

# Second Quarter 2020 Investor Fact Sheet



**About Global Partners LP** – With approximately 1,550 locations primarily in the Northeast, Global Partners is one of the region’s largest independent owners, suppliers and operators of gasoline stations and convenience stores. Global also owns, controls or has access to one of the largest terminal networks in New England and New York, through which it distributes gasoline, distillates, residual oil and renewable fuels to wholesalers, retailers and commercial customers. In addition, Global engages in the transportation of petroleum products and renewable fuels by rail from the mid-continental U.S. and Canada. Global, a master limited partnership, trades on the New York Stock Exchange under the ticker symbol “GLP.”



## COVID-19 RESPONSE

Prioritizing the **health and safety** of our employees, guests, customers and suppliers

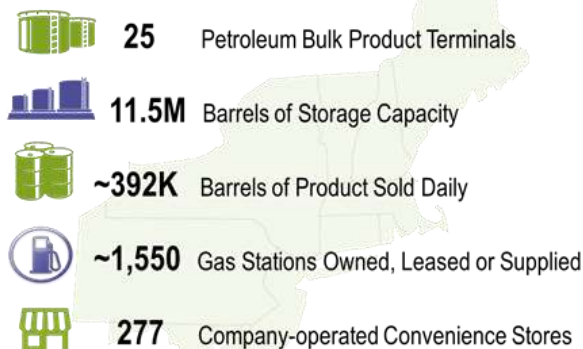
Providing **essential products and services** across our stores, stations and terminals

### Our Perspective (as of 8/6/2020):

- Slight uptick in transportation fuels volumes, customer counts and convenience store sales as businesses throughout our region have reopened
- Business activity is still below pre-pandemic levels
  - Retail gas volume down mid-teens on a percentage basis in July 2020 vs. July 2019
  - Convenience store sales down less than 10% in July 2020 vs. July 2019
- Uncertainty about extent and duration of COVID-19 makes it difficult to forecast demand

We believe that our integrated business model, diversified product portfolio and versatile asset base provide us with operating and financial flexibility

## GLOBAL BY THE NUMBERS (as of June 30, 2020)



## BUSINESS OVERVIEW

### Wholesale



- **Bulk purchase, movement, storage and sale of:**
  - Gasoline and gasoline blendstocks
  - Other oils and related products:
    - Distillates, residual oil, propane and biofuel
  - Crude oil
- **Customers**
  - Branded and unbranded gasoline distributors
  - Home heating oil retailers and wholesale distributors
  - Integrated oil companies

### Gasoline Distribution & Station Operations



- **Retail gasoline sales**
  - Branded and unbranded
- **Rental income from:**
  - Dealers
  - Commissioned agents
  - Co-branding arrangements
- **Sales to retail customers of:**
  - Convenience store items
  - Car wash services
  - Fresh-made and prepared foods
- **Alltown, Alltown Fresh, Jiffy Mart, T-Bird and Xtra Mart stores**
- **Customers**
  - Station operators
  - Gasoline jobbers
  - Retail customers

### Commercial



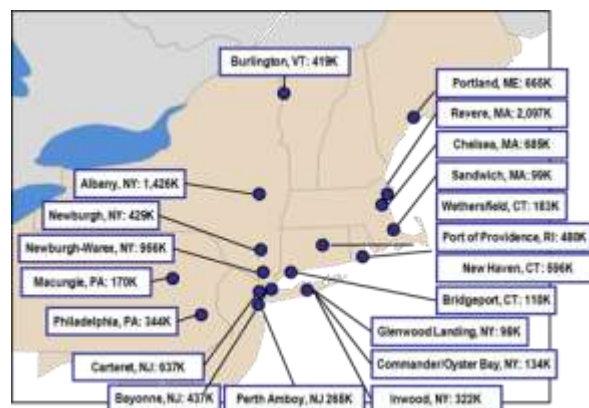
- **Sales and deliveries to end user customers of:**
  - Unbranded gasoline
  - Heating oil, kerosene, diesel and residual fuel
  - Bunker fuel
- **Customers**
  - Government agencies
  - States, towns, municipalities
  - Large commercial clients
  - Shipping companies

## Retail Locations



## Northeast Terminal Locations

10.5 million bbls of terminal capacity in the Northeast  
(Data as of 6/30/20)



Amounts in barrels

## SELECT FINANCIAL DATA (\$ in millions)

	Q2 2019	Q2 2020
Product margin <sup>(1)</sup>	\$188.0	\$260.1
Gross profit	\$167.1	\$240.0
Net income attributable to GLP	\$14.5	\$76.3
EBITDA <sup>(1)</sup>	\$64.0	\$125.7
Adjusted EBITDA <sup>(1)</sup>	\$62.8	\$126.6
Maintenance capex	\$13.1	\$5.5
DCF <sup>(1)</sup>	\$28.1	\$95.8

<sup>(1)</sup>Non-GAAP Measures: Product margin, EBITDA, Adjusted EBITDA and DCF (Distributable Cash Flow) are non-GAAP (Generally Accepted Accounting Principles) financial measures that are explained in greater detail on page three under "Use of Non-GAAP Financial Measures." A reconciliation of the non-GAAP measures to their most directly comparable GAAP measures can be found in the accompanying tables.

## BALANCE SHEET DATA (\$ in millions) (Unaudited)

	June 30, 2020	December 31, 2019
Total current assets	\$769.0	\$1,004.5
Total assets	\$2,522.3	\$2,808.4
Total liabilities	\$2,013.8	\$2,349.2
Total partners' equity	\$508.5	\$459.2

## ANALYST COVERAGE

<b>Barclays</b> Theresa Chen	<b>Stifel Nicolaus</b> Selman Akyol
<b>Raymond James</b> Justin Jenkins	<b>Wells Fargo Securities</b> Ned Baramov

## EXECUTIVE MANAGEMENT

**Eric Slifka\***  
President, CEO and Vice Chairman

**Daphne H. Foster\***  
Chief Financial Officer and Director

**Mark Romaine**  
Chief Operating Officer

**Andrew Slifka\***  
EVP and Director

**Edward J. Faneuil**  
EVP, General Counsel and Secretary

**Matthew Spencer**  
Chief Accounting Officer

\* Member of the Board of Directors of the Partnership's general partner, Global GP LLC

## Investor Relations Contact:

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Sharon Merrill Associates  
(617) 542-5300  
glp@investorrelations.com

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## Use of Non-GAAP Financial Measures

### Product Margin

Global Partners views product margin as an important performance measure of the core profitability of its operations. The Partnership reviews product margin monthly for consistency and trend analysis. Global Partners defines product margin as product sales minus product costs. Product sales primarily include sales of unbranded and branded gasoline, distillates, residual oil, renewable fuels, crude oil, propane, as well as convenience store sales, gasoline station rental income and revenue generated from logistics activities when the Partnership engages in the storage, transloading and shipment of products owned by others. Product costs include the cost of acquiring the refined petroleum products, renewable fuels, crude oil, propane and all associated costs including shipping and handling costs to bring such products to the point of sale as well as product costs related to convenience store items and costs associated with logistics activities. The Partnership also looks at product margin on a per unit basis (product margin divided by volume). Product margin is a non-GAAP financial measure used by management and external users of the Partnership's consolidated financial statements to assess its business. Product margin should not be considered an alternative to net income, operating income, cash flow from operations, or any other measure of financial performance presented in accordance with GAAP. In addition, product margin may not be comparable to product margin or a similarly titled measure of other companies.

### EBITDA and Adjusted EBITDA

EBITDA and Adjusted EBITDA are non-GAAP financial measures used as supplemental financial measures by management and may be used by external users of Global Partners' consolidated financial statements, such as investors, commercial banks and research analysts, to assess the Partnership's:

- compliance with certain financial covenants included in its debt agreements;
- financial performance without regard to financing methods, capital structure, income taxes or historical cost basis;
- ability to generate cash sufficient to pay interest on its indebtedness and to make distributions to its partners;
- operating performance and return on invested capital as compared to those of other companies in the wholesale, marketing, storing and distribution of refined petroleum products, gasoline blendstocks, renewable fuels, crude oil and propane, and in the gasoline stations and convenience stores business, without regard to financing methods and capital structure; and
- viability of acquisitions and capital expenditure projects and the overall rates of return of alternative investment opportunities.

Adjusted EBITDA is EBITDA further adjusted for gains or losses on the sale and disposition of assets and goodwill and long-lived asset impairment charges. EBITDA and Adjusted EBITDA should not be considered as alternatives to net income, operating income, cash flow from operating activities or any other measure of financial performance or liquidity presented in accordance with GAAP. EBITDA and Adjusted EBITDA exclude some, but not all, items that affect net income, and these measures may vary among other companies. Therefore, EBITDA and Adjusted EBITDA may not be comparable to similarly titled measures of other companies.

### Distributable Cash Flow

Distributable cash flow is an important non-GAAP financial measure for the Partnership's limited partners since it serves as an indicator of success in providing a cash return on their investment. Distributable cash flow as defined by the Partnership's partnership agreement is net income plus depreciation and amortization minus maintenance capital expenditures, as well as adjustments to eliminate items approved by the audit committee of the board of directors of the Partnership's general partner that are extraordinary or non-recurring in nature and that would otherwise increase distributable cash flow. Distributable cash flow as used in our partnership agreement also determines our ability to make cash distributions on our incentive distribution rights. The investment community also uses a distributable cash flow metric similar to the metric used in our partnership agreement with respect to publicly traded partnerships to indicate whether or not such partnerships have generated sufficient earnings on a current or historic level that can sustain distributions on preferred or common units or support an increase in quarterly cash distributions on common units. Our partnership agreement does not permit adjustments for certain non-cash items, such as net losses on the sale and disposition of assets and goodwill and long-lived asset impairment charges. Distributable cash flow should not be considered as an alternative to net income, operating income, cash flow from operations, or any other measure of financial performance presented in accordance with GAAP. In addition, distributable cash flow may not be comparable to distributable cash flow or similarly titled measures of other companies.

### Forward-Looking Statements

*Certain statements and information in this fact sheet may constitute "forward-looking statements." The words "believe," "expect," "anticipate," "plan," "intend," "foresee," "should," "would," "could" or other similar expressions are intended to identify forward-looking statements, which are generally not historical in nature. These forward-looking statements are based on Global Partners' current expectations and beliefs concerning future developments and their potential effect on the Partnership. While management believes that these forward-looking statements are reasonable as and when made, there can be no assurance that future developments affecting the Partnership will be those that it anticipates. All comments concerning the Partnership's expectations for future revenues and operating results and otherwise are based on forecasts for its existing operations and do not include the potential impact of any future acquisitions. Forward-looking statements involve significant risks and uncertainties (some of which are beyond the Partnership's control) including, without limitation, the impact and duration of the COVID-19 pandemic, uncertainty around the timing of an economic recovery in the United States which will impact the demand for the products we sell and the services we provide, uncertainty around the impact of the COVID-19 pandemic to our counterparties and our customers and their corresponding ability to perform their obligations and/or utilize the products we sell and/or services we provide, uncertainty around the impact and duration of federal, state and municipal regulations related to the COVID-19 pandemic, and assumptions that could cause actual results to differ materially from the Partnership's historical experience and present expectations or projections. For additional information regarding known material factors that could cause actual results to differ from the Partnership's projected results, please see Global Partners' filings with the SEC, including its Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. Readers are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date thereof. The Partnership undertakes no obligation to publicly update or revise any forward-looking statements after the date they are made, whether as a result of new information, future events or otherwise.*

# Second Quarter 2020 Investor Fact Sheet



**GLOBAL PARTNERS LP**  
**FINANCIAL RECONCILIATIONS**  
(In thousands)  
(Unaudited)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2020	2019	2020	2019
<b>Reconciliation of gross profit to product margin</b>				
Wholesale segment:				
Gasoline and gasoline blendstocks	\$ 57,779	\$ 29,384	\$ 66,923	\$ 56,374
Crude oil	9,203	(798)	4,733	(7,024)
Other oils and related products	44,523	9,415	44,733	23,495
Total	111,505	38,001	116,389	72,845
Gasoline Distribution and Station Operations segment:				
Gasoline distribution	96,770	87,874	204,000	175,299
Station operations	48,801	57,552	97,442	108,512
Total	145,571	145,426	301,442	283,811
Commercial segment	3,003	4,546	8,918	11,004
Combined product margin	260,079	187,973	426,749	367,660
Depreciation allocated to cost of sales	(20,132)	(20,830)	(41,064)	(43,673)
Gross profit	\$ 239,947	\$ 167,143	\$ 385,685	\$ 323,987
<b>Reconciliation of net income to EBITDA and Adjusted EBITDA</b>				
Net income	\$ 75,973	\$ 14,371	\$ 79,048	\$ 21,165
Net loss attributable to noncontrolling interest	289	118	490	450
Net income attributable to Global Partners LP	76,262	14,489	79,538	21,615
Depreciation and amortization, excluding the impact of noncontrolling interest	24,779	25,977	50,447	53,912
Interest expense, excluding the impact of noncontrolling interest	21,089	23,066	42,690	46,022
Income tax expense (benefit)	3,528	438	(2,341)	462
EBITDA	125,658	63,970	170,334	122,011
Net gain on sale and disposition of assets	(811)	(1,128)	(68)	(575)
Long-lived asset impairment	1,724	-	1,724	-
Adjusted EBITDA	\$ 126,571	\$ 62,842	\$ 171,990	\$ 121,436
<b>Reconciliation of net cash provided by (used in) operating activities to EBITDA and Adjusted EBITDA</b>				
Net cash provided by (used in) operating activities	\$ 24,086	\$ 53,545	\$ 162,003	\$ (33,492)
Net changes in operating assets and liabilities and certain non-cash items	76,767	(13,069)	(32,300)	108,967
Net cash from operating activities and changes in operating assets and liabilities attributable to noncontrolling interest	188	(10)	282	52
Interest expense, excluding the impact of noncontrolling interest	21,089	23,066	42,690	46,022
Income tax expense (benefit)	3,528	438	(2,341)	462
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Net gain on sale and disposition of assets	(811)	(1,128)	(68)	(575)
Long-lived asset impairment	1,724	-	1,724	-
Adjusted EBITDA	\$ 126,571	\$ 62,842	\$ 171,990	\$ 121,436
<b>Reconciliation of net income to distributable cash flow</b>				
Net income	\$ 75,973	\$ 14,371	\$ 79,048	\$ 21,165
Net loss attributable to noncontrolling interest	289	118	490	450
Net income attributable to Global Partners LP	76,262	14,489	79,538	21,615
Depreciation and amortization, excluding the impact of noncontrolling interest	24,779	25,977	50,447	53,912
Amortization of deferred financing fees and senior notes discount	1,306	1,600	2,567	3,327
Amortization of routine bank refinancing fees	(985)	(890)	(1,925)	(1,912)
Maintenance capital expenditures, excluding the impact of noncontrolling interest	(5,546)	(13,060)	(12,826)	(21,066)
Distributable cash flow (1)(2)	95,816	28,116	117,801	55,876
Distributions to Series A preferred unitholders (3)	(1,682)	(1,682)	(3,364)	(3,364)
Distributable cash flow after distributions to Series A preferred unitholders	\$ 94,134	\$ 26,434	\$ 114,437	\$ 52,512
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(1) As defined by the Partnership's partnership agreement, distributable cash flow is not adjusted for certain non-cash items, such as net losses on the sale and disposition of assets and goodwill and long-lived asset impairment charges.

(2) Distributable cash flow includes a net gain on sale and disposition of assets of \$0.8 million and \$1.1 million for the three months ended June 30, 2020 and 2019, respectively, and \$0.1 million and \$0.6 million for the six months ended June 30, 2020 and 2019, respectively. Distributable cash flow for each of the three and six months ended June 30, 2020 includes a \$1.7 million long-lived asset impairment charge. Excluding the net gain on sale and disposition of assets and the impairment charge, distributable cash flow would have been \$96.7 million and \$27.0 million for the three months ended June 30, 2020 and 2019, respectively, and \$119.4 million and \$55.3 million for the six months ended June 30, 2020.

(3) Distributions to Series A preferred unitholders represent the distributions payable to the preferred unitholders during the period. Distributions on the Series A Preferred Units are cumulative and payable quarterly in arrears on February 15, May 15, August 15 and November 15 of each year.