



# Advancing U.S. Gulf Coast Growth Strategy

Farhah (VLCC) docked at Ingleside

**Acquisition of North America's Premier Export Facility**  
September 7, 2021 – Enbridge Inc. (TSX/NYSE: ENB)



# 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 or the Company) with information about Enbridge and its 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: the acquisition of Moda Midstream Operating, LLC (the "Transaction"), including the expected closing and the timing thereof; expected benefits of the Transaction; expected accretion of the Transaction to our financial outlook, including distributable cash flow per share and earnings per share; expected cash flows; our corporate vision and strategy; emissions reductions and targets; expected supply of, demand for and export of energy commodities; expectations on sources of funding for the Transaction and sufficiency of financial resources; capital allocation priorities; expected leverage ratios; expected tax pool step up; expected organic growth potential; expected solar power capacity and low carbon energy infrastructure potential; and expected continuity of management and operations.

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: energy transition, including the drivers and pace thereof; the COVID-19 pandemic and the duration and impact thereof; global economic growth and trade; the expected supply of, demand for and export of crude oil, natural gas, natural gas liquids, liquefied natural gas and renewable energy; expected prices of energy commodities; exchange rates; inflation; interest rates; availability and price of labor and construction materials; execution of our strategic priorities; anticipated utilization of our existing assets; operational reliability and performance; customer and regulatory approvals; maintenance of support and regulatory approvals for projects; anticipated in-service dates; weather; the timing and closing of the Transaction; the realization of anticipated benefits and synergies of the Transaction and other transactions; governmental legislation; litigation; changes in regulations applicable to our businesses; political decisions; impact of capital project execution on the Company's future cash flows; credit ratings; capital project funding; hedging program; expected earnings before interest, income taxes, depreciation and amortization (EBITDA) and adjusted EBITDA; expected future cash flows and expected future distributable cash flow (DCF) and DCF per share; 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; economic and competitive conditions; and changes in tax laws and tax rates. 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 our 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 or persons acting on its behalf, are expressly qualified in its entirety by these cautionary statements.

## Non-GAAP Measures

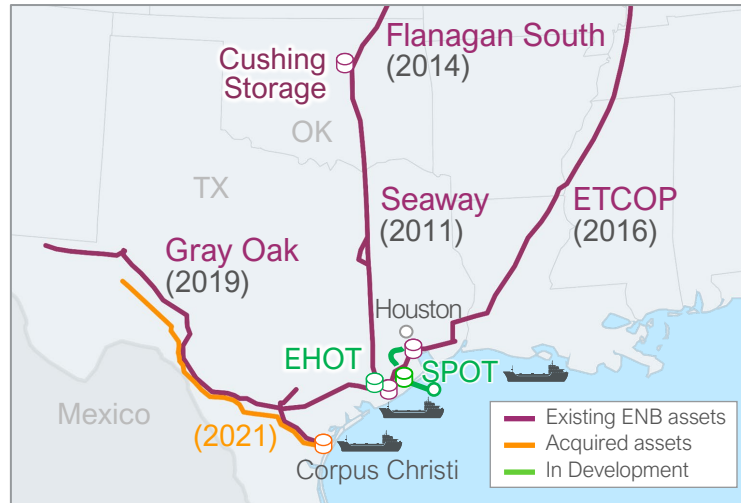
This presentation makes reference to non-GAAP measures, including distributable cash flow (DCF) and DCF per share. Management believes the presentation of these measures gives useful information to investors and shareholders as they provide increased transparency and insight into the performance of Enbridge. 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 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 effort.

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](http://www.sec.gov) and SEDAR at [www.sedar.com](http://www.sedar.com) under Enbridge's profile.

# Enbridge U.S. Gulf Coast Strategy

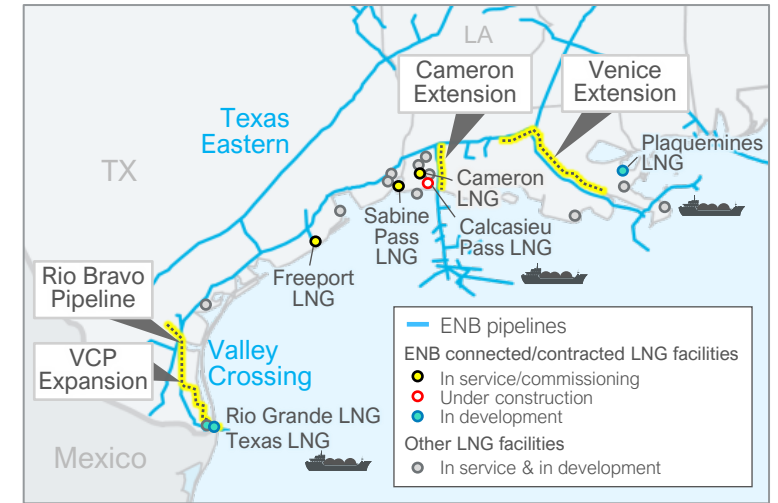
- Strategic & disciplined build out of U.S. Gulf Coast (USGC) energy infrastructure to support North American exports
  - Contracted cash flows aligned with low-risk business model
  - Full-path integrated capabilities connecting long-lived, low-cost supply to global markets
  - Leverage existing assets to deliver capital efficient market optionality
  - Accretion to near and long-term financial outlook
  - Leading ESG approach and carbon emissions profile

## Crude Oil Export Strategy



- Heavy and light oil capabilities
- Full path solutions to USGC
- Connected to competitive, long-lived supply

## Natural Gas Export Strategy



- Pipelines connected to multiple LNG export facilities
- Full path solutions to USGC
- Connected to competitive, long-lived supply

Disciplined execution of strategy to connect sustainably produced N. American energy to global markets

# Advancing Crude Oil Export Strategy

## Acquiring N. America's Largest Export Terminal

**15.3 million** barrels of current liquids storage

**1.6 million** barrels/day of current export capacity

## Aligns With Low-Risk Commercial Model

**~90%** of revenue supported by long-term contracts

## Embedded Future Organic Growth

**5.5 million** barrels of new crude storage permitted

**0.3 million** barrels/day of new export capacity permitted

## Immediately Accretive to DCF/s and Earnings/s

**~8x** forward EBITDA transaction valuation

## 2022+ Capital Allocation Priorities Unchanged

**\$5-6 billion** of annual investable capacity for conventional and new energy optionality

## Targeting Net-Negative Emissions Profile

Up to **60 MW** solar farm to be built on-site

Acquisition of premier terminal facility squarely fits capital allocation criteria

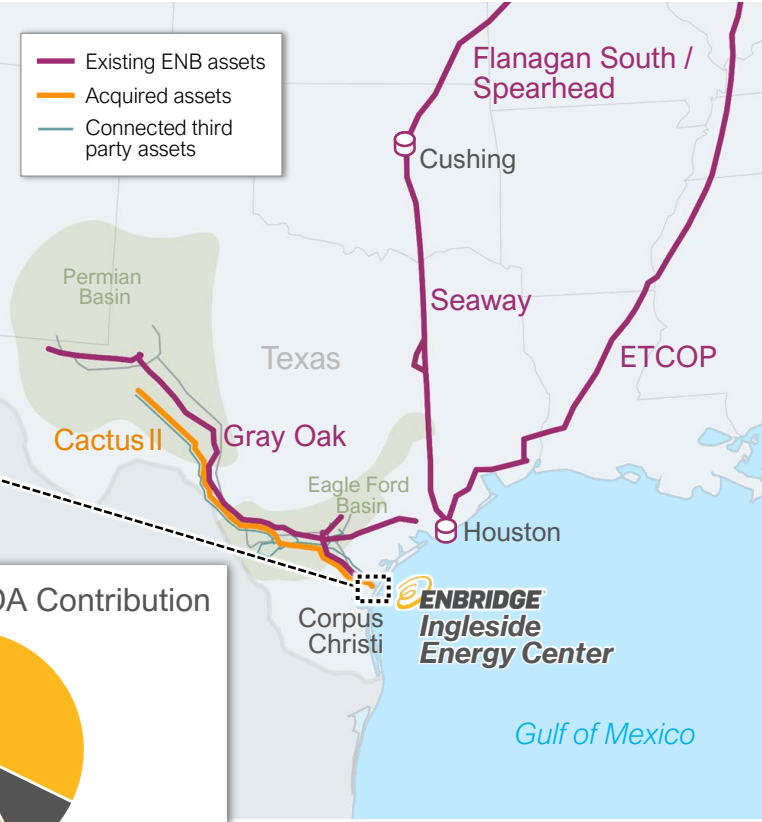
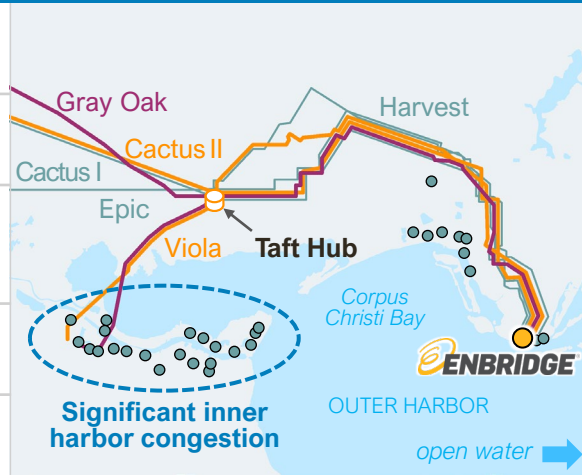
# Acquisition Overview

<b>Transaction Terms</b>	<ul style="list-style-type: none"><li>• Agreed to acquire Moda Midstream Operating, LLC (“Moda”) in an all-cash transaction that values the enterprise at USD \$3.0 billion on a debt-free basis</li><li>• Transaction to be financed with existing liquidity and internally generated equity</li><li>• Retaining key management to provide operating and development continuity</li></ul>
<b>Financial Implications</b>	<ul style="list-style-type: none"><li>• Immediately and strongly accretive to EBITDA, DCF/share and Earnings/share</li><li>• Pro forma 2022 leverage expected to be at lower end of target leverage range</li><li>• Sizeable tax pool step up extends cash tax horizon</li></ul>
<b>Timing and Approvals</b>	<ul style="list-style-type: none"><li>• Approved by the Boards of both Enbridge and Moda</li><li>• Transaction is expected to close in Q4 2021</li><li>• Subject to regulatory approval – Hart-Scott-Rodino</li></ul>

Disciplined investment provides immediate accretion and supports future cash flow growth outlook

# Premier North American Export Platform

Enbridge Ingleside Energy Center (EIEC)	
Storage Capacity	15.3 MMbbls capacity 20.8 MMbbls permitted
Export Capacity	1.6 MMbpd capacity 1.9 MMbpd permitted
Crude Pipeline Connectivity	3.0 MMbpd capacity (Gray Oak, Cactus I, Cactus II, EPIC, Harvest)
Loading Capacity	160,000 bph across 3 berths 45' draft <sup>1</sup> suitable for VLCC
Commercial	Primarily long-term take-or-pay commitments



### Cactus II Pipeline

- 20% equity ownership in the 670 kbpd Permian to Corpus Christi crude pipeline
- Long-term take-or-pay commitments
- Lowest operating costs among Permian long-haul pipelines

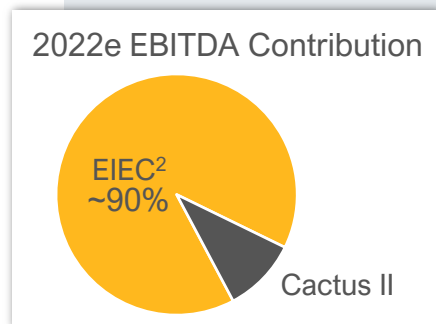
### Taft Terminal

- 350 thousand bbls storage tank provides critical connectivity to Permian intrastate pipelines and inner harbor locations

### Viola Pipeline

- Wholly-owned, 20-inch crude 300 kbpd pipeline provides direct connectivity to Permian and Eagle Ford long-haul pipelines
- Long-term, take-or-pay commitments

- Advantaged outer-harbor location avoids inner harbor congestion allowing quicker turnaround times
- Deep draft across multiple berths accommodates a full range of vessel classes, including VLCC
- Connection to all five long-haul pipelines linking low-cost Permian and Eagle Ford supply to Corpus Christi



Integrated light crude oil export terminal serving North America's most competitive supply

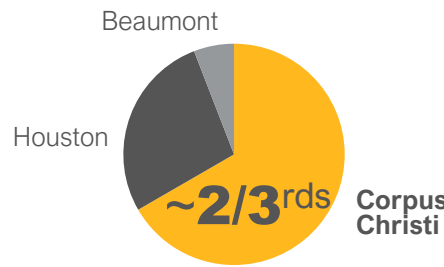
(1) Draft increasing to 54' upon completion of the Port of Corpus Christi Channel Improvement Project, which is expected to be completed in 2022.  
 (2) Includes terminal connectivity assets: Taft Terminal and Viola Pipeline

# Unparalleled Competitive Position

- ✓ State-of-the-art storage and export infrastructure
- ✓ Connected to North America's premier & lowest cost crude supply
- ✓ Unparalleled connectivity to critical transportation infrastructure
- ✓ VLCC capable berths deliver economies of scale
- ✓ Loading rates and strategic outer-harbor location ensure the fastest turnaround times
- ✓ Best-in-class ESG profile

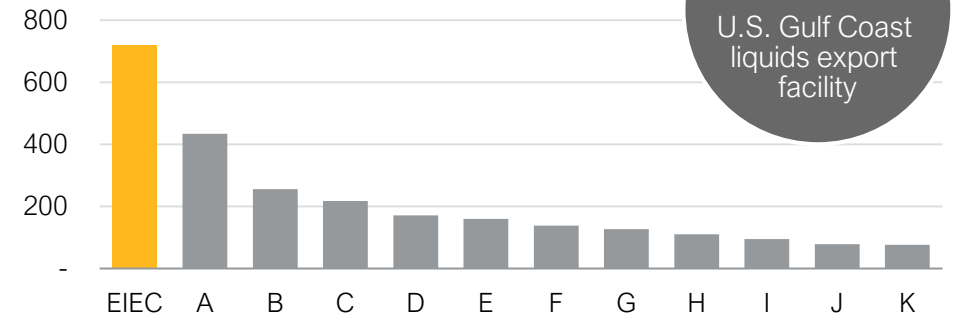
## Corpus Christi is the Leading Export Location

(Percent of USGC Crude Exports By Location)



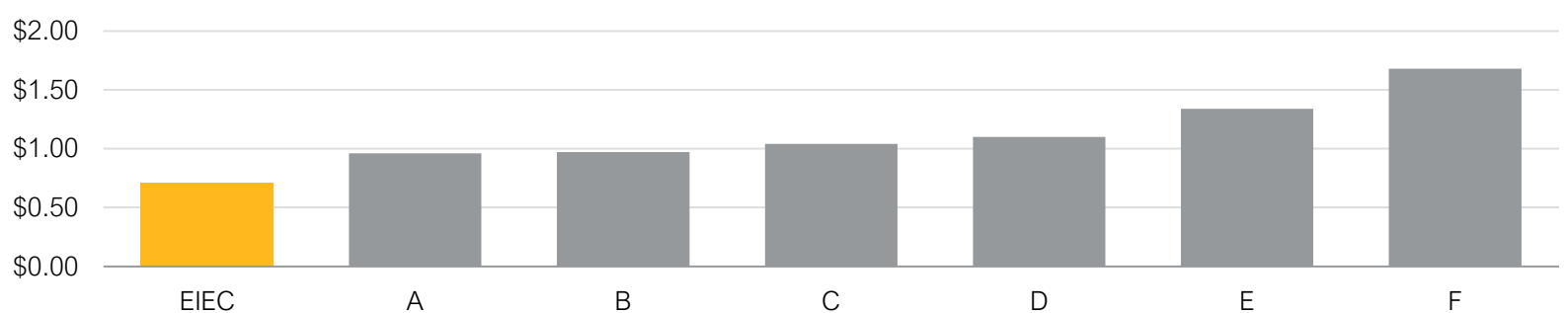
## EIEC Accounts for 25% of Total USGC Crude Exports<sup>1</sup>

(Mbpd)



## Lowest VLCC Loading Costs for Representative Texas Terminals<sup>2</sup>

Loading Cost (\$/bbl)



Advantaged location and ~30% lower well-head-to-water cost structure provide a sustainable export advantage

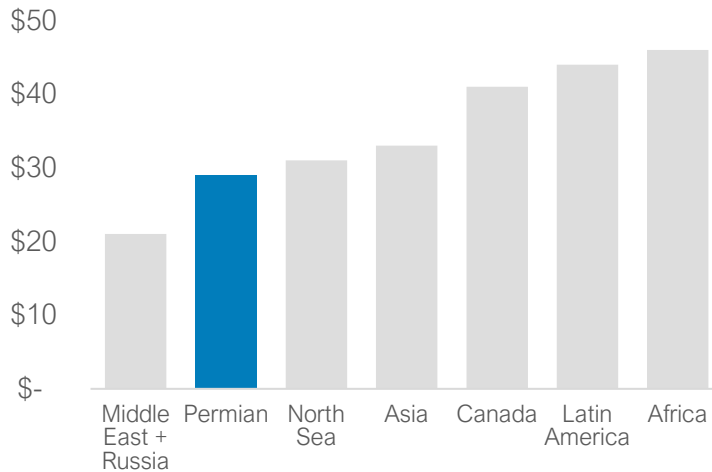
Source: third party data and management estimates

(1) Based on export volumes from 1/1/2020 – 12/31/2020. (2) Cost stack based on the assumption of loading VLCC freight post Port of Corpus Christi dredging.

# Light Oil Export Fundamentals

## Permian Supply Competitiveness<sup>1</sup>

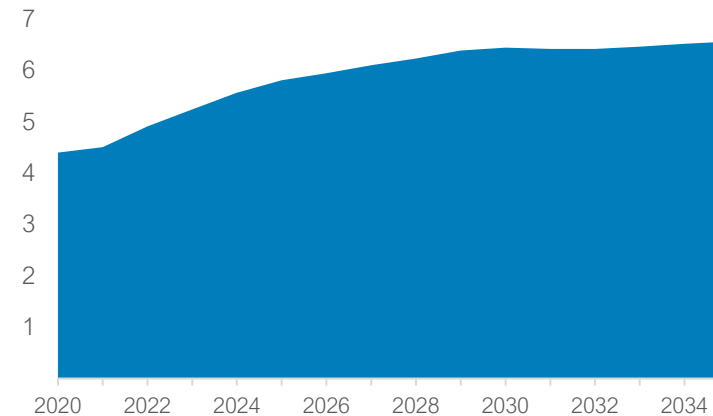
Economic Break Even (WTI Price – \$USD/bbl)



- >70 billion barrels of recoverable reserves<sup>2</sup>
- Permian production connected to large domestic and exports markets

## Permian Supply Outlook<sup>3</sup>

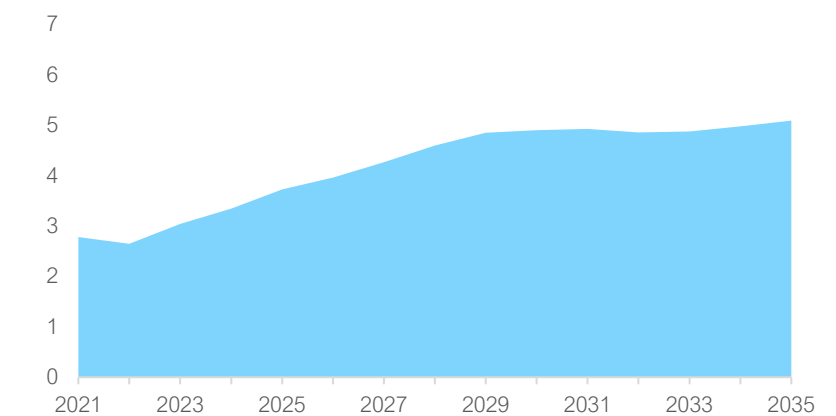
MMbpd



- 2.2 MMbpd of forecasted supply growth through 2035
- Basin underpinned by large and well-capitalized producers, including super-majors

## North American Crude Export Outlook<sup>3</sup>

MMbpd



- >2 MMbpd of forecasted exports growth through 2035
- Excess North American light crude oil exported to global markets

Low-cost Permian light oil supply will drive North American exports to global markets

(1) Wood Mackenzie and Company estimates (2) Based on most recently completed geology-based assessments of undiscovered, technically recoverable reserves performed by the United States Geological Survey (3) IHS Markit Crude Oil Markets Annual Strategic Workbook (2021)



# A Differentiated ESG Approach to Exports

- Plan to reduce 100% of net Scope 1 & 2 facility emissions & contribute to Corporate objective to reduce Scope 3
- Existing and adjacent land can be leveraged to support renewables & low carbon development
- Plan to build up to 60MW of solar power
  - 6MW of terminal self-power requirements
  - Potential to contract excess power to local industry
- Location proximity to industry, renewables and geology suitable to H<sub>2</sub> and CCUS

Up to **500 Acres** of Undeveloped Land within Terminal



Targeting net-negative emissions profile for EIEC terminal and export facilities;  
Aligned with our goal to have Net-Zero emissions by 2050

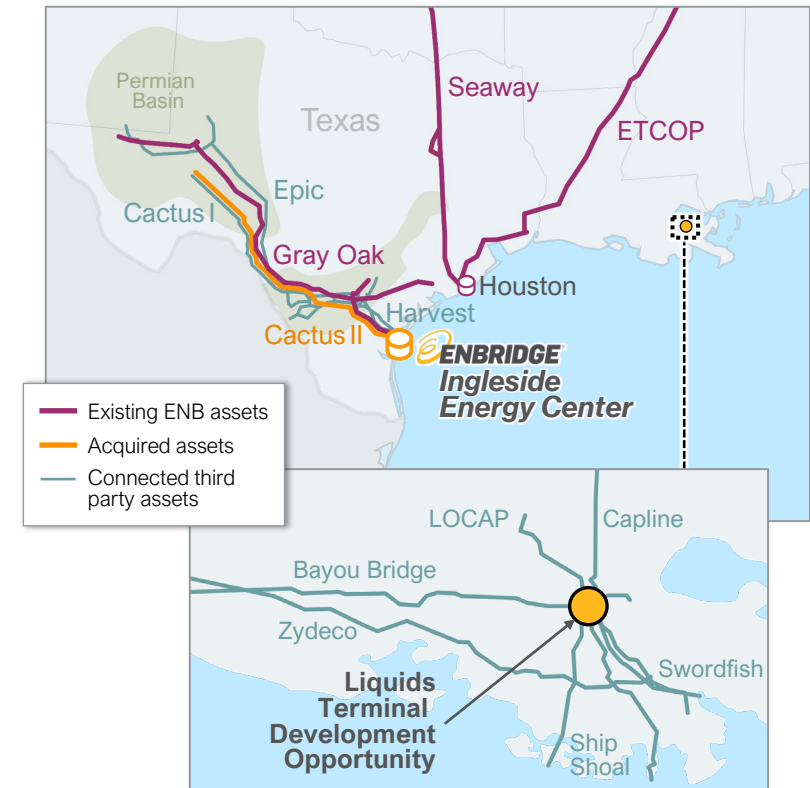
# Embedded Future Organic Growth

## Strategy

## Opportunity Set

Enbridge Ingleside Energy Center	<b>Crude Loading and Storage Expansions</b>	<ul style="list-style-type: none"> <li>Suezmax-capable berths to increase export capacity by up to 1 million barrels per day (est. in-service 2023)</li> <li>Up to 5.5 million barrels of new crude storage capacity (est. phased in-service 2022/2023)</li> </ul>
	<b>LPG &amp; NGL Products Expansions</b>	<ul style="list-style-type: none"> <li>New and reactivated storage tanks and pipelines to provide an export solution for purity products originating in Corpus Christi and Mont Belvieu</li> <li>Potential expansion to serve growing export demand for NGL purity products</li> </ul>
	<b>Green Fuels</b>	<ul style="list-style-type: none"> <li>On-site solar generation facility (up to 60MW)</li> <li>Potential for utility-scale hydrogen and ammonia production</li> <li>Location and local offshore geology suitable for CCUS</li> </ul>
	<b>St. James Liquids Terminal</b>	<ul style="list-style-type: none"> <li>50% ownership interest<sup>1</sup> in brownfield opportunity to develop of liquids terminal and export capability, leveraging in-place assets</li> </ul>

## Strategic Locations Support Future Organic Growth



>\$1 billion of capital efficient organic growth opportunities with attractive equity returns;  
Green fuel development potential supports longer term investment

(1) 50% owned by joint development partner

# Contact Information

---

## Jonathan Morgan

Vice President, Investor Relations  
1-800-481-2804  
[Investor.Relations@enbridge.com](mailto:Investor.Relations@enbridge.com)

## Andrew Swales

Director, Investor Relations  
1-800-481-2804  
[Investor.Relations@enbridge.com](mailto:Investor.Relations@enbridge.com)