

ONEOK Announces Higher Fourth-quarter and Full-year 2017 Operating Income and Adjusted EBITDA

Feb. 26, 2018

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ONEOK, Inc. and Subsidiaries

CONSOLIDATED STATEMENTS OF INCOME

(Unaudited)	Three Months Ended December 31,		Years Ended December 31,	
	2017	2016	2017	2016
(Thousands of dollars, except per share amounts)				
Revenues				
Commodity sales	\$ 3,162,392	\$ 2,101,150	\$ 9,862,652	\$ 6,858,456
Services	629,766	553,311	2,311,255	2,062,478
Total revenues	3,792,158	2,654,461	12,173,907	8,920,934
Cost of sales and fuel (exclusive of items shown separately below)	3,073,764	2,021,470	9,538,045	6,496,124
Operations and maintenance	194,511	179,859	735,190	668,335
Depreciation and amortization	103,769	99,310	406,335	391,585
Impairment of long-lived assets	—	—	15,970	—
General taxes	22,298	24,320	98,396	88,849
Gain on sale of assets	(20)	(98)	(924)	(9,635)
Operating income	397,836	329,600	1,380,895	1,285,676
Equity in net earnings from investments	40,293	39,249	159,278	139,690
Impairment of equity investments	—	—	(4,270)	—
Allowance for equity funds used during construction	32	1	107	209
Other income	3,715	183	15,385	6,091
Other expense	(1,505)	(5,214)	(24,936)	(4,059)
Interest expense (net of capitalized interest of \$1,256, \$1,326, \$5,510 and \$10,591, respectively)	(124,190)	(114,188)	(485,658)	(469,651)
Income before income taxes	316,181	249,631	1,040,801	957,956
Income taxes	(251,369)	(54,870)	(447,282)	(212,406)
Income from continuing operations	64,812	194,761	593,519	745,550
Income (loss) from discontinued operations, net of tax	—	(296)	—	(2,051)
Net income	64,812	194,465	593,519	743,499
Less: Net income attributable to noncontrolling interests	1,767	103,960	205,678	391,460
Net income attributable to ONEOK	63,045	90,505	387,841	352,039
Less: Preferred stock dividends	274	—	767	—
Net income available to common shareholders	\$ 62,771	\$ 90,505	\$ 387,074	\$ 352,039
Amounts available to common shareholders:				
Income from continuing operations	\$ 62,771	\$ 90,801	\$ 387,074	\$ 354,090
Income (loss) from discontinued operations	—	(296)	—	(2,051)
Net income	\$ 62,771	\$ 90,505	\$ 387,074	\$ 352,039
Basic earnings per common share:				
Income from continuing operations	\$ 0.16	\$ 0.43	\$ 1.30	\$ 1.68
Income (loss) from discontinued operations	—	—	—	(0.01)
Net income	\$ 0.16	\$ 0.43	\$ 1.30	\$ 1.67
Diluted earnings per common share:				
Income from continuing operations	\$ 0.16	\$ 0.43	\$ 1.29	\$ 1.67
Income (loss) from discontinued operations	—	—	—	(0.01)
Net income	\$ 0.16	\$ 0.43	\$ 1.29	\$ 1.66
Average shares (thousands)				
Basic	385,586	211,398	297,477	211,128
Diluted	388,071	213,157	299,780	212,383
Dividends declared per share of common stock	\$ 0.745	\$ 0.615	\$ 2.72	\$ 2.46

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**ONEOK, Inc. and Subsidiaries
CONSOLIDATED BALANCE SHEETS**

<i>(Unaudited)</i>	December 31, 2017	December 31, 2016
Assets	<i>(Thousands of dollars)</i>	
Current assets		
Cash and cash equivalents	\$ 37,193	\$ 248,875
Accounts receivable, net	1,202,951	872,430
Materials and supplies	90,301	60,912
Natural gas and natural gas liquids in storage	342,293	140,034
Commodity imbalances	38,712	60,896
Other current assets	53,008	45,986
Assets of discontinued operations	—	551
Total current assets	1,764,458	1,429,684
Property, plant and equipment		
Property, plant and equipment	15,559,667	15,078,497
Accumulated depreciation and amortization	2,861,541	2,507,094
Net property, plant and equipment	12,698,126	12,571,403
Investments and other assets		
Investments in unconsolidated affiliates	1,003,156	958,807
Goodwill and intangible assets	993,460	1,005,359
Deferred income taxes	205,907	—
Other assets	180,830	162,998
Assets of discontinued operations	—	10,500
Total investments and other assets	2,383,353	2,137,664
Total assets	\$ 16,845,937	\$ 16,138,751

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**ONEOK, Inc. and Subsidiaries
CONSOLIDATED BALANCE SHEETS
(Continued)**

<i>(Unaudited)</i>	December 31, 2017	December 31, 2016
	<i>(Thousands of dollars)</i>	
Liabilities and equity		
Current liabilities		
Current maturities of long-term debt	\$ 432,650	\$ 410,650
Short-term borrowings	614,673	1,110,277
Accounts payable	1,140,571	874,731
Commodity imbalances	164,161	142,646
Accrued interest	135,309	112,514
Other current liabilities	179,971	166,042
Liabilities of discontinued operations	—	19,841
Total current liabilities	2,667,335	2,836,701
Long-term debt, excluding current maturities	8,091,629	7,919,996
Deferred credits and other liabilities		
Deferred income taxes	52,697	1,623,822
Other deferred credits	348,924	321,846
Liabilities of discontinued operations	—	7,471
Total deferred credits and other liabilities	401,621	1,953,139
Commitments and contingencies		
Equity		
ONEOK shareholders' equity:		
Preferred stock, \$0.01 par value: issued 20,000 shares at December 31, 2017, and no shares at December 31, 2016	—	—
Common stock, \$0.01 par value: authorized 1,200,000,000 shares, issued 423,166,234 shares and outstanding 388,703,543 shares at December 31, 2017; authorized 600,000,000 shares, issued 245,811,180 shares and outstanding 210,681,661 shares at December 31, 2016	4,232	2,458
Paid-in capital	6,588,878	1,234,314
Accumulated other comprehensive loss	(188,530)	(154,350)
Retained earnings	—	—
Treasury stock, at cost: 34,462,691 shares at December 31, 2017, and 35,129,519 shares at December 31, 2016	(876,713)	(893,677)
Total ONEOK shareholders' equity	5,527,867	188,745
Noncontrolling interests in consolidated subsidiaries	157,485	3,240,170
Total equity	5,685,352	3,428,915
Total liabilities and equity	\$ 16,845,937	\$ 16,138,751

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ONEOK, Inc. and Subsidiaries

CONSOLIDATED STATEMENTS OF CASH FLOWS

<i>(Unaudited)</i>	Years Ended December 31,	
	2017	2016
	<i>(Thousands of dollars)</i>	
Operating activities		
Net income	\$ 593,519	\$ 743,499
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	406,335	391,585
Impairment charges	20,240	—
Noncash contribution of preferred stock, net of tax	12,600	—
Equity in net earnings from investments	(159,278)	(139,690)
Distributions received from unconsolidated affiliates	167,372	144,673
Deferred income taxes	437,917	211,638
Share-based compensation expense	26,262	40,563
Pension and postretirement benefit expense, net of contributions	4,079	11,643
Allowance for equity funds used during construction	(107)	(209)
Gain on sale of assets	(924)	(9,635)
Changes in assets and liabilities:		
Accounts receivable	(330,521)	(285,806)
Natural gas and natural gas liquids in storage	(202,259)	(11,950)
Accounts payable	261,305	287,632
Commodity imbalances, net	43,699	45,971
Settlement of exit activities liabilities	(9,707)	(19,906)
Accrued interest	22,795	(16,529)
Risk-management assets and liabilities	37,617	(78,136)
Other assets and liabilities, net	(15,532)	37,998
Cash provided by operating activities	1,315,412	1,353,341
Investing activities		
Capital expenditures (less allowance for equity funds used during construction)	(512,393)	(624,634)
Contributions to unconsolidated affiliates	(87,861)	(68,275)
Distributions received from unconsolidated affiliates in excess of cumulative earnings	28,742	52,044
Proceeds from sale of assets	3,879	25,420
Cash used in investing activities	(567,633)	(615,445)
Financing activities		
Dividends paid	(829,414)	(517,601)
Distributions to noncontrolling interests	(276,260)	(549,419)
Borrowing (repayment) of short-term borrowings, net	(495,604)	563,937
Issuance of long-term debt, net of discounts	1,190,496	1,000,000
Debt financing costs	(11,425)	(2,770)
Repayment of long-term debt	(994,776)	(1,108,040)
Issuance of common stock	471,358	21,971
Other	(13,836)	5,403
Cash used in financing activities	(959,461)	(586,519)
Change in cash and cash equivalents	(211,682)	151,377
Change in cash and cash equivalents included in discontinued operations	—	(121)
Change in cash and cash equivalents from continuing operations	(211,682)	151,256
Cash and cash equivalents at beginning of period	248,875	97,619
Cash and cash equivalents at end of period	\$ 37,193	\$ 248,875

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ONEOK, Inc. and Subsidiaries INFORMATION AT A GLANCE

(Unaudited)	Three Months Ended December 31,		Years Ended December 31,	
	2017	2016	2017	2016
(Millions of dollars, except as noted)				
<u>Natural Gas Liquids</u>				
Operating costs	\$ 103.5	\$ 90.9	\$ 359.8	\$ 327.6
Depreciation and amortization	\$ 42.8	\$ 41.1	\$ 167.3	\$ 163.3
Equity in net earnings from investments	\$ 15.8	\$ 13.3	\$ 59.9	\$ 54.5
Adjusted EBITDA	\$ 309.4	\$ 253.6	\$ 1,154.9	\$ 1,079.6
NGLs transported-gathering lines (MBbl/d) (a)	867	744	812	770
NGLs fractionated (MBbl/d) (b)	682	579	621	586
NGLs transported-distribution lines (MBbl/d) (a)	592	520	567	508
Average Conway-to-Mont Belvieu OPIS price differential - ethane in ethane/propane mix (\$/gallon)	\$ 0.07	\$ 0.02	\$ 0.05	\$ 0.03
Capital expenditures	\$ 54.5	\$ 20.4	\$ 114.3	\$ 105.9
(a) - Includes volumes for consolidated entities only.				
(b) - Includes volumes at company-owned and third-party facilities.				
<u>Natural Gas Gathering and Processing</u>				
Operating costs	\$ 84.4	\$ 77.2	\$ 309.5	\$ 285.6
Depreciation and amortization	\$ 47.1	\$ 45.2	\$ 184.9	\$ 178.5
Equity in net earnings from investments, excluding impairment	\$ 2.3	\$ 2.7	\$ 12.1	\$ 10.7
Adjusted EBITDA	\$ 144.3	\$ 126.6	\$ 518.5	\$ 446.8
Natural gas gathered (BBtu/d) (a)	2,402	1,995	2,211	2,034
Natural gas processed (BBtu/d) (a) (b)	2,235	1,869	2,056	1,882
NGL sales (MBbl/d) (a)	196	156	187	156
Residue natural gas sales (BBtu/d) (a)	975	829	896	865
Realized composite NGL net sales price (\$/gallon) (a) (c) (d)	\$ 0.20	\$ 0.25	\$ 0.22	\$ 0.23
Realized condensate net sales price (\$/Bbl) (a) (c) (e)	\$ 38.93	\$ 42.60	\$ 35.22	\$ 38.31
Realized residue natural gas net sales price (\$/MMBtu) (a) (c) (e)	\$ 2.35	\$ 2.95	\$ 2.48	\$ 2.80
Average fee rate (\$/MMBtu) (a)	\$ 0.86	\$ 0.84	\$ 0.86	\$ 0.76
Capital expenditures	\$ 98.5	\$ 84.7	\$ 284.2	\$ 410.5
(a) - Includes volumes for consolidated entities only.				
(b) - Includes volumes at company-owned and third-party facilities.				
(c) - Includes the impact of hedging activities on ONEOK's equity volumes.				
(d) - Net of transportation and fractionation costs.				
(e) - Net of transportation costs.				
<u>Natural Gas Pipelines</u>				
Operating costs	\$ 33.7	\$ 30.5	\$ 126.2	\$ 115.6
Depreciation and amortization	\$ 13.1	\$ 12.1	\$ 51.0	\$ 46.7
Equity in net earnings from investments	\$ 22.2	\$ 23.2	\$ 87.3	\$ 74.4
Adjusted EBITDA	\$ 88.7	\$ 89.9	\$ 339.8	\$ 313.1
Natural gas transportation capacity contracted (MDth/d) (a)	6,642	6,659	6,611	6,345
Transportation capacity contracted (a)	95%	97%	94%	92%
Capital expenditures	\$ 24.9	\$ 24.6	\$ 95.6	\$ 96.3
(a) - Includes volumes for consolidated entities only.				

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ONEOK, Inc.

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

<i>(Unaudited)</i>	Three Months Ended		Years Ended	
	December 31,		December 31,	
	2017	2016	2017	2016
<i>(Thousands of dollars, except per share amounts)</i>				
Reconciliation of Income from Continuing Operations to Adjusted EBITDA and Distributable Cash Flow				
Income from continuing operations	\$ 64,812	\$ 194,761	\$ 593,519	\$ 745,550
Interest expense, net of capitalized interest	124,190	114,188	485,658	469,651
Depreciation and amortization	103,769	99,310	406,335	391,585
Income taxes	251,369	54,870	447,282	212,406
Impairment charges	—	—	20,240	—
Noncash compensation expense	3,631	11,811	13,421	31,981
Other noncash items and equity AFUDC (a)	(52)	(880)	20,398	(1,255)
Adjusted EBITDA (b)	547,719	474,060	1,986,853	1,849,918
Interest expense	(124,190)	(114,188)	(485,658)	(469,651)
Maintenance capital	(67,184)	(46,039)	(147,157)	(112,364)
Equity in net earnings from investments; excluding noncash impairment charges	(40,293)	(39,249)	(159,278)	(139,690)
Distributions received from unconsolidated affiliates	50,020	47,318	196,114	196,717
Other	(58)	(3,652)	(6,213)	(2,644)
Distributable cash flow (b)	\$ 366,014	\$ 318,250	\$ 1,384,661	\$ 1,322,286
Dividends paid to preferred shareholders	(275)	—	(627)	—
Distributions paid to public limited partners	—	(135,480)	(270,959)	(541,919)
Distributable cash flow to shareholders	\$ 365,739	\$ 182,770	\$ 1,113,075	\$ 780,367
Dividends paid per share	\$ 0.745	\$ 0.615	\$ 2.720	\$ 2.460
Dividend coverage ratio (b)	1.28	1.41	1.34	1.51
Number of shares used in computation (<i>thousands</i>)	383,439	210,523	304,435	210,216

(a) Full-year 2017 totals include ONEOK's April 2017 contribution to the ONEOK Foundation of 20,000 shares of Series E Preferred Stock, with an aggregate value of \$20 million.

(b) Full-year 2017 amounts include transaction-related pretax cash costs of approximately \$30 million, or 0.04 times dividend coverage, associated with the ONEOK and ONEOK Partners merger transaction.