



# Raymond James Virtual Energy Supply Chain

September 19, 2023

# Pickering Energy Partners TE&MFest

September 21, 2023



Statements contained in this presentation other than statements of historical fact are forward-looking statements. While these forward-looking statements, and any assumptions upon which they are based, are made in good faith and reflect our current judgment regarding the direction of our business, actual results will likely vary, sometimes materially, from any estimates, predictions, projections, assumptions or other future performance presented or suggested in this presentation. These forward-looking statements can generally be identified by the words "anticipates," "believes," "expects," "plans," "intends," "estimates," "forecasts," "budgets," "projects," "could," "should," "may" and similar expressions. These statements reflect our current views with regard to future events and are subject to various risks, uncertainties and assumptions.

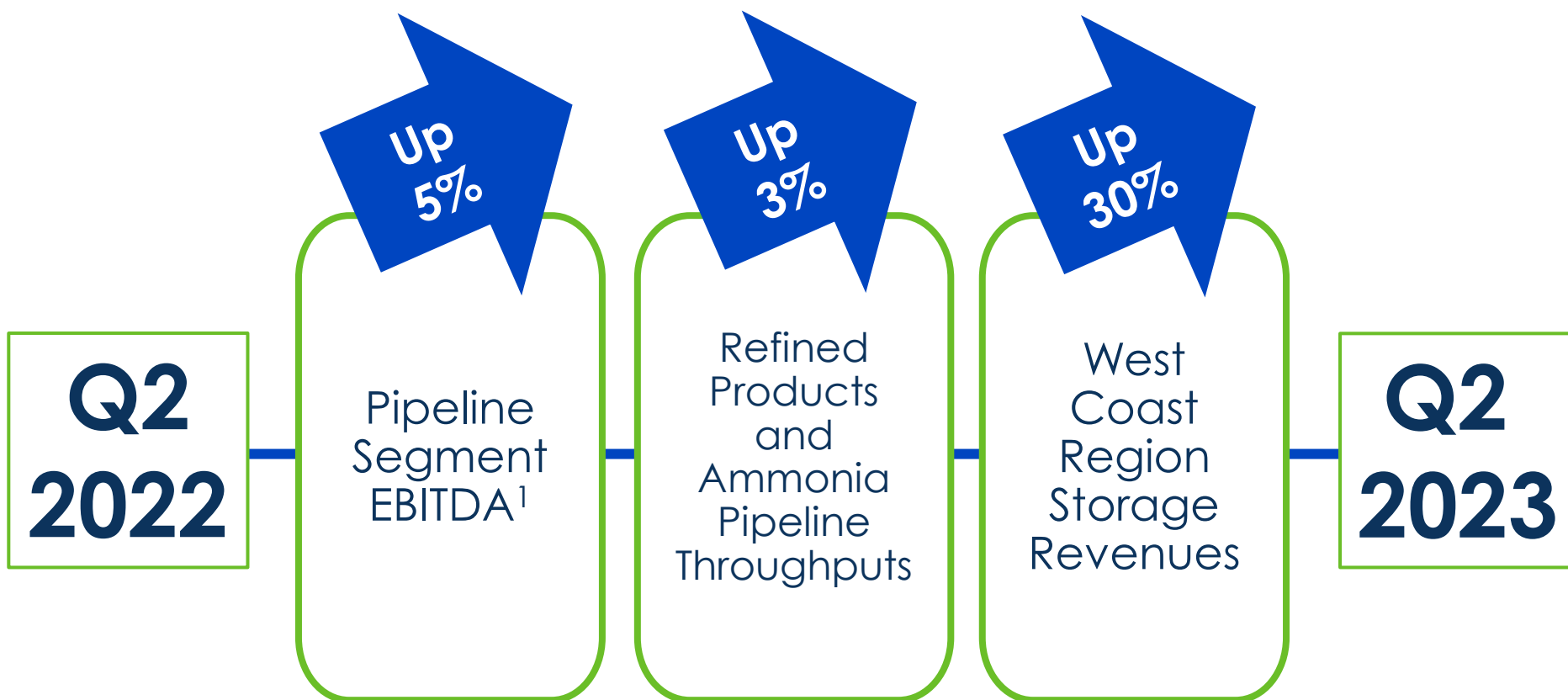
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We undertake no duty to update any forward-looking statement to conform the statement to actual results or changes in the company's expectations. For more information concerning factors that could cause actual results to differ from those expressed or forecasted, see NuStar Energy L.P.'s annual report on Form 10-K and quarterly reports on Form 10-Q, filed with the SEC and available on NuStar's website at [www.nustarenergy.com](http://www.nustarenergy.com). We use financial measures in this presentation that are not calculated in accordance with generally accepted accounting principles ("non-GAAP"), and our reconciliations of non-GAAP financial measures to GAAP financial measures are located in the appendix to this presentation. These non-GAAP financial measures should not be considered an alternative to GAAP financial measures.

# Strong Second Quarter 2023 Results Continue to Demonstrate the Strength and Resilience of Our Business



- ★ **Our second quarter 2023 EBITDA<sup>1</sup> was \$169MM**, comparable to second quarter of 2022 adjusted EBITDA
- ★ **Our adjusted distribution coverage ratio<sup>1</sup> was 1.64x for the second quarter of 2023**



# We Have Also Been Optimizing Our Business to Maximize Our Internally Generated Cash Flows



- ★ Last year, we kicked off an initiative to optimize our spending across our business to:
  - Scrutinize every dollar of OPEX and G&A expenses, with the goal of making meaningful strides in our cost structure to maximize internally generated cash flows
  - High-grade every dollar of our strategic spending to ensure that we only execute projects that meet or beat our internal hurdles and are lean, efficient and effective
- ★ We successfully identified ~\$100 million in cost and spending reductions, across 2022 and 2023

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2022 Optimization  
Initiative Results:

~\$100MM

Aggregate 2022 and 2023  
cost and spending  
reductions

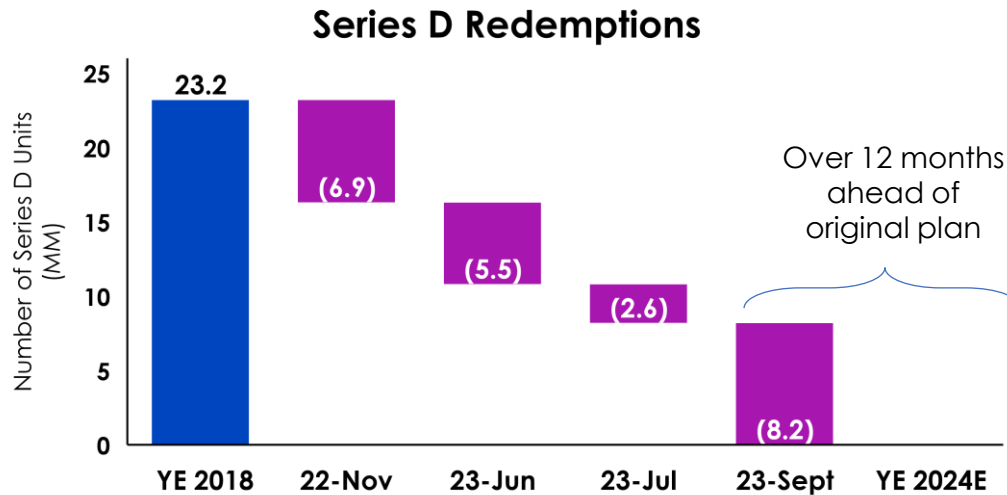
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- ★ We are continuing to optimize our spending to increase our free cash flow in 2023

# And We Have Redeemed the Remaining 1/3 Series D Preferred Units While Continuing to Maintain a Healthy Debt-to-EBITDA Ratio



- ★ We redeemed the remaining one-third of Series D Preferred Units on September 12<sup>th</sup>, which represents an expedited timeline compared to our previously announced target of YE 2024



- ★ In mid-August, we issued 14.95 million common units for net proceeds of \$223 million (including exercise of overallotment option) to complete our redemption of the Series D
  - The equity offering is immediately accretive to cash flows through cost savings on distributions
  - The offering is also slightly accretive to our leverage metric, and we continue to target a healthy debt-to-EBITDA ratio of below 4.0x by year-end 2023
- ★ Redeeming the remaining Series D eliminates an obligation senior to our common unitholders, simplifies our capital structure and increases our financial resilience and flexibility



## Generating

### **Strong EBITDA**

- Expecting to generate Adjusted EBITDA of \$700-760MM<sup>1</sup> in 2023

## Redeeming

### **Series D Preferred Units**

- Completed two-thirds redemption of the Series D in last 12 months
- Accelerated redemption of remaining one-third into 3Q 2023 by using the equity proceeds

## Targeting

### **Healthy Debt-to-EBITDA Metric**

- Aiming to maintain at 4.0x or better

## Increasing

### **Free Cash Flow**

- Working to position NuStar to return increasing value in the future

# In 2023, We Continue to Focus Our Strategic Capital Program on Our Core Asset Footprint



## Renewable Fuels

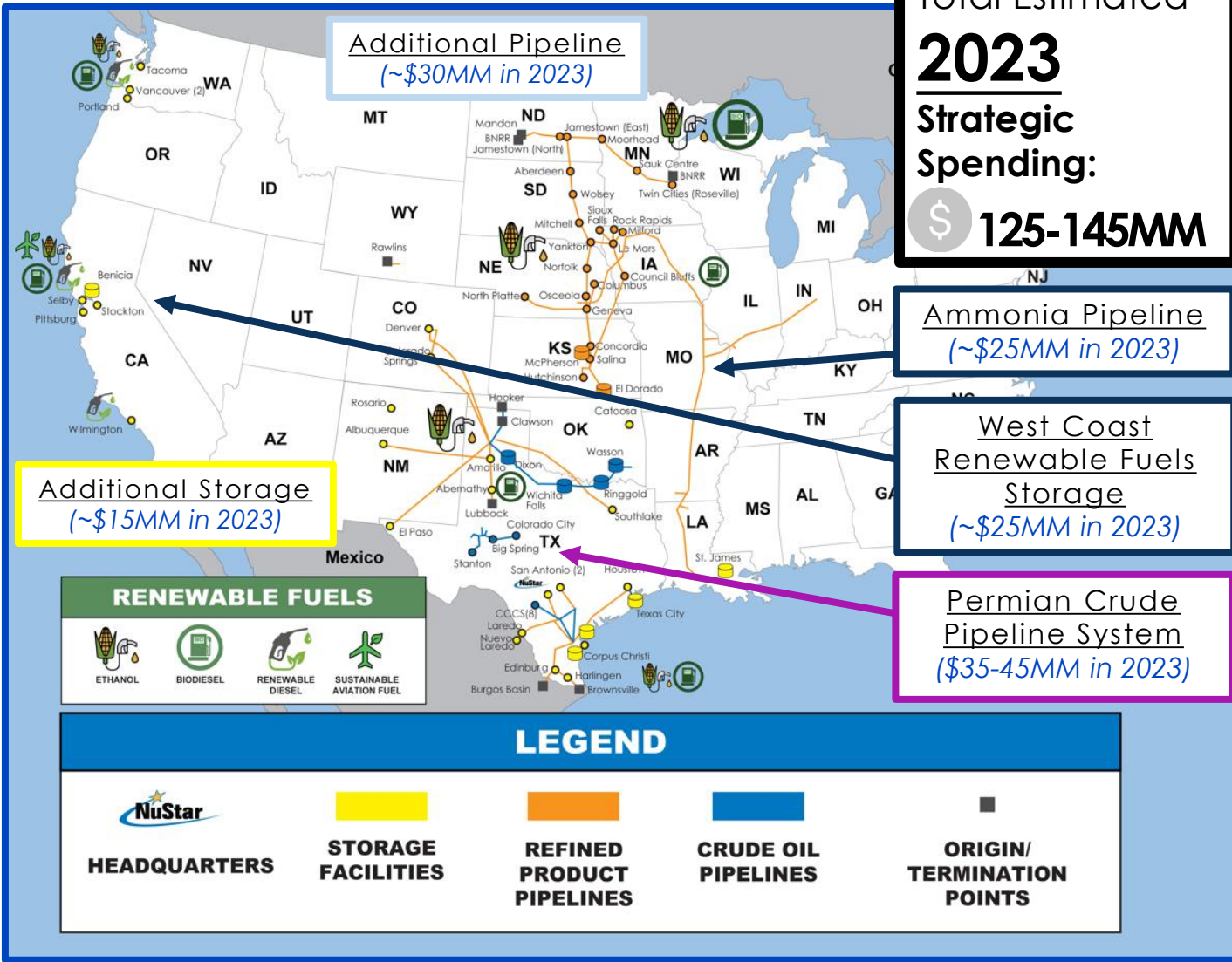
- **Established:**
  - West Coast Network
  - Ethanol & bio-diesel blending
- **Developing:**
  - Ammonia System

## Refined Products

- Midcontinent
- Colorado/NM/Texas
- Northern Mexico

## Crude Supply/Export

- Permian Crude System
- Corpus Christi Crude System
- St. James Terminal



Total Estimated  
**2023**  
Strategic  
Spending:  
\$ **125-145MM**

Ammonia Pipeline  
(~\$25MM in 2023)

West Coast Renewable Fuels Storage  
(~\$25MM in 2023)

Permian Crude Pipeline System  
(\$35-45MM in 2023)

Additional Storage  
(~\$15MM in 2023)

Additional Pipeline  
(~\$30MM in 2023)

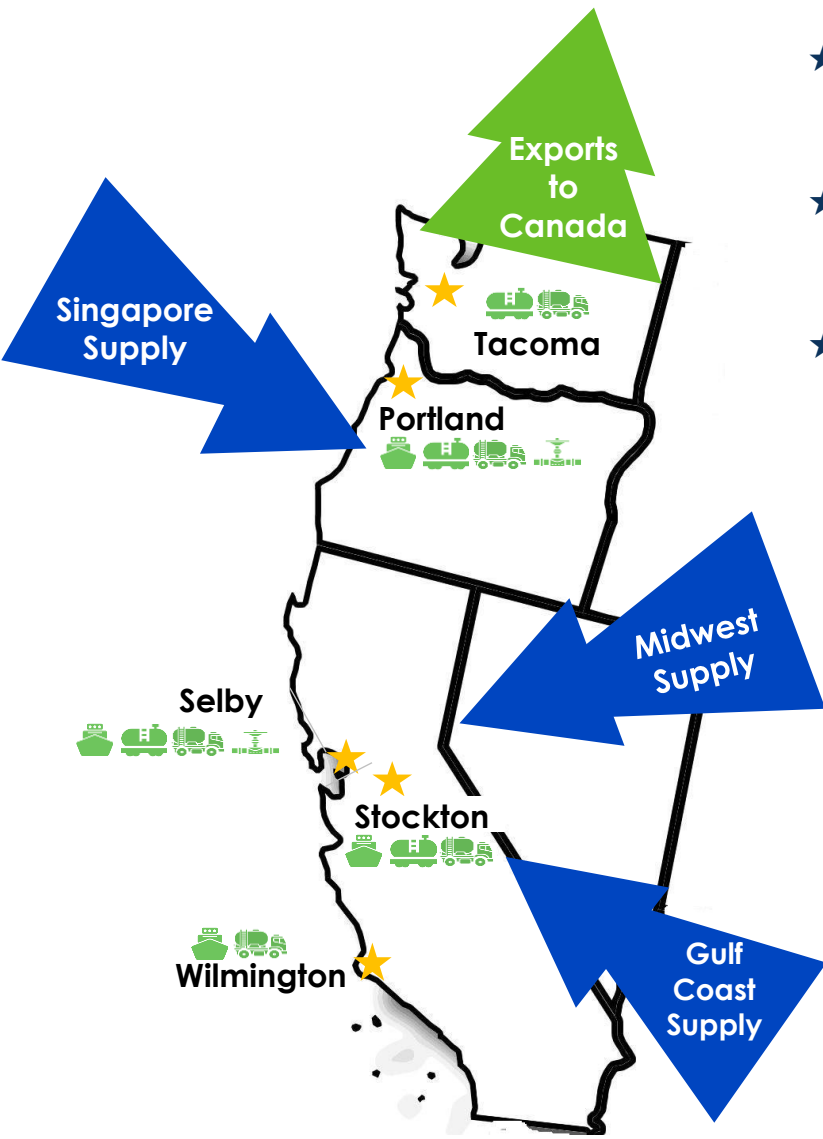
**RENEWABLE FUELS**

ETHANOL    BIODIESEL    RENEWABLE DIESEL    SUSTAINABLE AVIATION FUEL

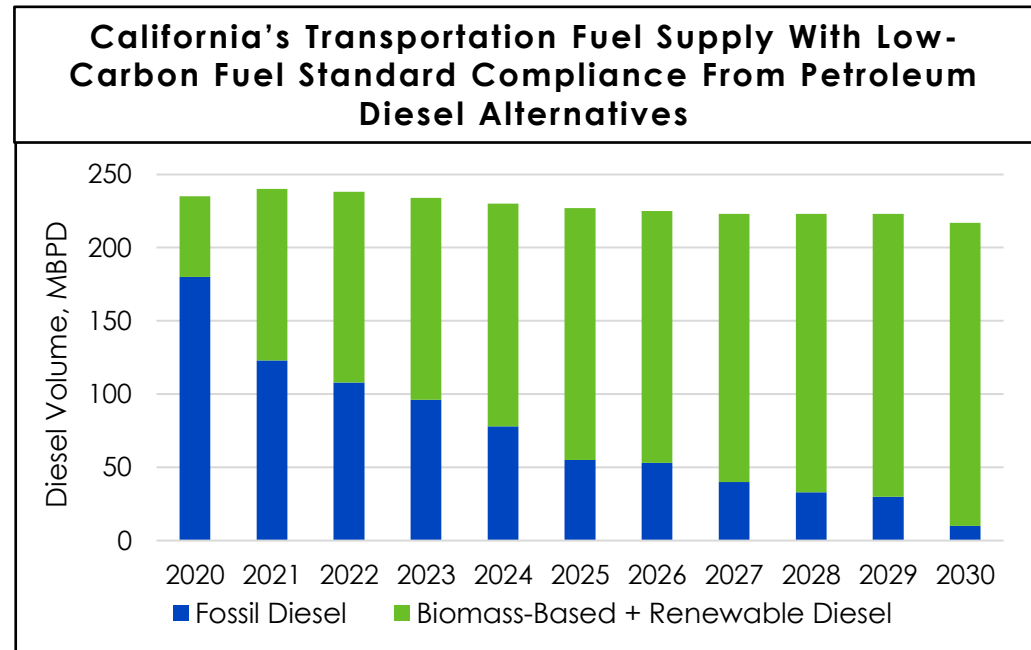
**LEGEND**

HEADQUARTERS    STORAGE FACILITIES    REFINED PRODUCT PIPELINES    CRUDE OIL PIPELINES    ORIGIN/TERMINATION POINTS

## Carbon Emissions Reduction Goals Generate Growing Demand for NuStar's Well-positioned Midstream Logistics, Now and in the Foreseeable Future



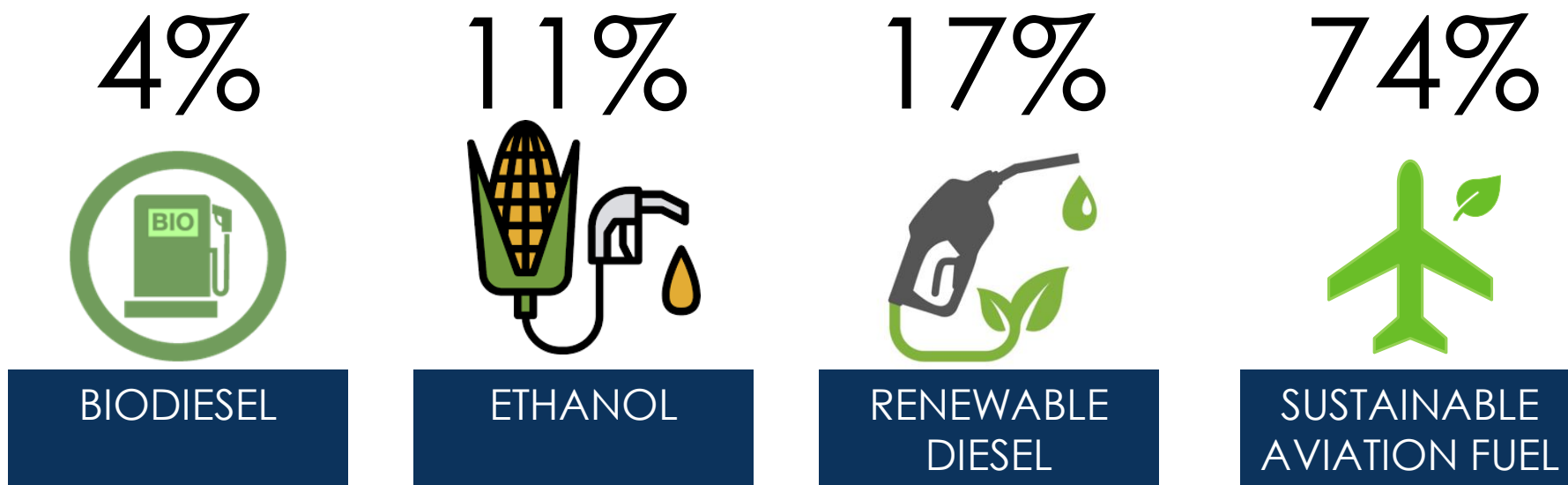
- ★ Regulatory priorities on the West Coast and in Canada continue to dramatically increase demand for renewable fuels in the region
- ★ At the same time, obtaining permits for greenfield projects is difficult, which increases the value of existing assets
- ★ Our West Coast terminals have the access and optionality to receive and distribute renewable fuels across the West Coast





We Have Captured a Significant (and Still Growing) Proportion of the Region's Renewable Fuels Supply...

## NuStar's Proportionate Share of California's Renewable Fuels Market (Total Volume for the Four Quarters Ended March 31, 2023<sup>1</sup>)



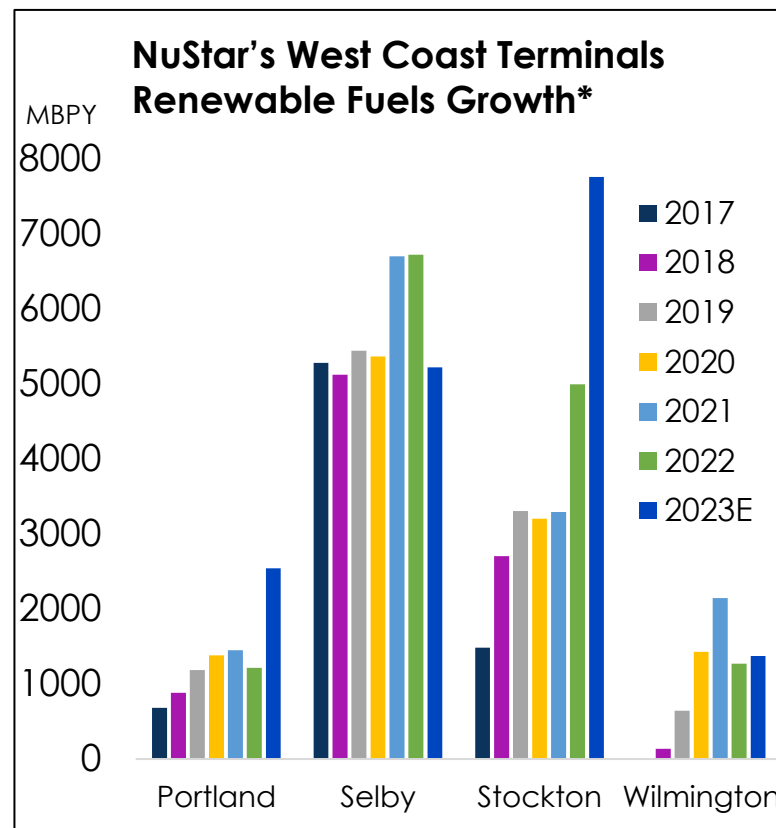
- ★ We expect our Renewable Fuels EBITDA to increase in 2023, along with associated market share, as we complete additional projects presently in planning or under construction
  - We intend to continue converting tankage to renewable fuels as the market demands
- ★ Our facilities are positioned to benefit from new production and conversion projects for renewable diesel, sustainable aviation fuel (SAF), ethanol and other renewable fuels across the region

## ... And We Continue to Partner With Key Customers to Develop Our Renewable Fuels Network, as LCFS Mandates Expand to Additional Markets

- ★ Since establishing ourselves as an “early mover” in the renewable fuels logistics market on the West Coast over five years ago, we have developed an extensive renewable fuels logistics network to serve key global producers that spans across our West Coast footprint
- ★ Our West Coast assets now generate **40-45%** of our storage segment revenues

Renewable Fuels Projects completed-to-date and under construction:

Portland	Convert 210,000 bbls to <b>renewable diesel</b>	✓
	Convert 36,000 bbls to <b>biodiesel</b>	✓
Selby	Construct additional 400,000 bbls of <b>renewable diesel</b> storage	4Q24 Est.
	Construct truck-loading for <b>renewable diesel</b>	✓
	Multimodal shipment of <b>SAF</b>	✓
	Convert 208,000 to <b>SAF</b>	✓
	Modify rail to handle <b>renewable feedstock</b> offloading	✓
Stockton	Convert 30,000 bbls to <b>biodiesel</b>	✓
	Convert 73,000 bbls to <b>renewable diesel</b> and expand <b>renewable diesel</b> handling to all 15 rail spots	✓
	Convert 151,000 bbls to <b>renewable diesel</b>	✓
	Connect to <b>ethanol</b> unit train offload facility	✓
Wilmington	Convert 160,000 bbls to <b>renewable diesel</b>	✓
	Reconfigure dock for enhanced marine capability	1H26 Est.



\* Includes biodiesel, ethanol, renewable diesel, renewable feedstock and SAF; 2023 estimated based on volumes through July 2023

# Ammonia is a Critical Chemical for the World's Food Supply, and a Key Component of DEF, Which Reduces Harmful Emissions



- ★ Ammonia is the basic building block for all types of nitrogen fertilizer which is an essential nutrient for growing plants
  - About 80% of the 200 million tons of ammonia produced each year is used for fertilizer
  - About 50% of the world's food production depends on ammonia
- ★ Ammonia is also used to make urea, a critical component of Diesel Exhaust Fluid ("DEF")
  - DEF converts the nitrous oxide (NOx) emitted by diesel engines into water and nitrogen
  - Virtually all diesel engines, from those powering light-duty vehicles to heavy-duty truck to industrial machinery operate, require DEF to comply with tightening emissions standards, in the U.S. and also in nations around the world
  - Global DEF demand is expected to continue to grow by an expected ~20% from 2023 to 2026



**50%**  
of World's Food  
Production  
Depends on  
NH<sub>3</sub>



Global Demand  
for DEF Expected  
to Grow From  
2023 to 2026 by  
**~20%**

# Ammonia, the World's Second-most Widely Used Chemical, Offers Significant "Greening" Opportunities



## Gray Ammonia

- ★ Derived from natural gas, nearly all of the world's production made utilizing the Haber-Bosch process

## Blue Ammonia

- ★ Gray Ammonia for which by-product CO<sub>2</sub> has been captured and stored, reducing climate impact

## Green Ammonia

- ★ Produced with hydrogen from water electrolysis powered by renewable energy

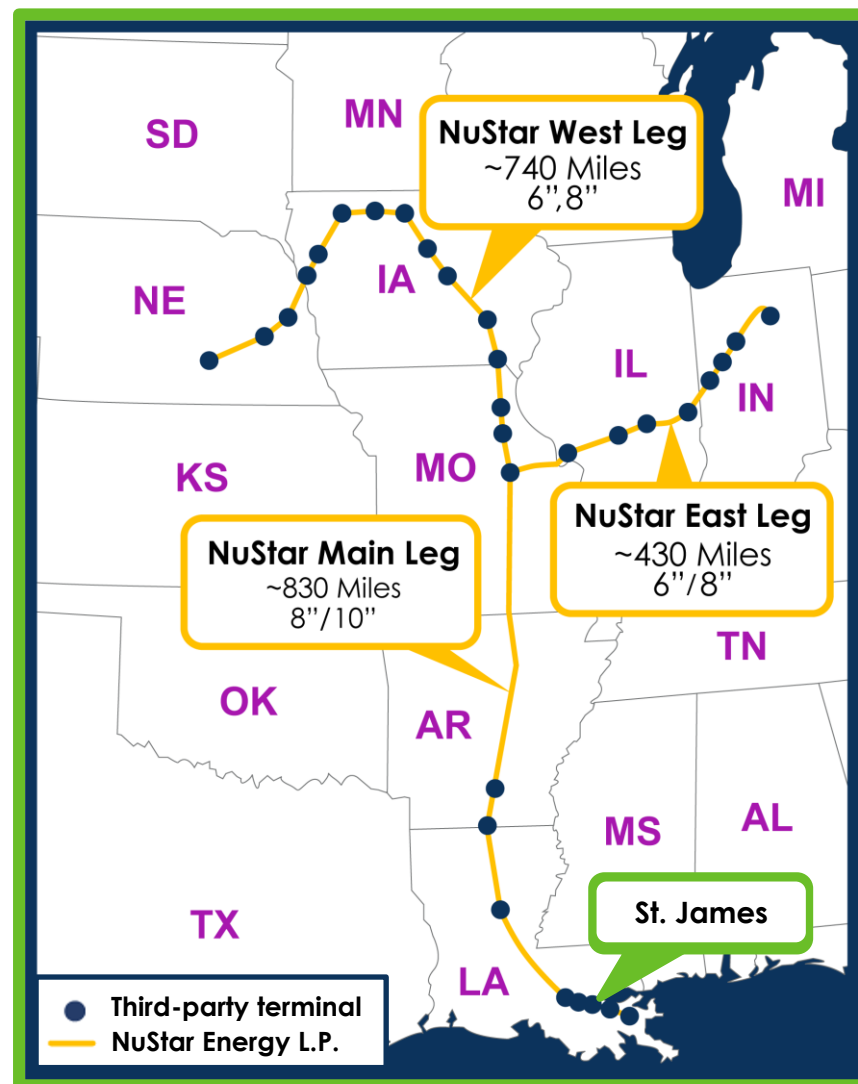
- ★ Traditional fossil-fuel ammonia production is estimated to contribute about 1.6% of global GHG emissions, which has driven interest in its de-carbonization
  - "Blue" ammonia is produced with natural gas, but the associated emissions are captured and stored
  - "Green" ammonia is produced using "renewable" electricity to power an electrolyser to extract hydrogen from water and an air separation unit to extract nitrogen from air, which are then combined, through a chemical reaction powered by renewable electricity, to produce ammonia
- ★ In addition, "blue" and "green" ammonia have potential for use as lower-carbon alternative fuels: for engines/turbines to generate electricity, in alkaline fuel cells, as an up-to-70% blend ICE vehicles and for the maritime industry



- ★ Ammonia can also be a lower-cost option for transporting hydrogen, which can be used for fuel cells or other applications. Ammonia is easier to transport and store than hydrogen, as it doesn't require cryogenic or high-pressure storage and can be relatively easily cracked to convert it to hydrogen

## Our Ammonia System has Capacity to Expand Our Utilization

- ★ Our Ammonia System spans approximately 2,000 miles from Louisiana north along the Mississippi to Missouri, and then Northwest and East, to Nebraska and Indiana
  - Today, we provide the lowest-cost option for transporting both imported and domestically produced ammonia to fertilize crops in our nation's "breadbasket"
- ★ We have capacity available to transport additional volumes, including "blue" or "green" ammonia
  - Currently running ~30 MBPD (~3,500 STPD<sup>1</sup>), but have operating capacity close to ~50 MBPD (~5,500 STPD)
  - Our Ammonia System currently represents 5-10% of our pipeline segment revenues
- ★ We expect the system's utilization, and its revenue contribution, to see strong growth, starting in early 2024
  - We have near-term opportunities for low capex projects that we expect to meaningfully increase our system utilization, and we are discussing larger, longer-term ammonia opportunities for our system, as well as for our St. James facility

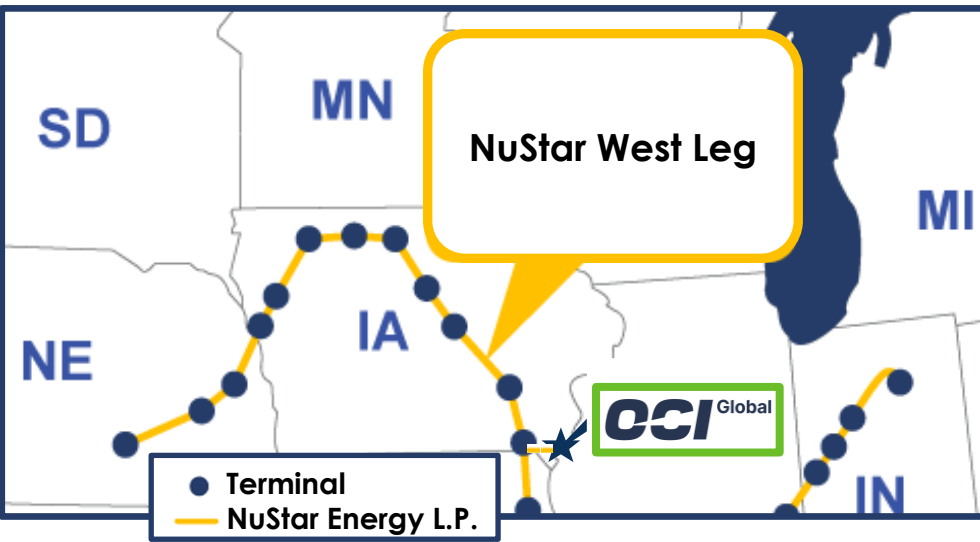


# We Have Signed an Agreement With OCI Global to Deliver Ammonia into the Midwest



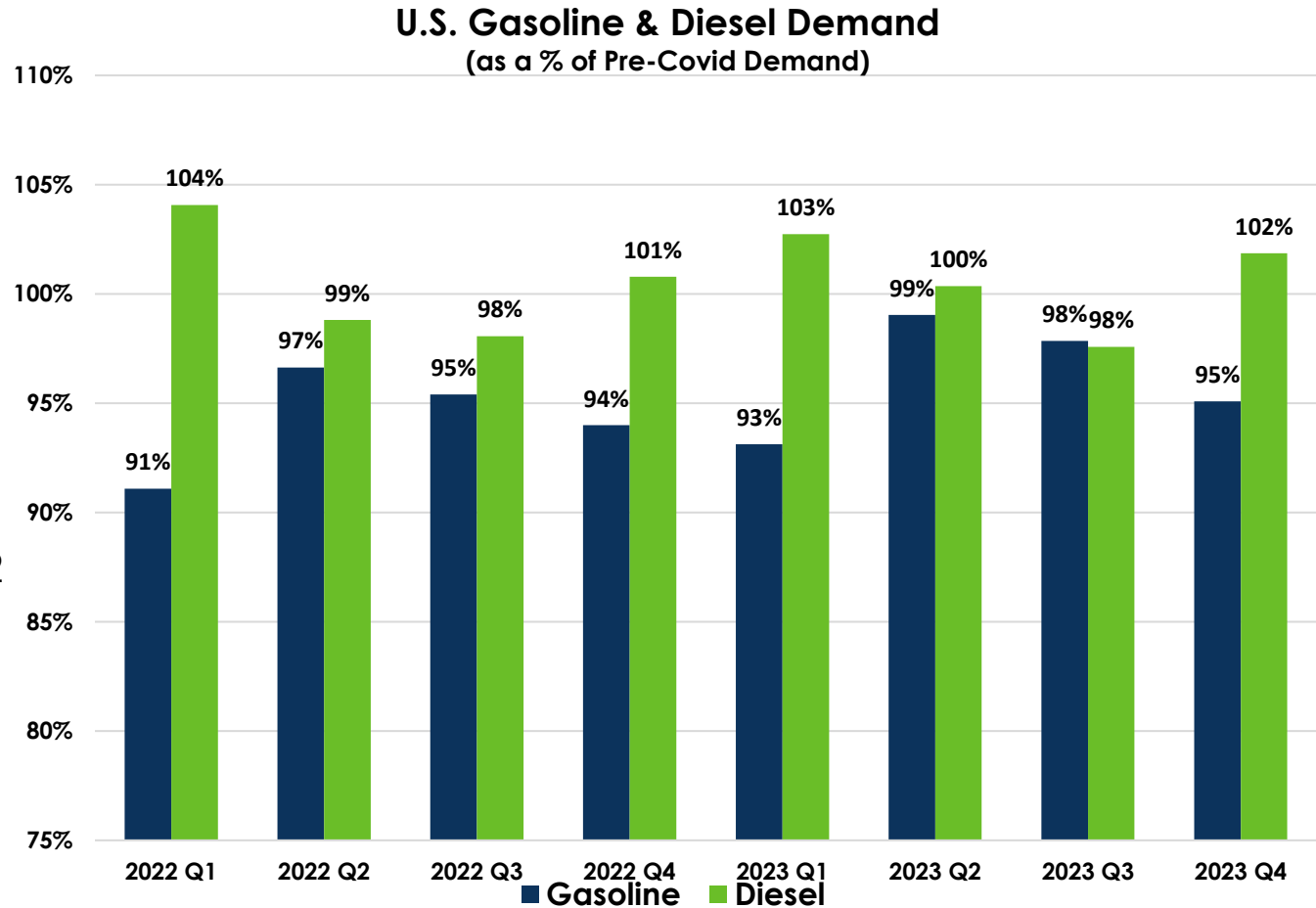
OCI's facility in Wever, IA

- ★ We have partnered with OCI Global (OCI) to build a new 14-mile pipeline segment that will connect OCI's facility in Wever, IA to our existing ammonia pipeline
  - OCI's facility uses ammonia to make fertilizer and to meet growing demand for DEF (Diesel Exhaust Fluid)
- ★ We have agreed to provide transportation services under a long-term contract
  - Healthy-return, low-capital project will increase utilization
  - Expected completion in early 2024
- ★ OCI has committed \$30 million in capital expenditures for new ammonia cooling and storage infrastructure at their Wever facility and is expected to bring an additional 1.1 million tons of blue ammonia capacity online in 2025 from the Gulf Coast



# U.S. Refined Product Demand is Expected to Remain Strong Through 2023

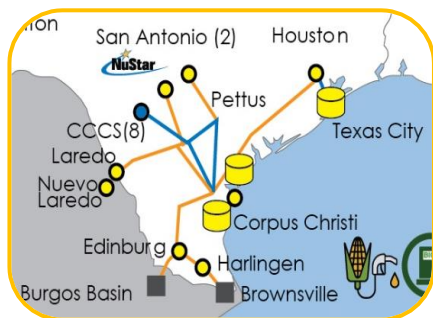
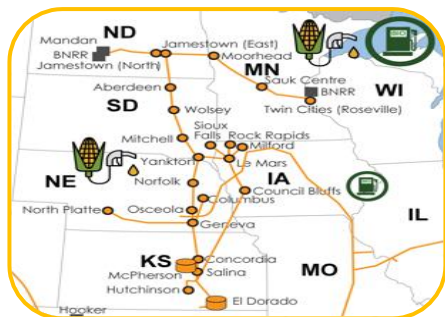
- ★ Gasoline demand was steady in the United States throughout 2022 and is on track for modest growth in 2023
- ★ Diesel demand continued its strong performance in 2022 and is expected to remain at or exceed Pre-Covid levels in 2023



# NuStar's Refined Products Systems Serve Key Markets Across the Midcontinent and Texas...

## Midcontinent Systems-

- ★ CENTRAL EAST: A 2,500-mile pipeline system with multiple delivery options
  - *East Pipeline* – This system serves important markets across the Midwest/West, with flexible refined product supply from refineries in McPherson, Kansas, El Dorado, Kansas and Ponca City, Oklahoma
  - *North Pipeline* – System flows from North Dakota to the Twin Cities, serving both rural markets and large cities with refined product supply from Mandan, North Dakota refinery
- ★ CENTRAL WEST: Comprised of approximately 2,000 miles of structurally exclusive pipeline, supplied from the McKee, Texas refinery serving markets in Texas and nearby states



## South Texas Systems-

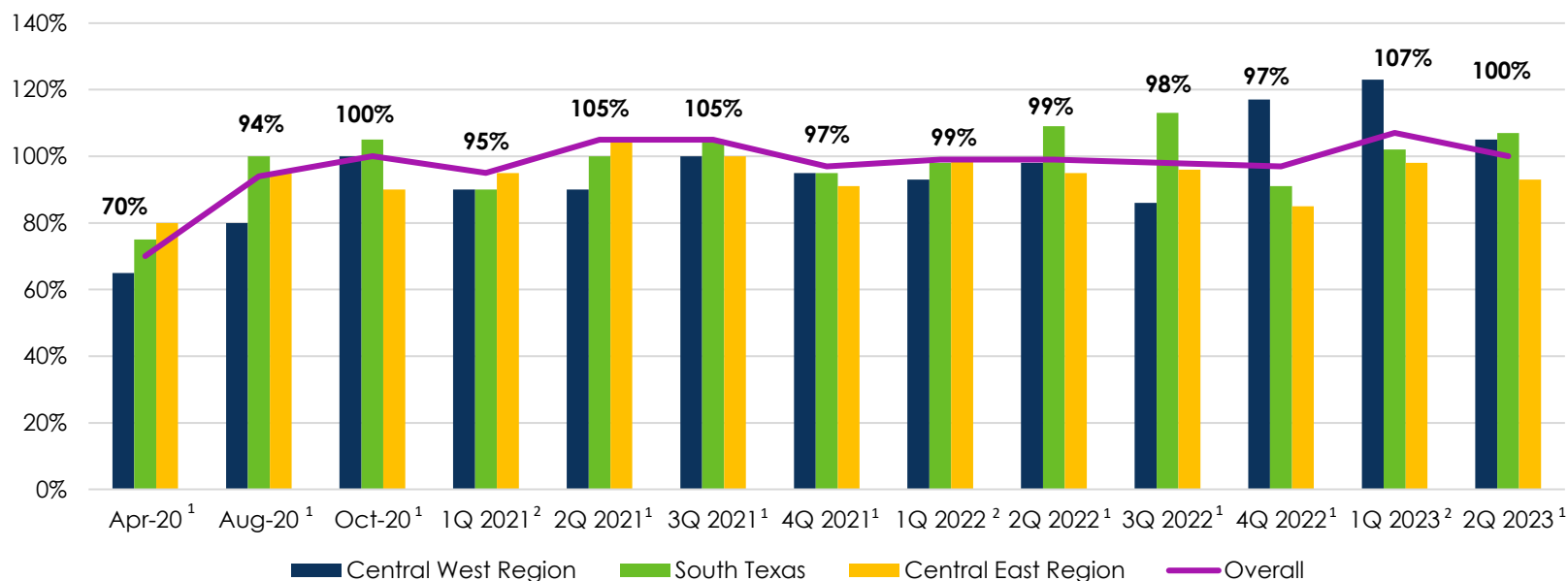
- ★ Around 700 miles of structurally exclusive pipeline, supplied from refineries located in Corpus Christi and Three Rivers, Texas serving markets in Texas and northern Mexico



... And Our Markets Have Proven Resilient (and We Expect to Continue to See Strong, Consistent Demand)

# Total Refined Products

Percentage of Pre-COVID Demand

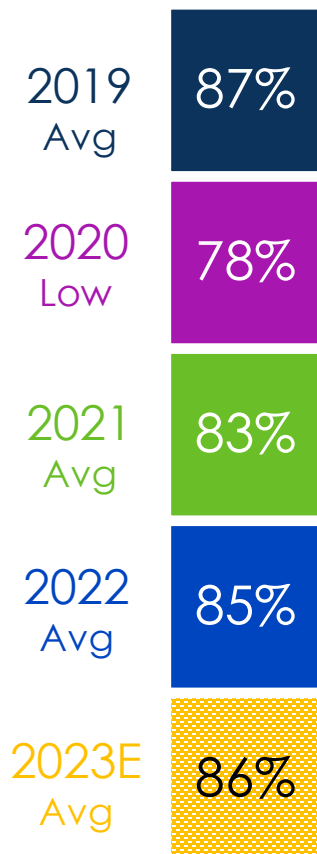


- ★ Our resilient asset base recovered quickly from April 2020's pandemic low
- ★ Second quarter 2023 refined product throughputs were **100%**<sup>1</sup> of pre-Covid levels

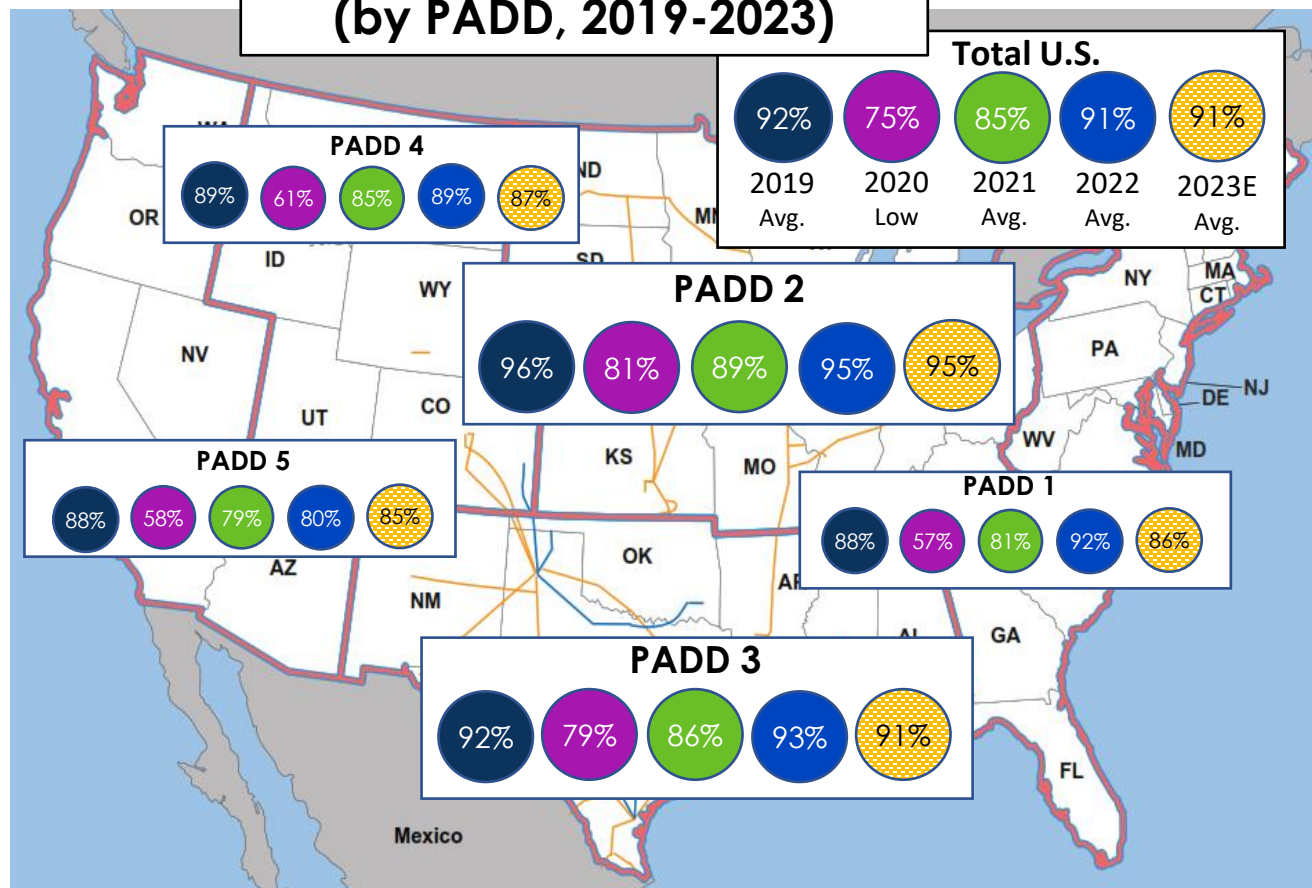
<sup>1</sup> – Comparison versus 2019 demand; applicable periods adjusted for Northern Mexico projects for a comparable presentation; includes on-road product demand in our storage system; <sup>2</sup> – Comparison versus 2020 demand; applicable periods adjusted for Northern Mexico projects; includes on-road product demand in our storage system

# Refinery Utilization is Expected to Continue to Improve in 2023 to Keep Pace With Demand

## Global Refinery Utilization (2019-2023)



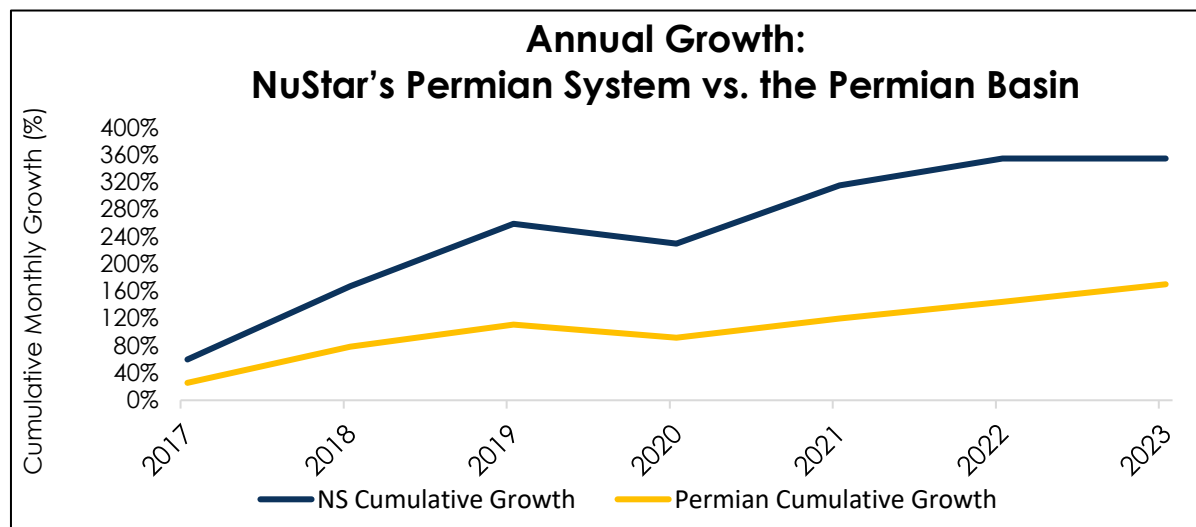
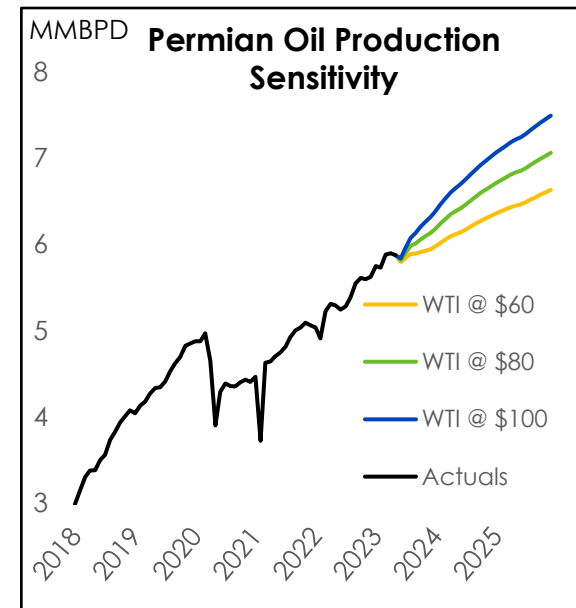
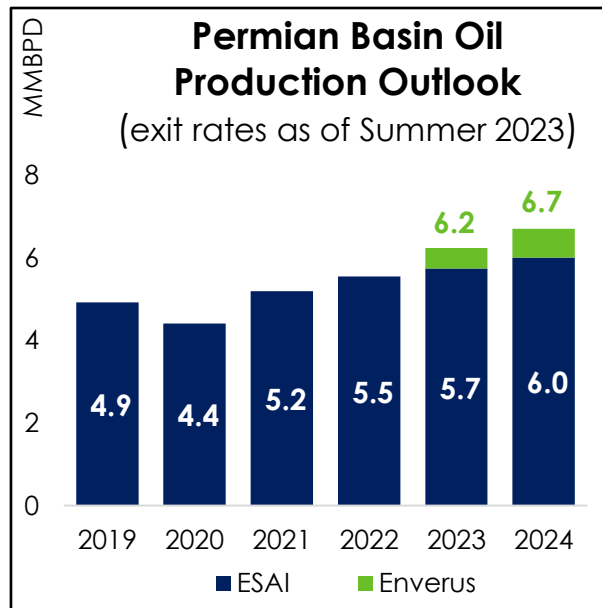
## U.S. Refinery Utilization (by PADD, 2019-2023)



- ★ Global refinery utilization has been rising steadily since the pandemic, with the U.S. (91%), Asia (89%) and Europe (94%) gaining ground, while Russia (72%) and the Middle East (82%) continue to lag<sup>1</sup>
- ★ U.S. refinery utilization in 2022 averaged 91% and is expected to average 91% in 2023 as well, both up 6% over the 2021 average

# Our Permian System Continues to Benefit from the Strength of the Basin

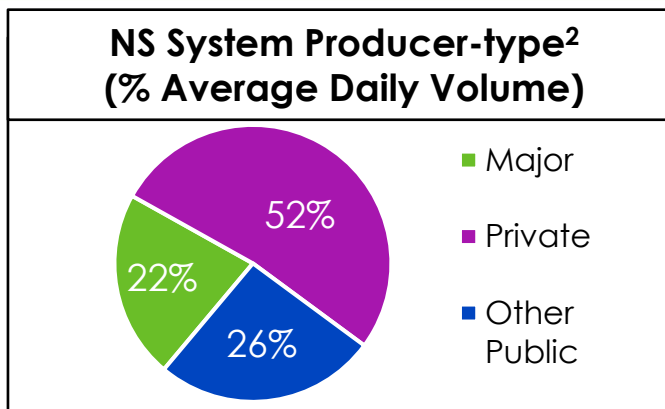
- ★ Because of its superior geology and low breakeven costs, the Permian Basin's shale production:
  - Exited 2022 at 5.5 MMBPD, representing approximately 46% of the nation's total shale output
  - Is projected to exit 2023 at 5.7 MMBPD, representing 3% growth compared to 2022 exit
- ★ We have been pleased with our system's performance since we acquired it in 2017, and we expect our system to continue to generate strong results in 2023 and in the years ahead





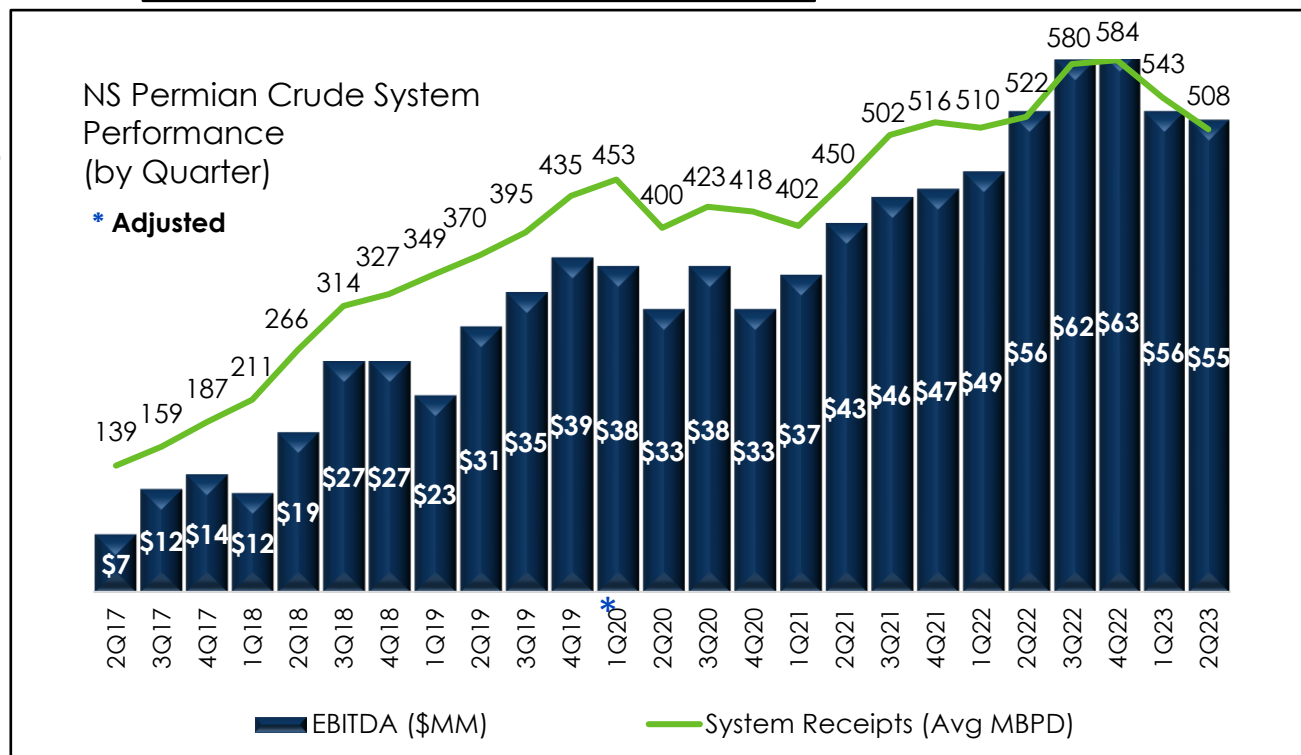
# Our “Core of the Core” Location has Attracted Top-tier Customers Whose Activity is Supporting Steady Growth

- ★ The quality of geological formations underlying our system has attracted top-tier customers
  - ~67% of our system’s revenue is generated from investment-grade (IG) rated and Non-IG BB-rated entities<sup>1</sup>



Producer Average Cost of Debt, Weighted by Acreage:  
**6.3%**<sup>3</sup>

- ★ We averaged 508 MBPD in 2Q23 and near 530 MBPD in July
  - We expect the 2H2023 to rebound back, backed by capital projects already in progress
  - And expect to exit 2023 in the range of 570-600 MBPD



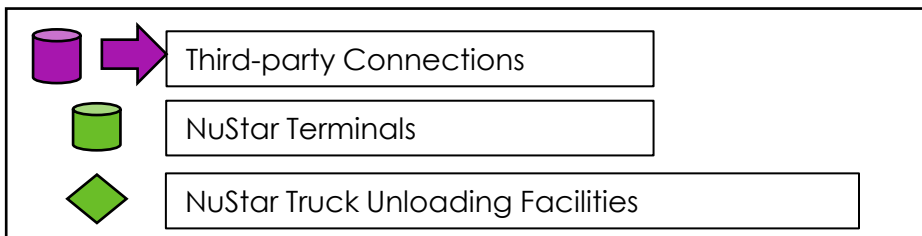
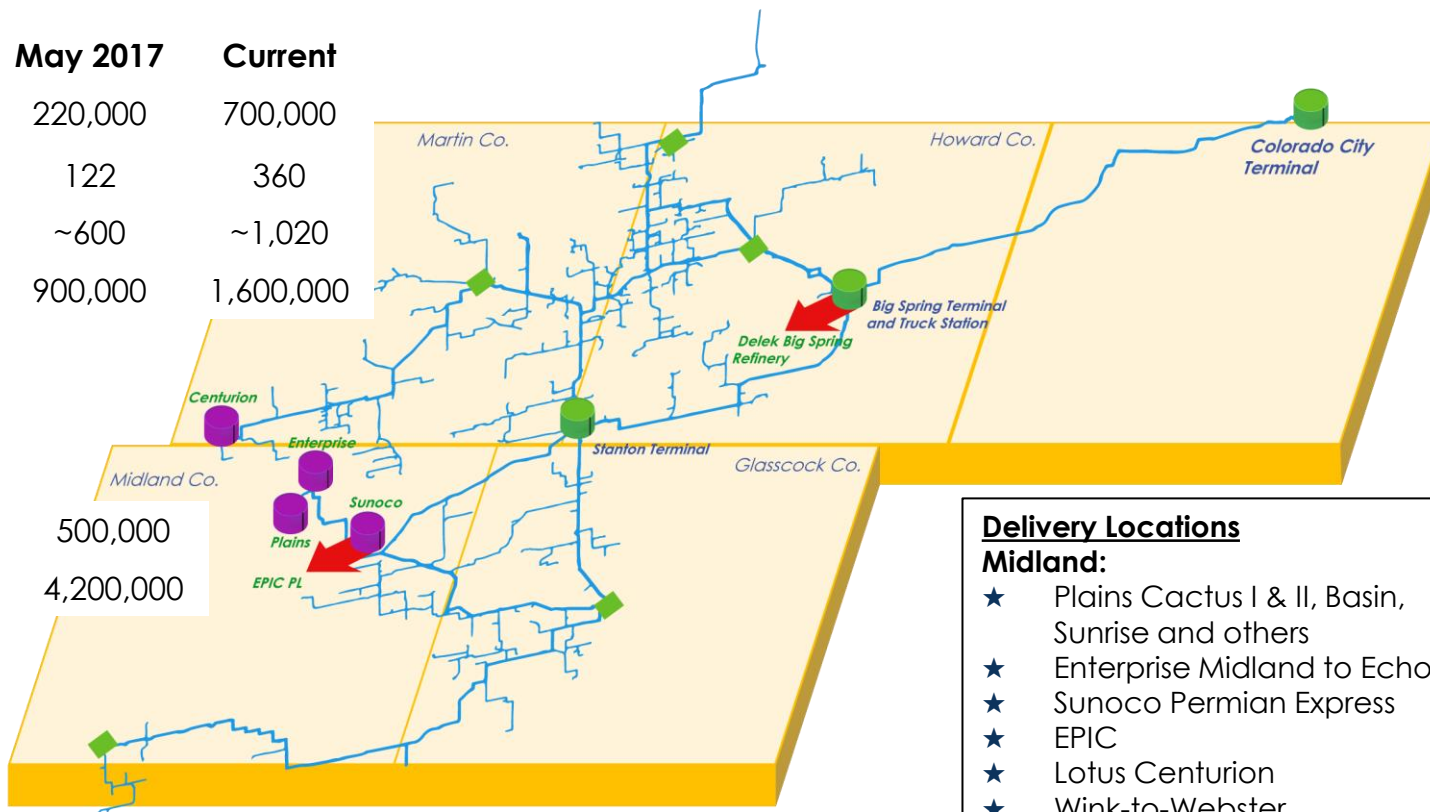
- ★ As volumes flex, we also expect to flex our capital expenditures and now project 2023 spending to be in the range of \$35 – 45MM

# We are Investing in Our Permian System in Pace With Our Producers' Growth

	May 2017	Current
<b>System Capacity</b>	220,000	700,000
<b>Receipt Points</b>	122	360
<b>Pipeline Miles</b>	~600	~1,020
<b>Storage (bbls)</b>	900,000	1,600,000

**Dedicated Acres**  
500,000

**AMI**  
4,200,000

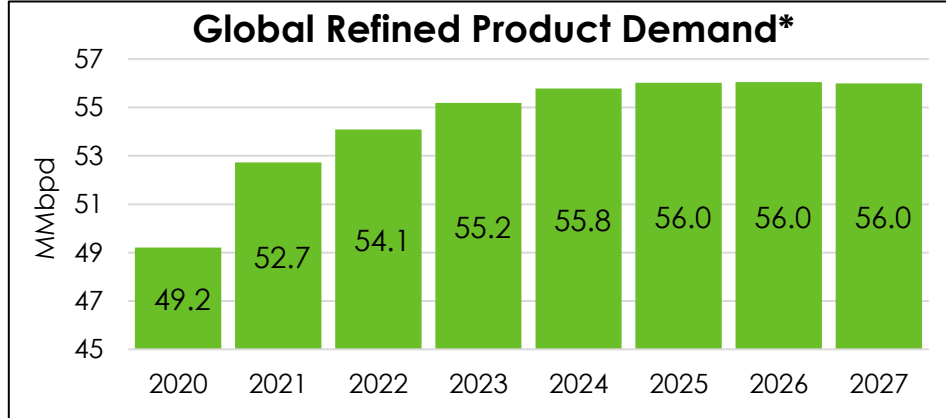
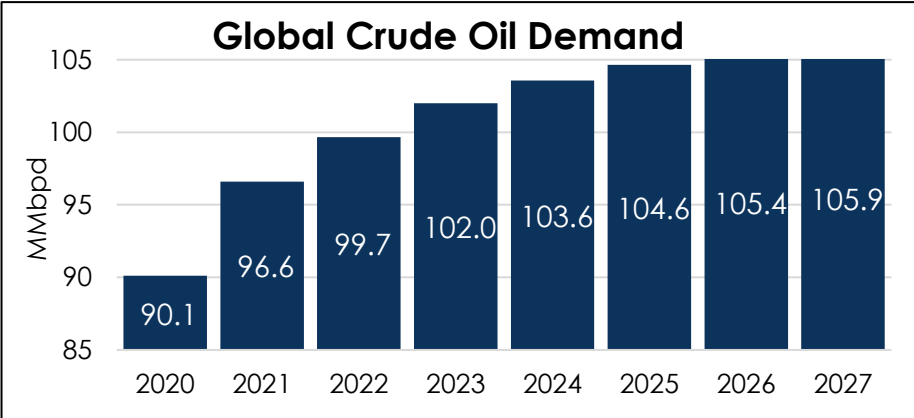
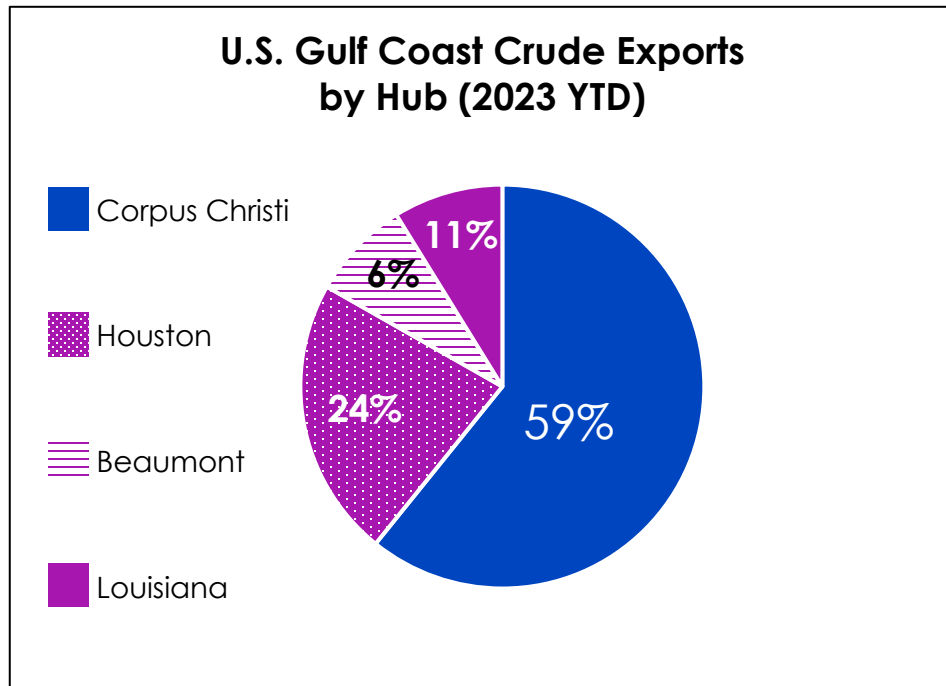


**Delivery Locations**

- Midland:**
- ★ Plains Cactus I & II, Basin, Sunrise and others
  - ★ Enterprise Midland to Echo
  - ★ Sunoco Permian Express
  - ★ EPIC
  - ★ Lotus Centurion
  - ★ Wink-to-Webster
- Colorado City:**
- ★ Sunoco WTG, Permian Express
  - ★ Bridgetex
  - ★ Plains Basin
  - ★ Sunrise II
- Other:**
- ★ Delek Big Spring Refinery

# As Global Demand Recovers, Corpus Christi is Expected to Continue to be the Export Hub Best Positioned for Future Growth

- ★ Corpus Christi has remained the dominant Gulf Coast crude exports hub since 2020
  - So far in 2023, 59% of the U.S. Gulf Coast's total export volumes left via Corpus Christi-based terminals
- ★ U.S. Gulf Coast crude exports are projected to continue at record volumes due to the ongoing war in Ukraine and global demand recovery
- ★ Improved global refined product demand should continue to lead the way to further recovery in global crude demand



\*Comprised of gasoline and diesel demand



# Our Corpus Christi Crude System's MVCs- for Export and Local Refinery Supply- Provide Strength & Stability

- ★ Our Corpus Christi Crude System (CCCS) is comprised of our South Texas Crude Oil Pipeline System, our 12" Three Rivers Supply Pipeline, our 30" pipeline from Taft and our North Beach Export Terminal, which also receives volumes from Harvest's 16" Pipeline and delivers to local refineries
- ★ In July 2022, we extended our MVC contract with Trafigura for an additional year and a half, through December 2024

### In-bound Capacity

TOTAL: 1.2MMBPD

- South Texas Crude System 16" Pipeline - 240MBPD
- Taft 30"- 720MBPD and expandable
- Harvest 16" Pipeline - 240MBPD

### Storage Capacity

TOTAL: 3.9MMbbl

- Potential expansion  
0.4MMbbl

### Outbound Capacity

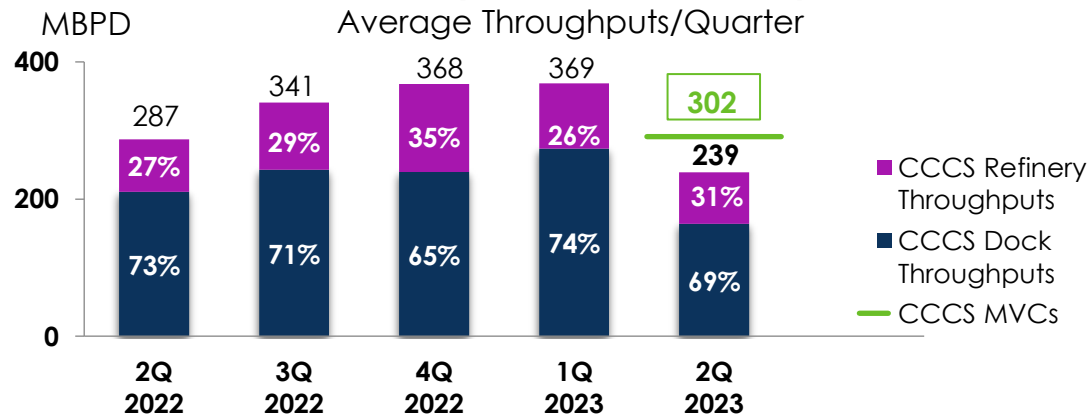
TOTAL: 1.2MMBPD

- Export Docks- 750MBPD to 1.0MMBPD
- Refinery Supply- 220MBPD

- ★ Unlike most other midstream operators in the Port of Corpus Christi, NuStar provides optionality for marine exports and extensive connectivity to local refineries
- ★ U.S. shale production growth and improving global demand are expected to drive the recovery and growth in our CCCS volumes

### NuStar's Corpus Christi Crude System

Average Throughputs/Quarter



## Our Strategic Priorities:

1.

Optimizing  
Our Business  
to Increase  
Cash Flow

2.

Strengthening  
Our Balance  
Sheet

3.

Promoting  
Our ESG  
Excellence



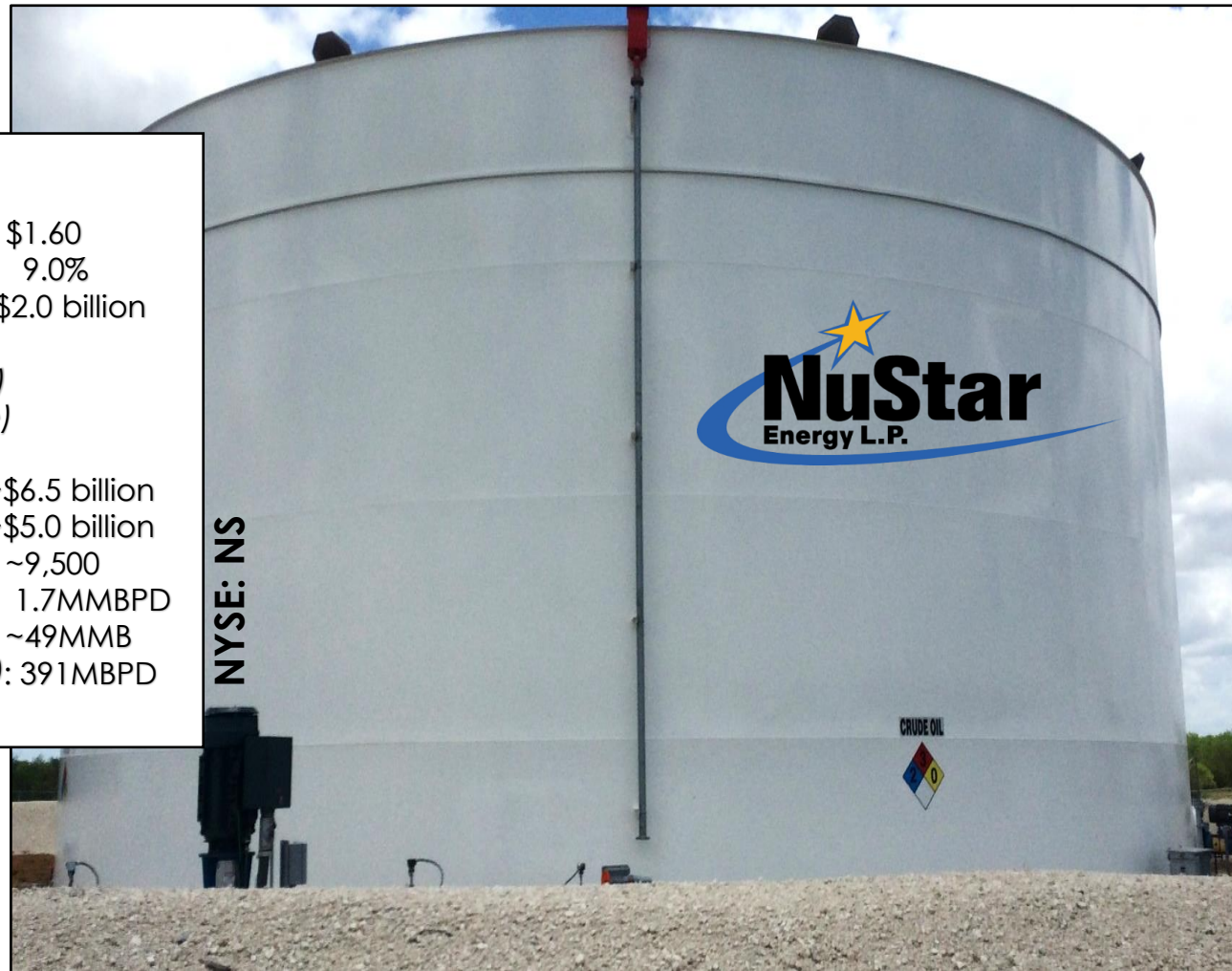
# Appendix

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Big Springs, TX



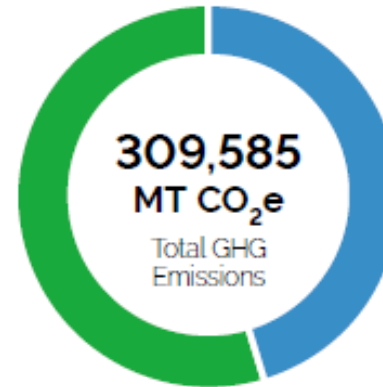
- Common Unit Price<sup>(1)</sup>: \$17.76
- Distribution/CU/Year: \$1.60
- Yield<sup>(1)</sup>: 9.0%
- Market Cap<sup>(1)</sup>: ~\$2.0 billion
- Credit Ratings:
  - Moody's: *Ba3 (Stable)*
  - S&P: *BB- (Positive)*
  - Fitch: *BB- (Stable)*
- Enterprise Value<sup>(1)</sup>: ~\$6.5 billion
- Total Assets: ~\$5.0 billion
- Pipeline Miles: ~9,500
- Pipeline Volumes<sup>(2)</sup>: 1.7MMBPD
- Storage Capacity: ~49MMB
- Storage Throughput Volumes<sup>(2)</sup>: 391MBPD



Plan to issue 2022 report in 3Q 2023

Issued 2021 Sustainability Report including Scope 1 & 2 GHG Emissions

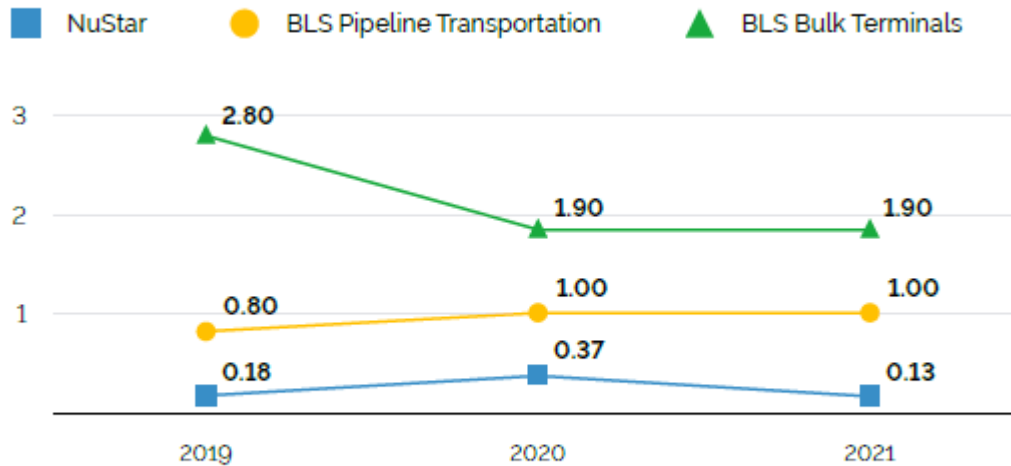
## Scope 1 and 2 Emissions<sup>2</sup>



**128,236 MT CO<sub>2</sub>e**  
Scope 1 GHG Emissions

**181,349 MT CO<sub>2</sub>e**  
Scope 2 GHG Emissions

## Three-Year Total Recordable Incident Rate<sup>[1]</sup>



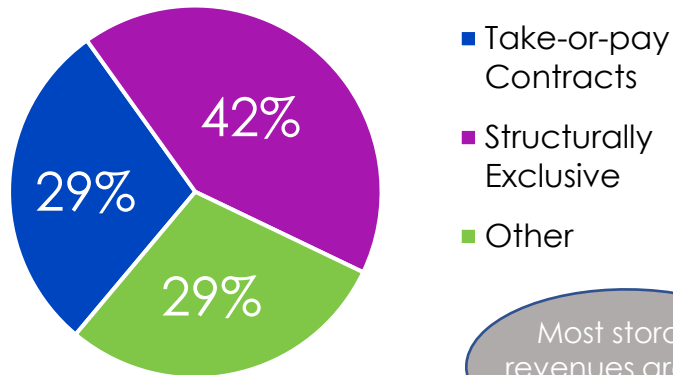
[1] Industry averages derived from 2019–2020 Bureau of Labor Statistics Data. 2020 averages carried forward to 2021 for illustration purposes.



~95% of revenues are tied to PPI-FG<sup>2</sup>

## Pipeline Segment Contracted<sup>1</sup> Revenues

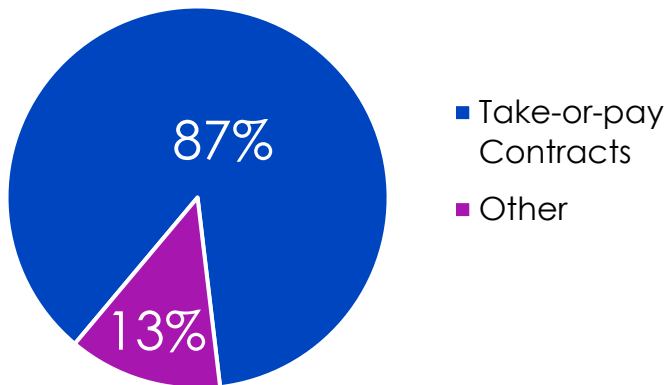
(% 2023 Forecast – as of 2Q23)



Most storage revenues are tied to regional CPI

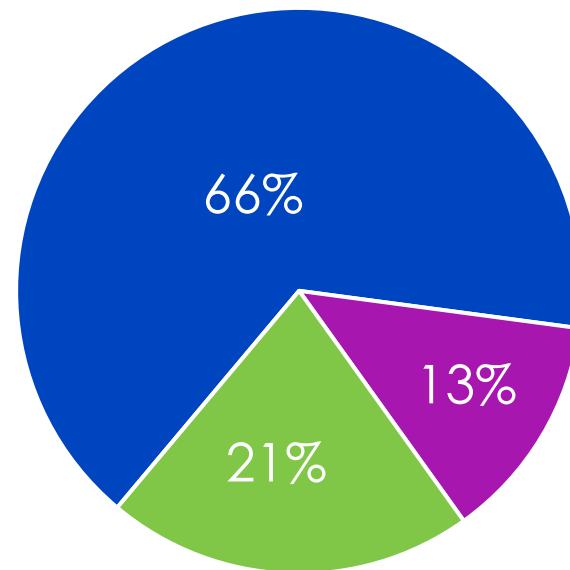
## Storage Segment Contracted Revenues

(% 2023 Forecast – as of 2Q23)



## NuStar Investment-grade Customers

(% Pipeline/Storage 2023 YTD Revenues as of June 30, 2023)

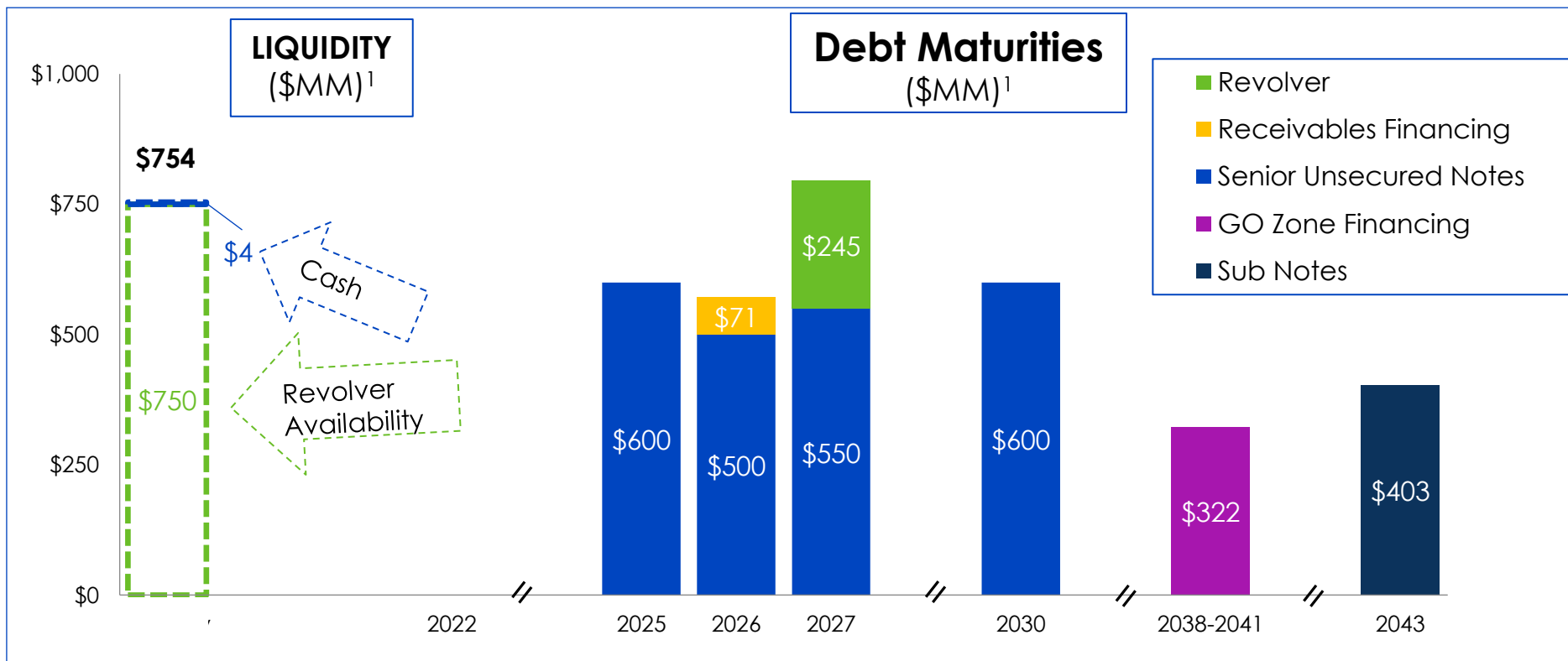


- Investment-grade
- Large Private or International (Not rated)
- Other

1 - Committed through take or pay contracts or through structural exclusivity (uncommitted lines serving refinery customers with no competition); 2 - Most crude pipelines have rates that are subject to floors and caps, which is common in the industry.

# Liquidity and Debt Maturity Schedule

- ★ In the past few years, we utilized cash flows, proceeds from asset sales and monetization of our corporate real estate to continue to reduce debt balances, which enabled us to repurchase about 2/3 of the Series D preferred units through July 2023
- ★ And on September 12<sup>th</sup>, we redeemed the remaining 1/3 of the Series D preferred units with proceeds of ~\$223 from the ~15 million units of equity we issued in August 2023
  - Thus, strengthening our balance sheet and simplifying our capital structure
- ★ In June 2023, we also extended the term our \$1.0 billion revolver through January 2027 and our receivables financing agreement through July 2026



# Capital Structure as of June 30, 2023

(\$ in Millions)



\$1.0B Credit Facility	\$ 245
NuStar Logistics Notes (5.625%)	550
NuStar Logistics Notes (5.75%)	600
NuStar Logistics Notes (6.00%)	500
NuStar Logistics Notes (6.375%)	600
NuStar Logistics Sub Notes	403
GO Zone Bonds	322
Receivables Financing	71
Finance Lease Liability	55
Other	<u>(31)</u>
<b>Total Debt</b>	<b>\$3,315</b>

Common Equity and AOCI	\$ 113
Series A, B and C Preferred Units	756
Series D Preferred Units <sup>1</sup>	<u>312</u>
<b>Total Equity<sup>2</sup></b>	<b>1,181</b>
<b>Total Capitalization</b>	<b><u>\$4,496</u></b>

Completed redemption on Sept 12<sup>th</sup> w/ equity proceeds

- ★ **As of June 30, 2023:**
- Credit facility availability ~\$750MM
  - Debt-to-EBITDA ratio<sup>3</sup> 3.73x

1 - Includes \$81 million classified as a liability on the balance sheet as of June 30, 2023, related to the value redeemed on July 31, 2023  
 2 - Total Equity includes Partners' and Mezzanine Equity (Series D Preferred Units) and \$81 million of Series D classified as a liability on the balance sheet as of June 30, 2023  
 3 - Please see Appendix for reconciliations of non-GAAP financial measures to their most directly comparable GAAP measures

# Reconciliation of Non-GAAP Financial Information



NuStar Energy L.P. utilizes financial measures, such as earnings before interest, taxes, depreciation and amortization (EBITDA), distributable cash flow (DCF) and distribution coverage ratio, which are not defined in U.S. generally accepted accounting principles (GAAP). Management believes these financial measures provide useful information to investors and other external users of our financial information because (i) they provide additional information about the operating performance of the partnership's assets and the cash the business is generating, (ii) investors and other external users of our financial statements benefit from having access to the same financial measures being utilized by management and our board of directors when making financial, operational, compensation and planning decisions and (iii) they highlight the impact of significant transactions. We may also adjust these measures and/or calculate them based on continuing operations, to enhance the comparability of our performance across periods.

Our board of directors and management use EBITDA and/or DCF when assessing the following: (i) the performance of our assets, (ii) the viability of potential projects, (iii) our ability to fund distributions, (iv) our ability to fund capital expenditures and (v) our ability to service debt. In addition, our board of directors uses EBITDA, DCF and a distribution coverage ratio, which is calculated based on DCF, as some of the factors in its compensation determinations. DCF is used by the master limited partnership (MLP) investment community to compare partnership performance. DCF is used by the MLP investment community, in part, because the value of a partnership unit is partially based on its yield, and its yield is based on the cash distributions a partnership can pay its unitholders.

None of these financial measures are presented as an alternative to net income. They should not be considered in isolation or as substitutes for a measure of performance prepared in accordance with GAAP.

The following is a reconciliation of operating income to segment EBITDA for our pipeline segment (in thousands of dollars).

	Three Months Ended June 30,	
	2023	2022
Operating income	\$ 107,804	\$ 100,953
Depreciation and amortization expense	43,855	44,442
Segment EBITDA	<u>\$ 151,659</u>	<u>\$ 145,395</u>

# Reconciliation of Non-GAAP Financial Information (continued)



The following is a reconciliation of net income to EBITDA, DCF and distribution coverage ratio (in thousands of dollars, except ratio data).

	Three Months Ended June 30,	
	2023	2022
Net income	\$ 46,141	\$ 59,199
Interest expense, net	58,170	50,941
Income tax expense	1,192	931
Depreciation and amortization expense	63,567	64,063
EBITDA	\$ 169,070	\$ 175,134
Interest expense, net	(58,170)	(50,941)
Reliability capital expenditures	(7,379)	(6,696)
Income tax expense	(1,192)	(931)
Long-term incentive equity awards (a)	3,018	2,734
Preferred unit distributions	(32,126)	(31,523)
Premium on redemption of Series D Cumulative Convertible Preferred Units	(36,332)	—
Other items	(297)	(4,775)
DCF	\$ 36,592	\$ 83,002
Distributions applicable to common limited partners	\$ 44,363	\$ 44,128
Distribution coverage ratio (b)	0.82x	1.88x

(a) We intend to satisfy the vestings of these equity-based awards with the issuance of our common units. As such, the expenses related to these awards are considered non-cash and added back to DCF. Certain awards include distribution equivalent rights (DERs). Payments made in connection with DERs are deducted from DCF.

(b) Distribution coverage ratio is calculated by dividing DCF by distributions applicable to common limited partners.

The following is a reconciliation of EBITDA to adjusted EBITDA (in thousands of dollars).

	Three Months Ended June 30, 2022
EBITDA	\$ 175,134
Gain on sale of assets	(1,564)
Adjusted EBITDA	\$ 173,570



# Reconciliation of Non-GAAP Financial Information (continued)



The following is a reconciliation of DCF to adjusted DCF and adjusted distribution coverage ratio (in thousands of dollars, except ratio data).

	<b>Three Months Ended June 30, 2023</b>
DCF	\$ 36,592
Premium on redemption of Series D Cumulative Convertible Preferred Units	36,332
Adjusted DCF	<u>\$ 72,924</u>
Distributions applicable to common limited partners	\$ 44,363
Adjusted distribution coverage ratio (a)	1.64x

(a) Adjusted distribution coverage ratio is calculated by dividing adjusted DCF by distributions applicable to common limited partners.

The following is a reconciliation of projected net income to EBITDA and adjusted EBITDA (in thousands of dollars).

	<b>Projected for the Year Ended December 31, 2023</b>
Net income	\$ 252,000 - 290,000
Interest expense, net	235,000 - 245,000
Income tax expense	4,000 - 6,000
Depreciation and amortization expense	250,000 - 260,000
EBITDA	<u>\$ 741,000 - 801,000</u>
Gain on sale of assets	(41,000)
Adjusted EBITDA	<u>\$ 700,000 - 760,000</u>

# Reconciliation of Non-GAAP Financial Information (continued)



The following are reconciliations of operating (loss) income to EBITDA and if applicable, adjusted EBITDA, for the Permian Crude System (in thousands of dollars):

	Three Months Ended						
	June 30, 2017	Sept. 30, 2017	Dec. 31, 2017	Mar. 31, 2018	June 30, 2018	Sept. 30, 2018	Dec. 31, 2018
Operating (loss) income	\$ (3,424)	\$ 1,050	\$ 650	\$ (1,847)	\$ 3,605	\$ 11,546	\$ 10,878
Depreciation and amortization expense	10,227	11,005	13,165	13,477	15,059	15,235	16,589
EBITDA	<u>\$ 6,803</u>	<u>\$ 12,055</u>	<u>\$ 13,815</u>	<u>\$ 11,630</u>	<u>\$ 18,664</u>	<u>\$ 26,781</u>	<u>\$ 27,467</u>

	Three Months Ended						
	Mar. 31, 2019	June 30, 2019	Sept. 30, 2019	Dec. 31, 2019	Mar. 31, 2020	June 30, 2020	Sept. 30, 2020
Operating income (loss)	\$ 5,358	\$ 13,543	\$ 17,280	\$ 21,132	\$ (106,476)	\$ 14,481	\$ 17,627
Depreciation and amortization expense	17,647	17,182	18,114	18,154	18,606	18,928	20,115
EBITDA	<u>\$ 23,005</u>	<u>\$ 30,725</u>	<u>\$ 35,394</u>	<u>\$ 39,286</u>	(87,870)	<u>\$ 33,409</u>	<u>\$ 37,742</u>
Goodwill impairment loss					126,000		
Adjusted EBITDA					<u>\$ 38,130</u>		

	Three Months Ended						
	Dec. 31, 2020	Mar. 31, 2021	June 30, 2021	Sept. 30, 2021	Dec. 31, 2021	Mar. 31, 2022	June 30, 2022
Operating income	\$ 13,523	\$ 16,912	\$ 22,767	\$ 25,515	\$ 26,901	\$ 28,545	\$ 35,482
Depreciation and amortization expense	19,579	19,694	19,843	20,035	20,013	20,328	20,465
EBITDA	<u>\$ 33,102</u>	<u>\$ 36,606</u>	<u>\$ 42,610</u>	<u>\$ 45,550</u>	<u>\$ 46,914</u>	<u>\$ 48,873</u>	<u>\$ 55,947</u>

	Three Months Ended			
	Sept. 30, 2022	Dec. 31, 2022	Mar. 31, 2023	June 30, 2023
Operating income	\$ 41,150	\$ 42,261	\$ 34,266	\$ 33,359
Depreciation and amortization expense	20,769	21,073	21,266	21,365
EBITDA	<u>\$ 61,919</u>	<u>\$ 63,334</u>	<u>\$ 55,532</u>	<u>\$ 54,724</u>

# Reconciliation of Non-GAAP Financial Information (continued)



The following is the reconciliation for the calculation of our Consolidated Debt Coverage Ratio, as defined in our revolving credit agreement (the Revolving Credit Agreement) (in thousands of dollars, except ratio data):

	<b>For the Four Quarters Ended June 30, 2023</b>
Operating income	\$ 504,183
Depreciation and amortization expense	257,222
Amortization expense of equity-based awards	14,337
Other	(2,199)
Consolidated EBITDA, as defined in the Revolving Credit Agreement	<u>\$ 773,543</u>
Long-term debt, less current portion of finance leases	\$ 3,310,561
Finance leases (long-term)	(50,356)
Net fair value adjustments, unamortized discounts and unamortized debt issuance costs	30,635
NuStar Logistics' floating rate subordinated notes	(402,500)
Consolidated Debt, as defined in the Revolving Credit Agreement	<u>\$ 2,888,340</u>
Consolidated Debt Coverage Ratio (Consolidated Debt to Consolidated EBITDA)	3.73x

## INVESTOR RELATIONS

(210) 918-INVR (4687)

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## SUSTAINABILITY

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And for additional information about corporate sustainability at NuStar, visit

<https://sustainability.nustarenergy.com/>