Run for Shareholders, By Shareholders

Steve Kean
Chief Executive Officer

August 10, 2017
Forward-Looking Statements / Non-GAAP Financial Measures

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KML’s securities have not been and will not be registered under the United States Securities Act of 1933, as amended (the U.S. Securities Act), or any state securities laws. Accordingly, these securities may not be offered or sold within the United States unless registered under the U.S. Securities Act and applicable state securities laws or except pursuant to exemptions from the registration requirements of the U.S. Securities Act and applicable state securities laws. This presentation does not constitute an offer to sell or a solicitation of an offer to buy any of KML’s securities in the United States.

We use non-generally accepted accounting principles ("non-GAAP") financial measures in this presentation. Our reconciliation of non-GAAP financial measures to comparable GAAP measures can be found in the Appendix to this presentation. These non-GAAP measures should not be considered as alternatives to GAAP financial measures.
Unparalleled Asset Footprint
One of the Largest Energy Infrastructure Companies in North America

- Largest natural gas network in North America
  - Own or operate ~70,000 miles of natural gas pipeline
  - Connected to every important natural gas resource play in the U.S.
- Largest independent transporter of petroleum products in North America
  - Transport ~2.1 MMBbl/d\(^{(a)}\)
- Largest transporter of CO\(_2\) in North America
  - Transport ~1.3 Bcf/d of CO\(_2\)\(^{(a)}\)
- Largest independent terminal operator in North America
  - Own or operate ~155 terminals
  - ~152 MMBbls liquids capacity
  - Handle ~53 MMtons of dry bulk products\(^{(a)}\)
  - Own 16 Jones Act vessels (including 2 under construction)
- Only Oilsands pipeline serving the West Coast
  - Transports ~300 MBbl/d to Vancouver / Washington State; planned expansion takes capacity to 890 MBbl/d

\(^{(a)}\) 2017 budget.
KMI Overview

Management Aligned with Investors; 14% Stake in KMI

- Highly liquid equity:
  - Nearly 12 million KMI shares traded daily on average during 2Q 2017

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**Kinder Morgan, Inc.**

(C-corp, NYSE: KMI)

- Market Equity: $46.7B
- Net Debt: 36.6B
- Enterprise Value: $83.3B
- 2017E Dividend per Share: $0.50
- Credit Rating: BBB– / Baa3 / BBB–

**Kinder Morgan Canada Limited**

(C-corp, TSX: KML)

- Market Equity: C$6.3B
- Net Debt: 0.0B
- Enterprise Value: C$6.3B
- 2017E Dividend per Share: C$0.65
- Credit Rating: BBB / BBB-H

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(a) Includes Form-4 filers and management unvested restricted shares.
(b) Market prices as of 8/4/2017; KMI market equity based on ~2,241 million shares outstanding (including unvested restricted stock) at a price of $20.20 and 32 million mandatorily convertible depositary shares at a price of $43.96. KML market equity based on ~345 million restricted and voting shares outstanding at a price of C$18.35.
(c) Debt of KMI and its consolidated subsidiaries as of 6/30/2017, net of cash, and excluding fair value adjustments and Kinder Morgan G.P., Inc.’s $100 million preferred stock due 2057.
(d) Debt of KML and its consolidated subsidiaries as of 6/30/2017, net of cash.
(e) KMI declared dividend per share per 2017 budget.
(f) KML expected annual 2017 declared dividend per share.
(g) KMI corporate credit ratings from S&P (Stable outlook), Moody’s (Stable) and Fitch (Stable), respectively.
(h) KML corporate credit ratings from S&P (Stable outlook), and DBRS (BBB-H = High, Stable outlook), respectively.
Dividend Policy Update

- As a result of substantial balance sheet improvement achieved since the end of 2015, KMI announced multiple steps to return significant value to shareholders
  - 60% dividend increase for 2018 from current annual level of $0.50 per share to $0.80 per share
  - 25% annual dividend growth in 2019 and 2020, to $1.00 and $1.25, respectively
  - $2 billion share buyback program starting in 2018, representing approximately 5% of KMI's current market cap

- KMI has reduced its net debt by ~$5.8 billion since the end of 3Q 2015
  - Continue to strengthen the balance sheet by funding all growth capital needs at KMI out of internally generated cash flow
Our Strategy

- **Focus on stable fee-based assets that are core to North American energy infrastructure**
  - Market leader in each of our business segments
  - Fees largely independent of underlying commodity prices and substantially secured by take-or-pay contracts

- **Maintain a strong balance sheet**
  - Our primary investing entity has been investment grade since inception

- **Operate safely and efficiently**
  - Control costs: It’s investors’ money, not management’s – treat it that way
  - Performing better than industry averages; target zero incidents

- **Leverage asset footprint to seek attractive capital investment opportunities, both expansion and acquisition**
  - Since 1997, Kinder Morgan has completed approximately $31.4 billion in acquisitions and invested approximately $27.3 billion in greenfield/expansion projects\(^{(a)}\)

- **Transparency to investors**

- **Keep it simple**

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Capital Invested

~$59 Billion of Asset Investment & Acquisitions Since Inception\(^{(a,c)}\)

\(\text{($ in billions)}\)

**Total Invested by Year\(^{(b,c)}\)**

- **Expansion**
- **Acquisition**

**Total Invested by Type\(^{(a,c)}\)**

- **Expansions**
  - $27.3 billion
- **Acquisitions**
  - $31.4 billion

**Total Invested by Segment\(^{(a,c)}\)**

- **Natural Gas Pipelines**
  - $32.0 billion
- **Products Pipelines**
  - $7.6 billion
- **Terminals**
  - $10.0 billion
- **CO2**
  - $7.4 billion
- **Kinder Morgan Canada**
  - $1.7 billion

**Note:** Includes equity contributions to joint ventures.


\((c)\) Excludes $2.6 billion and $1.8 billion for 2016 50% SNG divestiture and 2012 FTC Rockies divestiture, respectively, in Natural Gas Pipelines segment. Excludes $11.3 billion in EPB asset acquisitions from El Paso prior to KMI’s acquisition of El Paso and $2.0 billion for Citrus acquisition at KMI. Excludes $0.3 billion for 2013 divestiture of Express-Platte pipeline system in Kinder Morgan Canada segment. Excludes $0.8 billion of Products Pipelines legal and other settlements incurred over the past decade. However, we do include these impacts in the denominator of our ROI calculation.

\((d)\) KMI 2017 forecast excludes KML post-IPO expenditures.
## Returns on Invested Capital

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<tbody>
<tr>
<td>Natural Gas Pipes</td>
<td>13.3%</td>
<td>15.5%</td>
<td>12.9%</td>
<td>13.5%</td>
<td>14.0%</td>
<td>15.5%</td>
<td>16.7%</td>
<td>17.5%</td>
<td>16.9%</td>
<td>14.0%</td>
<td>11.9%</td>
<td>11.9%</td>
<td>11.9%</td>
<td>10.9%[b]</td>
<td>10.9%[b]</td>
<td>10.3%[b,c]</td>
<td>9.9%[b,c]</td>
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<tr>
<td>Products Pipelines</td>
<td>11.9%</td>
<td>11.8%</td>
<td>12.8%</td>
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<td>12.4%</td>
<td>11.6%</td>
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<td>12.3%</td>
<td>12.6%</td>
<td>13.1%</td>
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<td>Terminals</td>
<td>19.1%</td>
<td>18.2%</td>
<td>17.7%</td>
<td>18.4%</td>
<td>17.8%</td>
<td>16.9%</td>
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<td>14.6%</td>
<td>14.3%</td>
<td>13.5%</td>
<td>12.1%</td>
<td>11.2%</td>
<td>10.2%</td>
<td>10.0%</td>
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<tr>
<td>CO₂</td>
<td>27.5%</td>
<td>24.6%</td>
<td>22.0%</td>
<td>21.9%</td>
<td>23.8%</td>
<td>25.7%</td>
<td>23.1%</td>
<td>21.7%</td>
<td>25.4%</td>
<td>23.1%</td>
<td>25.3%</td>
<td>25.9%</td>
<td>28.1%</td>
<td>25.9%</td>
<td>22.8%</td>
<td>16.2%</td>
<td>12.3%</td>
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<td>KM Canada</td>
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<td>11.0%</td>
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<td>16.3%</td>
<td>14.8%</td>
<td>11.5%</td>
<td>9.7%</td>
<td>10.1%</td>
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<tr>
<td><strong>Return on Investment</strong></td>
<td>12.3%</td>
<td>12.7%</td>
<td>12.6%</td>
<td>13.1%</td>
<td>13.6%</td>
<td>14.3%</td>
<td>14.4%</td>
<td>14.1%</td>
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<td>13.5%</td>
<td>13.5%</td>
<td>13.6%</td>
<td>11.9%</td>
<td>11.4%</td>
<td>10.3%</td>
<td>9.7%</td>
</tr>
</tbody>
</table>

| Return on Equity | 17.2% | 19.4% | 20.9% | 21.7% | 23.4% | 23.9% | 22.6% | 22.9% | 25.2% | 25.2% | 24.3% | 24.0% | 24.0% | 21.7% | 20.2% | 15.9% | 13.9% |

**Notes:** Reflects KMP (2000–2012), KMP and EPB (2013–2014) and KMI (2015-2016). A definition of these measures may be found in the Appendix to this presentation.

(a) G&A is deducted to calculate the combined Return on Investment, but is not allocated to the segments and therefore not deducted to calculate the individual Segment ROI.

(b) Includes EPB assets. The denominator includes approximately $1.1 billion in REX capital not recovered in Nov-2013 sale price (i.e., leave behind). Excluding the leave behind cost would increase the Natural Gas Pipes-ROI to 11.3%, 11.2%, 10.5% and 10.1% in 2013, 2014, 2015 and 2016, respectively.

(c) Includes NGPL and Citrus investments.
2017 Guidance

Supported by Diversified, Fee-based Cash Flow

2017 Published Budget

- **DCF of $4.46 billion**
  - 2017 DCF per share of $1.99
  - 2017 declared dividend of $0.50 per share
  - ~$3.3 billion of DCF generated in excess of dividend (before growth capex)

- **Growth capital of $3.2 billion including JV contributions**

- **Adjusted EBITDA of $7.2 billion**

- **Year-end 2017 net debt/Adjusted EBITDA ratio of 5.4x**

- **2017 budget assumed WTI average crude strip price of $53/Bbl and average natural gas strip price of $3.00/MMBtu**
  - $1/Bbl change in oil price = ~$6 million DCF impact
  - 10¢/MMBtu change in natural gas price = ~$1 million DCF impact

- **As a result of the KML IPO, DCF is now expected to be <1% below budget, 2017 year-end leverage expected to be 5.2x, and growth capital expected to be $3.1 billion**

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See Appendix for defined terms and reconciliations of non-GAAP measures for the historical period.

(a) Our non-GAAP measures of DCF and Adjusted EBITDA are before Certain Items and include KM-share of Certain Equity Investee DD&A.

(b) Natural gas sensitivity incorporates current hedges, and assumes ethane recovery for majority of year, constant ethane frac spread, and assumes other NGL prices maintain same relationship with oil prices.

(c) Excludes KML spending post-IPO as we do not expect KMI to contribute equity to KML.
Segment Overview

2017 Budgeted Segment EBDA = $7.7 billion\(^{(a)}\)

- **CO\(_2\) S&T**
- **KM Canada**
- **CO\(_2\) Oil Production**
- **Terminals**
- **Products Pipelines**

- **Natural Gas Pipelines**
  - 73% interstate pipelines
  - 9% intrastate pipelines & storage
  - 18% gathering, processing & treating
    - 88% fixed-fee (~27% of which is take-or-pay)

- **Products Pipelines**
  - 62% refined products
  - 38% crude/liquids

- **Terminals**
  - 81% liquids
  - 19% bulk

- **CO\(_2\)**
  - 34% CO\(_2\) transport and sales
  - 66% oil production-related
    - Production hedged (Bbl/d)\(^{(b)}\):
      | Year | Hedged Vol. | % Hedged | Avg. Px. |
      |------|-------------|----------|----------|
      | 2017 | 34,920      | 75%      | $59      |
      | 2018 | 21,192      | 63%      | $61      |
      | 2019 | 11,600      | 42%      | $56      |
      | 2020 | 6,700       | 35%      | $53      |
      | 2021 | 1,800       | 12%      | $53      |

- **Kinder Morgan Canada**
  - 100% petroleum pipelines

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\(^{(a)}\) 2017 budgeted Segment EBDA before Certain Items and including KM-share of Certain Equity Investee DD&A (non-GAAP measure).

\(^{(b)}\) Percentages based on currently hedged crude oil and propane volumes as of 6/30/2017 relative to crude oil, propane and heavy NGL (C4+) net equity production projected for 3Q-4Q 2017, and the Ryder Scott reserve report for 2018-2021.
KMI’s High Quality Cash Flow

Not all “fee-based” cash flow is created equal

2017 Budgeted Segment EBDA = $7.7 billion\(^{(a)}\)

- 6% Hedged Cash Flow
  - $0.2
  - $0.5

- 25% Fee-based Cash Flow
  - $1.9

- 66% Take-or-pay Cash Flow
  - $5.1

91% Fee-based Cash Flow

Composition of 91% Fee-based Cash Flow

- 72% of fee-based cash flow secured by take-or-pay contracts
- Other fee-based cash flow supported by stable volumes/fee-based contracts/critical infrastructure between major supply hubs and stable end-user demand
  - Natural Gas Pipelines: G&P cash flow protected by dedicated producers and economically viable acreage
  - Products Pipelines: refined products volumes within ~1.5% of budget over past 7 years
  - Terminals: ~75% of Terminals' Other Fee-based associated with high-utilization liquids assets and requirements contracts for pet coke and steel

\(^{(a)}\) Based on 2017 budgeted Segment EBDA before Certain Items and including KM-share of Certain Equity Investee DD&A (non-GAAP measure).
Market Update
Strong Demand

Natural Gas

- Multiple trends driving increased demand for U.S. natural gas
  - Power Gen\(^{(a)}\)
    - Nat gas-share 28% 33% 34% 31% 31%
    - Coal-share 33% 30% 31% 31% 31%
  - Exports to Mexico (Bcf/d)\(^{(b,c)}\)
    - KM Pipelines 1.9 2.3 2.8
    - Non-KM 0.1 0.5 0.9
    - Total 2.0 2.9 3.7 4.2 4.5
  - LNG Exports (Bcf/d)\(^{(b)}\)
    - Net LNG Exports from U.S. 0.0 -0.1 0.4 2.2 4.0

Natural Gas Liquids (NGL)

- Petchem NGL demand projected to increase 28% by 2018
- NGL exports projected to increase 16% by 2018
  - 2014 2015 2016 2017E 2018E \(\Delta \%\)
    - NGL Demand (MMBbl/d)\(^{(d)}\)
      - Petchem 1.5 1.6 1.6 1.8 2.1
      - Export 0.7 1.0 1.2 1.3 1.4
      - Other 1.4 1.4 1.4 1.4 1.4
      - Total 3.6 4.0 4.2 4.5 4.9

Refined Products

- Continued steady, modest volume growth
- Inflation-based tariff adjustment mechanism

U.S. Refined Product Demand (MMBbl/d)\(^{(a)}\)

Crude Oil

- U.S. market expected to balance in 2H 2017, increase thereafter
- Canadian market expected to increase 2017 and 2018

U.S. Oil Production

LNG Exports (Bcf/d)\(^{(b)}\)

Exports to Mexico (Bcf/d)\(^{(b,c)}\)

Net LNG Exports from U.S.

(a) EIA, Short-term Energy Outlook, July 2017.
(b) Wood Mackenzie, Spring 2017 North America Gas Long-Term Outlook, June 2017.
(c) KM Pipelines calculation of exports to Mexico includes its deliveries into the NET Mexico pipeline. Non-KM deliveries is adjuste
(e) Canadian Association of Petroleum Producers (CAPP). Supply represents average annual Western Canada production and Bakken movements.
Natural Gas Transportation & Storage
55% of 2017 Budgeted Segment EBDA before Certain Items\(^{(a)}\)

- **U.S. natural gas demand\(^{(b)}\) expected to rise by 32% through 2026\(^{(c)}\)**
  - KM moves about 40% of natural gas consumed in the U.S.

- **Transportation demand drivers:**
  - Power demand, exports (Mexico and LNG) and industrial market

- **Storage demand drivers:**
  - Power and LNG exports have variable-load characteristics which require storage support
  - KM well-positioned to meet demand as the largest storage operator in the U.S. with 689 Bcf out of 4.3 Tcf market (~16%)
  - Increased contracting activity at improved rates in the Interstate and Intrastate markets

- **Gathering & processing trends:**
  - Gathering supported by overall volume trends
  - Processing supported by new LPG export capacity (docks and fleet) and Gulf Coast petrochemical demand

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\(^{(a)}\) Based on KMI 2017 budgeted Segment EBDA before Certain Items and including KM-share of Certain Equity Investee DD&A (non-GAAP measure).
\(^{(b)}\) Including net exports of liquefied natural gas (LNG) and net exports to Mexico.
\(^{(c)}\) Wood Mackenzie, Spring 2017 North America Natural Gas Long-Term Outlook, June 2017.
5-year Growth Project Backlog\(^{(a)}\)

~$12 Billion of Attractive, Fee-based Projects

- World class asset footprint has driven attractive growth opportunities, secured by long-term, fee-based contracts with creditworthy counterparties
  - ~86% of backlog is for fee-based pipelines, terminals and associated facilities
  - ~$1.5 billion of annual Adjusted EBITDA expected to be generated from growth projects\(^{(b)}\), excluding CO\(_2\), an approximate 6.9x investment multiple\(^{(c)}\)
  - Target at least 15% unlevered after-tax return to fund CO\(_2\) projects

<table>
<thead>
<tr>
<th>Segment</th>
<th>Growth Projects(^{(a)}) ($)</th>
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<tbody>
<tr>
<td>Natural Gas Pipelines</td>
<td>$3.6</td>
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<tr>
<td>Products Pipelines</td>
<td>0.3</td>
</tr>
<tr>
<td>Terminals</td>
<td>0.8</td>
</tr>
<tr>
<td>KM Canada</td>
<td>5.7</td>
</tr>
<tr>
<td>Subtotal non-CO(_2)</td>
<td>10.4</td>
</tr>
<tr>
<td>CO(_2) – S&amp;T(^{(d)})</td>
<td>0.4</td>
</tr>
<tr>
<td>CO(_2) – EOR(^{(d)})</td>
<td>1.4</td>
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<tr>
<td>Total</td>
<td>$12.2</td>
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\(^{(a)}\) 5-year growth project backlog primarily consists of projects in progress for which commercial contracts have been secured. Includes KM’s proportionate share of non-wholly owned projects. Includes estimated capitalized corporate overhead of $0.5 billion. Projects in-service prior to 6/30/2017 excluded.

\(^{(b)}\) Estimated first full-year Adjusted EBITDA generated from fee-based pipelines, terminals and associated facilities. Excludes Adjusted EBITDA from CO\(_2\) projects and includes 100% of TMEP. Includes roughly $150 million of Adjusted EBITDA contribution in the 2017 budget.

\(^{(c)}\) Investment multiple calculated as total project cost divided by first full-year expected Adjusted EBITDA.

\(^{(d)}\) S&T = CO\(_2\) Source & Transportation. EOR = Enhanced Oil Recovery.
Business Risks

- **Regulatory**
  - FERC rate cases (Products pipelines and Natural Gas pipelines)
  - Legislative and regulatory changes

- **CO₂ crude oil production volumes**

- **Throughput on our volume-based assets**

- **Commodity prices**
  - 2017 budget price assumptions: $53/Bbl average strip price for crude, and $3.00/MMBtu average strip price for natural gas
  - Price sensitivities (full-year):
    - $1/Bbl change in oil price = ~$6 million DCF impact
    - 10¢/MMBtu change in natural gas price = ~$1 million DCF impact\(^{(a)}\)
    - 1% change in NGL/crude ratio = ~$3 million DCF impact

- **Project cost overruns/in-service delays**

- **Economically sensitive businesses (e.g. steel and coal terminals)**

- **Foreign exchange rates**
  - 2017 budget rate assumption of 0.77 CAD/USD
  - Price sensitivity (full-year): 0.01 ratio change = ~$2.3 million DCF impact

- **Environmental (e.g. pipeline/asset failures)**

- **Terrorism**

- **Interest rates**
  - Full-year impact of 100-bp increase in floating rates equates to a ~$110 million increase in interest expense\(^{(b)}\)

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\(^{(a)}\) Natural Gas Midstream sensitivity incorporates current hedges, and assumes ethane recovery for majority of year, constant ethane frac spread, and assumes other NGL prices maintain same relationship with oil prices.

\(^{(b)}\) As of 6/30/2017 approximately $11.0 billion of KMI’s net debt was floating rate (~30% floating).
The Best is Yet to Come
Positioned to Succeed for the Long-Term

- World class set of midstream assets
- Secure and growing fee-based cash flows
- Disciplined allocator of capital
- Investment grade balance sheet and substantial liquidity
- Balanced dividend policy to optimize flexibility while returning value to shareholders
  - 60% annual dividend growth in 2018, 25% annual growth in both 2019 and 2020
- Experienced management team aligned with investors
- Transparency to investors
Appendix – KMI
# Energy Toll Road

## Security of Cash

<table>
<thead>
<tr>
<th>Natural Gas Pipelines</th>
<th>Products Pipelines</th>
<th>Terminals</th>
<th>CO₂</th>
<th>Kinder Morgan Canada</th>
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<tbody>
<tr>
<td><strong>Volume Security</strong></td>
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<tr>
<td>Interstate &amp; LNG:</td>
<td>Take-or-pay</td>
<td>Refined products:</td>
<td>Liquids &amp; Jones Act:</td>
<td>S&amp;T:</td>
</tr>
<tr>
<td>Intrastate: ~77%</td>
<td>take-or-pay</td>
<td>primarily volume-based</td>
<td>primarily take-or-pay</td>
<td>primarily minimum volume guarantee, or requirements</td>
</tr>
<tr>
<td>G&amp;P: ~88% fee-based</td>
<td>with minimum volume</td>
<td>Crude / liquids:</td>
<td>Bulk:</td>
<td></td>
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<tr>
<td>requirements / acreage dedications</td>
<td>primarily</td>
<td>take-or-pay</td>
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<tr>
<td><strong>Average Remaining Contract Life</strong></td>
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<td>Liquids:</td>
<td>S&amp;T:</td>
<td></td>
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<tr>
<td>Interstate: 6.2 yrs.</td>
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<td>3.7 yrs.</td>
<td>8.2 yrs.</td>
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<tr>
<td>LNG: 15.4 yrs.</td>
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<tr>
<td>Intrastate: 5.3 yrs.</td>
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<tr>
<td>G&amp;P: 4.2 yrs.</td>
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<td><strong>Pricing Security</strong></td>
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<tr>
<td>Interstate:</td>
<td>primarily fixed</td>
<td>Refined products:</td>
<td>Based on contract; typically fixed or tied to PPI</td>
<td>S&amp;T:</td>
</tr>
<tr>
<td></td>
<td>based on contract</td>
<td>annual FERC tariff escalator (PPI-FG + 1.23%)</td>
<td></td>
<td>83% protected by minimum volumes and floors(b)</td>
</tr>
<tr>
<td>Intrastate:</td>
<td>primarily fixed</td>
<td>Crude / liquids:</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>margin</td>
<td>primarily fixed based on contract</td>
<td></td>
<td></td>
</tr>
<tr>
<td>G&amp;P:</td>
<td>fixed price</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Regulatory Security</strong></td>
<td></td>
<td>Pipelines: regulated return</td>
<td>Not price regulated</td>
<td></td>
</tr>
<tr>
<td>Interstate:</td>
<td>regulated return</td>
<td>Terminals &amp; transmix:</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>regulated return</td>
<td>not price regulated(f)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Intrastate:</td>
<td>essentially</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>market-based</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>G&amp;P:</td>
<td>market-based</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Commodity Price Exposure</strong></td>
<td></td>
<td>Pipelines:</td>
<td>Primarily unregulated</td>
<td></td>
</tr>
<tr>
<td>Interstate:</td>
<td>no direct exposure</td>
<td>regulated return</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>limited exposure</td>
<td>Terminals &amp; transmix:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Intrastate:</td>
<td>limited exposure</td>
<td>not price regulated(f)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>G&amp;P:</td>
<td>limited exposure</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

All figures as of 1/1/2017, unless otherwise noted.

(a) Includes term sale portfolio.
(b) Based on KMI 2017 budgeted Segment EBDA before Certain Items and including KM-share of Certain Equity Investee DD&A where applicable (non-GAAP measure).
(c) Jones Act vessels: average remaining contract term for operating tankers (14) and tankers under construction (2) is 3.2 years, or 5.2 years including options to extend.
(d) Provisions in TMPL’s negotiated toll settlement allow for the parties to extend the agreement to coincide with in-service of the Trans Mountain expansion project, expected at end of 2019.
(e) Percentage of 3Q-4Q 2017 forecast net crude oil, propane and heavy NGL (C4+) net equity production.
(f) Terminals not FERC regulated, except portion of CALNEV.
KMI Overview by Product Served\(^{(a)}\)

**Natural Gas is our Largest Market**

- 2017 Budgeted Segment EBDA = $7.7 billion\(^{(a)}\)

**Stability of Cash Flows**

- **Natural gas:** ~80% take-or-pay cash flow
- **Refined products:** competitively advantaged connection between refineries and end markets
  - SFPP, Plantation, etc., ~61% of KMT liquids business
  - Piped volumes within ~1.5% of budget over past 7 years
  - KMT liquids terminals utilization ~96% since 2001
- **Crude and condensate:** >95% take-or-pay cash flow
  - KMCC, Splitter, Double H, Wink, Trans Mountain, and ~24% of KMT liquids business
- **Carbon dioxide (CO\(_2\))**: >80% take-or-pay cash flow
- **NGLs**: >95% take-or-pay cash flow

**Refined Product and Liquids Assets**

- Location matters, contracts matter

\*All percentages based on 2017 budgeted Segment EBDA before Certain Items and including KM-share of Certain Equity Investee DD&A (non-GAAP measure).
2017 Growth Capital Forecast

(millions)

- KMI’s 2017 forecast growth capital fully funded by internally generated cash flow, with no requirement to access capital markets

<table>
<thead>
<tr>
<th>KMI growth capital&lt;sup&gt;(a)&lt;/sup&gt;</th>
<th>2017 Forecast&lt;sup&gt;(b)&lt;/sup&gt;</th>
<th>2016 Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Natural Gas Pipelines</td>
<td>$ 1,791</td>
<td>$ 1,304</td>
</tr>
<tr>
<td>CO₂ - S&amp;T</td>
<td>34</td>
<td>(2)</td>
</tr>
<tr>
<td>CO₂ - EOR</td>
<td>373</td>
<td>265</td>
</tr>
<tr>
<td>Products Pipelines</td>
<td>262</td>
<td>183</td>
</tr>
<tr>
<td>Terminals</td>
<td>624</td>
<td>947</td>
</tr>
<tr>
<td>Kinder Morgan Canada</td>
<td>56</td>
<td>110</td>
</tr>
<tr>
<td><strong>Total growth capital</strong></td>
<td><strong>$ 3,140</strong></td>
<td><strong>$ 2,807</strong></td>
</tr>
</tbody>
</table>

- KML had zero net debt at IPO and underwritten commitments in place for both a C$4.0 billion construction facility and a C$1.0 billion contingent facility

<table>
<thead>
<tr>
<th>KML growth capital&lt;sup&gt;(a)&lt;/sup&gt;</th>
<th>2017 Forecast</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pipelines</td>
<td>C$ 807</td>
</tr>
<tr>
<td>Terminals / other</td>
<td>117</td>
</tr>
<tr>
<td><strong>Total growth capital</strong></td>
<td><strong>C$ 924</strong></td>
</tr>
</tbody>
</table>

<sup>(a)</sup> KMI and KML growth capital for 2017 have been adjusted to reflect the close of the KML IPO; KMI excludes expenditures for KML-related projects occurring after close of the IPO, and KML excludes expenditures occurring prior to close of the IPO.

<sup>(b)</sup> 2017 includes JV contributions of $577 million and is net of a JV catch-up contribution (Elba Liquefaction) of $215 million.
KMI Credit Ratios and Liquidity\(^{(a)}\)

\(\text{($ in millions)}\)

<table>
<thead>
<tr>
<th>Leverage metric</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>Forecast</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net debt(^{(b)}) to Adjusted EBITDA</td>
<td>5.0x</td>
<td>5.5x</td>
<td>5.6x</td>
<td>5.3x</td>
<td>5.2x</td>
</tr>
</tbody>
</table>

\(\text{Revolver capacity}\(^{(c)}\)\)

<table>
<thead>
<tr>
<th>Committed revolving credit facility</th>
<th>$ 5,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less:</td>
<td></td>
</tr>
<tr>
<td>CP / Revolver borrowing</td>
<td>(115)</td>
</tr>
<tr>
<td>Letters of credit</td>
<td>(111)</td>
</tr>
<tr>
<td><strong>Excess capacity</strong></td>
<td><strong>$ 4,774</strong></td>
</tr>
</tbody>
</table>

\(\text{Long-term debt maturities}\(^{(d)}\)\)

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
</table>
| Remaining 2017 maturities as of 6/30/2017.

\(\text{Note: As of 6/30/2017. See Appendix for defined terms and reconciliations of non-GAAP measures for the historical period.}\)

\(\text{(a) Debt of KMI and its consolidated subsidiaries excluding fair value adjustments.}\)

\(\text{(b) Debt as defined in footnote above, net of cash and excluding Kinder Morgan G.P. Inc.'s $100 million preferred stock due 2057.}\)

\(\text{(c) KMI corporate revolver (maturity in November 2019).}\)

\(\text{(d) 5-year maturity schedule of annual aggregate long-term debt principal.}\)
KMI Counterparty Exposure
Strong Customer Credit, Valuable Services Limit KMI’s Risk\(^{(a)}\)

**High-Quality, Diversified Customer Base**

- KMI’s 2016 DCF was impacted by less than $10 million due to oil & gas bankruptcies.
- Greater than 2/3 of revenue\(^{(b)}\) generated by end-users (utilities, LDCs, refineries, chemical, large integrateds, etc.)
- KMI’s average customer represents less than 0.10% of annual revenue\(^{(b)}\)
- Top 25 customers = ~50% of KMI’s revenue\(^{(b)}\)
- Top 218 customers\(^{(c)}\) = ~88% of KMI’s revenue\(^{(b)}\)
  - <4% of these revenues from customers with B- or lower rating (net exposure is approximately half\(^{(d)}\) of this)

---

\(^{(a)}\) Company credit ratings as of 8/4/2017.
\(^{(b)}\) Based on budgeted 2017 net revenues, which include our share of unconsolidated joint ventures, net margin for our Texas Intrastate customers, and net of dock premiums for our Canadian customers. Company credit ratings per S&P and Moody’s. The charts above use S&P’s equivalent rating symbols utilizing a blended rate for split-rated companies.
\(^{(c)}\) Customers who individually represent >$5 million of 2017 budgeted revenue.
\(^{(d)}\) Net exposure is revenues less credit support less market value of capacity.
Asset Integrity and Safety are Top Priorities
Consistent, Better-than-industry Performance Across our Businesses

- Safe operation of our assets is mission critical to our long-term success
- Continuous reduction in risk to the public, employees, contractors, assets and the environment
- We strive for continual improvement in safety and efficiency of existing operations
- Well-executed expansions and effective integration of acquired operations
- Consistently perform better than industry average
  - Track over 36 safety metrics and post monthly updates to our public website
  - Currently better than industry in 30 of 36 metrics

% of Safety Metrics KM Performed Better than or Equal to Industry (a)

(a) Based on period-end Kinder Morgan metrics versus most applicable industry performance.
Incidents & Releases

**Liquids Pipeline Right-of-way**

### Liquids Pipelines

- **Incidents per 1,000 Miles**
  - 2006: 0.45
  - 2007: 0.29
  - 2008: 0.21
  - 2009: 0.08
  - 2010: 0.39
  - 2011: 0.24
  - 2012: 0.16
  - 2013: 0.08
  - 2014: 0.20
  - 2015: 0.08
  - 2016: 0.57
  - LTM 6/30/2017: 0.2

### Liquids Pipelines

- **Release Rate**
  - 2006: 6.00
  - 2007: 15.50
  - 2008: 2.50
  - 2009: 0.00
  - 2010: 0.01
  - 2011: 13.05
  - 2012: 0.11
  - 2013: 0.67
  - 2014: 17.96
  - 2015: 0.04
  - 2016: 0.01
  - LTM 6/30/2017: 0.06

**Note:** KM totals exclude non-DOT jurisdictional CO₂ Gathering and Crude Gathering for compatibility with industry comparisons.

(a) Failures involving onshore pipelines that occurred on the ROW, including valve sites, in which there is a release of the liquid or carbon dioxide transported resulting in any of the following:
- Explosion or fire not intentionally set by the operator.
- Release 5 barrels or greater. (NOTE: PHMSA does not record system location for releases less than 5 barrels)
- Death of any person.
- Personal injury necessitating hospitalization.
- Estimated property damage, including cost of clean-up and recovery, value of lost product, and damage to the property of the operator or others, or both, exceeding $50,000; not included: natural gas transportation assets.

(b) 2014–2016 most recent PHMSA 3-yr average available.
**Incidents & Releases**

*Natural Gas Pipeline Right-of-way*

---

**Natural Gas Pipelines Incidents Rate All Reportable Incidents**

- **Incidents per 1,000 Miles KM Incidents**
  - 2006: 0.32
  - 2007: 0.27
  - 2008: 0.27
  - 2009: 0.30
  - 2010: 0.13
  - 2011: 0.04
  - 2012: 0.13
  - 2013: 0.26
  - 2014: 0.37
  - 2015: 0.37
  - 2016: 0.52
  - LTM (6/30/2017): 0.32

- **Industry 3-yr Avg**

- **2005 Industry Avg**

---

**Natural Gas Pipelines Incidents Rate Onshore Ruptures-only**

- **Incidents per 1,000 Miles KM Incidents**
  - 2011: 0.16
  - 2012: 0.04
  - 2013: 0.02
  - 2014: 0.02
  - 2015: 0.04
  - 2016: 0.02
  - LTM (6/30/2017): 0.04

---

(a) Excludes El Paso and Copano assets in periods prior to acquisition (El Paso 5/25/2012, Copano 5/1/2013). An Incident means any of the following events:

- **An event that involves a release of gas from a pipeline, or of liquefied natural gas, liquefied petroleum gas, refrigerant gas, or gas from an LNG facility, and that results in one or more of the following consequences:**
  - A death or personal injury necessitating in-patient hospitalization; or
  - Estimated property damage of $50,000 or more, including loss to the operator and others, but excluding cost of gas lost (2010 and earlier rates include cost of gas lost)
  - Unintentional estimated gas loss of 3 million cubic feet or more.

- **An event that results in an emergency shutdown of an LNG facility.**

- **An event that is significant, in the judgment of the operator, even though it did not meet the criteria of paragraphs (1) or (2) above.**

(b) 2014–2016 most recent PHMSA 3-yr average available.

(c) Rupture defined as a break, burst, or failure that exposes a visible pipeline fracture surface.

- Kinder Morgan rupture rates calculated using most current pipeline mileage.
- Industry rate excludes Kinder Morgan data.

(d) All Kinder Morgan ruptures occurred on legacy El Paso facilities prior to the Kinder Morgan acquisition.
Employee Safety Statistics\(^{(a)}\)

**KM Lost-time Incident Rate (DART)**

- **Natural Gas Pipelines**: 0.8 (3-yr Avg), 0.4 (12-mo), 0.6 (3-yr Avg), 0.6 (12-mo)
- **CO2**: 0.9 (3-yr Avg), 0.7 (12-mo), 0.7 (3-yr Avg), 0.8 (12-mo)
- **Products Pipelines**: 0.5 (3-yr Avg), 0.5 (12-mo), 0.8 (3-yr Avg), 0.8 (12-mo)
- **Terminals**: 0.7 (3-yr Avg), 0.8 (12-mo), 0.7 (3-yr Avg), 0.8 (12-mo)
- **KM Canada**: 3.6 (3-yr Avg), 1.8 (12-mo), 0.9 (3-yr Avg), 0.8 (12-mo)

**OSHA Recordable Incident Rate**

- **Natural Gas Pipelines**: 1.4 (3-yr Avg), 0.7 (12-mo), 0.9 (3-yr Avg), 0.7 (12-mo)
- **CO2**: 2.5 (3-yr Avg), 1.1 (12-mo), 2.6 (3-yr Avg), 1.1 (12-mo)
- **Products Pipelines**: 2.5 (3-yr Avg), 1.3 (12-mo), 2.5 (3-yr Avg), 1.3 (12-mo)
- **Terminals**: 1.4 (3-yr Avg), 0.8 (12-mo), 1.4 (3-yr Avg), 0.8 (12-mo)
- **KM Canada**: 6.4 (3-yr Avg), 6.0 (12-mo)

**Vehicle Incident Rate**

- **Natural Gas Pipelines**: 0.5 (3-yr Avg), 0.6 (12-mo), 0.6 (3-yr Avg), 0.5 (12-mo)
- **CO2**: 0.6 (3-yr Avg), 0.6 (12-mo), 0.5 (3-yr Avg), 0.5 (12-mo)
- **Products Pipelines**: 1.6 (3-yr Avg), 2.3 (12-mo), 2.3 (3-yr Avg), 1.9 (12-mo)
- **Terminals\(^{(b)}\)**: 1.6 (3-yr Avg), 1.5 (12-mo), 1.5 (3-yr Avg), 1.0 (12-mo)
- **KM Canada**: 3.6 (3-yr Avg), 1.9 (12-mo)

\(^{(a)}\) 12-month safety performance summary as of 6/30/2017.

\(^{(b)}\) Industry average not available for Terminals.
Natural Gas Pipelines
Segment Outlook

Well-positioned connecting key natural gas resources with major demand centers

Long-term Growth Drivers:
- LNG exports
  - Liquefaction facilities
  - Pipeline infrastructure
- Exports to Mexico
- Gas demand for power generation
  - Coal plant retirements
  - Regional gas-fired power demand growth
  - Backstop for wind and solar
- Industrial demand growth
- Shale-driven expansions / extensions
- Acquisitions

Project Backlog:
- $3.6 billion of identified growth projects over next five years\(^{(a)}\), including:
  - LNG liquefaction (Elba Island)
  - Transport projects supporting LNG liquefaction, including Elba Express
  - Expansions to Mexico border
  - TGP North-South projects

\(^{(a)}\) Includes KM share of non-wholly owned projects. Includes projects currently under construction.
Drivers of Future Growth

**LNG Exports**

- **LNG Export Opportunity**(a)
  - 18.5 Bcf/d of FERC approved projects
  - 10.3 Bcf/d of projects under construction
  - 9.8 Bcf/d of additional projects pending approval
- **Elba Liquefaction – KM facility at Elba Island, GA**
- **LNG Transport**
  - 4.5 MMDth/d of contracted transport capacity
  - Total capital of $981 MM
  - Avg. contract term: 19 years
  - Seven active projects on five KM pipelines

### Drivers of Future Growth: LNG Exports

- **LNG Export Opportunity**(a)
  - 18.5 Bcf/d of FERC approved projects
  - 10.3 Bcf/d of projects under construction
  - 9.8 Bcf/d of additional projects pending approval
- **Elba Liquefaction – KM facility at Elba Island, GA**
- **LNG Transport**
  - 4.5 MMDth/d of contracted transport capacity
  - Total capital of $981 MM
  - Avg. contract term: 19 years
  - Seven active projects on five KM pipelines

### KM Network Well-Positioned for Additional Transport Opportunities to Future Facilities

**KM Asset** | KM Project/Transportation (Terminal) | Contracted Capacity (MDth/d) | In-Service Date | KM Capital ($MM)
---|---|---|---|---
NGPL | Firm Transport (Sabine Pass) | 550 | In-Service | N/A
EEC | EEC for Shell (Elba Island) | 436 | 2/2017-11/2018 | $102.2
TGP | SW Louisiana Supply (Cameron) | 900 | 2/2018 | $178.5
NGPL | Gulf Coast Southbound (Corpus Christi) | 385 | 4Q/2018 | $106.1
Intrastate | TX Intrastate Crossover (Corpus Christi/Freeport) | 590 | 1Q-3Q 2019 | $182.1
TGP | Lone Star (Corpus Christi) | 300 | 7/2019 | $133.8
KMLP | Sabine Pass Expansion | 600 | 4Q/2019 | $151.3
KMLP | Magnolia LNG Expansion | 700 | 2021> | $127.0

**Capital project information as of January, 2017 Analyst Day.**

(a) FERC, industry and KM analysis.
Liquefaction at Elba Island

Elba Liquefaction Company (ELC) / SLNG

- **Capacity:**
  - LNG output capacity equivalent to 350 MMcf/d

- **Capital (100%)**:
  - ELC: $1,436.4 MM
  - SLNG: $433.8 MM

- **Phased In-service:** Mid 2018 through early 2019

- **Project Scope**:
  - Facilities for liquefaction (10 modular units)
  - Ship loading facilities; boil-off gas compression

- **Avg. Contract Term:** 20 years

- **Current Status**:
  - FERC certificate issued June 2016
  - FERC denied requests for rehearing Dec 2016
  - Shell has committed to entire capacity of facility, as well as Elba Express expansion
  - DOE FTA and non-FTA authorizations received
  - Construction underway

(a) Capital project information as of January, 2017 Analyst Day.
Drivers of Future Growth

*Kinder Morgan Delivers ~76% of U.S. Exports to Mexico*

- Exports to Mexico are forecasted to increase by 1.9 Bcf/d to 5.6 Bcf/d by 2021\(^{(a)}\)
- KM deliveries to Mexico ~2.8 MMDth/d\(^{(b)}\) through 17 interconnects (12 direct & 5 indirect)
  - KM up 20% from 2015; 76% of 2016 U.S. total
  - Well positioned to serve incremental demand through extensive network connected to multiple prolific supply basins
- KM projects and new long term commitments for export to Mexico entered into since 2013:
  - Capacity: ~2.4 MMDth/d
  - Capital: ~$667 MM

### Mexico Gas Supply (Bcf/d)

**Capital project information as of January, 2017 Analyst Day.**

- \(^{(a)}\) Wood Mackenzie, Spring 2017 North America Natural Gas Long-Term Outlook, June 2017.
- \(^{(b)}\) 2016 calendar year average.
- \(^{(c)}\) Commitment to part of larger Crossover project designed to support LNG Exports, Gulf Coast Industrial demand and Exports to Mexico.
Drivers of Future Growth

Other

- **Power generation**
  - Continued trend of generators procuring firm transportation and storage services to ensure their performance in ISO capacity reliability programs
  - Increasing need for transportation, storage and ancillary services to backstop variable renewable generation

- **New opportunities in growing export markets**
  - Storage and ancillary services in support of LNG liquefaction and exports to Mexico

- **Industrial growth markets**
  - Well positioned to serve >$170 billion announced U.S. natural-gas related petrochemical expansion projects ($76 billion completed or under construction)\(^{(a)}\)

- **Residential and commercial markets**
  - Small to moderate expansions and extensions off our existing footprint to support LDC growth around the country, especially New England

- **Supply-based expansions/extensions**
  - Expansions and extensions off existing network to support growth as demand balances with existing supply

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\(^{(a)}\) American Chemistry Council, *Trade: A Pro-Growth, Pro-Competitiveness Agenda for Chemical Manufacturing* factsheet, 12/21/2016.
# Contracted Capacity and Term by Region

<table>
<thead>
<tr>
<th>Region</th>
<th>Contracted Capacity</th>
<th>Average Term Remaining</th>
</tr>
</thead>
<tbody>
<tr>
<td>North</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Storage</td>
<td>355 Bcf</td>
<td>3 yr, 1 mo</td>
</tr>
<tr>
<td>Transport</td>
<td>19.7 Bcf/d</td>
<td>6 yr, 2 mo</td>
</tr>
<tr>
<td>South</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Storage</td>
<td>52 Bcf</td>
<td>1 yr, 8 mo</td>
</tr>
<tr>
<td>Transport</td>
<td>13.5 Bcf/d</td>
<td>7 yr, 8 mo</td>
</tr>
<tr>
<td>LNG</td>
<td>18 Bcf</td>
<td>15 yr, 5 mo</td>
</tr>
<tr>
<td>West</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Storage</td>
<td>45 Bcf</td>
<td>5 yr, 4 mo</td>
</tr>
<tr>
<td>Transport</td>
<td>17.4 Bcf/d</td>
<td>5 yr, 2 mo</td>
</tr>
<tr>
<td>Midstream</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Purchases</td>
<td>2.5 Bcf/d</td>
<td>2 yr, 0 mo</td>
</tr>
<tr>
<td>Sales</td>
<td>3.0 Bcf/d</td>
<td>2 yr, 6 mo</td>
</tr>
<tr>
<td>Storage</td>
<td>101.8 Bcf</td>
<td>2 yr, 5 mo</td>
</tr>
<tr>
<td>Transport (a)</td>
<td>5.1 Bcf/d</td>
<td>6 yr, 10 mo</td>
</tr>
<tr>
<td>Processing</td>
<td>1.8 Bcf/d</td>
<td>6 yr, 1 mo</td>
</tr>
</tbody>
</table>

- **Net annual incremental re-contracting exposure (KM share)(b):** (% of $7.7 billion 2017 budgeted total KMI Segment EBDA)

<table>
<thead>
<tr>
<th>Region</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>North</td>
<td>(1.1%)</td>
<td>(0.1%)</td>
</tr>
<tr>
<td>South</td>
<td>(0.2%)</td>
<td>(0.7%)</td>
</tr>
<tr>
<td>West</td>
<td>(0.1%)</td>
<td>(0.1%)</td>
</tr>
<tr>
<td>Midstream</td>
<td>(0.3%)</td>
<td>(0.1%)</td>
</tr>
<tr>
<td>Total GPG</td>
<td>(1.7%)</td>
<td>(1.0%)</td>
</tr>
</tbody>
</table>

As of 1/1/2017.
(a) Gathering contracts not included.
(b) Negative figures represent unfavorable re-contracting exposure. Includes transportation and storage contracts.
Products Pipelines
Segment Outlook

Long-term Growth Drivers:
- Increased demand for refined products volumes
- Development of shale play liquids transportation and processing (e.g. Utopia and KMCC / splitter)
- Tuck-in acquisitions (e.g. KM Phoenix Terminals)
- Expansion of refined products pipeline systems and Terminal Networks
- Repurposing portions of existing footprint in different product uses

Project Backlog:
- $315 million of identified growth projects over next two years (a) (first year total Adjusted EBITDA $26 million (b)), including:
  - Utopia
  - Multiple refined products terminaling and biofuels projects

(a) Includes KM share of non-wholly owned projects. Includes projects currently under construction.
(b) KM Share.

Stable, Strategic Assets

Miles of Pipe: ~9,760
Terminals: 67
Tank Capacity:
- Terminal ~42 MMBbls
- Pipelines ~14 MMBbls

Transmix: 5 facilities
Condensate Processing: Capability of 100 MBbl/d
2016 Throughput: ~2.1 MMBbl/d

REFINED PRODUCTS PIPELINES
PRODUCTS PIPELINES TERMINALS
TRANSMIX FACILITIES
CRUDE / LIQUIDS PIPELINES
UTOPIA (UNDER CONST.)
CRUDE / LIQUIDS TERMINALS
CONDENSATE SPLITTER
Stability and Growth\(^{(a)}\)

**Refined Products\(^{(b)}\):**
- **2016:**
  - Refined products volumes 1,651 MBbl/d, up 0.3% vs. 2015
  - Gasoline up 1.2%, diesel down 3.5%, jet fuel up 1.7%
- **2017:**
  - 1,676 MBbl/d budgeted, up 1.5% vs. 2016
  - Budget volume sensitivity: 1% change = $7.5M

**NGLs:**
- **2016:**
  - NGL volumes 108 MBbl/d, up 2.7% vs. 2015
  - Drivers: higher volumes on Cochin Pipeline
- **2017:**
  - Budgeted volume up 5.6% vs. 2016
  - Drivers: Increased demand on Cochin; no forecasted turnaround in 2017 at Cypress Pipeline terminus

**Crude/ Condensate:**
- **2016:**
  - Crude/ condensate volumes 323 MBbl/d, up 18.3% vs. 2015
  - Drivers: expansion projects on KMCC/ Double Eagle and acquisition of Double H pipeline
- **2017:**
  - 312 MBbl/d budgeted, down 3.3% vs. 2016
  - Drivers: Decreased production from the Eagle Ford

---

\(^{(a)}\) All volumes reflect KM-share for joint ventures.
\(^{(b)}\) Parkway divested July 2016. Parkway volumes and revenue not included.
\(^{(c)}\) EIA, Short-term Energy Outlook, January 2017.
\(^{(d)}\) Combined throughput of KM crude / condensate pipelines: KMCC, Double Eagle and Double H.
Utopia Pipeline Project

**Project Scope**
- 50/50 JV with Riverstone Holdings closed on June 28, 2016
- 215 mile new build and existing 67 mile 12” pipeline
- Will transport ethane and ethane-propane mix from points in Harrison County, Ohio to Windsor, Ontario, Canada
- Supported by long-term, fee-based transportation agreement
- Initial pipeline capacity of 50 MBbl/d; expandable to 75 MBbl/d
- Approximate $540 million\(^{(a)}\) (100%) investment

**Market Drivers**
- Utopia will provide a new feedstock source for petrochemical companies in Ontario, and a new market outlet for Utica NGL producers
- Common carrier pipeline system is supported by a long-term (>20 years), fee-based transportation services agreement

**Project Status and Timeline**
- ROW acquisition ongoing
- Commencement of construction 1Q 2017
- Planned in-service date of January 2018

---

\(^{(a)}\) 100% project cost, excluding AFUDC.
Terminals
Segment Outlook

**Long-term Growth Drivers**
- Refined product supply and demand growth
- Gulf Coast liquids exports
- Chemical infrastructure and base business growth built on production increases
- Tuck-in acquisitions

**Project Backlog**
- $0.8 billion of identified growth projects over next 2 years\(^{(a)}\), including:
  - Houston Ship Channel network expansion
  - Edmonton merchant crude terminal
  - Jones Act tanker builds

---

**KM Terminal Facilities**

| KM Terminal Facilities | 
|------------------------|---
| Bulk | 37 Terminals |
| Liquids | 51 Terminals |
| Total KMT | 88 Terminals |
| KMPP | 67 Liquid Terminals |
| Total KM | 155 Terminals |
| 16 Jones Act Tankers\(^{(b)}\) |

---

\(^{(a)}\) Includes KM share of non-wholly owned projects. Includes projects currently under construction.

\(^{(b)}\) Includes 4 new tankers being delivered in 2017.
Stable Fee-Based Business

- ~2/3 of KMT’s 2017 budgeted EBDA is supported by take-or-pay contracts

**Liquids**
- 73% Take-or-pay
  - fixed monthly lease payments (MWC)
  - minimum throughput guarantees
  - Jones Act tanker charters
- 27% Other fee-based
  - ancillary fees for blending, additives, dock services, etc.
  - throughput fees

**Bulk**
- 37% Take-or-pay
  - minimum throughput guarantees
- 23% Requirements
  - tied to petroleum coke or steel production
- 40% Other fee-based
  - throughput & ancillaries

KMT 2017 Budgeted EBDA = $1,178 million

Note: All data is based on 2017 budget.
Diversified Revenues

- Diversified revenues across liquids and bulk

<table>
<thead>
<tr>
<th>Product</th>
<th>2017 Budget ($) millions</th>
<th>(percent)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liquids</td>
<td>1,426</td>
<td>74%</td>
</tr>
<tr>
<td>Bulk</td>
<td>500</td>
<td>26%</td>
</tr>
<tr>
<td>Total Revenue</td>
<td>1,926</td>
<td>100%</td>
</tr>
</tbody>
</table>

| Top-10 Customers | $911                      | 47%       |

<table>
<thead>
<tr>
<th>Liquid</th>
<th>Average remaining contract term (years)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liquids</td>
<td>3.7</td>
</tr>
<tr>
<td>Bulk</td>
<td>4.9</td>
</tr>
</tbody>
</table>

(a) 2017 budget includes non-controlling interests in certain terminals.
(b) No single customer is greater than 9.5% of revenues.
(c) Budget weighted average as of 1/1/2017.
KMT Presence in Liquids Hubs

Termsinals Segment

Edmonton Alberta

- Tankers 20%
- New York Harbor 13%
- Houston Ship Channel 35%
- Other 21%

Edmonton South Alberta Crude Terminal Rail
Edmonton South Rail Terminal

KMT Liquids

- 90 million Bbls of capacity
- ~1.0 billion Bbls throughput
- 97.5% utilization (a)
- $1.43 billion revenues
- $957 million EBDA

Liquids Revenues

All data is based on 2017 budget.
(a) Size is relative to revenues.
(b) Terminal utilizations reflect tankage unavailable for lease due to API inspections and routine maintenance.
High Demand Liquids Hubs

Critical infrastructure to industry and our customers, 100% contracted

- **Houston Ship Channel** – largest integrated refined product terminaling system in the world
- **New York Harbor** – global refined product clearing hub with liquid, transparent markets
- **Edmonton** – largest independent Canadian merchant crude terminaling system

<table>
<thead>
<tr>
<th>Terminal</th>
<th>EBDA (a) ($ millions)</th>
<th>Total Terminal Capacity (b) (million Bbls)</th>
<th>Capacity added since 2010 (b) (million Bbls)</th>
<th>Average Remaining Contract (c) (years)</th>
<th>Average Utilization (2010-2017B)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Houston Ship Channel</td>
<td>$336</td>
<td>43</td>
<td>16.7</td>
<td>5.5</td>
<td>96.8%</td>
</tr>
<tr>
<td>New York Harbor</td>
<td>$121</td>
<td>16</td>
<td>2.9</td>
<td>2.4</td>
<td>95.8%</td>
</tr>
<tr>
<td>Edmonton</td>
<td>$100</td>
<td>7</td>
<td>5.1</td>
<td>5.0(d)</td>
<td>100%</td>
</tr>
</tbody>
</table>

Terminal utilizations reflect tankage unavailable for lease due to API inspections and routine maintenance

---

(a) Based on 2017 budget.
(b) Includes tankage currently under construction and to be completed in 2017.
(c) As of 1/1/2017.
(d) Excludes Base Line Terminal which will be in service throughout 2018 – 7.5 year average contract life.
**Tankers – APT Jones Act Fleet**

All of APT’s available vessels are sailing under time-charter with limited 2017 exposure

- Average term contract length of 2.8 years across 16-vessels
- 4 new vessels to be delivered in ‘17
  - American Freedom
  - Palmetto State
  - American Liberty
  - American Pride
- Currently-uncontracted vessels:
  - $2.9 million or 0.2% exposure to KMT’s 2017 budgeted EBDA
- Marketing
  - Short-term charters
  - Bundled terminaling services
  - Prompt market voyages

---

Information as of January, 2017 Analyst Day.
CO₂
Segment Outlook\(^{(a)}\)

**Long-term Growth Drivers:**
- Demand for scarce supply of CO₂ drives volume and price
- Expect to maintain current CO₂ production levels with minimal incremental investment
- Billions of barrels of domestic oil still in place to be recovered in the Permian Basin
- >9 billion barrels Original Oil In Place in KM operated fields

**Project Backlog:**
- Identified growth projects totaling $0.4 billion and $1.4 billion in S&T and EOR, respectively, over next 5 years\(^{(b)}\), including:
  - S&T: Southwest Colorado CO₂ production
  - EOR: SACROC / Yates / Goldsmith / Tall Cotton oil production

---

\(^{(a)}\) EOR = Enhanced Oil Recovery, S&T = Source & Transport.
\(^{(b)}\) Includes KM share of non-wholly owned projects. Includes projects currently under construction.
KM CO₂ Current Outlook

$4.7 Billion Cumulative Free Cash Flow Generated Since Inception\(^{(a)}\)

---

### Development Plans 2017-2026

- **SACROC**
  - Continue platform development/redevelopment
  - Expand Bypass Pay/Infill programs
  - Exploit transition zone opportunity

- **Yates**
  - Continue HDH programs and gravity drainage depletion plan
  - Initiate new Westside Waterflood
  - Evaluate HCM pilot

- **Katz**
  - Continue conformance program
  - Optimize flood performance

- **GLSAU**
  - Continue downspacing evaluation
  - Optimize flood performance

- **Tall Cotton**
  - Commence Phase 2 expansion
  - Develop additional project prospects

- **CO₂ S&T**
  - Maintain capacity in existing source fields (McElmo & Doe Canyon)
  - Optimize production and increase efficiency
  - Manage source portfolio to be prepared for increase in demand

---

### Total Business IRR (2000-2026): 28.2%

<table>
<thead>
<tr>
<th>2017-2026</th>
<th>Net BOE(^{(b)}) (MMBOE)</th>
<th>KM Share Capex ($MM)(^{(c)})</th>
</tr>
</thead>
<tbody>
<tr>
<td>SACROC</td>
<td>58</td>
<td>$697</td>
</tr>
<tr>
<td>Yates</td>
<td>26</td>
<td>143</td>
</tr>
<tr>
<td>Katz</td>
<td>7</td>
<td>61</td>
</tr>
<tr>
<td>GLSAU</td>
<td>12</td>
<td>268</td>
</tr>
<tr>
<td>Tall Cotton</td>
<td>46</td>
<td>1,006</td>
</tr>
<tr>
<td>CO₂ S&amp;T</td>
<td></td>
<td>442</td>
</tr>
<tr>
<td>Total</td>
<td>150</td>
<td>$2,617</td>
</tr>
</tbody>
</table>

### DCF ($MM)\(^{(e)}\)

\(^{(a)}\) Net of invested capital.

\(^{(b)}\) Net BOE = Net Crude plus Net NGLs plus Net Residue Gas sold and thereafter divided by 6.

\(^{(c)}\) KM Share Capex is inclusive of Capitalized CO₂ and Capitalized OH.

\(^{(d)}\) 2017 = Budget, 2017 at $53/Bbl, 2018 at $55/Bbl, 2019 at $60/Bbl, 2020+ at $65/Bbl; cost metrics based on 2016 run rate; development plans may change in different price scenarios.

\(^{(e)}\) CO₂ profits not eliminated from S&T.
## 2017 Projects – Price Sensitivity

### AT IRR % vs Oil Price

<table>
<thead>
<tr>
<th></th>
<th>$50 flat</th>
<th>$53 flat</th>
<th>$60 flat</th>
<th>Forward Curve&lt;sup&gt;(a)&lt;/sup&gt;</th>
</tr>
</thead>
<tbody>
<tr>
<td>SACROC-Bypass (Long Lateral)</td>
<td>27%</td>
<td>32%</td>
<td>44%</td>
<td>37%</td>
</tr>
<tr>
<td>SACROC-Bypass (Sidetrack Lateral)</td>
<td>41%</td>
<td>47%</td>
<td>61%</td>
<td>50%</td>
</tr>
<tr>
<td>SACROC Hawaii</td>
<td>14%</td>
<td>19%</td>
<td>30%</td>
<td>22%</td>
</tr>
<tr>
<td>Yates Horizontal Drain Hole Program</td>
<td>65%</td>
<td>73%</td>
<td>96%</td>
<td>75%</td>
</tr>
<tr>
<td>Tall Cotton Phase 2</td>
<td>32%</td>
<td>36%</td>
<td>43%</td>
<td>38%</td>
</tr>
</tbody>
</table>

- **Budgeted 2017 operating cash costs:**
  - SACROC = $17.91 /Bbl
  - Yates = $13.14 /Bbl

---

<sup>(a)</sup> Forward curve as of 1/18/2017.
Kinder Morgan Canada
Segment Outlook

**Long-term Growth Drivers:**

- Expand Oilsands export capacity to West Coast and Asia
  - Following successful regulatory process, major expansion plans under way
  - The Trans Mountain Pipeline Expansion Project (TMEP) more than doubles capacity, from 300 MBbl/d currently to approximately 890 MBbl/d
  - Strong commercial support from shippers with binding long-term 15 and 20 year contracts for ~708 MBbl/d of firm transport capacity
  - Expected in-service end of 2019

- Expanded dock capabilities (Westridge)
  - TMEP will increase dock capacity to over 600 MBbl/d
  - Access to global markets
**Trans Mountain Expansion Project (TMEP)**

*Only Crude Oil Pipeline Serving Canadian West Coast*

- **Expansion to 890 MBbl/d from 300 MBbl/d today**
  - 615 miles new pipe; 12 new pump stations
  - 630 MBbl/d tanker export capacity; 3 new berths
  - 20 new tanks

- **13 companies contracted for 708 MBbl/d**
  - 15 & 20 year take-or-pay contracts
  - Commercial terms approved by NEB May 2013

- **Projected Cost**
  - Final cost estimate C$7.4 billion⁽ᵃ⁾
  - Protection on ~24% of construction costs

- **Timeline**
  - 2016 - NEB recommendation May ‘16
    - Federal approval Dec ‘16
  - 2017 - B.C. approval Jan ‘17
    - Final cost estimate accepted by shippers Mar ‘17
    - KMI FID May ‘17
    - Begin construction Sep ‘17

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⁽ᵃ⁾ Including capitalized finance charges.

⁽ᵇ⁾ Canadian Assoc. of Petroleum Producers (CAPP), 2016 Crude Oil Forecast, Markets & Transportation, June 2016, and KM analysis. Supply represents Western Canada production and Bakken movements.
Use of Non-GAAP Financial Measures

The non-generally accepted accounting principles (non-GAAP) financial measures of distributable cash flow (DCF), both in the aggregate and per share, segment earnings before depreciation, depletion, amortization and amortization of excess cost of equity investments (DD&A) and Certain Items (Segment EBDA before Certain Items), net income before interest expense, taxes, DD&A and Certain Items (Adjusted EBITDA), and adjusted earnings (Adjusted Earnings), both in the aggregate and per share, are presented herein. Our non-GAAP measures described above should not be considered alternatives to GAAP net income or other GAAP measures and have important limitations as analytical tools. Our computations of DCF, Segment EBDA before Certain Items, Adjusted EBITDA and Adjusted Earnings may differ from similarly titled measures used by others. You should not consider these non-GAAP measures in isolation or as substitutes for an analysis of our results as reported under GAAP. Management compensates for the limitations of these non-GAAP measures by reviewing our comparable GAAP measures, understanding the differences between the measures and taking this information into account in its analysis and its decision making processes. Reconciliations of DCF, Segment EBDA before Certain Items, Adjusted EBITDA and Adjusted Earnings to their most directly comparable GAAP financial measures are included herein.

Certain Items are items that are required by GAAP to be reflected in net income, but typically either (1) do not have a cash impact (for example, asset impairments), or (2) by their nature are separately identifiable from our normal business operations and in our view are likely to occur only sporadically (for example certain legal settlements, hurricane impacts and casualty losses).

DCF is a significant performance measure used by us and by external users of our financial statements to evaluate our performance and to measure and estimate the ability of our assets to generate cash earnings after servicing our debt and preferred stock dividends, paying cash taxes and expending sustaining capital, that could be used for discretionary purposes such as common stock dividends, stock repurchases, retirement of debt, or expansion capital expenditures. Management uses this measure and believes it provides users of our financial statements a useful measure reflective of our business’s ability to generate cash earnings to supplement the comparable GAAP measure. We believe the GAAP measure most directly comparable to DCF is net income available to common stockholders. DCF per share is DCF divided by average outstanding common shares and restricted stock awards that participate in dividends.

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

Adjusted EBITDA is used by management and external users, in conjunction with our net debt, to evaluate certain leverage metrics. Therefore, we believe Adjusted EBITDA is useful to investors. We believe the GAAP measure most directly comparable to Adjusted EBITDA is net income. Adjusted EBITDA is calculated by adjusting net income before interest expense, taxes, and DD&A (EBITDA) for Certain Items, noncontrolling interests before Certain Items, and KMI’s share of Certain Equity Investees’ DD&A and book taxes, which are specifically identified in the footnotes to the accompanying tables when reported.

Adjusted Earnings is used by certain external users of our financial statements to assess the earnings of our business excluding Certain Items as another reflection our business’s ability to generate earnings. We believe the GAAP measure most directly comparable to Adjusted Earnings is net income available to common stockholders. Adjusted Earnings per share is Adjusted Earnings divided by Average Adjusted Common Shares which include KMI’s weighted average common shares outstanding, unvested restricted shares that contain rights to dividends (which may not be dilutive under GAAP) and any shares resulting from dilutive impact of warrants under treasury stock method.

Budgeted Net Income is not provided (the GAAP financial measure most directly comparable to DCF and Adjusted EBITDA) due to the inherent difficulty and impracticability of predicting certain amounts required by GAAP, such as ineffectiveness on commodity, interest rate and foreign currency hedges, unrealized gains and losses on derivatives marked to market, and potential changes in estimates for certain contingent liabilities.

Certain Equity Investees, for the periods during which these are accounted for as equity method investments, include Plantation, Cortez, SNG, ELC, MEP, FEP, EagleHawk, Red Cedar, Bear Creek, Cypress, Parkway, Sierrita, Bighorn, Fort Union, Webb/Duvall, Liberty, Double Eagle, Endeavor, WYCO, GLNG, Ruby, Young Gas, Citrus, NGPL and others. DD&A and sustaining capex for Plantation and Cortez were made beginning in 2017. For joint ventures consolidated by KMI, JV DD&A and sustaining capex are net of our partners’ share of these items.
# GAAP Reconciliation

($ in millions)

<table>
<thead>
<tr>
<th>Reconciliation of DCF</th>
<th>Yr. Ended 12/31/16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Income</td>
<td>$ 721</td>
</tr>
<tr>
<td>Certain Items</td>
<td>933</td>
</tr>
<tr>
<td>Net Income before Certain Items (Adjusted Earnings)</td>
<td>1,654</td>
</tr>
<tr>
<td>DD&amp;A</td>
<td>2,268</td>
</tr>
<tr>
<td>JV DD&amp;A(^{(a)})</td>
<td>349</td>
</tr>
<tr>
<td>Book taxes(^{(b)})</td>
<td>993</td>
</tr>
<tr>
<td>Cash taxes</td>
<td>(79)</td>
</tr>
<tr>
<td>Noncontrolling interests(^{(c)})</td>
<td>(21)</td>
</tr>
<tr>
<td>Sustaining capex including KMI share of JV sustaining capex</td>
<td>(540)</td>
</tr>
<tr>
<td>Other(^{(e)})</td>
<td>43</td>
</tr>
<tr>
<td>Distributable Cash Flow (DCF) attributable to Kinder Morgan, Inc.</td>
<td>4,667</td>
</tr>
<tr>
<td>Preferred stock dividends</td>
<td>(156)</td>
</tr>
<tr>
<td>DCF attributable to Common Stockholders</td>
<td>$ 4,511</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Reconciliation of Adjusted EBITDA</th>
<th>Yr. Ended 12/31/16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Income</td>
<td>$ 721</td>
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</tr>
<tr>
<td>JV DD&amp;A(^{(a)})</td>
<td>349</td>
</tr>
<tr>
<td>Interest, net before Certain Items</td>
<td>1,999</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>$ 7,242</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Certain Items</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acquisition related costs</td>
</tr>
<tr>
<td>Fair value amortization</td>
</tr>
<tr>
<td>Contract early termination revenue</td>
</tr>
<tr>
<td>Legal and environmental reserves</td>
</tr>
<tr>
<td>Mark to market and ineffectiveness</td>
</tr>
<tr>
<td>Loss on impairments and divestitures, net</td>
</tr>
<tr>
<td>Project write-offs</td>
</tr>
<tr>
<td>Other(^{(g)})</td>
</tr>
<tr>
<td>Subtotal</td>
</tr>
<tr>
<td>Book taxes on Certain Items</td>
</tr>
<tr>
<td>Total Certain Items</td>
</tr>
</tbody>
</table>

Note: Definitions for defined terms found in the Appendix.

\(^{(a)}\) Includes KMI share of Certain Equity Investees DD&A.
\(^{(b)}\) Includes KMI share of Certain Equity Investee book taxes of $94 million, and excludes book taxes on Certain Items of $13 million.
\(^{(c)}\) Before Certain Items. Represents net income allocated to third-party ownership interests in consolidated subsidiaries.
\(^{(d)}\) Includes KMI share of Certain Equity Investee sustaining capital expenditures $90 million.
\(^{(e)}\) Consists primarily of book to cash timing differences related to certain defined benefit plans partially offset by retiree medical contributions.
\(^{(f)}\) Excludes Kinder Morgan G.P. Inc.’s $100 million preferred stock due 2057 and ($43) million non-cash foreign exchange impact on KMI’s Euro-denominated debt.
\(^{(g)}\) 2016 Other Certain Items include $14 million employee right-sizing, $5 Nassau crane incident, $4 Berry bankruptcy, $4 CBS closure, ($4) mark to market power contract adj. and $1 other.
Appendix – KML
KML Notice to Investors

In this Appendix – KML (“appendix”) all references to "C$" are to Canadian dollars and unless otherwise indicated, all dollar amounts are expressed in Canadian dollars.

Forward-Looking Statements
This appendix includes forward-looking statements pertaining, without limitation to the following: TMEP and Base Line Terminal, including completion of such projects, construction plans, anticipated funding and costs, anticipated capital expenditures, scheduling and in-service dates, future utilization and the impacts of such projects on Adjusted EBITDA and DCF; the intended payment of quarterly dividends to holders of Restricted Voting Shares; potential distributions from the Limited Partnership; the potential growth opportunities of the corporations, companies, partnerships and joint ventures that own and operate the assets comprising KMI’s Canadian business and operations, including the TMPL, the Canadian portion of the Cochin pipeline system, the Puget Sound and Jet Fuel pipeline systems and various terminals assets (collectively, the "Business") and the funding thereof; the anticipated investment grade capital structure of KML; estimated market conditions and demand; and anticipated tolls. Forward-looking statements are not guarantees of performance. They involve risks, uncertainties and assumptions. Any financial outlook provided in this appendix has been provided for the purpose of providing information relating to management’s current expectations and plans for the future, is based on a number of significant assumptions and may not be appropriate, and should not be, for purposes other than those for which such forward-looking statements are disclosed herein. Future actions, conditions or events and future results of operations may differ materially from those expressed in forward-looking statements. Many of the factors that will determine these results are beyond the ability of KML and KMI to control or predict. The business, financial condition and results of operations of KML, including its ability to pay cash dividends, are substantially dependent on the business, financial condition and results of operations of the Business and the successful development of TMEP. As a result, factors or events that impact the Business as well as the costs associated with and the time required to complete (if completed) TMEP, are likely to have a commensurate impact on KML, the market price and value of the Restricted Voting Shares and KML’s ability to pay dividends. Similarly, given the nature of the relationships between KML and the Business on the one hand and KMI on the other hand, factors or events that impact KMI may have consequences for KML and/or the Business. In particular, risks include, but are not limited to: the development and construction of the TMEP and other major expansion projects, are subject to significant risk and, should any number of risks arise, such projects may be in delayed or stopped altogether; the debt levels of the Business, including increases in such debt levels, could have significant negative consequences for the Business; negative public opinion or reputational issues of the KML, the Business and/or KMI could have an adverse effect on the Business and/or the significant projects being undertaken in the Business, including the TMEP; the failure by the Business to resolve issues relating to Aboriginal rights and title and the Crown's duty to consult could have a material adverse effect on the TMEP and/or the Business; changes in government, loss of government support, public opposition and the concerns of special interest groups and non-governmental organizations may expose the Business to higher costs, delays or even project cancellations; the Business is subject to significant operational risks, including those relating to the breakdown or failure of equipment, pipelines and facilities; releases and spills; operational disruptions or service interruptions; and catastrophic events; KMI will direct the majority of the combined voting power of KML’s voting shares; the payment of dividends is not guaranteed and is subject to a number of significant factors and risks; and KML may issue additional securities having a dilutive impact on its Restricted Voting Shares. Investors are urged to consult the long form prospectus of KML dated May 25, 2017, as filed under KML’s profile on SEDAR at www.sedar.com for additional important information respecting the assumptions, expectations and risks associated with and applicable to the forward-looking statements included in this appendix.

Non-GAAP Measures and AFUDC
The supplementary measures “distributable cash flow” and “Adjusted EBITDA” do not have any standardized meaning as prescribed under U.S. GAAP and, therefore, are considered to be non-GAAP measures. “DCF” is net income of the Business before DD&A adjusted for (i) unrealized foreign exchange gains and losses; (ii) income tax expense and cash income taxes (paid) refunded; (iii) sustaining capital expenditures; and (iv) certain items that are required by U.S. GAAP to be reflected in net income, but typically either (a) do not have a cash impact, or (b) by their nature are separately identifiable from the normal business operations and in the view of KML are likely to occur only sporadically. DCF is used to evaluate the performance of the Business and to measure and estimate the ability of the Business to generate cash earnings after servicing its debt, paying cash taxes and expending sustaining capital, that could be used for discretionary purposes such as distributions or expansion capital expenditures. KML believes this measure provides users of financial statements a useful performance measure reflective of the Business’ ability to generate cash earnings to supplement the comparable U.S. GAAP measure. KML believes that the GAAP measure most directly comparable to distributable cash flow is net income. Adjusted EBITDA is used as a liquidity measure by the Company and external users of its financial statements, in conjunction with net debt, to evaluate certain leverage metrics. “Adjusted EBITDA” is EBITDA adjusted for unrealized foreign exchange gains and losses and certain items, as applicable. KML believes the GAAP measure most directly comparable to Adjusted EBITDA is net income. The Business does not allocate Adjusted EBITDA amongst equity interest holders as it views Adjusted EBITDA as a liquidity measure against the Business’ overall leverage. DCF and Adjusted EBITDA should not be considered alternatives to U.S. GAAP net income or any other GAAP measures. The computation of DCF and Adjusted EBITDA may differ from similarly titled measures used by others. Accordingly, use of such terms may not be comparable to similarly defined measures presented by other entities. Investors should not consider these non-GAAP financial measures in isolation or as a substitute for an analysis of results as reported under U.S. GAAP. See “Non-GAAP Measures – Reconciliation to Net Income” in this appendix.

This appendix includes references to allowance for funds used during construction (“AFUDC”), which is also referred to as "capitalized financing costs". AFUDC includes both a cost of debt component and, as approved by the regulator, a cost of equity component. Capitalized debt financing costs result in a reduction in interest expense and capitalized equity financing costs result in the recognition of other income.

United States Matters
KML’s securities have not been and will not be registered under the United States Securities Act of 1933, as amended (the U.S. Securities Act), or any state securities laws. Accordingly, these securities may not be offered or sold within the United States unless registered under the U.S. Securities Act and applicable state securities laws or except pursuant to exemptions from the registration requirements of the U.S. Securities Act and applicable state securities laws. This presentation does not constitute an offer to sell or a solicitation of an offer to buy any of KML’s securities in the United States.
KML at a Glance

($ in millions)

General Information

<table>
<thead>
<tr>
<th>Item</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>IPO Size</td>
<td>C$1.75 billion</td>
</tr>
<tr>
<td>KMI Ownership</td>
<td>~70%</td>
</tr>
<tr>
<td>2016 Adjusted EBITDA</td>
<td>C$395 million</td>
</tr>
<tr>
<td>IPO Price</td>
<td>C$17.00</td>
</tr>
<tr>
<td>Equity Value</td>
<td>C$6.3 billion^(a)</td>
</tr>
<tr>
<td>Enterprise Value</td>
<td>C$6.3 billion^(a)</td>
</tr>
</tbody>
</table>

Chairman & CEO         | Steve Kean        |
Director & CFO         | Dax Sanders       |
President, KML         | Ian Anderson      |
President, KML Terminals | John Schlosser   |
Headquarters           | Calgary, AB       |

Note: Definitions for defined terms found in the Appendix.

^(a) Equity Value and Enterprise Value as of 8/4/2017. See KMI Overview slide in main presentation for calculation of KML enterprise value.
# KML Investment Highlights

## Portfolio of Strategically Located Assets
- Canada's only crude and refined products pipeline connected to the West Coast, including B.C. tidewater access
- Leading integrated network of crude tank storage and rail terminals in Western Canada
- The largest mineral concentrate export/import facility on the West Coast of North America
- Owns the Canadian portion of the Cochin pipeline system, which transports light condensate to Alberta

## TMEP - Marquee Growth Project of National Importance
- Expected TMEP tolls of C$5-7/Bbl are significantly lower than WCS to WTI spread of ~US$15/Bbl
- Large scale investment with attractive returns (~C$1,100B of projected incremental 2020 Adjusted EBITDA\(^{(a)}\))
- 80% of new capacity subject to long-term firm commitments (the majority having 20-year tenures)
- Majority of shippers, or their parent entity, have an investment grade credit rating\(^{(b)}\)

## Strong Existing Business and Potential Organic Growth Beyond TMEP
- New 4.8 MMBbl Edmonton tank storage terminal expected to be placed in service throughout 2018
- Controls one of the last remaining parcels of land available for development in Port Metro Vancouver
- Potential Growth from unutilized capacity on Cochin Pipeline (Canada)\(^{(c)}\)
- Puget Sound pipeline expansion capability from ~240 MBbl/d to ~500 MBbl/d
- Expanded TMPL system could be further increased to ~1.2 MMBbl/d without significant pipeline looping\(^{(d)}\)

## Aligned, Industry Leading Operator and Sponsor
- Kinder Morgan, Inc. is one of the largest energy infrastructure companies in North America
- Investment grade ratings with substantial resources and a world class asset portfolio
- Intends to retain majority equity ownership and aligned with public shareholders (no multi-voting structure, no incentive distribution rights, no management fees above cost)

## Predictable, Fee-Based Cash Flow with Strong Potential Growth
- Contracted, fee-based cash flows with no direct commodity price exposure
- Potential to more-than-triple EBITDA by 2020E via identified, commercially secured growth projects
- TMPL system over-subscribed since 2010; ~80% contracted under long-term firm commitments post TMEP
- Initial target annual dividend of approximately C$0.65 per share, assuming payout of majority of current DCF excluding capitalized equity financing costs\(^{(e)}\)

## Anticipated Investment Grade Rating
- No drawn corporate or asset level debt upon completion of IPO (target capital structure consistent with investment grade profile) and intend to fund the majority of growth capital through cash flow, debt and preferred shares
- Underwritten commitments in place for both a C$4.0 billion Construction Facility and a C$1.0 billion Contingent Facility

---

\(^{(a)}\) Includes ~C$200MM projected incremental 2020 Adjusted EBITDA attributable to expected spot volumes.
\(^{(b)}\) Parent entity may not be a guarantor.
\(^{(c)}\) Throughput on the Canadian portion of the Cochin pipeline system has the potential to reach ~110 MBbl/d if additional receipt points in Canada are established.
\(^{(d)}\) There are no current plans to expand the TMPL system outside of the current scope of TMEP.
\(^{(e)}\) Prior to impact of KMI and public participation in DRIP program for KML.
KML’s Portfolio of Strategically Located Assets

**Premier Western Canadian Midstream Asset Portfolio**

**TMPL**
- Transportation capacity of ~300 MBbl/d for crude oil and refined products from Edmonton, Alberta to the west coast of British Columbia

**TMEP**
- Expected to increase transportation capacity of TMPL by ~590 MBbl/d to ~890 MBbl/d
- Westridge Marine Terminal capacity expected to increase to ~630 MBbl/d

**Puget Sound**
- ~240 MBbl/d of crude oil transportation capacity via TMPL from Sumas to Washington State refineries

**Cochin Pipeline (Canada)**
- Transportation capacity of ~110 MBbl/d of light condensate from the U.S. border to Alberta to be used as diluent in bitumen transportation

**Edmonton Area Terminals**
- Integrated network of tank storage (14.9 MMBbls) and rail terminals, including ownership in the largest origination crude by rail loading facility in North America

**Vancouver Wharves**
- Largest mineral concentrate export / import facility on West Coast, transferring >4.0 MMtons of bulk cargo and >1.5 MMBbls of liquids annually

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(a) Capacity on the U.S. portion of Cochin pipeline system, which will not be owned by the Business, is approximately 95 MBbl/d. Throughput on the Canadian portion of the Cochin pipeline system has the potential to reach 110 MBbl/d if additional receipt points in Canada are established.
### TMEP

**Marquee Growth Project of National Importance**

<table>
<thead>
<tr>
<th>TMEP</th>
<th>~C$7.4 Billion Growth Project(a)\</th>
</tr>
</thead>
</table>

- Given very limited pipeline access to tidewater, >70%\(b)\ of Canadian crude products are currently exported to U.S. markets with the bulk of the remainder being consumed domestically
  - Lack of market access results in Canadian crude receiving a material discount to global benchmarks
  - Canadian producers will benefit from additional pipeline capacity especially built to increase access to global markets via access to tidewater
- **TMEP would increase the shipping capacity of TMPL by ~590 MBbl/d to a total of ~890 MBbl/d**
  - ~708 MBbl/d of contracted volumes (15 and 20 year contracts), leaving ~182 MBbl/d (~20%) available for spot capacity
  - Fully contracted capacity up to the NEB approved limit
  - Construction expected to begin in September 2017, with a target in-service date of December 2019
- **Completed expansion would result in two active pipelines**
  - Line 1 expected to have a capacity of ~350 MBbl/d, based on an assumed slate of light crude oils and refined products
  - Line 2 expected to have a capacity of ~540 MBbl/d, based on an assumed slate of heavy crude oils

---

**TMEP will provide Canadian producers with much needed, additional access to global crude markets and has broad shipper support with 15-20 year take-or-pay agreements**

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\(a\) Including capitalized financing costs.

\(b\) Canadian Assoc. of Petroleum Producers (CAPP), 2016 Crude Oil Forecast, Markets & Transportation, June 2016, and KM analysis.
KML Has Significant Potential Growth Beyond TMEP

**TMPL System**

- Puget Sound pipeline capacity is capable of being expanded to ~500 MBbl/d from 240 MBbl/d today
- Capacity of TMEP could be increased to ~1,200 MBbl/d with additional power and capital without significant pipeline looping\(^{(a)}\)

**Base Line Terminal**

- Total expected cost of ~C$724 million (~C$374MM net to KML)
- Base Line is expected to have total tank storage capacity of 4.8 MMBbls
- Expected in-service throughout 2018
- The project is supported by multiple, long-term, high quality customer contracts

**Cochin Pipeline (Canada)**

- Canadian portion of the Cochin pipeline system has an additional 15 MBbl/d of capacity compared to the U.S. portion of the pipeline
  - Unused capacity could be utilized with the addition of new receipt points in Canada
- With Canadian bitumen production growth projected through 2030\(^{(b)}\), U.S. diluent imports are expected to remain an integral part of bringing Canadian bitumen to market

**Vancouver Wharves**

- One of the last remaining parcels of land available for development in Port Metro Vancouver
- ~C$250 million worth of potential capital projects have been identified and are in various evaluation and development stages

\(^{(a)}\) There are no current plans to expand the TMPL system outside of the current scope of TMEP.

\(^{(b)}\) Canadian Assoc. of Petroleum Producers (CAPP), 2016 Crude Oil Forecast, Markets & Transportation, June 2016, and KM analysis.
**KML Cash Flow**

*Material Contracted Growth from Steady Base*

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~C$106MM Adjusted EBITDA contribution related to incremental non-cash capitalized TMEP financing costs, and ~C$22MM partial year contribution from Base Line Terminal (in-svc phases in throughout 2018)

~C$1.1B Adjusted EBITDA contribution related to TMEP upon completion^(c) (expected in-svc Dec 2019), less ~C$124MM captured in 2018 and prior related to incremental capitalized TMEP financing costs, plus C$22MM from full year of Base Line Terminal operations

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**KML has over C$1.1 billion in Adjusted EBITDA growth potential in the near-term – potential to more-than-triple Adjusted EBITDA by 2020**

---

(a) Approximate CAD/USD FX rates of $0.91, $0.78 and $0.76 were used in 2014, 2015, and 2016, respectively.

(b) Base business, while expected to be relatively stable, is subject to recontracting and other risks.

(c) Based on 100% contracted and expected spot capacity utilization. Includes ~C$200MM of annual Adjusted EBITDA related to 182 MBbl/d of expected spot capacity.
KML Governance & Organizational Structure

**Governance Overview**

**Structure following IPO**
- KMI has organized KML for the purpose of acquiring and owning an approximate 30% interest in its Canadian assets
- Remaining approximate 70% interest indirectly held by KMI

**Restricted Voting Shares**
- Offered to the public pursuant to the IPO
- Voting rights at KML shareholder meetings – one vote per share
- Rights to receive dividends, if, as and when declared by KML

**Special Voting Shares**
- Held, indirectly, by KMI
- Voting rights at KML shareholder meetings – one vote per share
- No dividend rights though Class B Units will have distribution rights

**KML Board Overview (6 directors)**
- 3 Directors from KMI Management
  - Steve Kean (Chair), Kimberly Dang, and Dax Sanders
- 3 Independent Directors
  - Daniel Fournier, Gordon Ritchie (Lead Independent Director), Brooke Wade

**Organizational Structure**

- **Public Shareholders**
  - ~30% Restricted Voting Shares (Voting & Economic Interest)
- **Kinder Morgan Canada Limited ("KML") (Alberta)**
  - 100%
- **Kinder Morgan, Inc. ("KMI") (Delaware)**
  - ~70% Special Voting Shares (Voting Interest)
  - ~70% Class B Units (Economic Interest)
  - ~30% Class A Units

**KML expects to retain a majority interest in KML after the IPO**

(a) KMI ownership is indirect through its subsidiaries, KMCC and KM Canada Terminals ULC.
Capital Cost Risk Sharing

- Capital costs associated with TMEP are classified into 2 segments: (i) capped costs, and (ii) uncapped costs
- Uncapped costs are structured as follows:
  - Costs above or below the uncapped cost amount will be reflected in higher or lower tolls for shippers – neutral to the Business
  - Benchmark toll changes by ~C$0.07/Bbl per C$100MM of capital cost change (includes return component – i.e. increases in the uncapped costs are recovered and earned on)
- Capped costs are structured as follows:
  - Costs above the capped cost amount are the responsibility of the Business
  - Costs below the capped cost amount will be reflected in lower tolls for shippers by ~C$0.07/Bbl per C$100MM of capital cost for the benchmark toll

<table>
<thead>
<tr>
<th>Uncapped costs</th>
<th>Capped costs</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Price of steel for pipe</td>
<td>• All other Costs</td>
</tr>
<tr>
<td>• 2 of 7 of the more difficult pipeline construction spreads totaling ~10% of the project</td>
<td></td>
</tr>
<tr>
<td>- 1 mountain spread in the Coquihalla Summit, British Columbia (spread 5b)</td>
<td></td>
</tr>
<tr>
<td>- 1 urban spread between Langley and Burnaby, British Columbia (spread 7)</td>
<td></td>
</tr>
<tr>
<td>• Land acquisition costs between Langley and Burnaby</td>
<td></td>
</tr>
<tr>
<td>• All consultation and accommodation costs including indigenous and non-indigenous communities</td>
<td></td>
</tr>
<tr>
<td>• Burnaby Tunnel</td>
<td></td>
</tr>
</tbody>
</table>

Some of higher risk TMEP capital cost components classified as uncapped costs, with respect to which cost overruns will be reflected in increased tolls

(1) Based on current cost estimate of ~C$7.4 billion.
KML Non-GAAP Measures

Reconciliation to Net Income

Reconciliation of Net Income (Loss) to Adjusted EBITDA

<table>
<thead>
<tr>
<th>C$MM</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Income (Loss)</td>
<td>$19.5</td>
<td>($22.9)</td>
<td>$201.8</td>
</tr>
<tr>
<td>DD&amp;A</td>
<td>$88.7</td>
<td>$123.5</td>
<td>$137.2</td>
</tr>
<tr>
<td>Unrealized FX (gain)</td>
<td>$76.0</td>
<td>$175.8</td>
<td>($29.7)</td>
</tr>
<tr>
<td>(gain) loss on KMI Loans</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Income Tax Expense</td>
<td>$26.5</td>
<td>$62.1</td>
<td>$56.4</td>
</tr>
<tr>
<td>Interest, Net</td>
<td>$49.5</td>
<td>$30.1</td>
<td>$29.9</td>
</tr>
<tr>
<td>Certain item (2)</td>
<td>($3.3)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>$256.9</td>
<td>$368.7</td>
<td>$395.4</td>
</tr>
</tbody>
</table>

Reconciliation of Net Income (Loss) to DCF

<table>
<thead>
<tr>
<th>C$MM</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
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<tr>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Income Tax Expense</td>
<td>$26.5</td>
<td>$62.1</td>
<td>$56.4</td>
</tr>
<tr>
<td>Cash taxes (paid)</td>
<td>($1.5)</td>
<td>$0.4</td>
<td>($1.1)</td>
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<tr>
<td>refunded</td>
<td></td>
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<tr>
<td>Certain item (2)</td>
<td>($3.3)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Sustaining capital expenditures</td>
<td>($58.7)</td>
<td>($66.2)</td>
<td>($46.2)</td>
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<tr>
<td>DCF</td>
<td>$147.3</td>
<td>$272.7</td>
<td>$318.2</td>
</tr>
</tbody>
</table>

Note: See “Non-GAAP Measures and AFUDC”.

(a) During the years ended December 31, 2014, 2015 and 2016, net income (loss) included C$11.2MM, C$12.9MM and C$17.9MM, respectively, of capitalized equity financing costs.

(b) 2014 amount represents a gain on the sale of propane pipeline line-fill related to the Cochin Reversal Project.

(c) The table above does not include a reconciliation of forecasted net income to forecasted Adjusted EBITDA amounts included elsewhere in this presentation due to the inherent difficulty and impracticality of forecasting certain amounts required by U.S. GAAP, primarily items such as the impact of fluctuations in foreign currency exchange rates and potential changes in estimates of certain contingent liabilities.