## MMLP 1Q 2018 ADJUSTED EBITDA COMPARISON TO GUIDANCE

|  | Natural Gas<br>Services | Terminalling<br>& Storage | Sulfur<br>Services | Marine<br>Transportation | SG&A    | Interest<br>Expense | 1Q18<br>Actual |
|--|-------------------------|---------------------------|--------------------|--------------------------|---------|---------------------|----------------|
| Net income (loss)                                  | \$18.2                  | \$3.6                     | \$7.7              | \$0.4                    | \$(4.4) | \$(12.7)            | \$12.8         |
| Interest Expense Add-back                          |                         |                           |                    |                          |         | \$12.7              | \$12.7         |
| Depreciation & amortization                        | \$5.3                   | \$10.1                    | \$2.1              | \$1.7                    |         |                     | \$19.2         |
| Unrealized mark-to-market on commodity derivatives | \$(0.2)                 |                           |                    |                          |         |                     | \$(0.2)        |
| Distributions from unconsolidated entities         | \$1.5                   |                           |                    |                          |         |                     | \$1.5          |
| Equity in earnings of unconsolidated entities      | \$(1.6)                 |                           |                    |                          |         |                     | \$(1.6)        |
| Unit-based compensation                            |                         |                           | -                  |                          | \$0.1   |                     | \$0.1          |
| Income tax expense                                 |                         |                           |                    |                          | \$0.2   |                     | \$0.2          |
| Adjusted EBITDA                                    | \$23.2                  | \$13.7                    | \$9.8              | \$2.1                    | \$(4.1) | \$0.0               | \$44.7         |

| •                     |                   |                  |                |                             |                   |                  |                |
|-----------------------|-------------------|------------------|----------------|-----------------------------|-------------------|------------------|----------------|
| Natural Gas Services  | 2018E<br>Guidance | 1Q18<br>Guidance | 1Q18<br>Actual | Terminalling & Storage      | 2018E<br>Guidance | 1Q18<br>Guidance | 1Q18<br>Actual |
| Cardinal Gas Storage  | \$31.0            | \$9.7            | \$10.2         | Shore-Based Terminals       | \$12.4            | \$3.1            | \$2.5          |
| Butane                | \$26.1            | \$9.1            | \$9.1          | Martin Lubricants           | \$11.5            | \$2.9            | \$2.2          |
| WTLPG                 | \$8.5             | \$1.5            | \$1.4          | Smackover Refinery          | \$19.9            | \$4.8            | \$5.4          |
| NGLs                  | \$1.5             | \$0.4            | \$0.0          | Specialty Terminals         | \$10.2            | \$2.3            | \$2.4          |
| Propane               | \$2.6             | \$1.2            | \$2.5          | Hondo Asphalt               | \$4.8             | \$1.2            | \$1.2          |
| Total NGS             | \$69.7            | \$21.9           | \$23.2         | Total T&S                   | \$58.8            | \$14.3           | \$13.7         |
| Sulfur Services       | 2018E<br>Guidance | 1Q18<br>Guidance | 1Q18<br>Actual | Marine Transportation       | 2018E<br>Guidance | 1Q18<br>Guidance | 1Q18<br>Actual |
| Fertilizer            | \$21.4            | \$6.8            | \$6.8          | Inland                      | \$9.4             | \$1.8            | \$2.1          |
| Molten Sulfur         | \$6.1             | \$1.6            | \$2.0          | Offshore                    | \$3.5             | \$0.8            | \$1.0          |
| Sulfur Prilling       | \$7.0             | \$1.6            | \$1.0          | Marine USG&A                | \$(4.4)           | \$(1.1)          | \$(1.0)        |
| Total Sulfur Services | \$34.5            | \$10.0           | \$9.8          | Total Marine Transportation | \$8.5             | \$1.5            | \$2.1          |
| nillions              |                   |                  |                | Unallocated SG&A            | \$(15.4)          | \$(3.8)          | \$(4.1)        |
|                       |                   |                  |                | Total Adjusted EBITDA       | \$156.1           | \$43.9           | \$44.7         |

# MMLP FULL YEAR 2018E ADJUSTED EBITDA GUIDANCE

|                          |               |              |        | atural Gas<br>Services | Terminalling<br>& Storage |                                | Marine<br>Transportation | SG8     |         | terest<br>opense | 2018E    |
|--------------------------|---------------|--------------|--------|------------------------|---------------------------|--------------------------------|--------------------------|---------|---------|------------------|----------|
| Net income (loss)        |               |              |        | \$42.5                 | \$22.4                    | \$23.0                         | \$1.4                    | \$(16   | .0) \$  | (52.7)           | \$20.6   |
| Interest expense add     | d back        |              |        |                        |                           |                                |                          |         | Ç       | \$52.7           | \$52.7   |
| Depreciation and an      | nortization   |              |        | \$25.1                 | \$36.4                    | \$11.5                         | \$7.1                    |         |         |                  | \$80.1   |
| Distributions from un    | nconsolidated | d entities   |        | \$8.4                  |                           |                                |                          |         |         |                  | \$8.4    |
| Equity in earnings of    | f unconsolida | ted entities |        | \$(6.3)                |                           |                                |                          |         |         |                  | \$(6.3)  |
| Unit-based compens       | sation        |              |        |                        |                           |                                |                          |         |         |                  |          |
| Income tax expense       |               |              |        |                        |                           |                                |                          | \$0.    | 6       |                  | \$0.6    |
| Adjusted EBITDA          |               |              |        | \$69.7                 | \$58.8                    | \$34.5                         | \$8.5                    | \$(15   | .4)     | \$0.0            | \$156.1  |
| Natural Gas<br>Services  | 1Q18E         | 2Q18E        | 3Q18E  | 4Q18E                  | 2018E                     | Terminalling &<br>Storage      | 1Q18E                    | 2Q18E   | 3Q18E   | 4Q18E            | 2018E    |
| Cardinal Gas<br>Storage  | \$9.7         | \$8.6        | \$6.4  | \$6.3                  | \$31.0                    | Shore-Based<br>Terminals       | \$3.1                    | \$3.1   | \$3.1   | \$3.1            | \$12.4   |
| Butane                   | \$9.1         | \$1.3        | \$1.5  | \$14.2                 | \$26.1                    | Martin Lubricants              | \$2.9                    | \$3.2   | \$3.0   | \$2.4            | \$11.5   |
| WTLPG                    | \$1.5         | \$1.6        | \$2.5  | \$2.9                  | \$8.5                     | Smackover Refiner              | y \$4.8                  | \$5.1   | \$5.0   | \$5.0            | \$19.9   |
| NGLs                     | \$0.4         | \$0.4        | \$0.4  | \$0.3                  | \$1.5                     | Specialty Terminal             | s \$2.3                  | \$2.5   | \$2.6   | \$2.8            | \$10.2   |
| Propane                  | \$1.2         | \$0.2        | \$0.2  | \$1.0                  | \$2.6                     | Hondo Asphalt                  | \$1.2                    | \$1.2   | \$1.2   | \$1.2            | \$4.8    |
| Total NGS                | \$21.9        | \$12.1       | \$11.0 | \$24.7                 | \$69.7                    | Total T&S                      | \$14.3                   | \$15.1  | \$14.9  | \$14.5           | \$58.8   |
| Sulfur<br>Services       | 1Q18E         | 2Q18E        | 3Q18E  | 4Q18E                  | 2018E                     | Marine<br>Transportation       | 1Q18E                    | 2Q18E   | 3Q18E   | 4Q18E            | 2018E    |
| Fertilizer               | \$6.8         | \$6.1        | \$4.9  | \$3.6                  | \$21.4                    | Inland                         | \$1.8                    | \$2.5   | \$2.5   | \$2.6            | \$9.4    |
| Molten Sulfur            | \$1.6         | \$1.5        | \$1.5  | \$1.5                  | \$6.1                     | Offshore                       | \$0.8                    | \$0.9   | \$0.9   | \$0.9            | \$3.5    |
| Sulfur Prilling          | \$1.6         | \$1.8        | \$1.8  | \$1.8                  | \$7.0                     | Marine USG&A                   | \$(1.1)                  | \$(1.1) | \$(1.1) | \$(1.1)          | \$(4.4)  |
| Total Sulfur<br>Services | \$10.0        | \$9.4        | \$8.2  | \$6.9                  | \$34.5                    | Total Marine<br>Transportation | \$1.5                    | \$2.3   | \$2.3   | \$2.4            | \$8.5    |
| \$ millions              |               |              |        |                        |                           | Unallocated SG&                | 4 \$(3.8)                | \$(3.8) | \$(3.9) | \$(3.9)          | \$(15.4) |
|                          |               |              |        |                        |                           | Total Adjusted<br>EBITDA       | \$43.9                   | \$35.1  | \$32.5  | \$44.6           | \$156.1  |

### MMLP 2Q 2018E ADJUSTED EBITDA GUIDANCE

|   | Natural Gas<br>Services | Terminalling<br>& Storage | Sulfur Services | Marine<br>Transportation | SG&A    | Interest<br>Expense | 2Q2018E |
|---|-------------------------|---------------------------|-----------------|--------------------------|---------|---------------------|---------|
| Net income (loss)                             | \$5.5                   | \$6.0                     | \$6.6           | \$0.5                    | \$(4.0) | \$(12.3)            | \$2.3   |
| Interest expense add back                     |                         |                           |                 |                          | -       | \$12.3              | \$12.3  |
| Depreciation and amortization                 | \$6.3                   | \$9.1                     | \$2.8           | \$1.8                    |         |                     | \$20.0  |
| Distributions from unconsolidated entities    | \$1.6                   |                           |                 |                          |         |                     | \$1.6   |
| Equity in earnings of unconsolidated entities | \$(1.3)                 |                           |                 |                          | -       |                     | \$(1.3) |
| Unit-based compensation                       |                         |                           |                 |                          | -       |                     | \$0.0   |
| Income tax expense                            |                         |                           |                 |                          | \$0.2   |                     | \$0.2   |
| Adjusted EBITDA                               | \$12.1                  | \$15.1                    | \$9.4           | \$2.3                    | \$(3.8) | \$0.0               | \$32.5  |

### MMLP 3Q 2018E ADJUSTED EBITDA GUIDANCE

|   | Natural Gas<br>Services | Terminalling<br>& Storage | Sulfur Services | Marine<br>Transportation | SG&A    | Interest<br>Expense | 3Q2018E |
|---|-------------------------|---------------------------|-----------------|--------------------------|---------|---------------------|---------|
| Net income (loss)                             | \$4.7                   | \$5.8                     | \$5.4           | \$0.5                    | \$(4.0) | \$(12.5)            | \$(0.1) |
| Interest expense add back                     |                         |                           |                 |                          |         | \$12.5              | \$12.5  |
| Depreciation and amortization                 | \$6.3                   | \$9.1                     | \$2.8           | \$1.8                    |         | -                   | \$20.0  |
| Distributions from unconsolidated entities    | \$2.4                   |                           |                 | -                        |         |                     | \$2.4   |
| Equity in earnings of unconsolidated entities | \$(2.4)                 |                           |                 |                          |         |                     | \$(2.4) |
| Unit-based compensation                       |                         |                           |                 | -                        |         |                     | \$0.0   |
| Income tax expense                            |                         |                           |                 |                          | \$0.1   |                     | \$0.1   |
| Adjusted EBITDA                               | \$11.0                  | \$14.9                    | \$8.2           | \$2.3                    | \$(3.9) | \$0.0               | \$32.5  |

### MMLP 4Q 2018E ADJUSTED EBITDA GUIDANCE

|   | Natural Gas<br>Services | Terminalling<br>& Storage | Sulfur Services | Marine<br>Transportation | SG&A    | Interest<br>Expense | 4Q2018E |
|---|-------------------------|---------------------------|-----------------|--------------------------|---------|---------------------|---------|
| Net income (loss)                             | \$16.9                  | \$5.5                     | \$4.0           | \$0.6                    | \$(4.0) | \$(12.7)            | \$10.3  |
| Interest expense add back                     |                         |                           |                 |                          |         | \$12.7              | \$12.7  |
| Depreciation and amortization                 | \$6.2                   | \$9.0                     | \$2.9           | \$1.8                    |         |                     | \$19.9  |
| Distributions from unconsolidated entities    | \$2.9                   | 177                       |                 | -                        | -       |                     | \$2.9   |
| Equity in earnings of unconsolidated entities | \$(1.3)                 |                           |                 |                          |         |                     | \$(1.3) |
| Unit-based compensation                       |                         |                           |                 |                          |         |                     | \$0.0   |
| Income tax expense                            |                         |                           |                 |                          | \$0.1   |                     | \$0.1   |
| Adjusted EBITDA                               | \$24.7                  | \$14.5                    | \$6.9           | \$2.4                    | \$(3.9) | \$0.0               | \$44.6  |

#### **USE OF NON-GAAP FINANCIAL INFORMATION**

The Partnership's management uses a variety of financial and operational measurements other than its financial statements prepared in accordance with United States Generally Accepted Accounting Principles ("GAAP") to analyze its performance. These include: (1) net income before interest expense, income tax expense, and depreciation and amortization ("EBITDA"), and (2) adjusted EBITDA. The Partnership's management views these measures as important performance measures of core profitability for its operations and the ability to generate and distribute cash flow, and as key components of its internal financial reporting. The Partnership's management believes investors benefit from having access to the same financial measures that management uses.

EBITDA and Adjusted EBITDA. Certain items excluded from EBITDA and adjusted EBITDA are significant components in understanding and assessing an entity's financial performance, such as cost of capital and historical costs of depreciable assets. The Partnership has included information concerning EBITDA and adjusted EBITDA because it provides investors and management with additional information to better understand the following: financial performance of the Partnership's assets without regard to financing methods, capital structure or historical cost basis; the Partnership's operating performance and return on capital as compared to those of other similarly situated entities; and the viability of acquisitions and capital expenditure projects. The Partnership's method of computing adjusted EBITDA may not be the same method used to compute similar measures reported by other entities. The economic substance behind the Partnership's use of adjusted EBITDA is to measure the ability of the Partnership's assets to generate cash sufficient to pay interest costs, support its indebtedness and make distributions to its unitholders.

EBITDA and adjusted EBITDA should not be considered alternatives to, or more meaningful than, net income, cash flows from operating activities, or any other measure presented in accordance with GAAP. The Partnership's method of computing these measures may not be the same method used to compute similar measures reported by other entities.