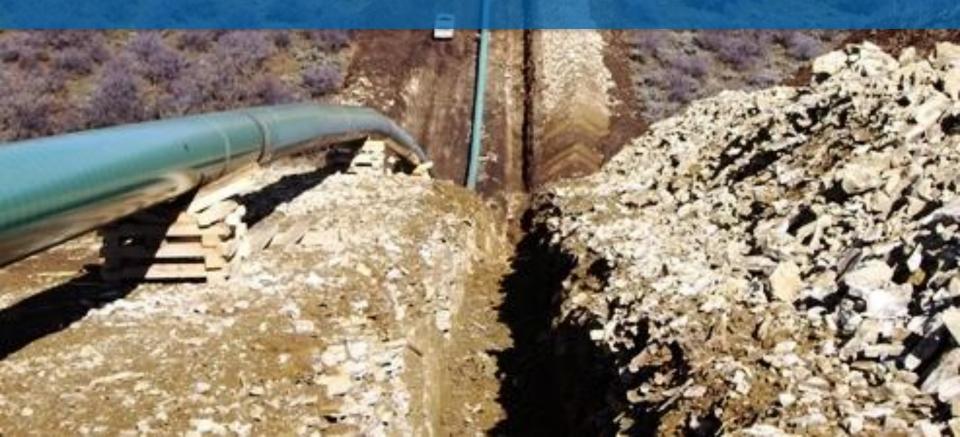


# **Transco Customer Meeting**

Greensboro, Georgia October 3<sup>rd</sup>, 2013



## Forward-looking statements

The reports, filings, and other public announcements of The Williams Companies, Inc. (Williams) and Williams Partners L.P. (WPZ) may contain or incorporate by reference statements that do not directly or exclusively relate to historical facts. Such statements are "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. We make these forward looking statements in reliance on the safe harbor protections provided under the Private Securities Litigation Reform Act of 1995. You typically can identify forward-looking statements by various forms of words such as "anticipates," "believes," "seeks," "could," "may," "should," "continues," "estimates," "expects," "assumes," "forecasts," "intends," "might," "goals," "objectives," "targets," "planned," "potential," "projects," "scheduled," "will," "guidance," "outlook," "in service date" or other similar expressions. These forward-looking statements are based on management's beliefs and assumptions and on information currently available to management and include, among others, statements regarding:

- > Amounts and nature of future capital expenditures;
- > Expansion and growth of our business and operations;
- > Financial condition and liquidity;
- > Business strategy;
- > Cash flow from operations or results of operations;
- > The levels of dividends to Williams stockholders and of cash distributions to WPZ unitholders;
- > Seasonality of certain business components;
- > Natural gas, natural gas liquids, and olefins prices, supply, and demand; and
- Demand for our services

Forward-looking statements are based on numerous assumptions, uncertainties and risks that could cause future events or results to be materially different from those stated or implied in this presentation. Many of the factors that will determine these results are beyond our ability to control or predict. Specific factors that could cause actual results to differ from results contemplated by the forward-looking statements include, among others, the following:

- > Whether Williams has sufficient cash to enable it to pay current and expected levels of dividends;
- > Whether WPZ has sufficient cash from operations to enable it to pay current and expected levels of cash distributions, if any, following establishment of cash reserves and payment of fees and expenses, including payments to WPZ's general partner;
- > Availability of supplies, market demand, and volatility of prices;
- > Inflation, interest rates, and, in the case of Williams, fluctuation in foreign exchange and general economic conditions (including future disruptions and volatility in the global credit markets and the impact of these events on our customers and suppliers);
- > The strength and financial resources of our competitors and the effects of competition;



### Forward-looking statements continued

- Ability to acquire new businesses and assets and integrate those operations and assets into our existing businesses, as well as successfully expand our facilities;
- > Development of alternative energy sources;
- > The impact of operational and development hazards and unforeseen interruptions;
- > Costs of, changes in, or the results of laws, government regulations (including safety and environmental regulations), environmental liabilities, litigation, and rate proceedings;
- > Williams' costs and funding obligations for defined benefit pension plans and other postretirement benefit plans sponsored by its affiliates;
- > WPZ's allocated costs for defined benefit pension plans and other post retirement benefit plans sponsored by its affiliates;
- > Changes in maintenance and construction costs;
- > Changes in the current geopolitical situation;
- > Our exposure to the credit risk of our customers and counterparties;
- > Risks related to strategy and financing, including restrictions stemming from our debt agreements, future changes in our credit ratings and the availability and cost of capital;
- > The amount of cash distributions from and capital requirements of our investments and joint ventures in which we participate.
- > Risks associated with weather and natural phenomena, including climate conditions;
- > Acts of terrorism, including cybersecurity threats and related disruptions; and
- > Additional risks described in our filings with the Securities and Exchange Commission (SEC).

Given the uncertainties and risk factors that could cause our actual results to differ materially from those contained in any forward-looking statement, we caution investors not to unduly rely on our forward-looking statements. We disclaim any obligations to and do not intend to update the above list or to announce publicly the result of any revisions to any of the forward-looking statements to reflect future events or developments.

In addition to causing our actual results to differ, the factors listed above may cause our intentions to change from those statements of intention set forth in this announcement. Such changes in our intentions may also cause our results to differ. We may change our intentions, at any time and without notice, based upon changes in such factors, our assumptions, or otherwise.

With respect to WPZ, limited partner interests are inherently different from the capital stock of a corporation, although many of the business risks to which we are subject are similar to those that would be faced by a corporation engaged in a similar business.

Investors are urged to closely consider the disclosures and risk factors in Williams' and WPZ's annual reports on Form 10-K filed with the SEC on Feb. 27, 2013, and each of our quarterly reports on Form 10-Q available from our offices or from our websites at www.williams.com and www.williamslp.com.



# Williams Update

Rory Miller
Sr. Vice President
Atlantic Gulf Operating Area



# **The Williams Companies**

- > One of the leading energy infrastructure companies in North America
- > 15,000 miles of interstate gas pipelines
- > 1,000 miles of NGL transportation pipelines
- > 10,000 miles of oil and gas gathering pipelines
- Daily gas processing capacity of6.6 billion cubic feet of natural gas
- Natural gas liquids production of more than 200,000 barrels per day
- > 4,100 employees
- > NYSE: WMB
- > Headquarters in Tulsa, Okla.
- > Learn more at <u>williams.com</u>



# Senior management team



Alan Armstrong President

and CEO



John Dearborn NGL & Petchem Services



Billings
NE Gathering
& Processing

**Frank** 



Bridges
West
Operating Area

**Allison** 



Miller
Atlantic - Gulf
Operating Area

Rory



Chappel
Chief Financial
Officer

Don



Fred Pace

Engineering & Construction



Brian Perilloux

Operational Excellence



**Jim Scheel** 

Corporate Strategic Development



Robyn Ewing

Strategic Services & Administration

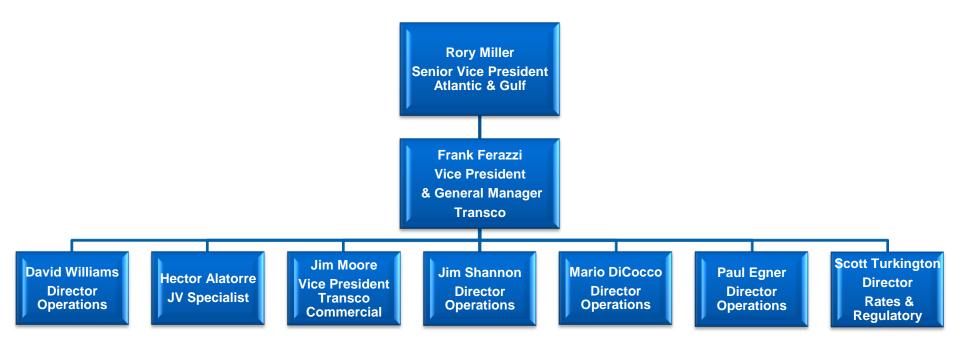


Craig Rainey

General Counsel

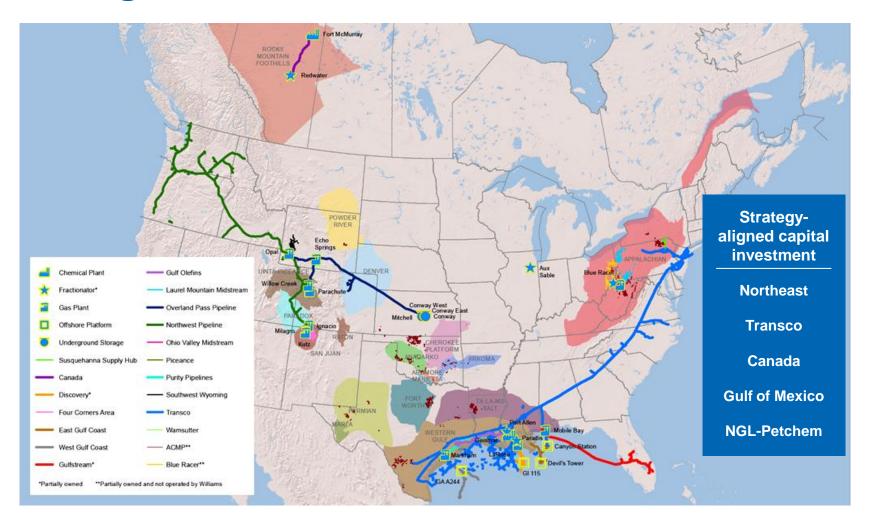


# **Transco Organization**



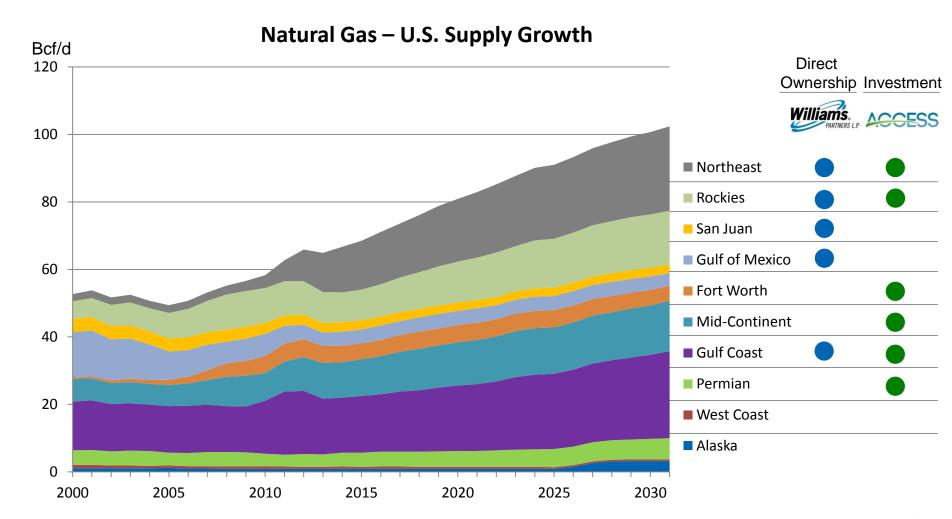


# Scale positions, competitive advantages drive growth and value creation





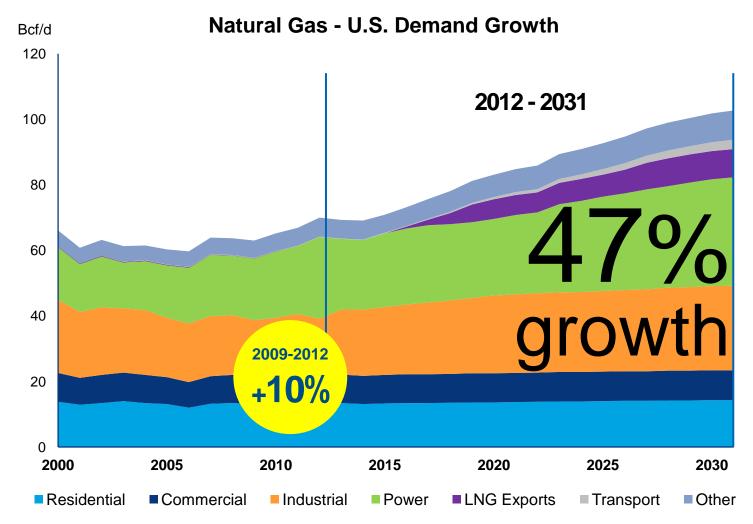
# Well-positioned in key areas of supply growth



Source: Wood Mackenzie North America Gas Service



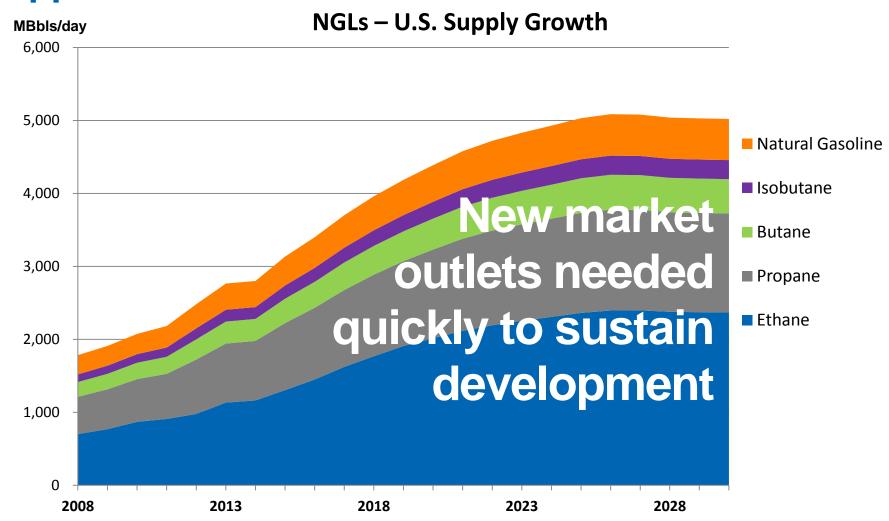
## Gas demand grows in response to supply, price



Source: Wood Mackenzie North America Gas Service



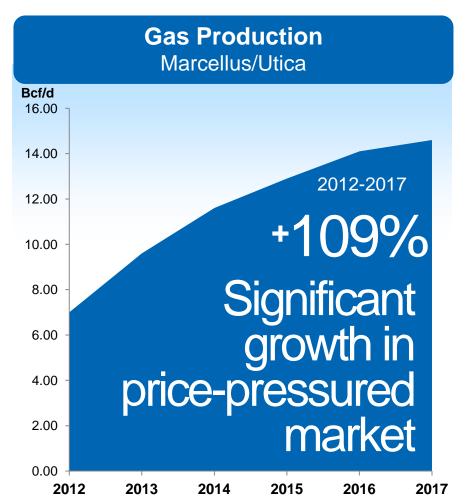
# Big infrastructure critical for growing NGL supplies



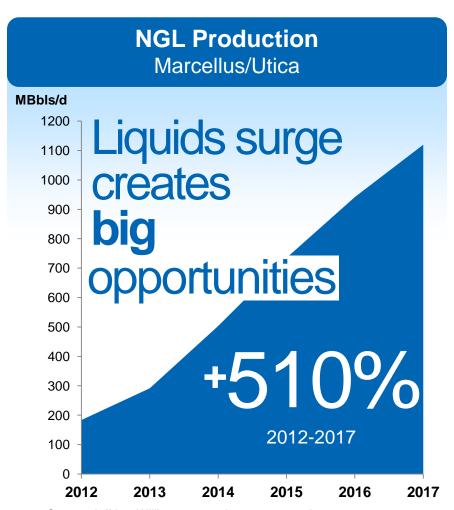
Source: Williams proprietary research; assumes total production with no infrastructure constraints



# Marcellus/Utica is the place to be for growth



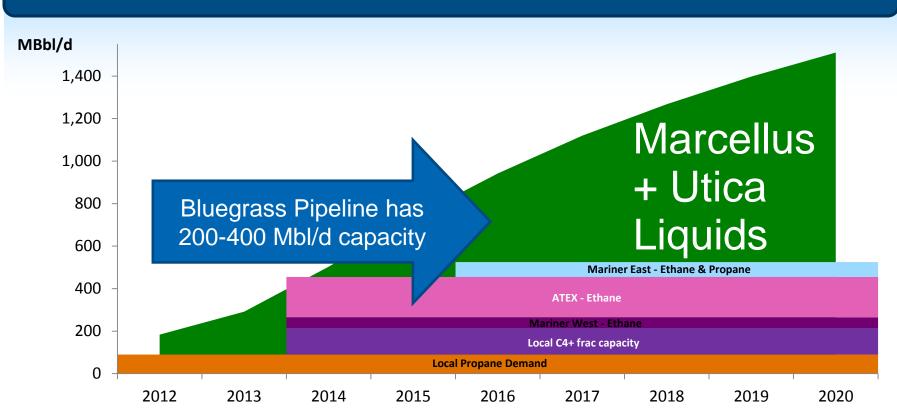
Source: Wood Mackenzie North America Gas Service



Source: Jeffries, Williams research; assumes total production with no infrastructure constraints

# Growing supply quickly overwhelming local markets; challenging producer economics

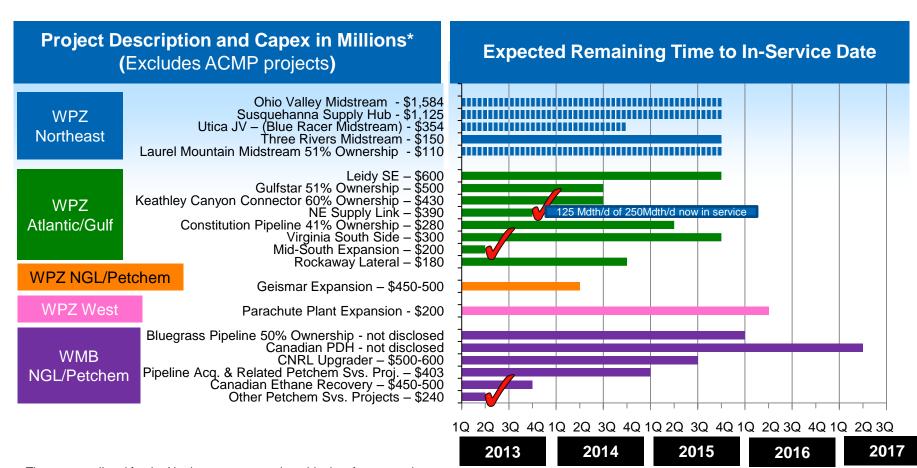




Source: Williams proprietary research. Operators include: Chesapeake, Range, Chevron, Seneca, Antero, EOG, EQT, CONSOL, XOM, Stone, Other. Local Propane Demand represents average year round demand in PADD 1-A and 1-B



# Strategic, large-scale, primarily fee-based cash flows driving growth



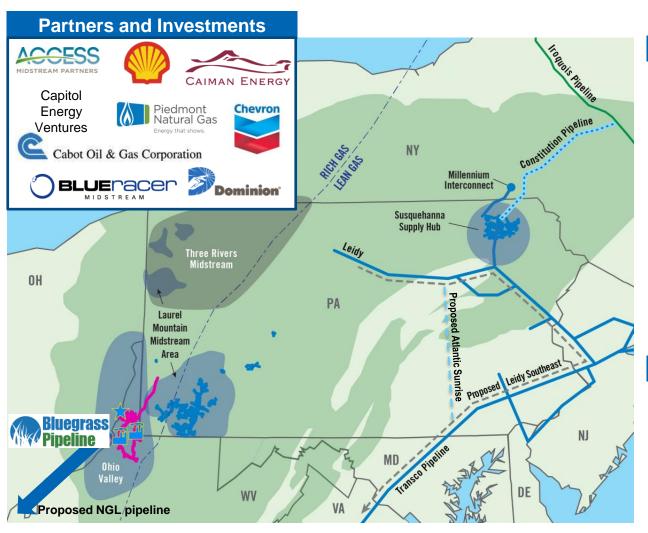
<sup>•</sup>The amounts listed for the Northeast represent the midpoint of capex and investment guidance for 2013-2015. Amounts for other projects represent total expected capital expenditures, including amounts invested prior to 2013.



Totals made up of many projects with various in-service dates

<sup>•</sup>Note: ACMP projects are self-funded so they are not reflected here.

## Creating large-scale position in Marcellus + Utica

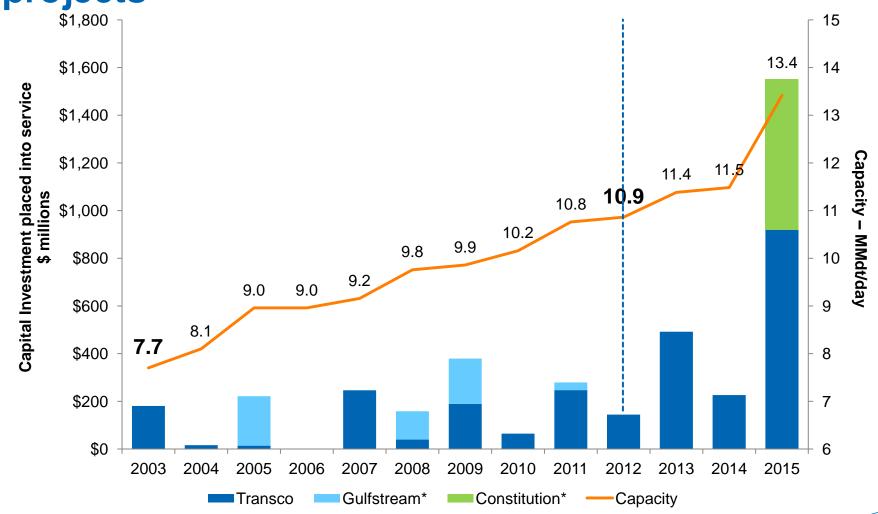


<b>Gross Dedicate</b>	d Acres				
Laurel Mtn Midstream	500,000				
ACMP - Marcellus	1,700,000				
Ohio Valley Midstream	236,000				
Susquehanna	150,000				
Three Rivers JV	275,000				
Total Marcellus	2,861,000				
ACMP – Utica	1,846,000				
Blue Racer JV - Utica	Under negotiation				
Total Utica	1,846,000				
Total Marcellus + Utica	4,707,000				
Assets at 6/30/13					
WPZ Northeast G&P	\$5.4 billion				

Note: map does not depict ACMP or Blue Racer positions.



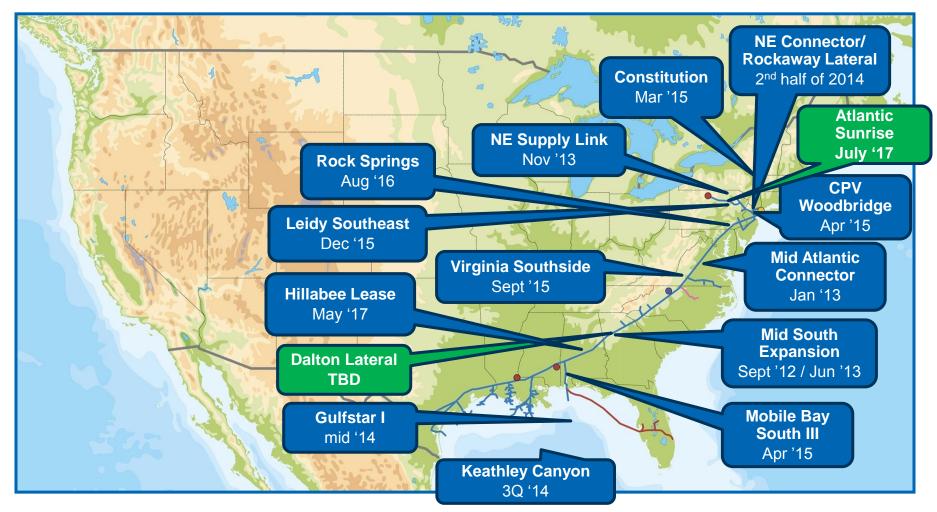
Atlantic-Gulf gas pipeline assets expected to provide predictable growth with fully contracted projects



<sup>\*</sup> Represents 100% ownership.



## **Atlantic – Gulf Expansion Projects**



Green – Projects in development phase



# **System Flow Update**

Camilo Amezquita

Director - Customer Service



## **Key Takeaways**

#### > Supply

- Game changing shale developments offers supply diversity and flow reliability to customers
  - Access to Midcontinent shale at Station 85
  - Access to Marcellus shale on Leidy

#### > Demand

- Power generation demand outlook remains strong
- Industrial sector experiencing a "renaissance"
- LNG Exports

#### > Operational Challenges

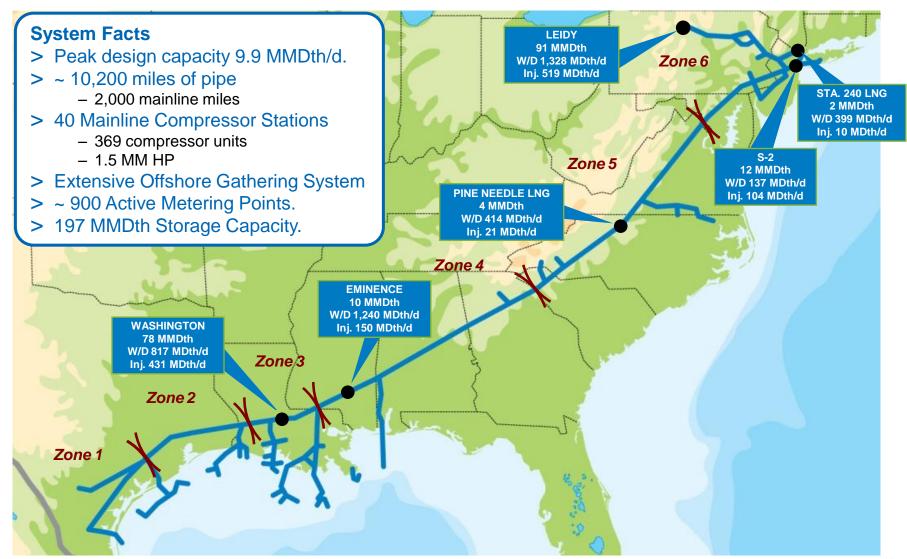
- There are 2 obstacles preventing the mainline from flowing south.
  - Hydraulic capability
  - Mainline odorization

#### > Opportunities

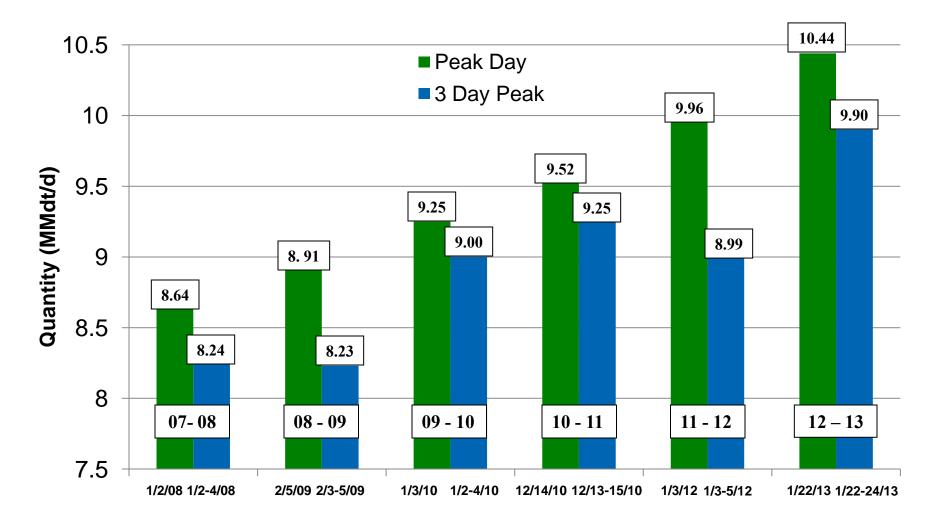
- Expansion projects provide access to Marcellus
- System becomes bi-directional



### **Transco System Overview**



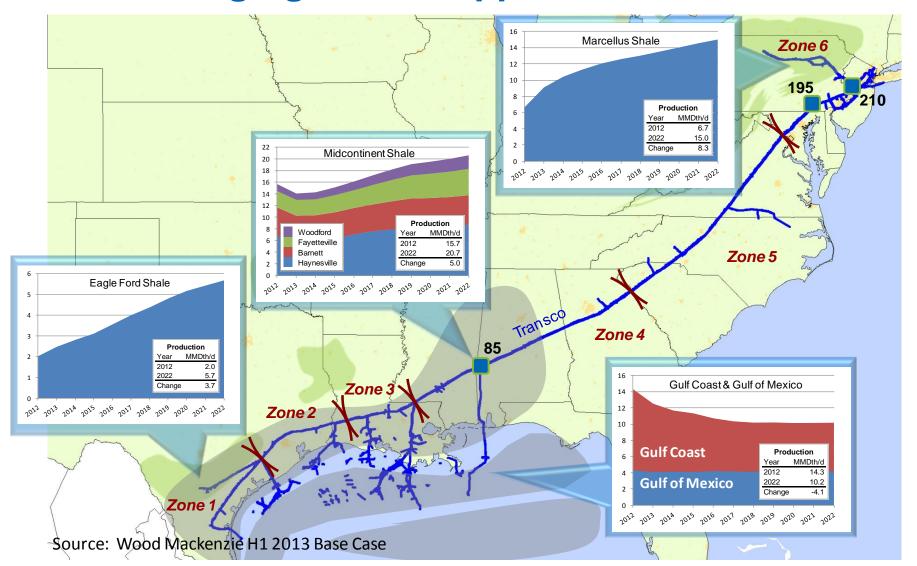
# **Transco Peak Day Deliveries\***



<sup>\*</sup>Market area deliveries, which includes Zones 4 through 6.



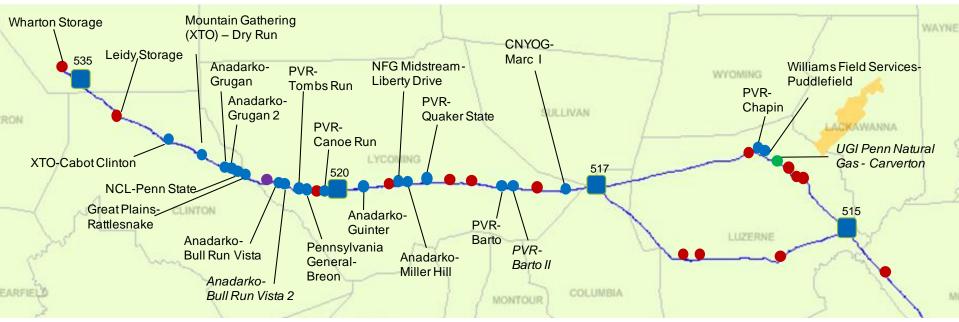
## **Game-Changing Shale Supplies**



# **Transco System Flows**



# **Active and Proposed Leidy Line Interconnects**



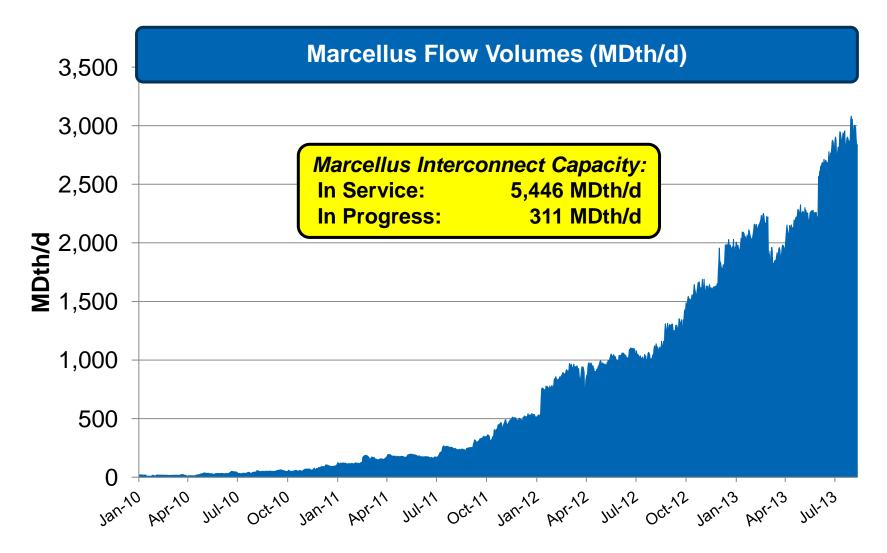
#### Marcellus Interconnects

- Existing Meter Stations
- In Service
- I/C Agmt. In Place
- In Negotiations
- Preliminary

In Service	IC Meter Design (dt/d)	ISD	In Service (cont.)	IC Meter Design (dt/d)	ISD
NCL - Penn State	10,661	existing	Anadarko – Miller Hill	637,560	10/25/2012
XTO - Cabot Clinton	10,350	existing	CNYOG - Marc I (Pipeline Interconnect)	571,320	11/29/2012
PVR NEPA Gas Gathering - Canoe Run	155,250	11/25/2008	Mountain Gathering (XTO) - Dry Run	124,200	12/6/2012
PVR NEPA Gas Gathering – Barto	155,250	3/15/2009	PVR Marcellus Gas Gathering – Quaker State	38,709	1/3/2013
Anadarko – Grugan	119,025	10/28/2010	Anadarko - Bull Run Vista 2	119,025	1/30/2013
PVR Marcellus Gas Gathering – Tombs Run	258,750	2/15/2011	PVR NEPA Gas Gathering – Barto II	258,750	05/16/13
Pennsylvania General - Breon	238,050	7/5/2011		5,445,550	
Anadarko – Bull Run Vista	72,450	7/6/2011			
Anadarko – Grugan 2	243,225	10/13/2011	In Progress	IC Meter Design (dt/d)	Proposed ISD
Williams Field Services - Puddlefield	724,500	1/9/2012	UGI Penn Natural Gas - Carverton	310,500	10/2013
Great Plains Operating - Rattlesnake	12,420	4/17/2012		310,500	
Anadarko – Guinter	637,560	4/26/2012			
NFG Midstream Trout Run - Liberty Drive	282,245	5/30/2012			
PVR NEPA Gas Gathering – Chapin	776,250	9/28/2012	Total Interconnect Meter Design	5,756,050	



# **Leidy Line Volumes Ramping Up**





**Future Projected Supply Usage To Meet Market Demands**  Marcellus Interconnect capacity totals over 5 Bcf/d on Leidy Line. Future Expansion Projects will provide shippers Current flow approx. 2.5 Bcf/d with contractual capacity as far south as Station 85 from Marcellus production receipts **New York City** Marcellusi · Mainline becomes bi-directional · Mainline will consist of a null point System demands and operations will determine how **Northeast markets** far south Marcellus Production will flow and how far north Mid Continent Production will flow Interconnect capacity totals over 3 Bcf/d at Station 85 **Fayetteville** OK Current flow approx. 2 Bcf/d Woodford SC **Mid-Atlantic markets** Barnett Haynesville Shale Gas also to supply Southeast markets Proposed LNG exports in



COA

Texas and Louisiana

**Eagle Ford** 

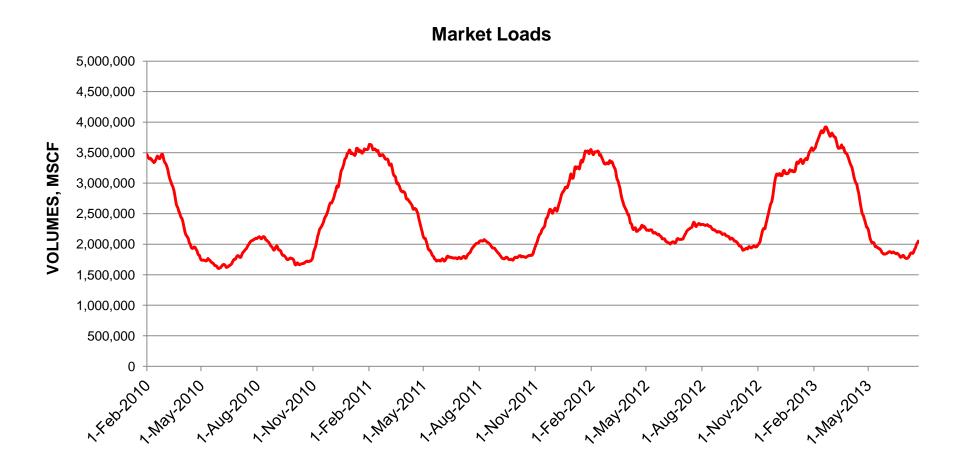
Florida markets

# **Operational Challenges**



#### **Northern Market Area Demand**

**Rolling 30-Day Average** 

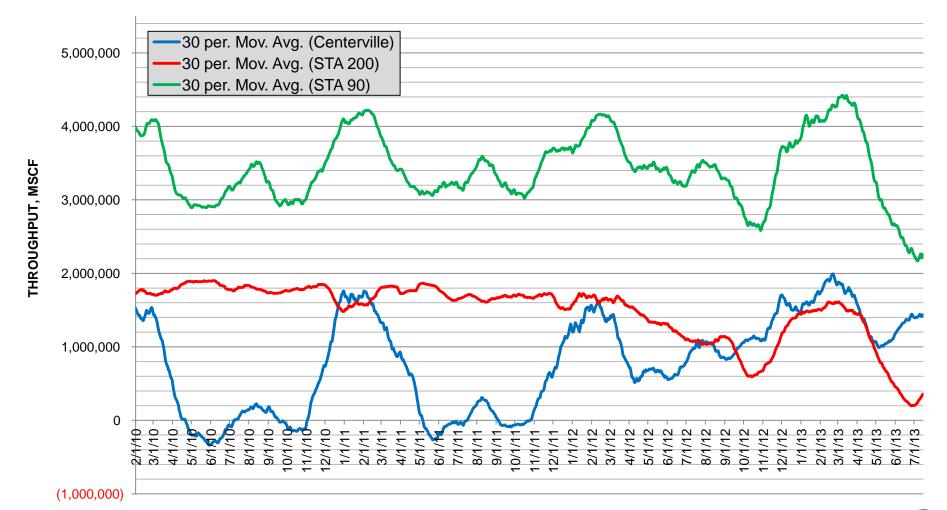




# **System Throughputs**

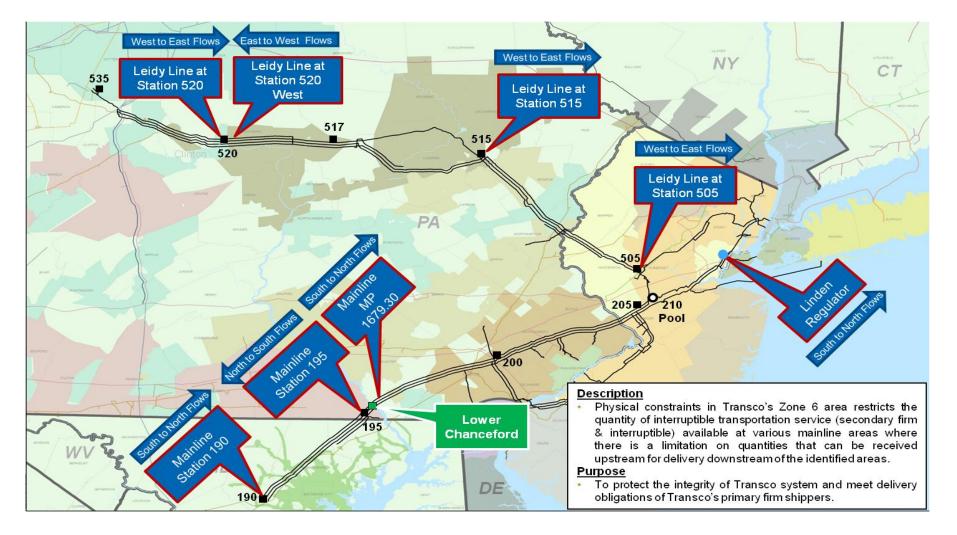
**Rolling 30-Day Average** 

#### STA 90, STA 200 AND CENTERVILLE THROUGHPUT





#### **Zone 6 Constrained Areas**





# **BREAK**



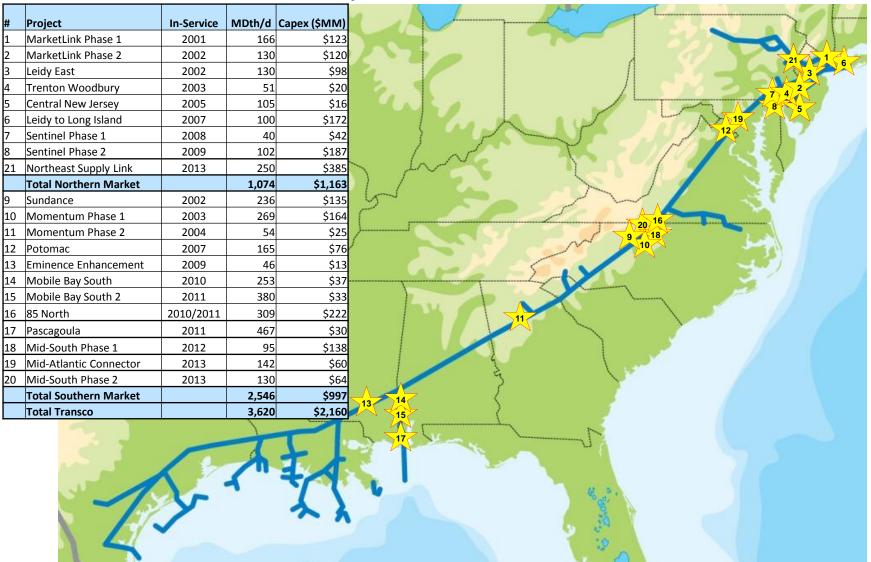
# **Expansion Projects**

Gary Duvall
Project Director
Business Development

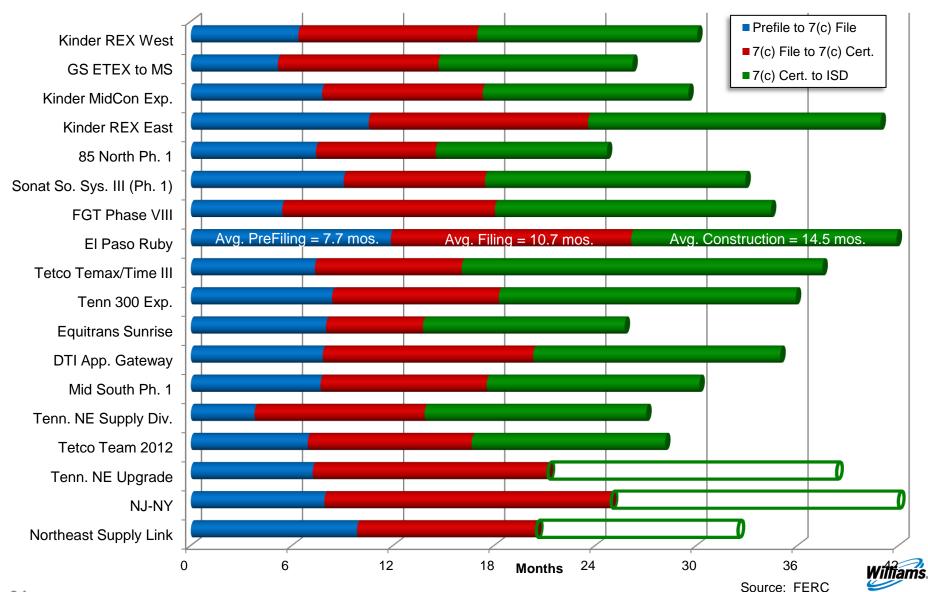


### Over \$2 Billion In Transco Expansions (2001-2013)

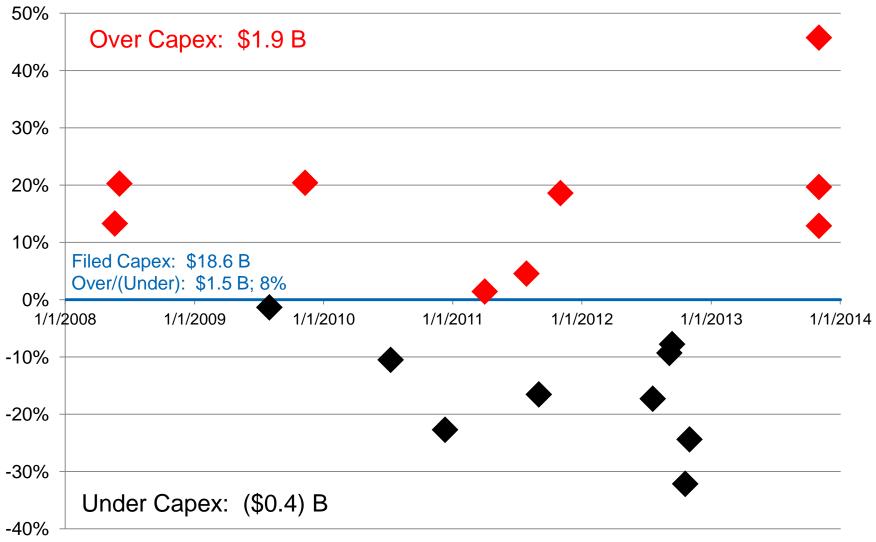
> Strong track record of successfully building system expansions to meet the customers' needs...when they need it.



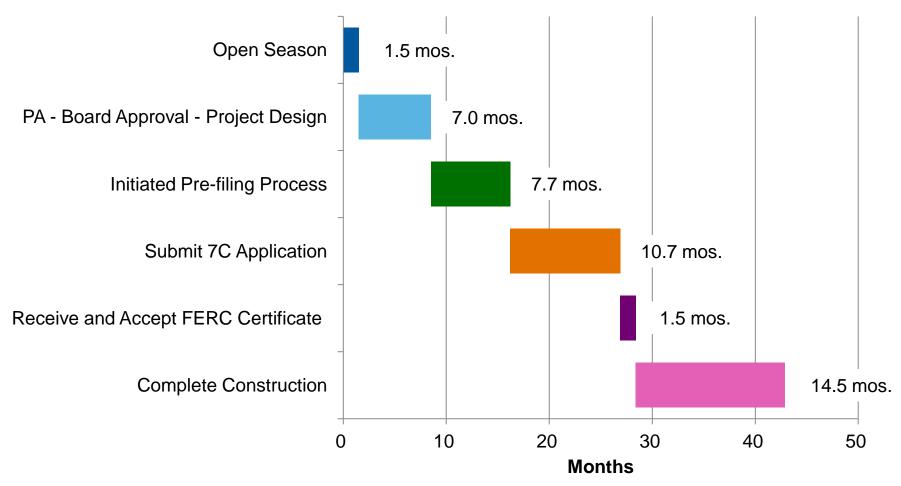
# Sample Of Project Timelines (Avg 2.7 Years)



# Capital Costs Of Sample Projects (Filed vs. Actual)



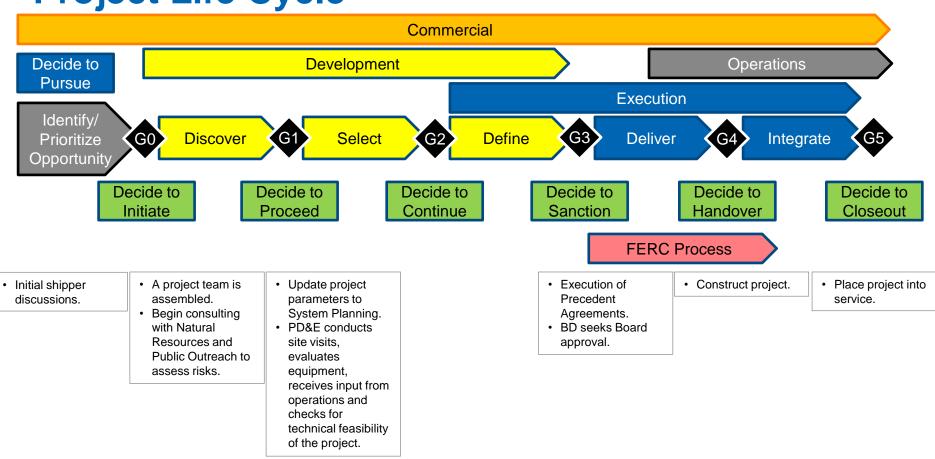
# Typical FERC Timeline (3 – 4 years)



Note: Durations will vary depending on scope and sensitivity of the project.

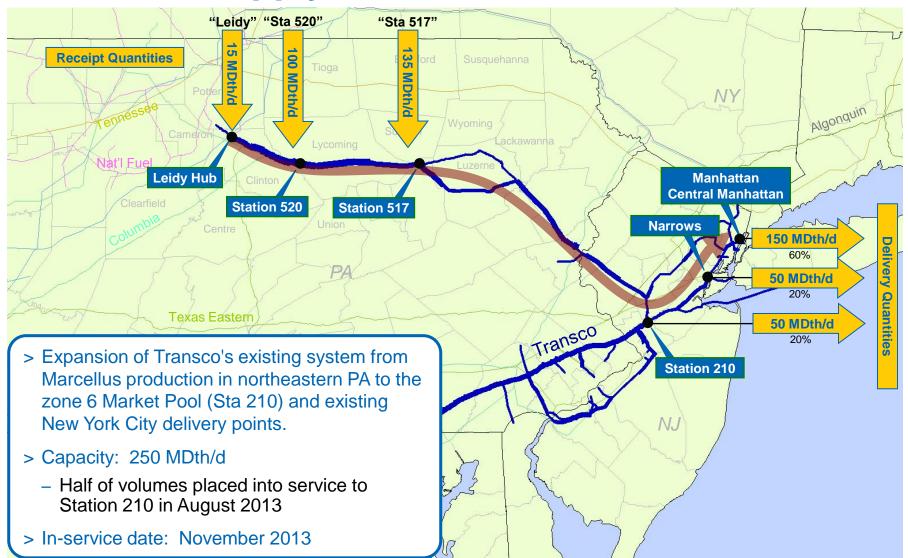


### **Project Life Cycle**





### **Northeast Supply Link**



### 134th Street Manhattan Meter Station

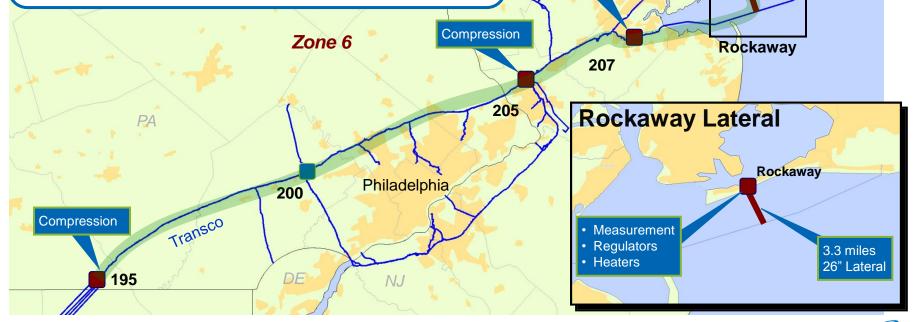




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# Northeast Connector (FT); Rockaway Lateral (FDLS)

- > Two related projects that would expand Transco's system and add a new lateral into the NYC area.
- Northeast Connector 100 MDth/d expansion from Station 195 to the Rockaway Delivery Lateral.
- > Rockaway Delivery Lateral 3 mile, 647 MDth/d lateral from the Lower NY Bay Extension to National Grid on the Rockaway Peninsula.
- In-service date: 2<sup>nd</sup> half of 2014



Compression



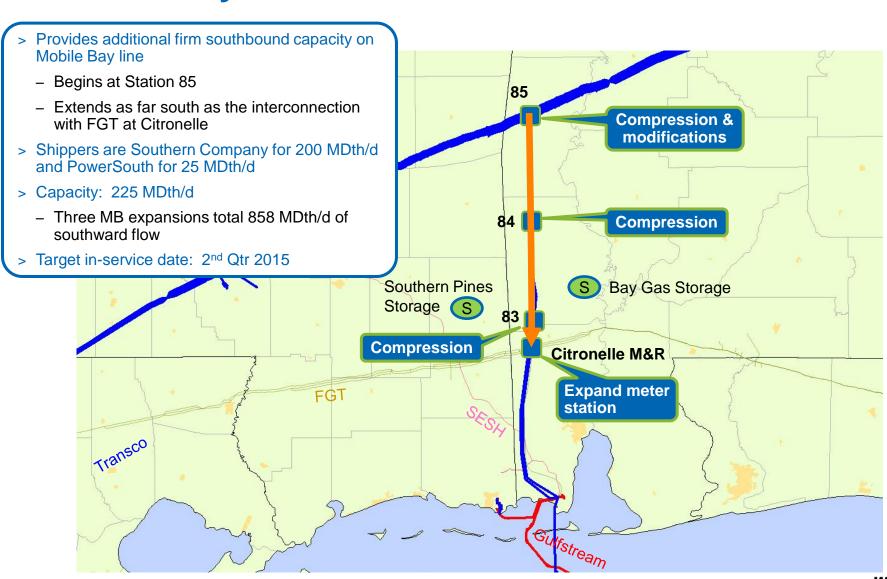
Bay Blvd

Rockaway Delivery Lateral: This takes an Act of Congress!

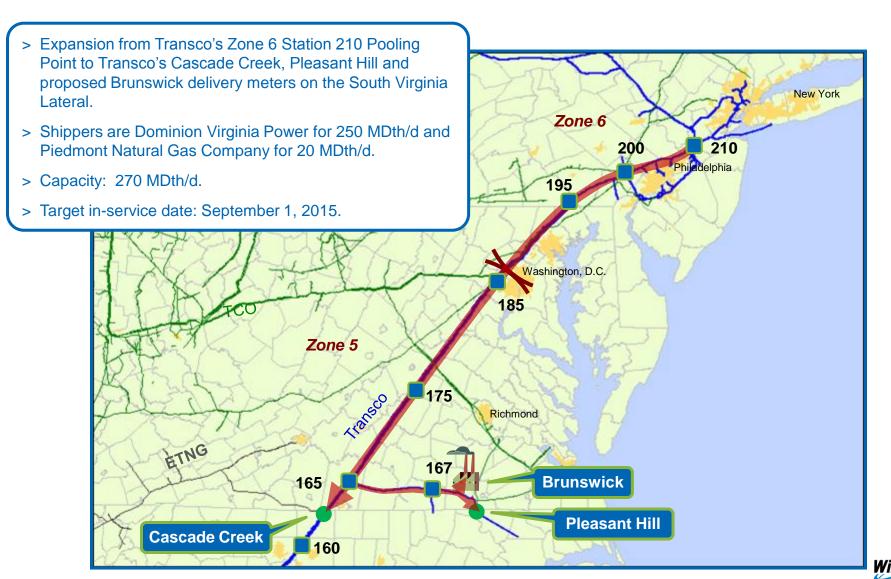
Governors Island National Monument



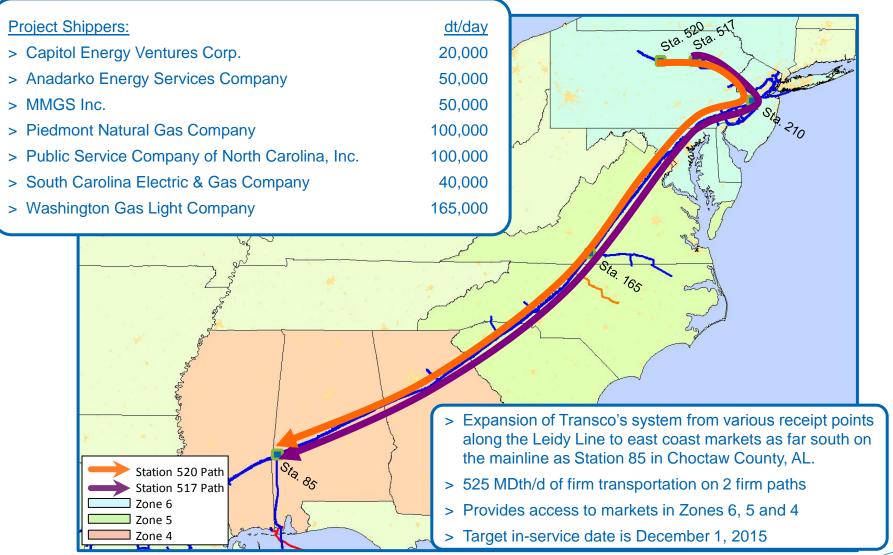
### **Mobile Bay South III**



### **Virginia Southside Expansion**



### **Leidy Southeast**



### **CPV Woodbridge (FDLS); Rock Springs (FT)**

#### **CPV Woodbridge**

New lateral from Transco to serve Competitive Power Ventures' proposed 725 MW Woodbridge Energy Center in Woodbridge, NJ.

> Service will be provided under Transco's FDLS.

> Facilities: 2.3 mi. of 20-inch lateral

Capacity: 264 MDthd

> ISD: April 1, 2015

#### **Rock Springs**

Expansion of Transco's Mainline from Station 210 to a new delivery point at the terminus of a new 10.7-mile lateral to serve Old Dominion Electric Cooperative's proposed 1,000 MW power plant in Cecil County, MD.

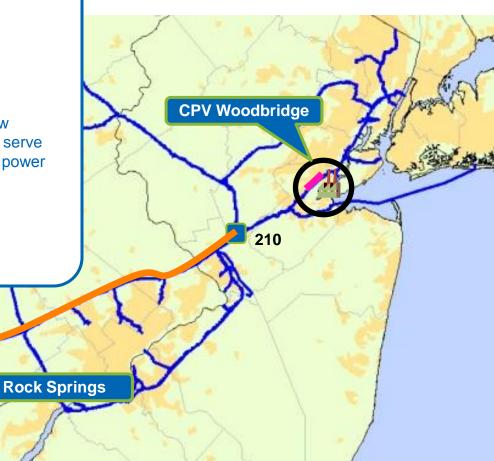
195

> Service will be provided under Transco's FT Service.

> Facilities: 10.7 mi. of 20-inch; compression

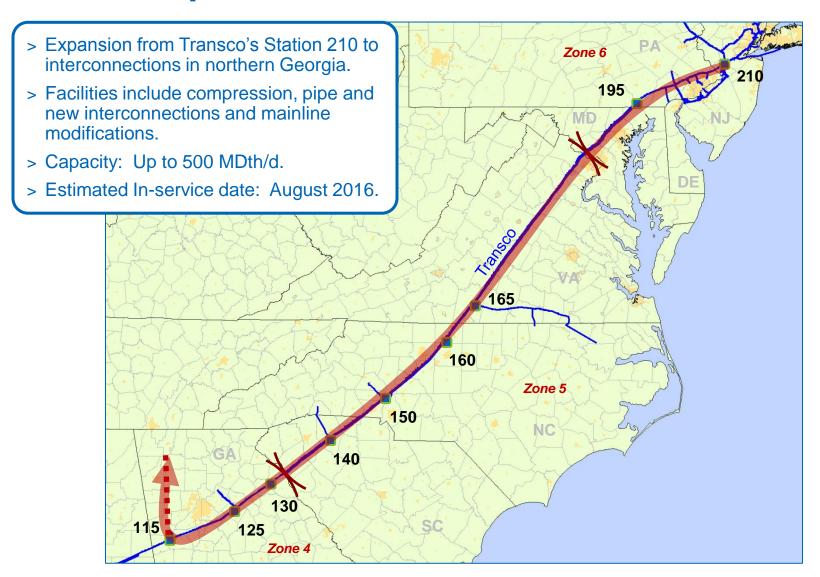
> Capacity: 192 MDthd

> ISD: August 1, 2016





### **Dalton Expansion**





### Hillabee Lease

> Point-to-point lease with Spectra's proposed Sabal Trail from Station 85 to a new interconnect in Hillabee, AL.

> Sabal Trail will use lease capacity plus will build a greenfield pipeline to central Florida to serve Florida markets.

> Facilities: Loop and compression

> Capacity: Phased project of 1.1 MMDthd

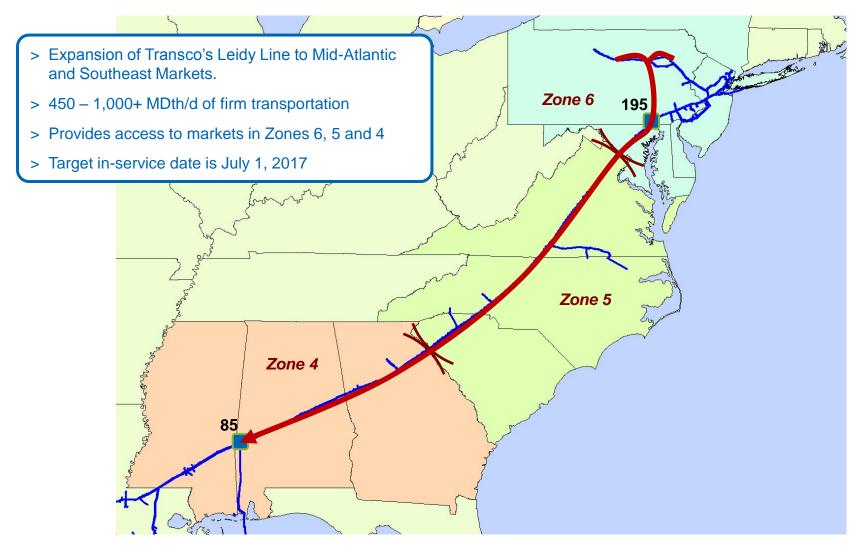
> Target in-service date: May 2017 (Phase 1)



Hillabee

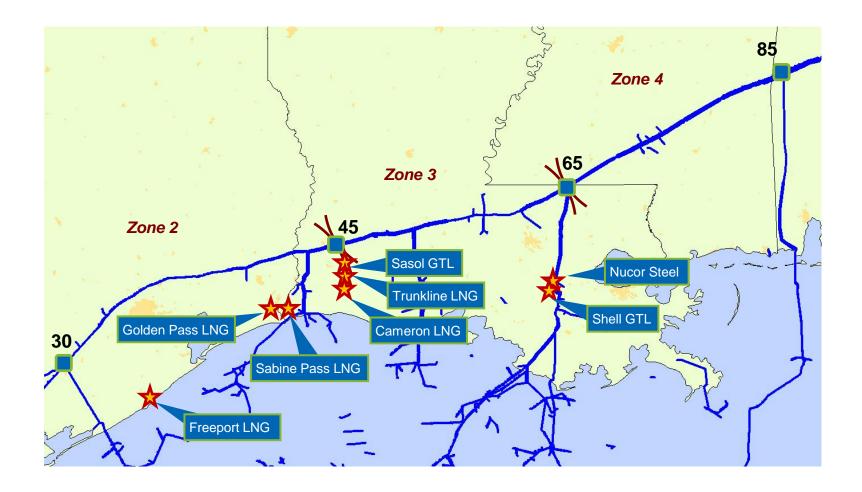


### **Atlantic Sunrise**





### **Gulf Coast Transport Opportunities**





### **Constitution Pipeline**

> A 125-mile, 30-inch pipeline connecting Williams' Midstream System in Susquehanna County, PA to Iroquois Gas Transmission and **Iroquois Wright** Tennessee GPL Tennessee Gas Pipeline in Schoharie County, **TGP Line 200** NY > Capacity: 650 MDth/d > Owned (41%) and operated by WPZ; Cabot Schoharie Oil and Gas owns 25%, Piedmont Constitution Pipeline Company owns 24% and Capitol Energy Ventures (WGL) owns 10% Constitution **Pipeline** > Target in-service date: March 2015 Susquehanna Wayne Williams Springville Williams Midstream **Gathering System Planned Central** Station Williams Transco GPL



## Questions???

