



# ENERGY TRANSFER

Moving America's Energy

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## Investor Presentation

March 2022



Management of Energy Transfer LP (ET) will provide this presentation to analysts and/or investors at meetings to be held throughout February and March 2022. At the meetings, members of management may make statements about future events, outlook and expectations related to Panhandle Eastern Pipe Line Company, LP (PEPL), Sunoco LP (SUN), USA Compression Partners, LP (USAC), and ET (collectively, the Partnerships), and their subsidiaries and this presentation may contain statements about future events, outlook and expectations related to the Partnerships and their subsidiaries all of which statements are forward-looking statements. Any statement made by a member of management of the Partnerships at these meetings and any statement in this presentation that is not a historical fact will be deemed to be a forward-looking statement. These forward-looking statements rely on a number of assumptions concerning future events that members of management of the Partnerships believe to be reasonable, but these statements are subject to a number of risks, uncertainties and other factors, many of which are outside the control of the Partnerships. While the Partnerships believe that the assumptions concerning these future events are reasonable, we caution that there are inherent risks and uncertainties in predicting these future events that could cause the actual results, performance or achievements of the Partnerships and their subsidiaries to be materially different. These risks and uncertainties are discussed in more detail in the filings made by the Partnerships with the Securities and Exchange Commission, copies of which are available to the public. In addition to the risks and uncertainties disclosed in our SEC filings, the Partnership may have also been, or may in the future be, impacted by new or heightened risks related to the COVID-19 pandemic, and we cannot predict the length and ultimate impact of those risks. The Partnership has also been, and may in the future be, impacted by the winter storm in February 2021 and the resolution of related contingencies, including credit losses, disputed purchases and sales, litigation and/or potential legislative action. The Partnerships expressly disclaim any intention or obligation to revise or publicly update any forward-looking statements, whether as a result of new information, future events, or otherwise.

This presentation includes certain forward looking non-GAAP financial measures as defined under SEC Regulation G, including estimated adjusted EBITDA. Due to the forward-looking nature of the aforementioned non-GAAP financial measures, management cannot reliably or reasonably predict certain of the necessary components of the most directly comparable forward-looking GAAP measures without unreasonable effort. Accordingly, we are unable to present a quantitative reconciliation of such forward-looking non-GAAP financial measures to their most directly comparable forward-looking GAAP financial measures.

All references in this presentation to capacity of a pipeline, processing plant or storage facility relate to maximum capacity under normal operating conditions and with respect to pipeline transportation capacity, is subject to multiple factors (including natural gas injections and withdrawals at various delivery points along the pipeline and the utilization of compression) which may reduce the throughput capacity from specified capacity levels.

## Operational

- Construction of the final phase of the Mariner East Pipeline is complete, and commissioning is in progress
- During Q1'22, construction began on the Gulf Run Pipeline project and the project is expected to be complete by year-end
- NGL transportation and fractionation volumes reached new records during Q4'21
- In Q4'21, Cushing South Pipeline launched Phase II which would expand crude capacity to 120,000 Bbls/d
- In Oct'21 a new 3mm barrel high-rate storage well was added to Monte Belvieu storage facility increasing NGL storage to 53mm barrels
- Placed Permian Bridge project into service in Oct'21
- Exported ~26mm barrels of ethane from Nederland terminal for FY'21

## Financials

- Adjusted EBITDA
  - FY'21: \$13.0B – up 24% from FY'20
- Distributable Cash Flow (DCF)
  - FY'21: \$8.2B – up 43% from FY'20
- Excess cash flow after distributions
  - FY'21: ~\$6.4B
- FY'21 Capital Expenditures
  - Growth: \$1.4B
  - Maintenance: \$522mm
- \$6.3B reduction in existing long-term debt in FY'21<sup>1</sup>

## Strategic

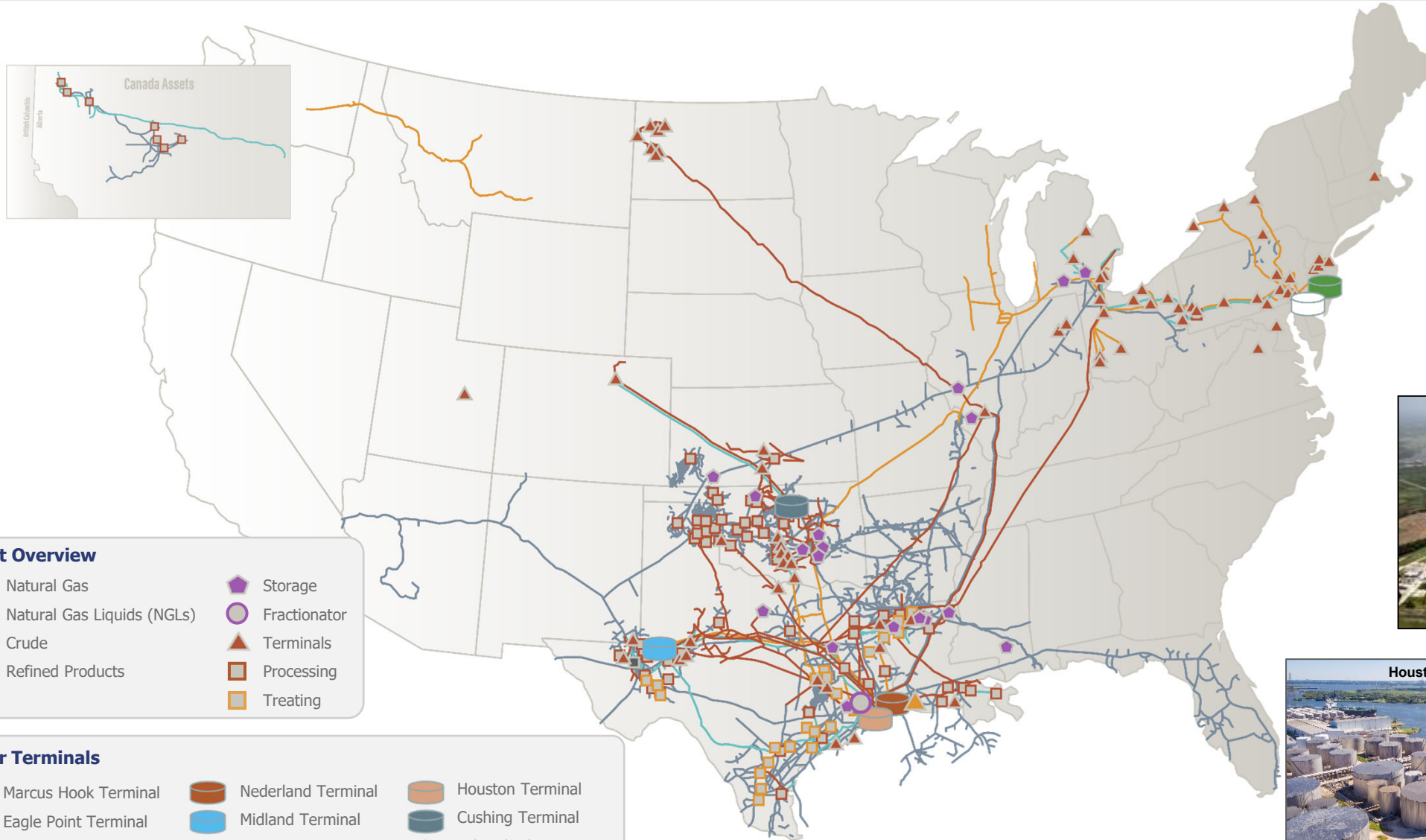
- Closed Enable Midstream acquisition on December 2, 2021
  - \$100mm+ operational/cost synergies expected
- Announced a potential new Permian Basin takeaway pipeline utilizing existing Energy Transfer assets along with a new build pipeline to connect Permian supply to markets along the gulf coast including Houston Ship Channel, Katy, Carthage and Henry Hub
- Ongoing discussions with Panama to study the feasibility of jointly developing NGL assets
- In Q4'21, released Corporate Responsibility Report highlighting achievements in safety, risk management and emissions reduction programs

*Strategic asset base well positioned for long-term success*

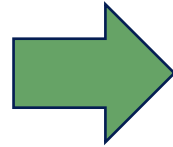
1. Excludes debt assumed in Enable acquisition



# Energy Transfer – A Truly Unique Franchise

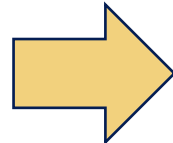


Levered Balance Sheet



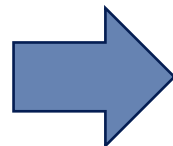
- **Significant debt reduction**
  - Reduced long-term debt by \$6.3B in 2021

Project Execution Risk



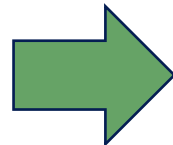
- **Delivering growth projects**
  - Construction of final phase of Mariner East pipeline complete, commissioning in progress
  - Bakken optimization now in-service

Complex Company Structure



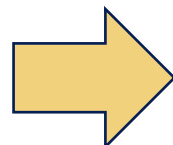
- **More simplified organization**
  - ETO roll-up and reduced overhead costs

Economic Slowdown Impacts



- **Uniquely positioned for improving macros**
  - Assets in all major producing basins and connected to major markets, including export ports on gulf and east coasts

M&A Uncertainty



- **Financially disciplined in M&A markets**
- **Recently closed accretive and complementary ENBL acquisition**

*Strong outlook with significant cash available for allocation*

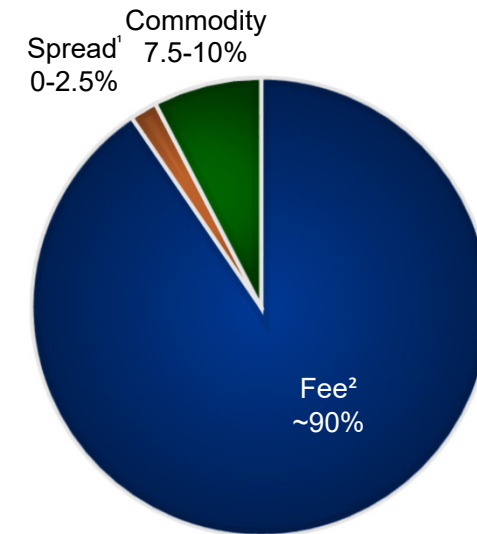
# 2022 Outlook Supported by Strong Core Business

ET 2022E Adjusted EBITDA \$11.8 - \$12.2 billion

## 2021 to 2022 Adjusted EBITDA Drivers

- + Enable Acquisition
- + NGL pipeline and export activities
- + NGL / gas prices
- Lower asset optimization
- Rising costs
- + Organic Projects
  - + Orbit Ethane Export Terminal
  - + Nederland LPG Expansions
  - + Mariner East Pipeline System/PA Access
  - + Permian Bridge
  - + Bakken optimization project

## 2022E Adjusted EBITDA Breakout

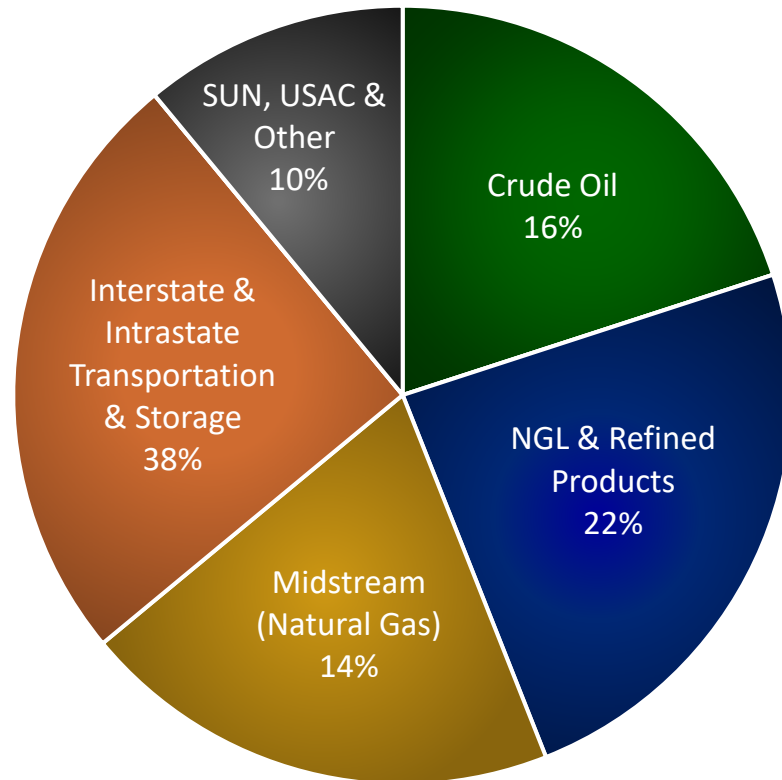


Pricing/spread assumptions based on current futures markets

1. Spread margin is pipeline basis, cross commodity and time spreads  
2. Fee margins include transport and storage fees from affiliate customers at market rates

# Earnings Supported by Predominantly Fee-Based Contracts

2021 Full-Year Adjusted EBITDA by Segment<sup>1</sup>



Segment	Contract Structure	Strength
<b>Crude Oil</b>	Fees from dedicated acreage, take-or-pay and throughput-based transportation, terminalling and storage	Significant connectivity to Permian, Bakken and Midcon Basins to U.S. markets, including Nederland terminal
<b>NGL &amp; Refined Products</b>	Fees from plant dedications and take-or-pay transportation contracts, storage fees and fractionation fees, which are primarily frac-or-pay structures	~60 facilities connected to ET's NGL pipelines, and benefit from recent frac expansions at the Mont Belvieu complex
<b>Interstate Transport &amp; Storage</b>	Fees based on reserved capacity, take-or-pay contracts	Connected to all major U.S. supply basins and demand markets, including exports
<b>Midstream</b>	Minimum volume commitment (MVC), acreage dedication, utilization-based fees and percent of proceeds (POP)	Significant acreage dedications, including assets in Permian, Eagle Ford, Anadarko and Marcellus/Utica Basins
<b>Intrastate Transport &amp; Storage</b>	Reservation charges and transport fees based on utilization	Largest intrastate pipeline system in the U.S. with interconnects to TX markets, as well as major consumption areas throughout the US

1. Includes one month contribution from Enable Midstream Partners assets, which were acquired in December 2021

# Focused on Increased Returns and Shorter Cash Cycle

## 2022E Growth Capital: \$1.6 billion to \$1.9 billion<sup>1</sup>

		% of 2022E <sup>1</sup>
<b>Midstream</b>	<ul style="list-style-type: none"> <li>• Grey Wolf high-recovery cryogenic processing plant</li> <li>• Efficiency improvements and modernization/emissions reductions projects</li> <li>• Permian Bridge Pipeline project</li> <li>• Growth related to newly acquired ENBL assets</li> <li>• Multiple gathering &amp; processing and compression projects (primarily W. Texas, Northeast)</li> </ul>	<b>~35%</b>
<b>Interstate</b>	<ul style="list-style-type: none"> <li>• Gulf Run Pipeline project</li> <li>• Multiple smaller projects</li> </ul>	<b>~30%</b>
<b>NGL &amp; Refined Products</b>	<ul style="list-style-type: none"> <li>• Mariner East Pipeline System</li> <li>• Nederland LPG facilities</li> <li>• Mont Belvieu frac and storage facilities</li> <li>• Multiple smaller projects</li> </ul>	<b>~25%</b>
<b>Crude Oil</b>	<ul style="list-style-type: none"> <li>• Ted Collins Link</li> <li>• Cushing South Pipeline</li> <li>• Multiple smaller projects</li> </ul>	<b>~5%</b>
<b>Intrastate &amp; Other</b>	<ul style="list-style-type: none"> <li>• Oasis pipeline optimization</li> <li>• Multiple smaller projects</li> </ul>	<b>~5%</b>

Balanced investing across ET's growing asset base with majority completed at ~6x EBITDA

1. Includes ET legacy and recently acquired ENBL projects



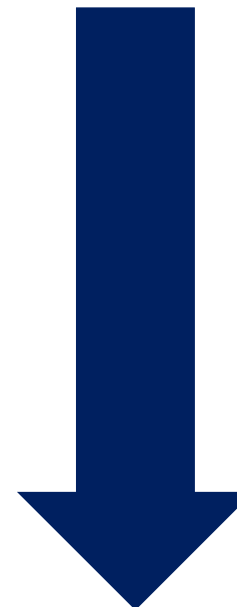
# Results Benefitting from Investments in High-Quality Growth Projects

## Major growth projects added since 2017

2017	<ul style="list-style-type: none"> <li>Bakken Pipeline System*</li> <li>Trans Pecos/Comanche Trail Pipelines*</li> </ul>	<ul style="list-style-type: none"> <li>Permian Express 3*</li> <li>Panther Plant</li> <li>Arrowhead Plant</li> </ul>
2018	<ul style="list-style-type: none"> <li>Rover Pipeline*</li> <li>Frac V</li> <li>Rebel II Plant</li> </ul>	<ul style="list-style-type: none"> <li>Arrowhead II Plant</li> <li>Mariner East 2<sup>1</sup></li> </ul>
2019	<ul style="list-style-type: none"> <li>Bayou Bridge Phase II*</li> <li>Permian Express 4*</li> <li>Frac VI</li> <li>Red Bluff Express Pipeline*</li> </ul>	<ul style="list-style-type: none"> <li>JC Nolan Diesel Pipeline*</li> <li>Arrowhead III Plant</li> <li>Panther II Plant</li> </ul>
2020	<ul style="list-style-type: none"> <li>Frac VII</li> <li>Mariner East 2X</li> <li>PA Access</li> <li>Lone Star Express Expansion</li> </ul>	<ul style="list-style-type: none"> <li>Orbit Ethane Export Terminal*</li> <li>LPG Expansions</li> </ul>
2021	<ul style="list-style-type: none"> <li>Mariner East 2X</li> <li>PA Access</li> <li>Cushing South Phase I*</li> </ul>	<ul style="list-style-type: none"> <li>Bakken Optimization*</li> <li>Permian Bridge<sup>1</sup></li> </ul>
2022	<ul style="list-style-type: none"> <li>Mariner East 2<sup>1</sup></li> <li>Ted Collins Link<sup>2</sup></li> <li>Cushing South Phase II<sup>2*</sup></li> </ul>	<ul style="list-style-type: none"> <li>Permian Bridge Phase II<sup>2</sup></li> <li>Grey Wolf Plant<sup>2</sup></li> <li>Gulf Run Pipeline<sup>2</sup></li> </ul>

## Legacy ET Organic Growth Capital<sup>3</sup>

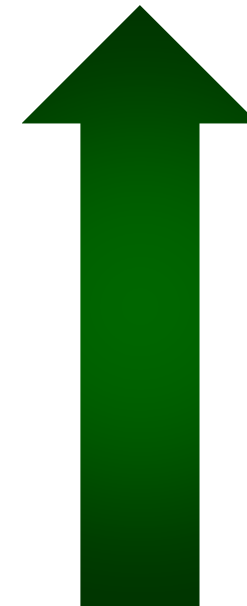
2017  
\$5.5B



2022E  
\$1.6-\$1.9B

## ET Adjusted EBITDA<sup>4</sup>

2022E  
\$11.8-\$12.2B



2017  
\$7.3B

\*Joint Ventures

<sup>1</sup>Additional phases under construction

<sup>2</sup>Currently under construction

<sup>3</sup>Includes ET's proportionate share of JV spend

<sup>4</sup>Adjusted EBITDA includes 100% of ET's EBITDA related to non-wholly-owned subsidiaries

# Alternative Energy Group – Leveraging asset base and expertise to develop projects to reduce environmental footprint



## Dual Drive Compressors - Established in 2012

- Patented technology that allows for switching between electric motors and natural gas engines to drive compressors, and offers the industry a more efficient compression system, helping reduce greenhouse gas emissions
- In 2021, this technology allowed ET to reduce Scope 1 CO2 emissions by more than 765,000 tons, a 53% improvement over 2019
- In June 2021, our patented Dual Drive Technologies natural gas compression system was awarded a GPA Midstream Environmental Excellence award for its impact on reducing CO2 emissions



## Carbon Capture Utilization and Sequestration

- Currently pursuing projects related to G&P facilities, and evaluating opportunities to capture carbon from ET and third-party facilities in the Northeast and transport CO2 through existing underutilized ET pipelines near CO2 sources
- Provide cash flows to Energy Transfer with minimal capital requirements due to structures that allow monetization of federal tax credits



## Renewable Energy Use

- Approximately 20% of the electrical energy ET purchases originates from a renewable energy source



## Renewable Fuels

- Evaluating opportunities to transport renewable diesel and renewable natural gas
- Benefit from significant current asset footprint



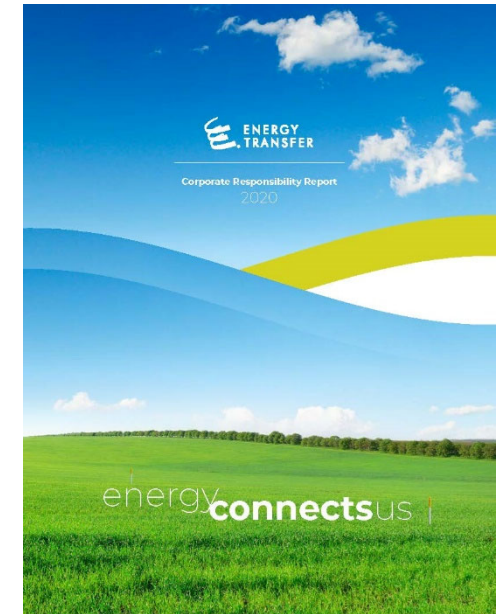
## Solar

- Entered into first-ever dedicated solar contract, which anchors a 28 megawatt solar facility (Maplewood 2) in West Texas
- Operate approximately 18,000 solar panel-powered metering stations across the country
- Entered into second renewable energy power purchase agreement for 120 megawatts of electricity from facility in NE Texas



## Repurpose Existing Assets

- Evaluating repurposing extensive acreage in WV, VA, KY and ND to develop solar and wind projects
- Pursuing opportunities to utilize ET's significant asset footprint for the transportation of renewable fuels, CO2 and other products



ET's 2020 Corporate Responsibility Report is now available at [www.energytransfer.com](http://www.energytransfer.com)

**WE** DO THE RIGHT THING

*In 2021, Energy Transfer's Dual Drive technology allowed ET to reduce direct CO2 emissions by more than 765,000 tons, which is an improvement of ~20% compared to 2020*

## Program Highlights

## Program Accomplishments



### Environmental, Health, and Safety

- Committed to pursuing a zero-incident culture
- Real-time tracking of EHS incidents focused on leading indicators
- Significant use of renewable energy in operations
- Five step risk reduction process for every EHS incident
- Compliance tracking and trending through a comprehensive Environmental Management System
- Support pipeline safety and environmental research through membership in the Pipeline Research Council International (PRCI) and the Intelligent Pipeline Integrity Program (iPIPE)
- Member API Environmental Partnership – Voluntary Methane Reduction Program



### Social Responsibility

- ~\$53.7 MM donated to charitable organizations between 2017 and 2020
- In 2020, 1000+ employees participated in socially distanced and virtual volunteer activities
- Comprehensive Stakeholder Engagement Program that promotes proactive outreach and respect for all people
- Mailed more than 2 million brochures to stakeholders along Energy Transfer pipelines in 2020
- Ongoing support and cooperation with Native American tribes
- Adopted America's Natural Gas Transporters' Commitment to Landowners
- On-going emergency response and public awareness outreach programs



### Corporate Governance

- Oversight of EHS compliance and ESG initiatives by Independent BOD Audit Committee
- Compensation aligned with business strategies – performance based with retention focus
- Strong enforcement of integrity and compliance standards
- ET Deputy General Counsel serves as Chief Compliance Officer
- Quarterly compliance certifications from senior management
- Alignment of management/unitholders

- Safety Incident Rate (TRIR) improved 34% from 2018 to 2020 – below industry average
- Established an Alternative Energy Group to explore renewable energy projects
- Approximately 20% of electrical energy purchased by ET on any given day originates from renewable energy sources – enough to power ~40,000 homes
- ESG Metrics reported through EIC/GPA ESG Reporting Template
- 765,000 ton reduction of Scope 1 CO2 emissions with ET patented Dual-drive compressors, a 53% improvement over 2019
- Ducks Unlimited partnership that provided \$5MM for 1,300 acres of wetlands restoration
- Energy Transfer's 4000+ operations personnel are trained and qualified in accordance with pipeline safety regulations and sustain over 52,000 individual qualifications

- 2021 Forbes America's Best Large Employers
- 175 nonprofit organizations served in 2020 – local to our assets
- 536 Liaison Meetings in 2020 – engaged 19,155 stakeholders
- Ongoing Native American power agreements, easements, and scholarships
- Group SVP of Operations Services named one of 50 Most Powerful Women in Oil & Gas in 2020 by the National Diversity Council
- ~7,300 emergency responders trained through Energy Transfer Outreach Programs
- Received Texas Gas Association's Transmission Workplace Safety Award in 2020
- In 2022, partnering with the Arbor Day Foundation to plant 25,000 trees

- Co-CEO Leadership and Management
- Increased transparency with redesigned and updated website
- Annual Senior Management compliance review
- Added resources to oversee and manage compliance
- Significant management ownership > 13% of units
- Website publication of GRI/SASB Index and EIC/GPA Midstream ESG Reporting Template



# Significant Management Ownership – Continued Buying in 2021

In 2021, Energy Transfer insiders and independent board members purchased ~19.8 million units, totaling ~\$154 million

## 2021 Insider Purchases

Executive Chairman: ~19.1mm units; ~\$148mm

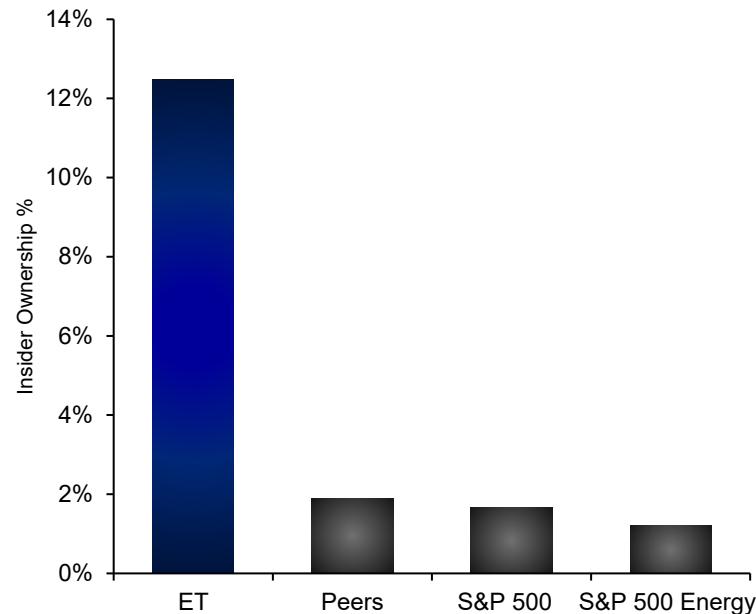
Board of Directors: ~503K units; ~\$4.4mm

CFO: ~83k units; ~\$649k

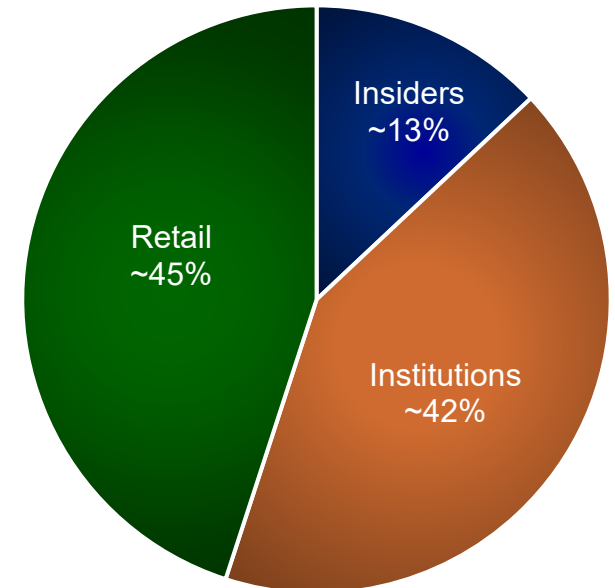
CEO: ~81k units; ~\$600k

COO: ~34k units; ~\$250k

## Insider Ownership vs Peers



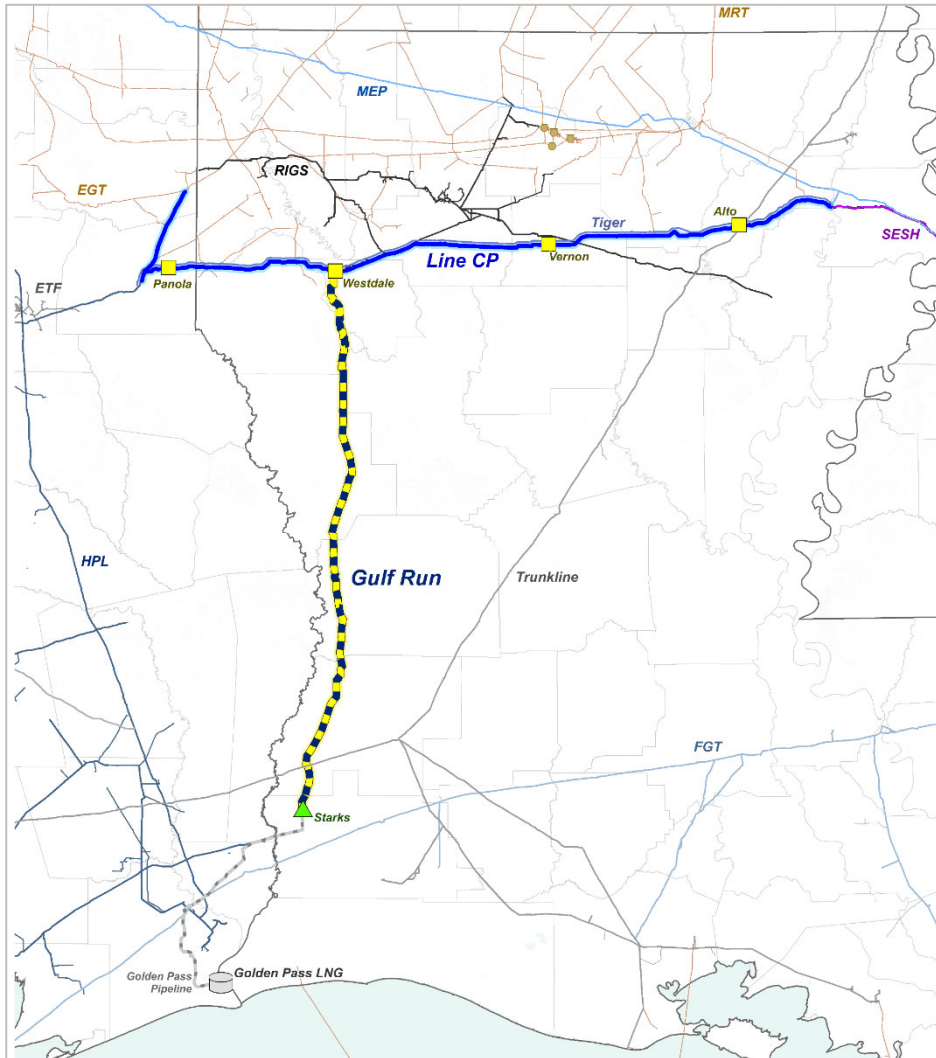
## Ownership Breakout



*Management and Insiders significantly aligned with unitholders*

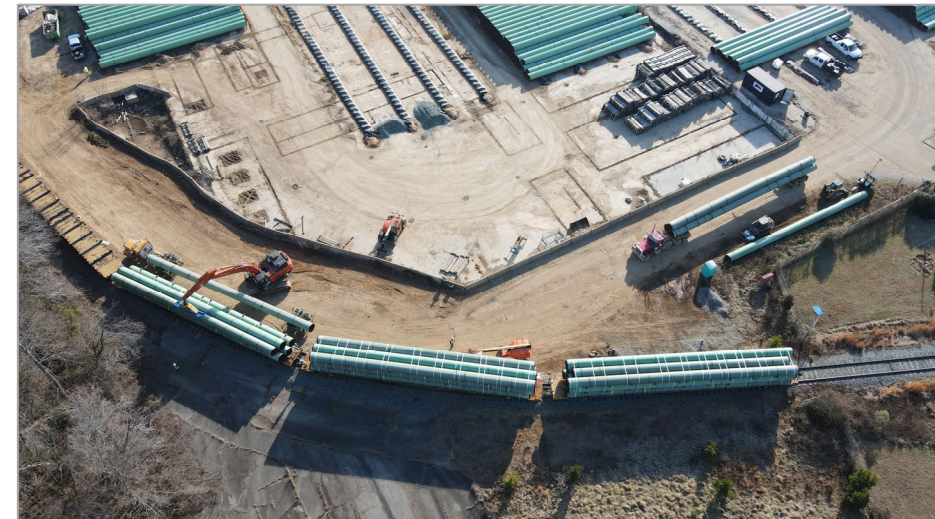


# Interstate Segment – Gulf Run Pipeline Project Provides An Efficient Gulf Coast Connection



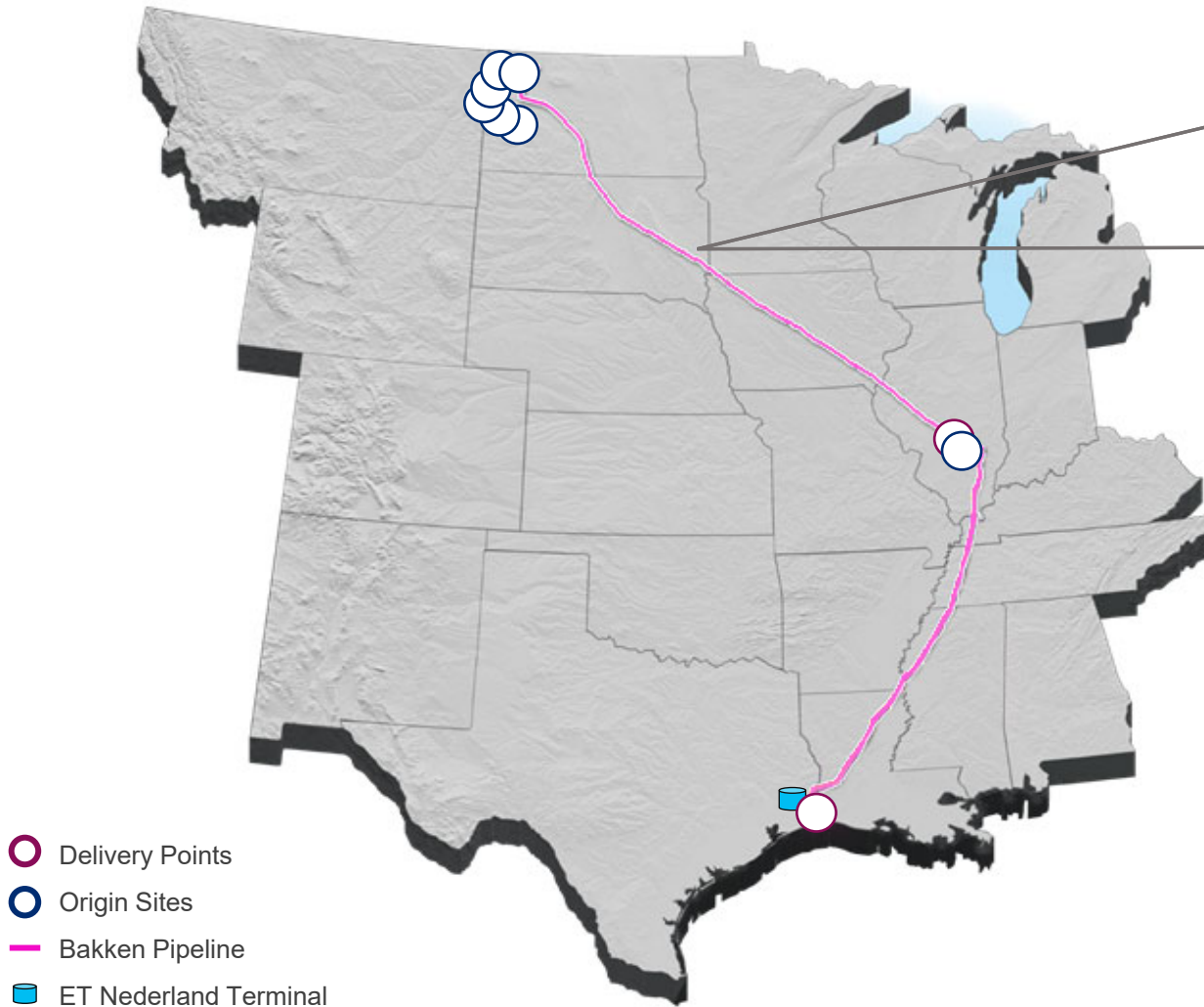
## Gulf Run Pipeline Project Overview

- 135-mile, 42" interstate pipeline with an expected capacity of 1.65 Bcf/d
- Backed by a 20-year commitment for 1.1 Bcf/d with cornerstone shipper Golden Pass LNG (Qatar Petroleum & Exxon Mobil)
- Unparalleled access to prolific natural gas producing regions in the U.S. with ability to deliver Haynesville-area gas to Gulf Coast Region
- Strategic fit with other ET natural gas pipelines to provide access to markets across the Texas and Louisiana Gulf Coast



Currently under construction and expected to be complete by year-end 2022

# Crude Oil Segment – Bakken Pipeline System



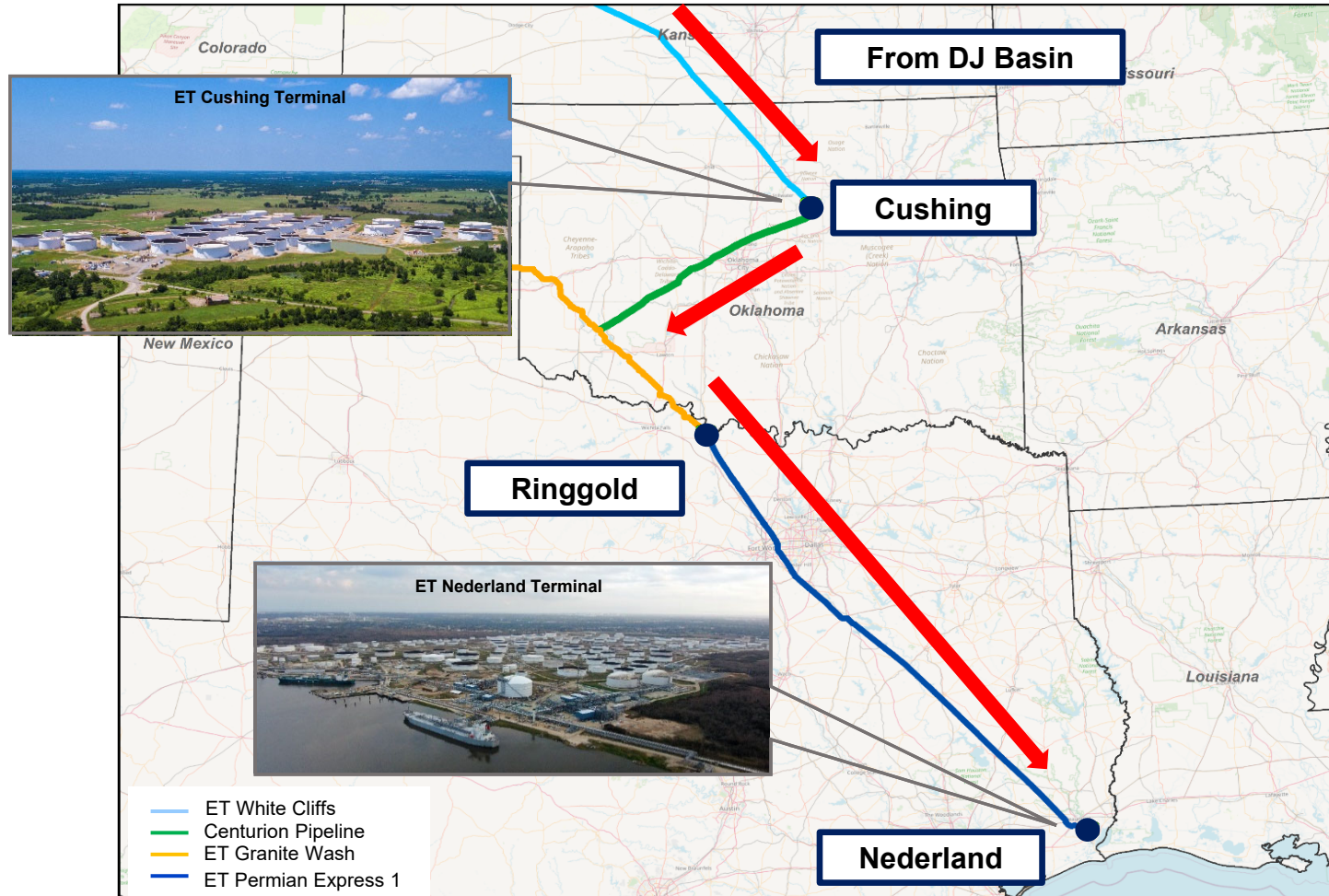
## Bakken Pipeline System<sup>1</sup>

- 1,915-mile system connecting Bakken production to ET's Nederland terminal on the Gulf Coast
- Expect additional capacity to service commitments received through open seasons to be in-service late in the third quarter of 2021
- The Bakken Pipeline delivers U.S. oil that is critical to support American jobs, tax revenue, energy security and independence
- Recently placed the next phase of incremental capacity into service, which is supported by minimum volume commitments from long-term customers
- The Bakken Pipeline now has the ability to flow ~750,000 barrels per day

1. Ownership is ET: 36.37%, MarEn: 36.75%, PSXP: 25%, XOM: ~2%



# Crude Oil Segment – Cushing South Pipeline



## Cushing South Pipeline

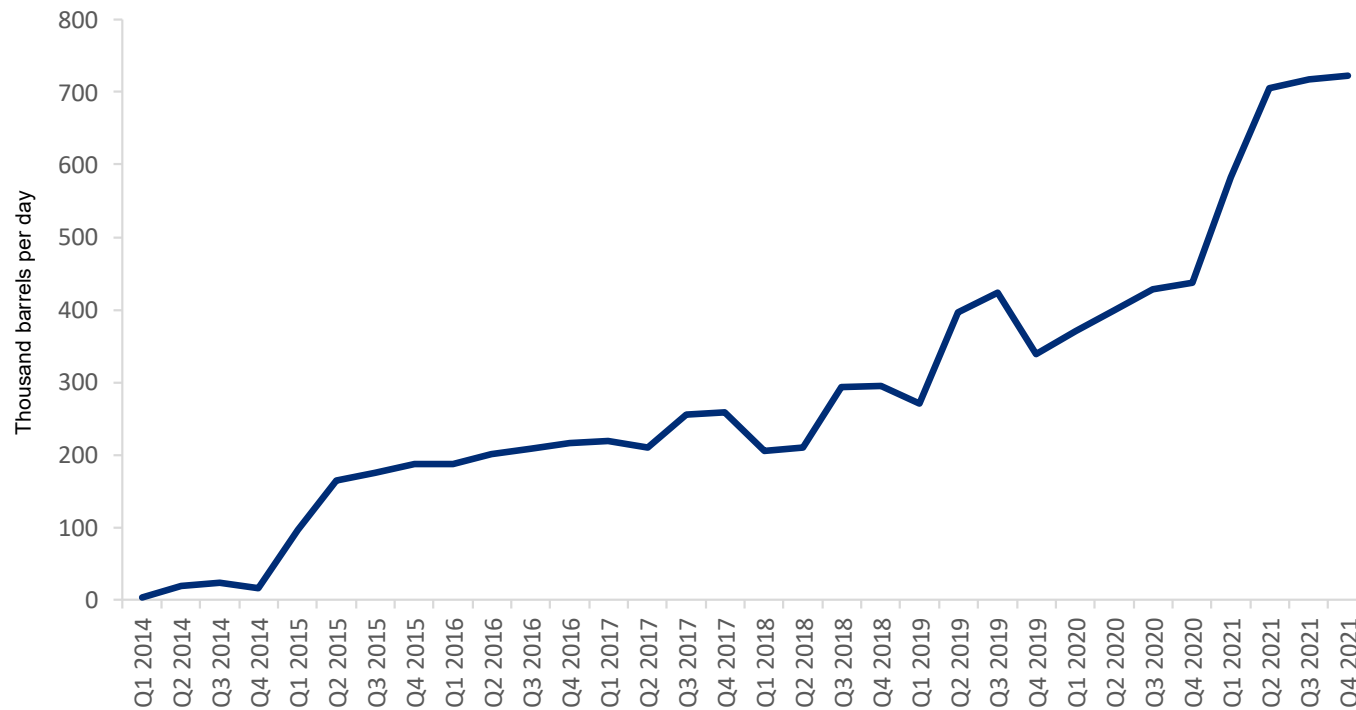
- ET and Centurion Pipeline L.P. offers joint tariff crude oil service from ET's terminal in Cushing, OK to ET's Nederland terminal
- Provides ability to move Powder River and DJ Basin barrels through Cushing to ET's Nederland Terminal
- Primarily utilizes existing assets, including ET's White Cliffs and Permian Express 1 pipeline
- Assets linked together via new connections in Oklahoma
- ~65,000 bpd of crude oil capacity
- Phase II expansion will nearly double capacity to 120,000 bpd

**Commenced service in June 2021  
– expansion expected to be in service  
by end of Q1'22**

# NGL & Refined Products Segment - A World Leader in NGL Exports

*In total, ET's market share of worldwide NGL exports has doubled over the last 24 months to nearly 20%*

**ET NGL Exports**



*Expanding industry leading business while capturing future growth opportunities in new markets*



# NGL & Refined Products Segment – Leading Northeast NGL Franchise

## Comprehensive Marcellus/Utica Shale solution reaching local, regional and international markets

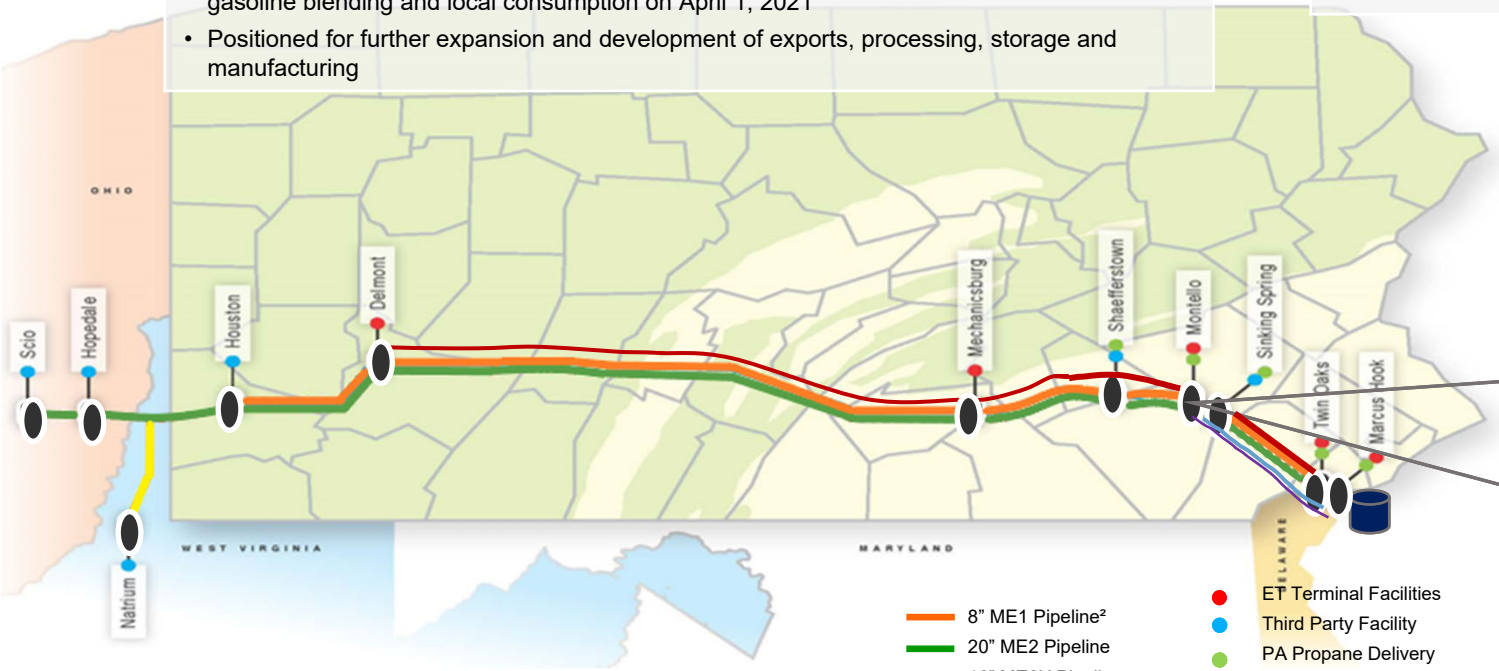
### Marcus Hook Terminal

- ~800 acre site: inbound and outbound pipeline, along with truck, rail and marine capabilities
- ~400,000 bbls/d of combined NGL and ethane export capacity at Marcus Hook Terminal
- ~2 million bbls underground NGL storage; ~3.8 million bbls (standard) above-ground NGL storage; ~1 million bbls refined products storage capacity; ~1 million bbls crude storage capacity<sup>1</sup>
- 4 export docks accommodate VLGC & VLEC sized vessels
- Began transporting natural gasoline on the Mariner system to Marcus Hook Terminal for gasoline blending and local consumption on April 1, 2021
- Positioned for further expansion and development of exports, processing, storage and manufacturing

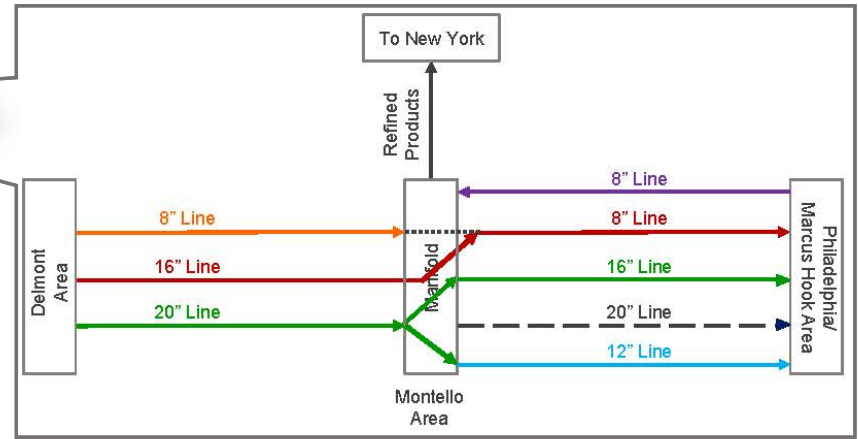
### Mariner East Pipeline System

- Provides transportation, storage, and terminaling services from OH / Western PA to the Marcus Hook Terminal on the East Coast
- Products include ethane, propane, butane, C3+, and natural gasoline; developing capabilities for refined products
- Supported by long-term, fee-based contracts with diversified customer base that includes producers, midstream providers and major integrated energy companies
- In addition, PA Access began flowing refined products in January 2022

**Construction of the final phase of the Mariner East pipeline is complete and commissioning is in progress, which will bring its total NGL capacity to 350,000 to 375,000 bbls/d, including ethane**



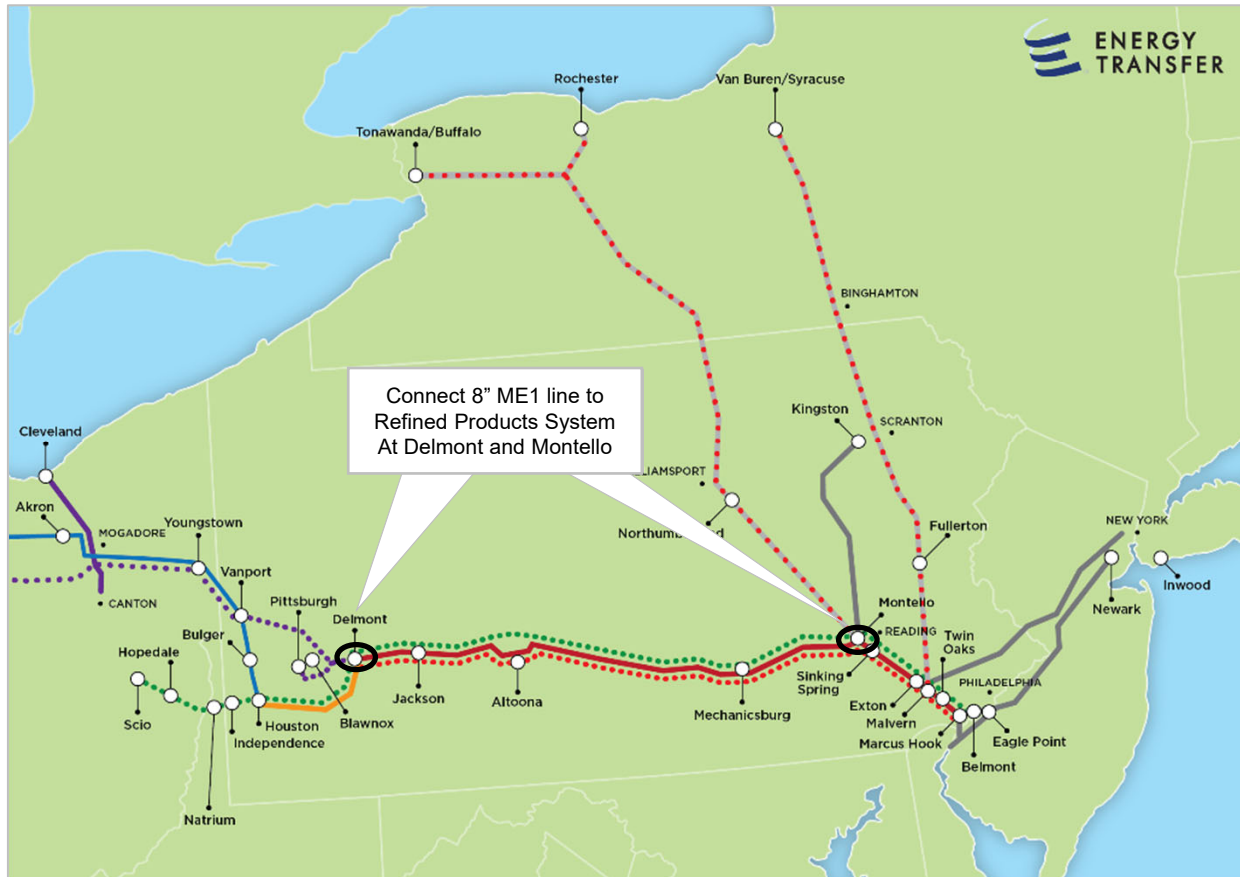
- 8" ME1 Pipeline<sup>2</sup>
- 20" ME2 Pipeline
- 16" ME2X Pipeline
- 8" RP Pipeline
- 12" ME2/GRE Pipeline
- ET Terminal Facilities
- Third Party Facility
- PA Propane Delivery
- Marcus Hook Terminal
- Third Party Pipeline
- Marcellus Shale



1. Note: crude storage reported in Crude Oil Transportation & Services segments  
 2. A portion of ME1 has been converted to refined products service as part of the PA Access project  
 3. This is a concept drawing. Actual pipe sizes and connection locations within each line segments vary

# NGL & Refined Products Segment – Pennsylvania Access

**As Mariner East adds refined products to its slate of liquids transportation services, tremendous synergies can be realized with ET's existing refined products pipelines and terminals**

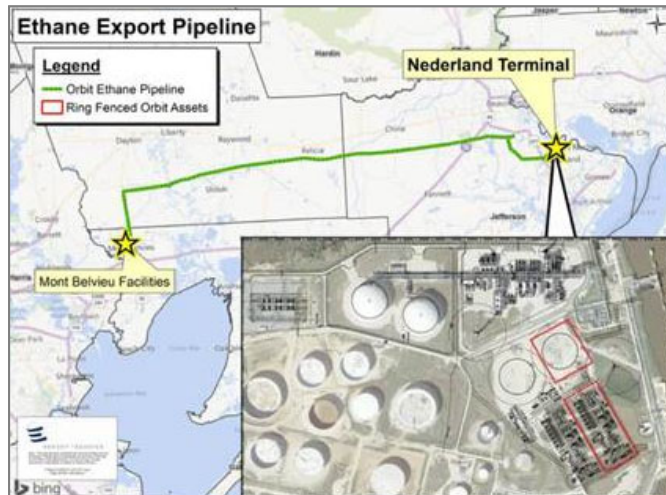


- Mariner East 2X
- Mariner East 2
- Mariner West
- Inland Pipeline
- Legacy SXL
- ME1/ME2X
- Allegheny Access
- PA Access/ME1
- PA Access/Legacy SXL
- Terminal Facilities and Delivery Points

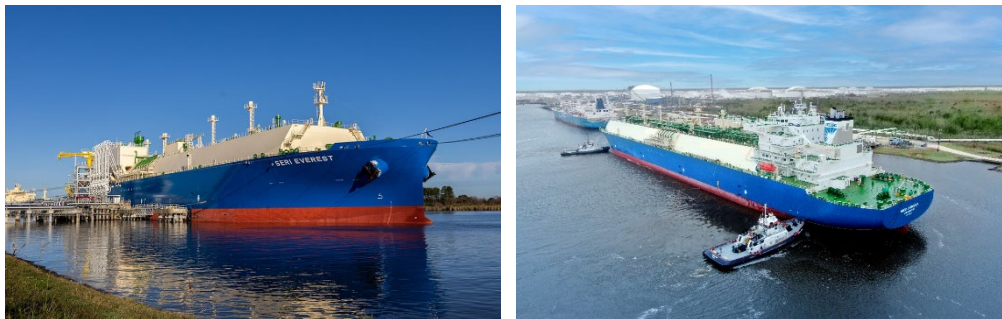
## PA Access Overview

- Converted a portion of 8-inch ME1 NGL pipeline to refined products service
- Facilitates refined products movements from Midwest supply regions through Allegheny Access Pipeline System into PA and markets in the Northeast
- Reconnected and modified existing assets
- ~20-25,000 barrels per day of refined products capacity; easily expandable to ~50,000+ barrels per day
- Allows for efficient, inexpensive way to move refined products to meet demand
- Incremental revenue and synergies with existing ET refined products pipelines and terminal assets
- Provides flow from Ohio to Pennsylvania, and to upstate New York markets
- PA Access began flowing refined products in January 2022

## Ethane Export Pipeline and Terminal Facilities



## The Seri Everest, The World's Largest VLEC



## Orbit Pipeline JV

- Orbit Joint Venture with Satellite Petrochemical USA Corp includes a new ethane export terminal on the U.S. Gulf Coast to provide ethane to Satellite's newly-constructed ethane crackers
- At ET's Nederland Terminal, Orbit constructed:
  - 1.2 million barrel (standard) ethane storage tank
  - ~180,000 barrel per day ethane refrigeration facility
  - 20-inch ethane pipeline originating at ET's Mont Belvieu facilities that will make deliveries to its Nederland export terminal, as well as domestic markets in the region
- ET is the operator of the Orbit assets, and provides storage and marketing services for Satellite
- ET will ultimately provide Satellite with approximately 150,000 barrels per day of ethane under a long-term, demand-based agreement, which will ramp up as new Satellite facilities come online
- In addition, ET constructed and wholly-owns the infrastructure required to supply ethane to the pipeline and to load ethane onto carriers destined for international markets
- Loaded nearly 26 million barrels of ethane out of this facility through in 2021
- For 2022, expect to load a minimum of 40 million barrels of ethane out of this facility, and project this to increase to up to 60 million barrels for 2023

# NGL & Refined Products Segment – Nederland LPG/Natural Gasoline Expansions

## Legacy Mariner South System

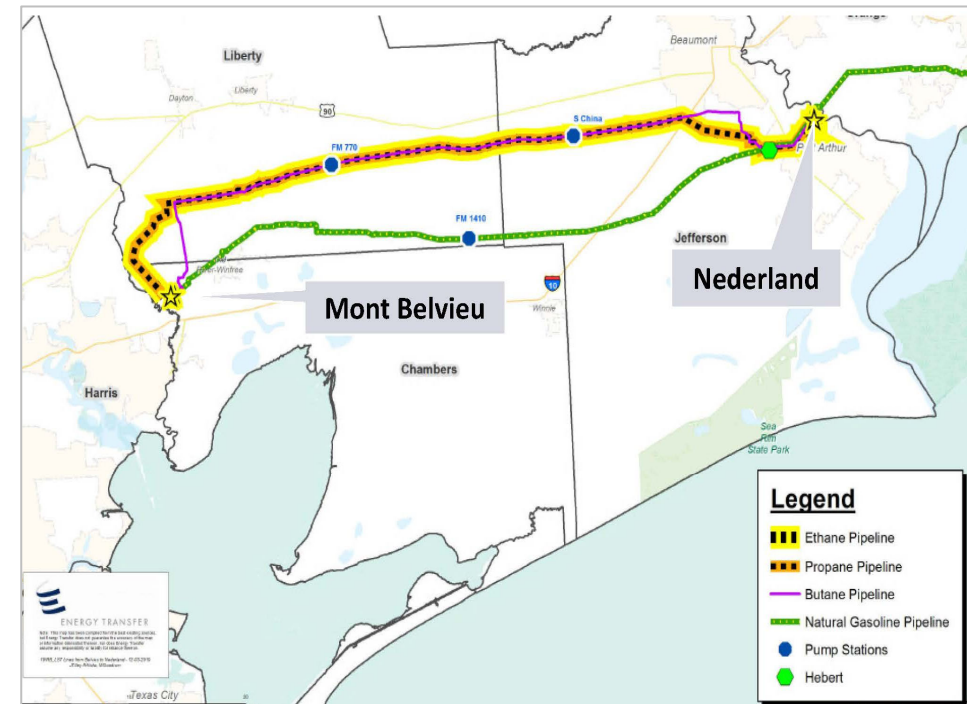
- Completed in 2015, the legacy Mariner South system integrated ET's Mont Belvieu assets with its Nederland Terminal
- Included batched butane and propane pipeline and chiller with a LPG export capacity of 180,000 BPD
- Completed de-bottlenecking in early 2020 which added ~55,000 BPD of additional export capacity

## Nederland LPG Export Expansions

- Constructed new 20" pipeline from Mont Belvieu to Nederland to segregate system into separate dedicated product pipelines
- New butane chiller provided an additional 180 MBPD of LPG export capacity
- Existing chiller now dedicated to propane use
- Completed dock expansion/conversions to go from one dock to three docks capable of exporting ethane, propane, butane and natural gasoline
- New export train and dock conversion at Nederland allowed additional product loading to service international markets
- New pipeline and chiller went into service in December 2020 and will accommodate increased demand for propane and butane volumes
- Now capable of exporting ~700,000 BPD of NGLs from the Nederland Terminal

## Nederland Natural Gasoline Expansions

- Loaded first barge with natural gasoline in July 2019
- Repurposed existing pipeline to export 30,000 BPD of natural gasoline
- Completed construction of new 600,000 Bbl natural gasoline storage tank in December 2020



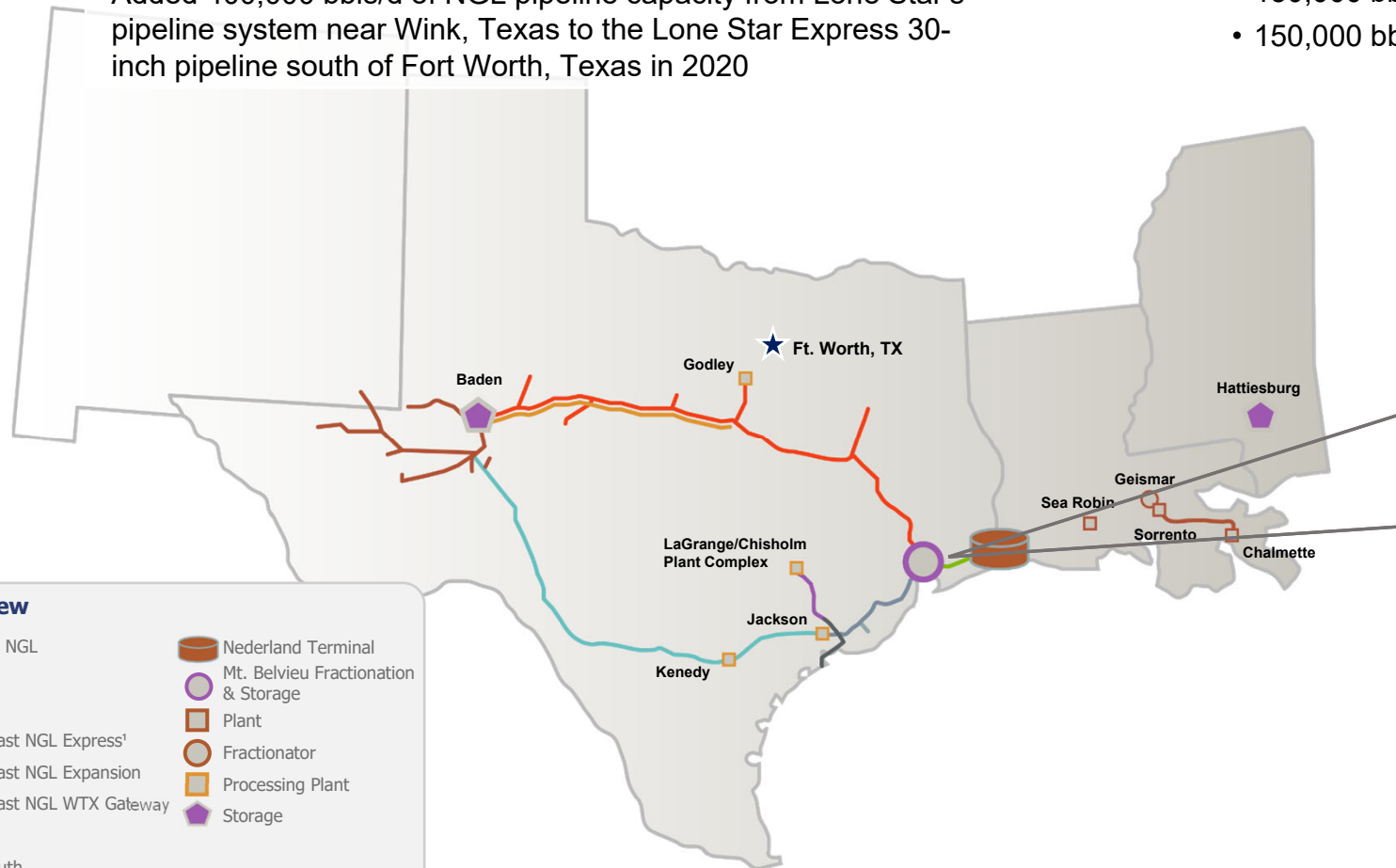
*Further established ET's Nederland terminal as a world class export operation on the U.S. Gulf Coast*



# NGL & Refined Products Segment – Pipeline & Fractionation Expansion

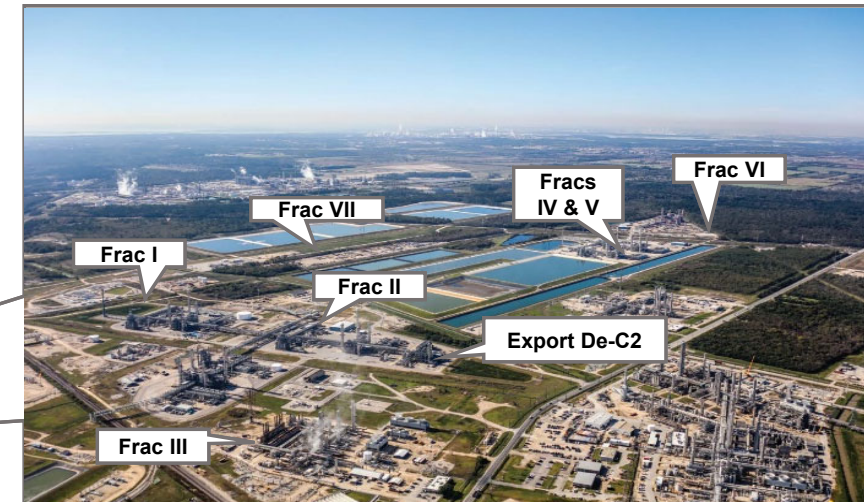
## Lone Star Express Expansion

- 24-inch, 352-mile expansion
- Added 400,000 bbls/d of NGL pipeline capacity from Lone Star's pipeline system near Wink, Texas to the Lone Star Express 30-inch pipeline south of Fort Worth, Texas in 2020



## Mont Belvieu Fractionation Expansions

- Total of 7 fractionators at Mont Belvieu
- 150,000 bbls/d Frac VI went into service in February 2019
- 150,000 bbls/d Frac VII went into service in Q1 2020



**Current frac capacity over 900,000 bbls/d**

# Growing Unique Export Capabilities

## Houston Terminal

- 330 acres on Houston Ship Channel
- 18.2 million barrels of crude and heated product storage
- ~500 thousand bbls/d of crude export capacity
- 5 ship docks, 7 barge docks
- Rail and truck loading and unloading
- Connectivity to Gulf Coast refining complex
- Pipeline connectivity to all major basins
- Deepwater marine access



Houston Terminal

Total NGL export capacity is now over 1.1 million barrels per day

## Marcus Hook Terminal



## Marcus Hook Terminal

- ~800 acre site: inbound and outbound pipeline along with truck, rail and marine capabilities
- ~2 million bbls underground NGL storage; ~4 million bbls refrigerated above-ground NGL storage; ~1 million bbls crude storage capacity
- ~1 million bbls refined products storage capacity
- 4 export docks accommodate VLGC and VLEC sized vessels
- ~400 thousand bbls/d of combined LPG and ethane export capacity
- Positioned for further expansion and development of exports, processing, storage and manufacturing

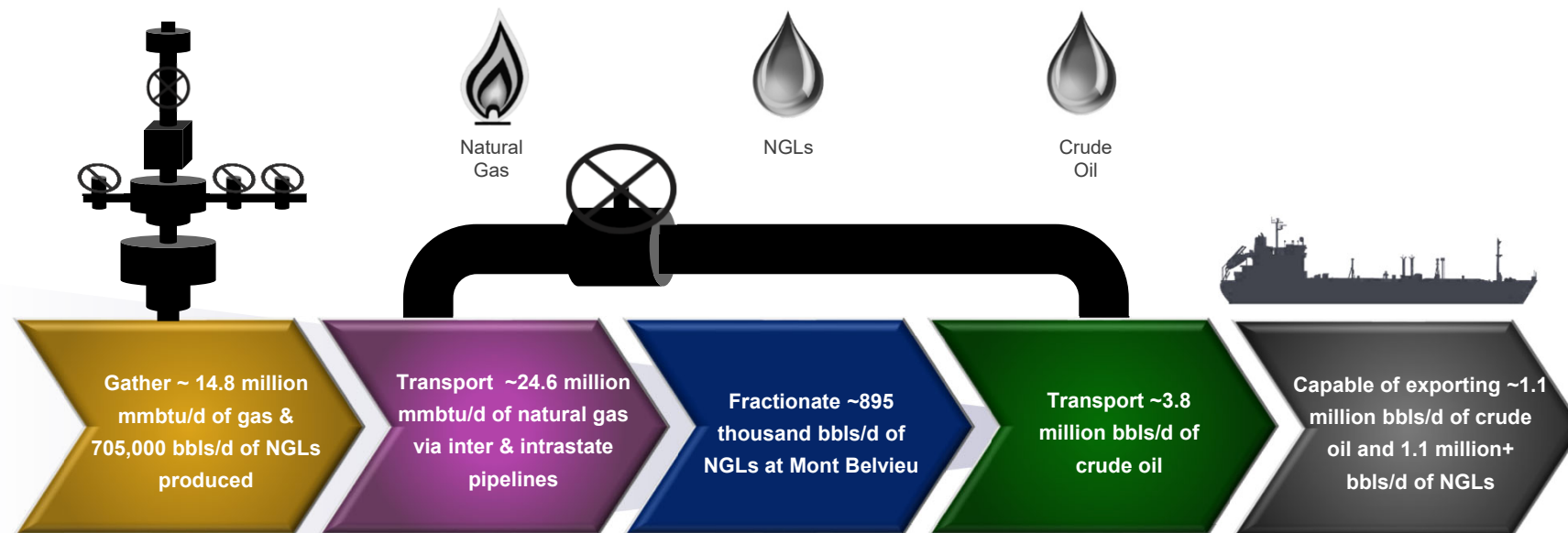
## Nederland Terminal

- ~1,200 acre site on USGC
- ~29 million bbls crude storage capacity; 1.9 million bbls refrigerated propane/butane storage capacity
- 1.2 million bbls (standard) ethane storage tank as part of Orbit joint venture
- ~700 thousand bbls/d of combined LPG, ethane and natural gasoline export capacity
- ~600 thousand bbls/d of crude export capacity
- 6 ship docks (3 NGL, 4 crude capable) and 4 barge docks accommodate Suez Max sized ships
- Rail and truck unloading capabilities
- Expanded natural gasoline capabilities in 2020 to accommodate larger vessels and provide access to international markets
- Space available for further dock and tank expansion and well positioned for future growth opportunities



Nederland Terminal

## Wellhead to Water Service



*The acquisition of Enable Midstream on December 2, 2021, improved Energy Transfer's connectivity and expanded its footprint*

# Successful Acquisition Track Record



- ET Management has a proven track record of successfully integrating acquisitions
- Knowledge of respective assets and businesses facilitates integrations of:
  - Operations
  - Commercial
  - Risk Management
  - Finance / Accounting
  - Information Technology



# Appendix





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~11,300 miles of crude oil trunk and gathering lines



### Asset Overview

-  Crude
-  Terminals
-  Nederland Terminal
-  Midland Terminal
-  Houston Terminal
-  Cushing Terminal

### Crude Oil Pipelines

- Directly connected to 6.8 MMbbls/d (~37%) of domestic refining capacity
- 1.1 MMbbls/d of ET-owned export capacity on USGC
- ET owns and operates substantial interests in the following systems/entities:
  - Bakken Pipeline (36.4%)
  - Bayou Bridge Pipeline (60%)
  - Permian Express Partners (87.7%)
  - White Cliffs (51%)
  - Maurepas (51%)

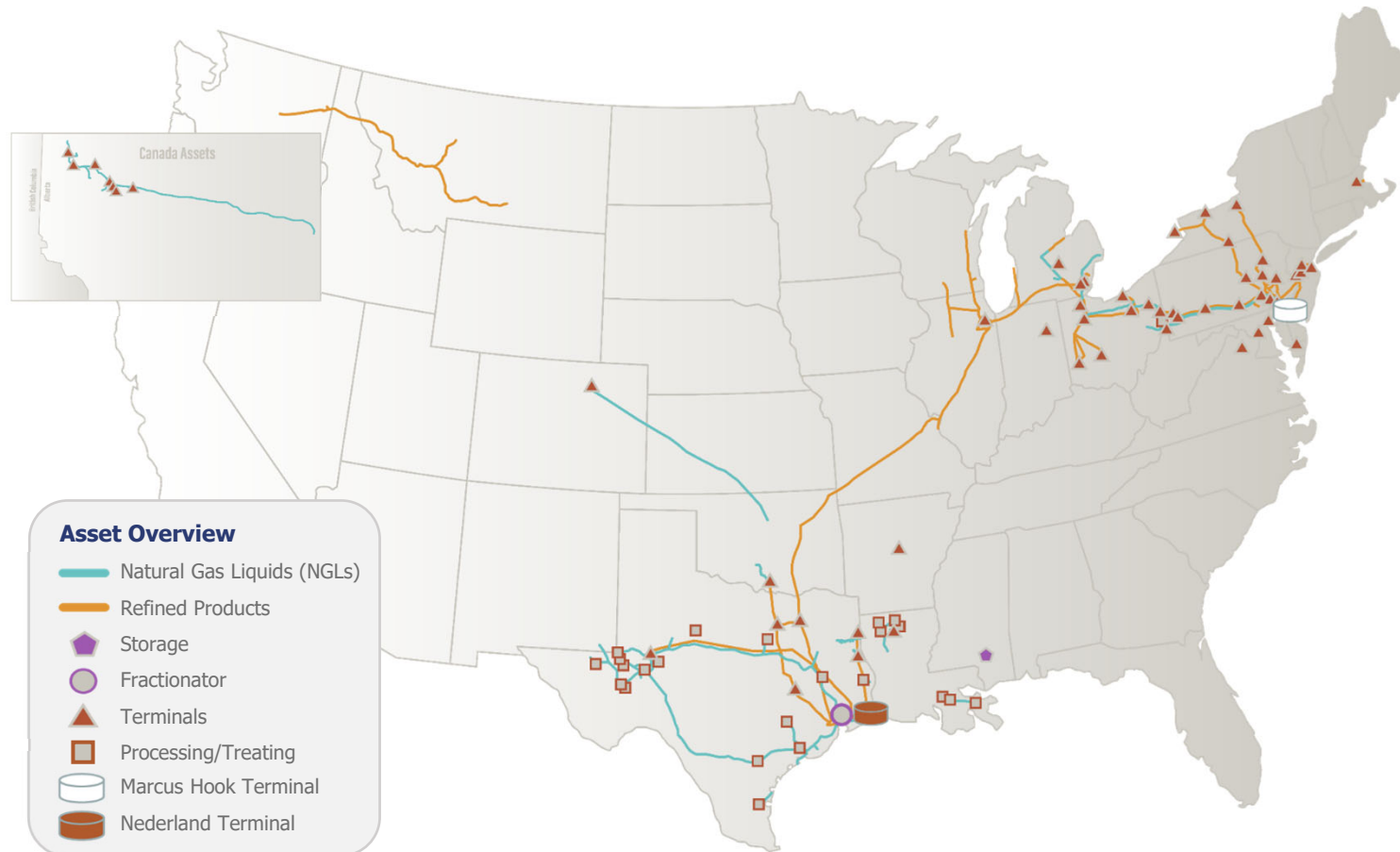
### Crude Oil Acquisition & Marketing

- Crude truck fleet of approximately 350+ trucks, 350+ trailers, and 150+ offload facilities
- Purchase crude oil at the lease from 3,000+ producers, and in-bulk from aggregators at major pipeline interconnections and trading points
- Market crude oil to refining companies and other traders across asset base
- Optimize assets to capture time and location spreads when market conditions allow

### Crude Oil Terminals

- Nederland, TX Terminal - ~31 million barrel capacity
- Houston, TX Terminal - ~18 million barrel capacity
- Cushing, OK - ~7.7 million barrel capacity
- Northeast Terminals - ~6 million barrel capacity
- Patoka, IL - ~1.9 million barrel capacity
- Midland, TX Terminal - ~1 million barrel capacity

# NGL & Refined Products Segment



## Fractionation

- 7 Mont Belvieu fractionators (over 900 Mbpd)
- 40 Mbpd King Ranch, 25 Mbpd Geismar
- 50 Mbpd Houston DeEthanizer and 30 to 50 Mbpd Marcus Hook C3+ Frac in service Q4 2017
- 150 Mbpd Frac VII placed in-service Q1 2020

## NGL Storage

- Total NGL storage ~70 million barrels
- ~53 million barrels NGL storage at Mont Belvieu
- ~10 million barrels of NGL storage at Marcus Hook & Nederland Terminals
- Hattiesburg Butane Storage ~5 million barrels

## NGL Pipeline Transportation

- ~5,200 miles of NGL Pipelines throughout Texas, Midwest, and Northeast
- Lone Star Express Expansion- completed in Q3 2020
  - ~352-mile, 24-inch NGL pipeline added ~400 Mbpd
- Mont Belvieu to Nederland Pipeline System
  - 71-mile propane pipeline with 300 Mbpd capacity, expandable to 450 Mbpd
  - 71-mile butane pipeline with 200 Mbpd capacity
  - 62-mile natural gasoline pipeline with 30 Mbpd capacity
- Mariner Pipeline Franchise
  - The Mariner East Pipeline System will be capable of moving 350-375 Mbpd of NGLs (including ethane) to Marcus Hook upon full completion in the first quarter of 2022
  - PA Access provides ~20-25 Mbpd of refined products capacity to PA and NE markets
  - Mariner West Pipeline – 55 Mbpd ethane pipeline to Canada

## Orbit<sup>1</sup>

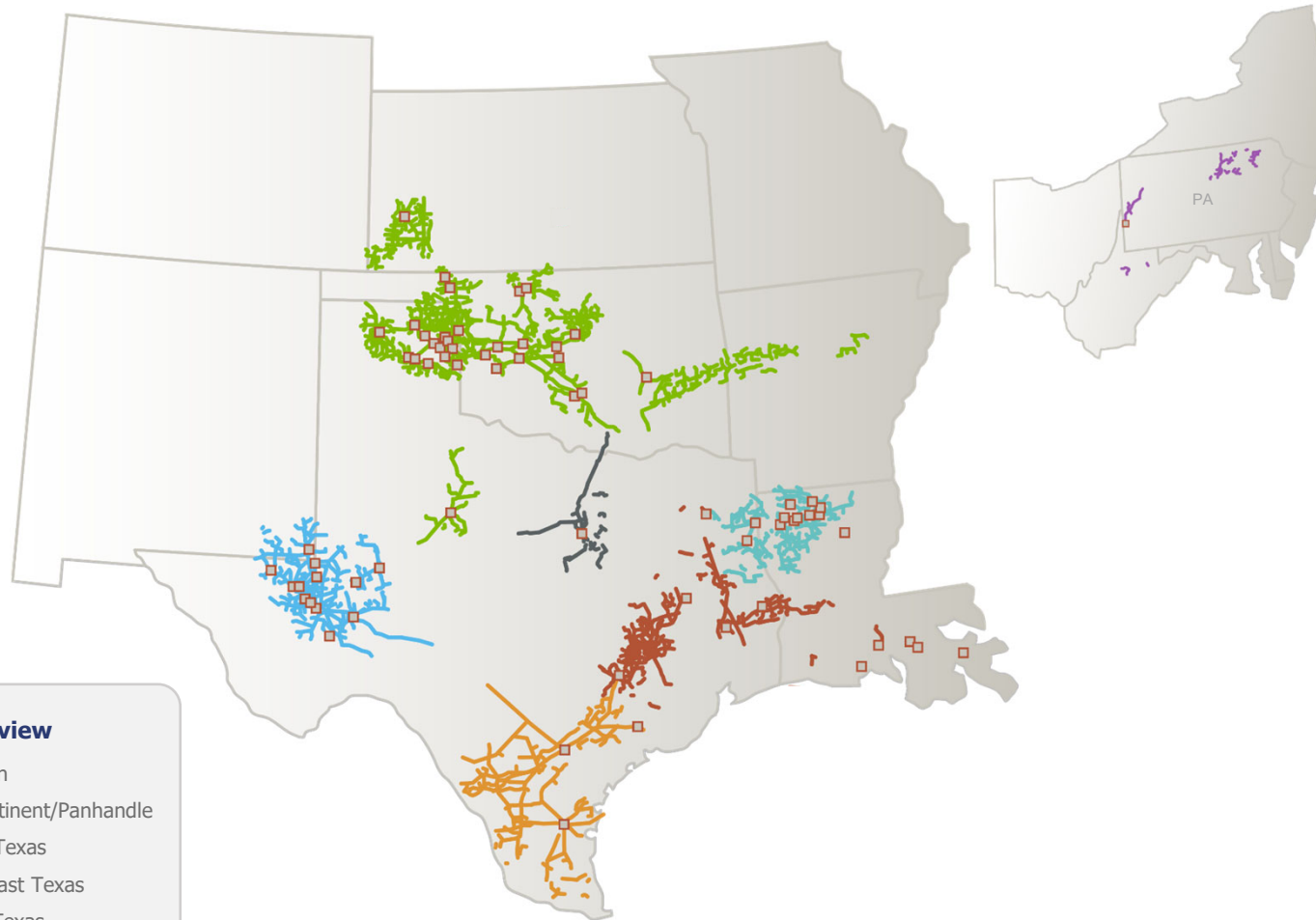
## Refined Products

- ~180 Mbpd of ethane export capacity at Nederland Terminal

- ~3,600 miles of refined products pipelines in the northeast, Midwest and southwest US markets
- 37 refined products marketing terminals with ~8 million barrels storage capacity

1. JV with Satellite Petrochemical USA Corp

# Midstream Segment



### Asset Overview

- Permian
- Midcontinent/Panhandle
- South Texas
- Southeast Texas
- North Texas
- North Louisiana
- Eastern
- Processing

**~53,500 miles of gathering pipelines with ~11.2 Bcf/d of processing capacity**

### Midstream Highlights

- Extensive Permian Basin Footprint:
  - Have ~3.7 million acres dedicated to ET processing plants in the Permian Basin with an average of 7+ years remaining on contracts
  - Midland Basin inlet volumes continue to be at or near record highs
- Grey Wolf Processing Plant
  - 200 MMcf/d cryogenic processing plant in Delaware basin
  - Expected in service by end of 2022
- Permian Bridge
  - Converted ~55 miles of existing 24-inch NGL pipeline to rich-gas service
  - Project allows ~115 thousand MCF of rich-gas to move out of the Midland Basin to the Delaware Basin, providing access to additional takeaway options
  - Placed into service October 2021, and is already being significantly utilized
  - Expansion underway to bring pipeline's total capacity to over 200 thousand Mcf/d in Q1 2022

### Current ET Processing Capacity

	<u>Bcf/d</u>	<u>Basins Served</u>
Permian	2.7	Permian, Midland, Delaware
Midcontinent/Panhandle	3.1	Granite Wash, Cleveland, DJ, STACK
North Texas	0.7	Barnett, Woodford
South Texas	1.9	Eagle Ford
North Louisiana	2.1	Haynesville, Cotton Valley
Southeast Texas	0.4	Eagle Ford, Eagle Bine
Eastern	0.2	Marcellus Utica

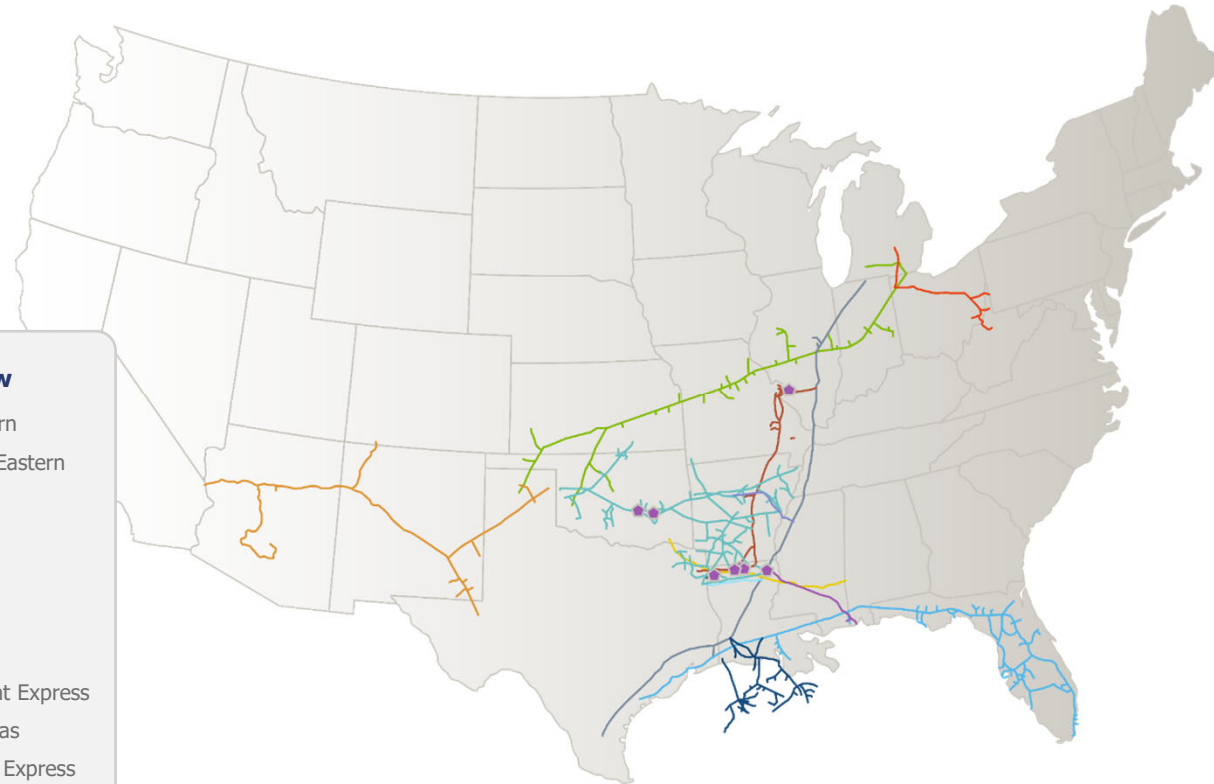


# Interstate Pipeline Segment

## Interstate Highlights

Our interstate pipelines provide:

- Stability
  - Approximately 95 percent of revenue is derived from fixed reservation fees
- Diversity
  - Access to multiple shale plays, storage facilities and markets
- Growth Opportunities
  - Well-positioned to capitalize on changing supply and demand dynamics
- Gulf Run Pipeline Project
  - 42-inch interstate natural gas pipeline with 1.65 Bcf/d of capacity
  - Will provide natural gas transportation between the Haynesville Shale and Gulf Coast
  - Expected compete by end of 2022



**Asset Overview**

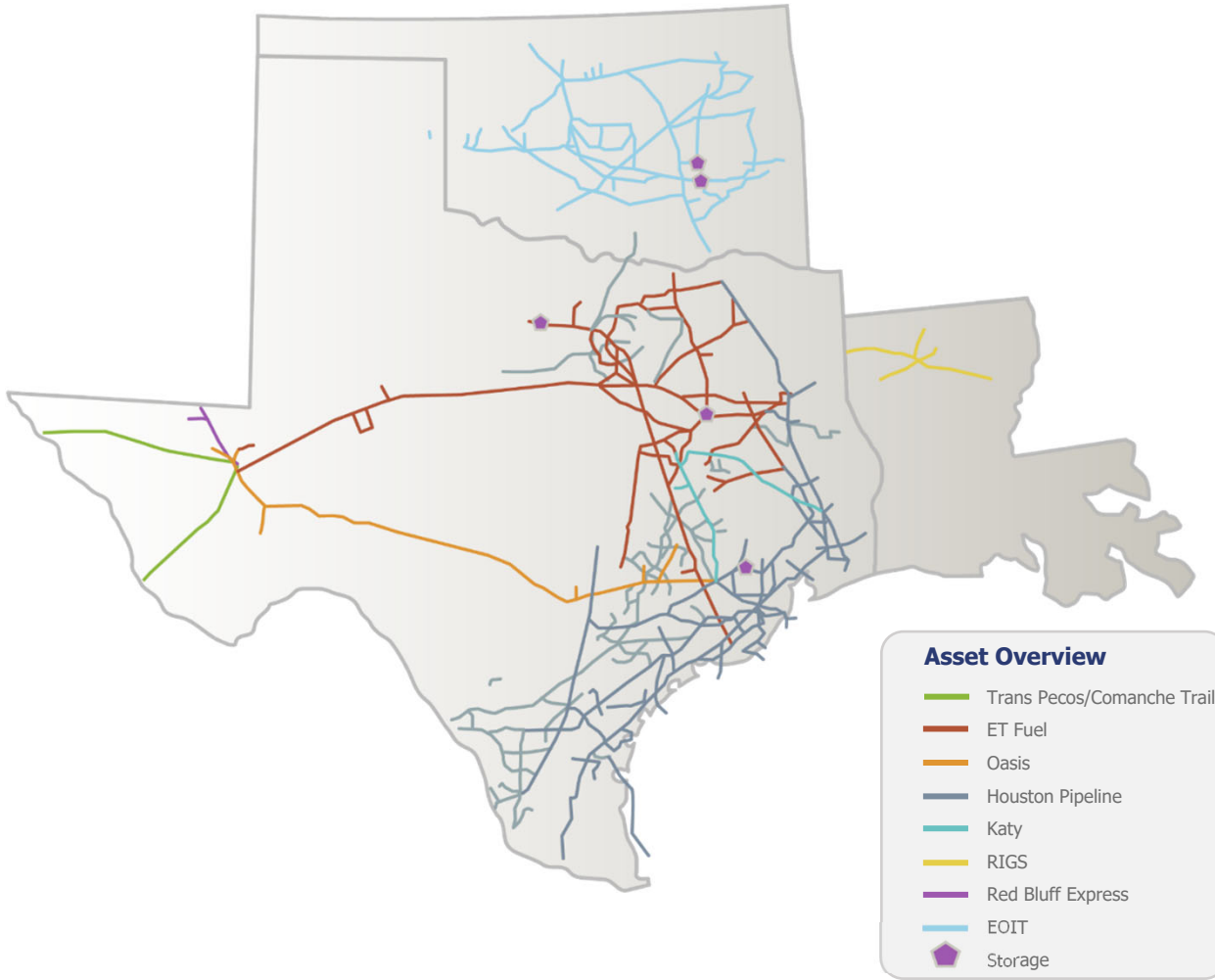
- Transwestern
- Panhandle Eastern
- EGT
- MRT
- SESH
- Gulf States
- Tiger
- Midcontinent Express
- Trunkline Gas
- Fayetteville Express
- Rover
- Sea Robin/Stingray
- ◆ Storage

**~26,600 miles of interstate pipelines with ~31 Bcf/d of throughput capacity and ~147 Bcf/d of working storage capacity**

	PEPL	TGC	TW	FGT	SR	FEP	Tiger	MEP	Rover	Stingray	EGT	MRT	SESH	Total
<b>Miles of Pipeline</b>	6,300	2,190	2,610	5,365	740	185	200	510	720	290	5,900	1,600	290	26,600
<b>Capacity (Bcf/d)</b>	2.8	0.9	2.1	3.7	2.0	2.0	2.4	1.8	3.4	0.4	6.2	1.7	1.1	30.5
<b>Owned Storage (Bcf)</b>	73.4	13.0	--	--	--	--	--	--	--	--	29.0	31.5	--	146.9
<b>Ownership</b>	100%	100%	100%	50%	100%	50%	100%	50%	32.6%	100%	100%	100%	50%	

# Intrastate Pipeline Segment

~ 11,600 miles of intrastate pipelines with ~24 Bcf/d of throughput capacity, and ~88 Bcf/d of working storage capacity



## Intrastate Highlights

- Well-positioned to capture additional revenues from anticipated changes in natural gas supply and demand in the next five years
- Strategically taken steps to lock-in additional volumes under fee-based, long-term contracts with third party customers
- Evaluating Permian Basin takeaway project that would utilize Energy Transfer assets, along with a new build pipeline, to provide producers with firm capacity to the premier markets of Katy, Carthage, Gillis and Henry Hubs

Pipeline	Capacity (Bcf/d)	Pipeline (Miles)	Storage (Bcf/d)	Bi-Directional	Major Connect Hubs
Trans Pecos & Comanche Trail Pipelines	2.5	335	NA	No	Waha Header, Mexico Border
ET Fuel Pipeline	5.2	3,150	11.2	Yes	Waha, Katy, Carthage
Oasis Pipeline	2.0	750	NA	Yes	Waha, Katy
Houston Pipeline System	5.3	3,920	52.5	No	HSC, Katy, Aqua Dulce
ETC Katy Pipeline	2.9	460	NA	No	Katy
RIGS	2.1	450	NA	No	Union Power, LA Tech
Red Bluff Express	1.4	108	NA	No	Waha
EOIT <sup>1</sup>	2.4	2,200	24.0	Yes	OG&E, PSO

1. The EOIT pipeline system is has multidirectional flow capabilities between numerous receipt and delivery points, which limits our ability to determinate an overall system capacity. During the year-ended December 31, 2020, the peak daily throughput was 2.4 Bcf/d

# Non-GAAP Reconciliations

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# Non-GAAP Reconciliation

## Reconciliation of Non-GAAP Measures \*

	2018 <sup>(a)</sup>	2019	2020					2021				
	Full Year		Full Year	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4
Net income	\$ 3,420	\$ 4,825	\$ (964)	\$ 672	\$ (401)	\$ 833	\$ 140	\$ 3,641	\$ 908	\$ 907	\$ 1,231	\$ 6,687
Interest expense, net	2,055	2,331	602	579	569	577	2,327	589	566	558	554	2,267
Impairment losses	431	74	1,325	4	1,474	77	2,880	3	8	-	10	21
Income tax expense (benefit) from continuing operations	4	195	28	99	41	69	237	75	82	77	(50)	184
Depreciation, depletion and amortization	2,859	3,147	867	936	912	963	3,678	954	940	943	980	3,817
Non-cash compensation expense	105	113	22	41	30	28	121	28	27	26	30	111
(Gains) losses on interest rate derivatives	(47)	241	329	3	(55)	(74)	203	(194)	123	(1)	11	(61)
Unrealized (gains) losses on commodity risk management activities	11	5	(51)	48	30	44	71	(46)	(47)	19	(88)	(162)
Losses on extinguishments of debt	112	18	62	-	-	13	75	7	1	-	30	38
Inventory valuation adjustments (Sunoco LP)	85	(79)	227	(90)	(11)	(44)	82	(100)	(59)	(9)	(22)	(190)
Impairment of investment in unconsolidated affiliates	-	-	-	-	129	-	129	-	-	-	-	-
Equity in (earnings) losses of unconsolidated affiliates	(344)	(302)	7	(85)	32	(73)	(119)	(55)	(65)	(71)	(55)	(246)
Adjusted EBITDA related to unconsolidated affiliates	655	626	154	157	169	148	628	123	136	141	123	523
Other, net (including amounts related to discontinued operations in 2018)	219	(54)	27	74	(53)	31	79	15	(4)	(11)	57	57
Adjusted EBITDA (consolidated)	9,565	11,140	2,635	2,438	2,866	2,592	10,531	5,040	2,616	2,579	2,811	13,046
Adjusted EBITDA related to unconsolidated affiliates	(655)	(626)	(154)	(157)	(169)	(148)	(628)	(123)	(136)	(141)	(123)	(523)
Distributable Cash Flow from unconsolidated affiliates	407	415	113	112	128	99	452	76	89	103	78	346
Interest expense, net	(2,057)	(2,331)	(602)	(579)	(569)	(577)	(2,327)	(589)	(566)	(558)	(554)	(2,267)
Preferred unitholders' distributions	(170)	(253)	(89)	(96)	(97)	(96)	(378)	(96)	(99)	(110)	(113)	(418)
Current income tax (expense) benefit	(472)	22	14	(15)	(7)	(19)	(27)	(9)	(15)	(10)	(10)	(44)
Maintenance capital expenditures	(510)	(655)	(103)	(136)	(129)	(152)	(520)	(76)	(140)	(155)	(210)	(581)
Other, net	49	85	22	18	17	17	74	19	17	14	18	68
Distributable Cash Flow (consolidated)	6,627	7,766	1,836	1,585	2,040	1,716	7,177	4,242	1,766	1,722	1,897	9,627
Distributable Cash Flow attributable to Sunoco LP (100%)	(445)	(450)	(159)	(121)	(139)	(97)	(516)	(108)	(145)	(146)	(143)	(542)
Distributions from Sunoco LP	166	165	41	41	41	42	165	41	42	41	41	165
Distributable Cash Flow attributable to USAC (100%)	(148)	(222)	(55)	(58)	(57)	(51)	(221)	(53)	(52)	(52)	(52)	(209)
Distributions from USAC	73	90	24	24	24	25	97	24	24	25	24	97
Distributable Cash Flow attributable to noncontrolling interests in other non-wholly-owned subsidiaries	(875)	(1,113)	(290)	(209)	(234)	(282)	(1,015)	(251)	(251)	(284)	(327)	(1,113)
Distributable Cash Flow attributable to the partners of Energy Transfer	5,398	6,236	1,397	1,262	1,675	1,353	5,687	3,895	1,384	1,306	1,440	8,025
Transaction-related adjustments	52	14	20	10	16	9	55	19	9	6	160	194
Distributable Cash Flow attributable to the partners of Energy Transfer, as adjusted	\$ 5,450	\$ 6,250	\$ 1,417	\$ 1,272	\$ 1,691	\$ 1,362	\$ 5,742	\$ 3,914	\$ 1,393	\$ 1,312	\$ 1,600	\$ 8,219

\* See definitions of non-GAAP measures on next slide



(a) The closing of the ETO Merger in October 2018 impacted the Partnership's calculation of Distributable Cash Flow attributable to partners, as well as the number of Energy Transfer Common Units outstanding and the amount of distributions to be paid to partners. In order to provide information on a comparable basis for pre-ETO Merger and post-ETO Merger periods, the Partnership has included certain pro forma information. For 2018, Distributable Cash Flow attributable to partners presented above reflects the following ETO Merger related impacts:

- ETO is reflected as a wholly-owned subsidiary and Distributable Cash Flow attributable to partners reflects ETO's consolidated Distributable Cash Flow (less certain other adjustments, as follows).
- Distributions from Sunoco LP and USAC include distributions to both Energy Transfer and ETO.
- Distributable Cash Flow attributable to noncontrolling interest in our other non-wholly-owned subsidiaries is subtracted from consolidated Distributable Cash Flow to calculate Distributable Cash Flow attributable to partners.

## Definitions

Adjusted EBITDA and Distributable Cash Flow are non-GAAP financial measures used by industry analysts, investors, lenders and rating agencies to assess the financial performance and the operating results of Energy Transfer's fundamental business activities and should not be considered in isolation or as a substitute for net income, income from operations, cash flows from operating activities, or other GAAP measures. There are material limitations to using measures such as Adjusted EBITDA and Distributable Cash Flow, including the difficulty associated with using either as the sole measure to compare the results of one company to another, and the inability to analyze certain significant items that directly affect a company's net income or loss or cash flows. In addition, our calculations of Adjusted EBITDA and Distributable Cash Flow may not be consistent with similarly titled measures of other companies and should be viewed in conjunction with measurements that are computed in accordance with GAAP, such as segment margin, operating income, net income and cash flow from operating activities.

We define Adjusted EBITDA as total partnership earnings before interest, taxes, depreciation, depletion, amortization and other non-cash items, such as non-cash compensation expense, gains and losses on disposals of assets, the allowance for equity funds used during construction, unrealized gains and losses on commodity risk management activities, inventory valuation adjustments, non-cash impairment charges, losses on extinguishments of debt and other non-operating income or expense items. Inventory adjustments that are excluded from the calculation of Adjusted EBITDA represent only the changes in lower of cost or market reserves on inventory that is carried at last-in, first-out ("LIFO"). These amounts are unrealized valuation adjustments applied to Sunoco LP's fuel volumes remaining in inventory at the end of the period.

Adjusted EBITDA reflects amounts for less than wholly-owned subsidiaries based on 100% of the subsidiaries' results of operations. Adjusted EBITDA reflects amounts for unconsolidated affiliates based on the same recognition and measurement methods used to record equity in earnings of unconsolidated affiliates. Adjusted EBITDA related to unconsolidated affiliates excludes the same items with respect to the unconsolidated affiliate as those excluded from the calculation of Adjusted EBITDA, such as interest, taxes, depreciation, depletion, amortization and other non-cash items. Although these amounts are excluded from Adjusted EBITDA related to unconsolidated affiliates, such exclusion should not be understood to imply that we have control over the operations and resulting revenues and expenses of such affiliates. We do not control our unconsolidated affiliates; therefore, we do not control the earnings or cash flows of such affiliates.

Distributable Cash Flow is used by management to evaluate our overall performance. Our partnership agreement requires us to distribute all available cash, and Distributable Cash Flow is calculated to evaluate our ability to fund distributions through cash generated by our operations. We define Distributable Cash Flow as net income, adjusted for certain non-cash items, less distributions to preferred unitholders and maintenance capital expenditures. Non-cash items include depreciation, depletion and amortization, non-cash compensation expense, amortization included in interest expense, gains and losses on disposals of assets, the allowance for equity funds used during construction, unrealized gains and losses on commodity risk management activities, inventory valuation adjustments, non-cash impairment charges, losses on extinguishments of debt and deferred income taxes. For unconsolidated affiliates, Distributable Cash Flow reflects the Partnership's proportionate share of the investee's distributable cash flow.

On a consolidated basis, Distributable Cash Flow includes 100% of the Distributable Cash Flow of Energy Transfer's consolidated subsidiaries. However, to the extent that noncontrolling interests exist among the Partnership's subsidiaries, the Distributable Cash Flow generated by our subsidiaries may not be available to be distributed to our partners. In order to reflect the cash flows available for distributions to the partners of Energy Transfer, the Partnership has reported Distributable Cash Flow attributable to the partners of Energy Transfer, which is calculated by adjusting Distributable Cash Flow (consolidated), as follows:

- For subsidiaries with publicly traded equity interests, Distributable Cash Flow (consolidated) includes 100% of Distributable Cash Flow attributable to such subsidiary, and Distributable Cash Flow attributable to our partners includes distributions to be received by the parent company with respect to the periods presented.
- For consolidated joint ventures or similar entities, where the noncontrolling interest is not publicly traded, Distributable Cash Flow (consolidated) includes 100% of Distributable Cash Flow attributable to such subsidiaries, but Distributable Cash Flow attributable to the partners reflects only the amount of Distributable Cash Flow of such subsidiaries that is attributable to our ownership interest.

For Distributable Cash Flow attributable to partners, as adjusted, certain transaction-related and non-recurring expenses that are included in net income are excluded.