

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**FORM 8-K**

**CURRENT REPORT**

**Pursuant to Section 13 or 15(d) of the  
Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported): **November 29, 2012**

**NuStar Energy L.P.**

(Exact name of registrant as specified in its charter)

**Delaware**  
(State or other jurisdiction  
of incorporation)

**001-16417**  
(Commission File Number)

**74-2956831**  
(I.R.S. Employer  
Identification No.)

**2330 North Loop 1604 West  
San Antonio, Texas 78248**  
(Address of principal executive offices)

**(210) 918-2000**  
(Registrant's telephone number, including area code)

**Not applicable**  
(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

**Item 7.01 Regulation FD Disclosure.**

On November 29, 2012, NuStar Energy L.P. (the "Partnership") will host a management conference call at 9:00 a.m. Central Time which will include a presentation (the "Presentation") to provide updates on the recent Eagle Ford Shale asset acquisition, the San Antonio refinery sales process and the Partnership's internal growth capital program. In addition, management plans to provide updated earnings and capital spending guidance for 2012 through 2014 during the Presentation. The slides attached to this report were prepared in connection with the Presentation. The slides are included in Exhibit 99.1 to this report and are incorporated herein by reference. The slides will be available on the Partnership's website at [www.nustarenergy.com](http://www.nustarenergy.com). Additionally, a live audio webcast and replays of the Presentation will be available beginning at approximately 9:00 a.m. (Central Time) on November 29, 2012 on the "Investors" section of its website at [www.nustarenergy.com](http://www.nustarenergy.com).

The information in this report is being furnished, not filed, pursuant to Regulation FD. Accordingly, the information in Items 7.01 and 9.01 of this report will not be incorporated by reference into any registration statement filed by the Partnership under the Securities Act of 1933, as amended, unless specifically identified therein as being incorporated therein by reference. The furnishing of the information in this report is not intended to, and does not, constitute a determination or admission by the Partnership that the information in this report is material or complete, or that investors should consider this information before making an investment decision with respect to any security of the Partnership or any of its affiliates.

Statements contained in the exhibit to this report that state management's expectations or predictions of the future are forward-looking statements as defined by federal securities law. While these forward-looking statements, and any assumptions upon which they are based, are made in good faith and reflect management's current judgment regarding the direction of the business, actual results will almost always vary, sometimes materially, from any estimates, predictions, projections, assumptions or other future performance suggested in the report. These forward-looking statements can generally be identified by the words "anticipates," "believes," "expects," "plans," "intends," "estimates," "forecasts," "budgets," "projects," "could," "should," "may" and similar expressions. These statements reflect management's current views with regard to future events and are subject to various risks, uncertainties and assumptions.

The Partnership undertakes no duty to update any forward-looking statement to conform the statement to actual results or changes in the Partnership's expectations. For more information concerning factors that could cause actual results to differ from those expressed or forecasted, see the Partnership's annual report on Form 10-K and quarterly reports on Form 10-Q filed with the Securities and Exchange Commission.

**Item 9.01 Financial Statements and Exhibits.**

(d) **Exhibits.**

| <u>Exhibit Number</u> | <u>EXHIBIT</u>  |
|-----------------------|---|
| Exhibit 99.1          | Slides from presentation to be used on November 29, 2012. |

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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

NUSTAR ENERGY L.P.

By: Riverwalk Logistics, L.P.  
its general partner

By: NuStar GP, LLC  
its general partner

Date: November 29, 2012

By: /s/ Amy L. Perry  
Name: Amy L. Perry  
Title: Vice President, Assistant General  
Counsel and Corporate Secretary

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**EXHIBIT INDEX**

| <u>Exhibit Number</u> | <u>EXHIBIT</u>  |
|-----------------------|---|
| Exhibit 99.1          | Slides from presentation to be used on November 29, 2012. |

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# Management Update Conference Call

November 29, 2012

# Forward Looking Statements

Statements contained in this presentation that state management's expectations or predictions of the future are forward-looking statements as defined by federal securities law. While these forward-looking statements, and any assumptions upon which they are based, are made in good faith and reflect our current judgment regarding the direction of our business, actual results will almost always vary, sometimes materially, from any estimates, predictions, projections, assumptions or other future performance suggested in this presentation. These forward-looking statements can generally be identified by the words "anticipates," "believes," "expects," "plans," "intends," "estimates," "forecasts," "budgets," "projects," "could," "should," "may" and similar expressions. These statements reflect our current views with regard to future events and are subject to various risks, uncertainties and assumptions.

We undertake no duty to update any forward-looking statement to conform the statement to actual results or changes in the company's expectations. For more information concerning factors that could cause actual results to differ from those expressed or forecasted, see NuStar Energy L.P.'s and NuStar GP Holdings, LLC's respective annual reports on Form 10-K and quarterly reports on Form 10-Q, filed with the Securities and Exchange Commission and available on NuStar's websites at [www.nustarenergy.com](http://www.nustarenergy.com) and [www.nustargpholdings.com](http://www.nustargpholdings.com).

We use non-generally accepted accounting principles ("non-GAAP") financial measures in this presentation, and our reconciliations of non-GAAP financial measures to our GAAP financial statements are located in the appendix to this presentation. These non-GAAP measures should not be considered an alternative to GAAP financial measures.

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# Agenda

| <u>Topic</u>   | <u>Presenter</u> | <u>Page</u> |
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| Introduction/Overview  | Curt Anastasio   | 4           |
| Internal Growth Project Update-<br>Transportation Segment            | Doug Comeau      | 5           |
| Internal Growth Project Update-<br>Storage Segment                   | Doug Comeau      | 11          |
| TexStar Acquisition Update   | Doug Comeau      | 15          |
| TexStar Financing Plan &<br>Financial Guidance for 2012 through 2014 | Steve Blank      | 23          |
| Q & A  |                  |             |

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## **Strategic Redirection of NuStar**

- September 28<sup>th</sup> sale of a 50% interest in our Asphalt Operations
  - Deconsolidated from NuStar's financial results
  - Generated around \$400 million in cash proceeds
- In advanced talks with an interested buyer for our San Antonio refinery
- November 8<sup>th</sup> announcement regarding asset purchase from TexStar Midstream Services
- Management reorganization within NuStar

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## **Internal Growth Project Update- Transportation Segment**

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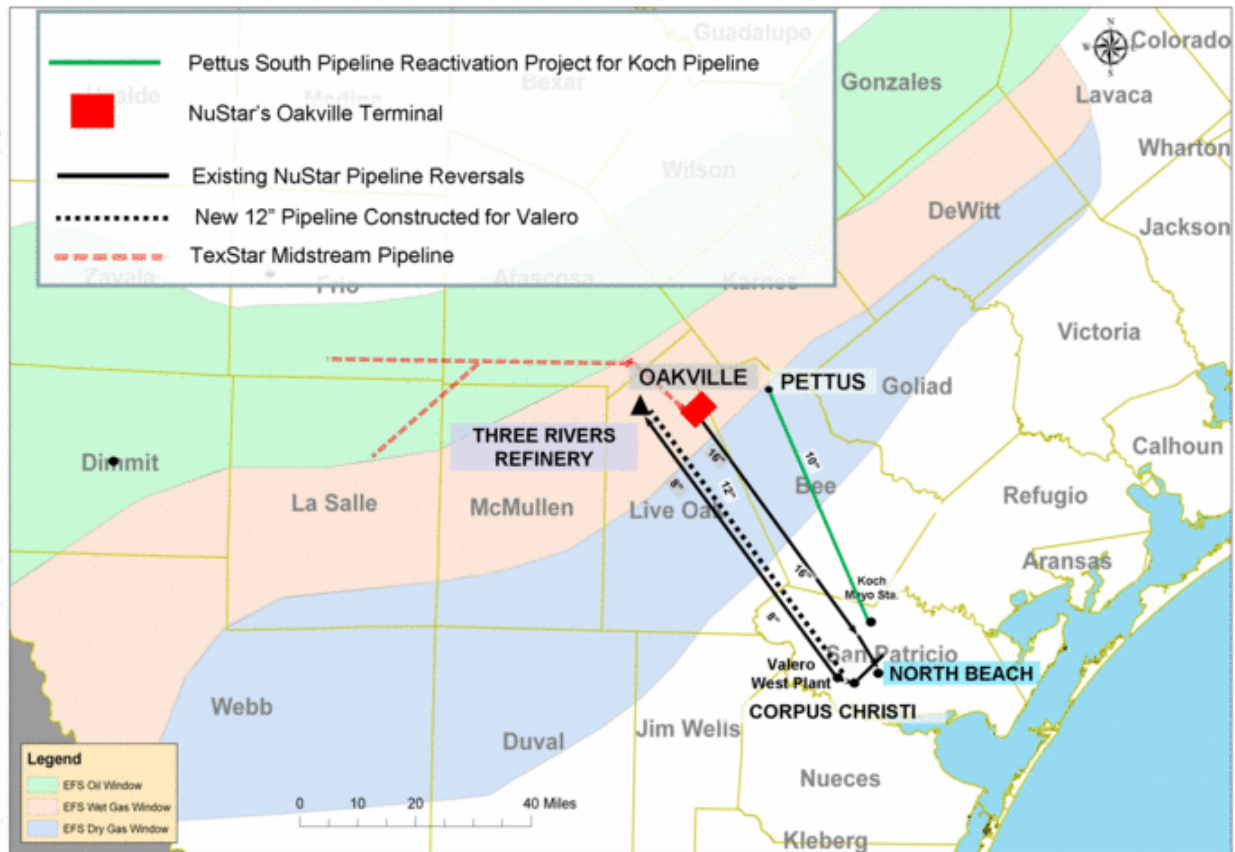
## *NuStar has now Completed Four Internal Growth Projects in the Eagle Ford Shale*

- NuStar was the first mover of Eagle Ford Shale crude oil by pipeline
- Projects completed include three pipeline reversals/connections and the Valero pipeline construction project
- Total capital spent to date around \$150 million
  - Should generate EBITDA of around \$30 million<sup>1</sup>



<sup>1</sup> – Please see slide 34 for a reconciliation of EBITDA to its most directly comparable GAAP measure, Operating Income

## Four Projects Completed in the Eagle Ford Shale to Date primarily move Crude to Corpus Christi



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## In Mid-November Signed an Agreement with ConocoPhillips to Further Expand Capacity in Eagle Ford Shale

- NuStar will construct a 100M barrel terminal facility, truck offloading facilities and a pipeline connection to NuStar's existing 12" Pettus line
  - 12" Pettus line will connect to NuStar's Three Rivers to Corpus 16" line giving ConocoPhillips the ability to move Eagle Ford production to Corpus Christi
    - Capacity of 12" Pettus line 100MBPD
  - Agreement provides ConocoPhillips with 30 to 60 MBPD of shipping capacity
  - Projected completion 4<sup>th</sup> quarter 2013
- Dock expansion at Corpus Christi North Beach Terminal will give ConocoPhillips and other customers more options to move Eagle Ford crude
  - Projected completion 1st quarter 2014
- Total NuStar spending should be \$100 to \$120 million
  - Should generate about \$15 million of annual EBITDA<sup>1</sup>
  - 10-year take or pay agreement supports this project
  - Small benefit in 2013 but majority in 2014 and thereafter

1 – Please see slide 34 for a reconciliation of EBITDA to its most directly comparable GAAP measure, Operating Income



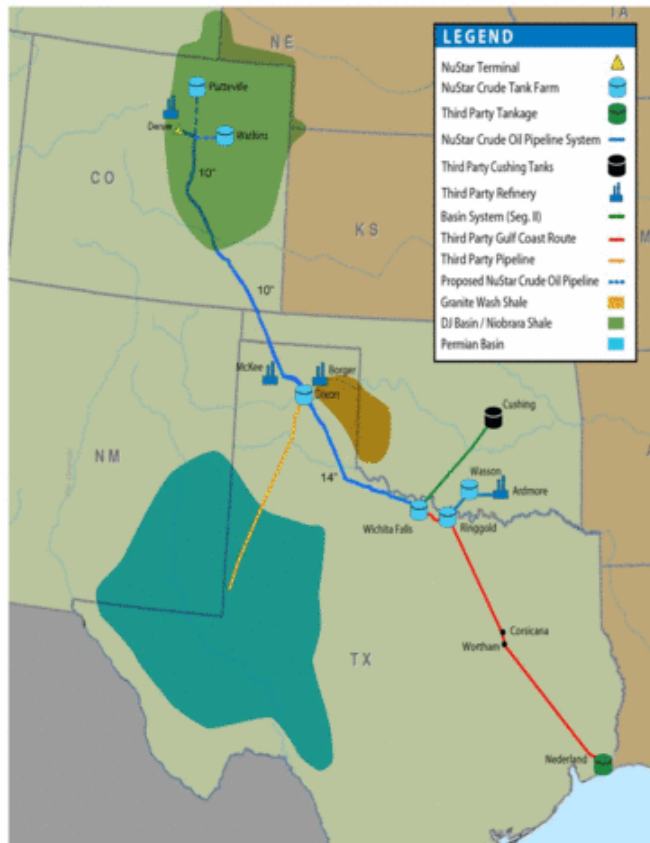
## NuStar Pipeline Systems to be Utilized by ConocoPhillips



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## Niobrara Falls Project Update

- Initial Open Season Oct. 15, 2012 through Nov. 15, 2012
- Season extended to Dec. 14<sup>th</sup>, 2012
- 24 confidentiality agreements received to date
- Majority of current interest centers around Permian Basin and Granite Wash crudes
  - Minimal capital cost associated with reversing 14" line to meet demand
- Interest from Niobrara Shale play could increase as additional production comes on-line in future years
- Project not included in 2013 & 2014 guidance



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# Internal Growth Project Update – Storage Segment

## Close to completing construction of new distillate tanks at our St. Eustatius terminal

- Constructing one million barrels of new storage for distillate service
- Customer is a large national oil company
- Projected cost around \$60 million
  - Expected to generate EBITDA of around \$10 million per year<sup>1</sup>
- Expected in-service 1<sup>st</sup> quarter 2013
- Continue to evaluate another major expansion project at St. Eustatius
  - Could be a 2 to 4 million barrel expansion
  - Majority of spending would occur in 2014 and 2015
  - Not included in 2013 & 2014 guidance



<sup>1</sup> – Please see slide 33 for a reconciliation of EBITDA to its most directly comparable GAAP measure, Operating Income

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## Storage expansion continues at our St. James, Louisiana Terminal

- Currently have 8 million barrels of storage capacity at St. James
- 1.4 million barrels of additional storage should be completed by the 1<sup>st</sup> quarter of 2014
  - 700,000 barrels projected to be completed in January 2013
  - Additional 700,000 barrels projected to be completed in 1<sup>st</sup> quarter 2014
  - Project costs estimated at about \$45 million
  - EBITDA projected to be approximately \$8 million per year<sup>1</sup>
- In discussions with major oil companies about additional expansion opportunities



<sup>1</sup> – Please see slide 33 for a reconciliation of EBITDA to its most directly comparable GAAP measure, Operating Income

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## Potential 2<sup>nd</sup> St. James Unit Train Project

- ◆ Possible commitments from third parties would support the construction of 2nd unit train unloading facility at our St. James Terminal that is similar to our current rail facility
  - Project may also include a Marine Vapor Destruction Unit that allows for loading crude on ships at the terminal
- ◆ Estimated project costs around \$55 million
  - Could be in-service by end of 3rd quarter of 2013
  - Annual EBITDA estimated in the \$15 to \$20 million range <sup>1</sup>

1 – Please see slide 33 for a reconciliation of EBITDA to its most directly comparable GAAP measure, Operating Income

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## TexStar Acquisition Update

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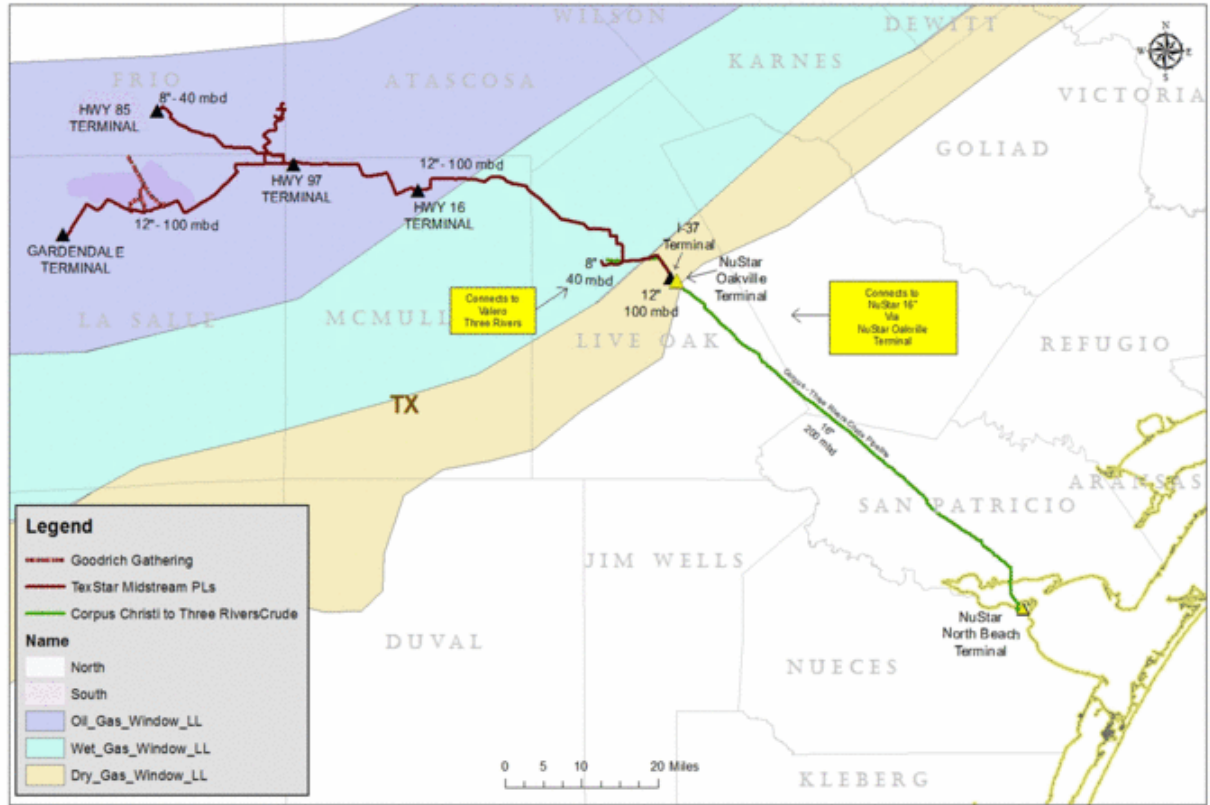




## ***TexStar Asset Acquisition allows NuStar to become one of the Largest Players in the Eagle Ford Shale***

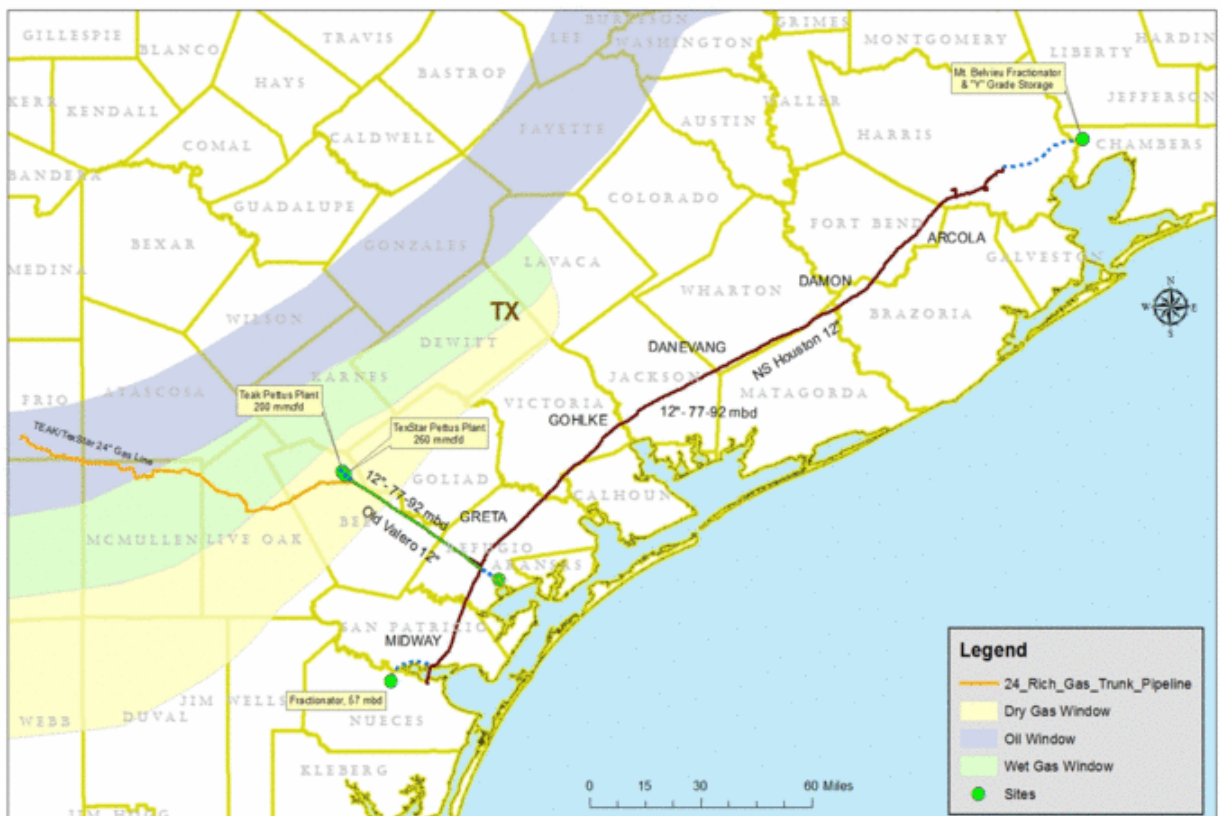
- **Further integrates NuStar with producers and marketers of Eagle Ford Shale crude oil**
  - Provides NuStar with access to dedicated production acreage
- **Gives NuStar access to dedicated Y-Grade production in the Pettus, TX area**
  - Production will be shipped on and fractionated by assets purchased from TexStar
  - Production will also be shipped on NuStar's Corpus to Houston 12" pipeline
- **Provides Eagle Ford Shale crude oil producers and gas processing plants the ability to move production to Corpus Christi and Mont Belvieu markets**
  - Crude oil producers also have access to NuStar's Corpus Christi storage and dock space that can be utilized for shipments to other markets
- **NuStar takes on no commodity or margin risk as a result of this transaction**

# New Eagle Ford Shale Crude Oil System after TexStar Transaction



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# New Eagle Ford Shale NGL System after TexStar Transaction




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## Transaction should Close in Two Separate Transactions

- Closing for Crude Oil pipeline, gathering and storage assets expected to occur by year-end
  - Purchase Price around \$325 million
  - 5-year take or pay contracts with various producers and marketers support around 90% of these throughputs
- Closing for NGL assets, which include a Y-Grade pipeline and two dismantled fractionators with a combined capacity of 57MBPD, expected to occur in 1<sup>st</sup> quarter 2013
  - Purchase Price around \$100 million
  - Will not close without executed take or pay agreements for transportation and fractionation services

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## Crude Oil Assets should begin Generating Cash Flow Immediately

- Throughputs currently 70MBPD on crude lines to be acquired
- Throughputs projected to increase to 100MBPD by mid 2013
- \$75 million of growth capital required to be spent to complete crude gathering and terminal assets
  - 2012 \$ 5 to \$10 million
  - 2013 \$55 to \$65 million
  - 2014 \$ 5 to \$10 million
- EBITDA projections from crude oil assets <sup>1</sup>
  - 2013 \$10 to \$30 million
  - 2014 \$45 to \$65 million
  - 2015 \$50 to \$70 million

1 – Please see slide 35 for a reconciliation of EBITDA to its most directly comparable GAAP measure, Operating Income

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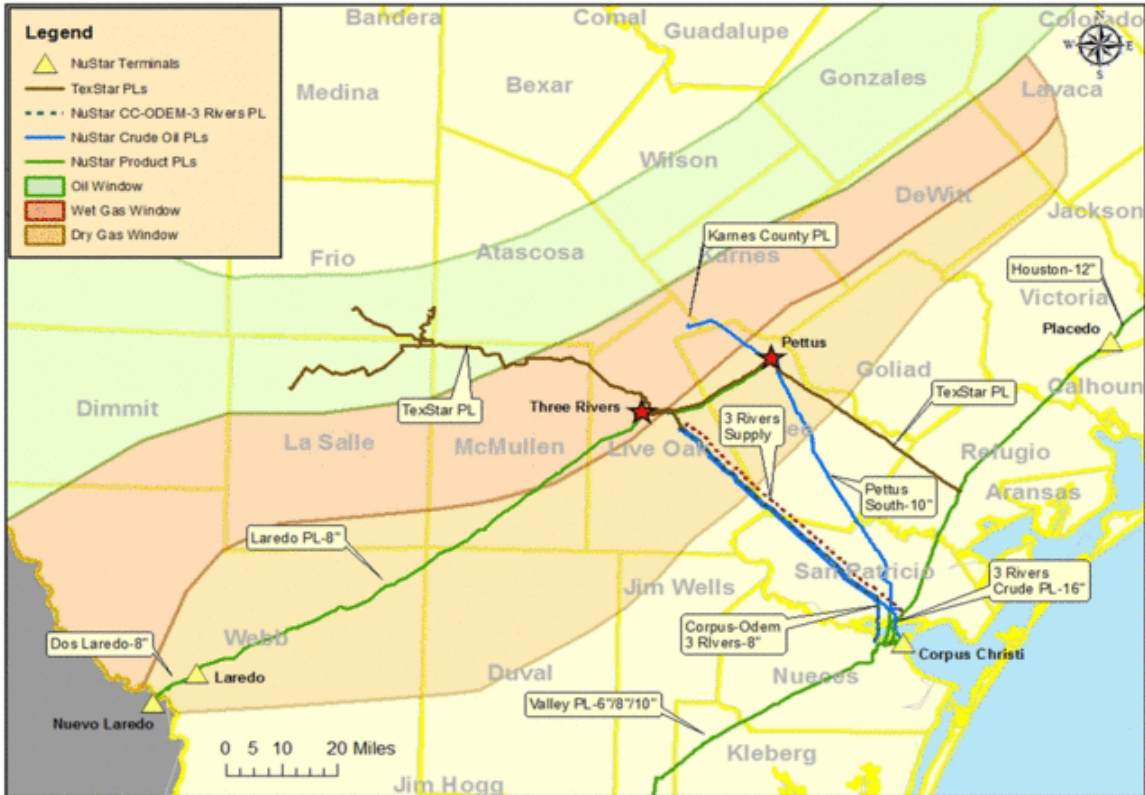
## ***NGL Assets are Expected to Start Generating Cash Flow in 2014***

- 
- 
- 
- 
- **Timing of cash flows dependent on completion of construction of fractionators**
    - **Completion expected late in 4<sup>th</sup> quarter of 2013**
  - **Y-Grade will be supplied by two 3<sup>rd</sup> party gas processing plants in Pettus, TX area**
    - **Y-Grade production from these plants will be dedicated to NuStar pipelines and fractionators via 10 year T&D and Tolling agreements**
    - **One gas processing plant completed, second gas plant to be completed mid 2013**
  - **\$330 million of growth capital projected to be required to complete Y-Grade pipeline connections and fractionator construction**
    - **Majority of capital will be spent in 2013**
  - **No EBITDA expected from NGL assets in 2013 but should come on-line in 2014<sup>1</sup>**

|             |                             |
|-------------|-----------------------------|
| <b>2014</b> | <b>\$40 to \$60 million</b> |
| <b>2015</b> | <b>\$70 to \$90 million</b> |

1 – Please see slide 35 for a reconciliation of EBITDA to its most directly comparable GAAP measure, Operating Income

## NuStar's Eagle Ford Shale Pipeline System by the end of 2014



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## TexStar Financing Plan & Financial Guidance for 2012 through 2014

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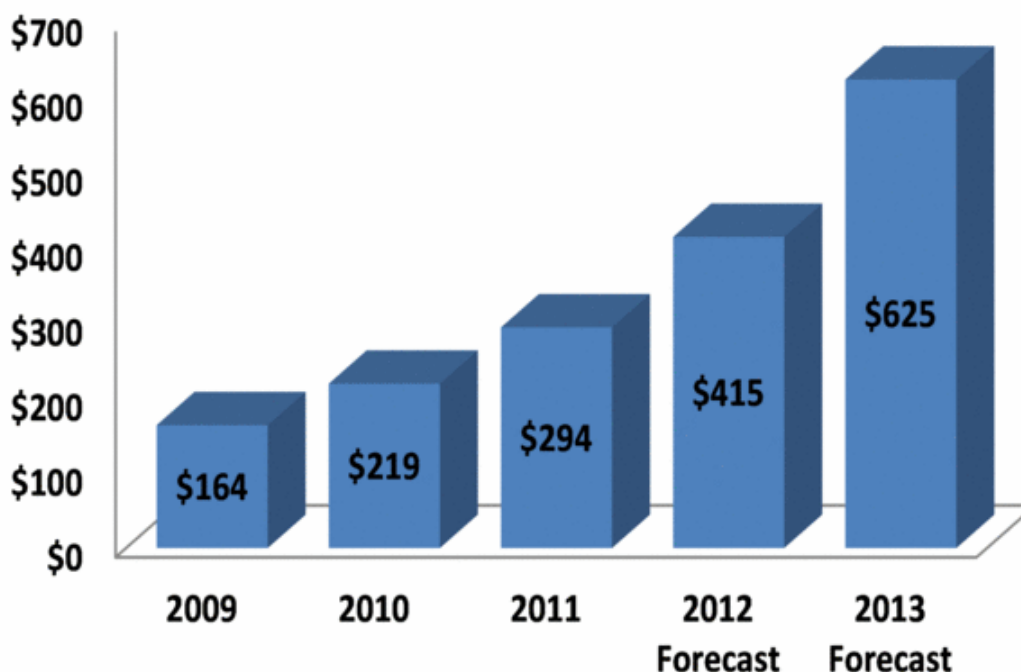
## Financing Plan for TexStar Acquisition

- Plan to finance \$325 to \$425 million acquisition price via borrowings under our revolver and junior subordinated notes
  - Expect to receive 100% equity credit under our bank facility and partial equity credit from rating agencies for junior subordinated notes
- Timing of junior subordinated notes financing dependent on closing of the TexStar transaction and market conditions
  - Currently have availability under our revolver that could be accessed if needed
- May consider second junior subordinated notes issuance in the last half of 2013 to finance the majority of the capital spending associated with the acquisition
- No current plans to issue common equity to finance acquisition

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**2012 internal growth spending should be around \$415 million ...with 2013 spending growing to around \$625 million**

(Dollars in Millions)



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## Major Capital Projects Impacting 2012 through 2014 Guidance



|   | Estimated<br>Completion<br>Date | 2012<br>CAPEX | 2013<br>CAPEX | Total Project<br>Spend (1) |
|---|---------------------------------|---------------|---------------|----------------------------|
| <b>Transportation Segment</b>                               |                                 |               |               |                            |
| Oakville Terminal & 16" Pipeline Reversal                   | July 2012                       | \$46          | \$2           | \$52                       |
| Corpus Christi North Beach Crude Loading Project            | July 2012                       | \$20          | \$3           | \$23                       |
| San Antonio Product Supply Expansion                        | August 2012                     | \$13          | \$0           | \$14                       |
| 12" Eagle Ford Crude Pipeline Constructed for Valero        | October 2012                    | \$58          | \$1           | \$59                       |
| Projects associated with Crude Assets Acquired from TexStar | December 2013                   | \$8           | \$60          | \$75                       |
| Projects associated with NGL Assets Acquired from TexStar   | December 2013                   | \$0           | \$330         | \$330                      |
| Conoco Phillips Eagle Ford Project                          | February 2014                   | \$19          | \$87          | \$106                      |
| <b>Storage Segment</b>                                      |                                 |               |               |                            |
| St. James EOG Unit Train Project                            | April 2012                      | \$20          | \$0           | \$36                       |
| St. Eustatius 1 Million Barrel Distillate Expansion         | January 2013                    | \$32          | \$6           | \$59                       |
| St. James 2nd Unit Train Project                            | September 2013                  | \$1           | \$42          | \$43                       |
| St. James Marine Vapor Destruction Unit                     | September 2013                  | \$1           | \$9           | \$10                       |
| St. James 1.4 Million Barrel Expansion                      | February 2014                   | \$23          | \$17          | \$44                       |

(1) Spending on some of these projects started in 2011 and spending on some projects will continue into 2014



## Asphalt & Fuels Marketing Segment Volatility should be Reduced due to Less Refining Exposure

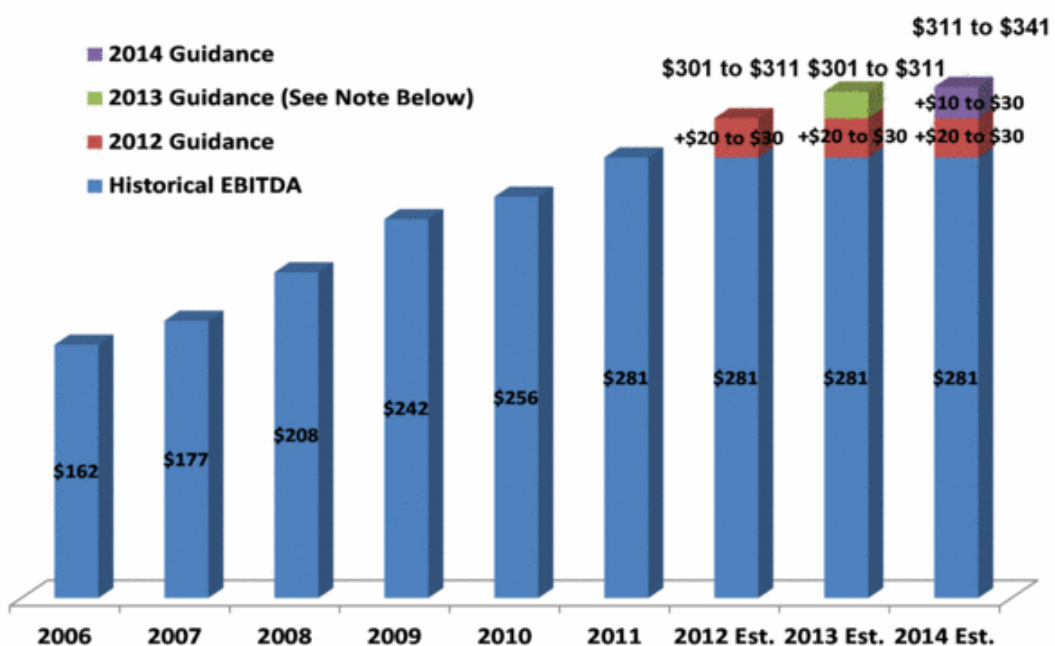
- Effective Sept. 28<sup>th</sup>, 2012 Asphalt operations results deconsolidated from NuStar's results as a result of setting up Asphalt JV
  - Transaction provided NuStar with around \$400 million in cash proceeds that were used to delever
- Segment projected to generate \$10 to \$30 million EBITDA loss in 2012<sup>1</sup> (excluding asset and goodwill impairment)
- After expected sale of San Antonio refinery only Fuels Marketing operations will remain in segment
- Fuels Marketing operations should generate \$40 to \$60 million of EBITDA<sup>1</sup> in 2013 and 2014

1 – Please see slide 36 for a reconciliation of EBITDA to its most directly comparable GAAP measure, Operating Income



## Continued Wide LLS to WTI Spread could provide upside to 2013 & 2014 Storage Segment Guidance

Storage Segment EBITDA (\$ in Millions)<sup>1</sup>



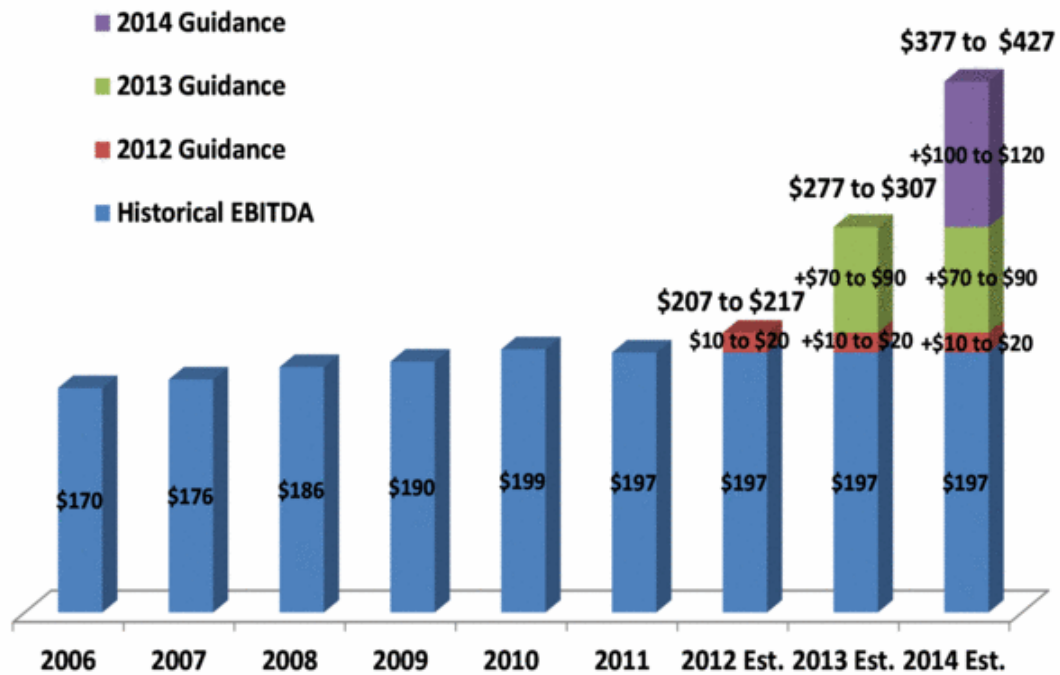
Note: Guidance for 2013 is comparable to 2012 however, based on current forward pricing curve 2013 LLS to WTI spread is projected to be \$13 per barrel. An LLS to WTI spread of this magnitude would increase 2013 EBITDA by almost \$17 million.

1 – Please see slide 33 for a reconciliation of EBITDA to its most directly comparable GAAP measure, Operating Income



## Growth in Eagle Ford Shale should lead to future growth in Transportation Segment EBITDA

Transportation Segment EBITDA (\$ in Millions) <sup>1</sup>



<sup>1</sup> – Please see slide 34 for a reconciliation of EBITDA to its most directly comparable GAAP measure, Operating Income



## We Expect these Projections to lead to a 1.0x Coverage Ratio by the 4<sup>th</sup> quarter of 2013

- ◆ Beginning in the fourth quarter of 2013 and throughout all of 2014 we expect our quarterly coverage ratios to exceed 1.0x
- ◆ 2014 coverage ratios should put NuStar in a position to resume distribution growth during the year

Note: Assumes no equity issuances in 2013 & 2014





# Appendix

# Reconciliation of Non-GAAP Financial Information: Storage Segment

(Unaudited, Dollars in Thousands)

NuStar Energy L.P. utilizes a financial measure, EBITDA, that is not defined in United States generally accepted accounting principles. Management uses this financial measure because it is a widely accepted financial indicator used by investors to compare partnership performance. In addition, management believes that this measure provides investors an enhanced perspective of the operating performance of the partnership's assets. EBITDA is not intended nor presented as an alternative to net income. EBITDA should not be considered in isolation or as a substitute for a measure of performance prepared in accordance with United States generally accepted accounting principles.

EBITDA in the following reconciliations relate to our operating segments. For purposes of segment reporting we do not allocate general and administrative expenses to our reported operating segments because those expenses relate primarily to the overall management at the entity level. Therefore, EBITDA reflected in the following reconciliations exclude any allocation of general and administrative expenses consistent with our policy for determining segmental operating income, the most directly comparable GAAP measure.

The following is a reconciliation of operating income to EBITDA for the Storage Segment:

|  | Year Ended December 31, |                   |                   |                   |                   |                   |
|--|-------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
|  | 2006                    | 2007              | 2008              | 2009              | 2010              | 2011              |
| Operating income                           | \$ 108,486              | \$ 114,635        | \$ 141,079        | \$ 171,245        | \$ 178,947        | \$ 193,395        |
| Plus depreciation and amortization expense | 53,121                  | 62,317            | 66,706            | 70,888            | 77,071            | 87,737            |
| <b>EBITDA</b>                              | <b>\$ 161,607</b>       | <b>\$ 176,952</b> | <b>\$ 207,785</b> | <b>\$ 242,133</b> | <b>\$ 256,018</b> | <b>\$ 281,132</b> |

The following is a reconciliation of projected operating income to projected EBITDA for the Storage Segment:

|  | Year Ended December 31,     |                             |                             |
|--|-----------------------------|-----------------------------|-----------------------------|
|  | 2012                        | 2013 (1)                    | 2014                        |
| Projected operating income range                           | \$ 211,000 - 216,000        | \$ 203,000 - 223,000        | \$ 213,000 - 236,000        |
| Plus projected depreciation and amortization expense range | 90,000 - 95,000             | 98,000 - 105,000            | 98,000 - 105,000            |
| <b>Projected EBITDA range</b>                              | <b>\$ 301,000 - 311,000</b> | <b>\$ 301,000 - 328,000</b> | <b>\$ 311,000 - 341,000</b> |

(1) The year ended December 31, 2013 includes \$17 million of EBITDA and operating income related to the impact from an LLS to WTI spread.

The following are reconciliations of projected annual operating income to projected annual EBITDA for certain projects in our storage segment related to our internal growth program:

|   | St. Eustatius<br>Distillate Project | St. James, LA<br>Terminal<br>Expansion Project<br>Phase 2 | St. James, LA<br>2nd Unit Train<br>Unloading Facility<br>Project |
|---|-------------------------------------|---|--|
| Projected annual operating income range                           | \$ 8,000 - 7,000                    | \$ 7,000 - 6,000  | \$ 14,000 - 17,000   |
| Plus projected annual depreciation and amortization expense range | 2,000 - 3,000                       | 1,000 - 2,000   | 1,000 - 3,000  |
| <b>Projected annual EBITDA</b>                                    | <b>\$ 10,000</b>                    | <b>\$ 8,000</b>   | <b>\$ 15,000 - 20,000</b>  |

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# Reconciliation of Non-GAAP Financial Information: Transportation Segment

(Unaudited, Dollars in Thousands)

NuStar Energy L.P. utilizes a financial measure, EBITDA, that is not defined in United States generally accepted accounting principles. Management uses this financial measure because it is a widely accepted financial indicator used by investors to compare partnership performance. In addition, management believes that this measure provides investors an enhanced perspective of the operating performance of the partnership's assets. EBITDA is not intended nor presented as an alternative to net income. EBITDA should not be considered in isolation or as a substitute for a measure of performance prepared in accordance with United States generally accepted accounting principles.

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The following is a reconciliation of operating income to EBITDA for the Transportation Segment:

|  | Year Ended December 31, |                   |                   |                   |                   |                   |
|--|-------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
|  | 2006                    | 2007              | 2008              | 2009              | 2010              | 2011              |
| Operating income                           | \$ 122,714              | \$ 126,508        | \$ 135,086        | \$ 139,869        | \$ 148,571        | \$ 145,613        |
| Plus depreciation and amortization expense | 47,145                  | 49,946            | 50,749            | 50,528            | 50,617            | 51,175            |
| <b>EBITDA</b>                              | <b>\$ 169,859</b>       | <b>\$ 176,454</b> | <b>\$ 185,835</b> | <b>\$ 190,397</b> | <b>\$ 199,188</b> | <b>\$ 196,788</b> |

The following is a reconciliation of projected operating income to projected EBITDA for the Transportation Segment:

|  | Year Ended December 31,     |                             |                             |
|--|-----------------------------|-----------------------------|-----------------------------|
|  | 2012                        | 2013                        | 2014                        |
| Projected operating income range                           | \$ 155,000 - 162,000        | \$ 207,000 - 232,000        | \$ 297,000 - 342,000        |
| Plus projected depreciation and amortization expense range | 52,000 - 55,000             | 70,000 - 75,000             | 80,000 - 85,000             |
| <b>Projected EBITDA range</b>                              | <b>\$ 207,000 - 217,000</b> | <b>\$ 277,000 - 307,000</b> | <b>\$ 377,000 - 427,000</b> |

The following are reconciliations of projected annual operating income to projected annual EBITDA for certain projects in our transportation segment related to our internal growth program:

|   | Completed Eagle<br>Ford Expansion<br>Projects | ConocoPhillips<br>Eagle Ford Project |
|---|---|--------------------------------------|
| Projected annual operating income range                           | \$ 26,000 - 25,000                            | \$ 12,000 - 10,000                   |
| Plus projected annual depreciation and amortization expense range | 4,000 - 5,000                                 | 3,000 - 5,000                        |
| <b>Projected annual EBITDA</b>                                    | <b>\$ 30,000</b>                              | <b>\$ 15,000</b>                     |

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## Reconciliation of Non-GAAP Financial Information: TexStar Acquisition

### (Unaudited, Dollars in Thousands)

NuStar Energy L.P. utilizes a financial measure, EBITDA, that is not defined in United States generally accepted accounting principles. Management uses this financial measure because it is a widely accepted financial indicator used by investors to compare partnership performance. In addition, management believes that this measure provides investors an enhanced perspective of the operating performance of the partnership's assets. EBITDA is not intended nor presented as an alternative to net income. EBITDA should not be considered in isolation or as a substitute for a measure of performance prepared in accordance with United States generally accepted accounting principles.

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The following are reconciliations of projected annual operating income to projected annual EBITDA for certain crude oil assets related to the Texstar Acquisition:

|   | Year Ended December 31,   |                           |                           |
|---|---------------------------|---------------------------|---------------------------|
|   | 2013                      | 2014                      | 2015                      |
| Projected annual operating income range                           | \$ 1,000 - 19,000         | \$ 34,000 - 51,000        | \$ 39,000 - 56,000        |
| Plus projected annual depreciation and amortization expense range | 9,000 - 11,000            | 11,000 - 14,000           | 11,000 - 14,000           |
| Projected annual EBITDA range                                     | <u>\$ 10,000 - 30,000</u> | <u>\$ 45,000 - 65,000</u> | <u>\$ 50,000 - 70,000</u> |

The following are reconciliations of projected annual operating income to projected annual EBITDA for certain NGL assets related to the Texstar Acquisition:

|   | Year Ended December 31,   |                           |
|---|---------------------------|---------------------------|
|   | 2014                      | 2015                      |
| Projected annual operating income range                           | \$ 28,000 - 45,000        | \$ 58,000 - 75,000        |
| Plus projected annual depreciation and amortization expense range | 12,000 - 15,000           | 12,000 - 15,000           |
| Projected annual EBITDA range                                     | <u>\$ 40,000 - 60,000</u> | <u>\$ 70,000 - 90,000</u> |

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## Reconciliation of Non-GAAP Financial Information: Asphalt and Fuels Marketing Segment

### (Unaudited, Dollars in Thousands)

NuStar Energy L.P. utilizes a financial measure, EBITDA, that is not defined in United States generally accepted accounting principles. Management uses this financial measure because it is a widely accepted financial indicator used by investors to compare partnership performance. In addition, management believes that this measure provides investors an enhanced perspective of the operating performance of the partnership's assets. EBITDA is not intended nor presented as an alternative to net income. EBITDA should not be considered in isolation or as a substitute for a measure of performance prepared in accordance with United States generally accepted accounting principles.

EBITDA in the following reconciliations relate to our operating segments. For purposes of segment reporting we do not allocate general and administrative expenses to our reported operating segments because those expenses relate primarily to the overall management at the entity level. Therefore, EBITDA reflected in the following reconciliations exclude any allocation of general and administrative expenses consistent with our policy for determining segmental operating income, the most directly comparable GAAP measure.

The following is a reconciliation of projected incremental operating income to projected incremental EBITDA for the Asphalt and Fuels Marketing Segment:

|  | Years Ended<br>December 31,<br>2013 and 2014 |
|--|--|
| Projected operating income range                           | \$ 40,000 - 59,500                           |
| Plus projected depreciation and amortization expense range | 0 - 500                                      |
| Projected annual EBITDA range                              | <u>\$ 40,000 - 60,000</u>                    |

The following is a reconciliation of projected operating loss range to projected EBITDA range for our Asphalt and Fuels Marketing Segment:

|  | Asphalt and Fuels<br>Marketing<br>Segment | Less<br>Asset and Goodwill<br>Impairment<br>Loss (1) | Adjusted Asphalt<br>and Fuels<br>Marketing<br>Segment |
|--|---|--|---|
| Projected operating loss range                             | \$ (286,000 - 316,000)                    | \$ (266,000)   | \$ (20,000 - 50,000)                                  |
| Plus projected depreciation and amortization expense range | 10,000 - 20,000                           | -  | 10,000 - 20,000                                       |
| Projected EBITDA range                                     | <u>\$ (276,000 - 296,000)</u>             | <u>\$ (266,000)</u>                                  | <u>\$ (10,000 - 30,000)</u>                           |

(1) 2012 asset and goodwill impairment loss of \$266 million related to asphalt operations.

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