

# 2016 Second Quarter Financial & Strategic Update

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**Q2 Earnings Call**  
29 July 2016



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**Al Monaco**, President & CEO

**John Whelen**, Executive Vice President & CFO

This presentation includes certain forward looking information (FLI) to provide Enbridge shareholders and potential investors with information about Enbridge and its subsidiaries and affiliates, including management's assessment of Enbridge and its subsidiaries' future plans and operations, which FLI may not be appropriate for other purposes. FLI is typically identified by words such as "anticipate", "expect", "project", "estimate", "forecast", "plan", "intend", "target", "believe", "likely" and similar words suggesting future outcomes or statements regarding an outlook. All statements other than statements of historical fact may be forward-looking statements. In particular, this Presentation may contain FLI pertaining to, but not limited to, information with respect to the following: expectations regarding, and anticipated impact of, estimated future dividends, dividend payout policy and dividend payout and coverage expectations; adjusted earnings guidance, available cash flow from operations (ACFFO) guidance; adjusted earnings before interest and taxes (EBIT) guidance; tilted returns future equity and debt offerings and financing requirements and plans; expected future sources and costs of financing; expected capital expenditures; access to investment opportunities on satisfactory terms; current growth projects and future growth opportunities and the allocation and impact thereof.

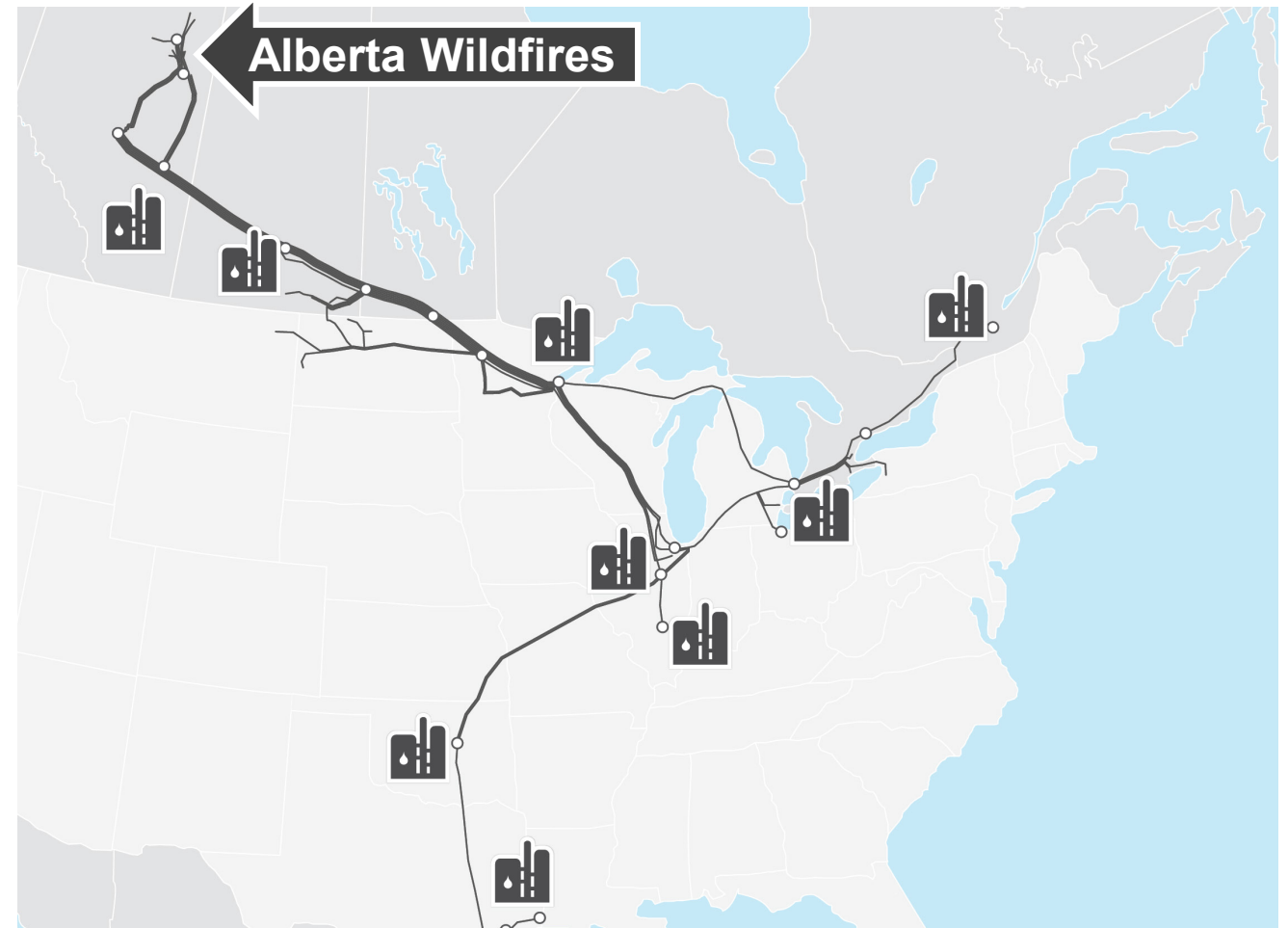
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Our FLI is subject to risks and uncertainties pertaining to dividend policy, adjusted earnings guidance, ACFFO guidance, adjusted EBIT guidance, operating performance, regulatory parameters, project approval and support, weather, economic and competitive conditions, changes in tax law and tax rate increases, counterparty risk, exchange rates, interest rates, commodity prices and supply and demand for commodities, including but not limited to those discussed more extensively in our filings with Canadian and US securities regulators. The impact of any one risk, uncertainty or factor on any particular FLI is not determinable with certainty as these are interdependent and our future course of action depends on management's assessment of all information available at the relevant time. Except to the extent required by law, we assume no obligation to publicly update or revise any FLI, whether as a result of new information, future events or otherwise. All FLI in this presentation, whether written or oral, attributable to Enbridge or persons acting on Enbridge's behalf, is expressly qualified in its entirety by these cautionary statements.

This presentation makes reference to non-GAAP measures including adjusted earnings and ACFFO, together with respective per share amounts, and adjusted EBIT. 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 Enbridge's use of non-GAAP measures can be found in Management's Discussion and Analysis (MD&A) available on Enbridge's website and [www.sedar.com](http://www.sedar.com).

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- The Enbridge value proposition
  - Business update
  - Second quarter financial review

- Minimal physical damage to regional oilsands facilities
  - Returned to full service
- May & June Mainline volume impact: 255 kbpd
- Q2 financial impact:
  - Adjusted EBIT\*: \$74 million
  - ACFFO\* per share: \$0.08
  - Adjusted EPS\*: \$0.03
- Transitory volume impact
  - August Mainline nominations: 15% heavy apportionment



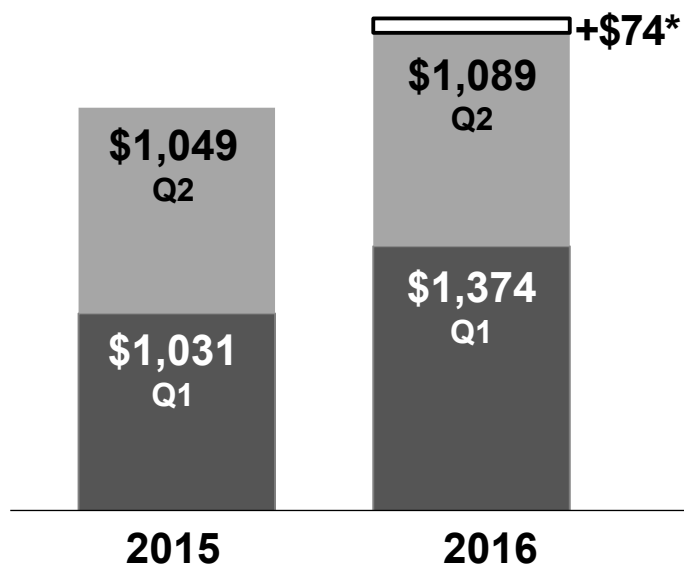
# Financial Highlights



Strong results reflect resiliency of business model; guidance range unchanged

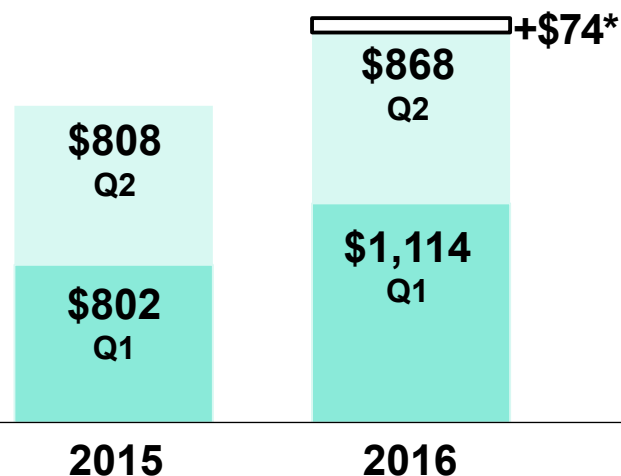
## Adjusted EBIT<sup>1</sup>

\$ Millions



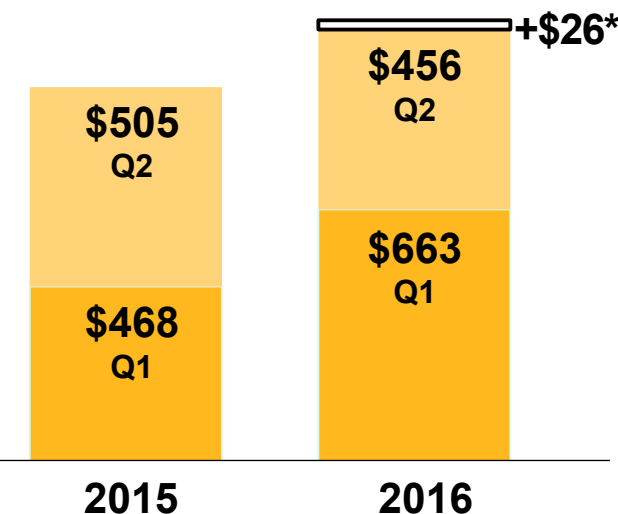
## ACFFO<sup>1</sup>

\$ Millions, except per share amounts



## Adjusted Earnings<sup>1</sup>

\$ Millions, except per share amounts



	2015	2016	2015	2016	2015	2016
Q2	\$1,049	\$1,089	\$0.96	\$0.95 [+\$0.08]*	\$0.60	\$0.50 [+\$0.03]*
YTD	\$2,080	\$2,463	\$1.91	\$2.21 [+\$0.08]*	\$1.15	\$1.25 [+\$0.03]*
FY Guidance		\$4,400-\$4,800		\$3.80-\$4.50		

<sup>1</sup>Available cash flow from operations (ACFFO), adjusted earnings before interest and taxes (adjusted EBIT) and adjusted earnings are non-GAAP measures. For more information on non-GAAP measures please refer to disclosure in the MD&A. Adjusted EBIT is not presented on a \$/share basis.

\*Incremental impact if Alberta Wildfires had not occurred.

# Shareholder Value Proposition

## Reliable Business Model

Conservative Commercial Structures • Minimal Commodity Exposure •  
Disciplined Capital Allocation



## Industry Leading Growth

Strategic Asset Positioning • Strong Fundamentals •  
Extend & Diversify Growth



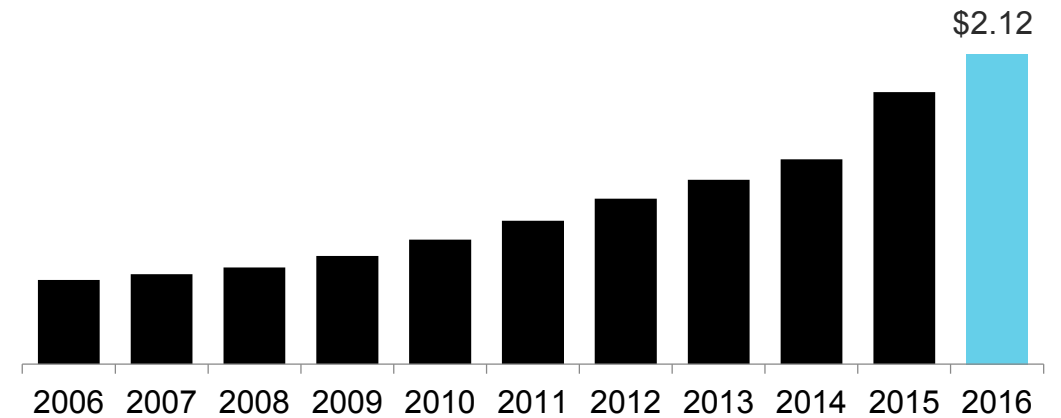
## Significant Dividend Income

Superior, predictable dividend growth • Ability to accelerate growth rate

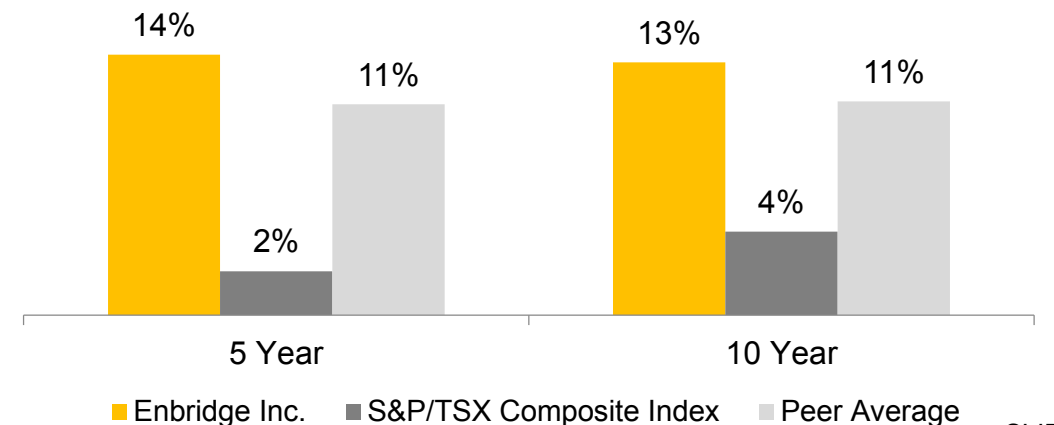


# Superior Shareholder Returns

## Dividend Per Share 14% DPS CAGR (2006 – 2016)



## Annualized Total Shareholder Return Dec 31, 2015



# Low Risk Business Model

Provides strong and predictable results in all environments

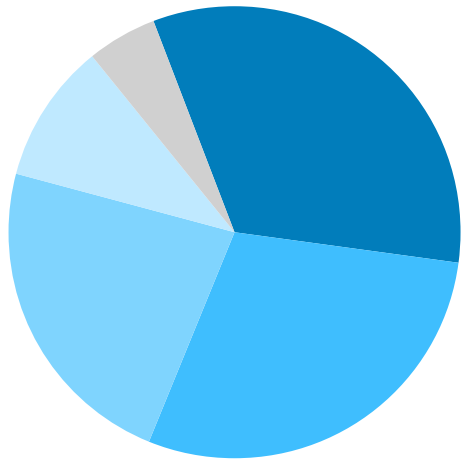
**95%** of cash flow underpinned by strong, long term commercial agreements

**95%** of credit exposure from investment grade customers or security received

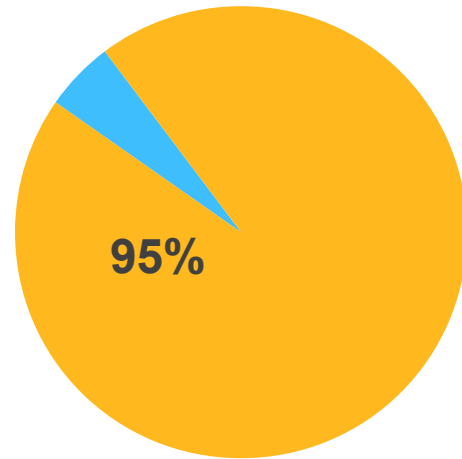
**~80%** of Mainline revenue is generated by top 10 shippers

**<5%** of earnings subject to market price risks including commodity, interest and foreign exchange

## Strong Commercial Constructs



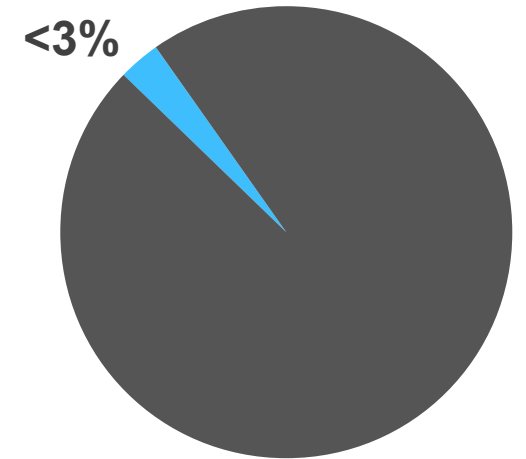
## Counterparty Credit Profile\*\*\*



## Top 10 Mainline Shippers % of Revenue by Credit Rating



## Earnings at Risk\* at June 30



\* 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 \*\*Predominately renewable power generation projects underpinned by long-term fixed price power purchase agreements \*\*\*Excludes EGD

# Secured Growth Outlook

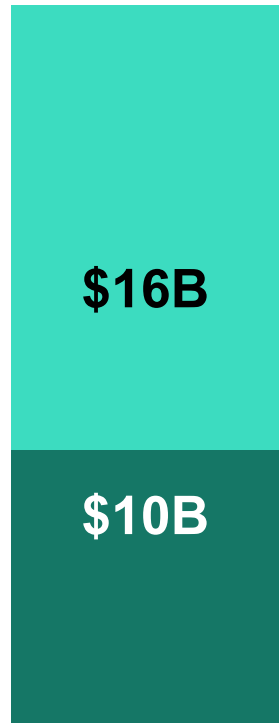


Transparent growth outlook driven by strong base business and \$26 billion secured growth capital program

## Secured Capital Program

Projects in service 2015-2019

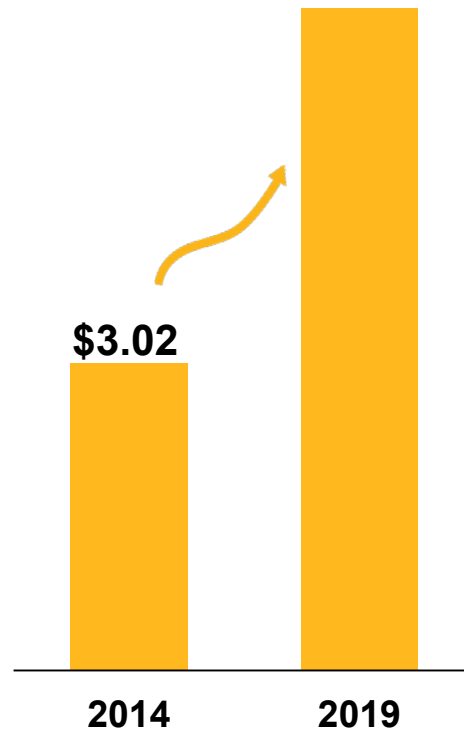
**\$26B**



- Projects in Execution
- Completed

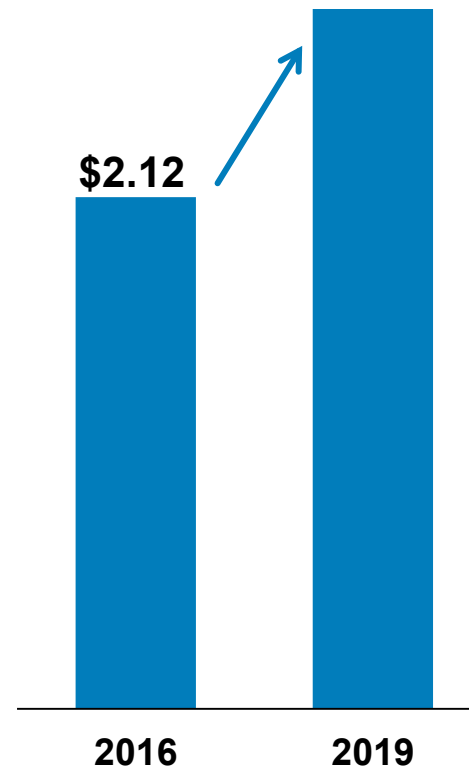
## ACFFO\*

12-14%+ CAGR



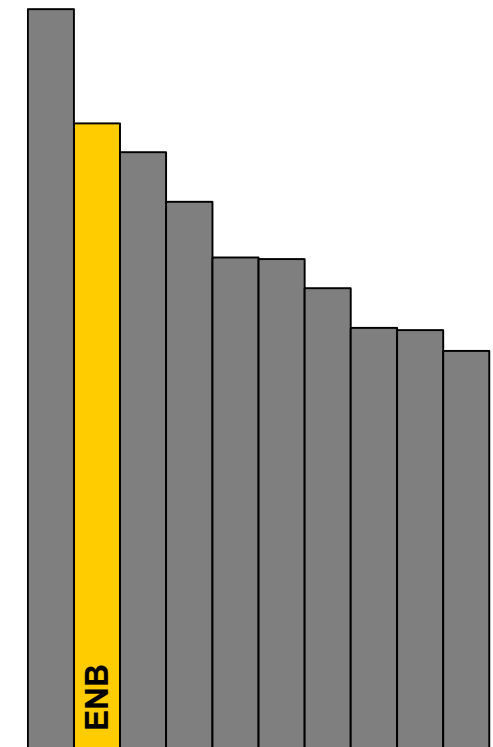
## DPS

10-12%+ CAGR



## Dividend Coverage

~2x



Source: FactSet consensus estimates as of June 30, 2016.

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



# Secured Growth Drivers: Project Execution



Supports growth outlook of 12 - 14% ACFFO/Share CAGR through 2019

## Projects in Execution<sup>1</sup>

	Project	Capital Cost	Expected ISD
<b>2016</b>	✓ Heidelberg Lateral	\$0.1B	Complete
	✓ GTA Project	\$0.9B	Complete
	✓ Tupper Gas Plant Acquisition	\$0.5B	Complete
	✓ Line 6B Expansion	\$0.3B	Complete
	Aux Sable Plant Expansion	\$0.1B	Q3 2016
	New Creek Wind	\$0.2B	Q4 2016
<b>2017</b>	Regional Oil Sands Optimization	\$2.6B	1H 2017
	Norlite	\$0.9B <sup>2</sup>	1H 2017
	JACOS Hangingstone	\$0.2B	1H 2017
<b>2018</b>	Stampede Lateral	\$0.2B	2018
	Rampion Wind	\$0.8B	2018
<b>2019</b>	Sandpiper	\$2.6B	Early 2019
	Line 3 Replacement	\$7.5B	Early 2019
	Southern Access to 1,200kbpd	\$0.4B	Early 2019

- \$1.8B of capital placed into service this year
- \$4B of projects in service in the next 12 months
- Projects largely on time and budget

<sup>1</sup>Table excludes \$0.2B of "Other EGD Growth Capital" per year through 2019.

<sup>2</sup> Enbridge share of total capital costs shown. Total project cost is expected to be \$1.3B. Keyera will fund 30% of the project cost.

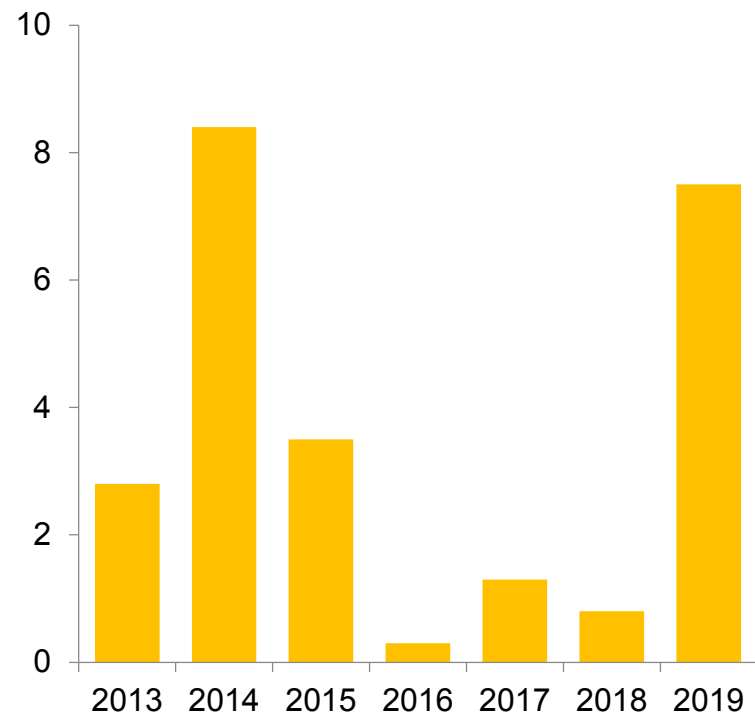
\*Available cash flow from operations (ACFFO) is a non-GAAP measure. For more information on non-GAAP measures please refer to disclosure in the MD&A..

# Secured Growth Drivers: Tilted Returns

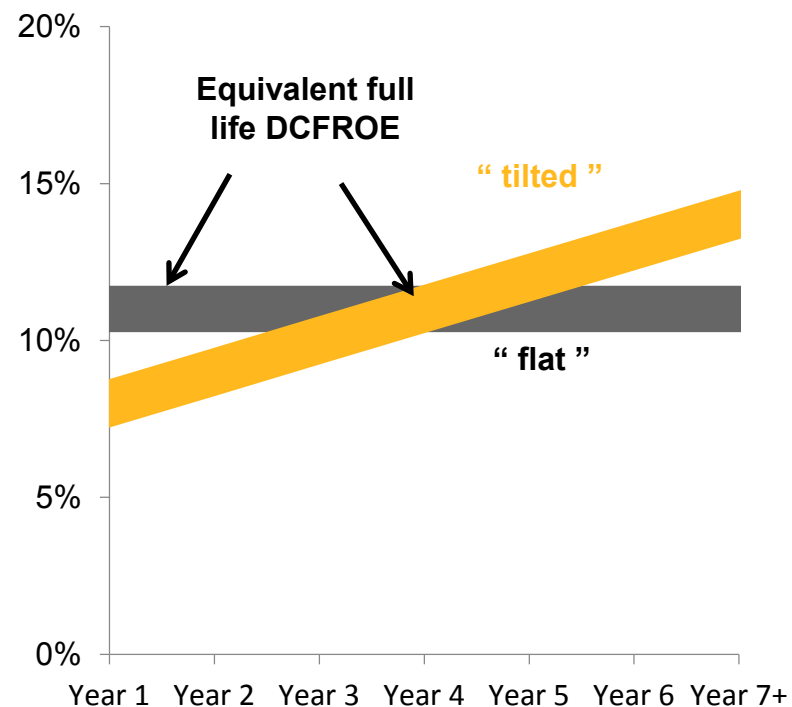


Contributes to growth through 2019 and beyond

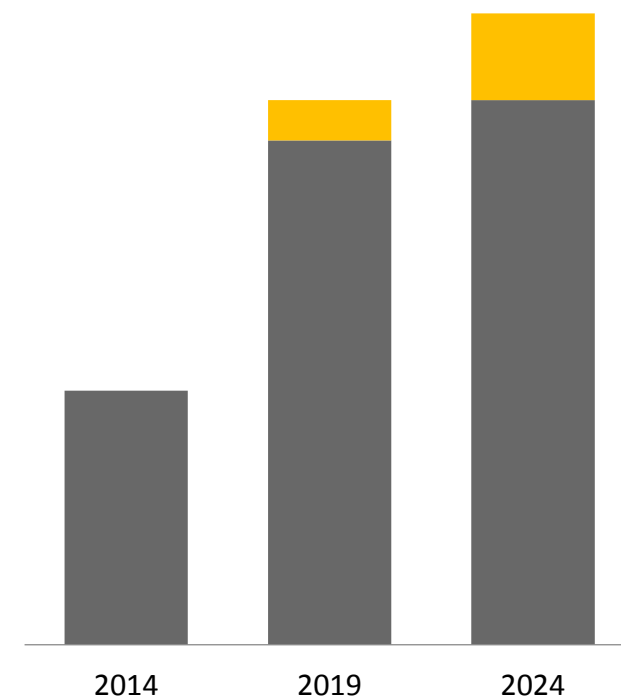
### Tilted Return Capital in Service \$25B



### Illustrative Tilted Return Profile



### ACFFO/share\* ~3% embedded annual growth



\*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..

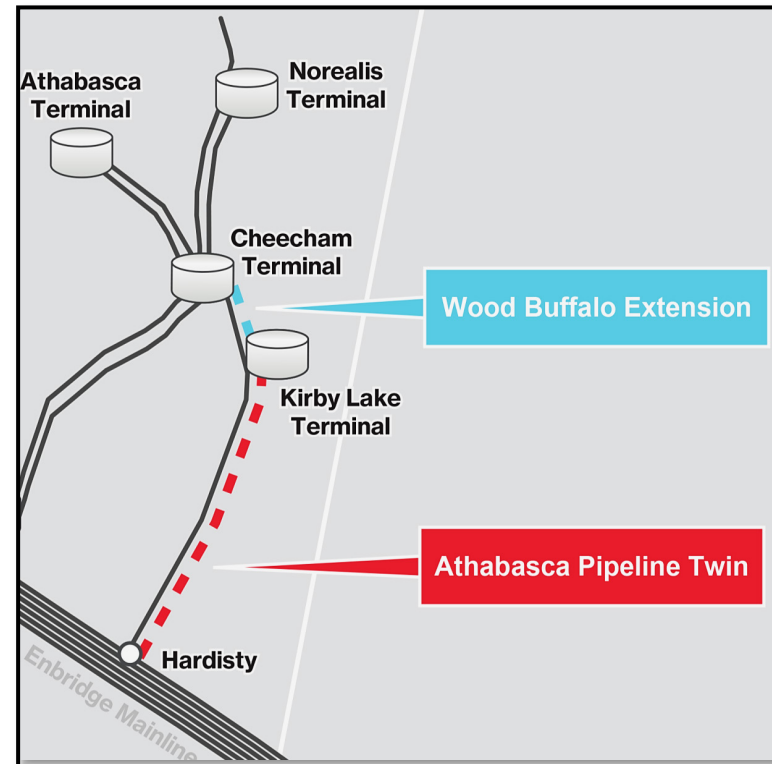
## Capital

- Supply chain initiatives
- Regional Oil Sands Optimization

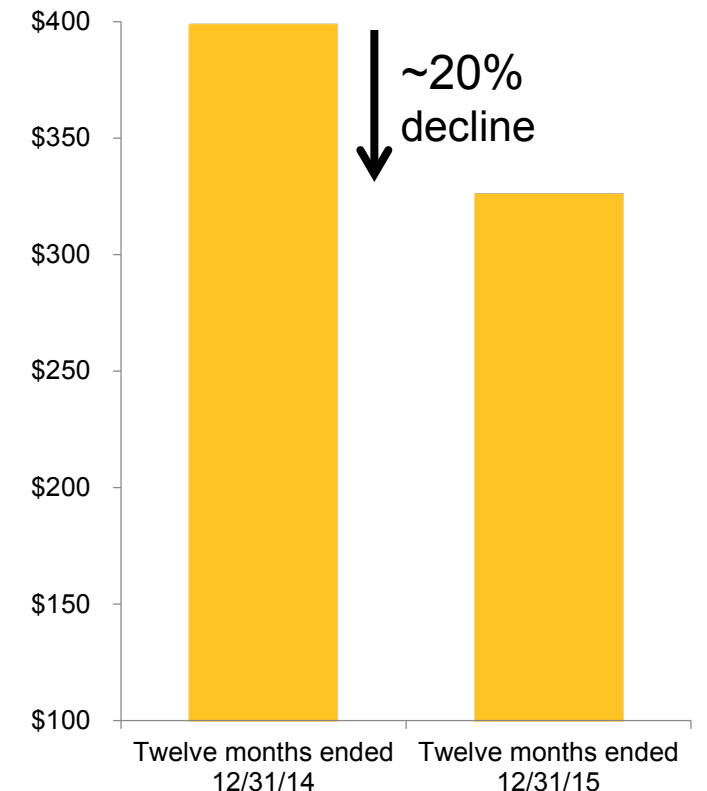
## Cost Management

- Midcoast
- Alliance
- Enterprise wide measures

### Regional Oil Sands Optimization



### Cost Reductions\* at Midcoast (USD millions)

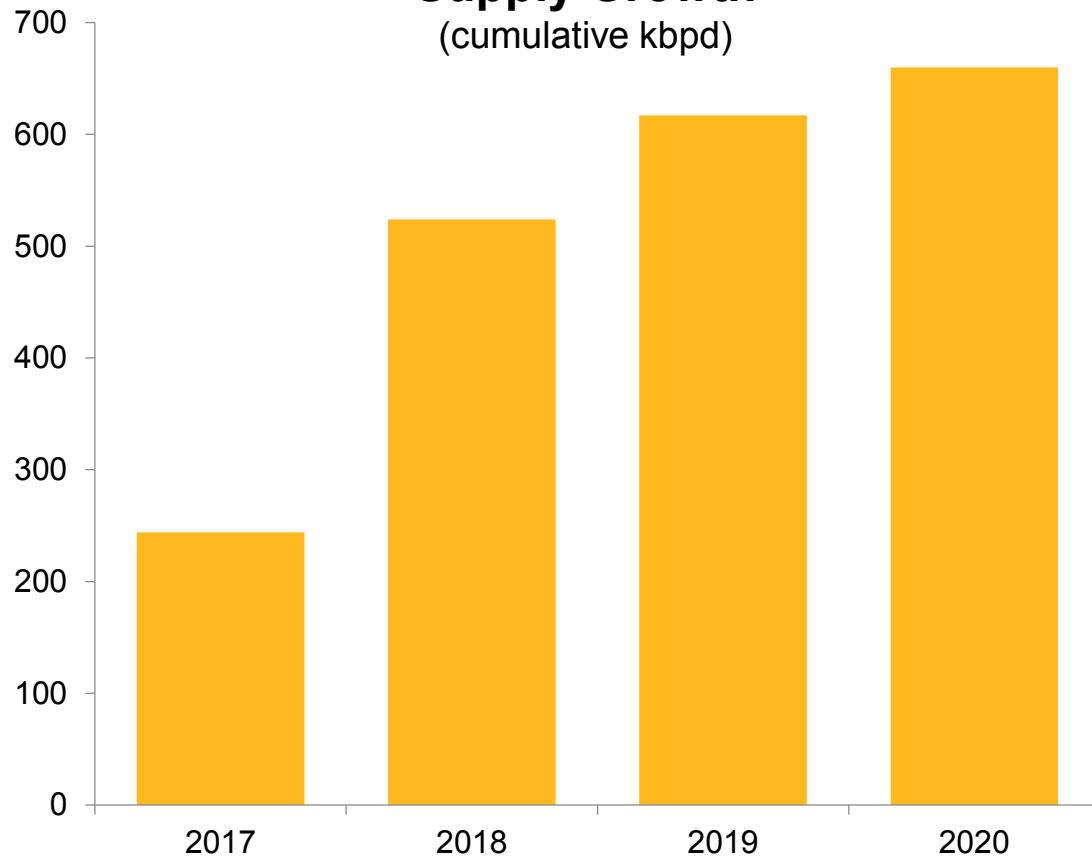


\*Adjusted operating costs

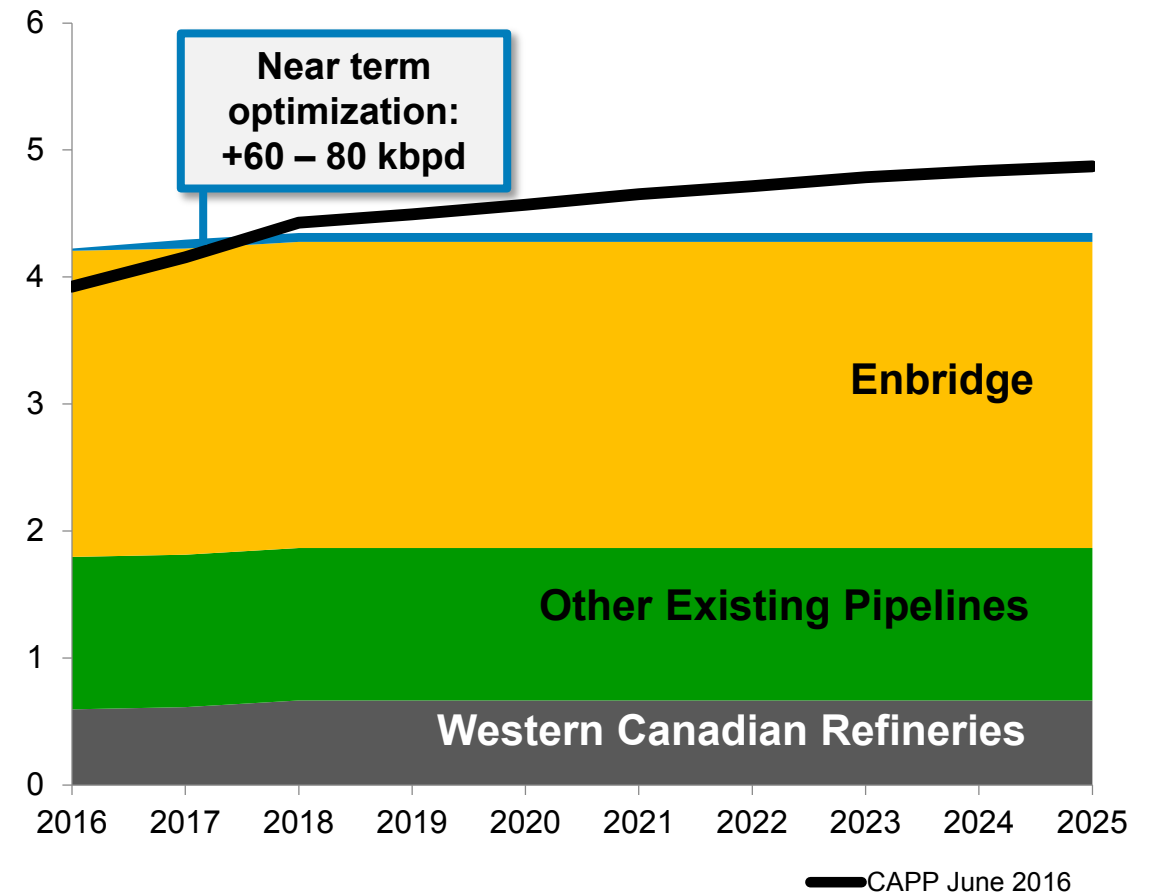
# WCSB Growth Outlook

Focused on addressing WCSB capacity shortfall

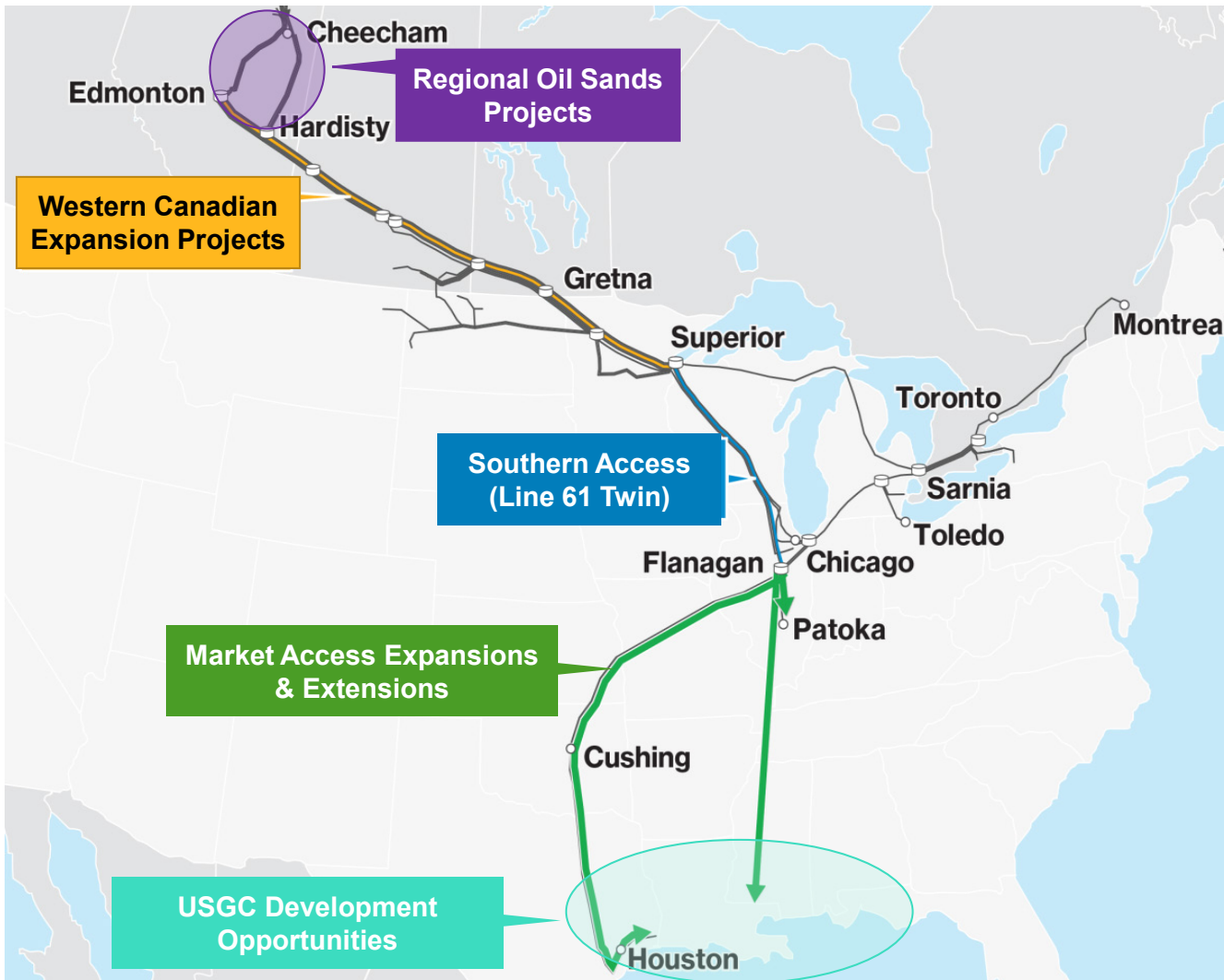
### Incremental WCSB Blended Heavy Supply Growth (cumulative kbpd)



### Takeaway Capacity vs. Supply Outlook (mmbpd)



# Liquids Pipelines: Positioned for Growth Beyond 2019



## Regional Oil Sands Projects

### Western Canadian Expansion Projects

Scalable, incremental and highly executable

Pipeline	Description	Capacity (kbpd)	Execution Comments
Line 3	Restore capacity	400	No cross border permitting required
Line 4	Rate optimization	50	No cross border permitting required
Line 2	Eliminate ND receipts	150	Requires restoration of Line 2 capacity
Line 65	Additional pumping	100	NEB & State approvals required
Line 3	Additional pumping	100	NEB & State approvals required
<b>Total</b>		<b>800</b>	<b>Upstream Capacity</b>

### Line 61 Twin

Enables Mainline expansion to 800 kbpd

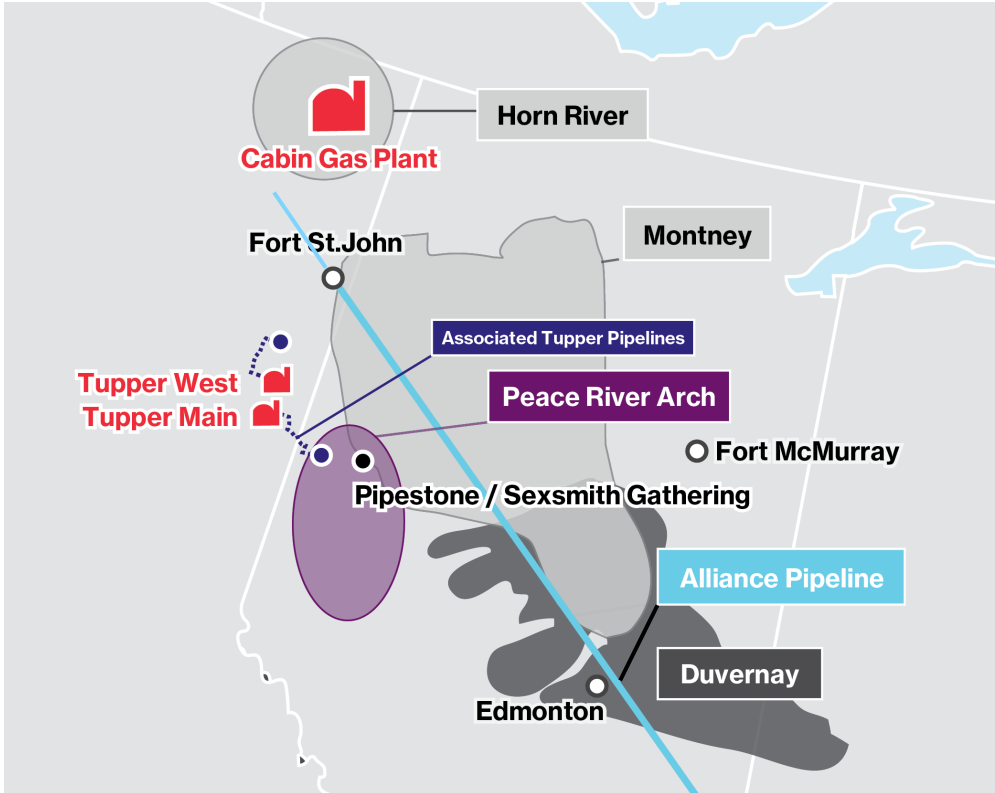
### Market Access Expansions and Extensions

### USGC Development Opportunities

# Extend and Diversify Growth

\$7B in new opportunities since Enbridge Day 2015

## Gas Pipelines & Processing



Tupper acquisition	\$0.5B
Further expansion opportunities	\$1.0B
	<hr/>
	<b>\$1.5B</b>

**Commercial Agreement:** 20 Year Take or Pay

## Power



New Creek	\$0.2B
Rampion	\$0.8B
Investment in EMF (includes projects under development)	\$4.8B
	<hr/>
	<b>\$5.8B</b>

**Commercial Agreements:** Long Term (~20 year) PPAs

## Consistent with value proposition

- Solid long term fundamentals
- Strong commercial / contractual support
- Attractive risk-adjusted returns

## Aligned with strategy

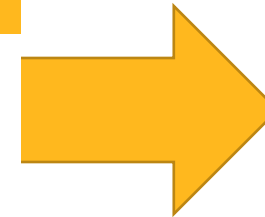
- Creates or strengthens existing or new platforms
- Brings embedded growth or optionality
- Capitalizes on existing capabilities

## Value uplift

- Executable synergies
- Accretion over planning horizon
- Expected shareholder value appreciation

## Transparent funding solution

- Readily executable funding plan



**Long term  
shareholder value**

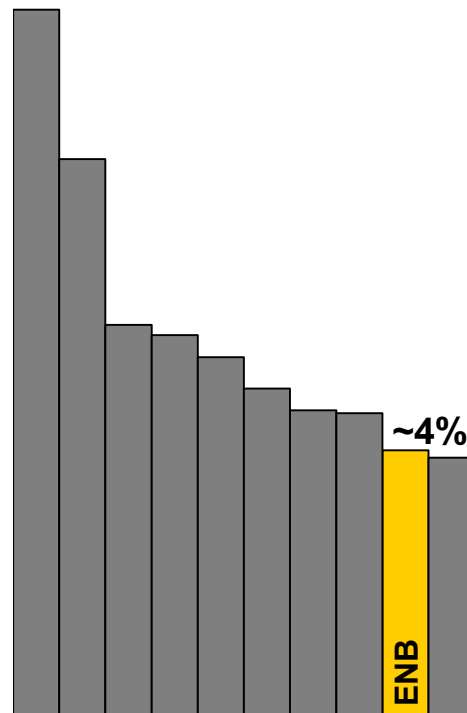
# Attractive Investment Opportunity



- Low risk business model
- Executing capital program
- Transparent ACFFO growth
- Extending & diversifying growth beyond 2019
- Strong investment value proposition

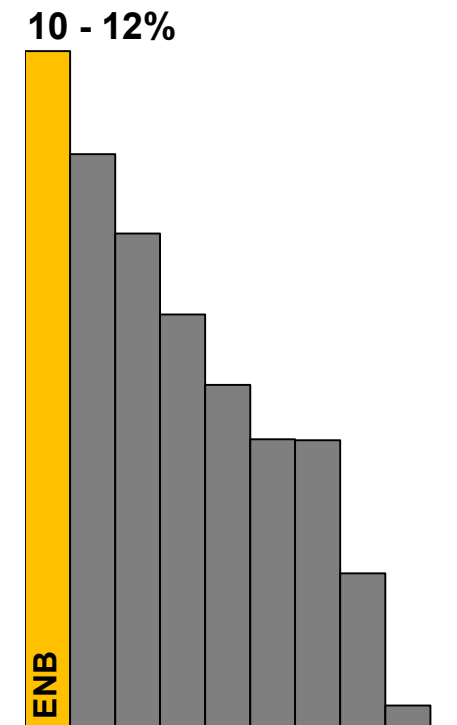
## Dividend Yield

2016e DPS



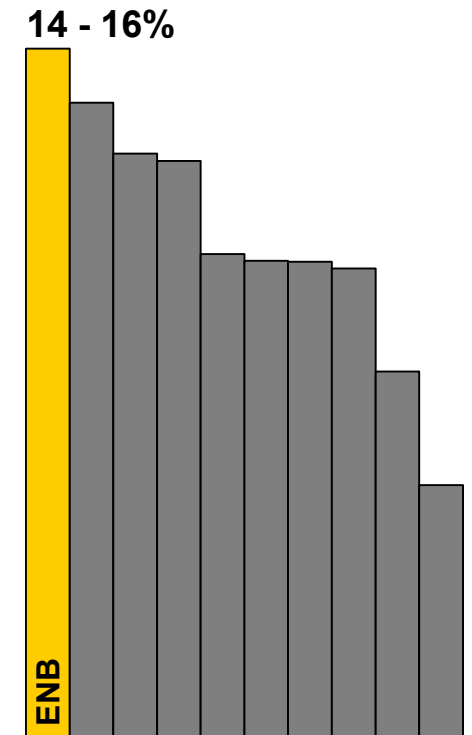
## Dividend per Share Growth

CAGR 2016e-2018e



## Total Return

Annual 2016e-2018e





# Q2 2016 Segmented Adjusted EBIT Variance



<b>ADJUSTED EBIT (\$ MILLIONS)</b>	<b>Q2 2015</b>	<b>Q2 2016</b>	<b>Variance</b>
Liquids Pipelines	809	922	<b>+113</b>
Gas Distribution	96	73	<b>(23)</b>
Gas Pipelines and Processing	74	90	<b>+16</b>
Green Power and Transmission	43	40	<b>(3)</b>
Energy Services	78	47	<b>(31)</b>
Eliminations and Other	(51)	(83)	<b>(32)</b>
<b>Consolidated Adjusted EBIT</b>	<b>1,049</b>	<b>1,089</b>	<b>+40</b>

\*Adjusted earnings before interest and taxes (adjusted EBIT) is a non-GAAP measure. For more information on non-GAAP measures please refer to disclosure in the MD&A. Adjusted EBIT is not presented on a \$/share basis.

# Q2 2016 ACFFO\* Variance



Favourable operating performance partially offset by higher financing costs

(\$ MILLIONS)	Q2 2015	Q2 2016	Variance
<b>Consolidated Adjusted EBIT*</b>	<b>1,049</b>	<b>1,089</b>	<b>+40</b>
Depreciation and amortization	485	555	+70
Maintenance capital	(164)	(144)	+20
Interest expense	(291)	(363)	(72)
Current income taxes	(50)	(34)	+16
Preferred share dividends	(71)	(71)	-
Distributions to noncontrolling interests <sup>1</sup>	(192)	(231)	(39)
Cash distributions in excess of equity earnings	80	43	(37)
Other non-cash adjustments	(38)	24	+62
<b>ACFFO*</b>	<b>808</b>	<b>868</b>	<b>+60</b>

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

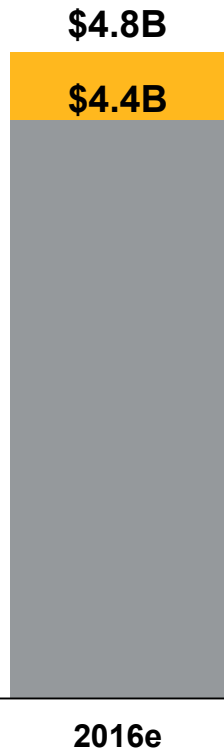
<sup>1</sup> Includes distributions to redeemable noncontrolling interests.

# 2016 Adjusted EBIT\* & ACFFO\* Guidance

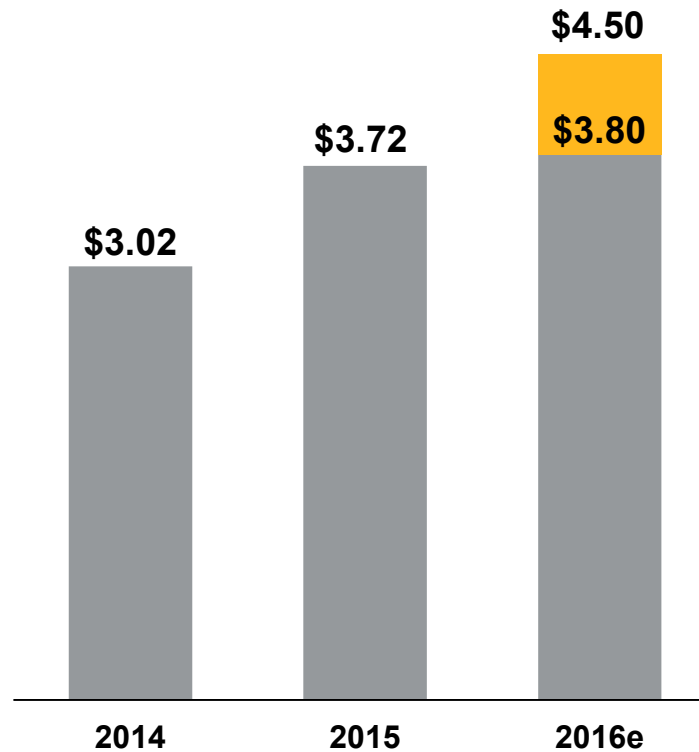


Performance on track; no change to guidance

Adjusted EBIT\*



ACFFO\*/share



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

# ENF & Fund Group Q2 Results



Strong growth driven by 2015 drop down and solid performance from legacy assets

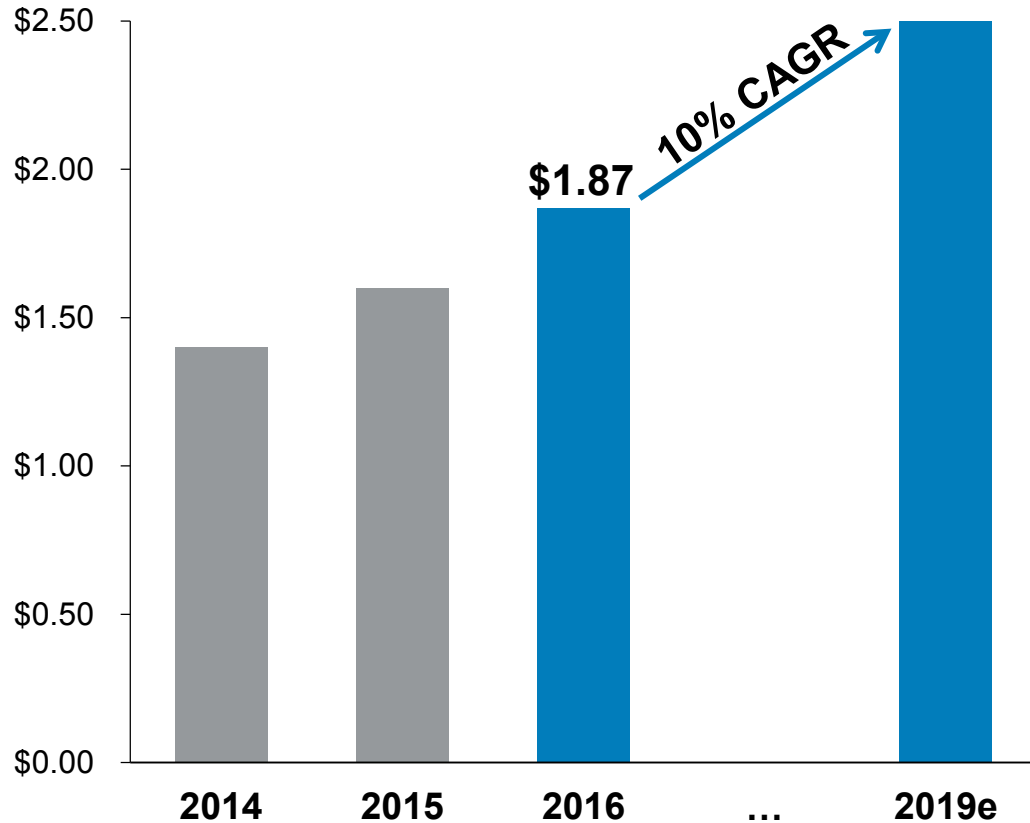
(\$ MILLIONS, Except per share amounts)	Q2 2015	Q2 2016	Variance
<b>EIPLP ACFFO*</b>	<b>112</b>	<b>437</b>	<b>+325</b>
Fund and ECT operating, administrative and interest expense	(30)	(54)	(24)
<b>Fund Group ACFFO*</b>	<b>82</b>	<b>383</b>	<b>+301</b>
Distributions to Enbridge	47	336	+289
Cash retained	3	(19)	(22)
<b>Distributions paid to ENF</b>	<b>32</b>	<b>66</b>	<b>+34</b>
Other income and expenses at ENF	(2)	1	+3
<b>ENF Earnings</b>	<b>30</b>	<b>67</b>	<b>+37</b>
ENF Dividends Declared	27	58	+31
<b>ENF Dividend per Share</b>	<b>0.39</b>	<b>0.47</b>	<b>+0.08</b>
<b>ENF Dividend per Share (%)</b>			<b>+21%</b>

\*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.

# ENF & Fund Group 2016 Guidance

Performance on track; no change to guidance

### ENF Dividends Per Share



### Fund Group ACFFO\*



\*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.

# Financial Strength and Flexibility



Over \$4 Billion in new capital raised thus far in 2016;  
Bolsters balance sheet and further strengthens liquidity position

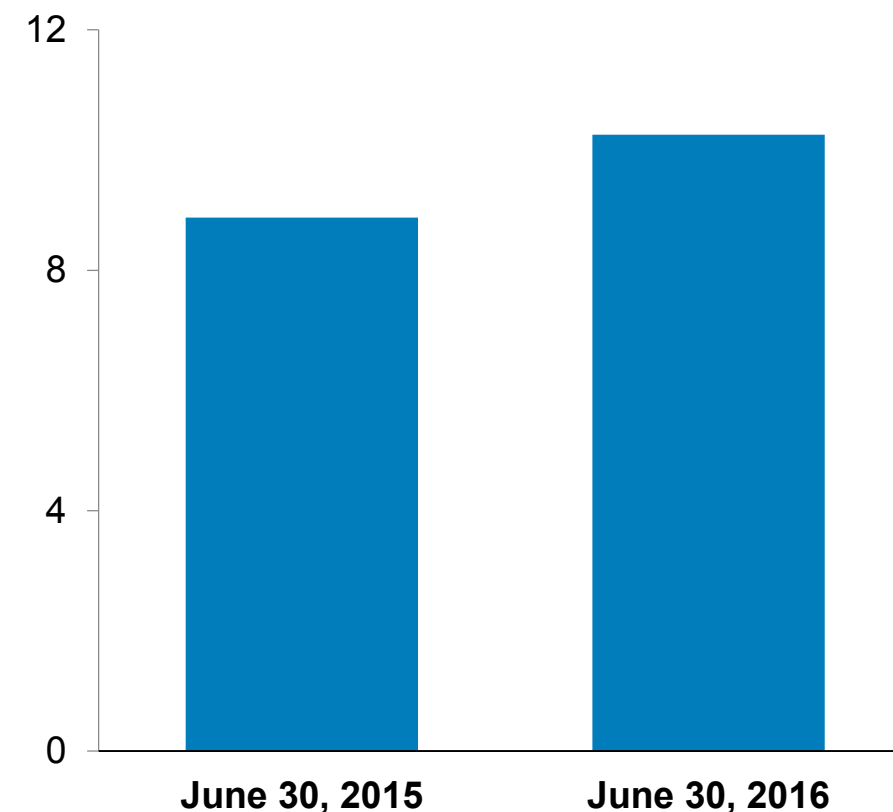
## Financing Activity

2016 Year to Date

	\$ billions (1 USD = 1 CAD)	Primary Market
<b>Equity Funding<sup>1</sup></b>		
ENB Common Shares	2.3	Canadian and U.S. public
ENF Common Shares	0.6	Canadian public
ENB/ENF DRIP & EEP PIK	0.5 <sup>2</sup>	Canadian and U.S. public
<b>Debt Funding</b>		
Term Loans	US1.0	Asian bank syndicate
<b>Total</b>	<b>4.4</b>	

## Available Liquidity<sup>3</sup>

\$ Billions



<sup>1</sup> All numbers are presented before deduction of fees and commissions where applicable.

<sup>2</sup> Includes \$US0.09 raised through EEP PIK distributions.

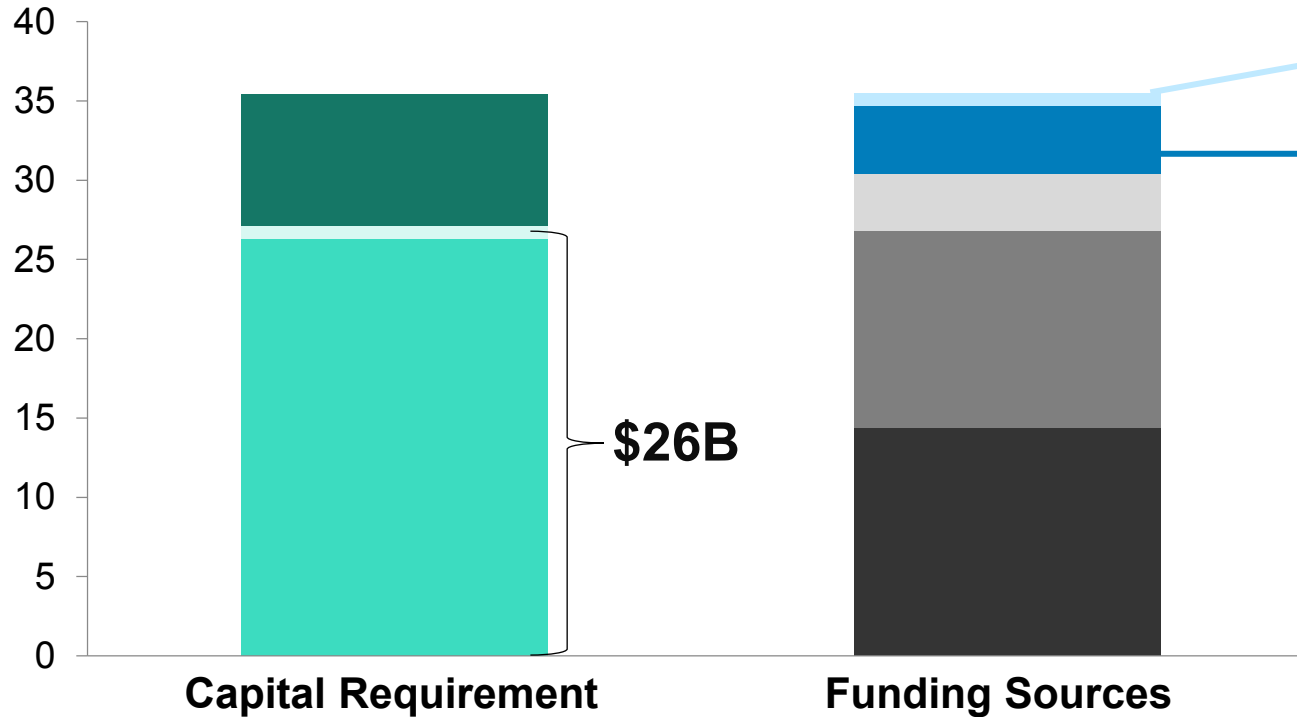
<sup>3</sup> Undrawn committed credit lines plus unencumbered cash on hand.

# Funding Progress

Equity raised in 2016 more than sufficient to fund commercially secured growth through 2017

## Secured Capital Funding Requirement (2015 – 2019)

Nominal dollars (billions)



## Remaining Funding Requirements

2016 – 2019 (\$ billions)

Equity requirement	\$0.8B
Incremental debt requirement <sup>1</sup>	\$4.3B

- Solid, investment grade credit ratings
- Multiple issuers; multiple markets
- Very modest incremental equity required through 2019 for current secured program

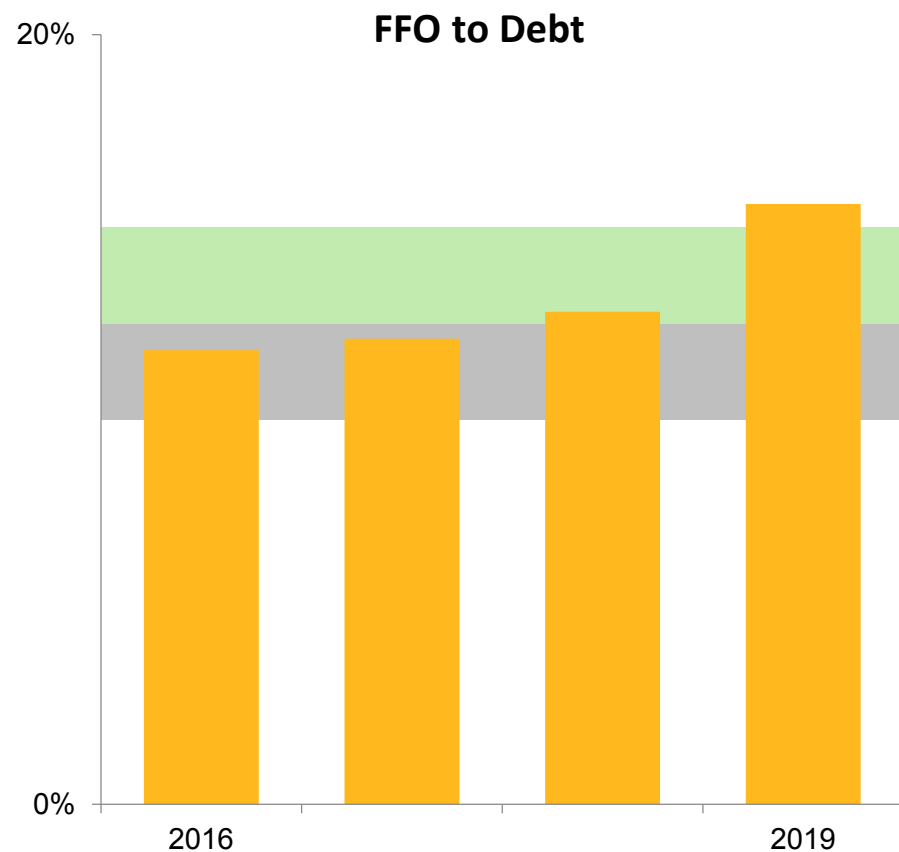
<sup>1</sup> Excludes approximately \$9.4 billion of maturing term debt to be refinanced from 2016 through 2019

# Credit Ratings



## Committed to strong, investment grade credit ratings

Credit improve strongly as greenfield projects come into service



Solid, investment grade ratings across issuers

	<b>EPI</b>	<b>EGD</b>	<b>ENB</b>	<b>FUND</b>	<b>EEP</b>
<b>DBRS</b>	A	A	BBB (High)	BBB (High)	BBB
<b>Outlook</b>	Stable	Stable	Stable	Positive	Stable
<b>Moody's</b>	-	-	Baa2	Baa2	Baa3
<b>Outlook</b>	-	-	Negative	Negative	Negative
<b>S&amp;P</b>	BBB+	BBB+	BBB+	-	BBB
<b>Outlook</b>	Stable	Stable	Stable	-	Stable



# Q&A

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