

# **Bridge to the Energy Future**



Al Monaco President & CEO Vern Yu Chief Financial Officer

Q3 Financial Results & Business Update



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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), adjusted earnings/(loss), adjusted earnings/(loss) per share, distributable cash flow (DCF) and DCF per share. 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 Enbridge. Adjusted EBITDA represents EBITDA adjusted for unusual, non-recurring or non-operating factors in cluded in adjusted EBITDA, as well as adjustments for unusual, non-recurring or non-operating factors in respect of depreciation and amortization expense, income taxes, noncontrolling interests and redeemable noncontrolling interests on a consolidated basis. Management uses adjusted earnings as another reflection of the Company's ability to generate earnings. DCF is defined as cash flow provided by operating factors. Management alliabilities) less distributions to non- controlling interests and redeemable non-controlling interests, and further adjusted for unusual, non-recurring or non-operating factors. Management as uses DCF to assess the performance and target. 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 with estimates for certain contingent liabilities, and estimating non-cash unrealized derivative fair value losses and gains and ineffectiveness on hedges which are subject to market variability and therefore a reconciliation is not available without unreasonable effort.

These measures are not measures that have a standardized meaning prescribed by generally accepted accounting principles in the United States of America (U.S. GAAP) and may not be comparable with similar measures presented by other issuers. A reconciliation of non-GAAP measures to the most directly comparable GAAP measures is available on Enbridge's website. Additional information on non-GAAP measures may be found in Enbridge's earnings news releases on Enbridge's website and on EDGAR at www.sec.gov and SEDAR at www.sedar.com under Enbridge's profile.



### Agenda

- Quarter Review
- Energy Exports
- New Energies
- Financial Performance





# **Our Energy Perspectives**

#### **Global Energy Outlook**

- Energy demand is increasing
- Economic growth depends on low-cost, reliable, secure energy supply
- Transition to a low-carbon economy underway
- Existing infrastructure is essential for the transition

#### **Enbridge – Bridge to the Energy Future**

- Differentiated service provider
- Comprehensive ESG & emissions targets
- Deliberate transition of asset mix
- Investing in wind, solar, hydrogen, RNG and CCUS

Our differentiated and diversified approach to energy infrastructure is key to sustainable growth



# Energy Markets

Growing Global GDP<sup>1</sup>

(Indexed Real GDP<sup>1</sup> Sept. 2021 Forecast)



- 4% average annual GDP growth through 2023
- Global growth driven by low-cost, reliable and secure energy supply

Growing Oil & Gas Demand<sup>2</sup>

(2021 Global Demand vs. 2020)



- Natural gas in high demand supported by growing LNG trade
- Crude oil demand in 2022 expected to exceed pre-pandemic levels

### Tight Inventory Balances

2021 % of 5-year range for N.A. & Europe



- Under-investment driving inventories to near 5-year lows
- Replenishing inventories and supply growth will take time

#### Sustainably produced conventional energy is critical to the global economy

<sup>(1)</sup> World Bank Group (2) Source: IHS Markit. The use of this content was authorized in advance. Any further use or redistribution of this content is strictly prohibited without written permission by IHS Markit. 3) U.S. Energy Information Administration, third-party data and company estimates.



# **Consumer and Industrial Impacts**

#### Underinvestment driving energy costs higher...



- Retail & wholesale prices rising as demand outpaces energy supply
- Intermittent energy sources unable to meet incremental demand

#### and, compromising reliability



#### China

- Power rationing & rolling brownouts
- Increased coal fired generation



#### Europe

- Increased coal fired generation
- Gasoline & diesel shortages

#### **United States**

- California natural gas generation at full capacity
- Northeast and Midwest inventory concerns for winter heating
- Record diesel generator sales

Energy transition must sustain affordable and reliable energy supply, while lowering emissions across the energy value chain



# Q3 Highlights

V	Operational	<ul> <li>Robust system-wide utilization</li> <li>Integrity and maintenance programs progressing</li> </ul>
V	Financial	<ul> <li>Strong Q3 financial results</li> <li>On track to achieve 2021 full-year EBITDA and DCF/share guidance</li> <li>Maintained balance sheet strength and flexibility</li> </ul>
V	Execution	<ul> <li>~\$8B of projects placed into service<sup>1</sup>; on track for ~\$10B in 2021</li> <li>Line 3 Replacement and Southern Access Expansion placed into service on Oct. 1</li> <li>T South and Spruce Ridge expansions fully in service Nov. 1</li> </ul>
V	Growth	<ul> <li>Advanced USGC strategy with acquisition of the Ingleside Terminal</li> <li>Commissioned North America's first utility scale H<sub>2</sub> blending facility</li> <li>Established New Energies Team and additional strategic low-carbon partnerships</li> </ul>

#### Advancing 3-Year Plan priorities; well-positioned for 2022 and beyond



# Liquids Pipelines: Line 3 Replacement



- Critical safety and reliability project
- Minnesota section placed into service Oct. 1
  - Restores Line 3 capacity to 760 kbpd
- Southern Access Expansion to 1.2 mmbpd in-service (Superior to Chicago)
- Unprecedented Indigenous participation with ~2,000 workers and >\$900MM of spend
- US\$0.935/bbl surcharge<sup>1</sup>
  - ~\$200 MM of EBITDA contribution expected in 2021
- Supports future market access expansions

Line 3 Replacement improves the safety and reliability of our system



### Liquids Pipelines: Great Lakes Tunnel

#### Critical Energy Delivery Infrastructure



- Comprehensive environmental protections in place
- Provides **45%** of region's<sup>1</sup> gas, diesel, jet fuel and propane
- Supplies 55% of Michigan propane demand
- Ships 80% of Michigan-produced crude

### **Great Lakes Tunnel Project**

<b>~65%</b> Of Michigan Legislature voted in favor <sup>2</sup>	<b>~70%</b> Of Michiganders support tunnel
State Permitting:	EGLE <sup>3</sup> Permits Awarded MPSC <sup>4</sup> proceeding with a contested case hearing
Federal Permitting:	USACE <sup>5</sup> undertaking an EIS
Contracting:	Engineering & Design Phase Preparation for Construction

Investing in new infrastructure to protect the environment and meet essential energy needs



# Liquids Pipelines: U.S. Gulf Coast Strategy



- ~3 mmbpd pipeline capacity into USGC<sup>1</sup>
- ~50 million barrels of storage capacity<sup>1</sup>
- ~3 mmbpd of operating export loading capacity<sup>1, 2</sup>

### Heavy Crude Oil

- Delivering Canadian supply to USGC refiners
- Integrated heavy crude storage/blending hub
- Waterborne export optionality

### **Light Crude Oil**

- Meet growing global demand for light crude oil
- Waterborne export links to diversified low-cost supply
- Ownership in premier export facility & feeder system

#### Disciplined and gradual build out of strategic Gulf Coast infrastructure position

# Liquids Pipelines: Moda Midstream Acquisition



- 15.3 million barrels of current liquids storage
- **1.6** mmbpd of current export capacity (VLCC<sup>1</sup> capable)
- ~90% of revenue backed by long-term contracts

#### **Strategic Export Infrastructure**

- 🕑 Unp
  - Unparalleled connectivity to long-lived, low-cost light supply
- Contracted cash flows aligned with low-risk business model
  - Accretive to financial outlook
- Sest-in-class ESG profile

#### **Additional Assets**

Cactus II Pipeline	<ul> <li>20% ownership in 670 kbpd pipeline from Permian</li> </ul>
Taft Terminal	<ul> <li>350 thousand bbl storage tank connecting intrastate pipelines and inner harbor<sup>2</sup></li> </ul>
Viola Pipeline	<ul> <li>100% owned, 300 kbpd pipeline connects Permian &amp; Eagle Ford long-haul pipelines</li> </ul>

Immediately accretive acquisition of premier light oil export terminal with strong organic growth outlook



# Liquids Pipelines: Export Growth Outlook

Growing Permian Supply & Exports<sup>1</sup> (mmbpd)



- >70 billion barrels of recoverable, low-cost Permian reserves<sup>2</sup>
- Basin underpinned by large, well-capitalized producers

#### Most Competitive Export Facility<sup>3</sup> Loading Cost (\$/bbl)



- Lowest basin-to-water costs
- VLCC loading rates & outerharbor location ensure fastest turnaround times

#### Embedded Organic Growth Opportunities

Loading	<ul> <li>Contract 600+ kbbls/d of existing capacity</li> </ul>		
Capacity	<ul> <li>Permitted for further expansion of 300 kbbls/d</li> </ul>		
Storage	<ul> <li>~5.5 mmbbls of permitted expansion potential</li> </ul>		
Low	<ul> <li>Up to 60 MW of co-located solar facilities</li> </ul>		
Carbon	<ul> <li>Ideally located for hydrogen, ammonia &amp; CCUS</li> </ul>		

- >\$1B of follow-on capital efficient organic growth opportunities
- Terminal and location suitable for low carbon fuel and CCUS

### Embedded organic growth drives further cash flow expansion and value creation

(1) Source: IHS Markit. The use of this content was authorized in advance. Any further use or redistribution of this content is strictly prohibited without written permission by IHS Markit. (2) Based on most recently completed geology-based assessments of undiscovered, technically recoverable reserves performed by the United States Geological Survey (3) Third party data and management estimates. Cost stack based on the assumption of loading VLCC freight post Port of Corpus Christi dredging.



# Gas Transmission: LNG Export Connections



- Supply 3 USGC LNG export facilities
  - Annual deliveries doubled to ~1Bcf/d since 2019
- Additional connections planned or underway

#### **Under construction**

- Cameron Extension (US\$0.1B, 2021 ISD)

#### **Greater than US\$2B in development<sup>1</sup>**

- Rio Bravo Pipeline
- VCP Expansion
- Venice Extension

Strongly positioned to benefit from new LNG export facilities in the USGC



# Gas Transmission: Project Execution



#### Westcoast:

 T-South Reliability and Expansion Program & Spruce Ridge Project provide +590 MMcf/d of firm capacity<sup>1</sup>

#### U.S. Northeast:

- Middlesex Extension & Appalachia to Market underpinned by capacity commitments
- Enhance supply reliability, optionality & capacity for customers while leveraging existing infrastructure

### Modernization Program:

- Replacement of aging compressor stations & integrity investments
- Texas Eastern rate case filed Sept. 30

### **RNG Development:**

 Up to 8 RNG facilities under development with Vanguard Renewables

Executing on \$5B North American-wide system expansion and modernization programs



# Gas Distribution: Project Execution

#### Visible Franchise Growth

Total EGI Natural Gas Connections (in '000s)



- Natural gas provides affordable and reliable supply
- On track for ~45k new customers additions in 2021
- Highly visible in-franchise growth

#### **Community Expansions**



- 27 new community connections
- Ontario Government subsidizing capital investments
- Reinforces long-term commitment to natural gas

Executing ~\$3B utility capital program through 2023



# Gas Distribution: Low-Carbon Update

#### **Renewable Natural Gas**

- 3 projects currently in service
- 4 additional projects in construction
- Developing 10-15 opportunities across Canada

### Hydrogen Blending

- Commissioned Markham H<sub>2</sub> blending facility
  - -2% H<sub>2</sub> blended into natural gas stream
  - Extension of existing Power-to-H<sub>2</sub> facility
- Gatineau H<sub>2</sub> blending assessment underway



Executing low-carbon investments within low-risk utility commercial model



# Renewables: Offshore Project Execution

~4.5GW in Construction & Development<sup>1,2</sup>







#### Saint Nazaire 480 MW (122 MW net)

- 35 of 80 foundations installed
- On track for late 2022 ISD

#### Fécamp 497 MW (89MW net)

- Foundation fabrication underway
- On track for 2023 ISD

#### Calvados 448 MW (97 MW net)

Substation platform & cable manufacturingOn track for 2024 ISD

#### Offshore renewable projects progressing on budget and on schedule



### Renewables: Solar Self-Power



- ~55 MW of generation in operation & under construction
  - 3 in service
  - 4 under construction
  - ~70 ktCO<sub>2</sub>e year 1 GHG reduction
- Near-term potential for additional 10-15 projects
- \$0.5B potential capital spend through 2023

Leveraging our renewable capability to reduce system emissions and lower power costs



Strategic Partnerships Bring

Technology and Capabilities

# New Energies Strategy Update

Execute on Embedded Low-Carbon Growth

	RNG	H <sub>2</sub>	CCUS
Liquids Pipelines		Ø	
Gas Transmission			
Gas Distribution			
Renewable Power			

Dedicated New Energies Team Strengthens Focus

<ul><li>Renewable Power</li><li>European offshore wind</li></ul>	Shell	Develop N.A. low-carbon solutions across H <sub>2</sub> , RNG, CCUS, & Renewables
<ul><li>Solar self-power</li><li>Onshore wind/solar</li></ul>	Svante	Apply Svante's innovative CCUS technology across multiple industries
New Energies	walker comcor	<b>Canada:</b> Develop RNG projects leveraging partnership technology, landfill rights and deep experience
<ul><li>Hydrogen</li><li>Renewable natural gas</li><li>Carbon capture (CCUS)</li></ul>	Vanguard	<b>U.S.:</b> Develop RNG projects in Midwest & Northeast, building on Vanguard's leading RNG position

Capturing low-carbon opportunities embedded across each of our businesses



### Financial Dashboard

Strength and Flexibility		Cash Flow Resilience		Predictable Growth	
Credit Metrics BBB+ Ratings Reaffirm	ed	Investment Grade Customers <sup>2</sup>	95% of customers	2021 Financial Results on Track	<b>\$13.9-</b> <b>14.3B</b> of EBITDA
Asset Sales <sup>1</sup> ~\$9B		Percent Regulated, Take-or-pay, CTS <sup>3</sup>	98% of EBITDA	Growth Capital In-service	~\$10B in 2021
Available Liquidity ~\$10E at Q3, 2021		Commercial Inflation Protections	80% of EBITDA	Annual Investment Capacity <sup>4</sup> 2022+	<b>\$5-6B</b> 2022+

#### Execution on financial priorities provides a solid foundation for 2022+ growth

(1) Includes \$1.1B Noverco divestiture subject to closing in late 2021 or early 2022 (2) Consists of investment grade or equivalent
 (3) Competitive toll settlement (4) Annual Investable Capacity is generated from distributable cash flow, net of common share dividend requirements plus incremental debt capacity from EBITDA generated by capital investment



# Q3 2021 Financial Results

	Q3		YTD	
(\$ Millions, except per share amounts)	2021	2020	2021	2020
Liquids Pipelines	1,898	1,732	5,623	5,395
Gas Transmission & Midstream	986	945	2,928	3,017
Gas Distribution & Storage	296	315	1,403	1,330
Renewable Power Generation	89	93	356	361
Energy Services	(116)	(110)	(277)	(37)
Eliminations and Other	116	22	281	6
Adjusted EBITDA <sup>1</sup>	3,269	2,997	10,314	10,072
Cash distributions in excess of equity earnings	52	197	248	479
Maintenance capital	(142)	(256)	(412)	(595)
Financing costs	(757)	(815)	(2,251)	(2,425)
Current income tax	(89)	(83)	(210)	(325)
Distributions to Noncontrolling Interests	(66)	(68)	(207)	(232)
Other	23	116	72	257
Distributable Cash Flow <sup>1</sup>	2,290	2,088	7,554	7,231
DCF per share <sup>1</sup>	1.13	1.03	3.73	3.58
Adjusted earnings per share <sup>1</sup>	0.59	0.48	2.06	1.86

### **Quarterly Drivers**

- ↑ Strong performance across business units
- ↑ Mainline volume recovery
- Challenging Energy Services conditions
- ✤ Weaker USD currency
  - Operating segment impacts; partially offset by hedging program
  - $\uparrow$  Lower USD currency interest expense
- ↑ Lower utility maintenance spending
- ↑ Interest cost savings
- ✤ Absence of significant MURs<sup>2</sup> in Other

### Robust operational performance drives strong financial results

(1) Adjusted earnings before interest, taxes, depreciation and amortization (adjusted EBITDA), Adjusted Earnings and Distributable Cash Flow (DCF) are non-GAAP measures. For more information on non-GAAP measures please refer to disclosure in the Q3 earnings release and MD&A available at <u>www.enbridge.com</u>. (2) Makeup rights



# 2021 Financial Outlook

EBITDA Guidance<sup>1</sup> (\$B)



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



#### On track to meet 2021 full year EBITDA and DCF guidance

(1) Adjusted EBITDA and DCF/share are non-GAAP measures. Reconciliations to GAAP measures can be found at <u>www.enbridge.com</u>.
 (2) Including impact of hedges. Approximately 65% of distributable cash flow has been hedged for 2021 at an average rate of \$1.28 CAD/USD. Guidance assumes unhedged portion CAD/USD of \$1.30



### Preliminary 2022 Outlook

EBITDA Outlook<sup>1</sup> (\$B)



#### Roll out of 2022 guidance and 3-year strategic plan priorities at Enbridge Day

(1) Adjusted EBITDA is a non-GAAP measure. Reconciliations to GAAP measures can be found at <u>www.enbridge.com</u>.
 (2) Including impact of hedges.

# **Strong Financial Position**

### Debt/EBITDA



- 2021 financing plan completed at attractive rates
   Includes \$2.4B of sustainability-linked bonds
- Expect to exit 2021 within target D/EBITDA range
- 2022 expected to be at low end of target range
  - EBITDA contributions from growth capital placed into service in 2021
  - \$1.1B Noverco sale to close late 2021 or early 2022
  - Full year contributions from Moda acquisition

Increasing financial flexibility through 2021 secured growth execution and asset sales



~\$5-6B of Annual

## **Capital Allocation Priorities**

Preserve	<ul> <li>Strong BBB+ credit ratings</li> </ul>	Investable Capacity <sup>2</sup>		
Preserve     Financial Strength	<ul> <li>Maintain debt-to-EBITDA within 4.5-5.0x</li> </ul>	<ul> <li>Incremental Capacity:</li> <li>Share buybacks</li> <li>Further organic projects</li> <li>Debt reduction</li> </ul>		
Sustainable	<ul> <li>Targeting mid-point of 60-70% DCF<sup>1</sup> payout range</li> </ul>	Asset acquisitions      High Priority		
Sustainable Dividend Growth	<ul> <li>Grow ratably up to the level of medium term DCF/share growth</li> </ul>	Investments: • Low capital intensity expansions & optimizations		
	<ul> <li>Enhance existing returns (low/no capital)</li> </ul>	Modernizations		
Further Organic Opportunities	<ul> <li>Organic growth capital</li> </ul>			
Opportunities	<ul> <li>Alternatives (share buybacks, deleveraging, asset acquisitions)</li> </ul>			

#### Disciplined approach to capital allocation will maximize shareholder returns

(1) DCF is a non-GAAP measure. Reconciliations to GAAP measures can be found at <u>www.enbridge.com</u> (2) Annual Investable Capacity is generated from distributable cash flow, net of common share dividend requirements plus incremental debt capacity from EBITDA generated by capital investment



### Annual Investor Day

# Enbridge Day 2021

### **Toronto, ON** (In-Person Event, with Live Video Webcast)

Tuesday, December 7

- 3-year plan strategic priorities
- 2022 financial guidance & dividend
- Capital allocation & growth outlook



### Takeaways

- ✓ Delivering on strategic priorities
- ✓ On track to achieve 2021 guidance range
- ✓ \$10B of capital in service (2021)
- Positioned for growth conventional
   & low-carbon

### **3-Year Plan Priorities**

Enhance Returns from Existing Business

**Execute Secured Capital Program** 

**Disciplined Capital Allocation** 

2021 is a catalyst year that will create significant opportunity going forward



