KINDER MORGAN

Companies Run By Shareholders, For Shareholders

Peter Staples
Director Investor Relations

March 6, 2012

IMPORTANT ADDITIONAL INFORMATION WILL BE FILED WITH THE SEC

Kinder Morgan, Inc. ("KMI") has filed with the SEC a Registration Statement on Form S-4 in connection with the proposed transaction including a definitive Information Statement/Prospectus of KMI and a definitive Proxy Statement of El Paso Corporation ("EP"). The Registration Statement was declared effective by the SEC on January 30, 2012. Post-effective amendments to the Registration Statement were filed on February 27, 2012 and March 1, 2012. KMI and EP mailed the definitive Information Statement/Prospectus of KMI and definitive Proxy Statement of EP on or about January 31, 2012. INVESTORS AND SECURITY HOLDERS ARE URGED TO READ THE REGISTRATION STATEMENT AND THE DEFINITIVE INFORMATION STATEMENT/PROXY STATEMENT/PROSPECTUS AND ANY OTHER RELEVANT DOCUMENTS FILED OR TO BE FILED BY KMI OR EP BECAUSE THEY CONTAIN IMPORTANT INFORMATION. Investors and security holders are able to obtain free copies of the Registration Statement and the definitive Information Statement/Proxy Statement/Prospectus and other documents filed with the SEC by KMI and EP through the web site maintained by the SEC at www.sec.gov or by phone, e-mail or written request by contacting the investor relations department of KMI or EP at the following:

	Kinder Morgan, Inc.	El Paso Corporation
Address:	500 Dallas Street, Suite 1000	1001 Louisiana Street
	Houston, Texas 77002	Houston, Texas 77002
	Attention: Investor Relations	Attention: Investor Relations
Phone:	(713) 369-9490	(713) 420-5855
E-mail:	kmp_ir@kindermorgan.com	investorrelations@elpaso.com

This communication shall not constitute an offer to sell or the solicitation of an offer to buy any securities, nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to the registration or qualification under the securities laws of any such jurisdiction. No offering of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the Securities Act of 1933, as amended.

PARTICIPANTS IN THE SOLICITATION

KMI and EP, and their respective directors and executive officers, may be deemed to be participants in the solicitation of proxies in respect of the proposed transactions contemplated by the merger agreement. Information regarding KMI's directors and executive officers is contained in the Information Statement/Proxy Statement/Prospectus which has been filed with the SEC. Information regarding EP's directors and executive officers is contained in EP's Form 10-K for the year ended December 31, 2011, and its proxy statement dated March 29, 2011, which are filed with the SEC. A more complete description is available in the Registration Statement and the Information Statement/Proxy Statement/Prospectus.

SAFE HARBOR FOR FORWARD-LOOKING STATEMENTS

Statements in this document regarding the proposed transaction between KMI and EP, the expected timetable for completing the proposed transaction, future financial and operating results, benefits and synergies of the proposed transaction, future opportunities for the combined company, the sale of EP's exploration and production assets, the possible drop-down of assets and any other statements about KMI or EP managements' future expectations, beliefs, goals, plans or prospects constitute forward looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Any statements that are not statements of historical fact (including statements containing the words "believes," "plans," "anticipates," "expects," estimates and similar expressions) should also be considered to be forward looking statements. There are a number of important factors that could cause actual results or events to differ materially from those indicated by such forward looking statements, including: the ability to consummate the proposed transaction; the ability to obtain the requisite regulatory, shareholder approvals and the satisfaction of other conditions to consummation of the transaction; the possibility that financing might not be available on the terms committed; the ability to consummate contemplated asset sales; the ability of KMI to successfully integrate EP's operations and employees; the ability to realize anticipated synergies and cost savings; the potential impact of announcement of the transaction or consummation of the transaction on relationships, including with employees, suppliers, customers and competitors; the ability to achieve revenue growth; national, international, regional and local economic, competitive and regulatory conditions and developments; technological developments; capital and credit markets conditions; inflation rates; interest rates; the political and economic stability of oil producing nations; energy markets, including changes in the price of certain commodities; weather conditions; environmental conditions; business and regulatory or legal decisions; the pace of deregulation of retail natural gas and electricity and certain agricultural products; the timing and success of business development efforts; terrorism; and the other factors described in KMI's and EP's Annual Reports on Form 10-K for the year ended December 31, 2011, and their most recent quarterly reports filed with the SEC. KMI and EP disclaim any intention or obligation to update any forward looking statements as a result of developments occurring after the date of this document.

Use of Non-GAAP Financial Measures

KMP

The non-generally accepted accounting principles ("non-GAAP") financial measures of distributable cash flow before certain items (both in the aggregate and per unit), segment earnings before depreciation, depletion, amortization and amortization of excess cost of equity investments ("DD&A") and certain items, segment distributable cash flow before certain items, and earnings before interest, taxes and DD&A ("EBITDA") before certain items are included in this presentation. Our non-GAAP financial measures may be different from those used by others, and should not be considered as alternatives to GAAP measures such as net income or any other GAAP measure of liquidity or financial performance.

Distributable cash flow before certain items and EBITDA before certain items are significant metrics used by us and by external users of our financial statements, such as investors, research analysts, commercial banks and others, to compare basic cash flows generated by us to the cash distributions we expect to pay our unitholders on an ongoing basis. Management uses these metrics to evaluate our overall performance. Distributable cash flow before certain items also allows management to simply calculate the coverage ratio of estimated ongoing cash flows to expected cash distributions. Distributable cash flow before certain items and EBITDA before certain items are also important non-GAAP financial measures for our unitholders because they serve as indicators of our success in providing a cash return on investment. These financial measures indicate to investors whether or not KMP typically is generating cash flow at a level that can sustain or support an increase in the quarterly distributions we are paying pursuant to the KMP partnership agreement. The partnership agreement requires us to distribute all available cash. Distributable cash flow before certain items, EBITDA before certain items and similar measures used by other publicly traded partnerships are also quantitative measures used in the investment community because the value of a unit of such an entity is generally determined by the unit's yield (which in turn is based on the amount of cash distributions the entity pays to a unitholder). The economic substance behind our use of distributable cash flow before certain items and EBITDA before certain items is to measure and estimate the ability of our assets to generate cash flows sufficient to make distributions to our investors.

We define distributable cash flow before certain items to be limited partners' pretax income before certain items and DD&A, less cash taxes paid and sustaining capital expenditures for KMP, plus DD&A less sustaining capital expenditures for Rockies Express, Midcontinent Express, Fayetteville Express, KinderHawk (through second quarter 2011), Eagle Hawk, Red Cedar and Cypress, our equity method investees, less equity earnings plus cash distributions received for Express and Endeavor, additional equity investees. Distributable cash flow before certain items per unit is distributable cash flow before certain items divided by average outstanding units. Segment distributable cash flow before certain items is segment earnings before certain items and DD&A less sustaining capital expenditures. In certain instances to calculate segment distributable cash flow, we also add DD&A less sustaining capital expenditures for Rockies Express, Midcontinent Express, Fayetteville Express, KinderHawk (through second quarter 2011), Eagle Hawk, Red Cedar and Cypress, our equity method investees. We define EBITDA before certain items as pretax income before certain items, plus interest expense and DD&A, including the DD&A of REX, MEP, FEP, KinderHawk (through second quarter 2011), Eagle Hawk, Red Cedar and Cypress, our equity method investees.

Use of Non-GAAP Financial Measures – Cont'd

"Certain items" are items that are required by GAAP to be reflected in net income, but typically either (1) do not have a cash impact, for example, goodwill impairments, allocated compensation for which we will never be responsible, and results from assets prior to our ownership that are required to be reflected in our results due to accounting rules regarding entities under common control, or (2) by their nature are separately identifiable from our normal business operations and in our view are likely to occur only sporadically, for example legal settlements, hurricane impacts and casualty losses. Management uses this measure and believes it is important to users of our financial statements because it believes the measure more effectively reflects our business' ongoing cash generation capacity than a similar measure with the certain items included. For similar reasons, management uses segment earnings before DD&A and certain items and segment distributable cash flow before certain items in its analysis of segment performance and managing our business. We believe segment earnings before DD&A and certain items and segment distributable cash flow before certain items are significant performance metrics because they enable us and external users of our financial statements to better understand the ability of our segments to generate cash on an ongoing basis. We believe they are useful metrics to investors because they are measures that management believes are important and that our chief operating decision makers use for purposes of making decisions about allocating resources to our segments and assessing the segments' respective performance.

We believe the GAAP measure most directly comparable to distributable cash flow before certain items and to EBITDA before certain items is net income. Segment earnings before DD&A is the GAAP measure most directly comparable to segment earnings before DD&A and certain items and segment distributable cash flow before certain items.

Our non-GAAP measures described above should not be considered as an alternative to GAAP net income, segment earnings before DD&A or any other GAAP measure. Distributable cash flow before certain items, segment earnings before DD&A and certain items, segment distributable cash flow before certain items and EBITDA before certain items are not financial measures in accordance with GAAP and have important limitations as analytical tools. You should not consider any of these non-GAAP measures in isolation or as a substitute for an analysis of our results as reported under GAAP. Because distributable cash flow before certain items and EBITDA before certain items exclude some but not all items that affect net income and because these measures are defined differently by different companies in our industry, our distributable cash flow before certain items and EBITDA before certain items may not be comparable to similarly titled measures of other companies. Segment earnings before DD&A and certain items and segment distributable cash flow have similar limitations. Management compensates for the limitations of these non-GAAP measures by reviewing our comparable GAAP measures, understanding the differences between the measures and taking this information into account in its analysis and its decision making processes.

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For certain financial information in this presentation, a reconciliation of these measures to the most comparable GAAP measures is included in the Appendix to this presentation.

Use of Non-GAAP Financial Measures – Cont'd

KMI

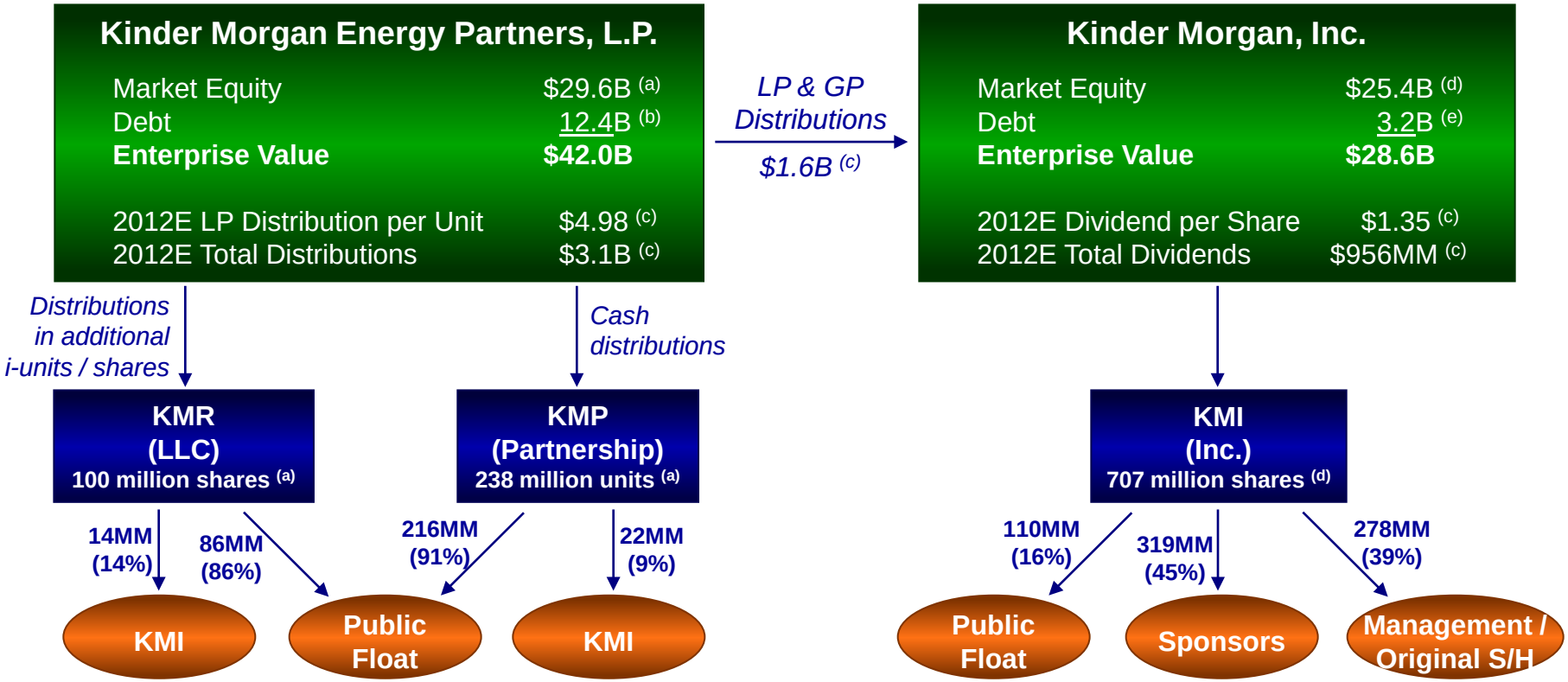
The non-generally accepted accounting principles, or non-GAAP, financial measure of cash available to pay dividends is presented in this news release. This non-GAAP financial measure should not be considered as an alternative to a GAAP measure such as net income or any other GAAP measure of liquidity or financial performance. Cash available to pay dividends is a significant metric used by us and by external users of our financial statements, such as investors, research analysts, commercial banks and others, to compare basic cash flows generated by us to the cash dividends we expect to pay our shareholders on an ongoing basis. Management uses this metric to evaluate our overall performance. Cash available to pay dividends is also an important non-GAAP financial measure for our shareholders because it serves as an indicator of our success in providing a cash return on investment. This financial measure indicates to investors whether or not we typically are generating cash flow at a level that can sustain or support an increase in the quarterly dividends we are paying. Our dividend policy provides that, subject to applicable law, we will pay quarterly cash dividends generally representing the cash we receive from our subsidiaries less any cash disbursements and reserves established by our board of directors. Cash available to pay dividends is also a quantitative measure used in the investment community because the value of a share of an entity like KMI that pays out all or a substantial proportion of its cash flow, is generally determined by the dividend yield (which in turn is based on the amount of cash dividends the corporation pays to its shareholders). The economic substance behind our use of cash available to pay dividends is to measure and estimate the ability of our assets to generate cash flows sufficient to pay dividends to our investors.

We believe the GAAP measure most directly comparable to cash available to pay dividends is income from continuing operations. A reconciliation of cash available to pay dividends to income from continuing operations is provided in this release. Our non-GAAP measure described above should not be considered as an alternative to GAAP net income and has important limitations as an analytical tool. Our computation of cash available to pay dividends may differ from similarly titled measures used by others. You should not consider this non-GAAP measure in isolation or as a substitute for an analysis of our results as reported under GAAP. Management compensates for the limitations of this non-GAAP measure by reviewing our comparable GAAP measures, understanding the differences between the measures and taking this information into account in its analysis and its decision making processes.

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For certain financial information in this presentation, a reconciliation of these measures to the most comparable GAAP measures is included in the Appendix to this presentation.

Kinder Morgan: Three Ways to Invest



Note: excludes any impact from the proposed acquisition of El Paso by KMI

(a) As of 3/1/2012; KMP market equity based on ~238 million common units (includes 5.3 million Class B units owned by Kinder Morgan, Inc.; Class B units are unlisted KMP common units) at a price of $89.93, and ~100 million KMR shares at a price of $81.67

(b) Debt balance as of 12/31/2011, excludes the fair value of interest rate swaps, net of cash

(c) 2012 budget

(d) As of 3/1/2012; KMI market equity based on 707 million shares (assumes full conversion of Class A, B and C shares in to Class P shares) at a price of $35.92

(e) Debt of KMI and its subsidiaries, excluding KMP and its subsidiaries as of 12/31/2011; excludes the fair value of interest rate swaps, purchase accounting and Kinder Morgan G.P., Inc.'s $100 million of Series A Fixed-to-floating Rate Term Cumulative Preferred Stock due 2057, net of cash

KMR 101 (a)

KMR *is* KMP

- KMR shares are pari passu with KMP units
- KMR dividend equal to KMP cash distribution, but paid in additional shares; effectively a dividend reinvestment program (b)
- Like KMP units, KMR shares are tax efficient — but with simplified tax reporting (no K-1s, UBTI)

KMR is a significant entity

- KMR market cap = $8.2 billion, ~30% of total KMP capitalization
- ~$20 million in daily liquidity

KMR has generated a 16.1% compound annual total return since '01 IPO, vs. 16.6% for KMP

Although the KMR trading discount to KMP has narrowed, at 9.2% it still leaves substantial room for improvement

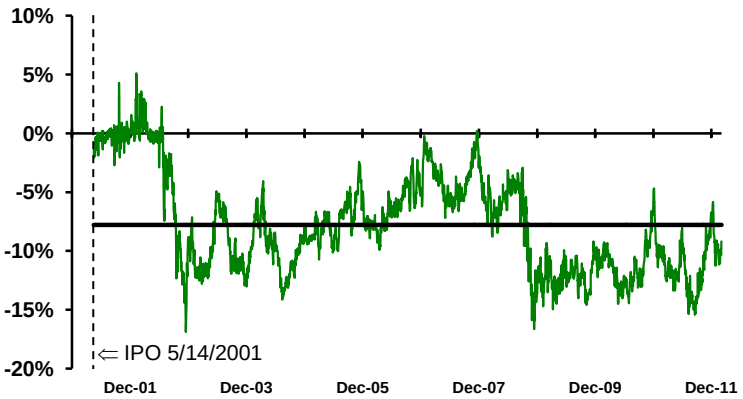
EP transaction expected to lead to more KMR issuance

- Highlighting the security and further improving liquidity
- Potential for KMP to become self-funding through KMR dividend
- Possibility of KMR share buybacks if quarterly dividends exceed equity funding needs

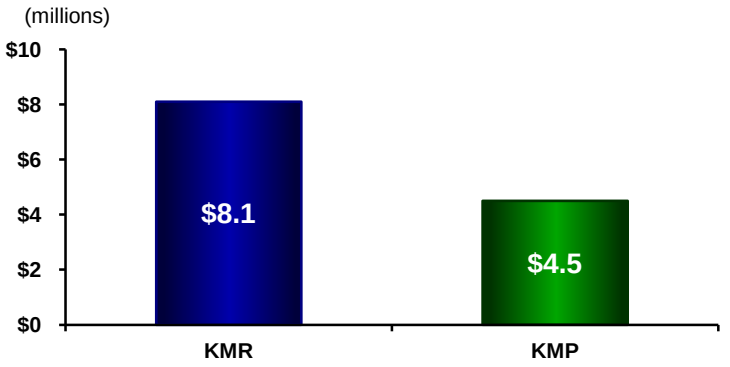
Insiders prefer KMR

- Management has purchased KMR at a rate of about 2:1 vs. KMP, or almost 7:1 excluding one transaction (c)

KMR Discount to KMP



Management Purchases of KMR / KMP (c)



(a) All figures through / as of 3/1/2012; see footnotes on slide 11 for explanation of total return calculations
(b) Calculation of share dividend: KMP quarterly cash distribution per unit divided by KMR 10-day average price prior to x-date = fractional share paid for every KMR share owned, e.g. $1.16 / $78.046 = 0.014863 share; example reflects actual KMR share dividend calculated for 4Q 2011 paid on 2/14/2012; refer to KMP 2011 10-K for more information
(c) Purchase of KMR shares and KMP units by directors and officers of KMR/KMP since the KMR IPO in 2001, as reported in SEC Form 4 filings; 7:1 ratio excludes one open market purchase of KMP units relating to an arrangement requiring cash distributions for payment of interest

Our Strategy: Stay the Course

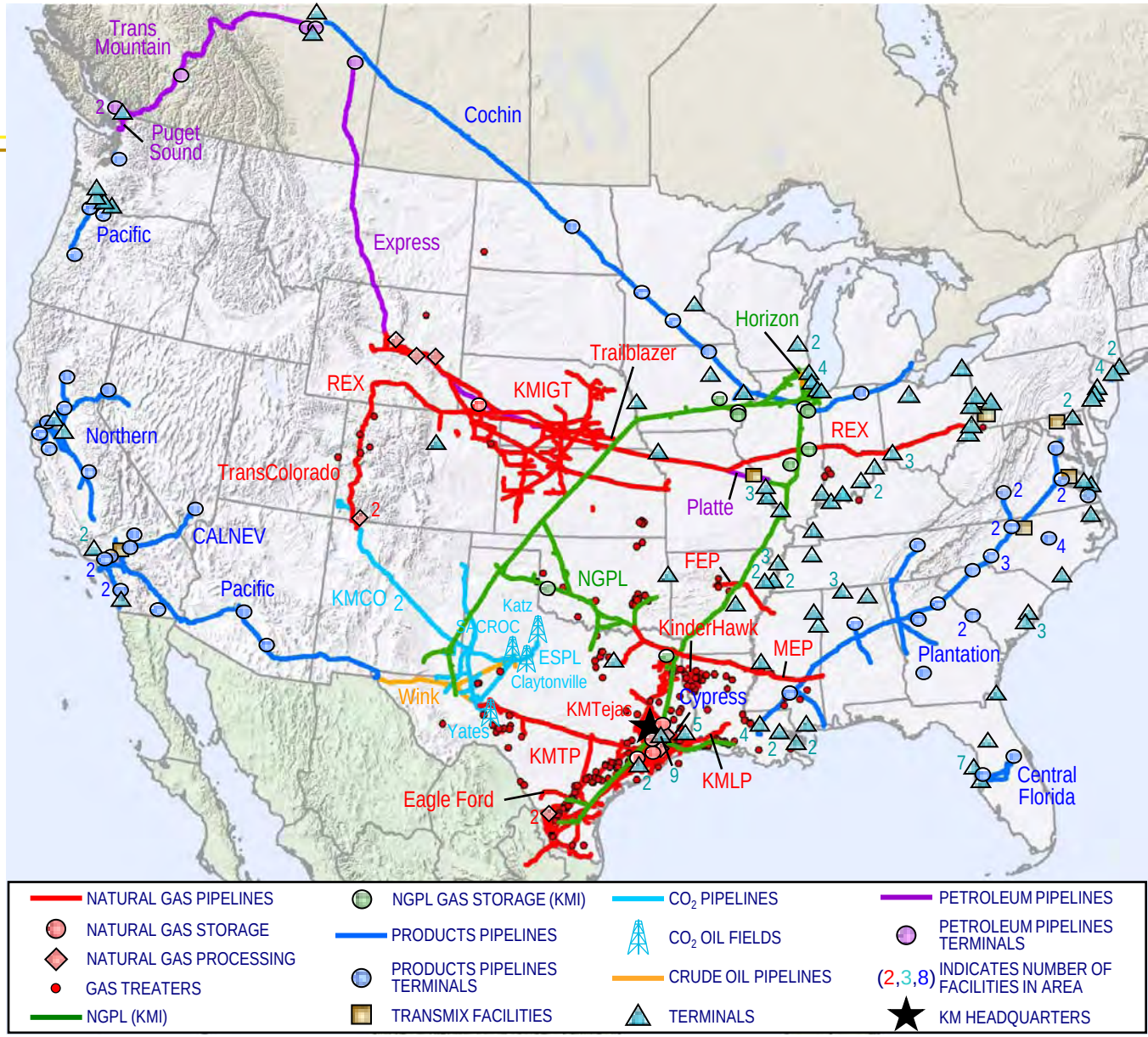
Same Strategy Since Inception

- **Focus on stable fee-based assets that are core to North American energy infrastructure**
  - Market leader in each of our business segments
- **Control costs**
  - It's the investors' money, not management's – treat it that way
- **Leverage asset footprint to seek attractive capital investment opportunities, both expansion and acquisition**
  - KMP has completed $11.7 billion in acquisitions and $13.3 billion in greenfield / expansion projects since inception (a)
- **Maintaining a strong balance sheet is paramount**
  - Enables continued access to capital markets to grow the business
  - KMP accessed capital markets for nearly $26 billion since inception (a,b)

(a) From 1997 through 2011
(b) Gross capital issued, $24 billion net of refinancing

Asset Footprint

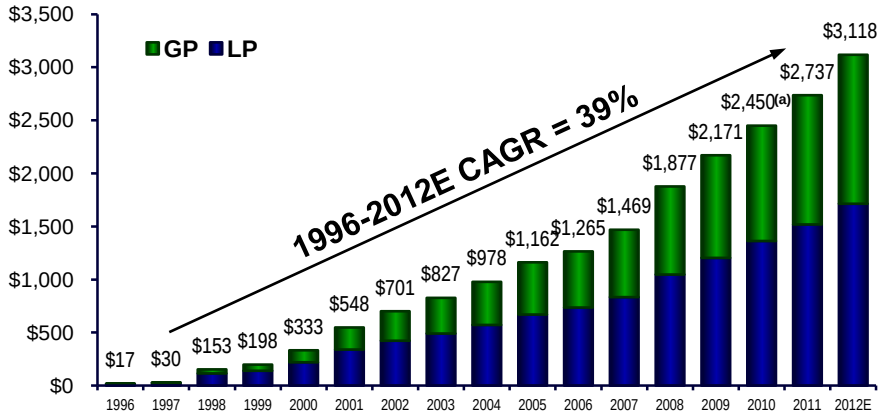
- **Largest independent transporter of petroleum products in the U.S.**
  - Transport ~1.9 MMBbl/d (a)
- **2nd largest transporter of natural gas in the U.S.**
  - Own an interest in / operate over 25,000 miles of natural gas pipeline
  - Connected to many important natural gas shale plays including Eagle Ford, Haynesville, Fayetteville and Barnett
  - Largest provider of contracted natural gas treating services in U.S.
- **Largest transporter of CO_2 in the U.S.**
  - Transport ~1.3 Bcf/d of CO_2 (a)
- **2nd largest oil producer in Texas (b)**
  - Produce ~51 MBbl/d of crude oil gross (~34 MBbl/d net) (a)
- **Largest independent terminal operator in the U.S.**
  - Own an interest in or operate ~180 liquids / dry bulk terminals (c)
  - ~111 MMBbls domestic liquids capacity (d)
  - Handle ~108 MMtons of dry bulk products (a)
    - Including 44 MMtons of coal (a)
- **Only Oilsands pipeline serving the West Coast**
  - TMPL transports ~300 MBbl/d to Vancouver / Washington State



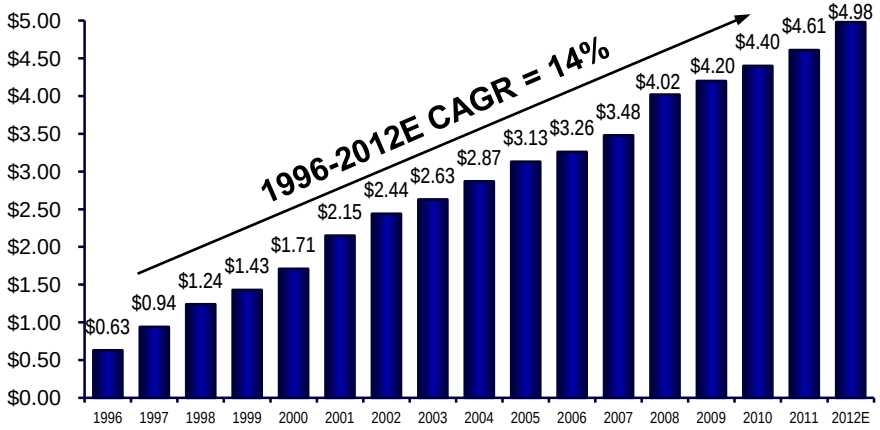
Note: excludes El Paso
(a) 2012 budget
(b) 2011 data not available
(c) Excludes transload facilities (35) and transmix processing facilities (6)
(d) Includes leased capacity

16 Years of Consistent Growth

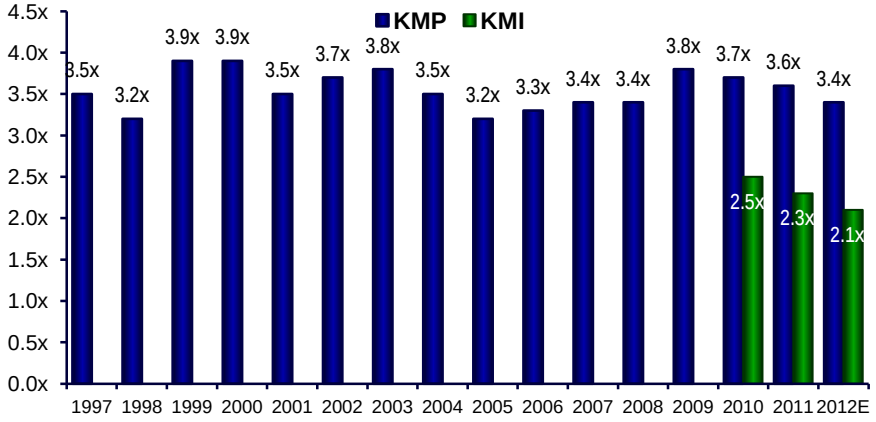
Total Distributions (GP + LP) ($MM)



KMP Annual LP Distribution per Unit (b)



Net Debt to EBITDA (c,d)



Note: excludes any impact from the proposed acquisition of El Paso by KMI

(a) In 2010, total distributions paid were $2,250 million. These distributions would have been $2,420 million ($170 million greater) if all distributions paid in August 2010 had been cash from operations, rather than a portion being a distribution of cash from interim capital transactions; the GP receives only 2% of distributions of cash from interim capital transactions

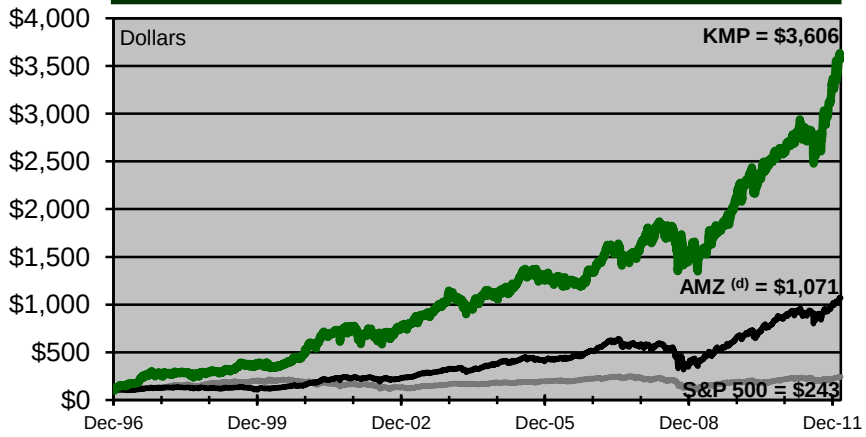
(b) Annual LP declared distributions, rounded to 2 decimals where applicable

(c) Debt is net of cash and excluding fair value of interest rate swaps

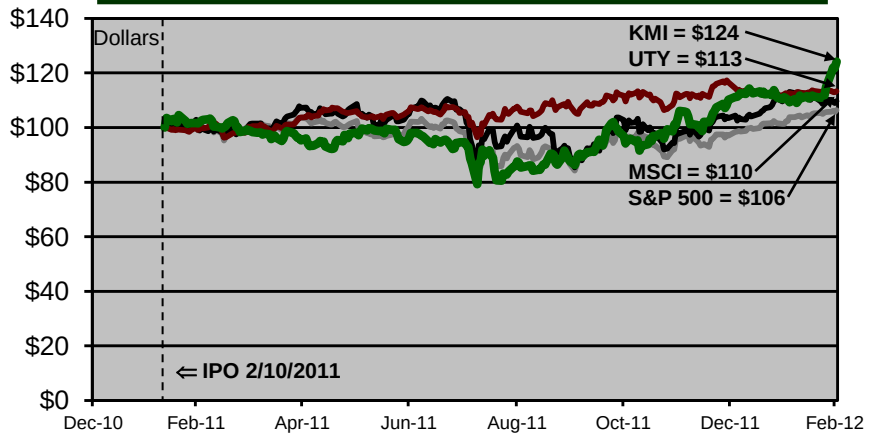
(d) For KMI, net debt also excludes purchase accounting and Kinder Morgan G.P., Inc.'s preferred stock; distributions received from equity investees net of G&A and sustaining capital expenditures ≈ EBITDA

Significant Historical Returns [a]

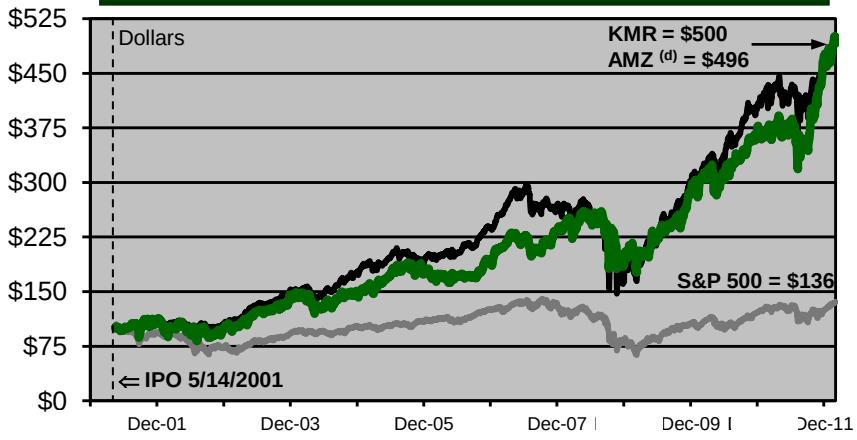
KMP: 27% CAGR Since '96 [b]



KMI: 24% CAGR Since '11 IPO [e]



KMR: 16% CAGR Since '01 IPO [c]



Total Return	2011 [f]	2-yr [f]	3-yr [f]	5-yr [f]	10-yr [f]
KMP	**29%**	**58%**	**129%**	**150%**	**342%**
KMR	**26%**	**66%**	**148%**	**150%**	**327%**
KMI	**11% [g]**	**n/a**	**n/a**	**n/a**	**n/a**
S&P 500 Index	2%	17%	49%	-1%	33%
Alerian MLP Index	14%	55%	173%	95%	324%
MSCI REIT Index	9%	40%	79%	-7%	224%
Philadelphia UTY Index	19%	26%	39%	20%	119%

Source: Bloomberg

(a) Total returns calculated on daily basis through 3/1/2012, except where noted; assumes dividends / distributions reinvested in index / stock / unit

(b) Start date 12/31/1996

(c) Start date 5/14/2001: KMR initial public offering; KMP CAGR over same period is 17%

(d) Alerian MLP Index

(e) Start date 2/10/2011

(f) Calculated through 12/30/2011; start dates for 2-year, 3-year, 5-year and 10-year return calculations are 12/31/2009, 12/29/2008, 12/31/2006 and 12/31/2001, respectively

(g) Annualized total return based on partial year return following IPO on 2/10/2011; partial-year return for period is 10.0%

Promises Made, Promises Kept

Promises Made		Promises Kept	
KMP Budgeted LP Distribution:		**KMP Actual LP Distribution:**	
2000:	$1.60	2000:	$1.71
2001:	$1.95	2001:	$2.15
2002:	$2.40	2002:	$2.435
2003:	$2.63	2003:	$2.63
2004:	$2.84	2004:	$2.87
2005:	$3.13	2005:	$3.13
2006:	$3.28	2006:	$3.26
2007:	$3.44	2007:	$3.48
2008:	$4.02	2008:	$4.02
2009:	$4.20	2009:	$4.20
2010:	$4.40	2010:	$4.40
2011:	$4.60	2011:	$4.61
KMI Budgeted Dividend:		**KMI Actual Dividend:**	
2011:	$1.16 (a)	2011:	$1.18 (a)

KMP achieved LP distribution target in 11 out of 12 years

(a) On a paid basis; KMI paid a prorated dividend for 1Q 2011 of $0.14 per share on 5/16/2011; based on a full quarter, the dividend amounts to $0.29 per share

Kinder Morgan 2012 Goals (Excludes El Paso)

KMP [a]

- **Distribution Target**
  - $4.98 per unit (8.0% growth)
  - Excess coverage of $71MM
- **Maintain Solid Balance Sheet**
  - Yr-end 2012 debt / EBITDA = 3.4x
  - Expansions / acquisitions financed 50% equity, 50% debt

KMI [a,b]

- **Dividend Target (declared)**
  - $1.35 per share (12.5% growth)
  - $985MM in cash available for dividends
- **Maintain Solid Balance Sheet**
  - Yr-end 2012 debt / distributions received less G&A = 2.1x

- **Operate all of our assets in a safe, compliant and environmentally sound manner**

(a) Excludes any impact from the proposed acquisition of El Paso by KMI
(b) KMI previously announced that if the El Paso transaction were to close on 1/1/2012, KMI would expect to pay dividends per share of around $1.45 for 2012; since the transaction will not be in effect for the full year 2012, KMI's actual dividend in 2012 will likely be less than $1.45

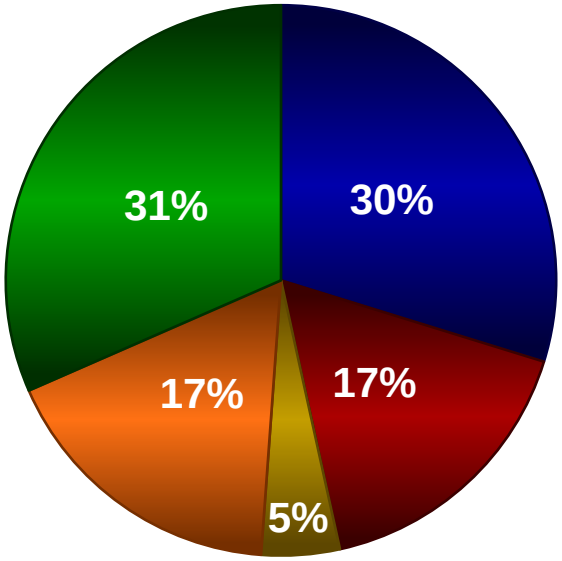
KINDER MORGAN

KMP

KINDER MORGAN
(KMP)

Diversified Cash Flow

2012E KMP Segment Earnings before DD&A = $4.4 billion [a,d]



CO_2

- $1,381MM segment EBDA
  - 26% CO_2 transport and sales
  - 74% oil production related
  - Production hedged [b]:
    - 2012=79% ($91) [c]
    - 2013=58% ($93)
    - 2014=34% ($94)
    - 2015=16% ($97)

Terminals

- $757MM segment EBDA
  - 54% Liquids
  - 46% Bulk

Natural Gas Pipelines

- $1,303MM segment EBDA [d]
  - 41% Interstate
  - 59% Intrastate [e]

Products Pipelines

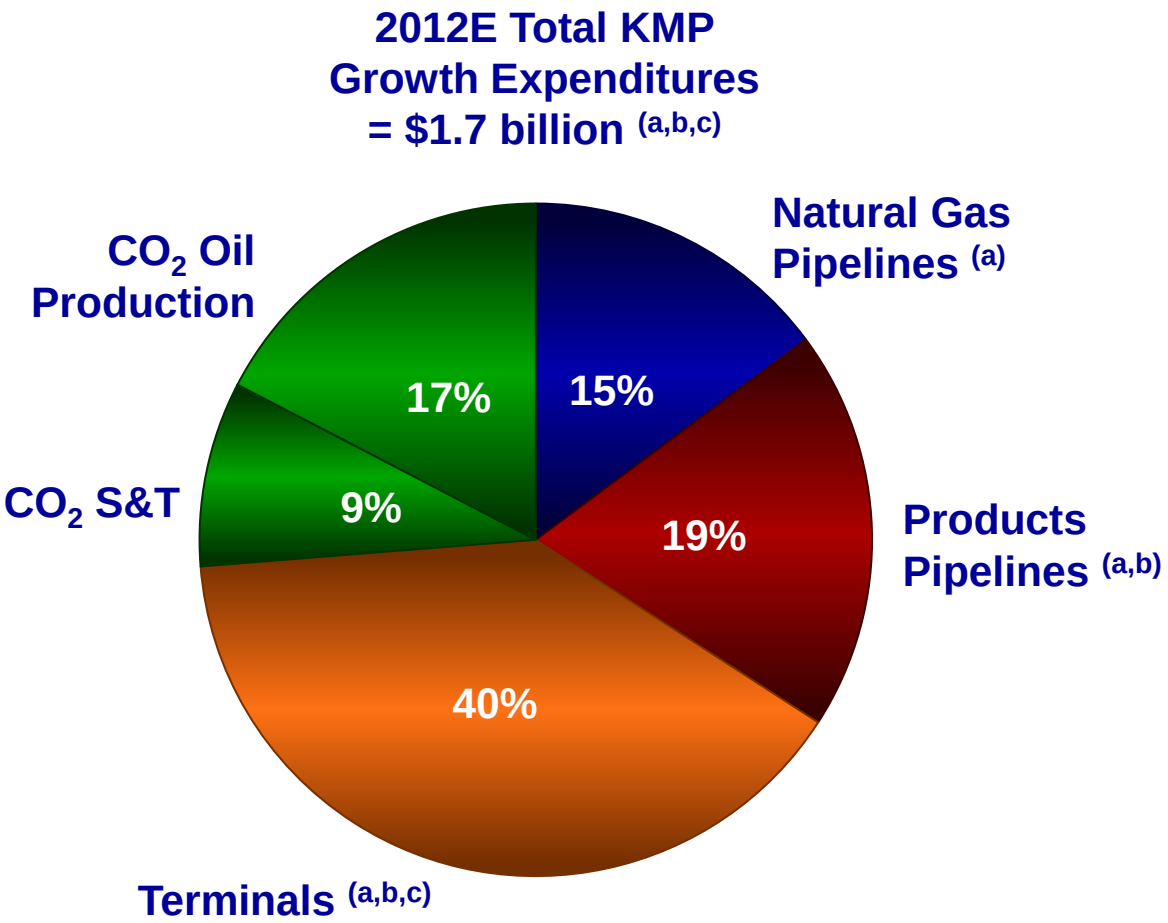
- $735MM segment EBDA [d]
  - 52% Pipelines
  - 44% Associated Terminals
  - 4% Transmix

Kinder Morgan Canada

- $201MM segment EBDA

Note: excludes any impact from the proposed acquisition of El Paso by KMI
(a) Budgeted 2012 segment earnings before DD&A excluding certain items
(b) Percent of estimated net crude oil and heavy natural gas liquids production
(c) 2012 budget assumes a $93.75/Bbl price on unhedged barrels
(d) Includes $171 million of depreciation for Natural Gas Pipelines JVs REX, MEP, FEP, Eagle Ford (Copano), EagleHawk and Red Cedar, and Products Pipelines JV Cypress
(e) Includes upstream assets

2012 Growth Expenditure Budget



Note: excludes any impact from the proposed acquisition of El Paso by KMI
(a) Includes equity contributions to joint ventures of $233 million
(b) Includes growth capital expenditures for Kinder Morgan Canada of $10 million
(c) Includes acquisitions of $108 million

KINDER MORGAN (KMP)

Natural Gas Pipelines Segment

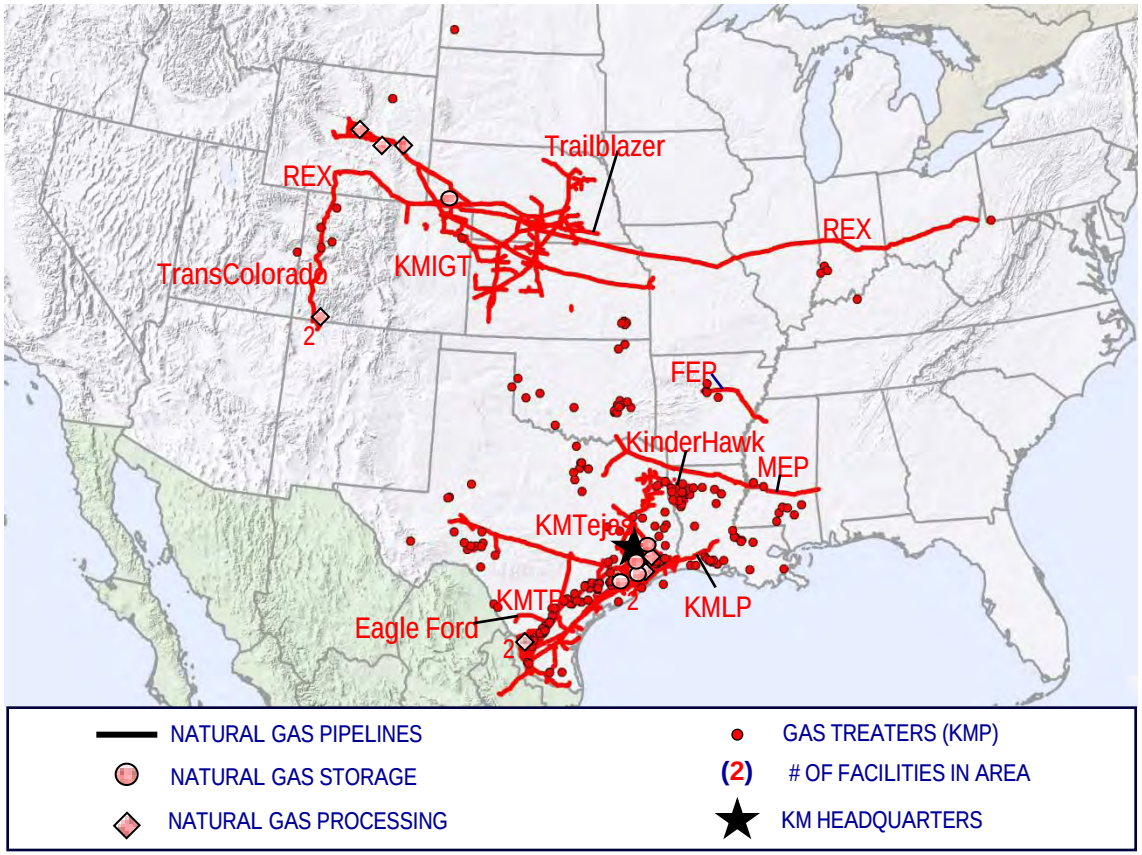
Well-positioned in the Rockies, shales and in Texas

2012 Growth Drivers:

- Growth and full year contribution on Kinder Hawk
- Full year contribution from Eagle Hawk and SouthTex
- Eagle Ford shale development (on standalone basis, and under JVs with Copano and BHP)
- Full year of higher throughput on Fayetteville Express (FEP) pipeline (volume ramp through 2011)
- West Clear Lake storage contract rollover

Longer-term Growth Drivers:

- Natural gas is the logical fuel of choice
  - Cheap, abundant, domestic and clean
- Demand growth and shifting supply from multiple basins lead to:
  - Pipeline / storage expansions and extensions (e.g. Eagle Ford)
  - Greenfield development
  - Optionality of deploying portions of existing footprint in different product uses
- Expand service offerings to customers (e.g. treating and G&P)
- LNG exports
- Acquisitions



Note: excludes any impact from the proposed acquisition of El Paso by KMI

Products Pipelines Segment

Well-located with origin in refinery / port hubs and terminus in population centers

2012 Growth Drivers:

- PPI tariff escalator
- Modest organic volume growth
- Initial year of Crude and Condensate operations, Cochin E/P project, and terminal projects including new tank expansions for refined products and biodiesel blending services

Longer-term Growth Drivers:

- Development of shale play liquids infrastructure
  - Condensate transportation, processing and storage services from Eagle Ford
    - Condensate processing facility located in Houston Ship Channel, in-service Jan-2014
  - Crude / condensate service on Cochin
- Parkway Pipeline in-service 2013
- Increased fuel export opportunities
- RFS [(a)] increases demand for storage and ancillary services
  - Ethanol and biodiesel growth including terminals and pipeline expansions
- Tariff index adjustments / organic volume growth
- Tuck-in acquisitions



(a) RFS (U.S. Renewable Fuels Standard) requires an increase in use of renewable fuels, from 15 Bgal/yr in 2012 to 36 Bgal/yr in 2022

Terminals Segment

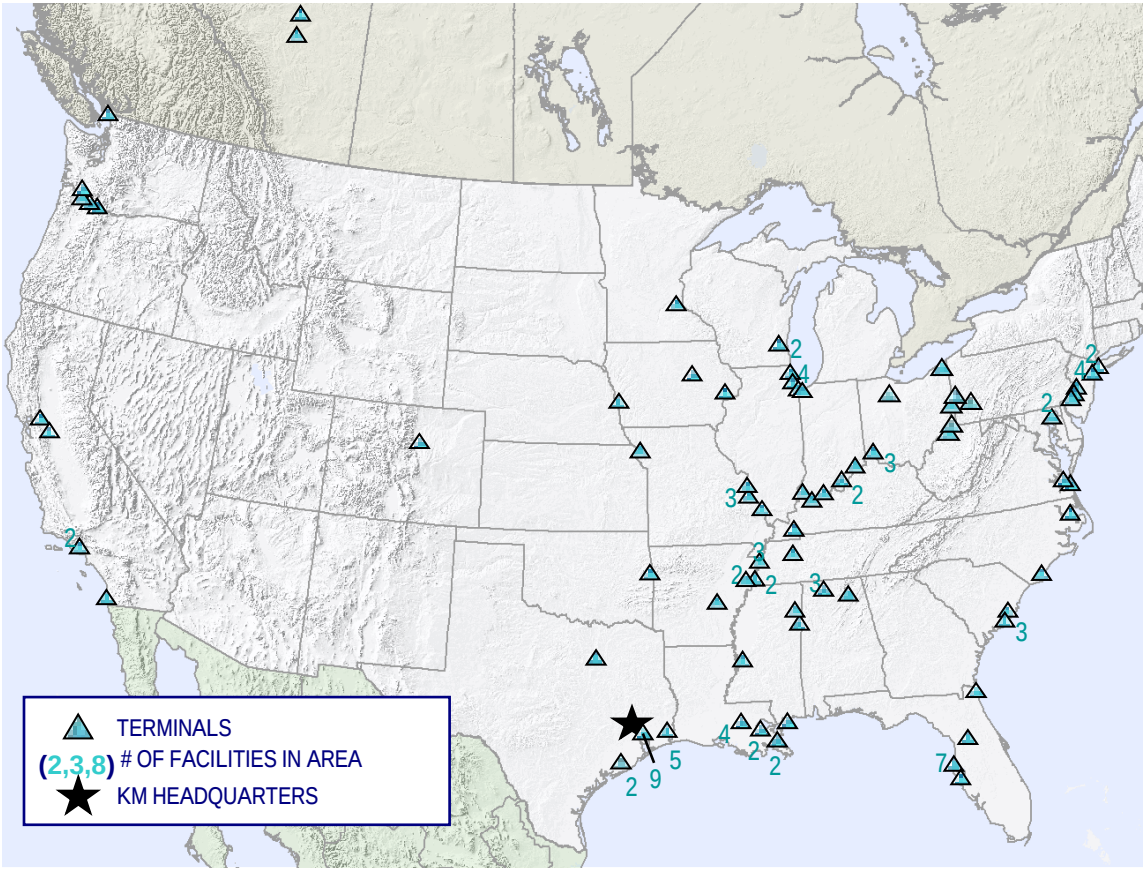
Well-located in refinery / port hubs and inland waterways

2012 Growth Drivers:

- Increase in rates on existing contracts
- Higher coal throughput
- Full year of 2011 acquisitions (Cushing, Total, Watco) and expansion projects (Carteret, Cushing, Deer Park, Port of Houston)
- Partial benefit from over $650 million in 2012 expected growth expenditures

Longer-term Growth Drivers:

- Newbuild and expansion of export coal and petcoke terminals (IMT, Houston, Whiting)
- Expansions and higher rates at well-located, high-connectivity terminals
- Petroleum exports
- Canadian crude oil merchant tankage
- Increase in use of renewable fuels [(a)] leads to ethanol / biofuel expansion
- Acquisition of terminals from "mom and pop" owners and from majors



(a) RFS (U.S. Renewable Fuels Standard) requires an increase in use of renewable fuels, from 15 Bgal/yr in 2012 to 36 Bgal/yr in 2022

CO_2 Segment

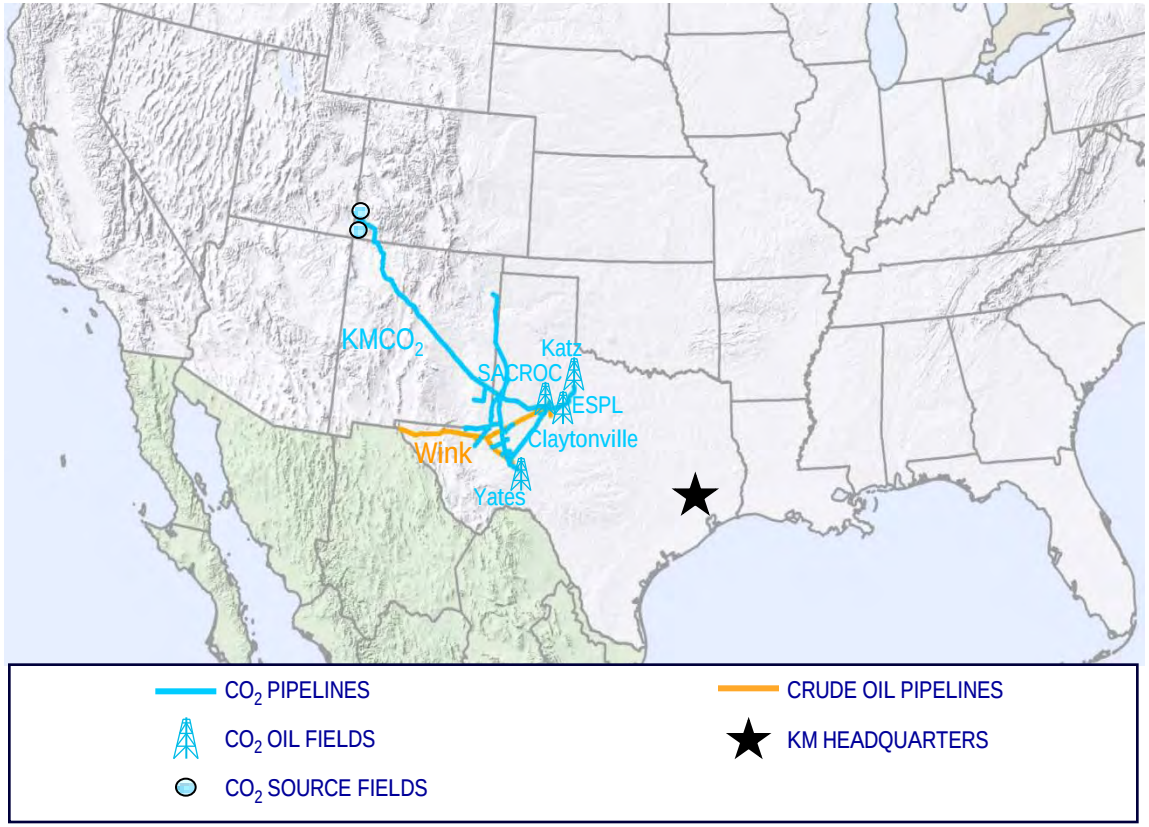
Own and operate best source of CO_2 for EOR

2012 Growth Drivers:

- **Higher overall oil / NGL prices**
- **CO_2 S&T price increases**
- **Relatively flat oil production**

Longer-term Growth Drivers:

- **Strong demand for CO_2**
  - **Expansion of CO_2 source fields and pipelines**
    - Expect to execute several large, long-term CO_2 S&T contracts
  - **Higher rates and better terms on new/renewed CO_2 S&T contracts**
- **Billions of barrels of domestic oil still in place to be recovered at SACROC, Yates and Katz**



Kinder Morgan Canada Segment

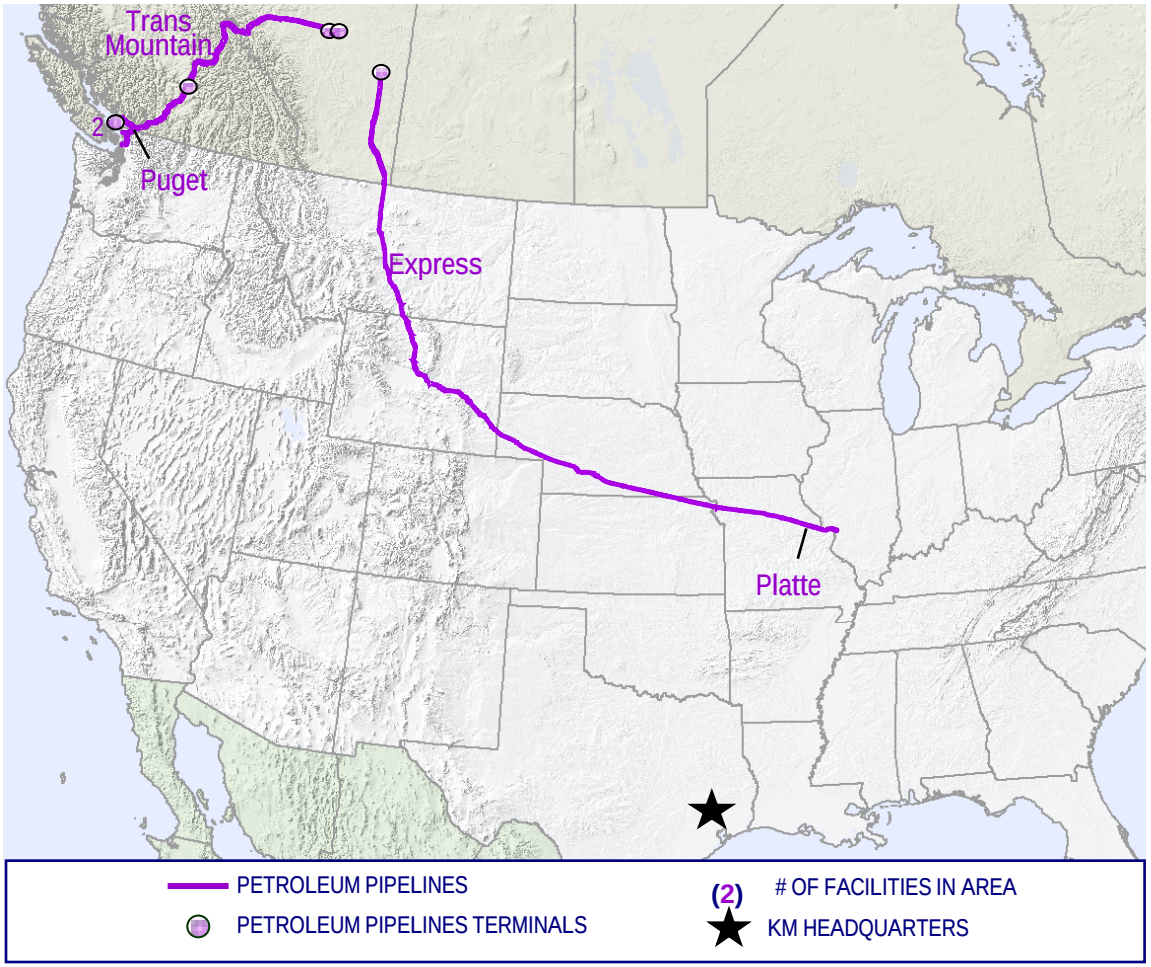
Sole oil pipeline from Oilsands to West Coast / export markets

2012:

- **Extending new toll settlement on Trans Mountain pipeline (TMPL); results in relatively flat financial performance between 2011 and 2012**

Longer-term Growth Drivers:

- **Expand Oilsands export capacity to West Coast and Asia**
  - **TMPL is lowest-cost option with ability to do staged expansions, or one large expansion**
  - **Expansion open season recently concluded with positive results**
    - Received strong binding commercial support from shippers
    - Proceeding with initial project design and planning
    - Expect final decision on project size by end of 1Q 2012
- **Expanded dock capabilities (Vancouver)**

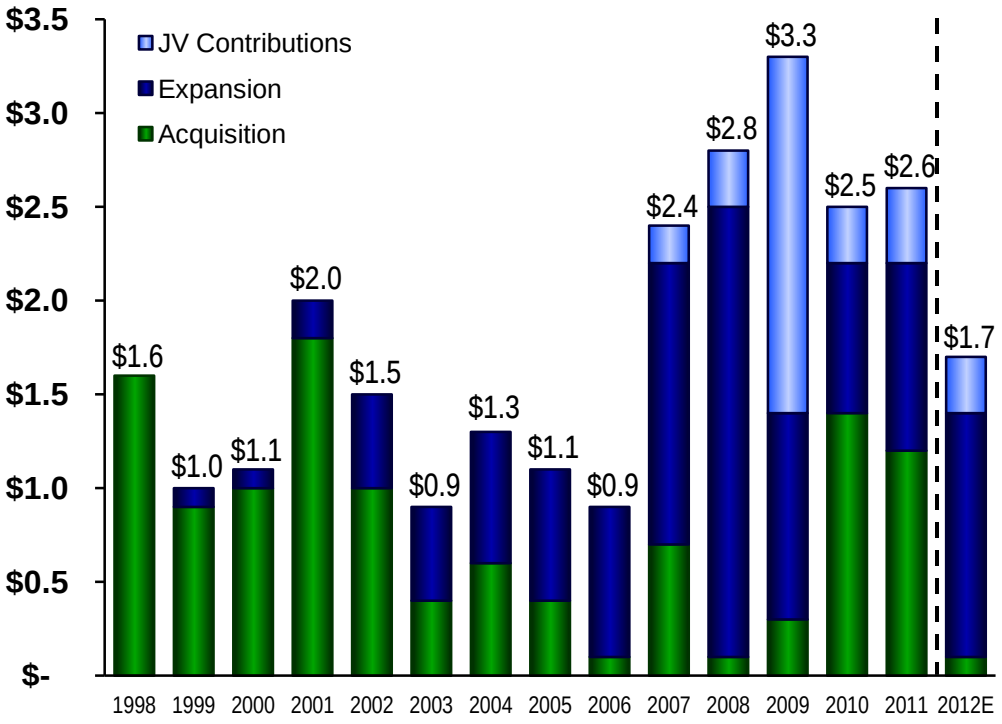


KINDER MORGAN
(KMP)

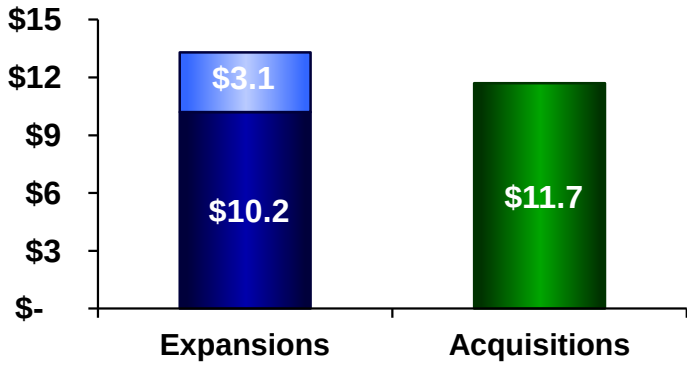
~$25B of Growth Capital Invested (a,b)

($ in billions)

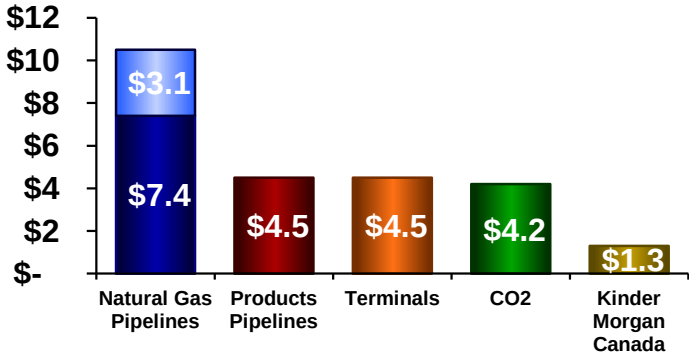
Total Invested by Year (a)



Total Invested by Type (a,b)



Total Invested by Segment (a,b)



Note: excludes any impact from the proposed acquisition of El Paso by KMI
(a) Includes equity contributions to joint ventures
(b) 1998 – 2011, does not include 2012 budget

KINDER MORGAN

(KMP)

Returns on Capital

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
Segment ROI [a]:												
Products Pipelines	11.9%	11.8%	12.8%	12.9%	12.4%	11.6%	11.8%	13.2%	12.5%	13.4%	13.7%	12.9%
Natural Gas Pipelines	13.3	15.5	12.9	13.5	14.0	15.5	16.7	17.5	16.9	14.0	11.9	11.9
CO_2	27.5	24.6	22.0	21.9	23.8	25.7	23.1	21.8	25.9	23.5	25.7	26.2
Terminals	19.1	18.2	17.7	18.4	17.8	16.9	17.1	15.8	15.5	15.1	14.6	14.3
Kinder Morgan Canada	--	--	--	--	--	--	--	11.0	12.1	12.8	13.7	14.1
KMP ROI	12.3%	12.7%	12.6%	13.1%	13.6%	14.3%	14.4%	14.1%	14.9%	13.9%	13.5%	13.5%
KMP Return on Equity	17.2%	19.4%	20.9%	21.7%	23.4%	23.9%	22.6%	22.9%	25.2%	25.2%	24.3%	24.0%

Note: a definition of these measures may be found in the Appendix to this presentation

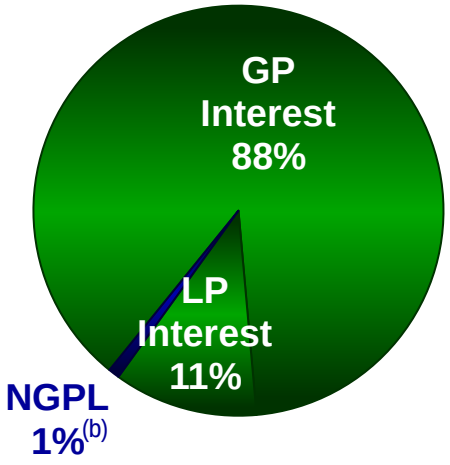
(a) G&A is deducted to calculate the KMP ROI, but is not allocated to the segments and therefore not deducted to calculate the individual Segment ROI

KINDER MORGAN

KMI

Overview – 99% of Cash Comes from KMP

2012E KMI Total Cash Receipts = $1.6 billion (a)



Interests in KMP (c)

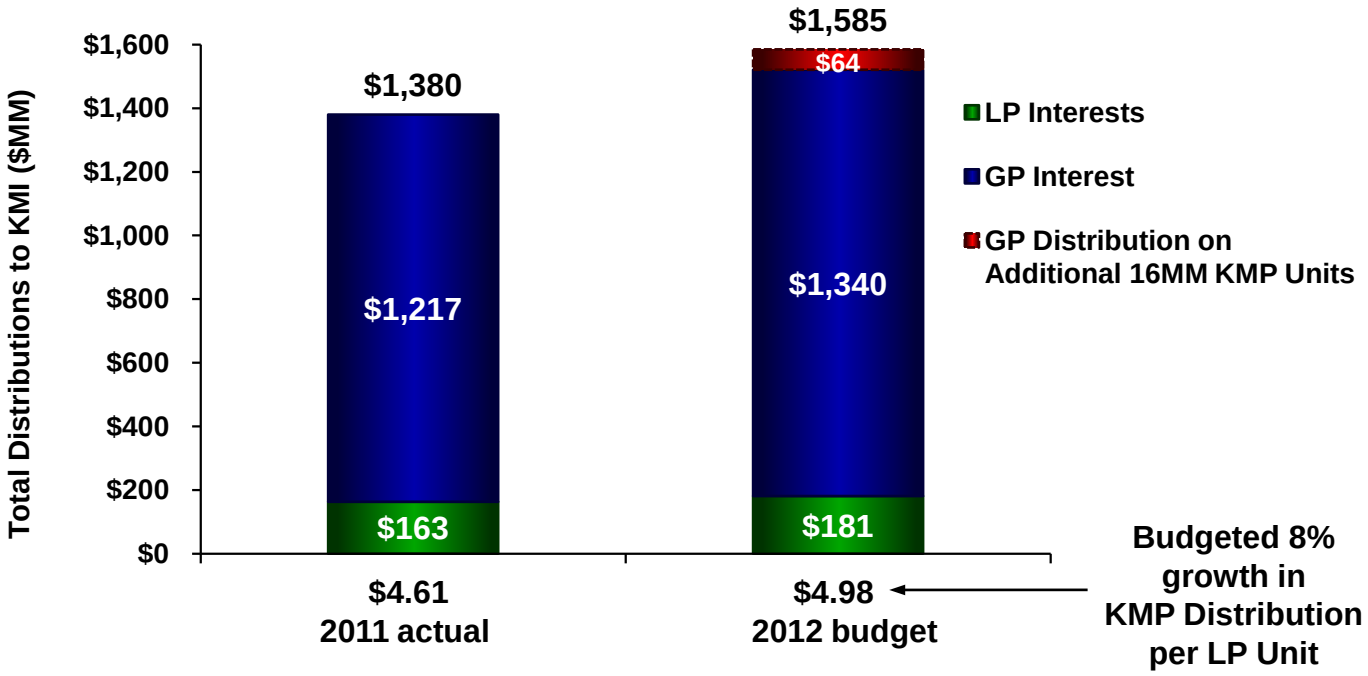
- General Partner interest receives incentive distributions from KMP
- KMI owns ~11% of total limited partner interests

- **Limited capital expenditures at KMI**
- **Stock ownership:**
  - Public – 16%
  - Rich Kinder, other management and original stockholders – 39%
  - Sponsors – 45%
- **In 2012:**
  - KMI expects to receive $1.6 billion in distributions
  - $985 million budgeted cash available for dividends after paying cash taxes, cash interest and G&A

Note: excludes any impact from the proposed acquisition of El Paso by KMI
(a) 2012 budget
(b) 20% equity interest; KMI is operator of Natural Gas Pipeline Company of America
(c) As of 12/31/2011; includes: (i) general partner interest, (ii) 21.7 million KMP units and (iii) 14.1 million KMR shares

Growth in KMP Distributions Leads to KMI Growth

Growth in KMP Distributions Received by KMI



An 8% increase in the annualized LP distribution per unit from $4.61 to $4.98 with a 16MM unit increase in KMP units outstanding results in an increase of 15%, or $205MM, in total distributions to KMI [(a)]

Note: excludes any impact from the proposed acquisition of El Paso by KMI
(a) 2012 budget

KMP Risks

- **Regulatory**
  - Pacific Products Pipeline FERC / CPUC cases
  - Periodic rate reviews
  - Unexpected policy changes
- **Crude Oil Production Volumes**
- **Crude Oil Prices**
  - 2012 budget assumes $93.75/Bbl realized price on unhedged barrels
  - 2012 sensitivity is ~$5.8 million DCF per $1/Bbl change in crude oil prices
- **Economically Sensitive Businesses (e.g., steel terminals)**
- **Environmental**
- **Terrorism**
- **Interest Rates**
  - ~50% floating rate debt
  - The full-year impact of a 100-bp increase in rates equates to an approximate $65 million increase in interest expense

Note: excludes any impact from the proposed acquisition of El Paso by KMI

KMI, KMP & KMR: Attractive Value Proposition

- Unparalleled asset footprint
- Established track record
- Industry leader in all business segments
- Experienced management team
- Supportive general partner
- Transparency to investors
- Attractive returns driven by combination of yield plus growth

KINDER MORGAN

El Paso Update

El Paso Transaction Timeline

- **El Paso announced E&P sale**
  - Definitive agreement to sell entire E&P business for $7.15 billion
  - Expect to close about the same time as close of El Paso acquisition
- **Integration plan being developed – targeting $350 million of synergies**
- **Shareholder meetings on 3/2/2012 (KMI) and 3/9/2012 (EP)**
- **HSR review underway**
  - Pre-merger notifications filed
  - 2nd request received
  - Providing additional information to FTC
- **Expect Q2 2012 closing**

Dividend and Distribution Growth Targets

KMI

Current targets excluding El Paso

- Declare budgeted 2012 dividends of $1.35 per share (12.5% growth)
- Targeted 10% long-term dividend growth rate

Targets including El Paso

- Estimate $1.45 per share dividend paid had El Paso transaction closed at the beginning of 2012
  - Since the transaction will not be in effect for the full year 2012, KMI's actual dividend in 2012 will likely be less than $1.45 per share
  - Also have converted to declared basis from paid basis (for comparison $1.35/sh declared = $1.30/sh paid)
- Targeted 12.5% long-term dividend growth rate through 2015

KMP

Current targets excluding El Paso

- Declare budgeted 2012 LP distributions of $4.98 per unit (8.0% growth)
- Targeted 5% long-term distribution growth rate

Targets including El Paso

- Targeted 7% long-term distribution growth rate, driven by expected dropdowns resulting from the EP transaction

Appendix

KINDER MORGAN (KMP)

Stable Asset Base

	Natural Gas Pipelines	Products Pipelines	CO_2	Terminals	Kinder Morgan Canada
Volume Security	– Interstate: virtually all take or pay – Intrastate: ~75% take or pay [(a)]	– Volume based	– S&T: primarily minimum volume guarantee	– Take or pay, minimum volume guarantees, or requirements	– Essentially no volume risk
Avg. Remaining Contract Life	– Transportation: 8.0 yrs	– Not applicable	– S&T: 4.0 yrs	– Liquids: 4.0 yrs – Bulk: 3.8 yrs	– 2.0 yrs [(b)]
Pricing Security	– Interstate: primarily fixed based on contract – Intrastate: primarily fixed margin	– PPI + 2.65%	– S&T: 70% of revenue protected by floors – O&G: volumes 77% hedged [(c)]	– Based on contract; typically fixed or tied to PPI	– Fixed based on toll settlement
Regulatory Security	– Interstate: regulatory return mitigates downside; may receive higher recourse rates for increased costs – Intrastate: essentially market-based	– Pipeline: regulatory return mitigates downside – Terminals & transmix: not price regulated [(d)]	– Primarily unregulated	– Not price regulated [(d)]	– Regulatory return mitigates downside
Commodity Price Exposure	– Interstate: no direct – Intrastate: limited	– No direct	– Full-yr impact is $5.8MM in DCF per $1/Bbl change in oil price	– No direct	– No direct

Note: excludes any impact from the proposed acquisition of El Paso by KMI
(a) Transportation for intrastate pipelines includes term purchase and sale portfolio
(b) Assumes 1-year rate 2012 settlement on Trans Mountain
(c) Percent of 2012 expected production, includes heavier NGL components (C4+)
(d) Terminals not FERC regulated, except portion of CALNEV

KMP 2012 DCF Budget [a]

(millions, except per unit)

	2011 Actual	2012 Budget	Change $	Change %
Distributable cash flow				
Net income	$1,742	$2,148	$406	23%
DD&A [b]	1,133	1,206	73	6
Book / cash tax difference	27	26	(1)	(4)
Eagle Ford / Express / Endeavor [c]	15	7	(8)	(53)
Sustaining capex [d]	(212)	(249)	(37)	17
Total distributable cash flow	**2,705**	**3,138**	**433**	**16**
General partner's interest	(1,180)	(1,362)	(182)	15
Distributable cash flow	**$1,525**	**$1,776**	**$251**	**16%**
Average Units Outstanding	326	342	16	5%
Total DCF per unit	$4.68	$5.19	$0.51	11%
LP distribution per unit	**$4.61**	**$4.98**	**$0.37**	**8%**
Excess coverage	**$21**	**$71**	**$50**	

Note: excludes any impact from the proposed acquisition of El Paso by KMI

(a) Excluding certain items

(b) Includes $171 million of joint venture DD&A in both 2011 and 2012, for our share of REX, MEP, FEP, KinderHawk (until May-2011), EagleHawk, Eagle Ford (2012-only), Red Cedar and Cypress

(c) Eagle Ford in 2011 only

(d) Includes joint venture sustaining capex for our share of REX, MEP, FEP, KinderHawk (until May-2011), EagleHawk, Eagle Ford (2012 only), Red Cedar and Cypress

KINDER MORGAN

(KMP)

KMP 2012 Income Budget [a]

(millions, except per unit)

	2011 Actual	2012 Budget	Change $	Change %
Segment earnings before DD&A (EBDA)				
Products Pipelines	$694	$734	$40	6%
Natural Gas Pipelines	951	1,133	182	19
CO_2	1,094	1,381	287	26
Terminals	701	757	56	8
Kinder Morgan Canada	199	201	2	1
Total segment EBDA	3,639	4,206	567	16
DD&A	(961)	(1,036)	(75)	8
G&A	(388)	(411)	(23)	6
Interest	(531)	(588)	(57)	11
Non-controlling interest	(17)	(23)	(6)	35
Net income	1,742	2,148	406	23
GP share	(1,180)	(1,362)	(182)	15
Limited partners' net income	**$562**	**$786**	**$224**	**40%**
Units outstanding (avg)	326	342	16	5%
LP income per unit	**$1.72**	**$2.30**	**$0.58**	**34%**
Natural Gas EBDA plus JV DD&A [b]	***$1,122***	***$1,303***	***$181***	***16%***
Total segment EBDA plus JV DD&A [c]	***$3,810***	***$4,377***	***$567***	***15%***

Note: excludes any impact from the proposed acquisition of El Paso by KMI

(a) Excluding certain items

(b) Natural gas pipelines EBDA adding back our share of REX, MEP, FEP, KinderHawk (until May-2011), EagleHawk, Eagle Ford (2012-only) and Red Cedar JV DD&A of $171 million and $170 million in 2011 and 2012, respectively

(c) Total segment EBDA adding back our share of REX, MEP, FEP, KinderHawk (until May-2011), EagleHawk, Eagle Ford (2012-only), Red Cedar and Cypress JV DD&A of $171 million in both 2011 and 2012

KMP 2012 Budgeted Quarterly Profile [a]

($ in millions, except per unit)

	1Q	2Q	3Q	4Q	Year
Total Segment EBDA w/JV DD&A [b]					
2012B	25%	24%	24%	27%	$4,377
2011	24%	23%	26%	27%	$3,810
DCF/unit [c]					
2012B	27%	22%	23%	28%	$5.19/unit
2011	26%	22%	25%	27%	$4.68/unit
Earnings/unit					
2012B	27%	20%	22%	31%	$2.30/unit
2011	25%	17%	26%	32%	$1.72/unit

Note: excludes any impact from the proposed acquisition of El Paso by KMI

(a) Excluding certain items; please see KMP's periodic reports on Form 10-K and Form 10-Q for a more detailed presentation

(b) Includes joint venture DD&A for our share of REX, MEP, FEP, KinderHawk (until May-2011), EagleHawk, Eagle Ford (2012-only), Red Cedar and Cypress

(c) Includes our share of joint venture DD&A and is reduced by our share of joint venture sustaining capital expenditures for the following investments: REX, MEP, FEP, KinderHawk (until May-2011), EagleHawk, Eagle Ford (2012-only), Red Cedar and Cypress

KINDER MORGAN (KMI)

KMI 2012 Budget for Cash Available to Pay Dividends

($ in millions)

	Declared Basis			
	2011 Actual	2012 Budget	Change $	Change %
Distributions				
KMP distributions				
To general partner	$1,217	$1,404	$187	15%
On KMP units owned by KMI	100	108	8	8
On KMR shares owned by KMI	63	73	10	16
Total KMP distributions to KMI	1,380	1,585	205	15
NGPL's cash available for distribution to KMI	30	14	(16)	(53)
Total cash generated	1,410	1,599	189	13
G&A and sustaining capital expenditures [(a)]	(10)	(10)	-	-
Interest expense	(166)	(167)	(1)	1
Cash available to pay dividends b/f cash taxes	1,234	1,422	188	15
Cash taxes	(368)	(437)	(69)	19
Cash available to pay dividends	$866	$985	$119	14
Dividend	$849	$956	$107	13%
Average fully-diluted shares outstanding	708	709	1	
Dividend per share	$1.20 [(b)]	$1.35	$0.15	13%

Excludes any impact from the proposed acquisition of El Paso by KMI

(a) Excludes certain items

(b) KMI paid a prorated dividend for 1Q 2011, for the portion of the quarter that it was public, of $0.14 per share; based on a full quarter, the dividend amounts to $0.29 per share

KMI 2012 Budgeted Quarterly Profile

($ in millions, except per share)

- **KMI – yield-oriented investment valued on a cash flow basis**

	1Q	2Q	3Q	4Q	Year
Cash available to pay dividends					
2012B	31%	18%	21%	30%	$985
2011 [(a)]	30%	19%	22%	29%	$866
Earnings per share					
2012B	24%	24%	25%	27%	$1.03/sh
2011	n/m	n/m	n/m	n/m	$0.74/sh

Note: excludes any impact from the proposed acquisition of El Paso by KMI
(a) Excludes certain items