

# **Investor Presentation**

February 2019

# **Company Information**

## **Crestwood Equity Partners LP**

NYSE Ticker	CEQP
Market Capitalization (\$MM) <sup>(1,2)</sup>	\$2,360
Enterprise Value (\$MM) <sup>(2)</sup>	\$4,975
Annualized Distribution	\$2.40

#### **Contact Information**

#### **Corporate Headquarters**

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#### **Investor Relations**

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## **Forward-Looking Statements**

The statements in this communication regarding future events, occurrences, circumstances, activities, performance, outcomes and results are forward-looking statements. Although these statements reflect the current views, assumptions and expectations of Crestwood's management, the matters addressed herein are subject to numerous risks and uncertainties which could cause actual activities, performance, outcomes and results to differ materially from those indicated. Such forward-looking statements include, but are not limited to, statements about the benefits that may result from the merger and statements about the future financial and operating results, objectives, expectations and intentions and other statements that are not historical facts. Factors that could result in such differences or otherwise materially affect Crestwood's financial condition, results of operations and cash flows include, without limitation, the possibility that expected cost reductions will not be realized, or will not be realized within the expected timeframe; fluctuations in crude oil, natural gas and NGL prices (including, without limitation, lower commodity prices for sustained periods of time); the extent and success of drilling efforts, as well as the extent and quality of natural gas and crude oil volumes produced within proximity of Crestwood assets; failure or delays by customers in achieving expected production in their oil and gas projects; competitive conditions in the industry and their impact on our ability to connect supplies to Crestwood gathering, processing and transportation assets or systems; actions or inactions taken or non-performance by third parties, including suppliers, contractors, operators, processors, transporters and customers; the ability of Crestwood to consummate acquisitions, successfully integrate the acquired businesses, realize any cost savings and other synergies from any acquisition: changes in the availability and cost of capital: operating hazards, natural disasters, weather-related delays, casualty losses and other matters beyond Crestwood's control; timely receipt of necessary government approvals and permits, the ability of Crestwood to control the costs of construction, including costs of materials, labor and right-of-way and other factors that may impact Crestwood's ability to complete projects within budget and on schedule; the effects of existing and future laws and governmental regulations, including environmental and climate change requirements; the effects of existing and future litigation; and risks related to the substantial indebtedness, of either company, as well as other factors disclosed in Crestwood's filings with the U.S. Securities and Exchange Commission. You should read filings made by Crestwood with the U.S. Securities and Exchange Commission, including Annual Reports on Form 10-K and the most recent Quarterly Reports and Current Reports for a more extensive list of factors that could affect results. Readers are cautioned not to place undue reliance on forward-looking statements, which reflect management's view only as of the date made. Crestwood does not assume any obligation to update these forward-looking statements.

Connections for America's Energy™

### **Corporate Structure**







# **Key Investor Highlights Strategy Unchanged to Deliver Growth in 2019**

## **EXECUTION**

- · Well-positioned assets and strong fundamentals support volume growth
- Strong track record of delivering on guidance targets
- Best-in-class midstream operator for safety, employee relations, customer service, community and environmental responsibility

# UNITHOLDER ALIGNMENT

- No incentive distribution rights
- Management and insiders own >30% of common LP units
- General Partner First Reserve committed ~\$500MM to support CEQP growth in Delaware Basin

# FINANCIAL DISCIPLINE

- Committed to long-term leverage ratio below 4.0x
- Strong distribution coverage of 1.2x or above
- Opportunistically managing capital structure to reduce cost of capital

## **SELF-FUNDED**

- Committed to self-fund \$275MM-\$325MM capital program in 2019
- Excess cash flow, available liquidity and strategic joint-ventures with Shell Midstream,
   Williams, Con Edison and First Reserve to finance growth
- · Evaluation of potential non-core asset divestitures



- High quality projects in Bakken, Powder River Basin, Delaware Basin and NE Marcellus
- Committed to accretive organic growth projects offering 5x 7x build multiples
- ~\$160MM+ expected incremental EBITDA contribution from 2017-2020

Crestwood's 5-year plan is focused on delivering increased DCF per unit



## **Solid Execution Drives Outperformance in FY 2018**

- Crestwood's strategy of organic growth projects in core assets, capital efficiency and financial discipline drives results
- Crestwood met or exceeded its guidance ranges and outperformed consensus estimates in 2018
- Increasing producer activity, accretive organic investments and good fundamentals across all three operating segments drive outperformance

Fourth Quarter 2018 Results			
(\$US Millions)	Q4 2018 Actuals	Consensus	
Adjusted EBITDA	\$114.1	\$110.0	
(-) Cash Interest Expense	(26.0)		
(-) Maintenance Capital	(3.9)		
(-) Other	(1.5)		
(-) Distributions to Preferred Holders	(18.4)		
Distributable Cash Flow	\$64.3	\$62.2	

FY 2018 Actuals vs. Guidance				
(\$US Millions)	FY 2018 Actuals	2018 Guidance		
Adjusted EBITDA	\$420.1	\$400 - \$420	<b>\</b>	
Distributable Cash Flow	\$223.6	\$195 - \$225		
Growth Capital	\$332	\$300 - \$350		
Maintenance Capital	\$20.6	\$20 - \$25		
Coverage Ratio	1.3x	>1.2x		
Leverage Ratio	4.25x	4.0x - 4.5x		



# Multiple High-Growth Basins Strong Fundamentals Drive Midstream Infrastructure Investment



Diversified midstream portfolio with operating scale along the value chain



# **Bullish Outlook and Producer Activity**

Crestwood's Assets are Located in the Right Place!

Crestwood's growth capital investments are building scalable franchise positions in the Bakken, Powder River Basin and Delaware Basin

**Core Growth Asset** 

**Crude Oil Growth Forecast** 

**Breakevens** 

**Rig Count** 

Bakken

1.3 MMBbls/d 2018



2.0 MMBbls/d by 2021



**58** 

Powder River Basin / Niobrara

0.6 MMBbls/d 2018



1.2 MMBbls/d by 2021 \$25

**25** 

+25% Y-O-Y

**Permian Basin** 

3.2 MMBbls/d 2018



5.7 MMBbls/d By 2021 **\$27** 

4/0

+9% *Y-O-Y* 

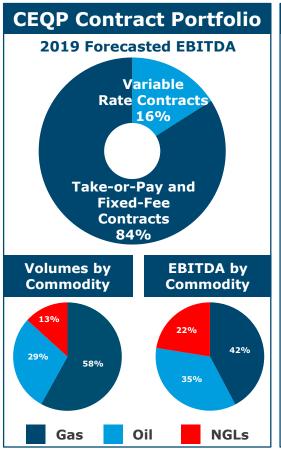
55% of US onshore rigs are operating in Crestwood's top-3 core growth areas; Crestwood is investing in all the right places!



# **Balanced Portfolio; High Quality Customers**

Excellent Diversity of Services, Customers and Markets

Stable cash flows supported by fixed-fee contracts, top-tier customer base and balanced commodity exposure



## **Long-Term Contract Profile With High Quality Customers**(1)

G&P assets backed by 1.1 million acreage dedication; High quality producer mix



















Top-tier NE Gas Storage & Transportation franchise; Largely investment grade









**Brookfield** 







**Diversified NGL Marketing, Supply & Logistics business** 













~84% of Crestwood 2019 EBITDA from take-or-pay and fixed-fee contracts; Key assets protected from commodity volatility and volume declines



## **2019E Financial Outlook**

Crestwood expects continued cash flow growth in 2019 due to strong producer forecasts and incremental organic growth capital projects

Adjusted EBITDA	\$460 million - \$490 million
Distributable Cash Flow	\$245 million – \$275 million
Distribution Coverage Ratio	1.4x - 1.6x
2019E Leverage Ratio	4.0x - 4.5x
Growth Capital	\$275 million – \$325 million
Maintenance Capital	\$20 million – \$25 million

## **Segment Outlook**

#### **Gathering & Processing**

- Adjusted EBITDA<sup>(1)</sup>: \$385MM \$405MM
- Arrow gathering system expansions and debottlenecking
- Bear Den Processing Plant 2 in Q3 2019
- · PRB volume growth
- Nautilus and Orla I volume growth
- SW Marcellus / Barnett modest declines
- G&P budget assumes ~\$50/bbl WTI price

#### **Storage & Transportation**

- Adjusted EBITDA(1): \$85MM \$90MM
- Stagecoach distribution to increase 10% in July 2019
- COLT Hub ~\$20MM cash flow contribution in 2019; Strong fundamentals from 2018 to continue
- Tres Palacios rate improvement driven by Gulf Coast LNG and Mexican gas demand

#### Marketing, Supply & Logistics

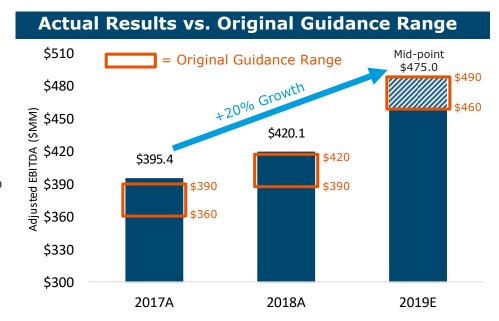
- Adjusted EBITDA<sup>(1)</sup>: \$55MM \$60MM
- NGL marketing business driven by seasonal propane and butane demand in the Northeast
- MS&L and G&P segment collaboration to ensure optimal markets for processed volumes



# **Track Record of Delivering Results**

# Crestwood's integrated asset footprint and strategy of self-funding and capital discipline/efficiency will continue to drive results in 2019

- Crestwood's strategy of organic investments in core growth basins delivers repeatable results
- Strategy resilient through commodity price volatility
  - Core assets located in basins with lowest breakevens in US; <u>Drilling activity economic sub-\$25/bbl</u>
  - Producers affirm active drilling programs in FY 2019
  - High-quality producer contracts and ~84% of portfolio is fixed-fee or take-or-pay
- Crestwood focused on financial discipline and capital efficiency
  - Capital committed exclusively to core growth areas, primarily in Bakken and Powder River Basin
  - Bear Den II in-service Q3:19, Bucking Horse II inservice Q1:20 and Orla II is a contingent 2020 project
  - Leverage ratio expected to be sub-4.0x in FY 2020
- Growth capital expected to be funded with excess cash flow, revolver, joint-venture partners and non-core asset divestitures



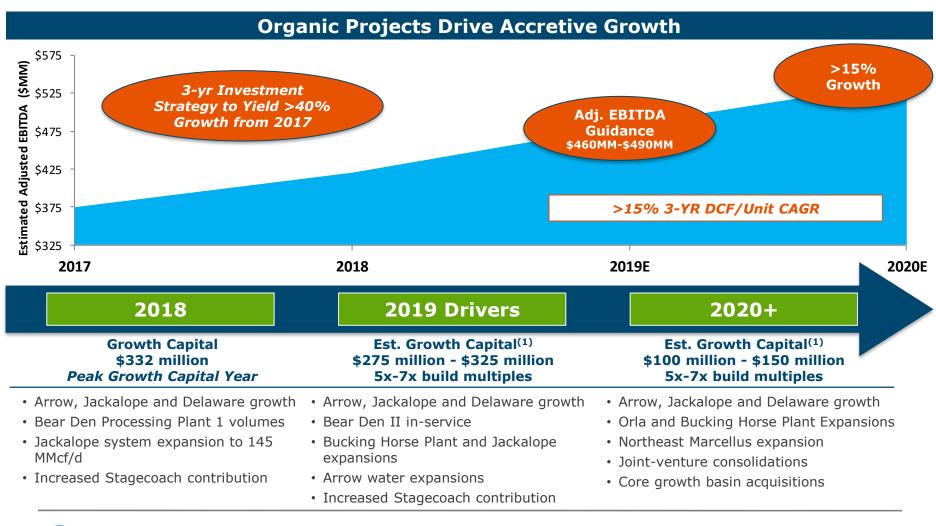
Crestwood's strategy delivers strong financial performance

FY 2019 and FY 2020 outlook of >15% Adjusted EBITDA and DCF/unit growth supported by execution of existing announced capital projects



## **High Return Projects Drive EBITDA/DCF Growth**

Crestwood's visible project backlog will drive >15% 3-yr EBITDA and DCF/unit CAGR; Near-term growth focused in the Bakken, Powder River Basin and Delaware Basin





## **Crestwood Driving Unitholder Value** Unrecognized Value to Further Propel Valuation

Crestwood has been a leader in the sector's transformation by checking all the right boxes for unitholder value creation



Strong fundamentals in the areas we operate



**Sub-4x Leverage and** Coverage above 1.2x



**NO Incentive Distribution Rights** 



**Limited regulatory** exposure



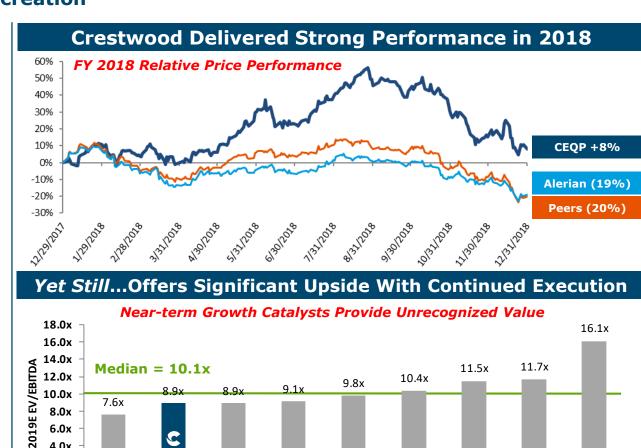
Visible, accretive growth projects



**Committed to MLP** structure



**Committed to ESG/Sustainability**; **Inaugural report** targeted for June 2019





Peer

4

Peer

5

Peer

6

Peer

7

4.0x

2.0x

0.0x

Peer

1

**CEQP** 

Peer

2

Peer

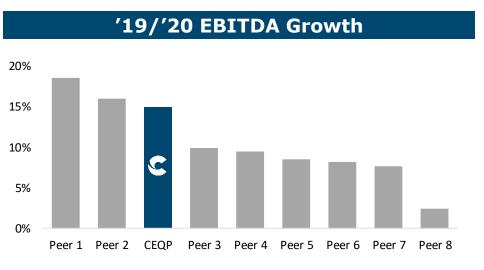
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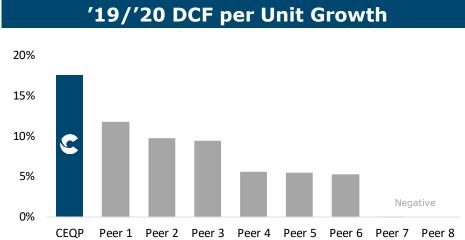
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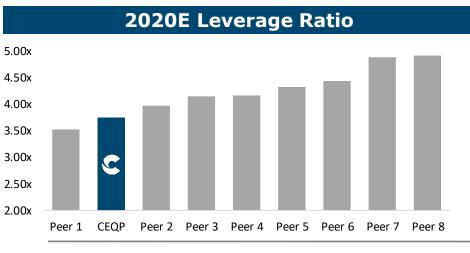
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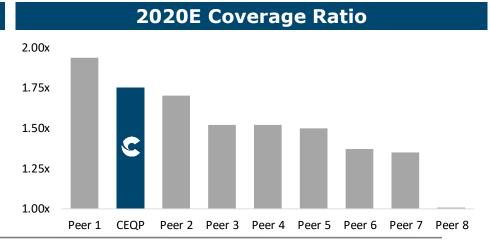
# Crestwood's Strategy Drives Top-Tier Metrics through 2020E

Crestwood's metrics compare favorably to predominately larger cap peer group; Continued execution of the current strategy will continue to differentiate CEQP













# **Bakken Growth Strategy**

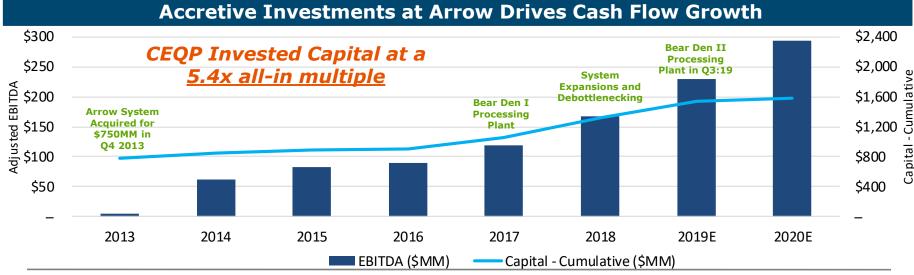
Crestwood actively expanding the Arrow Gathering System and Bear Den Processing Plants as producer volume growth forecasts exceed expectations

#### **Arrow Overview**

- Arrow is a three-product gathering and processing system located primarily on the Fort Berthold Indian Reservation
- Diversified producers: WPX, QEP, XTO, EnerPlus, Bruin, Rimrock, PetroShale
- 8-year weighted average contract length and Crestwood purchases 100% of oil and gas volumes at the wellhead
- Arrow will be Crestwood's largest driver of cash flow growth in '19/'20

### **Producer Efficiency Driving Growth**





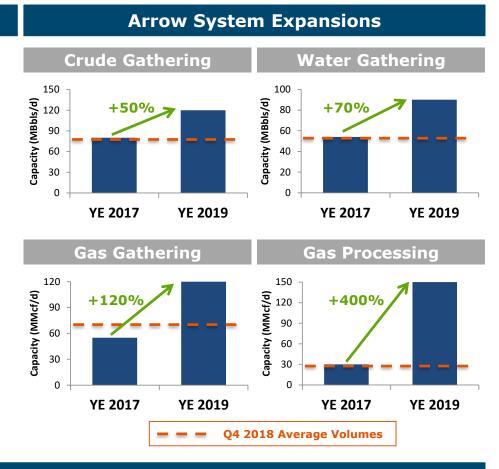


# **Arrow System Volume Growth Outlook**

Arrow volume growth driven by increased well connect forecast, strong FBIR well performance, and completed system debottlenecking

#### 2019 Outlook

- All system debottlenecking and expansion projects to be complete in 2019
- New produced water gathering contract with Enerplus
  - 30 MBbls/d expansion for \$60MM invested between 2019 and 2020
  - ~50 water well connects in 2019
  - 4x build multiple
- Over 100 3-product well connects forecasted in 2019 (compared to 54 well connects in 2018)
- Crude oil and natural gas volumes expected to grow over 25% in 2019; produced water volumes expected to grow over 60% in 2019
- Record volumes achieved in January 2019
  - Crude oil: 102,800 Bbls/d
  - Natural gas: 77.7 MMcf/d
  - Produced water: 61,600 Bbls/d



Debottlenecking projects near completion; Offer sub-4x build multiple economics as producers begin to ramp development activity



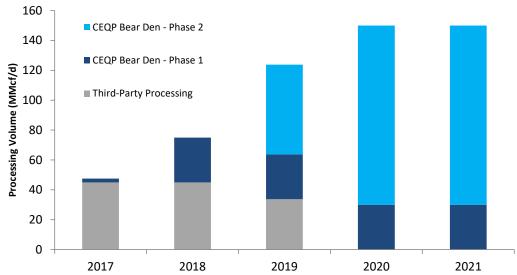
## **Bear Den Processing Plants**

Crestwood is expanding Arrow's processing capacity to meet producer forecasts and improve flow assurance; Bear Den Phase 2 scheduled in-service for Q3 2019

### **Gas Processing Overview**

- Bear Den Processing Strategy is a two phase solution to provide 150 MMcf/d processing for Arrow gas volumes; focus on reduced flaring, flow assurance and improved net-backs
- Phase 1: 30 MMcf/d RJT unit to process excess gas volumes previously flared or above third-party processing contracts
  - Commissioned Q4 2017; 100% full
- Phase 2: 120 MMcf/d cryogenic plant to process 100% of Arrow gas volumes by 2019
  - Targeted in-service Q3 2019
- NGL Marketing: signed anchor shipper agreement with ONEOK Elk Creek project with COLT NGL by rail loading as backup
- Attractive total project returns of sub-6x



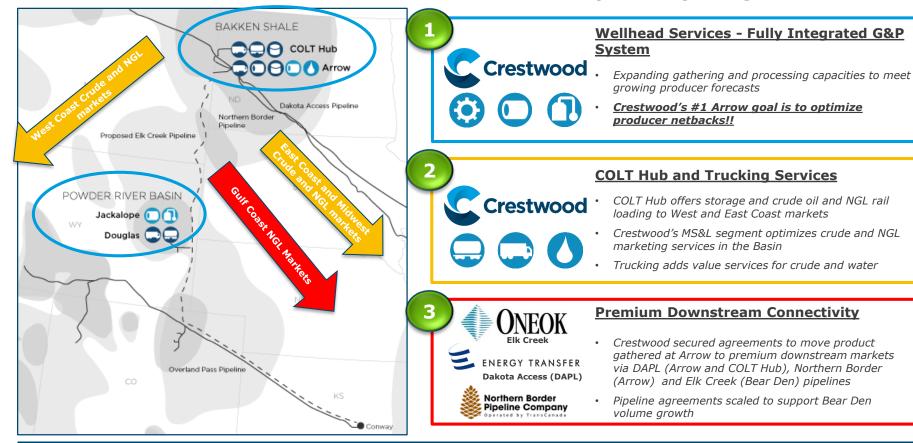






## Bakken's Full-Service Business Model

Crestwood's integrated Bakken franchise offers Arrow producers full-service midstream solution to ensure flow assurance and competitive pricing out of the Basin



Best-in-class integrated Bakken G&P system with premium downstream connectivity fully supports Arrow producers and FBIR off-set producers; Elk Creek NGL agreement integrates Crestwood's Bakken and Powder River Basin systems

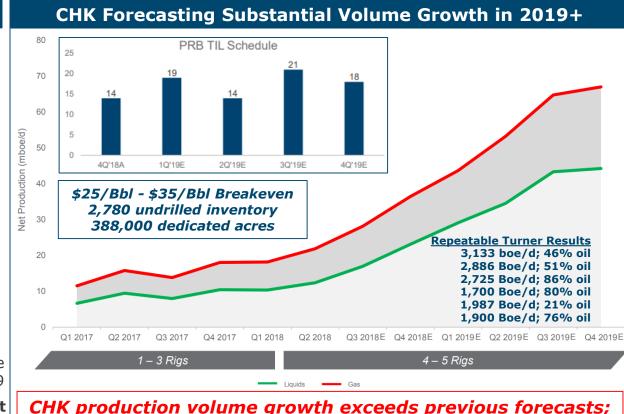


## **Powder River Basin Growth Strategy**

Large-scale G&P system expansions underway driven by recent volume growth and future development activity

#### **Overview**

- Strategic 50/50 JV with Williams
- 20-year gas gathering contract with CHK
- Chesapeake Energy currently operating five rigs
- PRB processing assets currently operating at capacity
- Expanding Jackalope and Bucking Horse processing plant to 345 MMcf/d capacity by Q4 2019 / Q1 2020
- CEQP Niobrara JV has long-term financing partners
- Evaluating opportunities on new third party customers for gas services and expansion into crude services
  - 30,000 acres dedicated to Jackalope by Panther Energy in February 2019
- PRB emerging as CEQP's 2<sup>nd</sup> largest growth driver; >20% cash flow growth forecasted in 2019E



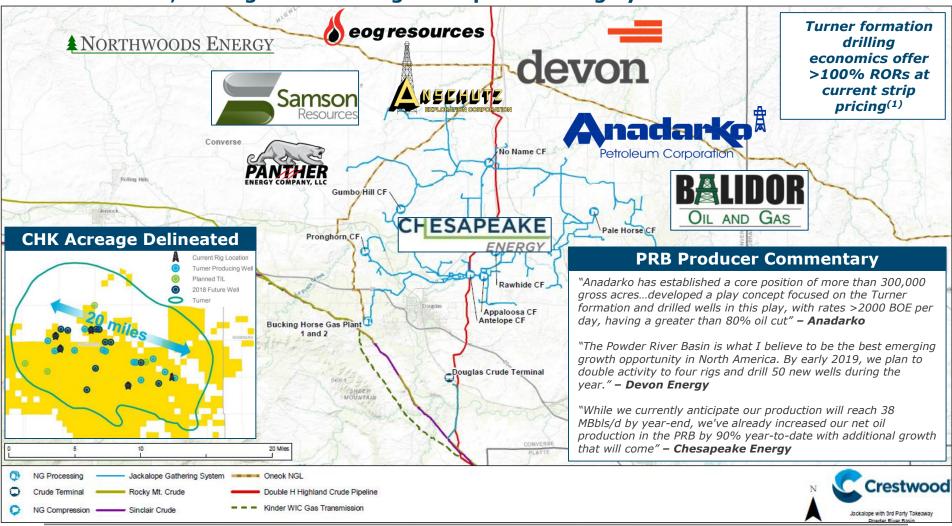
Total volumes expected to double by YE 2019

Powder River Basin has emerged as Chesapeake's "Oil Growth Engine"; Stacked play economics drive Chesapeake development and off-set producer activity



# Crestwood has Early Mover Advantage in the Emerging Powder River Basin

Crestwood is actively evaluating growth opportunities that offer synergies with current infrastructure; Acreage surrounding Chesapeake is largely undedicated





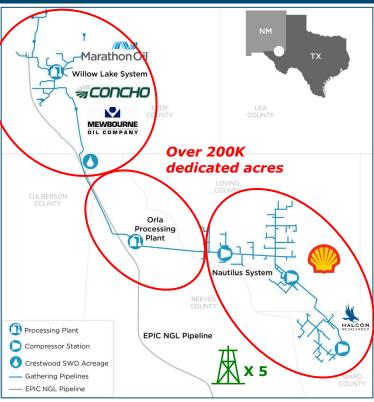
## **Delaware Basin Growth Strategy**

Crestwood operates a fully integrated G&P system in the heart of the Delaware Basin through 50/50 JV with First Reserve (CPJV) and JV with Shell Midstream

#### **Delaware Basin Overview**

- Fully integrated G&P system is supported by long-term fixed contracts and spans from Eddy County, NM to Reeves County, TX
- Current assets include the Orla cryo-plant, Willow Lake and Nautilus gathering systems, and EPIC Y-grade pipeline interest
  - Total gathering capacity of 650 MMcf/d
  - Total processing capacity of 255 MMcf/d
  - Total Y-grade long-haul capacity of 80 MBbls/d
- Future expansion opportunities:
  - Orla processing expansions; Orla 2 planning underway
  - Crude oil gathering, terminalling and condensate stabilization/blending
  - Produced water gathering and disposal
- Shell sold dedicated southern Ward Co. acreage to Halcon Resources in Q1 2018; Potential to accelerate build-out
- Joint venture strategy with First Reserve and Shell Midstream supports long-term growth strategy<sup>(1)</sup>

## **Asset Map**

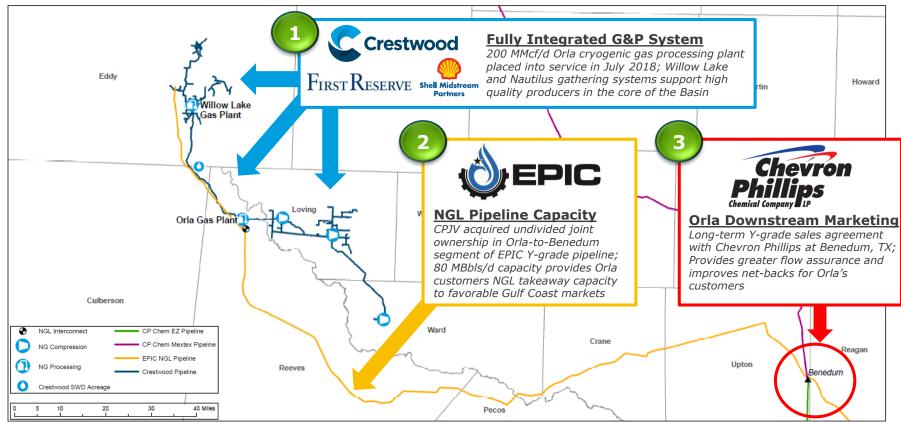


Fully integrated G&P system in the core of the Delaware Basin with a long-term NGL takeaway solution enhances competitive advantage; Crestwood pursuing incremental undedicated third-party volumes around existing systems



## **Delaware Basin Full-Service NGL Solution**

Crestwood's Delaware Basin competitive advantage enhanced with EPIC NGL pipeline capacity and favorable PSA with Chevron Phillips; Provides G&P customers guaranteed NGL capacity and pricing to premium Gulf Coast markets



Crestwood's Delaware Basin footprint provides customers full midstream value chain services and flow assurance in a very competitive Basin

## **NE Marcellus Provides Long-Term Growth Potential**

NE Marcellus is the most prolific US gas basin; Stagecoach is strategically located to capture infrastructure expansion opportunities from NE gas demand growth

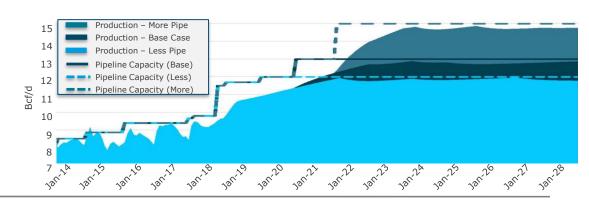
#### **Stagecoach Overview**

- Strategic 50/50 JV with Consolidated Edison
- FERC regulated storage and pipeline assets located at center of prolific NE Marcellus
  - Connected to 5 Bcf/d supplies
- Majority of SGS rates/returns generated by revenues from market-based and negotiated rates
- · Near-term growth: JV Cash Flow
  - Stagecoach generated ~\$136MM Adjusted EBITDA in 2018 (8/8ths)
  - July 2019: Cash flow distribution to CEQP steps up to 50%
- · Long-term growth potential:
  - Atlantic Sunrise in-service stabilizes basin pricing
  - Evaluating incremental takeaway projects out of the basin
  - Regulatory environment continues to stymie new projects
  - NE production needs an additional 3-5
     Bcf/d of take-away capacity

## **Strategic Position in NE Natural Gas Market**



### **NE Marcellus Gas Production Constrained in 2020+**

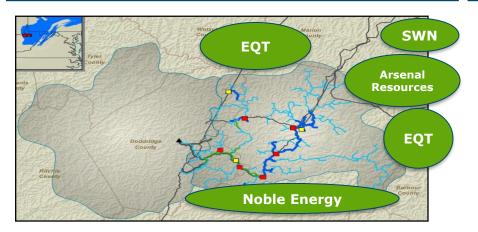




# Legacy Gas Assets Provide Stable Cash Flow and Long-term Optionality

Crestwood's SW Marcellus and Barnett system generate over \$100MM combined annually; Average system declines of 7% to 10% forecasted through 2021

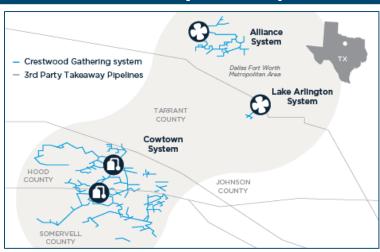
## SW Marcellus System Map



### **SW Marcellus Highlights**

- 20-year, fixed-fee gathering and compression services with Antero Resources
- 140,000 acreage dedication; System capacity of 875 MMcf/d
- ~275 wells have been connected to Crestwood's system;
   Avg. EURs between 8–12 Bcf<sup>(1)</sup>
- 800+ liquid-rich (>1,100 BTU) drilling locations and 1,000+ dry gas drilling locations remain

#### **Barnett System Map**



#### **Barnett Highlights**

- 10-year, fixed and POI gathering services with BlueStone
- 140,000 acreage dedication; System capacity of 925 MMcf/d
- Contract structure provides significant upside as commodity prices rebound
- Active workover program designed to eliminate system declines and modestly grow volumes; BlueStone evaluating new development and refrac opportunities

Stable natural declines provide Crestwood source of low-risk cash flow; No capital required to support incremental activity

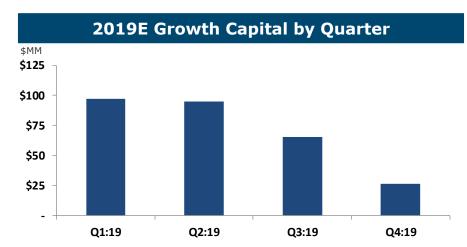


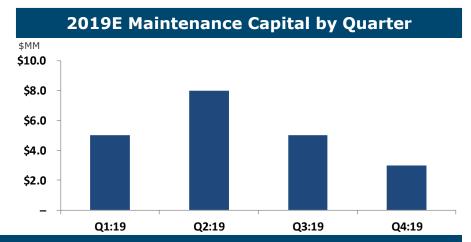


# Self-Funded 2019E Capital Program

Crestwood has underwritten \$275MM-\$325MM<sup>(1)</sup> in 2019 to expand gathering and processing capacity in the Bakken, Powder River Basin and Delaware Basin

- Crestwood is committed to maintaining a strong balance sheet and excess distribution coverage as it pursues organic growth projects
- Crestwood's current capital program is fully financed with no public equity requirements to maximize project returns and DCF/unit value creation
- Growth capital will be funded by:
  - Reinvesting retained DCF
  - Available liquidity under revolving credit facility
  - 3) Joint-venture partners
  - 4) Non-core asset divestitures





Highly accretive growth projects expected to generate 5x - 7x build multiples



## **Strong Balance Sheet and Liquidity**

Crestwood is committed to maintaining a very strong balance sheet and financial flexibility; Crestwood targeting sub-4x leverage by 2020

## **Balance Sheet Positioned for Strength**

- Top-tier leverage position
  - Q4 2018 leverage of 4.25x
  - Current borrowing capacity over \$500 million
  - Over \$1 billion of debt reduction over past 3-years
- Committed to long-term leverage <4.0x once growth projects come online
- Amended revolver extends maturity to 2023 and reduces fees; Results in \$3MM annual interest expense savings
- No near-term maturities; attractive longterm capital
- Committed to funding 2019 current capital program without accessing the public equity markets

Current Capitalization				
(\$ millions)	Actuals FY 2015	Actuals FY 2016	Actuals FY 2017	Actuals FY 2018
Cash	\$1	\$2	\$1	\$1
Revolver	\$735	\$77	\$318	\$578
Senior Notes	1,800	1,475	1,200	1,200
Other Debt	9	6	8	7
Total Debt	\$2,544	\$1,558	\$1,526	\$1,785
Total Leverage Ratio	4.8x	3.7x	4.1x	4.3x

#### **No Near-Term Debt Maturities**





# **Key Investment Highlights**

- Solid fundamentals across diverse nationwide asset portfolio
- C Long-term leverage sub-4x and coverage >1.2x
- **NO Incentive Distribution Rights**
- Disciplined and prudently financed capital program
- Scalable accretive organic growth projects
- Forecasted >15% 3-yr DCF/Unit CAGR

Unrecognized Value Generated by Near-term Growth Catalysts to Further
Drive Value Creation for Unitholders!!!



## **Crestwood's Sustainability Efforts**

## Crestwood is committed to being a sustainability leader in the MLP midstream sector



#### Health, Safety, Environment and Regulatory

- Continue to reduce our operating footprint across our asset base
- Track TRIR, LTIR, PVIR Triple ZERO mind-set
- Track Leading Indicators Near Miss, Unsafe Acts/Conditions, etc.
- Promote recycling and reuse



#### **Social**

- Education programs focused on diversity and inclusion
- Workforce development programs including an executive mentorship program
- Indigenous/tribal community engagement
- Community investment initiatives in the areas where we live and work

## C

#### Governance

- Transparency on executive compensation; STIP and LTIP based on pay for performance
- Strong emphasis on ethics and compliance

### Sustainability

- Built a sustainability team to develop a robust program and multi-year strategy
- Formed a Board level Sustainability Committee to provide oversight of ESG risks
- Committed to issuing inaugural Corporate Sustainability Report in June 2019

SAFE.
RESPONSIBLE.
GOOD NEIGHBOR.







# **Crestwood's Industry Recognition**

Crestwood continues to be recognized for its unwavering commitment to best in class customer service, community engagement, environmental stewardship and unitholder alignment



#### **Customer Service**

Ranked #1 in the EnergyPoint Research Survey for Customer Satisfaction in 2015-2018









#### **Employee Relations**

Top Workplaces in 2018 by the Houston Chronicle



### **Community Engagement**

NDPC Excellence in Community Engagement Award



NORTH DAKOTA
PETROLEUM
COUNCIL

## **Unitholder Alignment**

#1 in Wells Fargo's midstream investor alignment report<sup>(1)</sup>



## **Environmental Stewardship**

Recognized by the EPA as a SmartWay Partner



Crestwood's culture of excellence positions the partnership to be a responsible steward of capital and an attractive midstream investment



## **CEQP Non-GAAP Reconciliations**

## CRESTWOOD EQUITY PARTNERS LP Reconciliation of Non-GAAP Financial Measures

(in millions)(unaudited)	Three Months Ended December 31, 2018		Year Ended December 31, 2018	
EBITDA	-		-	
Net income	\$	59.6	\$	67.0
Interest and debt expense, net		25.4		99.2
Loss on modification/extinguishment of debt		0.9		0.9
Provision (benefit) for income taxes		(0.1)		0.1
Depreciation, amortization and accretion		39.9		168.7
EBITDA (a)	\$	125.7	\$	335.9
Significant items impacting EBITDA:				
Unit-based compensation charges		0.6		28.5
Loss on long-lived assets, net		0.9		28.6
Earnings from unconsolidated affiliates, net		(13.8)		(53.3)
Adjusted EBITDA from unconsolidated affiliates, net		25.7		95.6
Change in fair value of commodity inventory-related derivative contracts		(25.3)		(18.3)
Significant transaction and environmental related costs and other items		0.3		3.1
Adjusted EBITDA <sup>(a)</sup>	\$	114.1	\$	420.1
<u>Distributable Cash Flow</u>				
Adjusted EBITDA (a)	\$	114.1	\$	420.1
Cash interest expense (b)		(26.0)		(97.4)
Maintenance capital expenditures (c)		(3.9)		(20.6)
Adjusted EBITDA from unconsolidated affiliates, net		(25.7)		(95.6)
Distributable cash flow from unconsolidated affiliates		24.1		90.5
(Provision) benefit for income taxes		0.1		(0.1)
Distributable cash flow attributable to CEQP		82.7		296.9
Distributions to preferred		(15.1)		(60.1)
Distributions to Niobrara Preferred		(3.3)	·	(13.2)
Distributable cash flow attributable to CEQP common (d)	\$	64.3	\$	223.6

(a) EBITDA is defined as income before income taxes, plus debt-related costs (interest and debt expense, net, and gain (loss) on modification/extinguishment of debt) and depreciation, amortization and accretion expense. Adjusted EBITDA considers the adjusted earnings impact of our unconsolidated affiliates by adjusting our equity earnings or losses from our unconsolidated affiliates to reflect our proportionate share (based on the distribution percentage) of their EBITDA, excluding impairments. Adjusted EBITDA also considers the impact of certain significant items, such as fair value of commodity inventory-related contingencies, third party costs incurred related to potential and completed acquisitions, certain environmental remediation costs, the change in fair value of commodity inventory-related derivative contracts, costs associated with the realignment of our operations (including our Marketing, Supply and Logistics operational realignment and other cost savings initiatives), and other transactions identified in a specific reporting period. The change in fair value of commodity inventory-related derivative contracts is considered in determining Adjusted EBITDA given that the timing of recognizing gains and losses on these derivative contracts is firm the recognition of revenue for the related underlying sale of inventory to which these derivatives relate. Changes in the fair value of other derivative contracts is not considered in determining Adjusted EBITDA given the relatively short-term nature of those derivative contracts. EBITDA and Adjusted EBITDA are not measures calculated in accordance with GAAP, as they do not include deductions for items such as depreciation, amortization and accretion, vary among entities, so our computation may not be comparable to measures used by other comparies.

<sup>(</sup>d) Distributable cash flow is defined as Adjusted EBITDA, adjusted for cash interest expense, maintenance capital expenditures, income taxes, and our proportionate share (based on the distribution percentage) of our unconsolidated affiliates' distributable cash flow. Distributable cash flow should not be considered an alternative to cash flows from operating activities or any other measure of financial performance calculated in accordance with GAAP as those items are used to measure operating performance, liquidity, or the ability to service debt obligations. We believe that distributable cash flow provides additional information for evaluating our ability to declare and pay distributions to unitholders. Distributable cash flow, as we define it, may not be comparable to distributable cash flow or similarly titled measures used by other companies.



<sup>(</sup>b) Cash interest expense less amortization of deferred financing costs.

<sup>(</sup>c) Maintenance capital expenditures are defined as those capital expenditures which do not increase operating capacity or revenues from existing levels.

## **CEQP Non-GAAP Reconciliations**

# CRESTWOOD EQUITY PARTNERS LP Full-Year 2019 Adjusted EBITDA and Distributable Cash Flow Guidance Reconciliation to Net Income (in millions, unaudited)

	Expected 2019 Range		
	Low - High		
Net income	\$105 - \$135		
Interest and debt expense, net	110 - 115		
Depreciation, amortization and accretion	165 - 170		
Unit-based compensation charges	25 - 30		
Earnings from unconsolidated affiliates	(65) - (70)		
Adjusted EBITDA from unconsolidated affiliates	110 - 115		
Adjusted EBITDA	\$460 - \$490		
Cash interest expense <sup>(a)</sup>	(115) - (120)		
Maintenance capital expenditures <sup>(b)</sup>	(20) - (25)		
Adjusted EBITDA from unconsolidated affiliates	(110) - (115)		
Distributable cash flow from unconsolidated affiliates	105 - 110		
Cash distribution to preferred unitholders (c)	(75)		
Distributable cash flow attributable to CEQP <sup>(d)</sup>	\$245 - \$275		

- (a) Cash interest expense less amortization of deferred financing costs.
- (b) Maintenance capital expenditures are defined as those capital expenditures which do not increase operating capacity or revenues from existing levels.
- (c) Includes cash distributions to preferred unitholders and Crestwood Niobrara preferred unitholders.
- (d) Distributable cash flow is defined as Adjusted EBITDA, adjusted for cash interest expense, maintenance capital expenditures, income taxes, and our proportionate share of our unconsolidated affiliates' distributable cash flow. Distributable cash flow should not be considered an alternative to cash flows from operating activities or any other measure of financial performance calculated in accordance with GAAP as those items are used to measure operating performance, liquidity, or the ability to service debt obligations. We believe that distributable cash flow provides additional information for evaluating our ability to declare and pay distributions to unitholders. Distributable cash flow, as we define it, may not be comparable to distributable cash flow or similarly titled measures used by other companies.

