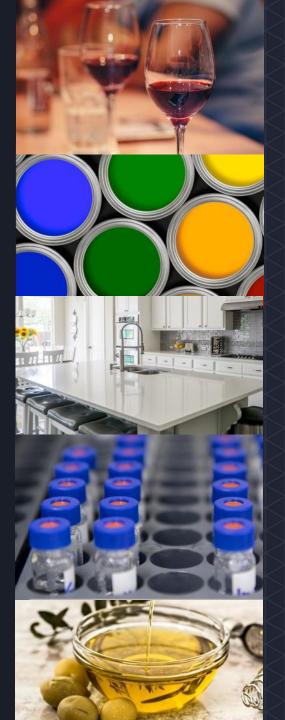
# **Investor Presentation**

May 2021





# **Forward Looking Statements**





This presentation includes "forward-looking statements" within the meaning of the federal securities laws - that is, statements about the future, not about past events. Forward-looking statements give our current expectations and projections relating to our financial condition, results of operations, plans, objectives, future performance and business. These statements may include words such as "anticipate," "estimate," "expect," "project," "plan," "intend," "believe," "may," "will," "should," "could," "can have," "likely" and other words and terms of similar meaning. Forward-looking statements made include any statement that does not directly relate to any historical or current fact and may include, but are not limited to, statements regarding the Company's growth opportunities, strategy, future financial results, forecasts, projections, plans and capital expenditures, technological innovations, ability to reduce costs, the impacts of COVID-19 on the Company's operations, and the commercial silica and diatomaceous earth industry. Forward-looking statements are based on our current expectations and assumptions, which may not prove to be accurate. These statements are not guarantees and are subject to risks, uncertainties and changes in circumstances that are difficult to predict. Many factors could cause actual results to differ materially and adversely from these forward-looking statements. Among these factors are global economic conditions; the effect of the COVID-19 pandemic on markets the Company serves, fluctuations in demand for commercial silica, diatomaceous earth, perlite, clay and cellulose; fluctuations in demand for frac sand or the development of either effective alternative proppants or new processes to replace hydraulic fracturing; the entry of competitors into our marketplace; changes in production spending by companies in the oil and gas industry and changes in the level of oil and natural gas exploration and development; general economic, political and business conditions in key regions of the world; pricing pressure; weather and seasonal factors; the cyclical nature of our customers' business; our inability to meet our financial and performance targets and other forecasts or expectations; our substantial indebtedness and pension obligations, including restrictions on our operations imposed by our indebtedness; operational modifications, delays or cancellations; prices for electricity, natural gas and diesel fuel; our ability to maintain our transportation network; changes in government regulations and regulatory requirements, including those related to mining, explosives, chemicals, pharmaceuticals, and oil and gas production; silica-related health issues and corresponding litigation; and other risks and uncertainties detailed in our Forms 10-K, 10-Q, and 8-K filed with or furnished to the U.S. Securities and Exchange Commission. If one or more of these or other risks or uncertainties materialize (or the consequences of such a development changes), or should underlying assumptions prove incorrect, actual outcomes may vary materially from those reflected in our forwardlooking statements. The forward-looking statements speak only as of the date hereof, and we disclaim any intention or obligation to update publicly or revise such statements, whether as a result of new information, future events or otherwise.



# **Today's Agenda**

Time (CT)	Speaker	Title
3:00 - 3:15 p.m.	Bryan Shinn, CEO	Introductory Remarks & Company Overview
3:15 - 3:30 p.m.	J.P. Blanchard, SVP and President, Performance Materials (PM)	PM Overview & New Products Spotlight
3:30 - 3:45 p.m.	Zach Carusona, SVP and President, Specialty Minerals (SM)	SM Overview & New Products Spotlight
3:45 - 4:00 p.m.	Investor Q&A Session	Q&A



# **Speaker Bios**

## **Bryan Shinn**



#### **Zach Carusona**







- CEO and Board member since 2012
- Prior to joining U.S. Silica, held key leadership roles at DuPont from 1983 to 2009, including Global Business Director and Global Sales Director
- BS in Mechanical Engineering from the University of Delaware

- President of Performance Materials since December 2018
- Joined U.S. Silica as VP and General Manager of ISP in 2011
- Prior to joining U.S. Silica, served in several leadership roles at Pfizer, Owens Corning, including the Global Business Director at Johns Manville
- MBA from the University of Michigan and BS in Chemical Engineering from Michigan Technological University

- President of Specialty Minerals since December 2018
- Joined U.S. Silica in 2011 and took on roles of increasing responsibility in strategy, supply chain and business development, most recently as VP of Business Development for SandBox
- Prior to joining U.S. Silica, worked as strategy consultant at Accenture
- MBA from Northwestern University and BS in Mechanical Engineering from the University of Illinois







# **BRYAN SHINN**

— CEO

# Who We Are

U.S. Silica (NYSE: SLCA) is a diversified performance materials and industrial minerals company

- ✓ Positioned for sustainable, long-term growth
- ✓ Developing innovative products in industrial segment
- ✓ Serve numerous critical industries such as food and beverage production, housing, automotive, glass, biopharma and energy
- ✓ Core competencies in mining, processing, logistics and materials science with a rich 121-year history



Katy, TX

Headquarters



~1,800

**Employees** 



24

Active Production Facilities



**Industry Leading** 

**ESG Platform** 



\$2B

Enterprise Value



~\$850M

2020 Revenue



<sup>1</sup> As of May 2021

# BOLD TARGETS BASED ON CORE VALUES

#### **OUR 2025 BOLD GOALS SERVE AS OUR ROADMAP**



# **RESPECT**



- · Create an environment of inclusion
- Empower employees to improve personal health and well-being.
- Increase diversity across salaried workforce and suppliers



# **SAFETY**

# We ensure the safety of our people and the environment

- Maintain industry leading EHS programs and manager development.
- Minimize GHG emissions by reducing fuel and electricity usage at our plants.
- Achieve zero reportable and lost time incidents.



# **INTEGRITY**

# We act with honesty and integrity

- Increase the number of sustainable product offerings.
- Protect air and water quality in and around our communities.
- Secure cyber networks to protect employees, customers, and investors.



# COMMUNITY

# We operate in our communities as good neighbors

- Increase charitable donations to organizations that support our communities.
- Actively seek opportunities for volunteering and community engagement.
- Open and frequent communication with local stakeholders.



## **Performance Materials and Industrial Minerals Leader**

# Leader

Industrial mineral markets

# \$200M+

In new products under development<sup>1</sup>

Our products are found in many of the things you see and touch every day



# Industrial & Specialty (ISP) Products Segment

- Very stable and resilient through cycles
- High barriers to entry
- Sticky customer relationships
- Double digit CAGR outlook over the next five years

# Oil & Gas Proppants (O&G) Segment

- Industry leading cost structure
- Optimally located mines
- SandBox leading last-mile logistics solution
- State-of-the-art proppant storage, handling and well-site delivery



#### THE BUSINESS TODAY

# **Our Strategic Priorities Powering A Sustainable Future**



- Grow volume and price in current markets at GDP+
- Develop higher margin, value added specialty and performance products in target markets

#### **GROW INDUSTRIAL**

Leverage lean supply chains to effectively serve new customers



- Match capacity to customer demand
- Align support costs with market needs
- Increase share with market leading customers

#### REPOSITION OIL & GAS



- Efficient, targeted capital investment
- Control spending
- Deploy FCF to further strengthen balance sheet

FREE CASH **FLOW** 

# **PRIORITIZE**

## A Community for All

- Fostering a diverse and inclusive workplace
- Supporting our communities, being good neighbors and reliable partners
- Unconscious bias education

## Safest Year in our History

- Championing a culture of safety everyday
- 96% of our locations had ZERO lost time incidents in 2020
- Investing in new cybersecurity solutions

#### Sustainable Growth

- · Diverse portfolio of performance and specialty materials offerings
- Key supplier to high growth value chains
- Exciting pipeline of new products serving societal needs



# Strong Sustainability Linkages

## Key SLCA products support numerous important value chains



# **SOLAR ENERGY SOLUTIONS**

Our low iron silica is necessary to produce glass that effectively transmits the sun's energy to solar panel cells

U.S. solar industry expects to install more than 324 GW of capacity over the next 10 years, quadrupling current installed capacity<sup>1</sup>



## WIND POWER ADVANCEMENTS

Our specialty silica is a critical component in fiberglass for wind turbine blades

2021 is projected to be a record installation year in the U.S. with 21 GW of new wind capacity coming online<sup>1</sup>



## LOWER AUTO EMISSIONS

Our Microsil product is used to produce particulate filters for gasoline and diesel engines

New technologies continue to see increased adoption due to global regulations such as Euro VI and China 6 emissions standards



## **CLEAN-BURNING GREEN DIESEL**

DE and clay are key processing aids in green diesel production

Demand for green diesel is projected to increase by more than 100% by 2025<sup>1</sup>



## FEEDING THE PLANET

Our bleaching clay adsorbents and filter aids support the most stringent food safety standards

From 2015 to 2020 global edible oil consumption increased by 15%<sup>1</sup>

Our growing ISP portfolio offers sustainability in our own operations and sustainable benefits to our customers'.



#### ISP SEGMENT REVIEW

# Commercialized ISP Products & New ISP Pipeline<sup>1</sup>

#### Commercialized

#### **Cool Roof** Granules

Reflects 80% of solar heat and reduces energy costs

GLOBAL **MARKET** 

10-15% \$150M+

#### EverWhite<sup>™</sup> **Cristobalite**

Key ingredient in high-end quartz countertops for homes

MARKET

5-10% \$190M+

NORTH

**AMERICA** 

#### **High Purity** Filtration

**Using** diatomaceous earth to filter blood plasma

MARKET GROWTH

TAM: 8-12% ~\$40M+

GLOBAL

#### **Organic Pesticide**

**Premium product** in a resilient retail category

**MARKET** GROWTH

TAM: 8-10% \$10M+

NORTH AMERICA

#### Lightweight **Absorbents**

**Premium product** in a resilient retail category

MARKET GROWTH ~10% NORTH AMERICA TAM: \$20M+

## **New Pipeline**

#### Sustainable **Fuel Production**

Turning oil waste into the fuel of tomorrow

**MARKET** GROWTH ~15% **GLOBAL** \$100M

#### **Catalysts**

Specialized clay chemistry drives energy production

MARKET GROWTH 5-7%

**GLOBAL** 

\$60M+

#### New Minerals

**Expanding current** expertise beyond silica

MARKET GROWTH 5-10%

AMERICA \$50M+

**NORTH** 

#### **Pozzolans**

**Next generation** stronger, more durable concretes

MARKET GROWTH

7-10% \$100M+

NORTH

**AMERICA** 

#### Reinforcing **Fillers**

Affordably increasing the strength and durability of polymers

MARKET GROWTH 6-8%

GLOBAL \$3B+



# FINANCIAL OVERVIEW

# **Expected Value of ISP New Product Contributions**

~10-15%

**Expected Industrial Segment CAGR**  $(2021-2024)^1$ 

~30-35%

% of expected Industrial margin generated by new products by 2024

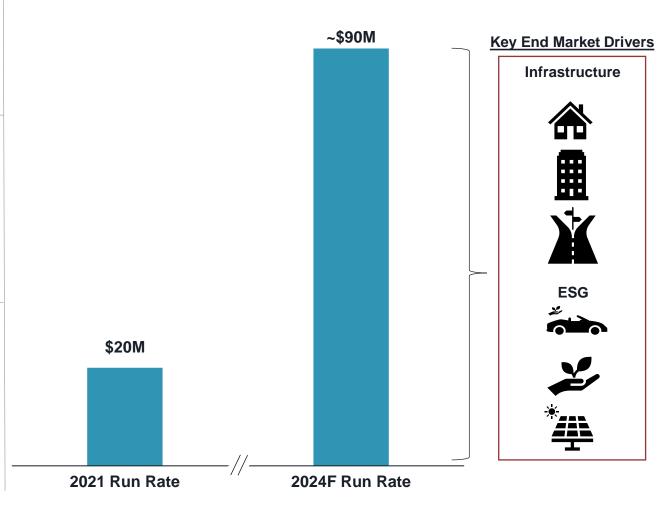
**Trajectory could** 

Double

**Industrial Segment** 



**ISP Segment New Products - Est. Incremental Contribution Margin** 



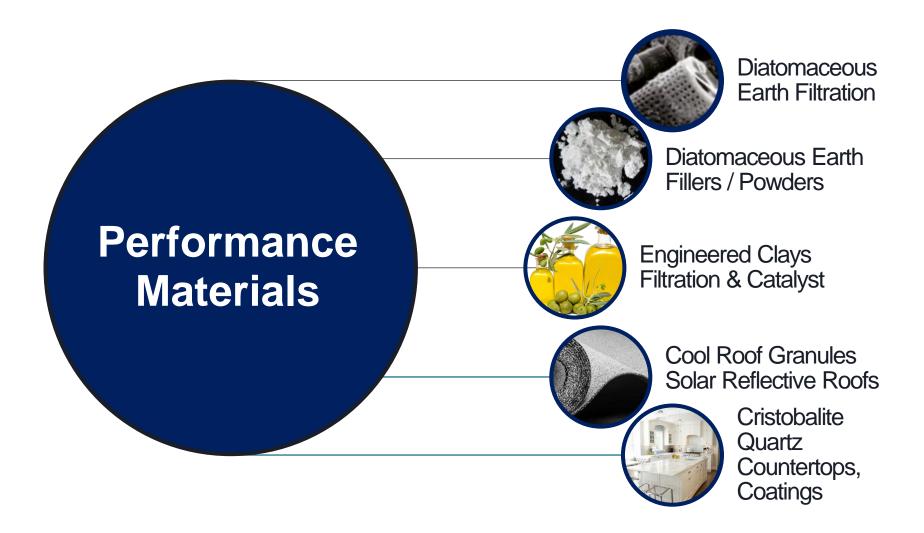




# J.P. BLANCHARD

 SVP and President, Performance Materials (PM)

## **ISP Segment - Performance Materials Business Unit**





#### ISP SEGMENT REVIEW

# Commercialized ISP Products & New ISP Pipeline<sup>1</sup>

#### Commercialized

#### **Cool Roof** Granules

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#### **EverWhite**™ Cristobalite

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NORTH AMERICA

# **Filtration**

Usina diatomaceous earth to filter blood plasma

MARKET GROWTH

8-12% ~\$40M+

GLOBAL

## Pesticide

**Premium product** in a resilient retail category

NORTH AMERICA TAM:

\$10M+

MARKET GROWTH

8-10%

**Premium product** in a resilient retail category

MARKET **GROWTH**  **AMERICA** TAM:

~10% \$20M+

## **New Pipeline**

#### Sustainable **Fuel Production**

Turning oil waste into the fuel of tomorrow

MARKET GROWTH ~15% **GLOBAL** \$100M

Specialized clay chemistry drives energy production

MARKET **GROWTH** 5-7%

**GLOBAL** \$60M+

## New

**Expanding current** expertise beyond silica

MARKET GROWTH 5-10%

\$50M+

**NORTH** 

AMERICA

#### Pozzolans

**Next generation** stronger, more durable concretes

MARKET GROWTH

7-10%

#### Reinforcing **Fillers**

Affordably increasing the strength and durability of polymers

MARKET **GROWTH**  **GLOBAL** 

\$3B+ 6-8%



AMERICA

\$100M+

# Spotlight on Millen, GA Facility

#### Millen facility fully operational and increasing production

#### White Armor® Cool Roof Granules – Driving Energy Savings



420

Equivalent football fields covered with White Armor roofing products in 1Q'21



2,000

Equivalent U.S. homes powered by energy saved



Volume growth 2021 vs 2020

~30%

Volume CAGR 2021-2025

#### Rapid Ramp-up of EverWhite™ Cristobalite Sales



20,000

Quartz countertop slabs produced with U.S. Silica cristobalite in 1Q'21



+3

New customers fully qualified for cristobalite sales in 1Q'21

270%

Volume growth 2021 vs 2020

~20%

Volume CAGR 2021-2025

#### Cool Roof Granules

Reflects 80% of solar heat and reduces energy costs

MARKET GROWTH 10-15% GLOBAL TAM: \$150M+ EverWhite™ Cristobalite

Key ingredient in high-end quartz countertops for homes

MARKET GROWTH NORTH AMERICA TAM:

5-10% \$190M+





# Sustainable Fuel Production

Demand for renewable diesel is increasing rapidly, driven by the EPA's

Renewable Fuel Standard and an industry push for less carbon-

intensive options

Sustainable Fuel Production

Turning oil waste into the fuel of tomorrow

market Global tam: ~15% \$100M

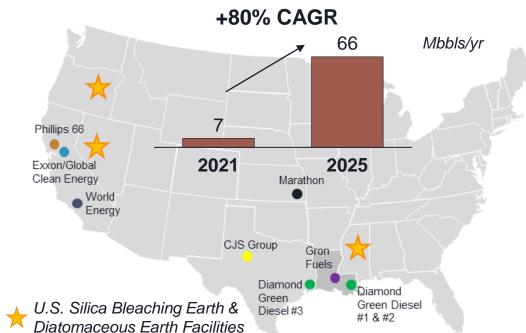
tomorrow

# Major Companies with announced Renewable Diesel Investments

#### New Renewable Fuel Capacity in the US







# **E**xonMobil



U.S. Silica is strategically located to supply growth in renewable fuel capacity







# **ZACH CARUSONA**

SVP and President, Specialty Minerals (SM)

# **ISP Segment – Specialty Minerals Business Unit**





#### ISP SEGMENT REVIEW

# Commercialized ISP Products & New ISP Pipeline<sup>1</sup>

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GLOBAL

Lightweight

**Premium product** in a resilient retail category

MARKET **GROWTH** 

TAM: \$20M+ ~10%

NORTH AMERICA

**Organic Pesticide** 

**Premium product** in a resilient retail category

MARKET GROWTH 8-10%

NORTH AMERICA

\$10M+

## **New Pipeline**

#### Sustainable **Fuel Production**

**Turning oil waste** into the fuel of tomorrow

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#### Pozzolans

**Next generation** stronger, more durable concretes

MARKET GROWTH

\$100M+ 7-10%

NORTH

**AMERICA** 

#### New **Minerals**

**Expanding current** expertise beyond silica

MARKET **GROWTH** 

5-10%

#### Reinforcing **Fillers**

Affordably increasing the strength and durability of polymers

MARKET GROWTH 6-8%

GLOBAL \$3B+



NORTH

**AMERICA** 

\$50M+

#### Organic Pesticide

#### Removing chemicals from our

# food supply chain

## Providing natural crop protection without the use of chemicals:

8-10% \$10M+

 Launched DEsect® Crop and DEsect® Grain Storage organic insecticides to displace existing chemical pesticides

COMMERCIALIZED SPOTLIGHT

**Organic Insecticide** 

Testing shows efficacy in line with many chemical pesticides and superior to several existing organic pesticides



Initial target markets include almonds, pistachios, grapes and blueberries







## COMPELLING OPPORTUNITY **Reinforcing Fillers**

#### Reinforcing **Fillers**

**Affordably** increasing the strength and durability of polymers

MARKET GROWTH 6-8%

\$3B+

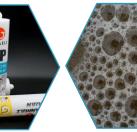
## Critical additives for a high number of large, diverse end markets:

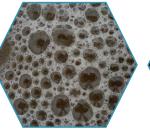


rubbers













architectural coatings

**Silicones** 

**Defoamers** 

**Electronics** 

Wire and cable jacketing

- U.S. Silica's natural reinforcing filler products under development will offer access to these filler markets that total over \$3B
- Patent pending processes are expected to enable natural substitute products at production costs below existing synthetic silica products
- These new products offer a significant increase in the surface area of existing U.S. Silica filler products
- Expect ability to produce these products from 100% post-consumer recycled content
- Third round of customer and outside lab testing underway



#### COMPELLING OPPORTUNITY **New Minerals**

New **Minerals** 

**Expanding current** expertise beyond silica

MARKET GROWTH

NORTH AMERICA TAM: \$50M+

## 5-10%

## New Minerals provide broader exposure to existing end markets and in addition provide access to new end markets:

- Partnered with a toll producer to extract titanium containing heavy mineral products from existing reserves evaluating larger, extended projects
- Current reserves contain other minerals that can be used for infrastructure critical projects such as road construction, emission scrubbing and concrete production
- New clay products at many of our facilities can displace fly ash products for pozzolan and other applications – in discussions to commercialize these products
- Multiple blue-chip customers have inquired about processing other minerals in their value chain through joint venture, tolling or other partnership agreements







# QUESTIONS? **US** SILICA

## **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 W to our financial statements in our Annual Report on Form 10-K for the fiscal year ended December 31, 2020 (https://ussilica.gcs-web.com/static-files/09f3f6b1-3ae6-4a58-bf08-49cfb8c5f628) and Note U to our financial statements in our Quarterly Report on Form 10-Q for the fiscal quarter ended March 31, 2021 (https://ussilica.gcs-web.com/static-files/27e4e2f4-3a3e-404e-99bf-d98545792fd1).

#### Free Cash Flow

Free cash flow represents cash flow from operations less capital expenditure and dividends. Management believes that free cash flow is an important liquidity measure for the company and that it is useful to investors and management as a measure of our ability to generate cash. Once business needs and obligations are met, this cash can be used to reinvest in the company for future growth or to return to shareholders through dividend payments or share repurchases. Free cash flow does not represent the residual cash flow available for discretionary expenditures. Free cash flow is a non-GAAP financial measure that should be considered in addition to, not as substitute for or superior to, cash flow from operations.

