

Marathon Petroleum in West Virginia

West Virginia 2013 Energy Summit

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Marathon Petroleum Company LP



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

afety and environmental
excellence

- Record safety performance across our operations in 2012
- World-class safety performance for the Detroit Heavy Oil Upgrade Project

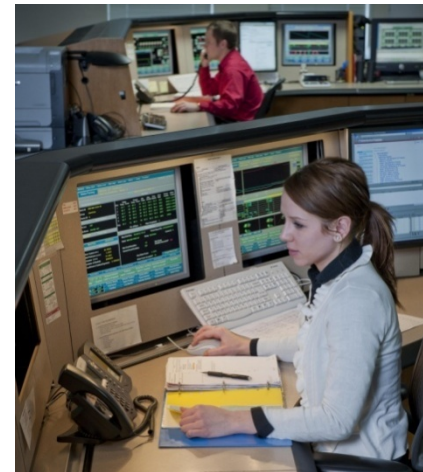
- Continue industry leadership on preventive maintenance

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**

ed Crude Refining Capacity

em 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

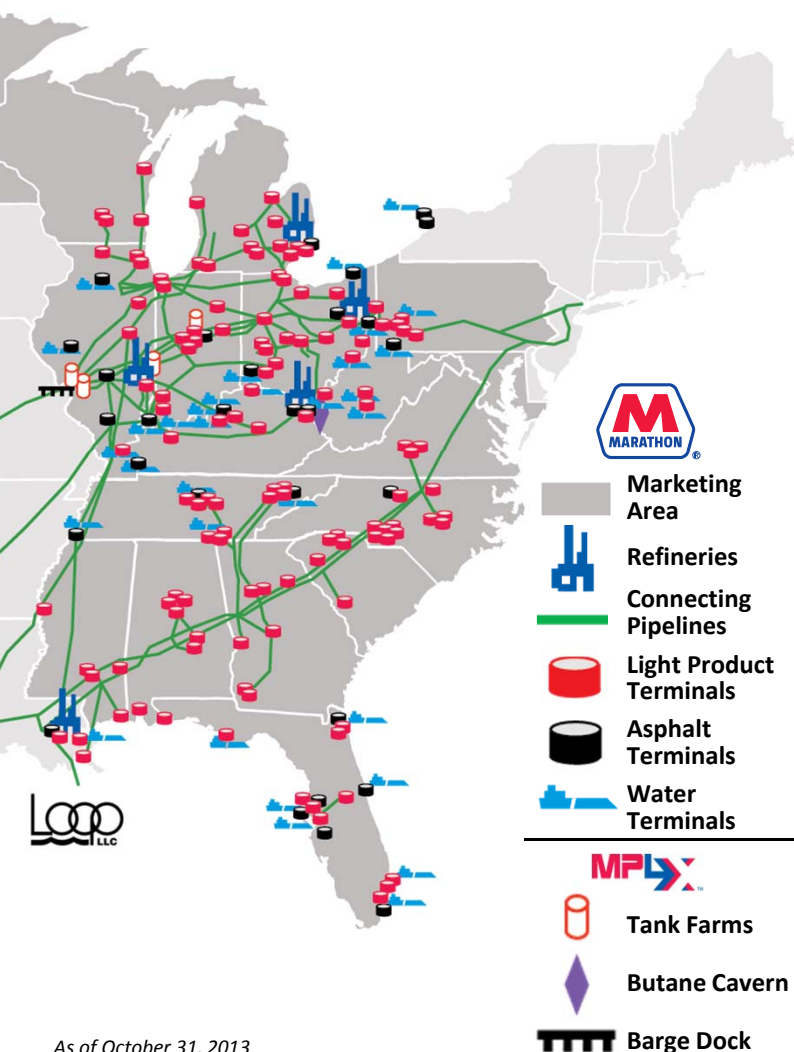


Texas City (Texas)
80,000 BPCD



Canton (Ohio)
80,000 BPCD

ly Integrated Downstream System



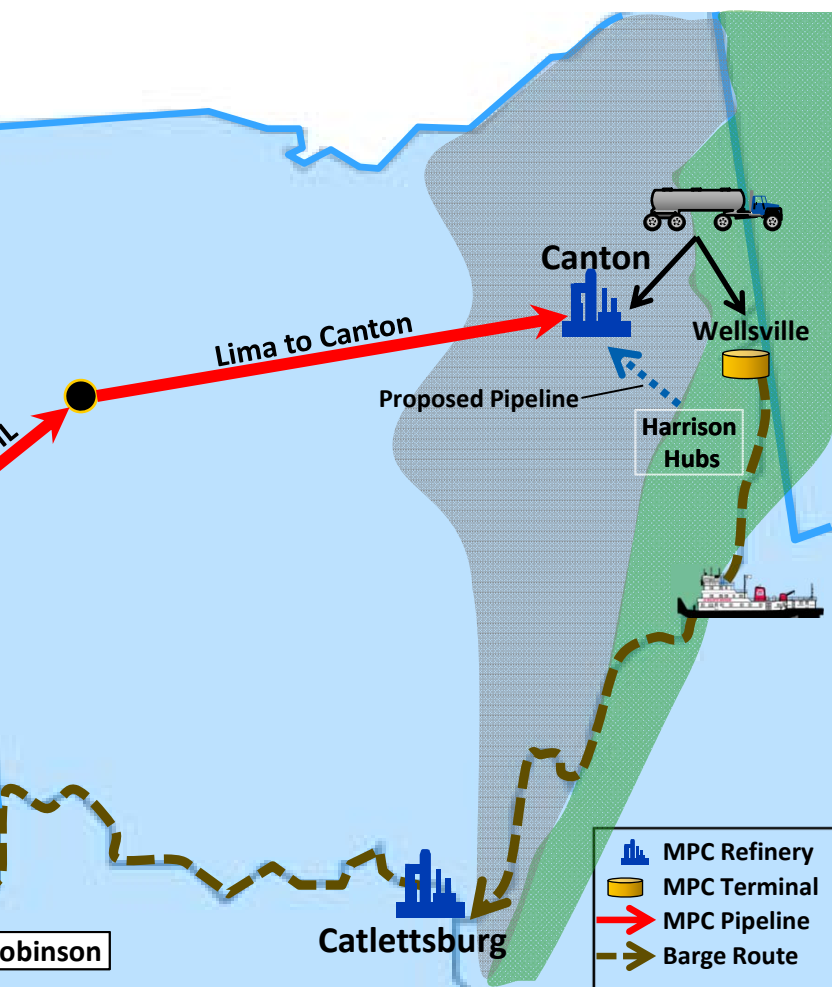
Refining and Marketing

- 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

0 Speedway sites in WV

light products terminals

MPC has ~75 employees who work in WV

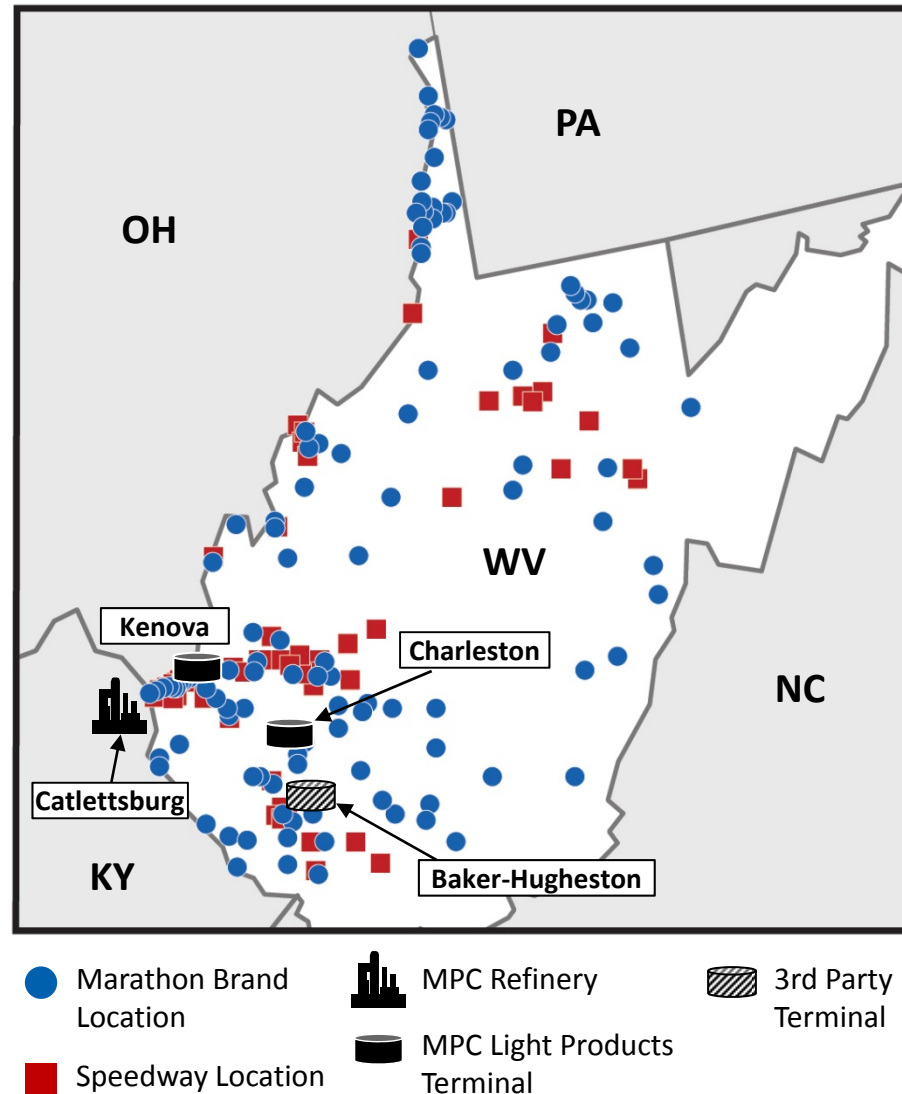
~250 MPC employees live in WV, but work elsewhere, primarily in KY

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 on 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



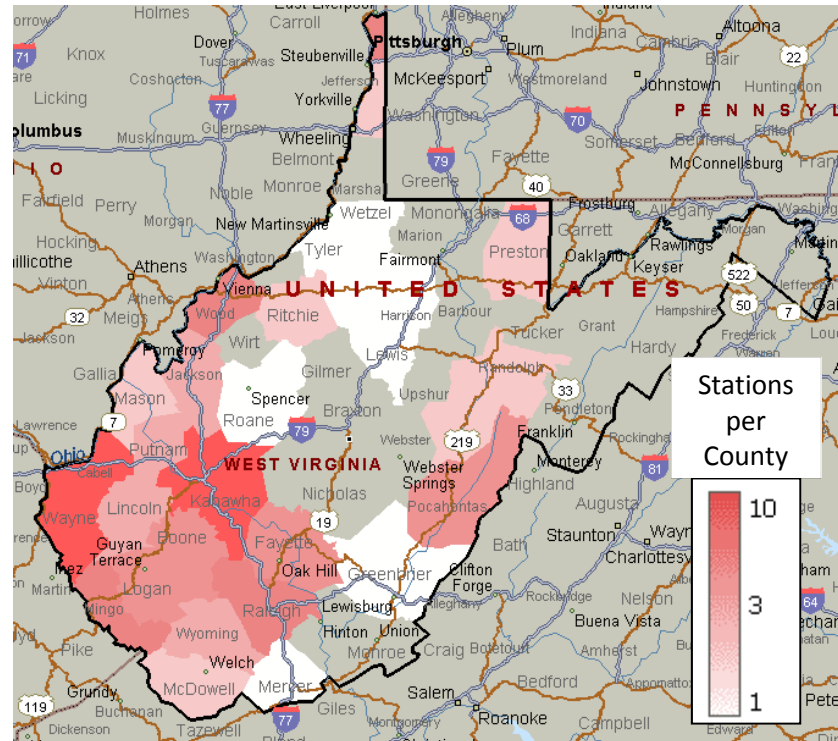
and Presence in West Virginia

Anchor Jobbers:

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

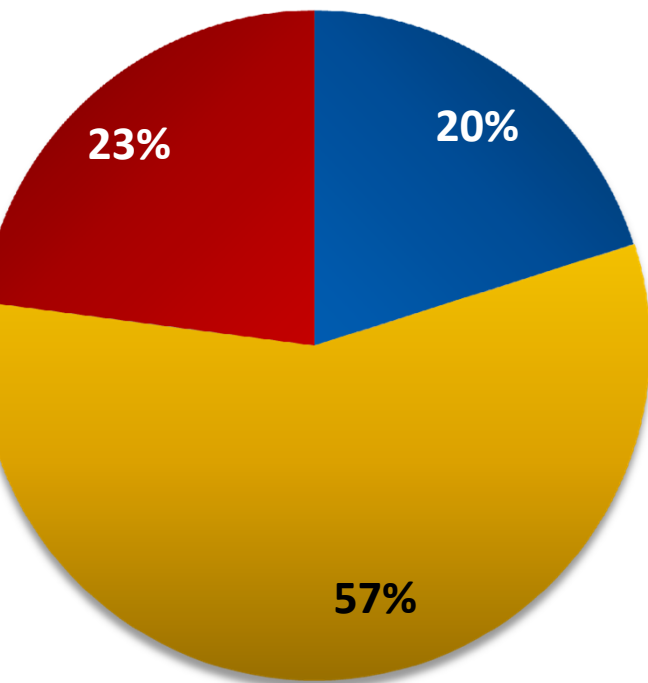
Advertising in West Virginia:

- 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

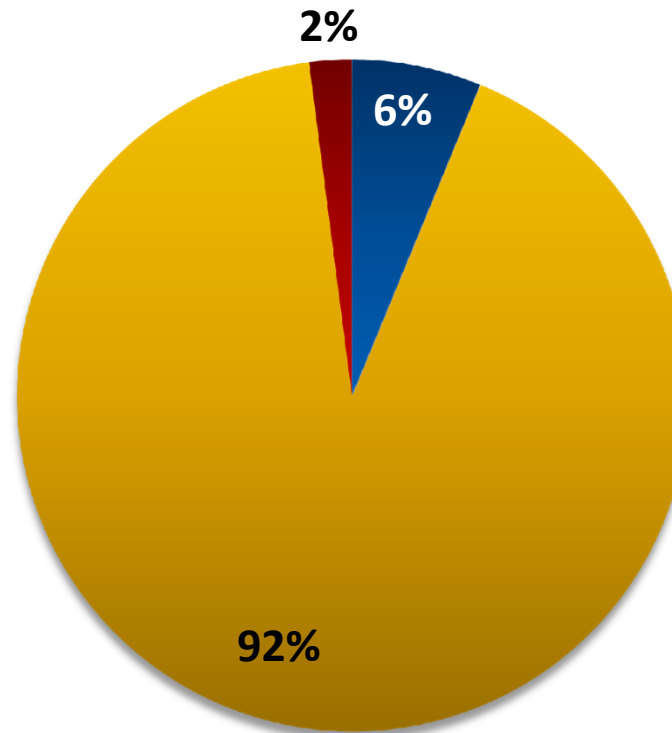


West Virginia Volume Breakdown by Organization

Gasoline Volume Percentage



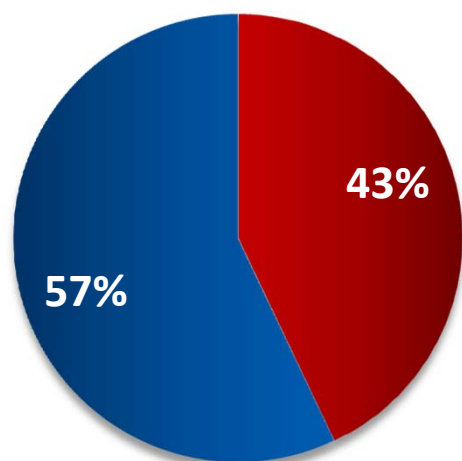
Distillate Volume Percentage



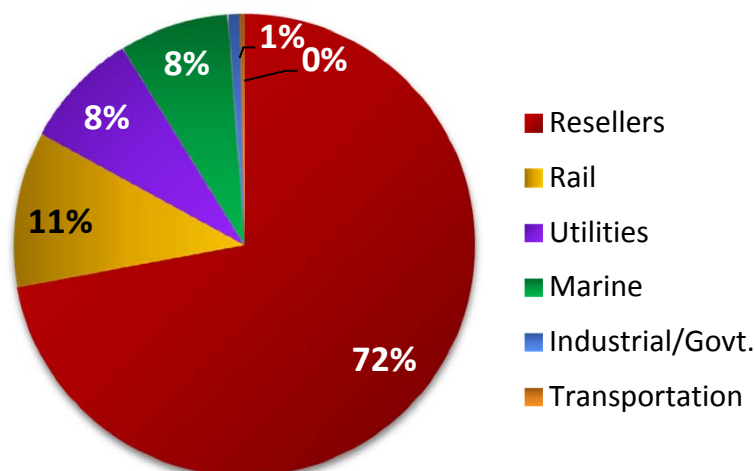
■ Brand ■ Wholesale ■ Speedway

Wholesale Presence in West Virginia

Gas and Diesel Volume Percentage



Diesel Volume by Class of Trade



Major Customers

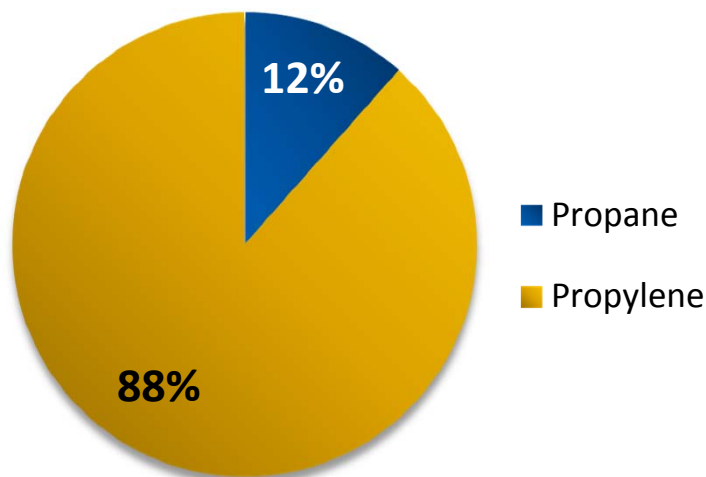
Light Products:

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

Specialties Volume



Thank You
