

# 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.



## **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

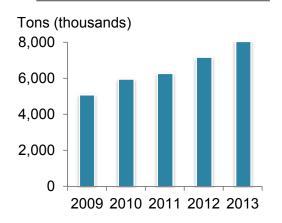
# U.S. Silica is Attractively Positioned



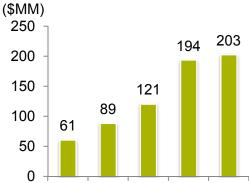
## **Company Profile**

- Low cost, high quality silica supplier
- 15 facilities and over 100 years of history
- Hard to emulate production and logistics capabilities
- 297 million tons of high quality reserves
- 8.2 million tons sold in 2013
- Over 800 employees
- Two operating segments, Oil & Gas and ISP

#### Sales Volume



### 200 150 121 89 100 61



2009 2010 2011 2012 2013

Contribution Margin (1)

## **Operations Footprint**



★ Existing Planned

Source: Company Estimates

# 42<sup>nd</sup> AEC

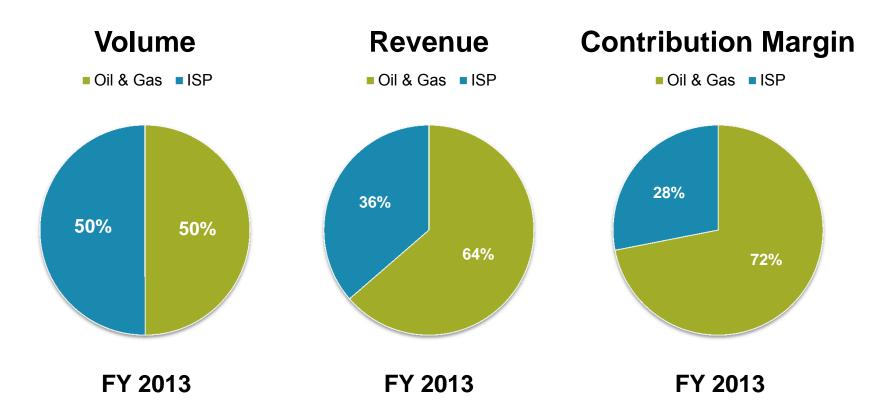
# **Two Strong, Complimentary Business Segments**



Business Segments	Oil & Gas	Industrial & Specialty Products			
Products	<ul> <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> <li>Whole grain silica</li> <li>Ground silica</li> <li>Other industrial products including aplite, calcined kaolin clay and magnesium silicate</li> </ul>			
Major Customers	<ul> <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> <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>			

# **Business Segment Metrics**

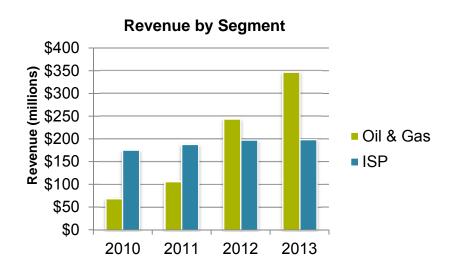






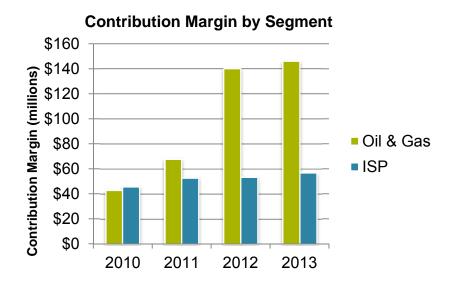
# A Balanced Mix of Stable and Growing Markets





## Revenues Protected By...

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



# **Margins** Protected By Solid Defensive Characteristics...

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

# **Growing Demand for Proppant**



**Horizontal Rig Count** 

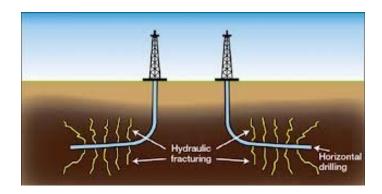
per Rig

Lateral Length



Stages per

**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

# 42<sup>nd</sup> AEC

# E&P's Reporting Increased Sand Usage



"So we're significantly increasing proppant concentration...So far we are seeing really quite excellent results, 20% to 30% EUR increases."

-Pioneer Natural Resources

"We'd like to enter these plays with higher sand concentrations, I'd rather say I pumped too much sand and not enough so we're coming in at pretty high concentrations."

-Cimarex Energy

"We've brought the technology that we've learned from the Eagle Ford and some other places and we are doing a lot better job at completing these new wells. A lot more sand, a lot more stages, a lot better distribution of the frack along the laterals, and the eyepiece of well are excellent and more importantly the decline rate on these newer wells are much shallower."

-EOG Resources

# **Emerging Trends in Oil and Gas**



In response to market conditions, customer relationships are shifting

## Supplier Landscape

# Commercial Framework

# Point of Delivery

**Product Mix** 

### **PAST**

- Mix of large, medium and small suppliers
- · Fixed volume commitments
- Fixed grade mix
- Fixed term
- FOB plant
- Larger players selectively manage delivery
- Mid-size/smaller customers need in-basin delivery
- Four primary grades
- Coarse grains used in oily plays
- · Fine grades used in gas plays
- Coarse grades have higher ASP's

## **FUTURE**

- Consolidation leading to fewer, larger suppliers with low cost & multi-basin capabilities
- · Share commitments
- Flexible grade mix
- Variable term
- Agreements structured around flexible delivery points
- Product availability within basins essential to securing sales
- Fine grades pushed down hole first to reach micro cracks
- Dilution to margin percent but adds incremental EBITDA

# **Unique Industrial & Specialty Position**



Segment		Applications
Glass	1,9	Smartphones, tablets, containers, automotive glass and fiberglass
Building Products		Mortars and grouts, specialty cements, roofing shingles and insulation
Foundry		Molds for high temperature castings and metal casting products
Chemicals		Silicon-based chemicals used in food processing, detergents and polymer additives
Fillers and Extenders	and the second s	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**



## **Driving Success with Speed, Scale & Strength**





- Expanding our transload network
- Aggressively adding to rail car fleet
- Optimizing logistics network



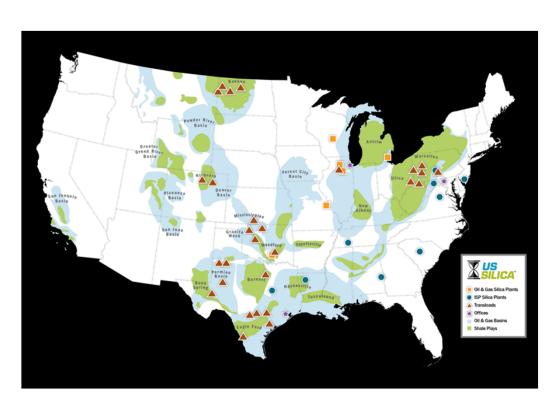
- New frac sand mine
   & plant in Utica, IL
- Permitting new Greenfield site in Wisconsin
- Breaking ground on new transload in Odessa



- Strong Financially
- Strong Internally
- Strong Relationships

# **Expanding Our Logistics Capabilities**



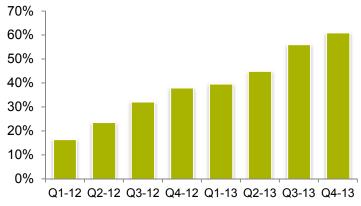


Right Product, Right Place, Right Time

## **Transportation Assets**

- Railroad access on BNSF, Union Pacific, CN, CP and CSX
- 3,600 railcars, 5,200 by end of 2014
- 36 in-basin transloads, many of which can be turned 'on' or 'off' to meet demand
- Ability to barge product to certain basins

### **Percent Transload Sales**



# **Getting Closer to the Wellhead**





## **Building Capacity to Meet Demand Growth**





## **Strong Balance Sheet to Fund Growth Initiatives**



# **Summary Capitalization** (US\$ in thousands)

	12	2/31/2013	12	/31/2012
Cash and Cash Equivalents	\$	153,236	\$	61,022
Asset-Based Revolving Line-of-Credit		-		_
Term Loan Facility		371,451		255,425
Other Borrowings		_		_
Total Debt		371,451		255,425
Net Debt		218,215		194,403
Leverage (Debt/Adj EBITDA)(1)(2)		2.3x		1.7x
Net Leverage (Net Debt/Adj EBITDA)(1)(2)		1.4x		1.3x

- \$41.0 MM capacity
   available under asset based revolving
   line-of-credit (3)
- Total liquidity of
   ~\$194.2MM for
   growth initiatives as of
   December 31, 2013

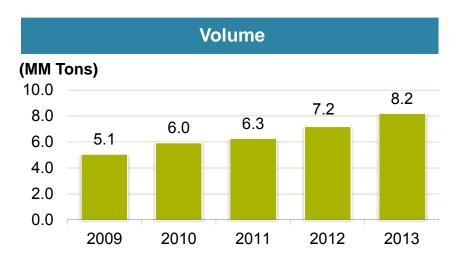
<sup>(1)</sup> Leverage and Net Leverage as of December 31, 2013 are calculated using Adj EBITDA as of the reporting date

<sup>(2)</sup> See Appendix A for GAAP reconciliation

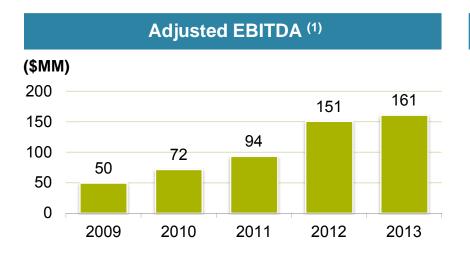
<sup>(3)</sup> Zero drawn, and another \$9.0MM allocated for letters of credit as of 12/31/2013

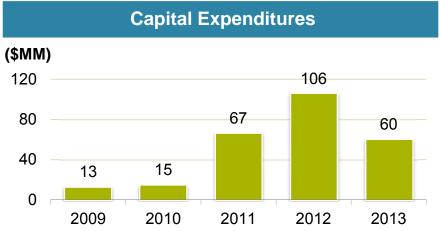
# **Historical Financial Summary**











(1) See Appendix A for GAAP reconciliation

# SILICA

# **Compelling Investment Opportunity**

#### **Proven Results**

- Almost doubled revenue over last 3 years
- Almost doubled 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





# 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 U to our financial statements in our Annual Report on Form 10-K for the fiscal year ended December 31, 2013.

#### 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.

# 42<sup>nd</sup> AEC

# 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 December 31,		
	2013	2012	
Net income	\$16,453	\$21,794	
Total interest expense, net of interest income	4,040	3,193	
Provision for taxes	1,658	8,030	
Total depreciation, depletion and amortization expenses	10,098	7,179	
EBITDA	32,249	40,196	
Non-cash losses and charges <sup>(1)</sup>	464	379	
Non-recurring expense (income) <sup>(2)</sup>	(189)	(3,737)	
Non-cash incentive compensation (3)	803	668	
Post-employment expenses (excluding service costs) (4)	517	450	
Other adjustments allowable under our existing credit agreements (5)	2,051	1,015	
Adjusted EBITDA	\$35,895	\$38,971	

<sup>(1)</sup> Includes non-cash losses and charges arising from adjustments to estimates of a future litigation liability.

<sup>(2)</sup> Includes gain on sale of assets for the three months ended December 31, 2013, and gain on insurance settlement for the three months ended December 31, 2012.

<sup>(3)</sup> Includes vesting of incentive equity compensation issued to our employees.

<sup>(4)</sup> 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.

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