

# Investor Presentation February 2023

# Company Overview<sup>1</sup>





### **Water Solutions**

- Provides water transportation, treating, recycling and handling services for upstream customers
- Largest integrated water solutions network of injection wells and large diameter pipe in the Delaware Basin
- Predictable cash flows supported by longterm fixed fee contracts, acreage dedications and minimum volume commitments

### **Crude Oil Logistics**

- Purchases crude oil from producers and marketers for sale at multiple refineries and trading hubs
- Network of owned storage, terminal and transportation services, including Grand Mesa Pipeline
- Supported by acreage dedications and minimum volume commitments

## **Liquids Logistics**

- Supplier of NGL's, refined products and biodiesel to a broad range of end-users across the United States and Canada
- Operations are conducted through 24 owned terminals, third-party storage and terminal facilities, ninr common carrier pipelines and a fleet of leased railcars
- Provides marine exports of butane through owned facility located in Chesapeake, VA
- Owner of Ambassador Pipeline in Michigan, the largest retail propane demand state in the U.S.

# **Business Focus**



### **Financial Focus**

- Prudent management of our balance sheet with a primary focus on reducing absolute debt and leverage, while maintaining credit metrics and ratings
- Generate significant free cash flow from operations, supported by long-term fixed fee contracts, acreage dedications and minimum volume commitments
- Reduce leverage to below 4.75x in order to increase financial flexibility and reinstate preferred distributions
- Enhance free cash flow by reducing working capital requirements, decreasing growth and maintenance capital expenditures, as well as monetizing underutilized assets
- Pursue organic growth opportunities leveraging additional volume capacity in our Delaware Water Solutions network with minimal capital requirements



**NGL Water Solutions Assets** 

## **Operational Focus**

#### Water Solutions

Leverage our water processing facilities and pipelines, which are strategically located in high rate-of-return (low break-even) crude oil and natural gas shale plays. NGL is not required to spend capital to gather from the wellhead into our water system, reducing capital expenditures.

### **Crude Oil Logistics**

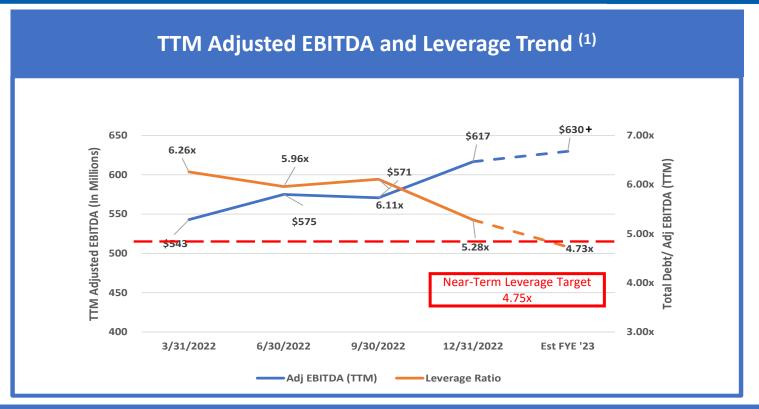
Expansive network of terminals, towboats, barges, storage, and owned and contracted pipeline capacity allows NGL to deliver crude oil to optimal markets. Operating cash flow supported by fixed rate contracts and minimum volume commitments.

### **Liquids Logistics**

Strategically located natural gas liquids assets including pipeline, terminals, railcar fleet, shipper status on common pipelines, and substantial leased and owned storage, enables NGL to be a reliable transporter, purchaser and seller of natural gas liquids.

# **NGL - Improving Leverage**



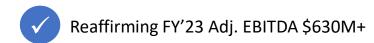


### 3Q'23 Highlights





Water Solutions Record Adjusted EBITDA \$122MM

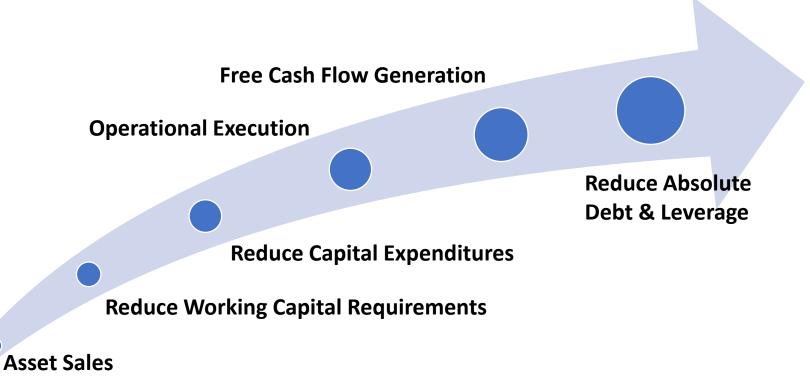


<sup>(1)</sup> Fiscal 2023 year-end estimated leverage ratio assumes no additional de-leveraging transactions.

<sup>) \$98.1</sup>MM includes the reduction of principal on the senior unsecured notes and equipment financing note.



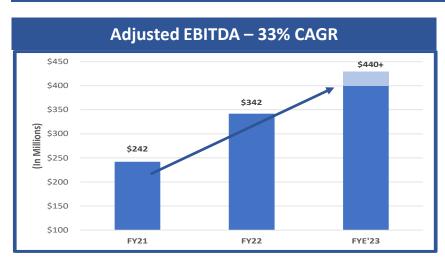
# **Leverage Below 4.75x**

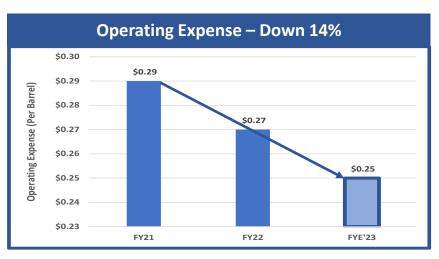


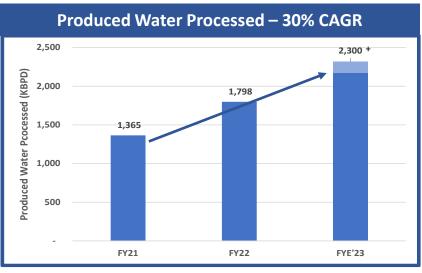
# Water – Operational and Financial Trend

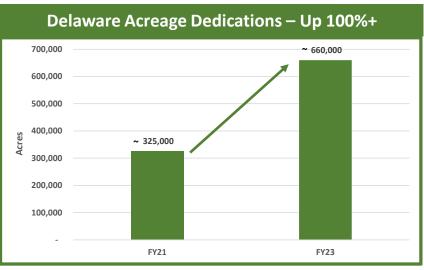


## Strong Operational and Financial Performance



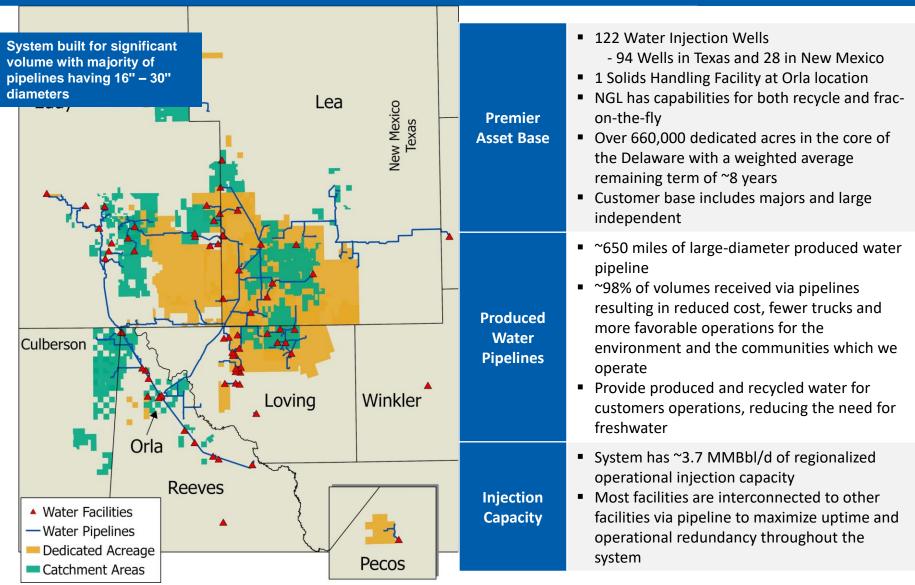






# Water Solutions Delaware Basin Overview<sup>1</sup>





<sup>(1)</sup> Assets and contracts as of 3/31/22.

<sup>(2)</sup> Catchment areas includes minimum volumes commitments and other contracts.

# **Crude Oil & Liquids Logistics Business Drivers**





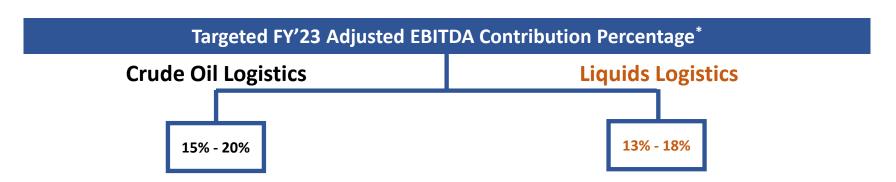
## **Crude Oil Logistics**

- Producer activity and production in the DJ Basin
- Demand for takeaway capacity out of the DJ Basin
- Demand for crude oil storage due to increasing supply and/or a crude oil market in contango



### **Liquids Logistics**

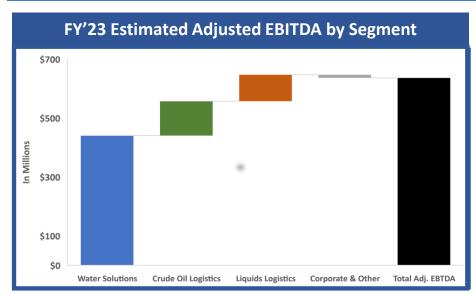
- Propane demand drivers include winter weather and agricultural demand in the Midwest and Northeastern U.S.
- Butane performance driven by U.S. gasoline demand, refining activity and exports
- Refined fuels is a day-to-day margin business based on supplier and customer relationships. Supply disruptions can drive higher margins



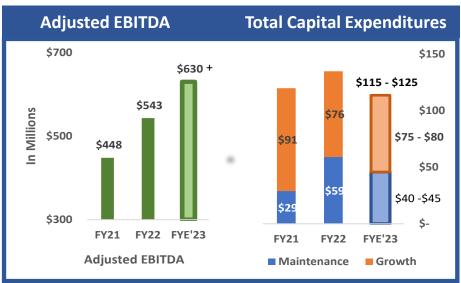
<sup>\*</sup> Adjusted EBITDA at Corporate and Other is excluded from the percentage of Adjusted EBITDA calculation.

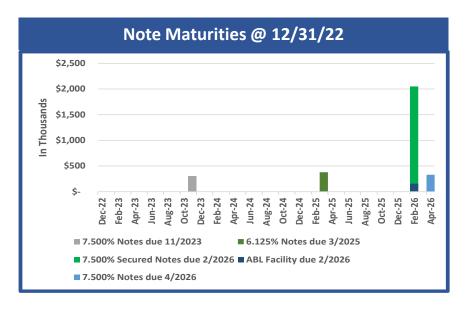
# **Guidance, Historical Data and Debt Maturities**





Total Debt <sup>1</sup> (In Thousands)	12	2/31/2022	9/	30/2022
ABL Facility	\$	156,000	\$	287,000
Secured Notes due 2026		2,050,000		2,050,000
7.500% Senior Notes due 2023		301,885		399,342
6.125% Senior Notes due 2025		380,020		380,020
7.500% Senior Notes due 2026		330,902		330,902
Other debt		39,774		40,432
Total Debt	\$3	3,258,581	\$3	,487,696







# **Appendix**

# WATER SOLUTIONS SEGMENT

What SWD means to NGL...



- NGL is a leader in providing wastewater for recycle in the Delaware Basin
- NGL provided 34.1 million barrels of wastewater for recycle in fiscal year 2022, a 115% increase from fiscal year 2021

Sustainable Water Development



- •Colorado Center for a Sustainable WE2ST
- New Mexico Produced Water Research Consortium

Scientific Water Discoveries via Partnership

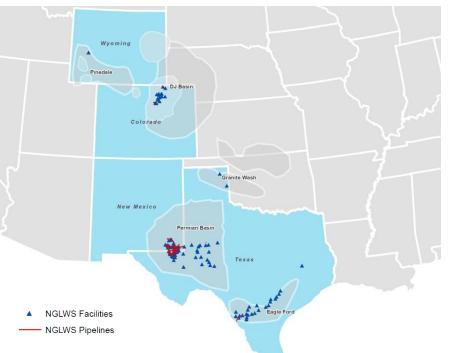


- Eliminating millions of truck miles from the road via our network of water pipelines annually
- Fewer trucks on the road means fewer accidents, fewer injuries and reduced air emissions

Safer and more efficient Water Distribution via pipelines

# Water Solutions Overview<sup>1</sup>







### **Water Pipelines**

- Owned water pipelines and third party connections to NGL facilities
- Approximately 650 miles of large diameter water pipelines in the Northern Delaware Basin alone
- Producers required to connect from the wellhead into our water network

# Water Handling & Recycling

- 111 water handling facilities, 212 injection wells
- Since 2006, NGL has treated and recycled over 66 million barrels of wastewater at the Anticline Facility in Southwest Wyoming
- NGL has high-volume produced water reuse and recycling capabilities in the Delaware Basin

### **New Mexico Ranches**

- Significant surface acreage ownership
- ~200,000 acres including fee, state and federal agricultural leased property
- Preservation of the agricultural and grazing integrity of the lands in the areas in which we operate

# CRUDE OIL LOGISTICS SEGMENT<sup>1</sup>

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



- ~550 mile 20" crude oil pipeline from the DJ Basin to Cushing, OK
- •150,000 BPD capacity
- 16 total truck unloading bays
- •970,000 barrels origin tankage

 Operations are concentrated in and around four prolific crude oil producing regions in the United States - the DJ Basin in Colorado, the Permian Basin in Texas and New Mexico, the Eagle Ford Basin in Texas and the United States Gulf Coast

**Grand Mesa Pipeline** 



Crude Logistics



- 3.6 MMbbls of storage in Cushing
- 1.6 MMbbls of storage in addition to Cushing, including origin tankage at Grand Mesa
- Export terminal at Pt. Comfort, TX
- Blending terminal at Houma, LA
- Towboats and barges
- Railcars (leased and owned)

**Crude Assets** 



Pg 13

(1) Assets as of 3/31/22.

# LIQUIDS LOGISTICS SEGMENT<sup>1</sup>

Our Liquids Logistics segment purchases propane, butane, gasoline, diesel, and other products from refiners, processing plants, producers and other parties, and sells the products to retailers, wholesalers, and refiners throughout the United States and Canada.



- Fleet of ~4,400 leased railcars
- •25 transloading units
- Diverse customer base with long-term relationships
- Shipper on 9 common carrier pipelines
- Approximately 3.1 million barrels of leased storage

- 24 owned terminals connected by pipelines
- Chesapeake Terminal is one of 3 active liquid export facilities on the East Coast
- Port Hudson terminal is located in proximity to other refined products infrastructure along the Colonial pipeline

Propane/Butane Wholesale



**NGL Terminals** 



- Pipeline connects Northern Michigan demand centers to Marysville storage and production complexes
- Michigan is the highest retail propane demand state in the United States
- NGL is the operator and sole shipper of propane
- Significant OPEX savings pipe vs trucking
- Pipe has bi-directional flow

Ambassador Pipeline





Pg 14

(1) Assets as of 3/31/22.

# **3Q'23 Adjusted EBITDA by Segment**



Three Months Ended December 31, 2022

	Three Worth's Ended December 31, 2022									
	Water Solutions		Crude Oil Logistics		Liquids Logistics		Corporate and Other		Co	nsolidated
					(in thous	ands)				
Operating income (loss)	\$	59,721	\$	35,096	\$ 20	),513	\$	(12,660)	\$	102,670
Depreciation and amortization		52,591		11,664	3	3,417		1,655		69,327
Amortization recorded to cost of sales		_		_		68		_		68
Net unrealized (gains) losses on derivatives		_		(1,810)	(	5,610				4,800
CMA Differential Roll net losses (gains)		_		(8,678)		_		_		(8,678)
Inventory valuation adjustment		_		_	(2	2,650)		_		(2,650)
Lower of cost or net realizable value adjustments		_		(3,321)	(9	9,247)		_		(12,568)
Loss (gain) on disposal or impairment of assets, net		7,959		277		(1)		71		8,306
Equity-based compensation expense		_		_		_		890		890
Other income (expense), net		2		59	(1	1,481)		29,520		28,100
Adjusted EBITDA attributable to unconsolidated entities		1,357		_		21		45		1,423
Adjusted EBITDA attributable to noncontrolling interest		(747)		_		_		_		(747)
Other		829		(27)	1	1,513		_		2,315
Adjusted EBITDA	\$	121,712	\$	33,260	\$ 18	3,763	\$	19,521	\$	193,256

# YTD'23 Adjusted EBITDA by Segment



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Time Homen's Ended December 51, 2022									
Water Solutions		Crude Oil Logistics		Liquids Logistics		Corporate and Other		Co	nsolidated
				(in t	thousands)				
\$	160,454	\$	87,012	\$	48,806	\$	(37,569)	\$	258,703
	153,766		35,193		10,194		4,952		204,105
	_		_		205		_		205
	(4,464)		(57,390)		4,924		_		(56,930)
	_		19,424		_		_		19,424
	_		_		(6,765)		_		(6,765)
	_		(2,247)		(9,464)		_		(11,711)
	17,935		(1,279)		51		(916)		15,791
	_		_		_		1,866		1,866
	10		390		(1,665)		29,996		28,731
	3,569		_		(3)		134		3,700
	(1,652)		_		_		_		(1,652)
	1,915		98		1,894		_		3,907
\$	331,533	\$	81,201	\$	48,177	\$	(1,537)	\$	459,374
		\$ 160,454 153,766 — (4,464) — — — — — — — — — — — 17,935 — — — 10 3,569 (1,652) 1,915	\$ 160,454 \$ 153,766	Solutions         Logistics           \$ 160,454         \$ 87,012           153,766         35,193           —         —           (4,464)         (57,390)           —         19,424           —         —           —         (2,247)           17,935         (1,279)           —         —           10         390           3,569         —           (1,652)         —           1,915         98	Solutions         Logistics         I           \$ 160,454         \$ 87,012         \$ 153,766           \$ 153,766         35,193         —           —         —         —           (4,464)         (57,390)         —           —         —         —           —         —         —           —         —         —           17,935         (1,279)         —           —         —         —           10         390         —           3,569         —         —           (1,652)         —         —           1,915         98         —	Solutions         Logistics         Logistics           \$ 160,454         \$ 87,012         \$ 48,806           153,766         35,193         10,194           —         —         205           (4,464)         (57,390)         4,924           —         —         (6,765)           —         —         (6,765)           —         —         (9,464)           17,935         (1,279)         51           —         —         —           10         390         (1,665)           3,569         —         (3)           (1,652)         —         —           1,915         98         1,894	Solutions         Logistics         Logistics         and (in thousands)           \$ 160,454         \$ 87,012         \$ 48,806         \$ 153,766         \$ 35,193         \$ 10,194           —         —         —         205         \$ 205 <td< td=""><td>Solutions         Logistics         Logistics         and Other           (in thousands)         \$ 160,454         \$ 87,012         \$ 48,806         \$ (37,569)           153,766         35,193         10,194         4,952           —         —         205         —           (4,464)         (57,390)         4,924         —           —         19,424         —         —           —         —         (6,765)         —           —         (2,247)         (9,464)         —           17,935         (1,279)         51         (916)           —         —         —         1,866           10         390         (1,665)         29,996           3,569         —         (3)         134           (1,652)         —         —         —           1,915         98         1,894         —</td><td>Solutions         Logistics (in thousands)         Logistics (in thousands)         and Other         Control Contr</td></td<>	Solutions         Logistics         Logistics         and Other           (in thousands)         \$ 160,454         \$ 87,012         \$ 48,806         \$ (37,569)           153,766         35,193         10,194         4,952           —         —         205         —           (4,464)         (57,390)         4,924         —           —         19,424         —         —           —         —         (6,765)         —           —         (2,247)         (9,464)         —           17,935         (1,279)         51         (916)           —         —         —         1,866           10         390         (1,665)         29,996           3,569         —         (3)         134           (1,652)         —         —         —           1,915         98         1,894         —	Solutions         Logistics (in thousands)         Logistics (in thousands)         and Other         Control Contr

# FY'22 Adjusted EBITDA by Segment



	Twelve Months Ended March 31, 2022								
	Water Solutions		Crude Oil Logistics		Liquids Logistics		Corporate and Other		solidated
				(in t	housands)	)			
Operating income (loss)	\$ 94,851	1 \$	45,033	\$	(8,441)	\$	(48,400)	\$	83,043
Depreciation and amortization	214,558	3	48,489		18,714		6,959		288,720
Amortization recorded to cost of sales	-		-		281		-		281
Net unrealized losses (gains) on derivatives	11,652	2	(23,664)		(2,965)		-		(14,977)
CMA Differential Roll net losses (gains)	-		67,738		-		-		67,738
Inventory valuation adjustment	-		-		8,409		-		8,409
Lower of cost or net realizable value adjustments	-		2,235		8,627		-		10,862
Loss (gain) on disposal or impairment of assets, net	25,598	3	(3,101)		71,807		(50)		94,254
Equity-based compensation expense	-		-		-		(1,052)		(1,052)
Acquisition expense	۷	1	-		-		63		67
Other income, net	718	3	353		711		472		2,254
Adjusted EBITDA attributable to unconsolidated entities	2,363	3	-		14		(145)		2,232
Adjusted EBITDA attributable to noncontrolling interest	(2,212	2)	-		(528)		-		(2,740)
Revaluation of liabilities	(6,495	5)	-		-		-		(6,495)
Other	921	<u> </u>	9,064		(65)				9,920
Adjusted EBITDA	\$ 341,958	3 \$	146,147	\$	96,564	\$	(42,153)	\$	542,516

# FY'21 Adjusted EBITDA by Segment



Twelve Months Ended March 31, 2021

	Twelve Months Ended March 31, 2021									
	Water Solutions	Crude Oil Logistics	Liquids Logistics	Corporate and Other	Continuing Operations	Discontinued Operations (TPSL, Mid-Con, Gas Blending)	Consolidated			
				(in tho	us ands)					
Operating (loss) income	\$ (92,720)	\$ (304,330)	\$ 70,441	\$ (64,144)	\$ (390,753)	\$ -	\$ (390,753)			
Depreciation and amortization	222,107	60,874	29,184	5,062	317,227	-	317,227			
Amortization recorded to cost of sales	-	-	307	-	307	-	307			
Net unrealized losses (gains) on derivatives	24,500	23,432	(566)	-	47,366	-	47,366			
Inventory valuation adjustment	-	-	1,197	-	1,197	-	1,197			
Lower of cost or net realizable value adjustments	-	(29,458)	(617)	-	(30,075)	-	(30,075)			
Loss on disposal or impairment of assets, net	76,942	384,143	3,350	11,001	475,436	-	475,436			
Equity-based compensation expense	-	-	-	6,727	6,727	-	6,727			
Acquisition expense	27	-	-	1,684	1,711	-	1,711			
Other income (expense), net	266	1,565	1,301	(39,635)	(36,503)	-	(36,503)			
Adjusted EBITDA attributable to unconsolidated entities	3,019	-	(3)	(252)	2,764	-	2,764			
Adjusted EBITDA attributable to noncontrolling interest	(1,647)	-	(2,887)	-	(4,534)	-	(4,534)			
Revaluation of liabilities	6,261	-	-	-	6,261	-	6,261			
Class D Preferred Unitholder consent fee	-	-	-	40,000	40,000	-	40,000			
Intersegment transactions (1)	-	-	(27)	-	(27)	-	(27)			
Other	2,751	8,317	100	-	11,168	-	11,168			
Discontinued operations					-	(621)	(621)			
Adjusted EBITDA	\$ 241,506	\$ 144,543	\$ 101,780	\$ (39,557)	\$ 448,272	\$ (621)	\$ 447,651			

# **Company Information**



### **NGL ENERGY PARTNERS LP**

NYSE Ticker	NGL
Common Unit Price	\$1.68
Market Capitalization	\$1.20 billion
Enterprise Value	\$4.46 billion

### **CONTACT INFORMATION**

### **Corporate Headquarters**

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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, 2022 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. This presentation contains non-GAAP financial measures. See the appendix for reconciliations of non-GAAP financial measures to the most comparable U.S. GAAP measures and our fiscal Q3 2023 earnings release press release posted on our Investor Relations website for additional information regarding non-GAAP financial measures.