

Investment Community Information

December 15, 2015

ENBRIDGE

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#### Well Positioned to Manage Through Turbulent Markets

- Strong business position
- Execution of secured growth program is on track
- Solid financial position and flexibility
- Readily executable funding plans
- Excellent relative value in today's market

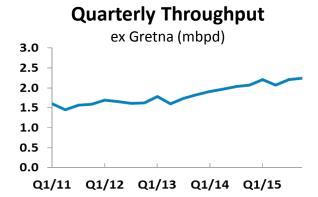
# **Fundamentals Remain Strong**

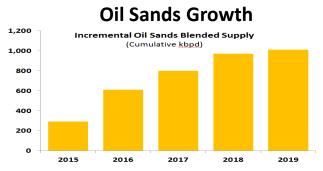
#### ...notwithstanding challenging market conditions

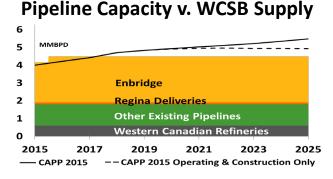
Mainline at full capacity; ~19% apportioned in December

~800 kbpd oil sands supply growth through 2019

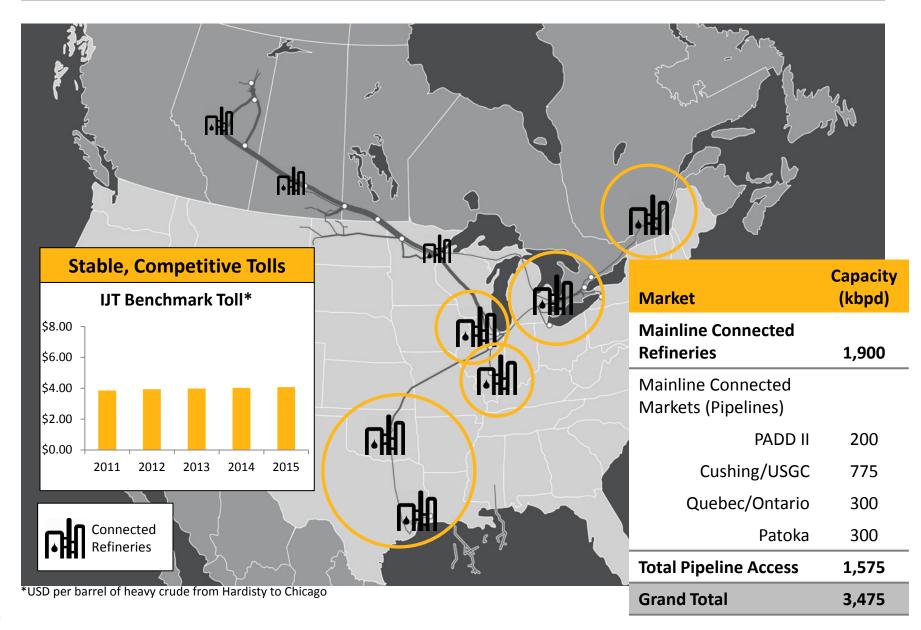
Basin short >500 kbpd pipeline capacity by 2021







### **Liquids Business Competitive Position & Market Reach**



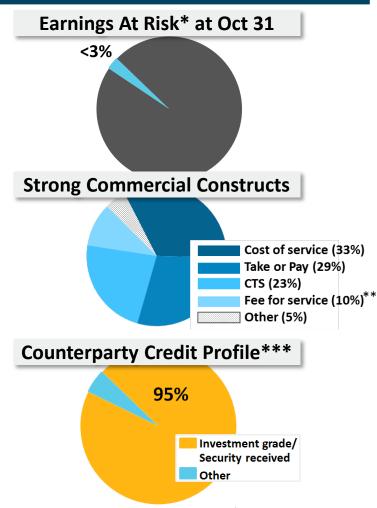
### **Low Risk Business Model**

#### ...insulated from low commodity price environment

<5% of business subject to direct commodity price exposure

95% of cash flow underpinned by strong, long term commercial constructs

95% of revenues from investment grade customers or security received\*\*\*



<sup>\*</sup>Earnings at risk is a statistical measure of the maximum adverse change in projected 12-month earnings that could occur as a result of movements in market prices (over a one-month holding period) with a 97.5% level of confidence

<sup>\*\*</sup>Predominately renewable power generation projects underpinned by long-term fixed price power purchase agreement

<sup>\*\*\*</sup>Excludes EGD

# **Strong Counterparty Credit Profile**

# Major liquids pipelines systems underpinned by strong, investment grade customers

Mainline Top 10 Shippers				
Shipper 1	AAA/Aaa			
Shipper 2	A/Baa1			
Shipper 3	BBB/Baa2			
Shipper 4	AA-/A1			
Shipper 5	B-/B3 (credit enhancement provided)			
Shipper 6	BBB/Baa2			
Shipper 7	AA-/Aa1			
Shipper 8	A-/A3			
Shipper 9	BB/Ba3 (credit enhancement provided)			
Shipper 10	BBB+/A3			

Regional Oil Sands Top 10 Shippers				
Shipper 1	A-/A3			
Shipper 2	BBB/Baa2			
Shipper 3	AAA			
Shipper 4	BBB+/Baa2			
Shipper 5	A/A2			
Shipper 6	AA-/Aa1			
Shipper 7	BBB+			
Shipper 8	AA-/Aa3			
Shipper 9	A2			
Shipper 10	A/Baa1			

# **Project Execution on Track**

# \$8 Billion of capital projects completed in 2015 underpinned by strong commercial constructs with highly creditworthy counterparties

Projects	Estimated Cost	Commercial	Fort McMurray Recent Execution Highlights			
Flojects	(\$ Billion)	Support	<b>Cheecham</b> ✓ Line 9 Deliveries Commenced in Dec			
Liquids Pipelines (Alberta Regional Infrastructure):			<b>Edmonton</b> ✓ Southern Access Extension Line Fill in			
AOC Hangingstone	\$0.2	Take-or-pay	Hardisty Chicago Connectivity Complete			
Sunday Creek Terminal Expansion	\$0.2 <b>√</b>	Area dedication				
Woodland Pipeline Extension  Liquids Pipelines (Market Access Initia		Take-or-pay				
Western USGC Access: Associated Mainline Expansions	\$0.7 ✔	CTS surcharge	Gretna Clearbrook Superior			
Eastern Access: Line 9 Reversal	\$0.7 ✔	Take-or-pay	Cost & Schedule			
Light Oil Market Access: Southern Access Extension Chicago Connectivity	\$0.6 <b>\</b> \$0.5 <b>\</b>	Take-or-pay	Performance			
Associated Mainline Expansions Line 9 Expansion	\$1.5 <b>\</b> \$0.1 <b>\</b>	CTS surcharge CTS surcharge Take-or-pay	<1% over \$8B <sup>1</sup> Flanagan Chicago			
Edmonton to Hardisty Expansion	\$1.8	CTS surcharge	budget			
Gas Pipelines:						
Beckville Cryogenic Processing Facility	\$0.2	Area dedication	Cushing			
Big Foot Oil Pipeline	\$0.2 ✔	Take-or-pay				
New Gulf Resources & Ghost Chili Lateral	\$0.2	Area dedication & Take-or-pay				
Gas Distribution:		_	Port Arthur			
Other EGD Growth Capital  Green Power:	\$0.2 ✔	Utility COS	Houston			
Keechi Creek Wind Project	\$0.2	Fixed price PPA				

<sup>✓</sup> Completed & in service

<sup>&</sup>lt;sup>19</sup> of 13 projects on or ahead of schedule. Schedule indicator excludes projects that were not executed by MP, including the "Other EGD Growth Capital" and "New Gulf Resources & Ghost Chili Lateral"

# **Secured Capital Program 2016-2019**

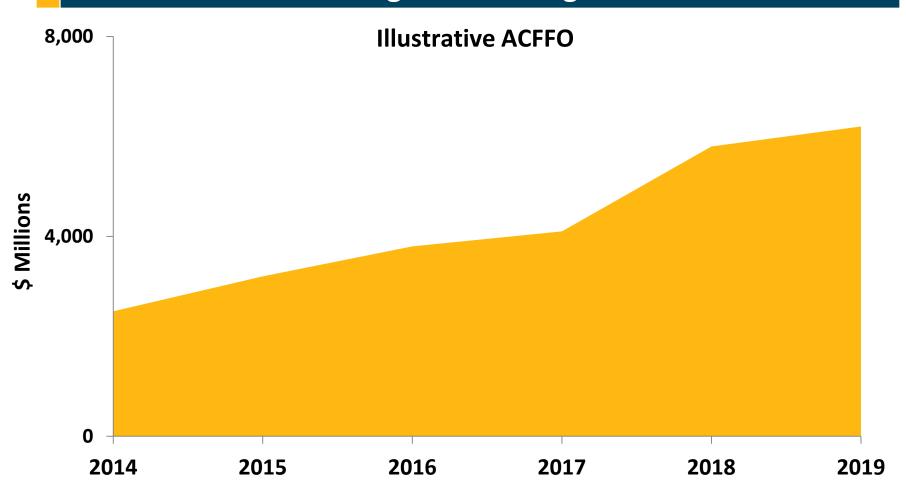
# \$17 Billion of secured capital underpins industry leading cash flow growth through 2019

Projects	Estimated Cost (\$B)	Commercial Support
2016		
JACOS/Nexen Hangingstone	\$0.2	Take-or-pay
Heidelberg Lateral Pipeline	\$0.1	Life of Lease, Minimum bill
Line 6B Expansion	\$0.3	CTS surcharge
Greater Toronto Area Project	\$0.9	Utility COS
Aux Sable Expansion	\$0.1	Fee for service + prod sharing
New Creek Wind Project	\$0.1	Fixed Price PPA
Other EGD Capital	\$0.2	Utility COS
Subtotal – 2016	\$1.9	
2017		
Sandpiper Project	\$2.6	Take-or-pay
Norlite Diluent Pipeline	\$0.9	Take-or-pay
Regional Oilsands Optimization	\$2.6	Take-or-pay
U.S. Mainline PH2 (SA to 1200)	\$0.4	CTS surcharge
Other EGD Capital	\$0.2	Utility COS
Line 3 Replacement Program	\$7.5	CTS surcharge
Subtotal – 2017	\$14.2	
2018		
Other EGD Capital	\$0.2	Utility COS
Rampion Offshore Wind	\$0.8	ROCs, Long Term PPA
Stampede Lateral	\$0.2	Take-or-pay
Subtotal – 2018	\$1.2	
2019		
Other EGD Growth Capital	\$0.2	Utility COS
Subtotal – 2019	\$0.2	

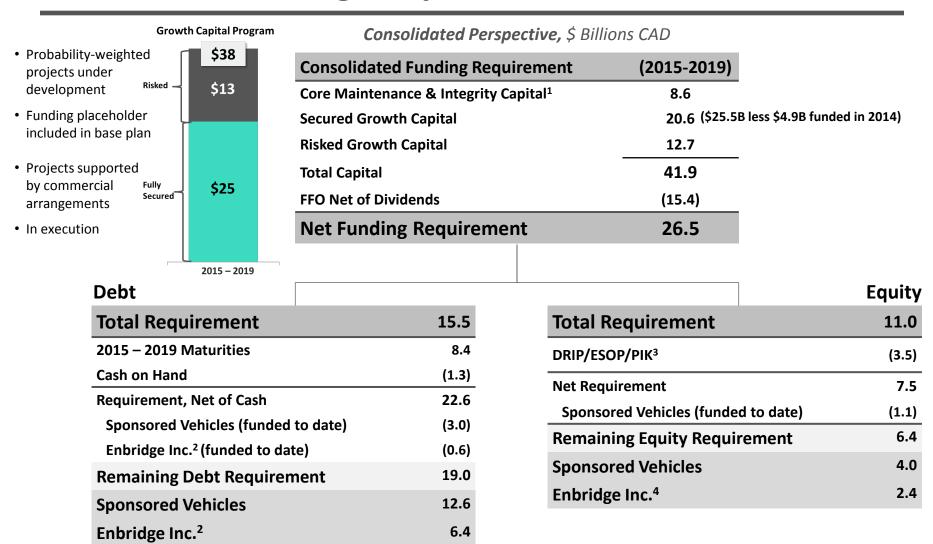


### **ACFFO Growth Through 2019**

Base business and growth capital program drives strong ACFFO growth through 2019



### **Five-Year Funding Requirement**



<sup>&</sup>lt;sup>1</sup> Includes \$4.3 billion of core maintenance capital and \$4.3 billion of non-growth enhancements

<sup>&</sup>lt;sup>2</sup> Includes third party debt issued by wholly-owned subsidiaries

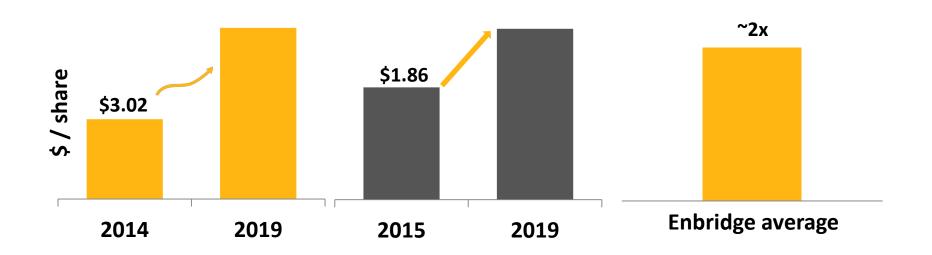
<sup>&</sup>lt;sup>3</sup> ENB/ENF/EEP/EEQ

<sup>&</sup>lt;sup>4</sup> Funding sources could include preferred equity, additional sponsored vehicle drop downs, or common equity

### **Five Year Growth Outlook**

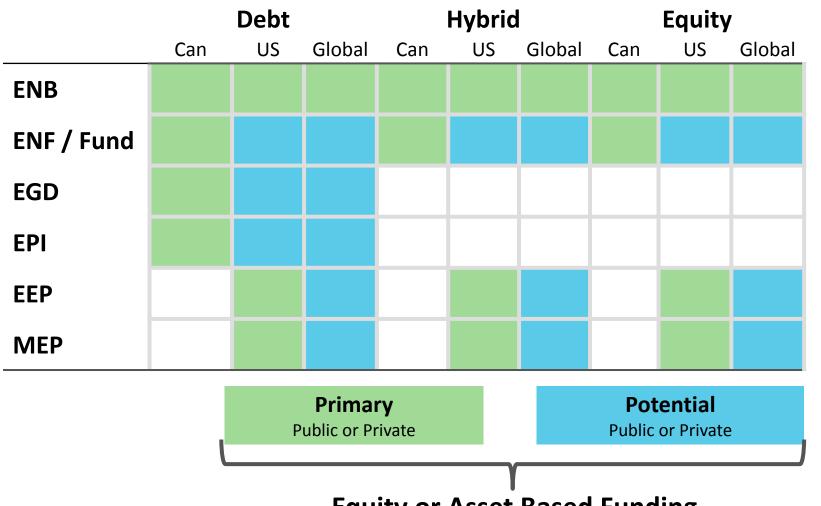
Base plan generates robust cash flow and dividend growth while maintaining strong coverage





## **Diversified Funding Sources**

Ready access to multiple sources of capital through a variety of financing vehicles



# **Strong Financial Position**

# Strong and stable credit ratings provide ready access to debt capital to fund growth capital

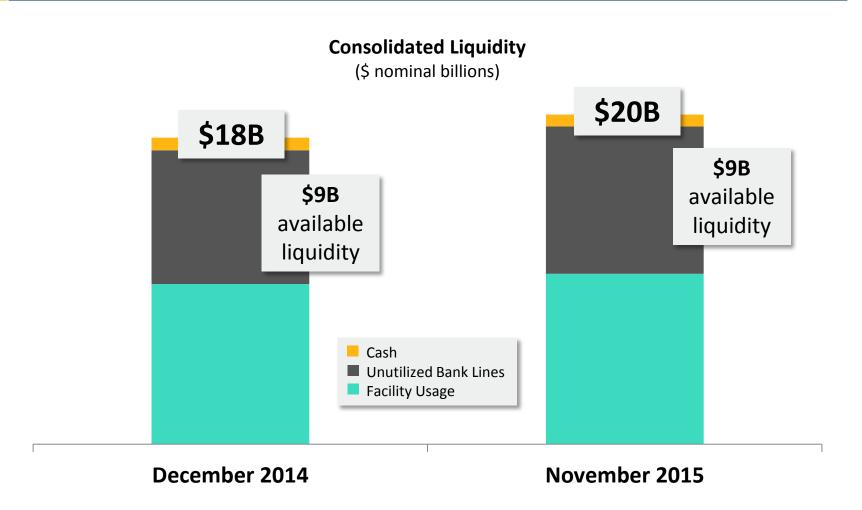
	EPI	EGD	ENB	Fund	EEP
DBRS	А	Α	BBB (High)	BBB (High)	BBB
Moody's	N/R	N/R	Baa2	Baa2	Baa3
S&P	BBB+	BBB+	BBB+	N/R	BBB
Outlook	Stable	Stable	Stable	Stable	Stable

#### Strong credit ratings supported by:

- Very low business risk (rated "A" by Moody's; "Excellent" by S&P)
- Minimal commodity price risk; strong counterparties
- Stable and predictable cash flows
- Project execution track record
- Substantial standby liquidity; access to multiple sources of capital
- Improvement to credit metrics as projects under construction come into service and cash flow generation accelerates

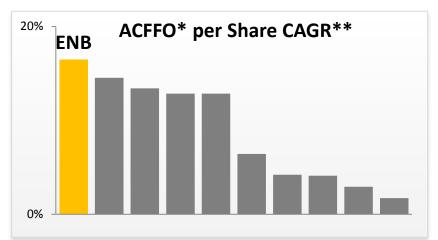
# **Financial Flexibility**

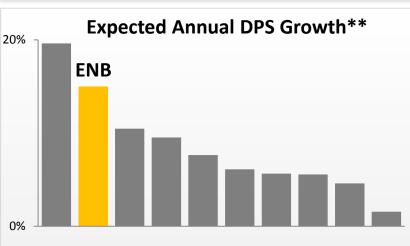
#### Ample liquidity to manage through periods of capital market volatility

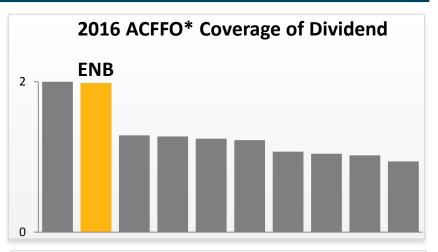


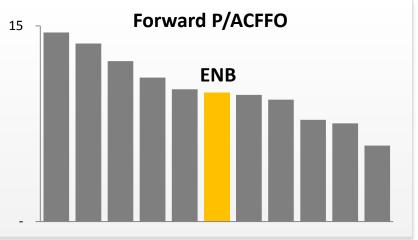
# **Strong Relative Value Proposition**

Superior growth, strong dividend coverage and reliable business model is not reflected in current valuation









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

<sup>\*\*</sup>Peer data based on available consensus estimates over periods ranging to 2019. KMI has been excluded from the 2016 ACFFO per Share CAGR,

<sup>16</sup> ACFFO Coverage of Dividend and Expected Annual DPS Growth resulting from its dividend cut announced on December 8, 2015

# **Key Takeaways**

#### Strong business position

- Strong supply and demand fundamentals
- Low risk business model; strong competitive position
- Substantially insulated from commodity prices

#### Execution of secured growth program is on track

- \$8 Billion of projects in service in 2015, on time and on budget
- Drives industry leading cash flow growth

#### Strong financial position and flexibility

- Ample liquidity
- Strong and stable credit ratings

#### Readily executable funding plans

- Diversified access to capital
- Attractive alternatives to common equity

#### Excellent relative value in today's market