Raymond James Institutional Investors Conference

March 2019
Disclosure

Forward looking statements / non-GAAP financial measures

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GAAP – Unless otherwise stated, all historical and estimated future financial and other information and the financial statements included in this presentation have been prepared in accordance with generally accepted accounting principles in the United States (“GAAP”).

Non-GAAP – In addition to using financial measures prescribed by GAAP, 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 this presentation under “Non-GAAP Financial Measures and Reconciliations”. These non-GAAP measures do not have any standardized meaning under GAAP and therefore may not be comparable to similarly titled measures presented by other issuers. As such, they should not be considered as alternatives to GAAP financial measures. See “Non-GAAP Financial Measures and Reconciliations” below.

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Forward looking statements / non-GAAP financial measures

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The foregoing list should not be construed to be exhaustive. In addition to the foregoing, important factors that could cause actual results to differ materially from those expressed in or implied by forward-looking statements include the risks and uncertainties described in KML’s most recent Annual Report on Form 10-K and subsequently filed Exchange Act reports filed with the SEC and on SEDAR (including under the headings “Risk Factors,” “Information Regarding Forward-Looking Statements” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” and elsewhere), which are available through the SEC’s EDGAR system at www.sec.gov, under KML’s profile on SEDAR at www.sedar.com and on KML’s website at www.kindermorgancanadalimited.com.
Globally, the Need for Energy is Growing

Natural gas and petroleum demand expected to grow for decades to come

**STEADY GROWTH IN GLOBAL ENERGY DEMAND**

<table>
<thead>
<tr>
<th>Billion tons of oil equivalent</th>
<th>2000</th>
<th>2017</th>
<th>2025</th>
<th>2030</th>
<th>2040</th>
</tr>
</thead>
<tbody>
<tr>
<td>Coal</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Nuclear</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Natural gas</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Petroleum and liquids</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>Renewables</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
</tbody>
</table>

**DEMAND GROWTH DRIVEN BY DEVELOPING ECONOMIES**

% of incremental demand from 2017 to 2040

- India 32%
- China 26%
- SE Asia 15%
- Africa 15%
- Latin America 10%
- Rest of World 2%

- India’s energy demand projected to more than double, the single largest source of global demand growth
- China projected to become the world’s biggest oil consumer and the largest importer of both oil and natural gas
- Over 650 million people expected to still lack access to electricity in 2030

Population growth, urbanization and economic development create growing demand for affordable, reliable energy sources

Source: International Energy Agency World Energy Outlook 2018, New Policies Scenario. New Policy Scenario considers (1) today’s policy frameworks, (2) the continued evolution of known technologies and (3) policy ambitions announced as of August 2018, including commitments made under the Paris Agreement.
U.S. is the Largest Oil and Gas Producer in the World

Abundant supply enables growing U.S. role as exporter

Long runway of expected growth in U.S. oil and gas production

- Current estimates for U.S. proved reserves of oil and natural gas are at record levels and approximately double estimates from a decade ago\(^{(a)}\)
  - Crude oil: \(~42\) billion barrels
  - Natural gas: \(~464\) trillion cubic feet
- U.S. accounts for >50% of expected global supply increase from 2017 to 2025 given substantial growth in shale production
- In 2025, U.S. is projected to produce nearly 1/5th of every barrel of oil and 1/4th of every cubic meter of natural gas in the world
- ~33% expected growth in U.S. oil and natural gas production 2017 to 2025

Disparities between countries with the largest resource base and those with growing energy demand make energy security key

- Reliability and affordability are important considerations for importers
- U.S. is advantaged versus other resource-rich countries
  - Competitive marketplace driving continued innovation
  - Reliable rule of law with enforceable contracts
  - Stable regulatory environment

Connecting vast U.S. supplies to growing demand markets will drive new infrastructure and higher utilization of existing assets

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**Source:** International Energy Agency World Energy Outlook 2018, New Policies Scenario. Scenario assumes (1) today's policy frameworks and (2) policy ambitions announced as of August 2018.

\(^{(a)}\) U.S. Energy Information Administration (EIA) Proved Reserves Estimates as of YE2017 (published November 2018). Crude oil includes condensate and natural gas includes NGLs.
Kinder Morgan: Leader in North American Energy Infrastructure

Unparalleled and irreplaceable asset footprint built over decades

Largest natural gas transmission network in North America
- ~70,000 miles of natural gas pipelines
- Connected to every important U.S. natural gas resource play and key demand centers
- Move ~40% of natural gas consumed in the U.S.

Largest independent transporter of refined products in North America
- Transport ~1.7 mmbbl/d of refined products
- ~6,900 miles of refined products pipelines
- ~5,800 miles of other liquids pipelines (crude and natural gas liquids)

Largest independent terminal operator in North America
- 157 terminals
- 16 Jones Act vessels

Largest transporter of CO₂ in North America
- Transport ~1.2 Bcfd of CO₂

Leading infrastructure provider across multiple critical energy products

Note: Mileage and volumes are company-wide per 2019 budget. 2019 budgeted Segment EBDA before Certain Items plus JV DD&A. See Non-GAAP Financial Measures and Reconciliations.
## Our Strategy

### Stable, fee-based assets
- Core energy infrastructure
- Safe & efficient operator
- Multi-year contracts
- >90% take-or-pay and fee-based cash flows

### Financial flexibility
- 2019 Budget Adjusted Net Debt / Adjusted EBITDA of 4.5x\(^{(a)}\)
- Low cost of capital
- Recent credit rating upgrades to mid-BBBs
- Ample liquidity
- Simple C-Corp structure

### Disciplined capital allocation
- Conservative assumptions
- High return thresholds
- Self-funding at least equity portion of capex with cash flow
- Ongoing evaluation of best alternative for free cash flow use

### Enhancing shareholder value
- Attractive projects
- Dividend growth
- Share repurchases
- Highly-aligned management (~14% ownership)

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Run for shareholders by shareholders

\(a\) See Non-GAAP Financial Measures and Reconciliations.
A Core Energy Infrastructure Holding

Significant cash flow generation, significant value to shareholders

>$40 billion market capitalization
One of the 10 largest energy companies in the S&P 500

Investment grade rated debt
Recent upgrades to BBB / Baa2 by S&P and Moody’s reflect balance sheet strength

~$7.8 billion Adjusted EBITDA
budgeted for 2019

25% dividend growth in 2019 & 2020
$1.00 in 2019 and $1.25 in 2020

$2 billion share buyback program
purchased ~$525 million since December 2017

Note: Adjusted EBITDA is a non-GAAP measure. See Non-GAAP Financial Measures and Reconciliations.
Cash Flow Generation Machine

~$5 billion of 2019B distributable cash flow (DCF) = ~$2 billion for dividends + ~$3 billion to enhance shareholder value

$ billions

2016

$3.4

$1.1

2017

$3.4

$1.1

2018

$2.9

$1.8

2019 Budget

$2.7

$2.3

2019B dividend coverage of 2.2x\(^{(a)}\)

Generated ~$10 billion of DCF after dividends in last 3 years

Note: See Non-GAAP Financial Measures and Reconciliations. a) 2019B DCF divided by 2019B common dividends declared.
Stable, Multi-Year Fee-Based Cash Flow

~96% of 2019B segment cash flow is from take-or-pay and other fee-based contracts or hedged\(^{(a)}\)

- **66% Fee-Based Take-or-Pay**: highly dependable cash flow under multi-year contracts
  - Entitled to payment regardless of throughput for periods of up to 20+ years

- **25% Other Fee-Based**: dependable cash flow, volumes largely independent from commodity price
  - Supported by stable volumes, critical infrastructure between major supply hubs and stable end-user demand
  - **Products Pipelines (10%)**: competitively advantaged connection between refineries and end markets has resulted in stable or growing refined products piped volumes (2011-2019E CAGR of 1.4%)\(^{(b)}\)
  - **Natural Gas Pipelines (10%)**: gathering and processing cash flow underpinned by dedications of economically viable acreage
  - **Terminals / other (5%)**: 86% of fee-based cash flow associated with high-utilization liquids assets and requirements contracts for petcoke and steel

- **5% Hedged**: disciplined approach to managing price volatility
  - \(\text{CO}_2\) actual oil volumes produced have been within 1.4% of budget over the past 11 years
  - Substantially hedged near-term exposure
  - \(\text{CO}_2\) oil production hedge schedule\(^{(c)}\):

<table>
<thead>
<tr>
<th>Year</th>
<th>Hedged Vol.</th>
<th>% Hedged</th>
<th>Avg. Px.</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>31,813</td>
<td>67%</td>
<td>$56</td>
</tr>
<tr>
<td>2020</td>
<td>17,000</td>
<td>49%</td>
<td>$56</td>
</tr>
<tr>
<td>2021</td>
<td>9,400</td>
<td>42%</td>
<td>$55</td>
</tr>
<tr>
<td>2022</td>
<td>3,500</td>
<td>31%</td>
<td>$57</td>
</tr>
</tbody>
</table>

- **4% Commodity Based**

\(\text{CO}_2\) actual oil volumes produced have been within 1.4% of budget over the past 11 years

\(^{(a)}\) Based on 2019 budgeted Segment EBDA before Certain Items plus JV DD&A. See Non-GAAP Financial Measures and Reconciliations.

\(^{(b)}\) Kinder Morgan refined products volumes transported. Volumes include SFPP, CALNEV, Central Florida, Plantation Pipe Line (KM share).

\(^{(c)}\) Percentages based on currently hedged crude oil and propane volumes as of 12/31/2018 relative to crude oil, propane and heavy NGL (C4+) net equity production projected for FY 2019, and the Ryder Scott reserve report for 2020-2022 historically below management expectations.
Capital Allocation Priorities

Right-sized balance sheet and set dividend target through 2020; continually assessing best use of available capital

**Balance Sheet**
Achieved Adjusted Net Debt / Adjusted EBITDA target of ~4.5x

**Dividend**
Dividend targets set through 2020 with 25% growth in each year
- 2019: $1.00/share
- 2020: $1.25/share

**Capital Projects**
Target return threshold well in excess of cost of capital
Given current return threshold, projects expected to generate higher returns than share repurchases
- Continually re-evaluate

**Share Repurchase**
Repurchased $525mm of $2bn buyback program
Additional share repurchases can come from cash in excess of capital projects and dividends

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a) See Non-GAAP Financial Measures and Reconciliations.
Significant Growth Projected for U.S. Natural Gas

Kinder Morgan transports ~40% of all natural gas consumed in the U.S.

U.S. NATURAL GAS DEMAND

<table>
<thead>
<tr>
<th>Sector</th>
<th>2018</th>
<th>2030E</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net LNG exports</td>
<td>3</td>
<td>17</td>
<td>↑14</td>
</tr>
<tr>
<td>Power</td>
<td>29</td>
<td>33</td>
<td>↑4</td>
</tr>
<tr>
<td>Industrial</td>
<td>23</td>
<td>26</td>
<td>↑4</td>
</tr>
<tr>
<td>Net Mexico exports</td>
<td>5</td>
<td>6</td>
<td>↑2</td>
</tr>
<tr>
<td>Transport</td>
<td>0</td>
<td>2</td>
<td>↑2</td>
</tr>
<tr>
<td>Residential</td>
<td>14</td>
<td>14</td>
<td>↑1</td>
</tr>
<tr>
<td>Other</td>
<td>17</td>
<td>20</td>
<td>↑3</td>
</tr>
<tr>
<td><strong>Total U.S. Natural Gas Demand</strong></td>
<td><strong>90</strong></td>
<td><strong>119</strong></td>
<td><strong>↑29</strong></td>
</tr>
</tbody>
</table>

U.S. production projected to grow by >30 Bcfd or ~37% through 2030 driven by four key basins:
- Permian, 8
- Haynesville, 8
- Eagle Ford, 4
- Other U.S., 37

Projected U.S. demand growth of >30% primarily from net LNG exports +14 Bcfd, power +4 Bcfd and industrial +4 Bcfd

U.S. Natural Gas Demand is Concentrated in Gulf Coast

>70% of forecasted 2018-2030 growth transits Texas and Louisiana, where we have significant assets in place

Forecasted Texas and Louisiana demand and export growth between 2018 and 2030:

- **LNG Export Demand**
  - +404%
  - +13 Bcf/d

- **Industrial Demand**
  - +24%
  - +2 Bcf/d

- **Exports to Mexico**
  - +60%
  - +2 Bcf/d

- **Other Demand**
  - +99%
  - +2 Bcf/d

- **Power Demand**
  - +1,431%
  - +0.4 Bcf/d

$5.7bn of Commercially Secured Capital Projects Underway

Significant opportunities primarily resulting from expansive natural gas footprint

<table>
<thead>
<tr>
<th>Commercially Secured Capital Projects</th>
<th>Demand Pull / Supply Push</th>
<th>KMI Capital ($ billion)</th>
<th>Estimated In-Service Date</th>
<th>Capacity</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Natural Gas</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Permian takeaway projects (GCX, PHP, EPNG, NGPL)</td>
<td>Supply Push</td>
<td>$1.3</td>
<td>Q4 2019 – 2020</td>
<td>5.6 Bcfd</td>
</tr>
<tr>
<td>Elba liquefaction and related terminal facilities</td>
<td></td>
<td>1.2</td>
<td>2019</td>
<td>0.4 Bcfd</td>
</tr>
<tr>
<td>Bakken G&amp;P expansions (Hiland Williston Basin)</td>
<td>Supply Push</td>
<td>0.5</td>
<td>2019</td>
<td>Various</td>
</tr>
<tr>
<td>Expansions to supply LNG export (TX Intrastates, NGPL, KMLP)</td>
<td></td>
<td>0.4</td>
<td>2020 - 2022</td>
<td>2.7 Bcfd</td>
</tr>
<tr>
<td>Mexico export (EPNG, Sierrita)</td>
<td>Supply Push</td>
<td>0.2</td>
<td>2020</td>
<td>0.6 Bcfd</td>
</tr>
<tr>
<td>Other natural gas</td>
<td>Supply Push</td>
<td>0.4</td>
<td>Various</td>
<td>&gt;2.1 Bcfd</td>
</tr>
<tr>
<td><strong>Total Natural Gas</strong></td>
<td></td>
<td>$3.9</td>
<td></td>
<td>~68% of total at 5.4x EBITDA multiple</td>
</tr>
<tr>
<td><strong>Other segments</strong></td>
<td></td>
<td>1.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Backlog</strong></td>
<td></td>
<td>$5.7</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- **Other segments’ backlog includes:** $1.2 billion for CO₂ Oil & Gas, $0.4 billion for CO₂ & Transport, $0.1 billion for Products Pipelines and $0.1 billion for Terminals
  - Primarily liquids-related opportunities

- **~$2.3 billion of projects placed into service and ~$2.5 billion of new projects added during 2018**

- **Beyond the backlog, expect $2 to $3 billion per year of ongoing organic investment opportunities:**
  - Predominantly natural gas opportunities related to LNG export (supply and liquefaction), Marcellus / Utica takeaway capacity, additional power generation and incremental Gulf Coast deliverability

Note: See Non-GAAP Financial Measures and Reconciliations. EBITDA multiple reflects KM share of estimated capital divided by estimated Project EBITDA. Numbers in table may not sum due to rounding.
### Project Highlights: Gulf Coast Express and Permian Highway

Providing Permian natural gas production with broad U.S. Gulf Coast market optionality

<table>
<thead>
<tr>
<th>Gulf Coast Express (GCX)</th>
<th>Permian Highway Pipeline (PHP)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Mainline:</strong></td>
<td></td>
</tr>
<tr>
<td>448 miles of 42&quot; pipeline</td>
<td>~430 miles of 42&quot; pipeline</td>
</tr>
<tr>
<td>50 miles of 36&quot; lateral</td>
<td></td>
</tr>
<tr>
<td><strong>Origination point:</strong></td>
<td></td>
</tr>
<tr>
<td>Waha Hub</td>
<td>Waha area</td>
</tr>
<tr>
<td><strong>Termination point:</strong></td>
<td></td>
</tr>
<tr>
<td>Near Agua Dulce, Texas</td>
<td>Katy, Texas area and connections to Gulf Coast and Mexico markets</td>
</tr>
<tr>
<td><strong>Operator and constructor:</strong></td>
<td>KM Texas Pipeline (KMTP)</td>
</tr>
<tr>
<td><strong>Ownership:</strong></td>
<td></td>
</tr>
<tr>
<td>35% KM / 25% DCP / 25% Targa / 15% Altus (Apache)</td>
<td>40% KM / 40% EagleClaw Midstream Ventures / 20% anchor shipper affiliate(a)</td>
</tr>
<tr>
<td><strong>Capacity:</strong></td>
<td></td>
</tr>
<tr>
<td>2.0 Bcfd</td>
<td>2.1 Bcfd</td>
</tr>
<tr>
<td><strong>Capital (100%):</strong></td>
<td></td>
</tr>
<tr>
<td>~$1.75 billion</td>
<td>~$2.1 billion</td>
</tr>
<tr>
<td><strong>In-Service:</strong></td>
<td></td>
</tr>
<tr>
<td>October 2019</td>
<td>October 2020</td>
</tr>
<tr>
<td><strong>Min. contract term:</strong></td>
<td></td>
</tr>
<tr>
<td>10 years</td>
<td>10 years</td>
</tr>
<tr>
<td><strong>Current status:</strong></td>
<td></td>
</tr>
<tr>
<td>▪ Capacity fully-subscribed under long-term, binding agreements</td>
<td>▪ Final investment decision to proceed made September 2018</td>
</tr>
<tr>
<td>▪ Construction in progress and on schedule for October 1, 2019 in-service</td>
<td>▪ Initial capacity fully-subscribed and under long-term, binding agreements</td>
</tr>
<tr>
<td>▪ Pipeline and compression procured</td>
<td>▪ Awarded pipeline construction contracts on all spreads</td>
</tr>
<tr>
<td>▪ Awarded pipeline construction contracts on all spreads</td>
<td>▪ In commercial discussions with shippers for expansion capacity</td>
</tr>
</tbody>
</table>

Leading provider of Permian takeaway solutions
Leveraging our significant infrastructure already in-place

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(a) KM’s and EagleClaw’s ultimate ownership interests may vary between ~27% and 40%, depending on outcome of equity ownership options held by an additional anchor shipper affiliate.
**Strong Liquids Fundamentals**

Attractive opportunities to supply U.S. products to consumers here and abroad

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**GLOBAL LIQUIDS CONSUMPTION EXPECTED TO EXCEED 100 MILLION BARRELS PER DAY BY 2019**

<table>
<thead>
<tr>
<th>Year</th>
<th>North America</th>
<th>Rest of World</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>96</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>97</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>99</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>100</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>102</td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td>103</td>
<td></td>
</tr>
</tbody>
</table>

**GROWTH LED BY CHINA AND INDIA (2018 – 2020)**

- Rest of World: +2.5 mmbbld
- North America: +0.6 mmbbld

**EXPORT CAPACITY REQUIRED TO DELIVER U.S. SUPPLIES TO GROWING DEMAND MARKETS**

KM liquids exports from Gulf Coast (mmbd)

Source: U.S. Energy Information Administration, Short Term Energy Outlook (January 2019), KM internal data (CAGR calculated on a rolling 3 months basis beginning Q1 2016).
Leading Refined Products Terminal Hub on U.S. Gulf Coast
Our premier refined products aggregation and market-clearing terminaling hub on the Houston Ship Channel

Largest independent refined products terminal hub in U.S.
- 43 million barrels of total capacity
- Handles ~15% of total U.S. exports of gasoline, gasoline blend stocks and distillates\(^{(a)}\)
- Unmatched pipeline connectivity
- Built for inbound / outbound flexibility
- Pipeline, rail, barge, ship and truck capabilities
- Highly-contracted, highly-utilized

Clearing point for domestic and international markets
- Pipeline connectivity to domestic markets in East Coast and Midcontinent
- Marine connectivity to global markets
- Scale allows for centralized operations to maximize customer optionality

Built to serve the world’s most competitive refining and petrochemical industry across multiple products
- Refined product core focus with complementary chemicals and renewables capabilities
- Difficult to replicate

Nearly $2 billion invested in our Houston hub since 2010

Our Integrated Houston Ship Channel Terminal Footprint

# Asset | Connectivity
--- | ---
20 | Inbound Pipelines
15 | Outbound Pipelines
14 | Cross-Channel Pipelines
12 | Barge Docks
11 | Ship Docks
9 | Bay Truck Rack
3 | Unit Train Facilities

10 Houston area refineries and local chemical plants
Texas, Midcontinent, and East Coast markets
Interconnecting the system
Receipt and delivery of products and blendstocks
Serving export and Jones Act markets
Averaging ~90 mbbl/d of local Houston market deliveries
Crude oil, condensate, and ethanol

\(^{(a)}\) KM market share calculated using internal data for KM export volumes and U.S. Energy Information Administration data for U.S. export volumes for the 12 months ended November 2018 (latest EIA data available).
### Beyond the Backlog

**Strong long-term fundamentals to drive additional opportunities**

<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Takeaway for significant Marcellus / Utica natural gas growth</td>
<td></td>
</tr>
<tr>
<td>Storage to support renewable power generation and LNG exports</td>
<td></td>
</tr>
<tr>
<td>Infrastructure to support U.S. energy exports</td>
<td></td>
</tr>
<tr>
<td>Grow crude and NGL footprint out of Bakken and elsewhere</td>
<td></td>
</tr>
<tr>
<td>Haynesville 2.0</td>
<td></td>
</tr>
<tr>
<td>Market access for surging Permian Basin production</td>
<td></td>
</tr>
<tr>
<td>Transport natural gas to supply LNG exports</td>
<td></td>
</tr>
</tbody>
</table>

~$800 billion of North American energy infrastructure investment required to support expected growth through 2035\(^{(a)}\)

---

\(^{(a)}\) Estimate per ICF (June 2018).
### Compelling Investment Opportunity

Returning value to shareholders via significant dividend growth | Attractive valuation

#### DRILL-DOWN OF S&P 500 COMPANIES

- **409** 2019E Net Debt / 2019E EBITDA <5.0x
- **298** Investment grade
- **124** Market cap >$35bn
- **21** 18E-20E EPS CAGR >15%
- **3** 2019E dividend yield >4%
- **18E-20E dividend CAGR >20%**

#### ENTERPRISE VALUE / 2019E EBITDA

**Attractive valuation provides upside potential**

- **10.4x** KMI
- **11.8x** S&P 500

#### 2019E DIVIDEND YIELD\(^{(a)}\)

More than double S&P 500

- **5%** KMI
- **2%** S&P 500

---

Source: Bloomberg. Share price, market capitalization, enterprise value, ratings, and consensus estimates of KMI and of S&P 500 index (SPX) as of 2/21/2019. Consensus calculations of non-GAAP financial measures may differ from such measures as defined and calculated by KMI. See Non-GAAP Financial Measures and Reconciliations.

\(a\) 2019E declared dividend per share divided by share price as of 2/21/2019.
KMI: A Compelling Investment Opportunity

Strategically-positioned assets generating substantial cash flow with significant long-term growth opportunities

~90% take-or-pay or fee-based earnings (a)

~$7.8 billion = 2019B Adjusted EBITDA

~$5.0 billion = 2019B Distributable Cash Flow

25% dividend increase in 2019 and 2020

Highly-aligned management (14% stake)

Active stock buyback program

Market sentiment may change, but we'll stay focused on making money for our shareholders

Note: See Non-GAAP Financial Measures and Reconciliations.
a) Based on 2019B Segment EBDA plus JV DD&A.
Appendix
KMI: 2019 Guidance – Published Budget

Strong fundamentals and strategic footprint support steady growth in our diversified, fee-based cash flow

### Key Metrics

<table>
<thead>
<tr>
<th>Metric</th>
<th>2019 Budget</th>
<th>△ from 2018</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adjusted EBITDA</td>
<td>$7.8 billion</td>
<td>3%</td>
<td></td>
</tr>
<tr>
<td>Distributable Cash Flow</td>
<td>$5.0 billion</td>
<td>6%</td>
<td>Meaningful increases despite sale of Trans Mountain asset</td>
</tr>
<tr>
<td>DCF per Share</td>
<td>$2.20</td>
<td>4%</td>
<td></td>
</tr>
<tr>
<td>Dividend per Share</td>
<td>$1.00</td>
<td>25%</td>
<td>Returning additional value to shareholders via dividend increase</td>
</tr>
<tr>
<td>Discretionary Capital&lt;sup&gt;(a)&lt;/sup&gt;</td>
<td>$3.1 billion</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Year-end Adj. Net Debt / Adj.</td>
<td>4.5x</td>
<td></td>
<td>Recently upgraded to BBB / Baa2 by S&amp;P and Moody’s; positive outlook for upgrade by Fitch</td>
</tr>
<tr>
<td>EBITDA</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Plan to use internally generated cash flow to fully fund dividend payment and vast majority of growth capital expenditures. No need to access equity markets.

---

Note: See Non-GAAP Financial Measures and Reconciliations.

<sup>(a)</sup> Includes $2.0 billion growth capital and $1.1 billion JV contributions ($0.7 billion of expansion capital and $0.6 billion of debt repayments, net of $0.2 billion of partner contributions for our consolidated JVs).
Energy Toll Road
Cash flow security with ~90% from take-or-pay and other fee-based contracts

<table>
<thead>
<tr>
<th>2019B EBDA %</th>
<th>Natural Gas Pipelines</th>
<th>Products Pipelines</th>
<th>Terminals</th>
<th>CO₂</th>
</tr>
</thead>
<tbody>
<tr>
<td>61%</td>
<td>61%</td>
<td>15%</td>
<td>14%</td>
<td>10%</td>
</tr>
</tbody>
</table>

**Asset Mix (% of Segment EBDA)**
- 72% interstate pipelines
- 9% intrastate pipelines and storage
- 19% gathering, processing and treating (G&P)
- 60% refined products
- 40% crude
- 78% liquids
- 61% terminals
- 17% Jones Act tankers
- 22% bulk
- 62% oil production related
- 38% CO₂ & transport

**Volume Security**
- Interstate & LNG: ~94% take-or-pay\(^{(a)}\)
- Intrastate: ~76% take-or-pay\(^{(a,b)}\)
- Crude: ~61% take-or-pay\(^{(a)}\)
- Liquids & Jones Act: ~80% take-or-pay\(^{(d)}\)
- CO₂ & Transport: ~83% minimum volume committed

**Average Remaining Contract Life**
- Interstate / LNG: 6.3 / 13.4 years
- Intrastate: 4.6 years\(^{(b)}\)
- Crude: 2.4 years
- Liquids: 3.6 years
- Jones Act: 1.8 years\(^{(c)}\)
- CO₂ & Transport: 7.2 years

**Pricing Security**
- Interstate: primarily fixed based on contract
- Intrastate: primarily fixed margin
- G&P: primarily fixed price
- Refined products: generally not applicable
- Crude: 2.4 years
- Refined products: annual FERC tariff escalator (PPI-FG + 1.23%)
- Crude / NGLs: primarily fixed based on contract
- Based on contract; typically fixed or tied to PPI
- CO₂ & Transport: ~80% protected by contractual price floors\(^{(a)}\)
- O&G: volumes ~67% hedged\(^{(d)}\)

**Regulatory Security**
- Interstate: regulated return
- Intrastate: essentially market-based
- G&P: market-based
- Pipelines: regulated return
- Terminals & transmix: not price regulated\(^{(a)}\)
- Not price regulated
- Primarily unregulated

**Commodity Price Exposure**
- Interstate: no direct exposure
- Intrastate: limited exposure
- G&P: limited exposure
- Minimal, limited to transmix business
- No direct exposure
- Full-year 2019: ~$6mm in DCF per $1/Bbl change in oil price

**Note:** All figures as of 1/1/2019, unless otherwise noted.

\(a\) Based on 2019 budgeted Segment EBDA before Certain Items plus JV DD&A. See Non-GAAP Financial Measures and Reconciliations.

\(b\) Includes term sale portfolio.

\(c\) Jones Act vessels: average remaining contract term is 1.8 years, or 3.9 years including options to extend.

\(d\) Percentage of FY2019 budgeted net crude oil, propane and heavy NGL (C4+) net equity production.

\(e\) Terminals not FERC regulated, except portion of CALNEV.
Established track record of investing $2 to $3 billion per year in growth projects

Note: Discretionary capital includes equity contributions to joint ventures which may include debt repayments, and excludes $19.8 billion of capital for acquisitions since 2008.

b) Excludes capital expenditures of our Canadian assets from KML IPO (May 2017) forward, though we do include these expenditures in the denominator of our ROI calculation.
c) Includes $2.0 billion growth capital and $1.1 billion JV contributions ($0.7 billion of expansion capital and $0.6 billion of debt repayments, net of $0.2 billion of partner contributions for our consolidated JVs).
Successfully Achieving Attractive Build Multiples

Disciplined steward of capital

Competitive advantages:

- Expansive asset base — ability to leverage or repurpose steel already in the ground
- Connected to practically all major supply sources
- Established deliverability to primary demand centers — final mile builds typically expensive to replicate due to congestion
- Strong balance sheet and ample liquidity — internal cash flow available to fund nearly all investment needs

Expansive footprint creates opportunities for differentiated returns

Note: See Non-GAAP Financial Measures and Reconciliations.
Includes certain projects placed in commercial service prior to 2015, but were still under construction.

- Multiple reflects KM share of invested capital divided by Project EBITDA generated in its second full year of operations. Excludes CO₂ segment projects.
- Capital invested is actual, except for 2 projects ($444mm of capex, 4% of total capex), which are partially in service. EBITDA is actual or current estimate.
High-Quality, Diversified Customer Base
Strong customer credit, valuable services limit KMI’s risk

Diverse, primarily investment grade customers limit counterparty risk
- Our average customer represents less than 0.1% of 2019 budgeted net revenue
- Top 25 customers generate ~48% of KMI’s 2019 budgeted net revenue
- 238 customers individually contribute at least $5mm in budgeted net revenue
  - Collectively represent ~87% of KMI’s 2019 budgeted net revenue
  - ~5% from customers with B- or lower rating

~69% of 2019 budgeted net revenue generated by end-users
- Includes utilities, LDCs, refineries, chemical companies, large integrated companies, etc.

Note: Company credit ratings as of 1/9/2019 per S&P and Moody’s. The charts use S&P’s equivalent rating symbols utilizing a blended rate for split-rated companies. Net revenues include our share of unconsolidated joint ventures and net margin for our Texas Intrastate customers and other midstream businesses.
Consistently generated over $7 billion of Adjusted EBITDA each year through multiple market disruptions and significant strategic efforts, including asset sales and deleveraging.

Note: See Non-GAAP Financial Measures and Reconciliations. Reconciliation for 2014 Adjusted EBITDA provided in 2015 Analyst Day slide deck available on Kinder Morgan website. EBITDA from expansion projects includes Natural Gas, Products, and Terminals segments.

a) Headwinds during 2015 and 2016 in coal market led to bankruptcy filings of three of our largest customers and the cancellation of a contract.

b) Change in consolidated Adjusted Net Debt from 9/30/2015 through 12/31/2018.
Environmental, Social and Governance (ESG)
Committed to being a good corporate citizen

**Prioritizing ESG Every Day**

**Operations Management System**
- Intentional, systematic risk management activities established to maintain compliance, to reveal and manage risk and to continually improve our safety and compliance culture

**Board Oversight**
- KMI and KML Board Environmental, Health and Safety (EHS) Committees oversee ESG matters

**Multiple policies outline our approach to Environmental and Social responsibility**
- EHS Policy Statement – Reinforcement of our commitment to EHS principles
- Biodiversity – Minimize impacts on biodiversity in areas where we work and operate
- Indigenous Peoples and Aboriginal Relations – Commitment to communicate and cooperate with Indigenous and Aboriginal peoples
- Community Relations – Build and maintain healthy relationships throughout the areas where we operate through two-way engagement and dialogue to build trust and foster collaboration

Published first stand-alone ESG Report in October 2018
- Guided by the Sustainability Accounting Standards Board (SASB) standards and Task Force on Climate-related Financial Disclosures (TCFD) guidance
- Also informed by the Global Reporting Initiative (GRI) and CDP (formerly the Carbon Disclosure Project) frameworks
- Positive feedback received on report:
  - "comprehensive, transparent, and thoughtful" – Large Institutional Investor
  - “Kinder Morgan's ESG report provides a clear example of improved sustainability disclosure to investors.” – SASB

Publicly reporting ESG metrics since 2007
- Have performed better than industry averages across majority of metrics reported
- Employees' - including management's - bonuses are tied to performing better than industry averages and our own 3-year averages
- **Metrics reported:** Employee Injury / Illness Rates and Avoidable Vehicle Accidents, KM Contractor Injuries / Illnesses, Gas Pipeline Incidents, Liquid Releases from Onshore Pipeline Right-of-Way
- Recognized by Environmental Defense Fund (EDF) for moving forward on methane disclosure and establishing quantitative methane targets
- Rated by EDF in the top quartile of midstream sector for methane disclosures

Leader in Methane Emission Reductions
- 20+ year involvement in EPA’s voluntary Natural Gas STAR program
  - Cumulative methane emission reductions of 108 Bcf, equivalent to the CO2 emissions from the energy used in 5.6 million homes in one year
- Founding Member of ONE (Our Nation’s Energy) Future
  - KM’s transmission and storage sector emissions intensity target is 0.31% by 2025

For consolidated ESG information, please visit the ESG / sustainability page on KMI and KML websites
Asset Integrity and Safety are Top Priorities
Kinder Morgan’s EHS metrics consistently outperform the industry

Safe operation of our assets is mission critical to our long-term success
- We continue to reduce operational risks, which in turn benefits our employees, contractors, assets, the public, and the environment
- We strive for improvement in safety and efficiency of existing operations
- Additionally, we properly execute expansions and effectively integrate acquired operations

Kinder Morgan’s EHS statistics consistently outperform the industry average
- We track 31 safety metrics and post monthly updates to our public website
- Currently we are outperforming the industry in 27 of the 31 metrics that we track\(^{(a)}\)

---

\(^{(a)}\) Based on period-end Kinder Morgan metrics versus most applicable industry performance.
KMI Business Risks

Summary

- Regulatory
  - FERC rate cases (Products Pipelines and Natural Gas Pipelines)
  - Provincial, state, and local permitting issues
- CO₂ crude oil production volumes
- Throughput on our volume-based assets
- Commodity prices
  - 2019 budget average strip price assumptions: $60.00/bbl for crude and $3.15/mmbtu for natural gas
  - Price sensitivities (full-year):
    | Price Δ | Commodity          | DCF Impact |
    |---------|--------------------|------------|
    | $1/bbl  | Oil                | ~$8mm      |
    | $0.10/mmbtu<sup>(a)</sup> | Natural Gas | ~$1mm      |
    | 1%      | NGL / Crude Ratio  | ~$3mm      |
- Project cost overruns / in-service delays
- Interest rates
  - Sensitivity (full-year): 100-bp change in floating rates = ~$110 million interest expense impact<sup>(b)</sup>
- Foreign exchange rates
  - 2019 budget rate assumption of 0.76 USD per 1.00 CAD
  - Sensitivity (full-year): 0.01 ratio change = ~$0.4 million DCF impact
- Environmental (e.g., pipeline / asset failures)
- Economically sensitive business
- Cyber security

---

<sup>a</sup> Natural Gas Midstream sensitivity incorporates current hedges, and assumes ethane recovery for majority of year, constant ethane frac spread vs. natural gas prices.

<sup>b</sup> As of 12/31/2018, approximately $11.0 billion of KMI’s long-term debt was floating rate (~30% floating).
**Joint Venture Treatment in Key Metrics**

| **Example JVs** | **KM controls and fully consolidates**  
(third party portion referred to as noncontrolling interests in financial statements) | **KM does not control or consolidate**  
(KM portion referred to as equity investments in financial statements) |
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>KML (~70%), Elba Liquefaction (51%), BOSTCO (55%)</td>
<td>NGPL (50%), SNG (50%), FGT (50%), MEP (50%), FEP (50%), Gulf LNG (50%)</td>
<td></td>
</tr>
</tbody>
</table>

| **Net Income** | **Includes 100% of JV Net Income**  
(consolidated throughout income statement line items) | **Includes KM owned % of JV Net Income**  
(included in Earnings from Equity Investments) |
|----------------|-------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------|
| **Net Income Available to Common Stockholders** | **Includes KM owned % of JV Net Income**  
(excludes Net Income Attributable to Noncontrolling Interests) | **Includes KM owned % of JV Net Income**  
(included in Earnings from Equity Investments) |
| Adjusted EBITDA | **Includes 100% of KML**  
(KML debt consolidated at KMI)  
Otherwise, includes KM owned % of JV’s (Net Income + DD&A + Book Taxes + Interest Expense)  
(excludes Net Income Attributable to Noncontrolling Interests except KML’s) | **Includes KM owned % of JV’s (Net Income + DD&A + Book Taxes)  
(i.e., after interest expense)** |
| Distributable Cash Flow (DCF) | **Includes KM owned % of JV’s (Net Income + DD&A + Book Taxes – Cash Taxes – Sustaining CapEx)  
(excludes all Net Income Attributable to Noncontrolling Interests)** | **Includes KM owned % of JV’s (Net Income + DD&A + Book Taxes – Cash Taxes – Sustaining CapEx)** |
| Debt | **100% of JV debt included, if any**  
(fully consolidated on balance sheet)  
**Includes 50% of KML preferred equity in Adjusted Net Debt** | **No JV debt included**  
(JV’s Adjusted EBITDA contribution is after interest expense) |
| Sustaining Capex |  | **Includes KM owned % of JV sustaining capital** |
| Growth Capex and Contributions to JVs |  | **Includes KM contributions to JVs based on % owned, including for projects and debt repayment** |

**Note:** See Non-GAAP Financial Measures and Reconciliations.
Natural Gas Segment Overview
Connecting key natural gas resources with major demand centers

Asset Summary

<table>
<thead>
<tr>
<th>Natural Gas Pipelines:</th>
<th>~70,000 Miles</th>
</tr>
</thead>
<tbody>
<tr>
<td>NGL Pipelines:</td>
<td>~2,700 Miles</td>
</tr>
<tr>
<td>U.S. Natural Gas Consumption Moved:</td>
<td>~40%</td>
</tr>
<tr>
<td>Working Gas Storage Capacity:</td>
<td>657 Bcf</td>
</tr>
</tbody>
</table>

2019B EBDA\(^{(a)}\): ~$5.1 billion

Project Backlog:

$3.9 billion of committed growth projects over the 2019-2022 time period\(^{(b)}\)

- Permian takeaway, including de-bottlenecking and new builds
- LNG liquefaction (Elba Island)
- Transport projects supporting LNG exports
- Bakken G&P expansions
- Mexico

---

\(\text{a)}\) 2019 budgeted Segment EBDA before Certain Items plus JV DD&A. See Non-GAAP Financial Measures and Reconciliations.

\(\text{b)}\) Includes KM share of non-wholly owned projects. Includes projects currently under construction.
Growth Driver: Buildout of U.S. LNG Exports

Our natural gas network serves significant LNG export capacity and is well-positioned to capture more.

GLOBAL DEMAND DRIVING SIGNIFICANT BUILDOUT OF U.S. LNG EXPORT CAPABILITIES
Forecasted U.S. liquefaction capacity (Bcfd)


OUR NETWORK REACHES MULTIPLE EXPORT FACILITIES

Contracted to transport ~5.7 Bcfd to U.S. liquefaction facilities across our network with an 19-year average term.
Growth Driver: Surging Permian Production

Building 4 Bcfd of new natural gas takeaway capacity | Ability to leverage our assets to competitively serve future growth

Our existing footprint reaches across Texas and connects into all major demand markets
- Interconnected deliverability to Houston markets (power, petchem), substantial LNG export capacity and Mexico

Potential to leverage existing assets into long-haul Permian crude oil pipeline projects
- KM Crude and Condensate (KMCC) pipeline to facilitate deliverability into the Houston refining and export markets

Growing Permian production will require an additional long-haul, large capacity natural gas pipeline beginning in 2021

PERMIAN NATURAL GAS PRODUCTION FORECAST\(^{(a)}\)

<table>
<thead>
<tr>
<th>Year</th>
<th>Bcfd</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>6</td>
</tr>
<tr>
<td>2019</td>
<td>8</td>
</tr>
<tr>
<td>2020</td>
<td>10</td>
</tr>
<tr>
<td>2021</td>
<td>12</td>
</tr>
<tr>
<td>2022</td>
<td>14</td>
</tr>
<tr>
<td>2023</td>
<td>16</td>
</tr>
<tr>
<td>2024</td>
<td></td>
</tr>
<tr>
<td>2025</td>
<td></td>
</tr>
</tbody>
</table>

\(^{(a)}\) Source: WoodMackenzie, North America Gas Markets Long-Term Outlook, Fall 2018.
Highly-Contracted Natural Gas Pipelines

Contracted capacity and term by region

<table>
<thead>
<tr>
<th>NET ANNUAL INCREMENTAL RE-CONTRACTING EXPOSURE (KM SHARE):</th>
<th>Assumptions</th>
</tr>
</thead>
<tbody>
<tr>
<td>% of $8.4bn 2019B Total Segment EBDA(a)</td>
<td>-</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interstate pipelines</td>
<td>-0.7%</td>
<td>-2.3%</td>
</tr>
<tr>
<td>G&amp;P and Intrastates</td>
<td>-0.2%</td>
<td>-0.3%</td>
</tr>
<tr>
<td><strong>Total Natural Gas Pipeline Segment</strong></td>
<td><strong>-0.9%</strong></td>
<td><strong>-2.6%</strong></td>
</tr>
</tbody>
</table>

Re-contracting exposure of base business relatively limited and expected to be more than offset by growth projects underway, continued increases in usage, volume growth and improved storage values

---

*(a) 2019 budgeted Segment EBDA before Certain Items plus JV DD&A. See Non-GAAP Financial Measures and Reconciliations.*
FERC-Regulated Interstate Natural Gas Assets
Summary statistics, including remaining contract term and rate moratorium dates (where applicable)

<table>
<thead>
<tr>
<th>#</th>
<th>Asset Name (Nickname)</th>
<th>KM Ownership</th>
<th>Miles</th>
<th>Transport Capacity (Bcfd)</th>
<th>Storage Capacity (Bcf)</th>
<th>Avg. Remaining Contract Term (years)</th>
<th>% of 2017 Revenues from Negotiated or Discounted Rates</th>
<th>Rate Moratorium through Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Tennessee Gas Pipeline (TGP)</td>
<td>100%</td>
<td>11,800</td>
<td>12.1</td>
<td>110</td>
<td>8.4 / 3.8 (a)</td>
<td>61%</td>
<td>Under negotiation</td>
</tr>
<tr>
<td>2</td>
<td>El Paso Natural Gas (EPNG)</td>
<td>100%</td>
<td>10,200</td>
<td>5.7</td>
<td>44</td>
<td>5.5</td>
<td>76%</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Natural Gas Pipeline (NGPL)</td>
<td>50%</td>
<td>9,100</td>
<td>7.6</td>
<td>288</td>
<td>5.4 / 4.0 (a)</td>
<td>80%</td>
<td>6/30/2022</td>
</tr>
<tr>
<td>4</td>
<td>Southern Natural Gas (SNG)</td>
<td>50%</td>
<td>6,950</td>
<td>4.3</td>
<td>69</td>
<td>6.2 / 2.8 (a)</td>
<td>29%</td>
<td>8/31/2021</td>
</tr>
<tr>
<td>5</td>
<td>Florida Gas Transmission (FGT)</td>
<td>50%</td>
<td>5,350</td>
<td>3.9</td>
<td>—</td>
<td>9.2</td>
<td>46%</td>
<td>1/31/2021</td>
</tr>
<tr>
<td>6</td>
<td>Colorado Interstate Gas (CIG)</td>
<td>100%</td>
<td>4,300</td>
<td>5.2</td>
<td>38</td>
<td>6.2 / 6.4 (a)</td>
<td>30%</td>
<td>9/30/2020</td>
</tr>
<tr>
<td>7</td>
<td>Wyoming Interstate (WIC)</td>
<td>100%</td>
<td>850</td>
<td>3.8</td>
<td>—</td>
<td>3.5</td>
<td>68%</td>
<td>12/31/2020</td>
</tr>
<tr>
<td>8</td>
<td>Ruby Pipeline</td>
<td>50% (b)</td>
<td>680</td>
<td>1.5</td>
<td>—</td>
<td>3.5</td>
<td>95%</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>Mdcontinent Express (MEP)</td>
<td>50%</td>
<td>510</td>
<td>1.8</td>
<td>—</td>
<td>1.7</td>
<td>96%</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>Mojave Pipeline</td>
<td>100%</td>
<td>470</td>
<td>0.4</td>
<td>—</td>
<td>1.0</td>
<td>1%</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>Cheyenne Plains (CP)</td>
<td>100%</td>
<td>410</td>
<td>1.2</td>
<td>—</td>
<td>1.7</td>
<td>95%</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>TransColorado (TCGT)</td>
<td>100%</td>
<td>310</td>
<td>0.8</td>
<td>—</td>
<td>0.9</td>
<td>93%</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>Elba Express (EEC)</td>
<td>100%</td>
<td>200</td>
<td>1.1</td>
<td>—</td>
<td>18.0</td>
<td>100%</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>Fayetteville Express Pipeline (FEP)</td>
<td>50%</td>
<td>185</td>
<td>2.0</td>
<td>—</td>
<td>2.2</td>
<td>100%</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>KM Louisiana Pipeline (KMLP)</td>
<td>100%</td>
<td>135</td>
<td>3.0</td>
<td>—</td>
<td>0.8</td>
<td>100%</td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>Sierra Pipeline</td>
<td>35%</td>
<td>60</td>
<td>0.2</td>
<td>—</td>
<td>20.8</td>
<td>100%</td>
<td></td>
</tr>
<tr>
<td>17</td>
<td>Horizon Pipeline</td>
<td>25%</td>
<td>30</td>
<td>0.4</td>
<td>—</td>
<td>5.5</td>
<td>77%</td>
<td></td>
</tr>
<tr>
<td>18</td>
<td>KM Illinois Pipeline (KMP)</td>
<td>50%</td>
<td>3</td>
<td>0.2</td>
<td>—</td>
<td>3.0</td>
<td>100%</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>Southern LNG Co. (SLNG)</td>
<td>100%</td>
<td>—</td>
<td>1.8</td>
<td>12</td>
<td>13.8</td>
<td>78%</td>
<td></td>
</tr>
<tr>
<td>20</td>
<td>Bear Creek Storage</td>
<td>75%</td>
<td>—</td>
<td>—</td>
<td>59</td>
<td>n.a.</td>
<td>0%</td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>Young Gas Storage</td>
<td>47.5%</td>
<td>—</td>
<td>—</td>
<td>6</td>
<td>6.4</td>
<td>0%</td>
<td>Pending FERC approval</td>
</tr>
</tbody>
</table>

**Significant assets under multi-year agreements and/or rate moratorium**

**Meaningful % of 2017 revenues from negotiated or discounted rates**

---

a) Average remaining contract term shown for transport / storage contracts.
b) Reflects third party ownership of a 50% preferred interest.
501-G Process Update

Resolution expected to occur over time with opportunities to mitigate potential financial impact

Status:

- Filed a Form 501-G for 19 assets during Q4 2018\(^a\)
- SNG and Young Gas Storage have entered into negotiated settlements with their customers
- Currently in settlement negotiations with customers of EPNG and TGP
- FERC initiated a Section 5 proceeding against Bear Creek Storage Company, LLC
- FERC closed the 501-G docket for Horizon Pipeline Company, LLC
- No change to estimate of $100 million total unmitigated potential impact from eventual pass through of tax rate reduction

Considerations:

- Earn meaningful % of revenues from negotiated and/or discounted rates, which should not be impacted by tariff rate changes
- Multi-year customer agreements and rate moratoria are in place on several assets, which preserve rates during those periods
- Ability to negotiate valuable service options (e.g., delivery points, pressure rates) rather than exclusively financial terms
- Incremental investments and increases in operating costs to be factored into new rates

Regulatory goal of passing on tax reduction to customers most efficiently solved with direct customer negotiations

Fully-litigated rate cases require substantial financial and human capital resources

\(^a\) FERC granted a waiver for SNG given a recent negotiated settlement with customers and an extension for TGP given ongoing settlement negotiations with customers.
Products Segment Overview

Strategic footprint with significant cash flow generation

Asset Summary

<table>
<thead>
<tr>
<th>Pipelines(a):</th>
<th>~9,500 Miles</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018 Throughput(a)</td>
<td>~2.3 mmbbl/d</td>
</tr>
<tr>
<td>Condensate Processing Capacity</td>
<td>100 mbbld</td>
</tr>
<tr>
<td>Transmix</td>
<td>5 facilities</td>
</tr>
<tr>
<td>Terminals:</td>
<td>67 Terminals</td>
</tr>
<tr>
<td>Terminals Tank Capacity</td>
<td>~39 mmbbls</td>
</tr>
<tr>
<td>Pipeline Tank Capacity</td>
<td>~15 mmbbls</td>
</tr>
</tbody>
</table>

2019B EBDA(b): ~$1.3 billion

Project Backlog:

$0.1 billion of identified growth projects over the 2019-2020 time period(c)

- Plantation Roanoke expansion
- Enhanced capabilities for condensate splitter
- Multiple refined products terminaling projects
- Various Bakken crude gathering projects

---

a) Volumes and mileage include SFPP, CALNEV, Central Florida, Plantation Pipe Line (KM share), KMCC, Camino Real, Double Eagle (KM share), Double H and Hiland Crude Gathering.
b) 2019 budgeted Segment EBDA before Certain Items plus KM share of JV DD&A. See Non-GAAP Financial Measures and Reconciliations.
c) Includes KM share of non-wholly owned projects. Includes projects currently under construction.
## Terminals Segment Overview

Diversified terminaling network connected to key refining centers and market hubs

### Asset Summary

<table>
<thead>
<tr>
<th>Description</th>
<th>Terminals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Kinder Morgan Terminals:</td>
<td>157</td>
</tr>
<tr>
<td>Terminals Segment – Bulk</td>
<td>34</td>
</tr>
<tr>
<td>Terminals Segment – Liquids</td>
<td>56</td>
</tr>
<tr>
<td>Products Pipelines Segment Terminals</td>
<td>67</td>
</tr>
<tr>
<td>Jones Act:</td>
<td>16</td>
</tr>
</tbody>
</table>

### 2019B EBDA\(^{(a)}\): \(~$1.2\ billion\)

### Project Backlog:

**$0.1\ billion** to be completed in 2019-2021\(^{(b)}\)

- Diesel tank expansion at Vancouver Wharves
- Investments to expand services at existing terminal facilities in Houston Ship Channel and other locations

---

\(^{(a)}\) 2019 budgeted Segment EBDA before Certain Items plus KM share of JV DD&A. See Non-GAAP Financial Measures and Reconciliations.

\(^{(b)}\) Includes KM share of non-wholly owned projects. Includes projects currently under construction.
CO₂ Segment Overview

World class, fully integrated assets — CO₂ source to crude oil production and takeaway in the Permian Basin

<table>
<thead>
<tr>
<th>CO₂ Reserves</th>
<th>KMI Interest</th>
<th>NRI</th>
<th>Location</th>
<th>Remaining Deliverability</th>
<th>OGIP (tcf)</th>
</tr>
</thead>
<tbody>
<tr>
<td>McElmo Dome</td>
<td>45%</td>
<td>37%</td>
<td>SW Colorado</td>
<td>20+ years</td>
<td>22.0</td>
</tr>
<tr>
<td>Doe Canyon</td>
<td>87%</td>
<td>68%</td>
<td>SW Colorado</td>
<td>10+ years</td>
<td>3.0</td>
</tr>
<tr>
<td>Bravo Dome(a)</td>
<td>11%</td>
<td>8%</td>
<td>NE New Mexico</td>
<td>10+ years</td>
<td>12.0</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Pipelines</th>
<th>KMI Interest</th>
<th>Location</th>
<th>Capacity (mmcfpd)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cortez</td>
<td>53%</td>
<td>McElmo Dome to Denver City</td>
<td>1,500</td>
</tr>
<tr>
<td>Bravo(a)</td>
<td>13%</td>
<td>Bravo Dome to Denver City</td>
<td>375</td>
</tr>
<tr>
<td>Central Basin (CB)</td>
<td>100%</td>
<td>Denver City to McCamey</td>
<td>700</td>
</tr>
<tr>
<td>Canyon Reef</td>
<td>97%</td>
<td>McCamey to Snyder</td>
<td>290</td>
</tr>
<tr>
<td>Centerline</td>
<td>100%</td>
<td>Denver City to Snyder</td>
<td>300</td>
</tr>
<tr>
<td>Pecos</td>
<td>95%</td>
<td>McCamey to Iraan</td>
<td>125</td>
</tr>
<tr>
<td>Eastern Shelf</td>
<td>100%</td>
<td>Snyder to Katz</td>
<td>110</td>
</tr>
<tr>
<td>Wink (crude)</td>
<td>100%</td>
<td>McCamey to Snyder to El Paso</td>
<td>145 mbbl</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Crude Reserves(b)</th>
<th>KMI Interest</th>
<th>NRI</th>
<th>Location</th>
<th>OOIP (billion bbls)</th>
</tr>
</thead>
<tbody>
<tr>
<td>SACROC</td>
<td>97%</td>
<td>83%</td>
<td>Permian Basin</td>
<td>2.8</td>
</tr>
<tr>
<td>Yates</td>
<td>50%</td>
<td>44%</td>
<td>Permian Basin</td>
<td>5.0</td>
</tr>
<tr>
<td>Katz</td>
<td>99%</td>
<td>83%</td>
<td>Permian Basin</td>
<td>0.2</td>
</tr>
<tr>
<td>Goldsmith</td>
<td>99%</td>
<td>87%</td>
<td>Permian Basin</td>
<td>0.5</td>
</tr>
<tr>
<td>Tall Cotton</td>
<td>100%</td>
<td>88%</td>
<td>Permian Basin</td>
<td>0.7</td>
</tr>
</tbody>
</table>

2019B EBDA(c): ~$853 million

a) Not KM-operated.
b) In addition to KM’s interests above, KM has a 22%, 51%, and 100% working interest in the Snyder gasplant, Diamond M gasplant and North Snyder gasplant, respectively.
c) 2019 budgeted Segment EBDA before Certain Items plus JV DD&A. See Non-GAAP Financial Measures and Reconciliations.
Overview of Kinder Morgan Canada Limited (TSX: KML)

Stable, fee-based assets central to Western Canada’s energy infrastructure

Assets include integrated terminals and pipelines that support a key piece of Western Canada’s economy
- Largest merchant crude oil terminal position in Alberta with ~12 million barrels of storage capacity
- Largest crude-by-rail loading terminal in North America
- Canadian portion of Cochin pipeline delivering condensate for blending
- Largest mineral concentrate export / import facility on west coast of North America located in Vancouver, British Columbia (B.C.)

Cash flows underpinned by primarily long-term, take-or-pay contracts with high-quality customers
- No direct commodity price exposure
- Long history with customers at major assets

Initial Public Offering on TSX in May 2017
- Common equity is ~70% owned by KMI and ~30% owned by the public

Recently sold Trans Mountain pipeline and expansion project to the Canadian government for C$4.5 billion\(^{(a)}\)
- Distributed proceeds of C$11.40 per restricted voting share as a return of capital on 1/3/2019
- Completed 1-for-3 reverse stock split following the distribution
- Expect to declare annualized dividend of C$0.65 per split-adjusted share in 2019

\(^{(a)}\) Before customary purchase price adjustments.
KML Asset Snapshot: Leading Crude Oil Terminal Footprint

Fully-integrated terminals in Canada’s Edmonton crude oil hub | C$1.3 billion invested since 2006 with opportunities ahead

<table>
<thead>
<tr>
<th>Storage Terminals</th>
<th>Rail Terminals</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>North 40 (N40)</strong></td>
<td><strong>Base Line Tank Terminal (BTT)</strong></td>
</tr>
<tr>
<td>100%</td>
<td>50%</td>
</tr>
<tr>
<td>KML-owned land</td>
<td>50 / 50 joint venture with Keyera (Keyera-owned land)</td>
</tr>
<tr>
<td>9 tanks (1 x 150,000 bbl, 8 x 250,000 bbl)</td>
<td>12 tanks (12 x 400,000 bbl)</td>
</tr>
<tr>
<td>2.1 mmbbl total shell capacity</td>
<td>4.8 mmbbl total shell capacity</td>
</tr>
<tr>
<td>10 inbound and 5 outbound connections (plus EST &amp; BTT)</td>
<td>10 inbound and 6 outbound connections (plus EST &amp; N40)</td>
</tr>
<tr>
<td>External floating roof tanks</td>
<td>External floating roof tanks</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Edmonton South Terminal (EST)</strong></th>
<th><strong>Edmonton South Rail Terminal (ESRT)</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Fully-integrated terminals in Canada’s Edmonton crude oil hub</td>
<td>~6.7 years weighted dollar remaining contract life as of 12/31/2018</td>
</tr>
<tr>
<td>100%</td>
<td>50%</td>
</tr>
<tr>
<td>20 year tank lease from Trans Mountain (through 2038)</td>
<td>50 / 50 joint venture with Imperial (Imperial-owned land)</td>
</tr>
<tr>
<td>15 tanks (2 x 250,000 bbl, 6 x 300,000 bbl, 7 x 400,000 bbl)</td>
<td>210 – 250 mbbl throughput capacity</td>
</tr>
<tr>
<td>5.1 mmbbl total shell capacity</td>
<td>~23 kilometers of track</td>
</tr>
<tr>
<td>15 inbound and 4 outbound connections (plus N40 &amp; BTT)</td>
<td>Directly connected to CN and CP Rail</td>
</tr>
<tr>
<td>External floating roof tanks</td>
<td>Can load two unit trains simultaneously, up to four trains / day</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Alberta Crude Terminal (ACT)</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>50%</td>
</tr>
<tr>
<td>50 / 50 joint venture with Keyera (Keyera-owned land)</td>
</tr>
<tr>
<td>35 – 40 mbbl throughput capacity</td>
</tr>
<tr>
<td>250 tank car storage</td>
</tr>
<tr>
<td>~6 kilometers of track</td>
</tr>
<tr>
<td>Manifest loading</td>
</tr>
<tr>
<td>Connected to CN and CP Rail</td>
</tr>
<tr>
<td>Crude oil supplied from N40 and BTT</td>
</tr>
</tbody>
</table>

a) 100% economic interest in assets operated under long-term lease.
**KML Asset Snapshot: Leading Energy Infrastructure Assets**

Irreplaceable infrastructure in key markets in Western Canada

**COCHIN PIPELINE (CANADIAN PORTION)**

- Transports condensate from the Canada / U.S. border to Fort Saskatchewan, Alberta, for bitumen blending
- 95 mbbl/day of current throughput capacity (limited by capacity on U.S. portion)
  - Design capacity of 110 mbbl/day, which could accommodate additional receipts near the border
- Under long-term take-or-pay contracts with customers through 2024 for 85 mbbl/day (per 2019B)(a)
- Operates under joint tariff with U.S. portion
- Existing footprint extremely valuable as new cross-border pipeline projects remain challenging
  - Previously delivered propane into the U.S. and was reversed for current service

**VANCOUVER WHARVES TERMINAL**

- Bulk commodity marine terminal providing handling, storage, loading and unloading services
  - ~6.0 mmtpa of bulk capacity
  - Located at Canada’s largest port
- Largest mineral concentrate export and import facility on the west coast of North America
- Only merchant terminal for import and export of distillates and one of two sulfur export ports in B.C.
- Majority of capacity under take-or-pay contracts with customers who have been using the terminal for an average of 13 years
- C$43mm diesel export expansion project supported by 20-year take-or-pay contract expected online Q1 2021
- Additional expansion opportunities on existing footprint, including 15-acres of developable land

**JET FUEL PIPELINE**

- Transports jet fuel from a Burnaby refinery and the Westridge Marine Terminal to the Vancouver International Airport
- Includes five storage tanks at the airport with ~45,000 barrels of total capacity

---

(a) An incremental 4 mbbl/day is contracted through March 2019, with a one-year extension option.
KML: 2019 Guidance — Published Budget

Highly contracted, fee-based cash flow

### Key Metrics (a)

<table>
<thead>
<tr>
<th>Metric</th>
<th>2019 Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adjusted EBITDA</td>
<td>C$213 million</td>
</tr>
<tr>
<td>Distributable Cash Flow</td>
<td>C$109 million</td>
</tr>
<tr>
<td>DCF per Share</td>
<td>C$0.90</td>
</tr>
<tr>
<td>Dividend per Share</td>
<td>C$0.65</td>
</tr>
<tr>
<td>Growth Capex</td>
<td>C$32 million</td>
</tr>
<tr>
<td>Year-end Adj. Net Debt (c) / Adj. EBITDA</td>
<td>1.3x</td>
</tr>
</tbody>
</table>

### Segment Highlights

- **Terminals**
  - Full-year contribution from Base Line Tank Terminal expansion
  - YoY ∆ in EBDA (b): +12%

- **Pipelines**
  - FERC index / contract rate increase of 4.4% for the full year
  - YoY ∆ in EBDA (b): +8%

### Key 2019 Budget Assumptions

- FX rate: 0.76 USD per 1.00 CAD
  - +/- 0.01 ratio change = +/- ~C$0.6 million DCF change
- Tank assets 100% leased with higher throughput year-over-year
- ~85% of Terminals segment revenue is take-or-pay
- ~98% of Cochin pipeline revenue is take-or-pay

### 2019B Segment EBDA by Business (a)

- Edmonton liquids terminals 48%
- Edmonton crude-by-rail 21%
- Vancouver Wharves 14%
- Pipelines 17%

---


a) Our non-GAAP measures of DCF and Adjusted EBITDA, as well as Segment EBDA, are before Certain Items. KML’s DCF per Share represents DCF available to restricted voting shareholders divided by total restricted voting shares.
b) Year-over-year change calculated using 2018 results from continuing operations which have been adjusted to reflect the sale of Trans Mountain on 8/31/2018.
c) Includes 50% of outstanding preferred stock.
KML Business Risks and Key Assumptions

Summary

- Industry demand / supply trends
- Throughput on our volume-based assets
  - If uncontracted volume throughput were higher or lower than forecasted by 10%, the estimated impact on 2019B Adjusted EBITDA would be an increase or decrease of ~5% on a full-year basis
- Project cost overruns and in-service delays
- Regulatory
  - Legislative and regulatory changes
  - Federal, provincial, state and local
  - Regulatory cost and indexing approvals
- Foreign exchange rates
  - 2019 budget rate assumption of 0.76 USD per 1.00 CAD
  - Sensitivity (full-year): 0.01 ratio change = ~C$0.6 million DCF impact
- Interest rates
- Environmental (e.g. pipeline / asset failures)
- Our base business is expected to be relatively stable, though it is subject to re-contracting and other risks
Non-GAAP Financial Measures and Reconciliations

Defined Terms
Reconciliations for the historical period
The non-GAAP financial measures of distributable cash flow (DCF), both in the aggregate and per share, Segment EBDA before Certain Items (in the case of KMI only), Adjusted EBITDA, Adjusted Earnings, both in the aggregate and per share, and Net Debt and Adjusted Net Debt are presented herein.

Our non-GAAP measures described above have important limitations as analytical tools and should not be considered alternatives to GAAP net income or other GAAP measures. Our non-GAAP measures 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. DCF should not be used as an alternative to net cash provided by operating activities computed 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 the Non-GAAP financial measures of DCF, Segment EBDA before Certain Items, Adjusted EBITDA and Adjusted Earnings to their most directly comparable GAAP financial measures for 2018 are included herein. 2018 GAAP and Non-GAAP amounts included in this presentation and in the following tables are preliminary and subject to completion of KMI’s 2018 audited consolidated financial statements.

Certain Items, as used to calculate our non-GAAP measures, 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, enaction of new tax legislation and casualty losses).

DCF – For KMI, DCF is calculated by adjusting net income available to common stockholders before Certain Items for depreciation, depletion and amortization, or “DD&A,” total book and cash taxes, sustaining capital expenditures and other items. For KML, DCF is calculated by adjusting net income before Certain Items for DD&A, total book and cash taxes, preferred share dividends and sustaining capital expenditures. DCF is a significant performance measure useful to management and external users of our financial statements in evaluating our performance and measuring and estimating 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. We believe the GAAP measure most directly comparable to DCF is net income available to common stockholders for KMI and net income for KML. For KMI, DCF per share is DCF attributable to restricted voting shareholders divided by average outstanding restricted voting shares, including restricted share unit awards that participate in dividends. For KML, DCF to restricted voting shareholders per restricted voting share is DCF attributable to restricted voting shareholders divided by average outstanding restricted voting shares, including restricted share unit awards that participate in dividends.

Segment EBDA before Certain Items is calculated by adjusting segment earnings before DD&A for Certain Items attributable to a segment. General and administrative expenses are generally not under the control of our segment operating managers, and therefore, are excluded when we measure business segment operating performance. Segment EBDA before Certain Items is a significant performance measure useful to management and external users to evaluate segment performance and to provide additional insights into the ability of our segments to generate segment cash earnings on an ongoing basis. Additionally, management uses this measure, among others, to allocate resources to our segments. We believe the GAAP measure most directly comparable to Segment EBDA before Certain Items is segment earnings before DD&A (Segment EBDA).

Adjusted EBITDA is calculated by adjusting net income before interest expense, taxes, and DD&A (EBITDA) for Certain Items, and for KMI, by also adjusting net income before Certain Items for noncontrolling interests before Certain Items, and our share, if any, of unconsolidated JV’s DD&A and book taxes. Adjusted EBITDA is useful to management and external users to evaluate, in conjunction with our net debt, certain leverage metrics. We believe the GAAP measure most directly comparable to Adjusted EBITDA is net income available to common stockholders for KMI and net income for KML.
Use of Non-GAAP Financial Measures (Cont’d)

Project EBITDA is calculated for an individual capital project as earnings before interest expense, taxes, and DD&A attributable to such project. Management uses project EBITDA to evaluate our return on investment for capital projects. We believe the GAAP measure most directly comparable to project EBITDA is Project Net Income.

Adjusted Earnings – For KMI, Adjusted Earnings are calculated by adjusting net income available to common stockholders for Certain Items, and Adjusted Earnings per share is Adjusted Earnings divided by average adjusted common shares which include KMI’s weighted average common shares outstanding, including restricted stock awards that participate in dividends. For KML, Adjusted Earnings are calculated by adjusting net income available to restricted voting stockholders for Certain Items, and Adjusted Earnings per restricted voting share is net income available to restricted voting shareholders divided by average outstanding restricted voting shares, including restricted share unit stock awards that participate in dividends. 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 of 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 for KMI and net income available to restricted voting stockholders for KML.

Net Debt and Adjusted Net Debt - Net Debt is calculated by subtracting from debt (i) cash and cash equivalents, (ii) the preferred interest in the general partner of Kinder Morgan Energy Partners L.P., (iii) debt fair value adjustments, and (iv) the foreign exchange impact on Euro-denominated bonds for which we have entered into currency swaps. Adjusted Net Debt is Net Debt increased by (i) 50% of the outstanding KML preferred equity and (ii) the amount of cash distributed to KML restricted voting shareholders as a return of capital on January 3, 2018, net of the gain realized on settlement of net investment hedges of our foreign currency risk with respect to our share of the KML return of capital on January 3, 2018. Management believes these measures are useful to investors and other users of our financial information in evaluating our leverage. We believe the most comparable measure to Net Debt and Adjusted Net Debt is debt net of cash and cash equivalents.

Budgeted Net Income (the GAAP financial measure most directly comparable to DCF, Adjusted EBITDA, and Adjusted Earnings) and budgeted Project Net Income (the GAAP financial measure most directly comparable to Project EBITDA) are not provided 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.

JV DD&A is calculated as (i) KMI’s share of DD&A from unconsolidated JVs, reduced by (ii) our partners’ share of DD&A from JVs consolidated by KMI.

JV Sustaining Capex is calculated as KMI’s share of sustaining capex made by joint ventures (both unconsolidated JVs and JVs consolidated by KMI).

For KMI, unconsolidated joint ventures 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. KMI’s share of DD&A and sustaining capex are included for Plantation and Cortez for the periods presented after 2016. KML proportionately consolidates its ownership interests in its equity investees.
**KMI GAAP Reconciliation**

$ in millions

### Reconciliation of DCF

<table>
<thead>
<tr>
<th>Year Ended 12/31/18</th>
<th>Yr. Ended 12/31/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Income</td>
<td>$1,919</td>
</tr>
<tr>
<td>Noncontrolling interests’ portion of Certain Items</td>
<td>(240)</td>
</tr>
<tr>
<td>Noncontrolling interests (a)</td>
<td>(70)</td>
</tr>
<tr>
<td>Preferred stock dividends</td>
<td>(128)</td>
</tr>
<tr>
<td>Net Income available to common stockholders</td>
<td>1,481</td>
</tr>
<tr>
<td>Total Certain Items</td>
<td>501</td>
</tr>
<tr>
<td>Adjusted Earnings (b)</td>
<td>1,982</td>
</tr>
<tr>
<td>DD&amp;A</td>
<td>2,392</td>
</tr>
<tr>
<td>JV DD&amp;A (c)</td>
<td>360</td>
</tr>
<tr>
<td>Total book taxes (d)</td>
<td>710</td>
</tr>
<tr>
<td>Cash taxes (e)</td>
<td>77</td>
</tr>
<tr>
<td>Other (f)</td>
<td>15</td>
</tr>
<tr>
<td>Sustaining capex (g)</td>
<td>(652)</td>
</tr>
<tr>
<td>Distributable Cash Flow (DCF)</td>
<td>$ 4,730</td>
</tr>
</tbody>
</table>

### Reconciliation of Adjusted EBITDA

<table>
<thead>
<tr>
<th>Year Ended 12/31/18</th>
<th>Yr. Ended 12/31/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Income</td>
<td>$1,919</td>
</tr>
<tr>
<td>Total certain items</td>
<td>501</td>
</tr>
<tr>
<td>Noncontrolling interests’ portion of Certain Items</td>
<td>(240)</td>
</tr>
<tr>
<td>Noncontrolling interests (i)</td>
<td>(12)</td>
</tr>
<tr>
<td>DD&amp;A</td>
<td>2,392</td>
</tr>
<tr>
<td>JV DD&amp;A (l)</td>
<td>390</td>
</tr>
<tr>
<td>Book taxes (j,k)</td>
<td>727</td>
</tr>
<tr>
<td>Interest, net before Certain Items</td>
<td>1,891</td>
</tr>
<tr>
<td>Adjusted EBITDA</td>
<td>$ 7,568</td>
</tr>
</tbody>
</table>

### Certain Items

- Fair value amortization: $(34)
- Legal and environmental reserves: 63
- Change in fair market value of derivative contracts: 80
- Losses on impairments and divestitures, net: 317
- Hurricane damage: (24)
- Refund and reserve adjustment of taxes, other than income taxes: (51)
- Noncontrolling interests’ portion of Certain Items: 240
- Other: 4
- Subtotal: 595
- Book tax Certain Items: (58)
- Impact of 2017 Tax Cuts and Jobs Act: (36)
- Total Certain Items: $ 501

### Reconciliation of net debt

<table>
<thead>
<tr>
<th>Year Ended 12/31/18</th>
<th>Yr. Ended 12/31/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Outstanding long-term debt (h)</td>
<td>$33,105</td>
</tr>
<tr>
<td>Current portion of debt</td>
<td>3,388</td>
</tr>
<tr>
<td>Foreign exchange impact on hedges for Euro debt outstanding</td>
<td>(76)</td>
</tr>
<tr>
<td>Less: cash &amp; cash equivalents</td>
<td>(3,280)</td>
</tr>
<tr>
<td>Net Debt</td>
<td>33,137</td>
</tr>
<tr>
<td>50% KML preferred equity</td>
<td>215</td>
</tr>
<tr>
<td>KML distribution to restricted voting shareholders</td>
<td>890</td>
</tr>
<tr>
<td>Foreign exchange gain on hedge for our share of TMPL sale proceeds</td>
<td>(91)</td>
</tr>
<tr>
<td>Adjusted Net Debt</td>
<td>$ 34,151</td>
</tr>
</tbody>
</table>

### Notes:

- a) Before Certain Items. Represents net income allocated to third-party ownership interests in consolidated subsidiaries.
- b) Adjusted Earnings is net income available to common stockholders before Certain Items.
- c) Reduced by the noncontrolling interests’ portion of KML DD&A of ($30) million.
- e) Includes cash taxes for our share of unconsolidated C corp JVs (Citrus, Plantation, NGPL), Texas margin tax and other state income taxes.
- f) Primarily non-cash compensation associated with our restricted stock program, partially offset by pension and retiree medical contributions.
- g) Includes JV Sustaining Capex of $105 million.
- h) Excludes debt fair value adjustments.
- i) Before Certain Items. Represents 3rd party share of consolidated JVs excluding KML noncontrolling interests of $(58) million.
- j) JV DD&A is not reduced by the noncontrolling interests’ portion of KML DD&A of ($30) million.
- l) Includes 50% KML preferred equity of $215 million.
**KML GAAP Reconciliation for Continuing Operations**

C$ in millions

### Reconciliation of DCF

<table>
<thead>
<tr>
<th>Yr. Ended</th>
<th>12/31/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Income</td>
<td>$ 1,420</td>
</tr>
<tr>
<td>Income from Discontinued Operations, net of tax ( ^{(a)} )</td>
<td>(1,320)</td>
</tr>
<tr>
<td>Income from continuing operations</td>
<td>100</td>
</tr>
<tr>
<td>Certain Items</td>
<td>(2)</td>
</tr>
<tr>
<td>Adjusted earnings from continuing operations</td>
<td>98</td>
</tr>
<tr>
<td>DD&amp;A</td>
<td>83</td>
</tr>
<tr>
<td>Total book tax</td>
<td>37</td>
</tr>
<tr>
<td>Cash taxes</td>
<td>(8)</td>
</tr>
<tr>
<td>Preferred dividends</td>
<td>(29)</td>
</tr>
<tr>
<td>Sustaining capital expenditures</td>
<td>(19)</td>
</tr>
<tr>
<td>Distributable Cash Flow (DCF) from continuing operations</td>
<td>162</td>
</tr>
<tr>
<td>DCF from continuing operations attributable to KMI interest</td>
<td>(114)</td>
</tr>
<tr>
<td>DCF from continuing operations for restricted voting stockholders</td>
<td>$ 48</td>
</tr>
</tbody>
</table>

### Reconciliation of Adjusted EBITDA

<table>
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<tr>
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<td>83</td>
</tr>
<tr>
<td>Total book tax</td>
<td>37</td>
</tr>
<tr>
<td>Interest, net</td>
<td>(29)</td>
</tr>
<tr>
<td>Adjusted EBITDA from continuing operations</td>
<td>$ 189</td>
</tr>
</tbody>
</table>

#### Certain Items

- Gain on divestitures, net | $ (3) |
- Book taxes on Certain Items | 1 |
- Total Certain Items | $ (2) |

---

\( ^{(a)} \) Represents income from TMP L, TME P and related assets prior to the closing of the Trans Mountain transaction on August 31, 2018, including a gain of $1,280 million, net of tax.

\( ^{(b)} \) Reduced by KML’s January 3, 2019 return of capital distribution of $3,977 million to KMI and restricted voting shareholders.