

14<sup>TH</sup> ANNUAL INVESTMENT COMMUNITY CONFERENCE

# ENBRIDGE DAY

2012

## Strategic Overview

Al Monaco

President & Chief Executive Officer



This presentation includes certain forward looking information (FLI) to provide Enbridge shareholders and potential investors with information about Enbridge and management's assessment of its future plans and operations, which may not be appropriate for other purposes. FLI is typically identified by words such as "anticipate", "expect", "project", "estimate", "forecast", "plan", "intend", "target", "believe" and similar words suggesting future outcomes or statements regarding an outlook. Although we believe that our 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. FLI inherently involves a variety of assumptions, risks, uncertainties and other factors which may cause actual results, levels of activity and achievements to differ materially from those expressed or implied in our FLI. Material assumptions include: expected supply and demand for crude oil, natural gas and natural gas liquids; prices of crude oil, natural gas and natural gas liquids; expected exchange rates; inflation; interest rates; availability and price of labour and pipeline construction materials; operational reliability; customer project approvals; maintenance of support and regulatory approvals for Enbridge's projects; anticipated in-service dates and weather.

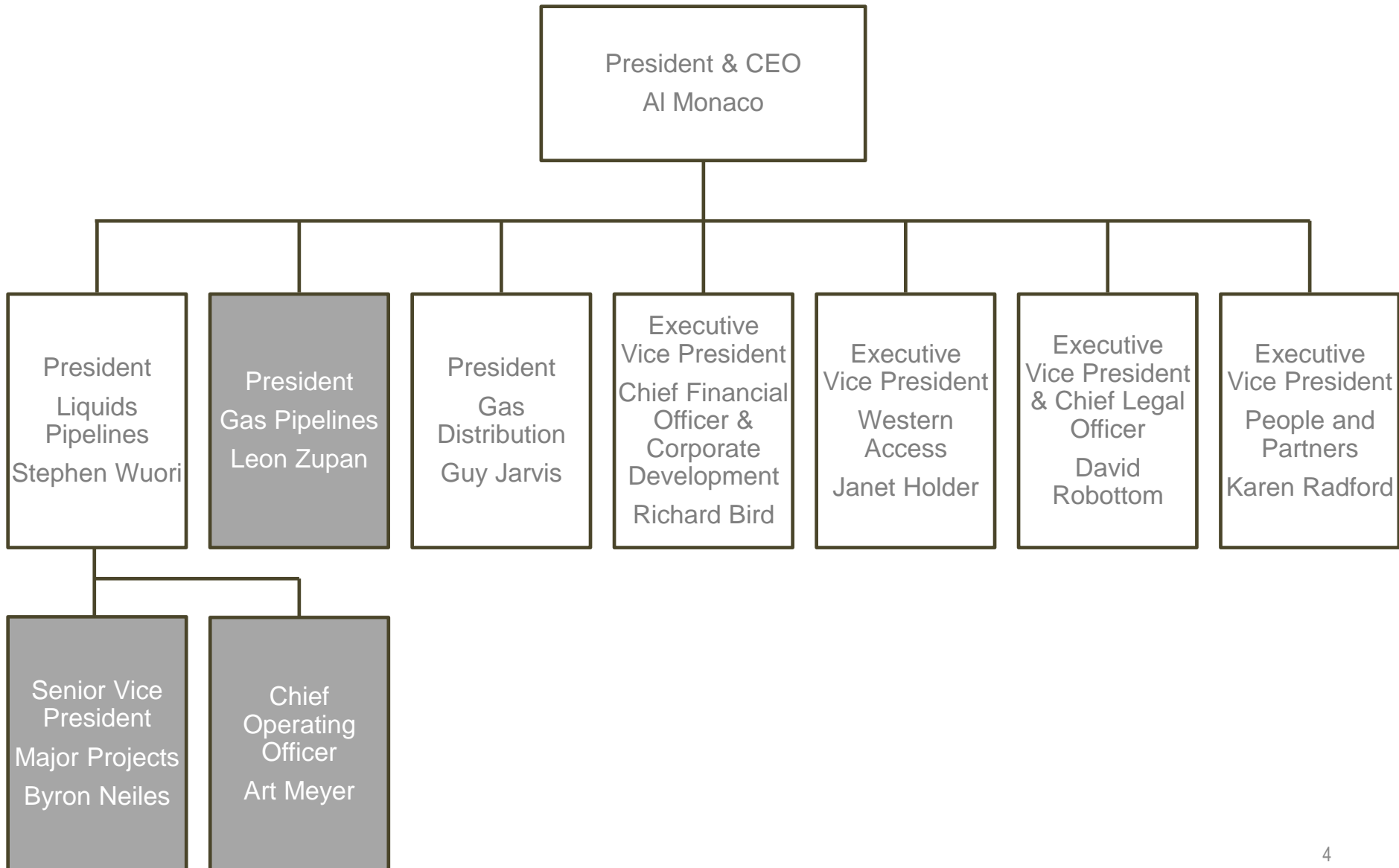
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This presentation may make reference to certain financial measures, such as adjusted net income, which are not recognized under GAAP. Reconciliations to the most closely related GAAP measures are included in the MD&A filings and/or Supplementary Financial Information available on our website or in the slides that accompany this presentation, if applicable.



- Maintain investment discipline
- Preserve financial strength and flexibility
- Develop management talent
- Balance between oil and gas infrastructure
- Deliver superior investor returns

# Executive Team





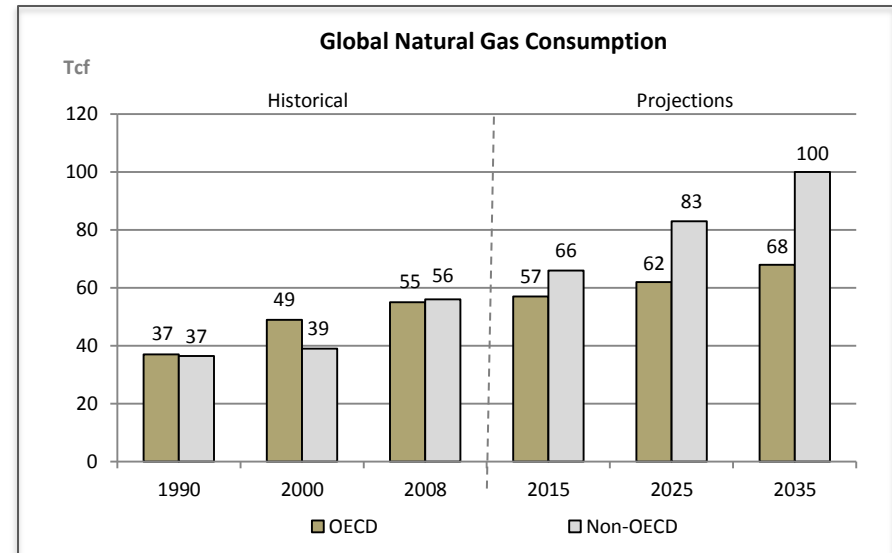
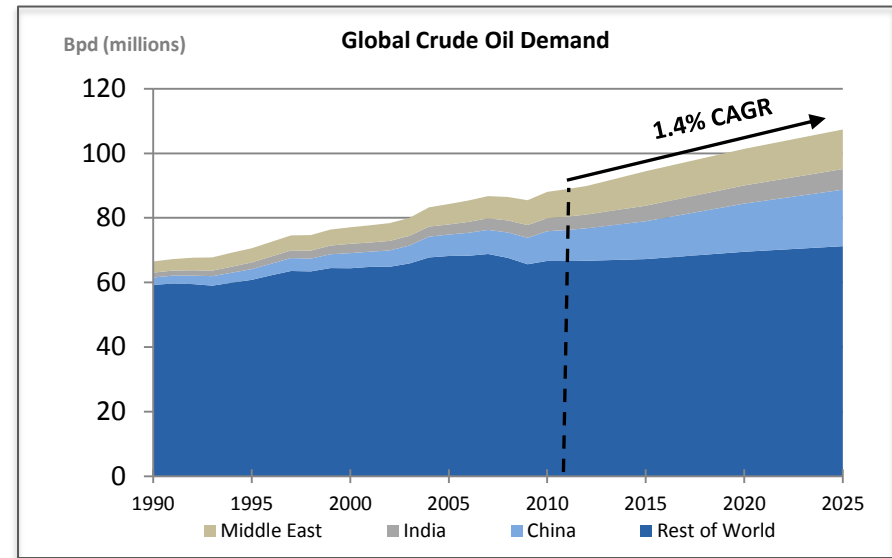
# *To The Horizon and Beyond*



# The Energy Landscape



- Global Demand Growth 
- US Consumption 
- North American Supply 
- Canadian Supply Captive to US Market
- Transportation Bottlenecks



# Price Signals For Infrastructure Development



## Asia

\$109

\$13

\$88 Alberta Light

\$2 WCS

\$89 Bakken Light

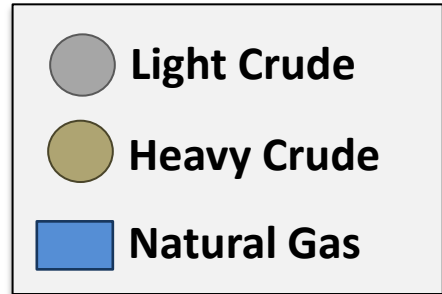
\$113 Brent

\$96 WTI

\$3

\$113 LLS

\$102 Maya



Note: Pricing reflects 2012 year to date averages



Our approach:  
Anticipate and respond constructively to stakeholder concerns

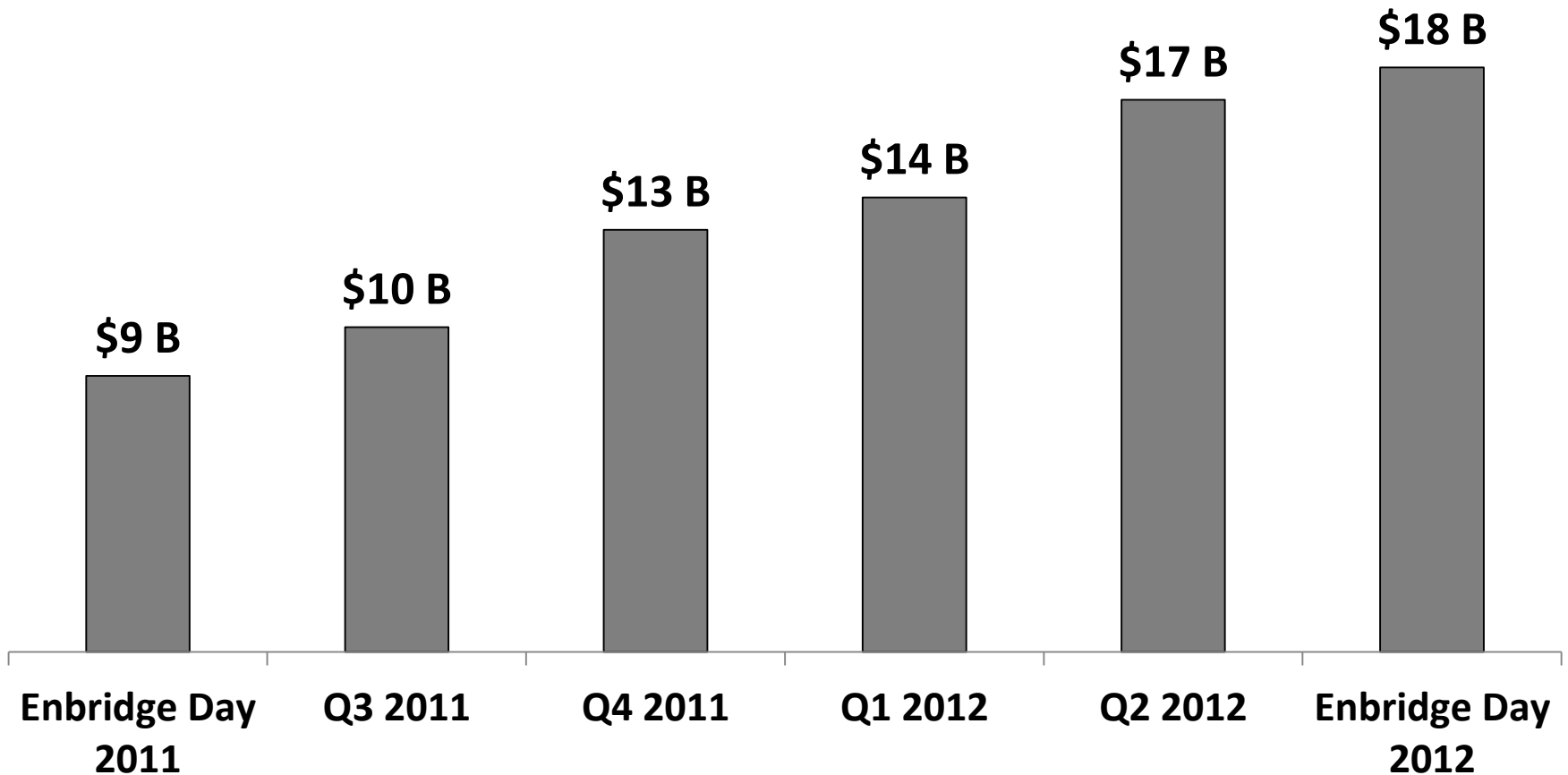
- Pipelines are enablers of oil and gas development
- Economic benefits not enough to support energy projects
- Energy companies making good environmental progress



# Record Commercially Secured Investment Backlog



Attractive secured investment opportunities of \$18 billion alone drive 10% average annual EPS growth through 2016





## 1. Focus on Operations

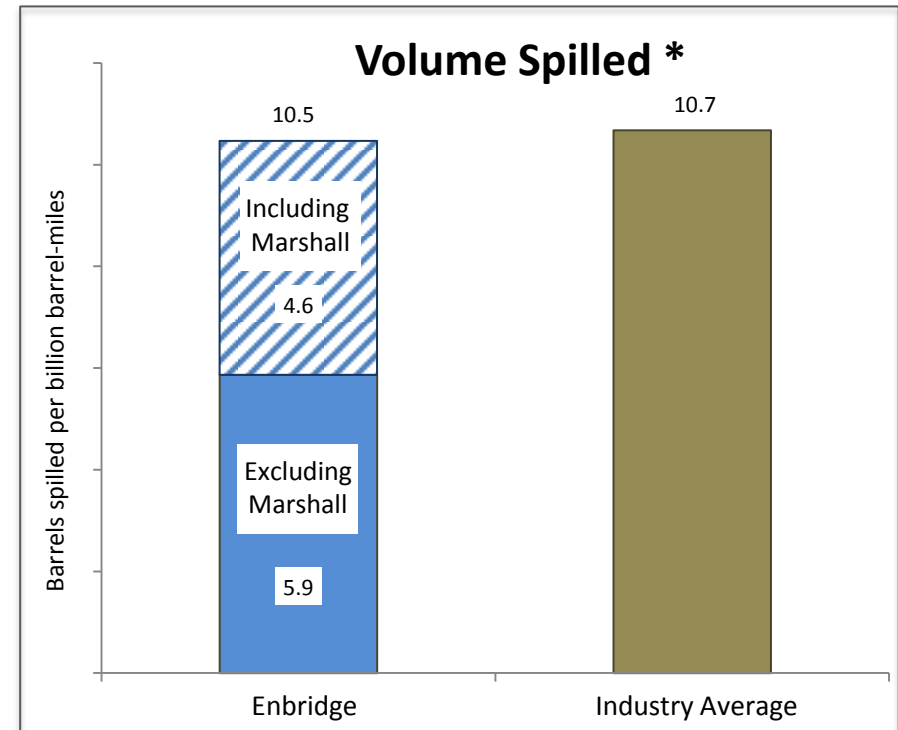
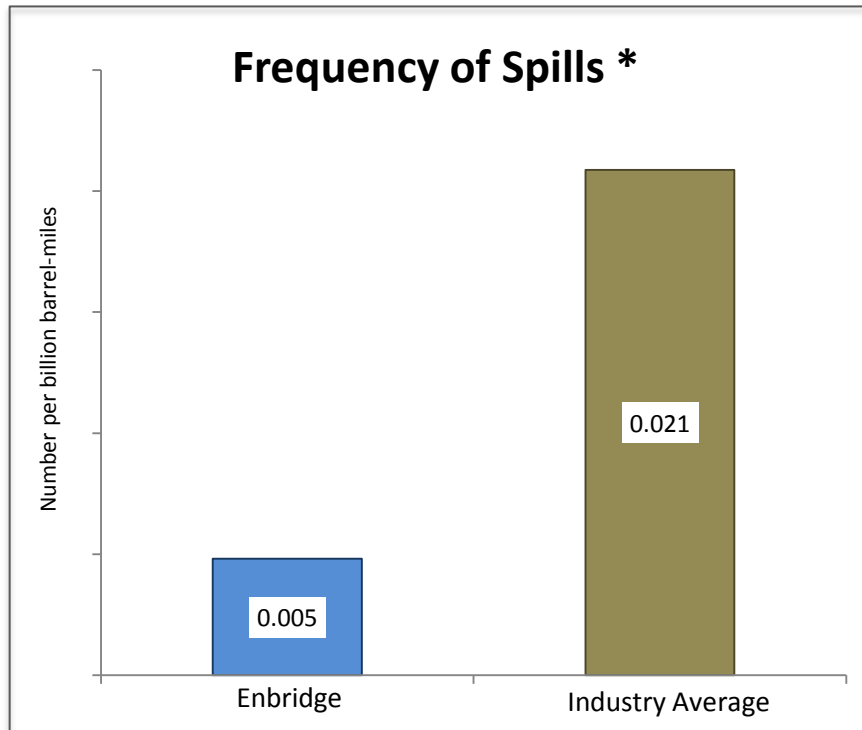
## 2. Execute Growth Plan

- Major projects execution capability
- Capital funding and liquidity
- Reputation for environmental sustainability

## 3. Extend Growth Rate Beyond 2016



## Enbridge Pipeline Safety Track Record



\* Based on mandatory reports to PHMSA of accidents and infrastructure, 2002-2011.

- 12 billion barrels delivered since 2002 - 99.9996% successful delivery rate
- 2011 spill volume frequency was lowest on record
- Still not good enough – target is zero incidents

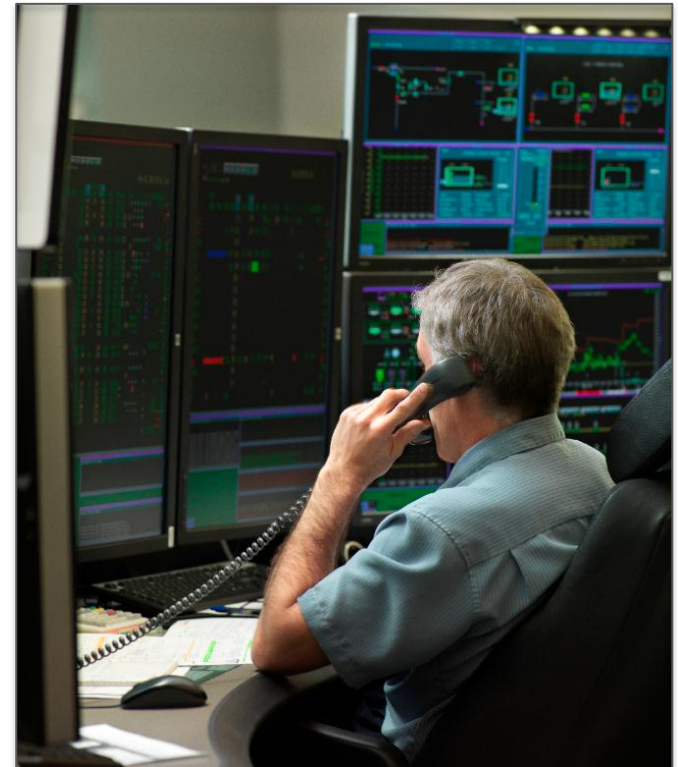
# Priority One

## Focus on Operations



Our objective is top quartile performance or industry leadership across critical safety and integrity dimensions

- Organizational
  - Executive Oversight (OIC)
  - Leadership accountabilities redefined
  - Technical staff expanded
- Operational Risk Management Plan
  - Detailed road map to industry leadership position
  - External expert verification process
  - Full resourcing provided

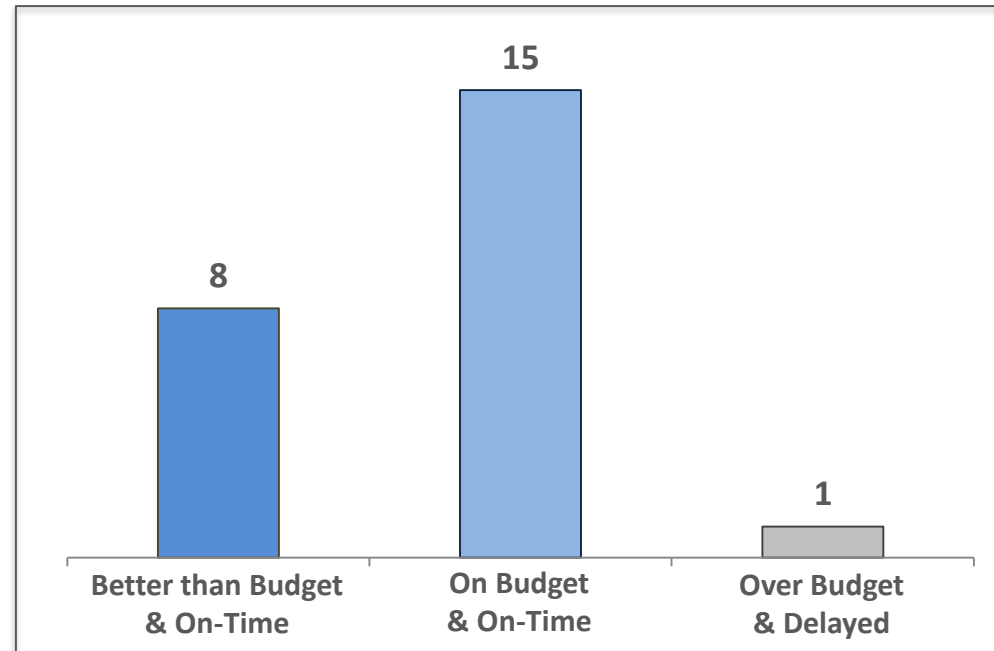




## Major Projects Capability

- State of the art cost and schedule estimating and management processes
- 1,150 staff in place (including contractors)
- Executive oversight

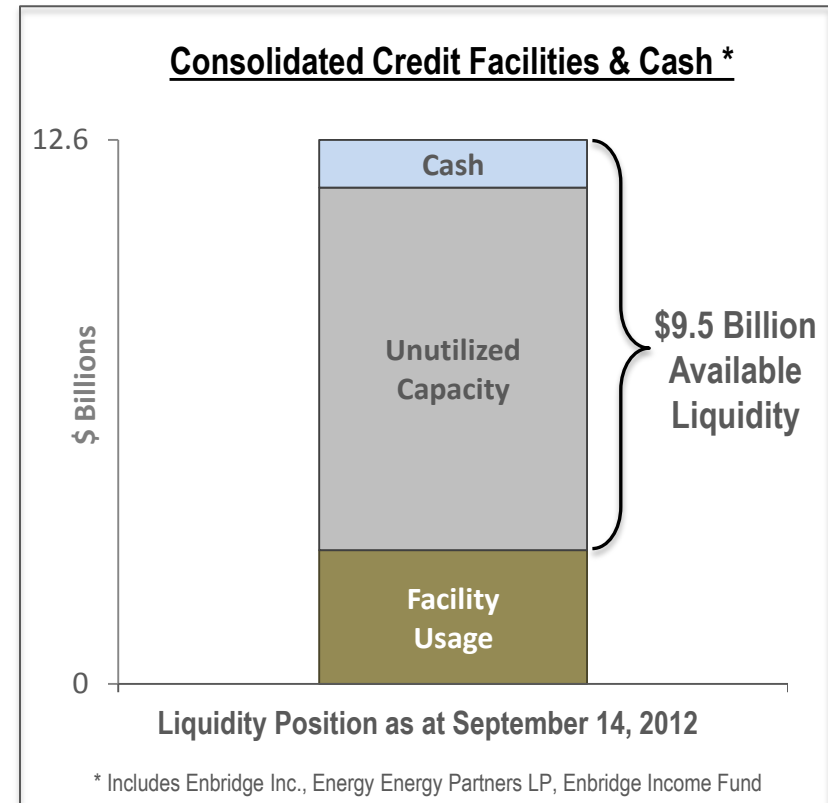
## Project Status





## Capital Investment Funding and Liquidity Plans

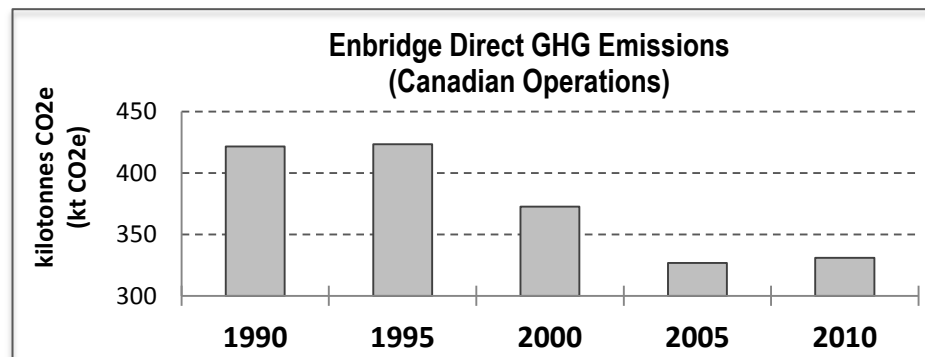
- Retain strong investment grade ratings
- Carry ample liquidity
- Source capital at minimum cost
- Well positioned to meet equity requirements
  - Internal cash flow
  - DRIP
  - Rate reset prefs
  - Sponsored vehicle drop downs





## Environmental Sustainability

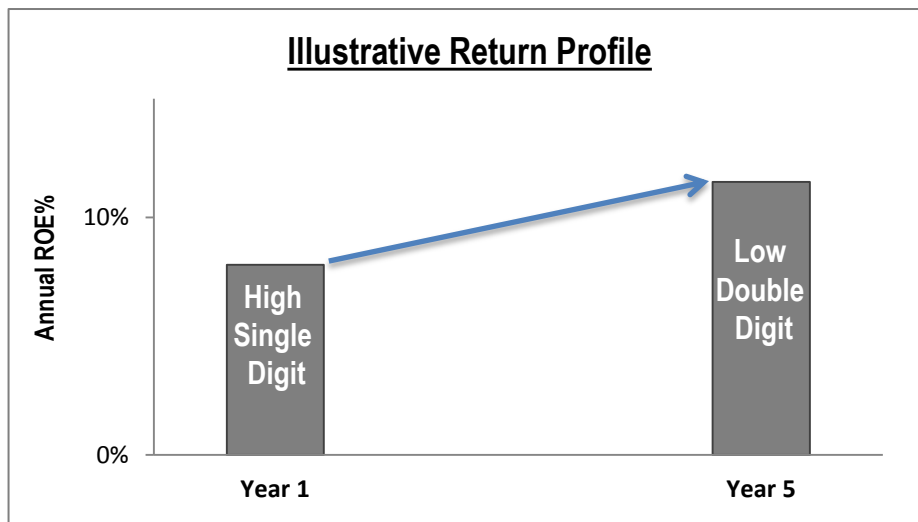
- 2012 Index Inclusions
  - Global 100 Most Sustainable Corporations
    - Second highest ranked of only six Canadian companies
  - Dow Jones Sustainability Index
  - FTSE4Good Index Series
- Criteria
  - **Environmental:** Reporting, Operational Eco-Efficiency, Biodiversity ...
  - **Social:** Stakeholder Engagement, Social Reporting, Impacts on Communities ...
  - **Governance/Economic:** Customer Relationships, Codes of Conduct, Diversification ...
- Direct greenhouse gas emissions reduced by 21% from 1990 to 2010



# Priority Three Extend Growth Beyond 2016



- \$8+ billion of projects in-service by 2016 with upward tilted returns



- Risked unsecured capital at year-end 2016 of \$5+ billion
- New Growth Platforms:
  - Canadian Midstream Gas
  - Electric Power
  - International

**USGC Access**



**Eastern Access**

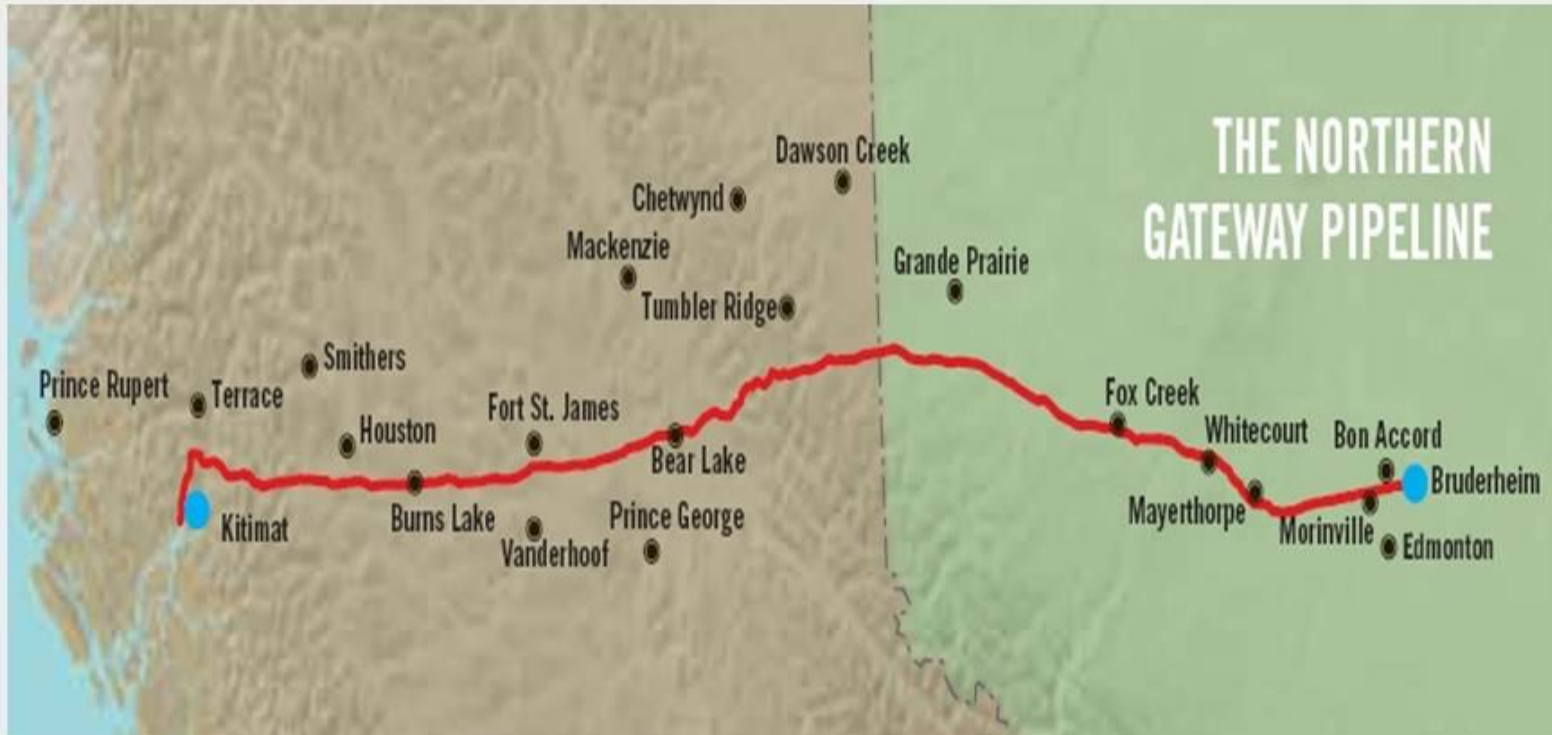


**Cabin Gas Plant**





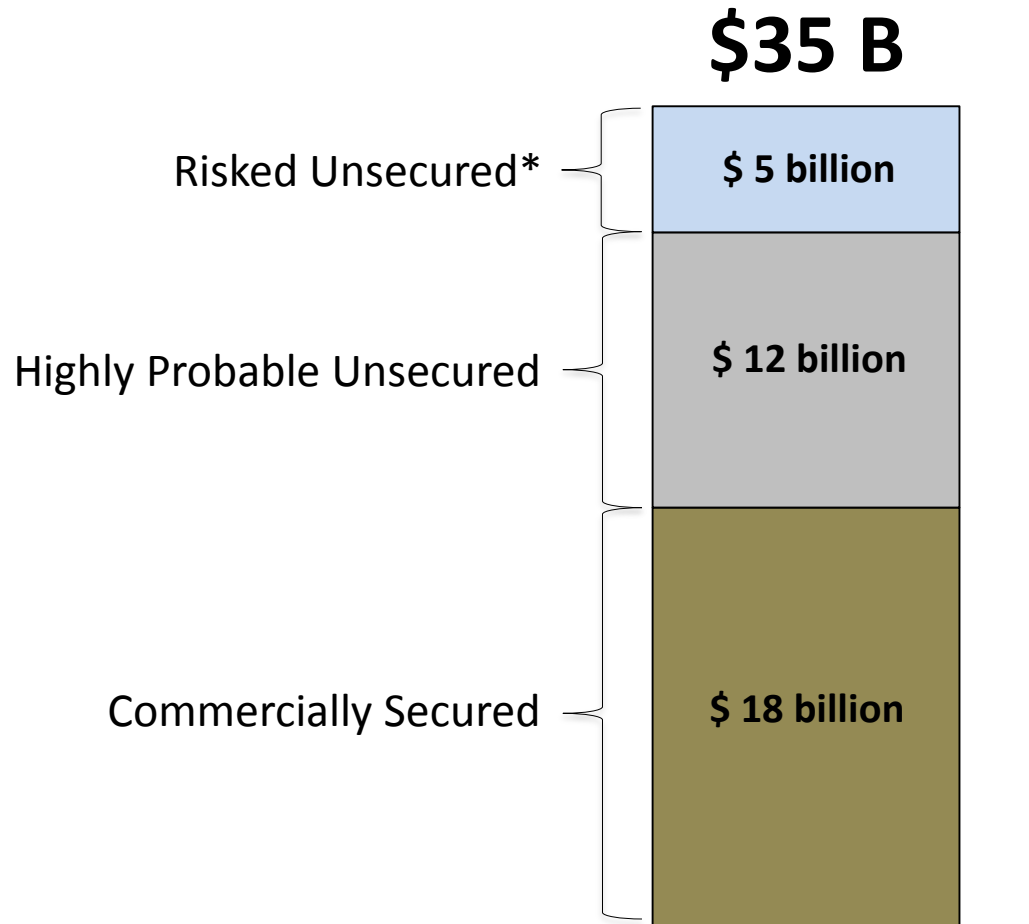
## Gateway Will Be A World Class Project



- Critically important to Canada, Alberta, and Energy Industry
- Significant economic spin-offs, jobs and community benefits
- Targeting 2018 in-service on terms, and with environmental protection measures, acceptable to all stakeholders



## 2012 – 2016 Enterprise Wide Growth Capital

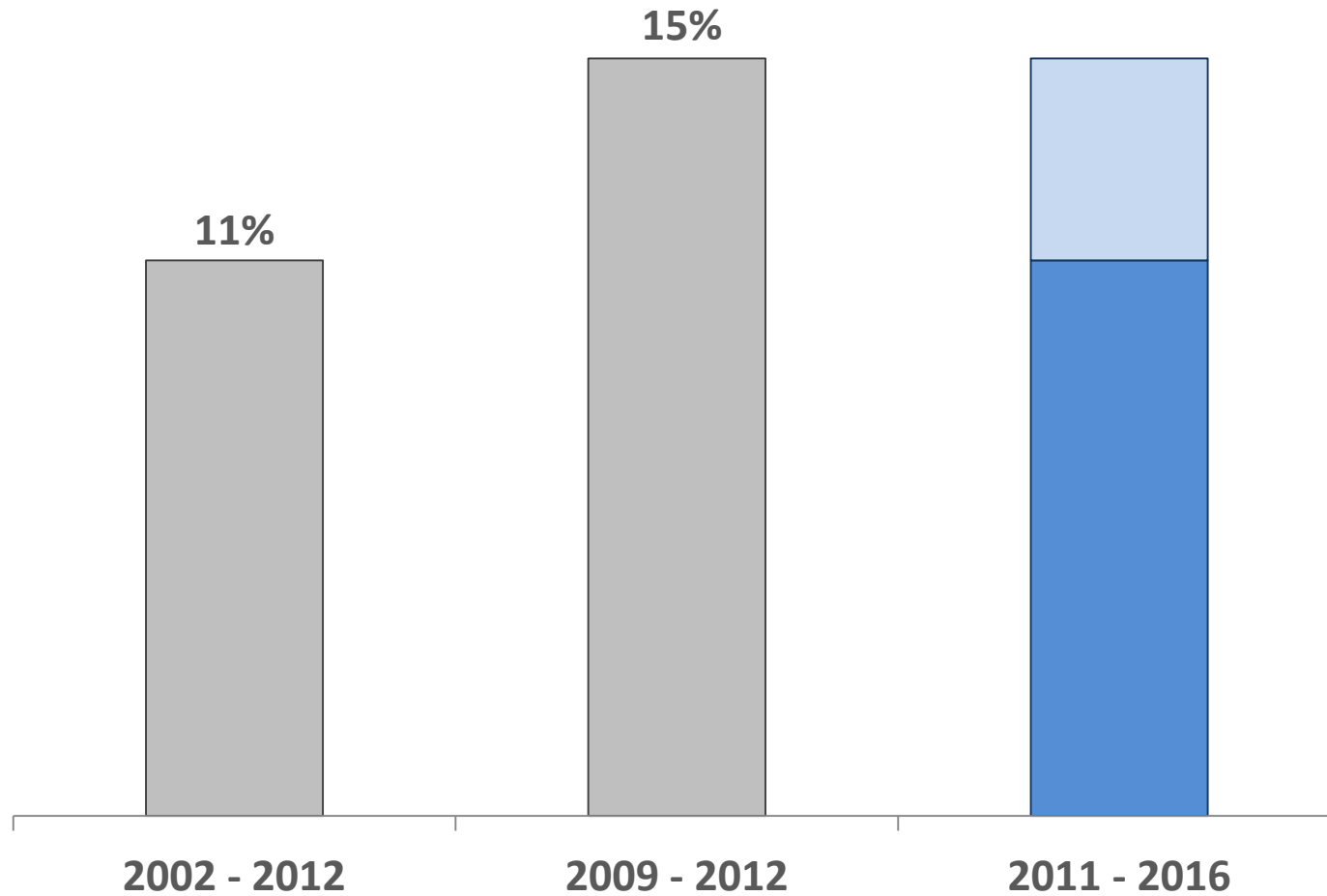


\* Risked unsecured included in the funding plan but with zero contribution to 2016 earnings





## Dividend Per Share Growth Rate



# Q&A

Strategic Overview