

### **Financial Outlook**



#### Vern Yu

Executive Vice President & Chief Financial Officer



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This presentation makes reference to non-GAAP measures, including adjusted earnings before interest, income taxes, depreciation and amortization (Adjusted EBITDA), adjusted earnings per share, distributable cash flow (DCF) and DCF per share. Adjusted EBITDA represents EBITDA adjusted for unusual, non-recurring or non-operating factors on both a consolidated and segmented basis. Management uses adjusted EBITDA to set targets and to assess performance. Adjusted earnings represent earnings attributable to common shareholders adjusted for unusual, infrequent or other non-operating factors included in adjusted EBITDA, as well as adjustments for unusual, infrequent or other non-operating factors in respect of depreciation and amortization expense, income taxes and noncontrolling interests on a consolidated basis. Management uses adjusted earnings as another measure of the Company's ability to generate earnings. DCF is defined as cash flow provided by operating activities before changes in operating assets and liabilities (including changes in environmental liabilities) less distributions to non-controlling interests and redeemable non-controlling interests, preference share dividends and maintenance capital expenditures, and further adjusted for unusual, non-recurring or non-operating factors. Management also uses DCF to assess performance and to set its dividend payout target. Management believes the presentation of these measures gives useful information to investors and shareholders as they provide increased transparency and insight into the performance of the Company.

Reconciliations of forward looking non-GAAP financial measures to comparable GAAP measures are not available due to the challenges and impracticability with estimating some of the items, particularly certain contingent liabilities and non-cash unrealized derivative fair value losses and gains which are subject to market variability. Because of those challenges, a reconciliation of forward-looking non-GAAP measures is not available without unreasonable effort.

The non-GAAP measures described above are not measures that have a standardized meaning prescribed by generally accepted accounting principles in the United States of America (U.S. GAAP) and are not U.S. GAAP measures. Therefore, these measures may not be comparable with similar measures presented by other issuers. A reconciliation of historical non-GAAP measures to the most directly comparable GAAP measures is available on the Company's website. Additional information on non GAAP measures may be found in the Company's earnings news releases or in additional information on the Company's website, www.sec.gov.

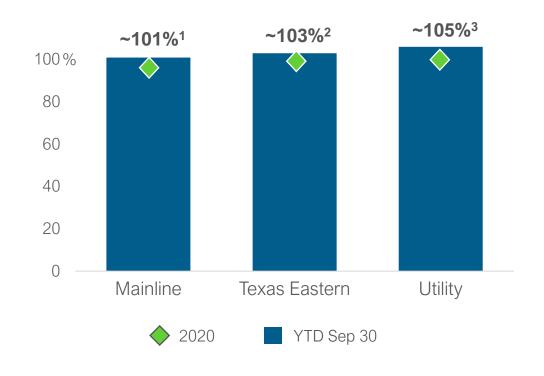
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### 2021 Reflections

#### Systems Highly Utilized

(deliveries as a % of 3-year avg.)



#### Visible Capital Program

	Placed Into Service	2021 Projects Developments
Liquids Pipelines	<ul><li>Line 3 Replacement</li><li>Southern Access</li><li>Ingleside Energy Center</li></ul>	<ul><li>90kbpd FSP Expansion</li><li>Capital Power MoU</li></ul>
Gas Transmission	<ul> <li>Modernization</li> <li>T-South Expansion</li> <li>Spruce Ridge</li> <li>Cameron Extension</li> <li>Appalachia to Market</li> </ul>	<ul> <li>Valley Crossing Pipeline expansion serving Texas LNG<sup>4</sup></li> <li>Ridgeline Expansion</li> <li>T-South Expansion</li> <li>Up to 8 new RNG projects</li> </ul>
Gas Distribution	<ul> <li>~45k customer additions</li> <li>Dufferin RNG</li> <li>H<sub>2</sub> blending pilot</li> </ul>	<ul><li>Dawn to Corunna</li><li>3 new RNG projects</li></ul>
Renewables	<ul><li>Heidlersburg self-solar</li><li>Alberta Solar One</li></ul>	<ul><li>Calvados offshore wind</li><li>10 new self-solar projects</li><li>Provence Grand Large</li></ul>

On track to achieve 2021 guidance; \$10B of assets placed into service; execution providing a solid foundation for future growth



# Big Picture



**Visible Organic Growth**<sup>3</sup>

5-7%

DCF/share<sup>4</sup> CAGR through 2024

#### **Predictable Cash Flows**

98%

Contracted or cost-of-service



#### **Financial Strength**



Across all four rating agencies

#### **Leading ESG Performance**



Ambitious ESG goals

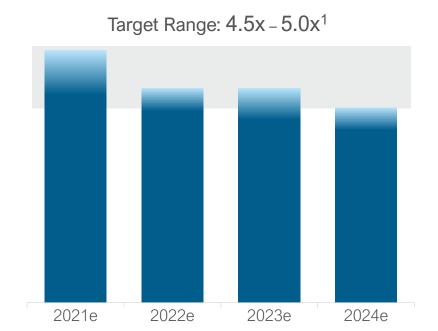
Our disciplined, low risk approach underpins predictable cash flows and shareholder returns



# Financial Strength and Flexibility

Financial Parameters	<b>2022e</b>	Target	
Debt to EBITDA	<b>≤</b> 4.7 <b>⊘</b>	4.5 – 5.0x	
Dividend Payout of DCF/s	~65% 😵	60-70%	
% of customers with Investment Grade Rating <sup>1</sup>	~95% 😵	Substantially all investment grade	
Equity Needs	None 🕏	Self-funding model	

#### Debt/EBITDA



We've optimized our pipeline-utility model to lower our cost of capital and provide maximum flexibility

(1) Consists of Investment Grade or equivalent



# Our Capital Allocation Track Record

Actions since 2017

# Capital Recycling

\$9 billion

~12x EBITDA; Non-core asset divestitures

#### **Simplification**

\$13 billion

Increased existing asset ownership

### Organic Growth

\$36

billion

Generate low risk & contracted cash flows

# Asset Acquistions<sup>1</sup>

\$8

billion

~9x EBITDA multiple on average

#### Dividend<sup>2</sup>

\$36

billion

7% CAGR; Midpoint of target DCF payout range

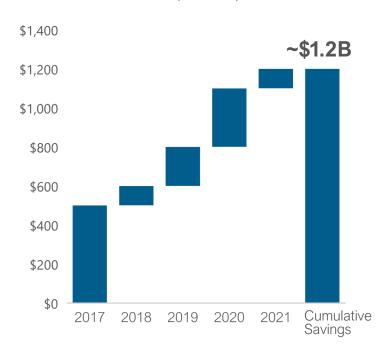
Our execution clearly demonstrates our disciplined approach to value creation



# Surfacing Shareholder Value

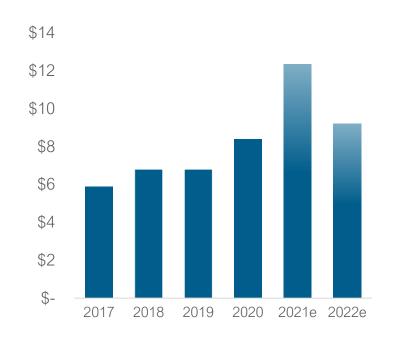
# Centralized Operations & Project Execution

Achieved cost reductions (\$ millions)



#### Extended Cash Taxability Horizon<sup>1</sup>

Value of tax loss carry forward (\$ billions)



# Strengthened Low-Risk Business Model

Business risk rating by Credit Agency

Moody's	Low Business Risk
<b>S&amp;P Global</b> Ratings	Excellent
DBRS	Low Business Risk
FitchRatings	Low Risk

"Enbridge's assets are an integral part of North America's energy needs" S&P

We're maximizing the value of our businesses through a continuous focus on our synergies

(1) Annual tax loss carryforwards in Canada and the US



## Disciplined Capital Allocation

1 Protect Balance Sheet

Preserve financial strength and flexibility

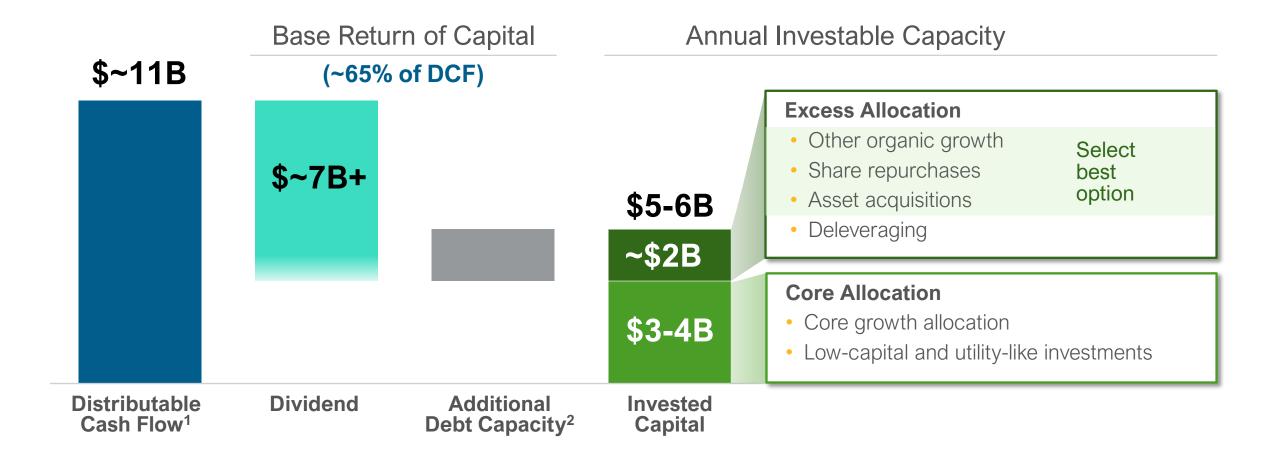
- 2 Sustainable Return of Capital
- Ratable dividend increases up to medium-term DCF/s growth
- Periodic share repurchases<sup>1</sup>

- **3** Further Organic Growth
- Prioritize low-capital intensity & utility-like growth
- Excess investable capacity deployed to the next best choice

Focused on generating sustainable organic growth and return of capital to shareholders



# 2022+ Capital Allocation



Our projected allocation of capital supports ratable EBITDA growth and visible shareholder returns



## Capital Allocation Preferences

**CORE ALLOCATION** ~\$3-4B/year **Utility-Like** Zero Capital Capital Efficient Capital **Infinite** 15%+ 9-14% Enhance Low capital Regulated returns from utility growth organic expansions & & recoverable existing business optimizations modernization

**EXCESS ALLOCATION** ~\$2B/year Other Share Pay Down Asset Organic Acquisitions **Further Debt** Repurchases Growth<sup>1</sup> 10%+ **Additional capital allocation options** will be evaluated on: Advancement of strategy/optionality Consistent with low-risk model Equity returns and per share accretion

Executability

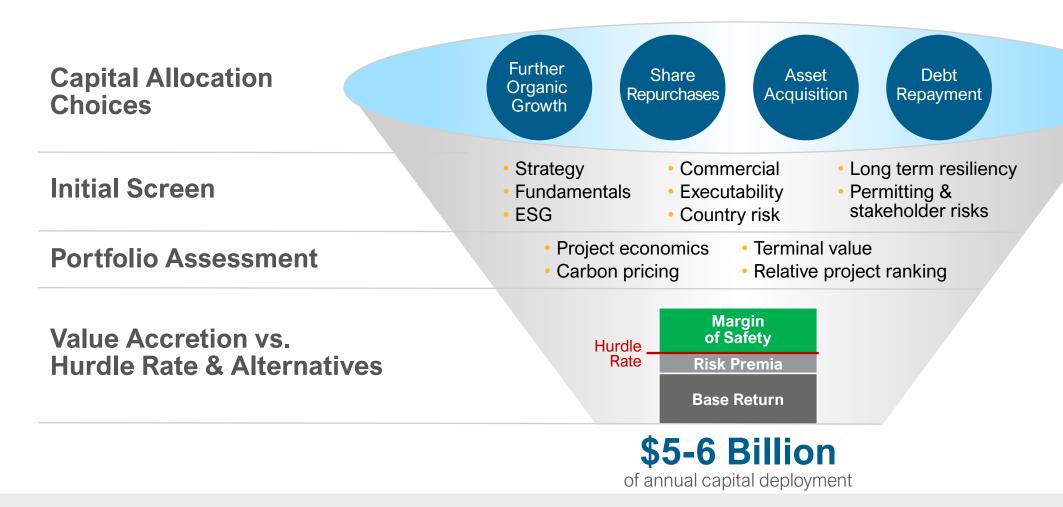
Core preferences provide strong returns on equity; alternatives provide further accretive growth

**Organic Capital** 

**Equity IRR:** 



### Mature Investment Framework



Core preferences provide strong returns on equity; alternatives provide further accretive growth



# Share Repurchase Program

**Up to \$1.5B** 

Commencing in Q1 20221

#### **Open market purchases**

Non-programmatic

#### **Criteria**

- Balance sheet metrics & financial flexibility
- Assessment of investment alternatives
- Fundamental value of shares

Share repurchases are a benchmark for capital investment and support further DCF/s growth

(1) Subject to stock exchange approval



# 2022 Planning Parameters

#### **Base Business:**

- Revenue inflators and productivity enhancements
- Assumes robust utilization across our systems
- Includes provision for final Mainline tolls
- FX Rate of \$1.25 CAD/USD¹

#### Capital Projects:

- Annualized impact of \$14B<sup>2</sup> placed into service in 2021
- Assumes secured project capital only in 2022

#### Funding:

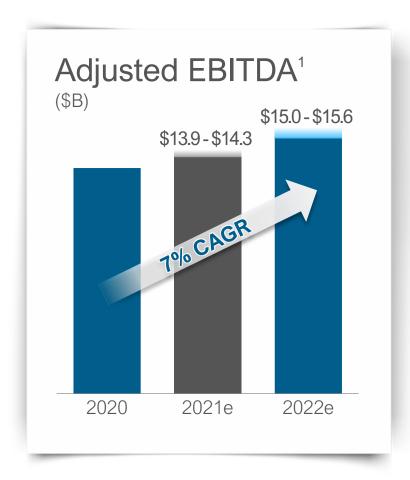
- Equity self-funded with cash from operations
- Term debt; Debt/EBITDA ≤4.7

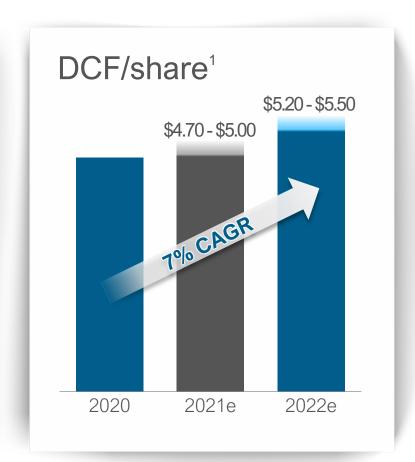


#### Solid foundation for 2022 financial outlook



### 2022 Financial Guidance







Annual growth across all metrics reflects strong business performance and cash flow resiliency



### 2022 EBITDA Guidance

(\$ Millions)	2022e	Growth Drivers vs. 2021
Liquids Pipelines	~8,800	<ul> <li>↑ Mainline volume recovery; Avg. 2.95 mmbpd²</li> <li>↑ Full year of Line 3R Surcharge</li> <li>↑ Ingleside Energy Center Acquisition</li> </ul>
Gas Transmission	~4,000	↑ New assets placed into service
Gas Distribution & Storage	~1,850	<ul> <li>↑ Rate escalation, new customer adds, synergies<sup>3</sup></li> <li>↓ Noverco sale</li> </ul>
Renewable Power	~450	~ Consistent performance
Energy Services	~(150)	↑ Continued weakness on backwardation & narrow basis
Eliminations & Other	~350	↑ 2022 hedge program & ongoing cost containment
Adjusted EBITDA <sup>1</sup> :	\$15,000-\$15,600	

2022 outlook reflects continued high utilization across each of our operating businesses

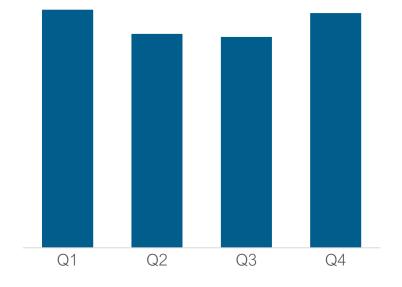


### 2022 DCF Guidance

(\$ Millions)	2022e
Adjusted EBITDA <sup>1</sup> (from prior slide)	\$15,000-\$15,600
Maintenance Capital	~(1,000)
Financing Costs	~(3,300)
Current Income Taxes <sup>2</sup>	~(450)
Distributions to Non-controlling Interests	~(300)
Cash Distributions in Excess of Equity Earnings	~500
Other Non-Cash Adjustments	~100
DCF <sup>1</sup> :	~\$10,550-\$11,150
DCF/Share Guidance <sup>1</sup>	\$5.20-\$5.50

### **Quarterly Profile**

EBITDA & DCF<sup>3</sup>

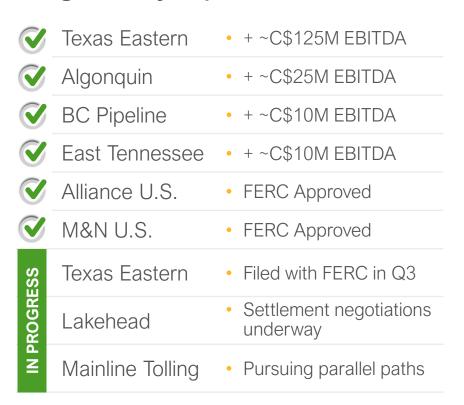


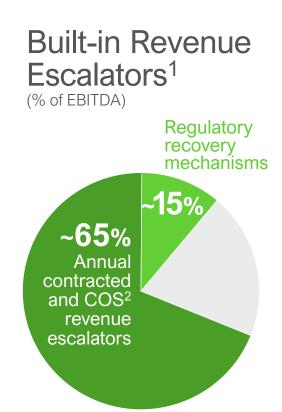
High quality and robust cash flow growth expected



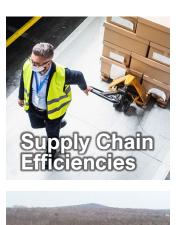
# Strengthening Our Base Business

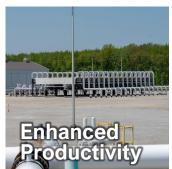
#### Regulatory Update





# Cost and Productivity Improvements









Advancing regulatory strategy, driving costs down and improving productivity



# Secured Growth Through 2024

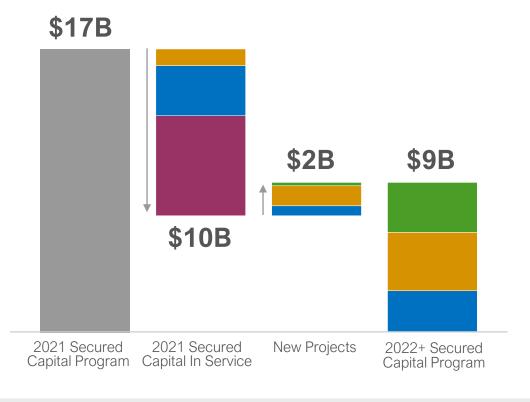
		Project	Commercial Framework	Expected ISD	Capital (\$B)
	Liquids Pipelines	Line 3R – U.S. Portion	Contracted	In Service	4.0 USD
		Southern Access Expansion	COS	In Service	0.5 USD
	Other Expansions	TOP	In Service	0.2 USD	
	Gas Transmission	Modernization Program	COS	2021-2024	2.8 USD
		T-South Expansion	COS	In Service	1.0 CAD
		Spruce Ridge	COS	In Service	0.5 CAD
		Other Expansions	TOP	2021-2024	0.6 USD
	Gas Distribution & Storage	Utility Growth Capital	COS	2021-2024	4.5 CAD
	Renewable Power & New Energies	East-West Tie-Line	PPA	2022	0.2 CAD
		Solar Self-Powering	PPA	2022	0.2 USD
		Saint-Nazaire Offshore <sup>1</sup>	PPA	Late 2022	0.9 CAD
		Fécamp Offshore <sup>1</sup>	PPA	2023	0.7 CAD
		Calvados Offshore <sup>1</sup>	PPA	2024	0.9 CAD
		Provence Grand Large	PPA	2023	0.1 CAD
		10 11 10			<b>A</b> 4 <b>A B</b> 2

#### Total 2021-2024 Secured Capital Program

Capital Spent to Date

**\$19B**<sup>2</sup> \$10B<sup>3</sup>

#### **Executing on Secured Program**



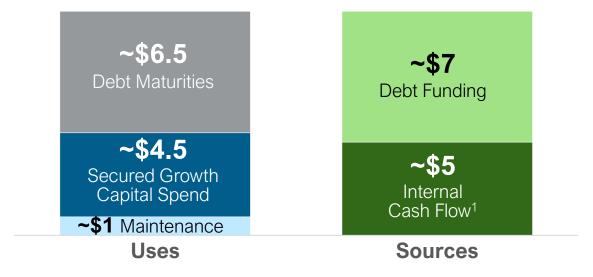
~\$9 billion diversified secured capital program in 2022+ underpinned by low-risk commercial frameworks



# Equity Self-Funded Model

### 2022 Funding Plan

(\$B)



- Optimize access to capital across all issuers
- Selectively employ sustainability-linked bonds and credit facilities

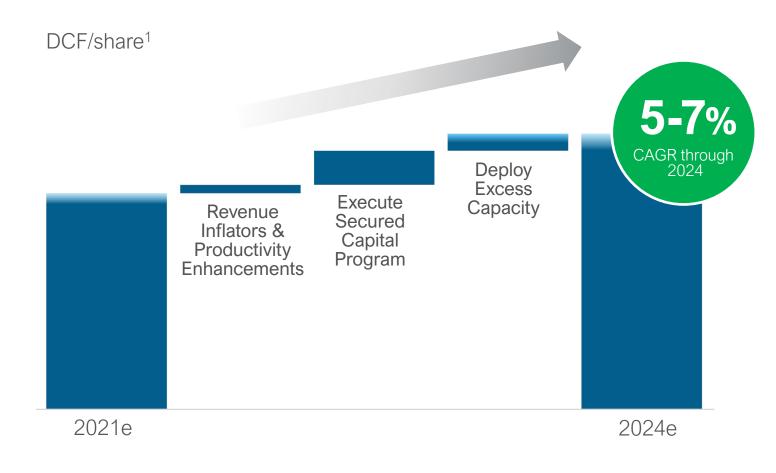
Industry-Leading Credit Ratings		
	Reaffirmed rating on:	
Baa1 Stable	June 2021	
BBB+ Stable	Dec 2020	
BBB High Stable	July 2021	
BBB+ Stable	April 2021	
	Baa1 Stable  BBB+ Stable  BBB High Stable  BBB+	

Manageable funding plan, with strengthening balance sheet through plan period

(1) Internally generated cash flow net of common dividends.



### Visible 3-Year Plan Outlook



- Optimize asset return
  - Revenue inflators
  - Productivity enhancements
- Deliver secured organic growth
- Deploy excess investable capacity to maximize value

Secured growth and excess investable capacity drives cashflow growth through 2024