

## Enbridge Investor Update Meeting







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## **Legal Notice**

#### **Forward Looking Information**

This presentation includes certain forward looking statements and information (FLI) to provide potential investors and shareholders of Enbridge Inc. ("Enbridge"), Enbridge Income Fund Holdings Inc. ("ENF"), Enbridge Energy Partners, L.P. ("EEP") and Spectra Energy Partners, LP ("SEP") with information about Enbridge, ENF, EEP, SEP and their respective subsidiaries and affiliates, including management's assessment of their future plans and operations, which FLI may not be appropriate for other purposes. FLI is typically identified by words such as "anticipate", "expect", "project", "estimate", "forecast", "plan", "intend", "target", "believe", "likely" and similar words suggesting future outcomes or statements regarding an outlook. All statements other than statements of historical fact may be FLI. In particular, this presentation contains FLI pertaining to, but not limited to, information with respect to the following: strategic priorities and capital allocation; guidance with respect to any or all of 2017 through 2020; adjusted EBIT and EBITDA; ACFFO; distributable and free cash flow; payout ratios; debt/EBITDA ratios; funding requirements; financing plans and targets; secured growth projects and future development program; future business prospects and performance, including organic growth outlook; annual dividend growth and anticipated dividend increases; shareholder return; run rate synergies; integration and streamlining plans; project execution, including capital costs, expected construction and in service dates and regulatory approvals; system throughput and capacity; industry and market conditions, including economic growth, population and rate base growth, and energy demand, capacity, sources, prices, costs and exports; and investor communications plans.

Although we believe that the 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, which are based upon factors that may be difficult to predict and that may involve known and unknown risks and uncertainties and other factors which may cause actual results, levels of activity and achievements to differ materially from those expressed or implied by the FLI, including, but not limited to, the following: the realization of anticipated benefits and synergies of the merger of Enbridge and Spectra Energy Corp; the success of integration plans; expected future adjusted EBIT, adjusted EBITDA, adjusted earnings and ACFFO; estimated future dividends; financial strength and flexibility; debt and equity market conditions, including the ability to access capital markets on favorable terms or at all; cost of debt and equity capital; expected supply, demand and prices for crude oil, natural gas, natural gas liquids and renewable energy; economic and competitive conditions; expected exchange rates; inflation; interest rates; changes in tax laws and tax rates; completion of growth projects; anticipated construction and in-service dates; changes in tariff rates; permitting at federal, state and local level or renewals of rights of way; capital project funding; success of hedging activities; the ability of management to execute key priorities; availability and price of labour and construction materials; operational performance and reliability; customer, shareholder, regulatory

and other stakeholder approvals and support; hazards and operating risks that may not be covered fully by insurance; regulatory and legislative decisions and actions and costs complying therewith; effectiveness of the various actions resulting from strategic review processes; public opinion; and weather. We caution that the foregoing list of factors is not exhaustive. Additional information about these and other assumptions, risks and uncertainties can be found in applicable filings with Canadian and U.S. securities regulators (including the most recently filed Form 10-K and any subsequently filed Form 10-Q, as applicable). Due to the interdependencies and correlation of these factors, as well as other factors, the impact of any one assumption, risk or uncertainty on FLI cannot be determined with certainty.

Except to the extent required by applicable law, we assume no obligation to publicly update or revise any FLI made in this presentation or otherwise, whether as a result of new information, future events or otherwise. All FLI in this presentation and all subsequent FLI, whether written or oral, attributable to Enbridge, ENF, EEP or SEP, or any of their subsidiaries or affiliates, or persons acting on their behalf, are expressly qualified in its entirety by these cautionary statements.

#### **Non-GAAP Measures**

This presentation makes reference to non-GAAP measures, including adjusted earnings before interest and taxes (EBIT), adjusted earnings before interest, income taxes, depreciation and amortization (EBITDA), adjusted earnings and available cash flow from operations (ACFFO). Adjusted EBIT or Adjusted EBITDA represents EBIT or EBITDA, respectively, adjusted for unusual, non-recurring or non-operating factors. Adjusted earnings represents earnings attributable to common shareholders adjusted for unusual, non-recurring or non-operating factors included in adjusted EBIT, as well as adjustments for unusual, non-recurring or non-operating factors in respect of interest expense, income taxes, non-controlling interests and redeemable non-controlling interests on a consolidated basis. ACFFO 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 believes the presentation of these measures provides useful information to investors, shareholders and unitholders as they provide increased transparency and insight into the performance of Enbridge and its subsidiaries and affiliates. Management uses adjusted EBIT, adjusted EBITDA and adjusted earnings to set targets and to assess operating performance. Management uses ACFFO to assess performance and to set its dividend payout targets. These measures are not measures that have a standardized meaning prescribed by generally accepted accounting principles in the United States of America (U.S. GAAP) and may not be comparable with similar measures presented by other issuers.

**EEP**: Reconciliations of forward looking non-GAAP financial measures to comparable GAAP measures are not available due to the challenges with estimating some of the items, particularly with estimating non-cash unrealized derivative fair value losses and gains, which are subject to market variability and therefore a reconciliation is not available without unreasonable effort.

**SEP:** A reconciliation of forward non-GAAP measures for 2018 to the most directly comparable GAAP measures is available on the SEP website. The reconciliations of forward looking non-GAAP financial measures to comparable GAAP measures beyond 2018 are not available due to the challenges with estimating certain items and therefore a reconciliation is not available without unreasonable effort.

**Enbridge & ENF:** A reconciliation of historical non-GAAP measures to the most directly comparable GAAP measures is available on Enbridge's website. 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 with estimates for certain contingent liabilities, and estimating non-cash unrealized derivative fair value losses and gains and ineffectiveness on hedges which are subject to market variability and therefore a reconciliation is not available without unreasonable effort.

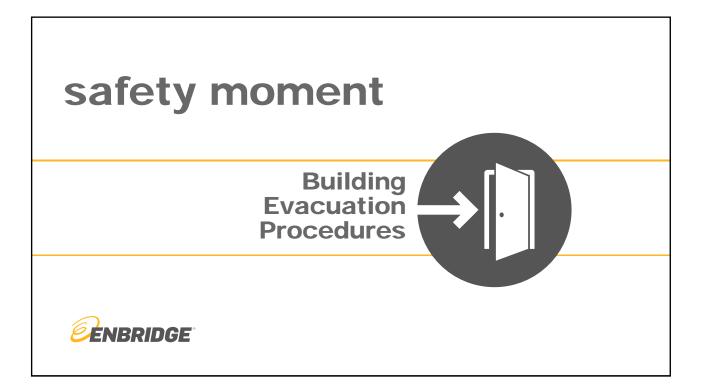
Additional information on non-GAAP measures may be found in the Management's Discussion and Analysis (MD&A) available on Enbridge's website, www.sedar.com or www.sec.gov.

### **Enbridge Investor Days**



**ENBRIDGE** 

December 12 – 13, 2017 New York City & Toronto



#### Agenda



Strategic Overview	Al Monaco	8:30
Business Unit Updates:		
Gas Transmission & Midstream	Bill Yardley	9:30
Utilities	Cynthia Hansen	10:00
Liquids Pipelines	Guy Jarvis	10:20
Corporate Finance	John Whelen	10:50
Concluding Remarks	Al Monaco	11:50
Sponsored Vehicle Breakout Q&A Session		to follow

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market conditions, including economic growth, population and rate base growth, and energy demand, capacity, sources, prices, costs and exports; and investor communications plans. Although we believe that the FLI is reasonable based on the information available today and processes used to prepare it, such statements are not guarantese of luture performance and you are cautioned against placing undue reliance on FLI. By its nature, FLI involves a variety of assumptions, which are based upon factors that may be difficult to predict and that may involve known and unknown risks and uncertainties and other factors which may cause actual to predict and that may involve known and unknown risks and uncertainties and other factors which may cause actual but not limited to, the following; the realization of anticipated benefits and synergies of the merger of Enbridge and Spectra Energy Corp; the success of integration plans; expected turue adjusted EBT, adjusted EBTDRA, adjusted earnings and ACFFC; estimated turue dividends; financial strength and flexibility; debt and equity parket conditions, including the ability to access capital markes on howrable terms or all; cost di debt and equity capital; expected supply, demand and prices for crude oil, natural gas, naturil gas liquids and renewable energy, esconnic and ability of margement to execute key protinties; availability and price funding; success of hedgring activities; the ability of margement to execute key protinties; availability and price funding; success of hedgring activities; the adility of margement to execute key protinties; availability and price that deality decisions and actions and operation; and weather. We caution that the foregoing list of factors is not exhaustive. Additional information adures and operating reliability castomers, abrenoide are be found in applicable filling while decisions and actions and operating reliability. Castomers, abrenoide and be factors, the instation of administive decisions and salations and operating reliability and pri

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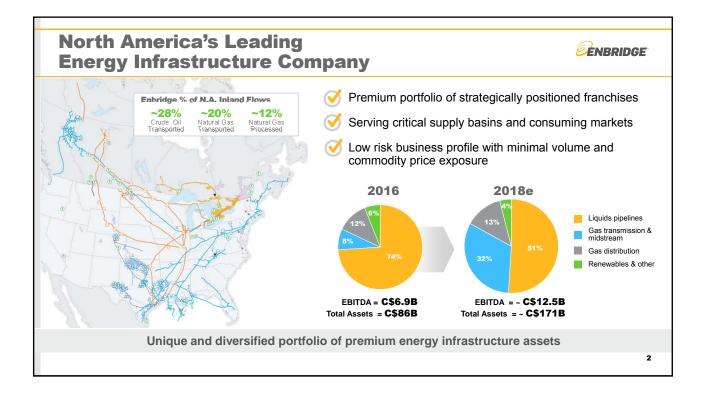
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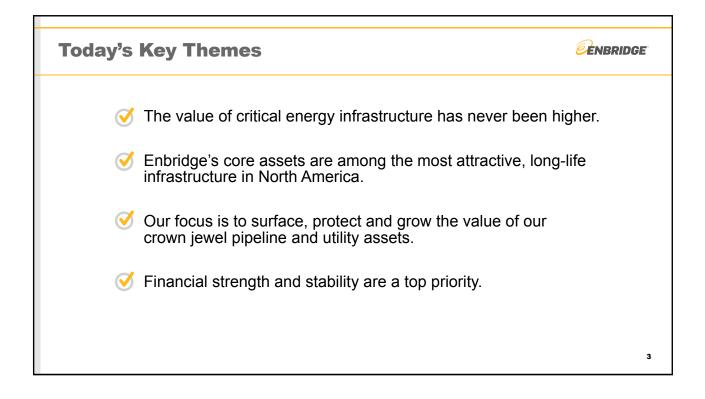
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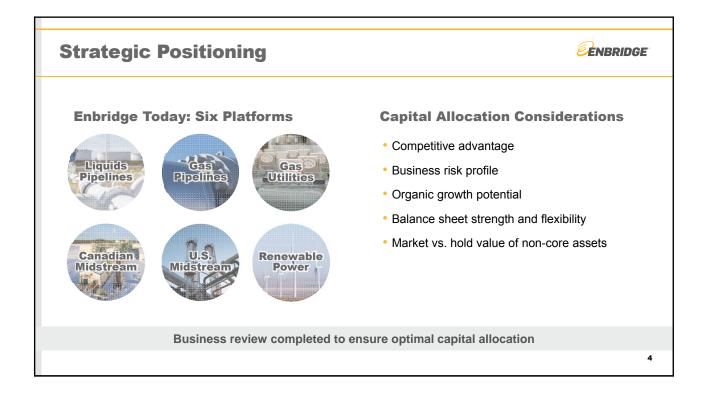
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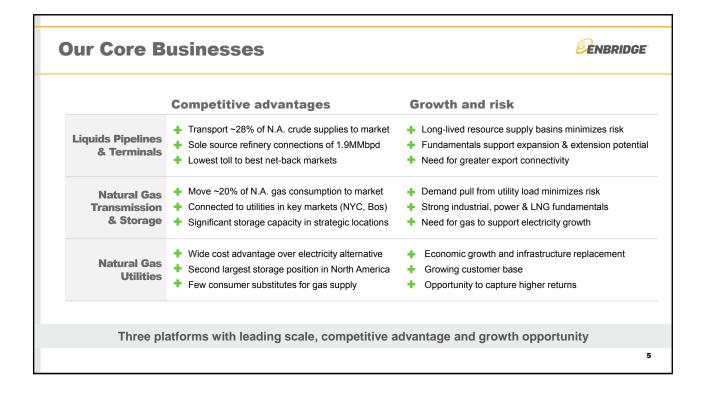
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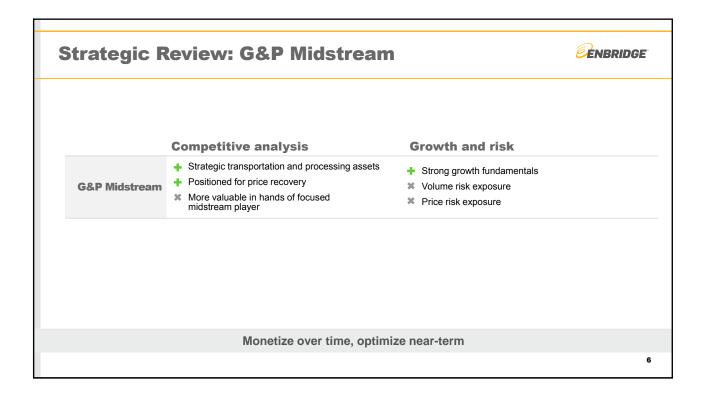


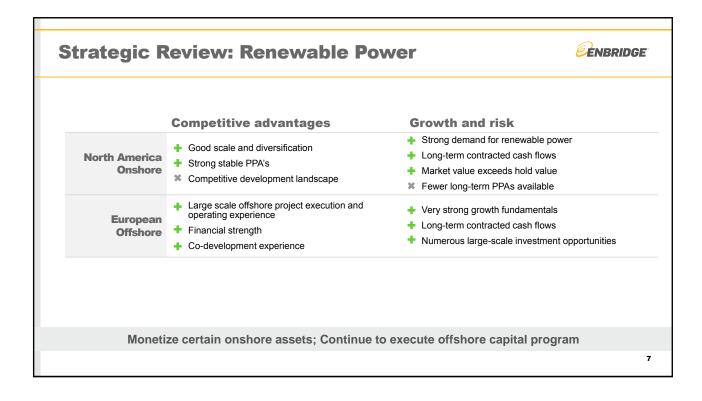


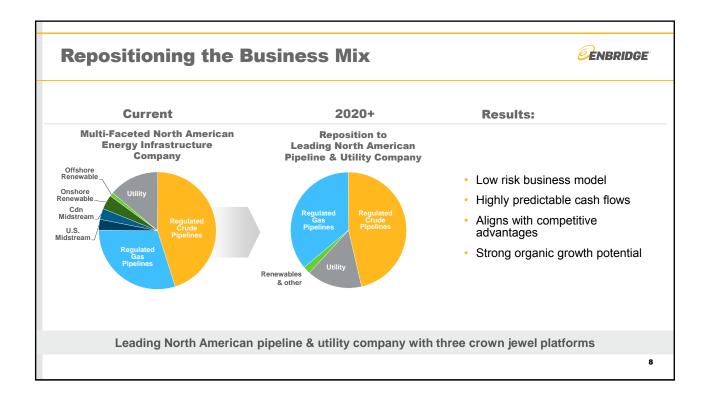


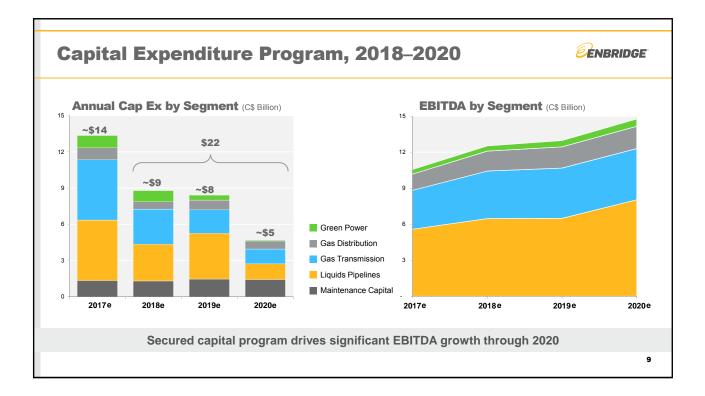


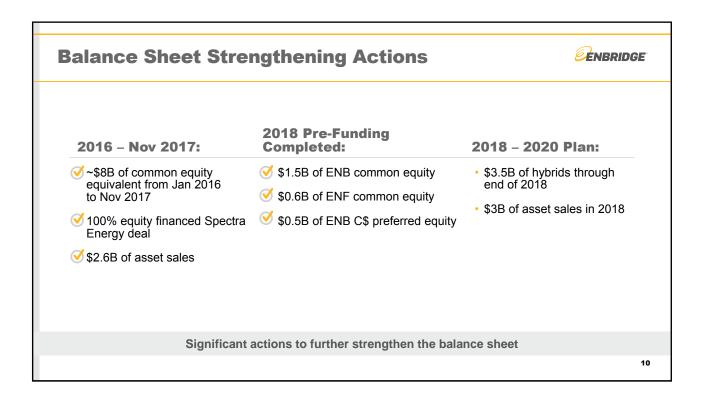


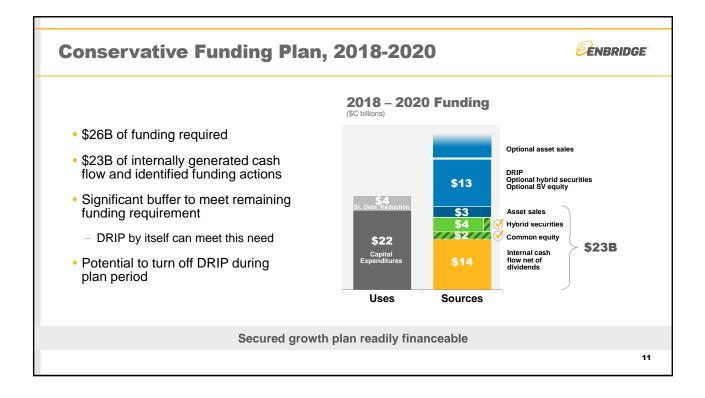


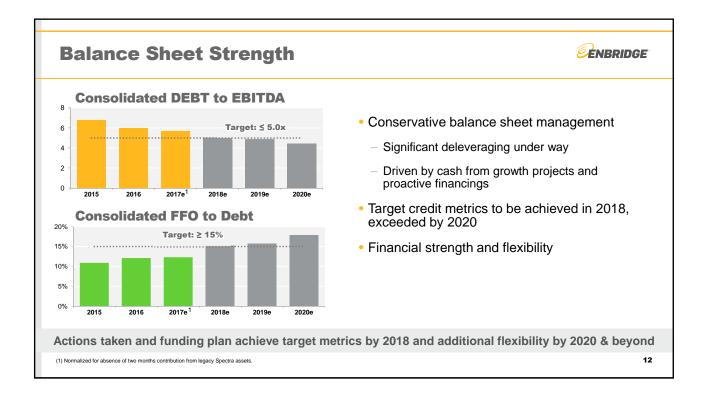


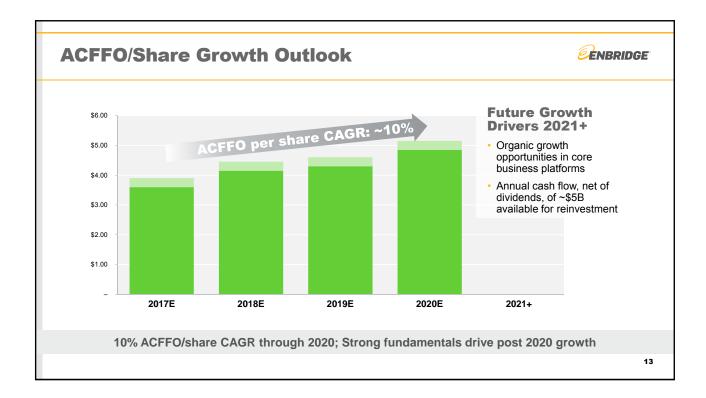


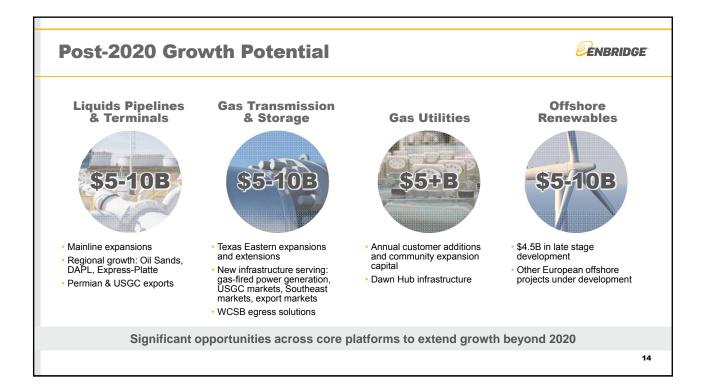


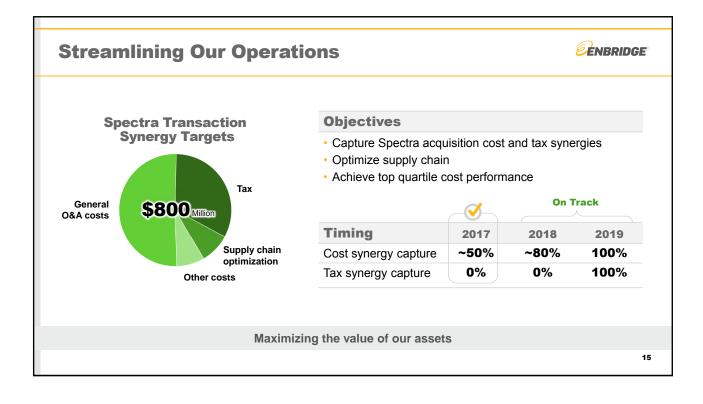






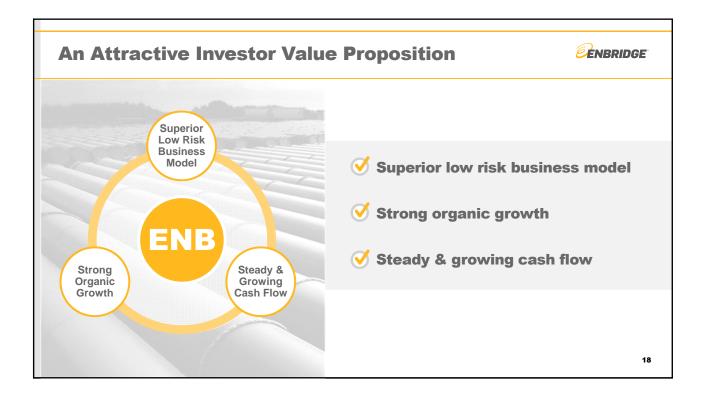


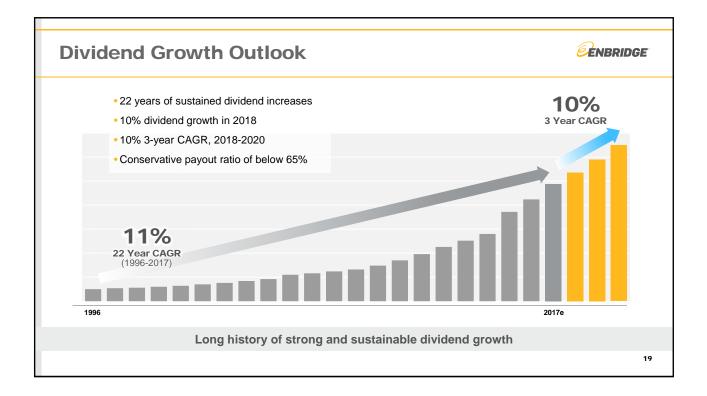






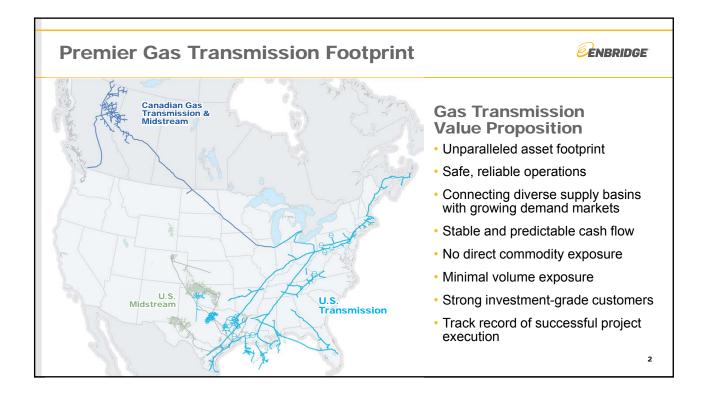


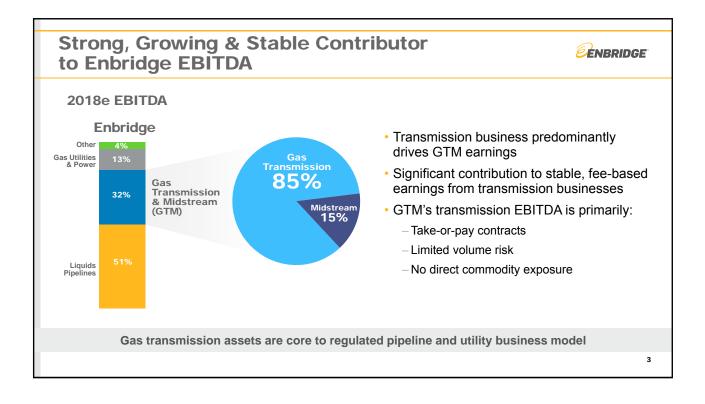


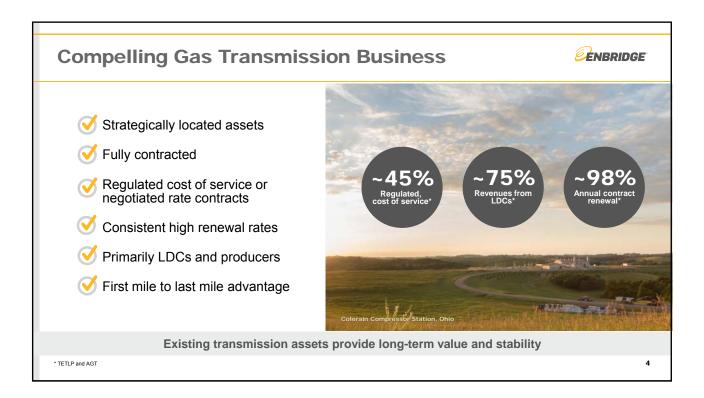


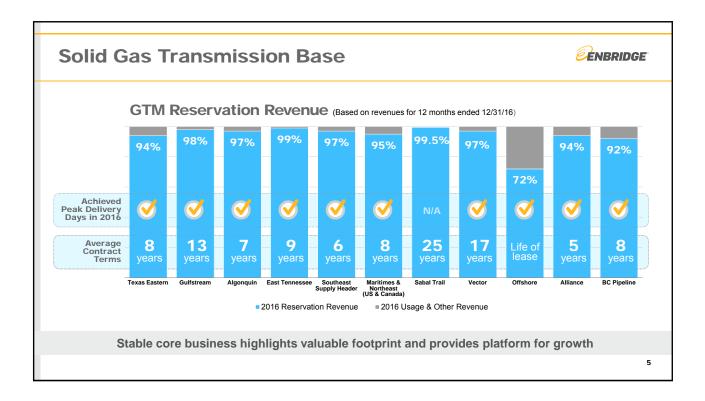


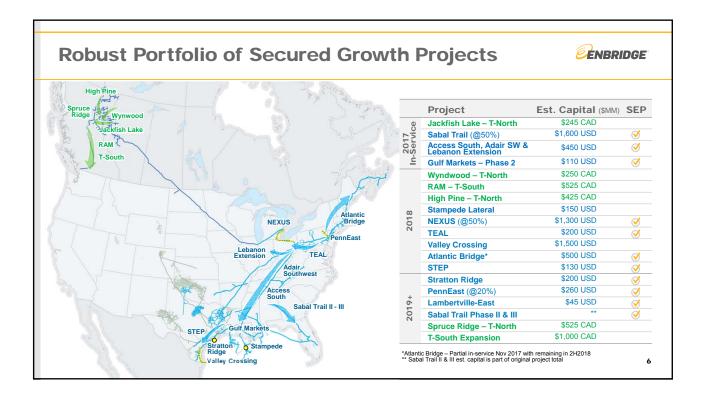


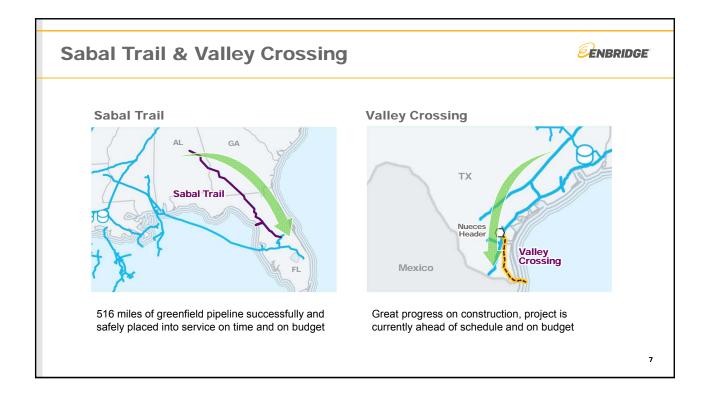


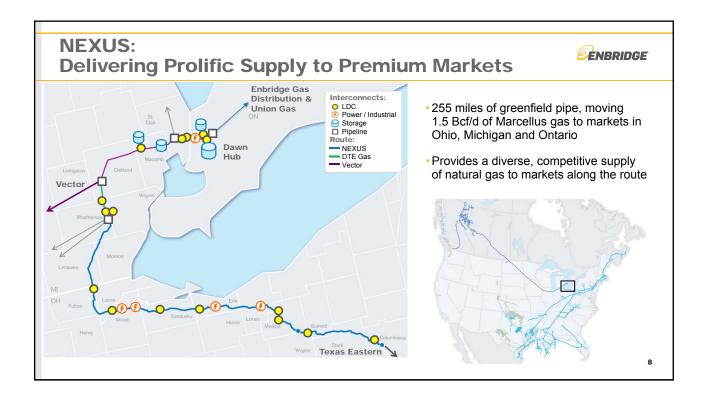


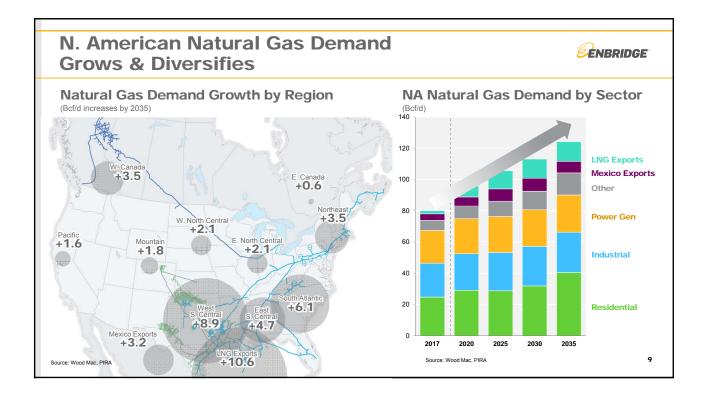


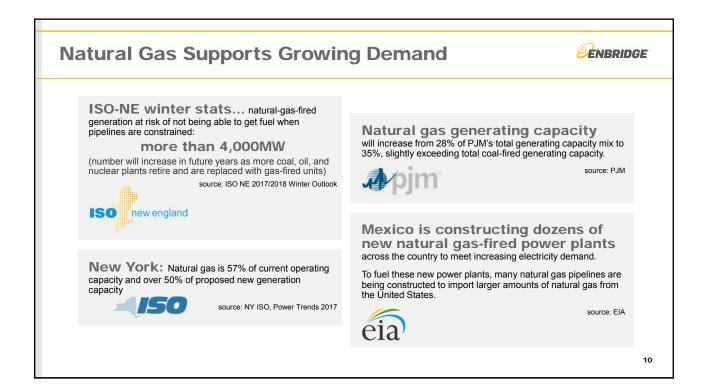




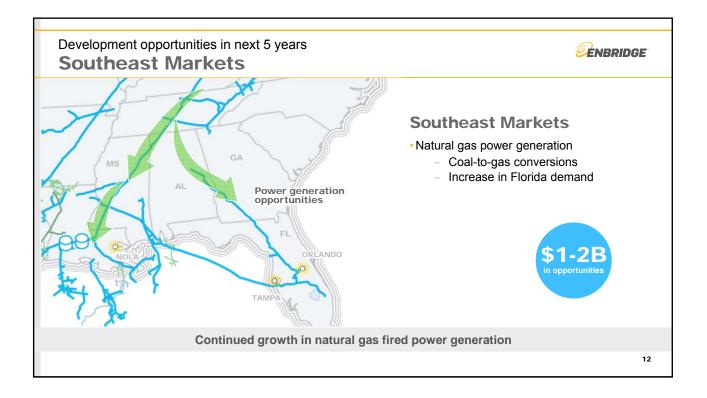


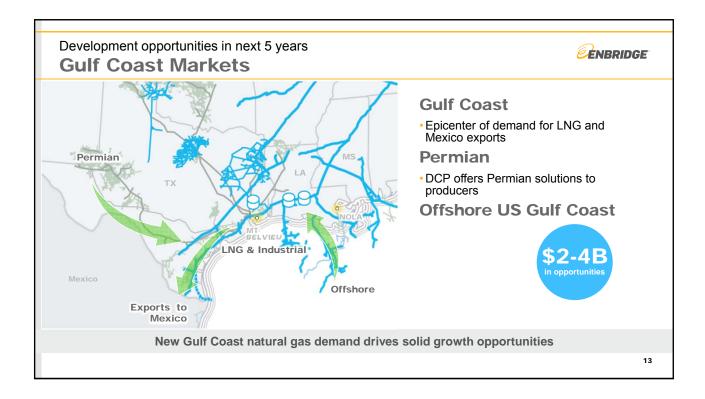


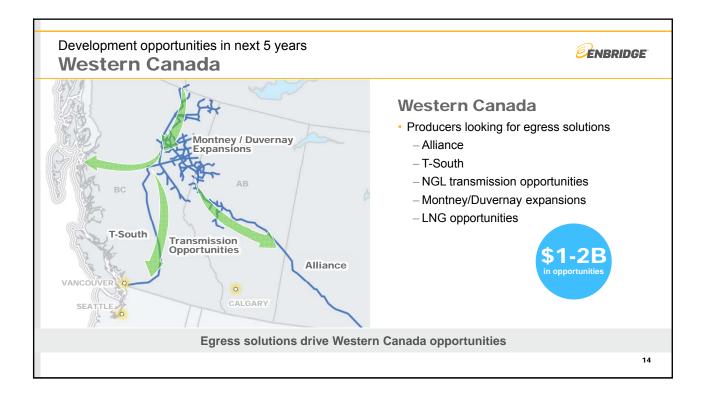














grow organically.

 Advance execution projects safely and successfully

 Deliver projects on time and on budget

 Secure sustainable, high return growth opportunities

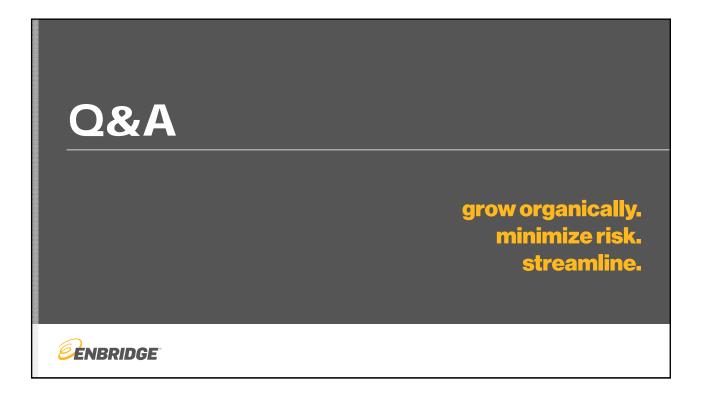
### minimize risk.

- Grow stable, take-or-pay business
- Ensure re-contracting of base revenue
- Maintain little or no commodity and volume risk

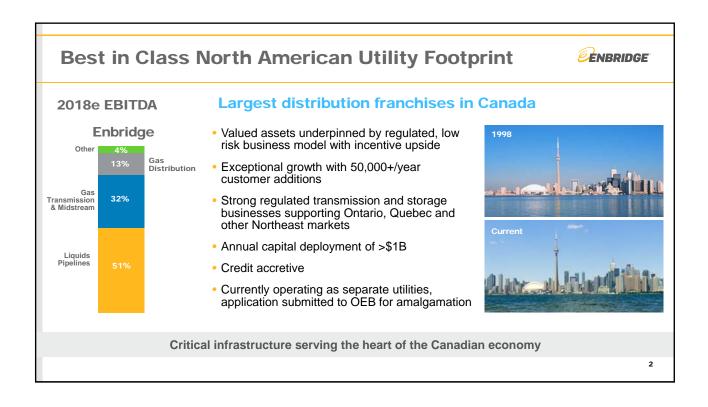
#### streamline.

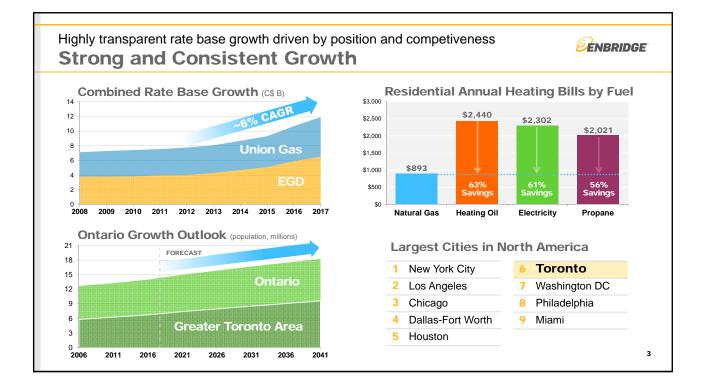
- Leverage scale of enterprise
- Take advantage of synergy opportunities

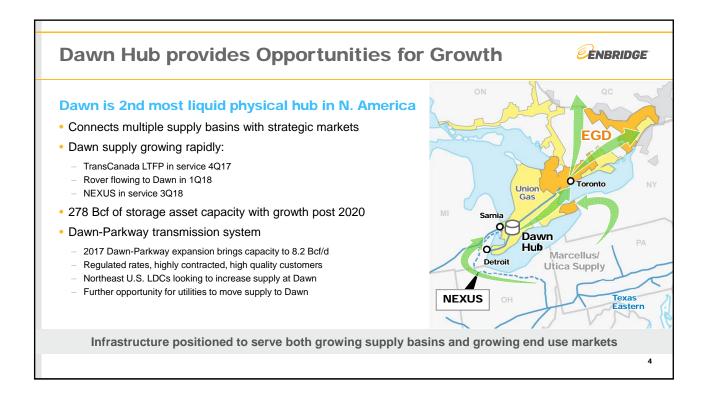
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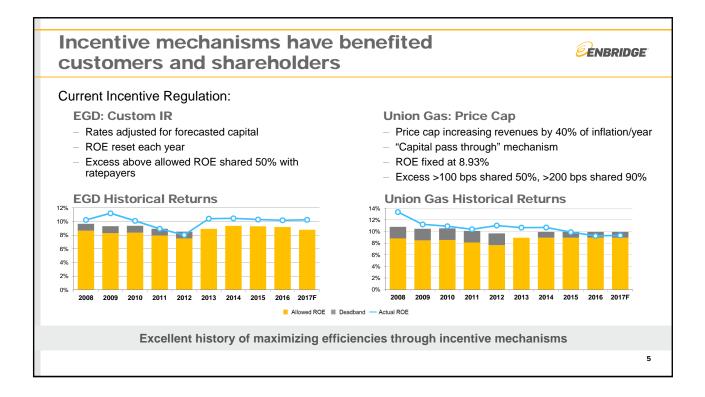


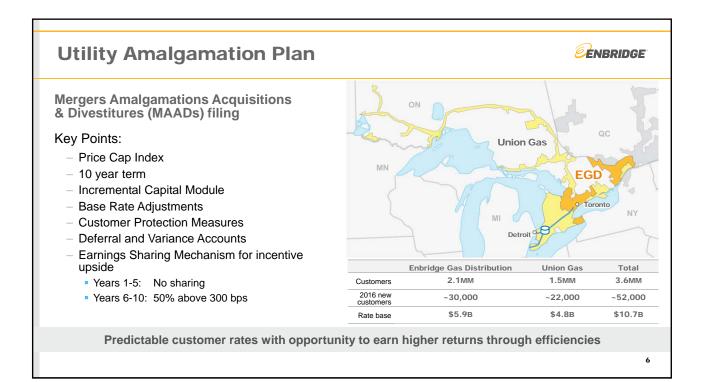


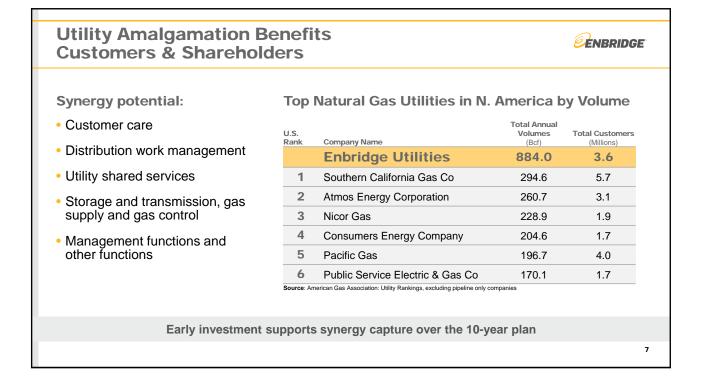


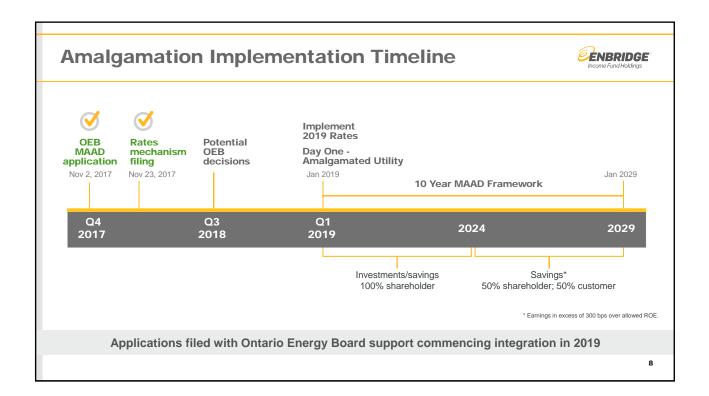








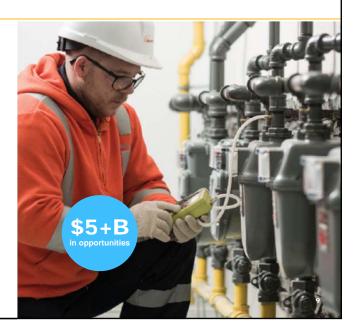


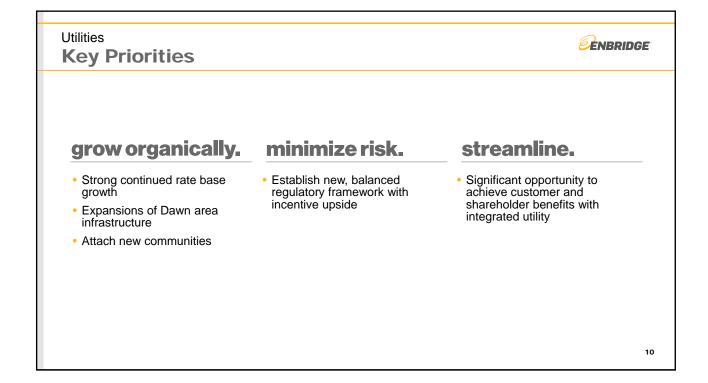


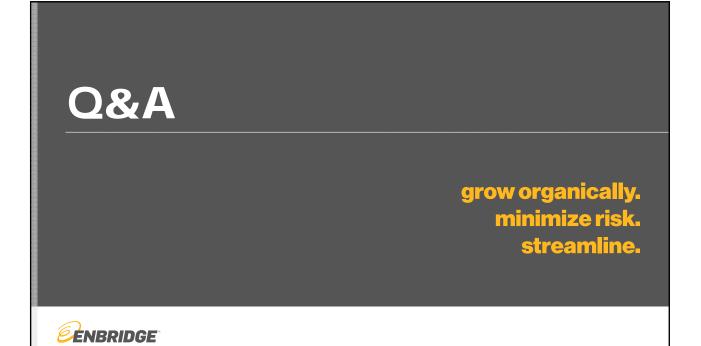
#### **Future Growth**

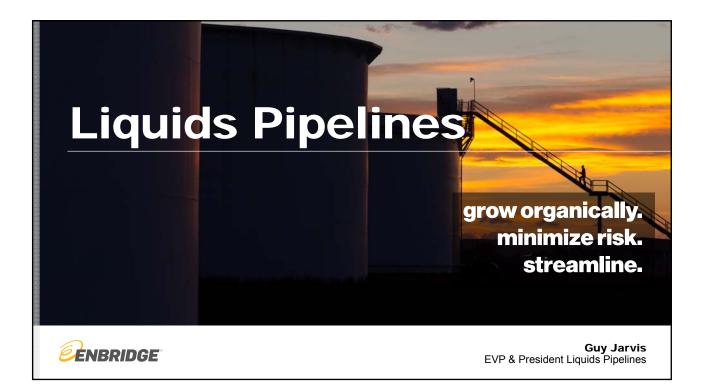
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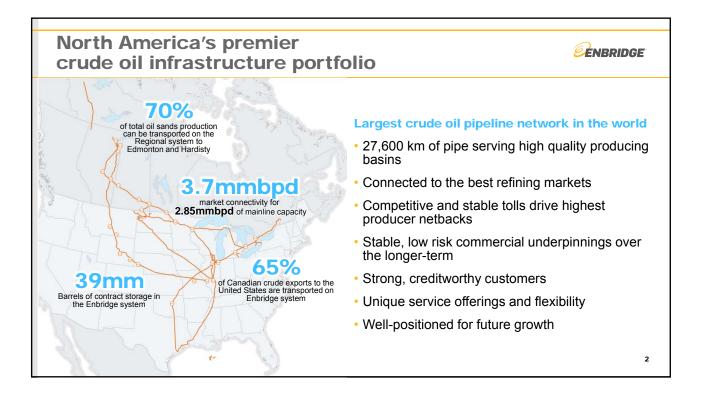
- Rate base renewal and growth:
  - Customer additions 50,000/year
  - Community Expansion
  - \$1 B/year + capital program
  - Continue to optimize infrastructure in amalgamated utility
- Other opportunities:
  - Renewable Natural Gas (RNG)
  - Compressed Natural Gas (CNG)
  - Integrated gas & electric infrastructure
  - Geothermal

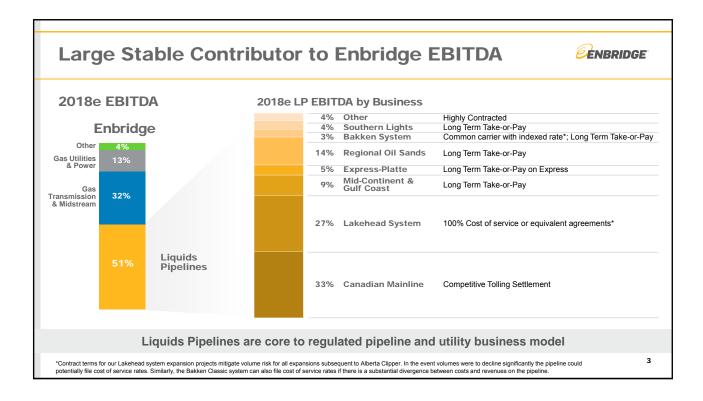


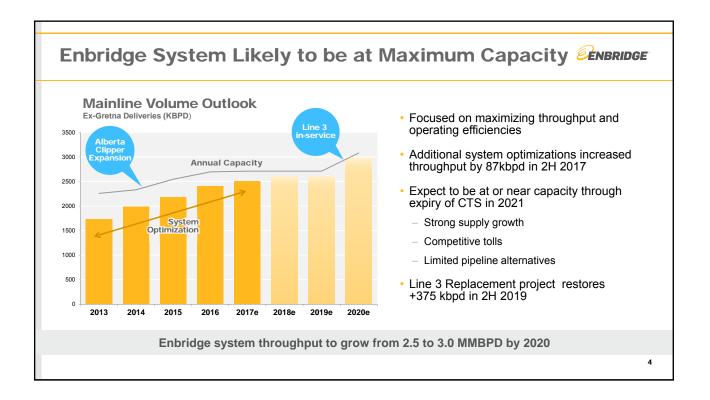


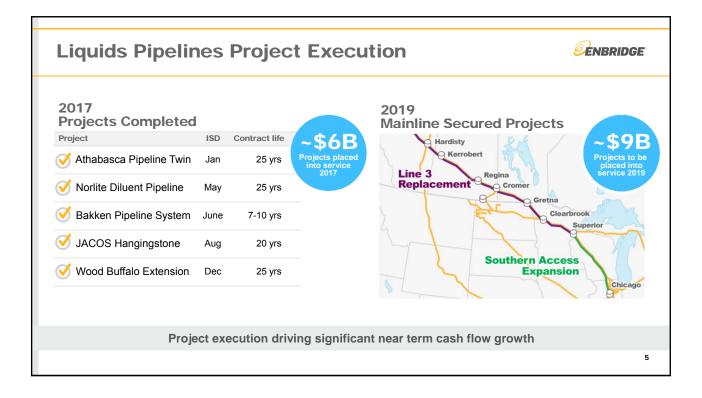


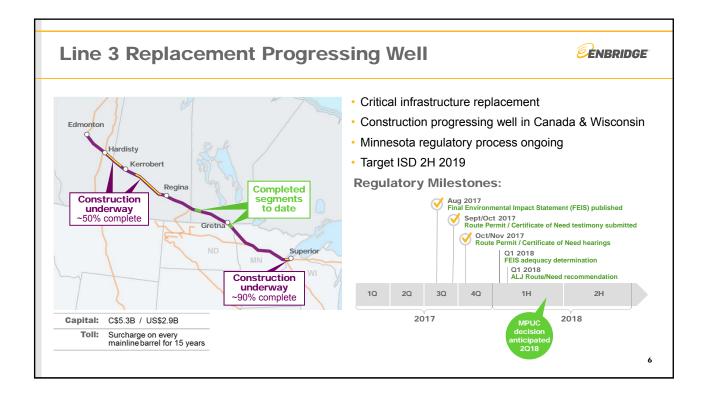


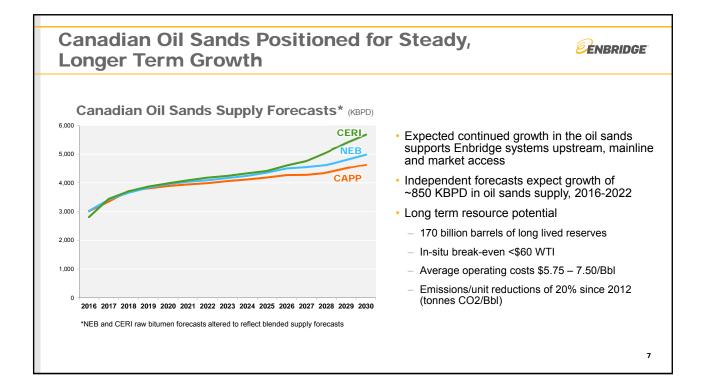


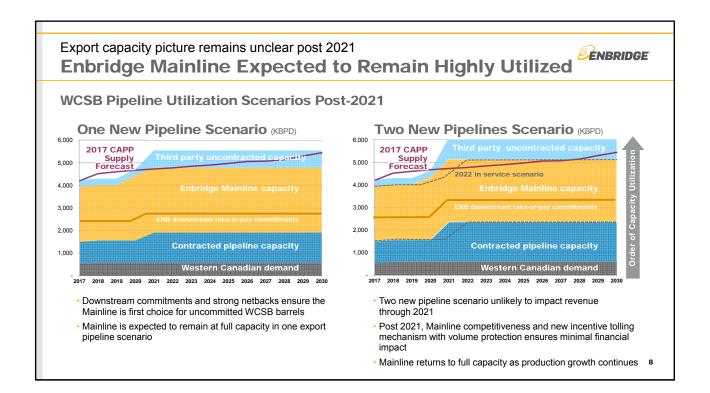




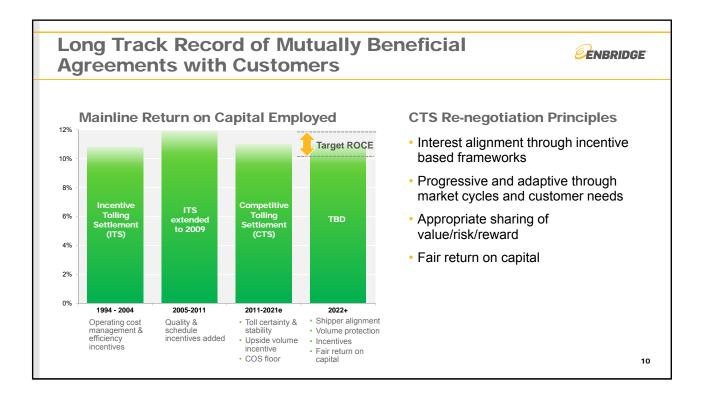




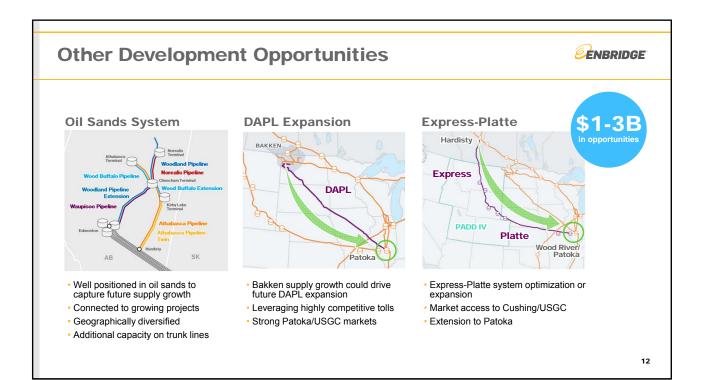




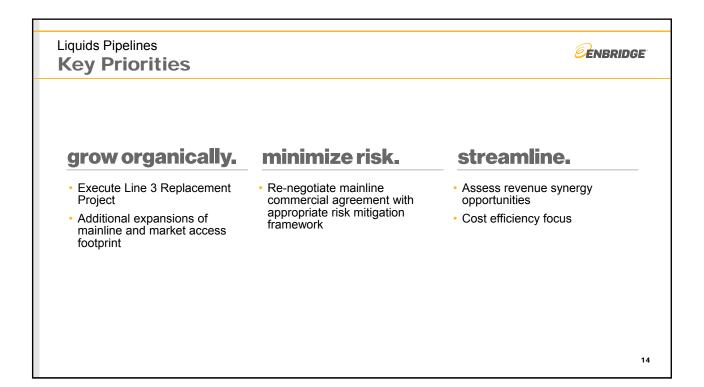


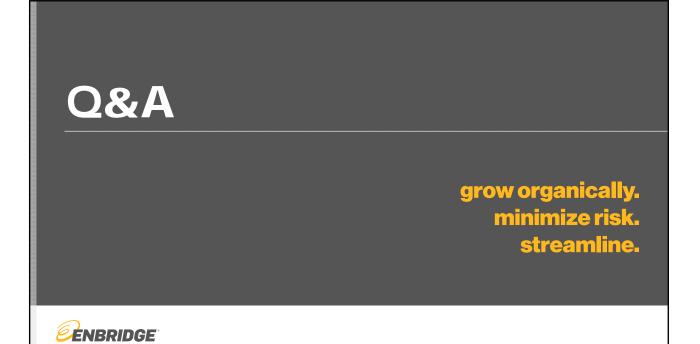








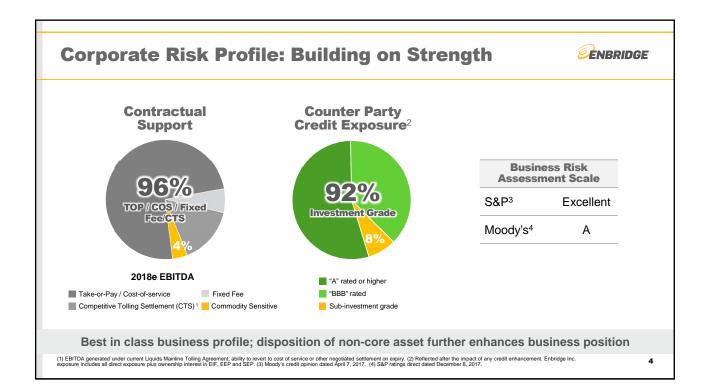


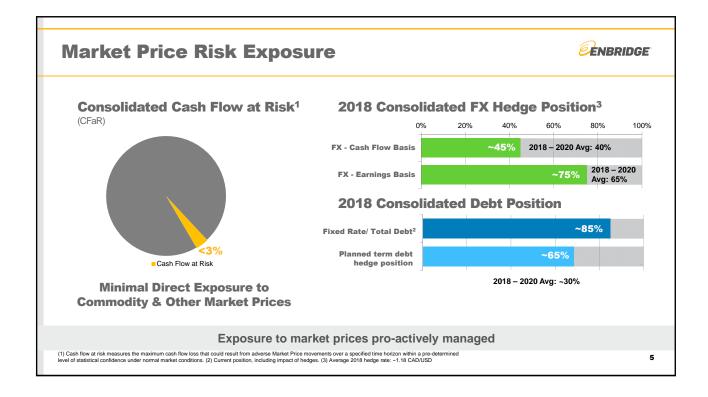


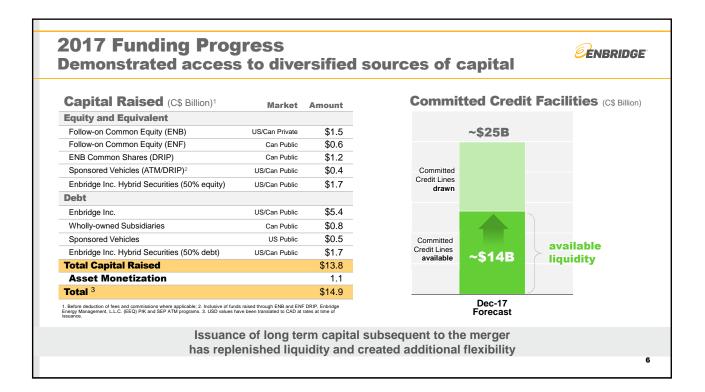


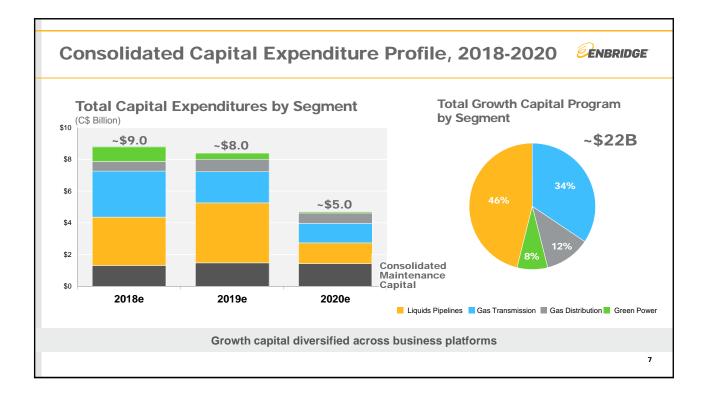


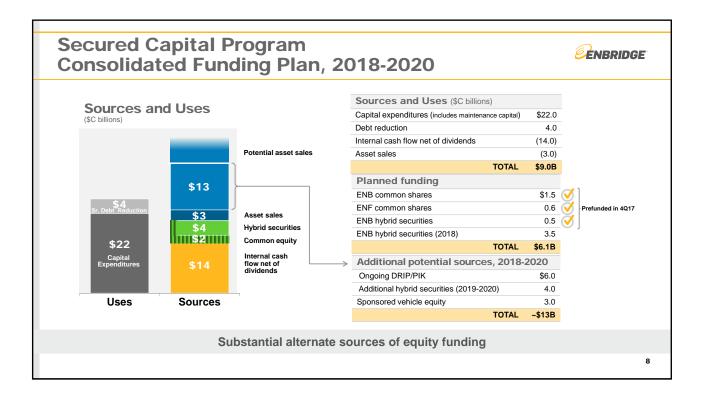


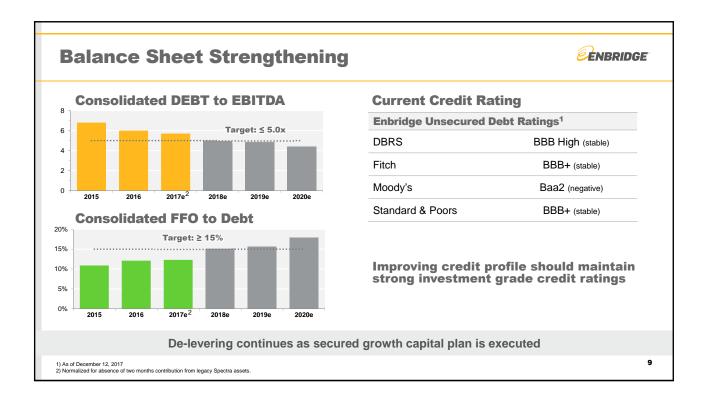




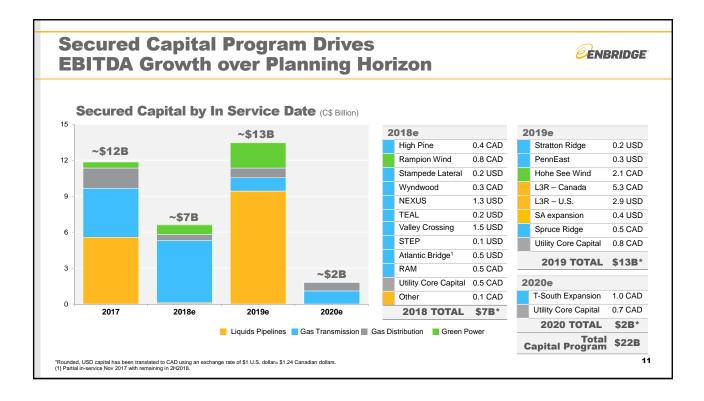


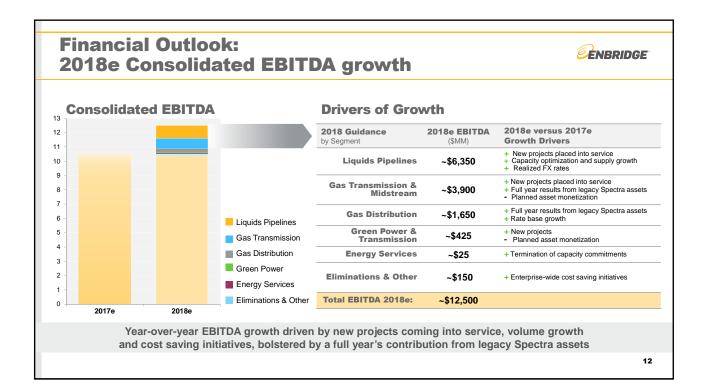






2018 Outlook: Reporting Change	es	<u> </u> <i> e</i> <i> e</i> <i> n</i> <i> b</i> <i> e</i> <i> i</i> <i> b</i> <i> e</i> <i> i</i> <i> b</i> <i> e</i> <i> i</i> <i> i</i> <i> e</i> <i> i</i> <i> i</i> <i> e</i> <i> i</i> <i> i</i> <i> i</i> <i> e</i> <i> i</i> <i> i</i> <i></i>	
	Illustrative Presentation YE 2017		
<ul> <li>ENB will become a U.S. Domestic Filer</li> </ul>	Adjusted EBITDA by Segment		
	Liquids Pipeline	XX	
<ul> <li>File annual report on Form 10-K for YE 2017</li> </ul>	Gas Transmission & Midstream <sup>1</sup>	XX	
<ul> <li>Regular periodic reports thereafter (Form 10-Q, Form 8-K,</li> </ul>	Gas Distribution	XX	
<ul> <li>Prospectus offerings (S-3 Registration Statement)</li> </ul>	Green Power & Transmission	XX	
	Energy Services	XX	
<ul> <li>Business Unit Reporting at EBITDA level</li> </ul>	Eliminations and Other	XX	
	Consolidated Adjusted EBITDA 2018	XX	
<ul> <li>Comparative periods to be conformed</li> </ul>	Reconciliation to ACFFO		
	Adjusted EBITDA		
<ul> <li>ACFFO to be re-labelled Distributable Cash Flow (DCF)</li> </ul>	Maintenance capital	(XX)	
<ul> <li>No changes to calculation or reporting</li> </ul>	Current income taxes	(XX)	
	Financing Costs	(XX)	
	Distributions to non-controlling interests	(XX)	
	Cash distributions in excess equity earnings	XX	
	Other non-cash adjustments	XX	
	ACFFO= DCF	XX	





## Enbridge Inc. Financial Outlook – 2018e Available Cash Flow from Operations (ACFFO)

**EENBRIDGE** 

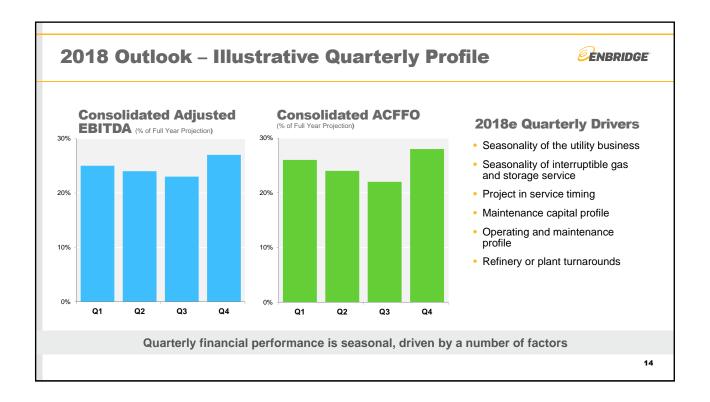
## 2018 Guidance

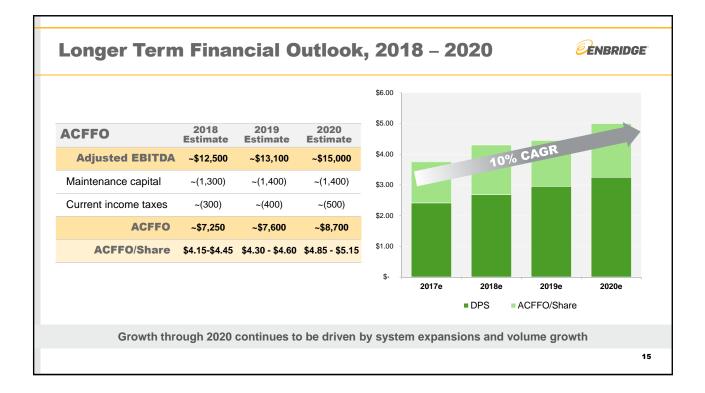
ACFFO	2018 Estimate
Adjusted EBITDA	~\$12,500
Maintenance capital	~(1,300)
Current income taxes	~(300)
Financing Costs	~(3,000)
Distributions to non-controlling interests	~(1,300)
Cash distributions in excess of equity earnings	~350
Other non-cash adjustments	~300
ACFFO	~\$7,250
ACFFO/Share Guidance	\$4.15-\$4.45

## **Key Sensitivities**

Driver	Annualized Base Plan Assumption	ACFFO/ Share
Operations		
LP Mainline Volumes (+/-50 Kbpd)	~2,650 Kbpd Ex-Gretna	~\$0.03
LP Mainline Apportionment (+/-10%) - downstream impacts	15%	~\$0.02
Utility Heating Degree Days-HDD (+/-5%)	~4,000 HDD	~\$0.03
Market Prices - Direct Impa	acts*	
+/- \$0.10/MMBtu Natural Gas Prices	~\$2.95/MMBtu1	< \$0.005
+/- \$1/Bbl NGL Prices	~\$24/Bbl <sup>2</sup>	~\$0.008
+/25% Interest Rates	Current market rates3	~\$0.02
+/- \$.01 CAD/USD	\$1.24	~\$0.015
*Taking into account existing hedges. (1) Henry Hub (US\$/MMBtu) (2) US\$/composite bbl (3) 3M CDOR: 1.8%; 3M LIBOR 1.9%; 10Y GoC 2.3%;	10Y UST: 2.6%	

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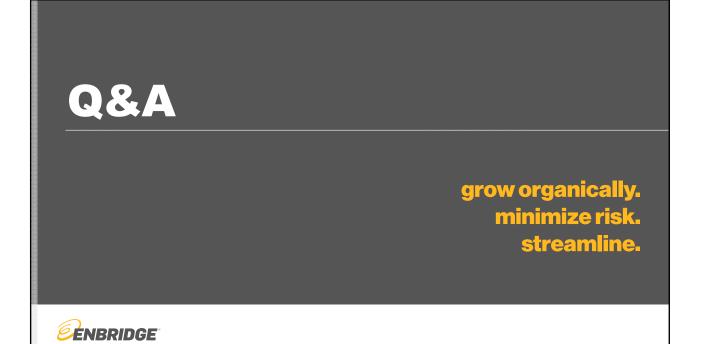
grow organically. minimize risk. streamline.

Distributable Cash Flow	2018e	2019e	2020e	EBITDA G	rowth Dr	ivers
EIPLP Adjusted EBITDA	~\$3,550	~\$3,650	~\$4,350	Liquids Pipeli	nes	++
Maintenance capital	~(80)	~(85)	~(85)	· · ·		
Current income taxes	~(230)	~(300)	~(450)	Gas Pipelines	3	~
Financing Costs	~(550)			Green Power		~
Cash distributions in excess (less than) equity earnings	~50			Cost manage	ment	+
Special interest rights distributions – IDR and Incentive fees <sup>1</sup>	~(250)					
Other non-cash adjustments	~60			Distributi Secured Ca		
nd Group ACFFO	\$2,450 - \$2,650	~\$2,600	~\$2,900			
Fund Group Payout Ratio	80-90%	80-90%	80-90%	2018:	\$2.26 (10	% vs 2017)
Coverage	1.2x-1.3x	1.2x-1.3x	1.2x-1.3x	2019/20	10% Gro	wth

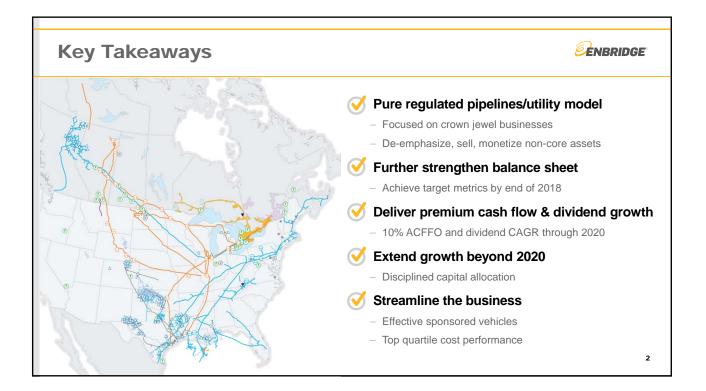
Distributable Cash Flow	2018e	2019e	2020e	DCF Gr	owth Drivers
Ongoing EBITDA	~\$2,300	~\$2,320	~\$2,350	UST Expa	nsion Projects ++
Earnings from equity investments	~(280)	~(215)	~(295)	Lower Mai	intenance Capital +
Distributions from equity investments	~260	~315	~360	Cost management +	
Maintenance capital	~(230)	~(250)	~(200)		
Financing Costs	~(315)				
Distributions to non-controlling interests	~(50)			Distribution Growth Secured Capital Program	
Equity AFUDC	~(45)				
Other	~10			2018:	\$0.0125/qtr <sup>1</sup>
Distributable Cash Flow	\$1,630 - \$1,670	~\$1,730	~\$1,800		(~7% vs 2017)
Coverage	1.1x - 1.2x	1.1x – 1.2x	1.1x – 1.2x	2019/20:	4-6% per year

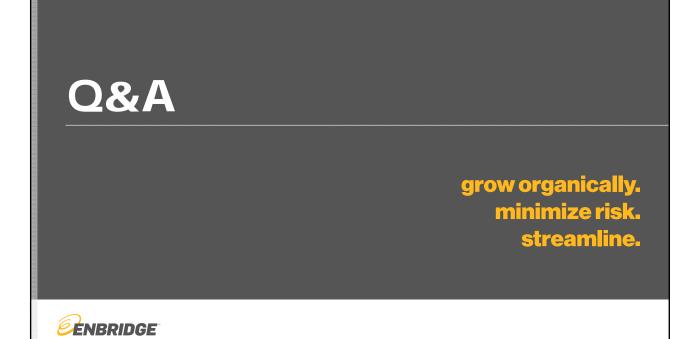
Distributable Cash Flow	2018e	2019e	2020e	<b>EBITDA Growth Drivers</b>	
Adjusted EBITDA	~\$1,680	~\$1,800	~\$2,100	Book value call options <sup>1</sup> ++	
Maintenance capital	~(40)	~(50)	~(75)	Index rates ~	
Financing Costs	~(410)			Cushing storage ~	
Non-controlling interests	~(400)			Cost management +	
Cash distributions in excess (less than) equity earnings	~30				
Allowance for equity during construction	~(60)			DCF Growth/unit Growth	
Distributable Cash Flow	\$775 - \$825	~\$875	~\$1,050	Secured Capital Program	
Distribution Coverage	~1.2x	~1.2x	~1.2x	2018-2020: ~3%	











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**ENBRIDGE** 

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