



# Stephens Spring Investment Conference June 3-4 2014



# Safe Harbor

Some of the statements in this presentation constitute “forward-looking statements” about Susser Petroleum Partners and/or Susser Holdings Corporation that involve risks, uncertainties and assumptions, including without limitation, our discussion and analysis of our financial condition and results of operations. These forward-looking statements generally can be identified by use of phrases such as “believe,” “plan,” “expect,” “anticipate,” “intend,” “forecast” or other similar words or phrases in conjunction with a discussion of future operating or financial performance. Descriptions of our, or Susser Holdings’, objectives, goals, targets, plans, strategies, costs, anticipated capital expenditures, expected cost savings, expansion of our foodservice offerings, potential acquisitions, and potential new store openings and dealer locations, are also forward-looking statements. These statements represent our present expectations or beliefs concerning future events and are not guarantees. Such statements speak only as of the date they are made, and we do not undertake any obligation to update any forward-looking statement.

We caution that forward-looking statements involve risks and uncertainties and are qualified by important factors that could cause actual events or results to differ materially from those expressed or implied in any such forward-looking statements. For a discussion of these factors and other risks and uncertainties, please refer to our filings with the Securities and Exchange Commission (“the SEC”), including those contained in our Annual Report on Form 10-K for our most recent fiscal year and any subsequent Quarterly Reports on Form 10-Q—all of which are available at the SEC’s website at [www.sec.gov](http://www.sec.gov). We intend the forward-looking statements in this presentation to be covered by the Safe Harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995, and are including this statement for purpose of complying with these Safe Harbor provisions.

This presentation is not a prospectus and is not an offer to sell securities. Before you invest, you should read our filings with the SEC for more complete information about us.



# Evolution of Our Business – Past and Present



Wholesale Dealer Site



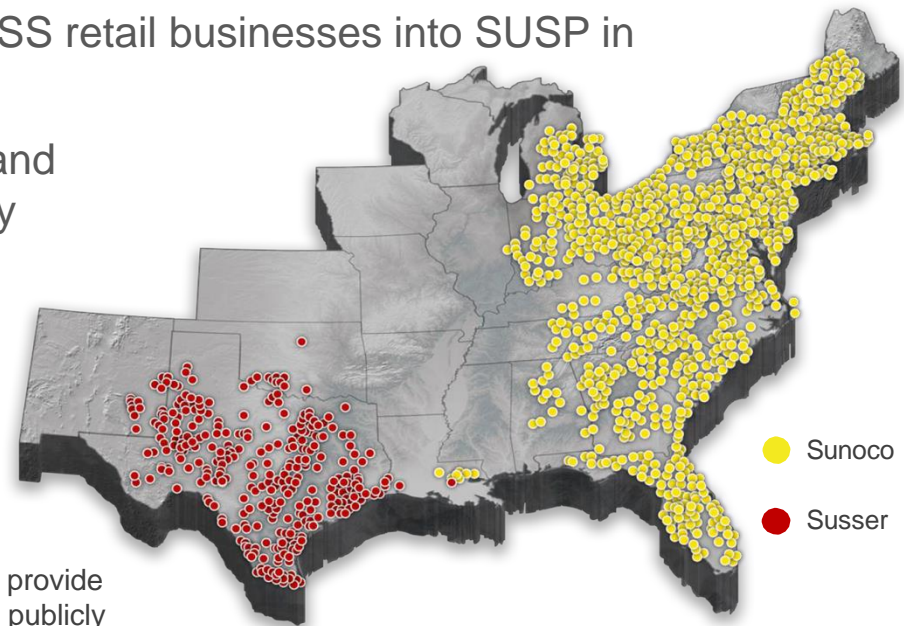
Retail Stripes Site





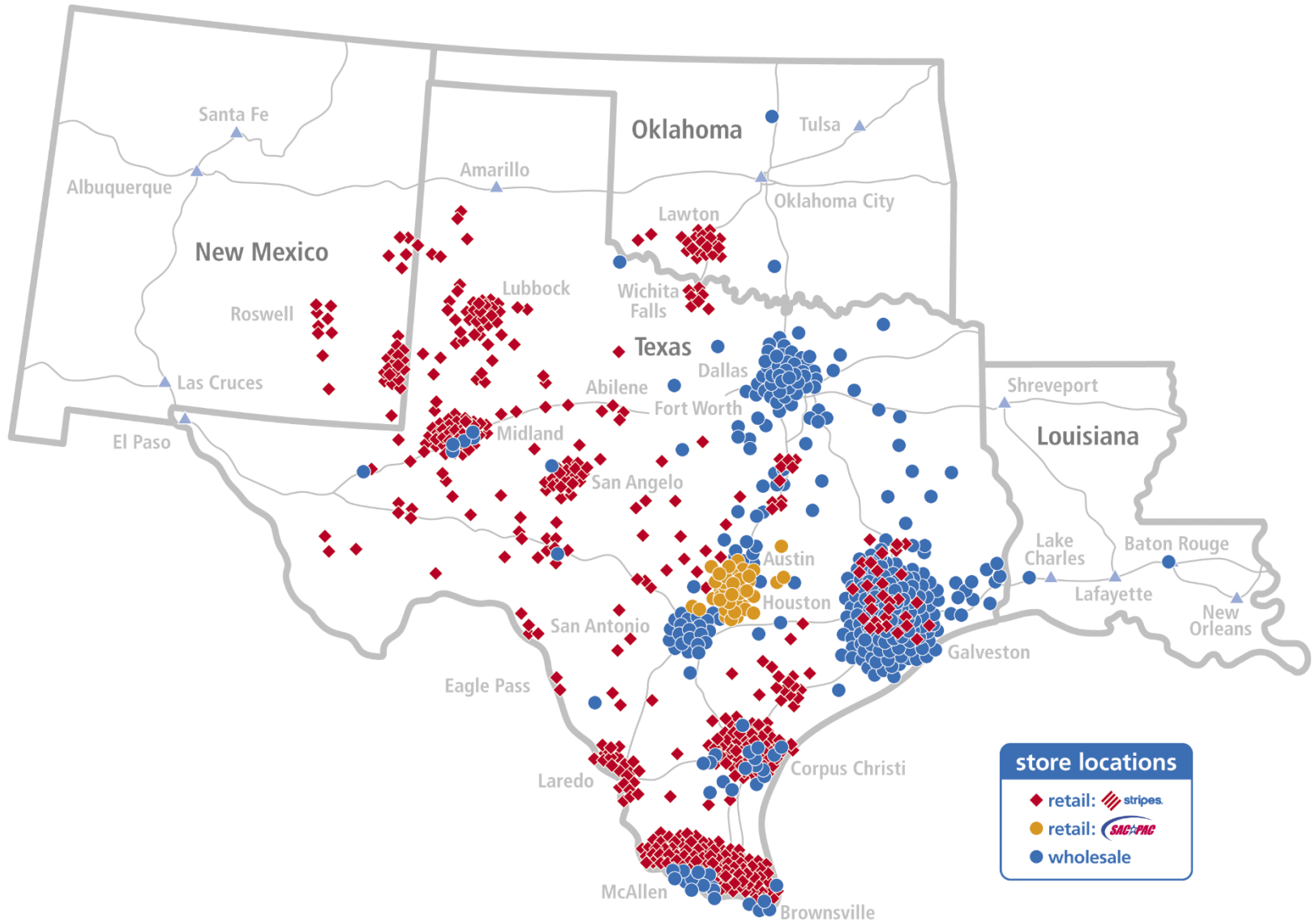
# Evolution of Our Business – Future

- April 27, 2014 - Susser Holdings (SUSP parent) agreed to be purchased by Energy Transfer Partners, L.P. (ETP)
- April 28 – Joint announcement and investor conference call\*
- SUSP will remain a separate, publicly-traded MLP
- ETP will own the general partner and IDR of SUSP
- Plan to drop down existing ETP and SUSS retail businesses into SUSP in a series of synchronized transactions
- Combination provides significant scale and increases geographic & product diversity
- Transaction expected to close in 3Q 2014, subject to SUSS shareholder and customary regulatory approvals



\*Investor slides provided in appendix. The Company is not able to provide additional comments on this transaction, other than what has been publicly provided.

# Current Susser Footprint



# We are a Key Player in the Motor Fuels Value Chain

## Motor Fuels Value Chain



**Crude Oil  
Production**



**Refining**



**Storage and  
Transportation**



**Wholesale  
Distribution**



**Retail**

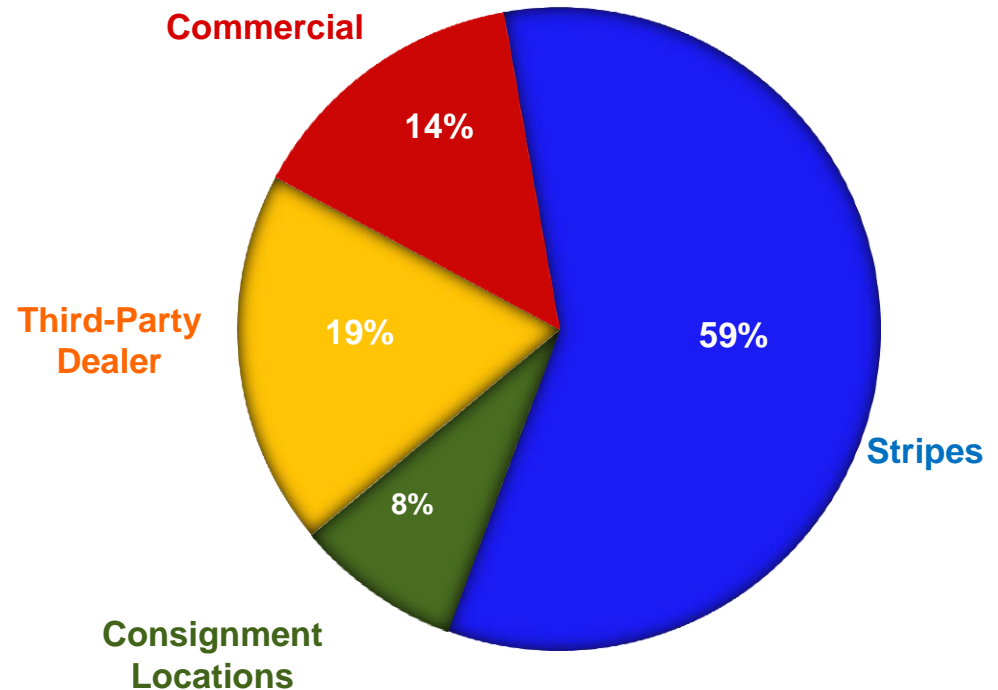
- We operate within the wholesale distribution segment of the Motor Fuels Value Chain
  - We generate a profit margin by distributing motor fuel to Stripes® c-stores and third-party customers
  - Stripes and third-party customers then in turn sell motor fuel to their customers
- We are a leading motor fuel distributor in Texas
  - We are among the largest domestic distributors of Valero and Chevron branded motor fuel
  - Our scale provides direct access to refineries and supply
- Convenience stores represent an attractive segment
  - Resilient growth – 2013 marks 11th consecutive year of industry-wide merchandise sales growth
  - ~\$700 billion in sales, 151,000+ stores <sup>(1)</sup>

(1) Source: NACS State of the Industry Annual Report, 2013 data.

# Diverse and Stable Sources of Cash Flow

- We distribute 1.6 billion gallons of motor fuel annually to:
  - > 630 Stripes® and Sac-N-Pac® convenience stores (exclusive supplier)
  - ~100 third party consignment locations
  - ~520 third-party dealer locations
  - ~1,900 active commercial customers
- Stable rental income from real estate that is leased or subleased

**Gallons Sold by Channel <sup>(1)</sup>**



**~90% of Volumes Sold Pursuant to Long-Term Fee-Based Contracts**

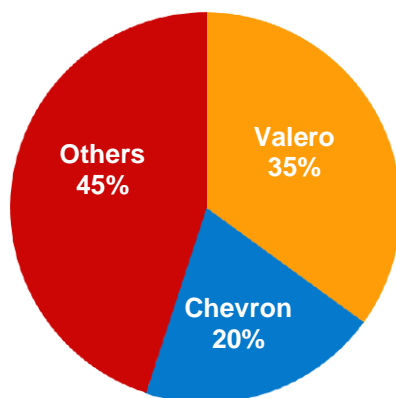
(1) Gallons based on LTM Q1'14 results (period ending March 31, 2014).

# Our Strong, Long-Term Supplier Relationships

## Key Brands



## 2014 Volumes by Supplier



## Overview

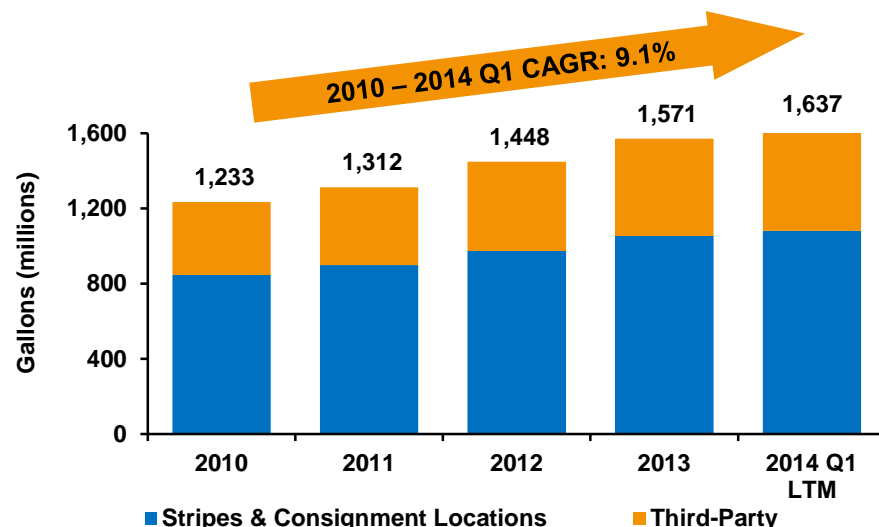
- Valuable supply contracts with major oil companies and refiners
  - More than 20 branded and unbranded suppliers
- Long-term relationships with suppliers provides attractive terms and ability to grow
- Among the largest U.S. branded distributors of Valero and Chevron/Texaco motor fuel



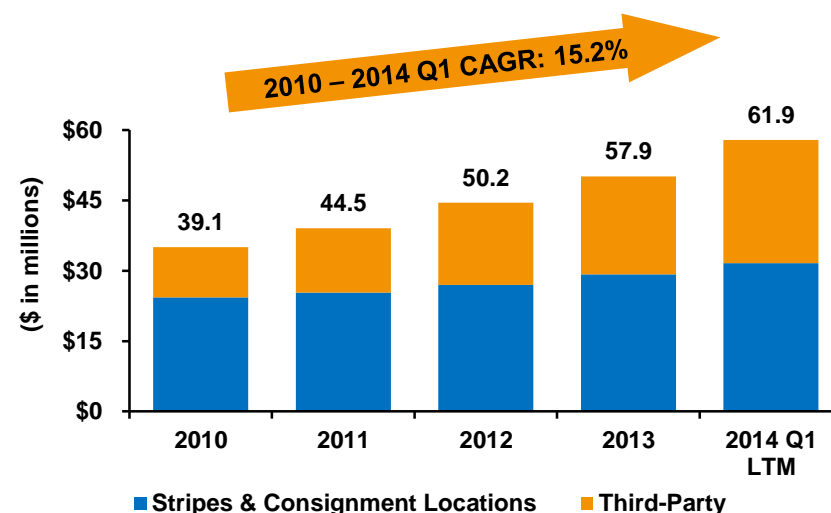


# SUSP: Stable & Growing Operating and Financial Performance

## Gallons Sold <sup>(1)</sup>



## Fuel Gross Profit <sup>(1)</sup>



## Cents Per Gallon – Motor Fuel Margin <sup>(1)</sup>

	2010	2011	2012	2013	LTM Q1'14
Stripes® & Consignment	3.0	3.0	3.0	3.0	3.0
Third-Party <sup>(2)</sup>	3.5	4.2	4.4	5.1	5.3
<b>Average Fuel Margin:</b>	<b>3.2</b>	<b>3.4</b>	<b>3.5</b>	<b>3.7</b>	<b>3.8</b>

(1) Pro forma for the Parent distribution contract and application of this contract to Stripes & consignment volumes for all historic periods shown prior to IPO. Actual results following IPO.  
 (2) Represents supply dealers and other commercial customers.



# Recent Results

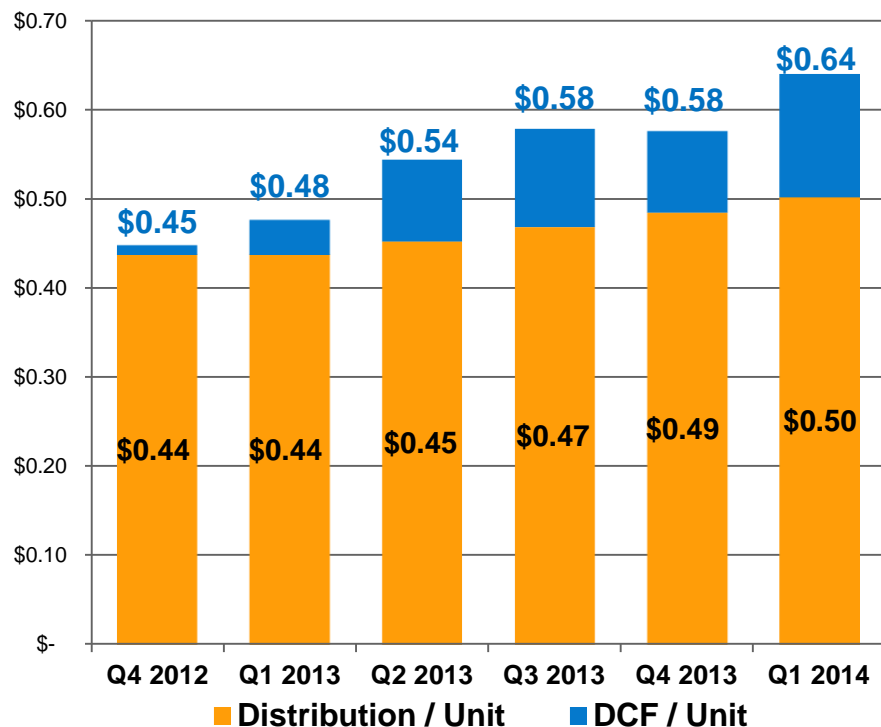
- 2014 Q1 Highlights:
  - Grew gallons by 18% over Q1 2013
  - Gross profit increased by 42% over Q1 2013
  - Gross profit margin increased from 3.6 cents to 4.0 cents/gallon
  - Added 27 new contracted dealers
    - 8 organic
    - 19 acquired (Sac-N-Pac/3W Warren Fuels)
  - \$15.7mm Adjusted EBITDA, up 40%
  - \$14.0mm Distributable Cash Flow, up 35%
- Completed drop down of 45 Stripes® stores for ~\$182mm since IPO (part of 75-store option)
  - 25 in 2013
  - 12 in 2014 (as of 5/30/14)



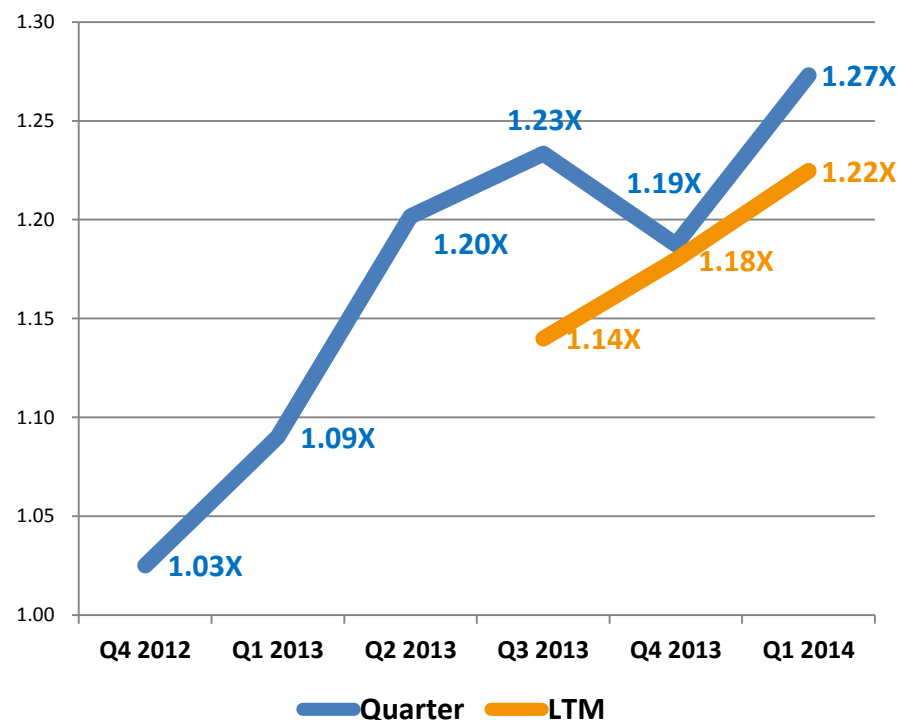
# SUSP Distributable Cash Flow

Distributions Grown by 3.5% Last Four Quarters  
While Increasing Coverage

## DCF and Distributions / Unit



## Distribution Coverage



# Delivering Organic Growth

	<u>2012</u>	<u>2013</u>	<u>2014 Q1</u>
Total Gallons Growth	10.5%	8.4%	18.1%
Retail Same Store Merchandise Sales Growth	6.6%	3.0%	1.9%
New Stripes® Stores	25	29	2*
New Wholesale Contracted Dealer Sites	39	32	8*
New Jobs Created	~800	~1,000	

\* Excludes 47 retail stores and 19 dealer sites acquired in Jan 2014.





# Organic Wholesale Customer Growth

**Amigo Mart #2**  
Houston, TX



**Zippy's Food Mart**  
Killeen, TX



**Fresh Start #1**  
Porter, TX



**Edge Mart**  
Katy, TX



**One Stop Bucker**  
Dallas, TX



## New Wholesale Growth

2009	2010	2011	2012	2013	2014 E
27	20	21	39	32	28-45*

\*Excluding Sac-N-Pac Acquisition

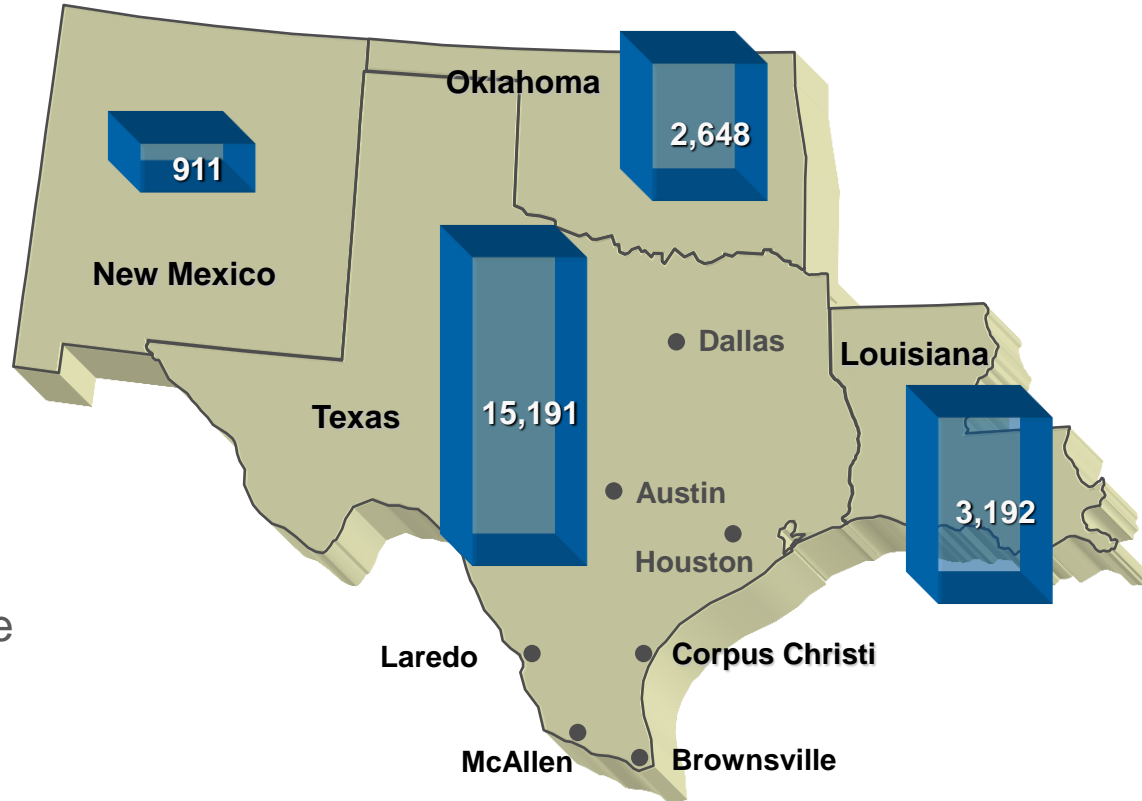


# Delivering Growth through Acquisitions

- Acquired Gainesville Fuel, Inc. in September 2013
  - 60 million diesel gallons annual volume
  - Customers are oil & gas producers in North Texas and Oklahoma
  - 2014 expected accretion:
    - SUSP: \$0.05 to \$0.10 distributable cash flow per unit
    - SUSS: \$0.03 to \$0.07 earnings per share
- Acquired assets and fuel distribution contracts from Sac-N-Pac Stores and 3W Warren Fuels in Jan 2014
  - 47 convenience stores in south central Texas
  - Fuel supply to 19 independent dealer locations
  - 7 tracts of land
  - 65 million gallons combined annual fuel volume

# Strategic Flexibility to Pursue Acquisitions

- Highly fragmented industry dominated by single store operators
  - Continued consolidation of smaller, less efficient players
  - We supply ~5% of convenience stores in our existing markets
  - More C-stores in Texas than any other state <sup>(1)</sup>
- Five wholesale acquisitions since Aug '09 added 190+ new long-term distribution contracts and other commercial customers
- MLP units can be an attractive currency for acquisitions



**> 20,000 stores in contiguous states**

Source: Directory of Convenience Stores (as of June 2011) per The Nielson Company. Texas store count as of Dec 31, 2013.



# SUSP - Multiple Drivers of Growth

## Dropdown and Organic Growth Through Relationship with SUSS

- Rapid Stripes motor fuel volume growth
  - Existing locations
  - New locations
- Significant sale/leaseback opportunities with 75 store option
  - Rental income
  - Built-in distributable cash flow growth at the MLP's option

## Expand Third-Party Wholesale Motor Fuel Distribution Business

- Organically adding new third-party dealers
- Adding new unbranded convenience stores and other commercial customers

## Acquisitions

- Pursue acquisitions of other wholesalers and supply contracts
- Leverage relationships with suppliers to improve deal flow
- Joint strategic acquisition opportunities with SUSS

SUSP has ~\$159 million of capacity under its revolver to capture growth opportunities as of 03/31/14; \$400 million revolver can be expanded by \$100 million





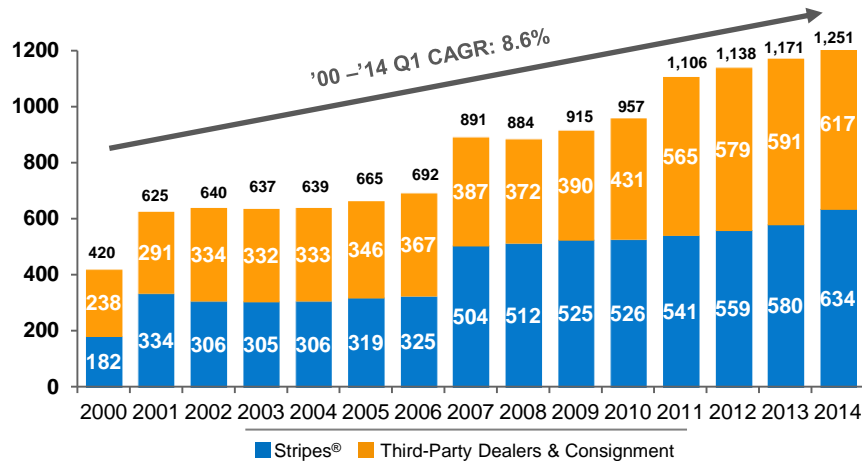
# Our Parent – *Susser Holdings Corporation*

- One of largest combined retail / wholesale footprints in the fast-growing Southwest
  - >1,250 locations (retail, consignment and contracted branded dealers, including SUSP)
- Strong financial position:
  - \$1.1 B merchandise sales LTM Q1 '14
  - \$166 mm Adjusted EBITDA - LTM Q1 '14 (up >3x since SUSP IPO)
  - Net Debt / Adjusted LTM EBITDA of 2.9x
- 25 consecutive years of same store merchandise sales growth
- Completed 15 multi site acquisitions in last 24 years



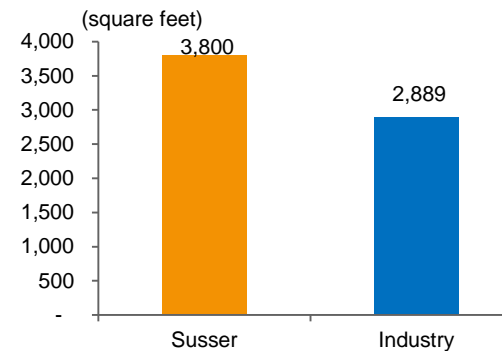
# Our Parent – Superior Track Record and Market Position

## Locations

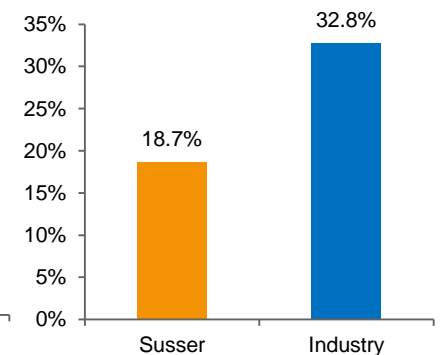


## Susser vs. the Industry (1)

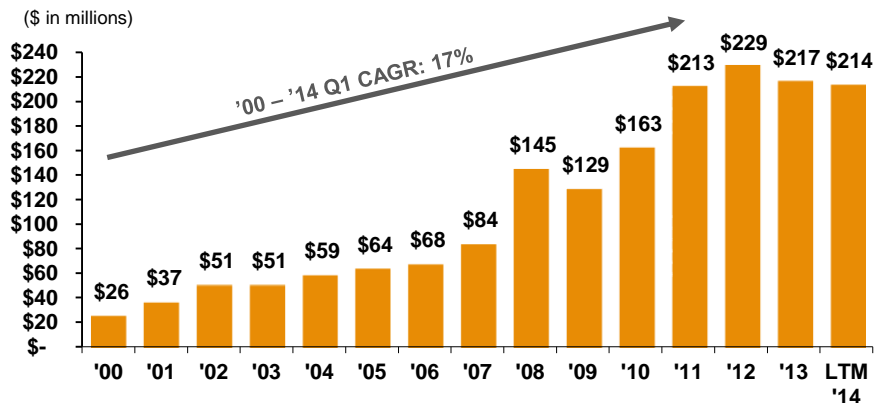
### Average Store Size



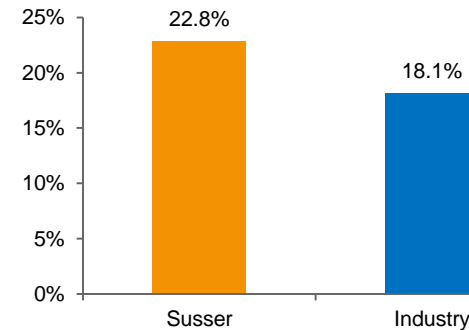
### Cigarettes % of Merchandise Sales



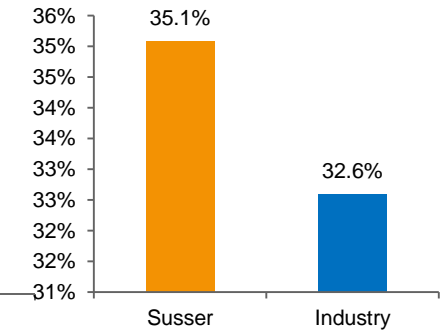
## Adjusted EBITDAR (2)



### Food Service Sales % of Total Inside Sales



### Merchandise Gross Margin (3)



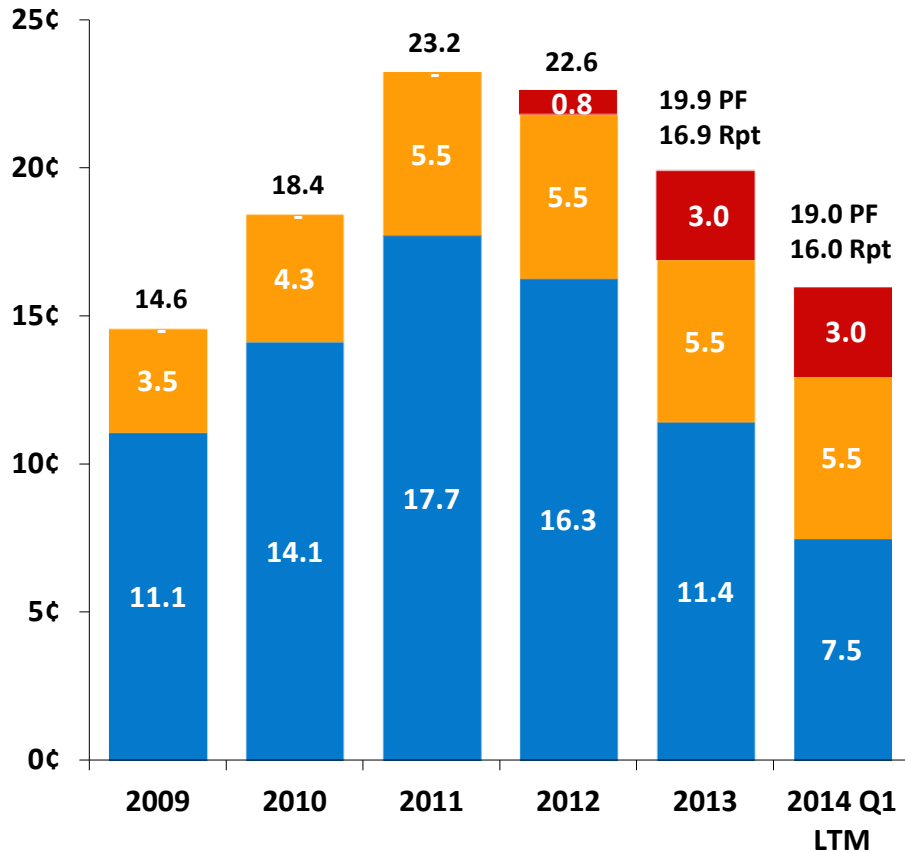
- (1) Data reflects results for Susser and industry for FY 2013. Industry statistics per NACS State of the Industry data based on 2013 data, with exception of average store size which is 2012 industry data.  
 (2) Adjusted EBITDAR represents earnings before interest, taxes, depreciation / amortization, and rent expense.  
 (3) Reflects merchandise gross margin after bad merchandise, but before other shortages.



# Fuel Margin History – Pro Forma for MLP

## Retail Margin per Gallon<sup>(1)</sup>

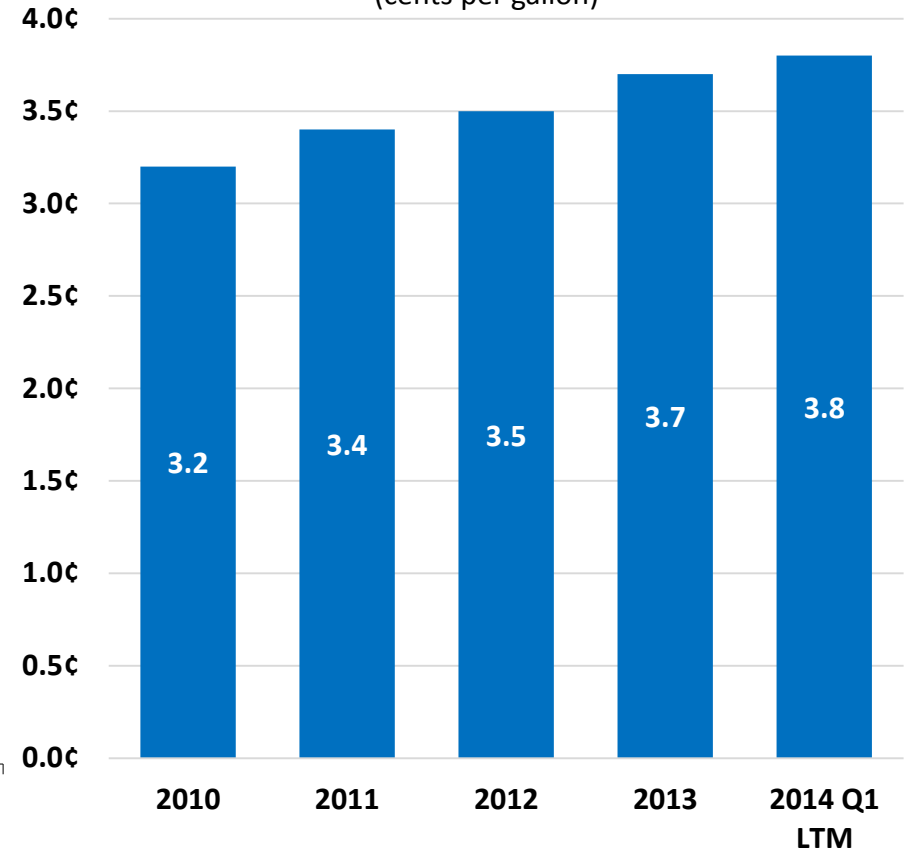
(cents per gallon)



■ CPG After Credit Card Fee ■ Credit Card Fee CPG ■ MLP Impact on CPG ■ PF CPG

## SUSP Avg Margin per Gallon<sup>(2)</sup>

(cents per gallon)



(1) Effective 9/25/12, retail fuel margin reduced by ~3 CPG for profit mark-up charged by SUSP. The pro forma margins shown above reflect the add back of the 3 cent margin that is now reported in wholesale gross profit.

(2) Reflects average margin per gallon for all gallons sold; pro forma as if the MLP had been in place for entire period shown, including the 3 CPG from affiliated gallons.



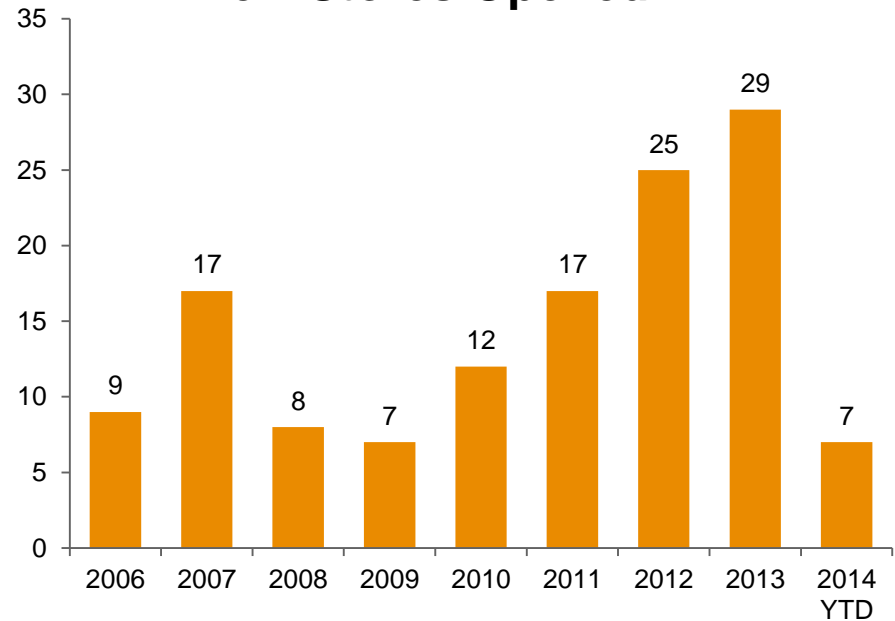
# Our Parent – *Embedded Growth*

## Prudent Organic Growth

- Accelerating new store openings with our largest customer, SUSS
  - New stores generate 2-3x the average store cash flow upon maturity after 3-4 years
  - New stores built for volume (2-3 million gallons per year) vs. ~0.9 million gallons per year for legacy sites

## Accelerating Retail Store Growth

**New Stores Opened<sup>(1)</sup>**



(1) Excludes multi-site acquisitions.

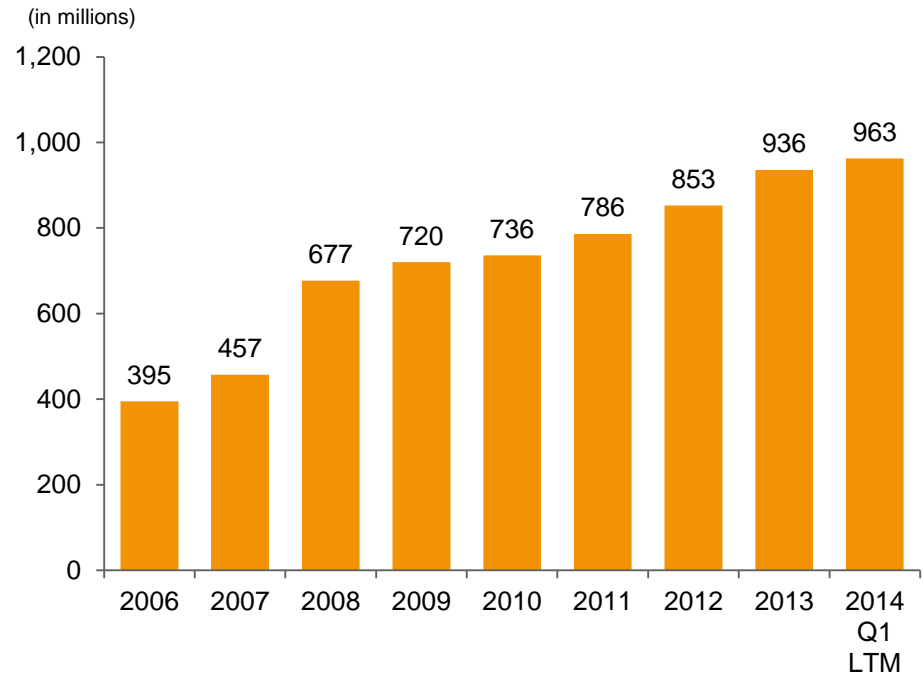


# Our Parent – *Embedded Growth*

## Prudent Organic Growth

- Retail strategies to drive fuel volume growth
  - Superior facilities and real estate
  - Expansion of diesel and capital investment in fuel dispensers
  - Economies of scale
    - Procurement
    - Technology and operations
    - Acquisitions

## Retail Motor Fuel Gallons Sold



Y-o-Y Growth:	15.7%	48.1%	6.4%	2.2%	6.8%	8.5%	9.7%	10.9%
Total Locations:	504	512	525	526	541	559	580	629
Locations with:								
Auto Diesel	197	316	337	360	380	419	454	498
18-Wheel								
Diesel	29	56	57	61	68	70	74	74

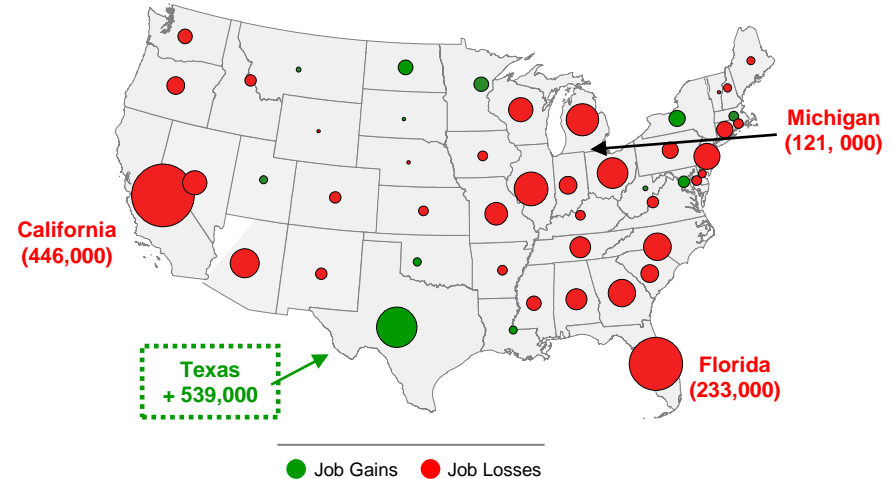


# Highly Attractive, Growing Markets

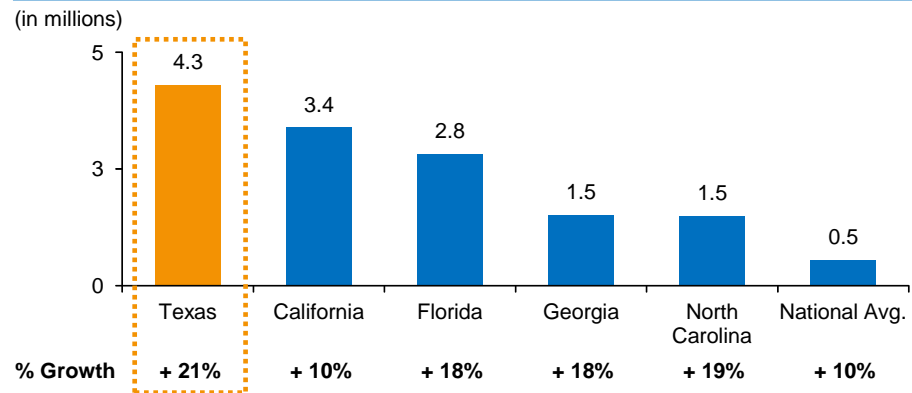
## Texas Market

- Texas economy outperforming U.S.
  - Ranked #1 for job growth
  - Relatively strong housing market
  - Lower unemployment than the U.S.
  - Strongest Texas markets benefiting from increased oil and gas drilling
- State's population growth projected to be one of the highest in the U.S.
  - Grew 25% from 2000 - 2012
  - 26.1 million today
  - 45.3 million projected in 2040 <sup>(2)</sup> (69% increase over 2010)
- Texas named "Best State for Business" for the 10<sup>th</sup> consecutive year- CEO Magazine, May 2014

## Long-Term Job Growth <sup>(1)</sup>



## Population Change '00-'10 (Top 5 States)



Source: Unemployment Data: US Department of Labor and economag.com; Population Data: US Census Bureau and other demographic information.

(1) Change in Non-Farm Employment by state from June 2008 - June 2013.

(2) Hobby Center for the Study of Texas, Rice University; assumes net migration equal to 2000-2010.

# Key Investment Highlights – SUSP

## STABILITY

- Long-term, fee-based contracts
  - 10-year fixed fee contract with the Parent
  - 5-year average remaining term contracts with diversified 3<sup>rd</sup> parties
- De minimis direct commodity risk
- Very limited working capital needs
- Strong and resilient industry fundamentals
- Traditional MLP structure with conservative coverage

## VISIBLE GROWTH

- Embedded growth with Parent
  - 75 Stripes® store dropdown option (45 completed since IPO)
  - 12 in 2014
  - History of strong growth in Stripes gallons
- More than 230 net new third-party locations after 2007
- Numerous acquisition opportunities in highly fragmented and attractive markets
  - Ability to pursue opportunities jointly
- Significant financial capacity for growth at both MLP and Parent







Helping communities  
grow and thrive for  
over 75 years...







# Appendix



# Real Estate Summary

## As of March 31, 2013

	Controlled by			
	<u>Fee</u>	<u>Leased</u>	<u>Franchisee</u>	<u>Total Sites</u>
<b>Operating:</b>				
Retail	304	326	-	630
Wholesale- SPC	9	26		35
Wholesale- SUSP	87	12	522	621
Stripes stores owned by SUSP <sup>(1)</sup>		(40)		(40)
Total Operating Sites	400	324	522	1,246
<b>Non-Operating:</b>				
Office / Warehouse	14	8	-	22
Under Construction	9	2	-	11
Land Bank / In Development	50		-	50
Income Producing	41	15	-	56
Surplus	48	2	-	50
Total	162	27	-	189
<b>Total:</b>	562	351	522	1,435

(1) Intercompany elimination of Stripes stores dropped down to SUSP since IPO through 03/31/13; these are reflected as “leased” by Retail and “fee” by SUSP.



# Key Financial Results

	<u>Fiscal Year</u>				
	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2013 Q1</u>	<u>2014 Q1</u>
Merchandise Same Store Sales Growth	6.0%	6.6%	3.0%	4.2%	1.9%
Merchandise Margin, Net of Shortages	33.7%	33.9%	33.9%	33.1%	33.9%
Retail Average Per-Store Gallons Growth	4.9%	5.8%	5.8%	4.1%	2.0% / 4.2%
Retail Fuel Margin (CPG) As Reported (1)	23.2¢	21.8¢	16.9¢	16.6¢	(w/wo SNP) 13.0¢
Retail Fuel Margin, Pro Forma for MLP	20.2¢	19.6¢	16.9¢	16.6¢	13.0¢
Wholesale Fuel Margin - 3rd Party (CPG)	5.9¢	6.2¢	6.6¢	5.9¢	6.1¢
Wholesale Fuel Margin - Affiliated (2)	0.0¢	0.8¢	3.0¢	3.0¢	3.0¢
Wholesale Fuel Margin, Pro Forma - MLP	3.0¢	3.0¢	3.0¢	3.0¢	3.0¢
Gross Profit	\$557	\$611	\$644	\$147	\$159
Adjusted EBITDA	\$167	\$183	\$169	\$32	\$29

(1) \$0.03 per gallon profit markup charged to Retail by SUSP implemented 9/25/12. This change shifts approximately 3 cents per gallon of gross profit from the retail segment to the wholesale segment. The Pro Forma amounts reflect the historical retail margins as if the markup had been implemented for the entire period presented.

(2) Beginning September 25, 2013 the Wholesale segment charges the Retail segment approximately 3 cent mark-up. Prior to this date no markup was charged. Amount shown for FY 2012 is full year blended margin.



# Retail Growth

Spring – 6,844 sq. ft.



Carrizo Springs– 6,844 sq. ft.



Del Rio – 6,844 sq. ft.  
Plus Lube Center



Rosenburg– 6,844 sq. ft.



Karnes City – 6,844 sq. ft.  
Plus Truck Diesel Island



## New Retail Store Growth

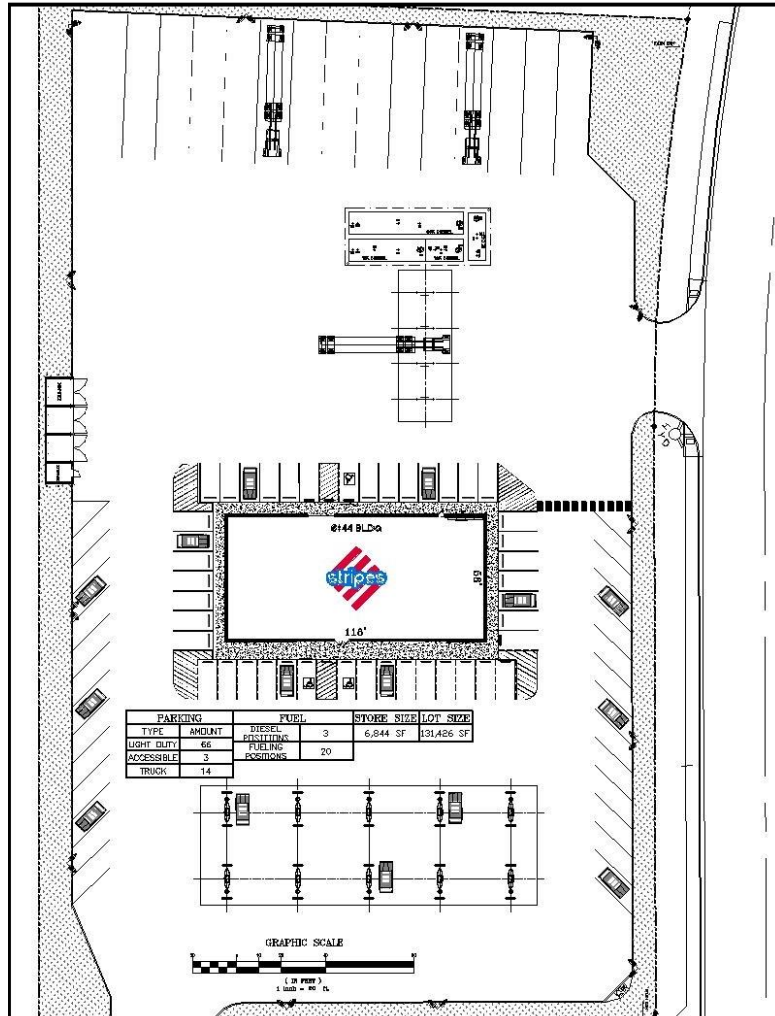
2009	2010	2011	2012	2013	2014 E
15	14	19	25	29	27-33*

\*Excluding Sac-N-Pac Acquisition



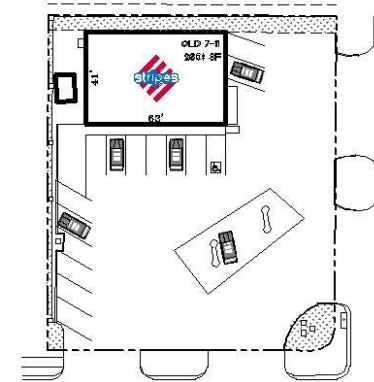


# New "Big Box" Stores Drive Cash Flow Growth

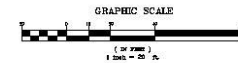


130,000 Sq Ft Lot  
6,800 Sq Ft Store

vs.



PARKING		FUEL		STORE SIZE		LOT SIZE	
LIGHT DUTY	14	FUELING POSITIONS	4	2,608 SF		13,542 SF	
ACCESSIBLE	1						



New stores produce 2-3X  
cash flows of legacy stores

20,000 Sq Ft Lot  
2,600 Sq Ft Store



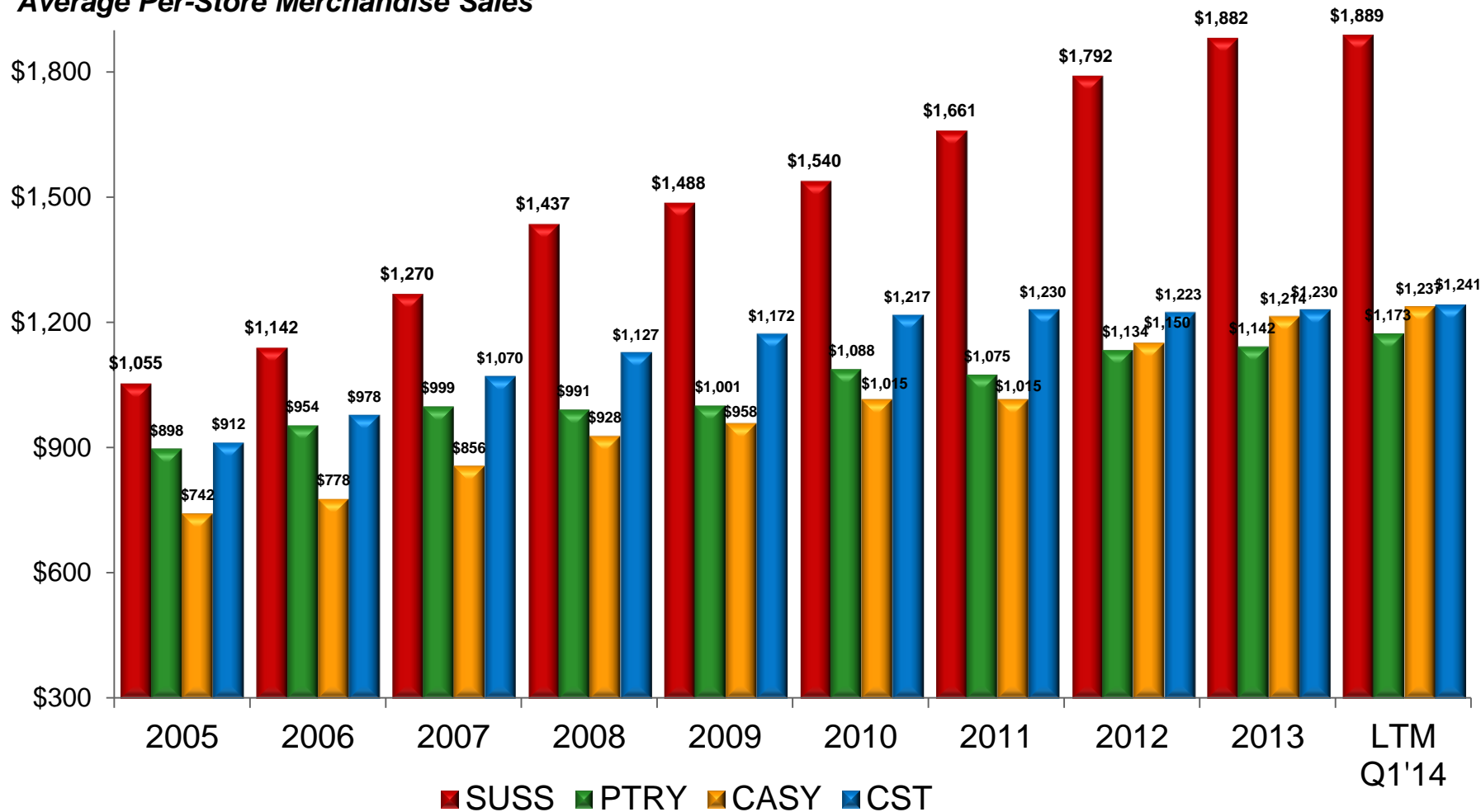
# Proprietary Restaurant Service Differentiates Susser

- 406 locations with a restaurant concept
- 369 Laredo Taco Company® locations
  - Authentic Mexican food catering to both Hispanic and non-Hispanic customers
  - Wide variety of delicious, spicy food at a great value
- Foodservice drives higher-than-average gross margins
  - Additional merchandise purchases in ~73% of transactions
- Laredo Taco Company® customers visit stores 40% more often



# Widening the Gap (in 000's, based on LTM data)

## Average Per-Store Merchandise Sales

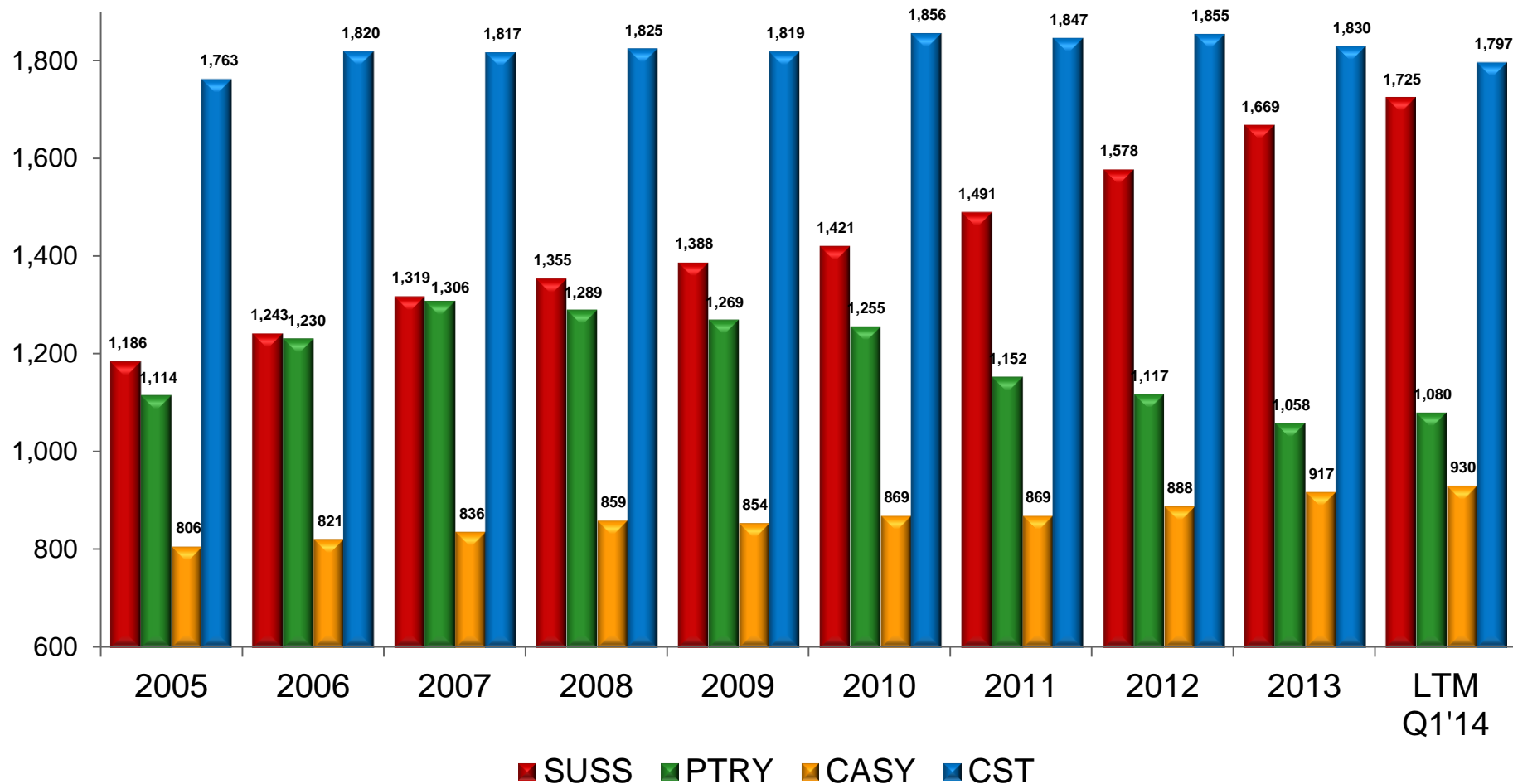


Note: Annual data based on each company's fiscal year. LTM data based on latest fiscal quarter reported.



# Delivering Best in Class Volume Growth (in 000's, based on LTM data)

## Average Per-Store Gallons

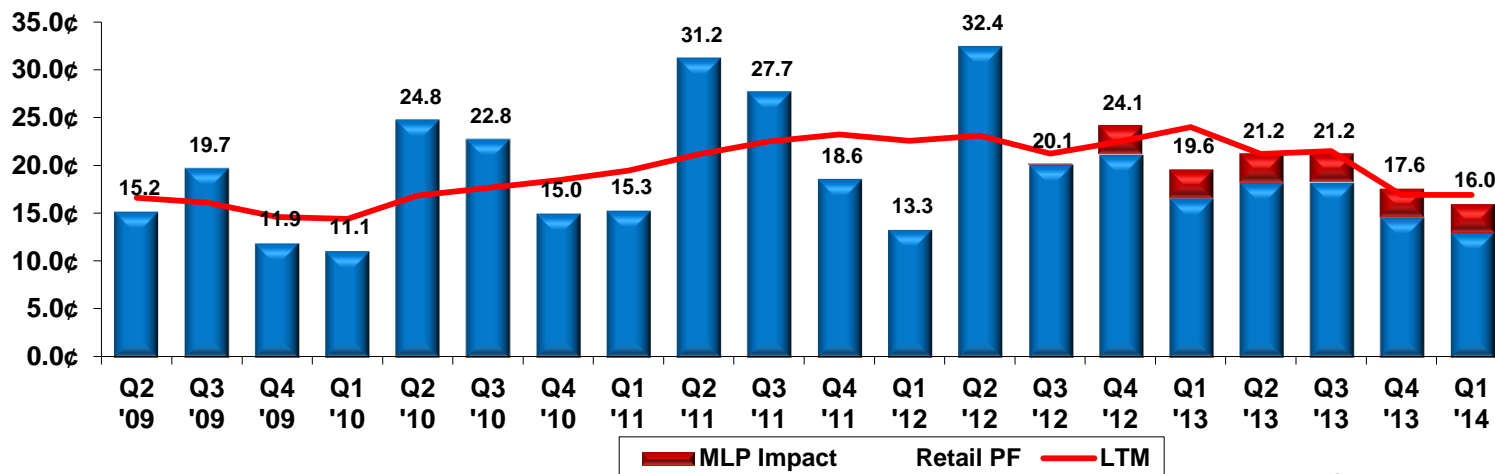


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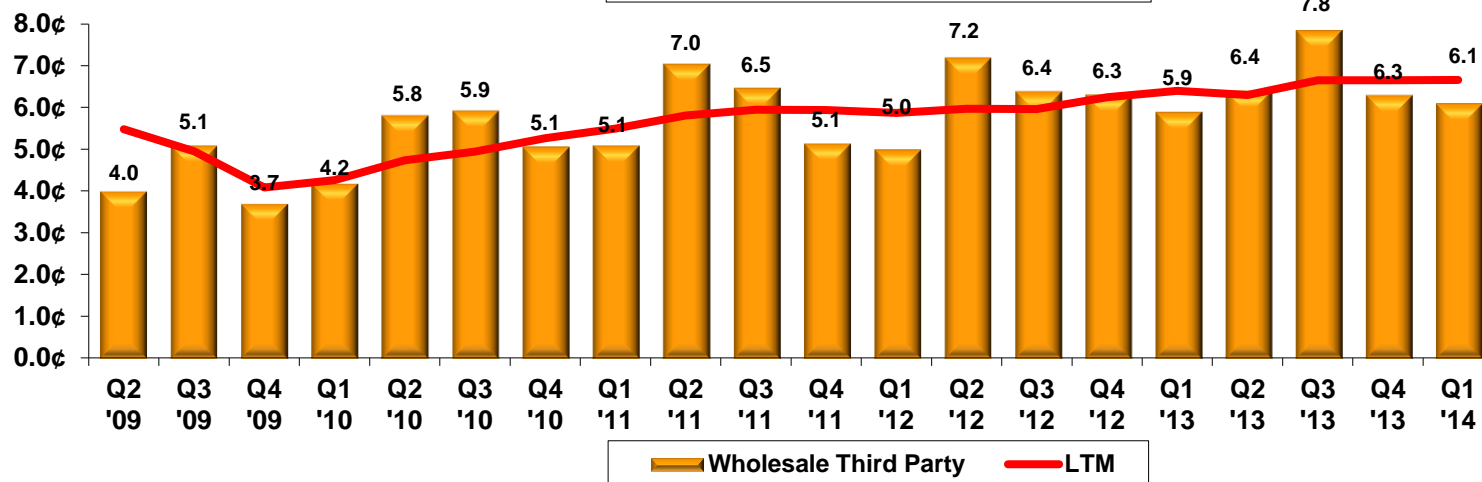


# Retail Quarterly Volatility Consistent on LTM Basis, Wholesale Margins Even More Stable

## Quarterly Fuel Margin – Cents per Gallon <sup>(1)</sup>



	Actual	Pro Forma
Low =	11.1¢	11.1¢
High =	32.4¢	32.4¢
Avg =	19.0¢	19.9¢
LTM =	16.0¢	19.0¢



(1) Reflects historic fuel margins by segment, as reported, prior to SUSP IPO. Effective 9/25/12, retail fuel margin reduced by ~3 CPG for profit mark-up charged by SUSP. Retail pro forma includes the add back of the 3 cent profit margin now reported in wholesale gross profit.



# Fuel Margin History

Before credit Card Fees					
Retail Fuel Margin As Reported					
	Q1	Q2	Q3	Q4	YTD
2006	9.3	15.4	21.1	9.2	13.7
2007	12.0	17.3	15.9	14.1	14.8
2008	12.0	19.5	22.3	17.7	17.8
2009	11.8	15.2	19.7	11.9	14.6
2010	11.1	24.8	22.8	15.0	18.4
2011	15.3	31.2	27.7	18.6	23.2
2012 (1)	13.3	32.4	20.1	21.1	21.8
2013 (1)	16.6	18.2	18.3	14.6	16.9
2014 (1)	13.0				13.0
High*	16.6	32.4	27.7	21.1	23.2
Low*	9.3	15.2	15.9	9.2	13.7
Average*	12.7	21.7	21.0	15.3	17.7
Median*	12.0	18.8	20.6	14.8	17.4

After Deducting Credit Card Fees					
Retail Fuel Margin, net of Credit Cards As Reported					
	Q1	Q2	Q3	Q4	YTD
2006	6.6	12.0	17.5	7.5	10.8
2007	9.6	14.8	13.4	11.0	12.1
2008	8.1	15.2	17.1	14.2	13.6
2009	9.1	11.5	15.8	8.2	11.1
2010	7.0	20.2	18.5	10.4	14.1
2011	10.3	25.3	21.9	13.3	17.7
2012 (1)	7.9	26.8	14.5	15.6	16.3
2013 (1)	11.0	12.7	12.6	9.3	11.4
2014 (1)	7.5				7.5
High*	11.0	26.8	21.9	15.6	17.7
Low*	6.6	11.5	12.6	7.5	10.8
Average*	8.7	17.3	16.4	11.2	13.4
Median*	8.6	15.0	16.5	10.7	12.9

Before credit Card Fees					
Retail Fuel Margin Pro Forma (1)					
	Q1	Q2	Q3	Q4	YTD
2006	6.3	12.4	18.1	6.2	10.7
2007	9.0	14.3	12.9	11.1	11.8
2008	9.0	16.5	19.3	14.7	14.8
2009	8.8	12.2	16.7	8.9	11.6
2010	8.1	21.8	19.8	12.0	15.4
2011	12.3	28.2	24.7	15.6	20.2
2012	10.3	29.4	17.0	21.1	19.6
2013	16.6	18.2	18.3	14.6	16.9
2014	13.0				13.0
High*	16.6	29.4	24.7	21.1	20.2
Low*	6.3	12.2	12.9	6.2	10.7
Average*	10.0	19.1	18.3	13.0	15.1
Median*	9.0	17.3	18.2	13.3	15.1

After Deducting Credit Card Fees					
Retail Fuel Margin, net of Credit Cards Pro Forma (1)					
	Q1	Q2	Q3	Q4	YTD
2006	3.6	9.0	14.5	4.5	7.8
2007	6.6	11.8	10.4	8.0	9.1
2008	5.1	12.2	14.1	11.2	10.6
2009	6.1	8.5	12.8	5.2	8.1
2010	4.0	17.2	15.5	7.4	11.1
2011	7.3	22.3	18.9	10.3	14.7
2012	4.9	23.8	11.4	15.6	14.1
2013	11.0	12.7	12.6	9.3	11.4
2014	7.5				7.5
High*	11.0	23.8	18.9	15.6	14.7
Low*	3.6	8.5	10.4	4.5	7.8
Average*	6.1	14.7	13.8	8.9	10.9
Median*	5.6	12.4	13.5	8.7	10.8

\* Includes full years only

Note: We report Retail fuel margins before credit card expenses, which are included in other operating expense. Our Wholesale segment absorbs certain credit card expenses, which are included in the reported fuel margin.

- (1) Effective September 25, 2012, the retail fuel margin reflects a reduction of approximately three cents per gallon as SUSP began charging a gross profit mark-up on gallons sold to our retail segment. Prior to this date, no gross profit mark-up was charged by the wholesale segment to the retail segment.
- (2) The retail fuel margin reflects a pro forma reduction of approximately three center per gallon mark-up from SUSP for all periods presented.





# Fuel Margin History

Wholesale Third Party Fuel Margin (2)					
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>YTD</u>
2006	4.8	5.9	6.9	4.8	5.6
2007	3.9	5.3	6.4	6.4	5.5
2008	4.9	6.0	7.3	7.2	6.4
2009	3.5	4.0	5.1	3.7	4.1
2010	4.2	5.8	5.9	5.1	5.3
2011	5.1	7.0	6.5	5.1	5.9
2012	5.0	7.2	6.1	6.3	6.2
2013	5.9	6.4	7.8	6.3	6.6
2014	6.1				6.1
High*	5.9	7.2	7.8	7.2	6.6
Low*	3.5	4.0	5.1	3.7	4.1
Average*	4.7	6.0	6.5	5.6	5.7
Median*	4.8	6.0	6.4	5.7	5.8

Total Consolidated Fuel Margin					
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>YTD</u>
2006	7.0	10.3	13.4	6.9	9.4
2007	7.7	11.0	10.9	10.6	10.1
2008	9.1	13.7	15.9	13.4	13.0
2009	8.4	10.5	13.6	8.7	10.3
2010	8.4	17.0	16.1	11.0	13.1
2011	11.4	21.6	19.3	13.0	16.3
2012	10.0	21.9	14.9	16.9	16.0
2013	14.3	15.5	16.1	13.0	14.7
2014	12.0				12.0
High*	14.3	21.9	19.3	16.9	16.3
Low*	7.0	10.3	10.9	6.9	9.4
Average*	9.5	15.2	15.0	11.7	12.9
Median*	8.8	14.6	15.4	12.0	13.1

Total Consolidated Fuel Margin, net of Credit Cards					
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>YTD</u>
2006	5.7	8.7	11.8	6.0	8.1
2007	6.6	9.8	9.7	8.9	8.8
2008	6.8	11.2	12.9	11.3	10.6
2009	6.8	8.4	11.3	6.4	8.2
2010	5.9	14.3	13.5	8.2	10.5
2011	8.3	18.1	15.8	9.9	13.0
2012	6.7	18.6	11.6	13.7	12.7
2013	11.0	12.2	12.7	9.9	11.4
2014	8.8				8.8
High*	11.0	18.6	15.8	13.7	13.0
Low*	5.7	8.4	9.7	6.0	8.1
Average*	7.2	12.7	12.4	9.3	10.4
Median*	6.8	11.7	12.3	9.4	10.6

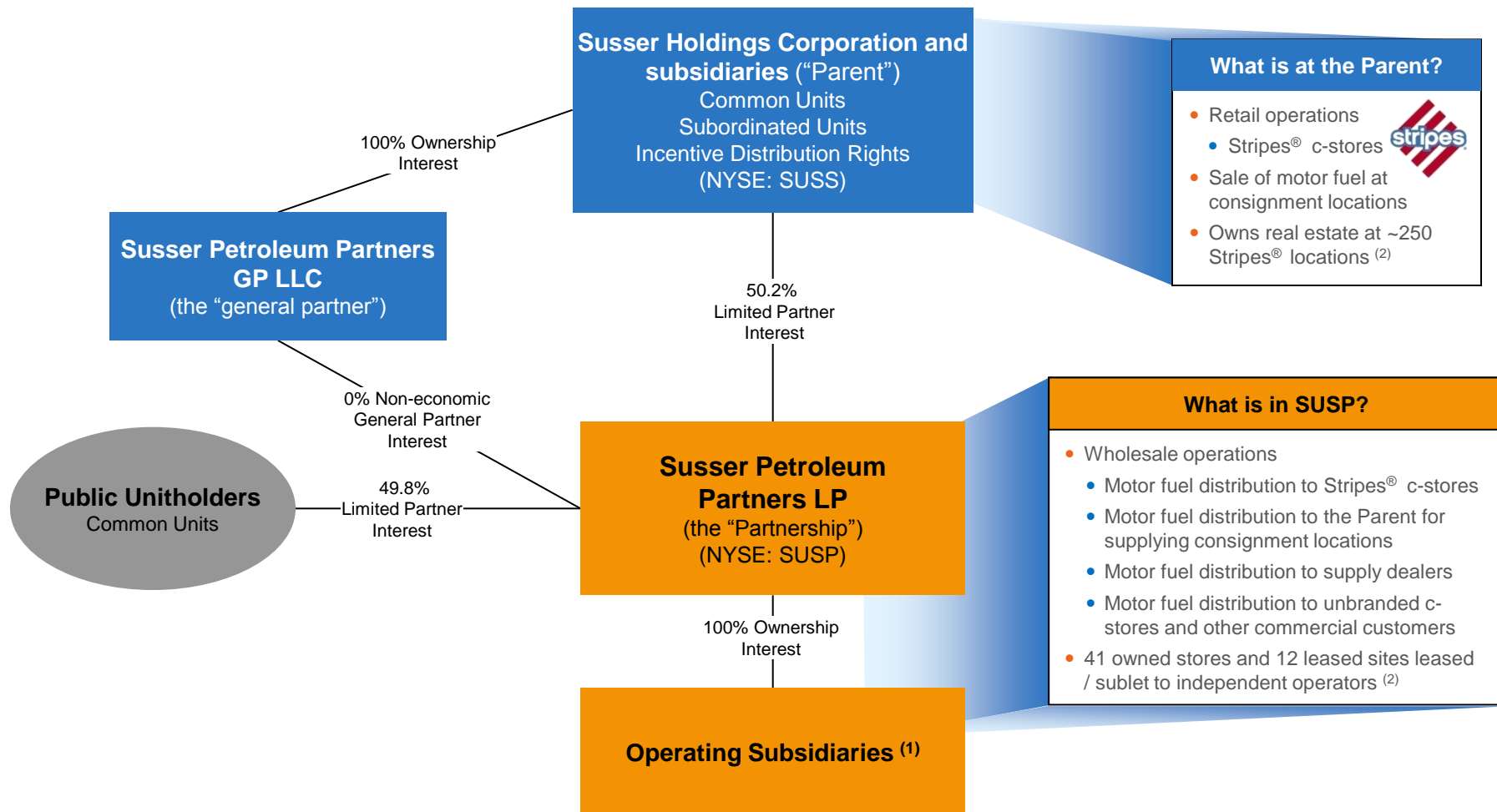
\* Includes full years only

Note: We report Retail fuel margins before credit card expenses, which are included in other operating expense. Our Wholesale segment absorbs certain credit card expenses, which are included in the reported fuel margin.

(3) The wholesale margin from third parties excludes gross profit from the retail segment.



# Post-MLP Organization Structure



(1) One of Susser Petroleum Partners LP's operating subsidiaries, Susser Petroleum Property Company LLC ("Susser Propco"), will be treated as a corporation for U.S. federal income tax purposes. Susser Petroleum Partners LP expects that this subsidiary will own all Stripes® convenience stores purchased from SHC in connection with Susser Petroleum Partners LP's option to execute sale and leaseback transactions under the omnibus agreement or otherwise.

(2) At time of SUSP IPO. Excludes any subsequent sites added or closed.



# Omnibus Agreement Summary

## Fuel Distribution

- SUSP has an exclusive distribution agreement to distribute all motor fuel volumes purchased by SUSS on existing Stripes® and consignment locations for 10 years at a fixed profit margin of 3¢ per gallon
- The 75 c-stores under the Sale / Leaseback Option will be added to the distribution agreement at a fixed profit margin of 3¢ per gallon for a 10-year term from the date each option is exercised
- SUSP also has various options for ten years to supply future SUSS locations not covered under the sale / leaseback options

## Visible Dropdowns

- SUSS has granted SUSP an option to acquire up to 75 of its newly constructed c-stores and lease the stores to SUSS:
  - Purchased at SUSS' cost
  - Leased at an annual lease rate of 8.0% for a term of 15 years
    - SUSS has five, five-year extension options, which it can exercise at escalated lease rates
  - Option on stores expire as follows after IPO:
    - 15 stores at one year anniversary (16 exercised to date)
    - 25 additional stores at two year anniversary
    - 35 additional stores at three year anniversary

**SUSP and SUSS  
can agree to  
accelerate**

## Transportation Services

- SUSS will arrange for all transportation, and the cost is 100% passed through to the customers



# Tracking the Texas Economy

## Key Economic Indicators

### Yearly Totals

Year	Crude Oil Produced (Millions)	Value of Natural Gas Produced (Millions)	Active Oil & Gas Drilling Rigs	Gasoline (Millions of Taxed Gallons)	Diesel (Millions of Taxed Gallons)	Median Sales Price Existing Single Family Homes	Auto Sales Net Value (Millions)	Packages Taxed (Millions)
2006	\$ 19,657.50	\$ 19,852.10	746	11,372.80	3,731.60	\$ 143,100	\$45,756.20	1,280.2
2007	\$ 21,622.10	\$ 18,858.50	613	11,624.80	3,886.90	\$ 146,450	\$48,992.80	1,004.9
2008	\$ 30,631.30	\$ 23,258.80	640	11,709.70	3,854.00	\$ 145,850	\$44,442.40	1,077.0
2009	\$ 18,363.90	\$ 9,317.40	396	11,916.30	3,475.80	\$ 143,750	\$34,792.60	949.9
2010	\$ 26,054.90	\$ 11,482.50	670	12,141.80	3,698.10	\$ 146,750	\$38,797.50	951.2
2011	\$ 39,406.00	\$ 13,485.60	849	11,948.40	3,835.20	\$ 147,800	\$44,235.20	951.7
2012	\$ 54,825.20	\$ 12,713.10	912	12,261.50	3,963.40	\$ 158,600	\$52,866.30	958.2
2013	\$ 73,666.70	\$ 15,358.90	837	12,436.10	4,005.40	\$ 172,150	\$57,239.90	937.3

Note: The cigarette packages taxed number was previously based on cigarette tax collections. The cigarette packages taxed number is now based on the number of cigarette tax stamps sold. All historical cigarette package taxed numbers have been revised to reflect this new method.

Crude oil and natural gas figures are net taxable values. Gasoline gallons include gasohol. Auto sale values are calculated from motor vehicle taxes collected on new and used vehicle sales. All figures are not seasonally adjusted, except for industrial production, leading indicators and employment/unemployment. Figures are based on the most recent available data. Annual figures are for calendar years.

Annual numbers for active oil and gas drilling rigs are the median for that calendar year.

Sources: Texas Comptroller of Public Accounts (Crude Oil, Natural Gas, Motor Fuel, Auto Sales, Cigarettes) Baker-Hughes Incorporated (Active Oil & Gas Drilling Rigs) The Real Estate Center at Texas A&M University (Median Sale Price, Existing Single-family Home Sales)



# Tracking the Texas Economy

## Key Economic Indicators

### Monthly Totals

Month/Year	Value of Crude Oil Produced (Millions)	Value of Natural Gas Produced (Millions)	Active Oil & Gas Drilling Rigs	Gasoline (Millions of Taxed Gallons)	Diesel (Millions of Taxed Gallons)	Median Sales Price Existing Single Family Homes	Auto Sales Net Value (Millions)	Cigarette Packages Taxed (Millions)
13-Feb	\$ 4,952.30	\$ 938.10	833	973.20	322.8	\$ 157,100	\$ 4,518.80	73.2
13-Mar	\$ 5,792.80	\$ 1,069.30	833	933.70	283.7	\$ 164,600	\$ 4,431.60	74.8
13-Apr	\$ 5,726.50	\$ 1,158.80	836	1,069.60	361.0	\$ 171,700	\$ 3,980.30	84.3
13-May	\$ 6,197.10	\$ 1,253.50	838	1,035.80	341.6	\$ 177,700	\$ 4,777.60	91.6
13-Jun	\$ 5,992.50	\$ 1,210.40	841	1,081.50	353.3	\$ 180,800	\$ 4,901.50	69.7
13-Jul	\$ 6,958.30	\$ 1,276.00	841	1,059.20	333.6	\$ 179,500	\$ 5,363.00	83.1
13-Aug	\$ 7,223.80	\$ 1,353.60	848	1,053.70	334.1	\$ 177,500	\$ 5,185.50	91.9
13-Sep	\$ 7,083.20	\$ 1,362.20	837	1,091.40	350.7	\$ 172,500	\$ 5,096.30	60.2
13-Oct	\$ 6,852.00	\$ 1,448.10	820	1,017.90	316.6	\$ 170,800	\$ 5,228.20	88.2
13-Nov	\$ 5,887.50	\$ 1,383.20	829	1,075.50	316.6	\$ 170,800	\$ 4,456.50	79.1
13-Dec	\$ 6,447.80	\$ 1,524.60	843	1,026.20	333.7	\$ 175,700	\$ 4,625.60	68.1
14-Jan	\$ 6,599.50	\$ 1,798.70	836	1,027.70	308.4	\$ 164,300	\$ 4,992.00	56.4
14-Feb	\$ 6,524.30	\$ 1,701.70	844	1,015.20	347.6	\$ 174,000	\$ 4,982.10	63.0
14-Mar	\$ 6,514.70		864	963.60	323.2	\$ 177,900	\$ 4,666.70	76.5
14-Apr			885			\$ 179,800		79.6

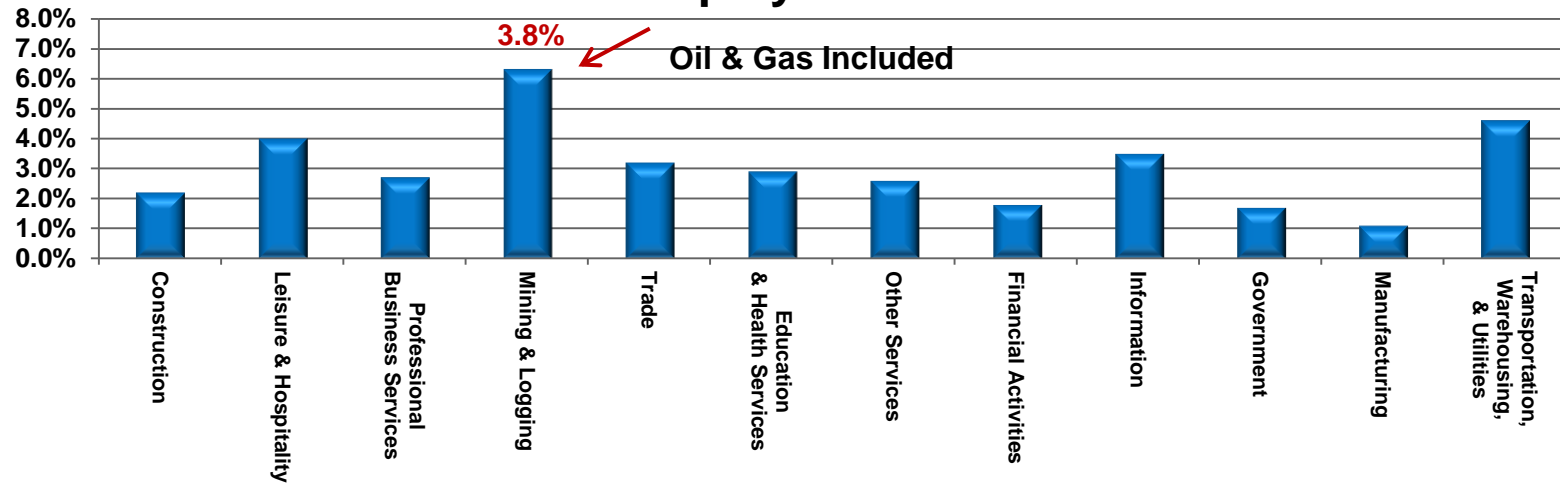
Sources: Texas Comptroller of Public Accounts (Crude Oil, Natural Gas, Motor Fuel, Auto Sales, Cigarettes) Baker-Hughes Incorporated (Active Oil & Gas Drilling Rigs) The Real Estate Center at Texas A&M University (Median Sale Price, Existing Single-family Home Sales)



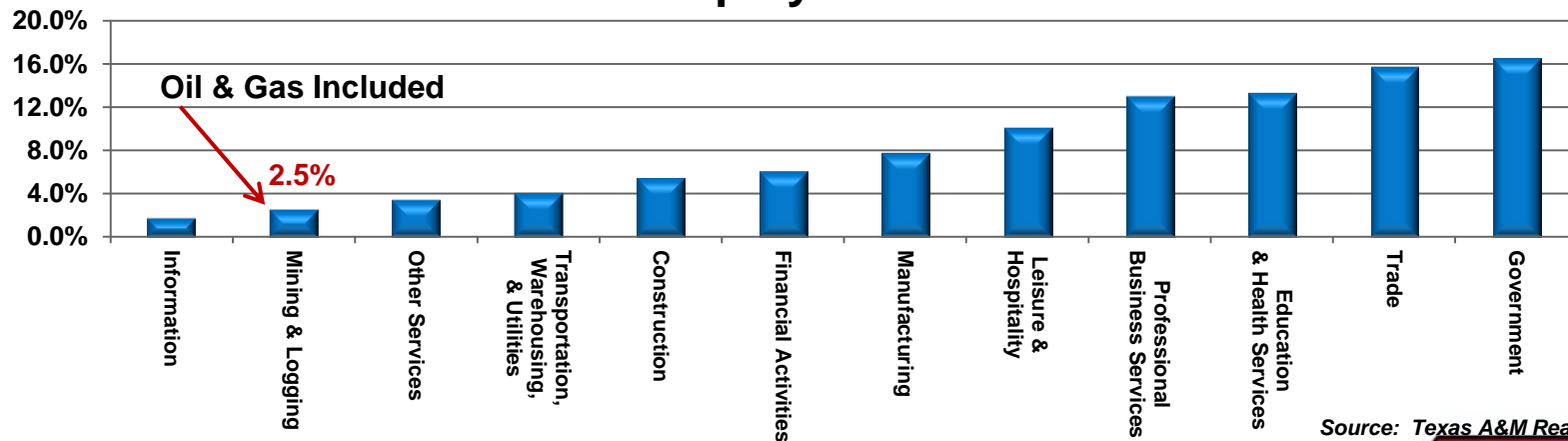


# Texas Employment by Industry (April 2013– April 2014)

## Texas Employment Growth



## Share of Employment in Texas



Source: Texas A&M Real Estate Center



# Susser Holdings Corporation Reconciliation of Net Income to EBITDA, Adjusted EBITDA and Adjusted EBITDAR

	Fiscal Year Ended					Twelve Months Ended	
	January 3, 2010	January 2, 2011	January 1, 2012	December 30, 2012	December 29, 2013	March 31, 2013	March 30, 2014
<b>Net income and comprehensive income attributable to Susser Holdings Corporation</b>	<b>\$ 2,068</b>	<b>\$ 786</b>	<b>\$ 47,457</b>	<b>\$ 46,725</b>	<b>\$ 14,331</b>	<b>\$ 47,021</b>	<b>\$ 12,740</b>
Net income and comprehensive income attributable to noncontrolling interest	39	3	14	4,572	18,473	8,678	19,414
Depreciation, amortization and accretion	44,382	43,998	47,320	51,434	61,368	53,053	64,227
Interest expense, net	38,103	64,039	40,726	41,019	47,673	40,797	40,740
Income tax expense	1,805	4,994	26,347	33,645	16,940	35,528	16,781
<b>EBITDA</b>	<b>\$ 86,397</b>	<b>\$ 113,820</b>	<b>\$ 161,864</b>	<b>\$ 177,395</b>	<b>\$ 158,785</b>	<b>\$ 185,077</b>	<b>\$ 153,902</b>
Non-cash stock based compensation	3,433	2,825	3,588	4,337	7,760	4,724	9,406
Loss on disposal of assets and impairment charges	2,402	3,193	1,220	694	2,216	1,435	2,741
Other miscellaneous expense	55	174	346	471	287	507	209
<b>Adjusted EBITDA</b>	<b>\$ 92,287</b>	<b>\$ 120,012</b>	<b>\$ 167,018</b>	<b>\$ 182,897</b>	<b>\$ 169,048</b>	<b>\$ 191,743</b>	<b>\$ 166,258</b>
Rent	36,899	42,623	45,738	46,407	47,468	46,375	47,554
<b>Adjusted EBITDAR</b>	<b>\$ 129,186</b>	<b>\$ 162,635</b>	<b>\$ 212,756</b>	<b>\$ 229,304</b>	<b>\$ 216,516</b>	<b>\$ 238,118</b>	<b>\$ 213,812</b>

# Susser Petroleum Partners Reconciliation of Net Income to EBITDA, Adjusted EBITDA and Distributable Cash Flow

	Year Ended			Three Months Ended	
	December 31, 2011	December 31, 2012	December 31, 2013	Mar 31, 2013	Mar 31, 2014
<i>Predecessor</i>					
	<i>(in thousands)</i>				
Net income	\$ 10,598	\$ 17,570	\$ 37,027	\$ 8,227	\$ 10,132
Depreciation, amortization and accretion	6,090	7,031	8,687	1,821	3,326
Interest expense, net	324	809	3,471	683	1,502
Income tax expense	6,039	5,033	440	69	7
EBITDA	23,051	30,443	49,625	10,800	14,967
Non-cash stock based compensation	707	911	1,936	405	707
Loss on disposal of assets and impairment charge	221	341	324	22	-
Adjusted EBITDA	<u>\$ 23,979</u>	<u>\$ 31,695</u>	<u>\$ 51,885</u>	<u>\$ 11,227</u>	<u>\$ 15,674</u>
Cash interest expense			3,090	587	1,406
State franchise tax expense (cash)			302	69	68
Maintenance capital expenditures			814	136	163
Distributable cash flow			<u>\$ 47,679</u>	<u>\$ 10,435</u>	<u>\$ 14,037</u>



# ENERGY TRANSFER PARTNERS

## INVESTOR CONFERENCE CALL

Acquisition of Susser Holdings Corporation

Monday, April 28<sup>th</sup>, 2014



ENERGY TRANSFER



# LEGAL DISCLAIMER

## IMPORTANT ADDITIONAL INFORMATION WILL BE FILED WITH THE SEC

In connection with the proposed business combination transaction between Energy Transfer Partners, L.P. ("ETP") and Susser Holdings Corp. ("Susser"). ETP plans to file with the U.S. Securities and Exchange Commission (the "SEC") a registration statement on Form S-4 that will contain a proxy statement/prospectus to be mailed to the Susser shareholders in connection with the proposed transaction. THE REGISTRATION STATEMENT AND THE PROXY STATEMENT/PROSPECTUS WILL CONTAIN IMPORTANT INFORMATION ABOUT ETP, SUSSEr, THE PROPOSED TRANSACTION AND RELATED MATTERS. INVESTORS AND SECURITY HOLDERS ARE URGED TO READ THE REGISTRATION STATEMENT AND THE PROXY/PROSPECTUS CAREFULLY WHEN THEY BECOME AVAILABLE. Investors and security holders will be able to obtain free copies of the registration statement and the proxy statement/prospectus and other documents filed with the SEC by ETP and Susser through the web site maintained by the SEC at [www.sec.gov](http://www.sec.gov). In addition, investors and security holders will be able to obtain free copies of the registration statement and the proxy statement/prospectus by phone, e-mail or written request by contacting the investor relations department of ETP or Susser at the following:

Energy Transfer Partners, L.P.

3738 Oak Lawn Ave.

Dallas, TX 75219

Attention: Investor Relations

Phone: (214) 981-0795

E-mail: [InvestorRelations@energytransfer.com](mailto:InvestorRelations@energytransfer.com)

Susser Holdings Corp.

4525 Ayers Street

Corpus Christi, TX 78415

Attention: Investor Relations

Phone: (361) 693-3743

E-mail: [msullivan@susser.com](mailto:msullivan@susser.com)

## PARTICIPANTS IN THE SOLICITATION

ETP and Susser, and their respective directors and executive officers, may be deemed to be participants in the solicitation of proxies in respect of the proposed transactions contemplated by the merger agreement. Information regarding directors and executive officers of ETP's general partner is contained in ETP's Form 10-K for the year ended December 31, 2013, which has been filed with the SEC. Information regarding Susser's directors and executive officers is contained in Susser's definitive proxy statement dated April 14, 2014, which is filed with the SEC. A more complete description will be available in the registration statement and the proxy statement/prospectus.

## SAFE HARBOR FOR FORWARD-LOOKING STATEMENTS

Statements in this document regarding the proposed transaction between ETP and Susser, the expected timetable for completing the proposed transaction, future financial and operating results, benefits and synergies of the proposed transaction, future opportunities for the combined company, and any other statements about ETP, Energy Transfer Equity, L.P. ("ETE"), Susser Petroleum Partners LP ("SUSP"), or Susser managements' future expectations, beliefs, goals, plans or prospects constitute forward looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Any statements that are not statements of historical fact (including statements containing the words "believes," "plans," "anticipates," "expects," estimates and similar expressions) should also be considered to be forward looking statements. There are a number of important factors that could cause actual results or events to differ materially from those indicated by such forward looking statements, including: the ability to consummate the proposed transaction; the ability to obtain the requisite regulatory approvals, Susser shareholder approval and the satisfaction of other conditions to consummation of the transaction; the ability of ETP to successfully integrate Susser's operations and employees; the ability to realize anticipated synergies and cost savings; the potential impact of announcement of the transaction or consummation of the transaction on relationships, including with employees, suppliers, customers and competitors; the ability to achieve revenue growth; national, international, regional and local economic, competitive and regulatory conditions and developments; technological developments; capital and credit markets conditions; inflation rates; interest rates; the political and economic stability of oil producing nations; energy markets, including changes in the price of certain commodities; weather conditions; environmental conditions; business and regulatory or legal decisions; the pace of deregulation of retail natural gas and electricity and certain agricultural products; the timing and success of business development efforts; terrorism; and the other factors described in the Annual Reports on Form 10-K for the year ended December 31, 2013 filed with the SEC by ETP, ETE, SUSP and Susser. ETP, ETE, and Susser disclaim any intention or obligation to update any forward looking statements as a result of developments occurring after the date of this document.





# INTRODUCTIONS

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## Speakers:

**Martin Salinas**

*Chief Financial Officer, ETP*

**Jamie Welch**

*Group Chief Financial Officer & Head of Corp. Development, ETE*

**Bob Owens**

*President & Chief Executive Officer, Sunoco*

## Participants:

**Kelcy Warren**

*Chief Executive Officer & Chairman, ETP*

**Sam L. Susser**

*Chairman & Chief Executive Officer, SUSS/SUSP*



## TRANSACTION TERMS

- Energy Transfer Partners, L.P. (“ETP”) will acquire 100% of Susser Holdings Corp. (“SUSS”) outstanding common stock for a total consideration of approximately \$1.8 billion
- Acquisition of SUSS shares funded with ETP common units (50%) and cash (50%)
  - On a 50/50 basis, consideration per share consists of \$40.125 cash and 0.7253x ETP common units
- SUSS shareholders can elect cash, ETP common units or a mix of cash and ETP common units, subject to proration
- ~\$300 million of drawn borrowings under existing SUSS credit facility will be refinanced
- Energy Transfer Equity, L.P. (“ETE”) to provide a GP subsidy of \$35 million per annum for 10 years subject to earlier termination in the event the Susser Petroleum Partners LP (“SUSP”) GP/IDRs held by ETP are exchanged for ETP common units held by ETE
- SUSP will remain a separate, publicly-traded MLP
- Transaction is expected to close in 3Q 2014, subject to SUSS shareholder and customary regulatory approvals

**Transaction offers compelling value to SUSS shareholders  
and significant immediate value potential for ETP**



# TRANSACTION MATRIX

## Action Plan

- Full integration is expected to take place in several steps:
  - Acquisition of SUSD
  - Distribute SUSD GP / IDR interests directly to ETP
  - Drop down of existing ETP and SUSD retail businesses into SUSD in a series of synchronized drop down transactions
  - Exchange SUSD GP/IDRs held by ETP for ETP units held by ETE
- Provides a structure for the complete separation of the retail business from ETP

## Compelling Synergies

- Tangible value creation for Susser retail business through Sunoco's tremendous fuel sourcing capabilities
- Creates immediate operating, procurement, capital, and systems synergies with minimal upfront investment
- Ability to leverage the iconic Sunoco brand while also continuing to geographically expand the overall "Stripes" brand
- Likely to offer significant additional business opportunities through the creation of a best-in-class retail platform

**We strive to  
build on  
and create  
long-term,  
accretive  
value for our  
unitholders**

## Why Susser?

- Susser's business model capitalizes on the strong economy and favorable demographic trends in Texas and surrounding states
- Ability to leverage Susser's demonstrated retail and merchandising excellence
- Susser's retail expansion for 2014/2015 is real and tangible
  - Highly visible in-house "land bank" of attractive retail locations
- Strong management team with a remarkable track record of sustained earnings growth
- Opportunity to make SUSD a captive "drop down vehicle"
  - SUSD's 5.3% yield and 1.2x DCF coverage ratio provides an attractive cost of capital to continue to grow the retail business

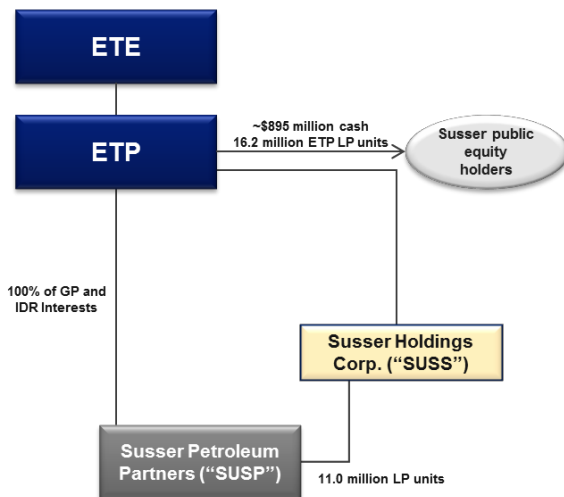
## Tangible Results

- Significantly diversifies our retail business geographically and by source of revenue
- Expected to be immediately cashflow accretive to ETP
- ETP credit impact is expected to be neutral while drop downs provide long-term deleveraging benefits
- Drop downs accelerate IDR cashflow into high splits, thereby increasing cashflow to ETP and enhancing overall GP/IDR valuation for likely exchange with ETE



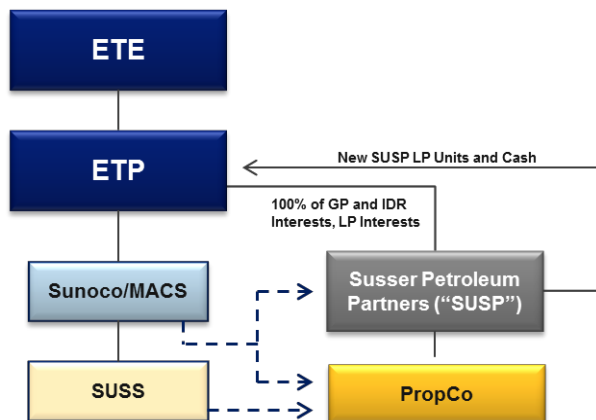
# ILLUSTRATIVE TRANSACTION SUMMARY

## Step 1: ETP acquires Susser Holdings



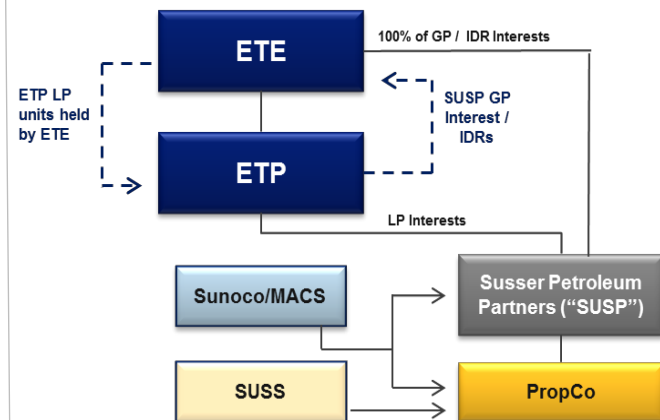
- ETP acquires 100% of Susser for \$80.25 per share
  - ~\$895mm of cash (50%)
  - 16.2 mm ETP LP units (50%)
- ETE to provide an annual \$35mm IDR subsidy for up to 10 years
- Closing expected in 3Q 2014
- SUSP GP/IDRs distributed to ETP

## Step 2: Dropdown of all retail assets to SUSP



- Over time, ETP's retail assets contributed to SUSP in exchange for new SUSP LP units and cash
  - PropCo is an existing corporate subsidiary of SUSP that houses stores acquired from SUSS
- SUSP will remain an independent publicly listed company on the NYSE
- Incremental SUSP units used as consideration for drop downs and higher SUSP distributions will grow IDR distributions to ETP
- Cash proceeds to ETP will be used to repay outstanding ETP debt and fund new growth
- Transactions not yet approved
  - Requires Conflicts Committee approvals

## Step 3: SUSP GP and IDR interests moved to ETE

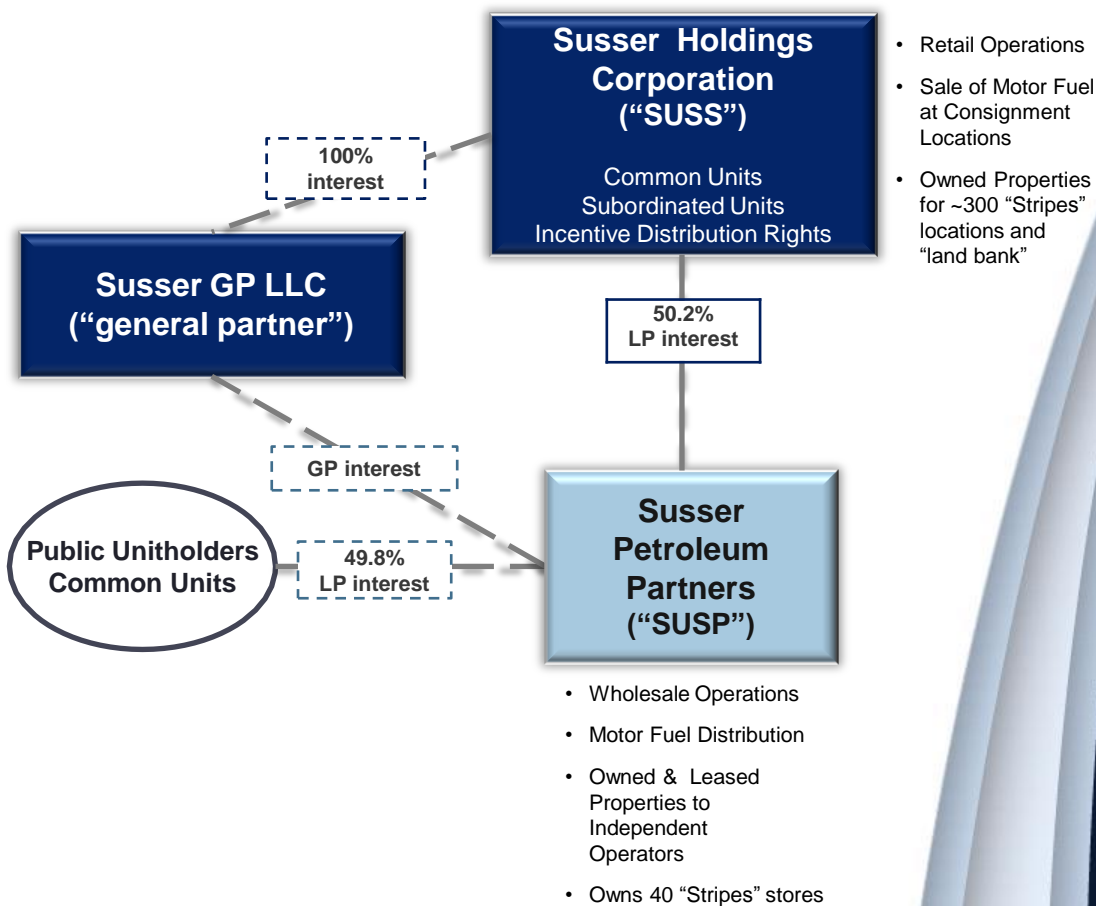


- ETP distributes SUSP GP and IDR interests to ETE in exchange for ETP LP units currently held by ETE
- Transaction not yet approved
  - Requires Conflicts Committee approvals
- SUSP LP units to be monetized over time similar to strategy utilized for AmeriGas units held by ETP

**Our overall retail business strategy is expected to take place in several steps**



# SUSSER BUSINESS OVERVIEW

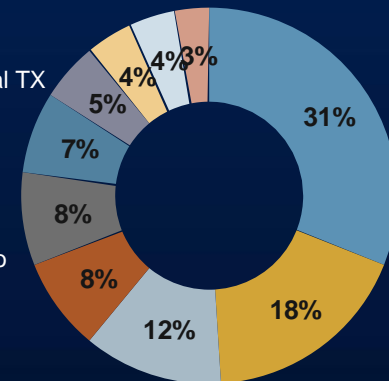


## One of Largest Combined Retail / Wholesale Footprints in the Fast Growing Southwest

C-Stores	630
Contracted Dealers	616
Commercial Customers	1,800
Gallons Supplied (billions)	1.6

## One of the Largest Non-Refiner Distributors of Motor Fuel in Texas

- Rio Grande Valley
- Corpus Christi
- San Angelo / Central TX
- Laredo
- Lubbock
- Midland / Odessa
- Eastern New Mexico
- Texoma
- Houston
- Victoria







## COMBINATION OF TWO HIGHLY COMPLEMENTARY BUSINESSES WILL CREATE A STRONGER AND MORE DIVERSIFIED RETAIL PLATFORM

### Sunoco

- Established East Coast and Southeast presence with over 5,000 branded sites, and significant fee and leasehold interests
- Strategic expertise in supply & trading and retail marketing
- Iconic brand with strong sponsorship presence
- Demonstrated capability to operate multiple brands and in multiple channels
- Track record of strong operations and capital management

### Susser

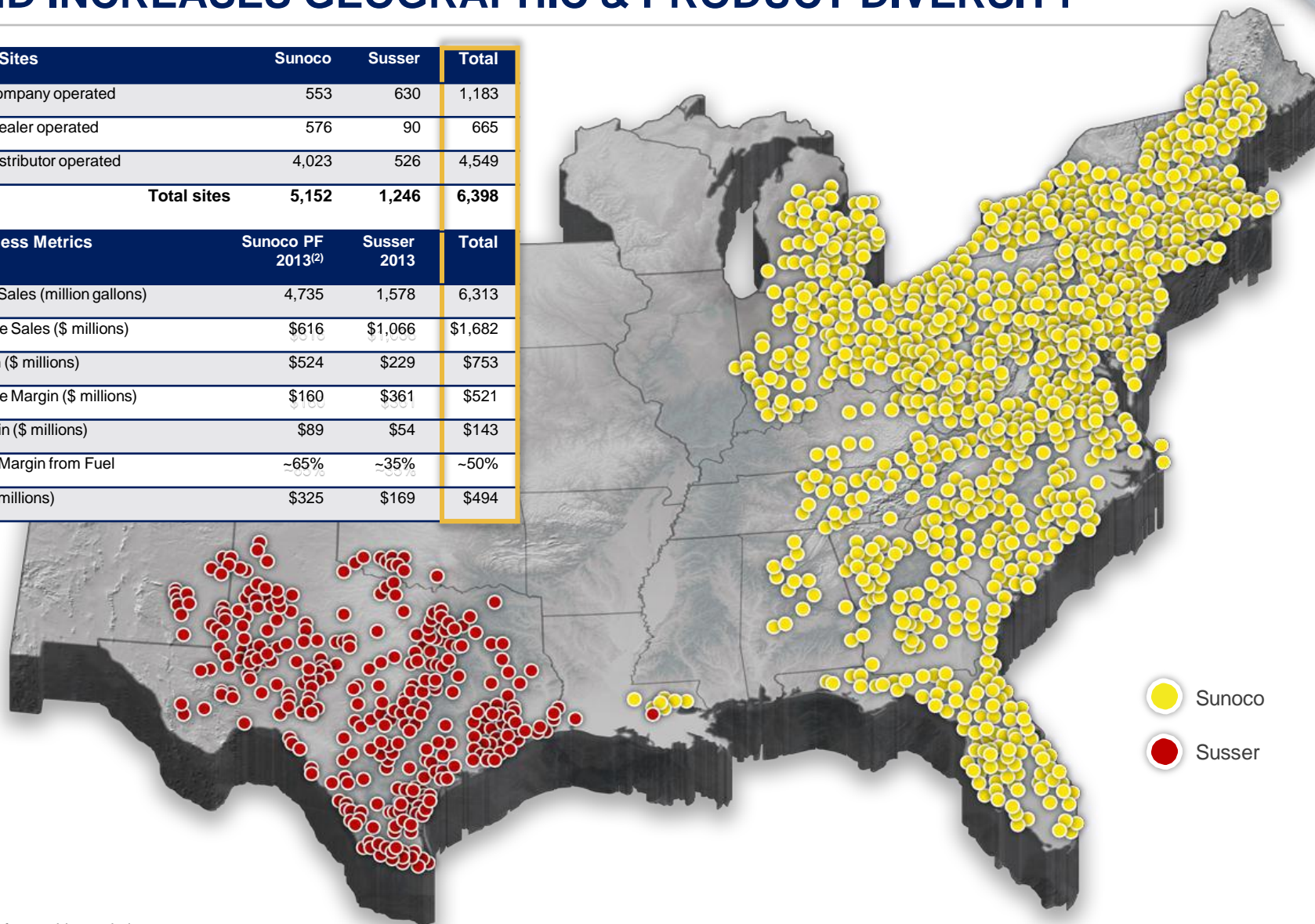
- One of the largest retail/wholesale footprints in the fast growing Southwest capitalizing on the Stripes brand
- Strong financial position and track record for same store sales growth
- Successful restaurant program of fresh food prepared onsite that attracts customers to retail stores
- In-house “land bank” of attractive retail store locations owned or under option, which provides pipeline for continued store development and growth

**Combined company will leverage the experience of management to integrate the expertise of the two companies**



# COMBINATION PROVIDES SIGNIFICANT SCALE AND INCREASES GEOGRAPHIC & PRODUCT DIVERSITY

Operated Sites	Sunoco	Susser	Total
Owned <sup>(1)</sup> , company operated	553	630	1,183
Owned <sup>(1)</sup> , dealer operated	576	90	665
Dealer & Distributor operated	4,023	526	4,549
<b>Total sites</b>	<b>5,152</b>	<b>1,246</b>	<b>6,398</b>
Key Business Metrics	Sunoco PF 2013 <sup>(2)</sup>	Susser 2013	Total
Motor Fuel Sales (million gallons)	4,735	1,578	6,313
Merchandise Sales (\$ millions)	\$616	\$1,066	\$1,682
Fuel Margin (\$ millions)	\$524	\$229	\$753
Merchandise Margin (\$ millions)	\$160	\$361	\$521
Other Margin (\$ millions)	\$89	\$54	\$143
% of Retail Margin from Fuel	~65%	~35%	~50%
EBITDA (\$ millions)	\$325	\$169	\$494



<sup>(1)</sup> Includes both fee and leased sites

<sup>(2)</sup> 2013 pro forma for full year of MACS acquisition, except for EBITDA which reflects actual results



## INTEGRATION CONSIDERATIONS

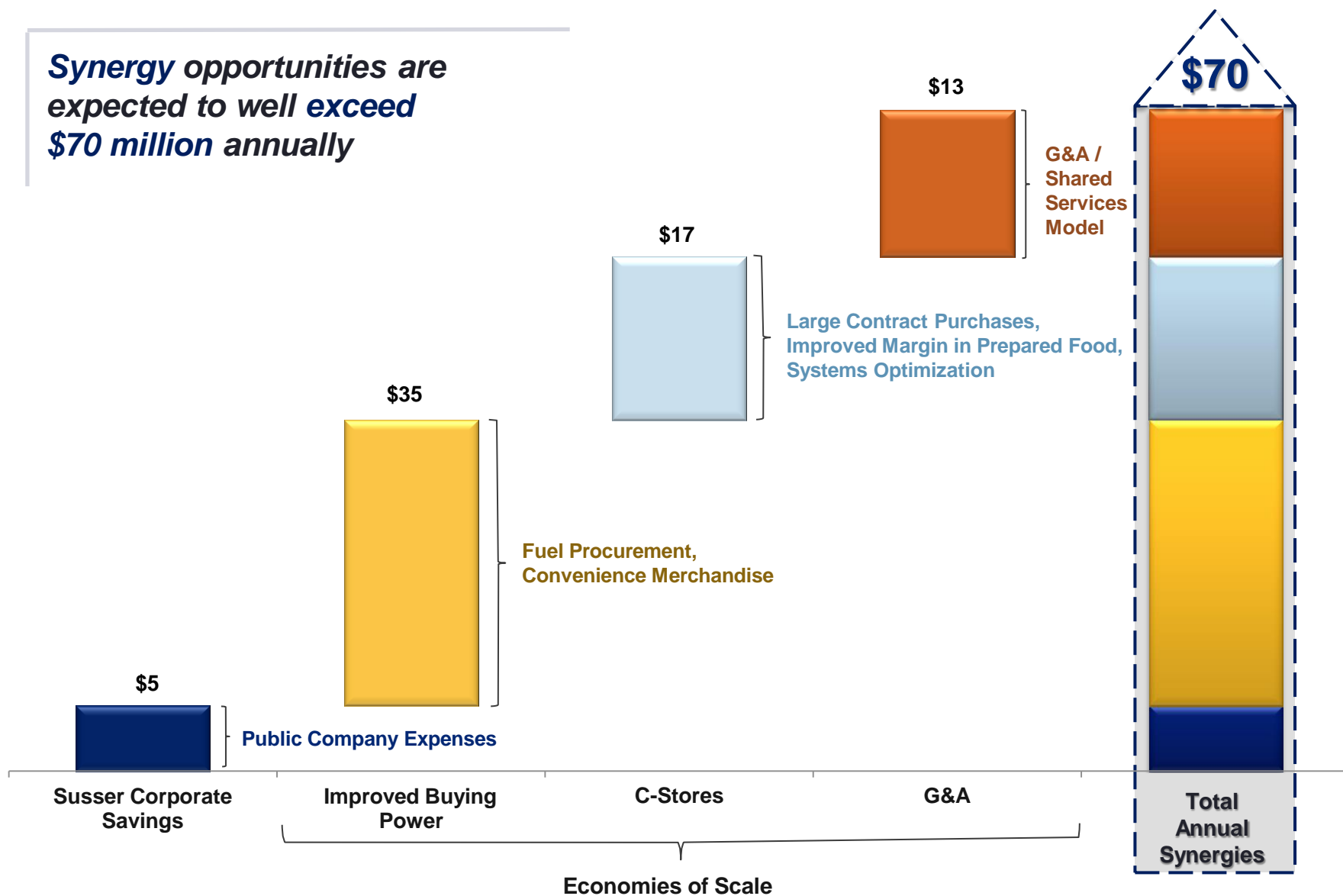
- Achieve buying power synergies related to fuel, convenience merchandise and other procurement activities
  - Sunoco will be able to capitalize on its fuel sourcing expertise over a much larger portfolio
- The addition of Susser to the Sunoco network broadens Sunoco's geographic footprint and creates a portfolio of strong fuel brands and C-Store models to deploy optimally, with the strong capital and operating discipline that has allowed both Sunoco and Susser to generate sustained earnings growth over time
  - Entry of the Sunoco brand into Texas and neighboring states presents opportunities for additional margins through expansion of dealer and distributor channels
  - Expansion of the Stripes business into adjacent states
- The combination will also create immediate shared service synergies
  - Improved economies of scale
  - Information technology systems cost savings
  - Operational synergies related to personnel

**The transaction will create a stronger, more diversified retail platform while providing a structure for the complete separation of the retail business from ETP**



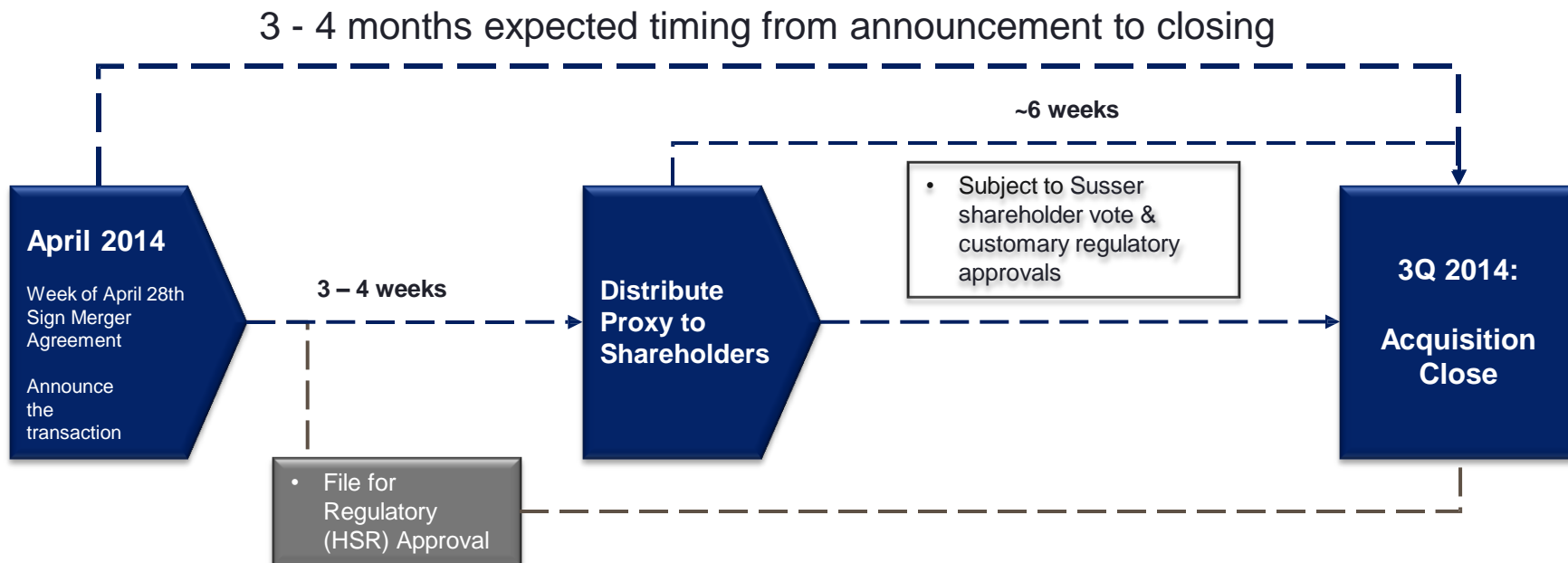
# SIGNIFICANT, TANGIBLE ANNUAL SYNERGIES HAVE BEEN IDENTIFIED

*Synergy opportunities are expected to well exceed \$70 million annually*





## TIMING AND STEPS



**Integration plan to go into effect immediately after close**





## CONCLUSION

- “Smart” transaction for ETP
  - Anticipated drop downs of the existing Sunoco and Susser retail businesses into SUSP provide a clear path for ETP to segregate the retail business into a dedicated vehicle with its own independent access to capital to support its growth strategy
  - Expected drop downs would generate significant cash proceeds to ETP over the next several years, further strengthening ETP credit metrics
  - An exchange of SUSP GP/IDRs held by ETP for ETP common units held by ETE, combined with the eventual monetization of SUSP units would allow ETP to fully exit the retail business in a highly accretive manner
- Compelling retail combination
  - The high growth markets in Texas & neighboring states are highly complementary to Sunoco's established East Coast and Southeast presence
  - Significant commercial/operational synergies created by combining retail operations
  - A powerful platform for future growth while creating a more diversified cashflow profile
- Transaction is accretive to DCF per unit for ETP and expected to be credit neutral
  - Level of cashflow accretion is expected to increase as the overall action plan is executed
  - Cash proceeds from subsequent drop downs allows for de-leveraging and capital for new growth

**The transaction will create a stronger, more diversified retail platform while providing a structure for the complete separation of the retail business from ETP**