### **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION

Washington, DC 20549

### FORM 8-K

#### **CURRENT REPORT**

PURSUANT TO SECTION 13 OR 15(d) OF THE **SECURITIES EXCHANGE ACT OF 1934** 

Date of Report (Date of earliest event reported): May 21, 2013

# Lehigh Gas Partners LP (Exact name of registrant specified in its charter)

Delaware (State or Other Jurisdiction Of Incorporation) 001-35711 (Commission File Number)

45-4165414 (IRS Employer Identification No.)

702 West Hamilton Street, Suite 203 Allentown, PA 18101 (Address of principal executive offices, zip code)

(610) 625-8000 Registrant's telephone number, including area code

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 7.01. Regulation FD Disclosure.

On May 22, 2013, Lehigh Gas Partners LP (the "Company") is presenting at the National Association of Publicly Trading Partnerships' 2013 MLP Investor Conference in Stamford, Connecticut. The presentation and accompanying slide presentation for the event will be available on the Webcasts & Presentations page of the Company's website at www.lehighgaspartners.com. The slide presentation for the event is attached hereto as Exhibit 99.1 and incorporated herein by reference. The information in this Item 7.01 and Exhibit 99.1 attached hereto is intended to be furnished under Item 7.01 and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Act"), or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933 or the Act, except as expressly set forth by specific reference in such filing.

#### Item 9.01. Financial Statements and Exhibits

The following exhibit has been filed with this report:

#### Exhibit No.

Description

99.1 Information in Presentation by Lehigh Gas Partners LP

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

#### Lehigh Gas Partners LP

By: Lehigh Gas GP LLC its general partner

By: /s/ Mark L. Miller

Name: Mark L. Miller Title: Chief Financial Officer

3

Dated: May 21, 2013

#### Exhibit No.

99.1 Information in Presentation by Lehigh Gas Partners LP

Description



### Forward Looking and Cautionary Statements

This presentation and oral statements made regarding the subjects of this presentation may contain forward-looking statements, within the meaning of the Private Securities Litigation Reform Act of 1995, or the Reform Act, which may include, but are not limited to, statements regarding our plans, objectives, expectations and intentions and other statements that are not historical facts, including statements identified by words such as "outlook," "intends," "plans," "estimates," "believes," "expects," "potential," "continues," "may," "will," "should," "seeks," "approximately," "predicts," "anticipates," "foresees," or the negative version of these words or other comparable expressions. All statements addressing operating performance, events, or developments that the Partnership expects or anticipates will occur in the future, including statements relating to revenue growth and earnings or earnings per unit growth, as well as statements expressing optimism or pessimism about future operating results, are forward-looking statements within the meaning of the Reform Act. The forward-looking statements are based upon our current views and assumptions regarding future events and operating performance and are inherently subject to significant business, economic and competitive uncertainties and contingencies and changes in circumstances, many of which are beyond our control. The statements in this presentation are made as of the date of this presentation, even if subsequently made available by us on our website or otherwise. We do not undertake any obligation to update or revise these statements to reflect events or circumstances occurring after the date of this presentation.

Although the Partnership does not make forward-looking statements unless it believes it has a reasonable basis for doing so, the Partnership cannot guarantee their accuracy. Achieving the results described in these statements involves a number of risks, uncertainties and other factors that could cause actual results to differ materially, including the factors discussed in this presentation and those described in the "Risk Factors" section of the Partnership's Form 10-K filed on March 28, 2013, with the Securities and Exchange Commission as well as in the Partnership's other filings with the Securities and Exchange Commission. No undue reliance should be placed on any forward-looking statements.

+ 2 +

## Management Representatives

Mark Miller Chief Financial Officer

Charles Nifong Vice President of Finance & Chief Investment Officer



+ 3 +

## Lehigh Gas Overview

- Lehigh Gas Partners LP ("LGP" or "Lehigh Gas") is a leading wholesale distributor of motor fuels and owner and lessee of real estate related to retail fuel distribution. Its Predecessor was founded in 1992
  - × Focused on distributing fuels to and owning and leasing sites primarily located in metropolitan and urban areas
- Completed a \$138 million Initial Public Offering on October 30, 2012<sup>(1)</sup>
- Equity market capitalization of \$375 million and enterprise value of \$634 million as of 5/16/13
- As of 3/31/2013, distribute to 779 locations primarily in the Northeastern United States, Florida and Ohio<sup>(2)</sup>
  - 208 owned sites and 303 leased sites (3) >
  - > Also distribute to 223 independent dealer sites and 45 sites through eight subwholesalers<sup>(2)</sup>
- Distributed 591.3 million gallons of motor fuel in 2012 (3)

#### Includes \$18 million exercise of over-allotment. (1) (2) (3) (4) As of March 31, 2013.

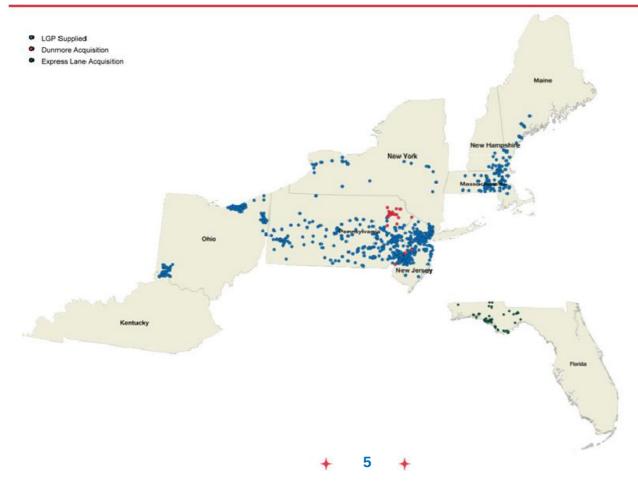
On a proforma basis. See the press release dated March 25, 2013 for additional information Based on 2012 volume.

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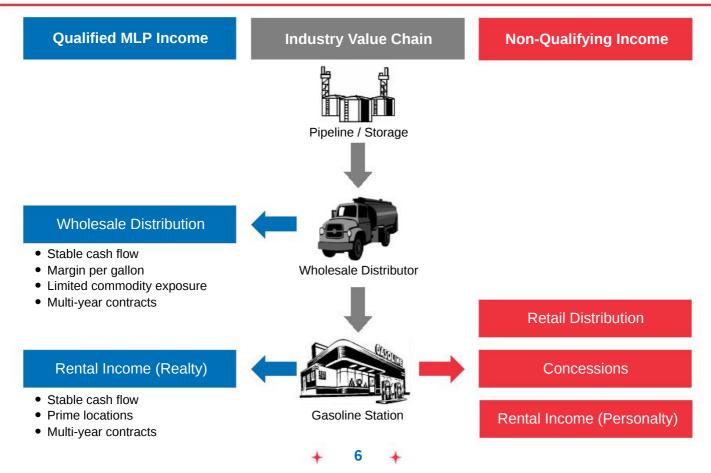
#### **Top 10 Distributor for**<sup>(4)</sup>:



# Lehigh Gas Portfolio Overview



## Lehigh Gas Operations



# **Investment Highlights**

- Stable Cash Flows from Rental Income and Wholesale Fuel Distribution
- Prime Real Estate Locations in Areas with High Traffic
- Long-Term Relationships with Major Integrated Oil Companies and Refiners
- Established History of Completing and Integrating Acquisitions
- Aligned Equity Ownership
- Financial Flexibility to Pursue Acquisitions and Expansion Opportunities



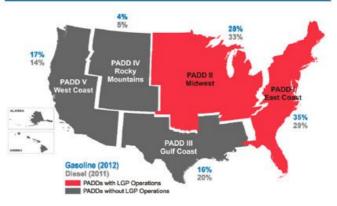


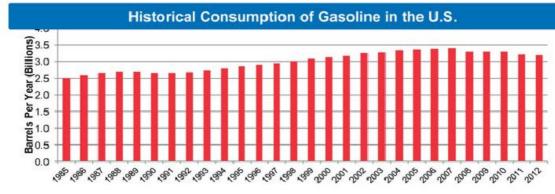
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# U.S. Motor Fuel Consumption<sup>(1)</sup>

- Gasoline consumption in the U.S. has proven to be stable, with growth in 52 of the last 66 years
- Since 1985 gasoline consumption has increased from 2.5 to 3.2 billion barrels per year in 2012 (CAGR of 1%)
  - Down years driven by historical external shocks or other unusual economic factors
  - Except for the energy crisis of the late 1970s, declines were less than 3% in any given year
- Since 1985, diesel consumption has increased from 0.4 to 0.9 billion barrels in 2011 (CAGR 2.9%)

#### Motor Fuel Consumption by PADD<sup>(2)</sup>





Source: Energy Information Administration (EIA).
 Petroleum Administration for Defense Districts (PADD)

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## Wholesale Industry Overview

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portion of variable costs

commodity exposure

Wholesale fuels marketing has  $\underline{\text{limited}}$ 

	Wholesale Business		Classes of Trade
•	Wholesale motor fuel distribution consists of sales of branded and unbranded gasoline and diesel to retail gas station operators and other wholesale distributors Wholesale marketing is <b>fragmented</b>	•	<u>Lessee dealers</u> – Wholesale distributor owns or leases sites and leases or subleases sites to the lessee dealer
		•	Independent dealer – Sites are owned by an independent dealer or leased by an independent dealer from a third party
•			
	and local	•	Sub-wholesalers – Wholesale
•	<b>Product differentiation</b> is achieved through branding gasoline, which can be sold at a premium price		distributor sells to sub-wholesalers
		•	<u>Company operated stores</u> – Wholesale distributor owns or leases
	Exxon, Mobil, BP, Shell and Valero are considered premium brands		sites and conducts the retail operations
•	SG&A costs are mostly fixed with a small		

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# Lehigh Gas Strategy

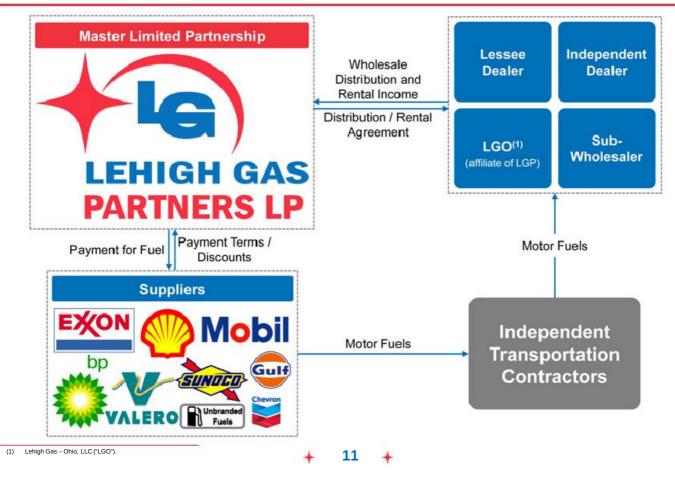
- Own or lease sites in prime locations and seek to <u>enhance</u> <u>cash flow</u>
- Expand within and beyond core geographic markets through <u>acquisitions</u>
- Serve as a **preferred distributor** and dedicated supplier
- Increase motor fuel distribution business by <u>expanding</u> <u>market share</u>
- Maintain <u>strong relationships</u> with major integrated oil companies and refiners
- Manage risk and mitigate
   <u>exposure</u> to environmental
   liabilities



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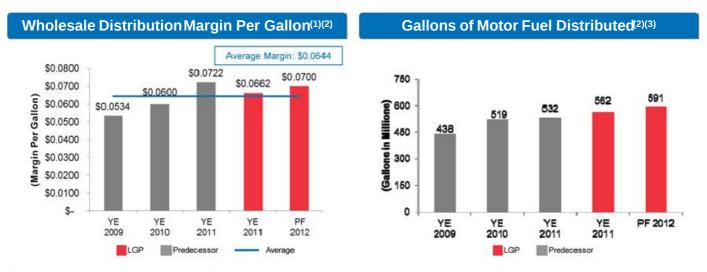
## Lehigh Gas Operating Model



### Stable Cash Flows: Wholesale Distribution

Stable cash flows from long-term wholesale motor fuel distribution contracts

- Our supply agreements with independent dealers generally have 10-year terms
- Lessee dealers generally have 3-year terms
- LGO generally has a 15-year term



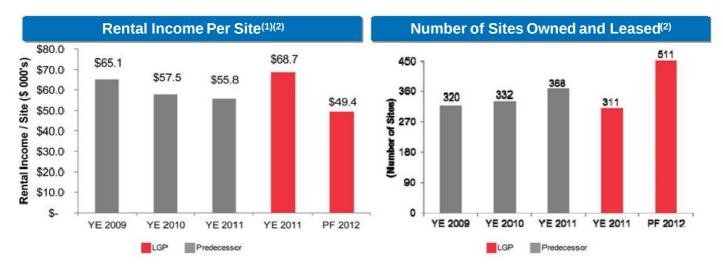
Wholesale Distribution Margin Per Gallon represents revenues from fuel sales minus costs from fuel sales (including amounts to affiliates) divided by the gallons of motor fuel distributed.
 YE (Year End) represents twelve months ended December 31 of the applicable year and PF (Pro Forma) represents 2012 pro forma as presented on Form 8-K filed with the SEC on March 28, 2013.
 Excludes gallons of motor fuel distributed to sites classified as discontinued operations with respect to the periods presented for our predecessor.



### Stable Cash Flows: Rental Income

Stable cash flows from rental income associated with long-term leases

- Lease agreements with lessee dealers generally have 3-year terms and had an average of 2.2 years remaining • as of December 31, 2012
- LGO agreements have 15-year terms and had an average of 14.9 years remaining as of December 31, 2012 •



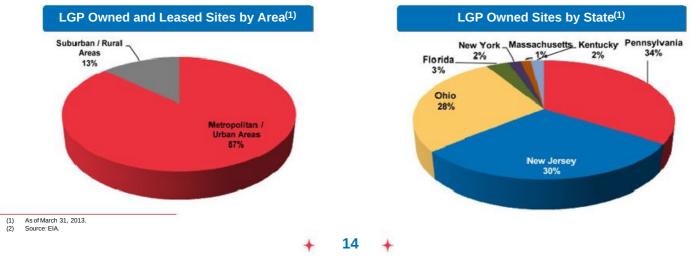
(1) (2)

Rental income is rental income from lessee dealers and from affiliates. YE (Year End) represents twelve months ended December 31 of the applicable year and PF (Pro Forma) represents 2012 pro forma as presented on Form 8-K filed with the SEC on March 28, 2013.

> 13 +

## **Prime Real Estate Locations**

- We derive rental income from sites we own or lease that provide convenient fueling locations primarily in areas that are densely populated
- We lease sites in nine states<sup>(1)</sup>
  - Over 60% of US gasoline consumption is in the Midwest and Northeast<sup>(2)</sup>
- Limited availability of undeveloped real estate in our current locations presents a high barrier to entry for the development of competing sites
- Due to prime locations, owned real estate sites have high alternate use values, which provides additional risk mitigation



# Long-Term Relationships

- One of the ten largest independent distributors by volume in the U.S. for Exxon, Mobil, and BP branded fuels
  - Also distribute Shell, Valero, Sunoco, Chevron and Gulf-branded motor fuels
- Prompt payment history and good credit standing with suppliers allow us to receive certain term discounts on fuel purchases, which increases wholesale profitability
- Branded fuel is perceived by retail customers as higher quality and commands a price premium

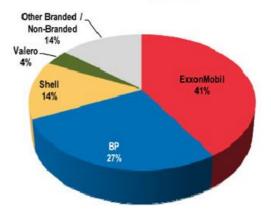


(1) For the Quarter ending March 31, 2013. Relationships shown began with our Predecesso

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### LGP Fuel Distribution by Brand<sup>(1)</sup>

Supplier	% of Total	Suppliers Since:	
ExxonMobil	41%	2002	
BP	27%	2009	
Shell	14%	2004	
Valero	4%	2007	
Other Branded / Non-Branded	14%	n/a	
Total	100%		



# **Established History of Acquisitions**

- We have grown primarily through acquisitions
  - Since 2004, LGP and our Predecessor, have grown the business from 11 owned sites to 208 owned sites, as of March 31, 2013
  - > We have completed twelve acquisitions that included 10+ sites per transaction
  - Majority of our sites were purchased from major integrated oil companies
- Established history of quickly financing and closing acquisitions
  - Wholesale marketing is fragmented and local, providing many acquisition opportunities
    - Wholesalers sell to 121,000 sites across the US<sup>(1)</sup>
    - > ~73% of convenience store operators which distributed retail fuel own 50 or fewer sites<sup>(1)</sup>

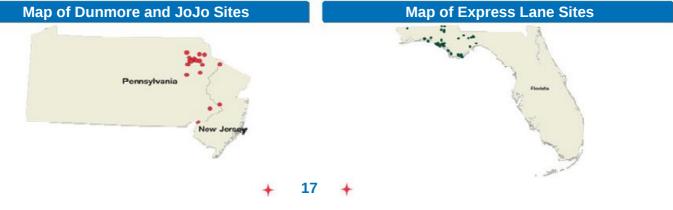


### **Overview of Dunmore and Express Lane Acquisitions**

- On December 21, 2012, we completed the acquisition of assets from Dunmore Oil Company, Inc. and JoJo Oil Company, Inc. for a purchase price of \$29.0 million
  - Previously a sub-wholesaler of LGP; sites sold approximately 28 million gallons of fuel in 2011
  - > 24 sites located in Pennsylvania; 23 owned sites, 1 leased site

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- Sites are subleased to LGO; estimated \$1.7 million aggregate rental income, net of expenses per year (average \$71k / site)
- On December 22, 2012, we completed the acquisition of Express Lane, Inc. for a purchase price of \$45.4 million
  - > 48 sites located in Florida; 7 owned sites; 41 leased sites
  - > Sites sold approximately 43 million gallons of fuel in 2011
  - Sites are subleased to LGO; estimated \$4.6 million aggregate rental income, net of expenses per year (average of \$96k / site)



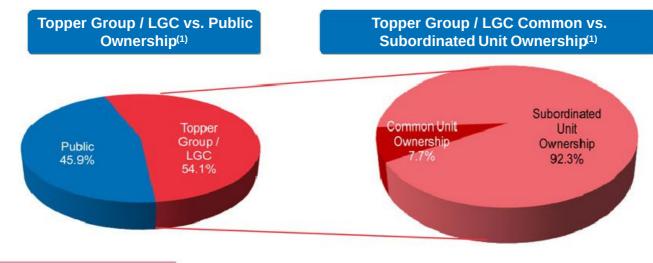
# Risk Management Overview

Environmental	<ul> <li>Liability on portfolio at IPO retained by predecessor entities</li> <li>Rigorous diligence process to identify any issues prior to acquisition</li> <li>Escrow funds at closing for identified liabilities</li> <li>Purchase insurance to protect against cost overruns for known liabilities and to protect against unknown conditions</li> <li>Participate in state programs that provide funds to assist in remediation</li> </ul>
Commodity	<ul><li>Purchase and deliver fuel on the same day</li><li>No overnight ownership of inventory</li></ul>
Credit	<ul> <li>Daily collection and settlement procedures</li> <li>Dealer credit card transactions routed through an LGP subsidiary</li> </ul>
Transportation	<ul> <li>Outsource delivery of fuel to independent third party haulers</li> <li>Lowers capital and labor needs and reduces liability exposure</li> </ul>

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# Aligned Equity Ownership

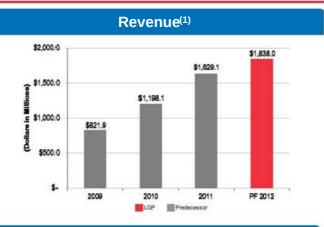
- Topper Group and LGC<sup>(1)</sup> retain approximately 54.1% ownership in LGP
  - > 92.3% of units owned by Topper Group and LGC<sup>(1)</sup> are subordinated
- Lehigh Gas GP (the general partner) has a non-economic general partner interest in Lehigh
- 45.9% of LGP held by public



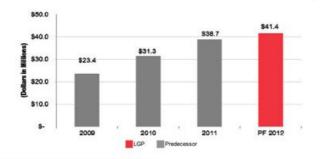
(1) Lehigh Gas Corporation (LGC) is an entity in which Joe Topper holds a 100% ownership interest.

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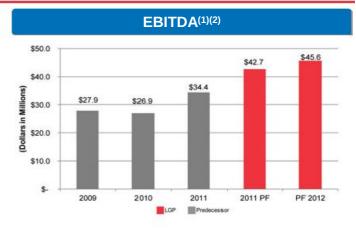
## **Historical Performance**



#### Fuel Gross Profit<sup>(1)</sup>



Based on the December 31, 2012 pro forma as presented on Form 8-K filed with the SEC on March 28, 2013.
 PF 2012 EBITDA excludes approximately \$7.7 million in expenses in selling, general, and administrative expenses related to our initial public offering and formation transactions and the two transactions closed at year end. See the 8-K filed with the SEC on March 25, 2013 for additional detail.



+ 20 +

## **First Quarter Overview**

- Distributed 149.7 million gallons, a 12.7% increase relative to 2012<sup>(1)</sup>
- Generated gross profit from fuel sales of \$10.3 million, a 41.7% increase relative to 2012<sup>(1)</sup>
- Generated adjusted EBITDA of \$12.6 million, a 53.4% increase relative to 2012<sup>(1)</sup>
- Distributable Cash Flow of \$9.3 million or \$0.62
   per common unit
- Increased the distribution 3.4% to \$1.81 / unit on an annual basis
- On May 13, increased credit facility by \$75
  million to \$324 million
  - \$126 million in pro forma availability
  - Amended certain financial covenants and other terms to provide greater flexibility for acquisitions
- Committed to prudent acquisition strategy with conservative financial management

#### **Summary First Quarter Metrics**

Fuel Gross Profit\$ 10,266Gallons Distributed (millions)149.7Margin per Gallon (\$)\$ 0.069Net Rental Income (revenue less expenses)\$ 6,385EBITDA\$ 12,428Non-Cash Equity Incentive Comp Expense196Adjusted EBITDA\$ 12,678Distributable Cash Flow (DCF)\$ 9,338DCF per Unit (\$)\$ 0.4525Coverage (DCF / Distribution)\$ 1.4xDistribution Increase Over Previous Quarter3.4%Distribution Yield (as of 5/16/2013)7.3%	(Dollars in thousands, except as noted)						
Margin per Gallon (\$)\$0.069Net Rental Income (revenue less expenses)\$6,385EBITDA Non-Cash Equity Incentive Comp Expense Adjusted EBITDA\$12,428 196 \$Distributable Cash Flow (DCF) DCF per Unit (\$)\$9,338 \$Distribution per Unit (\$) Coverage (DCF / Distribution)\$0.4525 1.4xDistribution Increase Over Previous Quarter3.4%	Fuel Gross Profit	\$	10,266				
Net Rental Income (revenue less expenses)\$6,385EBITDA Non-Cash Equity Incentive Comp Expense Adjusted EBITDA\$12,428 196 \$Distributable Cash Flow (DCF) DCF per Unit (\$)\$9,338 \$DCF per Unit (\$)\$0.62Distribution per Unit (\$) Coverage (DCF / Distribution)\$0.4525 1.4xDistribution Increase Over Previous Quarter3.4%	Gallons Distributed (millions)		149.7				
EBITDA Non-Cash Equity Incentive Comp Expense Adjusted EBITDA\$ 12,428 196 \$ 12,678Distributable Cash Flow (DCF) DCF per Unit (\$)\$ 9,338 \$ 0.62Distribution per Unit (\$) Coverage (DCF / Distribution)\$ 0.4525 1.4xDistribution Increase Over Previous Quarter3.4%	Margin per Gallon (\$)	\$	0.069				
Non-Cash Equity Incentive Comp Expense196Adjusted EBITDA\$ 12,678Distributable Cash Flow (DCF)\$ 9,338DCF per Unit (\$)\$ 0.62Distribution per Unit (\$)\$ 0.4525Coverage (DCF / Distribution)1.4xDistribution Increase Over Previous Quarter3.4%	Net Rental Income (revenue less expenses)		6,385				
Adjusted EBITDA\$ 12,678Distributable Cash Flow (DCF)\$ 9,338DCF per Unit (\$)\$ 0.62Distribution per Unit (\$)\$ 0.4525Coverage (DCF / Distribution)1.4xDistribution Increase Over Previous Quarter3.4%	Non-Cash Equity Incentive Comp Expense		12,428				
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DCF per Unit (\$)\$0.62Distribution per Unit (\$)\$0.4525Coverage (DCF / Distribution)1.4xDistribution Increase Over Previous Quarter3.4%			12,678				
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Distribution per Unit (\$)\$0.4525Coverage (DCF / Distribution)1.4xDistribution Increase Over Previous Quarter3.4%	Distributable Cash Flow (DCF)		9,338				
Coverage (DCF / Distribution)1.4xDistribution Increase Over Previous Quarter3.4%	DCF per Unit (\$)	\$	0.62				
Coverage (DCF / Distribution)1.4xDistribution Increase Over Previous Quarter3.4%	Distribution per Unit (\$)	\$	0.4525				
	Coverage (DCF / Distribution)		1.4x				
c c	Distribution Increase Over Previous Quarter		3.4%				
	e e e e e e e e e e e e e e e e e e e		7.3%				

Based on the March 31, 2012 proforma as presented on Form 8-K filed with the SEC on May 14, 2013.

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## **Investment Highlights**

- Stable Cash Flows from Rental Income and Wholesale Fuel Distribution
- Prime Real Estate Locations in Areas with High Traffic
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