## MAGELLAN MIDSTREAM PARTNERS, L.P. CONSOLIDATED STATEMENTS OF INCOME (In thousands, except per unit amounts) (Unaudited)

|  | Three Months Ended December 31, |  |  |  | Twelve Months Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2008 |  | 2007 |  | 2008 |  |
| Transportation and terminals revenues | \$ | 160,132 | \$ | 166,742 | \$ | 607,845 | \$ | 637,958 |
| Product sales revenues. |  | 215,712 |  | 134,473 |  | 709,564 |  | 574,095 |
| Affiliate management fee revenue. |  | 178 |  | 184 |  | 712 |  | 733 |
| Total revenues. |  | 376,022 |  | 301,399 |  | 1,318,121 |  | 1,212,786 |
| Costs and expenses: |  |  |  |  |  |  |  |  |
| Operating |  | 66,157 |  | 71,285 |  | 251,601 |  | 265,728 |
| Product purchases |  | 189,415 |  | 94,184 |  | 633,909 |  | 436,567 |
| Depreciation and amortization. |  | 16,743 |  | 18,817 |  | 63,792 |  | 71,153 |
| Affiliate general and administrative |  | 19,942 |  | 17,050 |  | 72,587 |  | 70,435 |
| Total costs and expenses |  | 292,257 |  | 201,336 |  | 1,021,889 |  | 843,883 |
| Gain on assignment of supply agreement |  | - |  | - |  | - |  | 26,492 |
| Equity earnings. |  | 1,067 |  | 563 |  | 4,027 |  | 4,067 |
| Operating profit |  | 84,832 |  | 100,626 |  | 300,259 |  | 399,462 |
| Interest expense |  | 13,627 |  | 16,034 |  | 57,264 |  | 56,751 |
| Interest income |  | (318) |  | (531) |  | $(1,767)$ |  | (1,478) |
| Interest capitalized. |  | $(1,259)$ |  | $(1,069)$ |  | $(4,452)$ |  | $(4,803)$ |
| Debt placement fee amortization |  | 171 |  | 219 |  | 2,144 |  | 767 |
| Debt prepayment premium . |  | - |  | - |  | 1,984 |  | - |
| Other (income) expense |  | - |  | (126) |  | 728 |  | (375) |
| Income before provision for income taxes. |  | 72,611 |  | 86,099 |  | 244,358 |  | 348,600 |
| Provision for income taxes |  | 419 |  | 518 |  | 1,568 |  | 1,987 |
| Net income . | \$ | 72,192 | \$ | 85,581 | \$ | 242,790 | \$ | 346,613 |
| Allocation of net income: |  |  |  |  |  |  |  |  |
| Limited partners' interest | \$ | 49,640 | \$ | 55,592 | \$ | 173,330 | \$ | 219,136 |
| General partner's interest |  | 22,552 |  | 29,989 |  | 69,460 |  | 127,477 |
| Net income. | \$ | 72,192 | \$ | 85,581 | \$ | 242,790 | \$ | 346,613 |
| Basic net income per limited partner unit.. | \$ | 0.75 | \$ | 0.83 | \$ | 2.60 | \$ | 3.28 |
| Weighted average number of limited partner units outstanding used for basic net income per unit calculation. |  | 66,550 |  | 66,942 |  | 66,547 |  | 66,855 |
| Diluted net income per limited partner unit. | \$ | 0.74 | \$ | 0.83 | \$ | 2.60 | \$ | 3.27 |
| Weighted average number of limited partner units outstanding used for diluted net income per unit calculation. |  | 67,150 |  | 67,226 |  | 66,700 |  | 66,927 |

## MAGELLAN MIDSTREAM PARTNERS, L.P. OPERATING STATISTICS

|  | Three Months Ended December 31, |  | Twelve Months Ended December 31, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2008 | 2007 | 2008 |
| Petroleum products pipeline system: <br> Transportation revenue per barrel shipped | \$ 1.129 | \$ 1.183 | \$ 1.147 | \$ 1.193 |
| Volume shipped (million barrels)............................. | 80.4 | 75.3 | 307.2 | 295.9 |
| Petroleum products terminals: |  |  |  |  |
| Marine terminal average storage utilized (million barrels per month). $\qquad$ | 22.3 | 23.7 | 21.8 | 23.3 |
| Inland terminal throughput (million barrels) ............... | 28.9 | 26.5 | 117.3 | 108.1 |
| Ammonia pipeline system: |  |  |  |  |
| Volume shipped (thousand tons)................................ | 183 | 198 | 716 | 822 |

## MAGELLAN MIDSTREAM PARTNERS, L.P. OPERATING MARGIN RECONCILIATION TO OPERATING PROFIT (Unaudited, in thousands)

|  | Three Months Ended December 31, |  |  |  | Twelve Months Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2007 |  | 2008 |  | 2007 |  | 2008 |
| Petroleum products pipeline system: |  |  |  |  |  |  |  |  |
| Transportation and terminals revenues.. | \$ | 119,214 | \$ | 124,596 | \$ | 459,772 | \$ | 477,621 |
| Less: Operating expenses ........................................... |  | 47,738 |  | 51,934 |  | 179,426 |  | 198,356 |
| Transportation and terminals margin......................... |  | 71,476 |  | 72,662 |  | 280,346 |  | 279,265 |
| Product sales revenues |  | 211,626 |  | 129,233 |  | 692,355 |  | 543,694 |
| Less: Product purchases ............................................ |  | 187,646 |  | 92,927 |  | 626,194 |  | 429,294 |
| Product margin. |  | 23,980 |  | 36,306 |  | 66,161 |  | 114,400 |
| Add: Affiliate management fee revenue....................... |  | 178 |  | 184 |  | 712 |  | 733 |
| Equity earnings............................................... |  | 1,067 |  | 563 |  | 4,027 |  | 4,067 |
| Gain on assignment of supply agreement .............. |  | - |  | - |  | - |  | 26,492 |
| Operating margin................................................. | \$ | 96,701 | \$ | 109,715 | \$ | 351,246 | \$ | 424,957 |
| Petroleum products terminals: |  |  |  |  |  |  |  |  |
| Transportation and terminals revenues......................... | \$ | 36,144 | \$ | 37,086 | \$ | 132,693 | \$ | 141,129 |
| Less: Operating expenses. |  | 15,674 |  | 16,703 |  | 56,301 |  | 59,284 |
| Transportation and terminals margin. |  | 20,470 |  | 20,383 |  | 76,392 |  | 81,845 |
| Product sales revenues |  | 4,086 |  | 5,240 |  | 17,209 |  | 30,401 |
| Less: Product purchases |  | 1,898 |  | 1,751 |  | 8,233 |  | 8,279 |
| Product margin |  | 2,188 |  | 3,489 |  | 8,976 |  | 22,122 |
| Operating margin. | \$ | 22,658 | \$ | 23,872 | \$ | 85,368 | \$ | 103,967 |
| Ammonia pipeline system: |  |  |  |  |  |  |  |  |
| Transportation and terminals revenues.. | \$ | 5,202 | \$ | 6,170 | \$ | 18,287 | \$ | 22,704 |
| Less: Operating expenses ........................................... |  | 3,825 |  | 4,224 |  | 21,295 |  | 14,061 |
| Operating margin (loss). | \$ | 1,377 | \$ | 1,946 | \$ | $\stackrel{(3,008)}{ }$ | \$ | 8,643 |
| Segment operating margin............................................ | \$ | 120,736 | \$ | 135,533 | \$ | 433,606 | \$ | 537,567 |
| Add: Allocated corporate depreciation costs |  | 781 |  | 960 |  | 3,032 |  | 3,483 |
| Total operating margin. |  | 121,517 |  | 136,493 |  | 436,638 |  | 541,050 |
| Less: Depreciation and amortization .............................. |  | 16,743 |  | 18,817 |  | 63,792 |  | 71,153 |
| Affiliate general and administrative ........................ |  | 19,942 |  | 17,050 |  | 72,587 |  | 70,435 |
| Total operating profit .................................................. | \$ | $\underline{84,832}$ | \$ | $\underline{100,626}$ | \$ | $\underline{300,259}$ | \$ | $\underline{\text { 399,462 }}$ |

[^0] corporate depreciation costs.

## MAGELLAN MIDSTREAM PARTNERS, L.P. ALLOCATION OF NET INCOME (In thousands, unless otherwise noted) (Unaudited)

|  | Three Months Ended December 31, |  |  |  | Twelve Months Ended December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 |  | 2008 |  | 2007 |  | 2008 |  |
| Net income | \$ | 72,192 | \$ | 85,581 | \$ | 242,790 | \$ | 346,613 |
| Direct charges to the general partner: |  |  |  |  |  |  |  |  |
| Reimbursable general and administrative costs ${ }^{(a)}$ |  | 2,442 |  | 848 |  | 6,191 |  | 2,072 |
| Previously indemnified environmental charges (credits)...... |  | 669 |  | 690 |  | 4,426 |  | $(6,416)$ |
| Total direct charges (credits) to general partner. |  | 3,111 |  | 1,538 |  | 10,617 |  | $(4,344)$ |
| Income before direct charges (credits) to general partner. |  | 75,303 |  | 87,119 |  | 253,407 |  | 342,269 |
| General partner's share of income ${ }^{(\mathrm{b})}$. |  | 34.08\% |  | 36.19\% |  | 31.60\% |  | 35.98\% |
| General partner's allocated share of net income before direct charges (credits) |  | 25,663 |  | 31,527 |  | 80,077 |  | 123,133 |
| Direct charges (credits) to general partner.............................. |  | 3,111 |  | 1,538 |  | 10,617 |  | $(4,344)$ |
| Net income allocated to general partner | \$ | 22,552 | \$ | 29,989 | \$ | 69,460 | \$ | 127,477 |
| Net income | \$ | 72,192 | \$ | 85,581 | \$ | 242,790 | \$ | 346,613 |
| Less: net income allocated to general partner. |  | 22,552 |  | 29,989 |  | 69,460 |  | 127,477 |
| Net income allocated to limited partners | \$ | $\xrightarrow{49,640}$ | \$ | 55,592 | \$ | $\underline{ }$ 173,330 | \$ | $\underline{219,136}$ |

(a) Reimbursable G\&A costs included non-cash expenses related to payments made to one of the partnership's executive officers by MGG Midstream Holdings, L.P., an affiliate that, until December 2, 2008, indirectly owned a portion of the partnership's general partner. These payments, for the three and twelve months ended December 31, 2007 were $\$ 0.8$ million and $\$ 2.1$ million, respectively, and for both the three and twelve months ended December 31, 2008, were $\$ 0.4$ million. These payments did not impact the partnership's cash available for distributions.
(b) For periods when the distributions the partnership pays exceed its net income (before direct charges to the general partner), the general partner's percentage share of income is its proportion of cash distributions paid for the period. For periods when net income exceeds the cash distributions the partnership pays, the general partner's percentage share of income is its proportion of pro forma cash distributions that equal net income (before direct charges to the general partner). For the fourth quarters of 2007 and 2008 a per unit pro forma cash distribution of $\$ 0.7437$ and $\$ 0.8303$, respectively, would have resulted in total distributions equal to net income before direct charges to the general partner. The general partner's share of distributions at these levels was $34.08 \%$ and $36.19 \%$ for the fourth quarter 2007 and 2008, respectively. The general partner's share of net income for the twelve months ended December 31, 2007 is based on its share of actual distributions paid for the first quarter and pro forma distributions for the second, third and fourth quarters. The general partner's share of net income for the twelve months ended December 31, 2008 was based on its share of pro forma distributions for each quarter during the year.

## MAGELLAN MIDSTREAM PARTNERS, L.P. DISTRIBUTABLE CASH FLOW RECONCILIATION TO NET INCOME (Unaudited, in millions)

|  | Three Months Ended December 31, |  |  | Twelve Months Ended December 31, |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | 2008 |  | 2007 | 2008 |  |
| Net income | 72.2 | \$ | 85.6 | \$ 242.8 |  | 346.6 |
| Add: Depreciation and amortization ${ }^{(1)}$ | 16.9 |  | 19.0 | 65.9 |  | 71.9 |
| Equity-based incentive compensation ${ }^{(2)}$ | 3.4 |  | 0.4 | 6.2 |  | 0.9 |
| Direct charges (credits) to general partner | 3.1 |  | 1.5 | 10.6 |  | (4.4) |
| Asset retirements and impairments | 2.5 |  | 3.4 | 8.3 |  | 7.2 |
| Less: Maintenance capital (net of expected reimbursements and indemnified spending) ${ }^{(3)}$ $\qquad$ | 10.3 |  | 17.8 | 31.2 |  | 43.2 |
| Gain on assignment of supply agreement...................... |  |  | - | - |  | 26.5 |
| Unrealized gain on NYMEX contracts ${ }^{(4)}$ |  |  | 1.6 |  |  | 13.8 |
| Other | 1.5 |  | (1.3) | 4.5 |  | 0.5 |
| Distributable cash flow ${ }^{(5)}$ | \$ 86.3 | \$ | 91.8 | \$ 298.1 |  | 338.2 |
| ${ }^{(1)}$ Depreciation and amortization includes debt placement fee amortization. |  |  |  |  |  |  |
| ${ }^{(2)}$ Because the partnership intends to satisfy vesting of units under its equity-based incentive compensation program with the issuance of limited partner units, expenses related to this program generally are deemed non-cash and added back for distributable cash flow purposes. Total equity-based incentive compensation expense for the twelve months ended December 31, 2007 and 2008 was $\$ 10.5$ million and $\$ 5.4$ million, respectively. However, the figures above include an adjustment for minimum statutory tax withholdings paid by the partnership during first quarter 2007 and 2008 of $\$ 4.3$ million and $\$ 4.5$ million, respectively, for equity-based incentive compensation units that vested on the previous year end. |  |  |  |  |  |  |
| ${ }^{(3)}$ The partnership paid the following additional amounts for indemnified maintenance capital projects related to its indemnification settlement or for which it expects third-party reimbursement: for the three months ended December 31, 2007 and 2008, $\$ 3.8$ million and ( $\$ 0.6$ ) million, respectively; and for the twelve months ended December 31, 2007 and 2008, $\$ 8.8$ million and $\$ 3.6$ million, respectively. |  |  |  |  |  |  |
| ${ }^{(4)}$ Adjustment is shown net of a $\$ 6.4$ million expense recorded in the fourth quarter of 2008 related to a lower-of-cost-or-market adjustment for inventory that was economically hedged using NYMEX sales contracts. The NYMEX sales contracts do not qualify for hedge accounting treatment. |  |  |  |  |  |  |
| ${ }^{(5)}$ Distributable cash flow does not include fluctuations related to working capital or spending for which the partnership has received, or expects to receive, reimbursement through third party indemnifications. Through December 31, 2007 and 2008, the partnership has either paid or accrued liabilities totaling $\$ 88.4$ million and $\$ 84.5$ million, respectively, which were covered by an indemnification settlement for which the partnership has received the full amount of $\$ 117.5$ million. |  |  |  |  |  |  |


[^0]:    Note: Amounts may not sum to figures shown on the consolidated statement of income due to intersegment eliminations and allocated

