

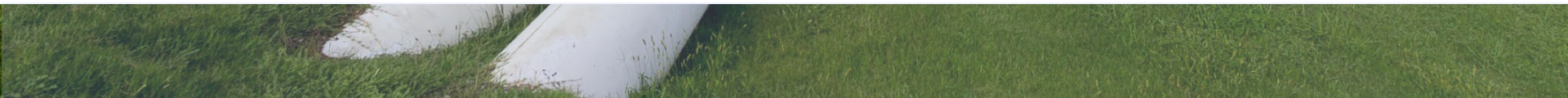


# 4Q23 Earnings Call

February 9, 2024



**PLAINS**



# Forward-Looking Statements & Non-GAAP Financial Measures Disclosure

- This presentation contains forward-looking statements, including, in particular, statements about the performance, plans, strategies and objectives for future operations of Plains All American Pipeline, L.P. (“PAA”) and Plains GP Holdings, L.P. (“PAGP”). These forward-looking statements are based on PAA’s current views with respect to future events, based on what we believe to be reasonable assumptions. PAA and PAGP can give no assurance that future results or outcomes will be achieved. Important factors, some of which may be beyond PAA’s and PAGP’s control, that could cause actual results or outcomes to differ materially from the results or outcomes anticipated in the forward-looking statements are disclosed in PAA’s and PAGP’s respective filings with the Securities and Exchange Commission.
- This presentation also contains non-GAAP financial measures relating to PAA, such as Adjusted EBITDA attributable to PAA, Implied DCF and Adjusted Free Cash Flow measures. A reconciliation of these historical measures to the most directly comparable GAAP measures is available in the Investor Relations section of PAA’s and PAGP’s website at [www.plains.com](http://www.plains.com), select “PAA” or “PAGP,” navigate to the “Financial Information” tab, then click on “Non-GAAP Reconciliations.” PAA does not provide a reconciliation of non-GAAP financial measures to the equivalent GAAP financial measures on a forward-looking basis as it is impractical to forecast certain items that it has defined as “Selected Items Impacting Comparability” without unreasonable effort. Definitions for certain non-GAAP financial measures and other terms used throughout this presentation are included in the appendix.

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# 4Q23 Results & Highlights

Continued execution & focus on Free Cash Flow generation

## 4Q23

**Strong Execution**

**\$737**

4Q23 Adj. EBITDA  
attributable to PAA (\$MM)

**Segment Performance**

**\$563 / \$169**

Crude / NGL Segment Adj. EBITDA (\$MM)

**Railcar Divestiture**

**~\$40MM**

Proceeds from divestiture  
of ~600 crude railcars

## FY 2023

**Exceeded Guidance**

**\$2.711**

2023 Adj. EBITDA  
attributable to PAA (\$Bln)

**Adj. Free Cash Flow**

(ex. changes in Assets & Liabilities)

**\$1.60B**

~12% Yield <sup>(1)</sup>

**Year End '23 Leverage<sup>(2)</sup>**

**3.1x**

Leverage ratio target  
range of 3.25x - 3.75x

## 2024 (G)

**Guidance**

**\$2.625 - \$2.725**

2024(G) Adj. EBITDA  
attributable to PAA (\$Bln)

**Adj. Free Cash Flow**

(ex. changes in Assets & Liabilities)

**\$1.65B**

~13% Yield <sup>(1)</sup>

**Distribution Increase**

**\$0.20/unit**

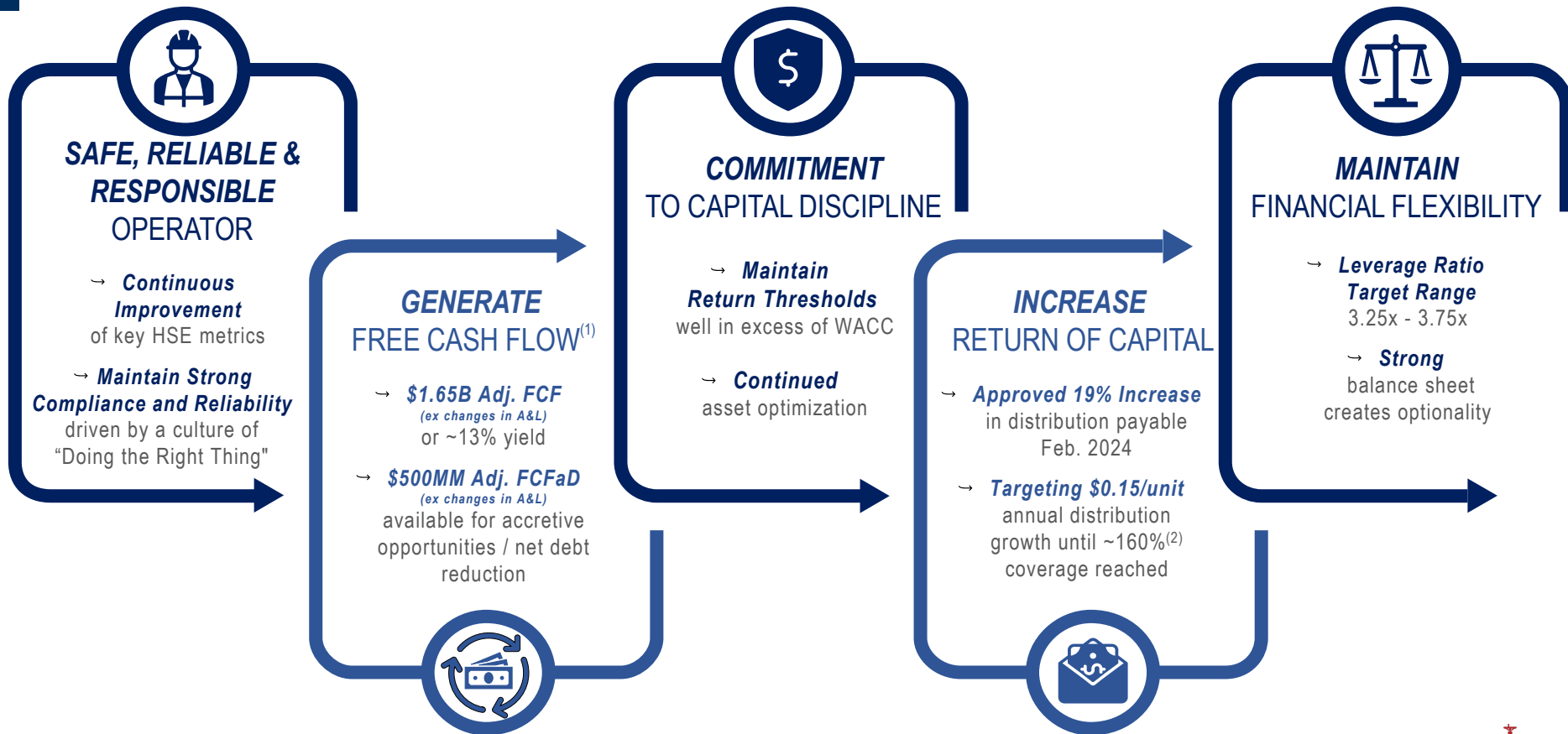
*annualized*  
~19% Increase in Distribution  
Payable February 2024

2024(G): Furnished February 9, 2024. Please visit our [website](#) for a reconciliation of Non-GAAP financial measures.

(1) Yield calculated as Adj. FCF excluding changes in Assets & Liabilities less preferred distributions compared to common unit market cap as of 2/8/24. (2) Includes 50% debt treatment for preferred equity.

# 2024 Key Objectives

Consistent with Plains' long-term strategy



(1) Figures reflective of 2024(G) furnished February 9, 2024. Yield calculated as Adj. FCF excluding Changes in Assets & Liabilities less preferred distributions compared to common unit market cap as of 2/8/24. (2) Common unit distribution coverage.

# 2024 Guidance Highlights

Adj. EBITDA attributable to PAA

**\$2.625 - \$2.725B**

Long-term Leverage Ratio Target Range<sup>(2)</sup>

**3.25x - 3.75x**

Adj. Free Cash Flow  
*excluding changes in Assets & Liabilities*

**\$1.65B**

~13% Yield<sup>(1)</sup>

Investment Capital  
*(Net to PAA)*

**+/- \$375MM**



# Permian Basin Growth Continues

Current activity, demonstrated performance & constructive commodity prices driving growth

## 2024 Forecast Assumptions

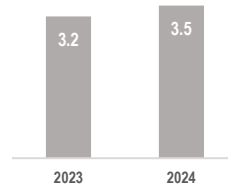


## Permian Basin Production Outlook<sup>(1)</sup>

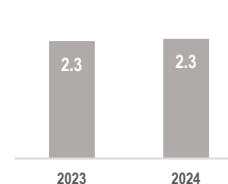
MMb/d



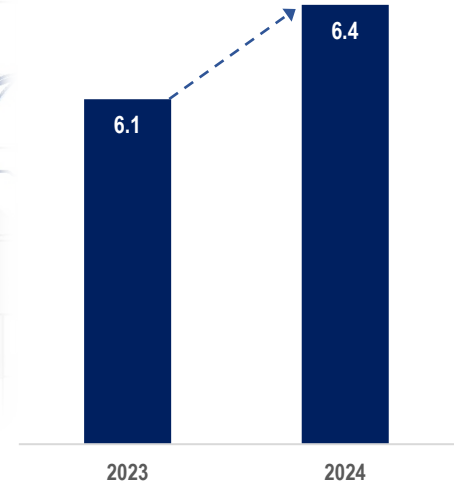
Delaware Basin



Midland Basin



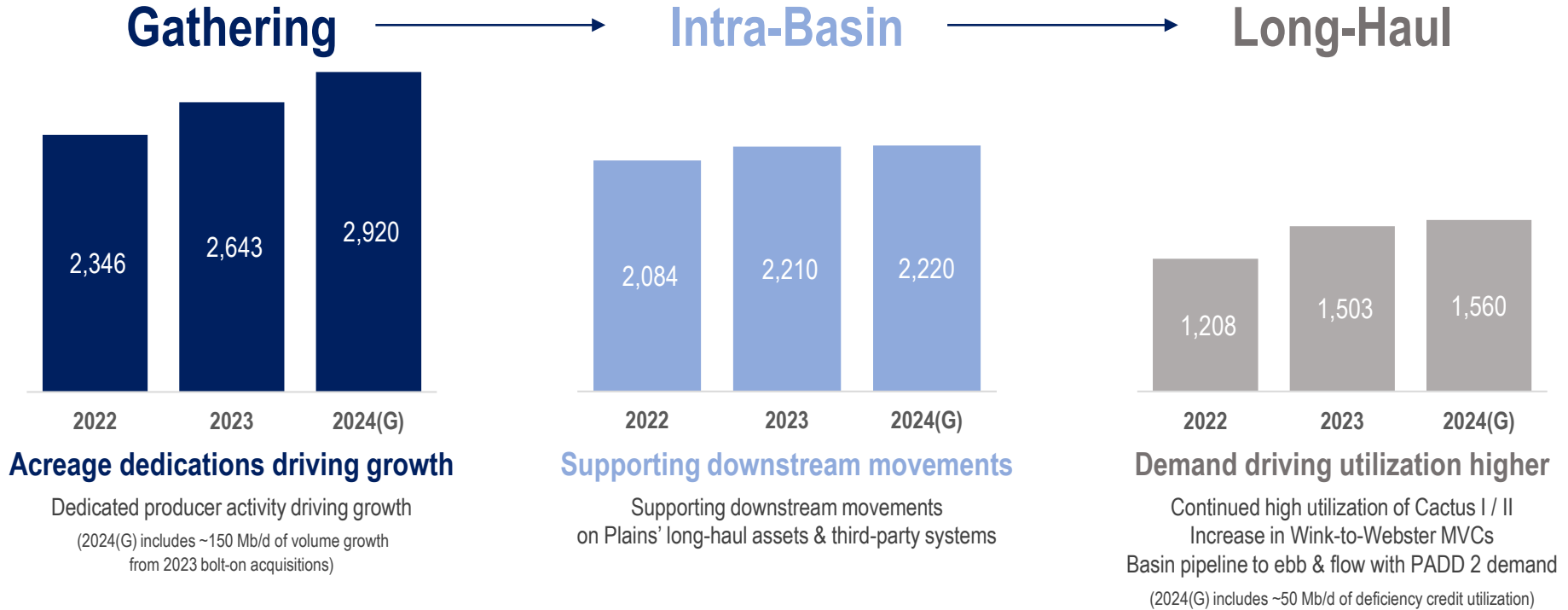
## Permian Basin



(1) Source: PAA Estimates, Enverus. Based on an assumed 2023 exit production level of ~6.1 MMb/d.

# Capturing Permian Growth

Highly integrated system with operating leverage to capture Permian volumes



# 2024(G): Financial & Operational Metrics & Assumptions

Financial (\$MM, except per-unit metrics)	2024(G) <sup>(1)</sup>
<b>Adjusted EBITDA attributable to PAA</b>	<b>\$2,625 - \$2,725</b>
Crude Oil Segment	2,225
NGL Segment	440
Other	10
<b>Distributable Cash Flow available to Common Unitholders</b>	<b>\$1,700</b>
<b>Common Unit Distribution Coverage Ratio</b>	<b>190%</b>
<b>Adj. Free Cash Flow</b> (excluding changes in Assets & Liabilities)	<b>\$1,650</b>
<b>Adj. Free Cash Flow After Distributions</b> (excluding changes in Assets & Liabilities)	<b>\$500</b>

Operational (Mb/d)	Capital		Key Assumptions		
	<u>Crude Oil</u>		<u>Net to PAA</u>	<u>Consolidated</u>	<u>Commodities</u>
<b>Crude Pipeline Volumes</b> <sup>(2)</sup>	<b>8,855</b>	<b>Investment</b>	<b>\$375</b>	<b>\$465</b>	<b>WTI</b> \$75/bbl
Permian	6,700	Crude	235	325	<b>Propane / Butane</b> 42.5% / 47.5% of WTI
Other	2,155	Permian JV	165	255	<b>AECO</b> \$2.90 CAD/GJ
		Other	70	70	
	<b><u>NGL</u></b>	NGL	140	140	<b><u>Operational</u></b>
<b>C3+ Spec Product Sales</b> <sup>(3)</sup>	56	<b>Maintenance</b>	<b>\$230</b>	<b>\$250</b>	<b>Permian Production</b> 200 - 300 Mb/d (exit-to-exit)
<b>Fractionation Volumes</b>	130	<b>Total</b>	<b>\$605</b>	<b>\$715</b>	<b>C3+ Sales Hedged</b> <sup>(4)</sup> +/- 90%

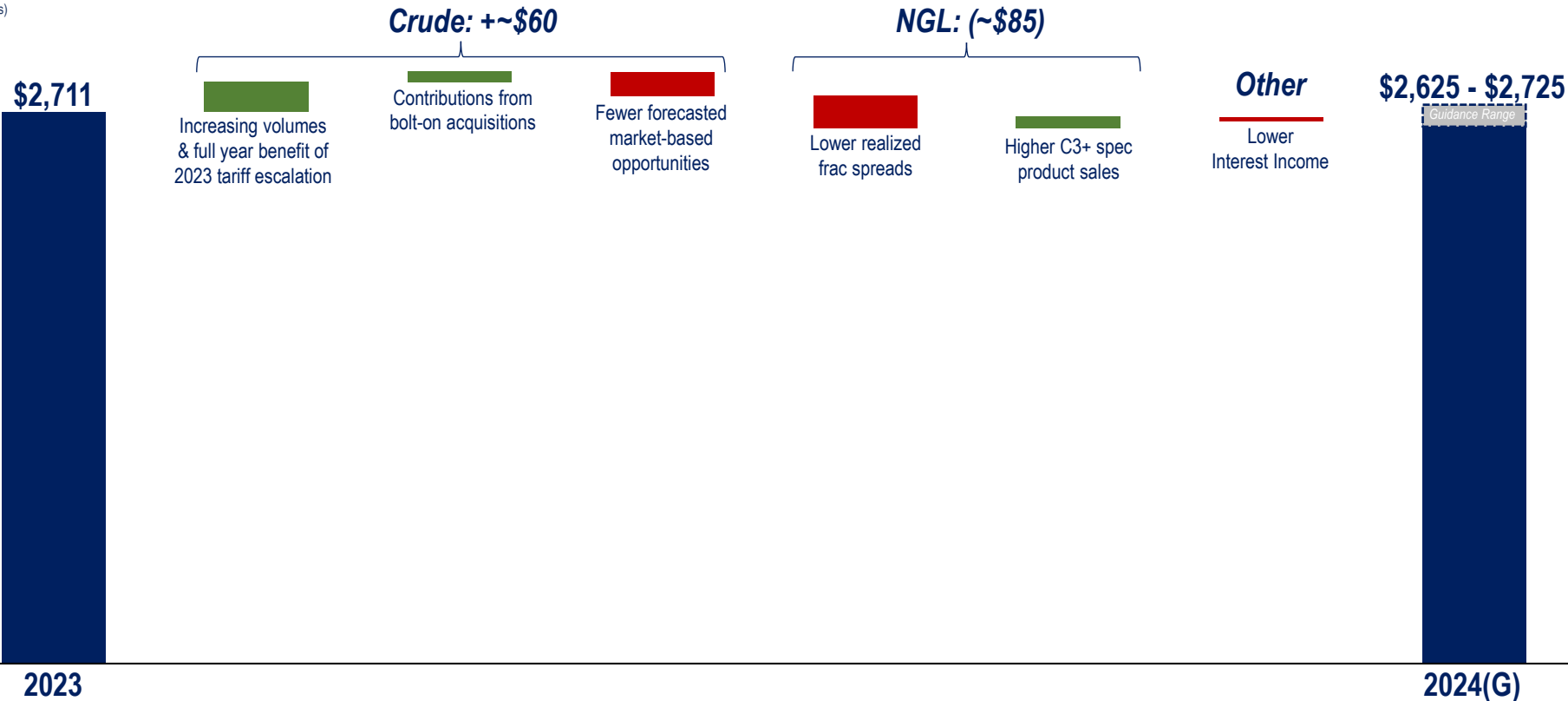
2024(G): Furnished February 9, 2024. Please visit our [website](#) for a reconciliation of Non-GAAP financial measures. (1) Non-rangebound metrics align with midpoint of Adj. EBITDA attributable to PAA; amounts intended to be +/- (2) Permian JV, Cactus II JV & Red River JV volumes on a consolidated (8/8ths) basis. (3) C3+ sales on this slide refers to the sale of spec C3, C4 and C5+ exposed to frac spread. (4) Annual Frac spread volume hedged as a percentage of total C3+ volume produced / forecasted that is exposed to frac spread.



# Key Drivers: 2023 to 2024(G)

Permian growth / bolt-on acquisition contributions broadly offsetting commodity price headwinds

Adj. EBITDA attributable to PAA  
(\$ millions)



# Free Cash Flow Priorities

*Committed to capital discipline, significant return of capital & financial flexibility*

## 2024(G) Capital Allocation

**+/- \$1.65B of Adj. Free Cash Flow**

*(excluding changes in Assets & Liabilities)*



### Adj. FCFaD

Available for accretive opportunities or net debt reduction

### Distributions

Common & Preferred



### Targeting multi-year, sustainable distribution growth

2024: \$0.20/unit annual distribution increase to \$1.27/unit

2024+: targeting ~\$0.15/unit annual distribution growth (until ~160% common unit coverage reached)



### Disciplined capital investments

Self-fund annual routine capital with cash flow



### Balance sheet stability & financial flexibility

Resilient through cycles; create dry powder

# Meaningful Progress on Long-Term Goals & Initiatives

*Plains is well positioned today & going forward*

## Pre-2020

*Midstream 1.0*

Average HSE Performance

Multi-year build out in process

Significant Investment Capital

Negative / Minimal Adj. FCF

Balance Sheet Constrained

Low DCF Coverage

## TODAY<sup>(1)</sup>

*Midstream 3.0*

Improvement in Key HSE Metrics

Significant Operating Leverage

Self-Funding Inv. Capital: +/- \$375MM

Meaningful Adj. FCF<sup>(2)</sup>: \$1.65 Billion

Financial Flexibility: 3.25x – 3.75x

190% DCF Coverage

# Appendix

## *Incremental Updates:*

- Segment Adj. EBITDA Walks
- Financial & Operational Updates



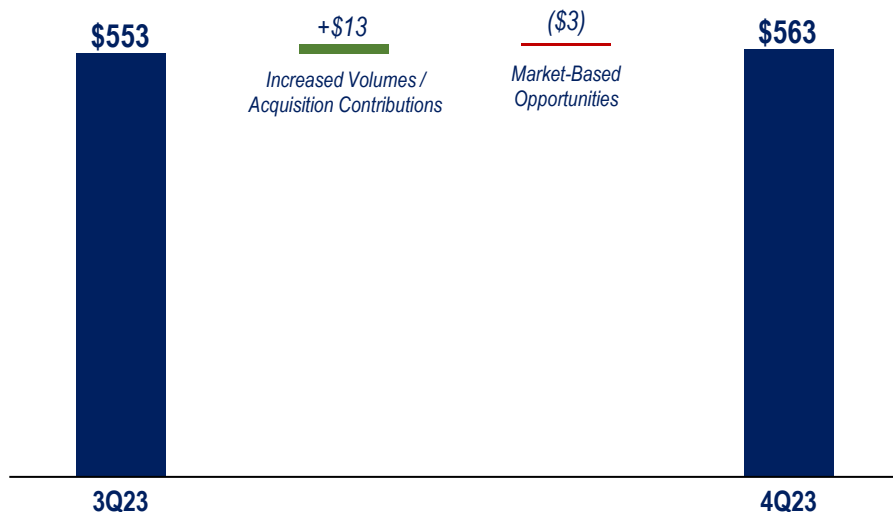
**PLAINS**



# Key Drivers: 3Q23 to 4Q23

(\$ millions)

## Crude Oil Segment Adjusted EBITDA



### ■ Crude Oil Segment

- **Increased Volumes / Acquisitions Contributions:** higher tariff volumes & contributions from acquisitions, partially offset by timing of MVC deficiency payment
- **Market-Based Opportunities:** fewer market-based opportunities

## NGL Segment Adjusted EBITDA



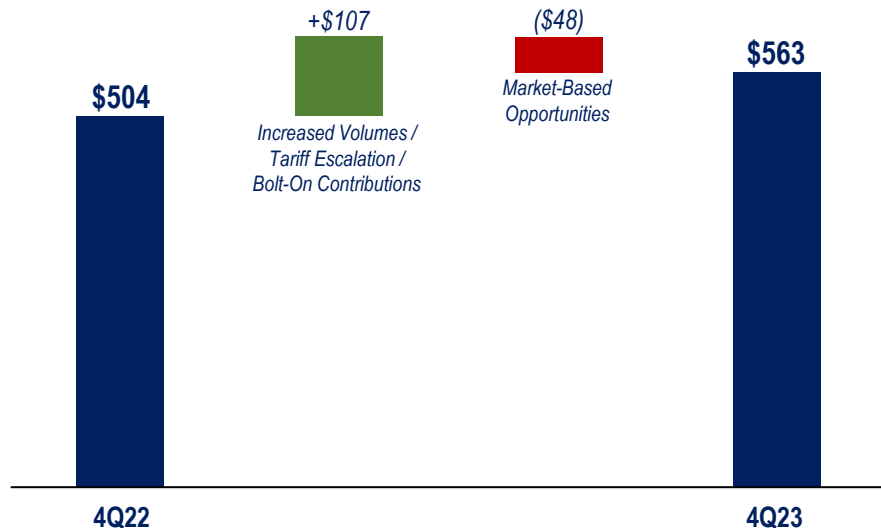
### ■ NGL Segment

- **Sales Volume & Margin:** higher NGL sales volumes and margin related to seasonality & contango storage margin
- **Opex / Other:** lower operating expenses primarily driven by lower Alberta power prices

# Key Drivers: 4Q22 to 4Q23

(\$ millions)

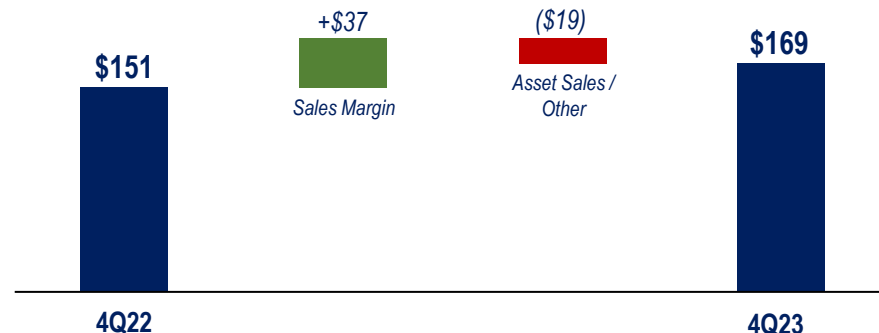
## Crude Oil Segment Adjusted EBITDA



### ■ Crude Oil Segment

- **Increased Volumes / Other:** higher tariff volumes, benefit of tariff escalation, and contributions from acquisitions
- **Market-Based Opportunities:** fewer market-based opportunities

## NGL Segment Adjusted EBITDA



### ■ NGL Segment

- **Sales Margin:** favorable NGL basis and additional market-based opportunities
- **Asset Sales / Other:** KFS disposition and higher operating expenses



# Current Financial Profile

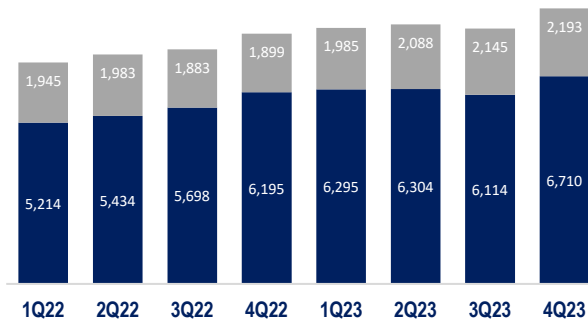
	<u>12/31/22</u>	<u>12/31/23</u>	
<b>Balance Sheet</b>			
Short-Term Debt	\$1,159	\$446	
Long-Term Debt	7,287	7,305	
<b>Total Debt</b>	<b>\$8,446</b>	<b>\$7,751</b>	
Cash & Equivalents <sup>(1)</sup>	378	444	
<b>Net Debt</b>	<b>\$8,068</b>	<b>\$7,307</b>	
Preferred Equity (50% Debt Treatment)	\$1,146	\$1,148	
<b>Total Leverage</b>	<b>\$9,214</b>	<b>\$8,455</b>	
<b>Adj. EBITDA (LTM)<sup>(2)</sup></b>	<b>\$2,510</b>	<b>\$2,711</b>	
<b>Credit Stats &amp; Liquidity</b>			
<b>Leverage Ratio</b>	<b>3.7x</b>	<b>3.1x</b>	<b>3.25x - 3.75x</b>
Committed Liquidity (\$ bln)	\$3.0	\$2.6	
Investment Grade Balance Sheet	S&P / Fitch / Moody's BBB / BBB / Baa3		

# Quarterly Crude Oil Segment Detail: Adj. EBITDA & Volumes



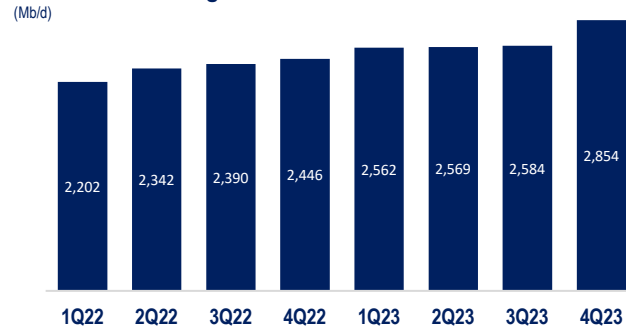
### Pipeline Tariff Volumes (Permian / Other)

(Mb/d)



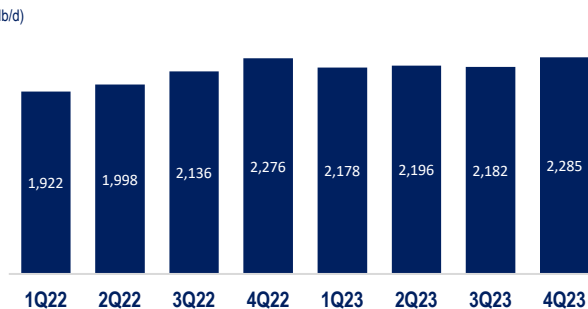
### Permian Gathering Volumes

(Mb/d)



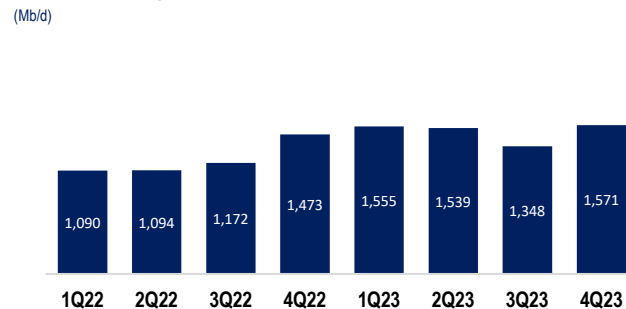
### Permian Intra-Basin Volumes

(Mb/d)



### Permian Long-Haul Volume

(Mb/d)



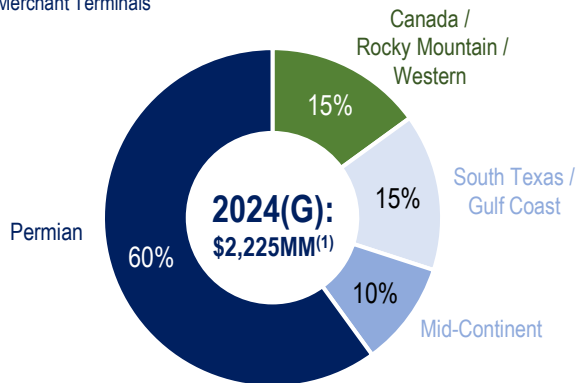
Note: Permian JV, Cactus II JV & Red River JV volumes on a consolidated (8/8ths) basis.

# Crude Oil Segment Detail

Capturing growth via operating leverage & bolt-on acquisitions

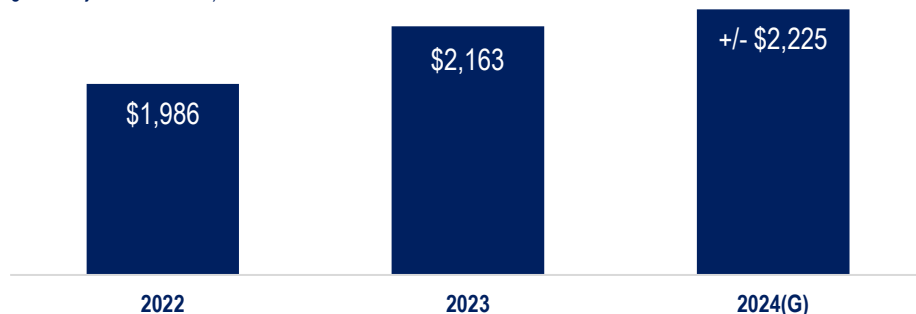
## Regional Breakdown

Includes +/- \$200MM from Merchant Terminals



## Annual

(Segment Adj. EBITDA, \$MM)



Tariff Volumes (Mb/d)	2022	2023	2024(G)
Gathering	2,346	2,643	2,920
Intra-Basin	2,084	2,210	2,220
Long-Haul	1,208	1,503	1,560
<b>Total <sup>(2)</sup></b>	<b>5,638</b>	<b>6,356</b>	<b>6,700</b>
Canada	328	341	340
Rocky Mountain	332	372	380
Western	179	214	275
<b>Total</b>	<b>839</b>	<b>927</b>	<b>995</b>
South Texas / Eagle Ford	357	410	415
Gulf Coast	219	260	245
<b>Total</b>	<b>576</b>	<b>670</b>	<b>660</b>
<b>Mid-Continent <sup>(2)</sup></b>	<b>512</b>	<b>507</b>	<b>500</b>
<b>Total Crude Tariff Volumes</b>	<b>7,565</b>	<b>8,460</b>	<b>8,855</b>

# NGL Segment Detail

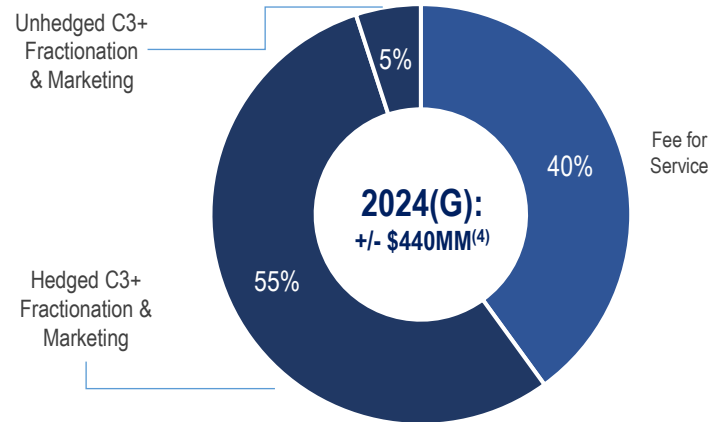
*C3+ Frac Spread substantial hedged for 2024*

## ■ Majority of EBITDA generated by C3+ frac spread benefit

- Purchase AECO natural gas & sell spec products (C3+) on Mont Belvieu pricing<sup>(1)</sup>
- +/- 56 Mb/d of total NGL sales has Frac Spread exposure
- +/- 90% of C3+ sales hedged<sup>(2)</sup>

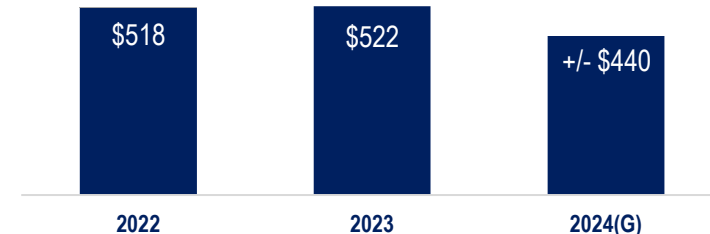
## ■ Fee for Service

- Third-party throughput<sup>(3)</sup>: fractionate, store, and transport (~45 Mb/d not included in reported NGL sales)
- Net purchased volume (purity and Y-grade): transport, fractionate, store & sell (~45 Mb/d)



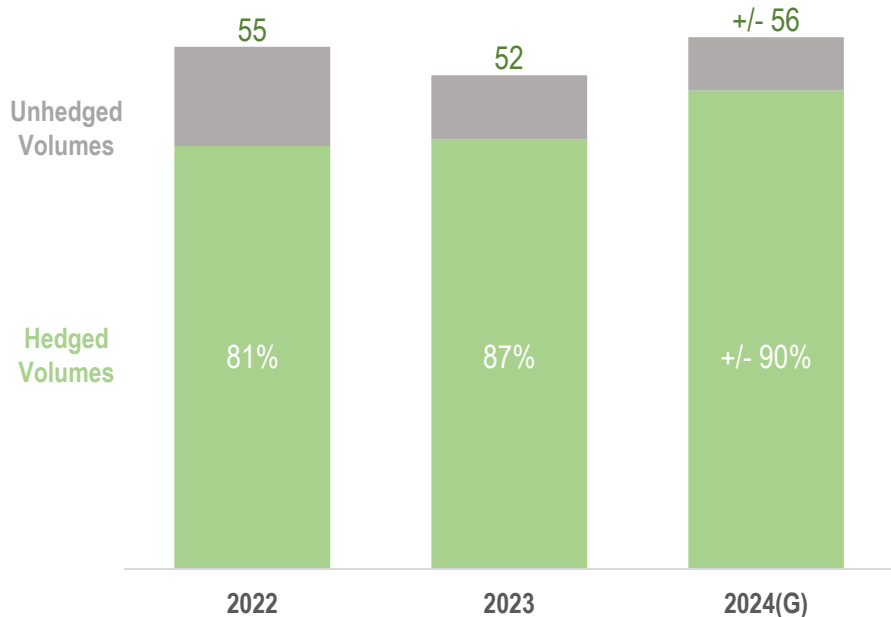
## Annual

(Segment Adj. EBITDA, \$MM)



# NGL Segment Frac Spread & Hedging Profile

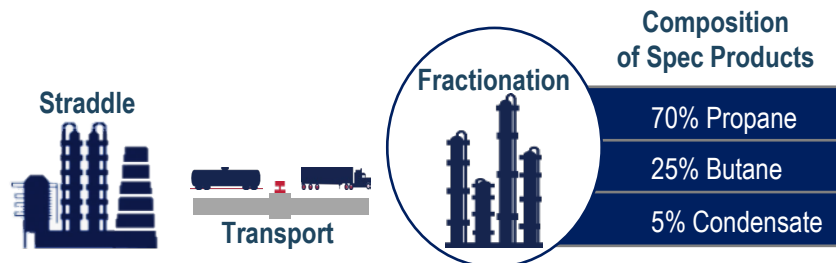
## C3+ Spec Product Sales<sup>(1)</sup> (Mb/d)



## Hedging Profile: 2022 – 2024(G)

(table data reflects full-year averages)

	2022	2023	2024(G)
<b>NGL Segment</b>			
C3+ Spec Product Sales <sup>(1)</sup> (Mb/d)	55	52	+/- 56
% of C3+ Sales Hedged <sup>(2)</sup>	81%	87%	+/- 90%



# Quarterly NGL Segment Detail: Adj. EBITDA & Volumes

## Quarterly

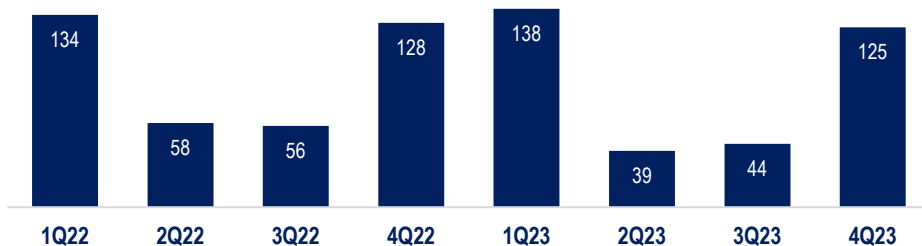
(Segment Adj. EBITDA, \$MM)

Seasonally Stronger sales / earnings in winter months (Q1 & Q4)



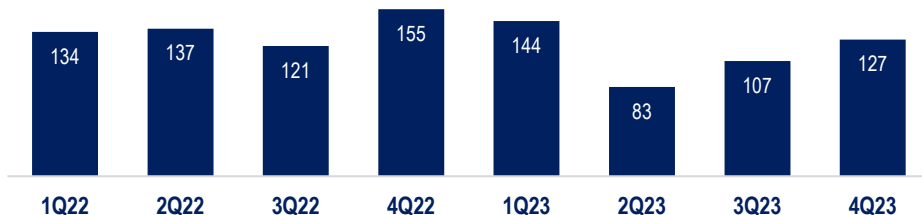
## Propane & Butane Sales Volumes<sup>(1)</sup>

(Mb/d)



## Fractionation Volumes

(Mb/d)



(1) During 4Q22, we modified NGL sales volumes reported to include only propane and butane. Presented periods have been recast.



# Adjusted Free Cash Flow: Historical Detail

GAAP CFFO to Non-GAAP Adj. FCF Measures

## PAA Historical Adjusted Free Cash Flow

	2021	2022	1Q23	2Q23	3Q23	4Q23	2023
Net Cash Provided by Op. Activities (GAAP)	\$ 1,996	\$ 2,408	\$ 743	\$ 888	\$ 85	\$ 1,011	\$ 2,727
Net Cash Provided by / (Used in) Investing Activities	386	(526)	158	(165)	(438)	(257)	\$ (702)
Cash Contributions from Noncontrolling Interests	1	26	-	-	53	53	\$ 106
Cash Distributions Paid to Noncontrolling Interests <sup>(1)</sup>	(14)	(298)	(78)	(73)	(86)	(97)	\$ (333)
<b>Adjusted Free Cash Flow (non-GAAP)</b>	<b>\$ 2,369</b>	<b>\$ 1,610</b>	<b>\$ 823</b>	<b>\$ 650</b>	<b>\$ (386)</b>	<b>\$ 710</b>	<b>\$ 1,798</b>
Cash Distributions <sup>(2)</sup>	(715)	(782)	(242)	(246)	(250)	(252)	(989)
<b>Adjusted FCF after Distributions (non-GAAP)</b>	<b>\$ 1,654</b>	<b>\$ 828</b>	<b>\$ 581</b>	<b>\$ 404</b>	<b>\$ (636)</b>	<b>\$ 458</b>	<b>\$ 809</b>
Adjusted Free Cash Flow	\$ 2,369	\$ 1,610	\$ 823	\$ 650	\$ (386)	\$ 710	\$ 1,798
Less: Changes in assets and liabilities, net of acquisitions	227	191	(198)	(131)	443	(308)	(194)
<b>Adjusted Free Cash Flow (excluding changes in Assets &amp; Liabilities )</b>	<b>\$ 2,596</b>	<b>\$ 1,801</b>	<b>\$ 625</b>	<b>\$ 519</b>	<b>\$ 57</b>	<b>\$ 402</b>	<b>\$ 1,604</b>
Cash Distributions <sup>(2)</sup>	(715)	(782)	(242)	(246)	(250)	(252)	(989)
<b>Adjusted Free Cash Cash Flow after Distributions (excluding changes in Assets &amp; Liabilities)</b>	<b>\$ 1,881</b>	<b>\$ 1,019</b>	<b>\$ 383</b>	<b>\$ 273</b>	<b>\$ (193)</b>	<b>\$ 150</b>	<b>\$ 615</b>

# Condensed Consolidating Balance Sheet of Plains GP Holdings (PAGP)

	December 31, 2023			December 31, 2022		
	PAA	Consolidating Adjustments <sup>(1)</sup>	PAGP	PAA	Consolidating Adjustments <sup>(1)</sup>	PAGP
<b>ASSETS</b>						
Current assets	\$ 4,913	\$ 3	\$ 4,916	\$ 5,355	\$ 3	\$ 5,358
Property and equipment, net	15,782	—	15,782	15,250	3	15,253
Investments in unconsolidated entities	2,820	—	2,820	3,084	—	3,084
Intangible assets, net	1,875	—	1,875	2,145	—	2,145
Deferred tax asset	—	1,239	1,239	—	1,309	1,309
Linefill	976	—	976	961	—	961
Long-term operating lease right-of-use assets, net	313	—	313	349	—	349
Long-term inventory	265	—	265	284	—	284
Other long-term assets, net	411	—	411	464	—	464
Total assets	<u>\$ 27,355</u>	<u>\$ 1,242</u>	<u>\$ 28,597</u>	<u>\$ 27,892</u>	<u>\$ 1,315</u>	<u>\$ 29,207</u>
<b>LIABILITIES AND PARTNERS' CAPITAL</b>						
Current liabilities	\$ 5,003	\$ 2	\$ 5,005	\$ 5,891	\$ 2	\$ 5,893
Senior notes, net	7,242	—	7,242	7,237	—	7,237
Other long-term debt, net	63	—	63	50	—	50
Long-term operating lease liabilities	274	—	274	308	—	308
Other long-term liabilities and deferred credits	1,041	—	1,041	1,081	—	1,081
Total liabilities	<u>13,623</u>	<u>2</u>	<u>13,625</u>	<u>14,567</u>	<u>2</u>	<u>14,569</u>
Partners' capital excluding noncontrolling interests	10,422	(8,874)	1,548	10,057	(8,533)	1,524
Noncontrolling interests	3,310	10,114	13,424	3,268	9,846	13,114
Total partners' capital	<u>13,732</u>	<u>1,240</u>	<u>14,972</u>	<u>13,325</u>	<u>1,313</u>	<u>14,638</u>
Total liabilities and partners' capital	<u>\$ 27,355</u>	<u>\$ 1,242</u>	<u>\$ 28,597</u>	<u>\$ 27,892</u>	<u>\$ 1,315</u>	<u>\$ 29,207</u>

<sup>(1)</sup> Represents the aggregate consolidating adjustments necessary to produce consolidated financial statements for PAGP.

# Definitions

- **Adjusted EBITDA:** adjusted earnings before interest, income tax (expense)/benefit, depreciation and amortization (Consolidated)
  - Attributable to PAA where noted; Segment Adjusted EBITDA by definition is attributable to PAA
- **Implied Distributable Cash Flow (DCF) Per Common Unit & Common Unit Equivalent (CUE):** Adjusted EBITDA (Consolidated) less interest expense net of certain non-cash items, maintenance capital, current income tax expense, investment capital of noncontrolling interests, distributions from unconsolidated entities in excess of/(less than) adjusted equity earnings, distributions to noncontrolling interests and preferred unit distributions paid adjusted for Series A preferred unit cash distributions paid, divided by the weighted average common units and common unit equivalents outstanding for the period
- **Cash Flow from Operations (CFFO):** Net Cash Provided by Operating Activities (GAAP)
- **Adjusted Free Cash Flow (Adj. FCF):** CFFO, less net cash used in investing activities, further impacted by distributions to, contributions from and proceeds from the sale of noncontrolling interests
- **Adjusted Free Cash Flow after Distributions (Adj. FCFaD):** Adj. FCF further reduced by cash distributions paid to preferred and common unitholders
- **Adjusted Free Cash Flow (Excluding Changes in Assets & Liabilities):** Adj. FCF excluding the impact of changes in Assets & Liabilities, net of acquisitions
- **Adjusted Free Cash Flow after Distributions (Excluding Changes in Assets & Liabilities):** Adj. FCF excluding changes in Assets & Liabilities further reduced by cash distributions paid to our preferred and common unitholders
- **CFFO, Adj. FCF & Adj. FCFaD** estimates do not factor in material, unforeseen changes in short-term working capital (i.e., hedged inventory storage activities / volume / price / margin)
- **Leverage Ratio:** Total Debt plus 50% of PAA Preferred Securities less cash divided by last twelve months Adj. EBITDA attributable to PAA
- **Pipeline Volumes:** Pipeline volumes associated with the Permian JV, Cactus II JV & Red River JV are presented on a consolidated (8/8ths) basis; all other volumes are presented net to our interest



# 4Q23 Earnings Call

February 9, 2024



**PLAINS**

