

### Bridge to the Energy Future











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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/(loss), adjusted earnings/(loss) per share, distributable cash flow (DCF) and DCF per share. 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 Enbridge. 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 the performance of the Company. Adjusted earnings represent earnings attributable to common shareholders adjusted for unusual, non-recurring or non-operating factors in respect of depreciation and amortization expense, income taxes, noncontrolling interests and redeemable noncontrolling interests on a consolidated basis. Management uses adjusted earnings as another reflection 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 the performance and to set its dividend payout target. 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 effor

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. A reconciliation of non-GAAP measures to the most directly comparable GAAP measures is available on Enbridge's website. Additional information on non-GAAP measures may be found in Enbridge's earnings news releases on Enbridge's website and on EDGAR at www.sec.gov and SEDAR at www.secdar.com under Enbridge's profile.



### Agenda

- Quarter Review
- Energy Exports
- New Energies
- Financial Performance





### Our Energy Perspectives

#### **Global Energy Outlook**

- Energy demand is increasing
- Economic growth depends on low-cost, reliable, secure energy supply
- Transition to a low-carbon economy underway
- Existing infrastructure is essential for the transition

#### **Enbridge – Bridge to the Energy Future**

- Differentiated service provider
- Comprehensive ESG & emissions targets
- Deliberate transition of asset mix
- Investing in wind, solar, hydrogen, RNG and CCUS

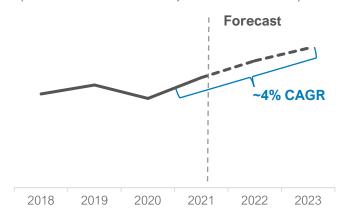
Our differentiated and diversified approach to energy infrastructure is key to sustainable growth



### **Energy Markets**

#### Growing Global GDP<sup>1</sup>

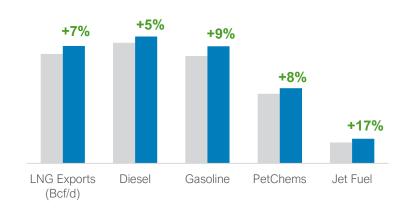
(Indexed Real GDP<sup>1</sup> Sept. 2021 Forecast)



- 4% average annual GDP growth through 2023
- Global growth driven by low-cost, reliable and secure energy supply

#### Growing Oil & Gas Demand<sup>2</sup>

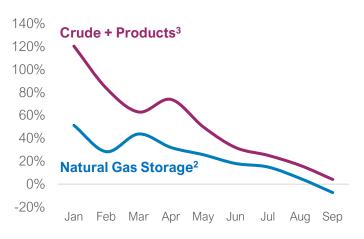
(2021 Global Demand vs. 2020)



- Natural gas in high demand supported by growing LNG trade
- Crude oil demand in 2022 expected to exceed pre-pandemic levels

#### **Tight Inventory Balances**

2021 % of 5-year range for N.A. & Europe



- Under-investment driving inventories to near 5-year lows
- Replenishing inventories and supply growth will take time

#### Sustainably produced conventional energy is critical to the global economy

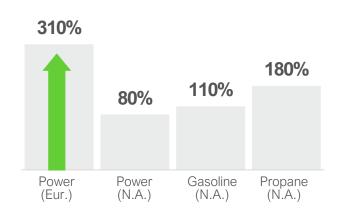


### Consumer and Industrial Impacts

#### Underinvestment driving energy costs higher...

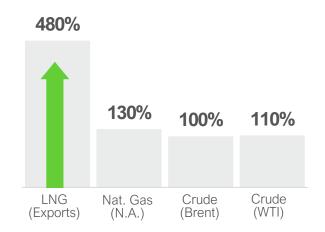
#### Consumers

Year-over-year price increase as of Oct 2021<sup>1</sup>



#### Industry

Year-over-year price increase as of Oct 2021<sup>1</sup>



- Retail & wholesale prices rising as demand outpaces energy supply
- Intermittent energy sources unable to meet incremental demand

#### and, compromising reliability



#### China

- Power rationing & rolling brownouts
- Increased coal fired generation



#### **Europe**

- Increased coal fired generation
- Gasoline & diesel shortages



#### **United States**

- California natural gas generation at full capacity
- Northeast and Midwest inventory concerns for winter heating
- Record diesel generator sales

Energy transition must sustain affordable and reliable energy supply, while lowering emissions across the energy value chain



### Q3 Highlights

<b>⊘</b> Operational	<ul> <li>Robust system-wide utilization</li> <li>Integrity and maintenance programs progressing</li> </ul>
<b>✓</b> Financial	<ul> <li>Strong Q3 financial results</li> <li>On track to achieve 2021 full-year EBITDA and DCF/share guidance</li> <li>Maintained balance sheet strength and flexibility</li> </ul>
<b>Execution</b>	<ul> <li>~\$8B of projects placed into service<sup>1</sup>; on track for ~\$10B in 2021</li> <li>Line 3 Replacement and Southern Access Expansion placed into service on Oct. 1</li> <li>T South and Spruce Ridge expansions fully in service Nov. 1</li> </ul>
<b>Growth</b>	<ul> <li>Advanced USGC strategy with acquisition of the Ingleside Terminal</li> <li>Commissioned North America's first utility scale H<sub>2</sub> blending facility</li> <li>Established New Energies Team and additional strategic low-carbon partnerships</li> </ul>

Advancing 3-Year Plan priorities; well-positioned for 2022 and beyond



### Liquids Pipelines: Line 3 Replacement



- Critical safety and reliability project
- Minnesota section placed into service Oct. 1
  - Restores Line 3 capacity to 760 kbpd
- Southern Access Expansion to 1.2 mmbpd in-service (Superior to Chicago)
- Unprecedented Indigenous participation with ~2,000 workers and >\$900MM of spend
- US\$0.935/bbl surcharge<sup>1</sup>
  - ~\$200 MM of EBITDA contribution expected in 2021
- Supports future market access expansions

Line 3 Replacement improves the safety and reliability of our system



### Liquids Pipelines: Great Lakes Tunnel

#### Critical Energy Delivery Infrastructure



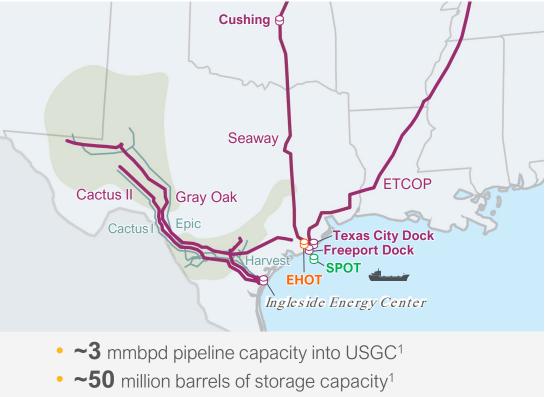
- Comprehensive environmental protections in place
- Provides 45% of region's<sup>1</sup> gas, diesel, jet fuel and propane
- Supplies 55% of Michigan propane demand
- Ships 80% of Michigan-produced crude



Investing in new infrastructure to protect the environment and meet essential energy needs



### Liquids Pipelines: U.S. Gulf Coast Strategy



Light Crude Oil

**Heavy Crude Oil** 

Meet growing global demand for light crude oil

Delivering Canadian supply to USGC refiners

Integrated heavy crude storage/blending hub

Waterborne export optionality

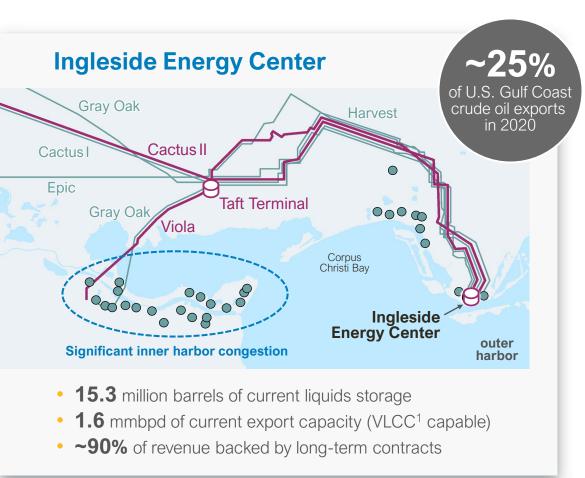
- Waterborne export links to diversified low-cost supply
- Ownership in premier export facility & feeder system

• ~3 mmbpd of operating export loading capacity<sup>1, 2</sup>

Disciplined and gradual build out of strategic Gulf Coast infrastructure position



### Liquids Pipelines: Moda Midstream Acquisition



#### **Strategic Export Infrastructure**

- Unparalleled connectivity to long-lived, low-cost light supply
- Contracted cash flows aligned with low-risk business model
- Accretive to financial outlook
- ✓ Best-in-class ESG profile

#### **Additional Assets**

Cactus II Pipeline	<ul> <li>20% ownership in 670 kbpd pipeline from Permian</li> </ul>
Taft Terminal	<ul> <li>350 thousand bbl storage tank connecting intrastate pipelines and inner harbor<sup>2</sup></li> </ul>
Viola Pipeline	<ul> <li>100% owned, 300 kbpd pipeline connects Permian &amp; Eagle Ford long-haul pipelines</li> </ul>

Immediately accretive acquisition of premier light oil export terminal with strong organic growth outlook

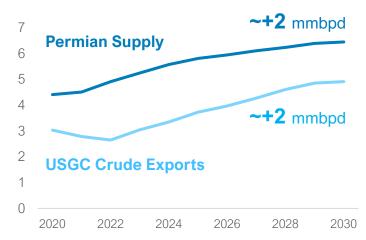
(1) Very large crude carrier (2) 100% ownership



### Liquids Pipelines: Export Growth Outlook

### Growing Permian Supply & Exports<sup>1</sup>

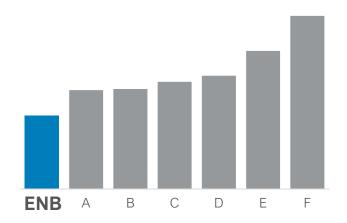
(mmbpd)



- >70 billion barrels of recoverable, low-cost Permian reserves<sup>2</sup>
- Basin underpinned by large, well-capitalized producers

### Most Competitive Export Facility<sup>3</sup>

Loading Cost (\$/bbl)



- Lowest basin-to-water costs
- VLCC loading rates & outerharbor location ensure fastest turnaround times

### Embedded Organic Growth Opportunities

Loading	<ul> <li>Contract 600+ kbbls/d of existing capacity</li> </ul>
Capacity	<ul> <li>Permitted for further expansion of 300 kbbls/d</li> </ul>
Storage	<ul> <li>~5.5 mmbbls of permitted expansion potential</li> </ul>
Low	<ul> <li>Up to 60 MW of co-located solar facilities</li> </ul>
Carbon	<ul> <li>Ideally located for hydrogen, ammonia &amp; CCUS</li> </ul>

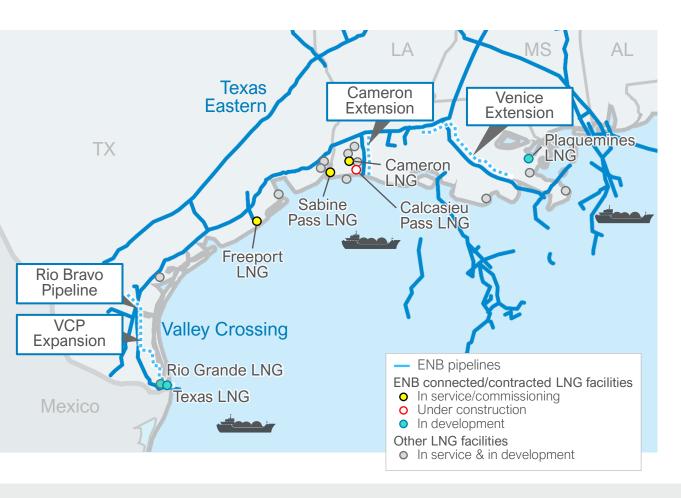
- >\$1B of follow-on capital efficient organic growth opportunities
- Terminal and location suitable for low carbon fuel and CCUS

Embedded organic growth drives further cash flow expansion and value creation

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### Gas Transmission: LNG Export Connections



- Supply 3 USGC LNG export facilities
  - Annual deliveries doubled to ~1Bcf/d since 2019.
- Additional connections planned or underway

#### **Under construction**

Cameron Extension (US\$0.1B, 2021 ISD)

#### **Greater than US\$2B in development**<sup>1</sup>

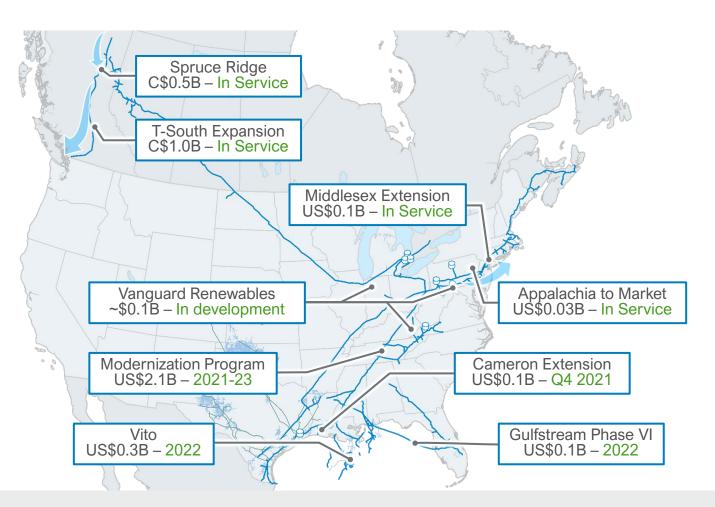
- Rio Bravo Pipeline
- VCP Expansion
- Venice Extension

Strongly positioned to benefit from new LNG export facilities in the USGC

(1) Subject to FID of LNG facility



### Gas Transmission: Project Execution



#### Westcoast:

 T-South Reliability and Expansion Program & Spruce Ridge Project provide +590 MMcf/d of firm capacity<sup>1</sup>

#### U.S. Northeast:

- Middlesex Extension & Appalachia to Market underpinned by capacity commitments
- Enhance supply reliability, optionality & capacity for customers while leveraging existing infrastructure

#### Modernization Program:

- Replacement of aging compressor stations
   & integrity investments
- Texas Eastern rate case filed Sept. 30

#### **RNG** Development:

 Up to 8 RNG facilities under development with Vanguard Renewables

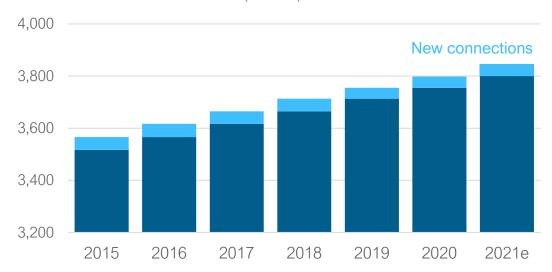
Executing on \$5B North American-wide system expansion and modernization programs



### Gas Distribution: Project Execution

#### Visible Franchise Growth

Total EGI Natural Gas Connections (in '000s)



- Natural gas provides affordable and reliable supply
- On track for ~45k new customers additions in 2021
- Highly visible in-franchise growth

#### **Community Expansions**



- 27 new community connections
- Ontario Government subsidizing capital investments
- Reinforces long-term commitment to natural gas

Executing ~\$3B utility capital program through 2023



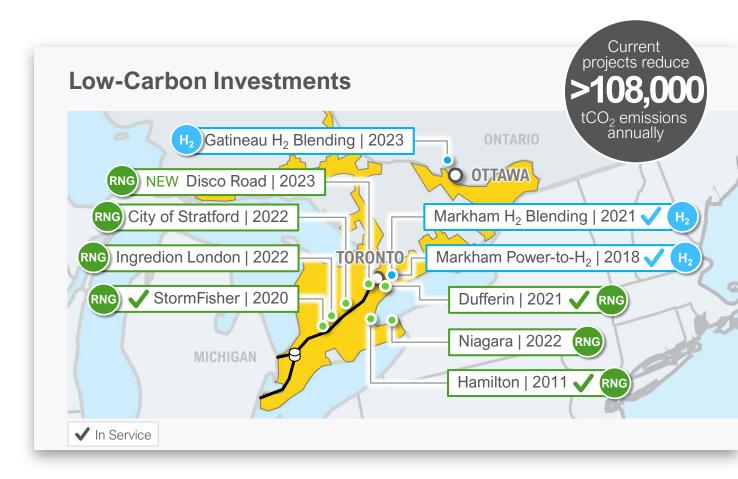
### Gas Distribution: Low-Carbon Update

#### Renewable Natural Gas

- 3 projects currently in service
- 4 additional projects in construction
- Developing 10-15 opportunities across Canada

#### Hydrogen Blending

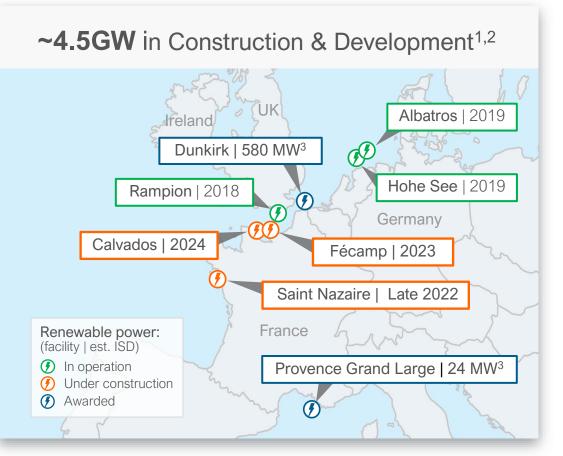
- Commissioned Markham H<sub>2</sub> blending facility
  - 2% H<sub>2</sub> blended into natural gas stream
  - Extension of existing Power-to-H<sub>2</sub> facility
- Gatineau H<sub>2</sub> blending assessment underway



Executing low-carbon investments within low-risk utility commercial model



### Renewables: Offshore Project Execution





#### Saint Nazaire 480 MW (122 MW net)

- 35 of 80 foundations installed
- On track for late 2022 ISD



#### Fécamp 497 MW (89MW net)

- Foundation fabrication underway
- On track for 2023 ISD



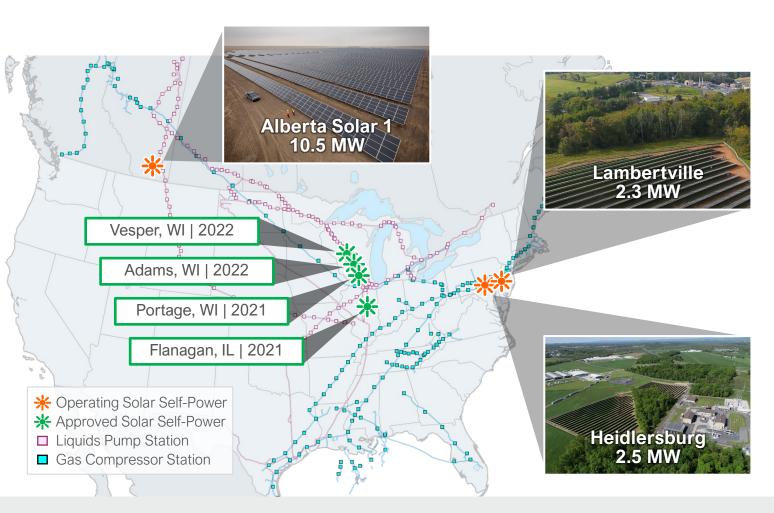
#### Calvados 448 MW (97 MW net)

- Substation platform & cable manufacturing
- On track for 2024 ISD.

Offshore renewable projects progressing on budget and on schedule



### Renewables: Solar Self-Power



- ~55 MW of generation in operation & under construction
  - 3 in service
  - 4 under construction
  - − ~70 ktCO<sub>2</sub>e year 1 GHG reduction
- Near-term potential for additional 10-15 projects
- \$0.5B potential capital spend through 2023

Leveraging our renewable capability to reduce system emissions and lower power costs



### New Energies Strategy Update

Execute on Embedded Low-Carbon Growth

	RNG	$H_2$	CCUS
Liquids Pipelines		<b>②</b>	
Gas Transmission		<b>②</b>	
Gas Distribution		<b>②</b>	<b>②</b>
Renewable Power		<b>②</b>	

Dedicated New Energies Team Strengthens Focus

#### **Renewable Power**

- European offshore wind
- Solar self-power
- Onshore wind/solar



#### **New Energies**

- Hydrogen
- Renewable natural gas
- Carbon capture (CCUS)

### Strategic Partnerships Bring Technology and Capabilities



Develop N.A. low-carbon solutions across H<sub>2</sub>, RNG, CCUS. & Renewables



Apply Svante's innovative CCUS technology across multiple industries



COMCOR

**Canada:** Develop RNG projects leveraging partnership technology, landfill rights and deep experience



**U.S.:** Develop RNG projects in Midwest & Northeast, building on Vanguard's leading RNG position

Capturing low-carbon opportunities embedded across each of our businesses



### Financial Dashboard

Strength and Flexibility		
Credit Metrics	BBB+ Ratings Reaffirmed	
Asset Sales <sup>1</sup>	~ <b>\$9B</b> since 2018	
Available Liquidity	~\$10B at Q3, 2021	

Cash Flow Resilience		
Investment Grade Customers <sup>2</sup>	95% of customers	
Percent Regulated, Take-or-pay, CTS <sup>3</sup>	98% of EBITDA	
Commercial Inflation Protections	80% of EBITDA	

Predictable Growth		
\$13.9- 14.3B of EBITDA		
~\$10B in 2021		
<b>\$5-6B</b> 2022+		

Execution on financial priorities provides a solid foundation for 2022+ growth



### Q3 2021 Financial Results

	Q3		YTD	
(\$ Millions, except per share amounts)	2021	2020	2021	2020
Liquids Pipelines	1,898	1,732	5,623	5,395
Gas Transmission & Midstream	986	945	2,928	3,017
Gas Distribution & Storage	296	315	1,403	1,330
Renewable Power Generation	89	93	356	361
Energy Services	(116)	(110)	(277)	(37)
Eliminations and Other	116	22	281	6
Adjusted EBITDA <sup>1</sup>	3,269	2,997	10,314	10,072
Cash distributions in excess of equity earnings	52	197	248	479
Maintenance capital	(142)	(256)	(412)	(595)
Financing costs	(757)	(815)	(2,251)	(2,425)
Current income tax	(89)	(83)	(210)	(325)
Distributions to Noncontrolling Interests	(66)	(68)	(207)	(232)
Other	23	116	72	257
Distributable Cash Flow <sup>1</sup>	2,290	2,088	7,554	7,231
DCF per share <sup>1</sup>	1.13	1.03	3.73	3.58
Adjusted earnings per share <sup>1</sup>	0.59	0.48	2.06	1.86

#### **Quarterly Drivers**

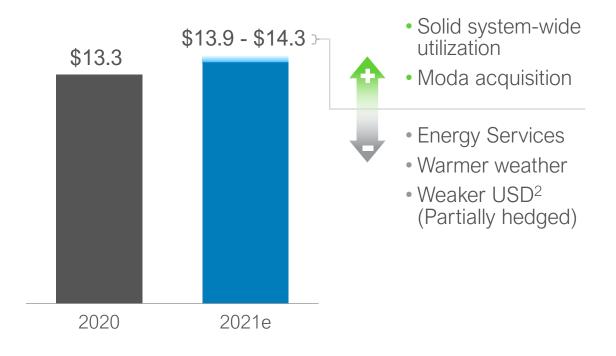
- ↑ Strong performance across business units
- ↑ Mainline volume recovery
- Challenging Energy Services conditions
- ◆ Weaker USD currency
  - Operating segment impacts; partially offset by hedging program
  - ↑ Lower USD currency interest expense
- ↑ Lower utility maintenance spending
- ↑ Interest cost savings
- ◆ Absence of significant MURs<sup>2</sup> in Other

#### Robust operational performance drives strong financial results

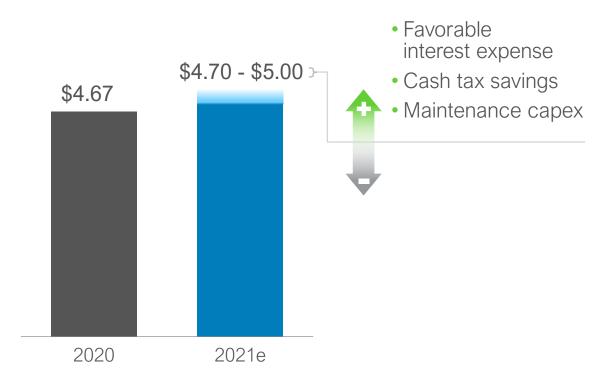


### 2021 Financial Outlook

#### EBITDA Guidance<sup>1</sup> (\$B)



#### DCF/share Guidance<sup>1</sup>

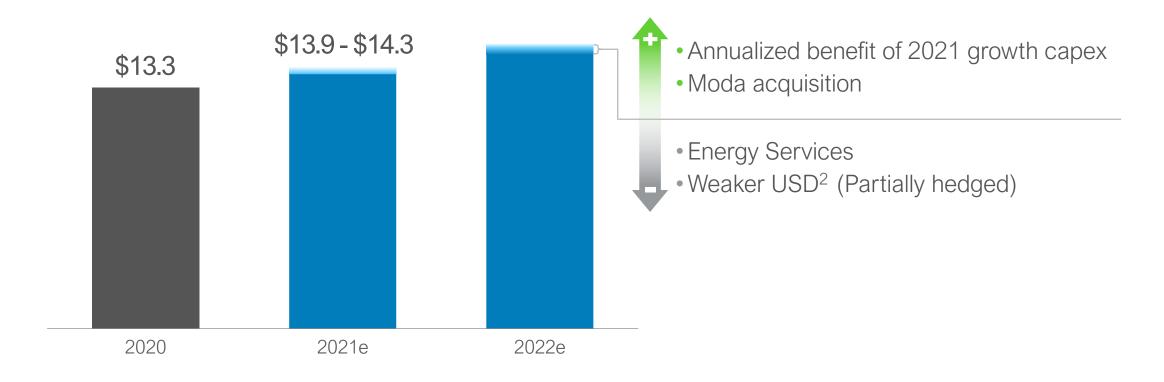


On track to meet 2021 full year EBITDA and DCF guidance



### Preliminary 2022 Outlook

#### EBITDA Outlook<sup>1</sup> (\$B)

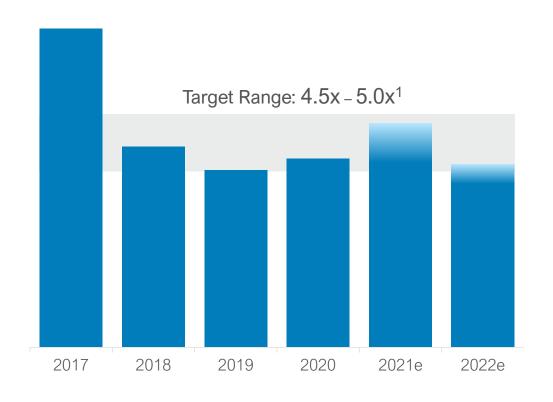


Roll out of 2022 guidance and 3-year strategic plan priorities at Enbridge Day



### Strong Financial Position

#### Debt/EBITDA



- 2021 financing plan completed at attractive rates
  - Includes \$2.4B of sustainability-linked bonds
- Expect to exit 2021 within target D/EBITDA range
- 2022 expected to be at low end of target range
  - EBITDA contributions from growth capital placed into service in 2021
  - \$1.1B Noverco sale to close late 2021 or early 2022
  - Full year contributions from Moda acquisition

Increasing financial flexibility through 2021 secured growth execution and asset sales

(1) Debt to EBITDA for trailing twelve months



### Capital Allocation Priorities

- Preserve Financial Strength
- Strong BBB+ credit ratings
- Maintain debt-to-EBITDA within 4.5-5.0x

- Sustainable Dividend Growth
- Targeting mid-point of 60-70% DCF<sup>1</sup> payout range
- Grow ratably up to the level of medium term DCF/share growth
- Further Organic Opportunities
- Enhance existing returns (low/no capital)
- Organic growth capital
- Alternatives (share buybacks, deleveraging, asset acquisitions)

### ~\$5-6B of Annual Investable Capacity<sup>2</sup>

#### **Incremental Capacity:**

- Share buybacks
- · Further organic projects
- Debt reduction
- Asset acquisitions

#### High Priority Investments:

- Low capital intensity expansions & optimizations
- Modernizations

~\$2B

~\$3-4B

#### Disciplined approach to capital allocation will maximize shareholder returns



### Annual Investor Day

# Enbridge Day 2021

#### Toronto, ON

(In-Person Event, with Live Video Webcast)

Tuesday, December 7

- 3-year plan strategic priorities
- 2022 financial guidance & dividend
- Capital allocation & growth outlook



### Takeaways

- ✓ Delivering on strategic priorities
- ✓ On track to achieve 2021 guidance range
- ✓ Positioned for growth conventional & low-carbon

#### **3-Year Plan Priorities**

**Enhance Returns from Existing Business** 

**Execute Secured Capital Program** 

Disciplined Capital Allocation

2021 is a catalyst year that will create significant opportunity going forward

## Q&A

