



# **NGL Energy Partners LP**

**Investor Presentation November 2019**

# Company Information

## NGL Energy Partners LP

NYSE Ticker	NGL
Unit Price <sup>(1)</sup>	\$10.37
Market Capitalization <sup>(1)(2)</sup>	\$2.093 billion
Enterprise Value <sup>(1)(2)</sup>	\$4.883 billion
Yield <sup>(1)</sup>	15.04%

## Contact Information

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## Forward Looking Statements

This presentation includes “forward looking statements” within the meaning of federal securities laws. All statements, other than statements of historical fact, included in this presentation are forward looking statements, including statements regarding the Partnership’s future results of operations or ability to generate income or cash flow, make acquisitions, or make distributions to unitholders. Words such as “anticipate,” “project,” “expect,” “plan,” “goal,” “forecast,” “intend,” “could,” “believe,” “may” and similar expressions and statements are intended to identify forward-looking statements. Although management believes that the expectations on which such forward-looking statements are based are reasonable, neither the Partnership nor its general partner can give assurances that such expectations will prove to be correct. Forward looking statements rely on assumptions concerning future events and are subject to a number of uncertainties, factors and risks, many of which are outside of management’s ability to control or predict. If one or more of these risks or uncertainties materialize, or if underlying assumptions prove incorrect, the Partnership’s actual results may vary materially from those anticipated, estimated, projected or expected.

Additional information concerning these and other factors that could impact the Partnership can be found in Part I, Item 1A, “Risk Factors” of the Partnership’s Annual Report on Form 10-K for the year ended March 31, 2019 and in the other reports it files from time to time with the Securities and Exchange Commission.

Readers are cautioned not to place undue reliance on any forward-looking statements contained in this presentation, which reflect management’s opinions only as of the date hereof. Except as required by law, the Partnership undertakes no obligation to revise or publicly update any forward-looking statement.

# Business Overview



## Water Solutions

- Provides services for the treatment, processing, and disposal of wastewater and solids generated from oil and natural gas production
- Water recycling expertise, history of cleaning wastewater to drinking quality for 10 years
- Revenue streams from the disposal of wastewater and solids, transportation of water through pipelines, truck and frac-tank washouts, sales of recovered hydrocarbons and freshwater

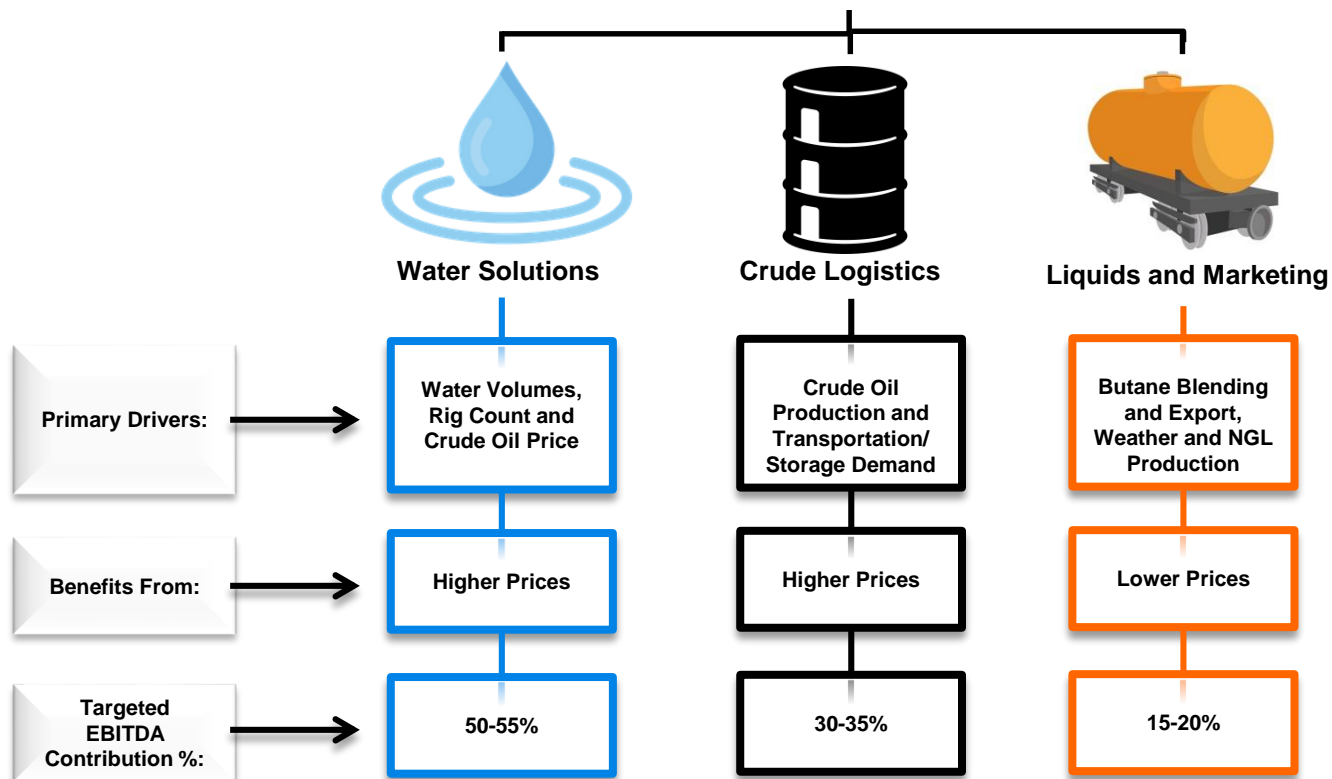
- Purchases and transports crude oil for resale to pipeline injection points, storage terminals, barge loading facilities, rail facilities, refineries and other trade hubs
- Provides transportation, terminaling, and storage of crude oil and condensate to third parties for a fixed-fee per barrel
- Long term, take-or-pay contracts on Grand Mesa Pipeline



## Liquids and Marketing

- Transports, stores, and markets NGLs to and from refiners, gas processors, propane wholesalers, propane retailers, proprietary terminals, petrochemical plants, diluent markets and other merchant users of NGLs
- Provider of butane to refiners, blenders and own account for gasoline blending
- Owns butane export facility on the East Coast
- Refined Products to commercial and industrial end users, independent retailers, distributors, marketers, government entities, and other wholesalers throughout the United States
- Includes remaining components of refined products and renewables segment

# Business Diversity



# Business Strategy

## Build a Diversified Vertically Integrated Energy Business

- Transport crude oil from the wellhead to refiners
- Wastewater from the wellhead to treatment for disposal, recycle or discharge
- Natural Gas Liquids from fractionators / hubs to refineries and end users
- Refined Products from refiners to customers

## Achieve Organic Growth by Investing in New Assets

- Projects that increase volumes, enhance our operations and generate attractive rates of return
- Accretive organic growth opportunities that integrate with assets we own and operate
- Invest in existing businesses such as crude oil logistics and water solutions which provide high quality, fee based revenues

## Accretive Growth through Strategic Acquisitions

- Build upon our vertically integrated business
- Scale our existing operating platforms
- Enhance our geographic diversity
- Continue our successful track record of acquiring companies and assets at attractive prices

## Focus on Businesses that Generate Long-Term Fee Based Cash Flows

- Focus on long-term, fee based contracts and back-to-back transactions that minimize commodity price exposure
- Increase cash flows that are supported by certain fee-based, multi-year contracts that include acreage dedications or volume commitments

## Disciplined Capital Structure

- Target leverage levels that are consistent with investment grade companies
- Maintain sufficient liquidity to manage existing and future capital requirements and take advantage of market opportunities
- Prudent distribution coverage to manage commodity cycles and fund growth opportunities



# NGL's Transformation

## Segments & Assets as of September 30, 2016 - 5 Diversified Business Units

### 1) Refined Products/Renewables (38%)

Southeast  
Mid-Con  
Rack Marketing  
Renewables

### 2) Liquids (22%)

Propane Terminals  
Sawtooth  
Railcar & Marketing

### 3) Retail Propane (17%)

### 4) Water Solutions (14%)

Permian Basin - Midland  
DJ Basin  
Eagle Ford  
Bakken  
AntiCline

### 5) Crude Logistics (9%)

Glass Mountain Pipeline (50% ownership)  
Cushing Terminal  
Transportation & Logistics

## Segments & Assets as of September 30, 2019 – 3 Primary Business Units

### 1) Water Solutions (50-55% of EBITDA)

Northern Delaware Basin  
Permian Basin  
DJ Basin  
Eagle Ford  
AntiCline

### 2) Crude Logistics (30-35% of EBITDA)

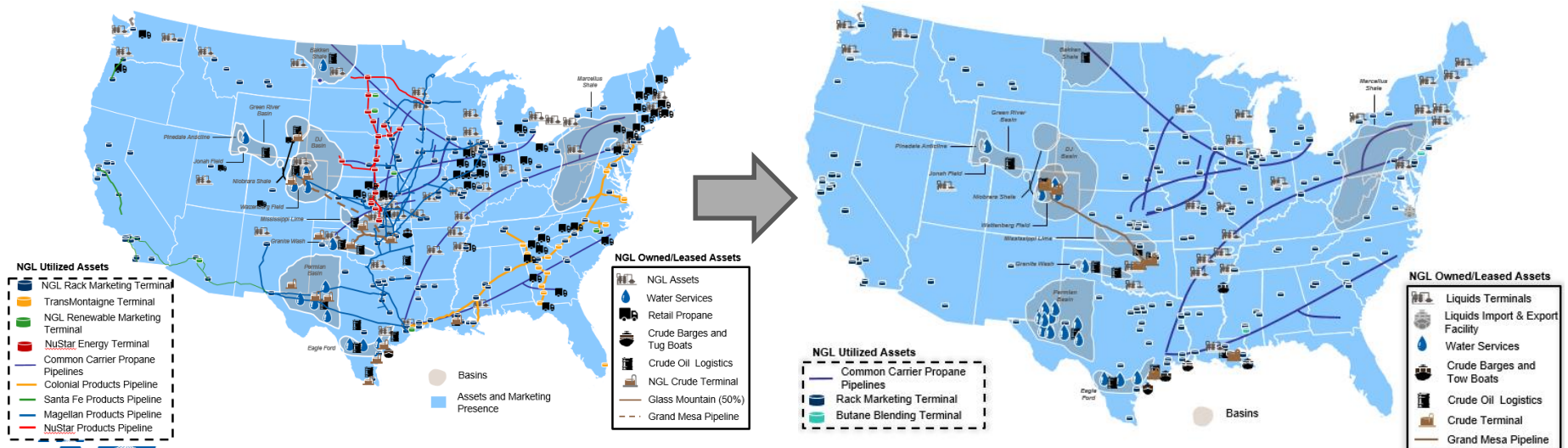
Grand Mesa Pipeline  
Cushing, Point Comfort, and Houma Terminals  
Transportation & Logistics

### 3) Liquids and Marketing (15-20% of EBITDA)

Propane Terminals (+DCP Terminals)  
Sawtooth  
Railcar & Marketing

Increased fee-based asset composition while simplifying business structure and reducing volatility & seasonality

## Asset Map Change over Period



# Segment Overview

# Water Solutions Platform

Our Water Solutions segment provides services for the treatment and disposal of wastewater generated from crude oil and natural gas production and for the disposal of solids such as tank bottoms, drilling fluids and drilling muds. In addition, our Water Solutions segment sells the recovered hydrocarbons that result from performing these services as well as provides recycling and freshwater services.

## Water Disposal

- 115 SWD facilities & 204 injection wells
- Operating areas:
  - Delaware (TX & NM)
  - Eagle Ford (TX)
  - DJ (CO)
  - Midland (TX)
  - Pinedale Anticline (WY)
- 24x7 operations at most locations

## Recycling & Freshwater

- Existing recycle facility in Pinedale Anticline
- 11.6 million barrels per year of freshwater rights in New Mexico
- 23 million barrels per year of freshwater capacity in Texas
- Recycle capabilities across the Northern Delaware under development

## Solids Solutions

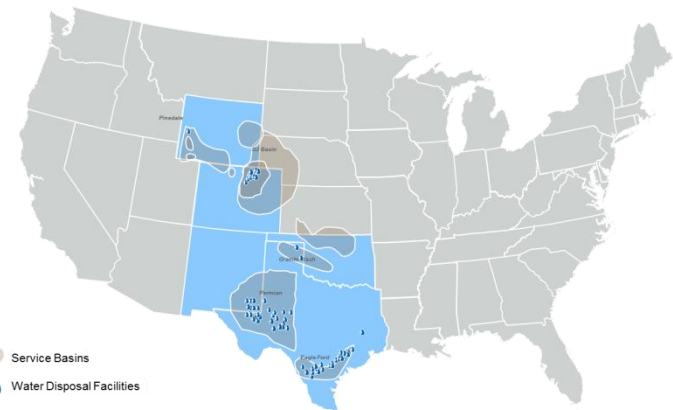
- Solids disposal facilities with approximately 60,000 BPD of total capacity in Texas
- 2 solids facilities in Colorado
  - Solids Processing Facility (C6)
  - Solids Slurry Injection (C9)
- Provides producers with in-field disposal alternative for Gels, High Solids Content Water, Water and Oil-Based Mud, and Tank Bottoms
- 2 landfill facilities in permitting stages in New Mexico

## Water Pipelines

- Water pipelines owned by NGL and 3<sup>rd</sup> parties connected to NGL facilities
- Over 400 miles of water pipelines in-service
- Over 170 miles of water pipelines under development



NGL saltwater disposal facility

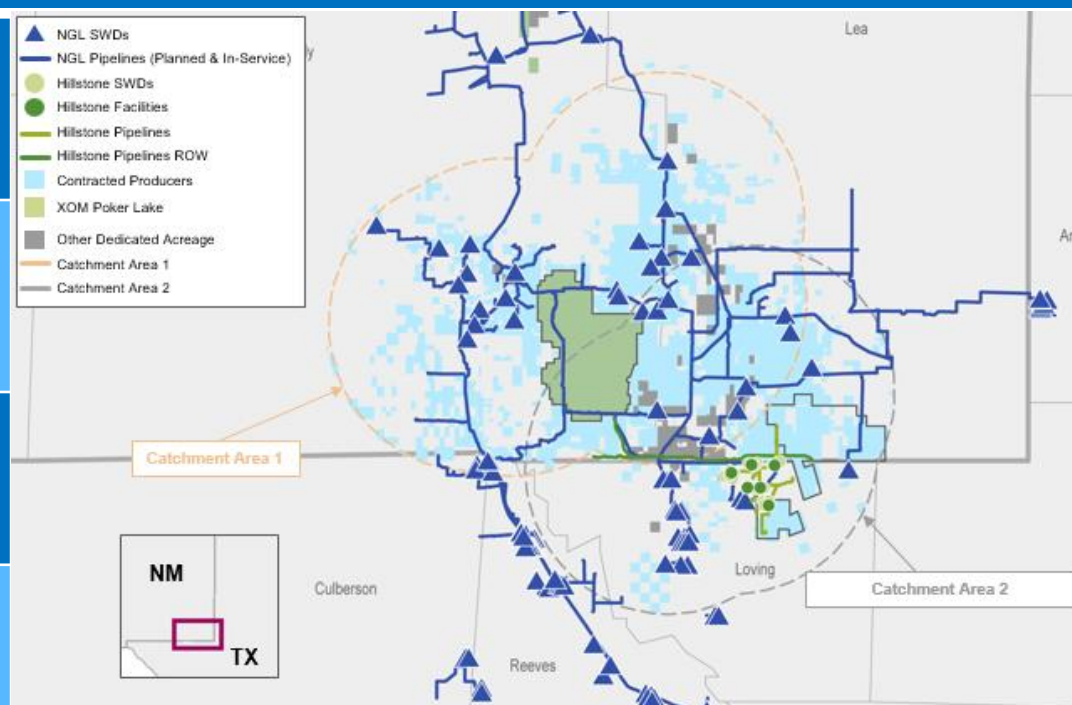


Water Solutions areas of operation

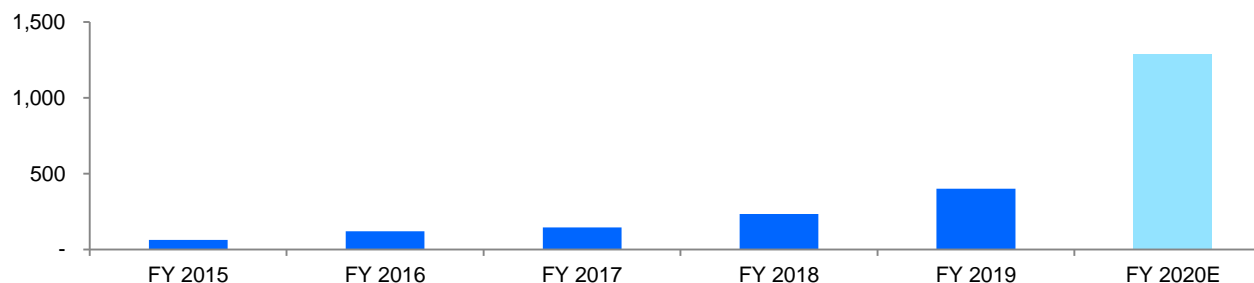


# Delaware Basin

<b>SWD Facilities &amp; Disposal Wells</b>	<ul style="list-style-type: none"> <li>NGL has 58 active Salt Water Disposal Facilities &amp; 112 active Disposal Wells <ul style="list-style-type: none"> <li>31 Facilities in Texas and 27 in New Mexico</li> </ul> </li> <li>NGL has 1 Solids Disposal Facility in-service at its Orla location</li> </ul>
<b>Water Pipelines</b>	<ul style="list-style-type: none"> <li>NGL has 100 pipeline tie-ins currently in-service in the Delaware basin</li> <li>~380 miles of water pipeline projects in-service <ul style="list-style-type: none"> <li>~170 miles of water pipeline projects in progress at various stages of development</li> </ul> </li> </ul>
<b>Disposal Capacity</b>	<ul style="list-style-type: none"> <li>The Delaware basin has ~2,800kbpd of Operational capacity <ul style="list-style-type: none"> <li>~25kbpd of operational capacity per well on average</li> <li>Hillstone adds ~600kbpd of operational capacity</li> </ul> </li> </ul>
<b>Ranches</b>	<ul style="list-style-type: none"> <li>Acquisition of ~122,000 acres through the purchase of 2 NM ranches (NGL North &amp; South Ranch) <ul style="list-style-type: none"> <li>Includes locations for recycle operations, landfill opportunities and fresh water wells/ponds/pipe</li> </ul> </li> </ul>



## Volume Trends (KBPd)



# Hillstone Environmental Services: Acquisition Highlights

On October 31<sup>st</sup>, 2019, NGL Energy Partners announced the closing of all the equity interests of Hillstone Environmental Partners, LLC (“Hillstone”) for ~\$600 million <sup>(1)</sup>

## Transaction Overview

- The Hillstone acquisition represents another important milestone for NGL’s Water Solutions franchise, following the closing of its combination with Mesquite in July of 2019, as well as NGL’s FY19 divestitures of its South Pecos and Bakken assets
  - Hillstone’s assets are highly complementary to NGL’s existing Delaware Basin asset footprint, adding a redundant, interconnected produced water pipeline system with significant permitted disposal capacity that fits perfectly within NGL’s existing footprint
  - Transaction supports NGL’s ongoing strategy of increasing cash flow predictability, while also being central to developing NGL’s consolidated and growing position in the TX / NM state line area
- The transaction was funded with the following sources of capital:
  - \$200 million gross proceeds from privately placed preferred equity securities
  - The remaining balance funded under the Partnership’s revolving credit facility
    - ♦ Revolving credit facility was recently amended to re-allocate the working capital and acquisition facilities (\$600mm and \$1.190b respectively)
  - Estimated transaction multiple of ~7x forecasted run-rate EBITDA, once certain contracted volumes are online next year
  - NGL expects the transaction to be accretive to distributable cash flow per unit in fiscal 2021, the first full year of ownership

## Asset Overview

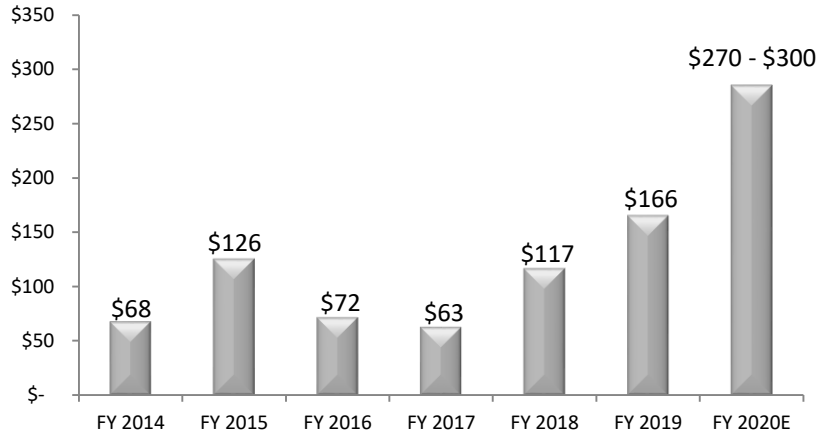
- Hillstone provides water pipeline disposal infrastructure solutions to producers with a core operational focus in the state line area of southern Eddy and Lea Counties, New Mexico and northern Loving County, Texas in the Delaware Basin
- Hillstone has a fully interconnected produced water pipeline transportation and disposal system with:
  - 19 SWDs with ~580 Mbpd of permitted disposal capacity <sup>(2)</sup>
  - A newly-built network of produced water pipelines with ~680 Mbpd of transportation capacity
  - Additional permits to develop another 660 Mbpd of capacity
  - Over 110,000 aggregate acres contracted under long-term dedications with investment grade producers
    - ♦ Contracts have an acreage weighted average remaining term of ~16 years, minimum volume commitments, and first call priority volume commitments that minimize impacts of timing related to recycle and reuse activities
- All of the water volumes on Hillstone’s Northern Delaware Basin system are delivered via multiple, large-diameter pipelines
  - NGL expects to integrate the Hillstone system into its existing Delaware Basin platform to maximize uptime and redundancy for its producer customers

# Hillstone Enhances NGL's Delaware Basin Franchise

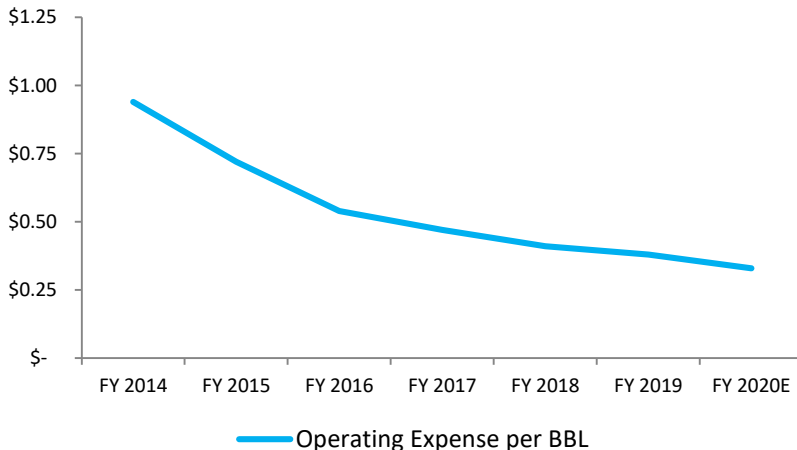
	NGL Status Quo	NGL Pro Forma Hillstone <sup>(2)</sup>
Contract Length <sup>(1)</sup>	~5.8 years	~10.3 years <b>(+78%)</b>
MVC Volumes	172 Mbpd	332 Mbpd <b>(+93%)</b>
Acreage Dedications	~140,000	~252,000 <b>(+80%)</b>
% Volumes via Pipeline	~72%	~83% <b>(+14%)</b>
Disposal Facilities / # of Wells	51 Disposal Facilities / 92 Wells	58 Disposal Facilities / 112 Wells <b>(+22%)</b>
Operating Capacity	~2,200 Mbpd	~2,800 Mbpd <b>(+28%)</b>
Miles of Delaware Pipeline	~340 miles	~380 miles <b>(+12%)</b>

# Water Solutions Financial Overview

## Segment EBITDA



## Operating Expense per BBL Trend



## FY 2020 Forecast Assumptions

- Primary growth focused in the Delaware Basin (New Mexico)
- Blended disposal rate of ~\$0.60/bbl and operating expense of ~\$0.33/bbl for each disposal volume, inclusive of Mesquite and Hillstone
- Average skim oil percentage forecasted at 0.19% of disposal volumes, inclusive of Mesquite & Hillstone
  - Crude Price forward curve FY2020 Q1 – Q4 (\$52.55-\$55.93), including basin differentials
- Pipeline tariffs, Solids disposal, Freshwater, Washouts, and other service revenues makes up 10-15% of revenues
- Growth capital and recent acquisitions adds new facilities and disposal wells to existing footprint in FY2020
  - Mesquite closed July 2<sup>nd</sup>, 2019
  - Hillstone closed October 31<sup>st</sup>, 2019



Water Solutions Salty Dog facility

# Crude Logistics Platform

Our Crude Oil Logistics segment purchases crude oil from producers and transports it to refineries or for resale at pipeline injection stations, storage terminals, barge loading facilities, rail facilities, and other trade hubs, and provides storage, terminaling, trucking, marine and pipeline transportation services through its owned assets

## Grand Mesa Pipeline

- ~550 miles of 20" Crude oil pipeline from the DJ Basin to Cushing, OK
  - 150,000 BPD capacity
- 20 total truck unloading bays
- 970,000 BBL origin tankage

## Crude Assets

- 6 storage terminal facilities
- 3.6 MMbbls of storage in Cushing
- 1.6 MMbbls of storage in addition to Cushing

## Crude Transportation

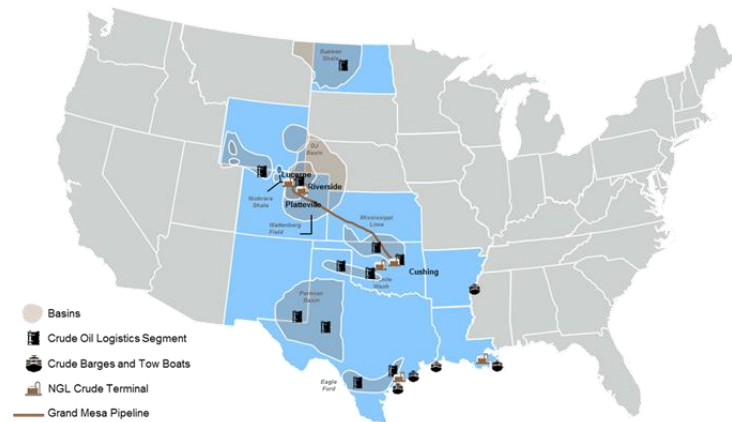
- Tow boats and barges
- GP railcars (leased and owned)
- Trucks and trailers (owned and 3<sup>rd</sup> party)
- LACT units

## Crude Marketing

- Operations are centered near areas of high crude oil production, such as the Bakken, DJ, Permian, Eagle Ford, Anadarko, STACK, SCOOP, Granite Wash, Mississippi Lime, and southern Louisiana at the Gulf of Mexico



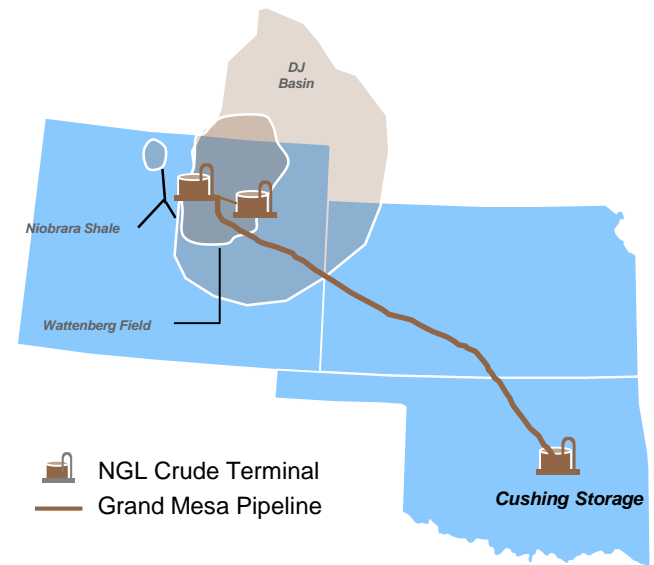
NGL Cushing Crude Oil Storage Tanks



NGL Crude Logistics areas of operation

# Grand Mesa Pipeline

<b>Grand Mesa Share of Capacity</b>	<ul style="list-style-type: none"> <li>~550 miles of 20" Crude oil pipeline from the DJ Basin to Cushing, OK</li> <li>NGL/Grand Mesa have 37.5% undivided joint interest                         <ul style="list-style-type: none"> <li>➢ 150,000 BPD capacity</li> </ul> </li> </ul>
<b>Origin Station Terminals</b>	<ul style="list-style-type: none"> <li>Lucerne &amp; Riverside Terminals in Weld County, CO (100% NGL/Grand Mesa owned)</li> <li>16 truck unloading bays capable of unloading over 325 trucks per day in aggregate at Lucerne &amp; 4 truck unloading bays at Riverside</li> <li>970,000 BBL origin tankage</li> </ul>
<b>Batching Capabilities</b>	<ul style="list-style-type: none"> <li>Grand Mesa offers two unique batching specs allowing producers to preserve their crude oil quality</li> </ul>
<b>Gathering Connectivity</b>	<ul style="list-style-type: none"> <li>The Lucerne origin has inbound receipt connections to multiple gathering systems including:                         <ul style="list-style-type: none"> <li>➢ Platte River Midstream</li> <li>➢ Saddle Butte Pipeline</li> <li>➢ Noble Midstream</li> </ul> </li> </ul>
<b>Destination Terminal</b>	<ul style="list-style-type: none"> <li>NGL's Cushing Terminal has approximately 3.6 million barrels of total shell capacity                         <ul style="list-style-type: none"> <li>➢ Offers producers connectivity to multiple markets including the Gulf Coast via TransCanada Marketlink</li> </ul> </li> </ul>

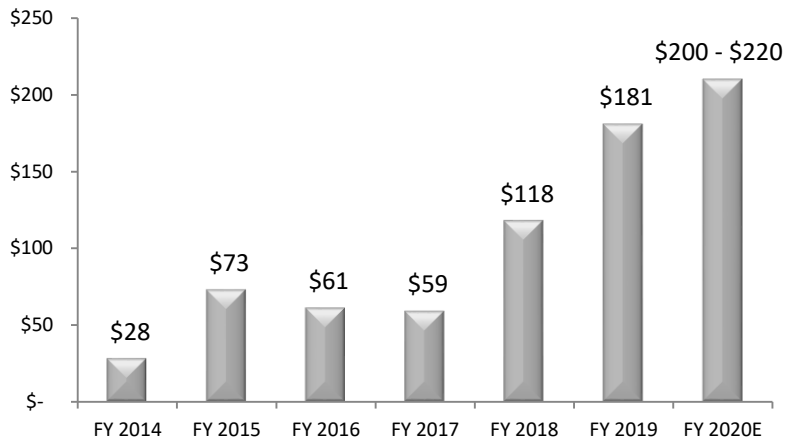


Lucerne Terminal Truck Bays



# Crude Oil Logistics Financial Overview

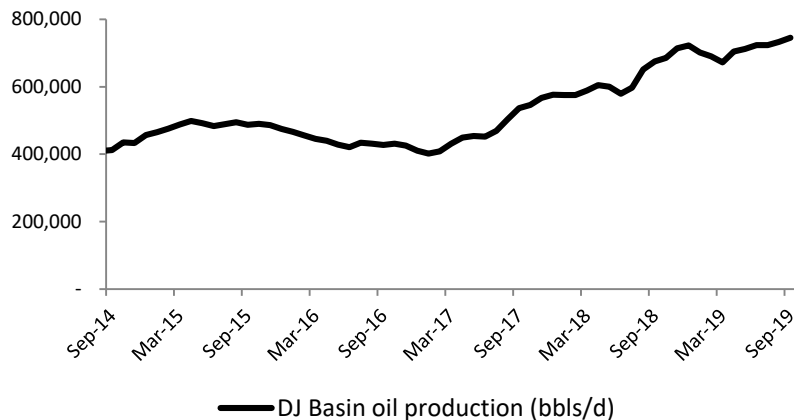
## Segment EBITDA



## FY 2020 Forecast Assumptions

- Grand Mesa Pipeline
  - Total volumes average ~129kbbpd
  - Assume 3% increase to rates per FERC oil pipeline index starting July 1, 2019
- Crude Oil Marketing/Transportation
  - Assume Crude Price forward curve FY2020 Q1 – Q4 (\$52.55-\$55.93)
  - No Contango markets assumed

## DJ Basin Production Trend



NGL Point Comfort Crude Terminal

# Liquids and Marketing Platform

Our Liquids segment provides natural gas liquids procurement, storage, transportation, and supply services to customers through assets owned by us and third parties. We also sell butanes and natural gasolines to refiners and producers for use as blending stocks and diluent and assist refineries by managing their seasonal butane supply needs. As a result of a recent acquisition, we now supply butane for export through our Chesapeake, VA terminal.

## Propane/Butane Wholesale

- Office locations in Denver, Calgary, Houston, Tulsa
- Fleet of ~4,600 railcars (owned and leased)
- 23 transloading units
- Approximately 400 Customers
- Shipper on 5 common carrier pipelines
- Approximately 2.8 million barrels of leased underground storage, 0.35 million barrels of above ground storage

## NGL Terminals/Sawtooth

- 26 Terminals with throughput capacity of ~14.1 million gallons per day
  - 17 terminals with rail unloading capability
  - 4 Multi-products terminals
  - 9 Pipe-connected terminals
- One import/export facility capable of exporting over 12kbpd of butane

## Refined Products Marketing<sup>(1)</sup>

- Rack Marketing services from over 180 terminals in 34 states providing diesel and gasoline products
- Margins driven by normal supply/demand activity as well as disruption events such as weather or refinery/pipeline issues



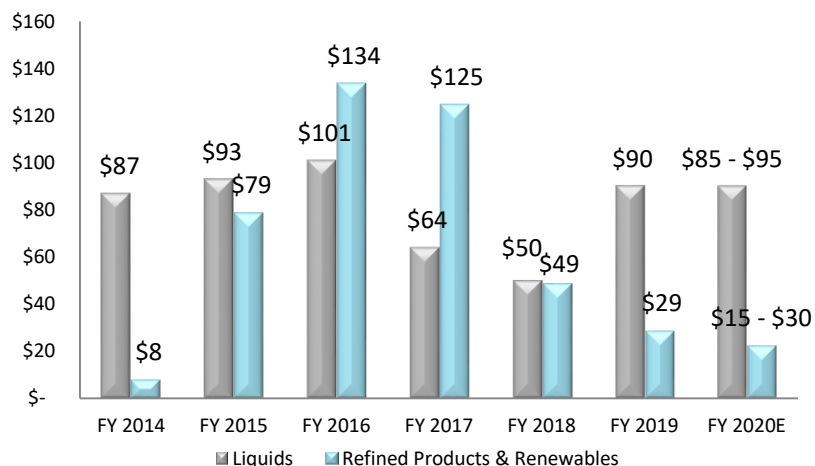
West Memphis NGL Wholesale Liquids Terminal



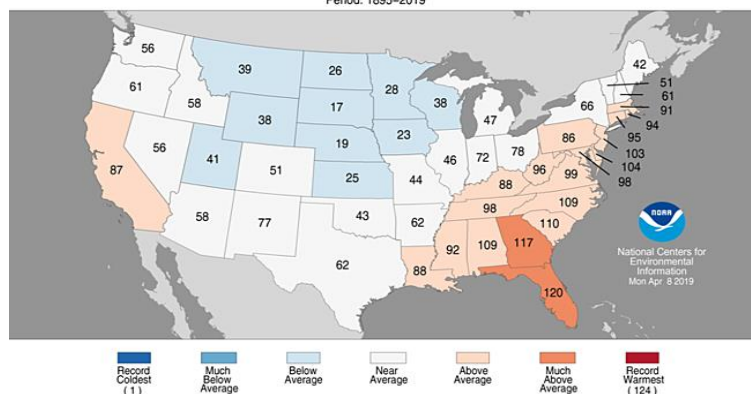
NGL Liquids areas of operation

# Liquids and Marketing Financial Overview

## Segment EBITDA <sup>(1)</sup>



Statewide Average Temperature Ranks  
October 2018–March 2019  
Period: 1895–2019



## FY 2020 Forecast Assumptions <sup>(1)</sup>

- Propane/Butane Wholesale
  - Assumes a normal winter for volume and pricing
  - Fee-based business makes up 10%-15% of gross margin
- NGL Terminals/Sawtooth
  - Over 50% of EBITDA from multi-year 3<sup>rd</sup> party take-or-pay contracts
  - Approximately 3.1mm BBLs leased ratable throughout FY2020
- Refined Products
  - Approximately \$15-30 million from Refined Products EBITDA



Butane Import/Export Terminal in Chesapeake, Virginia.

# TPSL Divestiture Highlights

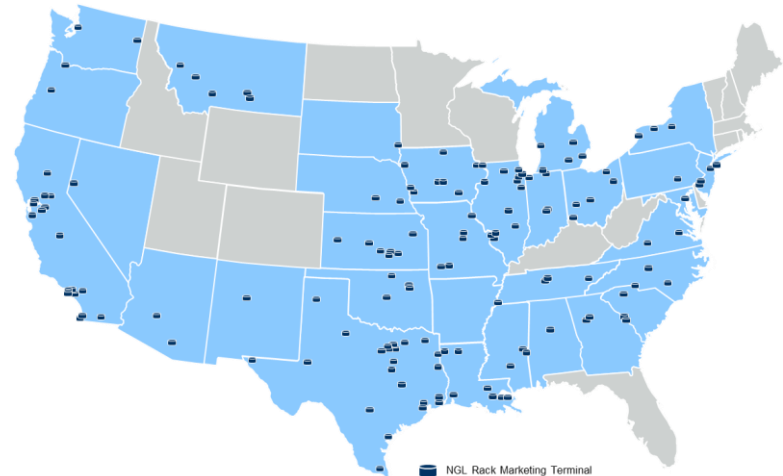
## Transaction Highlights

- ✓ Transaction represents further progress toward NGL's capital allocation strategy
  - **Closed the sale of certain Refined Products / Renewables segment assets, including but not limited to inventory and net working capital, for total cash proceeds of approximately \$275.5mm based on values at closing**
  - Divested assets include TPSL Terminating Services Agreement, as well as line space along Colonial and Plantation Pipelines, 2 wholly-owned refined products terminals and third party throughput agreements, and all associated customer contracts, inventory and other working capital
  - Proceeds will be used to reduce outstanding indebtedness under the revolving credit facility
- ✓ With the sale of TPSL, NGL's working capital borrowing requirements will be permanently reduced by approximately ~\$300-\$350mm (including LC's)
  - Expected to significantly reduce letter of credit commitments and reduce interest costs by approximately \$15mm annually
- ✓ Retained Refined Products / Renewables segment consists of:
  - Legacy Rack Marketing
  - Gas Blending
  - Renewables
  - Certain components of the remaining business are being further evaluated

## Sold Assets - Map

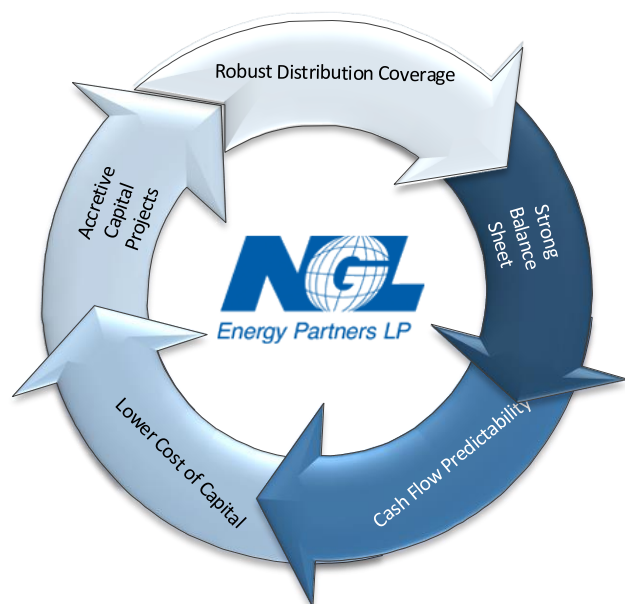


## Remaining Assets - Map



# Financial Overview

# Financial Objectives



## Strong Balance Sheet

- The Partnership has made significant strides with ~\$2.1 billion in asset sales since December 2017 (proceeds used to pay down indebtedness) and will look to maintain a flexible balance sheet with a leverage target of less than **4.00x** on a total leverage basis
- Goal of achieving investment grade rating

## Cash Flow Predictability

- Increasing fee-based business and long-term contracts with high credit quality customers
- Transitioning to a more traditional midstream repeatable cash flow model

## Lower Cost of Capital

- Continue to pursue opportunities to find and execute on low cost of capital financing in the current and future environments
- Consistently pursuing strategies that increase NGL's unit price and lower cost of debt

## Accretive Capital Projects

- Crude and Water segments provide accretive growth platforms
- Accretive growth through organic growth projects and strategic acquisitions focused on assets backed by multi-year fee based contracted cash flows

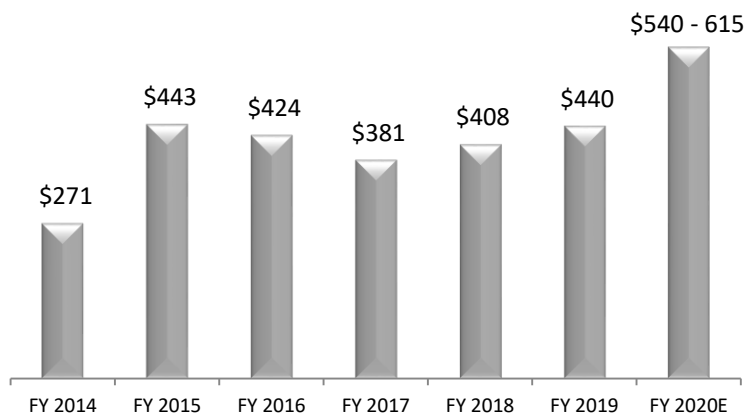
## Robust Distribution Coverage

- Sufficient liquidity to operate the business and execute growth objectives
- Targeting over **1.3x** distribution coverage
- Excess distribution coverage will be used to strengthen the balance sheet and fund growth opportunities

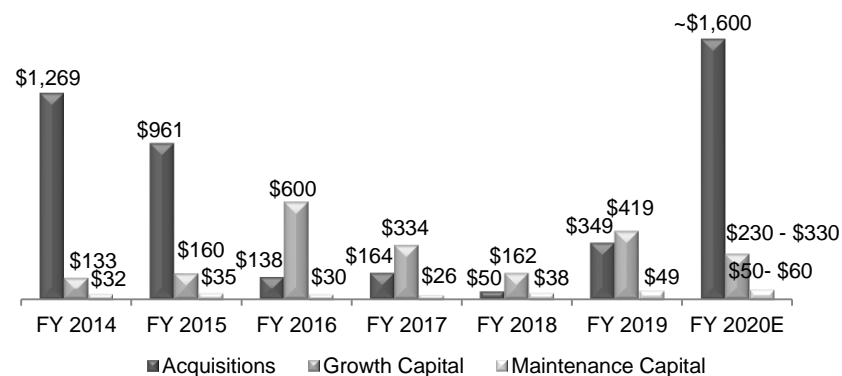


# Performance Metrics

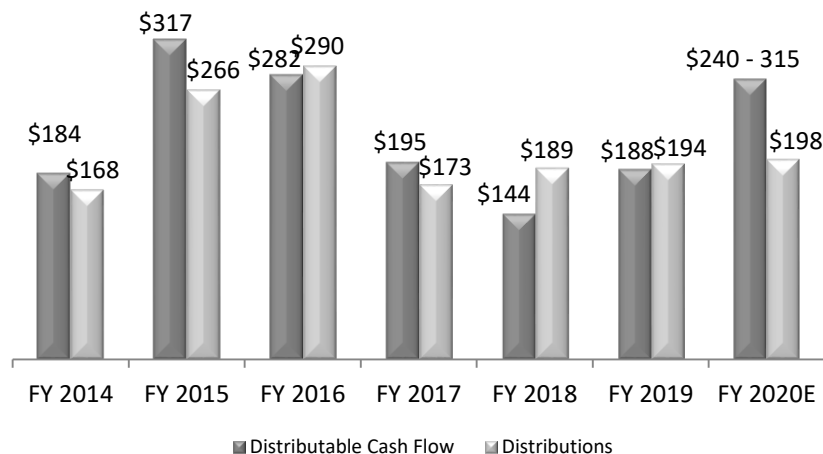
## Adjusted EBITDA (In Millions)



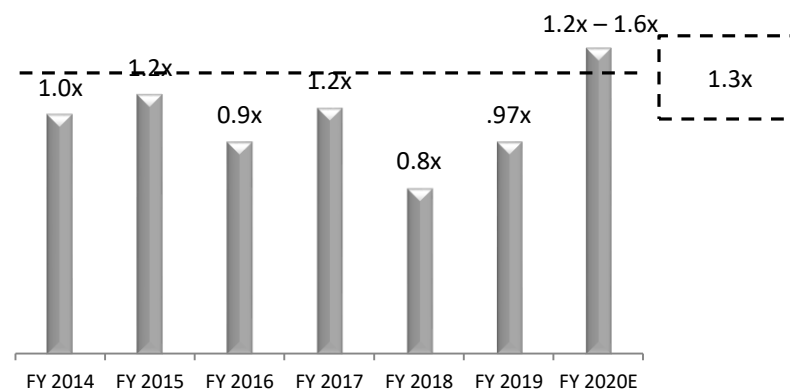
## Acquisition, Growth and Maintenance Capex (In Millions)



## LP Distributable Cash Flow & Distributions (In Millions)<sup>(1)</sup>

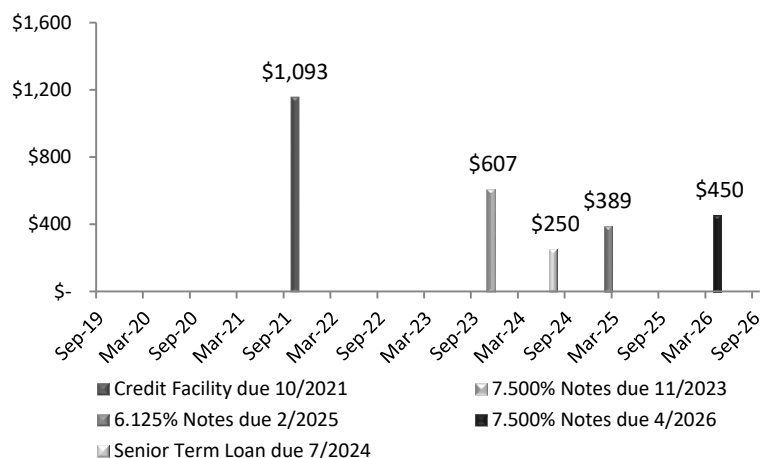


## Distribution Coverage<sup>(1)</sup>

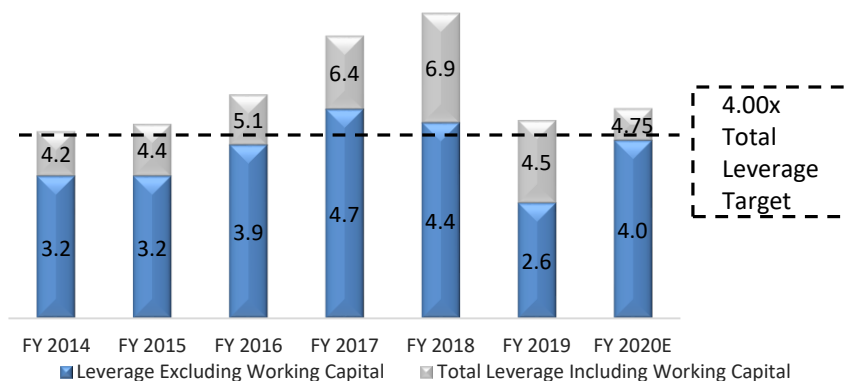


# Credit Profile

## Debt Maturities as of 9/30/19 (In Millions)



## Compliance & Total Leverage <sup>(1)</sup>



## Pro Forma Debt & Preferred Equity Balances as of 9/30/19 <sup>(2)</sup>

(In Thousands)			
		9/30/2019	6/30/2019
<b>Debt</b>			
Expansion Capital Borrowings	\$	450,000	\$ 260,000
Working Capital Borrowings		643,000	895,000
Secured Term Loan due 2024		250,000	-
7.500% Senior Notes due 2023		607,323	607,323
6.125% Senior Notes due 2025		389,135	389,135
7.500% Senior Notes due 2026		450,000	450,000
<b>Total Revolver and Senior Note Debt</b>		<b>\$2,789,458</b>	<b>\$2,601,458</b>
<b>Preferred Equity</b>			
9.00% Class B Perpetual Preferred Units	\$	314,641	\$ 210,000
9.625% Class C Perpetual Preferred Units		45,000	45,000
9.00% Class D Perpetual Preferred Units		400,000	-
<b>Total Preferred Equity</b>		<b>\$ 759,641</b>	<b>\$ 255,000</b>

## Recent financing transactions announced November 1, 2019

- (1) Acquisition of Hillstone for approximately \$600 million
- (2) \$200 million of preferred equity to fund Hillstone
- (3) Remainder of Hillstone was funded on the Revolving Credit Facility; \$50 million deposit was funded in September 2019
- (4) Recently amended RCF to re-allocate the working capital and acquisition facilities to a total borrowing capacity of \$1.790 billion, with \$600 million allocated to the working capital facility and \$1.190 billion allocated to the acquisition facility

# 2<sup>nd</sup> Quarter Update

## Segment Summary

- Crude Oil Logistics performed in line with expectations primarily due to strong results from Grand Mesa as the pipeline continues to benefit from increased production out of the DJ Basin.
- The Water Solutions segment saw an increase in the volume of wastewater processed as well as higher disposal fees per bbl during the quarter. The increase in volumes was due to water processed from the acquisition of Mesquite and other acquired and newly developed facilities, which was partially offset by a reduction in volume related to asset sales during FY19.
- The Liquids business performed in line with expectations primarily due to increased butane volumes and contributions from our Chesapeake Terminal.
- Closed on the sale of TPSL on Sept. 30, 2019 while retaining rights to accumulated tax credits.
  - Should the blenders' credit be passed for calendar 2018 and 2019, Refined Products/Renewables' would recognize the benefit related to tax credits generated in Fiscal 2019 and Fiscal 2020.

## Executed balance sheet and leverage improving transactions

- Closed on the acquisition of Mesquite
- Issued \$100 million of 9.0% Class B perpetual preferred units during the quarter
- Issued \$250 million Secured Term Loan due 2024
- Sold Southeast Refined Products; NGL's working capital borrowing requirements will be permanently reduced by approximately \$300-350 million
  - Credit enhancing transaction through deleveraging given divested assets contribution to LTM EBITDA was negative
  - Expected to significantly reduce letter of credit commitments
  - Reduces annual interest expense by approximately \$15 million

## Quarterly Summary Performance (\$'s In Millions)

	Sep-19	Sep-18	Variance(%)
<b>Total Volume (In Thousands)</b>			
Crude Oil (BBL's)	10,422	11,891	-12%
Crude Oil (Owned Pipelines)(BBL's)	10,922	9,578	14%
<b>Water Solutions</b>			
Permian Basin (BBL's)	798,378	489,861	63%
Eagle Ford Basin (BBL's)	279,754	271,059	3%
DJ Basin (BBL's)	169,485	166,152	2%
Other Basins (BBL's)	10,736	80,577	-87%
Total Water Processed (BBL's)	1,258,353	1,007,649	25%
<b>Liquids</b>			
Propane (GAL's)	262,183	266,654	-2%
Butane (GAL's)	170,169	131,424	29%
Other NGL's (GAL's)	124,614	124,935	0%
<b>Refined Products/Renewables</b>			
Gasoline (BBL's)	33,182	33,719	-2%
Diesel (BBL's)	8,611	7,388	17%
Ethanol (BBL's)	454	621	-27%
Biodiesel (BBL's)	195	250	-22%
Total Revenue	\$ 4,289.3	\$ 5,116.0	-16%
Total Cost of Sales	\$ 4,057.4	\$ 4,945.2	-18%
Adjusted EBITDA <sup>(1)</sup>	\$ 119.0	\$ 91.7	30%
Distributable Cash Flow <sup>(1)(2)</sup>	\$ 37.5	\$ 29.0	29%
Distribution to LP Unitholders	\$ 0.39	\$ 0.39	0%
TTM Distribution Coverage <sup>(2)</sup>	1.13x	0.93x	22%
Maintenance Capex	\$ 16.5	\$ 15.3	8%
Growth Capex with Investments	\$ 695.3	\$ 208.1	234%
Total Leverage <sup>(3)</sup>	4.85x	5.66x	-14%
Total L-T Debt <sup>(4)</sup>	\$ 2,773.9	\$ 2,550.2	9%
Working Capital Facility	\$ 643.0	\$ 759.0	-15%
Total Liquidity	\$ 503.5	\$ 775.0	-35%



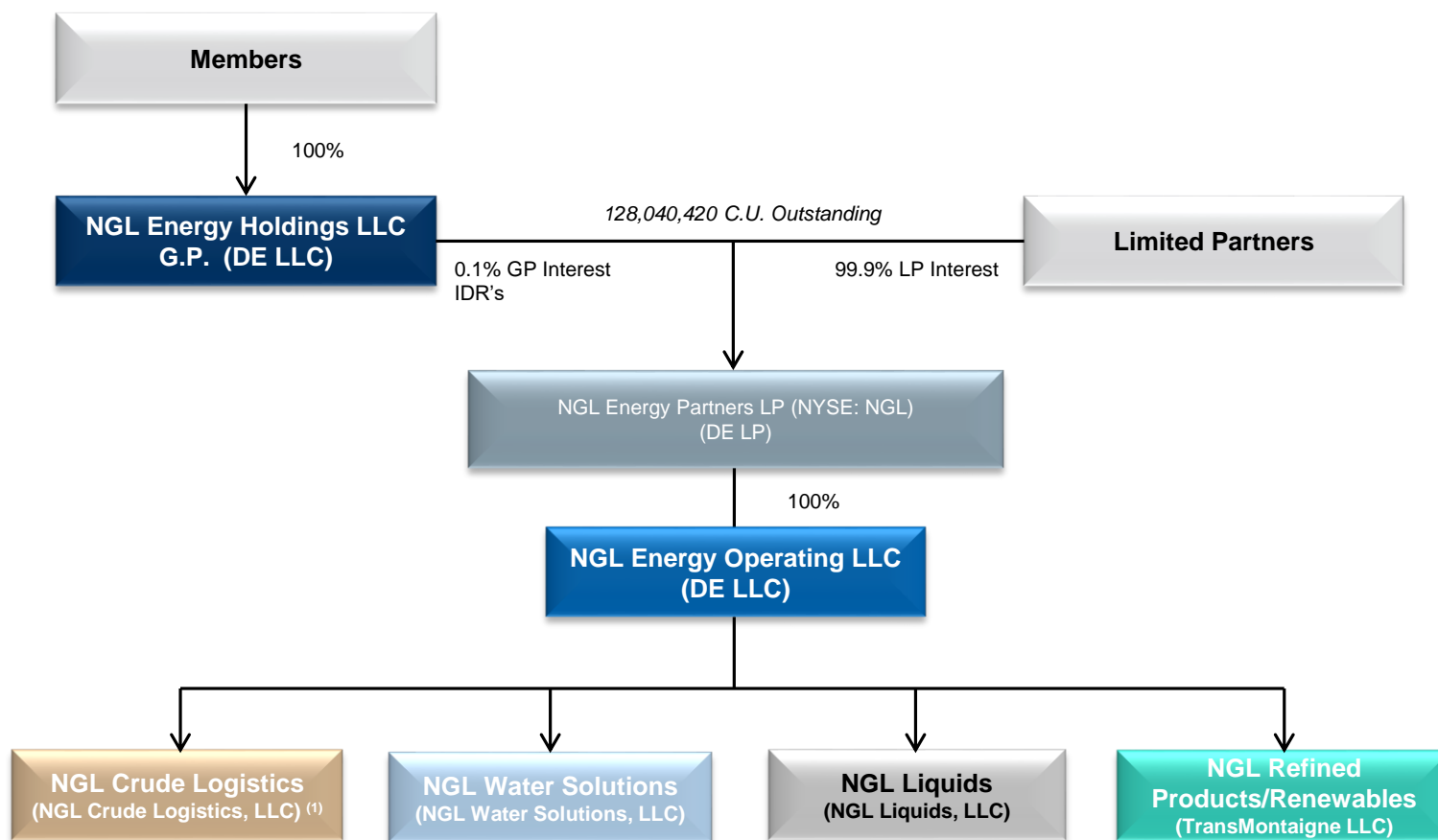
(1) Does not include acquisition expenses or Adj. EBITDA from discontinued operations  
 (2) Distributions include LP common unit & GP distributions; LP distributable cash flow is net of distributions on preferred units  
 (3) Total Leverage includes the working capital facility and includes Pro Forma effects of projects in construction, recent acquisitions/divestitures  
 (4) Book value of long-term debt

# Key Investment Highlights

<b>Diversified and Attractive Asset Base</b>	<ul style="list-style-type: none"> <li>▪ Multiple business segments with significant geographic diversity reduce cash flow volatility</li> <li>▪ Presence in the highest rate of return oil &amp; gas producing regions in North America as well as the highest growing population areas for consumer demand</li> <li>▪ Natural hedge between certain business segments reduces commodity price volatility and risk exposure</li> </ul>
<b>Vertical and Horizontal Integration</b>	<ul style="list-style-type: none"> <li>▪ Vertical integration allows for capture of margin across the value chain from wellhead to end-user</li> <li>▪ Emphasis on asset ownership drives ability to capitalize on multiple revenue/bolt-on opportunities</li> <li>▪ Offer a menu of services to producers and customers</li> </ul>
<b>Stable Cash Flows</b>	<ul style="list-style-type: none"> <li>▪ Focus on medium to long-term, repeatable fee-based cash flows</li> <li>▪ Combination of fee-based, take-or-pay, acreage dedication, margin-based and cost-plus revenue contracts</li> <li>▪ Targeting ~70% fee based revenues in normal commodity price environment</li> </ul>
<b>Strong Credit Profile and Liquidity</b>	<ul style="list-style-type: none"> <li>▪ Targeting a distribution coverage over 1.3x on a TTM basis</li> <li>▪ Excess distribution coverage will be reinvested in growth opportunities and reduce indebtedness</li> <li>▪ Targeting a capital structure with total leverage under 4.0x</li> </ul>
<b>Experienced &amp; Incentivized Management Team</b>	<ul style="list-style-type: none"> <li>▪ Extensive industry and MLP experience with proven record of acquiring, integrating, operating and growing successful businesses</li> <li>▪ Senior management holds significant limited partner interests, which strengthens alignment of incentives with lenders and public unitholders</li> <li>▪ Supportive general partner which is privately owned, of which over 65% is held by current and former management and directors, with no indebtedness</li> </ul>

# Appendix

# NGL Organizational Chart





## 2Q'20 Adjusted EBITDA & DCF Walk

	Three Months Ended September 30,		Six Months Ended September 30,	
	2019	2018	2019	2018
	(in thousands)		(in thousands)	
Net (loss) income	\$ (201,366)	\$ 354,939	\$ (193,327)	\$ 185,650
Less: Net loss attributable to noncontrolling interests	129	518	397	863
Less: Net loss attributable to redeemable noncontrolling interests	-	48	-	446
Net (loss) income attributable to NGL Energy Partners LP	(201,237)	355,505	(192,930)	186,959
Interest expense	45,113	41,367	85,023	87,779
Income tax expense	650	815	339	1,466
Depreciation and amortization	63,266	53,507	118,110	115,082
EBITDA	(92,208)	451,194	10,542	391,286
Net unrealized (gains) losses on derivatives	(5,462)	(1,893)	(8,936)	17,060
Inventory valuation adjustment	(5,439)	25,770	(25,185)	1,168
Lower of cost or market adjustments	(901)	-	(1,819)	(413)
Loss (gain) on disposal or impairment of assets, net	177,561	(403,185)	176,594	(301,418)
Loss on early extinguishment of liabilities, net	-	-	-	137
Equity-based compensation expense	21,295	19,219	24,996	24,730
Acquisition expense	5,085	2,863	7,176	4,115
Revaluation of liabilities	-	-	-	800
Gavilon legal matter settlement	-	-	-	35,000
Other	3,332	1,402	6,655	3,219
<b>Adjusted EBITDA</b>	<b>103,263</b>	<b>95,370</b>	<b>190,023</b>	<b>175,684</b>
Less: Cash interest expense	42,742	38,891	80,503	82,722
Less: Income tax expense	640	689	319	1,340
Less: Maintenance capital expenditures	16,461	15,298	33,390	27,685
Less: Other	127	309	127	309
Less: Preferred distributions	5,808	11,175	14,567	22,350
<b>Distributable Cash Flow</b>	<b>\$ 37,485</b>	<b>\$ 29,008</b>	<b>\$ 61,117</b>	<b>\$ 41,278</b>

# 2Q'20 & 2Q'19 Adjusted EBITDA by Segment

	Three Ended September 30, 2019								
	Crude Oil Logistics	Water Solutions	Liquids	Refined Products and Renewables	Corporate and Other	Continuing Operations	Discontinued Operations (TPSL)	Consolidated	
	(in thousands)								
Operating income (loss)	\$ 38,520	\$ 21,274	\$ 8,397	\$ 16,681	\$ (38,477)	\$ 46,395	\$ -	\$ 46,395	
Depreciation and amortization	17,693	37,921	6,611	125	763	63,113	-	63,113	
Amortization recorded to cost of sales	-	-	23	65	-	88	-	88	
Net unrealized (gains) losses on derivatives	(4,126)	(5,870)	4,534	-	-	(5,462)	-	(5,462)	
Inventory valuation adjustment	-	-	-	(4,100)	-	(4,100)	-	(4,100)	
Lower of cost or market adjustments	-	-	-	(921)	-	(921)	-	(921)	
(Gain) loss on disposal or impairment of assets, net	(630)	3,744	(4)	-	1	3,111	-	3,111	
Equity-based compensation expense	-	-	-	-	21,295	21,295	-	21,295	
Acquisition expense	-	-	-	-	5,085	5,085	-	5,085	
Other income (expense), net	43	(2)	32	(51)	162	184	-	184	
Adjusted EBITDA attributable to unconsolidated entities	-	-	(26)	-	(147)	(173)	-	(173)	
Adjusted EBITDA attributable to noncontrolling interest	-	(319)	(283)	-	-	(602)	-	(602)	
Intersegment transactions	-	-	-	(12,368)	-	(12,368)	-	(12,368)	
Other	3,132	131	17	52	-	3,332	-	3,332	
Discontinued operations	-	-	-	-	-	-	(15,714)	(15,714)	
<b>Adjusted EBITDA</b>	<b>\$ 54,632</b>	<b>\$ 56,879</b>	<b>\$ 19,301</b>	<b>\$ (517)</b>	<b>\$ (11,318)</b>	<b>\$ 118,977</b>	<b>\$ (15,714)</b>	<b>\$ 103,263</b>	

	Three Months Ended September 30, 2018								
	Crude Oil Logistics	Water Solutions	Liquids	Refined Products and Renewables	Corporate and Other	Continuing Operations	Discontinued Operations	Consolidated	
	(in thousands)								
							TPSL	Retail Propane	
Operating income (loss)	\$ 31,022	\$ 9,770	\$ 10,758	\$ (1,851)	\$ (35,352)	\$ 14,347	\$ -	\$ -	\$ 14,347
Depreciation and amortization	18,870	26,342	6,459	168	759	52,598	-	-	52,598
Amortization recorded to cost of sales	-	-	36	65	-	101	-	-	101
Net unrealized (gains) losses on derivatives	(6,142)	1,788	2,476	-	-	(1,878)	-	-	(1,878)
Inventory valuation adjustment	-	-	-	10,181	-	10,181	-	-	10,181
Lower of cost or market adjustments	-	-	-	53	-	53	-	-	53
Loss on disposal or impairment of assets, net	3,367	730	1,004	-	887	5,988	-	-	5,988
Equity-based compensation expense	-	-	-	-	19,219	19,219	-	-	19,219
Acquisition expense	-	-	1	-	2,864	2,865	-	-	2,865
Other income (expense), net	9	(370)	9	93	1,560	1,301	-	-	1,301
Adjusted EBITDA attributable to unconsolidated entities	-	423	-	-	-	423	-	-	423
Adjusted EBITDA attributable to noncontrolling interest	-	26	(229)	-	-	(203)	-	-	(203)
Intersegment transactions	-	-	-	(14,734)	-	(14,734)	-	-	(14,734)
Other	1,351	104	16	(70)	-	1,401	-	-	1,401
Discontinued operations	-	-	-	-	-	-	4,219	(511)	3,708
<b>Adjusted EBITDA</b>	<b>\$ 48,477</b>	<b>\$ 38,813</b>	<b>\$ 20,530</b>	<b>\$ (6,095)</b>	<b>\$ (10,063)</b>	<b>\$ 91,662</b>	<b>\$ 4,219</b>	<b>\$ (511)</b>	<b>\$ 95,370</b>

# 2Q'20 YTD & 2Q'19 YTD Adjusted EBITDA by Segment

	Six Months Ended September 30, 2019							
	Crude Oil Logistics	Water Solutions	Liquids	Refined Products and Renewables	Corporate and Other	Continuing Operations	Discontinued Operations (TPSL)	Consolidated
	(in thousands)							
Operating income (loss)	\$ 72,322	\$ 34,963	\$ 16,881	\$ 12,282	\$ (53,819)	\$ 82,629	\$ -	\$ 82,629
Depreciation and amortization	35,278	65,992	13,840	251	1,506	116,867	-	116,867
Amortization recorded to cost of sales	-	-	46	130	-	176	-	176
Net unrealized (gains) losses on derivatives	(5,984)	(6,037)	3,085	-	-	(8,936)	-	(8,936)
Inventory valuation adjustment	-	-	-	(15,650)	-	(15,650)	-	(15,650)
Lower of cost or market adjustments	-	-	(1,508)	419	-	(1,089)	-	(1,089)
(Gain) loss on disposal or impairment of assets, net	(1,246)	3,155	(7)	-	242	2,144	-	2,144
Equity-based compensation expense	-	-	-	-	24,996	24,996	-	24,996
Acquisition expense	-	20	-	-	7,156	7,176	-	7,176
Other income (expense), net	39	(2)	44	(44)	1,156	1,193	-	1,193
Adjusted EBITDA attributable to unconsolidated entities	-	-	(22)	-	(136)	(158)	-	(158)
Adjusted EBITDA attributable to noncontrolling interest	-	(394)	(680)	-	-	(1,074)	-	(1,074)
Intersegment transactions	-	-	-	(2,124)	-	(2,124)	-	(2,124)
Other	6,297	271	35	52	-	6,655	-	6,655
Discontinued operations	-	-	-	-	-	-	(22,782)	(22,782)
Adjusted EBITDA	\$ 106,706	\$ 97,968	\$ 31,714	\$ (4,684)	\$ (18,899)	\$ 212,805	\$ (22,782)	\$ 190,023

	Six Months Ended September 30, 2018								
	Crude Oil Logistics	Water Solutions	Liquids	Refined Products and Renewables	Corporate and Other	Continuing Operations	Discontinued Operations		Consolidated
	(in thousands)								
							Retail TPSL	Propane	
Operating (loss) income	\$ (68,716)	\$ 10,739	\$ 13,381	\$ (66,266)	\$ (52,782)	\$ (163,644)	\$ -	\$ -	\$ (163,644)
Depreciation and amortization	38,099	51,651	12,927	336	1,477	104,490	-	-	104,490
Amortization recorded to cost of sales	80	-	73	130	-	283	-	-	283
Net unrealized losses on derivatives	1,270	10,898	4,813	-	-	16,981	-	-	16,981
Inventory valuation adjustment	-	-	-	1,555	-	1,555	-	-	1,555
Lower of cost or market adjustments	-	-	(504)	89	-	(415)	-	-	(415)
Loss (gain) on disposal or impairment of assets, net	105,261	3,205	994	(3,026)	889	107,323	-	-	107,323
Equity-based compensation expense	-	-	-	-	24,730	24,730	-	-	24,730
Acquisition expense	-	-	161	-	4,000	4,161	-	-	4,161
Other income (expense), net	23	(370)	44	(58)	(32,241)	(32,602)	-	-	(32,602)
Adjusted EBITDA attributable to unconsolidated entities	-	369	-	476	-	845	-	-	845
Adjusted EBITDA attributable to noncontrolling interest	-	(86)	(551)	-	-	(637)	-	-	(637)
Revaluation of liabilities	-	800	-	-	-	800	-	-	800
Gavilon legal matter settlement	-	-	-	-	35,000	35,000	-	-	35,000
Intersegment transactions	-	-	-	61,091	-	61,091	-	-	61,091
Other	2,901	204	33	80	-	3,218	-	-	3,218
Discontinued operations	-	-	-	-	-	-	7,480	5,025	12,505
Adjusted EBITDA	\$ 78,918	\$ 77,410	\$ 31,371	\$ (5,593)	\$ (18,927)	\$ 163,179	\$ 7,480	\$ 5,025	\$ 175,684