

**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): **August 21, 2013**

**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.)

**19003 IH-10 West  
San Antonio, Texas 78257**  
(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.**

Senior management of NuStar Energy L.P. (the "Partnership") will make a presentation to investors at meetings coordinated by Citigroup on Wednesday, August 21, 2013 and Thursday, August 22, 2013 at the 2013 Citigroup One-on-One Master Limited Partnership/Midstream Infrastructure Conference in Las Vegas, Nevada (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).

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.

The exhibit to this report may include certain statements concerning expectations for the future that are forward-looking statements as defined by federal securities law. It is important to note that the Partnership's actual results could differ materially from those projected in such forward-looking statements. Factors that could affect those results include those mentioned in the Partnership's Annual Report on Form 10-K, as updated by the risk factors disclosed in Part II, Item 1A of the Partnership's Quarterly Report on Form 10-Q for the quarter ended June 30, 2013, and other documents that the Partnership has filed with the Securities and Exchange Commission. In addition, we do not intend to update these statements unless it is required by the securities laws to do so, and we undertake no obligation to publicly release the result of any revisions to any such forward-looking statements that may be made to reflect events or circumstances after the date of this report or to reflect the occurrence of unanticipated events.

**Item 9.01 Financial Statements and Exhibits.**

(d) **Exhibits.**

Exhibit 99.1 Slides from presentation to be used on August 21, 2013.

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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: August 21, 2013

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

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**EXHIBIT INDEX**

Exhibit 99.1 Slides from presentation to be used on August 21, 2013.

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## 2013 Citigroup One-on-One MLP/Midstream Infrastructure Conference

August 21 & 22, 2013

### *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 the prospectus relating to this notes offering and NuStar Energy L.P.'s annual report on Form 10-K and quarterly report on Form 10-Q, filed with the SEC and available on NuStar's website at [www.nustarenergy.com](http://www.nustarenergy.com).

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



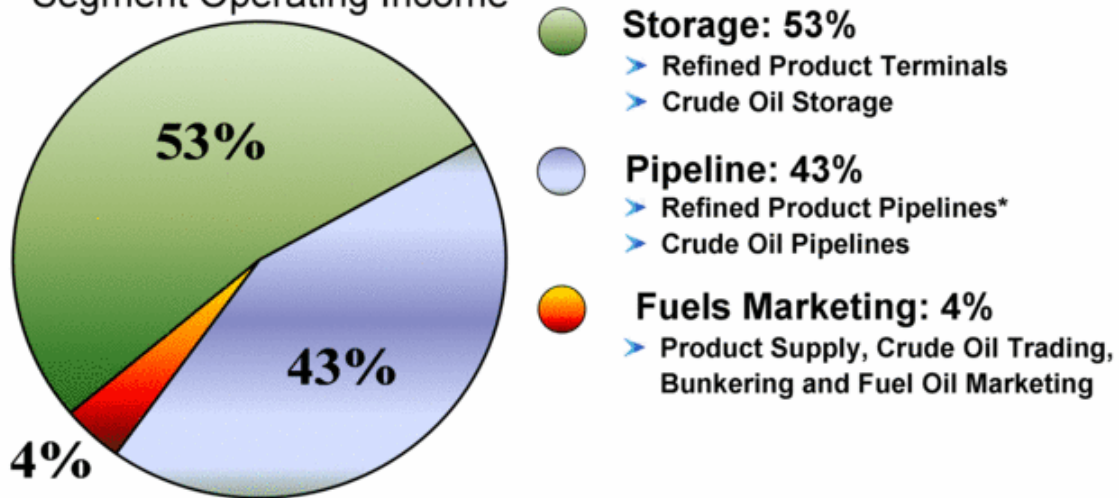
# ***NuStar Overview***





## Diversified Operations from Three Business Segments

Percentage of Full Year 2012  
Adjusted  
Segment Operating Income



- Approximately 96% of NuStar Energy's 2012 segment operating income, after excluding asphalt operations and the San Antonio refinery, came from fee-based Storage and Pipeline segments
- Storage and Pipeline segments are expected to account for around 90% of 2013 segment operating income

\* Includes primarily distillates, gasoline, propane, jet fuel, ammonia and other light products. Does not include natural gas.

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## Strategic Redirection and Change in Focus Initiated in Late 2012

- Strategic redirection involved minimizing exposure to margin-based operations
  - Sold 50% of asphalt business on September 28, 2012
  - Sold San Antonio refinery on January 1, 2013
  - Proceeds from sales transactions used primarily for debt reduction and investments in acquisitions and internal growth projects
- Currently focused on growing fee-based side of business
  - Closed on Eagle Ford Shale crude oil pipeline acquisition in December 2012
  - Concentrating on internal growth projects in Eagle Ford Shale
  - Continue to develop certain storage terminals

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# Fuels Marketing Segment





## **Expect Less Volatility in Fuels Marketing Segment Due to Reduction in Refining Exposure**

- Effective September 28, 2012, as a result of selling 50% of the asphalt business, we deconsolidated those results from NuStar's financial statements
  - Transaction provided NuStar with around \$450 million in cash proceeds
- Segment is entirely composed of the remaining Fuels Marketing operations since January 1, 2013 sale of San Antonio refinery
  - Refinery sale proceeds around \$115 million
- 2013 Fuels Marketing operations results are expected to generate \$20 to \$40 million<sup>1</sup> of EBITDA in 2013
  - Reduced worldwide demand and increased supply putting pressure on bunker margins

1 – Please see slide 29 for a reconciliation of Fuels Marketing segment EBITDA to its most directly comparable GAAP measure, Operating Income

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## **Asphalt Joint Venture Summary**

- \$450 million asset-based lending (ABL) Facility should provide the joint venture (JV) financing for about two-thirds of the JV's working capital needs
- NuStar providing JV an unsecured, seven-year revolving credit facility for up to \$250 million
  - Balance \$194 million at June 30, 2013
  - Current balance close to \$250 million
- NuStar agreed to provide credit support for the JV of up to \$150 million, in the form of guarantees and letters of credit
  - Approximately \$110 million of guarantees and \$12 million of letters of credit have been issued as of June 30, 2013

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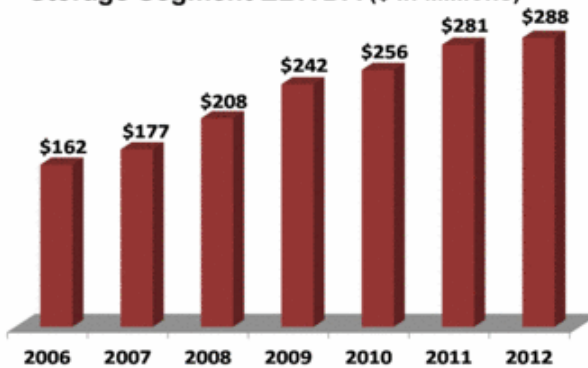


# Storage Segment

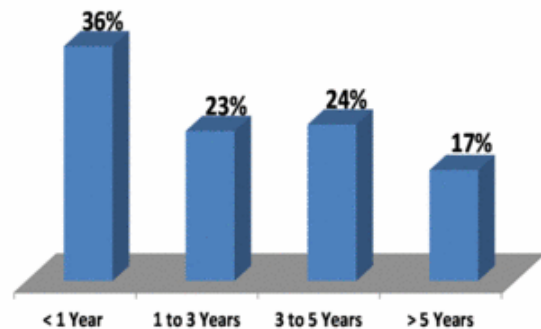
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## Expect 2013 Storage Segment EBITDA to be Comparable with 2012

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



Storage Contract Renewals (% as 07/23/2013)



### Outlook

- Segment should benefit from a full year of EBITDA relating to rail car offloading facility project completed in April 2012 at our St. James, LA terminal facility
- Segment should also benefit from storage expansions completed in early 2013 at St. Eustatius and St. James, LA terminal facility
- Backwardation in forward pricing curve and weak demand for storage putting downward pressure on storage rates in certain markets offsetting some of these benefits

<sup>1</sup> – Please see slide 30 for a reconciliation of Storage Segment EBITDA to its most directly comparable GAAP measure, Operating Income

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## ***Growth Continues at our St. James, Louisiana Terminal***

- ◆ Currently have 9 million barrels of storage capacity at St. James
- ◆ Completed 700,000 barrel expansion in January 2013
- ◆ In discussions with major oil companies about additional expansion opportunities



## Second St. James Unit Train Project

- ◆ Recent commitment from a third party supports the construction of second unit train unloading facility at our St. James Terminal
  - First unit train project completed in April 2012
- ◆ Estimated costs of second unit train approximately \$45 million
  - Planned in service date fourth quarter 2013
  - Annual EBITDA estimated in the \$15 to \$20 million range<sup>1</sup>



1 – Please see slide 30 for a reconciliation of EBITDA to its most directly comparable GAAP measure, Operating Income

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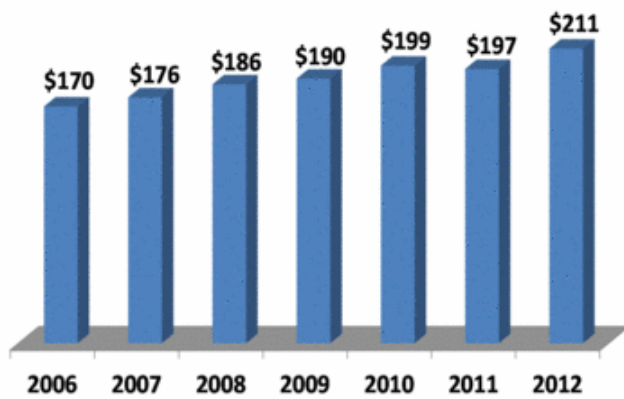
## Pipeline Segment

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## Growth in Eagle Ford Shale Region Expected to Lead to Future Growth in Pipeline Segment EBITDA

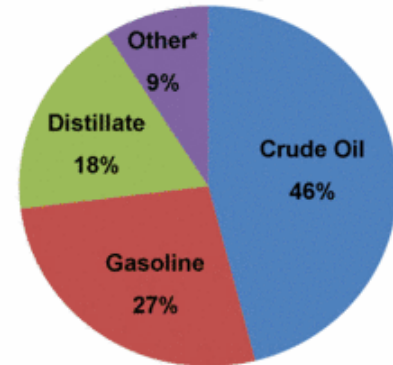
Pipeline Segment EBITDA (\$ in Millions)<sup>1</sup>



### Outlook

- 2013 segment EBITDA expected to be \$50 to \$70 million<sup>1</sup> higher than 2012
- Eagle Ford pipeline expansion projects completed in last half of 2012 and expected to be completed in late 2013 combined with benefits from the December 2012 TexStar acquisition and higher FERC tariffs, effective July 1, 2013, should contribute to the higher earnings

Pipeline Receipts by Commodity



\*Other includes ammonia, jet fuel, propane, naphtha and light end refined products

<sup>1</sup> – Please see slide 31 for a reconciliation of Pipeline Segment EBITDA to its most directly comparable GAAP measure, Operating Income

## To Date NuStar Has Completed Four Internal Growth Projects in the Eagle Ford Shale Region

- NuStar was one of the first to transport Eagle Ford Shale region crude oil via pipeline
- Four completed projects include:
  - ❑ Reactivation of Pettus to Corpus Christi pipeline
  - ❑ Reversal of 8-inch Corpus to Three Rivers refined products pipeline
  - ❑ Connection of 16-inch Corpus to Three Rivers crude oil pipeline to 12-inch TexStar crude oil pipeline system
  - ❑ Construction of a new 12-inch crude oil pipeline
- Total capital spent to date approximately \$150 million
  - ❑ Expected to generate EBITDA of around \$30 million<sup>1</sup> per year



<sup>1</sup> – Please see slide 31 for a reconciliation of EBITDA to its most directly comparable GAAP measure, Operating Income



## ***In Mid-November 2012 Signed an Agreement with ConocoPhillips to Further Expand Capacity in Eagle Ford Shale Region***



- **NuStar will construct a 100 thousand 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 100 thousand BPD
  - Agreement provides ConocoPhillips with 30 to 60 thousand BPD of shipping capacity
  - Projected completion in the 3rd quarter of 2013
  - 10-year take or pay agreement supports this project
  
- **Dock expansion at Corpus Christi North Beach Terminal will give ConocoPhillips and other customers more options to move Eagle Ford crude**
  - Projected completion early in the 2nd quarter of 2014
  
- **Total NuStar spending should be \$120 to \$140 million**
  - Should generate about \$15 million of annual EBITDA
  - Small benefit in 2013 but majority in 2014 and thereafter

1 – Please see slide 31 for a reconciliation of EBITDA to its most directly comparable GAAP measure, Operating Income





## **December 2012 Crude Oil Pipeline Acquisition from TexStar allows NuStar to become One of the Largest Players in the Eagle Ford Shale Region**

- In December 2012, almost simultaneously with the completion of the connection of 16" Corpus to Three Rivers Pipeline to TexStar Pipeline system, NuStar acquired TexStar's 140 miles of crude oil transmission and gathering lines as well as five storage terminals for \$325 million
- Acquisition further integrates NuStar with producers and marketers of Eagle Ford Shale region crude oil
  - Provides NuStar with access to dedicated production acreage
- Provides Eagle Ford Shale region crude oil producers the ability to move production to Corpus Christi
  - Crude oil producers also have access to NuStar's Corpus Christi storage and dock space that can be utilized for shipments to other markets
- Currently shipping around 90,000 BPD on this line
  - Throughputs should increase to around 100,000 BPD by the end of 2013
- Acquisition expected to provide \$10 to \$30 million<sup>1</sup> of EBITDA in 2013
  - EBITDA should increase to \$50 to \$70 million<sup>1</sup> by 2015

<sup>1</sup> – Please see slide 31 for a reconciliation of EBITDA to its most directly comparable GAAP measure, Operating Income

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## **Open Season for South Texas Crude Oil Pipeline System Project**

- Open Season commenced July 17, 2013 and ends August 30, 2013
- Assessing shipper interest in committed space to transport Eagle Ford Shale crude oil from several terminal locations on our South Texas Crude Oil Pipeline System to our Corpus Christi North Beach facility
- Proposed project includes pipeline capacity upgrades to segments of our South Texas Crude Oil Pipeline System
- Capacity upgrades would occur in two phases
  - First phase would add incremental throughput capacity of approximately 35,000 barrels per day and should be available for service in the third quarter of 2014
  - Second phase would add incremental throughput capacity of approximately 65,000 barrels per day and should be available for service in the first quarter of 2015

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# Financial Overview

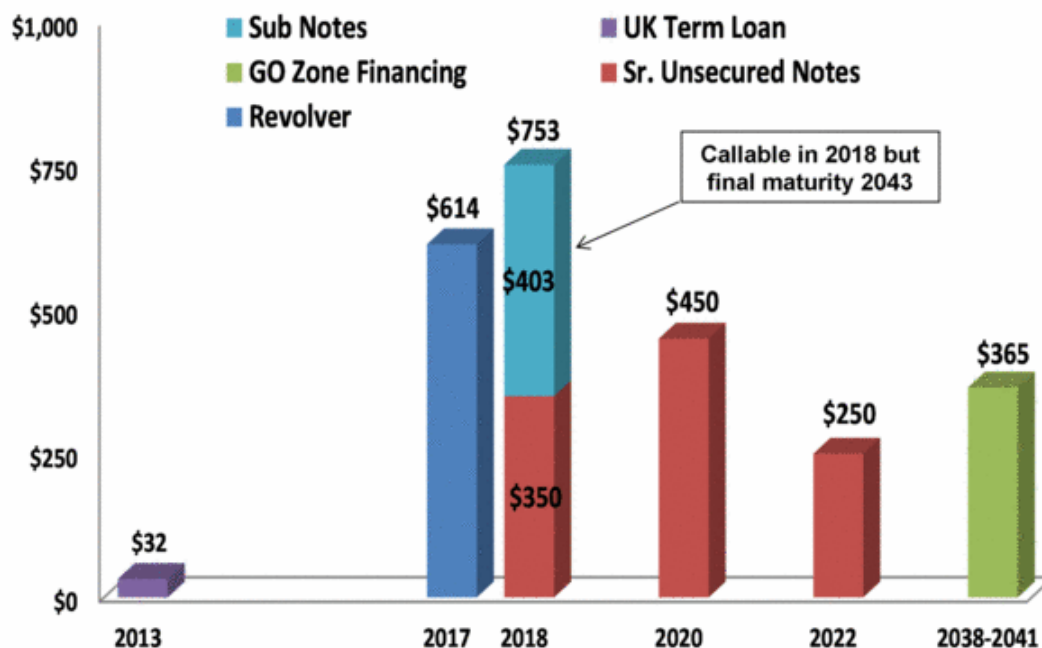
## Capital Structure as of June 30, 2013 (Dollars in Millions)

	<i>Actual</i>	<i>Pro-Forma</i>
\$1.5 billion Credit Facility	\$614	\$318
NuStar Logistics Notes (4.75%)	250	250
NuStar Logistics Notes (4.80%)	450	450
NuStar Logistics Notes (6.75%)	-	300
NuStar Logistics Notes (8.15%)	350	350
NuStar Logistics Sub Notes (7.625%)	403	403
GO Zone Bonds	365	365
Other Debt	32	32
Net unamortized discount, including fair value adjustments	<u>37</u>	<u>37</u>
<b>Total Debt</b>	<b>\$2,501</b>	<b>\$2,505</b>
<b>Total Partners' Equity</b>	<b><u>2,440</u></b>	<b><u>2,440</u></b>
<b>Total Capitalization</b>	<b>\$4,941</b>	<b>\$4,945</b>

- Availability under the Credit Facility as of June 30, 2013 was ~ \$730 million
  - \$614 million in borrowings and \$154 million in Letters of Credit outstanding
- On August 19, 2013 closed on a public offering of \$300 million of 6.75% senior notes due February 1, 2021
  - Proceeds for general partnership purposes, including repayment of a portion of the outstanding borrowings under the \$1.5 billion Credit Facility

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## Debt Maturity Profile as of June 30, 2013 (Dollars in Millions)



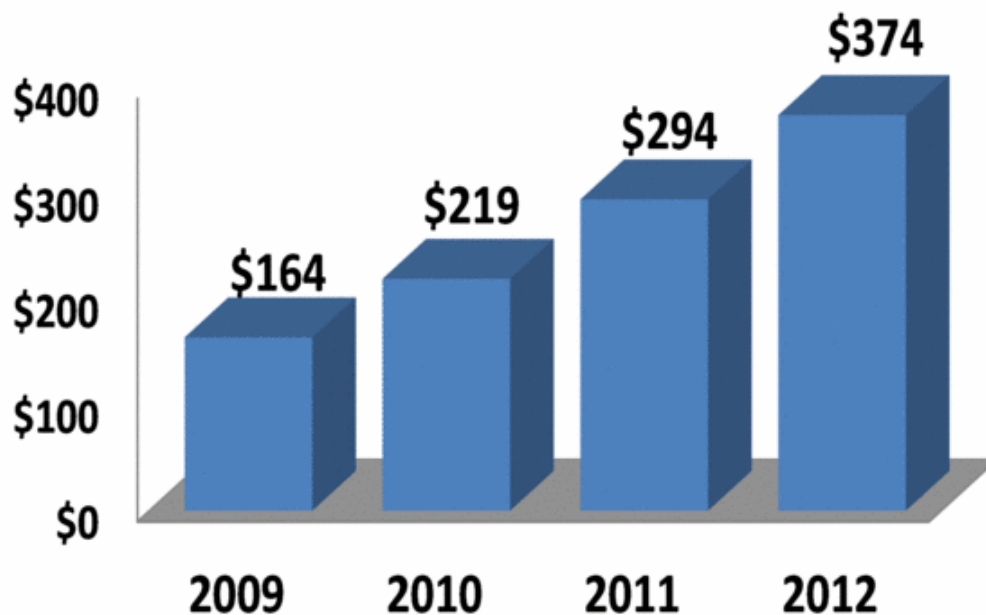
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## **Internal Growth Project Spending Continues to Increase....2013 internal growth spending should be in the \$350 to \$400 million range**

(Dollars in Millions)

### **2009-2012 Internal Growth Project Spending**



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## **NuStar Highlights**

- High - quality, large and diverse asset footprint supporting energy infrastructure both in the U.S. and internationally
- Contracted fee-based storage and pipeline assets provide stable cash flows, delivering approximately 96% of 2012 adjusted segment operating income
- Diverse and high quality customer base composed of large integrated oil companies, national oil companies and refiners
- Strong balance sheet with a focus on improving credit metrics and attaining investment grade credit ratings
- Experienced and proven management team with substantial equity ownership and industry experience
- Recognized nationally for safety and environmental record
- Named #38 on Fortune's 2013 "100 Best Places to Work"

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# Appendix



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

	Year Ended December 31, 2013
Projected operating income range	\$ 20,000 - 40,000
Plus projected depreciation and amortization expense range	-
Projected annual EBITDA range	<u>\$ 20,000 - 40,000</u>

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## 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.

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

	Year Ended December 31,						
	2006	2007	2008	2009	2010	2011	2012
Operating income	\$ 108,486	\$ 114,635	\$ 141,079	\$ 171,245	\$ 178,947	\$ 193,395	\$ 194,567
Plus depreciation and amortization expense	53,121	62,317	66,706	70,888	77,071	87,737	93,449
<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>	<b>\$ 288,016</b>

The following is a reconciliation of projected annual operating income to projected annual EBITDA for a certain project in our Storage Segment related to our internal growth program:

	St. James, LA 2nd Unit Train Project
Projected annual operating income range	<u>\$ 14,000 - 17,000</u>
Plus projected annual depreciation and amortization expense range	1,000 - 3,000
Projected annual EBITDA	<u>\$ 15,000 - 20,000</u>

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# Reconciliation of Non-GAAP Financial Information: Pipeline 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 Pipeline Segment:

	Year Ended December 31,						
	2006	2007	2008	2009	2010	2011	2012
Operating income	\$ 122,714	\$ 126,508	\$ 135,086	\$ 139,869	\$ 148,571	\$ 146,403	\$ 158,590
Plus depreciation and amortization expense	47,145	49,946	50,749	50,528	50,617	51,165	52,878
<b>EBITDA</b>	<b>\$ 169,859</b>	<b>\$ 176,454</b>	<b>\$ 185,835</b>	<b>\$ 190,397</b>	<b>\$ 199,188</b>	<b>\$ 197,568</b>	<b>\$ 211,468</b>

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

	Year Ended December 31, 2013
Projected incremental operating income range	\$ 45,000 - 55,000
Plus projected incremental depreciation and amortization expense range	5,000 - 15,000
Projected incremental EBITDA range	\$ 50,000 - 70,000

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

	Completed Eagle Ford Expansion Projects	ConocoPhillips Eagle Ford Project
	Projected annual operating income range	\$ 26,000 - 25,000
Plus projected annual depreciation and amortization expense range	4,000 - 5,000	3,000 - 5,000
Projected annual EBITDA	\$ 30,000	\$ 15,000

The following is a reconciliation of projected operating income to projected EBITDA for the TexStar Asset Acquisition:

	Year Ended December 31, 2013	Year Ended December 31, 2015
	Projected operating income range	\$ 1,000 - 19,000
Plus projected depreciation and amortization expense range	9,000 - 11,000	15,000 - 18,000
Projected EBITDA range	\$ 10,000 - 30,000	\$ 50,000 - 70,000