

# Bridge to a Cleaner Energy Future

Modernizing Systems and  
Achieving Net Zero



Sustainable North American  
Energy Drives Exports



Growing Renewables and Other  
Low-Carbon Platforms



**Al Monaco**  
President & CEO

2021 Investor Day

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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, adjusted earnings per share, distributable cash flow (DCF) and DCF per share. Adjusted EBITDA represents EBITDA adjusted for unusual, non-recurring or non-operating factors on both a consolidated and segmented basis. Management uses adjusted EBITDA to set targets and to assess performance. Adjusted earnings represent earnings attributable to common shareholders adjusted for unusual, infrequent or other non-operating factors included in adjusted EBITDA, as well as adjustments for unusual, infrequent or other non-operating factors in respect of depreciation and amortization expense, interest expense, income taxes and noncontrolling interests on a consolidated basis. Management uses adjusted earnings as another measure of the Company's ability to generate earnings. DCF is defined as cash flow provided by operating activities before changes in operating assets and liabilities (including changes in environmental liabilities) less distributions to non-controlling interests and redeemable non-controlling interests, preference share dividends and maintenance capital expenditures, and further adjusted for unusual, non-recurring or non-operating factors. Management also uses DCF to assess performance and to set its dividend payout target. 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 the Company.

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 certain contingent liabilities and non-cash unrealized derivative fair value losses and gains which are subject to market variability. Because of those challenges, a reconciliation of forward-looking non-GAAP measures is not available without unreasonable effort.

The non-GAAP measures described above are not measures that have a standardized meaning prescribed by generally accepted accounting principles in the United States of America (U.S. GAAP) and are not U.S. GAAP measures. Therefore, these measures may not be comparable with similar measures presented by other issuers. A reconciliation of historical non-GAAP measures to the most directly comparable GAAP measures is available on the Company's website. Additional information on non-GAAP measures may be found in the Company's earnings news releases or in additional information on the Company's website, [www.sedar.com](http://www.sedar.com) or [www.sec.gov](http://www.sec.gov).

Unless otherwise specified, all dollar amounts in this presentation are expressed in Canadian dollars, all references to "dollars" or "\$" are to Canadian dollars and all references to "US\$" are to US dollars.

# Today's Approach

## Strategic Overview



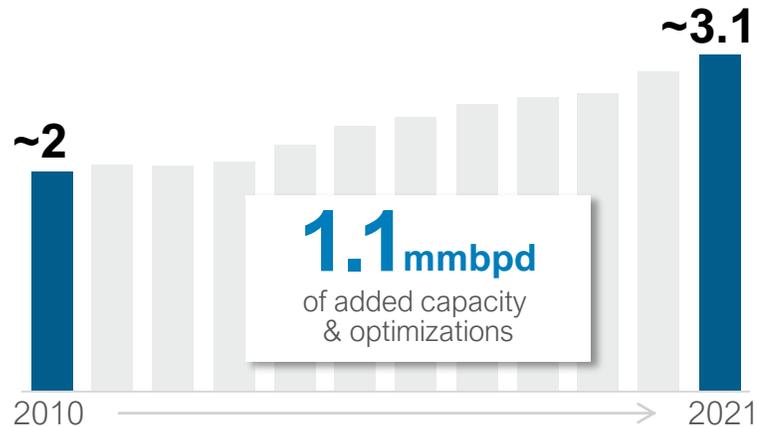
## Business Unit & Financial Review



# Mainline Update

## Mainline Capacity During CTS<sup>1</sup>

(mmbpd)



- Maximize capacity and throughput
- Manage operating and power costs
- Maintain crude batch quality

## Two Attractive Options

### 1) Incentive Tolling Arrangement:

- ✓ Aligned with customers
- ✓ Incentivized to optimize system
- ✓ Premium return

### 2) Cost of Service Model:

- ✓ Low-risk cash flows
- ✓ Rate base driven growth
- ✓ Utility return

## Path Forward

- Re-engaging with industry
- Pursuing both options in parallel
- Interim tolls remain in effect
  - Subject to refund

Two paths to achieve a commercial model that ensures an appropriate Mainline return

(1) Competitive Tolling Settlement

# Financial Highlights

	2021 Guidance	2022 Guidance	3 Year Outlook (to 2024)
<b>Adjusted EBITDA<sup>1</sup></b>	\$13.9-\$14.3B	\$15.0-\$15.6B	n/a
<b>DCF per share<sup>1</sup></b>	\$4.70-\$5.00	\$5.20-\$5.50	✓ 5 to 7% CAGR No change
<b>Dividend</b>	\$3.34 (3% growth)	\$3.44 (3% growth)	✓ Up to level of medium-term DCF/share growth No change
<b>Organic Growth</b>	~\$10B into service	~\$4B into service	✓ \$9B secured capital program
<b>Investment Capacity:</b>		~\$6B	✓ \$5-6B annually No change

(1) Adjusted EBITDA, DCF and DCF/share are non-GAAP measures. Reconciliations to GAAP measures can be found at [www.enbridge.com](http://www.enbridge.com).

# New Project Highlights

~\$1.0B sanctioned in first 9 months of 2021

- ✓ **\$0.9B** Calvados offshore wind
- ✓ **\$0.1B** solar self-power investments

**\$1.1B**  
of New Projects  
Advancing

- ✓ **\$0.1B** Flanagan South expansion (completed in Q4)
- ✓ **\$0.3B** Dawn-to-Corunna expansion
- ✓ **\$0.5B** expansion of Valley Crossing, pending liquefaction FID<sup>1</sup>
- ✓ **\$0.15B** solar self-power projects
- ✓ **\$0.1B** Provence Grand Large floating offshore wind (France)

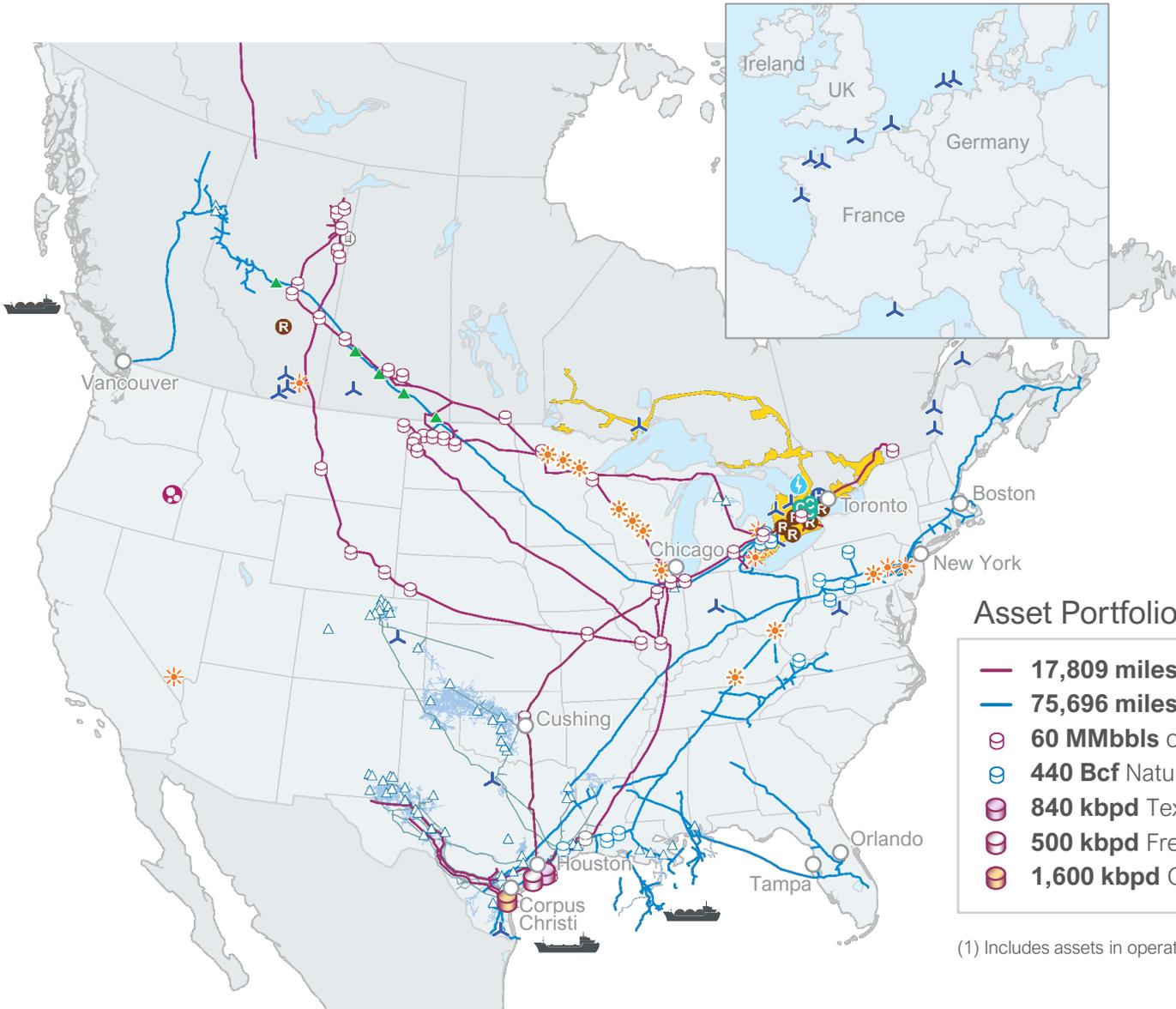
New Development Opportunities

- ✓ **~\$2.5B** potential expansion of T-South
- ✓ **CCUS** MoU with Capital Power

Advancing solid growth opportunities across the business

(1) Working under executed Letter of Intent

# Enbridge Footprint



<b>Gas Distribution</b>	~2 Tcf of natural gas delivered; ~3.8 MM customers
<b>Gas Transmission</b>	20% of natural gas consumed in US; ~10% of LNG exports
<b>Liquids</b>	25% of N. America's crude oil transported & exported
<b>Power</b>	1.8 GW <sup>1</sup> of contracted renewable energy

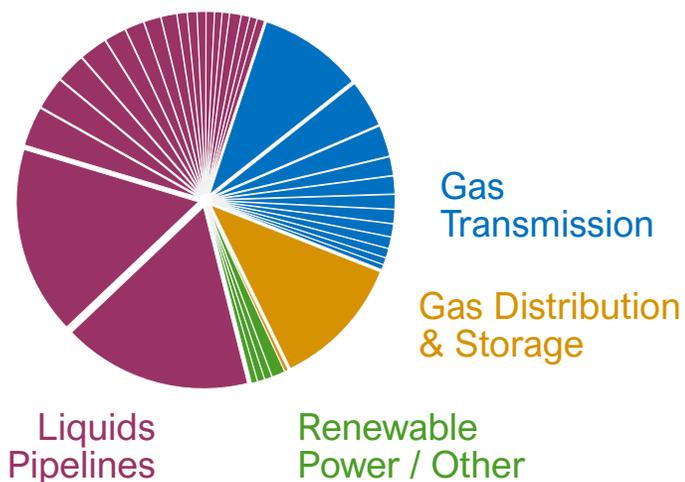
## Asset Portfolio<sup>1</sup>:

<b>17,809 miles</b> Liquids pipeline	<b>23</b> Wind farms - onshore & offshore
<b>75,696 miles</b> Natural Gas pipeline <sup>2</sup>	<b>17</b> Solar energy operations
<b>60 MMbbls</b> of contracted Liquids storage	<b>7</b> RNG
<b>440 Bcf</b> Natural Gas storage	<b>5</b> Waste heat recovery facilities
<b>840 kbpd</b> Texas City, Liquids export	<b>3</b> CNG Fueling Stations
<b>500 kbpd</b> Freeport, Liquids export	<b>2</b> Hydrogen
<b>1,600 kbpd</b> Corpus Christi, Liquids export	<b>1</b> Geothermal facility
	<b>1</b> Hydro facility

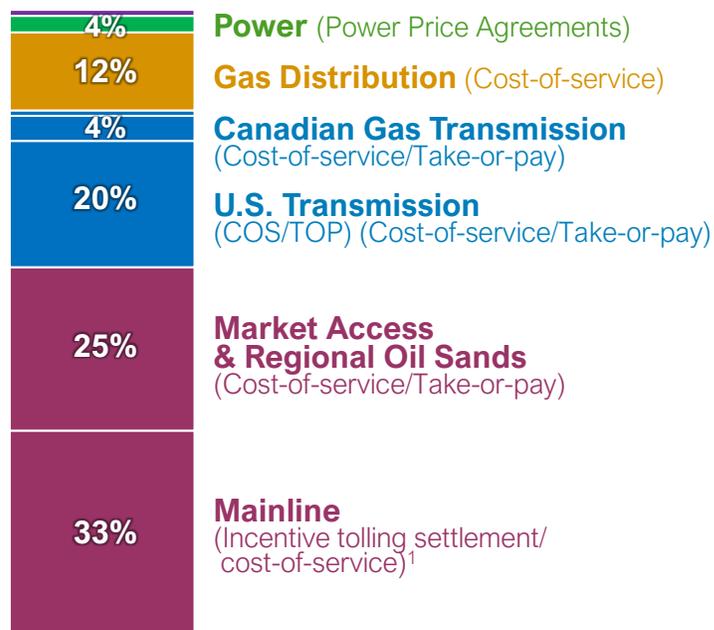
(1) Includes assets in operations and under construction (2) Includes ~51,000 miles of DCP gathering pipe.

# Low-Risk Commercial Profile

40+ Diversified Sources of Cash Flow



Highly Predictable Utility-Like Cash Flows



**98%**  
Cost-of-service/  
Contracted

Industry-Leading Financial Risk Profile

<b>95%</b> of customers are Investment Grade <sup>2</sup>	<b>&lt;2%</b> cash flow at risk <sup>3</sup>
<b>80%</b> of EBITDA has inflation protections <sup>4</sup>	<b>BBB+</b> credit rating

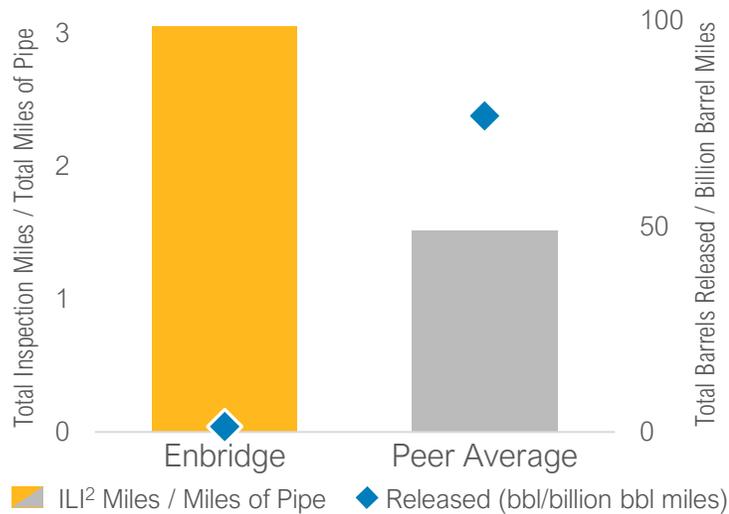
Our diversified pipeline-utility model drives predictable results in all market cycles

(1) Canadian Mainline is currently charging fixed price interim tolls and is supported by a cost-of-service backstop (2) Investment grade or equivalent (3) Cash flow at risk measures the maximum cash flow loss that could result from adverse Market Price movements over a specified time horizon with a pre-determined level of statistical confidence under normal market conditions. (4) Approximately 65% of EBITDA is derived from assets with revenue inflators and 15% of EBITDA is derived from assets with regulatory mechanisms for recovering rising costs.

# Delivering on ESG Commitments

## Industry Leading Safety

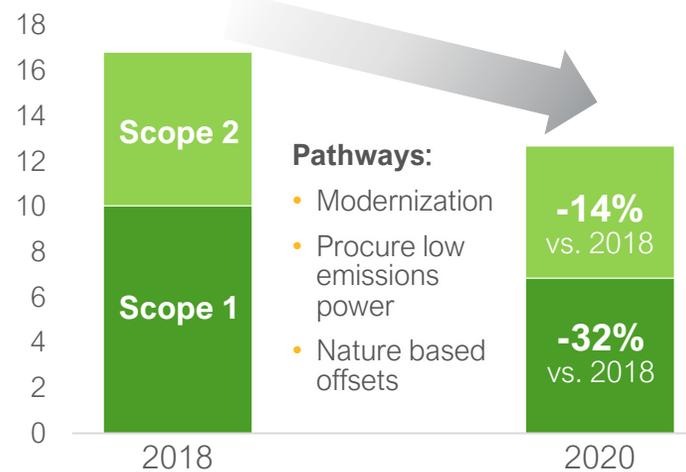
(US Pipelines from 2017 to 2019<sup>1</sup>)



- **#1** enterprise-wide priority
- Striving for zero incidents

## Emissions Reductions

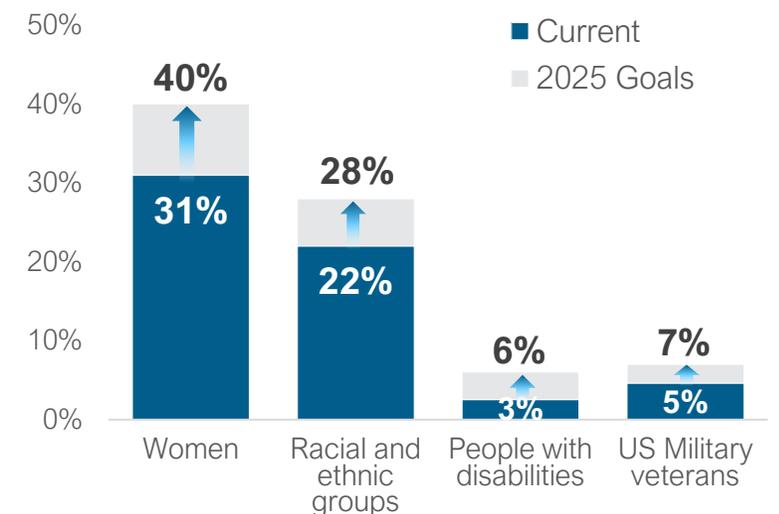
(emissions in MtCO<sub>2</sub>e)



- Visible pathways to Net-Zero goal
- Businesses executing on emissions reduction plans

## Diversify our Workforce<sup>3</sup>

(Representation as at June 30, 2021)



- Enterprise-wide and Board goals
- Embedding equity through policies, programs and practices

ESG goals fully integrated into our operations and enterprise-wide compensation

(1) Source: U.S. Department of Transportation, PHMSA (2) In-line inspections (3) All percentages or specific goals regarding inclusion, diversity, equity and accessibility are aspirational goals, which we intend to achieve in a manner compliant with state, local, provincial and federal law, including, but not limited to, U.S. federal regulations and Equal Employment Opportunity Commission, Department of Labor and Office of Federal Contract Programs guidance.

# ENB – A Differentiated Service Provider

## Today's Success Factors...

## ... in Action

### Line 3 Replacement

### Ingleside Export Facility

**ESG Leadership**

Net-zero emissions & diversity goals

**World-Class Execution**

\$36B into service since 2017

**Low-Carbon Capabilities**

Early investments in Wind, Solar, Hydrogen (H<sub>2</sub>), & RNG<sup>1</sup>



- >300 route modifications
- >\$900MM of Indigenous spend
- World-class environmental measures

- Pathway to net zero facility
- Developing 60 MW of solar power
- Potential for H<sub>2</sub> and CCUS

Focus on sustainable operations; energy infrastructure provider of choice

(1) Renewable natural gas

# Surfacing Shareholder Value

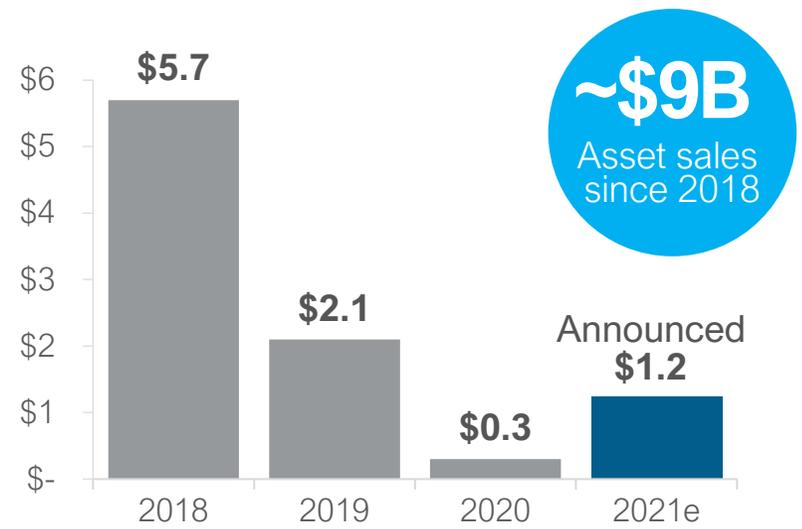
## Revenue & Productivity Optimization

**400 kbps**  
of zero-capital Mainline optimizations

**\$1.2B**  
of cost savings since 2017

- Optimizing volumes, power savings & efficiencies
- Spectra, utility amalgamation synergies

## Asset Sales & Monetization



- CDN Midstream (\$4.2B): ~13x EBITDA
- Noverco (\$1.1B): 29x Earnings
- U.S. Midstream (\$1.4B): ~8.5x EBITDA

## Capital Efficiency

Recent Projects	EV/EBITDA Multiple
DRA Expansion	<3x
Gas Pipe Compression	~6x
Gulf Coast LNG Laterals	~7x
Ingleside Acquisition	~8x

- Disciplined capital deployment at attractive valuations
- Aligned with strategic objectives

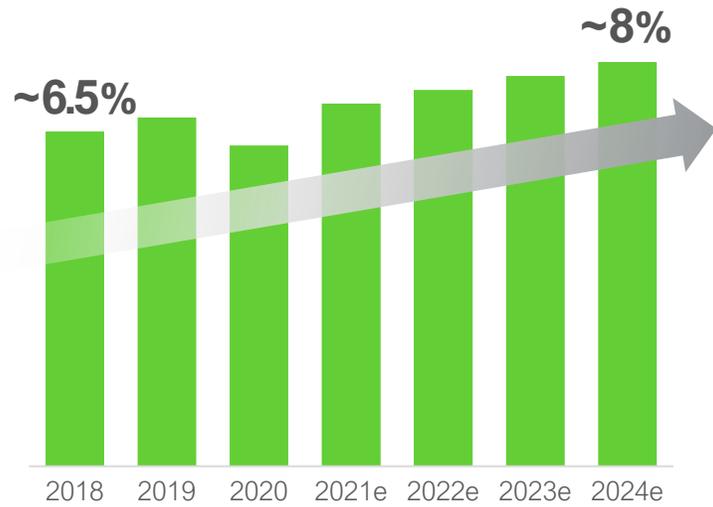
Maximizing shareholder value is benchmark for every Management action

(1) Canadian dollar equivalent.

# Surfacing Shareholder Value

## Improving Asset Returns

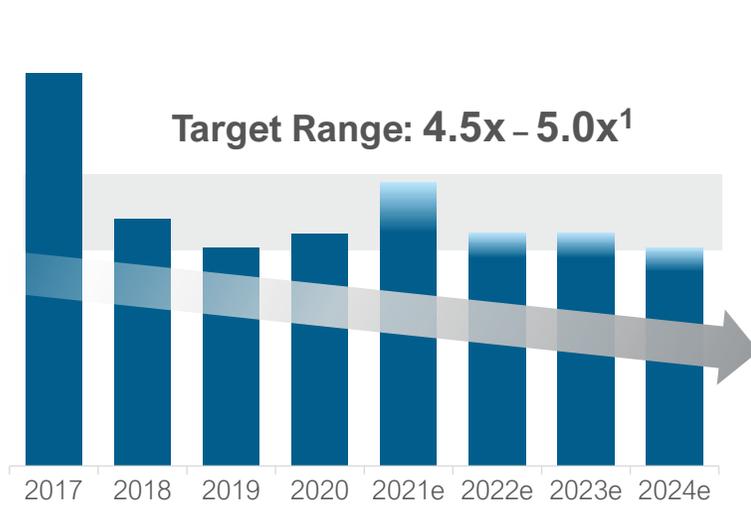
(ROCE<sup>1</sup>)



- Toll escalators & cost containment
- Focus on capital efficient growth
- Sale of non-core, low return assets

## Balance Sheet Strength

(Debt/EBITDA)



- Organic capital execution
- Self-funded equity model
- Prioritize financial flexibility

## Simplified Structure



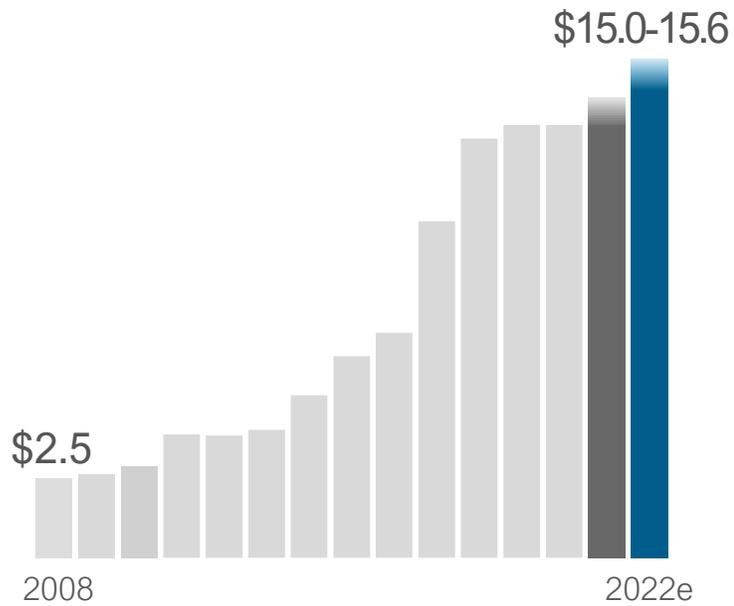
- Enabled operating cost synergies
- Extended cash tax horizon
- Eliminated structural subordination

Prioritizing operational efficiency & financial flexibility, while growing the business

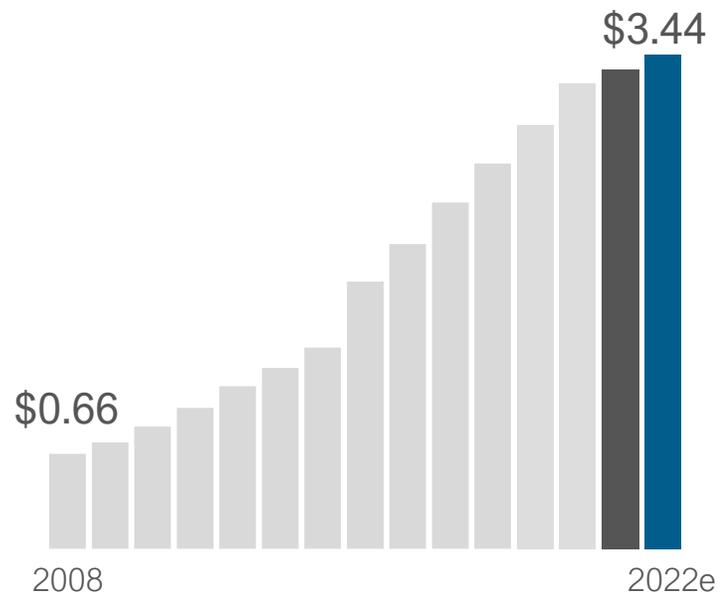
(1) Return on Capital Employed = Adjusted Earnings Before Interest and Tax (EBIT) divided by Capital Employed (annual average balance of Net Property, Plant & Equipment, Long-Term Investments, Intangibles, and Goodwill less average Current Work in Progress)

# A Proven Investment Track Record

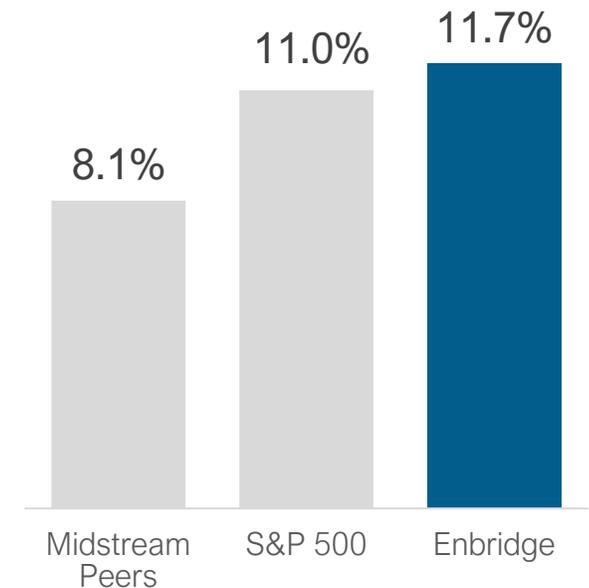
**Significant EBITDA<sup>1</sup> Growth**  
(Billion, CAD)



**Superior Dividend Growth**  
(Dividend per Share)



**Industry Leading TSR<sup>2</sup>**  
(since 2008)



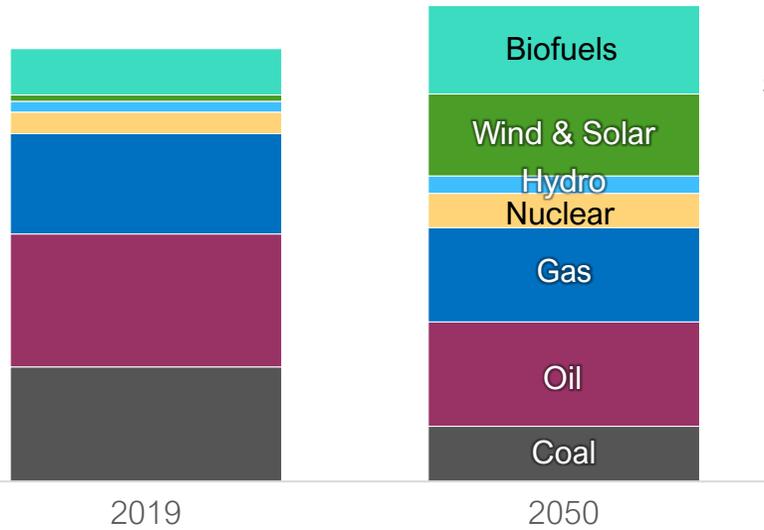
Our approach has yielded superior growth and value creation

(1) Adjusted EBITDA, DCF and DCF/share are non-GAAP measures. Reconciliations to GAAP measures can be found at [www.enbridge.com](http://www.enbridge.com). (2) Average TSR for November 2021

# Energy Fundamentals

## Global Demand Outlook<sup>1</sup>

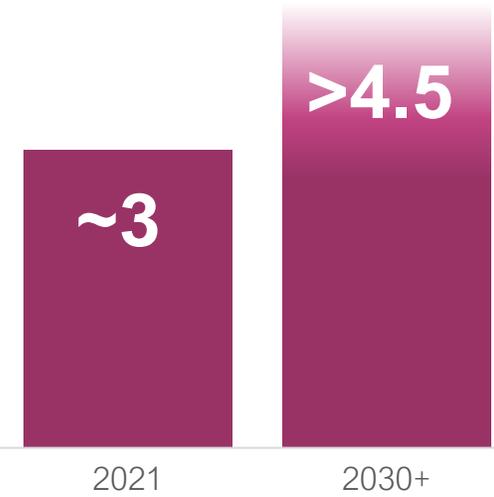
(IEA Announced Pledges Scenario, Exajoules)



STEPS<sup>2</sup>  
SDS<sup>2</sup>

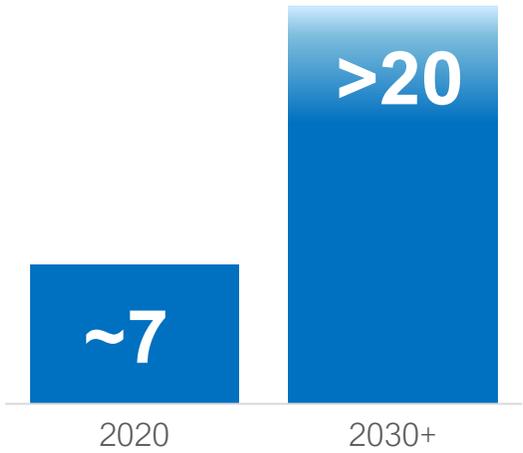
## N.A. Oil Exports<sup>2</sup>

(MMbpd)



## N.A. LNG Exports<sup>2</sup>

(Bcf/d)



- **25%+** increase in global population
- **50%+** growth in urbanization
- **65%+** growth in the middle class

- Abundant, low-cost crude oil and natural gas resources
- Globally competitive petrochemical & refining
- N. America is a global leader in sustainable production

North American sustainable energy supply will be essential to satisfying global energy needs

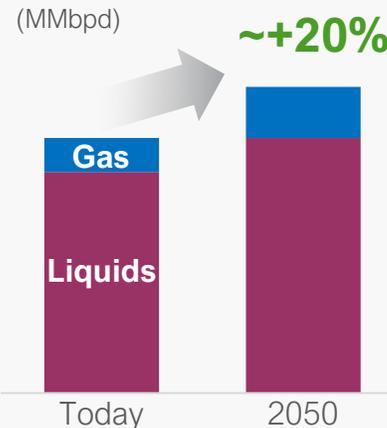
(1) International Energy Agency (2021), World Energy Outlook 2021, IEA, Paris (2) ©2021 IHS Markit. All rights reserved. The use of this content was authorized in advance. Any further use or redistribution of this content is strictly prohibited without prior written permission by IHS Markit

# The Role of Conventional Energy

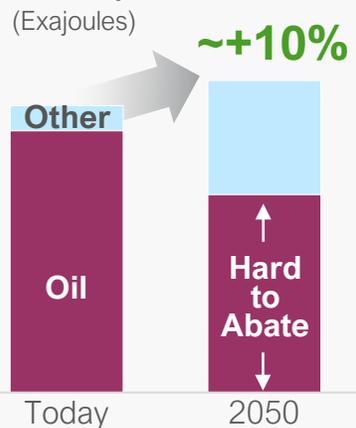
## Essential

(IEA Announced Pledges Scenario)

### Petrochemical<sup>1</sup>



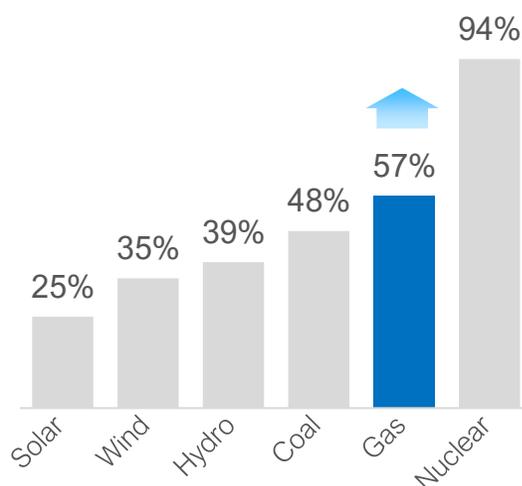
### Transport<sup>1</sup>



- No viable or affordable alternatives
- Embedded in millions of everyday products
- Limited heavy transport fuel alternatives

## Reliable<sup>2</sup>

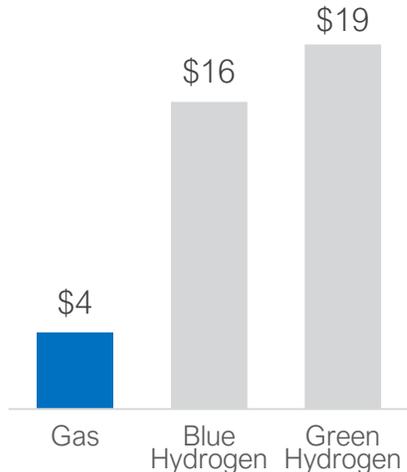
(Realized Capacity Factors)



- Natural gas enables reliable and lower carbon baseload

## Affordable<sup>3</sup>

(Cost/MMBtu)



- Hydrogen will take time to scale up and be cost competitive

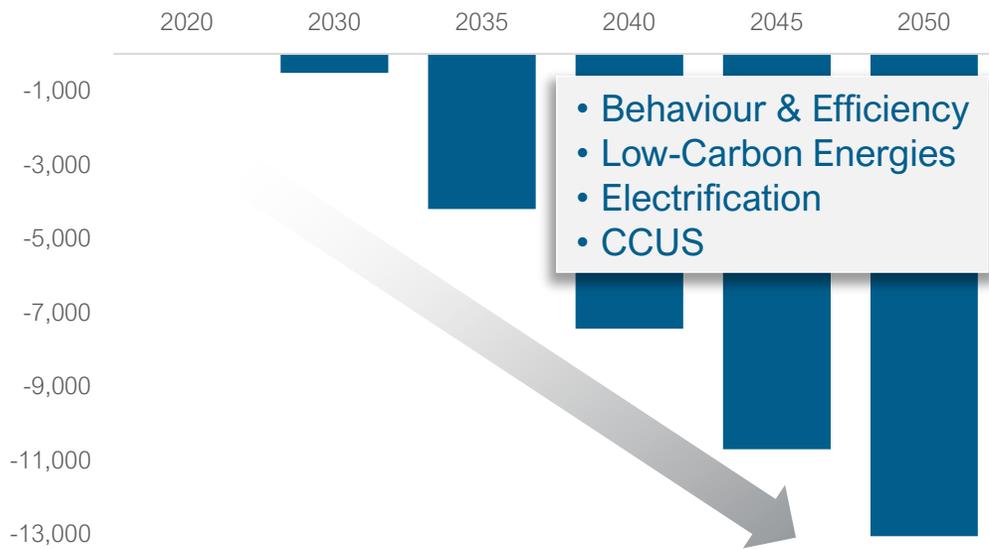
Conventional energy will be key to meeting future energy demand

(1) International Energy Agency (2021), World Energy Outlook 2021, IEA, Paris and company estimates (2) U.S. Energy Information Administration, *Monthly Energy Review*, March 2020 (3) Blue Hydrogen defined as gas-based hydrogen production with carbon capture and Green Hydrogen defined as renewable-based hydrogen production

# Lowering Emissions

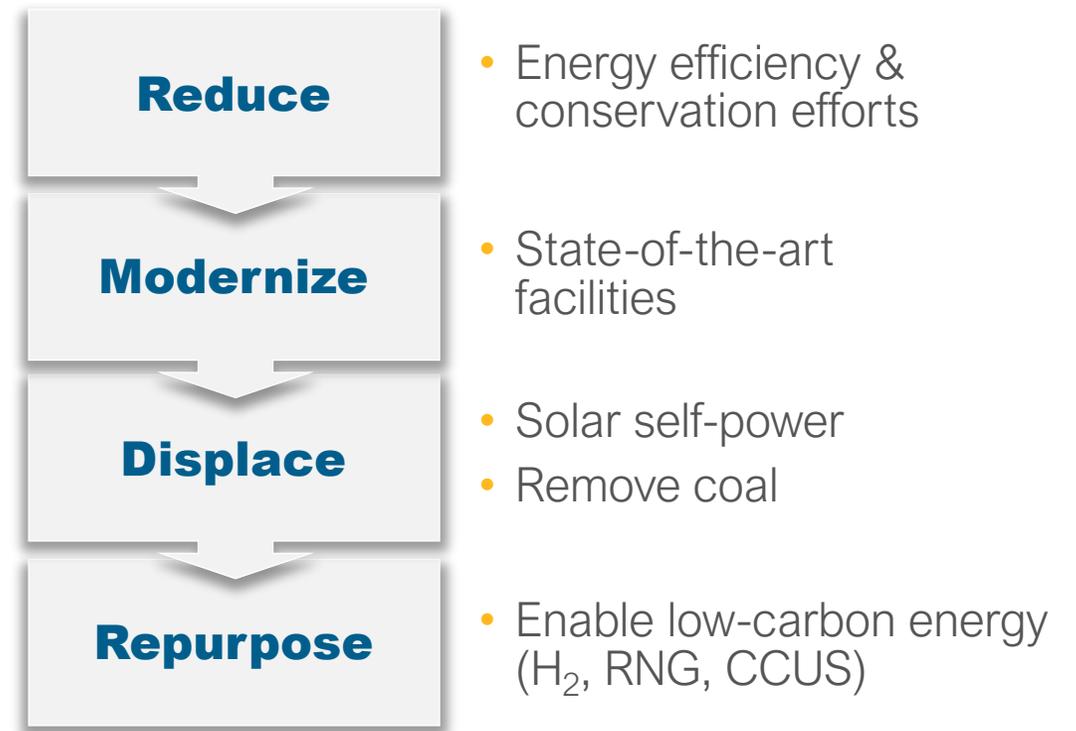
## Global Emissions Outlook<sup>1</sup>

(Announced Pledges Scenario– Mt CO<sub>2</sub> emissions reductions)



- All forms of emissions reduction required
- Leverage existing infrastructure to contain costs

## Conventional Energy Emissions



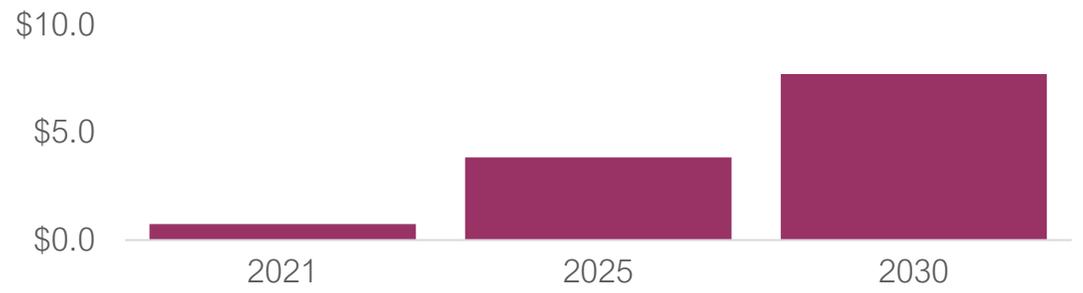
Meeting energy demand, while lowering emissions requires innovation across energy value chain

(1) International Energy Agency (2021), World Energy Outlook 2021, IEA, Paris, Mt = megatonnes

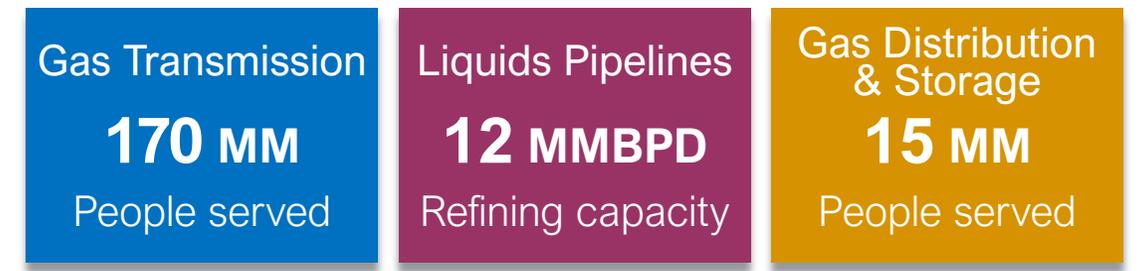
# Our Approach to Energy Transition

## Conventional Investment Required

(Cumulative global investment, USD Trillions)<sup>1</sup>

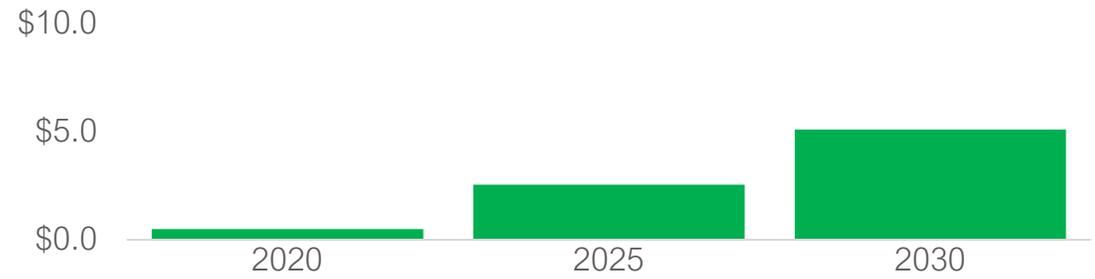


## Core Business Remain Critical



## Low-carbon Investment Gaining Momentum

(Cumulative global investment, USD Trillions)<sup>2</sup>



## Getting the Pace Right is Critical



Deliberate and disciplined investment in long-lived conventional and low carbon platforms

(1) IEA World Energy Outlook – Announced Pledges Scenario (2) IEA World Energy Outlook – Announced Pledges Scenario and RBC Capital Markets report “Carbon Capture & Storage”; Asset classes include: Renewable power, Battery storage, Low-carbon fuels, CCUS).

# Capitalizing on the Energy Transition

		Conventional Core Growth			Low-Carbon Growth			
		Optimize / Expand	Exports	Modernize Assets	Solar/Wind	RNG	H <sub>2</sub>	CCUS
	<b>Liquids Pipelines</b>	✓	✓	✓	✓ <sup>1</sup>		✓	✓
	<b>Gas Transmission</b>	✓	✓	✓	✓ <sup>1</sup>	✓	✓	✓
	<b>Gas Distribution</b>	✓		✓		✓	✓	✓
	<b>Renewable Power</b>	✓		✓	✓		✓	

Embedded conventional and low-carbon growth opportunities across our businesses

(1) Solar self-power program

# Strategic Priorities

- Safety and Reliability
- ESG Leadership
- Strong Balance Sheet
- Disciplined Capital Allocation
- Extend organic growth

## Capitalize on Conventional Growth

- Prioritize organic low-capital
- Modernize existing assets
- Grow export connections (LNG & Crude Oil)

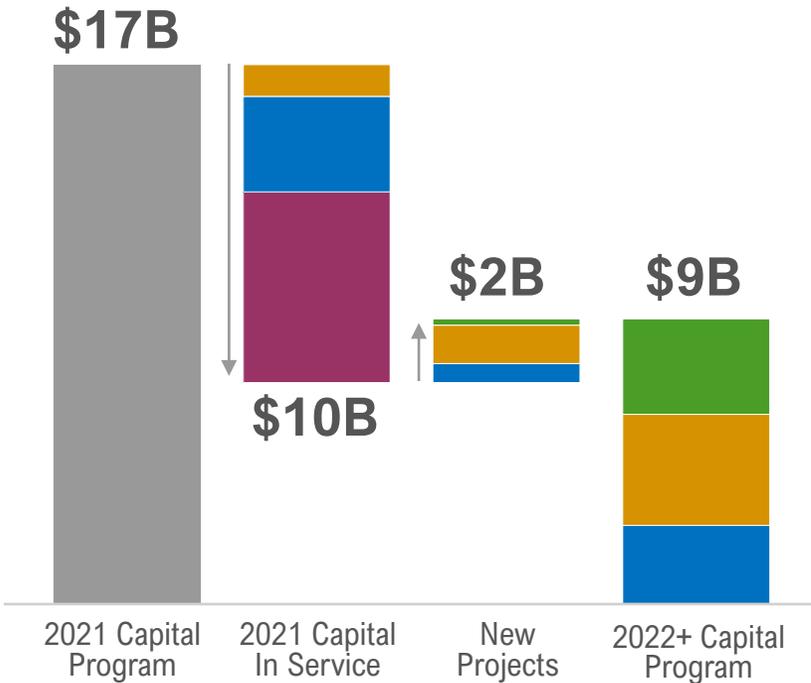
## Grow Low-Carbon Platforms Over Time

- Projects that fit our low-risk commercial model
- Grow onshore and offshore renewables platform
- Extend into RNG, H<sub>2</sub>, CCUS value chains

# Predictable Organic Growth

Executing on Secured Growth (2021-2024)

**Up to \$6B/year** of Organic Growth Potential  
*Supplements 2022-2024, drives post-2024 growth*



### Gas Transmission up to ~\$2.0B/year

- System modernization
- Capital efficient expansions
- LNG export connections
- Low carbon



### Gas Distribution up to ~\$1.5B/year

- System modernization
- Customer growth
- Dawn system expansions
- Low carbon



### Liquids Pipelines up to ~\$1.0B/year

- System optimizations
- Capital efficient expansions
- USGC export platform
- Low carbon



### Renewable Power up to ~\$1.0B/year

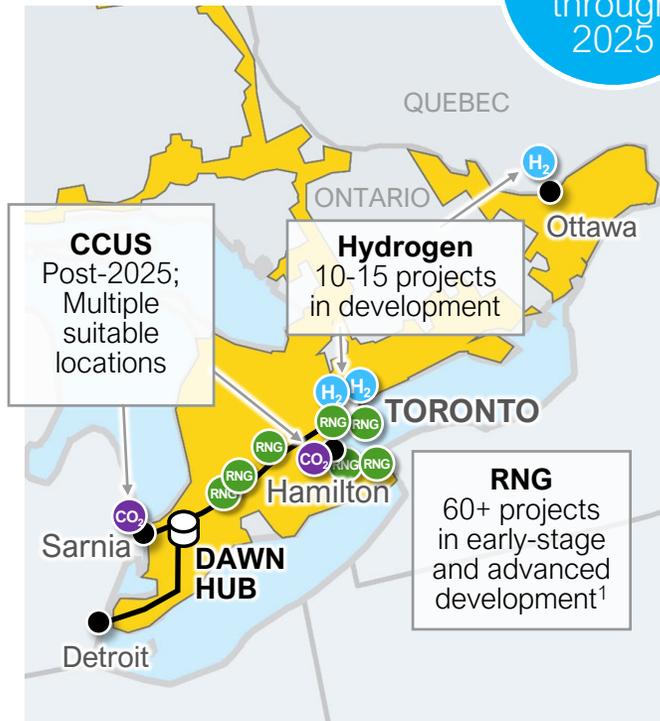
- European offshore wind
- Onshore behind the meter
- Onshore front-of-the-meter

Our secured capital and further organic opportunities drive visible cash flow growth

# Low-Carbon Opportunities

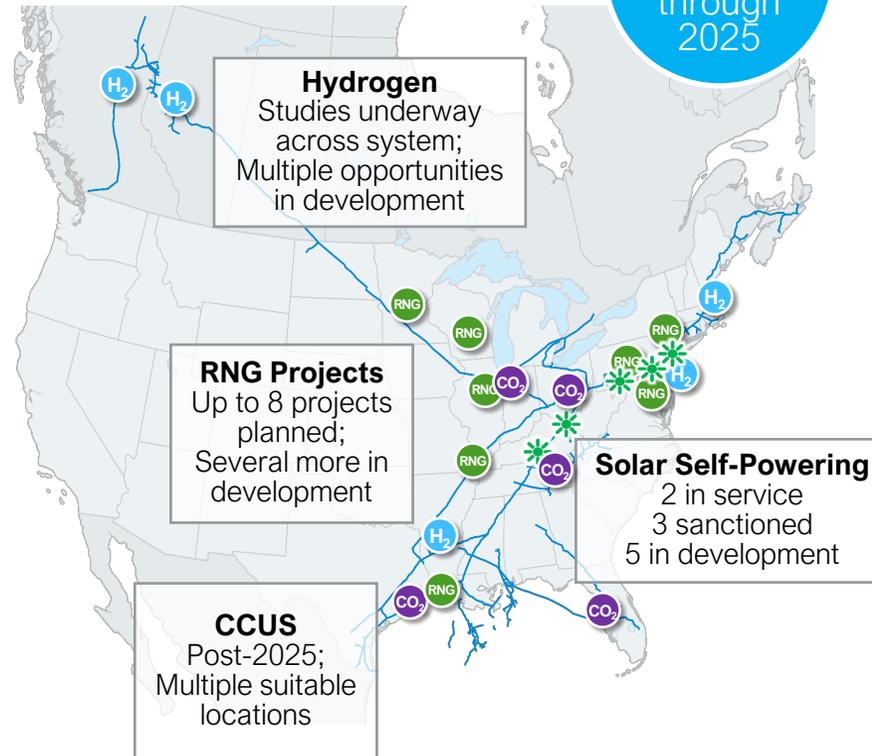
## Gas Distribution

**\$0.5B**  
through  
2025



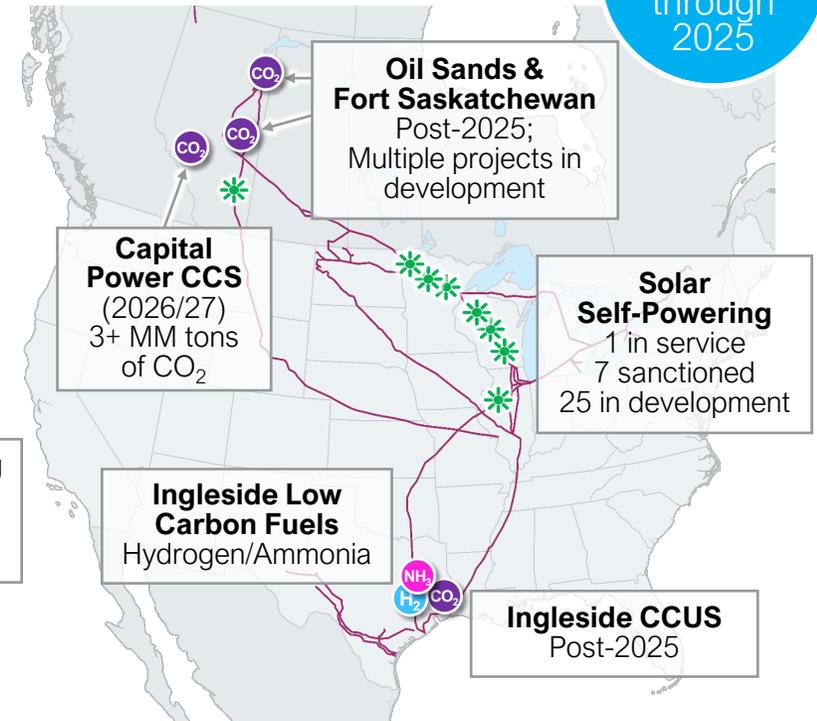
## Gas Transmission

**\$0.5B**  
through  
2025



## Liquids Pipelines

**\$0.5B**  
through  
2025



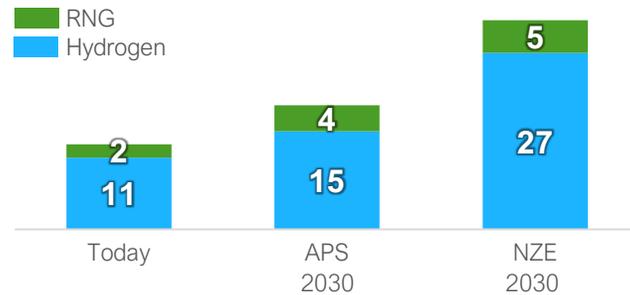
Our conventional assets have visible near-term low-carbon growth

(1) Including projects in development as part of the Walker Industries & Comcor Environmental partnership

# New Energies

## Compelling Opportunity Set

RNG & Hydrogen Demand<sup>1</sup>  
(EJ)



Carbon Capture Capacity<sup>1</sup>  
(GtCO<sub>2</sub>)



## ENB's Capabilities

- ✓ Transportation & storage assets operations
- ✓ Strong customer & Indigenous relationships
- ✓ Major project development & execution
- ✓ Strategic technology & industry partnerships
- ✓ ESG Leadership

## Advancing Low-Carbon Strategy through Strategic Partnerships

	Wind/Solar	RNG	H <sub>2</sub>	CCUS
<b>Shell</b>				
Develop N.A. low-carbon solutions across H <sub>2</sub> , RNG, CCUS, & Renewables				
<b>Capital Power</b>				
Develop CCUS solutions for Genesee Generating Station near Warburg, Alberta <span style="background-color: green; color: white; padding: 2px;">New</span>				
<b>Svante</b>				
Apply Svante's innovative CCUS technology across multiple industries				
<b>walker</b>				
<b>COMCOR</b>				
<b>Canada:</b> Develop RNG projects leveraging partnership technology, landfill rights and deep experience				
<b>Vanguard RENEWABLES</b>				
<b>U.S.:</b> Develop RNG projects in Midwest & Northeast, building on Vanguard's leading RNG position				

Our capabilities and strategic partnerships allow us to capitalize on growing demand

(1) International Energy Agency (2021), World Energy Outlook 2021, IEA, Paris and company estimates. APS is the Announced Pledges Scenario and NZE is the Net Zero Emissions by 2050 Scenario from the World Energy Outlook 2021

# Capital Allocation Priorities

- 1

## Protect Balance Sheet

  - Preserve financial strength and flexibility
- 2

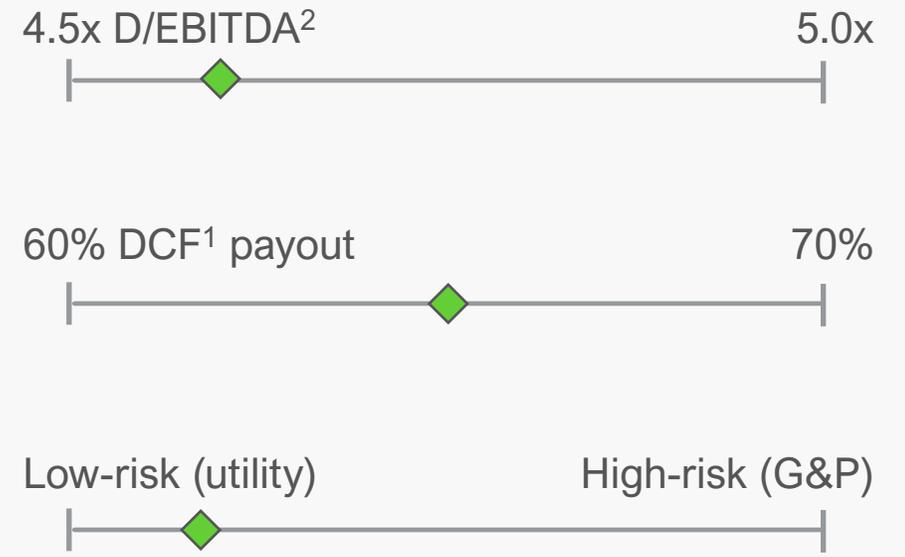
## Sustainable Return of Capital

  - Ratable dividend increases up to medium-term DCF/s growth
  - Periodic share repurchases<sup>1</sup>
- 3

## Further Organic Growth

  - Prioritize low-capital intensity & utility-like growth
  - Excess investable capacity deployed to next best choice

## Capital Allocation Drivers



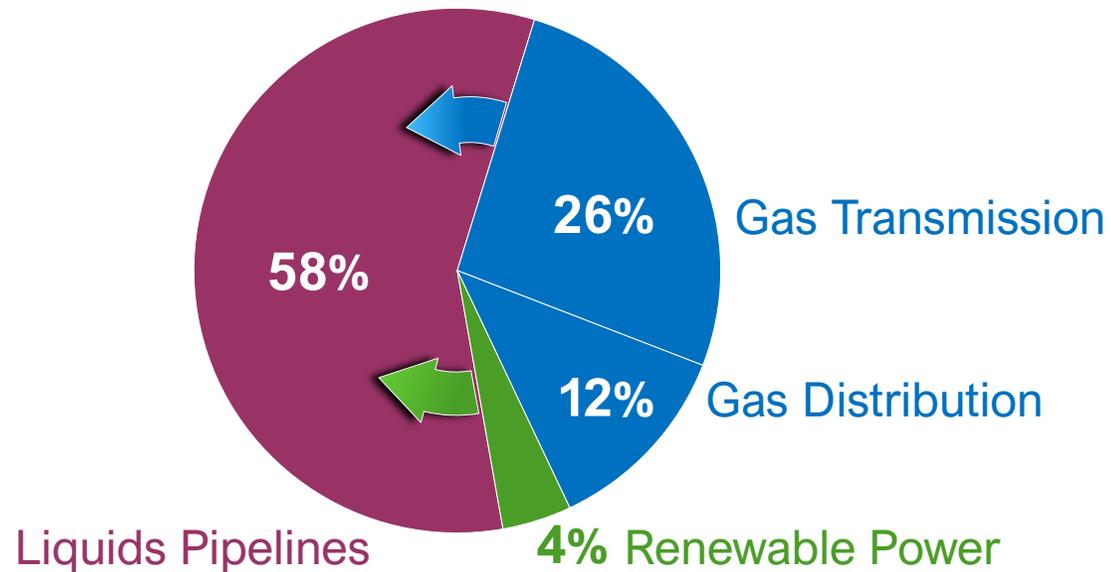
Focused on generating sustainable organic growth and return of capital to shareholders

(1) Via a normal course issuer bid to be filed in Q1, 2022, subject to stock exchange approval (2) Adjusted EBITDA, DCF and DCF/share are non-GAAP measures. Reconciliations to GAAP measures can be found at [www.enbridge.com](http://www.enbridge.com).

# Strong Portfolio

## Business Mix

(2022e EBITDA by business unit)



- Consistent low-risk profile
- Significant operating synergies
- Robust equity returns
- Increasing free cash flow generation
- Diversified growth opportunity set
- Complementary low-carbon projects

Our assets position Enbridge to generate reliable and growing cash flows for decades to come

# Investable Capacity

(\$ Billion)	2022e
Adjusted EBITDA <sup>1</sup>	\$15.0-\$15.6
Less: Cash Requirements <sup>2</sup>	~(\$4.5)
<b>Distributable Cash Flow<sup>1</sup></b>	<b>~\$11B</b>
Less: Dividends (~65% payout)	~(\$7.0)
Add: Annual Debt Capacity <sup>3</sup>	~2.0
<b>Investable Capacity</b>	<b>\$5-6B</b>



Expect to generate \$5-6B of annual investable capacity

# Capital Allocation Framework

(\$5-6B of Annual Investable Capacity)

Core Allocation

**\$3-4B**  
annually

High Priority Investments Drive Sustainable Long-Term Growth

- Enhance returns from existing business (zero capital)
- Complete secured projects
- Low capital intensity organic expansions & optimizations
- Regulated utility & Gas Transmission modernization investments



Excess Allocation

**~\$2B**  
annually

Deploy Incremental Capacity to Drive Additional Growth and Value

- Other Organic Growth
- Share Repurchases
- Asset Acquisition
- Reduce Debt Below Range

Select best option

Disciplined investment \$5 to 6 billion of financial capacity to maximize value creation

# Share Repurchase Program

**Up to \$1.5B**

*Commencing in Q1 2022<sup>1</sup>*

**Open market purchases**

**Non-programmatic**

## Criteria

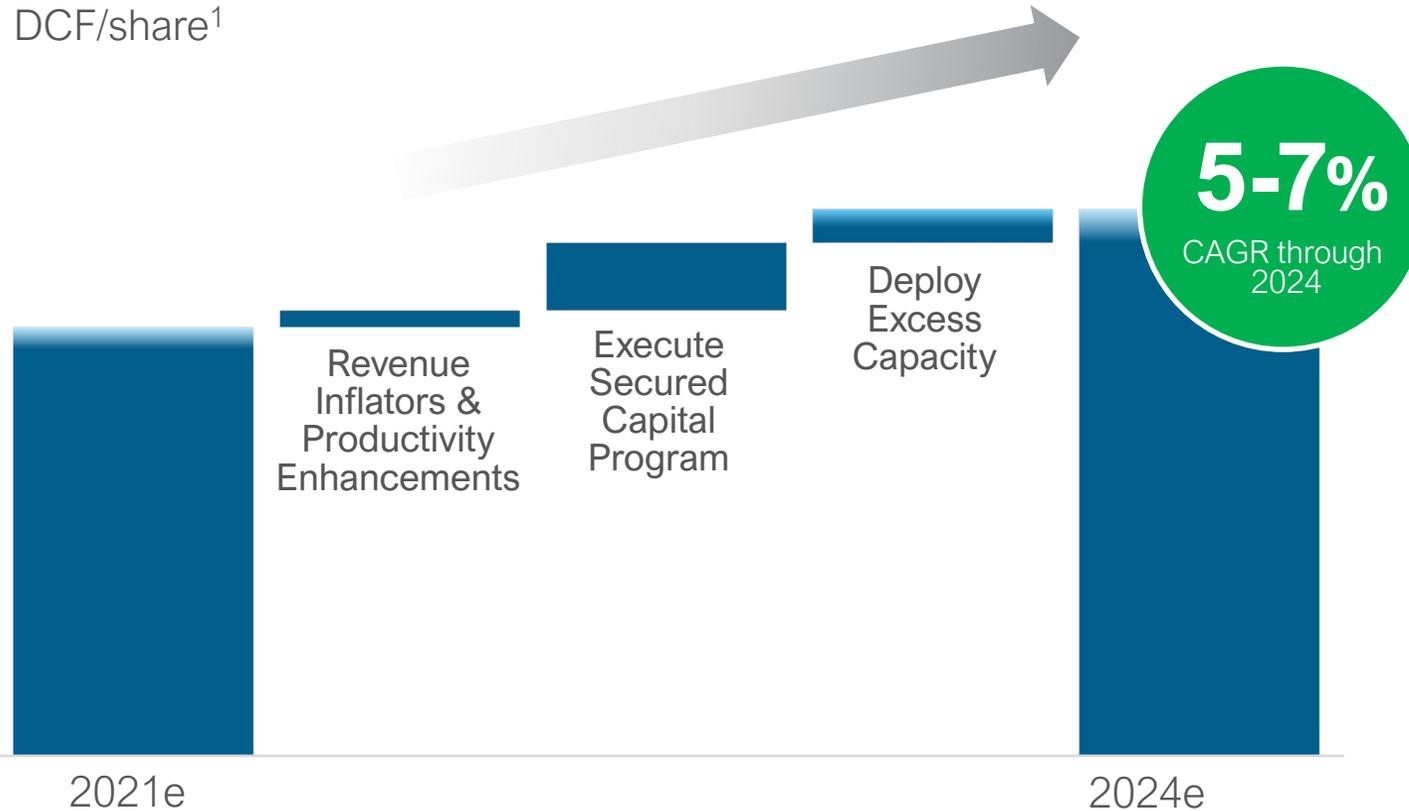
- ✔ Balance sheet metrics & financial flexibility
- ✔ Assessment of investment alternatives
- ✔ Fundamental value of shares

Share repurchases are a benchmark for capital investment and support further DCF/s growth

(1) Subject to stock exchange approval

# Visible 3-Year Plan Outlook

DCF/share<sup>1</sup>



## Post-2024 Cash Flow Growth Drivers:

1. Revenue inflators & productivity enhancements
2. \$3-4B of core capital allocation
3. ~\$2B of additional capital allocation (alternatives compete)
  - Further Organic growth
  - Asset M&A
  - Share repurchases

Secured growth and deployment of excess investable capacity drives cashflow growth through 2024

(1) Adjusted EBITDA, DCF and DCF/share are non-GAAP measures. Reconciliations to GAAP measures can be found at [www.enbridge.com](http://www.enbridge.com).

# Value Proposition

- Resiliency and longevity of cash flows
- ESG Leadership
- Strong balance sheet
- Growing investable free cash flow
- Solid conventional long-term growth
- Extensive low-carbon opportunity set
- Capital discipline, return of capital

**<4.7x** debt to EBITDA;  
**BBB+** credit rating

Up to **\$6B** of annual  
organic capital investments

Highly visible **5-7%**  
DCF/s growth through 2024

**~\$7+ billion**  
in annual dividend payments

**\$1.5 billion**  
share repurchase program

Robust TSR outlook provides for a very attractive investment opportunity

# Today's Speakers



**Vern Yu**

EVP & CFO  
28 years



**Colin Gruending**

EVP & President LP  
22 years



**Cynthia Hansen**

EVP & President, GDS  
23 years



**Bill Yardley**

EVP & President, GTM  
21 years



**Matthew Akman**

SVP Strategy,  
Power & New Energy  
Technologies  
6 years

A deep bench of executive talent and continued emphasis on development