# FIRST QUARTER 2022 RESULTS

MAY 3, 2022

Bear Creek Plant – North Dakota

# FORWARD-LOOKING STATEMENTS

Statements contained in this presentation regarding company expectations, outlooks, targets, predictions and other similar statements 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 about ONEOK's forward-looking statement and factors 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.

All references in this presentation to financial guidance are based on the news releases issued on Feb. 28, 2022, and May 3, 2022, and are not being updated or affirmed by this presentation.


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# ONEOK VS. S&P 500

## A UNIQUE INVESTMENT OPPORTUNITY

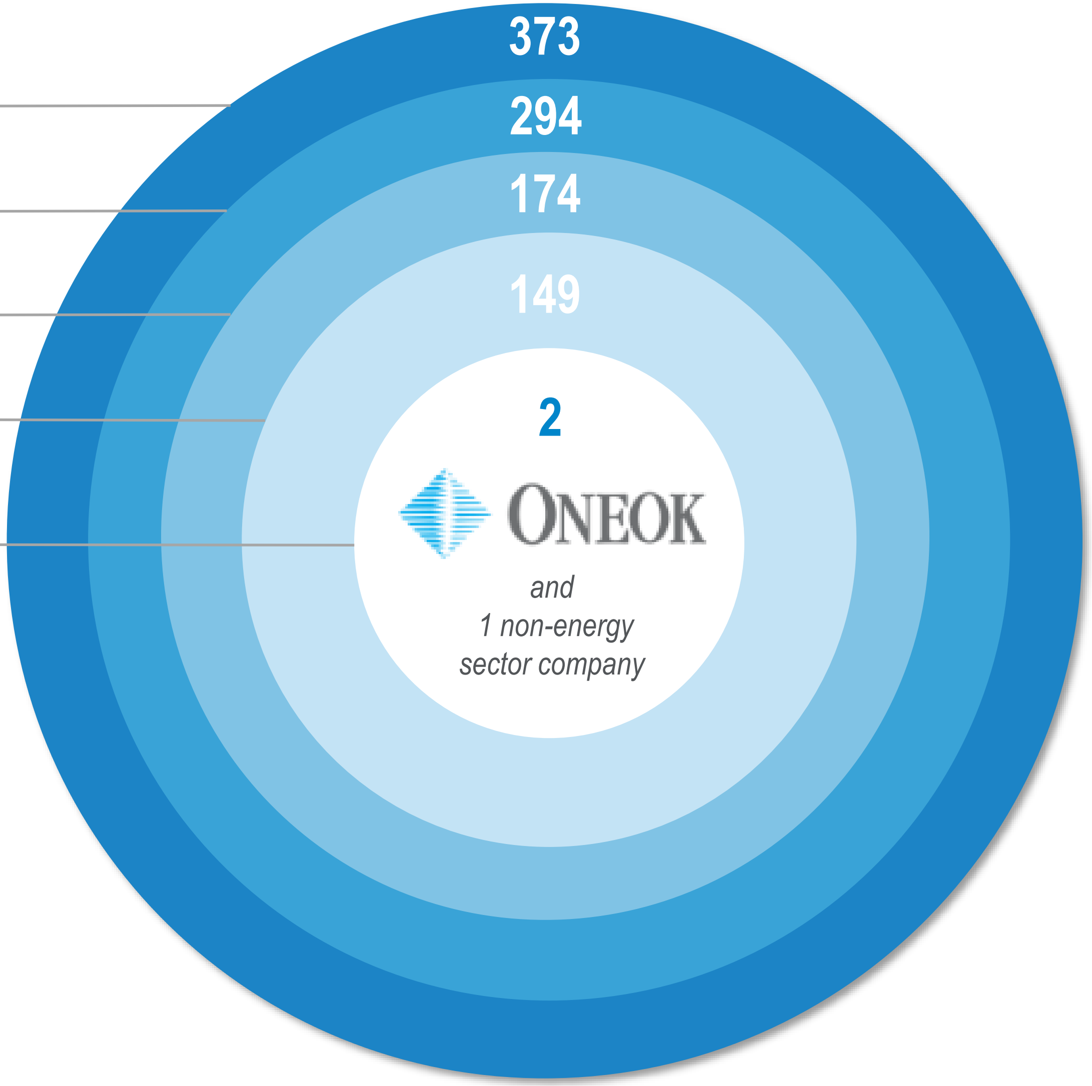
**Investment Grade Credit Rating**
(BBB-/Baa3)

**Large Market Cap**
(>$20 billion)

**High ESG Rating**
('A' or better from MSCI)

**Consensus EPS Growth**
(>5% CAGR 2022-2024E)

**High Dividend Yield and Dividend Stability**
(>5%; >25 years without a dividend cut)



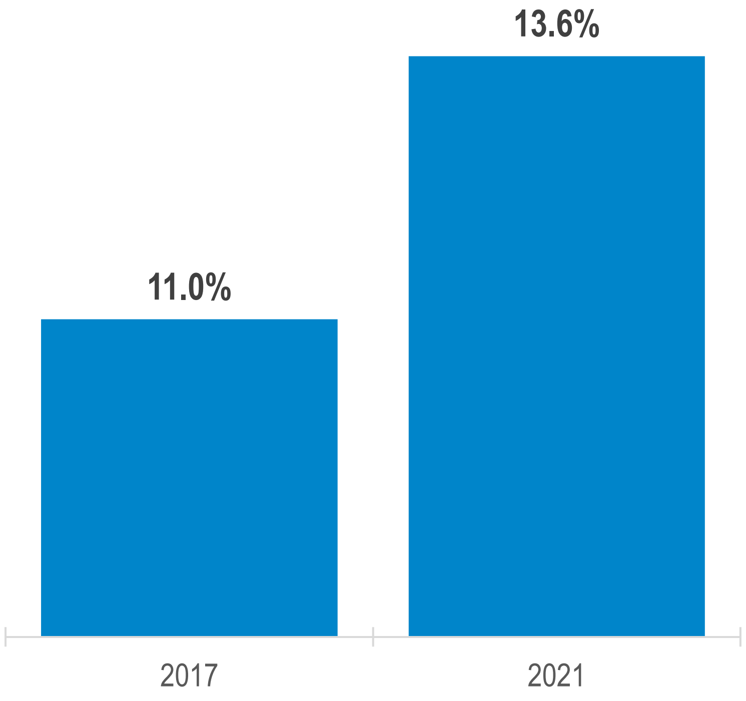

*Source: Bloomberg market data as of March 31, 2022.*

# FINANCIAL STRENGTH

## DELIVERING LONG-TERM VALUE TO SHAREHOLDERS

### SOLID RETURNS

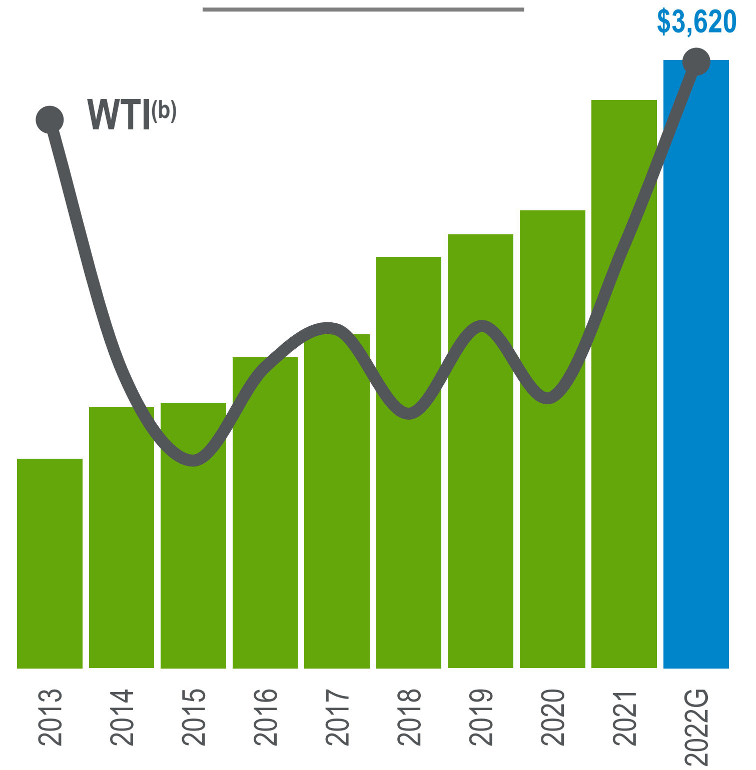
RETURN ON INVESTED CAPITAL[(a)]




### SUSTAINABLE EBITDA GROWTH

EBITDA vs. WTI

*($ in millions)*




### >25 YEARS OF DIVIDEND STABILITY


*(a) Return on Invested Capital is defined as Earnings Before Interest and Tax (EBIT) divided by Invested Capital.*

*(b) Energy Information Administration (EIA) data. Year-end West Texas Intermediate (WTI) futures price for each period shown. 2022 data shown as of March 31, 2022.*



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# BUSINESS SEGMENT PERFORMANCE

## Q1 2022 VS. Q4 2021 ADJUSTED EBITDA VARIANCES

- **Natural gas liquids increased**
  - **$20.1 million increase** in optimization and marketing due primarily to higher earnings on purity NGL sales.
  - **$19.5 million increase** from lower operating costs due primarily to lower outside services expense and lower employee-related costs.
  - **$22.0 million decrease** in exchange services due primarily to:
    - **$33.8 million decrease** from lower volumes across ONEOK's operations due primarily to seasonality in the first quarter 2022.
    - **$13.8 million decrease** related to lower earnings on unfractionated NGLs held in inventory.
    - **$11.5 million increase** from lower transportation and fractionation costs due primarily to lower fuel and power costs.
    - **$10.5 million increase** from higher average fee rates.
- **Natural gas gathering and processing decreased**
  - **$24.2 million decrease** from lower volumes due primarily to seasonality in the first quarter 2022.
  - **$8.8 million increase** from lower operating costs due primarily to lower employee-related costs and outside services expense.
  - **$3.9 million increase** from higher realized commodity prices, net of hedging.
- **Natural gas pipelines increased**
  - **$9.5 million increase** from higher natural gas sales.
  - **$7.8 million increase** from lower operating costs due primarily to lower outside services expense and lower employee-related costs.
  - **$2.4 million increase** in equity earnings on Northern Border Pipeline.
  - **$2.1 million increase** in transportation services due primarily to higher interruptible transportation revenue and higher firm transportation rates.
  - **$4.1 million decrease** in storage services due primarily to lower short-term storage activities.



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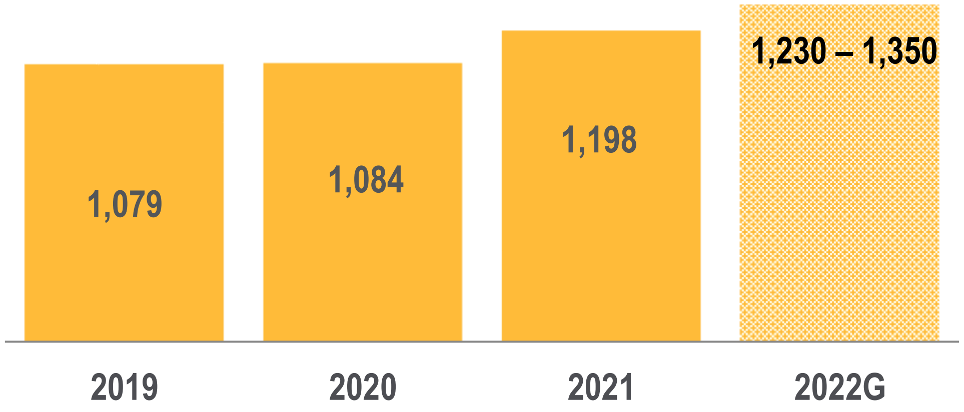
# NATURAL GAS LIQUIDS

## REGIONAL VOLUME UPDATE

- **Rocky Mountain**:
  - 24% increase in NGL raw feed throughput compared with the first quarter 2021.
  - NGL raw feed throughput reached more than 385,000 bpd in April 2022.
- **Mid-Continent**:
  - 10% increase in NGL raw feed throughput compared with the first quarter 2021.
- **Gulf Coast/Permian**:
  - 23% increase in NGL raw feed throughput compared with the first quarter 2021.
- **MB-5 Fractionator**:
  - Construction of 125,000 bpd fractionator is now expected to be complete in the second quarter 2023.

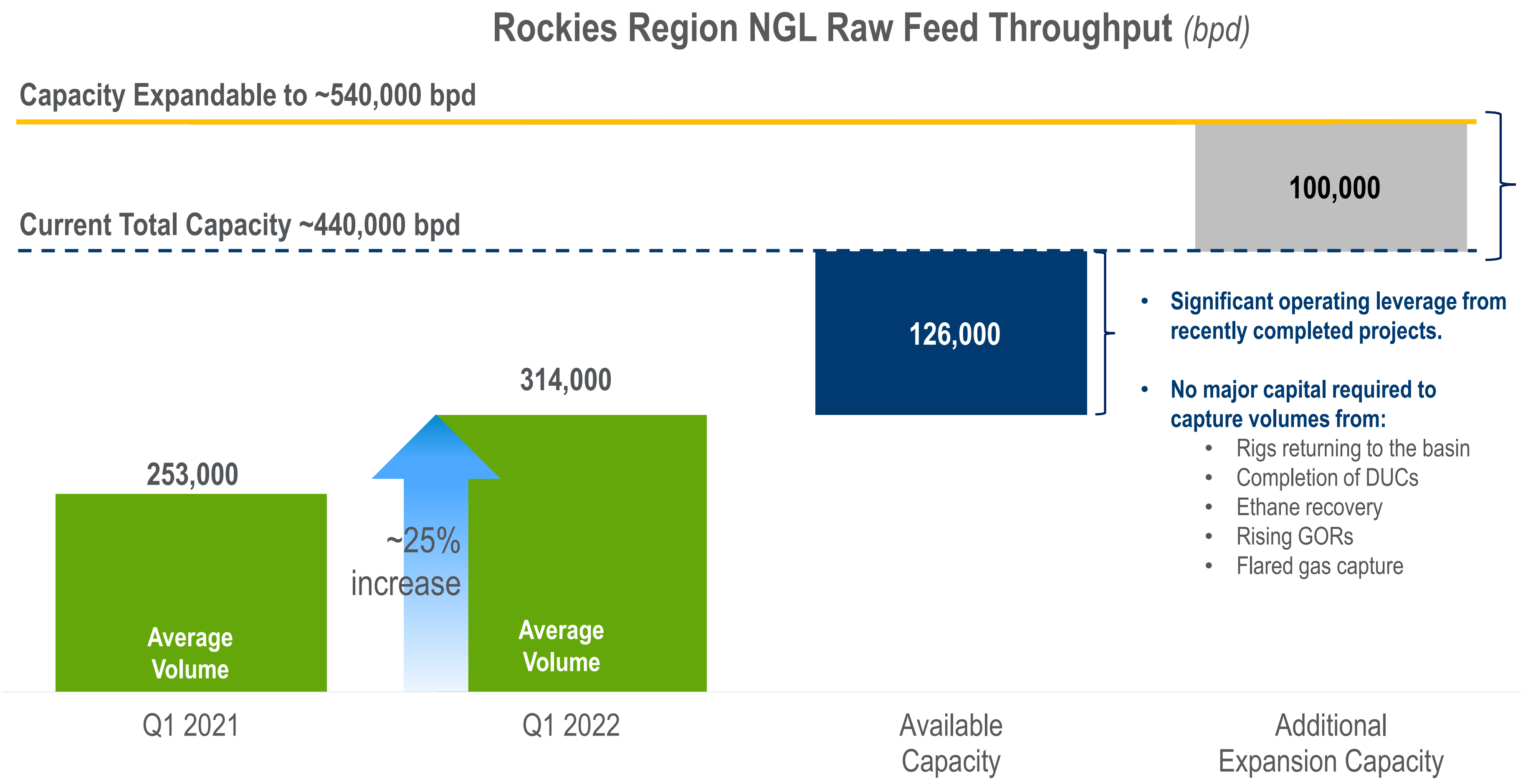
| Average Raw Feed Throughput Volumes[a] | | | |
|---|---|---|---|
| **Region** | **Fourth Quarter 2021** | **First Quarter 2022** | **Average Bundled Rate** *(per gallon)* |
| Rocky Mountain[b] | 335,000 bpd | **314,000 bpd** | ~ 26 cents[e] |
| Mid-Continent[c] | 563,000 bpd | **543,000 bpd** | > 9 cents[e] |
| Gulf Coast/Permian[d] | 371,000 bpd | **355,000 bpd** | ~ 6 cents[f] |
| **Total** | 1,269,000 bpd | **1,212,000 bpd** | |

NGL Raw Feed Throughput Volumes[a]
(MBbl/d)




*(a) Represents physical raw feed volumes on which ONEOK provides 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 NGL 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 primarily transportation and fractionation.*
*(f) Includes transportation only and transportation and fractionation.*

# STRONG NATURAL GAS LIQUIDS VOLUME RECOVERY




- **Minimal capital needed to further expand Elk Creek Pipeline with pump stations to meet future customer needs.**

- **Significant operating leverage from recently completed projects.**
- **No major capital required to capture volumes from:**
  - Rigs returning to the basin
  - Completion of DUCs
  - Ethane recovery
  - Rising GORs
  - Flared gas capture

**25,000 bpd of Rockies Region NGLs is ~$100 million of annual EBITDA to ONEOK.**



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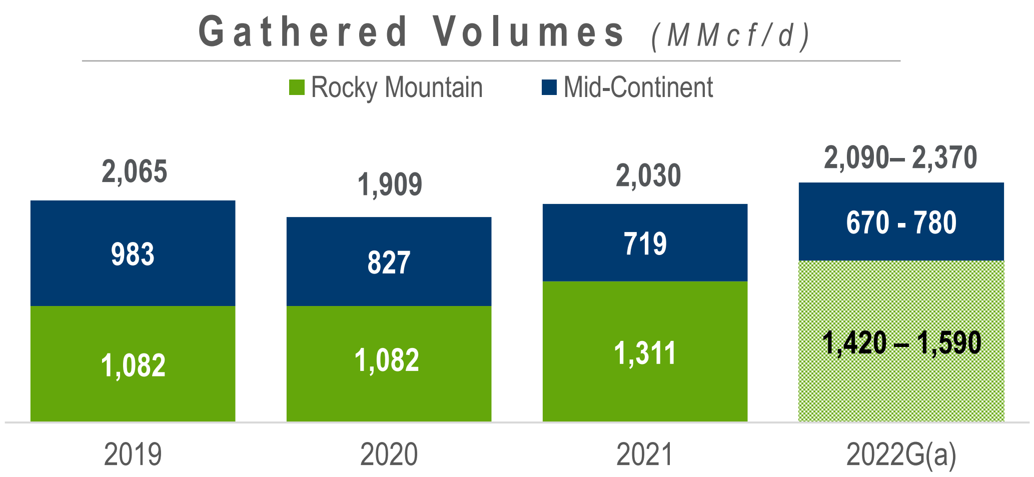
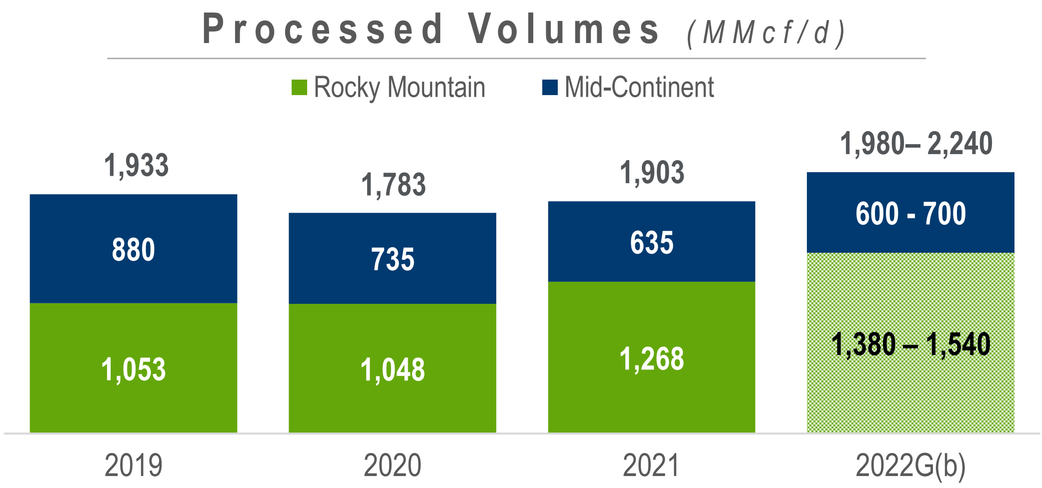
# NATURAL GAS GATHERING AND PROCESSING

## REGIONAL VOLUME UPDATE

- **Rocky Mountain:**
  - Rocky Mountain region natural gas processed volumes reached more than 1.4 Bcf/d in April 2022.
  - 91 wells connected in the first quarter 2022, expect to connect 375 - 425 in 2022.
- **Mid-Continent:**
  - Mid-Continent region natural gas processed volumes reached more than 630 MMcf/d in April 2022.

| | Average Gathered Volumes | | Average Processed Volumes | |
|---|---|---|---|---|
| **Region** | Fourth Quarter 2021 | **First Quarter 2022** | Fourth Quarter 2021 | **First Quarter 2022** |
| Rocky Mountain | 1,395 MMcf/d | **1,356 MMcf/d** | 1,348 MMcf/d | **1,308 MMcf/d** |
| Mid-Continent | 717 MMcf/d | **665 MMcf/d** | 636 MMcf/d | **590 MMcf/d** |
| **Total** | 2,112 MMcf/d | **2,021 MMcf/d** | 1,984 MMcf/d | **1,898 MMcf/d** |




*(a) 2022 guidance gathered volumes (BBtu/d): 2,840 – 3,200*
*(b) 2022 guidance processed volumes (BBtu/d): 2,640– 2,980*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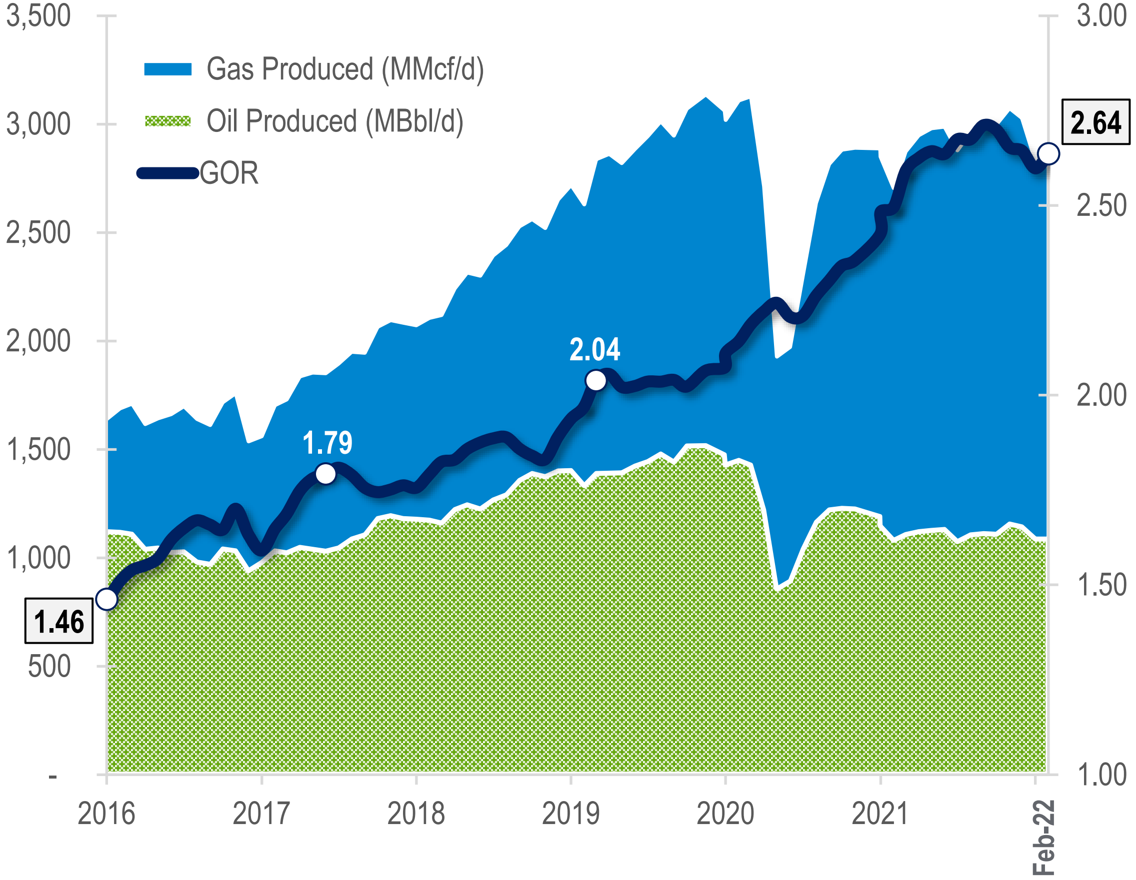
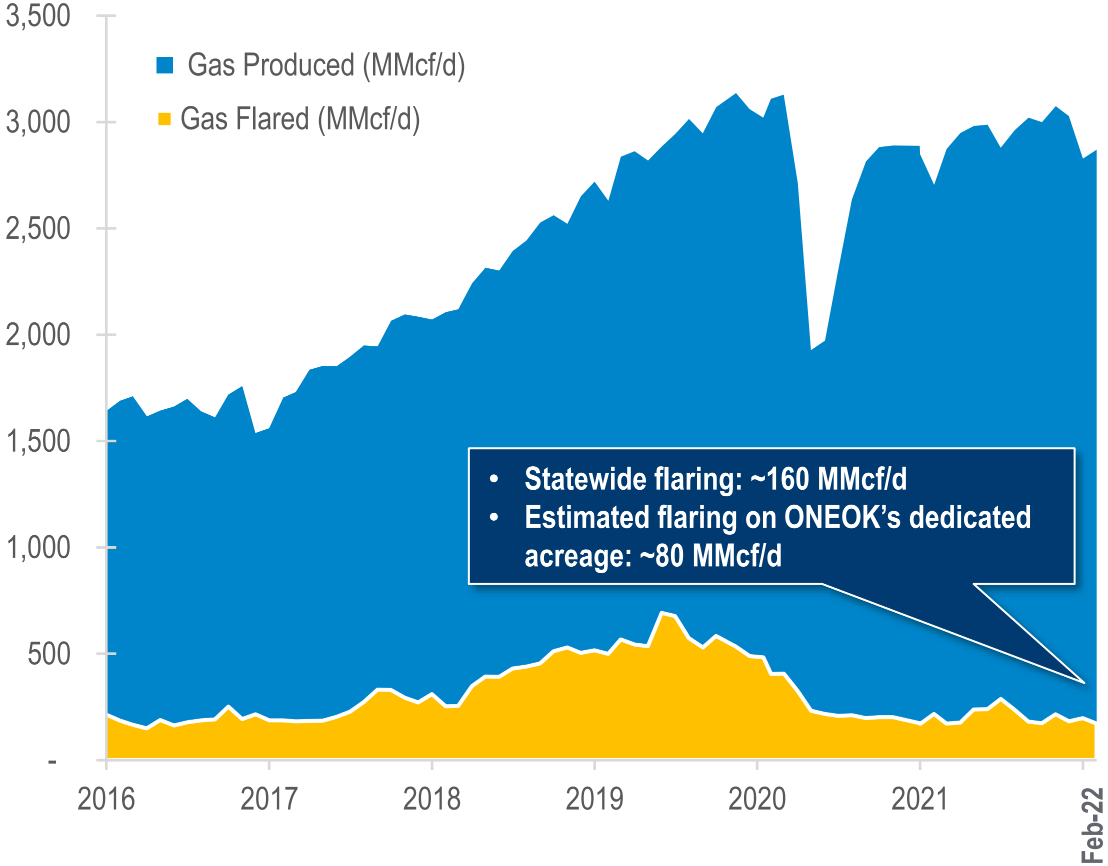
# WILLISTON BASIN PRODUCTION

## RISING GAS-TO-OIL RATIOS (GORS) AND GAS CAPTURE PRESENT OPPORTUNITIES

**Williston Basin GOR's have increased >80% since 2016.**




**Statewide flaring has decreased from 36% in 2014 to 6% in February 2022.**



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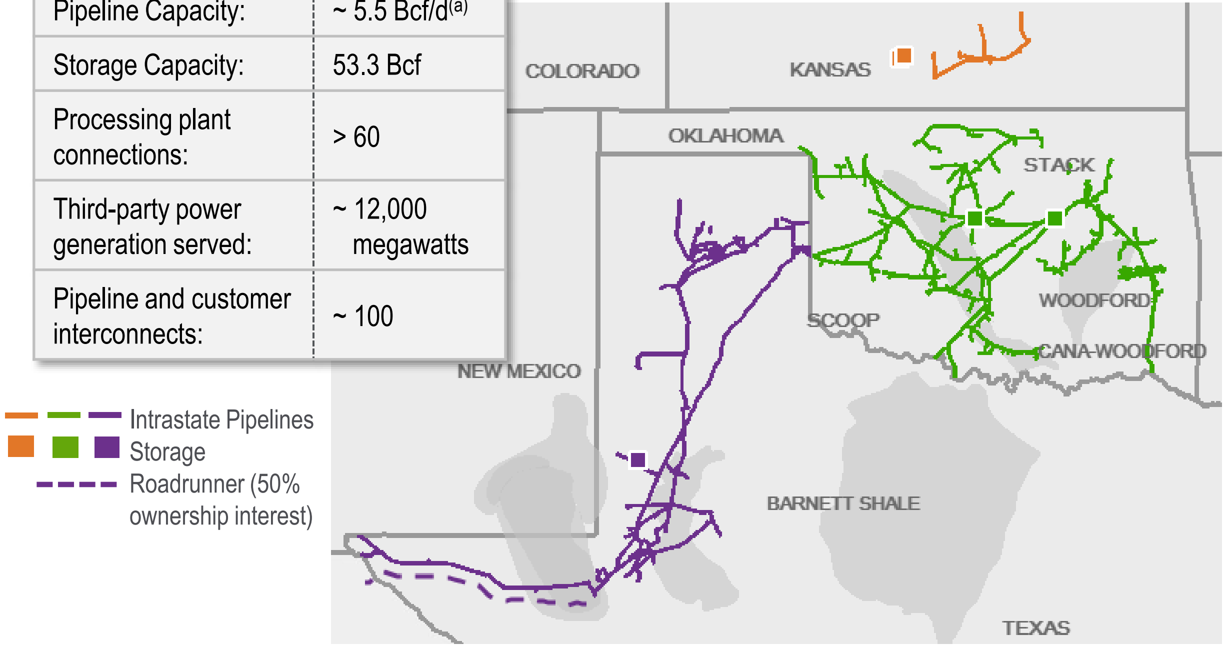
# NATURAL GAS PIPELINES – MARKET CONNECTED

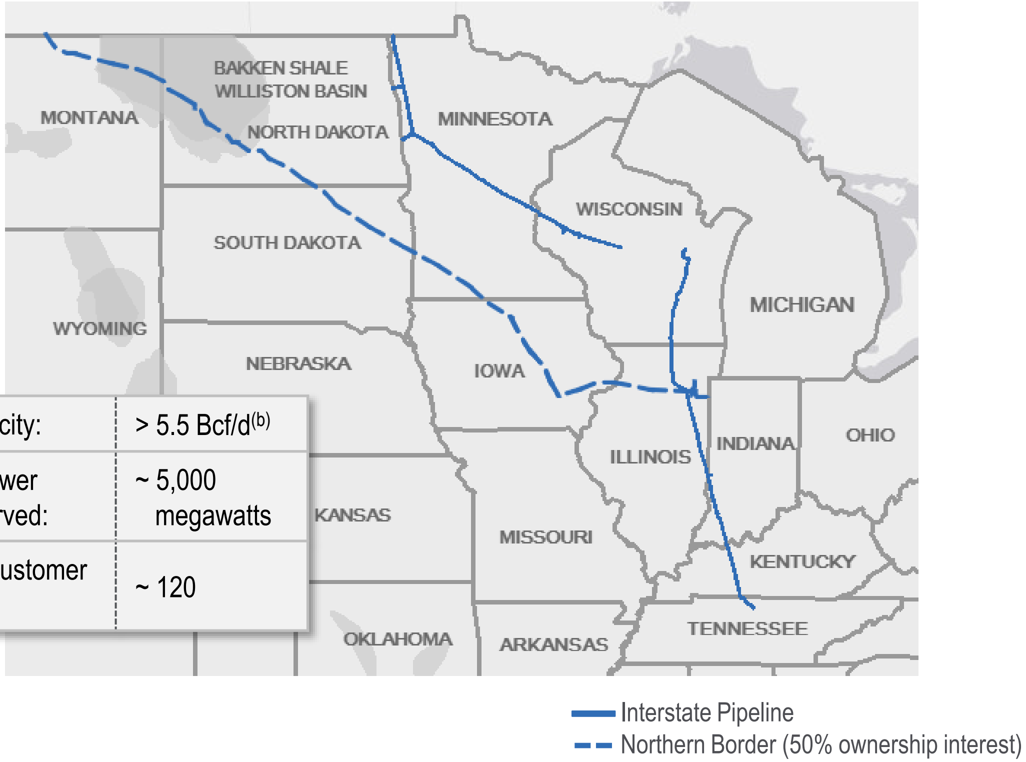
## Intrastate Pipeline System

- Connectivity between key markets
  - Bi-directional between Mid-Continent and Permian Basin; Mexico markets; Gulf Coast market through pipeline interconnects
- Significant storage position creates reliability and optionality for customers
  - Recently completed 1.1 Bcf expansion of Texas storage facilities
  - Currently expanding Oklahoma storage capabilities by 4 Bcf, expected completion in the second quarter 2023
- Average contract tenure: ~ 10 years

| | |
|---|---|
| Pipeline Capacity: | ~ 5.5 Bcf/d[a] |
| Storage Capacity: | 53.3 Bcf |
| Processing plant connections: | > 60 |
| Third-party power generation served: | ~ 12,000 megawatts |
| Pipeline and customer interconnects: | ~ 100 |




## Interstate Pipeline System




| | |
|---|---|
| Pipeline Capacity: | > 5.5 Bcf/d[b] |
| Third-party power generation served: | ~ 5,000 megawatts |
| Pipeline and customer interconnects: | ~ 120 |

- Bi-directional connectivity between key markets
  - Upper Midwest and Gulf Coast markets; Canadian supply areas and U.S. demand centers
- Connected with all major supply basins through third-party interconnections
- Opportunities: compressor replacements and upgrades
  - Electric, hybrid and more efficient natural gas compressors provide significant emissions reductions

*(a) Includes Roadrunner Gas Transmission, in which ONEOK has a 50% ownership interest.*
*(b) Includes Northern Border Pipeline, in which ONEOK has a 50% ownership interest.*



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# 2022 FINANCIAL GUIDANCE

## NON-GAAP RECONCILIATION

| | 2022 Guidance Ranges | | | | |
|---|---|---|---|---|---|
| | ($ in millions) | | | | |
| **Reconciliation of net income to adjusted EBITDA** | | | | | |
| Net income[a] | $ | 1,550 | - | $ | 1,830 |
| Interest expense, net of capitalized interest | | 705 | - | | 685 |
| Depreciation and amortization | | 655 | - | | 655 |
| Income tax expense | | 495 | - | | 575 |
| Noncash compensation expense | | 55 | - | | 35 |
| Equity AFUDC and other noncash items | | 10 | - | | (10) |
| Adjusted EBITDA | $ | 3,470 | - | $ | 3,770 |

| Key Guidance Assumptions | |
|---|---|
| Book income tax rate | 24% |
| Average diluted shares outstanding | 448.9 million |

*(a) Resulting in a diluted earnings per common share range of $3.45 - $4.07*
*Note: ONEOK expects 55% of the 2022 annual dividend to common shareholders to be a non-taxable return of capital to the extent of a common shareholder's tax basis in each common share. ONEOK estimates the portion of future annual dividends that will be a non-taxable return of capital will decrease at a rate of approximately 20% per year through 2025. This estimate is subject to change based on a variety of factors, some of which are beyond ONEOK’s control.*



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