

PART II

Item 5. *Market for Registrant’s Common Units, Related Unitholder Matters and Issuer Purchases of Equity Securities*

Our common units are listed and traded on the New York Stock Exchange (“NYSE”) under the symbol “PAA.” As of February 18, 2015, the closing market price for our common units was \$50.73 per unit and there were approximately 236,000 record holders and beneficial owners (held in street name). As of February 18, 2015, there were 376,241,697 common units outstanding.

A two-for-one split of our common units was completed on October 1, 2012. The effect of the two-for one split has been retroactively applied to all unit and per-unit amounts presented in this Form 10-K. In addition, our partnership agreement was amended to modify certain definitions related to target distribution amounts and minimum distribution amounts to reflect the unit split.

The following table sets forth high and low sales prices for our common units and the cash distributions declared per common unit for the periods indicated:

	Common Unit Price Range		Cash Distributions ⁽¹⁾	
	High	Low		
2014				
4th Quarter	\$ 59.75	\$ 43.61	\$	0.6750
3rd Quarter	\$ 61.09	\$ 55.98	\$	0.6600
2nd Quarter	\$ 60.05	\$ 54.54	\$	0.6450
1st Quarter	\$ 55.30	\$ 49.25	\$	0.6300
2013				
4th Quarter	\$ 53.74	\$ 47.26	\$	0.6150
3rd Quarter	\$ 57.72	\$ 48.86	\$	0.6000
2nd Quarter	\$ 59.52	\$ 50.15	\$	0.5875
1st Quarter	\$ 57.17	\$ 45.95	\$	0.5750

⁽¹⁾ Cash distributions associated with the quarter presented. These distributions were declared and paid in the following calendar quarter. See the “Cash Distribution Policy” section below for a discussion of our policy regarding distribution payments.

Our common units are also used as a form of compensation to our employees and directors. Additional information regarding our equity-indexed compensation plans is included in Part III of this report under Item 13. “Certain Relationships and Related Transactions, and Director Independence.”

See Item 12. “Security Ownership of Certain Beneficial Owners and Management

In addition to distributions on its 2% general partner interest, our general partner is entitled to receive incentive distributions if the amount we distribute with respect to any quarter exceeds levels specified in our partnership agreement. Under the quarterly incentive distribution provisions, our general partner is entitled, without duplication and except for the agreed upon adjustments discussed below, to 15% of amounts we distribute in excess of \$0.2250 per unit, 25% of the amounts we distribute in excess of \$0.2475 per unit and 50% of amounts we distribute in excess of \$0.3375 per unit.

Although not required to do so, in response to past requests by our management in connection with our acquisition activities, our general partner has, from time to time, agreed to reduce the amounts due to it as incentive distributions. Such modifications were implemented with a view toward enhancing our competitiveness for such acquisitions and managing the overall cost of equity capital while achieving an appropriate balance between short-term and long-term accretion to our limited partners and the holders of our general partner interest and IDRs. During 2014 and 2013, our general partner’s incentive distributions were reduced by approximately \$23 million and \$15 million, respectively. These reductions were agreed to in connection with our BP NGL Acquisition and the PNG Merger. In addition, our general partner has agreed to reduce the amount of its incentive distribution by \$5.5 million per quarter during 2015, \$5.0 million per quarter in 2016 and \$3.75 million per quarter thereafter. See Note 3 to our Consolidated Financial Statements for further discussion of the BP NGL Acquisition. See Note 11 to our Consolidated Financial Statements for further discussion of the PNG Merger.

During 2014, we paid \$473 million to our general partner, including \$454 million of incentive distributions, net of reductions of approximately \$23 million. Additionally, on February 13, 2015, we paid a quarterly distribution of \$0.6750 per limited partner unit applicable to the fourth quarter of 2014, and in connection therewith, approximately \$136 million was paid to our general partner, including approximately \$131 million of incentive distributions, net of reductions of \$5.5 million. See Item 13. “Certain Relationships and Related Transactions, and Director Independence—Our General Partner.”

Under the terms of the agreements governing our debt, we are prohibited from declaring or paying any distribution to unitholders if a default or event of default (as defined in such agreements) exists. No such default has occurred. See Item 7. “Management’s Discussion and Analysis of Financial Condition and Results of Operations—Liquidity and Capital Resources—Credit Agreements, Commercial Paper Program and Indentures.”

Issuer Purchases of Equity Securities

We did not repurchase any of our common units during the fourth quarter of 2014, and we do not have any announced or existing plans to repurchase any of our common units other than potential repurchases consistent with past practice in providing units for relatively small vestings of phantom units under our long-term incentive plans (“LTIP”).

Item 6. *Selected Financial Data*

The historical financial information below was derived from our audited consolidated financial statements as of December 31, 2014, 2013, 2012, 2011 and 2010 and for the years then ended. The selected financial data should be read in conjunction with the Consolidated Financial Statements, including the notes thereto, and Item 7. “Management’s Discussion and Analysis of Financial Condition and Results of Operations.” See Note 3 to our Consolidated Financial Statements for a discussion of our acquisitions.

	Year Ended December 31,				
	2014	2013	2012	2011	2010
	(in millions, except per unit data)				
Statement of operations data:					
Total revenues	\$ 43,464	\$ 42,249	\$ 37,797	\$ 34,275	\$ 25,893
Net income	\$ 1,386	\$ 1,391	\$ 1,127	\$ 994	\$ 514
Net income attributable to PAA	\$ 1,384	\$ 1,361	\$ 1,094	\$ 966	\$ 505
Per unit data:					
Basic net income per limited partner unit	\$ 2.39	\$ 2.82	\$ 2.41	\$ 2.46	\$ 1.21
Diluted net income per limited partner unit	\$ 2.38	\$ 2.80	\$ 2.40	\$ 2.44	\$ 1.20
Declared distributions per limited partner unit ⁽¹⁾	\$ 2.55	\$ 2.33	\$ 2.11	\$ 1.95	\$ 1.88
Balance sheet data (at end of period):					
Total assets	\$ 22,256	\$ 20,360	\$ 19,235	\$ 15,381	\$ 13,703
Long-term debt	\$ 8,762	\$ 6,715	\$ 6,320	\$ 4,520	\$ 4,631
Total debt	\$ 10,049	\$ 7,828	\$ 7,406	\$ 5,199	\$ 5,957
Partners’ capital	\$ 8,191	\$ 7,703	\$ 7,146	\$ 5,974	\$ 4,573
Other data:					
Net cash provided by operating activities	\$ 2,004	\$ 1,954	\$ 1,24		

	Year Ended December 31,				
	2014	2013	2012	2011	2010
Volumes ⁽²⁾⁽³⁾					
Transportation segment (average daily volumes in thousands of barrels per day):					
Tariff activities	3,952	3,595	3,373	2,942	2,889
Trucking	127	117	106	105	97
Transportation segment total	4,079	3,712	3,479	3,047	2,986
Facilities segment:					
Crude oil, refined products and NGL terminalling and storage (average monthly capacity in millions of barrels)					
	95	94	90	70	61
Rail load / unload volumes (average volumes in thousands of barrels per day)	231	221	—	—	—
Natural gas storage (average monthly working capacity in billions of cubic feet)	97	96	84	71	47
NGL fractionation (average volumes in thousands of barrels per day)	96	96	79	14	14
Facilities segment total (average monthly volumes in millions of barrels)	121	120	106	82	70
Supply and Logistics segment (average daily volumes in thousands of barrels per day):					
Crude oil lease gathering purchases	949	859	818	742	620
NGL sales	208	215	182	103	96
Waterborne cargos	—	4	3	21	68
Supply and Logistics segment total	1,157	1,078	1,003	866	784

(1)

Represents cash distributions declared and paid during the year presented. Our general partner is entitled, directly or indirectly, to receive 2% proportional distributions, as well as incentive distributions if the amount we distribute with respect to any quarter exceeds levels specified in our partnership agreement. See Note 11 to our Consolidated Financial Statements for

Item 7. *Management’s Discussion and Analysis of Financial Condition and Results of Operations*

Introduction

The following discussion is intended to provide investors with an understanding of our financial condition and results of our operations and should be read in conjunction with our historical consolidated financial statements and accompanying notes.

Our discussion and analysis includes the following:

- Executive Summary
 - Company Overview
 - Overview of Operating Results, Capital Investments and Other Significant Activities
- Acquisitions and Capital Projects
- Critical Accounting Policies and Estimates
- Recent Accounting Pronouncements
- Results of Operations
- Outlook
- Liquidity and Capital Resources

Executive Summary

Company Overview

We own and operate midstream energy infrastructure and provide logistics services for crude oil, NGL, natural gas and refined products. The term NGL includes ethane and natural gasoline products as well as products commonly referred to as liquefied petroleum gas (“LPG”) such as propane and butane. When used in this Form 10-K, NGL refers to all NGL products including LPG. We own an extensive network of pipeline transportation, terminalling, storage, and gathering assets in key crude oil and NGL producing basins and transportation corridors and at major market hubs in the United States and Canada. We were formed in 1998, and our operations are conducted directly and indirectly through our operating subsidiaries and are managed through three operating segments: Transportation, Facilities and Supply and Logistics. See “—Results of Operations—Analysis of Operating Segments” for further discussion.

Overview of Operating Results, Capital Investments and Other Significant Activities

Primarily as a result of advances in drilling and completion techniques and their application to a number of large-scale shale and resource plays occurring contemporaneously with attractive crude oil and liquids prices, U.S. crude oil and liquids production over the last several years increased rapidly in multiple regions in the lower 48 states. Additionally, the crude oil market periodically experienced high levels of volatility in location and quality differentials as a result of the confluence of regional infrastructure constraints in North America, rapid and unexpected changes in crude oil qualities, international supply issues and regional downstream operating issues.

During 2013 and 2014, these market conditions had a positive impact on our profitability as our business strategy and asset base positioned us to capitalize on opportunities created by the volatile environment. In 2014, we recognized net income attributable to PAA of \$1.384 billion as compared to net income attributable to PAA of \$1.361 billion recognized in 2013. The year-over-year change in operating results was due to growth in our fee-based Transportation segment partially offset by less favorable results from our Supply and Logistics and Facilities segments (see further discussion of our segment operating results in the following sections). Net income attributable to PAA for 2014 was also impacted by:

Acquisitions

Acquisitions are financed using a combination of equity and debt, including borrowings under our commercial paper program or credit facilities and the issuance of senior notes. Businesses acquired impact our results of operations commencing on the closing date of each acquisition. Our acquisition and capital expansion activities are discussed further in “—Liquidity and Capital Resources” and in Note 3 to our Consolidated Financial Statements. Information regarding acquisitions completed in 2014, 2013 and 2012 is set forth in the table below (in millions):

Acquisition	Effective Date	Acquisition Price	Operating Segment
BridgeTex Acquisition (50% interest) ⁽¹⁾	11/14/2014	\$ 1,088	Transportation
Other	Various	11	Facilities
2014 Total		<u>\$ 1,099</u>	
2013 Total ⁽²⁾	09/01/2013	<u>\$ 19</u>	Transportation
BP NGL Acquisition ⁽³⁾	04/01/2012	\$ 1,633	Transportation, Facilities and Supply and Logistics
US Development Group Crude Oil Rail Terminals	12/13/2012	503	Facilities
Other	Various	150	Transportation, Facilities and Supply and Logistics
2012 Total		<u>\$ 2,286</u>	

⁽¹⁾ We account for our 50% interest in BridgeTex under the equity method of accounting. See Note 8 to our Consolidated Financial Statements for further discussion of our equity method investments.

⁽²⁾ Excludes the PNG Merger completed on December 31, 2013, as we historically consolidated PNG into our financial statements for financial reporting purposes in accordance with GAAP. As consideration for the PNG Merger, we issued approximately 14.7 million PAA common units with a value of approximately \$760 million. See Note 11 to our Consolidated Financial Statements for further discussion of the PNG Merger.

⁽³⁾ Total BP NGL Acquisition purchase price was approximately \$1.683 billion. A cash deposit of \$50 million was paid during 2011.

