

# Third-Quarter 2021 Investor Fact Sheet



**About Global Partners LP** – With approximately 1,600 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.”



## INVESTMENT HIGHLIGHTS

- **Successful history of acquiring, integrating and operating terminal and retail fuel assets**
- **Operational expertise and scale enable us to realize significant operational synergies and cost benefits**
- **Vertically integrated business model drives volume and margin enhancement**
- **Solid balance sheet**

## GLOBAL BY THE NUMBERS (as of September 30, 2021)



## 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
  - Renewable diesel
- **Customers**
  - Branded and unbranded gasoline distributors
  - Home heating oil retailers and wholesale distributors
  - Integrated oil companies

### Gasoline Distribution & Station Operations



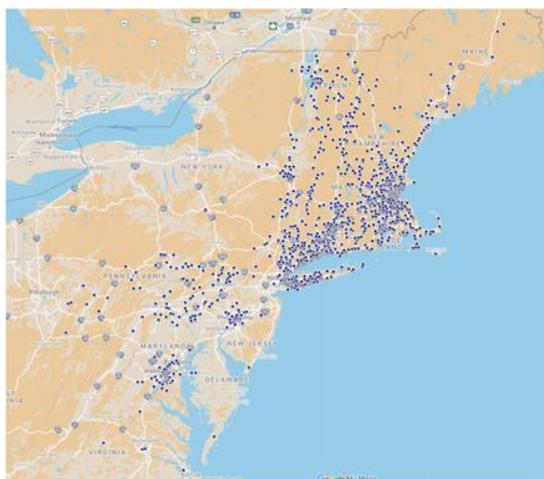
- **Retail gasoline sales**
  - Branded and unbranded
- **Rental income from:**
  - Dealers
  - Commissioned agents
  - Co-branding arrangements
- **Sales to retail customers of:**
  - Convenience store items
  - Car wash services
  - Fresh-made and prepared foods
- **Alltown, Alltown Fresh™, Jiffy Mart,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

### Commercial



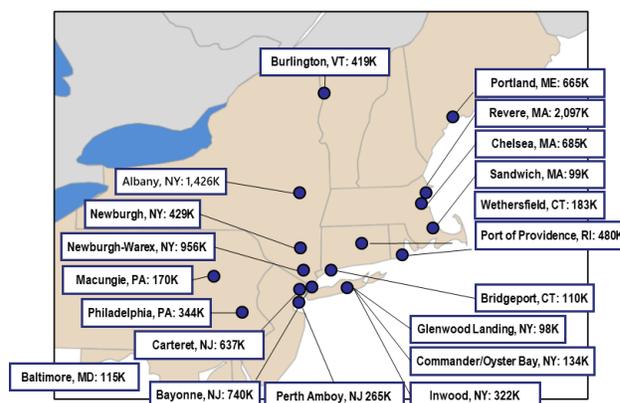
- **Sales and deliveries to end user customers of:**
  - Unbranded gasoline
  - Heating oil, kerosene, diesel and residual fuel
  - Bunker fuel
- **Customers**
  - Government agencies
  - States, towns, municipalities
  - Large commercial clients
  - Shipping companies

## Retail Locations



## Northeast Terminal Locations

10.9 million bbls of terminal capacity in the Northeast  
(Data as of 9/30/21)



Amounts in barrels

## SELECT FINANCIAL DATA (\$ in millions)

	Q3 2021	Q3 2020
Product margin <sup>(1)</sup>	\$223.9	\$189.3
Gross profit	\$203.1	\$169.2
Net income attributable to GLP	\$33.6	\$18.2
EBITDA <sup>(1)(2)</sup>	\$79.4	\$65.0
Adjusted EBITDA <sup>(1)(2)</sup>	\$79.2	\$65.9
Maintenance capex	\$9.8	\$12.0
DCF <sup>(1)(2)</sup>	\$49.7	\$31.3

<sup>(1)</sup> Please refer to Page 4 for reconciliations of non-GAAP measures.

<sup>(2)</sup> Includes a \$3.1 million expense for Q3 2021 for compensation resulting from the retirement of the Partnership's former chief financial officer in August of 2021.

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

	September 30, 2021	December 31, 2020
Total current assets	\$924.2	\$781.4
Total assets	\$2,677.0	\$2,540.5
Total liabilities	\$2,143.0	\$2,045.0
Total partners' equity	\$534.0	\$495.5

## EXECUTIVE MANAGEMENT

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

**Gregory B. Hanson**  
Chief Financial Officer

**Mark Romaine**  
Chief Operating Officer

**Sean T. Geary**  
Acting General Counsel, Secretary and Vice President – Mergers & Acquisitions

**Matthew Spencer**  
Chief Accounting Officer

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

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Sharon Merrill Associates  
(857) 383-2409  
glp@investorrelations.com

## Analyst Coverage

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

## 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 and crude oil, 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 products 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, although not all forward-looking statements contain such identifying words. These forward-looking statements are based on Global's 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. 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 that 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's 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 hereof. Global 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.*

# Third-Quarter 2021 Investor Fact Sheet



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

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2021	2020	2021	2020
<b>Reconciliation of gross profit to product margin</b>				
Wholesale segment: (1)				
Gasoline and gasoline blendstocks	\$ 22,458	\$ 17,136	\$ 62,379	\$ 84,966
Crude oil	(2,814)	(2,729)	(10,662)	2,004
Other oils and related products	22,625	14,523	54,580	59,414
Total	42,269	28,930	106,297	146,384
Gasoline Distribution and Station Operations segment:				
Gasoline distribution	112,446	101,405	294,001	305,405
Station operations	65,269	57,462	176,567	154,904
Total	177,715	158,867	470,568	460,309
Commercial segment (1)	3,916	1,545	10,807	9,398
Combined product margin	223,900	189,342	587,672	616,091
Depreciation allocated to cost of sales	(20,842)	(20,101)	(61,537)	(61,165)
Gross profit	\$ 203,058	\$ 169,241	\$ 526,135	\$ 554,926
<b>Reconciliation of net income to EBITDA and Adjusted EBITDA</b>				
Net income	\$ 33,637	\$ 18,192	\$ 41,479	\$ 97,240
Net loss attributable to noncontrolling interest	-	38	-	528
Net income attributable to Global Partners LP	33,637	18,230	41,479	97,768
Depreciation and amortization	25,692	24,745	76,172	75,192
Interest expense	19,660	19,854	60,339	62,544
Income tax expense (benefit)	386	2,136	789	(205)
EBITDA (2)	79,375	64,965	178,779	235,299
Net (gain) loss on sale and disposition of assets	(192)	691	(675)	623
Long-lived asset impairment	-	203	188	1,927
Adjusted EBITDA (2)	\$ 79,183	\$ 65,859	\$ 178,292	\$ 237,849
<b>Reconciliation of net cash provided by operating activities to EBITDA and Adjusted EBITDA</b>				
Net cash provided by operating activities	\$ 152,615	\$ 88,286	\$ 99,057	\$ 250,289
Net changes in operating assets and liabilities and certain non-cash items	(93,286)	(45,321)	18,594	(77,621)
Net cash from operating activities and changes in operating assets and liabilities attributable to noncontrolling interest	-	10	-	292
Interest expense	19,660	19,854	60,339	62,544
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Long-lived asset impairment	-	203	188	1,927
Adjusted EBITDA (2)	\$ 79,183	\$ 65,859	\$ 178,292	\$ 237,849
<b>Reconciliation of net income to distributable cash flow</b>				
Net income	\$ 33,637	\$ 18,192	\$ 41,479	\$ 97,240
Net loss attributable to noncontrolling interest	-	38	-	528
Net income attributable to Global Partners LP	33,637	18,230	41,479	97,768
Depreciation and amortization	25,692	24,745	76,172	75,192
Amortization of deferred financing fees	1,211	1,329	3,810	3,896
Amortization of routine bank refinancing fees	(1,002)	(1,008)	(3,052)	(2,933)
Maintenance capital expenditures	(9,841)	(11,963)	(28,135)	(24,789)
Distributable cash flow (2)(3)(4)	49,697	31,333	90,274	149,134
Distributions to preferred unitholders (5)	(3,463)	(1,682)	(8,746)	(5,046)
Distributable cash flow after distributions to preferred unitholders	\$ 46,234	\$ 29,651	\$ 81,528	\$ 144,088
<b>Reconciliation of net cash provided by operating activities to distributable cash flow</b>				
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Distributions to preferred unitholders (5)	(3,463)	(1,682)	(8,746)	(5,046)
Distributable cash flow after distributions to preferred unitholders	\$ 46,234	\$ 29,651	\$ 81,528	\$ 144,088

(1) Segment reporting results for the three and nine months ended September 30, 2020 have been reclassified between the Wholesale and Commercial segments to conform to the Partnership's current presentation.

(2) EBITDA, Adjusted EBITDA and distributable cash flow for each of the three and nine months ended September 30, 2021 include a \$3.1 million expense for compensation resulting from the retirement of the Partnership's former chief financial officer in August of 2021. EBITDA, Adjusted EBITDA and distributable cash flow for the nine months ended September 30, 2021 include a \$6.6 million expense for compensation and benefits resulting from the passing of the Partnership's general counsel in May of 2021. This expense relates to contractual commitments including the acceleration of grants previously awarded as well as a discretionary award in recognition of service.

(3) 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.

(4) Distributable cash flow for the nine months ended September 30, 2020 includes a \$6.3 million income tax benefit related to the CARES Act net operating loss carryback provisions.

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