

NYSE: MMP



## Virtual Investor Conferences

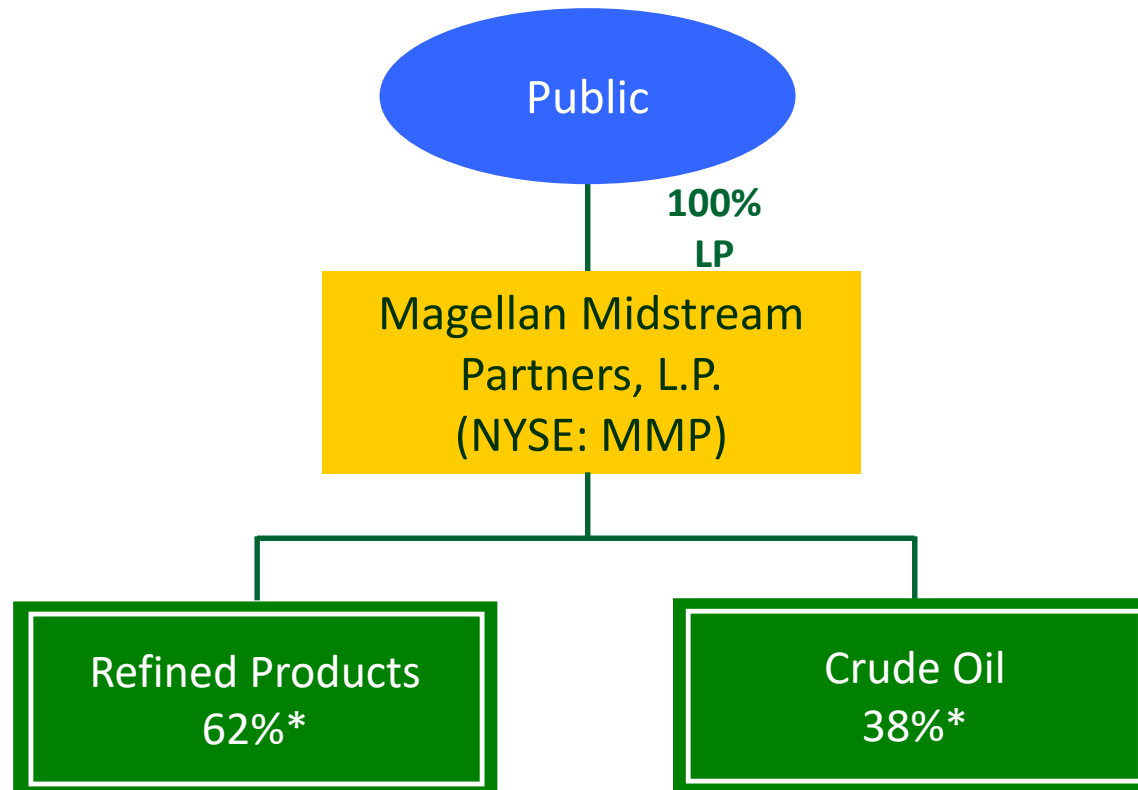
Aug. 11-13, 2020

# Forward-looking statements

Except for statements of historical fact, this document constitutes forward-looking statements as defined by federal law. Although management believes such statements are based on reasonable assumptions, such statements necessarily involve known and unknown risks and uncertainties that may cause actual outcomes to be materially different. Among the key risk factors that may have a direct impact on the partnership's results of operations and financial condition are: impacts from the COVID-19 pandemic; impacts of the oversupply of crude oil and petroleum products; claims for force majeure relief by its customers or vendors; its ability to identify growth projects with acceptable expected returns and to complete projects on time and at expected costs; changes in price or demand for refined petroleum products, crude oil and natural gas liquids, or for transportation, storage, blending or processing of those commodities through its facilities; changes in the partnership's tariff rates or other terms as required by state or federal regulatory authorities; shut-downs or cutbacks at refineries, of hydrocarbon production or at other businesses that use or supply the partnership's services; changes in the throughput or interruption in service on pipelines or other facilities owned and operated by third parties and connected to the partnership's terminals, pipelines or other facilities; the occurrence of operational hazards or unforeseen interruptions; the treatment of the partnership as a corporation for federal or state income tax purposes or the partnership becoming subject to significant forms of other taxation; an increase in the competition the partnership's operations encounter; disruption in the debt and equity markets that negatively impacts the partnership's ability to finance its capital needs; changes in its capital needs, cash flows and availability of cash to fund unit repurchases or distributions; and failure of customers to meet or continue contractual obligations to the partnership. Additional factors that could lead to material changes in performance are described in the partnership's filings with the Securities and Exchange Commission, including the partnership's Annual Report on Form 10-K for the fiscal year ended Dec. 31, 2019 and subsequent reports on Forms 8-K and 10-Q. You are urged to carefully review and consider the cautionary statements and other disclosures made in those filings, especially under the headings "Risk Factors" and "Forward-Looking Statements." Forward-looking statements made by the partnership in this presentation are based only on information currently known, and the partnership undertakes no obligation to revise its forward-looking statements to reflect future events or circumstances.

# Straight-forward governance and organization

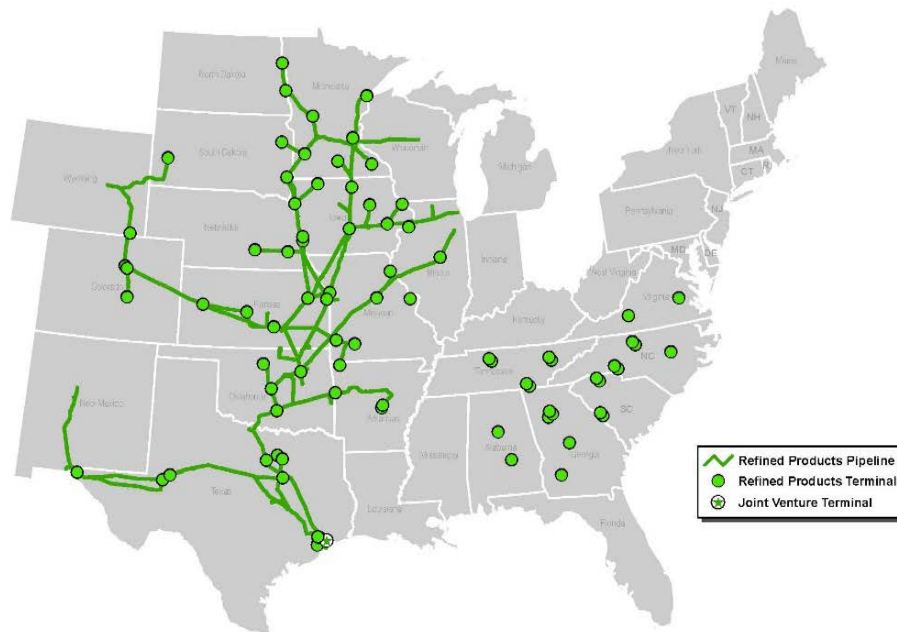
- Investment grade MLP with no incentive distribution rights
- Strong governance, with all board members elected by the public
  - 8 of 9 board members are independent



\* Percentage of 2019 annual operating margin, adjusted for 1Q20 re-segmentation following sale of 3 marine terminals

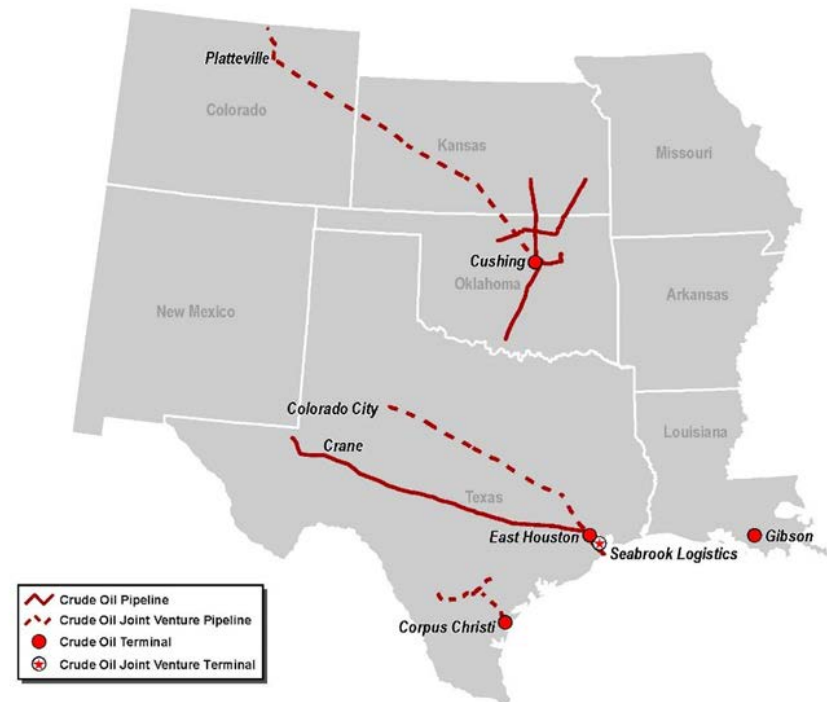
# Refined products segment

- Longest refined petroleum products pipeline system in the U.S., primarily transporting gasoline and diesel fuel, with 9,800 miles, 54 terminals and 46mm barrels of storage
- Profit driven by throughput volume and tariffs
  - Tariff changes related to Producer Price Index; average tariff increased by 4.3% in mid-2019 and ~3.5% on July 1, 2020
  - Volumes primarily function of market demand for transportation fuel
- Strong competitive position and stable business platform due to breadth of system (can access nearly 50% of refining capacity) and independent service provider model



# Crude oil segment

- 2,200 miles of crude oil pipelines, substantially backed by long-term throughput commitments
- 37mm barrels of total crude oil storage, including 25mm barrels used for contract storage, with largest locations in strategic Houston and Cushing storage hubs
- Independent, customer-focused service provider
  - Focus on quality and transparency as well as significant Houston connectivity provide competitive advantage

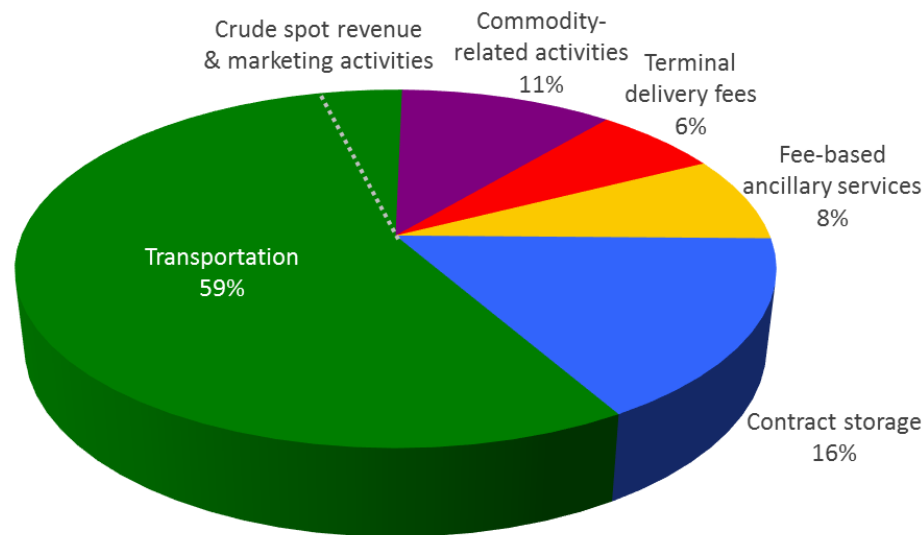




# Primarily fee-based business

- Magellan's business model is primarily focused on fee-based, low-risk activities, which are expected to comprise 85%+ of future operating margin\*
  - 2019 transportation results benefited from spot revenue and marketing activities on our crude oil pipelines due to the favorable pricing differential between the Permian Basin and Houston that is not expected to continue in '20 (4% of total '19 margin)

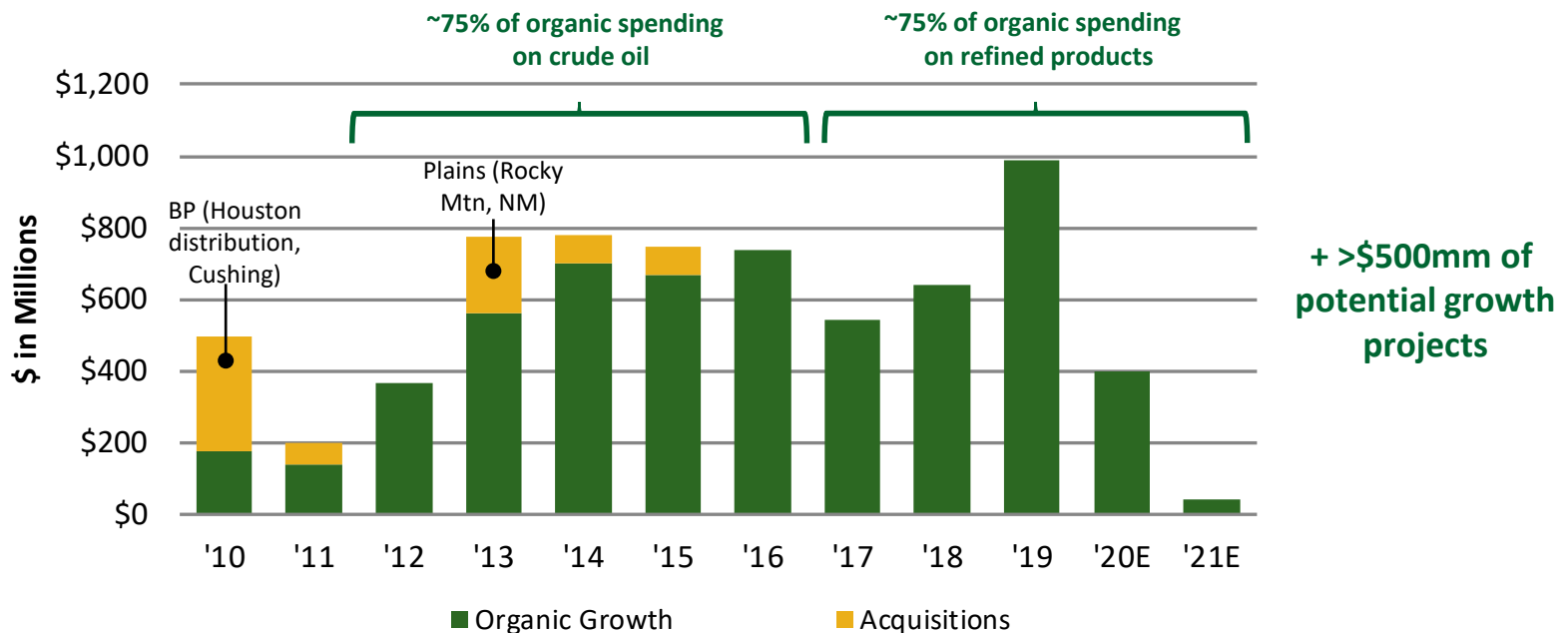
## 2019 Operating Margin\*



\* Operating margin represents operating profit before depreciation, amortization & impairment expense and general & administrative costs; excludes unrealized mark-to-market and other commodity-related adjustments

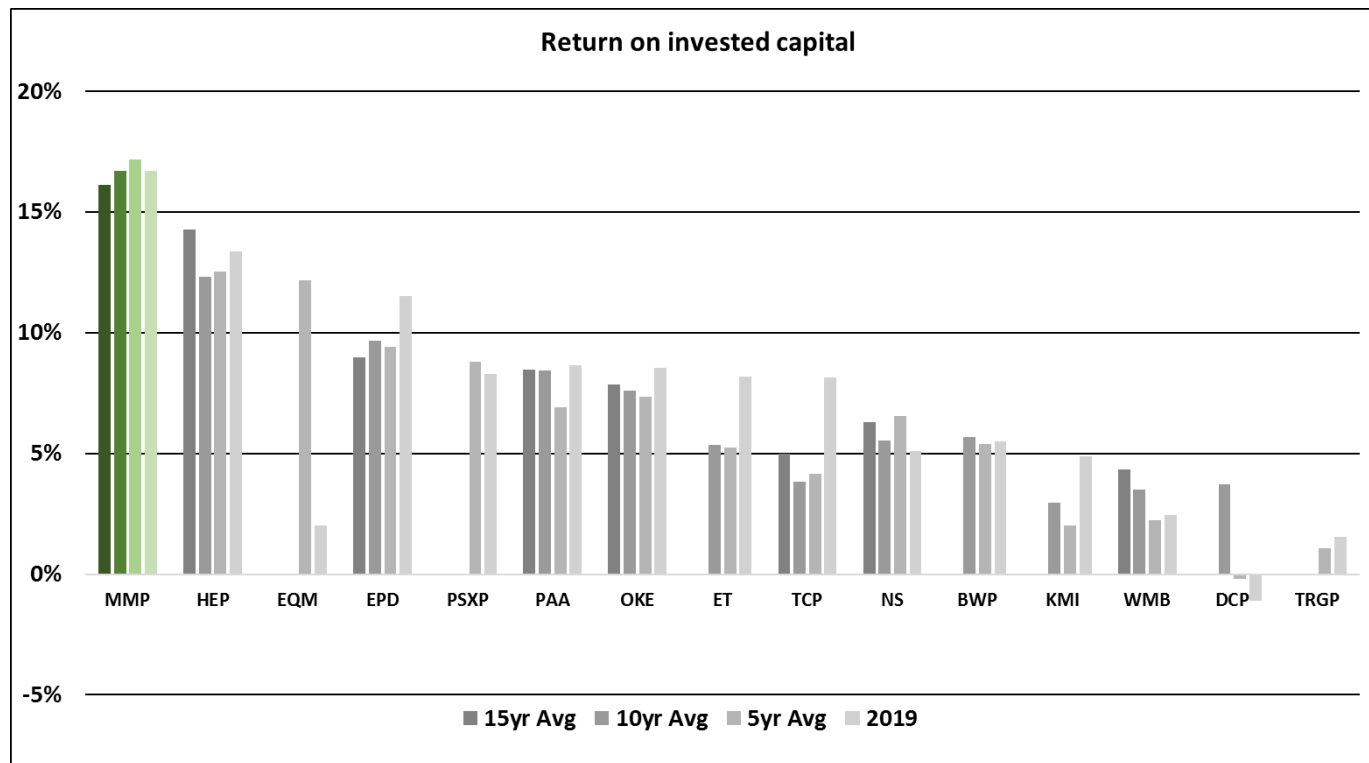
# Disciplined historical growth

- Over the last 10 years, Magellan has invested \$6.3 billion in expansion projects
  - Historically made a few strategic acquisitions that served as platforms for future organic growth and continuously evaluate opportunities
  - Organic growth projects supported by long-term customer commitments remain our primary focus
- Expect to spend \$440mm in '20-'21 on construction projects currently underway, primarily related to the transportation & storage of refined petroleum products
- Targeting 6-8x EBITDA multiple on projects



# Best-in-class returns

- Magellan has proven track record of delivering superior returns
- Reflects disciplined management style, high quality asset base and strong business position



ROIC defined as trailing 12-month net operating profit after tax / average invested capital

Source: Bloomberg



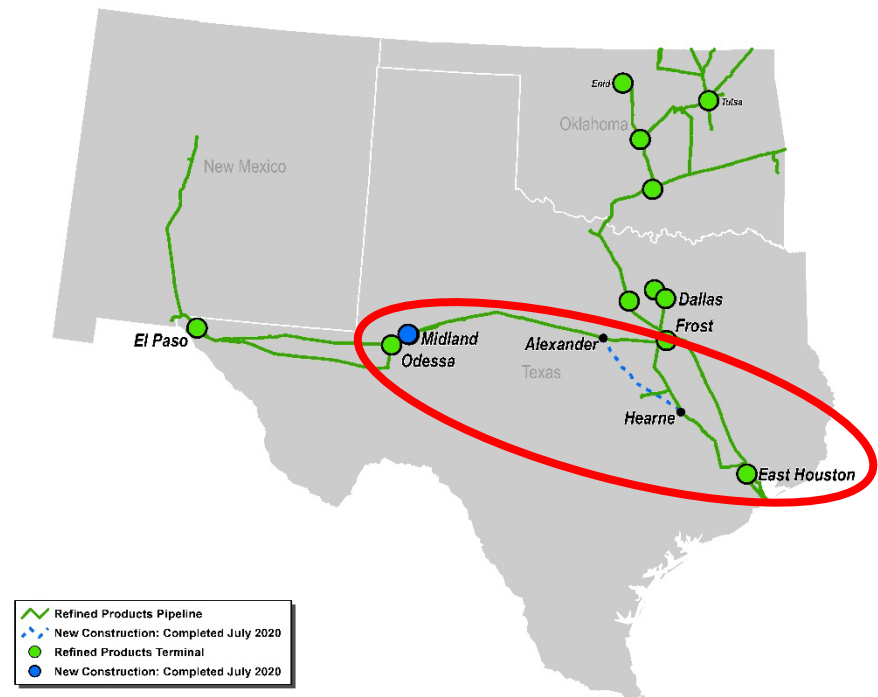
# Pasadena marine terminal joint venture

- 50/50 joint venture with Valero Energy with 300k bpd of dock capacity currently
  - Phase 1: 1mm bbls of storage and Panamax-capable dock; began operations early '19
  - Phase 2: 4mm bbls of storage, 3-bay truck rack, Aframax-capable dock and connectivity to Valero's refineries in Houston and TX City; began operations early '20
- \$410mm for MMP's share of capital spend for initial 2 phases, fully committed by long-term customer contracts with a 9x EBITDA multiple expected
- Facility has space for another 5mm bbls of storage and 3 additional docks, could handle other products including NGLs or chemicals
  - Additional expansions contingent on receiving sufficient customer commitments



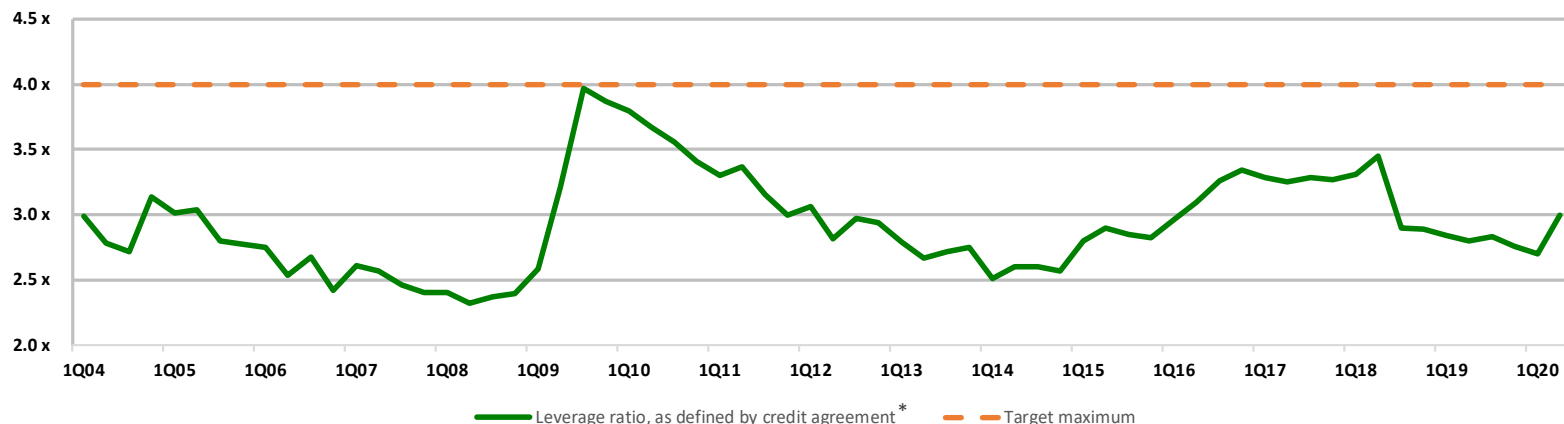
# Expansion of Texas refined products pipeline system

- Phase 1: New East Houston-to-Hearne pipe became operational Sept. '19, adding 85k bpd capacity
  - \$425mm capital spend with 8x EBITDA multiple expected on committed volume
- Phase 2: New Hearne-to-Alexander pipeline and increased diameter of existing pipe on western leg of Texas system, adding 75k bpd capacity
  - \$500mm capital spend with 7x EBITDA multiple expected on committed volume
  - Began operations July '20
  - Meaningful upside, including potential incremental volume from new market-share agreement (volume is not guaranteed)
- New Midland refined products terminal completed July '20
- Projects supported by long-term commitments from investment-grade companies



# Conservative financial profile

- Sector-leading credit metrics
  - One of the highest-rated midstream companies at BBB+ / Baa1
  - Long-standing target maximum leverage ratio of  $\leq 4x$  debt-to-EBITDA (3.0x at 6/30/20)
  - Significant liquidity with \$1 billion credit facility, next bond maturity not until 2025
  - Committed to strong investment-grade balance sheet
- History of solid distribution coverage
  - Expect to maintain current distribution during 2020 with 1.1-1.14x coverage (\$75-\$125mm excess cash) in light of pandemic and commodity price volatility
  - Targeting at least 1.2x once refined products demand and commodity prices stabilize and return to more historical levels



\* Excludes gain realized on the sale of a 20% interest in BridgeTex in 3Q18.

# Magellan's resilient business

- Although refined products demand has been temporarily impacted by pandemic during 2020, expect demand to return to more historical levels as travel and economic activity improve
  - Long-term refined products business expected to remain strong
- Crude oil business benefits from long-term commitments from creditworthy counterparties, mitigating impact of a potentially protracted, low crude oil price environment
- Magellan is financially strong and well-positioned to weather the current volatile environment
- Disciplined management team with proven track record focused on creating long-term investor value

