Martin Midstream Partners L.P.

2020 Wells Fargo Midstream and Utility Symposium

December 8-9, 2020







Company Information

Martin Midstream Partners L.P.

NASDAQ Ticker	MMLP
Unit Price [1]	$1.99
Market Capitalization [1][2]	$77.12 million
Enterprise Value [1][2]	$658.31 million

Contact Information

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Forward-Looking Statements

Statements about the Partnership's outlook and all other statements in this release other than historical facts are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements and all references to financial estimates rely on a number of assumptions concerning future events and are subject to a number of uncertainties, including (i) the current and potential impacts of the COVID 19 pandemic generally, on an industry-specific basis, and on Martin Midstream Partners' specific operations and business, (ii) the effects of the continued volatility of commodity prices and the related macroeconomic and political environment, and (iii) other factors, many of which are outside its control, which could cause actual results to differ materially from such statements. While the Partnership believes that the assumptions concerning future events are reasonable, it cautions that there are inherent difficulties in anticipating or predicting certain important factors. A discussion of these factors, including risks and uncertainties, is set forth in the Partnership's annual and quarterly reports filed from time to time with the Securities and Exchange Commission. The Partnership disclaims any intention or obligation to revise any forward-looking statements, including financial estimates, whether as a result of new information, future events, or otherwise except where required to do so by law.

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 December 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.

(1) Market Data and Unit Count as of 12/4/2020.
(2) Balance Sheet Data as of 9/30/2020.

Partnership Overview







Martin Midstream at a Glance

Diversified Specialty Services Midstream Business with Operations Strategically Located along the Gulf Coast

- Operates four key business segments: Terminalling & Storage, Sulfur, Transportation and Natural Gas Liquids
- Provides specialty services to major and independent oil and gas companies including refineries, chemical companies and similar businesses with significant business concentrated around the U.S. Gulf Coast refinery complex
- Long-standing relationships with diversified customer base with revenue-weighted average customer relationship of ~17 years
- Focused on cash flow generation through conservative capital spending and retaining excess cash flow to strengthen balance sheet, reduce leverage and steer back to a long-term growth strategy

Key Stats

Terminalling & Storage

31 marine-based and specialty terminal facilities with 2.8mm barrels storage capacity

Sulfur

Six fertilizer plants, 2 prilling terminals, 2 inland marine barges, 1 inland push boat, 1 offshore ATB unit, owns 23 and leases 173 railcars

Transportation

Marine transportation vessels, owned and leased, include 33 inland marine barges, 19 inland push boats, 1 offshore ATB unit

Land transportation includes ~540 tank trucks and ~1,275 trailers

Natural Gas Liquids

2.1mm barrels of underground storage capacity



Asphalt and Fuel Oil Terminal, Tampa, Florida



Prilled Sulfur Loading Ship, Beaumont, Texas

Martin Midstream at a Glance

1 Diversified business model provides specialty product handling services

- Provides specialty product handling services for hard-to-handle products including molten sulfur, asphalt, sulfuric acid, liquid ammonia and other specialty products
- Diversified operations provide cash flow stability

2 Vertically integrated services provides for Gulf Coast-centric asset and operational footprint

- Owns and operates terminalling, storage and packaging services for petroleum products and by-products that would be difficult to replicate
- Integral part of the value chain for customers providing high value, niche services

3 Stable fee-based cash flows backed by many long-term customer relationships

- 62% fee-based segment EBITDA[(1)] Consistent cash flows that provide a fundamental path to leverage goals
- 17 year revenue-weighted average customer relationships with major and independent oil and gas companies

4 Continued Capital Discipline to Strengthen Balance Sheet

- Target leverage of 3.75x or less
- No significant debt maturities until 2023
- Execute on low risk, immediately accretive organic growth opportunities

5 Experienced and incentivized management team with strong parent support

- Extensive industry and MLP experience, senior management holds significant limited and general partner interests, which strengthens alignment of incentives with lenders and public unitholders
- Supportive general partner, which is privately owned, and assumes substantial amount of the margin risk providing stable fee-based cash flows to the limited partners

(1) See Appendix for Adjusted EBITDA calculation and reconciliation.

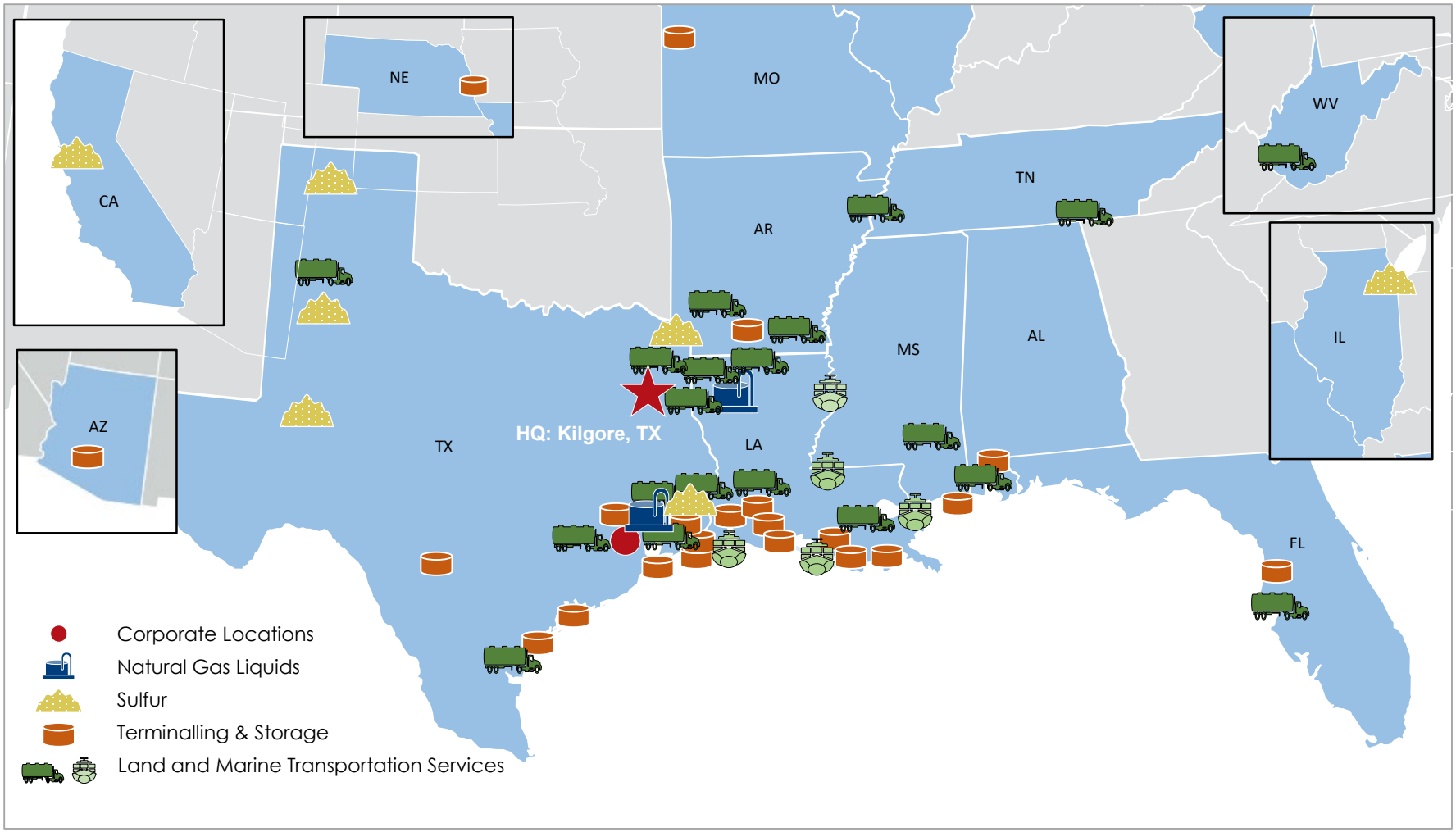
1 Diversified Business Model

	Terminalling & Storage	Sulfur	Transportation	Natural Gas Liquids
Business Overview	▪ Operates 31 terminal facilities with aggregate storage capacity of 2.8mm barrels ▪ Provides storage, refining, blending, packaging and handling services of petroleum products and by-products and petrochemicals	▪ Aggregates, stores and transports molten sulfur and converts to prilled sulfur ▪ Manufactures and markets sulfur-based fertilizers and related sulfur products (sulfuric acid) to wholesale fertilizer distributors and industrial users	▪ Tank truck transportation services for the petroleum, petrochemical and chemical industries ▪ Utilizes inland and offshore tows to provide marine transportation of petroleum products and by-products	▪ Purchases NGLs primarily from refineries and natural gas processors ▪ Stores and transports NGLs for delivery to refineries, industrial NGL users and wholesale delivery to propane retailers
LTM 9/30/2020 Adj. EBITDA (1) Contribution	37%	25%	21%	17%
Key Customers	LUCAS OIL, MARTIN RESOURCE MANAGEMENT, KOCH, TRACTOR SUPPLY CO, bp, TOTAL	Mosaic, HELENA, Exxon, Agrium, TOTAL, CHS, United Suppliers, Simplot, VALERO, MOTIVA	TRAFIGURA, MARTIN RESOURCE MANAGEMENT, EASTMAN, bp, PBF Energy, Chevron, MOTIVA, KOCH	South Hampton Resources, Delek US, VALERO, SUNOCO, PLACID, Exxon
Wtd. Average Relationship Length (2)	12 Years	22 Years	16 Years	20 Years

(1) See Appendix for Adjusted EBITDA calculation and reconciliation. Adj. Segment EBITDA contribution does not include unallocated SG&A.

(2) Weighted average relationship length of top 5 customers in each segment within each business.

2 Vertically Integrated Services Provides for Gulf Coast-Centric Asset & Operational Footprint

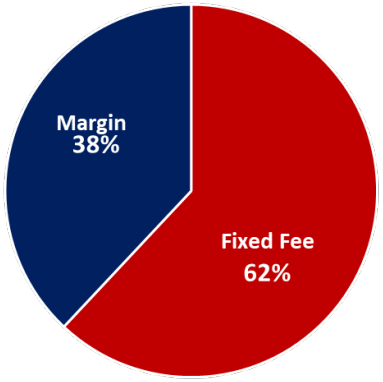


3 Strong Fee-Based Contracts with Limited Commodity Exposure

Segment Breakdown

	Fixed Fee EBITDA	Margin Based EBITDA		Protection from Commodity Price Volatility
		Volume-Risk	Price-Risk	
Terminalling & Storage	✓ Smackover Refinery ✓ Specialty Terminals ✓ Shore-Based Terminals	✓ Martin Lubricants ✓ Shore-Based Lubricants		✓
Sulfur	✓ Sulfur Prilling ✓ Molten Sulfur	✓ Fertilizer	✓ Fertilizer	✓
Transportation	✓ Land ✓ Marine			✓
Natural Gas Liquids	✓ NGLs	✓ Propane	✓ Butane	✓ Strategic Hedging

LTM 9/30/2020 Contract Mix

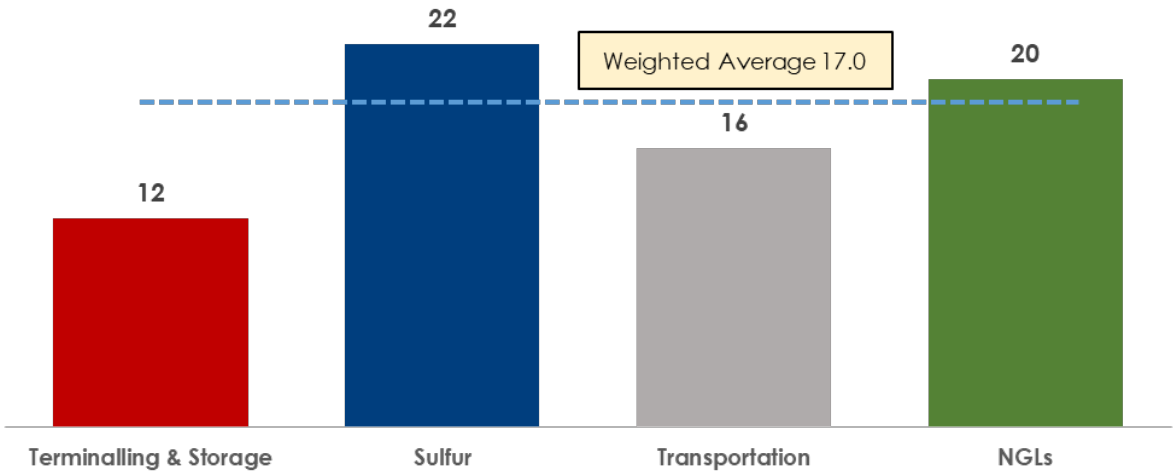


- Fee-based contracts include:
  - Take-or-pay contracts for sulfur prilling
  - Transportation and handling contracts
  - Day-rate marine contracts
  - Fee-based storage contracts with minimum volume commitments
  - Fee-based tolling agreements

3 Long-Term Relationships, Key Customers

- Martin's fixed fee and margin business provides a combination of long-term, spot and evergreen contracts with key customers.
- Evergreen and spot contracts are anchored by long-term relationships with major and independent oil and gas companies, with an average customer life of 17 years

Weighted Average Customer Life (Years) (1)



Key customers represent 44% of revenue

Mosaic
Delek US
ExxonMobil
MARTIN RESOURCE MANAGEMENT
TSC TRACTOR SUPPLY CO
South Hampton Resources
Chevron
Valero
TRAFIGURA

(1) *Revenue weighted average contract tenure of top 5 customers in each segment within each business.*

4 Continued Capital Discipline to Strengthen Balance Sheet

Strategic Improvements to Capital Structure

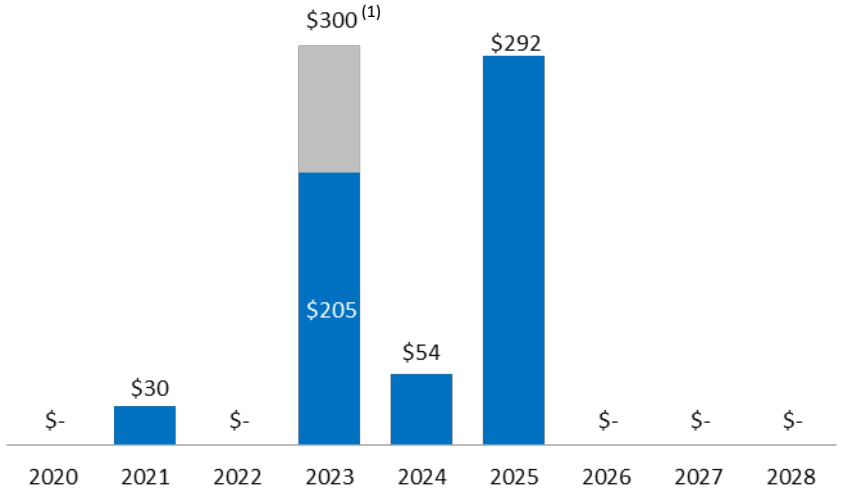
Fine-tuning Capital Structure

- Amended the Partnership's existing Revolving Credit Facility to extend maturity to August 2023
- Reduced commitments under the Revolving Credit Facility to $300mm
- Completed senior note exchange and tender offer resulting in:
  - $30 million 7.25% senior unsecured notes due February 2021
  - $54 million 10.0% senior secured 1.5L notes due February 2024
  - $292 million 11.5% senior secured 2.0L notes due February 2025

Reduced Distribution to retain cash flows

- Reduction of the Partnership's annual cash distribution to $0.020 per unit; thereby retaining future annual cash flow to reduce total debt and, correspondingly, total leverage
- Annual cash distribution to remain at current level until RCF calculated leverage is at or below 3.75x

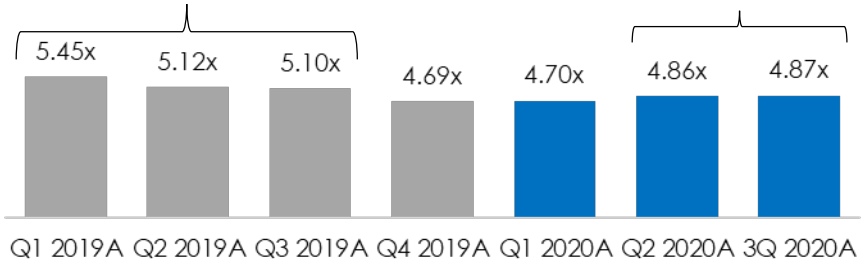
Current Maturity Schedule



Total Debt/PF Covenant Compliance EBITDA (2)

Increase in leverage from irregular events
- Acquisition of Martin Transport (Debt increase)
- Butane value decrease during a historical period of up-cycle(3) (EBITDA decrease)
- Fertilizer sales negatively impacted by adverse weather

Impact of COVID 19
- Decrease in refinery utilization negatively impacts EBITDA



(1) *As of 9/30/2020, $205mm was borrowed under the Revolving Credit Facility.*

(2) *Pro Forma Covenant Compliance EBITDA and leverage calculated in accordance with Revolving Credit Facility based on lender compliance certificates.*

(3) *Refer to Historical 10-year Butane Pricing chart in Natural Gas Liquids segment.*

4 Growth Strategy



Organic Growth Projects

Continually evaluate attractive organic expansion to leverage existing operating assets

Increase free cash flow through improved utilization of the existing asset base, capturing efficiencies and focusing on costs



Internal Organic Growth

Attract new customers and expand current commercial relationships with existing products and services to efficiently grow revenues and free cash flow

Capitalize growth on business segments with stronger economic outlook



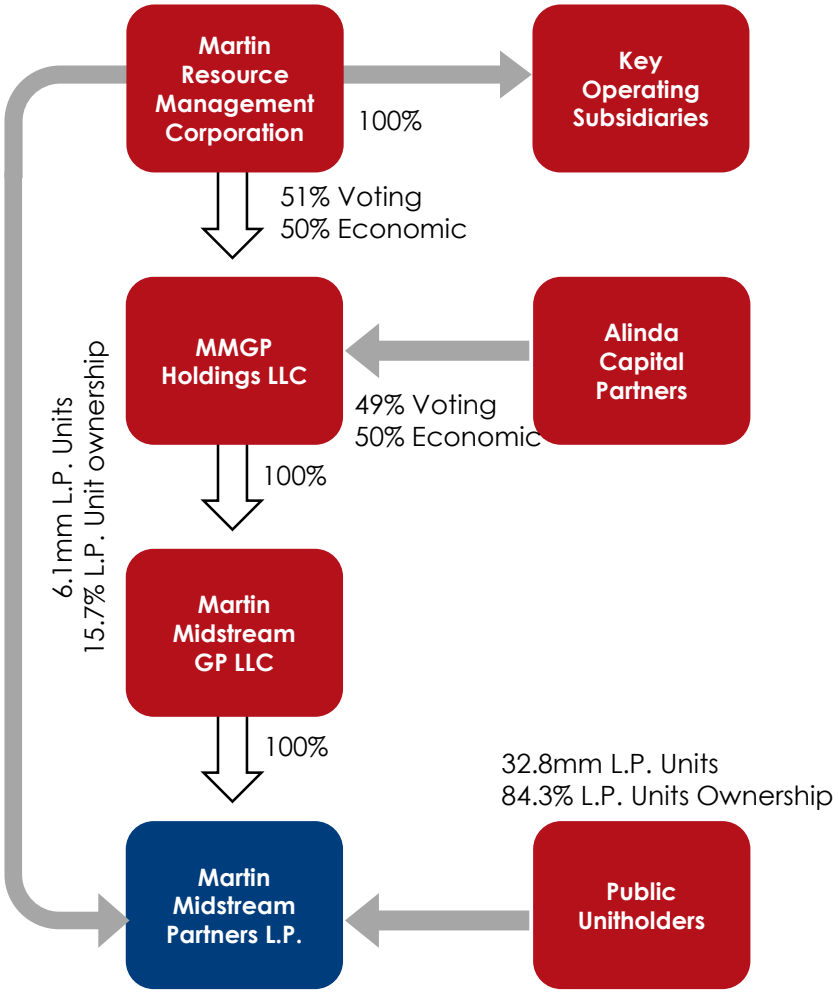
Strategic Alliances

Utilize industry knowledge, network of customers and suppliers, and strategic asset base to expand commercial alliances to drive revenue and cash flow growth

Contribute assets strategically to fuel growth and minimize capital expenditures

5 Experienced and Incentivized Management Team and Strong Parent Support

- Martin Resource Management Corporation ("MRMC") has significantly assisted in MMLP's growth and is committed to the Partnership
  - MRMC has provided over $551mm in asset drop-downs since IPO
  - MRMC owns 15.7% of outstanding LP units
- MRMC's operations support MMLP's cash flow
  - MRMC's business units are complementary to MMLP
  - MRMC's contractual relationships with MMLP are designed to move commodity price volatility away from MMLP leaving behind stable, fee-based cash flow
- Alinda Capital Partners ("Alinda") has a 49% voting and 50% economic interest in the general partner of MMLP



Operating Segment Detail







Terminalling & Storage - Overview

- Operates 31 terminal facilities with aggregate storage capacity of 2.8mm barrels

Smackover Refinery

Fee-based 7,700 bpd capacity naphthenic lube refinery with a 6,500 bpd minimum volume commitment from MRMC to process napthenic crude oil into refined products with additional fees for incremental throughput

Long-term tolling agreement with MRMC eliminates commodity exposure and working capital requirements

Napthenic Crude Oil Supplied by Cross Oil (MRMC)



Smackover Refinery (MMLP)

Refined Products (MRMC)
- Lubricants
- Distillates
- Asphalt
- Other Intermediates



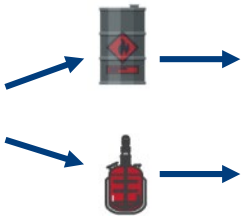
Martin Lubricants

Margin-based purchases base oil from 3rd parties and MRMC to blend and package private label lubricants

3.9mm gallons bulk storage and 235,000 sq. ft. warehouse within the Smackover Refinery

Grease processing and packaging in Kansas City, MO, Houston, TX and Phoenix, AZ. 75,000 sq. ft. warehouse and 0.2mm gallons of bulk storage

Blending & Packaging of Naphthenic Lubricants



Lube Packaging & Grease Specialty Products

Lubricants/ Grease
- Branded/ Private Label Lubricants
- Automotive, Commercial, and Industrial Greases
- Post-Tension Greases



Specialty Terminals

Fee-based 11 terminals that facilitate the movement of petroleum products and by-products and petrochemicals

Tank leases, receives specialty, hard-to-handle products from refineries and natural gas processing facilities and stores for delivery to Gulf Coast refineries

Specialty Products
- Asphalt
- Natural Gasoline
- Ammonia
- Other Petroleum Products



Specialty Terminals

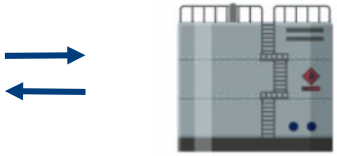


Shore-Based Terminals

Fee-based 19 terminals along the Gulf Coast utilized by Martin Energy Services, a subsidiary of MRMC

Evergreen minimum volume commitment contracts for storage, handling, loading and unloading services primarily for offshore companies

Storage, Handling, Loading & Unloading of Products
- Tubular goods
- Bulk materials
- Other off-shore exploration and production materials



Terminal

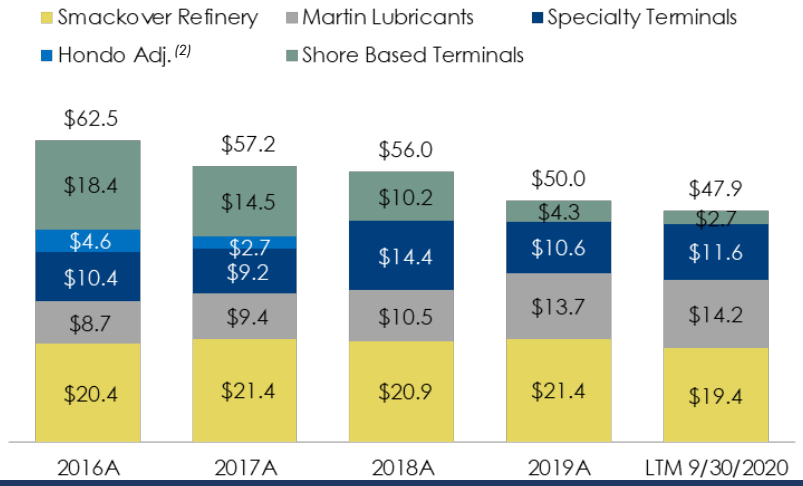


Terminalling & Storage - Strategy

Segment Strategy

- Well positioned for energy export projects at Beaumont and Harbor Island terminals
- Growth in Grease Specialty Products with limited capital requirements
- Upside for underutilized tanks at the Tampa, FL terminal
- Capitalize on any increase in Gulf of Mexico drilling

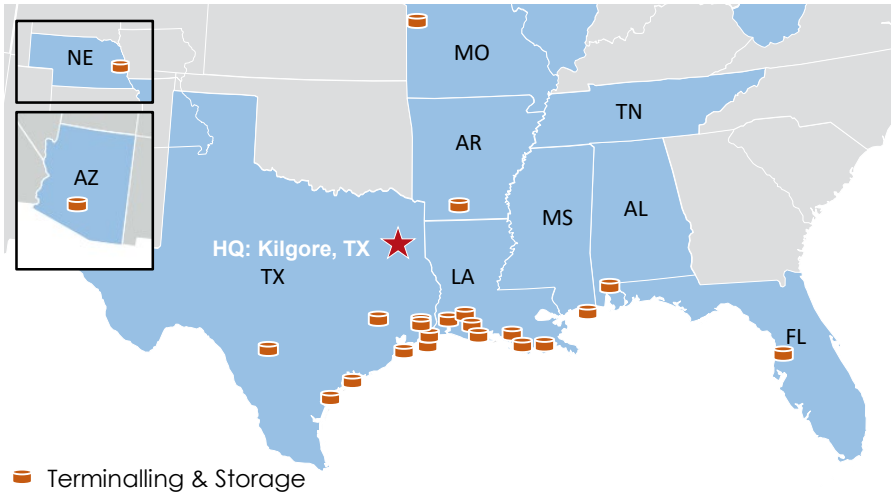
Adj. Segment EBITDA from Continuing Operations ($mm) (1)



Key Revenue Drivers

Smackover Refinery	✓ Naphthenic base oil and lubricant demand
Lubricants & Specialty Products	✓ Industrial construction demand
Specialty Terminals	✓ Asphalt demand from infrastructure and construction ✓ Agriculture demand
Shore-Based Terminals	✓ Gulf of Mexico drilling activity

Segment Map



(1) *Adjusted Segment EBITDA from Continuing Operations does not reflect unallocated SG&A. See Appendix for calculations of Adjusted Segment EBITDA from Continuing Operations. Numbers may not add due to rounding.*

(2) *Hondo Asphalt Terminal came online July 1, 2017 (fully in-service September 1, 2017) and is supported by minimum throughput commitments running through the paving season of 2030 that generate ~$5mm annually. In order to present a run-rate representation of the business, we have included full-year Hondo EBITDA in 2016 and time adjusted for 2017.*

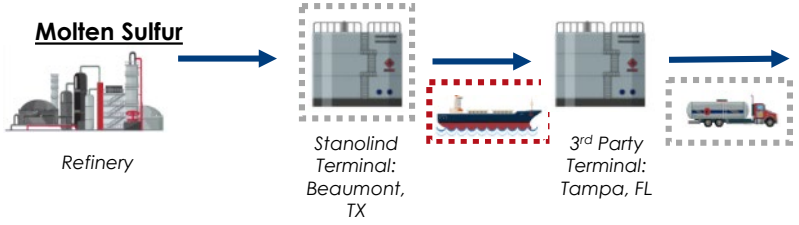
Sulfur - Overview

- Stores and prills molten sulfur, manufactures and markets sulfur-based fertilizers and related sulfur products

Molten Sulfur

Fee-based Aggregates, stores and transports molten sulfur from Gulf Coast Refineries to the Tampa market for fertilizer production

Monthly reservation for handling and transportation of molten sulfur



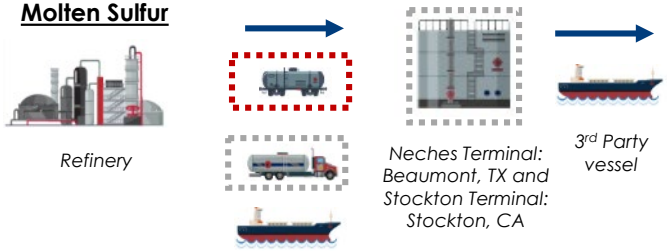
Molten Sulfur
- Domestic Chemical Production
- Industrial Applications



Prilled Sulfur

Fixed reservation fee Processes molten sulfur into a solid form to enable large scale transportation for export on dry bulk vessels

Volumetric operating fee based on reserved sulfur volumes



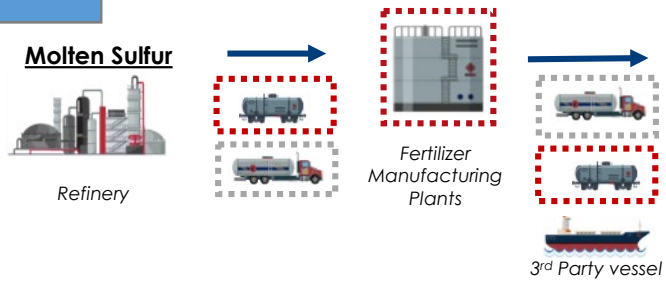
Prilled Sulfur
- International Demand
- Local Ag. Demand



Fertilizer

Margin-based contracts, purchases molten sulfur from refineries as feedstock to convert to fertilizer

Markets sulfur based fertilizers and relates sulfur products (sulfuric acid) to wholesale fertilizer distributors and industrial users



Fertilizer Products
- Ammonium Sulfate
- Ammonium Thiosulfate
- Plant Nutrient Sulfur
- Industrial Sulfur



Approximately 70% of prilled sulfur exports from the US Gulf Coast originate at MMLP's Neches Terminal (1)

- MMLPs Sulfur Business - MMLPs other businesses

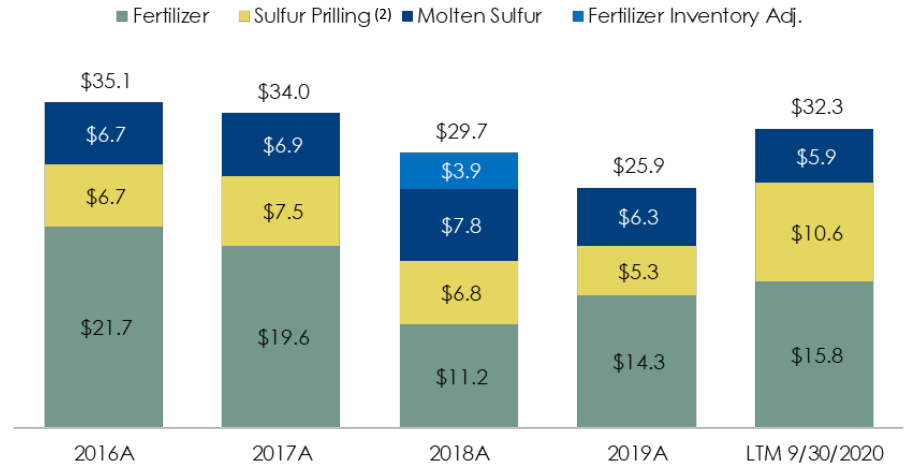
(1) Based on a 5-year average (2015-2019). From May 2019 - January 2020 ship-loader out of service. Source: Con-Sul, Inc. Report on U.S. Gulf Coast formed sulfur import/export activity, July 25, 2020

Sulfur - Strategy

Segment Strategy

- Largest factor influencing sulfur-based fertilizers in the U.S. is corn acres planted
  - Significant challenges during the 2018 and 2019 planting season due to flooding and persistent rainfall.
  - As of October 9, 2020 the USDA's baseline 2020 projections are 91.0 million acres of corn planted in the U.S., an increase of 1.5% from 2019
- Sulfur production driven by refinery utilization and demand for refined products
- At the Beaumont, TX terminal, we provide an export option for the Gulf Coast refiners to the domestic market
- At the Stockton, CA terminal, export is the primary alternative for production from the Northern California refineries

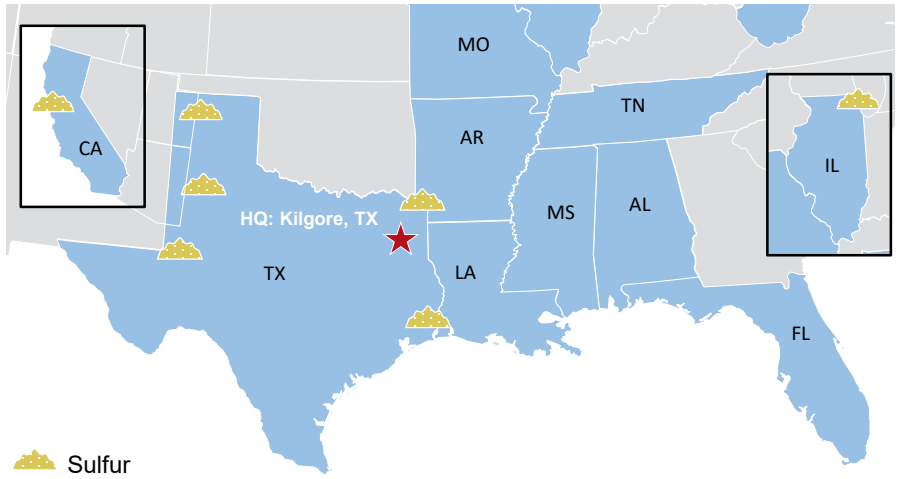
Adj. Segment EBITDA from Continuing Operations ($mm) (1)



Key Revenue Drivers

Molten Sulfur	✓ Refinery utilization ✓ Refinery crude slate
Sulfur Prilling	✓ Refinery utilization ✓ Refinery crude slate ✓ Agriculture demand
Fertilizer	✓ Normalized planting season ✓ Corn acres planted

Segment Map



Sources: USDA.

(1) Adjusted Segment EBITDA from Continuing Operations does not reflect unallocated SG&A. See Appendix for calculations of Adjusted Segment EBITDA from Continuing Operations. Numbers may not add due to rounding.

(2) 2019A Sulfur Adj. EBITDA reduced as a result of service disruption at Neches Terminal announced on May 13, 2019. LTM 9/30/2020A Sulfur Adjusted EBITDA includes $4mm of proceeds from Business Interruption Insurance received due to service disruption at Neches Terminal.

Transportation - Overview

- Tank truck and marine transportation for the petroleum, petrochemical and chemical industries

Land Transportation

Fee-based, tank truck transportation catering to petroleum, petrochemical and chemical industries

Truck and trailer fleet made up of ~540 tank trucks and ~1,275 trailers hauling lubricants, diesel products, general chemicals, LPGs, molten sulfur, sulfuric acid, asphalt, resins, pneumatics and LNG

Operations are underscored by long-term customer relationships

Products Handled

- Molten Sulfur
- General Chemicals
- Lubricants and Diesel Products
- LPGs
- Sulfuric Acid
- Asphalt
- Resins
- LNG
- Pneumatics
- Other Products







Marine Transportation

Fee-based day-rate, short-term, towing contracts for transportation of petroleum products and by-products via marine tank barges, inland push boats, offshore tug and barge unit

Ability to handle specialty products

Contracts with MRMC and MMLP segments, major and independent oil refiners and gas processors, international and domestic trading companies

Petroleum Products and By-Products Handled

- Asphalt
- Fuel Oil
- Sulfur
- Vacuum Gas Oil
- Diesel





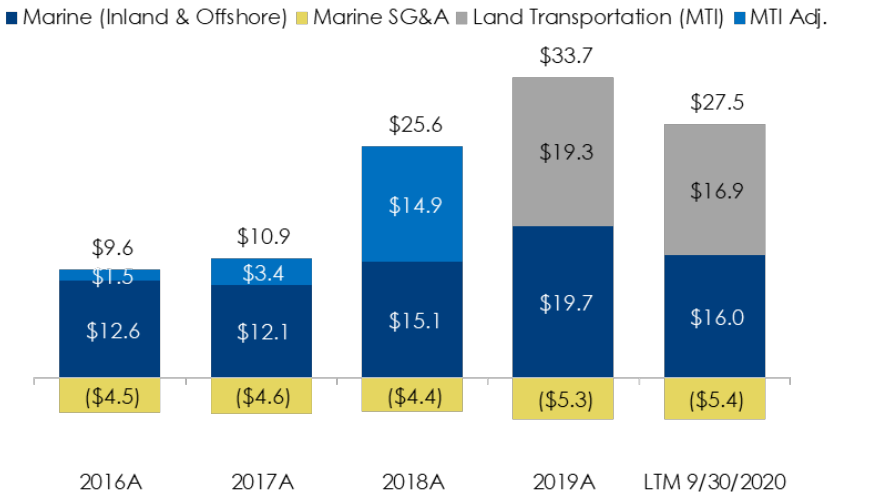


Transportation - Strategy

Segment Strategy

- Logistics refinery demand driven by new chemical plants as well as refinery utilization and expansion on the Gulf Coast
- Expand services in the Land Transportation segment to drive fleet optimization
- Consolidation and fleet rationalization within the marine industry continues

Adj. Segment EBITDA from Continuing Operations ($mm) (1)



Key Revenue Drivers

Land Transportation	✓ Refinery utilization ✓ Petrochemical demand ✓ Driver availability
Marine Transportation	✓ Gulf Coast refinery utilization ✓ Industry consolidation ✓ Day-rate expansion

Segment Map



(1) *Includes marine SG&A and the MTI acquisition completed in January 2019 in prior years' EBITDA. Adjusted Segment EBITDA from Continuing Operations does not reflect unallocated SG&A. See Appendix for calculations of Adjusted Segment EBITDA from Continuing Operations. Numbers may not add due to rounding.*

Natural Gas Liquids - Overview

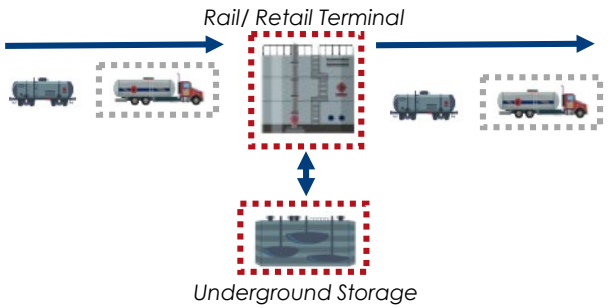
- Purchases NGLs primarily from refineries and natural gas processors then stores and transports NGLs for delivery to refineries, industrial NGL users and wholesale delivery to propane retailers

Butane

Margin spread generates revenue by purchasing and storing butane during summer months and selling to refiners in the winter for gasoline blending

~1.7mm barrels of underground storage capacity for Butane through a network of underground storage facilities in Louisiana and Mississippi

Rail and truck transloading capabilities at Arcadia, LA facility



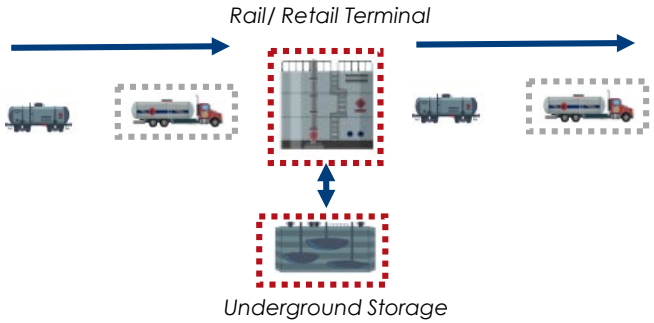


Propane

Margin spread annual contracts to store and transport propane for retail propane distributors

Wholesale propane distribution to ~100 regional customers throughout the Southeastern U.S.

~0.4mm barrels of underground storage capacity for Propane

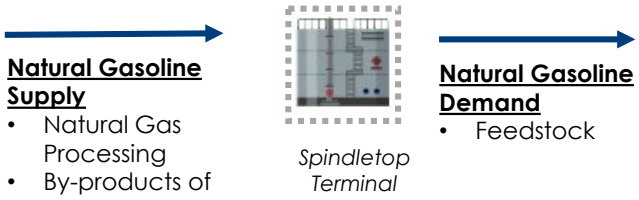




Natural Gasoline

Fee-based delivery of natural gasoline from Mont Belvieu, TX to Beaumont, TX

Spindletop terminal supplies natural gasoline to Beaumont, TX area customer



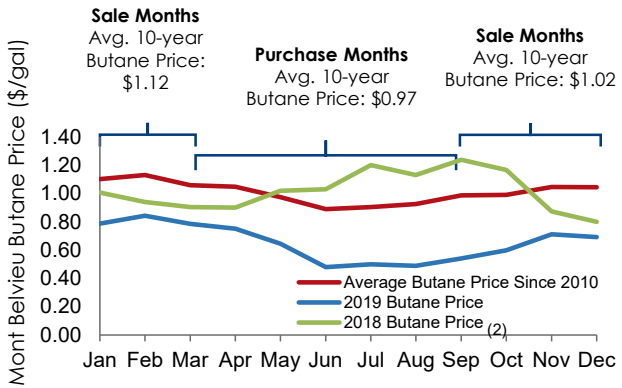


- MMLPs Sulfur Business
- MMLPs other businesses

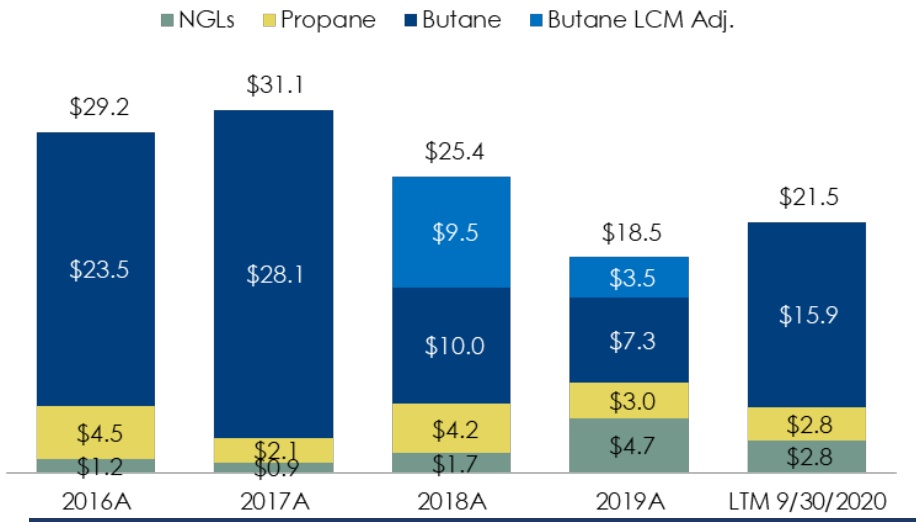
Natural Gas Liquids - Strategy

Butane Strategy

MMLP **purchases at discount** to Mont Belvieu price in the summer months and **sells at premium** to Mont Belvieu price in the winter months (refinery blending season)



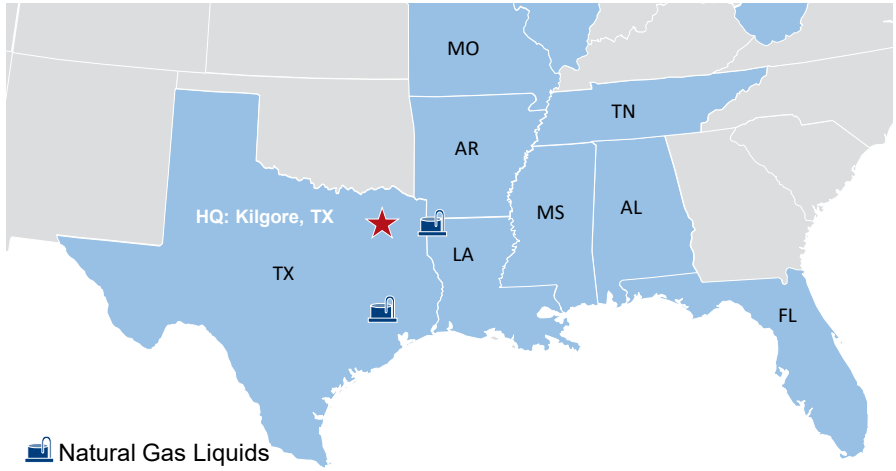
Adj. Segment EBITDA from Continuing Operations ($mm) (1)



Key Revenue Drivers

Butane	✓ Refinery utilization ✓ Butane blending season
Propane	✓ Heating demand ✓ Propane price seasonality
Natural Gasoline	✓ Petrochemical demand ✓ Gulf Coast natural gasoline export growth

Segment Map



(1) *Adjusted Segment EBITDA from Continuing Operations does not reflect unallocated SG&A. See Appendix for calculations of Adjusted Segment EBITDA from Continuing Operations. Numbers may not add due to rounding.*

Appendix







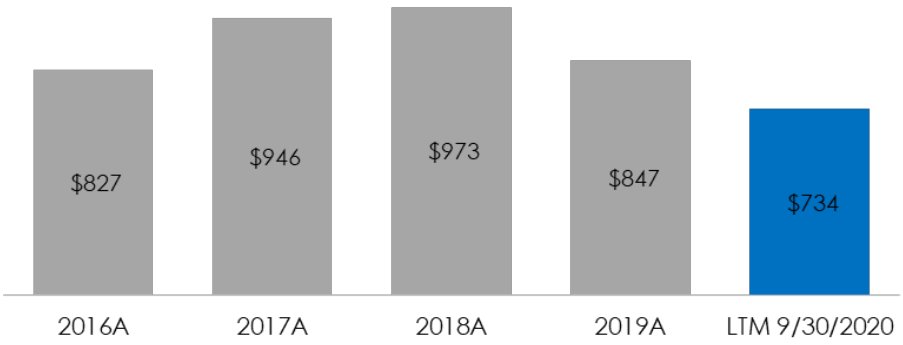
Capitalization

	9/30/2020
Cash	$1.9
Cash & Equivalents	**$1.9**
Revolving Credit Facility	$205.0
Capital Leases	$3.5
Secured Debt	**$208.5**
7.25% Senior Unsecured Notes Due February 2021	$28.8
10.00% Senior Secured Notes Due February 2024	$53.8
11.50% Senior Secured Notes Due February 2025	$292.0
Total Debt	**$583.0**
Less: Inventory Sublimit [1]	$(31.2)
Total Debt (Net of Inventory Sublimit) [1]	**$551.8**
Total Book Equity	$(44.5)
Total Book Capitalization	**$507.3**
Market Capitalization [4]	$77.1
Enterprise Value	**$658.3**
Borrowing Base	$300.0
(-) Revolver Outstanding	$(205.0)
+ Cash	$1.9
(-) LOCs	$(17.4)
Liquidity (2)	**$79.4**
Credit & Valuation Metrics	
LTM Covenant Compliance EBITDA [3]	$113.2
Net Debt (Net Inventory Sublimit)/LTM Covenant Compliance EBITDA	4.87x

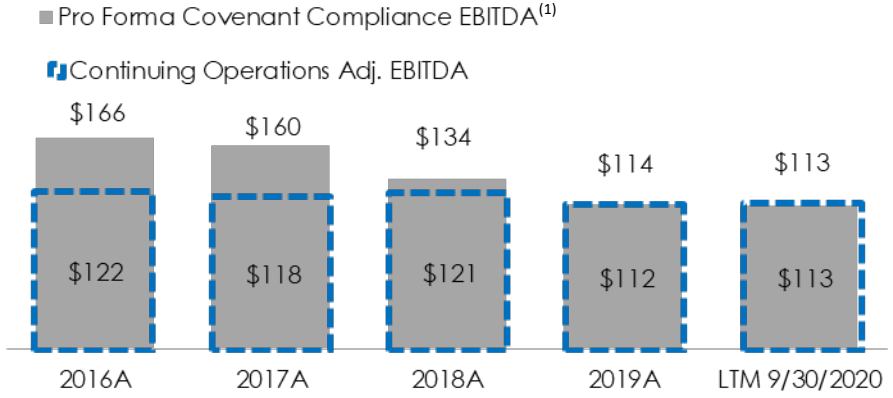
(1) Inventory Sublimit relates to the carve out of the seasonal build up of Butane inventory with volumes forward sold or hedged.
(2) As of September 30, 2020, and December 31, 2019, we had the ability to borrow approximately $79.4mm and $51.5mm, respectively, under our revolving credit facility due to the financial covenants contained therein.
(3) PF Covenant Compliance EBITDA calculated in accordance with Revolving Credit Facility based on lender compliance certificates, pro forma for acquisitions, divestitures and other non-cash adjustments. See Appendix for calculation.
(4) Market Data as of 12/4/2020

Performance Metrics

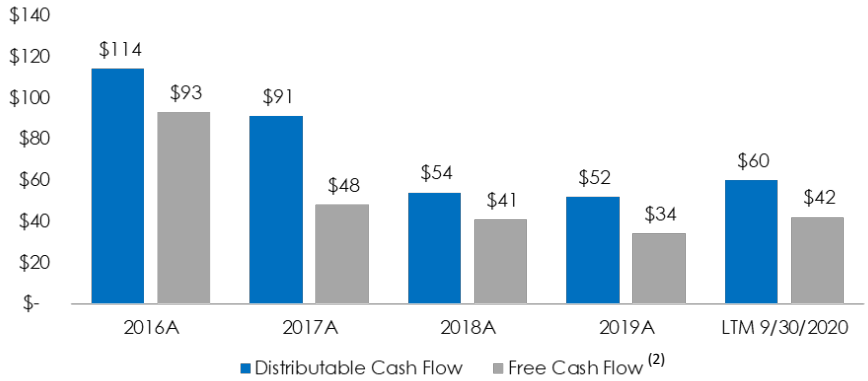
Revenue ($mm)



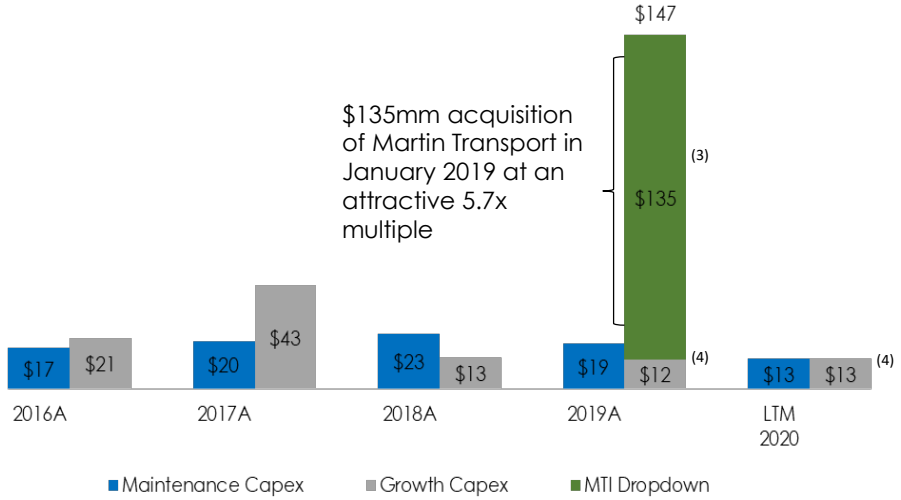
PF Adjusted EBITDA ($mm)



Distributable & Free Cash Flow ($mm)



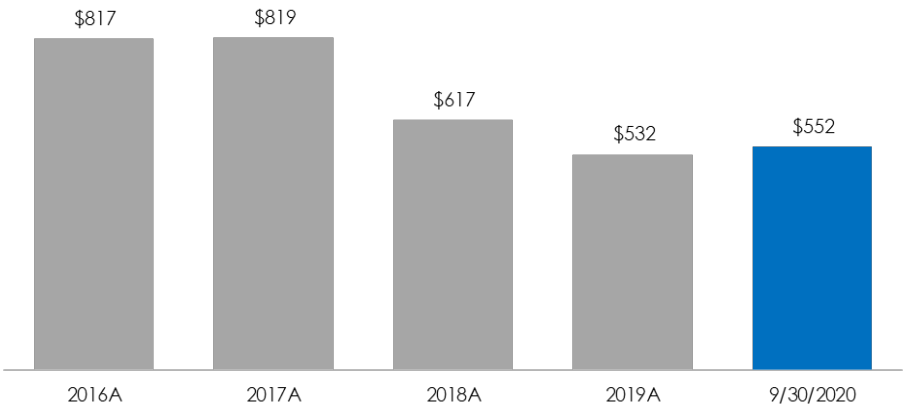
Capital Expenditures ($mm)



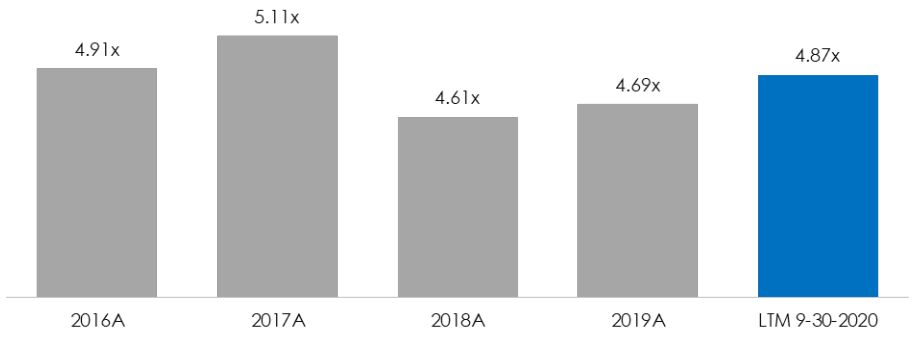
(1) *PF Covenant Compliance EBITDA calculated in accordance with Revolving Credit Facility based on lender compliance certificates, pro forma for acquisitions, divestitures and other non-cash adjustments. See Appendix for calculation.*
(2) *Free cash flow is calculated by taking distributable cash flow and subtracting growth capital expenditures and principal payments under finance lease obligations.*
(3) *Excludes working capital of $3mm*
(4) *Does not include net expenditures of $7.7 million and $7.9 million for 2019A and LTM 9/30/2020, respectively, related to Neches Shiploader and other capital expenditures reimbursed by insurance proceeds.*

Credit Profile

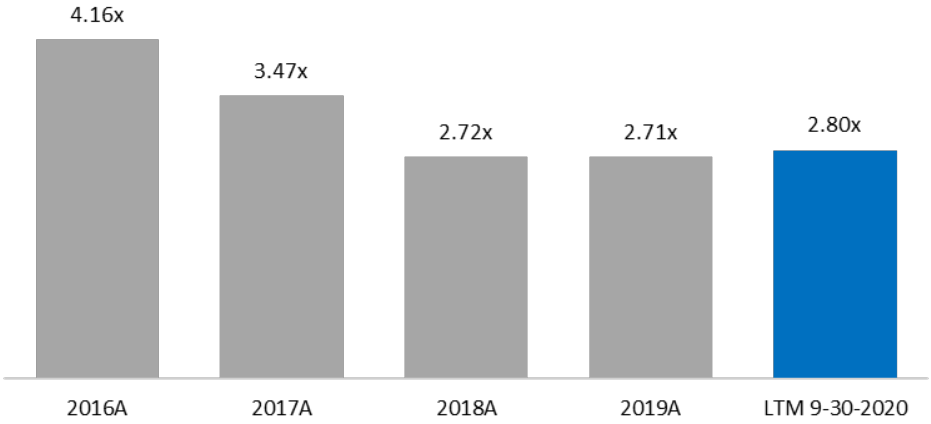
Total Debt ($mm)(1)



Total Debt/PF Covenant Compliance EBITDA (2)



PF Covenant Compliance EBITDA/Adj. Interest Expense (2)



(1) Total debt is net of Inventory Sublimit, subject to a cap on Inventory Sublimit deductions as prescribed by Credit Agreement.
(2) Leverage, PF Covenant Compliance EBITDA / Adj. Interest Expense based on lender compliance certificates, pro forma for acquisitions, divestitures, and other non-cash adjustments. See Appendix for calculation.

MMLP LTM 9/30/2020 Adjusted EBITDA from Continuing Operations Reconciliation

Terminalling & Storage	4Q19A Adjusted EBITDA	1Q20A Adjusted EBITDA	2Q20A Adjusted EBITDA	3Q20A Adjusted EBITDA	LTM 9/30/2020
Smackover Refinery	$5.5	$4.7	$4.5	$4.7	$19.4
Martin Lubricants	$2.9	$3.5	$2.8	$5.0	$14.2
Specialty Terminals	$2.2	$2.5	$3.2	$3.7	$11.6
Shore-Based Terminals	$1.0	$0.8	$0.2	$0.7	$2.7
Total T&S	**$11.5**	**$11.5**	**$10.6**	**$14.2**	**$47.9**
Sulfur					
Fertilizer	$3.5	$4.9	$6.8	$0.6	$15.8
Sulfur Prilling	$2.3	$4.1	$2.2	$2.0	$5.9
Molten Sulfur	$1.6	$1.1	$1.7	$1.5	$10.6
Total Sulfur	**$7.4**	**$10.1**	**$10.8**	**$4.2**	**$32.3**
Transportation					
Land	$4.7	$4.8	$3.3	$4.1	$16.9
Marine	$4.4	$3.1	$1.6	$1.5	$10.6
Total Transportation	**$9.1**	**$7.9**	**$4.9**	**$5.5**	**$27.5**
Natural Gas Liquids					
Butane	$9.4	$3.4	$0.5	$2.6	$15.9
Natural Gasoline	$0.6	$1.4	$0.9	$(0.1)	$2.8
Propane	$1.4	$0.7	$0.3	$0.4	$2.8
Total Natural Gas Liquids	**$11.4**	**$5.5**	**$1.6**	**$2.8**	**$21.5**
Total Adjusted Segment EBITDA (Pre-Unallocated SG&A)	**$39.5**	**$35.0**	**$27.9**	**$26.7**	**$129.2**
Unallocated SG&A	$(3.9)	$(4.0)	$(4.0)	$(4.2)	$(16.1)
Total Adjusted EBITDA	**$35.5**	**$31.0**	**$23.9**	**$22.5**	**$113.1**

Note: Numbers may not add due to rounding

MMLP Covenant Compliance Consolidated EBITDA Reconciliation

	2016	2017	2018	2019	LTM 9/30/2020
Consolidated net income (loss)	$36.7	$22.3	$(7.3)	$(7.0)	$5.5
Consolidated interest expense add back	$44.0	$45.9	$49.5	$48.0	$40.4
Depreciation and amortization	$95.5	$87.8	$80.0	$63.8	$63.8
Provision for income tax expense	$0.7	$0.3	$0.4	$1.9	$1.9
Other non-cash charges and expenses	$0.9	$0.6	$1.7	$1.6	$1.4
Consolidated EBITDA	$177.9	$157.0	$124.3	$108.3	$113.0
Butane LCM Adjustment	-	-	$9.5	$3.5	-
Hondo Acquisition	-	$2.5	-	-	-
Corpus Christi Terminal Sale	$(11.8)	-	-	-	-
East Texas Pipeline Sale	-	-	-	$0.6	-
Other	$0.3	$0.8	$0.2	$1.2	$0.2
Pro Forma Consolidated EBITDA	**$166.4**	**$160.3**	**$134.0**	**$113.6**	**$113.2**

Numbers presented as reported in Compliance Certificate. Consolidated EBTIDA as defined in the Credit Agreement.
Note: Numbers may not add due to rounding

MMLP Continuing Operations Adjusted EBITDA Reconciliation

$ millions

	2016	2017	2018	2019	LTM 9/30/2020
Net income (loss)	$31.0	$19.9	$55.7	$(174.9)	$2.4
Interest expense add back	$46.1	$47.8	$52.3	$51.7	$43.3
Depreciation and amortization	$93.9	$87.5	$80.3	$68.3	$60.9
Income tax expense	$0.7	$0.2	$0.6	$1.9	$1.9
Less: (Income) loss from discontinued operations, net of income taxes	$(4.6)	$(4.1)	$(51.7)	$165.5	-
EBITDA	**$167.0**	**$151.2**	**$137.2**	**$112.5**	**$108.5**
(Gain) loss on sale of property, plant and equipment	$(33.0)	$(2.0)	$(0.2)	-	$0.8
Impairment of long-lived assets	$27.0	$2.2	-	-	-
Gain on retirement of senior unsecured notes	-	-	-	-	$(3.5)
Loss on exchange of senior unsecured notes	--	--	--	--	$8.5
Impairment of goodwill	$4.1	-	-	-	-
Unrealized mark-to-market on commodity derivatives	$4.6	$(3.8)	$(0.1)	$0.7	$0.9
Hurricane damage repair accrual	-	$0.7	-	-	-
Asset retirement obligation revision	-	$5.5	-	-	-
Gain on involuntary conversion of property, plant and equipment	-	-	-	-	$(4.5)
Unit-based compensation	$0.9	$0.7	$1.2	$1.4	$1.5
Transaction costs associated with acquisitions	-	-	$0.5	$0.2	-
Non-cash insurance related accruals	-	-	-	$3.7	$0.3
Lower of cost or market adjustments	-	-	$9.5	$0.6	$0.6
Fertilizer Inventory Adjustment	-	-	$3.9	-	-
Adjusted EBITDA	**$170.6**	**$154.4**	**$152.0**	**$119.0**	**$113.1**
Cardinal Gas Storage Asset Sale	$(42.0)	$(39.4)	$(31.4)	$(10.8)	-
Hondo Historical Run-Rate Adjustment [1]	$4.6	$2.7	-	-	-
Corpus Christi Terminal Sale	$(11.6)	-	-	-	-
Non-cash Butane LCM Adjustment	-	-	-	$3.5	-
Adjusted EBITDA from Continuing Operations	**$121.6**	**$117.7**	**$120.6**	**$111.7**	**$113.1**
Adjusted Segment EBITDA from Continuing Operations (pre-unallocated SG&A)	**$136.4**	**$133.2**	**$136.6**	**$128.1**	**$129.2**

(1) Hondo Asphalt Terminal came online July 1, 2017 (fully in service September 1, 2017) and is supported by minimum throughput commitments running through the paving season on 2030 that generate ~$5mm annually. In order to present a run-rate representation of the business, we have included full-year Hondo EBITDA in 2016 and time-adjusted 2017.

Note: Numbers may not add due to rounding.

Disclaimers

Use of Non-GAAP Financial Measures

This presentation includes certain non-GAAP financial measures such as EBITDA and Adjusted EBITDA. These non-GAAP financial measures are not meant to be considered in isolation or as a substitute for results prepared in accordance with accounting principles generally accepted in the United States (GAAP). A reconciliation of non-GAAP financial measures included in this presentation to the most directly comparable financial measures calculated and presented in accordance with GAAP is set forth in the Appendix of this presentation or on our web site at www.MMLP.com.

MMLP's management believes that these non-GAAP financial measures may provide useful information to investors regarding MMLP's financial condition and results of operations as they provide another measure of the profitability and ability to service its debt and are considered important measures by financial analysts covering MMLP and its peers.

The Partnership has not provided comparable GAAP financial information on a forward-looking basis because it would require the Partnership to create estimated ranges on a GAAP basis, which would entail unreasonable effort. Adjustments required to reconcile forward-looking non-GAAP measures cannot be predicted with reasonable certainty but may include, among others, costs related to debt amendments and unusual charges, expenses and gains. Some or all of those adjustments could be significant.