

NuStar Energy L.P.
Reconciliation of Non-GAAP Financial Information Related to the Quarter Ended June 30, 2015
(Unaudited, Thousands of Dollars, Except Unit and Per Unit Data)

NuStar Energy L.P. utilizes financial measures such as earnings before interest, taxes, depreciation and amortization (EBITDA), distributable cash flow (DCF), adjusted net income and adjusted net income per unit (collectively, financial measures), which are not defined in U.S. generally accepted accounting principles (GAAP). Management uses these financial measures because they are widely accepted financial indicators used by investors to compare partnership performance. In addition, management believes that these financial measures provide investors an enhanced perspective of the operating performance of the partnership's assets and/or the cash that the business is generating. None of these financial measures are presented as an alternative to net income or income from continuing operations. They should not be considered in isolation or as substitutes for a measure of performance prepared in accordance with GAAP. 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 segment reconciliations exclude any allocation of general and administrative expenses consistent with our policy for determining segmental operating income, the most directly comparable GAAP measure.

1. The following is a reconciliation of income from continuing operations to EBITDA from continuing operations and DCF from continuing operations:

| | Three Months Ended June 30, | | Six Months Ended June 30, | |
|---|-----------------------------|------------|---------------------------|------------|
| | 2015 | 2014 | 2015 | 2014 |
| Income from continuing operations | \$ 54,325 | \$ 57,187 | \$ 181,450 | \$ 100,183 |
| Plus interest expense, net and interest income from related party | 32,824 | 33,122 | 64,861 | 66,484 |
| Plus income tax expense | 3,104 | 1,865 | 5,491 | 5,982 |
| Plus depreciation and amortization expense | 52,765 | 47,936 | 105,222 | 94,166 |
| EBITDA from continuing operations | 143,018 | 140,110 | 357,024 | 266,815 |
| Equity in (earnings) loss of joint ventures | — | (3,294) | — | 1,012 |
| Interest expense, net and interest income from related party | (32,824) | (33,122) | (64,861) | (66,484) |
| Reliability capital expenditures | (6,029) | (7,239) | (12,827) | (11,998) |
| Income tax expense | (3,104) | (1,865) | (5,491) | (5,982) |
| Distributions from joint ventures | — | 728 | 2,500 | 3,094 |
| Other items (a) | 2,431 | 4,311 | (52,214) | 3,869 |
| Mark-to-market impact of hedge transactions (b) | 1,440 | 6,692 | 321 | 6,707 |
| DCF from continuing operations | \$ 104,932 | \$ 106,321 | \$ 224,452 | \$ 197,033 |
| Less DCF from continuing operations available to general partner | 12,766 | 12,766 | 25,532 | 25,532 |
| DCF from continuing operations available to limited partners | \$ 92,166 | \$ 93,555 | \$ 198,920 | \$ 171,501 |
| DCF from continuing operations per limited partner unit | \$ 1.18 | \$ 1.20 | \$ 2.55 | \$ 2.20 |

- (a) Other items consist of a net increase in deferred revenue associated with throughput deficiency payments and construction reimbursements. For the six months ended June 30, 2015, other items mainly consist of a \$56.3 million non-cash gain associated with the Linden terminal acquisition.
- (b) DCF from continuing operations excludes the impact of unrealized mark-to-market gains and losses that arise from valuing certain derivative contracts, as well as the associated hedged inventory. The gain or loss associated with these contracts is realized in DCF from continuing operations when the contracts are settled.

NuStar Energy L.P.
Reconciliation of Non-GAAP Financial Information Related to the Quarter Ended June 30, 2015 - (Continued)
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2. The following is a reconciliation of net income and net income per unit to adjusted net income applicable to limited partners and adjusted net income per unit:

| | Six Months Ended June 30, 2015 | |
|---|---------------------------------------|----------------|
| Net income / net income per unit | \$ 182,224 | \$ 2.01 |
| Gain on Linden terminal acquisition | (56,277) | (0.71) |
| Adjusted net income | 125,947 | |
| GP interest and incentive | (24,129) | |
| Adjusted net income applicable to limited partners / adjusted net income per unit | <u>\$ 101,818</u> | <u>\$ 1.30</u> |

3. The following is a reconciliation of EBITDA from continuing operations to adjusted EBITDA from continuing operations:

| | Six Months Ended June 30, 2015 | |
|--|---------------------------------------|--|
| EBITDA from continuing operations | \$ 357,024 | |
| Gain on Linden terminal acquisition | (56,277) | |
| Adjusted EBITDA from continuing operations | <u>\$ 300,747</u> | |

4. The following is a reconciliation of projected incremental operating income to projected incremental EBITDA for the year ended December 31, 2015:

| | Pipeline Segment | Storage Segment |
|--|---------------------------|---------------------------|
| Projected incremental operating income | \$ 18,000 - 33,000 | \$ 10,000 - 25,000 |
| Plus projected incremental depreciation and amortization expense | 7,000 - 12,000 | 10,000 - 15,000 |
| Projected incremental EBITDA | <u>\$ 25,000 - 45,000</u> | <u>\$ 20,000 - 40,000</u> |

5. The following is a reconciliation of projected operating income to projected EBITDA for the year ended December 31, 2015:

| | Fuels Marketing Segment |
|--|--------------------------------|
| Projected operating income | \$ 20,000 - 30,000 |
| Plus projected depreciation and amortization expense | — |
| Projected EBITDA | <u>\$ 20,000 - 30,000</u> |

NuStar Energy L.P.
Reconciliation of Non-GAAP Financial Information Related to the Quarter Ended June 30, 2015 - (Continued)
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6. The following are reconciliations of operating income to EBITDA for our reported segments:

| | Three Months Ended June 30, 2015 | | |
|---------------------------------------|----------------------------------|------------------|-------------------|
| | Pipeline | Storage | Fuels Marketing |
| Operating income | \$ 64,820 | \$ 53,751 | \$ 2,650 |
| Depreciation and amortization expense | 20,756 | 29,887 | — |
| EBITDA | <u>\$ 85,576</u> | <u>\$ 83,638</u> | <u>\$ 2,650</u> |
| | Three Months Ended June 30, 2014 | | |
| | Pipeline | Storage | Fuels Marketing |
| Operating income | \$ 60,236 | \$ 50,007 | \$ 4,821 |
| Depreciation and amortization expense | 19,490 | 25,888 | 4 |
| EBITDA | <u>\$ 79,726</u> | <u>\$ 75,895</u> | <u>\$ 4,825</u> |
| Increase (decrease) in EBITDA | <u>\$ 5,850</u> | <u>\$ 7,743</u> | <u>\$ (2,175)</u> |

7. The following is a reconciliation of projected income from continuing operations to projected EBITDA from continuing operations and projected DCF from continuing operations:

| | Three Months Ended September 30, 2015 |
|--|--|
| Projected income from continuing operations | \$ 48,000 - 60,000 |
| Plus projected interest expense, net | 34,000 |
| Plus projected income tax expense, net | 1,000 - 3,000 |
| Plus projected depreciation and amortization expense | 53,000 |
| Projected EBITDA from continuing operations | <u>136,000 - 150,000</u> |
| Projected interest expense, net | (34,000) |
| Projected reliability capital expenditures | (12,000 - 15,000) |
| Projected income tax expense | (1,000 - 3,000) |
| Projected mark-to-market impact on hedge transactions and other items | (1,000 - 2,000) |
| Projected DCF from continuing operations | <u>88,000 - 96,000</u> |
| Less projected DCF from continuing operations available to general partner | 13,000 |
| Projected DCF from continuing operations available to limited partners | <u>\$ 75,000 - 83,000</u> |
| Projected DCF from continuing operations per limited partner unit | \$ 0.95 - 1.05 |