



## **MLPA IR/PR COMMITTEE REPORT**

### **September 27, 2018**

The IR/PR Committee provides the following report to the Membership.

#### **MLP & Energy Infrastructure Conference (MEIC)**

The 2018 Investor Conference was rebranded to the “MLP & Energy Infrastructure Conference (MEIC) – *Connecting the Value Chain*” and expanded to include energy infrastructure c-corps and yield cos. MEIC was held at the Hyatt Regency in Orlando, Florida on May 22-24, 2018. As compared to the 2017 conference, MEIC 2018 experienced an increase in registrations, attendance, sponsorships, 1x1 meetings, revenue and profit.

Although the number of MLPs participating was below last year – 57 in 2018 v. 62 in 2017, the number of participating companies in 2018 represented a higher percentage of the MLP universe given simplifications and other transactions. Additionally, the number of registered presenting companies stood at 64 two weeks prior to MEIC 2018. FERC’s March 15 announcement regarding its Revised Policy Statement on the Income Tax Allowance played a role in companies deciding to forgo participation given simplification, structural and other strategic plans. This year, 24 companies conducted formal presentations v. 26 in 2017, while 8 companies participated in fireside chats v. 10 in 2017.

There were 839 registrants compared to 811 in 2017, representing more than 330 individual companies, including 113 investor firms and 42 banks. Sponsorship revenues were up 3% YoY. YoY revenue increased 9.2%, expenses increased 8.8% and net profit improved 9.6%. The increase in expenses was primarily due to moving to a cube farm configuration for 1x1 investor meetings.

#### ***2019 MEIC***

2019 MEIC will be held at the Aria Resort & Casino, Las Vegas, Nevada on May 14-16, 2019. Like this year, invited companies will include MLPs, yield cos, energy infrastructure C-corps and REITs. More panels, additional 1x1 time slots to accommodate smaller meeting sizes as well as keynote speakers are planned. Additional information on 2019 MEIC will be released shortly.

#### **IR Roundtables**

##### ***2017 Roundtable***

In 2017, after the MLPA Annual Meeting, the IR/PR Committee re-instated its IR Roundtable program, held at the Sam Houston Hotel in Houston, Texas on October 3, 2017. 23 IR professionals participated in the event. Panels included Views from the Sell-Side; Views from the Buy-Side; a Thought Leaders Series; an IR Best Practices Round Robin; and a DC, Tax and MLPA Initiatives Update.

Presenters, panelists and moderators included Becca Followill, US Capital Advisors; Darren Horowitz, Raymond James; Danilo Juvane, BMO Capital; Chance Pipitone, Salient Partners; AJ Gracely, Faye Sarofim & Co.; Joe Herman, Center Coast Capital; Randy Burkhalter, Enterprise Products; Kate Walsh, EnLink Midstream; Adrienne Griffin, EnLink Midstream; Paula Farrell, Magellan Midstream; and Marc Silverberg, ICR.

***2018 Roundtable***

The 2018 IR Roundtable will be held at EnLink Midstream's corporate headquarters in Dallas, Texas on October 3, 2018. Currently, more than 35 IR professionals are registered to attend. Panels include MiFID II; Investor Targeting; Investor Perspectives; MLP Evolution; ESG Panel; Investor Relations Best Practices Round Robin; and an MEIC update.

Presenters, panelists and moderators include: Kenny Feng, Alerian; Grant Bartucci, Point 72; Jeff Berkowitz, Delve; Paula Farrell, Magellan Midstream; Tim Fenn, Latham & Watkins; Libby Toudouze, Cushing; Vicki Granado, Energy Transfer; Frank Murphy, Baird; Marc Silverberg, ICR; and Brad Whitehurst, Energy Transfer.

Space is still available if you would like to participate.