Companies Run By Shareholders, For Shareholders

Kimberly Dang
Chief Financial Officer

September 19-20, 2012
Forward-Looking Statements / Non-GAAP Financial Measures

This presentation contains forward-looking statements. These forward-looking statements are identified as any statement that does not relate strictly to historical or current facts. In particular, statements, express or implied, concerning future actions, conditions or events, future operating results or the ability to generate revenues, income or cash flow or to make distributions or pay dividends are forward-looking statements. Forward-looking statements are not guarantees of performance. They involve risks, uncertainties and assumptions. Future actions, conditions or events and future results of operations of Kinder Morgan Energy Partners, L.P., Kinder Morgan Management, LLC, El Paso Pipeline Partners, L.P., and Kinder Morgan, Inc. may differ materially from those expressed in these forward-looking statements. Many of the factors that will determine these results are beyond Kinder Morgan's ability to control or predict. These statements are necessarily based upon various assumptions involving judgments with respect to the future, including, among others, the ability to achieve synergies and revenue growth; national, international, regional and local economic, competitive and regulatory conditions and developments; technological developments; capital and credit markets conditions; inflation rates; interest rates; the political and economic stability of oil producing nations; energy markets; weather conditions; environmental conditions; business and regulatory or legal decisions; the pace of deregulation of retail natural gas and electricity and certain agricultural products; the timing and success of business development efforts; terrorism; and other uncertainties. There is no assurance that any of the actions, events or results of the forward-looking statements will occur, or if any of them do, what impact they will have on our results of operations or financial condition. Because of these uncertainties, you are cautioned not to put undue reliance on any forward-looking statement. Please read "Risk Factors" and "Information Regarding Forward-Looking Statements" in our most recent Annual Reports on Form 10-K and our subsequently filed Exchange Act reports, which are available through the SEC's EDGAR system at www.sec.gov and on our website at www.kindermorgan.com.

We use non-generally accepted accounting principles ("non-GAAP") financial measures in this presentation, and our reconciliations of non-GAAP financial measures to our GAAP financial statements are on our website, at www.kindermorgan.com. These non-GAAP measures should not be considered an alternative to GAAP financial measures.
Kinder Morgan – Four Ways to Invest: KMP, KMR, EPB & KMI

Kinder Morgan, Inc.
KMI (C-corp) 1.037 billion shares

| Market Equity | $39.2B |
| Debt | 11.1B |
| Enterprise Value | $50.3B |
| 2012E Dividend per Share | $1.40 |

(a) Market prices as of 9/14/2012; KMI market equity based on ~1,037 million shares (assumes full conversion of Class A, B and C shares in to Class P shares) at a price of $36.23 and ~454 million warrants at a price of $3.55; figures reflect KMI share follow-on offering (including greenshoe) by sponsors settled on 8/15/2012.

(b) Debt of KMI and its subsidiaries as of 6/30/2012, pro forma for KMI dropdown of TGP / 50% EPNG to KMP; excludes debt of KMP and its subsidiaries and EPB and its subsidiaries; excludes the fair value of interest rate swaps, purchase accounting and Kinder Morgan G.P., Inc.’s $100 million of Series A Fixed-to-floating Rate Term Cumulative Preferred Stock due 2057, net of cash, pro forma for TGP / EPNG dropdown.

(c) 2012 forecast.

(d) Market prices as of 9/14/2012; KMP market equity based on ~250 million common units (includes 5.3 million Class B units owned by Kinder Morgan, Inc.; Class B units are unlisted KMP common units) at a price of $82.96, ~113 million KMR shares at a price of $75.22, and ~216 million EPB units at a price of $35.87; figures reflect KMR follow-on offering (including greenshoe) settled on 8/14/2012, issuance of KMP units to KMI as partial consideration for TGP / 50% EPNG dropdown, and EPB follow-on offering (including greenshoe) settled on 9/14/2012.

(e) Debt balances of KMP and EPB as of 6/30/2012; KMP pro forma for KMI dropdown of TGP / 50% EPNG, net of expected proceeds from FTC divestiture, and EPB pro forma for follow-on offering; exclude the fair value of interest rate swaps, net of cash.

Kinder Morgan Energy Partners, L.P.
Market Equity $29.3B
Debt 15.5B
Enterprise Value $44.7B
2012E LP Distribution per Unit $4.98

El Paso Pipeline Partners, L.P.
Market Equity $7.7B
Debt 4.3B
Enterprise Value $12.0B
2012E LP Distribution per Unit $2.25

(a) Market prices as of 9/14/2012; KMI market equity based on ~1,037 million shares (assumes full conversion of Class A, B and C shares in to Class P shares) at a price of $36.23 and ~454 million warrants at a price of $3.55; figures reflect KMI share follow-on offering (including greenshoe) by sponsors settled on 8/15/2012.

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(e) Debt balances of KMP and EPB as of 6/30/2012; KMP pro forma for KMI dropdown of TGP / 50% EPNG, net of expected proceeds from FTC divestiture, and EPB pro forma for follow-on offering; exclude the fair value of interest rate swaps, net of cash.
Our Strategy – Stay the Course

Focus on stable fee-based assets that are core to North American energy infrastructure

- Market leader in each of our business segments

Control costs

- It’s the investors’ money, not management’s – treat it that way

Leverage asset footprint to seek attractive capital investment opportunities, both expansion and acquisition

- KMP has completed $15 billion in acquisitions and $15 billion of expected greenfield / expansion projects since inception (a)
- KMI acquisition of El Paso for $38 billion

Maintaining a strong balance sheet is paramount

- Enables continued access to capital markets to grow the business
- KMP accessed capital markets for $30 billion since inception (b)

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(a) From 1997 through full-year 2012 (forecast), including dropdown and funding of TGP and 50% EPNG from KMI (net of expected proceeds from FTC divestiture)
(b) Gross capital issued through mid-year 2012, including dropdown and funding of TGP and 50% EPNG from KMI (net of expected proceeds from FTC divestiture), $27 billion net of refinancing.
Energy Midstream-Leading Asset Footprint

- 3rd largest energy company in North America with combined enterprise value of approximately $100 billion (a)
- Largest natural gas network in U.S.
  - Own an interest in / operate over 62,000 (b) miles of natural gas pipeline
  - Connected to every important U.S. natural gas resource play, including: Eagle Ford, Marcellus, Utica, Haynesville, Fayetteville and Barnett
- Largest independent transporter of petroleum products in U.S.
  - Transport ~1.9 MMBbl/d (c)
- Largest transporter of CO₂ in U.S.
  - Transport ~1.3 Bcf/d of CO₂ (c)
- 2nd largest oil producer in Texas
  - Produce ~51 MBBbl/d of crude oil gross (~34 MBBbl/d net) (c)
- Largest independent terminal operator in U.S.
  - Own an interest in or operate ~180 liquids / dry bulk terminals
  - ~111 MMBbls domestic liquids capacity
  - Handle ~108 MMtons of dry bulk products (c)
- Only Oilsands pipe serving West Coast
  - TMPL transports ~300 MBBbl/d to Vancouver / Washington State

(a) Combined EV of KMI, KMP & EPB as of 9/14/2012; adjusted for KMP / KMR / EPB units/shares owned by KMI, see footnotes on slide 3 for further information regarding certain pro forma adjustments made.
(b) Excludes Rockies assets to be divested.
(c) 2012 budgeted volumes.
$30B of Growth Capital Invested at KMP (a,b)

($ in billions)

(a) Includes equity contributions to joint ventures
(b) From 1997 through full-year 2012 (forecast), including dropdown and funding of TGP and 50% EPNG from KMI (net of expected proceeds from FTC divestiture)
(c) Full-year 2012 forecast
## How We Have Done: KMP Returns on Capital

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<td>17.8</td>
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<td>14.6</td>
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<td>Kinder Morgan Canada</td>
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<td>11.0</td>
<td>12.1</td>
<td>12.8</td>
<td>13.7</td>
<td>14.1</td>
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<td>KMP ROI</td>
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<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>
<td>14.9%</td>
<td>13.9%</td>
<td>13.5%</td>
<td>13.5%</td>
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<tr>
<td>KMP Return on Equity</td>
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<td>19.4%</td>
<td>20.9%</td>
<td>21.7%</td>
<td>23.4%</td>
<td>23.9%</td>
<td>22.6%</td>
<td>22.9%</td>
<td>25.2%</td>
<td>25.2%</td>
<td>24.3%</td>
<td>24.0%</td>
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</table>

(a) G&A is deducted to calculate the KMP ROI, but is not allocated to the segments and therefore not deducted to calculate the individual Segment ROI.
Significant Identified Growth Opportunities

*Tremendous footprint provides nearly $10B of identified growth projects over next 5 years* (a)

<table>
<thead>
<tr>
<th>Approximate Growth Capex (a) ($B)</th>
<th>Selected Potential Growth Projects</th>
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<tbody>
<tr>
<td>Natural Gas Pipelines</td>
<td>- TGP Northeast upgrade</td>
</tr>
<tr>
<td></td>
<td>- LNG expansions</td>
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<tr>
<td></td>
<td>- EPNG Mexico border expansion</td>
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<tr>
<td>Products Pipelines</td>
<td>- Condensate processing facility</td>
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<tr>
<td></td>
<td>- Cochin reversal</td>
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<td></td>
<td>- Parkway Pipeline</td>
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<tr>
<td>CO₂</td>
<td>- McElmo Dome and Doe Canyon expansions</td>
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<tr>
<td></td>
<td>- St. Johns buildout</td>
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<tr>
<td>Terminals</td>
<td>- BOSTCO project</td>
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<tr>
<td></td>
<td>- Edmonton tank expansion</td>
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<tr>
<td></td>
<td>- IMT coal export expansion</td>
</tr>
<tr>
<td></td>
<td>- Deepwater coal export handling</td>
</tr>
<tr>
<td>Kinder Morgan Canada</td>
<td>- Trans Mountain Pipeline expansion</td>
</tr>
<tr>
<td>Total</td>
<td>$9.8</td>
</tr>
</tbody>
</table>

(a) Includes KM’s proportionate share of non-wholly owned projects
Diverse Opportunity Set Comes from Existing Assets

- Pipeline / terminal expansions for Oilsands export to Asia

- CO2 source / transportation expansion to meet record demand for CO2 EOR

- Cochin conversion/reversal for Oilsands diluent

- Terminals export coal handling

- Southeast power demand growth to be fueled by natural gas

- Northeast power demand growth to be fueled by natural gas

- Mexican natural gas demand growth leading to expansion opportunities

- Pipeline conversions/handling for shale liquids

- LNG liquification

- PETROLEUM PIPELINES
- PETROLEUM PIPELINES TERMINALS
- NATURAL GAS PIPELINES
- NATURAL GAS STORAGE
- NATURAL GAS PROCESSING
- LNG TERMINALS
- LNG TERMINALS TERMINALS
- PRODUCTS PIPELINES
- PRODUCTS PIPELINES TERMINALS
- CO2 SOURCES
- CO2 OIL FIELDS
- SHALE PLAYS
- OIL SANDS
- CO2 PIPELINES
- TERMINALS
- TRANSMIX FACILITIES
- KM HEADQUARTERS
16 Years of Consistent Growth

**Total Distributions (GP + LP) ($MM)**

- **GP**
- **LP

1996-2012E CAGR = 39%

- **KMP Annual LP Distribution per Unit (b)**

1996-2012E CAGR = 14%

**KMP Net Debt to EBITDA (c)**

Note: excludes any impact from the proposed acquisition of El Paso by KMI, except as noted in footnote (c) below.

(a) In 2010, total distributions paid were $2,280 million. These distributions would have been $2,450 million ($170 million greater) if all distributions paid in August 2010 had been cash from operations, rather than a portion being a distribution of cash from interim capital transactions; the GP receives only 2% of distributions of cash from interim capital transactions; 2012 budget.

(b) Annual LP declared distributions, rounded to 2 decimals where applicable; 2012 forecast.

(c) Debt is net of cash and excluding fair value of interest rate swaps; 2012E assumes full year contribution from 100% of TGP and 50% of EPNG.
Significant Historical Returns (a)

**KMP: 25% CATR Since ’96 (b)**

KMP = $3,408

**KMI: 16% CATR Since Inception (e)**

KMI = $127

**KMR: 15% CATR Since Inception (c)**

KMR = $475

<table>
<thead>
<tr>
<th>Total Return</th>
<th>2011 (f)</th>
<th>2-yr (f)</th>
<th>3-yr (f)</th>
<th>5-yr (f)</th>
<th>10-yr (f)</th>
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<tr>
<td>KMP</td>
<td>29%</td>
<td>58%</td>
<td>129%</td>
<td>149%</td>
<td>338%</td>
</tr>
<tr>
<td>KMR</td>
<td>26%</td>
<td>66%</td>
<td>148%</td>
<td>150%</td>
<td>327%</td>
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<tr>
<td>KMI</td>
<td>11% (g)</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
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<tr>
<td>S&amp;P 500 Index</td>
<td>2%</td>
<td>17%</td>
<td>49%</td>
<td>-1%</td>
<td>33%</td>
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<tr>
<td>Alerian MLP Index</td>
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<td>173%</td>
<td>95%</td>
<td>324%</td>
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<td>MSCI REIT Index</td>
<td>9%</td>
<td>40%</td>
<td>79%</td>
<td>-7%</td>
<td>224%</td>
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<tr>
<td>Philadelphia UTY Index</td>
<td>19%</td>
<td>26%</td>
<td>39%</td>
<td>20%</td>
<td>119%</td>
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</tbody>
</table>

(d) Alerian MLP Index.
(e) Start date 2/10/2011.
(g) Annualized total return based on partial year return following IPO on 2/10/2011; partial-year return for period is 10.0%.

Source: Bloomberg.

(a) Total returns calculated on daily basis through 9/14/2012, except where noted; assumes dividends / distributions reinvested in index / stock / unit.
(b) Start date 12/31/1996.
(c) Start date 5/14/2001: KMR initial public offering; KMP CATR over same period is 15%.

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Graph 1: KMP: 25% CATR Since ’96 (b)

Dollars: $0, $500, $1,000, $1,500, $2,000, $2,500, $3,000, $3,500, $4,000

Graph 2: KMI: 16% CATR Since Inception (e)

Dollars: $0, $100, $200, $300, $400, $500, $600, $700, $800, $900, $1,000, $1,100

Graph 3: KMR: 15% CATR Since Inception (c)

Dollars: $0, $100, $200, $300, $400, $500, $600, $700, $800

Graph 4: Total Return 2011 (f) 2-yr (f) 3-yr (f) 5-yr (f) 10-yr (f)

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<thead>
<tr>
<th></th>
<th>2011</th>
<th>2-yr</th>
<th>3-yr</th>
<th>5-yr</th>
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Stable, Diversified Cash Flow

- **Addition of El Paso assets increases natural gas pipeline business mix**
  - KMP’s natural gas pipelines segment contribution increases from ~30% to ~38% pro forma for dropdown of TGP / 50% EPNG and FTC divestitures (a)
  - EPB is 100% natural gas pipelines
  - KMI’s overall linkage to natural gas pipelines increases from ~30% to ~54 (a)

- **Stable, FERC-regulated, fee-based, long-haul, interstate pipeline revenue will constitute the largest portion of Kinder Morgan’s pro forma cash flow profile**

- **Cash flow stability supported by scale and scope of combined company’s comprehensive infrastructure system**
  - Nationwide gas infrastructure system will interconnect with every major system in the U.S. and serve every major U.S. end-market

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2012 Pro Forma Business Mix (a)

- **KMP**
  - Natural Gas Pipelines: 38%
  - CO₂ S&T: 7%
  - CO₂ Oil Production: 20%
  - Terminals: 16%
  - Products: 15%
  - Kinder Morgan Canada: 4%

- **EPB**
  - Natural Gas Pipelines: 100%

- **KMI Consolidated**
  - Natural Gas Pipelines: 54%

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(a) Segment earnings before DD&A including proportionate amount of JV DD&A and excluding certain items; as if drop downs of 100% of TGP and 50% of EPNG, as well as the FTC divestitures, occurred on 1/1/2012.
Risks

- **Regulatory (KMP/EPB/KMI)**
  - Pacific Products Pipeline FERC / CPUC cases
  - Periodic rate reviews
  - Unexpected policy changes

- **Crude oil production volumes (KMP)**

- **Crude oil prices (KMP)**
  - 2012 budget assumes $93.75/Bbl realized price on unhedged barrels
  - 2012 sensitivity is ~$5.8 million DCF per $1/Bbl change in crude oil prices

- **Economically sensitive businesses (e.g., steel terminals) (KMP)**

- **Environmental (KMP/EPB/KMI)**

- **Terrorism (KMP/EPB/KMI)**

- **Interest rates (KMP/EPB/KMI)**
  - Full-year impact of 100-bp increase in floating rates equates to ~$55 million increase in interest expense at KMP, ~$6 million increase at EPB, and ~$35 million increase at KMI (a)

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(a) As of 6/30/2012, pro forma for KMI dropdown of TGP / 50% EPNG and net of expected KMP proceeds from FTC divestiture.
Attractive Value Proposition

- Unparalleled asset footprint
- Highly visible, attractive dropdown inventory at KMI via El Paso pipeline assets
- Significant, identified growth opportunities across each segment
- Attractive returns driven by combination of yield plus growth
- Established track record
- Industry leader in all business segments
- Experienced management team
- Supportive general partner
- Transparency to investors
Appendix
KMP System Map
KMP’s Diversified Cash Flow

- ~60% interstate
- ~40% intrastate (c)
- ~55% pipelines
- ~45% associated terminals / transmix
- ~27% CO2 transport and sales
- ~73% oil production-related
  - Production hedged (b):
    - 2012=80% ($91)
    - 2013=65% ($95)
    - 2014=41% ($95)
    - 2015=21% ($96)
- ~55% liquids
- ~45% bulk
- 100% petroleum pipelines

(a) Forecast segment earnings before DD&A including proportionate amount of JV DD&A and excluding certain items; pro forma for dropdown of TGP / 50% EPNG and FTC divestiture as if occurring on 1/1/2012.
(b) Percent of estimated net crude oil and heavy natural gas liquids production; 2012 = July through December.
(c) Includes upstream assets
KMP 2012 Growth Expenditure Forecast

Pre-dropdown = $2.3 billion (a,b,c)

Post-dropdown = $5.3 billion (a,b,d)

(a) Expansion capital expenditures aggregate for KMP of approximately $1,614 million excluding TGP / 50% EPNG dropdown, or approximately $1,685 million including TGP / 50% EPNG dropdown
(b) Includes equity contributions to joint ventures; aggregate for KMP of approximately $250 million excluding TGP / 50% EPNG dropdown, or approximately $261 million including TGP / 50% EPNG dropdown
(c) Products Pipelines includes growth capital expenditures for Kinder Morgan Canada of $11 million
(d) Includes acquisitions; aggregate for KMP of approximately $423 million excluding TGP / 50% EPNG dropdown, or approximately $3,343 million including TGP / 50% EPNG dropdown (net of expected proceeds from FTC divestiture).
EPB System Map

Rockies:
- 100% Wyoming Interstate Co. (WIC)
- 100% Colorado Interstate Gas (CIG)
- 100% Cheyenne Plains (CPGP)

Southeast:
- 100% Southern Natural Gas (SNG)
- 100% Southern LNG (SLNG)
Well-positioned in Natural Gas

- **2012 Business Mix**
  - 88% Natural Gas Pipelines
  - 12% LNG

**Natural Gas**

- **Highly stable cash flow stream**
  - Over 90% of revenue comes from capacity reservation charges
  - Average contract life of ~8 years
  - Minimal throughput and commodity exposure

- **Opportunities for growth**
  - Continue history of distribution growth
    - Targeting 17% growth in 2012
  - Integration cost savings (most already in place)
  - Dropdown opportunities from KMI
  - Expansion opportunities
    - Growing power generation demand in Southeast
    - LNG exports
    - Demand growth on Front Range, Colorado
    - Storage in Rockies and Southeast
KMI Overview

- KMI pays regular c-corp dividend with attractive combination of yield plus growth
- KMI Investments / Assets:
  - Investment in MLPs
    - KMP:
      - General Partner (GP) interest receives incentive distributions from KMP
      - KMI owns ~11% of total limited partner (LP) interests
    - EPB:
      - GP interest receives incentive distributions from EPB
      - KMI owns ~44% of total LP interests
  - Remaining assets available for dropdown to MLPs
    - 50% of El Paso Natural Gas (EPNG) (a)
    - 50% of Florida Gas Transmission (FGT)
    - 50% of Ruby
    - 50% of Gulf LNG (GLNG)
    - 50% of El Paso Midstream (a)
      - Altamont gathering & processing
      - Camino Real gathering
  - KMI’s legacy 20% investment in NGPL – no current plans to dropdown
- Substantial management commitment through ownership of KMI stock:
  - Public ~54%
  - Rich Kinder, other management and original stockholders ~28%
  - Sponsors ~18%

(a) KMP owns other 50% interest
Stable Fee-based Cash Flow, Substantial Growth Opportunities Through MLPs

- Vast majority of cash flow comes from stable, fixed-fee energy infrastructure
  - ~85% from fee-based energy pipelines, storage and ancillary services
  - ~15% oil production-related
    - Price exposure substantially hedged through 2015 (a)

- Levered to growth opportunities at the MLPs
  - Dropdown pipeline for KMP / EPB
    - Highly visible, attractive dropdown inventory at KMI via El Paso pipeline assets
  - KMI intends to return to being a pure-play GP in 2014 with completion of multi-year dropdown phase
  - Nearly $10 billion of identified potential growth projects over next 5 years
  - Limited capital expenditures at KMI

(a) See KMP crude oil hedge profile on slide 18
KMI Remaining Assets Available For Dropdown

Plan to move all assets to KMP / EPB over time, except NGPL (a)

(a) Plan to dropdown all assets to KMP / EPB over time, except for KMI legacy 20% interest in NGPL which is currently expected to remain at KMI.
Appendix
KMR 101

- **KMR is KMP**
  - KMR shares are pari passu with KMP units
  - KMR dividend equal to KMP cash distribution, but paid in additional shares; effectively a dividend reinvestment program (a)
  - Like KMP units, KMR shares are tax efficient — but with simplified tax reporting (no K-1s, UBTI)

- **KMR is a significant entity**
  - KMR market cap = $8.5 billion, ~30% of total KMP capitalization
  - ~$26 million in daily liquidity

- **KMR has generated a 15% compound annual total return since 2001 IPO, vs. 15% for KMP** (b)

- **Potential for KMP to become self-funding through KMR dividend**
  - Possibility of KMR share buybacks if quarterly dividends exceed equity funding needs

- **Insiders prefer KMR**
  - Management has purchased KMR at a rate of about 3:1 vs. KMP, or 9:1 excluding one transaction (c)
  - $13 million in total management purchases of KMR since IPO (c)

---

Note: All figures through / as of 9/14/2012.
(a) Calculation of share dividend: KMP quarterly cash distribution per unit divided by KMR 10-day average price prior to x-date = fractional share paid for every KMR share owned, e.g. $1.23 / $79.145 = 0.015541 share; example reflects actual KMR share dividend calculated for 2Q 2012 paid on 8/14/2012; refer to KMP 2Q 2012 10-Q for more information.
(b) See footnotes on slide 11 for explanation of total return calculations.
(c) Purchase of KMR shares and KMP units by directors and officers of KMR/KMP since the KMR IPO in 2001, as reported in SEC Form 4 filings; 9:1 ratio excludes one open market purchase of KMP units relating to an arrangement requiring cash distributions for payment of interest.
### Promises Made, Promises Kept

**KMP Budgeted**

<table>
<thead>
<tr>
<th>Year</th>
<th>LP Distribution ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>$1.60</td>
</tr>
<tr>
<td>2001</td>
<td>$1.95</td>
</tr>
<tr>
<td>2002</td>
<td>$2.40</td>
</tr>
<tr>
<td>2003</td>
<td>$2.63</td>
</tr>
<tr>
<td>2004</td>
<td>$2.84</td>
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<td>2005</td>
<td>$3.13</td>
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<td>2006</td>
<td>$3.28</td>
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<td>2007</td>
<td>$3.44</td>
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<tr>
<td>2008</td>
<td>$4.02</td>
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<tr>
<td>2009</td>
<td>$4.20</td>
</tr>
<tr>
<td>2010</td>
<td>$4.40</td>
</tr>
<tr>
<td>2011</td>
<td>$4.60</td>
</tr>
<tr>
<td>2012</td>
<td>$4.98 (a)</td>
</tr>
</tbody>
</table>

**KMI Budgeted**

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>$1.16 (b)</td>
</tr>
<tr>
<td>2012</td>
<td>$1.35 (c)</td>
</tr>
</tbody>
</table>

**KMP Actual**

<table>
<thead>
<tr>
<th>Year</th>
<th>LP Distribution ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>$1.71</td>
</tr>
<tr>
<td>2001</td>
<td>$2.15</td>
</tr>
<tr>
<td>2002</td>
<td>$2.435</td>
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<td>2003</td>
<td>$2.63</td>
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<tr>
<td>2004</td>
<td>$2.87</td>
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<td>2005</td>
<td>$3.13</td>
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<tr>
<td>2006</td>
<td>$3.26</td>
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<tr>
<td>2007</td>
<td>$3.48</td>
</tr>
<tr>
<td>2008</td>
<td>$4.02</td>
</tr>
<tr>
<td>2009</td>
<td>$4.20</td>
</tr>
<tr>
<td>2010</td>
<td>$4.40</td>
</tr>
<tr>
<td>2011</td>
<td>$4.61</td>
</tr>
</tbody>
</table>

**KMI Actual**

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>$1.20 (b)</td>
</tr>
</tbody>
</table>

**EPB Forecast**

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>$2.25 (a)</td>
</tr>
</tbody>
</table>

**EPB Actual**

<table>
<thead>
<tr>
<th>Year</th>
<th>Dividend</th>
</tr>
</thead>
</table>

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(a) Original 2012 budget / current target.
(b) Presented as if KMI were publically traded for all of 2011.
(c) Original 2012 budget excluding EP was $1.35, current target is $1.40 including EP.

---

KMP achieved LP distribution target in 11 out of 12 years.
Toll Road-like, Fee-based Business Model

<table>
<thead>
<tr>
<th>Natural Gas Pipelines (KMP/EPB/KMI)</th>
<th>Products Pipelines (KMP)</th>
<th>CO₂ (KMP)</th>
<th>Terminals (KMP)</th>
<th>Kinder Morgan Canada (KMP)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Volume Security</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Interstate: virtually all take or pay</td>
<td>- Interstate: ~75% take or pay (a)</td>
<td>- Volume based</td>
<td>- S&amp;T: primarily minimum volume guarantee</td>
<td>- Take or pay, minimum volume guarantees, or requirements</td>
</tr>
<tr>
<td>- Intrastate: ~75% take or pay (a)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Avg. Remaining Contract Life</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Transportation: KMP ranging from ~3-18 yrs, EPB ~8 yrs</td>
<td>- Transportation: KMP ranging from ~3-18 yrs, EPB ~8 yrs</td>
<td>- Not applicable</td>
<td>- S&amp;T: 4.0 yrs</td>
<td>- Liquids: 4.0 yrs</td>
</tr>
<tr>
<td><strong>Pricing Security</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Interstate: primarily fixed based on contract</td>
<td>- Interstate: primarily fixed based on contract</td>
<td>- PPI + 2.65%</td>
<td>- S&amp;T: 70% of revenue protected by floors</td>
<td>- Based on contract; typically fixed or tied to PPI</td>
</tr>
<tr>
<td>- Intrastate: primarily fixed margin</td>
<td>- Intrastate: primarily fixed margin</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Regulatory Security</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Interstate: regulatory return mitigates downside; may receive higher recourse rates for increased costs</td>
<td>- Pipeline: regulatory return mitigates downside</td>
<td>- Primarily unregulated</td>
<td>- Not price regulated (d)</td>
<td>- Regulatory return mitigates downside</td>
</tr>
<tr>
<td>- Intrastate: essentially market-based</td>
<td>- Intrastate: essentially market-based</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Commodity Price Exposure</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Interstate: no direct</td>
<td>- Interstate: no direct</td>
<td>- No direct</td>
<td>- Full-yr impact is ~$5.8MM in DCF per $1/Bbl change in oil price</td>
<td>- No direct</td>
</tr>
<tr>
<td>- Intrastate: limited</td>
<td>- Intrastate: limited</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

All figures as of 1/1/2012, except where noted
(a) Transportation for intrastate pipelines includes term purchase and sale portfolio, 75% figure is prior to acquisition of 50% interest in El Paso Midstream
(b) Assumes 1-year rate 2012 settlement on Trans Mountain
(c) Percent of Jul-Dec 2012 expected production, includes heavier NGL components (C4+)
(d) Terminals not FERC regulated, except portion of CALNEV.
Business Segments
Natural Gas Pipelines Segment

Long-term Growth Drivers:
- Highly visible, attractive dropdown inventory at KMI via El Paso pipeline assets
- Natural gas the logical fuel of choice
  - Cheap, abundant, domestic and clean
- Unparalleled natural gas network
  - Sources natural gas from every important natural gas resource play in the U.S.
    - Eagle Ford, Marcellus, Utica, Haynesville, Fayetteville and Barnett
  - Connected to every major demand center in the U.S.
- Demand growth and shifting supply from multiple basins lead to:
  - Pipeline / storage expansions and extensions
  - Greenfield development
  - Optionality of deploying portions of existing footprint in different product uses
- Expand service offerings to customers (e.g. treating and G&P)
- LNG exports
- Acquisitions

Note: reflects KMP divestiture of Rockies assets.
Products Pipelines Segment

Well-located with origin in refinery / port hubs and terminus in population centers

**Long-term Growth Drivers:**
- Development of shale play liquids infrastructure
  - Condensate transportation, processing and storage services from Eagle Ford
    - Condensate processing facility located in Houston Ship Channel, in-service Jan-2014
  - Crude / condensate service on Cochin, target in-service 2014
- Parkway Pipeline in-service 2013
- Increased fuel export opportunities
- RFS (a) increases demand for storage and ancillary services
  - Ethanol and biodiesel growth including terminals and pipeline expansions
- Tariff index adjustments / organic volume growth
- Tuck-in acquisitions

---

(a) RFS (U.S. Renewable Fuels Standard) requires an increase in use of renewable fuels, from 15 Bgal/yr in 2012 to 36 Bgal/yr in 2022.
Terminals Segment

**Long-term Growth Drivers:**
- $1.6 billion of identified major projects
- Newbuild and expansion of export coal and petcoke terminals (IMT, Houston, Whiting)
- Expansions and higher rates at well-located, high-connectivity terminals
- Petroleum exports
- Canadian crude oil merchant tankage
- Increase in use of renewable fuels (a) leads to ethanol / biofuel expansion
- Acquisition of terminals from “mom and pop” owners and from majors

(a) RFS (U.S. Renewable Fuels Standard) requires an increase in use of renewable fuels, from 15 Bgal/yr in 2012 to 36 Bgal/yr in 2022.
CO₂ Segment

Long-term Growth Drivers:

- Strong demand for CO₂
  - Expansion of CO₂ source fields and pipelines
    - Several large, long-term CO₂ S&T contracts executed
  - Higher rates and better terms on new/renewed CO₂ S&T contracts
  - St. Johns CO₂ field acquisition

- Billions of barrels of domestic oil still in place to be recovered at SACROC, Yates and Katz
Kinder Morgan Canada Segment

**Long-term Growth Drivers:**

- Expand Oilsands export capacity to West Coast and Asia
  - TMPL is lowest-cost option for expansion to West Coast
  - Following successful open season, major expansion under way
    - More than doubling capacity from 300 MBbl/d currently to approximately 750 MBbl/d
    - Strong commercial support from shippers with binding 20-year contracts for 510 MBbl/d of firm transport capacity
    - Projected cost of $4.1 billion
    - Proceeding with initial project design and planning
    - Expected in-service 2017

- Expanded dock capabilities (Vancouver)