







GLOBAL®

Q1 2020 Investor Presentation

Global Partners LP (NYSE: GLP)

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Forward-Looking Statements

Certain statements and information in this presentation 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.

Use of Non-GAAP Financial Measures

This presentation contains non-GAAP financial measures relating to Global Partners. A reconciliation of these measures to the most directly comparable GAAP measures is available in the Appendix to this presentation. For additional detail regarding selected items impacting comparability, please visit the Investor Relations section of Global Partners' website at www.globalp.com.

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 and 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 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 the Partnership's partnership agreement also determines its ability to make cash distributions on incentive distribution rights. The investment community also uses a distributable cash flow metric similar to the metric used in the 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. The 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.

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

Proactive Steps Taken to Increase Financial Flexibility:

- Amended credit facility to provide temporary covenant relief for four quarters starting June 30, 2020; decreased total commitment by 10% to $1.17B
- Reduced quarterly distribution on outstanding common units by 25%
- Reduced planned expenses and 2020 capital spending
- Drew down $50 million under revolving credit facility, increasing the cash on our balance sheet

Our Perspective on COVID-19 (as of May 8, 2020)

- Reductions of more than 50% in gasoline volume and more than 20% in c-store sales from mid-March into April
- Slight uptick in volumes and c-store sales in recent weeks
- Volume and sales may be expected to increase as more of the economy reopens and more people travel
- Our diversified product portfolio and storage capacity provide operating and financial flexibility

We believe that we are positioned to weather current market challenges and capitalize on opportunities as market conditions improve

Global's DNA and Strategy

Vertical Integration

We operate a uniquely integrated refined products distribution system through our terminal network, wholesale market presence and large portfolio of retail gasoline stations

This integrated model drives product margin along each step of the value chain

Sourcing and Logistics

Origin and Transportation





Delivery and Storage





Integrated Marketing

Wholesale Distribution



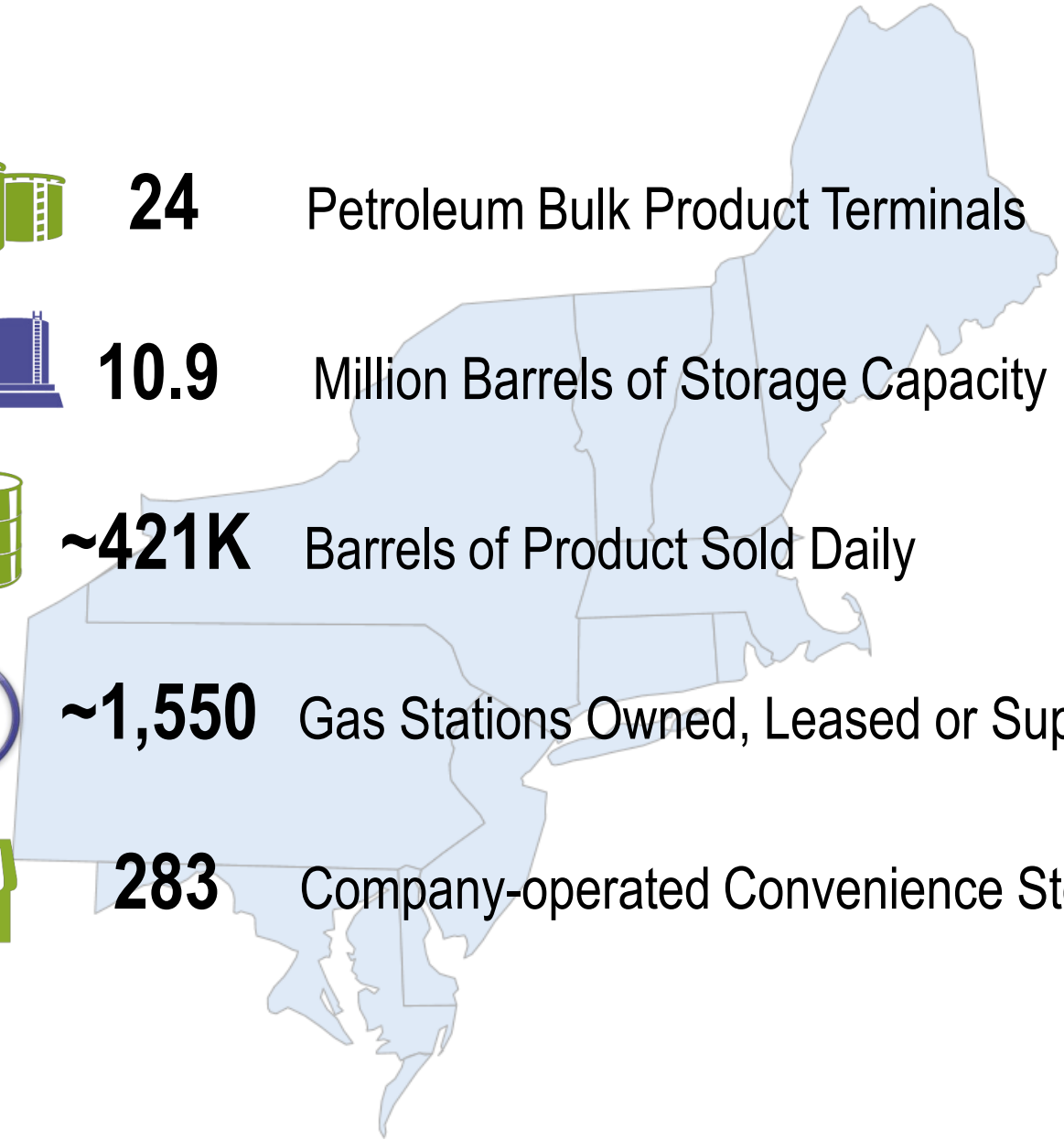
Retail



C-Store Operations



Global Partners By the Numbers (as of March 31, 2020)



24 Petroleum Bulk Product Terminals

10.9 Million Barrels of Storage Capacity

~421K Barrels of Product Sold Daily

~1,550 Gas Stations Owned, Leased or Supplied

283 Company-operated Convenience Stores

Key Role in Northeast Energy Infrastructure



Gasoline* — **1.1M** Automobile tanks filled/day

Diesel fuel — **21K** Diesel trucks filled/day

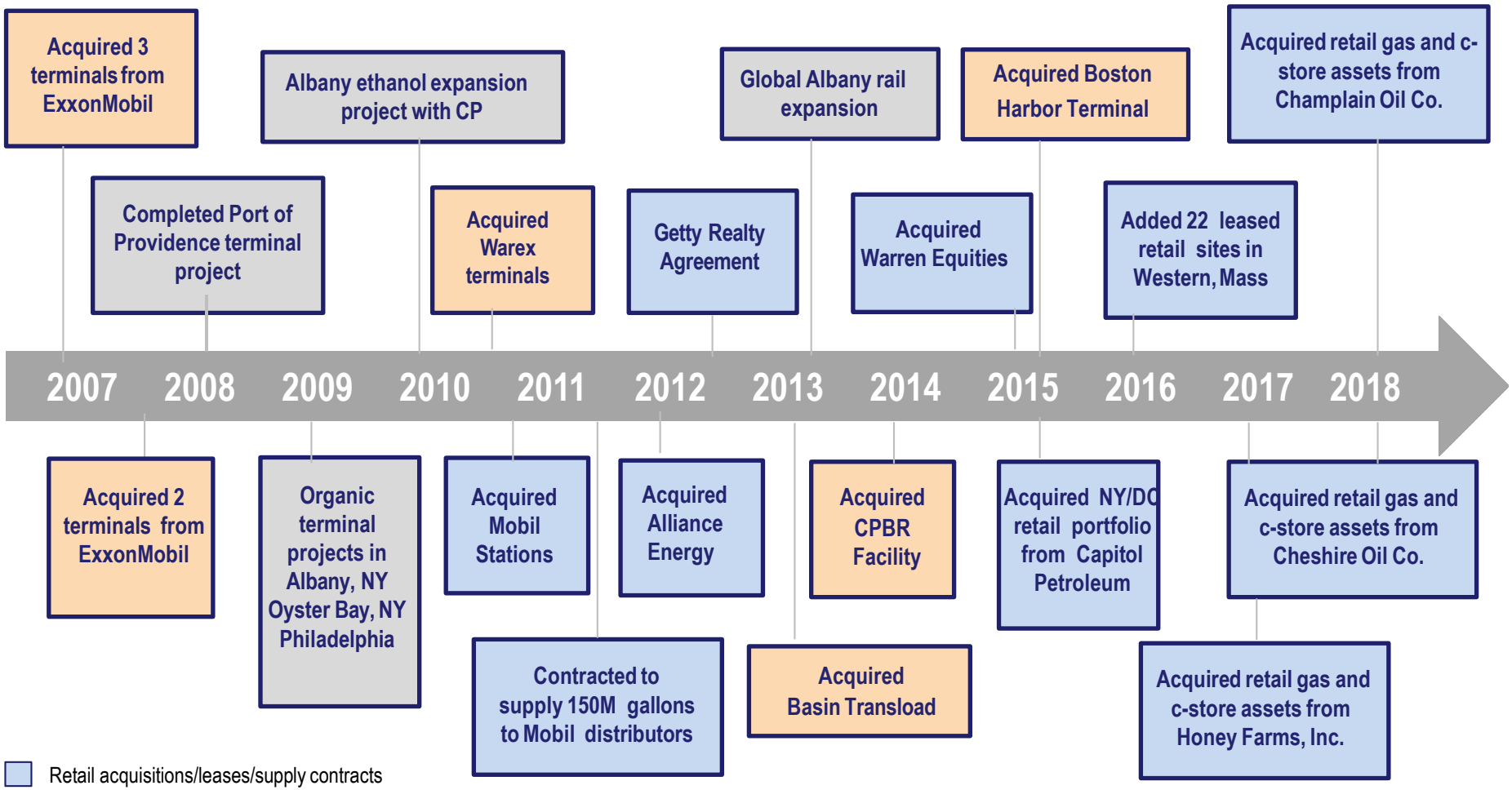
Heating oil — **32K** Homes heated/day in winter

TTM as of 3/31/2020
**Total gasoline volume sold*

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Acquisitions and Investments

~$2.0 Billion in Acquisitions and Investments



Retail acquisitions/leases/supply contracts

Organic and expansion projects

Terminal acquisitions

Business Overview by Segment



- Wholesale
- Gasoline Distribution & Station Operations (GDSO)
- Commercial

Business Overview by Segment

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

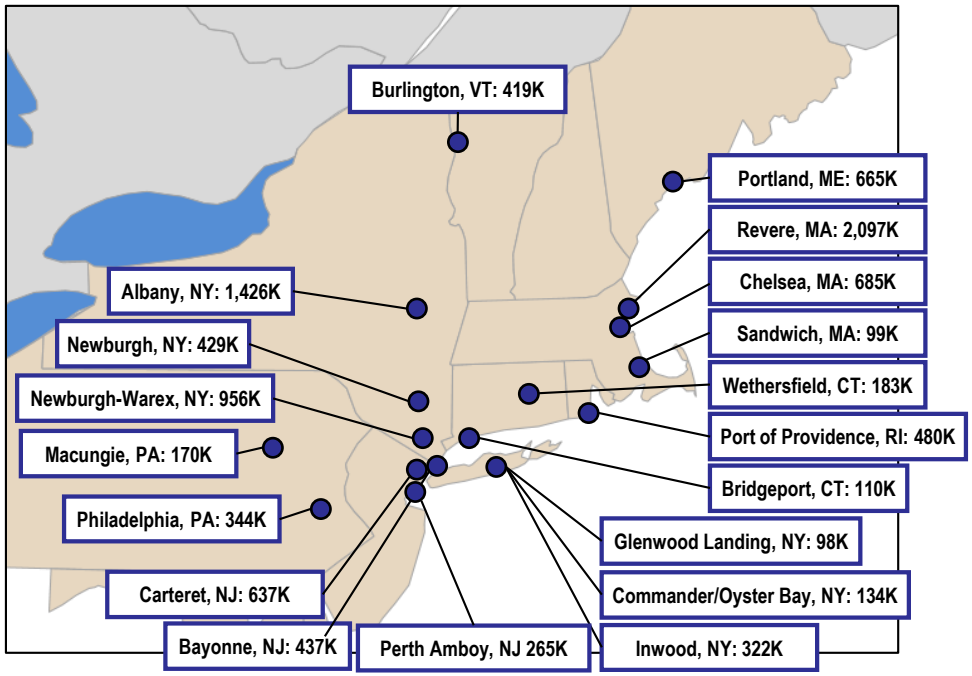
- **Retail gasoline sales**
  - Branded and unbranded
- **Rental income from:**
  - Dealers
  - Commissioned agents
  - Co-branding arrangements
- **Sales to retail customers of:**
  - Convenience store items
  - Car wash services
  - Fresh-made and prepared foods
- **Alltown, Alltown Fresh, Jiffy Mart,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

Wholesale – Northeast Terminals

9.9 million bbls of terminal capacity in the Northeast
(as of 3/31/2020)



Amounts in barrels.

Estimated market share[1]

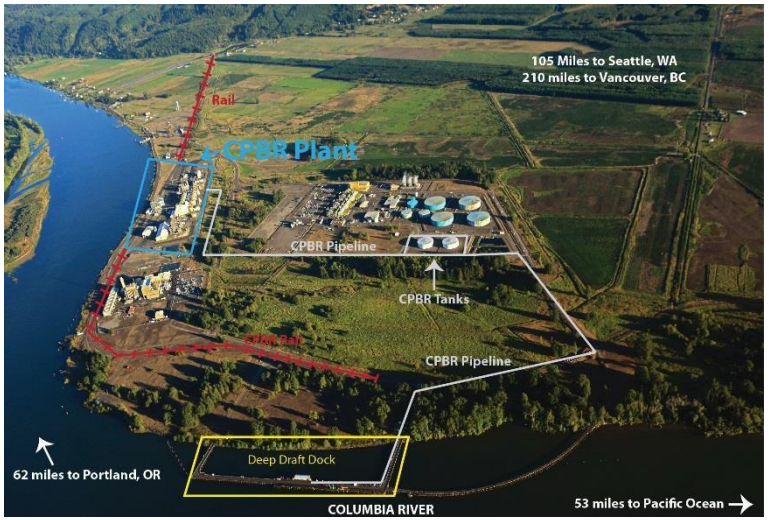
Location	Est. market capacity	GLP capacity	GLP % of total
Newburgh, NY	2,847	1,385	49%
Western Long Island, NY	776	554	71%
Boston Harbor, MA	11,119	2,782	25%
Vermont	427	419	98%
Providence, RI	5,634	480	9%
Albany/Rensselaer, NY	9,162	1,402	15%

[1] Based on terminal capacity (bbls in 000s)
Source: OPIS/Stalsby Petroleum Terminal Encyclopedia, 2018 and Company data

Wholesale – Oregon & North Dakota Terminals

Oregon Facility:

- Ethanol/crude oil transloading optionality
- 200,000 bbls of storage capacity
- Dock capable of handling Panamax - class vessels
- Expansion capabilities



North Dakota Facilities:

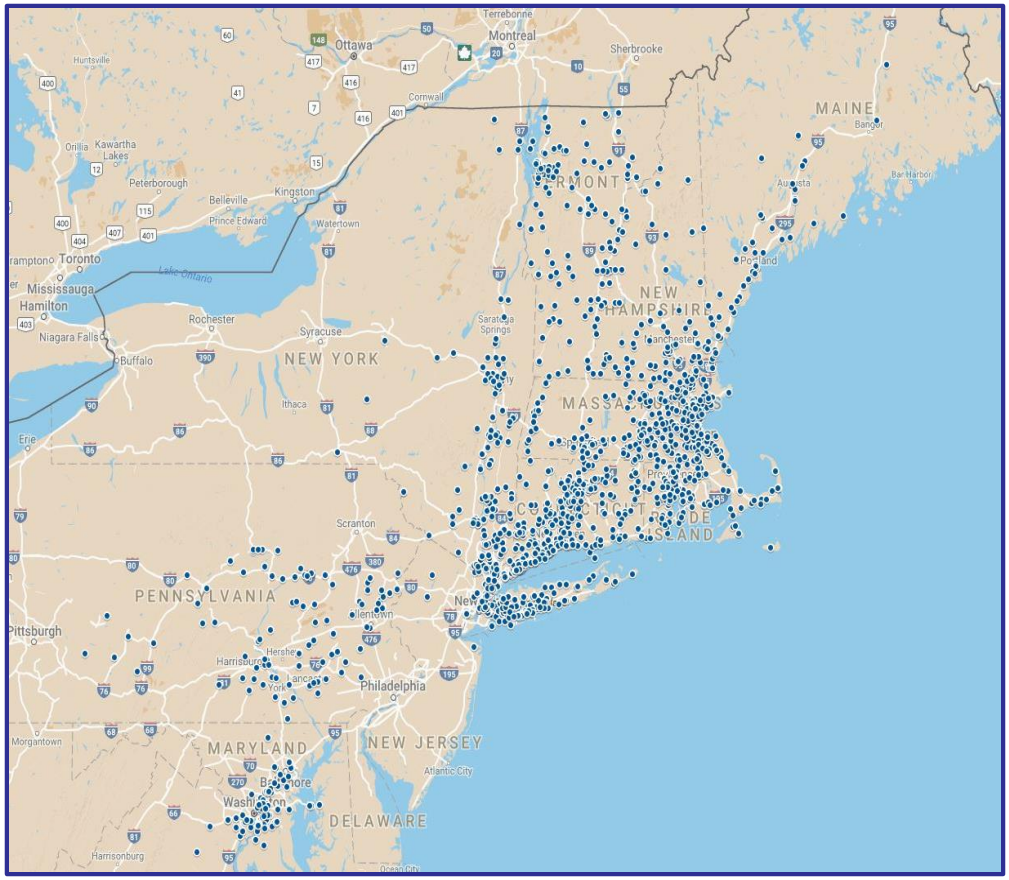
- Basin joint venture (60% owned by Global)
- Two pipeline and rail connected terminals with a combined 732,000 bbls of crude storage capacity



GDSO – One of the Largest Operators of Gasoline Stations and Convenience Stores in the Northeast

- **Large gasoline station and C-store portfolio**
  - Supply ~1,550 locations in 11 states
    - Own or control 755 sites; ~45% owned
- **New-to-industry and organic projects**
  - Retail site development and expansion
  - Merchandising and rebranding
  - Co-branding initiatives

Site Type (as of 3/31/2020)	Total
Company Operated	283
Commissioned Agents	258
Dealer Leased	214
TOTAL	**755**
Dealer Contracts	781
TOTAL	**1,536**



GDSO – Competitive Strengths

Strategic Advantages

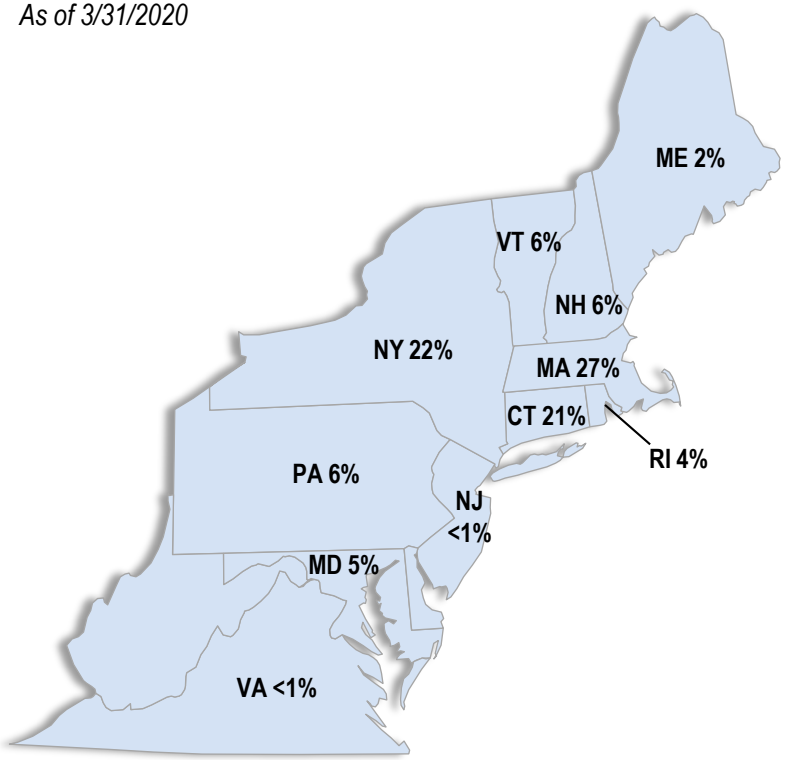
- **Annuity business:** Rental income from Dealer Leased and Commissioned Agents
- **Vertical integration:** Integration between supply, terminaling and wholesale businesses and gas station sites
- **Scale:** ~1,550 sites with volume of 1.6 billion gallons *(TTM 3/31/20)*
- **Preeminent locations:** Portfolio of "best-in-class" sites in Northeast and Mid-Atlantic
- **Diversification:** Flexible diversity of mode of operation, site geography and site brand

Multiple Brands

Getty, Shell, GLOBAL, alltown, SUNOCO, bp, Mobil, ALLTOWN fresh., VALERO, Gulf, Xtramart Convenience Stores, CITGO

Portfolio Percentage of Sites by State

As of 3/31/2020



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Commercial – Overview

- Delivered fuels business – commercial and industrial customers as well as federal agencies, states, towns and municipalities
  - Through competitive bidding process or through contracts of various terms
- Bunkering – marine vessel fueling
  - Custom blending and delivered by barge or from a terminal dock to ships





Financial Summary

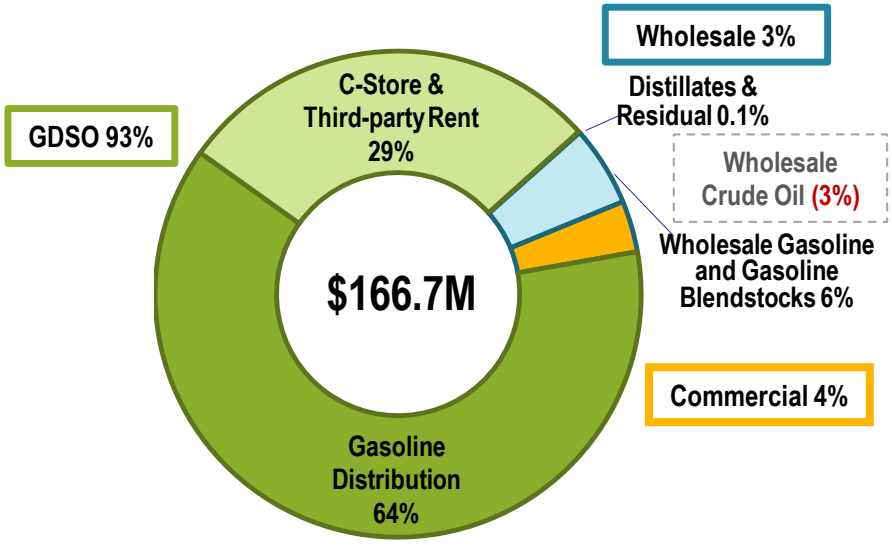


Q1 2020 Financial Performance

($ in millions)	Q1 2020	Q1 2019
Product margin[1]	$166.7	$179.7
Gross profit	$145.7	$156.8
Net income attributable to GLP	$3.3	$7.1
EBITDA[1]	$44.7	$58.0
Adjusted EBITDA[1]	$45.4	$58.6
Maintenance capex	$7.3	$8.0
DCF[1]	$22.0	$27.8

[1]Please refer to Appendix for reconciliation of non-GAAP items.

Product Margin – Q1 2020

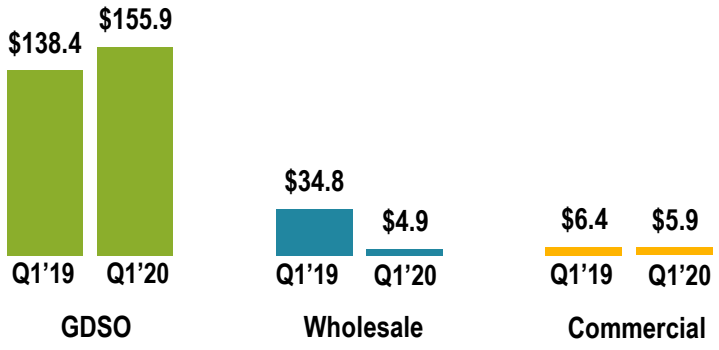


Q1 2020 Drivers vs. Q1 2019	
↑	Higher retail fuel margins
↑	Lower railcar-related expenses
↓	Less favorable market conditions in the Wholesale segment in part due to geopolitical events and the COVID-19 pandemic
↓	Less convenience store activity, in part due to COVID-19
↓	Significantly warmer weather during the first quarter of 2020 compared to the same period in 2019

↑ Favorable variance ↓ Unfavorable variance

Product Margin by Segment – Q1 2019/Q1 2020

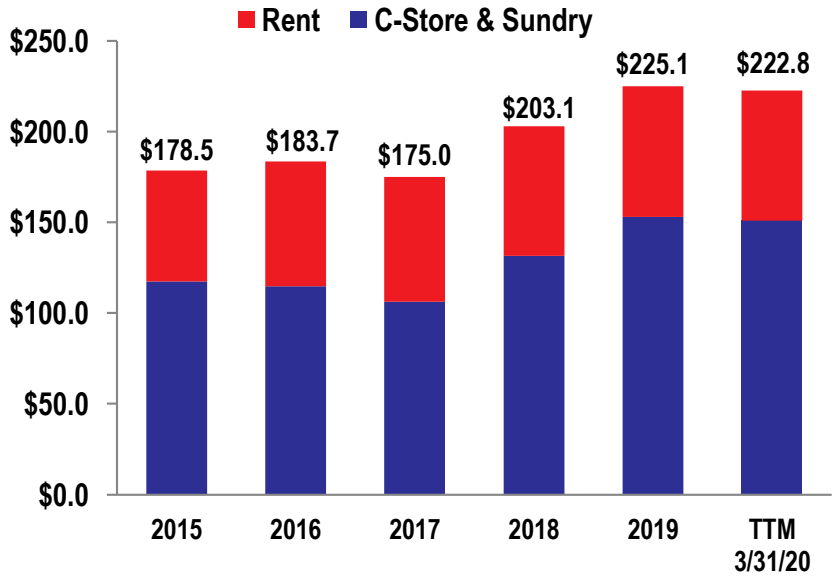
($ in millions)



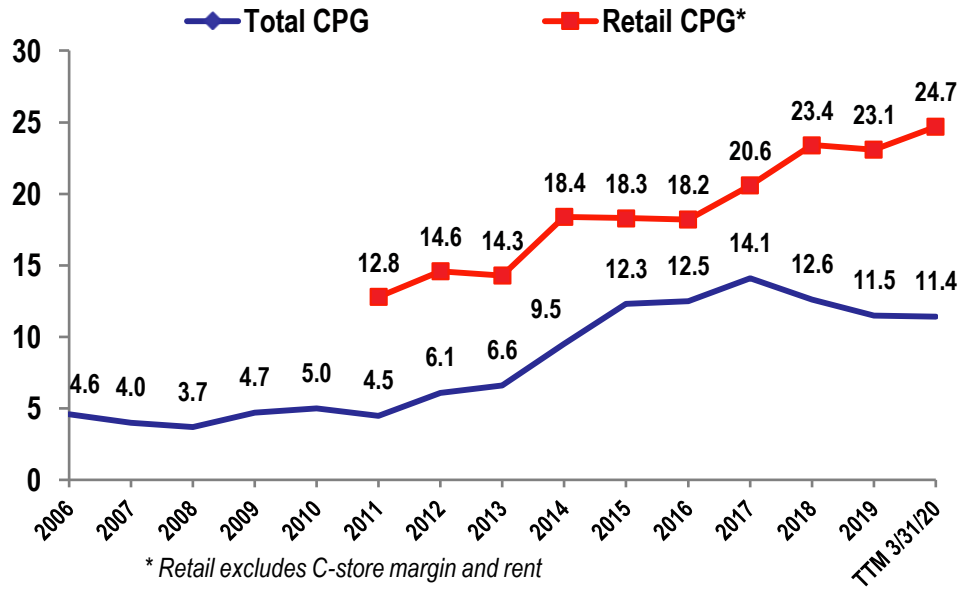
Volume and Margin

- **Consistency**
  - Driving cars & trucks
  - Heating buildings and homes
  - Term contracts
  - Rental income and C-Store sales
- **Variability**
  - Market and economic conditions
  - Weather
  - Seasonality
  - COVID-19

Station Operations Margin ($M)



Product Margin (cents per gallon)



** Retail excludes C-store margin and rent*

Balance Sheet Overview

Recent Amendment to Credit Facility in Response to COVID-19 Pandemic

- **Voluntarily reduced the revolving credit facility to $400.0 million from $450.0 million and the working capital facility to $770.0 million from $850.0 million, for a total of commitment of $1.17 billion**
- **Temporary covenant adjustments for the four quarters starting June 30, 2020 with an increase in combined total leverage ratio and a reduction in combined interest coverage ratio**

Balance Sheet Highlights as of March 31, 2020

- **Liquid receivables and inventory comprising 16% of total assets, reflecting significantly lower prices**
- **Remaining assets are comprised primarily of $1.1B of conservatively valued fixed assets (strategically located, non-replicable terminals and gas stations)**
- **$209M (18%) of total debt related to inventory financing**
  - Borrowed under working capital facility
- **$934M (82%) of total debt related to:**
  - Terminal operating infrastructure
  - Acquisitions and capital expenditures
  - Borrowed $50.0 million under the revolver credit facility in response to the uncertainty caused by the COVID-19 pandemic which is included in cash on the balance sheet
- **$300M 7.00% senior notes due 2023 and $400M 7.00% senior notes due 2027**
- **Combined Total Leverage Ratio approximately 4.2x[1]**
- **2,760,000 9.75% Series A preferred equity units**

(1) Combined Total Leverage Ratio (Funded Debt/EBITDA) as defined under the Partnership's Credit Agreement, and includes the incremental $50.0 million borrowing.

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Appendix



Financial Reconciliations: Product Margin

(In thousands)
(Unaudited)

	Year Ended December 31,					Three Months Ended March 31,		Trailing Twelve Months Ended March 31,
	2015	2016	2017	2018	2019	2019	2020	2020
Reconciliation of gross profit to product margin								
Wholesale segment:								
Gasoline and gasoline blendstocks	$ 66,031	$ 83,742	$ 82,124	$ 76,741	$ 83,982	$ 26,990	$ 9,144	$ 66,136
Crude oil	74,182	(13,098)	7,279	7,159	(13,047)	(6,226)	(4,470)	(11,291)
Other oils and related products	67,709	74,271	62,799	53,389	51,584	14,080	210	37,714
Total	207,922	144,915	152,202	137,289	122,519	34,844	4,884	92,559
Gasoline Distribution and Station Operations segment:								
Gasoline distribution	276,848	289,420	326,536	373,303	374,550	87,425	107,230	394,355
Station operations	178,487	183,708	174,986	203,098	225,078	50,960	48,641	222,759
Total	455,335	473,128	501,522	576,401	599,628	138,385	155,871	617,114
Commercial segment	29,201	24,018	17,858	23,611	28,540	6,458	5,915	27,997
Combined product margin	692,458	642,061	671,582	737,301	750,687	179,687	166,670	737,670
Depreciation allocated to cost of sales	(94,789)	(95,571)	(88,530)	(86,892)	(87,930)	(22,843)	(20,932)	(86,019)
Gross profit	$ 597,669	$ 546,490	$ 583,052	$ 650,409	$ 662,757	$ 156,844	$ 145,738	$ 651,651

Financial Reconciliations: EBITDA and Adjusted EBITDA

(In thousands)
(Unaudited)

	Year Ended December 31,					Three Months Ended March 31,	
	2015	2016 (1)	2017	2018 (2)	2019 (3)	2019	2020
Reconciliation of net income (loss) to EBITDA							
Net income (loss)	$ 43,264	$ (238,623)	$ 57,117	$ 102,403	$ 35,178	$ 6,794	$ 3,075
Net loss attributable to noncontrolling interest	299	39,211	1,635	1,502	689	332	201
Net income (loss) attributable to Global Partners LP	43,563	(199,412)	58,752	103,905	35,867	7,126	3,276
Depreciation and amortization, excluding the impact of noncontrolling interest	110,670	108,189	103,601	105,639	107,557	27,935	25,668
Interest expense, excluding the impact of noncontrolling interest	73,329	86,319	86,230	89,145	89,856	22,956	21,601
Income tax (benefit) expense	(1,873)	53	(23,563)	5,623	1,094	24	(5,869)
EBITDA	225,689	(4,851)	225,020	304,312	234,374	58,041	44,676
Net loss (gain) on sale and disposition of assets	2,097	20,495	(1,624)	5,880	(2,730)	553	743
Goodwill and long-lived asset impairment	-	149,972	809	414	2,022	-	-
Goodwill and long-lived asset impairment attributable to noncontrolling interest	-	(35,834)	-	-	-	-	-
Adjusted EBITDA	$ 227,786	$ 129,782	$ 224,205	$ 310,606	$ 233,666	$ 58,594	$ 45,419
Reconciliation of net cash provided by (used in) operating activities to EBITDA							
Net cash provided by (used in) operating activities	$ 62,506	$ (119,886)	$ 348,442	$ 168,856	$ 94,402	$ (87,037)	$ 137,917
Net changes in operating assets and liabilities and certain non-cash items	96,609	(6,795)	(185,673)	40,385	48,968	122,036	(109,067)
Net cash from operating activities and changes in operating assets and liabilities attributable to noncontrolling interest	(4,882)	35,458	(416)	303	54	62	94
Interest expense, excluding the impact of noncontrolling interest	73,329	86,319	86,230	89,145	89,856	22,956	21,601
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Adjusted EBITDA	$ 227,786	$ 129,782	$ 224,205	$ 310,606	$ 233,666	$ 58,594	$ 45,419

(1) In December 2016, the Partnership voluntarily terminated early a sublease for 1,610 railcars and, as a result, recorded lease exit and termination expenses of $80.7 million. Excluding these expenses, Adjusted EBITDA would have been $210.4 million for 2016.

(2) EBITDA and Adjusted EBITDA for 2018 include a one-time gain of approximately $52.6 million as a result of the extinguishment of a contingent liability related to a Volumetric Ethanol Excise Tax Credit and a $3.5 million lease exist and termination gain.

(3) EBITDA and Adjusted EBITDA for 2019 include a $13.1 million loss on the early extinguishment of debt related to the Partnership's repurchase of its 6.25% senior notes recorded in the third quarter.

Financial Reconciliations: DCF

(In thousands)
(Unaudited)

	Year Ended December 31,					Three Months Ended March 31,	
	2015	2016 (3)	2017 (4)	2018 (5)	2019 (6)	2019	2020
Reconciliation of net income (loss) to distributable cash flow							
Net income (loss)	$ 43,264	$ (238,623)	$ 57,117	$ 102,403	$ 35,178	$ 6,794	$ 3,075
Net loss attributable to noncontrolling interest	299	39,211	1,635	1,502	689	332	201
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Depreciation and amortization, excluding the impact of noncontrolling interest	110,670	108,189	103,601	105,639	107,557	27,935	25,668
Amortization of deferred financing fees and senior notes discount	6,988	7,412	7,089	6,873	5,940	1,727	1,261
Amortization of routine bank refinancing fees	(4,516)	(4,580)	(4,277)	(4,088)	(3,754)	(1,022)	(940)
Non-cash tax reform benefit	-	-	(22,183)	-	-	-	-
Maintenance capital expenditures, excluding the impact of noncontrolling interest	(29,850)	(32,989)	(34,718)	(38,641)	(49,897)	(8,006)	(7,280)
Distributable cash flow (1)	126,855	(121,380)	108,264	173,688	95,713	27,760	21,985
Distributions to Series A preferred unitholders (2)	-	-	-	(2,691)	(6,728)	(1,682)	(1,682)
Distributable cash flow after distributions to Series A preferred unitholders	$ 126,855	$ (121,380)	$ 108,264	$ 170,997	$ 88,985	$ 26,078	$ 20,303
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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) Distributions to Series A preferred unitholders represent the distributions earned by 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, commencing on November 15, 2018.

(3) Distributable cash flow for 2016 includes a net loss on sale and disposition of assets of $20.5 million and lease exit and termination expenses of $80.7 million. Distributable cash flow also includes a net goodwill and long-lived asset impairment of $114.1 million ($149.9 million, offset by $35.8 million attributed to the noncontrolling interest). Excluding these charges, distributable cash flow would have been $93.9 million for 2016.

(4) Distributable cash flow for 2017 includes a net loss on sale and disposition of assets and a net goodwill and long-lived asset impairment of $13.3 million. Excluding these charges, distributable cash flow would have been $121.6 million for 2017. Distributable cash flow also includes a $14.2 million gain on the sale of the Partnership's natural gas marketing and electricity brokerage businesses in February 2017.

(5) Distributable cash flow for 2018 includes a net loss on sale and disposition of assets and a net goodwill and long-lived asset impairment of $6.3 million. Excluding these charges, distributable cash flow would have been $180.0 million for 2018. Distributable cash flow also includes a one-time gain of approximately $52.6 million as a result of the extinguishment of a contingent liability related to a Volumetric Ethanol Excise Tax Credit.

(6) Distributable cash flow for 2019 includes a $13.1 million loss on the early extinguishment of debt related to the Partnership's repurchase of its 6.25% senior notes recorded in the third quarter.

Balance Sheet at March 31, 2020

(In thousands)
(Unaudited)

Assets	
Current assets:	
Cash and cash equivalents	$ 54,389
Accounts receivable, net	189,977
Accounts receivable - affiliates	10,126
Inventories	214,408
Brokerage margin deposits	21,135
Derivative assets	79,788
Prepaid expenses and other current assets	109,179
Total current assets	679,002
Property and equipment, net	1,091,440
Right of use assets, net	291,004
Intangible assets, net	44,052
Goodwill	324,341
Other assets	31,346
Total assets	$ 2,461,185

Liabilities and partners' equity	
Current liabilities:	
Accounts payable	$ 145,698
Working capital revolving credit facility - current portion	33,900
Lease liability—current portion	67,084
Environmental liabilities - current portion	5,009
Trustee taxes payable	36,082
Accrued expenses and other current liabilities	70,452
Derivative liabilities	11,277
Total current liabilities	369,502
Working capital revolving credit facility - less current portion	175,000
Revolving credit facility	242,700
Senior notes	690,944
Long-term lease liability - less current portion	234,513
Environmental liabilities - less current portion	52,884
Financing obligations	147,782
Deferred tax liabilities	52,666
Other long-term liabilities	55,102
Total liabilities	2,021,093
Partners' equity	
Global Partners LP equity	438,719
Noncontrolling interest	1,373
Total partners' equity	440,092
Total liabilities and partners' equity	$ 2,461,185