

Disclosure



Forward-looking statements / non-GAAP financial measures / industry & market data

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GAAP – Unless otherwise stated, all historical and estimated future financial and other information included in this presentation have been prepared in accordance with generally accepted accounting principles in the United States ("GAAP").

Non-GAAP – In addition to using financial measures prescribed by GAAP, we use non-generally accepted accounting principles ("non-GAAP") financial measures in this presentation. Descriptions of our non-GAAP financial measures, as well as reconciliations of historical non-GAAP financial measures to their most directly comparable GAAP measures, can be found in this presentation under "Non-GAAP Financial Measures and Reconciliations". These non-GAAP financial measures do not have any standardized meaning under GAAP and may not be comparable to similarly titled measures presented by other issuers. As such, they should not be considered as alternatives to GAAP financial measures.

Industry and Market Data - Certain data included in this presentation has been derived from a variety of sources, including independent industry publications, government publications and other published independent sources. Although we believe that such third-party sources are reliable, we have not independently verified, and take no responsibility for, the accuracy or completeness of such data.



\$1,225 million Acquisition of Northeast Transport & Storage Assets

Enhancing our service to Northeast customers with complementary assets connected to TGP

KMI to acquire Stagecoach Gas Services

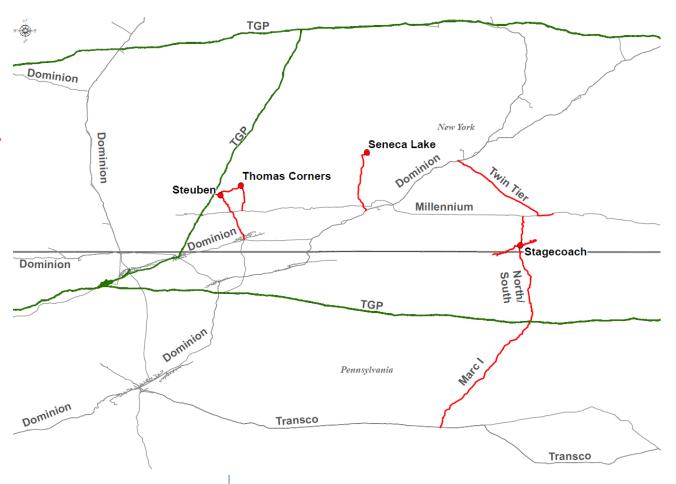
- ~10x 2020 EBITDA before synergies
- Immediately accretive, primarily paid with cash on hand
- Expected to close in Q3 2021 pending HSR approval

FERC-regulated natural gas transport & storage in NY & PA

- ~41 bcf of FERC-certificated capacity across 4 storage facilities
- ~3 bcfd of aggregate capacity across 185 miles of transportation pipelines
- Multiple interconnects to major interstate natural gas pipelines including TGP, Transco, Millennium, Dominion

Stable, fee-based infrastructure

- FERC-regulated assets
- Highly contracted with ~80% take-or-pay^(a)
- Average contract tenor ~3 years
- Anchored by major Northeast utilities and Marcellus producers
- Market based rates for storage facilities



Responsive storage is increasingly important:

Helps backstop growing renewable power generation

Helps meet critical needs in extreme weather

a) Based on FY 2021 forecast.

Leader in North American Energy Infrastructure



Unparalleled & irreplaceable asset footprint built over decades

Largest natural gas transmission network

- ~70,000 miles of natural gas pipelines
- 659 bcf of working storage capacity
- ~1,200 miles of natural gas liquids pipelines

Largest independent transporter of refined products

- Transport ~1.7 mmbbld of refined products
- ~6,800 miles of refined products pipelines
- ~3,100 miles of crude pipelines

Largest independent terminal operator

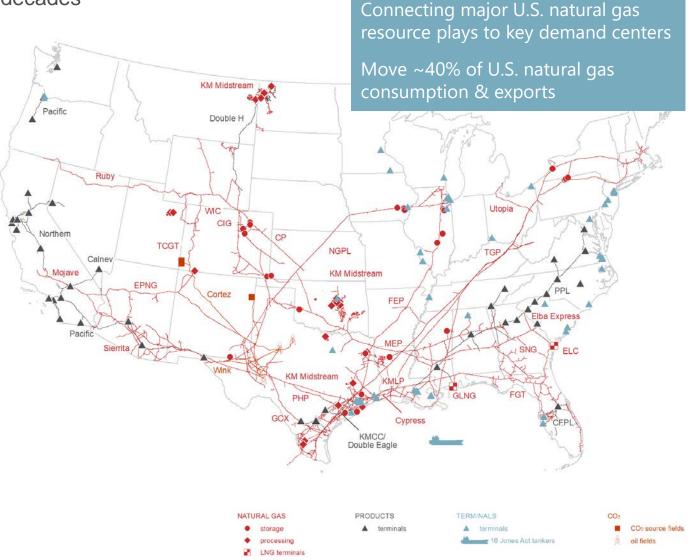
144 terminals & 16 Jones Act vessels

Largest CO₂ transport capacity of ~1.5 bcfd

~1,500 miles of CO₂ pipelines

BUSINESS MIX





KMI: a Core Holding in Any Portfolio



Generating significant cash flow & returning significant value to shareholders

>\$35 billion market capitalization

One of the 10 largest energy companies in the S&P500

~13% owned by management

Highly-aligned management with significant equity interests

~6% current dividend yield

Top 10 dividend yield in S&P500 Declared 3% dividend increase for 1Q 2021

\$2 billion share buyback program

Over \$1.4 billion of program capacity remaining





Committed to maintaining a strong balance sheet & returning value to shareholders

Key metrics	Updated 2021 Budget	Variance to Prior 2021 Budget
Net income	\$2.7 – \$2.9 billion	\$0.6 - \$0.8 billion
Adjusted EBITDA	\$7.6 – \$7.7 billion	\$0.8 – \$0.9 billion
Distributable Cash Flow (DCF)	\$5.1 – \$5.3 billion	\$0.7 – \$0.9 billion
Discretionary capital ^(a)	\$0.8 billion	-
Dividend / share(b)	\$1.08	-
Year-end Net Debt / Adj. EBITDA(b)	3.9x - 4.0x	(0.6)x - (0.7)x

\$1.9 - \$2.1 billion DCF in excess of discretionary capital^(a) & dividends

 $\sim 3\%$ Dividend increase from 2020

Note: See Non-GAAP Financial Measures & Reconciliations.

a) Includes growth capital & JV contributions for expansion capital, debt repayments & net of partner contributions for our consolidated JVs.

b) No share repurchases assumed in 2021 budget.

Valuable Texas Natural Gas Systems

KINDERMORGAN

Winter Storm Uri emphasized the importance of our Texas Natural Gas network

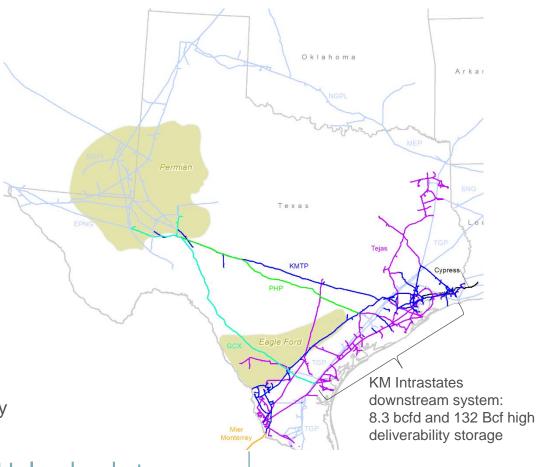
- Texas Intrastates system represents ~10% of total Adjusted Segment EBDA^(a)
 - Heavily contracted with >80% take-or-pay^(a)
 - Average transportation contract tenor >5 years
- 7,000 mile pipeline network in Texas
 - GCX & PHP connect 4+ bcfd of Permian supply to the Gulf Coast
 - 8.3 bcfd capacity on KMTP / Tejas
 - Footprint along Gulf Coast offers broad end-market optionality (power, petrochemical, industrial, LDC)
 - Serves exports (LNG facilities and Mexico)
- 132 Bcf of high deliverability market area storage
 - Primarily contracted to third-parties, including LDCs and power generators
 - KMI retains a portion of this storage to balance our intrastate pipeline gas system and support seasonal and intraday customer needs; transact at market prices
- Purchase and sales opportunities
 - Match purchases and sales to essentially secure a transportation margin
 - Sales volumes have historically ranged 2.1-2.7 bbtud (2015 1Q 2021)
- Contract structure designed to optimize operations for stability and deliverability

Highly responsive storage is increasingly important:

Critical to supporting human needs during Uri

Helps backstop growing renewable power generation

Supports LNG export facilities



Strategy

KINDERMORGAN

Maximize the value of our assets on behalf of shareholders

Stable, feebased assets

Core energy infrastructure

Safe & efficient operator

Multi-year contracts

>90% take-or-pay & fee-based cash flows

Invest in a low carbon future

Newly formed Energy Transition Ventures Group

\$1.4 billion backlog with ~60% allocated to natural gas projects

Allocated ~70% of 2020 expansion capex to natural gas & LNG projects

Invested in biodiesel, ethanol & renewable diesel projects

Financial flexibility

3.9x-4.0x 2021 expected Net Debt / Adjusted EBITDA^(a)

Long-term target remains around 4.5x

Low cost of capital

Mid-BBB credit ratings

Ample liquidity

Disciplined capital allocation

Conservative assumptions

High return thresholds

Self-funding 100% of capex & dividends for last five years

Enhance shareholder value

Maintain strong balance sheet

Attractive projects

Dividend growth

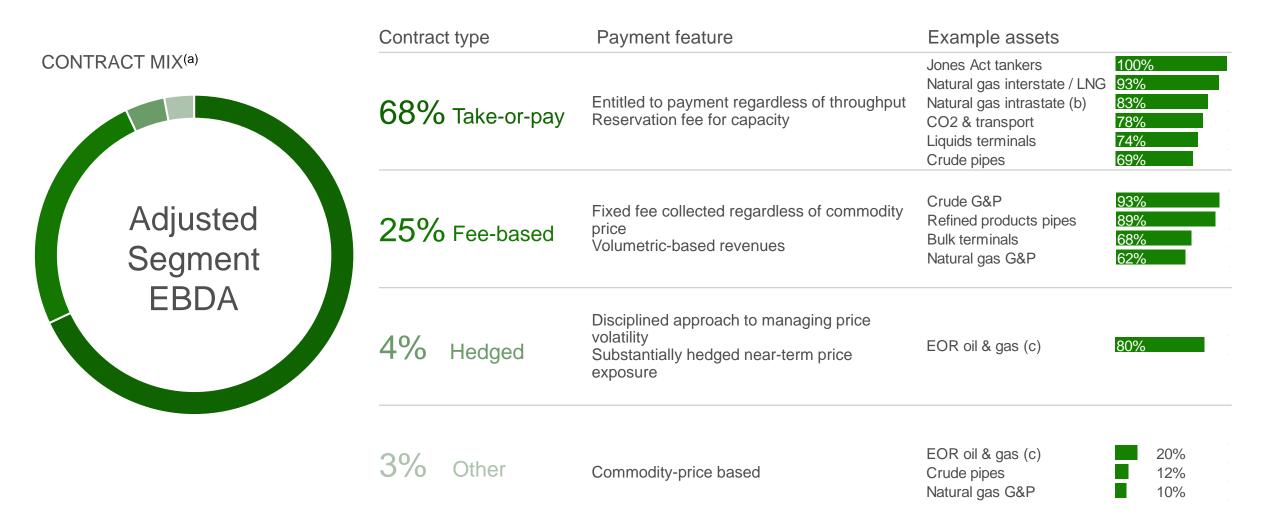
Share repurchases



Highly-Contracted Cash Flows



Stable cash flows with ~72% take-or-pay or hedged earnings^(a)



a) Based on Adjusted Segment EBDA per the 2021 budget. See Non-GAAP Financial Measures & Reconciliations.

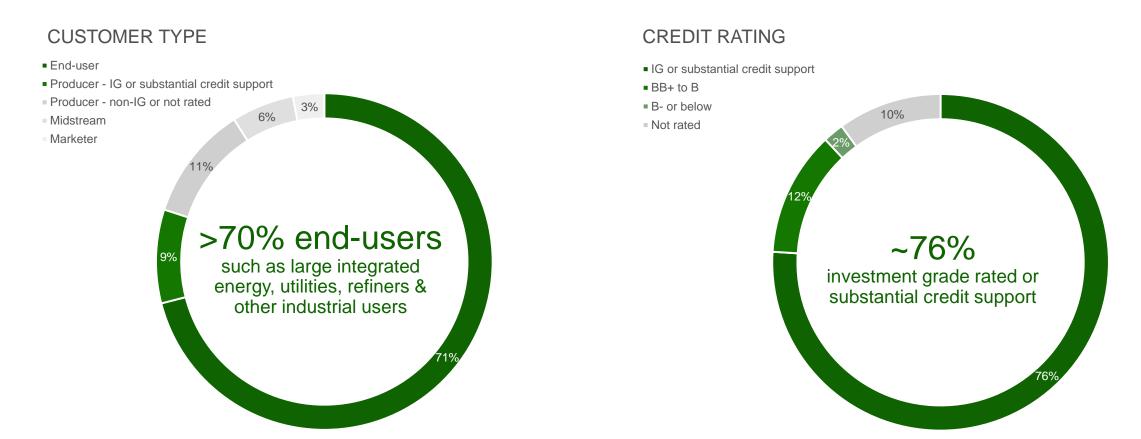
b) Includes term sale portfolio.

c) Percentage of net crude oil, propane & heavy NGL (C4+) net equity production per the 2021 budget.



Customers Are Primarily End-Users of the Products We Handle

Net revenues underpinned by investment grade counterparties & credit support | Ratings as of April 8, 2021



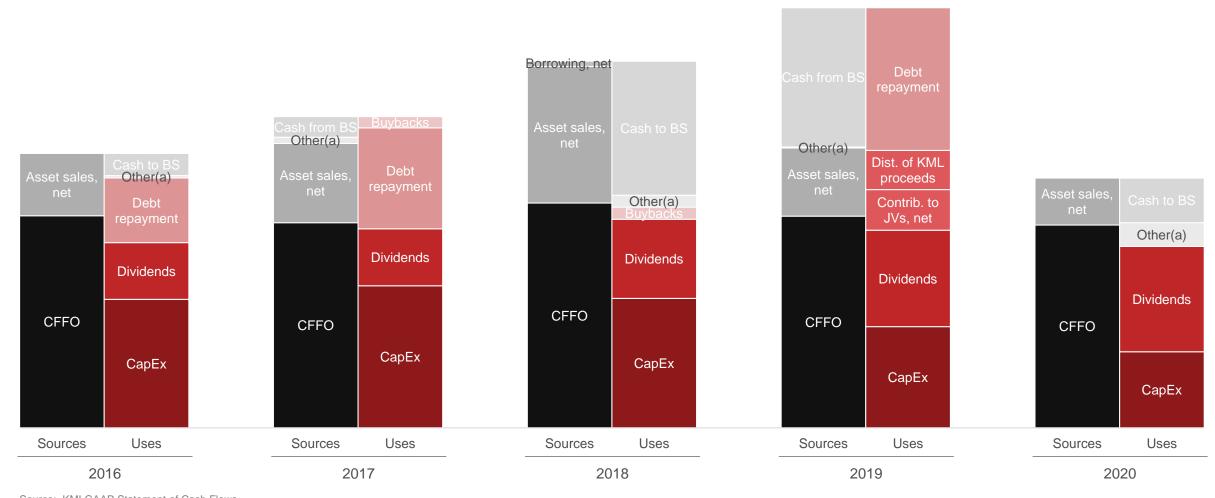
Only ~2% of exposure from B- or below rated customers, including non-rated customers in bankruptcy, after collateral & remarketing efforts

Self-Funding Capex & Dividends Since 2016



Opportunistic asset monetization and free cash flow generation enabled meaningful debt reduction

Generated \$1.9 billion of free cash flow after dividends over last 5 years



Source: KMI GAAP Statement of Cash Flows...

Note: Free cash flow = CFFO less capital expenditures. See non-GAAP Financial Measures & Reconciliations. "Asset sales, net" include the monetization of a 50% interest in Southern Natural Gas, Kinder Morgan Canada Limited (KML IPO & sale), Trans Mountain pipeline & U.S. Cochin pipeline. (a) Unless called out separately, "Other" includes (i) contributions to JVs, (ii) distributions from JVs included in cash flow from investing, (iii) net distributions to NCI, (iv) debt repayment, net of issuances, (v) share buybacks, (vii) the effect of FX on cash & (vii) other, net.

Our Business is Resilient throughout an Energy Transition



what we do today...

is valuable & will be needed for a long time

"energy transitions take decades"

- Vaclav Smil, Distinguished Professor Emeritus in the Faculty of Environment, Univ. of Manitoba

"whichever way things evolve, fuels of various kinds will be essential to the future of energy"

- International Energy Agency

helps meet environmental goals

infrastructure supporting the displacement of higher emissions energy sources (e.g. coal)

management emphasis on reducing emissions & meeting ESG objectives in our existing business

...positions us for the energy business of the future

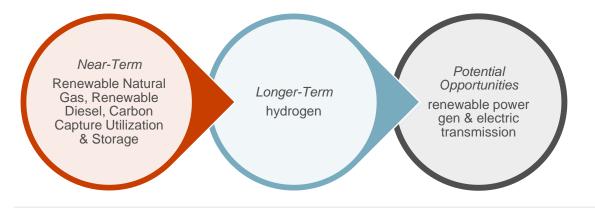






Still early days but already evaluating opportunities

The group will evaluate commercial opportunities emerging from the low-carbon energy transition



Led by:





- Opportunities for ETV group are outside of our existing asset base
 - Business segments will continue to pursue their own energy transition opportunities on existing assets
- Most attractive opportunities likely to be synergistic with our existing infrastructure and expertise
 - Projects will have to compete for capital
 - Remain disciplined and focused on attractive returns exceeding cost of capital



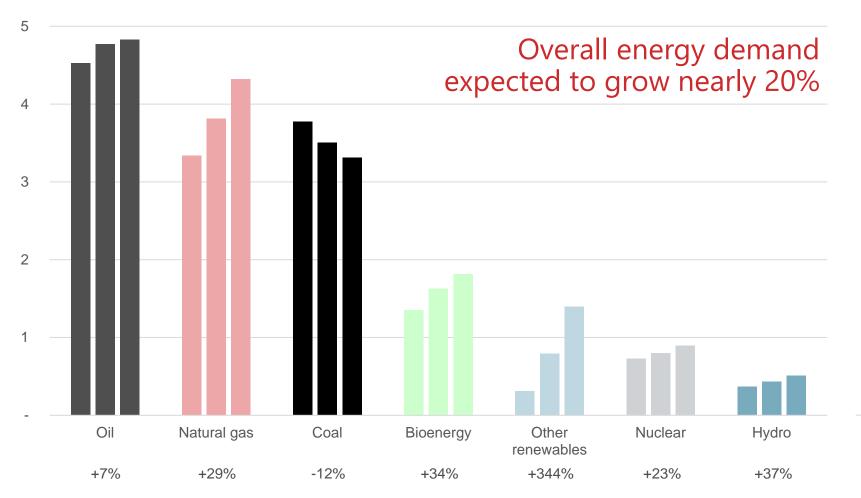


All Available Sources Required to Meet Demand Outlook

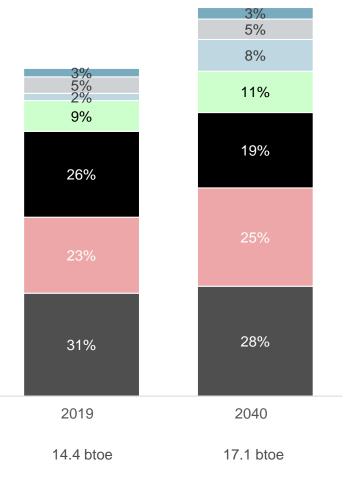
Even as the energy mix gradually shifts, hydrocarbons projected to remain essential to meeting demand

GLOBAL PRIMARY ENERGY DEMAND BY FUEL

billions tons oil equivalent (btoe) | 2019, 2030, 2040



total demand & % mix



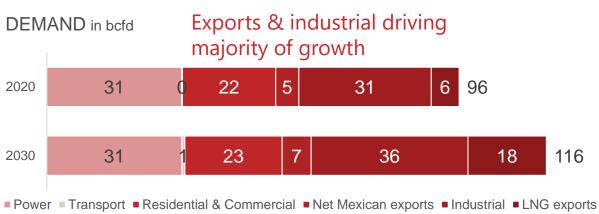
Substantial Growth Projected for U.S. Natural Gas

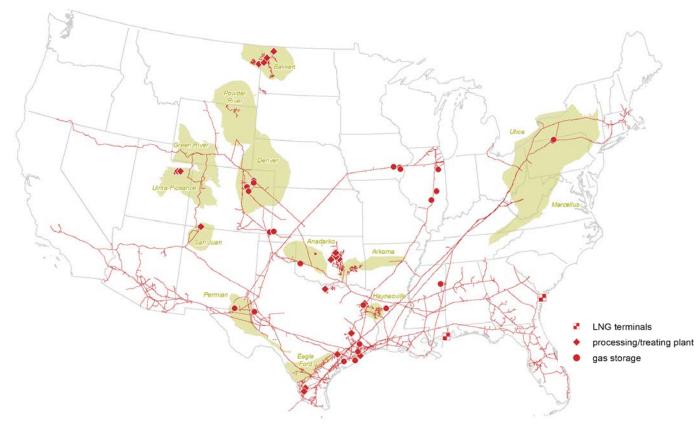


KEY BASINS DRIVING U.S. GROWTH

2020 to 2030 growth in bcfd







>80% of forecast demand growth is driven by TX & LA

Our network connects key supply basins to multiple demand points along the Gulf Coast



Our Infrastructure is Important to Fueling the Future

Leveraging our long-term investment in the substantial assets & expertise required to responsibly deliver energy



BENEFITS OF NATURAL GAS

LOW EMISSIONS	ABUNDANT & LOW COST
Natural gas is the cleanest burning fossil fuel with significantly lower emissions than coal or fuel oil Switching from coal to natural gas has driven a substantial reduction in U.S. power sector CO ₂ emissions	Cost-effective generation Uses substantial infrastructure already in-place Helps maintain affordability for consumers
Helps meet environmental targets	
RELIABLE	ENERGY DENSE & EFFICIENT
Provides energy supply when renewable sources are intermittent	Less land area required compared to alternative energy sources
Can be dispatched quickly	Helps avoid additional land disturbances

Natural gas enables economic growth without sacrificing environmental objectives Our irreplaceable assets are essential to moving the fuels of today & tomorrow

Responsibly Sourced Natural Gas



Conventional natural gas produced by companies whose operations meet certain ESG standards

Standards typically focus on management practices for

methane emissions water usage

community relations

12 ONE Future members have committed to responsibly produce natural gas & targeted a methane emission intensity rate of

0.28% of production by 2025
Currently reporting **0.085%**(a)



The 12 member companies produced nearly 15 bcfd of responsibly produced natural gas^(b)

>15% of our 2020 Natural Gas billings were to ONE Future members^(c)

The market for responsibly sourced natural gas is expected to grow as consumers may increasingly desire that their natural gas be responsibly produced & transported

In discussions with utilities & LNG customers on **Opportunities**

Recently announced that CIG has partnered with a DJ-Basin producer to transport their RSG to a Colorado utility

a) 2019 rates reported in ONE Future 2020 Methane Emission Intensity Report for 10 member companies at the time

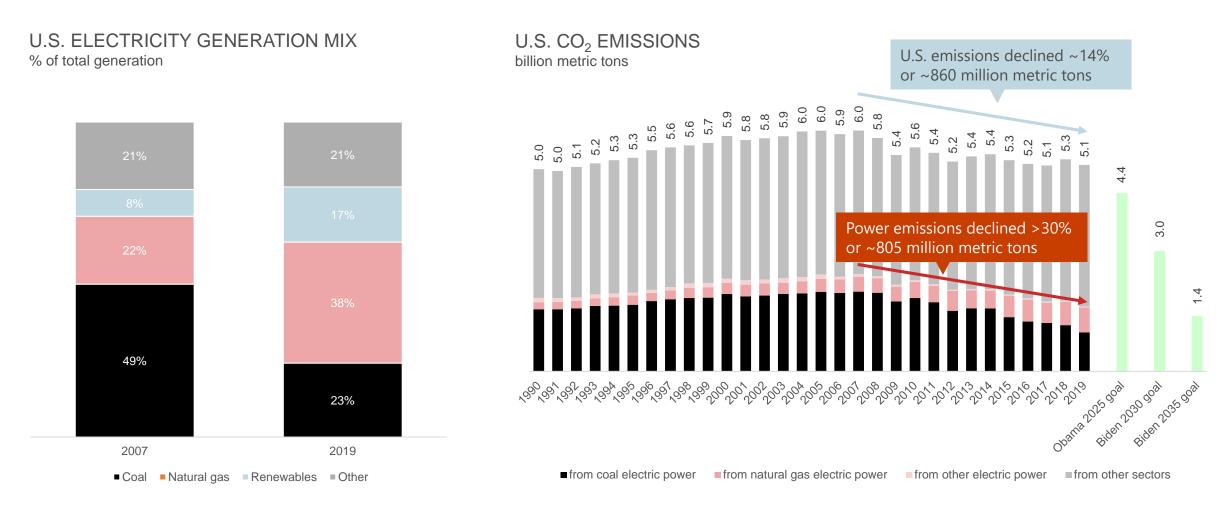
b) July 2019 through June 2020, the most recent data available for state-level reported production.

c) Based on ONE Future membership as 2020 year end

U.S. CO₂ Emissions Declined Since 2007 while GDP grew ~50%



Primarily due to converting coal power generation to natural gas generation



Under the original Paris Agreement, U.S. was to reduce 2005-level CO_2 emissions 26-28% by 2025 By 2019, over half of that reduction goal was already achieved

Well-Positioned to Move Potential Fuels of the Future



RNG & hydrogen can utilize much of the existing natural gas infrastructure network

RNG is a pipeline-quality gas that is **interchangeable with** conventional natural gas

Can be transported, stored & used in the same applications as natural gas



Hydrogen could be shipped on natural gas pipelines in 5% to 10% blends with little to no modification

Depends on pipeline metallurgy, age & other operating parameters

 $5-10\% \sim 3X_{infrasti}$

Hydrogen is **energy dense** & well suited to long-distance transportation

Volumetrically, hydrogen is 1/3 as energy dense as natural gas

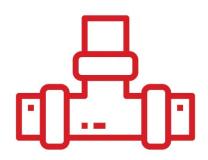
May require ~3x the capacity to transport equivalent amounts of energy

Pipelines can transport hydrogen more efficiently than transmission lines^(a)

Larger quantities

10-20x cheaper

Avoids the electricity losses



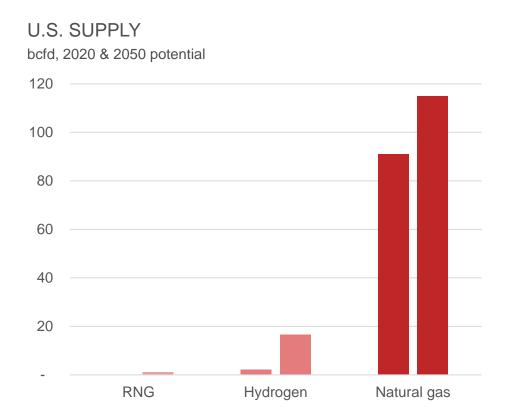
"Existing gas infrastructure is a valuable asset with significant storage capacity that can be repurposed over time to deliver large volumes of biomethane or, with modifications, low-carbon hydrogen" - IEA

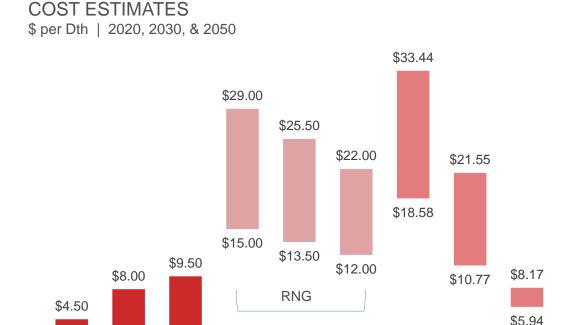




Green H2

Renewable alternatives are small in scale today, but could grow to meet nearly 20% of current U.S. demand as costs decline





\$3.00

\$2.50

Natural gas

\$1.00

Similar to the way natural gas is used today:

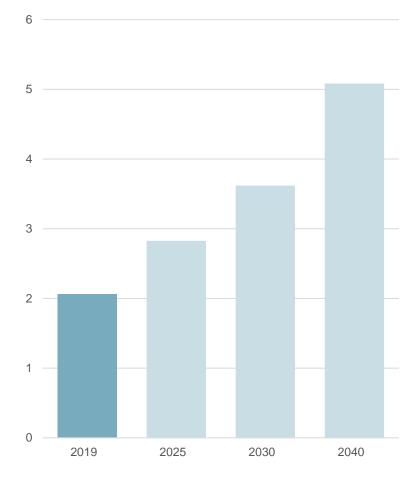
Both can be transported as a gas by pipelines, moved in liquid form by ships & stored in geologic caverns & depleted reservoirs Could help decarbonize many sectors & applications: fuel for power & transport, heat for industry & buildings, feedstock for chemicals, etc.





Policy support & efficient infrastructure important to increasing adoption of ethanol, biodiesel & other low-carbon fuels

GLOBAL BIOFUELS DEMAND OUTLOOK million barrels per day



Stated policies scenario projects:

~75% or 1.5 mmbbld increase by 2030

~150% or 3.0 mmbbld increase by 2040

Even more in a 2-degree scenario

~40% of growth from the U.S. & China

Policies such as the U.S. Renewable Fuel Standard & China's E10 program underpin this level of increase

5x more investment required each year

Over \$10 billion projected to be spent on production capacity through 2030 versus just \$2 billion in 2019



Substantial Existing Capabilities at Our Terminals & Products Assets

Includes substantial blending, pipeline, terminaling & export capabilities for ethanol & other biofuels

	Ethanol	Biodiesel	Renewable Diesel
Our existing assets offer many biofuels	Fuel-grade ethanol breakout (e.g., unit-train transloading) & blending	Biodiesel services include transloading, storage & blending in	Services include storage, blending, marine, rail & truck handling
capabilities:	into gasoline (e.g., truck racks) Multi-modal ethanol hubs, including	tank, at the truck rack & in pipeline manifolds	Terminals segment services focused primarily in Midwest & Lower River
	our Argo terminal which is the CME Project currently under construction pricing & trading point for Chicago at Barstow Terminal (CALNEV); also		area
	ethanol	includes some RD capability	Products segment can handle up to R5 blends on diesel systems ^(a)
In 2020, our Products & Terminals segments handled:	~240 mbbld	~13 mbbld	~5 mbbld
2020 U.S. production:	~902 mbbld	~119 mbbld	~35 mbbld

Evaluating multiple opportunities to establish hubs for renewable products / biofuels

West Coast Renewable Fuels Projects

Developing infrastructure to secure renewable fuels

Market drivers

- Renewable Diesel (RD) has been driven by California subsidies
 - RIN credits
 - Low Carbon Fuel Standard (LCFS) credits
 - Blender's Tax Credit
 - Currently averaging approximately \$3.00/gal for total credits (RIN+LCFS+ Oakland RIN+LCFS)
- State goals to reduce emissions
 - CARB has 2030 goal to reduce 1990-level GHG emissions by 40%
 - Oregon's Clean Transportation Fuel Standards program has aggressive goals for reducing carbon emissions

Potential project highlights

- Construction of new RD hubs in both Northern & Southern California
 - Approximately \$60 million discretionary capex for all locations
 - Segregated storage for renewable products (RD and biodiesel)
 - Opportunities to blend RD with both biodiesel & CARB diesel over the truck rack – providing increased high-value optionality to customers
 - Each hub location currently scoped for up to 20 mbbld renewable capacity with further expansion opportunities possible
- Serving the entire California diesel market
- Biodiesel blend capabilities will increase from existing 5% limit to 20%





Carbon Capture Utilization & Storage (CCUS)



Positioned to leverage our existing expertise & capabilities to provide CCUS services in the future

Our experience & current operations cover the CCUS value chain

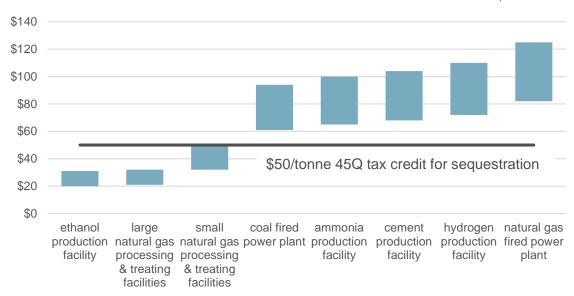
- Design, manufacture, install & operate equipment needed for CO₂ separation
- Operate >1,300 miles of CO₂ pipeline more than any company in the U.S. with 1.5 bcfd of mainline capacity
- Secure geologic storage of CO₂ via CO₂ enhanced oil recovery (EOR)

Participate with other organizations to advance CCUS policy & technology

Future opportunity to participate in CCUS

- Transportation of very large volumes of CO₂ will be required in order to meet CCUS goals
- Converting other types of pipelines to long haul CO₂ is rarely feasible
- Manufacture & installation of primarily new capture equipment necessary for 45Q eligibility
- EOR is widely viewed to be the best disposition for captured CO₂, but the best EOR potential is distant from most major sources of CO₂

CURRENT ESTIMATED U.S. CARBON CAPTURE COST \$/tonne



Given 45Q credits, CCUS is expected to be economic for ethanol production, natural gas processing, and natural gas treating facilities

Additional technological advancements & government policy could advance CCUS economics for other facilities

Our Multi-Faceted ESG Approach

KINDER

Recognized as an industry leader & for ongoing improvements

INVEST integrity management & maintenance programs

- Safety-focused
- Outperform industry averages in most safety & release related categories
- Projects to minimize our impact on biodiversity within our operating areas

MANAGE integrity, accountability, safety, excellence

- Employees & representatives expected to behave ethically & responsibly
- Employ sustainable business practices

REPORT provide transparency to stakeholders

- Released third ESG Report, including 1.5-2°C scenario & physical risk analysis
- Utilizing SASB & TCFD frameworks
- Third party assurance & testing by internal audit
- Plan to report company-wide Scope 1 & 2 emissions in 2021

COLLABORATE engage communities & service suppliers

- Support & regularly interact with local communities
- Foster safety-focused culture among our service suppliers
- Strive to build relationships with diverse suppliers

Sustainalytics ESG risk rating^(a)

#1

in Refiners & Pipelines industry group (186 companies) #1

in Oil & Gas Storage & Transportation subindustry (97 companies)

Featured in multiple ESG indices



FTSE4Good Index series for ethical investments

S&P 500 ESG Index

measuring performance of companies meeting sustainability criteria

Recently named on Newsweek's list of America's Most Responsible Companies 2021 & upgraded to BBB ESG rating by MSCI

Long-Standing Commitment to Reducing Emissions



25+ year track record

Evaluate new opportunities

- Work with organizations like DOE, EPA, & PRCI on studies & technology evaluations
- \$712k invested in GHG emissions & other climate-related R&D over past three years

Set reduction goals for 2020

- Reduce methane emissions by 2.25 bcf or ~1.2 MMT CO2e
- Part of ONE Future & EPA's Natural Gas STAR & Methane Challenge

Employ programs & technology

- Energy management programs reduce our electricity usage
- Implement technology like satellite & aerial methane detection, & laser absorption monitoring

Disclose

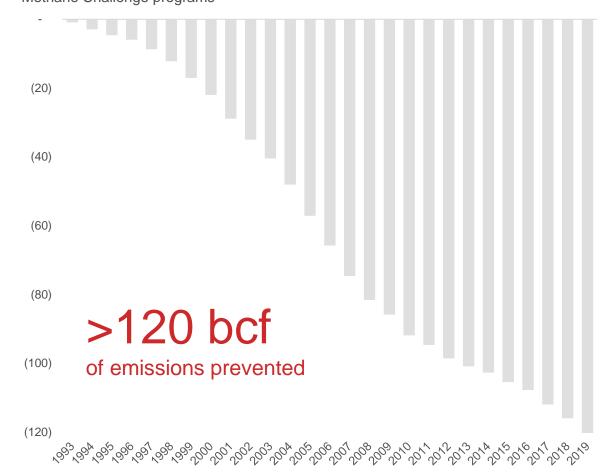
 Rated in top quartile of midstream sector for methane disclosures & quantitative targets by EDF

Surpassed methane emissions intensity target^(b)

0.03% vs. 0.31%

target for natural gas transmission & storage assets in 2019 years ahead of schedule

SUCCESSFUL METHANE EMISSIONS REDUCTIONS^(a) bcf, cumulative across our operations reported to EPA Natural Gas STAR & Methane Challenge programs



Note: DOE = Department of Energy. EPA = U.S. Environmental Protection Agency. PRCI = Pipeline Research Council International. EDF = Environmental Defense Fund.

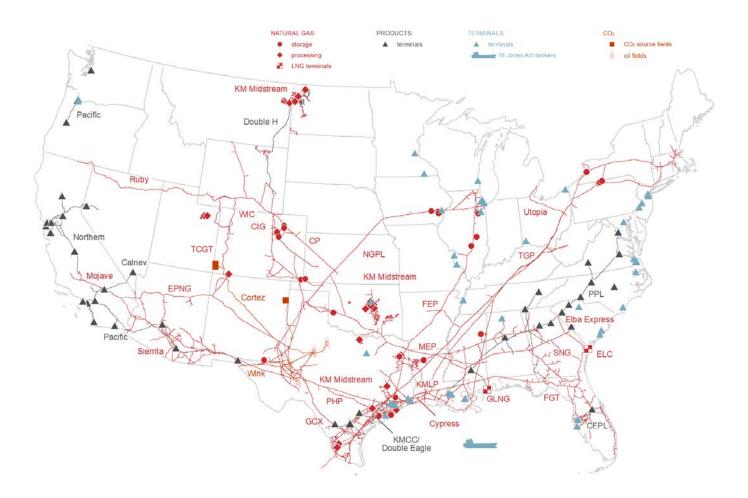
a) Emission reductions are emissions mitigated or avoided that would otherwise have been emitted.

b) Kinder Morgan's allocation of One Future methane emissions intensity target.

Compelling Investment Opportunity



Strategically-positioned assets generating substantial cash flow with attractive investment opportunities



Stable cash flows with ~72% take-or-pay or hedged earnings^(a)

~6% current yield & healthy dividend coverage

Top 10 dividend yield in S&P500

Dividends & capex funded with operating cash flow since 2016

\$1.4 billion of repurchase program remaining

Highly-aligned management with ~13% share ownership

Positioned for energy future with a vast network of critical assets & low-carbon focus



Energy Toll Road



Cash flow security with >90% from take-or-pay & other fee-based contracts

		Natural Gas		Pro	ducts	Terminals		С	O_2	
2021B EBDA %(a)		62%		1(6%	15%		7%		
	Interstate / LNG	Intrastate	G&P	Refined products	Crude	Liquids terminals	Jones Act tankers	Bulk terminals	EOR Oil & Gas	CO ₂ & Transport
Asset Mix ^(a)	46%	10%	6%	11%	4% & 1% transport & G&P	9%	3%	3%	5%	2%
Volume Security ^(a)	93% take-or-pay	83% take-or-pay ^(b)	81% fee-based with minimum volume requirements and/or acreage dedications	primarily volume-based	transport: 69% take-or-pay G&P: 98% fee-based	74% take-or-pay	100% take-or-pay	primarily minimum volume guarantee or requirements	volume-based	effectively 84% minimum volume committed
Average Remaining Contract Life ^(c)	6.4 / 19.7 years	5.7 years ^(b)	2.5 years	generally not applicable	3.3 years	2.5 years	0.6 years	4.6 years		7.9 years
Pricing Security	primarily fixed based on contract	primarily fixed margin	primarily fixed price	annual FERC tariff escalator (PPI-FG + 0.78%)	primarily fixed based on contract	based on co	ontract; typically fix	ked or tied to PPI	volumes 80% hedged ^(d)	>95% protected by contractual price floors ^(a)
Regulatory Security	regulated return	essentially market-based	market-based	Pipelines: regulated return Terminals & transmix: not price regulated ^(e)		not price regulated		primarily ι	unregulated	
Commodity Price Exposure	no direct exposure	limited exposure	limited exposure	limited exposure		no direct exposure		hedged / lim	ited exposure	

a) Based on Adjusted Segment EBDA per the 2021 budget. See Non-GAAP Financial Measures & Reconciliations. Amounts have been rounded.

b) Includes term sale portfolio.

c) As of 1/1/2021

d) Percentage of 2021 forecasted net crude oil, propane & heavy NGL (C4+) net equity production.

e) Products terminals not FERC regulated, except portion of CALNEV.





Primarily focused on contracted natural gas opportunities

	DEMAND PULL	SUPPLY PUSH	CAPITAL (\$ billion)	ESTIMATED IN-SERVICE	PIPELINE CAPACITY
Supply for U.S. power & LDC demand (TGP, FGT, TX intra, SNG)	•		\$ 0.4	Q4 2021 – 2023	0.5 bcfd
Supply for LNG export (KMLP & EPNG)	•		0.2	Q2 2022	1.0 bcfd
Gathering & processing (primarily Hiland, Altamont & KinderHawk)		•	0.2	Q2 2021 – 2022	various
Other natural gas	•	•	0.1	Q2 2021 – 2023	0.1 bcfd
Natural Gas			\$ 0.8	~60% of total with	
Products		•	0.1	build multiple on a	average
Terminals		•	0.1		
CO ₂		•	0.5		
Total backlog			\$ 1.4		



Supporting the Buildout of U.S. LNG Exports

Serving significant liquefaction capacity & well-positioned to capture more

Kinder Morgan network advantages

Natural gas transportation leader

~70,000 miles of natural gas pipelines Move ~40% of U.S. natural gas consumption & exports

Supply diversity

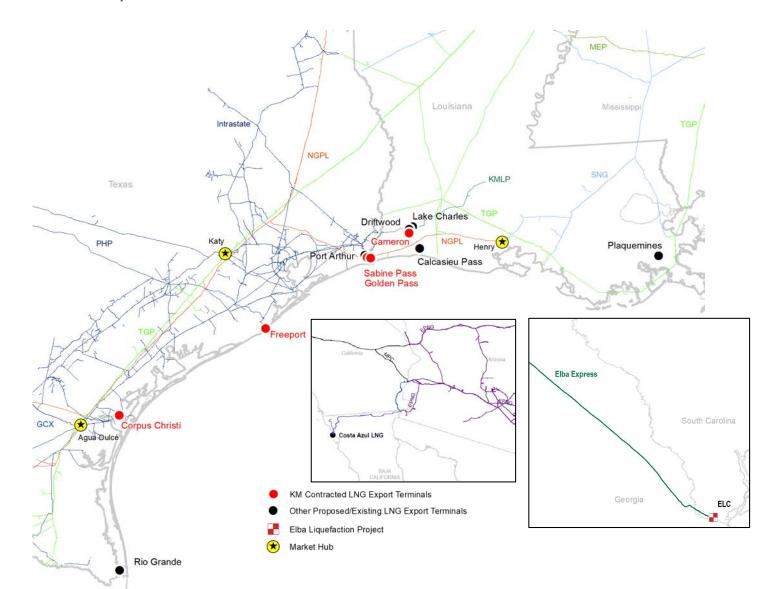
Connected to major U.S. natural gas resource plays

Premier deliverability

659 bcf of working gas storage in production & market areas

Transporter of choice

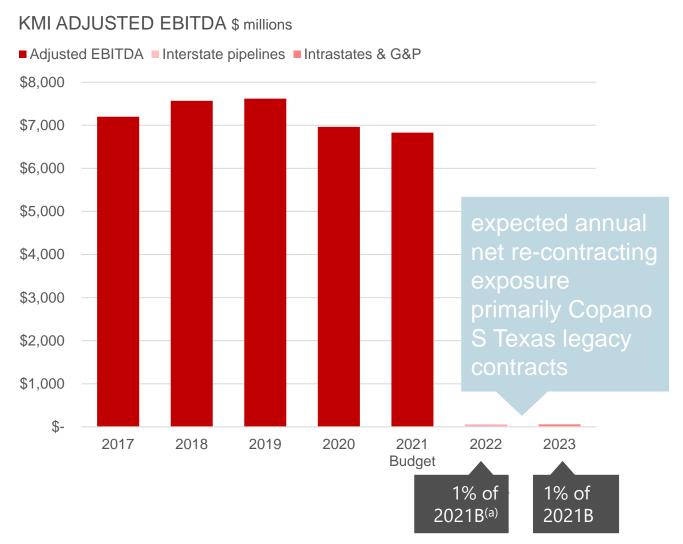
Contracted capacity online	Contracted capacity to come	Average remaining contract term	In active discussions
~ 4.7 bcfd Also deliver ~1			



Manageable Natural Gas Re-Contracting Exposure



Analysis of existing contracts that renew during next two years



Expiring contracts are assessed for volumetric & rate risk based on November 2020 market assumptions (time of budget)^(a)

Excludes benefit of new cash flows from growth projects

Excludes potential for re-purposing underutilized assets or otherwise enhancing service offerings

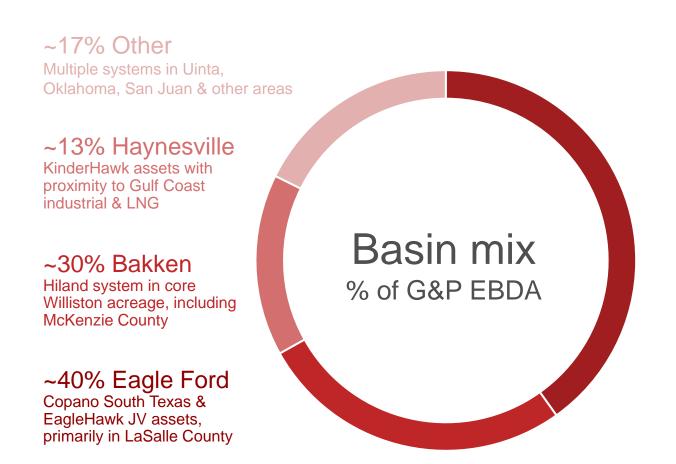
Contracts on natural gas pipelines have average remaining term of 6 years

Expect to more than offset re-contracting headwinds with growth projects underway, increases in usage, opportunities for currently uncontracted capacity & improved value for storage

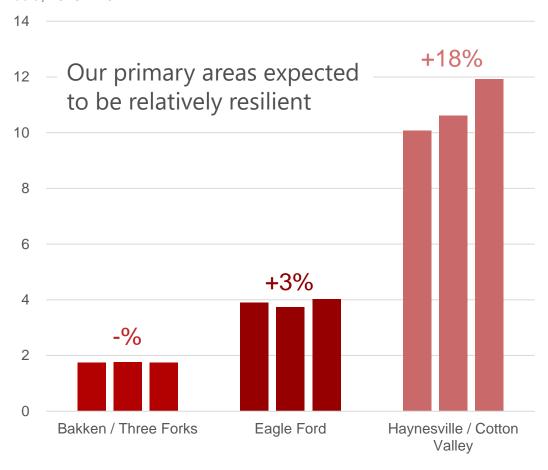


Gathering & Processing Assets Across Multiple Key Basins

Represents ~7% of KMI EBDA with ~6% in Natural Gas & ~1% in Products (primarily Bakken)



SHORT-TERM DRY GAS PRODUCTION OUTLOOK bcfd, 2020 – 2022

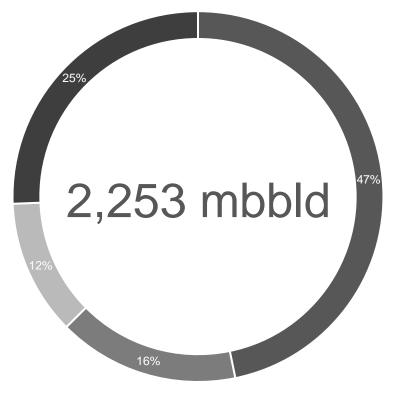


Products Segment Overview



Supplying a diverse mix of feedstock & finished products critical to refining & transportation sectors

2021B DELIVERY VOLUMES(a)



	2021B volumes	Volume by region ^(b)	
Gasoline	1,054	West 74% Southeast 26%	 Budget averages 2% below 2019 gasoline volumes & reaches 2019 level by Q4 2021
Diesel fuel	356	West 75% Southeast 25%	 Budget averages 2% below 2019 diesel volumes & reaches 2019 level by Q4 2021
Jet fuel	266	West 82% Southeast 18%	 Budget averages 12% below 2019 jet volumes & approaches 2019 level by Q4 2021 Supplying airports in Atlanta, Las Vegas, Orlando, San Francisco, Washington D.C.
	577 asting refined pro		 Positioned in premier basins in Texas & North Dakota KMCC provides access to Houston refining market & exports for Eagle Ford & Permian production Hiland is one of the Bakken's premier gathering systems
	e range of 1,590 - ow budget for 202	ŕ	 Double H provides takeaway capacity from the Bakken to Cushing via joint tariff

a) Kinder Morgan volumes include SFPP, CALNEV, Central Florida, PPL (KM share), KMCC, Camino Real, Double Eagle (KM share), Double H & Hiland Crude Gathering; Gasoline volumes include ethanol.

b) Southeast Region Assets include Central Florida & PPL (KM share); West Region includes SFPP & CALNEV. Texas Crude Assets include KMCC, Camino Real, Double Eagle (KM share); Bakken Crude includes Double H & Hiland Crude Gathering.

Our Integrated Terminal Network on Houston Ship Channel



KM terminals & assets

Refined products focused with an irreplaceable collection of assets, capabilities & market-making connectivity

Our unmatched scale & flexibility:

43 million barrels total capacity

29 inbound pipelines

18 outbound pipelines

16 cross-channel pipelines

11 ship docks

39 barge spots

35 truck bays

3 unit train facilities

Explorer Other Destinations Greens Port & North Docks Chevron Galena ₽ F **F** f F f Tr Park West Pasadena · II. Export **KMCC** P66 Sweeny Texas City Galveston Bay Texas City

Colonial

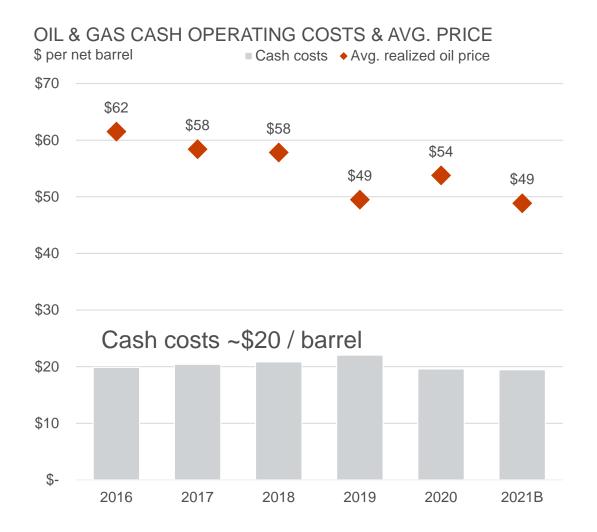
Over \$2.1 billion invested since 2010

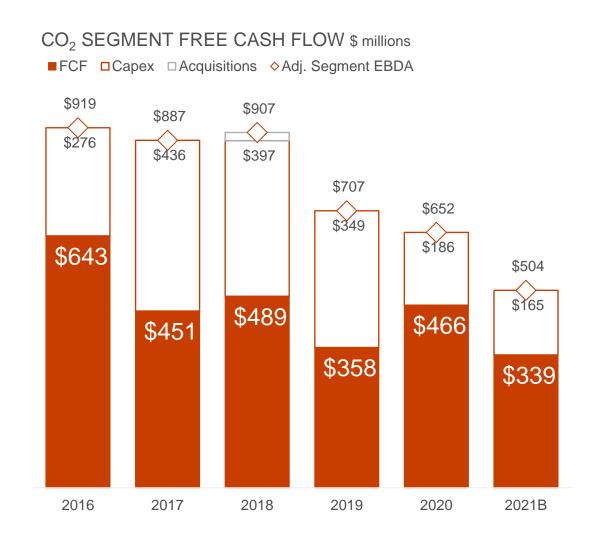
Note: Asset metrics include projects currently under construction.



CO₂ Segment Consistently Generates Free Cash Flow

Low cash cost structure yields healthy margins through multiple commodity price cycles





Joint Venture Treatment in Key Metrics



	KM does not control or consolidate KM portion referred to as equity investments in financial statements	KM controls & fully consolidates third party portion referred to as noncontrolling interests in financial statements					
Example JVs	NGPL (50%), SNG (50%), FGT (50%), MEP (50%), FEP (50%), Gulf LNG (50%)	Elba Liquefaction (51%), BOSTCO (55%)					
Financial Metrics	Earnings from Equity Investments KM share of JV Net Income Net Income & Segment EBDA + Certain Items KM share Adjusted Segment EBDA + DD&A + Book Taxes KM share Adjusted EBITDA - Cash Taxes - Sustaining Capex KM share Distributable Cash Flow (DCF)	Consolidated throughout income statement 100% of JV Net Income + DD&A + G&A and Corporate Charges + Interest Expense + Book Taxes 100% of JV Segment EBDA + Certain Items 100% of JV Adjusted Segment EBDA	Consolidated throughout income statement 100% of JV Net Income - Net Income Attributable to Noncontrolling Interests Net Income Attributable to Kinder Morgan, Inc. + DD&A + Book Taxes + Interest Expense + Certain Items KM share Adjusted EBITDA - Interest Expense - Cash Taxes - Sustaining Capex KM share Distributable Cash Flow (DCF)				
Debt	No JV debt included JV's Adjusted EBITDA contribution is after subtracting interest expense	100% of JV debt included, if any fully consolidated on balance sheet					
Sustaining Capital		Includes KM owned % of JV sustaining capita	al				
Discretionary Capital	Includes KM contribu	tions to JVs based on % owned, including for p	rojects & debt repayment				

Note: See Non-GAAP Financial Measures & Reconciliations.



Non-GAAP Financial Measures & Reconciliations

Defined Terms

Reconciliations for the historical periods

Use of Non-GAAP Financial Measures



We use the non-GAAP financial measures of Adjusted Earnings and Distributable Cash Flow (or DCF), both in the aggregate and per share for each; Adjusted Segment EBDA; Adjusted EBITDA; Net Debt; Net Debt; Net Debt to Adjusted EBITDA; Project EBITDA; Free Cash Flow; and CO₂ Segment Free Cash Flow.

Our non-GAAP financial measures described further below should not be considered alternatives to GAAP net income or other GAAP measures and have important limitations as analytical tools. Our computations of these non-GAAP financial measures may differ from similarly titled measures used by others. You should not consider these non-GAAP financial measures in isolation or as substitutes for an analysis of our results as reported under GAAP. Management compensates for the limitations of these non-GAAP financial 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.

We do not provide (i) budgeted revenue (the GAAP financial measure closest to net revenue) due to impracticality of predicting certain amounts required by GAAP, including projected commodity prices at the multiple purchase and sale points across certain intrastate pipeline systems; however, we are able to project the net revenue received for transportation services based on contractual agreements and historical operational experience; (ii) budgeted CO₂ Segment EBDA (the GAAP financial measure most directly comparable to 2021 budgeted CO₂ Segment Free Cash Flow) due to the inherent difficulty and impracticability of predicting certain amounts required by GAAP, such as potential changes in estimates for certain contingent liabilities and unrealized gains and losses on derivatives marked to market; or (iii) the portion of budgeted net income attributable to individual capital projects (the GAAP financial measure most directly comparable to Project EBITDA) due to the impracticality of predicting, on a project-by-project basis through the second full year of operations, certain amounts required by GAAP, such as projected commodity prices, unrealized gains and losses on derivatives marked to market, and potential estimates for certain contingent liabilities associated with the project completion.

Certain Items, as adjustments used to calculate our non-GAAP financial measures, are items that are required by GAAP to be reflected in net income, but typically either (i) do not have a cash impact (for example, asset impairments), or (ii) by their nature are separately identifiable from our normal business operations and in our view are likely to occur only sporadically (for example, certain legal settlements, enactment of new tax legislation and casualty losses). We also include adjustments related to joint ventures (see "Amounts from Joint Ventures" below).

Adjusted Earnings is calculated by adjusting net income attributable to Kinder Morgan, Inc. for Certain Items. Adjusted Earnings is used by us and certain external users of our financial statements to assess the earnings of our business excluding Certain Items as another reflection of our business's ability to generate earnings. We believe the GAAP measure most directly comparable to Adjusted Earnings is net income attributable to Kinder Morgan, Inc. Adjusted Earnings per share uses Adjusted Earnings and applies the same two-class method used in arriving at basic earnings per share.

DCF is calculated by adjusting net income attributable to Kinder Morgan, Inc. for Certain Items (or Adjusted Earnings, as defined above), and further by DD&A and amortization of excess cost of equity investments, income tax expense, cash taxes, sustaining capital expenditures and other items. We also include amounts from joint ventures for income taxes, DD&A and sustaining capital expenditures (see "Amounts from Joint Ventures" below). DCF is a significant performance measure useful to management and external users of our financial statements in evaluating our performance and in measuring and estimating the ability of our assets to generate cash earnings after servicing our debt, paying cash taxes and expending sustaining capital, that could be used for discretionary purposes such as dividends, stock repurchases, retirement of debt, or expansion capital expenditures. DCF should not be used as an alternative to net cash provided by operating activities computed under GAAP. We believe the GAAP measure most directly comparable to DCF is net income attributable to Kinder Morgan, Inc. DCF per share is DCF divided by average outstanding shares, including restricted stock awards that participate in dividends.

Use of Non-GAAP Financial Measures (Continued)



Adjusted Segment EBDA is calculated by adjusting segment earnings before DD&A and amortization of excess cost of equity investments (Segment EBDA) for Certain Items attributable to the segment. Adjusted Segment EBDA is used by management in its analysis of segment performance and management of our business. General and administrative expenses and certain corporate charges are generally not under the control of our segment operating managers, and therefore, are not included when we measure business segment operating performance. We believe Adjusted Segment EBDA is a useful performance metric because it provides management and external users of our financial statements additional insight into the ability of our segments to generate cash earnings on an ongoing basis. We believe it is useful to investors because it is a measure that management uses to allocate resources to our segments and assesseach segment's performance. We believe the GAAP measure most directly comparable to Adjusted Segment EBDA is Segment EBDA.

Adjusted EBITDA is calculated by adjusting net income before interest expense, income taxes, DD&A, and amortization of excess cost of equity investments (EBITDA) for Certain Items. We also include amounts from joint ventures for income taxes and DD&A (see "Amounts from Joint Ventures" below). Adjusted EBITDA is used by management and external users, in conjunctionwith our Net Debt (as described further below), to evaluate certain leverage metrics. Therefore, we believe Adjusted EBITDA is useful to investors. We believe the GAAP measure most directly comparable to Adjusted EBITDA is net income.

Amounts from Joint Ventures - Certain Items, DCF and Adjusted EBITDA reflect amounts from unconsolidated joint ventures (JVs) and consolidated JVs utilizing the same recognition and measurement methods used to record "Earnings from equity investments" and "Noncontrolling interests(NCI)," respectively. The calculations of DCF and Adjusted EBITDA related to our unconsolidated and consolidated JVs include the same items (DD&A and income tax expense, and for DCF only, also cash taxes and sustaining capital expenditures) with respect to the JVs as those included in the calculations of DCF and Adjusted EBITDA for our wholly-owned consolidated subsidiaries. Although these amounts related to our unconsolidated JVs are included in the calculations of DCF and Adjusted EBITDA, such inclusion should not be understood to imply that we have control over the operations and resulting revenues, expenses or cash flows of such unconsolidated JVs. DCF and Adjusted EBITDA are further adjusted for certain KML activities attributable to our NCI in KML for the periods presented through KML's sale on December 16, 2019.

Net Debt is calculated by subtracting from debt (i) cash and cash equivalents, (ii) the preferred interest in the general partner of Kinder Morgan Energy Partners L.P. (which was redeemed in January 2020), (iii) debt fair value adjustments, and (iv) the foreign exchange impact on Euro-denominated bonds for which we have entered into currency swaps. Net Debt is a non-GAAP financial measure that management believes is useful to investors and other users of our financial information in evaluating our leverage. We believe the most comparable measure to Net Debt debt net of cash and cash equivalents.

Project EBITDA is calculated for an individual capital project as earnings before interest expense, taxes, DD&A and general and administrative expenses attributable to such project, or for JV projects, consistent with the methods described above under "Amounts from Joint Ventures." Management uses Project EBITDA to evaluate our return on investment for capital projects before expenses that are generally not controllable by operating managers in our business segments. We believe the GAAP measure most directly comparable to Project EBITDA is the portion of net income attributable to a capital project.

Free Cash Flow is calculated by adjusting cash flow from operations for capital expenditures. Free Cash Flows is used by external users as an additional leverage metric. Therefore, we believe Free Cash Flow is useful to our investors. We believe the GAAP measure most directly comparable to Free Cash Flow is cash flow from operations.

CO₂ Segment Free Cash Flow is calculated by reducing Segment EBDA (GAAP) for our CO₂ business segment by Certain Items, capital expenditures (sustaining and expansion) and acquisitions attributable to the segment. Management uses CO₂ Segment Free Cash Flow as an additional performance measure for our CO₂ business segment. We believe the GAAP measure most directly comparable to CO₂ Segment Free Cash Flow is Segment EBDA (GAAP) for our CO₂ business segment.

GAAP Reconciliations

KINDERMORGAN

in millions

	2021 Projected			2020	
	Guidanc	e R	ange	Α	ctual
Net income attributable to Kinder Morgan, Inc. (GAAP)	\$ 2,700	\$	2,900	\$	119
Total Certain Items ^(g)	-		-		1,892
Adjusted Earnings ^(a)	2,700		2,900		2,011
DD&A and amortization of excess cost of equity investments for DCF ^(b)	2,500		2,500		2,671
Income tax expense for DCF ^(a,b)	900		900		670
Cash taxes ^(c)	(100)		(100)		(68)
Sustaining capital expenditures (d)	(900)		(900)		(658)
Other items ^(e,g)	-		-		(29)
DCF	\$ 5,100	\$	5,300	\$	4,597

Note: See Non-GAAP Financial Measures and Reconciliations.

- a) Amounts are adjusted for Certain Items.
- b) Includes DD&A or income tax expense, as applicable, from JVs.
- c) 2020 includes cash taxes from JVs of \$62 million
- d) 2020 includes sustaining capital expenditures from JVs of \$114 million
- e) 2020 includes non-cash pension expense and non-cash compensation associated with our restricted stock program.
- f) 2020 includes 13 million average unvested restricted shares that participate in dividends
- g) 2021 Projected Guidance Range: Aggregate adjustments for Total Certain Items and Other items (such as non-cash pension expense and non-cash compensation associated with our restricted stock program) are currently estimated to be less than \$100 million

	2021 Projected Guidance Range			2020 Actual		
Net income attributable to Kinder Morgan, Inc. (GAAP)	\$	2,700	\$	2,900	\$	119
Total Certain Items ^(c)		-		-		1,892
DD&A and amortization of excess cost of equity investments		2,200		2,200		2,304
Income tax expense ^(a)		800		800		588
JV DD&A and income tax expense ^(a,b)		400		300		449
Interest, net ^(a)		1,500		1,500		1,610
Adjusted EBITDA	\$	7,600	\$	7,700	\$	6,962

Note: See Non-GAAP Financial Measures and Reconciliations.

- a) Amounts are adjusted for Certain Items.
- b) Represents DD&A and income tax expense from JVs.
- c) 2021 Projected Guidance Range: Aggregate adjustments for Total Certain Items and Other items (such as non-cash pension expense and non-cash compensation associated with our restricted stock program) are currently estimated to be less than \$100 million

GAAP Reconciliations



\$ in millions

	2020			
		Certain		
		Items in		
	Segment	Adjusted	Adjusted	
	EBDA	Segment	Segment	
Reconciliation of Adjusted Segment EBDA	(GAAP)	EBDA	EBDA	
Natural Gas Pipelines	\$3,483	\$983	\$4,466	
Products Pipelines	977	50	1,027	
Terminals	1,045	(55)	990	
CO ₂	(292)	944	652	
Total	\$5,213	\$1,922	\$7,135	
Reconciliation of Net Debt			2020	
Outstanding long-term debt			\$ 30,838	
Current portion of debt			2,558	
Foreign exchange impact on hedges for Euro Debt outstanding			(170)	
Less: cash & cash equivalents			(1,184)	
Net Debt			\$ 32,042	
Adjusted EBITDA			\$ 6,962	
Net Debt to Adjusted EBITDA			4.6X	

Certain Items	2020
Fair value amortization	\$ (21)
Legal, environmental and taxes other than income tax reserves	26
Change in fair value of derivative contracts (a)	(5)
Loss on divestitures and impairments, net ^(b)	327
Loss on impairment of goodwill(c)	1,600
Restricted stock accelerated vesting and severance	52
COVID-19 costs	15
Income tax Certain Items	(107)
Other	5
Total Certain Items	\$ 1,892

a) Gains or losses reflected in Certain Items are unrealized. Gains or losses are reflected in our DCF when realized.

b) Includes a pre-tax non-cash impairment loss of \$350 million related to oil and gas producing assets in our CO2 business segment driven by low oil prices and \$55 million gain on an asset sale in our Terminals business segment.

c) Includes non-cash impairments of goodwill of \$1,000 million and \$600 million associated with our Natural Gas Pipelines Non-regulated and CO2 reporting units, respectively.

GAAP Reconciliations



\$ in millions

Reconciliation of DD&A and amortization of excess cost of equity investments for DCF	2020
Depreciation, depletion and amortization (GAAP)	(\$2,164)
Amortization of excess cost of equity investments (GAAP)	(140)
DD&A and amortization of excess cost of equity investments	(2,304)
JV DD&A	(367)
DD&A and amortization of excess cost of equity investments for DCF	(\$2,671)
Reconciliation of general and administrative and corporate charges	
General and administrative (GAAP)	(\$648)
Corporate charges	(5)
Certain Items	92
General and administrative and corporate charges (a)	(\$561)
Reconciliation of interest, net	
Interest, net (GAAP)	\$ (1,595)
Certain Items	(15)
Interest, net ^(a)	\$ (1,610)

Reconciliation of income tax expense for DCF	2020
Income tax expense (GAAP)	\$ (481)
Certain Items	(107)
Income tax expense ^(a)	(588)
Unconsolidated JV income tax expense ^(b)	(82)
Income tax expense for DCF ^(a)	\$ (670)
Reconciliation of additional JV information	
Unconsolidated JV DD&A	\$ (407)
Less: Consolidated JV partners' DD&A	(40)
JV DD&A	(367)
Unconsolidated JV income tax expense ^(a,b)	(82)
JV DD&A and income tax expense ^(a)	\$ (449)
Unconsolidated JV cash taxes ^(b)	\$ (62)
Unconsolidated JV sustaining capital expenditures	\$ (120)
Less: Consolidated JV partners' sustaining capital expenditures	(6)
JV sustaining capital expenditures	\$ (114)

a) Amounts are adjusted for Certain Items.

b) Amounts are associated with our Citrus, NGPL and Plantation equity investments.

Reconciliations of KMI FCF & CO₂ Segment FCF



\$ in millions

Reconciliation of KMI FCF	2016	2017	2018	2019	2020
CFFO (GAAP)	\$ 4,795	\$ 4,601	\$ 5,043	\$ 4,748	\$ 4,550
Capital expenditures (GAAP)	(2,882)	(3,188)	(2,904)	(2,270)	(1,707)
FCF	1,913	1,413	2,139	2,478	2,843
Dividends paid ^(a)	(1,272)	(1,276)	(1,774)	(2,163)	(2,362)
FCF after dividends	\$ 641	\$ 137	\$ 365	\$ 315	\$ 481

Reconciliation of CO₂ Segment FCF

Segment EBDA	\$ 827	\$ 847	\$ 759	\$ 681	\$ (292)
Certain items:					
Non-cash impairments and project write-offs	29	-	79	75	950
Derivatives and other	63	40	90	(49)	(6)
Severance tax refund	-	-	(21)	-	-
Adjusted Segment EBDA	919	887	907	707	652
Capital expenditures (b)	(276)	(436)	(397)	(349)	(186)
Acquisitions	-	-	(21)	-	-
CO ₂ Segment FCF	\$ 643	\$ 451	\$ 489	\$ 358	\$ 466

a) Includes dividends paid for the preferred shares for the years ended 2016, 2017, and 2018.

b) Includes sustaining and expansion capital expenditures.