

Moving America's Energy

**Investor Presentation** 

June 2022



# Forward-looking Statements / Legal Disclaimer



Management of Energy Transfer LP (ET) will provide this presentation to analysts and/or investors at meetings to be held throughout June 2022. At the meetings, members of management may make statements about future events, outlook and expectations related to Panhandle Eastern Pipe Line Company, LP (PEPL), Sunoco LP (SUN), USA Compression Partners, LP (USAC), and ET (collectively, the Partnerships), and their subsidiaries and this presentation may contain statements about future events, outlook and expectations related to the Partnerships and their subsidiaries all of which statements are forward-looking statements. Any statement made by a member of management of the Partnerships at these meetings and any statement in this presentation that is not a historical fact will be deemed to be a forward-looking statement. These forward-looking statements rely on a number of assumptions concerning future events that members of management of the Partnerships believe to be reasonable, but these statements are subject to a number of risks, uncertainties and other factors, many of which are outside the control of the Partnerships. While the Partnerships believe that the assumptions concerning these future events are reasonable, we caution that there are inherent risks and uncertainties in predicting these future events that could cause the actual results, performance or achievements of the Partnerships and their subsidiaries to be materially different. These risks and uncertainties are discussed in more detail in the filings made by the Partnerships with the Securities and Exchange Commission, copies of which are available to the public. In addition to the risks and uncertainties disclosed in our SEC filings, the Partnership may have also been, or may in the future be, impacted by new or heightened risks related to the COVID-19 pandemic, and we cannot predict the length and ultimate impact of those risks. The Partnerships expressly disclaim any intention or obligation to revise or publicly update any forward-looking statemen

This presentation includes certain forward looking non-GAAP financial measures as defined under SEC Regulation G, including estimated adjusted EBITDA. Due to the forward-looking nature of the aforementioned non-GAAP financial measures, management cannot reliably or reasonably predict certain of the necessary components of the most directly comparable forward-looking GAAP measures without unreasonable effort. Accordingly, we are unable to present a quantitative reconciliation of such forward-looking non-GAAP financial measures to their most directly comparable forward-looking GAAP financial measures.

All references in this presentation to capacity of a pipeline processing plant or storage facility relate to maximum capacity under normal operating conditions and with respect to pipeline transportation capacity is subject to multire.

All references in this presentation to capacity of a pipeline, processing plant or storage facility relate to maximum capacity under normal operating conditions and with respect to pipeline transportation capacity, is subject to multiple factors (including natural gas injections and withdrawals at various delivery points along the pipeline and the utilization of compression) which may reduce the throughput capacity from specified capacity levels.

## What's New



## **Operational**

- Started construction on new 200 MMcf/d Grey Wolf processing plant in the Permian Basin; expected to be in service by year-end 2022
- Announced second new processing plant in the Permian Basin
- Completed construction of the final phase of the Mariner East Pipeline in Q1'22
- During Q1'22, construction began on the Gulf Run Pipeline project, which is expected to be complete by year-end
- Completed Phase II of Cushing South Pipeline in in Q1'22 which brings capacity to 120,000 Bbls/d
- Placed expansion of Permian Bridge project into service in March 2022 which brings capacity to over 200,000 Mcf/d
- Placed Ted Collins Link into service in April 2022, providing additional connectivity for ET's Houston Terminal, the Gulf Coast oil pipeline network and the Houston Ship Channel

#### **Financials**

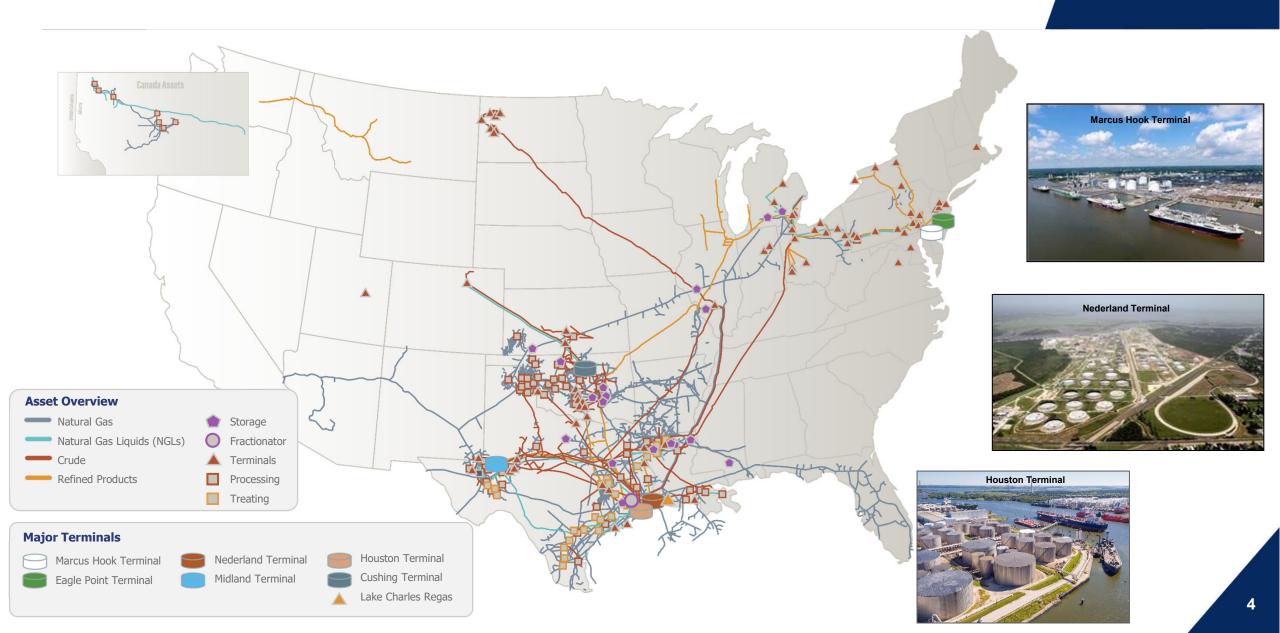
- 2022 Guidance:
  - Adjusted EBITDA: \$12.2-\$12.6B
  - Growth Capital: \$1.8-\$2.1B
- Q1'22 Capital Expenditures
  - > Growth: ~\$390mm
  - Maintenance: ~\$110mm
- Extended maturity on revolving credit facility to April
   2027 under substantially same terms and pricing

### Strategic

- Lake Charles LNG executed five LNG off-take agreements to date, for an aggregate of 5.8 mtpa
- Developing new Permian Basin takeaway pipeline utilizing existing Energy Transfer assets along with a new build pipeline to connect Permian supply to markets along the Gulf Coast
- Continued feasibility and development work on NGL pipeline in Panama
- Announced agreement to sell ET Canada at a strong value – allows redeployment of capital to core footprint and further debt reduction
- Completed bolt-on acquisition of underground storage assets and ethylene header system that further enhance Mont Belvieu and Nederland positions

# **Energy Transfer – A Truly Unique Franchise**





## **De-Risking ET**









> Reduced long-term debt by \$6.3B in 2021 (and \$290mm in Q1 2022)





## Delivering growth projects

- > Construction of final phase of Mariner East pipeline complete
- > Bakken optimization now in-service





- More simplified organization
  - > ETO roll-up and reduced overhead costs
  - > Integration of recent ENBL acquisition well underway





- > Uniquely positioned for improving macros
  - Assets in all major producing basins and connected to major markets, including export ports on gulf and east coasts





- Financially disciplined in M&A markets
  - > Recently closed accretive and complementary ENBL acquisition

# 2022 Outlook Supported by Strong Core Business

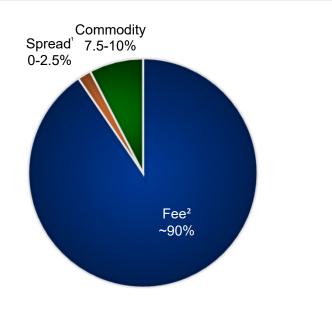


## ET 2022E Adjusted EBITDA \$12.2 - \$12.6 billion

## 2021 to 2022 Adjusted EBITDA Drivers

- + Enable acquisition
- + NGL pipeline and export activities
- + NGL / gas prices
- Lower asset optimization
- Rising costs
- + Organic Projects
  - + Orbit ethane export terminal
  - + Nederland LPG expansions
  - + Mariner East Pipeline System/PA Access
  - + Permian Bridge
  - + Cushing South
  - + Bakken optimization project

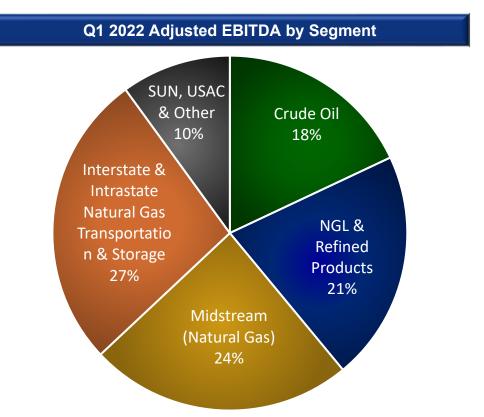
## 2022E Adjusted EBITDA Breakout



Pricing/spread assumptions based on current futures markets

# **Diverse Earnings Supported by Predominantly Fee-Based Contracts**





Segment	Contract Structure	Strength				
Crude Oil	Fees from dedicated acreage, take-or-pay and throughput-based transportation, terminalling and storage	Significant connectivity to Permian, Bakken and Midcon Basins to U.S. markets, including Nederland terminal				
NGL & Refined Products	Fees from plant dedications and take-or- pay transportation contracts, storage fees and fractionation fees, which are primarily frac-or-pay structures	~60 facilities connected to ET's NGL pipelines, and benefit from recent frac expansions at the Mont Belvieu complex				
Interstate Transport & Storage	Fees based on reserved capacity, take-or-pay contacts	Connected to all major U.S. supply basins and demand markets, including exports				
Midstream	Minimum volume commitment (MVC), acreage dedication, utilization-based fees and percent of proceeds (POP)	Significant acreage dedications, including assets in Permian, Eagle Ford, Anadarko and Marcellus/Utica Basins				
Intrastate Transport & Storage	Reservation charges and transport fees based on utilization	Largest intrastate pipeline system in the U.S. with interconnects to TX markets, as well as major consumption areas throughout the US				

# Focused on Increased Returns and Shorter Cash Cycle



	2022E Growth Capital: \$1.8 billion to \$2.1 billion¹	
		% of 2022E <sup>1</sup>
Midstream	<ul> <li>Grey Wolf high-recovery cryogenic processing plant</li> <li>2nd cryogenic Permian processing plant</li> <li>Efficiency improvements and emissions reductions projects</li> <li>Modernization and debottlenecking of existing system</li> <li>Permian Bridge Pipeline project</li> <li>Multiple gathering &amp; processing and compression projects (primarily W. Texas, Northeast)</li> </ul>	~35%
Interstate	<ul><li>Gulf Run Pipeline project</li><li>Multiple smaller projects</li></ul>	~22%
NGL & Refined Products	<ul> <li>Mariner East Pipeline System</li> <li>Nederland LPG facilities</li> <li>Mont Belvieu frac and storage facilities</li> <li>Multiple smaller projects</li> </ul>	~20%
Intrastate	<ul> <li>New Permian gas takeaway pipeline</li> <li>Oasis Pipeline optimization</li> <li>Multiple smaller projects</li> </ul>	~17%
Crude Oil	<ul> <li>Ted Collins Link</li> <li>Cushing South Pipeline</li> <li>Multiple smaller projects</li> </ul>	~6%

Balanced investing across ET's growing asset base with majority completed at ~6x EBITDA

# **Results Benefitting from Investments in High-Quality Growth Projects**

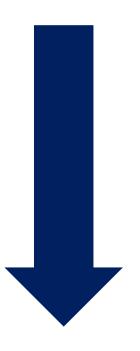


## Major growth projects added since 2017

<ul> <li>Bakken Pipeline System*</li> <li>Trans Pecos/Comanche Trail Pipelines*</li> </ul>	<ul><li>Permian Express 3*</li><li>Panther Plant</li><li>Arrowhead Plant</li></ul>
<ul><li>Rover Pipeline*</li><li>Frac V</li><li>Rebel II Plant</li></ul>	<ul><li>Arrowhead II Plant</li><li>Mariner East 2</li></ul>
<ul> <li>Bayou Bridge Phase II*</li> <li>Permian Express 4*</li> <li>Frac VI</li> <li>Red Bluff Express Pipeline*</li> </ul>	<ul><li>JC Nolan Diesel Pipeline*</li><li>Arrowhead III Plant</li><li>Panther II Plant</li></ul>
<ul><li>Frac VII</li><li>Mariner East 2X</li><li>PA Access</li><li>Lone Star Express Expansion</li></ul>	<ul> <li>Orbit Ethane Export Terminal*</li> <li>LPG Expansions</li> </ul>
<ul><li>Mariner East 2X</li><li>PA Access</li><li>Cushing South Phase I*</li></ul>	<ul><li>Bakken Optimization*</li><li>Permian Bridge</li></ul>
<ul><li>Mariner East 2</li><li>Ted Collins Link</li><li>Cushing South Phase II*</li></ul>	<ul> <li>Permian Bridge Phase II</li> <li>Grey Wolf Plant¹</li> <li>Gulf Run Pipeline¹</li> <li>2nd Permian Processing Plant</li> </ul>
	<ul> <li>Trans Pecos/Comanche Trail Pipelines*</li> <li>Rover Pipeline*</li> <li>Frac V</li> <li>Rebel II Plant</li> <li>Bayou Bridge Phase II*</li> <li>Permian Express 4*</li> <li>Frac VI</li> <li>Red Bluff Express Pipeline*</li> <li>Frac VII</li> <li>Mariner East 2X</li> <li>PA Access</li> <li>Lone Star Express Expansion</li> <li>Mariner East 2X</li> <li>PA Access</li> <li>Cushing South Phase I*</li> <li>Mariner East 2</li> <li>Ted Collins Link</li> </ul>

# Legacy ET Organic Growth Capital<sup>2</sup>

2017 \$5.5B



### 2022E \$1.8-\$2.1B

### ET Adjusted EBITDA<sup>3</sup>

2022E \$12.2-\$12.6B



2017 \$7.3B

# MLP Investing: Why Invest In ET?



**Attractive** Efficient income security with high relative yield ET current yield: ~7.5% **Yields** Strong Significant earnings capacity from critical energy ET 2022 estimated Adjusted EBITDA: \$12.2 - \$12.6 billion **Earnings** infrastructure franchise Power Quarterly ET Q1'22 Distribution: \$0.20 (\$0.80 annualized) Quarterly distributions supported by significant **Pay-outs** ET Q1'22 excess cash flow after distributions: \$1.5 billion excess cash flow Significant Stable cash flows from fee-based, volume-driven Excess ET earnings from fee-based margins: ~90% business models Cash Flows

### **Efficiencies**

- Tax structure > Lower cost of capital compared to traditional C-Corps
- > Single-level taxation at the partnership level > Reduced effective tax rate compared to traditional C-Corps
- > Tax deferred investment > Significant portion of distributions to investors treated as tax deferred
- For more information: www.eic.energy

# Making the Case for Energy Transfer: Midstream Rankings<sup>1</sup>



- Rankings take into consideration: (1) valuation, (2) thematics, (3) catalysts and (4) sentiment
- Figure 1.2. "Energy Transfer trades at a discount to peers, has exposure to several themes (LNG, NGLs, Permian), has a potential catalyst in the FID of Lake Charles, and positive sentiment from investors"

Company	Rank
Company A	1
Energy Transfer	2
Company B	3
Company C	4
Company D	5
Company E	6
Company F	7
Company G	8
Company H	9
Company I	10
Company J	11
Company K	12
Company L	13
Company M	14
Company N	15
Company O	16



# Alternative Energy Group – Leveraging asset base and expertise to develop projects to reduce environmental footprint



Focused on leveraging significant asset base and energy industry expertise to develop projects to reduce environmental footprint throughout operations



#### **Dual Drive Compressors - Established in 2012**

- > Patented technology that allows for switching between electric motors and natural gas engines to drive compressors, and offers the industry a more efficient compression system, helping reduce greenhouse gas emissions
- ➤ In 2021, this technology allowed ET to reduce Scope 1 CO2 emissions by more than 765,000 tons, a 53% improvement over 2019
- ➤ In June 2021, our patented Dual Drive Technologies natural gas compression system was awarded a GPA Midstream Environmental Excellence award for its impact on reducing CO2 emissions



#### **Carbon Capture Utilization and Sequestration**

- ➤ Currently pursuing projects related to G&P facilities, and evaluating opportunities to capture carbon from ET and third-party facilities in the Northeast and transport CO2 through existing underutilized ET pipelines near CO2 sources
- Provide cash flows to Energy Transfer with minimal capital requirements due to structures that allow monetization of federal tax credits



#### Renewable Energy Use

> Approximately 20% of the electrical energy ET purchases originates from a renewable energy source



#### **Renewable Fuels**

- > Evaluating opportunities to transport renewable diesel and renewable natural gas
- > Benefit from significant current asset footprint



#### Solar

- ➤ Entered into first-ever dedicated solar contract, which anchors a 28 megawatt solar facility (Maplewood 2) in West Texas
- > Operate approximately 18,000 solar panel-powered metering stations across the country
- > Entered into second renewable energy power purchase agreement for 120 megawatts of electricity from facility in NE Texas



### **Repurpose Existing Assets**

- > Evaluating repurposing extensive acreage in WV, VA, KY and ND to develop solar and wind projects
- > Pursuing opportunities to utilize ET's significant asset footprint for the transportation of renewable fuels, CO2 and other products



Partnership with the Arbor Day Foundation to plant 25,000 trees in 3 states in 2022. Tree planting is underway in the Michigan State Lands.





# **Corporate Responsibility**





## **Program Highlights**

- · Committed to pursuing a zero-incident culture
- · Real-time tracking of EHS incidents focused on leading indicators
- · Significant use of renewable energy in operations
- Five step risk reduction process for every EHS incident
- Compliance tracking and trending through a comprehensive Environmental Management System
- Support pipeline safety and environmental research through membership in the Pipeline Research Council International (PRCI) and the Intelligent Pipeline Integrity Program (iPIPE)
- Member API Environmental Partnership Voluntary Methane Reduction Program



- ET's charitable giving efforts focus on nonprofit organizations across the U.S. including education, hunger, health, veteran support, children's causes, environmental stewardship and combating homelessness
- Encourage employees to volunteer time and talents to assist others in need and to build relationships in their communities
- · Comprehensive Stakeholder Engagement Program that promotes proactive outreach and respect for all people
- Annual distribution of targeted communications materials to critical stakeholders as part of on-going emergency response and public awareness outreach programs
- Ongoing support and cooperation with Native American tribes
- · Adopted America's Natural Gas Transporters' Commitment to Landowners
- Oversight of EHS compliance by Independent BOD Audit Committee
- · Compensation aligned with business strategies performance based with retention focus
- Strong enforcement of integrity and compliance standards
- ET Deputy General Counsel serves as Chief Compliance Officer
- Quarterly compliance certifications from senior management
- · Alignment of management/unitholders

## **Program Accomplishments**

- Established an Alternative Energy Group to explore renewable energy projects
- ~20% of electrical energy purchased by ET on any given day originates from renewable energy sources enough to power ~40.000 homes
- ESG Metrics reported through EIC/GPA ESG Reporting Template
- 765.000 ton reduction of Scope 1 CO2 emissions with ET patented Dual-drive compressors in 2021, a 53% improvement over 2019
- Continuation of Ducks Unlimited partnership in 2022 with incremental \$250k commitment for wetlands restoration
- Energy Transfer's 4,000+ operations personnel are trained and qualified in accordance with pipeline safety regulations and sustain over 52.000 individual qualifications
- · Received the American Gas Association's Industry Leader Accident Prevention Award for having a total DART incident rate below the industry average in 2021
- 2021 Forbes America's Best Large Employers
- · Continue to increase number of nonprofit organizations served that are local to Energy Transfer assets
- Ongoing Native American power agreements, easements, and scholarships
- EVP of U.S. Gas Pipelines named one of Oil and Gas Investor's 25 Influential Women in Energy for 2021
- ~7,300 emergency responders trained through Energy Transfer Outreach Programs
- In 2021, Energy Transfer and the Sunoco Foundation donated \$1.6 million to MD Anderson Children's Cancer
- In 2022, began partnership with "KPRC 2 Community," to focus on community projects with the greatest impact, including working with Kids' Meals, a Houston-based non-profit to help address hunger and food insecurity for children ages 6 and under
- In 2022, partnering with the Arbor Day Foundation to plant 25,000 trees
- Co-CEO Leadership and Management
- Increased transparency with improved website disclosures
- · Annual Senior Management compliance review
- Added resources to oversee and manage compliance
- Significant management ownership > 13% of units
- Website publication of GRI/SASB Index and EIC/GPA Midstream ESG Reporting Template











# Significant Management Ownership – Continued Buying in 2021



Since January 2021, Energy Transfer insiders and independent board members purchased ~20.5 million units, totaling ~\$160 million; including a director purchase of ~\$5.7mm in April 2022

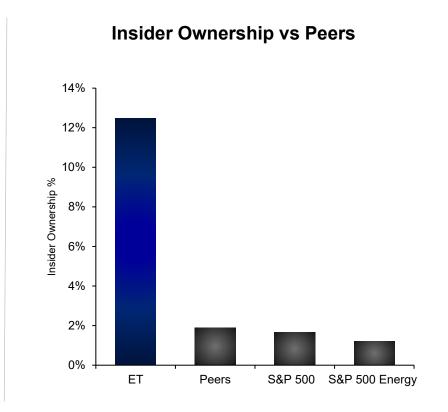
2021 Insider Purchases

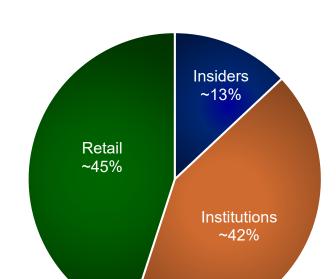
Executive Chairman: ~19.1mm units; ~\$148mm

Board of Directors: ~1mm units; ~\$10.3mm

CEO: ~262k units; ~\$1.2mm1

CFO: ~83k units; ~\$649k





**Ownership Breakout** 

Management and Insiders significantly aligned with unitholders

# Comprehensive Permian Gas Takeaway Solutions Flexibility to provide natural gas delivery to most market hubs



#### Waha Header

 Energy Transfer's Waha header connects to more than 10 different natural gas pipelines, as well as to the TPP header<sup>1</sup>, which contains over 6 Bcf of connectivity to all significant markets

San Elizario

### **Transwestern Pipeline**

- 2.1 Bcf/d pipeline
- Bi-directional capabilities with the ability to access Texas and Midcontinent supply hubs, as well as major western markets in Arizona, Nevada and California

## Trans-Pecos and Comanche Trail Pipelines

- The Trans-Pecos (TPP) and Comanche Trail Pipelines (CTP) are designed to transport natural gas from Waha to the Texas-Mexico border¹
- TPP and CTP provide a combined 2.5 Bcf/d of gas takeaway capacity to Mexico

### **Permian Natural Gas Takeaway Project**

- Proposed project would include construction of a new intrastate pipeline from the Midland Basin to ET's extensive pipeline network south of the DFW area
- From there, ET's vast pipeline systems provide significant flexibility to deliver natural gas to premier markets along the Texas Gulf Coast including Katy, Beaumont, and the Houston Ship Channel, as well as to Carthage, with potential deliveries to most major U.S trading hubs and markets

# Gillis Henry Hub

Carthage

Chicago

Perrvville

## manche Trail Pipelines (CTP) are Presidio

- Modernization and debottlenecking work on the Oasis Pipeline continues
- Will add an incremental 60,000 Mcf/d of much needed takeaway capacity out of the Permian Basin

**Oasis Pipeline Modernization** 

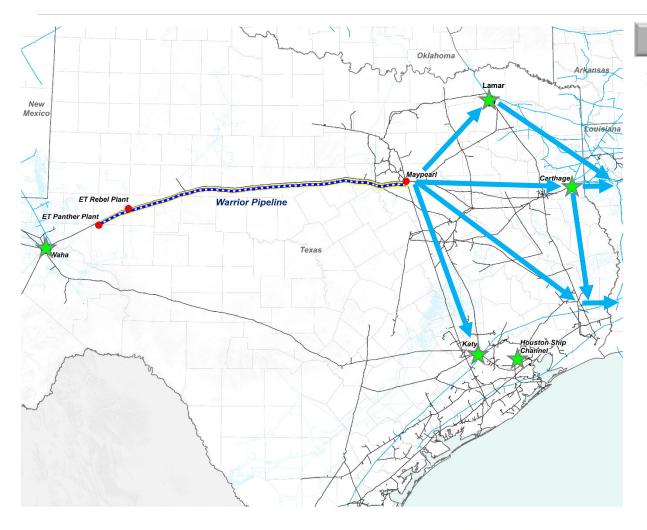
• This capacity is expected to be available by the end of 2022

Leading Permian Natural Gas franchise provides significant options for long-term takeaway needs

Agua Dulce

# Permian Natural Gas Takeaway Pipeline With Cost, Time and Market Access Advantages



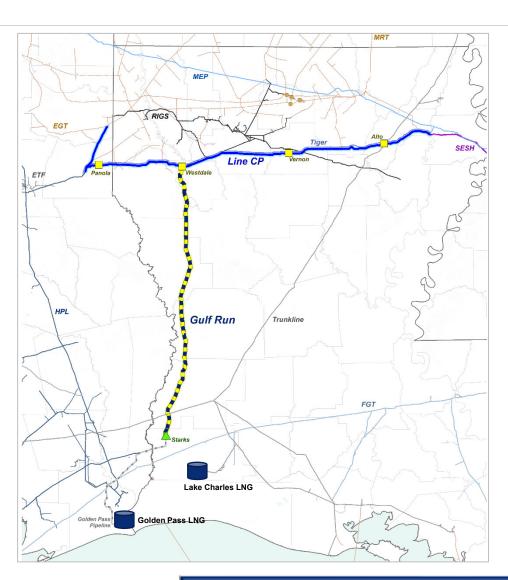


### **Permian Natural Gas Pipeline Project**

- Evaluating a Permian natural gas takeaway project that would utilize existing Energy Transfer assets, along with a new-build pipeline, to address growing need for additional natural gas takeaway
  - Project would include construction of a new, large-diameter intrastate pipeline from Permian/Midland Basin to interconnect with ET's existing pipeline network southwest of Ft. Worth, TX
  - From there, ET's vast pipeline systems provide significant flexibility to deliver natural gas to premier markets along the Texas Gulf Coast including Katy, Beaumont, and the Houston Ship Channel, as well as to Carthage, with potential deliveries to most major U.S trading hubs and markets
  - New-build pipeline is expected to parallel existing right-of-way
  - Project can be completed more quickly and at significantly less cost than competitor projects
  - In active customer discussions to finalize commitments for the project
  - Time-sensitive survey work and regulatory process has begun
  - Once FID is reached, construction of the project could be completed in less than 2 years

# Gulf Run Pipeline Project Provides An Efficient Gulf Coast Connection





#### **Gulf Run Pipeline Project Overview**

- ➤ 135-mile, 42" interstate pipeline with an expected capacity of 1.65 Bcf/d
- ➤ Backed by a 20-year commitment for 1.1 Bcf/d with cornerstone shipper Golden Pass LNG (Qatar Petroleum & Exxon Mobil)
- ➤ Unparalleled access to prolific natural gas producing regions in the U.S. with ability to deliver Haynesville-area gas to Gulf Coast Region
- Currently under construction and expected to be complete by year-end 2022
- ➤ Developing future expansion as demand builds



# Lake Charles LNG Export Terminal Renewed Interest As Global LNG Demand Grows





#### **Current Lake Charles Terminal Assets**

- ➤ 152-acre site
- ➤ Two existing deep-water docks to accommodate ships up to 215,000 m3 capacity
- ➤ Four LNG storage tanks with capacity of 425,000 m3
- > Proximity to multiple natural gas producing basins and major pipelines, including direct connection to ET's Trunkline pipeline system

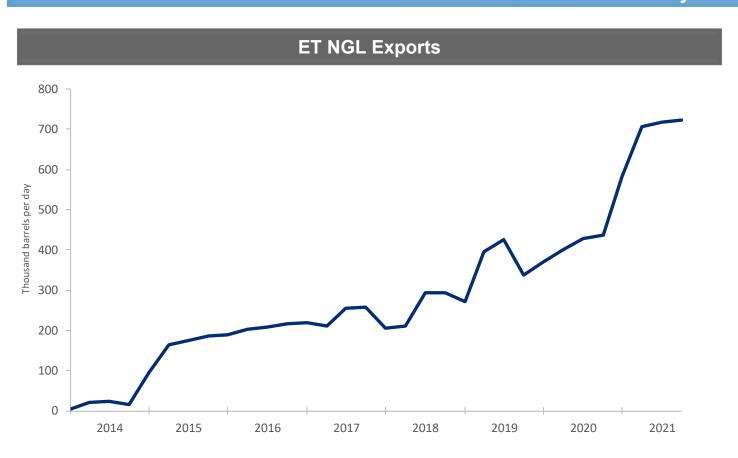
### **Lake Charles LNG Export Project**

- ➤ Executed LNG Sale and Purchase Agreements (SPA) with first deliveries expected to commence as early as 2026
  - ➤ ENN Natural Gas 1.8 million tonnes per annum for 20 years
  - ➤ ENN Energy 0.9 million tonnes per annum for 20 years
  - ➤ Gunvor Group 2.0 million tonnes per annum for 20 years
  - ➤ SK Gas 0.4 million tonnes per annum for 18 years
  - ➤ China Gas 0.7 million tonnes per annum for 25 years
  - ➤ The purchase price for all agreements is indexed to the Henry Hub benchmark, plus a fixed liquefaction charge, and the LNG will be delivered on a free-on-board (FOB) basis
  - > SPAs become fully effective upon satisfaction of the conditions precedent by ET, including reaching a Final investment decision (FID)
- ➤ In active negotiations with a number of high-quality customers, and expect to make announcements of additional offtake agreements
- ➤ The only brownfield project among those proposed on the U.S. Gulf Coast, providing timeline and cost advantages
- > Estimated export capacity of up to 16.5 million tonnes per year
- ➤ On May 6, 2022, FERC granted Lake Charles LNG's and Trunkline's extension of time request to allow for completion of construction and modifications until December 16, 2028
- > ET is currently targeting making FID by year-end 2022

# NGL & Refined Products Segment - A World Leader in NGL Exports



In total, ET's market share of worldwide NGL exports has doubled over the last 24 months to nearly 20%







# NGL & Refined Products Segment – Leading Northeast NGL Franchise



## Comprehensive Marcellus/Utica Shale solution reaching local, regional and international markets

#### **Marcus Hook Terminal Mariner East Pipeline System** Provides transportation, storage, and terminaling services from OH / Western PA to the • ~800 acre site: inbound and outbound pipeline, along with truck, rail and marine capabilities Marcus Hook Terminal on the East Coast ~400,000 bbls/d of combined NGL and ethane export capacity at Marcus Hook Terminal Products include ethane, propane, butane, C3+, and natural gasoline; developing ~2 million bbls underground NGL storage; ~3.8 million bbls (standard) above-ground NGL capabilities for refined products storage; ~1 million bbls refined products storage capacity; ~1 million bbls crude storage capacity1 Supported by long-term, fee-based contracts with diversified customer base that includes producers, midstream providers and major integrated energy companies 4 export docks accommodate VLGC & VLEC sized vessels • In addition, PA Access began flowing refined products in January 2022 Began transporting natural gasoline on the Mariner system to Marcus Hook Terminal for gasoline blending and local consumption on April 1, 2021 Positioned for further expansion and development of exports, processing, storage and manufacturing Construction of the final phase of the Mariner East pipeline is complete, which brought its total NGL capacity to 350,000 to 375,000 bbls/d, including ethane

8" Line 8" Line 8" Line 8" Line 8" Line 16" Line 20" Line 20" Line 20" Line 20" Line 20" Line 20" Line 400 Available 20" Line 20" Line 20" Line 400 Available 20

12" ME2/GRE Pipeline

Note: crude storage reported in Crude Oil Transportation & Services segments

A portion of ME1 has been converted to refined products service as part of the PA Access project

This is a concept drawing. Actual pipe sizes and connection locations within each line segments vary

Marcus Hook Terminal

Third Party Pipeline

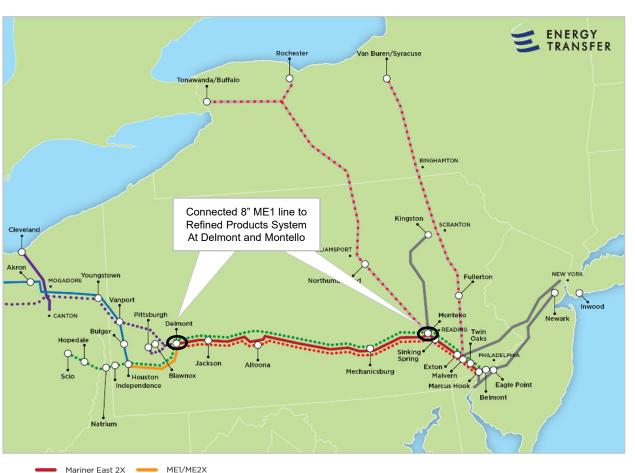
Marcellus Shale

Montello

# **NGL & Refined Products Segment – Pennsylvania Access**



As Mariner East adds refined products to its slate of liquids transportation services, tremendous synergies can be realized with ET's existing refined products pipelines and terminals



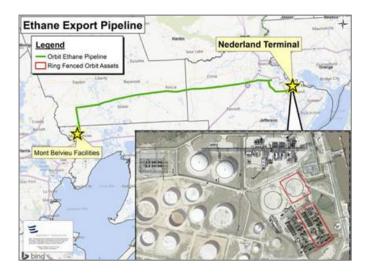
#### **PA Access Overview**

- Converted a portion of 8-inch ME1 NGL pipeline to refined products service
- ➤ Facilitates refined products movements from Midwest supply regions through Allegheny Access Pipeline System into PA and markets in the Northeast
- > Reconnected and modified existing assets
- > ~20-25,000 barrels per day of refined products capacity; easily expandable to ~50,000+ barrels per day
- Allows for efficient, inexpensive way to move refined products to meet demand
- ➤ Incremental revenue and synergies with existing ET refined products pipelines and terminal assets
- Provides flow from Ohio to Pennsylvania, and to upstate New York markets
- > PA Access began flowing refined products in January 2022

# **NGL & Refined Products Segment – Ethane Export Project**



## **Ethane Export Pipeline and Terminal Facilities**



#### The Seri Everest, The World's Largest VLEC





## **Orbit Pipeline JV**

- Orbit Joint Venture with Satellite Petrochemical USA Corp includes a new ethane export terminal on the U.S. Gulf Coast to provide ethane to Satellite's newly-constructed ethane crackers
- At ET's Nederland Terminal, Orbit constructed:
  - 1.2 million barrel (standard) ethane storage tank
  - ~180,000 barrel per day ethane refrigeration facility
  - 20-inch ethane pipeline originating at ET's Mont Belvieu facilities that will make deliveries to its Nederland export terminal, as well as domestic markets in the region
- ET is the operator of the Orbit assets, and provides storage and marketing services for Satellite
- ➤ ET will ultimately provide Satellite with approximately 150,000 barrels per day of ethane under a long-term, demand-based agreement, which will ramp up as new Satellite facilities come online
- In addition, ET constructed and wholly-owns the infrastructure required to supply ethane to the pipeline and to load ethane onto carriers destined for international markets
- > Loaded nearly 26 million barrels of ethane out of this facility through in 2021
- For 2022, expect to load a minimum of 40 million barrels of ethane out of this facility, and project this to increase to up to 60 million barrels for 2023

# NGL & Refined Products Segment – Mont Belvieu to Nederland Pipeline System



#### **Nederland Natural Gasoline Expansions**

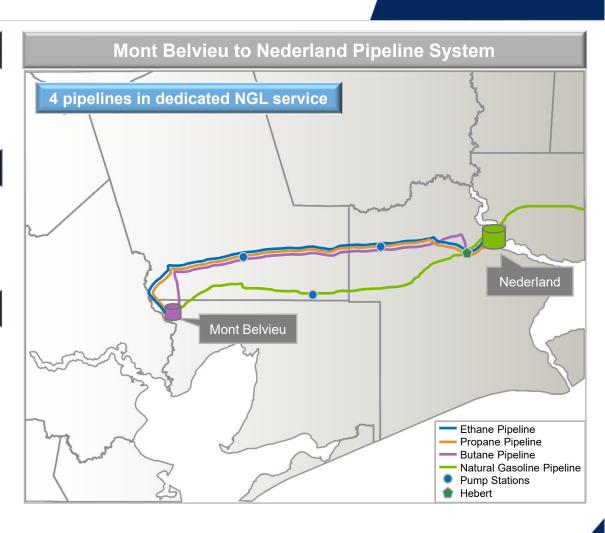
- Loaded first barge with natural gasoline in July 2019
- Repurposed existing pipeline to export 30,000 BPD of natural gasoline
- Completed construction of new 600,000 Bbl natural gasoline storage tank in December 2020

#### **Legacy Mariner South System**

- ➤ Completed in 2015, the legacy Mariner South system integrated ET's Mont Belvieu assets with its Nederland Terminal
- > Included batched butane and propane pipeline and chiller with LPG export capacity of 180,000 BPD
- > Completed de-bottlenecking in early 2020 which added ~55,000 BPD of additional export capacity

### **Nederland LPG Export Expansions**

- Constructed new 20" pipeline from Mont Belvieu to Nederland to segregate system into separate dedicated product pipelines
- New butane chiller provided an additional 180 MBPD of LPG export capacity (existing chiller now dedicated to propane use)
- Completed dock expansion/conversions, going from one dock to three docks capable of exporting ethane, propane, butane and natural gasoline
- New export train and dock conversion at Nederland allowed additional product loading to service international markets
- New pipeline and chiller went into service in December 2020 to accommodate increased demand for propane and butane volumes
- Now capable of exporting ~700,000 BPD of NGLs from the Nederland Terminal



# NGL & Refined Products Segment – Pipeline & Fractionation Expansion

Mt. Belvieu Fractionation

Fractionator

Storage

Processing Plant

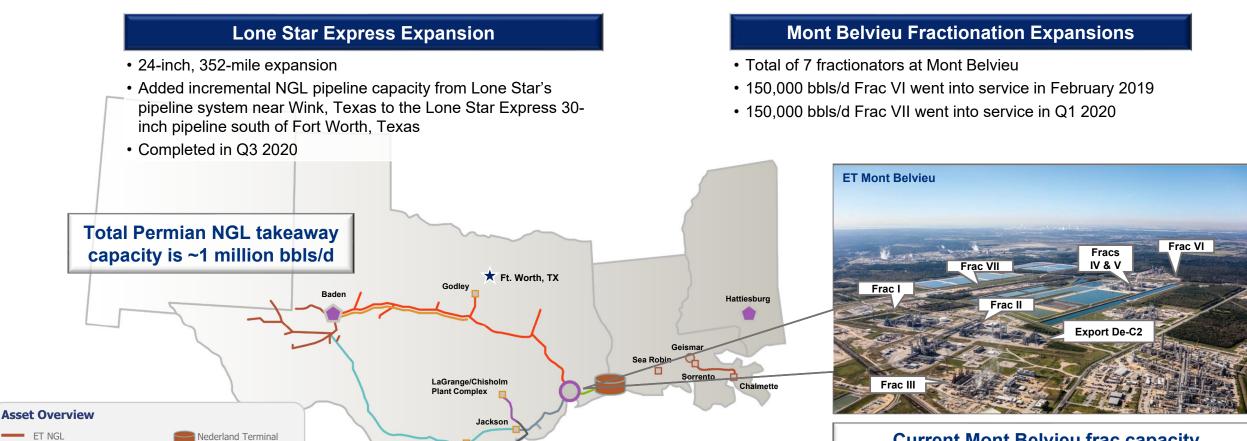
ET Gulf Coast NGL Express

ET Gulf Coast NGL Expansion

ET Gulf Coast NGL/WTX Gateway

Kenedy





Current Mont Belvieu frac capacity over 900,000 bbls/d

# **Growing Unique Export Capabilities**



# Total NGL export capacity is now over 1.1 million barrels per day



#### **Houston Terminal**

- 330 acres on Houston Ship Channel
- 18.2 million barrels of crude and heated product storage
- ~500 thousand bbls/d of crude export capacity
- · 5 ship docks, 7 barge docks
- Rail and truck loading and unloading
- Connectivity to Gulf Coast refining complex
- · Pipeline connectivity to all major basins
- Deepwater marine access



#### **Marcus Hook Terminal**

- ~800 acre site: inbound and outbound pipeline along with truck, rail and marine capabilities
- ~2 million bbls underground NGL storage; ~4 million bbls refrigerated above-ground NGL storage; ~1 million bbls crude storage capacity
- ~1 million bbls refined products storage capacity
- 4 export docks accommodate VLGC and VLEC sized vessels
- ~400 thousand bbls/d of combined LPG and ethane export capacity
- Positioned for further expansion and development of exports, processing, storage and manufacturing

Seeing strong interest from oversees customers and are currently evaluating the best location for an ethane expansion project

#### **Nederland Terminal**

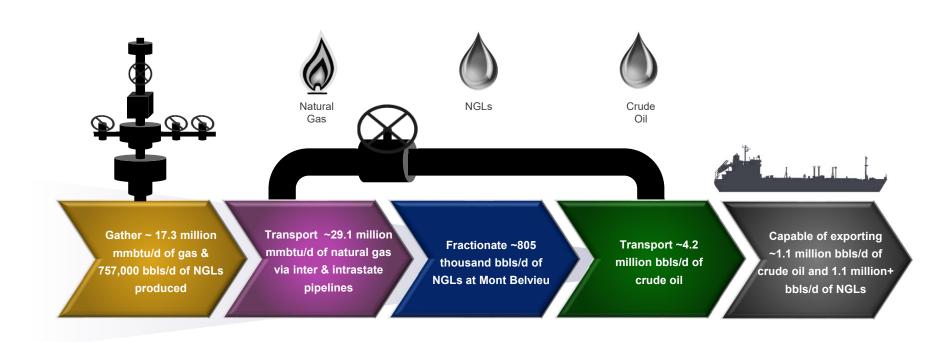
- ~1,200 acre site on USGC
- ~29 million bbls crude storage capacity; 1.9 million bbls refrigerated propane/butane storage capacity
- 1.2 million bbls (standard) ethane storage tank as part of Orbit joint venture
- ~700 thousand bbls/d of combined LPG, ethane and natural gasoline export capacity
- ~600 thousand bbls/d of crude export capacity
- 6 ship docks (3 NGL, 4 crude capable) and 4 barge docks accommodate Suez Max sized ships
- Rail and truck unloading capabilities
- Expanded natural gasoline capabilities in 2020 to accommodate larger vessels and provide access to international markets
- Space available for further dock and tank expansion and well positioned for future growth opportunities



# **ET & ENBL Complementary Assets**



## **Wellhead to Water Service**



The acquisition of Enable Midstream on December 2, 2021, improved Energy Transfer's connectivity and expanded its footprint

# **Successful Acquisition Track Record**





- > ET Management has a proven track record of successfully integrating acquisitions
- Knowledge of respective assets and businesses facilitates integrations of:
  - Operations
  - Commercial
  - Risk Management
  - > Finance / Accounting
  - Information Technology

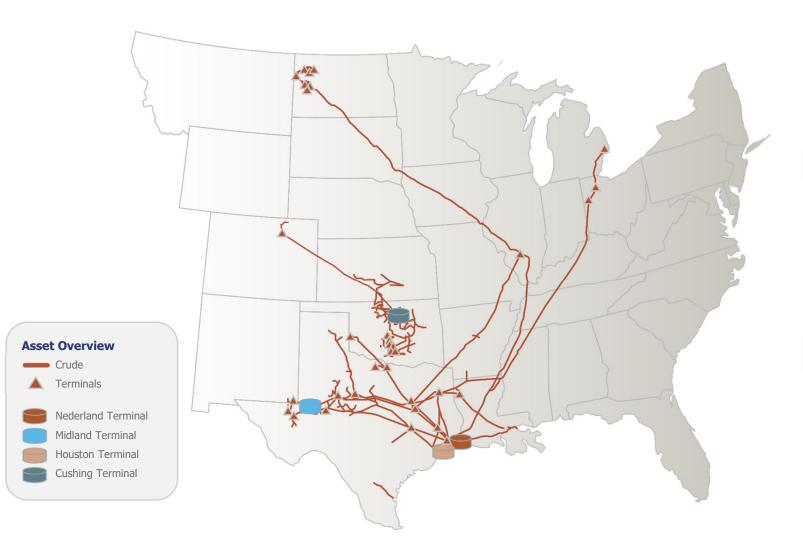
# Appendix



# **Crude Oil Segment**



#### ~11,300 miles of crude oil trunk and gathering lines



## **Crude Oil Pipelines**

- ➤ Directly connected to 6.8 MMbbls/d (~37%) of domestic refining capacity
- > 1.1 MMbbls/d of ET-owned export capacity on USGC
- ET owns and operates substantial interests in the following systems/entities:
  - Bakken Pipeline (36.4%)

- White Cliffs (51%)
- Bayou Bridge Pipeline (60%)
- Maurepas (51%)
- Permian Express Partners (87.7%)

## **Crude Oil Acquisition & Marketing**

- Crude truck fleet of approximately 350+ trucks, 350+ trailers, and 150+ offload facilities
- ➤ Purchase crude oil at the lease from 3,000+ producers, and in-bulk from aggregators at major pipeline interconnections and trading points
- > Market crude oil to refining companies and other traders across asset base
- Optimize assets to capture time and location spreads when market conditions allow

#### **Crude Oil Terminals**

- ➤ Nederland, TX Terminal ~31 million barrel capacity
- ➤ Houston, TX Terminal ~18 million barrel capacity
- Cushing, OK ~7.7 million barrel capacity
- ➤ Northeast Terminals ~6 million barrel capacity
- ➤ Patoka, IL ~1.9 million barrel capacity
- ➤ Midland, TX Terminal ~1 million barrel capacity

# **NGL & Refined Products Segment**





#### Orbit<sup>1</sup>

~180 Mbpd of ethane export capacity at Nederland Terminal

### **Refined Products**

- > ~3,600 miles of refined products pipelines in the northeast, Midwest and southwest US markets
- ➤ 37 refined products marketing terminals with ~8 million barrels storage capacity

#### **Fractionation**

- > 7 Mont Belvieu fractionators (over 900 Mbpd)
- 40 Mbpd King Ranch, 25 Mbpd Geismar
- ➤ 50 Mbpd Houston DeEthanizer and 30 to 50 Mbpd Marcus Hook C3+ Frac in service Q4 2017
- ➤ 150 Mbpd Frac VII placed in-service Q1 2020

#### **NGL Storage**

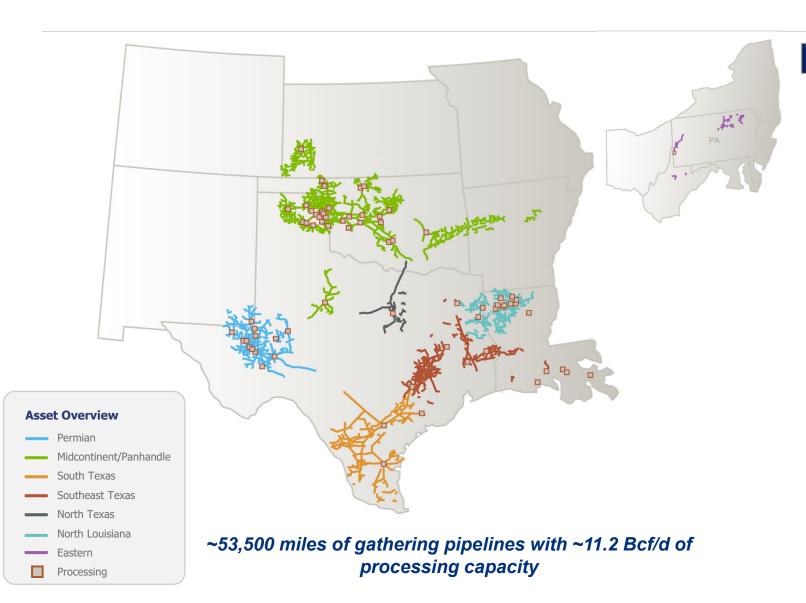
- > Total NGL storage ~70 million barrels
- > ~53 million barrels NGL storage at Mont Belvieu
- > ~10 million barrels of NGL storage at Marcus Hook & Nederland Terminals
- ➤ Hattiesburg Butane Storage ~5 million barrels

### **NGL Pipeline Transportation**

- > ~5,200 miles of NGL Pipelines throughout Texas, Midwest, and Northeast
- ➤ Lone Star Express Expansion- completed in Q3 2020
  - ~352-mile, 24-inch NGL pipeline added incremental NGL takeaway capacity from Permian Basin
- > Mont Belvieu to Nederland Pipeline System
  - 71-mile propane pipeline with 300 Mbpd capacity, expandable to 450 Mbpd
  - 71-mile butane pipeline with 200 Mbpd capacity
  - 62-mile ethane pipeline with 200 Mbpd, expandable to 450 Mbpd
  - 62-mile natural gasoline pipeline with 30 Mbpd capacity
- Mariner Pipeline Franchise
  - The Mariner East Pipeline System is now capable of moving 350-375 Mbpd of NGLs (including ethane) to Marcus Hook
  - PA Access provides ~20-25 Mbpd of refined products capacity to PA and NE markets
  - Mariner West Pipeline 55 Mbpd ethane pipeline to Canada

# **Midstream Segment**





### **Midstream Highlights**

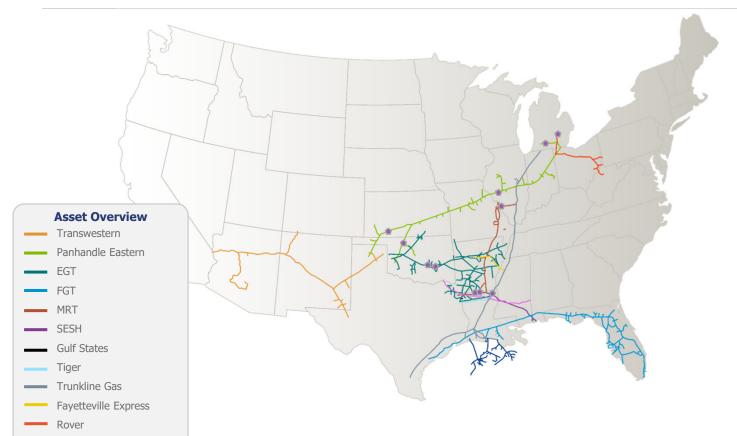
- > Extensive Permian Basin Footprint:
  - Have ~3.7 million acres dedicated to ET processing plants in the Permian Basin with an average of 7+ years remaining on contracts
  - · Midland Basin inlet volumes continue to be at or near record highs
- Grey Wolf Processing Plant
  - > 200 MMcf/d cryogenic processing plant in Delaware basin
  - > Expected in service by end of 2022
  - > Due to significant producer demand, anticipate moving forward with a second processing plant in the Permian Basin
- > Permian Bridge
  - Converted ~55 miles of existing 24-inch NGL pipeline to richgas service
  - ➤ Project allows ~200 thousand MCF/d of rich-gas to move out of the Midland Basin to the Delaware Basin, providing access to additional takeaway options
  - ➤ Phase I was placed into service October 2021 and an expansion was placed into service in Q1 2022

### **Current ET Processing Capacity**

	Bcf/d	Basins Served
Permian	2.7	Permian, Midland, Delaware
Midcontinent/Panhandle	3.1	Granite Wash, Cleveland, DJ, STACK
North Texas	0.7	Barnett, Woodford
South Texas	1.9	Eagle Ford
North Louisiana	2.1	Haynesville, Cotton Valley
Southeast Texas	0.4	Eagle Ford, Eagle Bine
Eastern	0.2	Marcellus Utica

# **Interstate Natural Gas Pipeline Segment**





Sea Robin/Stingray
Midcontinent Express

## **Interstate Highlights**

Our interstate pipelines provide:

- Stability
  - Approximately 95 percent of revenue is derived from fixed reservation fees
- Diversity
  - Access to multiple shale plays, storage facilities and markets
- Growth Opportunities
  - Well-positioned to capitalize on changing supply and demand dynamics
- > Gulf Run Pipeline Project
  - 42-inch interstate natural gas pipeline with 1.65 Bcf/d of capacity
  - Will provide natural gas transportation between the Haynesville Shale and Gulf Coast
  - Expected compete by end of 2022

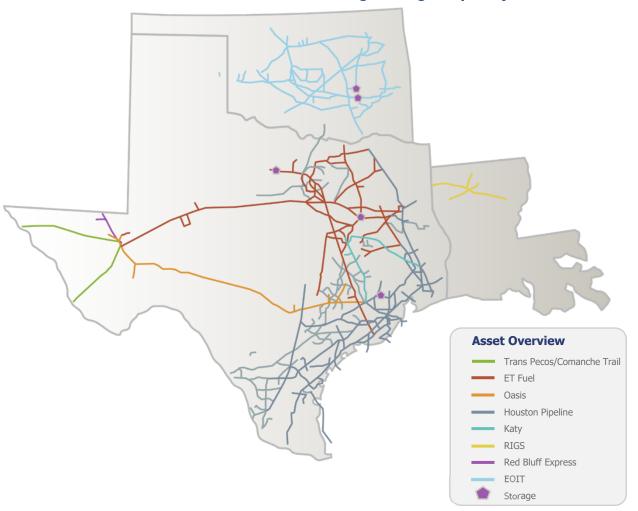
~26,900 miles of interstate pipelines with ~31 Bcf/d of throughput capacity and ~147 Bcf/d of working storage capacity

	PEPL	TGC	TW	FGT	SR	FEP	Tiger	MEP	Rover	Stingray	EGT	MRT	SESH	Total
Miles of Pipeline	6,300	2,190	2,610	5,365	740	185	200	510	720	290	5,900	1,600	290	26,900
Capacity (Bcf/d)	2.8	0.9	2.1	3.7	2.0	2.0	2.4	1.8	3.4	0.4	6.2	1.7	1.1	30.5
Owned Storage (Bcf)	73.4	13.0									29.0	31.5		146.9
Ownership	100%	100%	100%	50%	100%	50%	100%	50%	32.6%	100%	100%	100%	50%	

# **Intrastate Natural Gas Pipeline Segment**



## ~ 11,600 miles of intrastate pipelines with ~24 Bcf/d of throughput capacity, and ~88 Bcf/d of working storage capacity

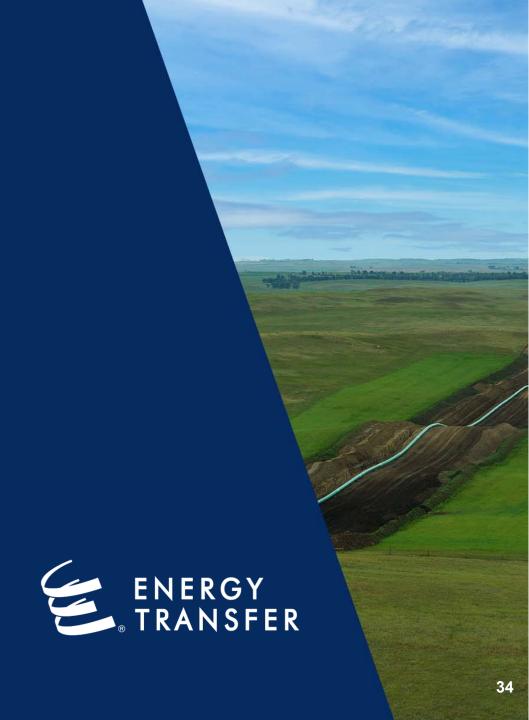


### **Intrastate Highlights**

- > Well-positioned to capture additional revenues from anticipated changes in natural gas supply and demand in the next five years
- > Strategically taken steps to lock-in additional volumes under fee-based, long-term contracts with third-party customers
- Modernization and optimization work on the Oasis Pipeline is underway, which will add an incremental 60,000 Mcf/d of capacity out of the Permian Basin by the end of 2022
- Evaluating Permian Basin takeaway project that would utilize Energy Transfer assets, along with a new build intrastate pipeline from the Midland Basin to Energy Transfer's extensive pipeline network south of Fort Worth, TX, to provide producers with firm capacity to premier markets along the Texas Gulf Coast, as well as throughout the U.S.

Pipeline	Capacity (Bcf/d)	Pipeline (Miles)	Storage (Bcf/d)	Bi- Directional	Major Connect Hubs
Trans Pecos & Comanche Trail Pipelines	2.5	335	NA	No	Waha Header, Mexico Border
ET Fuel Pipeline	5.2	3,150	11.2	Yes	Waha, Katy, Carthage
Oasis Pipeline	2.0	750	NA	Yes	Waha, Katy
Houston Pipeline System	5.3	3,920	52.5	No	HSC, Katy, Aqua Dulce
ETC Katy Pipeline	2.9	460	NA	No	Katy
RIGS	2.1	450	NA	No	Union Power, LA Tech
Red Bluff Express	1.4	108	NA	No	Waha
EOIT <sup>1</sup>	2.4	2,200	24.0	Yes	OG&E, PSO

# Non-GAAP Reconciliations



# **Non-GAAP Reconciliation**



Energy Transfer LP
Reconciliation of Non-GAAP Measures\*

	2019	2020			2021			2022
	Full Year	Full Year	Q1	Q1 Q2		Q4	Year	 Q1
Net income	\$ 4,825	\$ 140	\$ 3,641	\$ 908	\$ 907	\$ 1,231	\$ 6,687	\$ 1,487
Interest expense, net	2,331	2,327	589	566	558	554	2,267	559
Impairment losses	74	2,880	3	8	-	10	21	300
Income tax expense (benefit) from continuing operations	195	237	75	82	77	(50)	184	(9)
Depreciation, depletion and amortization	3,147	3,678	954	940	943	980	3,817	1,028
Non-cash compensation expense	113	121	28	27	26	30	111	36
(Gains) losses on interest rate derivatives	241	203	(194)	123	(1)	11	(61)	(114)
Unrealized (gains) losses on commodity risk management activities	5	71	(46)	(47)	19	(88)	(162)	45
Losses on extinguishments of debt	18	75	7	1	-	30	38	-
Inventory valuation adjustments (Sunoco LP)	(79)	82	(100)	(59)	(9)	(22)	(190)	(120)
Impairment of investment in unconsolidated affiliates	-	129	-	-	-	-	-	-
Equity in (earnings) losses of unconsolidated affiliates	(302)	(119)	(55)	(65)	(71)	(55)	(246)	(56)
Adjusted EBITDA related to unconsolidated affiliates	626	628	123	136	141	123	523	125
Other, net (including amounts related to discontinued operations in 2018)	(54)	79	15	(4)	(11)	57	57	59
Adjusted EBITDA (consolidated)	11,140	10,531	5,040	2,616	2,579	2,811	13,046	3,340
Adjusted EBITDA related to unconsolidated affiliates	(626)	(628)	(123)	(136)	(141)	(123)	(523)	(125)
Distributable Cash Flow from unconsolidated affiliates	415	452	76	89	103	78	346	86
Interest expense, net	(2,331)	(2,327)	(589)	(566)	(558)	(554)	(2,267)	(559)
Preferred unitholders' distributions	(253)	(378)	(96)	(99)	(110)	(113)	(418)	(118)
Current income tax (expense) benefit	22	(27)	(9)	(15)	(10)	(10)	(44)	41
Transaction-related income taxes	(31)	-	-	-			-	(42)
Maintenance capital expenditures	(655)	(520)	(76)	(140)	(155)	(210)	(581)	(118)
Other, net	85	74	19	17	14	18	68	5
Distributable Cash Flow (consolidated)	7,766	7,177	4,242	1,766	1,722	1,897	9,627	 2,510
Distributable Cash Flow attributable to Sunoco LP (100%)	(450)	(516)	(108)	(145)	(146)	(143)	(542)	(142)
Distributions from Sunoco LP	165	165	41	42	41	41	165	41
Distributable Cash Flow attributable to USAC (100%)	(222)	(221)	(53)	(52)	(52)	(52)	(209)	(50)
Distributions from USAC	90	97	24	24	25	24	97	24
Distributable Cash Flow attributable to noncontrolling interests in other non-wholly-owned subsidiaries	(1,113)	(1,015)	(251)	(251)	(284)	(327)	(1,113)	(317)
Distributable Cash Flow attributable to the partners of Energy Transfer	6,236	5,687	3,895	1,384	1,306	1,440	8,025	2,066
Transaction-related adjustments	14	55	19	9	6	160	194	12
Distributable Cash Flow attributable to the partners of Energy Transfer, as adjusted	\$ 6,250	\$ 5,742	\$ 3,914	\$ 1,393	\$ 1,312	\$ 1,600	\$ 8,219	\$ 2,078

<sup>\*</sup> See definitions of non-GAAP measures on next slide

## **Non-GAAP Reconciliation**



#### **Definitions**

Adjusted EBITDA and Distributable Cash Flow are non-GAAP financial measures used by industry analysts, investors, lenders and rating agencies to assess the financial performance and the operating results of Energy Transfer's fundamental business activities and should not be considered in isolation or as a substitute for net income, income from operations, cash flows from operating activities, or other GAAP measures. There are material limitations to using measures such as Adjusted EBITDA and Distributable Cash Flow, including the difficulty associated with using either as the sole measure to compare the results of one company to another, and the inability to analyze certain significant items that directly affect a company's net income or loss or cash flows. In addition, our calculations of Adjusted EBITDA and Distributable Cash Flow may not be consistent with similarly titled measures of other companies and should be viewed in conjunction with measurements that are computed in accordance with GAAP, such as segment margin, operating income, net income and cash flow from operating activities.

We define Adjusted EBITDA as total partnership earnings before interest, taxes, depreciation, depletion, amortization and other non-cash items, such as non-cash compensation expense, gains and losses on disposals of assets, the allowance for equity funds used during construction, unrealized gains and losses on commodity risk management activities, inventory valuation adjustments, non-cash impairment charges, losses on extinguishments of debt and other non-operating income or expense items. Inventory adjustments that are excluded from the calculation of Adjusted EBITDA represent only the changes in lower of cost or market reserves on inventory that is carried at last-in, first-out ("LIFO"). These amounts are unrealized valuation adjustments applied to Sunoco LP's fuel volumes remaining in inventory at the end of the period.

Adjusted EBITDA reflects amounts for less than wholly-owned subsidiaries based on 100% of the subsidiaries' results of operations. Adjusted EBITDA reflects amounts for unconsolidated affiliates based on the same recognition and measurement methods used to record equity in earnings of unconsolidated affiliates. Adjusted EBITDA related to unconsolidated affiliates excludes the same items with respect to the unconsolidated affiliate as those excluded from the calculation of Adjusted EBITDA, such as interest, taxes, depreciation, depletion, amortization and other non-cash items. Although these amounts are excluded from Adjusted EBITDA related to unconsolidated affiliates, such exclusion should not be understood to imply that we have control over the operations and resulting revenues and expenses of such affiliates. We do not control our unconsolidated affiliates; therefore, we do not control the earnings or cash flows of such affiliates.

Distributable Cash Flow is used by management to evaluate our overall performance. Our partnership agreement requires us to distribute all available cash, and Distributable Cash Flow is calculated to evaluate our ability to fund distributions through cash generated by our operations. We define Distributable Cash Flow as net income, adjusted for certain non-cash items, less distributions to preferred unitholders and maintenance capital expenditures. Non-cash items include depreciation, depletion and amortization, non-cash compensation expense, amortization included in interest expense, gains and losses on disposals of assets, the allowance for equity funds used during construction, unrealized gains and losses on commodity risk management activities, inventory valuation adjustments, non-cash impairment charges, losses on extinguishments of debt and deferred income taxes. For unconsolidated affiliates, Distributable Cash Flow reflects the Partnership's proportionate share of the investee's distributable cash flow.

On a consolidated basis, Distributable Cash Flow includes 100% of the Distributable Cash Flow of Energy Transfer's consolidated subsidiaries. However, to the extent that noncontrolling interests exist among the Partnership's subsidiaries, the Distributable Cash Flow generated by our subsidiaries may not be available to be distributed to our partners. In order to reflect the cash flows available for distributions to the partners of Energy Transfer, the Partnership has reported Distributable Cash Flow attributable to the partners of Energy Transfer, which is calculated by adjusting Distributable Cash Flow (consolidated), as follows:

- For subsidiaries with publicly traded equity interests, Distributable Cash Flow (consolidated) includes 100% of Distributable Cash Flow attributable to such subsidiary, and Distributable Cash Flow attributable to the our partners includes distributions to be received by the parent company with respect to the periods presented.
- For consolidated joint ventures or similar entities, where the noncontrolling interest is not publicly traded, Distributable Cash Flow (consolidated) includes 100% of Distributable Cash Flow attributable to such subsidiaries, but Distributable Cash Flow attributable to the partners reflects only the amount of Distributable Cash Flow of such subsidiaries that is attributable to our ownership interest.

For Distributable Cash Flow attributable to partners, as adjusted, certain transaction-related and non-recurring expenses that are included in net income are excluded.