

#### **Investment Community Update:**

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33% Dividend Increase
Financial Restructuring Plan
Revised Dividend Policy
2015 Earnings Guidance

December 4, 2014

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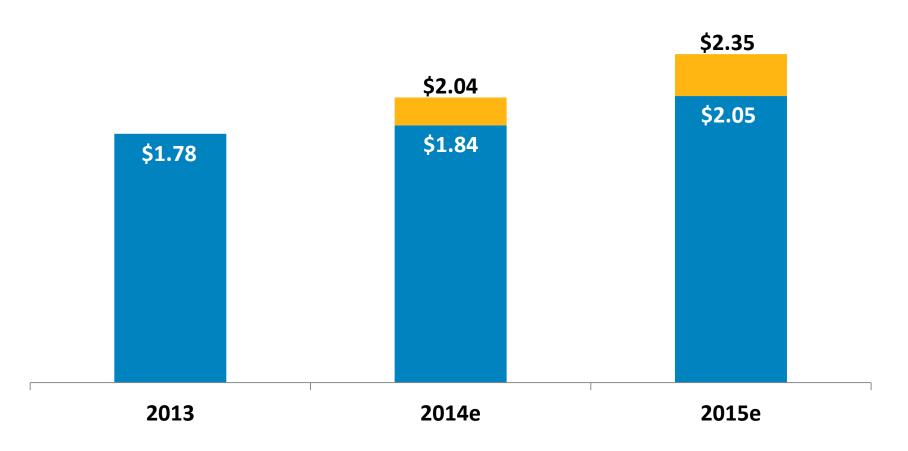
This presentation will make reference to non-GAAP measures including adjusted earnings, adjusted funds from operations and free cash flow, together with respective per share amounts. These measures are not measures that have a standardized meaning prescribed by U.S. GAAP and may not be comparable with 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.

#### Outline

- 2015 EPS Guidance
- Context and Overview
- Canadian Restructuring and Drop Down Plan
- Revised Dividend Payout Policy
- Funding Update and Guidance Components
- Conclusion

# **Industry Leading Adjusted EPS\* Growth**

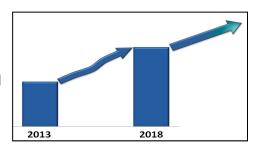
2015 Adjusted EPS\* Guidance Range \$2.05 to \$2.35 (excluding partial year effect of drop down accretion)

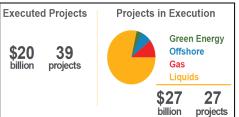


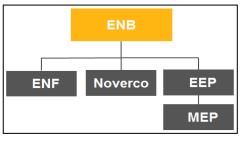
<sup>\*</sup>Adjusted earnings is a non-GAAP measure. For more information on non-GAAP measures please refer to disclosure in MD&A.

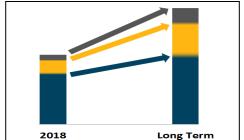
### **Strategic Context**

- Record growth capital plan of \$44 billion drives exceptional EPS & DPS growth through 2018 and beyond
- Growth capital plan progressing well
  - Major Projects execution
  - Securing low cost funding
- Sponsored vehicles increasingly well positioned to contribute to ENB value
- Increasing focus on rebalancing asset mix post Liquids Pipelines build out







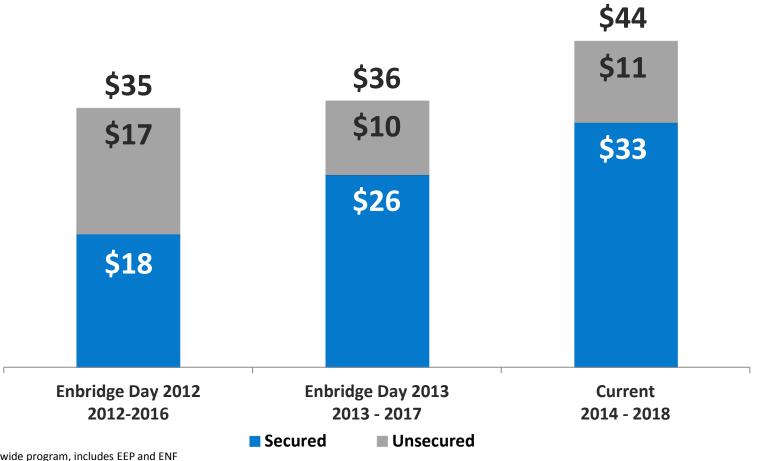


Enbridge Day 2014

### Record, Visible Organic Growth

\$44 billion organic growth capital program, 75% secured, drives 10% - 12% EPS growth through 2018

\$Billions



<sup>\*</sup> Enterprise wide program, includes EEP and ENF

#### **Dependable Organic Growth**

# Reliable business model and financial risk management provide highly dependable organic growth

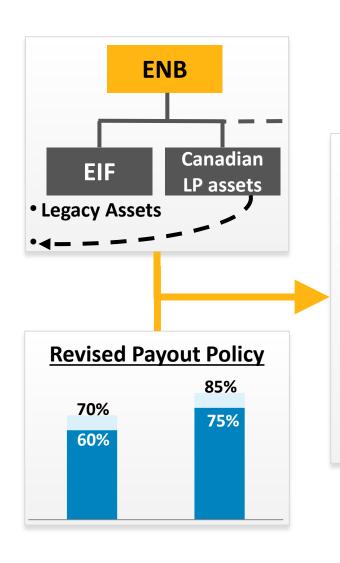
- Reliable Low Risk Business
   Model
  - Conservative commercial structures
  - Major projects execution
  - Prudent financial management
  - Disciplined investment process

#### **Growing Predictable EPS/DPS** \$2.00 \$1.80 \$1.60 \$1.40 \$1.20 \$1.00 \$0.80 \$0.60 2008 2009 2010 2011 2012 2013 2014E

**EPS Guidance** 

**Adjusted EPS\*** 

# **Financial Structure/Strategy Optimization Overview**

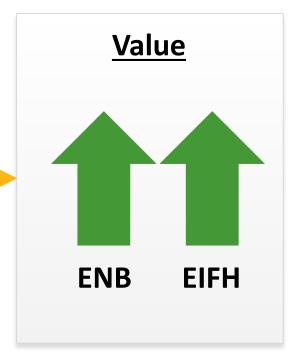


Accelerate DPS/EPS growth

Enhance funding cost competitiveness

Transform EIF/EIFH to high growth vehicle

Reinforce growth beyond 2018



#### **Drop Down Plan Overview**

# Large scale drop down to EIF enhances shareholder value for both ENB and EIFH

Canadian	Liquids	<b>Pipelines</b>	&	Renewable
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Assets
Energy

Book Value ~\$17 billion

Secured Growth Capital ~\$15 billion

**EBITDA Multiple** 13x - 15x

**Enbridge Incentive Share** 25%

Accretive to ENB 

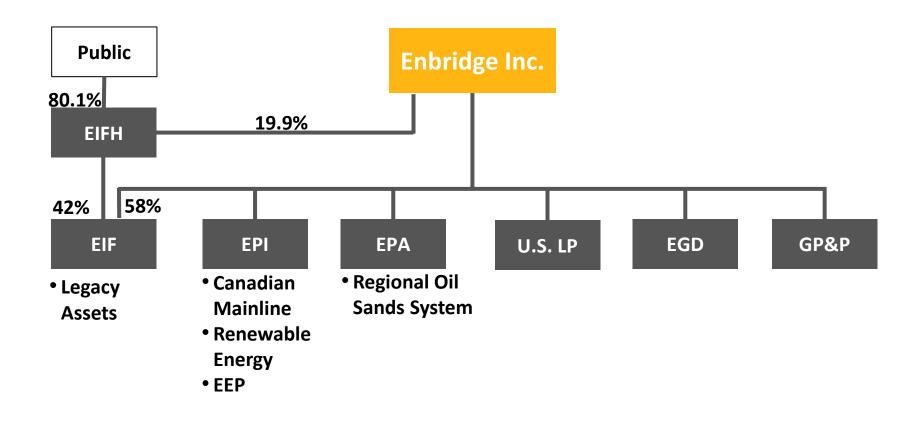
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Accretive to EIFH

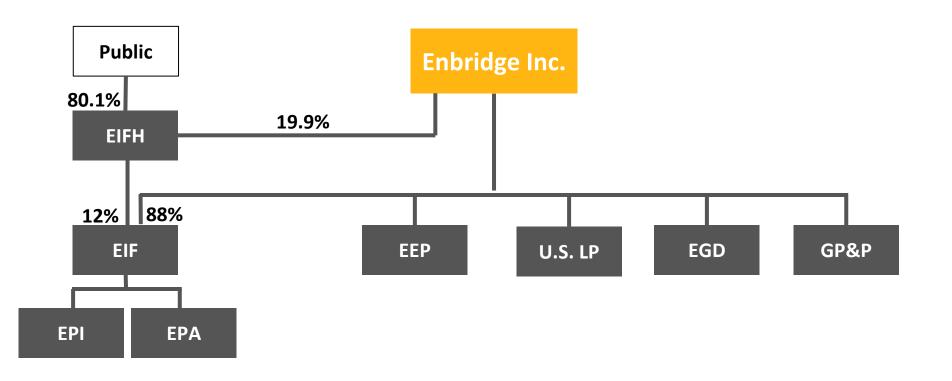
ENB Economic Interest in EIF 90% (post transaction)

Estimated Closing Mid 2015

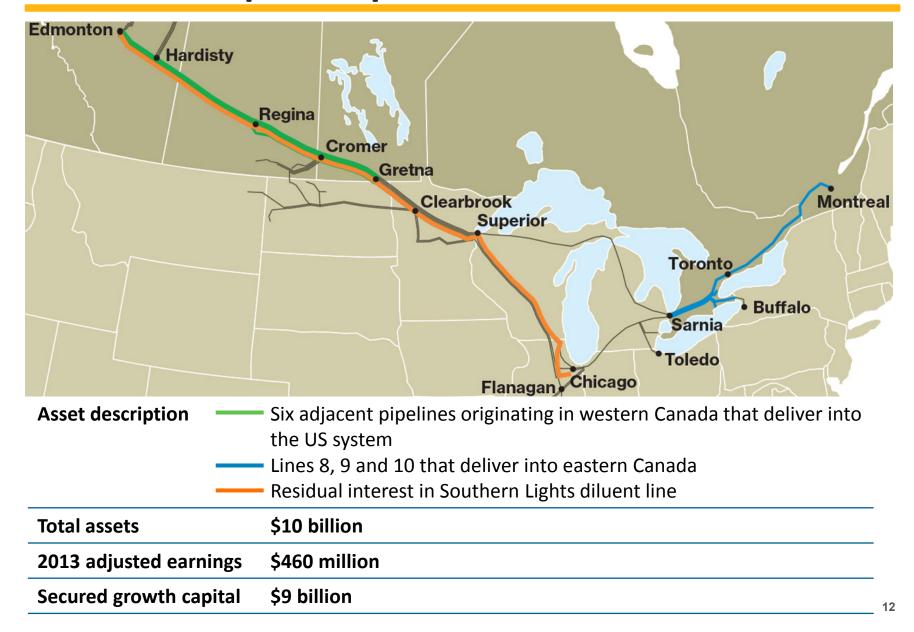
# **Existing Structure (Simplified)**



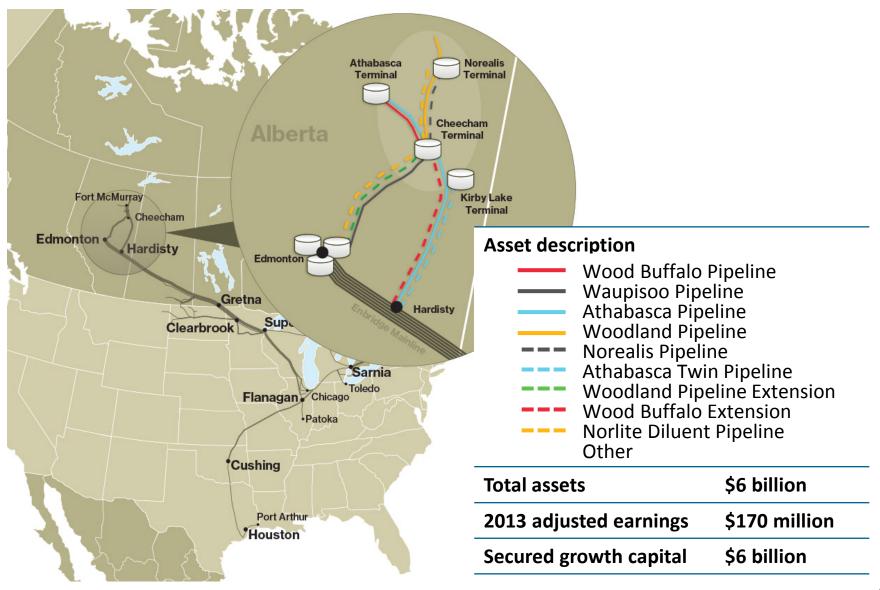
# **New Structure (Simplified) - 2015**



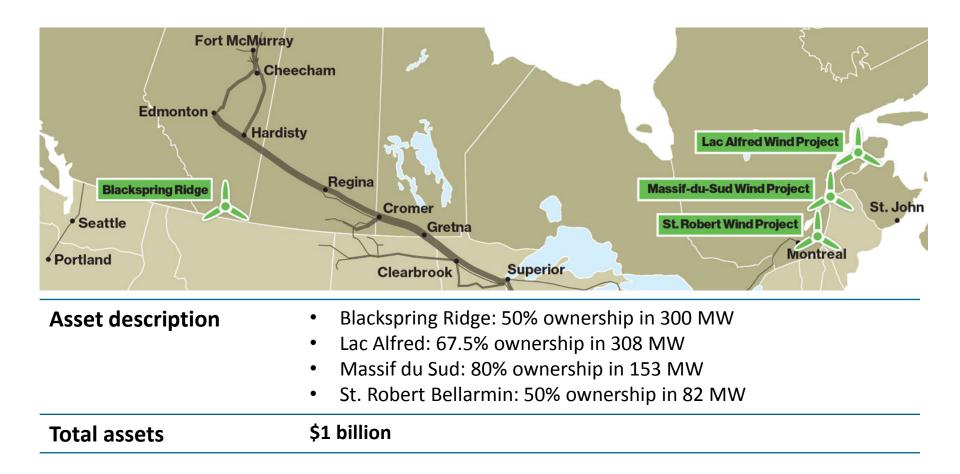
#### **Canadian Liquids Pipelines Assets – Mainline**



# Canadian Liquids Pipelines Assets – Regional



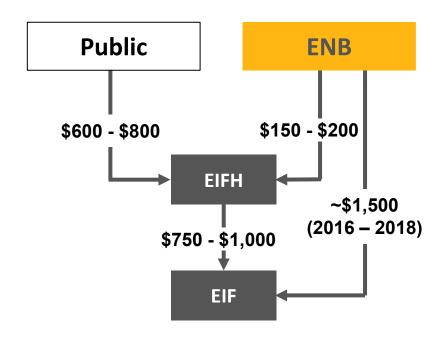
#### **Renewable Assets**



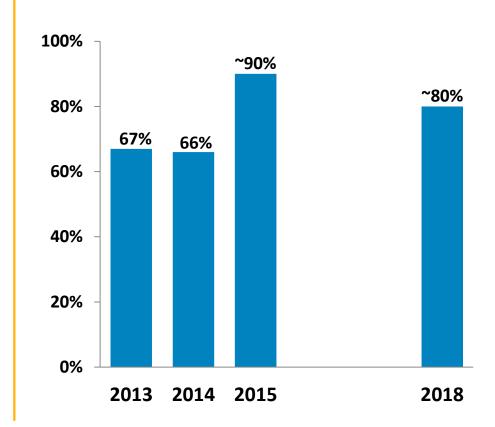
#### **Expected EIF Equity Funding and Ownership**

#### **Equity Funding**

(\$millions annually)

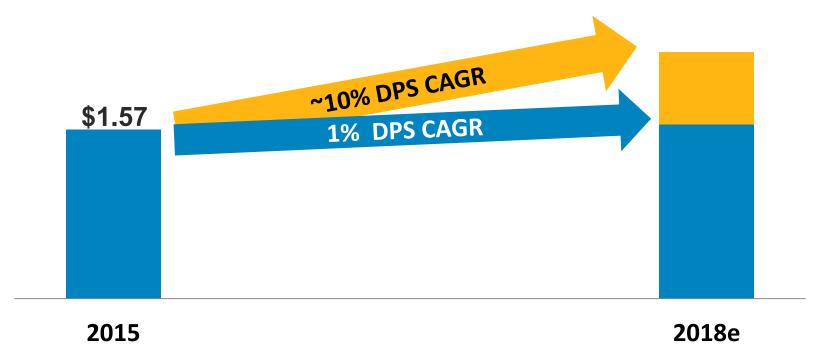


#### **ENB Economic Interest in EIF**



#### **EIFH Expected DPS Growth**

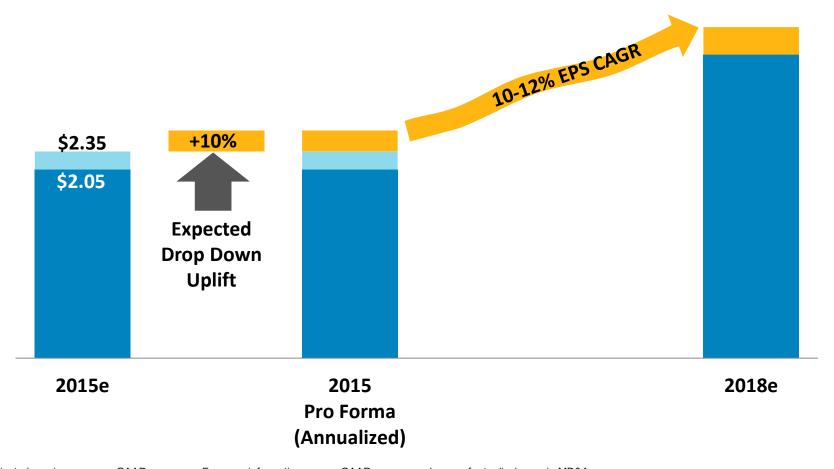
- Currently 1% annual growth, supplemented with ad hoc drop downs
- Expect approximately 10% 2015 2018 CAGR
  - Sequential investments in EIF
  - Participation in Canadian LP asset cash flow growth



#### **ENB Expected EPS Accretion**

Drop down plan expected to contribute an approximate 10% uplift in EPS for each full year from closing to 2018





# **Post Drop Down Opportunity Development**

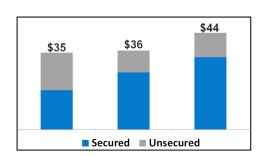
Opportunity Type	<b>Equity Funding Vehicle</b>
U.S. Midstream	MEP/EEP
U.S. Liquids Pipelines	EEP/ENB
Canadian Liquids Pipelines Canadian Renewable Energy	EIFH/ENB
Gas Pipelines – Alliance	
Gas Pipelines Canadian Midstream Gas Distribution Power Generation & Transmission International	ENB
Energy Services	

#### **Drop Down Benefits to ENB Shareholders**

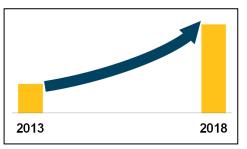
- Accretion from drop down supports higher ENB EPS and DPS growth through 2018
- Advantageous supplementary source of equity funding supports ENB funding requirements and higher dividend payout
- Well positioned in 2018 for longer term growth and diversification
  - ample access to funding at a competitive cost
  - reinforcing contribution from tilted returns and accelerating free cash flow

# **Dividend Payout Considerations**

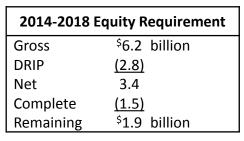
1. Record organic growth capital program



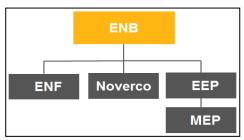
2. Rising internal free cash flow



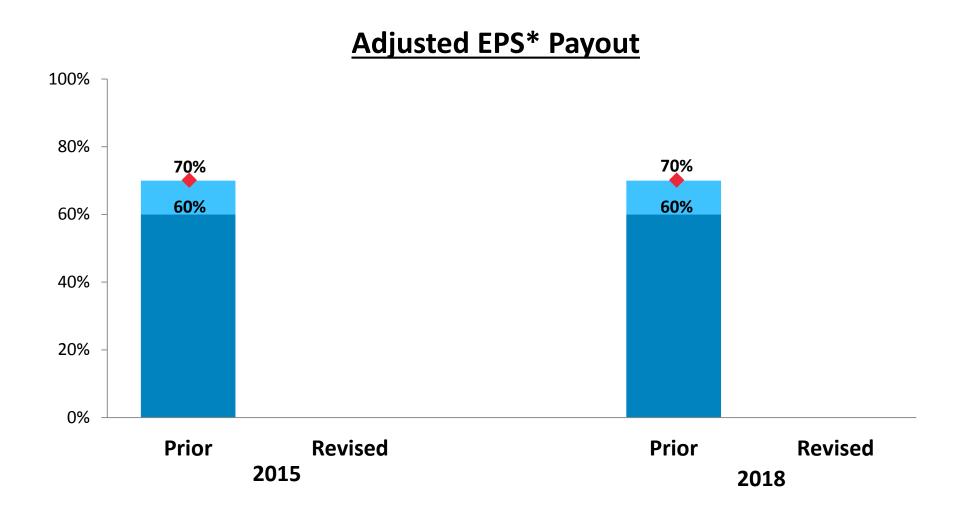
3. Progress in 2014 on equity prefunding



4. Robustness of equity funding options (sponsored investments)

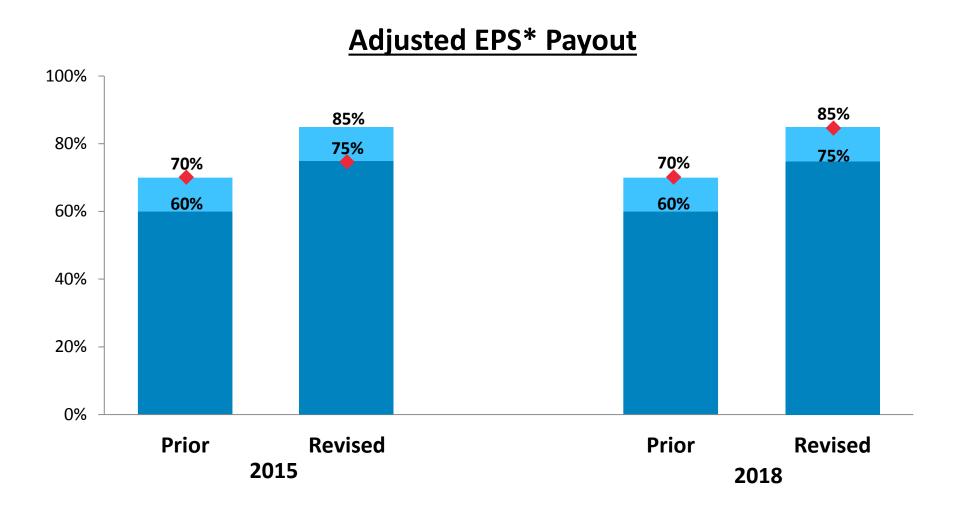


## **Revised Payout Policy**



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## **Revised Payout Policy**

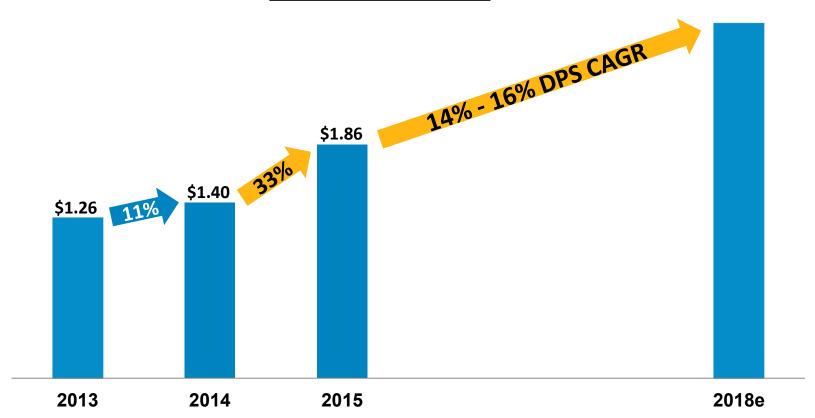


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#### Expected DPS Growth – Drop Down and Revised Payout Policy

33% DPS increase in 2015, 14% - 16% CAGR from 2015 to 2018

#### **Dividends Per Share**



# **Revised Proforma Funding Plan (2014-2018)**

#### Financing requirements remain very manageable

\$ Billions

	Base	Revised
Maintenance & Integrity Capital	5.0	5.2
Secured Growth Capital	23.3	23.4
Risked Growth Capital	9.0	9.2
	37.3	37.8
Cash Flow Net of Dividends	(15.4)	(13.7)
Net Funding Requirement*	21.9	24.1

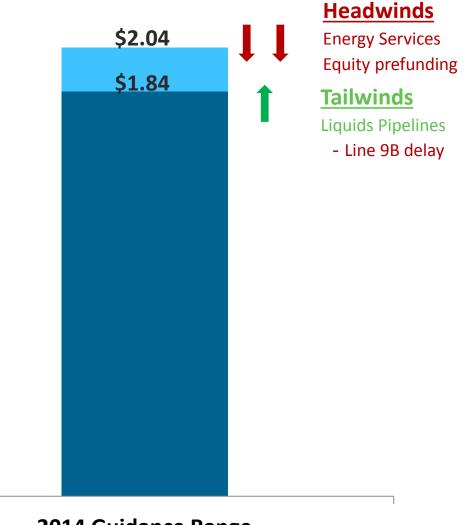
Debt		Base	Revised
<b>Total Requirement</b>		15.7	15.7
2014 – 2018 Maturities		6.6	6.6
Cash on Hand		(0.5)	(0.5)
Requirement, Net of Cash		21.8	21.8
2014 Preferred Share Issuances		(0.7)	(0.7)
2014 EIFH Drop Down Debt		(0.6)	(0.6)
Debt Already Issued		(5.5)	(5.5)
<b>Debt Requirement</b>		15.0	15.0

Equity		Base	Revised
Total Requirement		6.2	8.4
DRIP/ESOP		(2.8)	(2.4)
Requirement, Net of DRIP		3.4	6.0
2014 EIFH Drop Down Equity		(0.3)	(0.3)
2014 Common Share Issuances		(0.5)	(0.5)
2014 Preferred Share Issuances		(0.7)	(0.7)
2015 – 2018 EIFH Drop Down Equity			(3.0)
<b>Equity Requirement</b>		1.9	1.5

<sup>\*</sup> Base excludes ALL sponsored investments

<sup>\*\*</sup> Revised Includes EIF but excludes EEP and MEP

# **2014 Adjusted EPS\* Guidance Outlook**



**2014 Guidance Range** 

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

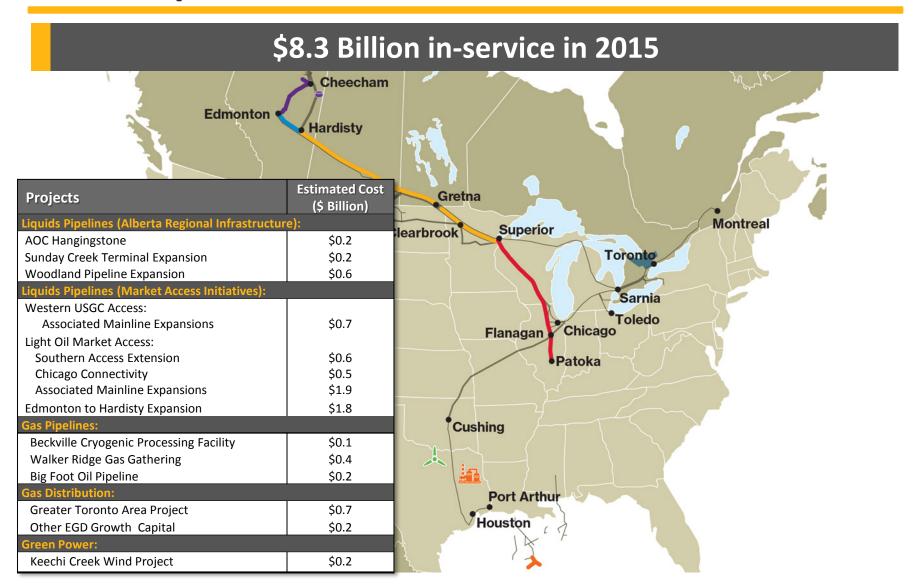
## **Segmented Adjusted Earnings\* Variance**

# 2015 Adjusted EPS Guidance Range \$2.05 to \$2.35 (excluding partial year effect of drop down accretion)

Segment	2014e vs.2015e
Liquids Pipelines	++++
Gas Distribution	+
Gas Pipelines, Processing & Energy Services	~
Sponsored Investments	+++
Corporate	~

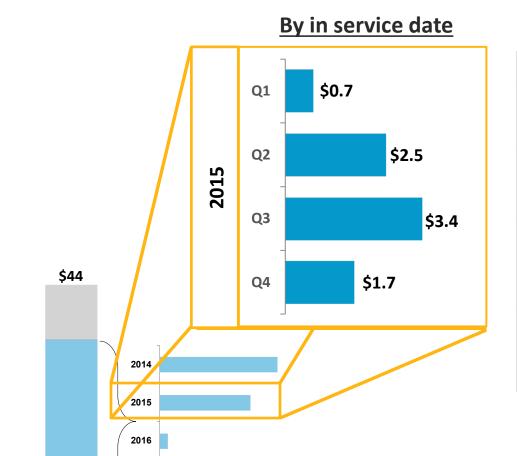
#### Accretion from drop down ~10% annualized

### Capital In-service



# 2015 Capital\* – By In-Service Date

\$ Billions



Pro	jects in service in 2015
Q1	Keechi Wind (\$0.2B) Beckville Cryogenic (\$0.1B) Walker Ridge (\$0.4B)
Q2	Cdn Mainline System Flexibility & Connectivity (\$0.7B) Edmonton to Hardisty (\$1.8B)
Q3	Mainline Expansions (\$2.4B) Woodland Pipeline Extension (\$0.6B) Sunday Creek Terminal (\$0.2B) Big Foot Oil (\$0.2B)
Q4	AOC Hangingstone (\$0.2B) GTA Project (\$0.7B) Southern Access Extension (\$0.6B) EGD Growth Capital (\$0.2B)

2017

<sup>\*</sup> Enterprise wide program, includes EEP and ENF

# **Expected Adjusted EPS\* Growth**

- Drop down accretion adds ~10% to EPS from 2015 through 2018
  - Highly transparent outlook
- **Extending EIFH funding beyond 2018 reinforces other** sources of post 2018 growth



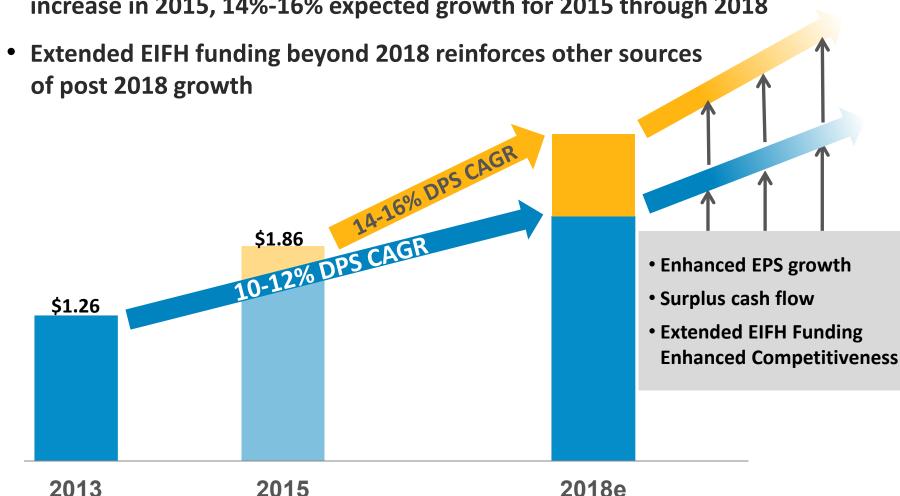
- **Liquids Pipelines**
- \$44 billion growth program
- Drop down accretion

- Tilted Return Projects
- New Growth Platforms
- Liquids Pipelines
- Extended EIFH Funding / **Enhanced Competitiveness**

2013 **2018e** 

#### **Expected DPS Growth**

Drop down accretion and revised payout policy provide 33% increase in 2015, 14%-16% expected growth for 2015 through 2018



### **Summary of Benefits**

- Enhanced EPS and DPS growth through 2018
- Enhanced/diversified access to equity funding for \$44 billion organic growth capital program
- Enhanced competitiveness in securing new organic and asset acquisition investment opportunities
- Reinforces 2018 positioning to supplement tilted return growth with new investment in natural gas, new growth platforms and liquids pipelines



**Question & Answer Period** 

