



# U.S. Silica

Cowen and Company 4<sup>th</sup> Annual Ultimate Energy Conference

December 2, 2014

# 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, 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 the Appendix to this presentation. We are unable to reconcile our projections to the comparable GAAP measures because we do not predict the future impact of adjustments due to the difficulty of doing so.

# Outgrowing a Growth Market

Adj. EBITDA  
growth  
2009-2014E

**35%**  
CAGR

Competitive  
advantages

**Strong**

Adj. EBITDA  
expansion  
2014-2017E

**>2X**

Market share  
gain  
per year

**1-2**  
points



# Outgrowing a Growth Market

1 Strong performance record

2 Positioned in a high-growth market

3 Differentiated business model

4 Powerful growth strategy

GOAL:  
Growth in Adj. EBITDA

2017:  
2X to  
\$550M – \$600M

2020:  
4X to  
\$900M – \$1B

# U.S. Silica – Strength in Numbers

Frac sand provider in world

Top 3

Operating facilities

17

Tons of reserves

366M

Annual production in 2013 (tons)

8.2M

Growth rate – doubling company size every

2-3 years

Payback on new mines / plants

<2 years

Forbes' America's Best Small Company ranking

#1



# Building on Two Strong, Complementary Business Segments

## Oil & Gas Proppants



Revenue \$347M

Segment margin % 42%

Segment contribution<sup>(1)</sup> \$146M

Volume 4.1M tons

Operating facilities 7

## Industrial & Specialty (ISP)



Revenue \$199M

Segment margin % 29%

Segment contribution<sup>(1)</sup> \$57M

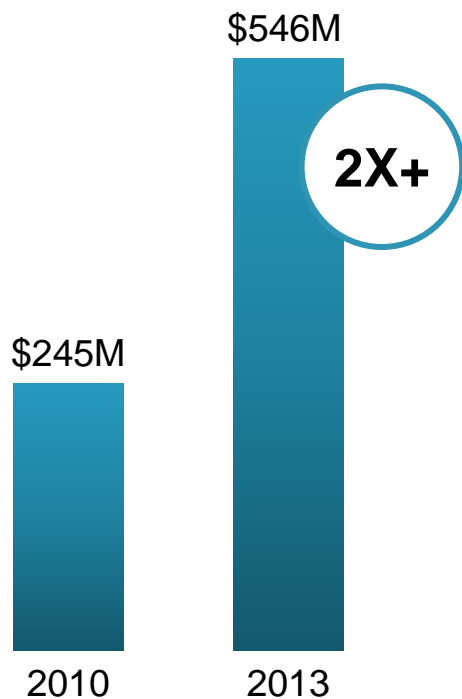
Volume 4.1M tons

Operating facilities 10

(1) See Appendix for GAAP reconciliation

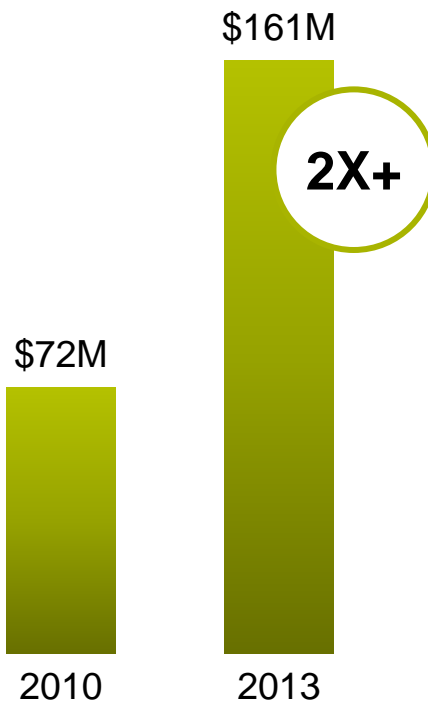
# Delivered Impressive Results

## Revenue



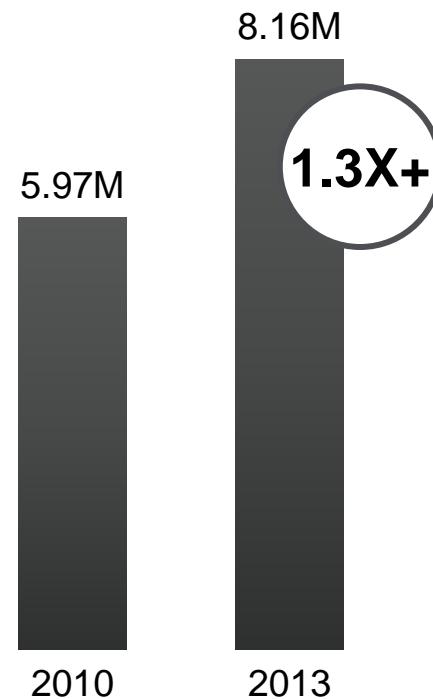
- YTD Q3 2014 up 58%

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



- YTD Q3 2014 up 44%

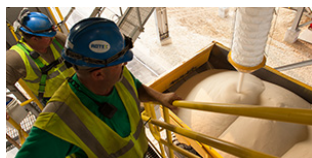
## Volume (000 tons)



- YTD Q3 2014 up 31%

# Record of Meeting / Exceeding Our Goals

2013 Investor Day Goals for 2016	Accomplishments
Double Adj. EBITDA by 2016	<ul style="list-style-type: none"> <li>✓ Expect to achieve in 2015</li> </ul>
Gain 1 point of share per year	<ul style="list-style-type: none"> <li>✓ Estimate 2 points gain in 2014</li> </ul>
Add 10-20 new transloads	<ul style="list-style-type: none"> <li>✓ Added 4 transloads in 2014</li> </ul>
Extend value-added in-basin position	<ul style="list-style-type: none"> <li>✓ 70% volume sold through transload</li> </ul>
Grow Oil & Gas Proppant capacity	<ul style="list-style-type: none"> <li>✓ Utica start up and sales ramping</li> </ul>
	<ul style="list-style-type: none"> <li>✓ Fairchild in-progress and start-up 2015</li> </ul>
Grow ISP business by 4% per year	<ul style="list-style-type: none"> <li>✓ ISP CM\$ up 10% YTD Q3 2014 vs. 2013</li> </ul>
Add \$10M in ISP Adj. EBITDA	<ul style="list-style-type: none"> <li>✓ 13 new products launched</li> </ul>
	<ul style="list-style-type: none"> <li>✓ 37 new products in development</li> </ul>





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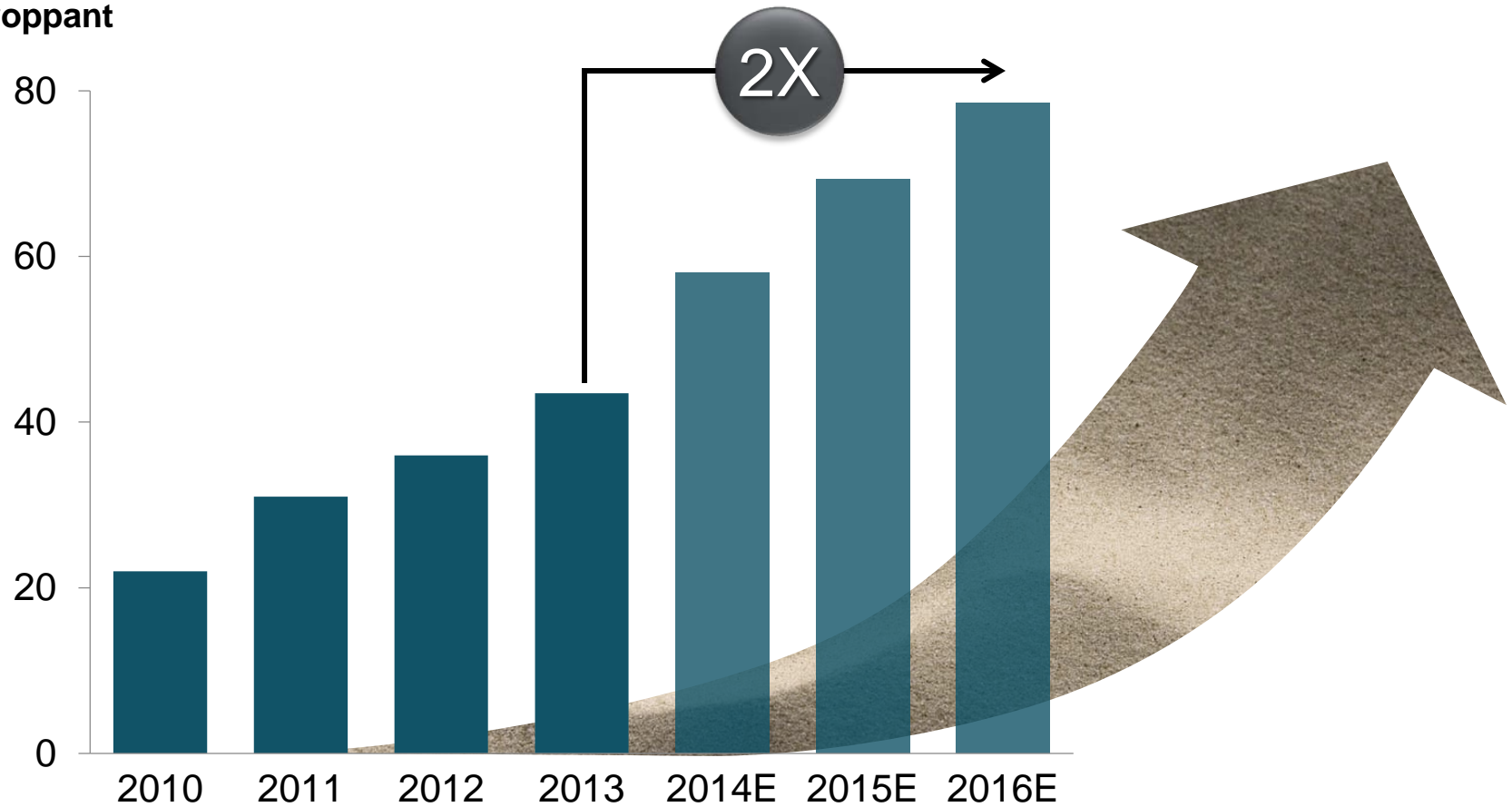
2017:  
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# Surging Demand for Oil & Gas Proppants

Million Tons  
Proppant



# New Drilling Technique Leading to Exponential Growth in Demand

## New High Proppant Density Well Design\*

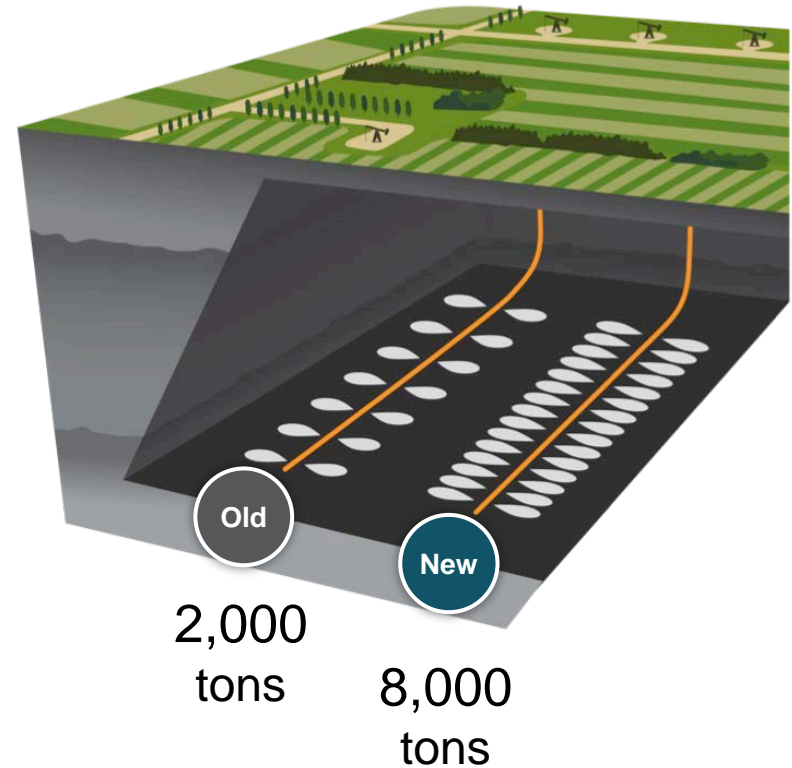
**2x** stages per well

**×**

**2x** proppant consumption per stage

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**= 4x** consumption per well



More proppant = the quickest and cheapest way to increase well output

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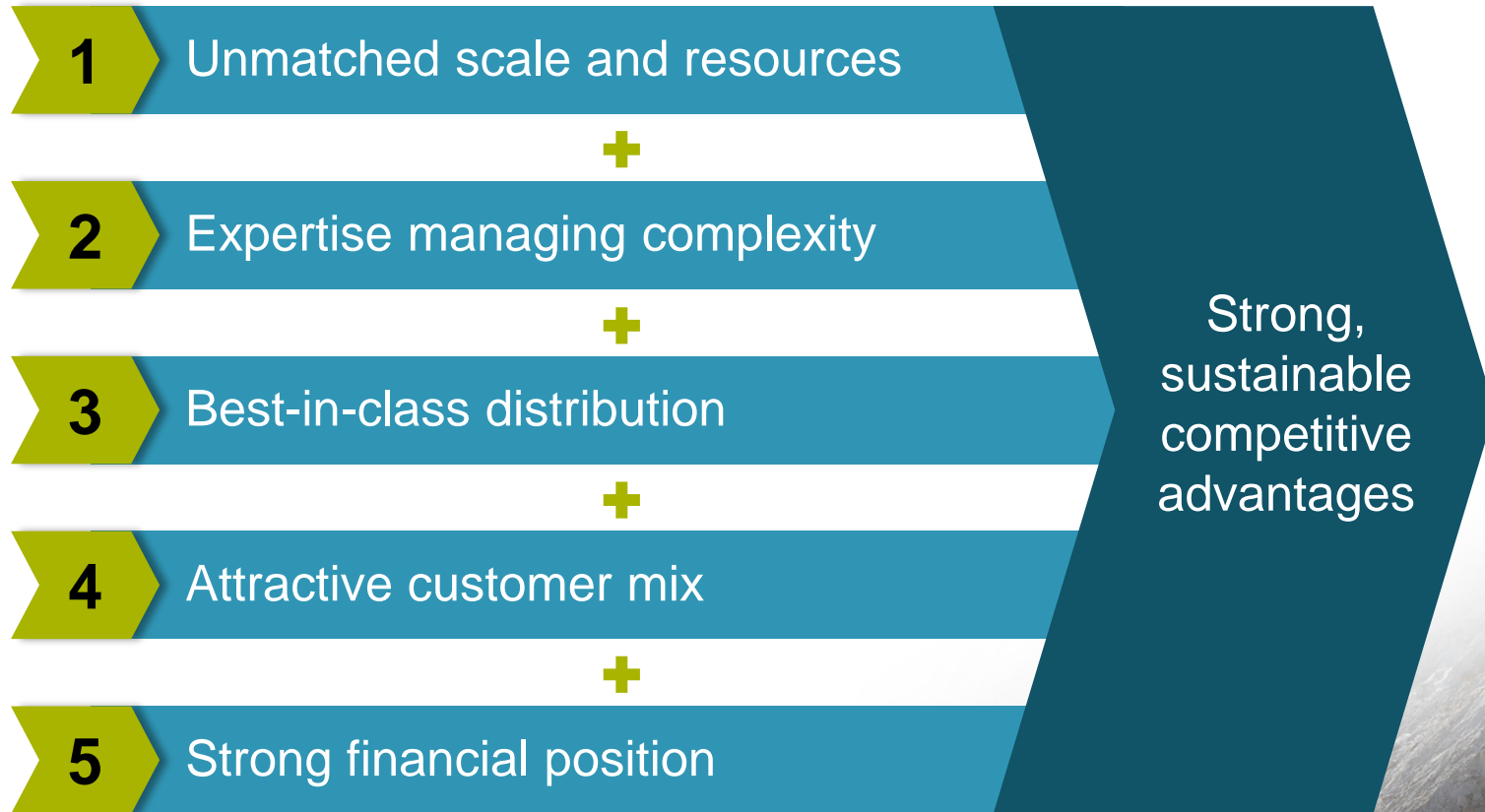
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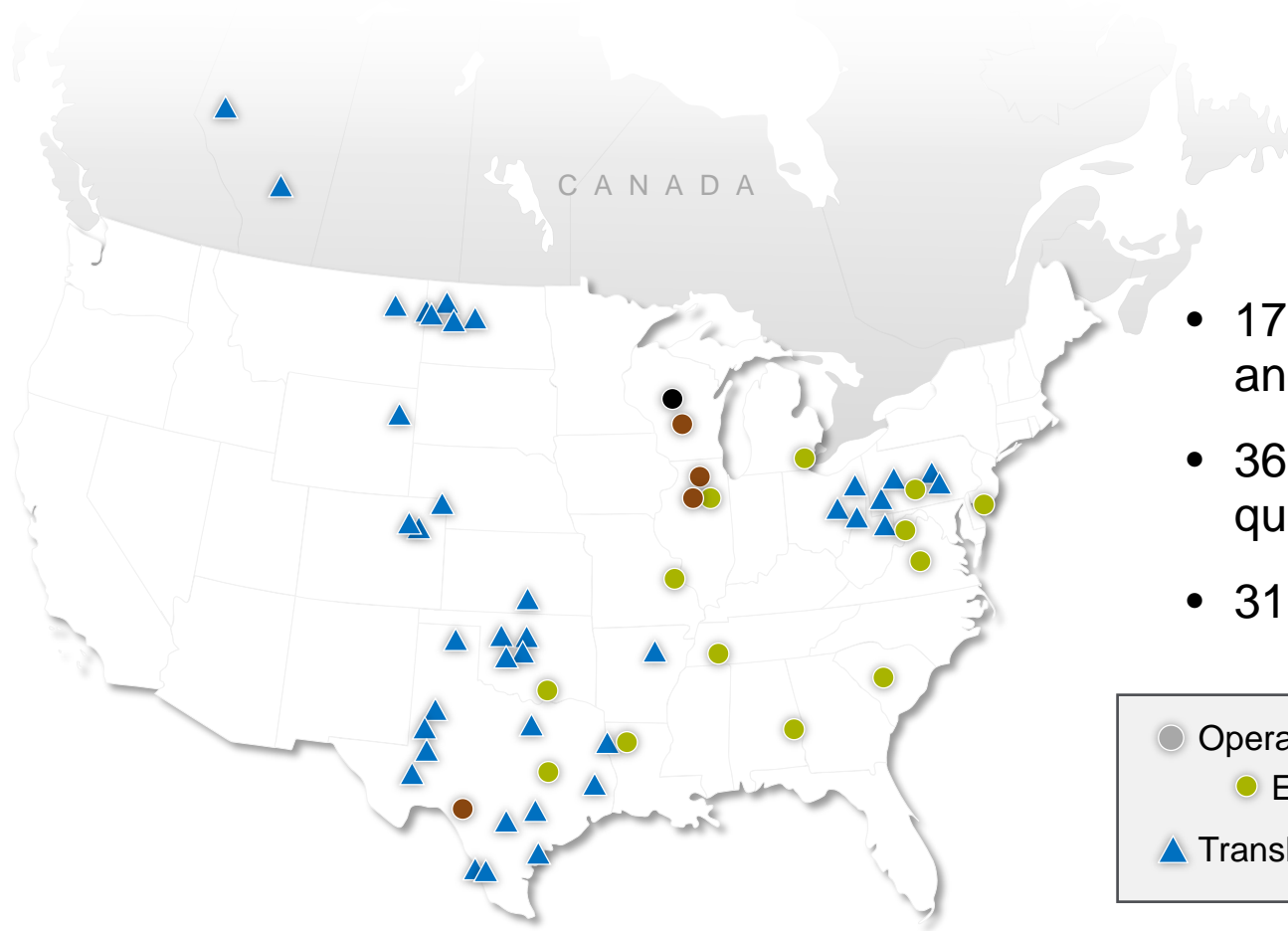
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# A Differentiated Business Model

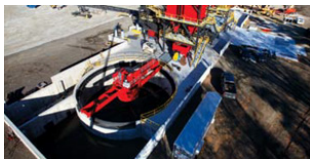


# 1. Unmatched Scale and Resources



- 17 operating facilities and 2 Greenfields
- 366M tons of high quality reserves
- 31 transload terminals

●	Operating facilities
●	Existing
●	New
●	Planned
▲	Transload terminals



## 2. Expertise Managing Complexity

### – “It’s Not Just Sand”

- Finding the right sand
  - strict criteria set by the American Petroleum Institute (API) for strength, shape, solubility and flow
- Building the mine
  - access to Class I rail, natural gas
  - permitting, community resistance
- Securing railcars
  - 24 month lead time
  - long leases and high fixed cost
- Logistics expertise
  - railroad management
  - transload capacity and throughput

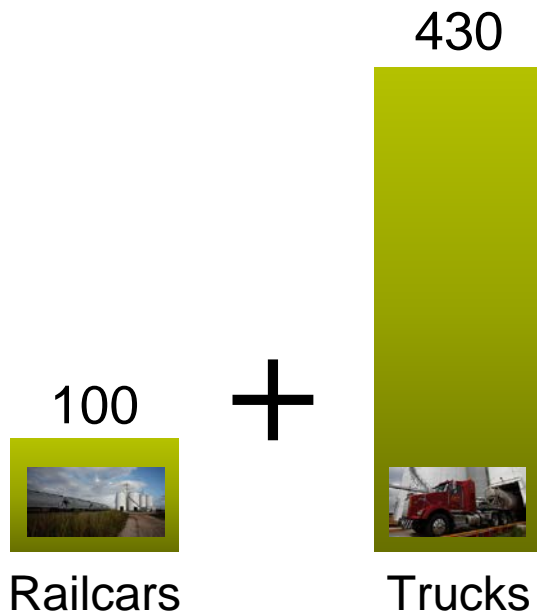


Significant  
barriers  
to entry

# 3. Best-in-Class Distribution

## Moving High Volumes of Proppant...

Example: Railcars and trucks needed to complete **one** well



## ... Leverages our Unique Supply Chain

- ✓ High velocity transloads strategically located
- ✓ Economical silo inventory storage
- ✓ Extensive Unit train capabilities
- ✓ A fleet of railcars under lease, growing in step with capacity
- ✓ Access to economical barge terminals

Unmatched speed, responsiveness and reliability



# 3. Best-in-Class Distribution – Expertise Removing Transportation Bottlenecks



- 24 month lead time
- Long leases and high fixed cost
- Railroad congestion
- Unit train capability
- Transload throughput
- Storage Capacity
- Lead time for new transloads
- Throughput
- Highway access

## Industry Challenges

# 4. Attractive Mix of Customers and Markets

## Oil & Gas Proppants



- Currently 70% of sales under contract
  - locked-in volumes at attractive margins
  - efficiency gains in production and supply chain planning
  - takes risk off the table – can sell portion on spot market



HALLIBURTON

PIONEER  
NATURAL RESOURCES



## Industrial & Specialty Products



- Top five customers >50 year relationships
  - critical raw material for long term customers
- Negotiated multi-year contract extensions

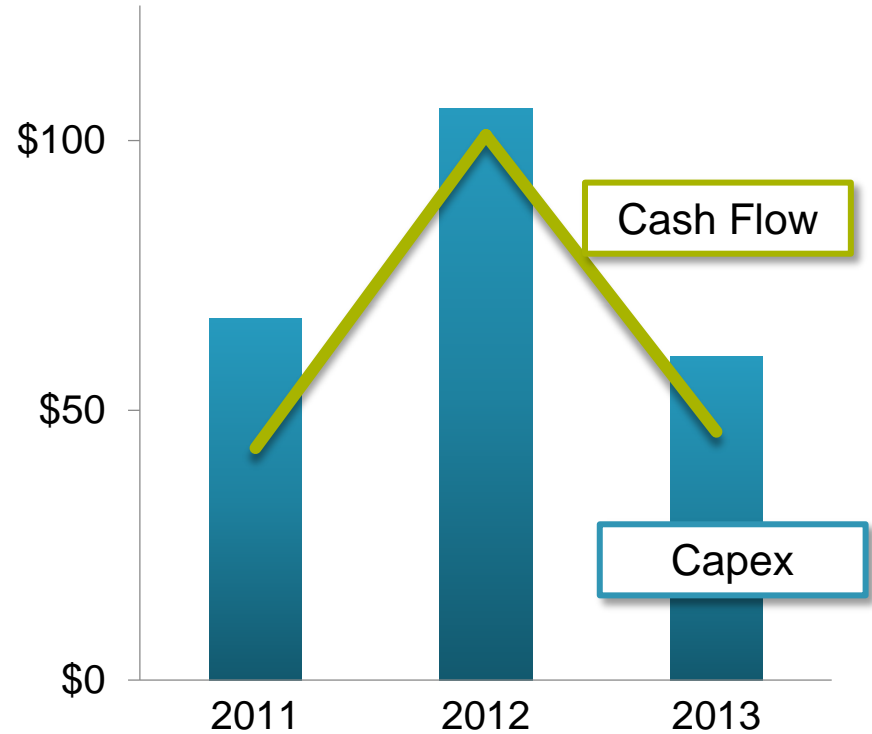


SHERWIN-WILLIAMS



# 5. Strong Financial Position

- Almost all capex internally funded
- Unlevered balance sheet – debt to Adj. EBITDA 1.71
- \$47M available under revolver
- Total liquidity of \$244M as of Sept. 30, 2014



All the resources needed to grow



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# Strategies to Drive Growth

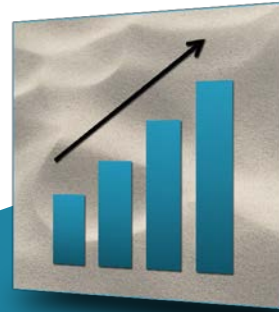
1 Grow Oil & Gas Proppant capacity



2 Leverage logistics to gain share in proppant market



3 Enhance Industrial & Specialty performance



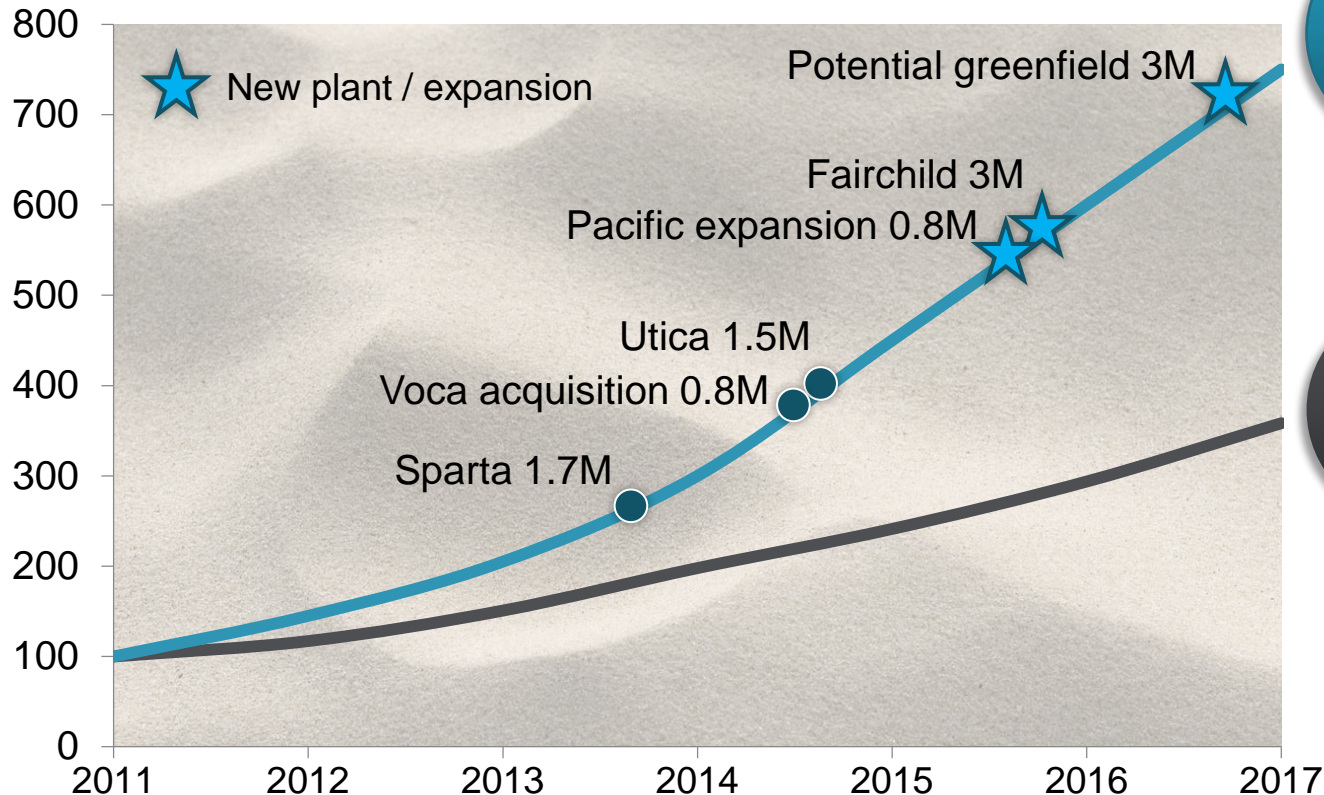
4 Pursue accretive acquisitions



# Build Capacity – Continue to Outgrow the Market

Index of Production  
Based on 2011  
Volume = 100

US Silica growth



**40%+**  
CAGR

Market  
growth  
**21.9%**  
CAGR

Adding 1 new 3 million ton per year mine every year until 2020



# Expand and Leverage Distribution Network

“Facilities in the right places, with the right products, at the best price”

- Expanding network to >40 transloads by 2016
- 4 new transloads and 5 expansions planned for 2015
- Growing railcars to >24,000 by 2020, up from 6,500 today
- Improving the customer experience

The U.S. SILICA APP

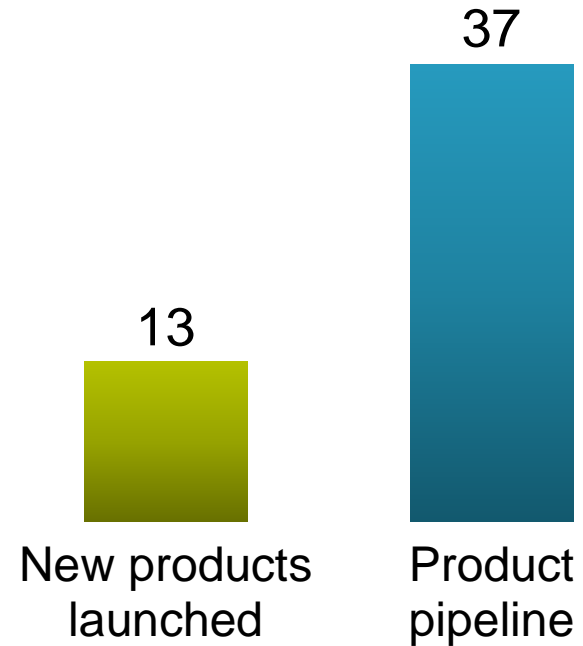


Winning customers by providing superior service

# Enhance Industrial & Specialty Performance

- Introducing higher-margin, value added specialty products
  - investing \$1.5-\$2M/year in R&D
- Optimizing product mix
- Growing base 4% per year – increased volumes and pricing
- Goal to add \$10M Adj. EBITDA through value added products and services

## Investing in Innovation



Results beginning to show → H1 14 margins up 30% over H1 13



# Pursue Greenfield Opportunities, Acquisitions

## New Fairchild Wisconsin Greenfield Site

- Starting development of 3M ton per year, low-cost facility on highly-desirable Class 1 rail
- Potentially online 2H-2015
- Capital investment of approximately \$150M



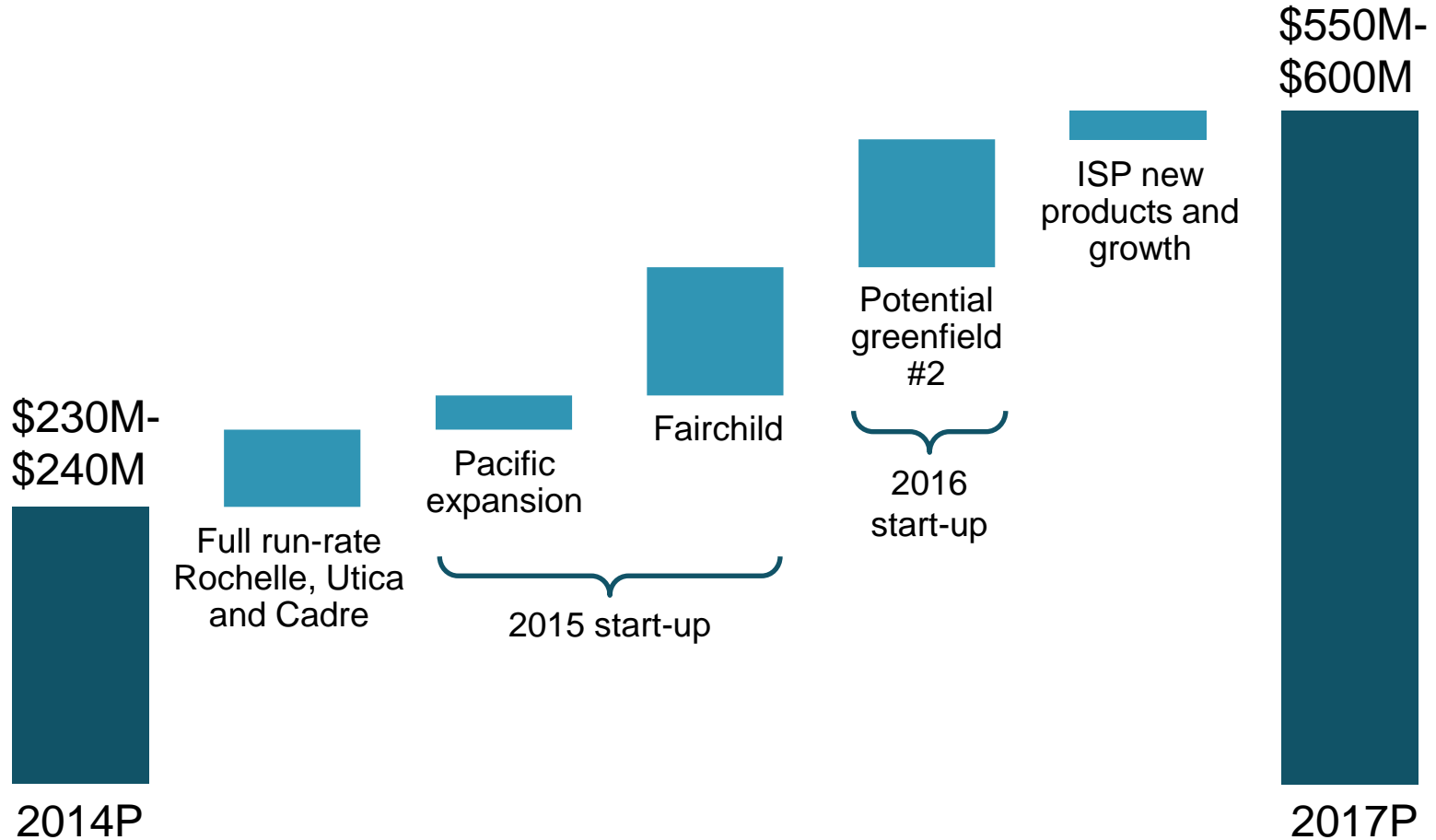
## Cadre Acquisition

- 800K tons annually
- Regional frac sand producer in Voca, Texas
- Fully-automated, state-of-the-art facility opened in 2011
- Over 65 years of high quality reserves



Continuing to evaluate complementary opportunities

# Roadmap to Adjusted EBITDA of \$550-\$600M by 2017



# Long Growth Runway – Key Drivers

- ✓ Continued strong unconventional drilling activity in major shale basins
- ✓ Continued trend of more frac sand per well to enhance recoveries
- ✓ Bring on one new 3M ton per year mine / plant for next 6 years
- ✓ Build-out logistics network and deliver products even closer to the wellhead



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# 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.

# 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.

	Year Ended December 31,	
	2013	2010
Net income	\$72,256	\$11,392
Total interest expense, net of interest income	15,241	22,989
Provision for taxes	20,761	2,329
Total depreciation, depletion and amortization expenses	36,418	19,305
<b>EBITDA</b>	<b>147,676</b>	<b>56,015</b>
Non-cash deductions, losses and charges <sup>(1)</sup>	464	1,364
Non-recurring expenses (income) <sup>(2)</sup>	(189)	—
Early extinguishment of debt <sup>(3)</sup>	480	10,669
Permitted management fees and expenses <sup>(4)</sup>	—	1,250
Non-cash incentive compensation <sup>(5)</sup>	3,039	383
Post-employment expenses (excluding service costs) <sup>(6)</sup>	2,071	2,113
Other adjustments allowable under our existing credit agreements <sup>(7)</sup>	7,150	358
<b>Adjusted EBITDA</b>	<b>\$160,691</b>	<b>\$72,152</b>

<sup>(1)</sup> Includes non-cash deductions, losses and charges arising from adjustments to estimates of a future litigation liability and the decision by our hourly workforce at our Rockwood facility to withdraw from a pension plan administered by a third party.

<sup>(2)</sup> Includes the gain on insurance settlements, the gain on sale of assets.

<sup>(3)</sup> Includes natural gas hedging losses, purchase accounting adjustments, management bonuses and other expenses related to the Golden Gate Capital acquisition, as well as unamortized transaction fees and expenses arising from the refinancing of our Term Loan and Revolver.

<sup>(4)</sup> Includes fees and expense paid to Golden Gate Capital for ongoing consulting and management services provided pursuant to an Advisory Agreement entered into in connection with the Golden Gate Capital acquisition; this Advisory Agreement was terminated in connection with our IPO.

<sup>(5)</sup> Includes vesting of incentive equity compensation issued to our employees.

<sup>(6)</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>(7)</sup> Reflects miscellaneous adjustments permitted under our existing credit agreements, including such items as expenses related to offerings of our common stock by Golden Gate Capital, business development activities related to our growth and expansion initiatives, one-time litigation fees, expenses related to our refinancing, Sarbanes-Oxley implementation, and employment agency fees.