

**NCCI – The Coal Institute
2013 Summer Trade Seminar**

***Kinder Morgan Coal Terminal
Exports and Expansion Projects***

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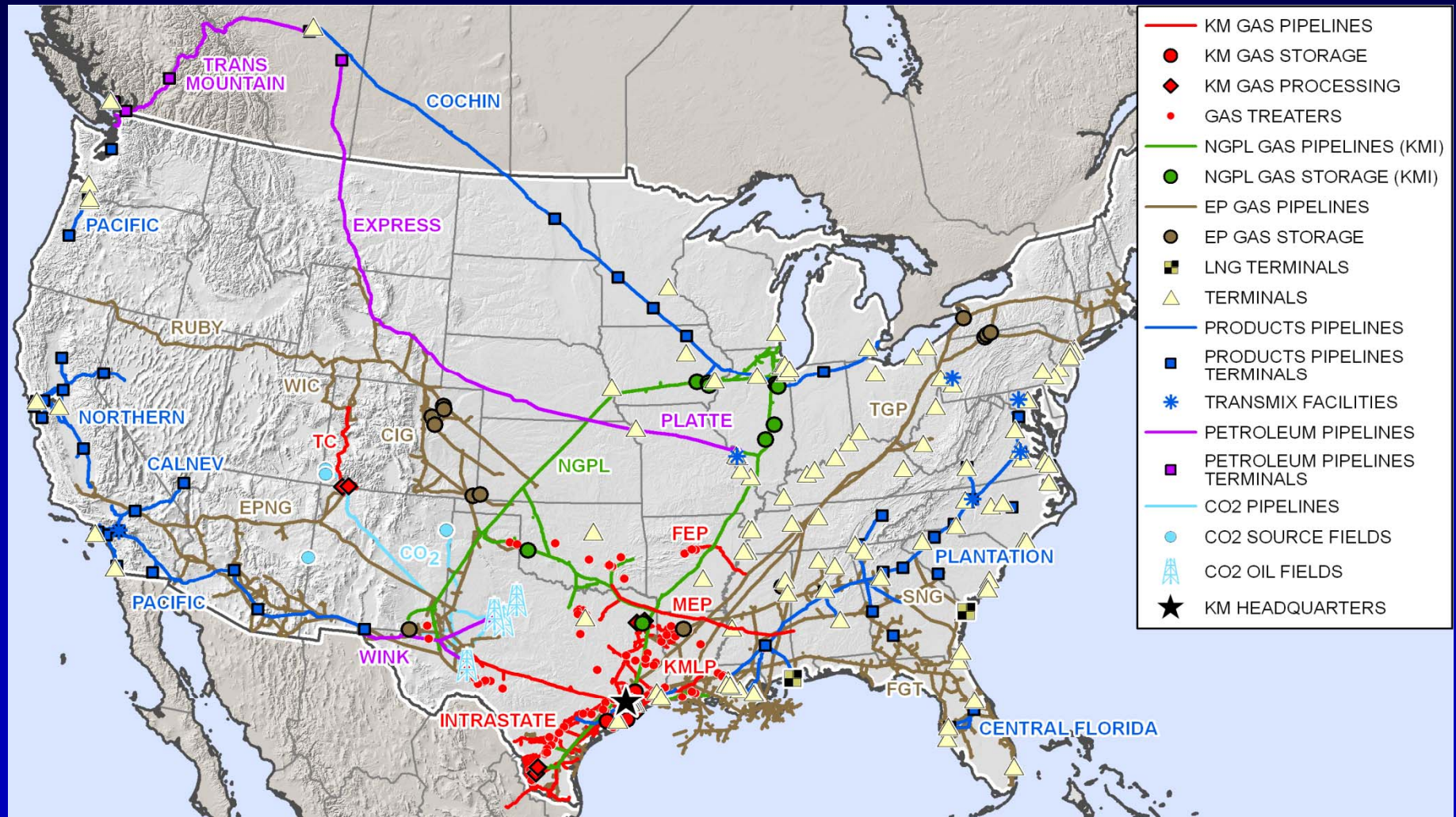
Kinder Morgan Terminals

Forward Looking Statements

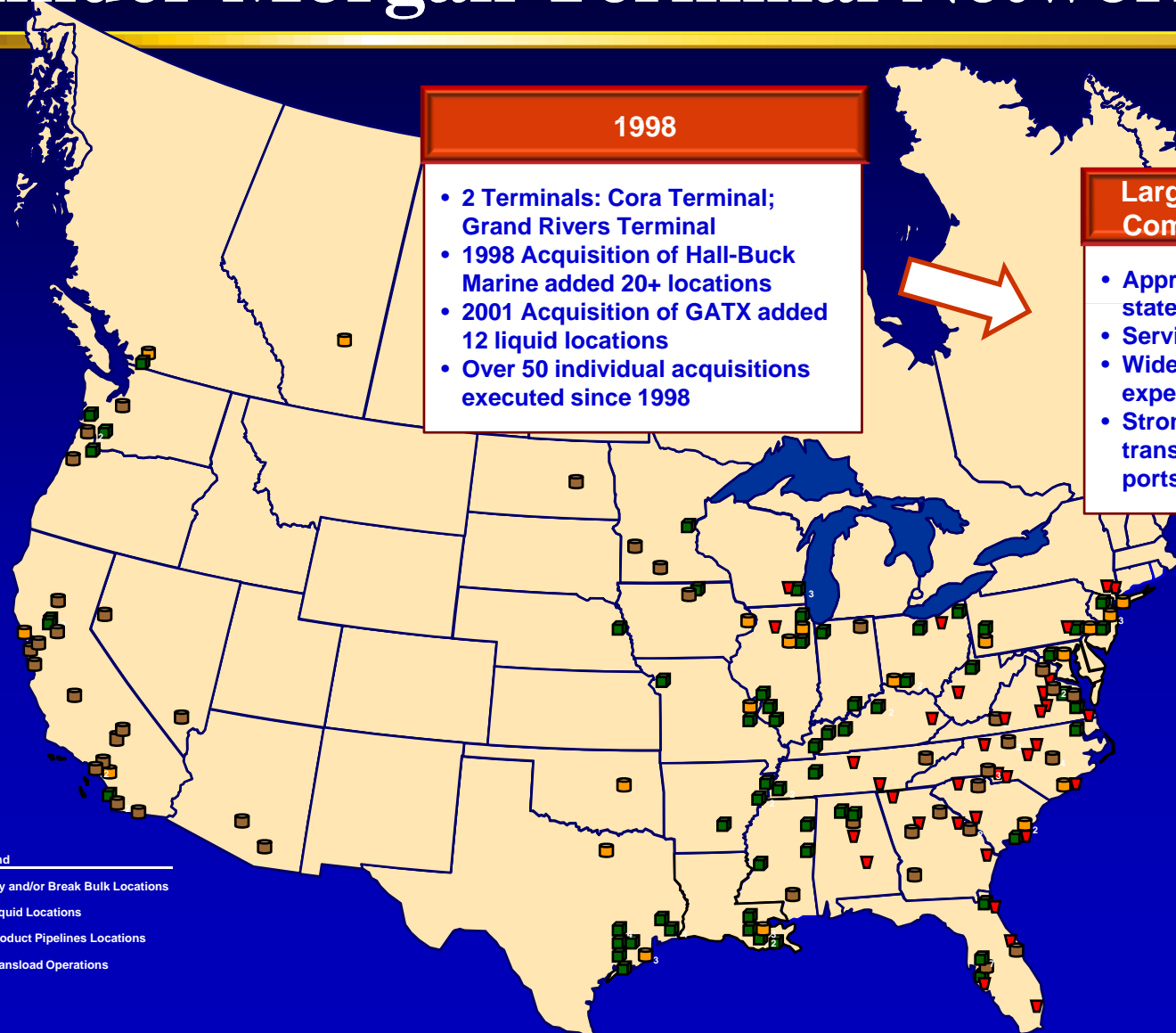
Forward/Non GAAP Financial Measures

- Forward looking statements are not guarantees of performance. They involve risks, uncertainties and assumptions. The future results and securities values of Kinder Morgan Inc. and Kinder Morgan Energy Partners, L.P. (collectively known as "Kinder Morgan") may differ materially from those expressed in the forward-looking statements contained throughout this presentation. Many of the factors that will determine these results and values are beyond Kinder Morgan's ability to control or predict. These statements are necessarily based upon various assumptions involving judgments with respect to the future, including, among others, the ability to achieve synergies and revenue growth; national, international, regional and local economic, competitive and regulatory conditions and developments; technological developments; capital markets conditions; inflation rates; interest rates; the political and economic stability of oil producing nations; energy markets; weather conditions; business and regulatory or legal decisions; the pace of deregulation of retail natural gas and electricity and certain agricultural products; the timing and success of business development efforts; and other uncertainties. You are cautioned not to put undue reliance on any forward-looking statement.

Largest Midstream Energy Company in North America



Kinder Morgan Terminal Network - 2013



1998

- 2 Terminals: Cora Terminal; Grand Rivers Terminal
- 1998 Acquisition of Hall-Buck Marine added 20+ locations
- 2001 Acquisition of GATX added 12 liquid locations
- Over 50 individual acquisitions executed since 1998

Largest Terminal Operating Company in North America

- Approximately 180 terminals in 32 states and in Canada
- Serving all major cities and ports
- Wide scope of commodity expertise
- Strong alignment with transportation operators and ports

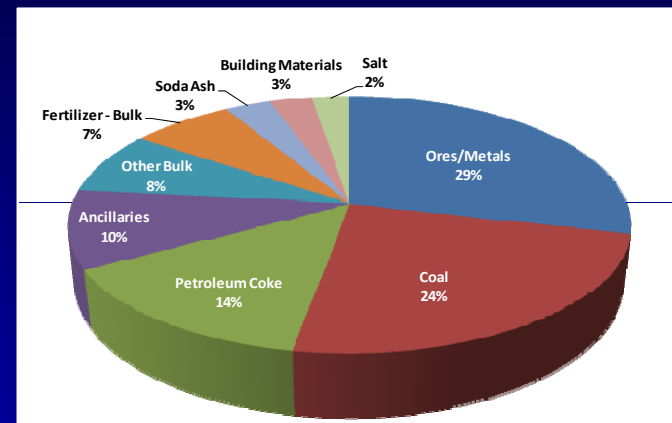
- Legend**
- Dry and/or Break Bulk Locations
 - Liquid Locations
 - Product Pipelines Locations
 - ▼ Transload Operations

KM Dry Bulk Diversification

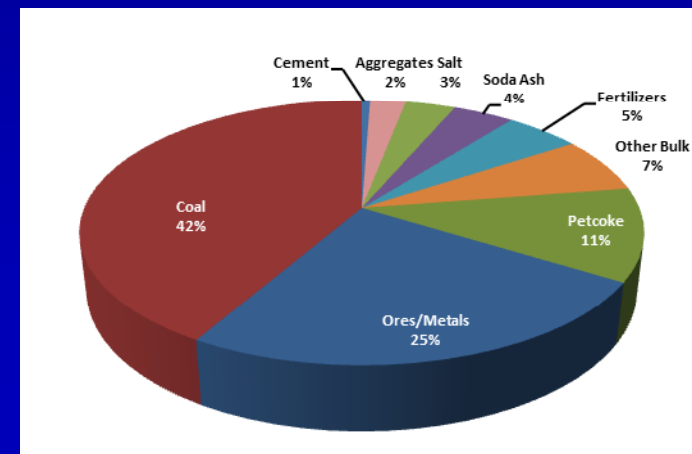
Budgeted 2013 Revenue and Tonnage:

- Total overall revenue = \$ 1,462 MM
(Liquid and Dry Bulk Revenues)
- Total dry bulk tonnage = 106 MM tons
- Total coal tonnage = 44 MM tons
- Coal makes up @ 24% of budgeted 2013 Dry Bulk Revenue
- Coal makes up @ 42% of budgeted 2013 Dry Bulk Tonnage

Dry Bulk Revenue Breakout

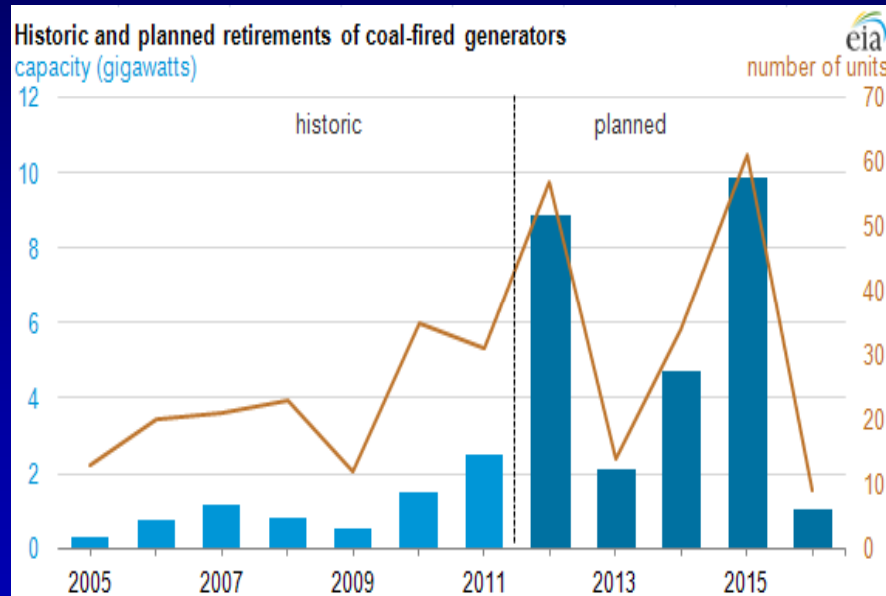


Dry Bulk Tonnage Breakout

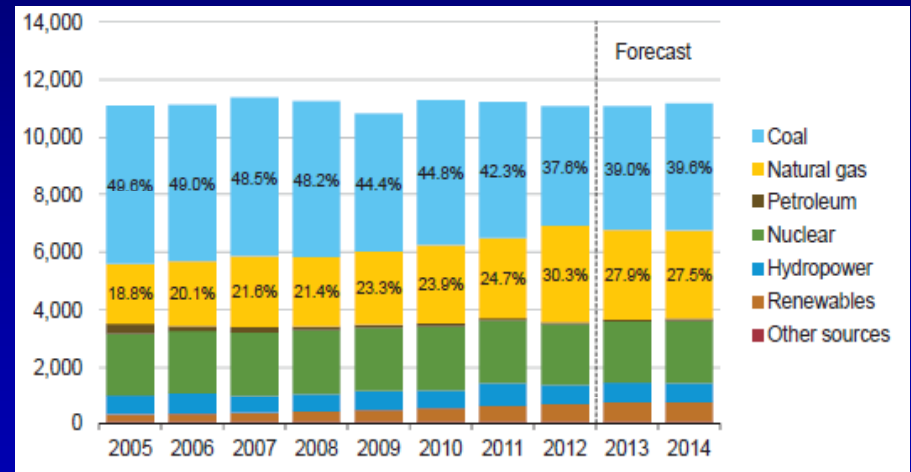


Domestic Coal Market

U.S. Coal Plant Retirements

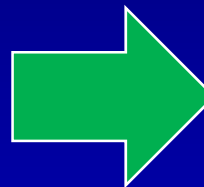
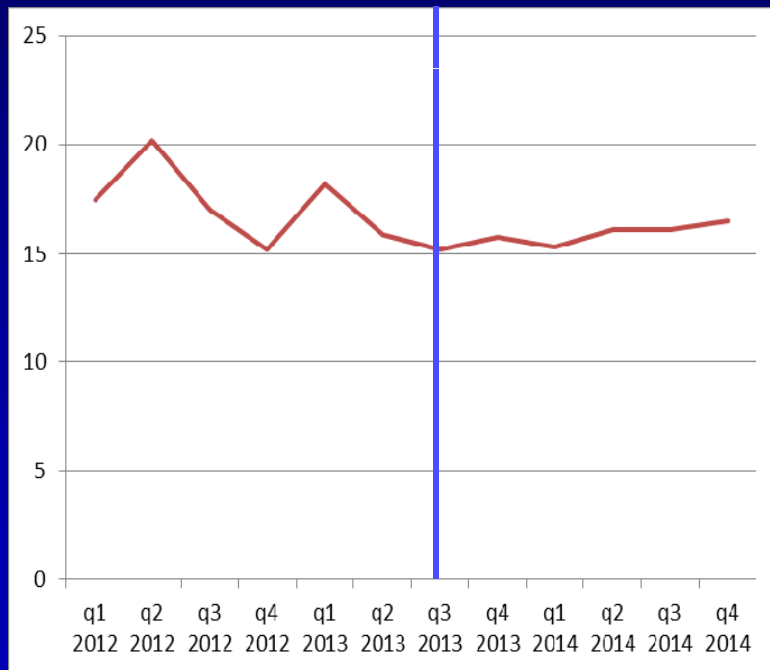


U.S. Electricity Generation by Fuel, All Sectors (thousand megawatthours per day)

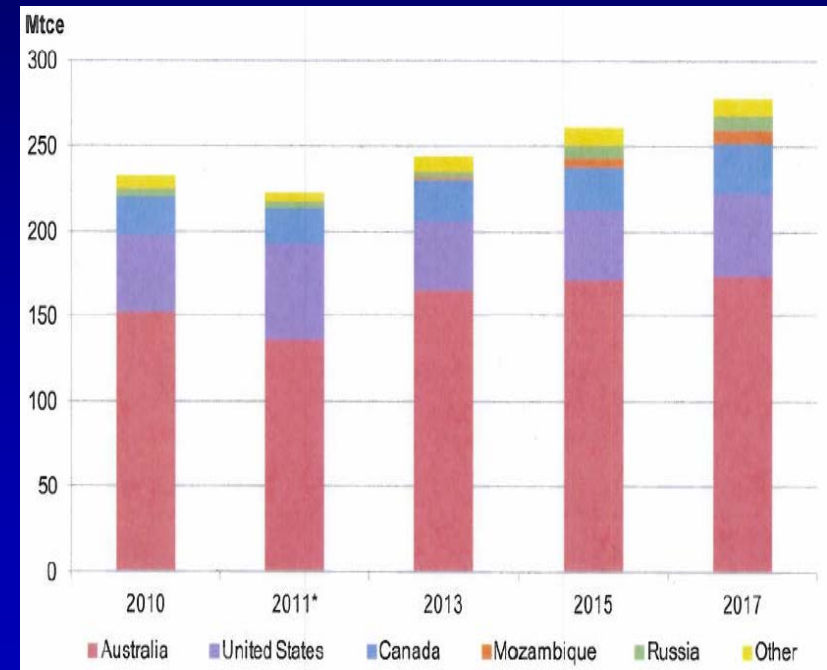


International Markets - Metallurgical

Short Term Demand Forecast for U.S. Met Coal Exports

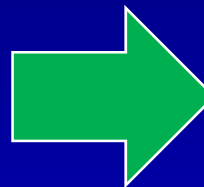
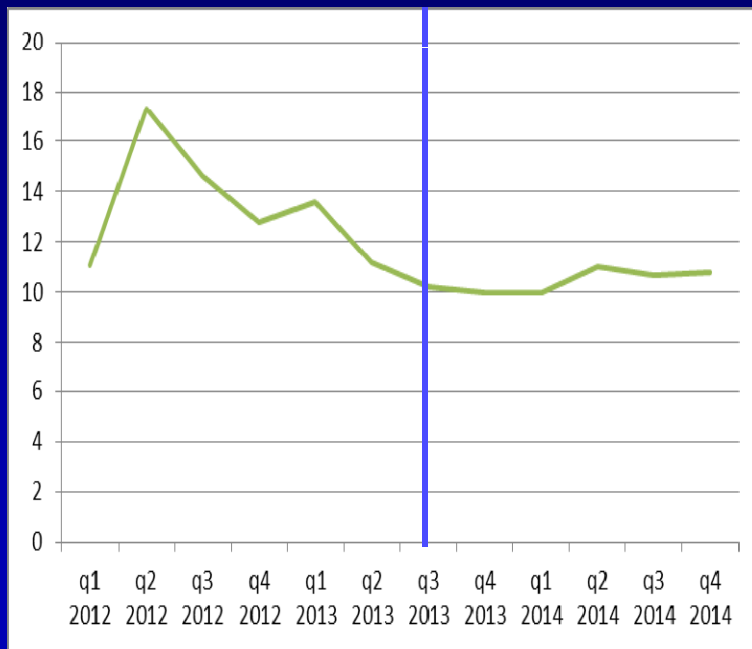


Long Term Demand Forecast for Global Met Coal Exports

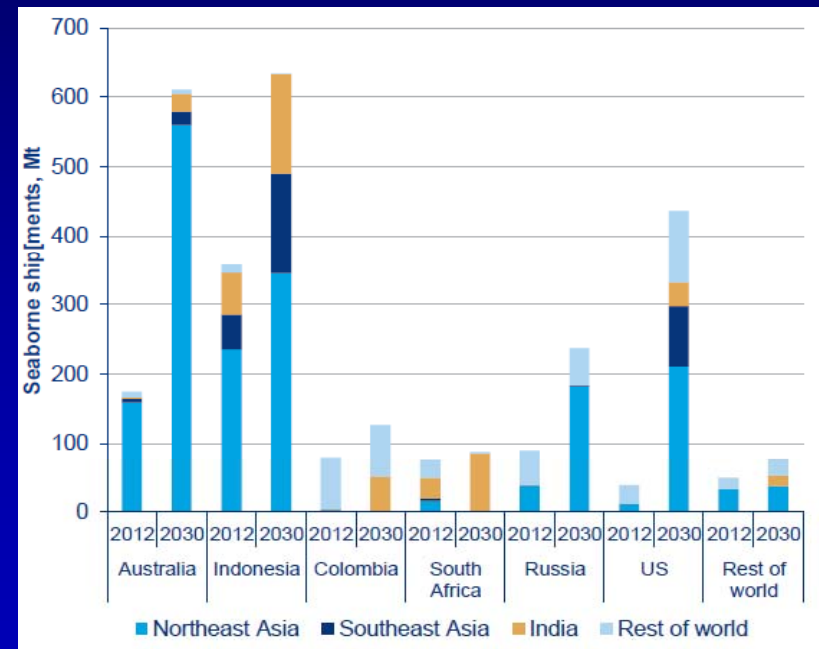


International Markets - Thermal

Short Term Demand Forecast for U.S. Thermal Coal Exports



Long Term Demand Forecast for Global Thermal Coal Exports



Fairless Hills Terminal

- **Kinder Morgan Fairless Hills Terminal**
Fairless Hills, Pennsylvania
 - Owned by Kinder Morgan
 - Served by Norfolk Southern and CSX Railroads
 - 600k tons exported in 2012
 - 2 MM tons est nameplate capacity
 - No expansion planned



Pier IX Terminal

- **Kinder Morgan Pier IX Terminal
Newport News, Virginia**
 - Served by CSX Railroad
 - 14.77 MM tons exported in 2012
 - 16.0 MM tons nameplate capacity
 - 17.0 MM tons est capacity with current expansion



KMs expansion is on track for completion and operation by April 1, 2014

International Marine Terminal (IMT)

- **International Marine Terminal
Myrtle Grove, Louisiana**
 - **Owned by Kinder Morgan
and AEP**
 - **3.8 MM tons exported in
2012**
 - **10 MM tons nameplate
capacity**
 - **Expansion underway for
20 mm tons ttl capacity**



**KMs expansion is on track
for completion and
operation by April 1, 2014**

Houston Bulk Terminal

- **Kinder Morgan Houston Bulk Terminal**
Houston, TX
 - Owned by Kinder Morgan
 - Served by Union Pacific and BNSF Railroads
 - 1.7 MM tons exported in 2012
 - 2.7 MM tons coal export capacity
 - No expansion planned



Deepwater Terminal

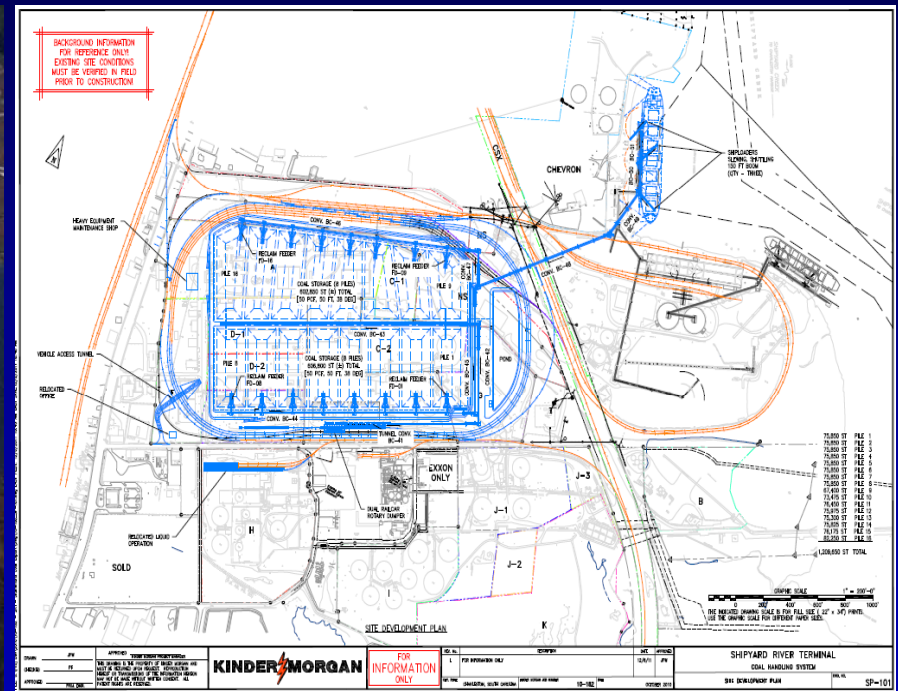
- **Kinder Morgan Deepwater Terminal**
Houston , TX
 - **Owned by Kinder Morgan**
 - **Served by Union Pacific and BNSF Railroads**
 - **643k tons exported in 2012**
 - **Expansion underway for 10 mm tons ttl capacity**

KMs expansion is on track for completion and operation by April 1, 2014



Future Projects

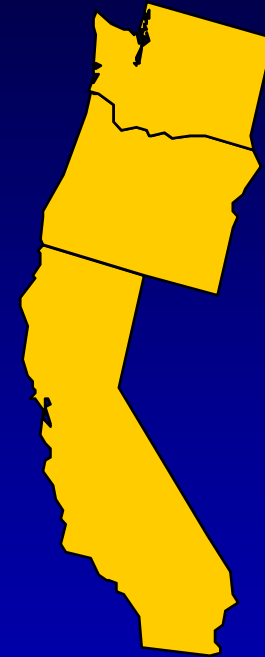
Charleston SC - Kinder Morgan Shipyard River Terminal Expansion



Kinder Morgan Investment:
Expected Coal export throughput :

\$230 mm
10 mm tons per year

West Coast Coal Terminal

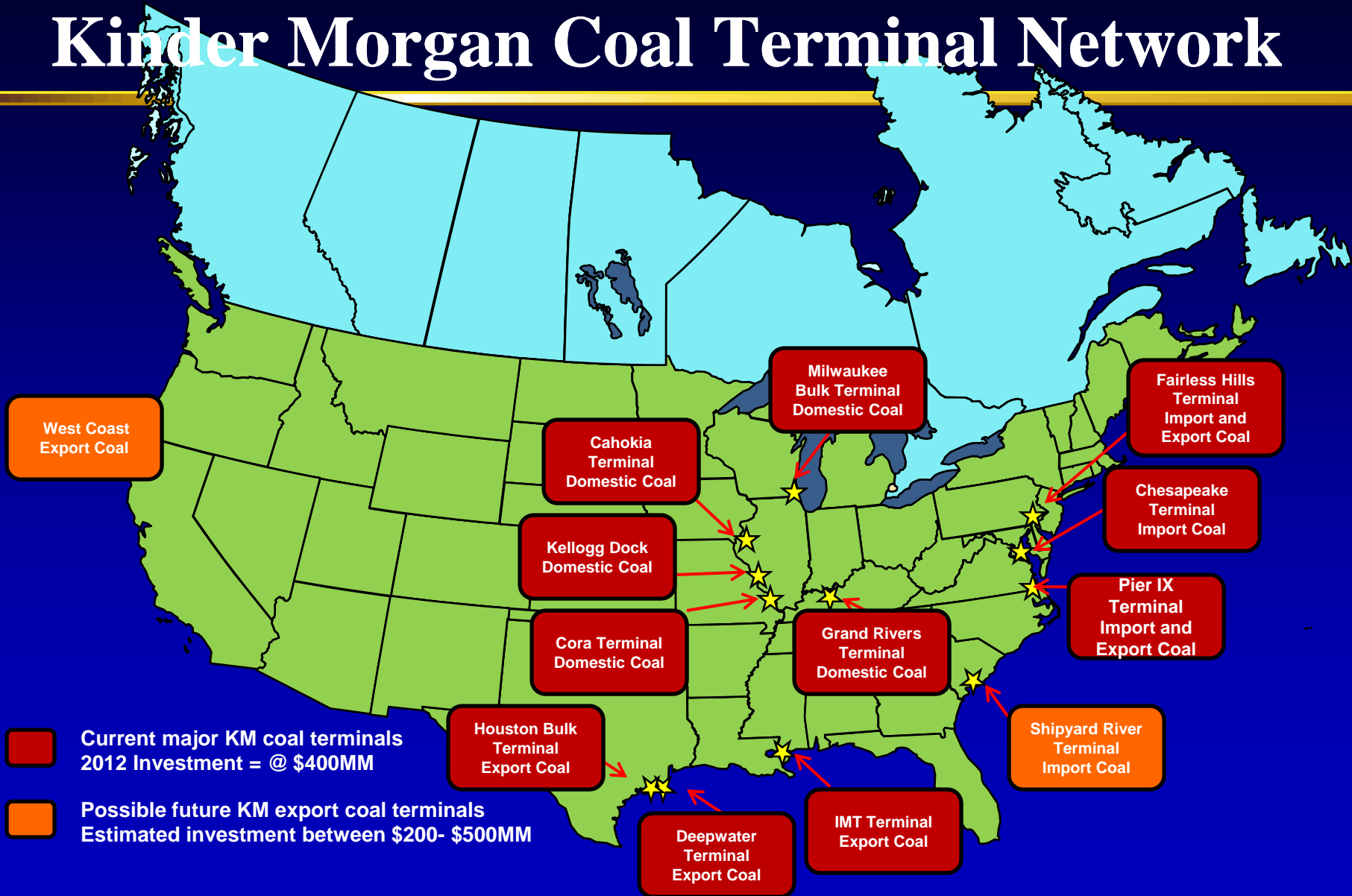


**Port Westward Terminal - KM not continuing site due diligence;
Site determined not viable for design of a coal export terminal**

KM looking at other West Coast locations for designing a coal export terminal project for customers

**What is next for
Kinder Morgan?**

Kinder Morgan Coal Terminal Network



KM Coal Terminal Project Summary

APPROVED DEALS	MODELED NEW CAPACITY MNTPY	CAPITAL
IMT - PHASE 1	4.0	\$ 49.1
IMT- PHASE 2	2.5	\$ 30.6
IMT - PHASE 3	3.3	\$70.8
DEEPWATER	7.0	\$138.8
HOUSTON BULK TERMINAL – PHASE 1 & 2	2.0	\$ 51.5
PIER IX – SYNFUEL YARD	1.0	\$ 29.3
TOTAL	19.8	\$439.20
DEALS IN PRELIMINARY REVIEW	MODELED NEW CAPACITY MNTPY	CAPITAL
SHIPYARD RIVER	10.0	EST \$230 +
TOTAL	10.0	EST . \$230 +
COMBINED TOTAL	29.8	\$ 669.2 (+)

Kinder Morgan Resources LLC

- Owns, manages & leases natural resource properties in North America
- Does NOT operate mines
- Key Commercial Structures
 - ❖ Sale – Leaseback Reserves
 - ❖ Jointly Acquire New Reserves
 - ❖ Sale – Leaseback/Operate Infrastructure
 - ❖ Acquisitions
- Target Commodities:
 - ❖ Coal
 - ❖ Petroleum
 - ❖ Natural Gas
 - ❖ Aggregates (Limestone, Granite, Clay, Sand, and Gravel)
 - ❖ Ores/metals (Copper, Silver, Iron, Lead, Zinc and Mercury)
 - ❖ Timber
 - ❖ Soda Ash
 - ❖ Salt
- Rick Whiting : newly announced President, KM Resources Division

Conclusion

U.S. Supply and Demand Contraction



International Demand Expansion



THANK YOU