# 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)





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#### 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.

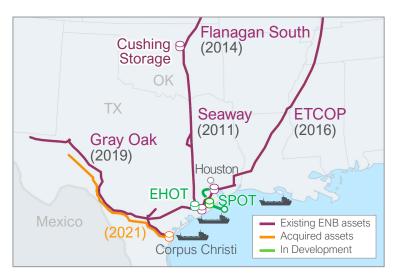
These measures are not measures that have a standardized meaning prescribed by generally accepted accounting principles in the United States of America (U.S. GAAP) and may not be comparable with similar measures presented by other issuers. A reconciliation of non-GAAP measures to the most directly comparable 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 <a href="https://www.sec.gov">www.sec.gov</a> and SEDAR at <a href="https://www.sec.gov"/>wwww.sec.gov</a> and SEDAR at <a href="https://w



# Enbridge U.S. Gulf Coast Strategy

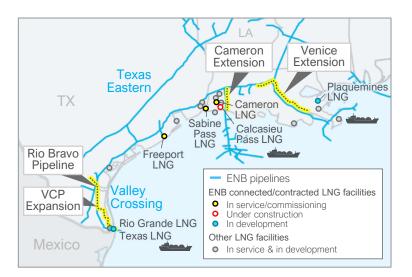
- Strategic & disciplined build out of U.S. Gulf Coast (USGC) energy infrastructure to support North American exports
  - Contracted cash flows aligned with low-risk business model
  - Full-path integrated capabilities connecting long-lived, low-cost supply to global markets
  - Leverage existing assets 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



liquids storage



**Aligns With Low-Risk Commercial Model** 



#### **Embedded Future Organic Growth**

5.5 million 0.3 million barrels of new crude storage permitted

barrels/day of new export capacity permitted

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



**2022+ Capital Allocation Priorities Unchanged** 



of annual investable capacity for conventional and new energy optionality Targeting Net-Negative Emissions Profile



Acquisition of premier terminal facility squarely fits capital allocation criteria



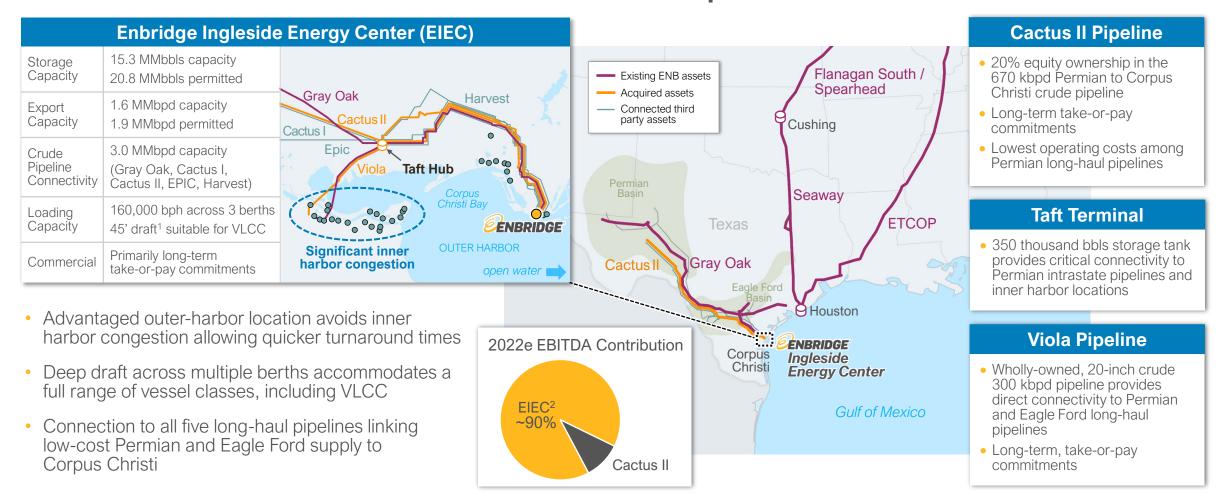
### Acquisition Overview

Transaction Terms	<ul> <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>
Financial Implications	<ul> <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>
Timing and Approvals	<ul> <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



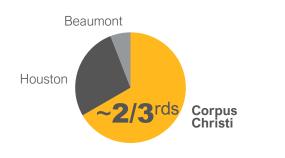
Integrated light crude oil export terminal serving North America's most competitive supply

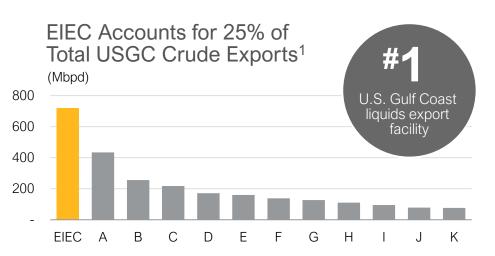


## **Unparalleled Competitive Position**

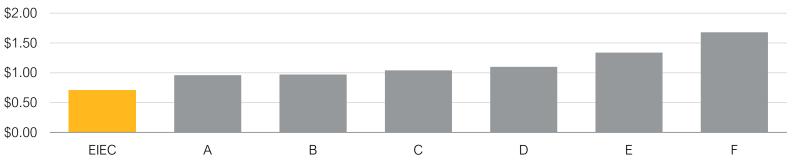
- State-of-the-art storage and export infrastructure
- Connected to North America's premier & lowest cost crude supply
- Unparalleled connectivity to critical transportation infrastructure
- VLCC capable berths deliver economies of scale
- Loading rates and strategic outer-harbor location ensure the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

Corpus Christi is the Leading Export Location (Percent of USGC Crude Exports By Location)





Lowest VLCC Loading Costs for Representative Texas Terminals<sup>2</sup> Loading Cost (\$/bbl)



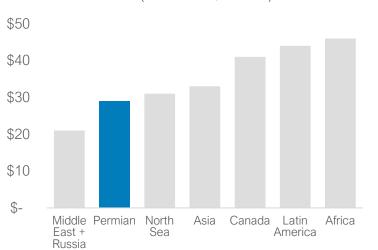
Advantaged location and ~30% lower well-head-to-water cost structure provide a sustainable export advantage

(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.



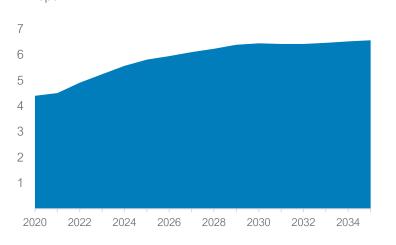
## Light Oil Export Fundamentals

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



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

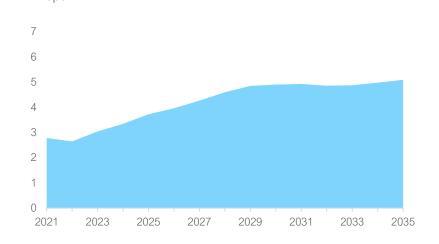
### Permian Supply Outlook<sup>3</sup>



>70 billion barrels of recoverable reserves<sup>2</sup>

- Permian production connected to large domestic and exports markets
- 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>



- >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**



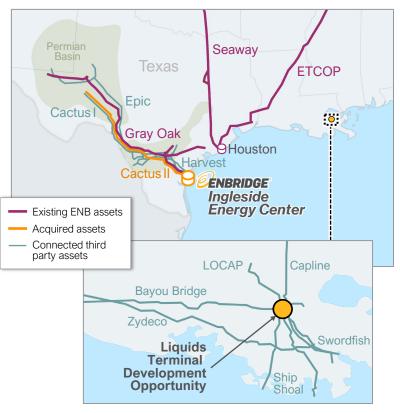
Targeting net-negative emissions profile for EIEC terminal and export facilities; Aligned with our goal to have Net-Zero emissions by 2050



## Embedded Future Organic Growth

Strategy		Opportunity Set
gy Center	Crude Loading and Storage Expansions	<ul> <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>
Enbridge Ingleside Energy Center	LPG & NGL Products Expansions	<ul> <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>
Enbridge	Green Fuels	<ul> <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>
	St. James Liquids Terminal	<ul> <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



### **Contact Information**

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