

### Forward-Looking Statements

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," "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.

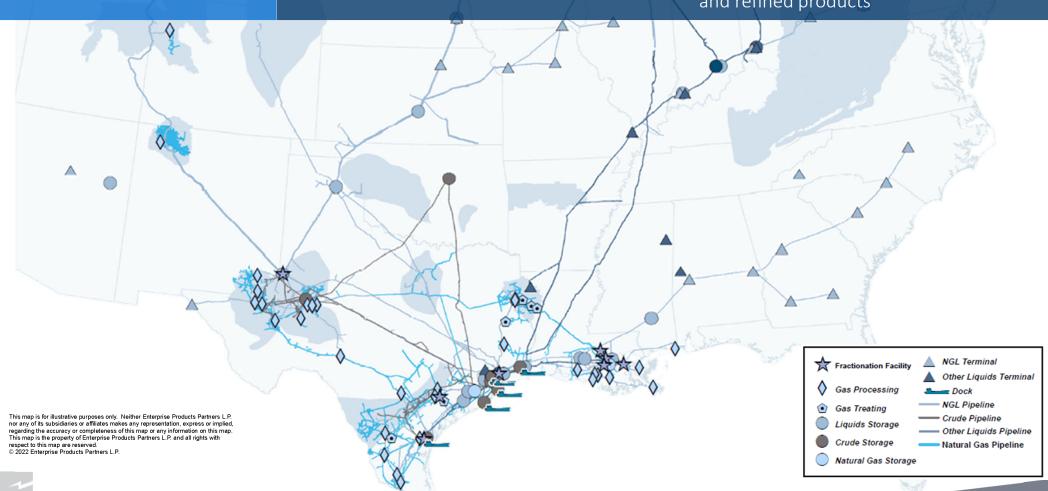
All forward-looking statements attributable to Enterprise or any person acting on our behalf are expressly qualified in their entirety by the cautionary statements contained herein, in such filings and in our future periodic reports filed with the Securities and Exchange Commission. Except as required 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.

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

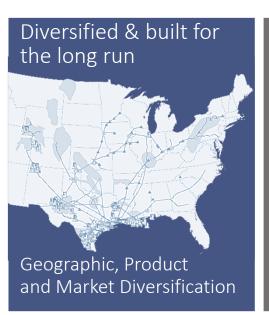
### NGLs, Crude Oil, Natural Gas, Petrochemicals and Refined Products

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
- 24 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



# Why EPD?



Market Capitalization:

≈\$56B

Enterprise Value:

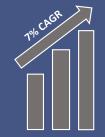
≈\$86B

Average Daily Trading Value: (last 20 days)

≈\$152MM

as of May 2,2022

23 consecutive years of distribution increases



Consistent in responsibly returning capital to investors:

TTM Adjusted CFFO<sup>(1)</sup>: \$7.2B TTM Adjusted FCF<sup>(1)</sup>: \$2.1B

Adjusted CFFO Payout Ratio<sup>(1)</sup>: 58% Adjusted FCF Payout Ratio<sup>(1)</sup>: 80%

TTM as of 1Q 2022

Average Return on Invested Capital<sup>(1)</sup>:

12%

over the last 10 years

\$1.86/unit

1Q 2022 distribution annualized 1.8x distribution coverage<sup>(2)</sup>

≈\$1.5B

2022 Growth CAPEX

 $\mathsf{S2B}$  buyback in place (≈\$481MM repurchased<sup>(2)</sup>)

History of unitholder alignment through actions & ownership

≈32% of common units owned by

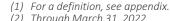
Management

Among highest credit ratings in midstream space:

BBB+ / Baa1

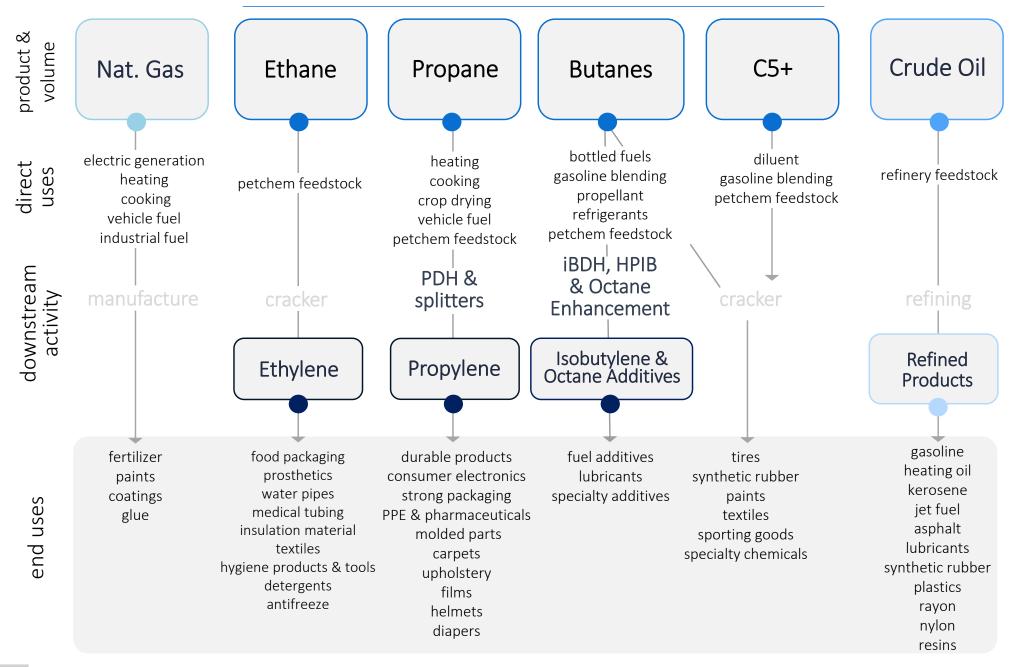
TTM Leverage<sup>(1)</sup>:

3.4x reported

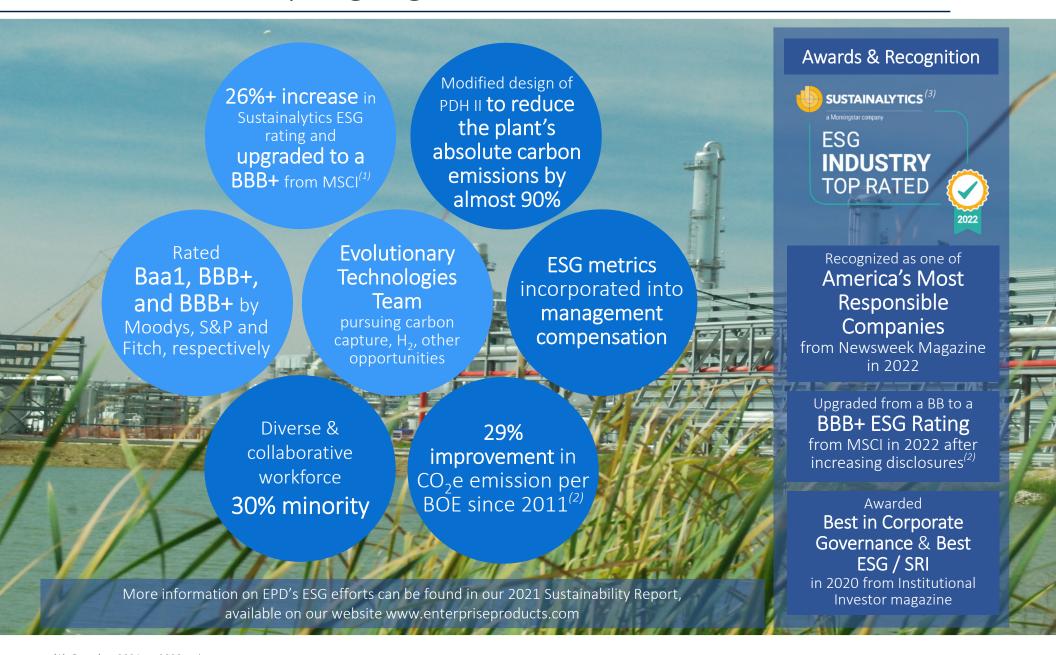


(2) Through March 31, 2022

# EPD Earns Fees Delivering Raw Materials Essential to Everyday Life



# **EPD Sustainability Highlights**



- (1) Based on 2021 vs. 2020 rating assessment
- (2) Based on 2021 data

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### U.S. Oil & Gas and Global Energy Security

Global Population Growth Requires "All of the Above" Energy Sources

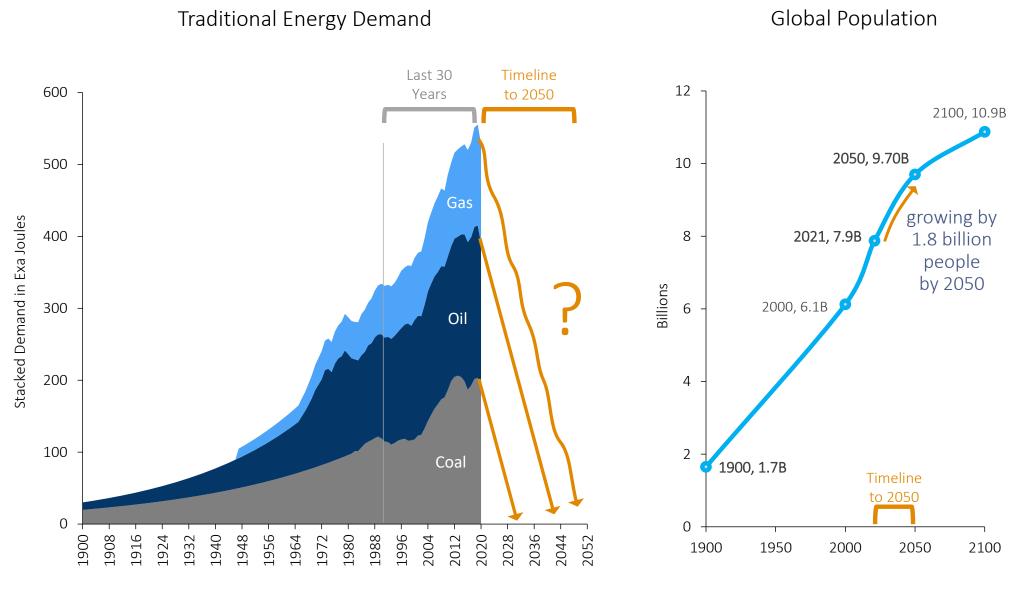
Energy Security has replaced Energy Transition as highest priority

#### Energy "transition" is really energy "addition"

- World needs "all of the above" sources of energy
- Demand for oil & gas expected 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

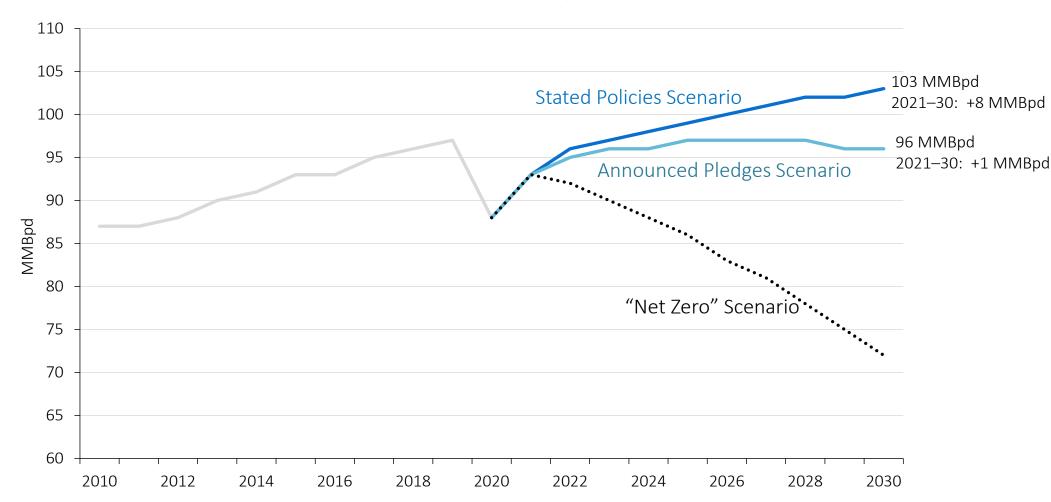
# Global Energy Needs Won't Disappear Overnight



#### IEA on Oil Demand

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

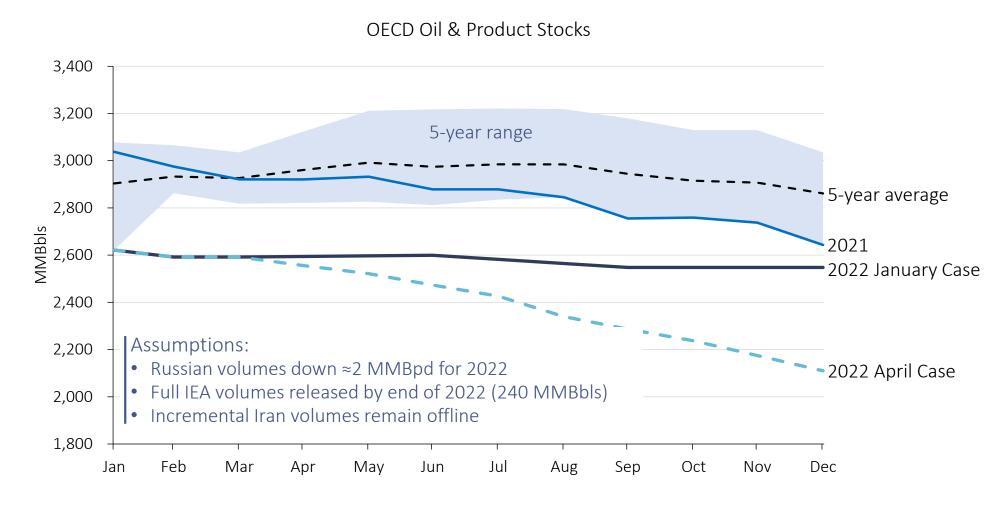




### OECD Stocks Started 2022 at 5 Year Lows

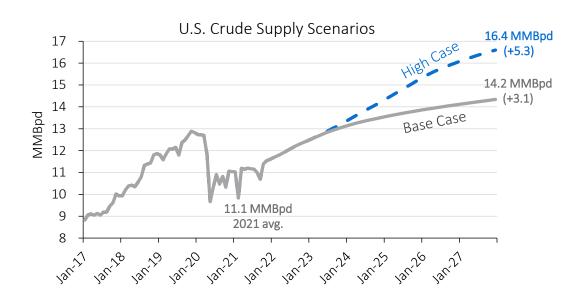
Market fundamentals pointed to tight markets even before Russia invaded Ukraine

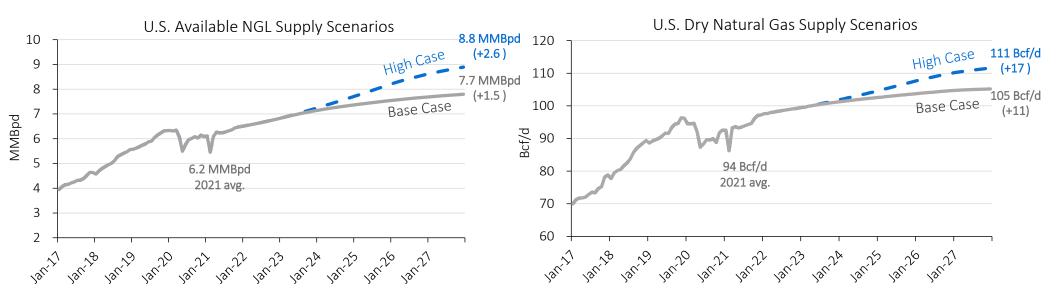
- No inventory buffer to prevent higher prices
- Low diesel stocks to support margins & refinery demand
- Gasoline season yet to start



# **EPD Supply Forecasts**

We expect **significant growth** in commodity supply forecasts, as post-COVID demand continues to recover along with **growing energy needs** across the globe

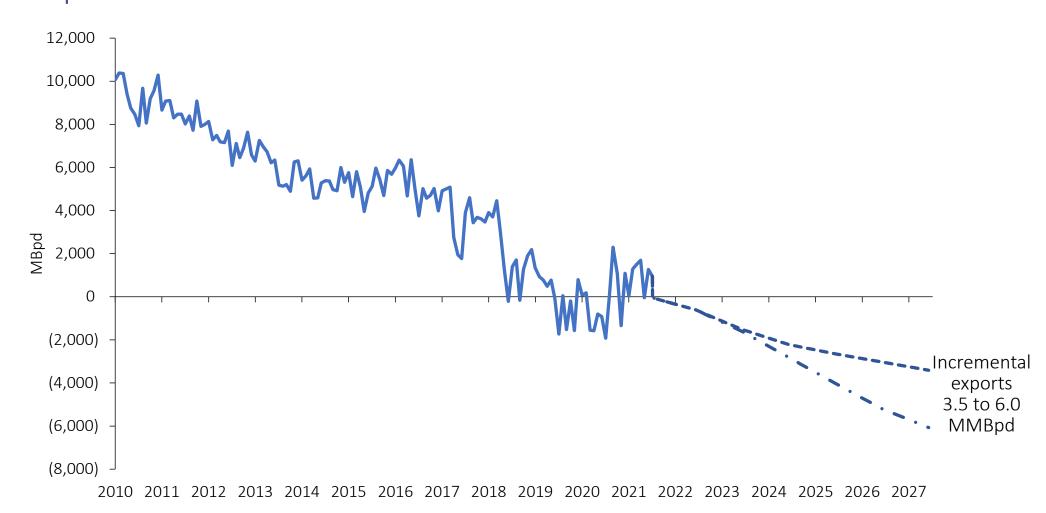




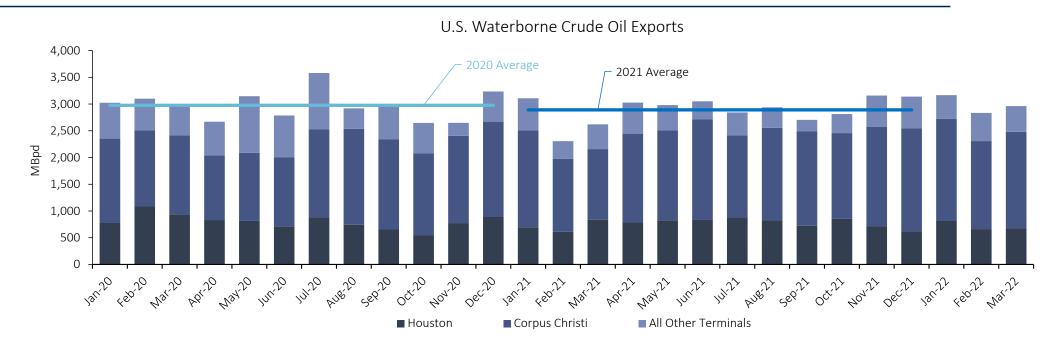
#### U.S. Net Imports of Crude & Refined Products Since the Shale Revolution

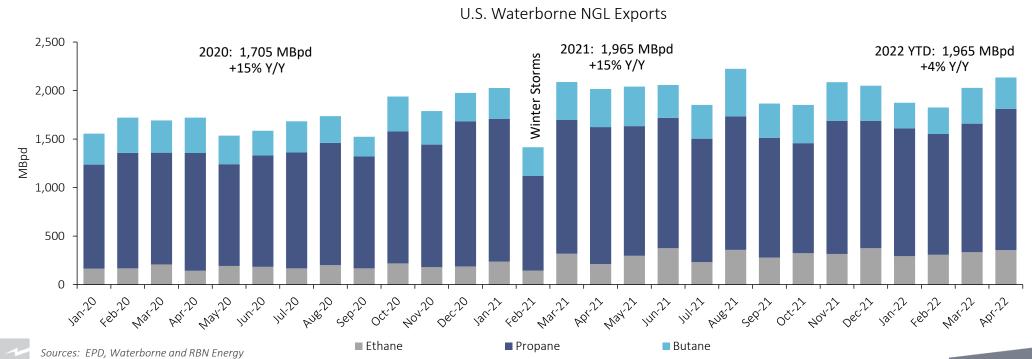
#### From Over 10 MMBpd of Imports to...Significant Surplus

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



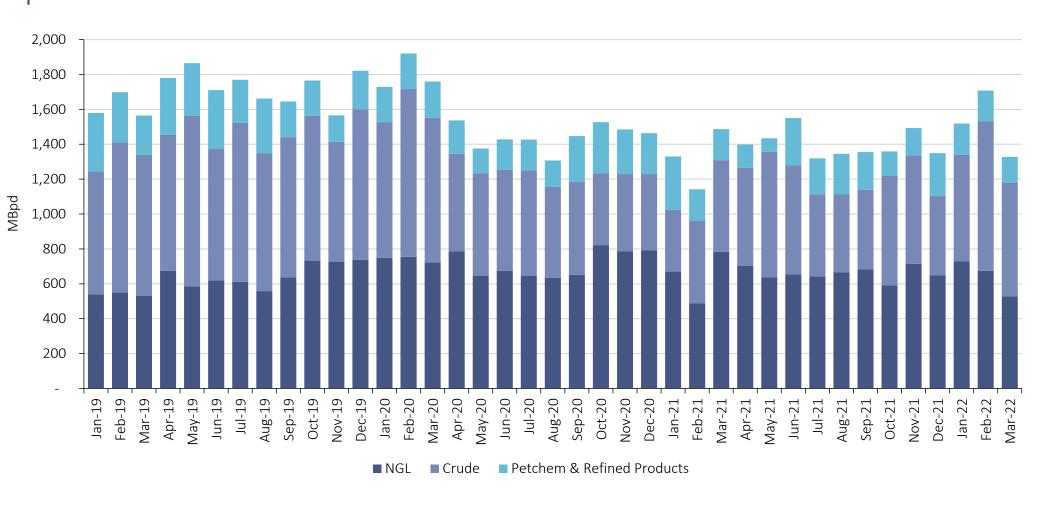
# U.S. Waterborne Exports





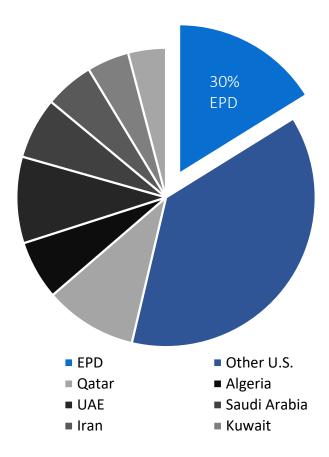
### Exports from EPD Facilities Remain Resilient

EPD Crude exports averaged 528 MBpd in 2021 (≈18% of U.S. exports) EPD NGL exports averaged 658 MBpd in 2021 (≈33% of U.S. exports)

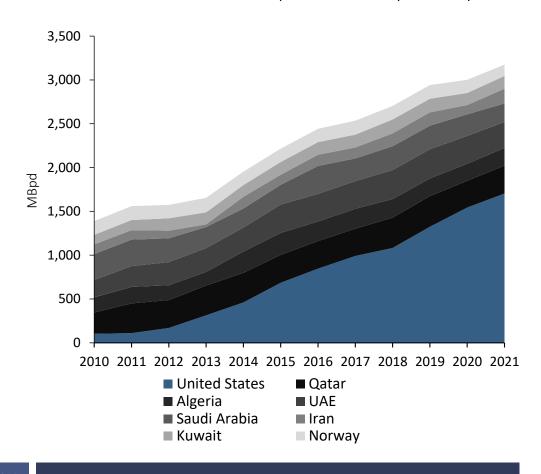


# U.S. Responsible for Virtually All Global LPG Export Growth

LPG Waterborne Exports (2021)



LPG Waterborne Export Growth by Country



EPD is one of the largest LPG exporters in the world

Growth is driven by the residential market, which accounts for >70% of global LPG demand

The U.S. is the leading exporter of LPGs globally, which displaces coal and biomass – holding 47% of the global market share in 2021

### Permian Basin Long Term Growth

#### **Production**

- Current ≈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

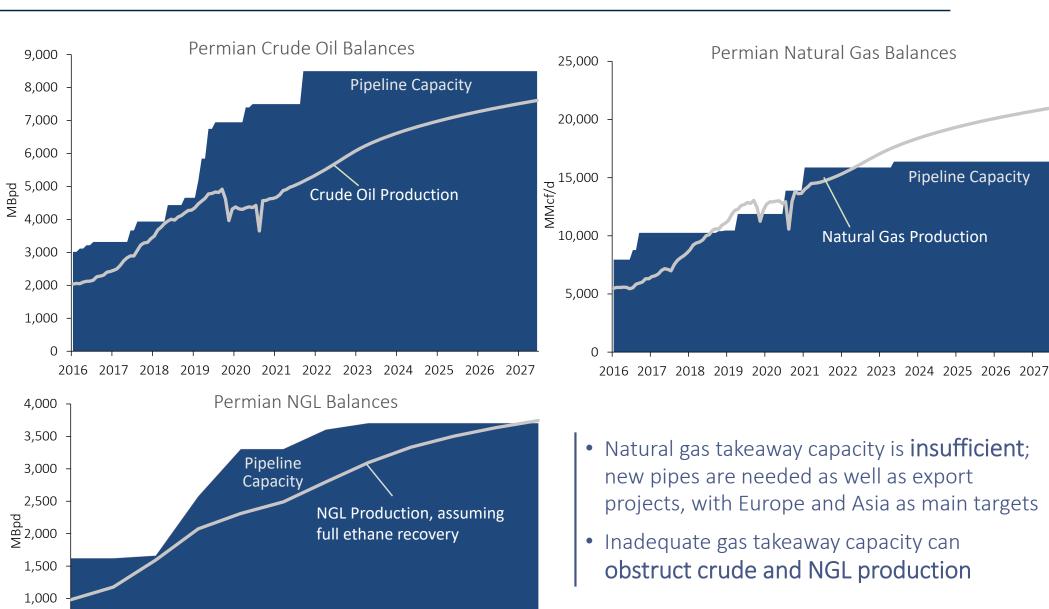
#### Activity increased steadily in 2021

- 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

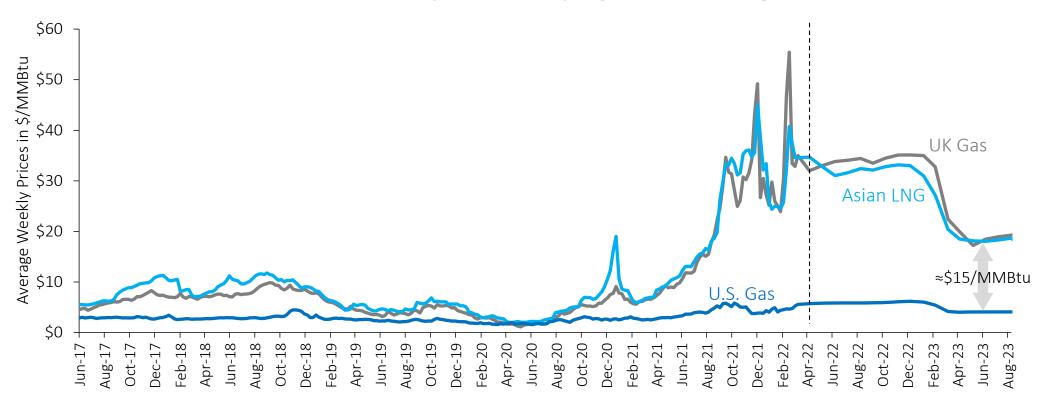
- Well productivity: oil type curves improved ≈8% year over year since 2018
- Stacked Pay: over 13,000 Hz wells completed in over 30 named geologic zones during the last 3 years; primarily Bone Spring, Spraberry and Wolfcamp
- Acreage (Tier I–Tier IV): >9 million productive acres in Delaware and Midland 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, ≈2 million acres shift to Tier I from lower Tiers

# Permian Takeaway Capacity – New Gas Pipes Are Needed



### Natural Gas Crisis in Europe and Asia

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

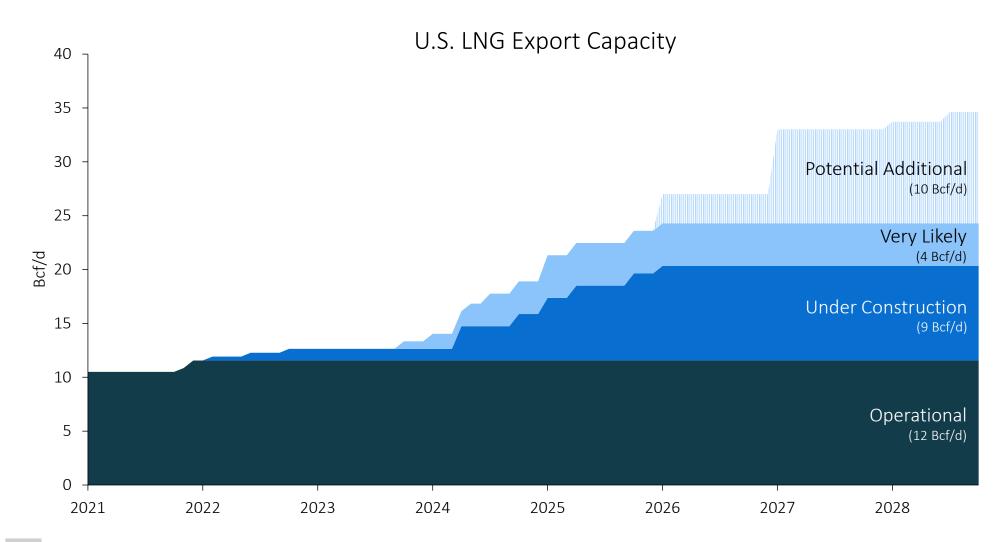


- After several years of relative stability, European and Asia natural gas prices spike to \$60/MMBtu in December 2021, and \$70/MMBtu for a short period after the invasion of Ukraine
- "Heat or Eat" crisis-level situation in UK; France and UK cap electricity prices
- EU says natural gas and nuclear 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

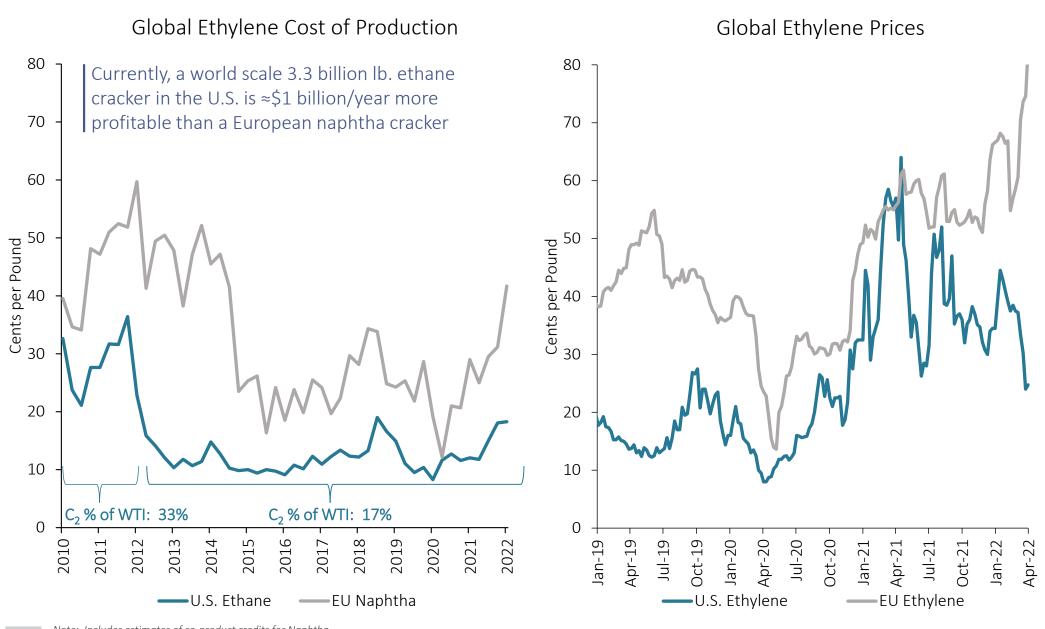
FERC Needs to Fast-Track Projects and the U.S. and E.U. Need to Facilitate the Financing

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



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

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

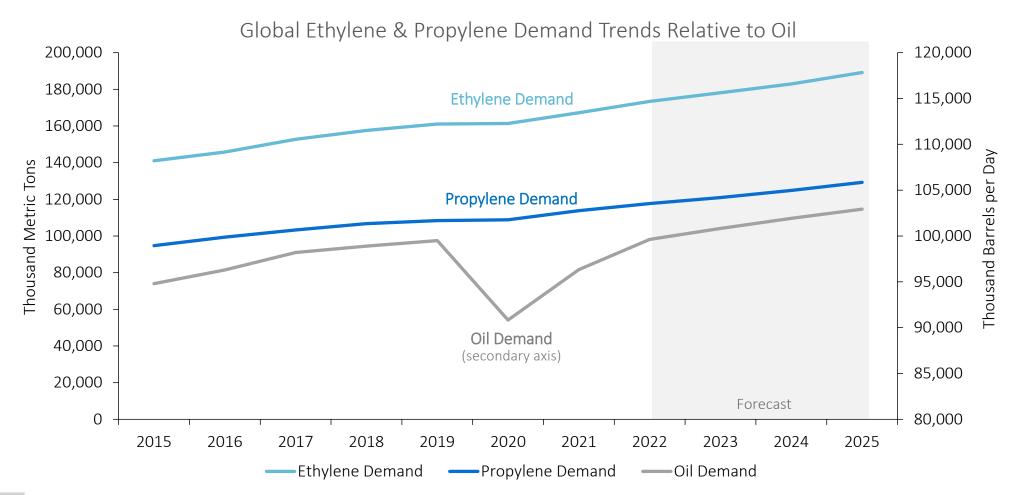


# Primary Petrochemical Demand

#### Poised for Growth

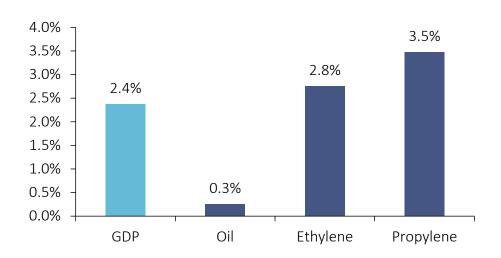
#### 2020 Case Study

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



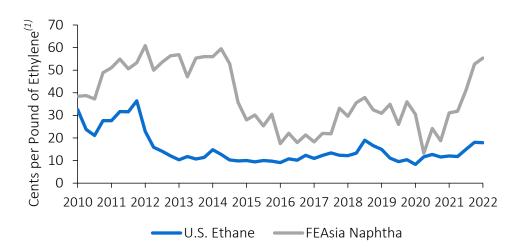
# The U.S. Feedstock and Energy Advantage Spurs Growth

Global Average Compound Annual Growth Rates (2010 - 2020)

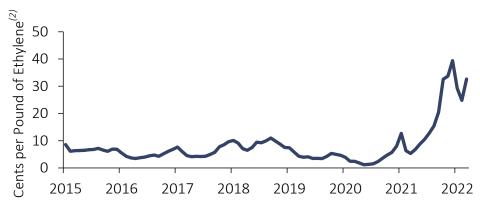


- Primary petrochemical growth is driven by the growing global middle class and their improving quality of life
- Our assets are positioned to support additional industry growth with many capital efficient projects

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



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



Asia vs. U.S. Energy Cost for Ethylene Production

Sources: Bloomberg and EPD Fundamentals

Estimated U.S. Ethane & Asia Naphtha ethylene production cost

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

# Everyday Products Made from Oil





#### **Electronics**

Devices such as semi conductors, cell phones and computers are derived from petroleum products



#### **Asphalt**

A building block of roads, key to keeping our growing world connected



#### Renewable **Energy Materials**

Oil is needed to create materials used to manufacture batteries, solar panels, from petrochemicals, wind turbines, and even electric cars



#### **Medicines**

99% of pharmaceutical feedstocks and/or reagents are derived including personal protective equipment like masks, gloves, and gowns



#### **Plastics**

Oil is needed to produce almost all plastics - including everything from water bottles to cars. In fact, plastics make up 50% of the volume of new cars and only 10% of the weight!



#### Cosmetics

Deodorants and makeup, among other cosmetic materials, are often produced from petrochemicals



#### **Cleaning Products**

Products needed to keep you and your family safe from exposure to illnesses and bacteria are produced from oil products

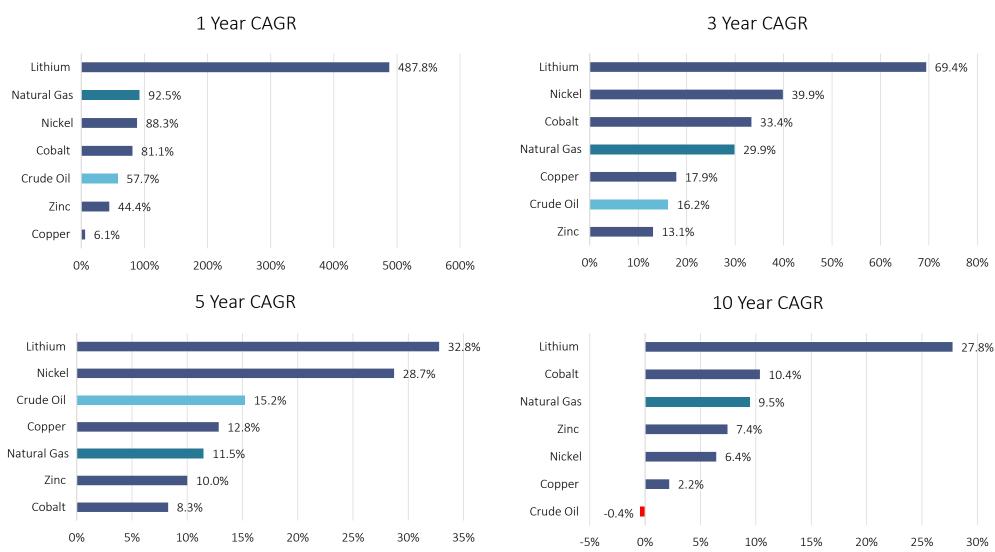
Products Include...

food packaging, clothing and footwear, textiles, carpets, furniture, detergents, diapers, sports equipment, lighter vehicle exteriors like cars, planes, and boats; synthetic rubber tires, fuel additives, engine coolants, interior car panels, car seats and carpet, coatings, insulation, paints, road paving materials, pharmaceuticals, sterile packaging (single-use) like IV bags, syringes, medicine bottles, liners; ethyl-alcohol / hand sanitizer, ventilators, heart rate monitors, suction machines, defibrillators, oxygen masks, personal protective equipment (PPE) like gloves, gowns, and face masks; wind turbine and solar panel parts, battery containers and parts, coatings, insulation, paints, unbreakable glass, agro-chemicals, etc.



# Early Innings of a Commodity Super Cycle

Russia invasion has exacerbated energy and mineral inflation already impacted by underinvestment, lack of strategic sourcing of green metals, and post COVID supply chain issues





Source: Bloomberg (LTBMPRIN Index, LMCODY Comdty, LN1 Comdty, HG1 Comdty, LX1 Comdty, CL1 Comdty, NG1 Comdty) Note: Compound Annual Growth Rates ("CAGR") for periods ending March 31, 2022

### Critical Minerals Extraction and Processing

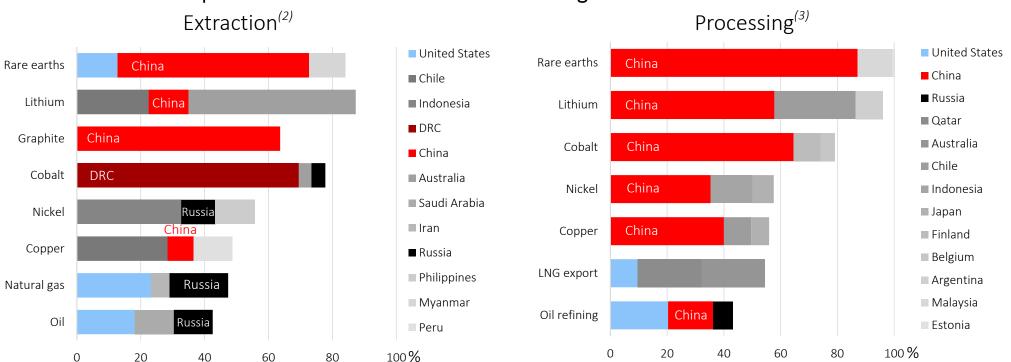
#### Did you know?

Mineral demand to facilitate "clean" energy tech would need to increase by 4-6x by 2040 to meet Sustainable Development and Scenario ("SDS") and net-zero climate goals<sup>(1)</sup>

#### Why does it matter?

Production of many energy transition minerals today is more geographically concentrated than that of oil and natural gas, with potential growth concentrated in **politically and socially sensitive areas** 

#### Share of Top 3 Countries in Extraction and Processing of Selected Minerals and Fossil Fuels



Sources:

(1) IEA, Total mineral demand for clean energy technologies by scenario, 2020 compared to 2040, IEA, Paris

https://www.iea.org/data-and-statistics/charts/total-mineral-demand-for-clean-energy-technologies-by-scenario-2020-compared-to-2040

(2) IEA, Share of top three producing countries in extraction of selected minerals and fossil fuels, 2019, IEA, Paris https://www.iea.org/data-and-statistics/charts/share-of-top-three-producing-countries-in-extraction-of-selected-minerals-and-fossil-fuels-2019

nttps://www.iea.org/aata-ana-statistics/cnarts/snare-oj-top-three-producing-countries-in-extraction-oj-selected-minerals-ana-jossii-jueis-2019 (3) IEA, Share of top three producing countries in total processing of selected minerals and fossil fuels, 2019, IEA, Paris

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# The Grass Isn't Always Greener

### How Environmentally Sustainable is Your Energy?

#### Rare Earth Mineral Mine



#### MP Materials' rare earth open-pit mine in Mountain Pass, CA

#### Petroleum Pipeline



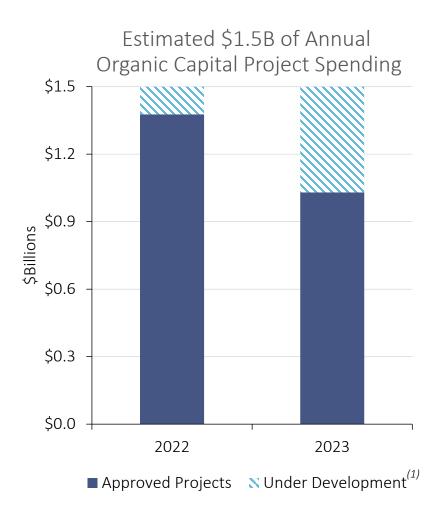
# COMMERCIAL UPDATES



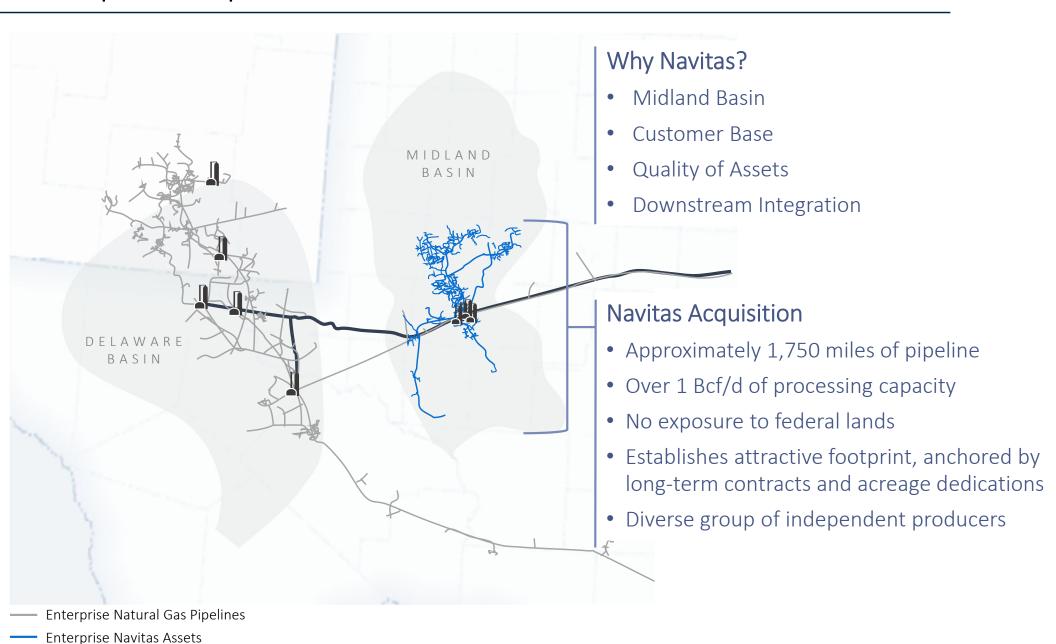
# Growth Capital Updates

# ≈\$4.6B of Major Projects Under Construction

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



## Enterprise Expands into Midland Basin with Navitas Purchase

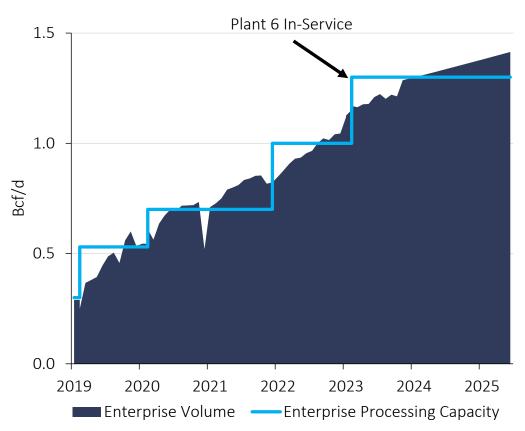


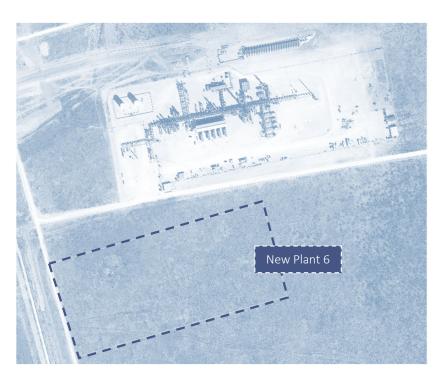
Enterprise Gas Processing Plant Enterprise Shin Oak Pipeline

# Midland Basin Gathering and Processing

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

#### Enterprise Plant Volume Forecast





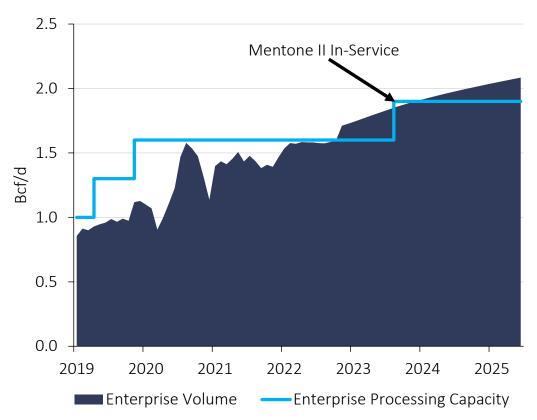
#### **Navitas Acquisition**

- 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

# Delaware Basin Gathering and Processing

#### Basin Wide Access to Growing Production

#### Enterprise Plant Volume Forecast





#### **Delaware Positioned to Grow**

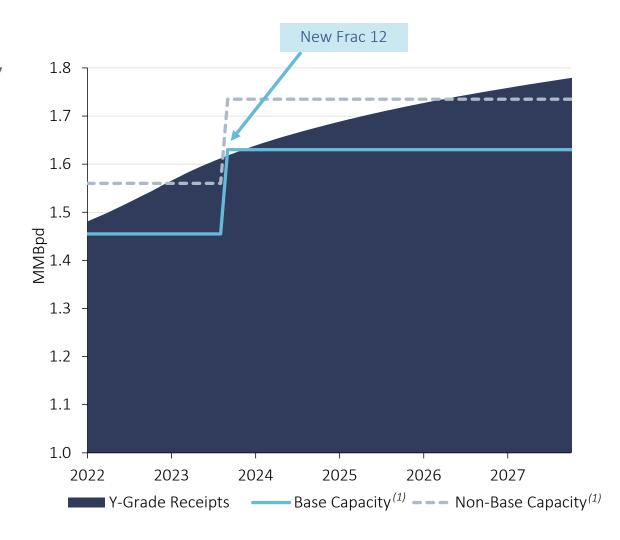
- Delaware Basin production is expected to exceed accessible basin processing capacity by next year
- Our gathering system's **established footprint** coupled with the **expandability** of the Mentone Complex will enable us to grow market share of the basin's growing production

# Fractionation Capacity vs. Growth

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

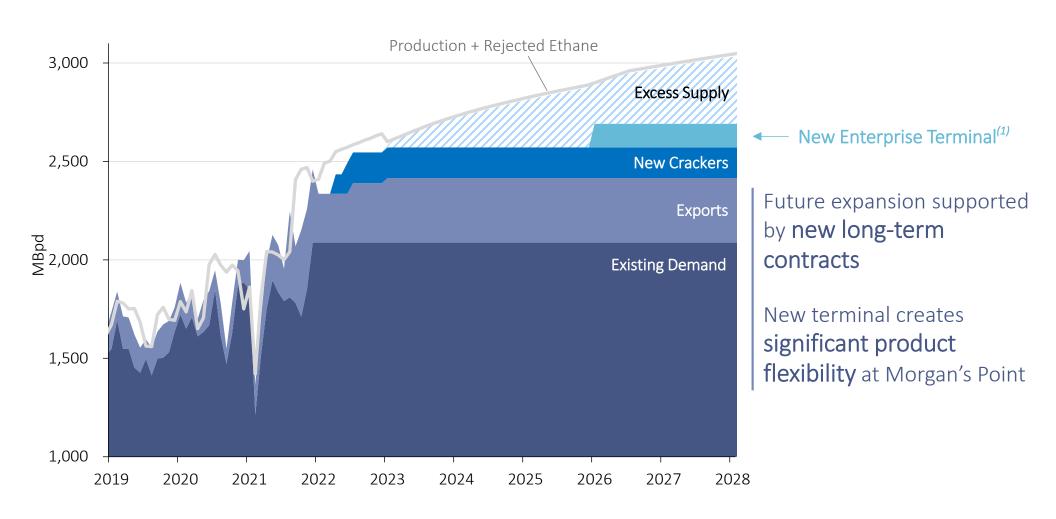
Utilizing existing non-base capacity today, while **building** to meet the **growing needs** of the future

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



# Ethane Supply Growth Supports Expansion

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



### 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**

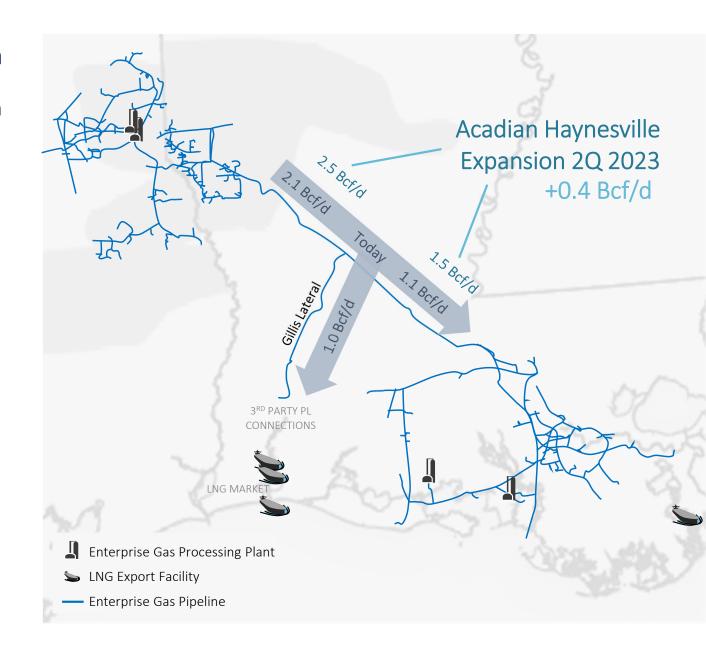
 Over 4 Bcf/d of contracted liquefaction capacity could be added by 2025

#### **New Industrial Demand**

 Future growth driven by petrochemical and methanol expansions and blue hydrogen

#### Geographically Advantaged

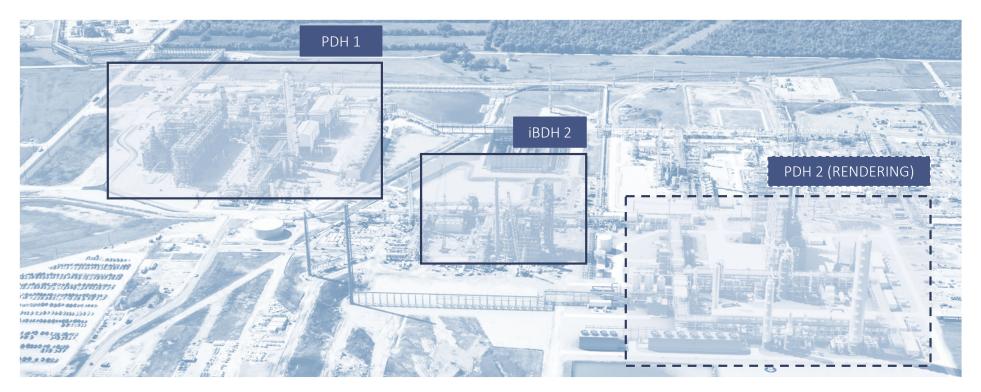
 Cheapest transport relative to other basins leads to highest producer netbacks



### Fulfilling Global Demand for Propylene

- Growing demand for propylene derivatives requires additional on-purpose production
- Our significant dehydro experience and extensive propylene system make PDH 2 a natural extension
- PDH capacity is sold to investment grade customers as long-term, 10–15 year contracts with fixed fees on a take-or-pay basis

ASSET	PRODUCTION CAPACITY	U.S. RANK
Propylene Splitters <sup>(1)</sup>	7.9 billion pounds per year	1
PDHs <sup>(2)</sup>	3.3 billion pounds per year	1
iBDHs	2.2 billion pounds per year	1



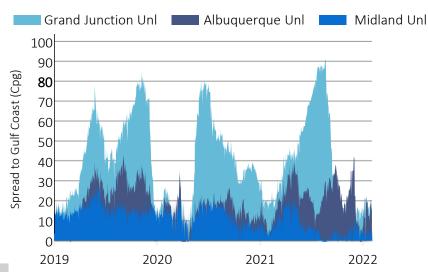
<sup>2)</sup> Includes PDH 2 (Forecast in-service 2Q 2023)

### 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





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

TW Products Batch Train



## **Enterprise Petrochemical Exports**

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

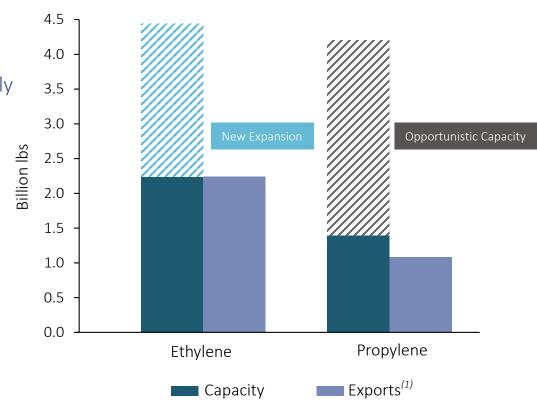
We operate the world's largest ethylene export terminal at Morgan's Point with capacity of over 2.2 billion lbs/yr

- 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



## 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

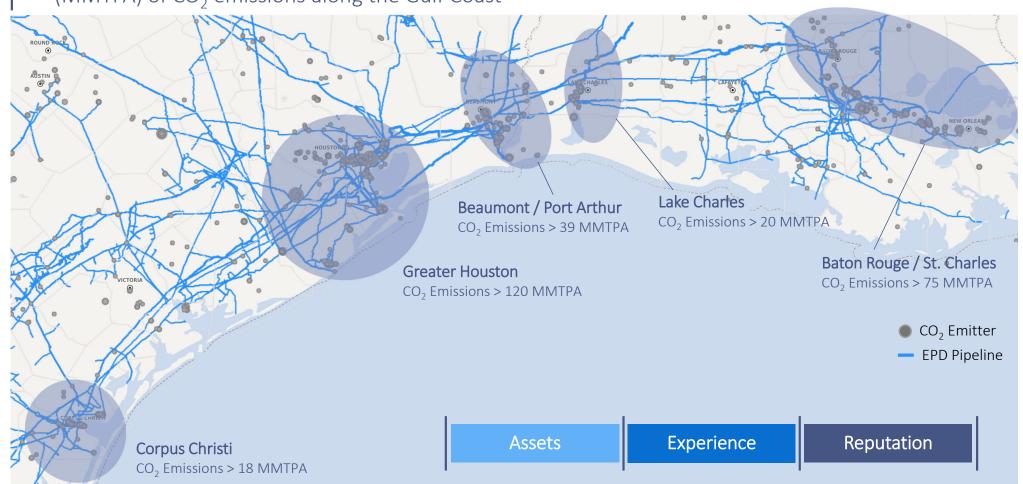
In each of the four areas, we look to utilize new technologies while leveraging our extensive asset footprint to provide services that are profitable and complementary to our existing business model while advancing a circular and low carbon economy





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

- Signed a LOI with Occidental to work toward a potential CO<sub>2</sub> transportation and sequestration solution for the Texas Gulf Coast; the project is initially focused on emitters in the greater Houston and Beaumont/Port Arthur areas and Enterprise would focus its efforts on developing the CO<sub>2</sub> aggregation and transportation network
- 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



## FINANCIAL UPDATE



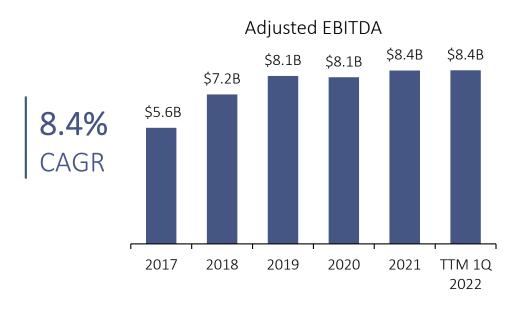
### 1Q 2022 Financial Highlights



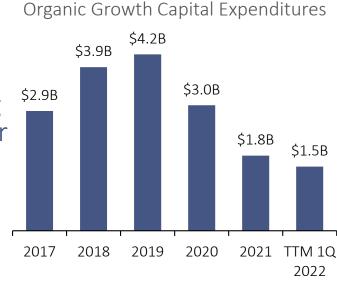
<sup>(1)</sup> Includes \$3.25B acquisition of Navitas Midstream, closed in February 2022 \*See definitions

Adjusted EBITDA and Free Cash Flow ("FCF") are non-generally accepted accounting principle ("Non-GAAP") financial measures. See Appendix for a reconciliation of these amounts to their nearest GAAP counterparts.

## Financial Stability







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







Adjusted EBITDA is a Non-GAAP measure. See Appendix for a reconciliation of these amounts to their nearest GAAP counterparts.

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<sup>(1)</sup> Shown in dollars per unit; for "Free Cash Flow", see definitions

<sup>(2)</sup> See definitions

### Flexibility in Focus

### EPD's Strengthening Balance Sheet

BBB+
Baa1

One of the highest credit ratings in the midstream space

**>\$3.9B** of liquidity<sup>(1)</sup>

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

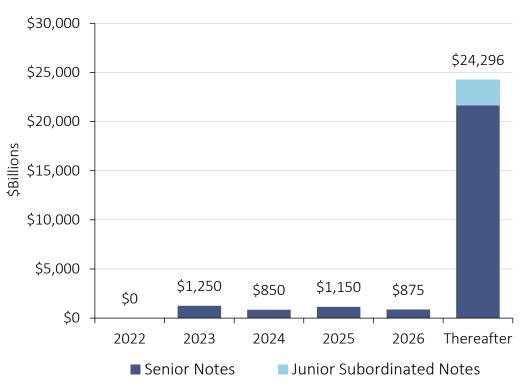
4.3%
weighted
average cost of
debt

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





≈\$28.4B in debt maturities includes ≈\$25.8B of senior notes and ≈\$2.6B of junior subordinated notes<sup>(1)(2)</sup>

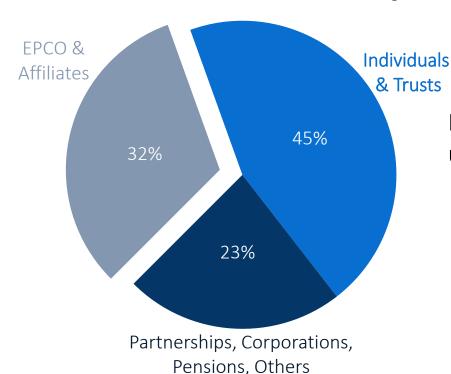
For a definition of Leverage Ratio, see Appendix.

- (1) As of March 31, 2022
- (2) Excludes \$1.4B in commercial paper notes

### Long-Term, Distribution-Focused Unitholder Base

### EPD Common Unit Ownership by Type

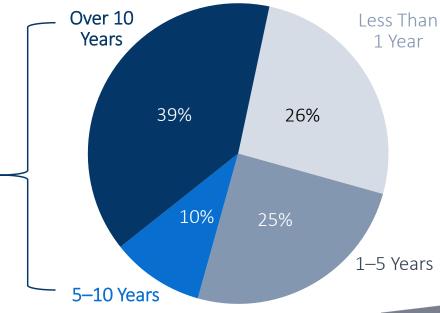
2.2 Billion Common Units Outstanding



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

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



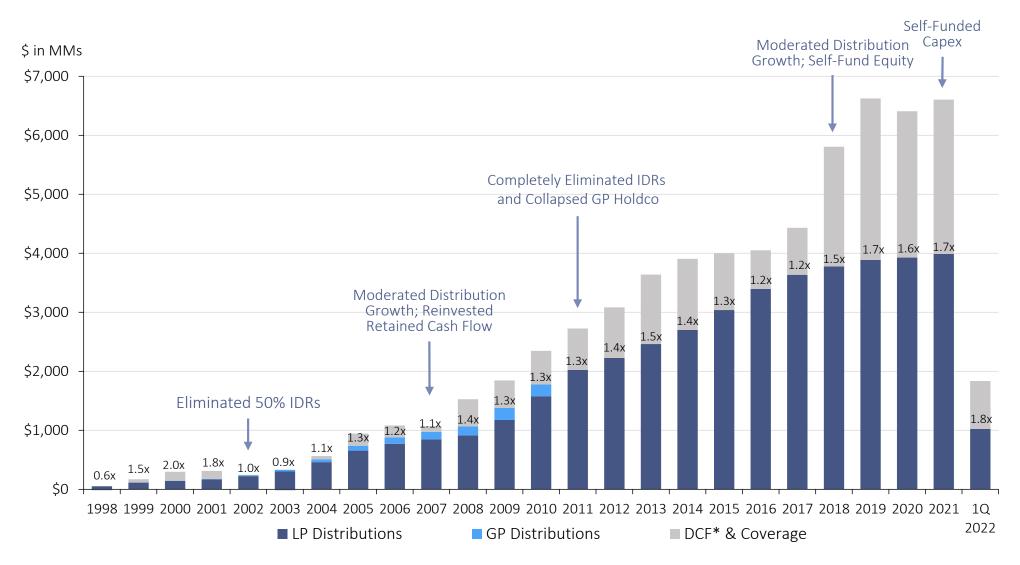


Sources: Estimates based on EPD 2020 10-K and PwC 2020 K-1 database

1) Per PwC 2020 K-1 database

(2) Includes units owned by EPCO affiliates

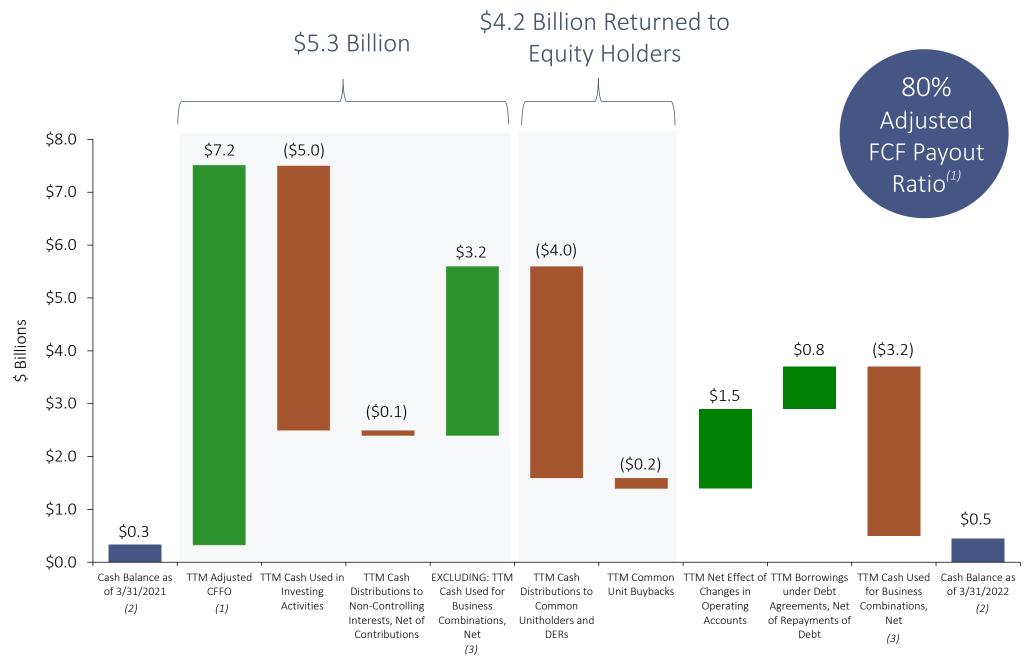
## Responsibly Returning Capital to Unitholders



23 consecutive years of distribution growth;\$44.0 Billion returned to unitholders via LP distributions & unit buybacks



### Returning Capital to Equity Investors for TTM 1Q 2022



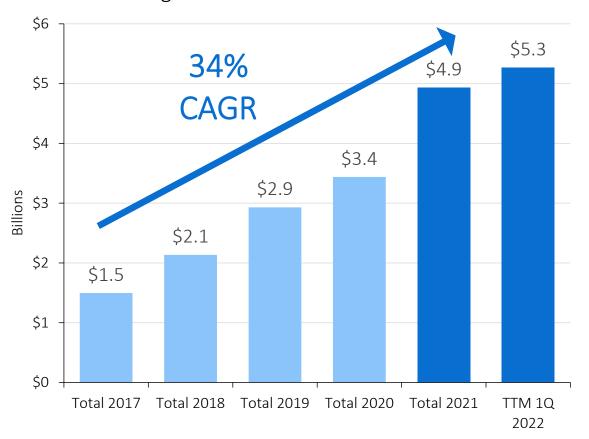
<sup>(1)</sup> See definitions. Adjusted CFFO is a Non-GAAP measure. For a reconciliation of this amount to its nearest GAAP counterpart, see "Non-GAAP Financial Measures" on our website

<sup>(2)</sup> Represents the total ending balance of cash and cash equivalents, including restricted cash, as of the specified date

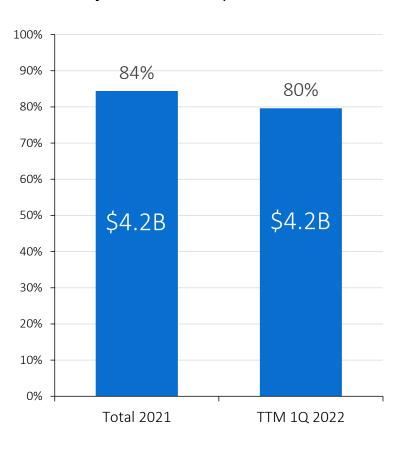
<sup>(3)</sup> Includes the Navitas Midstream acquisition, which closed in February 2022

### Notable Growth in Adjusted Free Cash Flow

Adjusted Free Cash Flow<sup>(1)</sup> excluding cash used for business combinations<sup>(2)</sup>



### Adjusted FCF Payout Ratio<sup>(1)</sup>



\$4.2 Billion returned to unitholders via distributions and buybacks for TTM 1Q 2022

<sup>(1)</sup> For a definition, see Appendix.

<sup>(2)</sup> The presented data excludes net cash used in business combinations of \$198.7 MM in 2017, \$150.6 MM in 2018, and \$3.2 B in 2022.
Note: Adjusted Free Cash Flow is a non-GAAP measure. For a reconciliation of this amount to its nearest GAAP counterpart, see "Non-GAAP Financial Measures" on our website.

## Financial Objectives

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

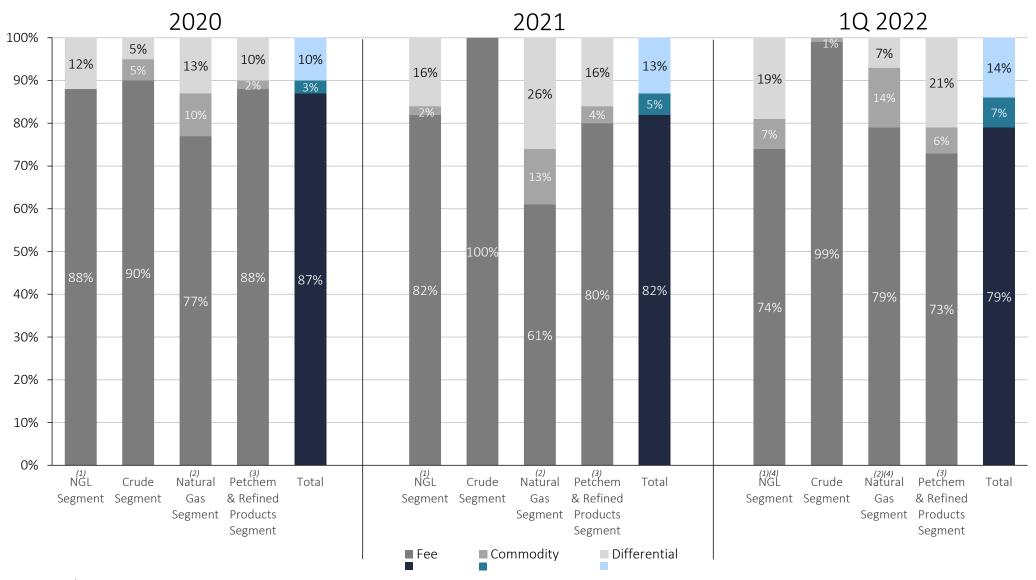
THE

**ABOVE** 

# FINANCIAL APPENDIX & NON-GAAP RECONCILIATIONS



### Indicative Attribution of Segment GOM



Based on Gross Operating Margin

<sup>(4)</sup> Reflects Navitas gross operating margin from 2/17/2022 through 3/31/2022.



Total gross operating margin is a Non-GAAP measure. For a reconciliation of these amounts to their nearest GAAP counterparts, see Appendix.

<sup>(1)</sup> Differential-based may include: marketing transactions, location or commodity differentials and keepwhole gas processing agreements. Commodity-based may include: percent of liquids and percentage of proceeds gas processing agreements.

<sup>(2)</sup> San Juan gathering generates commodity sensitive earnings. The largest net differential contribution was from natural gas marketing.

<sup>(3)</sup> Largest differential contributions were from propylene and octane enhancement marketing.

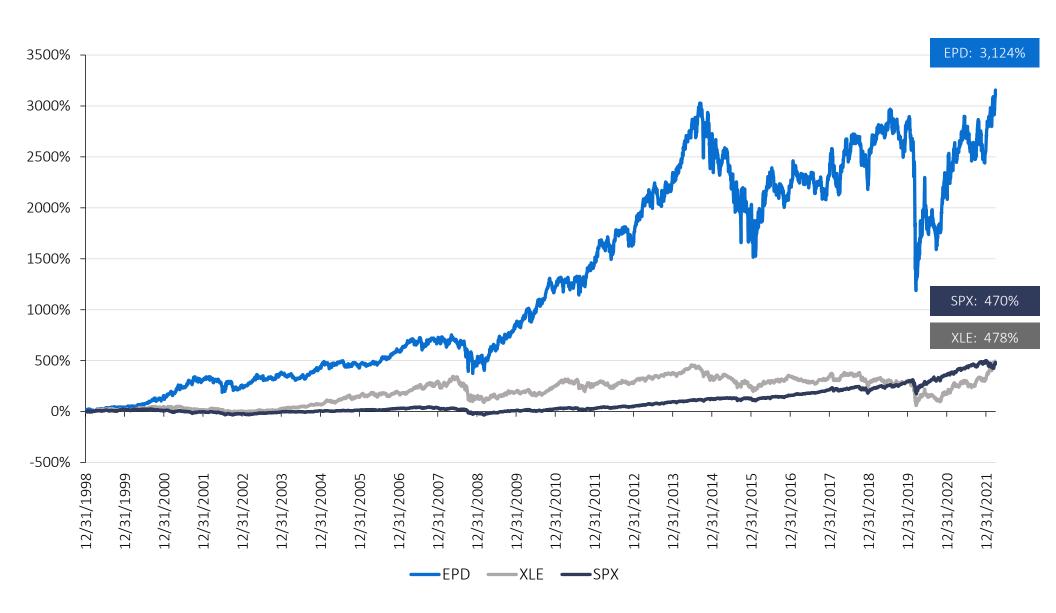
### Consistent History of Returning Capital to Partners

### Adjusted CFFO Payout Ratio\*

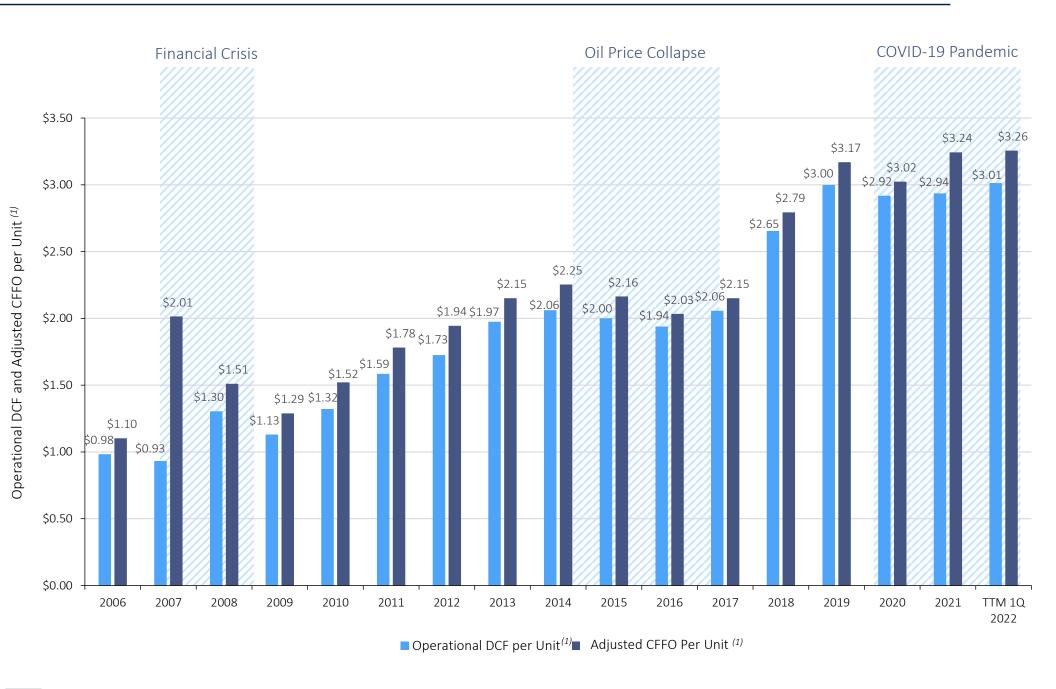


- Distributions include: GP & LP distributions paid and distribution equivalent rights
- Excess cash flow from operations historically went towards funding growth capital projects

### Total Return Since 1998 of XLE, SPX, and EPD



## Successful History of Cash Flow per Unit Durability



### Indicative Attribution of Gross Operating Margin

Slide 51 attributes gross operating margin ("GOM") among fee-based, commodity-based and differential-based business activities. Most activities fit easily into one category; however, the classification of certain activities involves an element of subjectivity. The classifications reflected in the following slides represent what we currently believe is the most logical fit of our business activities into the categories described below, based on the underlying fee or pricing characteristics applicable thereto.

These classifications may be subject to change in the event that management's estimates or assumptions underlying such classifications are revised or updated. In addition, our attribution of GOM into the categories described below may not be comparable to similar classifications by other companies because such companies may use different estimates and assumptions than we do in defining such categories or otherwise calculating such attributions.

#### Three categories of GOM:

- <u>Fee-based</u>: Pipeline transportation fees and tariffs, NGL and propylene fractionation fees, storage capacity reservation and throughput fees, export terminal fees, marine and trucking fees, fee-based natural gas processing arrangements, isomerization and dehydrogenation fees, demand and deficiency fees, and similar activities that are predominantly fee-oriented.
- <u>Commodity-based</u>: Percentage-of-liquids and percentage-of-proceeds natural gas processing arrangements, certain condensate sales, gathering revenues on our San Juan natural gas pipeline system, and similar activities that have commodity price exposure.
- <u>Differential-based</u>: Certain business activities where earnings are generated based on price differentials or spreads between locations, time periods and products in excess of any related fees, tariffs and other expenses.

### **Definitions**

**Operational DCF per Unit** represents Distributable Cash Flow ("DCF") excluding proceeds from asset sales and property damage insurance claims and net receipts / payments from the monetization of interest rate derivative instruments for a period divided by the average number of fully diluted common units outstanding for that period.

**Net Cash Flows Provided by Operating Activities** ("**CFFO**") represents the GAAP financial measure "Net cash flows provided by operating activities".

**Adjusted CFFO** is CFFO before the net effect of changes in operating accounts (working capital).

Adjusted CFFO per Unit is Adjusted CFFO divided by the average number of fully diluted common units outstanding for that period.

**Free Cash Flow** is CFFO less investing activities less net cash flow to non-controlling interests.

**Adjusted Free Cash Flow** is CFFO before the net effect of changes in operating accounts less investing activities less net cash flow to non-controlling interests.

**Adjusted CFFO Payout Ratio** is calculated as trailing 12 months distributions + distribution equivalent rights + buybacks divided by the trailing 12 months Adjusted CFFO.

**Adjusted FCF Payout Ratio** is calculated as trailing 12 months distributions + distribution equivalent rights + buybacks divided by the trailing 12 months Adjusted Free Cash Flow **excluding net cash used for business combinations.** 

**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.

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Net income attributable to common unitholders (GAAP)	\$ 4,172.4	\$ 4,591.3	\$ 3,775	\$ 4,634	\$ 1,296	\$ 4,589
Adjustments to GAAP net income attributable to common unitholders to derive DCF						
(addition or subtraction indicated by sign):						
Depreciation, amortization and accretion expenses	1,791.6	1,949.3	2,072	2,140	551	2,166
Cash distributions received from unconsolidated affiliates	529.4	631.3	615	590	120	579
Equity in income of unconsolidated affiliates	(480.0)	(563.0)	(426)	(583)	(117)	(551)
Asset impairment charges	50.5	132.8	890	233	14	181
Change in fair market value of derivative instruments	16.4	27.2	(79)	(27)	42	31
Change in fair value of Liquidity Option Agreement	56.1	119.6	2	=	=	=
Gain on step acquisition of unconsolidated affiliate	(39.4)	=	=	-	-	=
Sustaining capital expenditures	(320.9)	(325.2)	(294)	(430)	(75)	(361)
Other, net	30.0	40.0	(128)	(88)	(5)	5
Subtotal DCF, before proceeds from assets sales and monetization of interest rate		_				
derivative instruments accounted for as cash flow hedges	5,806.1	6,603.3	6,427	6,469	1,826	6,639
Proceeds from asset sales	161.2	20.6	13	64	11	69
Monetization of interest rate derivative instruments accounted for as cash flow hedge	e 22.1	-	(33)	75		
Distributable cash flow (non-GAAP)	5,989.4	6,623.9	6,407	6,608	1,837	6,708
Adjustments to non-GAAP DCF to derive GAAP net cash flows provided by operating activities	?s					
(addition or subtraction indicated by sign):						
Net effect of changes in operating accounts, as applicable	16.2	(457.4)	(768)	1,366	191	1,458
Sustaining capital expenditures	320.9	325.2	294	430	75	361
Other, net	(200.2)	28.8	(42)	109	42	108
Net cash flows provided by operating activities (GAAP)	\$ 6,126.3	\$ 6,520.5	\$ 5,891	\$ 8,513	\$ 2,145	\$ 8,635

### 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 (<u>www.enterpriseproducts.com</u>) for more information regarding GOM, including additional reconciliation detail. The following table presents our calculation of GOM for the years 2018–2021 (each ended December 31) or periods presented below (dollars in millions):

	Total 2018		Total 2019		Total 2020		_Total 2021_		1Q 2022		Total 2022		TTM 1Q 2022	
Gross operating margin by segment:														
NGL Pipelines & Services	\$	3,830.7	\$	4,069.8	\$	4,182	\$	4,316	\$	1,225	\$	1,225	\$	4,455
Crude Oil Pipelines & Services		1,511.3		2,087.8		1,997		1,680		415		415		1,695
Natural Gas Pipelines & Services		891.2		1,062.6		927		1,155		220		220		840
Petrochemical & Refined Products Services		1,057.8		1,069.6		1,082		1,357		404		404		1,479
Total segment gross operating margin (a)		7,291.0		8,289.8		8,188		8,508		2,264		2,264		8,469
Net adjustment for shipper make-up rights (b)		34.7		(24.1)		(85)		53		(6)		(6)		27
Total gross operating margin (non-GAAP)		7,325.7		8,265.7		8,103		8,561		2,258		2,258		8,496
Adjustments to reconcile non-GAAP gross operating margin to GAAP														l
operating income (addition or subtraction indicated by sign):														
Depreciation, amortization and accretion expense in operating														
costs and expenses (c)		(1,687.0)		(1,848.3)		(1,962)		(2,011)		(514)		(514)		(2,030)
Asset impairment charges in operating costs and expenses		(50.5)		(132.7)		(890)		(233)		(14)		(14)		(181)
Net gains or losses attributable to asset sales and related matters														ļ
in operating costs and expenses		28.7		5.7		4		(5)		(2)		(2)		4
General and administrative costs		(208.3)		(211.7)		(220)		(209)		(62)		(62)		(215)
Operating income (GAAP)	\$	5,408.6	\$	6,078.7	\$	5,035	\$	6,103	\$	1,666	\$	1,666	\$	6,074

<sup>(</sup>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 financials statements.

<sup>(</sup>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.

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

## Free Cash Flow ("FCF") and Adjusted FCF

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.

Adjusted FCF is a non-GAAP measure of how much cash a business generates, excluding the net effect of changes in operating accounts, after accounting for capital expenditures. Like FCF, we believe that Adjusted FCF is important to traditional investors since it reflects the amount of cash available for reducing debt, investing in additional capital projects and/or paying distributions, without regard for fluctuations caused by timing of when amounts earned or incurred were collected, received or paid from period to period. Since we partner with other companies to fund certain capital projects of our consolidated subsidiaries, our determination of Adjusted FCF appropriately reflects the amount of cash contributed from and distributed to noncontrolling interests. Our calculation of Adjusted FCF may or may not be comparable to similarly titled measures used by other companies. The GAAP financial measure most directly comparable to Adjusted FCF is net cash flows provided by operating activities.

See "Investors – Non-GAAP Financial Measures" on our website (<u>www.enterpriseproducts.com</u>) for more information regarding FCF and Adjusted FCF, including additional reconciliation detail. The following table presents our calculation of FCF and Adjusted FCF for the years 2018–2021 (each ended December 31) or periods presented below (dollars in millions):

	Total 2018		Total 2019		Total 2020		Total 2021		1Q 2022		TTM 1Q 2022	
Net cash flow provided by operating activities (GAAP)	\$	6,126.3	\$	6,520.5	\$	5,891	\$	8,513	\$	2,145	\$	8,635
Adjustments to reconcile GAAP net cash flow provided by operating activities to non-GAAP free cash flow and and Adjusted free cash flow (addition or subtraction by sign)	:											
Cash used in investing activities		(4,281.6)		(4,575.5)		(3,121)		(2,135)		(3,532)		(5,010)
Cash contributions from noncontrolling interests		238.1		632.8		31		72		2		61
Cash distributions paid to noncontrolling interests		(81.6)		(106.2)		(131)		(154)		(42)		(166)
Free Cash Flow (non-GAAP)		2,001.2		2,471.6		2,670		6,296		(1,427)		3,520
Net effect of changes in operating accounts, as applicable		(16.2)		457.4		768		(1,366)		(191)		(1,458)
Adjusted Free Cash Flow (non-GAAP)	\$	1,985.0	\$	2,929.0	\$	3,438	\$	4,930	\$	(1,618)	\$	2,062

### 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 (<u>www.enterpriseproducts.com</u>) for more information regarding Adjusted EBITDA, including additional reconciliation detail. The following table presents our calculation of Adjusted EBITDA for the years 2018–2021 (each ended December 31) or periods

presented below (dollars in millions):	Total 2018	Total 2019	Total 2020	Total 2021	1Q 2022	Total 2022	TTM 1Q 2022
Net income (GAAP)	\$ 4,238.5	\$ 4,687.1	\$ 3,886	\$ 4,755	\$ 1,331	\$ 1,331	\$ 4,723
Adjustments to GAAP net income to derive non-GAAP Adjusted EBITDA							
(addition or subtraction indicated by sign):							
Depreciation, amortization and accretion in costs and expenses (a)	1,723.3	1,894.3	2,010	2,055	527	527	2,075
Interest expense, including related amortization	1,096.7	1,243.0	1,287	1,283	319	319	1,279
Cash distributions received from unconsolidated affiliates	529.4	631.3	615	590	120	120	579
Equity in income of unconsolidated affiliates	(480.0)	(563.0)	(426)	(583)	(117)	(117)	(551)
Asset impairment charges	50.5	132.8	890	233	14	14	181
Provision for or benefit from income taxes	60.3	45.6	(124)	70	19	19	79
Change in fair market value of commodity derivative instruments	16.2	(67.7)	(79)	(27)	42	42	31
Change in fair value of Liquidity Option Agreement	56.1	119.6	2	-	-	-	-
Gain on step acquisition of unconsolidated affiliate	(39.4)	-	-	-	-	-	-
Other, net	(28.7)	(5.7)	(4)	5	2	2	(4)
Adjusted EBITDA (non-GAAP)	7,222.9	8,117.3	8,057	8,381	2,257	2,257	8,392
Adjustments to non-GAAP Adjusted EBITDA to derive GAAP net cash flows							
provided by operating activities (addition or subtraction by sign):							
Interest expense, including related amortization	(1,096.7)	(1,243.0)	(1,287)	(1,283)	(319)	(319)	(1,279)
Net effect of changes in operating accounts, as applicable	16.2	(457.4)	(768)	1,366	191	191	1,458
Other, net	(16.1)	103.6	(111)	49	16	16	64
Net cash flows provided by operating activities (GAAP)	\$ 6,126.3	\$ 6,520.5	\$ 5,891	\$ 8,513	\$ 2,145	\$ 2,145	\$ 8,635



## Adjusted CFFO

Adjusted CFFO is a non-GAAP measure that represents net cash flow provided by operating activities ("CFFO") before the net effect of changes in operating accounts. We believe that it is important to consider this non-GAAP measure as it can often be a better way to measure the amount of cash generated from our operations that can be used to fund our capital investments or return value to our investors through cash distributions and buybacks, without regard for fluctuations caused by timing of when amounts earned or incurred were collected, received or paid from period to period. Our calculation of Adjusted CFFO may or may not be comparable to similarly titled measures used by other companies. The GAAP financial measure most directly comparable to Adjusted CFFO is net cash flows provided by operating activities.

See "Investors — Non-GAAP Financial Measures" on our website (www.enterpriseproducts.com) for more information regarding Adjusted CFFO, including additional reconciliation detail. The following table presents our calculation of Adjusted CFFO for the years 2018–2021 (each ended December 31) or periods presented below (dollars in millions):

	Tot	al 2018	Tot	al 2019	Tot	tal 2020	Tot	al 2021	10	2022	TTM	1Q 2022
Net cash flow provided by operating activities (GAAP)	\$	6,126.3	\$	6,520.5	\$	5,891	\$	8,513	\$	2,145	\$	8,635
Adjustments to reconcile net cash flow provided by operating												
activities to Adjusted Cash flow from operations												
Net effect of changes in operating accounts, as applicable		(16.2)		457.4		768		(1,366)		(191)		(1,458)
Adjusted CFFO (non-GAAP)	\$	6,110.1	\$	6,977.9	\$	6,659	\$	7,147	\$	1,954	\$	7,177

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