

#### **Liquids Pipelines Guy Jarvis** President, Liquids Pipelines



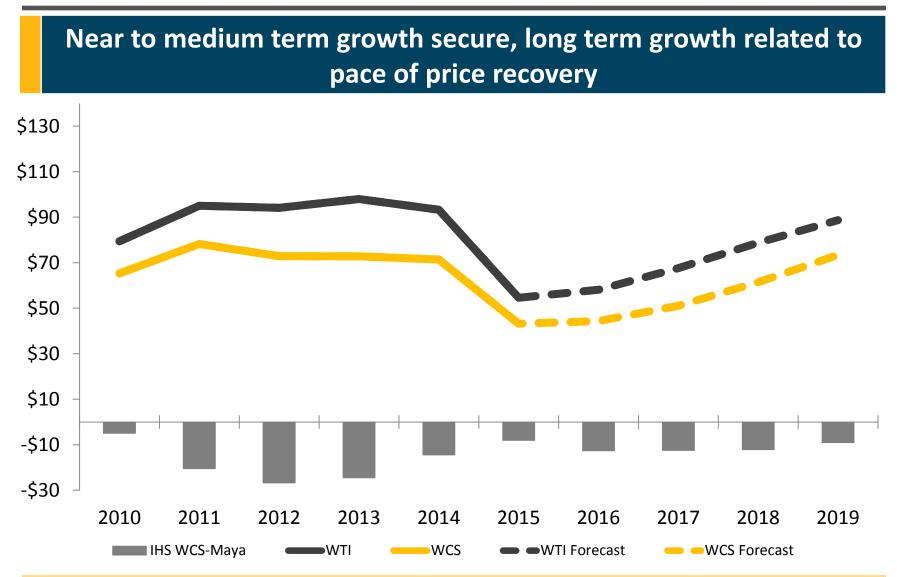
## **Key Messages**

Fundamentals support a robust and transparent plan

- Optimize the Mainline to drive value
- Operate key new projects that commenced service in 2015
- Execute secured projects to add capacity in 2017
- Position the Mainline for further expansion and market access post 2017
- Develop a USGC regional infrastructure business plan



### **Oil Price Outlook**



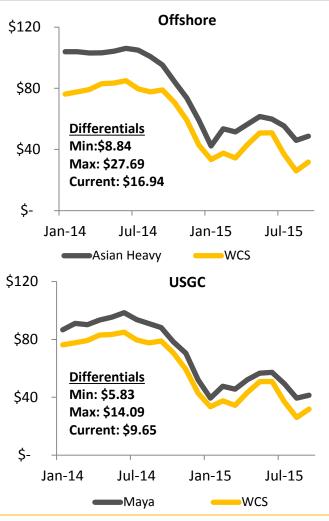
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#### **Price Volatility: Implication for Market Access**

#### USGC provides strong and stable netback for Canadian crude

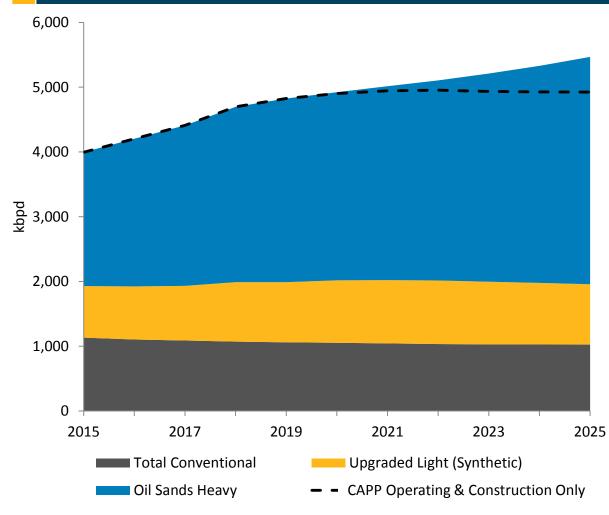
- Volatile absolute prices have significant impact on offshore price differentials
- Difficult to assess WCSB netback potential for offshore markets
- USGC netbacks have remained fairly stable and strong



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## **WCSB Crude Supply**

#### WCSB continues to grow over the long term



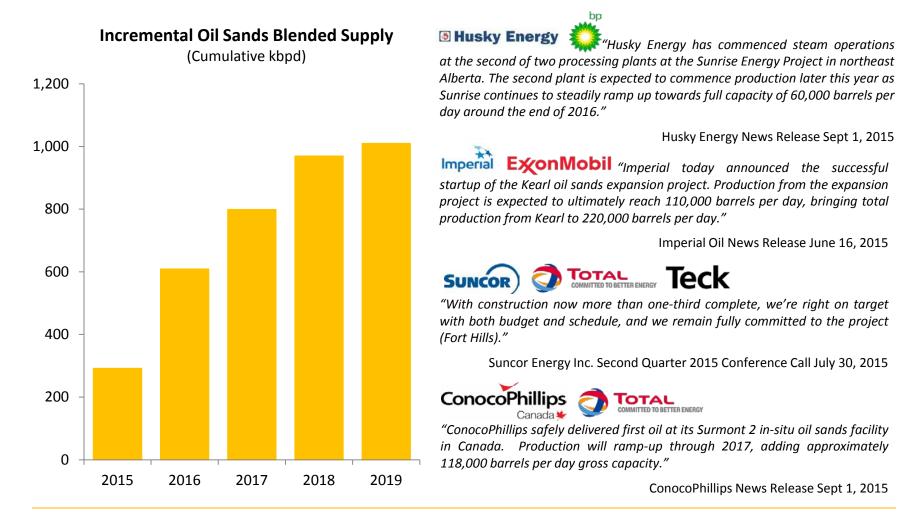
- Incremental economics of projects under construction
- Long term price views
- Synergies with existing operations
- Cost reductions
- Integrated operations



Source: CAPP – Crude Oil Forecast, Markets and Pipelines (June 2015)

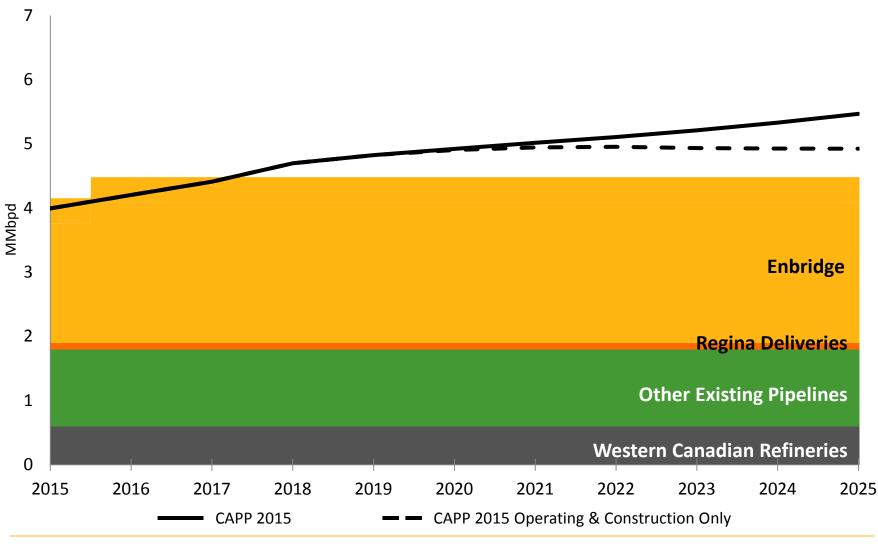
## **Oil Sands Blended Supply Outlook**

#### Highly transparent supply outlook drives growth





### **Pipeline Capacity vs. Supply Outlook**





Source: CAPP – Crude Oil Forecast, Markets and Pipelines (June 2015)

## **Mainline Overview**

# Strategic position and contractual constructs minimize throughput risk on Mainline

- Low cost access to key markets supports continued Mainline demand
  - Apportionment on heavy lines
  - Downstream contracts draw barrels through the Mainline
- Limited near term growth in export capacity
- Top shippers include fully integrated oil companies and refiners
- Sole source supplier to certain PADD II and III refiners

| Stable, Competitive Tolls  |        |  |  |
|----------------------------|--------|--|--|
| IJT Benchmark Toll (\$USD) |        |  |  |
| 2011                       | \$3.85 |  |  |
| 2012                       | \$3.94 |  |  |
| 2013                       | \$3.98 |  |  |
| 2014                       | \$4.02 |  |  |
| 2015                       | \$4.07 |  |  |

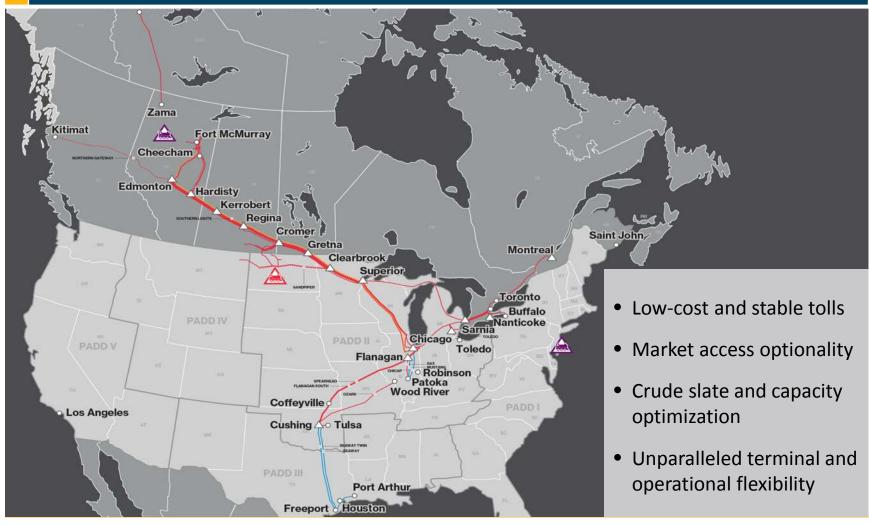
#### Percentage of Mainline Revenue





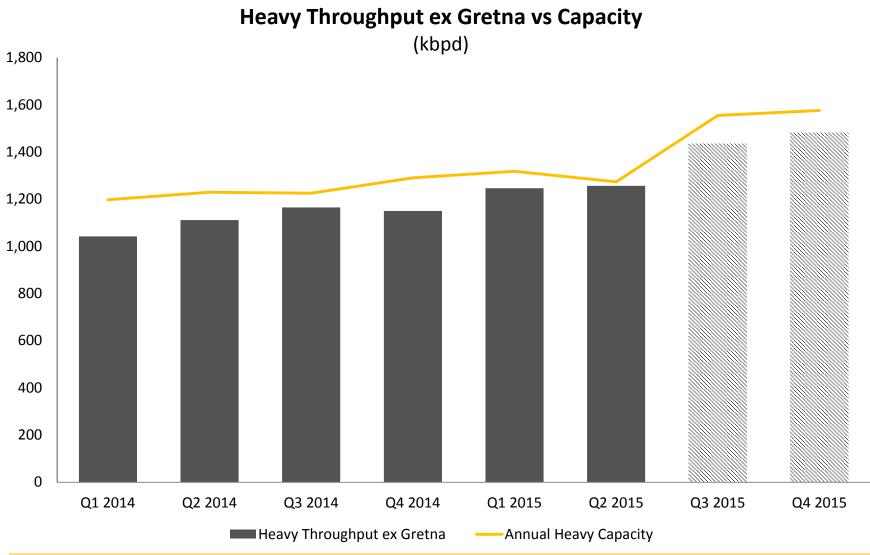
#### **Competitive Position:** Well Entrenched Advantages

#### Scale and flexibility to reach best markets at lowest cost



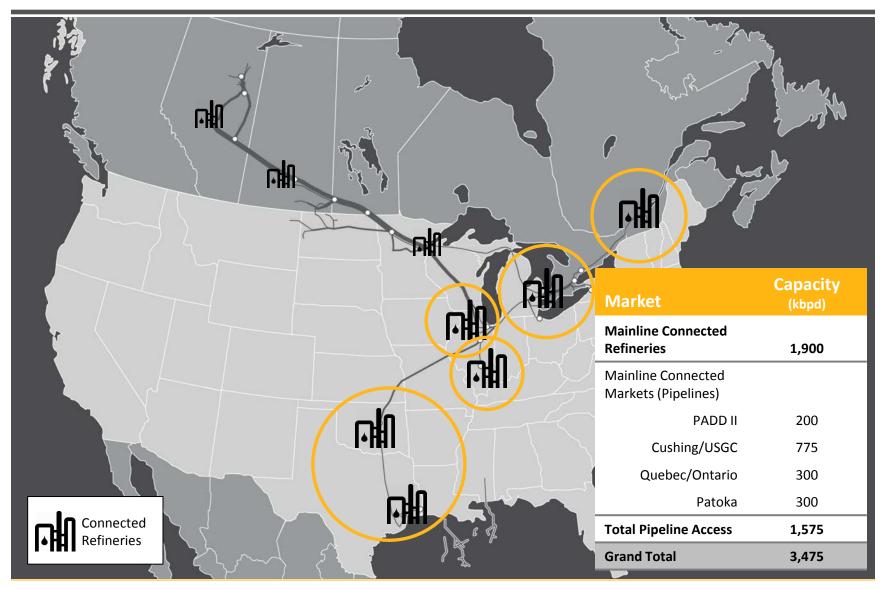


#### **Competitive Position:** Scalable Capacity Additions



Source: Enbridge, Customer Service

#### **Competitive Position:** Market Reach

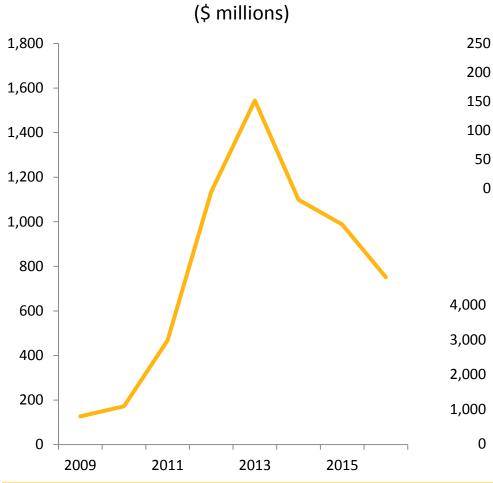




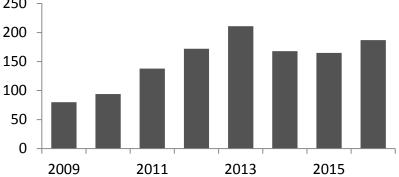
## **Operational Reliability**

**Maintenance & Integrity Capital\*** 

#### Optimizes capacity, increases efficiency and drives customer confidence



In Line Inspections (Quantity)





\*Includes core maintenance capital and non-growth enhancements

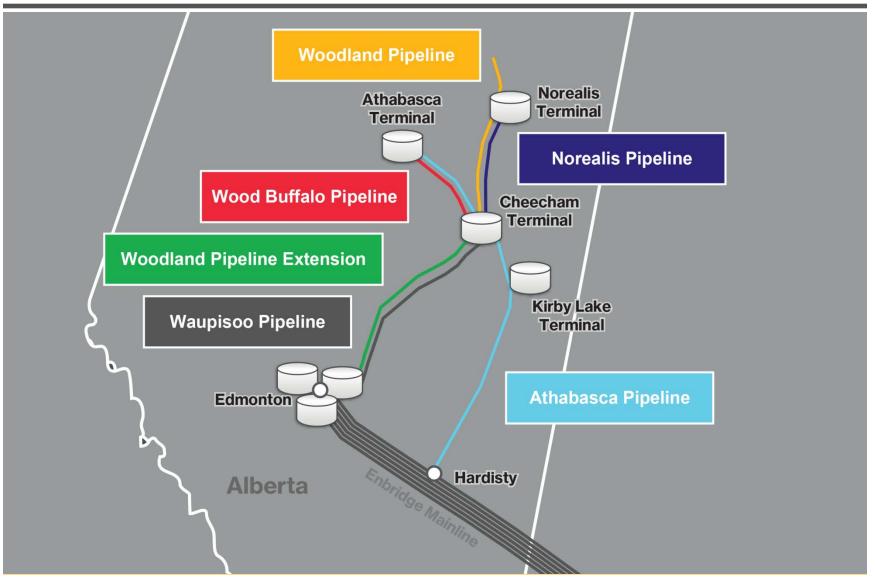
#### **Strategic Overview**

#### **Extending our growth through 2019**

- Optimize and leverage regional position in Oil Sands and Bakken
- Execute our secured growth projects
  on time and on budget
- Position for further Mainline expansion and related market access investments
- Develop new USGC regional infrastructure opportunities

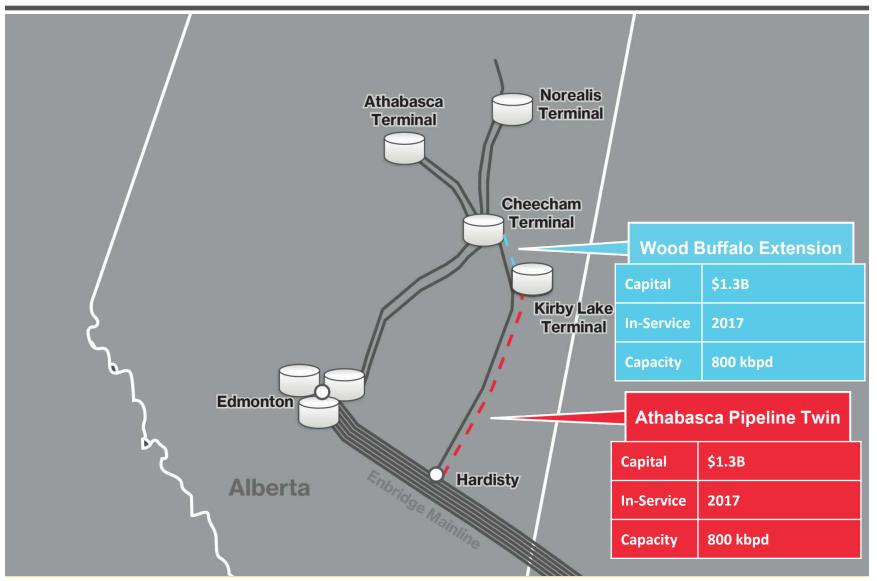


## **Regional Oil Sands**



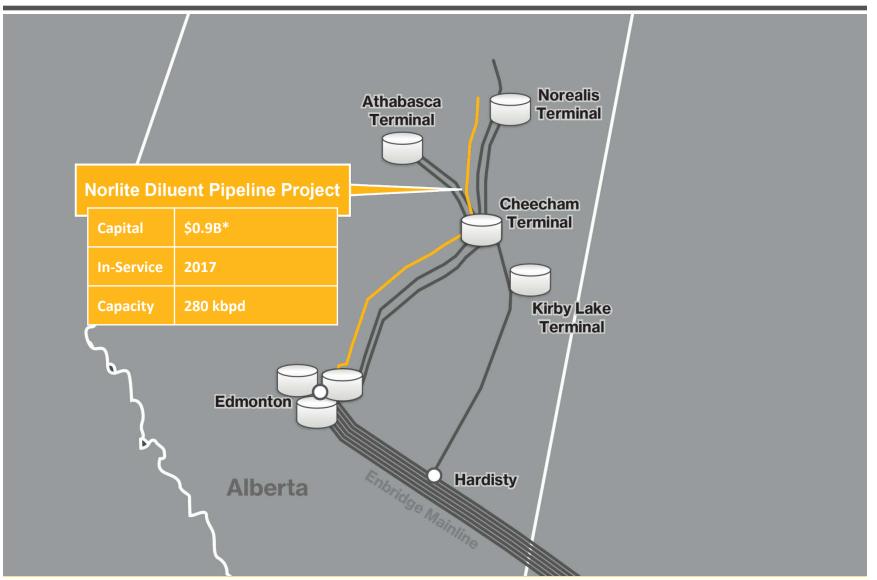


### **Regional Oil Sands**





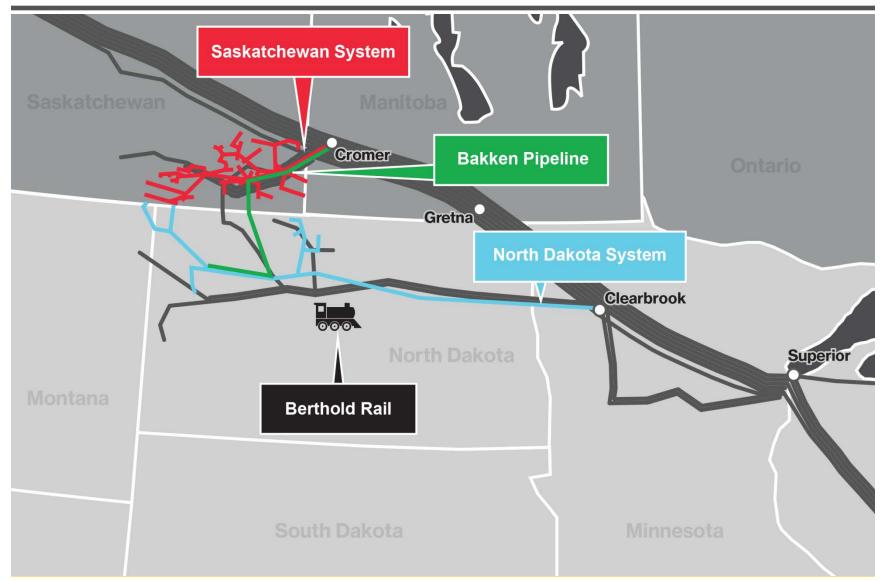
### **Regional Oil Sands**



\*Enbridge share of capital costs shown. Total project cost is expected to be \$1.3B. Enbridge will construct and operate the Norlite pipeline system. Keyera Corp. will fund 30% of the project cost.

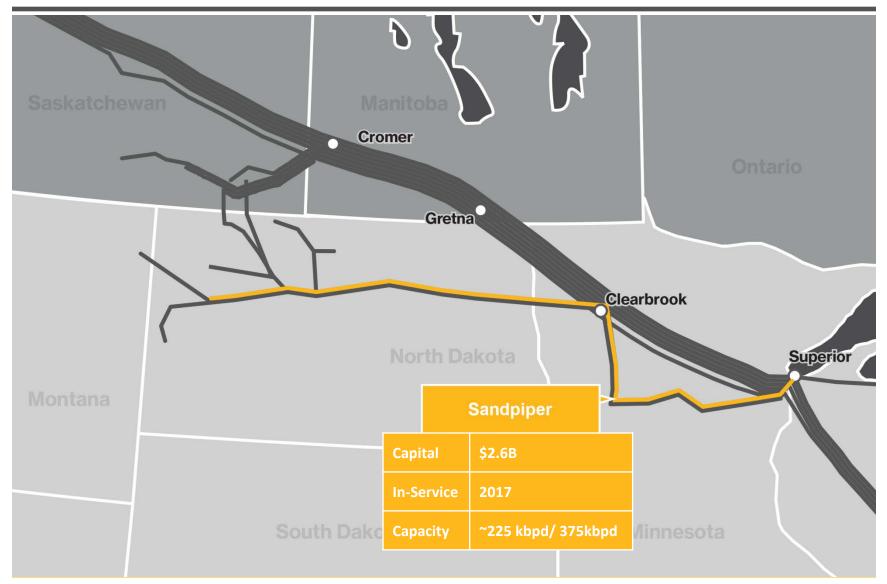


### **Bakken Regional**

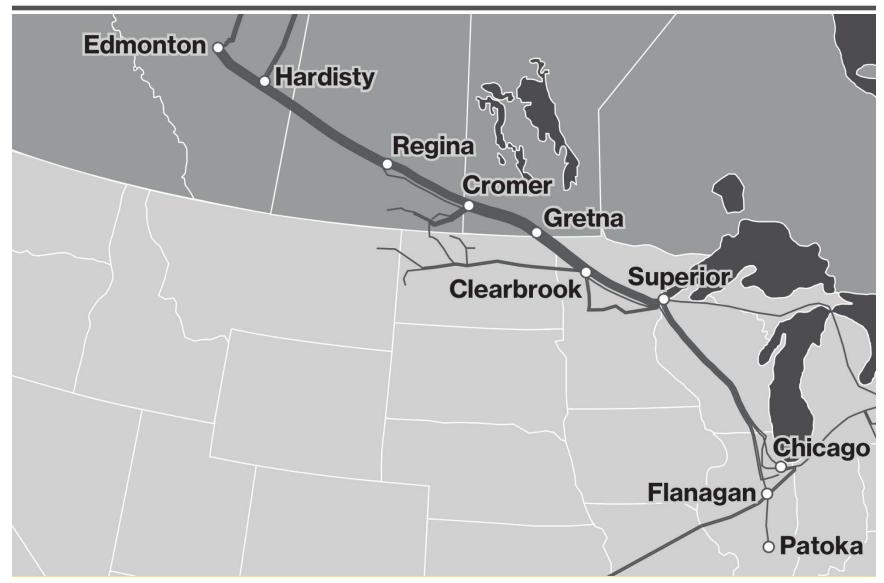




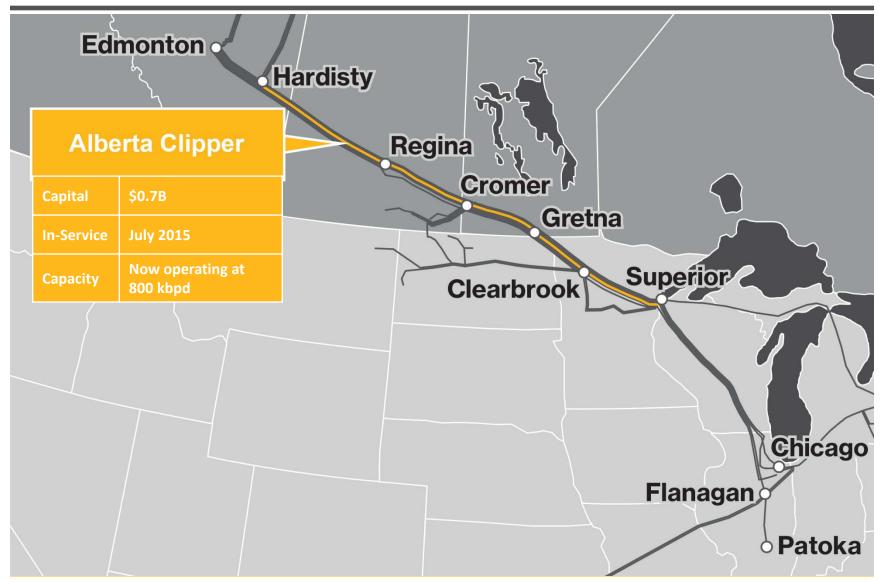
### **Bakken Regional**







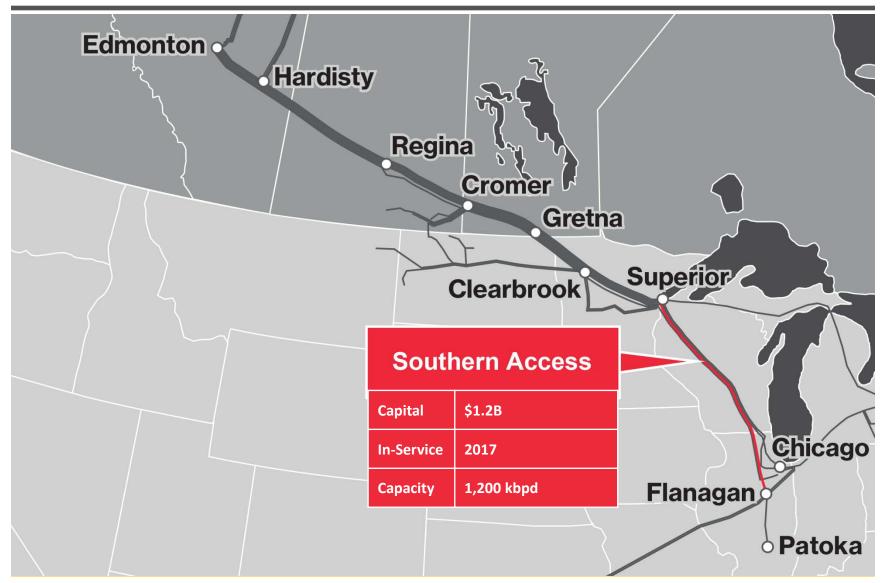














#### **Market Access**





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#### **Market Access**





#### Positioning for Growth Beyond 2017: Mainline



| Pip | peline | Description              | Capacity<br>(kbpd) | Execution<br>Comments                         |
|-----|--------|--------------------------|--------------------|---|
| Li  | ne 3   | Restore<br>capacity      | 400                | No cross border permitting required           |
| Li  | ine 4  | Rate optimization        | 50                 | No cross border permitting required           |
| Li  | ne 2   | Eliminate ND<br>receipts | 150                | Requires<br>restoration of<br>Line 2 capacity |
| Lir | ne 65  | Additional pumping       | 100                | NEB & State<br>approvals required             |
| Li  | ne 3   | Additional pumping       | 100                | NEB & State<br>approvals required             |
| Т   | otal   |                          | 800                | Upstream Capacity                             |

- Western Canadian Expansion project suite
- Scalable, incremental, low risk, and highly executable
- Investment opportunity ~\$1.5B



#### Positioning for Growth Beyond 2017: Line 61 Twin



| Project Details |  |  |  |
|-----------------|--|--|--|
| Scope           | Up to 42" twin of existing Line 61             |  |  |
| Capital         | \$3.5B - \$4B                                  |  |  |
| In-Service Date | TBD  |  |  |
| Capacity        | Enables full Mainline expansion by<br>800 kbpd |  |  |

- Western Canadian expansion will create a bottleneck at Superior
- Line 61 Twin relieves bottleneck and positions for market access growth
- Coordinating early development activities



#### **Positioning for Growth Beyond 2017: Market Access**



- Positioned for a range of expansions and opportunities
  - Seaway/Flanagan South
  - Southern Access Extension
  - Eastern Gulf Coast Access
- Stable, competitive toll outlook
- Strong USGC market provides attractive netbacks



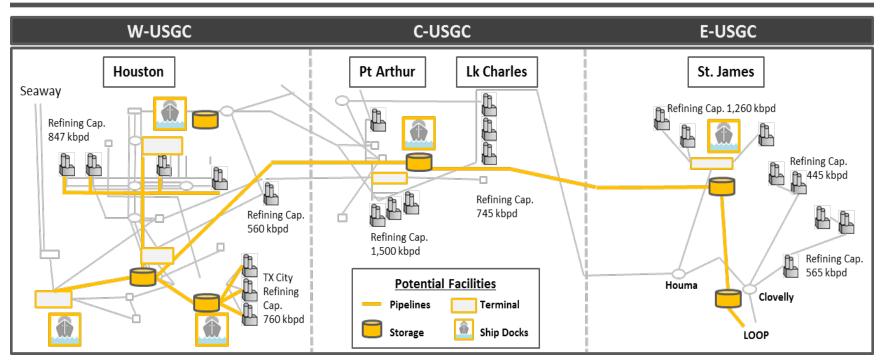
## **USGC: Fundamentals Overview**



- Massive, energy intensive industrial corridor
  - 8 MMbpd refining capacity
  - Large NGL handling capability
  - Unprecedented petrochemical growth
- Wide range of supporting energy infrastructure
- Strong and growing import/export infrastructure
  - Refined products
  - Processed condensate
  - Canadian crude
  - U.S. crude
- Resilient foundation for long term assets



## **USGC – The Opportunity**



- Leverage expertise in fee-for-service, independent terminal and pipeline operation
- Platform for future growth across multiple commodities and modes of transport
- Investment potential in the range of \$5B



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## **Liquids Pipelines**



