# **ONEOK Partners Announces Higher First-Quarter 2014 Results;** Reaffirms 2014 Financial Guidance

May 6, 2014

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## ONEOK Partners, L.P. and Subsidiaries CONSOLIDATED STATEMENTS OF INCOME

Three Months Ended March 31,

		March 31,		
(Unaudited)		2014	2013	
	(Thousands of dollars, except			
		per unit amour		
Revenues				
Commodity sales	\$	2,806,729 \$	2,198,794	
Services		355,574	318,653	
Total revenues		3,162,303	2,517,447	
Cost of sales and fuel		2,652,669	2,146,848	
Net margin		509,634	370,599	
Operating expenses				
Operations and maintenance		130,518	121,289	
Depreciation and amortization		66,735	54,678	
General taxes		19,665	16,975	
Total operating expenses		216,918	192,942	
Gain (loss) on sale of assets		15	41	
Operating income		292,731	177,698	
Equity earnings from investments		33,659	25,855	
Allowance for equity funds used during construction		10,971	9,087	
Other income		1,333	3,705	
Other expense		(769)	(1,481)	
Interest expense (net of capitalized interest of \$15,768 and \$12,605, respectively)		(68,276)	(55,872)	
Income before income taxes		269,649	158,992	
Income taxes		(4,181)	(2,307)	
Net income		265,468	156,685	
Less: Net income attributable to noncontrolling interests		76	86	
Net income attributable to ONEOK Partners, L.P.	\$	265,392 \$	156,599	
Limited partners' interest in net income:				
Net income attributable to ONEOK Partners, L.P.	\$	265,392 \$	156,599	
General partner's interest in net income	Ψ	(77,232)	(64,708)	
Limited partners' interest in net income	\$	188,160 \$	91,891	
Limited partners' net income per unit, basic and diluted	\$	0.81 \$	0.42	
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### ONEOK Partners, L.P. and Subsidiaries CONSOLIDATED BALANCE SHEETS

(Unaudited)		March 31, 2014	December 31, 2013
Assets		(Thousands of dollars)	
Current assets	ф	115 206 d	124.520
Cash and cash equivalents Accounts receivable, net	\$	115,386 \$	·
Affiliate receivables		869,255 23,561	1,103,130 9,185
Natural Gas and natural gas liquids in storage		,	188,286
Commodity imbalances		231,237	*
Other current assets		82,979 80,246	80,481 67,491
Total current assets		1,402,664	1,583,103
Property, plant and equipment			
Property, plant and equipment		11 006 402	10.755.049
Accumulated depreciation and amortization		11,096,402	10,755,048
-		1,713,503	1,652,648
Net property, plant and equipment		9,382,899	9,102,400
Investments and other assets		4 440 074	4 220 020
Investments in unconsolidated affiliates		1,229,054	1,229,838
Goodwill and intangible assets Other assets		829,238	832,180
- 1.1.1.1 H. 1.1.1.1		95,665	115,087
Total investments and other assets		2,153,957	2,177,105
Total assets	\$	12,939,520 \$	12,862,608
Liabilities and equity			
Current liabilities			
Current maturities of long-term debt	\$	7,650 \$	7,650
Notes payable		125,000	_
Accounts payable		1,140,355	1,255,411
Affiliate payables		53,124	47,458
Commodity imbalances		216,750	213,577
Accrued interest		88,042	92,711
Other current liabilities		85,547	89,211
Total current liabilities		1,716,468	1,706,018
Long-term debt, excluding current maturities		6,043,240	6,044,867
Deferred credits and other liabilities		129,085	113,027
Commitments and contingencies			
Equity			
ONEOK Partners, L.P. partners' equity:			
General partner		175,673	170,561
Common units: 160,076,263 and 159,007,854 units issued and outstanding at			
March 31, 2014, and December 31, 2013, respectively		3,528,307	3,459,920
Class B units: 72,988,252 units issued and outstanding at			
March 31, 2014, and December 31, 2013, respectively		1,428,419	1,422,516
Accumulated other comprehensive loss		(86,284)	(58,837)
Total ONEOK Partners, L.P. partners' equity		5,046,115	4,994,160
Noncontrolling interests in consolidated subsidiaries		4,612	4,536
Total equity		5,050,727	4,998,696
Total liabilities and equity	\$	12,939,520 \$	12,862,608

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### ONEOK Partners, L.P. and Subsidiaries CONSOLIDATED STATEMENTS OF CASH FLOWS

CONSOLIDATED STATEMENTS OF CASH FLOWS		Three Months Ended March 31,	
(Unaudited)		2014	2013
		(Thousands of a	lollars)
Operating activities			
Net income	\$	265,468 \$	156,685
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization		66,735	54,678
Allowance for equity funds used during construction		(10,971)	(9,087)
Gain on sale of assets		(15)	(41)
Deferred income taxes		2,376	1,502
Equity earnings from investments		(33,659)	(25,855)
Distributions received from unconsolidated affiliates		30,345	23,495
Changes in assets and liabilities:			
Accounts receivable		237,752	139,043
Affiliate receivables		(14,376)	(5,860)
Natural gas and natural gas liquids in storage		(42,951)	7,003
Accounts payable		(16,525)	(62,293)
Affiliate payables		5,666	(30,372)
Commodity imbalances, net		675	(56,557)
Accrued interest		(4,669)	10,747
Other assets and liabilities, net		(26,695)	(21,651)
Cash provided by operating activities		459,156	181,437
Investing activities			
Capital expenditures (less allowance for equity funds used during construction)		(403,001)	(443,464)
Acquisition		(14,000)	(1.5,10.7
Contributions to unconsolidated affiliates		(627)	(3,036)
Distributions received from unconsolidated affiliates		4,725	6,698
Proceeds from sale of assets		93	47
Cash used in investing activities		(412,810)	(439,755)
Financing activities			
Cash distributions:			
General and limited partners		(242,496)	(220,924)
Noncontrolling interests		_	(147)
Borrowing of notes payable, net		125,000	_
Repayment of long-term debt		(1,913)	(1,913)
Issuance of common units, net of issuance costs		52,839	12,819
Contribution from general partner		1,080	332
Cash used in financing activities		(65,490)	(209,833)
Change in cash and cash equivalents		(19,144)	(468,151)
Cash and cash equivalents at beginning of period		134,530	537,074
Cash and cash equivalents at end of period	\$	115,386 \$	68,923

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INFORMATION AT A GLANCE

**Three Months Ended** March 31. 2014 2013 (Unaudited) (Millions of dollars, except as noted) **Natural Gas Gathering and Processing** \$ 153.6 \$ 109.3 Net margin \$ Operating costs 64.9 \$ 51.7 Depreciation and amortization \$ 28.8 \$ 23.9 Operating income \$ 59.9 \$ 33.7 Equity earnings from investments \$ 5.5 \$ 6.3 Natural gas gathered (BBtu/d) (a) 1,499 1,215 Natural gas processed (BBtu/d) (a) (b) 1,268 989 NGL sales (MBbl/d) (a) 72 90 Residue natural gas sales (BBtu/d) (a) 567 436 Realized composite NGL net sales price (\$/gallon) (a) (c) 1.05 \$ 0.85 Realized condensate net sales price (\$/Bbl) (a) (c) \$ 76.07 \$ 88.28 Realized residue natural gas net sales price (\$/MMBtu) (a) (c) \$ \$ 3.57 3.60 \$ Average fee rate (\$/MMBtu) (a) 0.38 \$ 0.36 Capital expenditures - growth \$ \$ 159.0 113.1 Capital expenditures - maintenance \$ 9.8 \$ 4.9 (a) - Includes volumes for consolidated entities only. (b) - Includes volumes at company-owned and third-party facilities. (c) - Presented net of the impact of hedging activities on ONEOK Partners' equity volumes. **Natural Gas Liquids** 269.0 \$ Net margin \$ 186.6 Operating costs \$ 65.1 \$ 59.8 Depreciation and amortization \$ 27.1 \$ 19.7 Operating income \$ 176.8 \$ 107.1 Equity earnings from investments 4.8 \$ 3.1 563 578 NGL sales (MBbl/d) 475 498 NGLs transported-gathering lines (MBbl/d) (b) NGLs fractionated (MBbl/d) (a) 472 512 NGLs transported-distribution lines (MBbl/d) (b) 430 394 Average Conway-to-Mont Belvieu OPIS price differential ethane in ethane/propane mix (\$/gallon) \$ 0.12 \$ 0.01 Capital expenditures - growth \$ \$ 261.0 269.3 \$ \$ Capital expenditures - maintenance 12.1 4.9 (a) - Includes volumes at company-owned and third-party facilities. (b) - Includes volumes for consolidated entities only. **Natural Gas Pipelines** Net margin 93.5 \$ 74.1 Operating costs \$ 27.5 \$ 27.2 \$ Depreciation and amortization 10.8 \$ 11.0 \$ Operating income 55.1 \$ 35.9 Equity earnings from investments \$ 23.4 \$ 16.4 Natural gas transportation capacity contracted (MDth/d) (a) 5,866 5,670 Transportation capacity subscribed (a) 93 % 93 % Average natural gas price \$ Mid-Continent region (\$/MMBtu) (a) \$ 5.60 3.42 \$ \$ Capital expenditures - growth 2.1 0.5 \$ \$ Capital expenditures - maintenance 4.5 4.8 (a) - Includes volumes for consolidated entities only.

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#### ONEOK Partners, L.P. and Subsidiaries RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

Three Months Ended March 31,

		March 31,			
(Unaudited)		2014	2013		
	(7	(Thousands of dollars, except			
		per unit amo	ounts)		
Reconciliation of Net Income to Adjusted EBITDA and Di	stributable (	Cash Flow			
Net income	\$	265,468 \$	156,685		
Interest expense		68,276	55,872		
Depreciation and amortization		66,735	54,678		
Income taxes		4,181	2,307		
Allowance for equity funds used during construction		(10,971)	(9,087)		
Adjusted EBITDA		393,689	260,455		
Interest expense		(68,276)	(55,872)		
Maintenance capital		(26,852)	(14,711)		
Equity earnings from investments		(33,659)	(25,855)		
Distributions received from unconsolidated affiliates		35,070	30,193		
Other		(1,820)	(994)		
Distributable cash flow	\$	298,152 \$	193,216		
Distributions to general partner		(76,922)	(66,045)		
Distributable cash flow to limited partners	\$	221,230 \$	127,171		
Distributions declared per limited partner unit	\$	0.745 \$	0.715		
Coverage ratio		1.28	0.81		
Number of units used in computation (thousands)		232,131	219,816		