Power, International & Energy Services

J. Richard Bird
Executive Vice President, Chief Financial Officer & Corporate Development
This presentation includes certain forward looking information (FLI) to provide Enbridge shareholders and potential investors with information about Enbridge and management’s assessment of its future plans and operations, which may not be appropriate for other purposes. FLI is typically identified by words such as “anticipate”, “expect”, “project”, “estimate”, “forecast”, “plan”, “intend”, “target”, “believe” and similar words suggesting future outcomes or statements regarding an outlook. Although we believe that our FLI is reasonable based on the information available today and processes used to prepare it, such statements are not guarantees of future performance and you are cautioned against placing undue reliance on FLI. By its nature, FLI involves a variety of assumptions, risks, uncertainties and other factors which may cause actual results, levels of activity and achievements to differ materially from those expressed or implied in our FLI. Material assumptions include assumptions about: the expected supply and demand for crude oil, natural gas and natural gas liquids; prices of crude oil, natural gas and natural gas liquids; expected exchange rates; inflation; interest rates; the availability and price of labour and pipeline construction materials; operational reliability; anticipated in-service dates and weather.

Our FLI is subject to risks and uncertainties pertaining to operating performance, regulatory parameters, weather, economic conditions, exchange rates, interest rates and commodity prices, 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 is expressly qualified in its entirety by these cautionary statements.

This presentation will make reference to certain financial measures, such as adjusted net income, which are not recognized under GAAP. Reconciliations to the most closely related GAAP measures are included in the earnings release and also in the Management Discussion and Analysis posted to the website.
• Modest long term power demand growth
• Gas-fired and renewable sources dominate 2010 - 2020 supply growth investment of ~$500 billion
• $100 billion of 2010 - 2020 transmission investment required
Power Generation Focus and Objectives

- Largest Canadian solar power producer, second largest wind power producer
- Renewables and gas-fired are in scope
- Measured pace of development

### Focus Areas

<table>
<thead>
<tr>
<th></th>
<th>CDN</th>
<th>U.S.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Solar</td>
<td>100 MW</td>
<td>50 MW</td>
</tr>
<tr>
<td>Wind</td>
<td>1,302 MW</td>
<td>250 MW</td>
</tr>
<tr>
<td>Geothermal</td>
<td>-</td>
<td>23 MW</td>
</tr>
<tr>
<td>Waste Heat</td>
<td>30 MW</td>
<td>-</td>
</tr>
</tbody>
</table>

### Power Generation Capacity

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>MW</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Power Transmission Focus and Objectives

- Montana-Alberta Tie Line (MATL) is in-service
- Enbridge/Nextera/Borealis consortium selected for Ontario East-West project
- Focus is on MATL expansion, Ontario and Alberta
- Measured pace of development
International Fundamentals

Asian Demand Growth

![Graph showing Asian Demand Growth from 2015 to 2040](source: EIA)

Colombia Crude Oil Market Balance

![Graph showing Colombia Crude Oil Market Balance from 2012 to 2018](source: Business Monitor International)

Australia Natural Gas Market Balance

![Graph showing Australia Natural Gas Market Balance from 2012 to 2018](source: Business Monitor International)

Peru Hydrocarbon Market Balance

![Graph showing Peru Hydrocarbon Market Balance from 2012 to 2018](source: Business Monitor International)
• Measured pace of development
  – Colombia
    – Oleoducto al Pacífico
  – Peru
  – Australia

• Primary focus is greenfield development

• Cenit (Ecopetrol subsidiary) joined OAP as a funding partner
Condensate:
- Edmonton: $99
- Mt. Belvieu: $88
- Conway: $85

Asia: $96

WCS: $89

Bakken Light: $96

WTI: $103

LLS: $105

Maya: $96

WTS: $101

US Sour: $99

Brent: $112

*Brent price is a landed price on US East Coast/ US Gulf Coast. Assumed tanker freight cost of US$2.00 per bbl.
**Energy Services Business Strategies**

**Storage**
- **Buy:** February
  - $100.00 / bbl
- **Sell:** March
  - $101.15 / bbl

**Transportation**
- **Simultaneously Buy & Sell WCS**
  - **Buy:** WCS @ Edmonton, AB
    - ($82.00)
  - **Sell:** WCS @ Cushing, OK
    - $90.00
  - **Transportation Margin:** $2.00

**Refinery Supply**
- **Simultaneously Buy & Sell Bakken**
  - **Buy:** Bakken @ North Dakota
    - ($83.00)
  - **Sell:** Bakken @ Clearbrook, MN
    - $90.00
  - **Refinery Supply Margin:** $2.00

**Condensate Transportation**
- **Rail from Chicago to Edmonton**
  - **Buy:** CON @ Mt. Belvieu, TX
    - ($91.00)
  - **Sell:** CON @ Edmonton, AB
    - $93.00
  - **Transportation Margin:** $2.00

**Legend**
- Edmonton
- Chicago
- Cushing
- North Dakota
- Minnesota
- Edmonton, Alberta
- Conway, Kansas
- Mont Belvieu, Texas
Energy Services Focus and Objectives

- **Continued replacement and expansion of current strategies**
  - Low risk arbitrage
  - Producer and refiner services

- **Extension of business model**
  - Rail niche markets
  - Geographic expansion
  - Long-term transactions
• Well positioned to provide modest near term growth, base for increased longer term growth and diversification

<table>
<thead>
<tr>
<th></th>
<th>Near Term Growth</th>
<th>Longer Term Potential Growth / Diversification</th>
</tr>
</thead>
<tbody>
<tr>
<td>Power Generation</td>
<td>✓</td>
<td>✓✓✓</td>
</tr>
<tr>
<td>Power Transmission</td>
<td>✓</td>
<td>✓✓✓</td>
</tr>
<tr>
<td>International</td>
<td></td>
<td>✓✓✓</td>
</tr>
<tr>
<td>Energy Services</td>
<td>✓✓✓</td>
<td>✓✓✓</td>
</tr>
</tbody>
</table>
Q&A
Power, International & Energy Services