

OUR STORY





Sprague is one of the largest independent suppliers of energy and materials handling services in the Northeast with products including home heating oil, diesel fuels, residual fuels, gasoline and natural gas. Over the years, Sprague has aggressively expanded its offerings to meet the ever-changing energy and logistics markets. Coupled with its strong physical assets, Sprague provides differentiated products and services including value-added customer support and online tools that are unmatched.



Through turbulent markets and challenging supply conditions, including World Wars and natural disasters, Sprague has placed customer relationships at the forefront of our mission and stood steady to ensure their energy needs were met."





WELCOME

Thank you for your interest in Sprague. It is my privilege to share our rich history of serving customers. In the stories that follow, we offer a glimpse of what sets Sprague apart from competitors, and why our business relationships are built to last.

For more than 140 years, Sprague has assisted customers in managing the complexities of the global energy and materials markets. Through turbulent markets and challenging supply conditions, including World Wars and natural disasters, Sprague has placed customer relationships at the forefront of our mission and stood steady to ensure their energy needs were met.

We believe that challenges bring about opportunities for those willing to embrace change. Our evolution in responding to and driving adoption of new energy products and services to our loyal customer base is unmatched by competing suppliers. Sprague's focus on building enduring relationships as an energy

solutions provider, coupled with its dedication to meeting customer needs through innovative service offerings, has enabled the company to become one of the largest independent energy and materials handling services suppliers in the Northeast.

Every day since 1870, our experienced and committed employees have strived to earn a position as a dedicated business partner. While other companies may have greater resources, we believe that our passion for helping you succeed distinguishes Sprague in the marketplace.

I look forward to establishing and continuing our partnership with you, our customer, and meeting whatever challenges tomorrow may bring.

Warmest Regards,

David Glendon

David Glendon CEO and President



OUR BUSINESS

Sprague provides a diversity of offerings that is unmatched in its service territories and is constantly searching for ways to expand its capabilities. Sprague's core business diversity, combined with its dedication to meeting customer needs through innovative service offerings, has allowed the company to weather every major energy cycle since its founding.



REFINED PRODUCTS

Sprague offers an extensive range of distillates (e.g., heating oil and diesel), gasoline and residual fuel products and services. Sprague owns a network of 15 refined products terminals with a combined storage capacity of 9.1 million barrels and markets product through an additional 60 locations throughout the Northeast.

THE SPRAGUE STORY

Charles Hill Sprague graduated from Harvard University Scientific School in 1846 at the age of 19. Following service in the Navy, he accepted a position with a coal mining company where he learned enough about the technology of mining to gain a position as an agent for the Chesapeake & Ohio Railroad. The experience earned transporting thousands of tons of goods, accompanied by an office location in Boston, helped lay the foundation for what would eventually become the company known as Sprague.

Charles Sprague began shipping coal from West Virginia to Boston via the C&O Railroad, meeting the demands of the explosive need, driven by industrial and transportation pressures of the civil war. The Charles H. Sprague Company thrived as New England's coal requirements grew. The company exported coal to as far away as Argentina, Germany and Japan.

In 1882, the company name was changed to C.H. Sprague & Son, reflecting a partnership with Charles' son Phineas Sprague. The company seized an opportunity to purchase and develop its own coal mines in the New River District of West Virginia. The sites were developed over the next three decades, giving Sprague a steady supply of coal. The need for efficient transshipment of coal by water to New England made it cost effective for the company to own its own fleet of coal carrying ships. This capability allowed C.H. Sprague & Son to expand its geographic area of delivery. In 1905, one year after Charles Hill Sprague's passing, the company opened the Penobscot Coal and Wharf Company, a tidewater terminal located in Searsport, Maine.

A major boost to the company came with World War I, as C.H. Sprague & Son became the major supplier of coal to America's European allies. To facilitate the transportation of millions of tons of coal across the Atlantic, the Sprague Steamship Company was founded in 1918. At the time of Pearl Harbor,



NATURAL GAS

Sprague has been providing its retail, commercial, industrial, utility and wholesale customers with natural gas since 1994. It provides customized products and services to over 5,000 accounts located behind 40 utilities in 10 states.



MATERIALS HANDLING

Sprague offers unparalleled import and export access coupled with highly-customized shipping and handling services and multimodal capabilities. Our flexible network includes covered and pad storage, specialty processing and transloading.

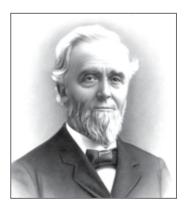
some two decades later, the company was operating 11 terminals and a fleet of 27 vessels transporting coal and other products throughout the world. Its role as a worldwide coal supplier was solidified in 1942, when the U.S. Government named Sprague to manage the wartime coal shipment program.

Following the war, in 1948, C.H. Sprague & Son built a coal terminal in Portsmouth, New Hampshire, not far from the company's present corporate office. It was during the era of prosperity that oil became a major fuel source. Sprague seized this growth opportunity by entering the oil business and building its first industrial oil terminal adjacent to the Portsmouth coal facility.

The Sprague family entered the industrial oil business with major commitment, building terminals, acquiring tankers, contracting with suppliers, handling the product, and attacking the markets. By the late 1950s, C.H. Sprague & Son had become a major distributor of industrial coal and oil in New England. In 1959, the company expanded its oil marketing activities by acquiring the Atlantic Terminal Sales Corporation

in neighboring Newington, New Hampshire, launching Sprague into the distillate oil market.

In 1968, the company separated its two operations of coal and oil, quickly followed by the sale of its entire coal operation to Westmoreland Coal Company. Market forces continued to shift from coal to oil as the dominant industrial fuel of choice and the last waterborne shipment of coal arrived at the Searsport terminal in 1970.



CHARLES HILL SPRAGUE

Having consolidated its focus on the oil business, the Sprague family sold its interest in the company to Royal Dutch Shell's Asiatic Petroleum subsidiary in 1970. In 1972, Shell sold Sprague in a move that would be one of the most dramatic in the company's history. Sprague became a

SPRAGUE HISTORY

wholly owned subsidiary of Axel Johnson, Inc., a member of the Axel Johnson Group of Stockholm, Sweden. This international trading company's strengths in energy provided the resources for Sprague to prosper during the energy crisis in the 1970s.

In 1973, Sprague proceeded to build New England's only oil refinery, with a peak capacity of 13,000 barrels of crude oil per day. The Newington, New Hampshire refinery remained in operation until 1981 when it was shut down due to a change in the federal oil refining rules. By this time, the company had moved its headquarters from Boston, where it had been more than one hundred years, to Portsmouth, New Hampshire.

Spurred by an oil supply crises, the company came full circle in 1982. Sprague joined forces once more with Westmoreland Coal Company with an exclusive marketing arrangement to meet the rapidly growing demand for industrial coal in New England. Once again, coal became a major component of Sprague's total energy mix, and reinforced its position as a major industrial fuel supplier.

By 1986, Sprague had gained considerable experience in handling and storing both liquid and dry bulk energy products. Supported by a growing network of terminals, Sprague launched a full-time materials handling marketing effort. This focus proved profitable as the company acquired more terminals along the Eastern seaboard, ultimately growing the materials handling business into a major component of Sprague's success.

The year 1987 marked a shift in the company's business from being primarily an industrial fuel distributor to including a broader focus on commercial and wholesale fuels. To aggressively support this new direction, the company acquired S&S Hartwell, a Northeast regional distributor of gasoline and distillate fuels. A number of significant terminal acquisitions followed, including Bucksport, Maine, and Albany and Oswego, New York, as well as the conversion of the Weymouth, Massachusetts terminal from residual to distillate fuel. These events more than tripled Sprague's distillate fuel handling capabilities and expanded Sprague's industrial fuel capacity as well.

The 1990s saw major expansion with terminal purchases and natural gas acquisitions. Terminals were purchased in Connecticut (Stamford and East Hartford). Massachusetts (Quincy), Maine (South Portland) and in New Hampshire (Newington). Natural gas marketing experienced a major expansion through the purchases of KCS in New Jersey and GGR in Houston. Sprague also entered the gasoline wholesaling and terminaling business, as well as the aviation fuel market.

In 2000, Sprague began marketing Ultra Low Sulfur Diesel to fleet vehicles, including school buses and long haul trucks. Sprague began marketing this cleaner diesel fuel six years ahead of the mandatory date set by the EPA.

PORTSMOUTH DOCK



1948

EXPANDED OIL

Sprague enters distillate oil market with acquisition.

1959

INDUSTRIAL COAL DEMAND GROWTH



1982 •

MATERIALS HANDLING SERVICES



1986

EXPANSION

Sprague experiences significant growth through acquisitions and new business lines.

1990s

REDUCING EMISSIONS

Sprague begins marketing Ultra Low Sulfur Diesel years before mandated by EPA.

2000

2003

2006

2012

BREAK BULK & WAREHOUSING

Sprague expands to include break-bulk handling and food-grade warehousing space.

general cargo pier and adjacent 90,000 square feet of foodgrade warehouse space in Searsport, Maine. Building further upon this offering, Sprague also acquired the Merrill Marine Terminal Services company in Portland, Maine, expanding its forest products handling capabilities.

break bulk handling in 2003 with the opening of the Mack Point

The Materials Handling business was expanded to include

NATURAL GAS GROWTH

Sprague's natural gas business expands geographically and grows market segments.

Sprague transformed the Northeast wholesale market in 2003 by introducing Sprague Real-Time®, the industry's first online transaction platform that allows customers to profit from market volatility.



Sprague expanded its natural gas capabilities in 2006 with the acquisition of the northeast natural gas market operations of Houston Energy Services Company L.L.C. (HESCO).

Fortifying the company's position as a clean fuels leader, Sprague began marketing Biofuels. Sprague was awarded BQ-9000 Marketer status by the National Biodiesel Board: the first oil marketer in the United States to achieve this certification.

In 2007, Sprague acquired 50% of Kildair Service Ltd, a Canadian-based refined products and asphalt distributor and commercial trucking operator. In 2012, Sprague successfully completed the acquisition of the remaining 50% and began actively expanding the Materials Handling aspects of the Montreal area facility.

Sprague expanded its presence in the Albany market in 2011 with the purchase of Transmontaigne Product Services facility, located across the street from the company's existing Rensselaer, New York, terminal. The acquisition expanded its product mix and increased its total storage capacity in the market by approximately 40 percent.

Sprague acquired Motiva's Bridgeport, Connecticut, refined products terminal in 2013. With 1.3 million barrels of total storage, Bridgeport is a major source of gasoline supply for the region.

On October 30, 2013, Sprague completed its initial public offering as a master limited partnership, culminating in shares trading on the NYSE under the ticker symbol "SRLP."

In late 2013, Sprague assumed Hess Corporation's commercial fuel contracts outside of the New York City service area. The contract assumption increased Sprague's ratable transportation fuel volumes, and expanded its geographic service area.

Sprague relocated its corporate office in 2014 to 185 International Drive, Portsmouth, N.H.

TERMINAL AND EXPORT CARGO BUSINESS

Sprague fully acquires Kildair Services Ltd, a Canadian-based terminal and export cargo business.

RELOCATION

Sprague moves its corporate offices to a state-of-the-art facility at Pease International Tradeport in Portsmouth, NH.



2013

