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2023 Customer Meeting
West Region Gas Pipelines
May 3-4, 2023
The Broadmoor, Colorado Springs CO

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Delivering Energy to Improve Lives

Welcome & Opening Remarks

Will Brown
VICE PRESIDENT-COMMERCIAL • WEST REGION GAS PIPELINES

Meeting Agenda

Wednesday, May 3rd, 2023

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- Welcome & Opening Remarks – Will Brown
- Macro Presentation – George Wayne
- Regulatory Update – Dave Dewey
- Break
- Colorado Oil and Gas: Where Do We Go From Here? – Dan Haley
- Business Development – Will Brown
- Logistics – Tim Dorpinghaus

Cautionary Language

Regarding Forward-Looking Statements

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

Leader in North American Energy Infrastructure

Kinder Morgan Assets

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Energy infrastructure, especially natural gas pipelines & storage, has a decades-long time horizon moving and storing the energy of today and tomorrow

Largest natural gas transmission network

- ~70,000 miles of natural gas pipelines move ~40% of U.S. natural gas production
- Own interest in 700 bcf of working storage capacity, ~15% of U.S. natural gas storage

Largest independent transporter of refined products

- Transport ~1.7 mmbbld[a] of refined products to West and East Coast demand markets
- ~10,000 miles of refined products and crude pipelines

Largest independent terminal operator

- 140 terminals & 16 Jones Act vessels
- Significant provider of refined products storage along the Houston Ship Channel, near the world's most complex refining center

Largest CO_2 transport capacity of ~1.5 bcfd

- ~1,500 miles of CO_2 pipelines
- Produce CO_2 and transport to the Permian where it is used for enhanced oil recovery

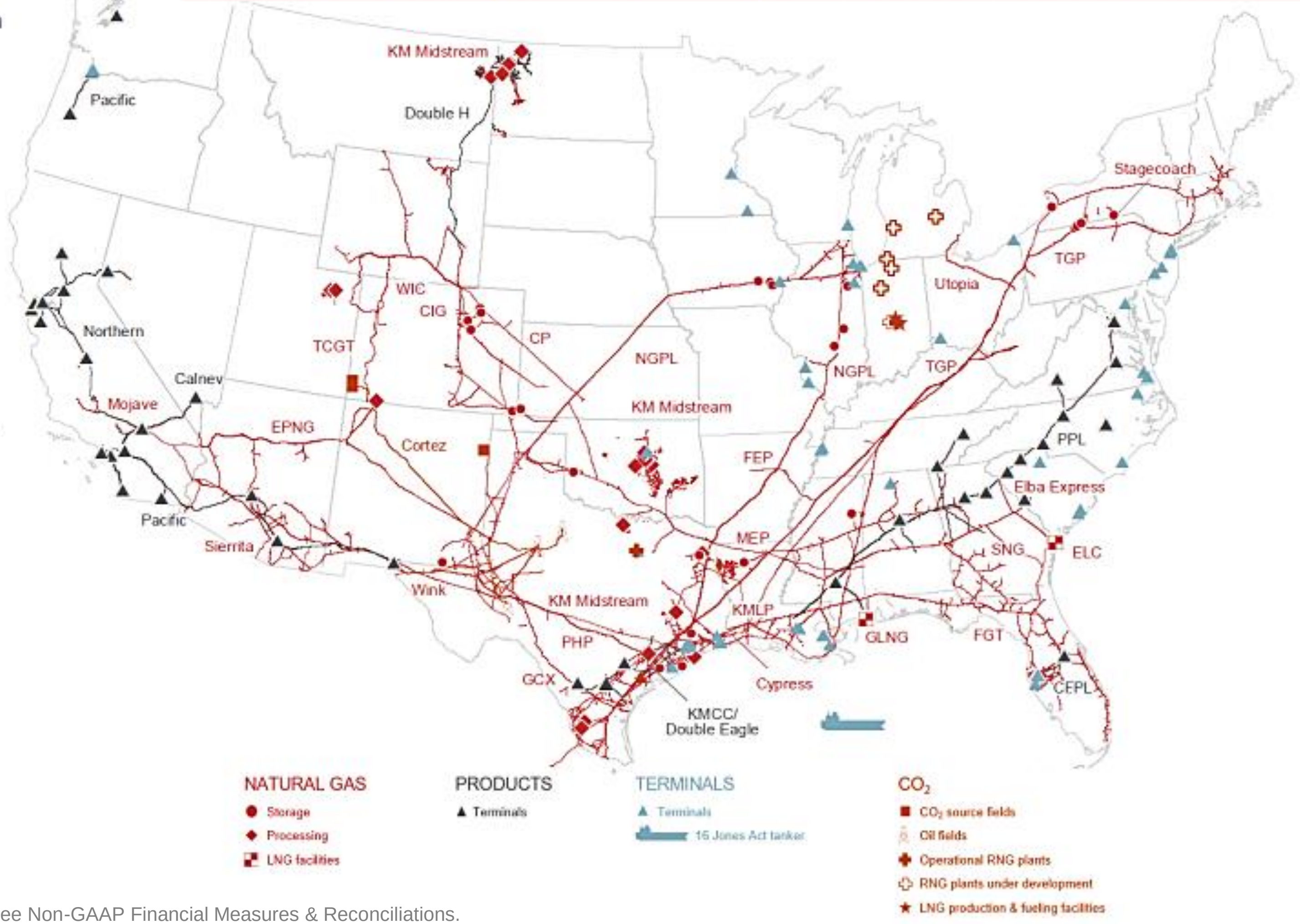
Growing Energy Transition Portfolio

- Up to 7.0 bcf[a] of RNG production capacity by early 2024

Business Mix

Natural gas	Products	Terminals	CO2
62%	15%	12%	11%

Delivering energy to improve lives & create a better world

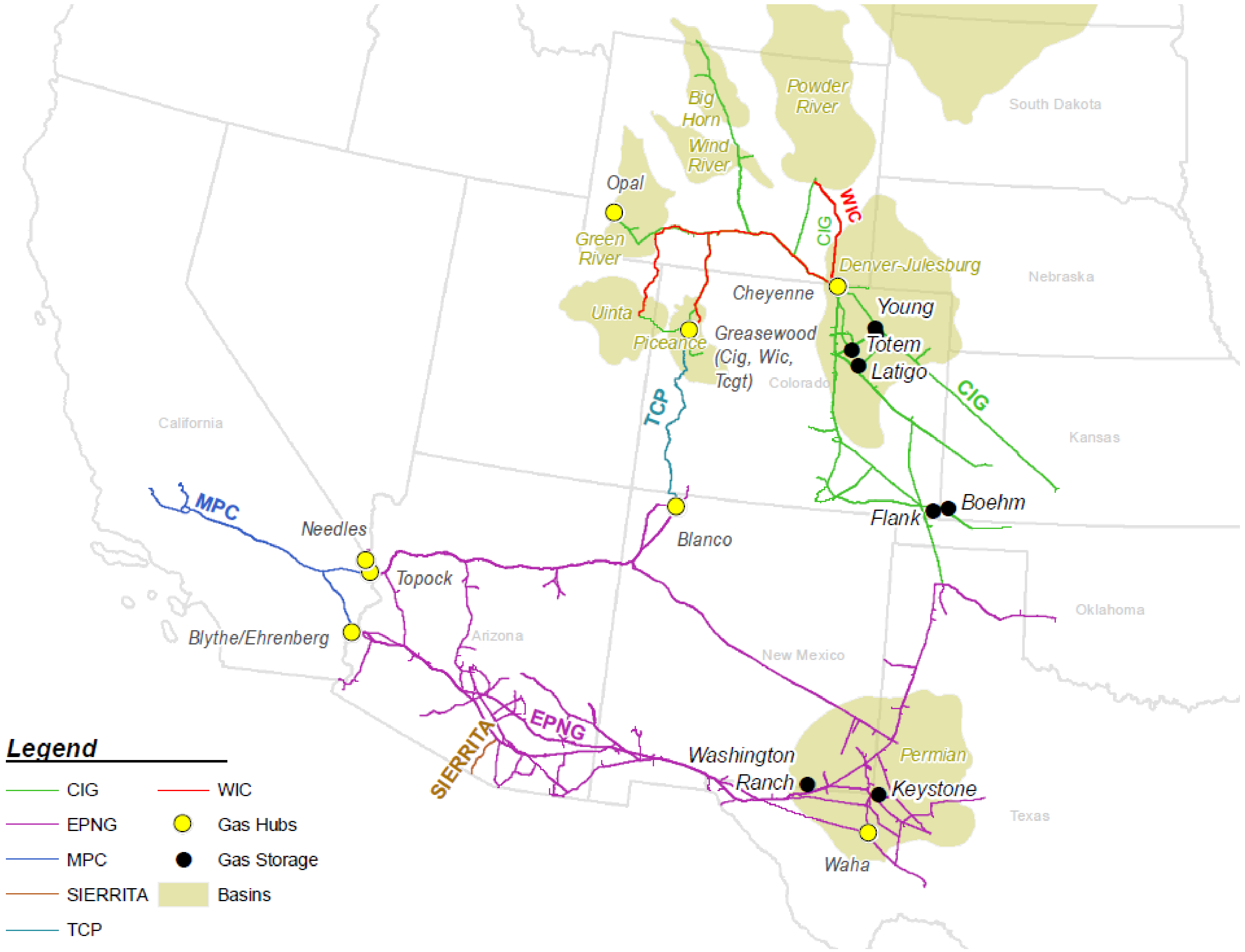


- Note: Volumes per 2023 budget. Business mix based on 2023 budgeted Adjusted Segment EBDA. See Non-GAAP Financial Measures & Reconciliations.
- a) Annual capacity at KM share.

Kinder Morgan West Region

Kinder Morgan Assets

- Supply Access: Access to all Western basins with diverse geology and hydrocarbon mix;
- Storage Demand: Significant storage capacity with superior connectivity
- Power Demand: Renewable energy growth promotes gas-fired power backstop
- Mexico Exports: Leading connectivity for incremental supply to Mexico



Delivering Energy to Improve Lives

Macroeconomic Overview

George Wayne
VICE PRESIDENT OF MARKET SERVICES – KM PIPELINES

Key Trends

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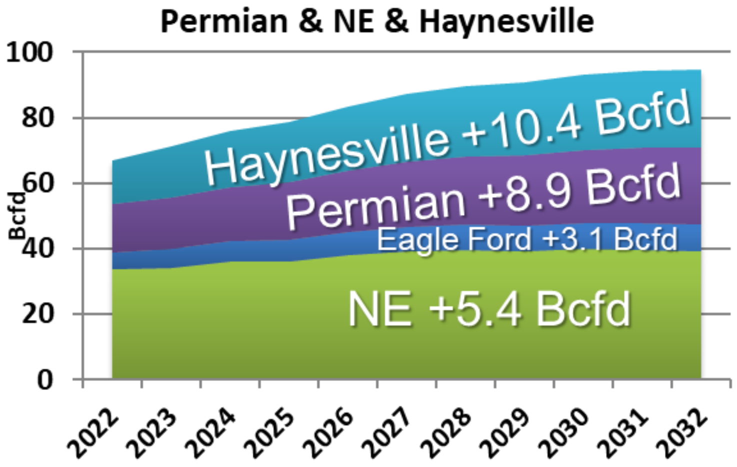
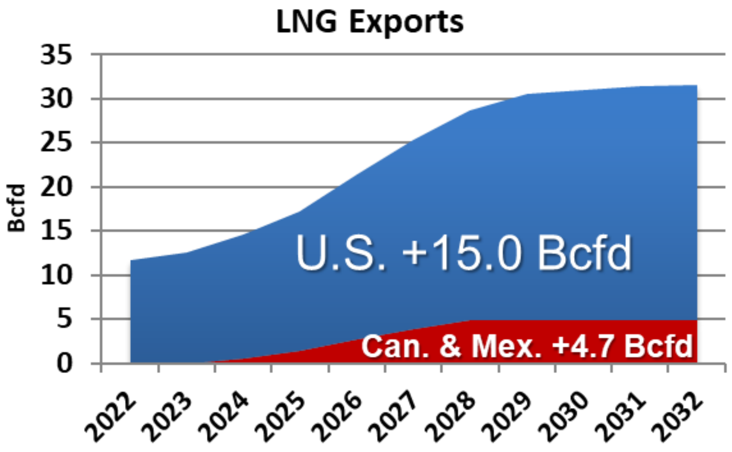
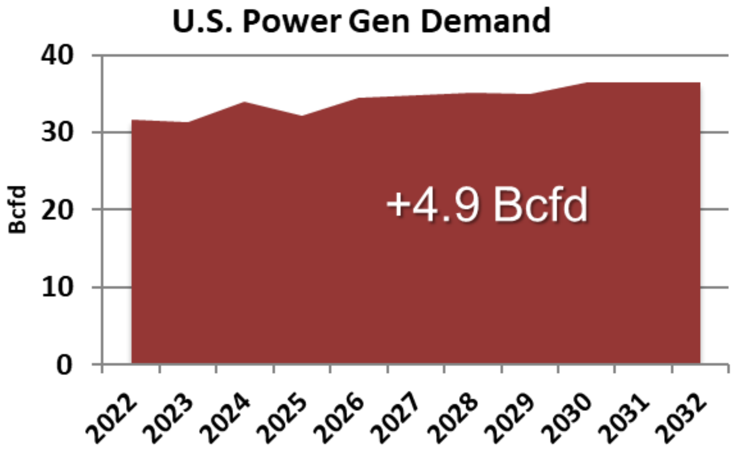


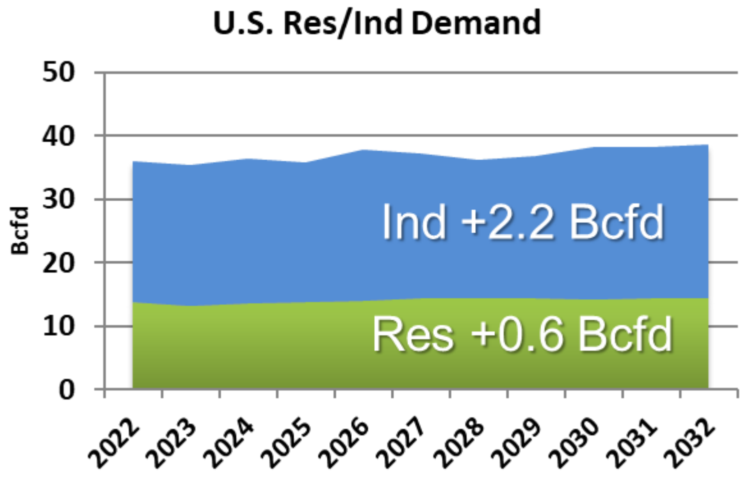
Continued supply increases



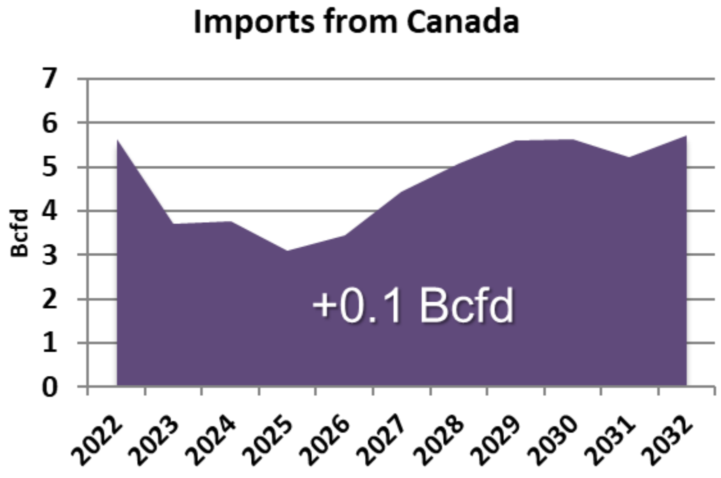
North America is a net exporter



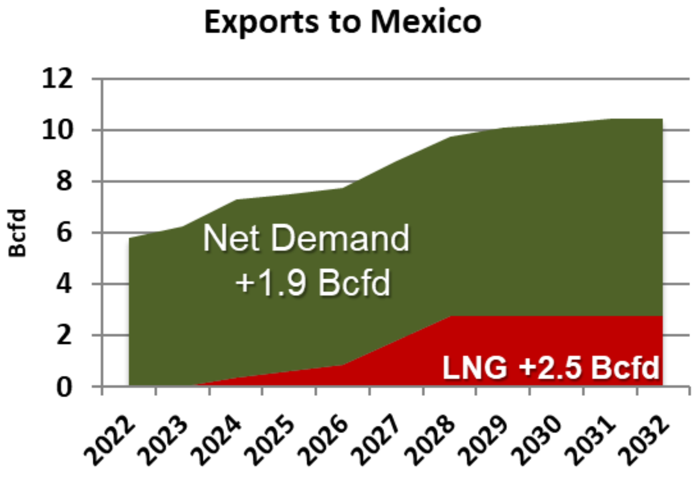
More Gas-fired generation



Residential & Industrial growth



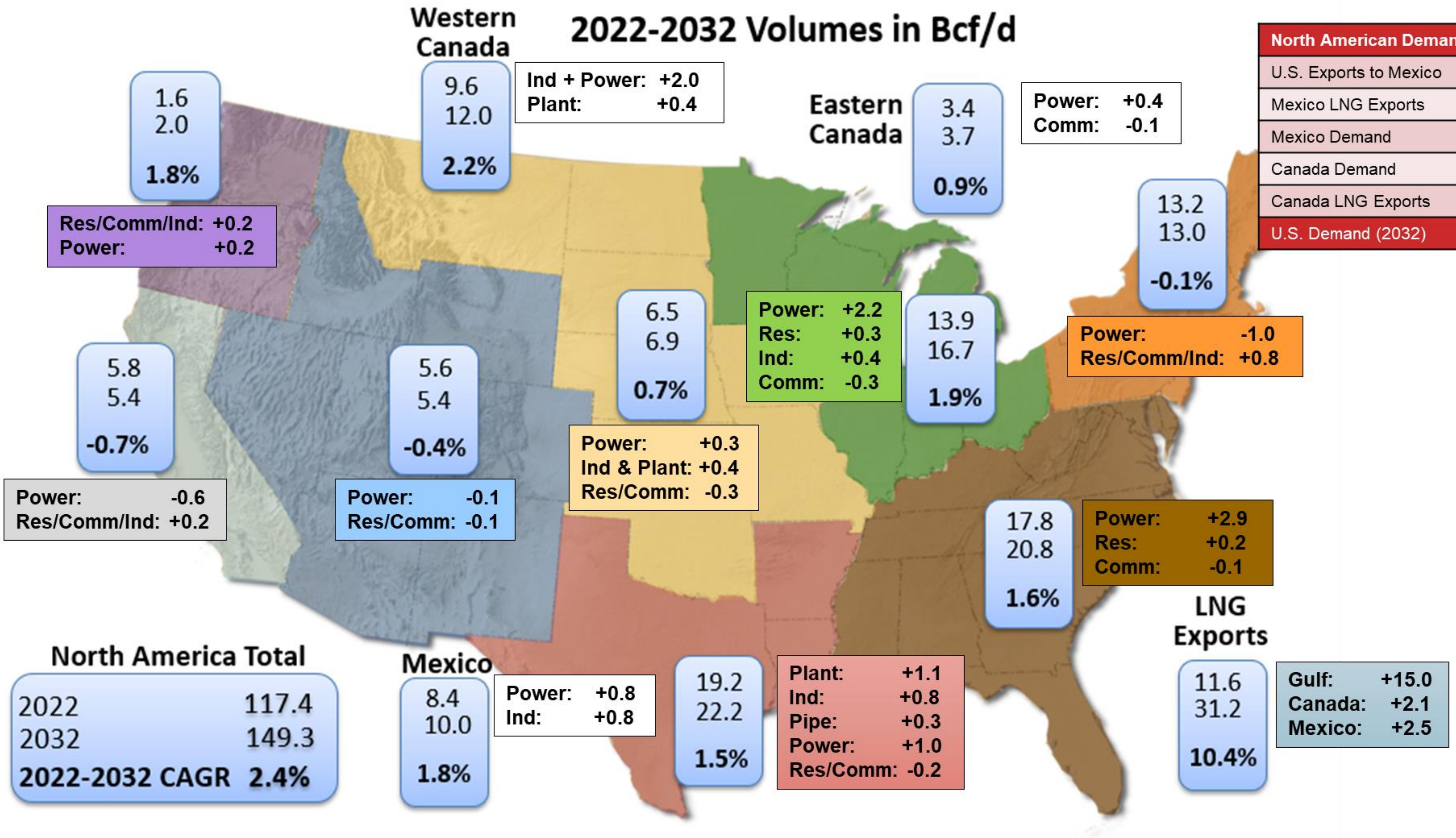
Flat Canadian Exports to U.S.



More U.S. Exports to Mexico

Gas Demand

Including Exports



North American Demand	149.3
U.S. Exports to Mexico	10.3
Mexico LNG Exports	-2.5
Mexico Demand	-10.0
Canada Demand	-15.7
Canada LNG Exports	-2.1
U.S. Demand (2032)	129.3

Supply

Dry Gas

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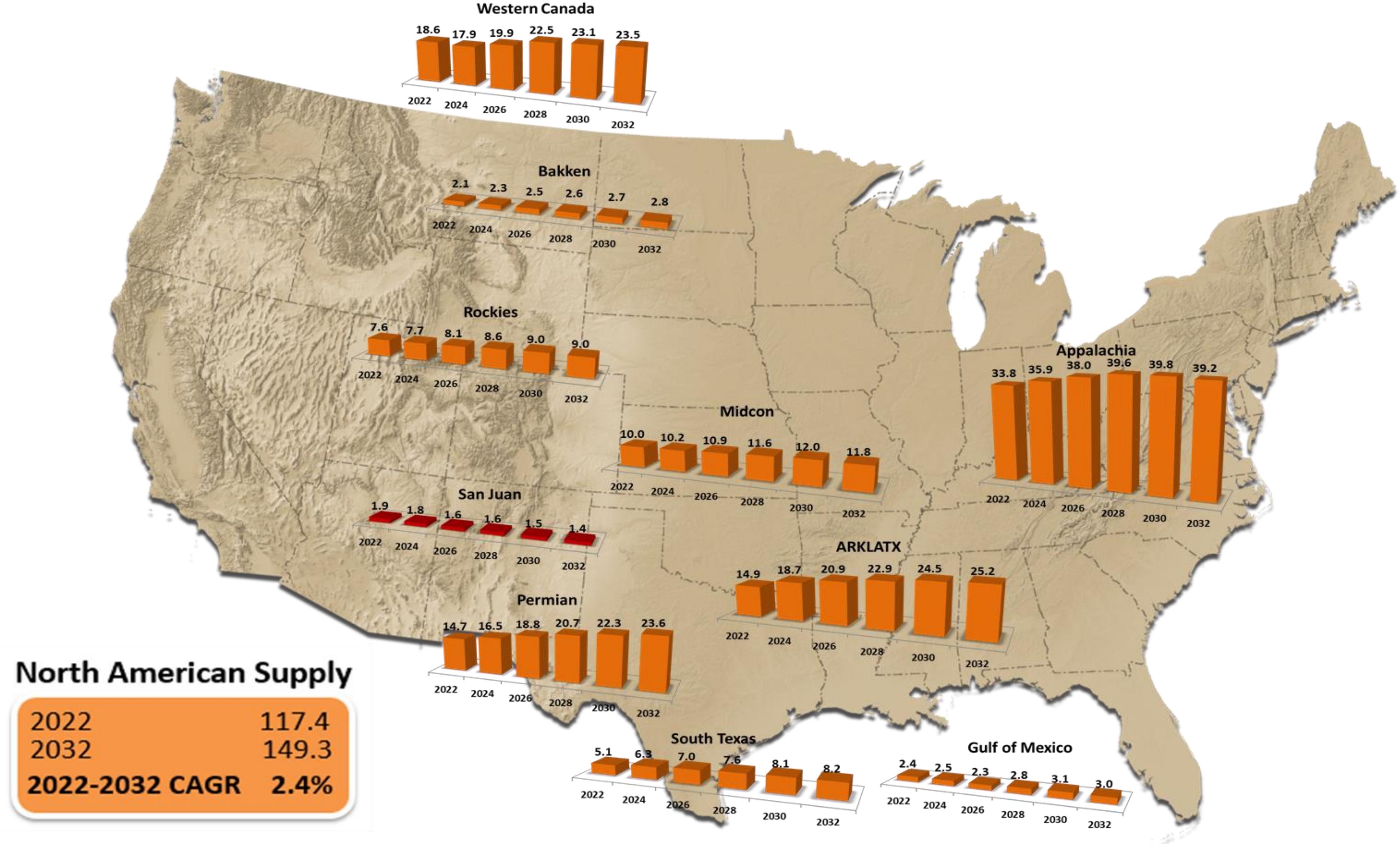
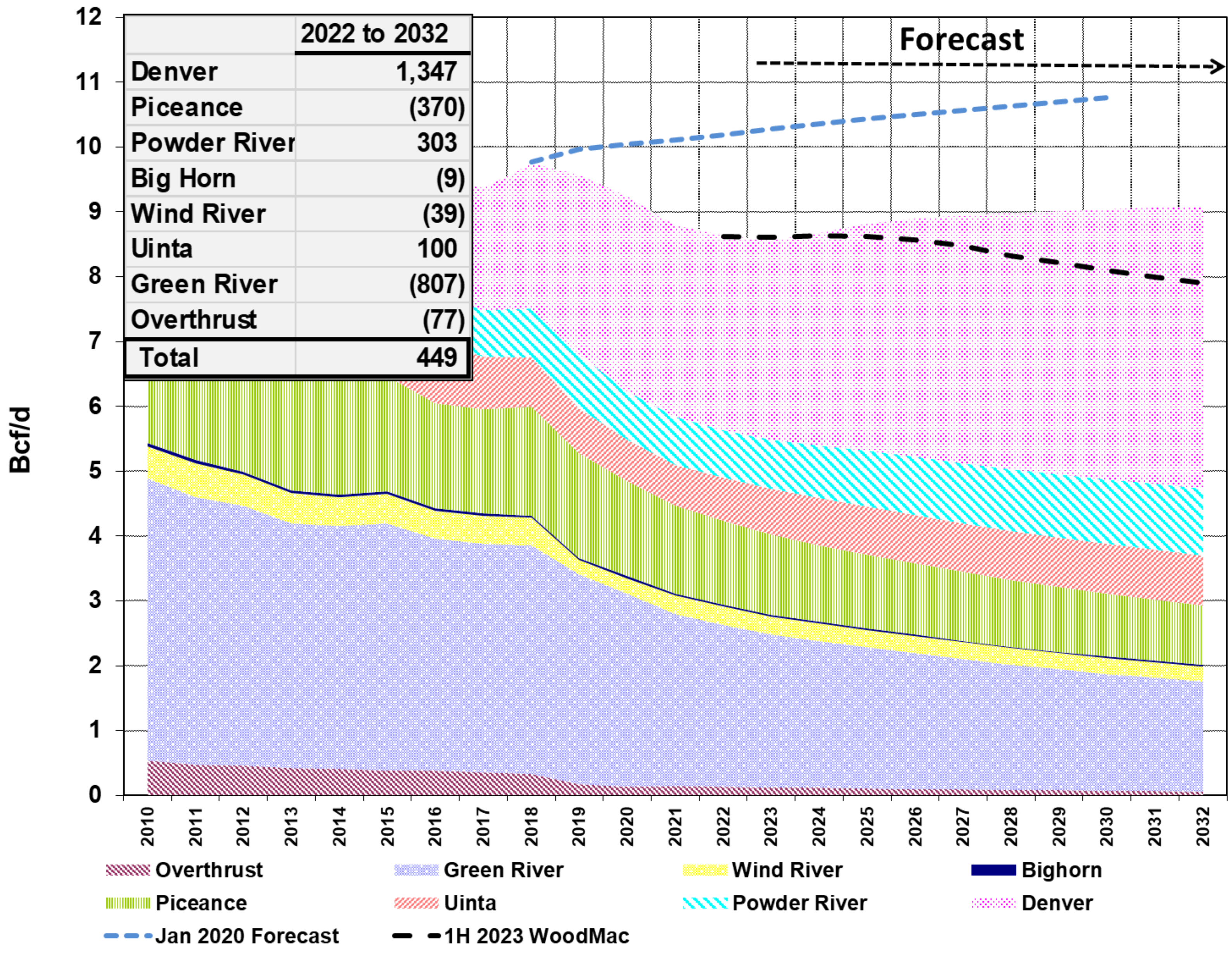


Key Western Supply Update

Rockies Update
Wellhead Gas

	2022 to 2032
Denver	1,347
Piceance	(370)
Powder River	303
Big Horn	(9)
Wind River	(39)
Uinta	100
Green River	(807)
Overthrust	(77)
Total	**449**



DJ Basin
Wellhead Gas

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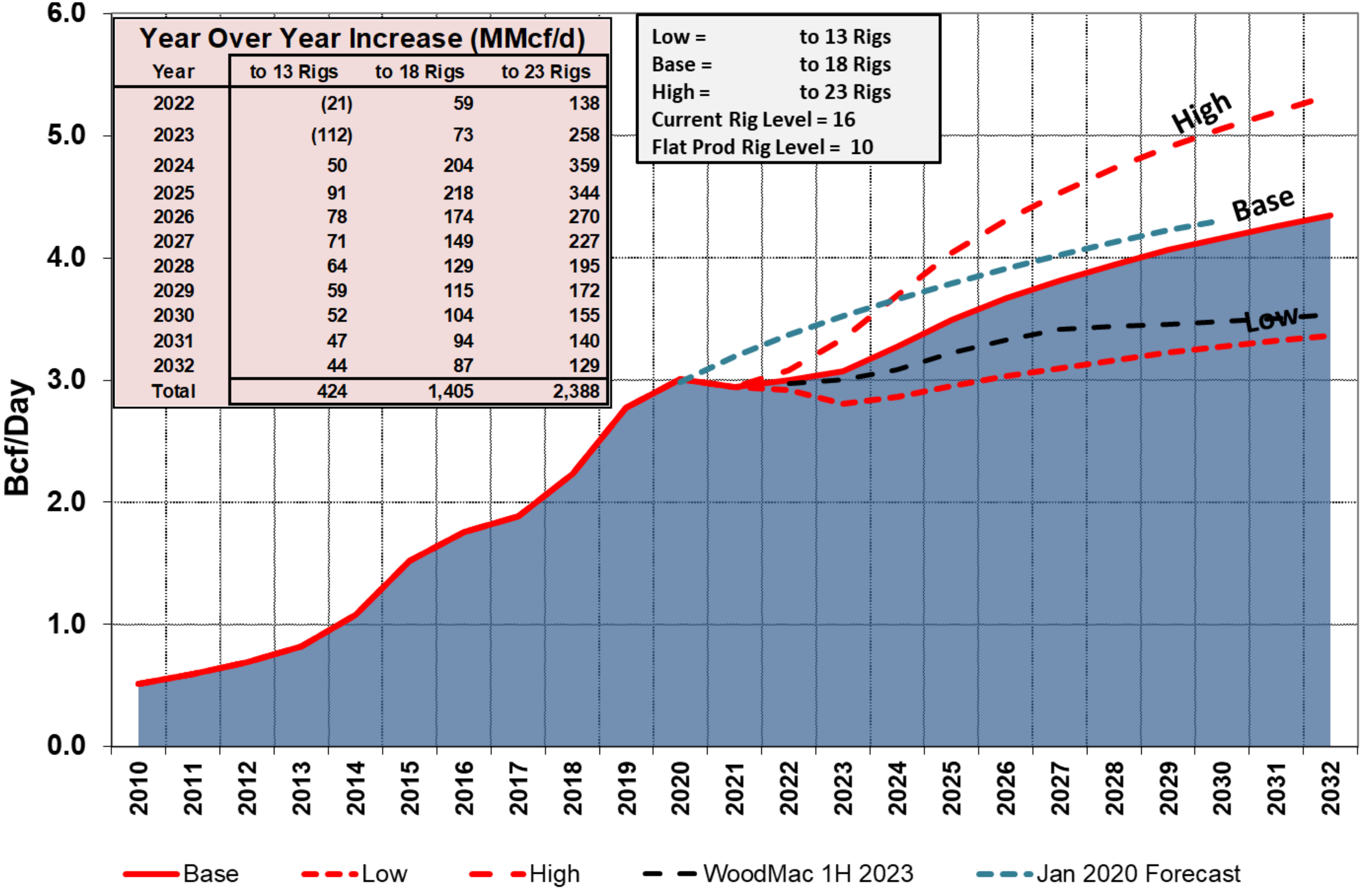
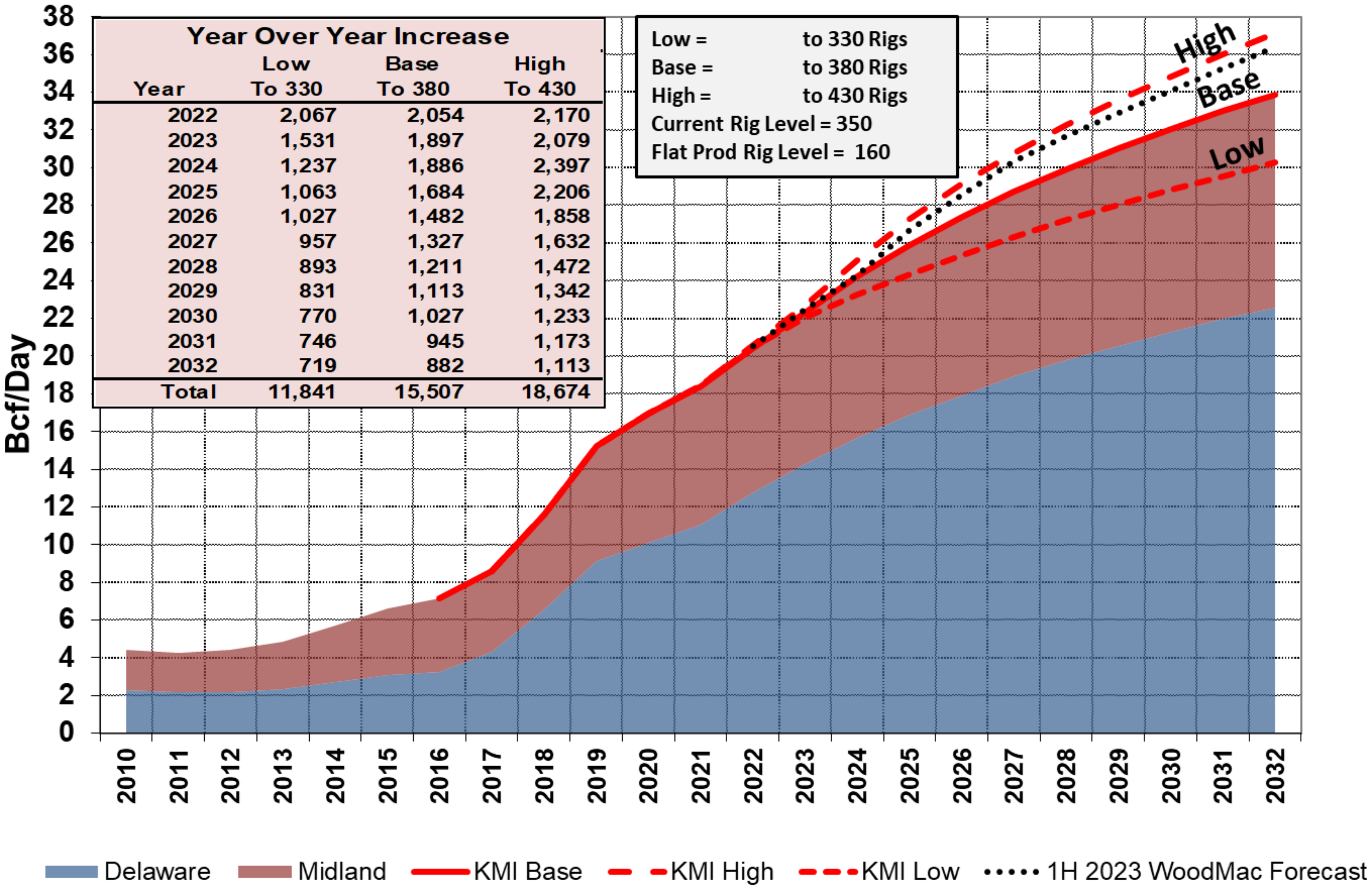


Year Over Year Increase (MMcf/d)

Year	to 13 Rigs	to 18 Rigs	to 23 Rigs
2022	(21)	59	138
2023	(112)	73	258
2024	50	204	359
2025	91	218	344
2026	78	174	270
2027	71	149	227
2028	64	129	195
2029	59	115	172
2030	52	104	155
2031	47	94	140
2032	44	87	129
Total	424	1,405	2,388

Permian Basin

Wellhead Gas

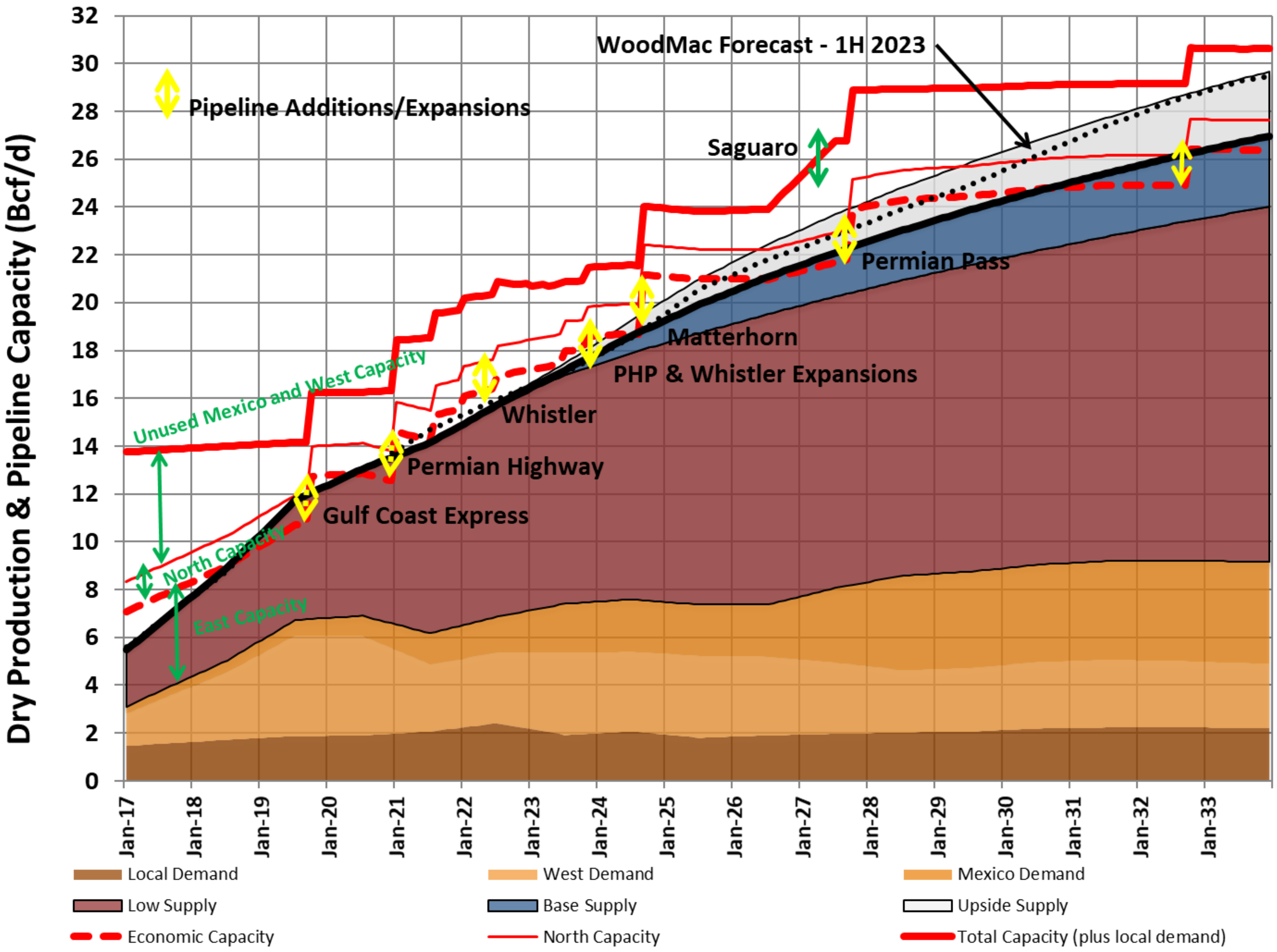


Year Over Year Increase

Year	Low To 330	Base To 380	High To 430
2022	2,067	2,054	2,170
2023	1,531	1,897	2,079
2024	1,237	1,886	2,397
2025	1,063	1,684	2,206
2026	1,027	1,482	1,858
2027	957	1,327	1,632
2028	893	1,211	1,472
2029	831	1,113	1,342
2030	770	1,027	1,233
2031	746	945	1,173
2032	719	882	1,113
Total	11,841	15,507	18,674

Permian Basin Infrastructure Forecast – Model Additions

Q1 2023 Base Case



LNG & Mexico Export Outlook

LNG Export Trends

World Liquefaction Capacity Outlook

BCFD	2024	2025	2026	2027	2028	2029	2030
Global LNG Demand	58.9	64.5	71.4	75.7	78.5	80.5	82.6
Existing Capacity	71.2	71.2	71.2	71.2	71.2	71.2	71.2
Underutilized Capacity	(8.8)	(9.4)	(10.1)	(11.6)	(11.8)	(12.6)	(13.6)
Capacity Additions Under Construction or FID							
North America (1)	4.7	8.1	9.5	11.4	11.4	11.4	11.4
Russia	0.9	1.8	2.7	3.5	3.5	3.5	3.5
Africa, South Asia		1.1	2.9	2.9	2.9	2.9	2.9
Qatar		2.2	4.4	4.4	4.4	4.4	4.4
Australia				0.7	0.7	0.7	0.7
Total Capacity	68.0	75.1	80.7	82.5	82.4	81.5	80.6
Total Required Capacity	65.5	71.7	79.4	84.1	87.4	89.5	91.7
Capacity (Surplus)/Deficit	**(2.5)**	**(3.4)**	**(1.3)**	**1.6**	**5.0**	**8.0**	**11.1**

Capacity Additions Under Development

	2024	2025	2026	2027	2028	2029	2030
North America (2)			0.3	3.9	7.3	8.1	8.1
Russia				2.6	2.6	2.6	2.6
Qatar					4.4	4.4	4.4
Australia					1.4	1.4	1.4
Africa, South Asia				0.3	3.5	3.5	4.9
Total Capacity	**0.0**	**0.0**	**0.3**	**6.7**	**19.2**	**20.0**	**21.3**

- World Liquefaction Capacity deficit in '30 of 11.1 Bcfd (was 12.4 Bcfd in 3Q QBR)

- 21.3 Bcfd (8.1 Bcfd N. America) of potential projects competing for capacity deficit 11.1 Bcfd in '30
- 14.9 Bcfd with Medium / High probability

- Russian capacity; 3.5 Bcfd under construction and 2.6 Bcfd under development will have a delayed in-service or a low probability of moving forward due to sanctions, partner exits and fewer Russia friendly market opportunities

- Qatar progressing; recent ENI, ConocoPhillips, Exxon partnerships and long term offtake deal with Sinopec

North American Projects 19.5 Bcfd

(1) Under Const. / FID	11.4	(2) Under Development	8.1	Probability
New Fortress MX	0.3	Rio Grande	1.7	75+%
Plaq. (T 1-12)	1.9	Wood Fibre	0.3	75%
Plaq. (T13-18)	0.9	MPL (Sonora)	1.9	50+%
New Fortress U.S.	0.2	Delfin	0.4	50%
Golden Pass	2.5	Lake Charles	1.5	50%
LNG Canada	1.9	VG CP2 Phase 1	1.5	50%
Costa Azul	0.4	Cameron	0.8	50%
CCL Stage 3	1.4			
Port Arthur	1.9			

Sources: Bernstein, UBS, KM internal analysis

Mexico Developments

	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032
Mexican Gas Production	2,523.8	2,507.0	2,511.4	2,538.8	2,576.9	2,559.8	2,481.9	2,380.9	2,325.9	2,317.9
US Imports	6,658.6	7,514.7	7,718.9	8,044.0	9,045.6	9,814.0	10,162.0	10,270.7	10,454.8	10,480.6
- CA	*578.7*	*671.6*	*911.4*	*1,128.2*	*1,098.8*	*1,060.2*	*1,068.0*	*1,021.9*	*1,030.8*	*1,027.9*
- AZ	*170.0*	*170.0*	*170.0*	*170.0*	*170.0*	*170.0*	*170.0*	*170.0*	*170.0*	*170.0*
- WTX	*2,018.7*	*2,187.5*	*2,152.8*	*2,206.1*	*3,120.4*	*3,991.6*	*4,017.9*	*4,127.2*	*4,182.5*	*4,254.8*
- STX	*3,891.2*	*4,485.6*	*4,484.7*	*4,539.7*	*4,656.4*	*4,592.1*	*4,906.1*	*4,951.6*	*5,071.4*	*5,028.0*
LNG Sendout	23.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.0
Total Supply	**9,205.4**	**10,028.7**	**10,237.4**	**10,589.7**	**11,629.5**	**12,380.7**	**12,650.9**	**12,658.6**	**12,787.7**	**12,805.5**
Power	4,852.4	5,311.8	5,222.6	5,263.0	5,303.8	5,279.1	5,315.3	5,317.0	5,356.2	5,341.1
Industrial	2,241.0	2,410.8	2,485.8	2,560.6	2,616.9	2,627.5	2,913.9	2,960.9	3,061.0	3,111.9
PEMEX Consumption	1,799.2	1,760.0	1,732.4	1,767.3	1,756.7	1,760.6	1,702.3	1,660.0	1,645.6	1,628.6
ResComm/Other	202.9	213.1	213.7	215.9	219.2	220.4	226.4	227.7	231.9	230.8
Total Consumption	**9,095.4**	**9,695.7**	**9,654.4**	**9,806.7**	**9,896.5**	**9,887.7**	**10,157.9**	**10,165.6**	**10,294.7**	**10,312.5**
FID Reached (ECA I)	-	-	250.0	450.0	450.0	450.0	450.0	450.0	450.0	450.0
High Probability FID (MPL I, FLNG)	55.0	333.0	333.0	333.0	1,283.0	2,043.0	2,043.0	2,043.0	2,043.0	2,043.0
Total Base Case Demand	**9,150.4**	**10,028.7**	**10,237.4**	**10,589.7**	**11,629.5**	**12,380.7**	**12,650.9**	**12,658.6**	**12,787.7**	**12,805.5**
High Likelihood (Oaxaca)	-	-	400.0	400.0	400.0	400.0	400.0	400.0	400.0	400.0
Medium Likelihood (Vista Pacifico)	-	-	-	500.0	500.0	500.0	500.0	500.0	500.0	500.0
Low Likelihood (MPL II, ECA II, Amigo)	-	-	-	-	-	2,900.0	2,900.0	4,500.0	4,500.0	4,500.0
Total Potential LNG Upside	**-**	**-**	**400.0**	**900.0**	**900.0**	**3,800.0**	**3,800.0**	**5,400.0**	**5,400.0**	**5,400.0**

The timing of potential pipeline expansions out of the Permian may influence MPL and other MX LNG projects reaching FID.

AMLO is supportive of LNG export projects as feedgas has the opportunity to use CFE's underutilized capacity

Similar to US, not all potential LNG projects are expected to move forward.

Questions?

Thank you.

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Delivering Energy to Improve Lives

Regulatory Update

Dave Dewey
VICE PRESIDENT OF REGULATORY AFFAIRS

The Federal Energy Regulatory Commission

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The Commissioners

Commissioner Christie

Commissioner Clements

Commissioner Danly

Chairman Phillips

FERC Outreach

- We invest significant time and effort with our regulators
- We focus on being solutions oriented
- Good regulatory relationships enable us to provide increased value to our customers

The Challenge

- Energy policy is currently very polarized
- Four-member commissions have historically been bad for the industry … still the case today?
  - Political pressures (national and international)
  - Polarizing issues
- There is a path forward

Possible nominees for fifth FERC Commissioner

- Judy Chang – Former Undersecretary of Energy & Climate Solutions / Massachusetts Executive Office of Energy & Environmental Affairs
- Matthew Christiansen – Current FERC General Counsel
- Rick Kessler – Senior Democratic adviser for the House Energy and Commerce Committee

It's All About Infrastructure

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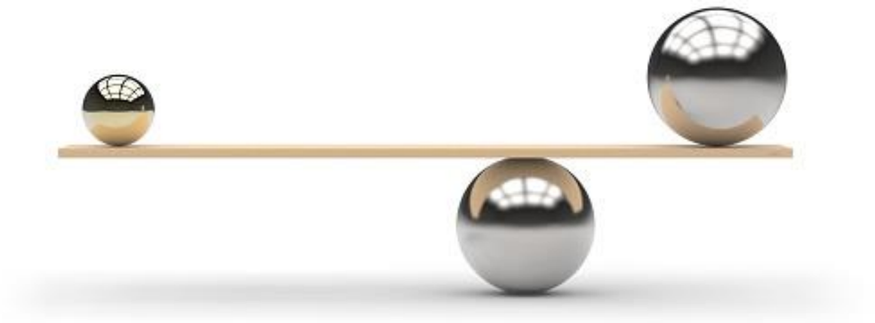
The Rules of the Game

- September 1999 – FERC issues certificate policy statement to provide the industry certainty
  - Works flawlessly for almost two decades
- February 2018 – FERC decides it wants to revisit its certificate policy statement
- February 2022 - Updated Certificate Policy Statement and Interim GHG Policy Statement
  - New policy statement is essentially a balancing test with a heightened emphasis on (1) **need**, (2) analyzing **adverse effects**, and (3) **environmental justice**
  - Project sponsors are responsible for avoiding direct and indirect impacts to the greatest extent possible
- March 2022 – Converted the new policy statements to drafts
- Certificate Proceeding Environmental Reviews
  - In January, FERC issued notices for four infrastructure projects eliminating the requirement to file Environmental Impact Statements (EISs)
    - Departure from presumption in Interim GHG Policy Statement that EISs are required for projects generating 100,000 metric tons/year of CO_2
  - Too soon to draw any definitive conclusions as to how this may be incorporated into final policy statements



What Does This Mean for Me?

- We can navigate the process
- Collaboration is essential
- Timing is critical

Environmental Justice

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Roundtable on Environmental Justice and Equity in Infrastructure Permitting

- On March 29, 2023, the FERC held a Commissioner-led roundtable to discuss environmental justice and equity in its jurisdictional infrastructure permitting processes
  - Panel 1: Priorities for Advancing Environmental Justice and Equity in Infrastructure Permitting
  - Panel 2: From the Front-Line: Impacted Communities and their Everyday Challenges
  - Panel 3: Identifying, Avoiding, and Addressing Environmental Justice Impacts
  - Kiner Morgan participated on Panel 3
- Some calls to block pipeline infrastructure solely on the basis of environmental justice
- Chairman Phillips encouraged all the feedback but cautioned that FERC has to act within the law and said a lot what was raised is "nonjurisdictional."
  - "*We have to approve things that are brought to us and fit within that law*" and FERC's precedents, he said. *"That is a part of the job of FERC whether you like it or not."*

Responsible Infrastructure Development Is Imperative

- The industry has always been a good neighbor
- There are opportunities for us to be even better

General Legislative/Regulatory Developments

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Lower Energy Costs Act

- On March 30, 2023, the House of Representatives approved by a bipartisan vote H.R. 1, the Lower Energy Costs Act → First major legislative initiative in the 118th Congress
- Possesses the ability to improve federal permitting processes for interstate natural gas pipelines, as well as other energy infrastructure projects.
- Clarifies the scope of an agency's National Environmental Policy Act (NEPA) analyses on proposed projects and its focus on feasible alternatives
- Strengthens the FERC's primary permitting role on natural gas infrastructure
- Recognizes the export of natural gas as being in the public interest
- Unlikely to pass in the Senate

Good Neighbor Rule

- Environmental Protection Agency (EPA) rule promulgated on March 15, 2023
  - Aimed at significantly reducing smog-forming nitrogen oxide pollution from power plants and other industrial facilities in 23 states
  - Also includes natural gas pipeline compressor stations
  - Standards will apply beginning in the 2026 ozone season, coinciding with the August 3, 2027, attainment date for serious nonattainment areas

Questions?

Thank you.

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15 min Break

Colorado: Where Do We Go From Here?

Colorado Oil & Gas Association

Dan Haley

President and CEO

@ColoradoOilGas | @danhaleyCO

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Three Chords and the Truth

- The world needs more energy
- All forms of energy have trade-offs
- Colorado is caught in the political crosshairs.

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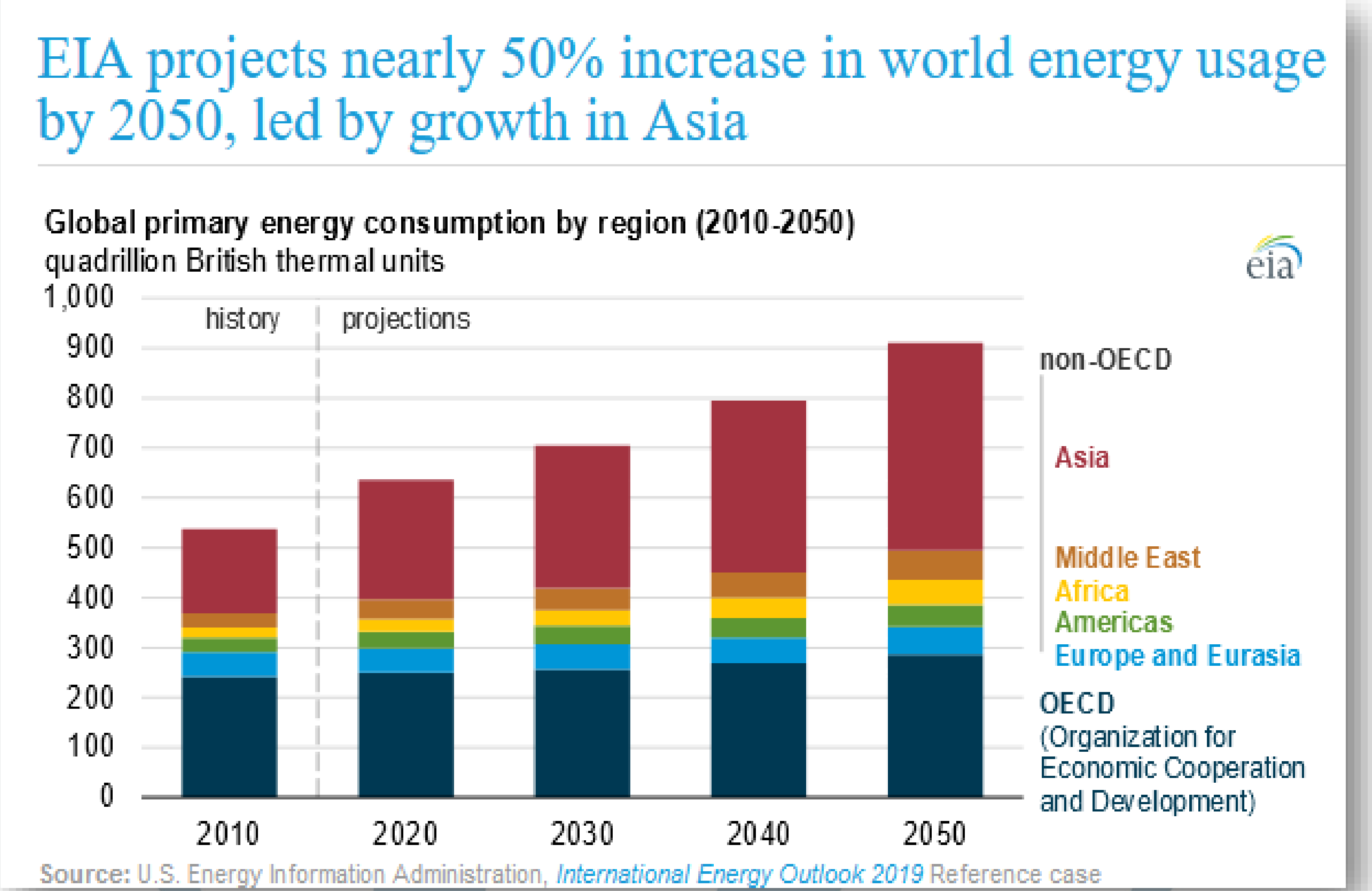
The World Needs Energy



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Demand for Oil and Gas Going Up

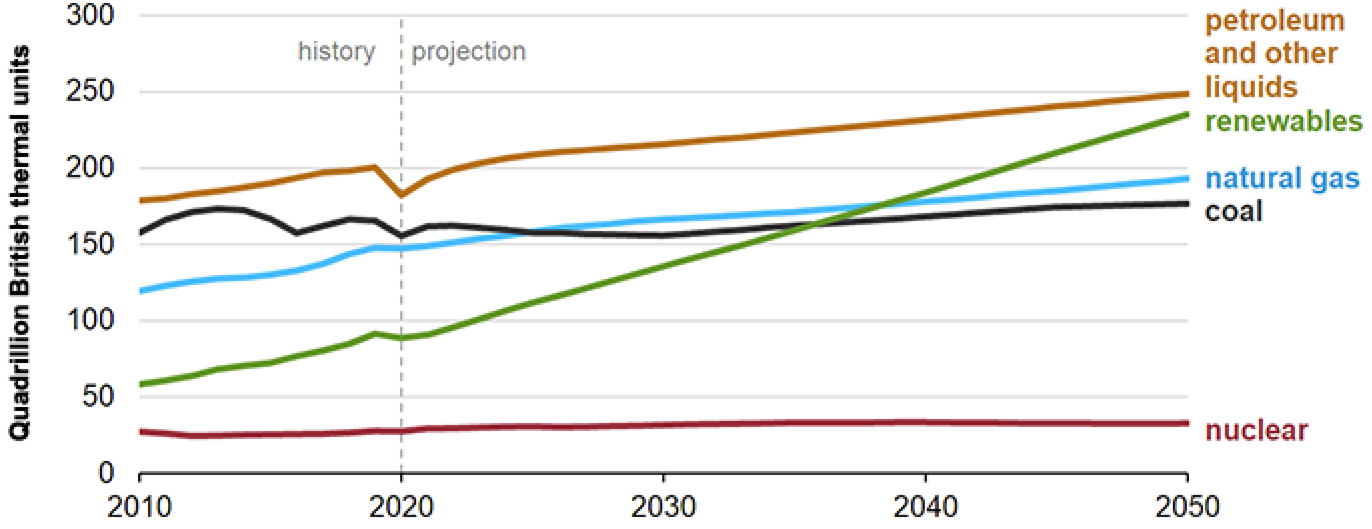
SHALE DAILY
MARKETS | E&P | ENERGY TRANSITION | NGI ALL NEWS ACCESS

World Energy Demand, Including Oil and Gas, Rising to 2050, EIA Says

BY JEREMIAH SHELOR
October 7, 2021

Under current policies, oil and natural
amid rising global energy consumption
to the latest long-term projections fro

Global Primary Energy Consumption by Source, IEO2021 Reference Case (2010–2050)



Note: Petroleum and other liquids includes biofuels.

Source: U.S. Energy Information Administration, International Energy Outlook 2021 (IEO2021)

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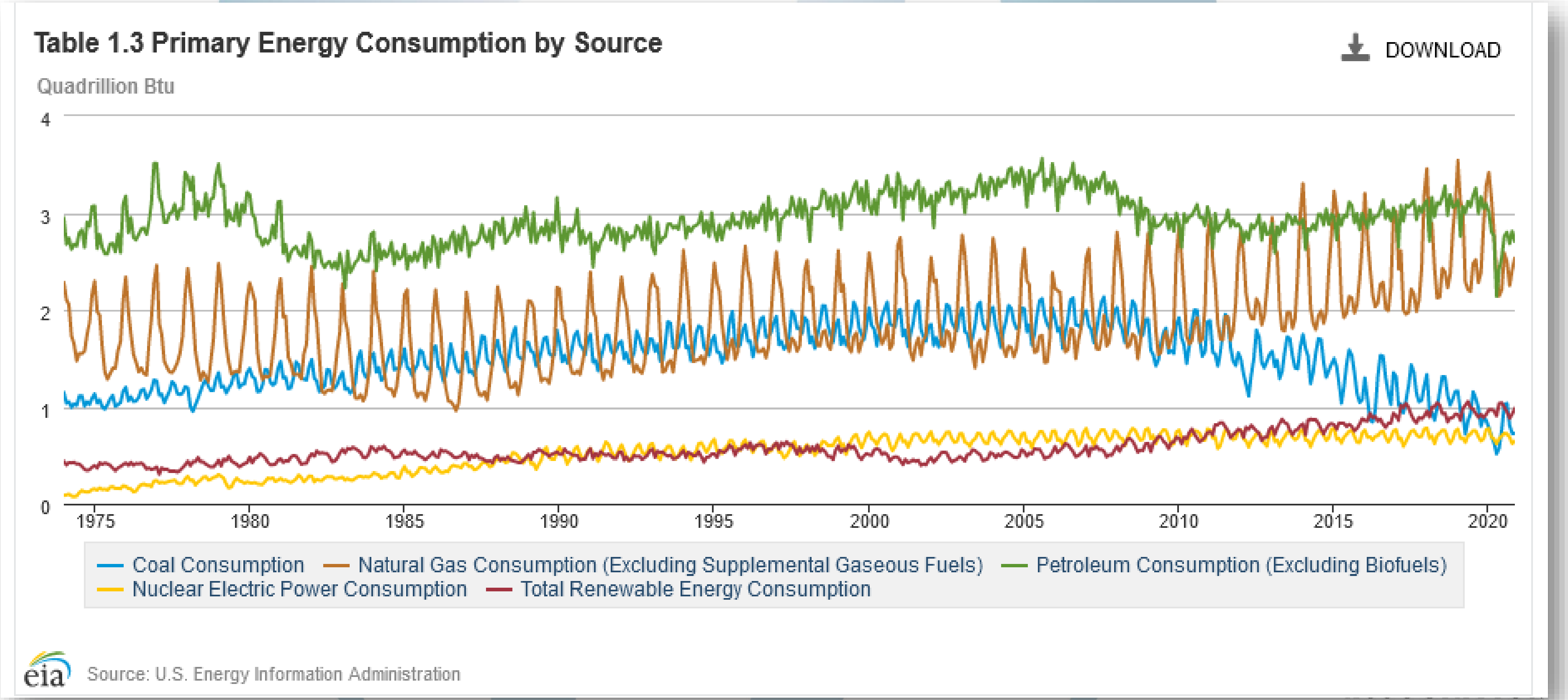
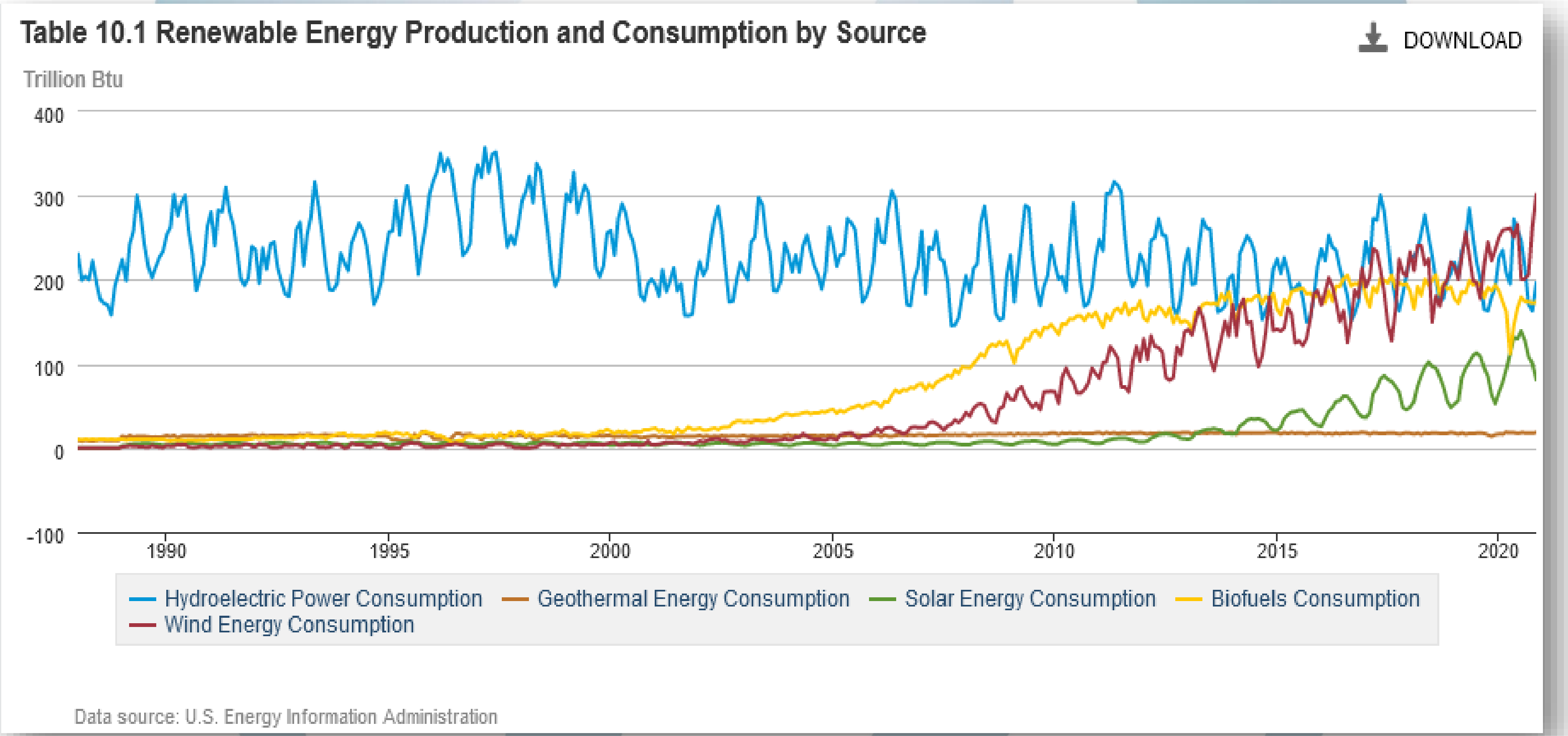
Where We Get Our Energy



Where We Get Our Renewable Energy



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The Energy Transition

- At its current pace, the energy transition will be completed in …
  - Mid 2600s
  - “It is failing because energy is hard, and 3 billion people living in energy poverty are desperate for reliable and scalable energy sources. Meanwhile, 1 billion energy-rich people are resistant to diminishing their standard of living with higher cost and an increasingly unreliable energy diet.” – Chris Wright, CEO of Liberty Energy
- “There is no energy transition. We have never had an energy transition from one fuel to another. We have always added better fuels and expand total supply. Those who are expecting an energy transition are on a wild goose chase, it will be never materialize.” – Dr. John Constable, Renewable Energy Foundation Director

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All Forms of Energy Have Trade Offs

- 100% shift to renewables is not realistic, according to a coalition of 21 leading energy researchers.
- Renewables require new infrastructure, expanded grid capacity and robust transmission methods.
- Renewables can only shoulder part of our energy demand

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WE WANT A BAN ON FRACKING


EXIT


DON'T FRACK US!
DON'T FRACK WITH OUR AIR
DON'T FRACK WITH OUR AIR
KEEP THE FRACK OUT OF MY WATER
KEEP THE FRACK OUT OF MY WATER
KEEP THE FRACK OUT OF MY WATER
WE ARE FROM BOULDER NOT FROM GASLAND
SAVE OUR PLANET DON'T FRACK IT UP
DON'T FRACK WITH OUR AIR


HERE LIES POLLUTED WATER, LAND, AIR, LIVES
FRACKING KILLS OUR WATER LAND AIR
FRACKING KILLS KIDS
KILLED BY GAS LEAK
R.I.P. OPEN SPACE
KILLED BY FRACKING
DIED SO OIL + GAS EXECS COULD GET RICHER
DIED SO OIL + GAS EXECS COULD GET RICHER

The Mission

"This is going to be a bar fight. This is a street fight. This is a back-alley fight. And you've got to fight it any way you can, any tool you can use. Whether it's bans on drilling, whether it's local regulations, whether it's severance taxes, you have got to put up as many obstacles, you have to make it as difficult as possible to develop."

- Josh Joswick, Earthworks (2010), Former La Plata County Commissioner

COLORADO OIL & GAS ASSOCIATION

Colorado's Oil & Gas Industry Today

- 5th largest oil producer in U.S.
- 7th largest natural gas producer
- Well-regulated
- High tech, innovative
- Responsible, safe
- Stuck in political crosshairs
- Rig Count: 19
  - March 2020: 20
  - April 2019: 30
  - June 2014: 77

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What Happened?
Political and Demographic Shifts

Ten years ago:

- Colorado's demographics were changing
  - Evenly divided electorate turning increasingly blue
  - Nearly 800,000 new voters since 2013
- Population was growing
  - Influx of out of state residents, unfamiliar with oil and natural gas
  - 7 of top 10 fastest growing communities on top of historic plays
- Oil and natural gas production was growing
- Activist movement gained strength and went unanswered
  - Gasland premieres in 2010
- Industry was caught flat-footed

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What Happened to Colorado?

- Unfavorable Political Environment
  - Since 2019: One-party control at state level
    - Governor, State Senate, State House, AG, SOS, Treasurer, CU Board of Regents, Two US Senators, Congressional Delegation (5 Ds, 3 Rs)
  - Activists or activist-backed candidates winning local races, tipping commissions and councils
  - Demographics shifting, favoring UAF voters
    - November 2014 – 3 million voters (Cory Gardner wins US Senate seat, Rs reclaim state Senate)
      - 1 million UAF (35%); 899,296 D (31%); 955,884 R (33%)
    - May 2021 – 3.8 million voters
      - 1.6 million UAF (42%); 1.1 million D (29%); 1 million R (26%)
      - Since January 1, UAF gained 71,345 votes; Ds have lost 474; Rs have lost 22,093
    - March 2023 – 3.83 million voters
      - 1.78 million UAF (46%); 1.1 million D (27.5%); 932,624 R (24%)
      - State has added 57,000 voters since January 2021; Republicans have lost 78,820; Ds 69,983
  - Federal government targeting industry
  - Potential ballot initiatives in 2024

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Issues Facing Industry In Colorado

- Aggressive/Overzealous Regulatory Environment
  - State regulatory agencies have completed multiple rulemakings with more to come
  - Added at least $500 M/annually to cost of doing business in Colorado
  - New professional COGCC approved rules without fully understanding issues
  - Looking for things to do to justify their full-time jobs
  - Permitting remains an issue
  - AQCC is pushing aggressive, costly agenda
  - Greenhouse Gas Roadmap
    - Reducing statewide greenhouse gas pollution 26% by 2025, 50% by 2030, and 90% by 2050 from 2005 levels.

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More than 30 Rulemakings in Ten Years

- 2010 - Clean Air Clean Jobs
- 2011 - Hydraulic Fracturing Fluid Disclosure
- 2012 - Groundwater Monitoring and Baseline Sampling
- 2013 - Setbacks
- 2013 - Spill Reporting
- 2013 - Wildlife Mapping
- 2014 - Leak Detection and Repair
- 2014 - Enforcement and Penalties
- 2018 - Setbacks from Schools
- 2019-20 - SB-181
    - Flowlines
    - Wellbore Integrity
    - Location Assessment
    - Cumulative Impacts
    - Air Monitoring & Inventory
    - Mission Change and more…
- 2021-22 SB-181 & HB 1261
    - Financial Assurance
    - Permitting Fees
    - GHG Rulemaking
- 2023
    - 5 Air Rulemakings
    - High Priority Habitat
    - Worker Certification

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The Path Forward: Technology

- Lean in to the environment
- We need to be cleaner, better safer

- Creates efficiencies
- Engineered solutions to nagging issues
- Increases safety
- Helps the environment

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The Path Forward: Technology

Noise complaints

- Quiet "frac" fleets
- Electric rigs/pumping engines (also eliminate source emissions)

Surface use

- Horizontal drilling
- Walking rigs

Data Analytics

Emissions/Climate Change

- Closed-loop systems
- Tankless production
- Ending routine venting/flaring
- Fenceline air monitoring, LDAR, drones
- Pipelines
- Solar use
- Electric rigs
- Low-bleed/no-bleed pneumatic controllers

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Developing Our Resources Cleaner and Better

- The Colorado Molecule
  - State rules and technological advances have led to:
    - Decreased emissions
    - Reduced leaks
    - Limited venting and flaring
    - Less disturbed land

    - From 2011 to 2017, Colorado's oil and natural gas industry saw a nearly 50 percent reduction in emissions, with models out to 2023 projecting further decreases, particularly in the nonattainment area.
    - The United States saw the largest decline in energy-related CO2 emissions in 2019 on a per country basis, according to International Energy Agency.

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Developing Our Resources Cleaner and Better

- The Colorado Molecule
  - Ambient methane concentrations from oil and gas have gone down 50 percent from 2013-2019
  - Ethane concentrations went down 65 percent from 2013-2019
  - Total Volatile Organic Compounds are down 57 percent from 2011 to 2020 along Front Range

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The Way Forward

Build Your Coalition Now

Find partners who care about your state and economy

- Business organizations
- Labor unions
- Advocacy groups
- Community leaders/influencers
- Authentic grassroots support

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The Way Forward

Build Political Alliances

- Energy is Non-Partisan
  - Find Democrats and Republicans
- Strengthen Relationships Now
- Inform Industry Employees
  - COGA Voter Guide
  - Newsletters

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The Way Forward

Employee Engagement

- Show up
- Be seen, be heard
- Change the narrative
- Talk about shared values
- Humanize and personalize the industry
- Build databases

ENERGY ADVOCATE

COLORADO OIL & GAS ASSOCIATION

COGA LEAD

COGA LEAD is a program dedicated to increasing our outreach to state and local elected officials, including:

- New Legislator Reception – Congratulating and welcoming incoming legislators;
- Day at the Capitol – COGA members visit with Colorado state legislators to strengthen relationships;
- Education & Site Tours – Specifically designed to provide elected officials and staff with latest information, studies, site tours, and news about the oil and gas industry;
- Legislative Seminars – As needed educational seminars hosted during the legislative session for legislators.

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The Way Forward

Identify Your Values

- Philanthropy
- Volunteer hours
- Environmental benefits
- Report shared statewide

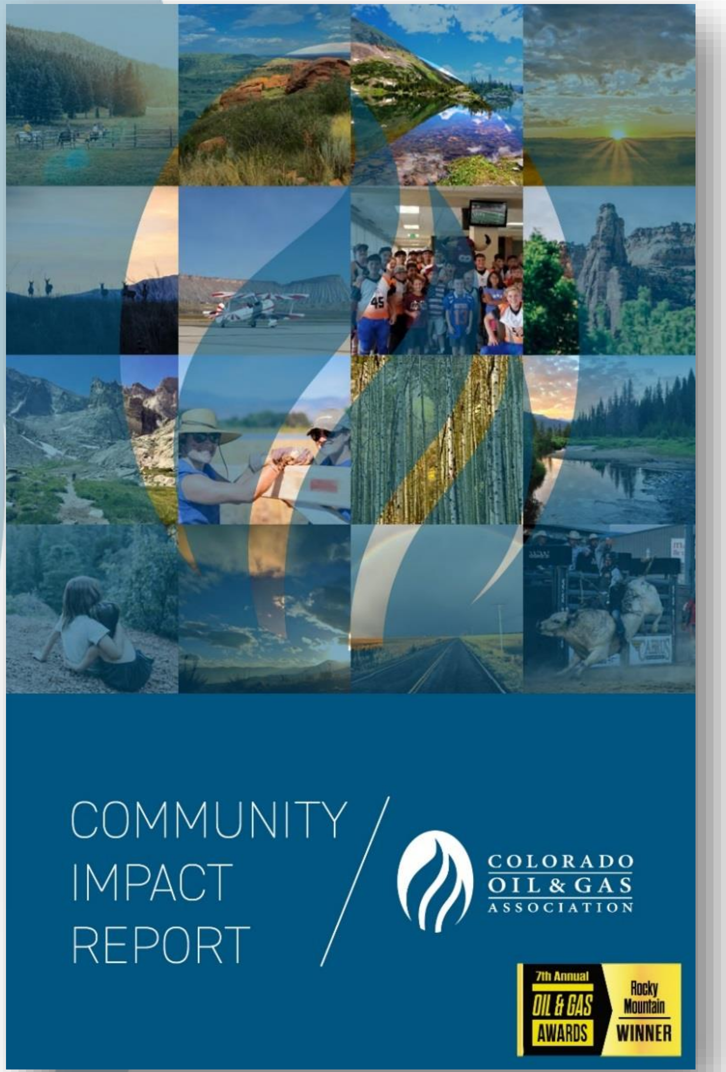
COMMUNITY IMPACT REPORT / COLORADO OIL & GAS ASSOCIATION

This report showcases the overwhelming commitment of COGA's members and their employees to Colorado, and the profound impact of their work in our own backyard.

Dan Haley
President & CEO, COGA
@danhaleyCO

$17,611,365.17

62 COGA member companies provided their nonprofit donation totals for 2018



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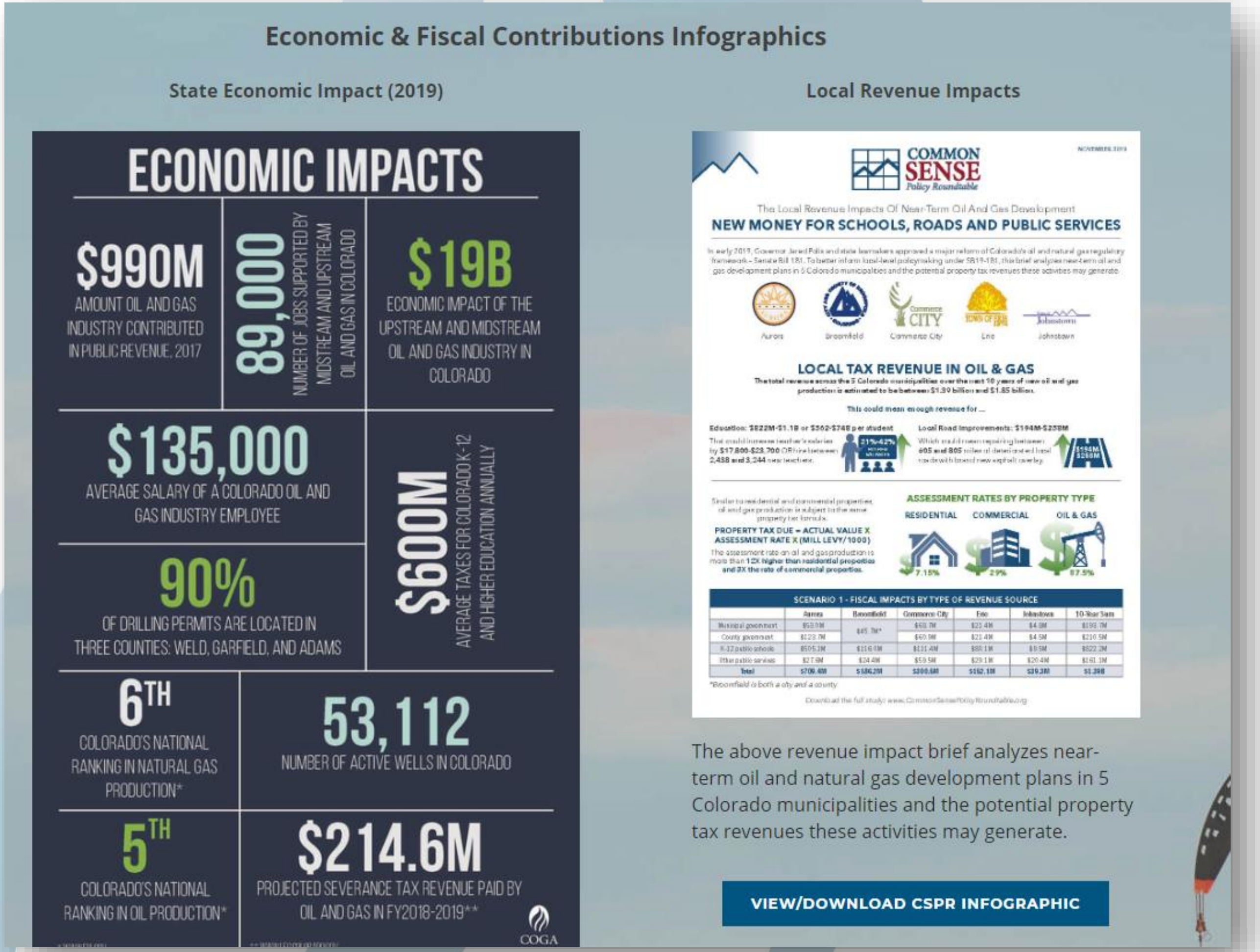
The Way Forward

Share Your Impact

- Third-party studies
- County by county data
- Safety numbers
- Positive environmental impacts



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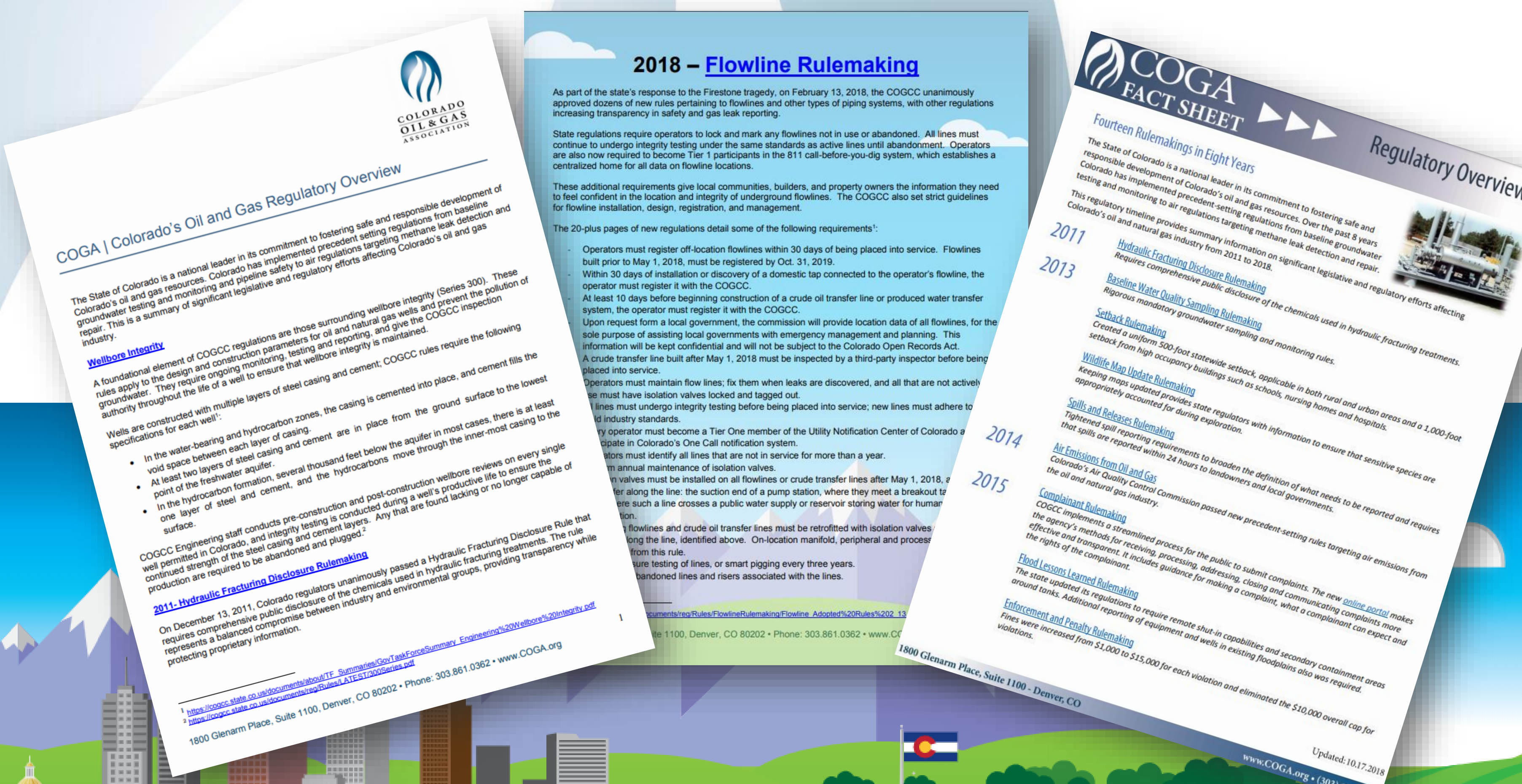
The Way Forward

Share Your Impact

- Fact Sheets
- Studies
- Online Tools



House Bill 1294/Senate Bill 201

- Assess and activate allies
  - One pagers/Support/Opposition
  - Webinars
  - Action items
  - Don't fight alone!
- Engage workforce, supporters
  - Energy Advocate Email
  - Take Action page
- Mobilize
  - Patch through calls
  - Op-eds/LTEs
  - Radio/digital/TV
- Traditional Media Outreach
- SB 201 killed; HB1294 amended

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Lessons Learned

- Don’t get caught flat-footed
  - Fight complacency
- Engage your employees
- De-politicize energy
- Build relationships
  - Both sides of the aisle
  - Regulatory
  - Community
- Identify your influencers
- Be in the trust business
- Support those who support you
- Build coalitions now
- Build your outreach strategy
- Take action

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What We Know

- The world needs energy
  - 1 billion people do not have access to reliable energy
  - Colorado can help supply clean energy molecules
- All forms of energy have trade-offs
  - Batteries, land use
- Oil and natural gas will continue to play a role in that mix
  - Energy transitions are slow
    - O&G provided 63% of U.S. energy in 1980; 64% in 2017; 62% in 2040
  - Natural gas is part of the climate solution
  - Let’s be examples for the world

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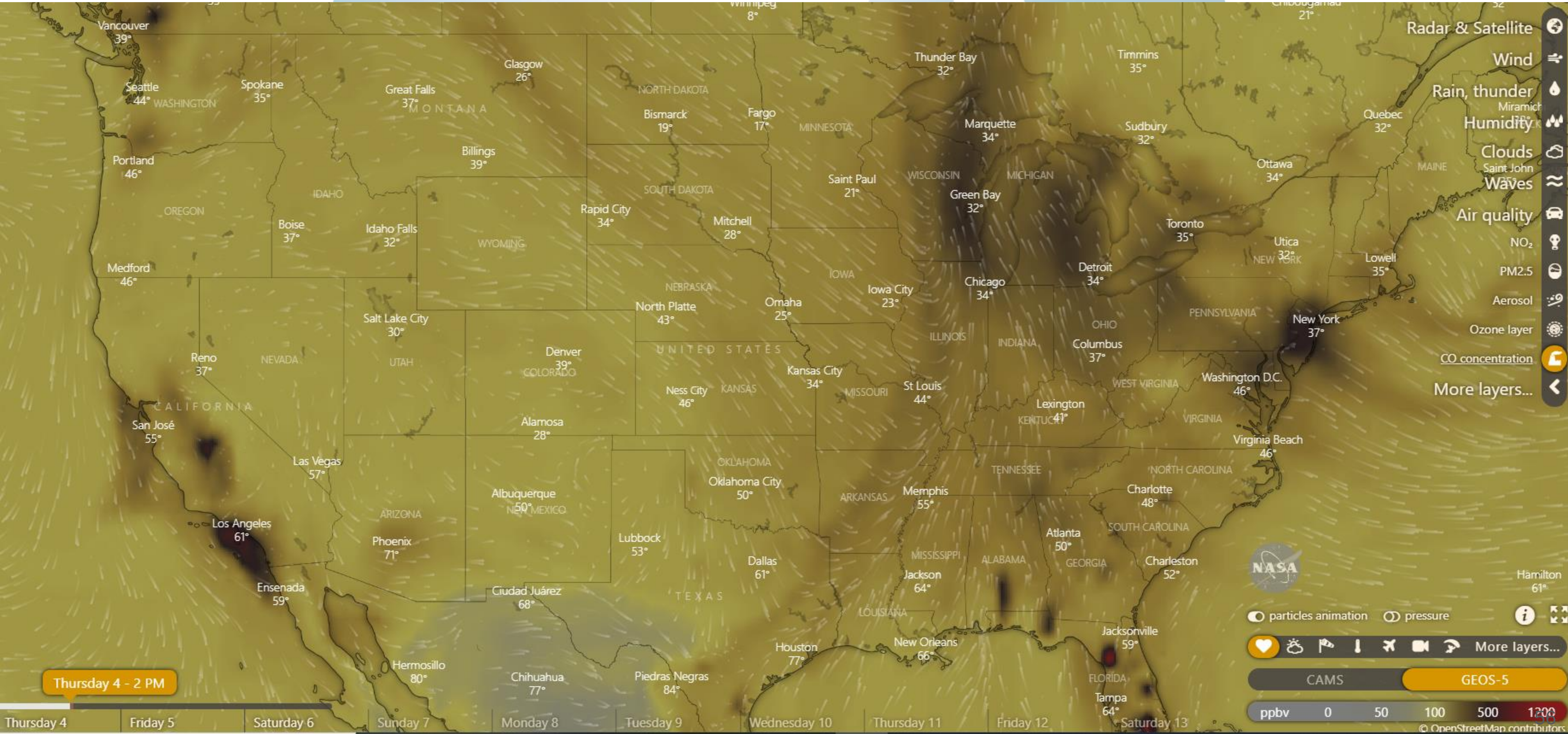
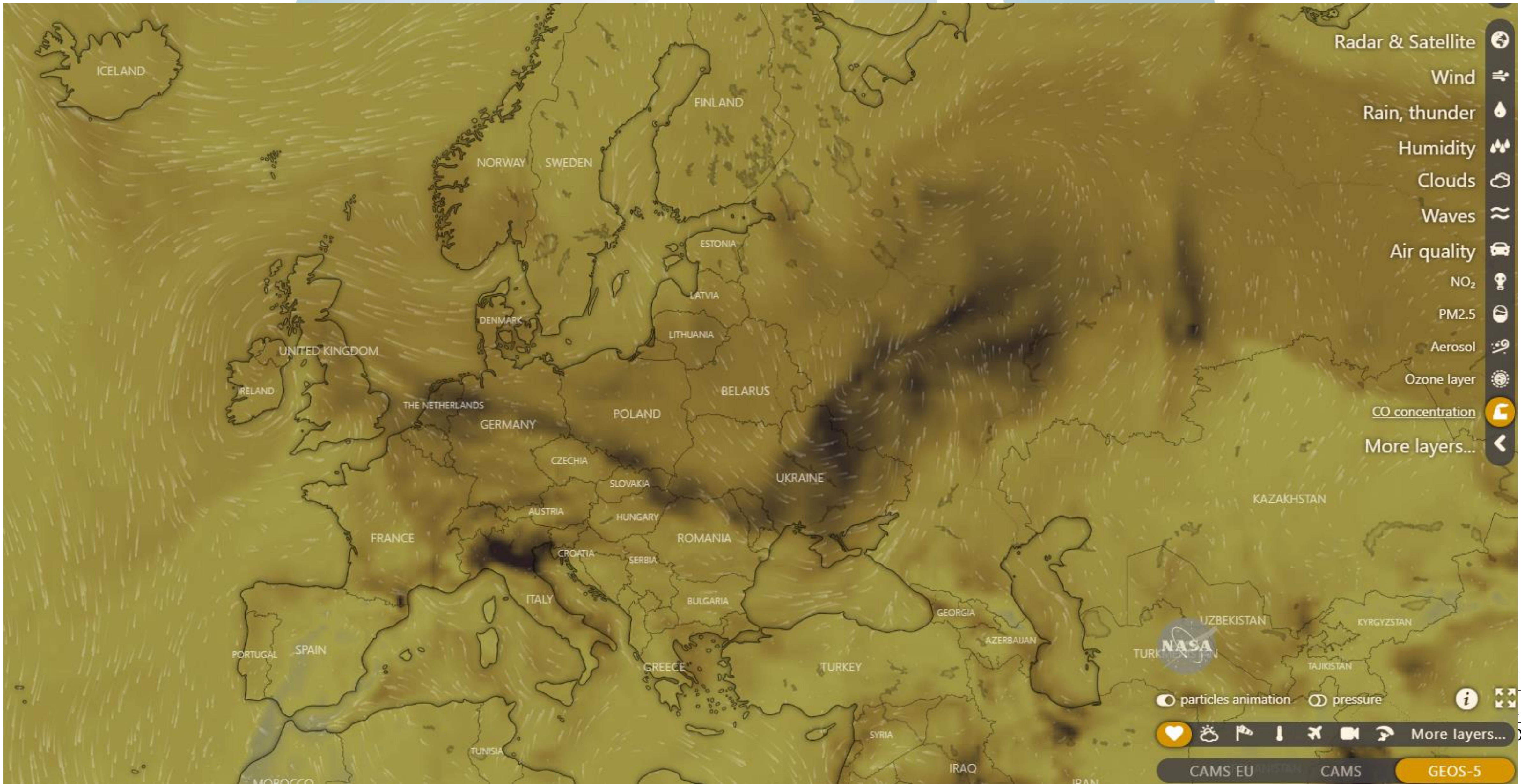
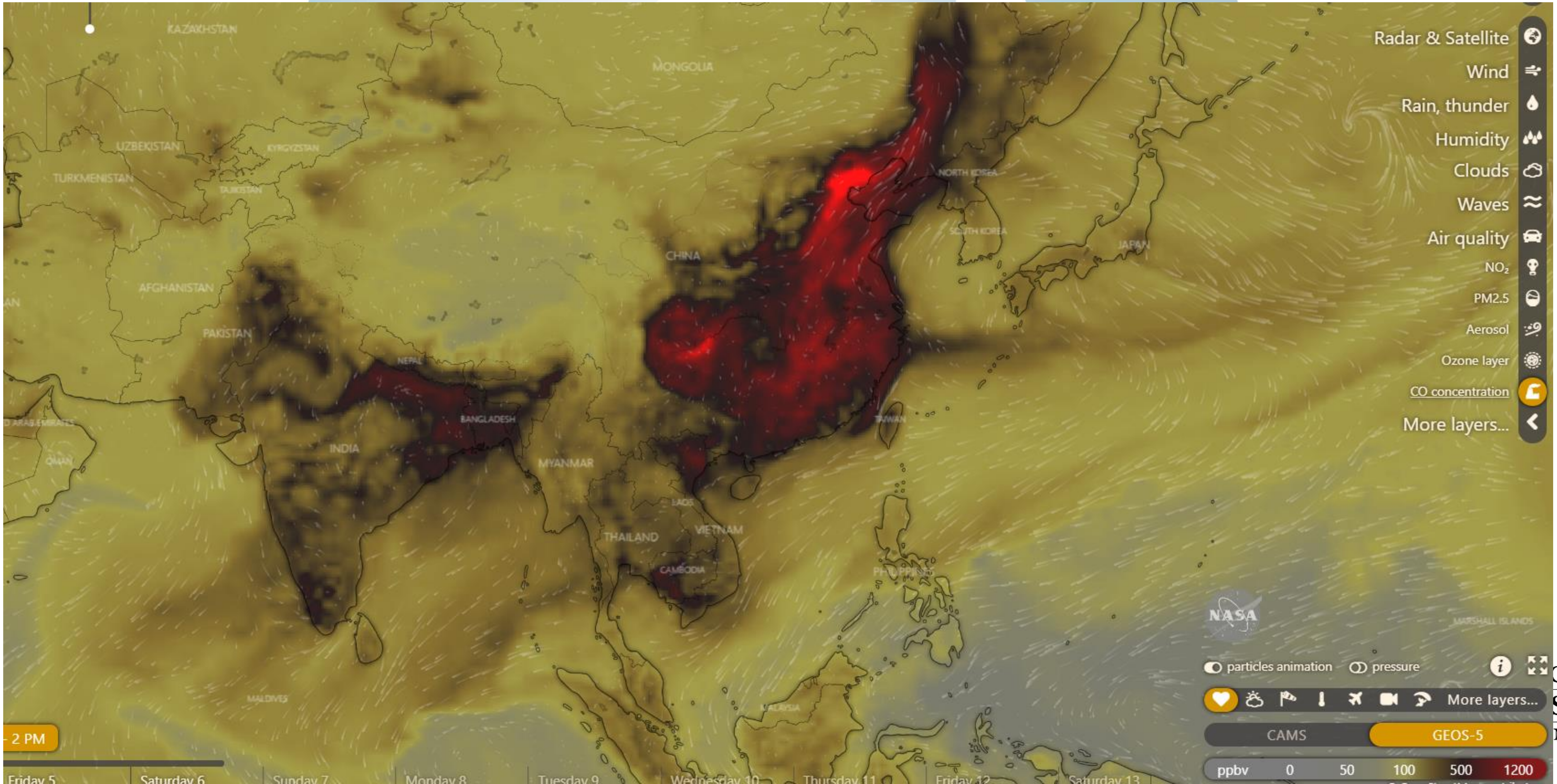
Broader Impacts and Challenges



Broader Impacts and Challenges



Broader Impacts and Challenges



Why This Matters

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Questions?

www.coga.org

dan.haley@coga.org

@ColoradoOilGas

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KINDER MORGAN

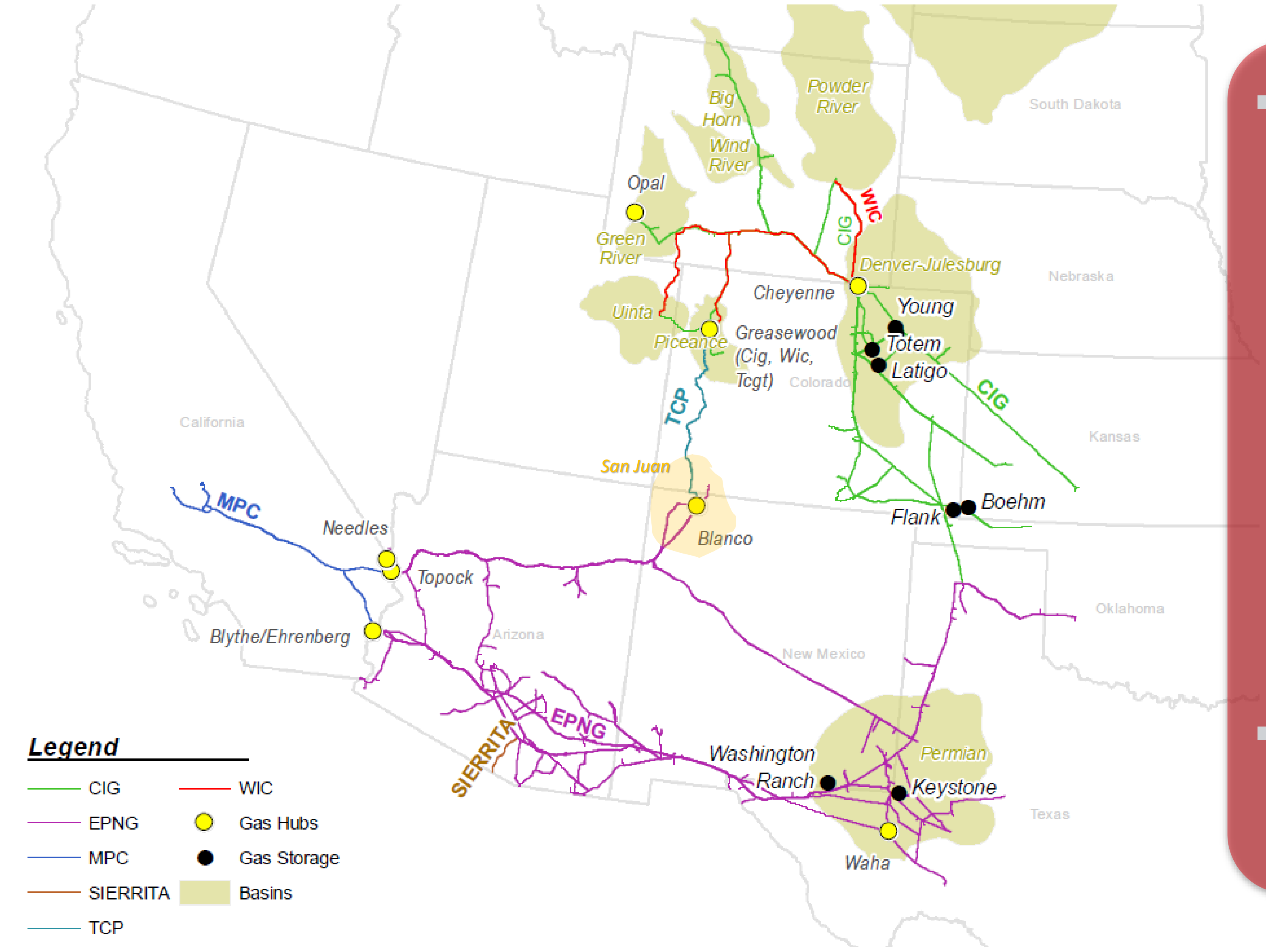
Delivering Energy to Improve Lives

Business Development Updates

Will Brown
VICE PRESIDENT-COMMERCIAL • WEST REGION GAS PIPELINES

Kinder Morgan West Region

Market Summary



- **Key Developments**
  - Continued Renewable Penetration, Coal Retirements
  - West Coast LNG (ECA, MPL, Amigo)
  - Incremental Mexico (Baja) New Power Plants
  - Incremental Arizona Power Demand
  - 4.2 BCF/d Permian Expansions
  - Aliso Canyon MSQ Increase
  - Rockies Production Declines
  - Bakken to Cheyenne (Via Med Bow)
  - Incremental CO Front Range Growth
  - Trailblazer Conversion (2024?)
  - TransColorado/WIC Piceance Lateral Bi-Directional
  - Cheyenne Plains East Export (Weather/Storage Refill)
- **Summary**
  - Price Volatility - Tight Market, Maintenance, Weather
  - West Bound Transport Corridors
  - Storage/Deliverability

CO Front Range

- **Overview/Description:**
  - Population/industrial growth along the Colorado Front Range is driving increased demand for
    - Natural Gas Infrastructure for LDCs
    - Dispatchable Natural Gas Electric Generation
- **Potential Projects:**
  - Access to DJ, Midcontinent, and Anadarko Basins for increased capacity into the Front Range
    - Project Scope(s) depend on customer interest
  - Potential air/gas blending capability
- **Next Steps:**
  - Customer Interest
  - Rate Development
  - Open Season

Bakken (WBI) to Cheyenne

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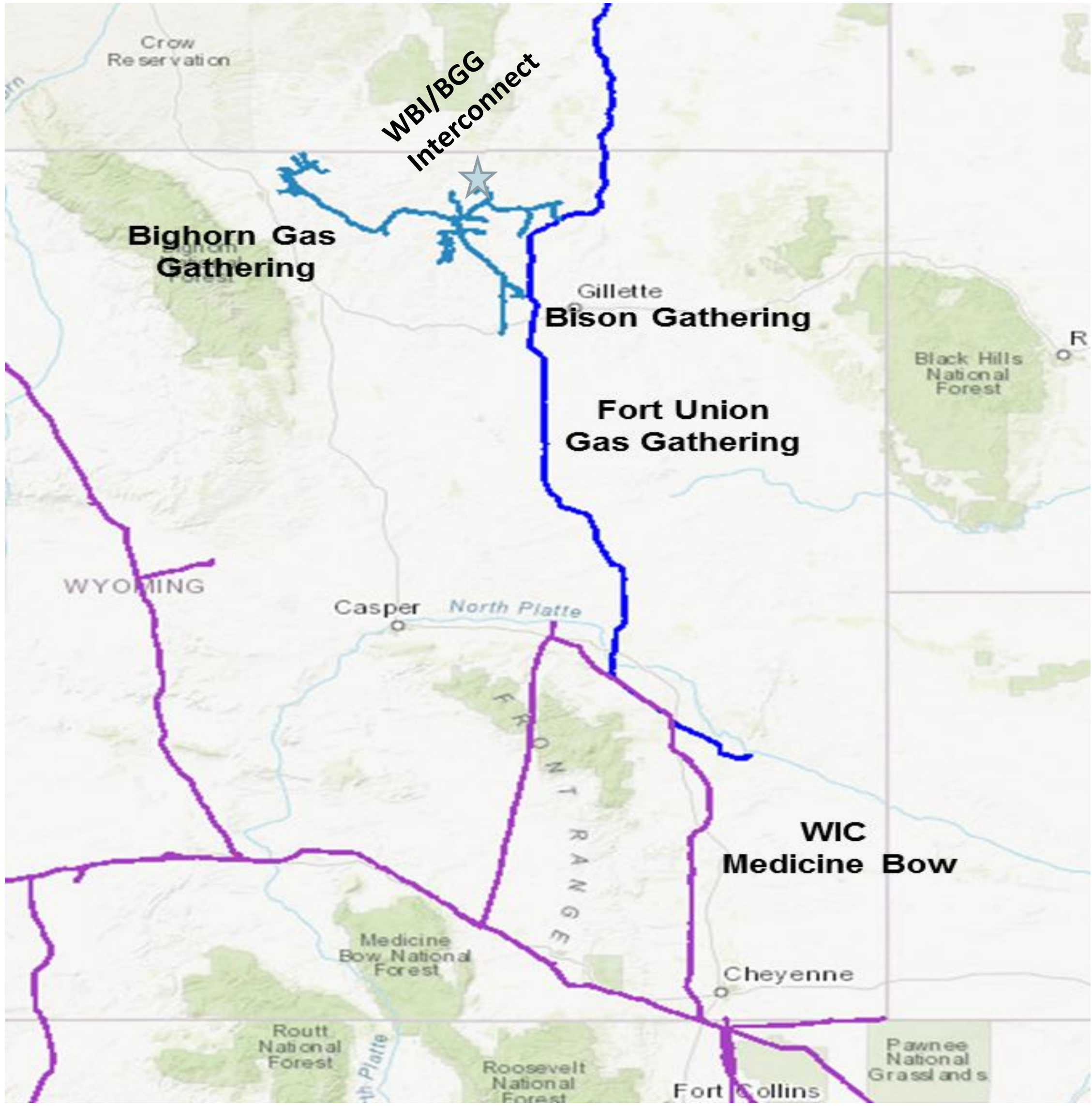
- **Overview/ Description:**
  - Project to create a firm path from the Bakken to Cheyenne Hub using Fort Union Gas Gathering (FUGG), Bighorn Gas Gathering (BGG) leased capacity and existing WIC Medicine Bow (WIC MB) capacity.
- **Project Timeline:**
  - Open Season closed - May 23, 2022
  - WBI Energy Transmission, Inc. ("WBI") FERC approval for new BGG Interconnect – February 27, 2023
  - Filing for lease approved by FERC – March 9, 2023
  - Estimated In-Service - Q3 2023
- **Commercial Terms:**
  - MDQ = 92,000 Dth/d
  - Full amount of leased capacity
  - Term = 10 years, 1 month
  - Receipt = New WBI/BGG Interconnect
  - WBI Grassland South Expansion Project
  - Delivery = WIC Thunder Chief (Cheyenne Hub)



Proposed EPNG Storage Projects

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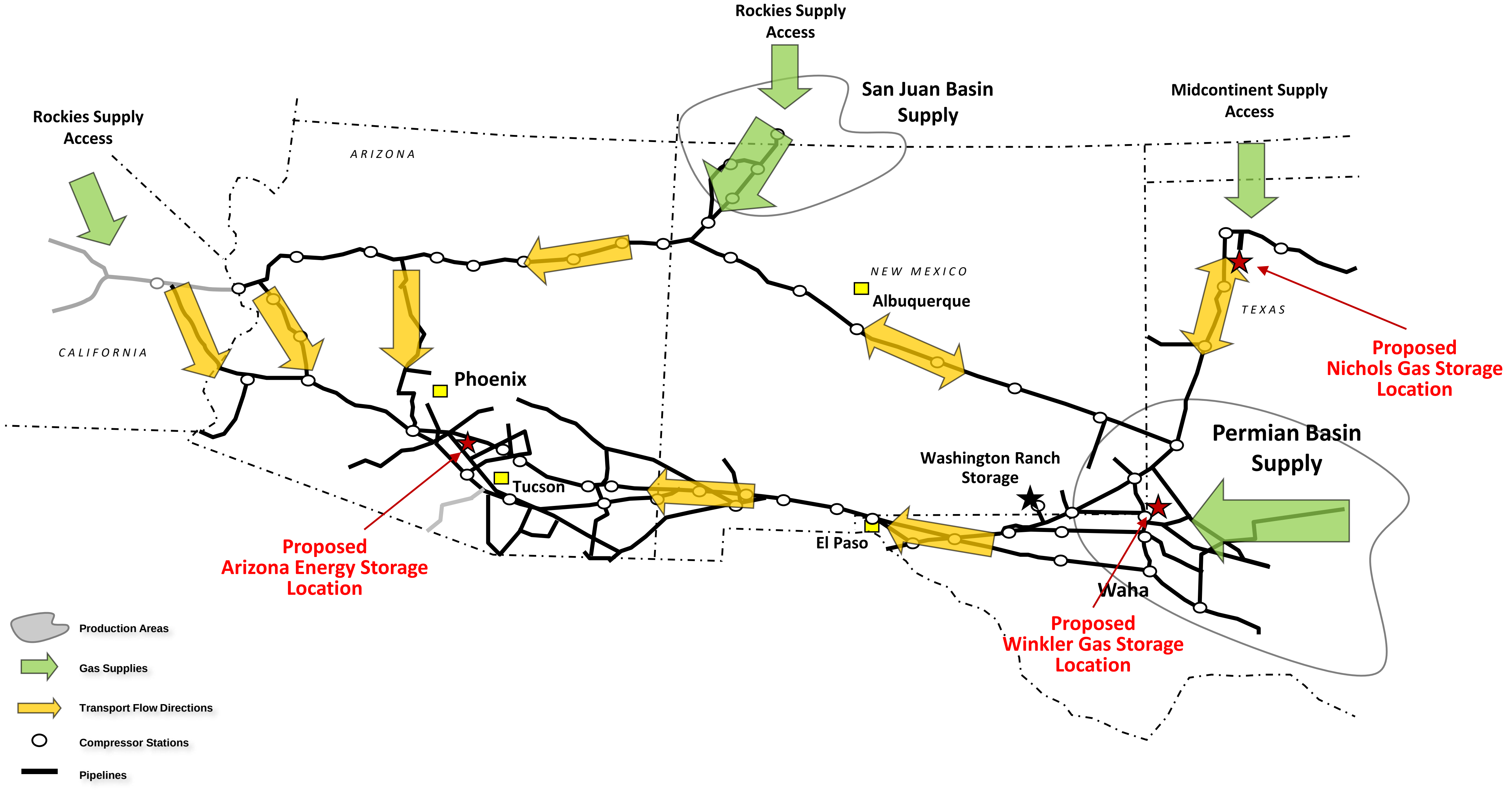

Arizona Energy Storage

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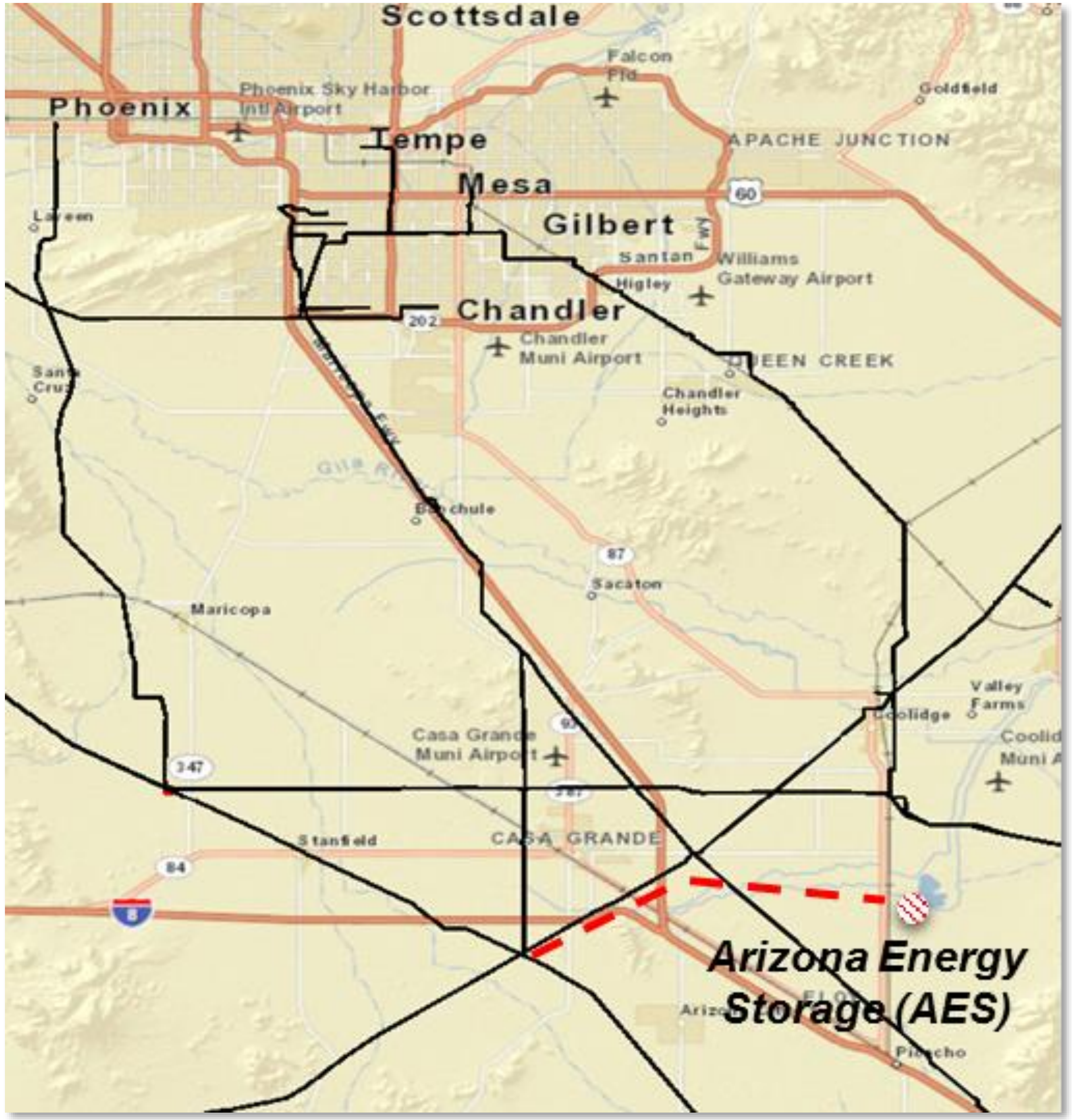
- **New Bedded Salt Storage (4 salt caverns) in Eloy, Az**
  - Hydrogen Ready Caverns
  - MSQ = 4 Bcf (1 Bcf each)
  - MDWQ = 400 MMcf/d (100 ea)
  - MDIQ = 183 MMcf/d (45.75 each)
  - Lower Picacho salt bed 3,800’ to 4,500’ below ground surface
  - Total base gas requirement estimated at to 3.3 Bcf
  - Staged installation of caverns and electric compression for injections (Each cavern requires 18 months of development)
- **Incremental capacity to EPNG delivery locations**
  - New 16.6 miles 24” lateral from AES to EPNG’s 1100 (26”), 1103 (30”), and 2168 (20”) transmission lines at Rivers Transfer Station
  - New no-notice service offering from AES to multiple EPNG delivery locations within Arizona and other potential future locations
- **Development Plan**
  - Refresh Scope and Estimate
  - Optimizing Water Consumption and Disposal
  - Key Stakeholder Meetings
    - Shippers
    - ACC Commissioners
  - Requesting Shipper Feedback on Service Levels/Locations/Timing
- **Next Steps**
  - Rate Development
  - Open Season



Winkler Gas Storage

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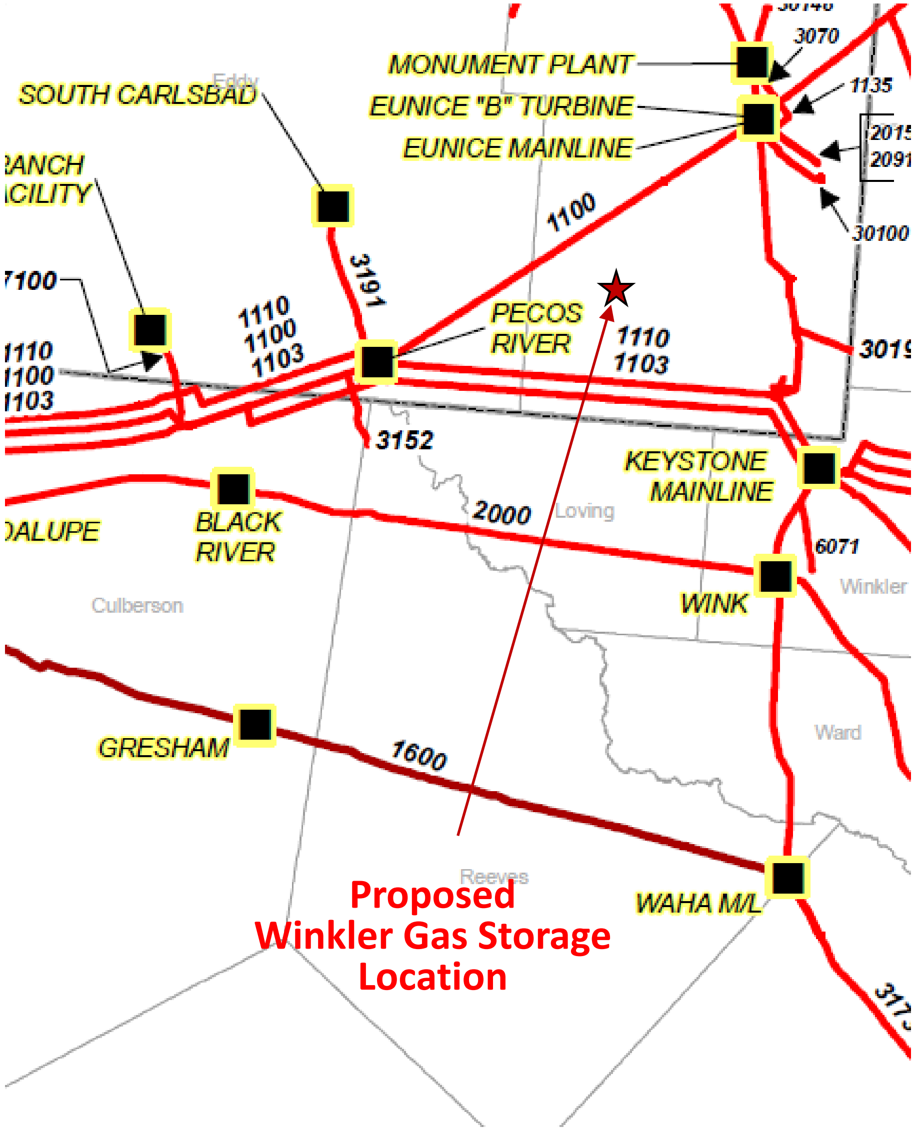
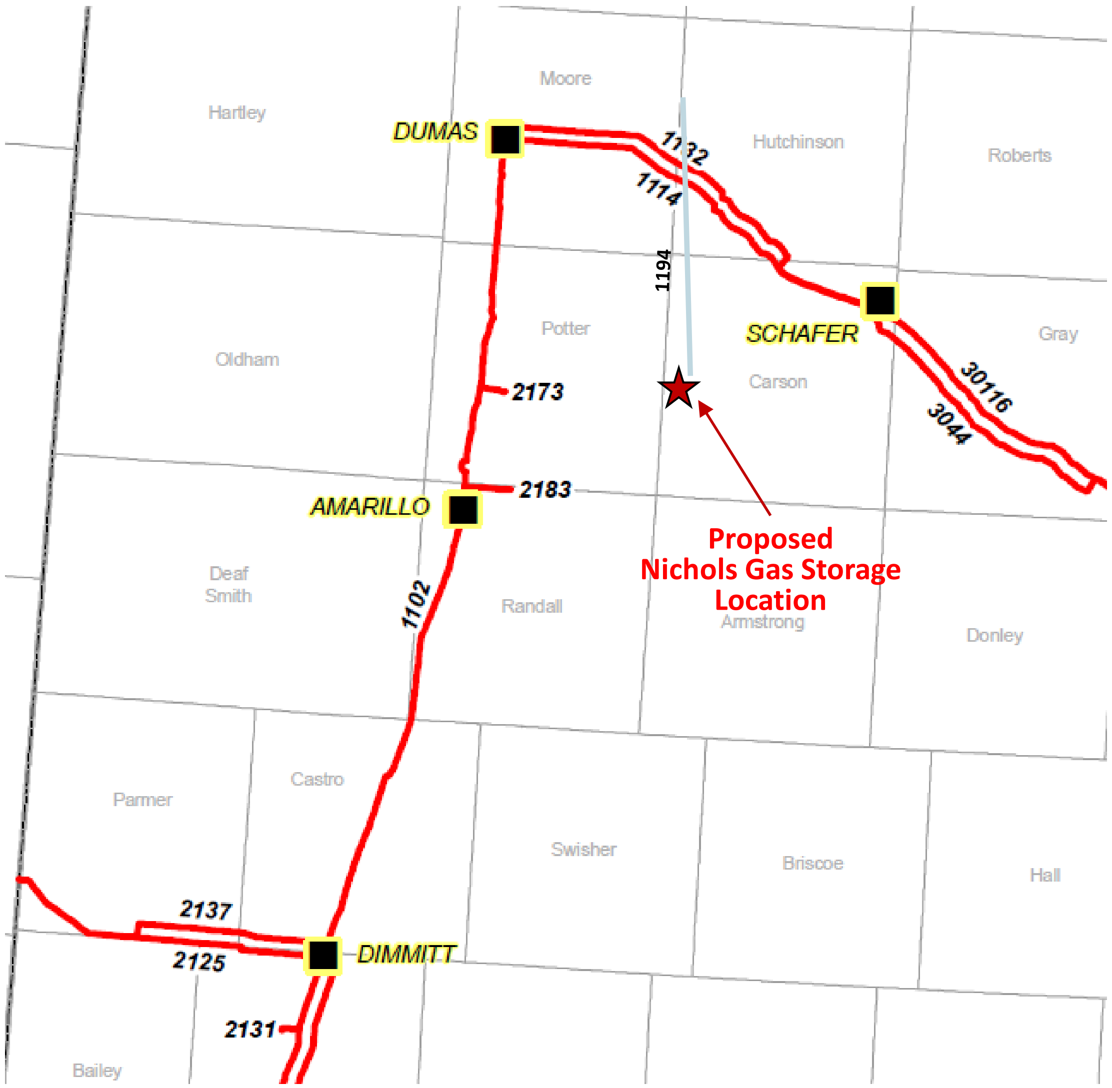
- **New Bedded Salt Storage in Winkler County, Texas**
  - Proposal to initially develop 3 salt caverns
  - MSQ = 2.85 Bcf [0.95 Bcf working capacity per cavern]
    - MDWQ = 240 MMcf/d [80 MMcf/d per cavern]
    - MDIQ = 120 MMcf/d [40 MMcf/d per cavern]
    - Proposed caverns in the same formation as the existing Keystone Storage Field (Total base gas estimated at to 1.05 Bcf)
    - Staged installation of caverns and compression for injections (Each cavern requires 18 months of development)
  - WGS would connect to EPNG System
    - Connection via a new 3.9 miles 20" lateral from WGS surface facility to EPNG's 3006 (16"), 3028 (20"), and 3082 (20") lines east of existing Keystone Compressor Station
- **Next Steps**
  - Expression of Interest
  - Development Plan
    - Refresh Scope/Estimate
    - Determine Takeaway Options



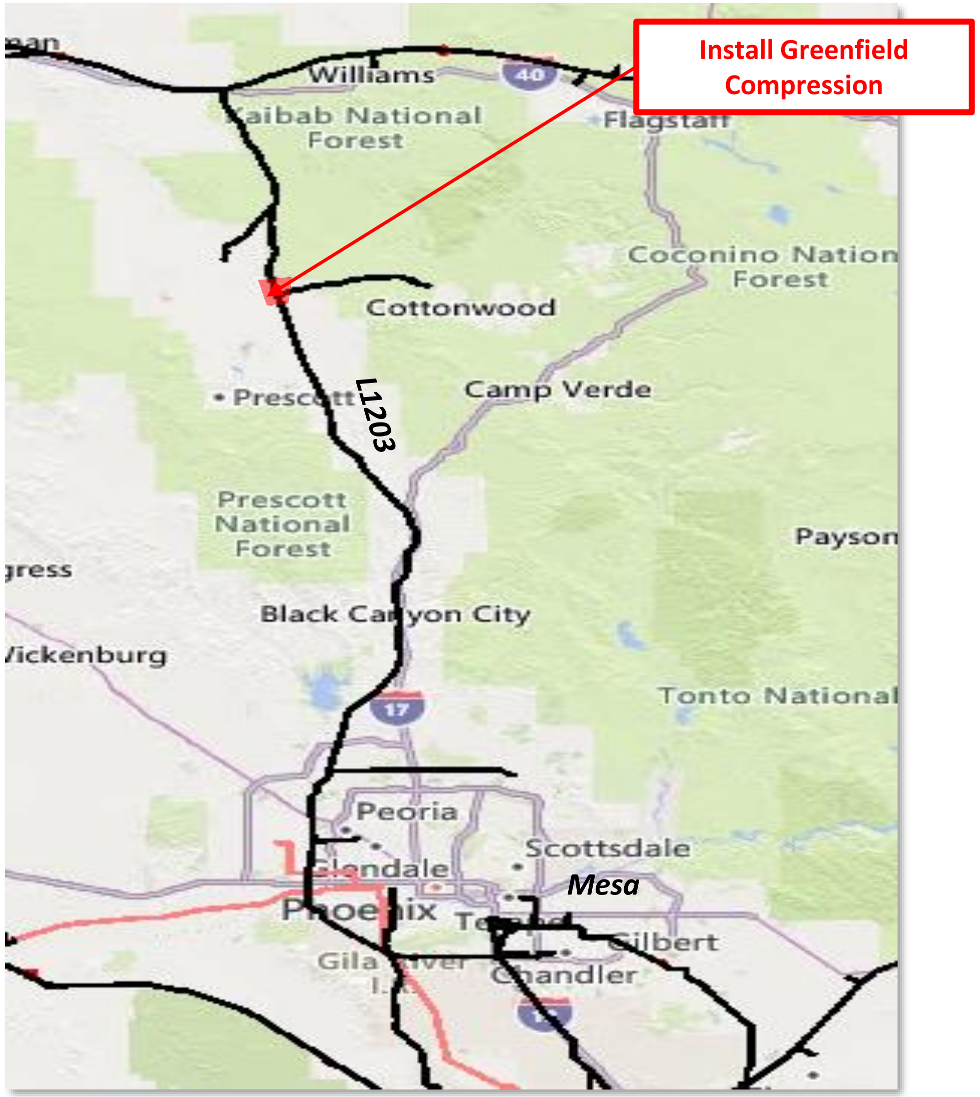
Nichols Gas Storage

- **New Bedded Salt Storage in Potter County, Texas**
  - Proposal to initially develop 3 salt caverns
    - MSQ = 1.72 Bcf [0.43 Bcf working capacity per cavern]
    - MDWQ = 200 - 300 MMcf/d [50 - 75 MMcf/d each)
    - MDIQ = 100 - 200 MMcf/d [25 - 50 MMcf/d each
    - Reservoir created in Lower Clear Fork Salt
      - Test performed in early 1990s on existing well drilled within the formation
      - Total base gas estimated at to 1.20 Bcf
    - Staged installation of caverns and compression for injections (Each cavern requires 18 months of development)
  - NGS could connect to EPNG System via EPNG's 1102 (24") or EPNG 1194 (12") lines
    - Connection would be dependent on shipper demand
- **Next Steps**
  - Expression of Interest
  - Development Plan
    - Refresh Scope/Estimate
    - Determine Takeaway Options



Maricopa Expansion

- **Overview/ Description:**
  - Increased capacity to the Phoenix, AZ area due to incremental natural gas fired generation
- **Facilities / In-Service:**
  - Target in-service June 2025
  - New greenfield reciprocating compressor on Line 1203 in Yavapai County, AZ
- **Commercial Terms (Customers / Volume / Capacity / Rates):**
  - New FT1 Contract with a Negotiated Reservation Rate
  - MDQ = 50.517 MDth (annual average)
  - Minimum Term = 20 years
- **Regulatory / Permitting:**
  - Would seek Prior Notice filing
  - No known air permitting issues
- **Strategic Considerations:**
  - Electric utilities adding more peaker generation in the DSW
- **Status/Next Steps:**
  - Refresh Estimate based on shipper interest
  - Conduct Open Season



Desert Southwest and West Coast Mexico Growth

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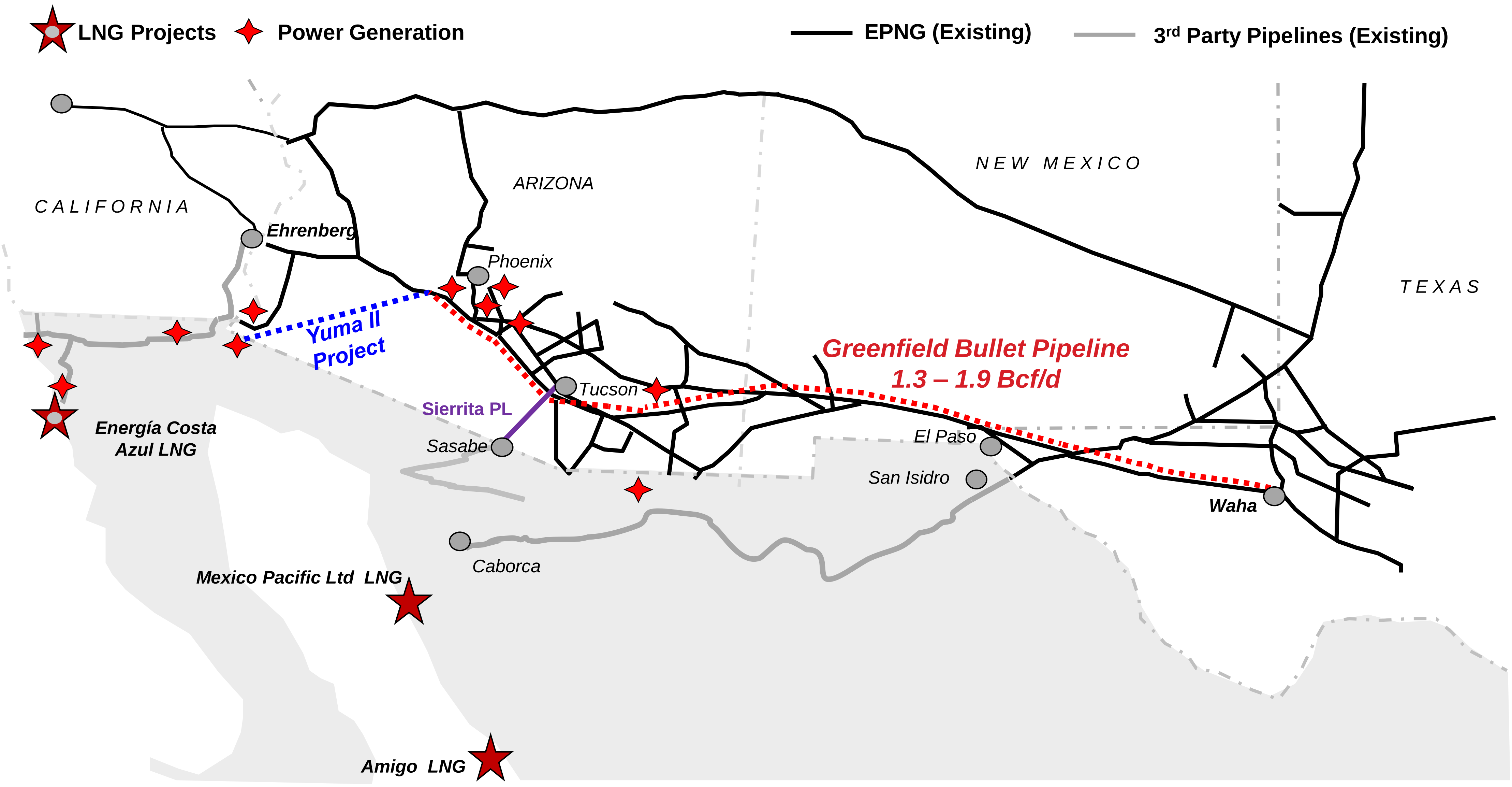

Questions?

Thank you.

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Delivering Energy to Improve Lives

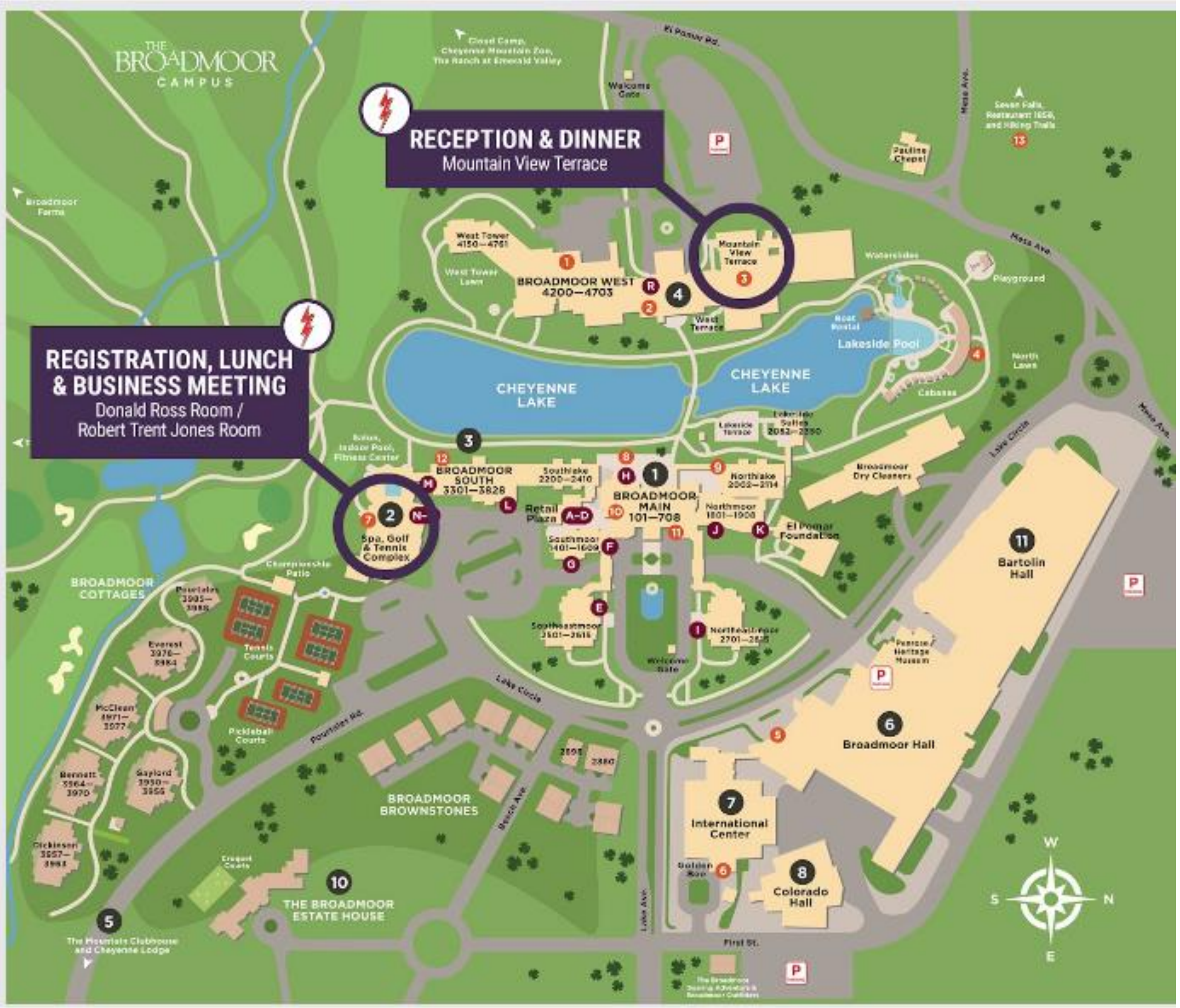
Logistics

Tim Dorpinghaus
DIRECTOR-COMMERCIAL • WEST REGION GAS PIPELINES

Agenda for the Day

Wednesday, May 3rd, 2023

11:30 am	Registration	*Donald Ross Room (upper level, Golf Clubhouse)*
Noon	Lunch	*Donald Ross Room*
2:00 pm	Business Meeting	*Robert Trent Jones Room*
6:00 pm	Reception	*Mountain View Terrace*
7:00 pm	Dinner	*Mountain View Terrace*



Agenda for the Day

Thursday, May 4th, 2023

KINDER MORGAN

6:30 – 8:00 am — **Breakfast**

Robert Trent Jones Room

8:15 am — **Activities**

Broadmoor West

Tour departs 8:30

Jeep Tour
John Driscoll; 719-510-4655

Mountain Biking
Ken Ulrich; 719-651-3183

Zip Line at Seven Falls
Robin Janes; 719-482-5280

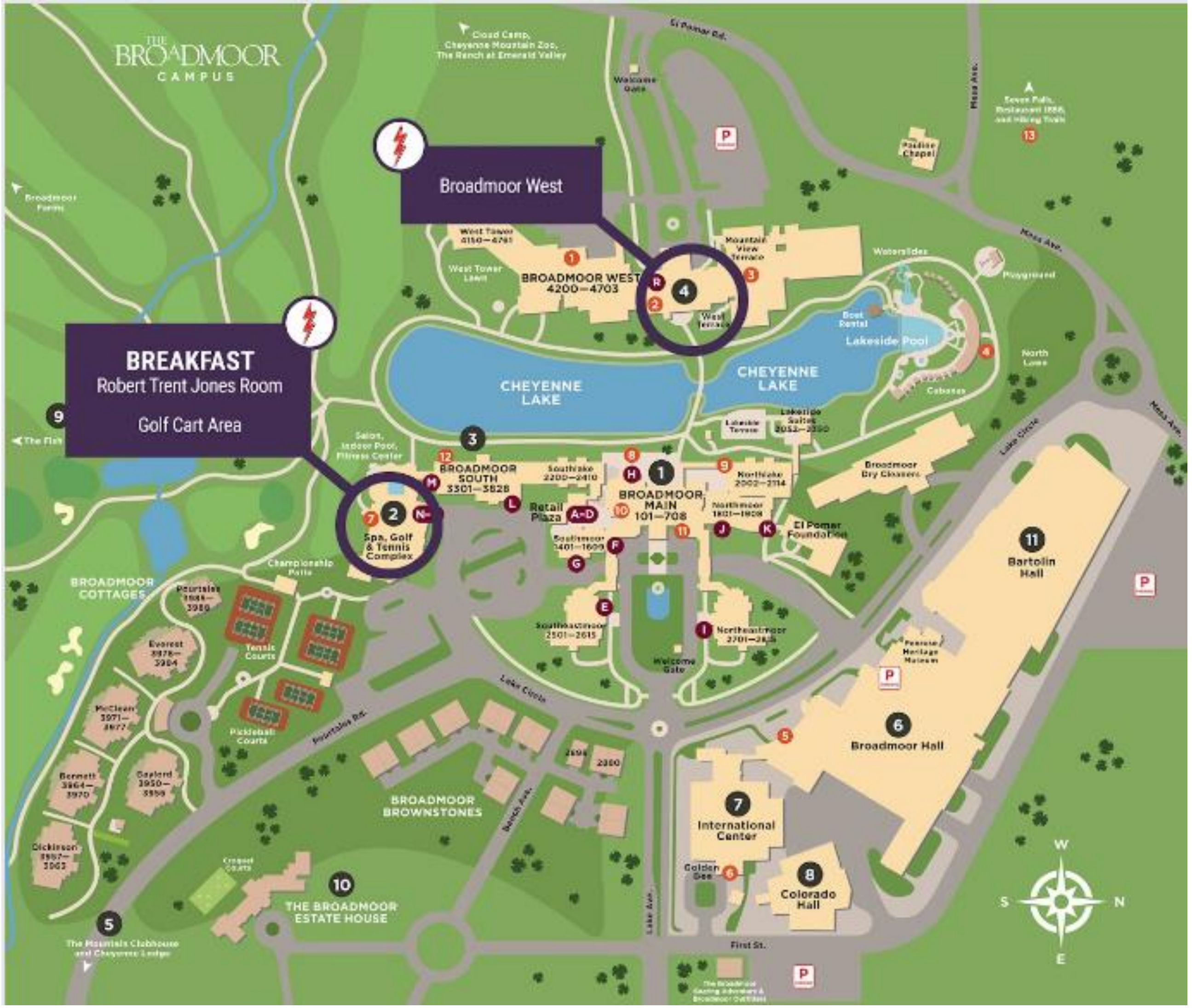
Seven Falls Hike
Dan Tygret; 719-235-6076

8:30 – 9:40 am — **Golf**

Tee Times

Golf Cart Area

Randy Barton, 719-331-1061



Check-out time is 12:00 noon. You may arrange to store your luggage at the front desk until your departure. The golf pro shop will hold your golf clubs.

Thank you for your Business!