

# 2015 Third Quarter Financial & Strategic Update

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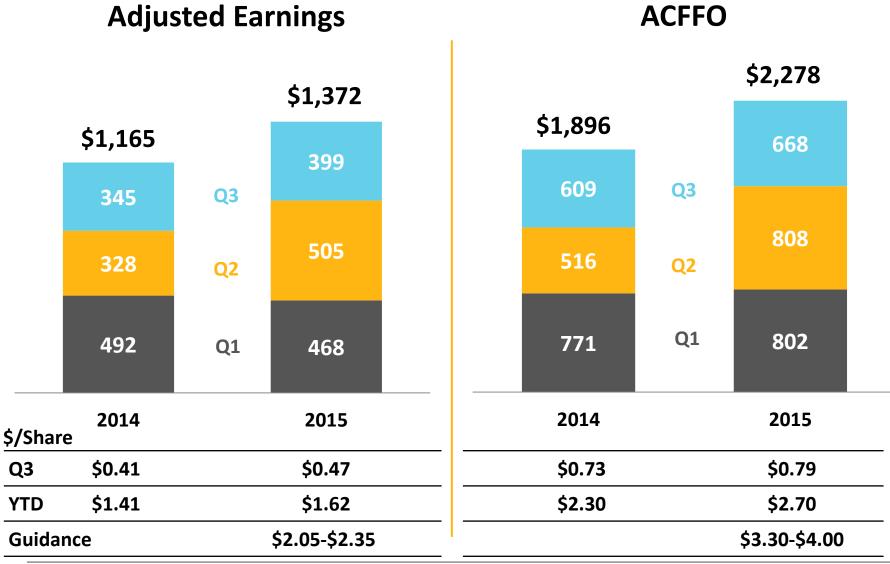
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This presentation will make reference to non-GAAP measures including adjusted earnings and ACFFO, together with respective per share amounts. These measures are not measures that have a standardized meaning prescribed by U.S. GAAP and may not be comparable with similar measures presented by other issuers. Additional information on the Company's use of non-GAAP measures can be found in Management's Discussion and Analysis available on the Company's website and www.SEDAR.com and the news release.

# **Agenda**

- Third Quarter Financial Highlights
- Business Update
- Financial Review
- Outlook

#### Financial Highlights – Adjusted Earnings\* and ACFFO\* (millions)

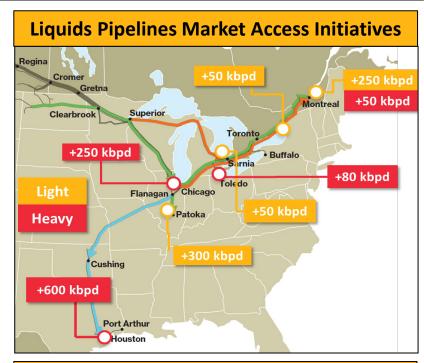


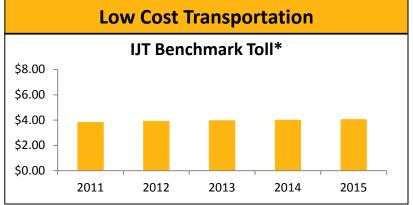
<sup>\*</sup>Available cash flow from operations (ACFFO) and adjusted earnings are non-GAAP measures. For more information on non-GAAP measures please refer to disclosure in the MD&A.

#### **Focused On Customers**

#### Opening 1.7 mmbpd of access to the best markets

- Full path solution to USGC
- Access to WCSB and Bakken crude for Quebec refiners
- Stable, low cost tolls
- Effective supply chain management (\$400mm savings)
- Capital optimization (\$400mm savings)
  - Wood Buffalo Extension





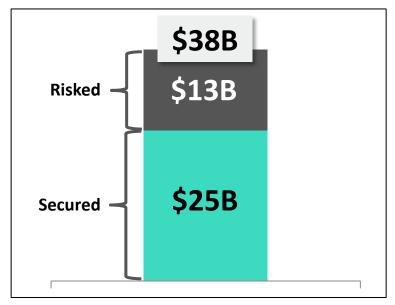


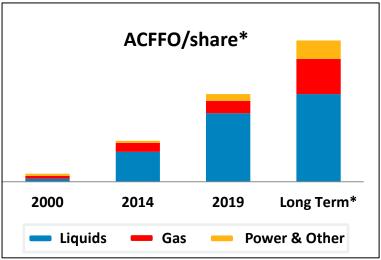
# **Project Execution – 2015 Projects**

#### \$8 Billion to be completed in 2015 Fort McMurray Cheecham **Estimated Cost Hardisty Projects** (\$ Billion) Liquids Pipelines (Alberta Regional Infrastructure): \$0.2 **AOC** Hangingstone **Sunday Creek Terminal Expansion** \$0.2 Gretna **Woodland Pipeline Expansion** \$0.7 Montreal Liquids Pipelines (Market Access Initiatives): Superior Clearbrook Western USGC Access: Toronto **Associated Mainline Expansions** \$0.7 Eastern Access: \$0.7 Line 9 Reversal Sarnia Light Oil Market Access: Toledo Flanagan Chicago Southern Access Extension \$0.6 \$0.5 Chicago Connectivity Patoka \$1.5 **Associated Mainline Expansions** \$0.1 Line 9 Expansion **Edmonton to Hardisty Expansion** \$1.8 Gas Pipelines: Cushing **Beckville Cryogenic Processing Facility** \$0.2 Big Foot Oil Pipeline \$0.2 New Gulf Resources & Ghost Chili Lateral \$0.2 **Gas Distribution:** Port Arthur \$0.4 Greater Toronto Area Project \$0.2 Other EGD Growth Capital Houston Green Power: Keechi Creek Wind Project \$0.2

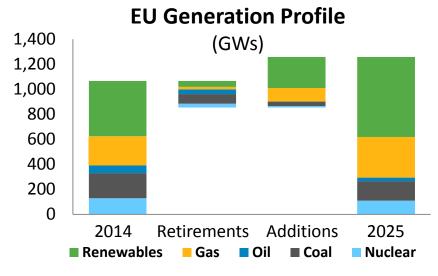
# **Strategic Context For Offshore Wind**

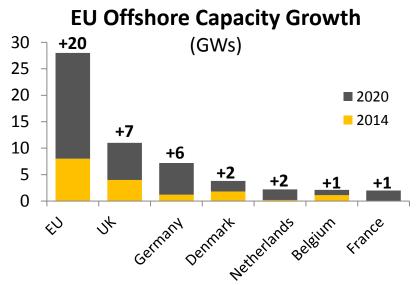
- Strategic priority to extend and diversify growth
  - Natural Gas
  - Power Generation
- Natural extension of onshore wind business
  - Timely entry point to the European offshore wind business
- Consistent with ENB value proposition

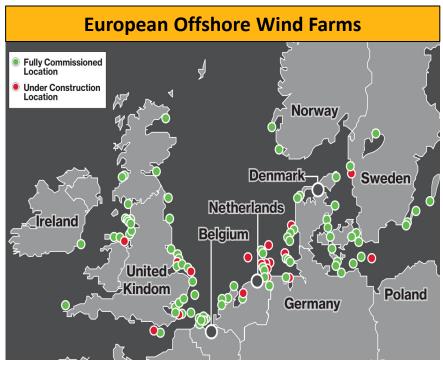




#### **Offshore Wind - Fundamentals**



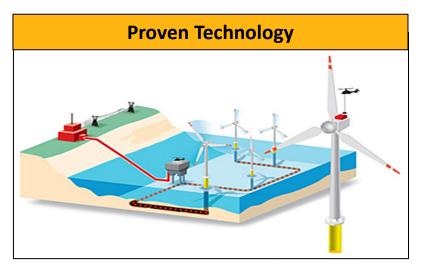




### Offshore Wind - Value Proposition

- Similar to onshore wind
  - Proven technology
- Strong commercial underpinning
  - Long term PPAs
  - Established power markets
  - Stable political environment, currency
- Manageable capital cost risk
  - Well developed supply chain
  - Fixed price contracts
  - Project management capability
- Premium to cost of capital





# Rampion Offshore Wind Project – U.K.



#### **Project Details**

Capacity: 400MW

Ownership: 24.9%

Investment: \$750mm (£370mm)

Partners: E.ON (50.1%)

Green Investment Bank (25%)

Developer &

Operator:

E.ON (25 year O&M contract)

Commercial

Underpinning:

15 year PPA (100% of volume)

• 20 year Renewable Obligation

Credits (fixed price +

escalation)

Merchant sales

Schedule: Construction September: 2015

Full Operations: 2018

## **Sponsored Vehicles Update**

#### **Enbridge Income Fund Holdings (ENF)**

- \$30.4B drop down completed September 1st
- \$0.7B equity issuance announced October 13th<sup>1</sup>
- \$1B EPI debt issuance completed September 29

#### **Enbridge Energy Partners (EEP)**

- US\$1.6B debt issuance completed October 6
- Selective drop down strategy of \$0.5B/year<sup>2</sup> announced in October
  - Enhance distribution growth profile to 5%+ CAGR through 2019

# **Q3 Segmented Adjusted Earnings\* Variance**

Adjusted Earnings (\$ Millions)	Q3 2015 Before Drop Downs	Q3 2014	Q3 2015 As Reported
Liquids Pipelines	299	221	195
Gas Distribution	1	(9)	1
Gas Pipelines, Processing & Energy Services	(6)	20	(21)
Sponsored Investments	120	126	224
Corporate	(6)	(13)	-
Incremental NCI	(9)	-	-
2015 Adjusted Earnings*	\$399	\$345	\$399

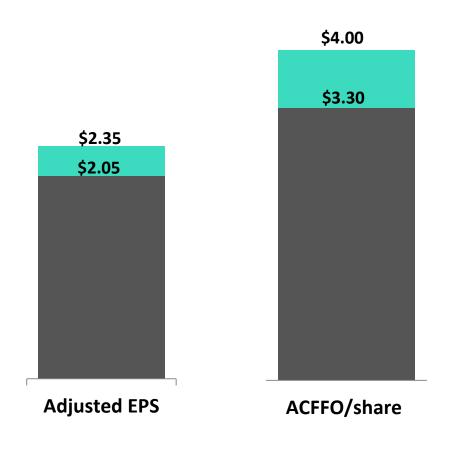
# **Q3 ACFFO\* Variance**

ACFFO (\$ Millions)	Q3 2015	Q3 2014	Variance
Operating Cash Flow	\$1,092	\$1,056	+36
Maintenance Capital	(204)	(259)	+55
Preferred Dividends	(72)	(63)	(9)
Distributions to NCI	(204)	(153)	(51)
Other	56	28	28
2015 ACFFO	\$668	\$609	+59

<sup>\*</sup>Available cash flow from operations (ACFFO) is a non-GAAP measure. For more information on non-GAAP measures please refer to disclosure in the MD&A.

#### **2015 Guidance Outlook**

- ACFFO on track, adjusted EPS trending to lower half of range
- Lower than expected results from Line 9 and Aux Sable
- Volume disruptions in October offset FX and cost management tailwinds



# **Financing Flexibility**

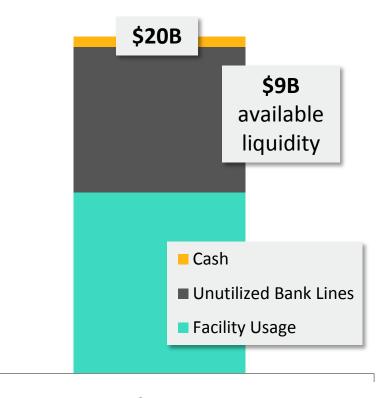
#### **Funding to Date**

(\$ millions, nominal)

Debt Funding	
Enbridge Gas Distribution	570
Enbridge Pipelines Inc.	1,000
EEP	1,600
Equity Funding	
ENB DRIP	480
EEQ PIK	120
EEP Class A Common Units	300
ENF*	700
Total	4,770

### Consolidated Liquidity

(\$ billions)



October 2015

# **ENF/Fund Q3 Results**

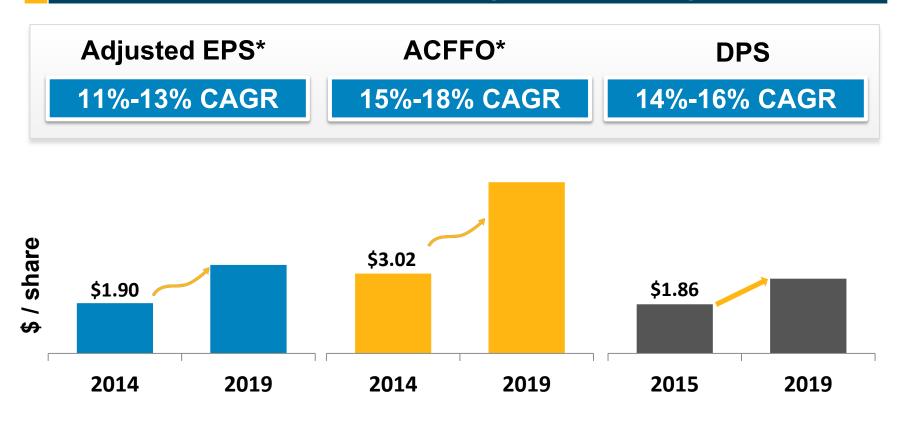
# 10% DPS increase September 1; 10% DPS growth outlook through 2019

\$ Millions except per share amounts	Q3 2015	Q3 2014
Fund Group ACFFO	\$200	\$64
Distributions paid to Enbridge	(129)	(33)
Cash retained	(38)	(8)
Distributions paid to ENF	33	23
ENF (expenses)/recovery	3	(1)
ENF Earnings	\$36	\$22
ENF DPS	\$0.3984	\$0.3438

<sup>\*</sup> Adjusted earnings and Available cash flow from operations (ACFFO) are non-GAAP measures. For more information on non-GAAP measures please refer to disclosure in the MD&A.

#### **Five Year Growth Outlook**

# \$38B capital program drives robust and transparent EPS, ACFFO, and DPS growth through 2019





<sup>\*</sup>Adjusted earnings and ACFFO are non-GAAP measures. For more information on non-GAAP measures please refer to disclosure in MD&A.

#### **New Growth Opportunities**









#### **Liquids Pipelines**

- Low-cost mainline expansion programs
- Market access expansions/extensions
- USGC regional infrastructure

#### **Gas Distribution**

- Retail, commercial, and industrial load growth
- System renewal and expansion
- Storage and transportation

#### **Gas Pipelines & Processing**

- Canadian midstream
- Offshore USGC
- Expand gas footprint

#### **New Platforms**

- Power generation and transmission
- Energy Services
- International

# **Key Takeaways**

- Strong Q3 and YTD results; on track to achieve full year adjusted EPS and ACFFO guidance ranges
- Focused on customers
- Solid progress on project execution
- Executing sponsored vehicle strategy
- Robust five-year plan supports highly transparent growth outlook through 2019
  - 15-18% ACFFO CAGR
  - 11-13% Adjusted EPS CAGR
  - 14-16% annual DPS growth



**Question & Answer Period** 



**Supplemental Slides** 

# **Adjusted Earnings Drop Down Reconciliation**

#### - Q3 2015 absolute

Adjusted Earnings (\$ Millions)	Before drop downs	Impact of Canadian Restructuring	Impact of Southern Lights / Alliance US	As reported
Liquids Pipelines	299	(93)	(11)	195
Gas Distribution	1	-	-	1
Gas Pipelines, Processing & Energy Services	(6)	(1)	(14)	(21)
Sponsored Investments	120	+90	+14	224
Corporate	(6)	-	+6	-
2015 Adjusted Earnings*	\$408	(4)	(5)	399



# **Adjusted Earnings Drop Down Reconciliation**

– Q3 2015 variance to Q3 2014

Adjusted Earnings (\$ Millions)	Before drop downs	Impact of Canadian Restructuring	Impact of Southern Lights / Alliance US	As reported
2014 Adjusted Earnings*	\$345			\$345
Liquids Pipelines	+78	(93)	(11)	(26)
Gas Distribution	+10	-	-	+10
Gas Pipelines, Processing & Energy Services	(26)	(1)	(14)	(41)
Sponsored Investments	(6)	+90	+14	+98
Corporate	+7	-	+6	+13
Total Variance	+63	(4)	(5)	+54
2015 Adjusted Earnings*	\$408	(4)	(5)	\$399

