

REGIONAL
FORUMS for
**SENIOR IT
LEADERS**



CIO
PERSPECTIVES

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In partnership with





Sounding Board

Managing Central Operations for Greater Value

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Chief Information Officer
Global Partners LP

Global Partners at a Glance

One of the largest wholesalers of refined petroleum products in the Northeast

- Core markets are the New England states and New York
- Storage capacity of 10.2 million barrels
- 24 refined petroleum product bulk terminals
- Supply agreements at more than 50 bulk terminals and inland storage facilities
- Owns and supplies 190 Mobil branded retail gas stations
- Supplies Mobil-branded fuel to an approximately 30 independently owned stations as well as to other Mobil distributors in the New England states

Publicly traded on the NYSE – “GLP”

- IPO in 2005
- Long and successful history in the refined petroleum products business



What is Global's DNA?



Worldwide Sourcing



Marketing



Transactions



Balancing Risk and Reward



Growth: Acquisitions and Organic Projects



Acquisition of Albany, NY
Newburgh, NY and
Burlington, VT terminals
from ExxonMobil

Completion of Port of
Providence terminal
project

Launch of offshore
bunkering service

Ethanol expansion
project w/Canadian
Pacific Railway

Acquisition of
Warex
terminals in
Newburgh, NY

2007

2008

2009

2010

2011

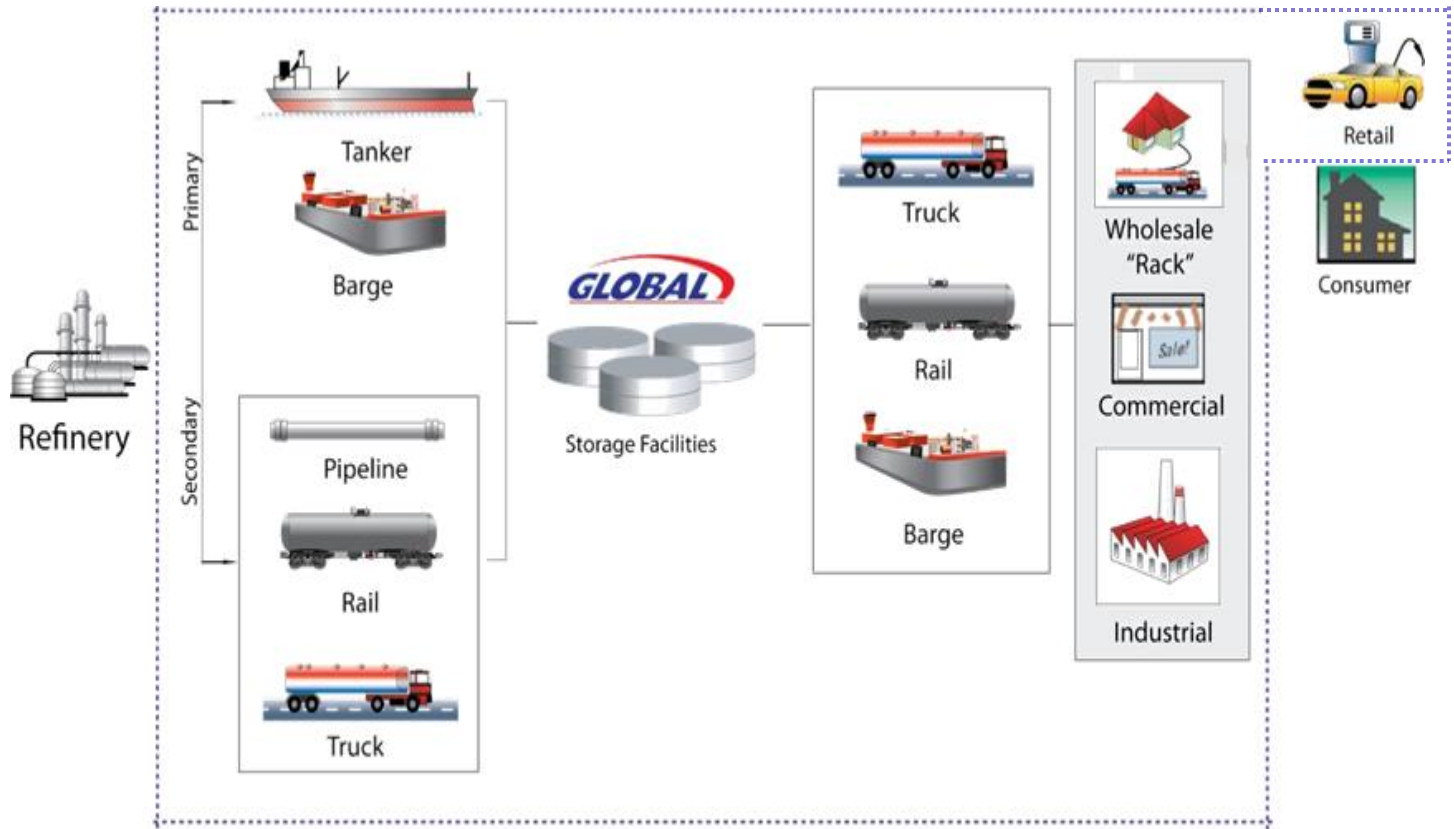
Acquisition of Inwood and
Glenwood Landing, NY
terminals from ExxonMobil

Organic terminal
projects in
Albany, NY
Linden, NJ
Oyster Bay, NY
Philadelphia, PA

Acquisition of Mobil
stations and supply
rights

Contracted to supply
150MM gallons to other
Mobil distributors

Refined Products Wholesale Distribution



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