# Providing Market Access for Discounted Canadian and Bakken Crude Oil

Canadian Energy Investing in 2013 – Roundtable

National Bank Financial Markets
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#### **Forward Looking Statement**



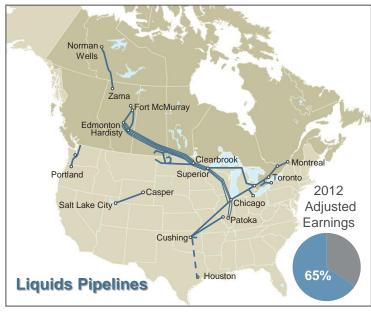
This presentation includes certain forward looking information (FLI) to provide Enbridge shareholders and potential investors with information about Enbridge and management's assessment of its future plans and operations, which may not be appropriate for other purposes. FLI is typically identified by 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. FLI inherently 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: 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; availability and price of labour and pipeline construction materials; operational reliability; customer project approvals; maintenance of support and regulatory approvals for Enbridge's projects; anticipated in-service dates and weather.

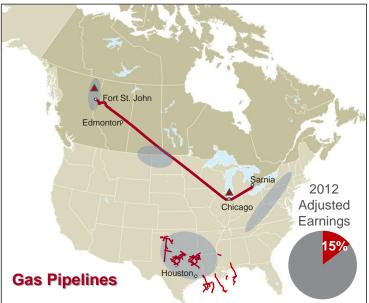
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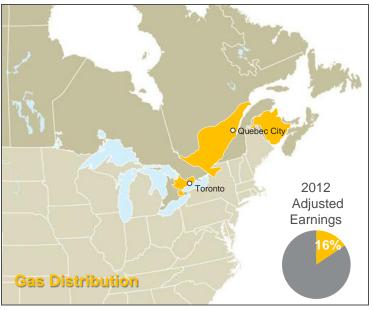
This presentation may make reference to certain financial measures, such as adjusted net income, which are not recognized under GAAP. Reconciliations to the most closely related GAAP measures are included in the MD&A filings and/or Supplementary Financial Information available on our website or in the slides that accompany this presentation, if applicable.

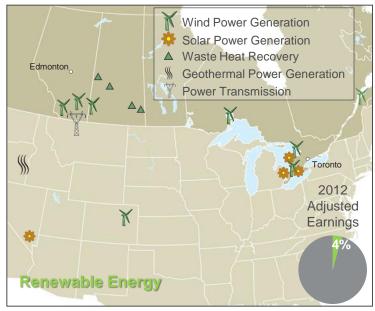
#### **Strategic Asset Position**







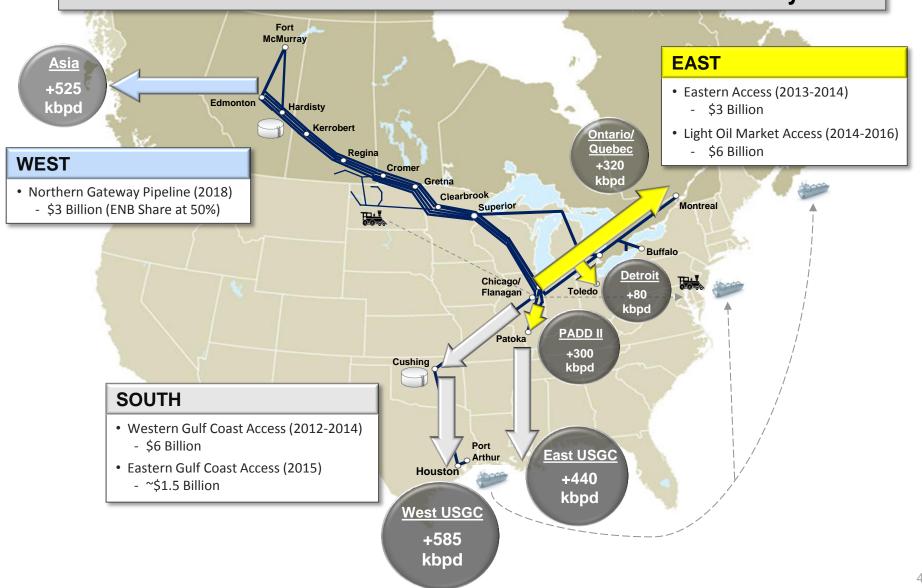




#### Alleviating Crude Oil Pricing Discounts Through Market Access

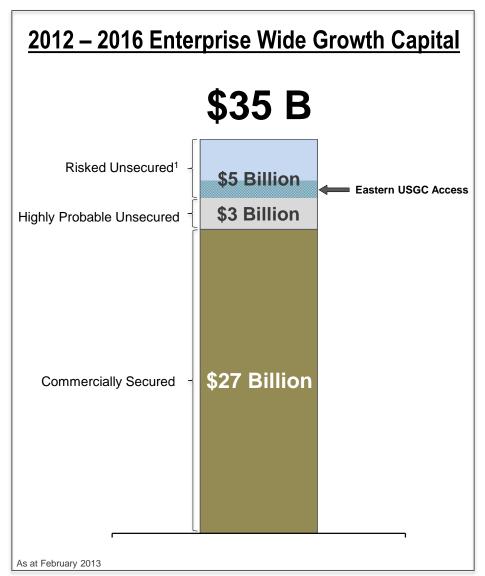


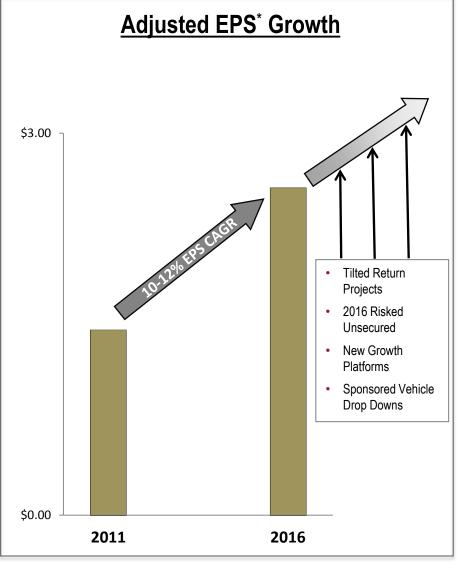
### Potential New Market Access for Over 2 Million Barrels Per Day



## Significant Capital Program = Industry Leading Long-Term Growth Rate







<sup>&</sup>lt;sup>1</sup> Risked unsecured included in the funding plan assuming zero contribution to 2016 earnings

<sup>\*</sup> Adjusted earnings EPS is non-GAAP measures. For more information on non-GAAP measures please refer to disclosure in news release.