



ENERGY TRANSFER

Moving America's Energy

Q1 2023 Earnings

May 2, 2023



Forward-looking Statements / Legal Disclaimer

Management of Energy Transfer LP (ET) will provide this presentation in conjunction with ET's 1st quarter 2023 earnings conference call. On the call, members of management may make statements about future events, outlook and expectations related to Sunoco LP (SUN), USA Compression Partners, LP (USAC), and ET (collectively, the Partnerships), and their subsidiaries and this presentation may contain statements about future events, outlook and expectations related to the Partnerships and their subsidiaries all of which statements are forward-looking statements. Any statement made by a member of management of the Partnerships at these meetings and any statement in this presentation that is not a historical fact will be deemed to be a forward-looking statement. These forward-looking statements rely on a number of assumptions concerning future events that members of management of the Partnerships believe to be reasonable, but these statements are subject to a number of risks, uncertainties and other factors, many of which are outside the control of the Partnerships. While the Partnerships believe that the assumptions concerning these future events are reasonable, we caution that there are inherent risks and uncertainties in predicting these future events that could cause the actual results, performance or achievements of the Partnerships and their subsidiaries to be materially different. These risks and uncertainties are discussed in more detail in the filings made by the Partnerships with the Securities and Exchange Commission, copies of which are available to the public. The Partnerships expressly disclaim any intention or obligation to revise or publicly update any forward-looking statements, whether as a result of new information, future events, or otherwise.

This presentation includes certain forward looking non-GAAP financial measures as defined under SEC Regulation G, including estimated Adjusted EBITDA and Distributable Cash Flow. Due to the forward-looking nature of the aforementioned non-GAAP financial measures, management cannot reliably or reasonably predict certain of the necessary components of the most directly comparable forward-looking GAAP measures without unreasonable effort. Accordingly, we are unable to present a quantitative reconciliation of such forward-looking non-GAAP financial measures to their most directly comparable forward-looking GAAP financial measures. All references in this presentation to capacity of a pipeline, processing plant or storage facility relate to maximum capacity under normal operating conditions and with respect to pipeline transportation capacity, is subject to multiple factors (including natural gas injections and withdrawals at various delivery points along the pipeline and the utilization of compression) which may reduce the throughput capacity from specified capacity levels.

Operational

- Midstream gathered volumes reached a new record in Q1'23
- Interstate segment throughput reached a new record in Q1'23
- Nederland Terminal set a new record for LPG and ethane exports in Q1'23
- Marcus Hook Terminal set a new record for ethane exports in Q1'23
- Oasis optimization completed in Q1'23 > added more than 60,000 Mcf/d of Permian takeaway
- April 2023 fractionation throughput at Mont Belvieu averaged more than 1 million barrels for first time in Partnership history

Financials

- Announced Revised 2023 Guidance:
 - Expected Adj. EBITDA: \$13.05 – \$13.45B
 - Expected Growth Capital¹: ~\$2.0B
- Adjusted EBITDA:
 - Q1'23: \$3.43B
- Distributable Cash Flow (DCF):
 - Q1'23: \$2.01B
- Excess cash flow after distributions:
 - Q1'23: ~\$965mm
- Q1'23 Capital Expenditures:
 - Growth: \$407 million
 - Maintenance: \$149 million
- Announced increase to quarterly cash distribution from \$0.305 to \$0.3075 per unit

Strategic

- On May 2, 2023, Energy Transfer completed the acquisition of Lotus Midstream Operations, LLC
- Announced new annual distribution growth rate target of 3% to 5%
- Energy Transfer expects to be at the lower end of 4-4.5x target leverage ratio range² going forward
- Continued to improve financial strength with additional debt paydown in Q1'23
- Announced NGL expansion at Nederland placeholder

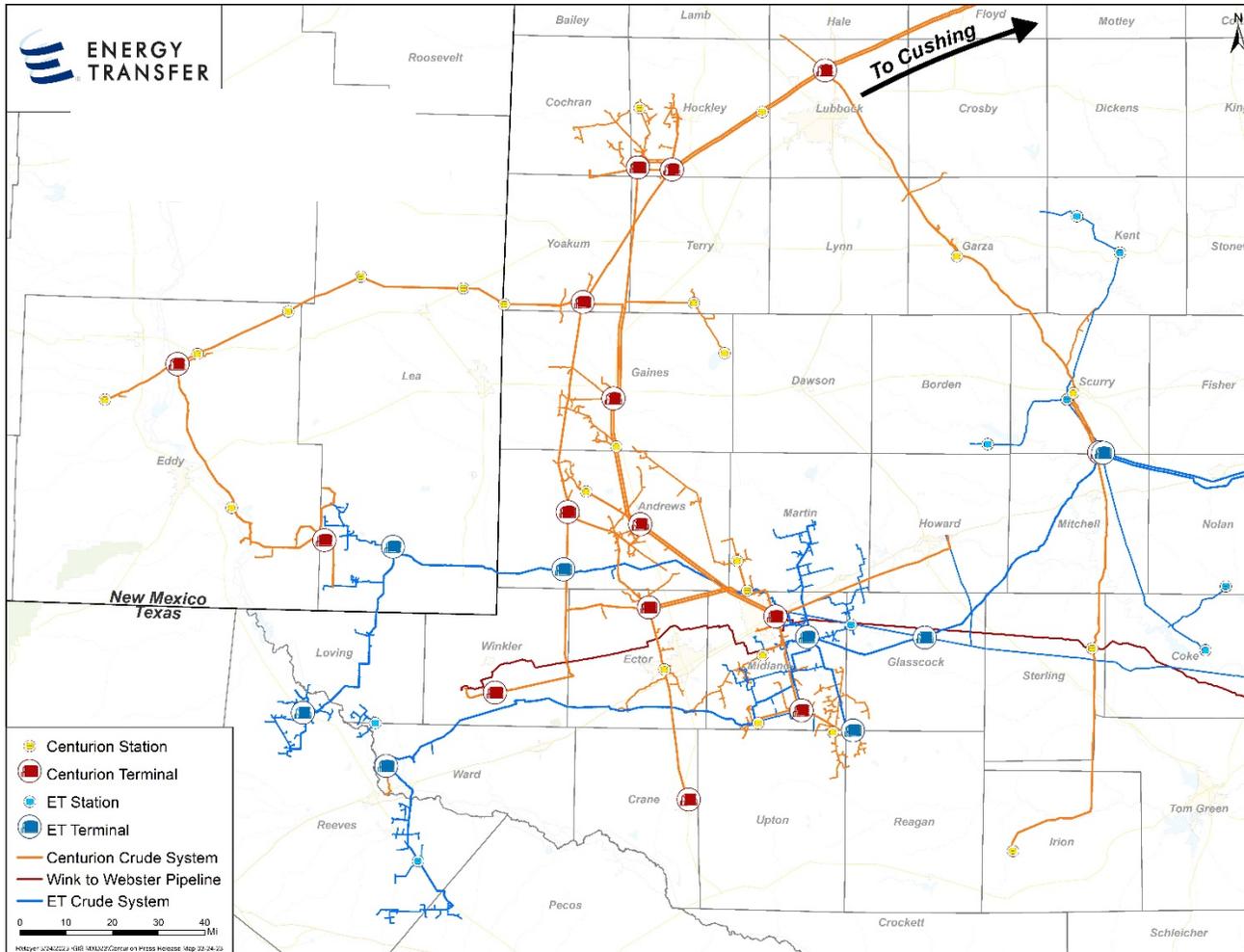
Business continues to deliver outstanding operating and financial performance with record volumes reported across several of ET's segments for Q1'23

1. Energy Transfer excluding SUN and USA Compression capital expenditures.

2. Based on ET's calculation of the Rating Agency leverage ratios

Lotus Midstream

Opportunistic Addition to Permian Pipeline Network



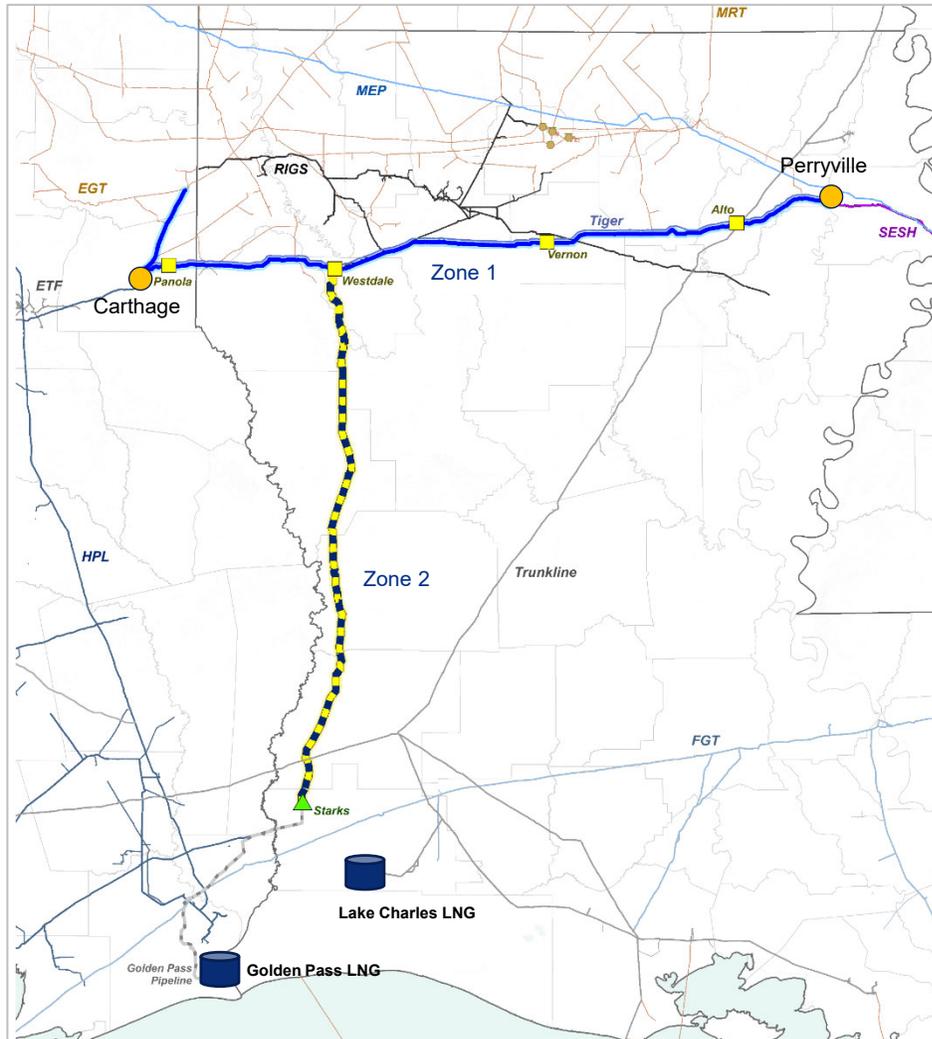
Overview

- Fully integrated crude pipeline and terminal system in the Permian Basin
- 3,000 miles of active gathering lines with direct connections to Energy Transfer's network and major hubs including Cushing (new to ET), Midland, Colorado City, Wink and Crane (new to ET)
- Provides strategic bi-directional pipeline with direct connection between the Permian Basin and the strategic Cushing, OK hub
- Adds 2 million barrels of crude oil storage capacity in Midland, TX
- Includes a 5% equity interest in the Wink to Webster Pipeline
- System supported by long-term, predominantly fixed-fee contracts with significant acreage dedications from active, proven producers
- Immediately accretive to Free Cash Flow and Distributable Cash Flow per unit
- Structured to continue Energy Transfer's positive financial momentum and improving leverage ratios
- On May 2, 2023, Energy Transfer completed the acquisition of Lotus Midstream Operations, LLC for total consideration of \$900 million in cash and approximately 44.5 million newly issued common units

Strategic bolt-on which enhances ET's Permian crude oil network

Gulf Run Pipeline

Providing An Efficient Gulf Coast Connection



Placed in service Q4'22; Project already adding new revenues and increasing utilization of existing assets

Gulf Run Pipeline

- Zone 1 (Formerly Line CP): ~200-mile, interstate pipeline with a capacity of ~1.8 Bcf/d¹
- Zone 2 (New Build): 135-mile, 42" interstate pipeline with a capacity of 1.65 Bcf/d
- Backed by a 20-year commitment for 1.1 Bcf/d with cornerstone shipper Golden Pass LNG (Qatar Petroleum & Exxon Mobil)
- Unparalleled access to prolific natural gas producing regions in the U.S. with ability to deliver Haynesville-area gas to Gulf Coast Region
- Completed successful non-binding Open Season with customer discussions ongoing that may necessitate additional facilities beyond the initial design capacity



1. Includes capacity leased by EGT¹ on Zone 1

Increasing Investment Returns With Shorter Cash Cycle

| 2023E Growth Capital: ~\$2 billion | | |
|------------------------------------|--|-------------|
| | | % of 2023E |
| Midstream | <ul style="list-style-type: none"> • Bear high-recovery cryogenic processing plant • New treating capacity in the Haynesville • Efficiency improvements and emissions reductions projects • Multiple gathering & processing and compression projects (primarily WTX, STX, Northeast) | ~45% |
| NGL & Refined Products | <ul style="list-style-type: none"> • Mont Belvieu Frac VIII • Mont Belvieu Frac and storage facilities optimization • Nederland LPG facilities optimization • Nederland NGL Expansion • Multiple smaller projects | ~25% |
| Interstate | <ul style="list-style-type: none"> • Compression and optimization projects on existing pipelines • New Gulf Run customer connections • Multiple smaller projects | ~15% |
| Crude | <ul style="list-style-type: none"> • Projects associated with Lotus acquisition • New customer pipeline connections | ~10% |
| Other¹ | <ul style="list-style-type: none"> • New customer pipeline connections • Compression and optimization projects on existing pipelines | ~5% |

1. Other includes the Intrastate and All Other segments

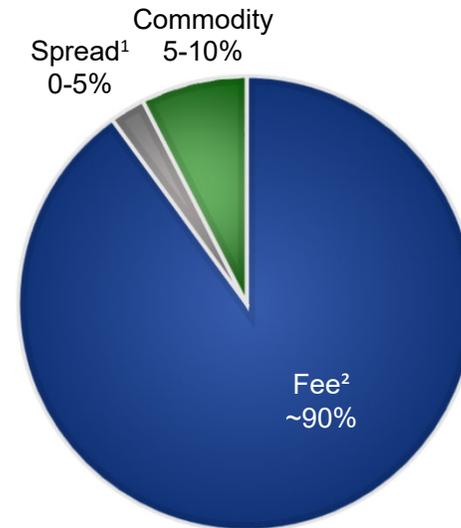
2022 Outlook Supported by Strong Core Business

ET 2023E Adjusted EBITDA \$13.05 - \$13.45 billion

2022 to 2023 Adjusted EBITDA Drivers

- + Volume growth on existing assets
- + NGL pipeline, frac and export activities
- + Lotus acquisition
- Lower commodity prices
- 2022 one-time items
- + Organic Projects
 - + Gulf Run Pipeline
 - + Grey Wolf Processing Plant
 - + Bear Processing Plant

2023E Adjusted EBITDA Breakout



Pricing/spread assumptions based on current futures markets

1. Spread margin is pipeline basis, cross commodity and time spreads
2. Fee margins include transport and storage fees from affiliate customers at market rates

Alternative Energy Group – Leveraging asset base and expertise to develop projects to reduce environmental footprint



Dual Drive Compressors - Established in 2012

- Patented technology that allows for switching between electric motors and natural gas engines to drive compressors, and offers the industry a more efficient compression system, helping reduce greenhouse gas emissions
- In 2021, this technology allowed ET to reduce Scope 1 CO2 emissions by more than 765,000 tons, a 53% improvement over 2019
- In June 2021, our patented Dual Drive Technologies natural gas compression system was awarded a GPA Midstream Environmental Excellence award for its impact on reducing CO2 emissions



Carbon Capture Utilization and Sequestration

- Currently pursuing projects related to G&P facilities, and evaluating opportunities to capture carbon from ET and third-party facilities in the Northeast and transport CO2 through existing underutilized ET pipelines near CO2 sources
- Provide cash flows to Energy Transfer with minimal capital requirements due to structures that allow monetization of federal tax credits
- Continue to make progress on CCS project with CapturePoint related to ET's north Louisiana processing plants, which would provide a compelling solution for Haynesville area carbon capture, and is expected to generate attractive financial returns



Renewable Energy Use

- Approximately 20% of the electrical energy ET purchases originates from a renewable energy source – enough energy to power ~40,000 homes



Renewable Fuels

- Utilizing our extensive gas system, ET is able to safely and reliably transport renewable natural gas (RNG).
- In 2021, we had 6 RNG interconnects transporting up to 17,650 million cubic feet per day



Solar

- Since 2019, have entered into dedicated solar contracts to purchase 108 megawatts of solar power to support the operations of our assets
- Operate approximately 21,000 solar panel-powered metering stations across the country



Repurpose Existing Assets

- Evaluating repurposing extensive acreage in WV, VA, KY and ND to develop solar and wind projects
- Pursuing opportunities to utilize ET's significant asset footprint for the transportation of renewable fuels, CO2 and other products

- Recently executed LOI with Oxy related to Oxy's Magnolia Hub in Allen Parish, LA.
- ET and Oxy are working together to obtain long-term commitments of CO2 from industrial customers in the Lake Charles, LA area.
- If the project reaches FID, ET would construct a CO2 pipeline to connect the customers to Oxy's sequestration site in Allen Parish, LA.

Appendix / Non-GAAP Reconciliations



Non-GAAP Reconciliation

Energy Transfer LP Reconciliation of Non-GAAP Measures*

| | 2020 | 2021 | 2022 | | | | | 2023 |
|---|-----------|-----------|----------|----------|----------|----------|-----------|----------|
| | Full Year | Full Year | Q1 | Q2 | Q3 | Q4 | Full Year | Q1 |
| Net income | \$ 140 | \$ 6,687 | \$ 1,487 | \$ 1,622 | \$ 1,322 | \$ 1,437 | \$ 5,868 | \$ 1,447 |
| Interest expense, net | 2,327 | 2,267 | 559 | 578 | 577 | 592 | 2,306 | 619 |
| Impairment losses and other | 2,880 | 21 | 300 | - | 86 | - | 386 | 1 |
| Income tax expense (benefit) from continuing operations | 237 | 184 | (9) | 86 | 82 | 45 | 204 | 71 |
| Depreciation, depletion and amortization | 3,678 | 3,817 | 1,028 | 1,046 | 1,030 | 1,060 | 4,164 | 1,059 |
| Non-cash compensation expense | 121 | 111 | 36 | 25 | 27 | 27 | 115 | 37 |
| (Gains) losses on interest rate derivatives | 203 | (61) | (114) | (129) | (60) | 10 | (293) | 20 |
| Unrealized (gains) losses on commodity risk management activities | 71 | (162) | 45 | (99) | (76) | 88 | (42) | 130 |
| Losses on extinguishments of debt | 75 | 38 | - | - | - | - | - | - |
| Inventory valuation adjustments (Sunoco LP) | 82 | (190) | (120) | (1) | 40 | 76 | (5) | (29) |
| Impairment of investment in unconsolidated affiliates | 129 | - | - | - | - | - | - | - |
| Equity in (earnings) losses of unconsolidated affiliates | (119) | (246) | (56) | (62) | (68) | (71) | (257) | (88) |
| Adjusted EBITDA related to unconsolidated affiliates | 628 | 523 | 125 | 137 | 147 | 156 | 565 | 161 |
| Other, net (including amounts related to discontinued operations in 2018) | 79 | 57 | 59 | 25 | (19) | 17 | 82 | 5 |
| Adjusted EBITDA (consolidated) | 10,531 | 13,046 | 3,340 | 3,228 | 3,088 | 3,437 | 13,093 | 3,433 |
| Adjusted EBITDA related to unconsolidated affiliates | (628) | (523) | (125) | (137) | (147) | (156) | (565) | (161) |
| Distributable Cash Flow from unconsolidated affiliates | 452 | 346 | 86 | 82 | 102 | 89 | 359 | 118 |
| Interest expense, net | (2,327) | (2,267) | (559) | (578) | (577) | (592) | (2,306) | (619) |
| Preferred unitholders' distributions | (378) | (418) | (118) | (117) | (118) | (118) | (471) | (120) |
| Current income tax (expense) benefit | (27) | (44) | 41 | (11) | (31) | (17) | (18) | (18) |
| Transaction-related income taxes | - | - | (42) | - | - | - | (42) | - |
| Maintenance capital expenditures | (520) | (581) | (118) | (162) | (247) | (294) | (821) | (162) |
| Other, net | 74 | 68 | 5 | 7 | 5 | 3 | 20 | 5 |
| Distributable Cash Flow (consolidated) | 7,177 | 9,627 | 2,510 | 2,312 | 2,075 | 2,352 | 9,249 | 2,476 |
| Distributable Cash Flow attributable to Sunoco LP (100%) | (516) | (542) | (142) | (159) | (195) | (152) | (648) | (160) |
| Distributions from Sunoco LP | 165 | 165 | 41 | 42 | 41 | 42 | 166 | 43 |
| Distributable Cash Flow attributable to USAC (100%) | (221) | (209) | (50) | (56) | (55) | (60) | (221) | (63) |
| Distributions from USAC | 97 | 97 | 24 | 24 | 25 | 24 | 97 | 24 |
| Distributable Cash Flow attributable to noncontrolling interests in other non-wholly-owned subsidiaries | (1,015) | (1,113) | (317) | (294) | (315) | (314) | (1,240) | (314) |
| Distributable Cash Flow attributable to the partners of Energy Transfer | 5,687 | 8,025 | 2,066 | 1,869 | 1,576 | 1,892 | 7,403 | 2,006 |
| Transaction-related adjustments | 55 | 194 | 12 | 9 | 5 | 18 | 44 | 2 |
| Distributable Cash Flow attributable to the partners of Energy Transfer, as adjusted | \$ 5,742 | \$ 8,219 | \$ 2,078 | \$ 1,878 | \$ 1,581 | \$ 1,910 | \$ 7,447 | \$ 2,008 |

* See definitions of non-GAAP measures on next slide

Definitions

Adjusted EBITDA and Distributable Cash Flow are non-GAAP financial measures used by industry analysts, investors, lenders and rating agencies to assess the financial performance and the operating results of Energy Transfer's fundamental business activities and should not be considered in isolation or as a substitute for net income, income from operations, cash flows from operating activities, or other GAAP measures. There are material limitations to using measures such as Adjusted EBITDA and Distributable Cash Flow, including the difficulty associated with using either as the sole measure to compare the results of one company to another, and the inability to analyze certain significant items that directly affect a company's net income or loss or cash flows. In addition, our calculations of Adjusted EBITDA and Distributable Cash Flow may not be consistent with similarly titled measures of other companies and should be viewed in conjunction with measurements that are computed in accordance with GAAP, such as segment margin, operating income, net income and cash flow from operating activities.

We define Adjusted EBITDA as total partnership earnings before interest, taxes, depreciation, depletion, amortization and other non-cash items, such as non-cash compensation expense, gains and losses on disposals of assets, the allowance for equity funds used during construction, unrealized gains and losses on commodity risk management activities, inventory valuation adjustments, non-cash impairment charges, losses on extinguishments of debt and other non-operating income or expense items. Inventory adjustments that are excluded from the calculation of Adjusted EBITDA represent only the changes in lower of cost or market reserves on inventory that is carried at last-in, first-out ("LIFO"). These amounts are unrealized valuation adjustments applied to Sunoco LP's fuel volumes remaining in inventory at the end of the period.

Adjusted EBITDA reflects amounts for less than wholly-owned subsidiaries based on 100% of the subsidiaries' results of operations. Adjusted EBITDA reflects amounts for unconsolidated affiliates based on the same recognition and measurement methods used to record equity in earnings of unconsolidated affiliates. Adjusted EBITDA related to unconsolidated affiliates excludes the same items with respect to the unconsolidated affiliate as those excluded from the calculation of Adjusted EBITDA, such as interest, taxes, depreciation, depletion, amortization and other non-cash items. Although these amounts are excluded from Adjusted EBITDA related to unconsolidated affiliates, such exclusion should not be understood to imply that we have control over the operations and resulting revenues and expenses of such affiliates. We do not control our unconsolidated affiliates; therefore, we do not control the earnings or cash flows of such affiliates.

Distributable Cash Flow is used by management to evaluate our overall performance. Our partnership agreement requires us to distribute all available cash, and Distributable Cash Flow is calculated to evaluate our ability to fund distributions through cash generated by our operations. We define Distributable Cash Flow as net income, adjusted for certain non-cash items, less distributions to preferred unitholders and maintenance capital expenditures. Non-cash items include depreciation, depletion and amortization, non-cash compensation expense, amortization included in interest expense, gains and losses on disposals of assets, the allowance for equity funds used during construction, unrealized gains and losses on commodity risk management activities, inventory valuation adjustments, non-cash impairment charges, losses on extinguishments of debt and deferred income taxes. For unconsolidated affiliates, Distributable Cash Flow reflects the Partnership's proportionate share of the investee's distributable cash flow.

On a consolidated basis, Distributable Cash Flow includes 100% of the Distributable Cash Flow of Energy Transfer's consolidated subsidiaries. However, to the extent that noncontrolling interests exist among the Partnership's subsidiaries, the Distributable Cash Flow generated by our subsidiaries may not be available to be distributed to our partners. In order to reflect the cash flows available for distributions to the partners of Energy Transfer, the Partnership has reported Distributable Cash Flow attributable to the partners of Energy Transfer, which is calculated by adjusting Distributable Cash Flow (consolidated), as follows:

- For subsidiaries with publicly traded equity interests, Distributable Cash Flow (consolidated) includes 100% of Distributable Cash Flow attributable to such subsidiary, and Distributable Cash Flow attributable to the our partners includes distributions to be received by the parent company with respect to the periods presented.
- For consolidated joint ventures or similar entities, where the noncontrolling interest is not publicly traded, Distributable Cash Flow (consolidated) includes 100% of Distributable Cash Flow attributable to such subsidiaries, but Distributable Cash Flow attributable to the partners reflects only the amount of Distributable Cash Flow of such subsidiaries that is attributable to our ownership interest.

For Distributable Cash Flow attributable to partners, as adjusted, certain transaction-related and non-recurring expenses that are included in net income are excluded.