



# SandBox Logistics

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## SandBox Overview

The Market Opportunity

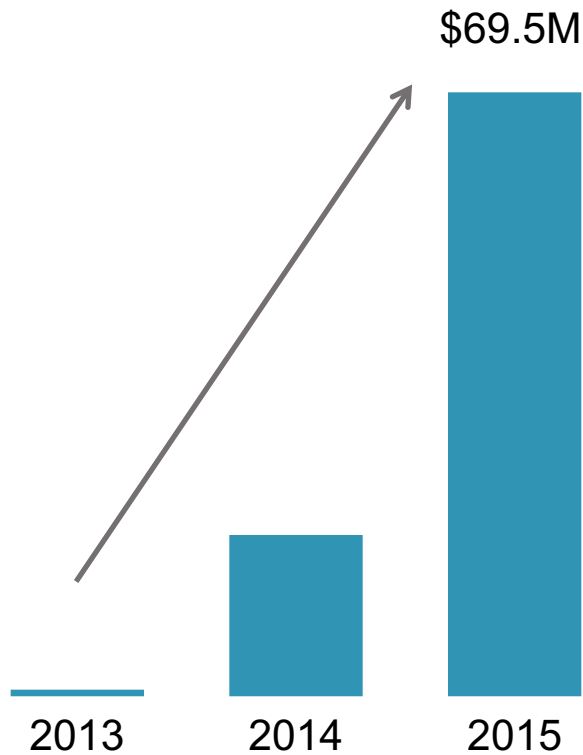
Growth Strategy



- ✓ SandBox is the first mover in containerized solutions
- ✓ Utilizes specially designed, patent-protected equipment
- ✓ Cleaner, safer, reliable and more efficient
- ✓ SandBox is the market-leading alternative to pneumatics



## Revenues (\$M)



## Key Metrics

Market share

10%

No. of crews

24

No. of customers

20

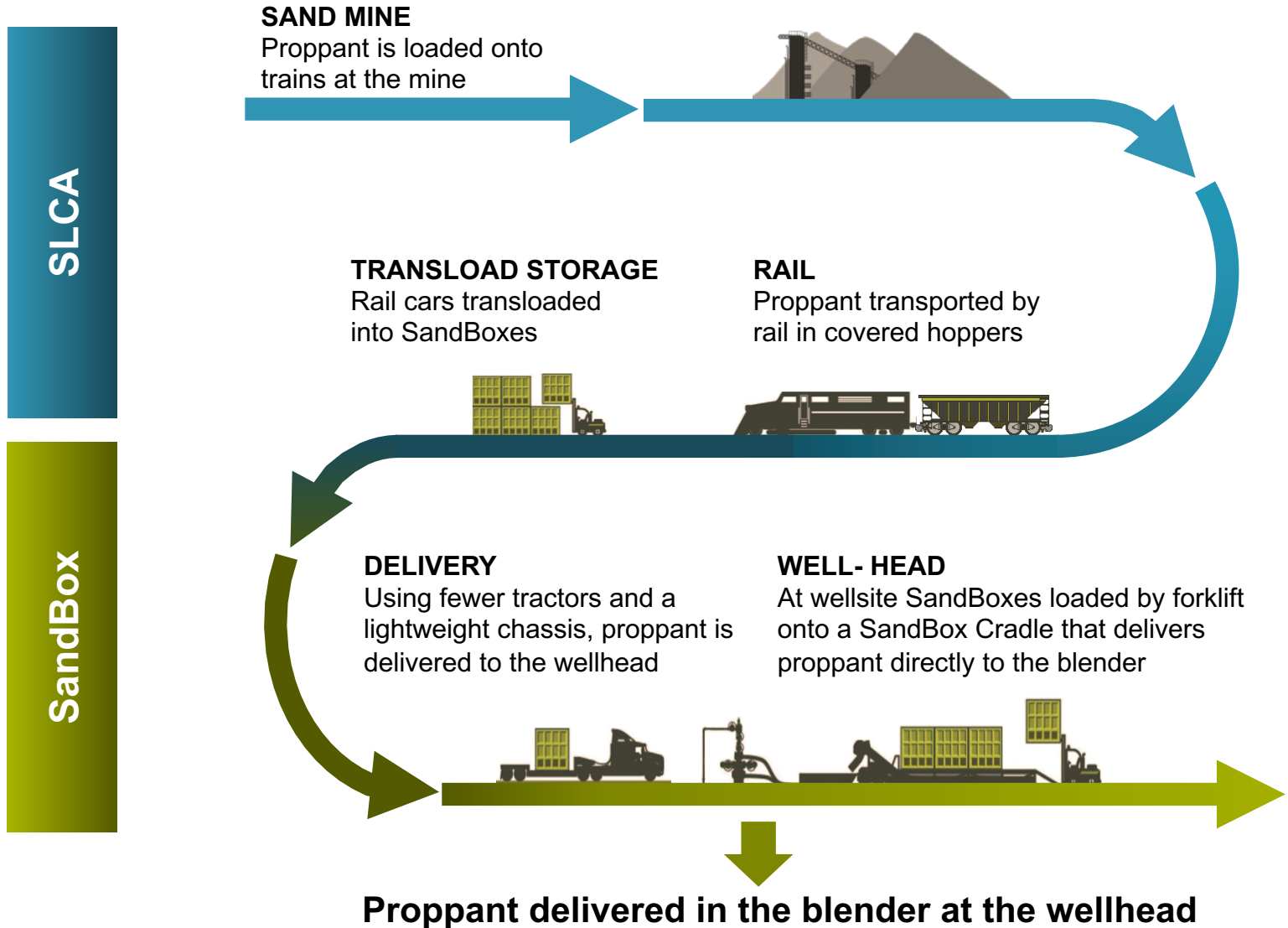
No. of employees

300

No. of basins

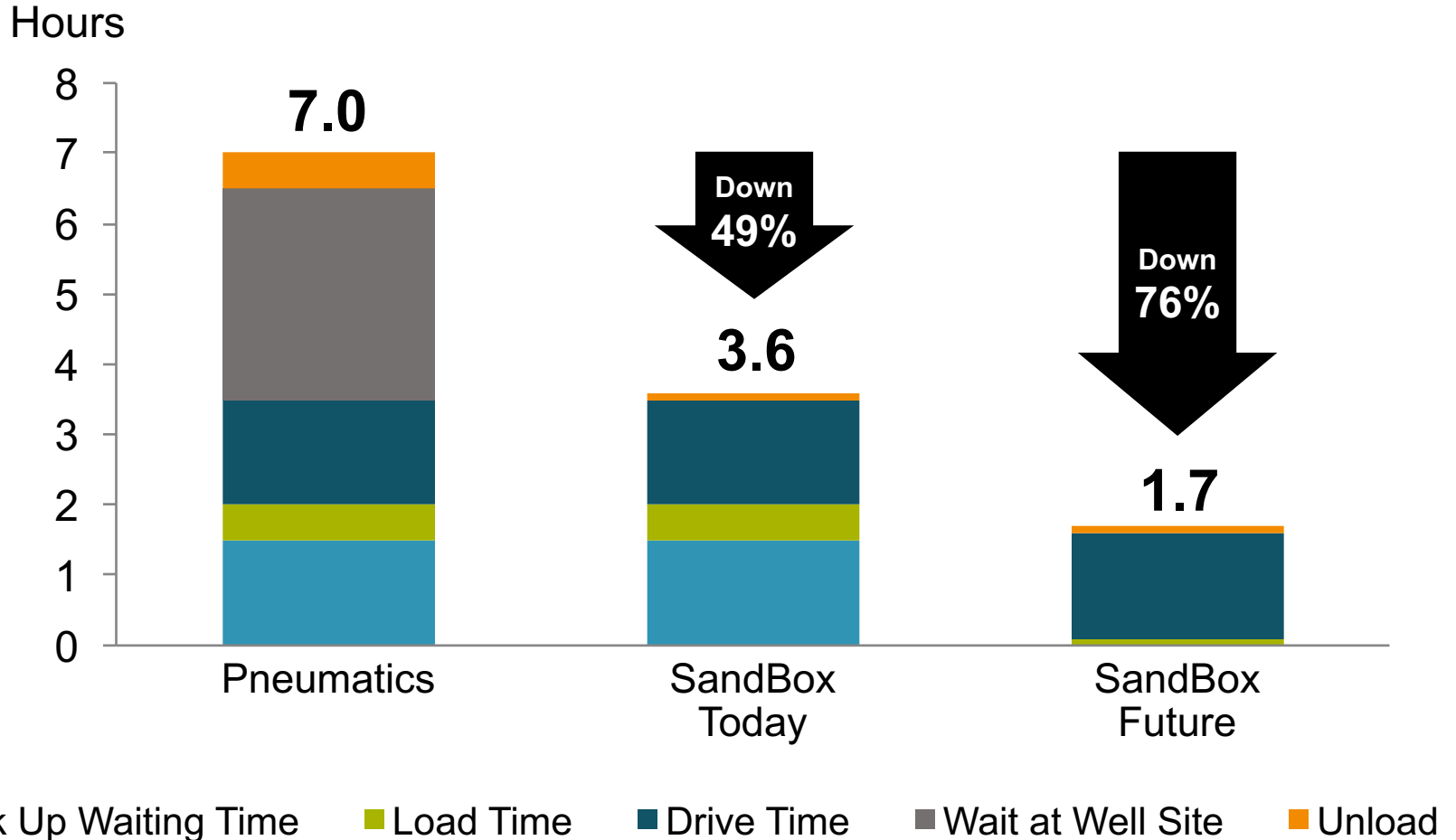
6

# The Process: An End to End Solution



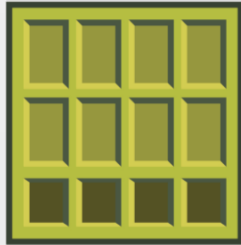
# SandBox: Faster, More Efficient – Getting Even Better

## Truck Times Required for Delivery



# Proprietary Equipment – Sets Us Apart

## SandBox



- ✓ Holds 22.5 tons of sand
- ✓ Complete containment eliminates water contaminants
- ✓ Stackable / scalable storage

## Chassis



- ✓ Holds 1 full or 2 empty SandBox containers
- ✓ Durable and fully D.O.T. compliant
- ✓ No need for hoses, hook-ups or extra equipment

## Conveyor



- ✓ Gravity discharge
- ✓ Belt driven directly to blender
- ✓ Holds 4 SandBox containers



# SandBox's IP Position is Broad

Patents  
Granted

**24**

Patents  
Pending

**49**

Broad  
Coverage

- ✓ Design and function of the stand, box, gate and trailer
- ✓ Process at the rail transload, mobile depot and wellhead



**First  
Mover  
Advantage**



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### Growth Strategy



# Market Dynamics Play to SandBox's Strength

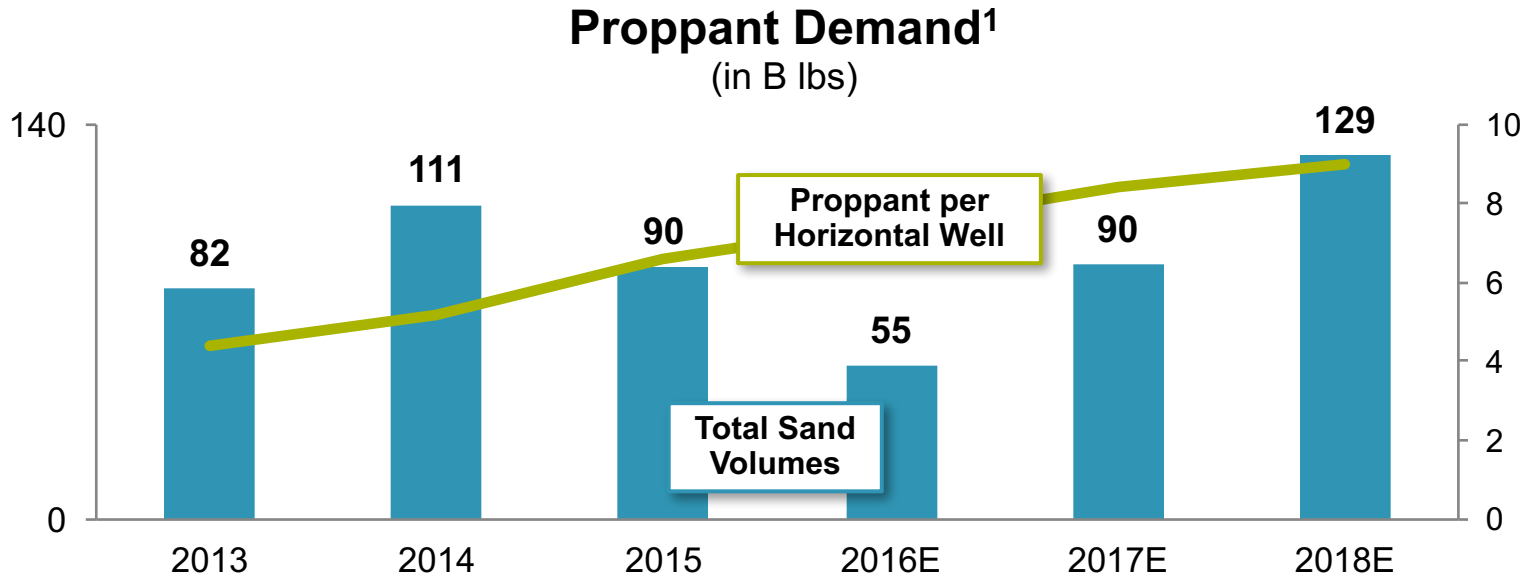
- Proppant demand per well has increased > 70% last few years
- Logistics solutions providing reliable and efficient proppant delivery are becoming increasingly critical
- SandBox is the market leading alternative to current pneumatic sand transportation



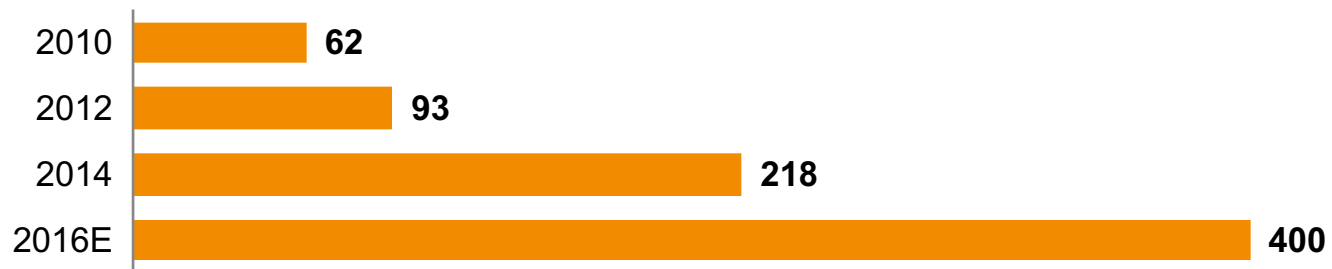
**Increased  
Proppant Intensity  
Requires  
New Logistics  
Solutions**



# Last Mile Logistics Expected to Be Pinch Point as Sand Demand Accelerates



### Truck Loads of Proppant to Complete a High Density Well<sup>2</sup>

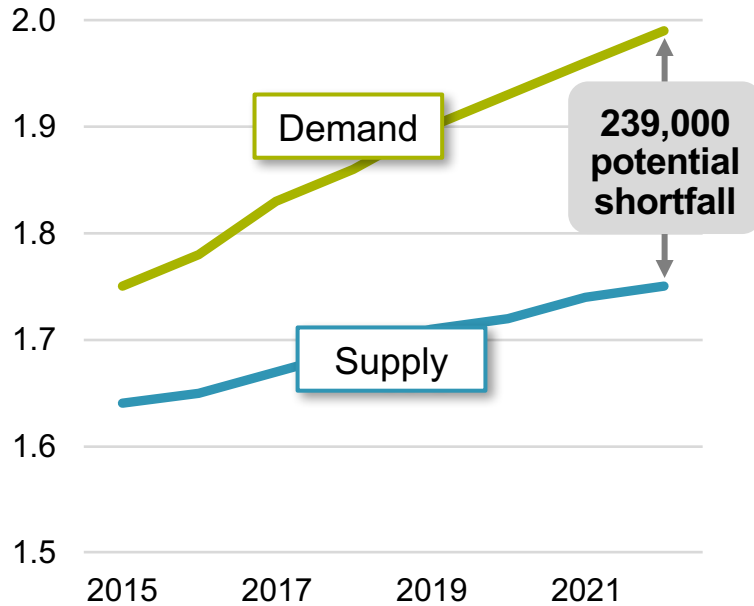


1) Citi Research

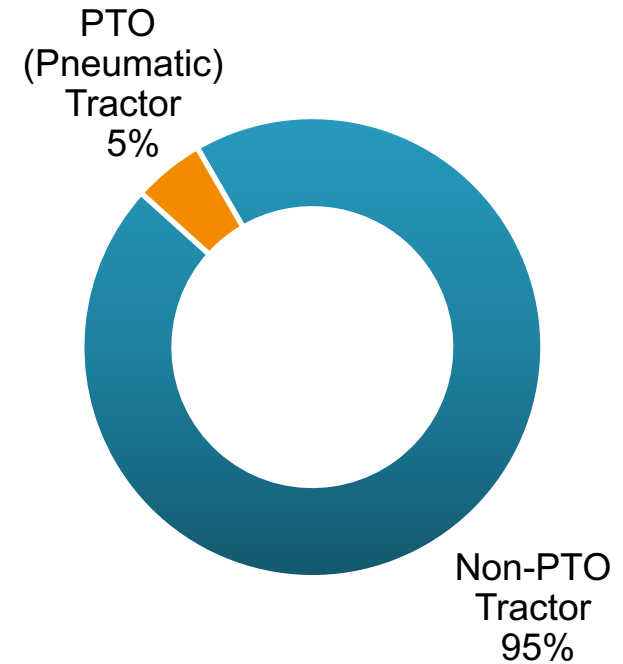
2) Goldman Sachs Global Investment Research & management estimates

# Trucking Capacity Is Vulnerable – Shortage of Truck Drivers

### National Tractor-Trailer Driver Shortage<sup>1</sup> (Millions of Drivers)



### Fewer Available Tractors In U.S.<sup>2</sup>



Exceptional driver retention rates and use of non-specialized power give SandBox a significant advantage over pneumatic trucking

1) Source: American Trucking Association.  
2) Source: Management estimates.

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# Growth Strategy – Goal is to Double Market Share Next 12-18 Months

- 1** Quickly scale up the fleet with capital infusion
- 2** Expand existing relationships and penetrate new customers
- 3** Create new market for sand delivered at the wellhead in the blender





# SandBox a Unique Business Solution, Growth Set to Accelerate

## The Positioning



- Market leader
- First commercially viable containerized solution

## The Opportunity

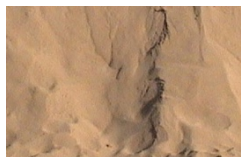


- Increased proppant intensity requires new logistics solutions
- Last mile will be the pinch point

## The Growth



- Moving quickly to scale and grow the business
- Expect to double market share in next 12-18 months







Questions?

