



A large, white, cylindrical oil storage tank stands in a grassy field under a cloudy sky. The tank features a large mural in the center consisting of the words "AMERICAN OIL" at the top, a stylized American flag in the middle, and the words "AMERICAN JOBS" at the bottom. The tank has a metal walkway around its top edge and several vertical pipes running down its side.

**AMERICAN OIL**  
  
**AMERICAN JOBS**

2022 ANALYST MEETING

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# Forward-Looking Statements

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This presentation contains forward-looking statements based on the beliefs of the company, as well as assumptions made by, and information currently available to our management team (including information published by third parties). When used in this presentation, words such as “anticipate,” “project,” “expect,” “plan,” “seek,” “goal,” “estimate,” “forecast,” “intend,” “could,” “should,” “would,” “will,” “believe,” “may,” “scheduled,” “pending,” “potential” and similar expressions and statements regarding our plans and objectives for future operations, are intended to identify forward-looking statements.

Although management believes that the expectations reflected in such forward-looking statements are reasonable, it can give no assurance that such expectations will prove to be correct. You should not put undue reliance on any forward-looking statements, which speak only as of their dates. Forward-looking statements are subject to risks and uncertainties that may cause actual results to differ materially from those expected, including insufficient cash from operations, adverse market conditions, governmental regulations, the possibility that tax or other costs or difficulties related thereto will be greater than expected, the impact of competition and other risk factors discussed in our latest filings with the Securities and Exchange Commission.

All forward-looking statements attributable to Enterprise or any person acting on our behalf are expressly qualified in their entirety by the cautionary statements contained herein, in such filings and in our future periodic reports filed with the Securities and Exchange Commission. Except as required by law, we do not intend to update or revise our forward-looking statements, whether as a result of new information, future events or otherwise.



# EPD Analyst Meeting Agenda

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## Opening

Jim Teague, Randy Fowler

## Supply & Demand Fundamentals

Tony Chovanec

## Commercial

Brent Secrest, Natalie Gayden, Tug Hanley, Justin Kleiderer, Chris D'Anna

## Project 11

Bob Sanders

## Q&A & Break

## Operations, Environmental, Safety & Evolutionary Technologies

### Operations, Environmental & Safety

Graham Bacon, Angie Murray, Magnus Ohlsson, Chris Pipkin

### Energy Evolution Trends & Evolutionary Technologies

Chris Nelly, Tony Chovanec, Angie Murray, Carrie Weaver

## Finance & Cybersecurity

Chris Nelly, Daniel Boss

## Q&A



# OPENING REMARKS

Jim Teague, Co-CEO  
Randy Fowler, Co-CEO & CFO

We're Still Standing



# U.S. Oil & Gas Industry – We're Still Standing!

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## *A 10-Year Dichotomy 2012 to 2021*

- U.S. oil & gas industry persevered through a paradoxical decade 2012–2021
  - U.S. oil price began decade at \$103/Bbl; averaged \$65.38
  - U.S. natural gas price began decade at \$2.99/MMBtu; averaged \$3.05
- Innovation, U.S. Energy Independence / Competitiveness, Job Creation
  - U.S. crude oil production bottomed at 4.7 MMBpd in October 2008
  - U.S. oil & gas industry begins applying horizontal fracking technology to crude oil reservoirs in the Eagle Ford and Bakken in 2007 and then in the Permian Basin in 2013 – a game changer!
  - Low cost U.S. crude oil and natural gas result in
    - \$1.5 trillion economic windfall (2012–2021) for U.S. consumers thru lower energy bills
    - Natural gas & NGLs improve competitiveness, leads to renaissance of domestic petrochemical and manufacturing sectors, resulting in over \$200 billion of capital investment
- Oil & gas products integral to modern civilization, health and prosperity
- During the decade, U.S. transitions from a 10 MMBpd importer of crude oil to a net exporter of hydrocarbons in 2019
  - Energy independence enhances U.S. geopolitical strength
  - U.S. LPG (propane) exports significantly reduce global energy poverty and emissions
- U.S. is cleanest producer of hydrocarbons in the world and getting cleaner
- U.S. crude oil production peaks at 12.9 MMBpd in December 2019
- U.S. becomes world's largest exporter of natural gas and LPG



# U.S. Oil & Gas Industry – We’re Still Standing!

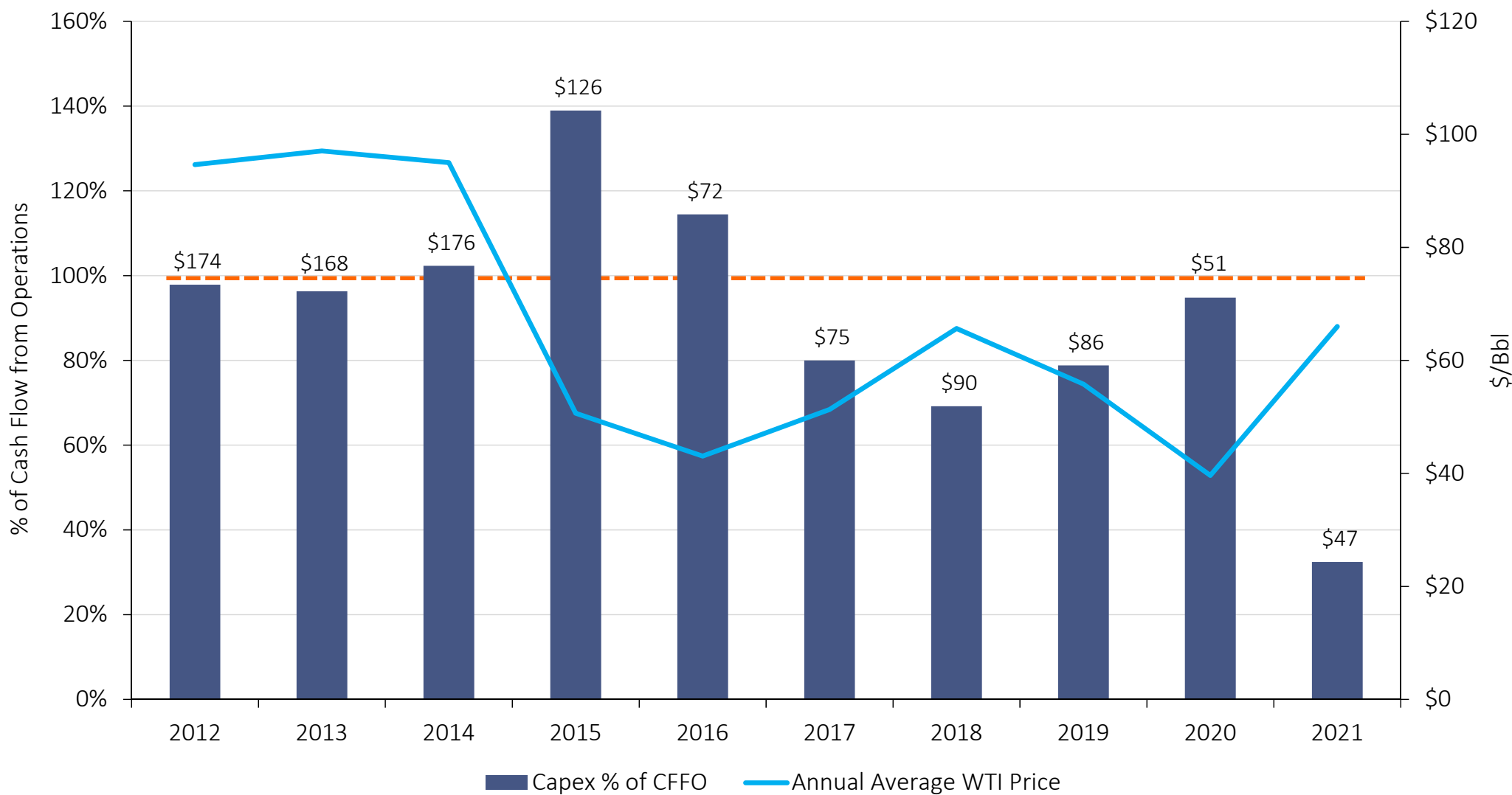
## *A 10-Year Dichotomy 2012 to 2021*

- Enduring attacks and obstacles to production growth
  - Environmental activists, elected state and federal officials, regulators (2012 to present)
    - Litigation / regulation to stop development of energy infrastructure: Keystone, Mountain Valley, Atlantic Coast Connector, Enbridge Line 5
    - FERC unilateral policy change re: global cost of carbon in project justification
  - OPEC+ fights for market share with price war to kill U.S. shale (2014–2018)
    - Floods global market with crude which collapses price to \$26/Bbl in February 2016 resulting in first wave of industry layoffs, bankruptcies and dividend cuts
  - Due to poor returns, environmental mandates and political rhetoric “get rid of fossil fuels”, institutional investors shun oil & gas industry, demand energy companies reduce capital expenditures and production growth while returning more capital to investors
  - Pandemic and global economic lock downs
    - Demand and oil prices collapse to –\$37.63/Bbl in April 2020 resulting in second wave of layoffs, bankruptcies and dividend cuts in energy sector within 6 years
  - U.S. drilling activity and crude oil production increases 20% from pandemic low of 9.7 MMBpd in May 2020 to 11.6 MMBpd in December 2021; expect production to increase to 12.4 MMBpd by December 2022, within 5% of pre-pandemic record
  - Oil & gas industry currently facing post-COVID supply chain shortages (labor, steel, sand), oilfield service equipment cannibalization, and cost inflation 20%+
  - Expect 8 to 12 months to materially ramp up domestic production



# S&P Large Cap E&Ps' Invested ≈\$1 Trillion over 10 Years

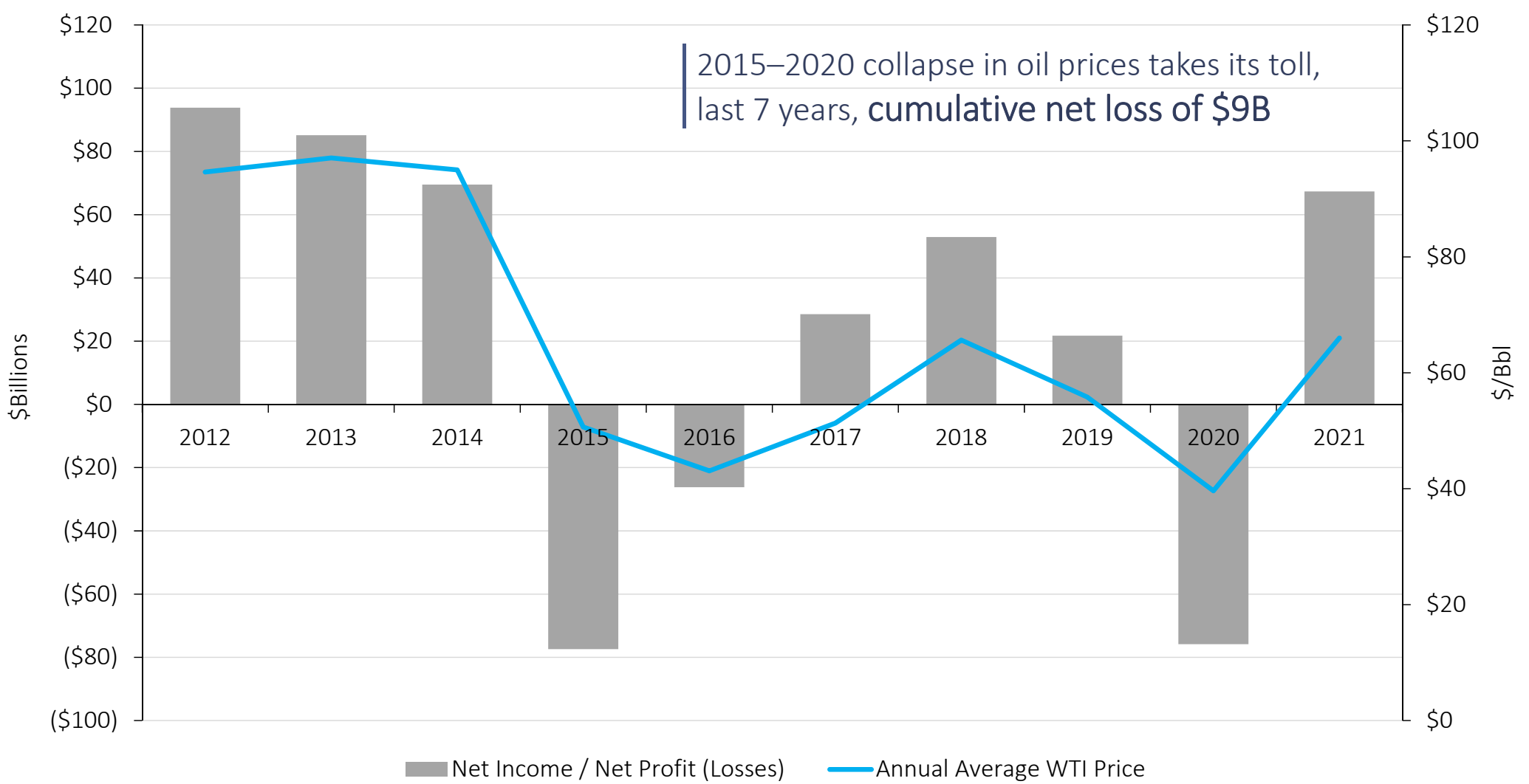
## Capital Investment as % of Cash Flow



Figures represent S&P 500 Energy Sector (XLE) 24 E&P constituents only, as of 2012  
Source: Bloomberg  
Capex is represented in \$Billions  
See definitions for "CFFO"

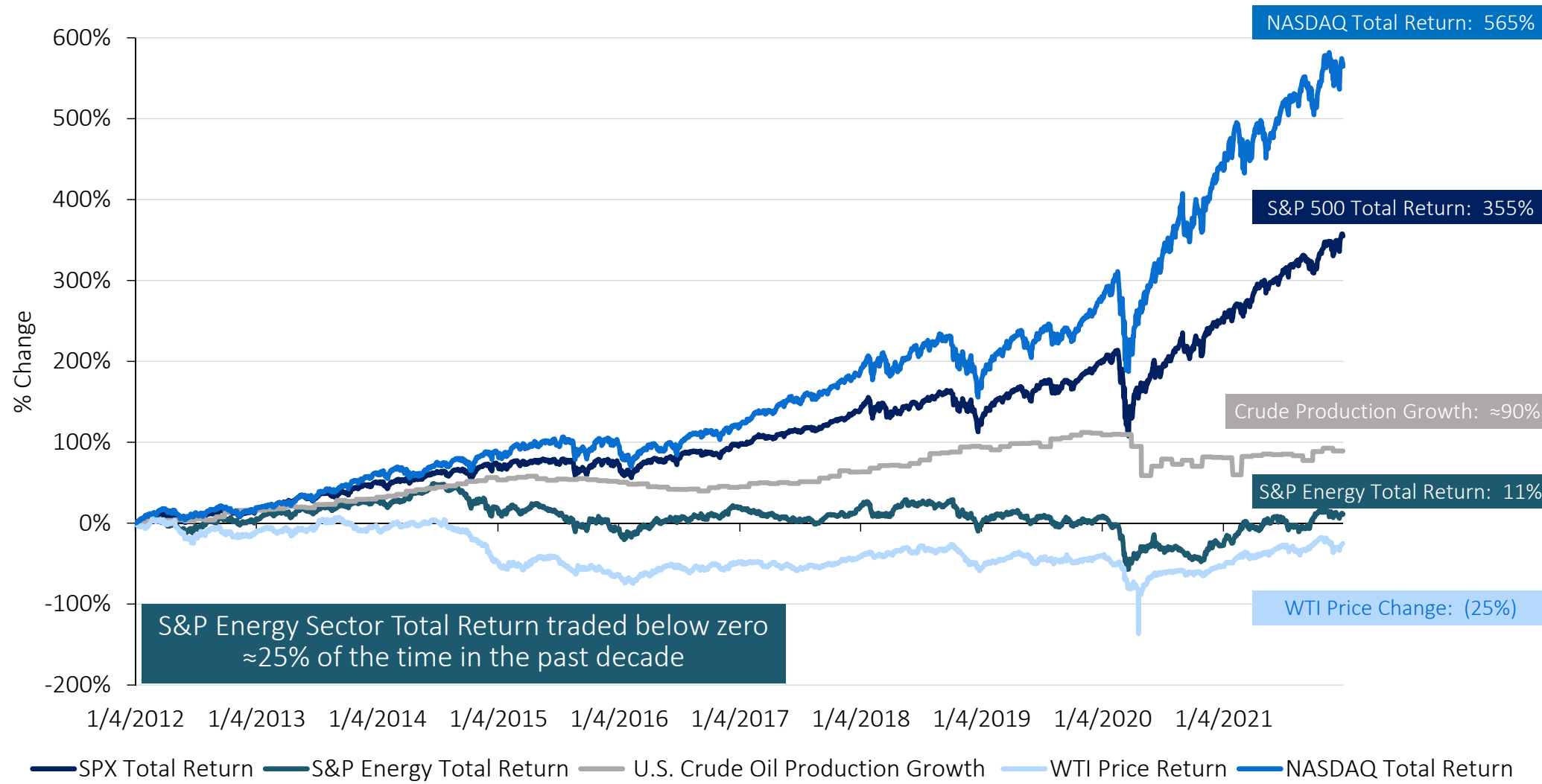
# S&P Large Cap E&Ps' Earnings Essentially Zero for Last 7 Years

## Net Income vs. Annual WTI Crude Price



# Investors Flee S&P Energy Sector for Better Returns

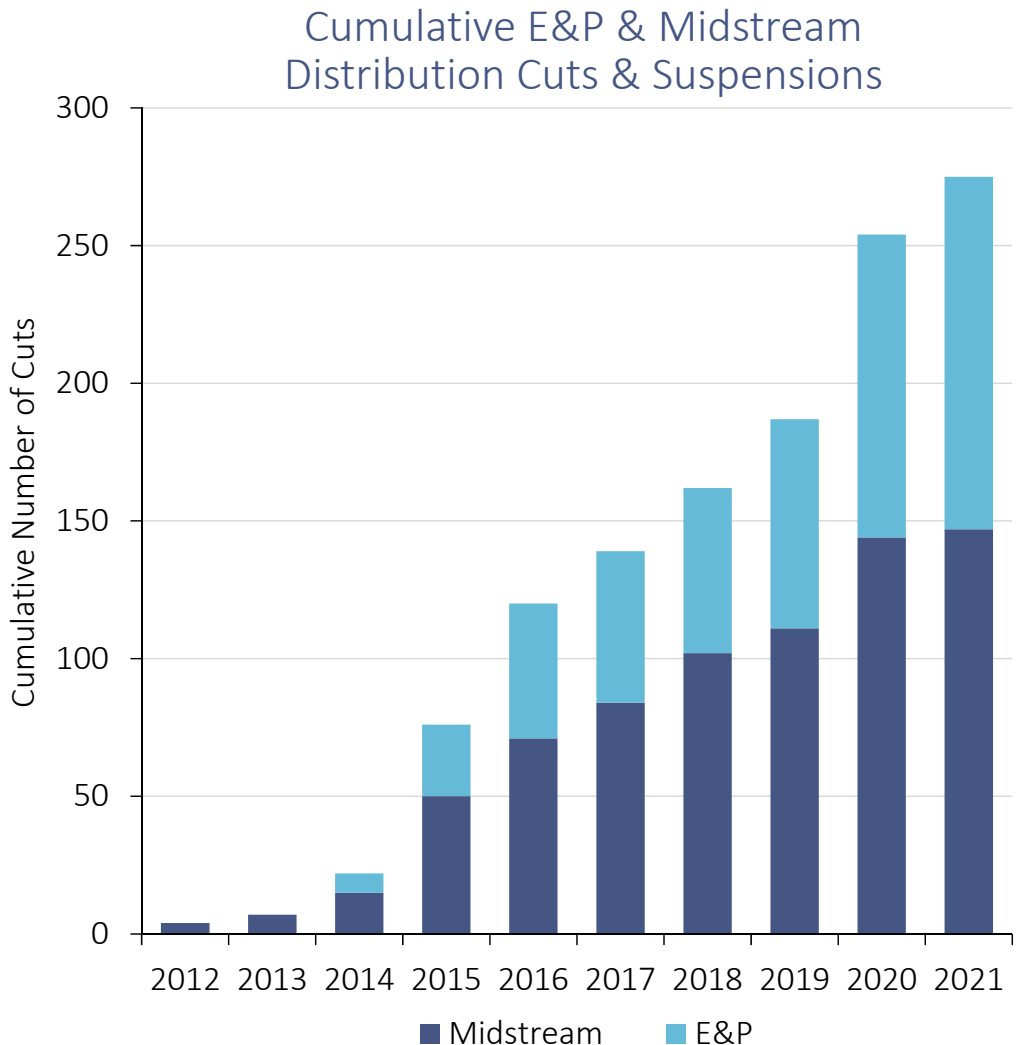
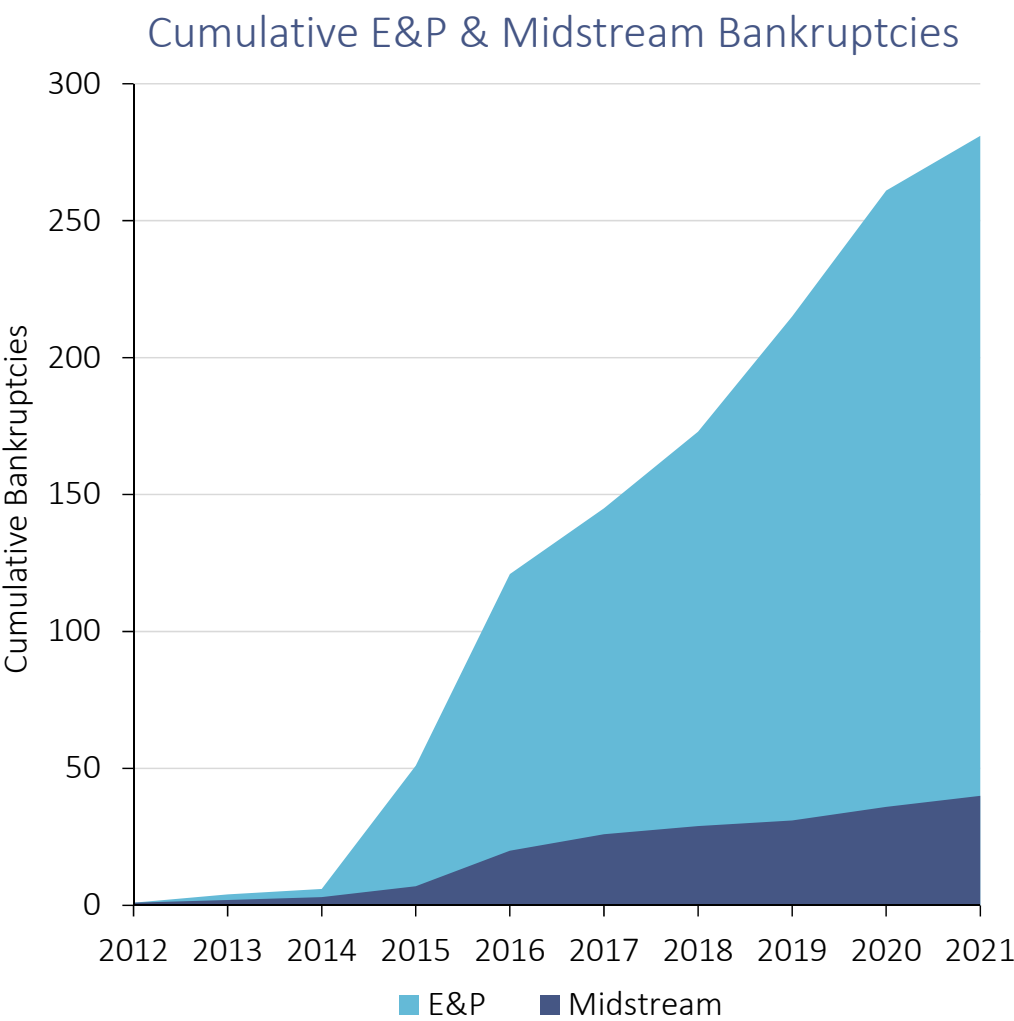
NASDAQ and S&P 500 appreciates, U.S. oil production grows, oil prices drop, while S&P Energy Sector significantly lags in relative return



Source: Bloomberg  
Note: "S&P Energy Sector" based on XLE Energy Select fund total return  
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# Energy Sector Bankruptcies & Dividend Cuts

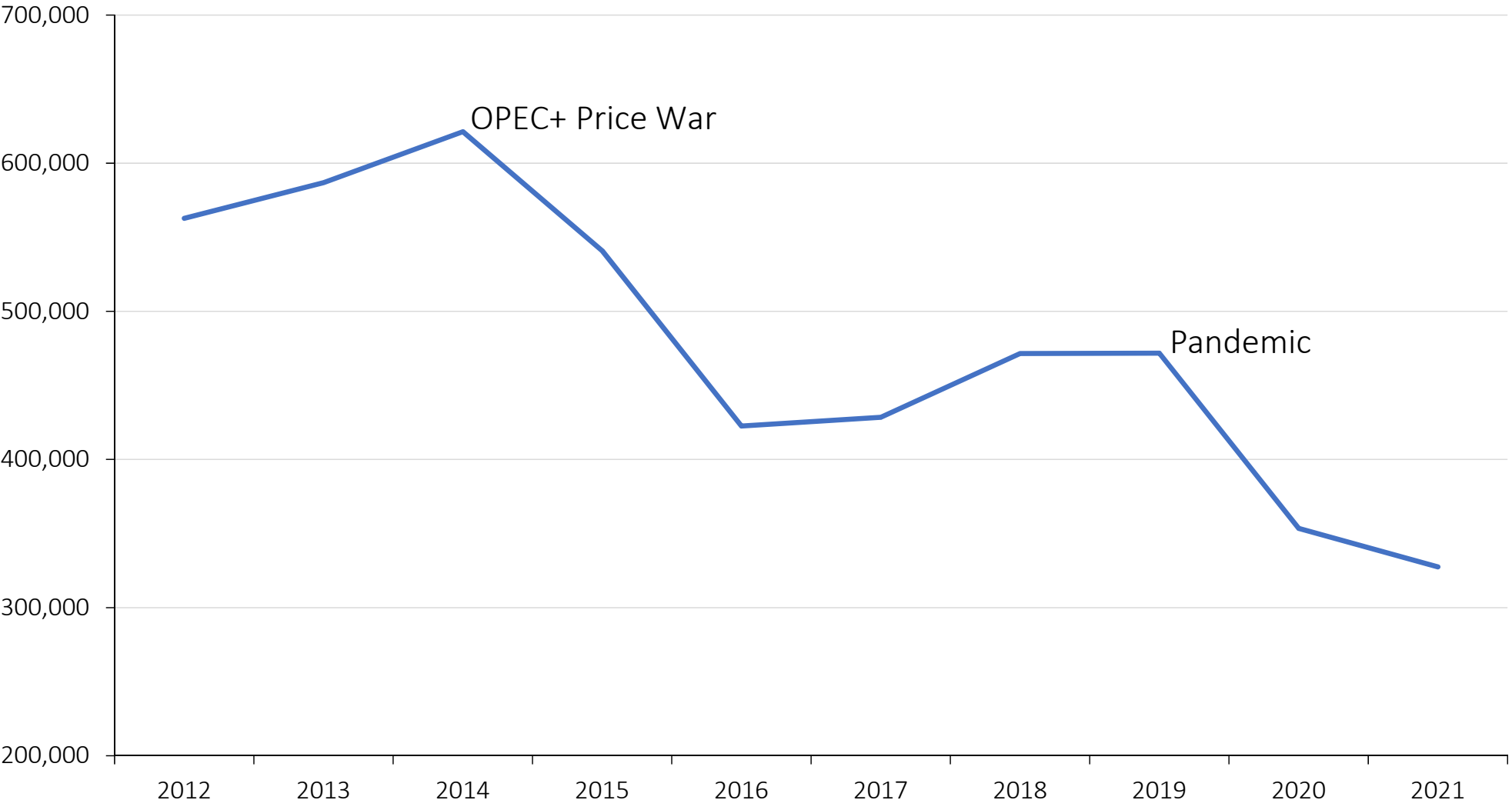
While consumers benefited from low energy prices, the U.S. energy industry has been decimated by 2 recessions within 6 years



# 2 Energy Recessions in 6 Years Adversely Impacts Energy Employment

*44% Drop in Employment Since OPEC+ Price War in 2014*

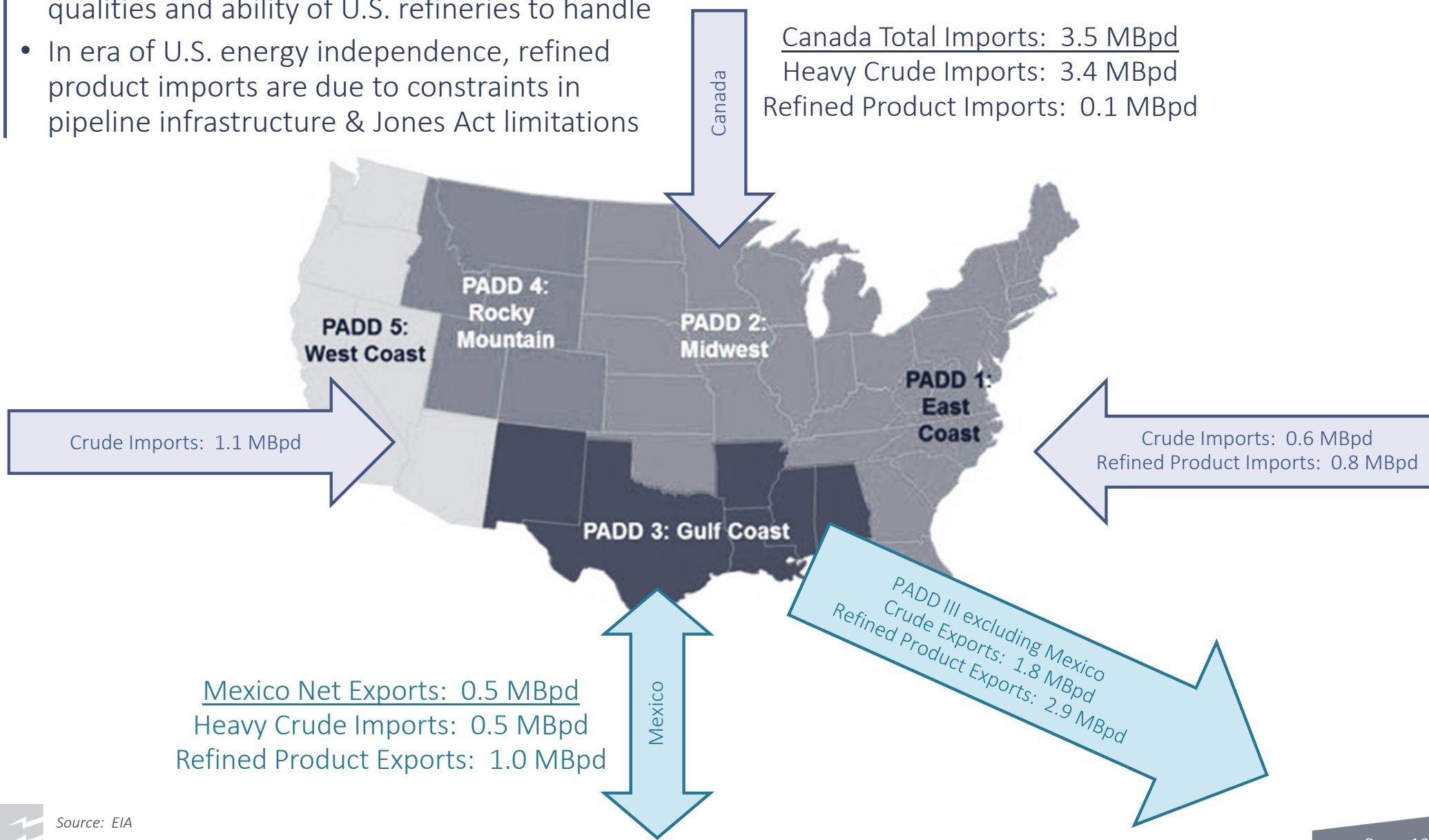
Total U.S. Employment: Oil & Gas Drilling and Production



# U.S. is an Importer and Exporter of Crude Oil & Refined Products

## Crude Oil and Refined Products are Priced in Global Market

- Crude oil imports & exports are based on crude qualities and ability of U.S. refineries to handle
- In era of U.S. energy independence, refined product imports are due to constraints in pipeline infrastructure & Jones Act limitations



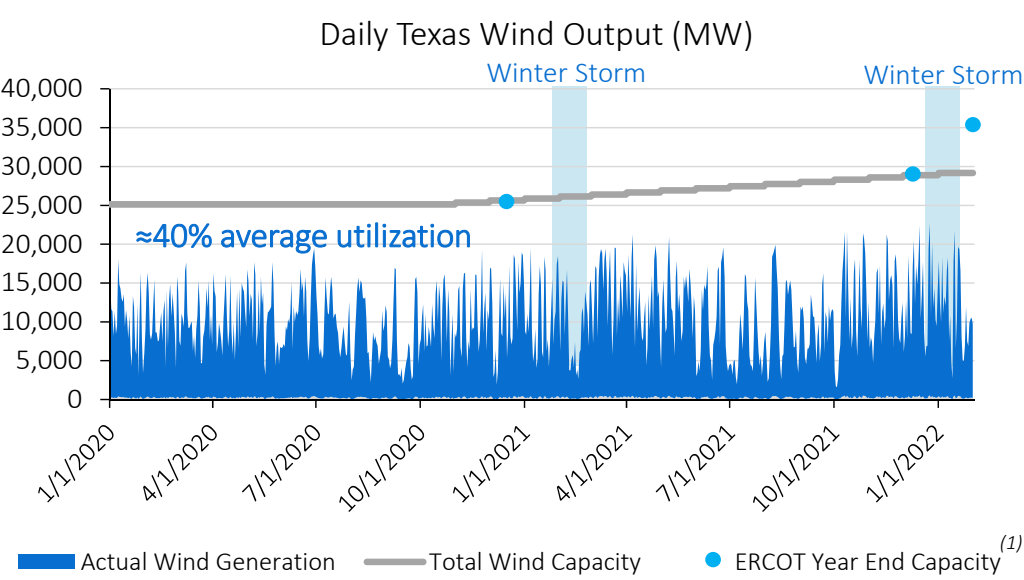
# U.S. Oil & Gas Industry – We're Part of the Future!

## *Global Population Growth Requires “All of the Above” Energy Sources*

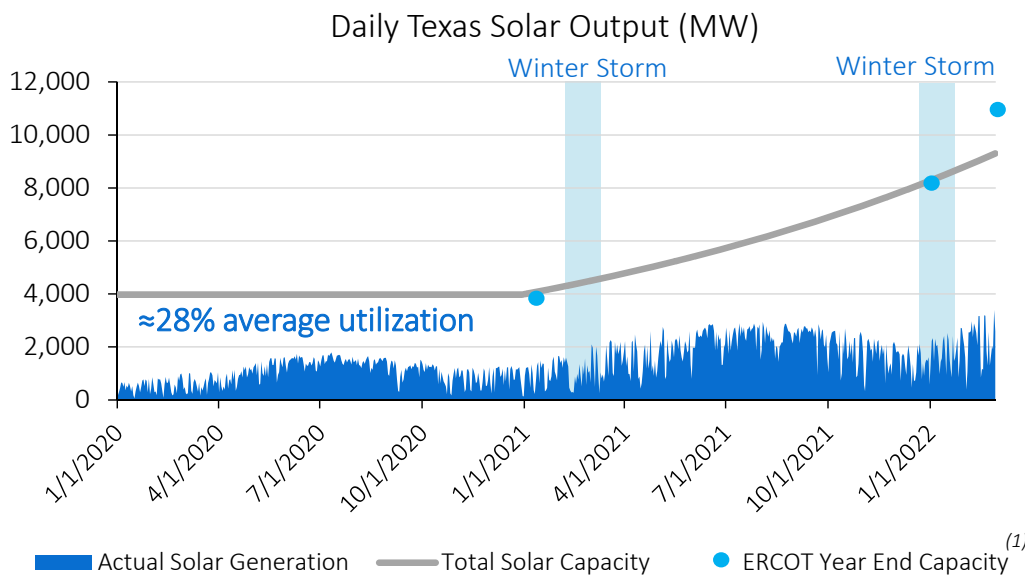
- Energy Security has replaced Energy Transition as highest priority
- Energy “**transition**” is really energy “**addition**”
  - World needs “all of the above” sources of energy
  - Demand for oil & gas expecting to increase by 18% by 2040 per IEA
  - Will be required to back up intermittent wind / solar / hydro
  - Early innings of a commodity super cycle
  - Extraction of green metals (cobalt, lithium, nickel, copper, rare earths) will need to significantly increase, more costly
  - China dominates mining and processing of green metals
- U.S. oil & gas industry will be the first mover in significant CCUS<sup>(1)</sup> projects

(1) “CCUS” means carbon capture, utilization, and storage  
Sources: IEA and EPD Fundamentals

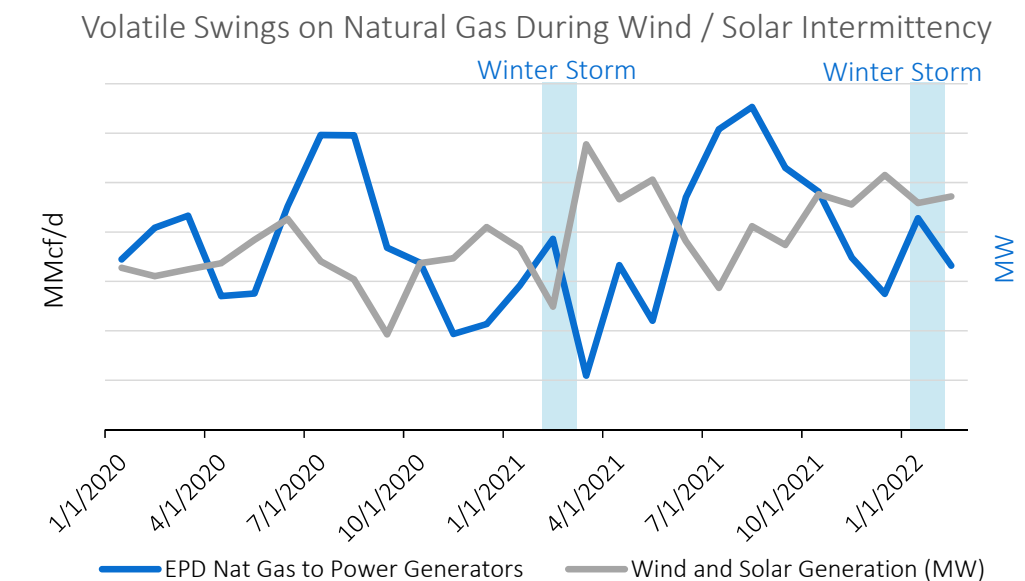
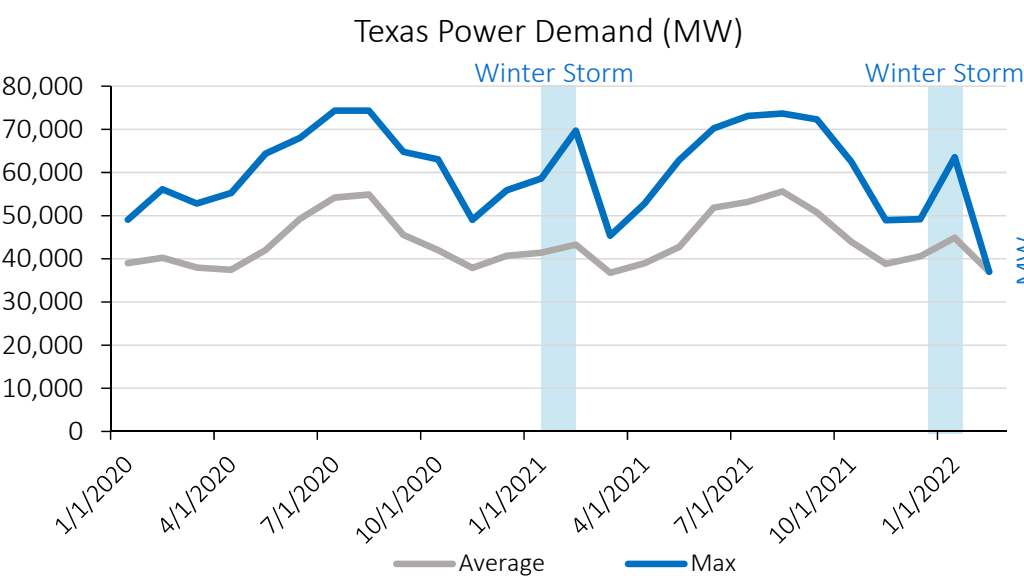
# The Texas Intermittent Challenge



In 2 years, over **100 days** of daily wind utilization fell below 20%



Only **≈14%** of daily solar capacity utilized during peak of 2/2021 winter storms<sup>(2)</sup>; Daily solar generation in 2022 averaging **≈23%**<sup>(3)</sup> of capacity



Source: ERCOT readily available data; generation adjusted from MWh to MW in order to calculate capacity utilization rates  
(1) Includes installed and synchronized capacity, adjusted from ERCOT year ending data  
(2) February 13–17, 2021 data  
(3) Through 2/28/2022

# SUPPLY AND DEMAND FUNDAMENTALS

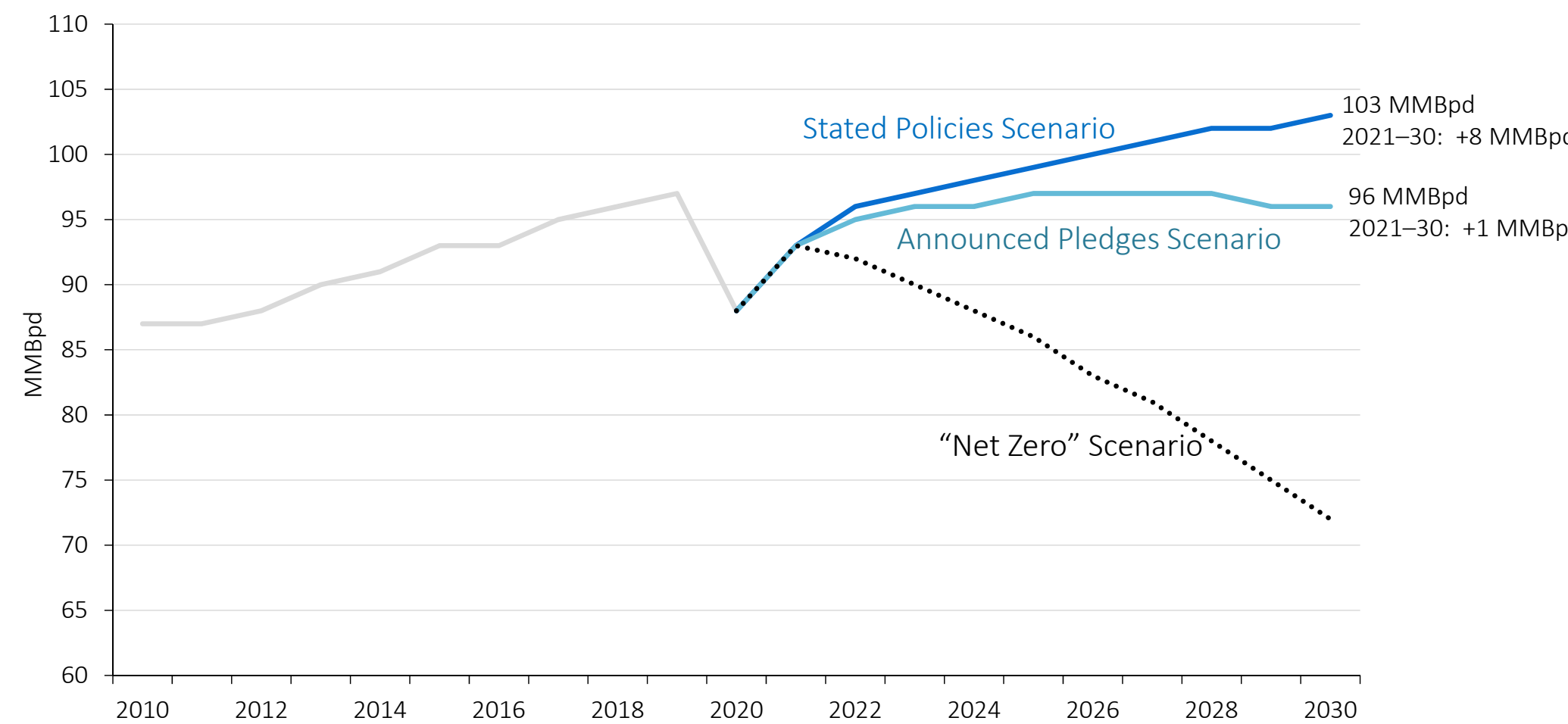
Tony Chovanec  
SVP, Fundamentals



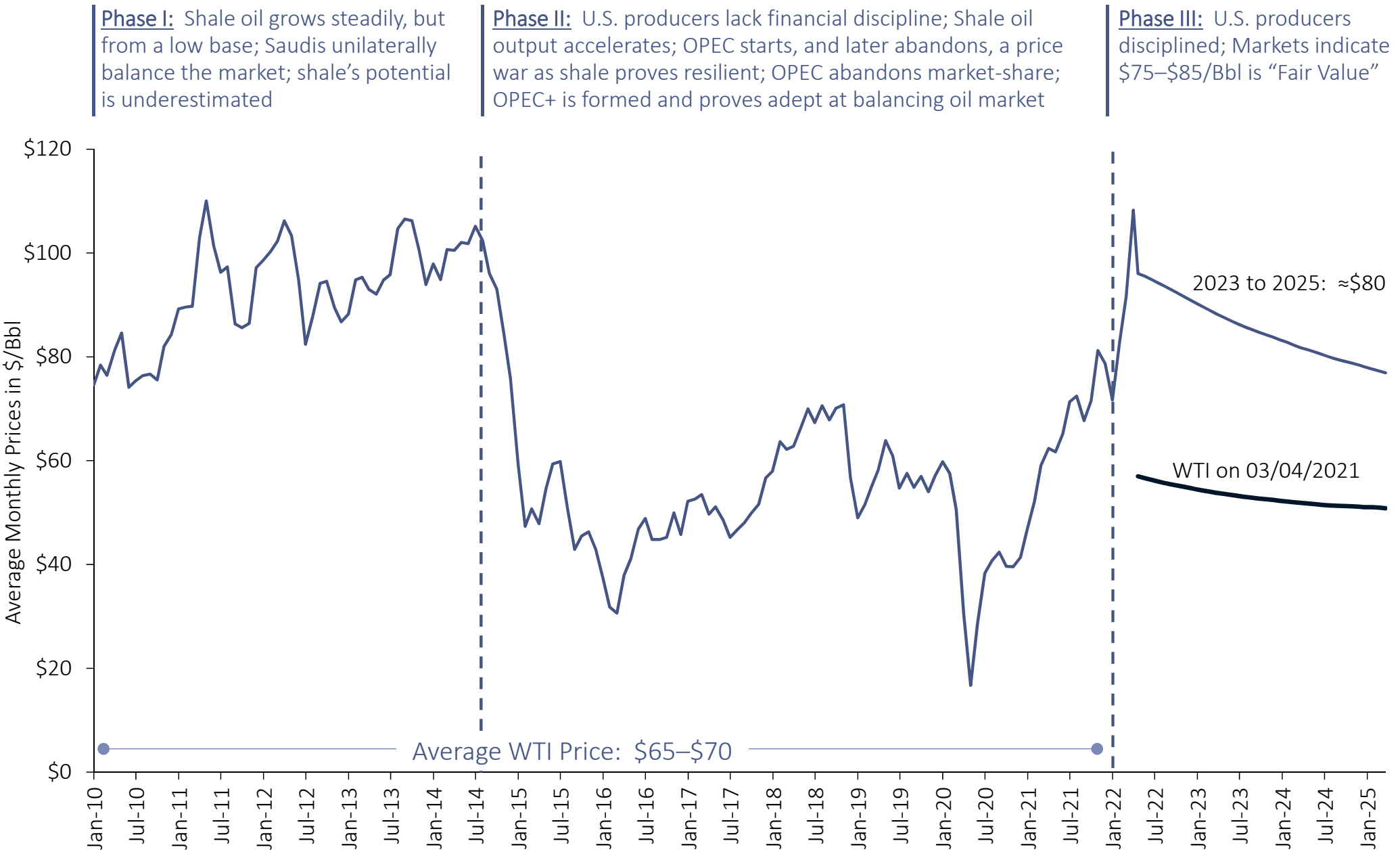
# IEA on Oil Demand

Oil demand only declines in the IEA's Net Zero Emissions scenario, which would be essentially impossible to implement

IEA Oil Demand by Scenario



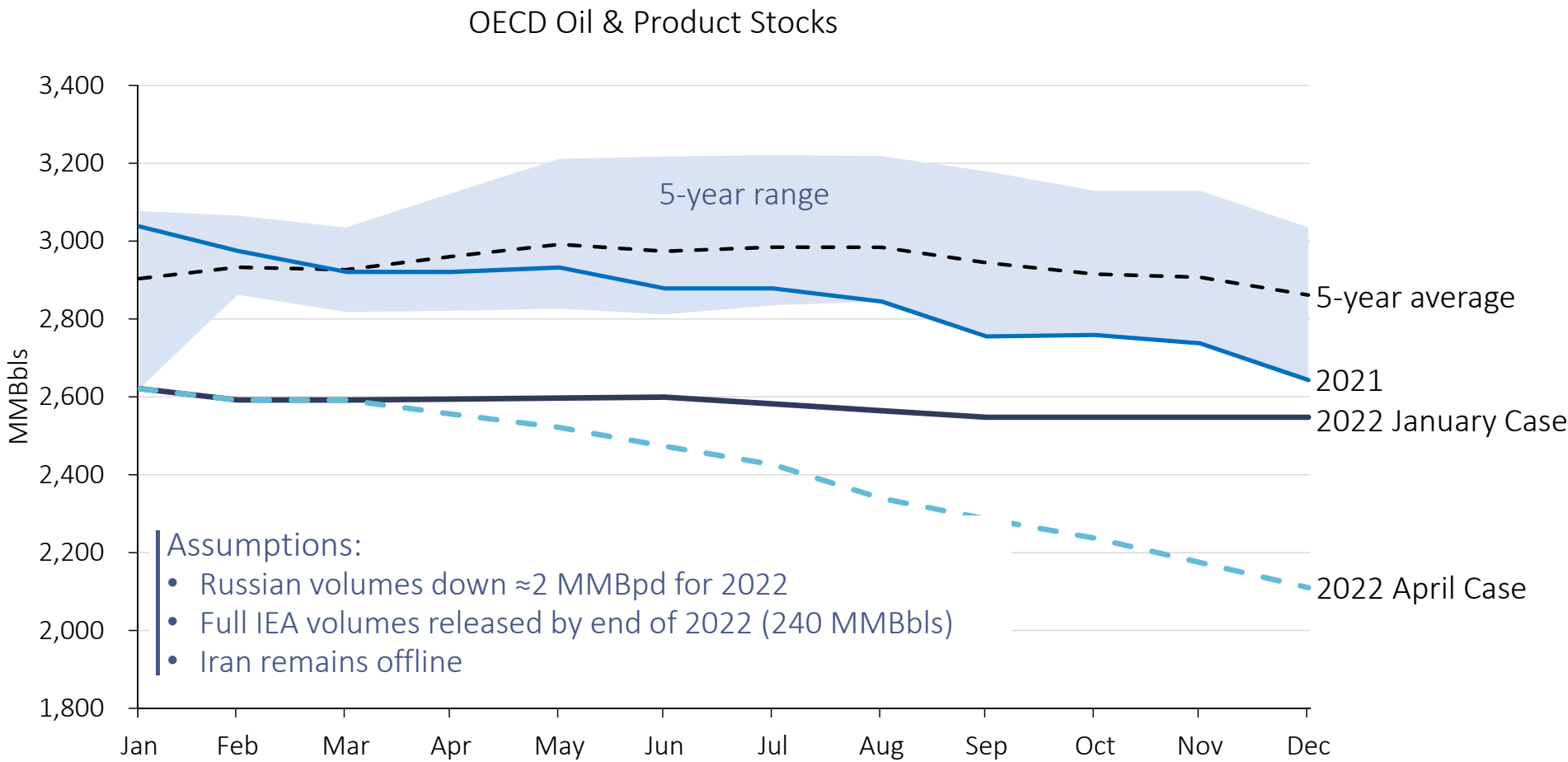
# Crude Oil Prices Including Futures



# OECD Stocks Started 2022 at 5 Year Lows

Market fundamentals pointed to tight markets even before Russia invaded Ukraine

- No inventory buffer to prevent higher prices
- Low diesel stocks to support margins & refinery demand
- Gasoline season yet to start

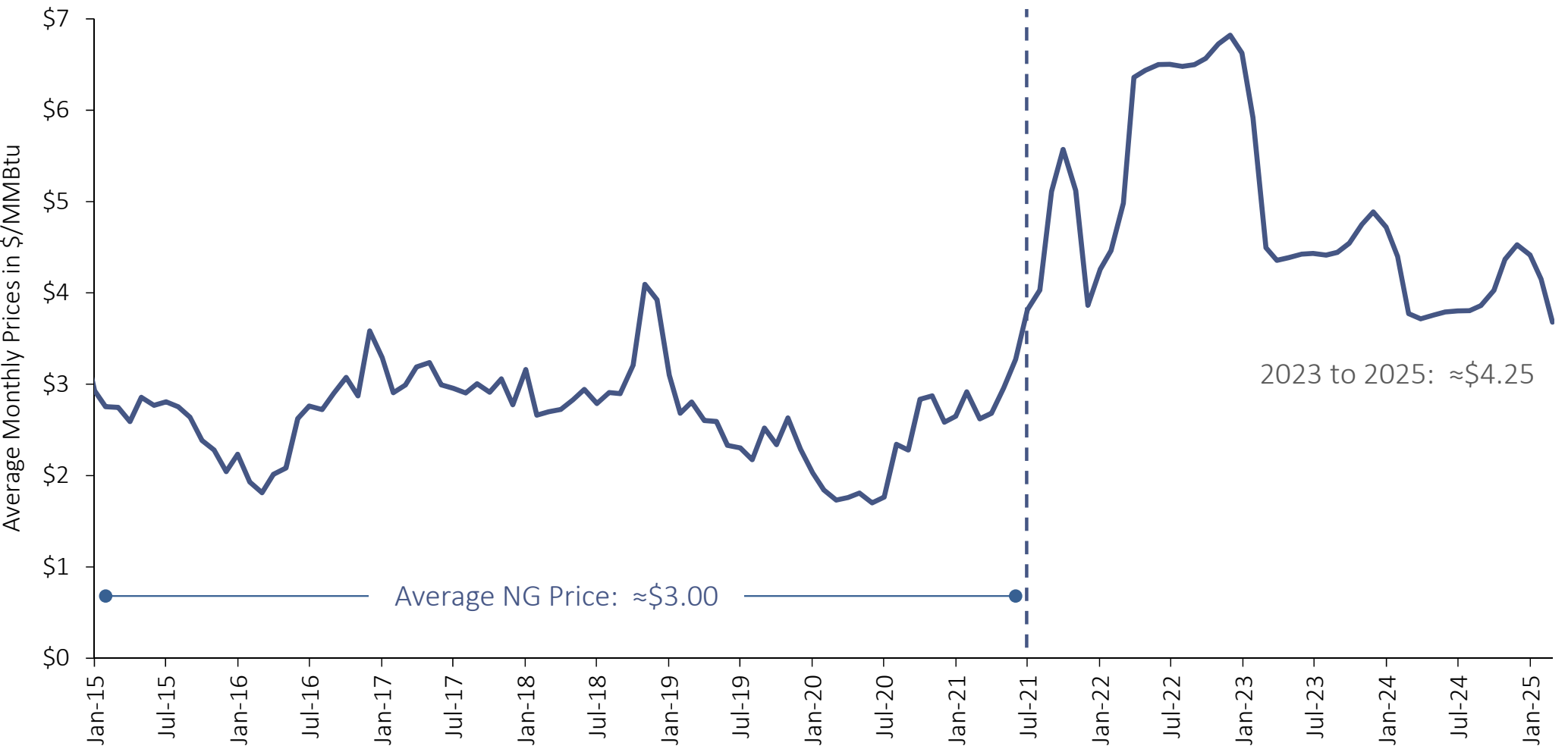


# Natural Gas Prices Including Futures

## Russia Invasion is Recognition that U.S. LNG is a Geopolitical Tool Against Russia

**Phase I:** Nat Gas shale production grows steadily from gas wells and as associated gas from oil wells; U.S. becomes a major global exporter as new LNG terminals and pipes are built; U.S. LNG changes global gas markets: LNG prices decouple from oil indexation and trend lower as more LNG is traded in spot market

**Phase II:** COVID – U.S. production declines but then resumes growth; Europe gas crisis pits it against Asia; More LNG terminals are built / FID



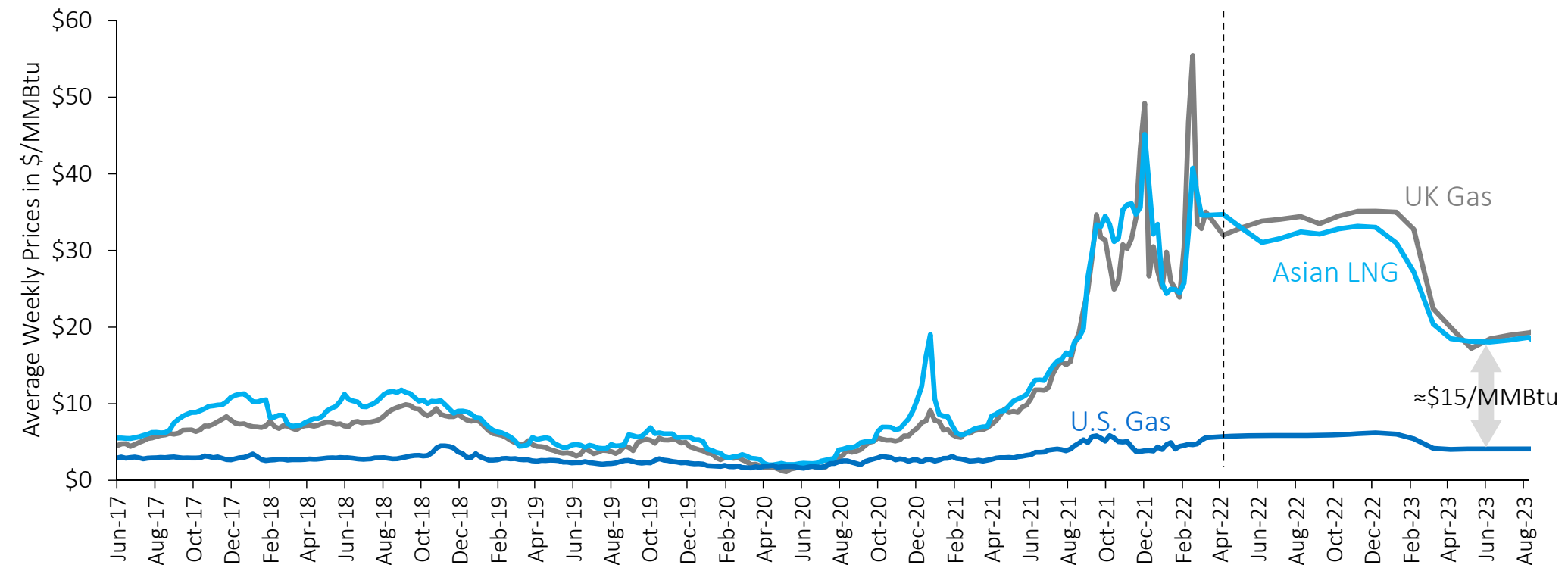
2023 to 2025: ≈\$4.25

Average NG Price: ≈\$3.00



# Natural Gas Crisis in Europe and Asia

## *U.S. LNG Critical to Euro Security; New Liquefaction / Regas Plants Needed*

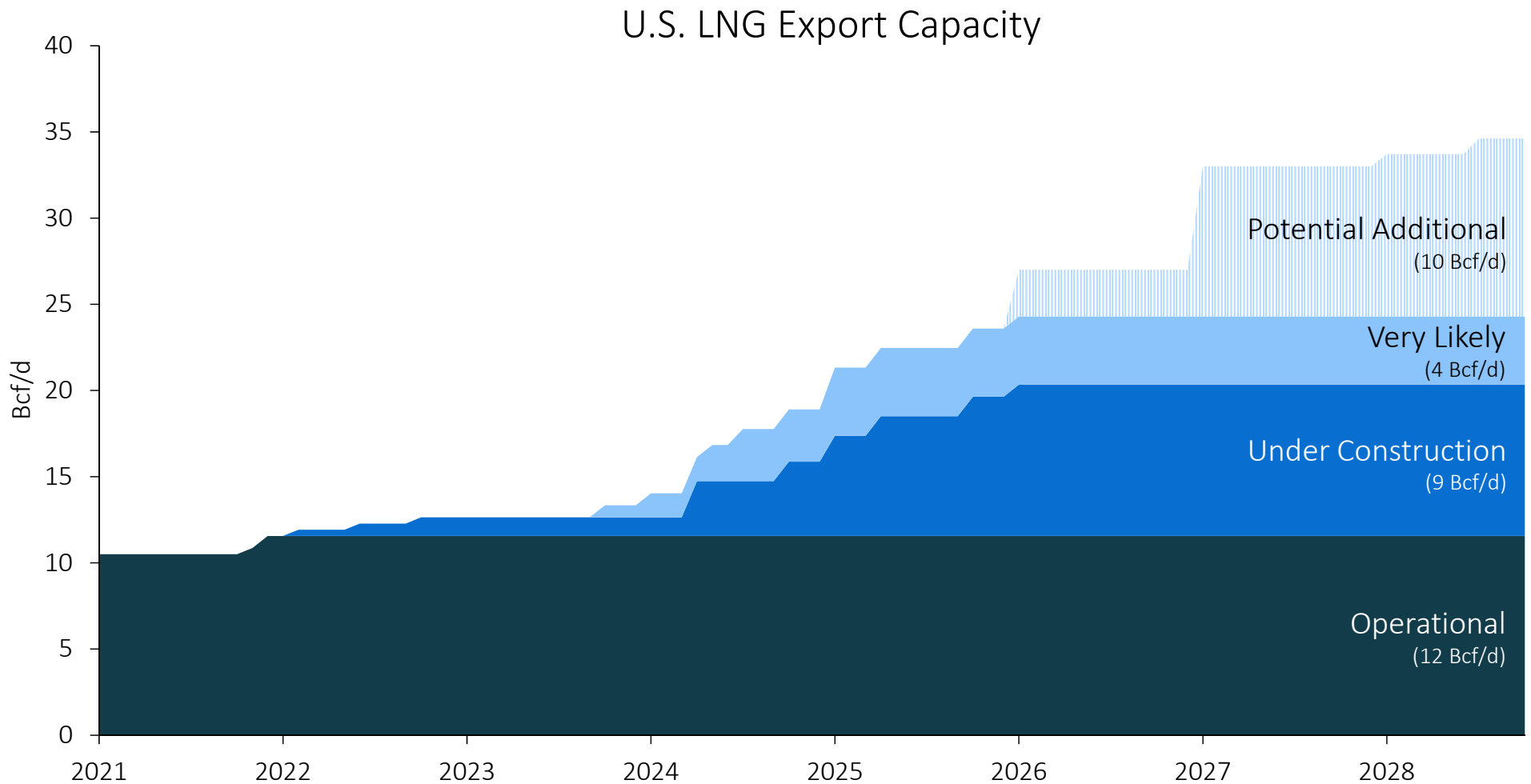


- After several years of relative stability, European and Asia natural gas prices spike to \$60/MMBtu in December 2021, and \$70/MMBtu for a short period after the invasion of Ukraine
- “Heat or Eat” crisis-level situation in UK; France and UK cap electricity prices
- EU says natural gas and nuclear investments are considered “green” if they replace coal-fired power plants
- In U.S., new LNG export projects are initiated or reached FID; the U.S. has ample supplies to counter Russian hegemony in Europe and Asia but lacks the pipeline and LNG capacity

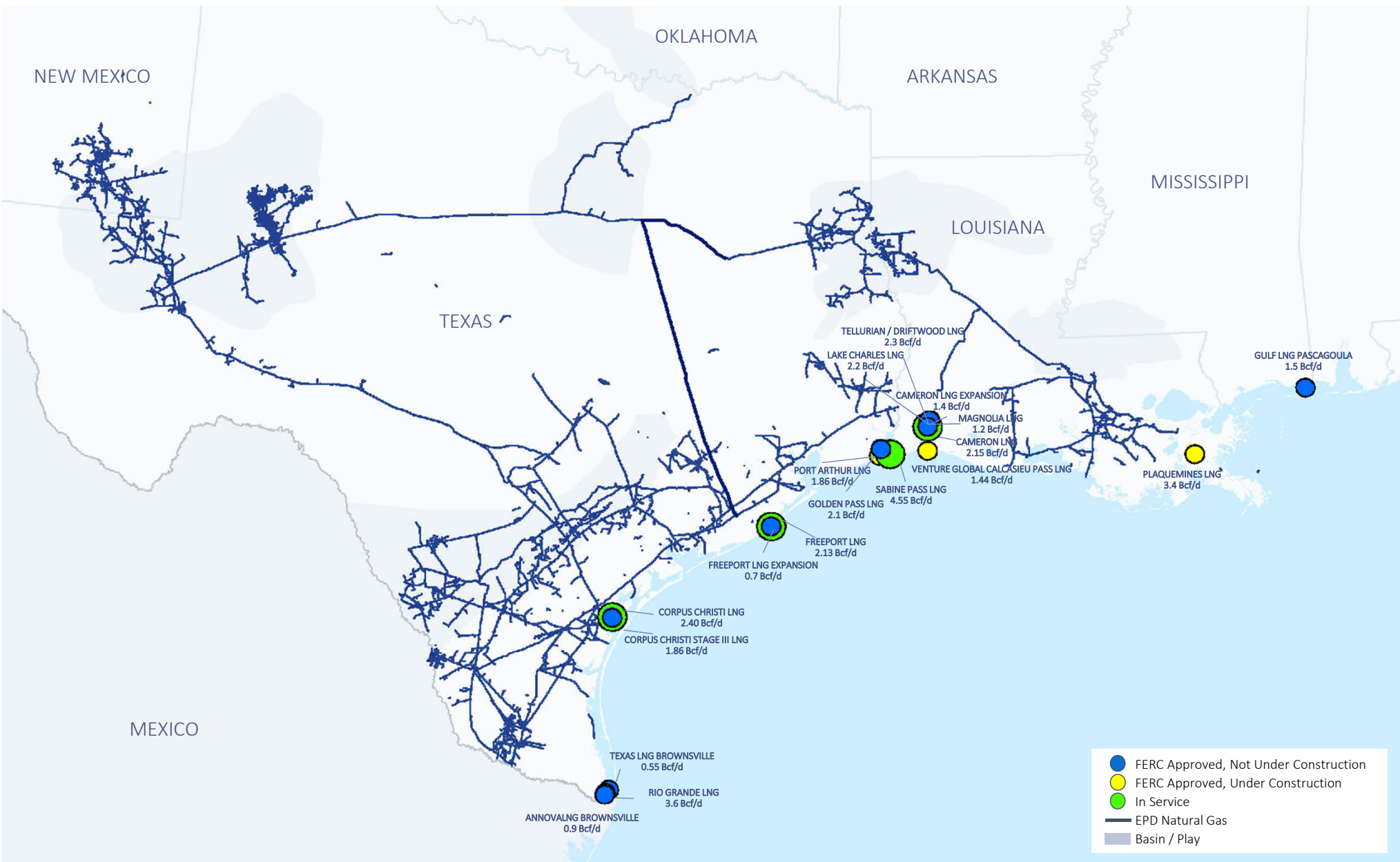
# U.S. Natural Gas Potential is Huge, but LNG Export Terminals are Needed

*FERC Needs to Fast-Track Projects and the U.S. and E.U. Need to Facilitate the Financing*

More than 90% of “Operational” capacity is on the USGC  
All “Under Construction” and “Potential Additional” capacity is also on the USGC



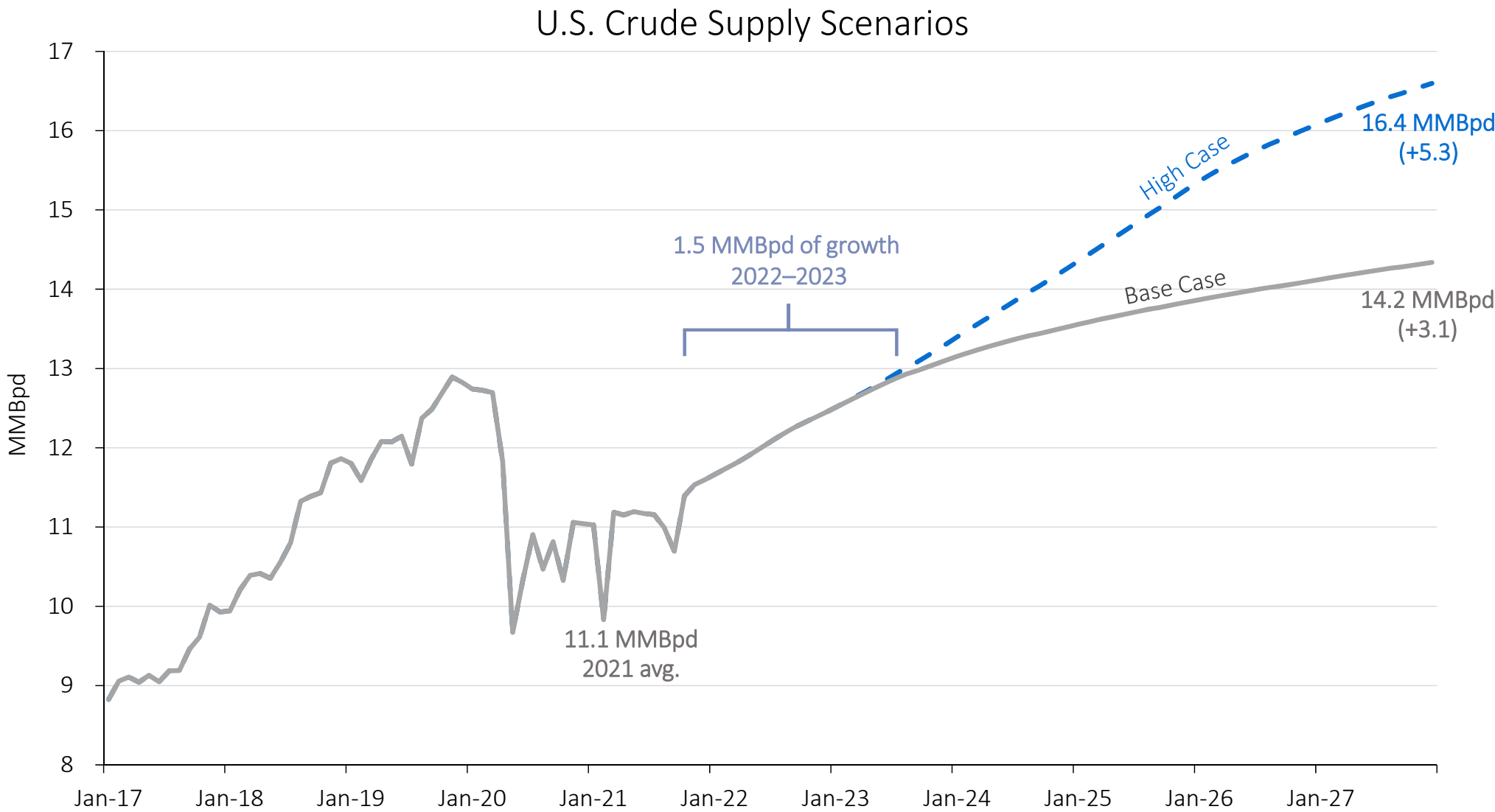
# Perfectly Situated for USGC LNG Growth



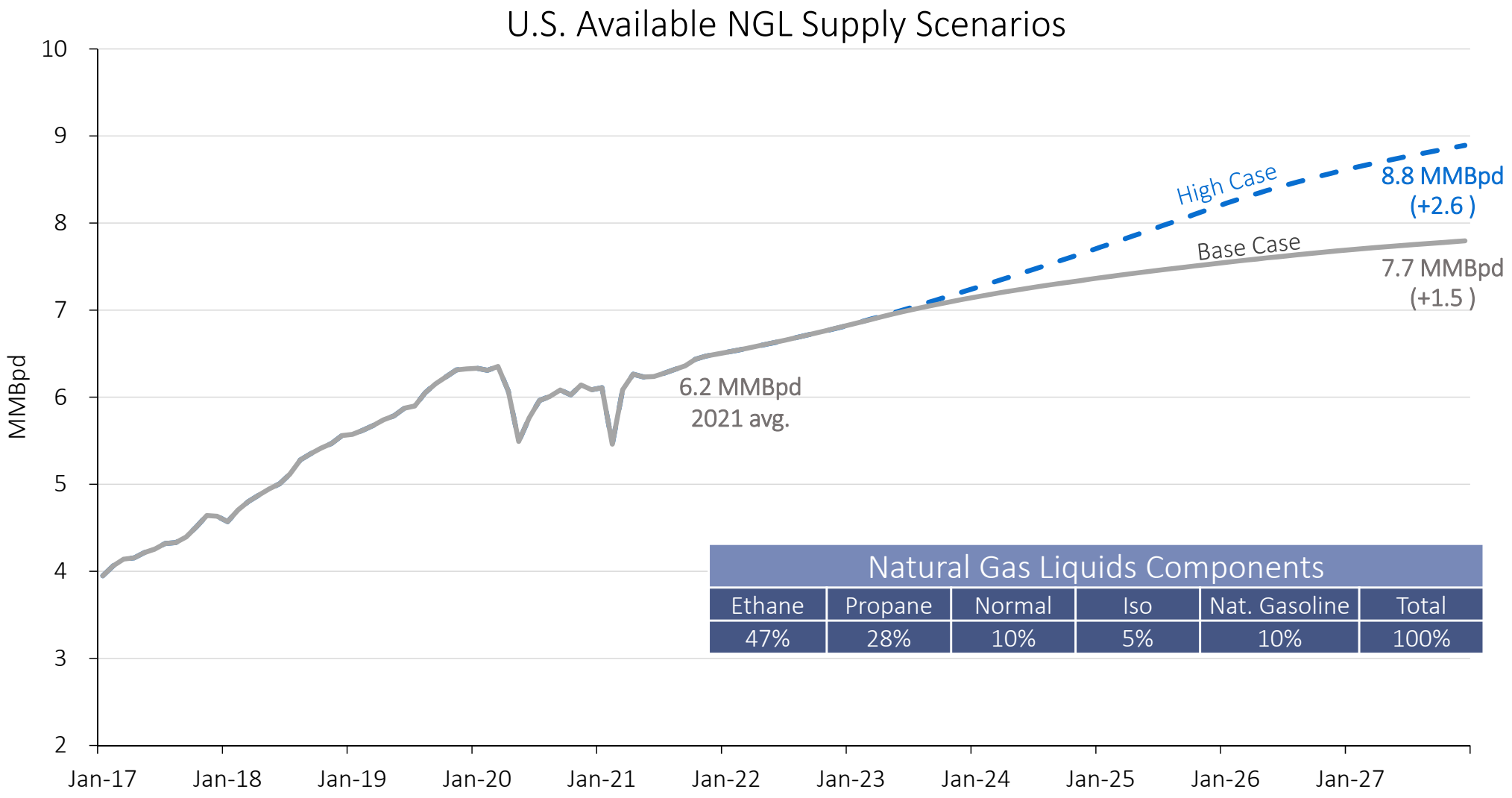
LNGs Outside the U.S. Gulf Coast: Dominion Cove Pt LNG, Cove Point MD, 0.82 Bcf/d;  
Elba Island LNG, Elba Island GA, 330 MMcf/d



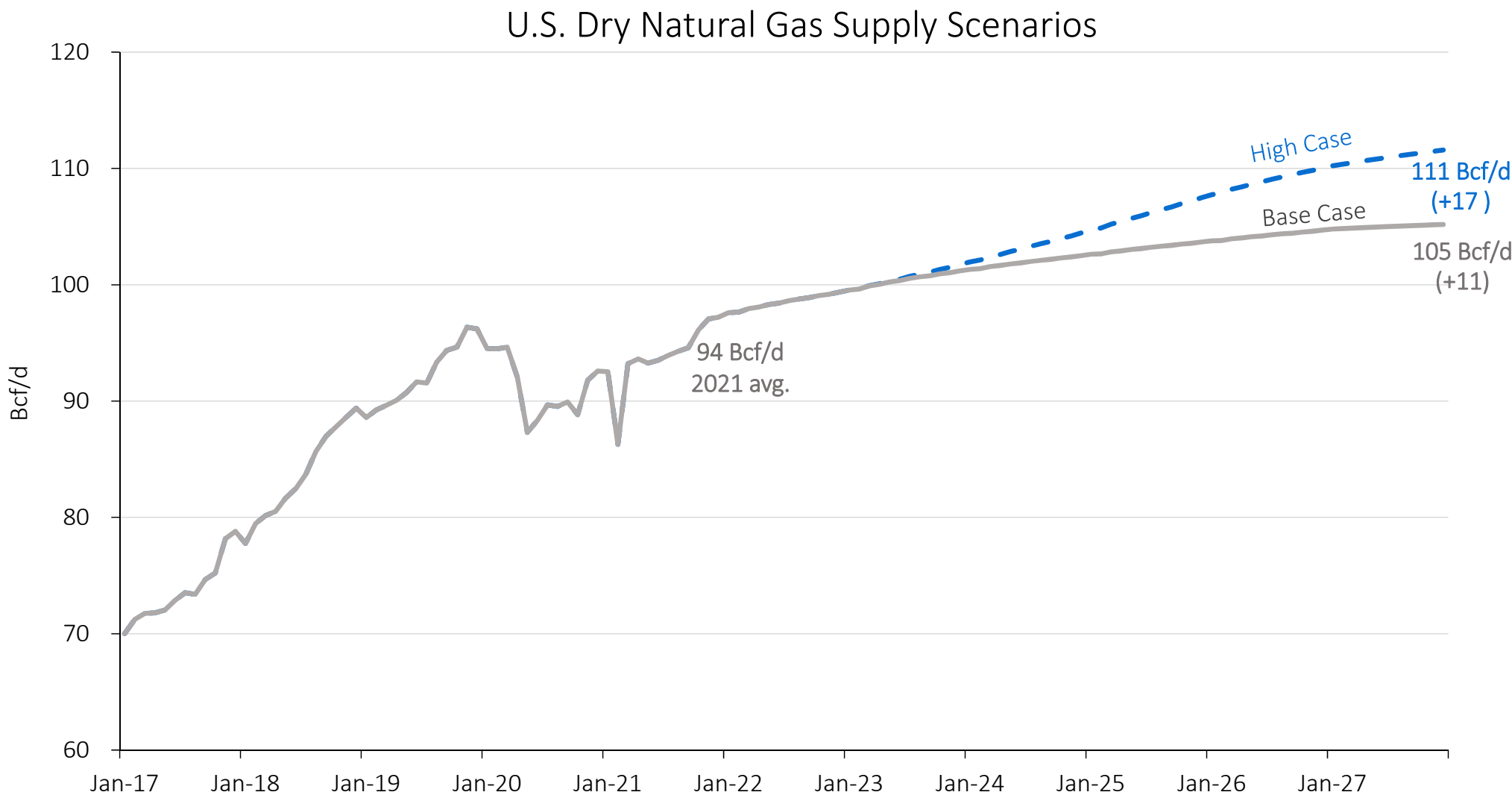
# EPD U.S. Crude Supply Forecast to 2027



# EPD U.S. NGL Supply Forecast to 2027



# EPD U.S. Natural Gas Supply Forecast to 2027



# Permian Basin Long Term Growth

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## Production

- Current  $\approx 19$  Bcf/d wellhead gas & 5 MMBpd crude & condensate
- EPD forecasts by YE 2027, based on modestly increasing activity:
  - 28 Bcf/d and 7.5 MMBpd in Base case
  - 35 Bcf/d and 9.4 MMBpd in High case

## Activity increased steadily in 2021

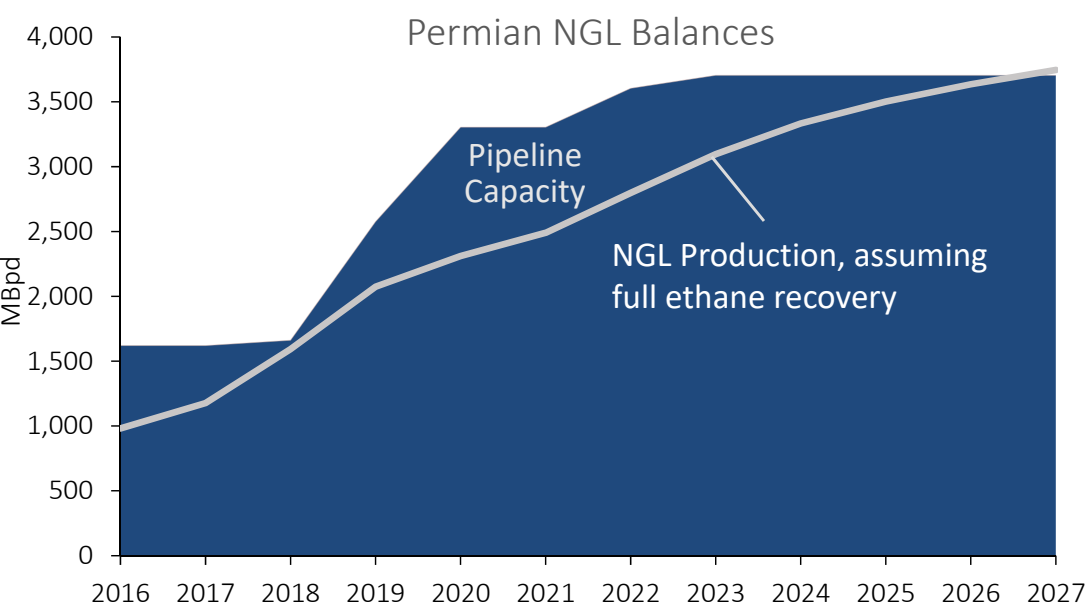
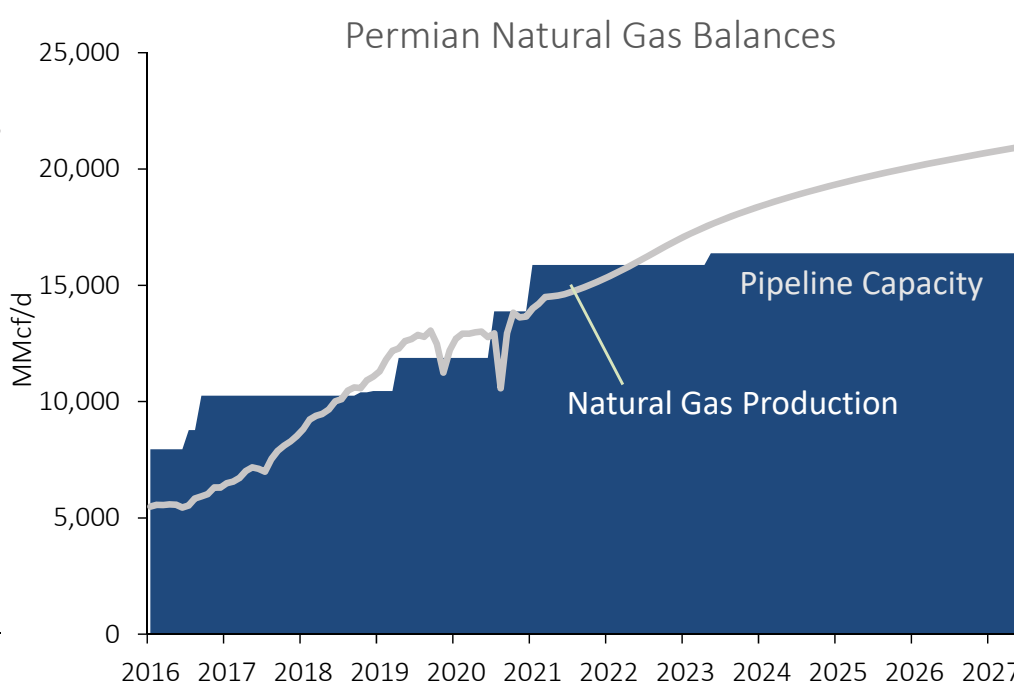
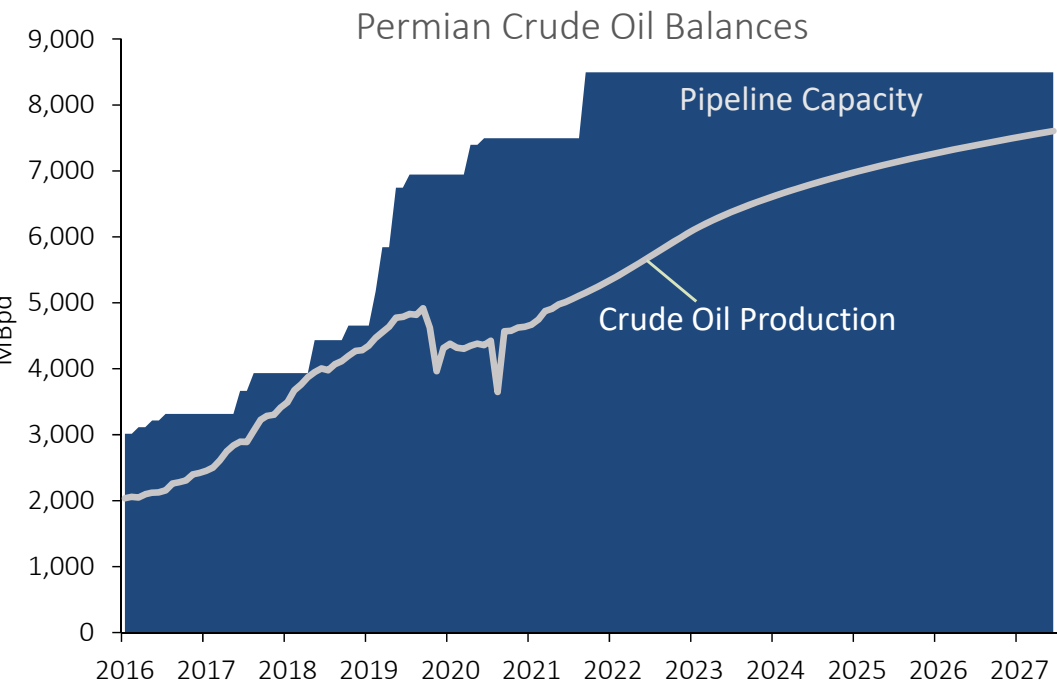
- Rigs: 310, +99 year over year ( $>50\%$  of U.S. total of 600 Hz)
- Frac Crews: 153, +57 year over year ( $>50\%$  of U.S. total of 280)

## Productivity & Longevity

- Well productivity: oil type curves improved  $\approx 8\%$  year over year since 2018
- Stacked Pay: over 13,000 Hz wells completed in over 30 named geologic zones during the last 3 years; primarily Bone Spring, Spraberry and Wolfcamp
- Acreage (Tier I–Tier IV):  $>9$  million productive acres in Delaware and Midland basins
  - Over 130,000 estimated remaining well locations in Tiers I–IV based on \$60/Bbl oil
  - 20+ years of drilling at current rate
  - With \$80/Bbl oil forward curve,  $\approx 2$  million acres shift to Tier I from lower Tiers



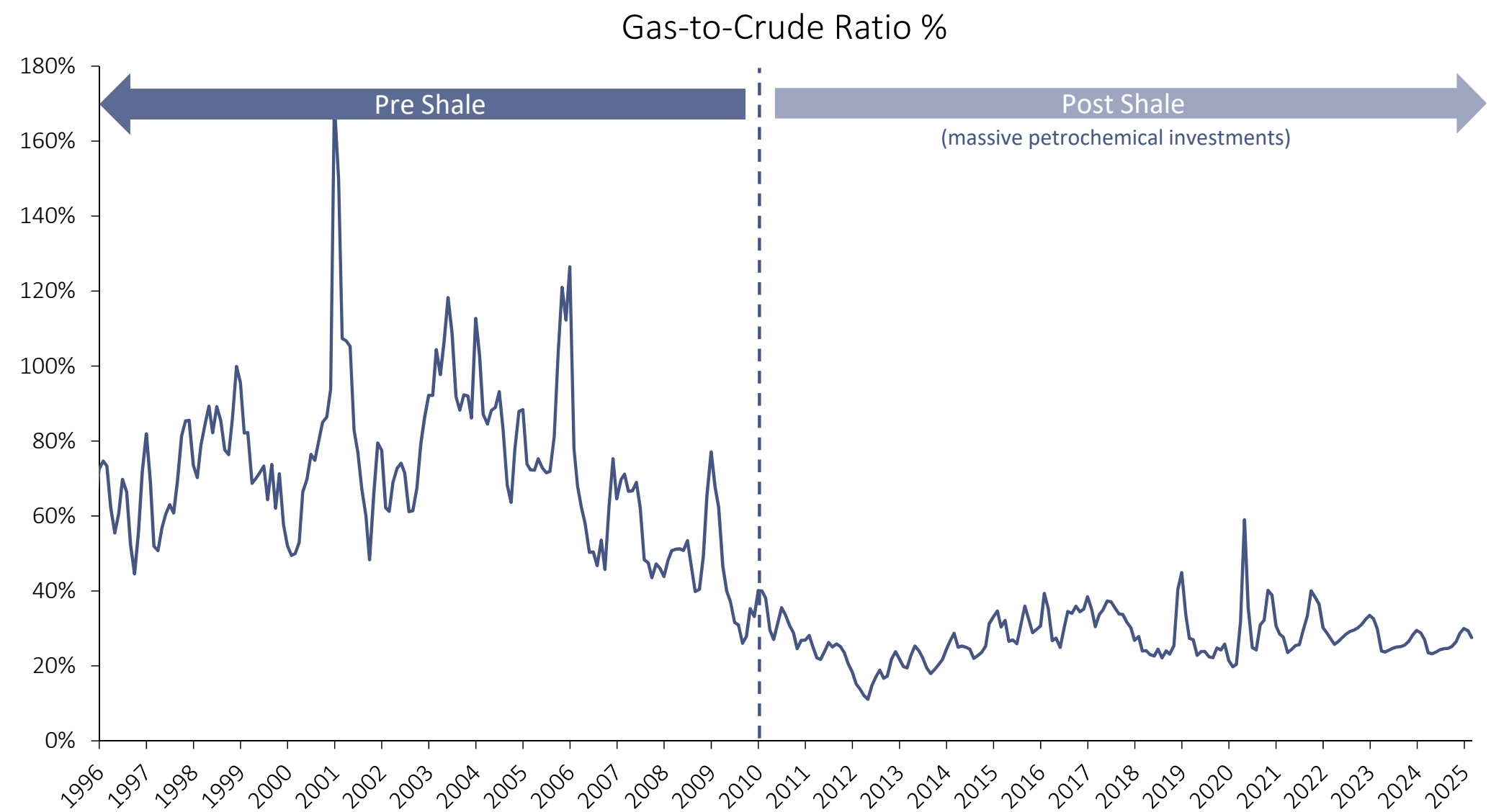
# Permian Takeaway Capacity – New Gas Pipes Are Needed



- Natural gas takeaway capacity is **insufficient**; new pipes are needed as well as export projects, with Europe and Asia as main targets
- Inadequate gas takeaway capacity can obstruct crude and NGL production

# Gas to Crude Price Ratio

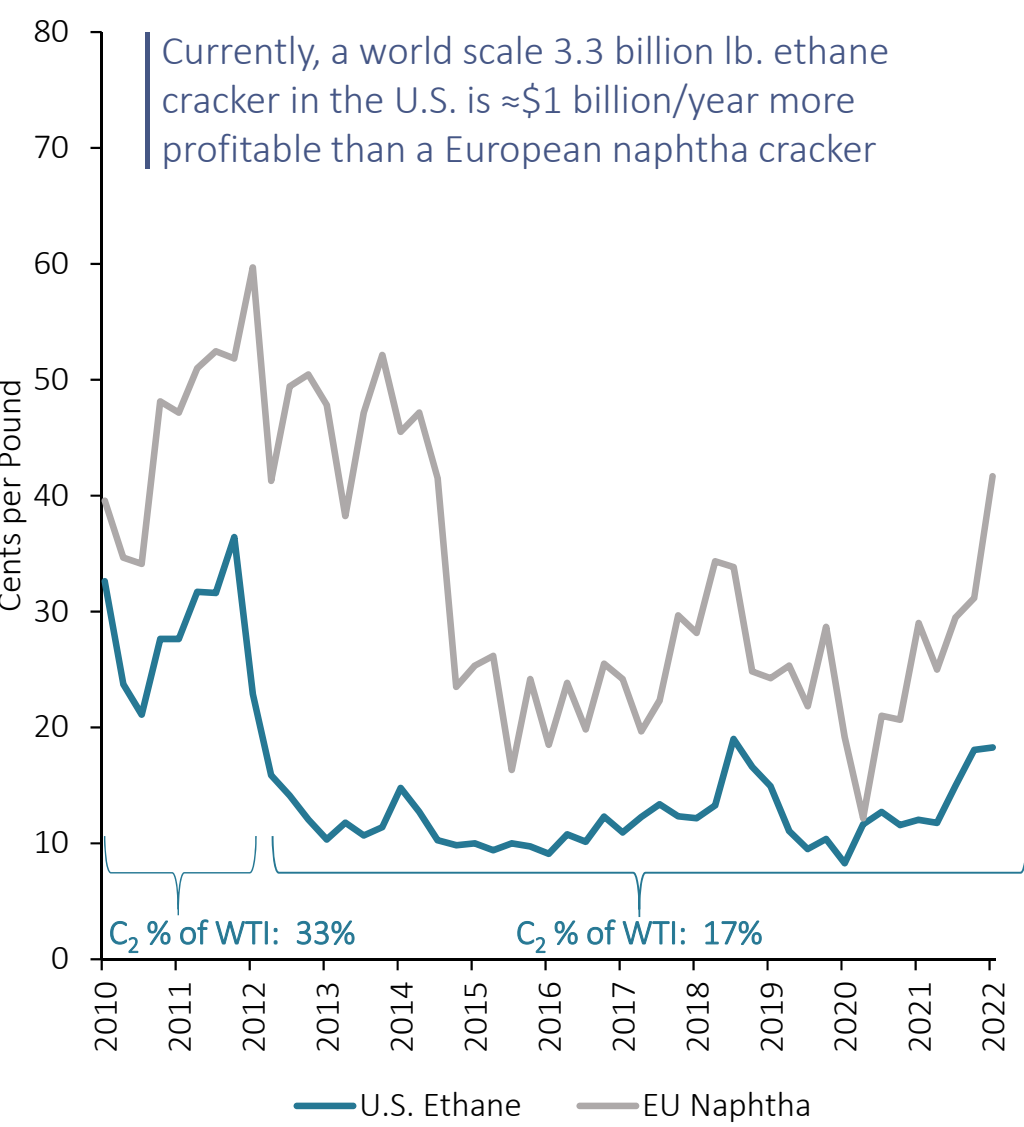
*Why U.S. Petrochemicals Expanded and are Heavily Advantaged Globally*



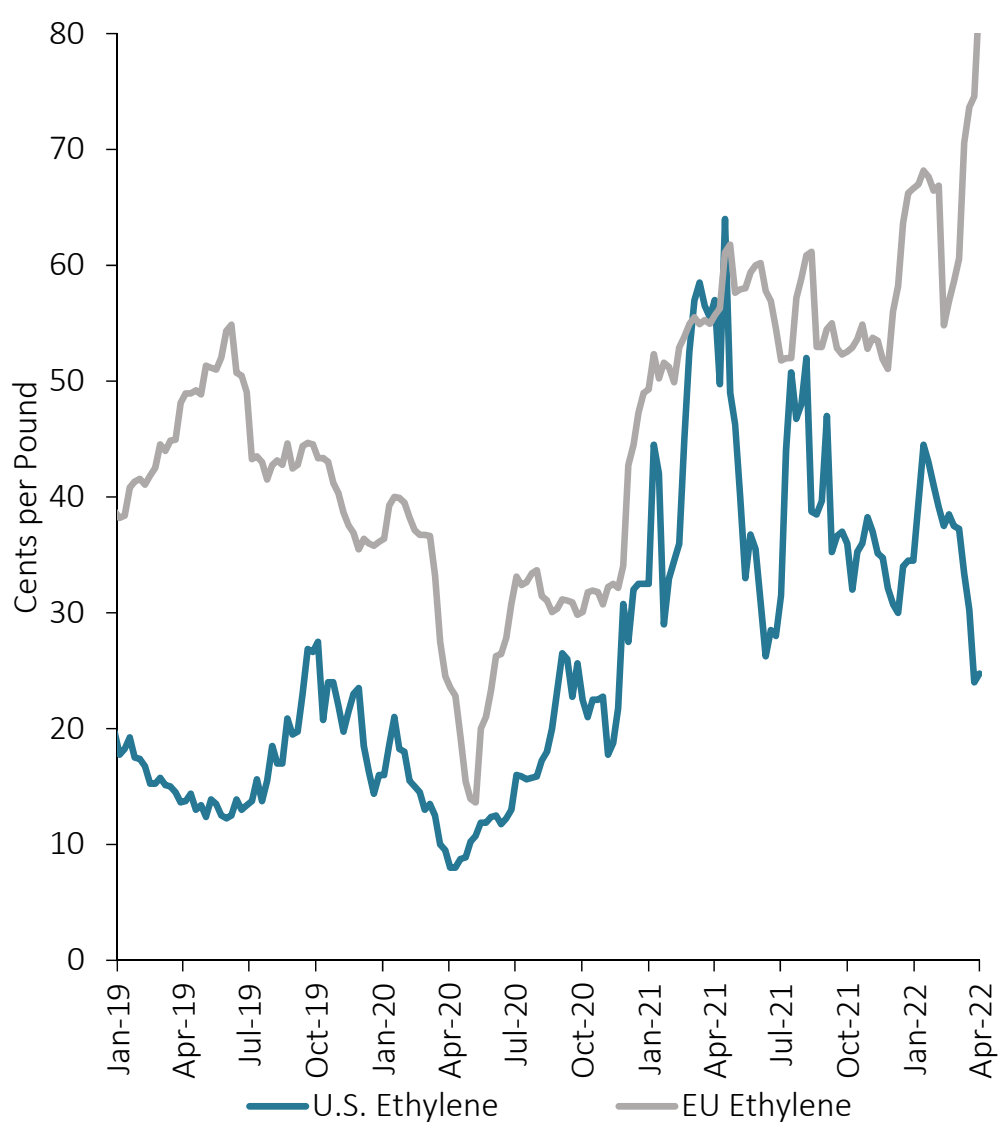
# Ethylene Economics: Comparing U.S. vs. Europe

*Shale Oil Caused a Structural Advantage for Cracking U.S. Ethane Over European Naphtha*

Global Ethylene Cost of Production



Global Ethylene Prices

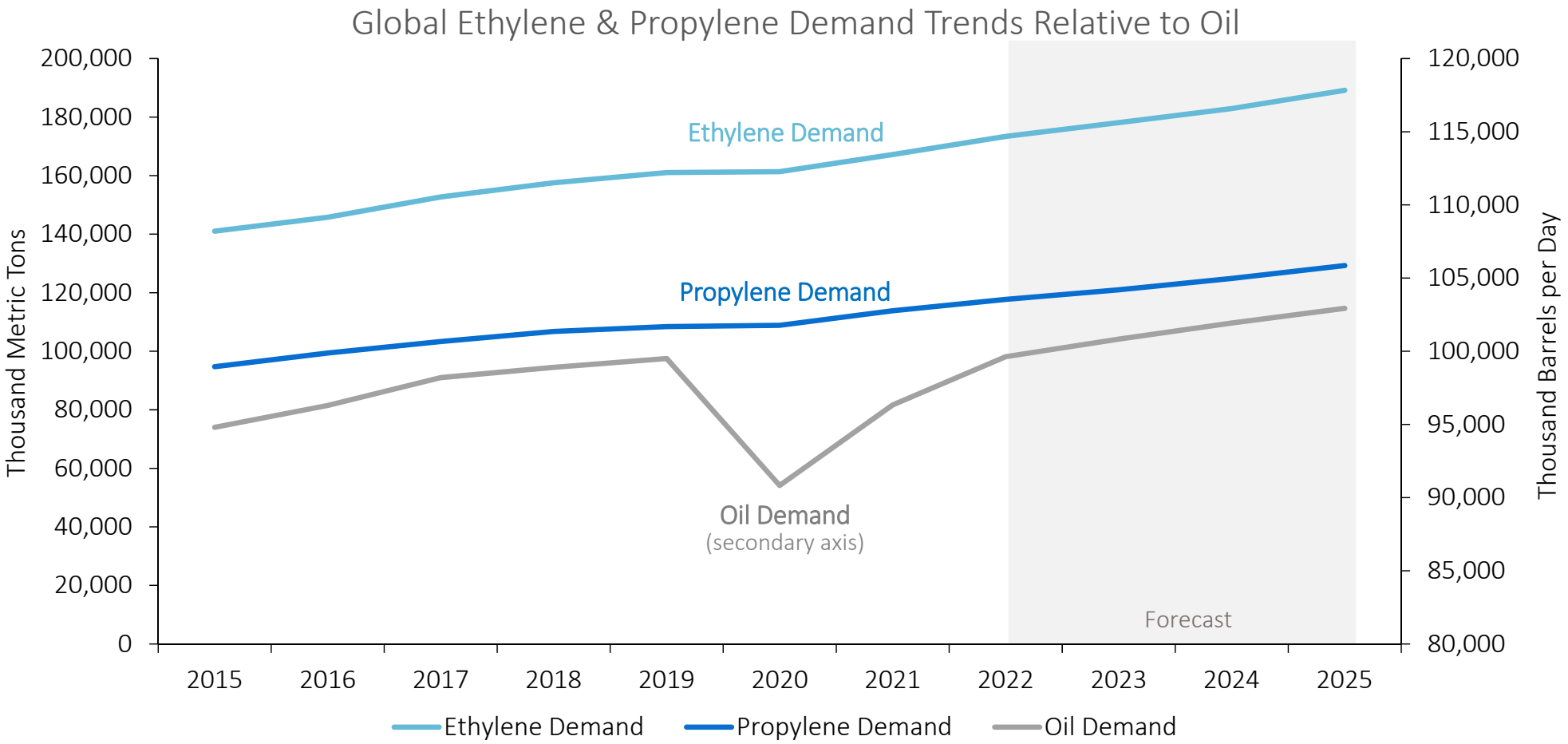


# Primary Petrochemical Demand

## Poised for Growth

### 2020 Case Study

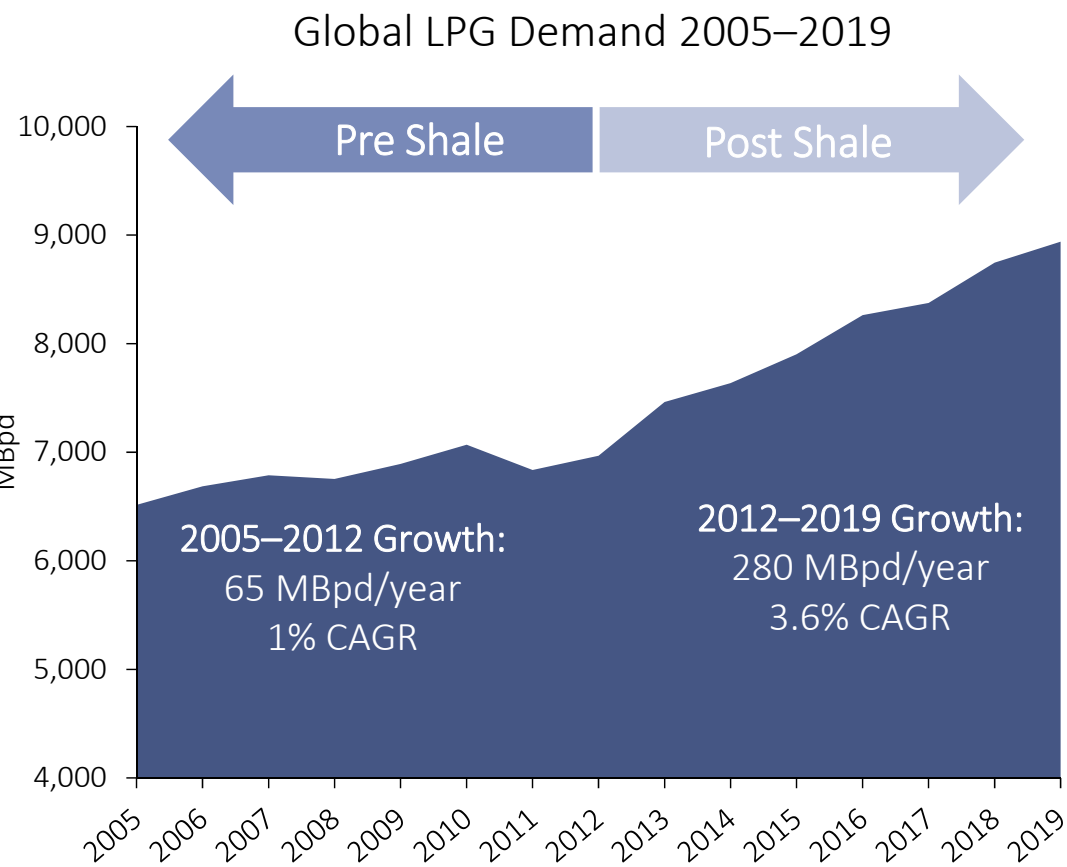
- World GDP declined by  $\approx 3.5\%$
- Oil demand fell by  $\approx 9\%$
- Ethylene and Propylene demand held steady



# World Appetite for LPG is Growing

## But Non-U.S. LPG Supply is Needed to Meet Expected Growth

EPD expects LPG demand to remain strong with  $\approx 250$  MBpd of global growth annually; other sources of supply will be needed to complement U.S. production or demand must slow



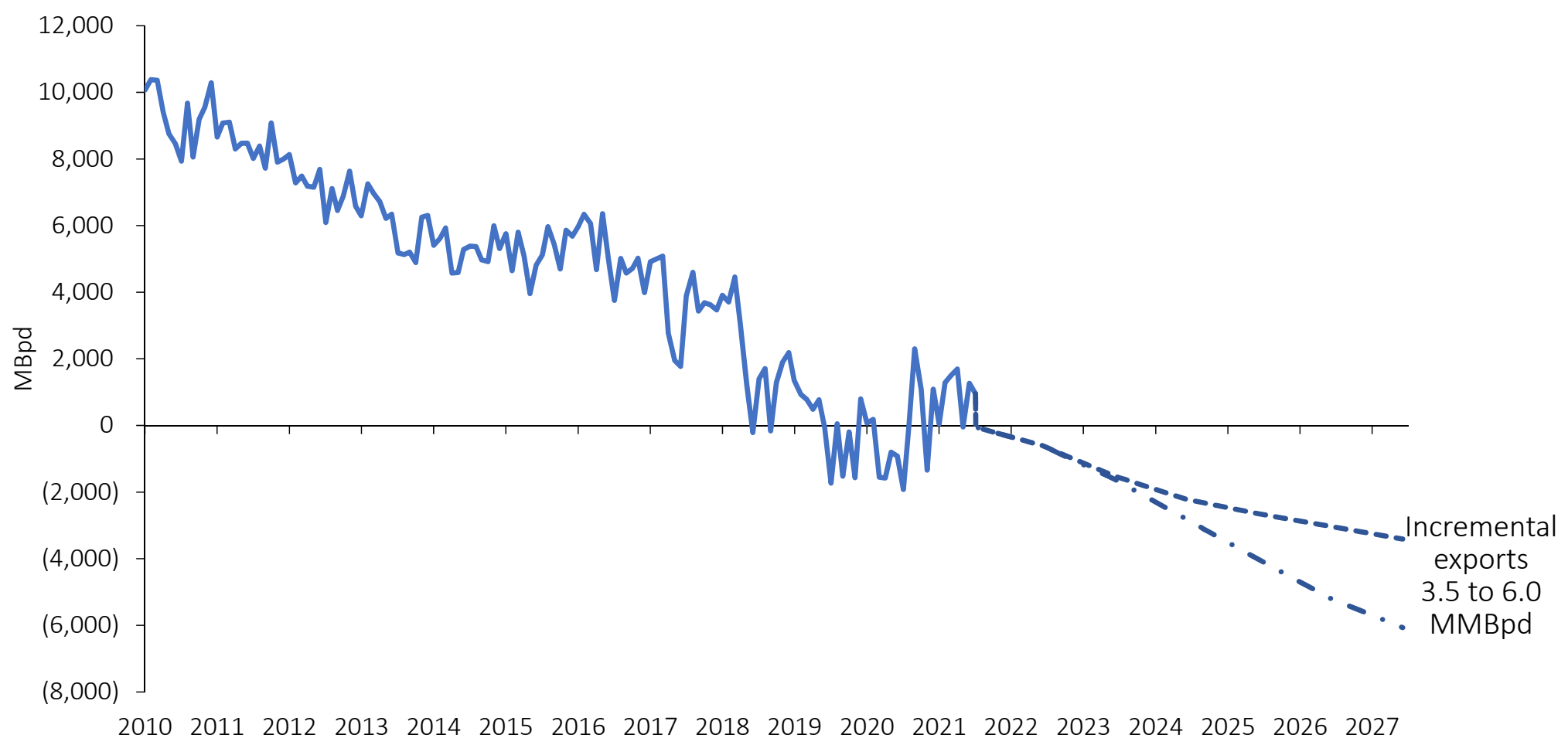
Global LPG Demand Growth 2021–2025

	in MBpd	Average Annual Growth	Cumulative Growth 2021–2025
Demand			
Petchem Demand (PDHs)		125–175	500–700
Heating Demand		75–125	300–500
Total		200–300	800–1,200
Supply			
U.S. Supply (EPD View)		100–125	400–500
Est. Shortfall – How to Balance?		100–175	400–700

# U.S. Net Imports of Crude & Refined Products Since the Shale Revolution

## From Over 10 MMBpd of Imports to...Significant Surplus

Energy independence means significantly lower prices; as further demonstrated with the Russian / Ukraine invasion, energy has become a geopolitical strength instead of weakness



COMMERCIAL

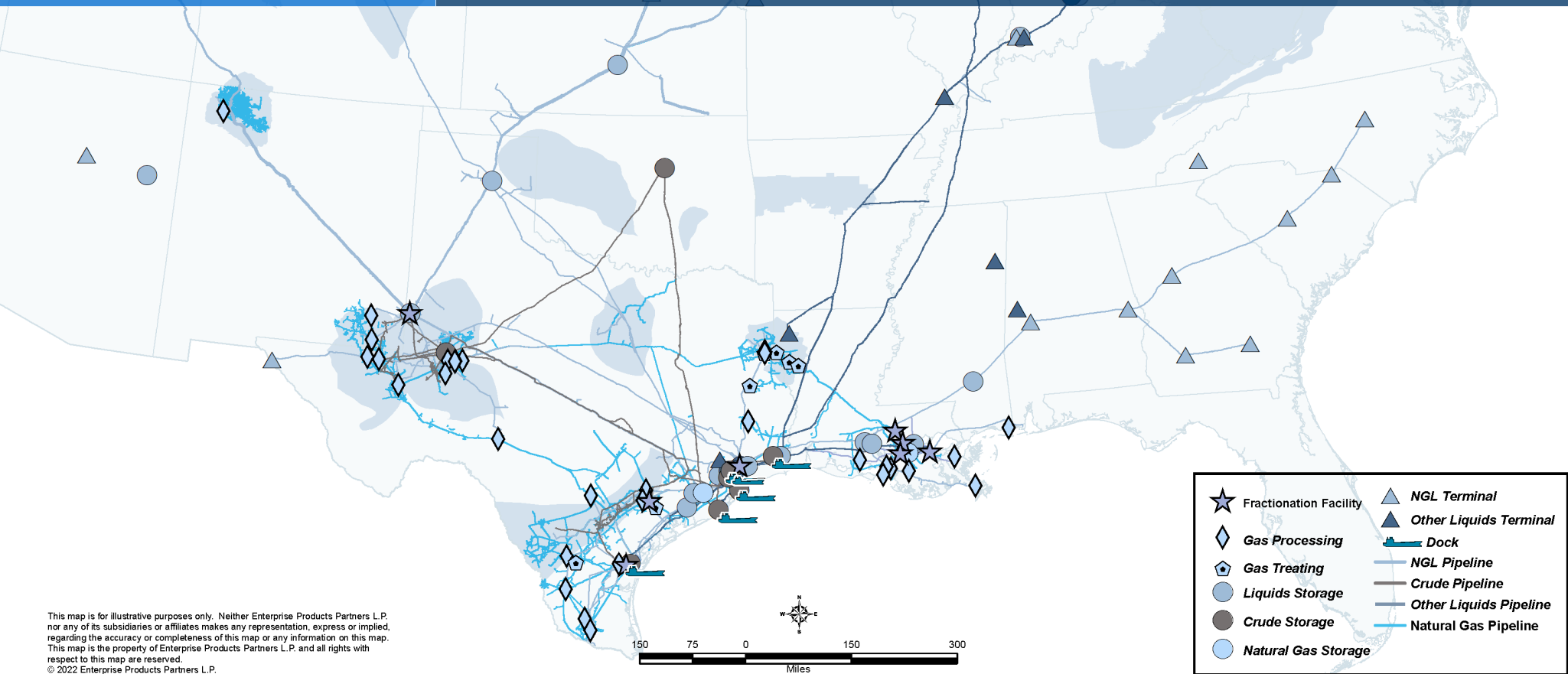
Brent Secrest, EVP and  
Chief Commercial Officer



# Enterprise Products Partners L.P. (NYSE:EPD)

Fully integrated  
midstream  
energy company

- >50,000 miles of NGL, crude oil, natural gas, petrochemicals and refined products pipelines
- >260 MMBbls of NGL, petrochemical, refined products and crude oil and 14 Bcf of natural gas storage capacity
- 23 natural gas processing facilities; 18 fractionators; 7 splitters; 11 condensate distillation facilities; 1 PDH facility; 2 iBDH facilities
- 19 deepwater docks handling NGLs, petrochemicals, crude oil and refined products



# Positioned For Growth

*“The More Barrels You Touch, The More Opportunity to Make Money” – Dan Duncan*

## Utilize Existing Capacity

Available capacity is **positioned** to capture supply growth...  
  
...and existing contracts support **higher utilization**



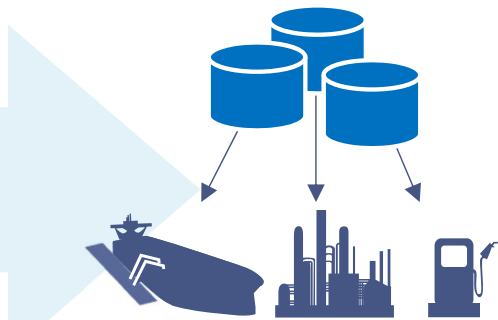
## Build for the Future

Existing footprint leads to **cost efficient** capital projects...  
  
...and cost-efficient capital projects complement the existing **value chain**



## Symbiotic & Dynamic System

Where demand acts as a **magnet for supply...**  
  
...and supply acts as a **magnet for demand**



# Diverse Assets Provide Opportunities in Every Cycle

Opportunities

2019

Asset location prevailed amidst **infrastructure bottlenecks**

Permian to Houston

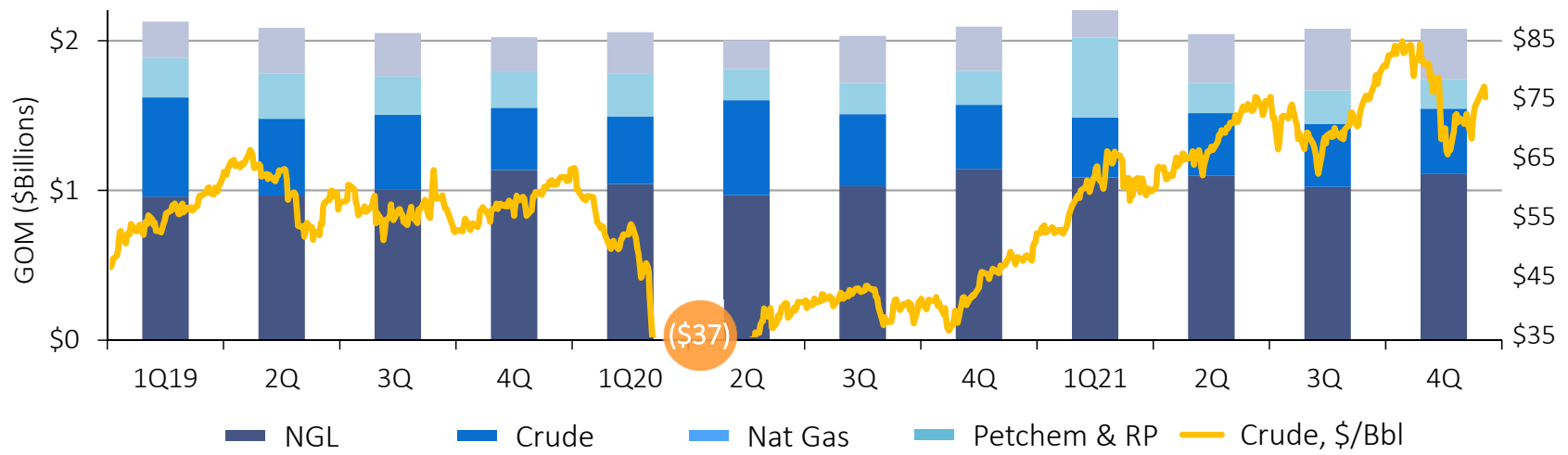
2020

Unprecedented volatility proved the strength of our storage assets and associated contracts

2021

Commodity price rebounds enabled product **upgrades** and outsized **spreads**

Financial Results



# The Elephant Has Left The Building

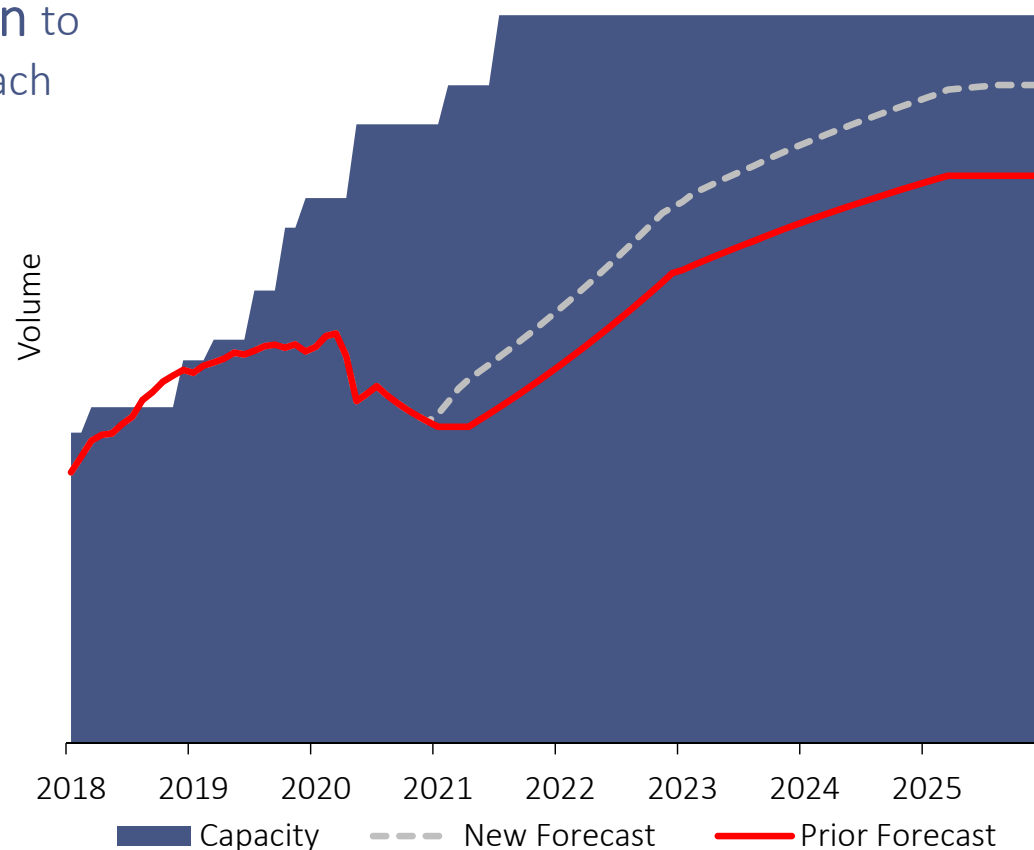
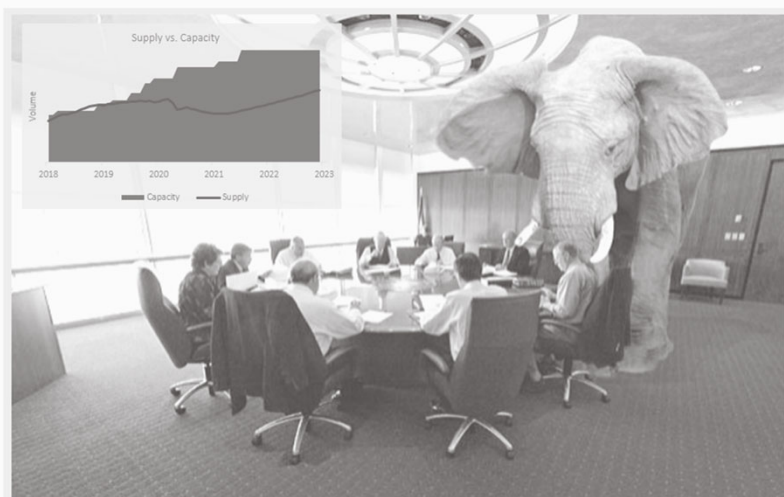
## *Utilizing Existing Capacity for Growth*

The supply vs. capacity constraint has drastically changed since our last Analyst Day

We are now expecting a **surge in production** to exceed our prior forecast and ultimately approach capacity

Slide from 2021 Analyst Day:

Let's Address The Elephant In The Room...



Natalie Gayden  
SVP, Natural Gas Assets

Tug Hanley  
SVP, Pipelines and Terminals

Justin Kleiderer  
SVP, Hydrocarbon Marketing

Chris D'Anna  
SVP, Petrochemicals



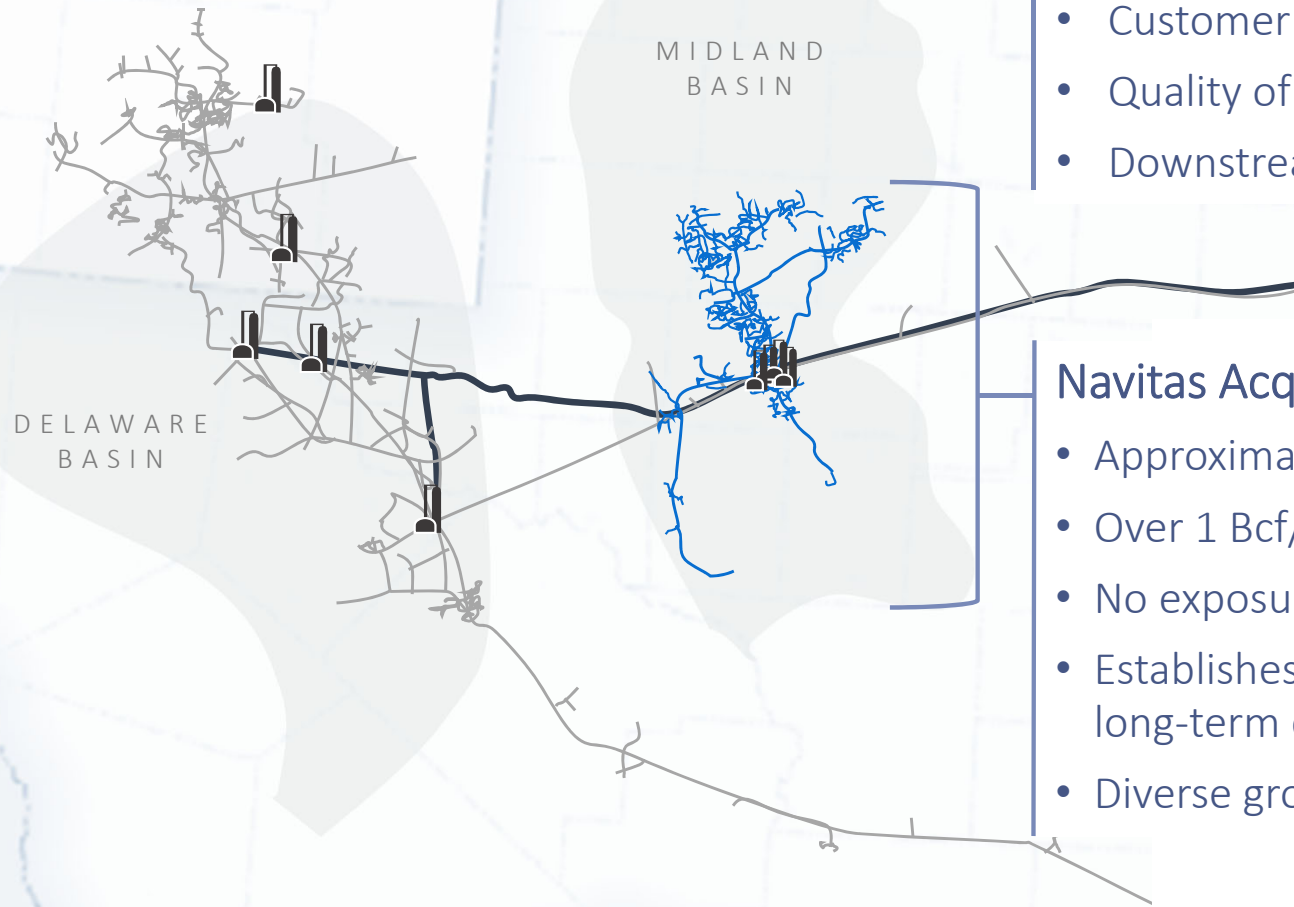
# Enterprise Expands into Midland Basin with Navitas Purchase

## Why Navitas?

- Midland Basin
- Customer Base
- Quality of Assets
- Downstream Integration

## Navitas Acquisition

- Approximately 1,750 miles of pipeline
- Over 1 Bcf/d of processing capacity
- No exposure to federal lands
- Establishes attractive footprint, anchored by long-term contracts and acreage dedications
- Diverse group of independent producers



— Enterprise Natural Gas Pipelines

— Enterprise Navitas Assets

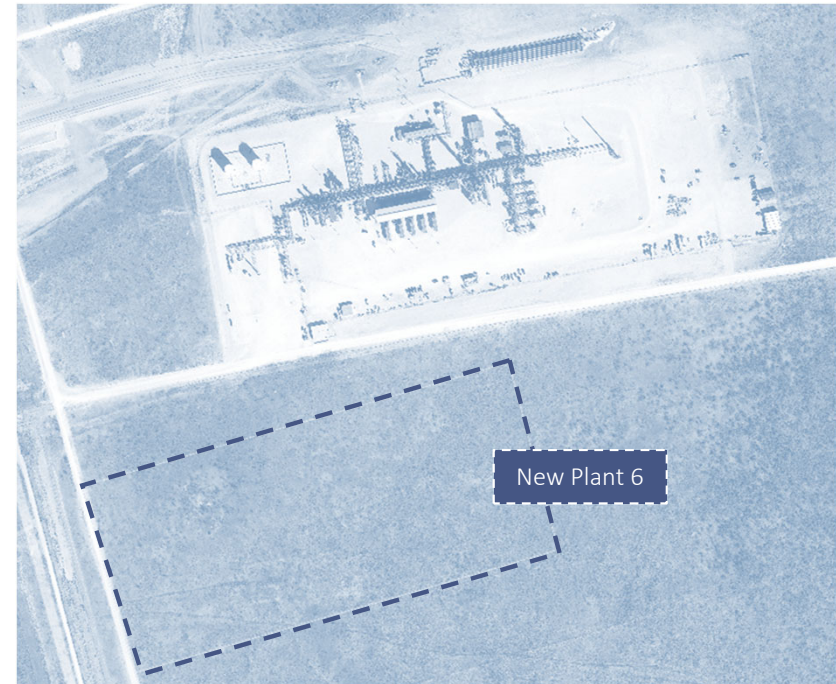
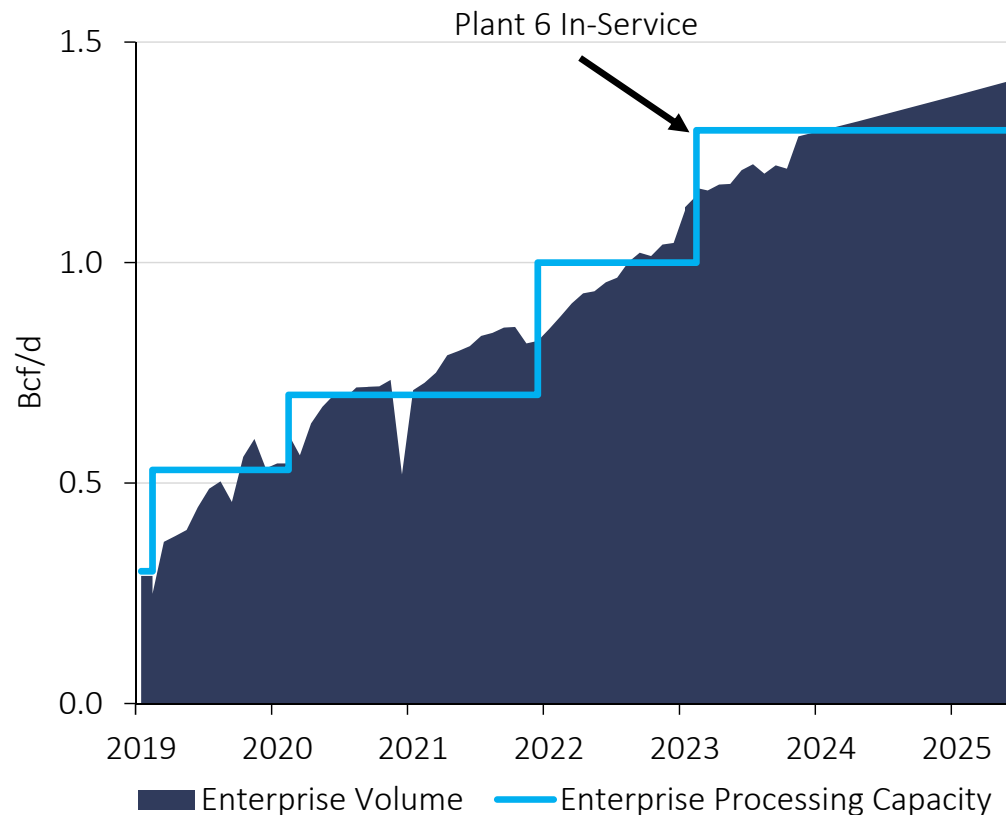
🏠 Enterprise Gas Processing Plant

— Enterprise Shin Oak Pipeline

# Midland Basin Gathering and Processing

*Premier Footprint in the Well-Defined Core with Diverse Customer Mix*

Enterprise Plant Volume Forecast



## Navitas Acquisition

- Over **450,000 acres dedicated long term** and decades of economic inventory based on resource modeled from four primary benches
- Diversified portfolio of large, well-capitalized, Permian-focused producers and **private, Midland-centric producers** that are not constraining production growth



Source: EPD Fundamentals

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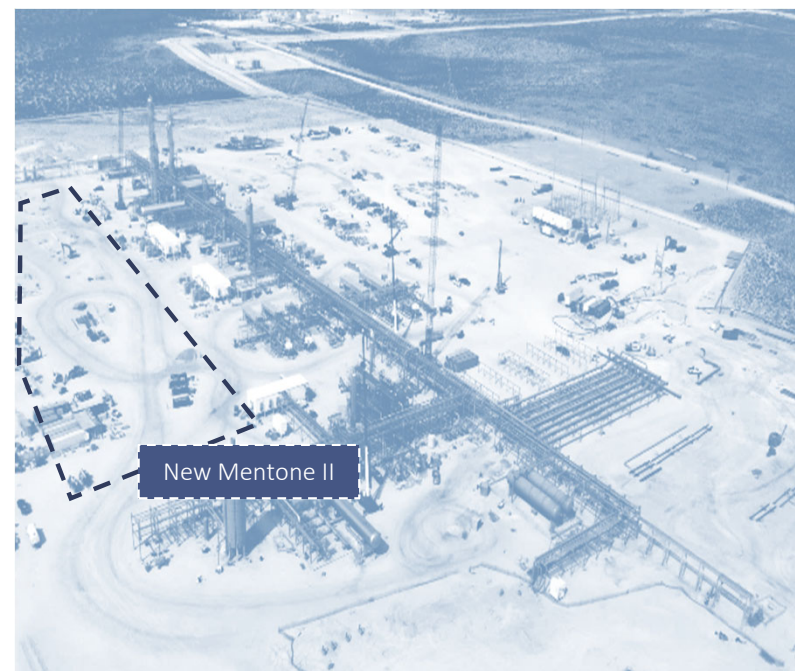
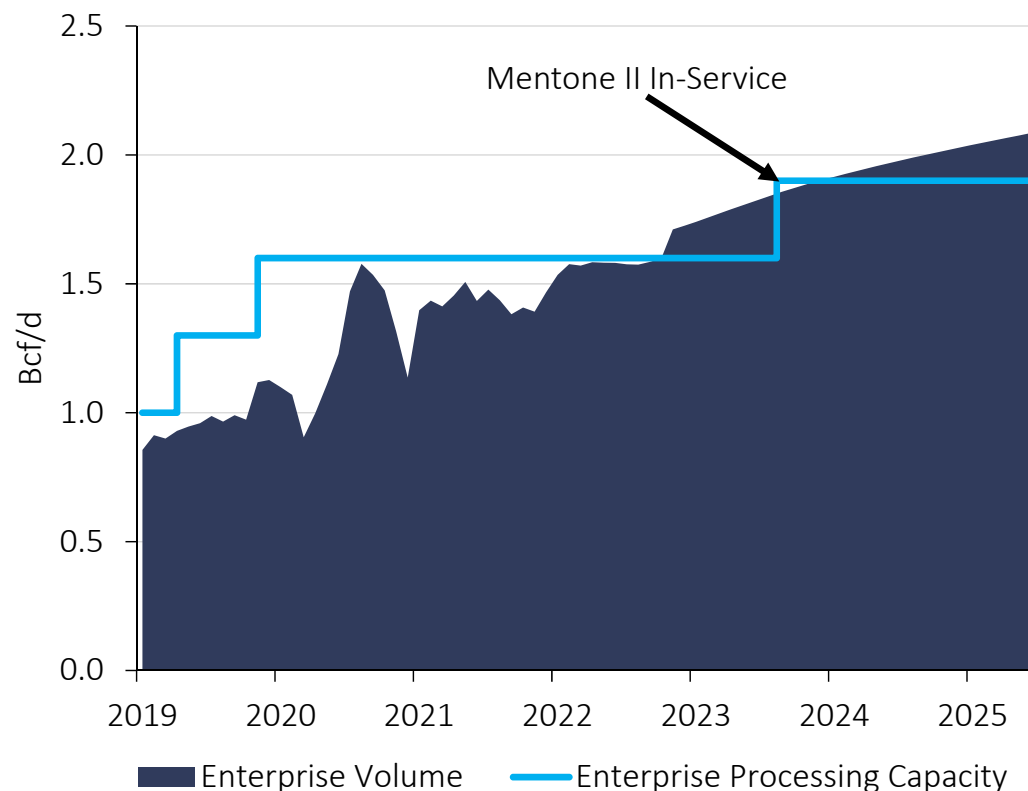
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# Delaware Basin Gathering and Processing

## *Basin Wide Access to Growing Production*

Enterprise Plant Volume Forecast

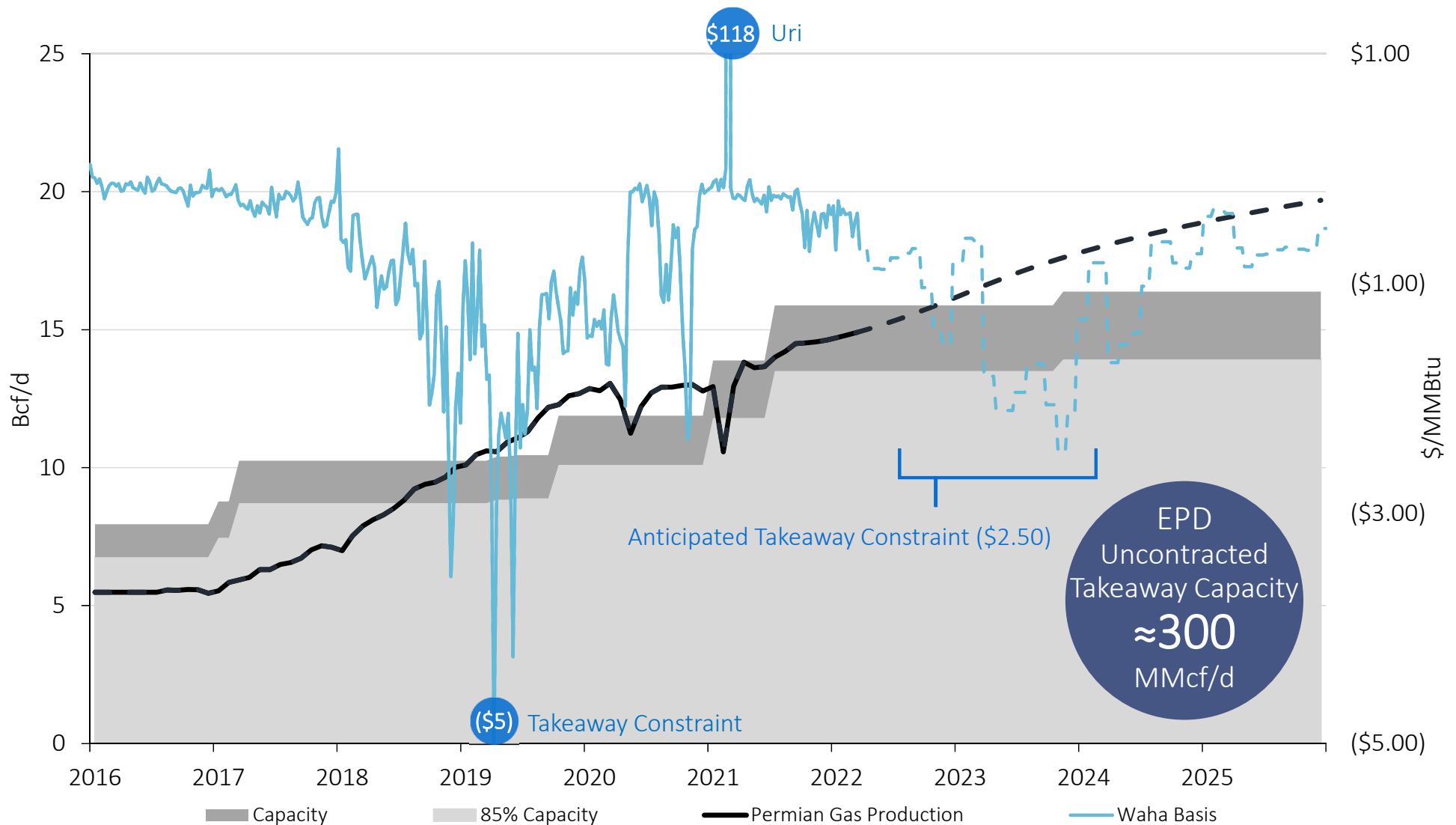


## Delaware Positioned to Grow

- Delaware Basin production is expected to **exceed accessible basin processing** capacity by next year
- Our gathering system's **established footprint** coupled with the **expandability** of the Mentone Complex will enable us to grow market share of the basin's growing production

# The Next Permian Bottleneck...Here We Go Again

## Permian Growth Requires Additional Natural Gas Takeaway



We have **≈300 MMcf/d** of available takeaway capacity in 2023 to pursue new market opportunities

# Expanding to Reach Premium Gulf Coast Markets

## Incremental Production Growth

- Haynesville / ETX production is forecasted to exceed 18 Bcf/d in the coming years

## LNG Expansion

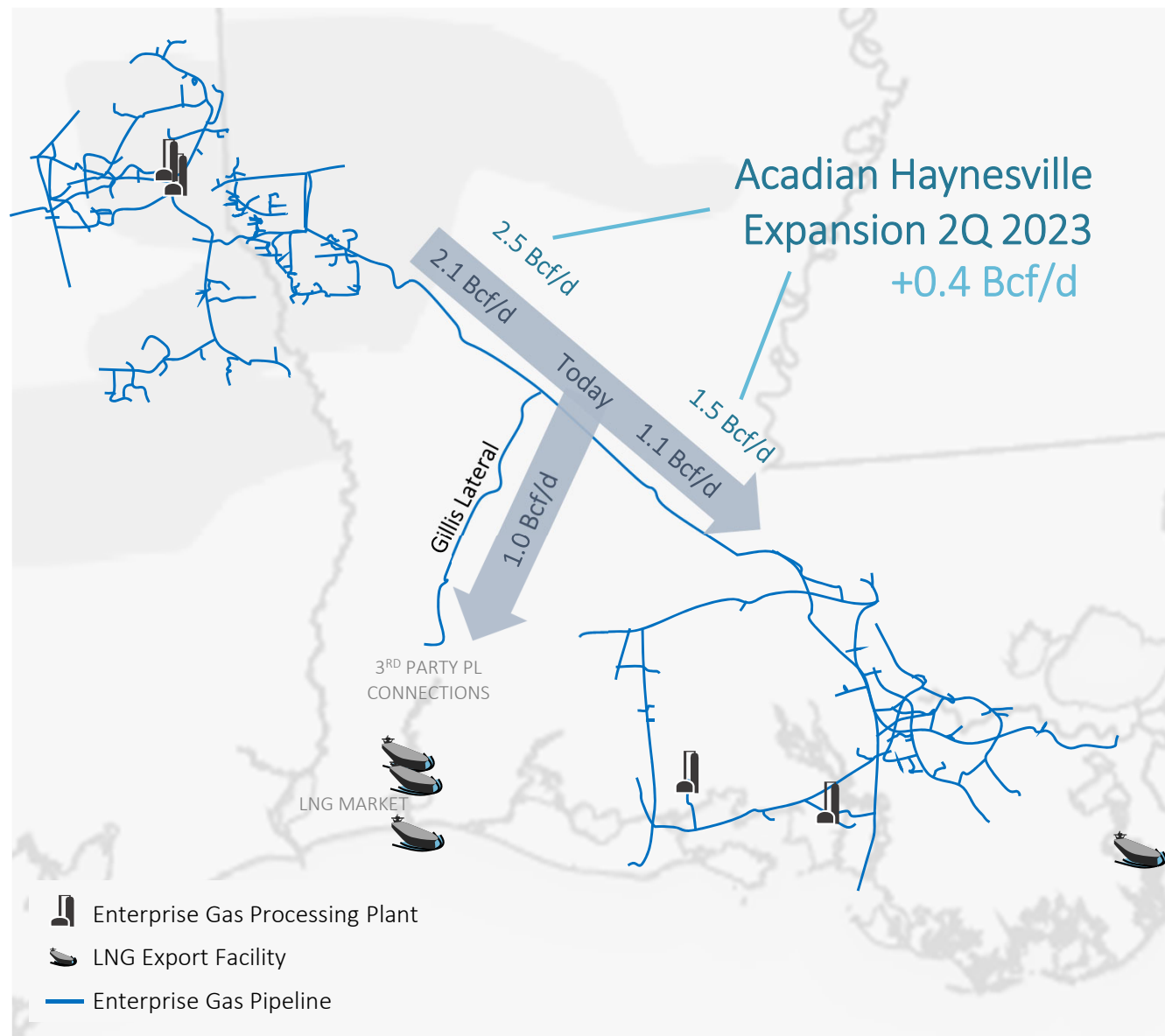
- Over 4 Bcf/d of contracted liquefaction capacity could be added by 2025

## New Industrial Demand

- Future growth driven by petrochemical and methanol expansions and blue hydrogen

## Geographically Advantaged

- Cheapest transport relative to other basins leads to highest producer netbacks



# Permian NGL Pipeline System

## Positioned to Increase Throughput and Market Share

**Growth in the Permian** is expected to exceed pipeline capacity

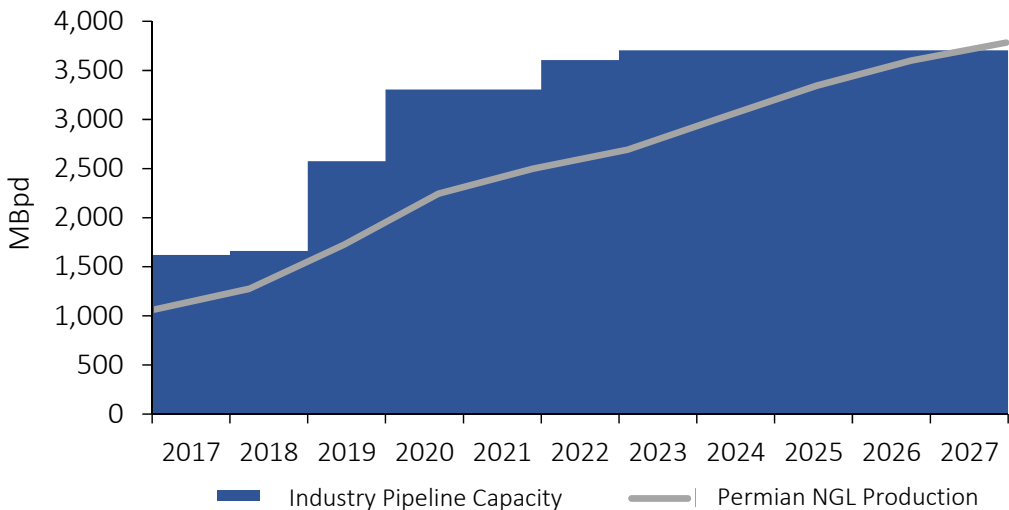
- Capacity to adapt with production growth
- Product service flexibility capable of meeting market needs
- NGL throughput forecasted to increase 20% in 2022
- Ability to optimize product services with flexible capacity based on market needs

**Flexible product capacity** enables Enterprise to capture diverse market opportunities

- Our pipes in the ground have never been more valuable
- Our assets provide an array of options
- History of success in repurposing assets, including: ATEX, Seaway, TE Products, Seminole



NGL growth in the Permian is projected to **outpace** industry pipeline capacity



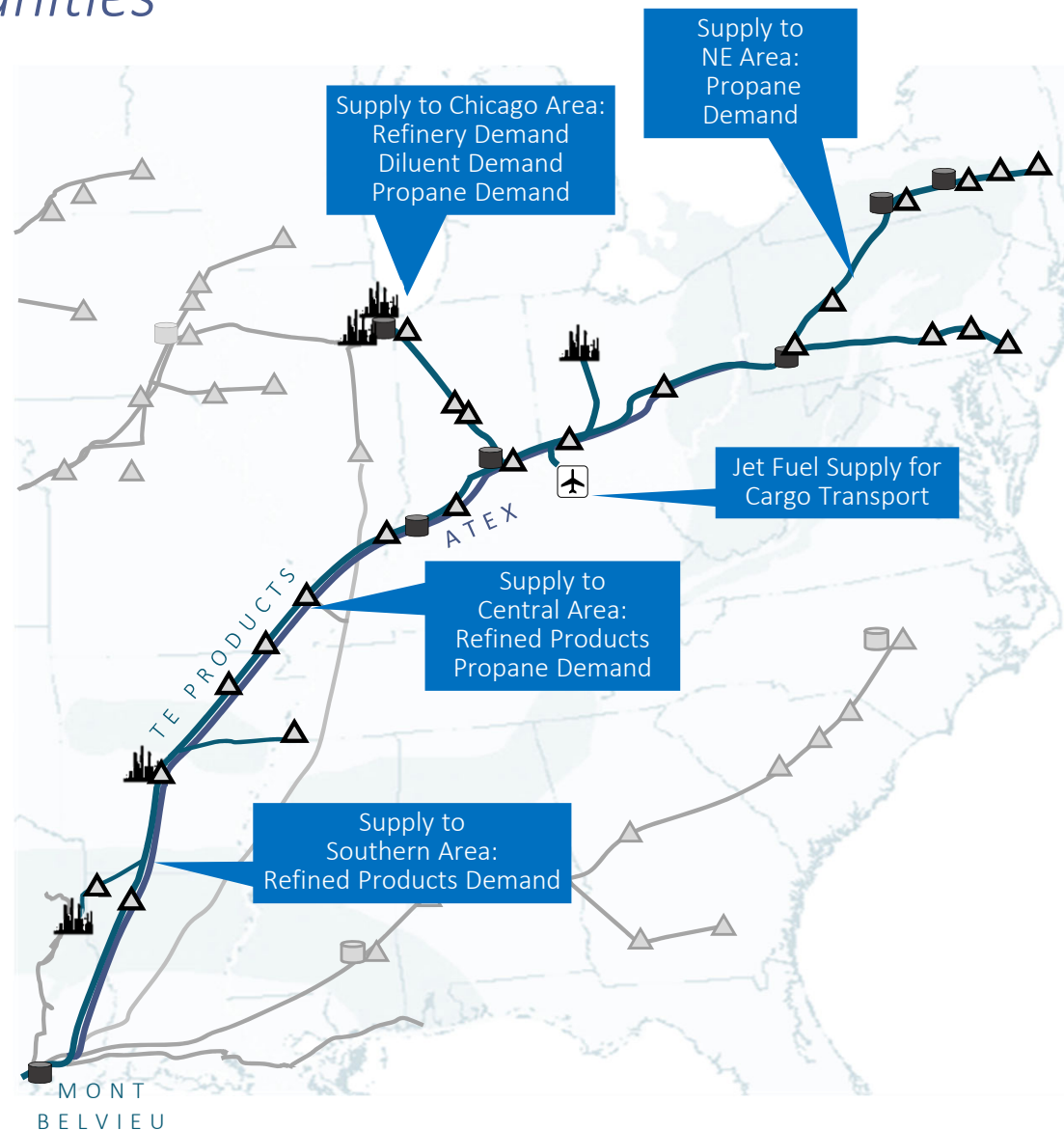
# TE Products (Texas Eastern Products System)

## Product Diversity Creates Opportunities

TE Products is capable of batching over 10 different products

- Averaged **95% utilization** on the TE Products mainline in 2021
- TE is connected to the **most abundant and cost advantaged** supply located in the USGC
- U.S. refined products demand now exceeding pre-pandemic levels
- Currently evaluating **multiple, cost-efficient expansion** opportunities
- Irreplaceable asset spanning from the Gulf Coast to Chicago and New York

TE Products batch train



Iso Butane | Propane | N Butane | Diluent | **Denaturant C5** | Natural Gasoline | CBOB | PBOB | CBOB | ULSD | Jet | ULSD

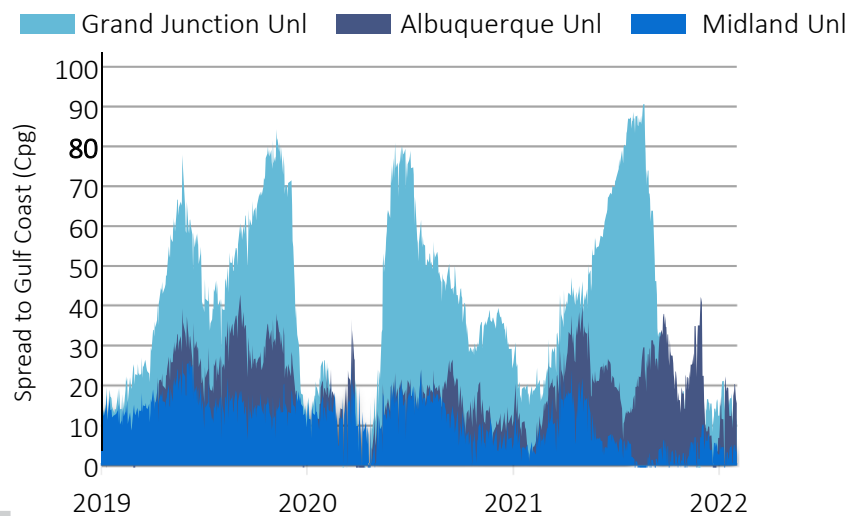


# TW Products (Texas Western Products System)

This **integral project** will utilize both **new and existing assets** to service refined products markets in West Texas, New Mexico, Colorado and Utah

- Up to 60 MBpd of U.S. Gulf Coast gasoline and diesel supply while retaining sufficient capacity for existing and future business
- Maintaining **optionality** for Y-grade service
- Weighted average differentials to the Gulf Coast **exceed 25 cents per gallon** over the last 12 months; at times over **80 cents per gallon**

Target markets have **premium prices** relative to the Gulf Coast



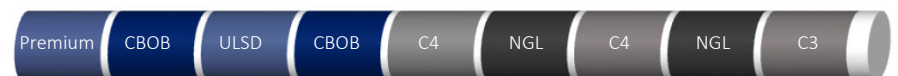
Source: Daily Platts USGC Settle, Daily Argus Rack Low Posting

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TW Products will plan to operate as a **batched system** similar to TE Products

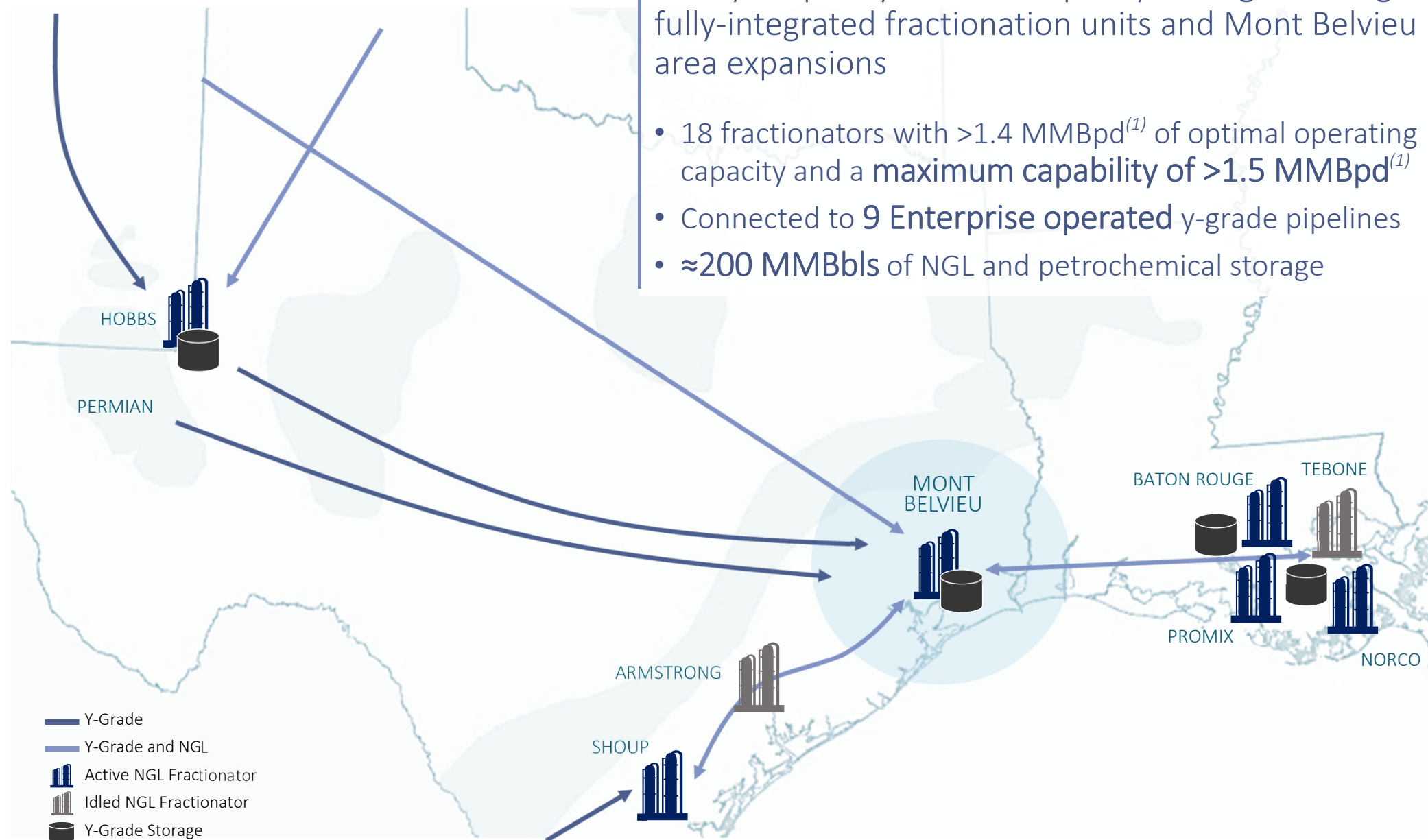
TW Products Batch Train



# Fractionation Integration Creates Opportunities

Ability to quickly increase capacity through existing fully-integrated fractionation units and Mont Belvieu area expansions

- 18 fractionators with >1.4 MMBpd<sup>(1)</sup> of optimal operating capacity and a **maximum capability of >1.5 MMBpd<sup>(1)</sup>**
- Connected to **9 Enterprise operated** y-grade pipelines
- **≈200 MMBbls** of NGL and petrochemical storage



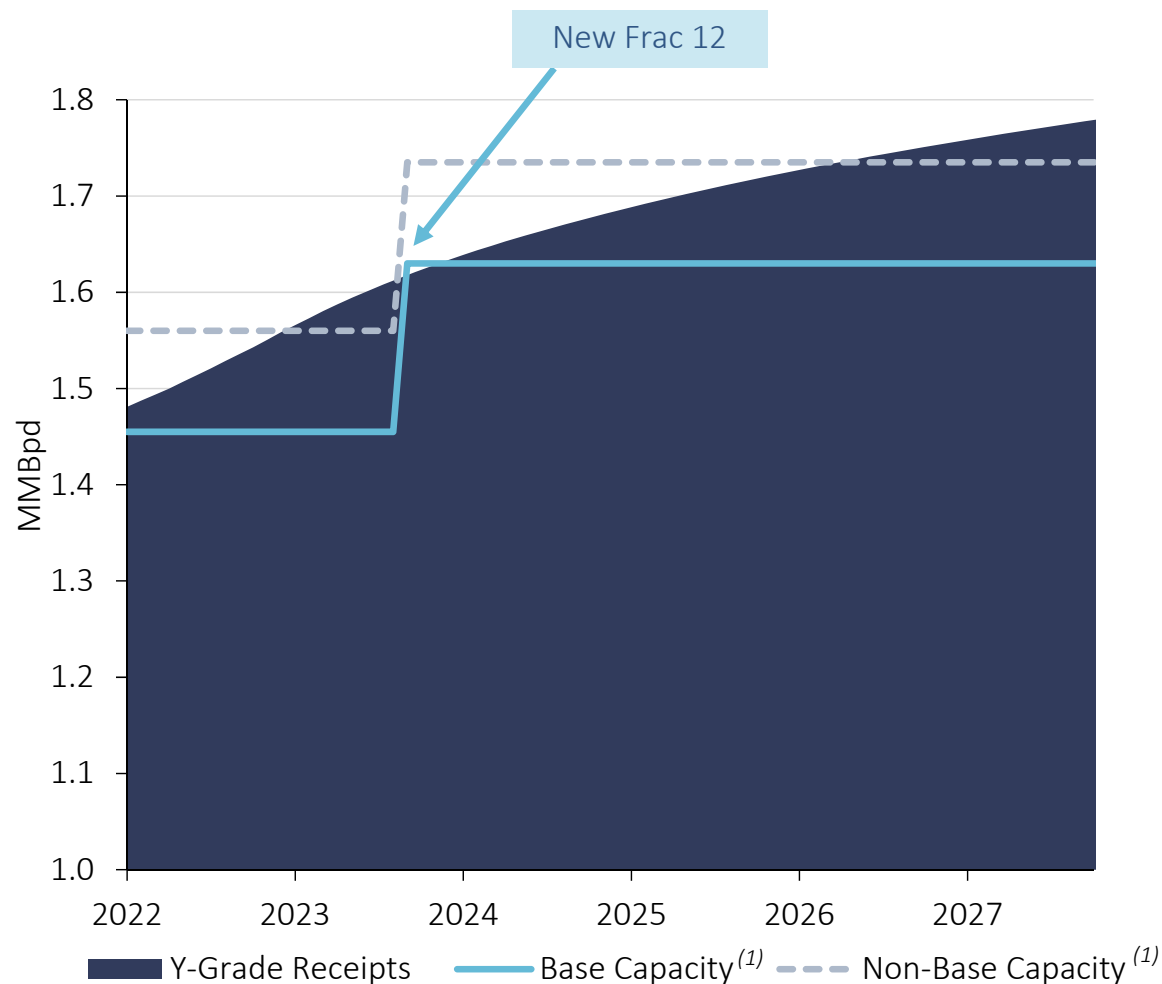
(1) Inclusive of Joint Venture Fractionation Capacity

# Fractionation Capacity vs. Growth

## *Ability to React Quickly to Rapidly Increasing Production*

Utilizing existing non-base capacity today, while **building** to meet the **growing needs** of the future

- Frac 12 provides an **incremental ≈150+ MBpd** of cost efficient capacity by **≈3Q 2023**
- **Capital intensive infrastructure**, such as salt dome storage, NGL purity connectivity and full complex integration is **already in place**
- Utilization of non-Belvieu area capacity provides a **bridge solution** for expected growth prior to Frac 12 start up and post 2023

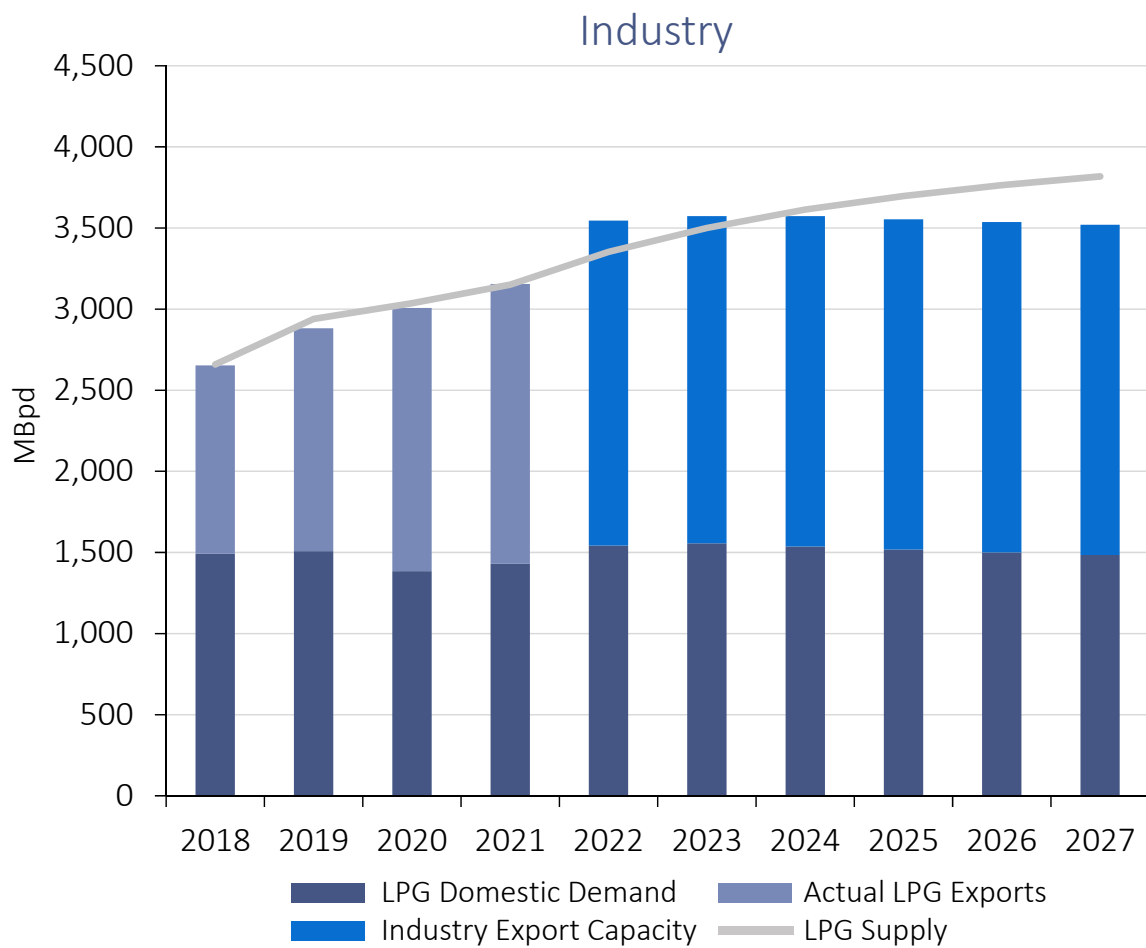
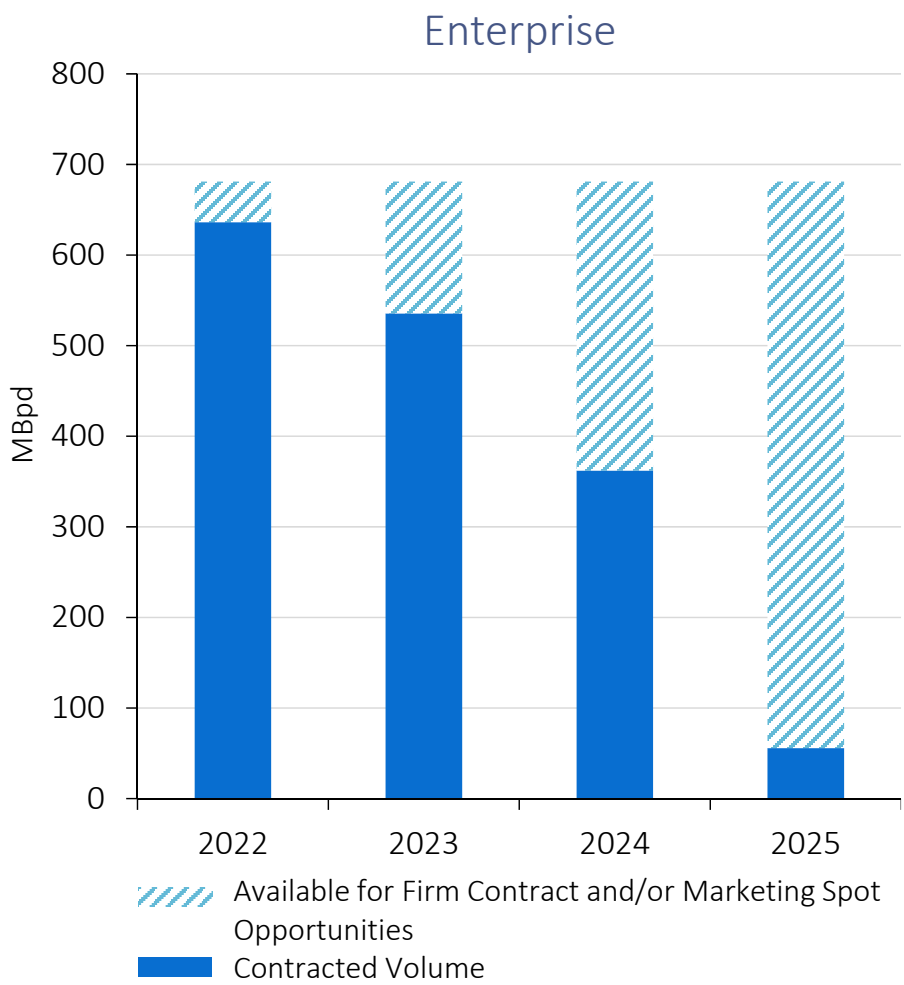


(1) Inclusive of Joint Venture Fractionation Capacity  
Source: EPD Fundamentals

# LPG Supply Growth Drives High Dock Utilization

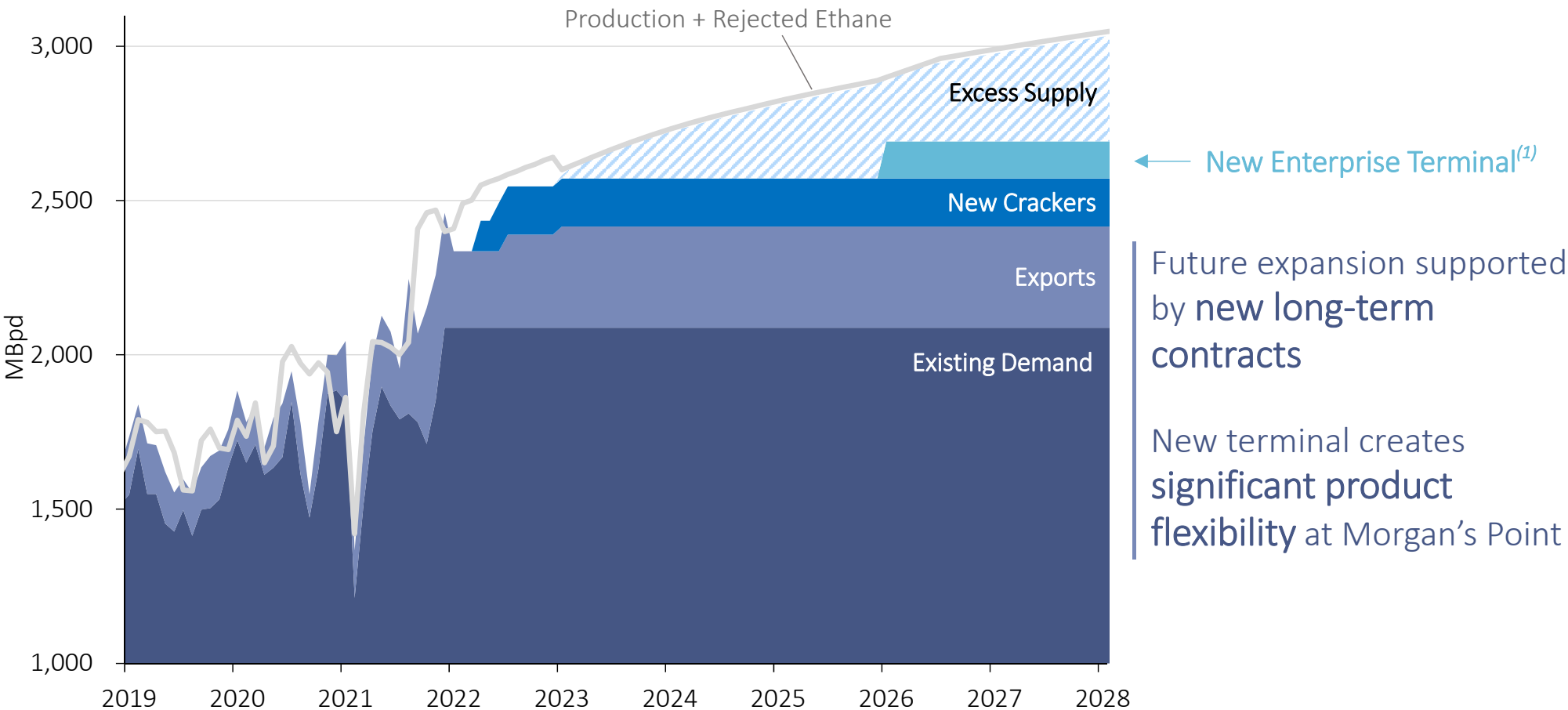
We benefit from short term contracts that roll off prior to **expected full overall dock capacity utilization**

LPG dock capacity expected to continue to be in **high demand**



# Ethane Supply Growth Supports Expansion

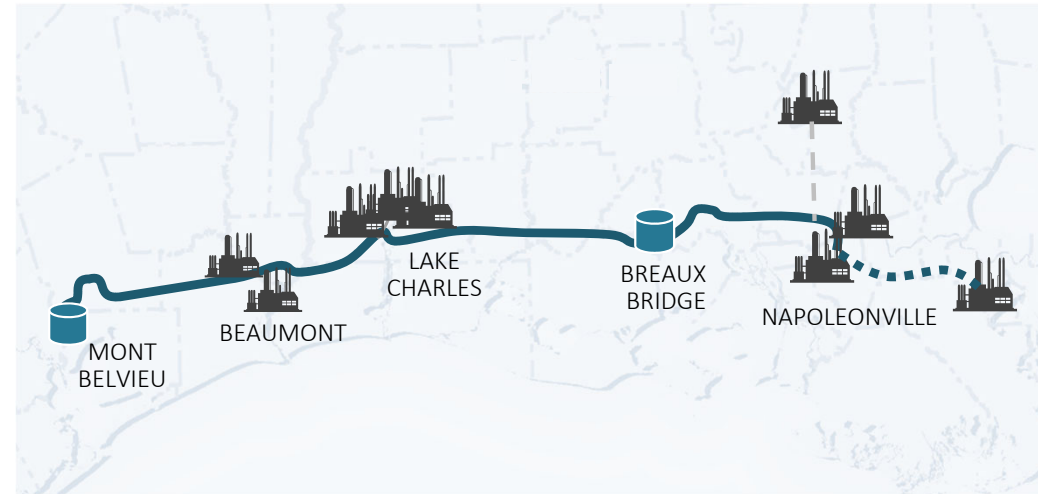
Expansion is needed to support forecasted **growing global demand**



# U.S. Ethylene Economics Support Petrochemical Growth

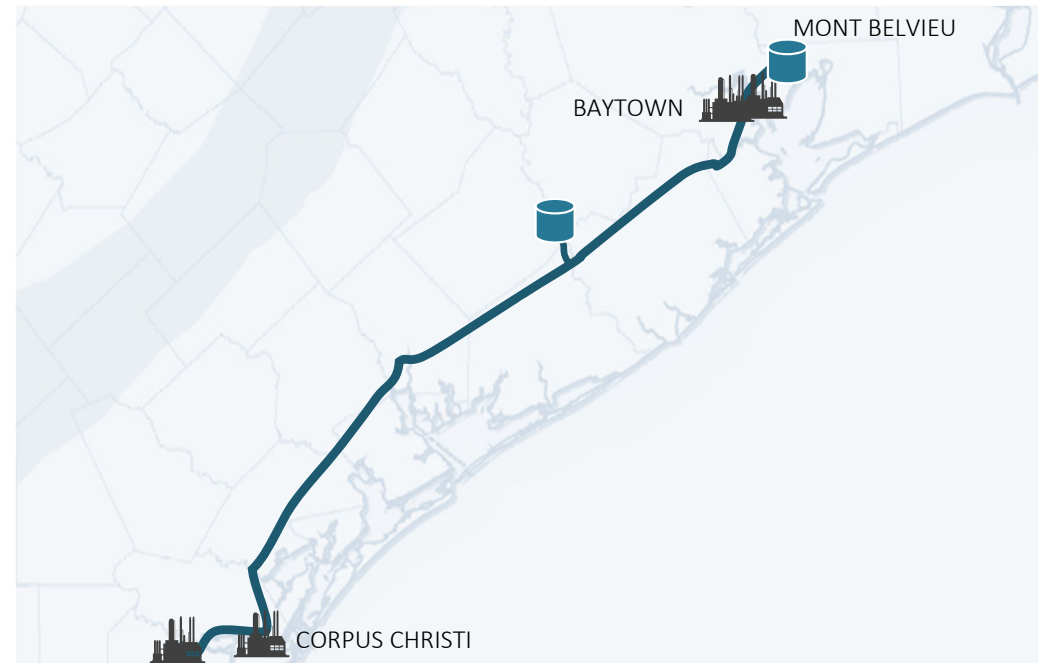
Our **Aegis Pipeline** serves as an ethane header supplying growing petrochemical facilities from **Corpus Christi** to the **Mississippi River**

- Over **425 MBpd** committed with long term take-or-pay contracts
- Nearly **25% of all ethane** supplied to U.S. petrochemical industry via Aegis



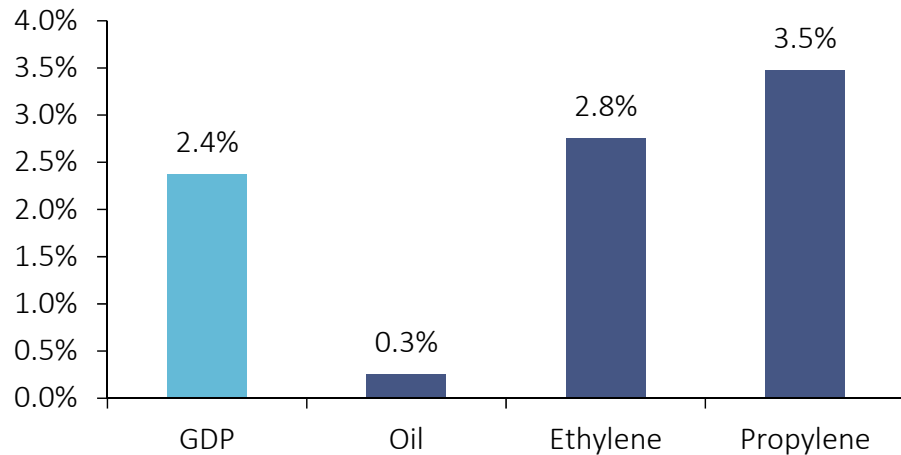
Gulf Coast petrochemical corridor supported via the **South Texas Ethane System**

- Existing capacity available to supply increased demand from optimization and debottlenecking of existing crackers
- Nearly **40% of all ethane** supplied to U.S. petrochemical industry via South Texas and Aegis combined

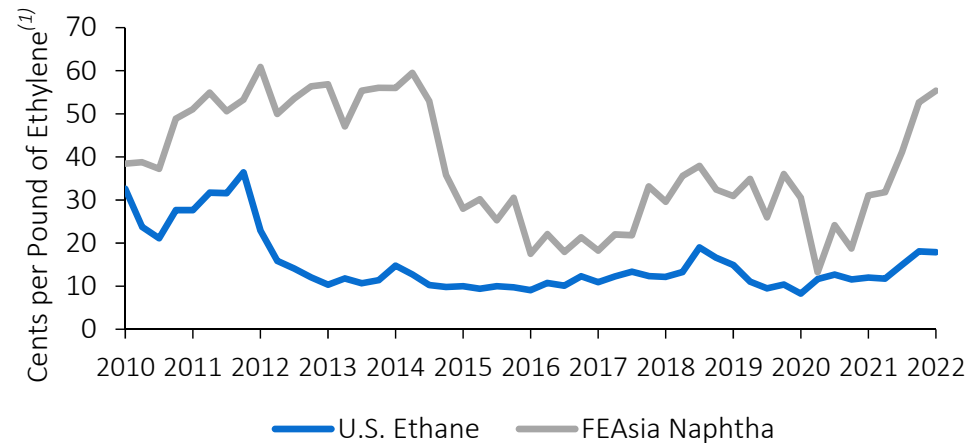


# The U.S. Feedstock and Energy Advantage Spurs Growth

Global Average Compound Annual Growth Rates  
(2010–2020)

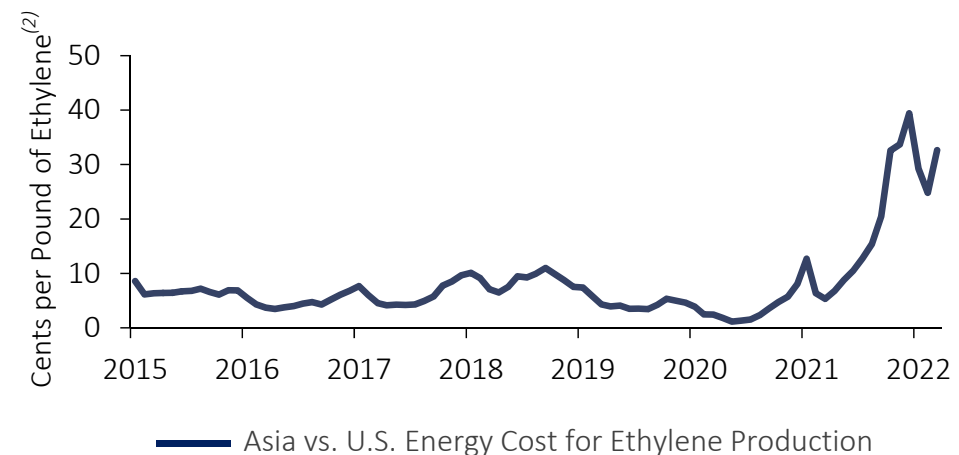


The U.S. feedstock **cost advantage** continues to encourage additional ethylene and propylene **growth**



- Primary petrochemical growth is driven by the growing global middle class and their improving quality of life
- Our assets are **positioned to support** additional industry growth with many capital efficient projects

The U.S. energy (gas and electricity) **advantage** encourages U.S. development



Sources: Bloomberg and EPD Fundamentals

(1) Estimated U.S. Ethane & Asia Naphtha ethylene production cost

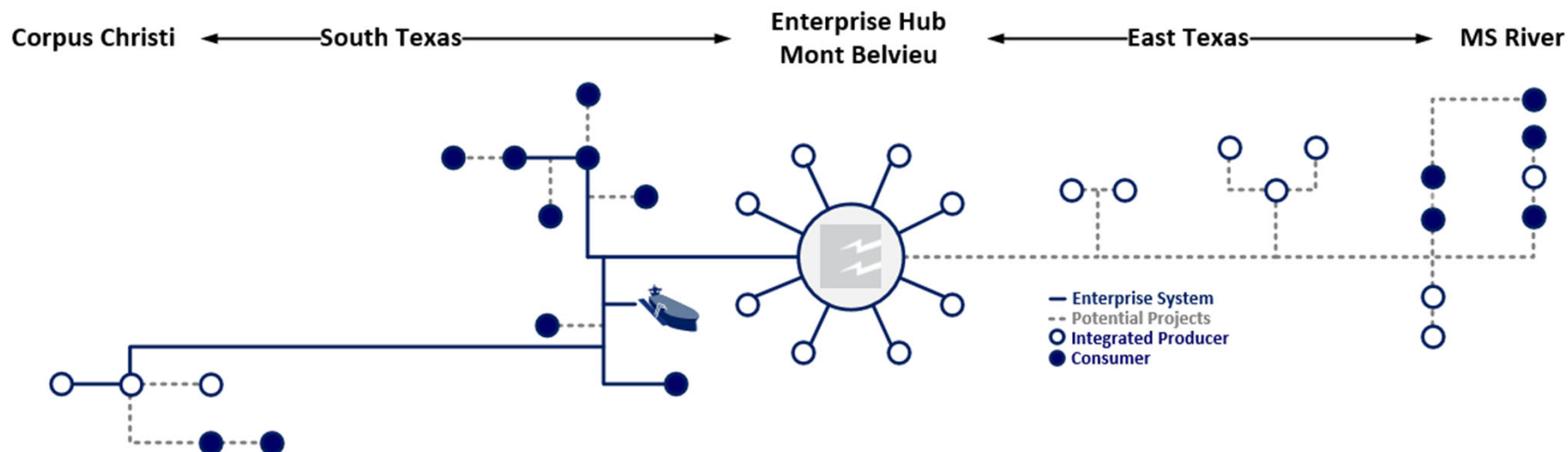
(2) Estimated energy cost for cracking U.S. ethane and Asian Naphtha based on regional gas / power pricing

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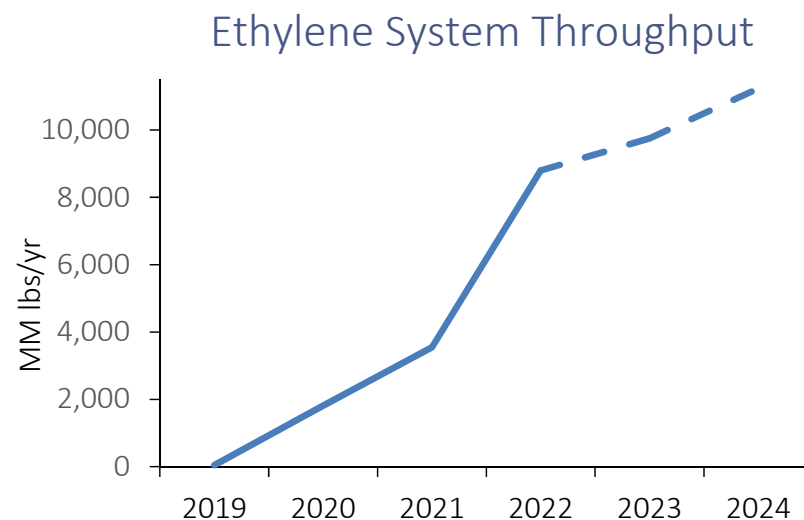
enterpriseproducts.com

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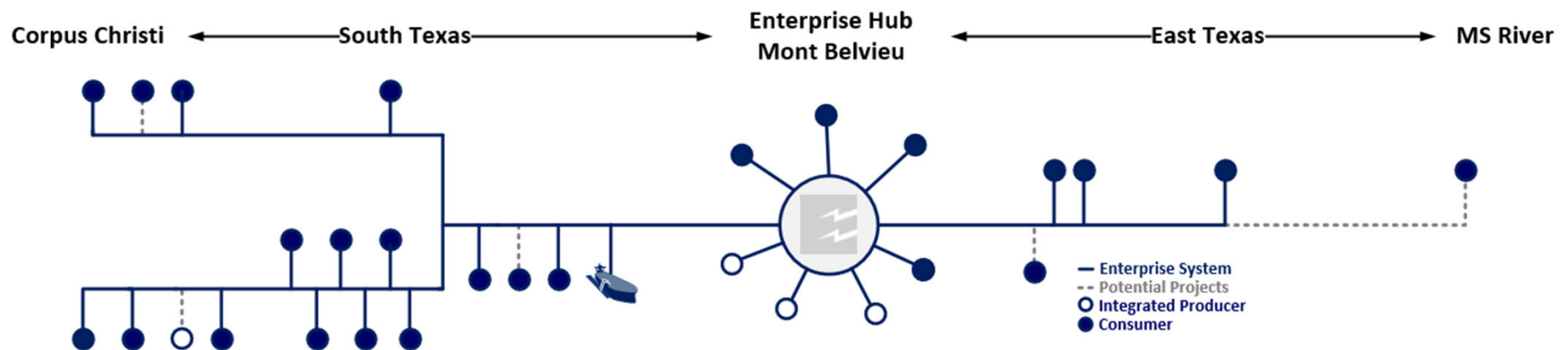
# Rapidly Growing Enterprise Ethylene Pipeline System



- Historically, the U.S. ethylene industry has not had **open-access** midstream services
- Enterprise entered the market in 2019 and is building infrastructure to support **producers and consumers** – providing the market open-access
- We can execute multiple **cost efficient** expansion opportunities to support industry growth



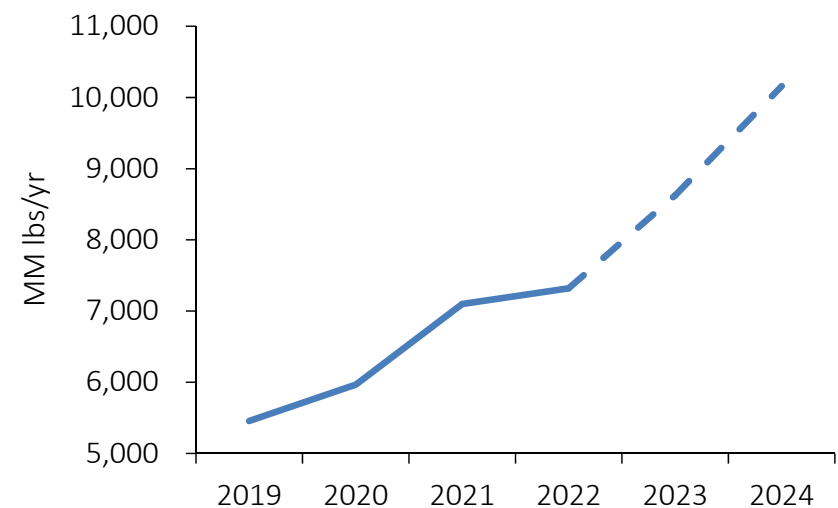
# Growth Continues for Our Propylene Pipeline System



## Reliable system positioned for growth

- Our propylene header system connected to **over 90%** of USGC supply and demand
- System volumes **continue to grow** as the market embraces open-access services
- **Growth projects** are under evaluation that complement the existing system
- The pipeline network is **difficult to replicate** and increases the value of our other integrated propylene assets

## Propylene System Throughput



# Enterprise Petrochemical Exports

## Large Scale Terminals Deliver Cost Advantaged Olefins to the World

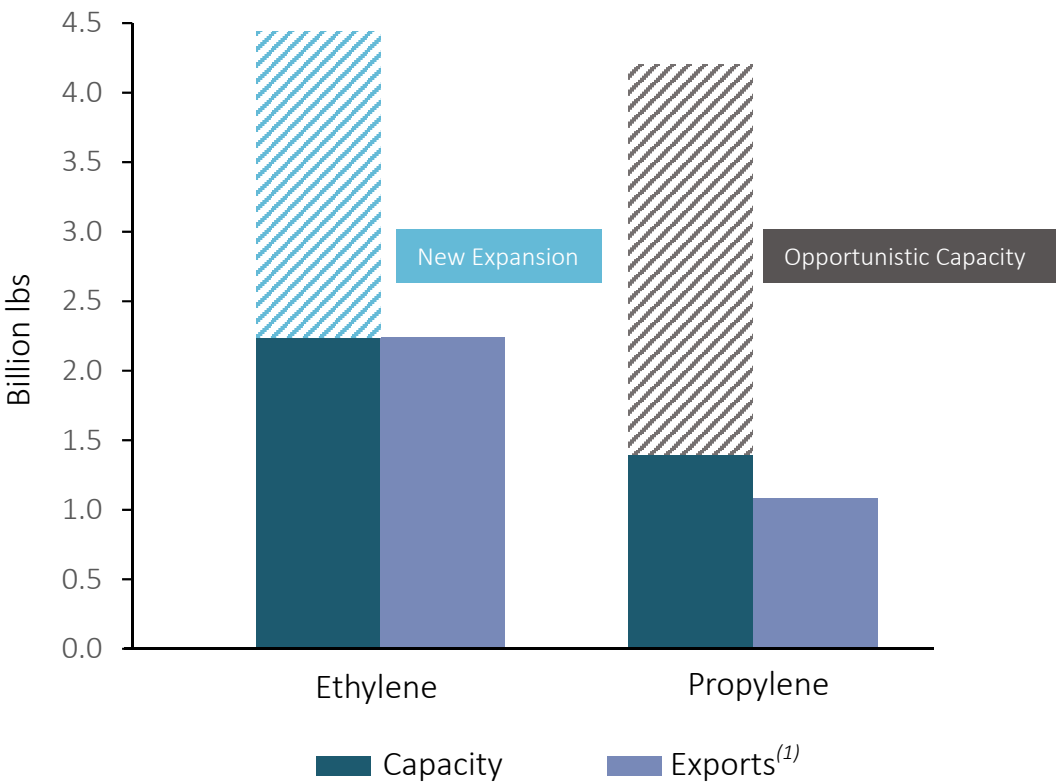
We operate the **world's largest ethylene export terminal** at Morgan's Point with capacity of **over 2.2 billion lbs/yr**

- 66 MMlbs (600 MBbls) refrigerated tank facilitates capacity loading of over 2 MMlbs/hr
- Access to majority of U.S. Gulf Coast ethylene supply via Enterprise market hub
- Ability to co-load ethane and ethylene

We operate the **world's largest propylene export terminal** at Houston Ship Channel with capacity of **over 4 billion pounds per year**

- Executing a project to enhance PGP import capability with expected in-service in 2Q 2022
- Ability to co-load propane and propylene

New capital efficient expansion for ethylene

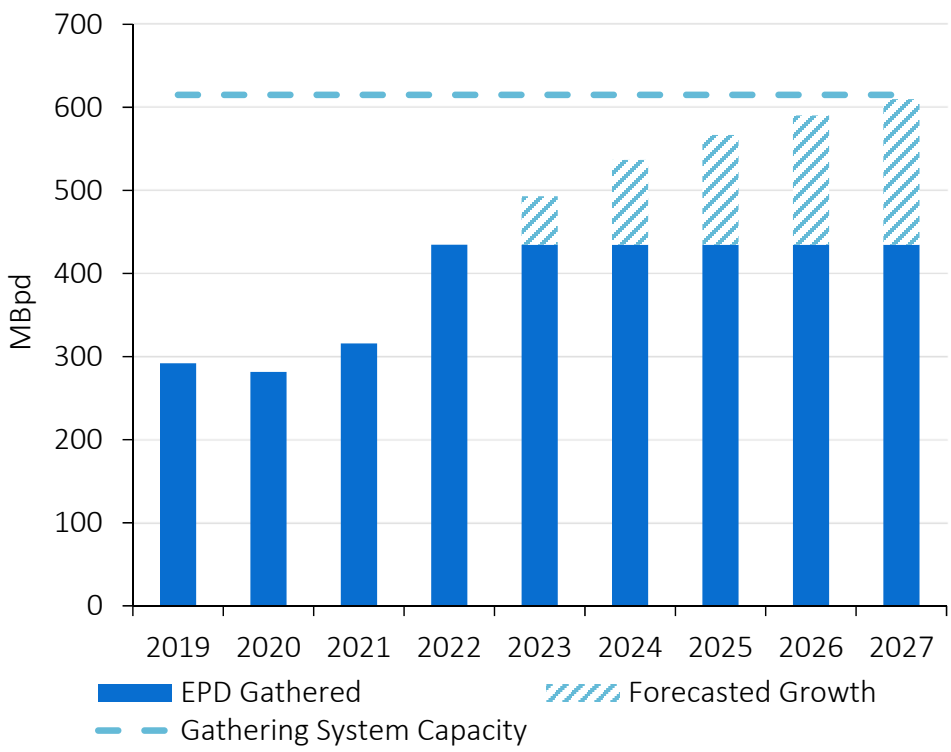


(1) Annualized based on 4Q21–1Q22

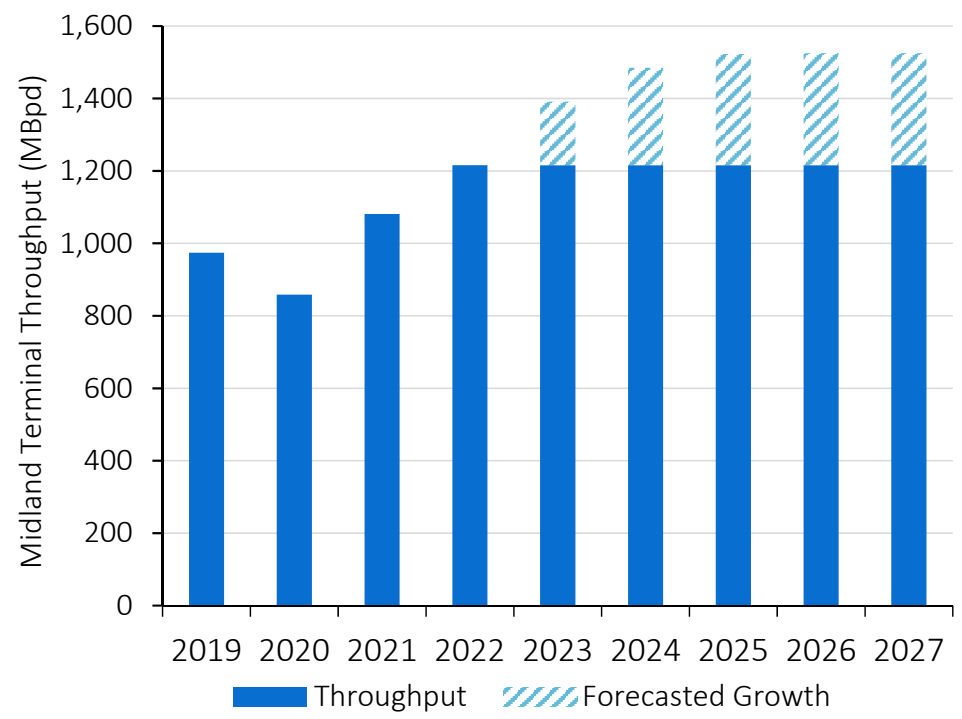
# Wellhead to Midland – Direct Access to Crude Oil Supply

## Drawing Permian Crude Oil to Our Value Chain

Permian crude oil gathering system is built for growing supply



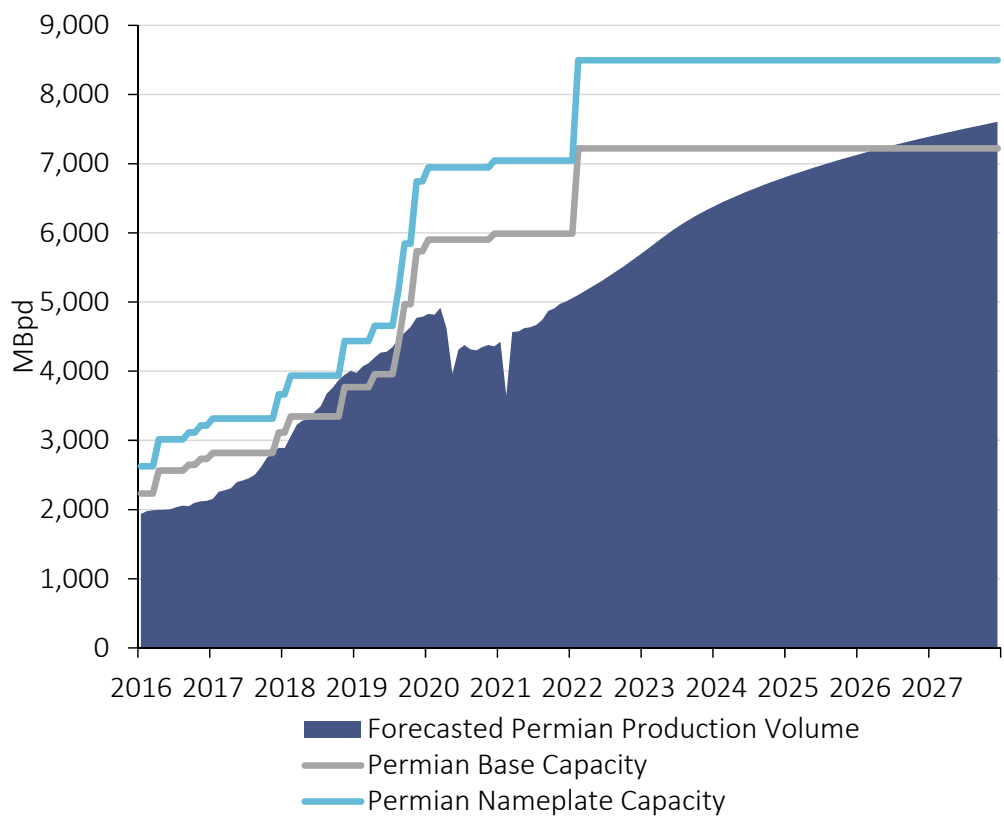
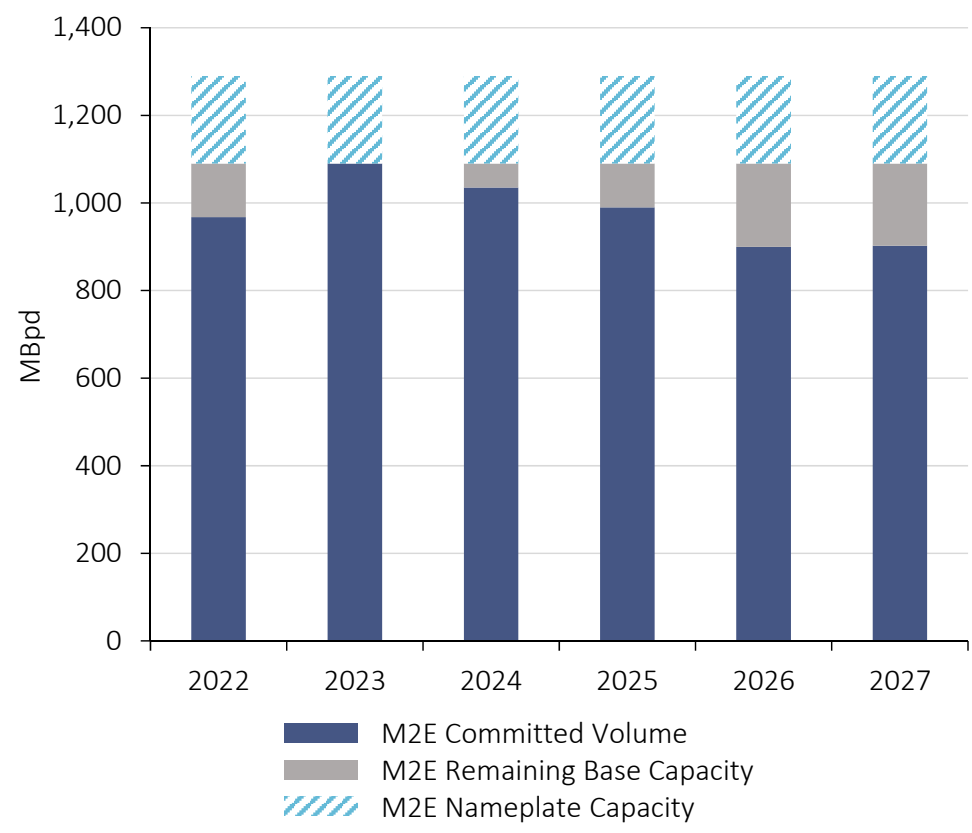
Midland Terminal has access to over 2 MMBpd of supply



# Midland to Echo Contract Strength

## Pipeline Capacity Shifts from Flexible to Opportunistic

- Enterprise’s **heavily contracted** system bridges the supply vs. capacity gap
- SPOT Terminal<sup>(1)</sup> will act as a **magnet for supply**, filling available pipeline capacity
- Available capacity becomes **opportunistic** across the industry as Permian production grows



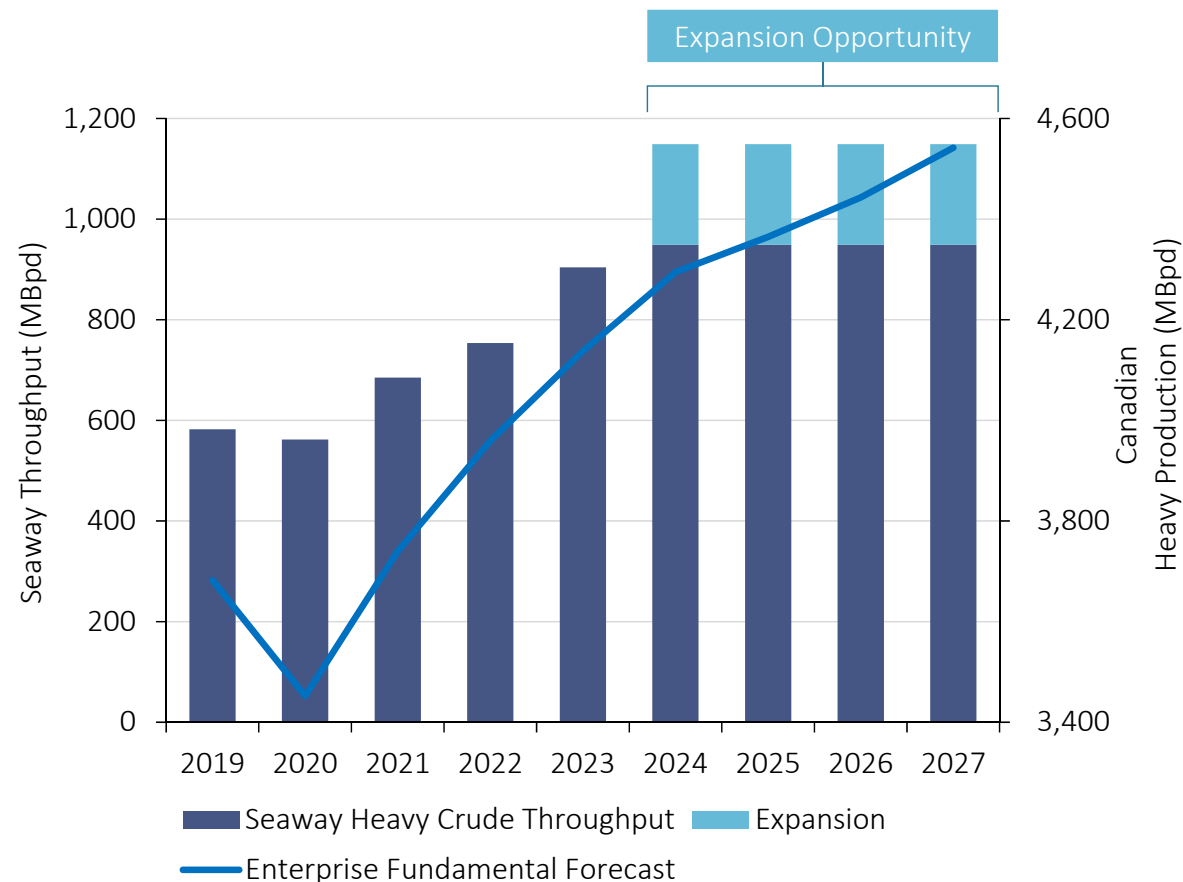
# Seaway – Expandable System for Growing Production

## Canadian Crude Supply in “Heavy” Demand along USGC

### Positioned for growth

- Seaway provides Canadian Crude **access and optionality** to exports and USGC refineries
- CER forecasts Canadian heavy crude production to **grow over 20% by 2030**
- Enbridge Line 3 replacement project **adds 370 MBpd of capacity** with strategic alignment to Cushing and USGC
- Competitive expansion opportunities via pump installations to expand capacity by **+300 MBpd**
- **Strategically** aligns with Enbridge mainline and Flanagan South expansions

Seaway is aligned to continue capturing incremental Canadian Heavy Crude Production



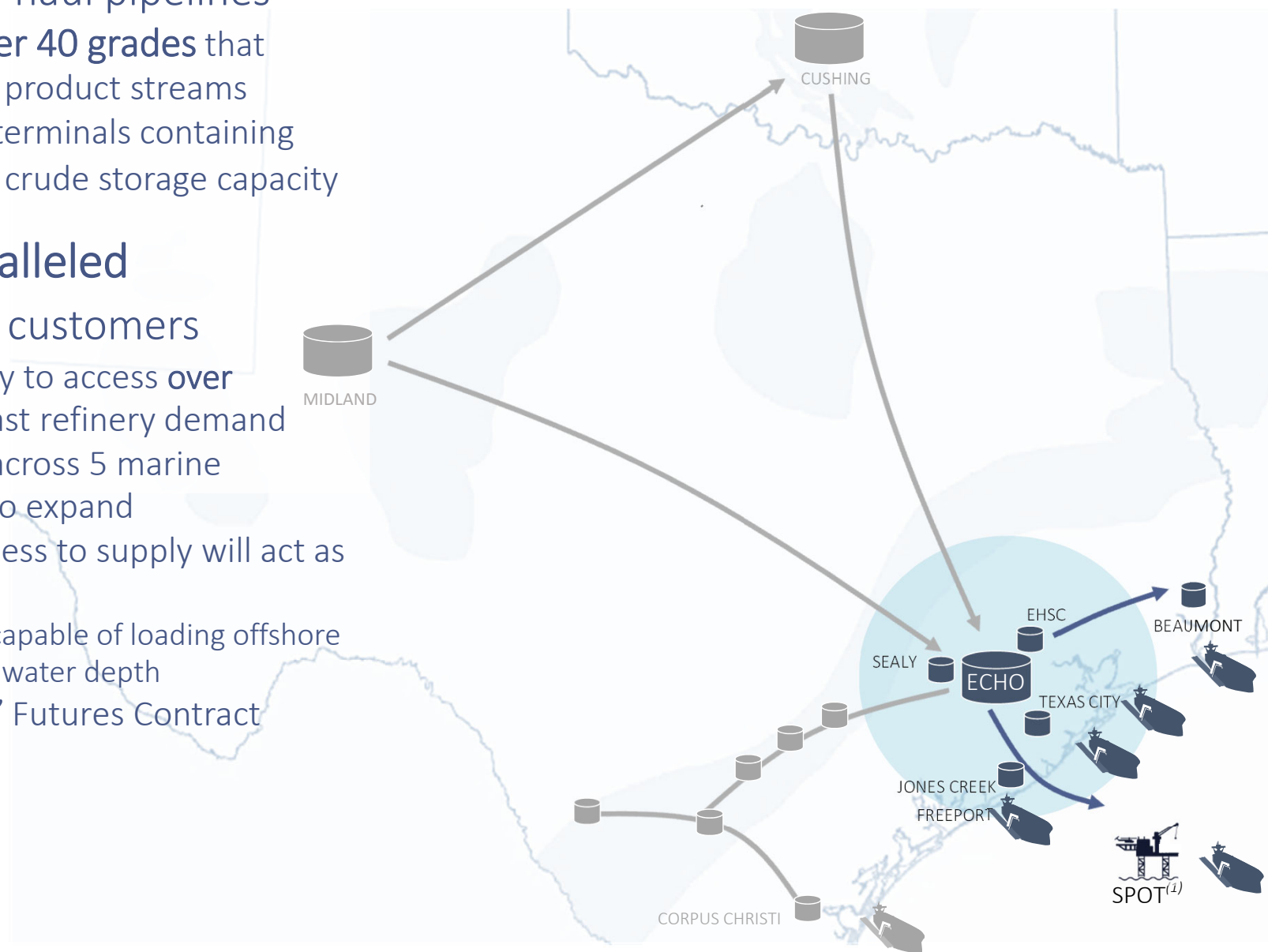
# Houston Assets Offer Unparalleled Market Choices

Access to **over 7 MMBpd** of supply from multiple long-haul pipelines

- Wide selection of **over 40 grades** that contribute to diverse product streams
- Network of onshore terminals containing **over 45 MMBbls** of crude storage capacity

We provide **unparalleled optionality** to our customers

- Extensive connectivity to access **over 4 MMBpd** of Gulf Coast refinery demand
- **19 deepwater docks** across 5 marine facilities, with room to expand
- SPOT Terminal's<sup>(1)</sup> access to supply will act as a **magnet for demand**
  - Dual 36" pipelines capable of loading offshore at 85 MBph in 115' water depth
- Access to new **"HOU"** Futures Contract



(1) Pending regulatory approval

# Positioned For Growth

*“The More Barrels You Touch, The More Opportunity to Make Money” – Dan Duncan*

## Utilize Existing Capacity

Available capacity is **positioned** to capture supply growth...

...and existing contracts support **higher utilization**



## Build for the Future

Existing footprint leads to **cost efficient** capital projects...

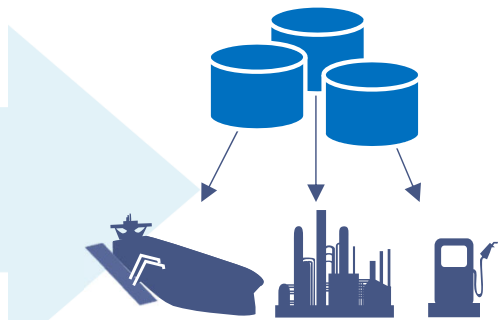
...and cost-efficient capital projects complement the existing **value chain**



## Symbiotic & Dynamic System

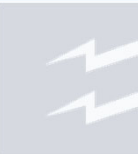
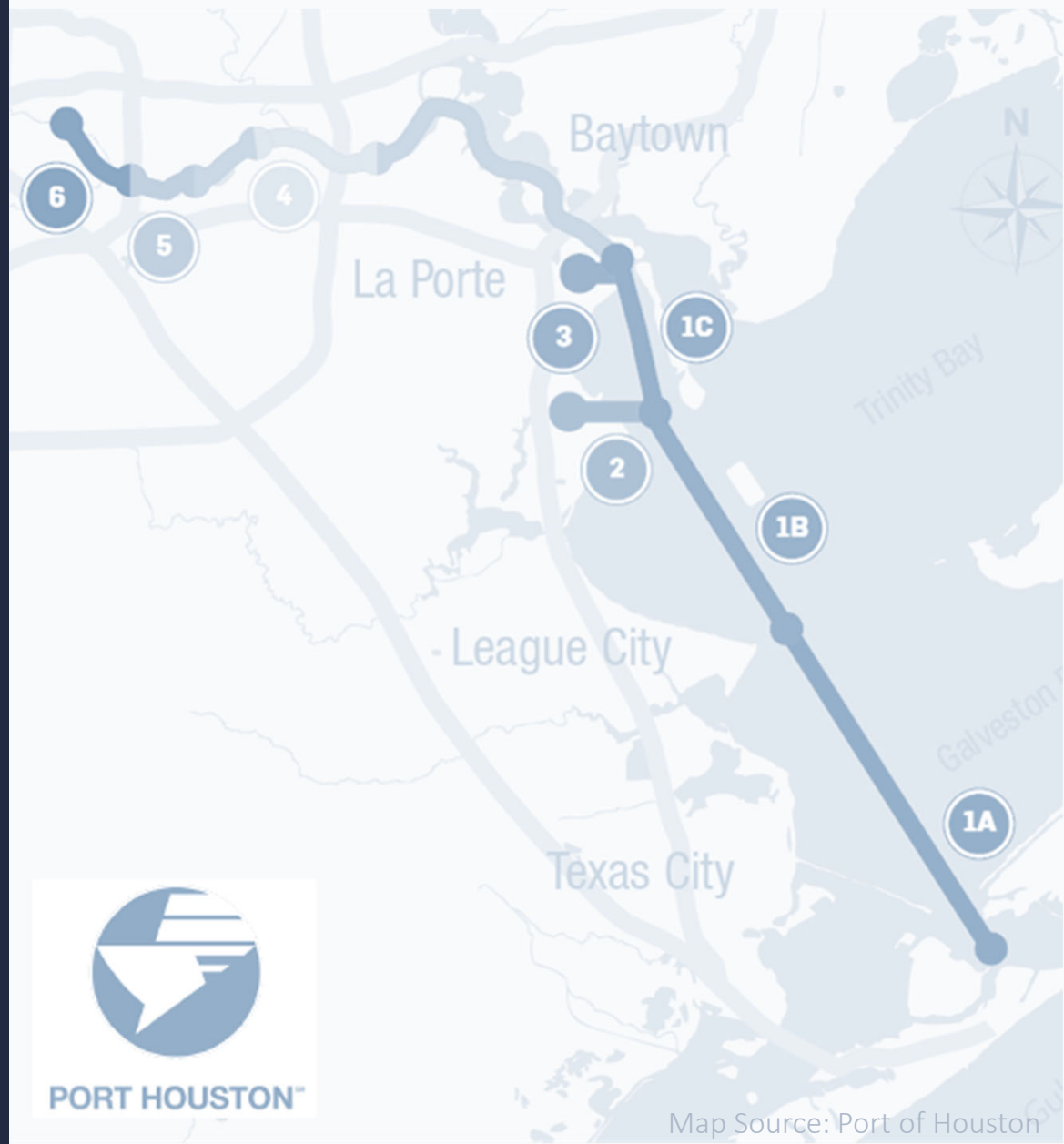
Where demand acts as a **magnet for supply...**

...and supply acts as a **magnet for demand**



# PROJECT 11: HOUSTON SHIP CHANNEL EXPANSION

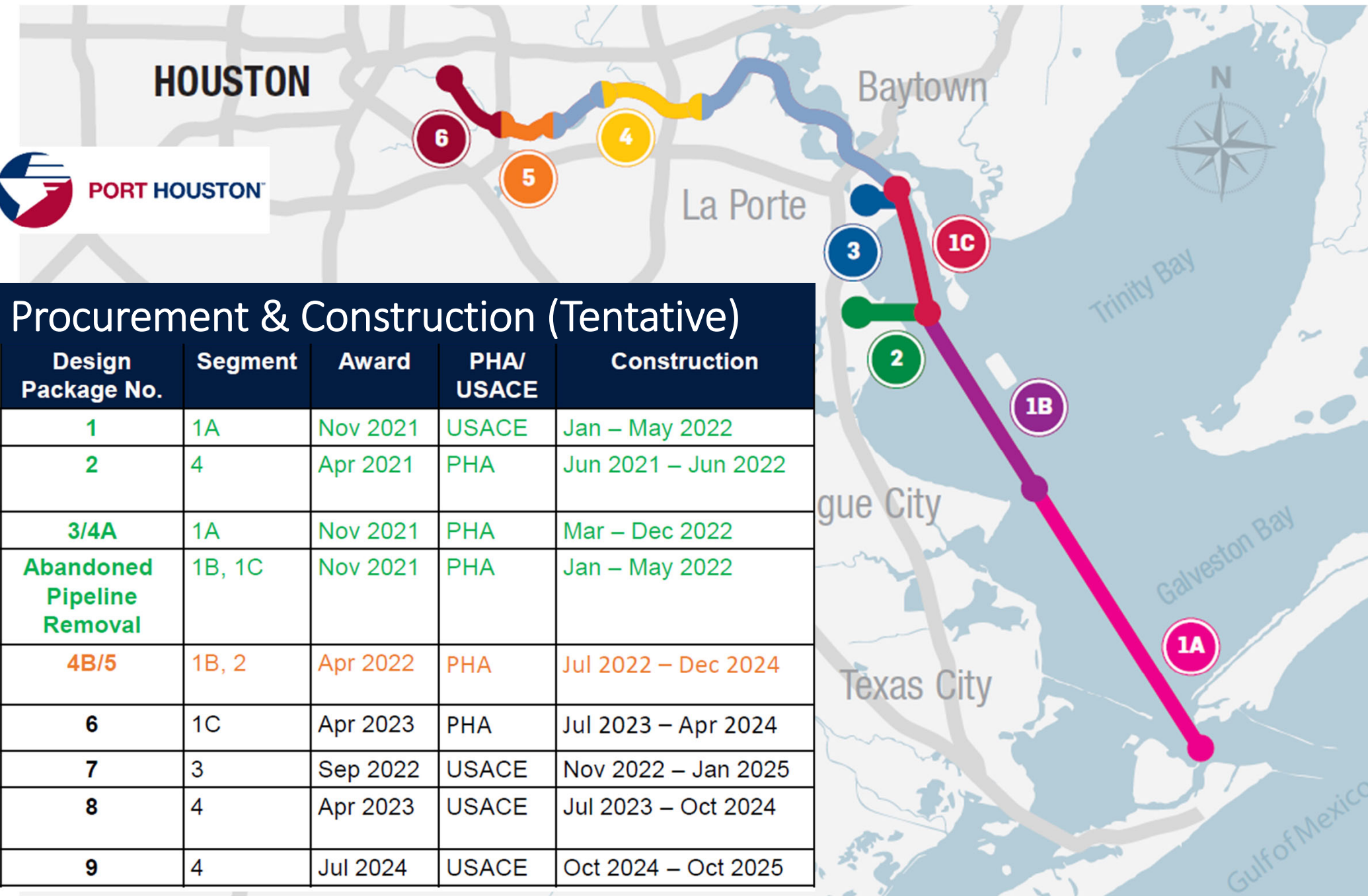
Bob Sanders  
EVP, Asset Optimization



# Port Houston Project 11: Overview



# Port Houston Project 11: Construction Timeline



Procurement & Construction (Tentative)				
Design Package No.	Segment	Award	PHA/ USACE	Construction
1	1A	Nov 2021	USACE	Jan – May 2022
2	4	Apr 2021	PHA	Jun 2021 – Jun 2022
3/4A	1A	Nov 2021	PHA	Mar – Dec 2022
Abandoned Pipeline Removal	1B, 1C	Nov 2021	PHA	Jan – May 2022
4B/5	1B, 2	Apr 2022	PHA	Jul 2022 – Dec 2024
6	1C	Apr 2023	PHA	Jul 2023 – Apr 2024
7	3	Sep 2022	USACE	Nov 2022 – Jan 2025
8	4	Apr 2023	USACE	Jul 2023 – Oct 2024
9	4	Jul 2024	USACE	Oct 2024 – Oct 2025

# What Does Project 11 Mean for the Industry?

## *More Hours, More Vessels*

### Fully Approved Expansion for Houston Ship Channel

#### Channel Widening from 530' to 700'

- Will allow for larger vessels, up to 1250'

#### Increased Daylight Transit Hours

- Currently, vessels of a certain size or carrying certain products **can only transit the channel during daylight hours** (sunrise to sunset)
- With the expanded channel, the restriction marker is expected to **move up** from the mouth of Galveston Bay to the north end of the new wider channel, **Barbours Cut**, some 24 nautical miles
- This change is expected to **allow for ≈1,400 incremental daylight vessel arrivals per year**, that is an **18% increase**
- Expected to add space for 6–7 cargoes/month at EHT



Q&A + BREAK



OPERATIONS,  
ENVIRONMENTAL, SAFETY  
& EVOLUTIONARY  
TECHNOLOGIES



# Part A: Operations, Environmental & Safety

Graham Bacon, EVP and  
Chief Operating Officer

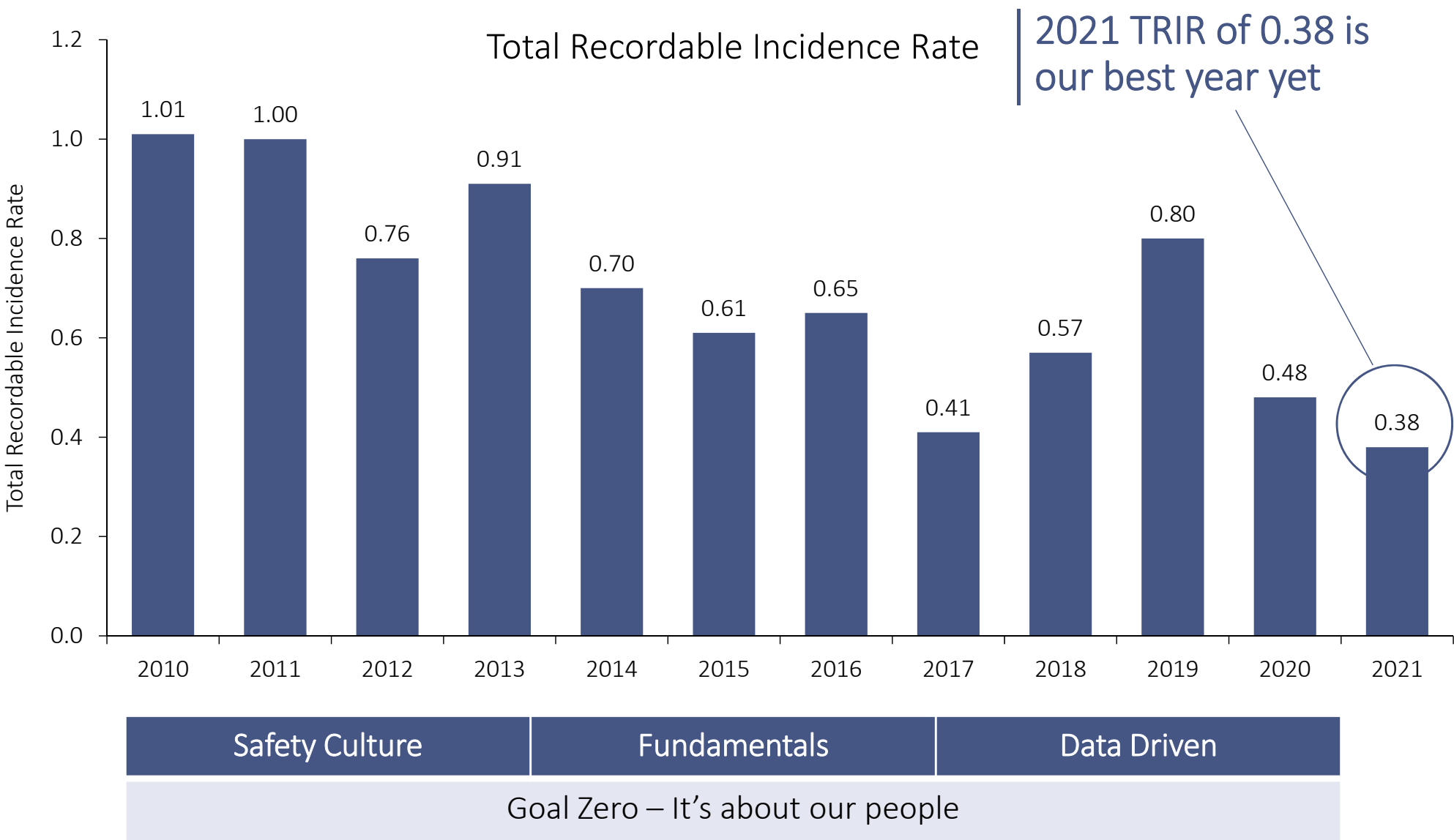
Angie Murray  
SVP, Technical Services

Magnus Ohlsson  
VP, Supply Chain Management

Chris Pipkin  
Senior Director, EHS&T



# Record Safety Performance



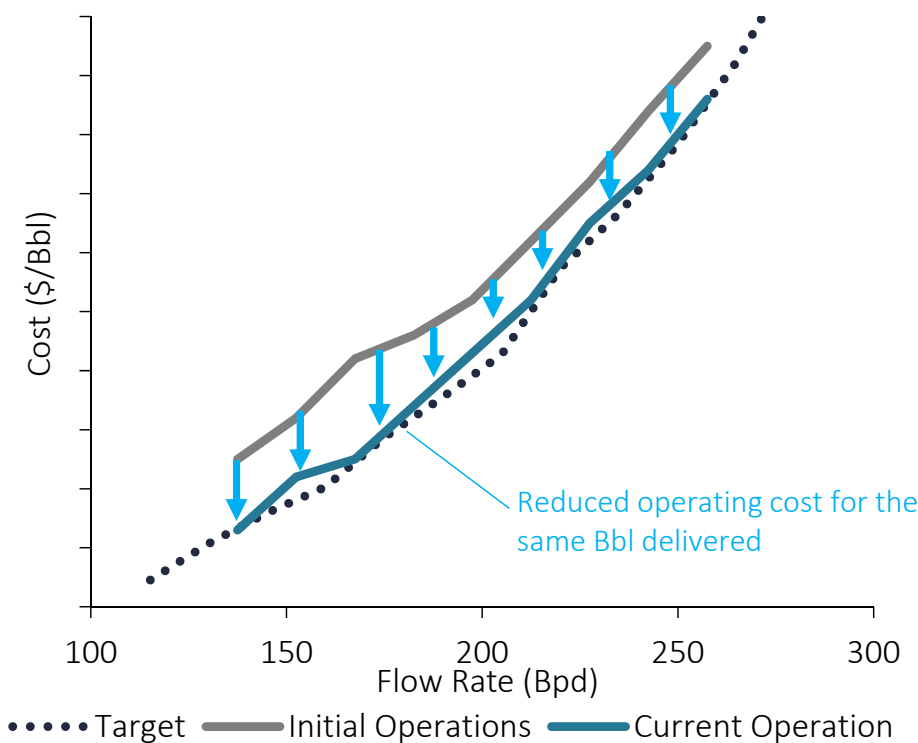
# Sustainable Optimization Results

## Data Driven Optimization Reaps Financial and Environmental Benefits

### Pipelines

Total Transportation Cost \$/Bbl Curve

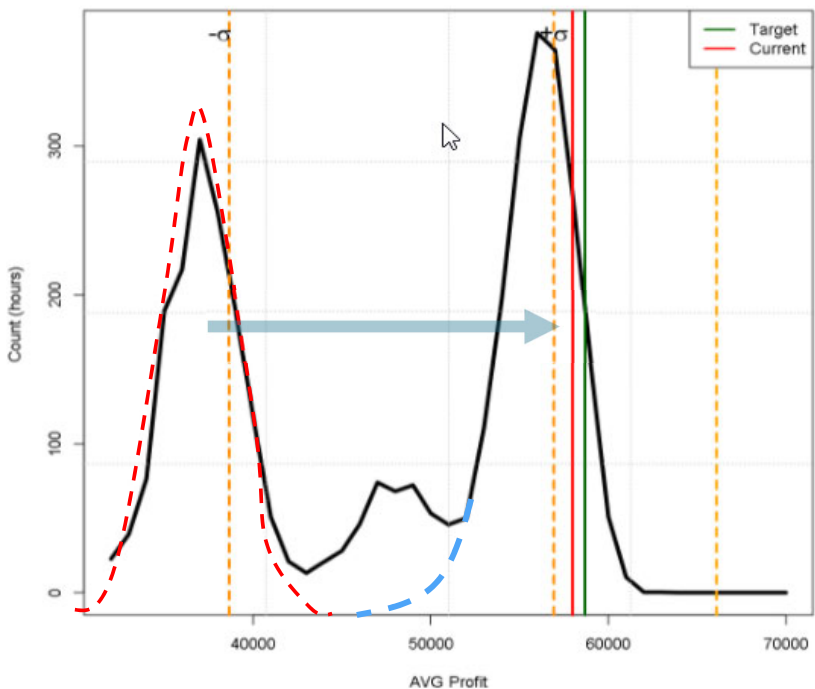
100% of Applicable Pipelines Implemented



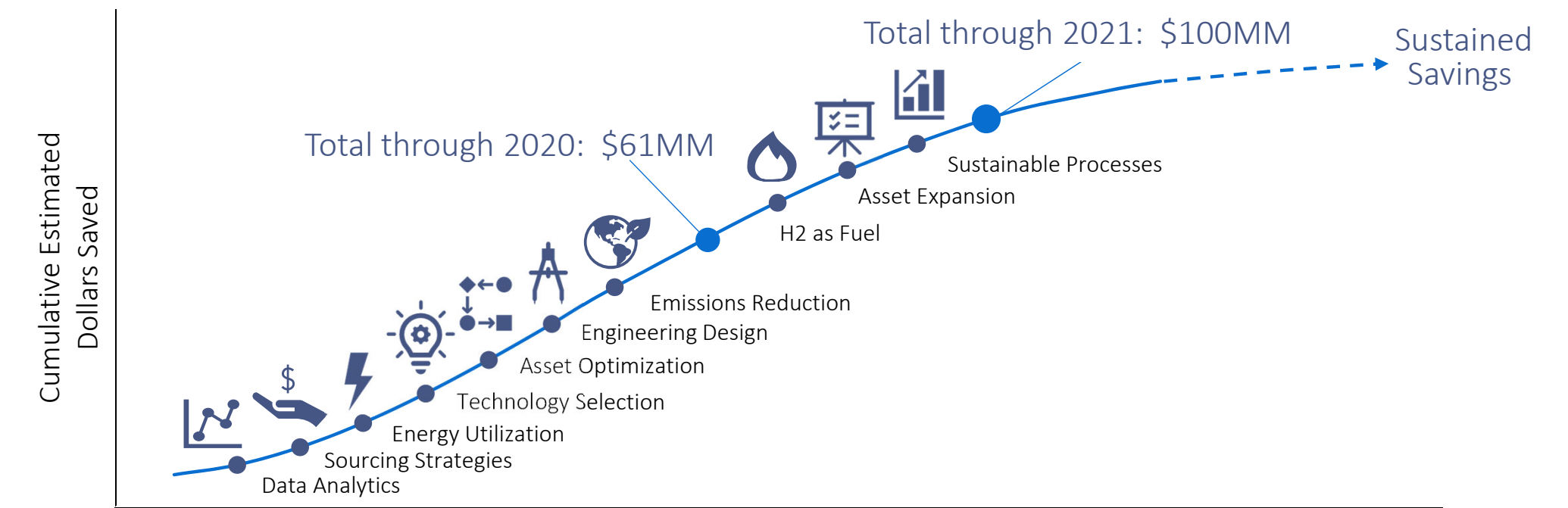
### Plants

Profitability Measure Distribution Curve

>90% of Fractionators Implemented



# Sustainable Optimization Results



## Optimization Integrated Into Daily Operations

### Efficiency Monitoring

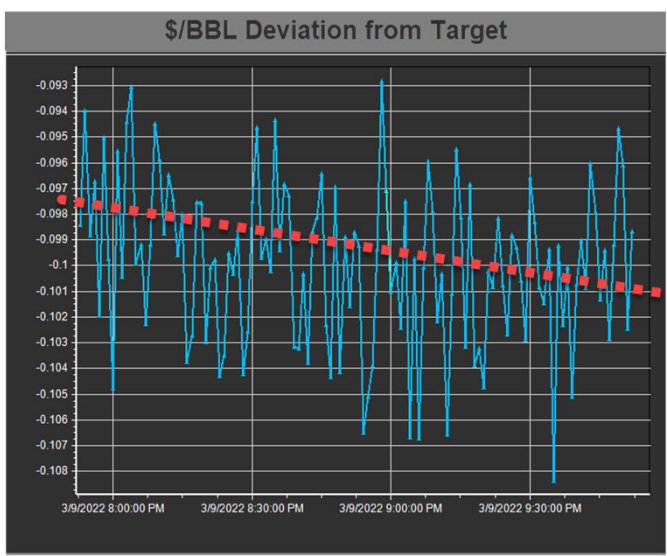
Pipeline Efficiency Overview

Crude Pipeline

Target Rate: 25500 bph  
\$/BBL Deviation: -0.100

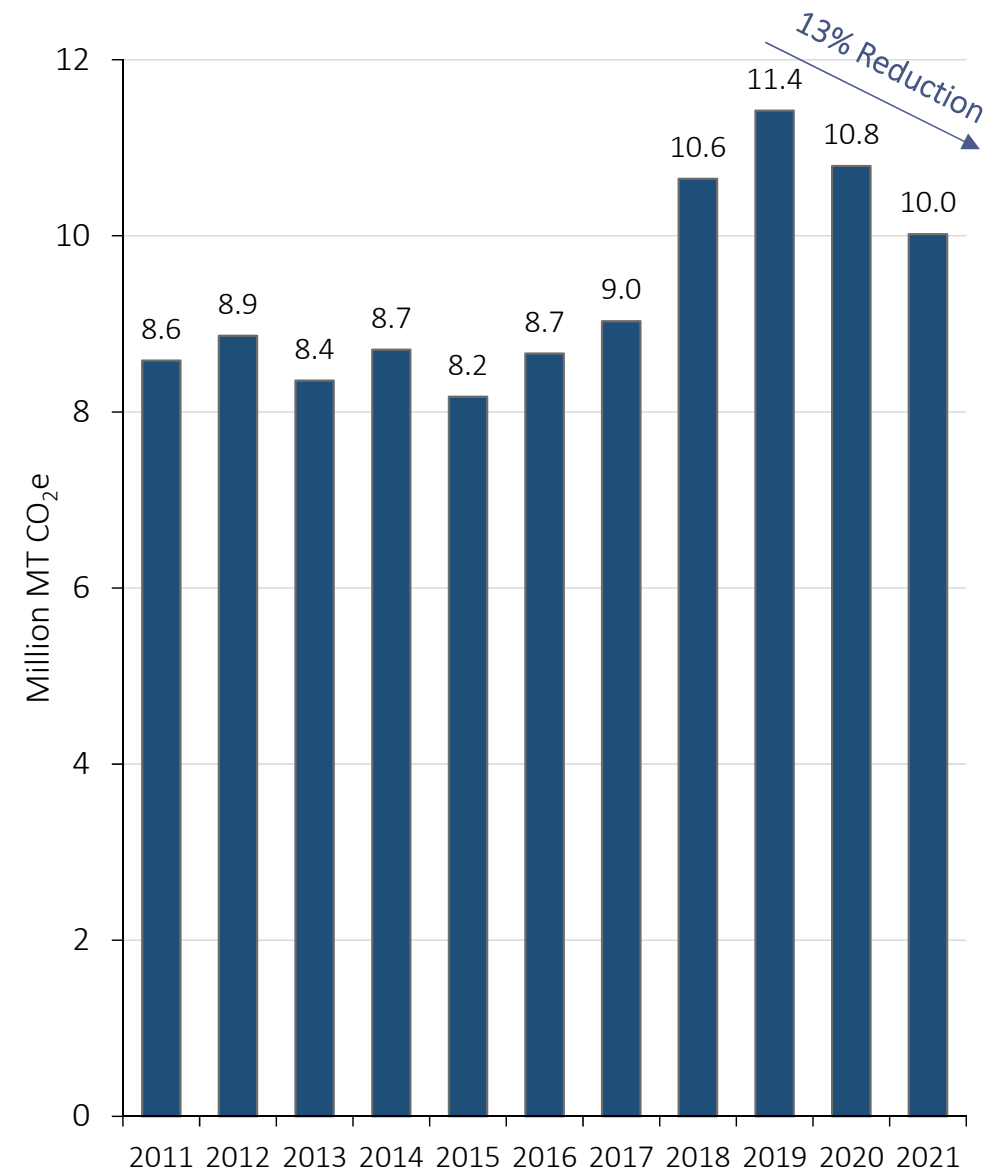
Station	PU	spd	MW	kW	Pressure	Flow Rate	DRA Rate	DRA Cost	\$/kWhr	Electric Power Cost
CUS3	86			3212.5	Suc SP 75	25585 bph	10 GPH	0.015	0.043	0.020
	0			4262.8	Suc 87					
				4283.3	Disc SP 1319					
				4283.3	Disc 1206					
WEWO	92			4231.1	Suc SP 65	25667 bph	9 GPH	0.014	0.041	0.019
	0			4136.7	Suc 65					
				3584.4	Disc SP 1276					
				3584.4	Disc 1209					
COAL	86			3292.1	Suc SP 133	25654 bph	8 GPH	0.012	0.041	0.019
	0			4368.5	Suc 134					
				4332.4	Disc SP 1315					
				4332.4	Disc 1234					
COL2	0			2901.6	Suc SP 164	25547 bph	12 GPH	0.018	0.072	0.032
	88			4239.7	Suc 165					
				4276.7	Disc SP 1329					
				4276.7	Disc 1239					
SKYV	89		13.4	3023.8	Suc SP 98	24252 bph	10 GPH	0.015	0.060	0.027
	0			3886.5	Suc 98					
				3963.7	Disc SP 1282					
				3963.7	Disc 1210					

### Cost Control

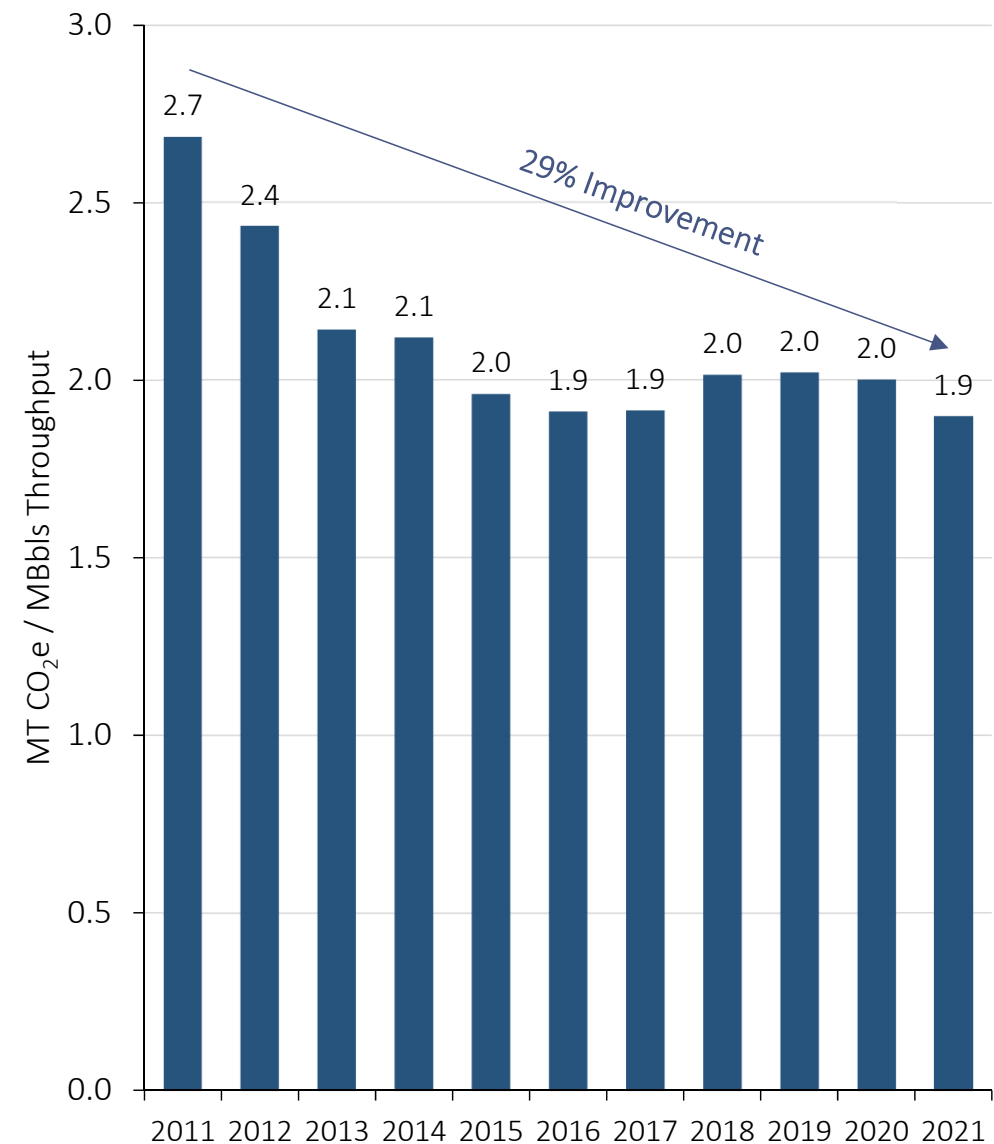


# Reduced Total GHG Direct Emissions and Emission Intensity

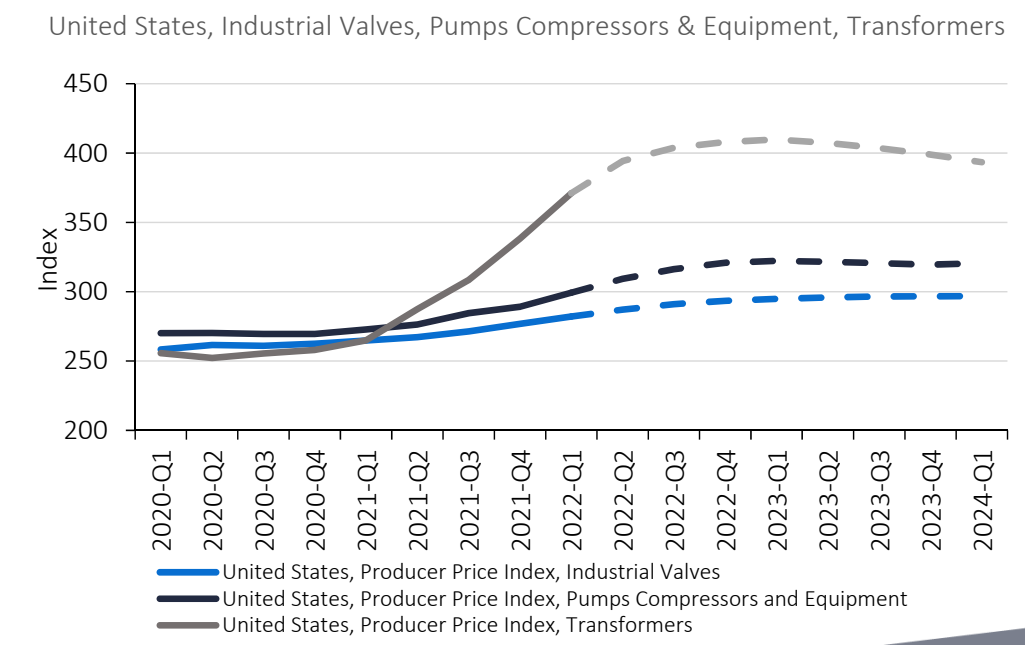
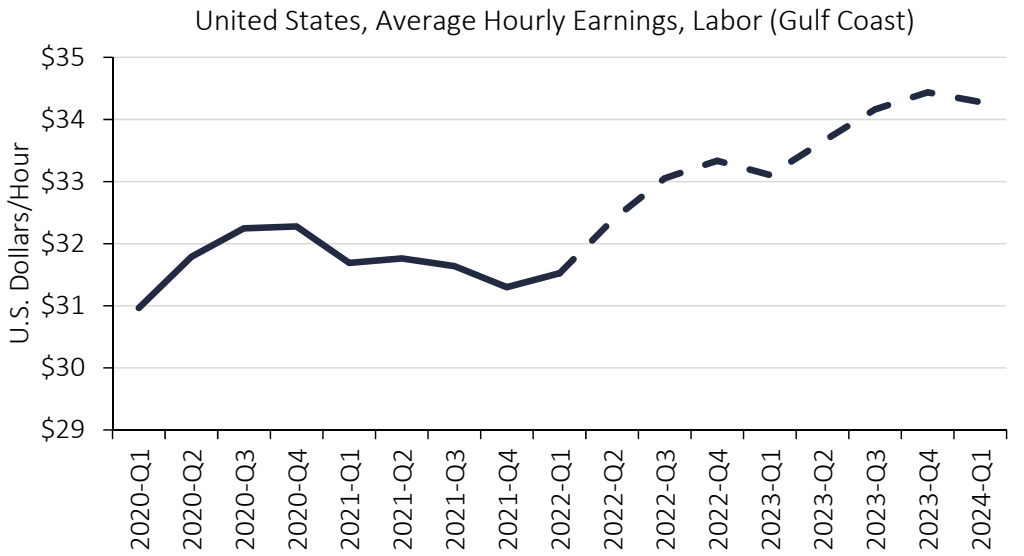
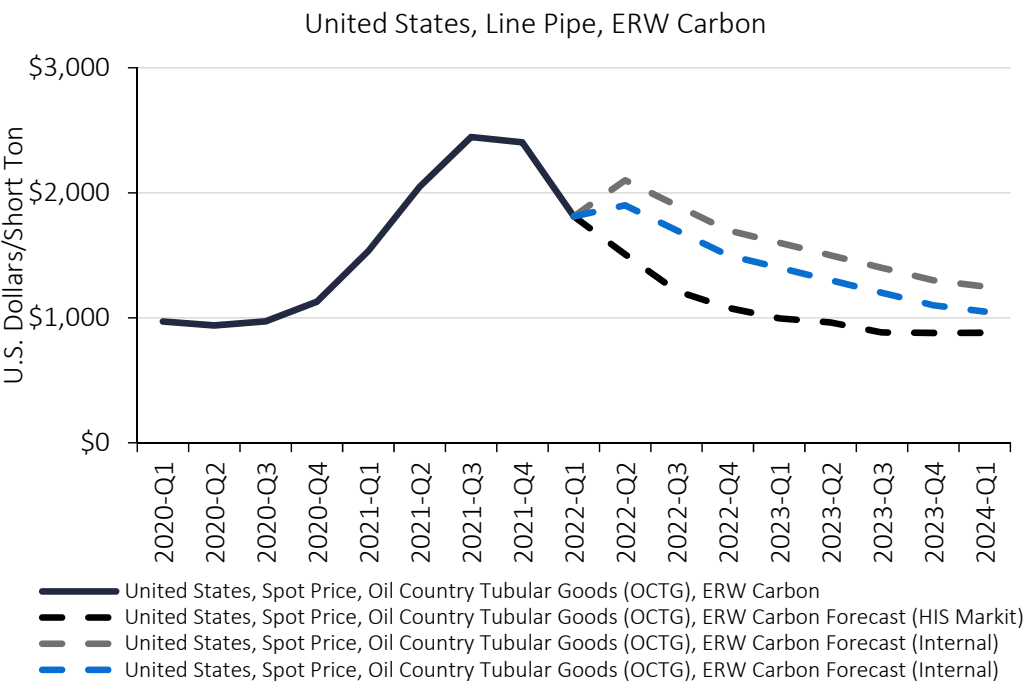
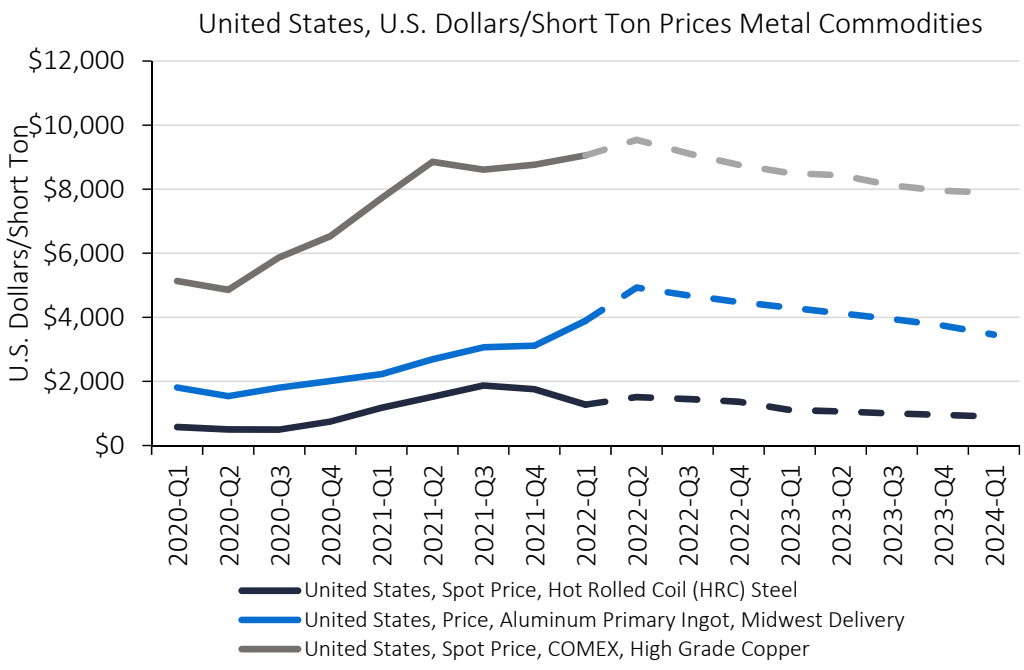
Total Direct GHG Emissions



Total Direct GHG Emissions Intensity



# Supply Chain Outlook – Inflationary Pressures Continue



# Supply Chain Strategy

## General

- Leverage size and buying power of EPD
- Evaluate go / no go buying decision based on market intelligence

## Labor Market

- Actively evaluating labor market trends
- Multi-year fixed T&M pricing with no escalation
- Evaluate regionalized buying vs. company wide buying strategies to drive economies of scale

## Materials

- Prebuy material where available to mitigate inflationary pressure (PLC, electronic components, vehicles, etc.)
- Increasing inventory stock levels to off set future price increases
- Index based agreements with caps
- Long-term strategic agreements in place with critical suppliers (valves, chemicals)



# Resiliency, Reliability, Results

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## *Operating Excellence In Any Situation*



# Part B: Energy Evolution Trends & Evolutionary Technologies

Chris Nelly, EVP Finance,  
Sustainability & Treasurer

Tony Chovanec  
SVP, Fundamentals

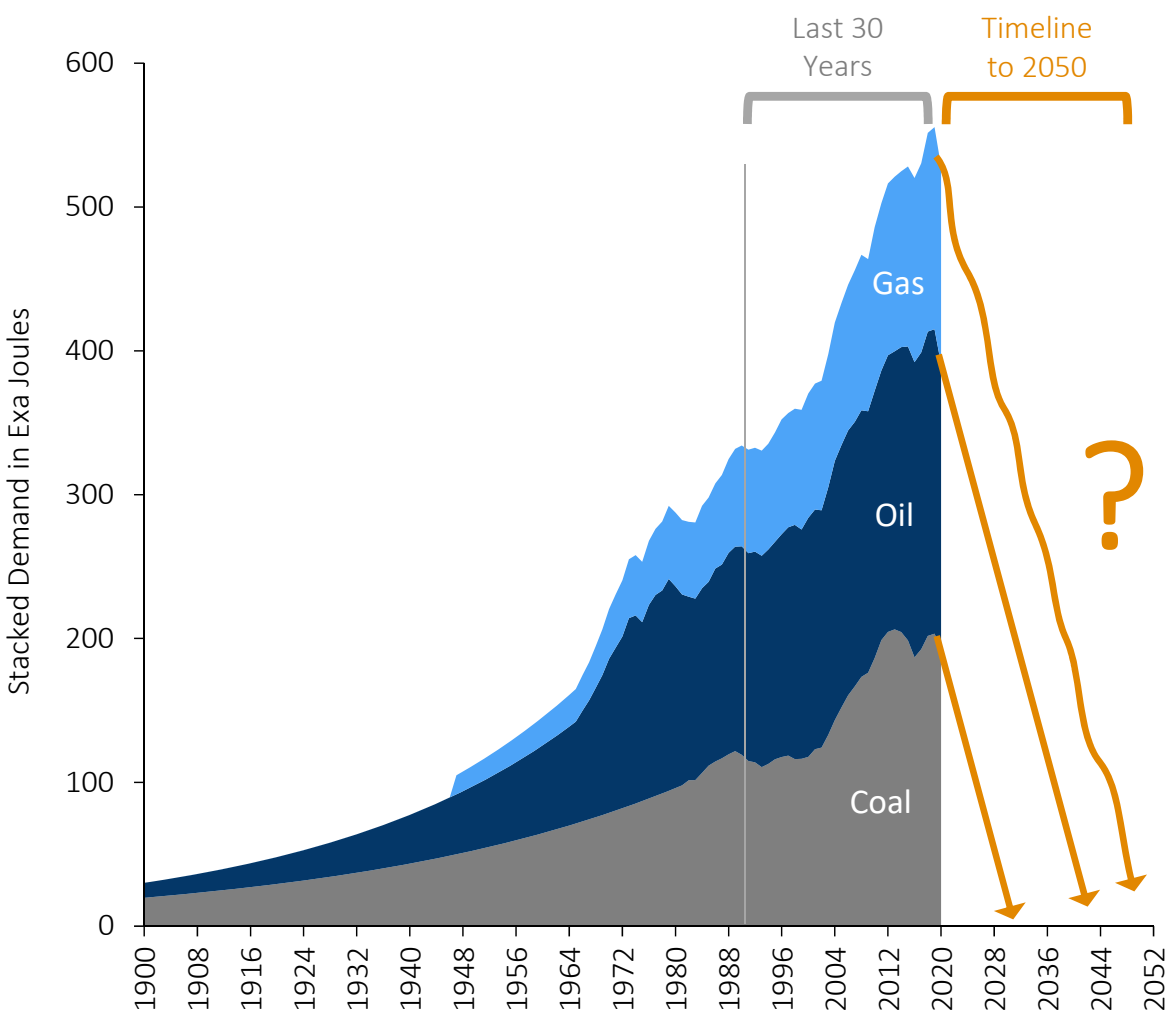
Angie Murray  
SVP, Technical Services

Carrie Weaver  
VP, Commercial

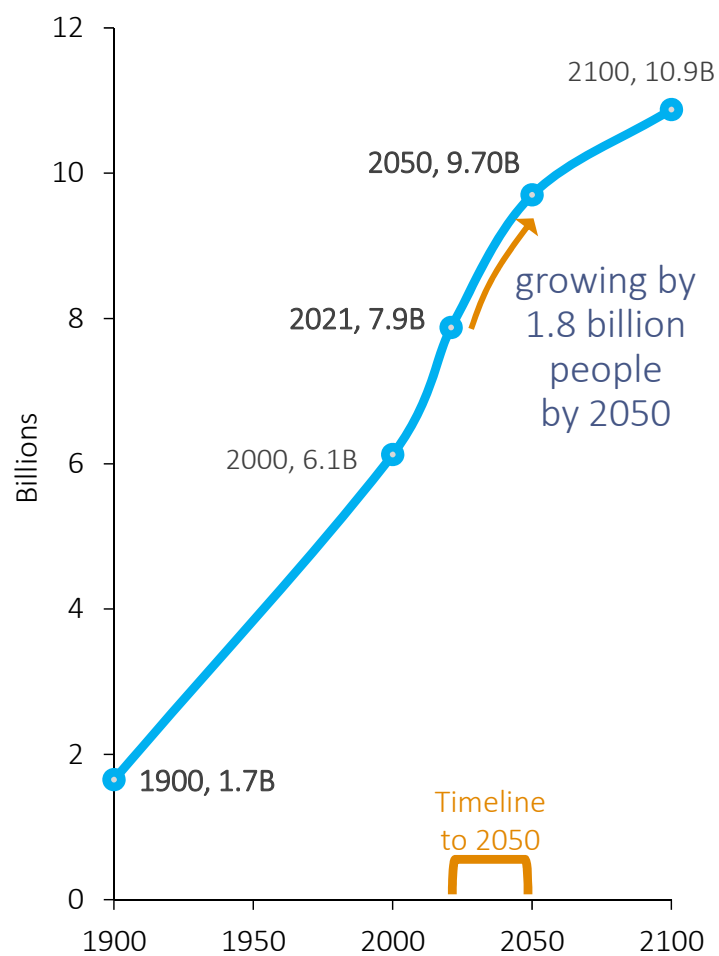


# Global Energy Needs Won't Disappear Overnight

Traditional Energy Demand



Global Population



According to CDP, only 35% of emissions reduction targets are credible or validated by the Science Based Targets initiative

# Today's Energy Demands vs. Alternative Energy Options

*Lots of Gaps Need Closing...and This Will Take Time*

## ≈60% Of Current Oil Use Has No Viable Alternative

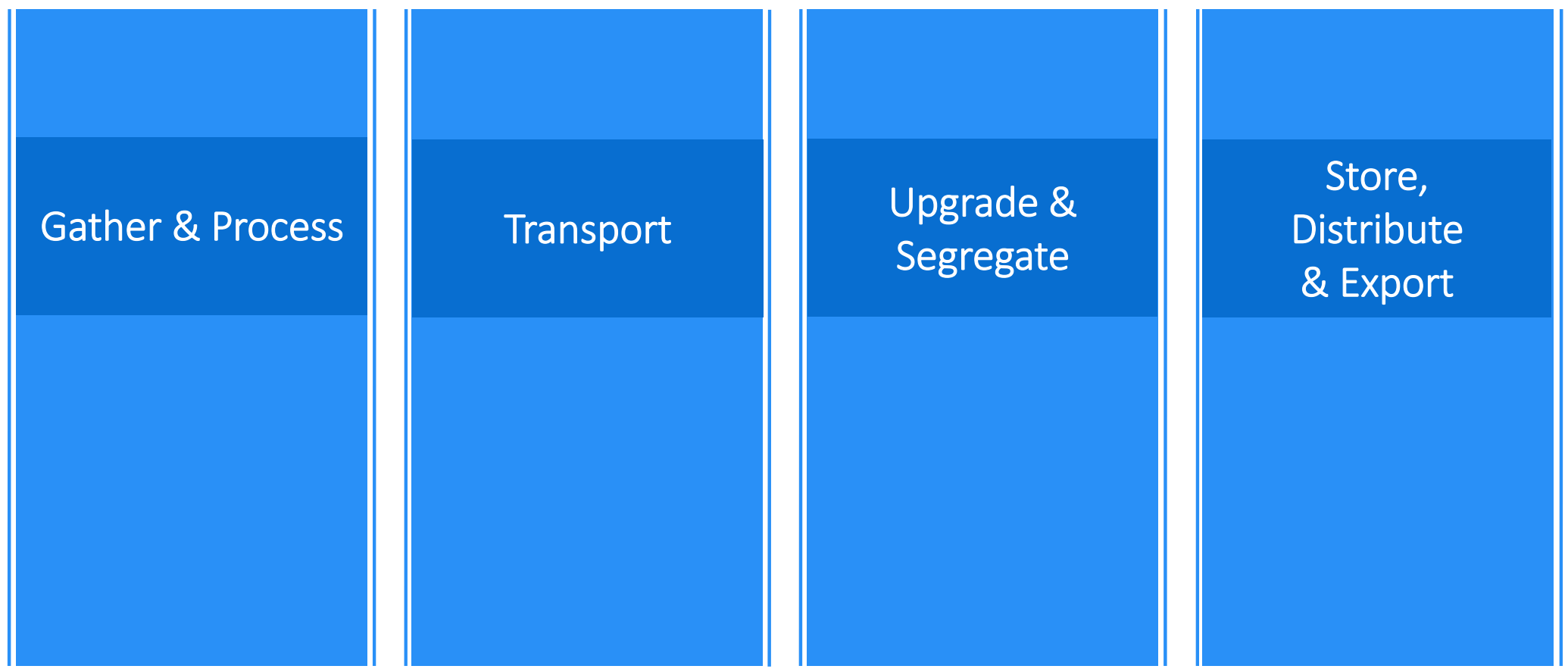
Category	2021 Global Oil Demand (MMBpd)	% of Global Oil Demand	Available, Economic & Scalable Technologies
Industrial (cement, steel, etc.)	7	7%	No
Petrochemical (feedstocks)	14	14%	No
Residential (cooking, heating)	9	9%	Yes
Other	6	6%	Varies
Transport	63	64%	Varies
Passenger Vehicles	30	30%	Yes
Trucks / Buses	20	20%	No
Airplanes	7	7%	No
Marine / Rail	6	6%	No

*Note: Global oil demand includes crude oil and natural gas liquids*



# Midstream Energy Services

## Enterprise's 4 Core Competencies



expanding low carbon midstream energy services  
across the platform



# Enterprise's Role in Energy Evolution

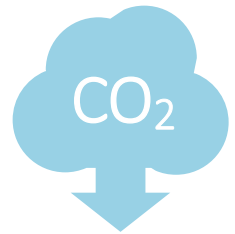
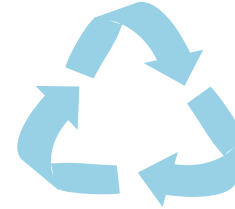
## The Evolutionary Technologies Team

Our team identifies and assesses opportunities to manage our own carbon footprint while also providing our customers with solutions to meet their environmental goals

The team has four primary focus areas:

- carbon capture and storage,
- hydrogen,
- low carbon fuels, and
- circular products

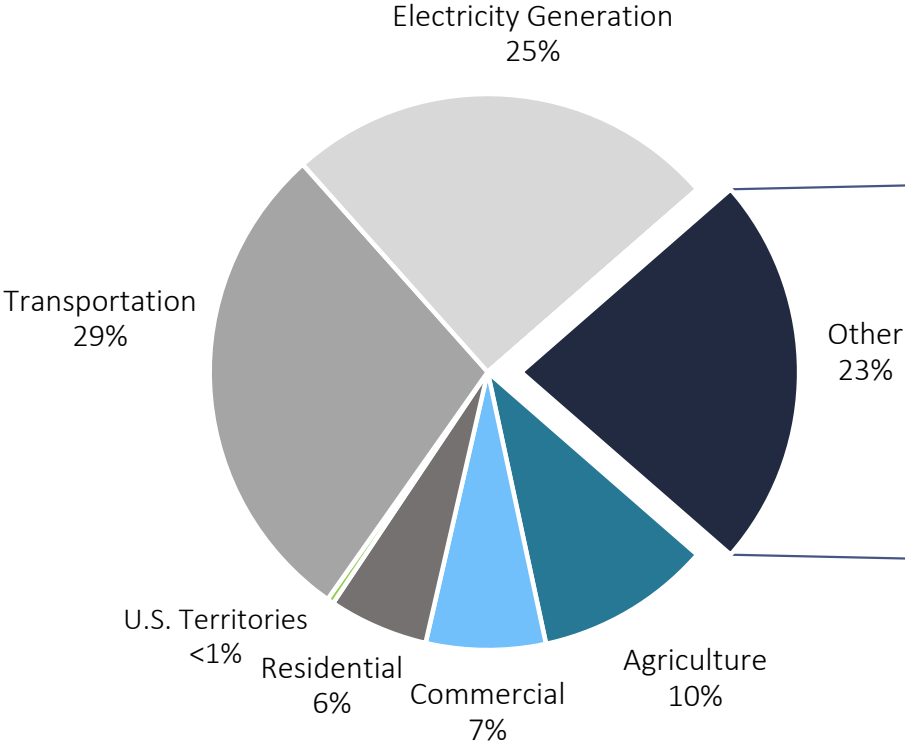
In each of the four areas, we look to utilize new technologies while leveraging our extensive asset footprint to provide services that are profitable and complementary to our existing business model while advancing a circular and low carbon economy



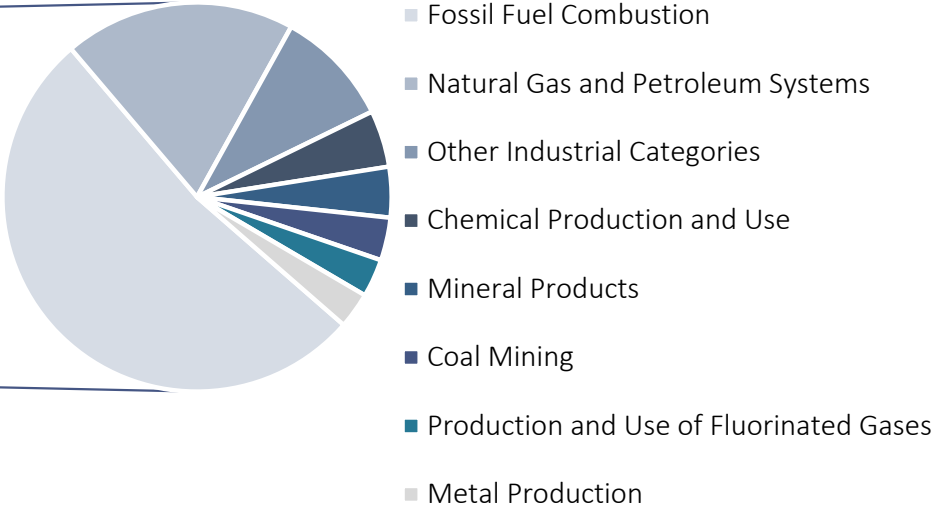
# CO<sub>2</sub> Sources and Capturable Volumes

Approximately 6.6 billion tons per annum CO<sub>2</sub> equivalent emissions in the U.S. with 3.1 billion tons per annum from the electricity generation and industrial sectors

### U.S. Emissions by Sector

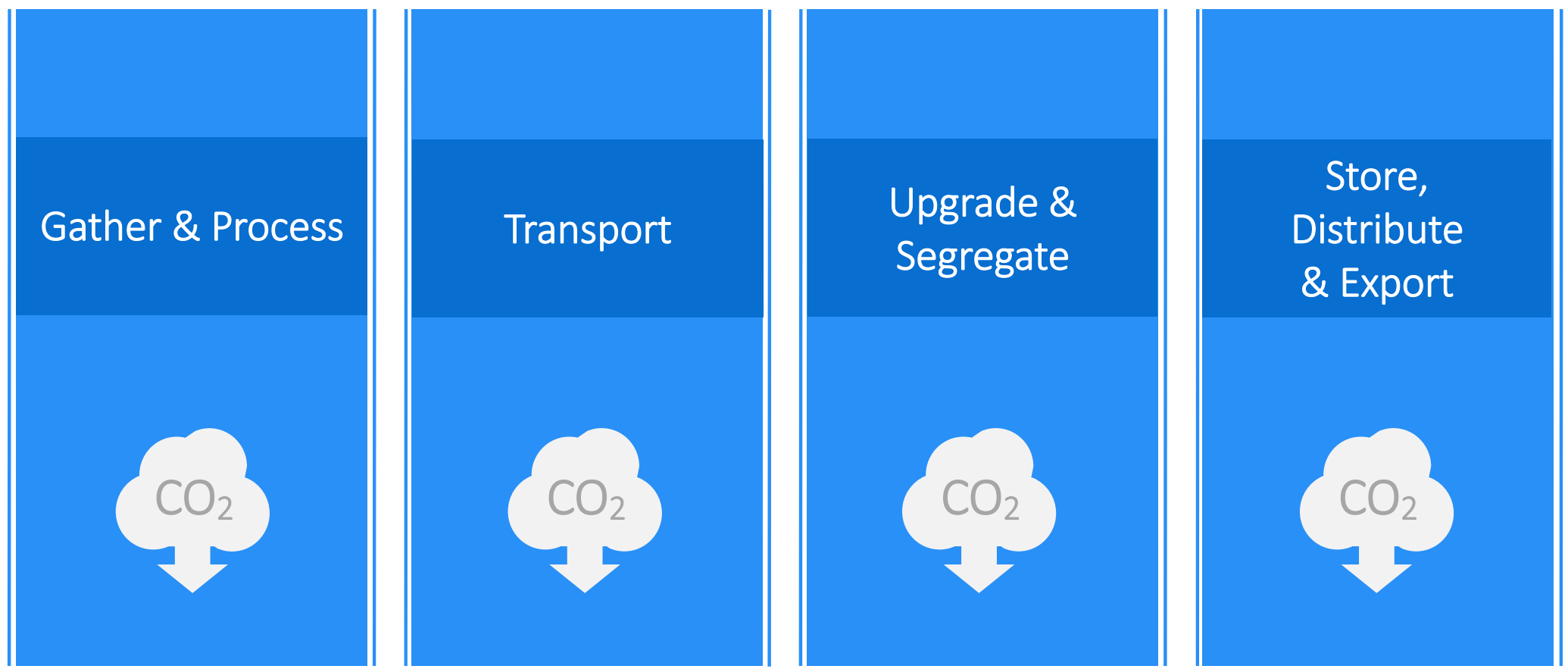


### Industrial Emissions Sources



# Carbon Capture & Storage Midstream Services

## Enterprise's 4 Core Competencies

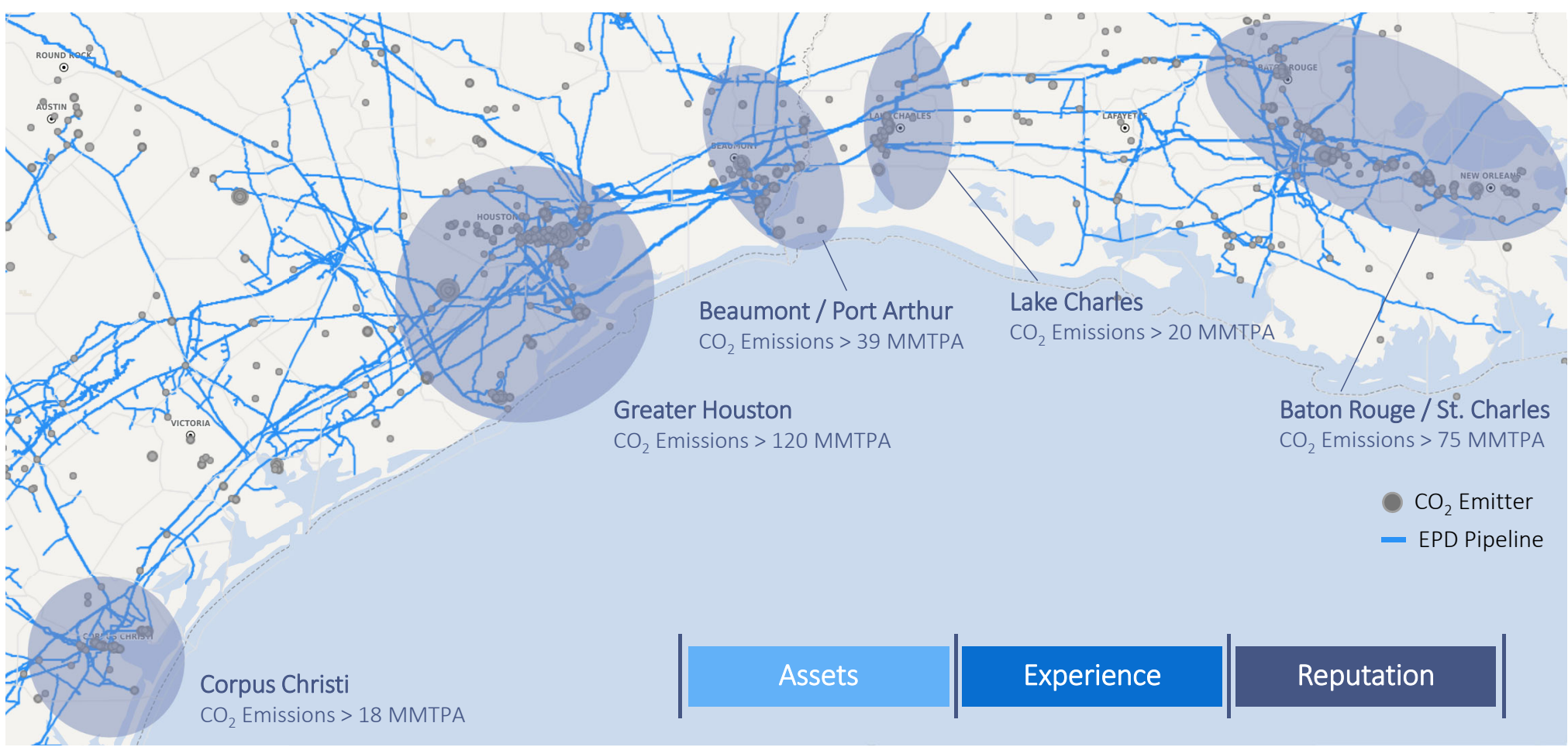


expanding low carbon midstream energy services  
across the platform



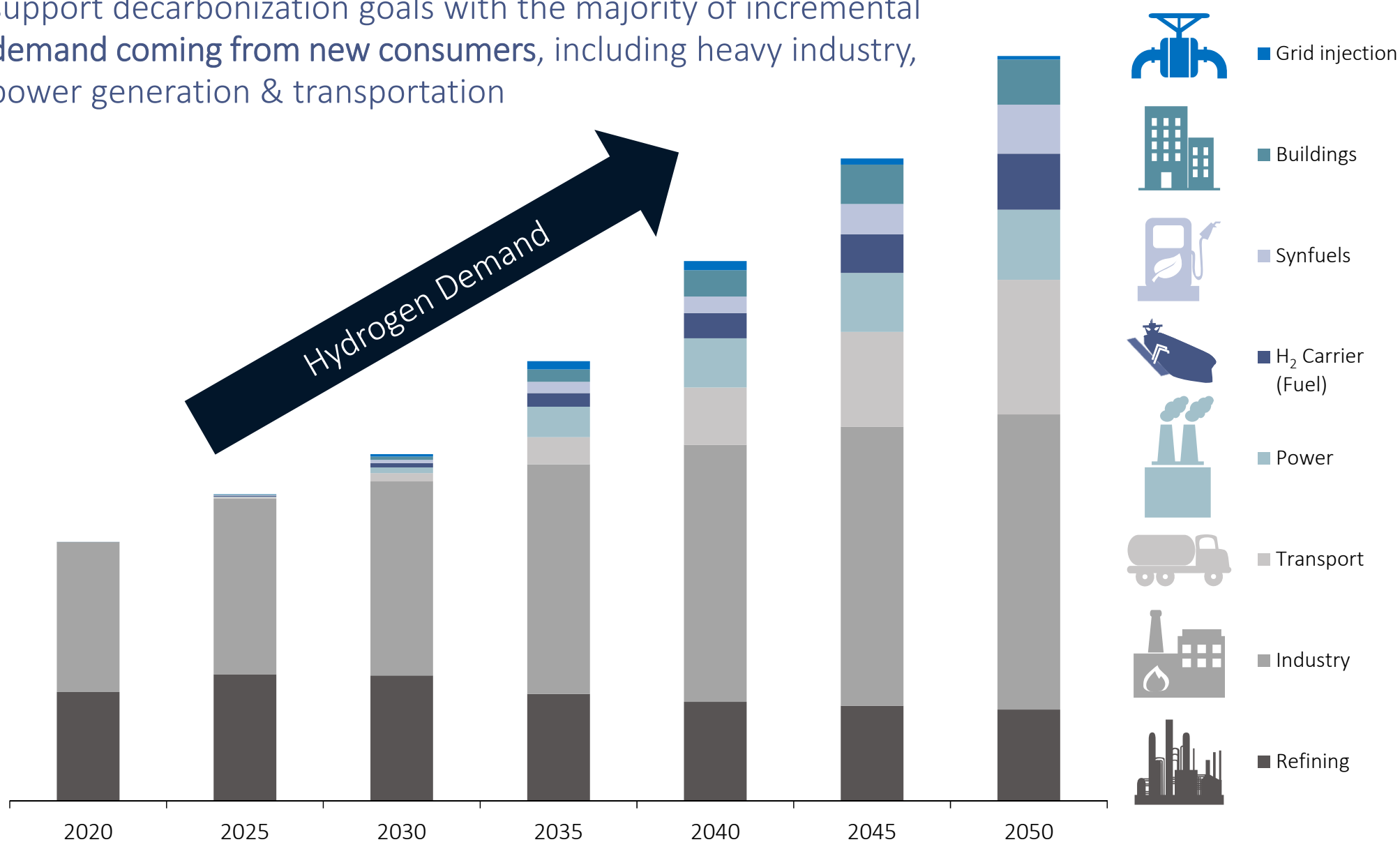
# Ideally Positioned to Provide CO<sub>2</sub> Takeaway

Enterprise's existing pipeline system is located within 20 miles of over 300 million tons per annum (MMTPA) of CO<sub>2</sub> emissions along the Gulf Coast



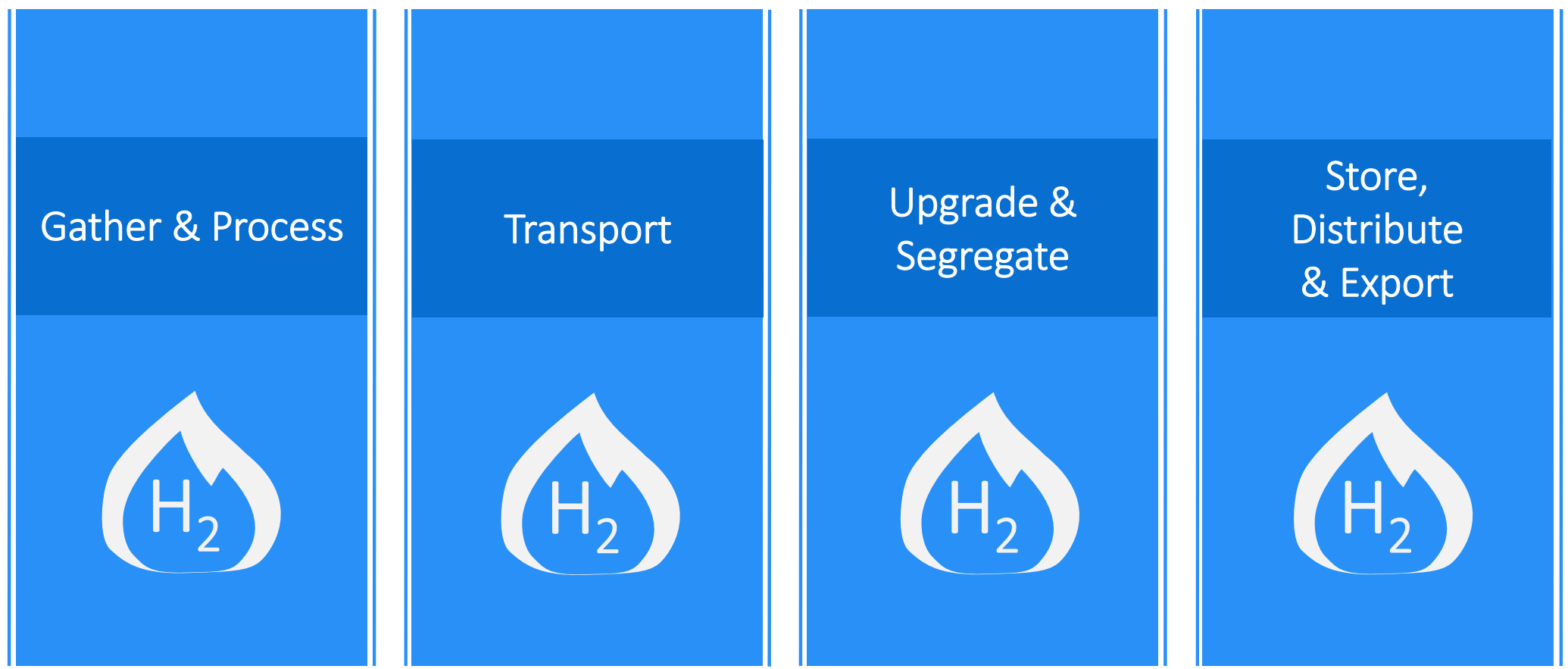
# Hydrogen's Expanding Role for Decarbonization

Global hydrogen demand is expected to increase significantly to support decarbonization goals with the majority of incremental demand coming from new consumers, including heavy industry, power generation & transportation



# Hydrogen Midstream Services

## Enterprise's 4 Core Competencies

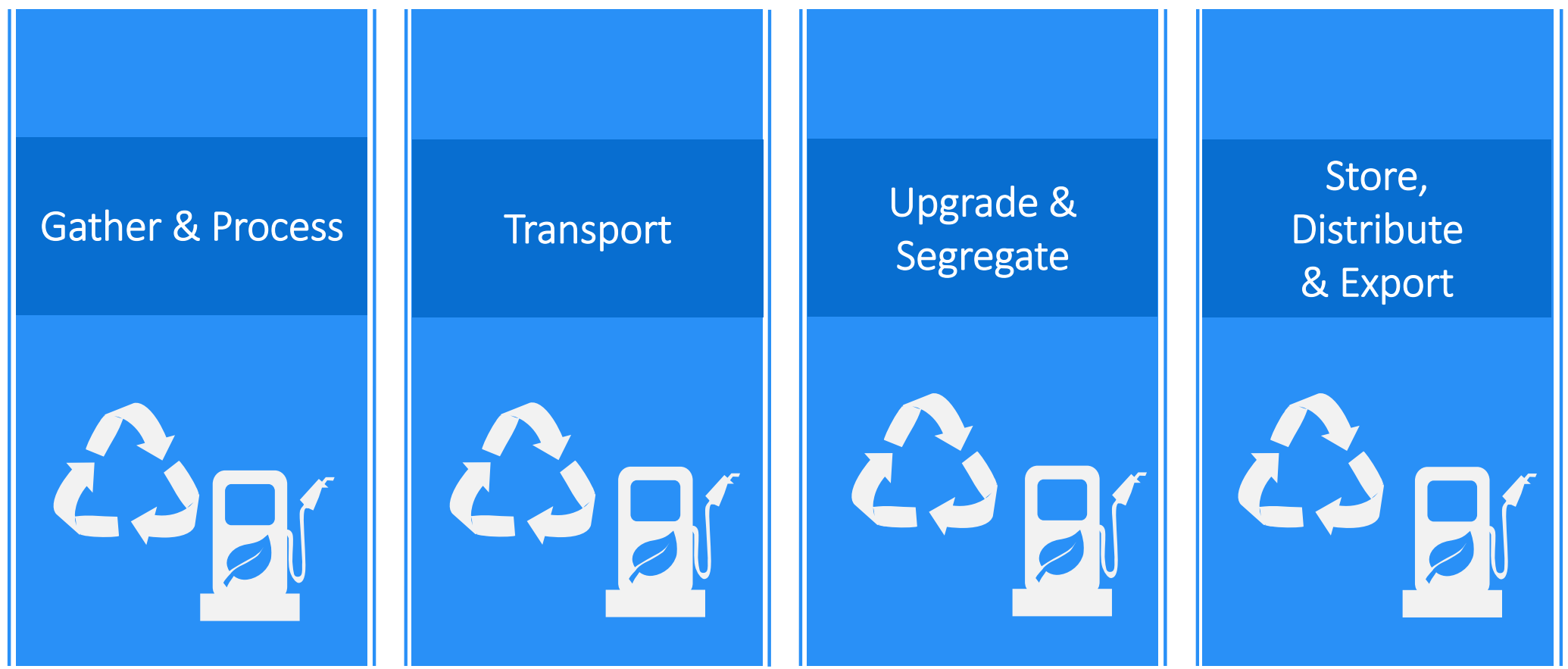


expanding low carbon midstream energy services  
across the platform



# Low Carbon Fuels & Circular Products Midstream Services

## Enterprise's 4 Core Competencies

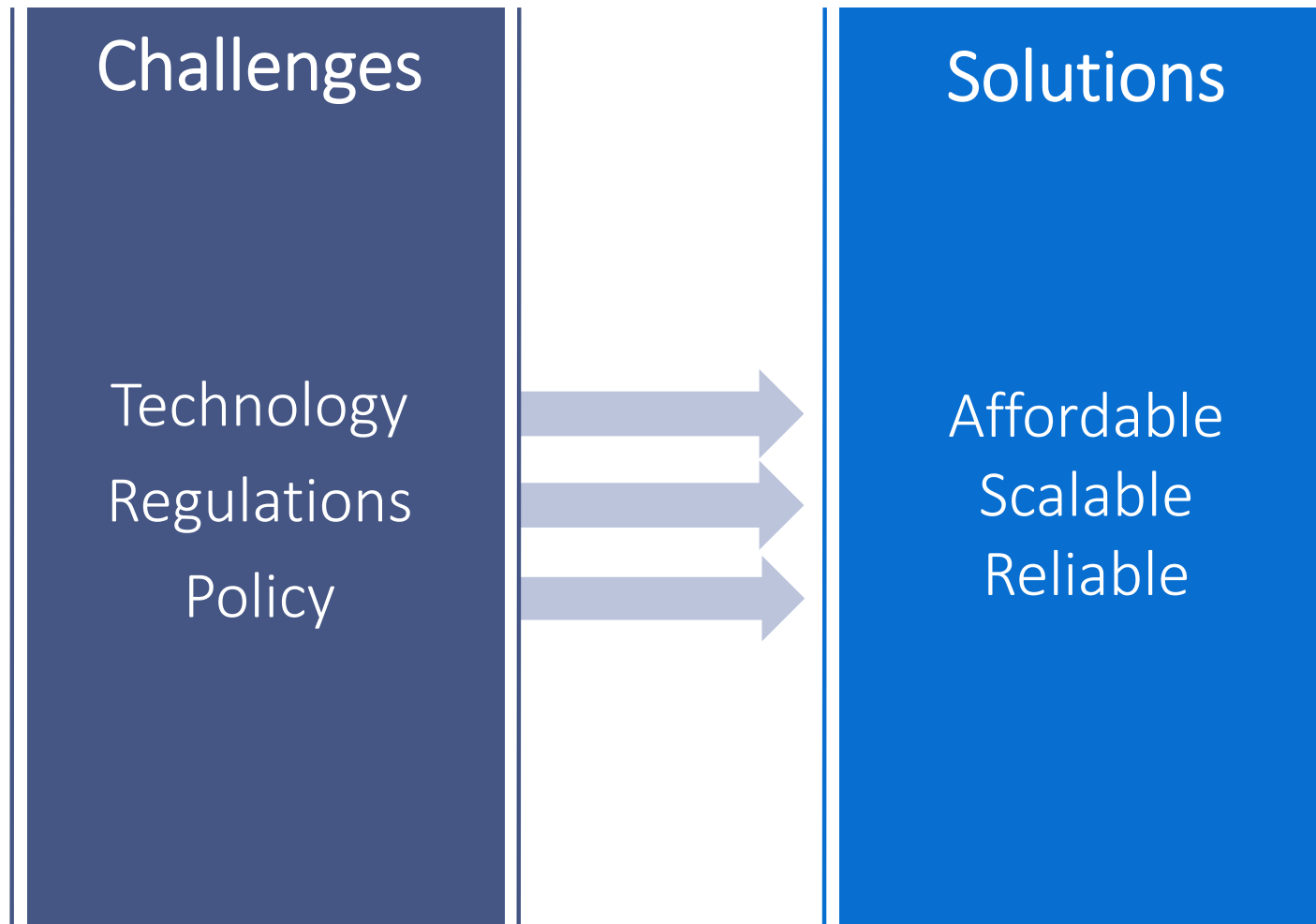


expanding low carbon midstream energy services  
across the platform



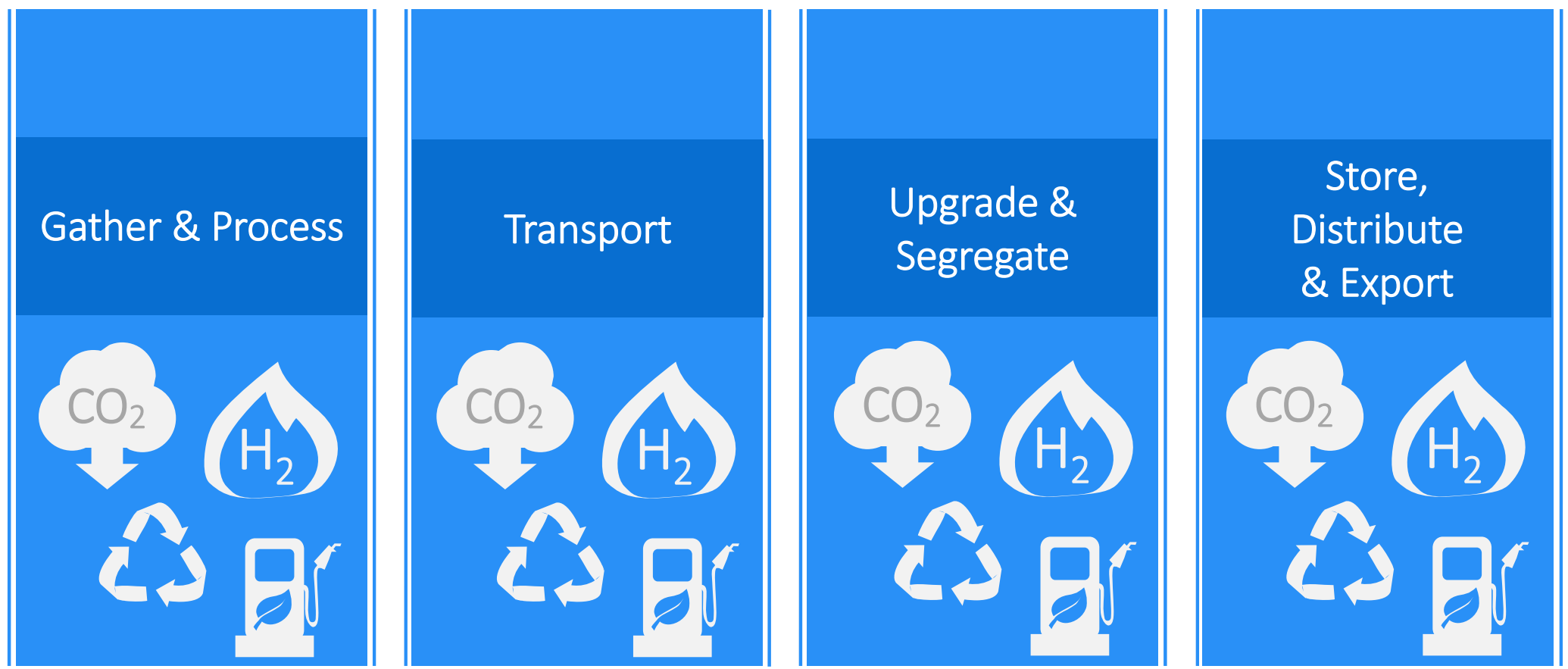
# Overcoming Challenges To Implement Solutions

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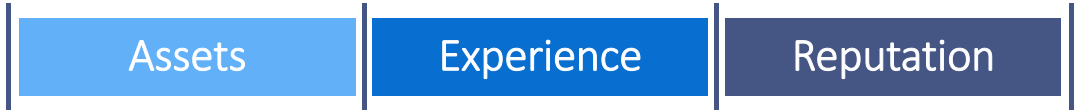


# Evolving Our Service Offerings For A Low Carbon Future

## Enterprise's 4 Core Competencies



expanding low carbon midstream energy services  
across the platform



# FINANCE & CYBERSECURITY

Chris Nelly, EVP Finance,  
Sustainability & Treasurer

Daniel Boss, EVP Accounting,  
Information Technology, Risk



# Cybersecurity Program

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## *Managing Cyber Risk in an Escalating Threat Environment*

### Tools & Technologies

- Continuous logging, monitoring and alerting
- Routine scanning and patching for vulnerabilities
- Firewalls, antivirus, web & email filtering, multi-factor authentication

### Policies & Procedures

- Acceptable use policy, least privilege, routine access reviews
- Backup and recovery plans and procedures
- Threat monitoring, sharing with industry groups and government agencies

### Employee Awareness

- Phishing awareness campaigns, one button reporting
- Digital safety moments and security alerts to all employees
- On-demand security education

### Recent Areas of Focus

- Additional hardening based on current threats and TSA & CISA guidance
- Continued journey towards Zero Trust security model, network segmentation
- Expanded scope of business continuity plans to include cyber continuity & recovery



# 2021 Highlights

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Strong  
Earnings &  
Protected  
Balance  
Sheet

\$8.4 Billion Adjusted EBITDA

12 Financial & 5 Operational Records

3.1x Net Leverage Ratio

\$8.5 Billion CFFO

Acting on  
Capital  
Allocation  
Priorities

100% Self-Funded Growth Capex

\$4 Billion of Distributions Paid + \$200 Million of  
Common Unit Buybacks

Positioned Balance Sheet for Accretive Acquisition



Adjusted EBITDA is a Non-GAAP measure. See Appendix for a reconciliation of this amount to its nearest GAAP counterpart.  
For a definition of Leverage Ratio, see Appendix.

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# 2021 Business Segment Highlights

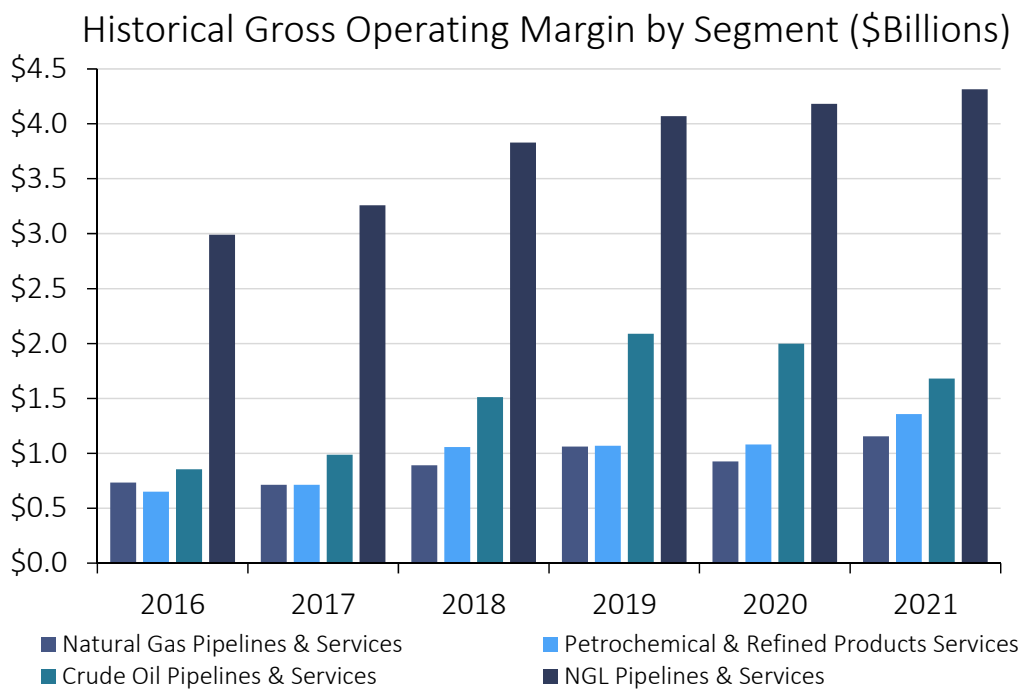
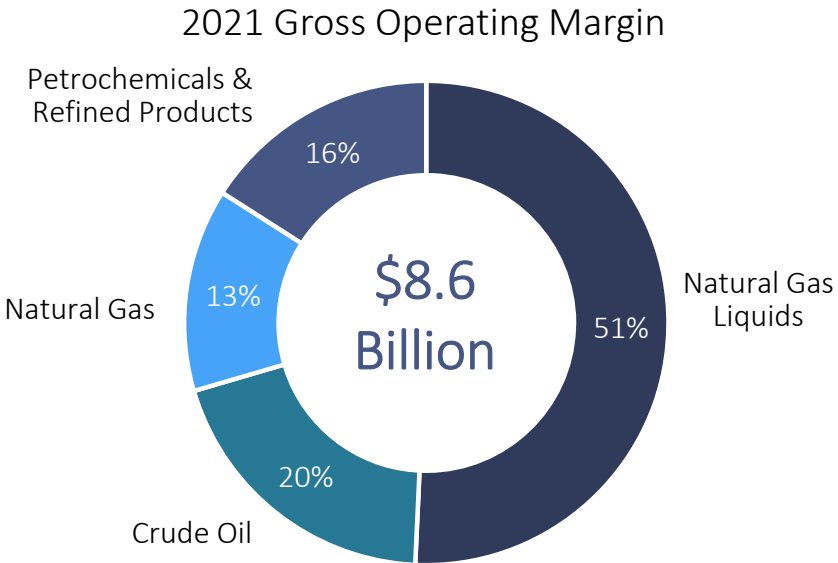
## Continuing to Grow and Produce Results

### Segment Highlights

5 operational records included record:

- 1. Ethane marine terminal export volumes
- 2. Natural gas transportation volumes
- 3. Propylene production volumes
- 4. Standalone DIB processing volumes, and
- 5. Refined product and petrochemical transportation volumes

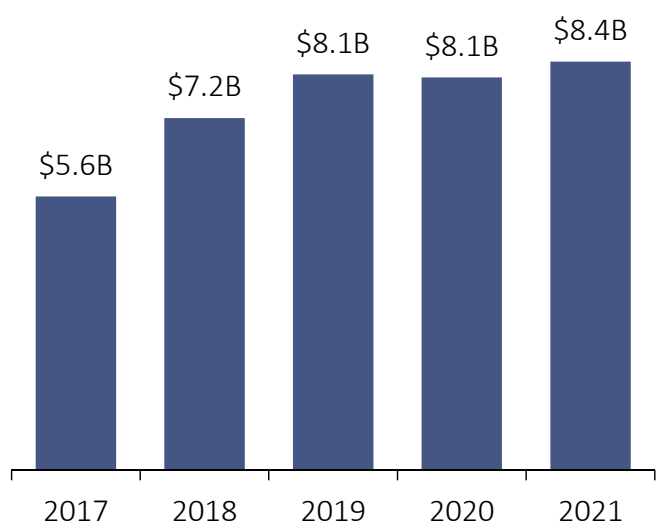
- Record petrochemical services year, generating over \$1B of gross operating margin (ahead of 2024 goal)
- Placed the Gillis natural gas lateral into service, which will supply LNG export facilities on the Gulf Coast, furthering our efforts to provide reliable and low emission fuels across the globe
- Established the new Midland WTI American Gulf Coast contract (ICE: HOU) with Magellan, re-confirming the liquidity in the Houston market



# Financial Stability

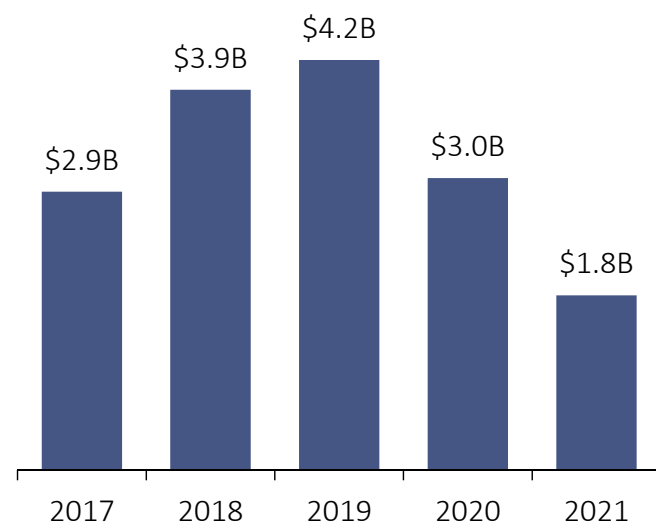
Adjusted EBITDA

10.5%  
CAGR



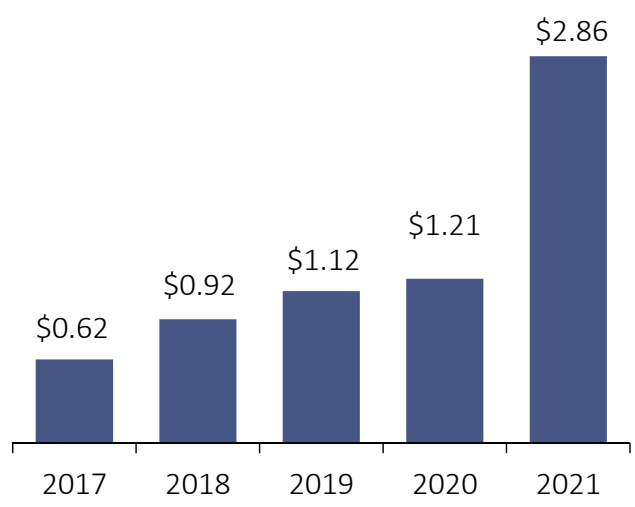
Growth Capital Expenditures

Responding  
to customer  
& market  
signals



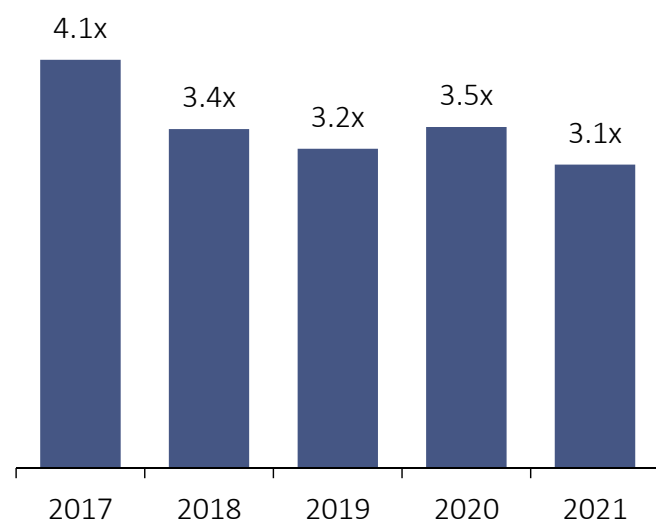
Free Cash Flow per Unit<sup>(1)</sup>

46.6%  
CAGR



Consolidated Leverage Ratio<sup>(2)</sup>

3.5x  
target  
ratio



Adjusted EBITDA is a Non-GAAP measure. See Appendix for a reconciliation of these amounts to their nearest GAAP counterparts.  
(1) Shown in dollars per unit; for "Free Cash Flow", see definitions  
(2) See definitions

# Flexibility in Focus

## EPD's Strengthening Balance Sheet

BBB+  
Baa1

One of the highest credit ratings in the midstream space

>\$2.5B of liquidity<sup>(1)</sup>

Ample amount of liquidity, following the closing of Navitas acquisition in 1Q 2022

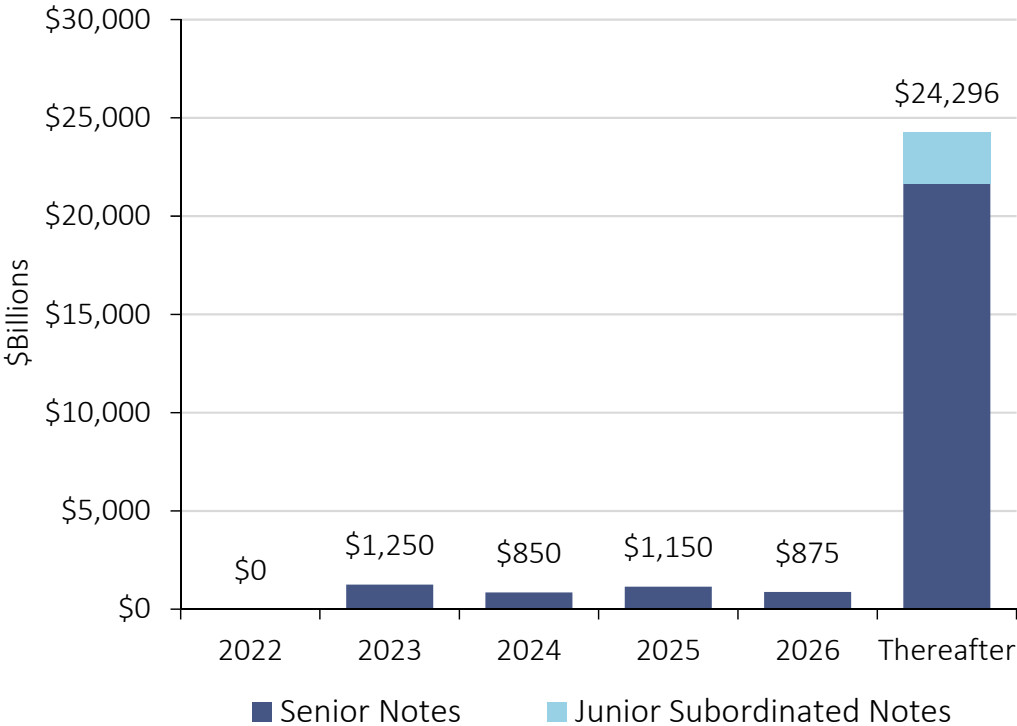
4.4% weighted average cost of debt

2022 maturities already retired, with no need to return to market in 2022

3.4x leverage<sup>(1)</sup>, with a 3.25–3.50x target

Following a major acquisition, still well within leverage range, with room to increase

Debt Maturity Schedule<sup>(1)</sup>



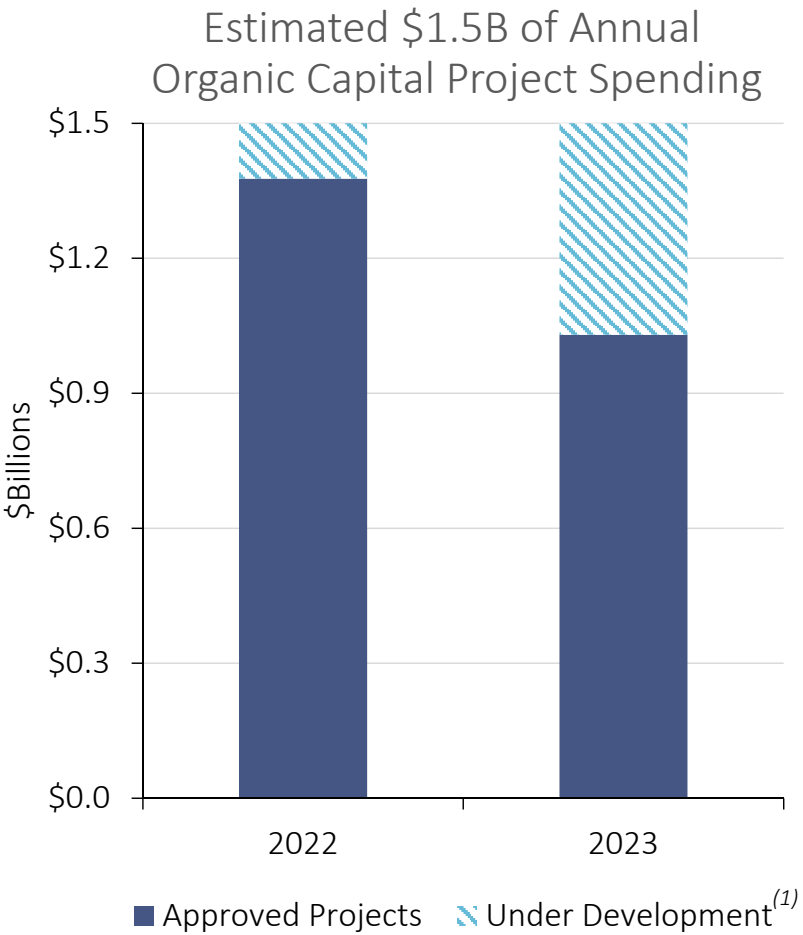
≈\$28.4B in debt maturities includes ≈\$25.8B of senior notes and ≈\$2.6B of junior subordinated notes<sup>(1)</sup>



# Capital Updates

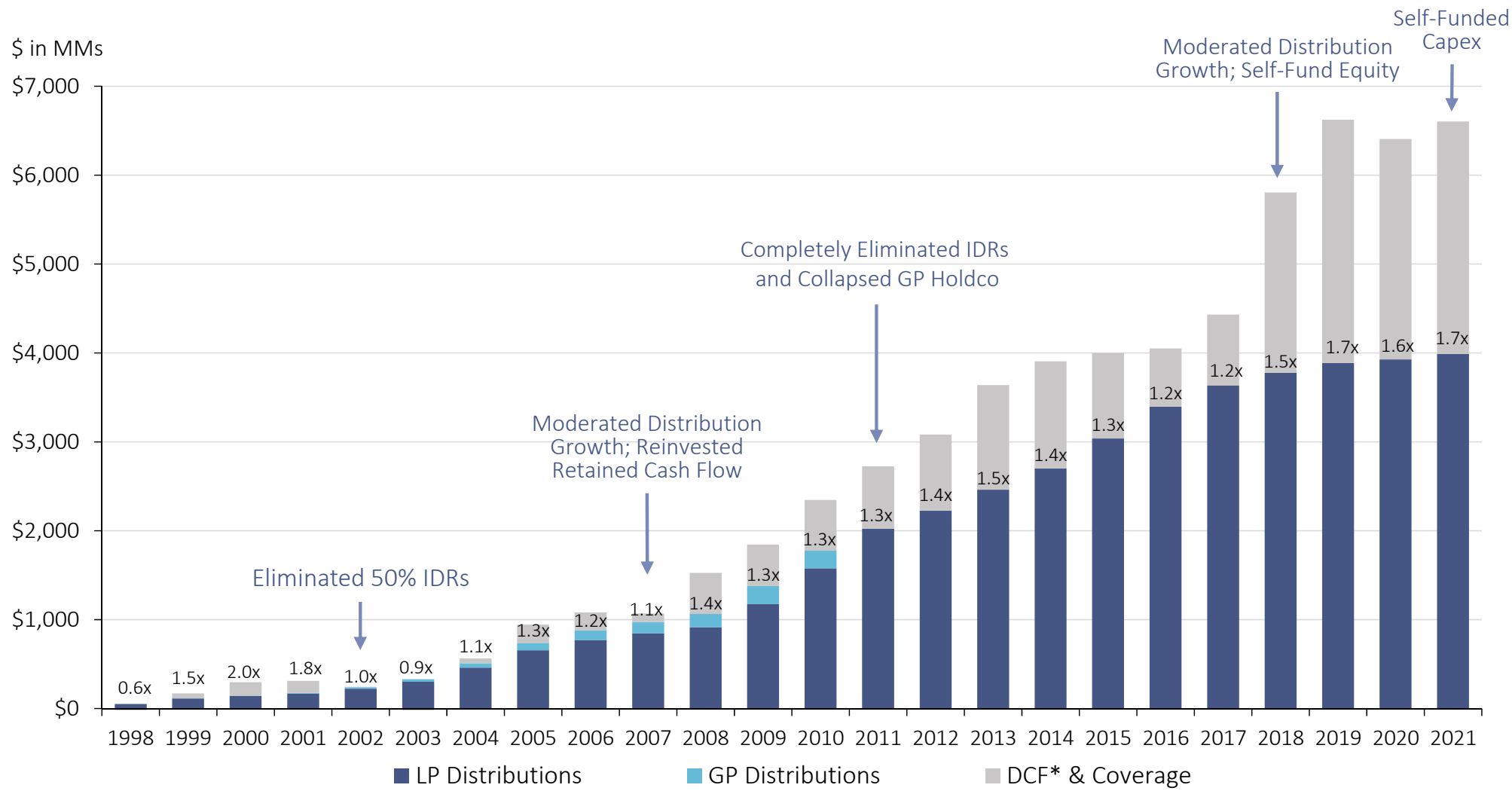
## Projects Sanctioned and Under Development<sup>(1)</sup>

Capital Project Summary 2022 & 2023		Forecast In-Service
Natural Gas Liquids	Frac 12	3Q 2023
	Midland Basin Plant 6	2023
	Mentone II	2H 2023
	Ethane / Ethylene Export Expansion	2025
Natural Gas	Permian Gathering Expansion	2022
	Acadian Expansion	2Q 2023
Petchem & Refined Products	PDH 2 Facility	2Q 2023
	Texas Western Products System	2H 2023
	Other Petchem Projects	2022



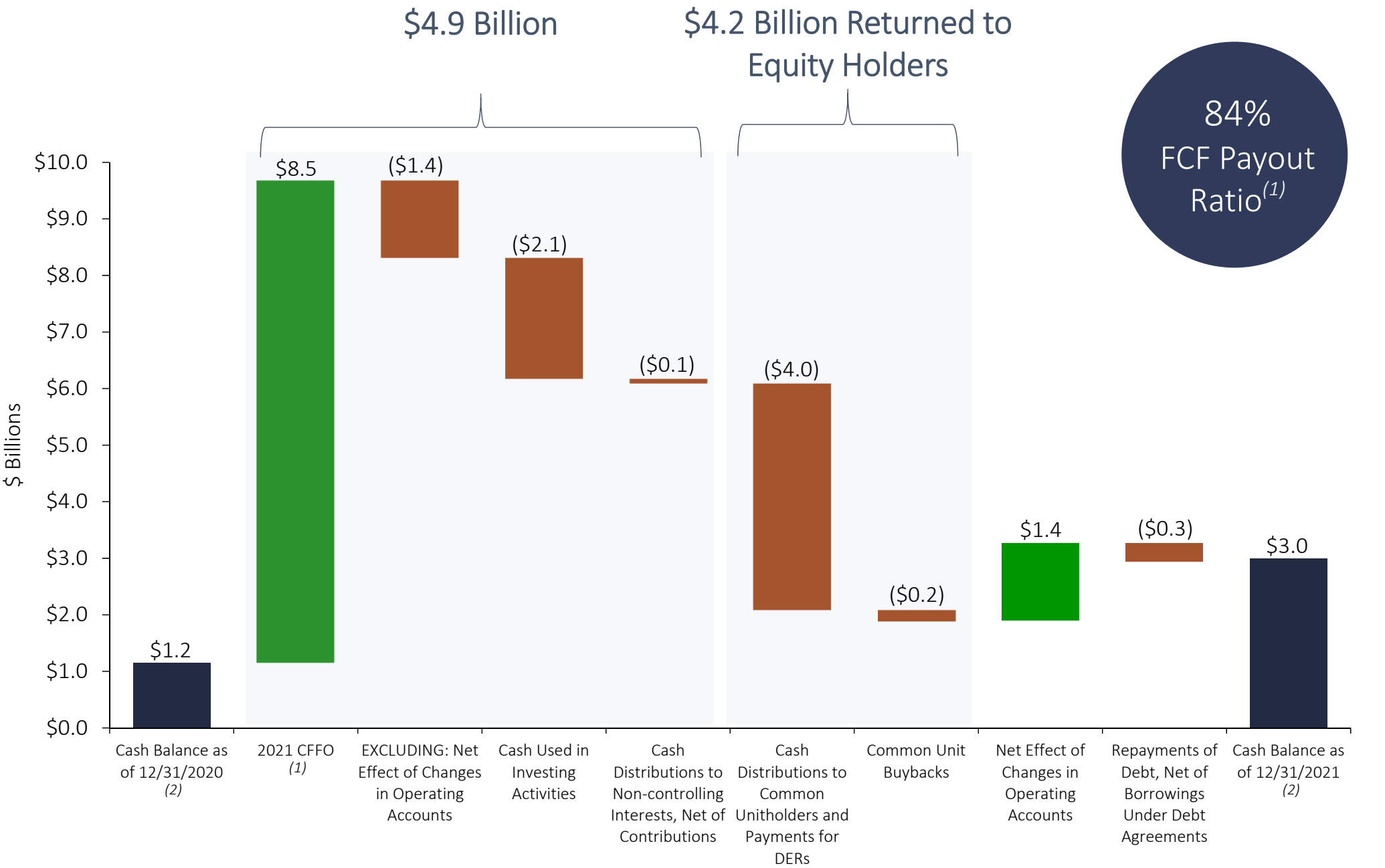
(1) Projects under development have not yet been sanctioned but are reasonably expected to be approved  
Note: The table and graphs above include a selection of highlighted projects, and does not represent the entirety of projects included in the estimated amounts  
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# Responsibly Returning Capital to Unitholders



**23 consecutive years** of distribution growth  
**\$43.0 Billion** returned to unitholders via LP distributions & unit buybacks

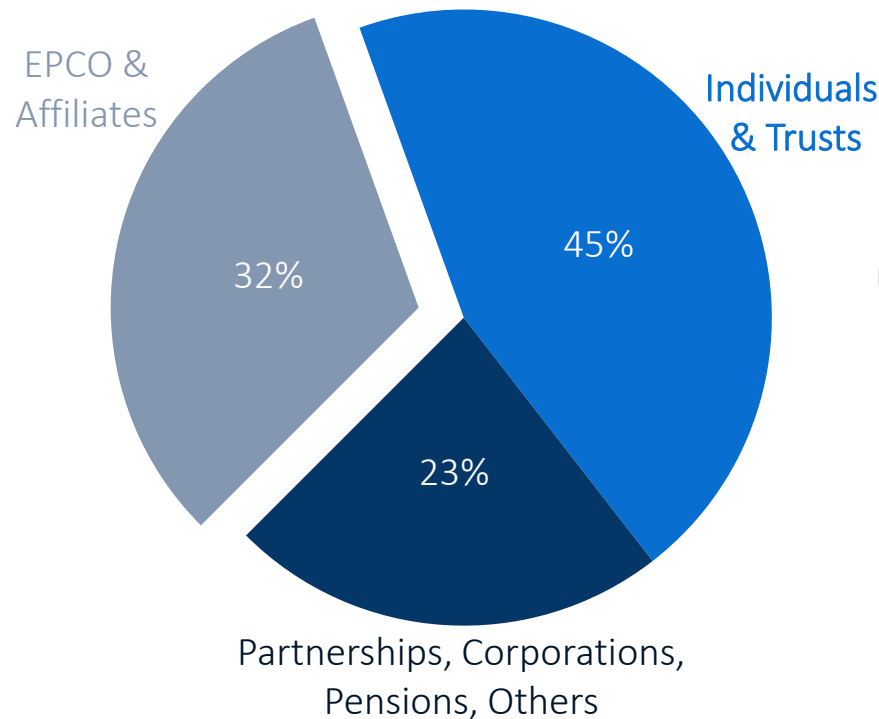
# Returning Capital to Equity Investors in 2021



 (1) See definitions  
(2) Represents the total ending balance of cash and cash equivalents, including restricted cash, as of the specified date  
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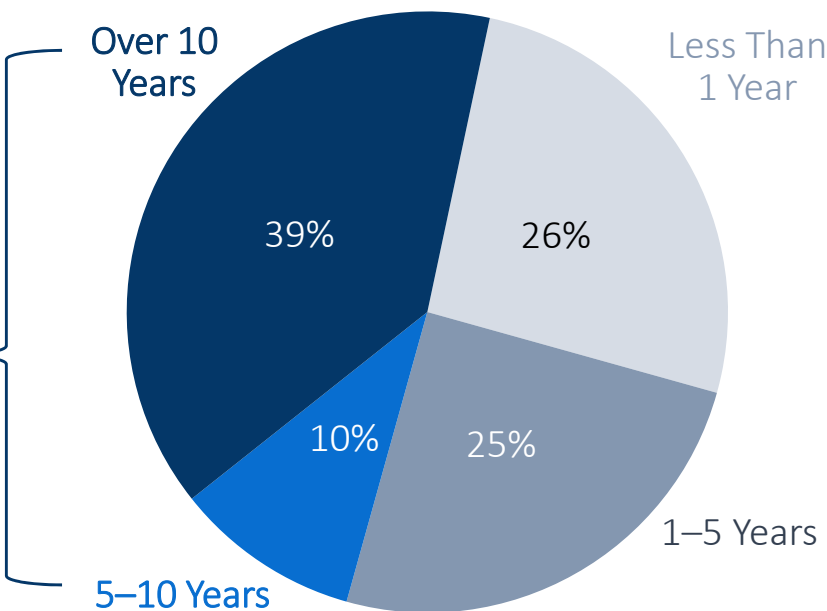
# Long-Term, Distribution-Focused Unitholder Base

EPD Common Unit Ownership by Type  
2.2 Billion Common Units Outstanding



Excluding EPCO & Affiliates, 66% of remaining units are held by Individuals & Trusts<sup>(1)</sup>

Length of Common Unit Ownership<sup>(2)</sup>



49% of units have been held for 5+ years

Sources: Estimates based on EPD 2020 10-K and PwC 2020 K-1 database  
(1) Per PwC 2020 K-1 database  
(2) Includes units owned by EPCO affiliates

# Financial Objectives

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Invest in midstream energy infrastructure with attractive, long-term returns on investment

Support and grow cash distributions to partners

Buybacks

Support strong balance sheet and financial flexibility

ALL

OF

THE

ABOVE



Q&A



# FINANCIAL APPENDIX & NON-GAAP RECONCILIATIONS



# Definitions

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- **Net Cash Flows Provided by Operating Activities (“CFFO”)** represents the GAAP financial measure “Net cash flows provided by operating activities”.
- **Free Cash Flow** is CFFO less investing activities less net cash flow to non-controlling interests.
- **FCF Payout Ratio** is calculated as trailing 12 months distributions + distribution equivalent rights + buybacks divided by the trailing 12 months Free Cash Flow **excluding the net effect of changes in operating accounts (working capital)**.
- **Leverage Ratio** is defined as net debt divided by Adjusted EBITDA.
- **Adjusted EBITDA** is adjusted earnings before interest, taxes, depreciation and amortization.
- **Return on Invested Capital (“ROIC”)** is calculated by dividing non-GAAP gross operating margin for the assets (the numerator) by the average historical cost of the underlying assets (the denominator). The average historical cost includes fixed assets, investments in unconsolidated affiliates, intangible assets and goodwill. Like gross operating margin, the historical cost amounts used in determining ROIC are before depreciation and amortization and reflect the original purchase or construction cost.



# Distributable Cash Flow

We measure cash available for distribution by reference to distributable cash flow (“DCF”). DCF is a quantitative standard used by the investment community for evaluating publicly traded partnerships since the value of a partnership unit is, in part, measured by its yield, which is based on the amount of cash distributions a partnership can pay to a unitholder. Our management compares the DCF we generate to the cash distributions we expect to pay our partners to compute our distribution coverage ratio. Our calculation of DCF may or may not be comparable to similarly titled measures used by other companies. The GAAP financial measure most directly comparable to DCF is cash flow from operations (“CFFO”), otherwise referred to as net cash flows provided by operating activities.

See “*Investors – Non-GAAP Financial Measures*” on our website ([www.enterpriseproducts.com](http://www.enterpriseproducts.com)) for more information regarding DCF, including additional reconciliation detail. The following table presents our calculation of DCF for the years 2017–2021 (each ended December 31) or periods presented below (dollars in millions):

	Total 2017	Total 2018	Total 2019	Total 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	Total 2021
Net income attributable to common unitholders (GAAP)	\$ 2,799.3	\$ 4,172.4	\$ 4,591.3	\$ 3,774.7	\$ 1,340.4	\$ 1,112.3	\$ 1,153.0	\$ 1,028.4	\$ 4,634.1
Adjustments to GAAP net income attributable to common unitholders to derive DCF (addition or subtraction indicated by sign):									
Depreciation, amortization and accretion expenses	1,644.0	1,791.6	1,949.3	2,071.9	525.0	533.8	534.9	546.1	2,139.8
Cash distributions received from unconsolidated affiliates	483.0	529.4	631.3	614.1	130.5	168.8	147.8	143.0	590.1
Equity in income of unconsolidated affiliates	(426.0)	(480.0)	(563.0)	(426.1)	(148.9)	(160.7)	(137.6)	(136.2)	(583.4)
Asset impairment charges	49.8	50.5	132.8	890.6	65.6	17.9	29.4	119.9	232.8
Change in fair market value of derivative instruments	22.8	16.4	27.2	(79.3)	(15.6)	(23.2)	(47.5)	58.9	(27.4)
Change in fair value of Liquidity Option Agreement	64.3	56.1	119.6	2.3	-	-	-	-	-
Gain on step acquisition of unconsolidated affiliate	-	(39.4)	-	-	-	-	-	-	-
Sustaining capital expenditures	(243.9)	(320.9)	(325.2)	(293.6)	(143.8)	(116.8)	(70.3)	(99.2)	(430.1)
Other, net	38.3	30.0	40.0	(127.4)	(97.3)	22.3	(4.3)	(7.7)	(87.0)
Subtotal DCF, before proceeds from assets sales and monetization of interest rate derivative instruments accounted for as cash flow hedges	4,431.6	5,806.1	6,603.3	6,427.2	1,655.9	1,554.4	1,605.4	1,653.2	6,468.9
Proceeds from asset sales	40.1	161.2	20.6	12.8	6.2	44.1	7.8	6.2	64.3
Monetization of interest rate derivative instruments accounted for as cash flow hedges	30.6	22.1	-	(33.3)	75.2	-	-	-	75.2
Distributable cash flow (non-GAAP)	4,502.3	5,989.4	6,623.9	6,406.7	1,737.3	1,598.5	1,613.2	1,659.4	6,608.4
Adjustments to non-GAAP DCF to derive GAAP net cash flows provided by operating activities (addition or subtraction indicated by sign):									
Net effect of changes in operating accounts, as applicable	32.2	16.2	(457.4)	(767.5)	99.0	300.2	647.9	319.6	1,366.7
Sustaining capital expenditures	243.9	320.9	325.2	293.6	143.8	116.8	70.3	99.2	430.1
Other, net	(112.1)	(200.2)	28.8	(41.3)	43.0	(21.6)	38.9	47.0	107.3
Net cash flows provided by operating activities (GAAP)	\$ 4,666.3	\$ 6,126.3	\$ 6,520.5	\$ 5,891.5	\$ 2,023.1	\$ 1,993.9	\$ 2,370.3	\$ 2,125.2	\$ 8,512.5



# Gross Operating Margin

We evaluate segment performance based on our financial measure of gross operating margin (“GOM”). GOM is an important performance measure of the core profitability of our operations and forms the basis of our internal financial reporting. We believe that investors benefit from having access to the same financial measures that our management uses in evaluating segment results. GOM is presented on a 100 percent basis before any allocation of earnings to noncontrolling interests. Our calculation of GOM may or may not be comparable to similarly titled measures used by other companies. The GAAP financial measure most directly comparable to total segment GOM is operating income.

See “*Investors – Non-GAAP Financial Measures*” on our website ([www.enterpriseproducts.com](http://www.enterpriseproducts.com)) for more information regarding GOM, including additional reconciliation detail. The following table presents our calculation of GOM for the years 2017–2021 (each ended December 31) or periods presented below (dollars in millions):

	Total 2017	Total 2018	Total 2019	Total 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	Total 2021
Gross operating margin by segment:									
NGL Pipelines & Services	\$ 3,258.3	\$ 3,830.7	\$ 4,069.8	\$ 4,182.4	\$ 1,086.4	\$ 1,097.6	\$ 1,022.9	\$ 1,109.0	\$ 4,315.9
Crude Oil Pipelines & Services	987.2	1,511.3	2,087.8	1,997.3	400.2	418.9	422.9	437.9	1,679.9
Natural Gas Pipelines & Services	714.5	891.2	1,062.6	926.6	535.2	202.0	223.3	195.0	1,155.5
Petrochemical & Refined Products Services	714.6	1,057.8	1,069.6	1,081.8	281.5	326.3	411.3	338.1	1,357.2
Total segment gross operating margin (a)	5,674.6	7,291.0	8,289.8	8,188.1	2,303.3	2,044.8	2,080.4	2,080.0	8,508.5
Net adjustment for shipper make-up rights (b)	5.8	34.7	(24.1)	(85.7)	20.0	16.6	9.8	7.4	53.8
Total gross operating margin (non-GAAP)	5,680.4	7,325.7	8,265.7	8,102.4	2,323.3	2,061.4	2,090.2	2,087.4	8,562.3
Adjustments to reconcile non-GAAP gross operating margin to GAAP operating income (addition or subtraction indicated by sign):									
Depreciation, amortization and accretion expense in operating costs and expenses (c)	(1,531.3)	(1,687.0)	(1,848.3)	(1,961.5)	(496.1)	(499.1)	(502.7)	(512.7)	(2,010.6)
Asset impairment charges in operating costs and expenses	(49.8)	(50.5)	(132.7)	(890.6)	(65.5)	(17.9)	(29.3)	(119.9)	(232.6)
Net gains or losses attributable to asset sales and related matters in operating costs and expenses	10.7	28.7	5.7	4.4	(10.9)	(0.3)	2.2	2.9	(6.1)
General and administrative costs	(181.1)	(208.3)	(211.7)	(219.6)	(56.3)	(51.5)	(47.3)	(54.2)	(209.3)
Operating income (GAAP)	\$ 3,928.9	\$ 5,408.6	\$ 6,078.7	\$ 5,035.1	\$ 1,694.5	\$ 1,492.6	\$ 1,513.1	\$ 1,403.5	\$ 6,103.7

(a) Within the context of this table, total segment gross operating margin represents a subtotal and corresponds to measures similarly titled and presented with the business segment footnote found in our consolidated financial statements.

(b) Gross operating margin by segment for NGL Pipelines & Services and Crude Oil Pipelines & Services reflect adjustments for shipper make-up rights that are included in management's evaluation of segment results. However, these adjustments are excluded from non-GAAP total gross operating margin in compliance with guidance from the SEC.

(c) Excludes amortization of major maintenance costs for reaction-based plants, which are a component of gross operating margin.



# Free Cash Flow

Free cash flow (“FCF”) is a traditional cash flow metric that is widely used by investors and other participants in the financial community. In general, FCF is a measure of how much cash flow a business generates during a specified time period after accounting for all capital investments, including expenditures for growth and sustaining capital projects. We believe that FCF is important to investors since it reflects the amount of cash available for reducing debt, investing in additional capital projects, paying distributions, common unit repurchases and similar matters. Our calculation of FCF may or may not be comparable to similarly titled measures used by other companies. The GAAP financial measure most directly comparable to FCF is CFFO.

See “*Investors – Non-GAAP Financial Measures*” on our website ([www.enterpriseproducts.com](http://www.enterpriseproducts.com)) for more information regarding FCF, including additional reconciliation detail. The following table presents our calculation of FCF for the years 2017–2021 (each ended December 31) or periods presented below (dollars in millions):

	Total 2017	Total 2018	Total 2019	Total 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	Total 2021
Net cash flow provided by operating activities (GAAP)	\$ 4,666.3	\$ 6,126.3	\$ 6,520.5	\$ 5,891.5	\$ 2,023.1	\$ 1,993.9	\$ 2,370.3	\$ 2,125.2	\$ 8,512.5
<i>Adjustments to reconcile GAAP net cash flow provided by operating activities to non-GAAP free cash flow (addition or subtraction by sign):</i>									
Cash used in investing activities (a)	(3,286.1)	(4,281.6)	(4,575.5)	(3,120.7)	(657.0)	(571.7)	(492.8)	(413.1)	(2,134.6)
Cash contributions from noncontrolling interests	0.4	238.1	632.8	30.9	13.1	5.0	4.9	49.4	72.4
Cash distributions paid to noncontrolling interests	(49.2)	(81.6)	(106.2)	(131.3)	(29.8)	(41.6)	(43.7)	(38.6)	(153.7)
Free Cash Flow (non-GAAP)	\$ 1,331.4	\$ 2,001.2	\$ 2,471.6	\$ 2,670.4	\$ 1,349.4	\$ 1,385.6	\$ 1,838.7	\$ 1,722.9	\$ 6,296.6

(a) Effective December 31, 2017, we applied the provisions of ASU 2016-18 which requires that restricted cash be presented as part of the reconciliation of the beginning of period and end of period total amounts shown on the statements of consolidated cash flows. The guidance was applied on a retrospective basis; therefore, we adjusted our historical statements of consolidated cash flows to remove the change in restricted cash from cash flows used in investing activities.

# Adjusted EBITDA

Adjusted EBITDA is commonly used as a supplemental financial measure by our management and external users of our financial statements, such as investors, commercial banks, research analysts and rating agencies, to assess the financial performance of our assets without regard to financing methods, capital structures or historical cost basis; the ability of our assets to generate cash sufficient to pay interest and support our indebtedness; and the viability of projects and the overall rates of return on alternative investment opportunities. Our calculation of Adjusted EBITDA may or may not be comparable to similarly titled measures used by other companies. The GAAP financial measure most directly comparable to Adjusted EBITDA is CFFO.

See “*Investors – Non-GAAP Financial Measures*” on our website ([www.enterpriseproducts.com](http://www.enterpriseproducts.com)) for more information regarding Adjusted EBITDA, including additional reconciliation detail. The following table presents our calculation of Adjusted EBITDA for the years 2017–2021 (each ended December 31) or periods presented below (dollars in millions):

	Total 2017	Total 2018	Total 2019	Total 2020	1Q 2021	2Q 2021	3Q 2021	4Q 2021	Total 2021
Net income (GAAP)	\$ 2,855.6	\$ 4,238.5	\$ 4,687.1	\$ 3,885.7	\$ 1,362.6	\$ 1,146.0	\$ 1,182.1	\$ 1,064.6	\$ 4,755.3
<i>Adjustments to GAAP net income to derive non-GAAP Adjusted EBITDA</i>									
<i>(addition or subtraction indicated by sign):</i>									
Depreciation, amortization and accretion in costs and expenses (a)	1,565.9	1,723.3	1,894.3	2,009.7	507.7	511.7	511.9	524.1	2,055.4
Interest expense, including related amortization	984.6	1,096.7	1,243.0	1,287.4	322.8	316.1	315.9	328.2	1,283.0
Cash distributions received from unconsolidated affiliates	483.0	529.4	631.3	614.1	130.5	168.8	147.8	143.0	590.1
Equity in income of unconsolidated affiliates	(426.0)	(480.0)	(563.0)	(426.1)	(148.9)	(160.7)	(137.6)	(136.2)	(583.4)
Asset impairment charges	49.8	50.5	132.8	890.6	65.6	17.9	29.4	119.9	232.8
Provision for or benefit from income taxes	25.7	60.3	45.6	(124.3)	10.0	31.2	16.1	12.7	70.0
Change in fair market value of commodity derivative instruments	23.1	16.2	(67.7)	(79.3)	(15.6)	(23.2)	(47.5)	58.9	(27.4)
Change in fair value of Liquidity Option Agreement	64.3	56.1	119.6	2.3	-	-	-	-	-
Gain on step acquisition of unconsolidated affiliate	-	(39.4)	-	-	-	-	-	-	-
Other, net	(10.7)	(28.7)	(5.7)	(4.4)	10.9	0.3	(2.8)	(2.9)	5.5
Adjusted EBITDA (non-GAAP)	5,615.3	7,222.9	8,117.3	8,055.7	2,245.6	2,008.1	2,015.3	2,112.3	8,381.3
<i>Adjustments to non-GAAP Adjusted EBITDA to derive GAAP net cash flows</i>									
<i>provided by operating activities (addition or subtraction by sign):</i>									
Interest expense, including related amortization	(984.6)	(1,096.7)	(1,243.0)	(1,287.4)	(322.8)	(316.1)	(315.9)	(328.2)	(1,283.0)
Net effect of changes in operating accounts, as applicable	32.2	16.2	(457.4)	(767.5)	99.0	300.2	647.9	319.6	1,366.7
Other, net	3.4	(16.1)	103.6	(109.3)	1.3	1.7	23.0	21.5	47.5
Net cash flows provided by operating activities (GAAP)	\$ 4,666.3	\$ 6,126.3	\$ 6,520.5	\$ 5,891.5	\$ 2,023.1	\$ 1,993.9	\$ 2,370.3	\$ 2,125.2	\$ 8,512.5

(a) Excludes amortization of major maintenance costs for reaction-based plants, which are a component of Adjusted EBITDA.

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