



# WELLS FARGO ENERGY SYMPOSIUM

New York City | December 9-10, 2014

# Terry Spencer

President and Chief Executive Officer



---

# 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 protections provided under federal securities legislation and other applicable laws.

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.

This presentation contains factual business information or forward-looking information and is neither an offer to sell nor a solicitation of an offer to buy any securities of ONEOK or ONEOK Partners.

All future cash dividends and distributions (declared or paid) discussed in this presentation are subject to the approval of each entity's (ONEOK and ONEOK Partners) board of directors.

All references in this presentation to financial guidance are based on news releases issued on Nov. 4 and Dec. 2, 2014, and are not being updated or affirmed by this presentation.



# MEETING AGENDA

## ONEOK AND ONEOK PARTNERS

**OKE**  
**LISTED**  
**NYSE**

**OKS**  
**LISTED**  
**NYSE**

Terry Spencer, <i>President and CEO</i>	<ul style="list-style-type: none"><li>• Welcome and Opening Remarks</li><li>• Introduction to Executive Leadership Team</li><li>• ONEOK and ONEOK Partners Overview<ul style="list-style-type: none"><li>– Key strategies</li><li>– Disciplined growth continues</li><li>– Future growth</li></ul></li></ul>
Rob Martinovich, <i>EVP, Commercial</i>	<ul style="list-style-type: none"><li>• 2015 Outlook</li><li>• Volume Growth</li><li>• Fee-based Earnings</li></ul>
<ul style="list-style-type: none"><li>- Terry Spencer</li><li>- Rob Martinovich</li><li>- Wes Christensen, <i>SVP, Operations</i></li><li>- Sheridan Swords, <i>SVP, NGLs</i></li><li>- Kevin Burdick, <i>VP, NGGP</i></li><li>- Phill May, <i>VP, NGP</i></li></ul>	<ul style="list-style-type: none"><li>• Panel Discussion: Supply Diversification<ul style="list-style-type: none"><li>– Williston Basin</li><li>– Powder River Basin</li><li>– Mid-Continent – Cana-Woodford, Stack and SCOOP</li><li>– Permian Basin</li></ul></li></ul>
Derek Reiners, <i>SVP, CFO and Treasurer</i>	<ul style="list-style-type: none"><li>• Financials</li></ul>
Sheridan Swords	<ul style="list-style-type: none"><li>• Natural Gas Liquids Market Update</li></ul>
Terry Spencer	<ul style="list-style-type: none"><li>• Closing Remarks</li></ul>



# EXECUTIVE LEADERSHIP



ONEOK



ONEOK  
PARTNERS

# LEADERSHIP

## ONEOK AND ONEOK PARTNERS



**Terry Spencer**  
President and Chief Executive  
Officer

> 130 collective years of energy  
industry experience



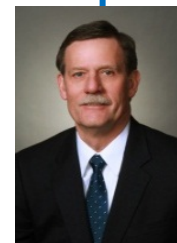
**Derek Reiners**  
Senior Vice President,  
Chief Financial Officer & Treasurer



**Steve Lake**  
Senior Vice President,  
General Counsel & Assistant Secretary



**Rob Martinovich**  
Executive Vice President,  
Commercial



**Wes Christensen**  
Senior Vice President,  
Operations



**Bob Mareburger**  
Senior Vice President,  
Corporate Planning & Development



# ONEOK OVERVIEW





# ONEOK

## 2014 HIGHLIGHTS

- ✓ Repositioned ONEOK as a pure-play, publicly traded general partner of ONEOK Partners
  - January 31: completed the separation of ONEOK's natural gas distribution segment into a stand-alone, publicly traded company called ONE Gas, Inc.
  - March 31: completed the wind down of the energy services segment
- ✓ Executed on dividend growth
  - Increased dividends declared by 53%
- ✓ Provided management and resources to ONEOK Partners as the partnership continued to execute on growth opportunities



---

# ONEOK

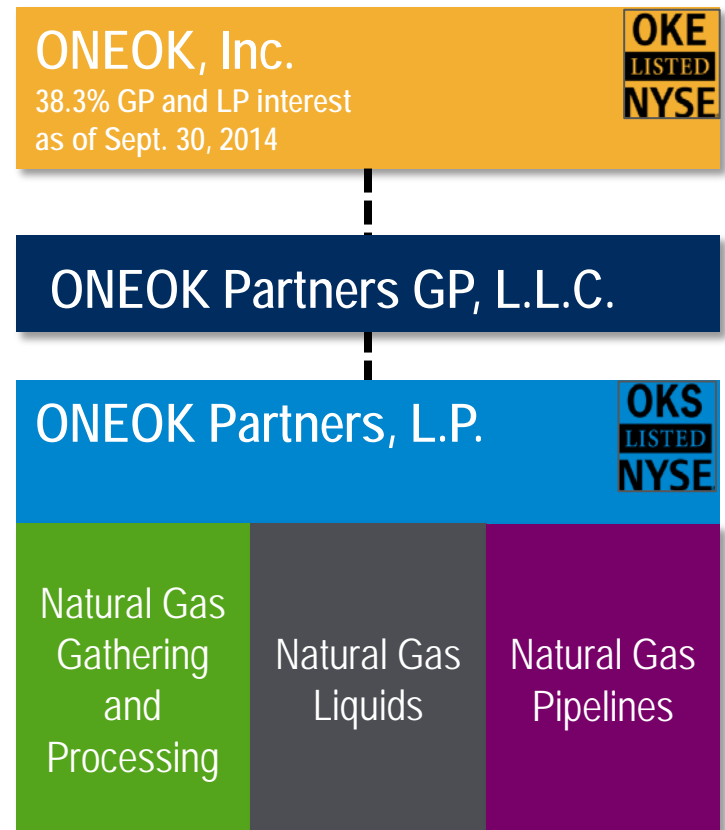
## *DELIVERING VALUE TO SHAREHOLDERS*

- 14% increase expected in 2015 dividends declared compared with 2014
  - Projected 2.25-cent-per-share-per-quarter increase for 2015
- 12% – 15% expected average annual dividend growth between 2014 and 2017
- Target long-term annual dividend coverage ratio of 1.0x – 1.1x

# ONEOK AS PURE-PLAY GP

*CORPORATE STRUCTURE IS WORKING*

- Simplified capital allocation
  - Earnings and cash flow underpinned by investment-grade MLP with predominantly fee-based business model
  - Significant cash flow generation and growth driven by GP and LP distributions from ONEOK Partners
  - Focus on growth through ONEOK Partners
- Improved investor alignment
  - Shareholders desiring higher dividends and growth associated with a pure-play GP
- Enhanced valuation
  - Cash flow and dividend yield

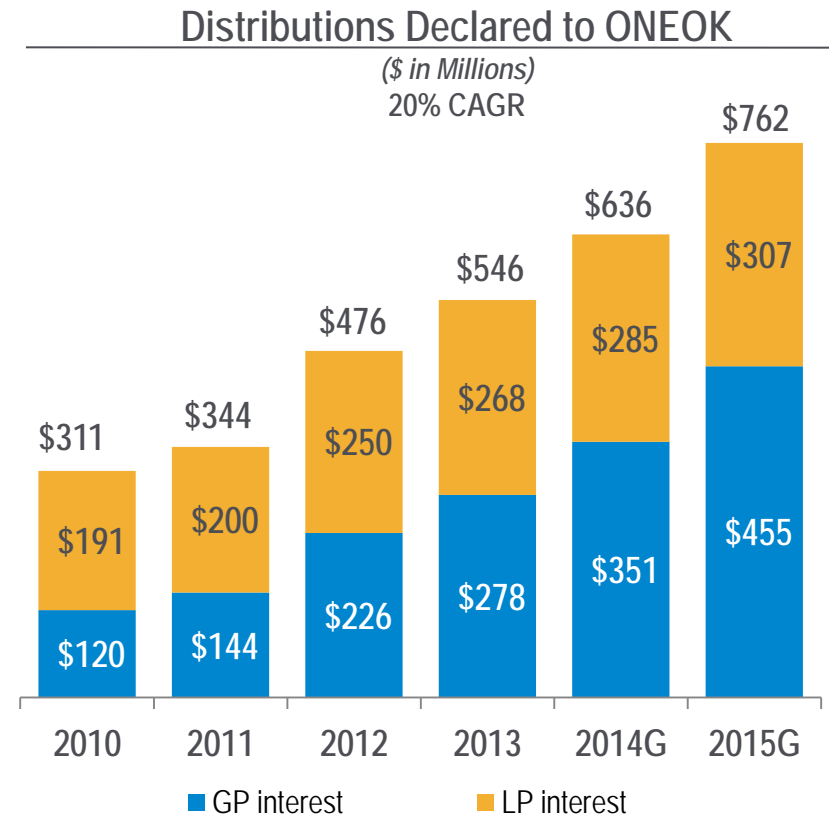




# OKS GROWTH BENEFITS OKE

## VALUE OF GP INTEREST TO ONEOK

- ONEOK Partners capital-growth projects and strategic acquisitions expected to drive continued distribution growth
- Nearly two-thirds of every incremental ONEOK Partners adjusted EBITDA dollar, at current ownership level, flows to ONEOK as ONEOK Partners distributions



# ONEOK PARTNERS OVERVIEW



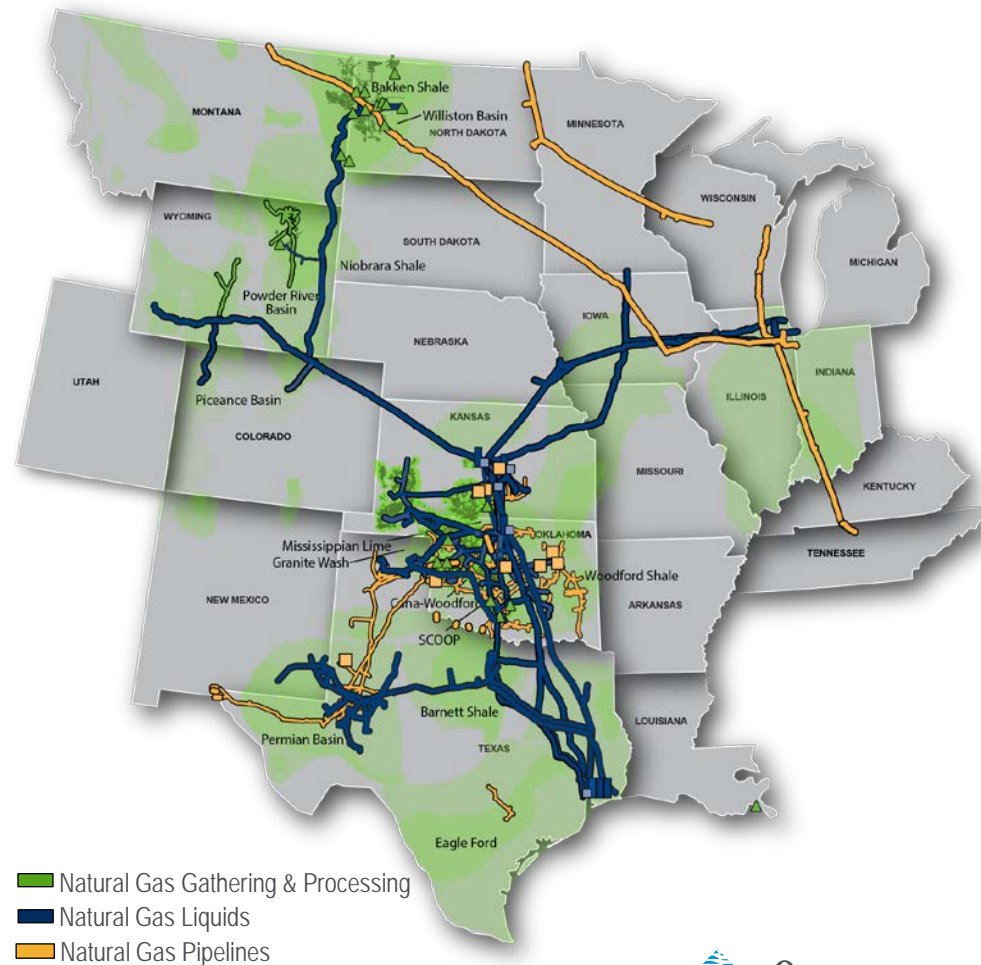


# ONEOK PARTNERS

## ASSET OVERVIEW



- Owns and operates strategically located assets in midstream natural gas and natural gas liquids businesses
- Provides nondiscretionary services to producers, processors and customers



■ Natural Gas Gathering & Processing  
■ Natural Gas Liquids  
■ Natural Gas Pipelines





# ONEOK PARTNERS

## 2014 HIGHLIGHTS

- ✓ Increased organic growth projects and strategic acquisitions:
  - **Announced:** Approximately \$1.7 billion
  - **Acquired:** \$800 million acquisition of West Texas LPG Pipeline LP and Mesquite Pipeline
  - **Completed:** Approximately \$2.5 billion
  - **Unannounced backlog:** Increased to \$4 billion – \$5 billion
- ✓ Delivered on growth:
  - Increased distributions declared by 6%
  - Increased adjusted EBITDA and distributable cash flow by approximately 26%
  - Provided a coverage ratio of 1.11x (9 months ended as of Sept. 30, 2014)
- ✓ Maintained investment grade balance sheet and financial flexibility:
  - Equity: Issued \$1.0 billion through Sept. 30
  - Credit facility: Increased capacity to \$1.7 billion from \$1.2 billion



---

# ONEOK PARTNERS

## *DISTRIBUTION GROWTH CONTINUES*

- 8% increase expected in 2015 distributions declared compared with 2014
  - Projected 1.5-cent-per-unit-per-quarter increase for 2015
- 6% – 8% expected average annual distribution growth between 2014 and 2017
- Target long-term annual coverage ratio of 1.05x – 1.15x

# ONEOK PARTNERS

## KEY POINTS

- Disciplined growth continues, driven by volume increases from organic growth projects and strategic acquisitions
  - Predominantly fee-based earnings will continue – gather, process, fractionate, store and transport
- Supply diversification – strategic assets in growing NGL-rich plays
  - Williston, Powder River, Mid-Continent and Permian
  - Well-positioned for future growth
- Producers plan to concentrate drilling in more productive core areas
  - Drilling economics remain viable
  - Manufacturing process continues to improve
- Liquids-rich reserve development potential within our dedicated footprint indicates decades of future drilling inventory
- Strong balance sheet and liquidity as a result of disciplined growth



# OUR KEY STRATEGIES

*A PREMIER ENERGY COMPANY*

## GROWTH

- Increase distributable cash flow through investments in organic growth projects and strategic acquisitions
  - Continue to grow/expand our integrated natural gas and natural gas liquids infrastructure by utilizing our strategic supply positions in the Williston Basin, Powder River Basin, Mid-Continent and Permian Basin

## FINANCIAL

- Manage our balance sheet and maintain investment-grade credit ratings at ONEOK Partners
  - Continue to increase natural gas and NGL volume that delivers significant fee-based earnings

## ENVIRONMENT, SAFETY AND HEALTH

- Continue sustainable improvement in ESH performance
  - Continue to maintain the mechanical reliability of our assets

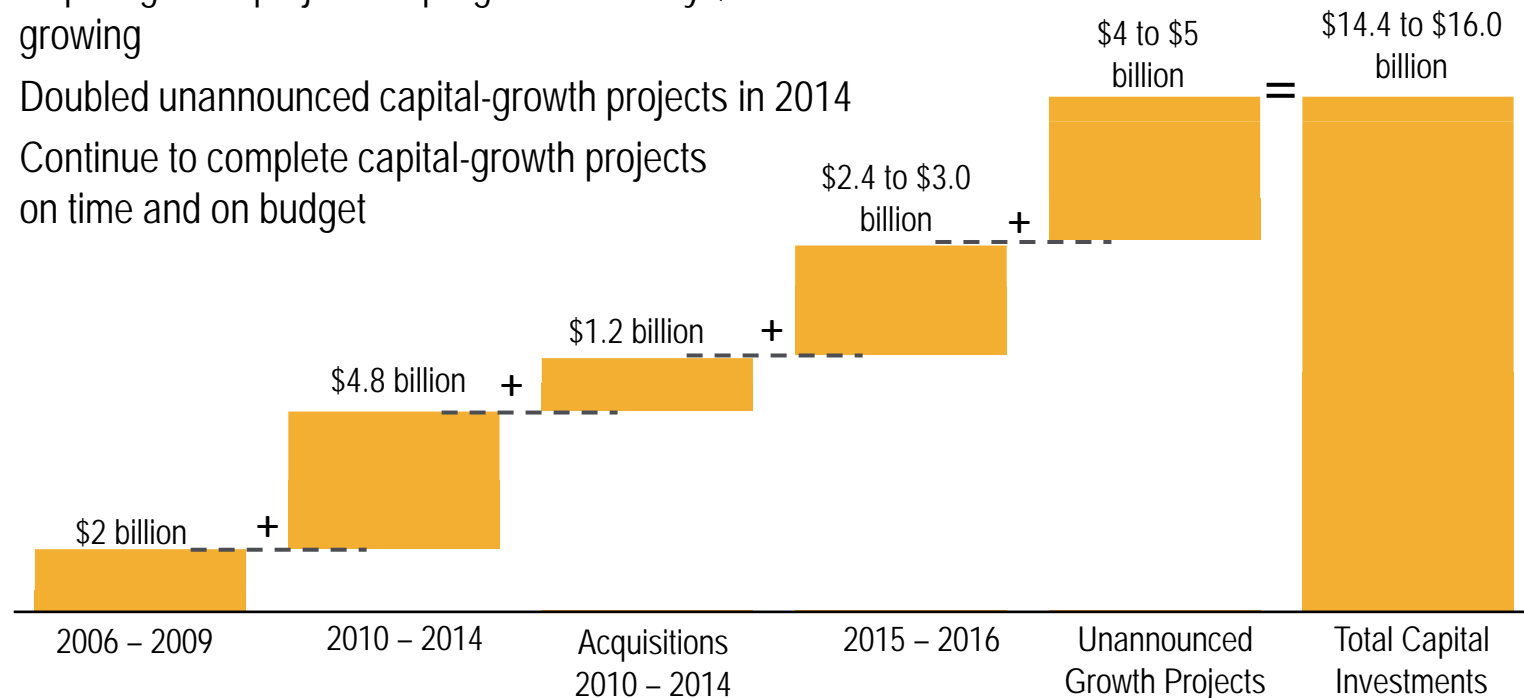
## PEOPLE

- Attract, select, develop and retain a diverse group of employees to support strategy execution
  - Management continuity is the result of effective succession planning

# DISCIPLINED GROWTH CONTINUES

*\$14 BILLION TO \$16 BILLION IN CAPITAL – GROWTH PROJECTS*

- Completed \$8 billion of capital-growth projects and acquisitions from 2006 – 2014
- Capital-growth projects in progress of nearly \$3 billion and growing
- Doubled unannounced capital-growth projects in 2014
- Continue to complete capital-growth projects on time and on budget



# FUTURE GROWTH

*\$4 BILLION – \$5 BILLION BACKLOG*

- Future growth across multiple supply basins
  - Development of supply basins over the next two decades will require significant infrastructure
- Backlog of unannounced growth projects includes:
  - Natural gas processing plants
  - Natural gas pipelines
  - NGL fractionation and storage facilities
  - NGL pipelines (includes \$500 million for WTLPG expansions)
  - NGL export infrastructure
  - Crude-oil related facilities
- Project backlog: approximately **65% natural gas liquids**, 25% natural gas gathering and processing and 10% natural gas pipelines
- Projects will be announced as commitments from producers/processors/end-users are secured

**Project backlog predominantly fee based**

# ONEOK PARTNERS

## INCREASING 2015 DISTRIBUTABLE CASH FLOW

- 11% – 26% expected increase in 2015 DCF driven by fee-based volume growth compared with 2014
- Commodity price environment not expected to significantly impact supply
- Ethane optimization differentials expected to remain narrow and optimization margins less of a contributor

### 2015 DCF Guidance Range

Assumptions:	Low end: \$1.31 Billion	Midpoint: \$1.4 Billion	High end: \$1.49 Billion
Commodity prices:	<ul style="list-style-type: none"> <li>• NGL composite \$0.78/gal, natural gas \$3.80/MMBtu and crude oil \$70/Bbl</li> </ul>	<ul style="list-style-type: none"> <li>• NGL composite \$0.89/gal, natural gas \$4.00/MMBtu and crude oil \$80/Bbl</li> </ul>	<ul style="list-style-type: none"> <li>• NGL composite \$0.98/gal, natural gas \$4.20/MMBtu and crude oil \$88/Bbl</li> </ul>
Volumes:	<ul style="list-style-type: none"> <li>• Slightly lower growth rate</li> </ul>		<ul style="list-style-type: none"> <li>• Slightly higher growth rate</li> </ul>
Ethane location differential:	<ul style="list-style-type: none"> <li>• \$0.02</li> </ul>	<ul style="list-style-type: none"> <li>• \$0.02</li> </ul>	<ul style="list-style-type: none"> <li>• \$0.02</li> </ul>
Ethane rejection:	<ul style="list-style-type: none"> <li>• ~ 155,000 bpd</li> </ul>	<ul style="list-style-type: none"> <li>• ~ 155,000 bpd</li> </ul>	<ul style="list-style-type: none"> <li>• ~ 155,000 bpd</li> </ul>
Coverage ratio:	<ul style="list-style-type: none"> <li>• 0.95x – 1.02x</li> </ul>	<ul style="list-style-type: none"> <li>• 1.03x – 1.07x</li> </ul>	<ul style="list-style-type: none"> <li>• 1.08x – 1.15x</li> </ul>



# 2015 OUTLOOK

Volume Growth Continues to Deliver Fee-based Earnings

**Rob Martinovich**

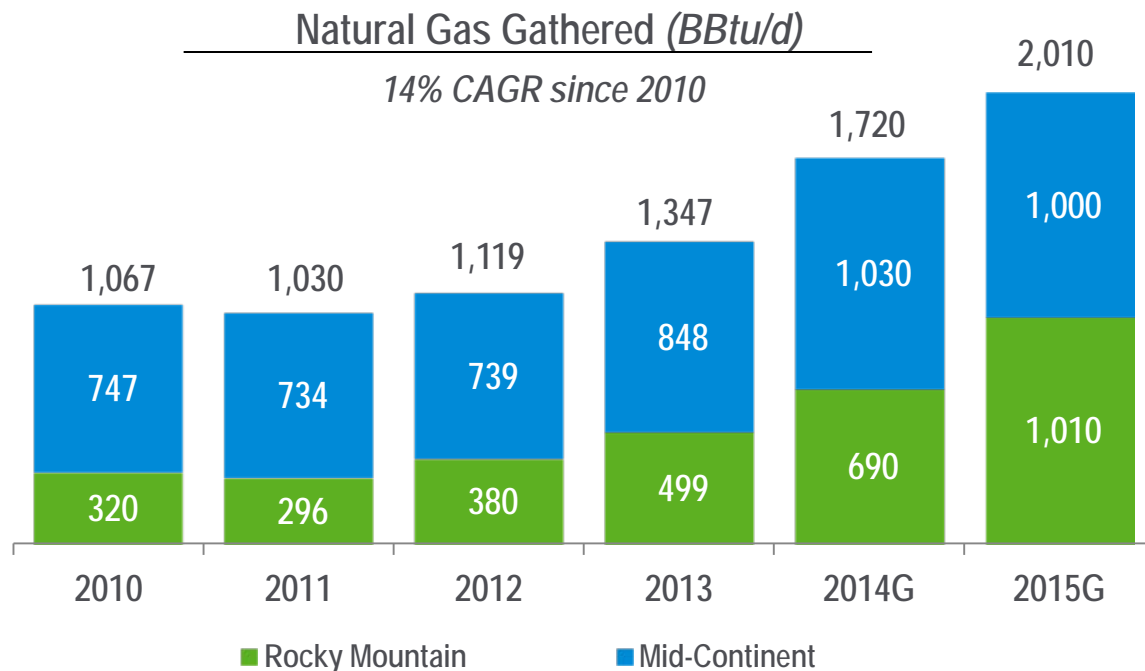
Executive Vice President, Commercial



# NATURAL GAS GATHERING AND PROCESSING

## GATHERED VOLUMES

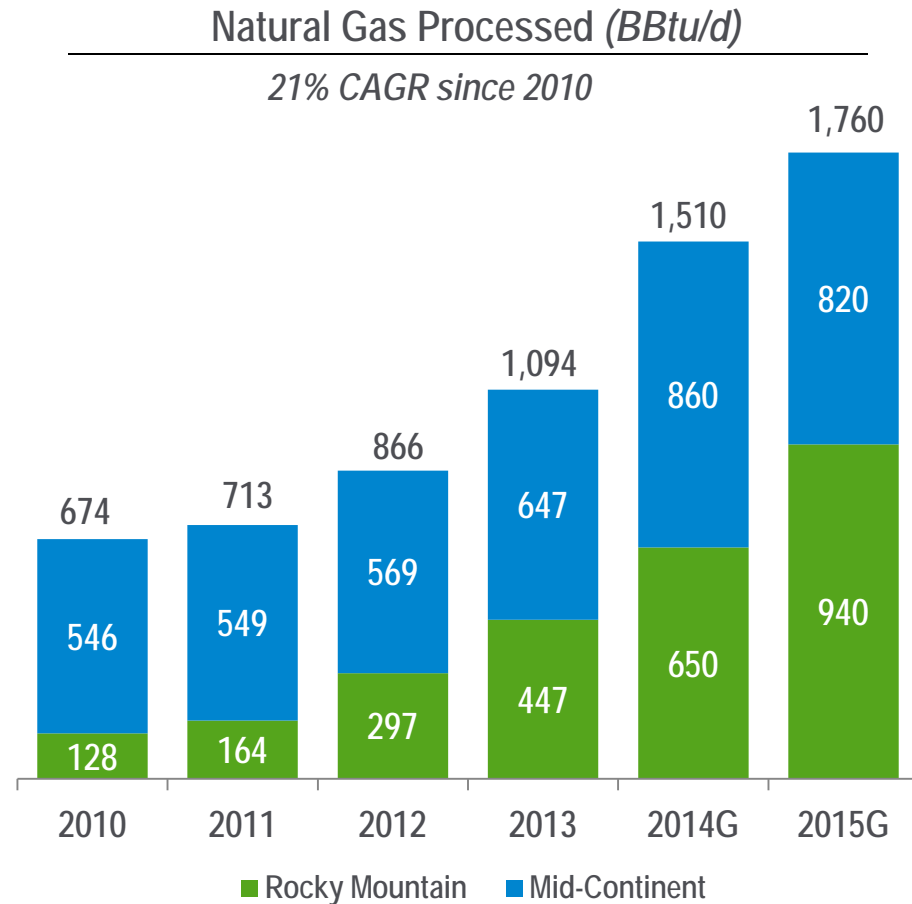
- 2015 volumes gathered expected to increase 17% from 2014
  - Significant acreage dedications in core, higher return areas targeted by producers
  - Improved drilling efficiencies drive higher production per well
- Bakken flaring provides volume inventory to capture
- Mid-Continent volume decline due to Oklahoma well completions weighted heavily toward the second half of 2015, and natural production decline in Kansas



# NATURAL GAS GATHERING AND PROCESSING

## PROCESSED VOLUMES

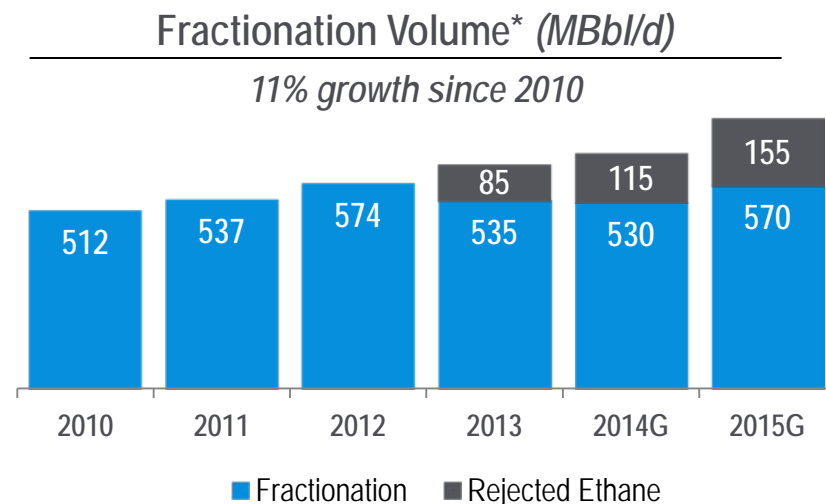
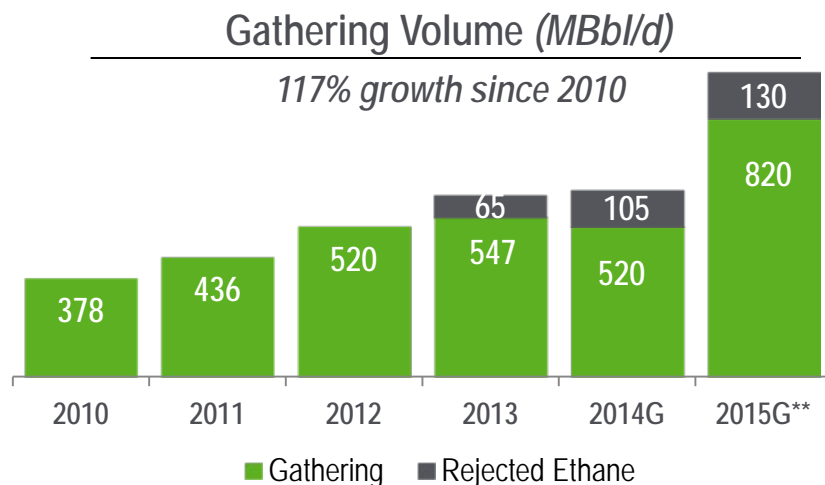
- 2015 processed volumes expected to increase 17% from 2014
  - Higher volumes in Williston Basin
    - Garden Creek II in service August 2014
    - Garden Creek III in service November 2014
    - Lonesome Creek expected to be completed in fourth quarter 2015
    - Additional natural gas compression in service fourth quarter 2015
  - Canadian Valley in service March 2014
  - Mid-Continent volume decline due to Oklahoma well completions weighted heavily toward the second half of 2015, and natural production decline in Kansas
- Active drilling in the Bakken Shale, Powder River Basin, Cana-Woodford and SCOOP



# NATURAL GAS LIQUIDS

## GATHERING AND FRACTIONATION VOLUMES

- Increasing estimated 2015 gathering volumes by 14%, excluding the WTLPG acquisition, and increasing 58% including the acquisition, compared with 2014; fractionation volumes estimated to increase by 8%, compared with 2014
  - WTLPG acquisition increases gathering volumes by approximately 44% in 2015
  - MB-3 fractionator completed December 2014
  - Hutchinson to Medford NGL pipeline completed first quarter 2015
  - Nine new plant connections anticipated in 2015
- Increasing fractionation volume expected despite continued ethane rejection



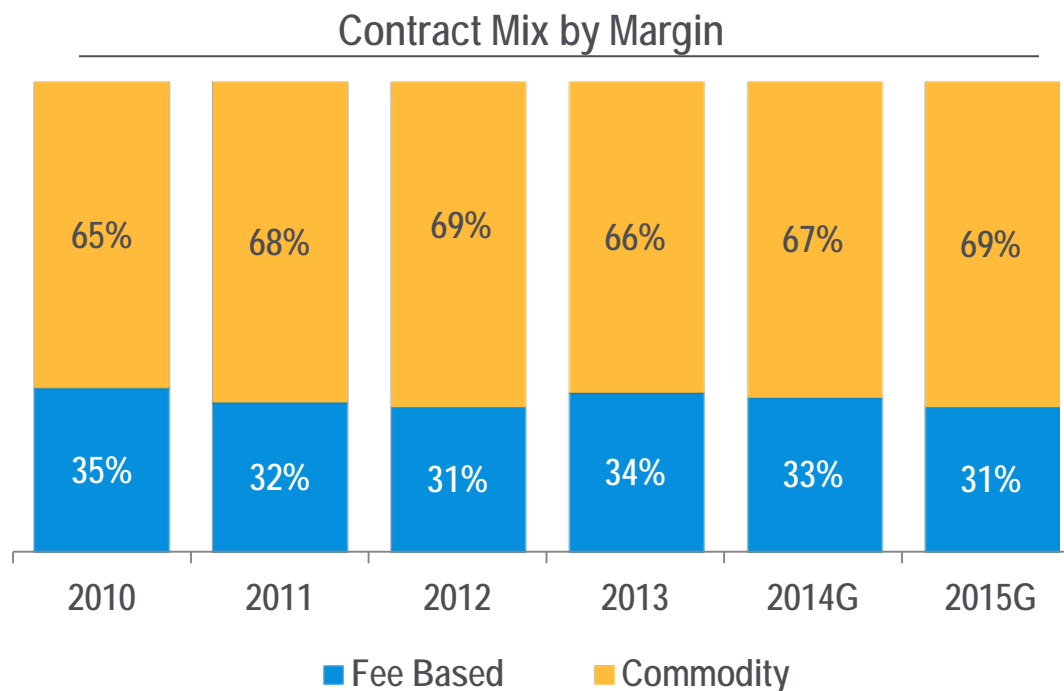
\*Includes NGL fractionation volumes at third-party facilities

\*\*Includes 230,000 bpd from WTLPG acquisition

# NATURAL GAS GATHERING AND PROCESSING

## CONTRACT PORTFOLIO

- Current contract mix aligns interests with customers
  - Primarily percent-of-proceeds contracts with a fee-based component
- Bakken volume growth has increased commodity exposure
- Shifting to an increased fee-based component



# NATURAL GAS GATHERING AND PROCESSING

## COMMODITY PRICE RISK MITIGATION

- 2014 hedged positions
  - Natural gas: 73% at \$4.07/MMBtu
    - 131,500 MMBtu/d of estimated equity volumes
  - Condensate: 73% at \$2.21/gallon
    - 3,700 bpd of estimated equity volumes
  - NGLs: 63% at \$1.17/gallon
    - 17,900 bpd of estimated equity volumes

2015	Volume*	Assumed Prices	Annual Contribution (\$ in millions)	Impact of 10% Price Movement (\$ in millions)
Natural gas (MMBtu/d)	37,500	\$4.00 / MMBtu	\$54.7	\$5.5
NGLs (bpd)	21,100	\$0.89 / gal	\$288.0	\$28.8
Condensate (bpd)	4,500	\$1.90 / gal	\$131.1	\$13.1
Total				\$47.4

\*Equity volume net of hedges in place

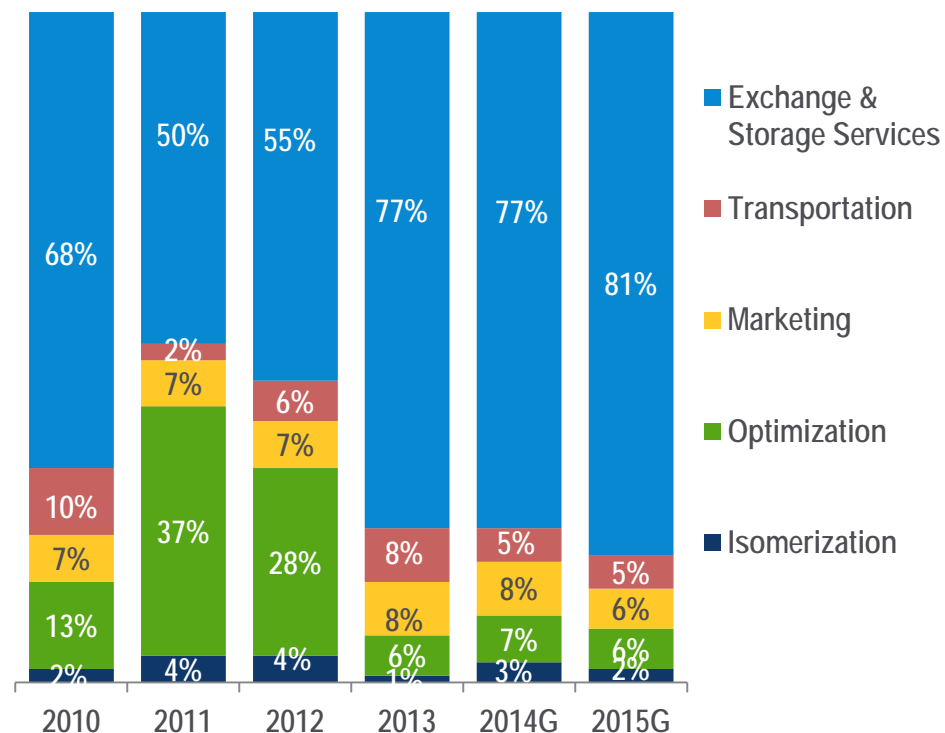
- 2015 hedged positions
  - Natural gas: 75% at \$4.03/MMBtu
    - 149,800 MMBtu/d of estimated equity volumes
  - Condensate: unhedged
    - 4,500 bpd of estimated equity volumes
  - NGLs: 5% at \$1.07/gallon
    - 22,200 bpd of estimated equity volumes
- 2016 hedged positions
  - All commodities: Unhedged
    - Natural gas: 200,200 MMBtu/d of estimated equity volumes
    - Condensate: 5,300 bpd of estimated equity volumes
    - NGLs: 27,700 bpd of estimated equity volumes



# NATURAL GAS LIQUIDS

## MARGIN PROFILE MIX

- 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*

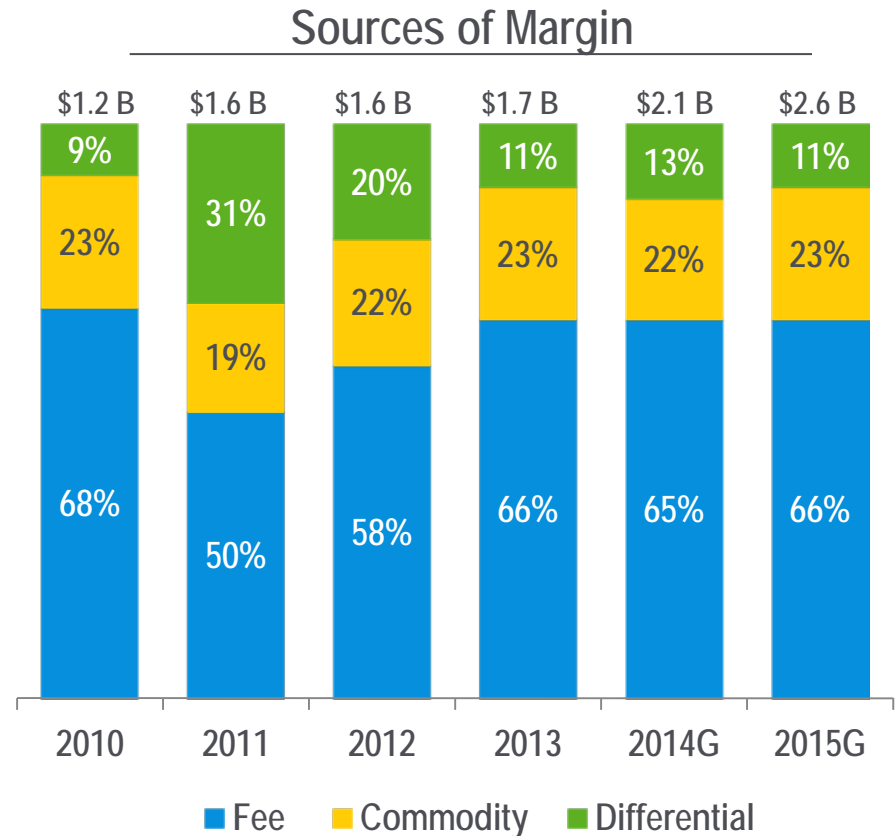


Continue to focus on converting optimization margins to exchange-services margins

# OKS PREDOMINANTLY FEE-BASED EARNINGS

## PERCENT OF MARGIN

- Expect to remain predominantly fee based
- 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 impacts natural gas liquids segment
  - Mitigated by supply diversity, firm-based, frac-or-pay and/or ship-or-pay contracts
- Price differential risk
  - NGL location price differentials between Mid-Continent and Gulf Coast and product price differentials
  - Optimization expected to be less of a contributor, particularly for ethane



# DISCIPLINED GROWTH CONTINUES IN MULTIPLE BASINS

Terry Spencer, Rob Martinovich, Wes Christensen, Sheridan Swords,  
Phill May and Kevin Burdick





# WILLISTON BASIN

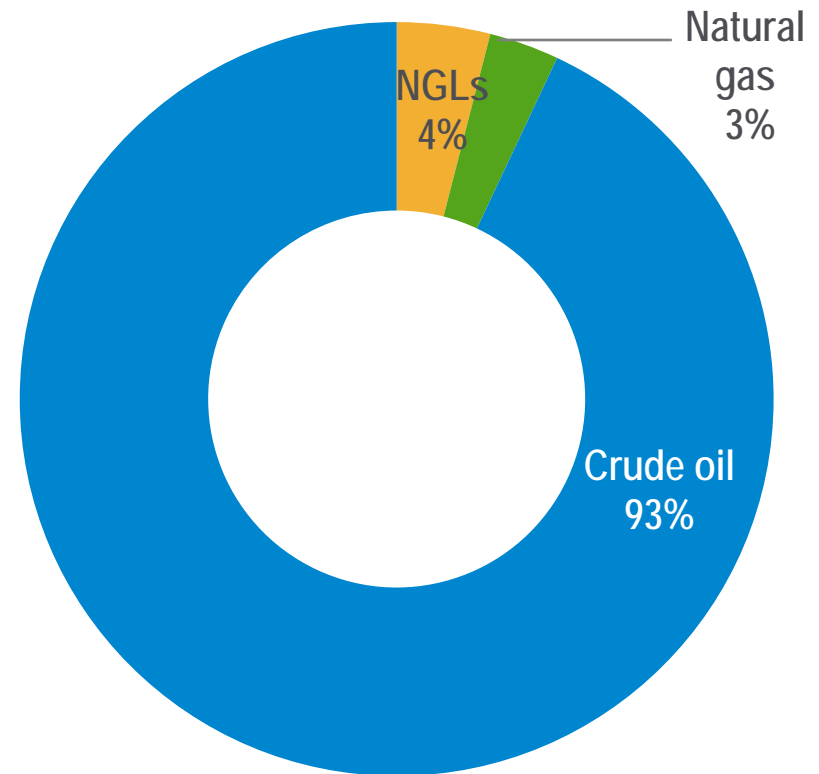


# WILLISTON BASIN

## DRILLING ECONOMICS

- Approximately 97% of producer economics from crude-oil and NGL production
- Drilling is economical with crude-oil prices (WTI) as low as \$45–\$60 per barrel
- Approximately 11 gallons of NGL products per Mcf of natural gas
  - Approximately 5.5 gallons of NGL products per Mcf of natural gas, excluding ethane
- Production efficiency improvements in the manufacturing process
  - Pad drilling
  - Well cost reductions
  - Enhanced completion technology

### Producer Economics



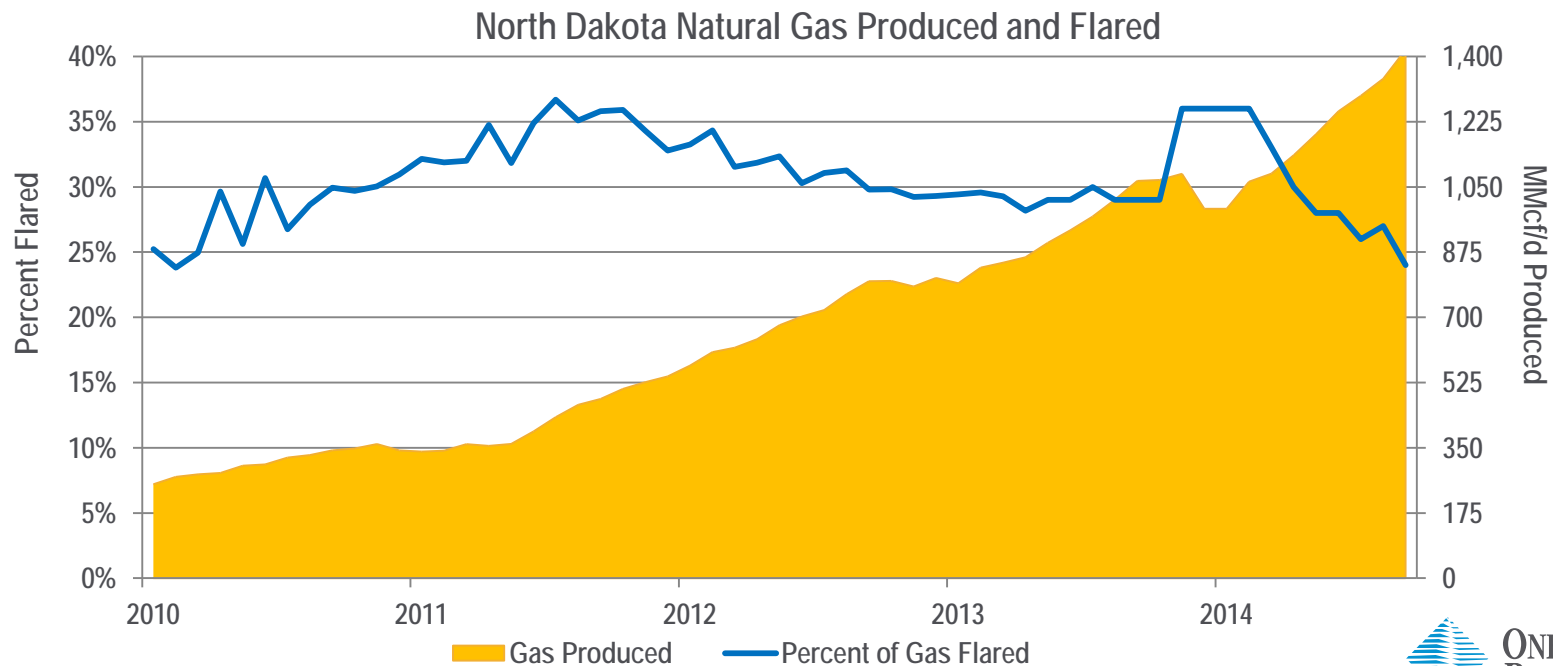
Source: Various industry and company research



# WILLISTON BASIN

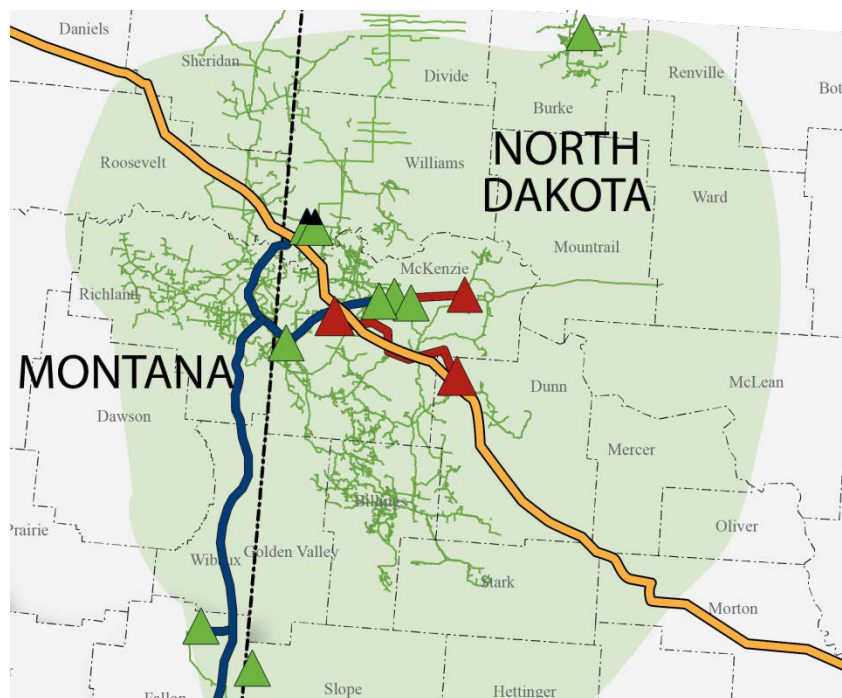
## REDUCED FLARING AND VOLUME BACKLOG

- Flaring results in loss of NGL and natural gas value uplift
- 24% of North Dakota's natural gas production was flared in September 2014
- North Dakota Industrial Commission (NDIC) policy targets:
  - Reduce flaring to 15% by first quarter 2016 and 5% – 10% by the fourth quarter 2020
- Current statewide flaring is approximately 300 MMcf/d, which is **more than six months of drilling inventory**



# OKS IN THE WILLISTON BASIN

*A LEADING SERVICE PROVIDER TO PRODUCERS*



Growth projects



OKS plants



Statline De-ethanizers

Bakken NGL Pipeline

Northern Border Pipeline

**Largest independent natural gas gatherer and processor in the Williston Basin.**

## Acreage Dedications

- **3+ million** net acres
- **~60%** of total acreage footprint

## Processing Capacity

- **600 MMcf/d** currently
- **1,200 MMcf/d** expected by Q3 2016

## Competitive Advantage

- **Strong producer relationships**
- **Integrated assets** and value chain with NGL and NGP segments

# WILLISTON BASIN

## CAPITAL INVESTMENTS 2015 – 2016

	Project	CapEx (\$ in millions)	Expected Completion
1	Lonesome Creek plant and related infrastructure – 200 MMcf/d	\$550–\$680	Q4 2015
2	Bear Creek plant and related infrastructure – 80 MMcf/d	\$230–\$330	Q2 2016
3	Demicks Lake plant and related infrastructure – 200 MMcf/d	\$515–\$670	Q3 2016
	Additional compression	\$80–\$100	Q4 2015
4	Stateline De-ethanization facilities	\$70	Q4 2015
	<b>Total</b>	<b>\$1.4 billion to \$1.9 billion</b>	

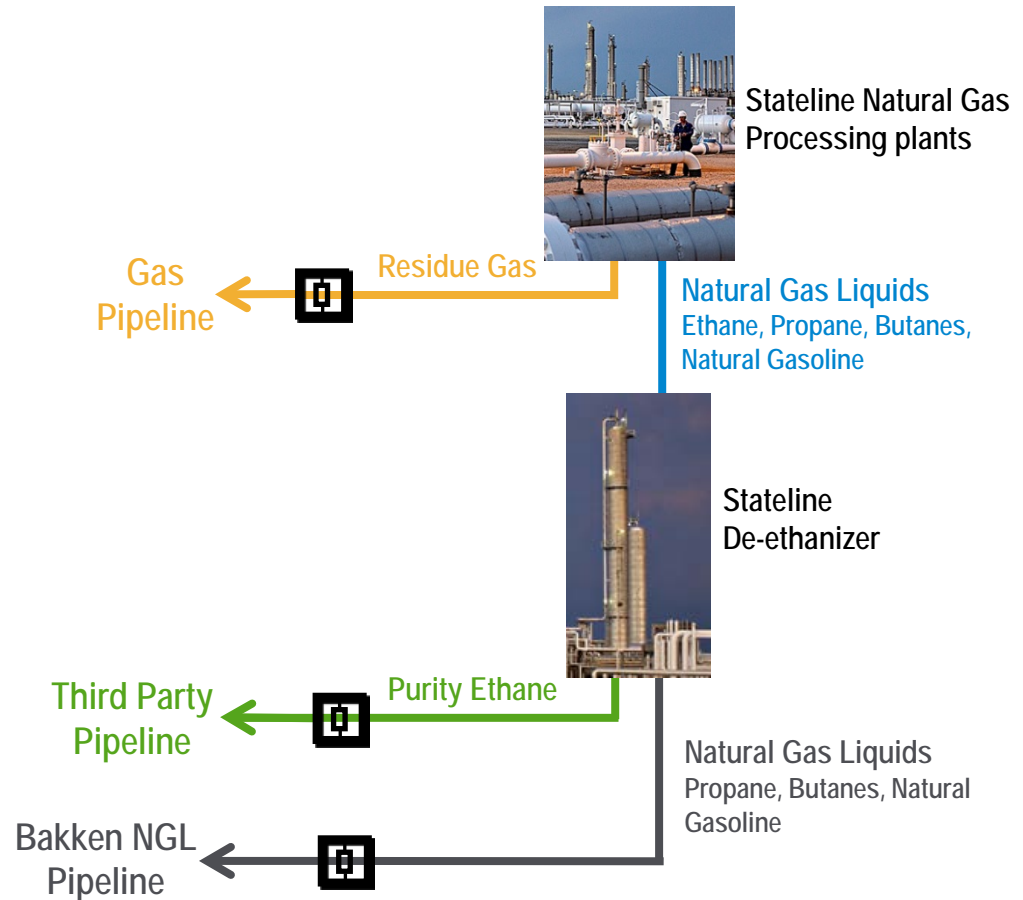


▲ OKS plants   
 — Natural Gas Gathering pipelines   
 — Northern Border Pipeline  
— Bakken NGL Pipeline   
 — NGL Pipeline

# WILLISTON BASIN

## *SERVING NEW ETHANE MARKETS*

- De-ethanization facilities adjacent to ONEOK Partners' Stateline natural gas processing plants
  - Approximately \$70 million
  - Ability to produce approximately 26,000 bpd of ethane
  - Fee-based earnings
  - Ethane will be delivered to a third-party pipeline
  - Expected to be completed during the fourth quarter 2015





# POWDER RIVER BASIN

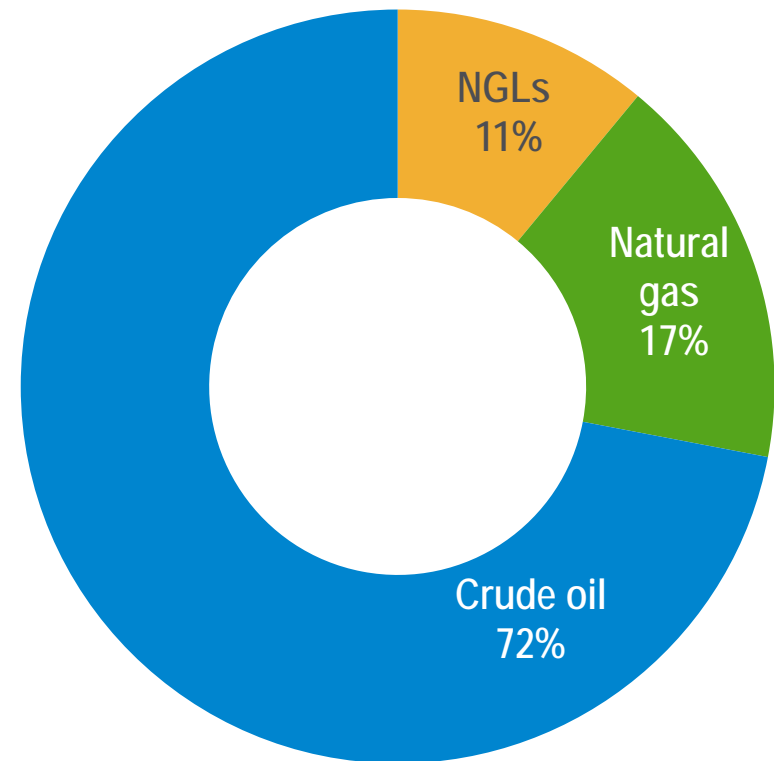


# POWDER RIVER BASIN

## DRILLING ECONOMICS

- Approximately 83% of producer economics from crude-oil and NGL production
- Drilling is economical with crude-oil prices (WTI) as low as \$60–\$70 per barrel
- Approximately 7 gallons of NGL products per Mcf of natural gas
  - Approximately 4 gallons of NGL products per Mcf of natural gas, excluding ethane

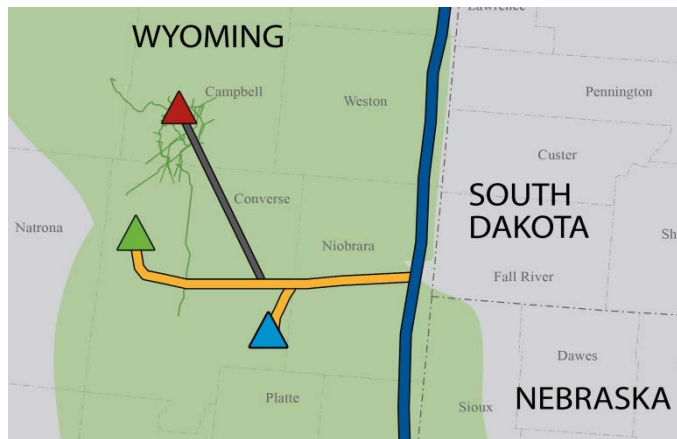
Producer Economics



Source: Various industry and company research

# OKS IN THE POWDER RIVER BASIN

## EXPANDING OPERATIONS IN GROWING BASIN



Strategic growth in the NGL-rich formations in the Powder River Basin.

### Acreage Dedications

- 130,000 net acres
- ~23% of total acreage footprint

### Processing Capacity

- 50 MMcf/d current
- 150 MMcf/d in 2016

### Competitive Advantage

- Integrated assets and value chain with NGL segment
- Well-positioned for future growth

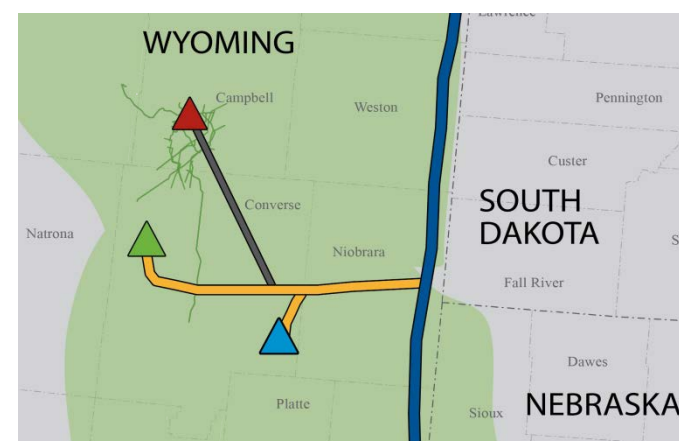


# POWDER RIVER BASIN

## CAPITAL INVESTMENTS 2015 – 2016

Strategic expansion of existing basin footprint.

Project	CapEx (\$ in millions)	Expected Completion
Sage Creek – plant and infrastructure upgrades	\$50	Q4 2015
Bronco plant and related infrastructure – 100 MMcf/d	\$170–\$245	Q3 2016
NGL pipeline – 65-mile, 10-inch connection from Bronco plant to Niobrara NGL Lateral	\$45–\$60	Q3 2016
<b>TOTAL</b>	<b>\$265-\$355</b>	



- Existing Gathering Pipeline
- Niobrara NGL Lateral
- NGL pipeline
- Bakken NGL Pipeline
- Bronco plant
- Sage Creek plant
- Third party plant
- Powder River Basin



# WILLISTON AND POWDER RIVER BASIN

## NATURAL GAS LIQUIDS TAKEAWAY

Approximately \$1 billion

- Bakken NGL Pipeline expansion
  - ✓ Expand capacity to 135,000 bpd from 60,000 bpd with additional pump stations; completed in September 2014
  - Expand capacity to 160,000 bpd; expected to be completed in second quarter 2016
- Niobrara NGL Lateral
  - ✓ Connects Sage Creek and third-party plants to the Bakken NGL Pipeline
- Fee-based contracts



■ Overland Pass Pipeline Expansion (50% interest)

■ Bakken NGL Pipeline

■ Bushton NGL Fractionator Expansion

■ Niobrara Lateral



# BREAK





# MID-CONTINENT

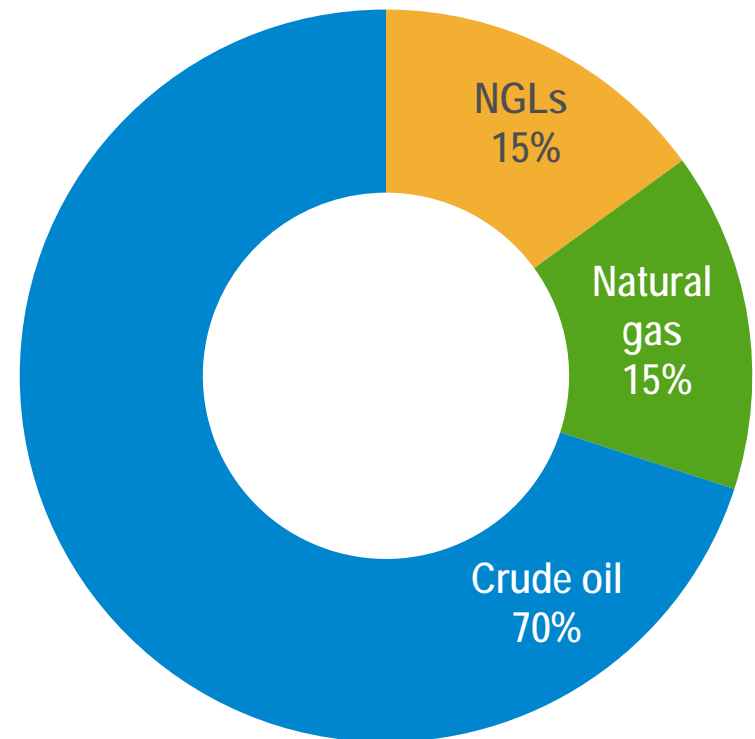


# MID-CONTINENT

## DRILLING ECONOMICS

- Approximately 85% of producer economics from crude-oil and NGL production
- Drilling is economical with crude-oil prices (WTI) as low as \$45–\$70 per barrel in the SCOOP
- Approximately 3.5 to 7 gallons of NGL products per Mcf of natural gas depending on location
  - Approximately 2 to 4 gallons of NGL products per Mcf of natural gas, excluding ethane
- Production efficiency improvements in the manufacturing process
  - Enhanced completion technology

Producer Economics



Source: Various industry and company research



# MID-CONTINENT

## INTEGRATED ASSETS AT WORK

### Acreage Dedications

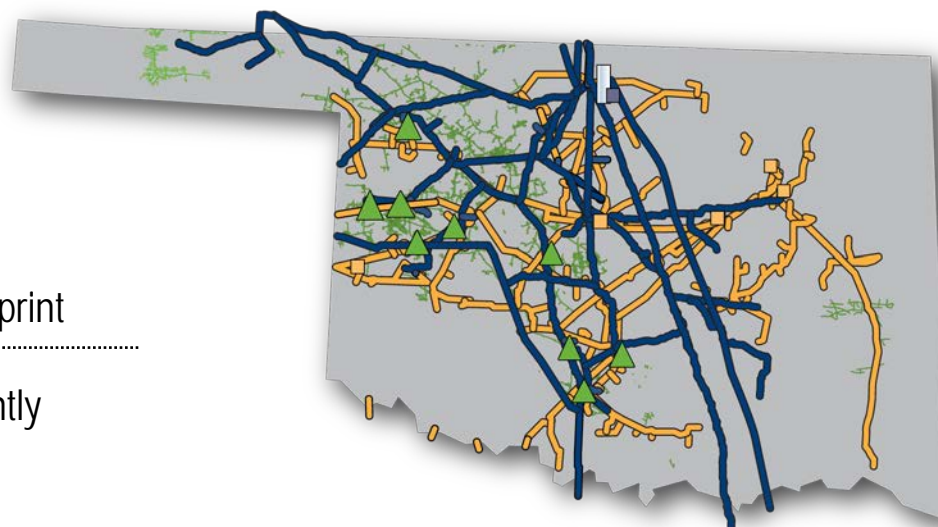
- 500,000+ net acres
- ~28% of total acreage footprint

### Processing Capacity

- 700 MMcf/d currently
- 900 MMcf/d expected by 2016

### Competitive Advantage

- Integrated assets and value chain with NGL and NGP segments
- Well-positioned for future growth



▲ Natural Gas plants    — Natural Gas gathering    — NGL pipelines  
— Natural Gas pipelines    ■ Natural Gas storage    ■ NGL storage  
□ NGL fractionator

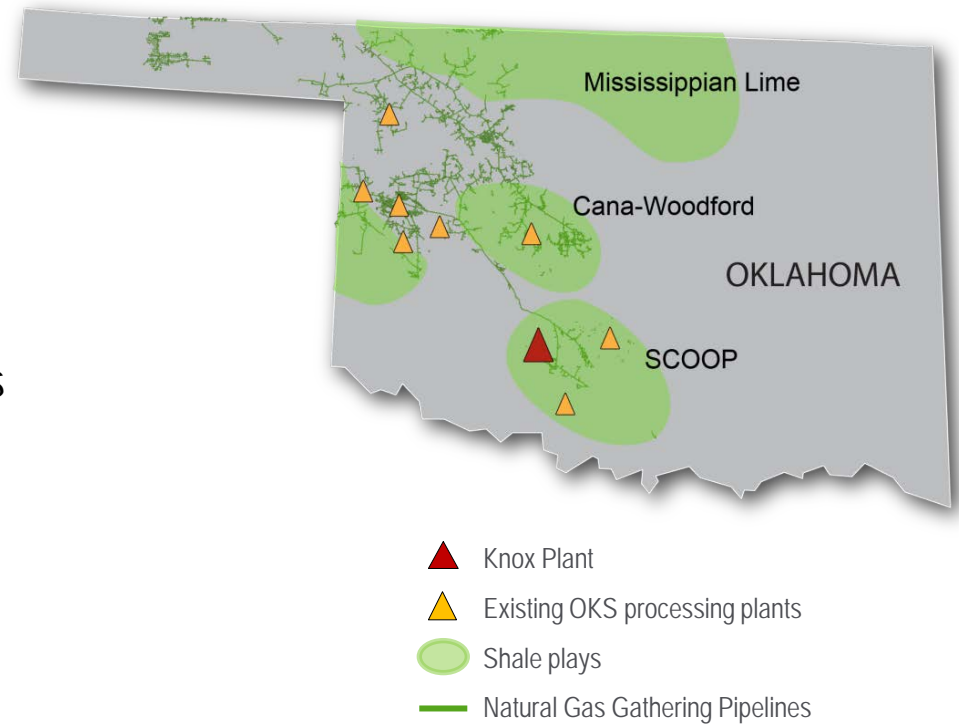
Enhancing our existing footprint and adding more efficient plants to meet producer needs.

# SCOOP – KNOX PLANT

## *KNOX NATURAL GAS PROCESSING PLANT*

- Knox plant
  - \$175 million to \$240 million
  - 200 MMcf/d natural gas processing facility
  - Expected to be completed in the fourth quarter 2016
- Related natural gas infrastructure, including natural gas gathering pipelines and natural gas compression
  - \$190 million to \$230 million
- Primarily percent-of-proceeds contracts with fee-based components
- Increases Oklahoma natural gas processing capacity to approximately 900 MMcf/d

\$365 million to \$470 million





# PERMIAN BASIN

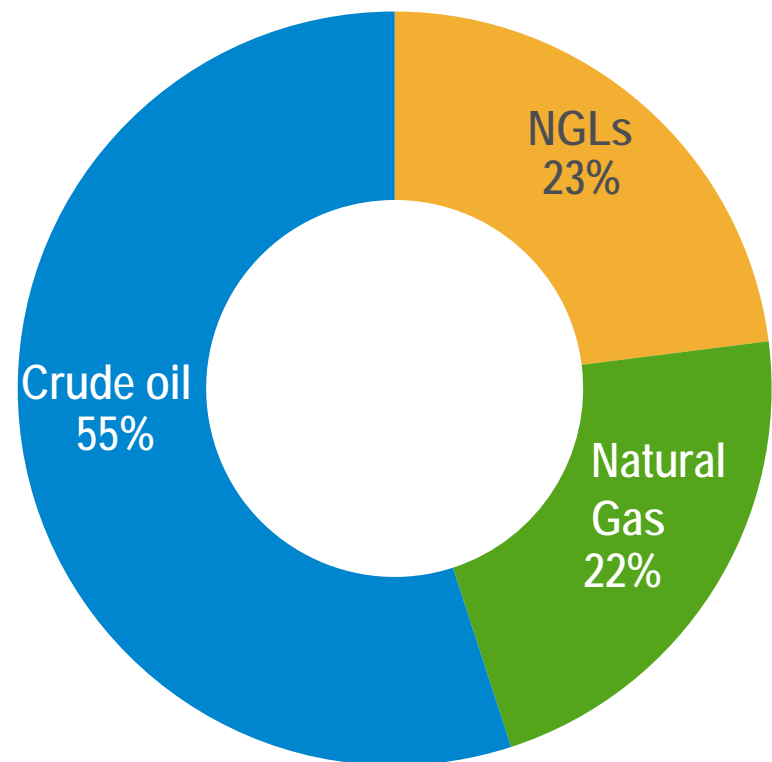


# PERMIAN

## DRILLING ECONOMICS

- Approximately 78% of producer economics from crude-oil and NGL production
- Drilling is economical with crude-oil prices (WTI) as low as \$47–\$61 per barrel in the Delaware formation
- Approximately 7 gallons of NGL products per Mcf of natural gas
  - Approximately 4 gallons of NGL products per Mcf of natural gas, excluding ethane

### Producer Economics



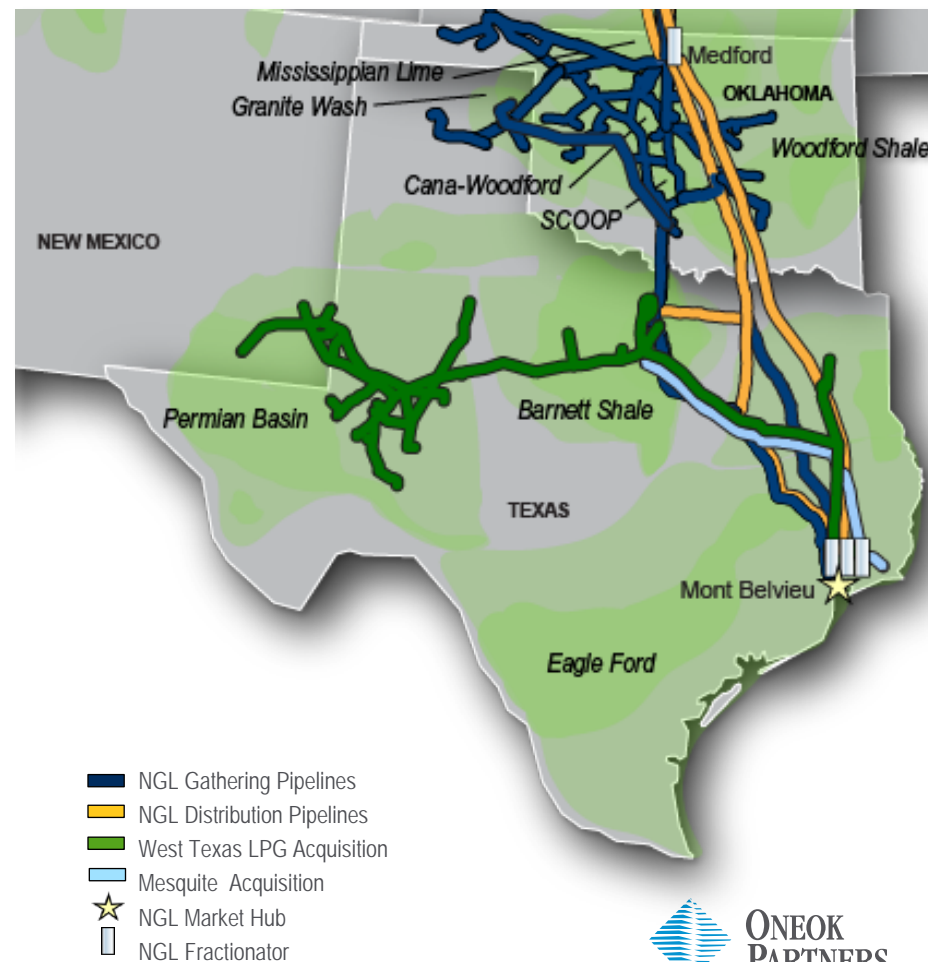
Source: Various industry and company research



# WEST TEXAS LPG AND MESQUITE PIPELINES

## NATURAL GAS LIQUIDS ACQUISITION

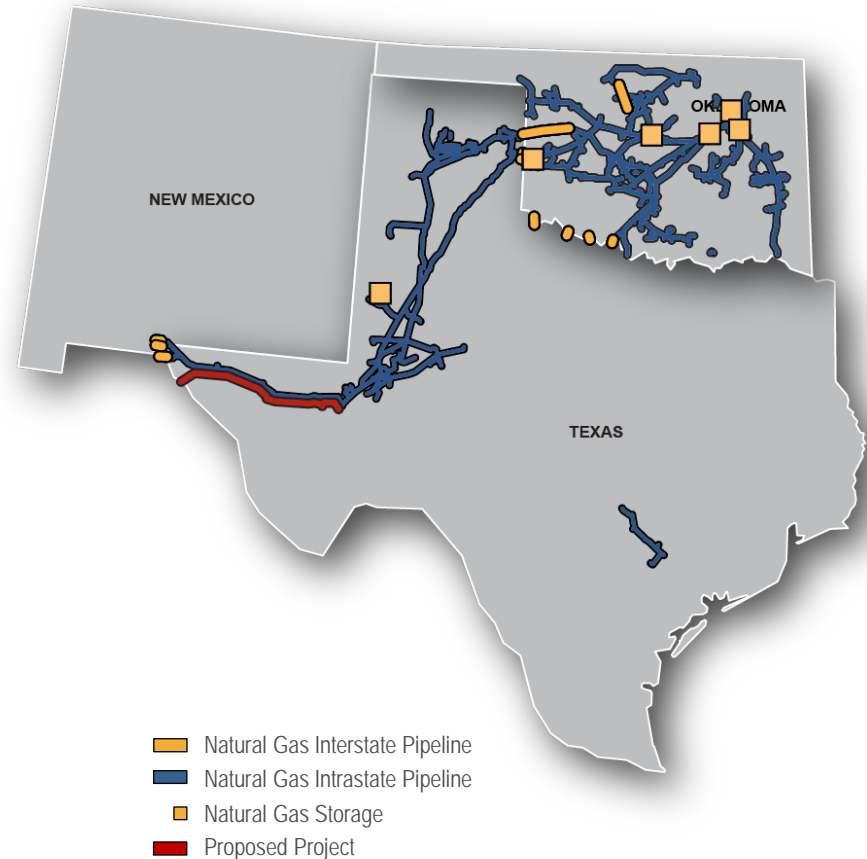
- 2,600 miles of NGL gathering pipeline
  - \$800 million
  - 230,000 bpd, net
  - Acquisition closed in November 2014
- Expands NGL segment's portfolio of assets
  - NGL gathering system mileage increased more than 60%
  - Gathered NGL volumes expected to increase 40%
  - Positioned for additional growth opportunities through expansions
- Expected to generate 6 to 8 times adjusted EBITDA multiples between 2017 and 2020
  - \$500 million in additional capital-growth investments between 2015 and 2019
  - Potential for fee-based fractionation and storage margins



# NATURAL GAS PIPELINES

## *GROWING EXPORTS TO MEXICO*

- Proposed project:
  - 208 miles of 30-inch pipeline from the Waha Hub area to a delivery point near San Elizario, Texas
  - \$450 million - \$550 million
  - Provide 500 – 600 MMcf/d capacity to existing El Paso, Texas, markets and new markets in northern Mexico
- We have a long history of providing pipeline services to Mexico through our WesTex system
- Non-binding open season



# FRACTIONATION CAPACITY

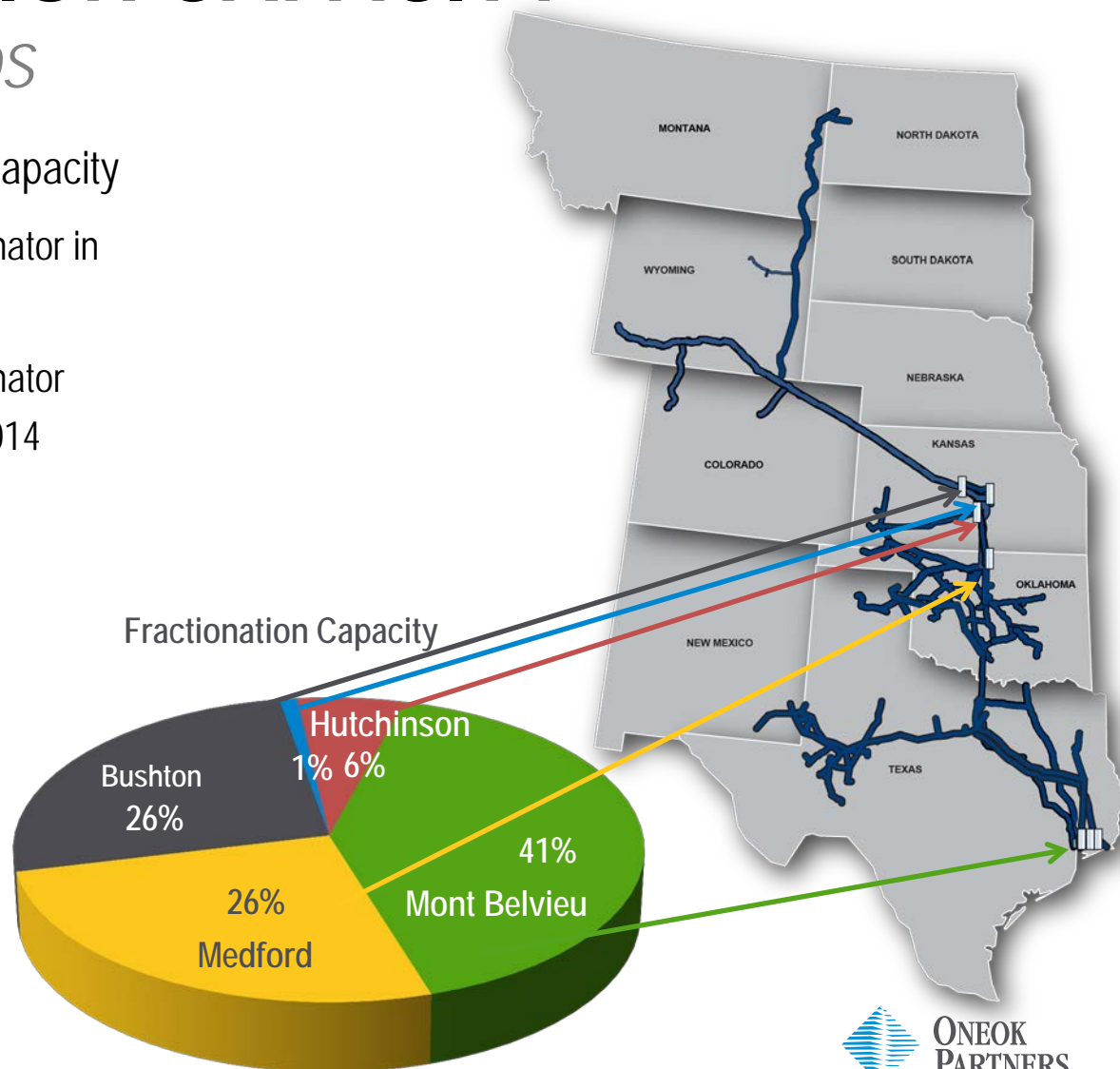




# FRACTIONATION CAPACITY

## NATURAL GAS LIQUIDS

- Increased our fractionation capacity
  - MB-2 – 75,000 bpd fractionator in service in December 2013
  - MB-3 – 75,000 bpd fractionator completed in December 2014
- 820,000 bpd of capacity





# ONEOK PARTNERS FINANCIALS

Derek Reiners

Senior Vice President,  
Chief Financial Officer & Treasurer



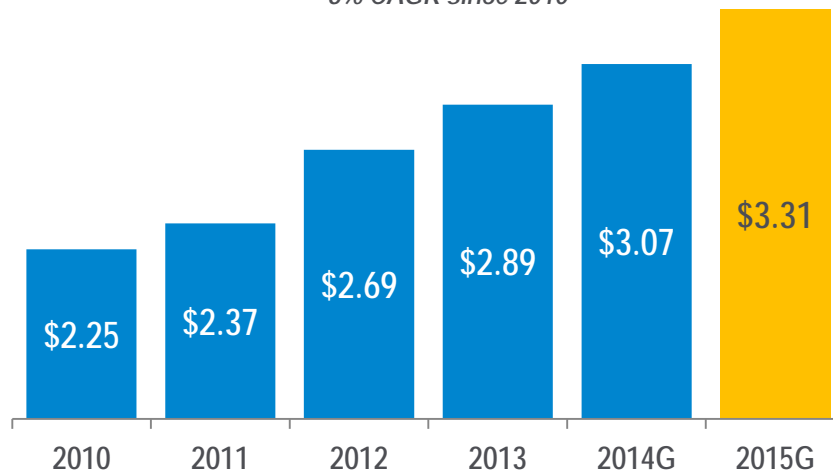
# CREATING OKS UNITHOLDER VALUE

## DISTRIBUTION GROWTH

- 8% increase in 2015 distributions declared compared with 2014
  - Projected 1.5-cent-per-unit-per-quarter increase for 2015
- 6% – 8% expected average annual distribution growth between 2014 and 2017
- Considerations: capital project execution, volume growth, commodity prices, capital market conditions

### Distributions Declared Per Unit Per Year

(Split adjusted)  
8% CAGR since 2010



### Distributions Paid Per Unit Per Year

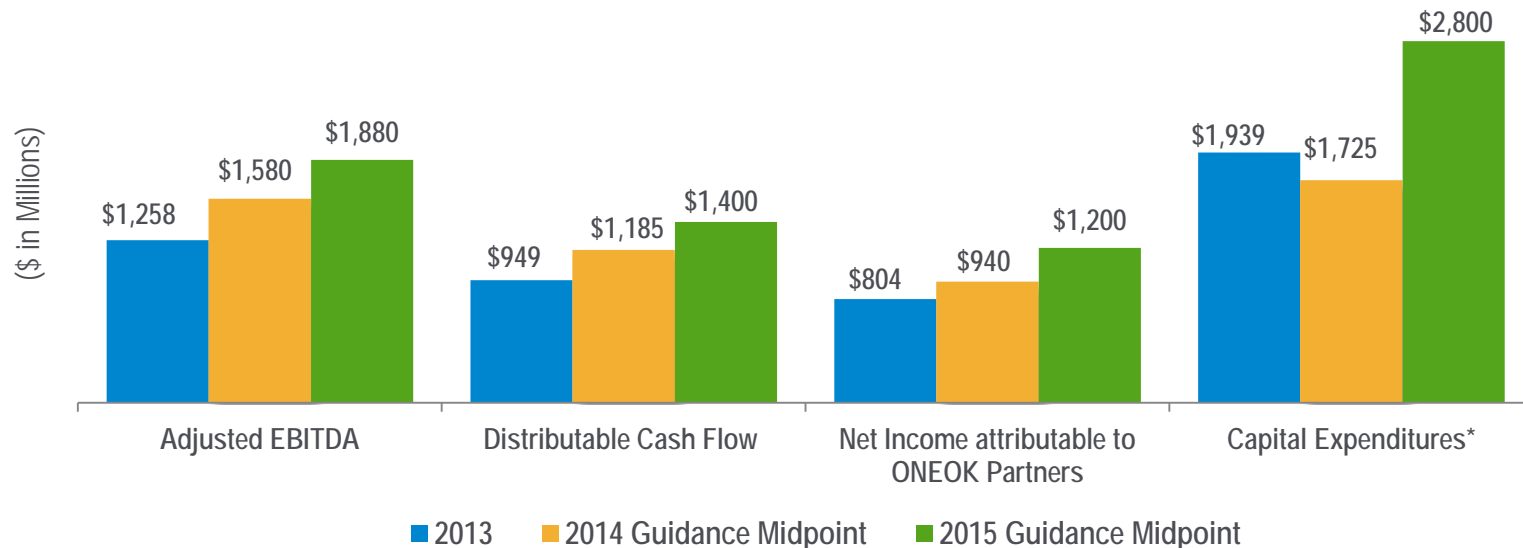
(Split adjusted)  
8% CAGR since 2010



# OKS FINANCIAL GUIDANCE SUMMARY

2015

- Adjusted EBITDA range: \$1.77 billion – \$1.99 billion
- Distributable cash flow range: \$1.31 billion – \$1.49 billion
  - Target long-term annual coverage ratio of 1.05x – 1.15x
- Net income range: \$1.12 billion – \$1.28 billion
- Capital expenditures: \$2.6 billion – \$3.0 billion
  - Expected to generate EBITDA multiples of 5 – 7 times
- Maintain investment-grade credit ratings



Expected average annual adjusted EBITDA growth of 20% between 2014 and 2017

\* Excludes acquisitions



# OKS 2015 FINANCIAL GUIDANCE

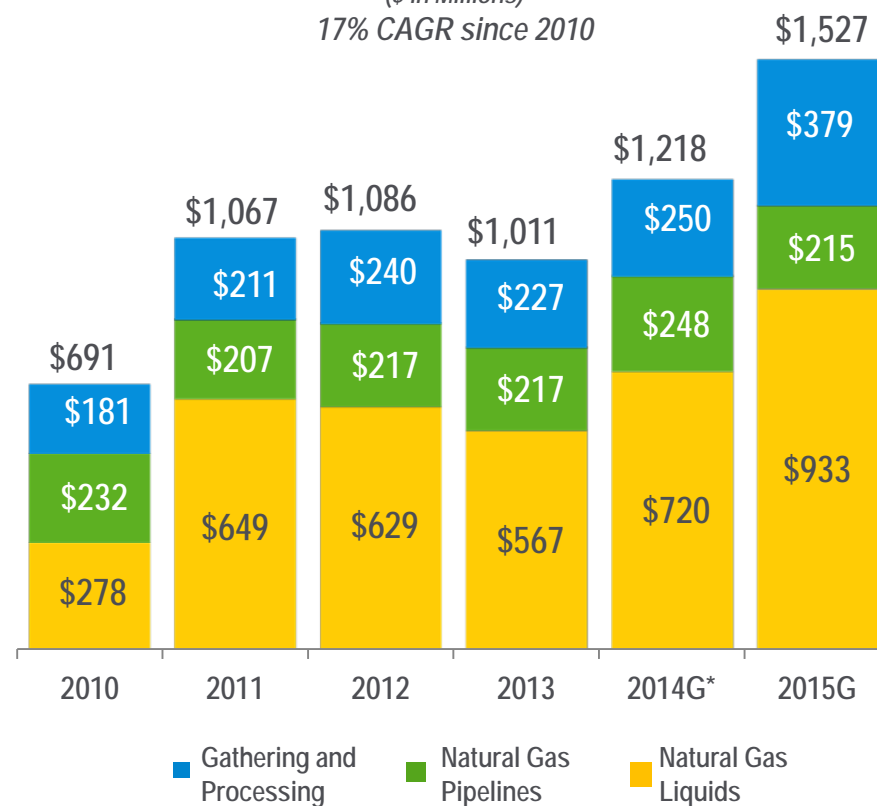
## BY SEGMENT

- Natural gas gathering and processing:
  - Higher gathered and processed volumes
  - Benefit of new processing plants and compression on line
- Natural gas liquids:
  - Higher gathered and fractionated volumes from new plant connections, completed projects and WTLPG acquisition
  - Widespread ethane rejection
  - Narrow location price differentials expected to continue
- Natural gas pipelines:
  - Predominantly fee based
  - Market connected with high subscription rates

### Operating Income and Equity Earnings

(\$ in Millions)

17% CAGR since 2010



\*Includes \$76.4 million noncash impairment charge in Gathering and Processing

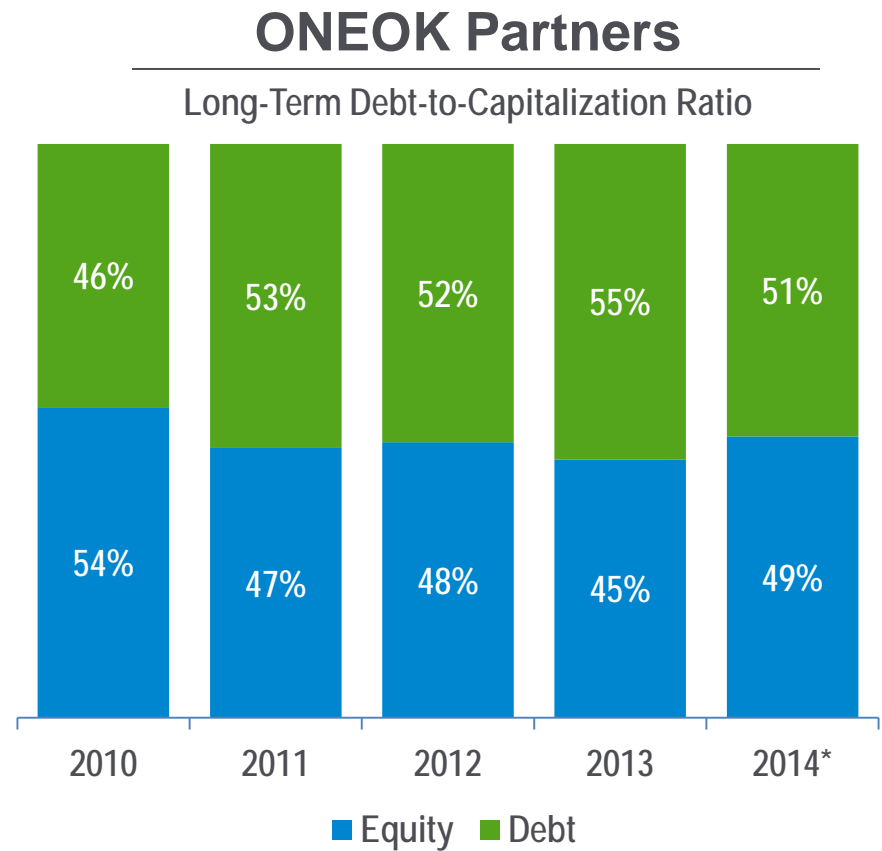




# OKS STRONG BALANCE SHEET

## INVESTMENT GRADE

- Committed to investment-grade credit ratings
  - S&P: BBB (stable)
  - Moody's: Baa2 (stable)
- Capital structure targets
  - 50/50 capitalization
  - Debt-to-EBITDA ratio < 4.0x
- \$1.7 billion revolving credit facility
  - Matures 2019
  - Expandable to \$2.4 billion



\*At Sept. 30, 2014



# ONEOK FINANCIALS



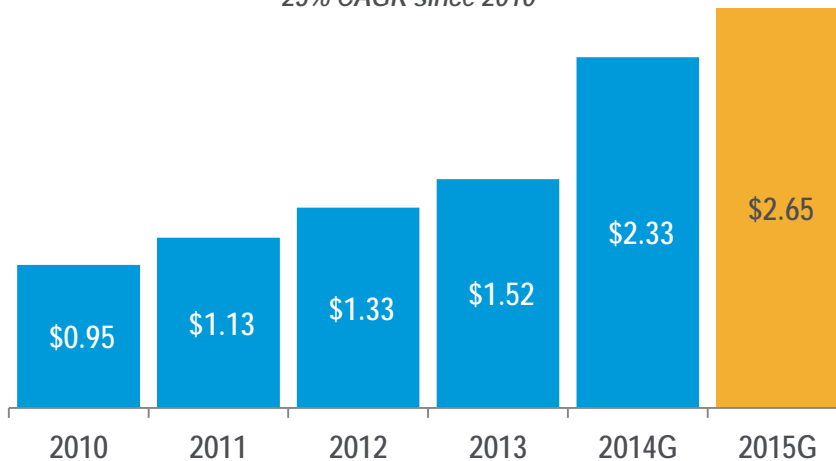
# CREATING OKE SHAREHOLDER VALUE

## DIVIDEND GROWTH

- 14% increase expected in 2015 dividends declared compared with 2014
  - Projected 2.25-cent-per-share-per-quarter increase for 2015
- 12% – 15% expected average annual dividend growth between 2014 and 2017
- Target long-term annual dividend coverage ratio of 1.0x – 1.1x

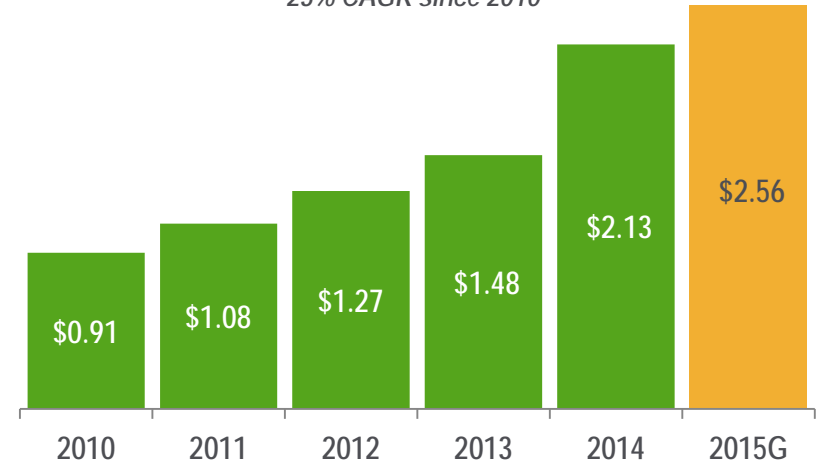
Dividends Declared Per Share Per Year

(adjusted for stock split)  
23% CAGR since 2010



Dividends Paid Per Share Per Year

(adjusted for stock split)  
23% CAGR since 2010







---

# OKE FINANCIAL GUIDANCE SUMMARY

*2015*

- Cash flow available for dividends: \$580 million – \$660 million
- Free cash flow: \$50 million – \$80 million after capital expenditures and dividends
- No expected borrowings; \$300 million credit facility



---

# ONEOK

## *INCOME TAXES*

- Taxes on GP distributions at full corporate tax rate
- Taxes on LP distributions have been 100% deferred in recent years
- Cash tax rate expected to be 20% – 25% of total distributions from ONEOK Partners beyond 2015
- Assumes bonus depreciation not renewed in 2014 or beyond; if 50 percent bonus depreciation is renewed for 2014
  - 2015 cash taxes expected to be zero
  - 2016 – 2017 cash tax rate expected to be 18% – 24%

# NGL MARKETS OVERVIEW

Sheridan Swords

Senior Vice President, Natural Gas Liquids



# INDUSTRY ENVIRONMENT

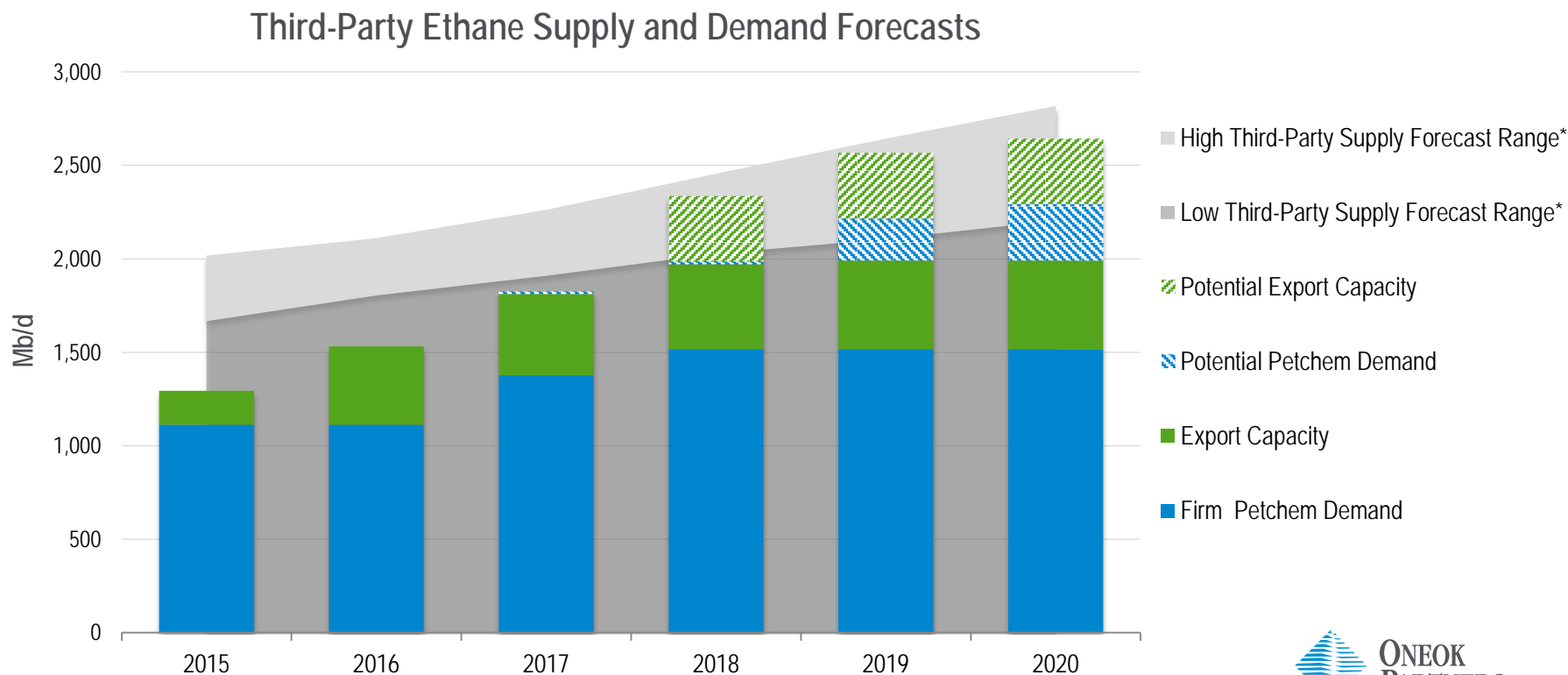
## *NATURAL GAS LIQUIDS*

- Supply growth continues from NGL-rich regions
- Ethane supply expected to continue to outpace demand
  - Downward pressure on ethane prices expected until new world-scale ethylene cracking capacity comes on line beginning in 2017
- Ethane rejection, petrochemical crackers demand growth and exports will mitigate partially ethane supply/demand imbalances
- Propane and LPG exports continue to grow
- Conway-to-Mont Belvieu differentials remain narrow
  - Increased ethane rejection creates Conway-to-Mont Belvieu capacity
- Third-party interest in shipping diluent remains strong
  - Used to produce and transport heavy Canadian crude oil

# ETHANE MARKETS

## SUPPLY AND DEMAND ASSUMPTIONS

- Ethane rejection is expected to continue until new world-scale ethylene cracking capacity comes on line beginning in 2017
- Low price ethane environment is attracting future growth in petrochemical and export demand



# PROPANE MARKETS

## *GROWING EXPORTS PROVIDE PRICE SUPPORT*

- Propane prices could see near term support as inventories decline due to strong crop-drying, normal winter weather and expanding export capacity
  - Periods of time when Conway will be priced above Mont Belvieu
- Longer term propane prices are expected to be supported by:
  - Growing export demand through new export facilities
  - Seasonal swing market created by growing propane demand from U.S. propane dehydrogenation facilities



# CLOSING REMARKS

Terry Spencer



ONEOK



ONEOK  
PARTNERS

# CONCLUSIONS

## KEY POINTS



- ONEOK corporate structure is maximizing cash flow available for dividends
  - Pure-play GP creates exceptional value through ownership of ONEOK Partners
  - Expected 14 percent increase in 2015 dividends declared compared with 2014
- ONEOK Partners distribution growth continues
  - Growth driven primarily by volume increases from organic projects and strategic acquisitions
  - Predominantly fee-based earnings continue
  - Significant supply diversification will continue through the development of capital-growth opportunities within our footprint
  - Expected 8 percent increase in 2015 distributions declared compared with 2014
- Financial targets
  - ONEOK Partners
    - Distribution growth of 6% – 8% (2014 – 2017)
    - Long-term distribution coverage of 1.05x – 1.15x
    - Investment-grade credit ratings
    - 50/50 capitalization
    - Debt to EBITDA < 4.0x
  - ONEOK
    - Dividend growth of 12% – 15% (2014 – 2017)
    - Long-term dividend coverage ratio of 1.0x – 1.1x





# Q&A





# APPENDIX



# APPENDIX – ONEOK PARTNERS GROWTH PROJECTS





---

# ONEOK

## *VISION AND MISSION*

### Our Vision

A pure-play general partner that creates exceptional value for all stakeholders through our ownership in ONEOK Partners by:

- Providing management and resources to ONEOK Partners, enabling it to execute its growth strategies and allowing ONEOK to grow its dividend
- Maximizing dividend payout while maintaining prudent financial strength and flexibility
- Attracting, selecting, developing and retaining a diverse group of employees to support strategy execution

### Our Mission

To provide reliable energy and energy-related services in a safe and environmentally responsible manner to our stakeholders through our ownership in ONEOK Partners

---

# ONEOK PARTNERS

## *VISION AND MISSION*

### Our Vision

Creating exceptional value for all stakeholders by:

- Re-bundling services across the energy value chain, primarily through vertical integration, to provide customers with premium services at lower costs
- Applying our capabilities – as a gatherer, processor, transporter, marketer, storage operator and distributor – to natural gas, natural gas liquids and other energy commodities

### Our Mission

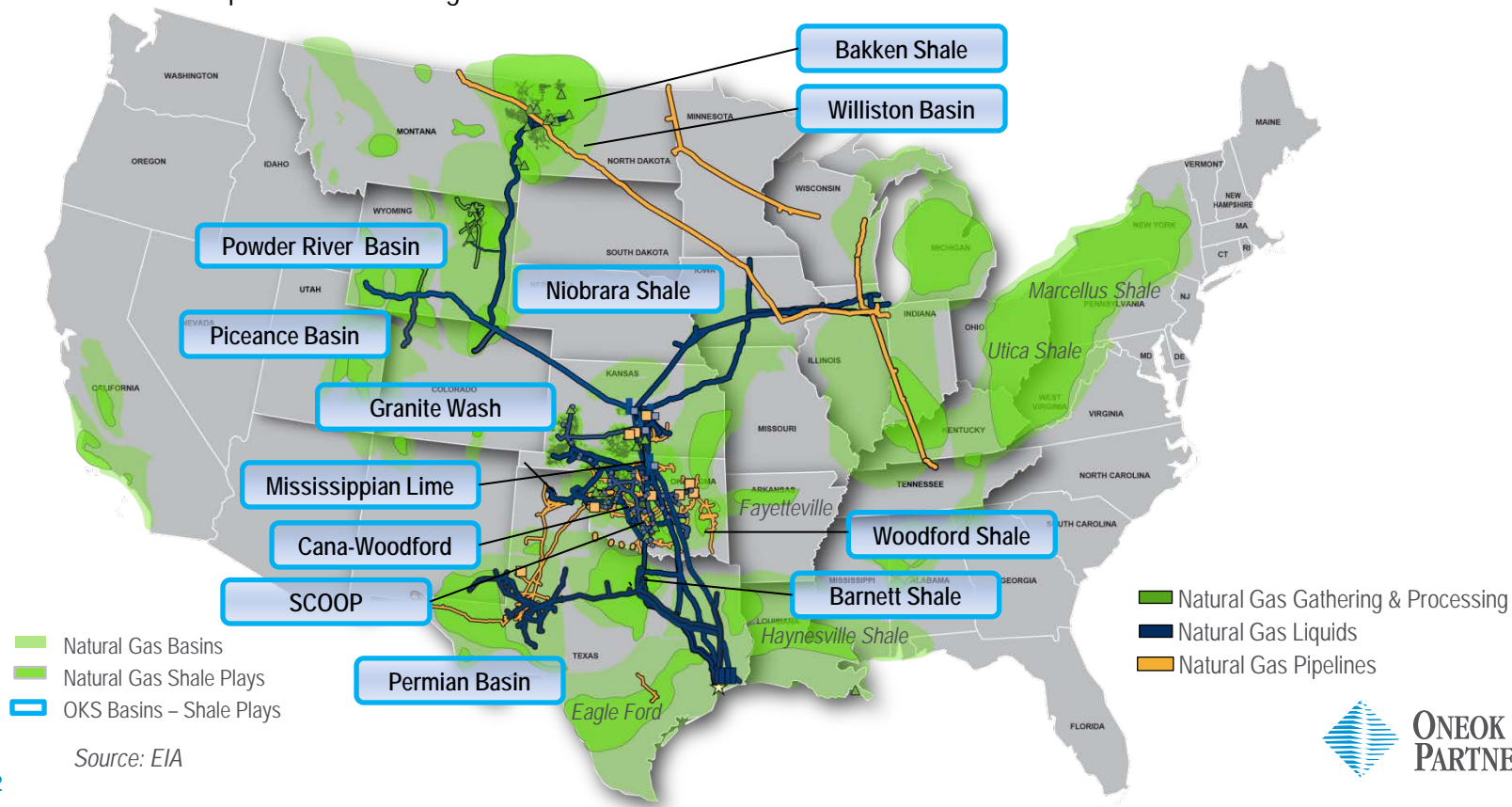
As a responsible corporate citizen, ONEOK Partners provides reliable energy and energy-related services in a safe and environmentally responsible manner to our stakeholders



# 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



# WILLISTON BASIN-RELATED GROWTH PROJECTS

2010 – 2014 (~\$2.5 BILLION IN PROJECTS)

Major Project	Scope	CapEx (\$ Millions)	Contract Type	Completed
Garden Creek plant and related infrastructure**	<ul style="list-style-type: none"> <li>120 MMcf/d* capacity</li> </ul>	\$360	POP with fee components	December 2011
Stateline I and II plants and related infrastructure**	<ul style="list-style-type: none"> <li>240 MMcf/d* total capacity</li> </ul>	\$565	POP with fee components	September 2012 / April 2013
Bushton fractionator expansion	<ul style="list-style-type: none"> <li>Expanded capacity by 60,000 bpd</li> <li>Dedicated supply from OKS plants</li> </ul>	\$117	Fee based	September 2012
Bakken NGL pipeline / Phase I expansion	<ul style="list-style-type: none"> <li>600-mile, 12-inch NGL pipeline with initial capacity of 60,000 bpd</li> <li>Phase I expansion increased capacity to 135,000 bpd</li> <li>Dedicated supply from OKS plants and third party plants</li> </ul>	\$555	Fee based	April 2013 / September 2014
Overland Pass Pipeline expansion	<ul style="list-style-type: none"> <li>Expanded by 60,000 bpd</li> <li>Dedicated supply from OKS plants and third party plants</li> </ul>	\$36	Fee based	April 2013
Divide County Natural Gas Gathering System	<ul style="list-style-type: none"> <li>270 miles of natural gas gathering pipeline*</li> </ul>	\$125	POP with fee components	June 2013
Niobrara NGL Lateral	<ul style="list-style-type: none"> <li>NGL pipeline lateral connecting to Bakken NGL pipeline</li> </ul>	\$85	Fee based	September 2014
Garden Creek II plant and related infrastructure**	<ul style="list-style-type: none"> <li>120 MMcf/d* capacity</li> </ul>	\$310–\$345	POP with fee components	August 2014
Garden Creek III plant and related infrastructure**	<ul style="list-style-type: none"> <li>120 MMcf/d* capacity</li> </ul>	\$325–\$360	POP with fee components	October 2014

\*Backed by acreage dedications

\*\*Includes the construction of natural gas compression to take advantage of additional natural gas processing capacity by the end of 2015

# WILLISTON BASIN-RELATED GROWTH PROJECTS

2015 – 2016 (~\$2.2 BILLION IN PROJECTS)

Major Project	Scope	CapEx (\$ Millions)	Contract Type	Timing
Lonesome Creek plant and related infrastructure	<ul style="list-style-type: none"> <li>200 MMcf/d* capacity</li> </ul>	\$550–\$680	POP with fee components	Fourth quarter 2015
Natural gas compression	<ul style="list-style-type: none"> <li>100 MMcf/d* total additional processing capacity at existing Garden Creek and Stateline plants (20 MMcf/d each)</li> </ul>	\$80 - \$100	POP with fee components	Fourth quarter 2015
Sage Creek infrastructure	<ul style="list-style-type: none"> <li>Compression and gathering pipelines to support Sage Creek plant upgrades</li> </ul>	\$50	POP with fee components	Fourth quarter 2015
Stateline de-ethanization facilities	<ul style="list-style-type: none"> <li>26,000 barrels per day (bpd) of ethane produced at Stateline I and II through de-ethanization facilities</li> </ul>	\$70	Fee Based	Fourth quarter 2015
Bear Creek plant and related infrastructure	<ul style="list-style-type: none"> <li>80 MMcf/d* capacity</li> <li>40-mile NGL gathering pipeline connecting plant to Bakken NGL Pipeline</li> </ul>	\$265–\$375	POP with fee components	Second quarter 2016 / Third quarter 2016
Bakken NGL Pipeline expansion – Phase II	<ul style="list-style-type: none"> <li>Increase capacity by 25,000 bpd (160,000 bpd total capacity)</li> </ul>	\$100	Fee based	Second quarter 2016
Demicks Lake plant and related infrastructure	<ul style="list-style-type: none"> <li>200 MMcf/d* capacity</li> <li>12-mile NGL gathering pipeline connecting plant to Bakken NGL Pipeline</li> </ul>	\$525–\$685	POP with fee components	Third quarter 2016
Bronco plant and related infrastructure	<ul style="list-style-type: none"> <li>100 MMcf/d* capacity</li> <li>65-mile NGL gathering pipeline connecting plant to Bakken NGL Pipeline</li> </ul>	\$215–\$305	POP with fee components	Third quarter 2016

\*Backed by acreage dedications





# MID-CONTINENT-GULF COAST-RELATED GROWTH PROJECTS

2010 – 2014 (~\$2.3 BILLION IN PROJECTS)

Major Project	Scope	CapEx (\$ Millions)	Contract Type	Completed
Sterling I expansion	<ul style="list-style-type: none"> <li>Installed 7 additional pump stations to increase capacity by 15,000 bpd</li> </ul>	\$30	Differential or fee based	November 2011
Cana-Woodford/Granite Wash NGL plant connections	<ul style="list-style-type: none"> <li>230 miles of 10- and 12-inch NGL gathering pipelines</li> <li>Added incremental 75,000 bpd – 80,000 bpd</li> </ul>	\$220	Fee based	April 2012
Ethane header pipeline	<ul style="list-style-type: none"> <li>400,000 bpd capacity; transports purity ethane</li> </ul>	\$23	Fee based	April 2013
MB-2 fractionator	<ul style="list-style-type: none"> <li>75,000 bpd capacity</li> </ul>	\$375	Fee based	December 2013
Sterling III pipeline and reconfiguration of Sterling I and II	<ul style="list-style-type: none"> <li>550-mile, 16-inch NGL pipeline</li> <li>Initial capacity of 193,000 bpd</li> </ul>	\$808	Fee based	March 2014 / July 2014
Canadian Valley Plant	<ul style="list-style-type: none"> <li>200 MMcf/d* capacity</li> <li>Cana-Woodford Shale</li> </ul>	\$300	POP with fee components	March 2014
MB E/P Splitter	<ul style="list-style-type: none"> <li>40,000 bpd</li> <li>Splits E/P mix into purity ethane</li> </ul>	\$46	Differential based	March 2014
MB-3 fractionator	<ul style="list-style-type: none"> <li>75,000 bpd</li> </ul>	\$525–\$575	Fee based	December 2014

\*Backed by acreage dedications

# MID-CONTINENT-GULF COAST-RELATED GROWTH PROJECTS

2015 – 2016 (~\$600 MILLION IN PROJECTS)

Major Project	Scope	CapEx (\$ Millions)	Contract Type	Timing
Hutchinson to Medford NGL pipeline	<ul style="list-style-type: none"><li>95-mile NGL pipeline between existing NGL fractionation at Hutchinson, Kansas, and Medford, Oklahoma</li></ul>	\$140	Fee based	First quarter 2015
Knox plant and related infrastructure	<ul style="list-style-type: none"><li>200 MMcf/d* capacity</li><li>SCOOP play</li></ul>	\$365–\$470	POP with fee components	Fourth quarter 2016

*\*Backed by acreage dedications*

# ACQUISITIONS

2013 – 2014 (~\$1.2 BILLION)

Major Project	Scope	CapEx (\$ Millions)	Contract Type	Timing
West Texas Pipeline & Mesquite Pipeline	<ul style="list-style-type: none"><li>2,600 total mile NGL gathering pipeline acquisition</li><li>Permian Basin</li></ul>	\$800	Fee based	November 2014
Remaining 30 percent interest in Maysville plant	<ul style="list-style-type: none"><li>40 MMcf/d in additional natural gas processing capacity</li><li>Cana-Woodford Shale</li></ul>	\$90	Fee based	December 2013
Sage Creek natural gas processing plant	<ul style="list-style-type: none"><li>50 MMcf/d* natural gas processing capacity</li><li>Powder River Basin</li></ul>	\$305	POP with fee components	September 2013

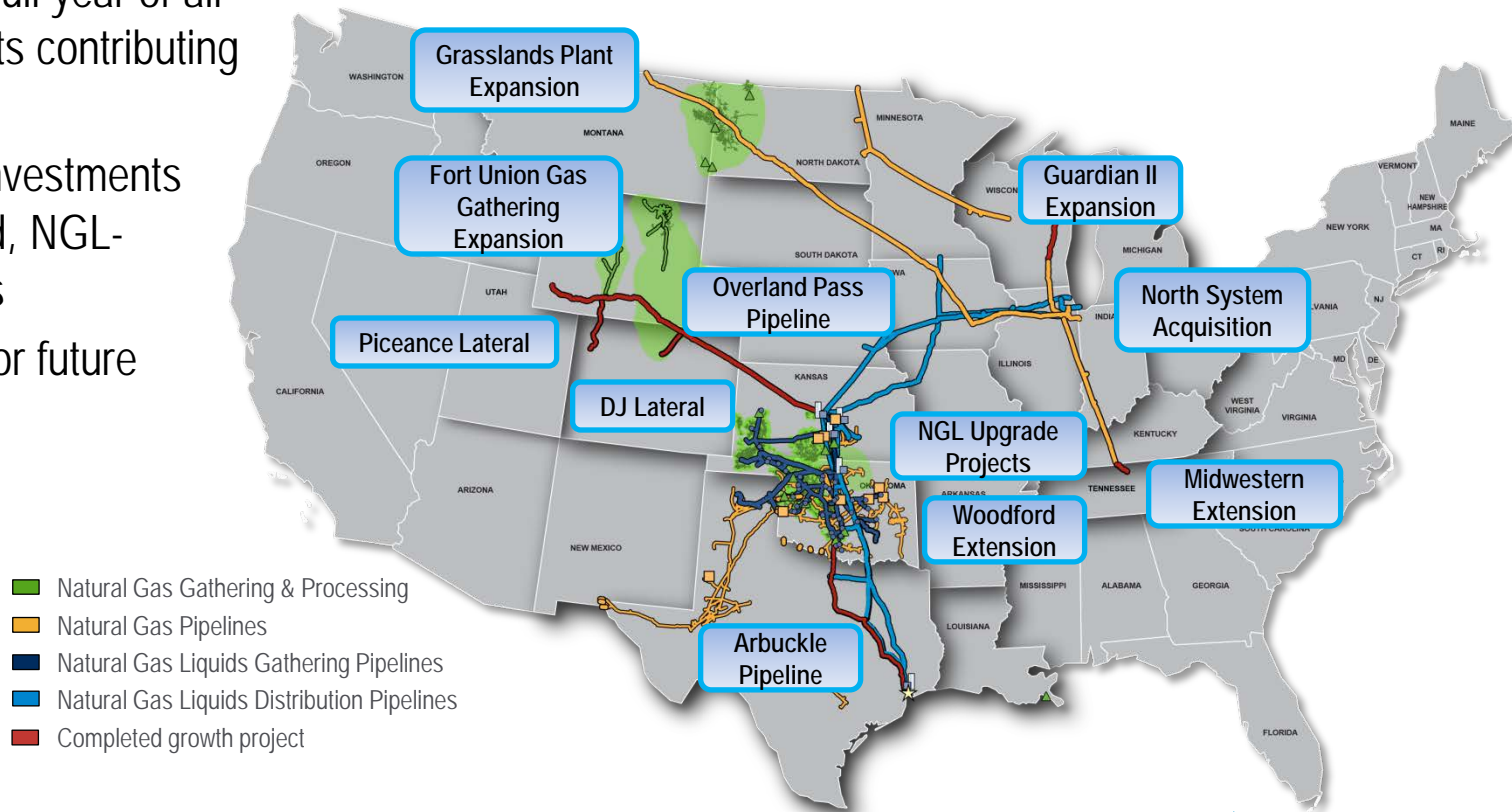
*\*Backed by acreage dedications*



# OKS GROWTH: 2006 – 2009

*MORE THAN \$2 BILLION OF GROWTH PROJECTS COMPLETED*

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



# APPENDIX – NATURAL GAS GATHERING AND PROCESSING





# ASSET OVERVIEW

## NATURAL GAS GATHERING AND PROCESSING

### *Nondiscretionary* services to producers

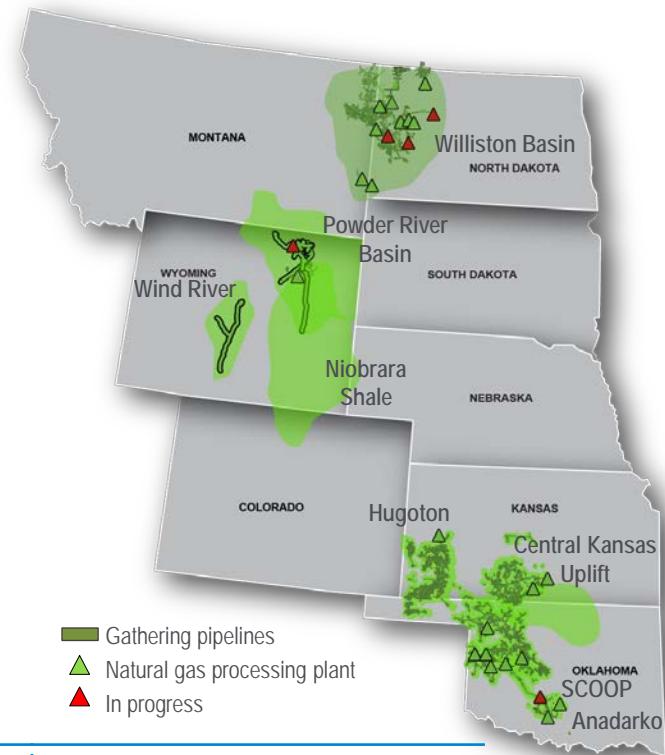
- Gathering, compression, treating and processing

### Diverse contract portfolio

- More than 2,000 contracts
- Primarily percent of proceeds (POP) and fee based

### Natural gas supplies from six basins

- Williston Basin
  - Includes oil, natural gas and natural gas liquids in the Bakken and Three Forks formations
- Powder River Basin
  - Emerging crude-oil and NGL-rich development in the Niobrara, Sussex and Turner formations
  - Coal-bed methane, or “dry,” natural gas does not require processing
- Mid-Continent
  - South Central Oklahoma Oil Province (SCOOP)
  - Cana-Woodford Shale
  - Mississippian Lime
  - Granite Wash, Hugoton, Central Kansas Uplift
- Wind River Basin
  - Conventional wells



Gathering	18,527 miles of pipe
Processing	19 active plants 1,450 MMcf/d capacity
Production	1,847 BBtu/d gathered 1,666 BBtu/d processed 792 BBtu/d residue gas sold 111 MBbl/d NGLs sold
	As of Sept. 30, 2014 YTD

---

# INDUSTRY ENVIRONMENT

## *NATURAL GAS GATHERING AND PROCESSING*

- Producers focusing on oil- and NGL-rich production to maximize returns
- In the basins where we operate, drilling remains economical in a lower crude-oil price environment
- Robust supply picture for natural gas and NGLs – due to shale gas production
- Regulatory environment could impose higher costs
  - Flaring targets established by the North Dakota Industrial Commission (NDIC)
  - Crude-oil conditioning requirements being evaluated by the NDIC

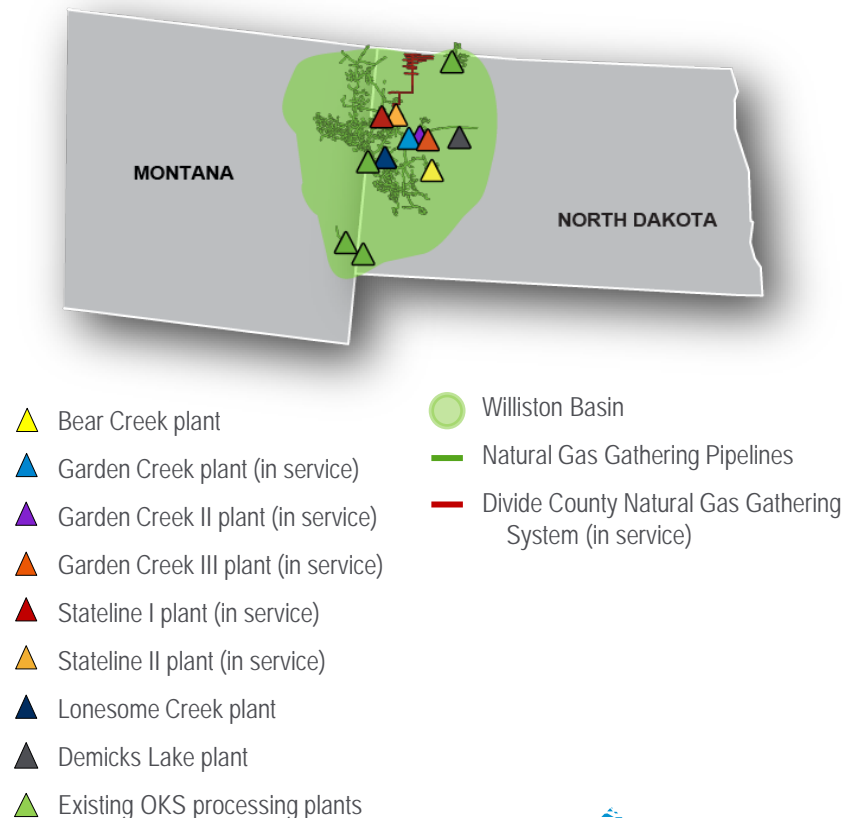


# WILLISTON BASIN – BEAR CREEK

## NATURAL GAS GATHERING AND PROCESSING AND NGL INVESTMENTS

- Bear Creek plant
  - \$230 million to \$330 million
  - 80 MMcf/d
  - Expected to be completed in second quarter 2016
- Natural gas liquids pipeline connecting the Bear Creek plant to the Bakken NGL pipeline
  - \$35 million to \$45 million
  - Expected to be completed in third quarter 2016
- Supported by acreage dedications from producers

\$265 million to \$375 million



# WILLISTON BASIN – DEMICKS LAKE

## NATURAL GAS GATHERING AND PROCESSING INVESTMENTS

- Demicks Lake plant
  - \$330 million to \$430 million
  - 200 MMcf/d natural gas processing facility
  - Expected to be completed in third quarter 2016
- Related natural gas infrastructure, including natural gas gathering pipelines and natural gas compression
  - \$185 million to \$240 million
- Construct additional natural gas compression to take advantage of additional natural gas processing capacity
  - \$80 million to \$100 million
  - Additional natural gas processing capacity due to better than expected performance at Garden Creek and Stateline plants by a total of 100 MMcf/d
  - Expected to be completed in fourth quarter 2015
- Supported by acreage dedications from producers

\$595 million to \$770 million

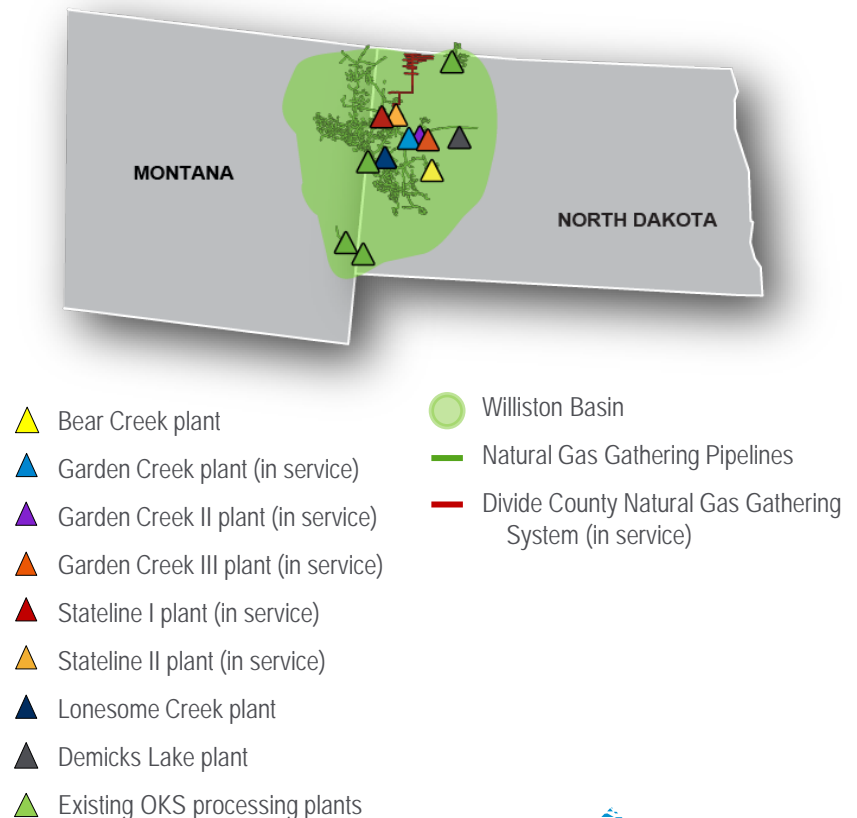


# WILLISTON BASIN – LONESOME CREEK

## NATURAL GAS GATHERING AND PROCESSING INVESTMENTS

- Lonesome Creek plant
  - \$320 million – \$390 million
  - 200 MMcf/d natural gas processing facility
  - Expected to be completed in fourth quarter 2015
- Upgrades and expansions of existing infrastructure
  - \$230 million – \$290 million
- Supported by acreage dedications from producers

\$550 million to \$680 million

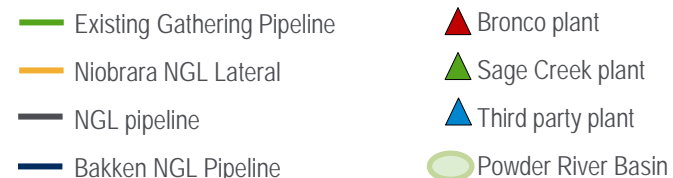
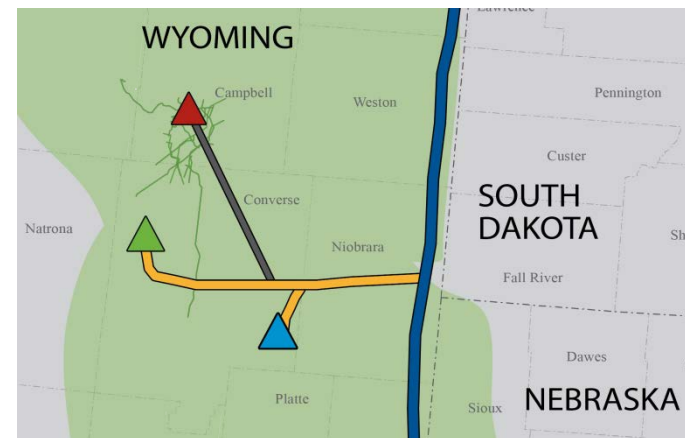


# POWDER RIVER BASIN – BRONCO

## NATURAL GAS GATHERING AND PROCESSING INVESTMENTS

- Bronco plant
  - \$170 million to \$245 million
  - 100 MMcf/d
  - Expected to be completed in third quarter 2016
- Natural gas liquids pipeline connecting the Bronco plant to the Bakken NGL Pipeline lateral
  - \$45 million to \$60 million
  - Expected to be completed in the third quarter 2016
- Continuing to secure long-term acreage dedications
- Approximately 130,000 net acres dedicated to the partnership in the Powder River Basin

\$215 million to \$305 million





# ONEOK PARTNERS

## COMMODITY PRICE ASSUMPTIONS

Price Assumptions (Unhedged)	2015	2016	2017
NGL composite/gallon*	\$0.89	\$1.09	\$1.11
NYMEX natural gas/ MMBtu	\$4.00	\$4.30	\$4.50
NYMEX natural gas/ MMBtu (Ventura)	\$4.05	\$4.20	\$4.32
NYMEX crude oil/Bbl (WTI)	\$80.00	\$91.00	\$92.32
Condensate/gallon	\$1.90	\$2.17	\$2.20
Conway-to-Mont Belvieu ethane in E/P mix price differential/gallon	\$0.02	\$0.02	\$0.03
Mont Belvieu ethane/gallon	\$0.23	\$0.31	\$0.43
Mont Belvieu propane/gallon	\$0.95	\$1.15	\$1.18

*\*Assumes ethane rejection 2015 – 2016 with partial recovery in 2017*

# APPENDIX – NATURAL GAS LIQUIDS



# ASSET OVERVIEW

## NATURAL GAS LIQUIDS

- Provides **nondiscretionary**, fee-based services to natural gas processors and customers
  - Gathering, fractionation, transportation, marketing and storage
- Extensive NGL gathering system
  - Connected to approximately 130 natural gas processing plants in the Mid-Continent, Barnett Shale, Rocky Mountain regions and Permian Basin
    - Expected to connect nine new natural gas processing plants by the end of 2015
    - Represents 90% of pipeline-connected natural gas processing plants located in Mid-Continent
- Links key NGL market centers at Conway, Kansas, and Mont Belvieu, Texas
- North System supplies Midwest refineries and propane markets



Fractionation	745,000 bpd net capacity
Isomerization	9,000 bpd capacity
E/P Splitter	40,000 bpd
Storage	26.7 MMBbl capacity
Distribution	4,236 miles of pipe with 967,000 bpd capacity
Gathering – Raw Feed	6,900 miles of pipe with 1,074 MBpd capacity
	As of Sept. 30, 2014

- NGL Gathering Pipelines
- NGL Distribution Pipelines
- ★ NGL Market Hub
- NGL Fractionator
- Overland Pass Pipeline (50% interest)
- NGL Storage

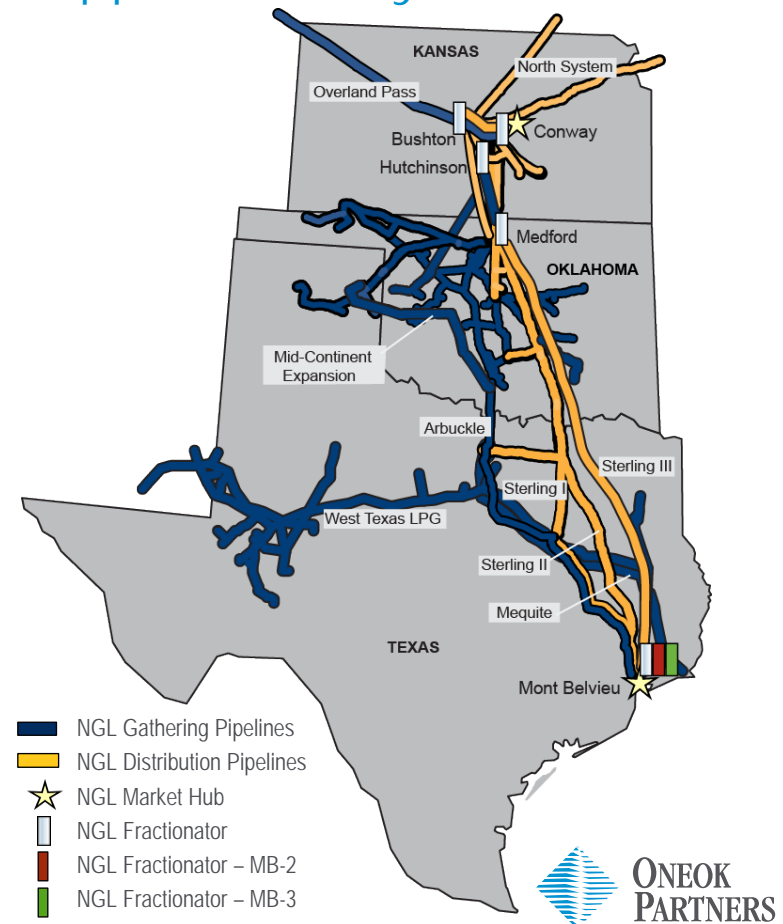


# STERLING NGL PIPELINES

*EXPANDING ACCESS TO GULF COAST MARKETS*

- Sterling III pipeline
  - Flexibility to transport NGL purity products and unfractionated NGLs
  - 550-plus miles, 16-inch diameter
  - 193,000 bpd, expandable to 260,000 bpd
    - 75% of available initial capacity committed
  - ✓ Completed in March 2014
- Reconfigure Sterling I and II
  - Flexibility to transport NGL purity products and unfractionated NGLs
  - ✓ Completed in July 2014

Approximately \$800 million



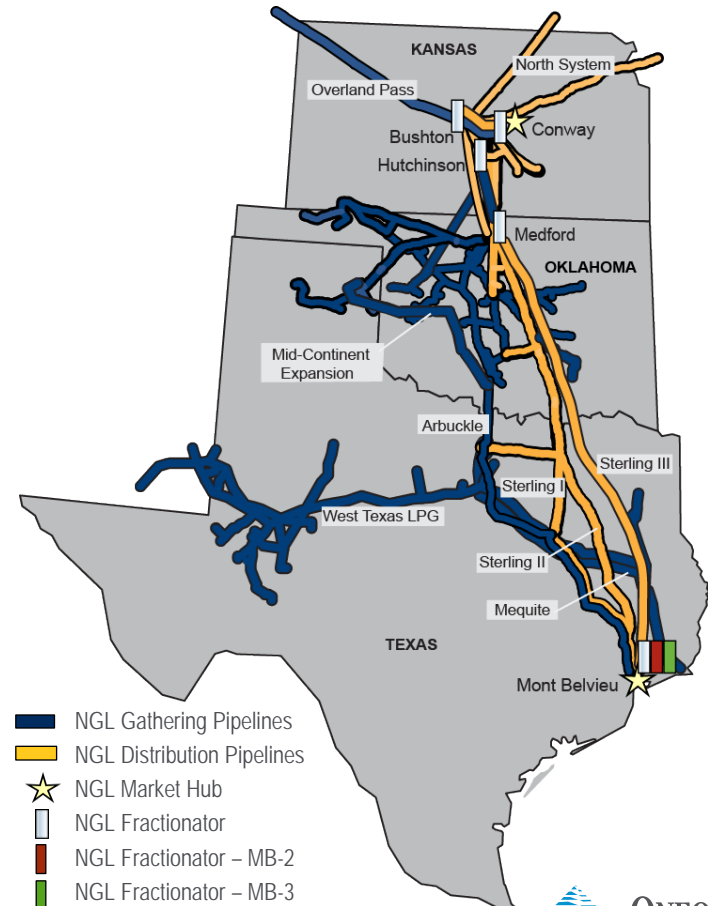


# NEW FRACTIONATORS AND E/P SPLITTER

## INVESTMENTS AT MONT BELVIEU

\$950 million to \$1.0 billion

- MB-2 fractionator - 75,000 bpd capacity
  - ✓ In service in December 2013
  - 100% of available capacity committed
- MB-3 fractionator - 75,000 bpd capacity
  - \$375 million - \$415 million
    - 80% of available capacity committed
  - ✓ Completed in December 2014
  - \$150 million - \$160 million for related infrastructure
    - Increase Mont Belvieu storage
    - Oklahoma NGL gathering system plant connects
    - Expand Arbuckle and Sterling II pipelines
- Ethane/propane (E/P) Splitter – splits E/P mix into purity ethane
  - \$46 million
  - 40,000 bpd de-ethanizer at Mont Belvieu storage
  - ✓ Completed in March 2014



# ETHANE REJECTION ASSUMPTIONS

2014 – 2017

- 2014 ethane rejection approximately 120,000 bpd
  - ~ 90,000 bpd of ethane rejection from existing Mid-Continent and Rockies natural gas processing plants that supply our NGL assets, excluding the Williston Basin
  - ~ 30,000 bpd of ethane rejection from existing Williston Basin natural gas processing plants that supply our NGL assets
- 2015 ethane rejection approximately 155,000 bpd
  - ~ 110,000 bpd of ethane rejection from existing Mid-Continent and Rockies natural gas processing plants that supply our NGL assets, excluding the Williston Basin
  - ~ 45,000 bpd of ethane rejection from existing Williston Basin natural gas processing plants that supply our NGL assets
- 2016 ethane rejection approximately 170,000 bpd
  - ~ 130,000 bpd of ethane rejection from existing Mid-Continent and Rockies natural gas processing plants that supply our NGL assets, excluding the Williston Basin
  - ~ 40,000 bpd of ethane rejection from existing Williston Basin natural gas processing plants that supply our NGL assets
- 2017 ethane rejection approximately 95,000 bpd
  - ~ 40,000 bpd of ethane rejection from existing Mid-Continent and Rockies natural gas processing plants that supply our NGL assets, excluding the Williston Basin
  - ~ 55,000 bpd of ethane rejection from existing Williston Basin natural gas processing plants that supply our NGL assets

# FIRM PETROCHEMICAL ANNOUNCEMENTS

*APPROXIMATELY 500,000 BPD OF NEW ETHANE DEMAND*

Company	Project	Ethane Capacity (bpd)	Location	Start-up
Williams	Expansion	20,000	Geismar, La.	2014
LyondellBassell	Expansion	26,000	Corpus Christi and Channelview, Texas	2015
ExxonMobil Chemical	New Build	86,000	Baytown, Texas	2017
Chevron Phillips Chemical	New Build	86,000	Cedar Bayou, Texas	2017
Dow Chemical	New Build	86,000	Freeport, Texas	2017
Oxychem	New Build	36,000	Ingleside, Texas	2017
Formosa Plastics	New Build	69,000	Point Comfort, Texas	2018
Sasol	New Build	86,000	Lake Charles, La.	2018
Subtotal		495,000 estimate		

Source: Various industry and company research

# POTENTIAL PETROCHEMICAL ANNOUNCEMENTS

*APPROXIMATELY 336,000 BPD OF POTENTIAL ETHANE DEMAND*

Company	Project	Ethane Capacity (bpd)	Location	Start-up
Aither Chemicals	New Build	16,000	West Virginia	2017
Shell Appalachia	New Build	86,000	Pennsylvania	2019
Appalachia Resins	New Build	16,000	West Virginia	2019
Odebrecht Ascent (Appalachia)	New Build	57,000	West Virginia	2019
Badlands NGL	New Build	75,000	North Dakota	2019
Axiall & Lotte (LA)	New Build	57,000	Louisiana	2020
Shintech Plaquemine	New Build	29,000	Louisiana	2020
Subtotal		336,000 estimate		

*Source: Various industry and company research*



# ETHANE EXPORTS

## FIRM AND POTENTIAL ETHANE EXPORTS

Firm Ethane Export Demand				
Company	Export	Ethane Capacity (bpd)	Location	Start-up
Cochin (EP)	PIPELINE	8,000	Conway, KS to Sarnia	current
Vantage	PIPELINE	60,000	Tioga, ND to Alberta	current
Mariner West	PIPELINE	50,000	Houston, PA to Sarnia	current
Mariner East 1	MARINE	47,000	Marcus Hook, PA	2014
Enterprise	MARINE	240,000	Houston Ship Channel	2015
Mariner East 2	MARINE	30,000	Marcus Hook, PA	2016
KM Utopia (EP)	PIPELINE	40,000	OH to Ontario	2018

Potential Ethane Export Demand				
Company	Export	Ethane Capacity (bpd)	Location	Start-up
Targa Ethane Terminal	MARINE	100,000	Galena Park, TX	2018
American Ethane Terminal	MARINE	250,000	Louisiana	2018

Source: Various industry and company research

# APPENDIX – NATURAL GAS PIPELINES





# ASSET OVERVIEW

## NATURAL GAS PIPELINES

- Predominantly fee-based income
- 92% of transportation capacity contracted under **demand-based rates** in 2015
- 79% of contracted system transportation capacity **serves end-use markets** in 2015
- 76% of storage capacity contracted under firm, **fee-based arrangements** in 2015
  - Connect directly to end-use markets
    - Local natural gas distribution companies
    - Electric-generation facilities
    - Large industrial companies
- Average contract life is seven years



Pipelines	: 6,626 miles, 6.3 Bcf/d peak capacity
Storage	: 53.2 Bcf active working capacity
	: As of Sept. 30, 2014

# INDUSTRY ENVIRONMENT

## *NATURAL GAS PIPELINES*

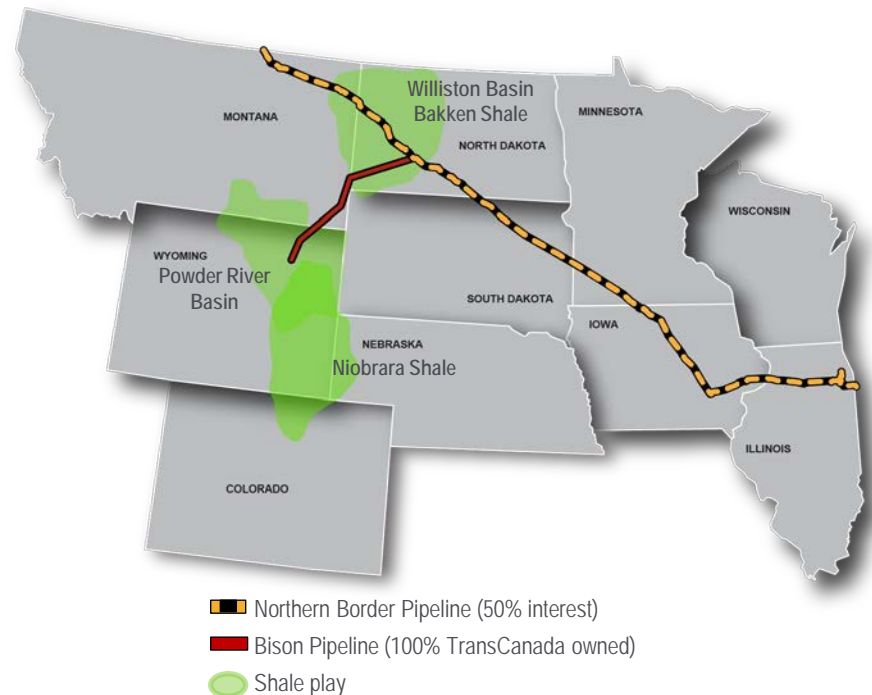
- End-user market-connected assets reduce impact of narrow location and summer/winter price differentials
- Increased demand for natural gas-fired electric generation driven by lower natural gas prices and power plant conversions to natural gas from coal
- New production areas continue to drive natural gas pipeline projects and interconnects while increasing demand by producers for firm capacity
- Growth in export demand to Mexico and in LNG
- Pipeline safety rule-making continues



# NORTHERN BORDER PIPELINE

## 50 PERCENT EQUITY INVESTMENT

- Links natural gas supply from western Canada and the Williston Basin to Midwest markets
- Bison Pipeline interconnection
  - Supply diversity accessing Rockies supply
- Long-haul capacity substantially subscribed through October 2015
  - Re-contracted long-haul capacity terms are three years or longer
- Low-cost structure



### Northern Border Pipeline

Pipeline	1,259 miles
Capacity	2.4 Bcf/d

# APPENDIX – ENVIRONMENT, SAFETY AND HEALTH



ONEOK



ONEOK  
PARTNERS



# ENVIRONMENT, SAFETY AND HEALTH (ESH)

## KEY POINTS

- Continue to produce sustainable improvement in ESH performance by protecting employees and the public, and by maintaining the mechanical reliability of our assets
- Continue to implement programs that target the reduction or prevention of potentially serious incidents
- Continue to focus on ESH Management System Framework implementation
- Continue to focus on asset-integrity management
- Continue to monitor and reduce total emissions associated with our operations
- Continue to build essential infrastructure in the Williston Basin to allow our producers to reduce natural gas flaring
- Added an environmental metric to annual short-term incentive plan
  - Agency Reportable Environmental Event Rate (AREER) – metric that tracks releases and excess emission events that trigger a federal, state or local environmental reporting requirement

# ENVIRONMENT, SAFETY AND HEALTH

## *CURRENT INITIATIVES*

- Culture Enhancement
  - Continue to evolve our culture to one of risk assessment, control and mitigation
  - Integrate ESH more effectively into our other processes
  - Establish expectations for leaders in the areas of ESH
- Peer Feedback
  - Engage industry groups and key peers in new ways
  - Ascertain maturity of our programs and identify additional improvement opportunities
- Regulatory Strategies
  - Enhance our review of proposed regulations and emerging regulatory trends
  - More effectively establish and advocate our position in key areas
- Stakeholder Outreach
  - Continue to improve our traditional means of communication
  - Explore ways that we can more effectively tell our story
  - Consider options to increase transparency and be more proactive
- Knowledge Sharing
  - Enhance ability to leverage best practices, identify trends, utilize tools and improve communication to drive sustainable improvements in ESH



# ENVIRONMENT, SAFETY AND HEALTH

## CURRENT FOCUS AREAS

- Management System Framework implementation
- Large capital-growth project support capabilities
- Vehicle safety improvement strategies
- Emergency response capabilities
- Crisis management plan review
- Internal assessment program
- Worker injury management resources
- Operational and physical site security measures
- Regulatory landscape
- Resource conservation program – *“reduce, reuse and recycle”*
- Knowledge-sharing practices
- ESH Information Management software evaluation

# ENVIRONMENT, SAFETY AND HEALTH

## GOVERNANCE

- Environmental, Safety and Health (ESH) Leadership Committee
  - Comprised of senior management representation from each business segment and key functions
  - Provides leadership and direction of ONEOK's:
    - Environmental, safety and health initiatives
    - Compliance and asset-integrity programs
    - Processes and management systems
- ESH Vision
  - We are committed to pursuing a zero-incident culture by continuously working to mitigate risk and eliminating incidents that may harm our employees, contractors, the public and the environment
  - Establishing an *interdependent* ESH culture in which employees not only do their parts as individuals but also work together and with contractors to strengthen and sustain company ESH initiatives

# ENVIRONMENT, SAFETY AND HEALTH

*PERFORMANCE SUMMARY: ONEOK (2014 results through October)*

Safety	2009	2010	2011	2012	2013	2014
Total OSHA recordable incident rate*	2.03	1.08	1.07	0.95	1.26	0.83
Days away, restricted or transferred (DART) rate**	0.76	0.54	0.30	0.22	0.52	0.18
Preventable vehicle incident rate***	2.16	2.10	1.44	1.26	1.11	1.60

Environment	2009	2010	2011	2012	2013	2014
Agency Reportable Environmental Events Rate**** (new in 2014)						1.18

\*Occupational Safety and Health Administration (OSHA) recordable injuries and illnesses per 200,000 work hours

\*\*OSHA recordable injuries and illnesses resulting in days away from work, work restrictions or job transfers, per 200,000 work hours

\*\*\*Preventable vehicle incidents per 1,000,000 miles driven

\*\*\*\*Number of releases and excess emission events that trigger a federal, state or local environmental reporting requirement (with some exceptions to account for events outside our control, planned maintenance and disparity in reporting requirements across our operations), divided by the applicable number of "capacity units" (e.g., miles of pipeline; storage capacity; processing/fractionation capacity)

# ENVIRONMENT, SAFETY AND HEALTH

## *INTEGRITY MANAGEMENT*

- Well-established and defined Pipeline-Integrity Management Plans
- Special attention is given to High-Consequence Areas (HCAs), including:
  - High-population areas
  - Commercially navigable waterways
  - Sensitive environmental areas and other identified sites
- Pipeline-Integrity Management Plans incorporate a number of inspection techniques to determine pipeline integrity, including:
  - In-line detection tools
  - Leak survey equipment
  - Direct visual assessment
  - Pressure testing
- Facility and Underground Storage-Integrity Management plans as well
  - Vessel Inspections
  - Leak survey equipment
  - Direct visual assessment
  - Cavern/well management
- Construction techniques on new assets incorporate best practices in asset integrity



# NON-GAAP RECONCILIATIONS – ONEOK



# NON-GAAP RECONCILIATIONS

## *ONEOK, INC.*

ONEOK has disclosed in this presentation anticipated cash flow available for dividends, free cash flow and dividend coverage ratio, all amounts 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 company's computations may not be comparable with those of other companies.

Cash flow available for dividends is defined as net income less the portion attributable to noncontrolling interests, adjusted for equity in earnings and distributions declared from ONEOK Partners, and ONEOK's stand-alone depreciation and amortization, deferred income taxes and certain other items, less ONEOK's stand-alone capital expenditures.

Free cash flow is defined as cash flow available for dividends, computed as described, less ONEOK's dividends declared.

Dividend coverage ratio is defined as cash flow available for dividends divided by the dividends declared for the period.

These non-GAAP 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 cash flow available for dividends and free cash flow to net income are included in the tables.

# OKE FINANCIAL MEASURES

## CASH FLOW AVAILABLE FOR DIVIDENDS

(\$ in Millions)	2014G*	2015G*
Recurring cash flows:		
Distributions received from ONEOK Partners – declared	\$ 636	\$ 762
Interest expense, excluding non cash items	(68)	(63)
Cash income taxes	-	(53)
Energy services segment cash flow	47	(39)
Corporate expenses	(10)	(8)
Equity compensation reimbursed by ONEOK Partners	28	28
Cash flows from recurring activities	633	627
Separation-related costs/OGS cash flow/debt reduction	(6)	-
Total cash flows	627	627
Capital expenditures	(12)	(7)
Cash flow available for dividends	615	620
Dividends declared	(485)	(555)
Free cash flow	\$ 130	\$ 65
Dividend coverage ratio	1.27x	1.12x

\*Midpoint of range

# OKE NON-GAAP RECONCILIATION

## CASH FLOW AVAILABLE FOR DIVIDENDS AND FREE CASH FLOW

(\$ in Millions)	2014G*	2015G*
Net income attributable to ONEOK	\$ 316	\$ 393
Depreciation and amortization	3	3
Deferred income taxes	133	181
Equity in earnings of ONEOK Partners	(575)	(706)
Distributions received from ONEOK Partners – declared	636	762
Equity compensation reimbursed by ONEOK Partners	28	28
Energy Services	47	(39)
Other	39	5
Total cash flow	627	627
Capital expenditures	(12)	(7)
Cash flow available for dividends	615	620
Dividends	(485)	(555)
Free cash flow	\$ 130	\$ 65

\*Midpoint of range



# NON-GAAP RECONCILIATIONS – ONEOK PARTNERS



# NON-GAAP RECONCILIATIONS

## ONEOK PARTNERS

ONEOK Partners has disclosed in this presentation its historical and anticipated adjusted EBITDA, distributable cash flow (DCF) and coverage ratio, which are non-GAAP financial metrics, used to measure the partnership's financial performance and are defined as follows:

- Adjusted EBITDA is defined as net income adjusted for interest expense, depreciation and amortization, impairment charges, income taxes and allowance for equity funds used during construction;
- DCF is defined as adjusted 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; and
- Coverage ratio is defined as distributable cash flow to limited partners per limited partner unit divided by the distribution declared per limited partner unit for the period.

The partnership believes the non-GAAP financial measures described above are useful to investors because they are used by many companies in its industry to measure financial performance and are commonly employed by financial analysts and others to evaluate the financial performance of the partnership and to compare the financial performance of the partnership with the performance of other publicly traded partnerships within its industry.

Adjusted EBITDA, DCF and coverage ratio should not be considered alternatives to net income, earnings per unit or any other measure of financial performance presented in accordance with GAAP.

These non-GAAP financial measures exclude some, but not all, items that affect net income. Additionally, these calculations may not be comparable with similarly titled measures of other companies. Furthermore, these non-GAAP measures should not be viewed as indicative of the actual amount of cash that is available for distributions or that is planned to be distributed for a given period nor do they equate to available cash as defined in the partnership agreement.

Reconciliations of adjusted EBITDA and DCF are included in the tables.

This presentation references forward-looking estimates of annual adjusted EBITDA and adjusted EBITDA investment multiples projected to be generated by capital-growth projects. A reconciliation of estimated adjusted EBITDA to GAAP net income is not provided because the GAAP net income generated by the individual capital-growth projects is not available without unreasonable efforts.



# OKS NON-GAAP RECONCILIATIONS

## ADJUSTED EBITDA AND DISTRIBUTABLE CASH FLOW

(\$ in Millions)	2010	2011	2012	2013	2014G*	2015G*
<b>Reconciliation of Net Income to Adjusted EBITDA and Distributable Cash Flow</b>						
Net Income	\$ 473	\$ 831	\$ 888	\$ 804	\$ 940	\$1,200
Interest expense	204	223	206	237	282	323
Depreciation and amortization	174	178	203	237	288	356
Impairment charges	-	-	-	-	76	-
Income taxes	15	13	10	11	11	10
Allowance for equity funds used during construction and other	(1)	(3)	(13)	(31)	(17)	(9)
Adjusted EBITDA	\$ 865	\$ 1,242	\$ 1,294	\$ 1,258	\$1,580	\$1,880
Interest expense	(204)	(223)	(206)	(237)	(282)	(323)
Maintenance capital	(62)	(94)	(102)	(92)	(140)	(175)
Impairment charges	-	-	-	-	(76)	-
Equity earnings from investments	(102)	(127)	(123)	(111)	(33)	(121)
Distributions received from unconsolidated affiliates	115	156	156	137	138	149
Current income tax expense and other	(24)	(8)	(11)	(6)	(2)	(10)
Distributable cash flow	\$ 588	\$ 946	\$ 1,008	\$ 949	\$1,185	\$1,400

\*Midpoint of range



