

ONEOK INC /NEW/  
Form 10-Q  
October 31, 2018  
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UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-Q

X Quarterly Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934  
For the quarterly period ended September 30, 2018.

OR  
\_\_\_ Transition Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934  
For the transition period from \_\_\_\_\_ to \_\_\_\_\_.

Commission file number 001-13643

ONEOK, Inc.  
(Exact name of registrant as specified in its charter)

Oklahoma 73-1520922  
(State or other jurisdiction of (I.R.S. Employer Identification No.)  
incorporation or organization)

100 West Fifth Street, Tulsa, OK 74103  
(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code (918) 588-7000

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes X No \_\_\_

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes X No \_\_\_

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, smaller reporting company or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company" and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer X Accelerated filer \_\_\_ Non-accelerated filer \_\_\_  
Smaller reporting company\_\_\_ Emerging growth company\_\_

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If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. \_\_\_

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).  
Yes \_\_\_ No X

On October 22, 2018, the Company had 411,361,477 shares of common stock outstanding.

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ONEOK, Inc.

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As used in this Quarterly Report, references to “we,” “our” or “us” refer to ONEOK, Inc., an Oklahoma corporation, and its predecessors, divisions, and subsidiaries, unless the context indicates otherwise.

The statements in this Quarterly Report that are not historical information, including statements concerning plans and objectives of management for future operations, economic performance or related assumptions, are forward-looking statements. Forward-looking statements may include words such as “anticipate,” “estimate,” “expect,” “project,” “intend,” “plan,” “believe,” “should,” “goal,” “forecast,” “guidance,” “could,” “may,” “continue,” “might,” “potential,” “scheduled” and other words of similar meaning. Although we believe that our expectations regarding future events are based on reasonable assumptions, we can give no assurance that such expectations or assumptions will be achieved. Important factors that could cause actual results to differ materially from those in the forward-looking statements are described under Part I, Item 2, Management’s Discussion and Analysis of Financial Condition and Results of Operations “Forward-Looking Statements,” in this Quarterly Report and under Part I, Item 1A, “Risk Factors,” in our Annual Report.

## INFORMATION AVAILABLE ON OUR WEBSITE

We make available, free of charge, on our website ([www.oneok.com](http://www.oneok.com)) copies of our Annual Reports, Quarterly Reports, Current Reports on Form 8-K, amendments to those reports filed or furnished to the SEC pursuant to Section 13(a) or 15(d) of the Exchange Act and reports of holdings of our securities filed by our officers and directors under Section 16 of the Exchange Act as soon as reasonably practicable after filing such material electronically or otherwise furnishing it to the SEC. Copies of our Code of Business Conduct and Ethics, Corporate Governance Guidelines, Director Independence Guidelines, Bylaws and the written charter of our Audit Committee are also available on our website, and we will provide copies of these documents upon request.

In addition to our filings with the SEC and materials posted on our website, we also use social media platforms as additional channels of distribution to reach public investors. Information contained on our website, posted on our social media accounts, and any corresponding applications, are not incorporated by reference into this report.

We also make available on our website the Interactive Data Files required to be submitted and posted pursuant to Rule 405 of Regulation S-T.

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## GLOSSARY

The abbreviations, acronyms and industry terminology used in this Quarterly Report are defined as follows:

|                                |   |
|--------------------------------|---|
| \$2.5 Billion Credit Agreement | ONEOK's \$2.5 billion revolving credit agreement, as amended  |
| AFUDC                          | Allowance for funds used during construction  |
| Annual Report                  | Annual Report on Form 10-K for the year ended December 31, 2017   |
| ASU                            | Accounting Standards Update   |
| Bbl                            | Barrels, 1 barrel is equivalent to 42 United States gallons   |
| Bbl/d                          | Barrels per day   |
| BBtu/d                         | Billion British thermal units per day   |
| Bcf                            | Billion cubic feet  |
| Bcf/d                          | Billion cubic feet per day  |
| CFTC                           | U.S. Commodity Futures Trading Commission   |
| Clean Air Act                  | Federal Clean Air Act, as amended   |
| DJ                             | Denver-Julesburg  |
| EBITDA                         | Earnings before interest expense, income taxes, depreciation and amortization   |
| EPA                            | United States Environmental Protection Agency   |
| Exchange Act                   | Securities Exchange Act of 1934, as amended   |
| FERC                           | Federal Energy Regulatory Commission  |
| Foundation                     | ONEOK Foundation, Inc.  |
| GAAP                           | Accounting principles generally accepted in the United States of America  |
| Intermediate Partnership       | ONEOK Partners Intermediate Limited Partnership, a wholly owned subsidiary of ONEOK Partners, L.P.  |
| LIBOR                          | London Interbank Offered Rate   |
| MBbl/d                         | Thousand barrels per day  |
| MDth/d                         | Thousand dekatherms per day   |
| Merger Transaction             | The transaction, effective June 30, 2017, in which ONEOK acquired all of ONEOK Partners' outstanding common units not already directly or indirectly owned by ONEOK |
| MMBbl                          | Million barrels   |
| MMBtu                          | Million British thermal units   |
| MMcf/d                         | Million cubic feet per day  |
| Moody's                        | Moody's Investors Service, Inc.   |
| Natural Gas Act                | Natural Gas Act of 1938, as amended   |
| NGL(s)                         | Natural gas liquid(s)   |
| NGL products                   | Marketable natural gas liquid purity products, such as ethane, ethane/propane mix, propane, iso-butane, normal butane and natural gasoline                          |
| NYMEX                          | New York Mercantile Exchange  |
| NYSE                           | New York Stock Exchange   |
| ONEOK                          | ONEOK, Inc.   |
| ONEOK Partners                 | ONEOK Partners, L.P.  |
| OPIS                           | Oil Price Information Service   |
| PHMSA                          | United States Department of Transportation Pipeline and Hazardous Materials Safety Administration   |
| POP                            | Percent of Proceeds   |
| Quarterly Report(s)            | Quarterly Report(s) on Form 10-Q  |
| Roadrunner                     | Roadrunner Gas Transmission, LLC, a 50 percent-owned joint venture  |
| S&P                            | S&P Global Ratings  |
| SCOOP                          | South Central Oklahoma Oil Province, an area in the Anadarko Basin in Oklahoma  |

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|                             |  |
|-----------------------------|--|
| SEC                         | Securities and Exchange Commission   |
| Series E Preferred<br>Stock | Series E Non-Voting, Perpetual Preferred Stock, par value \$0.01 per share           |
| STACK                       | Sooner Trend Anadarko Canadian Kingfisher, an area in the Anadarko Basin in Oklahoma |

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|                       |   |
|-----------------------|---|
| Tax Cuts and Jobs Act | H.R. 1, the tax reform bill, signed into law on December 22, 2017                                   |
| Term Loan Agreement   | The senior unsecured three-year \$1.0 billion term loan agreement dated January 8, 2016, as amended |
| Topic 606             | Accounting Standards Update 2014-09, "Revenue from Contracts with Customers"                        |
| West Texas LPG        | West Texas LPG pipeline and Mesquite pipeline   |
| WTI                   | West Texas Intermediate   |
| WTLPG                 | West Texas LPG Pipeline Limited Partnership   |
| XBRL                  | eXtensible Business Reporting Language  |



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## PART I - FINANCIAL INFORMATION

## ITEM 1. FINANCIAL STATEMENTS

## ONEOK Inc. and Subsidiaries

## CONSOLIDATED STATEMENTS OF INCOME

| (Unaudited)   | Three Months Ended                               |             | Nine Months Ended     |             |
|---|--|-------------|-----------------------|-------------|
|   | September 30,<br>2018                            | 2017        | September 30,<br>2018 | 2017        |
|   | (Thousands of dollars, except per share amounts) |             |                       |             |
| Revenues  |  |             |                       |             |
| Commodity sales   | \$3,083,625                                      | \$2,322,534 | \$8,578,891           | \$6,700,260 |
| Services  | 310,265  | 583,832     | 877,605               | 1,681,489   |
| Total revenues  | 3,393,890  | 2,906,366   | 9,456,496             | 8,381,749   |
| Cost of sales and fuel (exclusive of items shown separately below)                                      | 2,560,765  | 2,229,416   | 7,104,609             | 6,464,281   |
| Operations and maintenance  | 206,247  | 179,693     | 589,465               | 532,529     |
| Depreciation and amortization   | 107,383  | 102,298     | 317,908               | 302,566     |
| Impairment of long-lived assets   | —  | 15,970      | —                     | 15,970      |
| General taxes   | 24,124   | 24,641      | 81,263                | 76,098      |
| Gain on sale of assets  | (163)  | (274)       | (348)                 | (904)       |
| Operating income  | 495,534  | 354,622     | 1,363,599             | 991,209     |
| Equity in net earnings from investments (Note I)  | 39,313   | 40,058      | 116,070               | 118,985     |
| Impairment of equity investments (Note I)   | —  | (4,270)     | —                     | (4,270)     |
| Allowance for equity funds used during construction   | 2,294  | 40          | 3,328                 | 75          |
| Other income  | 5,072  | 3,296       | 7,667                 | 11,670      |
| Other expense   | (3,404)  | (3,554)     | (11,104)              | (31,581)    |
| Interest expense (net of capitalized interest of \$8,326, \$1,068, \$15,498, and \$4,254, respectively) | (121,910)  | (126,533)   | (351,131)             | (361,468)   |
| Income before income taxes  | 416,899  | 263,659     | 1,128,429             | 724,620     |
| Income taxes  | (102,983)  | (97,128)    | (266,285)             | (195,913)   |
| Net income  | 313,916  | 166,531     | 862,144               | 528,707     |
| Less: Net income attributable to noncontrolling interests   | 657  | 789         | 3,329                 | 203,911     |
| Net income attributable to ONEOK  | 313,259  | 165,742     | 858,815               | 324,796     |
| Less: Preferred stock dividends   | 275  | 276         | 825                   | 493         |
| Net income available to common shareholders   | \$312,984  | \$165,466   | \$857,990             | \$324,303   |
| Basic earnings per common share   | \$0.76   | \$0.43      | \$2.09                | \$1.21      |
| Diluted earnings per common share   | \$0.75   | \$0.43      | \$2.07                | \$1.20      |
| Average shares (thousands)  |  |             |                       |             |
| Basic   | 412,117  | 380,907     | 411,400               | 268,108     |
| Diluted   | 414,847  | 383,419     | 414,035               | 270,349     |
| Dividends declared per share of common stock  | \$0.825  | \$0.745     | \$2.390               | \$1.975     |

See accompanying Notes to Consolidated Financial Statements.

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ONEOK, Inc. and Subsidiaries

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

| (Unaudited)  | Three Months Ended     |                       | Nine Months Ended     |                       |
|--|------------------------|-----------------------|-----------------------|-----------------------|
|  | September 30,<br>2018  | September 30,<br>2017 | September 30,<br>2018 | September 30,<br>2017 |
|  | (Thousands of dollars) |                       |                       |                       |
| Net income   | \$313,916              | \$166,531             | \$862,144             | \$528,707             |
| Other comprehensive income (loss), net of tax  |                        |                       |                       |                       |
| Unrealized gains (losses) on derivatives, net of tax of \$1,054, \$12,217, \$(3,204) and \$8,689, respectively                                 | (3,526 )               | (20,620 )             | 10,729                | (1,287 )              |
| Realized (gains) losses on derivatives recognized in net income, net of tax of \$(5,752), \$(7,671), \$(12,962) and \$(13,077), respectively   | 19,261                 | 13,062                | 43,397                | 40,272                |
| Change in pension and postretirement benefit plan liability, net of tax of \$(966), \$(1,360), \$(2,714) and \$(4,081), respectively           | 3,236                  | 2,041                 | 9,086                 | 6,122                 |
| Other comprehensive income (loss) on investments in unconsolidated affiliates, net of tax of \$(442), \$100, \$(1,578) and \$288, respectively | 1,480                  | (169 )                | 5,281                 | (1,214 )              |
| Total other comprehensive income (loss), net of tax  | 20,451                 | (5,686 )              | 68,493                | 43,893                |
| Comprehensive income   | 334,367                | 160,845               | 930,637               | 572,600               |
| Less: Comprehensive income attributable to noncontrolling interests  | 657                    | 789                   | 3,329                 | 234,937               |
| Comprehensive income attributable to ONEOK   | \$333,710              | \$160,056             | \$927,308             | \$337,663             |

See accompanying Notes to Consolidated Financial Statements.

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CONSOLIDATED BALANCE SHEETS

|  | September<br>30,<br>2018 | December<br>31,<br>2017 |
|--|--------------------------|-------------------------|
| (Unaudited)                                    |                          |                         |
| Assets   | (Thousands of dollars)   |                         |
| Current assets                                 |                          |                         |
| Cash and cash equivalents                      | \$84,464                 | \$37,193                |
| Accounts receivable, net                       | 1,085,075                | 1,202,951               |
| Materials and supplies                         | 128,574                  | 90,301                  |
| Natural gas and natural gas liquids in storage | 426,293                  | 342,293                 |
| Commodity imbalances                           | 22,162                   | 38,712                  |
| Other current assets                           | 61,340                   | 53,008                  |
| Total current assets                           | 1,807,908                | 1,764,458               |
| Property, plant and equipment                  |                          |                         |
| Property, plant and equipment                  | 17,120,187               | 15,559,667              |
| Accumulated depreciation and amortization      | 3,159,660                | 2,861,541               |
| Net property, plant and equipment              | 13,960,527               | 12,698,126              |
| Investments and other assets                   |                          |                         |
| Investments in unconsolidated affiliates       | 981,592                  | 1,003,156               |
| Goodwill and intangible assets                 | 970,117                  | 993,460                 |
| Deferred income taxes                          | —                        | 205,907                 |
| Other assets                                   | 191,170                  | 180,830                 |
| Total investments and other assets             | 2,142,879                | 2,383,353               |
| Total assets                                   | \$17,911,314             | \$16,845,937            |

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CONSOLIDATED BALANCE SHEETS  
(Continued)

|   | September<br>30,<br>2018 | December<br>31,<br>2017 |
|---|--------------------------|-------------------------|
| (Unaudited)   |                          |                         |
| Liabilities and equity  |                          |                         |
| Current liabilities   |                          |                         |
| Current maturities of long-term debt (Note D)   | \$507,650                | \$432,650               |
| Short-term borrowings (Note D)  | 120,000                  | 614,673                 |
| Accounts payable  | 1,339,507                | 1,140,571               |
| Commodity imbalances  | 162,990                  | 164,161                 |
| Accrued interest  | 111,747                  | 135,309                 |
| Other current liabilities   | 208,312                  | 179,971                 |
| Total current liabilities   | 2,450,206                | 2,667,335               |
| Long-term debt, excluding current maturities (Note D)   | 8,325,708                | 8,091,629               |
| Deferred credits and other liabilities  |                          |                         |
| Deferred income taxes   | 132,242                  | 52,697                  |
| Other deferred credits  | 350,400                  | 348,924                 |
| Total deferred credits and other liabilities  | 482,642                  | 401,621                 |
| Commitments and contingencies (Note J)  |                          |                         |
| Equity (Note E)   |                          |                         |
| ONEOK shareholders' equity:   |                          |                         |
| Preferred stock, \$0.01 par value:<br>issued 20,000 shares at September 30, 2018, and December 31, 2017   | —                        | —                       |
| Common stock, \$0.01 par value:<br>authorized 1,200,000,000 shares, issued 445,016,234 shares and outstanding<br>411,358,838 shares at September 30, 2018; issued 423,166,234 shares and outstanding<br>388,703,543 shares at December 31, 2017 | 4,450                    | 4,232                   |
| Paid-in capital   | 7,662,673                | 6,588,878               |
| Accumulated other comprehensive loss (Note F)   | (158,138 )               | (188,530 )              |
| Retained earnings   | —                        | —                       |
| Treasury stock, at cost: 33,657,396 shares at September 30, 2018, and 34,462,691 shares<br>at December 31, 2017   | (856,227 )               | (876,713 )              |
| Total ONEOK shareholders' equity  | 6,652,758                | 5,527,867               |
| Noncontrolling interests in consolidated subsidiaries   | —                        | 157,485                 |
| Total equity  | 6,652,758                | 5,685,352               |
| Total liabilities and equity  | \$17,911,314             | \$16,845,937            |
| See accompanying Notes to Consolidated Financial Statements.  |                          |                         |

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ONEOK, Inc. and Subsidiaries

## CONSOLIDATED STATEMENTS OF CASH FLOWS

| (Unaudited)  | Nine Months Ended<br>September 30,<br>2018      2017<br>(Thousands of<br>dollars) |            |
|--|---|------------|
| Operating activities   |   |            |
| Net income   | \$862,144   | \$528,707  |
| Adjustments to reconcile net income to net cash provided by operating activities:      |   |            |
| Depreciation and amortization  | 317,908   | 302,566    |
| Impairment charges   | —   | 20,240     |
| Noncash contribution of preferred stock, net of tax                                    | —   | 12,600     |
| Equity in net earnings from investments  | (116,070 )  | (118,985 ) |
| Distributions received from unconsolidated affiliates                                  | 125,824   | 124,517    |
| Deferred income taxes  | 264,509   | 186,584    |
| Share-based compensation expense   | 23,963  | 19,688     |
| Pension and postretirement benefit expense, net of contributions                       | (2,902 )  | 818        |
| Allowance for equity funds used during construction                                    | (3,328 )  | (75 )      |
| Gain on sale of assets   | (348 )  | (904 )     |
| Changes in assets and liabilities:   |   |            |
| Accounts receivable  | 117,876   | (33,224 )  |
| Natural gas and natural gas liquids in storage   | (91,170 )   | (174,232 ) |
| Accounts payable   | (41,837 )   | 82,174     |
| Commodity imbalances, net  | 15,379  | (4,004 )   |
| Risk-management assets and liabilities   | 66,966  | 34,534     |
| Other assets and liabilities, net  | (22,464 )   | (45,008 )  |
| Cash provided by operating activities  | 1,516,450   | 935,996    |
| Investing activities   |   |            |
| Capital expenditures (less allowance for equity funds used during construction)        | (1,309,655 )  | (330,431 ) |
| Cash paid for acquisition  | (195,000 )  | —          |
| Contributions to unconsolidated affiliates   | (831 )  | (87,653 )  |
| Distributions received from unconsolidated affiliates in excess of cumulative earnings | 19,613  | 21,577     |
| Proceeds from sale of assets   | 1,053   | 1,910      |
| Cash used in investing activities  | (1,484,820 )  | (394,597 ) |
| Financing activities   |   |            |
| Dividends paid   | (983,068 )  | (543,445 ) |
| Distributions to noncontrolling interests  | (3,500 )  | (275,060 ) |
| Borrowing (repayment) of short-term borrowings, net                                    | (494,673 )  | (178,027 ) |
| Issuance of long-term debt, net of discounts   | 1,245,773   | 1,190,067  |
| Debt financing costs   | (11,301 )   | (11,340 )  |
| Repayment of long-term debt  | (930,738 )  | (992,864 ) |
| Issuance of common stock   | 1,195,128   | 45,849     |
| Other, net   | (1,980 )  | (13,778 )  |
| Cash provided by (used in) financing activities  | 15,641  | (778,598 ) |
| Change in cash and cash equivalents  | 47,271  | (237,199 ) |
| Cash and cash equivalents at beginning of period                                       | 37,193  | 248,875    |
| Cash and cash equivalents at end of period   | \$84,464  | \$11,676   |
| See accompanying Notes to Consolidated Financial Statements.                           |   |            |



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## ONEOK, Inc. and Subsidiaries

## CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

| (Unaudited)  | ONEOK Shareholders' Equity |                              |                        |                    |                    |
|--|----------------------------|------------------------------|------------------------|--------------------|--------------------|
|  | Common<br>Stock Issued     | Preferred<br>Stock<br>Issued | Common<br>Stock        | Preferred<br>Stock | Paid-in<br>Capital |
|  | (Shares)                   |                              | (Thousands of dollars) |                    |                    |
| January 1, 2018  | 423,166,234                | 20,000                       | \$4,232                | \$                 | —\$6,588,878       |
| Cumulative effect adjustment for adoption of ASUs (Note A) | —                          | —                            | —                      | —                  | —                  |
| Net income   | —                          | —                            | —                      | —                  | —                  |
| Other comprehensive income (loss) (Note F)                 | —                          | —                            | —                      | —                  | —                  |
| Preferred stock dividends (Note E)                         | —                          | —                            | —                      | —                  | —                  |
| Common stock issued  | 21,850,000                 | —                            | 218                    | —                  | 1,178,503          |
| Common stock dividends - \$2.39 per share (Note E)         | —                          | —                            | —                      | —                  | (85,632 )          |
| Distributions to noncontrolling interests                  | —                          | —                            | —                      | —                  | —                  |
| Contributions from noncontrolling interests                | —                          | —                            | —                      | —                  | —                  |
| Acquisition of noncontrolling interests (Note E)           | —                          | —                            | —                      | —                  | (21,220 )          |
| Other  | —                          | —                            | —                      | —                  | 2,144              |
| September 30, 2018   | 445,016,234                | 20,000                       | \$4,450                | \$                 | —\$7,662,673       |

| (Unaudited)  | ONEOK Shareholders' Equity |                              |                        |                    |                    |
|--|----------------------------|------------------------------|------------------------|--------------------|--------------------|
|  | Common<br>Stock Issued     | Preferred<br>Stock<br>Issued | Common<br>Stock        | Preferred<br>Stock | Paid-in<br>Capital |
|  | (Shares)                   |                              | (Thousands of dollars) |                    |                    |
| January 1, 2017  | 245,811,180                | —                            | \$2,458                | \$                 | —\$1,234,314       |
| Cumulative effect adjustment for adoption of ASU 2016-09 | —                          | —                            | —                      | —                  | —                  |
| Net income   | —                          | —                            | —                      | —                  | —                  |
| Other comprehensive income (loss)                        | —                          | —                            | —                      | —                  | —                  |
| Common stock issued                                      | 1,181,493                  | —                            | 12                     | —                  | 68,032             |
| Preferred stock issued                                   | —                          | 20,000                       | —                      | —                  | 20,000             |
| Common stock dividends - \$1.975 per share               | —                          | —                            | —                      | —                  | (144,912 )         |
| Preferred stock dividends                                | —                          | —                            | —                      | —                  | (493 )             |
| Distributions to noncontrolling interests                | —                          | —                            | —                      | —                  | —                  |
| Acquisition of ONEOK Partners' noncontrolling interests  | 168,920,831                | —                            | 1,689                  | —                  | 5,228,580          |
| Other  | —                          | —                            | —                      | —                  | 12,517             |
| September 30, 2017                                       | 415,913,504                | 20,000                       | \$4,159                | \$                 | —\$6,418,038       |



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## ONEOK, Inc. and Subsidiaries

## CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

(Continued)

| (Unaudited)   | ONEOK Shareholders' Equity                    |                      |                   | Noncontrolling<br>Interests in<br>Consolidated<br>Subsidiaries | Total<br>Equity |
|---|---|----------------------|-------------------|--|-----------------|
|   | Accumulated<br>Other<br>Comprehensive<br>Loss | Retained<br>Earnings | Treasury<br>Stock |  |                 |
| January 1, 2018   | \$(188,530)                                   | \$ —                 | \$(876,713)       | \$ 157,485   | \$5,685,352     |
| Cumulative effect adjustment for adoption of ASUs<br>(Note A) | (38,101 )                                     | 39,803               | —                 | 17   | 1,719           |
| Net income  | —   | 858,815              | —                 | 3,329  | 862,144         |
| Other comprehensive income (loss) (Note F)                    | 68,493  | —                    | —                 | —  | 68,493          |
| Preferred stock dividends (Note E)                            | —   | (825 )               | —                 | —  | (825 )          |
| Common stock issued   | —   | —                    | 20,486            | —  | 1,199,207       |
| Common stock dividends - \$2.39 per share (Note E)            | —   | (897,793)            | —                 | —  | (983,425 )      |
| Distributions to noncontrolling interests                     | —   | —                    | —                 | (3,500 )   | (3,500 )        |
| Contributions from noncontrolling interests                   | —   | —                    | —                 | 16,449   | 16,449          |
| Acquisition of noncontrolling interests (Note E)              | —   | —                    | —                 | (173,780 )   | (195,000 )      |
| Other   | —   | —                    | —                 | —  | 2,144           |
| September 30, 2018  | \$(158,138)                                   | \$ —                 | \$(856,227)       | \$ —   | \$6,652,758     |

| (Unaudited)   | ONEOK Shareholders' Equity                    |                      |                   | Noncontrolling<br>Interests in<br>Consolidated<br>Subsidiaries | Total<br>Equity |
|---|---|----------------------|-------------------|--|-----------------|
|   | Accumulated<br>Other<br>Comprehensive<br>Loss | Retained<br>Earnings | Treasury<br>Stock |  |                 |
| January 1, 2017   | \$(154,350)                                   | \$ —                 | \$(893,677)       | \$ 3,240,170   | \$3,428,915     |
| Cumulative effect adjustment for adoption of ASU<br>2016-09 | —   | 73,368               | —                 | —  | 73,368          |
| Net income  | —   | 324,796              | —                 | 203,911  | 528,707         |
| Other comprehensive income (loss)                           | 12,867  | —                    | —                 | 31,026   | 43,893          |
| Common stock issued   | —   | —                    | 12,746            | —  | 80,790          |
| Preferred stock issued                                      | —   | —                    | —                 | —  | 20,000          |
| Common stock dividends - \$1.975 per share                  | —   | (398,164)            | —                 | —  | (543,076 )      |
| Preferred stock dividends                                   | —   | —                    | —                 | —  | (493 )          |
| Distributions to noncontrolling interests                   | —   | —                    | —                 | (275,060 )   | (275,060 )      |
| Acquisition of ONEOK Partners' noncontrolling<br>interests  | (40,288 )                                     | —                    | —                 | (3,043,519 )   | 2,146,462       |
| Other   | —   | —                    | —                 | 360  | 12,877          |
| September 30, 2017  | \$(181,771)                                   | \$ —                 | \$(880,931)       | \$ 156,888   | \$5,516,383     |

See accompanying Notes to Consolidated Financial Statements.

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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Our accompanying unaudited consolidated financial statements have been prepared pursuant to the rules and regulations of the SEC. These statements have been prepared in accordance with GAAP and reflect all adjustments that, in our opinion, are necessary for a fair statement of the results for the interim periods presented. All such adjustments are of a normal recurring nature. The 2017 year-end Consolidated Balance Sheet data was derived from our audited financial statements but does not include all disclosures required by GAAP. Certain reclassifications have been made in the prior-year financial statements to conform to the current year presentation. These unaudited consolidated financial statements should be read in conjunction with our audited consolidated financial statements in our Annual Report.

**Merger Transaction** - On June 30, 2017, we completed the acquisition of all of the outstanding common units of ONEOK Partners that we did not already own at a fixed exchange ratio of 0.985 of a share of our common stock for each ONEOK Partners common unit. We issued 168.9 million shares of our common stock to third-party common unitholders of ONEOK Partners in exchange for all of the 171.5 million outstanding common units of ONEOK Partners that we previously did not own. As a result of the completion of the Merger Transaction, common units of ONEOK Partners are no longer publicly traded.

Prior to June 30, 2017, we and our subsidiaries owned all of the general partner interest, which included incentive distribution rights, and a portion of the limited partner interest, which together represented a 41.2 percent ownership interest in ONEOK Partners. The earnings of ONEOK Partners that are attributed to its units held by the public until June 30, 2017, are reported as “Net income attributable to noncontrolling interest” in our accompanying Consolidated Statements of Income. Our general partner incentive distribution rights effectively terminated at the closing of the Merger Transaction.

Our significant accounting policies are consistent with those disclosed in Note A of the Notes to Consolidated Financial Statements in our Annual Report, except as described below.

**Recently Issued Accounting Standards Update** - Changes to GAAP are established by the Financial Accounting Standards Board (FASB) in the form of ASUs to the FASB Accounting Standards Codification. We consider the applicability and impact of all ASUs. ASUs not listed below were assessed and determined to be either not applicable or clarifications of ASUs listed below. We also exclude ASUs not yet adopted that were disclosed in our Annual Report to not materially impact us. The following tables provide a brief description of recent accounting pronouncements and our analysis of the effects on our financial statements:

| Standard   | Description  | Date of Adoption   | Effect on the Financial Statements or Other Significant Matters   |
|--|--|--------------------|---|
| Standards that were adopted                                      |  |                    |   |
| ASU 2014-09, “Revenue from Contracts with Customers (Topic 606)” | The standard outlines the principles an entity must apply to measure and recognize revenue for entities that enter into contracts to provide goods or services to their customers. The core principle is that an entity should recognize revenue at an amount that reflects the consideration to which the entity expects to be entitled in exchange | First quarter 2018 | We adopted this standard on January 1, 2018, using the modified retrospective method. We recognized the cumulative effect of adopting the new revenue standard as an increase to beginning retained earnings of \$1.7 million. Results for reporting periods beginning after January 1, 2018, are presented under the new standard, while prior periods are not adjusted and continue to be reported under the accounting standards in effect |

for transferring goods or services to a customer. The amendment also requires more extensive disaggregated revenue disclosures in interim and annual financial statements.

for those periods. The adoption of Topic 606 was not material to our net income; however, a significant portion of amounts historically presented as services revenues are now presented as a reduction to cost of sales and fuel. See Note K for discussion of these changes and additional disclosures.

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| Standard  | Description  | Date of Adoption   | Effect on the Financial Statements or Other Significant Matters   |
|---|--|--------------------|---|
| Standards that were adopted (continued)   |  |                    |   |
| ASU 2016-01, "Financial Instruments-Overall (Subtopic 825-10): Recognition and Measurement of Financial Assets and Financial Liabilities"                           | The standard requires all equity investments, other than those accounted for using the equity method of accounting or those that result in consolidation of the investee, to be measured at fair value with changes in fair value recognized in net income, eliminates the available-for-sale classification for equity securities with readily determinable fair values and eliminates the cost method for equity investments without readily determinable fair values. | First quarter 2018 | We do not have any equity investments classified as available-for-sale or accounted for using the cost method; therefore, the impact of adopting of this standard was not material.   |
| ASU 2016-15, "Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Cash Payments"   | The standard clarifies the classification of certain cash receipts and cash payments on the statement of cash flows where diversity in practice has been identified.   | First quarter 2018 | The impact of adopting this standard was not material.  |
| ASU 2017-07, "Compensation - Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost" | The standard requires the service cost component of net benefit cost to be reported in the same line item or items as other compensation costs from services rendered by the pertinent employees during the period. The other components of net benefit cost are required to be presented in the income statement separately from the service cost component and outside a subtotal of income from operations.   | First quarter 2018 | We adopted this standard on January 1, 2018, and utilized the practical expedient to estimate the impact on the prior comparative period information presented. Immaterial reclassifications have been made to prior comparative period information to reflect the current period presentation. Prior to adoption, we expensed all components of the net periodic benefit costs for our pension and postretirement benefit plans in operations and maintenance expense. We now record only the service component of the net periodic benefit costs in operations and maintenance expense, with the remainder being recorded in other expense. There was no change to net income from the adoption of this standard. |
| ASU 2017-12, "Derivatives and Hedging (Topic 815): Targeted Improvements to Accounting for Hedging Activities"  | The standard more closely aligns hedge accounting with companies' existing risk-management strategies by expanding the strategies eligible for hedge accounting, relaxing the timing requirements of hedge   | First quarter 2018 | We adopted this standard in the first quarter 2018 and recorded an immaterial cumulative-effect adjustment to the opening balance of retained earnings and other comprehensive income to eliminate the separate measurement of hedge ineffectiveness. See Note C for changes to   |

documentation and effectiveness assessments, permitting in certain cases, the use of qualitative assessments on an ongoing basis to assess hedge effectiveness, and requiring new disclosures and presentation.

disclosures due to adopting this standard.

ASU 2018-02, "Income Statement - Reporting Comprehensive Income (Topic 220): Reclassification of Certain Tax Effects from Accumulated Other Comprehensive Income"

This standard allows a reclassification from accumulated other comprehensive income to retained earnings for stranded tax effects resulting from the Tax Cuts and Jobs Act.

First  
quarter  
2018

We adopted this standard in the first quarter 2018 and recorded a \$38.1 million adjustment to retained earnings and accumulated other comprehensive income to eliminate the stranded tax effects resulting from the Tax Cuts and Jobs Act.

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| Standard   | Description  | Date of Adoption   | Effect on the Financial Statements or Other Significant Matters   |
|--|--|--------------------|---|
| Standards that are not yet adopted   |  |                    |   |
| ASU 2016-02, "Leases (Topic 842)"  | The standard requires the recognition of lease assets and lease liabilities by lessees for those leases classified as operating leases under previous GAAP. It also requires qualitative disclosures along with specific quantitative disclosures by lessees and lessors to meet the objective of enabling users of financial statements to assess the amount, timing and uncertainty of cash flows arising from leases. | First quarter 2019 | We are evaluating our current leases and other contracts that may be considered leases under the new standard and the impact on our internal controls, accounting policies and financial statements and disclosures. We have developed a database of our existing leases, and we have implemented accounting software to facilitate compliance with this standard. We are developing internal controls designed to ensure the completeness and accuracy of the data. Upon adoption of Topic 842, we expect to recognize right of use assets and lease liabilities not previously recorded on our Consolidated Balance Sheets and provide required footnote disclosures. We do not expect the impact of adopting this standard to be material to our Consolidated Financial Statements. We expect to elect the transition practical expedient, which allows us to not evaluate land easements that existed prior to January 1, 2019, and the optional transition method to record the adoption impact through a cumulative adjustment to equity. |
| ASU 2018-07, "Compensation - Stock Compensation (Topic 718): Improvements to Nonemployee Share-Based Payment Accounting" | The standard aligns the measurement and classification guidance for share-based payments to nonemployees with the guidance for share-based payments to employees, with certain exceptions.   | First quarter 2019 | We do not expect the adoption of this standard to materially impact us.   |
| ASU 2018-13, "Fair Value Measurement (Topic 820)"  | The standard modifies certain disclosure requirements for fair value measurements in Topic 820.  | First quarter 2020 | We are evaluating the impact of this standard on us.  |
| ASU 2018-14, "Compensation - Retirement Benefits - Defined Benefit Plans - General (Topic 715-20)"                       | The standard modifies the disclosure requirements for employers that sponsor defined benefit pension or other postretirement plans.  | First quarter 2021 | We are evaluating the impact of this standard on us.  |

Goodwill Impairment Review - We assess our goodwill for impairment at least annually as of July 1. At July 1, 2018, we assessed qualitative factors to determine whether it was more likely than not that the fair value of each of our reporting units was less than its carrying amount. After assessing qualitative factors (including macroeconomic conditions, industry and market considerations, cost factors and overall financial performance), we determined that it

was more likely than not that the fair value of each reporting unit was greater than its respective carrying value, that no further testing was necessary and that goodwill was not considered impaired.

## B. FAIR VALUE MEASUREMENTS

**Determining Fair Value** - We define fair value as the price that would be received from the sale of an asset or the transfer of a liability in an orderly transaction between market participants at the measurement date. We use market and income approaches to determine the fair value of our assets and liabilities and consider the markets in which the transactions are executed. We measure the fair value of a group of financial assets and liabilities consistent with how a market participant would price the net risk exposure at the measurement date.

While many of the contracts in our derivative portfolio are executed in liquid markets where price transparency exists, some contracts are executed in markets for which market prices may exist, but the market may be relatively inactive. This results in limited price transparency that requires management's judgment and assumptions to estimate fair values. For certain transactions, we utilize modeling techniques using NYMEX-settled pricing data and implied forward LIBOR curves. Inputs into our fair value estimates include commodity-exchange prices, over-the-counter quotes, historical correlations of pricing data, data obtained from third-party pricing services and LIBOR and other liquid money-market instrument rates. We validate our valuation inputs with third-party information and settlement prices from other sources, where available.

In addition, as prescribed by the income approach, we compute the fair value of our derivative portfolio by discounting the projected future cash flows from our derivative assets and liabilities to present value using interest-rate yields to calculate present-value discount factors derived from LIBOR, Eurodollar futures and the LIBOR interest-rate swaps market. We also

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contemplate the potential impact on market prices of liquidating positions in an orderly manner over a reasonable period of time under current market conditions. We consider current market data in evaluating counterparties', as well as our own, nonperformance risk, net of collateral, by using specific and sector bond yields and monitoring the credit default swap markets. Although we use our best estimates to determine the fair value of the derivative contracts we have executed, the ultimate market prices realized could differ materially from our estimates.

The fair value of our forward-starting interest-rate swaps are determined using financial models that incorporate the implied forward LIBOR yield curve for the same period as the future interest-rate swap settlements.

**Fair Value Hierarchy** - At each balance sheet date, we utilize a fair value hierarchy to classify fair value amounts recognized or disclosed in our financial statements based on the observability of inputs used to estimate such fair value. The levels of the hierarchy are described below:

Level 1 - fair value measurements are based on unadjusted quoted prices for identical securities in active markets, including NYMEX-settled prices. These balances are composed predominantly of exchange-traded derivative contracts for natural gas and crude oil.

Level 2 - fair value measurements are based on significant observable pricing inputs, such as NYMEX-settled prices for natural gas and crude oil, and financial models that utilize implied forward LIBOR yield curves for interest-rate swaps.

Level 3 - fair value measurements are based on inputs that may include one or more unobservable inputs, including internally developed natural gas basis and NGL price curves that incorporate observable and unobservable market data from broker quotes, third-party pricing services, market volatilities derived from the most recent NYMEX close spot prices and forward LIBOR curves, and adjustments for the credit risk of our counterparties. We corroborate the data on which our fair value estimates are based using our market knowledge of recent transactions, analysis of historical correlations and validation with independent broker quotes. These balances categorized as Level 3 are composed of derivatives for natural gas and NGLs. We do not believe that our Level 3 fair value estimates have a material impact on our results of operations, as the majority of our derivatives are accounted for as hedges.

Determining the appropriate fair value measurement classification within the fair value hierarchy requires management's judgment regarding the degree to which market data is observable or corroborated by observable market data. We categorize derivatives for which fair value is determined using multiple inputs within a single level, based on the lowest level input that is significant to the fair value measurement in its entirety.

**Recurring Fair Value Measurements** - The following tables set forth our recurring fair value measurements for the periods indicated:

|                               | September 30, 2018     |          |            | Total -     | Netting     | Total -    |
|-------------------------------|------------------------|----------|------------|-------------|-------------|------------|
|                               | Level 1                | Level 2  | Level 3    | Gross       | (a)         | Net        |
|                               | (Thousands of dollars) |          |            |             |             |            |
| <b>Derivative assets</b>      |                        |          |            |             |             |            |
| <b>Commodity contracts</b>    |                        |          |            |             |             |            |
| Financial contracts           | \$ 183                 | \$—      | \$53,946   | \$54,129    | \$(54,129 ) | \$—        |
| Interest-rate contracts       | —                      | 50,509   | —          | 50,509      | —           | 50,509     |
| Total derivative assets       | \$ 183                 | \$50,509 | \$53,946   | \$ 104,638  | \$(54,129 ) | \$50,509   |
| <b>Derivative liabilities</b> |                        |          |            |             |             |            |
| <b>Commodity contracts</b>    |                        |          |            |             |             |            |
| Financial contracts           | \$(17,337)             | \$—      | \$(83,013) | \$(100,350) | \$100,350   | \$—        |
| Physical contracts            | —                      | —        | (2,010 )   | (2,010 )    | —           | (2,010 )   |
| Total derivative liabilities  | \$(17,337)             | \$—      | \$(85,023) | \$(102,360) | \$100,350   | \$(2,010 ) |



(a) - Derivative assets and liabilities are presented in our Consolidated Balance Sheets on a net basis. We net derivative assets and liabilities when a legally enforceable master-netting arrangement exists between the counterparty to a derivative contract and us. At September 30, 2018, we held no cash and posted \$67.8 million of cash with various counterparties, including \$46.2 million of cash collateral that is offsetting derivative net liability positions under master-netting arrangements in the table above. The remaining \$21.6 million of cash collateral in excess of derivative net liability positions is included in other current assets in our Consolidated Balance Sheets.

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| December 31, 2017            |           |          |            |                  |                |                |
|------------------------------|-----------|----------|------------|------------------|----------------|----------------|
|                              | Level 1   | Level 2  | Level 3    | Total -<br>Gross | Netting<br>(a) | Total -<br>Net |
| (Thousands of dollars)       |           |          |            |                  |                |                |
| Derivative assets            |           |          |            |                  |                |                |
| Commodity contracts          |           |          |            |                  |                |                |
| Financial contracts          | \$4,252   | \$—      | \$20,203   | \$24,455         | \$(24,455)     | \$—            |
| Interest rate contracts      | —         | 49,960   | —          | 49,960           | —              | 49,960         |
| Total derivative assets      | \$4,252   | \$49,960 | \$20,203   | \$74,415         | \$(24,455)     | \$49,960       |
| Derivative liabilities       |           |          |            |                  |                |                |
| Commodity contracts          |           |          |            |                  |                |                |
| Financial contracts          | \$(5,708) | \$—      | \$(48,260) | \$(53,968)       | \$53,936       | \$(32 )        |
| Physical contracts           | —         | —        | (4,781 )   | (4,781 )         | —              | (4,781 )       |
| Total derivative liabilities | \$(5,708) | \$—      | \$(53,041) | \$(58,749)       | \$53,936       | \$(4,813 )     |

(a) - Derivative assets and liabilities are presented in our Consolidated Balance Sheets on a net basis. We net derivative assets and liabilities when a legally enforceable master-netting arrangement exists between the counterparty to a derivative contract and us. At December 31, 2017, we held no cash and posted \$49.7 million of cash with various counterparties, including \$29.5 million of cash collateral that is offsetting derivative net liability positions under master-netting arrangements in the table above. The remaining \$20.2 million of cash collateral in excess of derivative net liability positions is included in other current assets in our Consolidated Balance Sheets.

The following table sets forth a reconciliation of our Level 3 fair value measurements for the periods indicated:

| Derivative Assets (Liabilities)                 | Three Months Ended    |                       | Nine Months Ended     |                       |
|---|-----------------------|-----------------------|-----------------------|-----------------------|
|   | September 30,<br>2018 | September 30,<br>2017 | September 30,<br>2018 | September 30,<br>2017 |
| (Thousands of dollars)                          |                       |                       |                       |                       |
| Net assets (liabilities) at beginning of period | \$(23,501)            | \$750                 | \$(32,838)            | \$(23,319)            |
| Total realized/unrealized gains (losses):       |                       |                       |                       |                       |
| Included in earnings (a)                        | (22 )                 | (675 )                | (122 )                | (417 )                |
| Included in other comprehensive income (loss)   | (7,554 )              | (26,581 )             | 1,883                 | (2,770 )              |
| Net assets (liabilities) at end of period       | \$(31,077)            | \$(26,506)            | \$(31,077)            | \$(26,506)            |

(a) - Included in commodity sales revenues in our Consolidated Statements of Income.

Realized/unrealized gains (losses) include the realization of our derivative contracts through maturity. During the three and nine months ended September 30, 2018 and 2017, gains or losses included in earnings attributable to the change in unrealized gains or losses relating to assets and liabilities still held at the end of each reporting period were not material.

We recognize transfers into and out of the levels in the fair value hierarchy as of the end of each reporting period. During the three and nine months ended September 30, 2018 and 2017, there were no transfers between levels.

Other Financial Instruments - The approximate fair value of cash and cash equivalents, accounts receivable, accounts payable and short-term borrowings is equal to book value due to the short-term nature of these items. Our cash and cash equivalents are composed of bank and money market accounts and are classified as Level 1. Our short-term borrowings are classified as Level 2 since the estimated fair value of the short-term borrowings can be determined using information available in the commercial paper market.

The estimated fair value of our consolidated long-term debt, including current maturities, was \$9.3 billion at September 30, 2018, and December 31, 2017. The book value of our consolidated long-term debt, including current

maturities, was \$8.8 billion and \$8.5 billion at September 30, 2018, and December 31, 2017, respectively. The estimated fair value of the aggregate senior notes outstanding was determined using quoted market prices for similar issues with similar terms and maturities. The estimated fair value of our consolidated long-term debt is classified as Level 2.

#### C. RISK-MANAGEMENT AND HEDGING ACTIVITIES USING DERIVATIVES

Risk-Management Activities - We are sensitive to changes in natural gas, crude oil and NGL prices, principally as a result of contractual terms under which these commodities are processed, purchased and sold. We are also subject to the risk of interest-rate fluctuation in the normal course of business. We use physical-forward purchases and sales and financial derivatives to

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secure a certain price for a portion of our natural gas, condensate and NGL products; to reduce our exposure to commodity price and interest-rate fluctuations; and to achieve more predictable cash flows. We follow established policies and procedures to assess risk and approve, monitor and report our risk-management activities. We have not used these instruments for trading purposes.

Commodity price risk - Commodity price risk refers to the risk of loss in cash flows and future earnings arising from adverse changes in the price of natural gas, NGLs and condensate. We use the following commodity derivative instruments to reduce the