Marathon Petroleum in West Virginia
West Virginia 2013 Energy Summit

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Marathon Petroleum Statistics at a Glance

- Fortune 50 company
- Established in 1887
- 4th largest U.S. refiner
  - Largest in Midwest
- 2012 Revenues and other income: $82.5 billion
- 2012 Net income attributable to MPC: $3.39 billion
- Employees: approximately 28,000
- Headquartered in Findlay, Ohio
- Approximately 1,470 Speedway convenience stores
- Approximately 5,100 Marathon Brand retail outlets
- Extensive terminal and pipeline network
Keys to Success

- Safety and environmental excellence
- Record safety performance across our operations in 2012
- World-class safety performance for the Detroit Heavy Oil Upgrade Project
- Continue industry leadership on preventive maintenance
- Low manufacturing costs
- High reliability
- Crude and product flexibility
- Dedicated and focused employees
Responsible Care®
Foundation for ALL that we do

- Health and Safety
- Environmental Stewardship
- Honesty and Integrity
- Diversity
- Stakeholder Engagement

MPC is the ONLY refiner to participate in Responsible Care
Crude Refining Capacity

*Estimated crude oil refinery capacity: 1,699,000 BPCD*

- Garyville (La.): 22,000 BPCD
- Galveston Bay (Texas): 451,000 BPCD
- Catlettsburg (Ky.): 240,000 BPCD
- Robinson (Ill.): 206,000 BPCD
- Detroit (Mich.): 120,000 BPCD
- Texas City (Texas): 80,000 BPCD
- Canton (Ohio): 80,000 BPCD
Refining and Marketing
- Seven-plant refining system with ~1.7 MMBPCD capacity
- One of the largest wholesale suppliers in our market area
- One of the largest producers of asphalt in the U.S.
- ~5,100 Marathon Brand retail outlets across 18 states
- ~1,200 retail outlet contract assignments through jobbers primarily in Fla, Tenn, Miss. and Ala.
- Owns/operates 65 light product terminals and 19 asphalt terminals, while utilizing third-party terminals at 61 light product and 10 asphalt locations
- 15 inland waterway towboats with 177 owned barges and 14 leased barges, ~1,970 owned/leased railcars, 146 owned transport trucks

Pipeline Transportation
- Owns, leases or has interest in ~8,300 miles of pipelines
- One of the largest petroleum pipeline companies in U.S.
- Part ownership in non-operated pipelines includes LOOP, Explorer, LOCAP, Maumee and Wolverine
C Well Positioned for Utica Shale Options

- Truck, Barge, Pipeline

- Local Demand for Utica Condensate
  - ~25 MBPCD between Canton & Catlettsburg presently

- Condensate Splitters at Canton & Catlettsburg
  - Increase local demand from 25 to 60 MBPCD
  - Canton start up end of 2014
  - Catlettsburg start up mid 2015

- Additional demand for Utica liquids at Robinson Refinery
  - Natural Gasoline Capacity: ~20 MBPCD
  - Condensate Capacity: ~20-25 MBPCD

Deliver Top Quartile Refining Performance
West Virginia Operations

- 16 Brand sites in WV
- 10 Speedway sites in WV
- Light products terminals
- MPC has ~75 employees who work in WV
  - ~250 MPC employees live in WV, but work elsewhere, primarily in KY
- Speedway has ~640 employees who work in WV
- Over 200 employees are graduates of West Virginia universities
  - Recruit annually at WVU and Marshall
  - Cooperative program with Mountwest Technical and Community College
Speedway

1,470 locations in nine Midwestern states

Fourth largest U.S. owned/operated store chain

2.4 million customer transactions in a daily basis

Average monthly merchandise sales per store in 2012: ~$174,000

Presence in West Virginia

- 60 locations
  - Speedway: 44 sites
  - Rich: 16 sites
- Total Employees: ~640
- Children’s Miracle Network: $152K
  - Average of $2.5K per store
  - 100% of the funds go to local hospitals
and Presence in West Virginia

Anchor Jobbers:
- Mountain State Motor Fuels (One Stop)
- Tri-State Petroleum
- Woodford Oil Company

Advertising in West Virginia:
- Marathon Brand commercial on National Cable
- Charleston, WV – part of MPC’s Media Plan
  - Will see commercial on local channels (NBC, ABC, etc.)
- West Virginia University sponsor
  - LED in-game signage (Football & Basketball)
  - Milan Puskar Stadium: largest city in WV on game day
West Virginia Volume Breakdown by Organization

Gasoline Volume Percentage

- Brand: 23%
- Wholesale: 57%
- Speedway: 20%

Distillate Volume Percentage

- Wholesale: 92%
- Speedway: 6%
- Other: 2%
Wholesale Presence in West Virginia

Gas and Diesel Volume Percentage

Diesel Volume by Class of Trade

Specialties Volume

Major Customers

Light Products:
- Go Mart
- Maxum Petroleum
- Norfolk Southern
- Rogers Petroleum
- American Electric Power (AEP)

Special Products:
- Alliance Energy Services, LLC
- Ferrell Gas, LP
- Rich Energy, Inc.
- Braskem PP America
- American Electric Power (AEP)
Thank You