



Calumet Specialty Products Partners, L.P.

2007 Master Limited Partnership Investor Conference

March 7, 2007



Forward-Looking Statements

This presentation contains forward-looking statements. Calumet Specialty Products Partners, L.P. (“Calumet”) has based these forward-looking statements largely on its current expectations and projections about future events and financial trends affecting the financial condition of its business. These forward-looking statements are subject to a number of risks, uncertainties and assumptions, including, among other things, the risk factors discussed in the prospectus and other factors, most of which are beyond Calumet’s control.

The words “believe,” “may,” “estimate,” “continue,” “anticipate,” “intend,” “plan,” “prospects,” “expect” and similar expressions are intended to identify forward-looking statements. The statements regarding the Shreveport refinery expansion project’s expected completion date, the expected cost, and the resulting increases in production levels, as well as all statements other than statements of current or historical fact contained in this presentation, are forward-looking statements.

Although Calumet believes that the forward-looking statements contained in this presentation are based upon reasonable assumptions, the forward-looking events and circumstances discussed in this presentation may not occur and actual results could differ materially from those anticipated or implied in the forward-looking statements.

Important factors that may affect Calumet’s expectations, estimates or projections include, but are not limited to:

- the overall demand for specialty hydrocarbon products, fuels and other refined products;
- our ability to produce specialty products and fuels that meet our customers’ unique and precise specifications;
- the results of our hedging activities;
- the availability of, and our ability to consummate, acquisition or combination opportunities;
- our access to capital to fund expansions or acquisitions and our ability to obtain debt or equity financing on satisfactory terms;
- successful integration and future performance of acquired assets or businesses;
- environmental liabilities or events that are not covered by an indemnity, insurance or existing reserves;
- maintenance of our credit rating and ability to receive open credit from our suppliers;
- demand for various grades of crude oil and resulting changes in pricing conditions;
- fluctuations in refinery capacity;
- the effects of competition;
- continued creditworthiness of, and performance by, counterparties;
- the impact of crude oil price fluctuations;
- the impact of current and future laws, rulings and governmental regulations;
- shortages or cost increases of power supplies, natural gas, materials or labor;
- weather interference with business operations or project construction;
- fluctuations in the debt and equity markets;
- general economic, market or business conditions; and
- the risks and other factors noted in the prospectus.

Calumet’s forward-looking statements speak only as of the date of this presentation. Unless otherwise required by law, Calumet undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.



Management Introduction

Pat Murray

Vice President and CFO

Jennifer Straumins

Senior Vice President



Calumet Specialty Products Partners, L.P.

- ◆ Assets consist of three refineries with aggregate throughput capacity of 65,500 bpd and a storage terminal with capacity of 150,000 barrels
- ◆ Specialty products generally have higher and more stable margins and limited competition relative to most commodity products
- ◆ Proven ability to reconfigure assets and add new products
- ◆ Growing product base serving niche markets
- ◆ Strong, long-term relationships with a broad customer base
- ◆ Active hedging program to manage volatility of crude oil and natural gas prices and fuel products crack spreads
- ◆ Experienced management team
- ◆ Growth through strategic and complementary acquisitions and organic expansions, including the current Shreveport refinery expansion, which is expected to increase crude oil throughput capacity by approximately 15,000 bpd



Calumet's History of Growth

- ◆ Purchased by owners of the general partner in 1990
- ◆ Since 1990, growth has been primarily through refinery acquisitions and reconfigurations and expansion projects
- ◆ Following each acquisition, refineries reconfigured to more efficiently refine existing products and to enable production of additional products
 - At the Princeton refinery, increased the number of products from approximately 65 to 175 and increased capacity by expanding production from facility's hydrotreater and redesigning the product mix
 - At the Cotton Valley refinery, increased number of products from 10 to 80 by constructing a hydrotreater and redesigning the product mix
 - At the Shreveport refinery, increased capabilities by expanding wax production capacity and capacity to process high sulfur crude oils
- ◆ Initial public offering in January 2006 and a follow-on public offering in July 2006
- ◆ Shreveport refinery is undergoing an approximately \$150 million expansion project which is expected to be completed in the third quarter of 2007



Business Strategy

◆ Produce Stable Cash Flows

- Diverse and growing product base
- Broad customer base
- Active hedging program

◆ Develop and Expand Customer Relationships

- Work with customer needs; exact specifications required
- New product development
- High barrier to entry

◆ Enhance Profitability of Existing Assets

- Increase profitability through organic growth projects
- Change product mix with changing environment
- Optimize current fixed asset base

◆ Manage Risk

- Active hedging program
- Conservative distribution philosophy

◆ Acquisitions

- Pursue strategic and complementary acquisitions



Princeton Refinery



Description

- ◆ 208 acre site in Princeton, Louisiana acquired in 1990 for \$21.3 million
- ◆ Processes local naphthenic crude into lubricating oils, high sulfur diesel, and asphalt
- ◆ Consists of 7 major processing units and 650,000 barrels of storage capacity in 200 storage tanks
- ◆ Throughput capacity of approximately 10,000 bpd
- ◆ Receives crude oil via tank truck, railcar and pipeline
- ◆ Since the acquisition in 1990 more than \$25 million has been invested in the refinery



Cotton Valley Refinery



Description

- ◆ 77 acre site in Cotton Valley Louisiana purchased from Kerr-McGee in 1995 for \$14.7 million
- ◆ Processes local paraffinic crude into solvents and a byproduct used as a feedstock at the Shreveport refinery
- ◆ 74 tanks with 625,000 barrels of storage capacity
- ◆ Throughput capacity of approximately 13,500 bpd
- ◆ Receives crude oil through a pipeline system operated by Plains All American and by truck
- ◆ Since the acquisition, approximately \$30 million has been invested in the refinery



Shreveport Refinery



Description

- ◆ 240 acre site in Shreveport, Louisiana
- ◆ Purchased from Pennzoil-Quaker State in 2001 for \$25.3 million
- ◆ Completed a \$39.7 million project to restart fuels production in January 2005
- ◆ Consists of 15 major processing units and 3.2 million barrels of storage capacity in 140 tanks
- ◆ Processes local and foreign paraffinic crude into gasoline, diesel fuel, jet fuel, lubricating oils, waxes, asphalt and other byproducts
- ◆ Have access to many types of crude via several pipelines including Plains All American and ExxonMobil
- ◆ Current throughput capacity of approximately 42,000 bpd



Diverse Specialty Product Base Serving Niche Markets

◆ Lubricating Oils

- Adhesives
- Refrigeration Oils
- Transformer Oils
- Rubber Processing
- Motor Oils
- Printing Inks
- Metalworking Fluids

◆ Waxes

- Candles
- Petrolatum
- Adhesives

◆ Solvents

- Camp Fuel
- Charcoal Lighter Fluid
- Automotive Aftermarket
- Paints and Coatings
- Pesticides

◆ Asphalt



While we do not produce or sell the consumer products pictured above, our lubricating oils, solvents and waxes are components of such products. The logos, trademarks and other intellectual property associated with the products pictured above are the intellectual property of those who own or license rights therein.



Strong Relationship with Broad Customer Base

- ◆ Strong relationship with broad customer base
 - Currently have over 800 active specialty customer accounts and over 60 active fuels customer accounts
 - From 1996 to December 31, 2006, Calumet has added an average of approximately 65 specialty products customers per year
 - For the year ended December 31, 2006, Calumet added approximately 90 new specialty products customers
 - No single customer accounts for more than 10% of specialty products revenues for the year ended December 31, 2006

Selected Customers

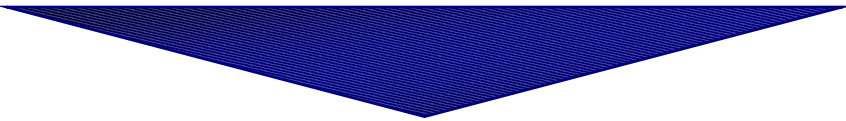
- | | | |
|---------------|------------------------------|-------------------|
| ◆ ExxonMobil | ◆ National Starch & Chemical | ◆ Baker Petrolite |
| ◆ HB Fuller | ◆ Shell Oil Products US | ◆ Chemcentral |
| ◆ Candle-Lite | ◆ Shell Chemical | ◆ Brenntag |
| ◆ Goodyear | ◆ Fuchs | ◆ Cooper Tire |



History of Successful Asset Reconfigurations at Shreveport

Initial Reconfigurations

- ◆ Calumet purchased the refinery for approximately \$25 million in 2001
- ◆ Invested an additional approximately \$85 million

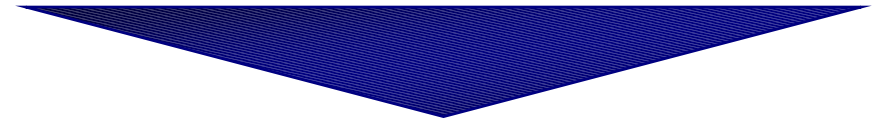


Effects of Reconfiguration

- ◆ Reactivated Shreveport's Fuels business – allowing the refinery to run crude oil and produce low sulfur gasoline and diesel as well as gas oil feedstock for its lube oil processing units
- ◆ Throughput capacity increased from 10,000 bpd in 2002 to 42,000 bpd in 2005

DDD Debottlenecking

- ◆ The Distillate Desulphurization and Dewaxing (DDD) unit and crude unit have been debottlenecked
- ◆ Completed Q2 2006



Effects of DDD Debottlenecking

- ◆ Increased ability to run sour crudes to approximately 5,000 bpd



Current Shreveport Refinery Expansion Project Overview

- ◆ Expansion project underway at the Shreveport refinery
- ◆ Increasing throughput capacity by approximately 15,000 bpd to 57,000 bpd
- ◆ Increasing ability to process high sulfur crude from 5,000 bpd to 13,000 bpd
- ◆ Approximately \$150 million of capital expenditures expected subject to normal contingencies
 - Approximately \$65.5 million was spent in 2006 and \$84.5 million is expected to be spent in 2007
- ◆ Expected to be completed and operational in the third quarter of 2007
- ◆ Expected to be accretive on a per unit basis upon its completion

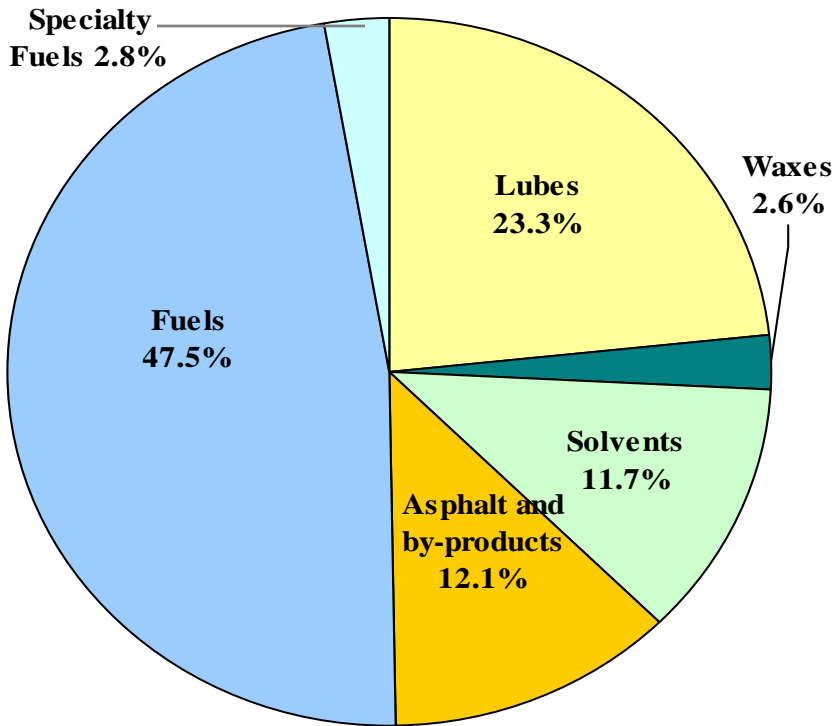


Operating and Financial Overview

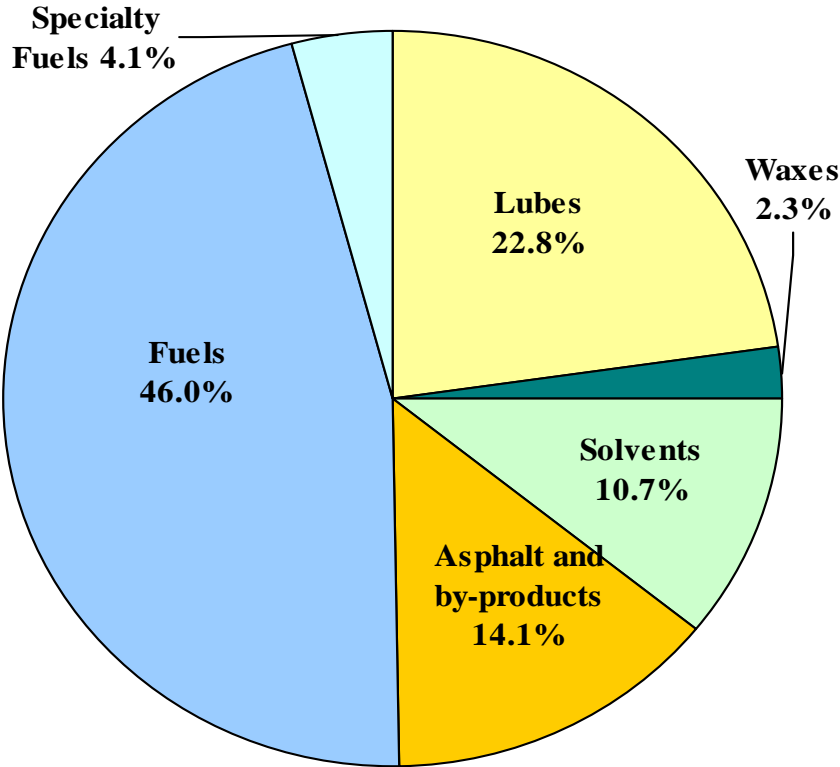


Diversified Product Mix

**Production Mix
3 Months Ended December 31, 2006**

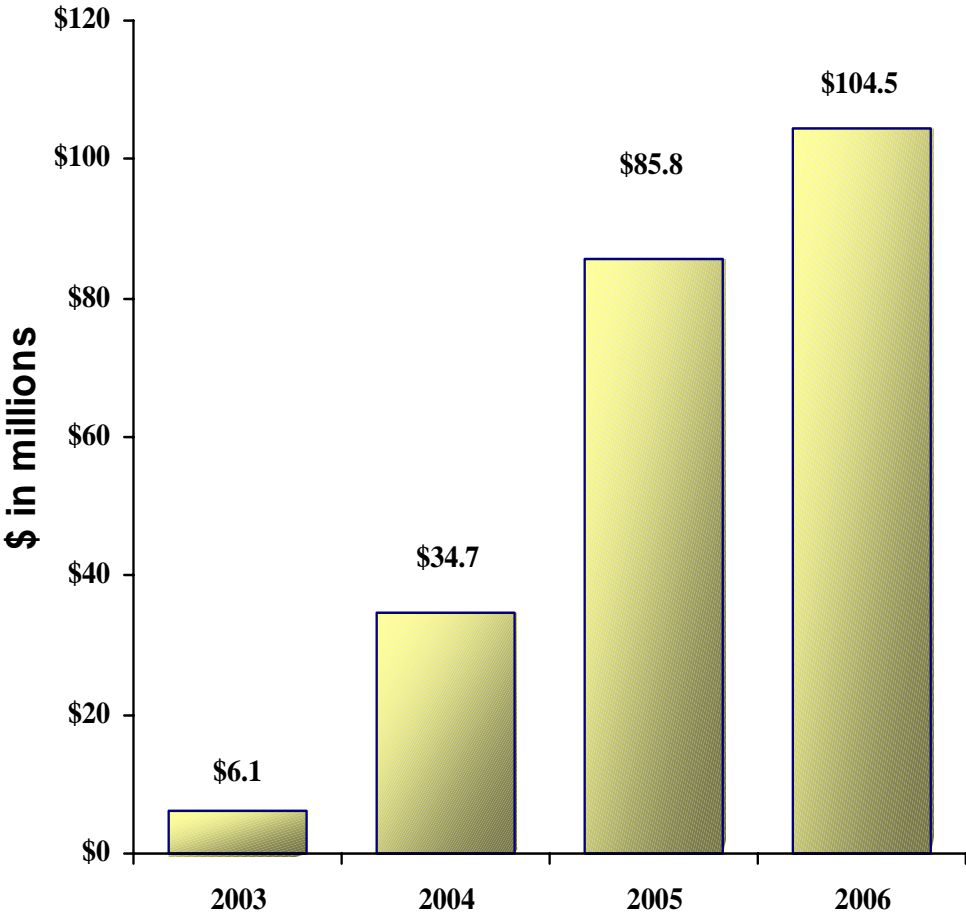


**Production Mix
Year Ended December 31, 2006**

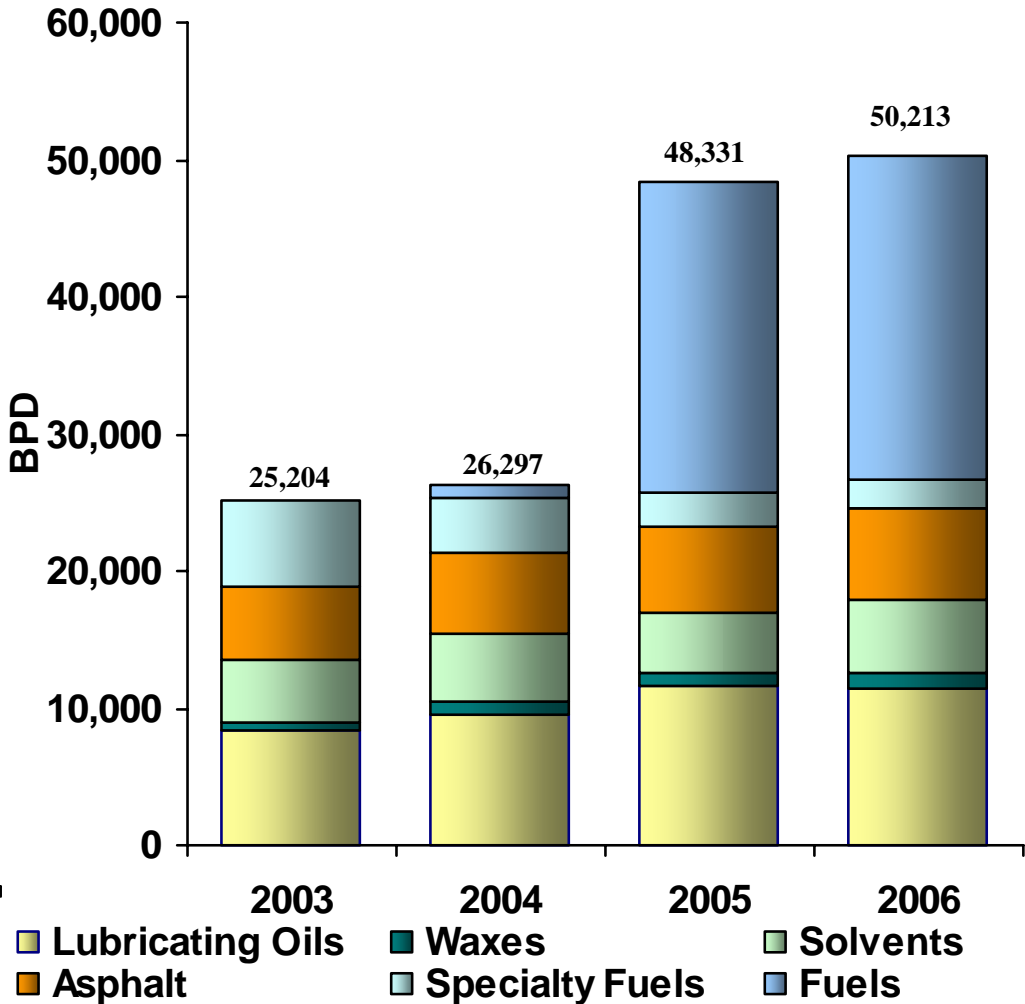


Financial and Operating Statistics – Consolidated

Adjusted EBITDA



Refinery Production

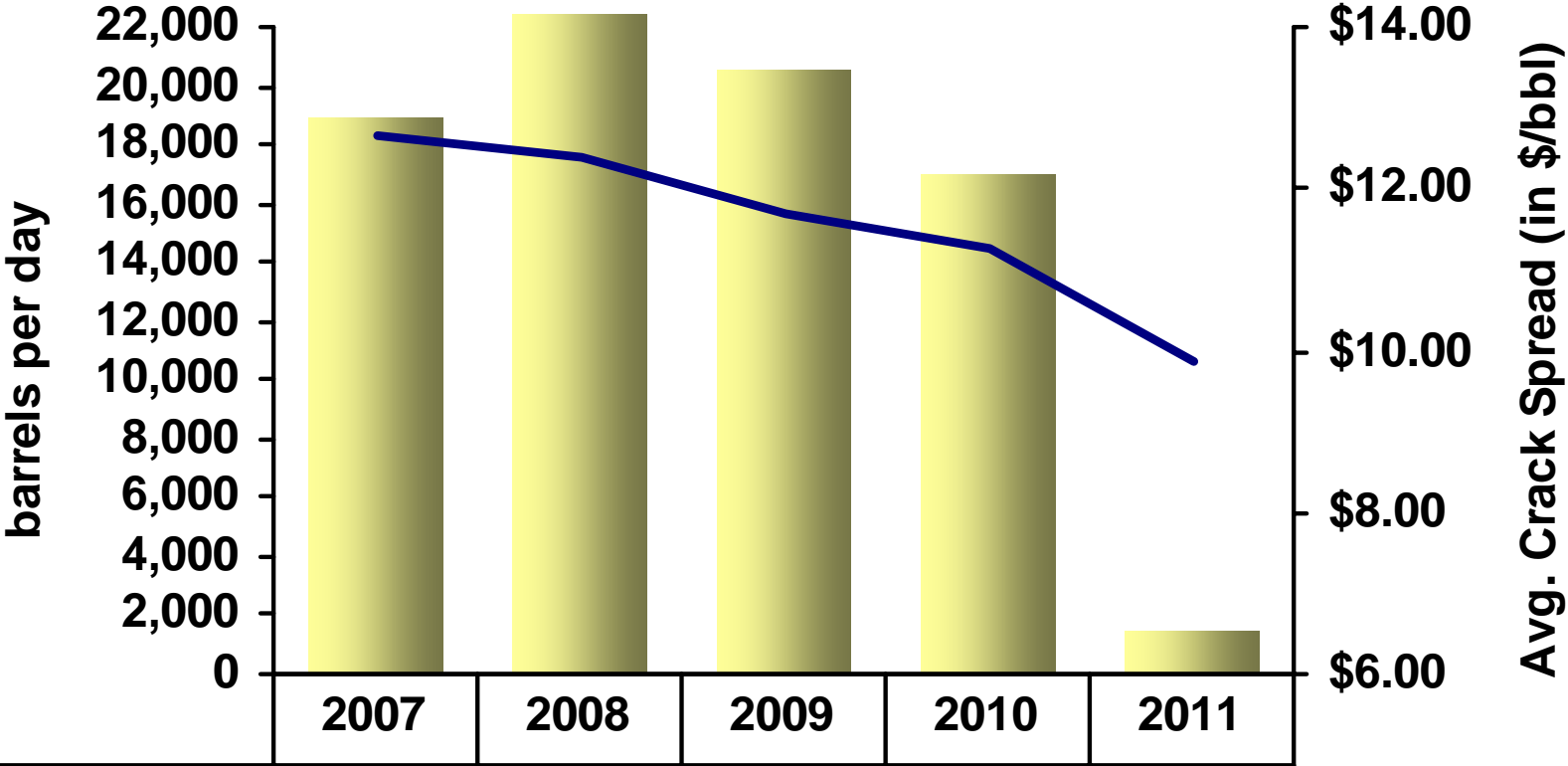




Active Hedging Program

<i>Goals</i>			
<i>Risks</i>	Fuel Products	Specialty Products	Natural Gas
<i>Strategy</i>	<ul style="list-style-type: none"> ◆ Hedge cash flows of existing operations ◆ Forego short-term profits for long-term stability ◆ No speculative trading ◆ Lock in crack spread up to 5 years for no more than 75% of anticipated fuels production ◆ Credit facility requires at least 40% and no more than 80% on a rolling 2 year basis 	<ul style="list-style-type: none"> ◆ Short-term volatility in crude prices ◆ Hedge short-term volatility through options ◆ 3 to 6 month hedges ◆ 50 – 70% of anticipated specialty product crude oil purchases ◆ Attempt to pass price changes to customers 	<ul style="list-style-type: none"> ◆ Exposure to changes in natural gas prices ◆ Lock in winter prices through swaps ◆ 50% of anticipated requirements



Fuel Products Crack Spread Positions as of February 9, 2007



 barrels per day	18,964	23,249	20,500	17,000	1,496
 Avg. Crack Spread	\$12.65	\$12.40	\$11.71	\$11.28	\$9.89



Distribution Philosophy

- ◆ Calumet maintains a conservative distribution philosophy
 - Goal is to maintain a coverage ratio of approximately 1.3x

- ◆ Plan to increase distributions several times a year

- ◆ Have increased distributions twice in the past 3 quarters
 - Increased quarterly distributions by 22% for the quarter ended September 30, 2006 from \$0.45/unit to \$0.55/unit
 - Increased quarterly distributions by 9% for the quarter ended December 31, 2006 from \$0.55/unit to \$0.60/unit



Summary Income Statements

	Year Ended		
	December 31, 2006	December 31, 2005	December 31, 2004
(in thousands)			
Sales	\$ 1,641,048	\$ 1,289,072	\$ 539,616
Cost of sales	1,437,804	1,148,715	501,284
Gross profit	203,244	140,357	38,332
SG&A	20,430	22,126	13,133
Transportation	56,922	46,849	33,923
Other	4,455	5,697	3,465
Operating income (loss)	121,437	65,685	(12,189)
Interest expense	(9,030)	(22,961)	(9,869)
Interest income	2,951	204	17
Debt extinguishment costs	(2,967)	(6,882)	-
Realized derivative gain/(loss)	(30,309)	2,830	39,160
Unrealized derivative gain/(loss)	12,264	(27,586)	(7,788)
Other income (loss)	(274)	38	(361)
Income tax expense	190	-	-
Net income	\$ 93,882	\$ 11,328	\$ 8,970



Summary Balance Sheets

(in thousands)

	<u>December 31, 2006</u>	<u>December 31, 2005</u>
Cash and cash equivalents	\$ 80,955	\$ 12,173
Accounts receivable	99,000	115,294
Inventories	110,985	108,431
Derivative assets	40,802	3,359
Other current assets	3,467	19,650
Total current assets	<u>335,209</u>	<u>258,907</u>
Property, plant & equipment, net	191,732	127,846
Other noncurrent assets	3,233	12,964
Total assets	<u>\$ 530,174</u>	<u>\$ 399,717</u>
Accounts payable	\$ 78,752	\$ 44,759
Other current liabilities	20,742	17,970
Derivative liabilities	2,995	30,449
Total current liabilities	<u>102,489</u>	<u>93,178</u>
Long-term debt, less current portion	49,000	267,485
Total liabilities	<u>151,489</u>	<u>360,663</u>
Total partners' capital	378,685	39,054
Total liabilities and partners' capital	<u>\$ 530,174</u>	<u>\$ 399,717</u>



Summary Cash Flow Statement

(in thousands)	Year Ended December 31, 2006	Year Ended December 31, 2005	Year Ended December 31, 2004
Cash provided by (used in) operating activities	\$ 166,768	\$ (34,001)	\$ (612)
Cash used in investing activities	(75,803)	(12,903)	(42,930)
Cash provided by (used in) financing activities	(22,183)	40,990	61,561
Net change in cash	<u>\$ 68,782</u>	<u>\$ (5,914)</u>	<u>18,019</u>

For fiscal year 2006:

- ◆ Cash provided by operations primarily relates to working capital improvements of \$57.8 million and cash from operating activities of \$108.9 million.
- ◆ Cash used in investing activities primarily relates to the capital expenditures of \$65.5 million related to the Shreveport refinery expansion project.
- ◆ Cash used in financing activities primarily relates to public offering proceeds of \$244.8 million (including general partner contributions) offset by the repayment of debt of \$218.5 million and distributions to partners of \$45.2 million.



Reconciliation of Net Income to EBITDA and Adjusted EBITDA

(in thousands)	Year Ended December 31,			
	2006	2005	2004	2003
Net income	\$ 93,882	\$ 11,328	\$ 8,970	\$ (5,425)
Add:				
Interest expense	11,997	29,843	9,869	9,493
Depreciation and amortization	11,821	10,386	6,927	6,769
Income tax expense	190	-	-	-
EBITDA	\$ 117,890	\$ 51,557	\$ 25,766	\$ 10,837
Add:				
Unrealized losses (gains) from mark to market accounting for hedging activities	(13,145)	27,586	7,788	(7,228)
Non-cash impact of restructuring, decommissioning and asset impairments	-	1,766	(1,276)	2,250
Prepaid non-recurring expenses and accrued non-recurring expenses, net of cash outlays	(287)	4,912	2,433	251
Adjusted EBITDA	\$ 104,458	\$ 85,821	\$ 34,711	\$ 6,110
Distributable cash flow (Feb. 1, 2006 - Dec. 31, 2006)	\$ 85,913			



Liquidity Analysis

(in thousands)	December 31, 2005	June 30, 2006	December 31, 2006	February 9, 2007	February 9, 2007 Availability
Cash and Cash Equivalents	\$ 12,173	\$ 563	\$ 80,955		
Revolver Debt	\$ 92,985	\$ 9,243	\$ -	\$ -	\$ 142,782
Term Loan	175,000	49,750	49,500	49,500	-
Total Funded Debt	\$ 267,985	\$ 58,993	\$ 49,500	\$ 49,500	\$ 142,782
Standby LCs	\$ 37,746	\$ 68,252	\$ 42,775	\$ 35,975	
Prefunded Crack Spread LC	-	50,000	50,000	50,000	
Total LCs	\$ 37,746	\$ 118,252	\$ 92,775	\$ 85,975	



Questions

