and sustainability of the oil and gas industry in Alberta. In addition, this new partnership brings together two of Canada’s Best Managed Companies.

“Being equipped with a fully integrated project delivery capability and capacity will allow our joint organization to create stronger alliances in Alberta,” said Chris Read, President, Upside Engineering. “Drawing on Hatch’s global and diverse network, we are excited to focus on our service offering to our clients, while continuing to grow our market share.”

CIBC Mid-Market Investment Banking served as financial advisor, with Blake, Cassels & Graydon LLP serving as legal advisor to Upside Engineering.

Additional quotes:

“Our combined organization will be unparalleled in its ability to design and deliver the most technically challenging oil and gas projects, many of which will feature a strong integration with power generation, storage, and transmission solutions.”—Robert Francki, Global Managing Director, Energy, Hatch.

“Hatch Upside seeks to transform the oil and gas industry by reframing the way in which we deliver unprecedented outcomes for clients, whether it’s by creating commercially viable, lower-carbon projects that employ innovative flowsheets, technologies, and renewable power generation capabilities; developing in-situ recovery and partial upgrading technology for oil sands; or building one-of-a-kind LNG export terminal and multi-product gas-monetization production facilities that enable value-add products.”—Sanjiv Save, Managing Director, Oil & Gas, Hatch.

For more information, please contact:

Sanjiv Save, Managing Director, Oil & Gas, Hatch
+1 403 920 3430

Chris Read, President, Upside Engineering
+1 403 290 4747

About Hatch

At Hatch, we offer comprehensive services to the mining and metals, energy—oil and gas and power—and infrastructure sectors. This includes engineering, project execution, advisory, performance improvement, digital, environmental, earth sciences, and Indigenous engagement. Our engineering and project delivery skills cover all phases of activity—conceptualization, design, construction management, start-up and ramp-up, to full operations—all of which are supported by an unparalleled ability to implement novel technologies and upgrade mature operations. Our six decades of experience allows us to respond quickly with sustainable solutions that are smarter, more efficient, and more innovative. We draw upon our 9,000 staff operating in over 18 nations with experience spanning more than 150 countries to challenge the status quo and create positive change for

our clients, our employees, and the communities we serve. We are entrepreneurs with a technical soul.

About Upside Engineering

Operating exclusively in the energy sector, Upside Engineering offers the full spectrum of engineering and design services, as well as procurement and project management services, focused primarily in the oil and gas midstream industry. Our people are our strength and they are empowered to find solutions for our clients. By demonstrating our flexibility while delivering solutions, we have built a reputation of providing quality services since 1989.