

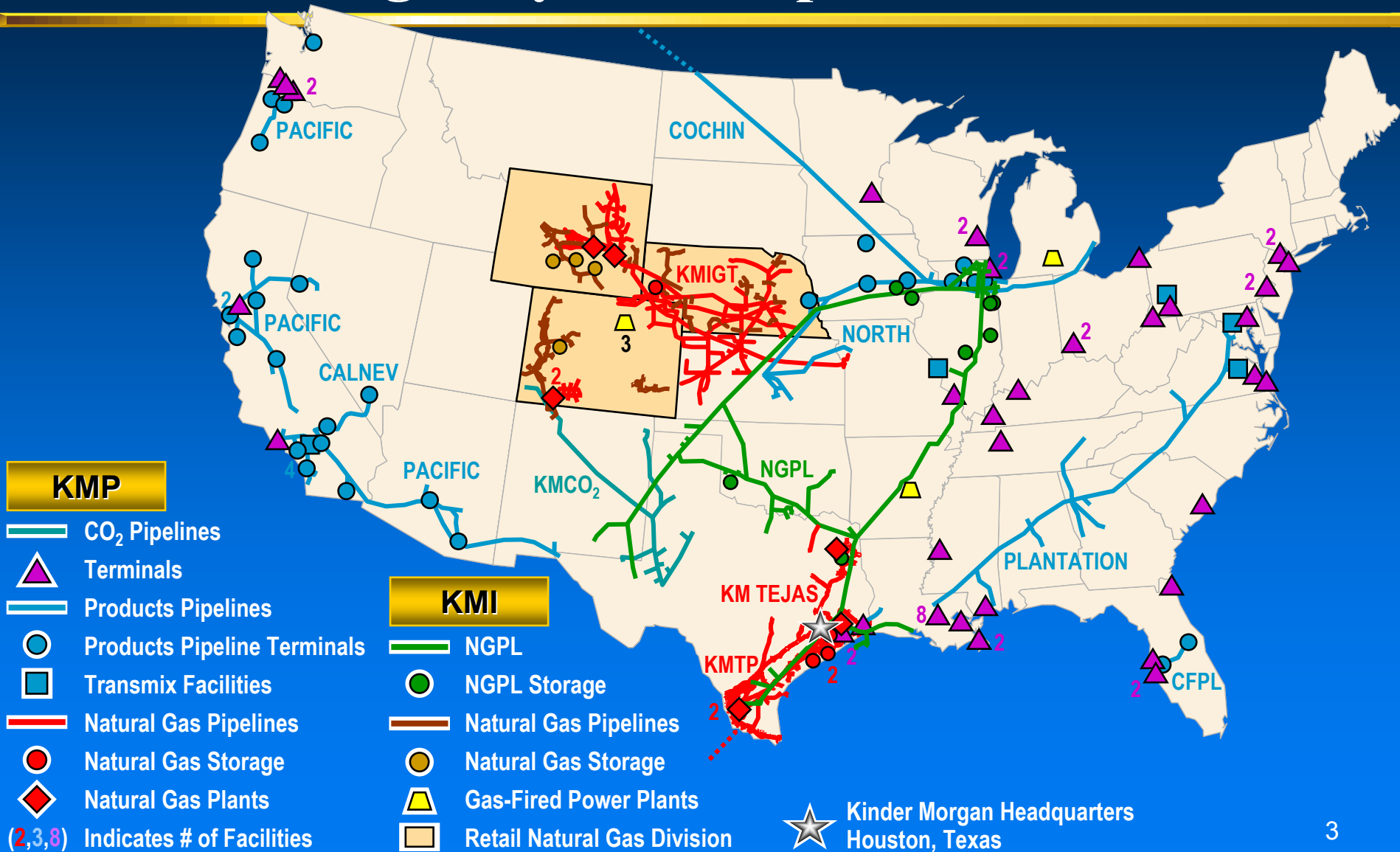


*Same Old Boring Stuff*  
*Real Assets, Real Earnings, Real Cash*  
*April 2003*

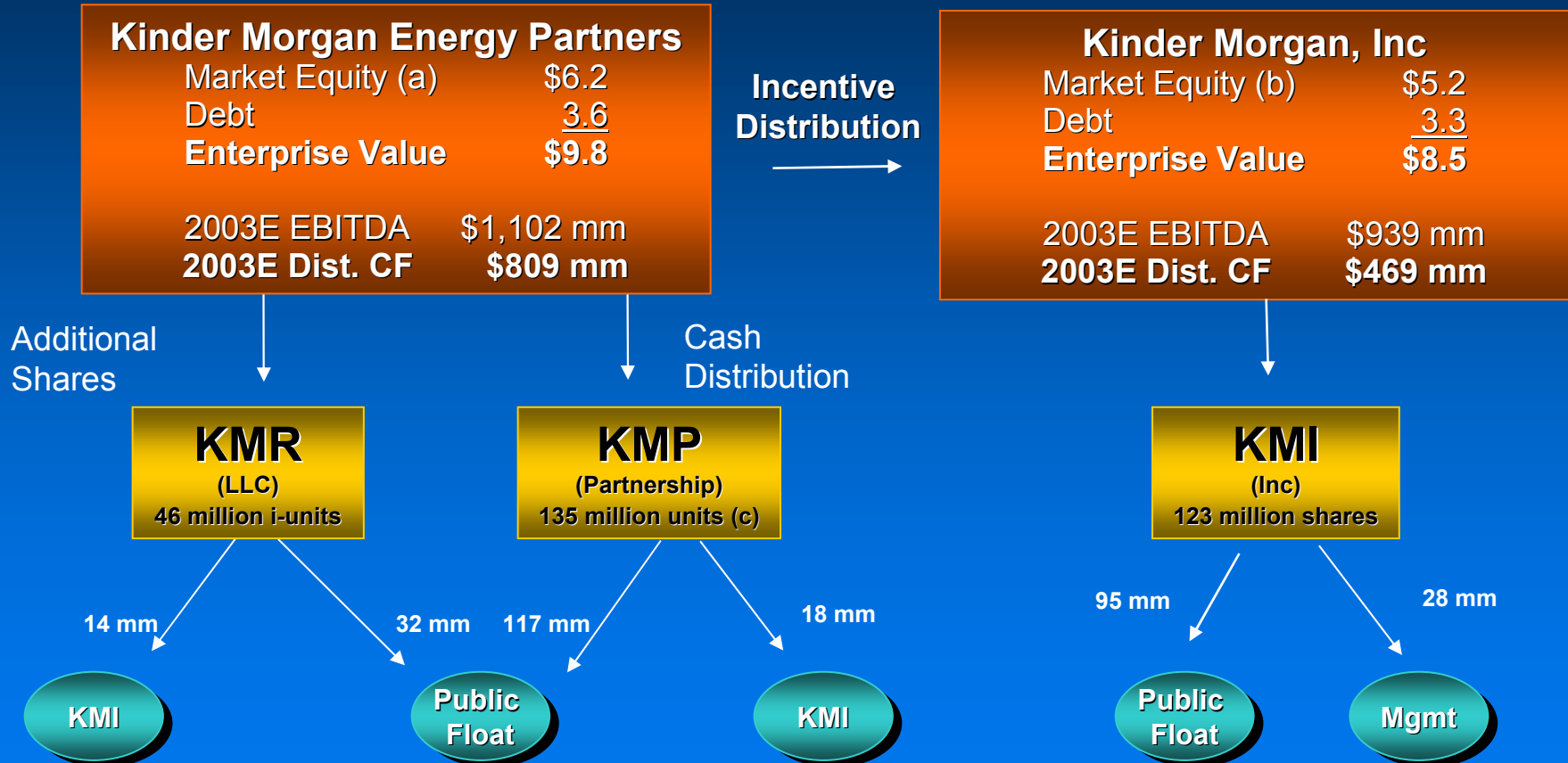
# Forward Looking Statements

This presentation contains forward looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended and Section 21E of the Exchange Act of 1934, as amended. Forward looking statements are not guarantees of performance. They involve risks, uncertainties and assumptions. The future results and securities values of Kinder Morgan Inc., Kinder Morgan Energy Partners, L.P. and Kinder Morgan Management, LLC (collectively known as “Kinder Morgan”) may differ materially from those expressed in the forward-looking statements contained throughout this presentation and in documents filed with the SEC. Many of the factors that will determine these results and values are beyond Kinder Morgan's ability to control or predict. These statements are necessarily based upon various assumptions involving judgments with respect to the future, including, among others, the ability to achieve synergies and revenue growth; national, international, regional and local economic, competitive and regulatory conditions and developments; technological developments; capital markets conditions; inflation rates; interest rates; the political and economic stability of oil producing nations; energy markets; weather conditions; business and regulatory or legal decisions; the pace of deregulation of retail natural gas and electricity and certain agricultural products; the timing and success of business development efforts; and other uncertainties. You are cautioned not to put undue reliance on any forward-looking statement.

# Kinder Morgan System Map



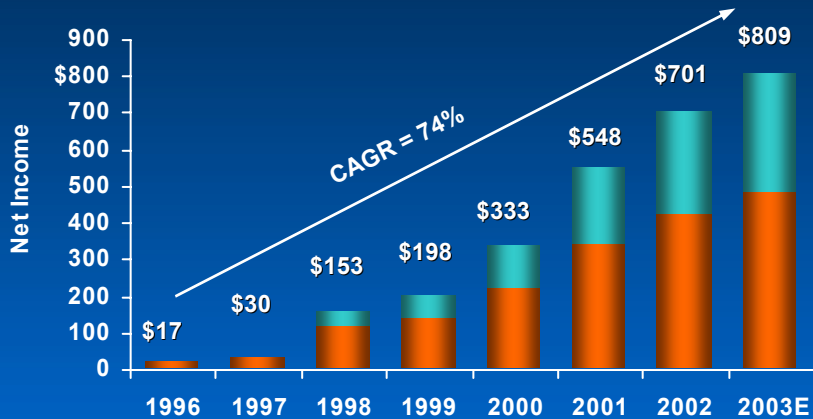
# Kinder Morgan: Two Companies, Three Securities



- (a) KMEP market cap based on 181 million units, a common unit price of \$35.00, and a KMR price of \$31.59 as of December 31, 2002. Debt balance as of December 31, 2002, excluding the fair value of interest rate swaps, net of cash.
- (b) KMI market cap based on 123 million shares at \$42.27 as of December 31, 2003. Debt balance as of December 31, 2002, excluding the fair value of interest rate swaps, net of cash.
- (c) Includes 5 million Class B units owned by KMI. Class B units are unlisted KMP common units.

# Consistent Track Record

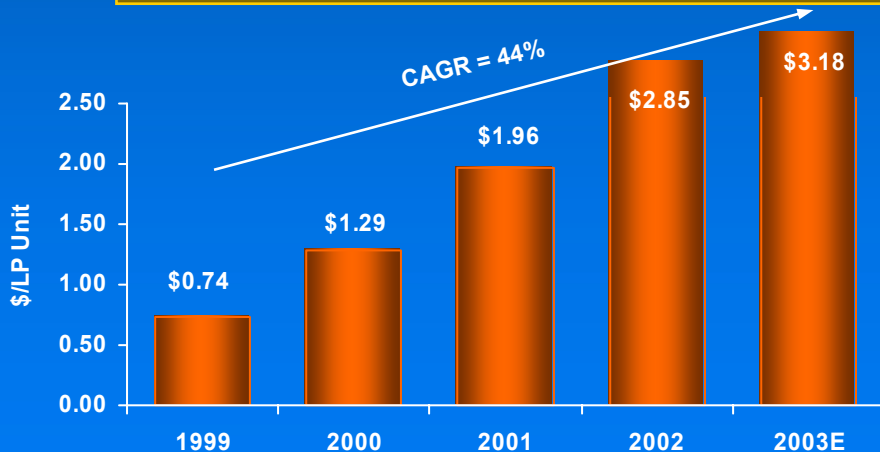
**Total Distributions (GP + LP) (\$mm)**



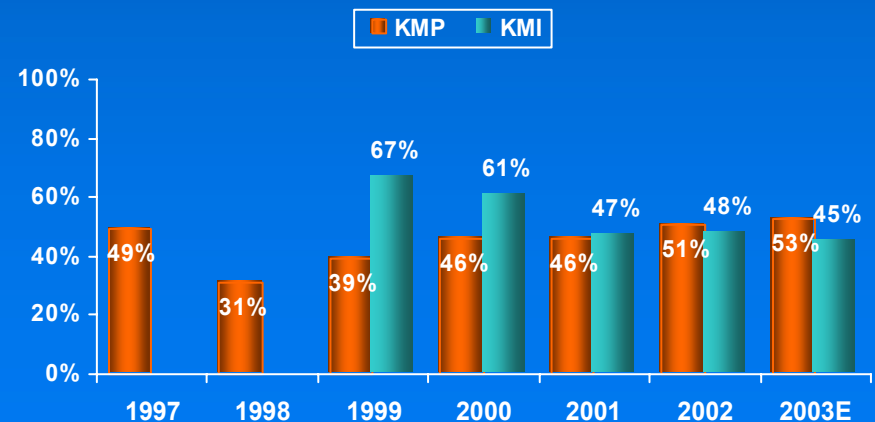
**KMP Distribution / Unit (a)**



**KMI Earnings Per Share (b)**



**Debt to Total Capital**



(a) Declared 4Q distribution annualized (i.e. multiplied by four).  
 (b) Excluding special items.

# Attractive Value Proposition

	KMP/KMR (a)	KMI (a)
Stable Cash Flow	7.0% / 8.0% yield	1.3% yield Excess cash used for share buyback, dividends and debt repayment
Add: Internal Growth	8-10%	15-20%
Internal Growth - Total Return Potential	15-17%	15-20%
Acquisition Upside - Total Return Potential	18-20%	20-25%

(a) Returns calculated from 2002 to 2007.

# Structure offers Two Risk Reward Profiles

	Limited Partner KMP/KMR	General Partner KMI
Yield	7.0% - 8.0%	Approx. 1.3%
Distributions	Share in all distributions from Available Cash	Only entitled to incentive distribution on Cash from Operations
Current Split of Cash Distributions	59%	41%
Upside/Downside at Current Split	50% upside / 50% downside	50% upside / 50% downside
Split from Interim Capital Transactions	98%	2%
Results (a)	40% annual return	40% annual return

(a) Annual returns calculated on weekly period for : (i) KMI: July 1999 through December 2002 and (ii) KMP: January 1997 through December 2002 assuming dividends reinvested.

# The Kinder Morgan Strategy

## Same Strategy Since Inception

- **Focus on stable, fee-based assets which are core to the energy infrastructure of growing markets**
- **Increase utilization of assets while controlling costs**
  - Classic fixed cost businesses with little variable costs
  - Improve productivity to drop all top-line growth to bottom line
- **Leverage economies of scale from incremental acquisitions and expansions**
  - Reduce needless overhead
  - Apply best practices to core operations
- **Maximize benefit of a unique financial structure which fits with strategy**
  - MLP avoids double taxation, increasing distributions from high cash flow businesses
  - Strong balance sheet allows flexibility when raising capital for acquisitions / expansions



# Management Philosophy

## ■ Low Cost Asset Operator

- Senior management limited to \$200,000 per year in base salary
- No planes, sports tickets, etc.

## ■ Attention to Detail

- Weekly operations and financial assessment
- Monthly earnings and accounts receivable review
- Quarterly strategic review

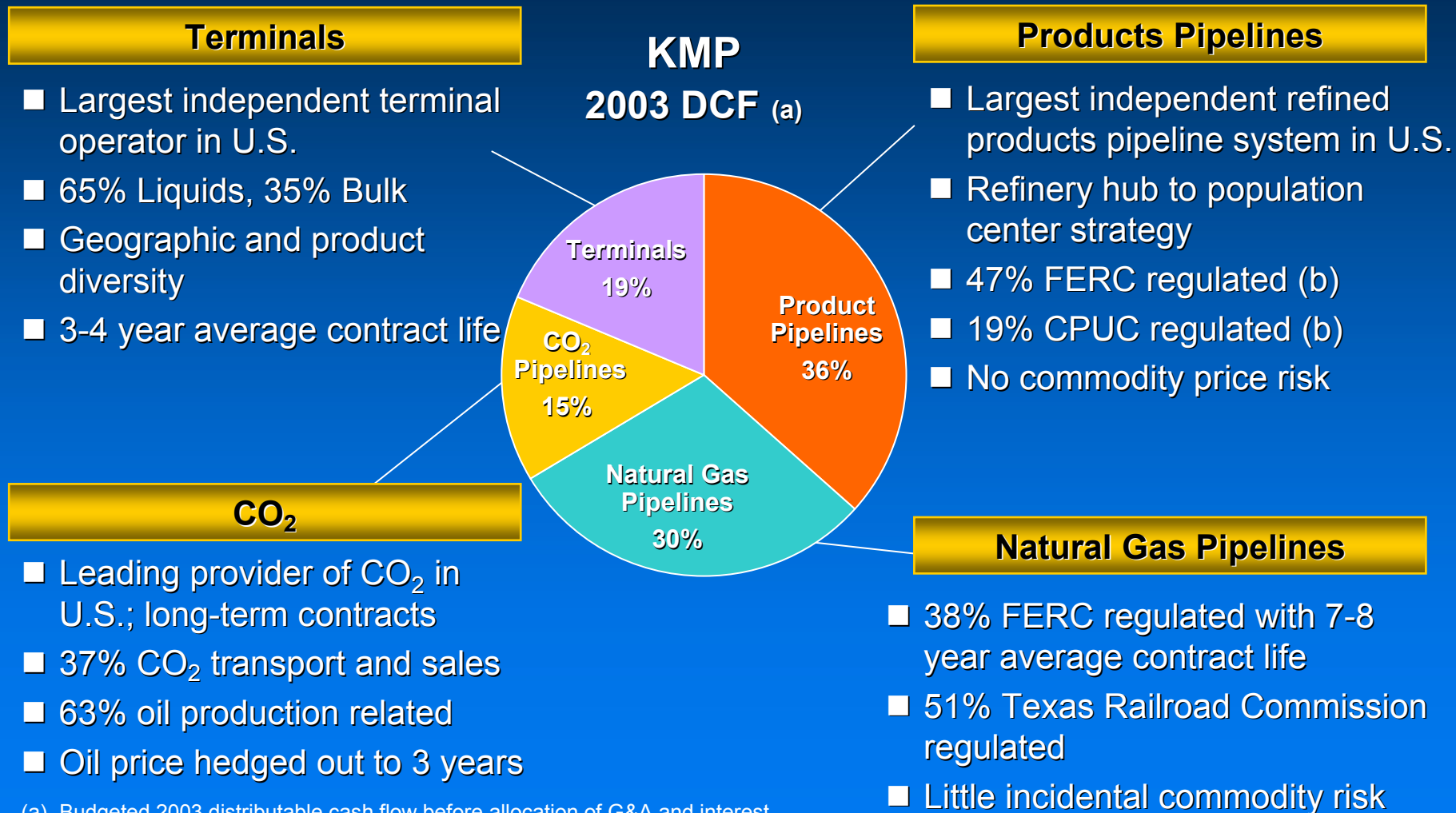
## ■ Risk Management

- Avoid businesses with direct commodity price exposure wherever possible
- Hedge incidental commodity price risk

## ■ Alignment of Incentives

- Bonus targets are tied to published budget – KMP DCF of \$2.63 and KMI EPS of \$3.18 for 2003
- All employees have KMI stock options
- Rich Kinder has the largest equity stake in the energy industry — 20% in KMI
- He receives \$1 per year in salary, no bonus, no options

# Solid Asset Base Generates Stable Fee Income



## Terminals

- Largest independent terminal operator in U.S.
- 65% Liquids, 35% Bulk
- Geographic and product diversity
- 3-4 year average contract life

## Products Pipelines

- Largest independent refined products pipeline system in U.S.
- Refinery hub to population center strategy
- 47% FERC regulated (b)
- 19% CPUC regulated (b)
- No commodity price risk

## CO<sub>2</sub>

- Leading provider of CO<sub>2</sub> in U.S.; long-term contracts
- 37% CO<sub>2</sub> transport and sales
- 63% oil production related
- Oil price hedged out to 3 years

## Natural Gas Pipelines

- 38% FERC regulated with 7-8 year average contract life
- 51% Texas Railroad Commission regulated
- Little incidental commodity risk

(a) Budgeted 2003 distributable cash flow before allocation of G&A and interest.  
 (b) Based on 2002 earnings.

# Solid Asset Base Generates Stable Fee Income

## KMP (a)

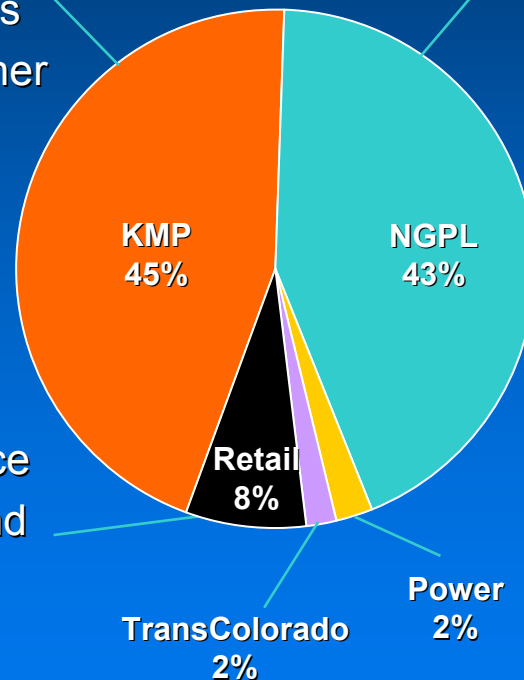
- General partner interest provides incentive distributions
- Own 18% of total limited partner units

## Retail

- Natural gas distribution service
- Serve Colorado, Wyoming and Nebraska
- 240,000 customers

## KMI

2003 Segment Income (b)



## NGPL

- FERC regulated with 3 year average contract life
- Primary customers are Chicago local distribution companies
- Little incidental commodity risk

## Power

- Equity interest in five plants

## TransColorado

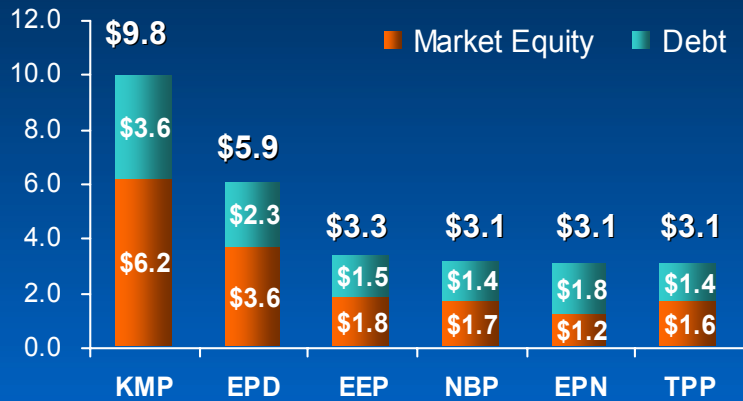
- Transports natural gas from Rockies to northern New Mexico

(a) Includes: (i) general partner interest, (ii) earnings from 18 million KMP units and (iii) earnings from 14 million KMR units. On a comparable basis 2002 numbers were KMP 42%, NGPL 43%, Retail 8%, Power 5% and TransColorado 2%.

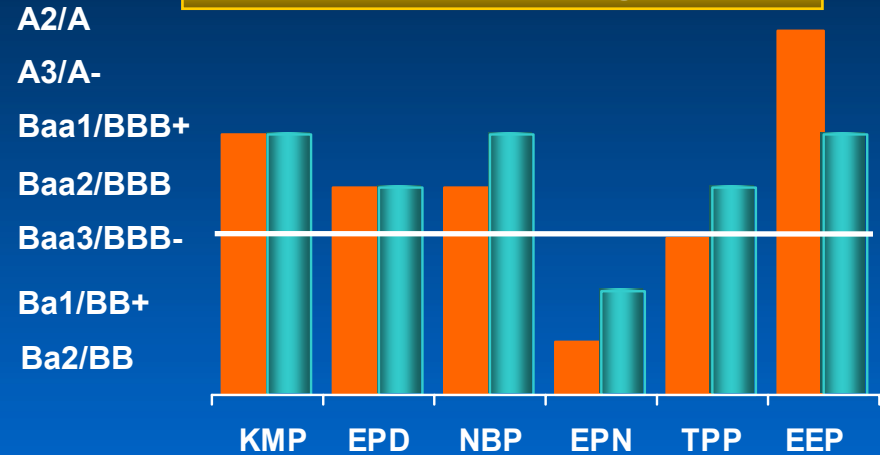
(b) Budgeted 2003 segment earnings before allocation of G&A and interest.

# KMP is largest MLP and conservatively capitalized

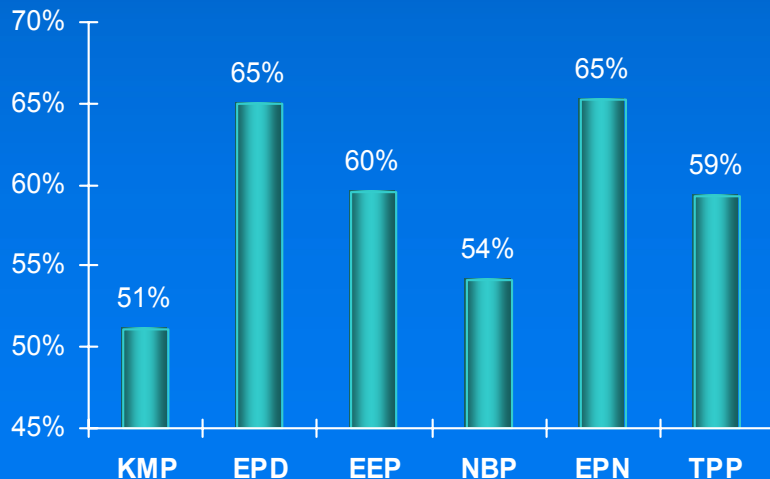
**Enterprise Value (a)**



**Credit Rating**



**Debt to Total Capital (b)**



**Credit Statistics**

Current Net Debt / Total Capital	51%
<u>2003 Budget Estimates:</u>	
Debt / EBITDA	3.6x
EBITDA / Interest	6.0x

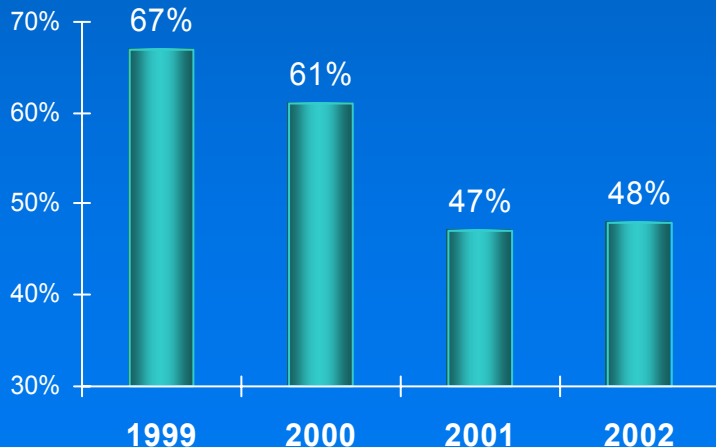
(a) Equity price and shares outstanding from Bloomberg as of 12/31/02. Debt balances as of 9/30/02, except KMP as of 12/31/02.  
 (b) Salomon Smith Barney Monthly Update, December 2002.

# KMI is Strong Credit with Significant Free Cash

## Credit Statistics

Rating	BBB/Baa2
Current Net Debt / Total Capital	48%
<u>2003 Budget Estimates:</u>	
Debt / EBITDA	3.4x
EBITDA / Interest	5.8x

## Debt to Total Capital



## Free Cash Flow (a)



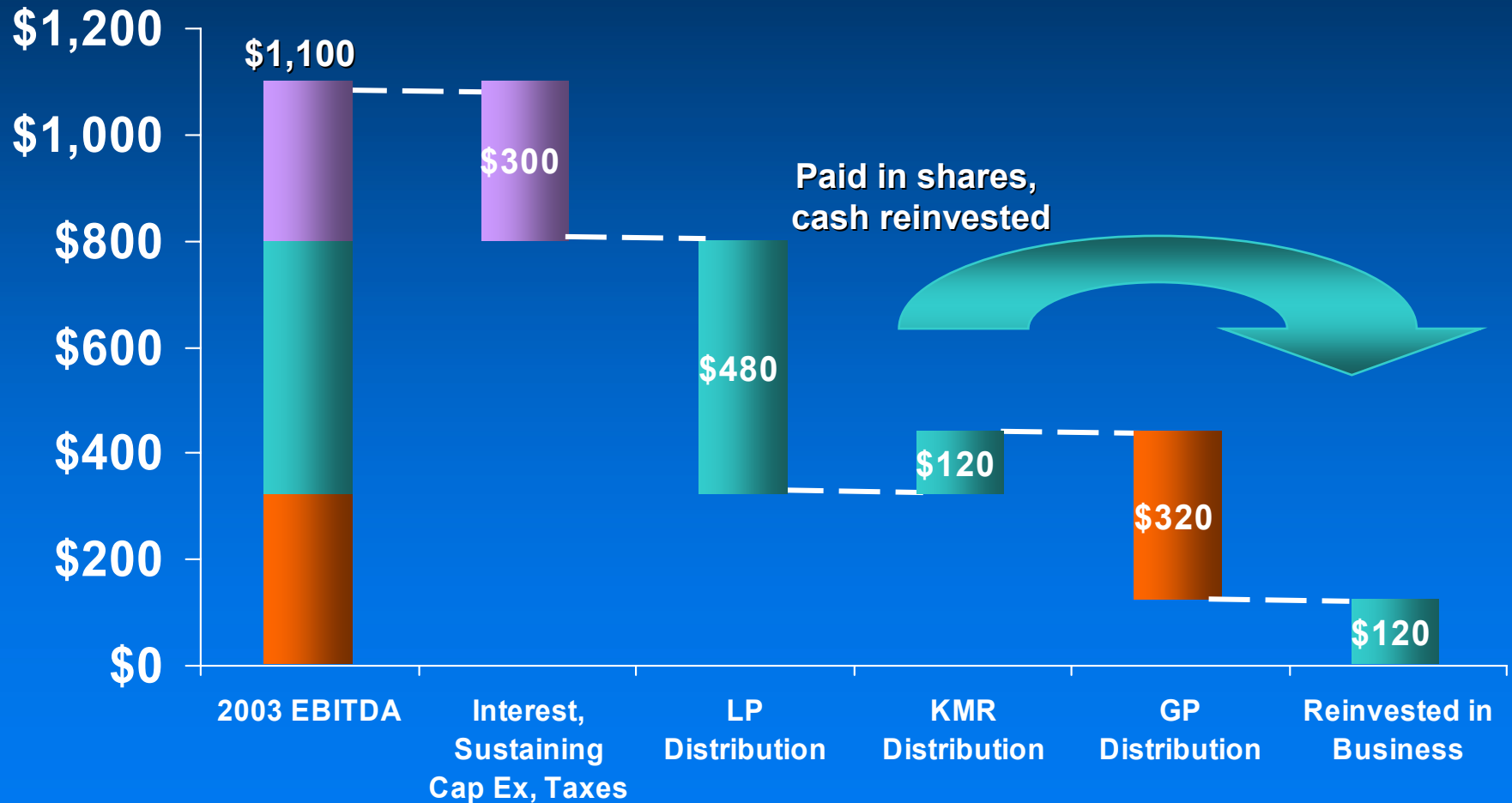
(a) Free cash flow is defined as pretax income before DD&A, less cash taxes and sustaining cap ex

# Little Need to Access Markets in the Future

	<u>KMP</u>	<u>KMI</u>
<b>CP Capacity:</b>		
Total Revolver	\$975	\$775
Outstanding CP	220	0
Excess Capacity	<hr/> \$755	<hr/> \$775

	<u>KMP</u>	<u>KMI</u>
<b>Maturities:</b>		
2003	45	501
2004	5	1
2005	205	501
2006	45	7
2007	255	0

# KMR Reduces KMP's Need to Access Market



# KMR is a Tax Efficient Way to Own KMP

- Higher Current Yield When KMR Trades at a Discount
  - $\text{KMP Cash Distribution} / \text{KMR Price}$  (10 days prior to ex-dividend)
- Same or Better Terminal Value
  - guarantee upon mandatory purchase events of higher of KMP or KMR value
- Same Voting Rights as KMP
- Taxes
  - Share distributions are not taxed and reduce per share basis
  - One year after purchase, all gains (including most recent share distribution) are long term capital gains
- KMI BOD has authorized KMI to act opportunistically to repurchase KMR shares



# Targeted KMP Internal Segment Growth

<b>Business Segments</b>	<b>DCF 2002 Actual</b>	<b>DCF 2003 Budget</b>	<b>Change</b>	<b>Growth Drivers</b>
Products Pipelines	\$399.1	\$418.7	\$19.6	Demographics in West and Southeast U.S.
Natural Gas Pipelines	307.6	341.1	33.5	Expansions and extensions
CO <sub>2</sub> Pipelines	128.6	171.9	43.3	SACROC growth
Terminals	187.9	211.7	23.8	Expansions, new contracts
<b>Total (a)</b>	<b>\$1,023.2</b>	<b>\$1,143.4</b>	<b>\$120.2</b>	



**Consistent with 8% Internal Growth to LP Units**

# Modest Top Line Growth Leads to Significant Bottom Line Growth

*Illustrative*

	Year 1	Year 2	Growth	Comments
Gross Margin	\$100	\$104	4%	Price and volume
Operating Expenses	50	50		Efficiency savings compensate for small increase in variable cost
<b>Operating Income</b>	<b>\$50</b>	<b>\$54</b>	<b>8%</b>	
G&A	6	6		No increase associated with internal growth
<b>Net Before Debt</b>	<b>\$44</b>	<b>\$48</b>	<b>9%</b>	
Interest Expense (a)	11	11		No increase associated with internal growth
<b>Net After Debt</b>	<b>\$33</b>	<b>\$37</b>	<b>12%</b>	
LP Share	20	2	10%	LP receives 59% of total and 50% of upside
GP Share	13	2	15%	GP receives 41% of total and 50% of upside

(a) Based on enterprise value equal to \$450 million, 40% leverage and 6% interest rate.

# High Return Internal Expansions Add Growth

## KMP 2003 Expansion Capital Budget

Business Segment	2003 Budget	Major Projects	Cost – Major Projects	Completion Date
Product Pipelines	\$66	Sacramento, Ethanol	\$88	2003-2005
Natural Gas Pipelines	\$67	Cheyenne, Monterrey	\$118	2003-2004
CO2 Pipelines	\$233	SACROC/Centerline	\$236	2003
Terminals	\$58	Northeast, Houston	\$44	2003
<b>Total</b>	<b>\$424</b>		<b>\$486</b>	

# Targeted KMI Internal Growth

## Three Assumptions:

- |                          |   |
|--------------------------|---|
| 1. Limited Partner Units | 8 - 10% growth                                      |
| 2. Other Assets          | 3 - 5%  |
| 3. Free Cash Flow        | 50% Dividends/ Repurchase Shares<br>50% Reduce Debt |



**Consistent with 15%+ Internal Growth**

# Risks

## ■ Regulatory

- Pacific Products Pipeline FERC/CPUC case
- Trailblazer rate case
- Affiliate rule change
- Unexpected FERC policy changes

## ■ Environmental/Terrorism

## ■ Interest Rates

- 50% of debt is floating rate
- Budget assumes approximately 100 bps increase in floating rates over the year
- A full year of a 100 basis point increase in rates equals \$18 million increase in expense at KMP and \$17 million at KMI

# Stable Platform, Attractive Growth

- Stable cash flow from essential infrastructure
- Low cost discipline
- Conservative capital structure
- Management team with significant equity stake
- Outstanding track record
- Attractive internal growth from favorable demographics and expansion opportunities
- Acquisition upside potential