KINDER MORGAN

# *Companies Run By Shareholders, For Shareholders*

*David Michels*
*VP Finance & Investor Relations*
*CFO of EPB*

*June 13, 2013*

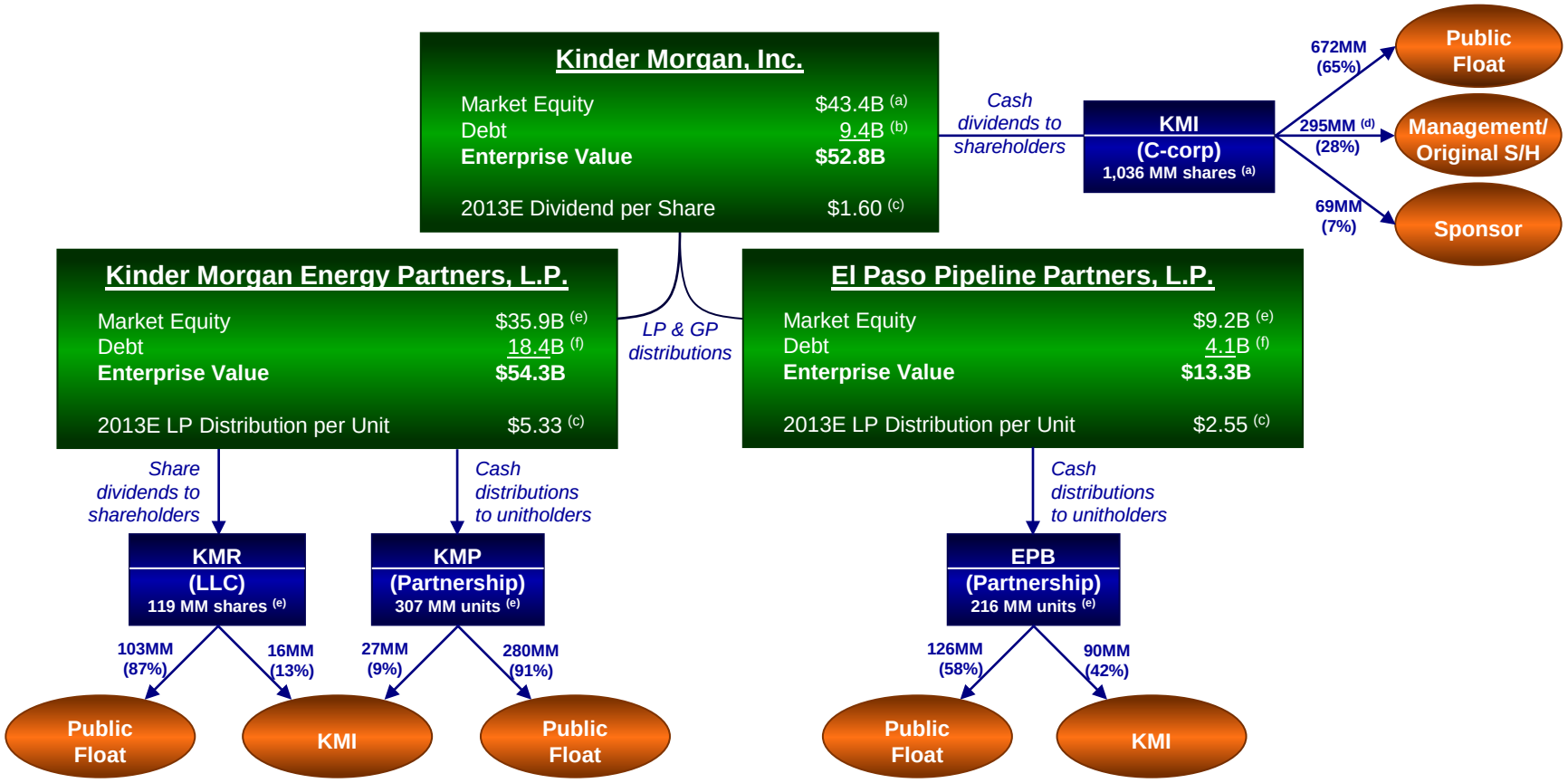
# Forward-Looking Statements / Non-GAAP Financial Measures

This presentation contains forward-looking statements. These forward-looking statements are identified as any statement that does not relate strictly to historical or current facts. In particular, statements, express or implied, concerning future actions, conditions or events, future operating results or the ability to generate revenues, income or cash flow or to make distributions or pay dividends are forward-looking statements. Forward-looking statements are not guarantees of performance. They involve risks, uncertainties and assumptions. Future actions, conditions or events and future results of operations of Kinder Morgan Energy Partners, L.P., Kinder Morgan Management, LLC, El Paso Pipeline Partners, L.P., and Kinder Morgan, Inc. may differ materially from those expressed in these forward-looking statements. Many of the factors that will determine these results are beyond Kinder Morgan's ability to control or predict. These statements are necessarily based upon various assumptions involving judgments with respect to the future, including, among others, the ability to achieve synergies and 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; 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 other uncertainties. There is no assurance that any of the actions, events or results of the forward-looking statements will occur, or if any of them do, what impact they will have on our results of operations or financial condition. Because of these uncertainties, you are cautioned not to put undue reliance on any forward-looking statement. Please read "Risk Factors" and "Information Regarding Forward-Looking Statements" in our most recent Annual Reports on Form 10-K and our subsequently filed Exchange Act reports, which are available through the SEC's EDGAR system at www.sec.gov and on our website at www.kindermorgan.com.

We use non-generally accepted accounting principles ("non-GAAP") financial measures in this presentation. Our reconciliation of non-GAAP financial measures to our GAAP financial statements can be found on our website at www.kindermorgan.com. These non-GAAP measures should not be considered an alternative to GAAP financial measures.

# Kinder Morgan

## *Four Ways to Invest: KMI, KMP, KMR & EPB*

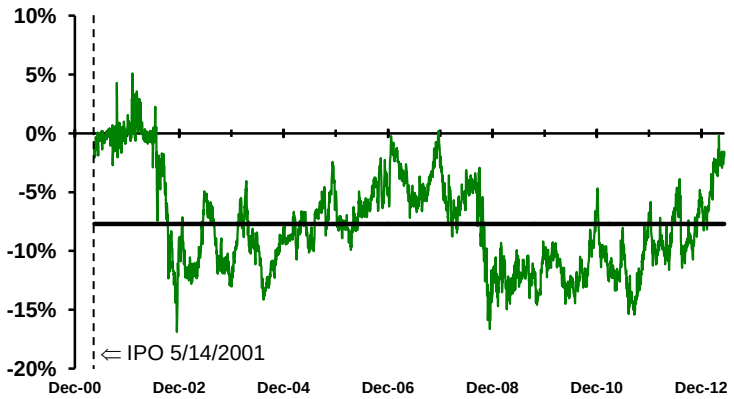



(a) Market prices as of 6/7/2013; KMI market equity based on ~1,036 million shares outstanding at a price of $39.54 and ~423 million warrants at a price of $5.88.
(b) Debt of KMI and its subsidiaries as of 3/31/2013; excludes debt of KMP and its subsidiaries and EPB and its subsidiaries; excludes the 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.
(c) 2013 forecast for KMI and KMP, 2013 budget for EPB.
(d) Reflects KMI form-4 filers only.
(e) Market prices as of 6/7/2013; KMP market equity based on ~307 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 $84.69, ~119 million KMR shares at a price of $83.04, and ~216 million EPB units at a price of $42.50. KMP figures are adjusted for acquisition of Copano.
(f) Debt balances of KMP and EPB as of 3/31/2013; exclude the fair value of interest rate swaps, net of cash. KMP figures are adjusted for acquisition of Copano.

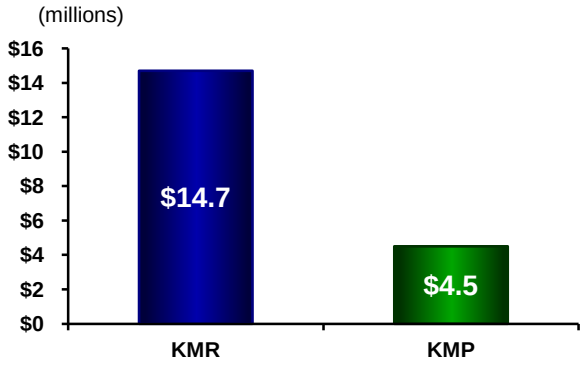
# KMR 101

- **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 [(a)]
  - 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 = $9.9 billion, ~30% of total KMP capitalization [(b)]
  - ~$35 million in daily liquidity
- **KMR has generated a 15.2% compound annual total return since 2001 IPO, vs. 14.6% for KMP [(c)]**
- **KMR trading discount to KMP represents an attractive opportunity**
- **Potential for KMP to become self-funding through KMR dividend**
  - Possibility of KMR share buybacks if quarterly dividends exceed equity funding needs (not anticipated any time soon)
- **Insiders prefer KMR**

**KMR Discount to KMP [(b)]**




**Management Purchases of KMR / KMP [(d)]**




(a) 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. $1.30 / $88.015 = 0.014770 share; example reflects actual KMR share dividend calculated for 1Q 2013 paid on 5/15/2013; refer to KMP's periodic SEC filings on Forms 10-K and 10-Q for more information.
(b) As of 6/7/2013, see footnotes on slide 3 for additional information.
(c) As of 6/7/2013, see footnotes on slide 8 for explanation of total return calculations.
(d) 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; 10:1 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*

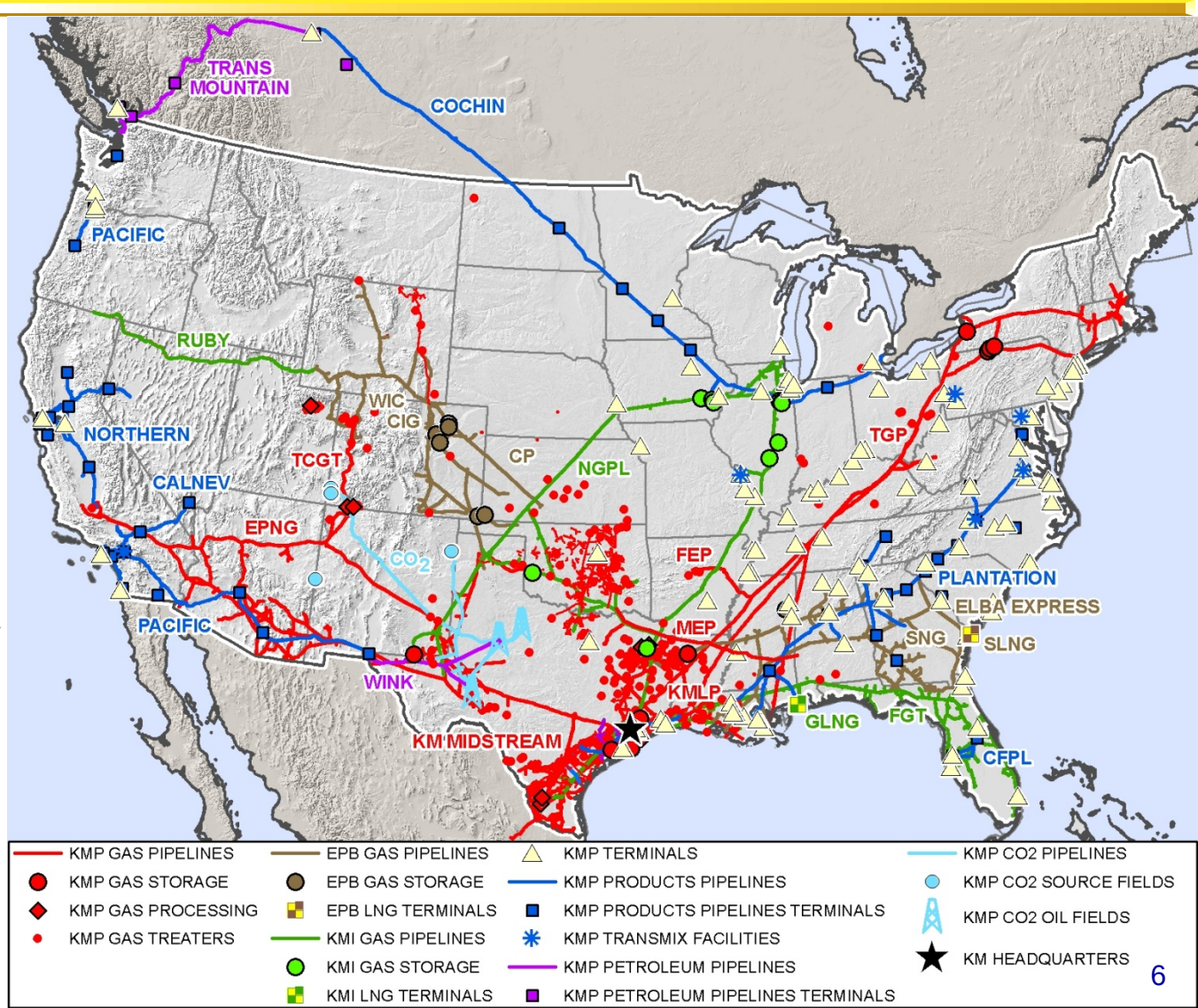
- **Focus on stable fee-based assets that are core to North American energy infrastructure**
  - Market leader in each of our business segments
- **Control costs**
  - It's the investors' money, not management's – treat it that way
- **Leverage asset footprint to seek attractive capital investment opportunities, both expansion and acquisition**
  - KMP has completed approximately $22 billion in acquisitions and $16 billion of greenfield / expansion projects since inception (a)
- **Maintaining a strong balance sheet is paramount**
  - KMP accessed capital markets for approximately $36 billion since inception (b)
  - Investment grade since inception
- **Transparency to investors**

(a) From 1997 through 1Q 2013, further adjusted to include the acquisition of Copano.
(b) Gross capital issued since inception through 1Q 2013, further adjusted to include the acquisition of Copano. Net of refinancing, approximately $34 billion of capital raised.

# Kinder Morgan

## *Unparalleled Asset Footprint*

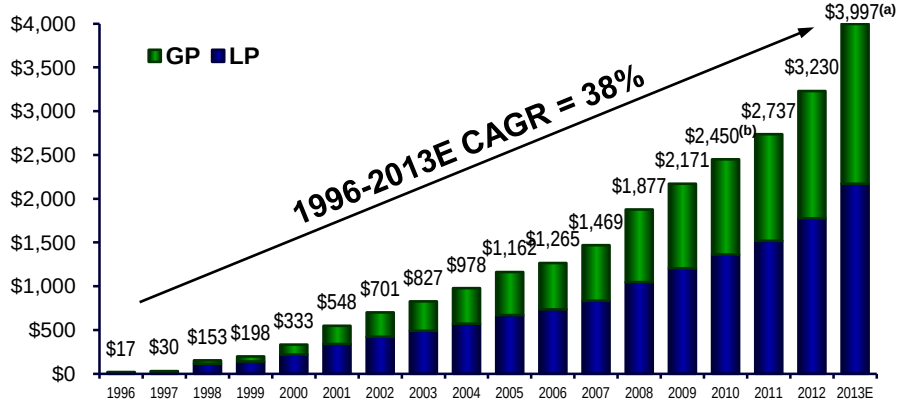
- **3rd largest energy company in North America with combined enterprise value of approximately $115 billion [(a)]**
- **Largest natural gas network in U.S.**
  - Own an interest in / operate almost 70,000 miles of natural gas pipeline
  - Connected to every important U.S. natural gas resource play, including: Eagle Ford, Marcellus, Utica, Uinta, Haynesville, Fayetteville and Barnett
- **Largest independent transporter of petroleum products in U.S.**
  - Transport ~1.9 MMBbl/d [(b)]
- **Largest transporter of $CO_2$ in U.S.**
  - Transport ~1.3 Bcf/d of $CO_2$ [(b)]
- **Largest independent terminal operator in U.S.**
  - Own an interest in or operate ~180 liquids / dry bulk terminals
  - ~112 MMBbls domestic liquids capacity
  - Handle ~106 MMtons of dry bulk products [(b)]
- **Only Oilsands pipe serving West Coast**
  - TMPL transports ~300 MBbl/d to Vancouver / Washington State; expansion under way increasing capacity to 890 MBbl/d



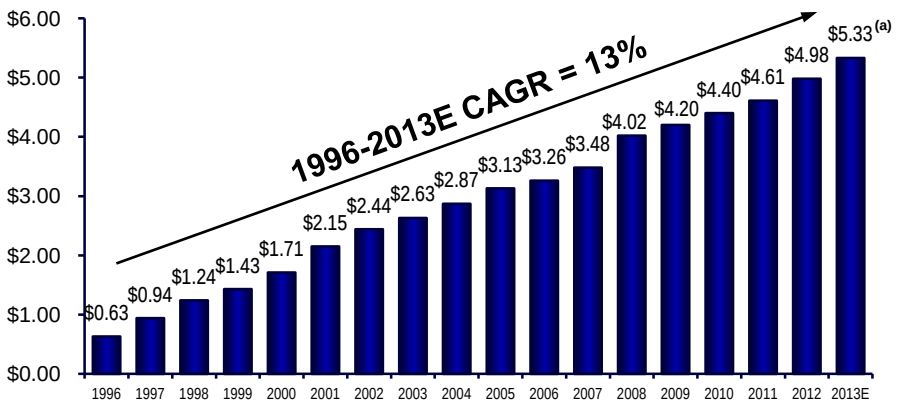

(a) Combined enterprise value of KMI, KMP & EPB; see footnotes on slide 3 for further information.
(b) 2013 budgeted volumes.

# 17 Years of Consistent Growth at KMP

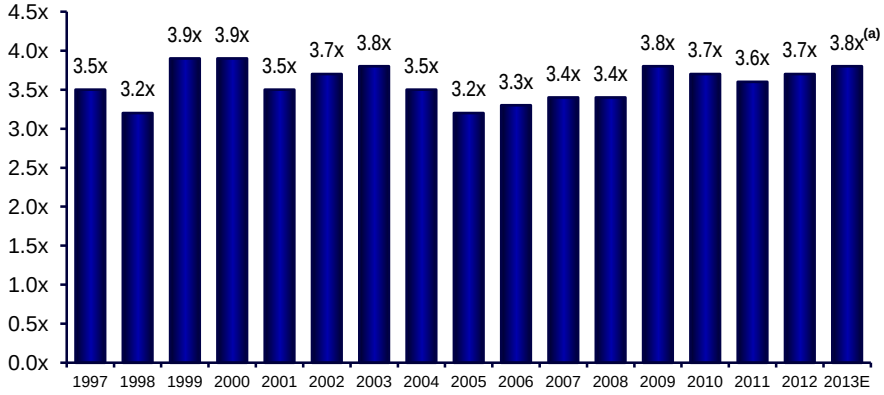
## KMP Total Distributions (GP + LP) ($MM)




## KMP Annual LP Distribution per Unit (c)



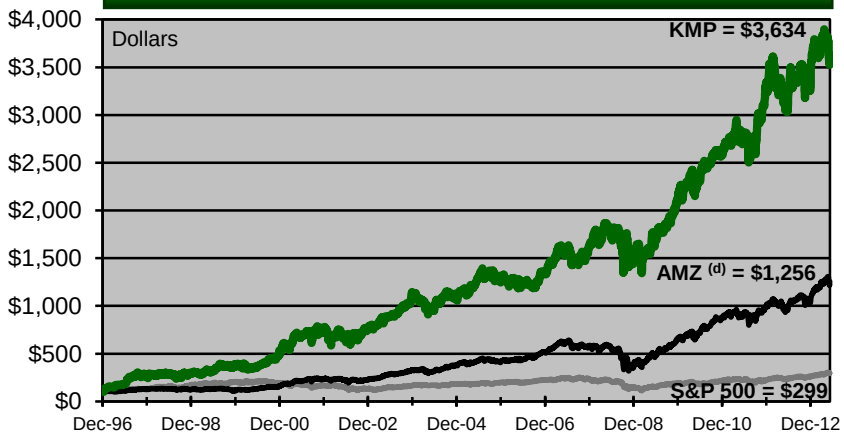

## KMP Net Debt to EBITDA (d)



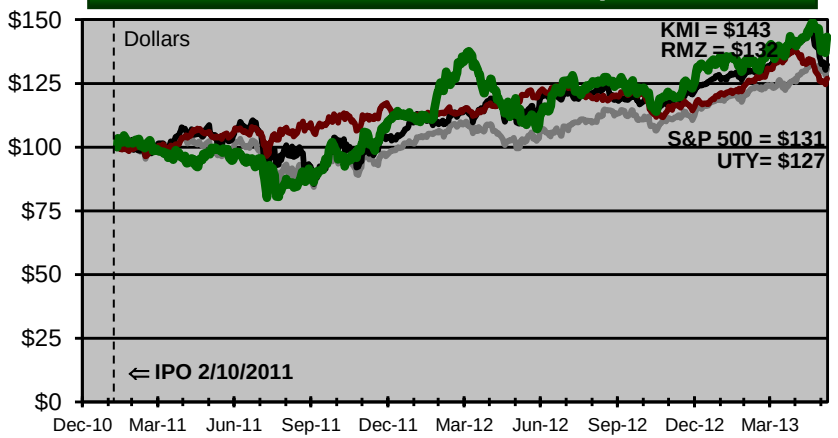

(a) 2013 forecast.
(b) In 2010, total distributions paid were $2,280 million. These distributions would have been $2,450 million ($170 million greater) if all distributions paid in August 2010 had been cash from operations, rather than a portion being a distribution of cash from interim capital transactions; the GP receives only 2% of distributions of cash from interim capital transactions.
(c) Annual LP declared distributions, rounded to 2 decimals where applicable.
(d) Debt is net of cash and excluding fair value of interest rate swaps.

# Significant Historical Returns [a]

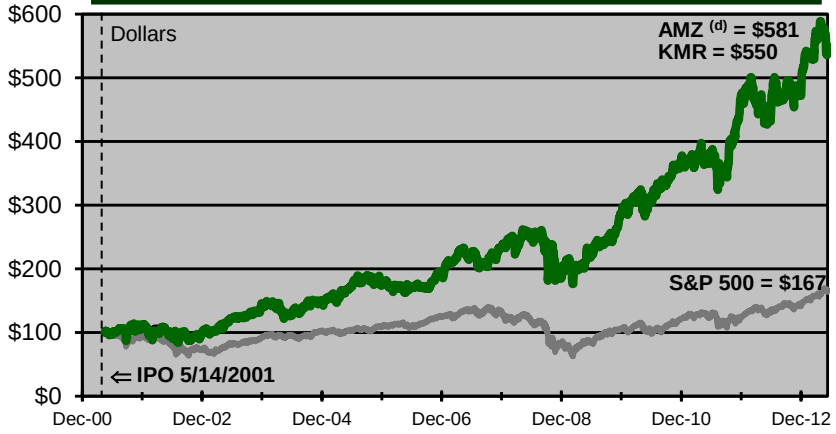
## KMP: 24% CATR Since '96 [b]




## KMI: 17% CATR Since Inception [e]




## KMR: 15% CATR Since Inception [c]




| Total Return | 2012 | 2-yr 12/31/10-12/31/12 | 3-yr 12/29/09-12/31/12 | 5-yr 12/31/07-12/31/12 | 10-yr 12/31/02-12/31/12 |
|---|---|---|---|---|---|
| **KMI** | **14%** | **26% [f]** | **n/a** | **n/a** | **n/a** |
| **KMP** | **0%** | **28%** | **57%** | **107%** | **339%** |
| **KMR** | **2%** | **29%** | **69%** | **106%** | **388%** |
| **EPB** | **15% [g]** | **n/a** | **n/a** | **n/a** | **n/a** |
| **S&P 500 Index** | 16% | 18% | 36% | 9% | 99% |
| **Alerian MLP Index** | 4% | 19% | 62% | 80% | 358% |
| **MSCI REIT Index** | 18% | 28% | 64% | 31% | 244% |
| **Philadelphia UTY Index** | -1% | 19% | 25% | 0% | 167% |

Source: Bloomberg.

(a) Total returns calculated on daily basis through 6/7/2013, 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 CATR over same period is 15%.
(d) Alerian MLP Index.
(e) Start date 2/10/2011; KMI initial public offering.
(f) Total return from IPO, 2/10/2011 through 12/31/2012.
(g) Start date 5/25/2012; EP acquisition close.

# Budget Guidance

## *Promises Made, Promises Kept*

| Promises Made | Promises Kept |
|---|---|
| **KMI Budgeted Dividend:** | **KMI Actual Dividend:** |
| 2011: $1.16 (a) | 2011: $1.20 (a) |
| 2012: $1.35 | 2012: $1.40 |
| **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 |
| 2012: $4.98 | 2012: $4.98 |
| **EPB Forecasted LP Distribution:** | **EPB Actual LP Distribution:** |
| 2012: $2.25 | 2012: $2.25 |

***KMP achieved LP distribution target in 12 out of 13 years***

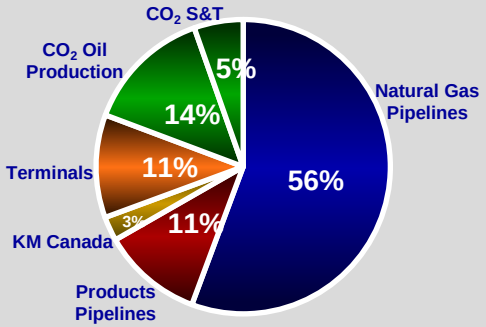
(a) Presented as if KMI were publically traded for all of 2011.

# 2013 Guidance

## *Supported by Diversified Cash Flow*

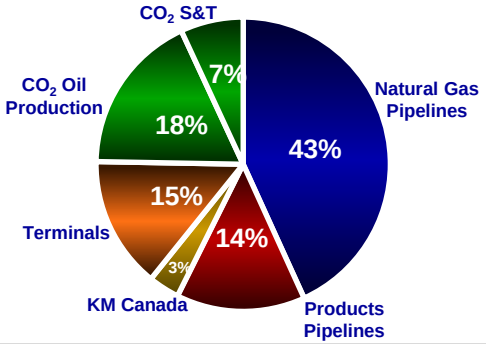
**KMI Forecast:**

- KMI 2013 dividend: $1.60/sh (14.3% growth)
- Fully-consolidated year-end 2013 debt / EBITDA = 5.0x (a)



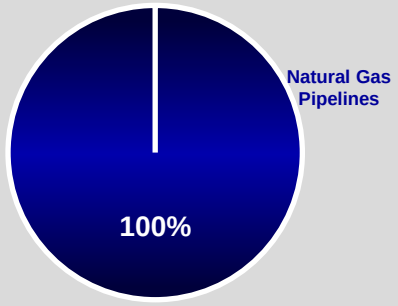

**KMP Forecast:**

- KMP 2013 LP distribution: $5.33/unit (7.0% growth)
- Year-end 2013 debt / EBITDA = 3.8x (a)




**EPB Budget:**

- EPB 2013 LP distribution: $2.55/unit (13.3% growth)
- Expected dropdown from KMI of 50% interest in Gulf LNG
- Year-end 2013 debt / EBITDA = 3.9x (a)




BUSINESS MIX(b)

(a) Year-end 2013 leverage metric; does not take into account the full-year benefit from 2013 dropdowns.
(b) Segment earnings before DD&A including proportionate share of JV DD&A and excluding certain items.

# Toll Road-like, Fee-based Business Model

| | Natural Gas Pipelines (KMP/EPB/KMI) | Products Pipelines (KMP) | Terminals (KMP) | $CO_2$ (KMP) | Kinder Morgan Canada (KMP) |
|---|---|---|---|---|---|
| **Volume Security** | – Interstate & LNG: take or pay<br>– Intrastate: ~75% take or pay [a]<br>– G&P: minimum requirements / acreage dedications | – Volume based | – Take or pay, minimum volume guarantees, or requirements | – S&T: primarily minimum volume guarantee<br>– O&G: volume-based | – Essentially no volume risk |
| **Avg. Remaining Contract Life** | – Interstate: 6.6 years<br>– Intrastate: 4.1 years [a]<br>– G&P: 6.7 years<br>– LNG: 19.4 years | – Not applicable | – Liquids: 3.8 yrs<br>– Bulk: 3.5 yrs | – S&T: 9.4 yrs | – 1 yr [b] |
| **Pricing Security** | – Interstate: primarily fixed based on contract<br>– Intrastate: primarily fixed margin<br>– G&P: fixed price | – PPI + 2.65% | – Based on contract; typically fixed or tied to PPI | – S&T: 71% of revenue protected by floors<br>– O&G: volumes 80% hedged [c] | – Fixed based on toll settlement |
| **Regulatory Security** | – Interstate: regulatory return mitigates downside; may receive higher recourse rates for increased costs<br>– Intrastate: essentially market-based<br>– G&P: market-based | – Pipeline: regulatory return mitigates downside<br>– Terminals & transmix: not price regulated [d] | – Not price regulated [d] | – Primarily unregulated | – Regulatory return mitigates downside |
| **Commodity Price Exposure** | – Interstate: no direct<br>– Intrastate: limited<br>– G&P: limited | – Limited to transmix business | – No direct | – Full-yr impact ~$5.9MM in DCF per $1/Bbl change in oil price | – No direct |

All figures as of 1/1/2013 except where noted (excludes Copano).
(a) Transportation for intrastate pipelines includes term purchase and sale portfolio.
(b) Excludes Express Pipeline. Assumes 1-year rate 2013 settlement on Trans Mountain, negotiations on a 3-5 year settlement are still underway.
(c) Percent of expected Apr-Dec 2013 production, includes heavier NGL components (C4+).
(d) Terminals not FERC regulated, except portion of CALNEV.

# 5-year Project Backlog

## *Over $13 Billion of Identified Organic Growth Projects*

***Tremendous footprint provides over $13B of growth opportunities over next 5 years [(a)]***

| | Approximate Growth Capex [(a)] ($B) |
|---|---|
| Natural Gas Pipelines | $3.5 |
| Products Pipelines | 0.9 |
| Terminals | 1.7 |
| $CO_2$ – S&T | 1.1 |
| $CO_2$ – EOR [(b)] Oil Production | 1.0 |
| Kinder Morgan Canada | 5.4 |
| Total | $13.6 |

**What is NOT included in backlog:**

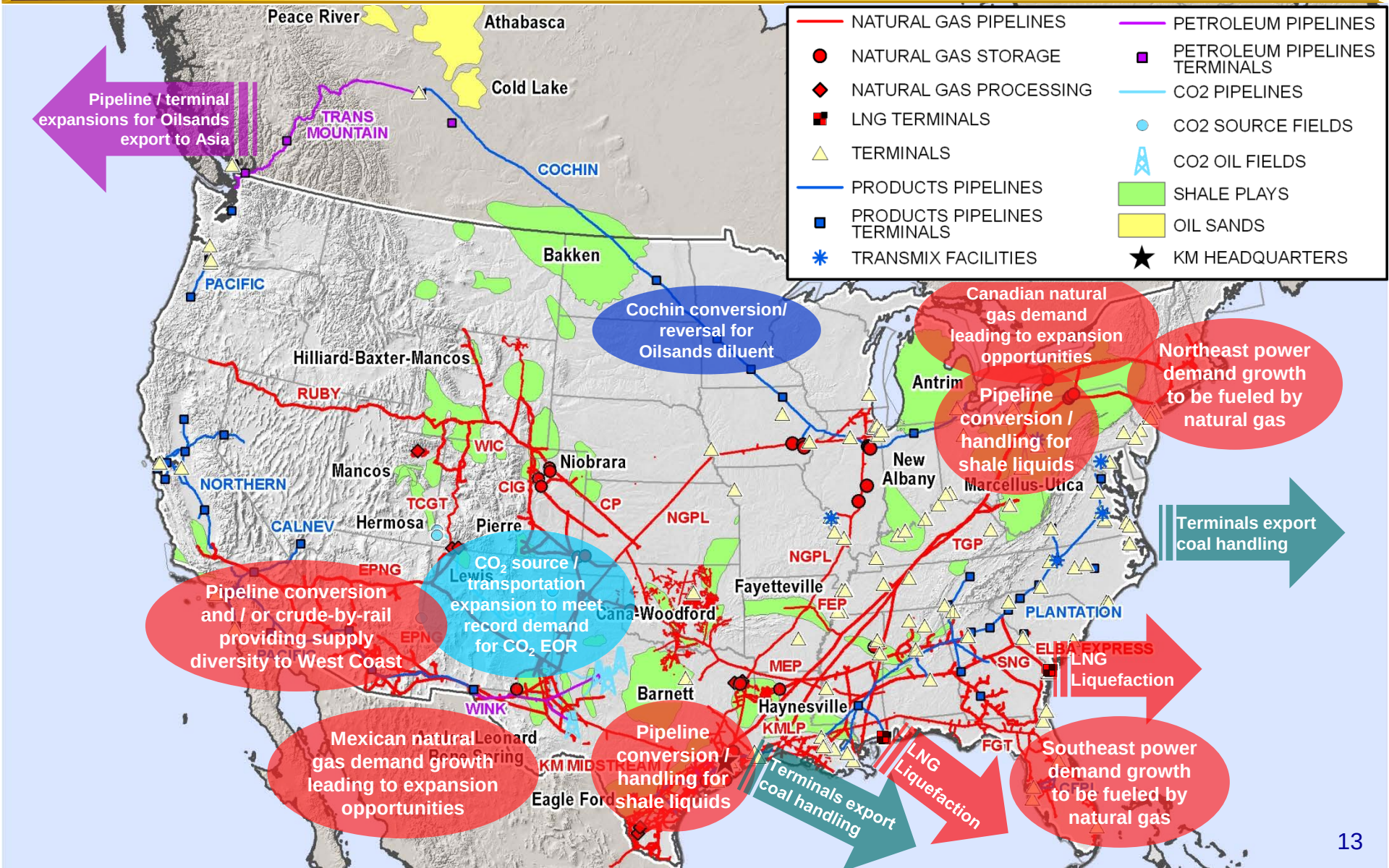
- Further LNG liquefaction build-out (including non-FTA)
- EPNG oil conversion (Freedom)
- Further natural gas expansion to Mexican border
- Various other expansion and conversion opportunities
- Dropdowns from KMI
- Acquisitions

(a) Includes KM's proportionate share of non-wholly owned projects. Includes projects currently under construction.
(b) $CO_2$ EOR = Enhanced Oil Recovery.

# Vast Opportunity Set

## *Leverages Diverse Energy Themes*

KINDER MORGAN

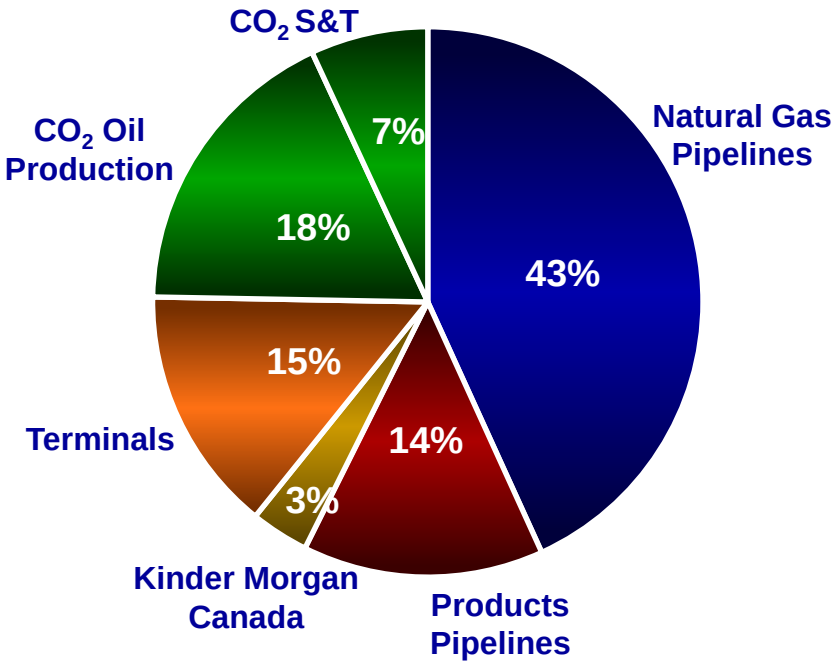





# KMP / KMR

# KMP's Diversified Cash Flow

**2013E KMP Segment Earnings before DD&A = $5.7 billion [(a)]**




## Natural Gas Pipelines

- 55% interstate pipelines
- 31% gathering, processing & treating
- 14% intrastate pipelines & storage

## Products Pipelines

- 56% pipelines
- 44% associated terminals & transmix

## Terminals

- 58% liquids
- 42% bulk

## $CO_2$

- 28% $CO_2$ transport and sales
- 72% oil production-related
  - Production hedged [(b)]:
    - 2013=80% ($94)
    - 2014=52% ($94)
    - 2015=32% ($93)
    - 2016=14% ($89)

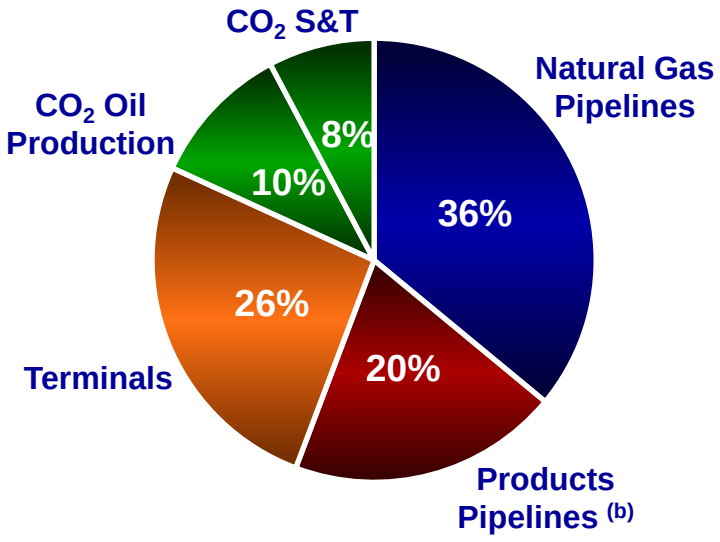
## Kinder Morgan Canada

- 100% petroleum pipelines

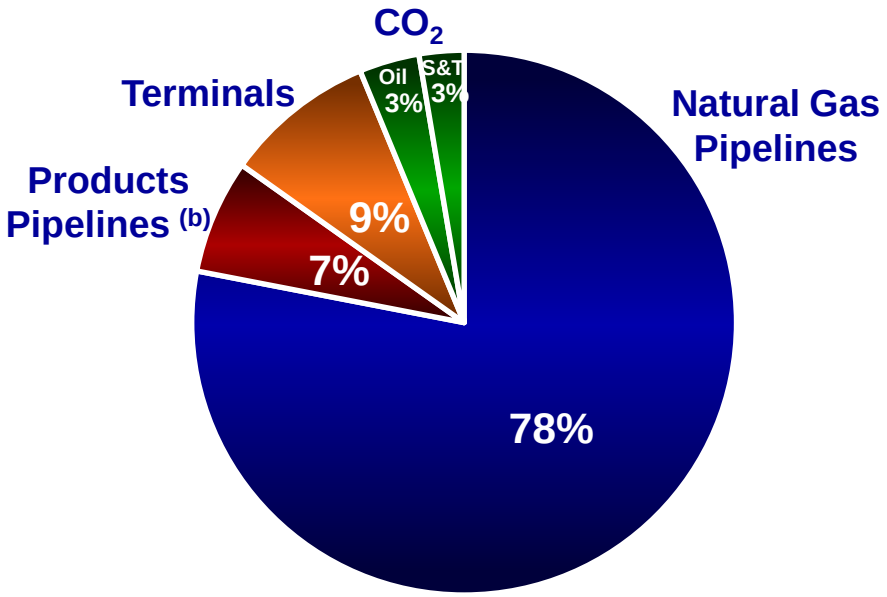
(a) 2013 forecast segment earnings before DD&A including proportionate amount of JV DD&A and excluding certain items.
(b) Percent of expected Apr-Dec 2013 net crude oil and heavier natural gas liquids (C4+) production.

# KMP 2013 Growth Expenditure Forecast

**Without dropdown & CPNO acquisition = $3.4 billion (a)**




**With acquisitions = $10.0 billion**

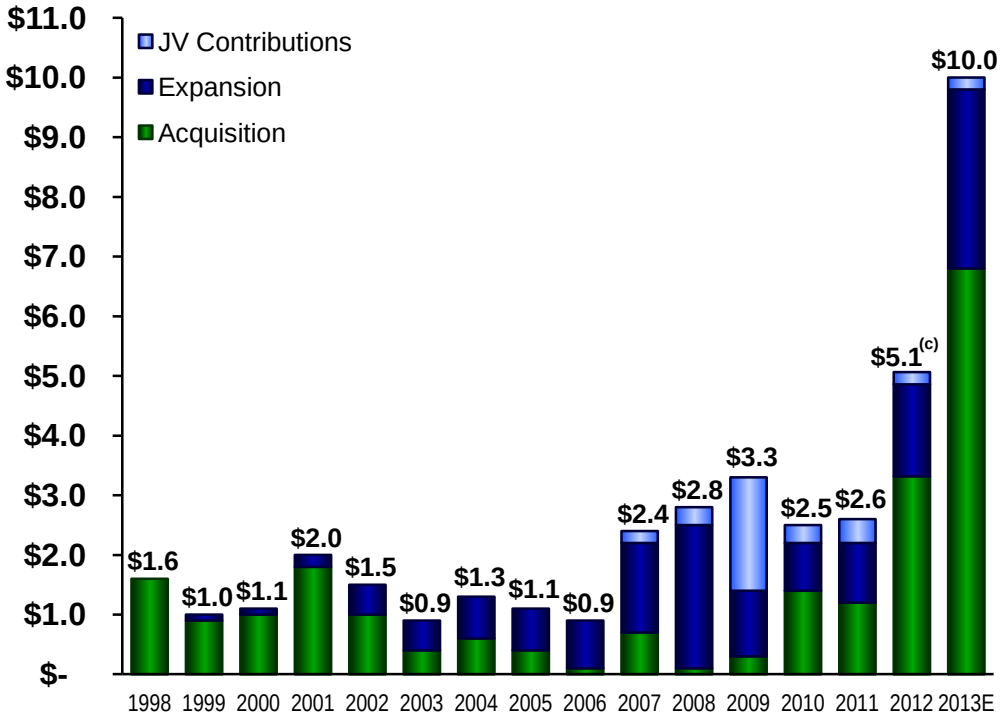



Includes contributions to joint ventures
(a) Excludes transaction value of Copano acquisition and dropdowns.
(b) Includes the growth capital expenditures of the Kinder Morgan Canada segment, $67 million.

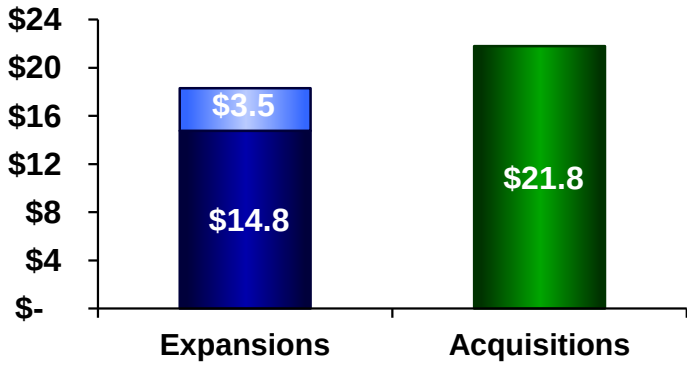
# $40B of Growth Capital Invested at KMP (a,b,c)

*($ in billions)*

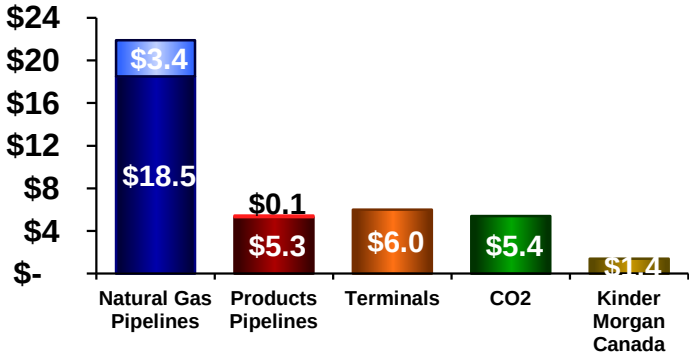
## Total Invested by Year




## Total Invested by Type




## Total Invested by Segment




(a) Includes equity contributions to joint ventures.
(b) From 1997 through full-year 2013 (forecast).
(c) 2012 net of proceeds from FTC Rockies divestiture.

# How We Have Done: KMP Returns on Capital

| | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Segment ROI [a]:** | | | | | | | | | | | | | |
| **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% | 11.9% |
| **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 | 12.1 |
| **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 | 13.5 |
| **$CO_2$** | 27.5 | 24.6 | 22.0 | 21.9 | 23.8 | 25.7 | 23.1 | 21.8 | 25.9 | 23.5 | 25.7 | 26.2 | 28.7 |
| **Kinder Morgan Canada** | -- | -- | -- | -- | -- | -- | -- | 11.0 | 12.1 | 12.8 | 13.7 | 14.1 | 16.3 |
| **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% | 13.6% |
| **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% | 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.

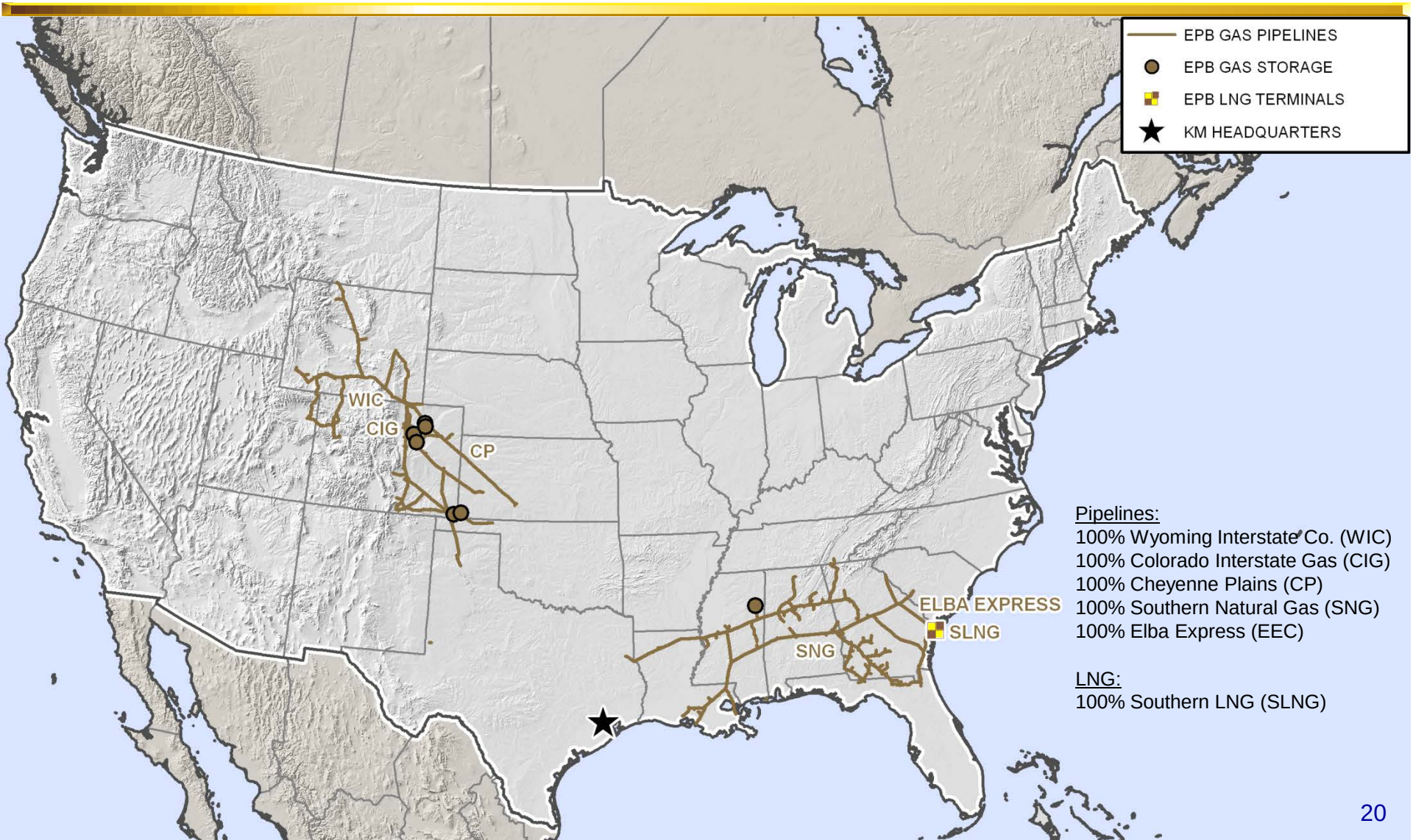
KINDER MORGAN

# EL PASO PIPELINE PARTNERS

a Kinder Morgan company

## EPB

# EPB System Map

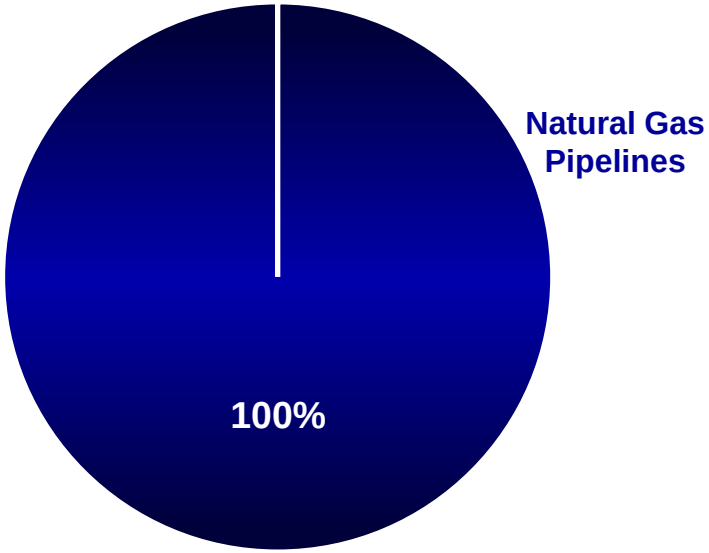



Pipelines:
100% Wyoming Interstate Co. (WIC)
100% Colorado Interstate Gas (CIG)
100% Cheyenne Plains (CP)
100% Southern Natural Gas (SNG)
100% Elba Express (EEC)

LNG:
100% Southern LNG (SLNG)

# EPB Focused on Natural Gas Pipelines

**2013E EPB Segment Earnings before DD&A = $1.2 billion [a]**




## Natural Gas

- **Highly stable cash flow stream**
  - 89% interstate pipelines
    - Average contract life = ~7 years
  - 11% LNG
    - Average contract life = ~19 years [b]
  - Minimal throughput and commodity exposure
    - More than 90% of revenue comes from capacity reservation charges
- **Opportunities for growth**
  - Full-yr of integration cost savings
  - Dropdown opportunities from KMI
    - Expected 2013 dropdown from KMI of 50% interest in Gulf LNG
  - Expansion opportunities
    - 2013 budgeted growth capex = $158 million
    - Growing power generation demand in Southeast
    - LNG exports
    - Demand growth on Front Range, Colorado
    - Storage in Rockies and Southeast

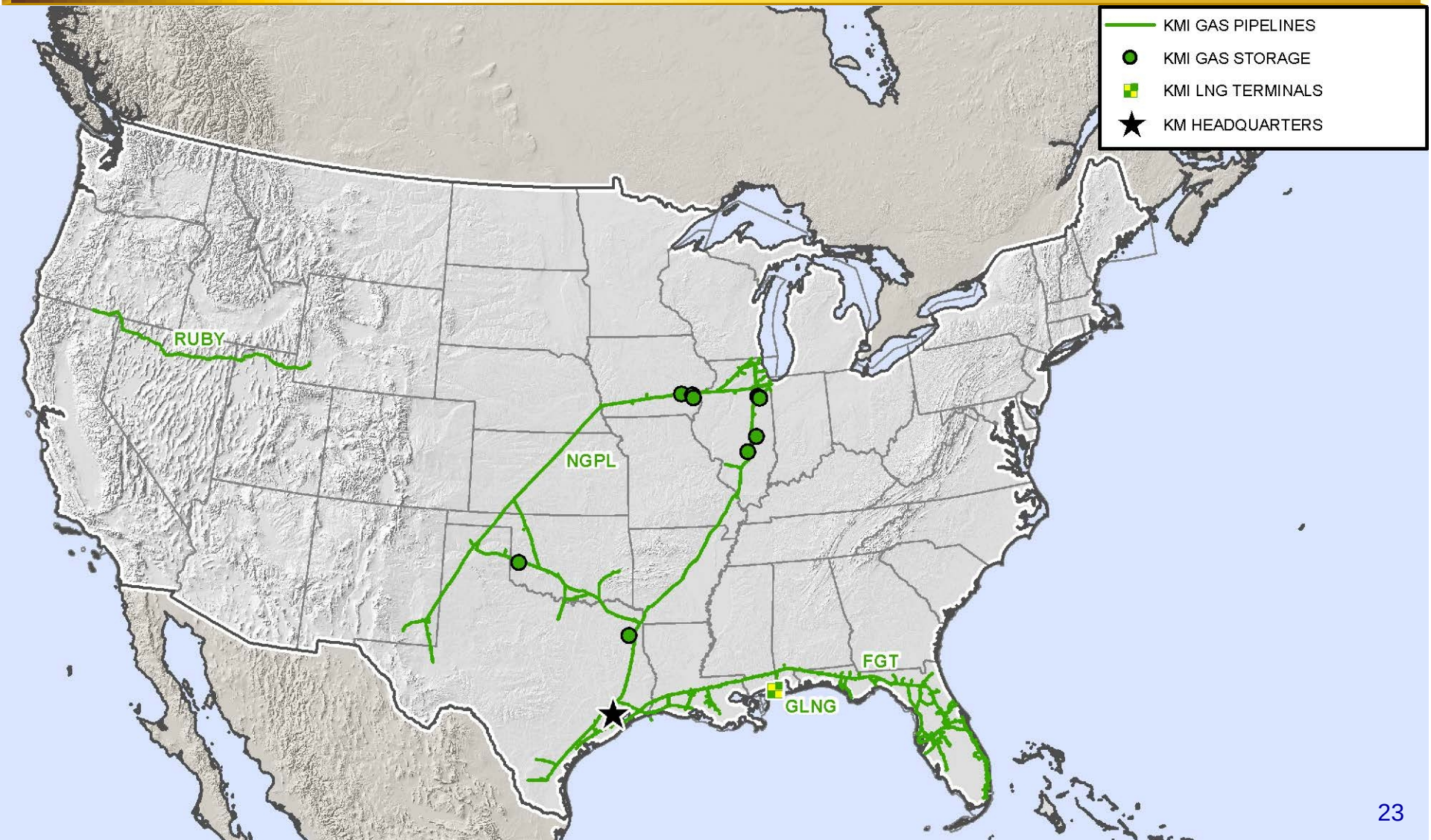
(a) Segment earnings before DD&A including proportionate amount of JV DD&A and excluding certain items.
(b) LNG average contract life includes both Elba Island and Gulf.

KINDER MORGAN
INC.

# KMI

# KMI Remaining Assets Available For Dropdown

***Plan to move all assets to KMP / EPB over time, except NGPL***



# KMI Overview

- **KMI pays regular c-corp dividend with attractive combination of yield plus growth**
- **KMI Investments / Assets:**
  - Investment in MLPs
    - KMP:
      - General Partner (GP) interest receives incentive distributions from KMP
      - KMI owns ~10% of total limited partner (LP) interests
    - EPB:
      - GP interest receives incentive distributions from EPB
      - KMI owns ~42% of total LP interests
  - KMI intends to return to being a pure-play GP in 2014 with completion of dropdowns
    - Remaining assets available for dropdown:
      - 50% of Gulf LNG (GLNG) [(a)]
      - 50% of Florida Gas Transmission (FGT)
      - 50% of Ruby
  - KMI's legacy 20% investment in NGPL – no current plans to dropdown
- **Substantial management ownership of KMI stock:**
  - Public ~65%
  - Rich Kinder, other management and original stockholders ~28%
  - Sponsor ~7%

(a) 2013 budget contemplates dropdown of 50% interest in GLNG to EPB.

# Risks

- **Regulatory (KMP/EPB/KMI)**
  - Pacific Products Pipeline FERC / CPUC cases
  - Periodic rate reviews
  - Unexpected policy changes
- **Crude oil production volumes (KMP)**
- **Crude oil prices (KMP)**
  - 2013 budget assumes $91.68/Bbl realized price on unhedged barrels
  - 2013 sensitivity is ~$5.9 million DCF per $1/Bbl change in crude oil prices
- **Economically sensitive businesses (e.g., steel terminals) (KMP)**
- **Environmental (e.g., pipeline / tank failures) (KMP/EPB/KMI)**
- **Terrorism (KMP/EPB/KMI)**
- **Interest rates (KMP/EPB/KMI)**
  - Full-year impact of 100-bp increase in floating rates equates to ~$61 million increase in interest expense at KMP [(a)]

(a) As of 3/31/2013 further adjusted for Copano acquisition, approximately $6.1 billion of KMP's total $18.4 billion in net debt was floating rate.

# Summary

## *KMI, KMP, KMR & EPB: Attractive Value Proposition*

- Unparalleled asset footprint
- Highly visible, attractive dropdown inventory
- Significant, identified growth opportunities
- Attractive returns driven by combination of yield plus growth
- Established track record
- Industry leader in all business segments
- Experienced management team
- Supportive general partner
- Transparency to investors

**Long-term Growth Targets [a]**

***Next 3 to 5 Years (2012+)***

- KMP = ~5-6%
- EPB = ~5-6%
- KMI = ~9-10%

(a) Growth rates based on distribution per unit / dividend per share.

# Appendix

# Natural Gas Pipelines

## *Segment Outlook*

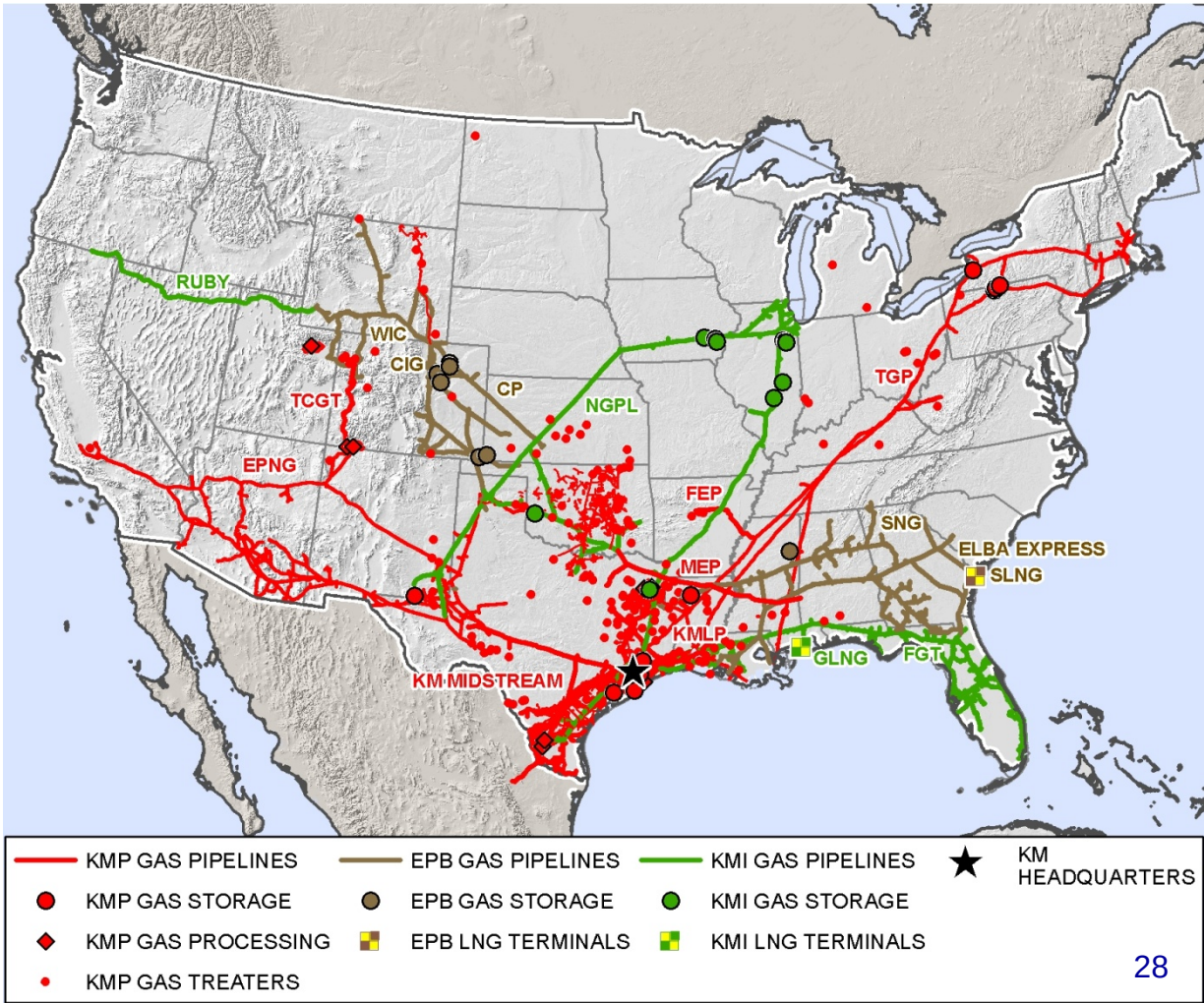
***Well-positioned connecting key natural gas resource plays with major demand centers***

**Project Backlog:**

- $3.5 billion of identified growth projects over next five years [(a)], including:
  - TGP Northeast upgrade
  - LNG liquefaction (FTA @ Gulf & Elba Island)
  - Eagle Ford gathering & processing
  - SNG / Elba Express expansions
  - Sierrita lateral to Mexico border

**Long-term Growth Drivers:**

- Attractive dropdown inventory at KMI
- Natural gas the logical fuel of choice
  - Cheap, abundant, domestic and clean
- Unparalleled natural gas network
  - Sources natural gas from every important natural gas resource play in the U.S.
    - Eagle Ford, Marcellus, Utica, Uinta, Haynesville, Fayetteville, Barnett, Mississippi Lime and Eaglebine
  - Connected to every major demand center in the U.S.
- Demand growth and shifting supply from multiple basins
  - Power / gas-fired generation
  - Industrial and petchem demand
  - Growth in Mexican natural gas demand
  - Repurposing portions of existing footprint
  - Greenfield development
- Expand service offerings to customers (e.g. treating and G&P)
- LNG exports
- Acquisitions




(a) Excludes acquisitions and dropdowns, includes KM's share of non-wholly owned projects.
Includes projects currently under construction.

# Products Pipelines

## *Segment Outlook*

***Opportunities for growth from increased liquids production***

### Project Backlog:

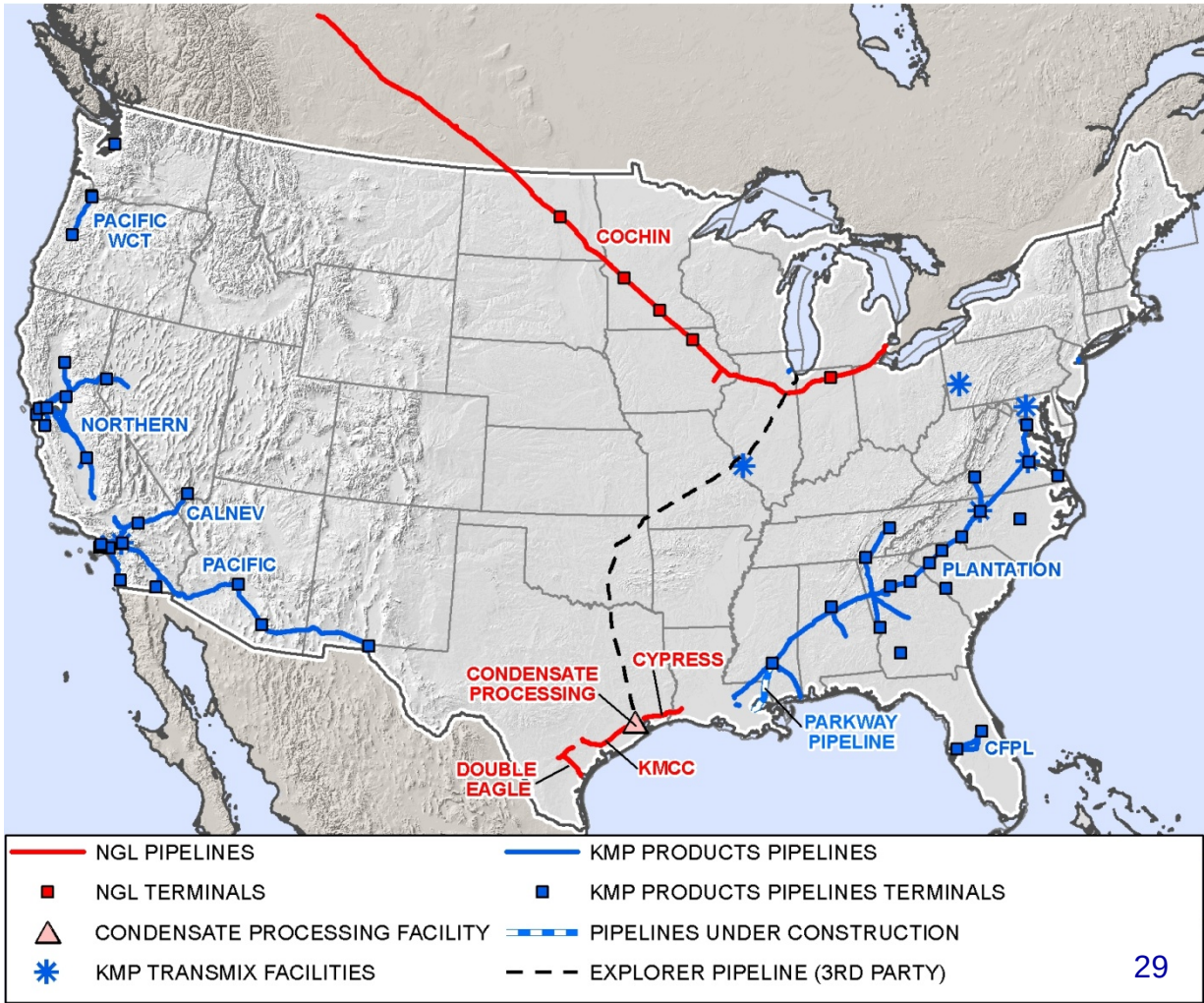
- $0.9 billion of identified growth projects over next two years [(a)], including:
  - Cochin reversal & diluent conversion
  - Condensate processing
  - Sweeney lateral
  - Parkway
  - Double Eagle

### Long-term Growth Drivers:

- Development of shale play liquids infrastructure (condensate transportation and processing)
- Repurposing portions of existing footprint in different product uses
- RFS [(b)] increases demand for storage and ancillary services
  - Ethanol and biodiesel growth including terminals and pipeline expansions
- Tariff index adjustments
- Tuck-in acquisitions

(a) Excludes acquisitions, includes KM's share of non-wholly owned projects.
Includes projects currently under construction.

(b) RFS (U.S. Renewable Fuels Standard) requires an increase in use of renewable fuels, from 17 Bgal/yr in 2013 to 36 Bgal/yr in 2022.



# Terminals

## *Segment Outlook*

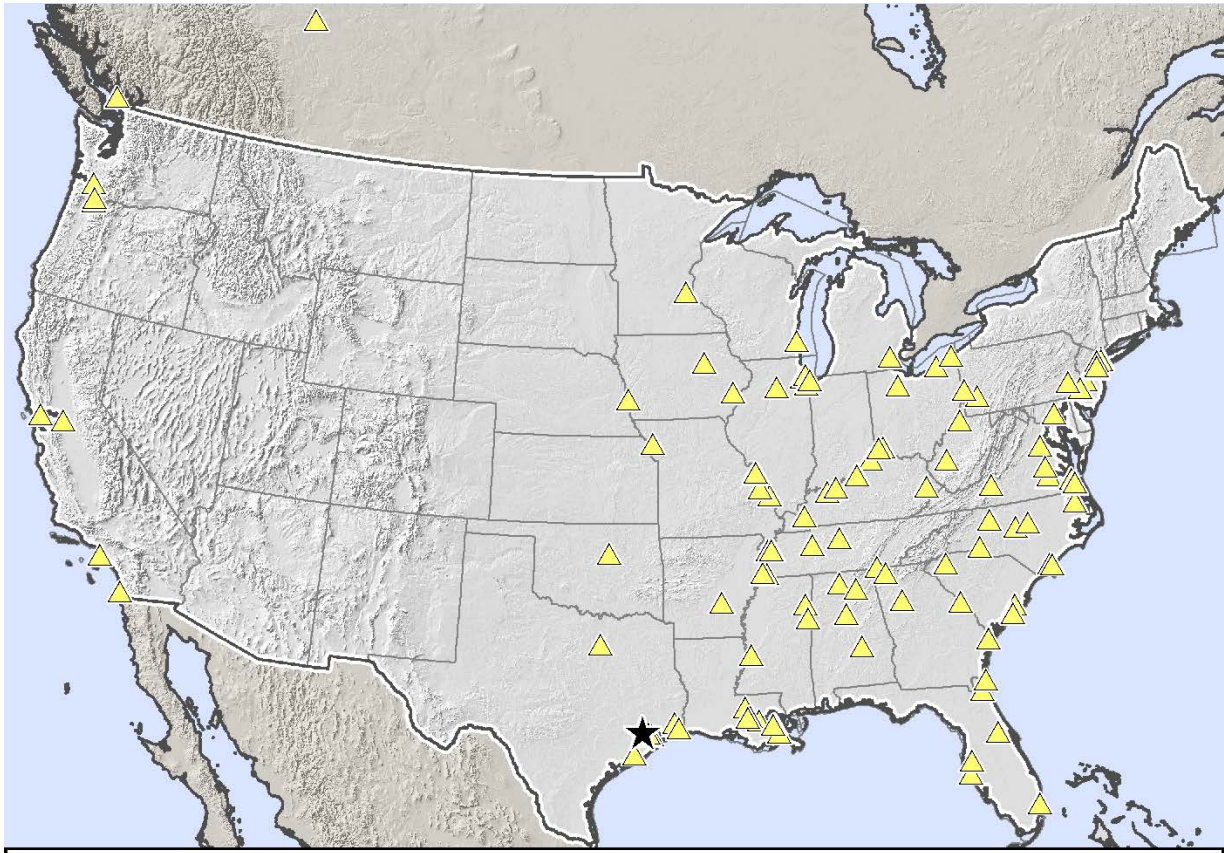
***Well-located in refinery / port hubs and inland waterways***

### Project Backlog:

- **$1.7 billion of identified growth projects over next three years [(a)], including:**
  - **Liquids**
    - Edmonton Phase I / II expansions
    - BOSTCO project
    - Houston terminal network expansion
  - **Bulk**
    - Deepwater coal handling
    - IMT Phase I / II / III coal handling
    - BP Whiting petcoke handling
    - Port of Houston export coal

### Long-term Growth Drivers:

- **Gulf Coast diesel and gasoline exports**
- **Crude oil merchant tankage**
- **Crude by rail**
- **Newbuild / expansion of export coal terminals**
- **Chemical Infrastructure and base business growth built on production increases**
- **Tuck-in acquisitions**




(a) Excludes acquisitions, includes KM's share of non-wholly owned projects.
Includes projects currently under construction.

# $CO_2$
## *Segment Outlook*

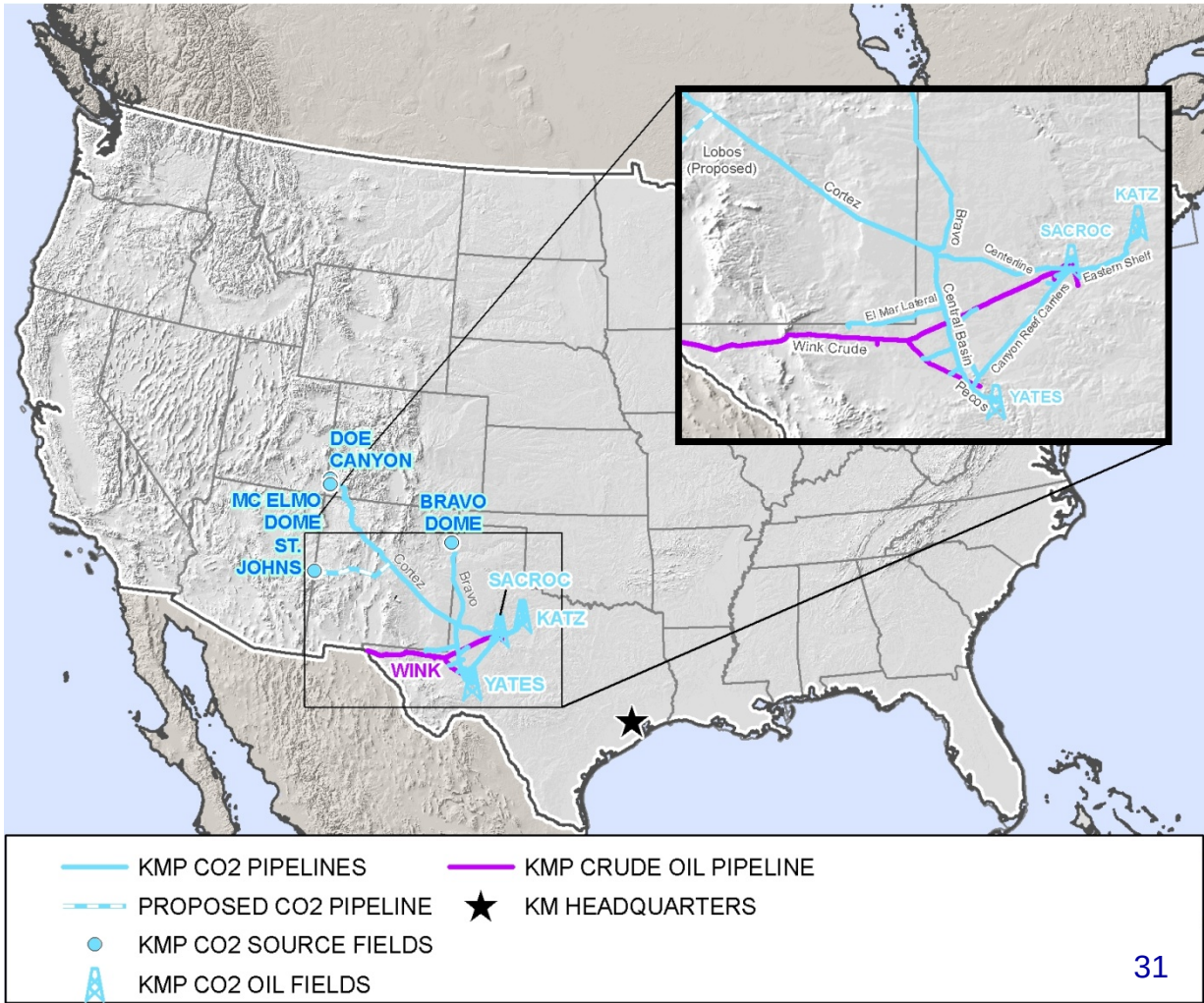
**Own and operate best source of $CO_2$ for EOR [(a)]**

### Project Backlog:

- **Identified growth projects totaling $1.1 billion and $1.0 billion in S&T and EOR [(a)], respectively, over next five years [(b)], including:**
  - **S&T**
    - McElmo / Doe Canyon expansion
    - St. Johns build-out
  - **Oil Production**
    - SACROC / Yates / Katz
    - SACROC NGL plant & gathering

### Long-term Growth Drivers:

- **Strong demand for $CO_2$ drives volume and price**
- **Billions of barrels of domestic oil still in place to be recovered at SACROC, Yates and Katz, including potential exploitation of additional zones**




(a) EOR = Enhanced Oil Recovery.
(b) Excludes acquisitions, includes KM's share of non-wholly owned projects.
Includes projects currently under construction.

# Kinder Morgan Canada

## *Segment Outlook*

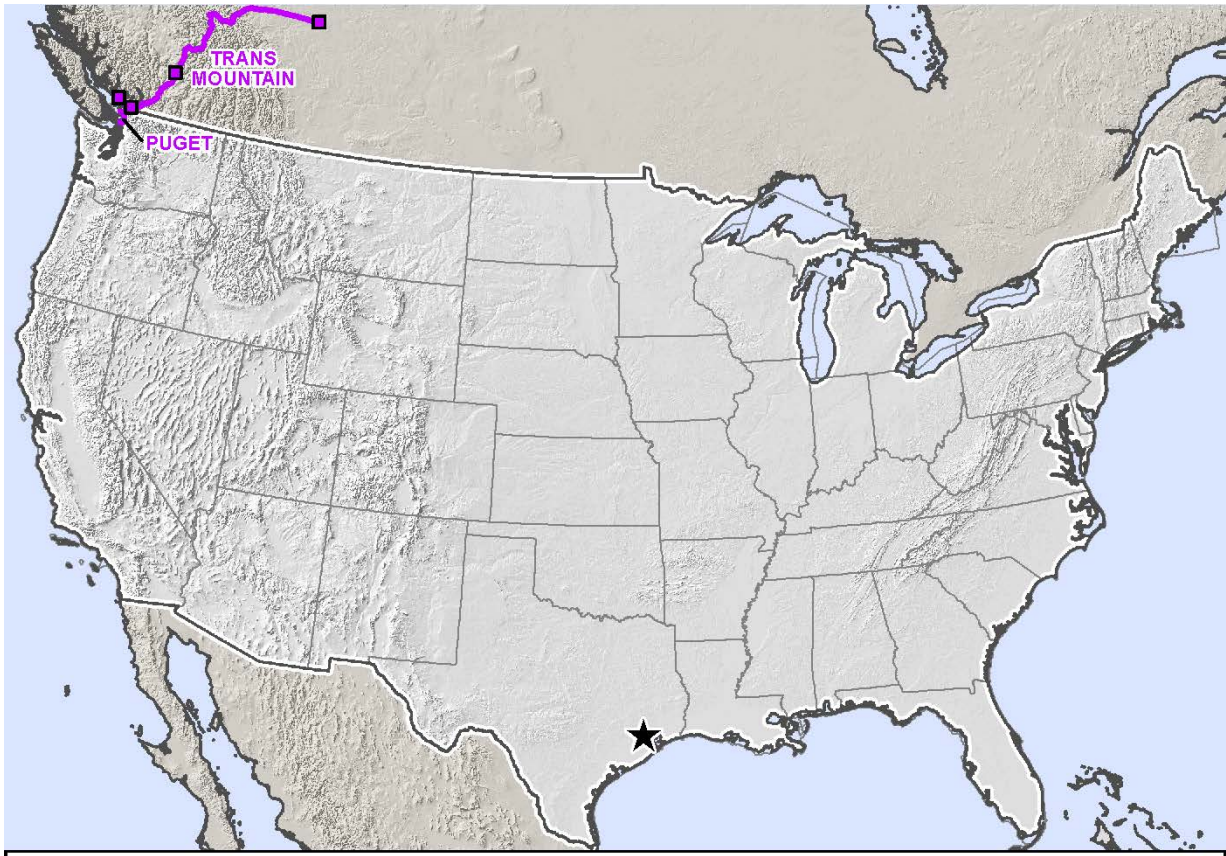
**Sole oil pipeline from Oilsands to West Coast / export markets**

**Project Backlog:**

- **$5.4 billion expansion of TMPL**

**Long-term Growth Drivers:**

- **Expand Oilsands export capacity to West Coast and Asia**
  - **Following successful open season, major expansion plans under way**
    - More than doubling capacity from 300 MBbl/d currently to approximately 890 MBbl/d
    - Strong commercial support from shippers with binding long term contracts for 708 MBbl/d of firm transport capacity
    - Projected cost of $5.4 billion
    - Proceeding with project design, planning and consultation
    - Expected in-service late 2017
- **Expanded dock capabilities (Vancouver)**
  - **TMPL expansion will increase dock capacity to over 600 MBbl/d**
  - **Access to global markets**




KINDER MORGAN