# Global Hunter Securities GHS 100 Energy Conference Chicago, III. | June 25, 2013





### **Forward-Looking Statements**

Statements contained in this presentation that include company expectations or predictions should be considered forward-looking statements that are covered by the safe harbor provisions of the Securities Act of 1933 and the Securities and Exchange Act of 1934.

It is important to note that the actual results could differ materially from those projected in such forward-looking statements.

For additional information that could cause actual results to differ materially from such forward-looking statements, refer to ONEOK's and ONEOK Partners' Securities and Exchange Commission filings.



### What We'll Cover

Key Points

### **Vision and Strategy**

- A premier energy company

### **Well-positioned assets**

- Connecting prolific supply basins to key markets

#### **Disciplined growth continues**

- Investing in new and existing infrastructure

# Demonstrated ability to create value for all stakeholders

- Employees, customers, investors and communities



## Vision & Strategy



9

STAREST MELL

Page 5

## **Our Vision**

### A Premier Energy Company

#### **Creating exceptional value for customers**

Rebundling services across the value chain, primarily through vertical integration, to provide customers with premium services at lower costs

Applying our capabilities – as a gatherer, processor, transporter, marketer and distributor – to natural gas, natural gas liquids and other energy commodities



Exploration & Production

Midstream Natural Gas

Midstream NGLs







#### **Provide non-discretionary services** to producers, processors and customers



## **Our Key Strategies**

A Premier Energy Company

#### **ONEOK Partners**

Increase distributable cash flow per unit through investments in internal growth projects

#### **Financial**

Manage our balance sheet and maintain investment-grade credit rating at or above current level

#### **Environment, Safety and Health**

Continue to produce sustainable improvement in ESH performance by protecting employees and the public

#### People

Attract, select, develop and retain employees to support strategy execution



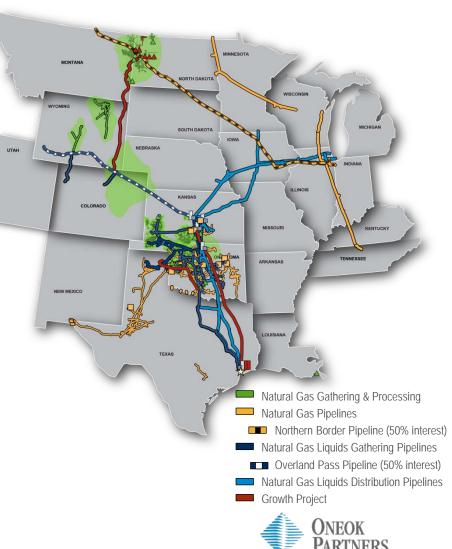
### Well-Positioned Assets



## **ONEOK Partners**

### Asset Overview

- Owns and operates assets in midstream natural gas and natural gas liquids businesses
- Provides *non-discretionary* services to producers, processors and customers
- Primarily fee-based earnings
- Aligned interests:
  - ONEOK is supportive General Partner
  - ONEOK: 43.3% owner at March 31, 2013





### **ONEOK Partners**

### Strong Asset Position

- Strategic assets connecting prolific supply basins to key markets
- Embedded growth opportunities within existing operating footprint
- Provides *non-discretionary* services to producers, processors and customers



#### Natural Gas

- Two businesses:
  - Gathering and processing
  - Pipelines and storage
- Diversified supply basins, producers, contracts and hedging mitigate earnings volatility
- Earnings are predominantly fee based



#### **Natural Gas Liquids**

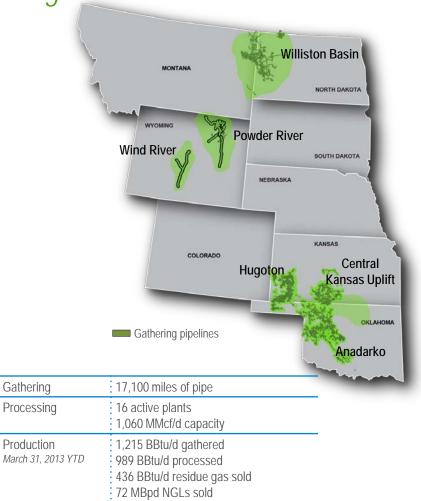
- One integrated business:
  - Includes gathering, fractionation, pipelines and storage
- Links key NGL market centers at Conway, Kansas, and Mont Belvieu, Texas
- Earnings are predominantly fee based



### **Asset Overview**

### Natural Gas Gathering and Processing

- Non-discretionary services
   to producers
  - Gathering, compression, treating and processing
- Natural gas supplies from six basins
- Diverse contract portfolio
  - More than 2,000 contracts
  - Minimal exposure to keep-whole spread





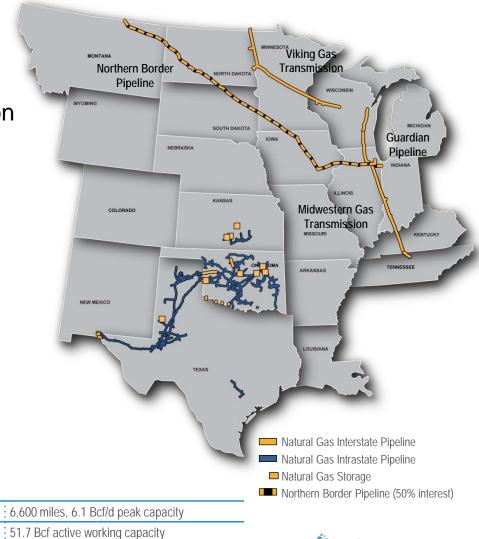
## **Asset Overview**

### Natural Gas Pipelines

- Predominantly fee-based income
- Assumes 89% of transportation capacity contracted under demand-based rates in 2013\*
- 100% of storage capacity contracted under firm, feebased arrangements in 2013\*
- 89% of contracted system capacity serves end-use markets in 2013\*
  - Key customers: Natural gas and electric utilities

**Pipelines** 

Storage

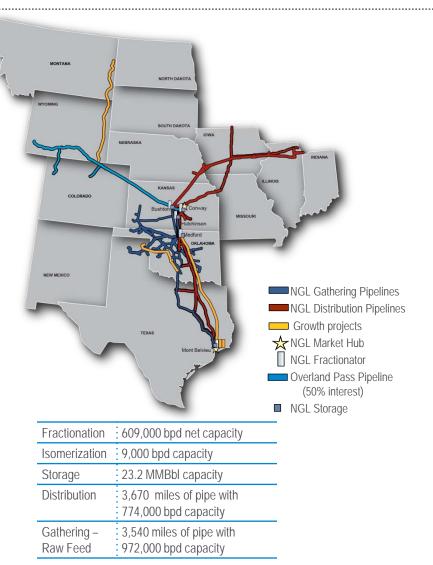




## **Asset Overview**

### Natural Gas Liquids

- Provides *non-discretionary* and fee-based services to processors and customers
  - Gathering, fractionation, transportation, marketing and storage
- Extensive NGL gathering system
  - Connected to approximately 100 natural gas processing plants in the Mid-Continent, Barnett Shale and Rocky Mountain regions
    - Represents 90% of pipelineconnected processing plants located in Mid-Continent
- Links key NGL market centers at Conway, Kan., and Mont Belvieu, Texas
- North System supplies Midwest refineries and propane markets





## **Well Positioned in Shale Plays**

### "Our Fairway"

- Active in and evaluating numerous shale plays
  - Producer supply commitments are key
- Exposure to NGL-rich resource development
  - Provides platform for future growth



## **OKS Predominantly Fee-Based Earnings**

### Percent of Margin

- Fee-based margins expected to increase in 2013
- Capital investments provide predominantly fee-based earnings growth
- Commodity price risk
  - Exists primarily in natural gas gathering and processing segment
  - Mitigated by hedging
- Volume risk
  - Exists primarily in natural gas gathering and processing and natural gas liquids segments
    - Ethane rejection affects natural gas liquids segment
  - Mitigated by supply diversity, firm-based, frac-or-pay and/or ship-or-pay contracts
- Price differential risk
  - NGL price differentials between Mid-Continent and Gulf Coast
  - Mitigated by converting optimization capacity to fee-based business



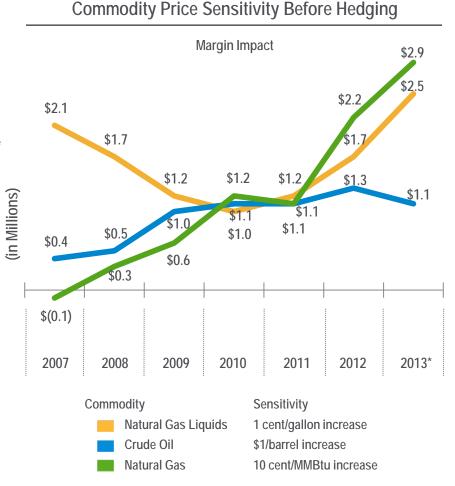
\*Feb. 25, 2013 guidance



## **Commodity Price Risk Mitigation**

#### Natural Gas Gathering and Processing

- Contract restructuring reduced keep-whole sensitivity
- 2013 hedged positions\*
  - Natural gas: 78% at \$3.79/MMBtu
    - 82,100 MMBtu/d estimated total equity volumes\*\*
  - Condensate: 83% at \$102.06/barrel
    - 2,400 bpd estimated total equity volumes
  - NGLs: 64% at \$1.05/gallon
    - 14,700 bpd estimated total equity volumes\*\*
- 2014 hedged positions\*
  - Natural gas: 91% at \$4.11/MMBtu
    - 76,100 MMBtu/d estimated total equity volumes
  - Condensate: 33% at \$93.24/barrel
    - 2,600 bpd estimated total equity volumes
- 2015 hedged positions\*
  - Natural gas: 50% at \$4.19/MMBtu
    - 97,800 MMBtu/d estimated total equity volumes



\*As of March 31, 2013

ONEOK PARTNERS

\*\*Assumes ethane rejection in the Williston Basin

### **Disciplined Growth Continues**



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## **Disciplined Growth Continues**

#### *\$9 to \$10 Billion in Capital Investments*

- Announced approximately \$4.7 to \$5.2 billion in growth projects in 2011-2015
  - Adjacent to and within our existing operating footprint, including:
    - Williston Basin to Bushton, Kan., approximately \$2.6 billion ۲
    - Mid-Continent to Mont Belvieu, Texas, approximately \$1.4 billion
    - Mont Belvieu, Texas, approximately \$1.0 billion •
- \$2 to \$3 billion backlog of unannounced growth projects
  - Natural gas, NGL and crude-oil-related infrastructure projects
- Completed more than \$2 billion in growth projects (2006-2009)



Exploration &



Gas

Midstream Natural



Midstream NGLs





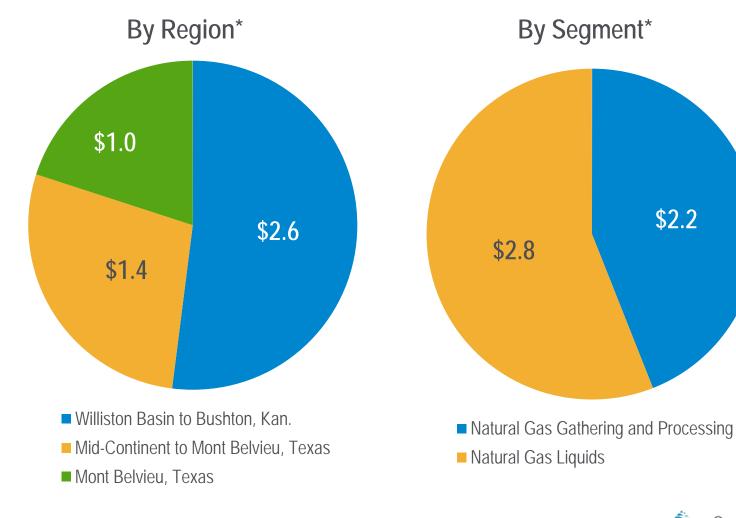
Marketing





### **Announced Capital Investments**

#### \$4.7 to \$5.2 Billion



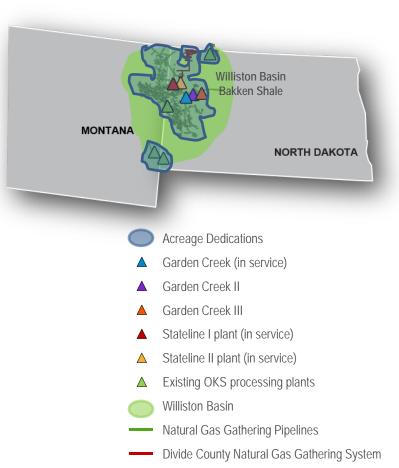
\$2.2

\*Midpoints in billions

## **Williston Basin**

### Strategic Fit

- Largest independent processor
  - Extensive infrastructure
- Best positioned to provide critical midstream capability
  - Knowledgeable workforce and contractors in place
  - Strong producer relationships
- Integrated value chain potential with NGL segment
  - Sets stage for future growth
- Resource development driven by crude-oil economics
- Approximately 3.1 million acres dedicated



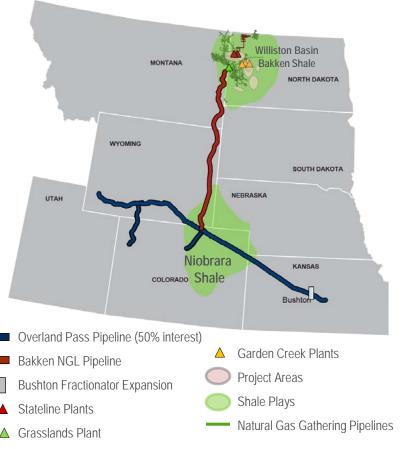


## **Williston Basin**

### Natural Gas Gathering and Processing Investments

- Five new plants and related infrastructure
  - Garden Creek 100 MMcf/d
    - In service December 2011
  - Garden Creek II 100 MMcf/d
    - Expected to be completed in third quarter 2014
  - Garden Creek III 100 MMcf/d
    - Expected to be completed in first quarter 2015
  - Stateline I 100 MMcf/d
    - In service September 2012
  - Stateline II 100 MMcf/d
    - In service April 2013
  - Divide County Gathering System
    - Expected to be completed in third quarter 2013
  - Well-connects, upgrades and expansions to existing infrastructure
- Primarily percent-of-proceeds contracts with fee-based component

#### \$1.7 billion to \$1.8 billion



Divide County Natural Gas Gathering System



## **Williston Basin**

### Natural Gas Liquids Investments

- Bakken NGL Pipeline
  - \$590-\$620 million
  - 600-mile, 12-inch diameter
  - Initial capacity of 60,000 bpd
    - In service April 2013
  - Expanding to 135,000 bpd with additional pump stations expected to be completed in third quarter 2014
  - Enables processing plants to recover ethane, previously not possible

#### Overland Pass Pipeline expansion

- \$35-\$40 million (50% interest)
- Expansion of existing pump stations
- Additional pump stations
- Expected to be completed in second quarter 2013
- Bushton NGL fractionator expansion
  - \$117 million
  - Increased capacity to 210,000 bpd from 150,000 bpd
  - In service September 2012
- Primarily fee-based contracts

#### Approx. \$740 million to \$780 million



- Overland Pass Pipeline Expansion (50% interest)
- Bakken NGL Pipeline
- Bushton Fractionator Expansion



## **Sterling NGL Pipelines**

#### Investments

#### \$610 million to \$810 million

KANSAS North System Overland Pass Conway Bushto Hutchinse edford Mid-Continent Expansion Sterlina III Arbuckle Sterling TEXAS Mont Belvieu NGL Gathering Pipelines NGL Distribution Pipelines New Pipelines NGL Market Hub NGL Fractionator NGL Fractionator – MB-2 NGL Fractionator - MB-3

- Construct Sterling III pipeline
  - Flexibility to transport purity products and unfractionated NGLs
  - 540-plus-mile, 16-inch diameter
  - 193,000 bpd expandable to 250,000 bpd
    - 75% of available initial capacity committed
  - Expected to be completed in late 2013
- Reconfigure Sterling I and II
  - Flexibility to transport purity products and unfractionated NGLs

## **New Fractionators and E/P Splitter**

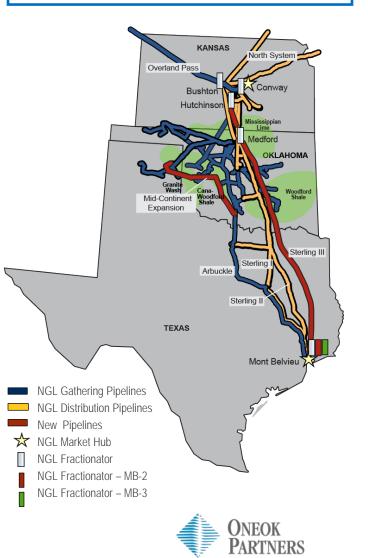
#### Investments at Mont Belvieu

#### MB-2 fractionator

- \$300-\$390 million
- Expected to be completed in third quarter 2013
- 75,000 bpd capacity
  - 100% of available capacity committed
- MB-3 fractionator
  - \$375-\$415 million
  - Expected to be completed in fourth quarter 2014
  - 75,000 bpd capacity
    - 80% of available capacity committed
  - \$150-\$160 million for related infrastructure
    - Mont Belvieu storage
    - Oklahoma NGL gathering system
    - Expand Arbuckle and Sterling II pipelines
- E/P Splitter
  - \$45 million
  - 40,000 bpd de-ethanizer at Mont Belvieu storage
  - Expected to be completed in second quarter 2014
- Ethane header pipeline
  - Approximately \$23 million
  - In service April 2013



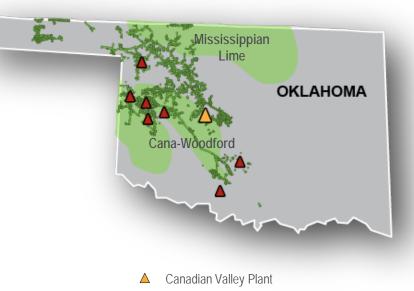
#### \$890 million to \$1.0 billion



## **Cana-Woodford - Canadian Valley Plant**

### Natural Gas Gathering and Processing Investments

- Canadian Valley Plant
  - \$190 million
  - 200 MMcf/d natural gas processing facility
  - Expected to be completed in first quarter 2014
- Well-connects, upgrades and expansions to existing infrastructure
  - \$160 million
- Primarily percent-of-proceeds contracts with a fee component
- ONEOK Partners' largest natural gas processing facility in Oklahoma
  - Increases Oklahoma processing capacity to 690 MMcf/d



- Existing OKS processing plants
- Shale plays

Natural Gas Gathering Pipelines

#### Approximately \$350 million



### **Future Growth**

### \$2 to \$3 Billion Backlog

- Lengthy backlog of unannounced growth projects
- Includes natural gas, NGL and crude-oil-related infrastructure projects, including:
  - Natural gas processing plants
  - Natural gas pipelines
  - NGL fractionation and storage facilities
  - Crude-oil related
    - Rail-loading facilities
    - Pipelines
- Pending commitments from producers/processors/end-users

**Building critical infrastructure to deliver products to market** 



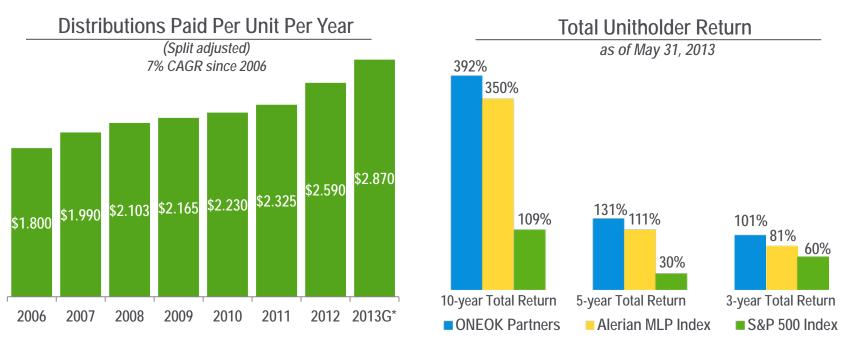
### Demonstrated Ability to Create Value



## **Creating OKS Unitholder Value**

#### Distribution Growth and Total Unitholder Return

- 29% total increase in distributions paid since 2010
  - 59% since 2006
- 8-12% annual distribution growth between 2012-2015\*



<sup>\*</sup>Feb. 25, 2013 guidance, subject to board approval



## **OKS Distribution Coverage**

#### Financial Discipline

- Target long-term annual coverage ratio of 1.05x to 1.15x
- Considerations
  - Capital project execution
  - Volume growth
  - Commodity prices and NGL location differentials
  - Capital market conditions
- Maintain investmentgrade credit metrics

Distributable Cash Flow (DCF) (\$ in Millions) 15% CAGR



\*Feb. 25, 2013 guidance \*\*Subject to board approval



## **OKS Financial Guidance Summary\***

#### 2013

- Net income: range of \$790 million \$870 million
- Distributable cash flow: range of \$910 million \$1.0 billion
- Expected annual minimum coverage ratio of 1.0x
- Capital expenditures: approximately \$2.6 billion
  - \$2.5 billion in growth capital
  - \$120 million in maintenance capital
- 2013 annual average price assumptions
  - \$88.00 per barrel for NYMEX crude oil
  - \$3.75 per MMBtu for NYMEX natural gas
  - 66 cents per gallon for composite natural gas liquids (85 cents ethane rejection)
  - 5 cents per gallon average Conway-to-Mont Belvieu ethane in E/P mix price differential

\*Feb. 25, 2013 guidance



## **OKS Three-year Financial Outlook\***

#### 2012-2015

- Expected average annual EBITDA growth of 15-20% comparing 2012 results with 2015
  - Driven by earnings from completed capital projects
- Sustainable distribution growth
  - Projected 0.5-cent-per-unit per-quarter increase for 2013
  - 8-12% average annual growth between 2012-2015
  - Maintain long-term annual minimum coverage ratio of 1.05x

#### • Growth capital expenditures

- Expected to generate EBITDA multiples of 5-7 times

\*Feb. 25, 2013 guidance



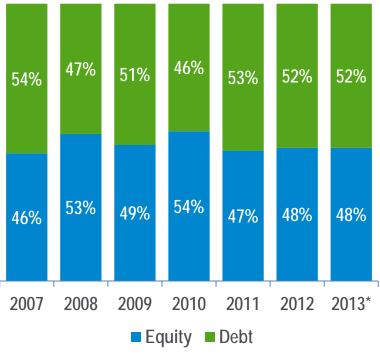
## **OKS Strong Balance Sheet**

#### Investment Grade

- Committed to investment-grade credit rating
  - S&P: BBB (stable)
  - Moody's: Baa2 (stable)
- Capital structure targets
  - 50/50 capitalization
  - Debt-to-EBITDA ratio < 4.0x</li>
- \$1.2 billion revolving credit facility
  - \$500 million accordion feature
  - Expires August 2017
- \$300 million equity distribution agreement
  - Sale of approximately \$16.5 million in equity through first quarter 2013

#### **ONEOK Partners**

Long-Term Debt-to-Capitalization Ratio



\*At March 31, 2013



## **Key Investment Considerations**

### A Premier Energy Company

#### Strategic assets connecting prolific supply basins and key markets

- Non-discretionary services to producers, processors and customers

#### Focused on creating value for both customers and investors

- Demonstrated financial discipline

#### Significant growth potential

- Through continued strategy execution – internal growth and acquisitions

#### Safe, reliable and environmentally responsible operator

- Proven track record and commitment

**Talented workforce** dedicated to providing value-added services to all our customers

- Experienced and proven management team



### Questions



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#### Overview

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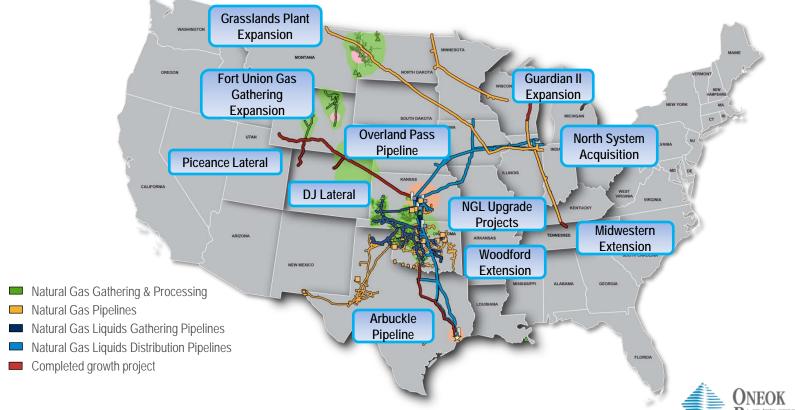
### Appendix – ONEOK Partners Growth Projects



## OKS Growth: 2006-2009

### More than \$2 Billion of Growth Projects Completed

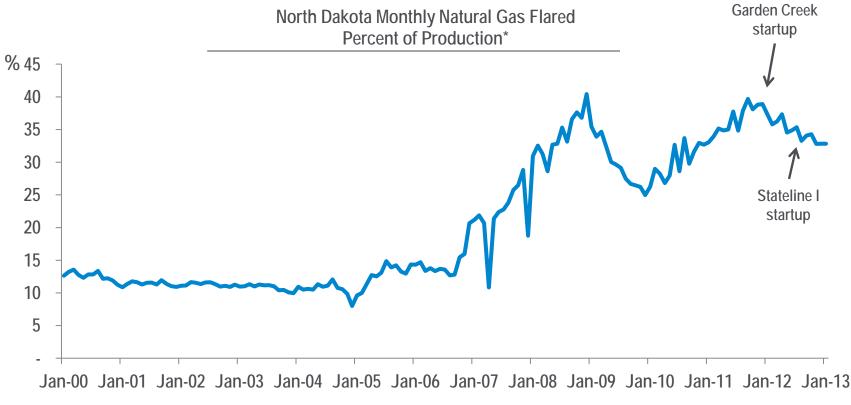
- 2010 was first full year of all projects contributing EBITDA
- Two-thirds of investments were NGL-related projects fee based
- Set the stage for next tranche of growth



## **Williston Basin**

### Natural Gas Flaring

- Currently flaring 30-35% of natural gas production\*
- Loss of NGL and natural gas value uplift



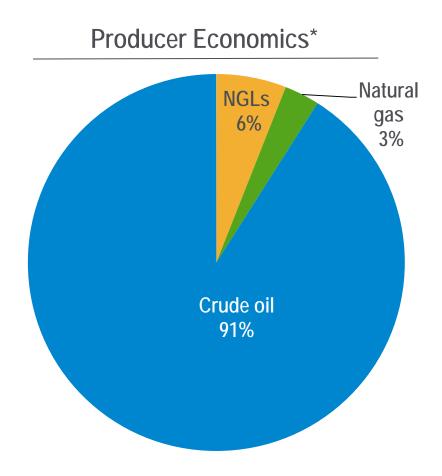
\*Source: North Dakota Industrial Commission (NDIC) Department of Mineral Resources, Oil and Gas



## **Williston Basin**

### Drilling Economics

- More than 90% of producer economics from crude-oil production
- Drilling is economical with crude-oil prices as low as \$55-\$70 per barrel (WTI)\*
  - Increased per-barrel economics due to higher labor and material costs
- Rapid production growth
- High NGL content
  - 8-13 GPM (gallons per Mcf)



\*Source: Various industry and company research



## Williston Basin-related Project Status

### 2011-2015

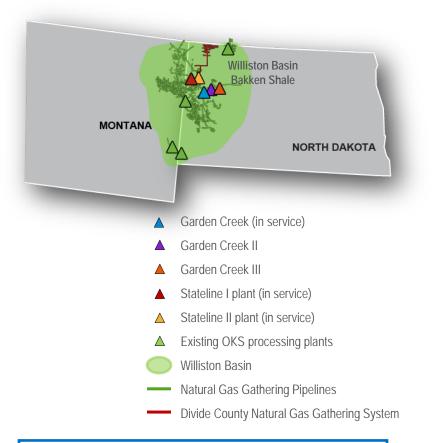
Major Project	Contracting Status	Committed	Contract Type	Completed				
Garden Creek plant and related infrastructure	Backed by acreage dedications	Acreage dedications	POP with fee component	December 2011				
Stateline I plant and related infrastructure	Backed by acreage dedications	Acreage dedications	POP with fee component	September 2012				
Stateline II plant and related infrastructure	Backed by acreage dedications	Acreage dedications	POP with fee component	April 2013				
Bakken NGL pipeline/expansion	Dedicated supply from OKS plants	100%	Fee based	April 2013 / Third quarter 2014				
Overland Pass expansion	Dedicated supply from OKS plants	100%	Fee based	Second quarter 2013				
Bushton fractionator expansion	Dedicated supply from OKS plants	100%	Fee based	September 2012				
Divide County Natural Gas Gathering System	Backed by acreage dedications	Acreage dedications	POP with fee component	Third quarter 2013				
Garden Creek II plant and related infrastructure	Backed by acreage dedications	Acreage dedications	POP with fee component	Third quarter 2014				
Garden Creek III plant and related infrastructure	Backed by acreage dedications	Acreage dedications	POP with fee component	First quarter 2015				



## Williston Basin – Garden Creek Plants

### Natural Gas Gathering and Processing Investments

- Garden Creek plant
  - 100 MMcf/d natural gas processing facility
  - In service December 2011
- Garden Creek II plant
  - 100 MMcf/d natural gas processing facility
  - Expected to be completed in third quarter 2014
- Garden Creek III plant
  - 100 MMcf/d natural gas processing facility
  - Expected to be completed in first quarter 2015
- Well-connects, upgrades and expansions to existing infrastructure



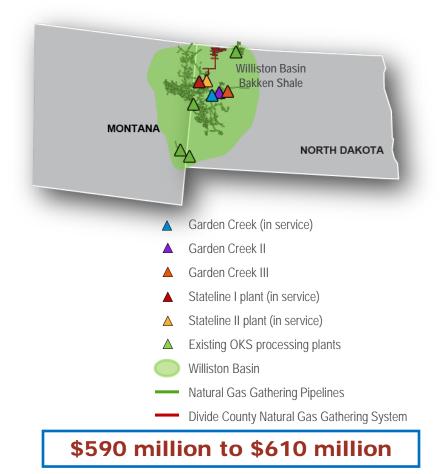
#### \$995 million to \$1.065 billion



## Williston Basin – Stateline Plants

### Natural Gas Gathering and Processing Investments

- Stateline I plant
  - 100 MMcf/d natural gas processing facility
  - In service September 2012
- Stateline II plant
  - 100 MMcf/d natural gas processing facility
  - In service April 2013
- Well-connects, upgrades and expansions to existing infrastructure

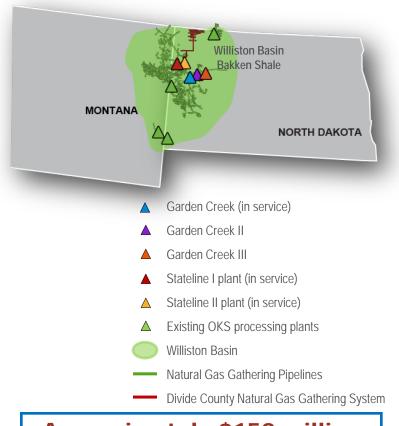




## Williston Basin – Divide County

### Natural Gas Gathering and Processing Investments

- Divide County gathering system
  - 270-mile system in Divide County, N.D.
  - Expected to be completed in third quarter 2013
- Gather and deliver natural gas to Stateline II natural gas processing plant



#### **Approximately \$150 million**



### **Mid-Continent-Gulf Coast-related Project Status**

### 2011-2015

Major Project	Contracting Status	Committed	Contract Type	Completed
Sterling I expansion	Capacity available for optimization	100%	Differential or fee based	November 2011
Cana-Woodford/Granite Wash NGL plant connections	Backed by volume commitments	100%	Fee based	April 2012
Arbuckle NGL gathering pipeline expansion	Backed by volume commitments	100%	Fee based	April 2012
Ethane header pipeline	Backed by volume commitments	100%	Fee based	April 2013
MB-2 fractionator	Backed by volume commitments	100%	Fee based	Third quarter 2013
Sterling III pipeline and reconfiguration of Sterling I and II	Backed by volume commitments	75%	Fee based	Late 2013
Canadian Valley Plant	Backed by acreage dedications	100%	POP with fee component	First quarter 2014
MB E/P Splitter	Supports increasing purity ethane demand	N/A	Differential based	Second quarter 2014
MB-3 fractionator	Backed by volume commitments	80%	Fee based	Fourth quarter 2014
Hutchinson to Medford NGL pipeline	Backed by volume commitments	100%	Fee based	First quarter 2015

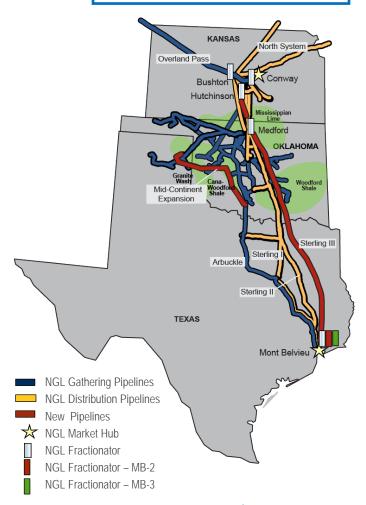


## **Cana-Woodford Shale and Granite Wash**

### Natural Gas Liquids Investments

#### Natural Gas Liquids

- Expanded partnership's existing Mid-Continent NGL gathering system
- Connected three new processing plants and expands capacity at three existing plants
  - Adds 75,000-80,000 bpd to existing NGL gathering systems
- Increased Arbuckle Pipeline capacity to 240,000 bpd
- In service April 2012
- Expanded Oklahoma NGL gathering system
  - Well positioned for future Mid-Continent processing plant development



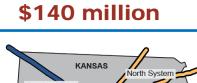
\$220 million

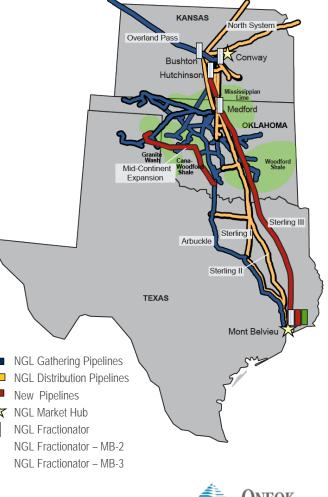


# **NGL Pipeline**

### Natural Gas Liquids Investments

- Hutchinson, Kan., to Medford, Okla.
  - 95-mile NGL pipeline between existing NGL fractionation infrastructure
  - Modifications to existing NGL fractionation infrastructure at Hutchinson, Kan., to accommodate additional unfractionated NGLs produced in the Williston Basin
  - Expected to be completed in first quarter 2015

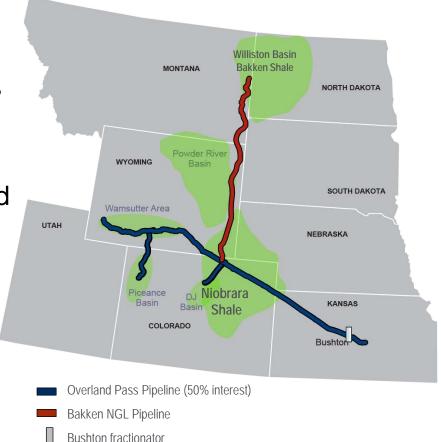




## **Niobrara Shale**

### Growth Potential

- Producers accumulating significant acreage
- Driven by crude-oil economics
- Gathering and processing infrastructure required
- Bakken NGL pipeline designed to expand in order to capture incremental supply from Niobrara Shale production

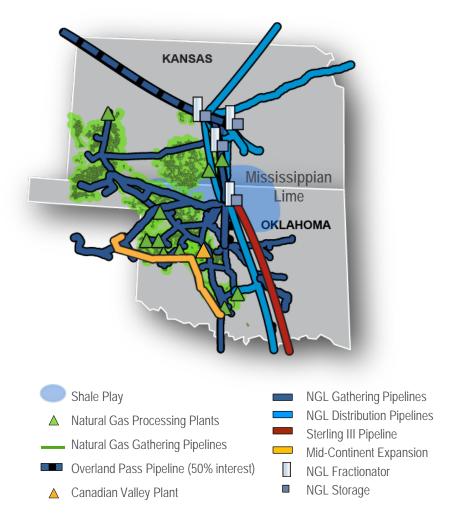




## **Mississippian Lime**

### New Play with Great Potential

- Existing natural gas gathering and processing and NGL assets are well positioned
- Significant potential
  - Eastern section contains higher amount of NGLs
  - Western section still contains significant NGL content





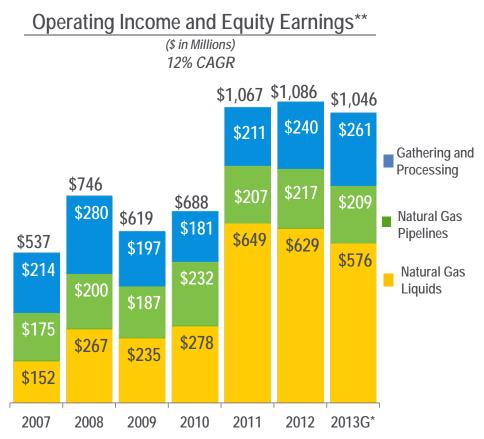
## Appendix – ONEOK Partners Financial



# **OKS 2013 Financial Guidance**

### By Segment

- Natural gas gathering and processing:
  - Higher gathered and processed volumes
  - Benefit of three new processing plants on line
  - Lower commodity prices
- Natural gas pipelines:
  - Predominantly fee based
  - Lower equity earnings from Northern Border Pipeline
- Natural gas liquids:
  - Widespread, prolonged ethane rejection
  - Higher gathering and fractionation volumes from completed projects
  - Lower optimization margins
    - Converting optimization capacity to feebased contracts
    - Narrower NGL location price differentials
  - Lower equity earnings from Overland Pass Pipeline



\*Feb. 25, 2013 guidance \*\*Totals include Other segment



## Appendix – Natural Gas Gathering and Processing

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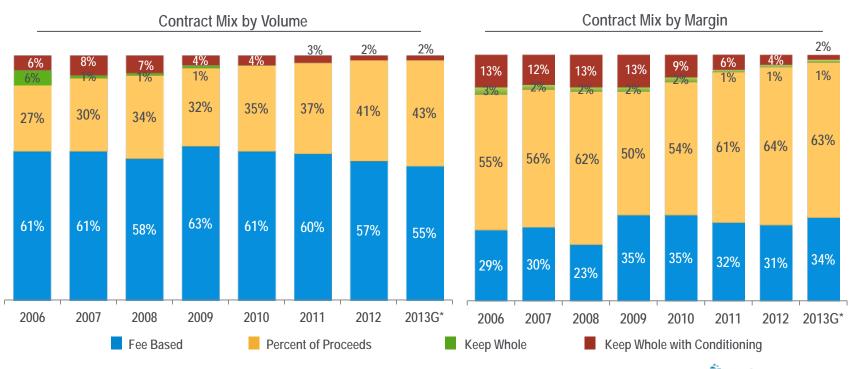
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## **Contract Portfolio**

### Natural Gas Gathering and Processing

- Current contract mix aligns interests with customers
- Minimal keep-whole contracts by volume and margin
- Contract restructuring is a core capability



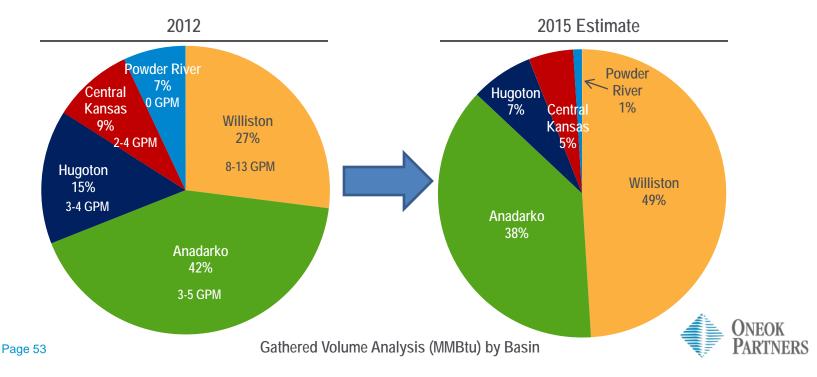
\*Feb. 25, 2013 guidance

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## **Volume Growth by Basin**

### Natural Gas Gathering and Processing

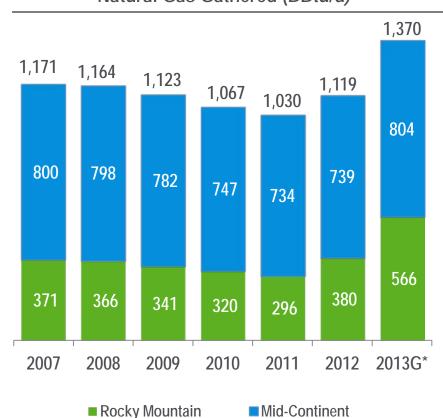
- Williston Basin produces high NGL-content gas produced with crude oil
- Oklahoma and Kansas regions produce moderately "wet" gas requires processing
- Powder River Basin produces "dry" coal bed methane gas does not require processing
  - Excluding the emerging Niobrara Shale crude-oil development



## **Gathered Volumes**

### Natural Gas Gathering and Processing

- 2013 volumes gathered expected to increase 22% from 2012
- Wells connected
  - 2013: 1,000+ (estimate)
  - 2012: 940
  - 2011: 600
  - 2010: 316
  - 2009: 304
  - 2008: 476
  - 2007: 353
- Rocky Mountain volume declines in 2008-2011 related primarily to Powder River Basin
  - Dry natural gas production
  - Lowest margin throughput



\*Feb. 25, 2013 guidance

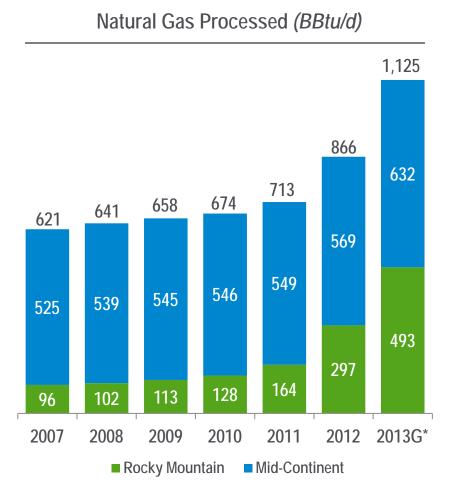


Natural Gas Gathered (BBtu/d)

## **Processed Volumes**

### Natural Gas Gathering and Processing

- 2013 processed volumes expected to increase 30% from 2012
  - Higher volumes in Williston Basin
    - Stateline I in service September 2012
    - Stateline II in service April 2013
  - Higher volumes in Mid-Continent
- Active drilling in the Bakken Shale, Three Forks and Cana-Woodford

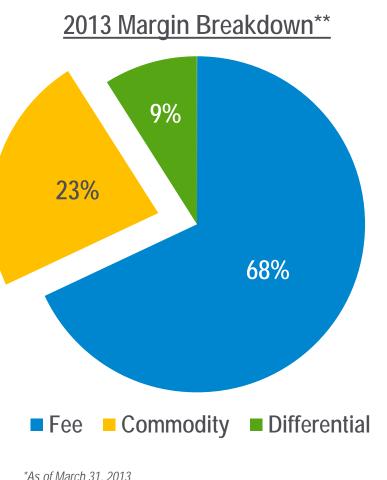




# **OKS Commodity Price Risk**

## 2013 Hedging

- Commodity price risk primarily resides in natural gas gathering and processing
  - Equity production from percent-ofproceeds contracts
- 2013 hedged positions\*
  - Natural gas: 78% at \$3.79/MMBtu
  - Condensate: 83% at \$102.06/barrel
  - NGLs: 64% at \$1.05/gallon



\*As of March 31, 2013 \*\*Feb. 25, 2013 guidance



#### **Commodity Price Point-of-View** .....

Price Assumptions (Unhedged)*	2013	2014	2015
NYMEX crude oil/Bbl	\$88.00	\$100.00	\$102.00
NYMEX natural gas/ MMBtu	\$3.75	\$3.80	\$4.20
NGL composite/gallon (assumes ethane recovery)	\$0.66	Upper \$0.80 - Iow \$0.90	Upper \$0.80 - Iow \$0.90
Conway-to-Mont Belvieu ethane in E/P mix price differential/gallon	\$0.05	\$0.10	\$0.10
Conway ethane/gallon	Low \$0.20	-	-
Conway propane/gallon	\$0.90	-	-
Mont Belvieu ethane/gallon	-	Low to mid \$0.40	Mid to upper \$0.40
Mont Belvieu propane/gallon	-	\$1.10 - \$1.20	\$1.10 - \$1.20





## **Commodity Statistics**

### Natural Gas Gathering and Processing

	2012					2013
Operating Information	Q1	Q2	Q3	Q4	Total	Q1
Previous Presentation						
Percent of proceeds						
NGL sales (Bbl/d)	7,275	10,146	9,941	11,186	9,803	10,603
Residue gas sales (MMBtu/d)	59,405	62,648	69,952	71,044	65,205	76,592
Condensate sales (Bbl/d)	2,544	2,321	1,825	1,877	2,104	2,541
Keep-whole						
NGL shrink (MMBtu/d)	7,353	6,850	6,040	7,001	6,747	5,819
Plant fuel (MMBtu/d)	864	762	656	743	757	758
Condensate shrink (MMBtu/d)	1,297	1,026	924	342	904	450
Condensate sales (Bbl/d)	262	208	187	69	183	91
Revised Presentation Commodity						
NGL sales ( <i>Bbl/d</i> )	9,699	12,101	11,487	13,001	11,575	12,008
Residue gas sales, net of fuel (MMBtu/d) (a)	41,196	44,192	54,435	55,174	48,782	56,361
Condensate sales ( <i>Bbl/d</i> )	2,743	2,441	2,025	1,946	2,287	2,632
(a) Field fuel not previously disclosed in statistics	8,695	9,818	7,897	7,784	8,015	13,204



## Appendix – Natural Gas Pipelines



## **Northern Border Pipeline**

### 50-Percent Equity Investment

- Links natural gas supply from western Canada to Midwest markets
- Bison Pipeline interconnection
  - Supply diversity accessing Rockies natural gas with continued supply growth in the Bakken Shale
- Long-haul capacity substantially subscribed through March 2014
  - Re-contracted long-haul capacity terms are three years or longer
- New rates approved by FERC effective January 2013
  - 11% lower than previous rates
  - Included in 2013 guidance



Northern Border Pipeline							
Pipeline	peline 1,408 miles						
Capacity	2.4 Bcf/d						



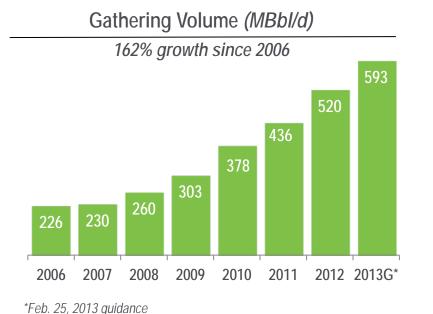
## Appendix – Natural Gas Liquids



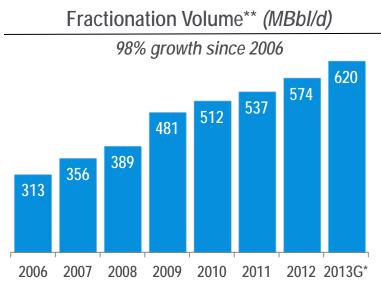
## **Volume Growth**

## Natural Gas Liquids

- 2013 gathering volumes estimated to increase by 14%; fractionation volumes estimated to increase by 8%
  - Bakken NGL Pipeline in service April 2013
  - Widespread and prolonged ethane rejection in 2013
- Volume growth in the Mid-Continent from 38 new processing plants and growth from existing plants



\*\*Includes NGL fractionation volumes at third-party facilities



ONEOK PARTNERS

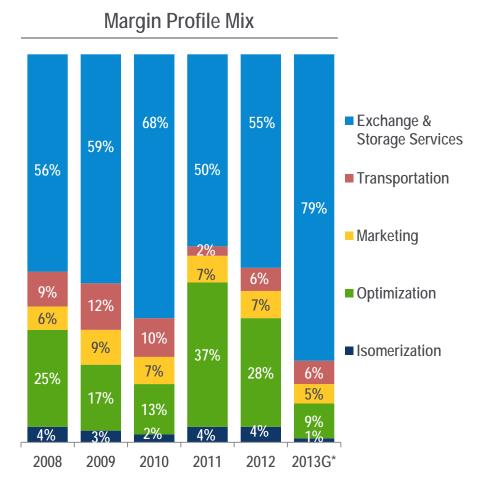
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# **Margin Profile**

### Natural Gas Liquids

#### • Exchange & Storage Services

- Gather, fractionate, transport and store
   NGLs and deliver to market hubs; *primarily fee based*
- Transportation
  - Transporting raw NGL feed from supply basins and NGL products to market centers; *fee based*
- Marketing
  - Purchase for resale approximately 60% of system supply in the Mid-Continent on an index-related basis; differential based
- Optimization
  - Obtain highest product price by directing product movement between market hubs; differential based
- Isomerization
  - Convert normal butane to iso-butane to be used in refining to increase octane in motor gasoline; differential based



\*Feb. 25, 2013 guidance



## **NGL Demand**

### Driven by Petrochemical Companies

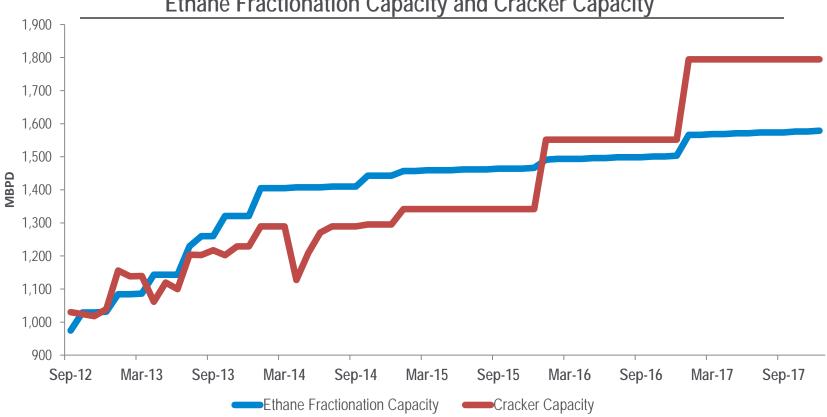
- Petrochemical demand remains strong
  - NGLs enjoy significant price advantage vs. crude oil-based feedstocks
  - Cracker capacity utilization rates expected to remain more than 90%
  - Petrochemical companies announcing debottlenecks, expansions and new plants
  - More than 700,000 bpd of additional ethane demand forecasted by 2017
- U.S. is now a net exporter of propane
- Third-party interest in shipping diluent remains strong
  - Used to produce and transport heavy Canadian crude oil

# More than 700,000 bpd of estimated additional ethane demand by 2017



## Ethane Fractionation and Cracker Capacity

### *Outlook for Ethane Capacity*\*



#### Ethane Fractionation Capacity and Cracker Capacity

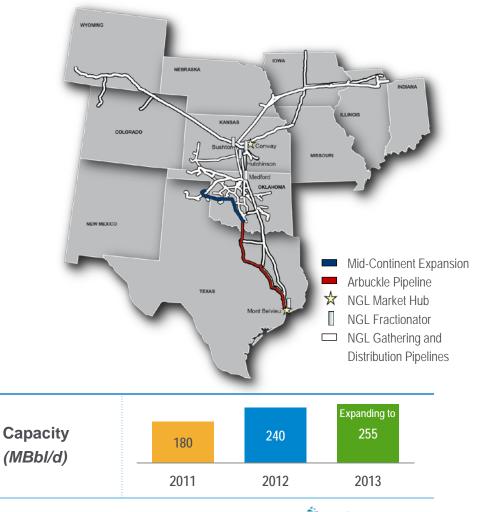
\*Source: Various company and industry research. Assumes 90% fractionation utilization rate. Steam cracker utilization is assumed to be 95%.



## **Arbuckle Pipeline**

### Delivering Unfractionated NGLs to Gulf Coast

- Expanded to 240,000 bpd
  - From southern Oklahoma through Barnett Shale to Mont Belvieu
  - In service April 2012
- Expanding to 255,000 bpd in 2013
- Another option to deliver NGLs to Gulf Coast
  - Accommodates NGL supply growth
  - Relieves transportation bottlenecks between Mid-Continent and Gulf Coast

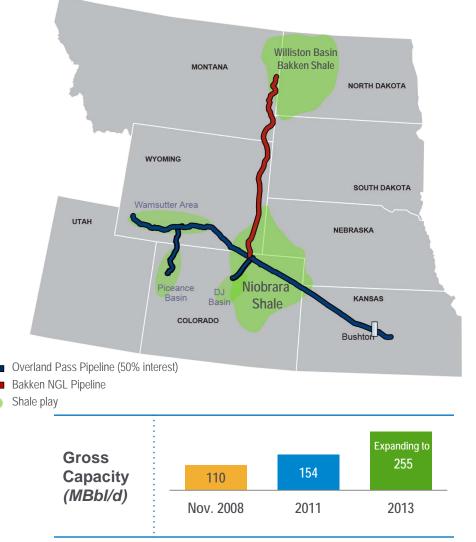




## **Overland Pass Pipeline**

### 50-Percent Equity Investment

- Links NGL supply from Rockies to Mid-Continent and Gulf-Coast markets
- Williams is 50% owner and became operator in April 2011
  - Williams is anchor shipper
  - Strong partnership and commitment to growth
- Future supply growth opportunities
  - Williston Basin
    - Bakken/Three Forks
  - Niobrara
  - Piceance





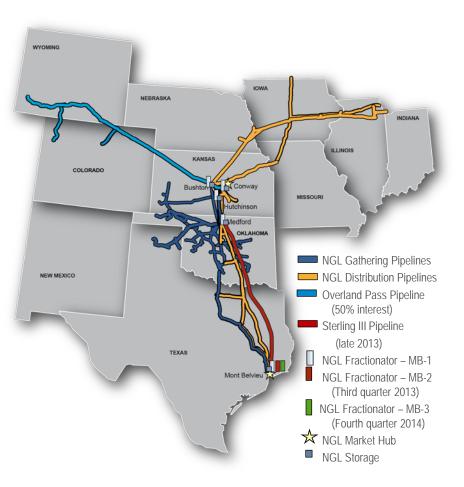
# **Optimization Opportunities**

### Natural Gas Liquids

- Provides earnings upside to feebased business
- How it works:
  - Ability to deliver NGL products to either Conway or Mont Belvieu
  - Utilize assets, contract portfolio and market knowledge to capture additional margin from location and product-price differentials

#### Optionality and flexibility by using:

- Sterling NGL purity products distribution pipelines (Sterling I and II)
- Building new Sterling III pipeline from Mid-Continent to Gulf Coast
- Arbuckle NGL pipeline
- Conway-to-Mont Belvieu NGL differentials have narrowed and remained volatile
- Converting capacity available for optimization to fee-based contracts
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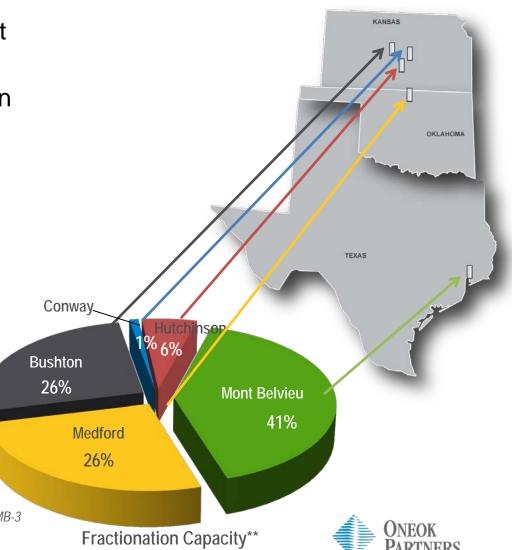


## **Fractionation Capacity**

### Natural Gas Liquids

- Currently 609,000 bpd, net ownership\*
- Increasing our fractionation capacity
  - 60,000 bpd of fractionation services from Targa began in second quarter 2011
  - Bushton 60,000 bpd expansion in service September 2012
- Building two new fractionators at Mont Belvieu
  - MB-2: 75,000 bpd in 2013
  - MB-3: 75,000 bpd in 2014

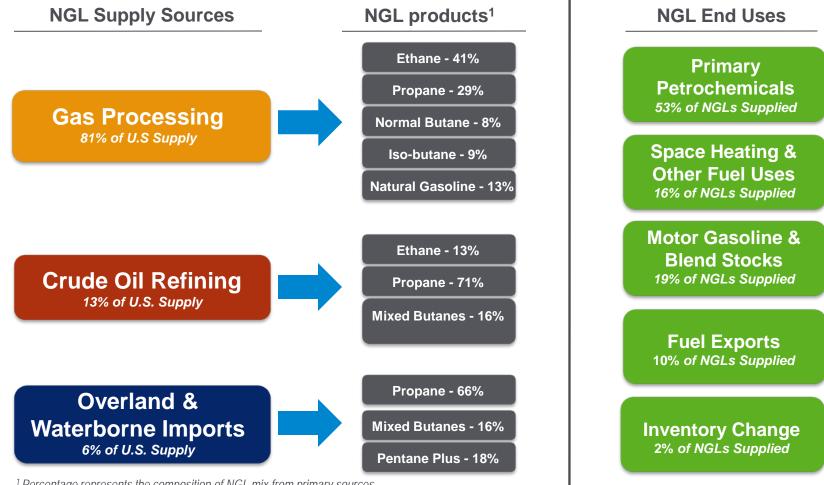
\*\*Includes Targa capacity, Bushton expansion, MB-2 and MB-3



<sup>\*</sup>As of February 2013

# **U.S. NGL Supply Sources and End Uses**

### 2012 Averages



<sup>1</sup> Percentage represents the composition of NGL mix from primary sources Source: EIA, En\*Vantage

## Non-GAAP Reconciliations – ONEOK Partners



## **Non-GAAP Reconciliations**

### **ONEOK** Partners

ONEOK Partners has disclosed in this presentation historical and anticipated EBITDA and Distributable Cash Flow (DCF) levels that are non-GAAP financial measures.

Management believes these measures provide useful information to investors as a measure of financial performance for comparison with peer companies; however, these calculations may vary from company to company, so the partnership's computations may not be comparable with those of other companies.

EBITDA is defined as net income adjusted for interest expense, depreciation and amortization, income taxes and allowance for equity funds used during construction. DCF is defined as EBITDA, computed as described above, less interest expense, maintenance capital expenditures and equity earnings from investments, adjusted for cash distributions received and certain other items.

DCF is not necessarily the same as available cash as defined in the Partnership Agreement.

These measures should not be considered in isolation or as a substitute for net income, income from operations or other measures of financial performance determined in accordance with GAAP. Reconciliations of EBITDA and DCF to net income are included in the tables.



## **Non-GAAP Reconciliations**

### EBITDA and Distributable Cash Flow

(\$ in Millions)	20		006 20		.007 200		2009		2010		2011		2012		2013G*	
Reconciliation of Net Income to EBITDA and Distributable Cash Flow																
Net Income	\$	445	\$	408	\$	626	\$	435	\$	473	\$	831	\$	888	\$	830
Interest expense		133		139		151		206		204		223		206		227
Depreciation and amortization		122		114		125		164		174		178		203		251
Income taxes		28		9		12		13		15		13		10		14
Allowance for equity funds used during construction		(2)		(13)		(51)		(27)		(1)		(3)		(13)		(27)
Other		2		-		-		-		-		-		-		-
EBITDA	\$	728	\$	657	\$	863	\$	791	\$	865	\$	1,242	\$	1,294	\$	1,295
Interest expense		(133)		(139)		(151)		(206)		(204)		(223)		(206)		(227)
Maintenance capital		(67)		(60)		(82)		(59)		(62)		(94)		(102)		(120)
Equity earnings from investments		(96)		(90)		(101)		(73)		(102)		(127)		(123)		(110)
Distributions received from unconsolidated affiliates		123		104		118		110		115		156		156		124
Current income tax expense and other		(187)		(6)		(10)		(5)		(24)		(8)		(11)		(7)
Distributable cash flow	\$	368	\$	466	\$	637	\$	558	\$	588	\$	946	\$	1,008		<u>\$ 955</u>

\*Midpoint of range, Feb. 25, 2013 guidance



