

# Financial Review of TransCanada and Proposal

June 10, 2008

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# Discussion Topics

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- Key Findings
- Financial Strength of TransCanada
- Financing Review of Proposal



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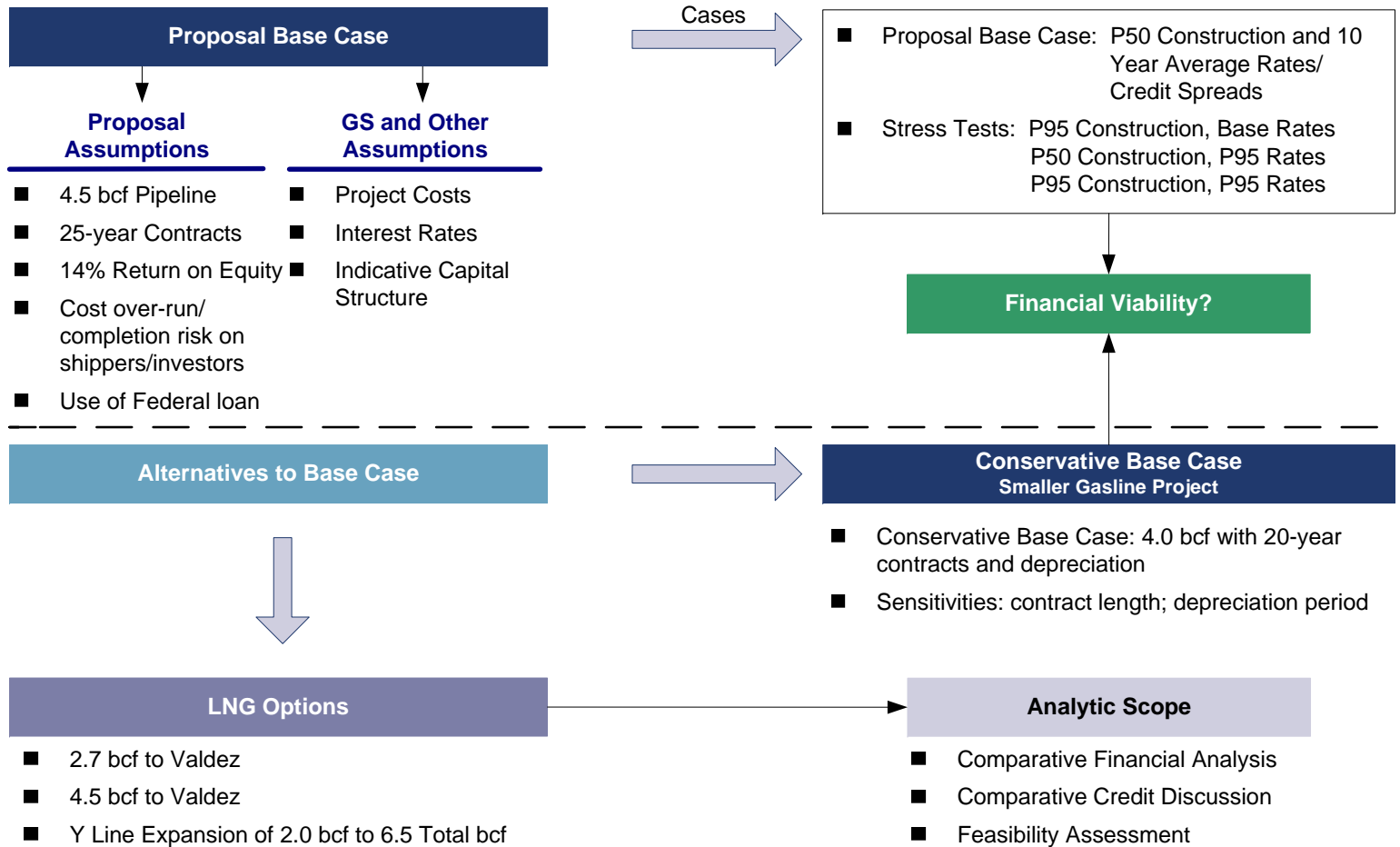
# Summary of Findings

## Is the Proposal Base Case Viable from a financing standpoint?

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- Goldman Sachs believes that the Proposal Base Case is financeable based on the following:
    - Strength of project sponsor
    - Strength of prospective shippers
    - Proposal assumptions regarding contracts and cost over-run surcharge
    - Federal loan guarantee and cost over-run facility
    - Financial
      - Strong debt service coverage
      - Attractive equity returns
      - Favorable relationship between gas price forecasts and tariff
  - Ongoing considerations
    - Obtaining shipper commitments
    - Obtaining federal loan guarantee commitments
    - Develop strong overall credit package
    - Strong project finance market
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# Cases Analyzed





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# Summary of Findings

## Does TransCanada Have the Financial Strength to Meet its AGIA Obligations?

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- Goldman Sachs believes the TransCanada has the financial strength to meet its AGIA obligations
    - TransCanada has very stable, durable, and free cash flow generative businesses;
    - TransCanada generates substantial free cash flow at the corporate level that should enable the Company to debt-finance the majority of its equity contribution;
    - TransCanada's business and financial risk profiles substantially improve if the Project is completed;
    - Rating agency concerns about additional capital calls on TransCanada during construction likely would be alleviated by the cost overrun facility;
    - If capital calls are required because costs escalate, TransCanada should have the ability to contribute additional capital (if needed);
    - If TransCanada finances its capital contribution to the pipeline entirely with debt, ratings downgrades are possible (all else being equal) but maintenance of investment-grade ratings is expected; and
    - Maintenance of current ratings is possible if TransCanada takes actions to fortify its financial strength in anticipation of the project and ensures the agencies view the pipeline as having a high probability of success.
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# Financial Strength of TransCanada

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# How Will the Markets Assess TransCanada's Financial Strength?

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- Lenders, ratings analysts, and investors will review:
    - TransCanada's existing financial and business profile
    - What can go wrong with the Project and within TransCanada's core businesses?
    - How will TransCanada finance their equity contribution?
    - Will TransCanada be required to make additional capital contributions if the pipeline project experiences delays or cost overruns?
    - Should analysis consolidate or not consolidate the project debt onto TransCanada's books?
    - Would TransCanada ever really "walk away" either during construction or after operations commence?
    - Overall Credit Assessment: Rate to the trough (i.e., the point in time during construction when financial pressure is highest), likely post-construction profile, or somewhere in between?
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# Key Rating Agency Commentary Regarding TransCanada

| Moody's                         |                                       |
|---------------------------------|---------------------------------------|
| Senior Unsecured Rating Outlook | A2 <sup>1</sup><br>Review (Downgrade) |

## Key Strengths

- Predominately low risk, regulated gas pipeline operations with clear focus on gas transmission and power businesses
- Strong competitive position driven by importance of TransCanada's Canadian pipelines in transporting gas out of the WCSB
- TCPL's electricity generation assets tend to be characterized by either low marginal cost of production or long-term power purchase agreements with highly rated counterparties
- Stable and predictable free cash flow generation

## Key Weaknesses

- Weak financial profile for the rating category – high leverage driven by deemed capital structure allowed on Canadian regulated pipelines and mitigated by generally more supportive regulatory and business environments in Canada
- Long-term declining WCSB production leads to increasing supply risk (may be offset by non-conventional production)
- Increasing exposure to power and unregulated businesses that may necessitate lower corporate leverage to offset a rise in business risk
- Growing portfolio of projects exposes the company to increasing levels of execution risk including allocation of management resources, management of construction cost and schedule risks and financing risk

| Standard & Poor's               |              |
|---------------------------------|--------------|
| Senior Unsecured Rating Outlook | A-<br>Stable |

## Key Strengths

- Business profile is "excellent" driven by predictable earnings from TCPL's mature, wholly-owned Canadian and US natural gas transmission systems which are supported by transparent regulation
- Strong competitive position driven by importance of Canadian pipelines in transporting gas out of the WCSB
- Investments in other pipeline operations provide a stabilizing offset to gradually declining earnings from traditional pipelines
- Consistent free cash flow generation remains a fundamental Company strength and provides a buffer against cost overruns and other project setbacks

## Key Weaknesses

- Somewhat high leverage levels although credit ratios remain acceptable for its ratings
- Increasing earnings volatility as TCPL purchases power for resale into primarily unregulated markets (somewhat mitigated by forward sales contracts)
- Declining rate base (related to maturity of gas production in western Canada) and ROE (due to linkage to interest rates) has reduced earnings in recent years
- Near-term cost and operating uncertainty related to Bruce A Restart

<sup>1</sup> Moody's has assigned an A2 corporate rating to TransCanada PipeLines Ltd., which is an operating company and intermediate holding company of TransCanada Corp. The A3 rating on TransCanada Corp. reflects the effect of structural subordination of TransCanada Corp. to debt at TransCanada PipeLines.



# Current Moody's and S&P Ratings for TransCanada Comparables<sup>1</sup>

|                            | TransCanada     | Enbridge      | MidAmerican Energy Holdings | Spectra Energy | Kinder Morgan Energy Partners |
|----------------------------|-----------------|---------------|-----------------------------|----------------|-------------------------------|
| Corporate Ratings          | A3/A-           | Baa1/A-       | Baa1/A-                     | Baa1/BBB+      | Baa2/BBB                      |
| Outlook                    | Negative/Stable | Stable/Stable | Stable/Stable               | Stable/Stable  | Stable/Stable                 |
| Assets (\$ millions)       | \$30,717        | \$20,161      | \$39,216                    | \$22,970       | \$15,178                      |
| Revenues                   | 8,941           | 12,072        | 12,376                      | 4,742          | 9,218                         |
| EBITDA                     | 3,888           | 1,768         | 3,838                       | 1,965          | 1,732                         |
| Net Income                 | 1,239           | 716           | 1,189                       | 957            | 590                           |
| Debt/EBITDA <sup>2</sup>   | 4.0x            | 6.0x          | 5.2x                        | 4.8x           | 4.1x                          |
| Debt/Cap <sup>2</sup>      | 59%             | 64%           | 67%                         | 55%            | 61%                           |
| EBIT/Interest <sup>3</sup> | 2.7x            | 2.1x          | 2.1x                        | 2.3x           | 3.0x                          |
| RCF/Debt                   | 14%             | 9%            | 12%                         | 12%            | 4%                            |

<sup>1</sup> Credit statistics as of 12/31/07 from Capital IQ.

<sup>2</sup> Lower is better

<sup>3</sup> Higher is better



# TransCanada and its Comparables Have Accessed the Financial Markets in Good and Troubled Times

## TransCanada's Recent Issues

- **2008** - \$1.1 billion in common shares
- **2007** - \$1.725 billion in common shares and \$600 million in common units; \$2.6 billion of long term debt and \$1 billion of junior subordinated notes
- **2006** - \$700 million of medium-term notes and \$500 million of senior unsecured notes
- **2005** - \$400 million of senior debt and \$300 million of medium-term notes

## MidAmerican

- **2008** - \$650 million of senior unsecured notes
- **2007** - \$600 million of long-term debt
- **2006** - \$1.7 billion of senior unsecured notes and \$350 million of long-term debt
- **2002** - \$700 million of senior notes

## Spectra

- **2007** - \$450 million of senior unsecured notes

## Kinder Morgan

- **2008** - \$290 million of ordinary shares
- **2007** - \$300 million of LP common units and \$300 million of common shares
- **2006** - \$250 million of LP common units
- **2005** - \$75 million in common shares and \$380 million of LP common units

## Enbridge

- **2007** - \$800 million of notes and \$450 million of common shares
- **2002** - \$150 million of common shares
- **2000** - \$100 million of common shares



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## TransCanada Could Employ a Range of Alternatives to Fund its AGIA Obligations

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- Goldman Sachs Analyzed Four Alternative Approaches for TransCanada to Absorb Project Costs
    - **Case 1 – “Base Case”**: Assumes that the costs related to TransCanada are equal to its equity investment only and are being financed 100% with debt. The equity method of consolidation accounting is used (i.e., revenues, costs, assets, debt, and cash flows at the Alaska pipeline level are not consolidated; only net income available to TransCanada is consolidated) and cash payments to TransCanada are equal to the amount distributed to equity holders and is recorded as other income.
    - **Case 2 – “Fully Loaded”**: Assumes that TransCanada fully consolidates the project and all costs are on its balance sheet, financed 100% with debt. All income and expenses of the project are recorded on TransCanada’s financial statements.
    - **Case 3 – “50% JV Sell Down”**: Assumes TransCanada splits 50% of the project with a third party and proportional accounting is used. As such, 50% of the project’s income and expenses are recorded on TransCanada’s financial statements.
    - **Case 4 – “Base with 25% Stock Financing”**: Uses the same methodology as Case 1, only instead of funding the costs with 100% debt, 25% of its capital commitment to the pipeline during years 2014-2017 are being financed through common equity issuance.
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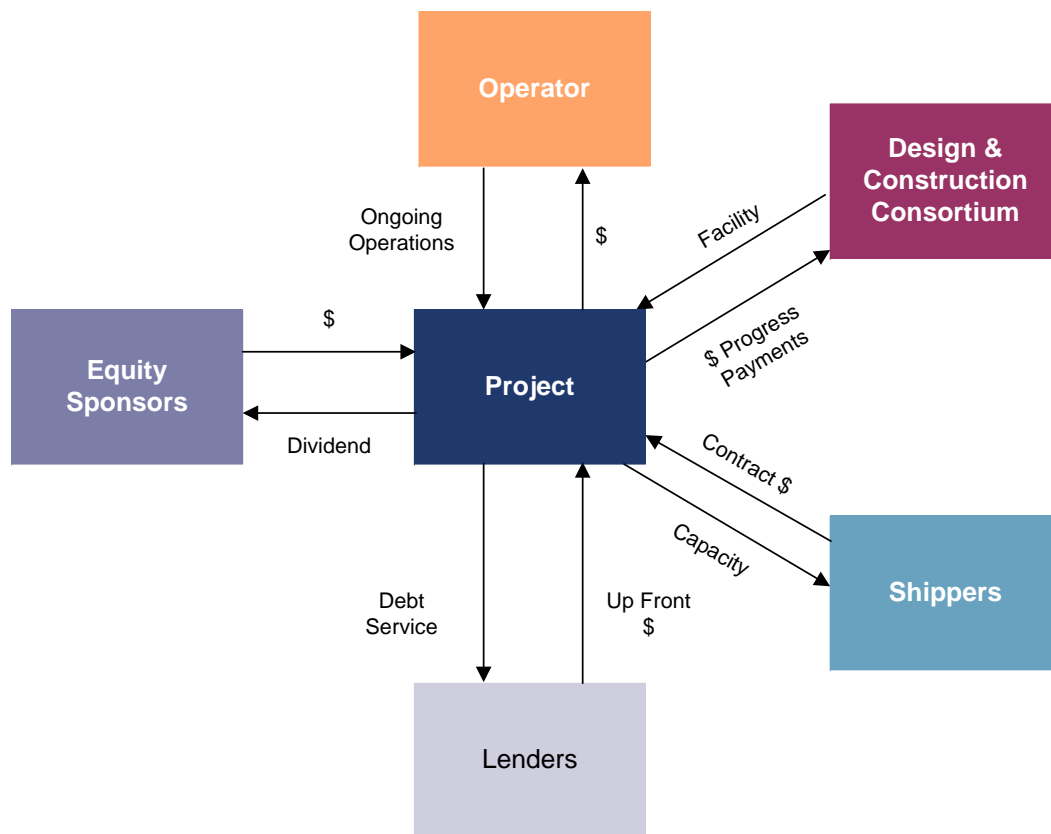
## Financing Review of Proposal

# Project Finance Loans are Based on a Complex Set of Contractual Arrangements

*In a project financing, the lender's source of repayment is limited to project revenues and assets.*

**Lenders will:**

- Take limited completion risk – construction risk typically mitigated through EPC contracts and/or a combination of pre-completion guarantees or cost overrun protection facilities;
- Want to insure that all funding needs are provided for
- Assess operating risk as part of the overall project – seek protections from revenue interruption



## Project Financings are Common in the Energy and Oil & Gas Sectors

| Borrower Name                                 | Project Name   | Amount (\$Mm) | Country              | Sector                           | Financial Close |
|---|--|---------------|----------------------|----------------------------------|-----------------|
| Emirates Aluminum - EMAL                      | Abu Dhabi Aluminum Smelter                           | \$7,050       | United Arab Emirates | Processing Plant                 | 12-Dec-2007     |
| Qatar Liquefied Gas Co Ltd (Qatargas) IV      | Qatargas 4   | 5,714         | Qatar                | Oil Refinery /LNG and LPG Plants | 30-Jul-2007     |
| Fujian Refining & Petrochemical Co Ltd - FREP | Fujian Refining and Ethylene Joint Venture Project   | 5,600         | China                | Petrochem/ Chemical Plant        | 6-Sep-2007      |
| Qatalum                                       | Qatar Aluminum Plant                                 | 4,739         | Qatar                | Processing Plant                 | 23-Aug-2007     |
| Red de Carreteras de Occidente                | FARAC Toll Road PPP                                  | 4,280         | Mexico               | Road                             | 27-Sep-2007     |
| Ambatovy Minerals SA                          | Ambatovy Nickel Project                              | 3,700         | Madagascar           | Mining                           | 22-Aug-2007     |
| Tokyo Crimson Energy Holdings Corp (Mirant)   | Mirant Acquisition                                   | 3,678         | Philippines          | Power                            | 7-Jun-2007      |
| Bombela Concession Co Pty Ltd                 | Gautrain Rapid Rail Link                             | 3,630         | South Africa         | Rail-Infrastructure              | 25-Jan-2007     |
| Yucpa Finance BV                              | Western Energy Development and Anaco Project - PDVSA | 3,500         | Venezuela            | Oil Refinery/ LNG and LPG Plants | 21-Feb-2007     |
| Jubail Power & Water Co                       | Marafiq IWPP   | 3,500         | Saudi Arabia         | Power                            | 14-May-2007     |



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## Proposal Assumptions that Impact the Proposal Base Case Financing Structure

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- The Project is a 4.5 bcf/day system to transport natural gas from Prudhoe Bay to the Alberta market hub;
- 25-year ship-or-pay contracts with market standard shipper credit requirements;
- Debt is non-recourse to TransCanada (i.e., the debt is 'project debt');
- Capitalization of 70% debt and 30% equity during construction;
- Capital cost overruns to be financed through federally guaranteed cost overrun loans;
- Federally guaranteed capital cost overrun loans to be repaid through shipper surcharge; and
- No project completion guarantee or pre-completion debt guarantee from equity sponsors is assumed.

***It is important to note that these assumptions underlie all of our conclusions with regards to the Proposal, and unless otherwise noted, any cases based on the Proposal.***



# Developing the Proposal Base Case Capital Structure

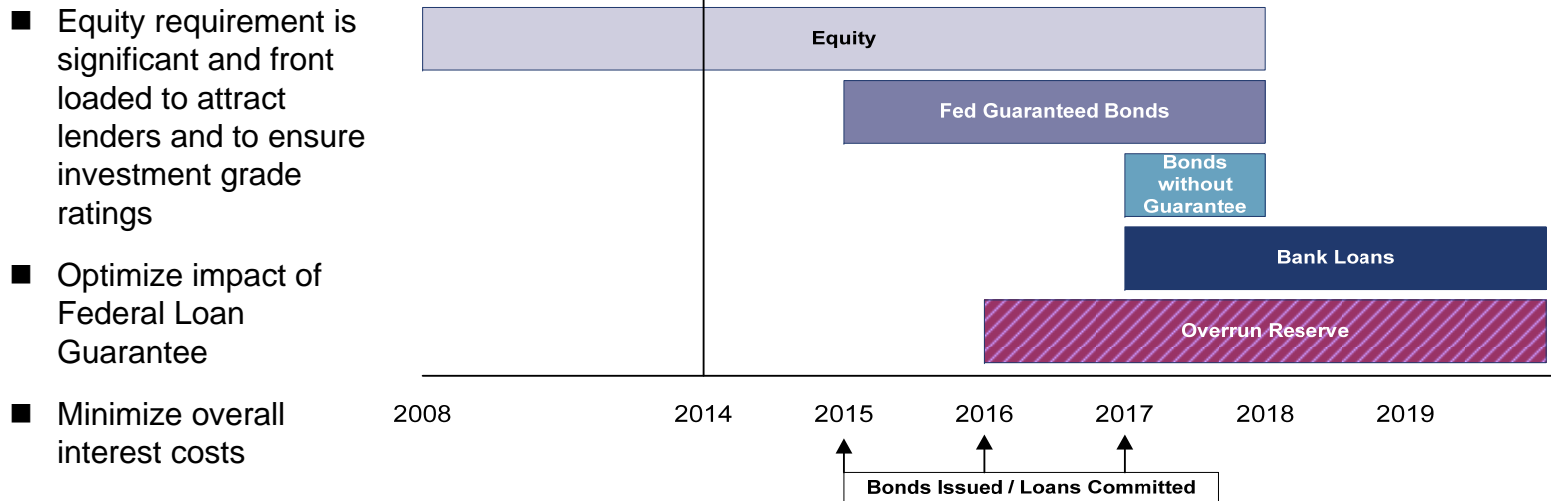
## Key Drivers

- Annual Funding Requirements
- Mix of Funding Sources
- Use of the Federal Loan Guarantee
- Interest Rate Assumptions

## Funding Considerations

- Timing of Equity vs. Debt
- Debt: Bank Loans vs. Bonds
- Allocation of Federal Loan Guarantee

## Allocation of Funding Sources





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## Disclaimers

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The analysis and conclusions set forth herein are based on economic, financial, political, market and other conditions as they exist and can be evaluated on the date hereof, and we have not undertaken to reaffirm or revise our findings or otherwise comment upon any conditions or events occurring after the date hereof. Our analysis and conclusions also involve numerous assumptions and uncertainties, many of which cannot be verified or ascertained presently. Goldman Sachs does not provide accounting, tax or legal advice, and we make no representation as to the appropriateness or adequacy of the information contained herein or our procedures for, and express no view as to, the tax, accounting or legal treatment of any matter.

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