



Plains All American, L.P.

Financial and Operating Guidance (unaudited)
(in millions, except per unit and per barrel data)

	Twelve Months Ended December 31,		
	2016	2017	2018 (G) +/-
Segment Adjusted EBITDA			
Transportation	\$ 1,141	\$ 1,287	\$ 1,535
Facilities	667	734	665
Fee-Based	\$ 1,808	\$ 2,021	\$ 2,200
Supply and Logistics	359	60	100
Other income/(expense), net	2	1	—
Adjusted EBITDA ⁽¹⁾	\$ 2,169	\$ 2,082	\$ 2,300
Interest expense, net ⁽²⁾	(451)	(483)	(425)
Maintenance capital	(186)	(247)	(215)
Current income tax expense	(85)	(28)	(30)
Other	(33)	(12)	5
Implied DCF ⁽¹⁾	\$ 1,414	\$ 1,312	\$ 1,635
Preferred unit distributions paid ⁽³⁾	—	(5)	(160)
General partner cash distributions	(565)	—	—
Implied DCF Available to Common Unitholders	\$ 849	\$ 1,307	\$ 1,475
Implied DCF per Common Unit ⁽¹⁾	\$ 1.83	\$ 1.82	\$ 2.03
Implied DCF per Common Unit and Common Equivalent Unit ⁽¹⁾	\$ 1.63	\$ 1.67	\$ 1.99
Distributions per Common Unit ⁽⁴⁾	\$ 2.65	\$ 1.95	\$ 1.20
Common Unit Distribution Coverage Ratio	0.87x	0.94x	1.70x
Operating Data			
Transportation			
Average daily volumes (MMbbls/d)	4,637	5,186	5,925
Segment Adjusted EBITDA per barrel	\$ 0.67	\$ 0.68	\$ 0.71
Facilities			
Average capacity (MMBbls/Mo)	127	130	125
Segment Adjusted EBITDA per barrel	\$ 0.44	\$ 0.47	\$ 0.44
Supply and Logistics			
Average daily volumes (MMbbls/d)	1,153	1,219	1,275
Segment Adjusted EBITDA per barrel	\$ 0.85	\$ 0.13	\$ 0.21
Expansion Capital	\$ 1,405	\$ 1,135	\$ 1,400
Second-Quarter Adjusted EBITDA as Percentage of Full Year	22%	22%	19% - 20%

(G) 2018 Guidance forecasts are intended to be + / - amounts.

- (1) See the section of this release entitled “Non-GAAP Financial Measures and Selected Items Impacting Comparability” and the Non-GAAP Reconciliation tables attached hereto for information regarding non-GAAP financial measures and, for the historical 2016 and 2017 periods, their reconciliation to the most directly comparable measures as reported in accordance with GAAP. We do not provide a reconciliation of non-GAAP financial measures to the equivalent GAAP financial measures on a forward-looking basis as it is impractical to forecast certain items that we have defined as “Selected Items Impacting Comparability” without unreasonable effort, due to the uncertainty and inherent difficulty of predicting the occurrence and financial impact of and the periods in which such items may be recognized. Thus, a reconciliation of non-GAAP financial measures to the equivalent GAAP financial measures could result in disclosure that could be imprecise or potentially misleading.
- (2) Excludes certain non-cash items impacting interest expense such as amortization of debt issuance costs and terminated interest rate swaps.
- (3) Cash distributions paid to our preferred unitholders during the year presented. The distribution requirement of our Series A preferred units was paid-in-kind for all 2016 and 2017 quarterly distributions and for the February 2018 quarterly distribution. Distributions on our Series A preferred units must be paid in cash beginning with the May 2018 quarterly distribution. The distribution requirement of our Series B preferred units, which were issued in October 2017, is payable semi-annually in arrears on May 15 and November 15. A pro-rated initial distribution on the Series B preferred units was paid on November 15, 2017.
- (4) Cash distributions per common unit paid during 2016 and 2017. 2018(G) reflects the current distribution rate held constant.