



# Cowen & Company

3<sup>rd</sup> Annual Ultimate Energy Conference  
December 3, 2013



# Disclaimers



This presentation contains forward-looking statements that reflect, when made, our current views with respect to current events and financial performance. Such forward-looking statements are subject to many risks, uncertainties and factors relating to our operations and business environment, which may cause our actual results to be materially different from any future results, express or implied, by such forward-looking statements. All statements that address future operating, financial or business performance or our strategies or expectations are forward-looking statements. In some cases, you can identify these statements by forward-looking words such as “may,” “might,” “will,” “should,” “expects,” “plans,” “anticipates,” “believes,” “estimates,” “predicts,” “projects,” “potential,” “outlook” or “continue,” and other comparable terminology. Factors that could cause actual results to differ materially from these forward-looking statements include, but are not limited to, those discussed in our filings with the Securities and Exchange Commission, incorporated by reference into the prospectus, including our most recent Annual Report on Form 10-K and our Quarterly Reports on Form 10-Q. New risks and uncertainties arise from time to time, and it is impossible for us to predict these events or how they may affect us. We disclaim any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events and/or otherwise, except to the extent required by law.

This presentation includes certain non-GAAP financial measures, including Adjusted EBITDA and Segment Contribution Margin. These measures should be considered supplemental to and not a substitute for financial information prepared in accordance with GAAP and may differ from similarly titled measures used by others. For a reconciliation of such measures to the most directly comparable GAAP term, please see Appendix A to this presentation.

# U.S. Silica is Attractively Positioned



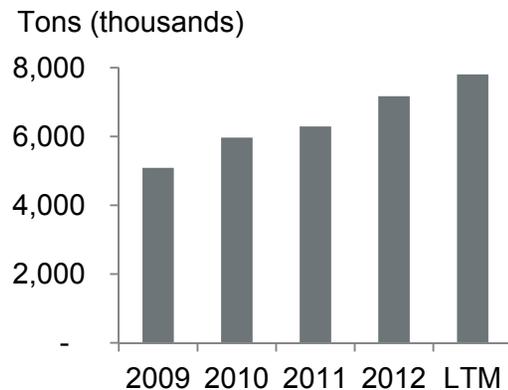
## Company Profile

- Low cost, high quality silica supplier
- 15 facilities and over 100 years of history
- Hard to emulate production and logistics capabilities
- 307 million tons of high quality reserves
- 7.2 million tons sold in 2012
- Over 800 employees
- Two operating segments, Oil & Gas and ISP

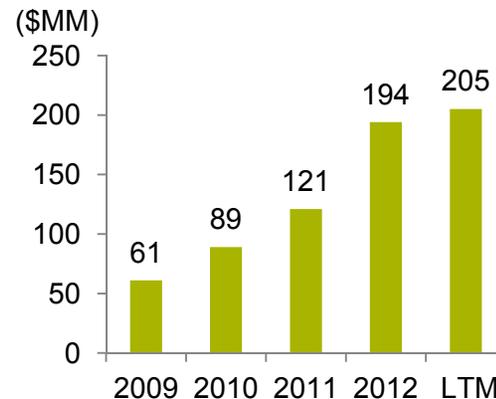
## Operations Footprint



## Sales Volume



## Contribution Margin <sup>(1)</sup>



Source: Company Estimates

# Two Strong, Complimentary Business Segments



	 	 
<b>Business Segments</b>	<b>Oil &amp; Gas</b>	<b>Industrial &amp; Specialty Products</b>
<b>Products</b>	<ul style="list-style-type: none"> <li>Northern White raw sand proppants – 20/40, 30/50, 40/70 and 100 mesh that are used to stimulate and maintain wells</li> <li>Resin coated sand</li> </ul>	<ul style="list-style-type: none"> <li>Whole grain silica</li> <li>Ground silica</li> <li>Other industrial products including aplite, calcined kaolin clay and magnesium silicate</li> </ul>
<b>Major Customers</b>	<ul style="list-style-type: none"> <li>Schlumberger</li> <li>C&amp;J Services</li> <li>Texas Specialty Sands</li> <li>Calfrac</li> <li>Nabors Industries</li> <li>Halliburton</li> </ul>	<ul style="list-style-type: none"> <li>Owens-Illinois</li> <li>PPG Industries</li> <li>Dow Corning</li> <li>Sherwin Williams</li> <li>Owens Corning</li> <li>Saint Gobain Glass</li> </ul>

# SLCA: A Unique Value Proposition



Rapid Demand Growth



Early Innings of Shale Revolution

A Balanced Mix of Stable and Growing Markets



Better Insulated From Market Forces and Entrants

Sustainable Competitive Advantages



Grow Faster Than the Market

Best-in-Class Total Shareholder Return



Optimal Mix of Organic Growth, M&A and Shareholder Return

# Driving Success with Scale, Innovation & Creativity

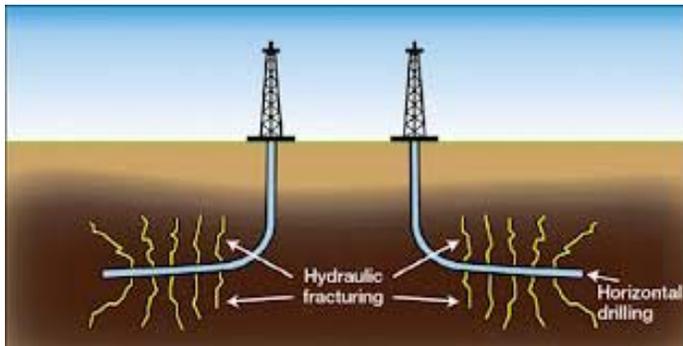


Segment	Strategic Goal	Key Actions & Triggers	Role of M&A
Oil & Gas	Increase Market Share	<ul style="list-style-type: none"> <li>• Sparta expansion complete</li> <li>• New actionable sites being explored (4.5 million tons)</li> </ul>	<ul style="list-style-type: none"> <li>• Accelerate growth through 'scale' acquisitions</li> <li>• Act as industry consolidator</li> </ul>
	Earn a 'Premium' on Each Ton Sold	<ul style="list-style-type: none"> <li>• Addition of new transloads (~10 – 20 targeted)</li> </ul>	
		<ul style="list-style-type: none"> <li>• Grow value added products and services, including RCS</li> </ul>	
Industrial & Specialty Products	<i>Industrial:</i> Protect the Core	<ul style="list-style-type: none"> <li>• Remain the supplier of choice for glass, foundry &amp; building products</li> </ul>	<ul style="list-style-type: none"> <li>• Accelerate growth by acquiring new capabilities</li> <li>• Act as industry consolidator</li> </ul>
	<i>Specialty:</i> Shift From \$ Per Ton to \$ Per Kilo	<ul style="list-style-type: none"> <li>• Forward integrate into downstream high value add processes</li> </ul>	
		<ul style="list-style-type: none"> <li>• Develop 'new to the world' products and applications</li> </ul>	

# Growing Demand for Proppant



Horizontal Rig Count **×** Wells per Rig **×** Lateral Length **×** Stages per Lateral **×** Proppant per Stage **+** Proppant Demand



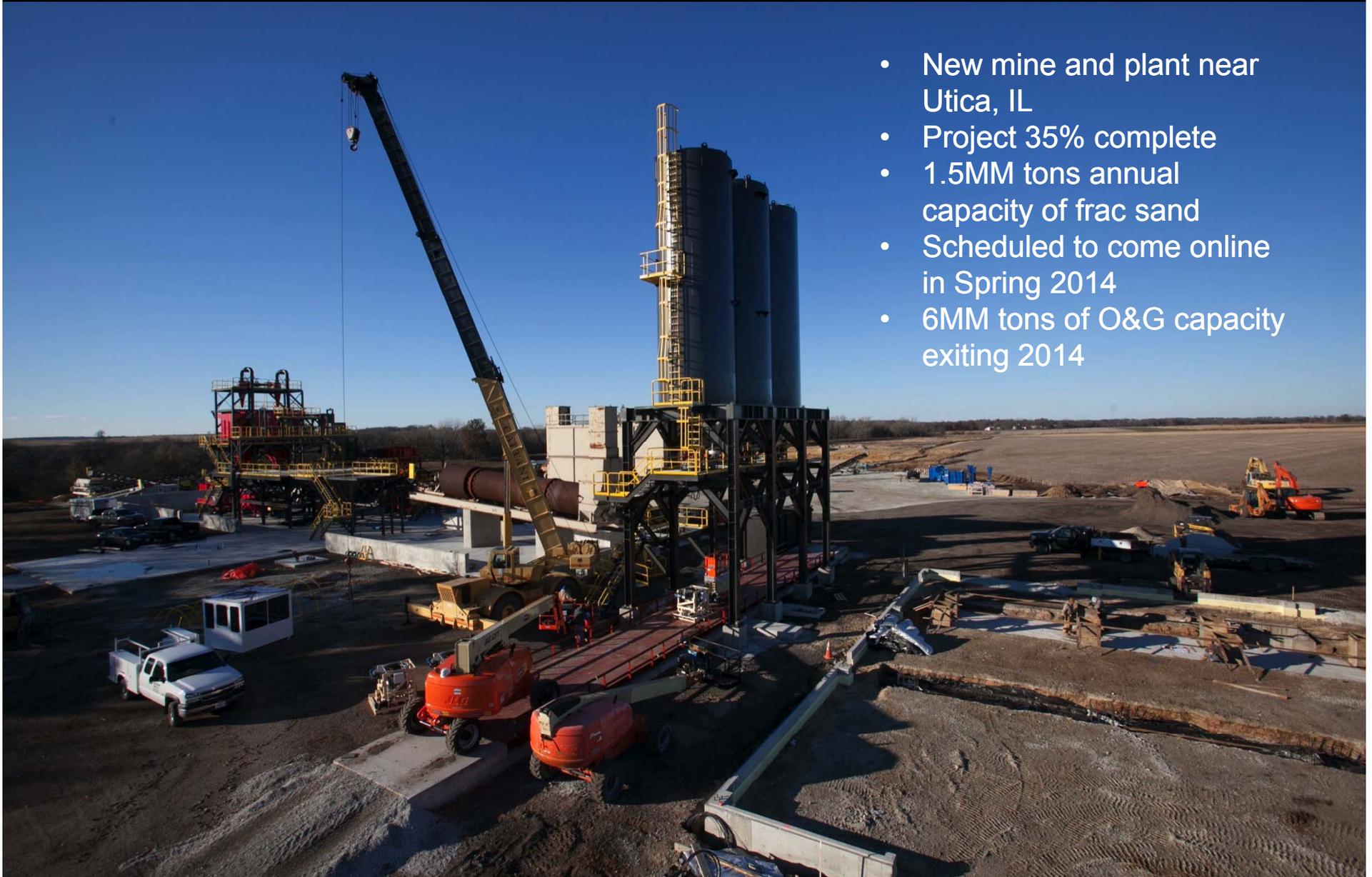
## Growth Drivers

- Proppant growth has outpaced rig count growth due to higher service intensity and increased horizontal drilling
- Pressure pumpers are increasing fracking efficiencies and completing jobs faster
- Wells per rig increased as operators found new drilling efficiencies
- Increased density leading to higher EURs
- Stage concentration within the laterals has increased as downhole technology advances
- Proppant per stage has increased as operators experiment with and evolve new completion designs

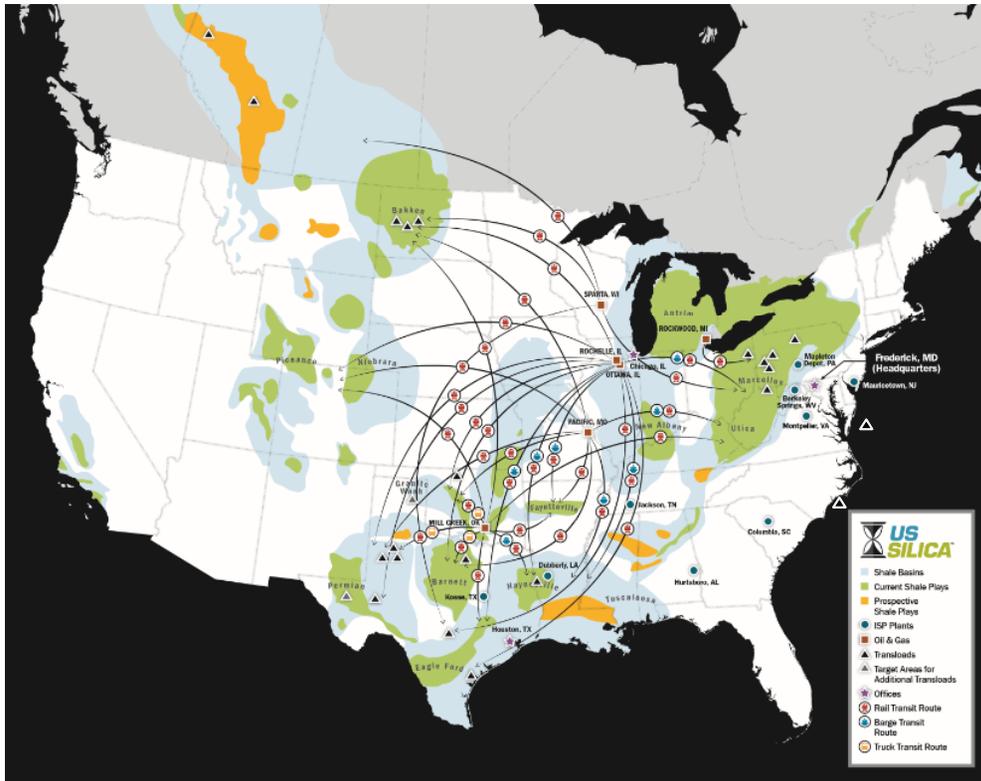
# Building Capacity to Meet Demand Growth



- New mine and plant near Utica, IL
- Project 35% complete
- 1.5MM tons annual capacity of frac sand
- Scheduled to come online in Spring 2014
- 6MM tons of O&G capacity exiting 2014



# Expanding Our Logistics Capabilities

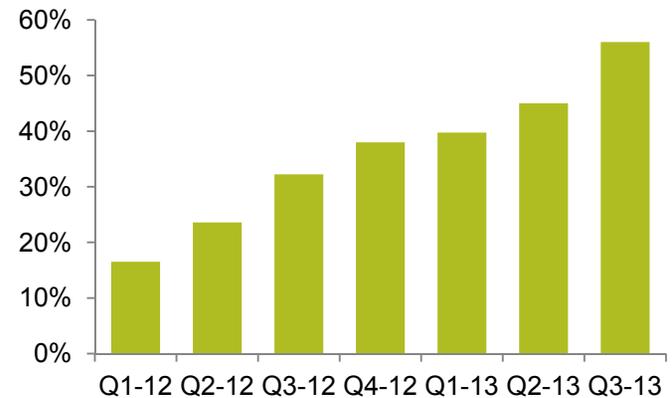


*Right Product, Right Place, Right Time*

## Transportation Assets

- Railroad access on BNSF, Union Pacific, CN, CP and CSX
- 3,600 railcars, 4,300 by end of 2014
- New agreement with Wildcat
- 40 in-basin transloads, many of which can be turned 'on' or 'off' to meet demand

## Percent Transload Sales



# Getting Closer to the Wellhead



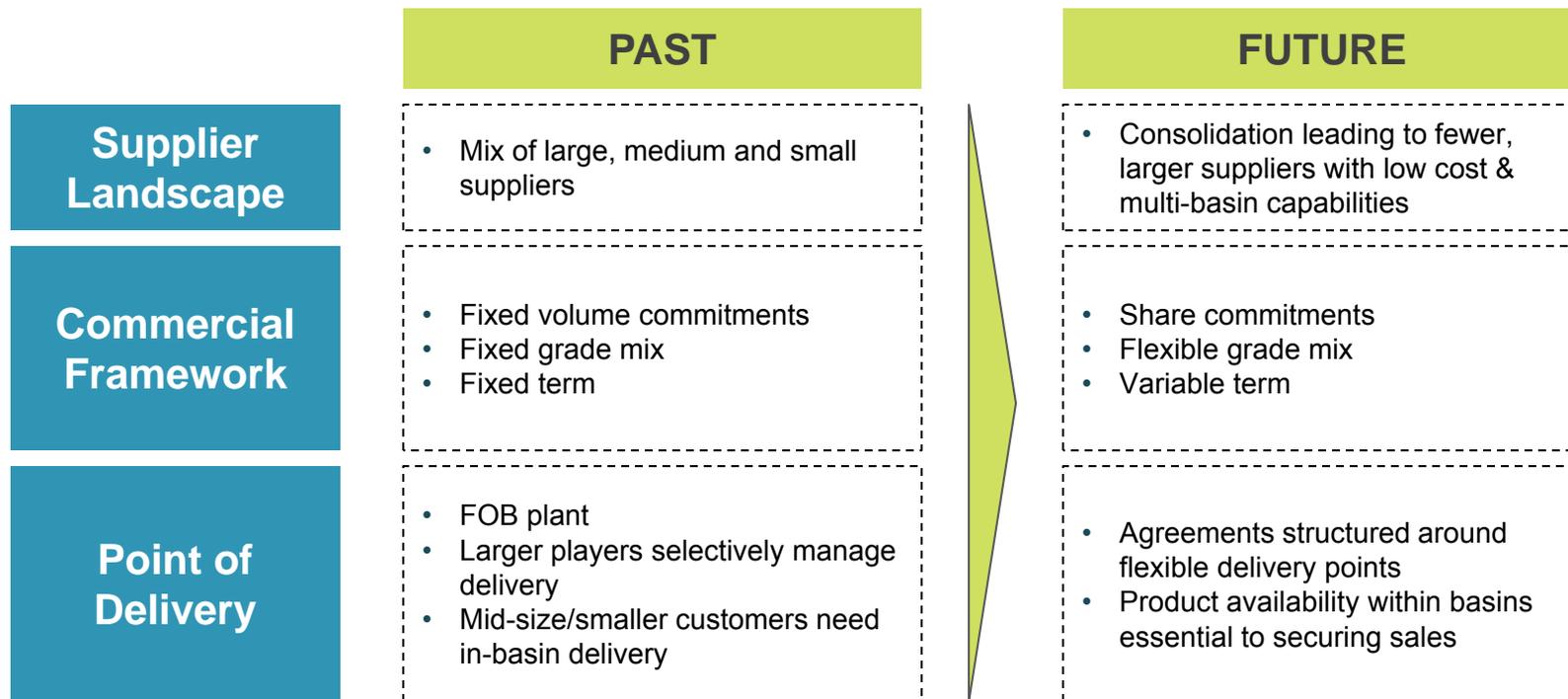
- New San Antonio transload
- 15K tons of storage capacity
- Joint venture with BNSF
- Serves Eagle Ford basin
- Unit train capable
- Run rate of over 500K tons on an annual basis



# Emerging Trends in Oil and Gas



- In response to market conditions, customer relationships are shifting

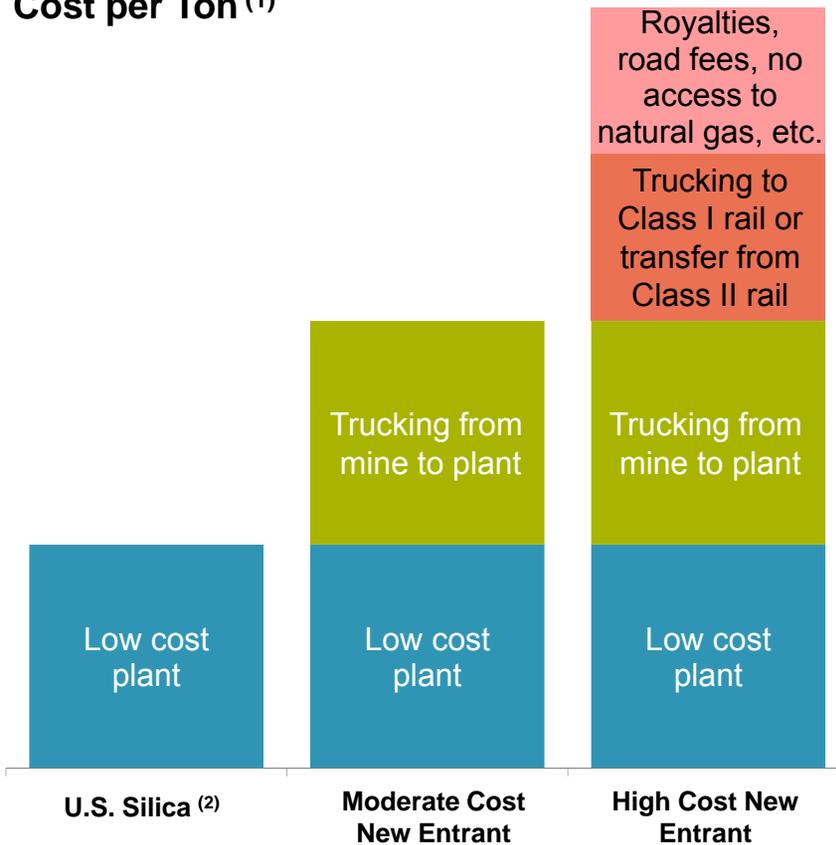


# Key to Success: Low Cost Producer

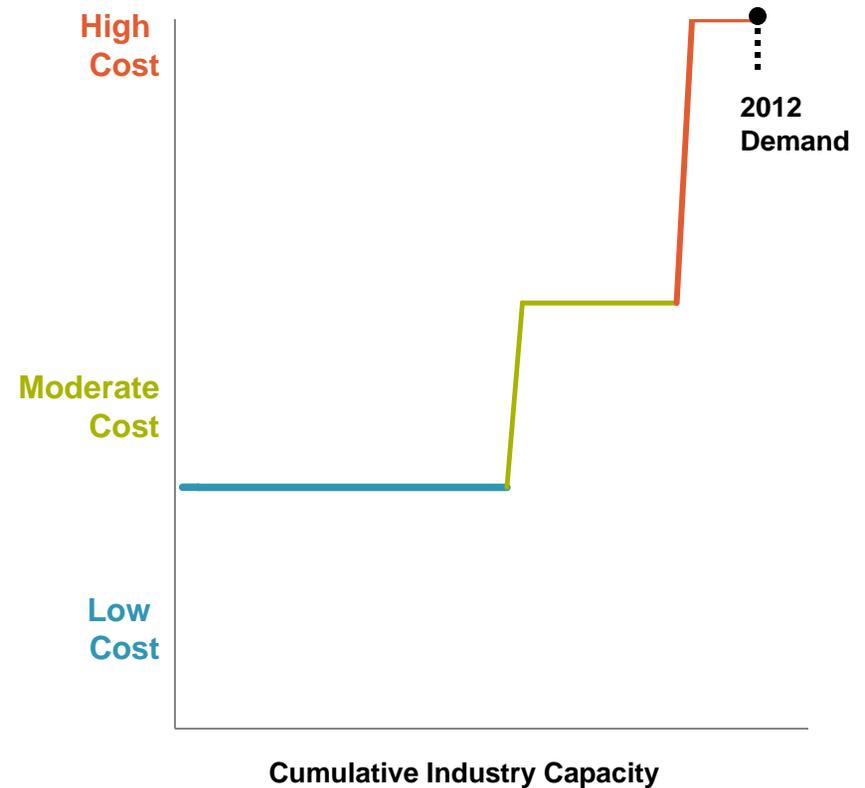


## U.S. Silica Frac Plants vs. New Project Examples

Cost per Ton <sup>(1)</sup>



## 2012 Industry Cost Curve



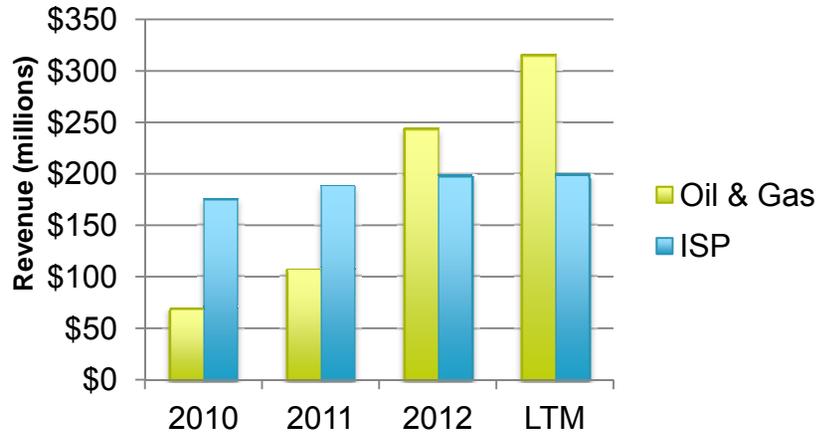
(1) Cost per ton to Class I rail

(2) Represents U.S. Silica's four plants used for frac sand

# A Balanced Mix of Stable and Growing Markets



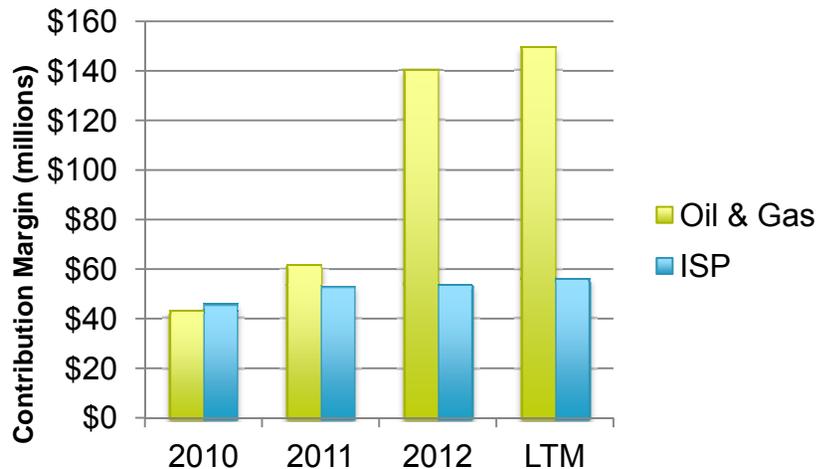
Revenue by Segment



## Revenues Protected By...

- Superior product offering
- Diversified ISP business
- Long-standing, sticky customer relationships
- 100-year history drives know-how and expertise

Contribution Margin by Segment



## Margins Protected By Solid Defensive Characteristics...

- Extensive logistics and transport network
- High barriers to entry
- Long lead time for competitors to find, permit and build new mines (1-3 year approval process)

# Unique Industrial & Specialty Position



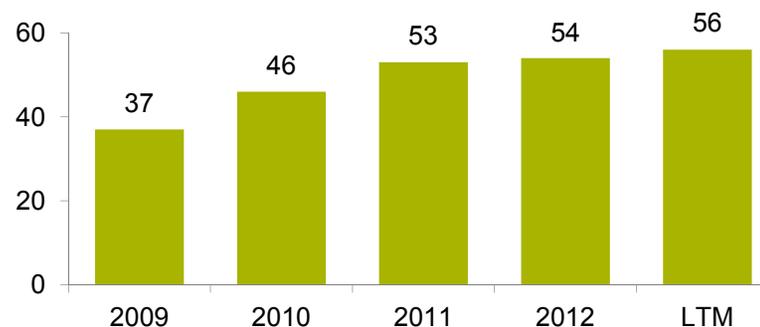
Segment		Applications
<b>Glass</b>		Smartphones, tablets, containers, automotive glass and fiberglass
<b>Building Products</b>		Mortars and grouts, specialty cements, roofing shingles and insulation
<b>Foundry</b>		Molds for high temperature castings and metal casting products
<b>Chemicals</b>		Silicon-based chemicals used in food processing, detergents and polymer additives
<b>Fillers and Extenders</b>		Performance coatings, architectural, industrial and traffic paints, EMC and silicone rubber

## Drivers of Stability

- U.S. Silica’s multiple plants provide supply redundancy and low transportation costs
- Often a single source supplier
- Spec’d in to customer formulas due to unique silica characteristics
- Low customer turnover

## Stable and Growing Profitability

(Segment Contribution Margin, in \$MM)



# Transforming the ISP Segment



## Invest in Talent

- New capabilities
- Market Development team
- Technical Sales capability

## Enhance R&D

- Product Development capability
- State-of-the-art lab
- Customer technical support

## Implement New Technology

- Specialty deposits
- Enhanced processing
- Investing in new production capability for specialized applications



\$s per ton

## Growing our Specialty and Performance Products

\$s per kilo



# Capital Allocation Strategy



## Our Three Priorities...

### 1) Reinvest in the Business

- **Process improvements**
- **New Greenfield mine and production facilities**

### 2) Enhance Shareholder Value

- **Mergers & acquisitions**
- **New product developments**

### 3) Return Capital to Shareholders

- **Dividends**
- **Share repurchases**

# Strong Balance Sheet to Fund Growth Initiatives



## Summary Capitalization (US\$ in thousands)

	9/30/2013	12/31/2012
Cash and Cash Equivalents	\$ 128,687	\$ 61,022
Asset-Based Revolving Line-of-Credit	—	—
Term Loan Facility	372,322	255,425
Other Borrowings	—	—
Total Debt	372,322	255,425
Net Debt	243,635	194,403
Leverage (Debt/LTM Adj EBITDA) <sup>(1)(2)</sup>	2.3x	1.7x
Net Leverage (Net Debt/LTM Adj EBITDA) <sup>(1)(2)</sup>	1.5x	1.3x

- \$50MM total available borrowing base under asset-based revolving line-of-credit
- \$40.7MM capacity available under asset-based revolving line-of-credit <sup>(3)</sup>
- Total liquidity of ~\$169.4MM for growth initiatives as of September 30, 2013

(1) Leverage and Net Leverage as of December 31, 2012 are calculated using LTM Adj EBITDA as of the reporting date

(2) See Appendix A for GAAP reconciliation

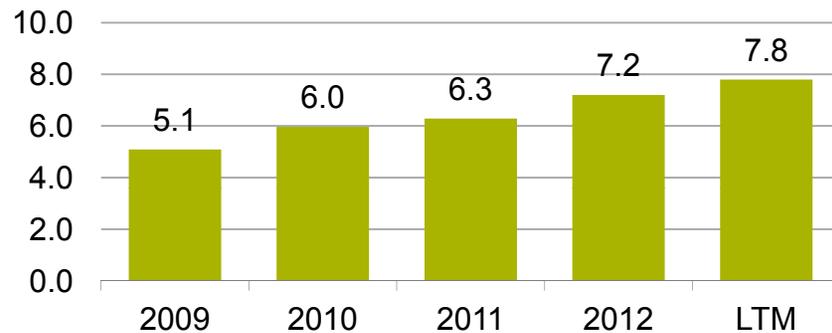
(3) Zero drawn, and another \$9.3MM allocated for letters of credit as of 9/30/2013

# Historical Financial Summary



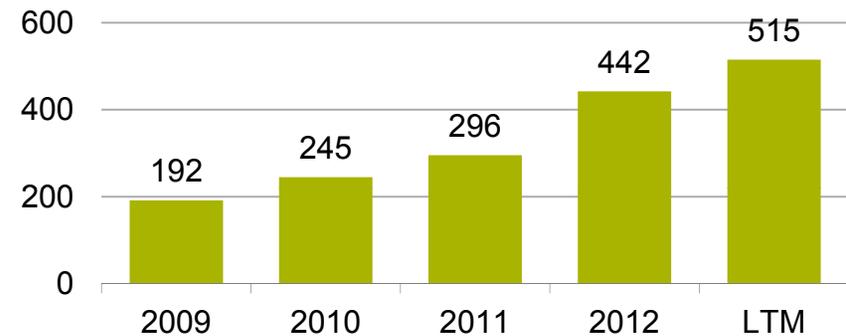
## Volume

(MM Tons)



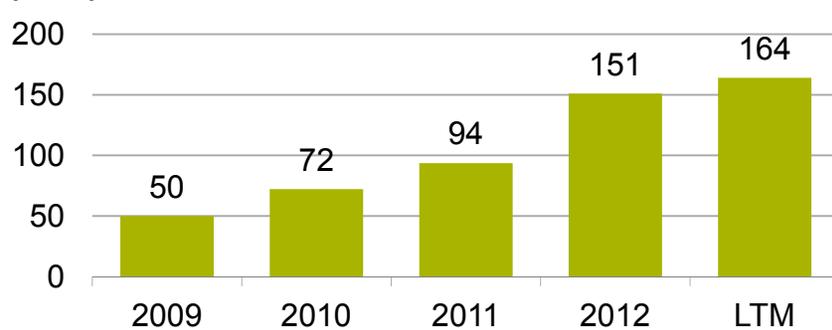
## Revenue

(\$MM)



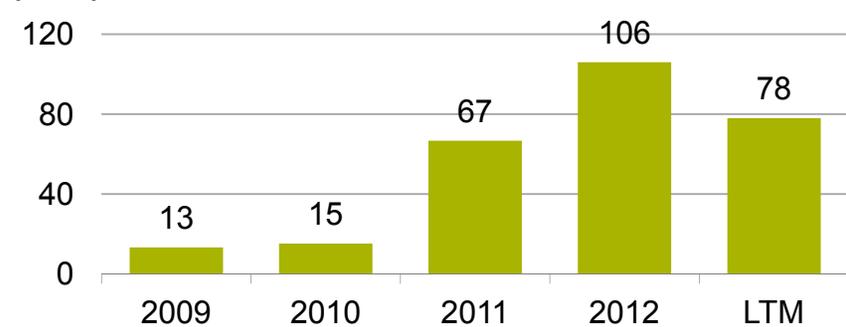
## Adjusted EBITDA <sup>(1)</sup>

(\$MM)



## Capital Expenditures

(\$MM)



(1) See Appendix A for GAAP reconciliation

# Compelling Investment Opportunity



## Proven Results

- 2x Revenue over last 3 years
- 3x Adj. EBITDA<sup>(1)</sup> over last 3 years
- Strong operating cash flows

## Unique Option to Play NA Shale Growth

- Economically irreplaceable ingredient
- Strong long-term demand projections
- Not tied to specific basins or service companies

## Industry Leader for More Than a Century

- Top market positions in most segments
- Low cost operations with industry leading logistics
- Balanced mix of stable and growing markets

## Clear Growth Opportunities

- Increase share of rapidly growing proppant segment
- Introduce new, value added products
- Highly accretive M&A opportunities

(1) See Appendix A for reconciliations to GAAP



Questions?





# Appendix A



# Non-GAAP Financial Performance Measures



## ***Segment Contribution Margin***

The Company organizes its business into two reportable segments, Oil & Gas Proppants and Industrial & Specialty Products, based on end markets. The reportable segments are consistent with how management views the markets served by the Company and the financial information reviewed by the chief operating decision maker. The Company manages its Oil & Gas Proppants and Industrial & Specialty Products businesses as components of an enterprise for which separate information is available and is evaluated regularly by the chief operating decision maker in deciding how to allocate resources and assess performance.

An operating segment's performance is primarily evaluated based on segment contribution margin, which excludes certain corporate costs not associated with the operations of the segment. These corporate costs are separately stated and include costs that are related to functional areas such as operations management, corporate purchasing, accounting, treasury, information technology, legal and human resources. The Company believes that segment contribution margin, as defined above, is an appropriate measure for evaluating the operating performance of its segments. However, this measure should be considered in addition to, not a substitute for, or superior to, income from operations or other measures of financial performance prepared in accordance with generally accepted accounting principles. For a reconciliation of segment contribution margin to its most directly comparable GAAP financial measure, see Note T to our financial statements in our Annual Report on Form 10-K for the fiscal year ended December 31, 2012.

## ***Adjusted EBITDA***

Adjusted EBITDA is not a measure of our financial performance or liquidity under GAAP and should not be considered as an alternative to net income as a measure of operating performance, cash flows from operating activities as a measure of liquidity or any other performance measure derived in accordance with GAAP. Additionally, Adjusted EBITDA is not intended to be a measure of free cash flow for management's discretionary use, as it does not consider certain cash requirements such as interest payments, tax payments and debt service requirements. Adjusted EBITDA contains certain other limitations, including the failure to reflect our cash expenditures, cash requirements for working capital needs and cash costs to replace assets being depreciated and amortized, and excludes certain non-recurring charges that may recur in the future. Management compensates for these limitations by relying primarily on our GAAP results and by using Adjusted EBITDA only as a supplement. Our measure of Adjusted EBITDA is not necessarily comparable to other similarly titled captions of other companies due to potential inconsistencies in the methods of calculation.

# Reconciliation (Adjusted EBITDA to Net Income)



The following table sets forth a reconciliation of net income, the most directly comparable GAAP financial measure, to Adjusted EBITDA.

	Three Months Ended September 30,	
	2013	2012
Net income	\$21,334	\$18,796
Total interest expense, net of interest income	4,127	3,276
Provision for taxes	5,739	8,302
Total depreciation, depletion and amortization expenses	9,152	5,968
<b>EBITDA</b>	<b>40,352</b>	<b>36,342</b>
Non-recurring expense (income) <sup>(1)</sup>	–	(30)
Loss on early extinguishment of debt <sup>(2)</sup>	480	–
Non-cash incentive compensation <sup>(3)</sup>	854	515
Post-employment expenses (excluding service costs) <sup>(4)</sup>	382	335
Other adjustments allowable under our existing credit agreements <sup>(5)</sup>	2,956	357
<b>Adjusted EBITDA</b>	<b>\$45,024</b>	<b>\$37,519</b>

(1) Includes the gain on sale of assets for the three months ended September 30, 2013.

(2) Includes write-offs of debt issuance costs, legal fees and a prepayment penalty related to the early extinguishment of debt.

(3) Includes vesting of incentive equity compensation issued to our employees.

(4) Includes net pension cost and net post-retirement cost relating to pension and other post-retirement benefit obligations during the applicable period, but in each case excluding the service cost relating to benefits earned during such period. See Note R to our Consolidated Financial Statements in Part I, Item 1 of this Quarterly Report on Form 10-Q.

(5) Reflects miscellaneous adjustments permitted under the Term Loan and the Revolver, including such items as expenses related to our refinancing, employment agency fee, secondary stock offerings by Golden Gate Capital, reviewing growth initiatives and potential acquisitions and one-time litigation fees.