

GENESIS ENERGY LP
Form 10-Q
November 01, 2018
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UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

Form 10-Q

✓ QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2018

OR

☐ TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934

Commission file number 1-12295

GENESIS ENERGY, L.P.
(Exact name of registrant as specified in its charter)

Delaware 76-0513049
(State or other jurisdiction of (I.R.S. Employer
incorporation or organization) Identification No.)

919 Milam, Suite 2100, 77002
Houston, TX
(Address of principal executive offices) (Zip code)
Registrant's telephone number, including area code: (713)
860-2500

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ✓ No ☐

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes ✓ No ☐

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer ☐ Accelerated filer ☐
Non-accelerated filer ☐ Smaller reporting company ☐
Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2) of the Exchange Act). Yes No

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Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date. There were 122,539,221 Class A Common Units and 39,997 Class B Common Units outstanding as of November 1, 2018.

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PART I. FINANCIAL INFORMATION

Item 1. Financial Statements

GENESIS ENERGY, L.P.

UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEETS

(In thousands, except units)

| | September 30, 2018 | December 31, 2017 |
|---|-----------------------|----------------------|
| ASSETS | | |
| CURRENT ASSETS: | | |
| Cash and cash equivalents | \$ 11,878 | \$ 9,041 |
| Accounts receivable - trade, net | 365,646 | 495,449 |
| Inventories | 85,722 | 88,653 |
| Assets held for sale | 255,519 | — |
| Other | 42,659 | 42,890 |
| Total current assets | 761,424 | 636,033 |
| FIXED ASSETS, at cost | 5,405,984 | 5,601,015 |
| Less: Accumulated depreciation | (882,833) | (734,986) |
| Net fixed assets | 4,523,151 | 4,866,029 |
| MINERAL LEASEHOLDS, net of accumulated depletion | 561,593 | 564,506 |
| NET INVESTMENT IN DIRECT FINANCING LEASES, net of unearned income | 119,093 | 125,283 |
| EQUITY INVESTEEES | 356,468 | 381,550 |
| INTANGIBLE ASSETS, net of amortization | 168,291 | 182,406 |
| GOODWILL | 325,046 | 325,046 |
| OTHER ASSETS, net of amortization | 120,102 | 56,628 |
| TOTAL ASSETS | \$ 6,935,168 | \$ 7,137,481 |
| LIABILITIES AND CAPITAL | | |
| CURRENT LIABILITIES: | | |
| Accounts payable - trade | \$ 194,489 | \$ 270,855 |
| Accrued liabilities | 235,517 | 185,409 |
| Total current liabilities | 430,006 | 456,264 |
| SENIOR SECURED CREDIT FACILITY | 1,220,700 | 1,099,200 |
| SENIOR UNSECURED NOTES, net of debt issuance costs | 2,460,486 | 2,598,918 |
| DEFERRED TAX LIABILITIES | 12,293 | 11,913 |
| OTHER LONG-TERM LIABILITIES | 275,823 | 256,571 |
| Total liabilities | 4,399,308 | 4,422,866 |
| MEZZANINE CAPITAL: | | |
| Class A Convertible Preferred Units, 23,914,890 and 22,411,728 issued and outstanding at September 30, 2018 and December 31, 2017, respectively | 744,727 | 697,151 |
| PARTNERS' CAPITAL: | | |
| Common unitholders, 122,579,218 units issued and outstanding at September 30, 2018 and December 31, 2017 | 1,799,409 | 2,026,147 |
| Accumulated other comprehensive loss | (604) | (604) |
| Noncontrolling interests | (7,672) | (8,079) |
| Total partners' capital | 1,791,133 | 2,017,464 |
| TOTAL LIABILITIES, MEZZANINE CAPITAL AND PARTNERS' CAPITAL | \$ 6,935,168 | \$ 7,137,481 |
| The accompanying notes are an integral part of these Unaudited Condensed Consolidated Financial Statements. | | |

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GENESIS ENERGY, L.P.

UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(In thousands, except per unit amounts)

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|--|----------------|------------------------------------|-----------------|
| | 2018 | 2017 | 2018 | 2017 |
| REVENUES: | | | | |
| Offshore pipeline transportation services | 70,115 | 80,671 | 213,344 | 243,437 |
| Sodium minerals and sulfur services | 291,722 | 109,765 | 876,513 | 197,879 |
| Marine transportation | 56,296 | 48,534 | 161,410 | 152,038 |
| Onshore facilities and transportation | 327,145 | 247,144 | 972,207 | 714,974 |
| Total revenues | 745,278 | 486,114 | 2,223,474 | 1,308,328 |
| COSTS AND EXPENSES: | | | | |
| Onshore facilities and transportation product costs | 273,251 | 202,047 | 834,128 | 582,535 |
| Onshore facilities and transportation operating costs | 22,005 | 23,982 | 67,346 | 80,160 |
| Marine transportation operating costs | 44,195 | 35,789 | 126,259 | 111,980 |
| Sodium minerals and sulfur services operating costs | 229,204 | 79,365 | 685,219 | 133,335 |
| Offshore pipeline transportation operating costs | 17,753 | 18,690 | 53,533 | 54,682 |
| General and administrative | 24,209 | 19,409 | 49,412 | 38,723 |
| Depreciation, depletion and amortization | 91,876 | 63,732 | 244,811 | 176,453 |
| Gain on sale of assets | (3,363) | — | (3,363) | (26,684) |
| Total costs and expenses | 699,130 | 443,014 | 2,057,345 | 1,151,184 |
| OPERATING INCOME | 46,148 | 43,100 | 166,129 | 157,144 |
| Equity in earnings of equity investees | 9,492 | 13,044 | 28,388 | 34,805 |
| Interest expense | (58,819) | (47,388) | (172,864) | (122,117) |
| Other income (expense) | 1,828 | (2,276) | (3,604) | (2,276) |
| Income (loss) before income taxes | (1,351) | 6,480 | 18,049 | 67,556 |
| Income tax expense | (283) | (320) | (914) | (878) |
| NET INCOME (LOSS) | (1,634) | 6,160 | 17,135 | 66,678 |
| Net loss attributable to noncontrolling interests | 1,311 | 152 | 1,573 | 457 |
| NET INCOME (LOSS) ATTRIBUTABLE TO GENESIS ENERGY, L.P. | \$(323) | \$6,312 | \$18,708 | \$67,135 |
| Less: Accumulated distributions attributable to Class A Convertible Preferred Units | (17,635) | (5,469) | (51,780) | (5,469) |
| NET INCOME (LOSS) AVAILABLE TO COMMON UNITHOLDERS | \$(17,958) | \$843 | \$(33,072) | \$61,666 |
| NET INCOME (LOSS) PER COMMON UNIT (Note 11): | | | | |
| Basic and Diluted | \$(0.15) | \$0.01 | \$(0.27) | \$0.51 |
| WEIGHTED AVERAGE OUTSTANDING COMMON UNITS: | | | | |
| Basic and Diluted | 122,579 | 122,579 | 122,579 | 121,198 |

The accompanying notes are an integral part of these Unaudited Condensed Consolidated Financial Statements.

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GENESIS ENERGY, L.P.

UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(In thousands)

| | Three Months Ended September 30, 2018 | | Nine Months Ended September 30, 2017 | |
|--|--|---------|---|----------|
| Net income (loss) | \$(1,634) | \$6,160 | \$17,135 | \$66,678 |
| Other comprehensive loss: | | | | |
| Change in benefit plan liability | — | — | — | — |
| Total Comprehensive income (loss) | (1,634) | 6,160 | 17,135 | 66,678 |
| Comprehensive loss attributable to non-controlling interests | 1,311 | 152 | 1,573 | 457 |
| Comprehensive income (loss) attributable to Genesis Energy, L.P. | \$(323) | \$6,312 | \$18,708 | \$67,135 |

The accompanying notes are an integral part of these Unaudited Condensed Consolidated Financial Statements.

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GENESIS ENERGY, L.P.

UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF PARTNERS' CAPITAL

(In thousands)

| | Number of Common Units | Partners' Capital | Noncontrolling Interest | Accumulated Other Comprehensive Loss | Total |
|--|---------------------------------|----------------------|----------------------------|---|-------------|
| Partners' capital, December 31, 2017 | 122,579 | \$2,026,147 | \$ (8,079) | \$ (604) | \$2,017,464 |
| Impact of adoption of ASC 606 | — | (3,550) | — | — | (3,550) |
| Partners' capital, January 1, 2018 | 122,579 | 2,022,597 | (8,079) | (604) | 2,013,914 |
| Net income (loss) | — | 18,708 | (1,573) | — | 17,135 |
| Cash distributions to partners | — | (191,224) | — | — | (191,224) |
| Cash contributions from noncontrolling interests | — | — | 1,980 | — | 1,980 |
| Distributions to Class A Convertible Preferred unitholders | — | (50,672) | — | — | (50,672) |
| Partners' capital, September 30, 2018 | 122,579 | \$1,799,409 | \$ (7,672) | \$ (604) | \$1,791,133 |
| | Number of Common Units | Partners' Capital | Noncontrolling Interest | Accumulated Other Comprehensive Loss | Total |
| Partners' capital, January 1, 2017 | 117,979 | \$2,130,331 | \$ (10,281) | \$ — | \$2,120,050 |
| Net income (loss) | — | 67,135 | (457) | — | 66,678 |
| Cash distributions to partners | — | (260,586) | — | — | (260,586) |
| Cash contributions from noncontrolling interests | — | — | 1,850 | — | 1,850 |
| Issuance of common units for cash, net | 4,600 | 140,513 | — | — | 140,513 |
| Partners' capital, September 30, 2017 | 122,579 | \$2,077,393 | \$ (8,888) | \$ — | \$2,068,505 |

The accompanying notes are an integral part of these Unaudited Condensed Consolidated Financial Statements.

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GENESIS ENERGY, L.P.

UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

(In thousands)

| | Nine Months Ended September 30, | |
|---|------------------------------------|-------------|
| | 2018 | 2017 |
| CASH FLOWS FROM OPERATING ACTIVITIES: | | |
| Net income | \$17,135 | \$66,678 |
| Adjustments to reconcile net income to net cash provided by operating activities - | | |
| Depreciation, depletion and amortization | 244,811 | 176,453 |
| Provision for leased items no longer in use | — | 12,589 |
| Gain on sale of assets | (3,363) | (26,684) |
| Amortization and write-off of debt issuance costs and discount | 9,489 | 8,154 |
| Amortization of unearned income and initial direct costs on direct financing leases | (9,847) | (10,374) |
| Payments received under direct financing leases | 15,501 | 15,501 |
| Equity in earnings of investments in equity investees | (28,388) | (34,805) |
| Cash distributions of earnings of equity investees | 28,992 | 34,454 |
| Non-cash effect of long-term incentive compensation plans | 3,240 | (5,524) |
| Deferred and other tax liabilities | 380 | 508 |
| Unrealized loss on derivative transactions | 1,285 | 3,040 |
| Other, net | 999 | (7,338) |
| Net changes in components of operating assets and liabilities (<u>Note 14</u>) | 27,330 | (26,262) |
| Net cash provided by operating activities | 307,564 | 206,390 |
| CASH FLOWS FROM INVESTING ACTIVITIES: | | |
| Payments to acquire fixed and intangible assets | (152,868) | (182,653) |
| Cash distributions received from equity investees - return of investment | 26,042 | 25,917 |
| Investments in equity investees | (2,960) | — |
| Acquisitions | — | (1,325,759) |
| Contributions in aid of construction costs | — | 124 |
| Proceeds from asset sales | 36,859 | 39,204 |
| Net cash used in investing activities | (92,927) | (1,443,167) |
| CASH FLOWS FROM FINANCING ACTIVITIES: | | |
| Borrowings on senior secured credit facility | 759,800 | 1,247,700 |
| Repayments on senior secured credit facility | (638,300) | (1,153,400) |
| Proceeds from issuance of senior unsecured notes | — | 550,000 |
| Proceeds from issuance of Class A convertible preferred units, net | — | 729,958 |
| Repayment of senior unsecured notes | (145,170) | — |
| Debt issuance costs | (242) | (17,808) |
| Issuance of common units for cash, net | — | 140,513 |
| Contributions from noncontrolling interests | 1,980 | 1,850 |
| Distributions to common unitholders | (191,224) | (260,586) |
| Other, net | 1,356 | 1,215 |
| Net cash provided by (used in) financing activities | (211,800) | 1,239,442 |
| Net increase in cash and cash equivalents | 2,837 | 2,665 |
| Cash and cash equivalents at beginning of period | 9,041 | 7,029 |
| Cash and cash equivalents at end of period | \$11,878 | \$9,694 |

The accompanying notes are an integral part of these Unaudited Condensed Consolidated Financial Statements.

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GENESIS ENERGY, L.P.

NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

1. Organization and Basis of Presentation and Consolidation

Organization

We are a growth-oriented master limited partnership formed in Delaware in 1996 and focused on the midstream segment of the crude oil and natural gas industry in the Gulf Coast region of the United States and the Gulf of Mexico. We have a diverse portfolio of assets, including pipelines, offshore hub and junction platforms, soda ash businesses, refinery-related plants, storage tanks and terminals, railcars, rail loading and unloading facilities, barges and other vessels, and trucks. We are owned 100% by our limited partners. Genesis Energy, LLC, our general partner, is a wholly-owned subsidiary. Our general partner has sole responsibility for conducting our business and managing our operations. We conduct our operations and own our operating assets through our subsidiaries and joint ventures. On September 1, 2017, we acquired our trona and trona-based exploring, mining, processing, producing, marketing and selling business (our "Alkali Business") for approximately \$1.325 billion in cash. We funded that acquisition and the related transaction costs with proceeds from a \$750 million private placement of Class A Convertible Preferred units (our "preferred units"), a \$550 million public offering of notes, our revolving credit facility, and cash on hand. We report the results of our Alkali Business in our sodium minerals and sulfur services segment, which includes our Alkali Business as well as our legacy refinery services operations.

We currently manage our businesses through the following four divisions that constitute our reportable segments:

- Offshore pipeline transportation and processing of crude oil and natural gas in the Gulf of Mexico;
- Sodium minerals and sulfur services involving trona and trona-based exploring, mining, processing, producing, marketing and selling activities, as well as processing of high sulfur (or "sour") gas streams for refineries to remove the sulfur, and selling the related by-product, sodium hydrosulfide (or "NaHS", commonly pronounced "nash");
- Onshore facilities and transportation, which include terminalling, blending, storing, marketing, and transporting crude oil, petroleum products, and CO₂; and
- Marine transportation to provide waterborne transportation of petroleum products and crude oil throughout North America.

Basis of Presentation and Consolidation

The accompanying Unaudited Condensed Consolidated Financial Statements include Genesis Energy, L.P. and its subsidiaries, including our general partner, Genesis Energy, LLC.

Our results of operations for the interim periods shown in this report are not necessarily indicative of results to be expected for the fiscal year. The Condensed Consolidated Financial Statements included herein have been prepared by us without audit pursuant to the rules and regulations of the Securities and Exchange Commission ("SEC").

Accordingly, they reflect all adjustments (which consist solely of normal recurring adjustments) that are, in the opinion of management, necessary for a fair presentation of the financial results for interim periods. Certain information and notes normally included in annual financial statements prepared in accordance with U.S. generally accepted accounting principles ("GAAP") have been condensed or omitted pursuant to such rules and regulations. However, we believe that the disclosures are adequate to make the information presented not misleading when read in conjunction with the information contained in the periodic reports we file with the SEC pursuant to the Securities Exchange Act of 1934, including the Consolidated Financial Statements and notes thereto included in our Annual Report on Form 10-K for the year ended December 31, 2017.

Except per unit amounts, or as noted within the context of each footnote disclosure, the dollar amounts presented in the tabular data within these footnote disclosures are stated in thousands of dollars.

2. Recent Accounting Developments

Recently Issued

We have adopted guidance under ASC Topic 606, Revenue from Contracts with Customers, and all related ASUs (collectively "ASC 606") as of January 1, 2018 utilizing the modified retrospective method of adoption. The adoption date for our material equity method investment in the Poseidon Oil Pipeline Company, LLC will follow the non-public business entity adoption date of January 1, 2019 for its stand-alone financial statements. Refer to Note 3

for further details.

In February 2016, the FASB issued guidance to improve the transparency and comparability among companies by requiring lessees to recognize a lease liability and a corresponding lease asset for virtually all lease contracts. The guidance also

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requires additional disclosure about leasing arrangements. The guidance is effective for interim and annual periods beginning after December 15, 2018 and requires a modified retrospective approach to adoption.

Our team has reviewed the practical expedients we expect to apply as part of the implementation of the new standard. In July 2018, the FASB issued ASU 2018-11 as a targeted improvement on the new leasing standard, which provides an additional (and optional) method to adopt the new leasing standard. Under this new transition method, an entity will only apply the new lease standard at the date of adoption while comparative periods will be presented under the previous lease guidance (Topic 840). We plan to adopt this method for our transition.

Additionally, we currently plan to elect to take the "package" of practical expedients set out in the standard, which must be elected together. The items within the package stipulate that an entity need not reassess: (1) if expired or existing contracts contain leases, (2) lease classification for previously assessed leases under ASC 840, and (3) initial direct costs for existing leases. The standard allows for a practical expedient relating to the separation of lease and non-lease components when applying ASC 842. This expedient is made as a policy election based on asset class and is applied to all items within the class. We have elected to adopt this expedient as part of our transition and implementation. Our team is still evaluating which asset classes will have such a policy election. As it relates to easements and right of ways, a practical expedient is permitted where companies can elect to continue to apply its current accounting policy for all land easements that exist or expire prior to the adoption date. We plan to take this expedient and will continue to apply our current accounting treatment to existing easements. An additional expedient offered by the new standard is the hindsight expedient, which allows an entity to use hindsight when determining a lease term, including options to renew or terminate as well as impairment for right-of-use assets. We do not plan to utilize this practical expedient.

Lastly, our implementation team is in the process of identifying our complete lease population and evaluating the application of this guidance.

In August 2016, the FASB issued ASU 2016-15, Classification of Certain Cash Receipts and Cash Payments. ASU 2016-15 addresses how certain cash receipts and cash payments are presented and classified in the statement of cash flows under Topic 230, Statement of Cash flow, and other Topics. ASU 2016-15 is effective for annual reporting periods, and interim periods therein, beginning after December 15, 2017. We have adopted this guidance as of January 1, 2018 using the retrospective transition method to each period presented on the Consolidated Statements of Cash Flows. We reclassified \$11.4 million from operating cash flows to investing cash flows for the nine months ended September 30, 2017.

In March 2017, the FASB issued ASU 2017-07, Compensation-Retirement Benefits (Topic 715). ASU 2017-07 requires employers to separate the service cost component from the other components of net benefit cost in the period. The new standard requires the other components of net benefit costs (excluding service costs), be reclassified to "Other expense" from "General and administrative." We adopted this standard as of January 1, 2018. This standard is applied retrospectively. The effect was not material to our financial statements for the three and nine months ended September 30, 2018.

3. Revenue Recognition

Adoption of ASC 606 and its related Transition Effects

The modified retrospective method of adoption required us to apply ASC 606 to all new revenue contracts entered into after January 1, 2018 and revenue contracts that were not completed as of January 1, 2018. Our consolidated revenues for periods prior to January 1, 2018 were not revised and the cumulative effect of our adoption of ASC 606 was recorded as an adjustment to partners' capital at January 1, 2018. Based on this application, the following adjustments were made to our consolidated balance sheet as of January 1, 2018:

| | December 31, 2017 | Adjustments | January 1, 2018 |
|----------------------------------|----------------------|--------------|-----------------------|
| ASSETS | | | |
| Accounts receivable - trade, net | \$495,449 | \$ (48,028) | \$447,421 |

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| | | | |
|-----------------------------------|--------|--------|---------|
| Inventories | 88,653 | 5,138 | 93,791 |
| Other assets, net of amortization | 56,628 | 59,204 | 115,832 |

LIABILITIES AND CAPITAL

| | | | |
|-----------------------------|-----------|--------|-------------|
| Other long-term liabilities | 256,571 | 19,864 | 276,435 |
| Partners' capital | 2,026,147 | (3,550 |) 2,022,597 |

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Current Impact of New Revenue Recognition Guidance

The tables below summarize the impact of adoption on our unaudited condensed consolidated balance sheet and statement of operations as of and for the three and nine months ended September 30, 2018:

| Unaudited Condensed Consolidated Balance Sheet | As of September 30, 2018 | | | | | |
|--|---------------------------------------|-----------------------------|--------------------------------------|--------------------------------------|-----------------------------|--------------------------------------|
| | As Reported | Without adoption of ASC 606 | Effect of Change Increase/(Decrease) | | | |
| ASSETS | | | | | | |
| Accounts receivable-trade, net | \$365,646 | \$413,674 | \$ (48,028) | | | |
| Inventories | 85,722 | 83,329 | 2,393 | | | |
| Other Assets, net of amortization | 120,102 | 50,742 | 69,360 | | | |
| LIABILITIES AND CAPITAL | | | | | | |
| Other Long-Term Liabilities | 275,823 | 251,075 | 24,748 | | | |
| Partners' Capital | 1,799,409 | 1,800,432 | (1,023) | | | |
| Unaudited Condensed Consolidated Statement of Operations | Three months ended September 30, 2018 | | | Nine months ended September 30, 2018 | | |
| | As Reported | Without adoption of ASC 606 | Effect of Change Increase/(Decrease) | As Reported | Without adoption of ASC 606 | Effect of Change Increase/(Decrease) |
| Offshore pipeline transportation services | \$70,115 | \$69,323 | \$ 792 | \$213,344 | \$208,073 | \$ 5,271 |
| Sodium minerals and sulfur services | 291,722 | 268,207 | 23,515 | 876,513 | 801,323 | 75,190 |
| Marine transportation | 56,296 | 56,296 | — | 161,410 | 161,410 | — |
| Onshore facilities and transportation | 327,145 | 327,145 | — | 972,207 | 972,207 | — |
| Total revenues | 745,278 | 720,971 | 24,307 | 2,223,474 | 2,143,013 | 80,461 |
| Onshore facilities and transportation product costs | 273,251 | 273,251 | — | 834,128 | 834,128 | — |
| Onshore facilities and transportation operating costs | 22,005 | 22,005 | — | 67,346 | 67,346 | — |
| Marine transportation operating costs | 44,195 | 44,195 | — | 126,259 | 126,259 | — |
| Sodium minerals and sulfur services operating costs | 229,204 | 204,013 | 25,191 | 685,219 | 607,285 | 77,934 |
| Offshore pipeline transportation operating costs | 17,753 | 17,753 | — | 53,533 | 53,533 | — |
| OPERATING INCOME | 46,148 | 47,032 | (884) | 166,129 | 163,602 | 2,527 |

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The effects of changes pursuant to ASC 606 in the tables above are attributable to our offshore pipeline transportation services operating segment and our sodium minerals and sulfur services operating segment.

In our offshore pipeline transportation services segment, we have certain contracts with customers that contain tiered pricing structures that are dependent upon reaching certain cumulative milestones of throughput volumes on our pipelines. In addition, we have a contract that contains fixed and variable consideration for us to stand ready and provide reservation capacity for a fixed minimum quantity on our pipeline. Pursuant to the new guidance, we have allocated our estimated total transaction price over the life of the contract to the related performance obligation and recognized the effects in our Consolidated Financial Statements. In our sodium minerals and sulfur services operating segment, specifically our legacy refinery services business, we have two distinct performance obligations, including the completion of our refinery sulfur removal process, for which we receive in-kind consideration, and our sale of NaHS to our customers. Due to this, we have recorded revenue and the related cost of sales in the Consolidated Financial Statements for the three and nine months ended September 30, 2018 for services performed for the in-kind consideration for our services. Further discussion of our performance obligations by type and segment are below.

Revenue from Contracts with Customers

The following table reflects the disaggregation of our revenues by major category for the three and nine months ended September 30, 2018:

| | Three Months Ended September 30, | | | | |
|--------------------|-------------------------------------|-----------------------------------|----------------------------------|-----------------------|--------------|
| | Onshore Facilities & Transportation | Sodium Minerals & Sulfur Services | Offshore Pipeline Transportation | Marine Transportation | Consolidated |
| Fee-based revenues | \$42,188 | \$— | \$ 70,115 | \$ 56,296 | \$ 168,599 |
| Product Sales | 284,957 | 268,207 | — | — | 553,164 |
| Refinery Services | — | 23,515 | — | — | 23,515 |
| | \$327,145 | \$291,722 | \$ 70,115 | \$ 56,296 | \$ 745,278 |
| | Nine Months Ended September 30, | | | | |
| | Onshore Facilities & Transportation | Sodium Minerals & Sulfur Services | Offshore Pipeline Transportation | Marine Transportation | Consolidated |
| Fee-based revenues | \$107,536 | \$— | \$ 213,344 | \$ 161,410 | \$ 482,290 |
| Product Sales | 864,671 | 801,323 | — | — | 1,665,994 |
| Refinery Services | — | 75,190 | — | — | 75,190 |
| | \$972,207 | \$876,513 | \$ 213,344 | \$ 161,410 | \$ 2,223,474 |

The Company recognizes revenue upon the satisfaction of its performance obligations under its contracts. The timing of revenue recognition varies for the revenue streams described in more detail below. In general, the timing includes recognition of revenue over time as services are being performed as well as recognition of revenue at a point in time, for delivery of products.

Fee-based Revenues

We provide a variety of fee-based transportation and logistics services to our customers across several of our reportable segments as outlined below.

Service contracts generally contain a series of distinct services that are substantially the same and have the same pattern of transfer to the customer over the contract period, and therefore qualify as a single performance obligation that is satisfied over time. The customer receives and consumes the benefit of our services simultaneous with the

provision of those services.

Offshore Pipeline Transportation

Revenue from our offshore pipelines is generally based upon a fixed fee per unit of volume (typically per Mcf of natural gas or per barrel of crude oil) gathered, transported, or processed for each volume delivered. Fees are based either on contractual arrangements or tariffs regulated by the FERC. These contracts include a single performance obligation to stand ready, on a

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monthly basis, to provide capacity on our assets. Revenue associated with these fee-based services is recognized as volumes are delivered over the performance obligation period.

In addition to the offshore pipeline transportation revenue discussed above, we also have certain contracts with customers in which we earn either demand-type fees or firm capacity reservation fees. These fees are charged to a customer regardless of the volume the customer actually delivers to the platform or through the pipeline.

In addition to these offshore pipeline transportation services revenue streams, we also have certain customer contracts in which the transportation fee has a tiered pricing structure based on cumulative milestones of throughput on the related pipeline asset and contract, or on a specified date. The performance obligation for these contracts is to transport, gather or process commodity volumes for the customer based on firm (stand ready) service or from monthly nominations made by our customers, which can also be on an interruptible basis. While our transportation rate changes when milestones are achieved for certain cumulative throughput, the performance obligation satisfied by us does not change throughout the life of the contract. Therefore revenue is recognized on an average rate basis throughout the life of the contract. We have estimated the total consideration to be received under the contract beginning at the contract inception date based on the estimated volumes (including certain minimum volumes we are required to stand ready for), price indexing, estimated production or contracted volumes, and the contract period. We have constrained the estimates of variable consideration such that it is probable that a significant reversal of previously recognized revenue will not occur throughout the life of the contract. These estimates will be reassessed at each reporting period as required. Billings to our customers are reflected at the contract rate. The difference between the consideration received from our customers from invoicing compared to the revenue recognized creates a contract asset or liability. In circumstances where the estimated average contract rate is less than the billed current price tier in the contract, we will recognize a contract liability. In circumstances where the estimated average contract rate is higher than the billed current price tier in the contract, we will recognize a contract asset.

Onshore Facilities and Transportation

Within our onshore facilities and transportation segment, we provide our customers with pipeline transportation, terminalling services, and rail loading/unloading services, among others, primarily on a per barrel fee basis.

Revenues from contracts for the transportation of crude oil by our pipelines are based on actual volumes at a published tariff and some contain minimum throughput provisions which reset within one year. We recognize revenues for transportation and other services over the performance obligation period, which is the contract term. Revenues for both firm and interruptible transportation and other services are recognized over time as the product is delivered to the agreed upon delivery point or at the point of receipt because they specifically relate to our efforts to transfer the distinct services.

Pricing for our services is determined through a variety of mechanisms, including specified contract pricing or regulated tariff pricing. Consideration to be received by us under these contracts is variable, as the total volume of the commodity to be transported is unknown at contract inception. At the end of a day or month (as specified in the contract), both the price and volume are known (or "fixed") in order to allow us to accurately calculate the amount of consideration we are entitled to invoice. The measurement of these services and invoicing occurs on a monthly basis.

Pipeline Loss Allowances

In order to compensate us for bearing the risk of volumetric losses of crude oil in transit in our pipelines (for our onshore and offshore pipelines) due to temperature, crude quality, and the inherent difficulties of measurement of liquids in a pipeline, our tariffs and agreements include the right for us to make volumetric deductions from the customer for quality and volumetric fluctuations. We refer to these deductions as pipeline loss allowances ("PLA"). We compare these allowances to the actual volumetric gains and losses of the pipeline and the net gain or loss is recorded as revenue or a reduction of revenue. As the allowance is related to our pipeline transportation services, the

performance obligation is the obligation to transport and deliver the barrels and is considered a single obligation.

When net gains occur, we have crude oil inventory. When net losses occur, we reduce any recorded inventory on hand and record a liability for the purchase of crude oil required to replace the lost volumes. Under ASC 606, we record excess oil as non-cash consideration at the lower of the recorded value or the market value and include this amount in the transaction price. The crude oil in inventory can then be sold at current prevailing market prices, resulting in additional revenue if the sales price exceeds the inventory value when control transfers to the customer.

Marine Transportation

Our marine transportation business consists of revenues from the inland and offshore marine transportation of heavy refined petroleum products, asphalt and crude oil, using our barges or vessels. This revenue is recognized over the passage of

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time of individual trips as determined on an individual contract basis. Revenue from these contracts is typically based on a set day-rate or a set fee per cargo movement. The costs of fuel and certain other operational costs may be directly reimbursed by the customer, if stipulated in the contract.

A performance obligation is driven by providing transportation services using our vessels for a single day either under a term or spot based contract. The transaction price is usually fixed per the contract either as a day rate or as a lump sum to be allocated over days required to complete the service. Revenue is recognizable as the transportation service utilizing our vessels occurs, as the customer simultaneously receives and consumes these services as they are provided. If provided in the contract, certain items such as fuel or operational costs can be rebilled to the customer in the same period in which the costs are incurred. In the event the timing of a trip to provide our services crosses a reporting period under a lump sum fee contract, the revenue earned is accrued based on the progress completed in the current period on the related performance obligation as we are entitled to payment for each day. Customer invoicing occurs at the completion of a trip, or earlier at the customer's request.

Product Sales

Sodium Minerals and Sulfur Services

Product sales in our sodium minerals and sulfur services segment primarily involve the sales of caustic soda, NaHS, soda ash and other alkali products. As it relates to revenue recognition, these sales transactions contain a single performance obligation, which is the delivery of the product to the customer at the agreed upon point of sale. For some transactions, control of product transfers to the customer at the shipping point, but we are obligated to arrange for shipment of the product as directed by the customer. Rather than treat these shipping activities as separate performance obligations, our policy is to account for them as fulfillment costs in accordance with ASC 606.

The transaction price for these product sales are determined by specific contracts, typically at a fixed rate or based on a market or indexed rate. This pricing is known, or is "fixed," at the time of revenue recognition. Invoicing and related payment terms are in accordance with industry standard or contract specification based on final pricing. The entirety of the transaction price is allocated to the performance obligation which is delivery of the product at the agreed upon point of sale. As this type of revenue is earned at a point in time, there is no allocation of transaction price to future performance obligations.

Onshore Facilities and Transportation

Product sales in our onshore facilities and transportation segment primarily involve the sales of crude oil and petroleum products. These contracts contain a single performance obligation, which is the delivery of the product to the customer at a specified location. These contracts are settled on a monthly basis for term contracts, or on a spot basis. Invoicing and related payment terms are in accordance with industry standard or contract specification based on final pricing.

Pricing is designated within the contracts and is either fixed, index-based or formulaic, utilizing an average price for the month or for a specified range of days, regardless of when delivery occurs. In either case, pricing is known at the time of invoicing. The entirety of the consideration is allocated to a single performance obligation which is delivery of the product to a specified location. As this type of revenue is earned at a point in time, there is no allocation of transaction price to future performance obligations.

Refinery Services

Our refinery services business primarily provides sulfur extraction services to refiners' high sulfur (or "sour") gas streams that the refineries have generated from crude oil processing operations. Our process applies our proprietary technology, which uses caustic soda to act as a scrubbing agent under prescribed temperature and pressure to remove sulfur. The technology returns a clean (sulfur-free) hydrocarbon stream to the refinery for further processing into refined products, and simultaneously produces NaHS. Units of NaHS are produced ratably as a gas stream is

processed. We obtain control and ownership of the NaHS immediately upon production which constitutes the sole consideration received for our sulfur removal services. We later market this product to third parties as part of our product sales, as described above. As part of some of our arrangements, we pay a refinery access fee (“RSA fee”) for any benefits received by virtue of our plant’s proximity to the customer’s refinery. Our RSA fee is recorded as a reduction of revenue.

Providing sulfur removal services is the singular performance obligation in our refinery service agreements. As our customers simultaneously receive and consume the refinery service benefits, control is transferred and revenue is recognized over time based on the extent of progress towards completion of the performance obligations. We use units of NaHS produced during a period to measure progress as the amount we receive corresponds directly with the efforts to provide our services completed to date. The transaction price for each performance obligation is determined using the fair value of a unit of NaHS on the contract inception date for each refinery services agreement. Accordingly, we record the value of NaHS received as non-cash consideration in inventory until it is subsequently sold to our customers (see Product Sales, above).

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Contract Assets and Liabilities

The table below depicts our contract asset and liability balances at January 1, 2018 and September 30, 2018:

| | Contract Assets Non-Current | Contract Liabilities Non-Current |
|-------------------------------|-----------------------------------|--|
| Balance at January 1, 2018 | \$ 59,204 | \$ 19,864 |
| Balance at September 30, 2018 | 69,360 | 24,748 |

During the nine months ended September 30, 2018, there were no balances that were previously classified as contract liabilities at the beginning of the period that were recognized as revenues. Accounts receivable-trade, net does not include consideration received in kind from our refinery services process. We did not have any contract modifications during the period that would affect our contract asset and liability balances.

Transaction Price Allocations to Remaining Performance Obligations

We are required to disclose the amount of our transaction prices that are allocated to unsatisfied performance obligations as of September 30, 2018. However, ASC 606 does provide the following practical expedients and exemptions that we utilized:

- 1) Performance obligations that are part of a contract with an expected duration of one year or less;
- 2) Revenue recognized from the satisfaction of performance obligations where we have a right to consideration in an amount that corresponds directly with the value provided to customers; and

- 3) Contracts that contain variable consideration, such as index-based pricing or variable volumes, that is allocated entirely to a wholly unsatisfied performance obligation or to a wholly unsatisfied promise to transfer a distinct good or service that is part of a series.

We apply these practical expedients and exemptions to our revenue streams recognized over time. The majority of our contracts qualify for one of these expedients or exemptions. After considering these practical expedients and identifying the remaining contract types that involve revenue recognition over a long-term period and include long-term fixed consideration (adjusted for indexing as required), we determined our allocations of transaction price that relate to unsatisfied performance obligations. As it relates to our tiered pricing offshore transportation contracts, we provide firm capacity for both fixed and variable consideration over a long term period. Therefore, we have allocated the remaining contract value (as estimated and discussed above) to future periods.

Similarly, in our marine transportation segment, our contract related to our M/T American Phoenix contains minimum fixed consideration over the life of the contract, which ends in September 2020. In our onshore facilities and transportation segment, we have certain contractual arrangements in which we receive fixed minimum payments for our obligation to provide minimum capacity on our pipelines and related assets.

The following chart depicts how we expect to recognize revenues for future periods related to these contracts:

| | Offshore Pipeline Transportation | Marine Transportation | Onshore Facilities and Transportation |
|-------------------|--|--------------------------|---|
| Remainder of 2018 | \$ 21,154 | \$ 6,808 | \$ 14,297 |
| 2019 | 73,918 | 27,010 | 57,090 |
| 2020 | 50,883 | 20,128 | 57,090 |

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| | | | |
|------------|------------|-----------|------------|
| 2021 | 34,261 | — | 20,139 |
| 2022 | 22,558 | — | 4,283 |
| Thereafter | 134,623 | — | — |
| Total | \$ 337,397 | \$ 53,946 | \$ 152,899 |

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4. Acquisition

Acquisition

Alkali Business

On September 1, 2017, we acquired our Alkali Business for approximately \$1.325 billion (inclusive of approximately \$105 million in working capital). Our Alkali Business produces natural soda ash, also known as sodium carbonate (Na₂CO₃), a basic building block for a number of ubiquitous products, including flat glass, container glass, dry detergent and a variety of chemicals and other industrial products. To finance that transaction and the related costs, we used proceeds from (i) a \$550.0 million public offering of 6.50% senior unsecured notes due 2025 in August 2017, generating net proceeds of \$540.1 million after issuance discount and underwriting fees, (ii) a \$750 million private placement of our preferred units in September 2017, generating net proceeds of \$726.2 million, (iii) borrowings under our revolving credit facility and (iv) cash on hand.

We have reflected the financial results of our Alkali Business in our sodium minerals and sulfur services segment from the date of acquisition. The purchase price has been allocated to the assets acquired and liabilities assumed. Those fair values were developed by management with the assistance of a third-party valuation firm. Our finalized purchase price allocation remains unchanged from what was disclosed in our Annual Report on Form 10-K for the year ended December 31, 2017.

Our Consolidated Financial Statements include the results of our Alkali Business since September 1, 2017, the closing date of the acquisition. The following table presents selected financial information included in our Consolidated Financial Statements for the periods presented:

| | Three Months Ended September 30, 2018 | Nine Months Ended September 30, 2018 |
|---|---|--|
| Revenues | \$ 208,742 | 628,672 |
| Net Income Attributable to Genesis Energy, L.P. | \$ 29,536 | 91,680 |

The table below presents selected unaudited pro forma financial information incorporating the historical results of our Alkali Business. The pro forma financial information below has been prepared as if the acquisition had been completed on January 1, 2017 and is based upon assumptions deemed appropriate by us and may not be indicative of actual results. This pro forma information was prepared using historical financial data of the Tronox trona and trona-based exploring, mining, processing, producing, marketing and selling business and reflects certain estimates and assumptions made by our management. Our unaudited pro forma financial information is not necessarily indicative of what our consolidated financial results would have been had our Alkali Business acquisition been completed on January 1, 2017. Pro forma net income includes the effects of distributions on our preferred units and interest expense on incremental borrowings. The dilutive effect of our preferred units is calculated using the if-converted method.

| | Three Months Ended September 30, 2017 | Nine Months Ended September 30, 2017 |
|---|--|---|
| Pro forma consolidated financial operating results: | | |
| Revenues | \$615,289 | \$1,829,389 |
| Net Income Attributable to Genesis Energy, L.P. | 10,955 | 92,880 |
| Net Income (Loss) Available to Common Unitholders | (6,178) | 42,575 |

Basic and diluted earnings per common unit:

| | | |
|---|---------|----------|
| As reported net income per common unit | \$0.01 | \$0.51 |
| Pro forma net income (loss) per common unit | \$(0.05 |) \$0.35 |

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NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

5. Inventories

The major components of inventories were as follows:

| | September 30, 2018 | December 31, 2017 |
|---|-----------------------|----------------------|
| Petroleum products | \$ 21,082 | \$ 8,731 |
| Crude oil | 16,493 | 29,873 |
| Caustic soda | 8,030 | 5,755 |
| NaHS | 9,682 | 8,277 |
| Raw materials - Alkali operations | 5,592 | 4,550 |
| Work-in-process - Alkali operations | 2,820 | 7,355 |
| Finished goods, net - Alkali operations | 11,526 | 14,075 |
| Materials and supplies, net - Alkali operations | 10,496 | 10,030 |
| Other | 1 | 7 |
| Total | \$ 85,722 | \$ 88,653 |

Inventories are valued at the lower of cost or net realizable value. The net realizable value of inventories were below recorded costs by approximately \$0.1 million as of September 30, 2018 without similar adjustments required as of December 31, 2017.

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NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

6. Fixed Assets and Mineral Leaseholds

Fixed Assets

Fixed assets consisted of the following:

| | September 30, December 31, | |
|--|----------------------------|--------------|
| | 2018 | 2017 |
| Crude oil pipelines and natural gas pipelines and related assets | \$ 2,900,469 | \$ 3,028,657 |
| Alkali facilities, machinery, and equipment | 515,226 | 497,601 |
| Onshore facilities, machinery, and equipment | 638,726 | 692,364 |
| Transportation equipment | 20,352 | 21,483 |
| Marine vessels | 946,377 | 918,953 |
| Land, buildings and improvements | 220,823 | 223,186 |
| Office equipment, furniture and fixtures | 18,898 | 18,112 |
| Construction in progress | 97,313 | 151,768 |
| Other | 47,800 | 48,891 |
| Fixed assets, at cost | 5,405,984 | 5,601,015 |
| Less: Accumulated depreciation | (882,833 |) (734,986) |
| Net fixed assets | \$ 4,523,151 | \$ 4,866,029 |

Mineral Leaseholds

Our Mineral Leaseholds, relating to our acquired Alkali Business, consist of the following:

| | September 30, December 31, | |
|------------------------------------|----------------------------|------------|
| | 2018 | 2017 |
| Mineral leaseholds | \$ 566,019 | \$ 566,019 |
| Less: Accumulated depletion (4,426 |) (1,513 |) |
| Mineral leaseholds, net | \$ 561,593 | \$ 564,506 |

Our depreciation and depletion expense for the periods presented was as follows:

| | Three Months Ended | | Nine Months Ended | |
|----------------------|--------------------|----------|-------------------|-----------|
| | September 30, | | September 30, | |
| | 2018 | 2017 | 2018 | 2017 |
| Depreciation expense | \$85,282 | \$57,117 | \$224,546 | \$157,438 |
| Depletion expense | 722 | 381 | 2,913 | 381 |

Assets Held for Sale

On August 7, 2018, we granted a third party a time-limited option to acquire certain of our non-core assets in the Powder River Basin in exchange for an option payment of \$30 million. As of this date, we reclassified the property, plant, and equipment related to these assets, in the amount of \$255.5 million, as current assets held for sale on our Unaudited Consolidated Balance Sheet as of September 30, 2018 (Note 18).

Asset Retirement Obligations

We record AROs in connection with legal requirements to perform specified retirement activities under contractual arrangements and/or governmental regulations.

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NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

The following table presents information regarding our AROs since December 31, 2017

ARO liability balance, December 31, 2017 \$198,187

Accretion expense 7,437

Changes in estimate 18,913

Settlements (9,481)

ARO liability balance, September 30, 2018 \$215,056

Of the ARO balances disclosed above, \$36.0 million and \$20.9 million is included as current in "Accrued liabilities" on our Unaudited Condensed Consolidated Balance Sheet as of September 30, 2018 and December 31, 2017, respectively. The remainder of the ARO liability as of September 30, 2018 and December 31, 2017 is included in "Other long-term liabilities" on our Unaudited Condensed Consolidated Balance Sheet.

With respect to our AROs, the following table presents our forecast of accretion expense for the periods indicated:

Remainder of 2018 \$2,459

2019 \$9,057

2020 \$8,710

2021 \$9,302

2022 \$9,935

Certain of our unconsolidated affiliates have AROs recorded at September 30, 2018 relating to contractual agreements and regulatory requirements. These amounts are immaterial to our Consolidated Financial Statements.

7. Equity Investees

We account for our ownership in our joint ventures under the equity method of accounting. The price we pay to acquire an ownership interest in a company may exceed or be less than the underlying book value of the capital accounts we acquire. Such excess cost amounts are included within the carrying values of our equity investees. At September 30, 2018 and December 31, 2017, the unamortized excess cost amounts totaled \$370.2 million and \$382.4 million, respectively. We amortize the excess cost as a reduction in equity earnings in a manner similar to depreciation.

The following table presents information included in our Unaudited Condensed Consolidated Financial Statements related to our equity investees.

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---------------------------------------|--|----------|---------------------------------------|----------|
| | 2018 | 2017 | 2018 | 2017 |
| Genesis' share of operating earnings | \$13,364 | \$16,986 | \$40,144 | \$46,631 |
| Amortization of excess purchase price | \$(3,872) | (3,942) | (11,756) | (11,826) |
| Net equity in earnings | \$9,492 | \$13,044 | \$28,388 | \$34,805 |
| Distributions received | \$17,044 | \$20,180 | \$55,034 | \$60,371 |

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NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

The following tables present the unaudited balance sheet and income statement information (on a 100% basis) for Poseidon Oil Pipeline Company (which is our most significant equity investment):

September 30, December 31,
2018 2017

BALANCE SHEET DATA:

Assets

| | | |
|-------------------|------------|------------|
| Current assets | \$ 15,895 | \$ 18,711 |
| Fixed assets, net | 205,785 | 217,343 |
| Other assets | 966 | 1,203 |
| Total assets | \$ 222,646 | \$ 237,257 |

Liabilities and equity

| | | |
|------------------------------|---------------|---------------|
| Current liabilities | \$ 17,644 | \$ 17,560 |
| Other liabilities | 243,608 | 237,434 |
| Equity | (38,606) | (17,737) |
| Total liabilities and equity | \$ 222,646 | \$ 237,257 |

| | | | | |
|--|---------------|------|---------------|------|
| | Three Months | | Nine Months | |
| | Ended | | Ended | |
| | September 30, | | September 30, | |
| | 2018 | 2017 | 2018 | 2017 |

INCOME STATEMENT DATA:

| | | | | |
|------------------|----------|----------|----------|----------|
| Revenues | \$27,768 | \$30,597 | \$83,962 | \$88,003 |
| Operating income | \$17,772 | \$22,334 | \$57,444 | \$63,159 |
| Net income | \$15,721 | \$20,739 | \$51,731 | \$58,754 |

Poseidon's Revolving Credit Facility

Borrowings under Poseidon's revolving credit facility, which was amended and restated in February 2015, are primarily used to fund spending on capital projects. The February 2015 credit facility is non-recourse to Poseidon's owners and secured by substantially all of Poseidon's assets. The February 2015 credit facility contains customary covenants such as restrictions on debt levels, liens, guarantees, mergers, sale of assets and distributions to owners. A breach of any of these covenants could result in acceleration of the maturity date of Poseidon's debt. Poseidon was in compliance with the terms of its credit agreement for all periods presented in these Unaudited Condensed Consolidated Financial Statements.

8. Intangible Assets

The following table summarizes the components of our intangible assets at the dates indicated:

| | September 30, 2018 | | | December 31, 2017 | | |
|--------------------------------------|-----------------------------|-----------------------------|-------------------|-----------------------------|-----------------------------|-------------------|
| | Gross Carrying Amount | Accumulated Amortization | Carrying Value | Gross Carrying Amount | Accumulated Amortization | Carrying Value |
| Sodium minerals and sulfur services: | | | | | | |
| Customer relationships | \$94,654 | \$ 94,114 | \$ 540 | \$94,654 | \$ 92,493 | \$2,161 |
| Licensing agreements | 38,678 | 38,141 | 537 | 38,678 | 36,528 | 2,150 |
| Non-compete agreement | 800 | 289 | 511 | 800 | 89 | 711 |
| Segment total | 134,132 | 132,544 | 1,588 | 134,132 | 129,110 | 5,022 |
| Onshore Facilities & Transportation: | | | | | | |
| Customer relationships | 35,430 | 35,113 | 317 | 35,430 | 35,082 | 348 |

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| | | | | | | |
|--|-----------|------------|-----------|-----------|------------|-----------|
| Intangibles associated with lease | 13,260 | 5,288 | 7,972 | 13,260 | 4,933 | 8,327 |
| Segment total | 48,690 | 40,401 | 8,289 | 48,690 | 40,015 | 8,675 |
| Marine contract intangibles | 27,000 | 15,750 | 11,250 | 27,000 | 11,700 | 15,300 |
| Offshore pipeline contract intangibles | 158,101 | 26,350 | 131,751 | 158,101 | 20,109 | 137,992 |
| Other | 31,149 | 15,736 | 15,413 | 28,900 | 13,483 | 15,417 |
| Total | \$399,072 | \$ 230,781 | \$168,291 | \$396,823 | \$ 214,417 | \$182,406 |

Our amortization of intangible assets for the periods presented was as follows:

| | Three Months | | Nine Months | |
|-----------------------------------|---------------|---------------|---------------|---------------|
| | Ended | Ended | Ended | Ended |
| | September 30, | September 30, | September 30, | September 30, |
| | 2018 | 2017 | 2018 | 2017 |
| Amortization of intangible assets | \$5,475 | \$5,879 | \$16,369 | \$17,623 |

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NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

We estimate that our amortization expense for the next five years will be as follows:

| | |
|-------------------|----------|
| Remainder of 2018 | \$5,503 |
| 2019 | \$17,679 |
| 2020 | \$16,665 |
| 2021 | \$10,867 |
| 2022 | \$10,708 |

9. Debt

Our obligations under debt arrangements consisted of the following:

| | September 30, 2018 | | | December 31, 2017 | | |
|---|--------------------|---|-------------|-------------------|---|-------------|
| | Principal | Unamortized Discount and Debt Issuance Costs ⁽¹⁾ | Net Value | Principal | Unamortized Discount and Debt Issuance Costs ⁽¹⁾ | Net Value |
| Senior secured credit facility | \$1,220,700 | \$ — | \$1,220,700 | \$1,099,200 | \$ — | \$1,099,200 |
| 5.750% senior unsecured notes due February 2021 | — | — | — | 145,170 | 1,303 | 143,867 |
| 6.750% senior unsecured notes due August 2022 | 750,000 | 13,601 | 736,399 | 750,000 | 16,077 | 733,923 |
| 6.000% senior unsecured notes due May 2023 | 400,000 | 4,891 | 395,109 | 400,000 | 5,691 | 394,309 |
| 5.625% senior unsecured notes due June 2024 | 350,000 | 5,044 | 344,956 | 350,000 | 5,717 | 344,283 |
| 6.500% senior unsecured notes due October 2025 | 550,000 | 8,546 | 541,454 | 550,000 | 9,462 | 540,538 |
| 6.250% senior unsecured notes due May 2026 | 450,000 | 7,432 | 442,568 | 450,000 | 8,002 | 441,998 |
| Total long-term debt | \$3,720,700 | \$ 39,514 | \$3,681,186 | \$3,744,370 | \$ 46,252 | \$3,698,118 |

Unamortized debt issuance costs associated with our senior secured credit facility (included in Other Long Term (1) Assets on the Unaudited Condensed Consolidated Balance Sheet) were \$11.6 million and \$14.1 million as of September 30, 2018 and December 31, 2017, respectively.

As of September 30, 2018, we were in compliance with the financial covenants contained in our credit agreement and senior unsecured notes indentures.

Senior Secured Credit Facility

The key terms for rates under our \$1.7 billion senior secured credit facility, which are dependent on our leverage ratio (as defined in the credit agreement), are as follows:

- The applicable margin varies from 1.50% to 3.00% on Eurodollar borrowings and from 0.50% to 2.00% on alternate base rate borrowings.
- Letter of credit fees range from 1.50% to 3.00%
- The commitment fee on the unused committed amount will range from 0.25% to 0.50%.
- The accordion feature is \$300.0 million, giving us the ability to expand the size of the facility to up to \$2.0 billion for acquisitions or growth projects, subject to lender consent.

At September 30, 2018, we had \$1.2 billion borrowed under our \$1.7 billion credit facility, with \$30.1 million of the borrowed amount designated as a loan under the inventory sublimit. Our credit agreement allows up to \$100.0 million of the capacity to be used for letters of credit, of which \$1.2 million was outstanding at September 30, 2018. Due to the revolving nature of loans under our credit facility, additional borrowings and periodic repayments and re-borrowings may be made until the maturity date. The total amount available for borrowings under our credit facility

at September 30, 2018 was \$478.1 million.

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Senior Unsecured Note Issuances, Redemption, and Extinguishment

On December 11, 2017, we issued \$450 million in aggregate principal amount of 6.25% senior unsecured notes due May 15, 2026 (the "2026 Notes"). Interest payments are due May 15 and November 15 of each year with the initial interest payment due May 15, 2018. Our 2026 Notes mature on May 15, 2026. That issuance generated proceeds of \$441.8 million, net of issuance costs incurred. We used \$204.8 million of the net proceeds to redeem the portion of the 5.75% senior unsecured notes due February 15, 2021 (the "2021 Notes") that were validly tendered and the remaining net proceeds to repay a portion of the borrowings outstanding under our revolving credit facility. On February 15, 2018, we redeemed our remaining 2021 Notes in full at a redemption price of 101.438% of the principal amount, plus accrued and unpaid interest up to, but not including, the redemption date. We incurred a total loss of approximately \$3.3 million relating to the extinguishment of those notes (including the write-off of the related unamortized debt issuance costs), which is recorded as "Other income (expense)" in our Consolidated Statements of Operations for the nine months ended September 30, 2018.

10. Partners' Capital, Mezzanine Capital and Distributions

At September 30, 2018, our outstanding common units consisted of 122,539,221 Class A units and 39,997 Class B units.

Distributions

We paid or will pay the following distributions to our common unitholders in 2017 and 2018:

| Distribution For | Date Paid | Per Unit Total | |
|-------------------------|----------------------------------|----------------|----------|
| | | Amount | Amount |
| 2017 | | | |
| 1 st Quarter | May 15, 2017 | \$0.7200 | \$88,257 |
| 2 nd Quarter | August 14, 2017 | \$0.7225 | \$88,563 |
| 3 rd Quarter | November 14, 2017 | \$0.5000 | \$61,290 |
| 4 th Quarter | February 14, 2018 | \$0.5100 | \$62,515 |
| 2018 | | | |
| 1 st Quarter | May 15, 2018 | \$0.5200 | \$63,741 |
| 2 nd Quarter | August 14, 2018 | \$0.5300 | \$64,967 |
| 3 rd Quarter | November 14, 2018 ⁽¹⁾ | \$0.5400 | \$66,193 |

(1) This distribution was declared on October 9, 2018 and will be paid to unitholders of record as of October 31, 2018.

Class A Convertible Preferred Units

On September 1, 2017, we sold \$750 million of our preferred units in a private placement, comprised of 22,249,494 units for a cash purchase price per unit of \$33.71 (subject to certain adjustments, the "Issue Price") to two initial purchasers. Our general partner executed an amendment to our partnership agreement in connection therewith, which, among other things, authorized and established the rights and preferences of our preferred units. Our preferred units are a new class of security that ranks senior to all of our currently outstanding classes or series of limited partner interests with respect to distribution and/or liquidation rights. Holders of our preferred units vote on an as-converted basis with holders of our common units and have certain class voting rights, including with respect to any amendment to the partnership agreement that would adversely affect the rights, preferences or privileges, or otherwise modify the terms, of those preferred units.

Accounting for the Class A Convertible Preferred Units

Our preferred units are considered redeemable securities under GAAP due to the existence of redemption provisions upon a deemed liquidation event that is outside our control. Therefore, we present them as temporary equity in the mezzanine section of the Consolidated Balance Sheet. Because our preferred units are not currently redeemable and we do not have plans or expect any events that constitute a change of control in our partnership agreement, we present our preferred units at their initial carrying amount. However, we would be required to adjust that carrying amount if it becomes probable that we would be required to redeem our preferred units.

Initial and Subsequent Measurement

We initially recognized our preferred units at their issuance date fair value, net of issuance costs. We will not be required to adjust the carrying amount of our preferred units until it becomes probable that they would become redeemable.

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Once redemption becomes probable, we would adjust the carrying amount of our preferred units to the redemption value over a period of time comprising the date the feature first becomes probable and the date the units can first be redeemed.

Preferred unit distributions are recognized on the date in which they are declared. In January 2018, we declared a \$16.5 million distribution on our preferred units owned as of January 31, 2018. This distribution was paid in kind ("PIK") through the issuance of 490,252 additional preferred units. In April 2018, we declared a \$16.9 million distribution on our preferred units owned of record as of May 1, 2018. This distribution was PIK through the issuance of 500,976 additional preferred units. In July 2018, we declared a \$17.3 million distribution on our preferred units owned of record as of July 31, 2018. This distribution was PIK through the issuance of 511,934 additional preferred units. The following tables show the change in our mezzanine and preferred units balances from December 31, 2017 to September 30, 2018:

| | |
|---|------------|
| | As of |
| | September |
| | 30, |
| | 2018 |
| Mezzanine Capital Balance | \$ 697,151 |
| Balance as of December 31, 2017 | 50,671 |
| Distributions paid-in-kind | (3,095) |
| Allocation of Distributions paid in-kind to Preferred Distribution Rate Reset Election (<u>Note 16</u>) | \$ 744,727 |
| Balance as of September 30, 2018 | |

| | |
|---|------------|
| | Nine |
| | months |
| | ended |
| | September |
| | 30, |
| | 2018 |
| Number of Class A Convertible Preferred Units | 22,411,728 |
| Balance as of December 31, 2017 | 1,503,162 |
| Distributions paid-in-kind | 23,914,890 |
| Balance as of September 30, 2018 | |

Net income (loss) attributable to common unitholders is reduced by preferred unit distributions that accumulated during the period. During 2018, net income (loss) attributable to common unitholders was reduced by \$51.8 million as a result of distributions that accumulated during the period. With respect to our preferred units to be issued relating to the third quarter of 2018, we elected to make a PIK payment for the quarterly distribution, which will result in the issuance of an additional 523,132 preferred units. This PIK amount equates to a distribution of \$0.7374 per preferred unit for the quarter, or \$2.9496 annualized. These distributions will be paid on November 14, 2018 to unitholders holders of record at the close of business October 31, 2018.

11. Net Income (Loss) Per Common Unit

Basic net income per common unit is computed by dividing net income, after considering income attributable to our preferred unitholders, by the weighted average number of common units outstanding.

The dilutive effect of our preferred units is calculated using the if-converted method. Under the if-converted method, our preferred units are assumed to be converted at the beginning of the period (beginning with their respective issuance date), and the resulting common units are included in the denominator of the diluted net income per common unit calculation for the period being presented. Distributions declared in the period and undeclared distributions that accumulated during the period are added back to the numerator for purposes of the if-converted calculation. For the three and nine months ended September 30, 2018, the effect of the assumed conversion of the 23,914,890 preferred

units was anti-dilutive and was not included in the computation of diluted earnings per unit.

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The following table reconciles net income and weighted average units used in computing basic and diluted net income per common unit (in thousands, except per unit amounts):

| | Three Months Ended | | Nine Months Ended | |
|---|--------------------|----------|-------------------|----------|
| | September 30, | | September 30, | |
| | 2018 | 2017 | 2018 | 2017 |
| Net Income (Loss) Attributable to Genesis Energy L.P. | \$(323) | 6,312 | \$18,708 | \$67,135 |
| Less: Accumulated distributions attributable to Class A Convertible Preferred Units | (17,635) | (5,469) | (51,780) | (5,469) |
| Net Income (Loss) Available to Common Unitholders | \$(17,958) | \$ 843 | \$(33,072) | \$61,666 |
| Weighted Average Outstanding Units | 122,579 | 122,579 | 122,579 | 121,198 |
| Basic and Diluted Net Income (Loss) per Common Unit | \$(0.15) | \$ 0.01 | \$(0.27) | \$0.51 |

12. Business Segment Information

We currently manage our businesses through four divisions that constitute our reportable segments:

- Offshore pipeline transportation – offshore transportation of crude oil and natural gas in the Gulf of Mexico;
- Sodium minerals and sulfur services – trona and trona-based exploring, mining, processing, producing, marketing and selling activities, as well as processing high sulfur (or “sour”) gas streams for refineries to remove the sulfur, and selling the related by-product, NaHS;
- Onshore facilities and transportation – terminalling, blending, storing, marketing and transporting crude oil, petroleum products (primarily fuel oil, asphalt, and other heavy refined products) and CO₂; and
- Marine transportation – marine transportation to provide waterborne transportation of petroleum products and crude oil throughout North America.

Substantially all of our revenues are derived from, and substantially all of our assets are located in, the United States.

We define Segment Margin as revenues less product costs, operating expenses (excluding non-cash gains and charges, such as depreciation, depletion and amortization), and segment general and administrative expenses, plus our equity in distributable cash generated by our equity investees. In addition, our Segment Margin definition excludes the non-cash effects of our long-term incentive compensation plan and includes the non-income portion of payments received under direct financing leases.

Our chief operating decision maker (our Chief Executive Officer) evaluates segment performance based on a variety of measures including Segment Margin, segment volumes, where relevant, and capital investment.

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Segment information for the periods presented below was as follows:

| | Offshore Pipeline Transportation | Sodium Minerals & Sulfur Services | Onshore Facilities & Transportation | Marine Transportation | Total |
|---------------------------------------|--|--|---|--------------------------|-------------|
| Three Months Ended September 30, 2018 | | | | | |
| Segment margin (a) | \$ 70,963 | \$63,942 | \$ 36,189 | \$ 12,113 | \$183,207 |
| Capital expenditures (b) | \$ 564 | \$20,819 | \$ 16,700 | \$ 4,936 | \$43,019 |
| Revenues: | | | | | |
| External customers | \$ 70,115 | \$293,491 | \$ 327,844 | \$ 53,828 | \$745,278 |
| Intersegment (c) | — | (1,769) | (699) | 2,468) | — |
| Total revenues of reportable segments | \$ 70,115 | \$291,722 | \$ 327,145 | \$ 56,296 | \$745,278 |
| Three Months Ended September 30, 2017 | | | | | |
| Segment margin (a) | \$ 78,228 | \$30,031 | \$ 25,606 | \$ 12,649 | \$146,514 |
| Capital expenditures (b) | \$ 2,356 | \$1,330,947 | \$ 26,578 | \$ 23,831 | \$1,383,712 |
| Revenues: | | | | | |
| External customers | \$ 80,671 | \$111,756 | \$ 247,603 | \$ 46,084 | \$486,114 |
| Intersegment (c) | — | (1,991) | (459) | 2,450) | — |
| Total revenues of reportable segments | \$ 80,671 | \$109,765 | \$ 247,144 | \$ 48,534 | \$486,114 |
| Nine Months Ended September 30, 2018 | | | | | |
| Segment Margin (a) | \$ 215,738 | \$192,875 | \$ 83,622 | \$ 35,066 | \$527,301 |
| Capital expenditures (b) | \$ 2,665 | \$49,078 | \$ 52,559 | \$ 25,615 | \$129,917 |
| Revenues: | | | | | |
| External customers | \$ 213,344 | \$881,822 | \$ 976,193 | \$ 152,115 | 2,223,474 |
| Intersegment (c) | — | (5,309) | (3,986) | 9,295) | — |
| Total revenues of reportable segments | \$ 213,344 | \$876,513 | \$ 972,207 | \$ 161,410 | \$2,223,474 |
| Nine Months Ended September 30, 2017 | | | | | |
| Segment Margin (a) | \$ 243,528 | \$63,864 | \$ 71,999 | \$ 39,768 | \$419,159 |
| Capital expenditures (b) | \$ 8,498 | \$1,331,892 | \$ 115,663 | \$ 44,496 | \$1,500,549 |
| Revenues: | | | | | |
| External customers | \$ 244,653 | \$204,237 | \$ 715,839 | \$ 143,599 | 1,308,328 |
| Intersegment (c) | (1,216) | (6,358) | (865) | 8,439) | — |
| Total revenues of reportable segments | \$ 243,437 | \$197,879 | \$ 714,974 | \$ 152,038 | \$1,308,328 |

Total assets by reportable segment were as follows:

| | September 30, 2018 | December 31, 2017 |
|---------------------------------------|-----------------------|----------------------|
| Offshore pipeline transportation | \$ 2,417,602 | \$ 2,486,803 |
| Sodium minerals and sulfur services | 1,839,107 | 1,848,188 |
| Onshore facilities and transportation | 1,824,199 | 1,927,976 |
| Marine transportation | 813,293 | 824,777 |
| Other assets | 40,967 | 49,737 |
| Total consolidated assets | \$ 6,935,168 | \$ 7,137,481 |

(a) A reconciliation of total Segment Margin to net income attributable to Genesis Energy, L.P. for the periods is presented below.

(b) Capital expenditures include maintenance and growth capital expenditures, such as fixed asset additions (including enhancements to existing facilities and construction of growth projects) as well as acquisitions of businesses and

contributions to equity investees related to same.

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(c) Intersegment sales were conducted under terms that we believe were no more or less favorable than then-existing market conditions.

Reconciliation of total Segment Margin to net income:

| | Three Months Ended | | Nine Months Ended | |
|---|--------------------|-----------|-------------------|------------|
| | September 30, | | September 30, | |
| | 2018 | 2017 | 2018 | 2017 |
| Total Segment Margin | \$183,207 | \$146,514 | \$527,301 | \$419,159 |
| Corporate general and administrative expenses | (23,760) | (18,230) | (47,686) | (33,694) |
| Depreciation, depletion, amortization and accretion | (94,522) | (66,436) | (252,392) | (184,213) |
| Interest expense | (58,819) | (47,388) | (172,864) | (122,117) |
| Adjustment to exclude distributable cash generated by equity investees not included in income and include equity in investees net income ⁽¹⁾ | (7,552) | (7,136) | (26,646) | (25,566) |
| Other non-cash items | (999) | (4,788) | (7,774) | (6,218) |
| Cash payments from direct financing leases in excess of earnings | (1,931) | (1,751) | (5,654) | (5,127) |
| Loss on extinguishment of debt | — | — | (3,339) | — |
| Differences in timing of cash receipts for certain contractual arrangements ⁽²⁾ | 792 | 5,847 | 5,271 | 11,694 |
| Gain on sale of assets | 3,363 | — | 3,363 | 26,684 |
| Non-cash provision for leased items no longer in use | 181 | — | 42 | (12,589) |
| Income tax expense | (283) | (320) | (914) | (878) |
| Net income (loss) attributable to Genesis Energy, L.P. | \$(323) | \$6,312 | \$18,708 | \$67,135 |

(1) Includes distributions attributable to the quarter and received during or promptly following such quarter.

(2) Includes the difference in timing of cash receipts from customers during the period and the revenue we recognize in accordance with GAAP on our related contracts.

13. Transactions with Related Parties

The transactions with related parties were as follows:

| | Three Months Ended | | Nine Months Ended | |
|--|--------------------|--------|-------------------|---------|
| | September 30, | | September 30, | |
| | 2018 | 2017 | 2018 | 2017 |
| Revenues: | | | | |
| Sales of CO ₂ to Sandhill Group, LLC ⁽¹⁾ | \$— | \$ 750 | \$1,233 | \$2,153 |
| Revenues from services and fees to Poseidon Oil Pipeline Company, LLC ⁽²⁾ | 3,021 | 3,170 | 9,260 | 9,236 |
| Revenues from product sales to ANSAC | 90,433 | 31,774 | 275,167 | 31,774 |
| Costs and expenses: | | | | |
| Amounts paid to our CEO in connection with the use of his aircraft | \$165 | \$ 165 | \$495 | \$495 |
| Charges for services from Poseidon Oil Pipeline Company, LLC ⁽²⁾ | 247 | 254 | 746 | 744 |
| Charges for services from ANSAC | 1,393 | 454 | 4,427 | 454 |

(1) We owned a 50% interest in Sandhill Group, LLC which was sold during the three months ended September 30, 2018.

(2) We own 64% interest in Poseidon Oil Pipeline Company, LLC.

Our CEO, Mr. Sims, owns an aircraft which is used by us for business purposes in the course of operations. We pay Mr. Sims a fixed monthly fee and reimburse the aircraft management company for costs related to our usage of the

aircraft, including fuel and the actual out-of-pocket costs. Based on current market rates for chartering of private aircraft under long-term, priority arrangements with industry recognized chartering companies, we believe that the terms of this arrangement are no worse than what we could have expected to obtain in an arms-length transaction.

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Poseidon

At September 30, 2018 and December 31, 2017 Poseidon Oil Pipeline Company, LLC owed us \$2.0 million and \$2.2 million, respectively, for services rendered.

We are the operator of Poseidon and provide management, administrative and pipeline operator services to Poseidon under an Operation and Management Agreement. Currently, that agreement renews automatically annually unless terminated by either party (as defined in the agreement). Our revenues for the three and nine months ended September 30, 2018 reflect \$2.2 million and \$6.5 million, respectively of fees we earned through the provision of services under that agreement.

ANSAC

We (through a subsidiary of our Alkali Business) are a member of the American Natural Soda Ash Corp. (ANSAC), an organization whose purpose is promoting and increasing the use and sale of natural soda ash and other refined or processed sodium products produced in the U.S. and consumed in specified countries outside of the U.S. Members sell products to ANSAC to satisfy ANSAC's sales commitments to its customers. ANSAC passes its costs through to its members using a pro rata calculation based on sales. Those costs include sales and marketing, employees, office supplies, professional fees, travel, rent, and certain other costs. Those transactions do not necessarily represent arm's length transactions and may not represent all costs we would otherwise incur if we operated our Alkali Business on a stand-alone basis. We also benefit from favorable shipping rates for our direct exports when using ANSAC to arrange for ocean transport. Net sales to ANSAC were \$90.4 million and \$275.2 million, respectively during the three and nine months ended September 30, 2018. The costs charged to us by ANSAC, included in operating costs, were \$1.4 million and \$4.4 million, respectively during the three and nine months ended September 30, 2018.

Receivables from and payables to ANSAC as of September 30, 2018 and December 31, 2017 are as follows:

| | September 30, 2018 | December 31, 2017 |
|--------------|--------------------------|-------------------------|
| Receivables: | | |
| ANSAC | \$ 63,431 | \$ 74,490 |
| Payables: | | |
| ANSAC | \$ 1,366 | \$ 1,223 |

ANSAC is considered a variable interest entity (VIE) because we experience certain risks and rewards from our relationship with it. Because we do not exercise control over ANSAC and are not considered its primary beneficiary, we do not consolidate ANSAC.

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14. Supplemental Cash Flow Information

The following table provides information regarding the net changes in components of operating assets and liabilities.

| | Nine Months Ended | |
|---|-------------------|------------|
| | September 30, | |
| | 2018 | 2017 |
| (Increase) decrease in: | | |
| Accounts receivable | \$87,318 | \$(79,938) |
| Inventories | 9,159 | 31,973 |
| Deferred charges | (4,899) | (293) |
| Other current assets | (1,798) | (2,769) |
| (Decrease) increase in: | | |
| Accounts payable | (68,974) | 32,896 |
| Accrued liabilities | 6,524 | (8,131) |
| Net changes in components of operating assets and liabilities | \$27,330 | \$(26,262) |

Payments of interest and commitment fees were \$158.2 million and \$126.9 million for the nine months ended September 30, 2018 and September 30, 2017, respectively. We capitalized interest of \$2.7 million and \$13.8 million during the nine months ended September 30, 2018 and September 30, 2017.

At September 30, 2018 and September 30, 2017, we had incurred liabilities for fixed and intangible asset additions totaling \$16.6 million and \$25.7 million, respectively, that had not been paid at the end of the quarter, and, therefore, were not included in the caption "Payments to acquire fixed and intangible assets" under Cash Flows from Investing Activities in the Unaudited Condensed Consolidated Statements of Cash Flows.

On August 7, 2018, we granted a third party a time-limited option to acquire certain of our non-core assets in the Powder River Basin in exchange for an option payment of \$30 million. We have reflected our proceeds from this option payment in the net cash flows from investing activities section of the Unaudited Condensed Consolidated Statements of Cash Flows. Additionally, we reclassified the property, plant, and equipment related to these assets, in the amount of \$255.5 million, as current assets held for sale on our Unaudited Consolidated Balance Sheet as of September 30, 2018.

15. Derivatives

Commodity Derivatives

We have exposure to commodity price changes related to our inventory and purchase commitments. We utilize derivative instruments (primarily futures and options contracts traded on the NYMEX) to hedge our exposure to commodity prices, primarily of crude oil, fuel oil and petroleum products. Our decision as to whether to designate derivative instruments as fair value hedges for accounting purposes relates to our expectations of the length of time we expect to have the commodity price exposure and our expectations as to whether the derivative contract will qualify as highly effective under accounting guidance in limiting our exposure to commodity price risk. Most of the petroleum products, including fuel oil that we supply, cannot be hedged with a high degree of effectiveness with derivative contracts available on the NYMEX; therefore, we do not designate derivative contracts utilized to limit our price risk related to these products as hedges for accounting purposes. Typically we utilize crude oil and other petroleum products futures and option contracts to limit our exposure to the effect of fluctuations in petroleum products prices on the future sale of our inventory or commitments to purchase petroleum products, and we recognize any changes in fair value of the derivative contracts as increases or decreases in our cost of sales. The recognition of changes in fair value of the derivative contracts not designated as hedges for accounting purposes can occur in reporting periods that do not coincide with the recognition of gain or loss on the actual transaction being hedged. Therefore we will, on occasion, report gains or losses in one period that will be partially offset by gains or losses in a future period when the hedged

transaction is completed.

We have designated certain crude oil futures contracts as hedges of crude oil inventory due to our expectation that these contracts will be highly effective in hedging our exposure to fluctuations in crude oil prices during the period that we expect to hold that inventory. We account for these derivative instruments as fair value hedges under the accounting guidance. Changes in the fair value of these derivative instruments designated as fair value hedges are used to offset related changes in the

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fair value of the hedged crude oil inventory. Any hedge ineffectiveness in these fair value hedges and any amounts excluded from effectiveness testing are recorded as a gain or loss in the Unaudited Consolidated Statements of Operations.

In accordance with NYMEX requirements, we fund the margin associated with our loss positions on commodity derivative contracts traded on the NYMEX. The amount of the margin is adjusted daily based on the fair value of the commodity contracts. The margin requirements are intended to mitigate a party's exposure to market volatility and the associated contracting party risk. We offset fair value amounts recorded for our NYMEX derivative contracts against margin funding as required by the NYMEX in Current Assets - Other in our Unaudited Consolidated Balance Sheets. Additionally, in 2018 we have entered into swap arrangements. Our Alkali Business relies on natural gas to generate heat and electricity for operations. We use a combination of commodity price swap contracts and future purchase contracts to manage our exposure to fluctuations in natural gas prices. The swap contracts fix the basis differential between NYMEX Henry Hub and NW Rocky Mountain posted prices. We do not designate these contracts as hedges for accounting purposes. We recognize any changes in fair value of the derivative contracts as increases or decreases in our cost of sales.

At September 30, 2018, we had the following outstanding derivative commodity contracts that were entered into to economically hedge inventory or fixed price purchase commitments.

| | Sell (Short) Contracts | Buy (Long) Contracts |
|--|---------------------------|-------------------------|
| Designated as hedges under accounting rules: | | |
| Crude oil futures: | | |
| Contract volumes (1,000 bbls) | 50 | — |
| Weighted average contract price per bbl | \$ 69.14 | \$ — |
| Not qualifying or not designated as hedges under accounting rules: | | |
| Crude oil futures: | | |
| Contract volumes (1,000 bbls) | 315 | 221 |
| Weighted average contract price per bbl | \$ 68.70 | \$ 68.15 |
| Natural gas swaps: | | |
| Contract volumes (10,000 MMBTU) | 502 | — |
| Weighted average price differential per MMBTU | \$ 0.65 | \$ — |
| Natural gas futures: | | |
| Contract volumes (10,000 MMBTU) | 54 | 507 |
| Weighted average contract price per MMBTU | \$ 3.01 | \$ 2.82 |
| Diesel futures: | | |
| Contract volumes (1,000 bbls) | 15 | 5 |
| Weighted average contract price per bbl | \$ 2.29 | \$ 2.23 |
| NYM RBOB Gas futures: | | |
| Contract volumes (42,000 gallons) | 22 | 12 |
| Weighted average contract price per gallon | \$ 2.03 | \$ 2.00 |
| Fuel oil futures: | | |
| Contract volumes (1,000 bbls) | 255 | — |
| Weighted average contract price per bbl | \$ 65.90 | \$ — |
| Crude oil options: | | |
| Contract volumes (1,000 bbls) | 50 | 10 |
| Weighted average premium received | \$ 1.34 | \$ 0.31 |
| Financial Statement Impacts | | |

Unrealized gains are subtracted from net income and unrealized losses are added to net income in determining cash flows from operating activities. To the extent that we have fair value hedges outstanding, the offsetting change recorded in the fair value of inventory is also eliminated from net income in determining cash flows from operating activities. Changes in margin deposits necessary to fund unrealized losses also affect cash flows from operating activities.

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The following tables reflect the estimated fair value gain (loss) position of our derivatives at September 30, 2018 and December 31, 2017:

Fair Value of Derivative Assets and Liabilities

| | Unaudited Condensed Consolidated Balance Sheets Location | Fair Value | |
|---|--|--------------------|-------------------|
| | | September 30, 2018 | December 31, 2017 |
| Asset Derivatives: | | | |
| Commodity derivatives - futures and call options (undesignated hedges): | | | |
| Gross amount of recognized assets | Current Assets - Other | \$1,481 | \$ 505 |
| Gross amount offset in the Unaudited Condensed Consolidated Balance Sheets | Current Assets - Other | (1,481) | (505) |
| Net amount of assets presented in the Unaudited Condensed Consolidated Balance Sheets related to commodity derivatives | | \$— | \$ — |
| Natural Gas Swap (undesignated hedge) | | | |
| Commodity derivatives - futures and call options (designated hedges): | | | |
| Gross amount of recognized assets | Current Assets - Other | \$28 | \$ 54 |
| Gross amount offset in the Unaudited Condensed Consolidated Balance Sheets | Current Assets - Other | (28) | (54) |
| Net amount of assets presented in the Unaudited Condensed Consolidated Balance Sheets related to commodity derivatives | | \$— | \$ — |
| Liability Derivatives: | | | |
| Preferred Distribution Rate Reset Election ⁽²⁾ | | | |
| | Other long-term liabilities | (48,572) | (45,209) |
| Natural Gas Swap (undesignated hedge) | Current Liabilities - Accrued Liabilities | (28) | — |
| Commodity derivatives - futures and call options (undesignated hedges): | | | |
| Gross amount of recognized liabilities | Current Assets - Other ⁽¹⁾ | \$(2,879) | \$(1,203) |
| Gross amount offset in the Unaudited Condensed Consolidated Balance Sheets | Current Assets - Other ⁽¹⁾ | 2,660 | 1,203 |
| Net amount of liabilities presented in the Unaudited Condensed Consolidated Balance Sheets related to commodity derivatives | | \$(219) | \$ — |
| Commodity derivatives - futures and call options (designated hedges): | | | |
| Gross amount of recognized liabilities | Current Assets - Other ⁽¹⁾ | \$(230) | \$(863) |
| Gross amount offset in the Unaudited Condensed Consolidated Balance Sheets | Current Assets - Other ⁽¹⁾ | — | 338 |
| Net amount of liabilities presented in the Unaudited Condensed Consolidated Balance Sheets related to commodity derivatives | | \$(230) | \$(525) |

⁽¹⁾ These derivative liabilities have been funded with margin deposits recorded in our Unaudited Condensed Consolidated Balance Sheets under Current Assets - Other.

(2) Refer to Note 10 and Note 16 for additional discussion surrounding the Preferred Distribution Rate Reset Election derivative.

Our accounting policy is to offset derivative assets and liabilities executed with the same counterparty when a master netting arrangement exists. Accordingly, we also offset derivative assets and liabilities with amounts associated with cash margin. Our exchange-traded derivatives are transacted through brokerage accounts and are subject to margin requirements as

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NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

established by the respective exchange. On a daily basis, our account equity (consisting of the sum of our cash balance and the fair value of our open derivatives) is compared to our initial margin requirement resulting in the payment or return of variation margin. As of September 30, 2018, we had a net broker receivable of approximately \$1.2 million (consisting of initial margin of \$2.0 million decreased by \$0.8 million of variation margin). As of December 31, 2017, we had a net broker receivable of approximately \$1.0 million (consisting of initial margin of \$1.3 million decreased by \$0.3 million of variation margin). At September 30, 2018 and December 31, 2017, none of our outstanding derivatives contained credit-risk related contingent features that would result in a material adverse impact to us upon any change in our credit ratings.

Preferred Distribution Rate Reset Election

A derivative feature embedded in a contract that does not meet the definition of a derivative in its entirety must be bifurcated and accounted for separately if the economic characteristics and risks of the embedded derivative are not clearly and closely related to those of the host contract. For a period of 30 days following (i) September 1, 2022 and (ii) each subsequent anniversary thereof, the holders of our preferred units may make a one-time election to reset the quarterly distribution amount (a "Rate Reset Election") to a cash amount per preferred unit equal to the amount that would be payable per quarter if a preferred unit accrued interest on the Issue Price at an annualized rate equal to three-month LIBOR plus 750 basis points; provided, however, that such reset rate shall be equal to 10.75% if (i) such alternative rate is higher than the LIBOR-based rate and (ii) the then market price for our common units is then less than 110% of the Issue Price. The Rate Reset Election of our preferred units represents an embedded derivative that must be bifurcated from the related host contract and recorded at fair value on our Unaudited Condensed Consolidated Balance Sheet. Corresponding changes in fair value are recognized in Other Expense in our Unaudited Condensed Consolidated Statement of Operations. At September 30, 2018, the fair value of this embedded derivative was a liability of \$48.6 million. See [Note 10](#) for additional information regarding our preferred units and the Rate Reset Election.

Effect on Operating Results

| | Unaudited Condensed Consolidated Statements of Operations Location | Amount of Gain (Loss) Recognized in Income | | | |
|--|--|---|-----------|-----------------------|-----------|
| | | Three Months Ended | | Nine Months Ended | |
| | | September 30, 2018 | 2017 | September 30, 2018 | 2017 |
| Commodity derivatives - futures and call options: Contracts designated as hedges under accounting guidance | Onshore facilities and transportation product costs | \$759 | \$(3,399) | \$(2,028) | \$8,433 |
| Contracts not considered hedges under accounting guidance | Onshore facilities and transportation product costs, sodium minerals and sulfur services operating costs | (1,157) | (1,329) | (6,833) | 650 |
| Total commodity derivatives | | \$(398) | \$(4,728) | \$(8,861) | \$9,083 |
| Natural Gas Swap Liability | Sodium minerals and sulfur services operating costs | \$229 | \$— | \$44 | \$— |
| Preferred Distribution Rate Reset Election | Other income (expense) | \$1,826 | \$(2,276) | \$(268) | \$(2,276) |

16. Fair-Value Measurements

We classify financial assets and liabilities into the following three levels based on the inputs used to measure fair value:

- (1) Level 1 fair values are based on observable inputs such as quoted prices in active markets for identical assets and liabilities;
- (2) Level 2 fair values are based on pricing inputs other than quoted prices in active markets for identical assets and liabilities and are either directly or indirectly observable as of the measurement date; and

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NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(3) Level 3 fair values are based on unobservable inputs in which little or no market data exists.

As required by fair value accounting guidance, financial assets and liabilities are classified in their entirety based on the lowest level of input that is significant to the fair value measurement.

Our assessment of the significance of a particular input to the fair value requires judgment and may affect the placement of assets and liabilities within the fair value hierarchy levels.

The following table sets forth by level within the fair value hierarchy our financial assets and liabilities that were accounted for at fair value on a recurring basis as of September 30, 2018 and December 31, 2017.

| Recurring Fair Value Measures | Fair Value at September 30, 2018 | | | Fair Value at December 31, 2017 | | |
|--|-------------------------------------|---------|------------|------------------------------------|---------|-------------|
| | Level 1 | Level 2 | Level 3 | Level 1 | Level 2 | Level 3 |
| Commodity derivatives: | | | | | | |
| Assets | \$1,509 | \$ 170 | \$— | \$559 | \$ | —\$— |
| Liabilities | \$(3,109) | \$(28) | \$— | \$(2,066) | \$ | —\$— |
| Preferred Distribution Rate Reset Election | \$— | \$— | \$(48,572) | \$— | \$ | —\$(45,209) |

Rollforward of Level 3 Fair Value Measurements

The following table provides a reconciliation of changes in fair value at the beginning and ending balances for our derivatives classified as level 3:

| | Nine months ended September 30, 2018 |
|---|---|
| Balance as of December 31, 2017 | \$(45,209) |
| Change in fair value included in earnings | (268) |
| Allocation of Distributions Paid-in-kind | (3,095) |
| Balance as of September 30, 2018 | \$(48,572) |

Our commodity derivatives include exchange-traded futures and exchange-traded options contracts. The fair value of these exchange-traded derivative contracts is based on unadjusted quoted prices in active markets and is, therefore, included in Level 1 of the fair value hierarchy. The fair value of the swaps contracts was determined using market price quotations and a pricing model. The swap contracts were considered a level 2 input in the fair value hierarchy at September 30, 2018.

The fair value of the embedded derivative feature is based on a valuation model that estimates the fair value of our preferred units with and without a Rate Reset Election. This model contains inputs, including our common unit price, a ten year history of the dividend yield, default probabilities and timing estimates which involve management judgment. A significant increase or decrease in the value of these inputs could result in a material change in fair value to this embedded derivative feature. We report unrealized gains and losses associated with this embedded derivative in our Unaudited Condensed Consolidated Statements of Operations as Other income (expense), net.

See Note 15 for additional information on our derivative instruments.

Other Fair Value Measurements

We believe the debt outstanding under our credit facility approximates fair value as the stated rate of interest approximates current market rates of interest for similar instruments with comparable maturities. At September 30,

2018 our senior unsecured notes had a carrying value and fair value of \$2.5 billion compared to \$2.6 billion and \$2.7 billion, respectively, at December 31, 2017. The fair value of the senior unsecured notes is determined based on trade information in the financial markets of our public debt and is considered a Level 2 fair value measurement.

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17. Commitments and Contingencies

We are subject to various environmental laws and regulations. Policies and procedures are in place to aid in monitoring compliance and detecting and addressing releases of crude oil from our pipelines or other facilities and from our mining operations relating to our Alkali Business; however, no assurance can be made that such environmental releases may not substantially affect our business.

We are subject to lawsuits in the normal course of business and examination by tax and other regulatory authorities. We do not expect such matters presently pending to have a material effect on our financial position, results of operations, or cash flows.

In the second quarter of 2017, we recorded a non-cash provision of \$12.6 million (included within onshore facilities and transportation operating costs in our Unaudited Condensed Consolidated Statements of Operations during that period) relating to certain leased railcars no longer in use. As of September 30, 2018, our remaining provision is \$7.5 million, of which \$3.4 million is recorded as current and included in accrued liabilities in our Unaudited Condensed Consolidated Balance Sheet, with the remainder included in other long-term liabilities.

18. Subsequent Events

On August 7, 2018, we granted a third party a time-limited option to acquire certain of our Powder River Basin midstream assets in exchange for an option payment of \$30 million. We classified the property, plant, and equipment related to these assets, in the amount of \$255.5 million, as current assets held for sale on our Unaudited Consolidated Balance Sheet as of September 30, 2018. Additionally, we had \$1.1 million included in accounts receivable and \$2.7 million included in current liabilities in the Unaudited Consolidated Balance Sheet as of September 30, 2018 related to these assets.

On October 11, 2018, we completed the divestiture of our Powder River Basin midstream assets and received total net proceeds of approximately \$300 million inclusive of the \$30 million option payment.

19. Condensed Consolidating Financial Information

Our \$2.5 billion aggregate principal amount of senior unsecured notes co-issued by Genesis Energy, L.P. and Genesis Energy Finance Corporation are fully and unconditionally guaranteed jointly and severally by all of Genesis Energy, L.P.'s current and future 100% owned domestic subsidiaries, except Genesis Free State Pipeline, LLC, Genesis NEJD Pipeline, LLC and certain other minor subsidiaries. Genesis NEJD Pipeline, LLC is 100% owned by Genesis Energy, L.P., the parent company. The remaining non-guarantor subsidiaries are owned by Genesis Crude Oil, L.P., a guarantor subsidiary. Genesis Energy Finance Corporation has no independent assets or operations. See Note 9 for additional information regarding our consolidated debt obligations.

The following is condensed consolidating financial information for Genesis Energy, L.P., the guarantor subsidiaries and the non-guarantor subsidiaries.

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GENESIS ENERGY, L.P.

NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

Unaudited Condensed Consolidating Balance Sheet

September 30, 2018

| | Genesis Energy, L.P. (Parent and Co-Issuer) | Genesis Energy Company (Co-Issuer) | Guarantor Subsidiaries | Non-Guarantor Subsidiaries | Eliminations | Genesis Energy, L.P. Consolidated |
|--|---|---|---------------------------|-------------------------------|---------------|---|
| ASSETS | | | | | | |
| Current assets: | | | | | | |
| Cash and cash equivalents | \$6 | \$ | —\$9,114 | \$ 2,758 | \$— | \$ 11,878 |
| Other current assets | 75 | — | 737,367 | 12,152 | (48) | 749,546 |
| Total current assets | 81 | — | 746,481 | 14,910 | (48) | 761,424 |
| Fixed assets, at cost | — | — | 5,328,399 | 77,585 | — | 5,405,984 |
| Less: Accumulated depreciation | — | — | (854,241) | (28,592) | — | (882,833) |
| Net fixed assets | — | — | 4,474,158 | 48,993 | — | 4,523,151 |
| Mineral Leaseholds | — | — | 561,593 | — | — | 561,593 |
| Goodwill | — | — | 325,046 | — | — | 325,046 |
| Other assets, net | 11,574 | — | 440,330 | 119,979 | (164,397) | 407,486 |
| Advances to affiliates | 3,626,049 | — | — | 97,840 | (3,723,889) | — |
| Equity investees | — | — | 356,468 | — | — | 356,468 |
| Investments in subsidiaries | 2,691,191 | — | 80,157 | — | (2,771,348) | — |
| Total assets | \$6,328,895 | \$ | —\$6,984,233 | \$ 281,722 | \$(6,659,682) | \$6,935,168 |
| LIABILITIES AND CAPITAL | | | | | | |
| Current liabilities | \$55,001 | \$ | —\$369,890 | \$ 5,352 | \$(237) | \$430,006 |
| Senior secured credit facility | 1,220,700 | — | — | — | — | 1,220,700 |
| Senior unsecured notes | 2,460,486 | — | — | — | — | 2,460,486 |
| Deferred tax liabilities | — | — | 12,293 | — | — | 12,293 |
| Advances from affiliates | — | — | 3,723,793 | — | (3,723,793) | — |
| Other liabilities | 48,572 | — | 193,480 | 198,025 | (164,254) | 275,823 |
| Total liabilities | 3,784,759 | — | 4,299,456 | 203,377 | (3,888,284) | 4,399,308 |
| Mezzanine Capital: | | | | | | |
| Class A Convertible Preferred Units | 744,727 | — | — | — | — | 744,727 |
| Partners' capital, common units | 1,799,409 | — | 2,685,381 | 86,017 | (2,771,398) | 1,799,409 |
| Accumulated other comprehensive loss ⁽¹⁾ | — | — | (604) | — | — | (604) |
| Noncontrolling interests | — | — | — | (7,672) | — | (7,672) |
| Total liabilities, mezzanine capital and partners' capital | \$6,328,895 | \$ | —\$6,984,233 | \$ 281,722 | \$(6,659,682) | \$6,935,168 |

⁽¹⁾The entire balance and activity within Accumulated Other Comprehensive Income is related to our pension held within our Guarantor Subsidiaries.

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GENESIS ENERGY, L.P.

NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

Unaudited Condensed Consolidating Balance Sheet

December 31, 2017

| | Genesis Energy, L.P. (Parent and Co-Issuer) | Genesis Energy Company (Co-Issuer) | Guarantor Subsidiaries | Non-Guarantor Subsidiaries | Eliminations | Genesis Energy, L.P. Consolidated |
|--|---|---|---------------------------|-------------------------------|---------------|---|
| ASSETS | | | | | | |
| Current assets: | | | | | | |
| Cash and cash equivalents | \$6 | \$ | —\$8,340 | \$ 695 | \$— | \$9,041 |
| Other current assets | 50 | — | 614,682 | 12,316 | (56) | 626,992 |
| Total current assets | 56 | — | 623,022 | 13,011 | (56) | 636,033 |
| Fixed assets, at cost | — | — | 5,523,431 | 77,584 | — | 5,601,015 |
| Less: Accumulated depreciation | — | — | (708,269) | (26,717) | — | (734,986) |
| Net fixed assets | — | — | 4,815,162 | 50,867 | — | 4,866,029 |
| Mineral Leaseholds | — | — | 564,506 | — | — | 564,506 |
| Goodwill | — | — | 325,046 | — | — | 325,046 |
| Other assets, net | 14,083 | — | 378,371 | 126,300 | (154,437) | 364,317 |
| Advances to affiliates | 3,808,712 | — | — | 85,423 | (3,894,135) | — |
| Equity investees and other investments | — | — | 381,550 | — | — | 381,550 |
| Investments in subsidiaries | 2,689,861 | — | 82,616 | — | (2,772,477) | — |
| Total assets | \$6,512,712 | \$ | —\$7,170,273 | \$ 275,601 | \$(6,821,105) | \$7,137,481 |
| LIABILITIES AND CAPITAL | | | | | | |
| Current liabilities | \$46,086 | \$ | —\$399,017 | \$ 11,417 | \$(256) | \$456,264 |
| Senior secured credit facilities | 1,099,200 | — | — | — | — | 1,099,200 |
| Senior unsecured notes | 2,598,918 | — | — | — | — | 2,598,918 |
| Deferred tax liabilities | — | — | 11,913 | — | — | 11,913 |
| Advances from affiliates | — | — | 3,894,027 | — | (3,894,027) | — |
| Other liabilities | 45,210 | — | 182,414 | 183,237 | (154,290) | 256,571 |
| Total liabilities | 3,789,414 | — | 4,487,371 | 194,654 | (4,048,573) | 4,422,866 |
| Mezzanine Capital: | | | | | | |
| Class A Convertible Preferred Units | 697,151 | — | — | — | — | 697,151 |
| Partners' capital, common units | 2,026,147 | — | 2,683,506 | 89,026 | (2,772,532) | 2,026,147 |
| Accumulated other comprehensive loss ⁽¹⁾ | — | — | (604) | — | — | (604) |
| Noncontrolling interests | — | — | — | (8,079) | — | (8,079) |
| Total liabilities, mezzanine capital and partners' capital | \$6,512,712 | \$ | —\$7,170,273 | \$ 275,601 | \$(6,821,105) | \$7,137,481 |

⁽¹⁾The entire balance and activity within Accumulated Other Comprehensive Income is related to our pension plan held within our Guarantor Subsidiaries.

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GENESIS ENERGY, L.P.

NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

Unaudited Condensed Consolidating Statement of Operations

Three Months Ended September 30, 2018

| | Genesis Energy, L.P. (Parent and Co-Issuer) | Genesis Energy Finance Corporation (Co-Issuer) | Guarantor Subsidiaries | Non-Guarantor Subsidiaries | Eliminations | Genesis Energy, L.P. Consolidated |
|--|--|---|---------------------------|-------------------------------|--------------|--|
| REVENUES: | | | | | | |
| Offshore pipeline transportation services | \$ — | \$ — | —\$ 70,115 | \$ — | \$ — | \$ 70,115 |
| Sodium minerals and sulfur services | — | — | 290,837 | 2,922 | (2,037) | 291,722 |
| Marine transportation | — | — | 56,296 | — | — | 56,296 |
| Onshore facilities and transportation | — | — | 322,275 | 4,870 | — | 327,145 |
| Total revenues | — | — | 739,523 | 7,792 | (2,037) | 745,278 |
| COSTS AND EXPENSES: | | | | | | |
| Onshore facilities and transportation costs | — | — | 294,969 | 287 | — | 295,256 |
| Marine transportation costs | — | — | 44,195 | — | — | 44,195 |
| Sodium minerals and sulfur services operating costs | — | — | 228,721 | 2,520 | (2,037) | 229,204 |
| Offshore pipeline transportation operating costs | — | — | 17,217 | 536 | — | 17,753 |
| General and administrative | — | — | 24,209 | — | — | 24,209 |
| Depreciation, depletion and amortization | — | — | 85,229 | 6,647 | — | 91,876 |
| Gain on sale of assets | — | — | (3,363) | — | — | (3,363) |
| Total costs and expenses | — | — | 691,177 | 9,990 | (2,037) | 699,130 |
| OPERATING INCOME | — | — | 48,346 | (2,198) | — | 46,148 |
| Equity in earnings of subsidiaries | 57,078 | — | (4,047) | — | (53,031) | — |
| Equity in earnings of equity investees | — | — | 9,492 | — | — | 9,492 |
| Interest (expense) income, net | (59,229) | — | 3,683 | (3,273) | — | (58,819) |
| Other income | 1,828 | — | — | — | — | 1,828 |
| Income before income taxes | (323) | — | 57,474 | (5,471) | (53,031) | (1,351) |
| Income tax benefit (expense) | — | — | (383) | 100 | — | (283) |
| NET INCOME (LOSS) | (323) | — | 57,091 | (5,371) | (53,031) | (1,634) |
| Net loss attributable to noncontrolling interest | — | — | — | 1,311 | — | 1,311 |
| NET INCOME (LOSS) ATTRIBUTABLE TO GENESIS ENERGY, L.P. | \$ (323) | \$ — | —\$ 57,091 | \$ (4,060) | \$ (53,031) | \$ (323) |
| Less: Accumulated distributions attributable to Class A Convertible Preferred Units | \$ (17,635) | \$ — | —\$ — | \$ — | \$ — | \$ (17,635) |
| NET INCOME (LOSS) AVAILABLE TO COMMON UNIT HOLDERS | \$ (17,958) | \$ — | —\$ 57,091 | \$ (4,060) | \$ (53,031) | \$ (17,958) |

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GENESIS ENERGY, L.P.

NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

Unaudited Condensed Consolidating Statement of Operations

Three Months Ended September 30, 2017

| | Genesis Energy, L.P. (Parent and Co-Issuer) | Genesis Energy Financing Corporation (Co-Issuer) | Guarantor Subsidiaries | Non-Guarantor Subsidiaries | Eliminations | Genesis Energy, L.P. Consolidated |
|--|---|--|---------------------------|-------------------------------|--------------|--|
| REVENUES: | | | | | | |
| Offshore pipeline transportation services | \$ — | \$ — | \$ 80,671 | | \$ — | \$ 80,671 |
| Sodium minerals and sulfur services | — | — | 109,292 | 2,069 | (1,596) | 109,765 |
| Marine transportation | — | — | 48,534 | — | — | 48,534 |
| Onshore facilities and transportation | — | — | 242,547 | 4,597 | — | 247,144 |
| Total revenues | — | — | 481,044 | 6,666 | (1,596) | 486,114 |
| COSTS AND EXPENSES: | | | | | | |
| Onshore facilities and transportation costs | — | — | 225,716 | 313 | — | 226,029 |
| Marine transportation costs | — | — | 35,789 | — | — | 35,789 |
| Sodium minerals and sulfur services operating costs | — | — | 78,869 | 2,092 | (1,596) | 79,365 |
| Offshore pipeline transportation operating costs | — | — | 17,928 | 762 | — | 18,690 |
| General and administrative | — | — | 19,409 | — | — | 19,409 |
| Depreciation, depletion and amortization | — | — | 63,107 | 625 | — | 63,732 |
| Gain on sale of assets | — | — | — | — | — | — |
| Total costs and expenses | — | — | 440,818 | 3,792 | (1,596) | 443,014 |
| OPERATING INCOME | — | — | 40,226 | 2,874 | — | 43,100 |
| Equity in earnings of subsidiaries | 55,971 | — | (388) | — | (55,583) | — |
| Equity in earnings of equity investees | — | — | 13,044 | — | — | 13,044 |
| Interest (expense) income, net | (47,383) | — | 3,450 | (3,455) | — | (47,388) |
| Other expense | (2,276) | — | — | — | — | (2,276) |
| Income before income taxes | 6,312 | — | 56,332 | (581) | (55,583) | 6,480 |
| Income tax benefit (expense) | — | — | (322) | 2 | — | (320) |
| NET INCOME (LOSS) | 6,312 | — | 56,010 | (579) | (55,583) | 6,160 |
| Net loss attributable to noncontrolling interest | — | — | — | 152 | — | 152 |
| NET INCOME (LOSS) ATTRIBUTABLE TO GENESIS ENERGY, L.P. | \$ 6,312 | \$ — | \$ 56,010 | \$ (427) | \$ (55,583) | \$ 6,312 |
| Less: Accumulated distributions attributable to Class A Convertible Preferred Units | (5,469) | — | — | — | — | (5,469) |
| NET INCOME (LOSS) AVAILABLE TO COMMON UNIT HOLDERS | \$ 843 | \$ — | \$ 56,010 | \$ (427) | \$ (55,583) | \$ 843 |

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GENESIS ENERGY, L.P.

NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

Unaudited Condensed Consolidating Statement of Operations

Nine Months Ended September 30, 2018

| | Genesis Energy, L.P. (Parent and Co-Issuer) | Genesis Energy Finance Corporation (Co-Issuer) | Guarantor Subsidiaries | Non-Guarantor Subsidiaries | Eliminations | Genesis Energy, L.P. Consolidated |
|---|--|---|---------------------------|-------------------------------|--------------|--|
| REVENUES: | | | | | | |
| Offshore pipeline transportation services | \$ — | \$ — | —\$213,344 | \$ — | \$ — | \$ 213,344 |
| Sodium minerals and sulfur services | — | — | 873,863 | 9,056 | (6,406) | 876,513 |
| Marine transportation | — | — | 161,410 | — | — | 161,410 |
| Onshore facilities and transportation | — | — | 957,618 | 14,589 | — | 972,207 |
| Total revenues | — | — | 2,206,235 | 23,645 | (6,406) | 2,223,474 |
| COSTS AND EXPENSES: | | | | | | |
| Onshore facilities and transportation costs | — | — | 900,638 | 836 | — | 901,474 |
| Marine transportation costs | — | — | 126,259 | — | — | 126,259 |
| Sodium minerals and sulfur services operating costs | — | — | 683,989 | 7,636 | (6,406) | 685,219 |
| Offshore pipeline transportation operating costs | — | — | 51,688 | 1,845 | — | 53,533 |
| General and administrative | — | — | 49,412 | — | — | 49,412 |
| Depreciation, depletion and amortization | — | — | 236,914 | 7,897 | — | 244,811 |
| Gain on sale of assets | — | — | (3,363) | — | — | (3,363) |
| Total costs and expenses | — | — | 2,045,537 | 18,214 | (6,406) | 2,057,345 |
| OPERATING INCOME | — | — | 160,698 | 5,431 | — | 166,129 |
| Equity in earnings of subsidiaries | 196,103 | — | (2,518) | — | (193,585) | — |
| Equity in earnings of equity investees | — | — | 28,388 | — | — | 28,388 |
| Interest (expense) income, net | (173,791) | — | 10,887 | (9,960) | — | (172,864) |
| Other expense | (3,604) | — | — | — | — | (3,604) |
| Income before income taxes | 18,708 | — | 197,455 | (4,529) | (193,585) | 18,049 |
| Income tax benefit (expense) | — | — | (1,238) | 324 | — | (914) |
| NET INCOME (LOSS) | 18,708 | — | 196,217 | (4,205) | (193,585) | 17,135 |
| Net loss attributable to noncontrolling interest | — | — | — | 1,573 | — | 1,573 |
| NET INCOME (LOSS) ATTRIBUTABLE TO GENESIS ENERGY, L.P. | \$ 18,708 | \$ — | —\$196,217 | \$ (2,632) | \$(193,585) | \$ 18,708 |
| Less: Accumulated distributions attributable to Class A Convertible Preferred Units | (51,780) | — | — | — | — | \$(51,780) |
| NET INCOME (LOSS) AVAILABLE TO COMMON UNIT HOLDERS | \$(33,072) | \$ — | —\$196,217 | \$ (2,632) | \$(193,585) | \$(33,072) |

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GENESIS ENERGY, L.P.

NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

Unaudited Condensed Consolidating Statement of Operations

Nine Months Ended September 30, 2017

| | Genesis Energy, L.P. (Parent and Co-Issuer) | Genesis Energy Financial Guarantor Corporation (Co-Issuer) | Guarantor Subsidiaries | Non-Guarantor Subsidiaries | Eliminations | Genesis Energy, L.P. Consolidated |
|---|--|---|------------------------|----------------------------|--------------|--------------------------------------|
| REVENUES: | | | | | | |
| Offshore pipeline transportation services | \$ — | \$ — | — | \$243,437 | \$ — | \$ 243,437 |
| Sodium minerals and sulfur services | — | — | 197,321 | 5,968 | (5,410) | 197,879 |
| Marine transportation | — | — | 152,038 | — | — | 152,038 |
| Onshore facilities and transportation | — | — | 700,908 | 14,066 | — | 714,974 |
| Total revenues | — | — | 1,293,704 | 20,034 | (5,410) | 1,308,328 |
| COSTS AND EXPENSES: | | | | | | |
| Onshore facilities and transportation costs | — | — | 661,842 | 853 | — | 662,695 |
| Marine transportation costs | — | — | 111,980 | — | — | 111,980 |
| Sodium minerals and sulfur services operating costs | — | — | 132,608 | 6,137 | (5,410) | 133,335 |
| Offshore pipeline transportation operating costs | — | — | 52,396 | 2,286 | — | 54,682 |
| General and administrative | — | — | 38,723 | — | — | 38,723 |
| Depreciation, depletion and amortization | — | — | 174,578 | 1,875 | — | 176,453 |
| Gain on sale of assets | — | — | (26,684) | — | — | (26,684) |
| Total costs and expenses | — | — | 1,145,443 | 11,151 | (5,410) | 1,151,184 |
| OPERATING INCOME | — | — | 148,261 | 8,883 | — | 157,144 |
| Equity in earnings of subsidiaries | 191,471 | — | (1,033) | — | (190,438) | — |
| Equity in earnings of equity investees | — | — | 34,805 | — | — | 34,805 |
| Interest (expense) income, net | (122,060) | — | 10,436 | (10,493) | — | (122,117) |
| Other expense | (2,276) | — | — | — | — | (2,276) |
| Income before income taxes | 67,135 | — | 192,469 | (1,610) | (190,438) | 67,556 |
| Income tax (expense) benefit | — | — | (880) | 2 | — | (878) |
| NET INCOME (LOSS) | 67,135 | — | 191,589 | (1,608) | (190,438) | 66,678 |
| Net loss attributable to noncontrolling interest | — | — | — | 457 | — | 457 |
| NET INCOME (LOSS) ATTRIBUTABLE TO GENESIS ENERGY, L.P. | \$ 67,135 | \$ — | — | — | — | \$ 67,135 |
| Less: Accumulated distributions attributable to Class A Convertible Preferred Units | (5,469) | — | — | — | — | (5,469) |
| NET INCOME (LOSS) AVAILABLE TO COMMON UNIT HOLDERS | \$ 61,666 | \$ — | — | — | — | \$ 61,666 |

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GENESIS ENERGY, L.P.

NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

Unaudited Condensed Consolidating Statement of Cash Flows

Nine Months Ended September 30, 2018

| | Genesis Energy, L.P. (Parent and Co-Issuer) | Genesis Energy Financial Corporation (Co-Issuer) | Guarantor Subsidiaries | Non-Guarantor Subsidiaries | Eliminations | Genesis Energy, L.P. Consolidated |
|--|--|---|------------------------|----------------------------|--------------|--------------------------------------|
| Net cash provided by operating activities | \$ 32,474 | \$ — | —\$448,273 | \$ 2,587 | \$(175,770) | \$ 307,564 |
| CASH FLOWS FROM INVESTING ACTIVITIES: | | | | | | |
| Payments to acquire fixed and intangible assets | — | — | (152,868) | — | — | (152,868) |
| Cash distributions received from equity investees - return of investment | — | — | 26,042 | — | — | 26,042 |
| Investments in equity investees | — | — | (2,960) | — | — | (2,960) |
| Intercompany transfers | 182,662 | — | — | — | (182,662) | — |
| Repayments on loan to non-guarantor subsidiary | — | — | 5,541 | — | (5,541) | — |
| Proceeds from asset sales | — | — | 36,859 | — | — | 36,859 |
| Net cash used in investing activities | 182,662 | — | (87,386) | — | (188,203) | (92,927) |
| CASH FLOWS FROM FINANCING ACTIVITIES: | | | | | | |
| Borrowings on senior secured credit facility | 759,800 | — | — | — | — | 759,800 |
| Repayments on senior secured credit facility | (638,300) | — | — | — | — | (638,300) |
| Repayment of senior unsecured notes | (145,170) | — | — | — | — | (145,170) |
| Debt issuance costs | (242) | — | — | — | — | (242) |
| Intercompany transfers | — | — | (170,245) | (12,417) | 182,662 | — |
| Distributions to common unitholders | (191,224) | — | (191,224) | — | 191,224 | (191,224) |
| Contributions from noncontrolling interest | — | — | — | 1,980 | — | 1,980 |
| Other, net | — | — | 1,356 | 9,913 | (9,913) | 1,356 |
| Net cash used in financing activities | (215,136) | — | (360,113) | (524) | 363,973 | (211,800) |
| Net increase in cash and cash equivalents | — | — | 774 | 2,063 | — | 2,837 |
| Cash and cash equivalents at beginning of period | 6 | — | 8,340 | 695 | — | 9,041 |
| Cash and cash equivalents at end of period | \$ 6 | \$ — | —\$9,114 | \$ 2,758 | \$ — | \$ 11,878 |

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GENESIS ENERGY, L.P.

NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

Unaudited Condensed Consolidating Statement of Cash Flows

Nine Months Ended September 30, 2017

| | Genesis Energy, L.P. (Parent and Co-Issuer) | Genesis Energy Financial Corporation (Co-Issuer) | Guarantor Subsidiaries | Non-Guarantor Subsidiaries | Eliminations | Genesis Energy, L.P. Consolidated |
|--|---|--|------------------------|----------------------------|---------------|-----------------------------------|
| Net cash provided by (used in) operating activities | \$ 142,721 | \$ — | —\$ 322,309 | \$ (8,346) | \$ (250,294) | \$ 206,390 |
| CASH FLOWS FROM INVESTING ACTIVITIES: | | | | | | |
| Payments to acquire fixed and intangible assets | — | — | (182,653) | — | — | (182,653) |
| Cash distributions received from equity investees - return of investment | — | — | 25,917 | — | — | 25,917 |
| Investments in equity investees | (140,513) | — | — | — | 140,513 | — |
| Acquisitions | — | — | (1,325,759) | — | — | (1,325,759) |
| Intercompany transfers | (1,238,585) | — | — | — | 1,238,585 | — |
| Repayments on loan to non-guarantor subsidiary | — | — | (159) | — | 159 | — |
| Contributions in aid of construction costs | — | — | 124 | — | — | 124 |
| Proceeds from asset sales | — | — | 39,204 | — | — | 39,204 |
| Net cash used in investing activities | (1,379,098) | — | (1,443,326) | — | 1,379,257 | (1,443,167) |
| CASH FLOWS FROM FINANCING ACTIVITIES: | | | | | | |
| Borrowings on senior secured credit facility | 1,247,700 | — | — | — | — | 1,247,700 |
| Repayments on senior secured credit facility | (1,153,400) | — | — | — | — | (1,153,400) |
| Proceeds from issuance of senior unsecured notes | 550,000 | — | — | — | — | 550,000 |
| Proceeds from issuance of Class A convertible preferred units, net | 729,958 | — | — | — | — | 729,958 |
| Debt issuance costs | (17,808) | — | — | — | — | (17,808) |
| Intercompany transfers | — | — | 1,242,475 | (3,890) | (1,238,585) | — |
| Issuance of common units for cash, net | 140,513 | — | 140,513 | — | (140,513) | 140,513 |
| Distributions to common unitholders | (260,586) | — | (260,586) | — | 260,586 | (260,586) |
| Contributions from noncontrolling interest | — | — | — | 1,850 | — | 1,850 |
| Other, net | — | — | 1,215 | 10,451 | (10,451) | 1,215 |
| Net cash provided by financing activities | 1,236,377 | — | 1,123,617 | 8,411 | (1,128,963) | 1,239,442 |
| Net increase in cash and cash equivalents | — | — | 2,600 | 65 | — | 2,665 |
| Cash and cash equivalents at beginning of period | 6 | — | 6,360 | 663 | — | 7,029 |
| Cash and cash equivalents at end of period | \$ 6 | \$ — | —\$ 8,960 | \$ 728 | \$ — | \$ 9,694 |

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Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

The following information should be read in conjunction with our Unaudited Condensed Consolidated Financial Statements and accompanying notes included in this Quarterly Report on Form 10-Q. The following information and such Unaudited Condensed Consolidated Financial Statements should also be read in conjunction with the audited financial statements and related notes, together with our discussion and analysis of financial position and results of operations, included in our Annual Report on Form 10-K for the year ended December 31, 2017.

Included in Management's Discussion and Analysis are the following sections:

Overview

Results of Operations

Liquidity and Capital Resources

Non-GAAP Financial Measures

Commitments and Off-Balance Sheet Arrangements

Forward Looking Statements

Overview

On September 1, 2017, we completed the \$1.325 billion acquisition of our trona and trona-based exploring, mining, processing, producing, marketing and selling business (our "Alkali Business"). Our Alkali Business is the largest producer in the world of natural soda ash. We funded that acquisition and the related transaction costs with proceeds from a \$750 million private placement of our preferred units, a \$550 million public offering of notes, our revolving credit facility, and cash on hand.

On August 7, 2018, we granted a third party a time-limited option to acquire our Powder River Basin midstream assets in exchange for an option payment of \$30 million. On October 11, 2018, we completed the sale and received total net proceeds of approximately \$300 million, inclusive of the \$30 million option payment.

We reported net loss attributable to Genesis Energy, L.P. of \$0.3 million during the three months ended September 30, 2018 ("2018 Quarter") compared to net income attributable to Genesis Energy, L.P. of \$6.3 million during the three months ended September 30, 2017 ("2017 Quarter"). The 2018 Quarter included three months of contribution related to our Alkali Business that we acquired on September 1, 2017, which contributed to our overall \$36.7 million increase to segment margin during the 2018 Quarter relative to the 2017 Quarter. Additionally, we had a gain on sale of assets of \$3.4 million and an increase in other income (expense) of approximately \$4.1 million primarily due to the valuation of the embedded derivative associated with our convertible preferred units. Net income was negatively impacted in the 2018 Quarter by an increase in interest and depreciation expense, primarily driven by our acquisition of our Alkali Business, an increase in general and administrative costs during the 2018 Quarter relative to the 2017 Quarter by approximately \$4.8 million, and a decrease in equity in earnings of equity investees of approximately \$3.6 million. Cash flow from operating activities was \$156.7 million for the 2018 Quarter compared to \$30.1 million for the 2017 Quarter. The increase in cash flows from operating activities for the 2018 Quarter was primarily driven by positive working capital effects during the period and an increase in our reported segment margin during the 2018 Quarter. Available Cash before Reserves (as defined below in "Non-GAAP Financial Measures") was \$112.7 million for the 2018 Quarter, an increase of \$21.6 million, or 23.8%, from the 2017 Quarter. See "Non-GAAP Financial Measures" below for additional information on Available Cash before Reserves and Segment Margin.

Segment Margin (as defined below in "Non-GAAP Financial Measures") was \$183.2 million for the 2018 Quarter, an increase of \$36.7 million, or 25%, from the 2017 Quarter. A more detailed discussion of our segment results and other costs is included below in "Results of Operations".

Distribution

In October 2018, we declared our quarterly distribution to our common unitholders of \$0.54 per unit related to the 2018 Quarter.

With respect to our preferred units, we have declared a PIK of the quarterly distribution, which will result in the issuance of an additional approximately 523,132 preferred units. This PIK amount equates to a distribution of \$0.7374 per preferred unit for the 2018 Quarter, or \$2.9496 annualized. These distributions will be payable in November 2018 to unitholders holders of record at the close of business on October 31, 2018.

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Results of Operations

Revenues and Costs and Expenses

Our revenues for the 2018 Quarter increased \$259.2 million, or 53%, from the 2017 Quarter. In addition, our total costs and expenses as presented on the Unaudited Statements of Operations (excluding the gain on sale of assets) increased \$259.5 million, or 59%, between those two periods. These increases are primarily attributable to the effects of three months of contribution by our Alkali Business during the 2018 Quarter compared to one month of contribution during the 2017 Quarter, along with the increase in crude oil prices during the 2018 Quarter that proportionately impact our revenues and cost of sales. Excluding the effects of our Alkali Business, operating income for the 2018 Quarter would have increased by \$1.1 million compared to the 2017 Quarter.

The addition of our Alkali Business resulted in a large increase in revenues and costs relative to the 2017 Quarter (which are reflected in our sodium minerals and sulfur services segment). Those increases are principally derived from mining trona ore and processing the entrained mineral sodium carbonate, also known as naturally occurring soda ash. Natural soda ash has significant cost advantages over synthetically produced soda ash. We believe that significant cost advantage will exist for the foreseeable future. Natural soda ash accounts for only about 25% of the world's production; thus, we believe we should be able to somewhat mitigate the effects of market specific factors (e.g., changes in sales prices for our products, our operating costs, and other economic considerations) on Net Income, Available Cash before Reserves, and Segment Margin in the soda ash market in which we operate.

In addition to our Alkali Business, we continue to operate in our other legacy businesses including - (i) our offshore Gulf of Mexico crude oil and natural gas pipeline transportation and handling operations, focusing on integrated and large independent energy companies who make intensive capital investments (often in excess of billions of dollars) to develop numerous large reservoir, long-lived crude oil and natural gas properties; and (ii) our onshore-based refinery-centric operations located primarily in the Gulf Coast region of the U.S., which focus on providing a suite of services primarily to refiners. Refiners are the shippers of approximately 80% of the volumes transported on our onshore crude pipelines, and refiners contract for over 80% of the use of our inland barges, which are used primarily to transport intermediate refined products (not crude oil) between refining complexes. The shippers on our offshore pipelines are mostly integrated and large independent energy companies whose production is ideally suited for the vast majority of refineries along the Gulf Coast, unlike the lighter crude oil and condensates produced from numerous onshore shale plays. Their large-reservoir properties and the related pipelines and other infrastructure needed to develop them are capital intensive and yet, we believe, economically viable, in most cases, even in relatively low commodity price environments. Given these facts, we do not expect changes in commodity prices to impact our Net Income, Available Cash before Reserves or Segment Margin derived from our offshore Gulf of Mexico crude oil and natural gas pipeline transportation and handling operations in the same manner in which they impact our revenues and costs derived from the purchase and sale of crude oil and petroleum products.

A substantial portion of our revenues and costs are derived from the purchase and sale of crude oil and petroleum products through our onshore facilities and transportation segment. The increase in our revenues and costs in this segment between the 2018 Quarter and the 2017 Quarter is primarily attributable to increases in crude oil and petroleum product prices and sales volumes as discussed further below. Nevertheless, generally we do not expect fluctuations in prices for crude oil and natural gas to materially affect our Net Income, Available Cash before Reserves or Segment Margin to the same extent they affect our revenues and costs. We have limited our direct commodity price exposure related to crude oil and petroleum products through the broad use of fee-based service contracts, back-to-back purchase and sale arrangements, and hedges. As a result, changes in the price of crude oil would proportionately impact both our revenues and our costs, with a disproportionately smaller net impact on our Segment Margin. However, due to the indirect exposure to changes in prices discussed above, the factors addressed in our onshore facilities and transportation segment discussion above, and the fact that crude oil prices have remained low for an extended period of time as compared to the five-year period before 2015, we are reasonably hopeful that we have reached a bottom in our crude oil and petroleum product sales volumes.

As discussed throughout this document and throughout our Annual Report on Form 10-K, we have some indirect exposure to certain changes in prices for crude oil and petroleum products, particularly if they are significant and extended. We tend to experience more demand for certain of our services when prices increase significantly over extended periods of time, and we tend to experience less demand for certain of our services when prices decrease significantly over extended periods of time. For additional information regarding certain of our indirect exposure to commodity prices, see our segment-by-segment analysis below and the section of our Annual Report entitled “Risks Related to Our Business.”

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Prices of crude oil have increased since the 2017 Quarter. The average closing prices for West Texas Intermediate crude oil on the New York Mercantile Exchange ("NYMEX") increased 44.3% to \$69.55 per barrel in the 2018 Quarter, as compared to \$48.21 per barrel in the 2017 Quarter. We would expect changes in crude oil prices to continue to proportionately affect our revenues and costs attributable to our purchase and sale of crude oil and petroleum products, producing minimal direct impact on Segment Margin from those operations.

Additionally, changes in certain of our operating costs between the respective quarters, such as those associated with our sodium minerals and sulfur services, offshore pipeline and marine transportation segments, are not correlated with crude oil prices. We discuss certain of those costs in further detail below in our segment-by-segment analysis.

Segment Margin

The contribution of each of our segments to total Segment Margin in the three and nine months ended September 30, 2018 and September 30, 2017 was as follows:

| | Three Months Ended | | Nine Months Ended | |
|---------------------------------------|--------------------|-----------|-------------------|-----------|
| | September 30, | | September 30, | |
| | 2018 | 2017 | 2018 | 2017 |
| | (in thousands) | | (in thousands) | |
| Offshore pipeline transportation | 70,963 | 78,228 | \$215,738 | \$243,528 |
| Sodium minerals and sulfur services | 63,942 | 30,031 | 192,875 | 63,864 |
| Onshore facilities and transportation | 36,189 | 25,606 | 83,622 | 71,999 |
| Marine transportation | 12,113 | 12,649 | 35,066 | 39,768 |
| Total Segment Margin | \$183,207 | \$146,514 | \$527,301 | \$419,159 |

We define Segment Margin as revenues less product costs, operating expenses, and segment general and administrative expenses, after eliminating gain or loss on sale of assets, plus or minus applicable Select Items.

Although we do not necessarily consider all of our Select Items to be non-recurring, infrequent or unusual, we believe that an understanding of these Select Items is important to the evaluation of our core operating results. See "Non-GAAP Financial Measures" for further discussion surrounding total Segment Margin.

A reconciliation of total Segment Margin to net income for the periods presented is as follows:

| | Three Months Ended | | Nine Months Ended | |
|---|--------------------|-----------|-------------------|------------|
| | September 30, | | September 30, | |
| | 2018 | 2017 | 2018 | 2017 |
| Total Segment Margin | \$183,207 | \$146,514 | \$527,301 | \$419,159 |
| Corporate general and administrative expenses | (23,760) | (18,230) | (47,686) | (33,694) |
| Depreciation, depletion, amortization and accretion | (94,522) | (66,436) | (252,392) | (184,213) |
| Interest expense | (58,819) | (47,388) | (172,864) | (122,117) |
| Adjustment to exclude distributable cash generated by equity investees not included in income and include equity in investees net income ⁽¹⁾ | (7,552) | (7,136) | (26,646) | (25,566) |
| Other non-cash items | (999) | (4,788) | (7,774) | (6,218) |
| Cash payments from direct financing leases in excess of earnings | (1,931) | (1,751) | (5,654) | (5,127) |
| Gain on sale of assets | 3,363 | — | 3,363 | 26,684 |
| Non-cash provision for leased items no longer in use | 181 | — | 42 | (12,589) |
| Differences in timing of cash receipts for certain contractual arrangements ⁽²⁾ | 792 | 5,847 | 5,271 | 11,694 |
| Loss on debt extinguishment | — | — | (3,339) | — |
| Income tax expense | (283) | (320) | (914) | (878) |
| Net income (loss) attributable to Genesis Energy, L.P. | \$(323) | \$6,312 | \$18,708 | \$67,135 |

(1) Includes distributions attributable to the quarter and received during or promptly following such quarter.

(2) Includes the difference in timing of cash receipts from customers during the period and the revenue we recognize in accordance with GAAP on our related contracts.

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Offshore Pipeline Transportation Segment

Operating results and volumetric data for our offshore pipeline transportation segment are presented below:

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|--|----------------------------------|-----------|---------------------------------|-----------|
| | 2018 | 2017 | 2018 | 2017 |
| | (in thousands) | | (in thousands) | |
| Offshore crude oil pipeline revenue, excluding non-cash revenues | \$60,888 | \$67,506 | \$181,968 | \$204,585 |
| Offshore natural gas pipeline revenue, excluding non-cash revenues | 10,721 | 13,164 | 35,405 | 38,852 |
| Offshore pipeline operating costs, excluding non-cash expenses | (13,828) | (15,979) | (44,631) | (46,859) |
| Distributions from equity investments ⁽¹⁾ | 16,781 | 19,535 | 53,870 | 59,100 |
| Other | (3,599) | (5,998) | (10,874) | (12,150) |
| Offshore pipeline transportation Segment Margin | \$70,963 | \$78,228 | \$215,738 | \$243,528 |

Volumetric Data 100% basis:

Crude oil pipelines (average barrels/day unless otherwise noted):

| | | | | |
|------------------------------------|---------|---------|---------|---------|
| CHOPS | 225,186 | 203,697 | 202,159 | 220,374 |
| Poseidon | 224,053 | 257,093 | 229,382 | 258,031 |
| Odyssey | 129,777 | 135,787 | 109,897 | 122,433 |
| GOPL ⁽²⁾ | 13,217 | 8,317 | 10,707 | 8,166 |
| Total crude oil offshore pipelines | 592,233 | 604,894 | 552,145 | 609,004 |

Natural gas transportation volumes (MMBtus/d)

| | | | |
|---------|---------|---------|---------|
| 447,460 | 467,095 | 436,023 | 516,974 |
|---------|---------|---------|---------|

Volumetric Data net to our ownership interest ⁽²⁾:

Crude oil pipelines (average barrels/day unless otherwise noted):

| | | | | |
|------------------------------------|---------|---------|---------|---------|
| CHOPS | 225,186 | 203,697 | 202,159 | 220,374 |
| Poseidon | 143,394 | 164,540 | 146,804 | 165,140 |
| Odyssey | 37,635 | 39,378 | 31,870 | 35,506 |
| GOPL ⁽³⁾ | 13,217 | 8,317 | 10,707 | 8,166 |
| Total crude oil offshore pipelines | 419,432 | 415,932 | 391,540 | 429,186 |

Natural gas transportation volumes (MMBtus/d)

| | | | |
|---------|---------|---------|---------|
| 171,080 | 189,778 | 166,252 | 237,328 |
|---------|---------|---------|---------|

(1) Offshore pipeline transportation Segment Margin includes distributions received from our offshore pipeline joint ventures accounted for under the equity method of accounting in 2018 and 2017, respectively.

(2) Volumes are the product of our effective ownership interest through the year, including changes in ownership interest, multiplied by the relevant throughput over the given year.

(3) One of our wholly-owned subsidiaries (GEL Offshore Pipeline, LLC, or "GOPL") owns our undivided interest in the Eugene Island pipeline system.

Three Months Ended September 30, 2018 Compared with Three Months Ended September 30, 2017

Offshore pipeline transportation Segment Margin for the 2018 Quarter decreased \$7.3 million, or 9%, from the 2017 Quarter, primarily due to lower volumes on the Poseidon pipeline and certain associated laterals. We have continued to experience an inordinate amount of scheduled and unscheduled downtime at several of the production facilities connected to our offshore infrastructure. Notwithstanding these short term negatives, we are currently seeing increasing demand for our assets from production that is currently dedicated to 3rd party pipelines but is unable to get to shore due to a lack of capacity on such pipelines. Given our excess capacity and connectivity on certain of our systems, we expect to benefit from this takeaway capacity constraint in future periods.

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Nine Months Ended September 30, 2018 Compared with Nine Months Ended September 30, 2017

Offshore pipeline transportation Segment Margin for the first nine months of 2018 decreased \$27.8 million, or 11%, from the first nine months of 2017, primarily due to lower volumes. We have continued to experience an inordinate amount of scheduled and unscheduled downtime at several of the production facilities connected to our offshore infrastructure. Additionally, during 2018, three particular major fields have underperformed our expectations. One field we believe is underperforming as a result of reservoir quality degradation and not due to mechanical factors. Offsetting this in future years are two subsea tie-backs to the same dedicated in-field production facility scheduled to come online; one in early 2019 and one later in 2019. The other two large underperforming fields we think are predominately timing related. To maximize reserve recoveries, the operator appears to be producing at a slower rate than communicated to us last year. Notwithstanding these short term negatives, we are currently seeing increasing demand for our assets from production that is currently dedicated to 3rd party pipelines but is unable to get to shore due to a lack of capacity on such pipelines. Given our excess capacity and connectivity on certain of our systems, we expect to benefit from this takeaway capacity constraint in future periods.

In addition, the minimum bill reservation fees we collect on one of our offshore oil pipelines had a prior year step down, and we collected approximately \$4.4 million less in segment margin relative to the first nine months of 2017. Lastly, the first six months during 2017 included contributions of approximately \$2.0 million from certain of our previously owned gas pipeline and platform assets that were sold during the second quarter of 2017.

Sodium Minerals and Sulfur Services Segment

Operating results for our sodium minerals and sulfur services segment were as follows:

| | Three Months Ended | | Nine Months Ended | |
|--|--------------------|--------------------|--------------------|--------------------|
| | September 30, 2018 | September 30, 2017 | September 30, 2018 | September 30, 2017 |
| Volumes sold: | | | | |
| NaHS volumes (Dry short tons "DST") | 39,242 | 30,381 | 114,546 | 95,575 |
| Soda Ash volumes (short tons sold) | 886,253 | 336,000 | 2,739,253 | 336,000 |
| NaOH (caustic soda) volumes (dry short tons sold) | 29,357 | 21,746 | 87,190 | 55,962 |
| Total | 954,852 | 388,127 | 2,940,989 | 487,537 |
| Revenues (in thousands): | | | | |
| NaHS revenues, excluding non-cash revenues | \$47,843 | \$33,702 | \$137,083 | \$105,209 |
| NaOH (caustic soda) revenues | 16,731 | 11,145 | 48,709 | 29,511 |
| Revenues associated with Alkali Business | 203,508 | 65,554 | 615,512 | 65,554 |
| Other revenues | 1,894 | 1,355 | 5,328 | 3,963 |
| Total external segment revenues, excluding non-cash revenues | \$269,976 | \$111,756 | \$806,632 | \$204,237 |
| Segment Margin (in thousands) | \$63,942 | \$30,031 | \$192,875 | \$63,864 |
| Average index price for NaOH per DST ⁽¹⁾ | \$782 | \$647 | \$775 | \$613 |

(1) Source: IHS Chemical.

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Three Months Ended September 30, 2018 Compared with Three Months Ended September 30, 2017

Sodium minerals and sulfur services Segment Margin for the 2018 Quarter increased \$33.9 million, or 113%. This increase is primarily due to the inclusion of contributions from our Alkali Business for a full quarter during 2018 relative to one month's contribution during the 2017 Quarter. The contributions thus far from our Alkali Business have exceeded our expectations and we expect continued strong performance throughout 2018 and into 2019. Costs impacting the results of our Alkali Business, many of which are similar in nature to costs related to our sulfur removal business, include costs associated with processing and producing soda ash (and other Alkali products) and marketing and selling activities. In addition, costs include activities associated with mining and extracting trona ore (including energy costs and employee compensation). Additionally, our refinery services business continues to perform well with increased NaHS volumes of 29% during the 2018 Quarter as they benefited from increased demand from certain of our international mining customers, primarily located in South