

# 2015 Second Quarter Financial & Strategic Update

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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**

- Second Quarter Highlights
- Financial Review
- Financial Optimization Update
- Business Update & Outlook

# Importance of ACFFO\* to Enbridge

- Available Cash Flow From Operations (ACFFO)
  - Increases transparency into Enbridge's cash flow generating capability
  - Facilitates comparisons with peers
- 18% ACFFO CAGR (2014-2018)
  - Superior dividend growth (14-16% annually)
  - Strong cash flow dividend coverage
  - Flexibility to redeploy cash to extend growth, increase dividends

#### **Today**

- Q2 2015 YTD ACFFO actuals
- Full year 2015 ACFFO guidance

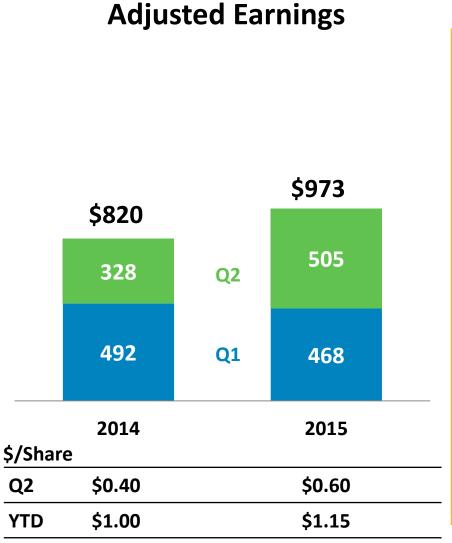
#### **Enbridge Day**

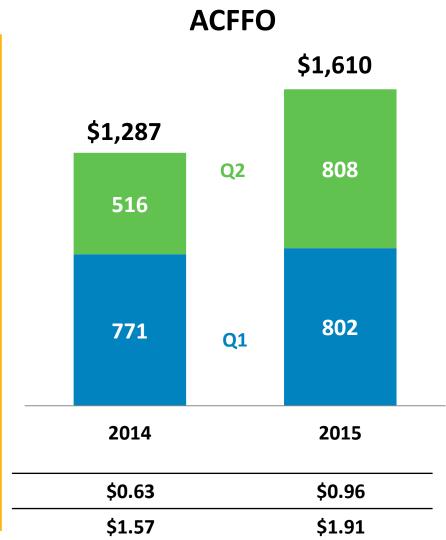
- Updated five-year outlook
- ACFFO and adjusted EPS

#### **December Guidance Call**

- 2016 ACFFO guidance
- 2016 adjusted EPS guidance

#### 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.

# **Q2 Segmented Adjusted Earnings\* Variance**

#### \$ Millions

Adjusted Earnings	Q2
2014 Adjusted Earnings*	\$328
Liquids Pipelines	+20
Gas Distribution	+30
Gas Pipelines, Processing & Energy Services	+47
Sponsored Investments	+43
Corporate	+37
Total Variance	+177
2015 Adjusted Earnings*	\$505

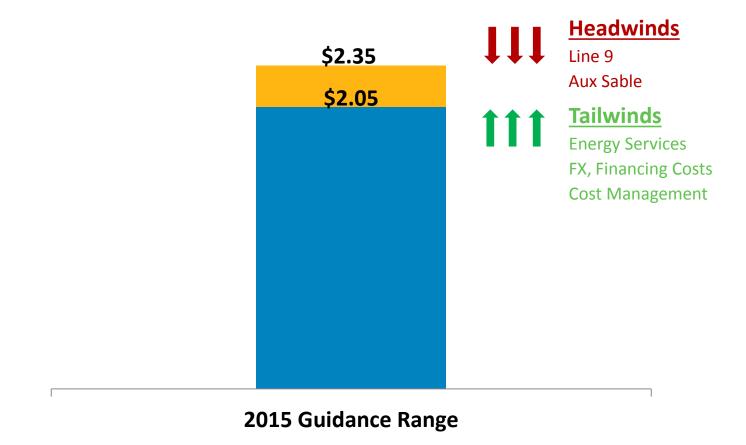
#### 2015 ACFFO\* Variance

#### \$ Millions

	Q2
2014 ACFFO	\$516
Operating Cash Flow	+317
Maintenance Capital	+55
Preferred Dividends	(14)
Distributions to NCI	(43)
Change in Non-Recurring Items	(23)
Total Variance	+292
2015 ACFFO	\$808

### **2015e Adjusted EPS\* Guidance Outlook**

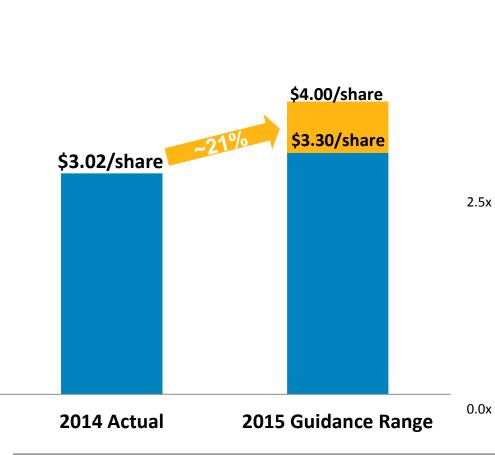
### 2015 Guidance Unchanged



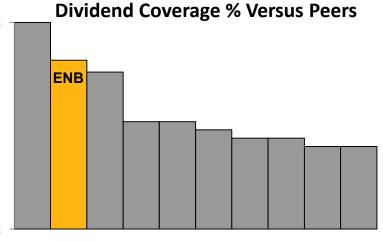
<sup>\*</sup>Adjusted earnings is a non-GAAP measure. For more information on non-GAAP measures please refer to disclosure in MD&A. Excludes the impact of the proposed financial optimization.

# **ACFFO\* Outlook/Guidance**

2015 ACFFO Guidance highlights significant growth over 2014 and strong dividend coverage



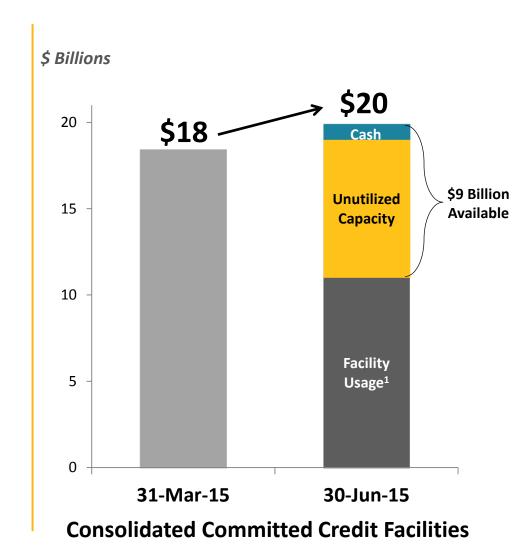
2015 Growth Drivers	
<b>Growth Capital Projects In Service</b>	+++
Mainline Capacity and Toll Increases	++
Reduced maintenance capital	++



<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.

# **Financing Flexibility**

- Strong investment grade credit ratings
  - 'Stable' after recent rating actions
- Diversified sources of funding
  - Multiple issuers
  - Multiple markets
- Disciplined hedging
  - Underlying rates are substantially locked in
- Substantial Liquidity
  - Flexibility to access markets opportunistically

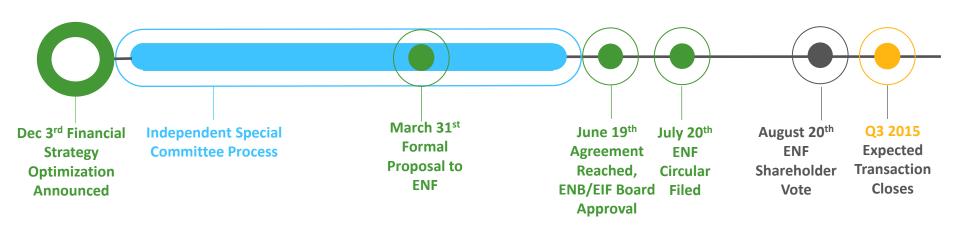


#### Financial Optimization Update – Canadian Liquids Business

#### Sets the stage for extended growth

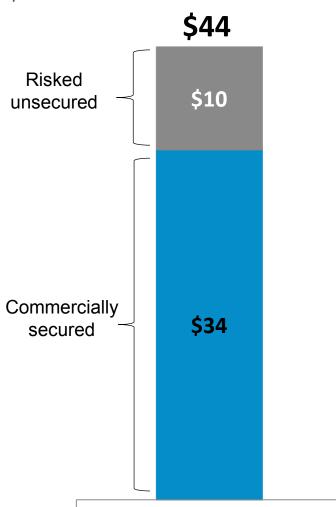
- **Accelerate DPS** growth
- **Enhanced** funding cost competitiveness
- 3 Transform ENF 4 Extend ENB growth beyond 2018

#### On track to close Q3 2015

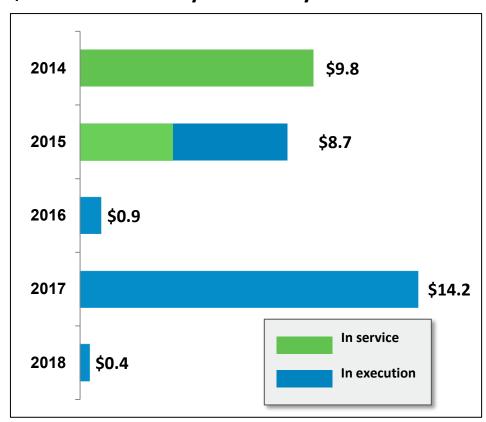


# **Growth Capital Program\* (2014 – 2018)**





#### \$34B commercially secured by in service date



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

# **Project Execution – 2015 Projects Completed**

#### \$9 Billion in-service in 2015

Projects	Estimated Cost (\$ Billion)				
Liquids Pipelines (Alberta Regional Infrastructure):					
AOC Hangingstone	\$0.2				
Sunday Creek Terminal Expansion	\$0.2				
Woodland Pipeline Expansion	\$0.7 ✔				
Liquids Pipelines (Market Access Initiatives):					
Western USGC Access:					
Associated Mainline Expansions	\$0.7 ▼				
Eastern Access:	\$0.6				
Line 9 Reversal	φο.ο				
Light Oil Market Access:					
Southern Access Extension	\$0.6				
Chicago Connectivity	\$0.5				
Associated Mainline Expansions	\$1.5				
Line 9 Expansion	\$0.1				
Edmonton to Hardisty Expansion	\$1.8 <b>√</b>				
Gas Pipelines:	40.0				
Beckville Cryogenic Processing Facility	\$0.2				
Big Foot Oil Pipeline	\$0.2				
New Gulf Resources & Ghost Chili Lateral	\$0.2				
Gas Distribution:	·				
Greater Toronto Area Project	\$0.8				
Other EGD Growth Capital	\$0.2				
Green Power:					
Keechi Creek Wind Project	\$0.2				



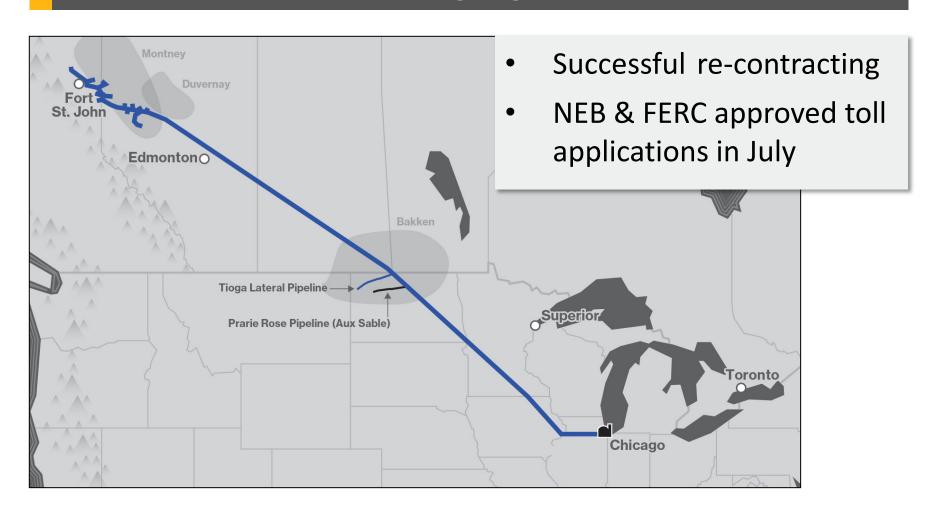
# **Other Project Updates**

#### Continued progress on regulatory aspects of capital program

Project	Status Update	Next Steps		
Line 9 Reversal & Expansion	<ul> <li>NEB approved the LTO in June requiring hydrostatic tests on three pipe segments</li> </ul>	<ul> <li>Complete testing and submit results to NEB</li> </ul>		
Sandpiper	<ul> <li>Minnesota PUC approved</li> <li>Certificate of Need in June</li> <li>2015</li> </ul>	<ul> <li>Route Permit process initiated</li> </ul>		
Line 3 Replacement Program	<ul> <li>Land acquisition is at 98% in Canada, 93% in US</li> <li>Minnesota PUC deemed application complete</li> </ul>	Need and route process initiated in U.S.		

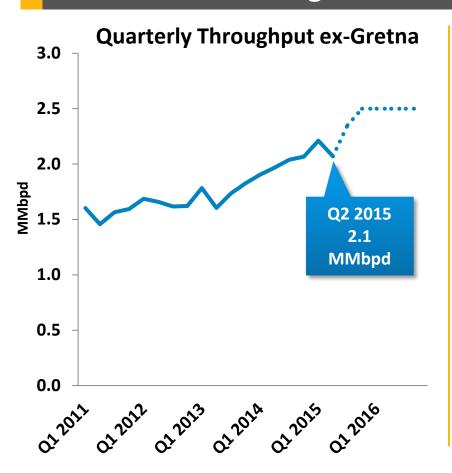
# **Alliance Pipeline**

#### New services offering begins December 2015

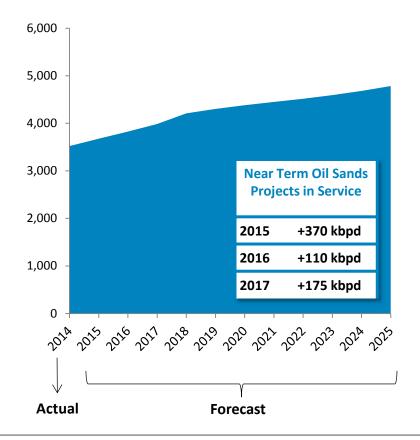


# **Liquids Mainline Performance & Outlook**

WCSB fundamentals remain strong and continue to support growth on our Mainline



#### WCSB Crude Oil Production Outlook\*



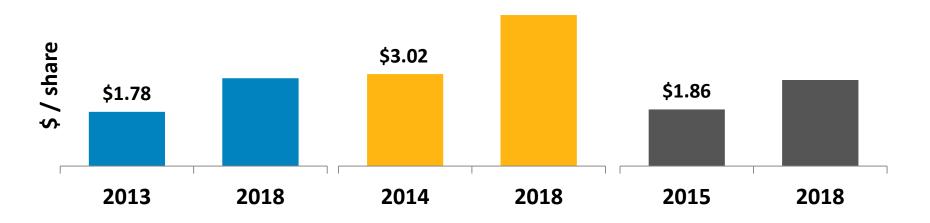
#### **Low Cost System Expansion and Extension Opportunities**

# Low cost phased expansions are attractive in a low price environment

Market Access Opportunities	kbpd
1 Eastern Gulf Coast Access	350+
2 Flanagan South / Seaway Expansions	200
3 Line 9 Expansion	70
Ex-Superior Expansion Opportunities	kbpd
1 Line 61 Twin	550+
2 SAX Expansion	150
Upstream of Superior Expansion	
Opportunities	kbpd
1 Sandpiper Expansion/ Bakken Interconnect Idle	170
2 Line 2A/LSR Expansion	100
3 Line 2B/4 Capacity Recovery	120

#### Outlook

# Strong EPS and ACFFO growth drives superior DPS growth through 2018 and beyond





<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.

### **Summary**

- Strong Q2 and first half results
- On track to achieve full year guidance range
  - ACFFO\*: \$3.30 \$4.00/share
  - Adjusted EPS\*: \$2.05 \$2.35/share
- Strong Mainline volume and growth outlook
- Execution of capital program progressing well
- Financial strategy optimization on track to close Q3
- Industry leading EPS, ACFFO/share, and DPS growth profile intact through 2018



**Question & Answer Period** 

# **Supplemental Slides**

#### **ACFFO Per Share Actuals**

	2015		2014	
ACFFO Per Share Definition (\$millions)	Q2	Q1	Q2	Q1
Cash provided by operating activities	1,350	1,510	812	314
+/- Changes in working capital	(94)	(136)	127	870
- Distributions to non-controlling interests	(192)	(185)	(149)	(148)
- Preferred dividends	(71)	(71)	(57)	(54)
- Enterprise wide maintenance capital	(164)	(152)	(219)	(180)
+/- Significant adjusting items	(21)	(164)	2	(31)
= ACFFO	808	802	516	771
Average shares outstanding	846	841	824	820
ACFFO per share	0.96	0.95	0.63	0.94
Current Income Taxes	(49)	(37)	1	(48)