

# Strategic Overview

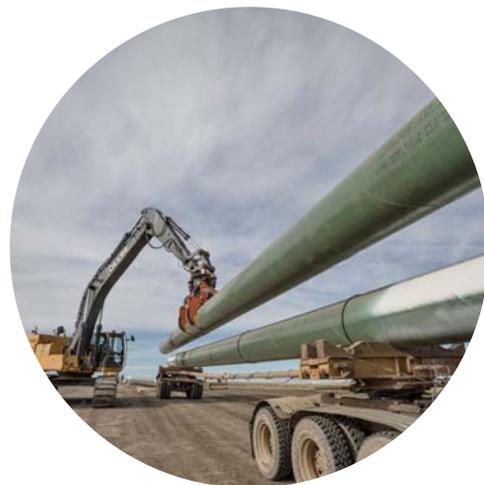


Al Monaco  
President & CEO

## Highlights



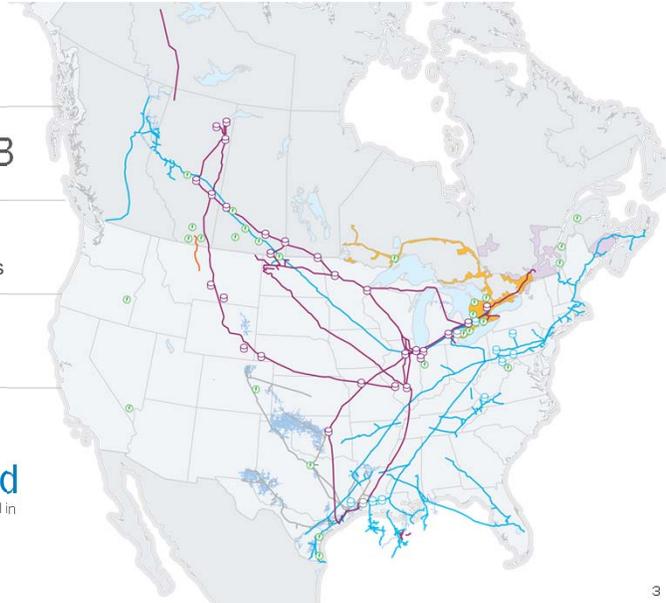
2019 DCF guidance	\$4.30 - \$4.60 per share
2019 dividend increase	10%
DCF/share and DPS CAGR through 2020	10%
Newly secured projects	\$1.8B
Annual DCF/share growth rate post-2020	5-7%
Liquids Pipelines Mainline	<ul style="list-style-type: none"> <li>• Contract proposal</li> <li>• Throughput optimizations</li> </ul>



# Enbridge Transformation



	2016	2018
EBITDA	\$6.9B	\$12.5B
EBITDA by Business	20% Natural Gas	45% Natural Gas
Total Assets by Geography	50% U.S.	60% U.S.



Delivering North America's Energy

**25%**  
of North America's  
Crude Oil  
Transported

**22%**  
of North America's  
Natural Gas  
Transported

**2 Bcf/d**  
of gas distributed in  
Ontario

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# Low Risk Business Model

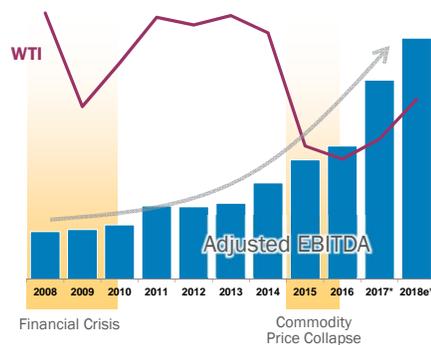


2019e EBITDA



- ✓ Regulated / demand-pull assets
- ✓ Long term contracts
- ✓ Interest rate / inflation protection
- ✓ Minimal commodity risk
- ✓ Creditworthy counterparties
- ✓ Financial risk management

Resiliency in All Market Conditions



Low risk business model with highly predictable cash flows differentiates Enbridge from peers

\* Includes EBITDA from the Spectra Energy merger

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# Major 2018 Accomplishments



## Priorities

## Actions

<b>1. Deliver cash flow &amp; dividend growth</b> ✓	<ul style="list-style-type: none"> <li>• Strong financial and operating performance</li> <li>• \$7B projects brought into service</li> </ul>
<b>2. Move to pure regulated model</b> ✓	<ul style="list-style-type: none"> <li>• \$7.8B of non-core asset sales</li> </ul>
<b>3. Accelerate de-leveraging</b> ✓	<ul style="list-style-type: none"> <li>• 4.7x Debt-to-EBITDA; DRIP suspended</li> </ul>
<b>4. Streamline the business</b> ✓	<ul style="list-style-type: none"> <li>• On track to achieve \$540M synergy target</li> <li>• Reached agreements to buy-in sponsored vehicles</li> <li>• Combining gas utilities</li> </ul>
<b>5. Extend growth beyond 2020</b> ✓	<ul style="list-style-type: none"> <li>• Sanctioned \$1.8B of new extension/expansion projects</li> </ul>

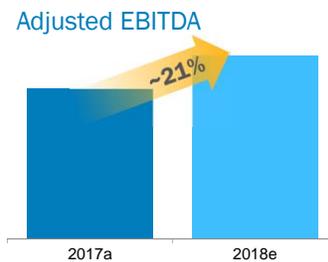
Financial outlook maintained but with lower risk, stronger balance sheet and simplified structure

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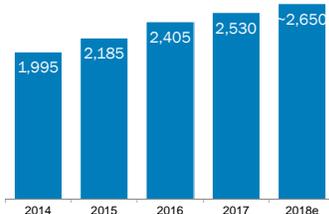
# 3 Core Businesses Driving Record Results



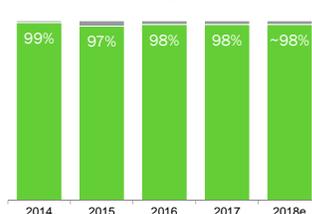
- Excellent operating performance
- \$20B of projects placed into service (2017 & 2018)
- Record pipeline demand - Liquids and Natural Gas
- Strong, highly creditworthy customers



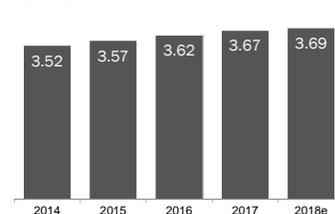
Annual Liquids Mainline Volume (ex-Gretna throughput MMbpd)



U.S. Gas Transmission Re-contracting Rates



Total Utility Customers (million)



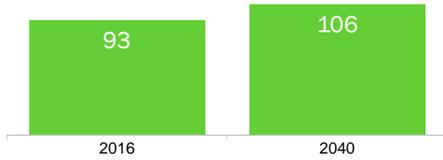
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# Longevity of Energy Infrastructure

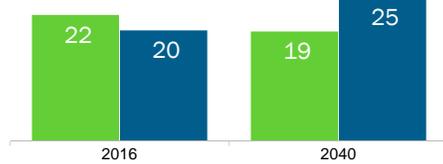


## Crude Oil (MMb/d)

Global Demand

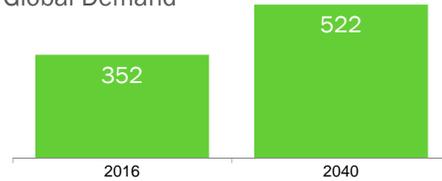


N. America Demand & Supply

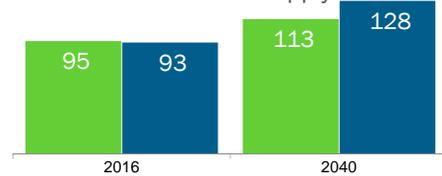


## Natural Gas (Bcf/d)

Global Demand



N. America Demand & Supply



■ Demand  
■ Supply

North America well-positioned to meet global demand for decades

Source: International Energy Agency

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# Plan Priorities

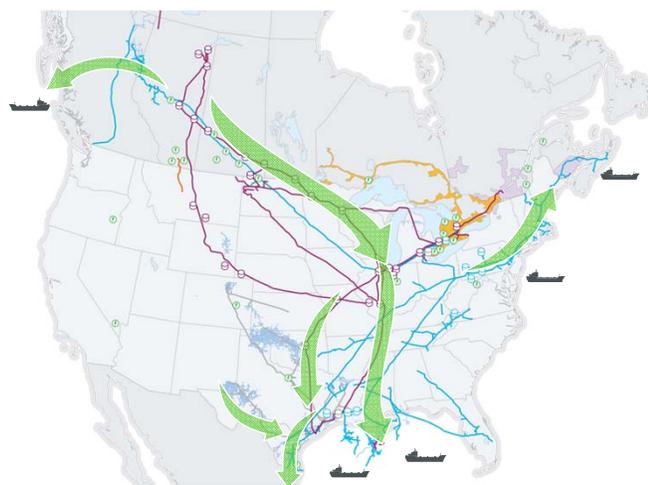


## Continuing Priorities

- Deliver strong cash flow and dividends
- Pure pipeline-utility model
- Strong balance sheet
- Streamline, simplify the business
- Extend growth

## Areas of Emphasis

- Enhance core business returns
- Expand, extend existing footprint
- Capital allocation



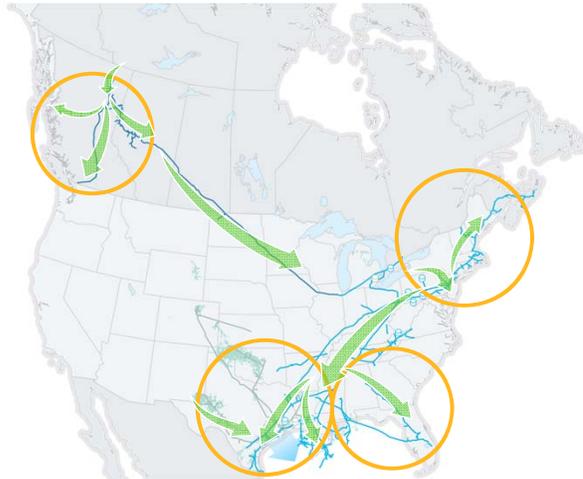
Safety, reliability and environmental protection are foundational priorities

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# Gas Transmission – 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
  - Rate cases
  - System modernization
- \$3B**  
 Secured projects in execution
  - T-South expansion
  - T-North expansions
  - Vito offshore pipelines (new)
  - Cameron Lateral (new)
- \$2-3B**  
 per year future development opportunities post-2020
  - USGC & Canadian LNG connections
  - Further W. Canadian expansions

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# Utilities – Strategic Growth Prospects



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



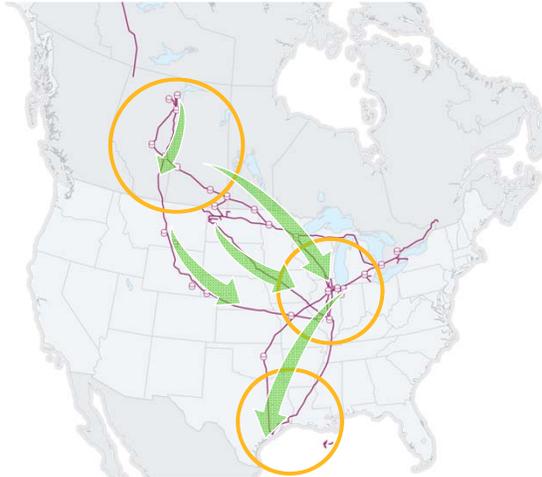
- 1-2%**  
 per year base business growth post-2020
  - Amalgamation synergies
  - Cost management
  - Revenue escalators
  - Storage & transportation optimization
- \$1B**  
 Secured projects in execution
  - Rate base additions driven by customer growth
- ~\$1B**  
 per year future development opportunities post-2020
  - Post-2020 customer additions
  - Community expansions
  - Dawn-Parkway expansions
  - RNG/CNG growth
  - Ontario electricity transmission

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# Liquids Pipelines – Strategic Growth Prospects



- Critical link from WCSB to premium Midwest and USGC refining markets
- Leverage existing footprint to expand crude export capacity and develop integrated USGC platform



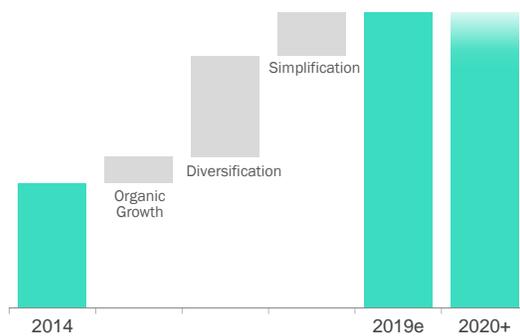
- 2-3%** per year base business growth post-2020
  - Mainline toll framework
  - Throughput optimization
  - Toll indexing
  - Efficiency & productivity
- \$11B** Secured projects in execution
  - Line 3 replacement
  - Southern Access Expansion
  - AOC lateral (new)
  - Gray Oak pipeline (new)
- ~\$2B** per year future development opportunities post-2020
  - System optimizations and enhancements
  - Market extension expansions
  - Regional systems expansions
  - USGC export infrastructure

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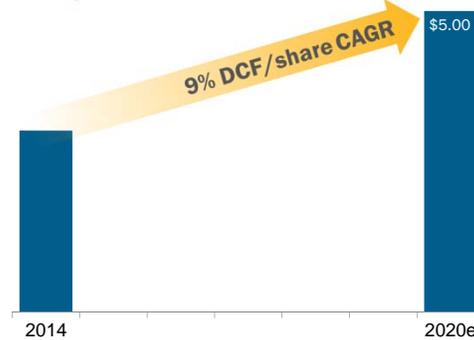
# Self Funding & Capital Allocation - Context



Common Shares outstanding (millions)



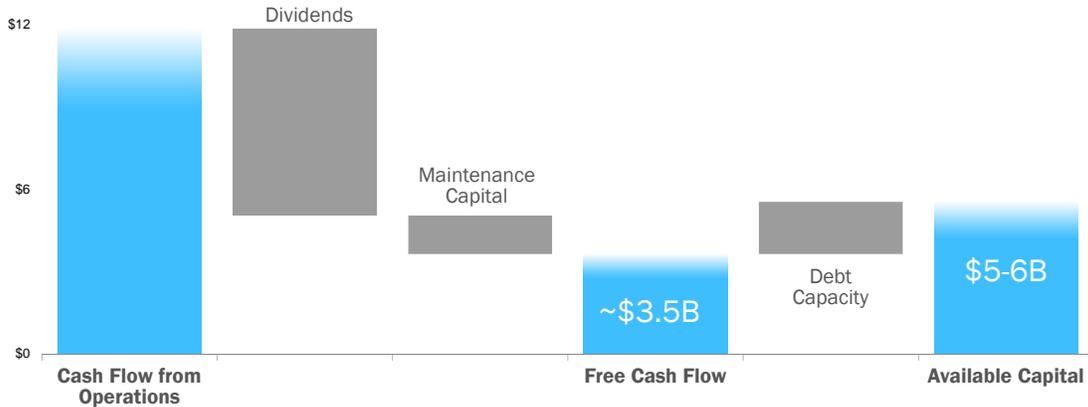
DCF/share (millions)



No further common equity issuance

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# Capital Available to Invest - 2020 & Beyond



In 2020 and beyond, Enbridge will generate \$5-6B annually for reinvestment

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# Capital Allocation Framework



Optimize capital deployment within financial policy constraints to maximize long-term shareholder value

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# Capital Allocation Priorities



Options	Current Rank	Rationale	Guideposts for Action
✓ <b>Organic Growth</b>	High	<ul style="list-style-type: none"> <li>✓ Attractive opportunities</li> <li>✓ Protects base, advances strategy</li> </ul>	<ul style="list-style-type: none"> <li>• Availability of core low risk projects</li> <li>• Accretive to value and DCF/share</li> </ul>
<b>Debt Repayment</b>	Medium	<ul style="list-style-type: none"> <li>✓ Preserves optionality</li> <li>✗ Dilutive to growth rate</li> </ul>	<ul style="list-style-type: none"> <li>• Emerging opportunities justify creating additional B/S flexibility</li> </ul>
<b>Share Repurchase</b>	Medium	<ul style="list-style-type: none"> <li>✓ Stock undervalued</li> <li>✗ Does not advance strategy</li> </ul>	<ul style="list-style-type: none"> <li>• Shares below fundamental value</li> <li>• Return in excess of organic growth</li> </ul>
<b>Asset Monetization</b>	Low	<ul style="list-style-type: none"> <li>✗ Achieved B/S metrics</li> <li>✗ Most remaining assets are core</li> </ul>	<ul style="list-style-type: none"> <li>• Accretive to per-share metrics &amp; value</li> <li>• Neutral to leverage and growth</li> </ul>

Primary focus currently on organic growth opportunities but will assess against all other alternatives

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# Growth Outlook



- Strong organic growth opportunities from 3 core businesses
- Low risk business model
- Self funded equity
- Prudent leverage levels
- Disciplined capital allocation



Annual DCF/share growth of 10% through 2020, then 5-7% thereafter

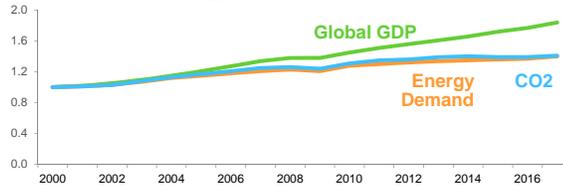
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# Focus on Energy Sustainability

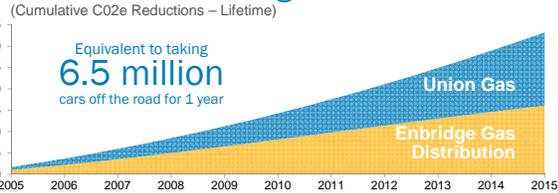


- Energy demand growth decoupled from GDP
- Reduced emissions to below 1992 levels (U.S.)
- Oilsands lowered intensity by 21%
- Demand management programs reduce consumption, emissions
- Renewable energy
- ESG performance

GDP vs Energy Demand Growth\*



Demand Side Management



Energy industry progress on lowering emissions intensity

\*Source: IEA

# Our #1 Priority: Safety & Operational Reliability



We invested  
**\$8+B**  
2012-18 to maintain the integrity of our system

We performed  
**26,300+**  
pipeline integrity inspections in 2017

We monitor our lines  
**24-7-365**  
with people and computerized leak detection systems

We held  
**265+**  
emergency exercises drills in 2017

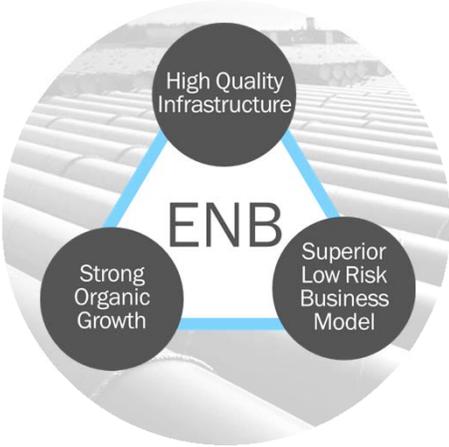


We're committed to safety and environmental protection

# Enbridge's Value Proposition



- Leading energy infrastructure position
- Low-risk pure regulated business model
- Strong investment grade credit profile
- 10% DCF and dividend through 2020
- 5-7% DCF growth beyond 2020



Long-life attractive growing yield with lowest risk profile in the sector

# Q&A

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