

The background of the slide is a composite image. The top half is a solid dark blue. The bottom half is a photograph of an industrial facility, likely a pipeline construction or maintenance site. It shows large black pipes, yellow and blue valves, and three men in white hard hats and safety vests standing in the foreground. The overall theme is energy infrastructure.

# ENERGY TRANSFER

**Morgan Stanley Midstream Energy Conference**  
February 28<sup>th</sup>, 2018



ENERGY TRANSFER



## FORWARD-LOOKING STATEMENTS

Management of Energy Transfer Equity, L.P. (ETE) and Energy Transfer Partners, L.P. (ETP) will provide this presentation to analysts at meetings to be held on February 28<sup>th</sup>, 2018. 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), ETP and ETE (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. The Partnerships expressly disclaim any intention or obligation to revise or publicly update any forward-looking statements, whether as a result of new information, future events, or otherwise.

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.



# KEY INVESTMENT HIGHLIGHTS

## Well Positioned Assets

- Fully integrated platform spanning entire midstream value chain
- Assets well positioned in most active basins
- Integrated assets allow solid commercial synergies across entire midstream value chain, including gas, crude and NGLs

## Growth From Organic Investments

- Completing multi-year capex program
- Strong EBITDA growth prospects from more than \$10 billion of major growth projects coming online between June 2017 and mid-2019<sup>1</sup>

## Solid Financials

- Stable cash flow profile with minimal major contract roll-offs
- Healthy and improving balance sheet
- Strong funding activity in 2017 and YTD 2018 resulting in majority of 2018 pre-funded
- Distribution coverage expected to remain solid in 2018

(1) Capex reflects ETP's net spend



## RECENT ETP HIGHLIGHTS

<b>Q4 2017 ETP Earnings</b>	<ul style="list-style-type: none"><li>Adjusted EBITDA (consolidated): \$1.94 billion</li><li>Distributable Cash Flow attributable to the partners of ETP: \$1.20 billion</li><li>Distribution per ETP common unit paid February 14, 2018: \$0.565 (\$2.26 per ETP common unit annualized)</li><li>Distribution coverage ratio: 1.30x</li></ul>
<b>Compression Sale</b>	<ul style="list-style-type: none"><li>On January 16, 2018, ETP entered into an agreement to sell its contract compression business to USA Compression Partners (USAC) for approximately \$1.7 billion, consisting of \$1.225 billion in cash, 19.2 million USAC common units, and 6.4 million Class B units</li><li>At the same time, ETE announced plans to acquire all of the equity interests in USAC's general partner and approximately 12.5 million USAC common units in exchange for \$250 million in cash</li><li>As part of the transaction, pursuant to an equity restructuring agreement, the IDRs in USAC will be cancelled and the general partner interest in USAC will be converted into a non-economic interest in exchange for the issuance of 8 million new USAC common units to ETE</li><li>Received early termination of HSR on February 9<sup>th</sup>, and continue to expect the transaction to close in the first half of 2018, subject to customary closing conditions</li></ul>
<b>SUN Unit Sale</b>	<ul style="list-style-type: none"><li>On February 7, 2018, SUN redeemed all outstanding Series A Preferred units held by ETE for an aggregate redemption amount of \$300 million, and a 1% call premium, plus accrued and unpaid quarterly distributions. ETE used the proceeds to repay amounts outstanding under its revolving credit facility</li><li>Also on February 7, 2018, SUN repurchased approximately 17.3 million SUN common units owned by ETP for approximately \$540 million. ETP used the proceeds to repay amounts outstanding under its revolving credit facility</li></ul>
<b>Liquidity Update</b>	<ul style="list-style-type: none"><li>On December 1, 2017, the Partnership entered into a new \$4 billion 5-year revolving credit facility, and \$1 billion 364-day credit facility to replace the legacy ETP and legacy SXL credit facilities</li><li>At closing, legacy ETP contributed its assets and debt to ETP, and a guarantee was put into place to guaranty the new credit facilities from Sunoco Logistics Partners Operations L.P. in favor of the administrative agent and the lenders, thereby making all legacy ETP and legacy SXL debt direct obligations of ETP</li></ul>
<b>Expected Cash Flow Growth</b>	<ul style="list-style-type: none"><li>Rebel II Processing Plant in West Texas expected to go into service in Q2 2018</li><li>Mariner East 2 expected in service end of Q2 2018</li><li>Long-term, fee-based gathering and processing agreement with Enable to begin utilizing idle pipeline and processing capacity in North Texas</li><li>Red Bluff Pipeline expected online in Q2 2018</li><li>Bayou Bridge segment from Lake Charles to St. James expected to be completed in second half of 2018</li><li>Frac V at Mont Belvieu, Texas expected to be in-service Q3 2018</li><li>Frac VI at Mont Belvieu, Texas expected to be in-service Q2 2019</li></ul>

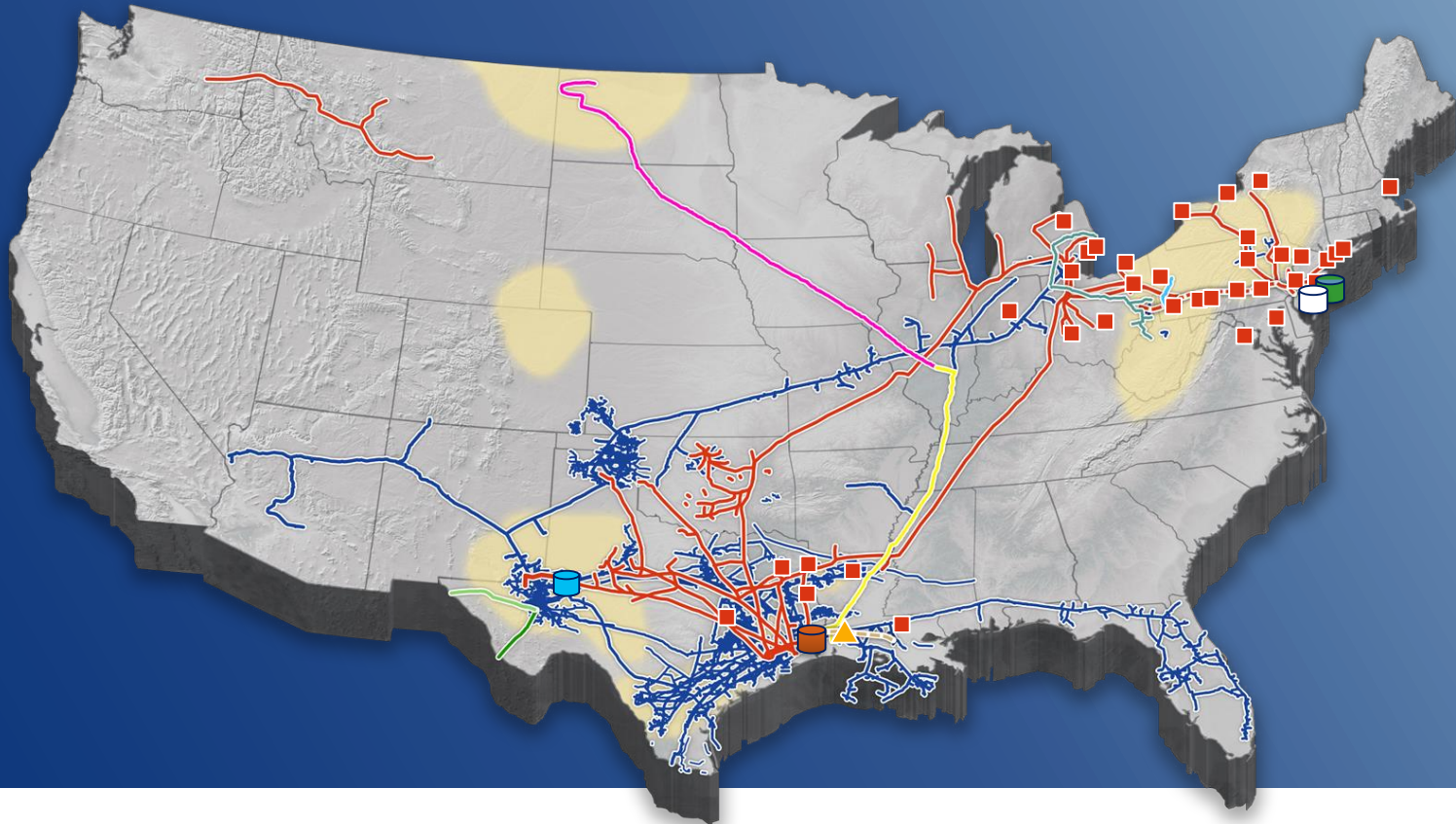


# WELL POSITIONED ASSETS





# SIGNIFICANT GEOGRAPHIC FOOTPRINT ACROSS THE FAMILY



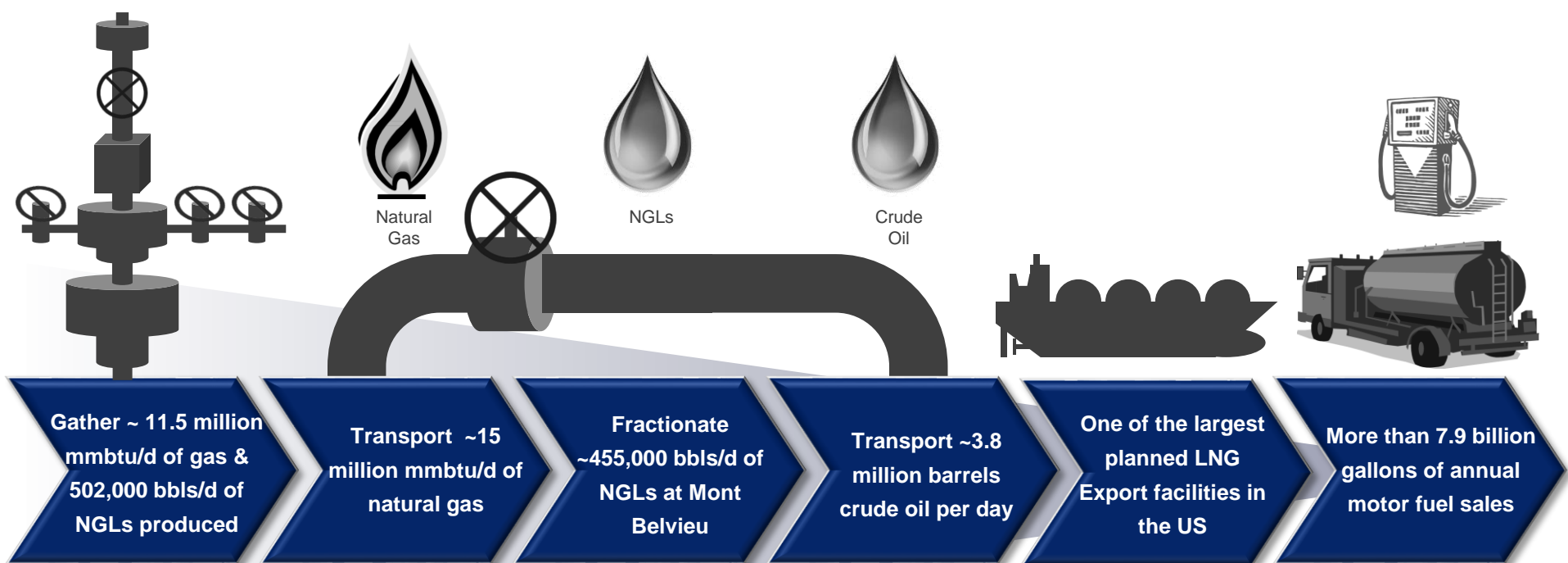
## Asset Overview

- ETP Assets
- Legacy SXL Assets
- Terminals
- Marcus Hook
- Eagle Point
- Nederland
- Midland

## Recently In-service & Announced Growth Projects

- Lake Charles LNG
- Dakota Access Pipeline
- ETCO Pipeline
- Comanche Trail Pipeline
- Trans-Pecos Pipeline
- Bayou Bridge
- Rover Pipeline
- Revolution System
- Mariner East Phase 2

# A TRULY UNIQUE FRANCHISE



# FULLY INTEGRATED PLATFORM SPANNING THE ENTIRE MIDSTREAM VALUE CHAIN



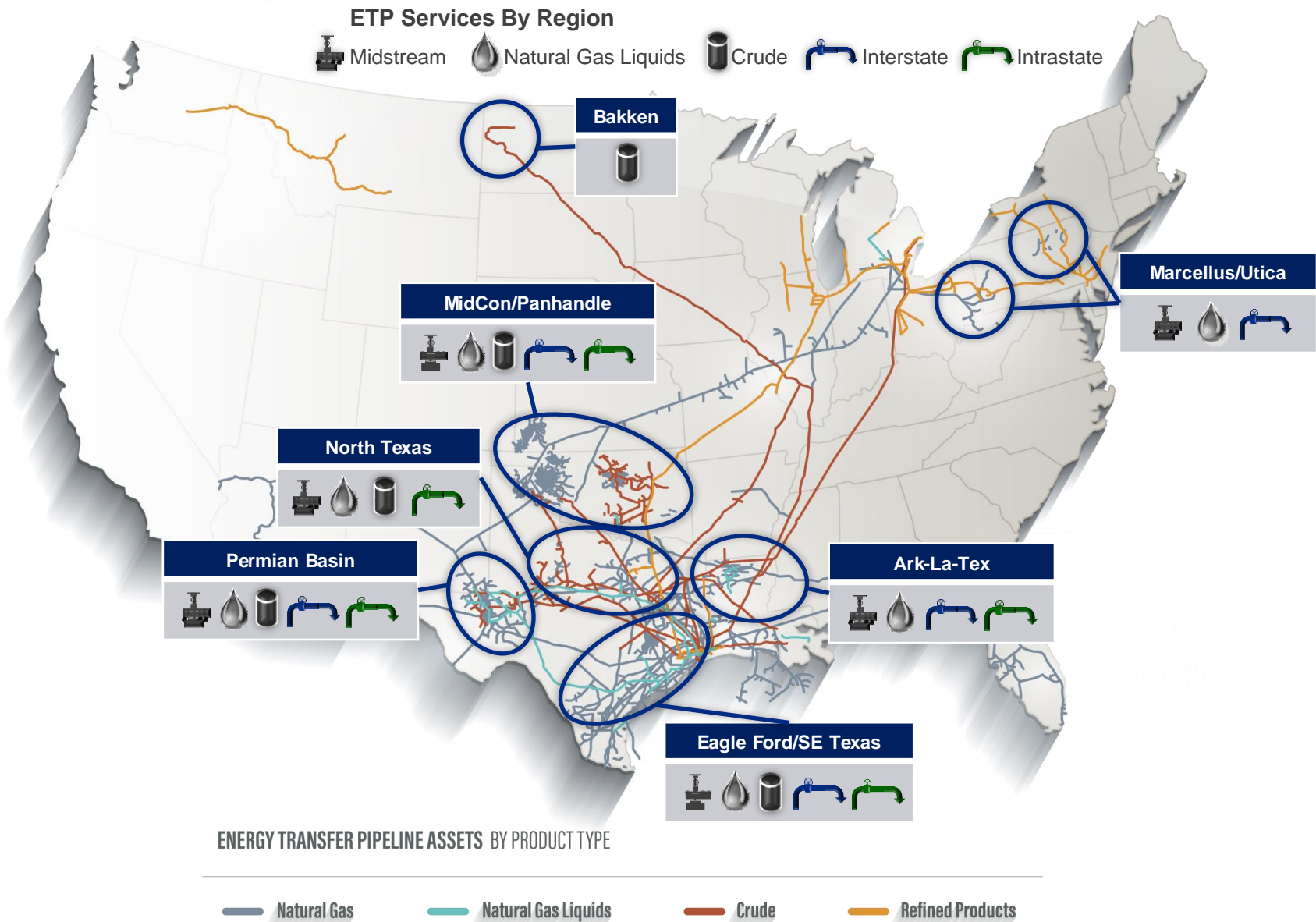
## ➤ Involvement in Major Midstream Themes Across the Best Basins and Logistics Hubs

	Franchise Strengths	Opportunities
<b>Interstate Natural Gas T&amp;S</b>	<ul style="list-style-type: none"> <li>Access to multiple shale plays, storage facilities and markets</li> <li>Approximately 95% of revenue from reservation fee contracts</li> <li>Well positioned to capitalize on changing market dynamics</li> <li>Key assets: Rover, PEPL, FGT, Transwestern, Trunkline, Tiger</li> </ul>	<ul style="list-style-type: none"> <li>Marcellus natural gas takeaway to the Midwest, Gulf Coast, and Canada</li> <li>Backhaul to LNG exports and new petrochemical demand on Gulf Coast</li> </ul>
<b>Intrastate Natural Gas T&amp;S</b>	<ul style="list-style-type: none"> <li>Well positioned to capture additional revenues from anticipated changes in natural gas supply and demand</li> <li>Largest intrastate natural gas pipeline and storage system on the Gulf Coast</li> <li>Key assets: ET Fuel Pipeline, Oasis Pipeline, Houston Pipeline System, ETC Katy Pipeline</li> </ul>	<ul style="list-style-type: none"> <li>Natural gas exports to Mexico</li> <li>Additional demand from LNG and petrochemical development on Gulf Coast</li> </ul>
<b>Midstream</b>	<ul style="list-style-type: none"> <li>~33,000 miles of gathering pipelines with ~6.9 Bcf/d of processing capacity</li> <li>Projects placed in-service underpinned by long-term, fee-based contracts</li> </ul>	<ul style="list-style-type: none"> <li>Gathering and processing build out in Texas and Marcellus/Utica</li> <li>Synergies with ETP downstream assets</li> <li>Significant growth projects ramping up to full capacity over the next two years</li> </ul>
<b>NGL &amp; Refined Products</b>	<ul style="list-style-type: none"> <li>World-class integrated platform for processing, transporting, fractionating, storing and exporting NGLs</li> <li>Fastest growing NGLs business in Mont Belvieu via Lone Star</li> <li>Liquids volumes from our midstream segment culminate in the ETE family's Mont Belvieu / Mariner South / Nederland Gulf Coast Complex</li> <li>Mariner East provides significant Appalachian liquids takeaway capacity connecting NGL volumes to local, regional and international markets via Marcus Hook</li> </ul>	<ul style="list-style-type: none"> <li>Increased volumes from transporting and fractionating volumes from Permian/Delaware and Midcontinent basins</li> <li>Increased fractionation volumes as large NGL fractionation third-party agreements expire</li> <li>Permian NGL takeaway</li> </ul>
<b>Crude Oil</b>	<ul style="list-style-type: none"> <li>Bakken Crude Oil pipeline supported by long-term, fee-based contracts; expandable to 570,000 bpd with incremental pumps</li> <li>Significant Permian takeaway abilities with potential to provide the market with ~1 million barrels of crude oil takeaway</li> <li>26 million barrel Nederland crude oil terminal on the Gulf Coast</li> <li>Bakken crude takeaway to Gulf Coast refineries</li> </ul>	<ul style="list-style-type: none"> <li>Permian Express 3 expected to provide Midland &amp; Delaware Basin crude oil takeaway to various markets, including Nederland, TX</li> <li>Permian Express Partners Joint Venture with ExxonMobil</li> <li>Also aggressively pursuing larger project to move barrels from the Permian Basin to Nederland, providing shipper capacity to ETP storage facilities and header systems</li> </ul>





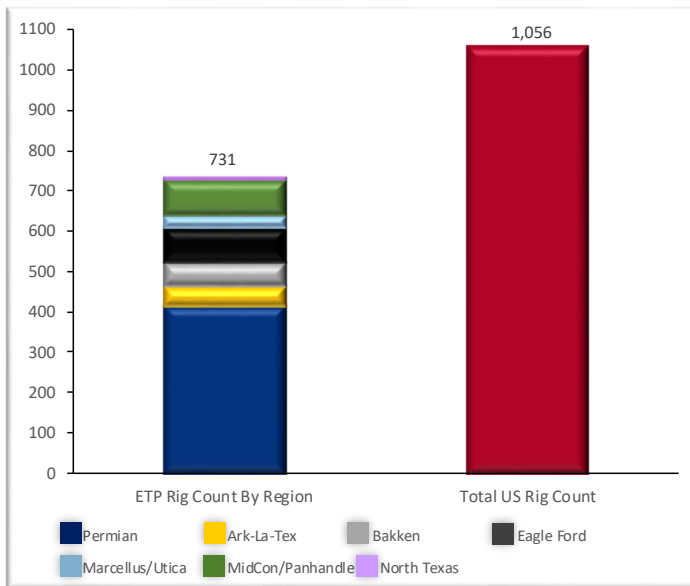
# FULLY INTEGRATED SERVICES BY REGION



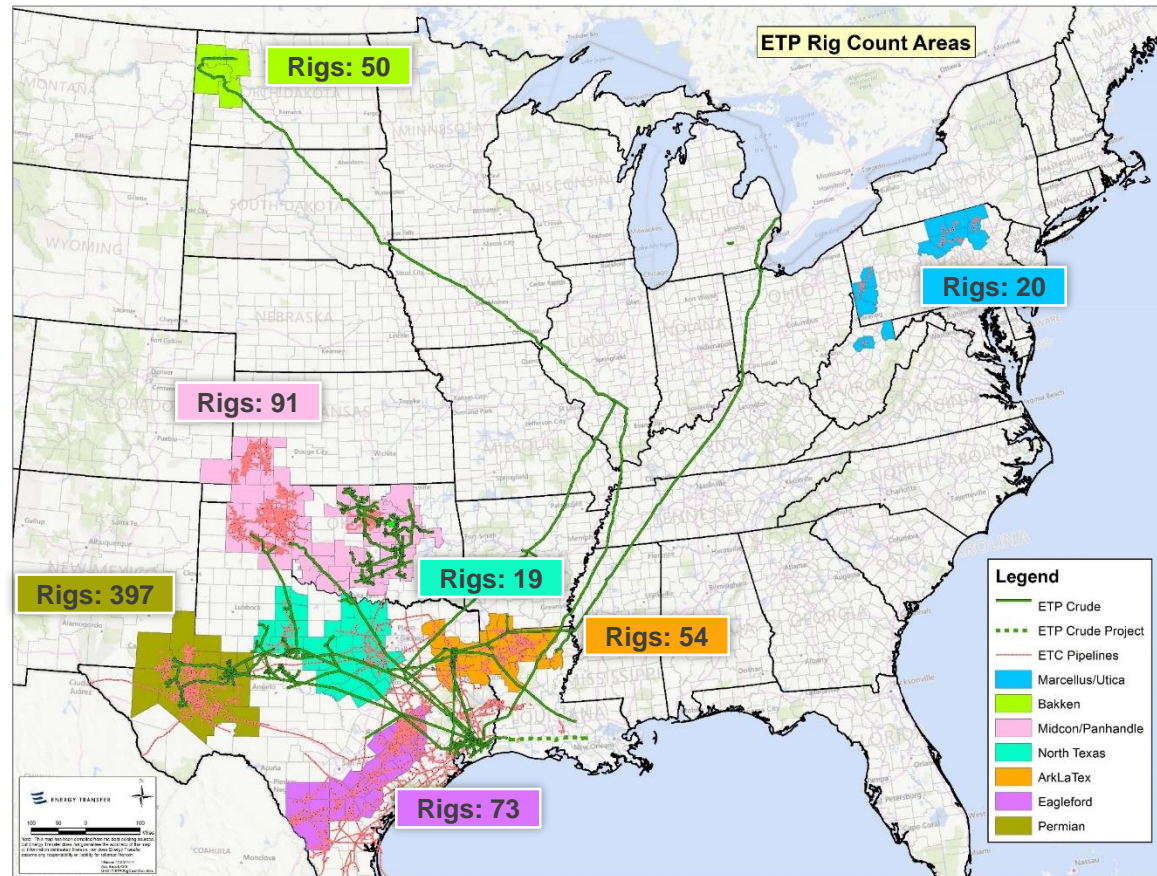


# ETP ASSETS ALIGNED WITH MAJOR U.S. DRILLING REGIONS

ETP Rig Count Vs. Total US Rig Count<sup>1</sup>



ETP Rig Count<sup>1</sup> Vs. Lower 48 US Rig Count



- Significant growth opportunities from bolt-on projects
  - Bolt-on projects are typically lower cost, higher return

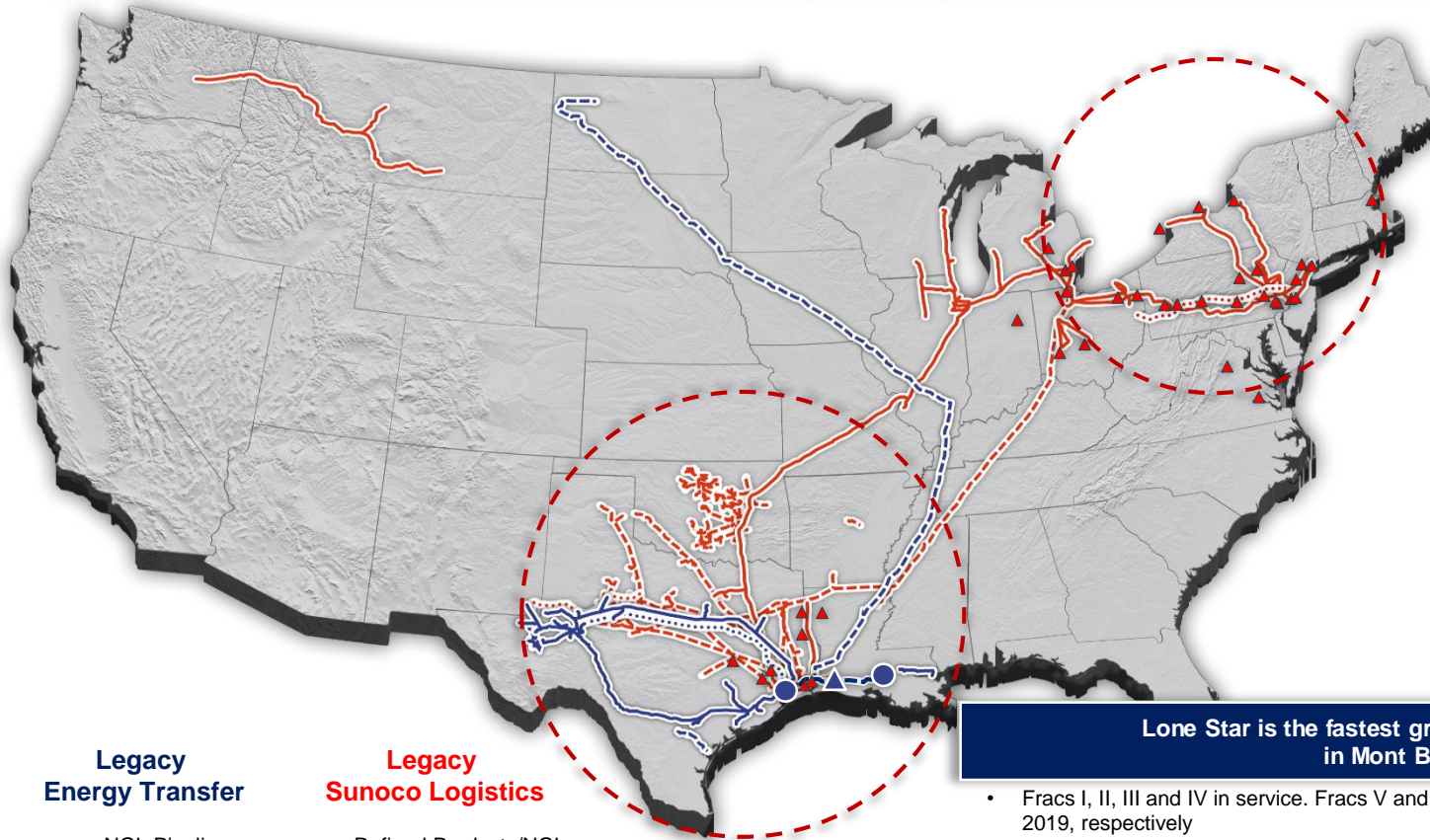
ETP's gas and crude gathering assets are located in counties where ~70% of total US rigs are currently drilling

(1) Source: Drilling Info; ETP rig count includes only rigs operating in counties in which ETP has assets/operations. As of 2-26-2018.



# FULLY INTEGRATED MIDSTREAM/LIQUIDS PLATFORM ACROSS NORTH AMERICA

*The ability to integrate an end-to-end liquids solution will better serve customers and alleviate bottlenecks currently faced by producers*



## Marcus Hook: The future Mont Belvieu of the North

- 800 acre site: inbound and outbound pipeline along with infrastructure connectivity
- Logistically and financially advantaged for exports being 1,500 miles closer to Europe, significantly reducing shipping cost.
- Advantaged to local and regional markets
- No ship channel restriction, compared to the Houston Ship Channel
- 4 seaborne export docks can accommodate VLGC sized vessels
- ETP's Rover, Revolution and Mariner East systems provide long-term growth potential

## Lone Star is the fastest growing NGLs business in Mont Belvieu

- Fracs I, II, III and IV in service. Fracs V and VI expected in-service Q3 2018 and Q2 2019, respectively
- Plot plan in place for an additional Frac on existing footprint (7 fractionators in total)
- Total Frac capacity potentially 800,000 bpd
- ~2,000 miles of NGL pipelines with fully-expanded capacity of ~1,300,000 bpd
- Storage capacity of 53 millions barrels
- ~200,000 bpd LPG export terminal
- ETP's Lone Star presence in Mont Belvieu combined with its Nederland terminal provide opportunities for multiple growth projects
- Potential ethane and ethylene projects delivering Lone Star fractionated products to Nederland for export

### Legacy Energy Transfer

- NGL Pipelines
- - - Crude Projects<sup>(1)</sup>
- NGL Projects
- ▲ LNG Facilities
- Fractionator

### Legacy Sunoco Logistics

- Refined Products/NGL
- - - Crude
- Growth Projects
- ▲ Facility

(1) Via joint ventures

The background of the slide is a blue-tinted photograph of industrial equipment. On the left, a circular pressure gauge with a white face and black markings is visible, showing a reading around 70 psi. The gauge is mounted on a metal structure. To the right, a large, curved metal pipe or duct dominates the upper half of the frame. The overall scene suggests a manufacturing or industrial setting.

# **GROWTH FROM ORGANIC INVESTMENTS**



**ENERGY TRANSFER**

# ORGANIC GROWTH ENHANCES THE COMBINED ENTITY'S STRONG Foothold IN THE MOST PROLIFIC PRODUCING BASINS



Active in 9 of the top 10 basins by active rig count with a rapidly increasing footprint in the most prolific US onshore plays

2009 Phoenix Lateral added to Transwestern pipeline – 260-mile, 36" and 42" gas pipeline

2009 Midcontinent Express JV – 500 mile gas pipeline from Woodford and Barnett<sup>(1)</sup>  
2014 Granite Wash Extension

2017 Bakken Crude Pipeline <sup>(1)</sup>

2010 Fayetteville Express Pipeline – 185 mile 42" gas pipeline<sup>(1)</sup>

2013 Mariner West  
2014 Mariner East 1 - Propane  
2015 Allegheny Access  
2016 Ohio River System<sup>(1)</sup>  
Mariner East 1 – Ethane and Propane  
NE PA Expansion Projects  
2017 Rover Pipeline (includes making PEPL/TGC bi-directional<sup>(1)</sup>)\*  
2018 Mariner East 2\*  
Revolution Pipeline\*  
2019 Mariner East 2X Expansion\*

2013 Permian Express 1  
2014 Rebel Plant  
Permian Express 1 expansion  
2015 Permian Express 2  
Mi Vida Plant  
2016 Permian Longview & Louisiana Extension  
Delaware Basin Extension  
Orla Plant  
Lone Star Express  
2017 Panther Plant  
Trans-Pecos / Comanche Trail<sup>(1)</sup>  
Arrowhead Plant  
Permian Express 3 Phase 1  
2018 Rebel II\*  
Red Bluff Pipeline\*

2010 Dos Hermanas Pipeline – 50 mile, 24" gas pipeline  
2011 Chisholm Pipeline – 83 miles  
Rich Eagle Ford Mainline ("REM") Phase I – 160 miles  
2012 Chisholm Plant, Kenedy Plant, and REM Phase II  
Lone Star West Texas Gateway  
2014 REM expanded to exceed 1 Bcf/d  
Rio Bravo Crude Conversion  
Eagle Ford Expansion Project  
2015 Kenedy II Plant (REM II)

2007 Expanded Godley Plant to 400 MMcf/d  
2008 Expanded Godley Plant to 600 MMcf/d  
Eight 36" & 42" gas pipelines totaling 419 miles  
Texas Independence Pipeline – 148 mile 42" gas pipeline  
2013 Godley Plant – expanded to 700 MMcf/d

2007 First 42" gas pipeline in Texas  
2010 Tiger Pipeline – 175 mile 42" gas pipeline  
2015 Alamo Plant

2014 Eaglebine Express

2011 Freedom (43 miles) and Liberty NGL Pipelines (93 miles)<sup>(1)</sup>  
2012 ETP Justice Pipeline  
Lone Star Fractionator I  
2013 Lone Star Fractionator II  
Jackson Plant  
2014 Nueces Crossover  
2015 Mariner South  
Lone Star Fractionator III  
2016 Lone Star Fractionator IV  
Bayou Bridge Phase I<sup>(1)</sup>  
2018 Bayou Bridge Phase II<sup>(1)</sup>\*  
Lone Star Fractionator V\*  
2019 Lone Star Fractionator VI\*  
2020+ Lake Charles LNG Facility (60% ETE/40% ETP)\*

\* Growth project under development

(1) Joint venture.

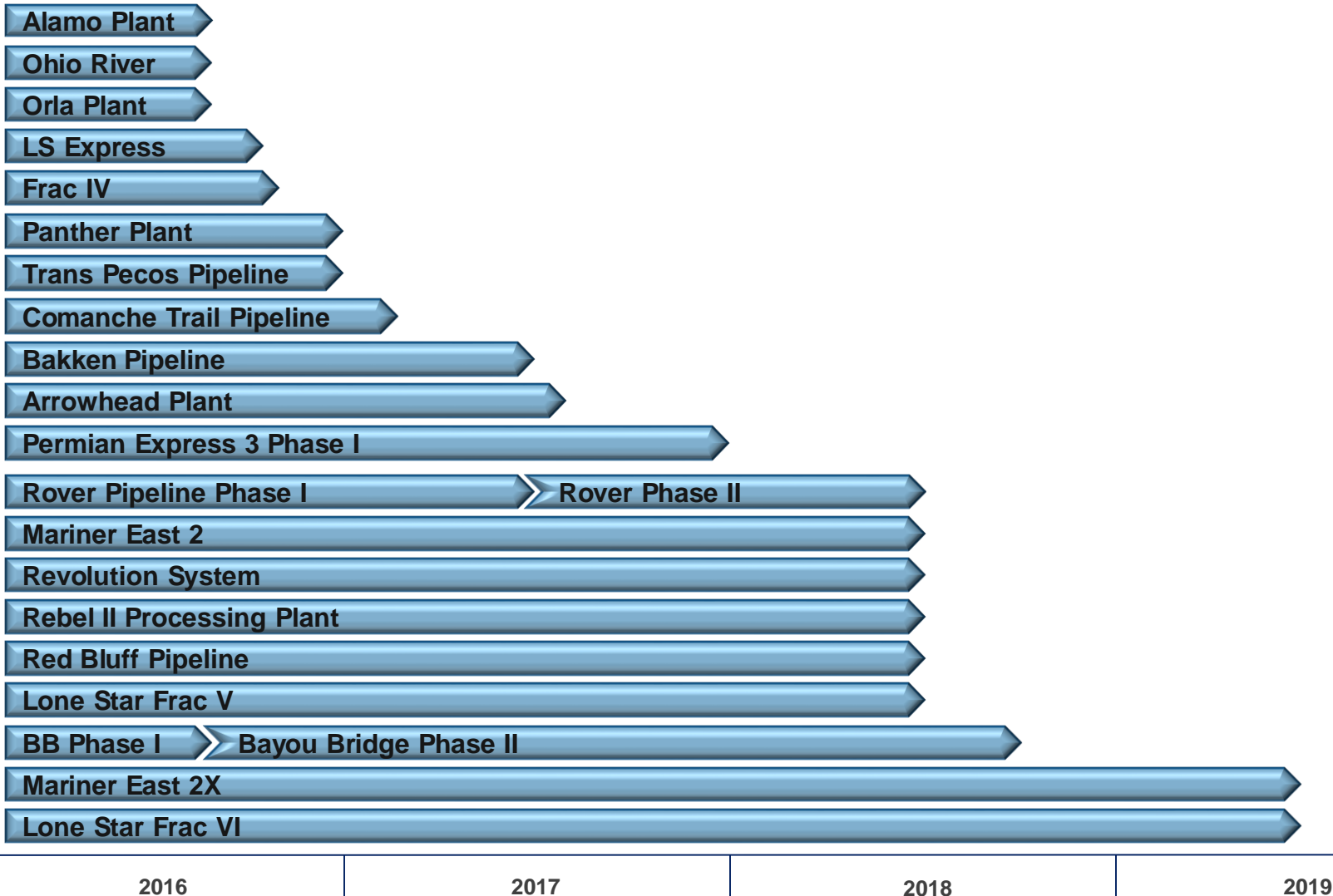


# ETP PROJECTS PROVIDE VISIBILITY FOR FUTURE EBITDA GROWTH



Ramping Up

Under Development



ETP has a significant number of growth projects coming online that will contribute incremental cash flows

# FORESEE SIGNIFICANT EBITDA GROWTH IN 2017 AND 2018 FROM COMPLETION OF PROJECT BACKLOG



## Project Description

## Project Timing

<b>Panther Processing Plant</b>	200 MMcf/d cryogenic processing plant in Midland Basin	In Service Jan. 2017
<b>Trans-Pecos and Comanche Trail Pipelines<sup>(1)</sup></b>	Collective 337 miles of natural gas pipelines with 2.5 Bcf/d capacity in the Permian	In Service Q1 2017
<b>Bakken Crude Pipeline<sup>(2)</sup></b>	30" pipeline from North Dakota to Patoka Hub, interconnection with ETCO to reach Nederland	In Service June 2017
<b>Arrowhead Processing Plant</b>	200 MMcf/d cryogenic processing plant in Midland Basin	In Service Q3 2017
<b>Rover Pipeline<sup>(3)</sup></b>	712 mile pipeline from Ohio / West Virginia border to Defiance, OH and Dawn, ON	Aug. 31, 2017 – Q2 2018
<b>Mariner East 2</b>	NGLs from Ohio/PA Marcellus Shale to the Marcus Hook Industrial Complex with 275Mbpd initial capacity; 450Mbpd total capacity w/storage	End of Q2 2018
<b>Revolution System</b>	110 miles of gas gathering pipeline, cryogenic processing plant, NGL pipelines, and fractionation facility in PA	Q2 2018
<b>Bayou Bridge<sup>(4)</sup></b>	Crude pipeline connecting Nederland to Lake Charles / St. James, LA	Q2 2016/ 2H 2018
<b>Permian Express 3</b>	Ability to provide Permian takeaway capacity of up to 300Mbpd, with first phase targeted at 100Mbpd	Phase I Q4 2017
<b>Rebel II Processing Plant</b>	200 MMcf/d cryogenic processing plant near existing Rebel plant	Q2 2018
<b>Red Bluff Pipeline</b>	80-mile pipeline with capacity of at least 1.4 bcf/d will connect Orla Plant to the Waha Plant to provide residue takeaway	Q2 2018
<b>Lone Star Frac V</b>	Additional 120 Mbpd fractionator at Mont Belvieu complex	Q3 2018
<b>Mariner East 2X</b>	Increase NGL takeaway from the Marcellus to the East Coast w/storage at Marcus Hook Industrial Complex; 250Mbpd total capacity	Mid – 2019
<b>Frac VI</b>	Additional 120 Mbpd fractionator at Mont Belvieu complex	Q2 2019

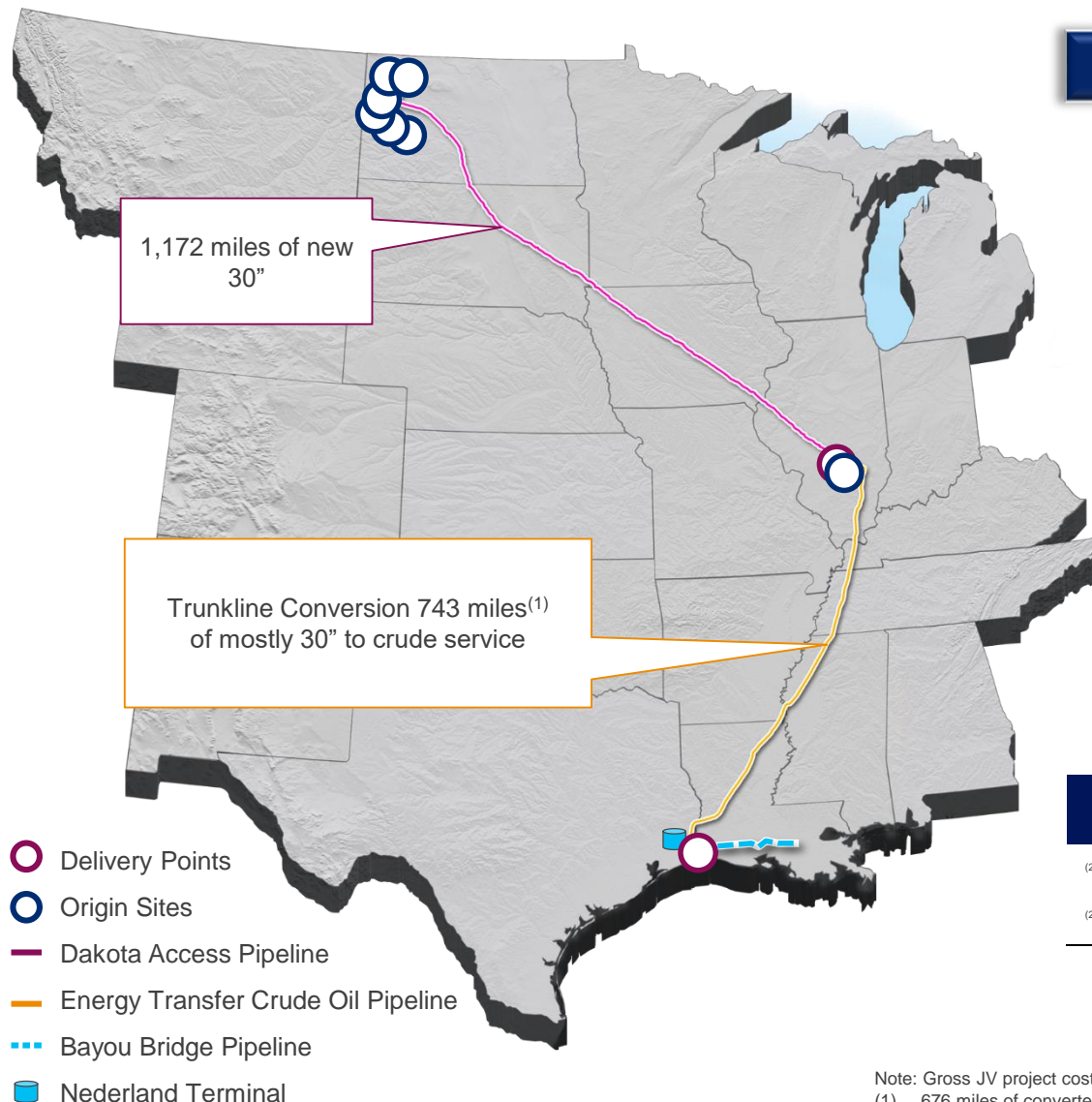
(1) JV with Carso Energy and Mastec, Inc: ETP – 16%, Mastec – 33%, Carso – 51%

(2) JV with P66 and MarEn: ETP 38.25%; MarEn, 36.75%; and Phillips 66, 25%

(3) JV with Traverse Midstream: 65% ETP ownership; 35% Traverse; On October 31<sup>st</sup>, ETP closed on the previously announced sale of a 32.44% equity interest in an entity holding interest in the Rover Pipeline Project to a fund managed by Blackstone Energy Partners. The transaction is structured as a sale of a 49.9% interest in ET Rover Pipeline, an entity that owned a 65% interest in Rover

(4) JV with Phillips 66 Partners: 60% ETP ownership/operator; 40% Phillips 66 Partners

# CRUDE OIL SEGMENT-BAKKEN PIPELINE PROJECT



## Project Details

- Dakota Access Pipeline connects Bakken production to Patoka Hub, IL, with interconnection to Energy Transfer Crude Oil Pipeline (Trunkline conversion) to reach Nederland and the Gulf Coast
  - Have commitments, including shipper flexibility and walk-up, for an initial capacity of ~470,000 barrels per day
  - Successful open season in early 2017 increased the total to ~525,000 barrels per day
  - Expandable to 570,000 barrels per day with incremental pumps
  - Went into service and began collecting demand charges on the initial committed capacity June 1, 2017
  - Q4 2017 volumes averaged over 400,000 bbls/d, which were up nearly 20% compared to Q3 volumes

Project Name	Asset Type	Miles	Project Cost (\$bn)	In-service	Average Contract Duration
<sup>(2)</sup> Dakota Access	Crude pipelines	1,172	\$4.8	June 1, 2017	8.5 yrs
<sup>(2)</sup> ETCO Pipeline	Crude pipelines	743 <sup>(1)</sup>			

Note: Gross JV project cost where applicable

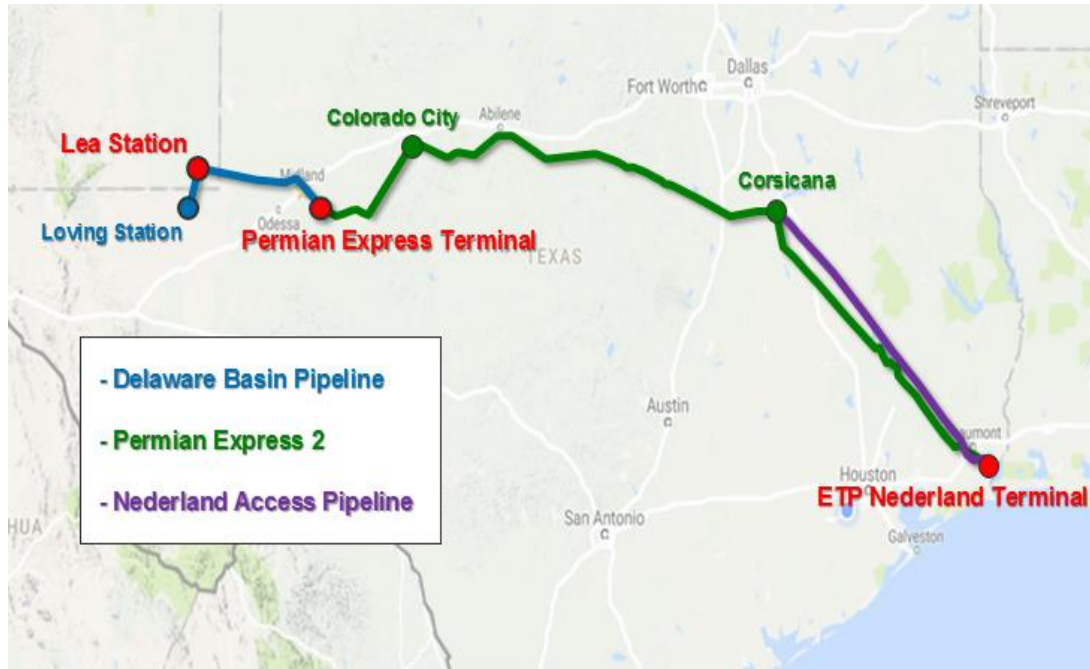
(1) 676 miles of converted pipeline + 67 miles of new build

(2) Post closing of Bakken equity sale, ownership is ETP-38.25%, MarEn- 36.75%, and PSXP- 25%



# CRUDE OIL SEGMENT-PERMIAN EXPRESS 3 PROJECT

## Permian Express



## Project Details

- Expected to provide Midland & Delaware Basin producers new crude oil takeaway capacity (utilizing existing pipelines) from this rapidly growing area to multiple markets, including the 26 million barrel ETP Nederland, Texas terminal facility
- Successfully brought Phase I online in the fourth quarter of 2017, with additional volumes expected to be brought online later this year
- Ability to expand by minimum of 200,000 barrels per day and expect to launch an open season once there are commitments to support an expansion

## Other Opportunities

- Aggressively pursuing larger project to move barrels from the Permian Basin to Nederland, providing shipper capacity to ETP storage facilities and header systems
- Would be looking to bring strategic partners in on this project





# CRUDE OIL SEGMENT-BAYOU BRIDGE PIPELINE PROJECT

## Project Details

- Joint venture between Phillips 66 Partners (40%) and ETP (60%, operator)
- 30" Nederland to Lake Charles segment went into service in April 2016
  - Transported an average of 145,000 bpd in Q4 2017
- 24" St. James segment expected to be complete in the second half of 2018
- Light and heavy service
- Project highlights synergistic nature of ETP and SXL crude platforms and creates additional growth opportunities and market diversification

## Bayou Bridge Pipeline Map





# NGL & REFINED PROJECTS SEGMENT: MARINER EAST SYSTEM

- A comprehensive Marcellus Shale solution
- Will transport Natural Gas Liquids from OH / Western PA to the Marcus Hook Industrial Complex on the East Coast
- Supported by long-term, fee-based contracts

## Mariner East 1:

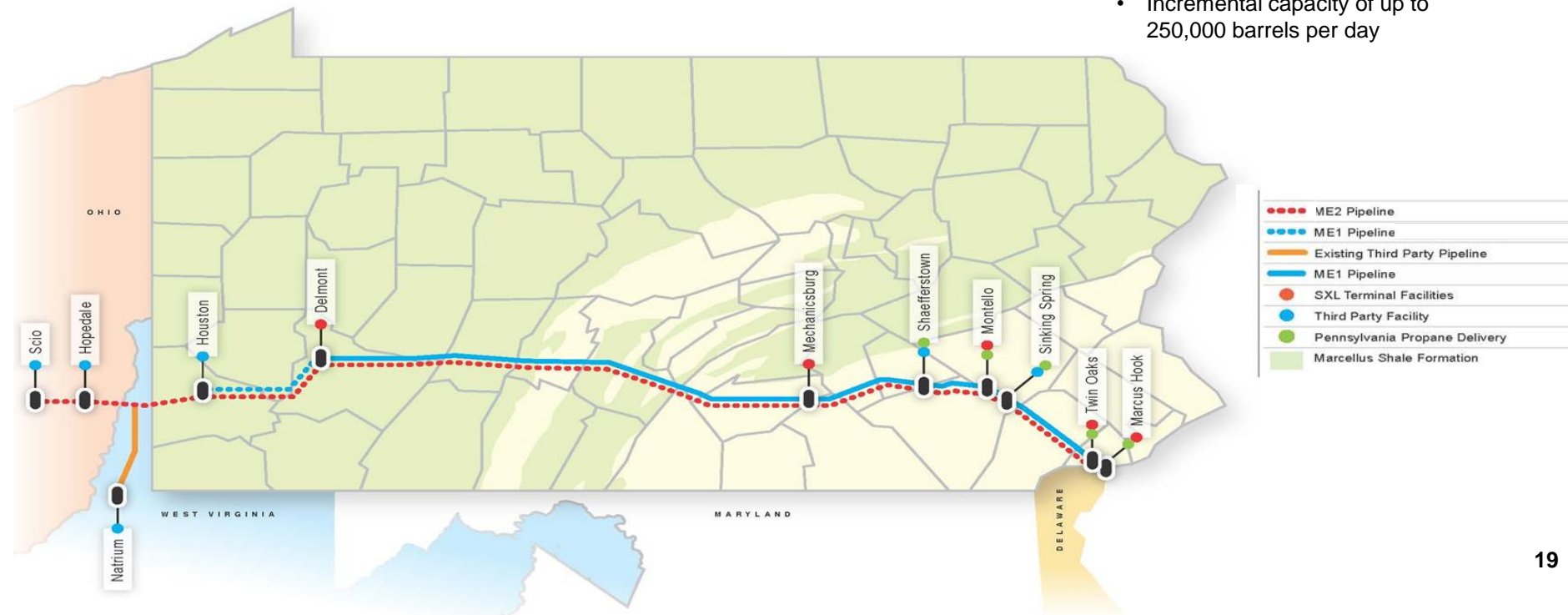
- Currently in-service for Propane & Ethane transportation, storage & terminalling services
- Approximately capacity of 70,000 barrels per day

## Mariner East 2:

- Expected to be in-service end of Q2 2018
- NGL transportation, storage & terminalling services
- Initial capacity of 275,000 barrels per day with upside of up to 450,000 barrels per day

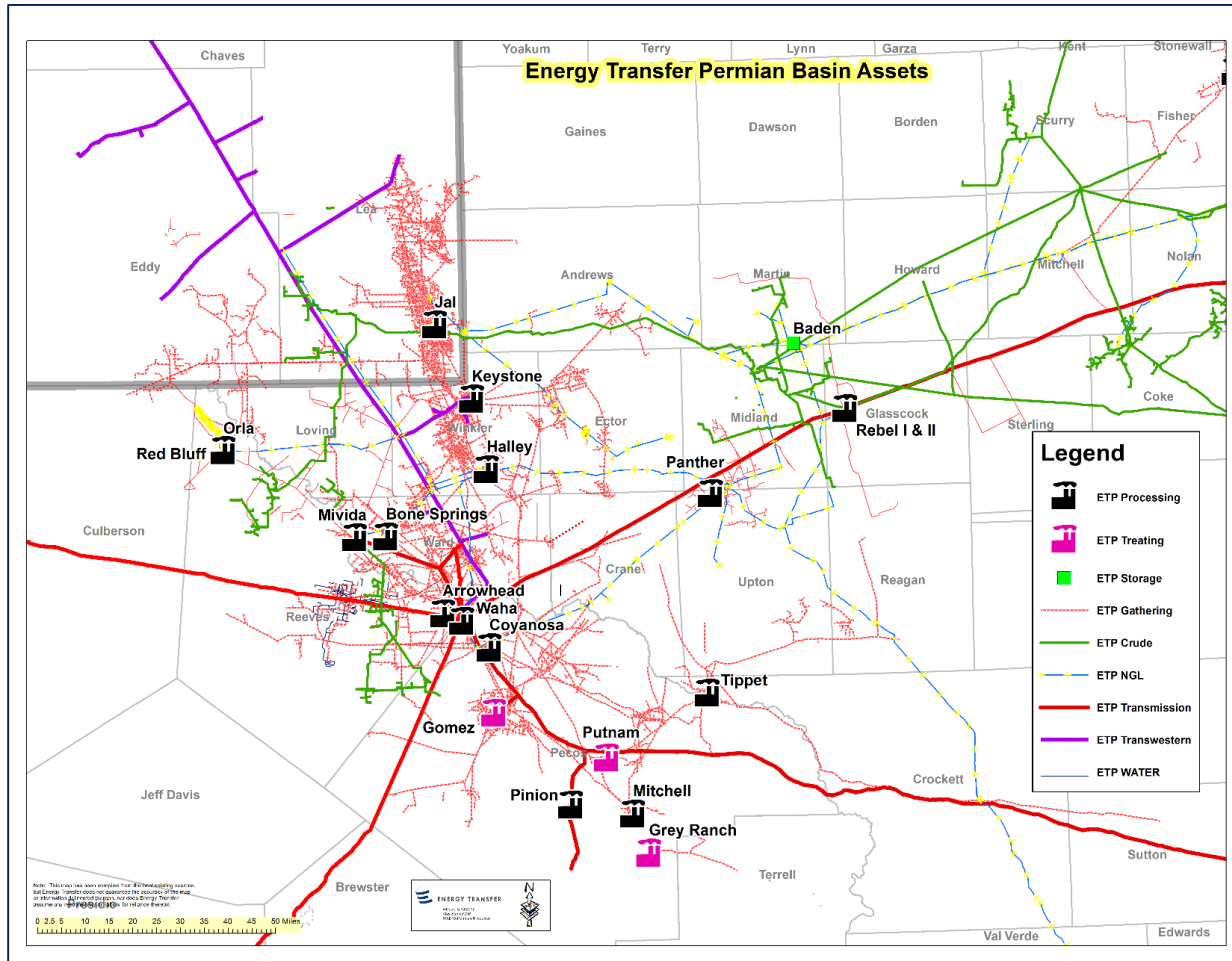
## Mariner East 2x:

- Expected to be in-service mid-2019
- Currently in open season to offer transportation, storage and terminalling services for ethane, propane, butane, C3+, natural gasoline, condensate and refined products
- Incremental capacity of up to 250,000 barrels per day



# MIDSTREAM SEGMENT: PERMIAN BASIN INFRASTRUCTURE BUILDOUT

- Continued producer demand and strong growth outlook in the Permian continues to necessitate infrastructure buildout
  - Brought 600 mmcf/d of processing capacity online in 2016 and 2017. Expect to bring an incremental 200 mmcf/d of processing online by mid-2018
  - Continue to see volumes fill up on processing plants in the Permian Basin, and expect to announce future processing expansions to support volume growth from committed shippers

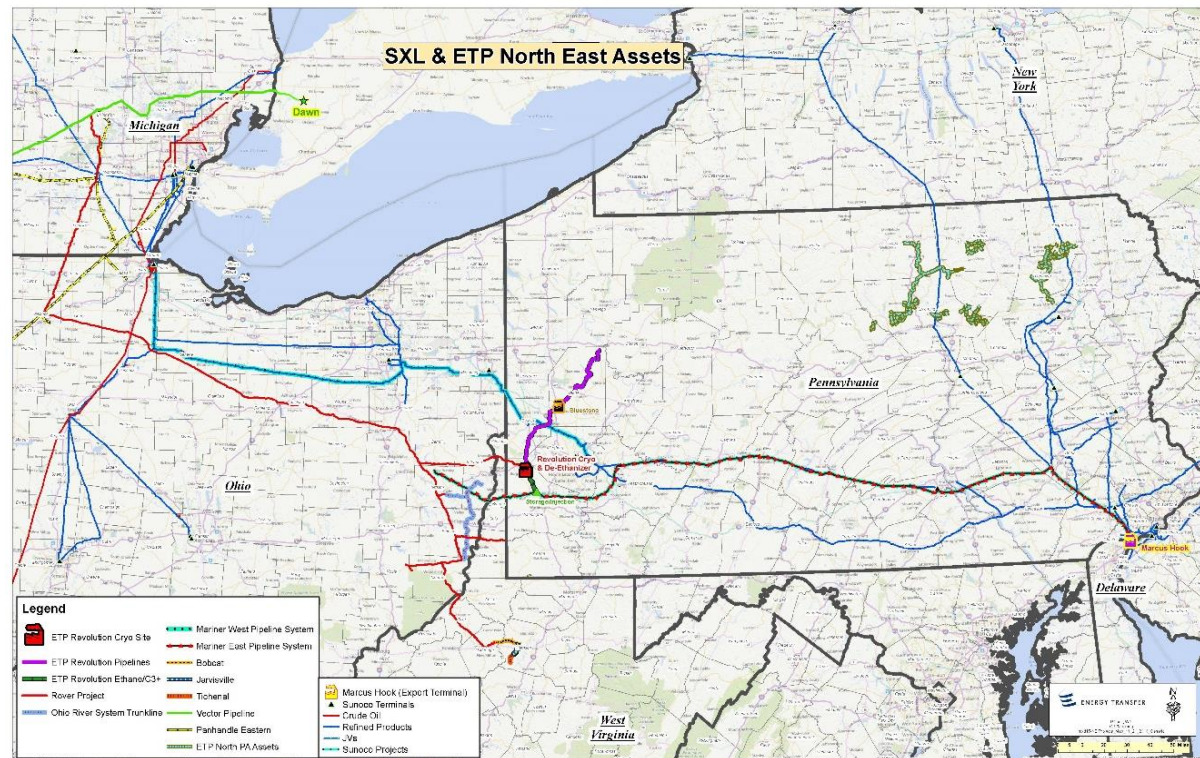


# MIDSTREAM SEGMENT: REVOLUTION SYSTEM PROJECT

## Project Details

- System is located in Pennsylvania's Marcellus/Upper Devonian Shale rich-gas area
- Rich-gas, complete solution system
- Currently 20 miles of 16" in-service
- Build out assets will include:
  - 110 miles of 20", 24" & 30" gathering pipelines
  - Cryogenic processing plant with de-ethanizer
  - Natural gas residue pipeline with direct connect to Rover pipeline
  - Purity ethane pipeline to Mariner East system
  - C3+ pipeline and storage to Mariner East system
  - Fractionation facility located at Marcus Hook
- Multiple customers committed to project, which includes volume commitments and a large acreage dedication
- Mechanically complete and will go into full-service once Rover and ME2 are in service
- Evaluating options to move residue and NGLs on Revolution prior to Rover and ME2 in-service

## Revolution Project Map



- Opportunity to connect Revolution system to Mariner East system to move additional NGL volumes out of the Marcellus / Utica
- Potential to increase product flows to Marcus Hook



# INTERSTATE SEGMENT: MARCELLUS/UTICA ROVER PIPELINE

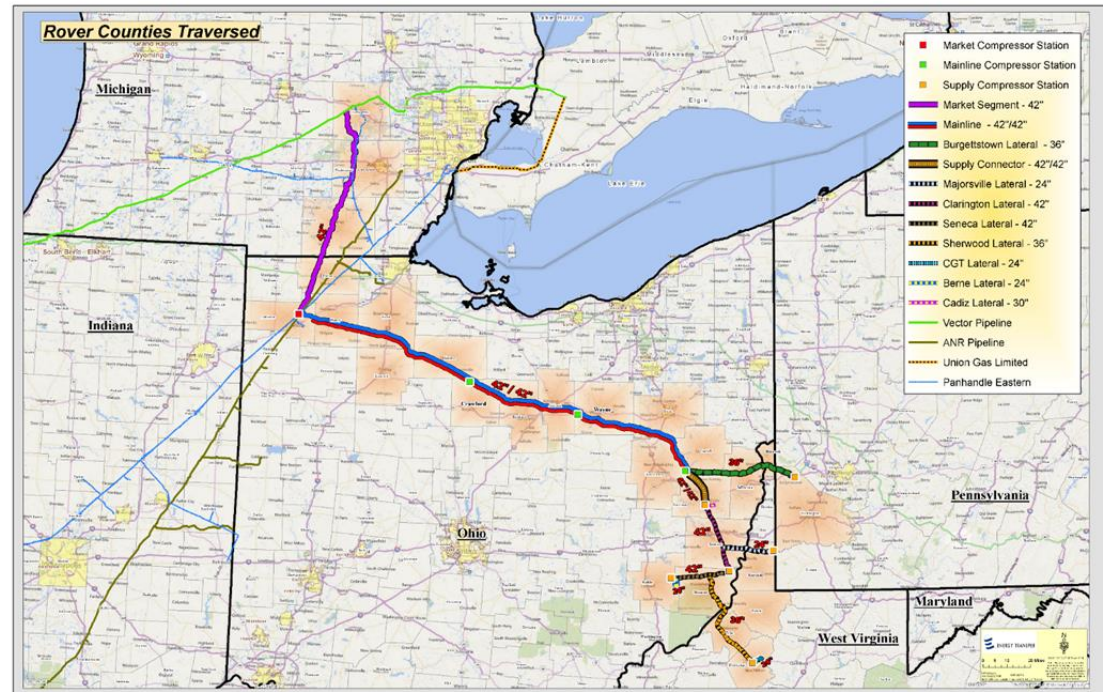
## Project Details

- Sourcing natural gas from the Marcellus and Utica shales
- Connectivity to numerous markets in the U.S. and Canada
  - Midwest: Panhandle Eastern and ANR Pipeline near Defiance, Ohio
  - Michigan: MichCon, Consumers
  - Trunkline Zone 1A (via PEPL/Trunkline)
  - Canada: Union Gas Dawn Hub in Ontario, Canada
- 712 miles of new pipeline with capacity of 3.25 Bcf/d
- 3.1 Bcf/d contracted under long-term, fee-based agreements
- 32.56% owned by ETP / 32.44% owned by Blackstone / 35% owned by Traverse Midstream Partners LLC<sup>1</sup>

## Timeline

- Phase IA began natural gas service on August 31, 2017; Phase IB began natural gas service in mid-December 2017
- Expect to request permission from FERC to put pipeline laterals and associated compression on Phase II into service in stages as they are completed throughout the next few months
- Would allow Rover to ramp up capacity prior to achieving full completion of the 3.25 bcf/d project in the second quarter of 2018

## Rover Project Map



<sup>1</sup>) On October 31<sup>st</sup>, ETP closed on the previously announced sale of a 32.44% equity interest in an entity holding interest in the Rover Pipeline Project to a fund managed by Blackstone Energy Partners. The transaction is structured as a sale of a 49.9% interest in ET Rover Pipeline, an entity that owned a 65% interest in Rover.

The background of the slide is a photograph of an industrial facility, likely a power plant or refinery. Large, dark-colored pipes curve through the scene. In the lower-left corner, three men wearing hard hats and safety glasses are looking towards the right. The top right corner shows a close-up of a blue and yellow industrial valve. The overall lighting is bright, suggesting a sunny day.

# **SOLID FINANCIALS**



**ENERGY TRANSFER**



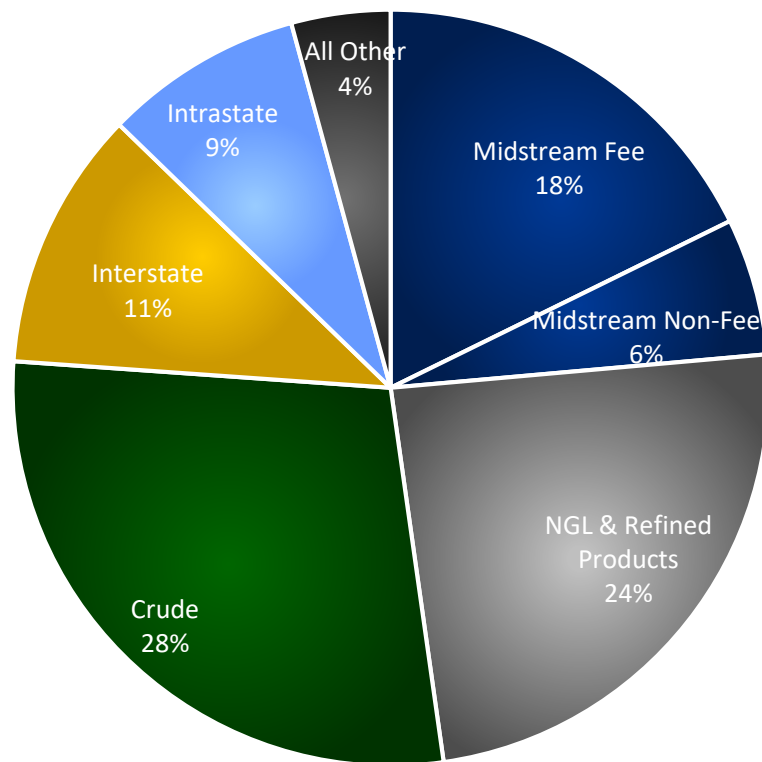


## PRIMARILY FEE-BASED BUSINESS MIX

### Stability of Cash Flows

- **Midstream:** Approximately 80% fee-based margins from minimum volume commitment, acreage dedication and throughput-based contracts
- **NGL & Refined Products:** Transportation revenue from dedicated capacity and take-or-pay contracts, storage revenues consisting of both storage fees and throughput fees, and fractionation fees, which are primarily frac-or-pay structures
- **Interstate Transportation & Storage:** Approximately 95% firm reservation charges based on amount of firm capacity reserved, regardless of usage
- **Crude Oil:** Primarily fee-based revenues derived from the transporting and terminalling of crude oil
- **Intrastate:** Primarily fixed-fee reservation charges, transport fees based on actual throughput, and storage fees

### Q4 2017 Segment Margin by Segment



# STRONG FOCUS ON THE BALANCE SHEET AND LIQUIDITY POSITION



## Focus on liquidity and the balance sheet

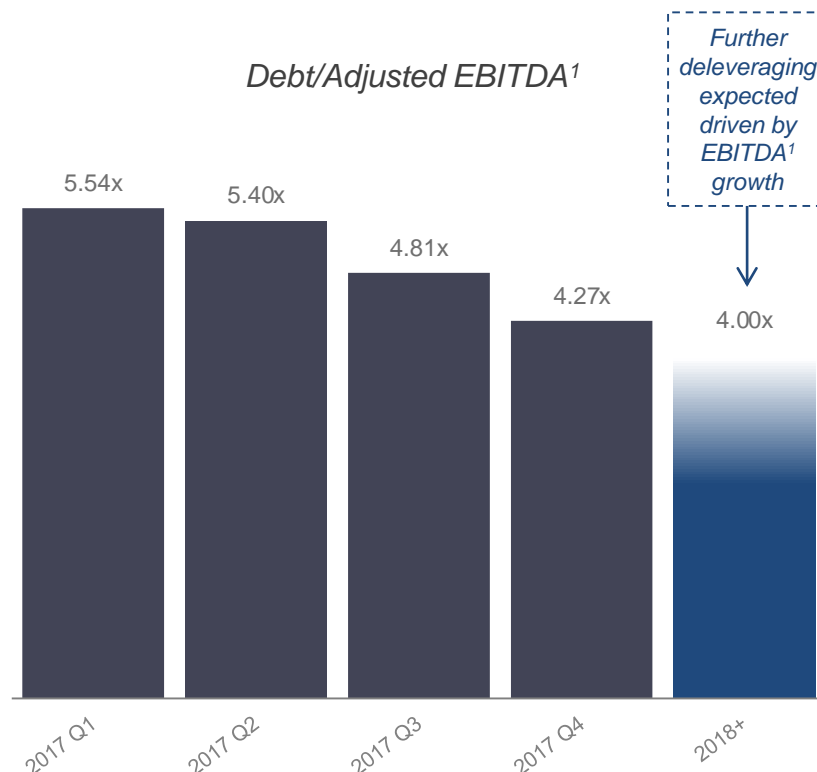
### ➤ Liquidity update:

- On December 1, 2017, the Partnership entered into a new \$4 billion 5-year revolving credit facility, and \$1 billion 364-day credit facility to replace the legacy ETP and legacy SXL credit facilities

### ➤ Recent credit-supportive strategic actions:

- In August 2017, ETP priced a public offering of common units for \$1bn of proceeds. Proceeds from the offering were used to repay amounts outstanding under its RCF, to fund capex, and for general partnership purposes
- In October 2017, ETP announced the closing of its previously announced sale of a minority equity interest in the Rover Pipeline project
- In November 2017, ETP raised \$1.48 billion through Series A and Series B Perpetual Preferred Units. These securities received 50% equity treatment from all three ratings agencies
- On January 16, 2018, ETP entered into an agreement to sell its contract compression business to USA Compression Partners (USAC) for approximately \$1.7 billion, consisting of \$1.225 billion in cash, 19.2 million USAC common units, and 6.4 million Class B units
- On February 7, 2018, SUN repurchased approximately 17.3 million SUN common units owned by ETP for approximately \$540 million. ETP used the proceeds to repay amounts outstanding under its revolving credit facility

## Improving leverage metrics



<sup>1</sup> EBITDA and Adjusted EBITDA represents ETP consolidated on a last quarter annualized basis. See reconciliation of non-GAAP measures in the Appendix to this presentation.



## ETE/ETP KEY TAKEAWAYS

### Business Diversity

- Our diversified business model, together with the geographical diversity of our assets, continues to allow our businesses to demonstrate resiliency. The underlying fundamentals of our business are strong and we believe we are in a great position for growth

### ETP Capex Program

- ETP is nearing the conclusion of its major project backlog spend, and continues to foresee significant EBITDA growth in 2018 from the completion of these projects
- The majority of these projects are backed by long-term, fee-based contracts

### Balance Sheet

- ETP will remain prudent as it relates to the balance sheet, lowering leverage and increasing coverage and liquidity

### Distribution

- ETE and ETP are set to recognize substantial cash flow growth in the near-term
- Temporarily suspended ETP distribution growth in order to alleviate equity funding needs
- Will evaluate the best use of excess cash flow going forward, and will continue to review distribution increases on a quarter-by-quarter basis

### Family Structure

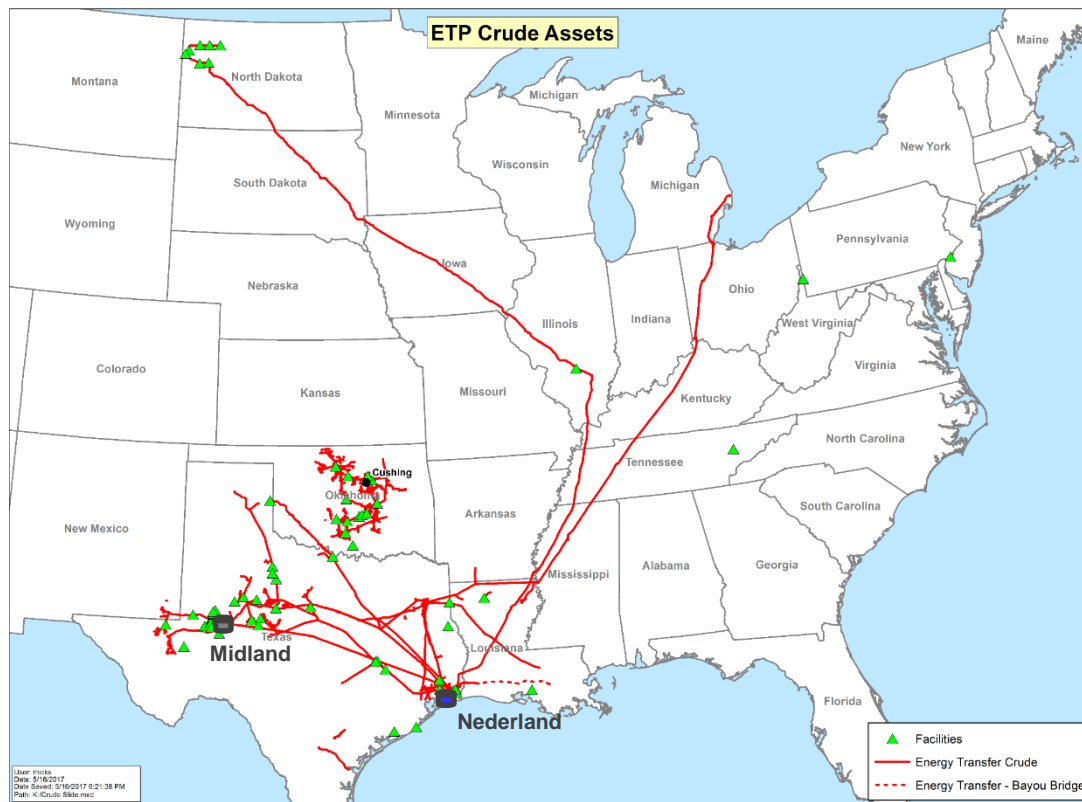
- Will evaluate optimal structure for the family, but do not expect any internal restructuring transaction to occur before late 2019

# APPENDIX

# CRUDE OIL SEGMENT

## Crude Oil Pipelines

- ~9,360 miles of crude oil trunk and gathering lines located in the Southwest and Midwest United States
- Controlling interest in 3 crude oil pipeline systems
  - Bakken Pipeline (38.25%)
  - Bayou Bridge Pipeline (60%)
  - Permian Express Partners (~88%)



## Crude Oil Acquisition & Marketing

- Crude truck fleet of approximately 370 trucks
- Purchase crude at the wellhead from ~3,000 producers in bulk from aggregators at major pipeline interconnections and trading locations
- Marketing crude oil to major pipeline interconnections and trading locations
- Marketing crude oil to major, integrated oil companies, independent refiners and resellers through various types of sale and exchange transactions
- Storing inventory during contango market conditions

## Crude Oil Terminals

- Nederland, TX Crude Terminal - ~26 million barrel capacity
- Northeast Crude Terminals - ~3 million barrel capacity
- Midland, TX Crude Terminal - ~2 million barrel capacity

## ETP Opportunities

- ETP has an idle 12" 100 mbpd pipeline in the Delaware basin
- Delaware Basin Pipeline has ability to expand by 100 mbpd



# CRUDE OIL SEGMENT - PERMIAN EXPRESS PARTNERS

## Permian Express Partners



## Joint Venture Details

- Strategic joint venture with ExxonMobil (ETP owns ~88% and is the operator)
- Combines key crude oil pipeline network of both companies and aligns ETP's Permian takeaway assets with ExxonMobil's crude pipeline network

# NGL & REFINED PRODUCTS SEGMENT

## NGL Storage

- TET Mont Belvieu Storage Hub ~50 million barrels NGL storage, ~600 Mbpd throughput
- 3 million barrel Mont Belvieu cavern under development
- ~7 million barrels of NGL storage at Marcus Hook, Nederland and Inkster
- Hattiesburg Butane Storage ~3 million barrels

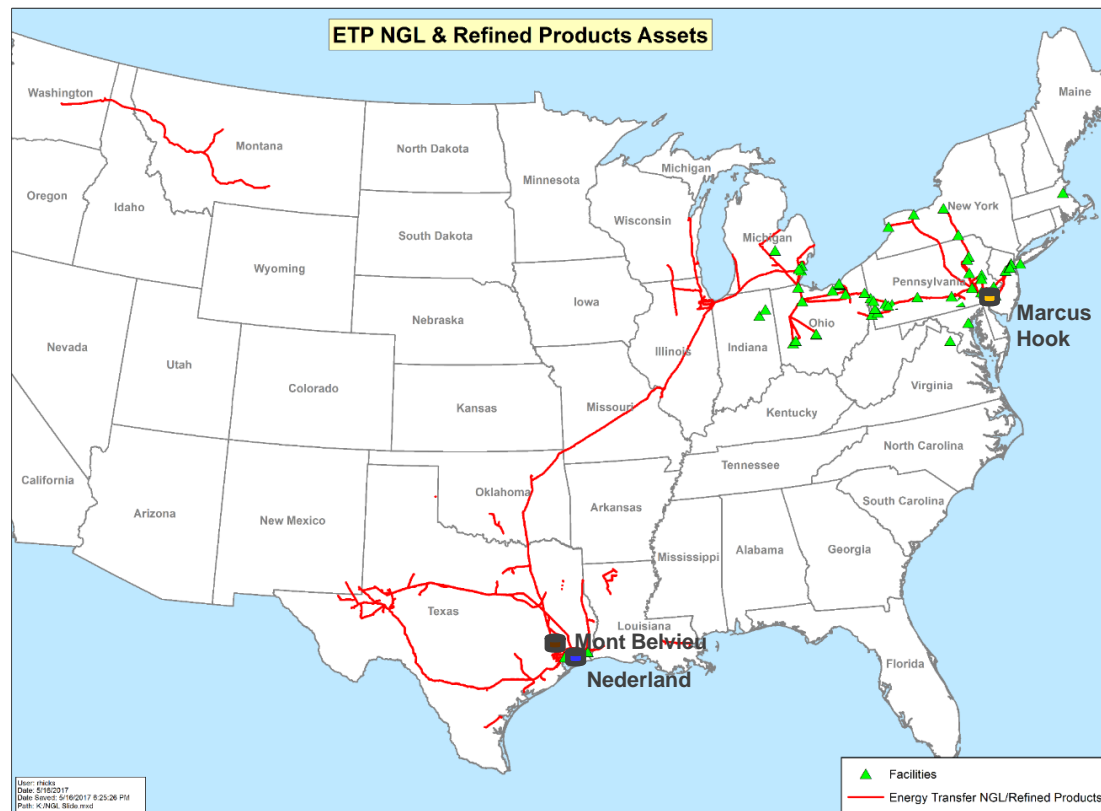
## Fractionation

- 4 Mont Belvieu fractionators (420+ 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
- 120 Mbpd Frac V in-service Q3 2018
- 150 Mbpd Frac VI in-service Q2 2019

## NGL Pipeline Transportation

- ~4,300 miles of NGL Pipelines throughout Texas and Northeast
- ~ 1,300 Mbpd of raw make transport capacity in Texas
- ~ 1,130 Mbpd of purity NGL pipeline capacity
  - 732 Mbpd on the Gulf Coast
  - 398 Mbpd in the Northeast

ETP NGL & Refined Products Assets



## Mariner Franchise

- ~200 Mbpd Mariner South LPG from Mont Belvieu to Nederland
- 50 Mbpd Mariner West ethane to Canada
- 70 Mbpd ME1 ethane and propane to Marcus Hook
- 275 Mbpd ME2 NGLs to Marcus Hook (Q2 2018)
- Up to 250 Mbpd ME2X expected in-service mid-2019

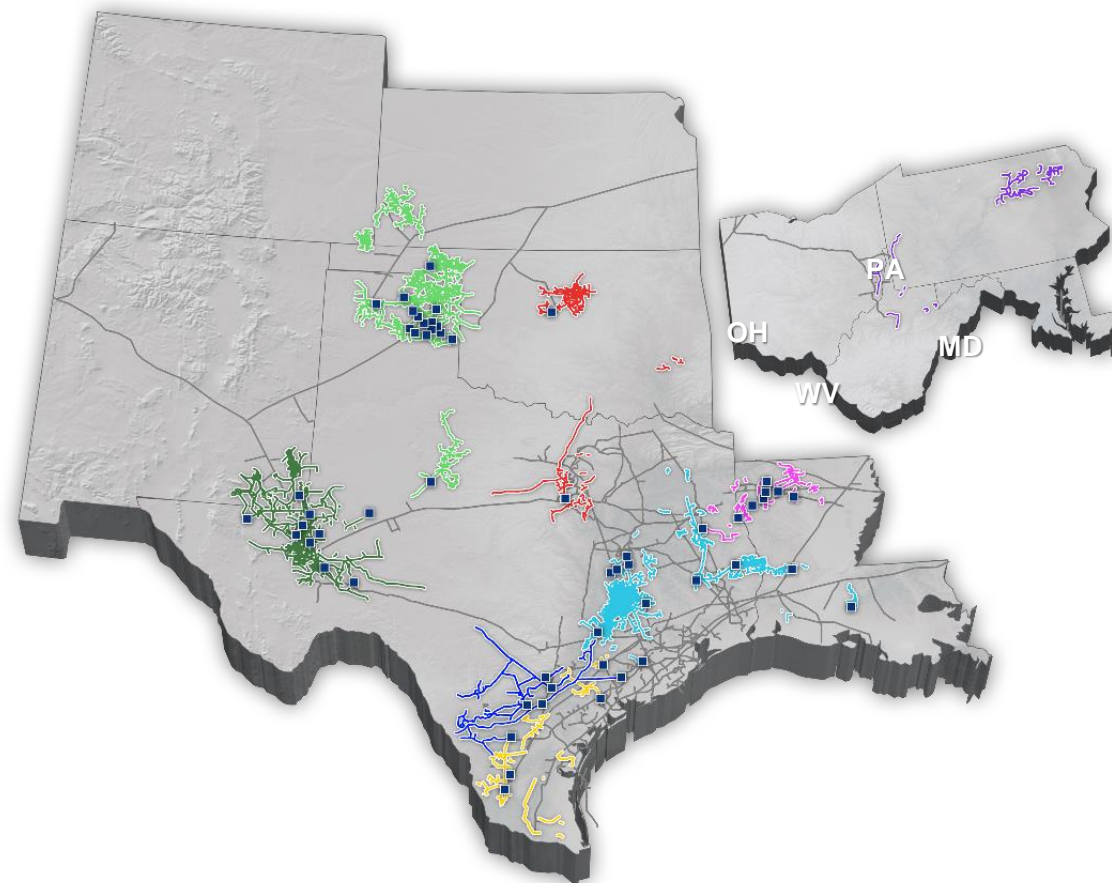
## Refined Products

- ~2,200 miles of refined products pipelines in the northeast, Midwest and southwest US markets
- 40 refined products marketing terminals with 8 million barrels storage capacity

# MIDSTREAM ASSETS

## Midstream Asset Map

## Midstream Highlights



### ➤ Volume growth in key regions:

- Q4 2017 gathered volumes averaged ~11.5 million mmbtu/d, and NGLs produced were ~502,000 bbls/d, both up over Q4 2016
- Utica Ohio River volumes continued to grow in the third quarter in the Northeast

### ➤ Permian Capacity Additions:

- 200 MMcf/d Panther processing plant in the Midland Basin came online in January 2017, and is currently nearing capacity
- 200 MMcf/d Arrowhead processing plant in the Delaware Basin came online early Q3 2017 and is currently nearing capacity
- 200 MMcf/d Rebel II processing plant, expected online in Q2 2018

### Current Processing Capacity

	Bcf/d	Basins Served
Permian	1.9	Permian, Midland, Delaware
Midcontinent/Panhandle	0.9	Granite Wash, Cleveland
North Texas	0.7	Barnett, Woodford
South Texas	1.9	Eagle Ford
North Louisiana	1.0	Haynesville, Cotton Valley
Southeast Texas	0.4	Eagle Ford, Eagle Bine
Eastern	-	Marcellus Utica

**More than 33,000 miles of gathering pipelines with ~ 6.9 Bcf/d of processing capacity**

# INTERSTATE PIPELINE ASSETS

## Interstate Asset Map



## Interstate Highlights

Our interstate pipelines provide:

- Stability
  - Approximately 95% 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
  - Expect earnings to pick up once Rover is in service
  - In addition, expect to receive significant revenues from backhaul capabilities on Panhandle and Trunkline

	PEPL	TGC <sup>(1)</sup>	TW	FGT	SR	FEP	Tiger	MEP	Gulf States	Rover <sup>(2)</sup>	Total
Miles of Pipeline	5,980	2,220	2,570	5,360	830	185	195	500	10	713	18,563
Capacity (Bcf/d)	2.8	0.9	2.1	3.1	2.0	2.0	2.4	1.8	0.1	3.3	20.5
Owned Storage (Bcf)	83.9	13	--	--	--	--	--	--	--	--	96.9
Ownership	100%	100%	100%	50%	100%	50%	100%	50%	100%	32.6%	

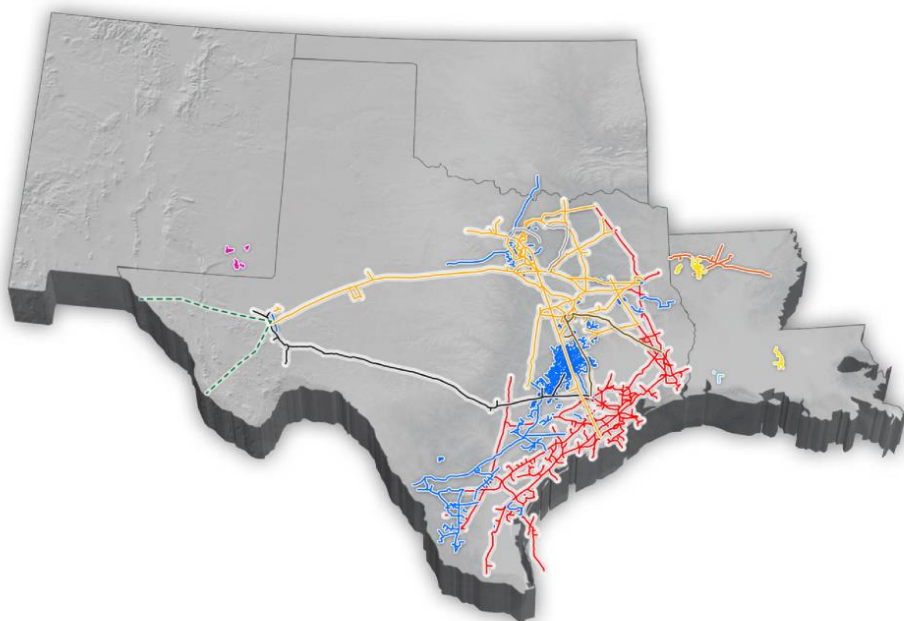
**~18,600 miles of interstate pipelines with ~21Bcf/d of throughput capacity currently in-service**

(1) After abandonment of 30" line being connected to crude service  
 (2) Phase 1A currently in service. Expect to be fully in service by end of Q2 2018



# INTRASTATE PIPELINE ASSETS

## Intrastate Asset Map



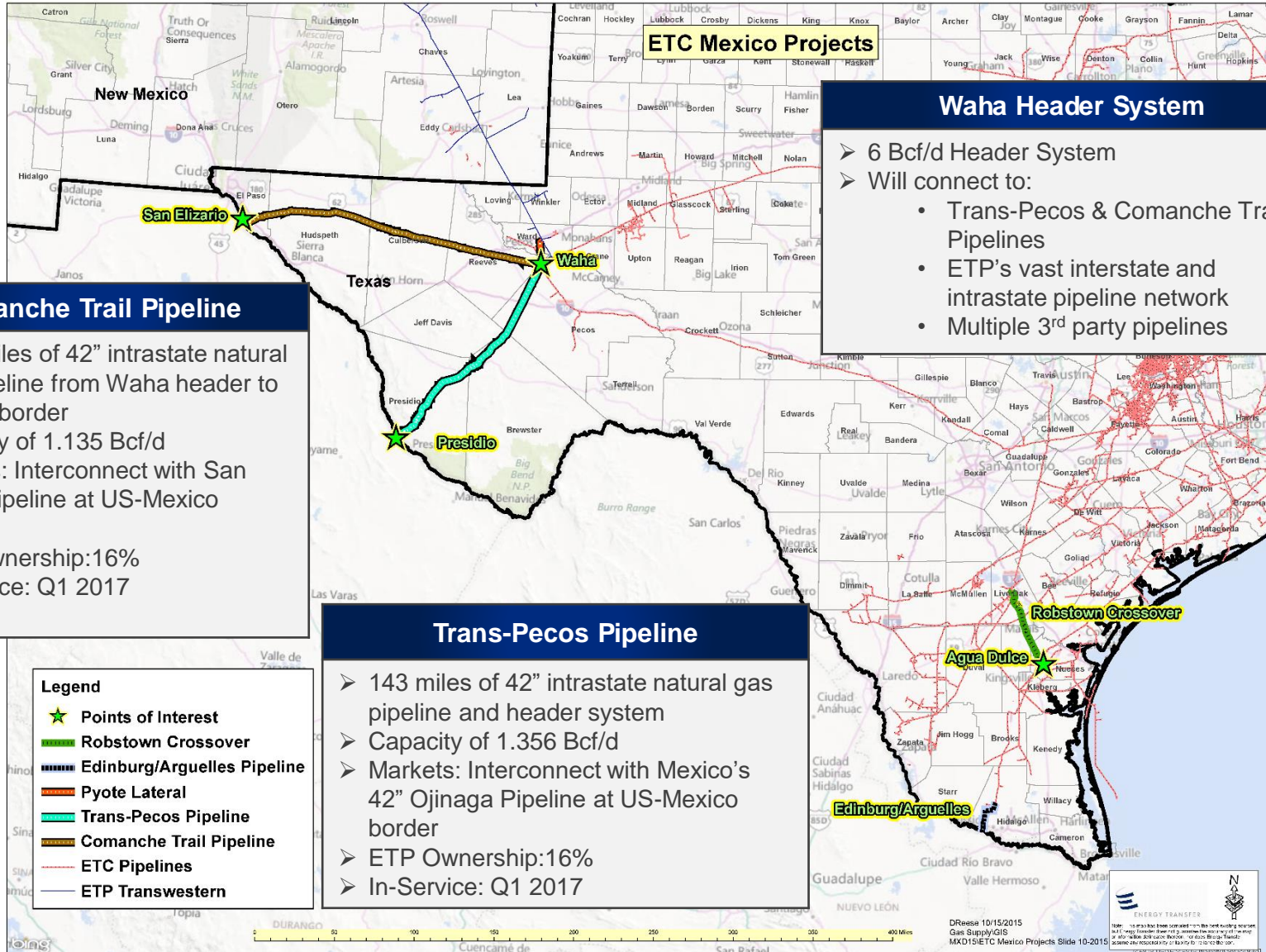
- **~ 8,700 miles of intrastate pipelines**
- **~18.5 Bcf/d of throughput capacity**

## Intrastate Highlights

- Continue to expect volumes to Mexico to grow, particularly with the startup of Trans-Pecos and Comanche Trail in the Q1 2017, which will result in increased demand for transport services through ETP's existing pipeline network
- Well positioned to capture additional revenues from anticipated changes in natural gas supply and demand in the next five years
- Announced Red Bluff Pipeline, which will connect the Red Bluff and Orla Plants, as well as 3<sup>rd</sup> party plants, to the Waha Oasis Header, and is expected to be online in Q2 2018

	In Service				
	Capacity (Bcf/d)	Pipeline (Miles)	Storage Capacity (Bcf)	Bi-Directional Capabilities	Major Connect Hubs
Trans Pecos & Comanche Trail Pipelines	2.5	338	NA	No	Waha Header, Mexico Border
ET Fuel Pipeline	5.2	2,780	11.2	Yes	Waha, Katy, Carthage
Oasis Pipeline	1.2	750	NA	Yes	Waha, Katy
Houston Pipeline System	5.3	3,920	52.5	No	HSC, Katy, Aqua Dulce
ETC Katy Pipeline	2.4	460	NA	No	Katy
RIGS <sup>1</sup>	2.1	450	NA	No	Union Power, LA Tech

# INTRASTATE SEGMENT: MEXICO (CFE)





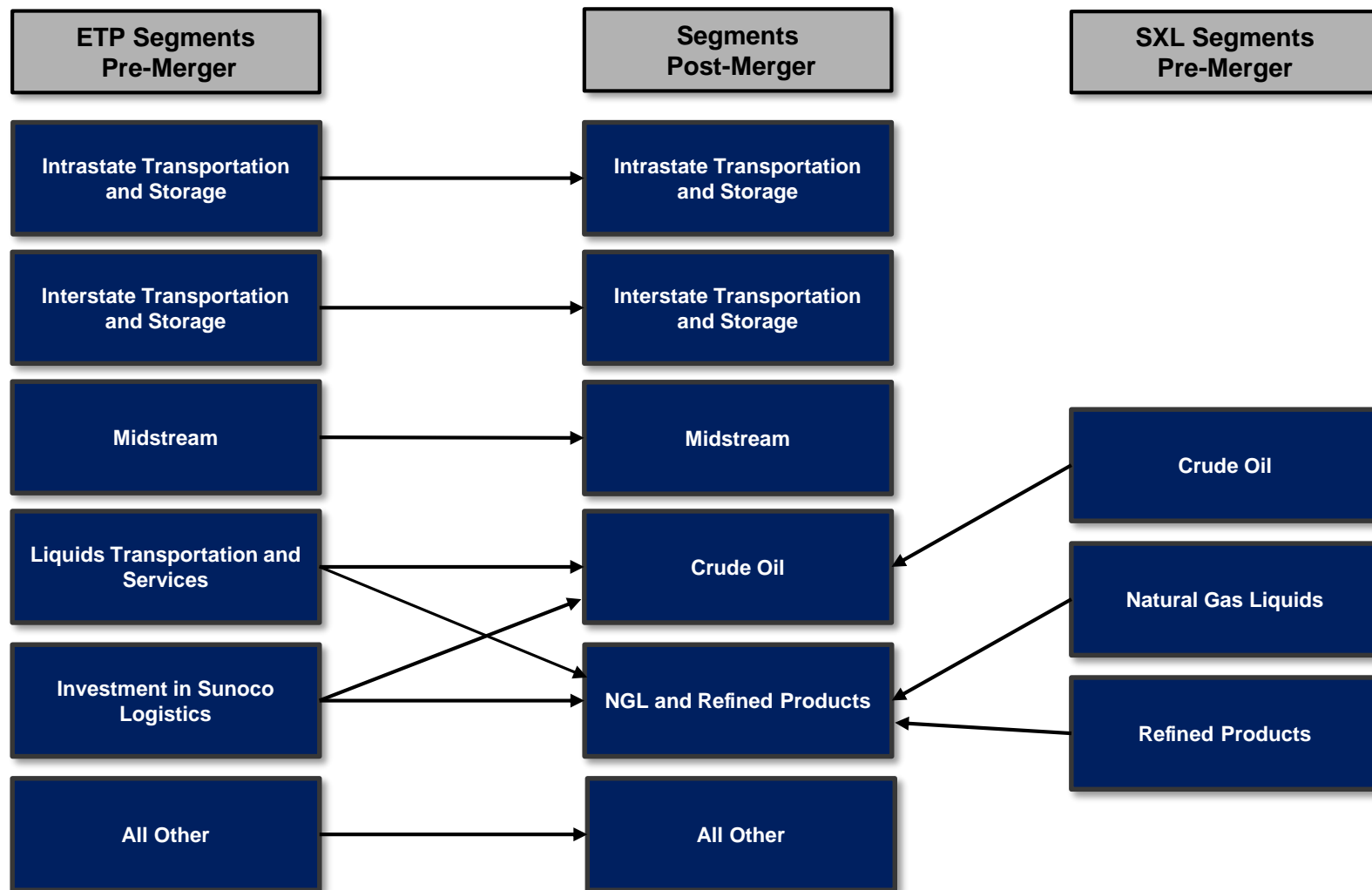
## EXISTING IDR SUBSIDIES

(in thousands)

	Total IDR Reduction
March 31, 2018	\$42,000
June 30, 2018	\$42,000
September 30, 2018	\$34,500
December 31, 2018	\$34,500
FY 2018	\$153,000
FY 2019	\$128,000



# POST-MERGER SEGMENTS







# NON-GAAP FINANCIAL MEASURES

## Reconciliation of Non-GAAP Measures

		Pro Forma for ETP/SXL Merger									
Full Year		2016					2017				
2015		Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	YTD
Net income (loss)	\$ 1,489	\$ 360	\$ 465	\$ 94	\$ (336)	\$ 583	\$ 393	\$ 296	\$ 715	\$ 1,097	\$ 2,501
Interest expense, net	1,291	319	317	345	336	1,317	332	336	352	345	1,365
Gains on acquisitions	-	-	-	-	(83)	(83)	-	-	-	-	-
Impairment losses	339	-	-	-	813	813	-	-	-	920	920
Income tax expense (benefit)	(123)	(58)	(9)	(64)	(55)	(186)	55	79	(112)	(1,518)	(1,496)
Depreciation, depletion and amortization	1,929	470	496	503	517	1,986	560	557	596	619	2,332
Non-cash unit-based compensation expense	79	19	19	22	20	80	23	15	19	17	74
(Gains) losses on interest rate derivatives	18	70	81	28	(167)	12	(5)	25	8	9	37
Unrealized (gains) losses on commodity risk management activities	65	63	18	15	35	131	(64)	(34)	81	(39)	(56)
Inventory valuation adjustments	(58)	-	-	-	-	-	-	-	-	-	-
Losses on extinguishments of debt	43	-	-	-	-	-	-	-	-	42	42
Impairment of investment in unconsolidated affiliates	-	-	-	308	-	308	-	-	-	313	313
Equity in (earnings) losses of unconsolidated affiliates	(469)	(76)	(119)	(65)	201	(59)	(73)	61	(127)	(17)	(156)
Adjusted EBITDA related to unconsolidated affiliates	937	219	252	240	235	946	239	247	279	219	984
Other, net	(23)	(16)	(25)	(43)	(31)	(115)	(15)	(37)	(27)	(69)	(148)
Adjusted EBITDA (consolidated)	5,517	1,370	1,495	1,383	1,485	5,733	1,445	1,545	1,784	1,938	6,712
Adjusted EBITDA related to unconsolidated affiliates	(937)	(219)	(252)	(240)	(235)	(946)	(239)	(247)	(279)	(219)	(984)
Distributable cash flow from unconsolidated affiliates	646	144	116	124	134	518	144	123	169	138	574
Interest expense, net	(1,291)	(319)	(317)	(345)	(336)	(1,317)	(332)	(336)	(352)	(345)	(1,365)
Preferred Unitholders' distributions	-	-	-	-	-	-	-	-	-	(12)	(12)
Current income tax (expense) benefit	325	1	(13)	(11)	40	17	(1)	(12)	(9)	(13)	(35)
Transaction-related income taxes	(51)	-	-	-	-	-	-	-	-	-	-
Maintenance capital expenditures	(485)	(59)	(78)	(97)	(134)	(368)	(60)	(107)	(119)	(143)	(429)
Other, net	(24)	(4)	(2)	3	4	1	15	12	16	(1)	42
Distributable Cash Flow (consolidated)	3,700	914	949	817	958	3,638	972	978	1,210	1,343	4,503
Distributable Cash Flow attributable to PennTex Midstream Partners, LP (100%)	-	-	-	-	(11)	(11)	(19)	-	-	-	(19)
Distributions from PennTex Midstream Partners, LP to ETP	-	-	-	8	8	16	8	-	-	-	8
Distributable Cash Flow attributable to Sunoco LP (100%)	(68)	-	-	-	-	-	-	-	-	-	-
Distributions from Sunoco LP to ETP	24	-	-	-	-	-	-	-	-	-	-
Distributable cash flow attributable to noncontrolling interest in other consolidated subsidiaries	(24)	(8)	(9)	(11)	(12)	(40)	(23)	(57)	(119)	(151)	(350)
Distributable Cash Flow attributable to the partners of ETP	3,632	906	940	814	943	3,603	938	921	1,091	1,192	4,142
Transaction-related expenses	42	2	-	2	12	16	7	25	13	3	48
Distributable Cash Flow attributable to the partners of ETP, as adjusted	\$ 3,674	\$ 908	\$ 940	\$ 816	\$ 955	\$ 3,619	\$ 945	\$ 946	\$ 1,104	\$ 1,195	\$ 4,190



# NON-GAAP FINANCIAL MEASURES

In the following analysis of segment operating results, a measure of segment margin is reported for segments with sales revenues. Segment Margin is a non -GAAP financial measure and is presented herein to assist in the analysis of segment operating results and particularly to facilitate an understanding of the impacts that changes in sales revenues have on the segment performance measure of Segment Adjusted EBITDA. Segment Margin is similar to the GAAP measure of gross margin, except that Segment Margin excludes charges for depreciation, depletion and amortization.

In addition, for certain segments, the sections below include information on the components of Segment Margin by sales type which components are included in order to provide additional disaggregated information to facilitate the analysis of Segment Margin and Segment Adjusted EBITDA. For example, these components include transportation margin, storage margin, and other margin. These components of Segment Margin are calculated consistent with the calculation of Segment Margin; therefore these components also exclude charges for depreciation, depletion and amortization.

Following is a reconciliation of Segment Margin to operating income, as reported in the Partnership's consolidated statements of operations:

	Three Months Ended December 31,		Year Ended December 31,		
	2017	2016	2017	2016	2015
Intrastate transportation and storage	\$ 205	\$ 191	\$ 756	\$ 716	\$ 696
Interstate transportation and storage	268	240	934	969	1,025
Midstream	568	448	2,182	1,798	1,792
NGL and refined products transportation and services	582	530	2,140	1,856	1,566
Crude oil transportation and services	683	307	1,877	1,123	822
All other	102	72	392	330	1,745
Intersegment eliminations	(4)	5	(28)	(45)	(68)
Total segment margin	2,404	1,793	8,253	6,747	7,578
Less:					
Operating expenses	567	480	2,170	1,839	2,608
Depreciation, depletion and amortization	619	517	2,332	1,986	1,929
Selling, general and administrative	99	122	434	348	475
Impairment losses	920	813	920	813	339
Operating income	\$ 199	\$ (139)	\$ 2,397	\$ 1,761	\$ 2,227