

# Resilience Discipline Growth



Enbridge Inc. (TSX: ENB; NYSE: ENB)

Investment Community Presentation  
March 2020

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## Non-GAAP Measures

This presentation makes reference to non-GAAP measures, including adjusted earnings before interest, income taxes, depreciation and amortization (adjusted EBITDA), 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. 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.

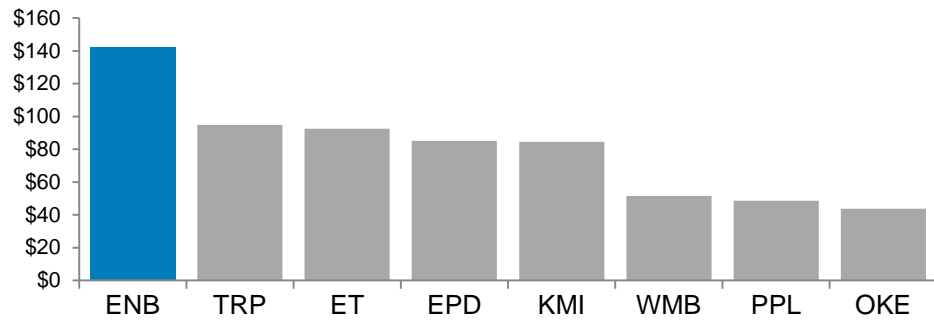
The non-GAAP measures described above are not measures that have a standardized meaning prescribed by generally accepted accounting principles in the United States of America (U.S. GAAP) and are not U.S. GAAP measures. Therefore, these measures may not be comparable with similar measures presented by 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.sedar.com](http://www.sedar.com) or [www.sec.gov](http://www.sec.gov)

# Enbridge: North America's Premier Infrastructure Company



## Enterprise Value (North American Midstream Companies)

(US\$,B, Source: Factset, Jan 2020)



## Delivering North America's Energy

**~25%**

of North America's  
Crude Oil Transported

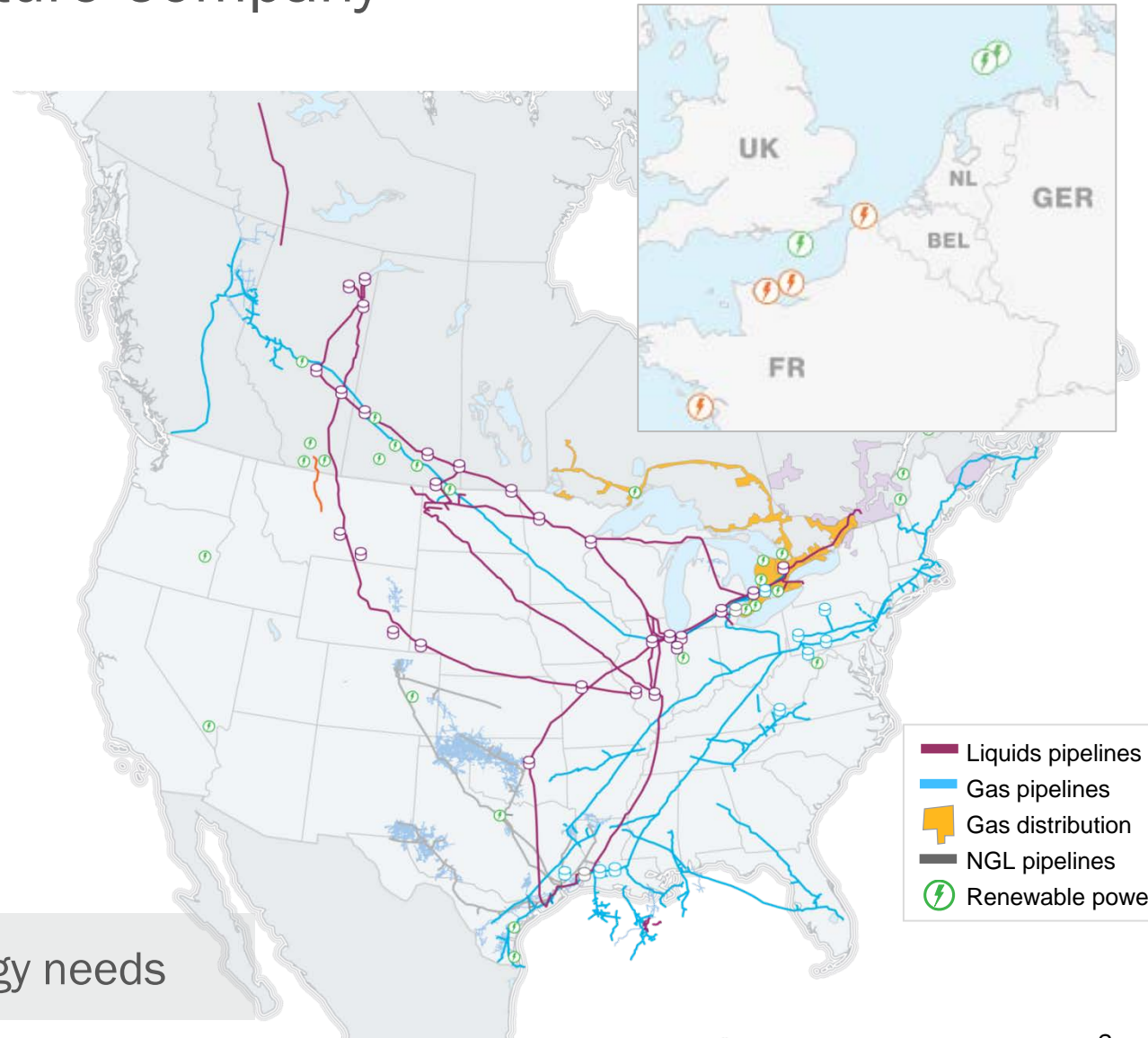
**~20%**

of Natural Gas  
consumed in U.S.

**~3.8M**

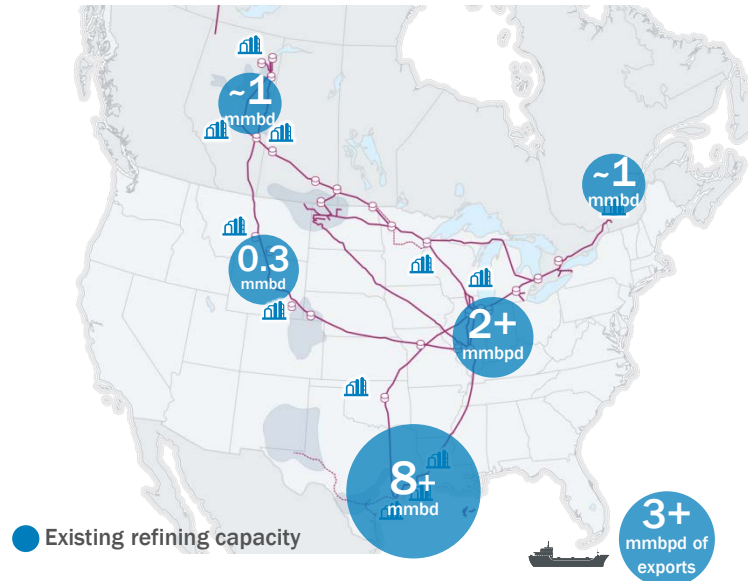
meter connections in  
Ontario

Our assets are essential to North America's energy needs



# Resilient Energy Infrastructure

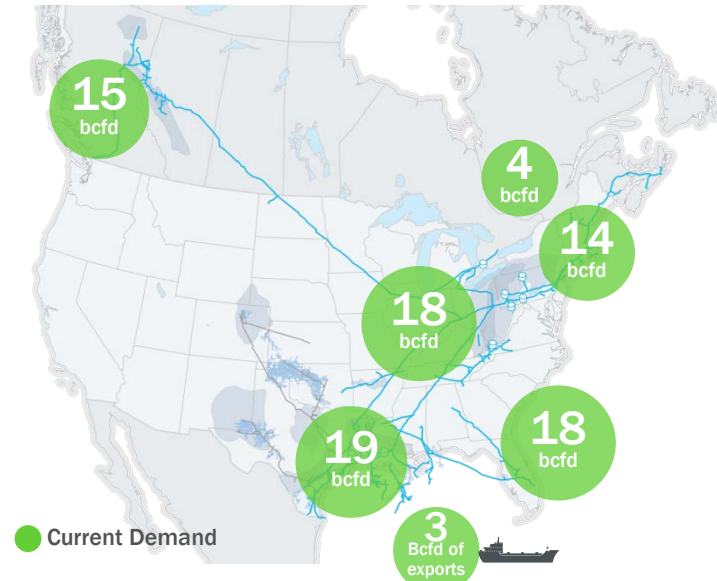
## Liquids Pipelines



Serves markets with more than 12mmbpd of N.A. refining capacity

- Globally competitive refineries
- Lowest cost access to best N.A. and export markets

## Gas Transmission & Midstream



Serves regional markets with >170 million people

- First and last mile connectivity
- Competitive tariffs to N.A. and export markets

## Gas Distribution & Storage



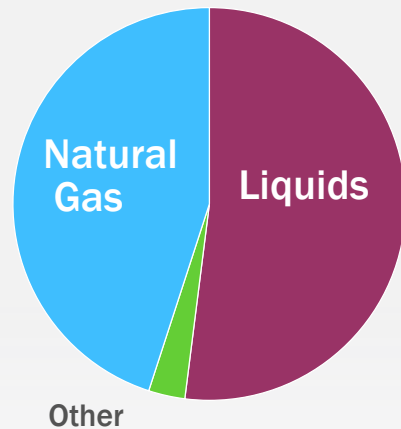
Serves 5th largest N.A. population center

- Critical source of industrial, commercial and residential load
- Gas costs 60% lower than competing fuels sources

Long lived, demand pull energy infrastructure

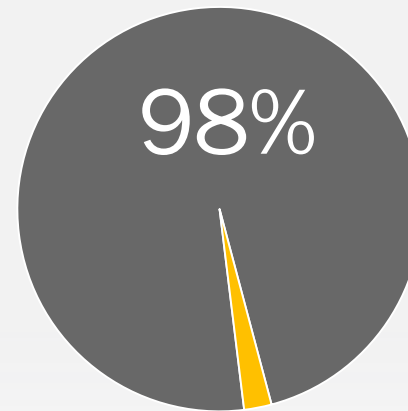
# Resilient Business Model

## Diversified Asset Mix



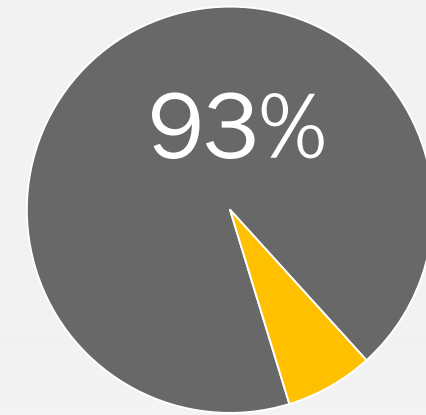
**\$13.7B**  
2020e EBITDA

## Predictable Cash Flows



COS/Contracted/CTS

## Solid Customer Base



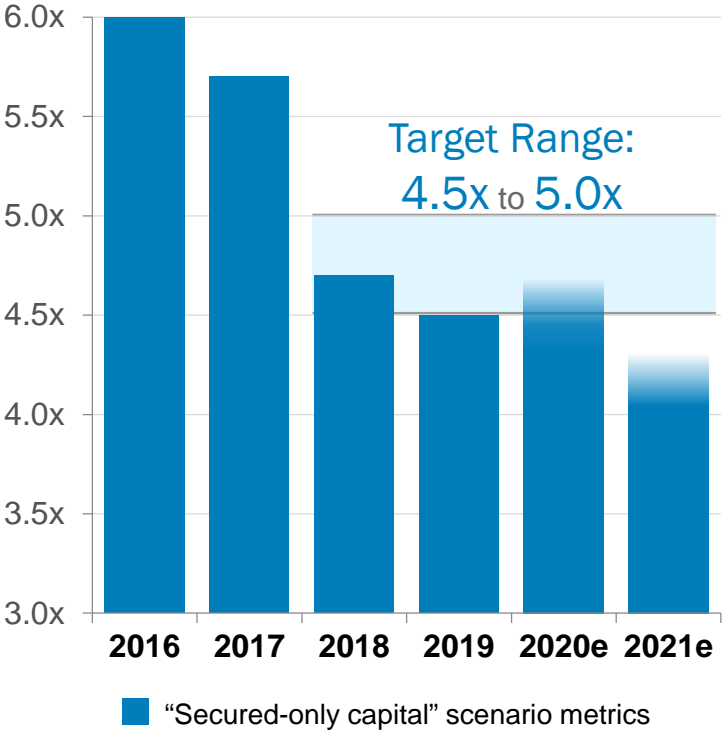
Investment Grade  
Counterparties

Diversified cash flows underpinned by low risk approach to business

# Strong Balance Sheet & Ample Liquidity



## DEBT to EBITDA<sup>1</sup>



## Credit Facilities



## Enbridge Inc. Sr. Unsecured Debt Ratings

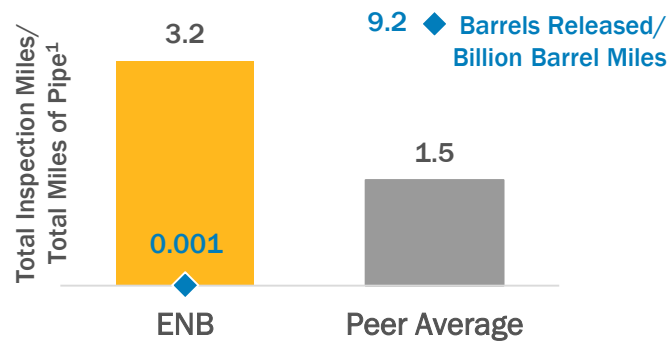
Standard & Poors	BBB+ stable
Fitch	BBB+ stable
DBRS	BBB High stable
Moody's	Baa2 positive

Strong and flexible financial position to fund secured growth and future opportunities

(1) Management methodology. Individual rating agency calculations will differ.

## Environment

Safety is our number one priority



- Reduced emissions for Cdn ops **21% below 1990** levels; developing new targets
- **Removed equivalent of 9.3 million cars** through DSM programs
- **Issued 2019 Climate Report<sup>2</sup>**

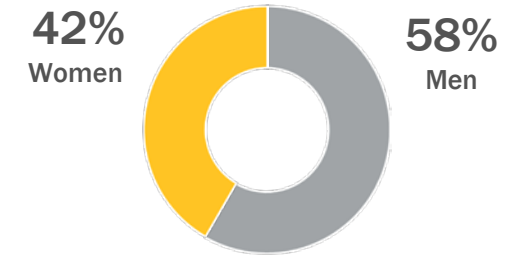
## Social



- **Lifecycle approach** to Indigenous engagement
- **\$450M in Indigenous economic opportunities** on Line 3 Canada
- Focused on workforce **diversity and inclusion**

## Governance

Board Diversity



- **Separate Chair and CEO**; average Board tenure **7 yrs.**
- Executive compensation **aligned with shareholder** returns and company performance
- Performance metrics includes environmental and social factors

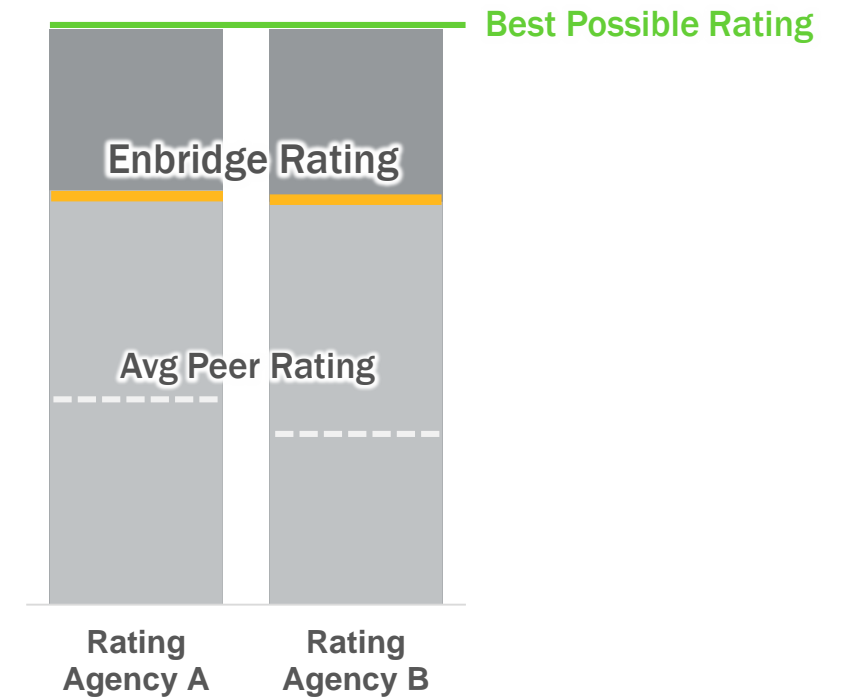
Committed to strong and sustainable practices that promote the long-term interests of stakeholders

# Leading the Industry on ESG Measures



ENBRIDGE	Peer A	Peer B	Peer C	Peer D	Peer E	
TCFD aligned disclosure report <sup>1</sup>	✓	✗	✓	✗	✓	✓
Publicly report GHG emissions (Scope 1 and 2)	✓	✓	✓	✗	✓	✓
Board oversight of climate-related risks and opportunities	✓	✗	✓	✗	✗	✓
Indigenous Peoples Policy	✓	✗	✓	✗	✗	✓
Gender diversity on Board of Directors	✓	✗	✓	✗	✓	✓
CEO & executive compensation tied to ESG	✓	✗	✓	✗	✓	✗
Executive compensation includes TSR performance metric	✓	✗	✓	✗	✓	✗

## Third Party ESG Ratings<sup>2</sup>



Industry-leading practices relative to midstream peers

Peers comprised of N.A. large cap Midstream companies

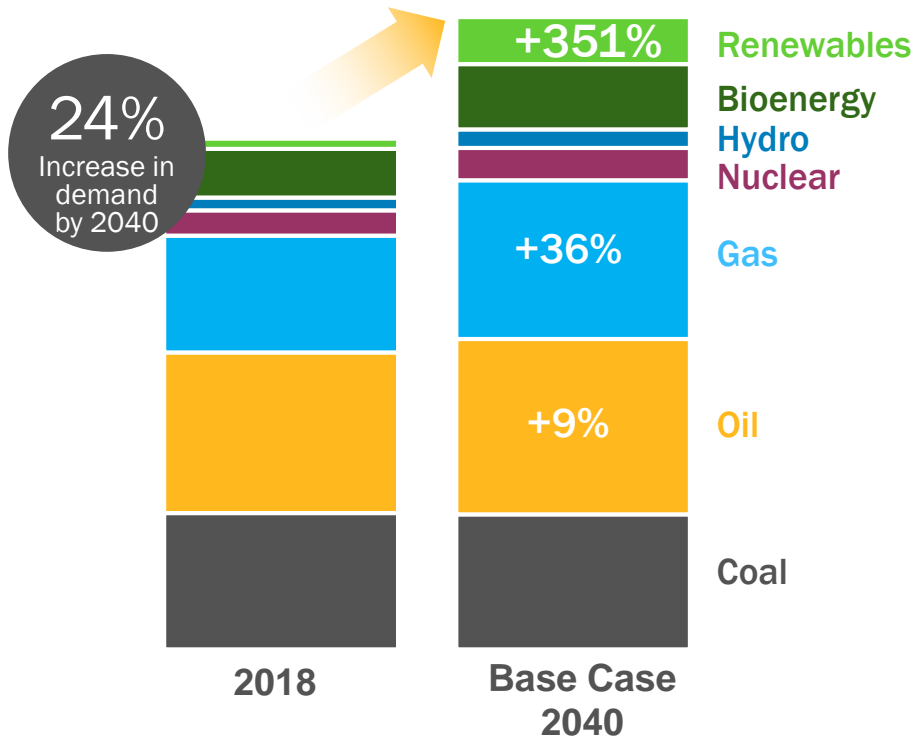
1. Resilient Energy Infrastructure: Addressing Climate-Related Risks and Opportunities Report

2. Reflects third-party assessment and rating of ESG disclosure and performance measures of Enbridge and Peers A through E

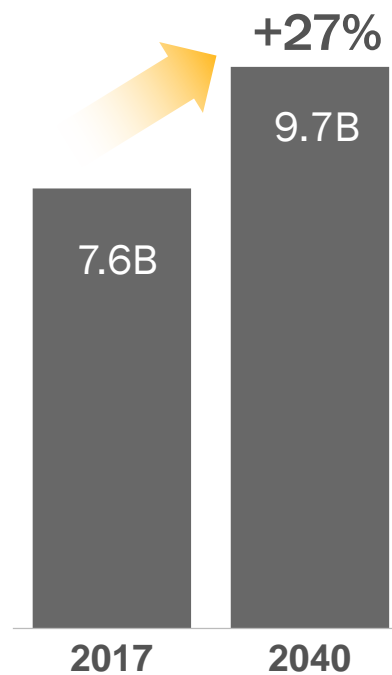


# Growing Global Demand for Energy

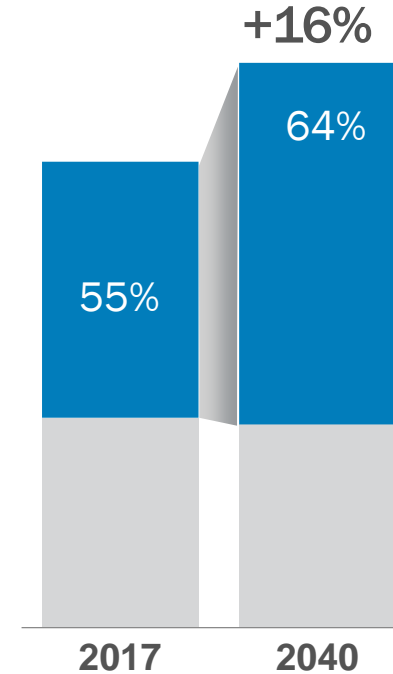
Global Energy Demand (2040, Mtoe)



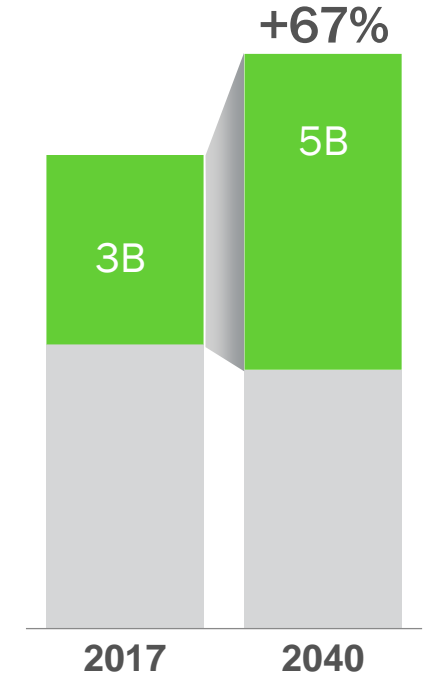
World Population



Urbanization



Global Middle Class

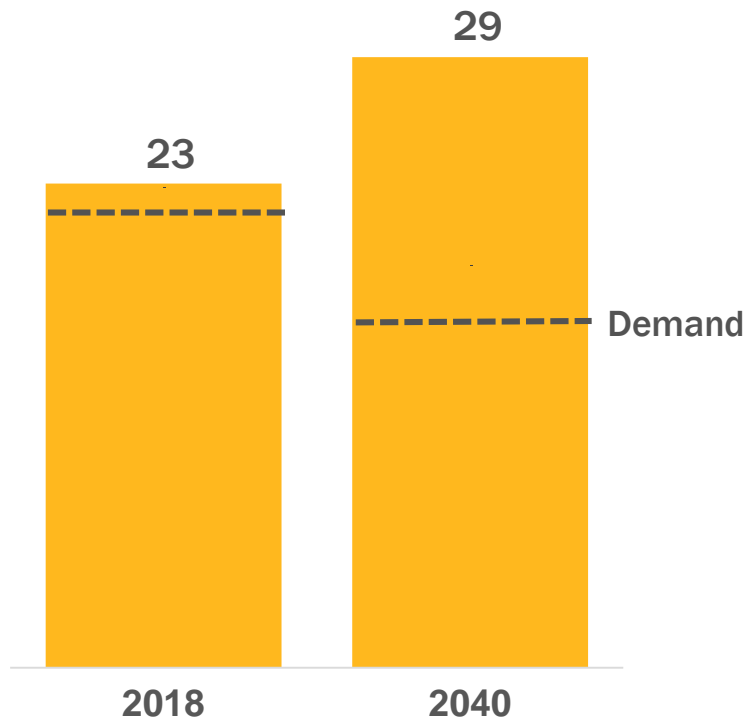


Energy consumption rising – all sources of energy are needed

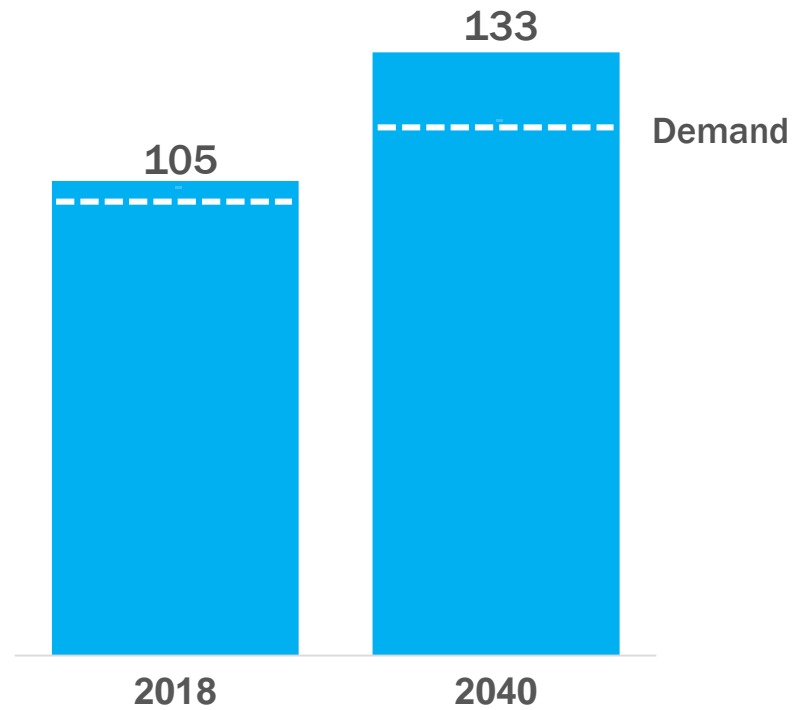
# North American Energy Supply Fundamentals



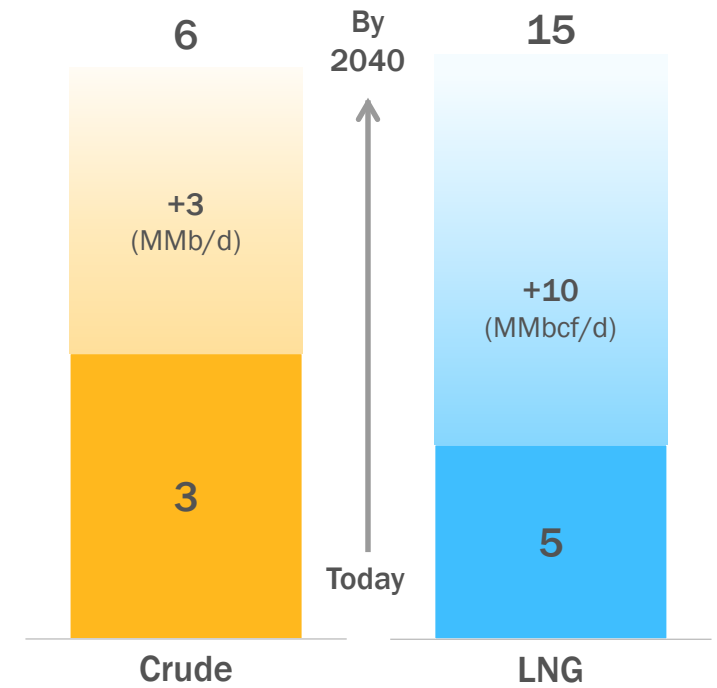
N.A. Liquids supply<sup>1</sup> (MMb/d)



N.A. Natural gas supply (Bcf/d)



U.S. & Canada exports



Globally competitive N.A. crude oil and natural gas supplies support growing exports

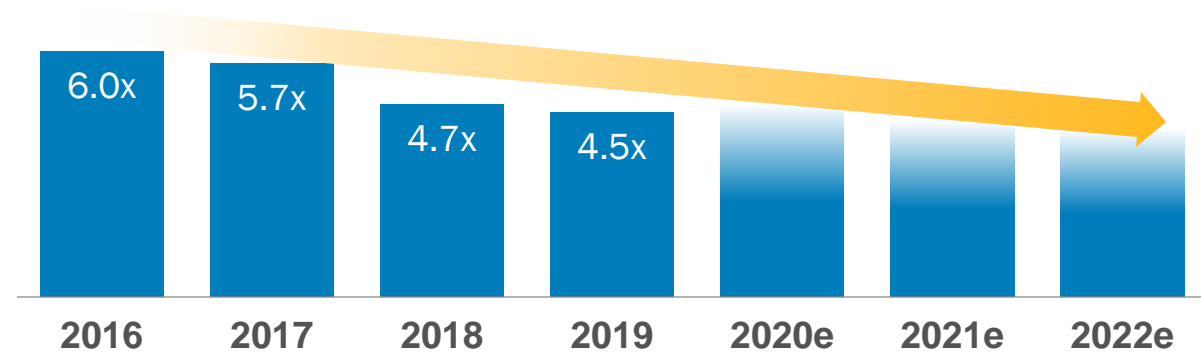
<sup>1</sup> includes Mexico  
 Liquids and natural gas supply forecasts: IEA 2019 WEO - Stated Policies Scenario; current LNG export updated for 2019.  
 Export forecasts: Enbridge internal view

# Progress on Key Priorities

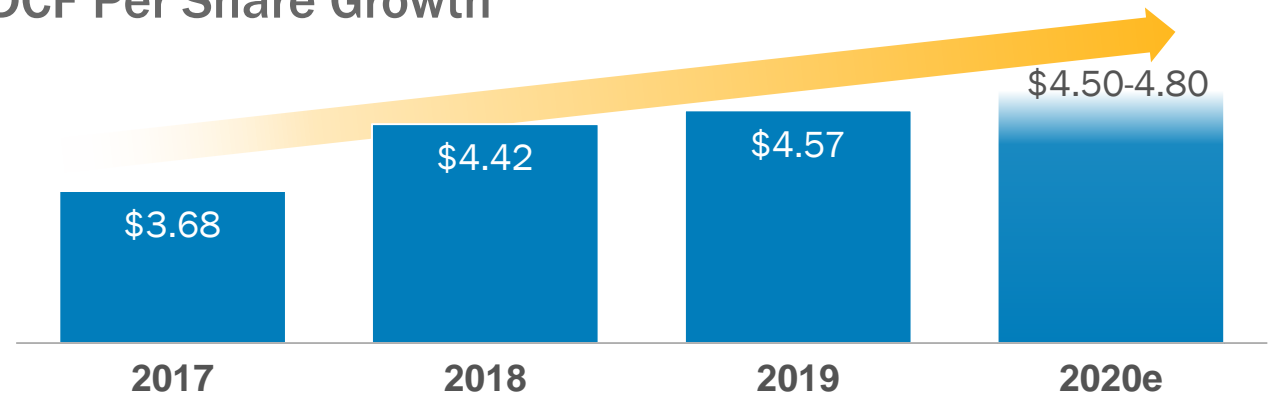


- ✓ Strong operating and financial performance
- ✓ Spectra integration complete
- ✓ Project execution strong
- ✓ Accelerated leverage reduction
- ✓ Diversified business mix
- ✓ Self-funded growth
- ✓ Simplified corporate structure

## Accelerated Deleveraging



## DCF Per Share Growth



Business performance driving record financial results, while deleveraging and simplifying the business

# Strategic Priorities



## Primary Emphasis Through 2022

### Optimize the Base Business

- Toll escalators & contract ramps
- System optimizations
- Overhead/supply chain efficiencies

### Execute Secured Capital Program

#### \$11B of Secured Growth

#### Liquids Pipelines

- Line 3 U.S.
- Southern Access Expansion

#### Gas Transmission & Midstream

- T-South expansion
- T-North expansion
- Atlantic Bridge
- USGC LNG connections

#### Gas Distribution

- Customer growth
- Dawn Parkway expansions
- System expansions

#### Power

- St Nazaire
- East-West Tie Line

### Grow Organically

- Extend & expand pipelines
- USGC liquids exports & logistics
- Core rate base growth
- LNG export pipelines
- Utility customer growth & expand to new communities
- European Offshore wind

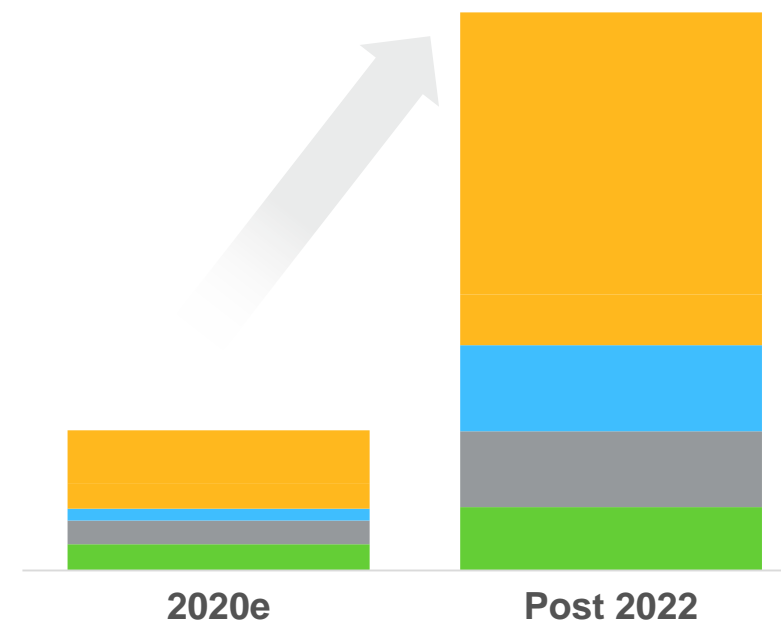
Near-term focus primarily on optimizing the base and executing secured capital

# Secured Growth Inventory

Project	Expected ISD	Capital (\$B)
Line 3 Replacement – U.S. Portion	TBD <sup>1</sup>	2.9 USD
Southern Access to 1,200 kbpd	2H20	0.5 USD
Other Liquids	2H20	0.1 USD
PennEast	2021+	0.2 USD
Utility Reinforcement	2020	0.2 CAD
Utility Growth Capital	2020	0.5 CAD
Atlantic Bridge (Phase 2)	2020	0.1 USD
GTM Modernization Capital	2020	0.8 USD
Spruce Ridge	2021	0.5 CAD
T-South Expansion	2021	1.0 CAD
Other expansions	2020/23	0.6 USD
Dawn-Parkway Expansion	2021	0.2 CAD
East-West Tie-Line	2021	0.2 CAD
Saint-Nazaire Offshore Wind - France	2022	1.8 CAD <sup>2</sup>
<b>TOTAL 2020+ Capital Program</b>		<b>\$11B*</b>

**Segments:** ■ Liquids Pipelines ■ Gas Transmission & Midstream  
■ Gas Distribution ■ Renewable Power Generation & Transmission

## Cumulative EBITDA Growth from Secured Projects (C\$ billions)



Secured growth supported by low risk commercial agreements

**\$11 billion of secured capital should generate significant cash flow growth**

\* Rounded, USD capital has been translated to CAD using an exchange rate of \$1 U.S. dollar = \$1.30 Canadian dollars.  
 (1) Update to project ISD under review. (2) Cumulative expenditures incurred from inception of project up to Sep 30, 2019 of US\$1.2B. (3) Enbridge's equity contribution will be \$0.3B, with the remainder of the construction financed through non-recourse project level debt

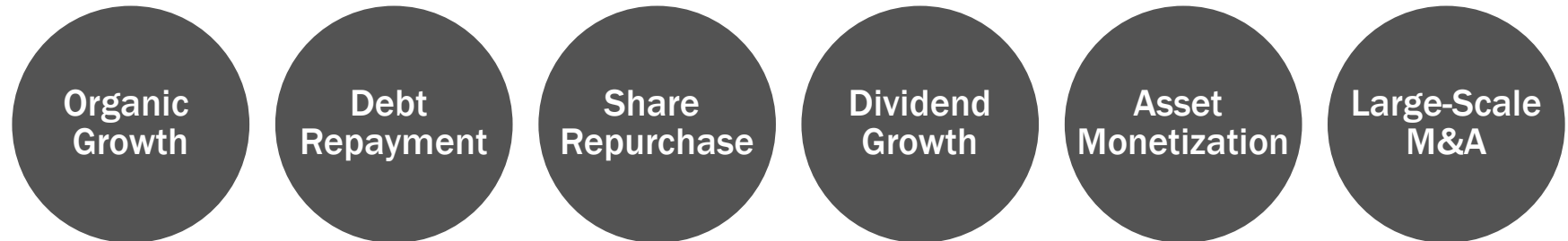
# Disciplined Capital Allocation



Self-Funding  
Capacity &  
Financial Policy

Self Funding Capacity (Post secured capital program):	\$5 - 6 B
Conservative Leverage Target:	4.5x to < 5x
Long-Term Dividend Payout:	~65% DCF
Returns:	Exceed Project Level Hurdle Rate

Choices



Value Drivers



A disciplined and systematic approach to capital allocation

# Near-term Capital Allocation Priorities



1

## Preserve Financial Strength

Target 4.5x to <5.0x DEBT to EBITDA and maintain BBB+ credit rating

2

## Return Capital to Shareholders

Sustainable dividend growth (2020 dividends of \$6.5B)

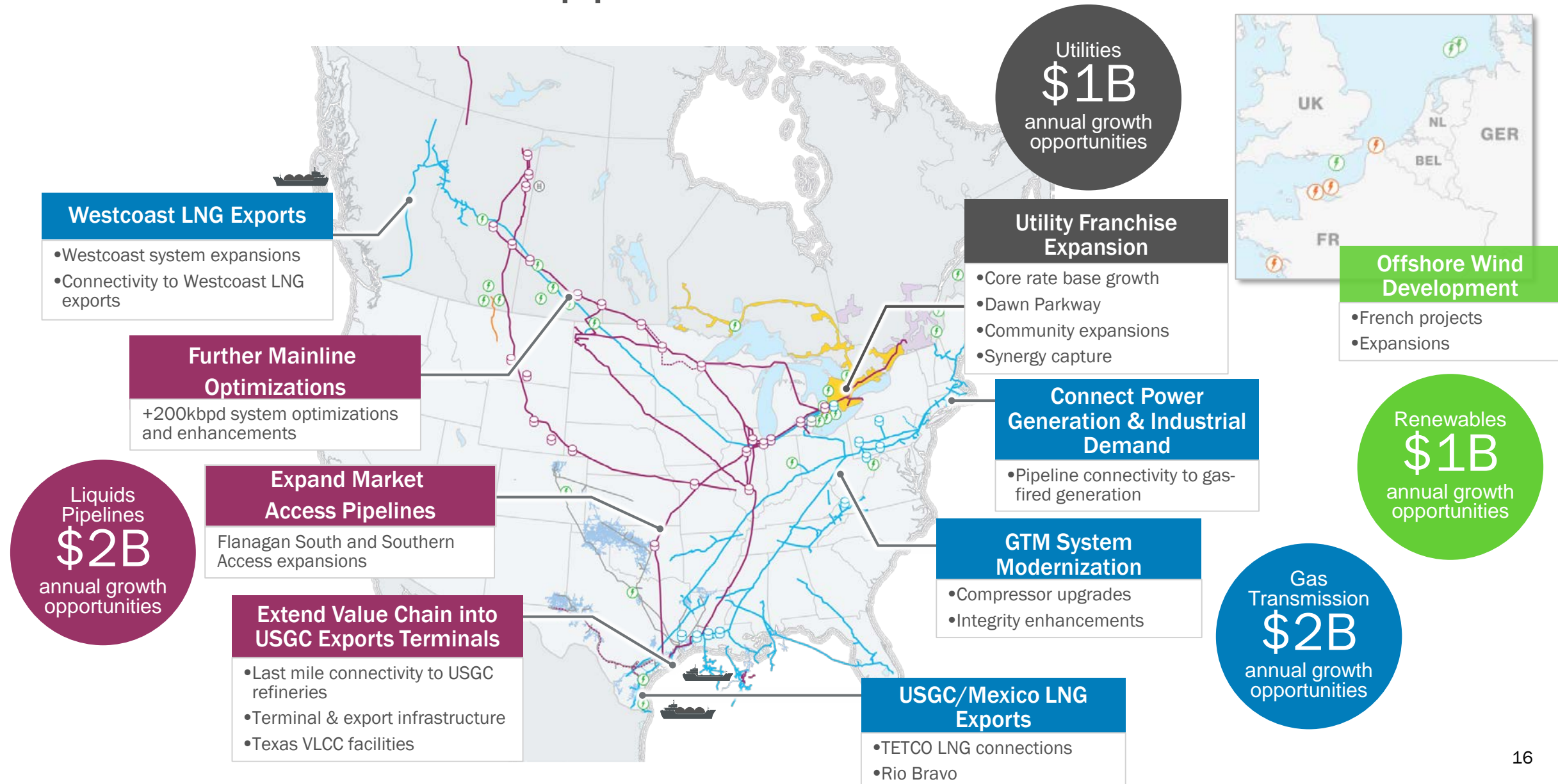
3

## Organically Grow the Business

Execute secured growth and pursue in-franchise, capital efficient growth on a self-funded basis

Optimize deployment and return of capital to maximize long-term shareholder value

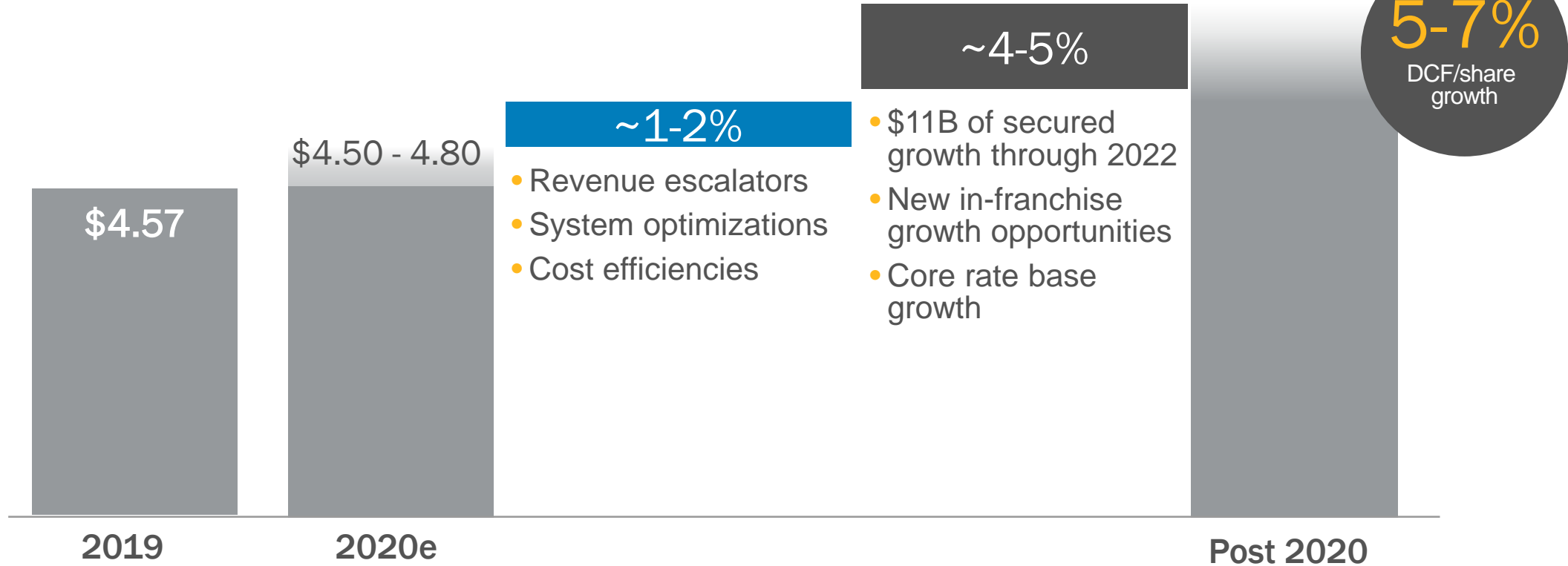
# Post-2020 Growth Opportunities





# Growth Outlook

## DCF per share

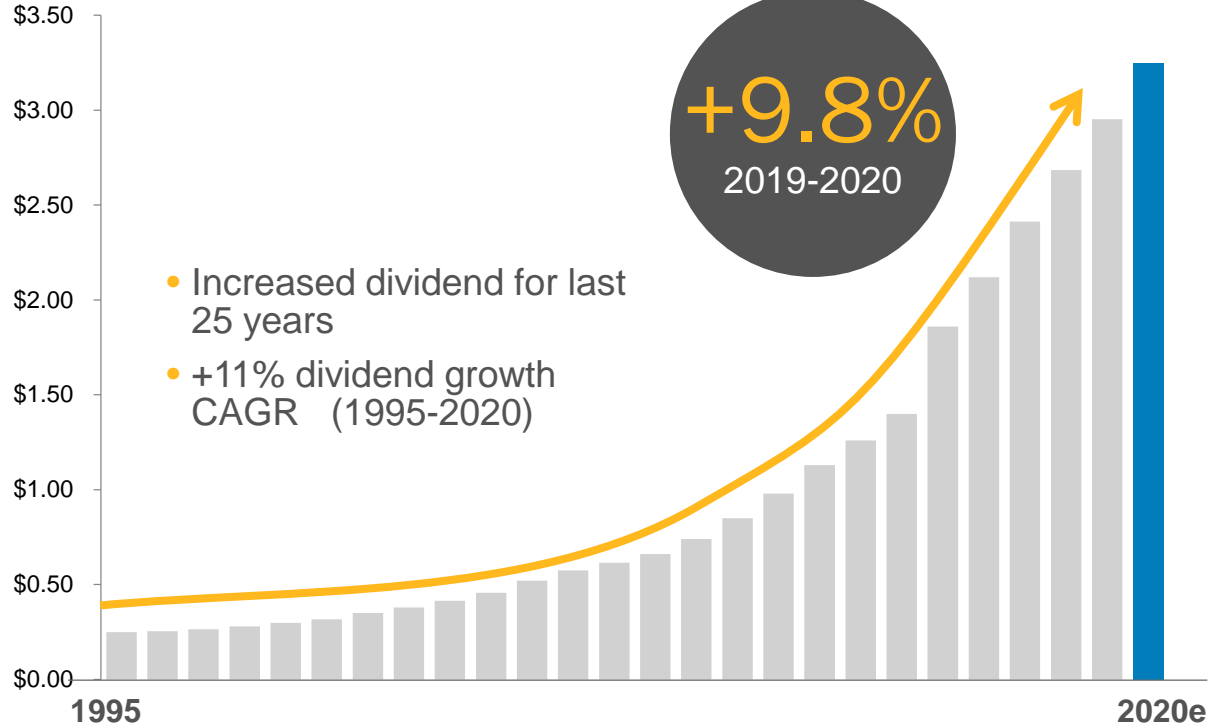


Growth of 5-7% DCF per share supported by Strategic Plan priorities

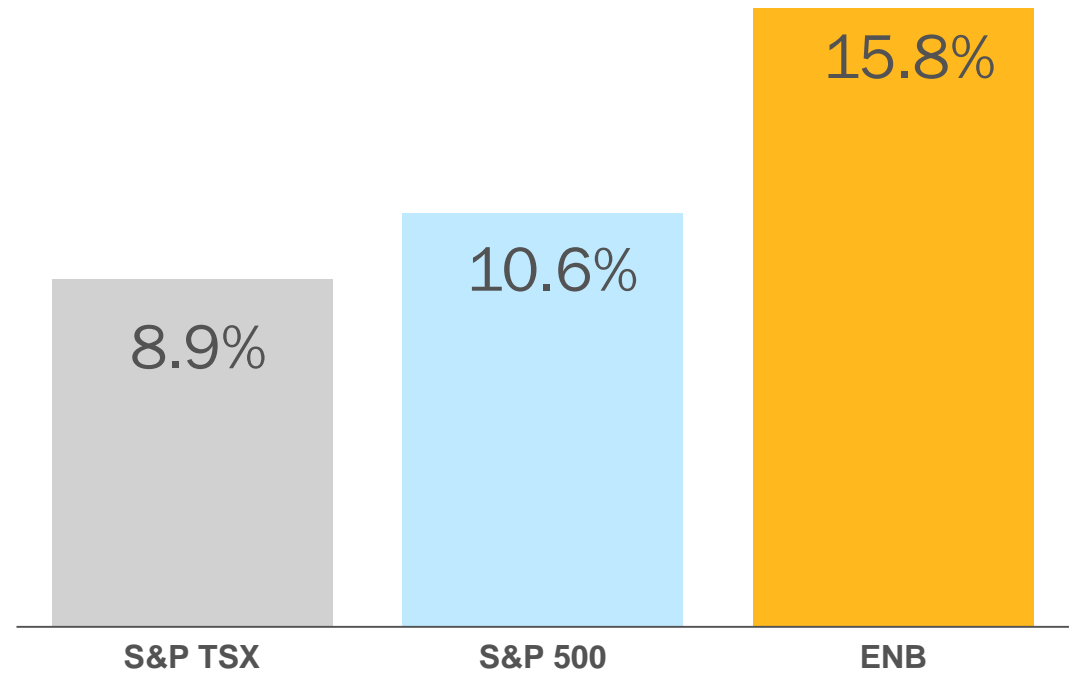
# Shareholder Value Created



## Dividend Growth



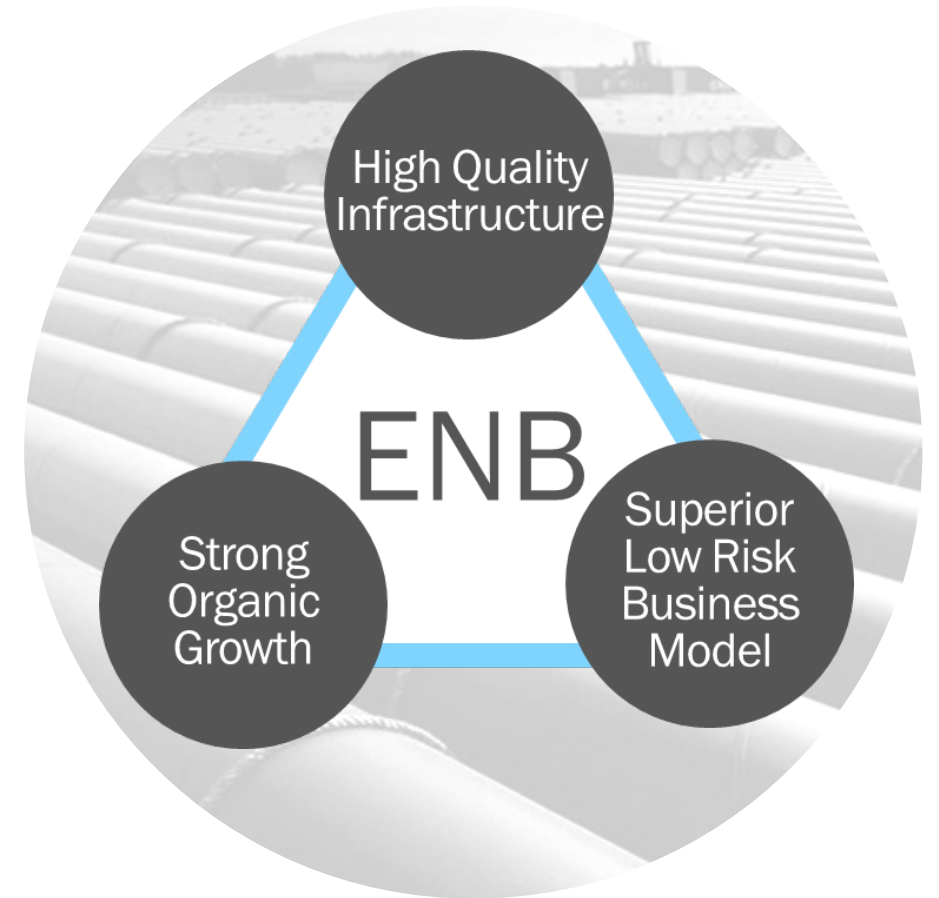
## Total Shareholder Return (1995 to 2019)



Long history of dividend growth and strong total shareholder returns

# Enbridge's Value Proposition

- Our business is **resilient** over the long-term
- Our low risk business model provides **stability**
- We will grow in a **disciplined** manner
- We are **delivering** on our commitments



Critical infrastructure, lowest risk profile and attractive growth potential

# Appendix A

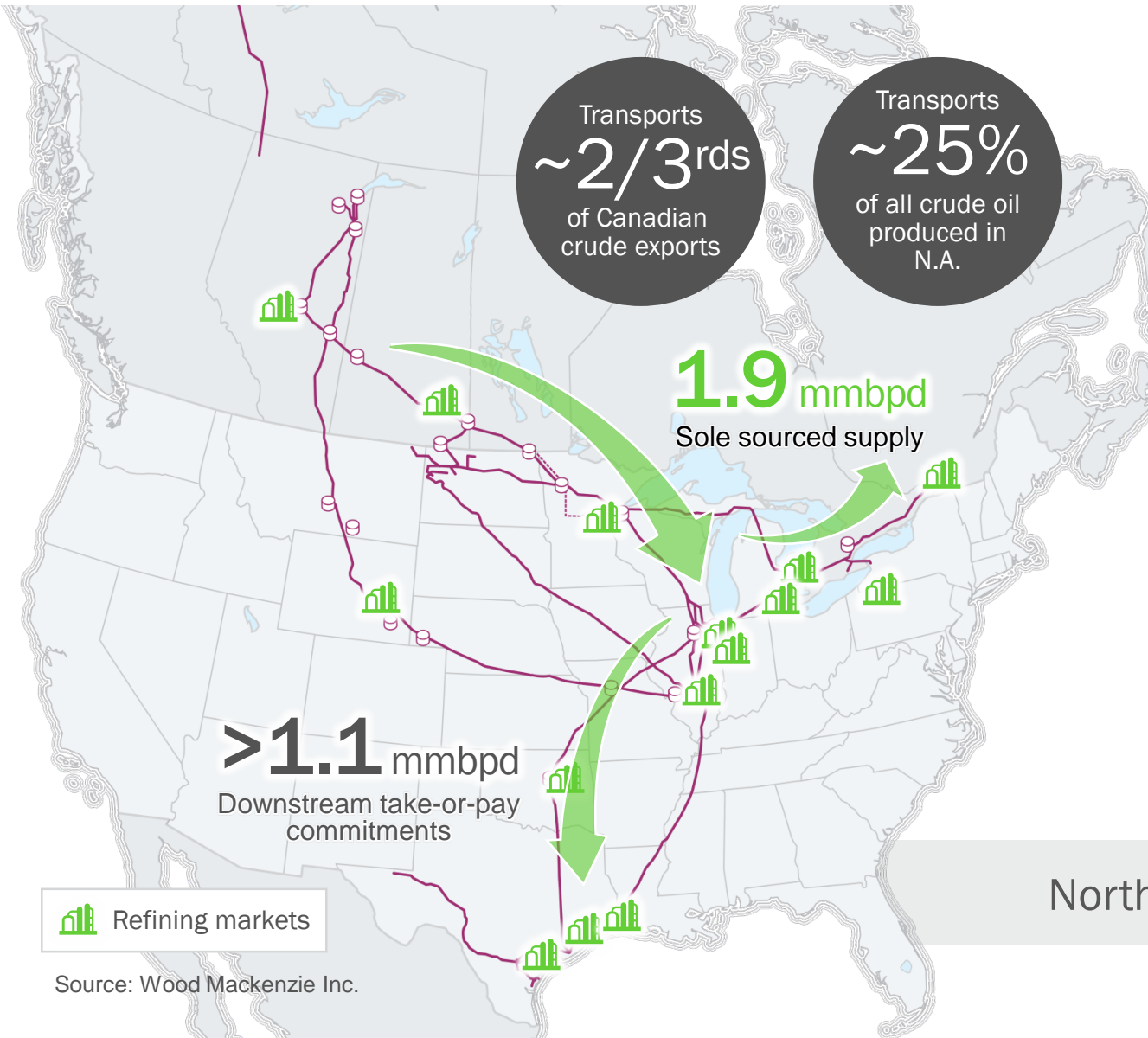
## Business Details

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# Liquids Pipelines



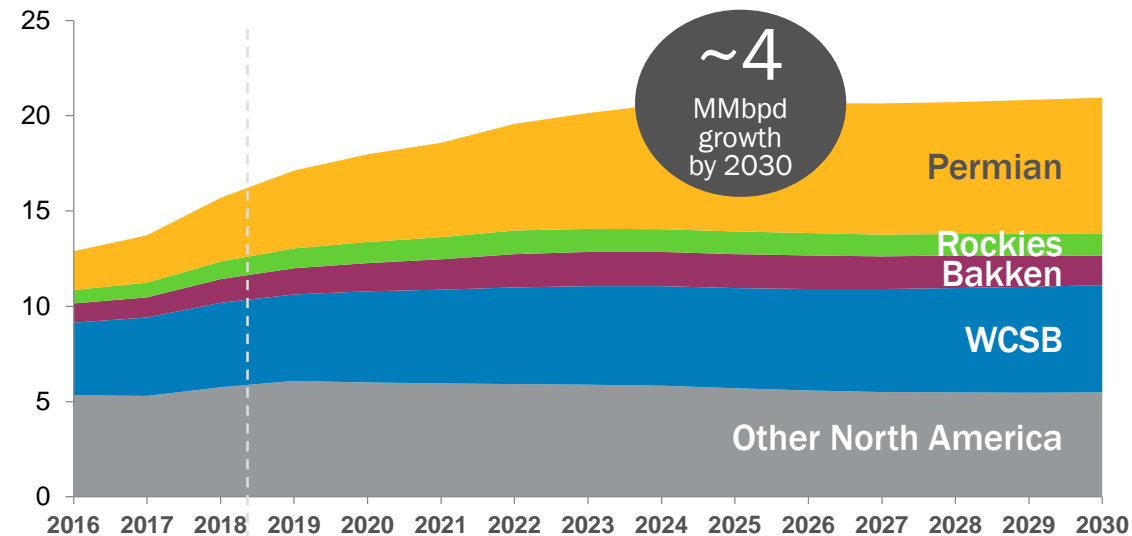
# Premier Liquids Pipeline Franchise



## Best in Class Assets

- Integrated North American system
- Demand pull pipelines connect premium markets
- Access to all major supply basins

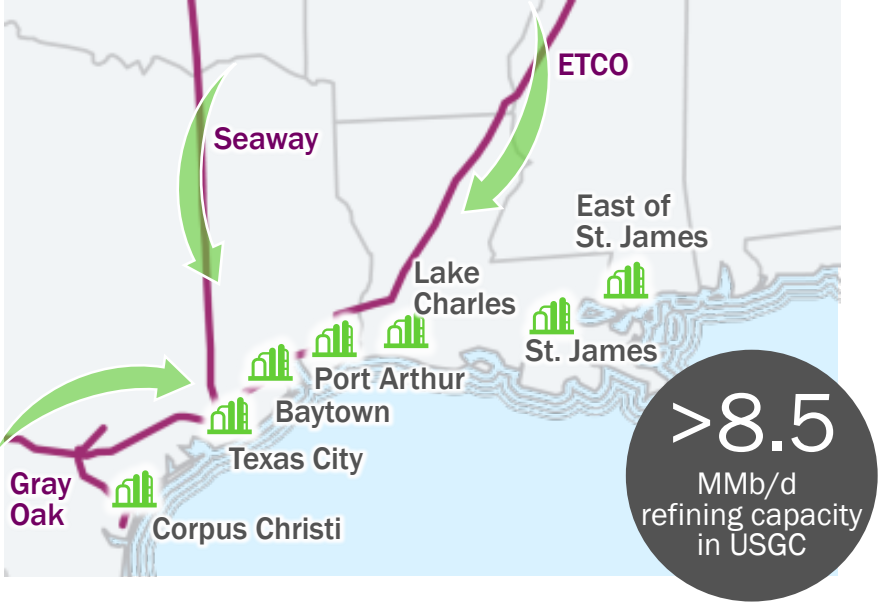
## North American Crude Oil Supply Outlook



North America's leading liquids pipelines network

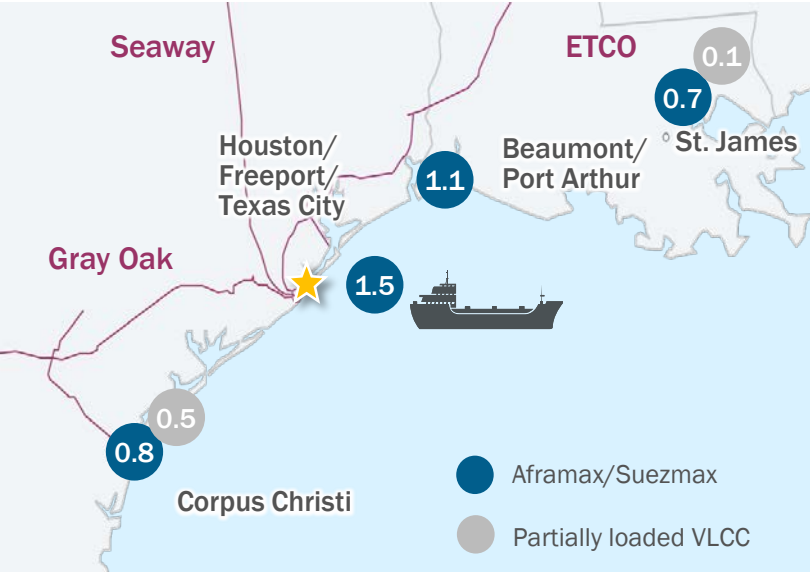
# Strong Fundamentals For Growth

## USGC Refining Capacity

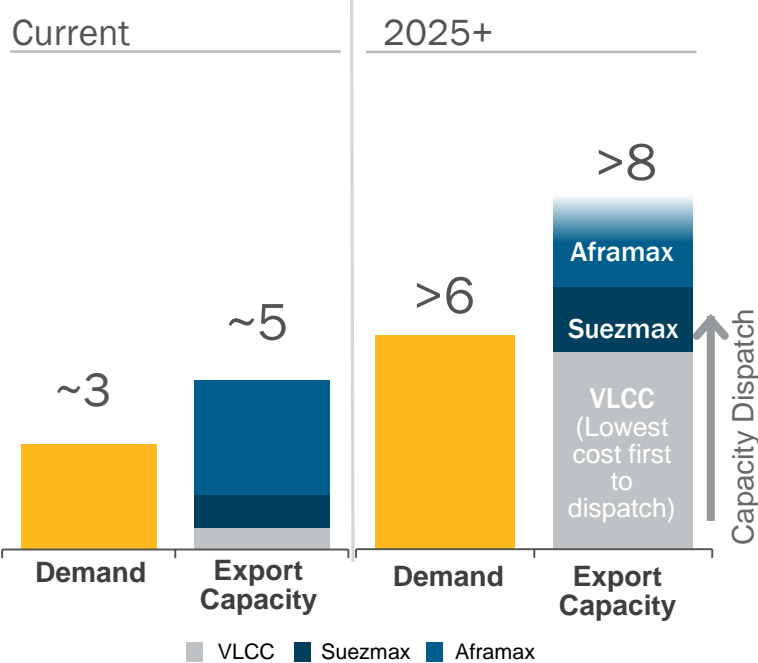


- Growing crude oil supply increasingly directed to the USGC for both refining and export

## Current USGC Export Facility Capacity & Outlook (MMbpd)



- Current export infrastructure inefficient
- VLCC required to facilitate improved economics to Asia
- Freeport/Houston ideally located for VLCC exports



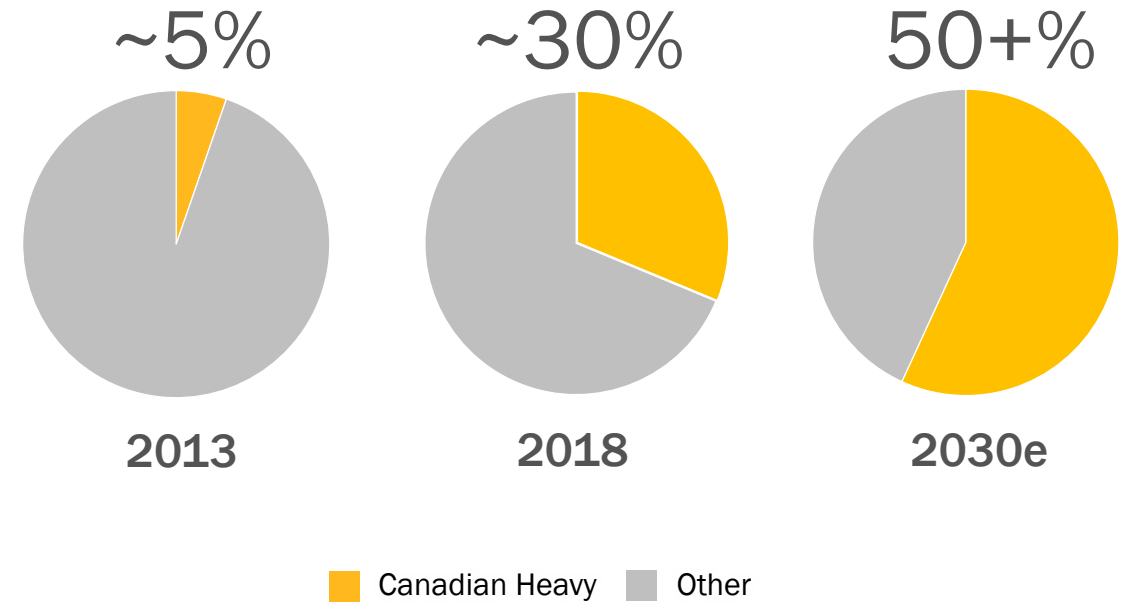
Opportunity to develop VLCC loading and terminal assets to serve growing exports

# USGC Heavy Oil Supply & Demand

## Global Heavy Crude Supply Changes



## Canadian Heavy Market Share of USGC



Falling Mexican/Venezuelan production presents opportunity for WCSB heavy to meet strong USGC demand



# Focused on Community & Indigenous Engagement



## Engagement Model



- Community engagement focused on alignment with local stakeholders
- Evolution to ongoing community presence
- Increased participation

## L3R Success in Canada



“Enbridge addressed our concerns and supported our aspirations by investing in our people and working with us to improve our infrastructure and enhance social programs.”

Select Canadian First Nations Leaders, Open Letter, Aug 2019

## L3R Success in Minnesota



**Fond du Lac Band of Ojibwe:** Extension of easement to 2039

**Leech Lake Band of Ojibwe:** Accommodation of re-route around reservation led to support at MPUC

Enbridge’s local stakeholder engagement strategy underpins successful project execution

# Liquids Pipelines – Strategic Growth Prospects



- Critical link from WCSB to premium Midwest and USGC refining markets
- Leverage existing footprint to extend value chain through to USGC export



~2%

per year  
base business  
growth  
post-2020

## Optimize the Base Business

- Mainline toll framework
- Throughput optimization
- Toll indexing
- Efficiency & productivity

~\$4B

Secured projects  
in execution

## Execute Secured Capital Program

- Line 3 Replacement U.S.
- Southern Access Expansion

~\$2B

per year future  
development  
opportunities

## Grow Organically

- System optimizations & enhancements
- Market expansions
- Regional system access expansions
- USGC export infrastructure

# Significant Revenue and Cost Efficiencies

## Revenue Growth

- Toll escalators and contact ramps
- System optimizations



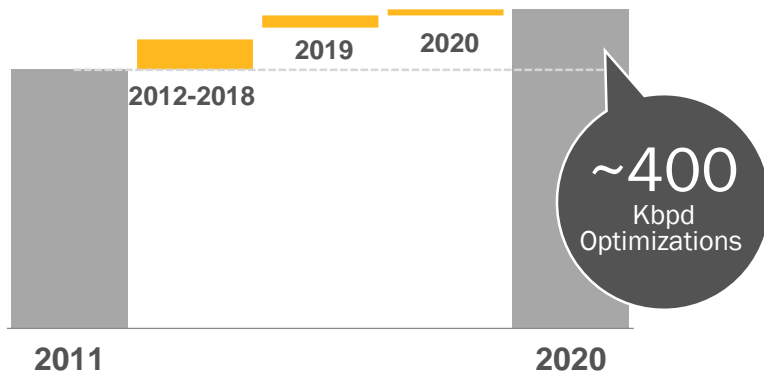
## Cost Management

- Supply chain efficiencies
- Power cost management
- Streamline operations



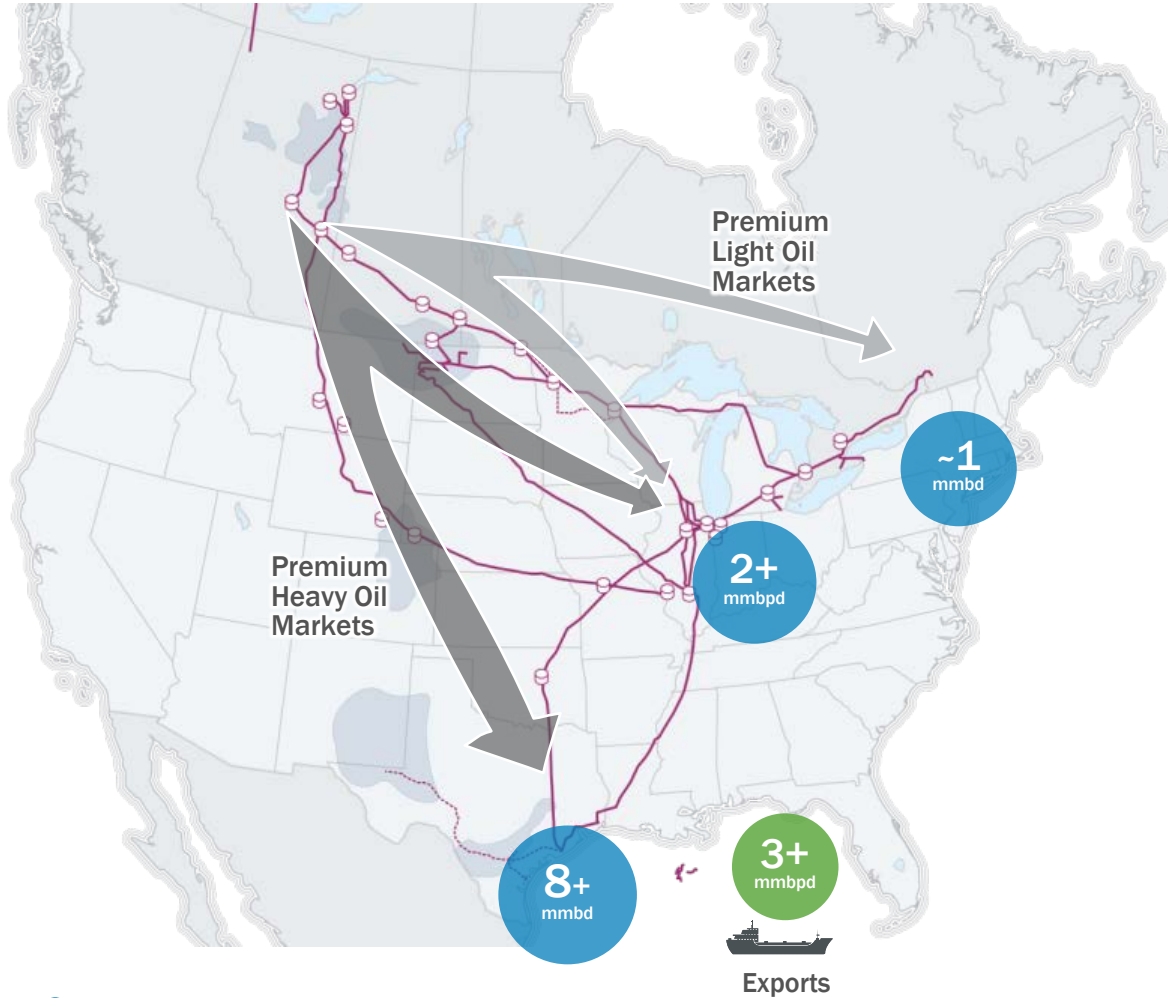
Optimizing the Base  
**~2%**  
DCF per year

### Low cost Mainline optimizations



A range of initiatives will drive total annual base business growth of ~2% DCF per year

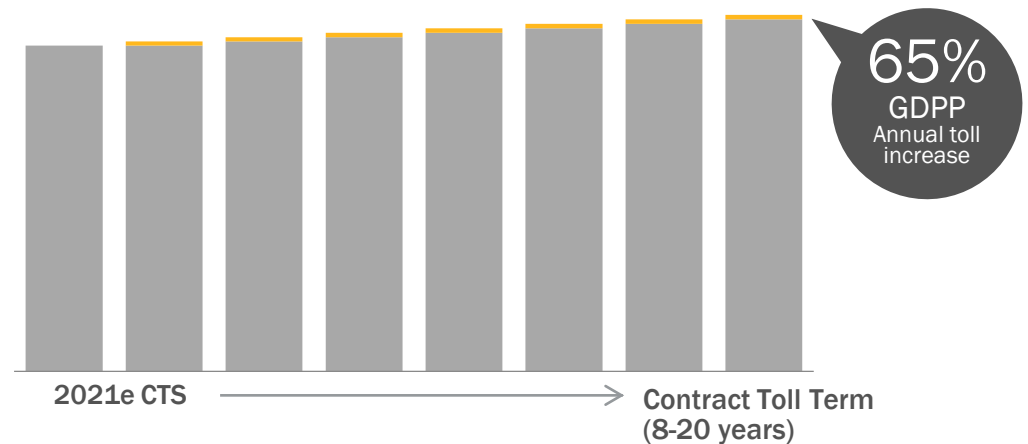
# Mainline Contracting



## Shipper & Public Interest Benefits

1. Competitive & stable tolls to the best markets
2. Open access for all shippers
3. Secures long-term demand for WCSB
4. Establishes framework for future growth

## Competitive and Stable Tolls



# Mainline Contracting – Benefits for all Shippers

## Striking a Balance

Benefit	Producer	Refiner / Integrated Producer
Secures Supply/Demand for WCSB production	✓	✓
Stable and Competitive Tolls	✓	✓
Flexible Contracts	✓	✓
Priority Access	✓✓	✓✓
Improves WCSB Netback	✓	✗

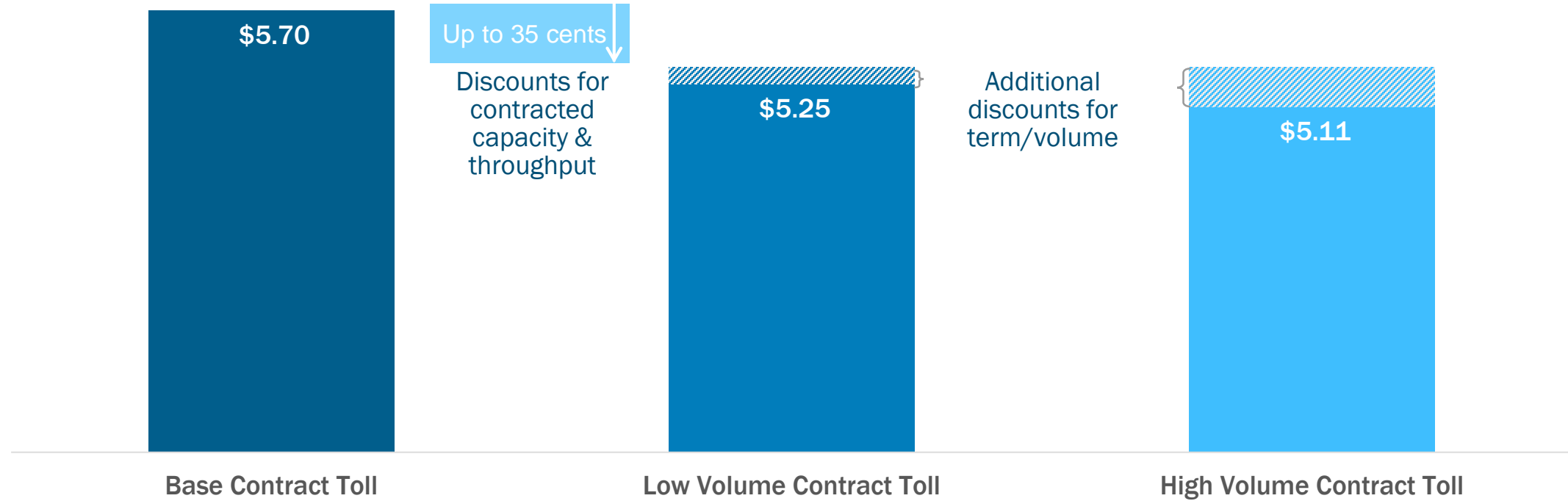
- Mainline contract offering balances the diverse interests of our customers
  - **Producers:**  
Flexible contracts with economic tolls strengthen competitive position and support the best netbacks
  - **Refiners & Integrated Producers:**  
Secure reliable access to WCSB supply at competitive and stable tolls
- Supports future expansion and further spot capacity additions

An attractive and competitive offering with greater than 70% support from current shippers

# Mainline Contracting – Competitive and Stable Tolls



## Hardisty to Chicago Heavy (US\$/bbl)

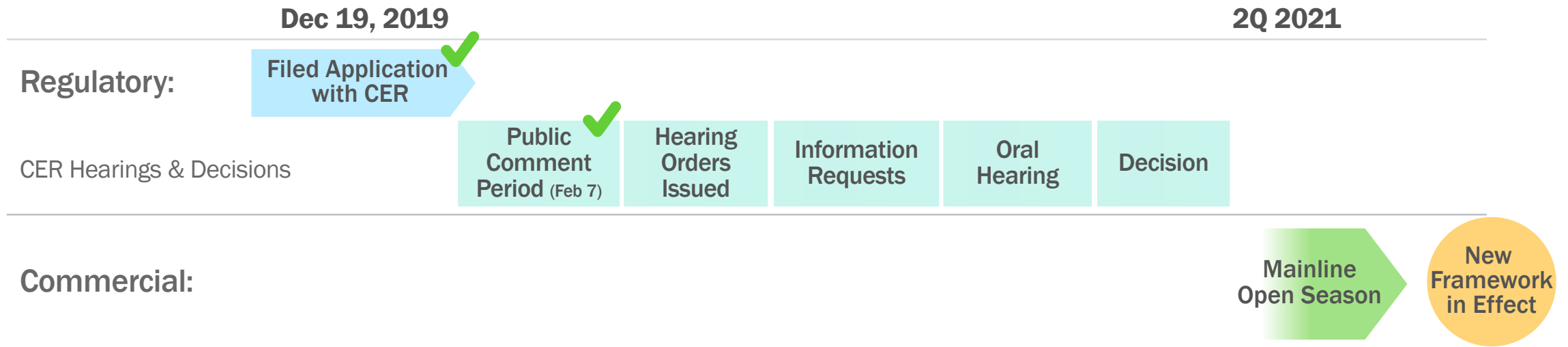


Toll offering in line with or below CTS exit toll

\* If the open season success fully reaches 90% of capacity, all contract shippers can receive up to a \$0.05 discount; In addition, if Mainline throughput exceeds a threshold of at least 2.75 million barrels per day, all contract shippers can receive up to a \$0.30 per barrel discount

# Mainline Contracting – Next Steps

## Estimated Process Timeline:

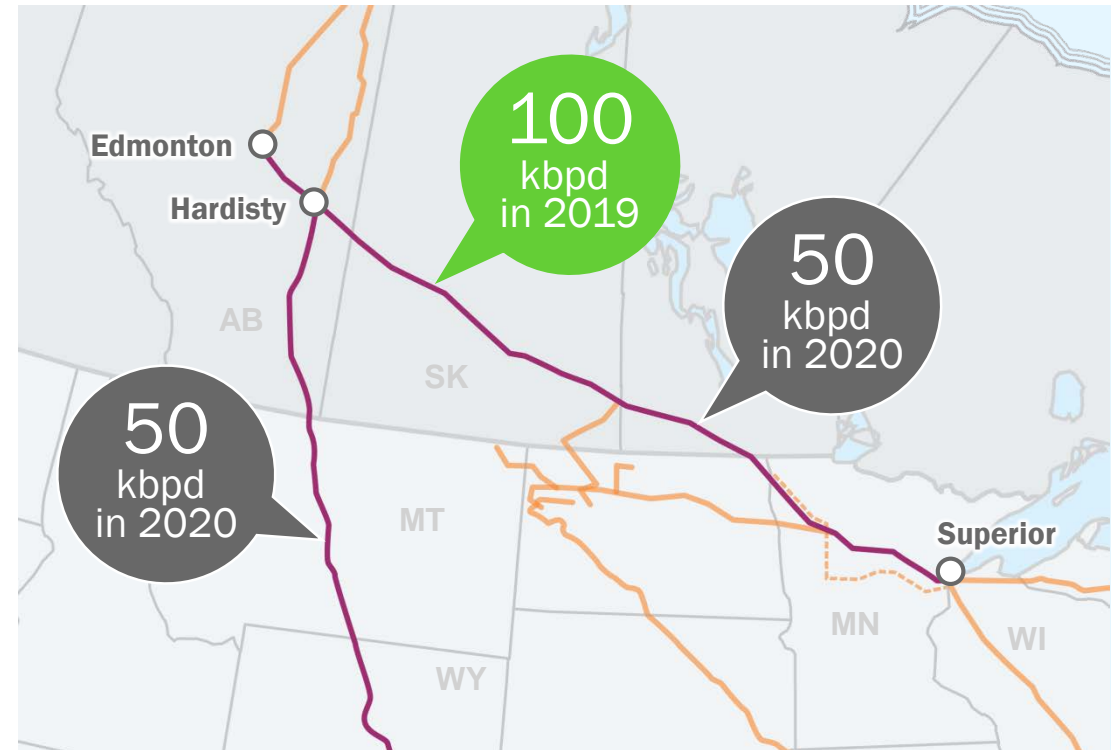


Enbridge remains committed to contracting the Mainline; expects a thorough regulatory process

# WCSB Egress Additions

- Much needed WCSB egress ahead of full Line 3 Replacement project
- Aligned commercial interests with shippers
- Capital efficient projects
- Attractive risk-adjusted returns on investment

2019 Mainline Optimizations <sup>1</sup>	100 kbpd	✓
2020 Mainline Optimizations <sup>1</sup>	50 kbpd	
2020 Express Pipeline Expansion	50 kbpd	



100kbpd of optimization completed in 2019; additional ~100kbpd of planned incremental WCSB egress in 2020

(1) Bridges throughput requirement pre-Line 3 in service.



# Execute Secured Capital Program

## Line 3 Replacement

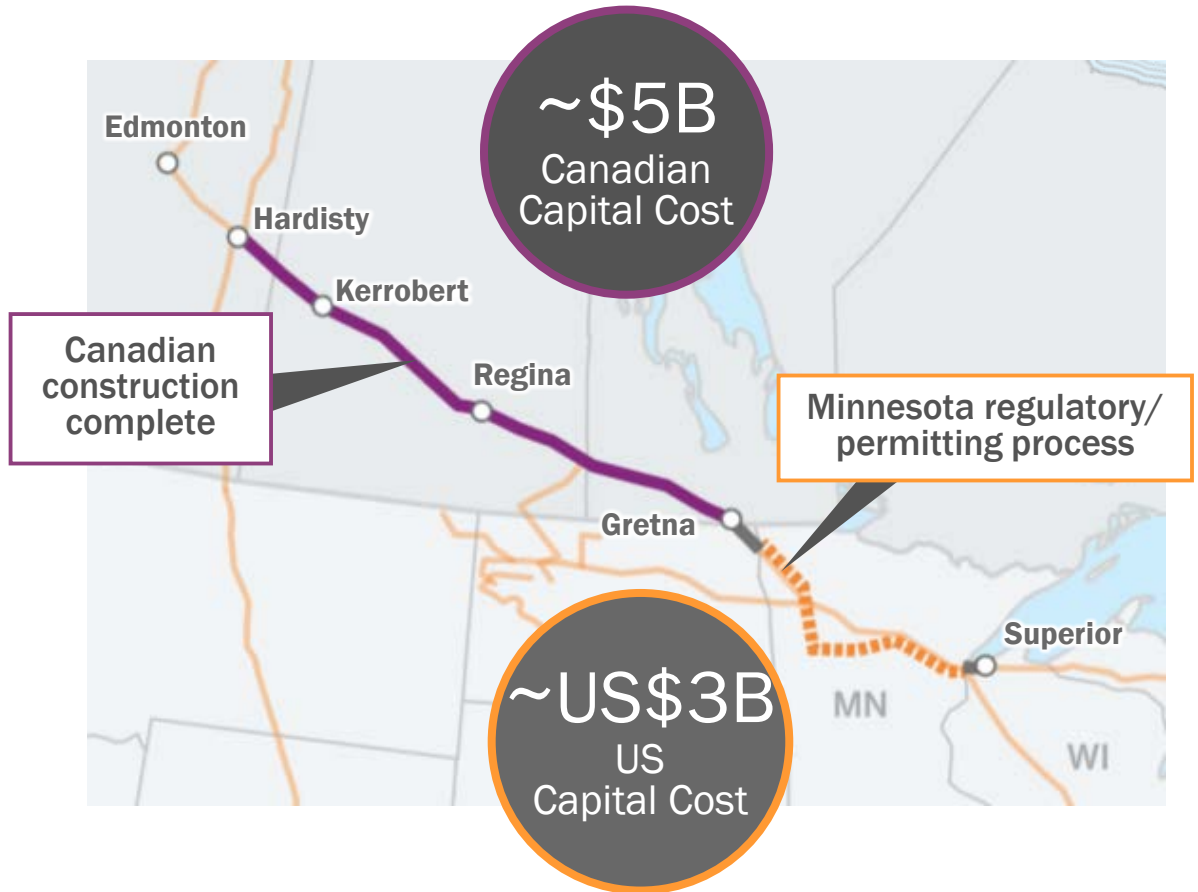


### Canada

- Placed into service Dec. 1
  - Immediately enhances safety and reliability of the system
  - Interim surcharge of US\$0.20 per barrel

### United States

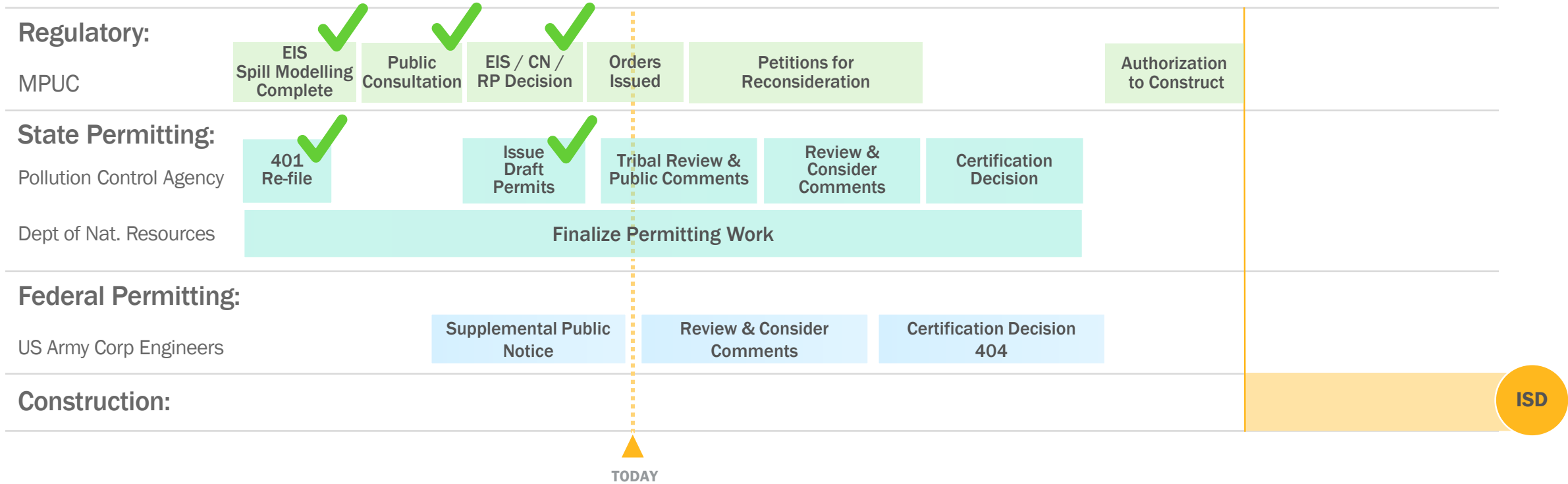
- Progress on regulatory and permitting milestones
  - Pollution Control Agency to issue draft permits Feb 26 followed by public comment period
  - U.S. Army Corps of Engineers initiated additional public consultation period Feb 4
  - Department of Natural Resources drafting permits



Critical integrity replacement project supporting the recovery of 370kbpd of WCSB egress

# Line 3 Replacement - Minnesota Project Milestones

## Anticipated Sequence of Milestones

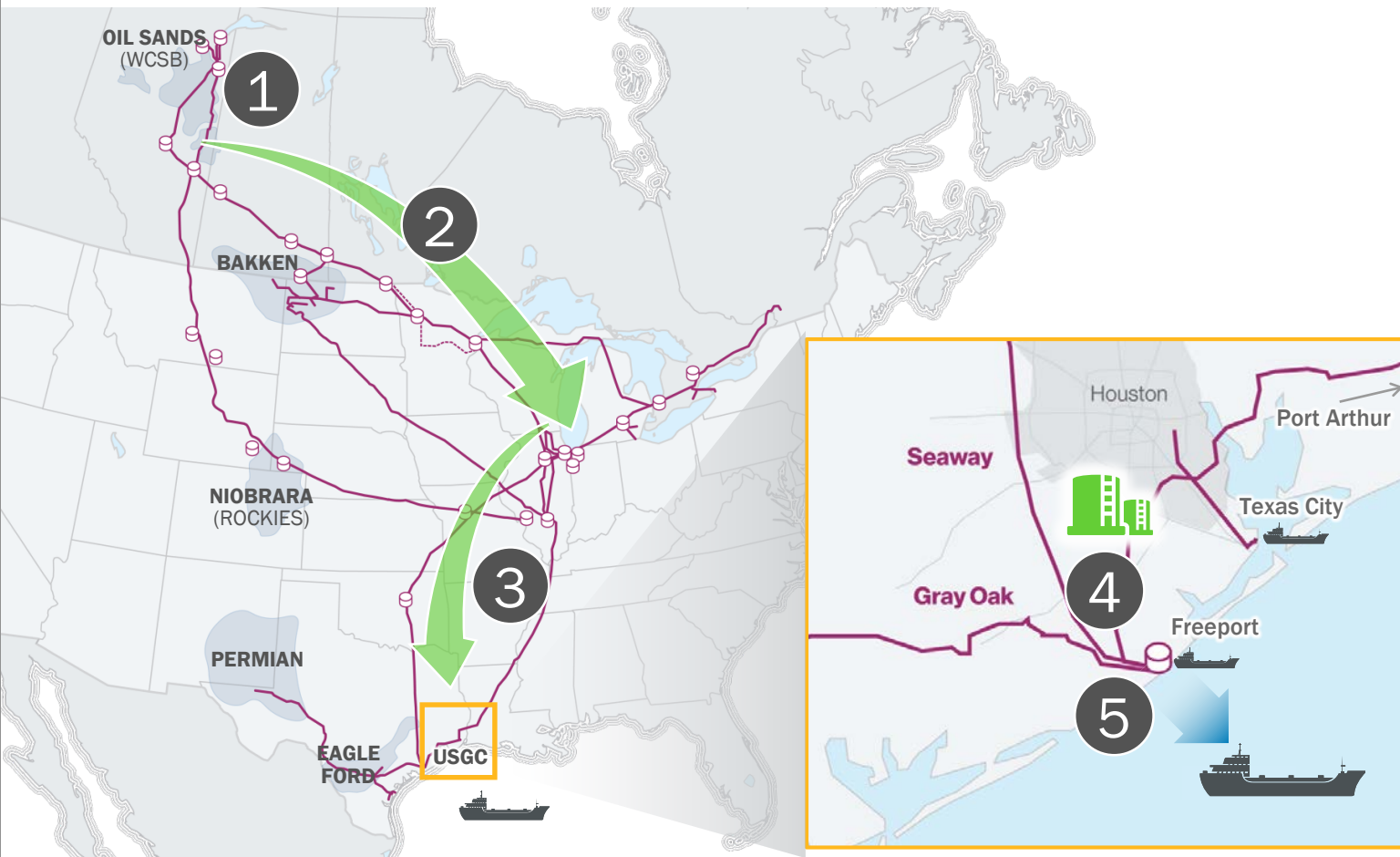


Achieved positive regulatory decisions, clearing path for permitting

ISD

Grow Organically

# Extend Integrated Value Chain

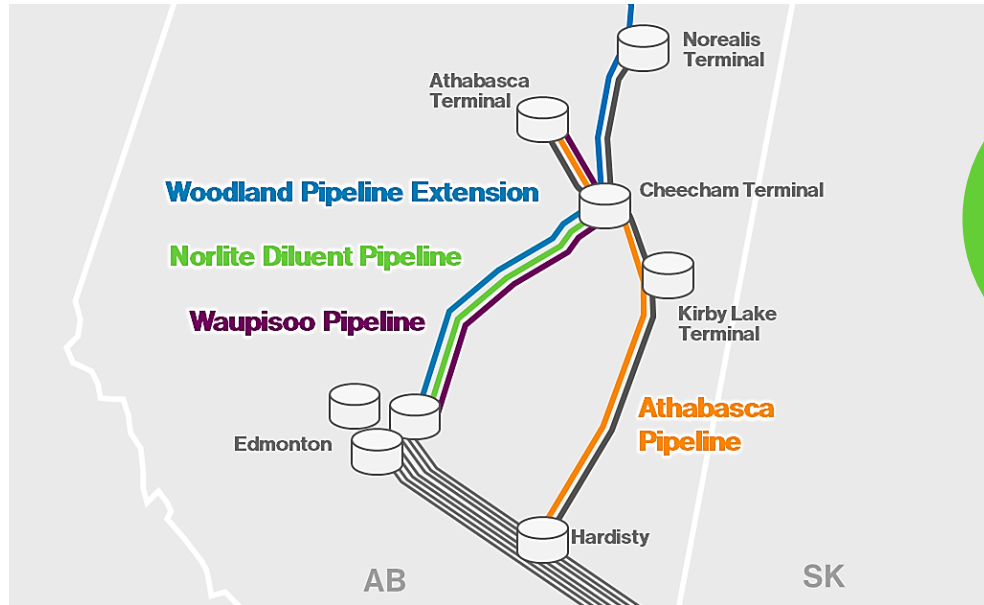


- 1 Expansions of incumbent position in growing upstream production basins
- 2 Additional Mainline optimization capability to core markets
- 3 Expansions of downstream market access pipelines to increase capacity into USGC
- 4 Grow Houston terminal presence to land growing heavy and light crude supply for distribution or export
- 5 Develop VLCC capable offshore export facility

Leverage leading incumbent positions to extend the value chain into USGC logistics and export

# 1 Regional Pipelines

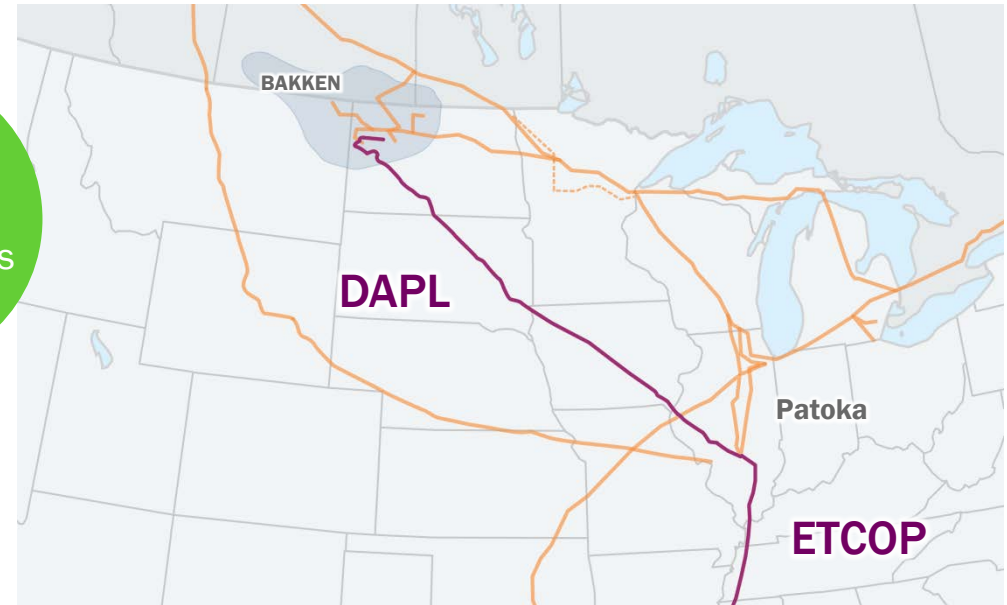
## Regional Oil Sands



**\$1.0B**  
in opportunities

- Oil sands development will drive need for regional infrastructure
- Trunkline expansion potential: Athabasca, Woodland, Wood Buffalo
- Norlite diluent pipeline expansion potential
- Lateral connections

## Bakken Pipeline System

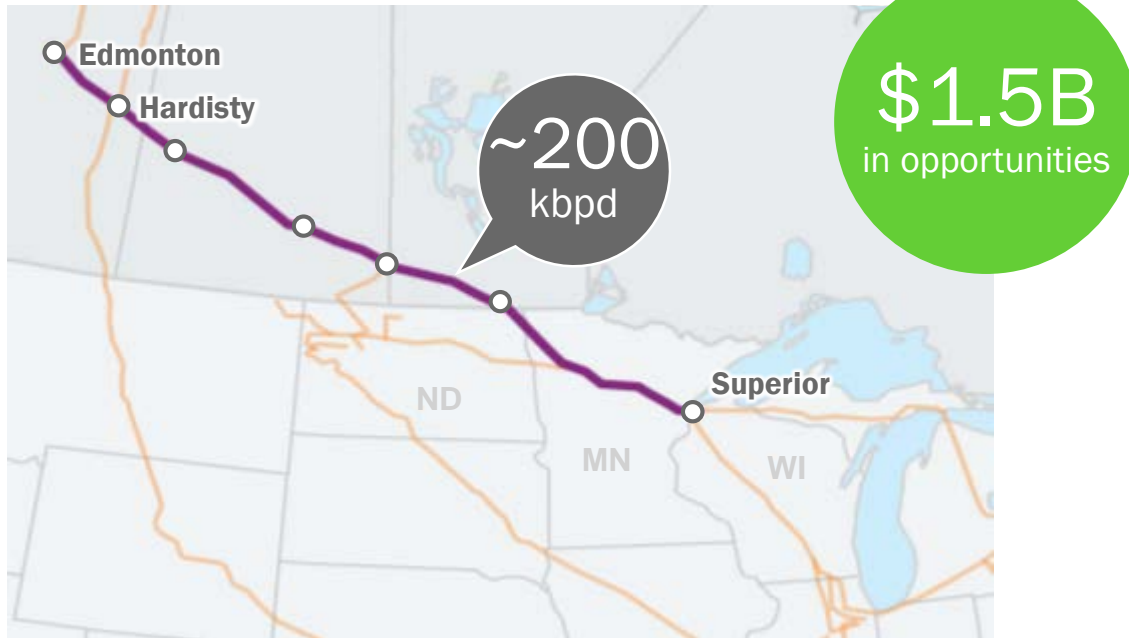


- Growing Bakken production will require pipeline solutions
- Bakken Pipeline System - DAPL & ETCOP open seasons underway
- Expandable to up to 1.1 MMbpd

Extremely well-positioned to aggregate growing regional production for downstream transportation/export

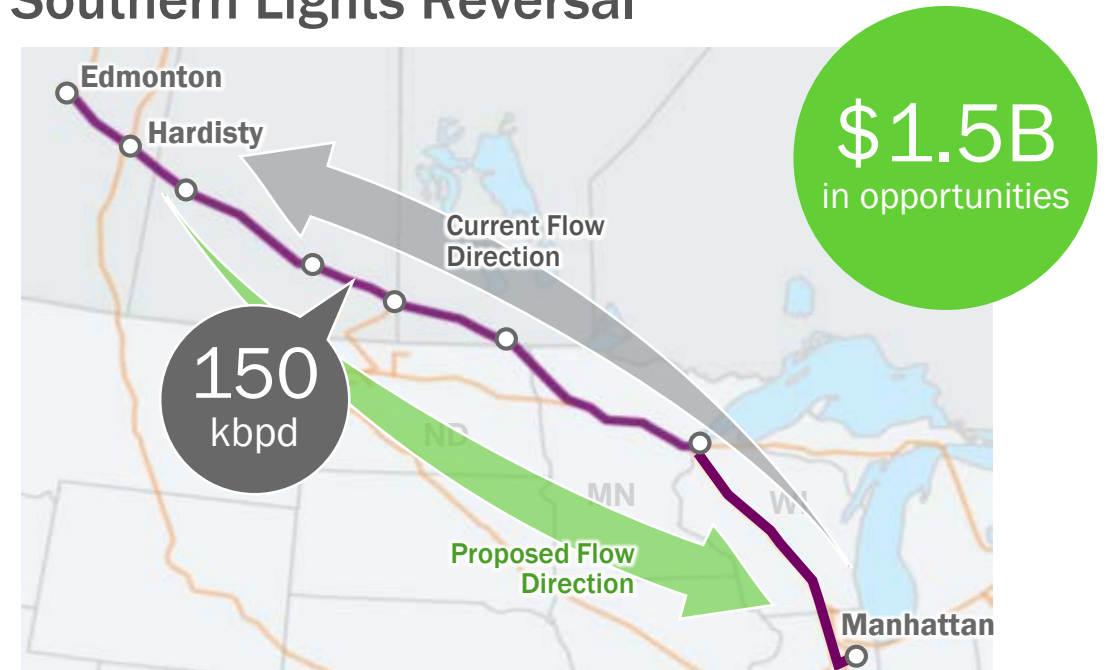
## 2 Potential WCSB Export Capacity Additions

### Further Mainline Enhancements



- System optimization and enhancements post-2021
- ~200kbpd of incremental throughput

### Southern Lights Reversal



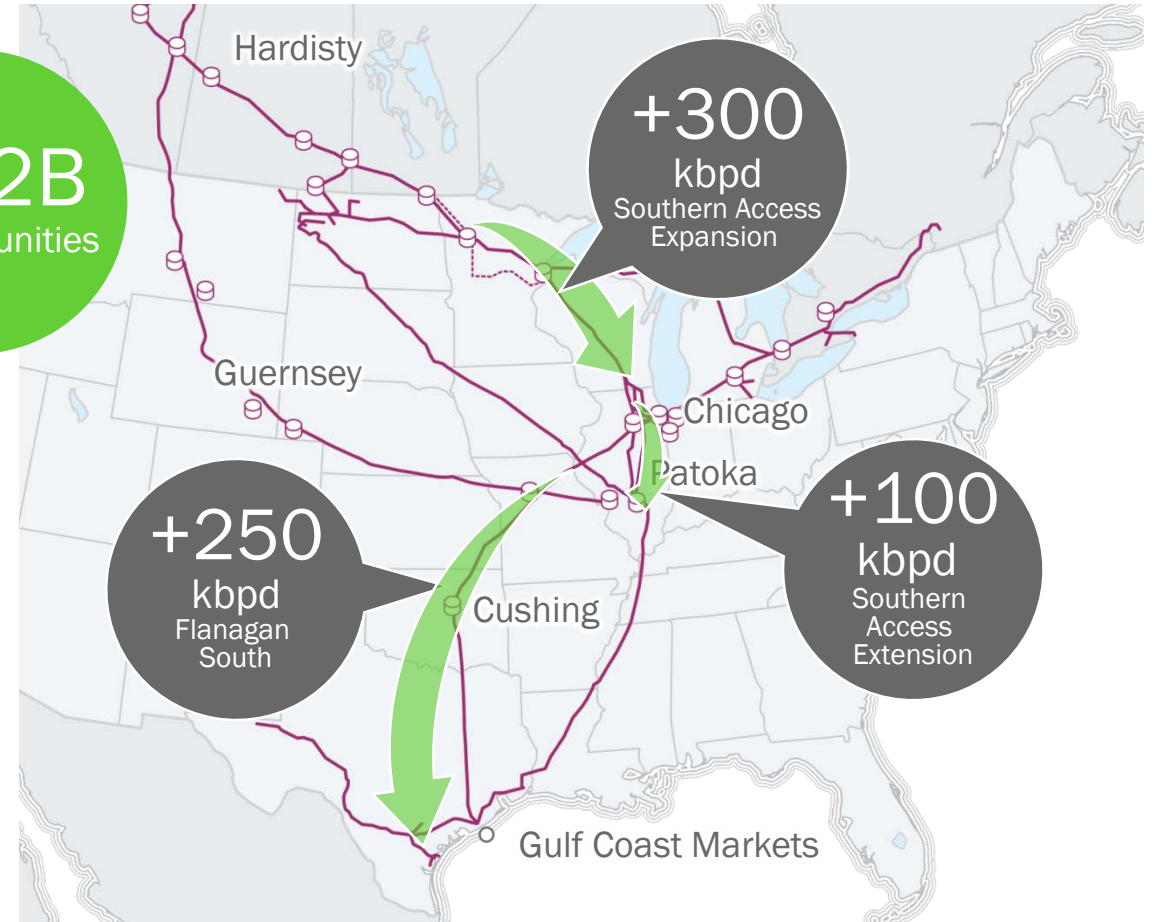
- Condensate supply /demand fundamentals in WCSB expected to reduce requirement for imported supply
- Reverse and convert to crude oil export service, dependent upon WCSB, condensate energy is needed

Additional executable WCSB export capacity alternatives subject to future shipper demand

### 3 Market Access Expansions

- Mainline optimizations and Southern Access Expansion will enable volume growth into Chicago market
- Drives need to increase market access pipelines
  - Flanagan South expansion of 250kbpd into Cushing terminals and USGC markets and export facilities
  - Southern Access Extension expansion of 100kbpd to Patoka region

**\$1-2B**  
in opportunities



Further market access needed to facilitate delivery of growing supplies to market

# 4 5 USGC Growth Strategy

## Fully develop the value chain of service offerings into the USGC

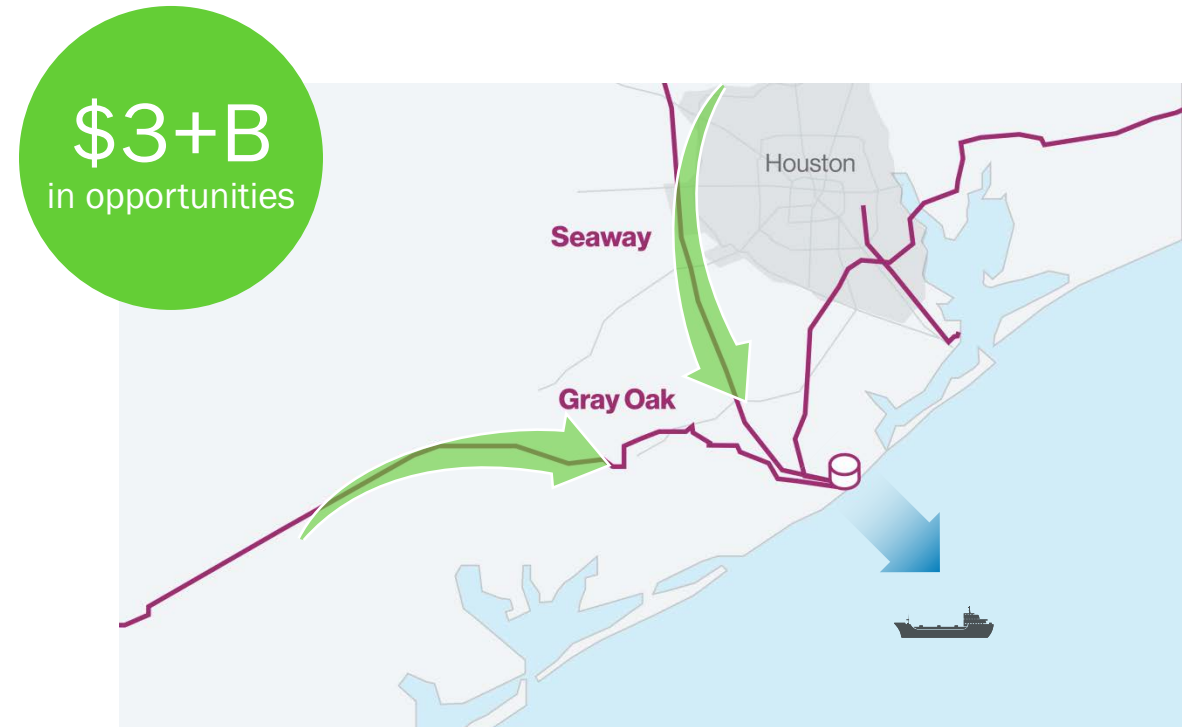
- Pipeline solution for growing production
- Terminals – store and stage crude
- Last mile connectivity to refineries
- Export opportunities including VLCC loading

## Heavy crude value chain: Unparalleled

- Focused on enhanced connectivity

## Light crude value chain: Developing

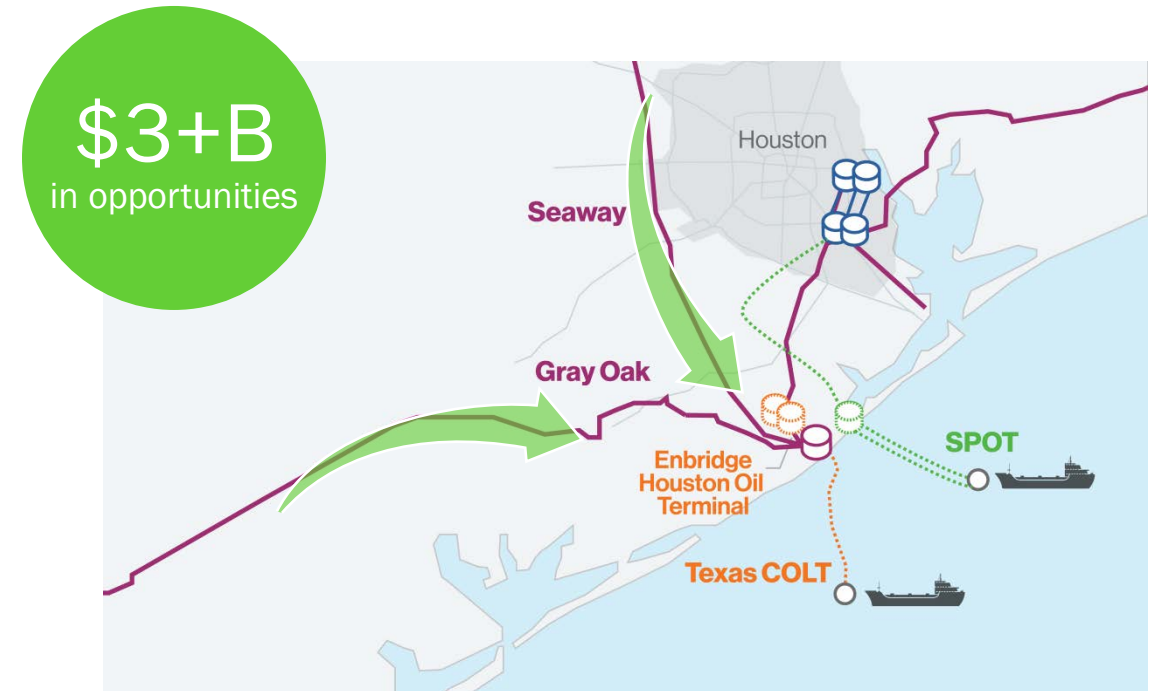
- Evaluating upstream and downstream extension opportunities



Largest demand center; extend value chain to touch barrels at multiple points prior to end use delivery

# Advancing the USGC Strategy

- **Seaway expansions**
  - 200kbpd light crude open season
  - Further expandability for heavy growth
- **Enbridge Houston Oil Terminal**
  - Up to 15 MMBbl terminal connected to Seaway with full distribution and export access
  - 100% own/operate; Target Phase 1 ISD 2022
- **Enbridge/Enterprise Offshore Terminals**
  - Enbridge ownership option on SPOT
  - Joint marketing and development of SPOT



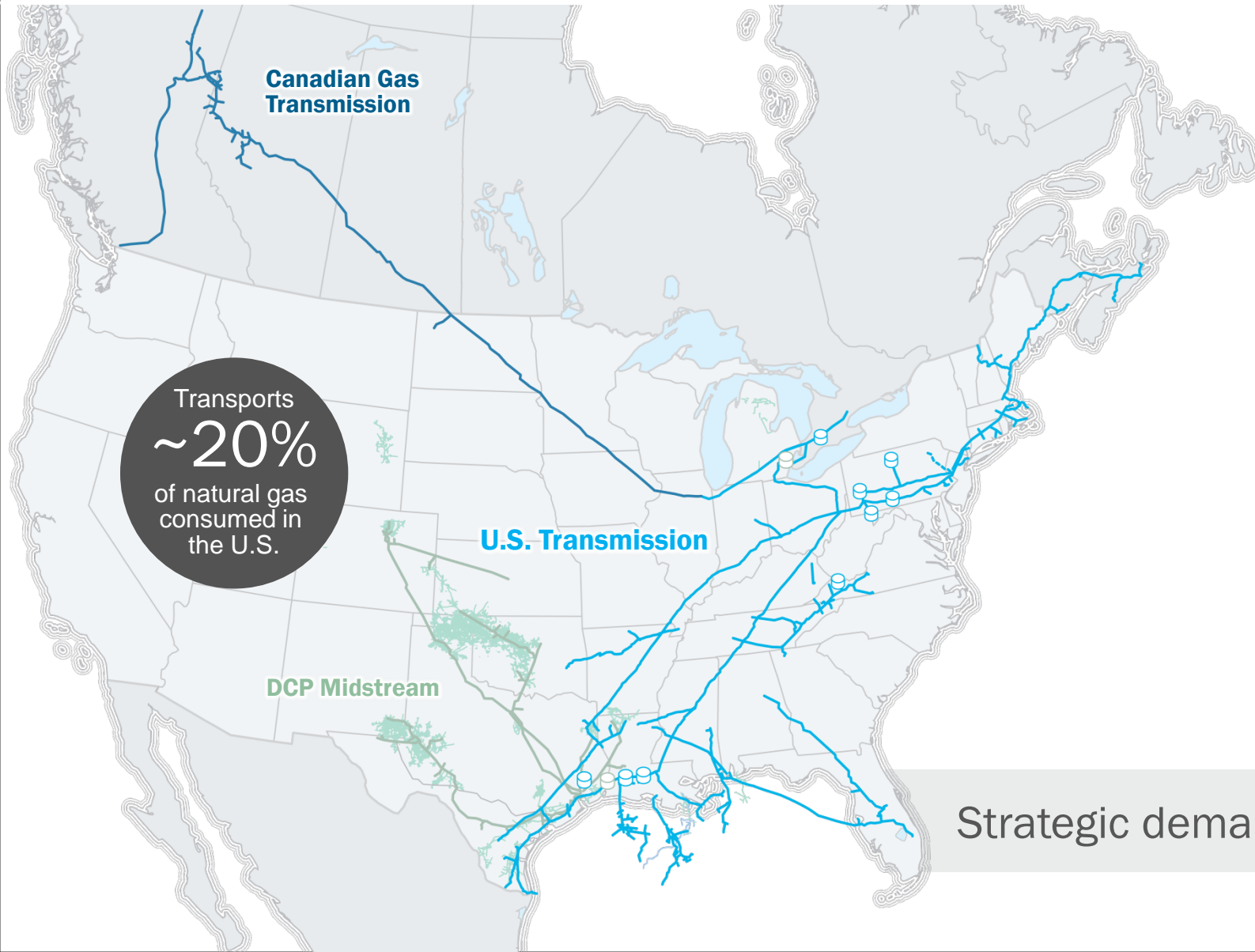
Expansion of USGC value chain into terminaling and exports



# Gas Transmission & Midstream



# Premier Gas Transmission Footprint

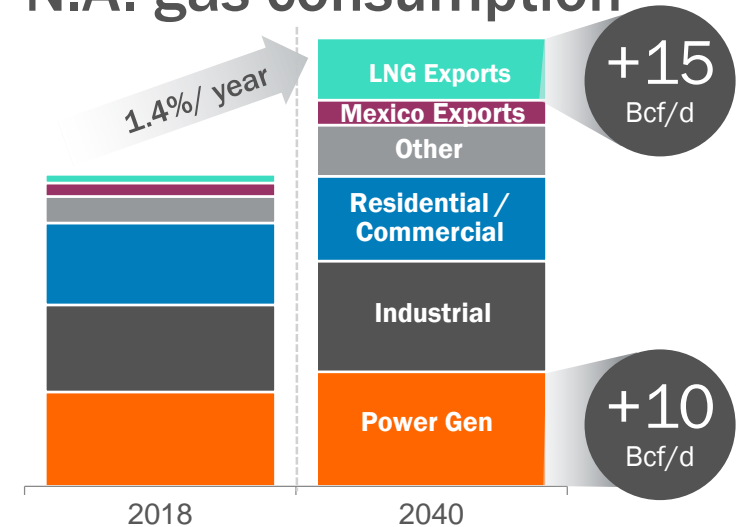


Transports  
**~20%**  
of natural gas  
consumed in  
the U.S.

## Strategic Asset Positioning

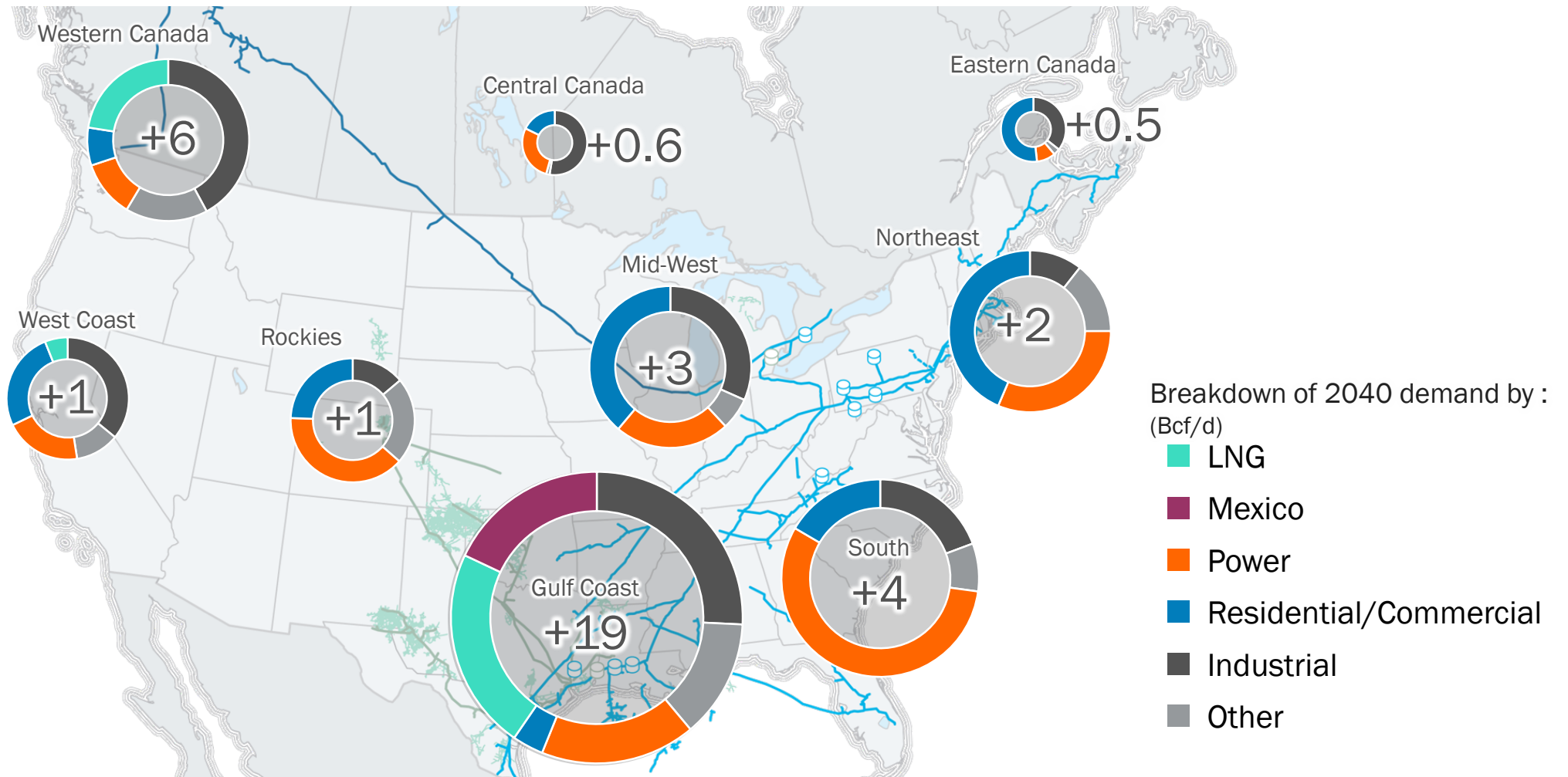
- Last mile connectivity into key North American demand centers
- Access to all major supply basins
- Well-positioned to support LNG growth

## N.A. gas consumption



Strategic demand-pull systems positioned for growth

# Regional N.A. Demand Growth Forecast (2040)



Significant gas demand growth centered in the USGC, with broad based increases across N.A.

# LNG Fundamentals & Opportunity

North American LNG will grow to one third of global exports

## N. A.'s LNG Export Competitiveness

Resource life



Cost to produce



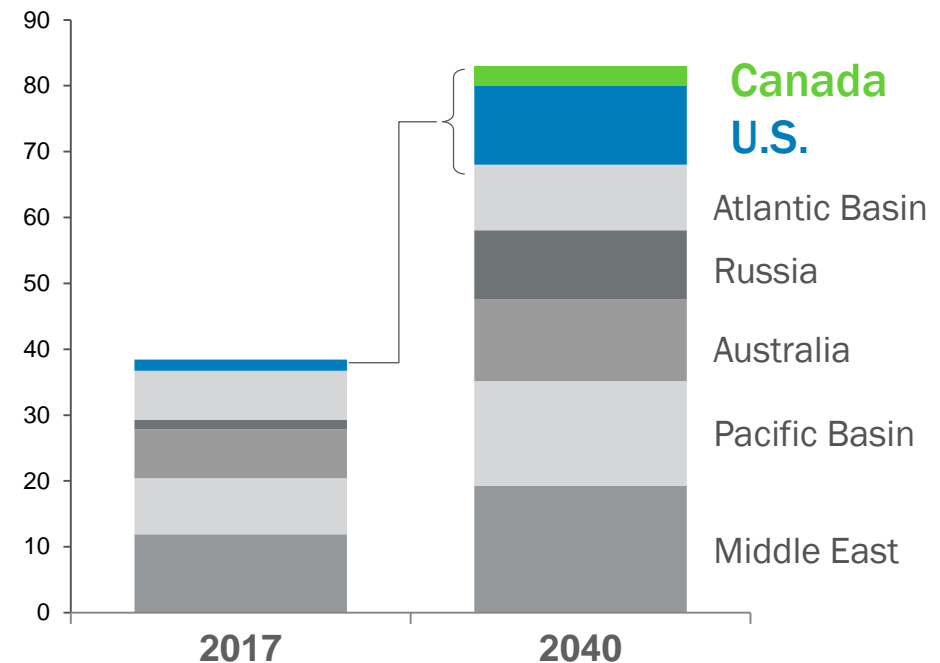
Proximity to market



Access to capital



LNG Exports by Region (Bcf/d)



Highly competitive North American supply needed to meet demand growth in Asia and Europe

# Strong ESG Track Record to Support Growth



## Operations



- Industry commitment to reduce methane emissions
- Continuous engagement with regional stakeholders to support community safety initiatives

## Incorporating Renewables



- Employ adjacent solar installations to self-power compressor stations
- Integrate renewables with existing gas infrastructure

## Construction



- **Valley Crossing:** 42-mile segment is one of largest uninterrupted pollinator pathways in US
- **NEXUS:** FERC noted environmental compliance program sets the standard

Established history of advancing sustainability measures in project execution and operations

# GTM– Strategic Growth Prospects

- Premier demand-pull driven asset base serving key regional markets
- Positioned for significant growth in 4 key regions



**1-2%**  
per year  
base business  
growth  
post-2020

## Optimize the Base Business

- Re-contracting rates
- Rate proceedings
- Ongoing system modernization
- Cost management

**~\$4B**  
Secured projects  
in execution

## Execute Secured Capital Program

- Pipeline expansions/extensions, including Atlantic Bridge, Westcoast system and other smaller projects

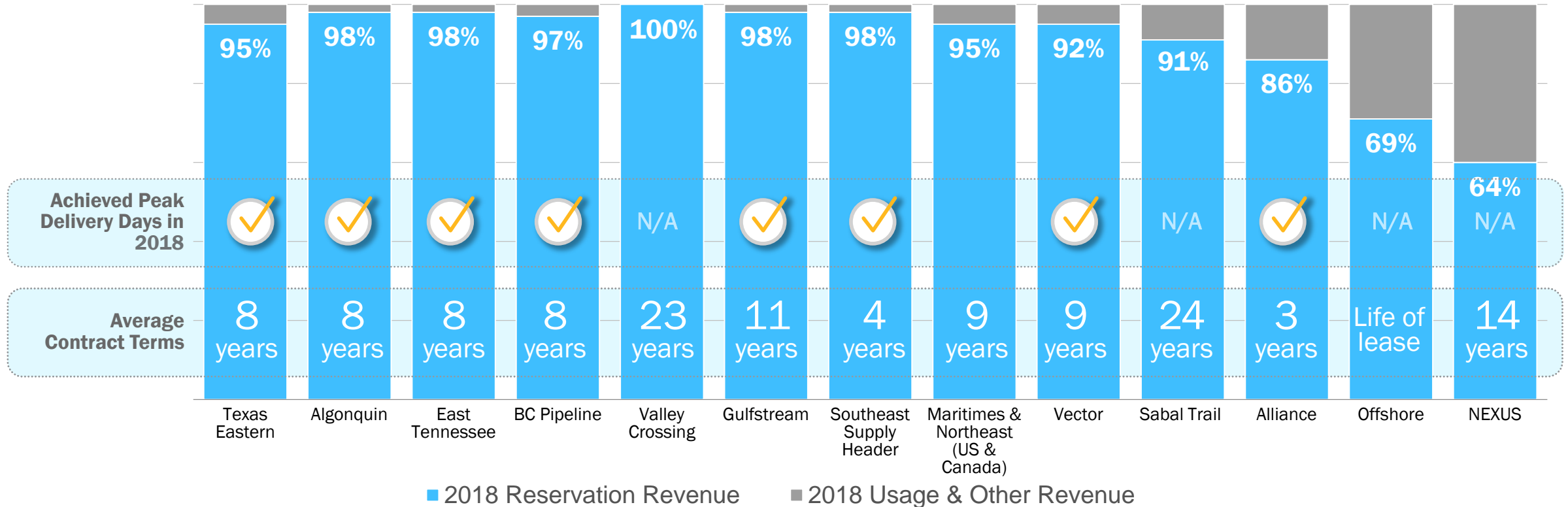
**~\$2B**  
per year future  
development  
opportunities

## Grow Organically

- USGC & Canadian LNG connections
- Further W. Canadian expansions
- Power generation connectivity

# Maintain Stable Revenue Base

**GTM Reservation Revenue** (Based on revenues for 12 months ended 12/31/18)



Diverse and stable core business provides platform for growth

# Gas Transmission – System Modernization

## Opportunities across footprint

- Ongoing investment to upgrade existing infrastructure
- Maintain long-term resiliency of asset base as demand for natural gas grows
- Recovered through periodic rate proceedings

**US\$0.8B**  
of capital  
in 2020



Compressor station upgrades



System enhancements and integrity work

Maintain long-term resiliency of asset base as demand for natural gas grows



# More Frequent Rate Proceedings



## Texas Eastern

- 2018 Rate Base: \$5.6B
- Received FERC approval for uncontested rate case settlement
- Anticipate settlement effective date of April 1, 2020
- System rate increase provides US\$50-70MM EBITDA upside



## Algonquin



## East Tennessee



## BC Pipeline

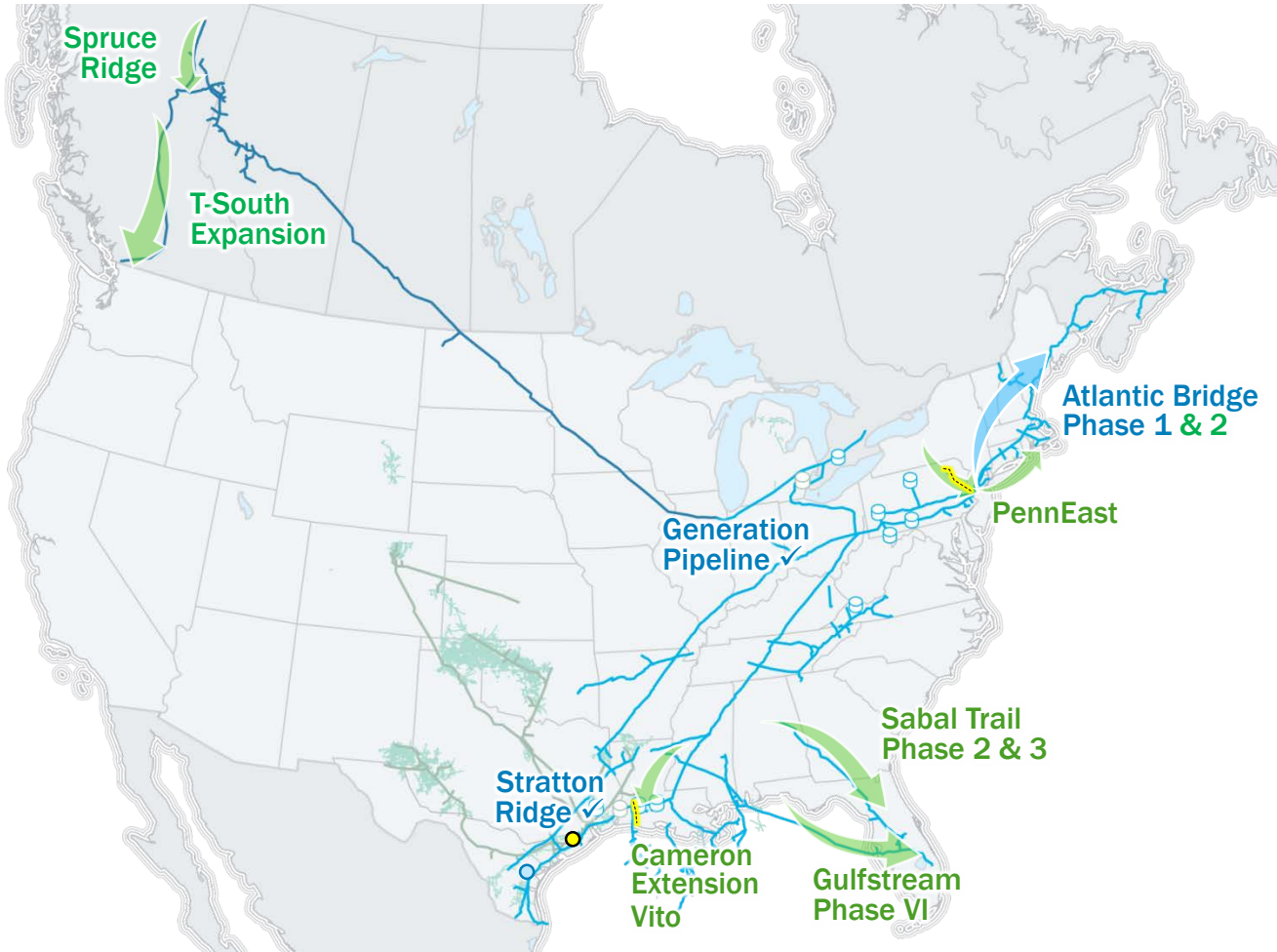


## Alliance



Actively managing rate filings to ensure timely and fair return on current and future capital

# Continued Progress on Secured Project Inventory



## Completed in 2019

	Capital	ISD
Atlantic Bridge - Phase 1	US\$0.1	In-service
Stratton Ridge	US\$0.2	In-service
Generation Pipeline	US\$0.1	In-service
<b>TOTAL 2019:</b>	<b>\$0.5B</b>	

## In Execution 2020+

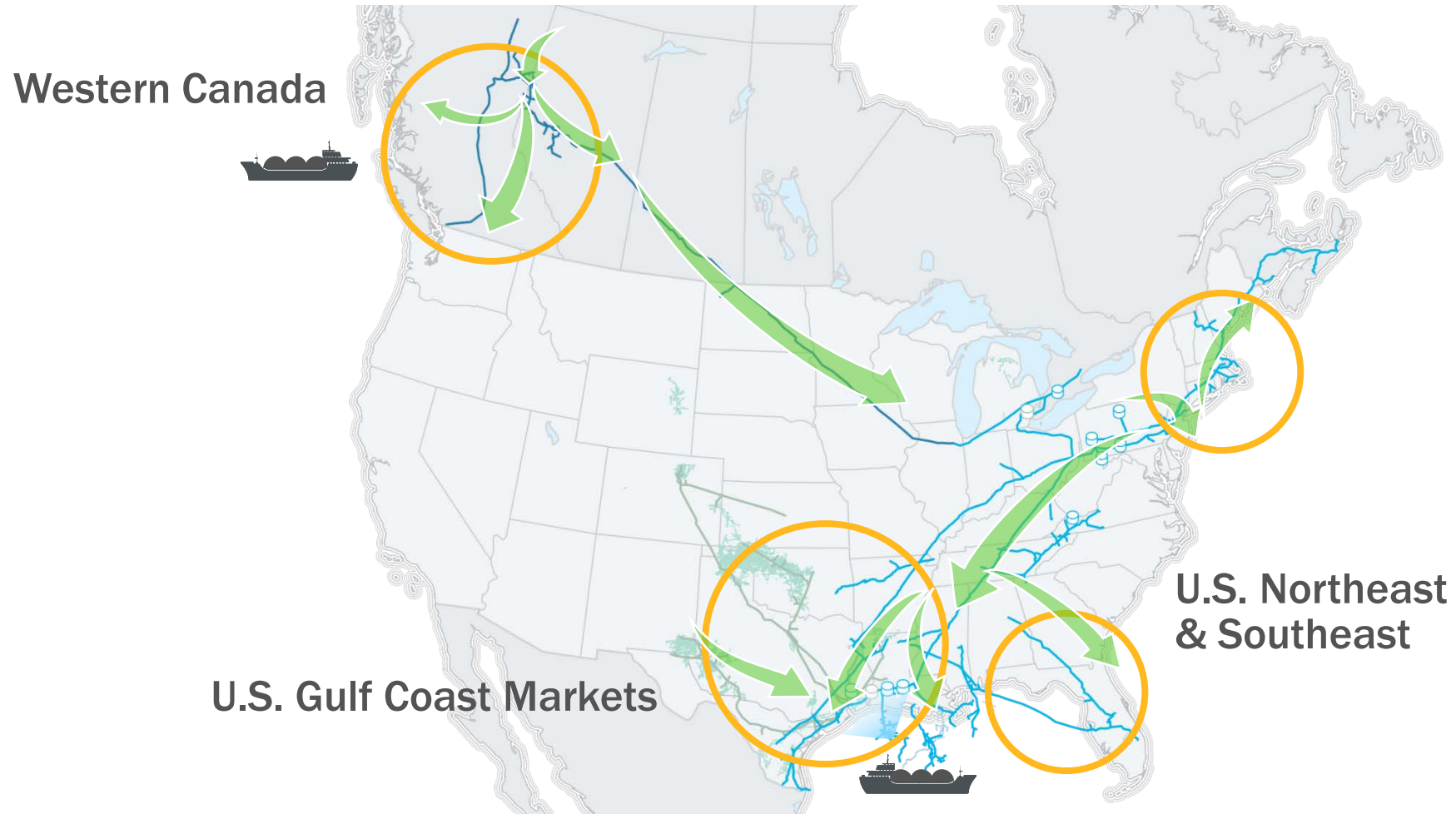
Atlantic Bridge - Phase 2	US\$0.1	2020
PennEast	US\$0.2	2021+
System Modernization	US\$0.8	2020
Spruce Ridge	\$0.5	2021
T-South Expansion	\$1.0	2021
Other expansion projects:		
• Vito Pipeline		
• Cameron Extension	US\$0.6	2020-2023
• Gulfstream - Phase 6		
• Sabal Trail - Phase 2 & 3		

**TOTAL 2020+: ~\$4B**

~\$4B of system expansions/extensions

Grow Organically

# Focus on Footprint Extensions and Expansions

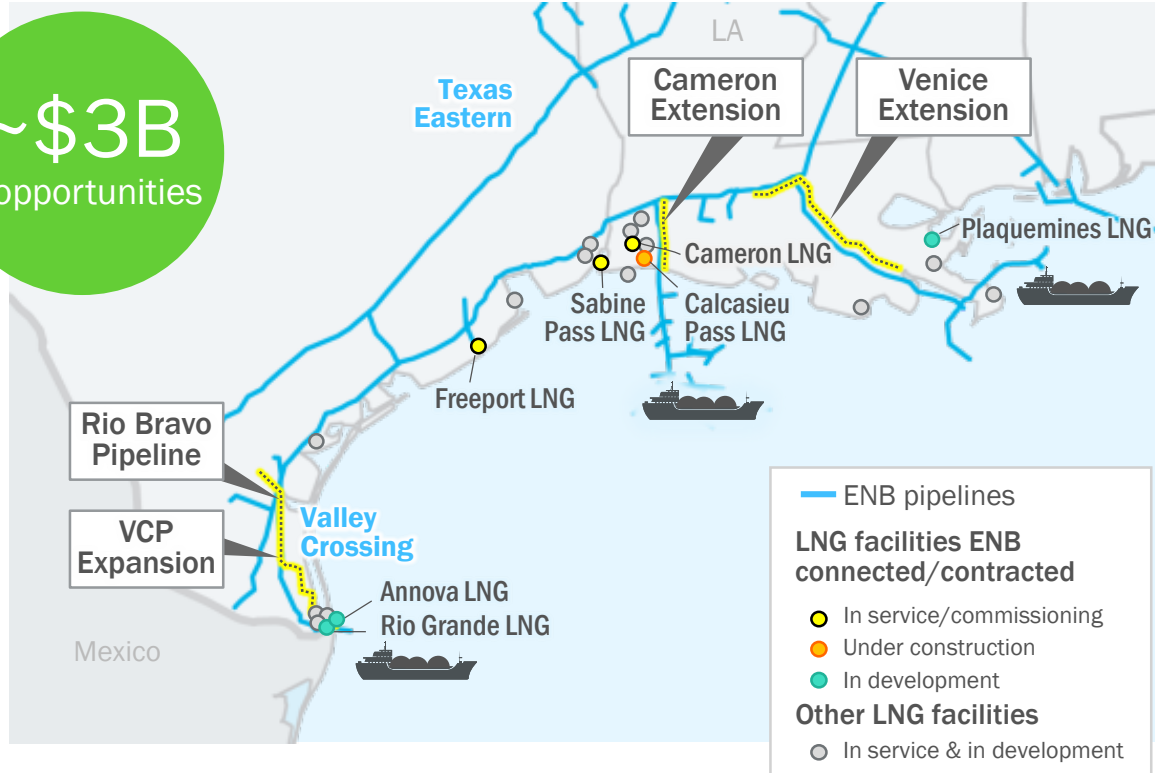


Systems competitively positioned to secure growth from evolving supply/demand patterns

# Gulf Coast Market - LNG Opportunities

## U.S. Gulf Coast

~\$3B  
of opportunities



- Texas Eastern and Valley Crossing well-positioned along the U.S. Gulf Coast
- Connected to 3 LNG facilities and 4 projects at various stages of construction and development

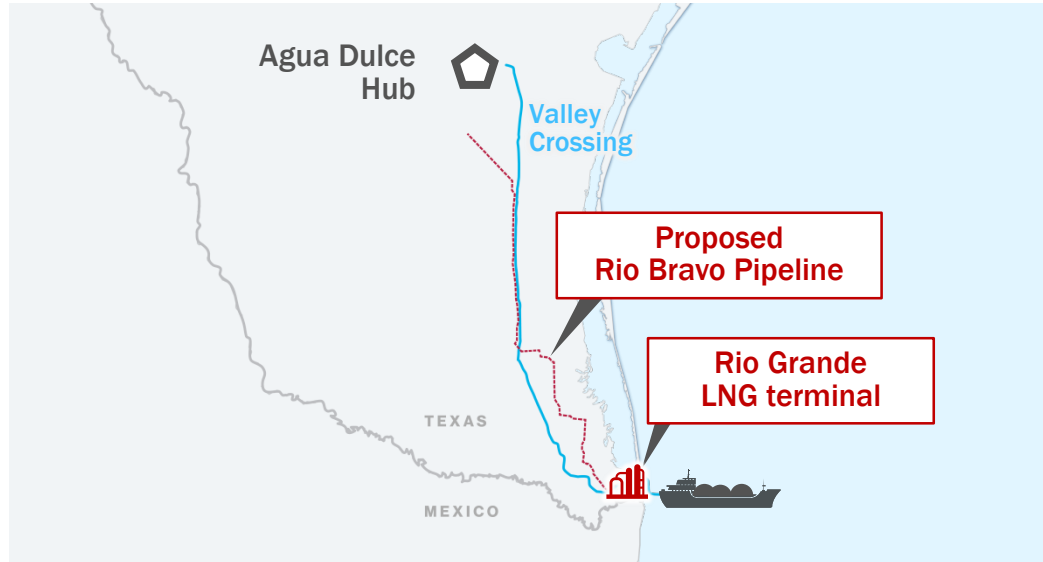
### In-development

<b>Cameron Extension</b>	<ul style="list-style-type: none"> <li>• New Texas Eastern lateral</li> <li>• Calcasieu Pass LNG</li> </ul>	<b>US\$0.2B</b>
<b>Venice Extension</b>	<ul style="list-style-type: none"> <li>• Reversal of Texas Eastern Venice Lateral</li> <li>• Plaquemines LNG, pending FID</li> </ul>	<b>US\$0.4B</b>
<b>Rio Bravo Pipeline</b>	<ul style="list-style-type: none"> <li>• Construct Rio Bravo pipeline</li> <li>• Rio Grande LNG, pending FID</li> </ul>	<b>US\$1.2B</b>
<b>Valley Crossing Extension</b>	<ul style="list-style-type: none"> <li>• Expansion of Valley Crossing</li> <li>• Annova LNG, pending FID</li> </ul>	<b>US\$0.5B</b>

Well-positioned to support growing natural gas supply to LNG export terminals

# USGC Strategy – LNG Pipeline Opportunities

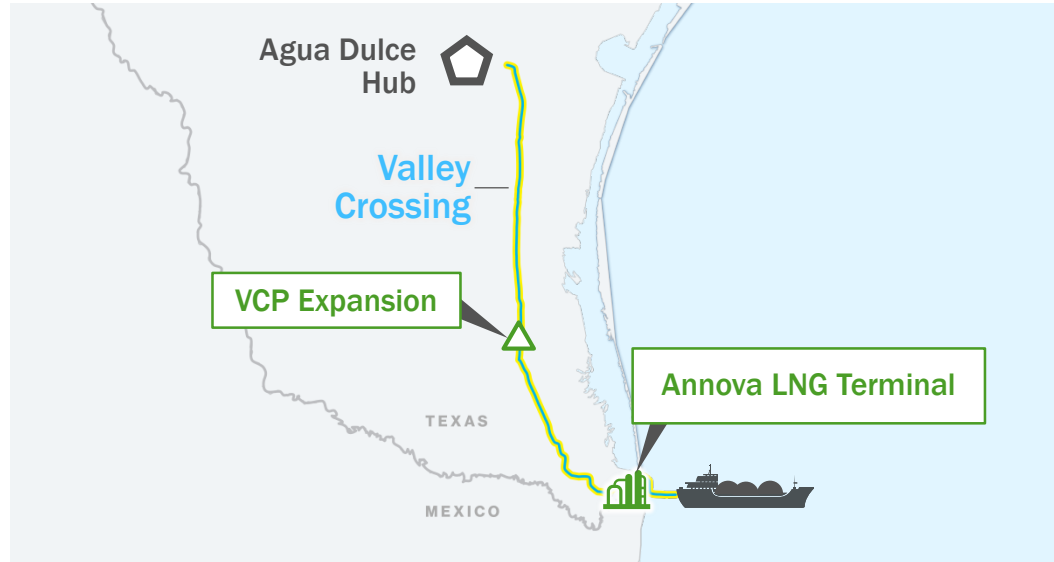
## Rio Bravo Pipeline



New pipeline to supply the Rio Grande LNG project

- US\$1.2B investment plus expansion opportunities
- 20 year take-or-pay contract
- Subject to LNG plant FID

## Valley Crossing Expansion



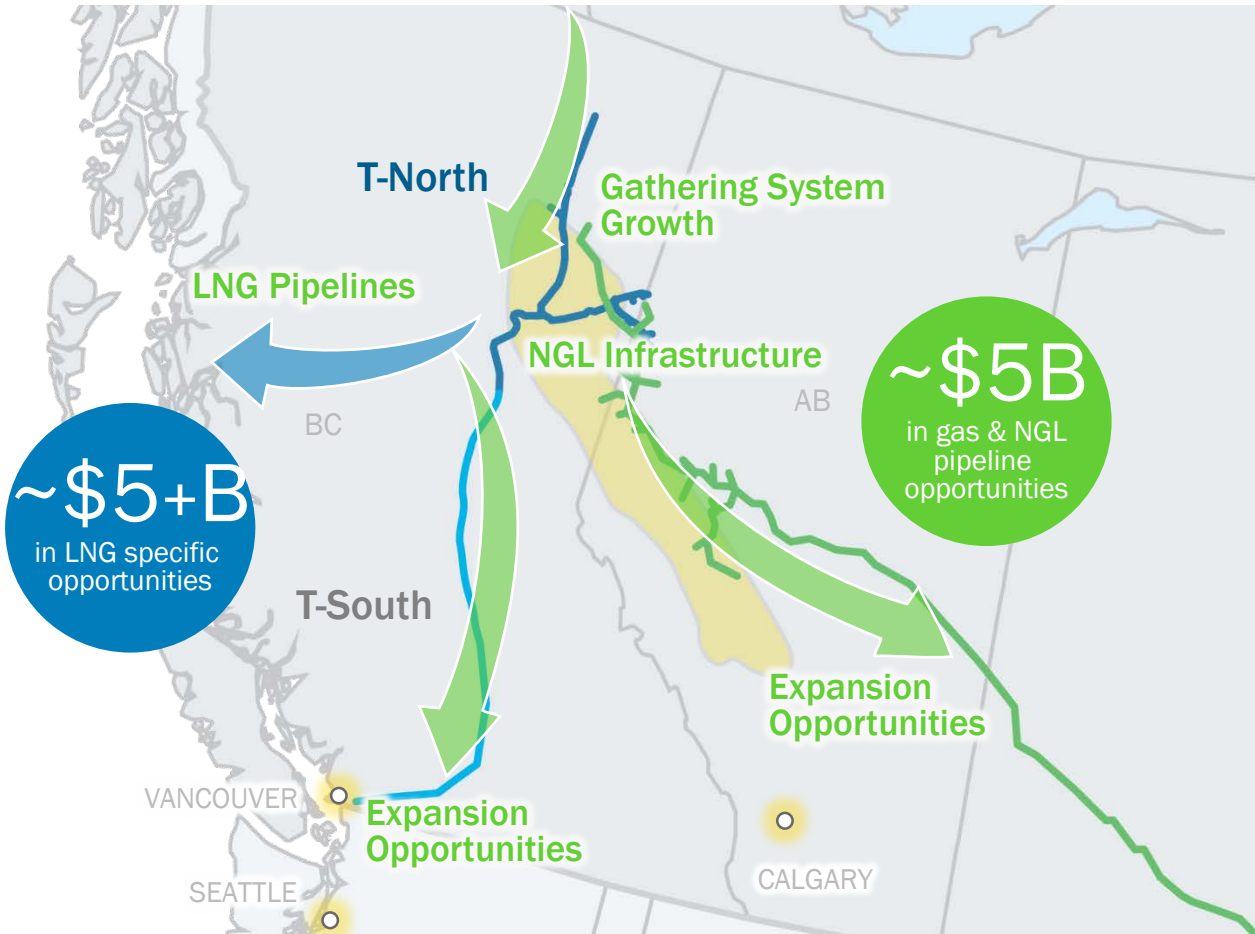
Compression-based expansion of Valley Crossing to supply the Annova LNG facility

- US\$0.5B investment
- 20 year take-or-pay contract
- Subject to LNG plant FID

Leveraging Valley Crossing footprint to meet growing demand from LNG exports

Grow Organically

# Western Canada Opportunities



## Westcoast System Expansions

- **T-North & T-South:** Expansions to accommodate domestic and LNG export demand, as well as system reinforcements to ensure deliverability

## NGL Infrastructure

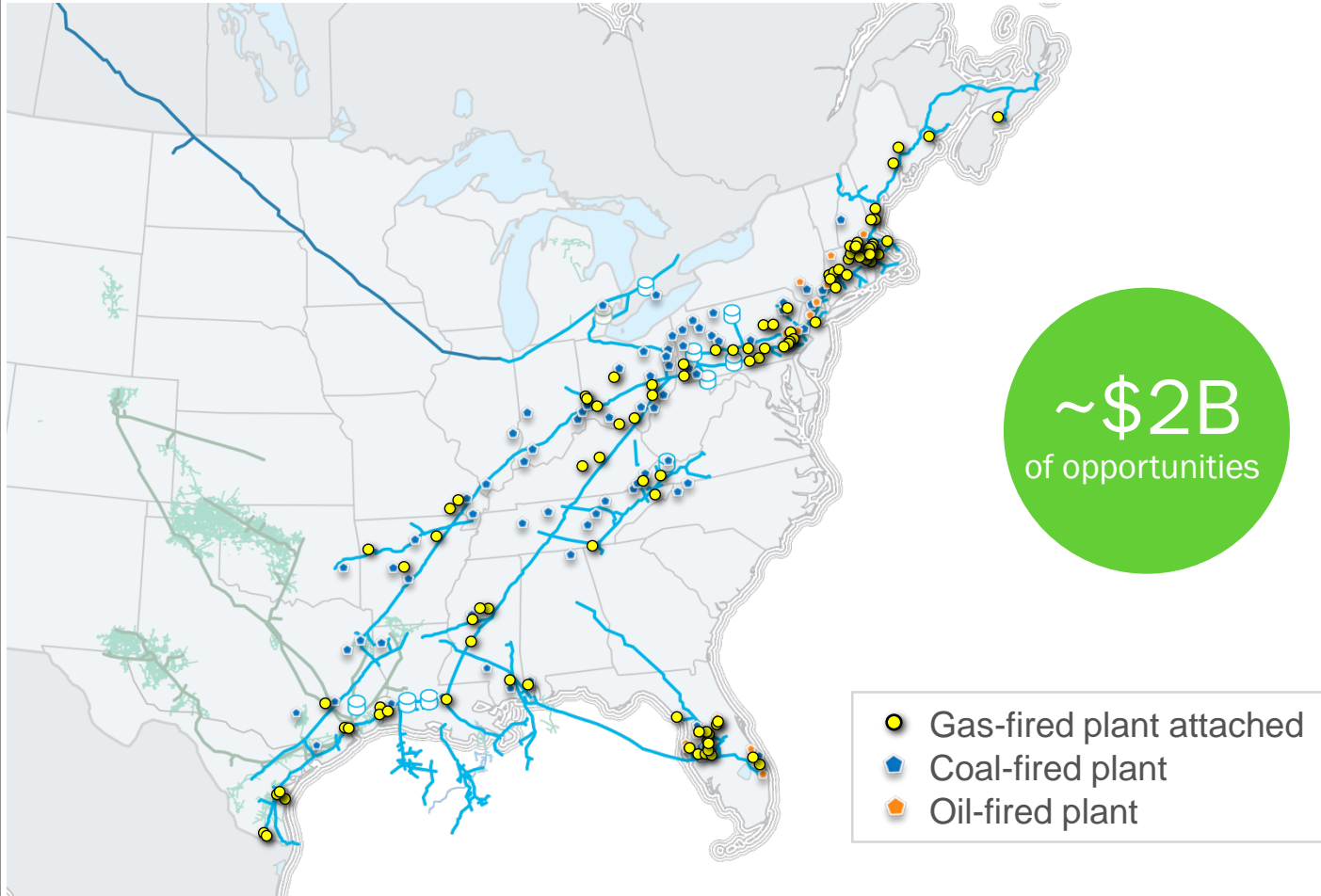
- **Project Frontier:** Early stage development project to manage NGL content on Westcoast system
- Fixed fee for service framework

## LNG Supply

- Leverage Westcoast Connector permitted pathway
- Other new project developments

Enbridge well-positioned to capture diverse range of organic expansion and extension opportunities

# Power Generation & Industrial Demand



## Power Generation Market

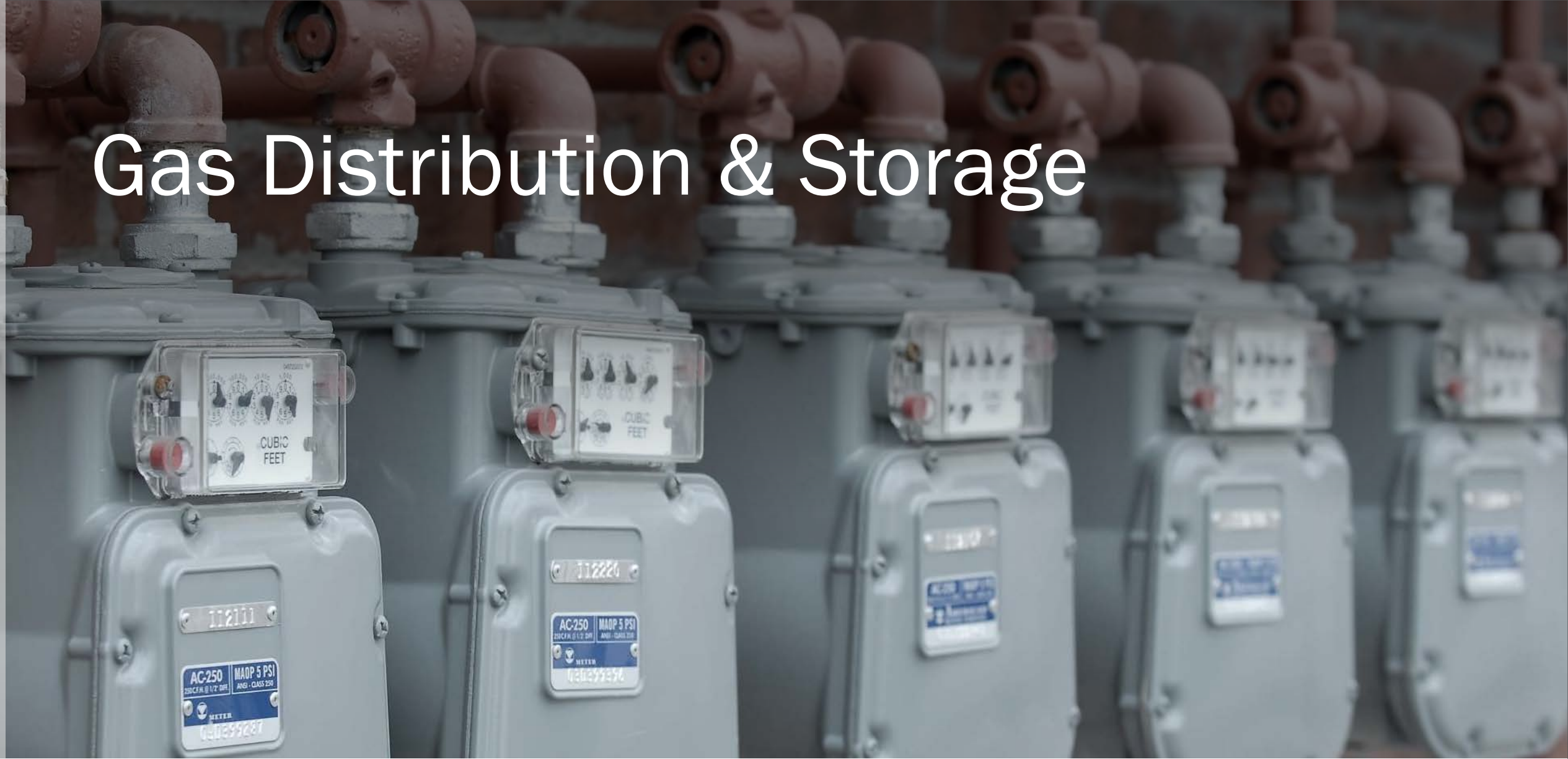
- Further coal retirements planned through 2025
- Low-cost natural gas positioned to replace aging coal facilities
- Growth in renewables requires stable base load gas fired generation

## Industrial Demand

- Continued growth in U.S. petro chemical demand

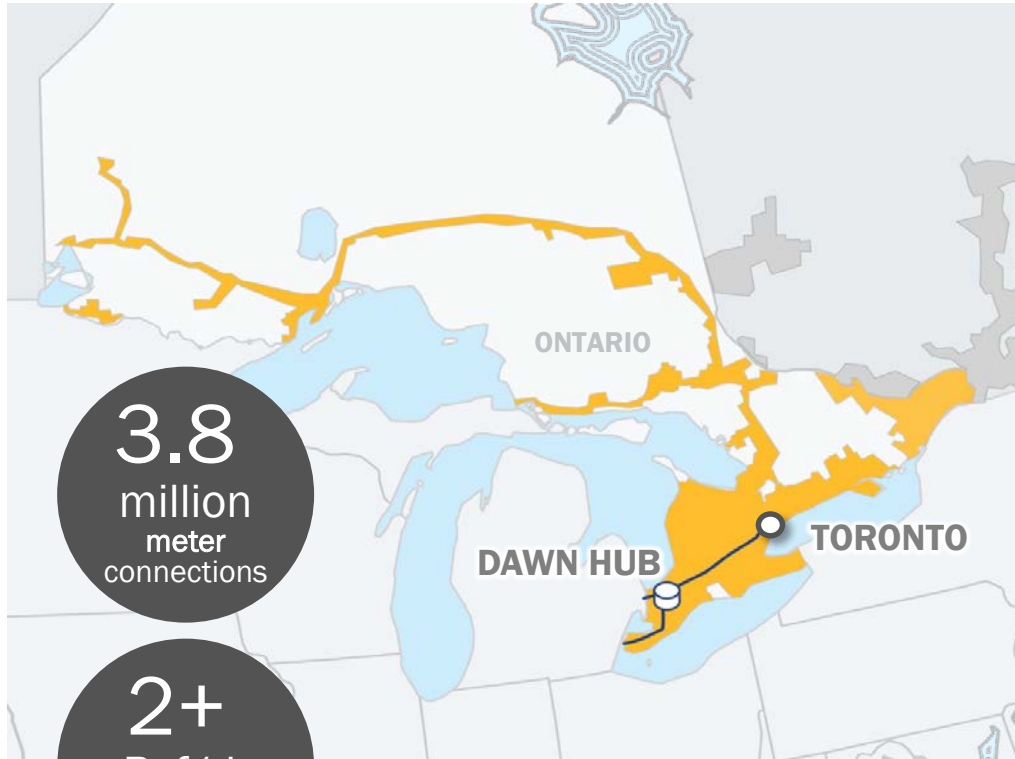
Gas fired power generation replacing coal, providing system expansion opportunity

# Gas Distribution & Storage





# Premier Gas Utility Franchise



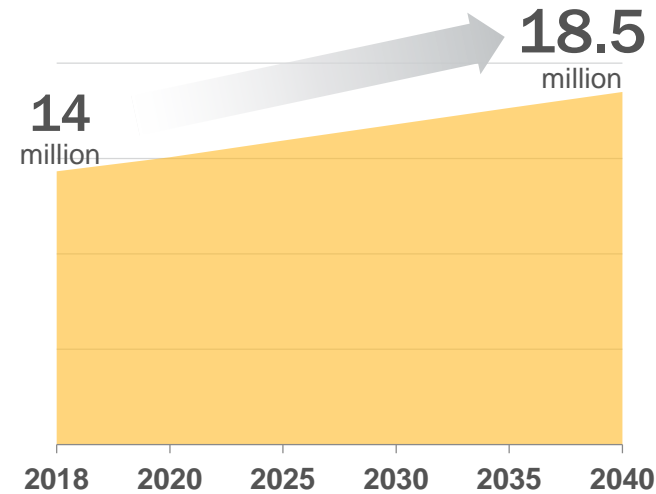
**3.8**  
million  
meter  
connections

**2+**  
Bcf/d  
Avg natural gas  
send-out

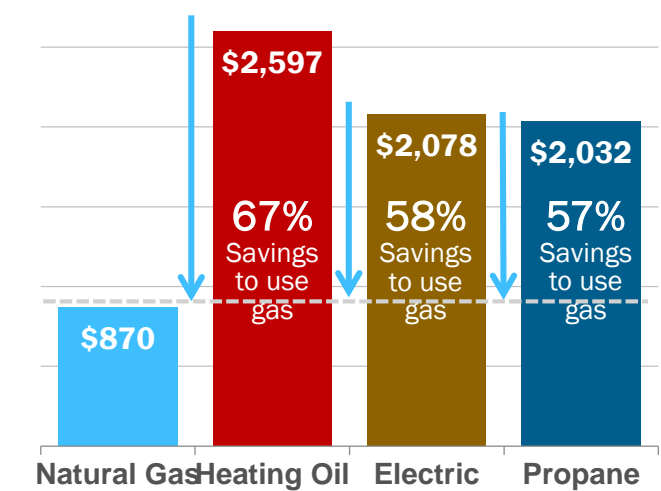
## World Class Asset Base

- Largest volume and fastest growing N.A. franchise
- 280 Bcf of Dawn hub storage with growth potential
- Critical Dawn-Parkway transmission corridor

## Ontario Population Growth Forecast (millions)



## Comparable Residential Annual Heating Bills (\$/year)



Largest and fastest growing natural gas distribution utility in North America with stable regulatory regime

# Gas Distribution & Storage – Strategic Growth Prospects



- Largest and fastest growing gas utility franchise in North America
- Steady annual growth opportunities through in-franchise expansions



Toronto

1-2%  
per year  
base business  
growth  
post-2020

## Optimize the Base Business

- Amalgamation synergies
- Cost management
- Revenue escalators

>\$1B  
Secured projects  
in execution

## Execute Secured Capital Program

- Secured capital additions including reinforcement and expansion projects

~\$1B  
per year future  
development  
opportunities

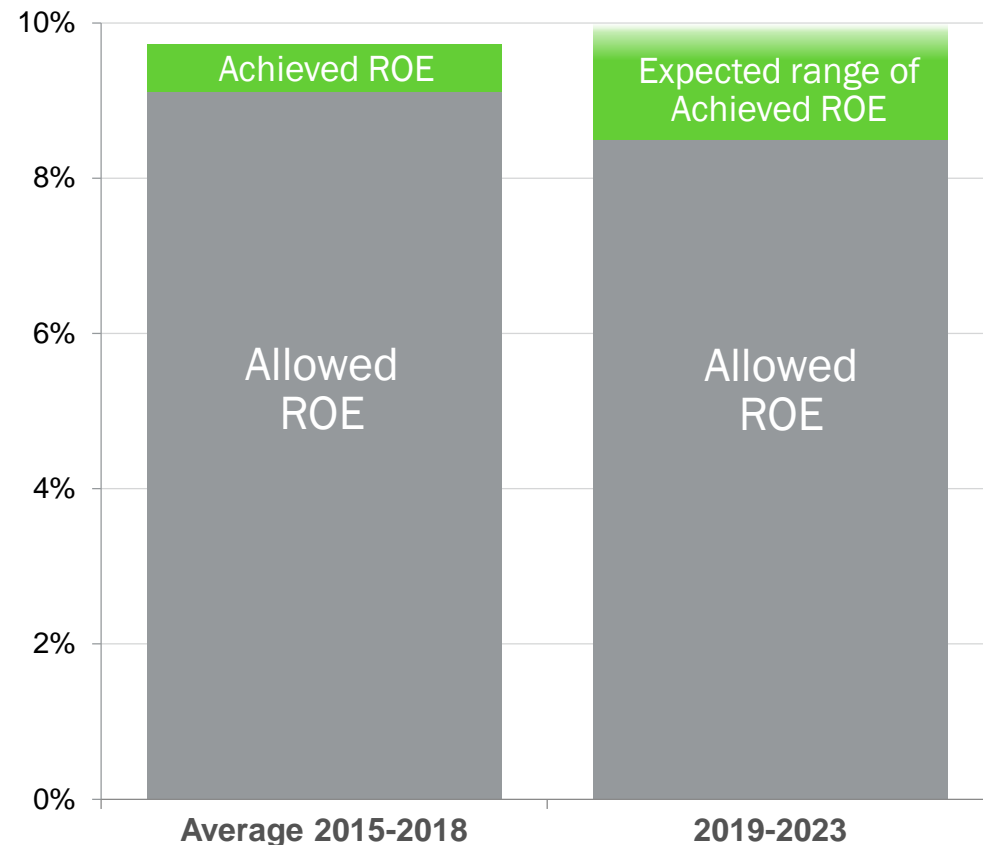
## Grow Organically

- In-franchise customer growth
- System reinforcements/expansions
- Dawn-Parkway expansions
- RNG/CNG growth

# Synergy Capture Drives Strong Returns

- Sustainable integration savings supports ability to realize returns in excess of the Allowed ROE
- Regulatory framework allows Enbridge to earn 100% of the first 150bps of savings
  - 50/50 split of all incremental savings above 150bps
- EBITDA impact per 50bps of excess ROE: ~\$35M

### Incentive Rate Structure



Synergy capture from amalgamation supports ability to earn above Ontario Energy Board's allowed ROE

# Advancing Secured Growth Project Inventory

Secured Projects		ISD	Capital (\$B)
<b>Dawn Parkway Expansion</b>	10km pipeline expansion from Kirkwall to Hamilton	2021	\$ 0.2
<b>Windsor Line Replacement</b>	61km pipeline integrity replacement project	2020	\$ 0.1
<b>Owen Sound Reinforcement</b>	34km new pipeline supporting growth in Ontario	2020	\$ 0.1
<b>Normal Course Connections &amp; Modernization</b>	Ongoing base business growth outlined in 10 - year asset management plan	Annual	~ \$0.5B
<b>TOTAL</b>			<b>~\$0.9B</b>



Dawn-Parkway Expansion

Strong inventory and execution capability on multiple smaller sized in-franchise projects

# Regulated Growth Opportunities

## New Connections



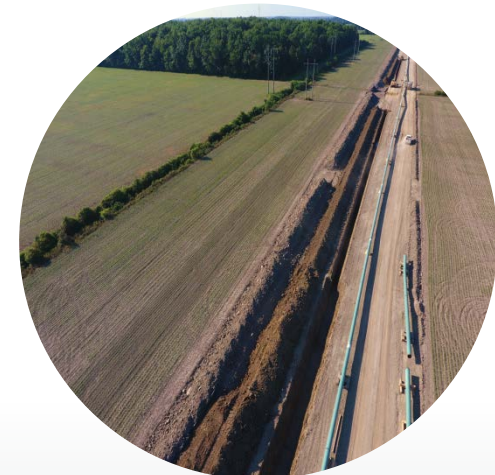
- Strong outlook for population growth in Greater Toronto Area
- ~50,000 new connections/year

## New Community Expansions



- Supportive policies to expand natural gas distribution service to new communities in Ontario
- 50+ new communities targeted

## System Reinforcements



- New capacity required to serve growing demand within the distribution franchise

Highly transparent investment opportunity in regulated rate base to drive cash flow growth

# Regulated Return on Capital Framework

Total Annual Capital Expenditures:

**\$1+B/ year**



Flexible regulatory framework to earn a fair return on \$1+B of capital deployed annually

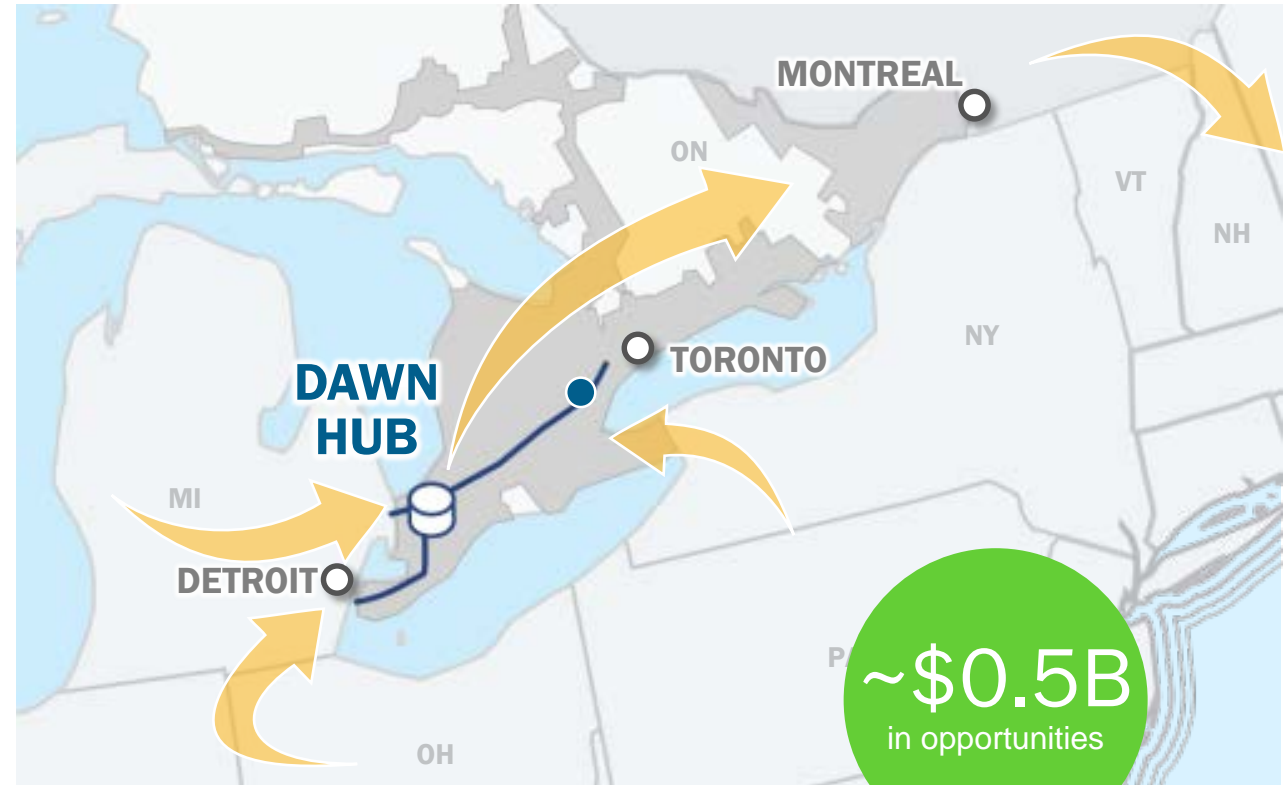
# Storage & Transmission Expansion

## Well-positioned for future growth

- Dawn-Parkway is critical transmission path for incremental gas supply into Toronto area and markets further east

## Leader in de-regulated storage services

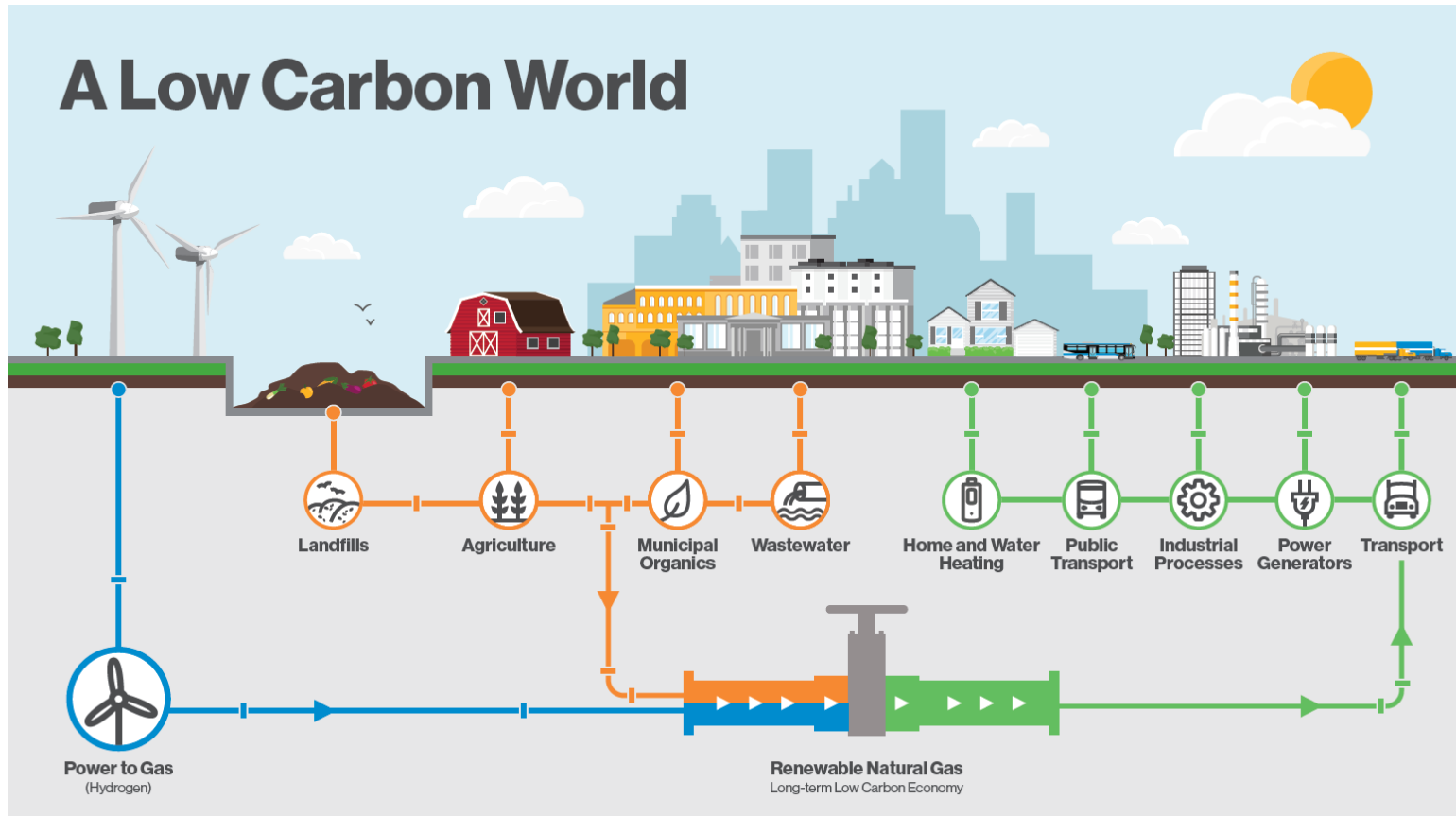
- Dawn hub has reliable, competitively priced, high deliverability storage serving a growing regional market
- 2020/2021 Storage Enhancement project creating 2.2 Bcf space and 27 MMcf deliverability



Kirkwall to Hamilton Expansion: ● 2021 in service

Continued potential for additional low risk storage and transmission investment opportunities

# Grow Organically Greening the Grid



- **RNG:** Renewable natural gas supply from landfill
- **CNG:** Compressed natural gas for transport fleet conversion or for remote industrial usage
- **Power to gas** conversion using hydrogen

Utility growth opportunities that also support environmental and social goals



# Appendix B

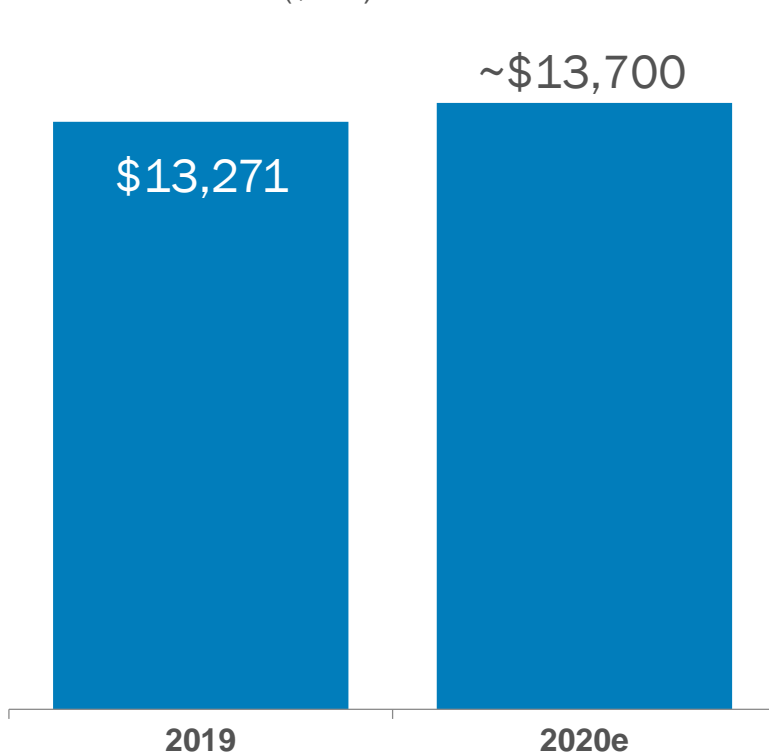
## Financial Guidance

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# EBITDA Guidance



## EBITDA<sup>1</sup> (\$MM)



## 2020 EBITDA Guidance

	2020e (\$MM)	Growth drivers: 2020e vs 2019
Liquids Pipelines	~7,500	<ul style="list-style-type: none"> <li>↑ Line 3 Canada surcharge</li> <li>↑ System optimizations</li> <li>↑ Gray Oak in service</li> </ul>
Gas Transmission & Midstream	~3,700	<ul style="list-style-type: none"> <li>↑ TETCO rate case settlement</li> <li>↓ 2018/2019 asset monetizations</li> </ul>
Gas Distribution & Storage	~1,800	<ul style="list-style-type: none"> <li>↑ Amalgamation synergies</li> <li>↑ Rate base growth</li> <li>↓ Normal weather</li> </ul>
Renewable Power Generation	~500	<ul style="list-style-type: none"> <li>↑ 2019 projects placed into service</li> </ul>
Energy Services	~125	<ul style="list-style-type: none"> <li>↓ Narrowing differentials</li> <li>↑ Continued arbitrage opportunities</li> </ul>
Eliminations & Other	~75	<ul style="list-style-type: none"> <li>↑ Cost containment</li> </ul>
<b>EBITDA<sup>1</sup>:</b>	<b>~\$13,700</b>	

(1) Adjusted EBITDA is a non-GAAP measure. Reconciliations to GAAP measures can be found at [www.enbridge.com](http://www.enbridge.com).

# Distributable Cash Flow (DCF) Guidance



## DCF per share<sup>1</sup>



## 2020 DCF Guidance (\$MM, except per share amounts)

<b>Adjusted EBITDA<sup>1</sup></b>	~\$13,700
Cash distributions in excess of equity earnings	~600
Maintenance capital	~(1,000)
Current income taxes <sup>2</sup>	~(450)
Financing costs	~(3,300)
Distributions to non-controlling interests	~(300)
Other non-cash adjustments	~150
<b>DCF <sup>1</sup></b>	~\$9,400
<b>DCF/Share Guidance <sup>1</sup></b>	\$4.50 - 4.80

## 2020 DCF Sensitivities - after hedging<sup>4</sup>

Market Prices Movements	Base Plan Assumption	DCF/ Share
+/- .25% Interest Rates	Current market rates <sup>3</sup>	~\$0.007
+/- \$.01 CAD/USD	\$1.30	~\$0.01

(1) Adjusted EBITDA, DCF and DCF/share are non-GAAP measures. Reconciliations to GAAP measures can be found at [www.enbridge.com](http://www.enbridge.com). (2) Book income tax rate forecast of 20%. (3) 3M CDOR: 1.8%; 3M LIBOR 1.6%; 10Y GoC 1.6%; 10Y UST: 1.82% (4) Average 2020 FX hedge rate: 1.25 CAD/USD

# Contact Information

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