# 2021 Distribution In-Franchise Sales Customer Webinar



# Agenda



Agenda Item	Speaker
Welcome	Greg Smart, Account Manager
Safety Moment: Prepare Your Vehicle For Winter	Brandon Ramsundar, Account Manager
Opening Remarks	Cynthia Hansen, EVP and President, Gas Distribution and Storage
Storage and Operational Updates	Anand Krishnan, Manager, Capacity Planning & Measurement Integrity
Regulatory Updates	Anton Kacicnik, Manager, Regulatory Applications
On-Going and Future Projects	Matthew Ciupka, Specialist, Economic Development
Energy Conservation	Igor Mozetic, Supervisor, Energy Conversation Sales
Advancing The Energy Transition	Jennifer Murphy, Supervisor, Carbon Strategy
The Future of Clean Energy: Renewable Natural Gas	Steve Rakidzioski, Specialist RNG, Business Development
Enbridge and Hydrogen in The Energy Transition	Samuel McDermott, Technical Manager, Business Development
Carbon Sequestration	Wayne Passmore, Technical Manager, Execution & Special Projects
Q&A	Brandon Ramsundar, Account Manager
Closing Remarks	Tanya Mushynski, VP, Customer Care

# Safety Moment: Prepare Your Vehicle For Winter





#### 1. Install Winter Tires

- Use four matched winter tires that carry the mountain/snowflake symbol
- Ensure the tread on your tires is no less than
   3.5mm even when driving a 4x4 vehicle
- Winter tires improve driving safety by providing better traction in snow, slush and icy conditions
- Check for wear before installing the tires and check tire air pressure frequently (tire pressure decreases in cold weather)



# 2. Get Your Vehicle Winter Ready With A Maintenance Check

- Battery
- Brakes
- Cooling and heating systems
- Electrical system (lights, fuses, etc...)
- Exhaust and intake systems
- Belts and hoses



#### 3. Change Wiper Blades

- Change your wiper blades to winter blades
- These blades help push heavier snow and ice easily



# 4. Clear Snow and Ice From All Windows, Lights, Mirrors, Hood and Roof

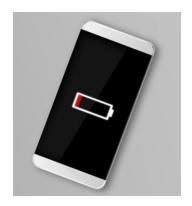
- After starting your vehicle, wait for the window to defrost completely to allow clear visibility all around
- Physically clear any remaining snow or ice





# 5. If You Have A Cell Phone, Make Sure It Is Charged And Bring It With You

- A vehicle charger for the phone is a smart device to have on hand
- Cell phone batteries can freeze in very cold weather, don't leave your phone in the vehicle for extended periods of time



6. Make Sure Your Windshield Washer Reservoir Is Full And Carry Extra Washer Fluid In Your Vehicle





# 7. Be prepared by packing a winter survival kit. Recommended items include:

- Emergency kit containing non-perishable food, blankets and first aid supplies
- Windshield scraper and snow brush
- Extra windshield washer fluid
- Spare tire, wheel wrench and jack
- Shovel and traction mat, sand or kitty litter
- Fuel line antifreeze
- Flares and matches or lighter
- Tire chains and gloves
- Flashlight and extra batteries

- Battery jumper cables
- Extra clothing and footwear
- Sandbags for extra weight



#### 8. Keep Your Gas Tank Topped Up

 This will help to avoid condensation and moist air inside of the tank, which can cause fuel lines to freeze and other serious issues



# Opening Remarks



# Storage & Operational Updates



# Operational Status & Notices











#### Storage Operational Status

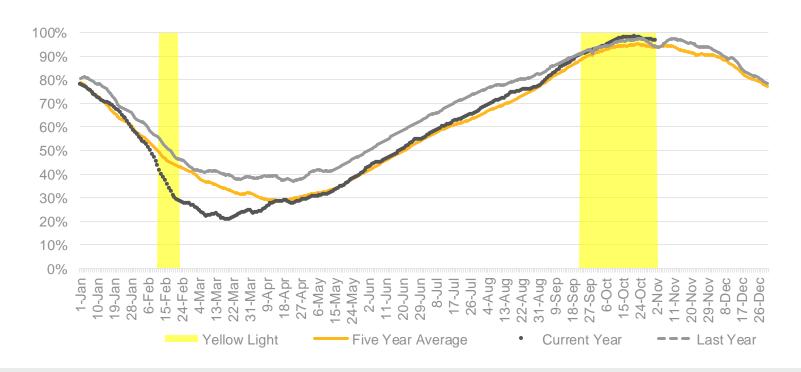
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#### Distribution Service Areas Status

	November 19, 2021	November 20, 2021	November 21, 2021	November 22, 2021
rth East and N	orth West			
Sudbury - Timmins	G	0	0	0
Thunder Bay	G	<b>©</b>	G	0
Sault Ste. Marie	G	0	0	0
Fort Francis	©	<sub>©</sub>	<b>©</b>	(G
Kingston	G	G	G	0
Muskoka	©	<b>©</b>	<b>©</b>	<b>©</b>
ntral				
Toronto	0	<sub>G</sub>	0	0
Peel	©	<b>©</b>	<b>©</b>	G
York	0	<b>©</b>	<b>©</b>	0
Durham	0	<b>©</b>	0	0
Niagara	0	0	0	0
Ottawa - Peterborough	<b>©</b>	O	0	0
uthern				
South West	©	G	©	G
Sarnia	<b>©</b>	@	<b>©</b>	0
Stratford - Goderich	©	0	0	0
London	0	<b>©</b>	<b>©</b>	0
Brantford - Hamilton	0	0	0	0
Burlington - Cambridge	©	O	©	G
Waterloo - Owen Sound	0	0	0	0

# Storage - Percentage Full

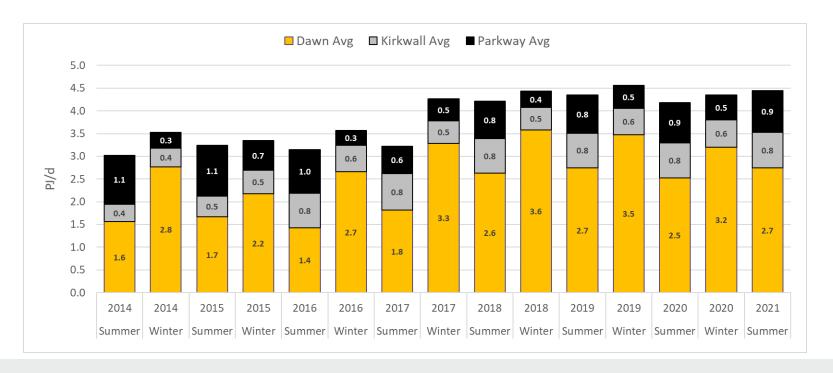




Peak at 98.3% of available space

# Supplies at Dawn, Kirkwall & Parkway (PJ/d)

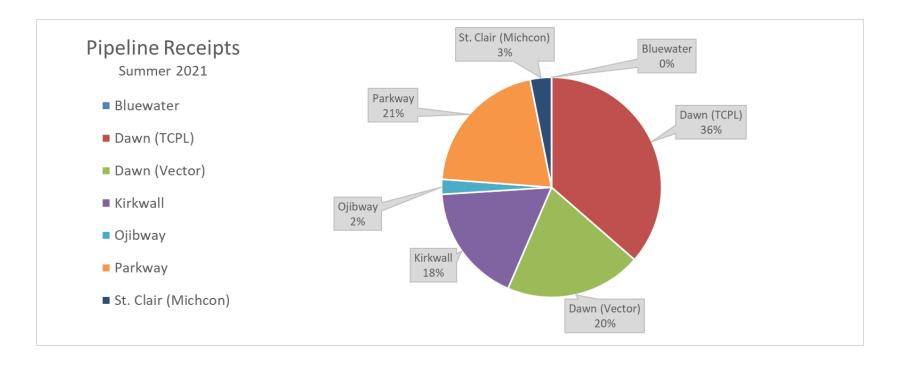




Dawn receipts up 0.2 PJ/d from Summer 2020



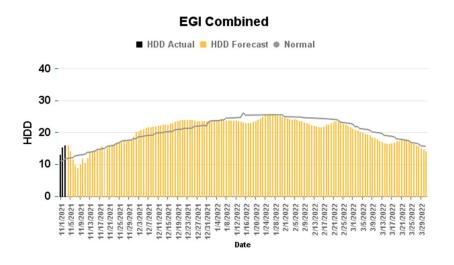




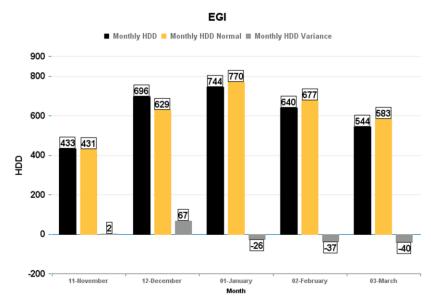
# Weather & EGI Merged HDD Forecast



#### Daily HDD



#### HDD by Month



# Regulatory Updates



### 2019 – 2023 Price Cap Framework



#### **Price Cap Framework:**

- Deferred rebasing period of five years
  - Cost of service rebasing application to be filed for 2024 rates
- Maintain existing rate structures and rate zones until rebasing
- Annual rate adjustments based on a Price Cap framework
- Earnings sharing mechanism
- Incremental Capital Module (ICM) available for funding of major qualifying capital projects

#### **Annual Rate Adjustment Formula**

$$= (I - X - S) \pm Y \pm Z + ICM$$
Phase 1 Phase 2

Where rates are a function of:

I = An inflation factor

X = A zero Productivity factor

S = A 0.3% Stretch factor

Y = Certain predetermined pass-through adjustments (gas supply costs, DSM)

Certain non-routine adjustments

ICM = Incremental Capital Module rate riders

# 2022 Rates Adjustment Application



- 2022 Rates application carried out in two phases
- Phase 1: approved Price Cap (PCI) + Y factor rates
  - Settlement Proposal approved October 28, 2021
- Phase 2: proposed Incremental Capital Module (ICM) rates
  - Application filed Oct. 15, 2021

	Data	Direct	Total Bill		
Rate Zone	Rate Class	Phase 1 (PCI + Y)	Phase 2 (ICM)	Total	(incl Gas Costs)
	100	1.4%	0.4%	1.8%	0.7%
	110	2.4%	0.6%	3.0%	0.4%
EGD	115	7.3%	0.8%	8.1%	0.7%
EGD	135	4.5%	0.0%	4.5%	0.6%
	145	17.6%	0.0%	17.6%	4.4%
	170	18.8%	0.1%	18.9%	0.7%
	M4	4.5%	-0.1%	4.4%	0.8%
	M5	3.5%	0.0%	3.5%	0.6%
	M7	-2.7%	0.0%	-2.7%	-0.3%
Union South	M9	1.2%	-0.1%	1.1%	0.2%
	T1	1.4%	0.0%	1.4%	0.1%
	T2	0.2%	-0.1%	0.1%	0.0%
	T3	2.5%	0.0%	2.5%	0.3%
Union North	20	0.7%	0.1%	0.8%	0.2%
	100	1.0%	1.1%	2.1%	0.1%
	25	1.6%	0.6%	2.2%	0.3%

#### 2020 Deferrals Application

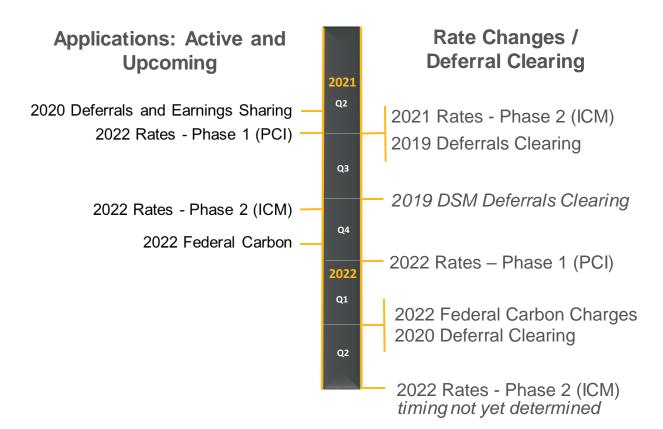


- Settlement Proposal approved Oct. 21, 2021
  - One unsettled issue to be addressed through a written hearing
- Enbridge Gas did not have earnings sharing in 2020
- Customers can apply preliminary unit rates to volumes consumed in 2020 to estimate their disposition amounts
- Final unit rates expected to be disposed of to customers in conjunction with April 1, 2022 QRAM

Rate Zone	Rate Class	System/ Western-T (cents/m³)	Dawn-T/ Ontario-T (cents/m³)	
	100	(0.0177)	0.0307	
	110	(0.0083)	0.0401	
EGD	115	(0.0080)	0.0405	
EGD	135	(0.0075)	0.0410	
	145	(0.0133)	0.0352	
	170	(0.0073)	0.0411	
		Delivery (cents/m³)		
	M4	(0.0372)		
	M5	(0.1818)		
Union South*	M7	(0.0076)		
	M9	(0.0024)		
	T1	(0.0427)		
	T2	(0.0246)		
	T3	(0.0095)		
Union North*	20	(0.0191)		
	100	(0.0128)		
	25	(0.0496)		

# Regulatory Outlook





#### Other

- QRAM applications filed each quarter for gas cost rates effective Jan 1, April 1, July 1 and Oct 1
- Determine upstream gas cost charges (commodity, transportation, etc.)
- Quarterly process provides timely price signals to customers
- Large natural gas price increase in Oct. 1, 2021 QRAM led to bill mitigation
- 2020 DSM Deferrals
- 2022-2027 DSM Framework

# Ongoing and Future Projects



# On-Going and Future Projects

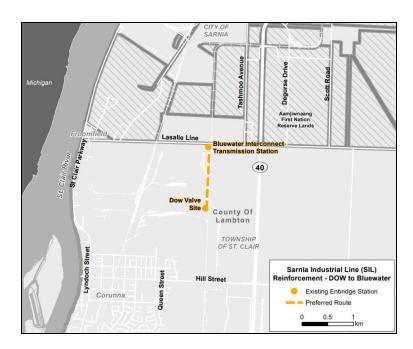


- Sarnia Industrial Line Reinforcement Project
- Natural Gas Expansion Program Phase 2
- Panhandle Regional Expansion Project
- Upcoming Project Applications



# Sarnia Industrial Line Reinforcement Project

- Driven by an increase for natural gas by industry in the Sarnia-Lambton area
  - 1.2 km of 20" diameter pipe from the Dow Valve site to the Bluewater Interconnect at a new LaSalle Pipeline Valve site
- Project cost: \$31 million
- Status: In-service
  - OEB approval received March 2020
  - Commissioned for November 1, 2021
- Additional capacity will help serve NOVA
   Chemical Corporation's Corunna Expansion and future area demands





#### Natural Gas Expansion Program (NGEP) Phase 2

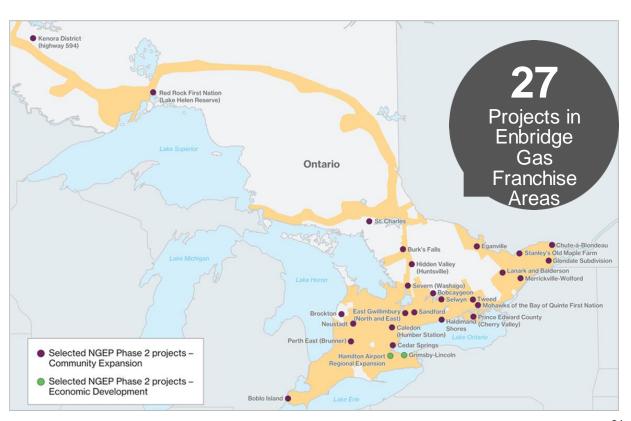


# \$214M

Total Phase 2 NGEP funding awarded to Enbridge Gas, supporting 27 projects

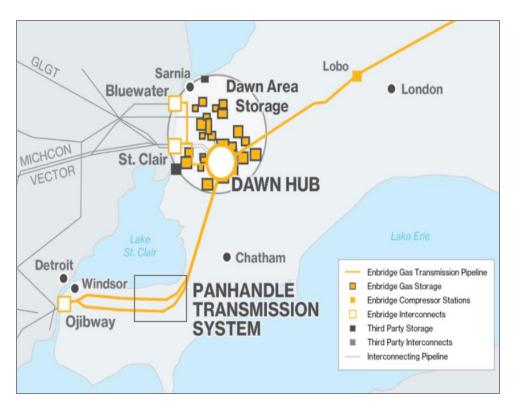
25 community expansion projects

**2** economic development projects



# Panhandle Regional Expansion Project (PREP)





Demand for natural gas across all sectors in Essex County and Western Chatham-Kent continues to grow.

- Non-Binding Expression of Interest conducted in Q1 2021
- Binding Reverse Open Season
- Leave-to-Construct application expected to be filed with OEB in Spring of 2022
- If approved, construction would begin in Spring 2023
- Targeting a November 2023 in-service date for transmission & distribution facilities

# Facility/Capital Project Applications



PROJECT	OEB CASE #	APPLICATION DATE
Corunna & Ladysmith Storage	EB-2021-0079	active
St. Laurent Ottawa North Replacement	EB-2020-0293	active
Greenstone Pipeline	EB-2021-0205	active
2022 Storage Enhancement	EB-2021-0078	Q4-2021
Coveny & Kimball-Colinville Well Drilling	EB-2021-0248	Q4-2021
Corunna Compressor	EB-2021-0271	Q4-2021
NPS 20 Waterfront Relocation	TBD	Q1-2022
Bobcaygeon (NGEP Phase 2 - Community Expansion)	TBD	Q1-2022
Hamilton Airport (NGEP Phase 2 – Economic Development)	TBD	Q2-2022
Grimsby-Lincoln (NGEP Phase 2 – Economic Development)	TBD	Q2-2022
Haldimand Shores (NGEP Phase 2 - Community Expansion)	TBD	Q2-2022
Cedar Springs (NGEP Phase 2 – Community Expansion)	TBD	Q2-2022
Panhandle Regional Expansion	TBD	Q2-2022
Port Stanley Replacement	TBD	Q2-2022
Kingston Lateral Reinforcement	TBD	Q2-2022



# **Energy Conservation**

Let us help uncover savings

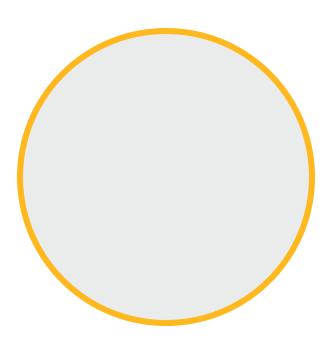


# term strategy to reduce energy costs



#### Controlling energy costs may seem complex

- Enbridge Gas Energy Solutions Advisors can help
- Understand business needs and set goals
- ldentify and prioritize energy projects
- Calculate estimated energy savings
- Build business case
- Provide technical support
- \$ Award financial incentives



### **Energy Savings Beyond Natural Gas**



- Systems rely on multiple energy sources
- Using natural gas more efficiently can save electricity and hot water
- Common opportunities include:



Less air infiltration

Lower heating costs, reduce electric fan use



Improve process heating

Consistent quality, improved throughput



Reduce water usage

Less heating, pump electricity and fresh water intake





# Advancing The Energy Transition — Affordably and Reliably

**Supporting Ontario's economic recovery** 





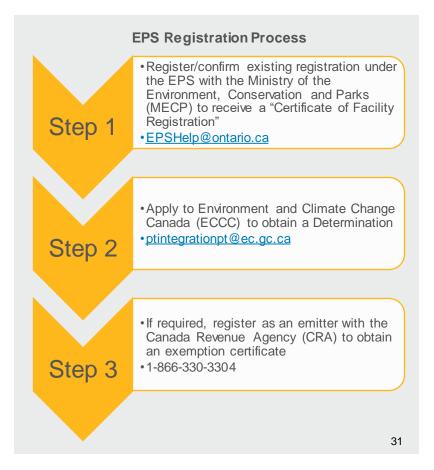
#### Transition to Ontario's Emissions Performance Standards (EPS)



- Effective January 1, 2022, the Ontario Emissions Performance Standards (EPS) will replace the federal Output-Based Pricing System (OBPS) for large emitters in Ontario.
- Most customers who are currently exempt from the Federal Carbon Charge will maintain the same exemption certificate from CRA and will not need to take any steps with Enbridge Gas to continue receiving the exemption.
- If you register a new facility (not previously registered in OBPS), or if you receive an updated exemption certificate from CRA for an existing facility (example – change of facility ownership), you must provide Enbridge Gas with documentation in order to receive exemption from the Federal Carbon Charge in our billing system.
- Enbridge Gas requires the following three documents:
  - 1. Completed Facility Declaration Form
  - 2. CRA-issued registration confirmation letter
  - 3. CRA-issued exemption certificate

For more information visit:

https://www.enbridgegas.com/business-industrial/commercial-industrial/large-volume-services-rates/federal-carbon-pricing



#### **Energy Transition in Ontario**



- Enbridge exists to meet the energy needs of our customers, safely, reliably and affordably
- 75% of Ontario households depend on natural gas as an affordable energy choice, and many more rural and remote communities are looking to obtain gas service.
- At the same time municipalities, businesses and families are increasingly focused on lowering GHG emissions.
- Enbridge has the scale and experience to help society transition to a lower-emissions future.
- And across our business, we've committed to achieving net-zero GHG emissions in our own operations.



# Building an Energy Transition Plan



#### Enbridge has allocated resources to:

- Monitoring energy transition
  - Reviewing and providing input on federal and provincial climate policies, codes and standards.
  - Participating in municipal energy planning.
- Evaluating energy transition impacts
  - Energy transition scenario analysis.
- Considering and including energy transition in long-term strategic plans



# Greening Our Operations



- Reducing emissions from our own operations
  - Emissions from our operations (scope 1).
  - Emissions from the generation of electricity we purchase (scope 2).
- We are pursuing multiple pathways, strongly embedded in our strategy and business plans, including:
  - Modernization, technology and innovation improvements of existing infrastructure.
  - Decarbonizing our own energy use.
  - Investment in lower carbon projects and businesses.
  - Purchasing renewable energy credits and offset credits, including from nature-based solutions.



Eliminate GHG emissions from our business on a net basis (net zero) by 2050



Reduce the intensity of GHG emissions from our operations 35% by 2030

#### Enbridge Gas – Part of A Lower Carbon Future



#### Using less gas



- Energy conservation programs
- Hybrid heating dual fuel space heating
- Natural gas heat pumps
- District energy systems

#### Non-gas solutions



- Geothermal heat pumps for heating and cooling
- MicroGeneration: Low grade heat waste recovery
- Carbon capture utilization and storage (CCUS)
- Battery storage
- Integrated resource planning (IRP)

#### **Carbon-neutral gas**



- Hydrogen: Power to Gas
- Renewable Natural Gas (RNG)

#### **Fuel switching**



- Replacing oil, propane and wood for home and water heating
- Compressed natural gas (CNG) vehicles

# Enbridge's key GHG reduction initiatives



#### **Energy Conservation Programs**

Between 1995-2020, Enbridge has helped reduce customers' emissions by 54.7 MT = to taking 11.9 M cars off the road.

#### **Voluntary Renewable Natural Gas Program**

Introduced new, low-cost, low-GHG option for customers in April 2021.

#### Hydrogen

Working with industrial customers to explore hydrogen blending opportunities

#### **Compressed Natural Gas (CNG)**

Operating 3 public CNG refueling stations on Highway 401; helping industrial customers reduce fleet costs and GHG emissions; mobile CNG to help seasonal, remote and peaking demands.

#### Geothermal

Introduced a Geothermal Program for residential customers in 2021

#### **Technology Development and Innovation**

Assessing and driving new technologies to commercialization through internal initiatives and external partnerships

#### Summary

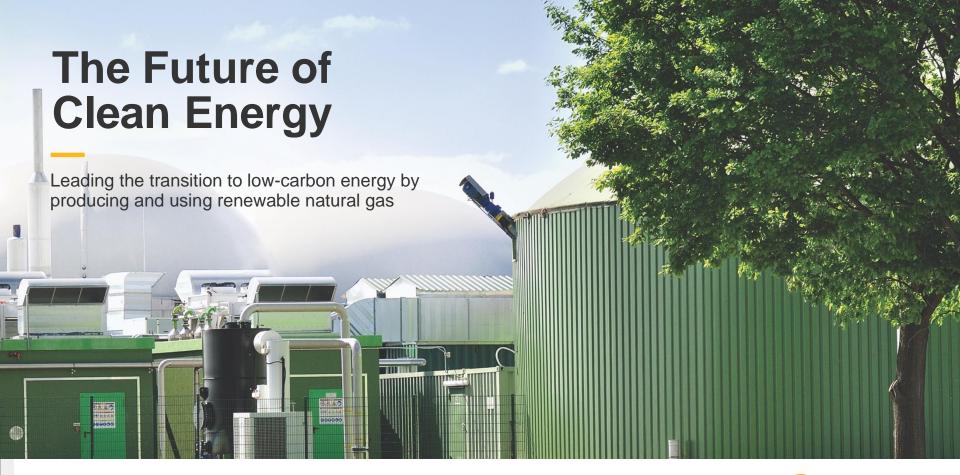


#### **Energy systems are interdependent**

Given our scale, Enbridge is uniquely positioned to play a market facilitation role, bringing new lower carbon solutions to scale in Canada while continuing to meet the demand for safe, reliable and affordable energy.

We are already leading in this space, delivering innovative solutions that engage government, regulators and private industry.



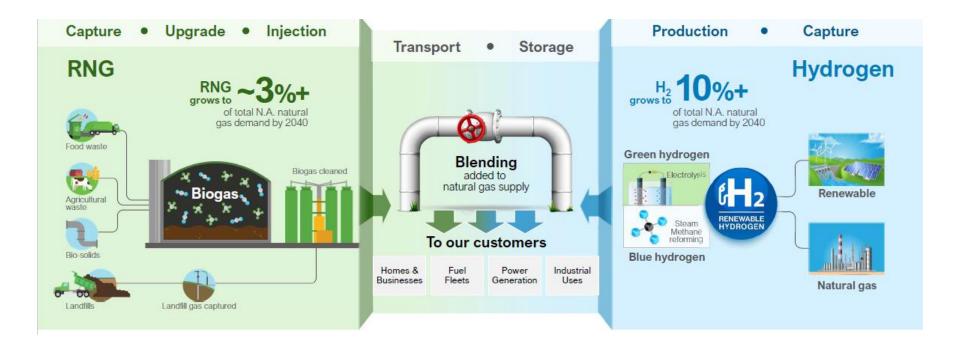






#### Investing into RNG & H2 Value Chain





Building on our existing systems and capabilities to deliver affordable & reliable low-carbon natural gas solutions

#### Building on RNG Capabilities



#### **Expanding Utility Portfolio**



- In franchise development
- Green bin and land fill servicing facilities
- Digestion to injection facilities
- 15-20 projects in development

#### Canada-wide Partnership



- Partnered with Walker Industries & Comcor Technologies
- Existing relationships with ~40 landfills across Canada
- Digestion to injection facilities

#### Significant U.S. Potential



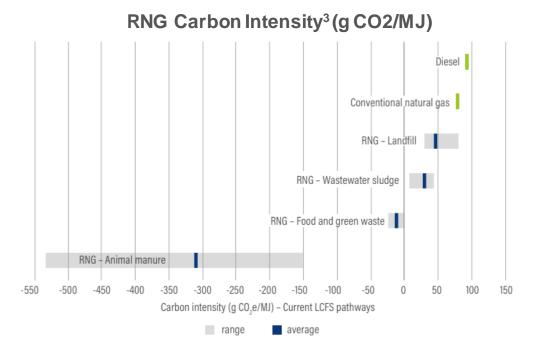
- ~24,000 miles of transmission pipeline
- RNG technology readily applicable
- Digestion to injection facilities

Utilize existing infrastructure to lower emissions and maintain affordable energy supply

#### RNG: Supply Options



- Utility RNG supply in Canada
  - BC: 15% RNG content by 20301
  - Quebec: 10% RNG content by 2030<sup>2</sup>
  - Ontario: Enbridge Gas evaluating
- We recommend:
  - Enbridge Gas' Direct Purchase service
    - You can blend RNG into your mix
  - Source RNG via 3<sup>rd</sup> party energy marketers – growing space



RNG molecule is a 'differentiated commodity', depending on carbon intensity, feedstock types

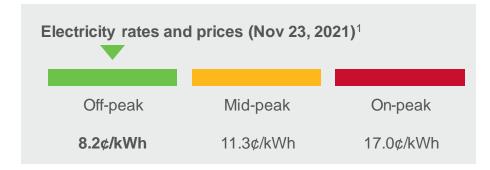
#### **RNG: Cost Considerations**



- Supply Costs
  - Price competitive with electricity
- Avoided Carbon Charge
  - \$50/tCO2e (2022) → \$170/tCO2e (2030)
  - RNG supply avoids federal carbon charges on your utility bill
  - If \$22/GJ on long term contract, this avoided charge can be 12-17% of your RNG supply cost

## Did you know...if RNG costs \$22/GJ to produce/procure:

- This is equivalent to \$0.08/kWh
- Off-peak electricity Ontario is priced at \$0.082/kWh



RNG supply can be a cost-competitive pathway to realize GHG emissions reductions

#### Benefits of RNG





A sustainable energy source



A path to net zero



A cost-effective solution



An effective way to create energy resilience



A circular economy approach

# Enbridge & Hydrogen in The Energy Transition



#### The Vision

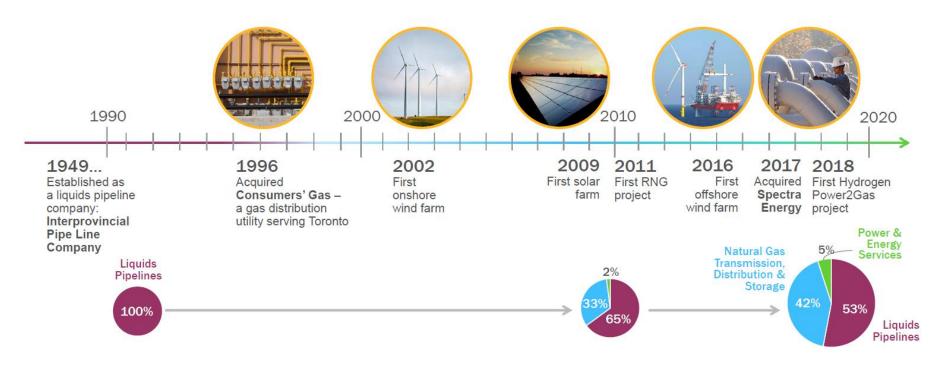




- Continued leadership in the low carbon energy space
- Investigate large scale energy storage
- Connect the natural gas grid to the electrical grid
- Carbon reduction in the natural gas distribution system
- Diversification of energy portfolio

#### History of Investing in Lower Carbon Energy





A long history and commitment to investment into lower carbon energy sources



#### **H<sub>2</sub> Opportunity**

## en Strategy



	2030	2050
% of Delivered Energy	6%	30%
Hydrogen Demand	4 Mt-H <sub>2</sub>	20 Mt-H <sub>2</sub>
GHG Emissions Abated	up to 45 Mt-CO₂e	up to 190 Mt-CO₂e

anada's cold climate results in heating counting for almost 80% of energy use in e home

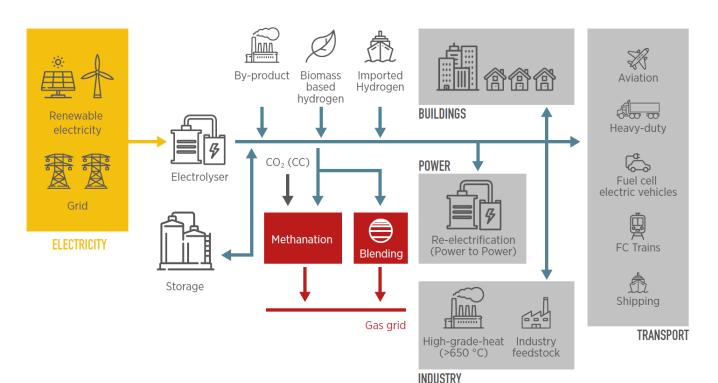
ue to possible technical constraints, yond blending limits of ~20% by volume, dicated hydrogen pipelines start to ecome an attractive alternative.

50% of energy supplied today by natural as is supplied by hydrogen through ending in existing pipelines and new dicated hydrogen pipelines

Source: Canadian Hydrogen Strategy

#### The Huge Potential of Hydrogen





**2019 - Onwards** 

Blending into gas grid, hydrogen for transportation and power generation

2017 - 2018

First NA utility P2G plant constructed and in service, designed for future expansion

2014 - 2016

**Contract with IESO** 

### North America's First Utility-Scale PtG Facility







Source Photo: Enbridge

### Launch of NA's First Utility-Scale PtG Facility



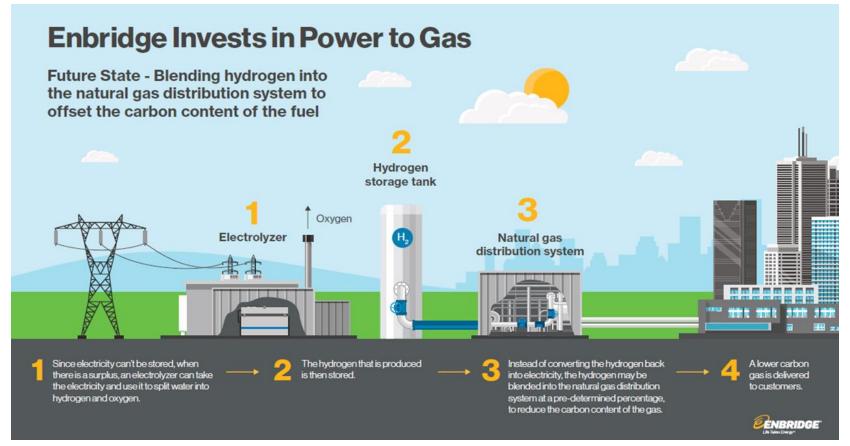




Source Photo: Enbridge

#### The Power-to-Gas Blending Process

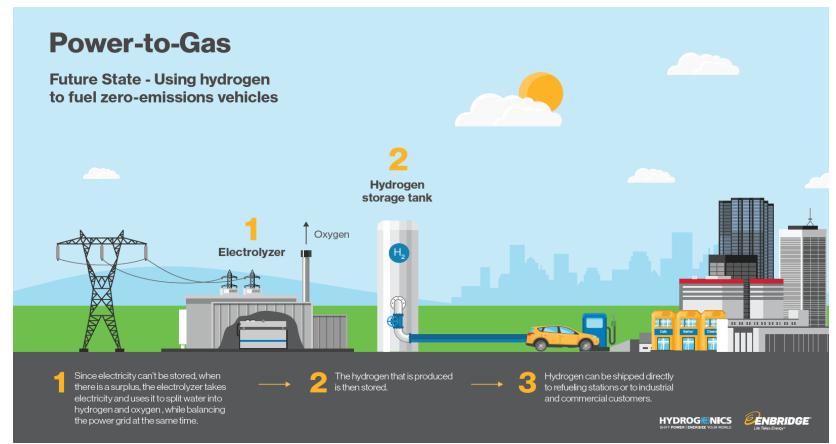




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## Supporting H2 Transportation - Enbridge





#### Hydrogen A Storage System of The Future





- Hydrogen has the biggest potential to offer year long (electrical) energy storage at the TWh scale.
- Apart from NG, this scale of energy storage cannot be achieved by other technologies
- Enbridge currently operates one of the largest energy storage hubs in north America with 290BCF of storage

Source Photo: Enbridge 53

# Carbon Sequestration

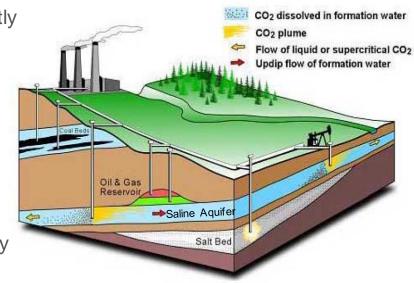


#### Carbon Capture and Sequestration



 Capturing CO2 from large point sources & permanently storing it underground

- Cost of carbon is currently forecasted to exceed the cost of CCS
- Safe, proven technology with Canadian expertise
- Potential "made in Ontario" GHG solution
  - MNRF study suggests significant opportunity
  - Need enabling and supportive legislation changes
- Academic, government and industry support for timely technical and feasibility assessment



Source Photo: Brachu, 2001

# Q&A



# Closing Remarks

