

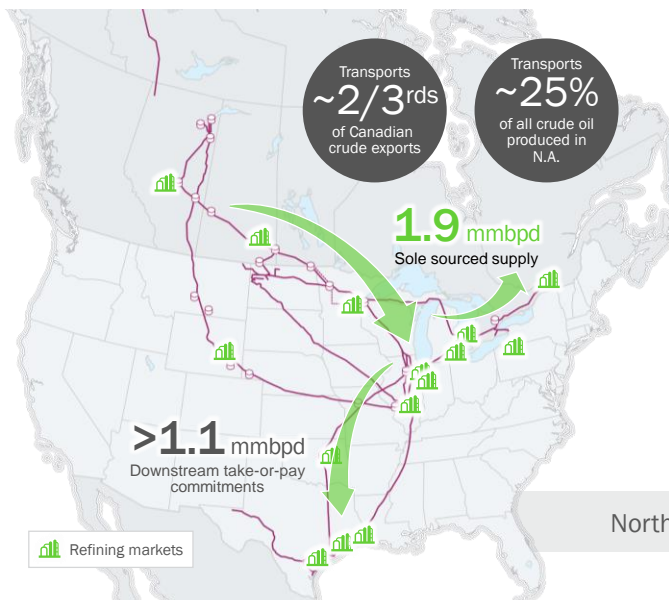
Liquids Pipelines

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President & COO, Liquids Pipelines



Premier Liquids Pipeline Franchise



Best in Class Assets

- Integrated North American system
- Demand pull pipelines connect premium markets
- Access to all major supply basins

2019 Accomplishments

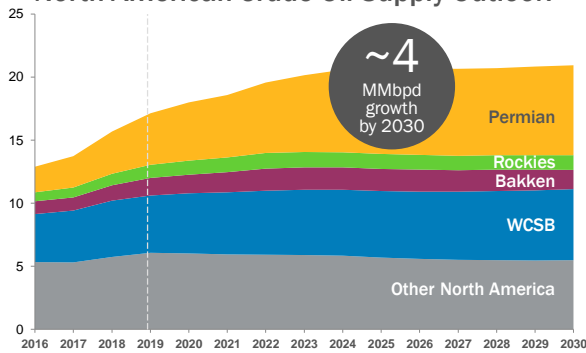
- ✓ Record operating performance
- ✓ ~100kbpd Mainline optimizations
- ✓ Line 3 Canada in commercial service Dec. 1
- ✓ Initiated Mainline contracting process

North America's leading liquids pipelines network

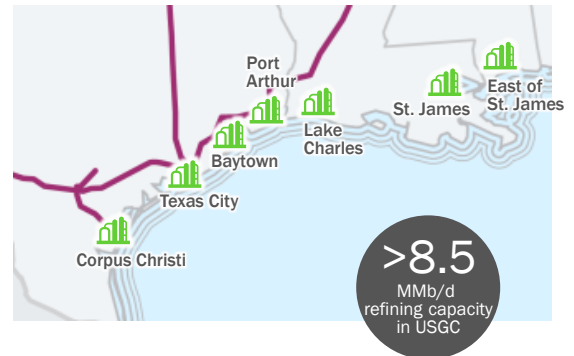
Strong Crude Oil Supply Fundamentals



North American Crude Oil Supply Outlook



USGC Refining Capacity



Growing crude oil supply increasingly directed to the USGC for both refining and export

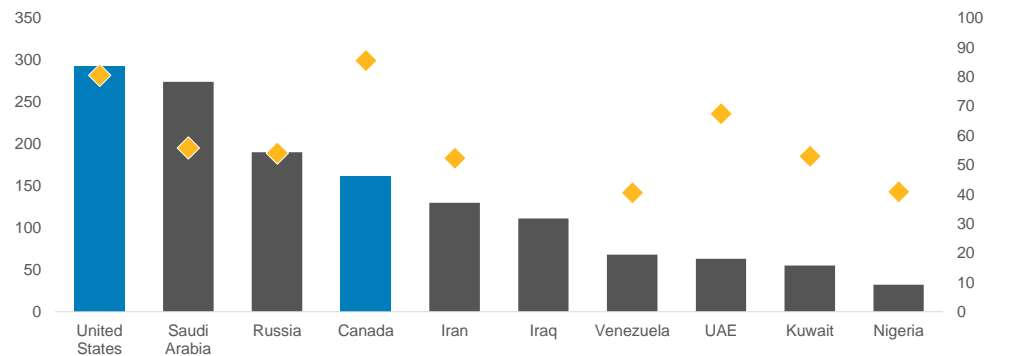
Source: Wood Mackenzie Inc.

North American Oil is in the World's Best Interest



Recoverable oil by nation

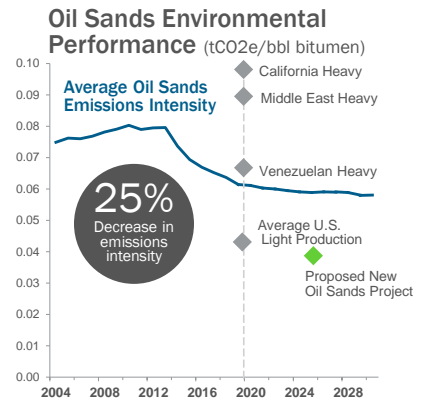
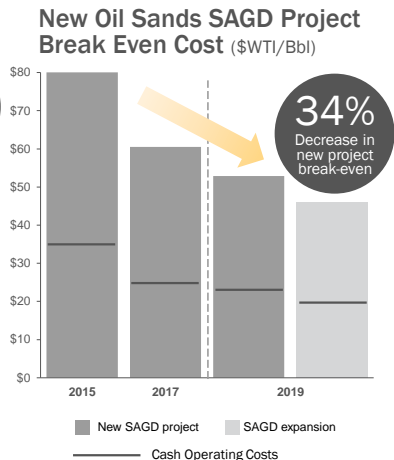
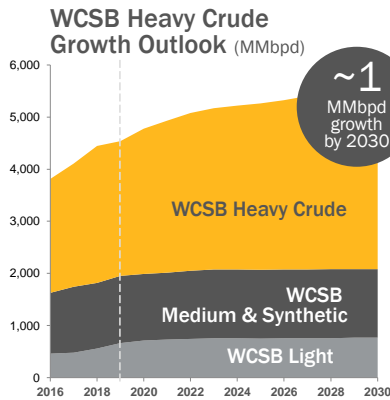
(billion barrels)



U.S and Canada have large recoverable resources and are among the most sustainably developed

Sources: ESG Scores – aggregation using an equal weighting (1/3) for each of Yale Environmental Performance Index, Social Progress Index and World Bank Governance Index. *Complete aggregated ESG data unavailable for Iraq. Reserves - Rystad

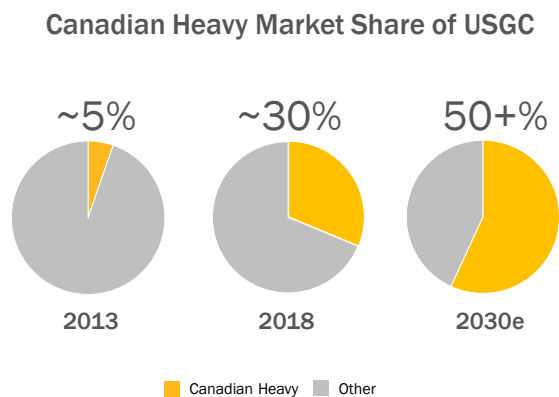
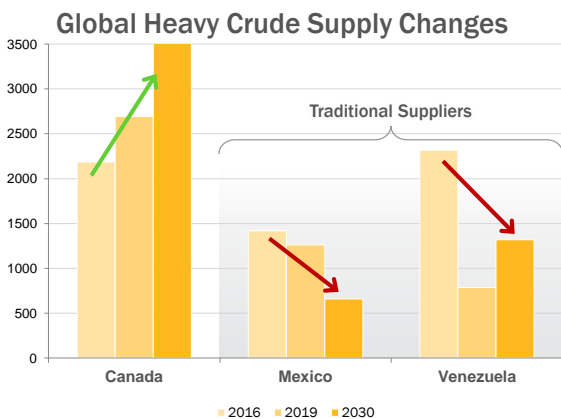
WCSB Heavy Crude Fundamentals



WCSB sustainability and growth supported by advancement in cost efficiencies & environmental performance

Source: Wood Mackenzie Inc, CERI, IHS, Enbridge estimates

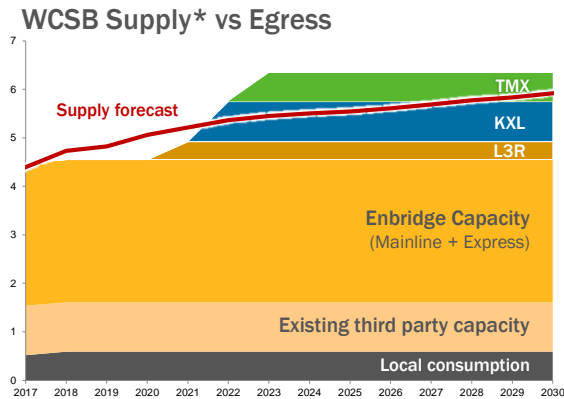
USGC Heavy Oil Supply & Demand



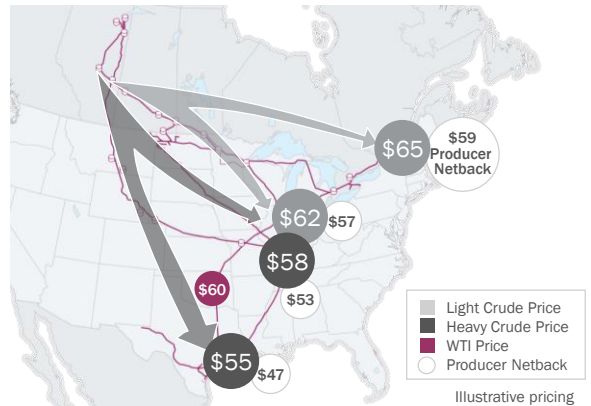
Falling Mexican/Venezuelan production presents opportunity for WCSB heavy to meet strong USGC demand

Source: Wood Mackenzie Inc., Rystad, Enbridge estimates

WCSB Egress & Producer Netbacks



Premium Markets on Enbridge System



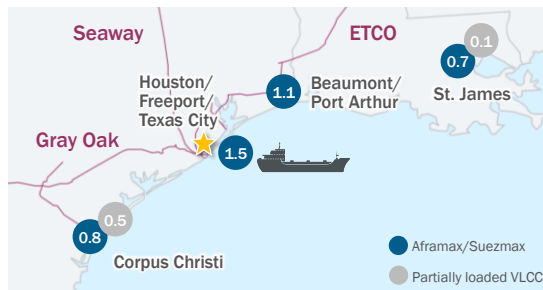
Enbridge system delivers heavy and light barrels to premium markets

Source: Wood Mackenzie Inc. *Supply includes NGL, U.S. receipts, and Refined Products but does not reflect AB curtailment

Crude Oil Export

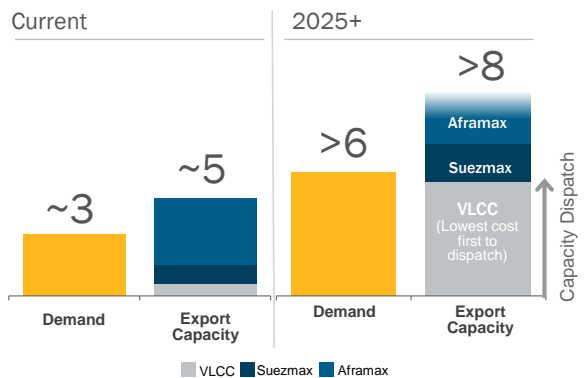


Current USGC Export Facility Capacity (MMbpd)



- Inefficient current export infrastructure
- VLCC required to facilitate improved economics to Asia
- Freeport/Houston ideally located for VLCC exports

USGC Export Outlook (MMbpd)



Opportunity to develop VLCC loading and terminaling assets to serve growing exports

Source: Wood Mackenzie Inc, EIA, Enbridge estimates

Focused on Community & Indigenous Engagement

Engagement Model



- Community engagement focused on alignment with local stakeholders
- Evolution to ongoing community presence
- Increased participation

L3R Success in Canada



“Enbridge addressed our concerns and supported our aspirations by investing in our people and working with us to improve our infrastructure and enhance social programs.”
 Select Canadian First Nations Leaders, Open Letter, Aug 2019

L3R Success in Minnesota



Fond du Lac Band of Ojibwe: Extension of easement to 2039
Leach Lake Band of Ojibwe: Accommodation of re-route around reservation led to support at MPUC

Enbridge’s local stakeholder engagement strategy underpins successful project execution

Liquids Pipeline - Strategic Priorities

Optimize the Base Business

- Increase system efficiency
- Execute Mainline contracting
- Execute 2020 Mainline system capacity optimizations
- Cost management

Execute Secured Capital Program

- Place Line 3 replacement into service in the U.S.
- Place Southern Access Expansion to 1.2MMbpd into service

Grow Organically

- Enhance and extend liquids value chain:
 - Expand regional gathering systems
 - Further Mainline optimizations
 - Expand Market Access pipelines
 - Advance USGC value chain extension

Focus on expansion and optimization of existing assets and extension of value chain into USGC

Significant Revenue and Cost Efficiencies

Revenue Growth

- Toll escalators and contact ramps
- System optimizations



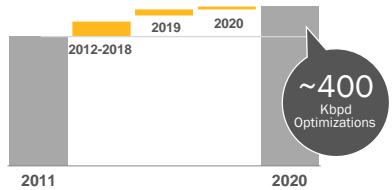
Cost Management

- Supply chain efficiencies
- Power cost management
- Streamline operations



Optimizing the Base
~2%
DCF per year

Low cost Mainline optimizations



A range of initiatives will drive total annual base business growth of ~2% DCF per year

Attractive Mainline Term Contract Offering



Shipper Benefits	Cost of Service	Incentive Tolling Agreements (ITA)	Competitive Toll Settlement (CTS)	Term Contract Offering
Capacity Optimization Incentives	✗	✗	✓	✓
Cost Management Incentives	✗	✓	✓	✓
Toll Certainty	✗	✗	✓	✓
Crude Quality Levels	✗	✓	✓	✓
Priority Access Available	✗	✗	✗	✓

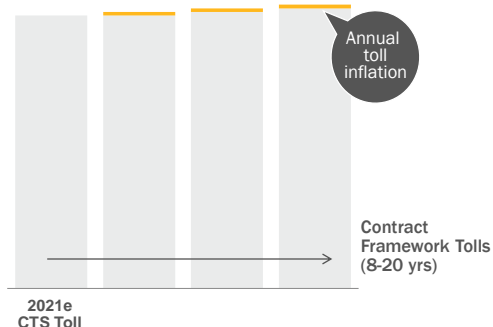
Term contract offering fully aligns with shipper interests; Moving forward with application to the CER

Mainline Term Contract Application

Shipper & Public Interest Benefits

- Competitive and stable tolls
- Open access for all shippers
- Long-term demand for WCSB crude
- Strong netbacks for producers
- Future expansion capability
- Provides Mainline financial stability

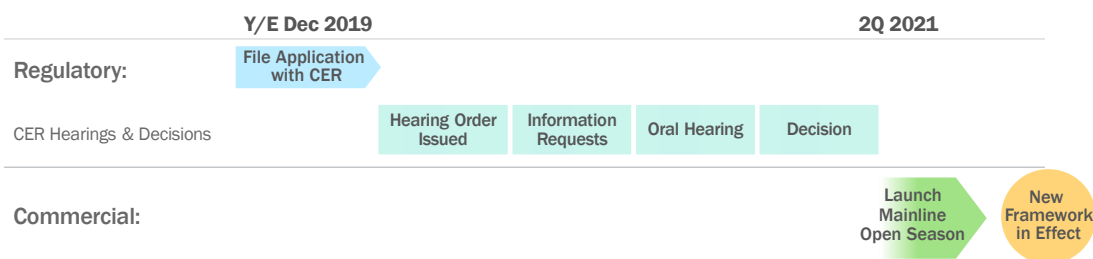
Average Contract Tolls Similar to CTS Exit Rate Toll



Enbridge's application will be compelling, well supported, with clear benefits to shippers and the public

Mainline Contracting Next Steps

Estimated Process Timeline:



Enbridge expects a thorough and fair regulatory process; remains committed to contracting the Mainline

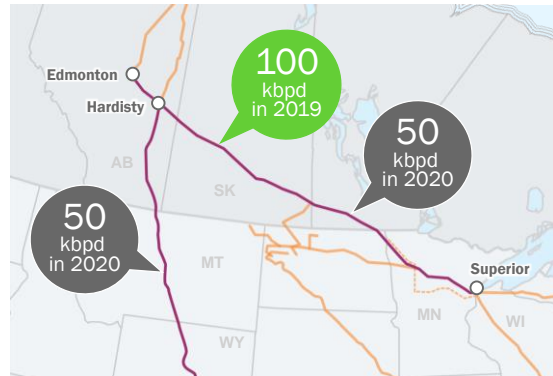
Optimize Base Business

WCSB Egress Additions



- Much needed WCSB egress ahead of full Line 3 Replacement project
- Aligned commercial interests with shippers
- Capital efficient projects
- Attractive risk-adjusted returns on investment

2019 Mainline Optimizations ¹	100 kbpd	✓
2020 Mainline Optimizations ¹	50 kbpd	
2020 Express Pipeline Expansion	50 kbpd	



100kbpd of optimization completed in 2019; additional ~100kbpd of planned incremental WCSB egress in 2020

(1) Bridges throughput requirement pre-Line 3 in service.

Execute Secured Capital Program

Line 3 Replacement

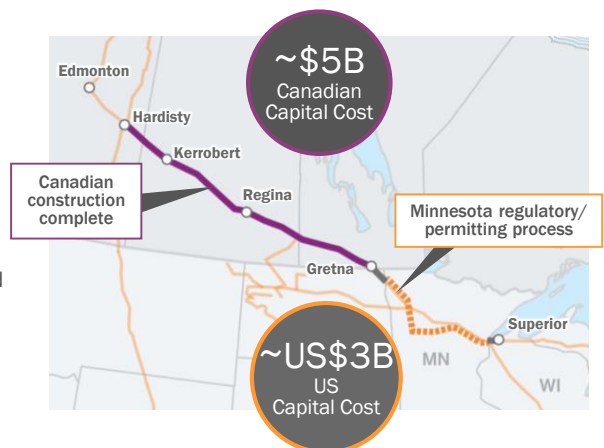


Canada

- Placed into service Dec. 1
 - Immediately enhances safety and reliability of the system
 - Interim surcharge of US\$0.20 per barrel

United States

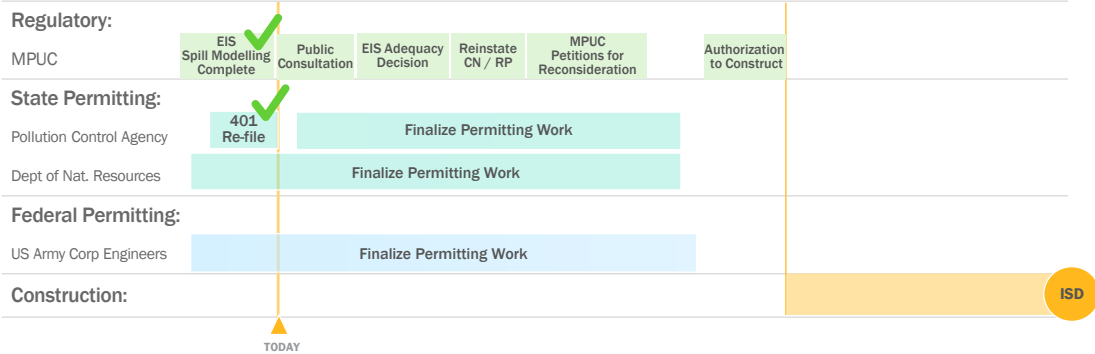
- Progress on regulatory and permitting milestones
 - 401 Water Quality Certification re-submitted
 - Dec 9: Department of Commerce completed amended Environmental Impact Statement
 - Jan 16, 2020: Public comment period concludes
 - State agencies continue to advance work in parallel with MPUC process



Critical integrity replacement project supporting the recovery of 370kbpd of WCSB egress

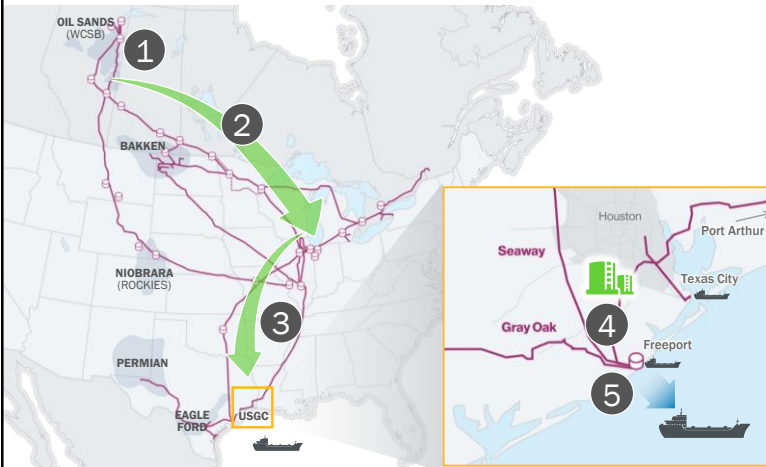
Line 3 Replacement - Minnesota Project Milestones

Anticipated Sequence of Milestones



Will have greater clarity on specific timing of key regulatory and permitting milestones in the coming months

Extend Integrated Value Chain



- 1 Expansions of incumbent position in growing upstream production basins
- 2 Additional Mainline optimization capability to core markets
- 3 Expansions of downstream market access pipelines to increase capacity into USGC
- 4 Grow Houston terminal presence to land growing heavy and light crude supply for distribution or export
- 5 Develop VLCC capable offshore export facility

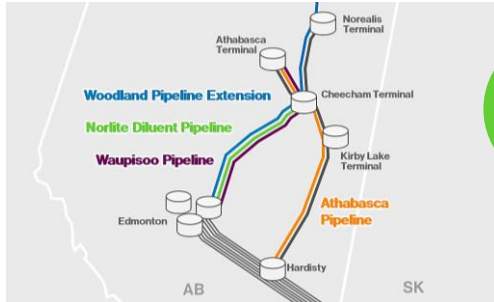
Leverage leading incumbent positions to extend the value chain into USGC logistics and export

Grow Organically



1 Regional Pipelines

Regional Oil Sands



\$1.0B
in opportunities

Bakken Pipeline System



- Oil sands development will drive need for regional infrastructure
- Trunkline expansion potential: Athabasca, Woodland, Wood Buffalo
- Norlite diluent pipeline expansion potential
- Lateral connections

- Growing Bakken production will require pipeline solutions
- Bakken Pipeline System - DAPL & ETCOP open seasons underway
- Expandable to up to 1.1 MMbpd

Extremely well-positioned to aggregate growing regional production for downstream transportation/export

Grow Organically



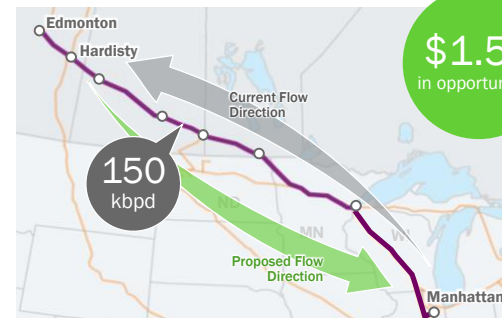
2 Potential WCSB Export Capacity Additions

Further Mainline Enhancements



- System optimization and enhancements post-2021
- ~200kbpd of incremental throughput

Southern Lights Reversal



- Condensate supply /demand fundamentals in WCSB expected to reduce requirement for imported supply
- Reverse and convert to crude oil export service, dependent upon WCSB, condensate energy is needed

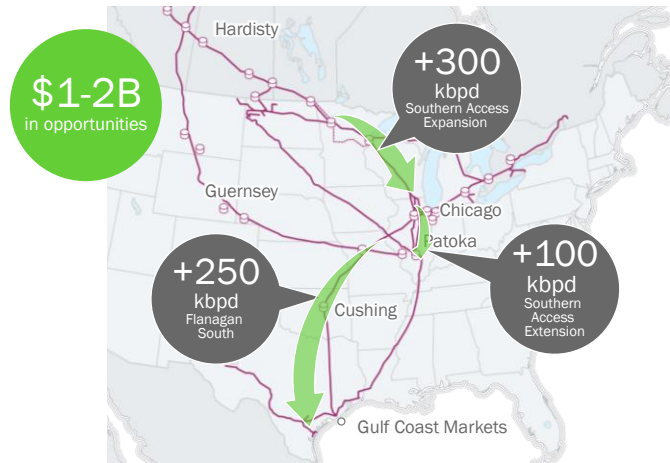
Additional executable WCSB export capacity alternatives subject to future shipper demand

Grow Organically

3 Market Access Expansions



- Mainline optimizations and Southern Access Expansion will enable volume growth into Chicago market
- Drives need to increase market access pipelines
 - Flanagan South expansion of 250kbpd into Cushing terminals and USGC markets and export facilities
 - Southern Access Extension expansion of 100kbpd to Patoka region



Further market access needed to facilitate delivery of growing supplies to market

Grow Organically

4 5 USGC Growth Strategy



Fully develop the value chain of service offerings into the USGC

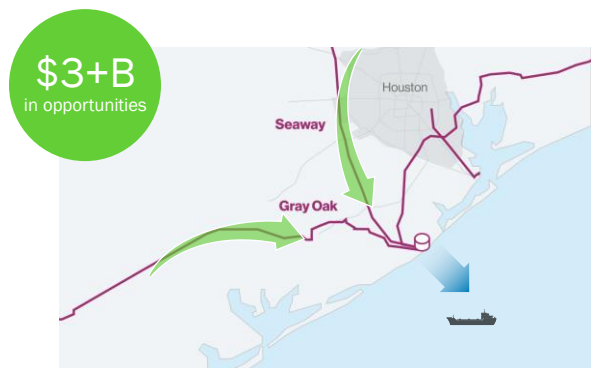
- Pipeline solution for growing production
- Terminals – store and stage crude
- Last mile connectivity to refineries
- Export opportunities including VLCC loading

Heavy crude value chain: Unparalleled

- Focused on enhanced connectivity

Light crude value chain: Developing

- Evaluating upstream and downstream extension opportunities



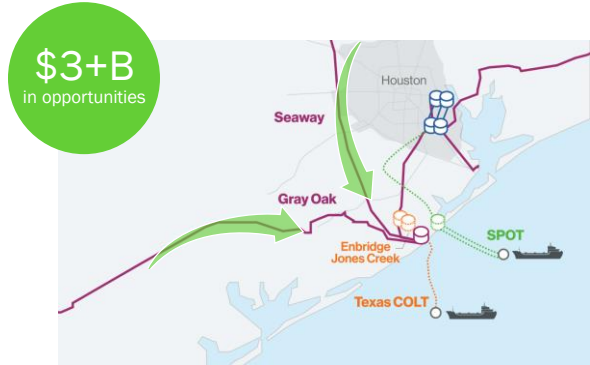
Largest demand center; extend value chain to touch barrels at multiple points prior to end use delivery

Grow Organically

Advancing the USGC Strategy



- **Seaway expansions**
 - 200kbpd light crude open season
 - Further expandability for heavy growth
- **Enbridge Jones Creek terminal**
 - Up to 15 MMBbl terminal connected to Seaway with full distribution and export access
 - 100% own/operate; Target Phase 1 ISD 2022
- **Enbridge/Enterprise Offshore Terminals**
 - Enbridge ownership option on SPOT
 - Joint marketing and development of SPOT followed by Texas Colt



Expansion of USGC value chain into terminaling and exports

Liquids Pipelines - Summary



- Critical link from WCSB to premium Midwest and USGC refining markets
- Leverage existing footprint to extend value chain through to USGC export



~2%
per year
base business
growth
post-2020

- Mainline toll framework
- Throughput optimization
- Toll indexing
- Efficiency & productivity

~\$4B
Secured projects
in execution

- Line 3 Replacement U.S.
- Southern Access Expansion

~\$2B
per year future
development
opportunities

- System optimizations & enhancements
- Market expansions
- Regional system access expansions
- USGC export infrastructure

Q&A
