



**ONEOK**

**INVESTOR UPDATE**

JANUARY 2021

# FORWARD-LOOKING STATEMENTS

Statements contained in this presentation that include company expectations, outlooks or predictions should be considered forward-looking statements that are covered by the safe harbor protections provided under federal securities legislation and other applicable laws.

It is important to note that actual results could differ materially from those projected in such forward-looking statements. For additional information that could cause actual results to differ materially from such forward-looking statements, refer to ONEOK's Securities and Exchange Commission filings.

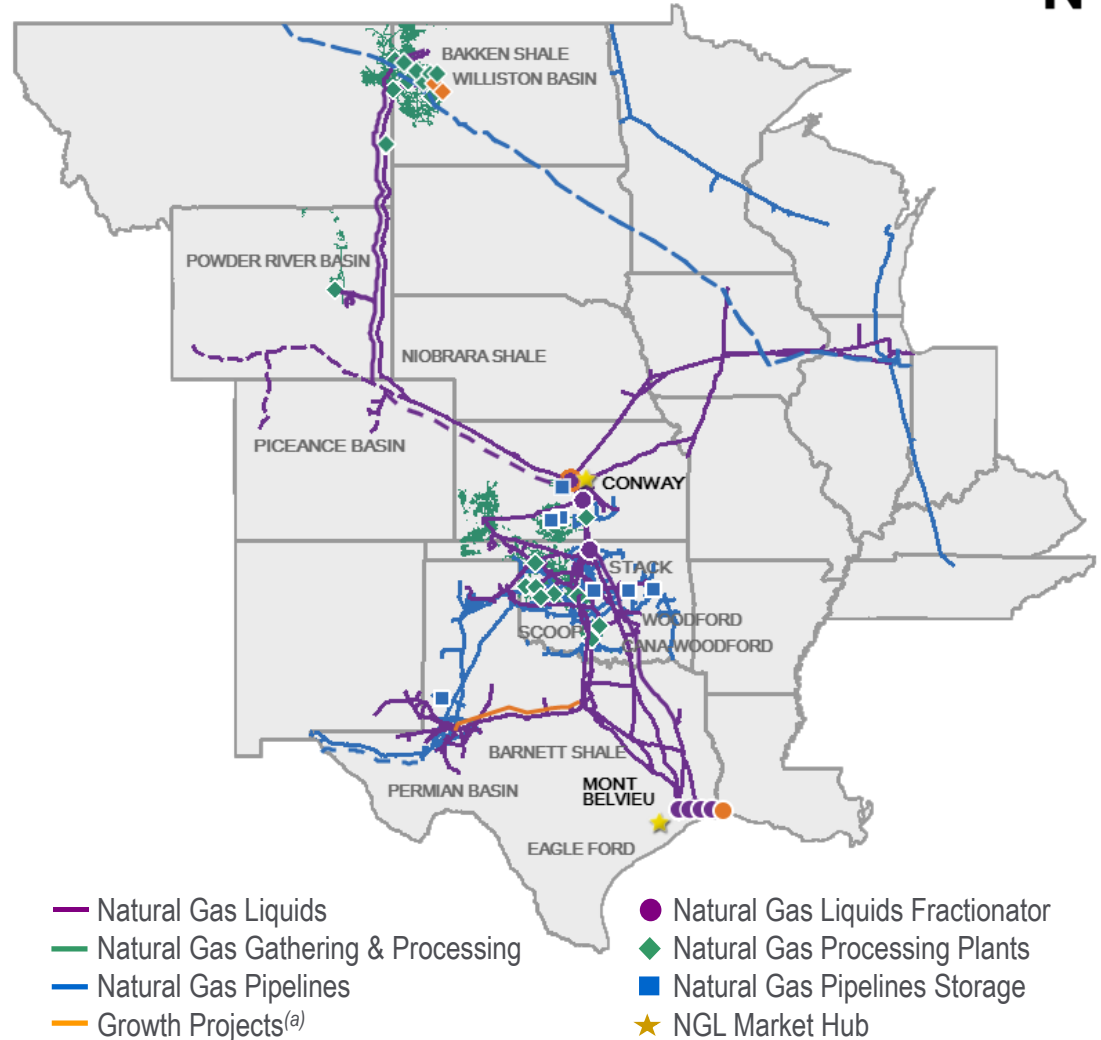
This presentation contains factual business information or forward-looking information and is neither an offer to sell nor a solicitation of an offer to buy any securities of ONEOK.

ONEOK's news release issued on April 28, 2020, provided that, given the current environment, continued commodity price and market volatility, and uncertainty surrounding the COVID-19 pandemic, ONEOK was withdrawing its 2020 guidance expectations and 2021 outlook, originally provided on Feb. 24, 2020, as well as its prior dividend guidance, and that previously provided guidance and outlooks should no longer be relied upon. The 2020 outlook provided in the April 28, 2020, news release was updated by the news releases dated July 28, 2020, and Oct. 27, 2020, which are not being updated or affirmed by this presentation.

# INTEGRATED. RELIABLE. DIVERSIFIED.

**OKE**  
**LISTED**  
**NYSE**

- ◆ Competitively positioned – key asset locations and market share
- ◆ Approximately 40,000-mile network of natural gas liquids and natural gas pipelines
- ◆ Greater than 10 Bcf/d (or 10%) of U.S. natural gas production is reliant on the utilization of ONEOK's infrastructure
- ◆ Provides midstream services to producers, processors and customers



*(a) Majority of construction activities paused. Projects can be restarted quickly when producer activity resumes.*

# DELIVERING THE ENERGY THAT IMPROVES OUR LIVES

## COMMON USES OF NATURAL GAS AND NGLS

**Natural Gas:** *The lowest-emission hydrocarbon-based fuel, producing inexpensive, reliable and clean energy.*



Electricity Generation



Heating and Cooking



Transportation Fuel



Industrial/Manufacturing

**Natural Gas Liquids (NGLs):** *Ethane, propane, butane and natural gasoline are low-emission hydrocarbons frequently produced along with natural gas and crude oil. NGLs have many end-uses, from home heating and transportation fuel to feedstocks for a range of products that improve our daily lives and promote economic growth, including:*



Recyclable food packaging  
critical in reducing food waste



Lightweight vehicle  
components and batteries



Clothing, technology and  
athletic equipment



Building  
Materials



Industrial/manufacturing  
and energy infrastructure



Health Care Products



NGLs provide developing nations access to safer, cleaner energy

# INVESTMENT THESIS

A PREMIER ENERGY INFRASTRUCTURE COMPANY

## ONEOK's Competitive Position

## Key Priorities

### Market Share

Strategic assets in NGL rich U.S. shale basins

Primary NGL takeaway provider

(Williston/Powder River basins and Mid-Continent)

Primary natural gas processor (Williston Basin)

### Connectivity

Fully integrated assets

Primary connectivity between key NGL market centers

NGL pipeline network from the Williston Basin to Mont Belvieu provides unmatched operating flexibility

### Operating Leverage

Available capacity and minimal capital needs

Significant earnings power from ~\$5B of recent project completions

Flexibility to grow at the pace customers need

1

Operate safely and environmentally responsibly

2

Reinvest cash flow in high-return projects

3

Reduce leverage to maintain strong balance sheet

4

Earnings growth and dividend stability



# RESILIENT BUSINESS MODEL – PROVEN PERFORMANCE

BUILT TO WITHSTAND VARIOUS MARKET CONDITIONS

## Financial Strength and Flexibility

- Solid investment-grade balance sheet
  - S&P: BBB (stable) – *affirmed April 30, 2020*
  - Moody's: Baa3 (stable) – *affirmed May 26, 2020*
  - Fitch: BBB (stable) – *issued Nov. 3, 2020*

## Significant Liquidity

- \$2.5 billion credit facility – *no borrowings outstanding*
- \$447 million of cash and cash equivalents as of Sept. 30, 2020
- Demonstrated capital market access
- No debt maturities prior to 2022

## Well-capitalized Customers

- No single customer represents more than 10% of ONEOK's revenue
- Contract structures provide limited counterparty credit exposure

## Capital Discipline

- Announced \$900 million decrease in 2020 capital spending by pausing several projects
- Flexibility to further adjust capital or resume projects
- Total capital expenditures (growth and maintenance) of \$300-\$400 million annual run-rate expected until producer activity levels warrant additional infrastructure

## Integrated Assets with Significant Earnings Power

- 40,000-mile network of NGL and natural gas pipelines
- Infrastructure in the most prolific U.S. shale basins
- Significant earnings power and operating leverage from recently completed projects

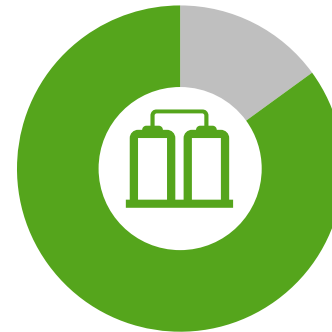
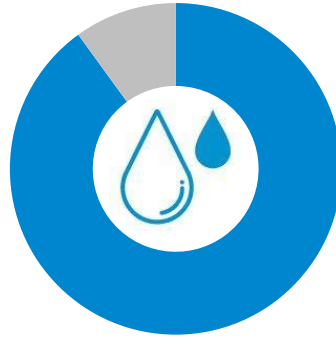
# BUSINESS SEGMENTS

## Natural Gas Liquids

## Natural Gas Gathering and Processing

## Natural Gas Pipelines

### EARNINGS MIX



**>90% fee based**

**>85% fee based**

**>95% fee based**

### CONTRACT STRUCTURE

Fee-based, bundled service volume commitments and plant dedications

Fee contracts with a POP component<sup>(a)</sup>

Fee-based, demand charge contracts

### COMPETITIVE ADVANTAGE

**~200** plant connections  
(>90% of Mid-Continent connections)

**Acres dedicated:**  
Williston Basin >3 million;  
STACK and SCOOP ~300,000

**Connected directly** to end-use markets (utility and industrial markets)

*(a) Percent of proceeds (POP) contracts result in retaining a portion of the commodity sales proceeds associated with the agreement. Under certain POP with fee contracts, ONEOK's contractual fees and POP percentage may increase or decrease if production volumes, delivery pressures or commodity prices change relative to specified thresholds. In certain commodity price environments, contractual fees on these contracts may decrease, which impacts the average fee rate in the natural gas gathering and processing segment.*

# REGIONAL VOLUME UPDATE

AS OF THE THIRD QUARTER 2020

## NATURAL GAS LIQUIDS

- ◆ Rocky Mountain:
  - NGL raw feed throughput volumes increased 33% compared with the second quarter 2020.
  - October 2020 NGL raw feed throughput volumes averaged approximately 245,000 bpd.
- ◆ Mid-Continent:
  - NGL raw feed throughput volumes increased 9% compared with the second quarter 2020.
  - Average ethane volumes increased approximately 37,000 bpd compared with the second quarter 2020.
- ◆ Gulf Coast/Permian:
  - NGL raw feed throughput volumes increased 16% compared with the second quarter 2020.

**Average NGL Raw Feed Throughput Volumes<sup>(a)</sup>**

Region	Second Quarter 2020	Third Quarter 2020	Average Bundled Rate (per gallon)
Rocky Mountain <sup>(b)</sup>	161,000 bpd	215,000 bpd	~ 28 cents <sup>(e)</sup>
Mid-Continent <sup>(c)</sup>	521,000 bpd	568,000 bpd	~ 9 cents <sup>(e)</sup>
Gulf Coast/Permian <sup>(d)</sup>	328,000 bpd	379,000 bpd	~ 5 cents <sup>(f)</sup>
<b>Total</b>	<b>1,010,000 bpd</b>	<b>1,162,000 bpd</b>	

(a) Represents physical raw feed volumes on which ONEOK charges a fee for transportation and/or fractionation services.

(b) Rocky Mountain: Bakken NGL and Elk Creek NGL pipelines.

(c) Mid-Continent: ONEOK transportation and/or fractionation volumes from Overland Pass pipeline (OPPL) and all volumes originating in Oklahoma, Kansas and the Texas Panhandle.

(d) Gulf Coast/Permian: West Texas LPG pipeline system, Arbuckle Pipeline volume originating in Texas and any volume fractionated at ONEOK's Mont Belvieu fractionation facilities received from a third-party pipeline.

(e) Includes transportation and fractionation.

(f) Primarily transportation only.

## NATURAL GAS GATHERING AND PROCESSING

- ◆ Rocky Mountain:
  - Processed volumes increased 25% compared with the second quarter 2020.
  - October 2020 processed volumes reached 1,200 MMcf/d.
- ◆ Well Connections (through third quarter 2020):
  - Rocky Mountain: 250 (55 in the third quarter)
  - Mid-Continent: 22

**Average Natural Gas Gathered and Processed Volumes**

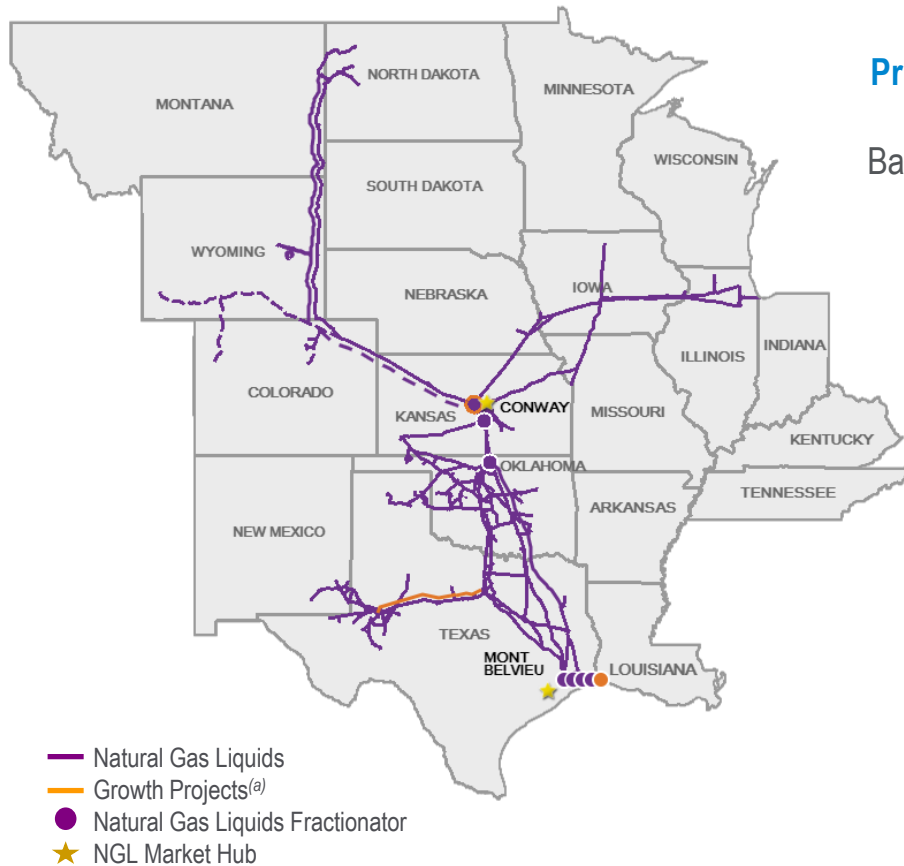
Region	Second Quarter 2020 – Average Gathered Volumes	Third Quarter 2020 – Average Gathered Volumes	Second Quarter 2020 – Average Processed Volumes	Third Quarter 2020 – Average Processed Volumes
Rocky Mountain	861 MMcf/d	1,059 MMcf/d	829 MMcf/d	1,033 MMcf/d
Mid-Continent	825 MMcf/d	817 MMcf/d	733 MMcf/d	728 MMcf/d
<b>Total</b>	<b>1,686 MMcf/d</b>	<b>1,876 MMcf/d</b>	<b>1,562 MMcf/d</b>	<b>1,761 MMcf/d</b>



# NATURAL GAS LIQUIDS

ONE OF THE LARGEST INTEGRATED NGL SERVICE PROVIDERS

Provides fee-based gathering, fractionation, transportation, marketing and storage services linking key NGL market centers



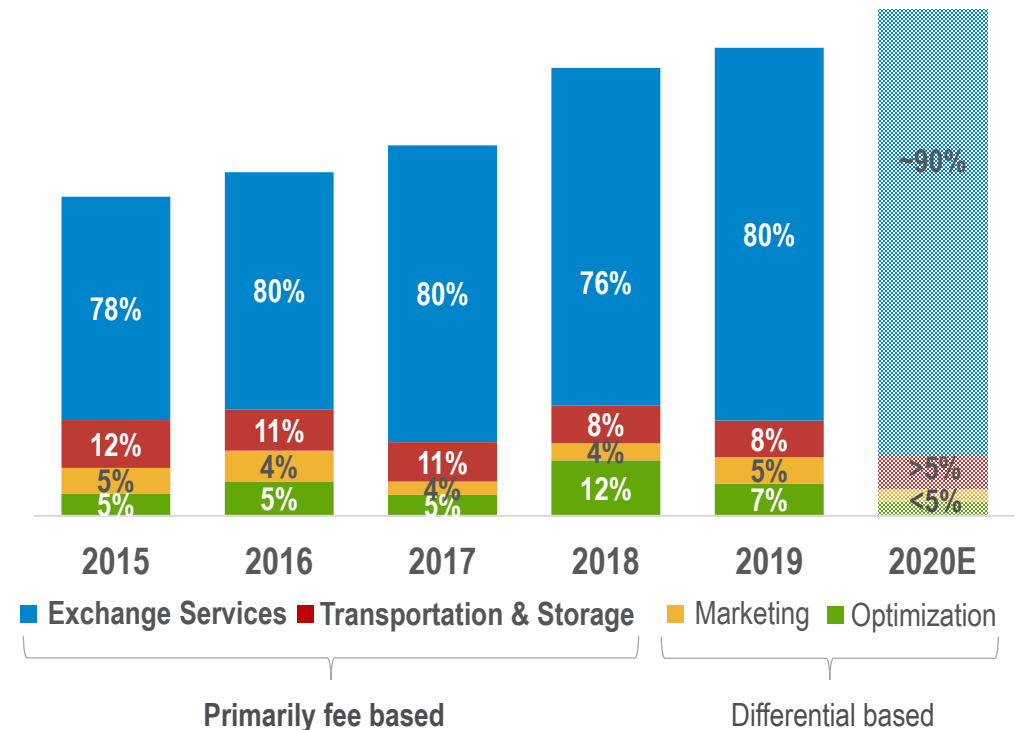
Primary NGL transportation provider for the Williston Basin/PRB and Mid-Continent

Value chain connectivity from the Williston Basin to the Gulf Coast

>200 connections with natural gas processing plants

>980,000 bpd fractionation capacity

Fee-based earnings have significantly increased to >90%

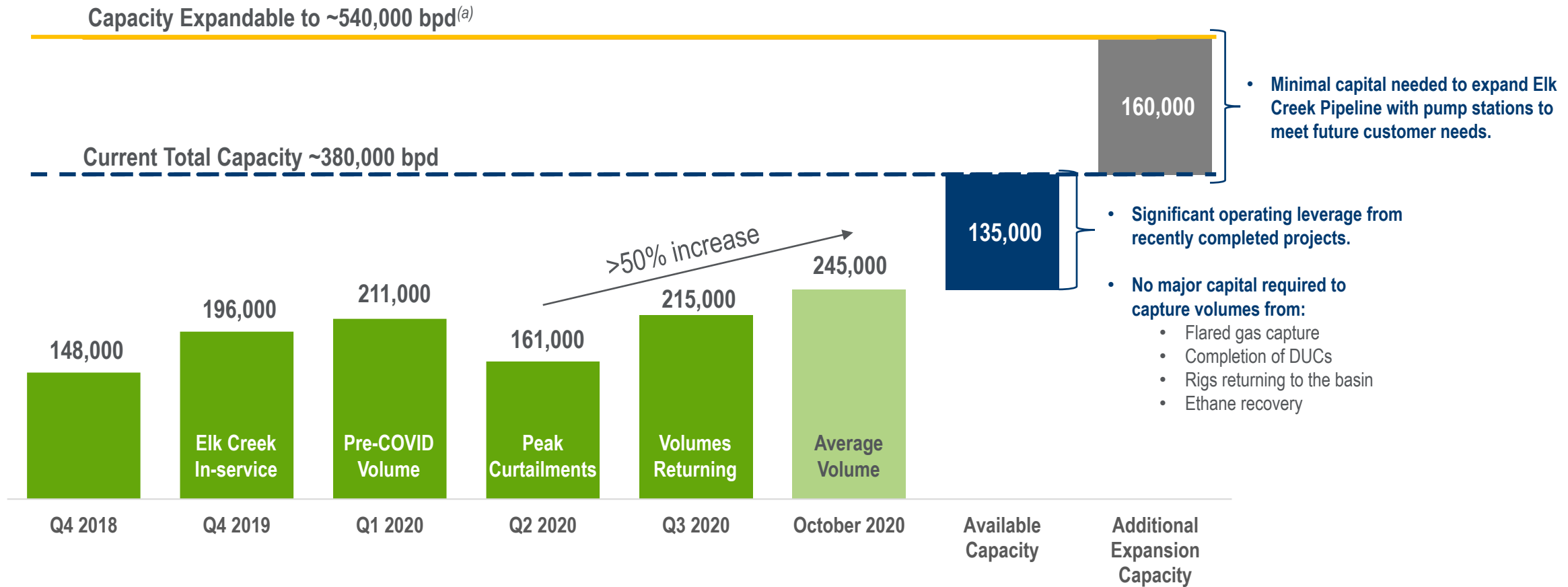


(a) Majority of construction activities paused. Projects can be restarted quickly when producer activity resumes.

# NATURAL GAS LIQUIDS VOLUME RECOVERY

## CURRENT ROCKIES VOLUMES EXCEEDING PRE-COVID AVERAGE VOLUMES

Rockies Region NGL Raw Feed Throughput (bpd)



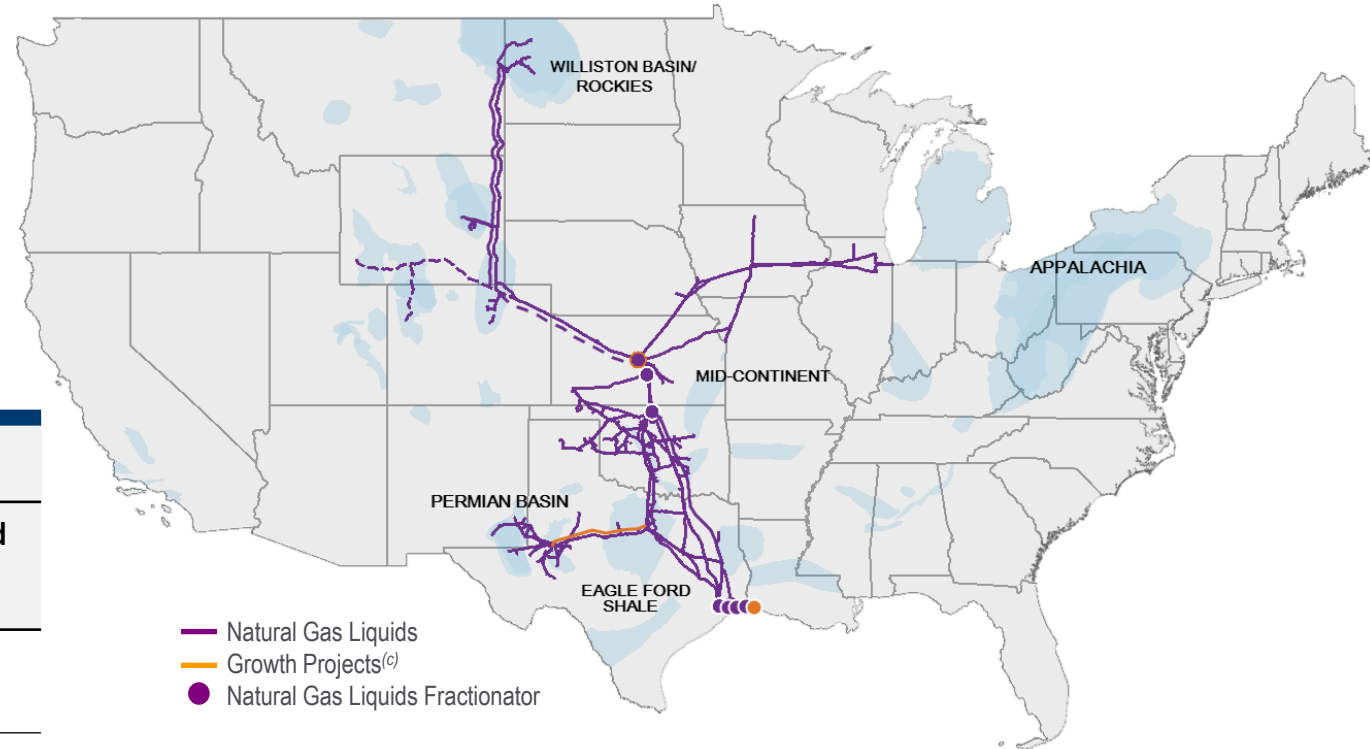
**25,000 bpd of Williston Basin NGLs is ~\$100 million of annual EBITDA to ONEOK.**

(a) Includes 160,000 bpd Elk Creek Pipeline expansion which was suspended in March 2020 but can be restarted quickly when drilling activity resumes.

# ETHANE RECOVERY ECONOMICS

## ONEOK'S NGL INFRASTRUCTURE CONNECTS SUPPLY WITH THE GULF COAST MARKET

- ◆ Increasing ethane prices drive improving recovery economics
- ◆ Basins closer to market hubs currently in full or partial ethane recovery
  - Permian Basin currently in full ethane recovery
  - Mid-Continent Region near recovery<sup>(a)</sup>
- ◆ Incremental ethane opportunity for ONEOK by region:
  - Mid-Continent: ~50,000 – 75,000 bpd
  - Williston Basin: ~100,000 – 125,000 bpd
- ◆ 25,000 bpd of Williston Basin NGLs is ~\$100 million of annual EBITDA to ONEOK.



**Ethane Recovery Guide by ONEOK Supply Region<sup>(b)</sup>**

NGL Supply Region	Primary Natural Gas Pricing Markets	NGL Pricing Market	Average Bundled T&F Rate (per gallon)
Mid-Continent	Oklahoma Gas Transmission (OGT)	Mont Belvieu, TX Conway, KS	~ 9 cents
Williston Basin	AECO/Ventura	Mont Belvieu, TX	~ 28 cents

(a) As of December 2020.

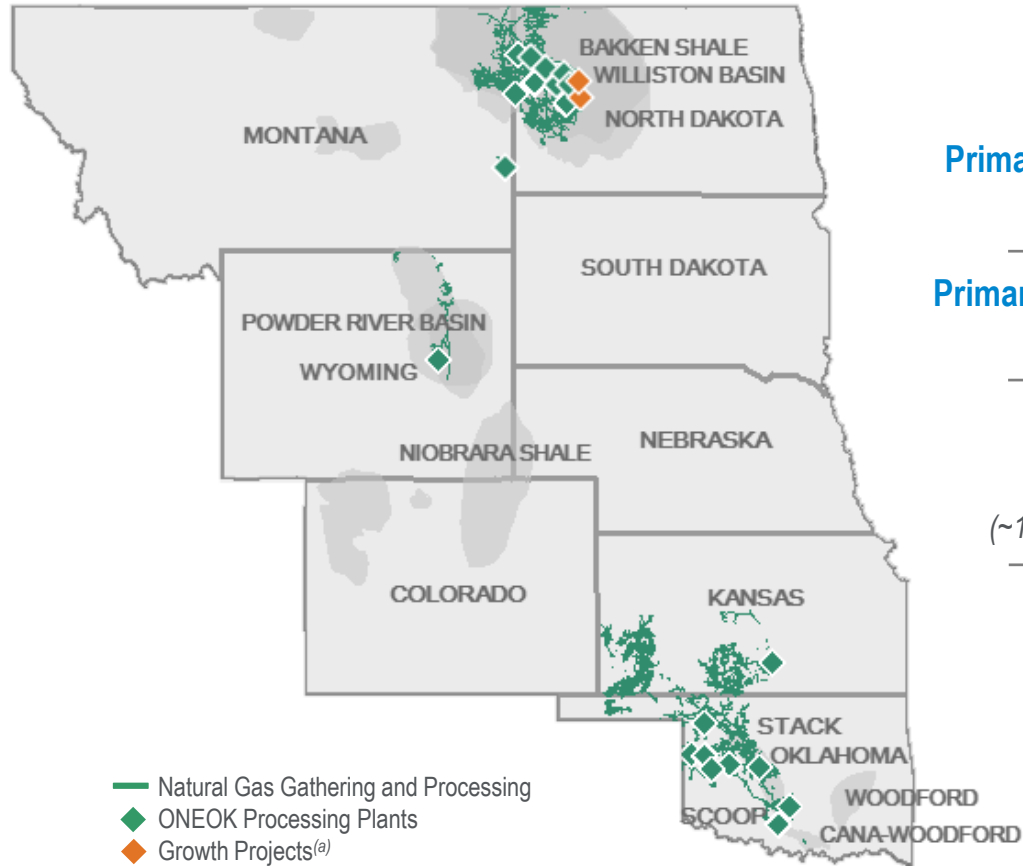
(b) Assuming the Permian Basin is already in full ethane recovery.

(c) Majority of construction activities paused. Projects can be restarted quickly when producer activity resumes.

# NATURAL GAS GATHERING AND PROCESSING

SERVING PRODUCERS IN KEY BASINS

Provides gathering, compression, treating and processing services to producers.



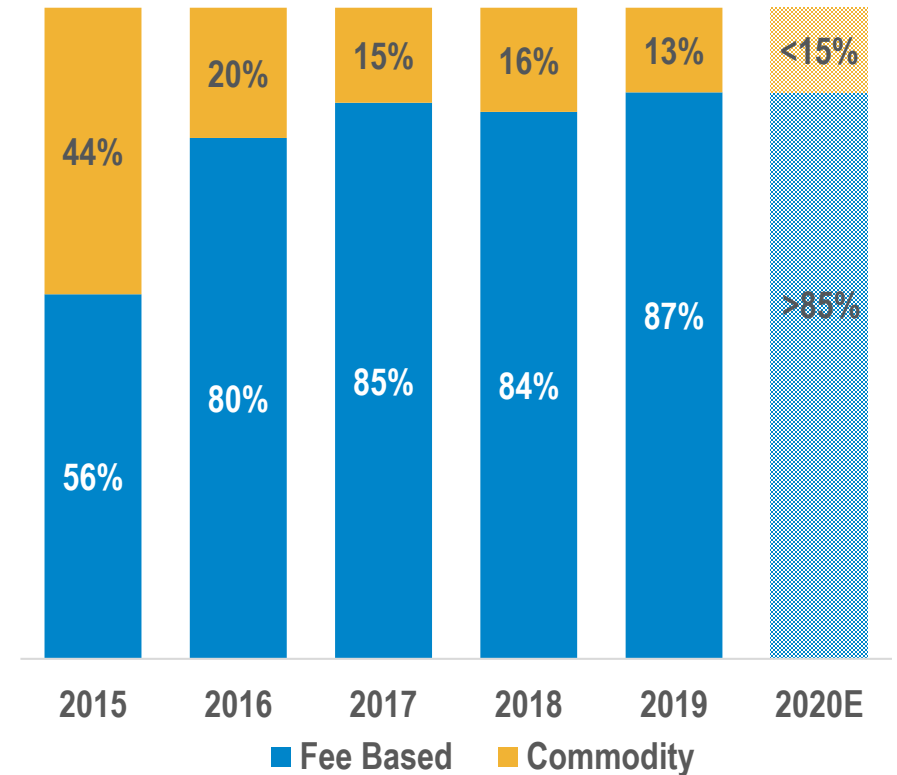
Primarily fee-based contracts with a POP<sup>(b)</sup> component

Primary natural gas processor in the Williston Basin

2.7 Bcf/d of natural gas processing capacity  
(~1.5 Bcf/d in the Williston Basin)

22 natural gas processing plants

Expect 2020 earnings to be >85% fee based



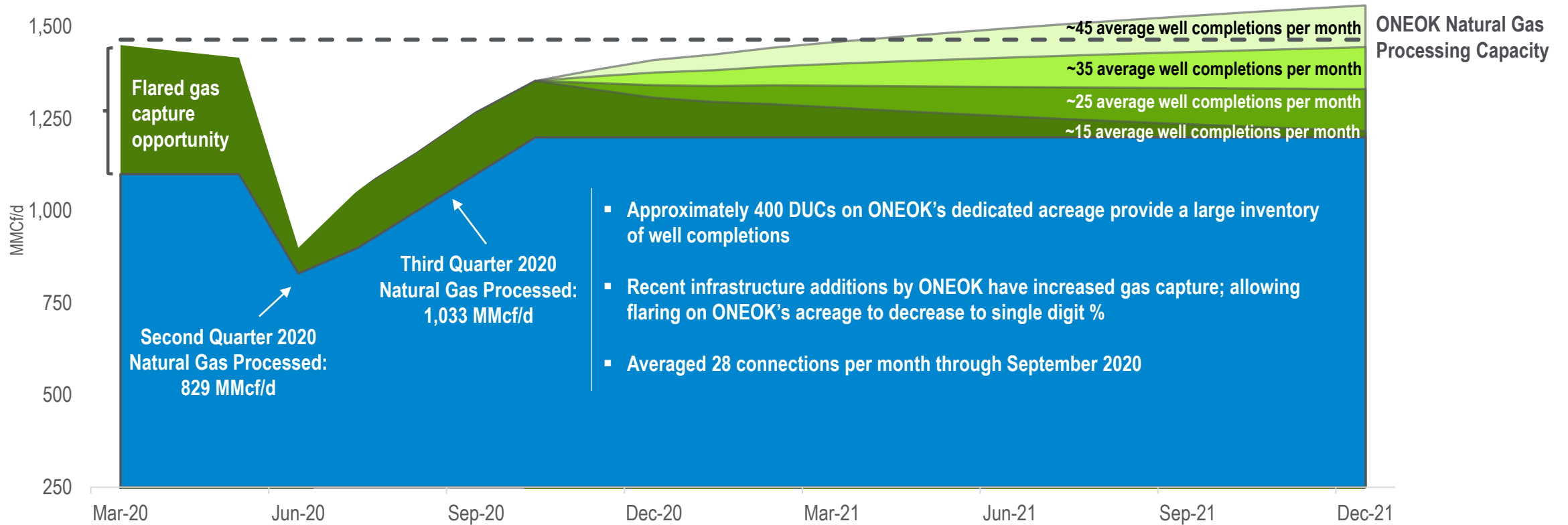
(a) Majority of construction activities paused. Projects can be restarted quickly when producer activity resumes.

(b) Percent of Proceeds.

# CAPTURING FLARED PRODUCTION

LIMITED WILLISTON BASIN ACTIVITY NEEDED TO MAINTAIN CURRENT VOLUME LEVELS

ONEOK Illustrative Dedicated Gross Production <sup>(a)</sup>



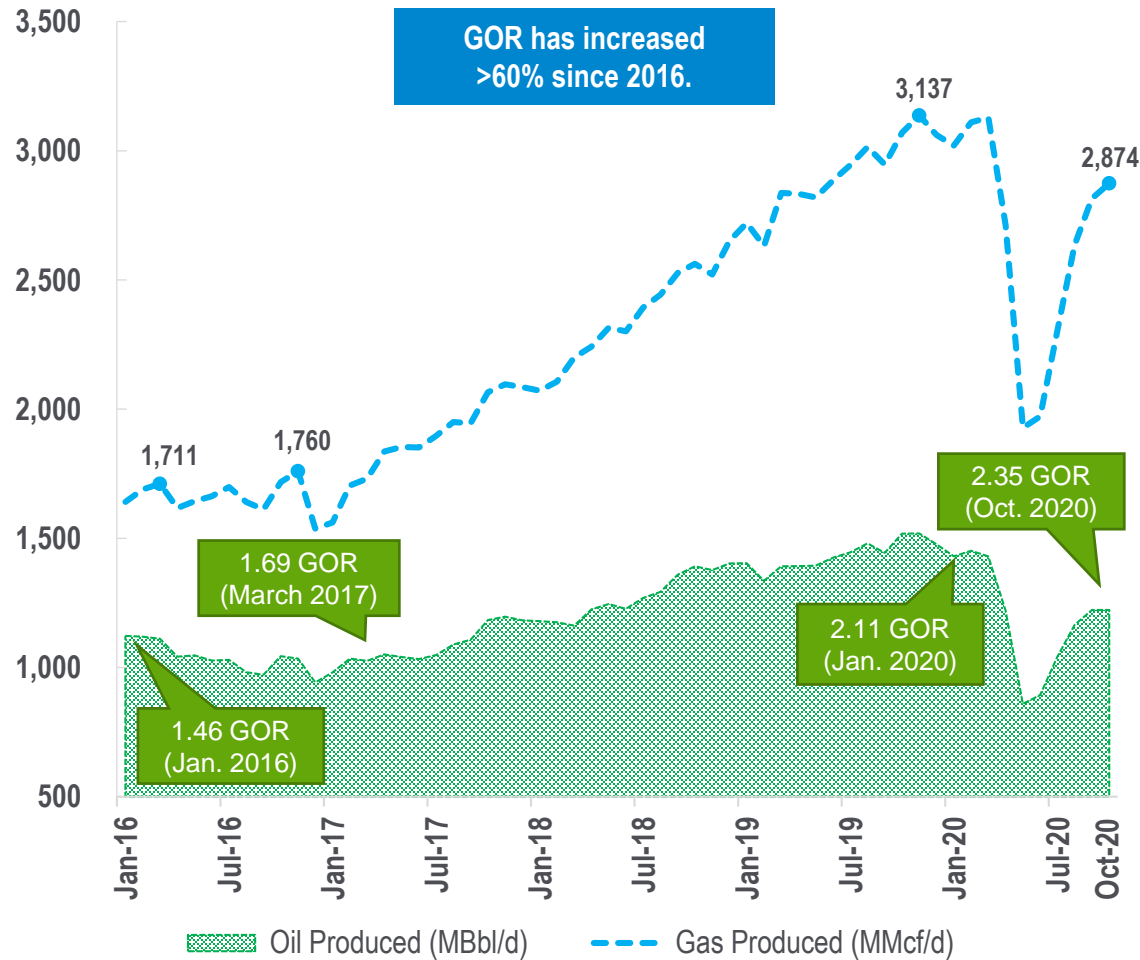
(a) Represents well connect forecasts across all areas of ONEOK's operations in North Dakota.

Sources: ONEOK and North Dakota Industrial Commission (NDIC) data.

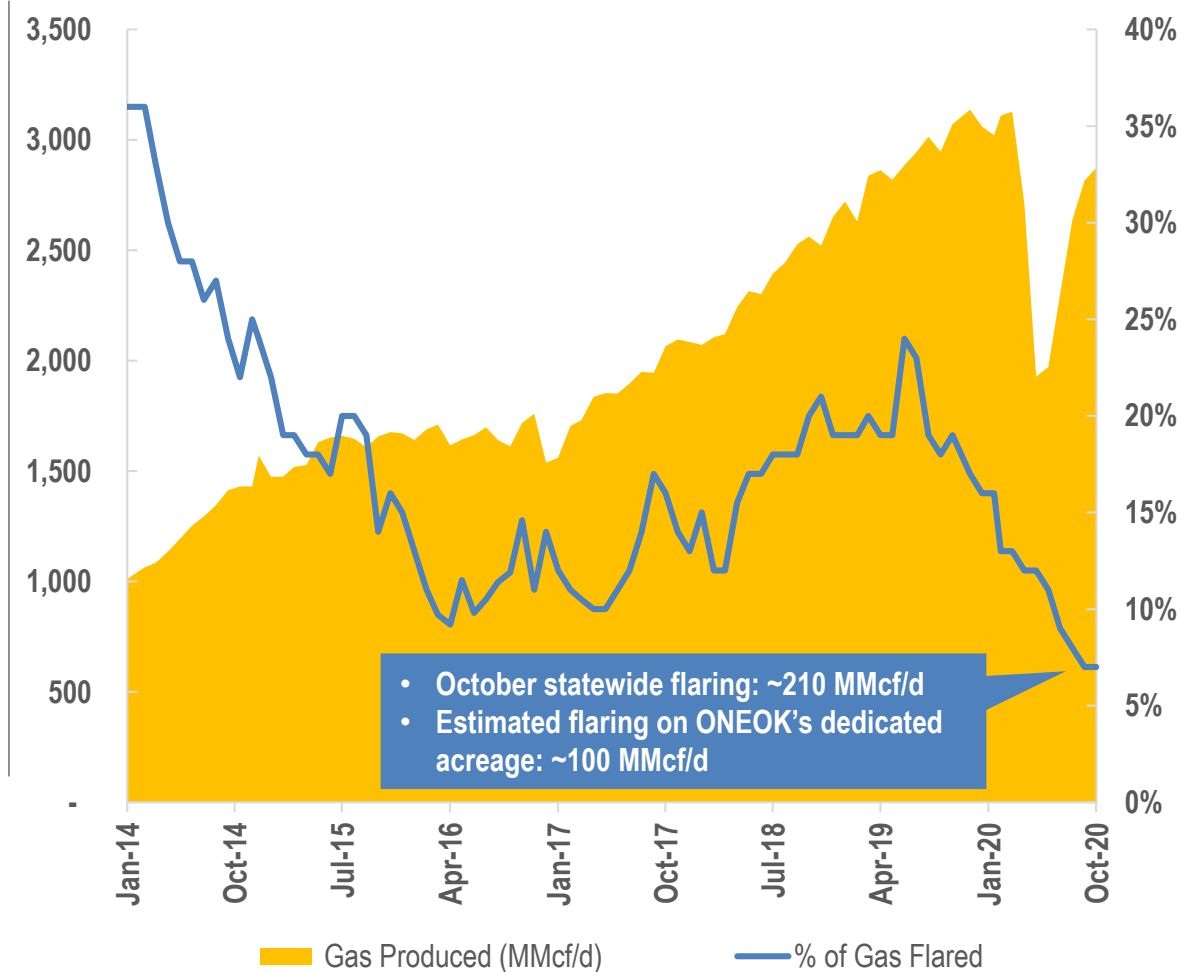
# WILLISTON BASIN

## INCREASING GAS-TO-OIL RATIOS (GOR) AND FLARING PRESENT OPPORTUNITIES

North Dakota Natural Gas and Crude Oil Produced



North Dakota Natural Gas Produced and Flared



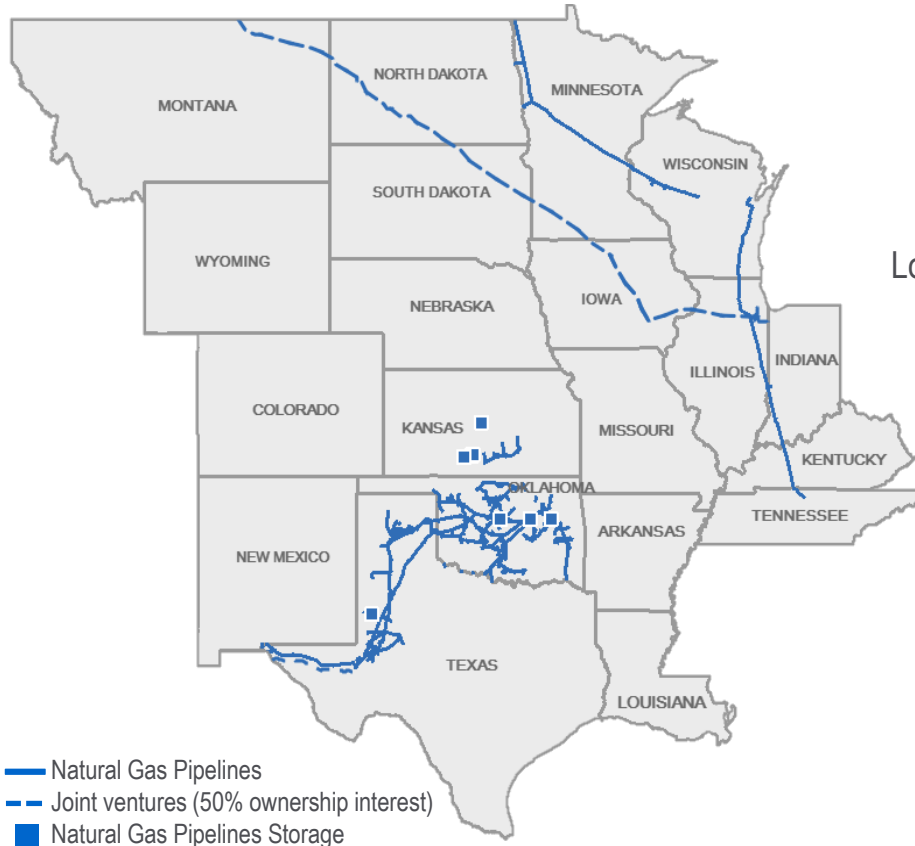
Source: North Dakota Industrial Commission and North Dakota Pipeline Authority.



# NATURAL GAS PIPELINES

## CONNECTIVITY TO KEY MARKETS

Provides fee-based natural gas transportation and storage services, and direct connectivity to end-use markets

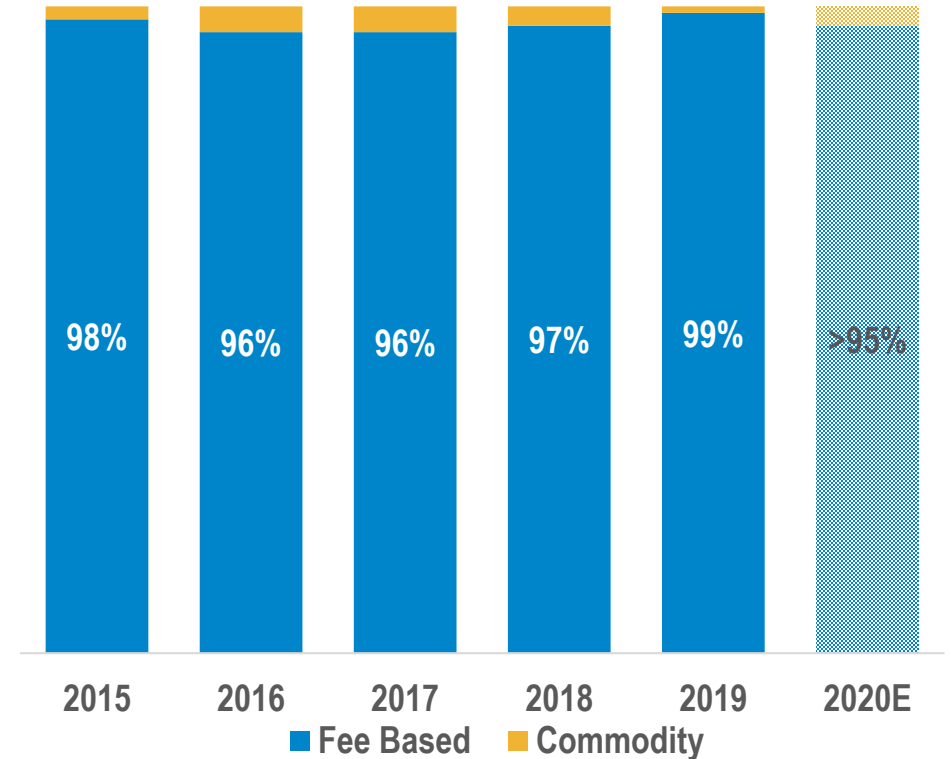


**Connected directly to end-use markets:**  
Local gas distribution companies,  
electric-generation facilities,  
large industrial companies

**52 billion cubic feet**  
natural gas storage capacity

**Historically >95%**  
transportation  
capacity contracted

Expect 2020 earnings to be >95% fee based



# WELL-CAPITALIZED CUSTOMER BASE

DIVERSIFIED COUNTERPARTIES WITH HIGH CREDIT QUALITY

No single customer represents more than 10% of ONEOK's revenue.

	Investment-grade Customers YE 2019	Primary Customers	Contract Structure
Natural Gas Liquids	~80% of commodity sales	<ul style="list-style-type: none"> <li>Large integrated and well-capitalized producers, and independent production companies</li> <li>Large industrial companies</li> <li>Other midstream operators</li> <li>Petrochemical, refining and marketing companies</li> </ul>	<ul style="list-style-type: none"> <li>Limited counterparty credit exposure due to contract structure<sup>(a)</sup></li> <li>Fee-based, bundled service volume commitments and plant dedications</li> </ul>
Natural Gas Gathering and Processing	~90% of commodity sales	<ul style="list-style-type: none"> <li>Large integrated and well-capitalized producers, and independent production companies</li> </ul>	<ul style="list-style-type: none"> <li>Limited counterparty credit exposure due to contract structure<sup>(b)</sup></li> <li>Fee contracts with a POP component<sup>(c)</sup></li> </ul>
Natural Gas Pipelines	~85% of revenue	<ul style="list-style-type: none"> <li>Local natural gas utilities and municipalities</li> <li>Electric-generation facilities</li> <li>Large industrial companies</li> </ul>	<ul style="list-style-type: none"> <li>Fee-based, demand charge contracts</li> </ul>

(a) In the Natural Gas Liquids segment, ONEOK purchases NGLs from gathering and processing customers and deducts a fee from the amounts remitted back.

(b) In the Natural Gas Gathering and Processing Segment, ONEOK purchases NGLs and natural gas from producers at the wellhead and remits a portion of the sales proceeds back to the producer after deducting a processing fee.

(c) Percent of proceeds (POP) contracts result in retaining a portion of the commodity sales proceeds associated with the agreement. Under certain POP with fee contracts, ONEOK's contractual fees and POP percentage may increase or decrease if production volumes, delivery pressures or commodity prices change relative to specified thresholds. In certain commodity price environments, contractual fees on these contracts may decrease, which impacts the average fee rate in the natural gas gathering and processing segment.

# PROMOTING LONG-TERM BUSINESS SUSTAINABILITY

## Environmental

Providing solutions to reduce flaring in the Williston Basin

Working to reduce emissions

Focused on conservation, energy efficiency and safety

## Social

Long history of promoting diversity and inclusion

Committed to ongoing stakeholder engagement

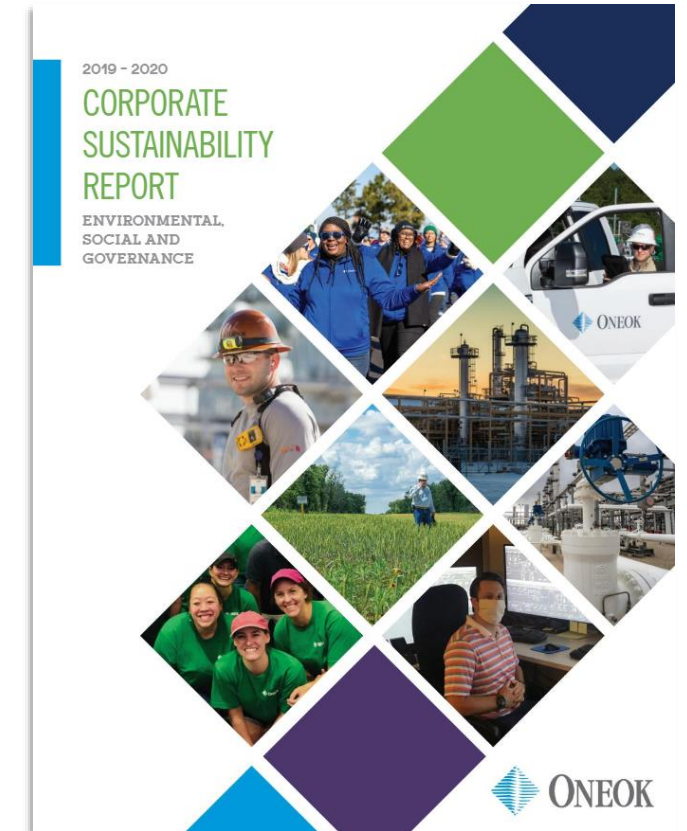
Robust community service and engagement programs

## Governance

Adoption of SASB reporting standards

ESG-focused leadership committees help guide long-term strategy

Executive compensation tied to environmental metrics



12<sup>th</sup> ESG report available at [www.oneok.com](http://www.oneok.com)

# ESG-RELATED HIGHLIGHTS

## RECENT RECOGNITION

- ◆ **Included in 30+ ESG-related indexes, including:**
  - S&P 500 ESG Index
  - Dow Jones Sustainability World Index
  - Dow Jones Sustainability North America Index
  - FTSE4Good Index
  - JUST U.S. Large Cap Diversified Index
  - MSCI USA Quality Index
- ◆ **Carbon Disclosure Project (participated 2013-2020)**
  - Ranked in top 20% of U.S. and Canada Oil and Gas sector companies
- ◆ **State Street R-Factor Score**
  - Ranked above the Global Oil and Gas Midstream industry average
- ◆ **Diversity, Inclusion and Workplace Excellence**
  - Human Rights Campaign's Corporate Equality Index – A rating
    - ◇ Highest-ranked Oklahoma-based company in the rankings
  - Top Inclusive Workplace – Tulsa Regional Chamber
  - *Oklahoma Magazine's* Great Companies to Work For



**JUST Capital's JUST ETF**  
First in the industry and 46th overall in Company  
Leadership and Stakeholders



# ESG INITIATIVES AND PRACTICES

## PROMOTING LONG-TERM BUSINESS SUSTAINABILITY

### ◆ Effective Governance and Oversight

- **Diverse board of directors** – members elected annually, including a nonexecutive chairman, lead independent director and independent committee chairs [82% independent; 18% female].
- **Executive compensation** – aligned with business strategies.

### ◆ Environmental Responsibility

- **Alignment with Sustainability Accounting Standards Board (SASB) standards** – disclosure focusing on financially material metrics.
- **Member of ONE Future Initiative** – committed to a methane emissions intensity target.
- **Dedicated sustainability group** – promotes sustainable practices and awareness in business planning and operations.
- **Providing environmental solutions** – ONEOK infrastructure development in North Dakota helped reduce natural gas flaring [~7% currently being flared, >35% flared in 2014].

### ◆ Committed to Safety

- **Training** – robust protocols and training focused on employee, asset and technology security.
- **25% decrease** in Agency Reportable Environmental Rate in 2019.
- **45% decrease** in Total Recordable Incident Rate in 2019.

### ◆ Building Stronger Communities

- **~\$9 million contributed** to local communities in 2019.
- **~14,500 hours volunteered** by employees in 2019.
- **Proactive community outreach** – pipeline safety outreach, open house events for growth projects, volunteer events, investor outreach and more.

### ◆ Promoting Diversity and Inclusion (D&I)

- **Community events** – sponsored 40+ D&I-related community events in 2019.
- **Business Resource Groups** – company sponsored Black/African-American, Veterans, Women's, Indigenous/Native American and Latinx/Hispanic American resource groups.
- **Inclusive benefits** – comprehensive employee benefits including adoption assistance and domestic partnership benefits.

# RESPONDING TO COVID-19

## ONEOK - AN ESSENTIAL CRITICAL INFRASTRUCTURE BUSINESS



### Employee and Contractor Support

*We continue to monitor and take action considering CDC and government guidelines related to COVID-19.*

- ◆ All employees are working from home who are able and we've enacted enhanced safety protocols and physical distancing for critical employees and contractors continuing to work on-site.
- ◆ Provided benefit adjustments including waiving charges for virtual visits and COVID-19 diagnostic tests.
- ◆ ONEOK opted into CARES Act 401(k) loan deferral and penalty-free hardship withdrawal programs for employees.



### Community Support

*Approximately \$600,000 pledged to support COVID-19 relief across operating areas, including:*

- ◆ Partnering with the North Dakota Community Foundation to create the ONEOK Hospitality Employee COVID-19 Relief Fund.
- ◆ Partnering with local organizations to create the Tulsa Restaurant Employee Relief Fund.
- ◆ Continuing to evaluate support for public schools and community organizations to support those on the front line who help meet immediate needs.



### Business Sustainability

*We remain focused on operating assets safely, reliably and in an environmentally responsible manner while continuing to provide essential services for customers and communities.*

- ◆ Proactively postponed several capital-growth projects to enhance financial strength and flexibility during this period of market uncertainty.
- ◆ Continuing to hire new employees for critical positions.
- ◆ Maintaining regular communication with the financial community.
- ◆ Prioritizing communication, including frequent updates to our board of directors from executive management.