



# 2013 Fourth Quarter Financial & Strategic Update

February 14, 2014

**Al Monaco**

President & CEO

**J. Richard Bird**

Executive Vice President,  
CFO and Corporate Development





- Presenters:

**Al Monaco**

President & CEO

**J. Richard Bird**

Executive Vice President, CFO and  
Corporate Development

- Question & Answer Period

This presentation includes certain forward looking information (FLI) to provide Enbridge shareholders and potential investors with information about Enbridge and management's assessment of its future plans and operations, which may not be appropriate for other purposes. FLI is typically identified by words such as "anticipate", "expect", "project", "estimate", "forecast", "plan", "intend", "target", "believe" and similar words suggesting future outcomes or statements regarding an outlook. Although we believe that our FLI is reasonable based on the information available today and processes used to prepare it, such statements are not guarantees of future performance and you are cautioned against placing undue reliance on FLI. By its nature, FLI involves a variety of assumptions, risks, uncertainties and other factors which may cause actual results, levels of activity and achievements to differ materially from those expressed or implied in our FLI. Material assumptions include assumptions about: the expected supply and demand for crude oil, natural gas and natural gas liquids; prices of crude oil, natural gas and natural gas liquids; expected exchange rates; inflation; interest rates; the availability and price of labour and pipeline construction materials; operational reliability; anticipated in-service dates and weather.

Our FLI is subject to risks and uncertainties pertaining to operating performance, regulatory parameters, weather, economic conditions, exchange rates, interest rates and commodity prices, including but not limited to those discussed more extensively in our filings with Canadian and US securities regulators. The impact of any one risk, uncertainty or factor on any particular FLI is not determinable with certainty as these are interdependent and our future course of action depends on management's assessment of all information available at the relevant time. Except to the extent required by law, we assume no obligation to publicly update or revise any FLI, whether as a result of new information, future events or otherwise. All FLI in this presentation is expressly qualified in its entirety by these cautionary statements.

This presentation will make reference to certain financial measures, such as adjusted net income, which are not recognized under GAAP. Reconciliations to the most closely related GAAP measures are included in the earnings release and also in the Management Discussion and Analysis posted to the website.

- Highlights
- Progress on Strategic Priorities
- Financial Results & Funding Status
- Outlook



**Greg Harper**  
President, Gas Pipelines & Processing



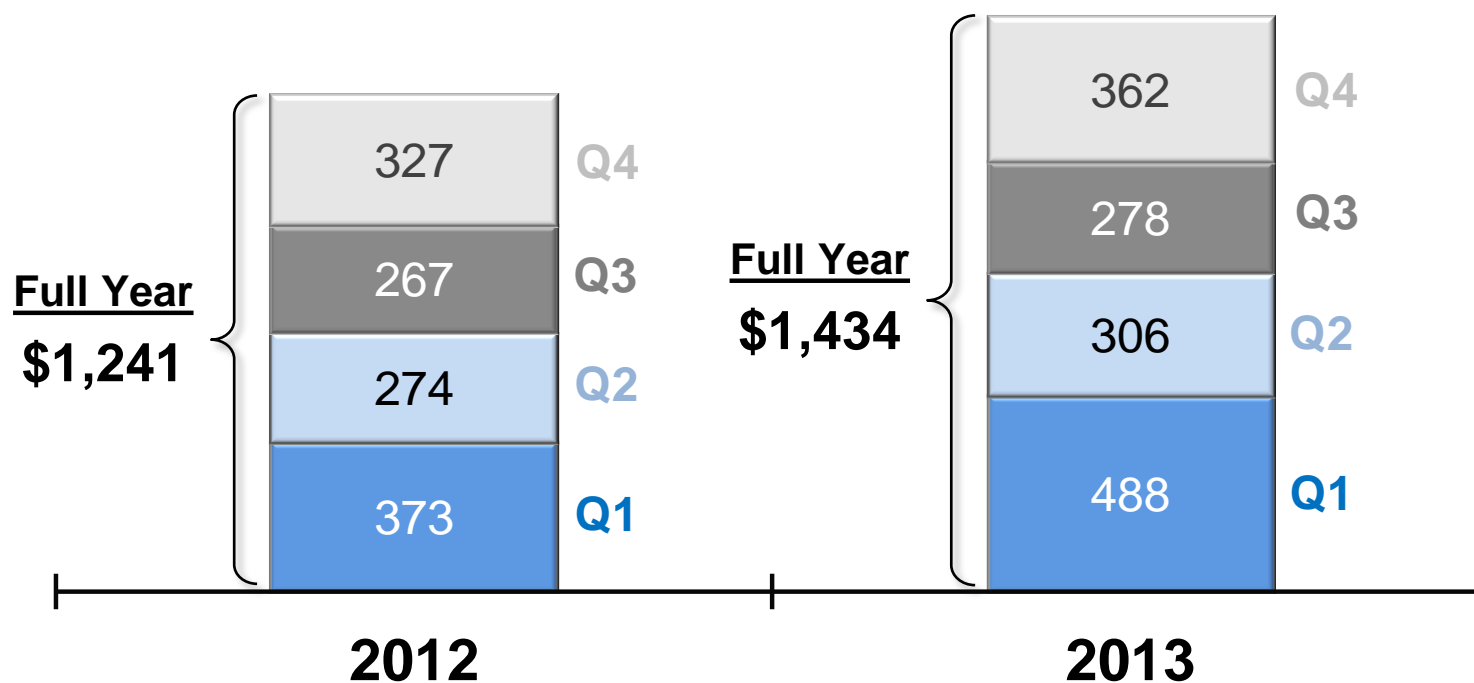
**Steve Wuori**  
Strategic Advisor, Office of the President & CEO



**Guy Jarvis**  
President, Liquids Pipelines

## Adjusted Earnings\*

(CAD\$ Millions)



Full Year  
EPS

**\$1.61**

11%

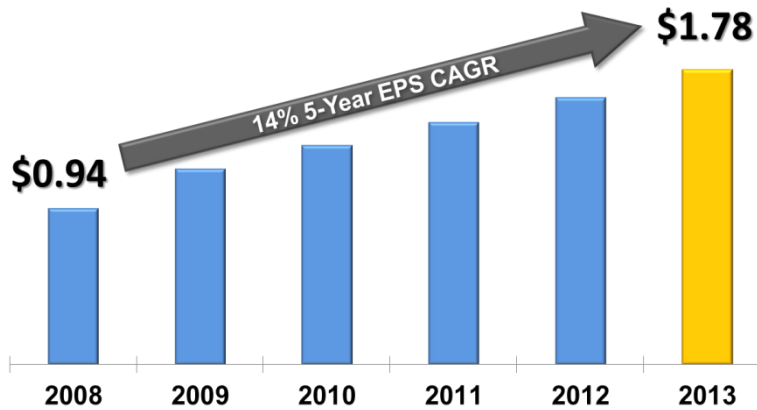
**\$1.78**

\* Adjusted earnings and adjusted EPS are non-GAAP measures. For more information on non-GAAP measures please refer to disclosure in news release.

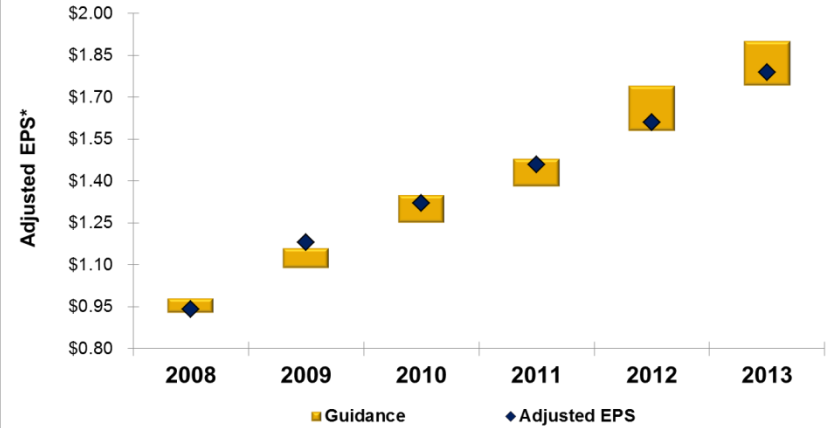
# Value Proposition



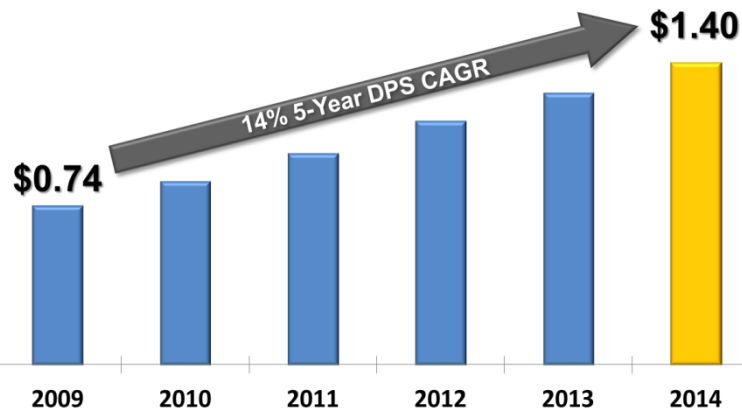
## Historic Earnings\* Per Share Growth



## Reliable Business Model

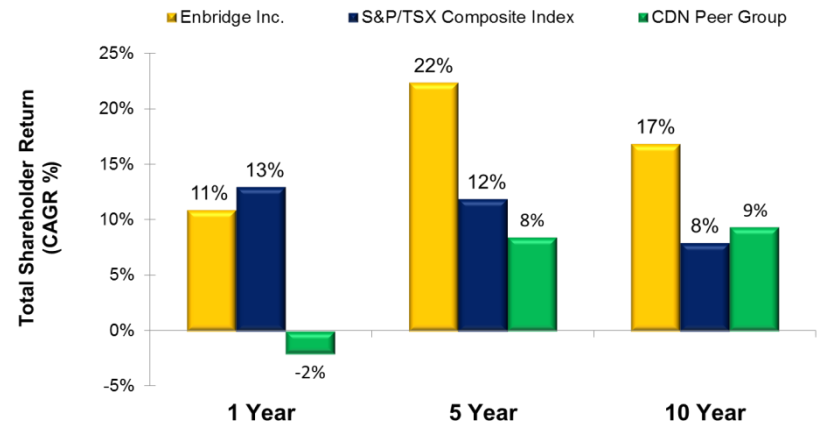


## 11% Dividend Increase for 2014



## Significant Value Creation

As at December 31, 2013

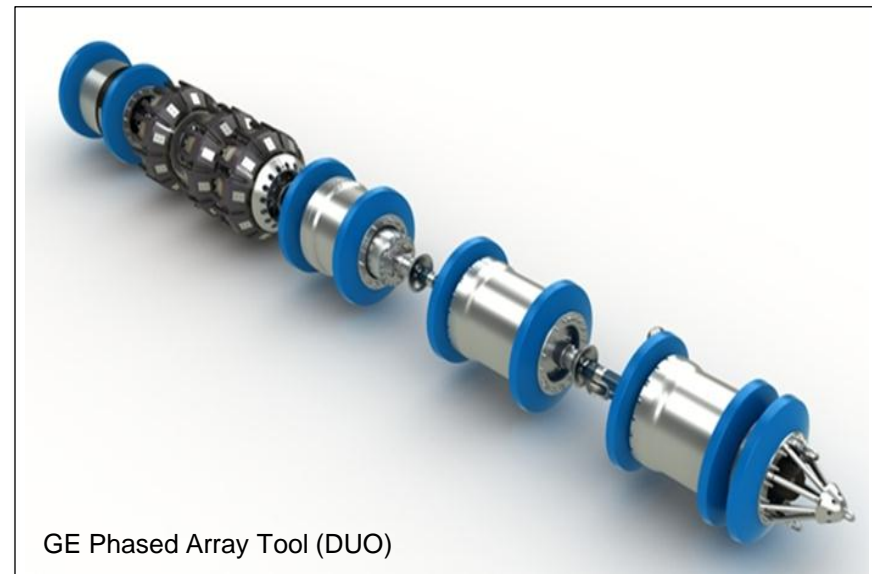


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# 1. Focus on Safety & Operational Reliability



- Operation Risk Management Program
- Continuation of Extensive Integrity Management Programs
- Emphasis on Governance, Systems and Safety Culture



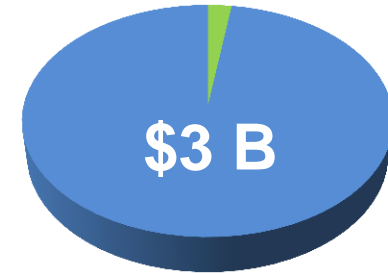
GE Phased Array Tool (DUO)



## 2. Execute the Growth Capital Program



### Projects In-service



■ Completed at 2% under total budget

10 of 11 projects delivered on or ahead of schedule

### Projects In-service 2014 - 2015



■ Running <1% under total budget

23 of 29 projects on or ahead of schedule

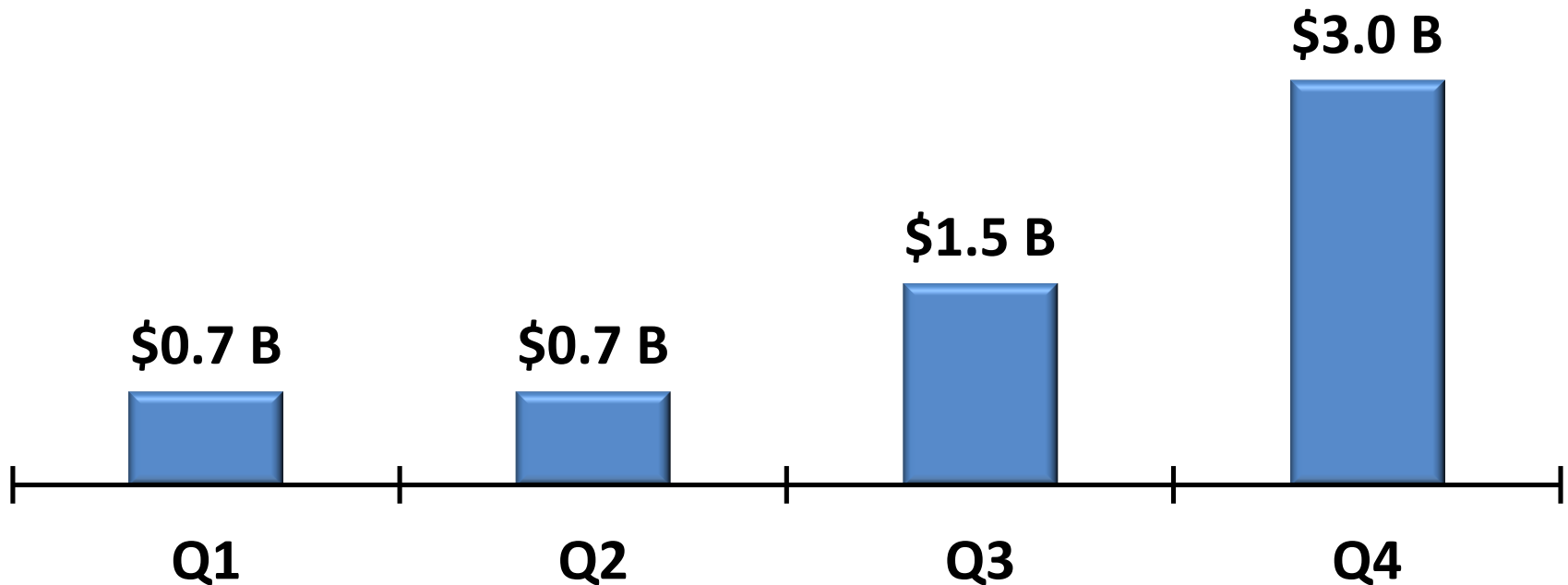
## 2013 MP Projects Placed Into Service

COMPLETED:	In-Service Date
Massif du Sud Wind Project (\$0.2B)	January
Seaway – Reversal/Expansion (\$0.1B)	January
Bakken Expansion Program (\$0.5B)	March
Berthold Rail Project (\$0.1B)	March
Athabasca Pipeline Capacity Expansion - PH1 (\$0.2B)	March
Eastern Access Toledo Expansion - Line 79 (\$0.2B)	May
Suncor Bitumen Blend (\$0.2B)	June
Montana-Alberta Tie-Line (\$0.4B)	September
Ajax Cryogenic Processing Plant (\$0.2B)	September
Lac Alfred Wind Project (\$0.3B)	August
Athabasca Pipeline Capacity Expansion - PH2 (\$0.2B)	December

### 3. Extend and Diversify Growth



#### \$6 Billion in New Growth Projects Secured in 2013



- Canadian Mainline (AB Clipper to 800 kbpd)
- U.S. Mainline (AB Clipper to 800 kbpd)
- AOC Hangingstone

- Blackspring Ridge Wind Project
- Beckville Processing Plant
- Surmont Phase 2 Expansion

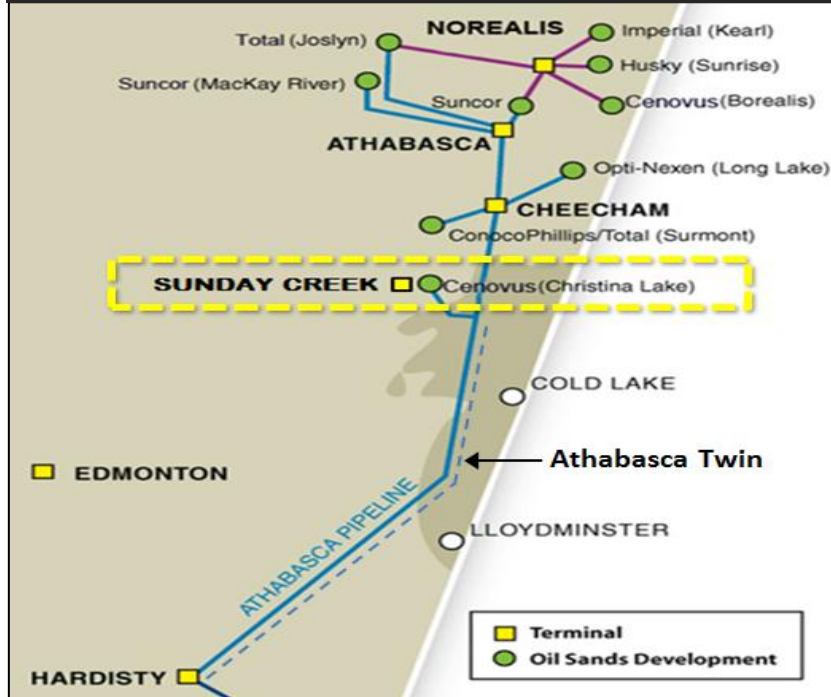
- St. Robert Bellarmin Wind Project
- Woodland Pipeline Extension
- JACOS Lateral

- Wood Buffalo Extension
- Norlite Diluent Pipeline

# Recent Developments – Projects Secured



## Sunday Creek Terminal



- \$0.2 billion in capital
- In-service Q3 2015
- New 350,000 barrel tank
- Located in northern Alberta

## Keechi Creek Wind Project



- \$0.2 billion in capital
- In-service Q1 2015
- 110 Megawatts
- Located in Jack County, Texas

- **Northern Gateway:**
  - NEB: Joint Review Panel**Recommended for Approval with Conditions**
- **Greater Toronto Area Project:**
  - Ontario Energy Board**Approved**
- **Alberta Clipper Expansions:**
  - NEB/DOS**Approved in Canada  
Pending in United States**
- **Edmonton to Hardisty:**
  - NEB**Recommended for Approval**
- **Line 9B Reversal:**
  - NEB**Pending**

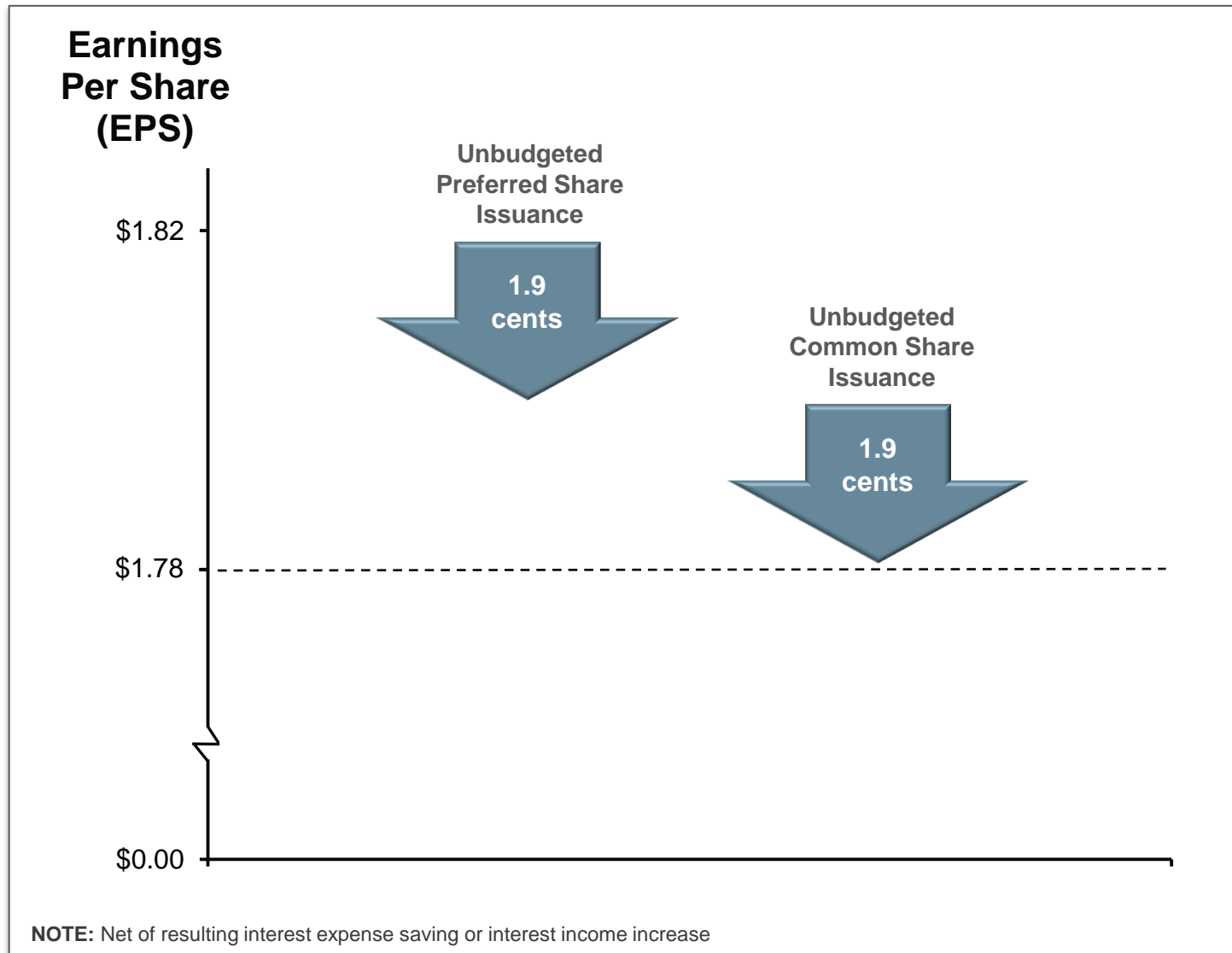
# Segmented Earnings\* Variance



SEGMENT	Q4 2013 vs. Q4 2012 (\$ Millions)	FY 2013 vs. FY 2012 (\$ Millions)
Liquids Pipelines	+ 28	+ 115
Gas Distribution	+ 4	–
Gas Pipelines, Processing and Energy Services	- 25	+ 27
Sponsored Investments	+ 21	+ 49
Corporate	+ 7	+ 2
<b>TOTAL</b>	<b>+ 35</b>	<b>+ 193</b>

\* Adjusted earnings are non-GAAP measures. For more information on non-GAAP measures please refer to disclosure in news release.

# Pre-funding Impact on 2013 EPS



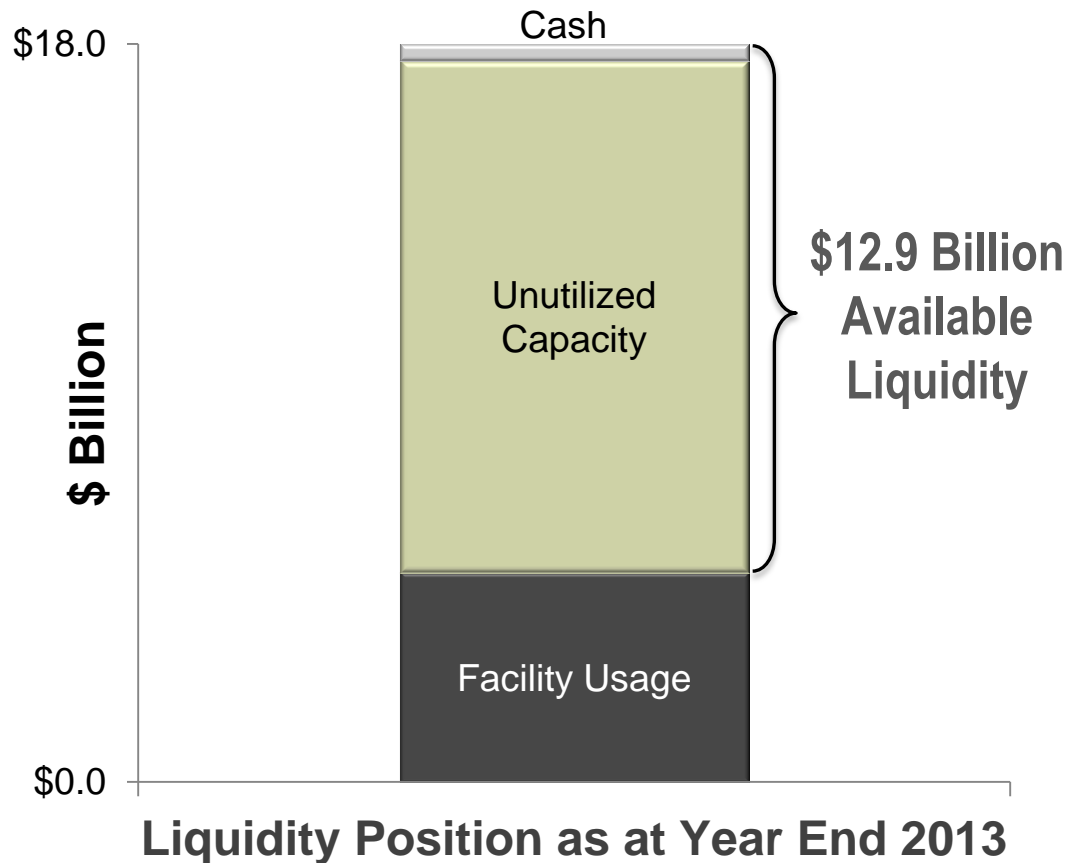
# Enterprise Wide Funding and Liquidity Actions



FUNDING SOURCES	Full Year 2013 (\$ Billions)
ENB Common Equity Offering	\$0.6
Noverco's Secondary Offering	\$0.2
ENB Preferred Shares	\$1.5
ENB DRIP	\$0.4
EEP Common Unit Offering	\$0.5
EEP PIK	\$0.1
ENF Common Share Offering	\$0.1
MEP Initial Equity Offering	\$0.4
Medium Term Notes	\$2.8
Bank Credit Facility Additions*	\$3.7
<b>TOTAL</b>	<b>\$10.3 Billion</b>

\* In Nominal CAD and US Currencies

## Consolidated Credit Facilities & Cash\*



\* Includes Enbridge Inc., Enbridge Energy Partners LP, Enbridge Income Fund



# 2013 – 2017 Funding Requirements Excluding Sponsored Investments



(\$ billions, as at February 2014)

Maintenance Capital	6.6
Secured Growth Capital	23.4
Risked Growth Capital	5.2
	<b>35.2</b>
Cash Flow Net of Dividends	(14.6)
<b>Net Funding Requirement</b>	<b>20.6</b>

Debt	
Total Requirement	14.6
Cash on Hand	(1.1)
Total Requirement, Net of Cash	13.5
2013 – 2017 Maturities	3.8
2013 Preferred Share Issuances	(0.7)
Debt Already Issued	(2.8)
Bridge Funding of EEP Preferred Unit	(1.2)
<b>Debt Requirement</b>	<b>12.6</b>

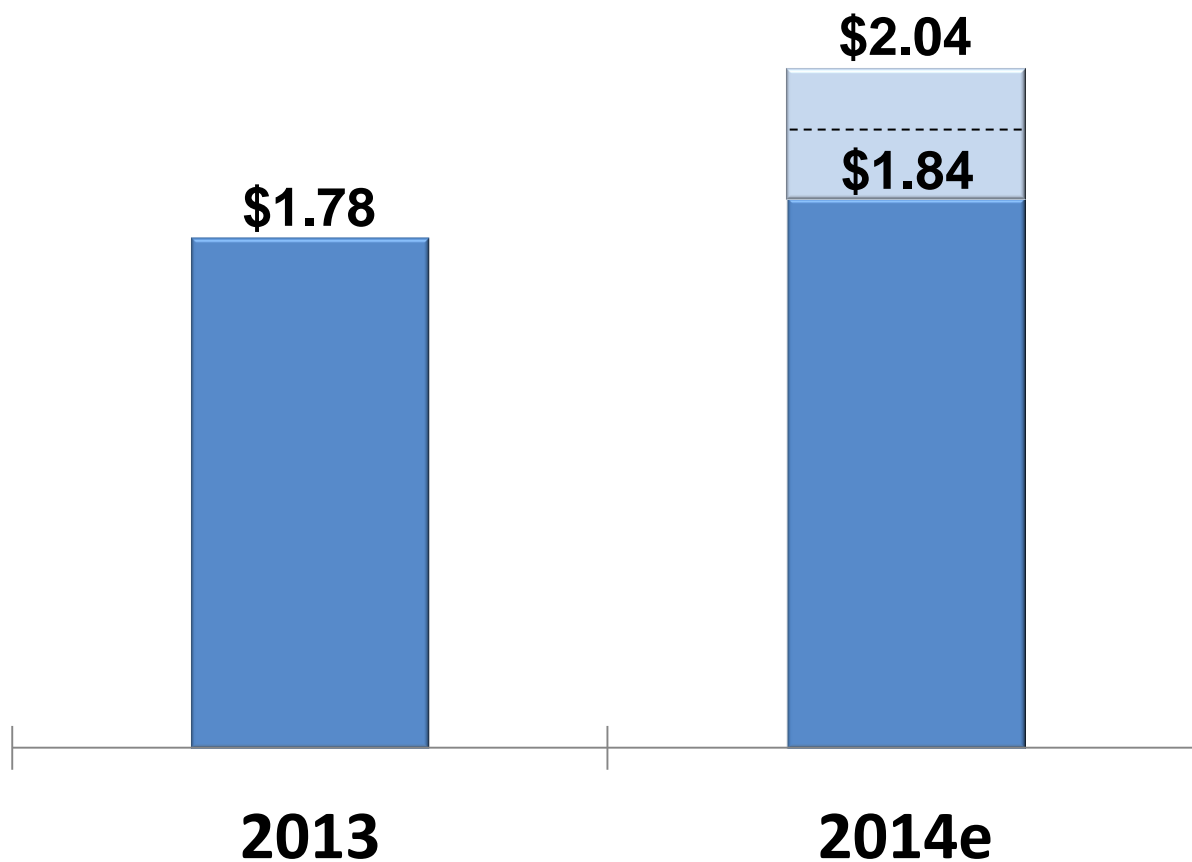
Equity	
Total Requirement	6.0
2013 Common Share Issuances	(0.6)
2013 Noverco Secondary Offering	(0.2)
2013 Preferred Share Issuances	(0.7)
DRIP/ESOP	(2.5)
<b>Equity Requirement</b>	<b>2.0</b>

## 2013 – 2017 Remaining Requirement \$2.0 Billion:

	\$ Billions
Preferred Shares	\$1.8
Sponsored Vehicle Drop Downs (Including Midcoast Energy Partners)	\$4.0
New U.S. Co-Funding Vehicle	\$1.0
<b>TOTAL</b>	<b>\$6.8</b>

ENB Public Equity	~
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## 2014 Adjusted EPS\* Guidance Range

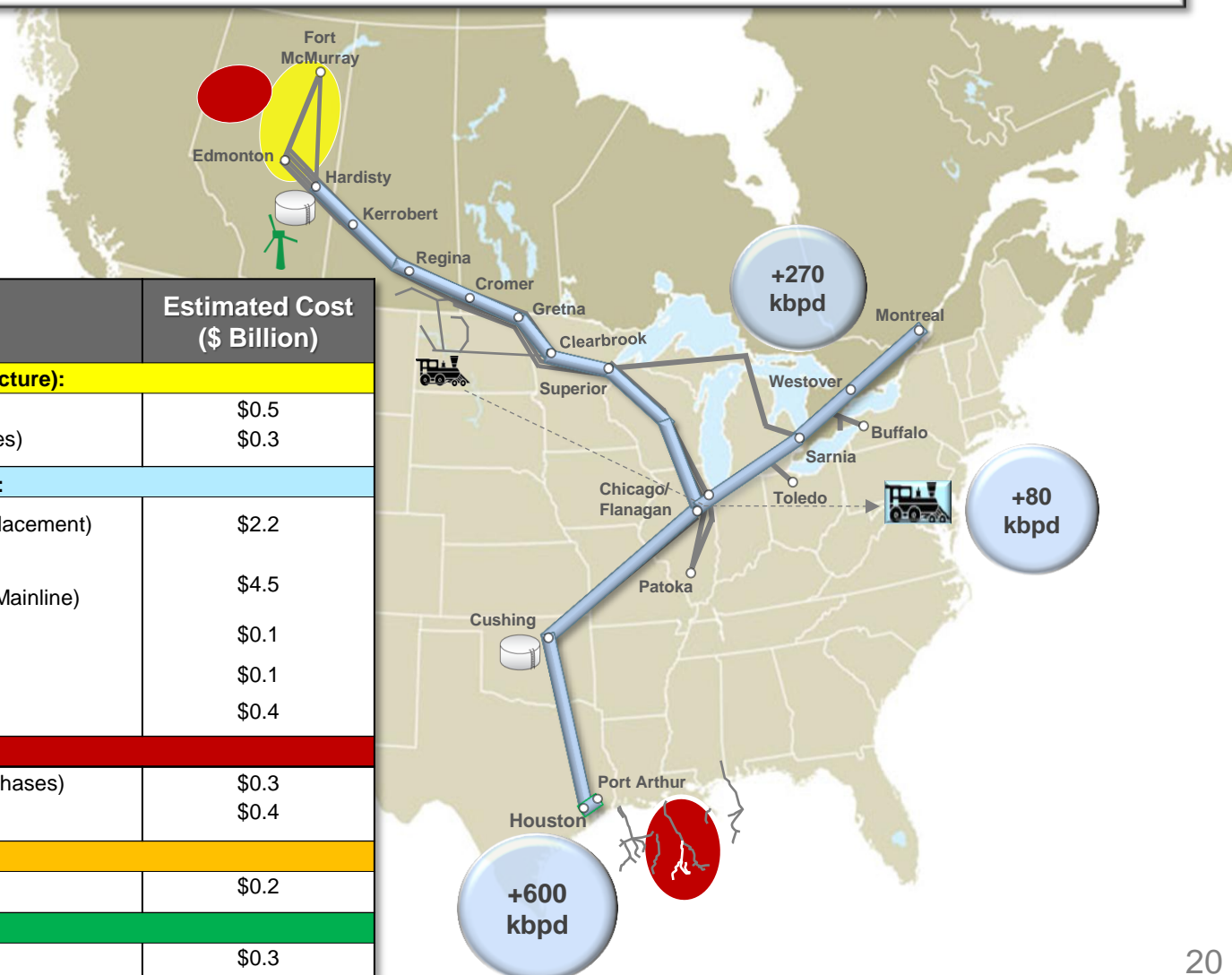


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# Enterprise Wide Growth Capital In-service 2014



**\$9.3 Billion In-Service in 2014**

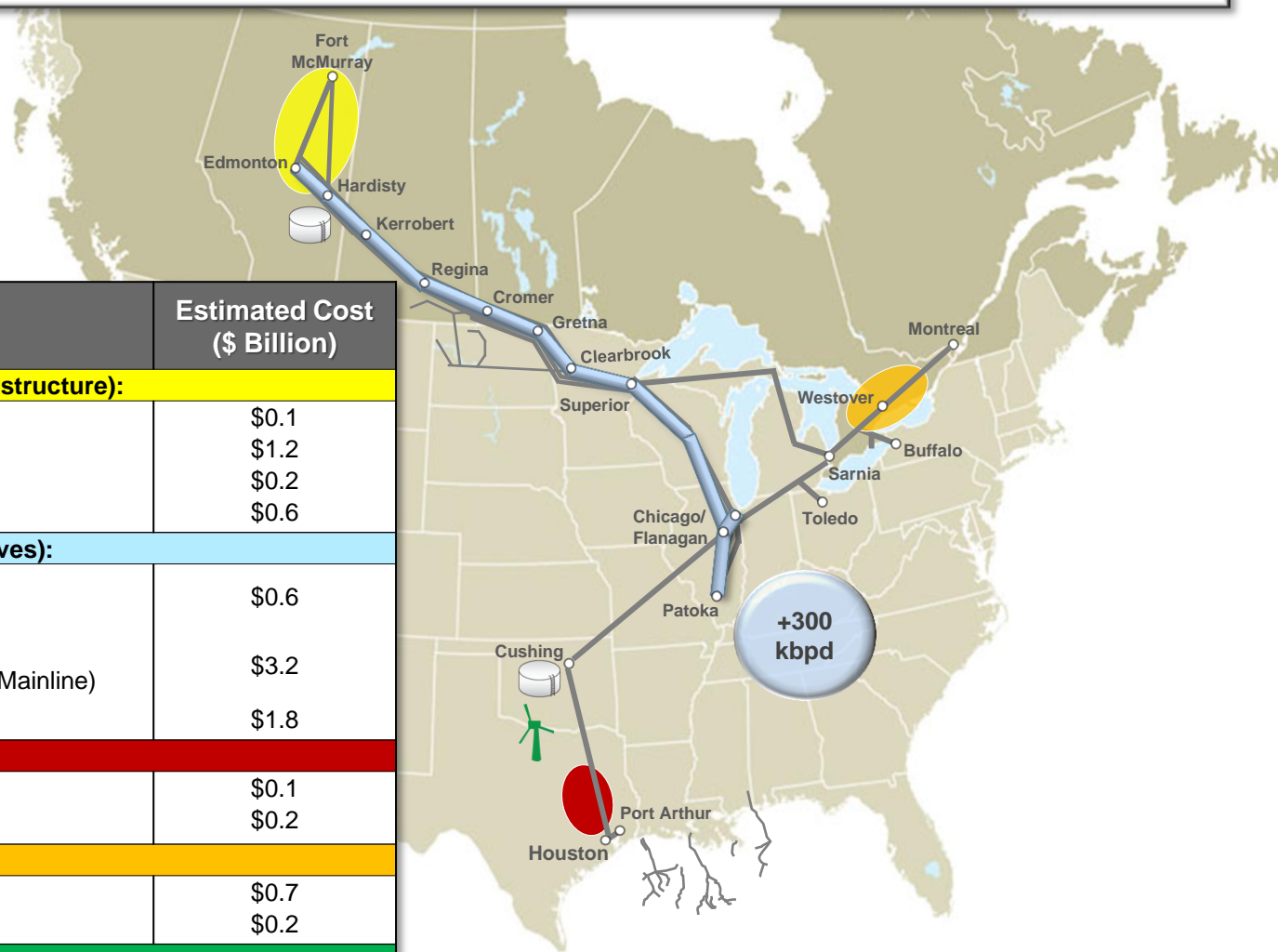


Projects	Estimated Cost (\$ Billion)
<b>Liquids Pipelines (Alberta Regional Infrastructure):</b>	
Norealis Pipeline	\$0.5
Surmont Phase 2 Expansion (2014-2015 Phases)	\$0.3
<b>Liquids Pipelines (Market Access Initiatives):</b>	
Eastern Access (Line 9 Reversal, Line 6B Replacement)	\$2.2
Western USGC Access: (Flanagan South, Seaway Twin, Associated Mainline)	\$4.5
Light Oil Market Access (Line 9 Expansion)	\$0.1
Eddystone Rail Project	\$0.1
Line 6B 75 Miles Replacement Program	\$0.4
<b>Gas Pipelines:</b>	
Pipestone and Sexsmith Project (2012-2014 Phases)	\$0.3
Walker Ridge Gas Gathering System	\$0.4
<b>Gas Distribution:</b>	
Other EGD Growth Capital	\$0.2
<b>Green Power:</b>	
Blackspring Ridge Wind Project	\$0.3

# Enterprise Wide Growth Capital In-service 2015

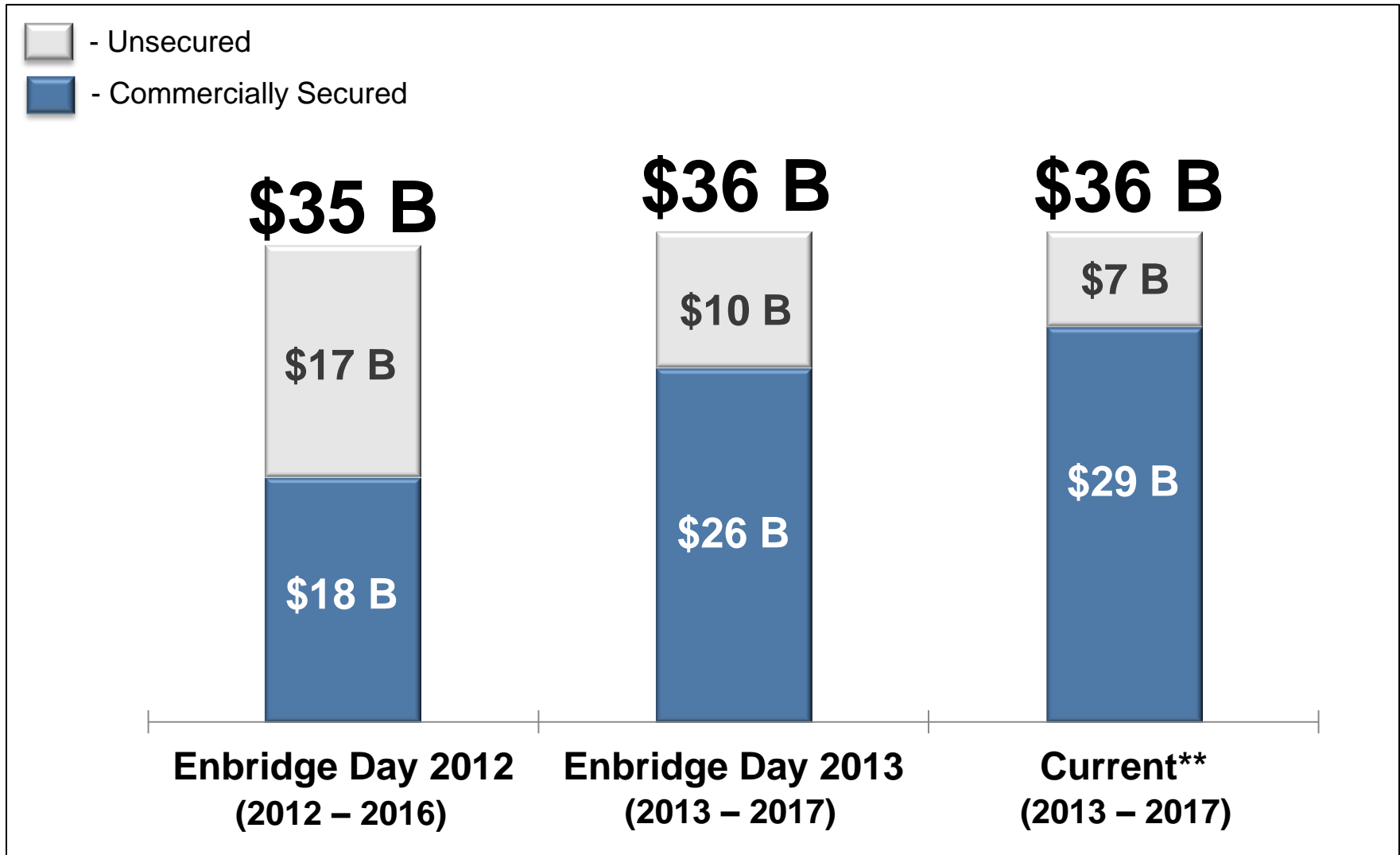


**\$9.1 Billion In-Service in 2015**



Projects	Estimated Cost (\$ Billion)
<b>Liquids Pipelines (Alberta Regional Infrastructure):</b>	
AOC Hangingstone	\$0.1
Athabasca Pipeline Twinning	\$1.2
Sunday Creek Terminal Expansion	\$0.2
Woodland Pipeline Expansion	\$0.6
<b>Liquids Pipelines (Market Access Initiatives):</b>	
Western U.S. Gulf Coast Access (Associated Mainline)	\$0.6
Light Oil Market Access (SAX, Chicago Connectivity, Associated Mainline)	\$3.2
Edmonton to Hardisty Expansion	\$1.8
<b>Gas Pipelines:</b>	
Beckville Cryogenic Processing Facility	\$0.1
Big Foot Oil Pipeline	\$0.2
<b>Gas Distribution:</b>	
Greater Toronto Area Project	\$0.7
Other EGD Growth Capital	\$0.2
<b>Green Power:</b>	
Keechi Creek Wind Project	\$0.2

# Enterprise Wide\* Growth Capital Program (By In-service Date)



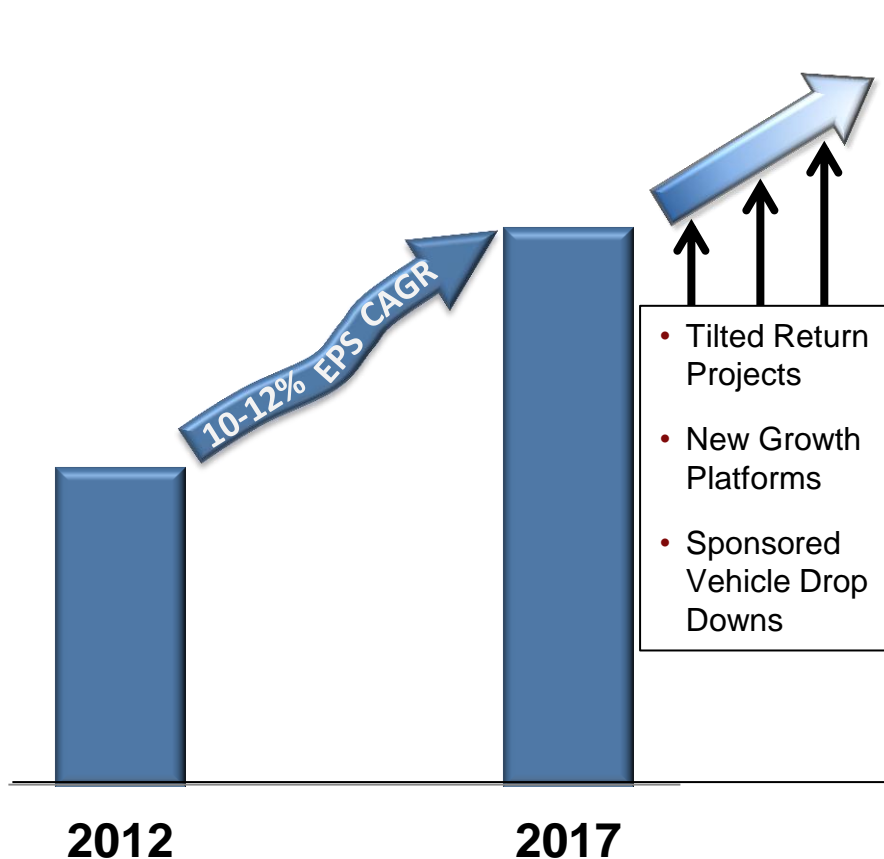
\* Includes ENB, EEP, and ENF

\*\* As at February 2014

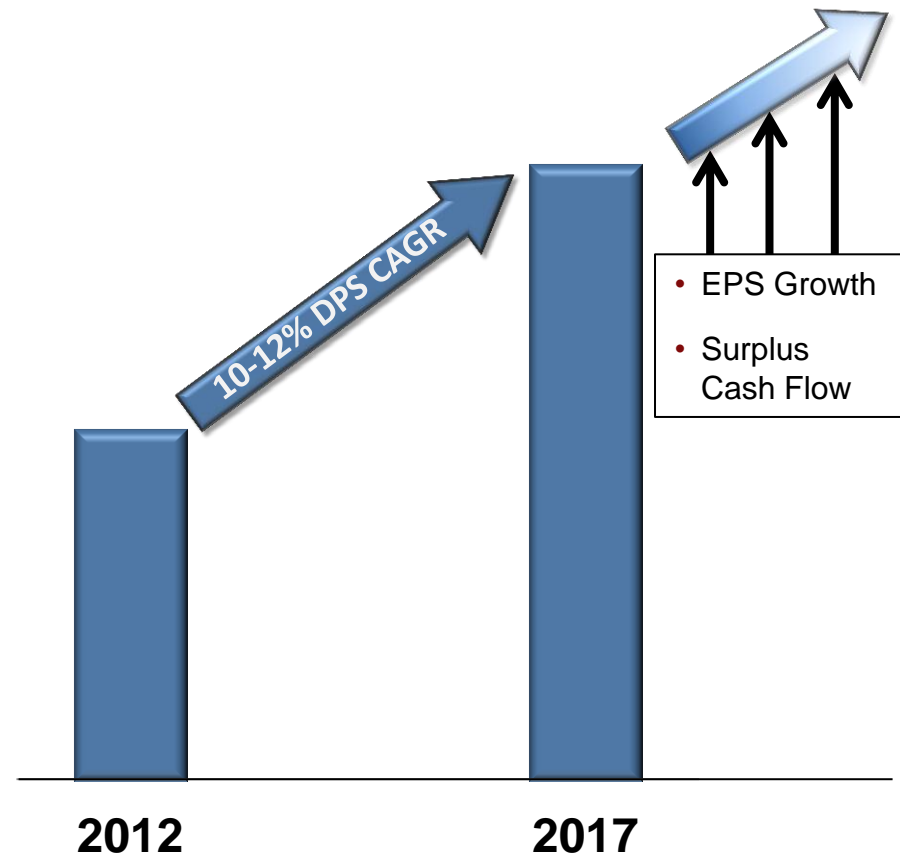
# Industry Leading EPS & DPS Outlook



## An Industry Leading EPS\* Growth Outlook (but lumpy)



## An Industry Leading DPS Growth Outlook (smoother)



\* Adjusted earnings are non-GAAP measures. For more information on non-GAAP measures please refer to disclosure in news release.

- Strong Financial Results
- Excellent Progress in the 3 Strategic Priorities
  1. Safety & Operational Reliability
  2. Execute the Growth Capital Program
  3. Extend and Diversify Growth
- ~\$18 Billion Coming into Service in 2014/2015
- \$36 Billion Capital Program, Drives 10-12% EPS Growth Through 2017
  - \$29 Billion in Commercially Secured Growth Projects





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## Q&A