



U.S. Silica

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Best Positioned for Success in an Evolving Energy Market

Business
Model

Market
Responsiveness

Competitive
Advantages

Balance
Sheet

Resilient

Fast

Strong

Best

U.S. Silica – Strength in Numbers

SLCA share of raw frac sand market

~ 20%

Market positions in ISP

1 or 2

Operating facilities

17

Products in development

40

O&G volumes sold to top 2 largest customers

48%

Earnings growth in non-energy, industrial segment

15%

Best Positioned for Success in an Evolving Energy Market

1

Resilient business model

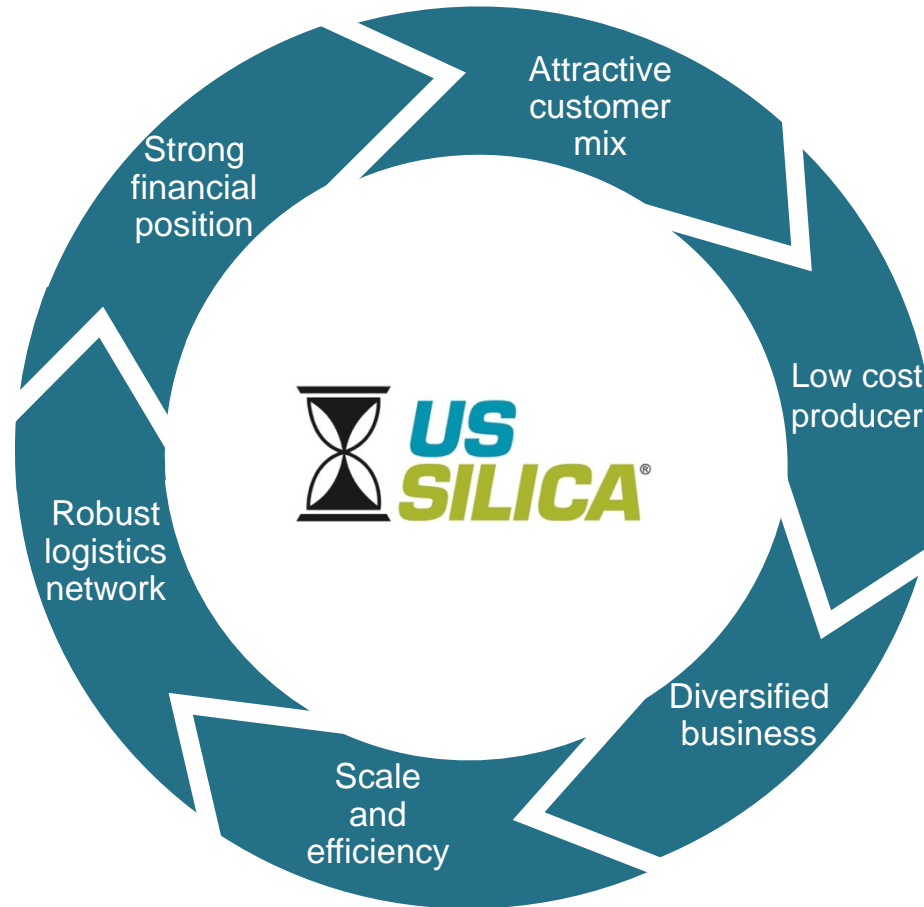
2

Financial strength and flexibility

3

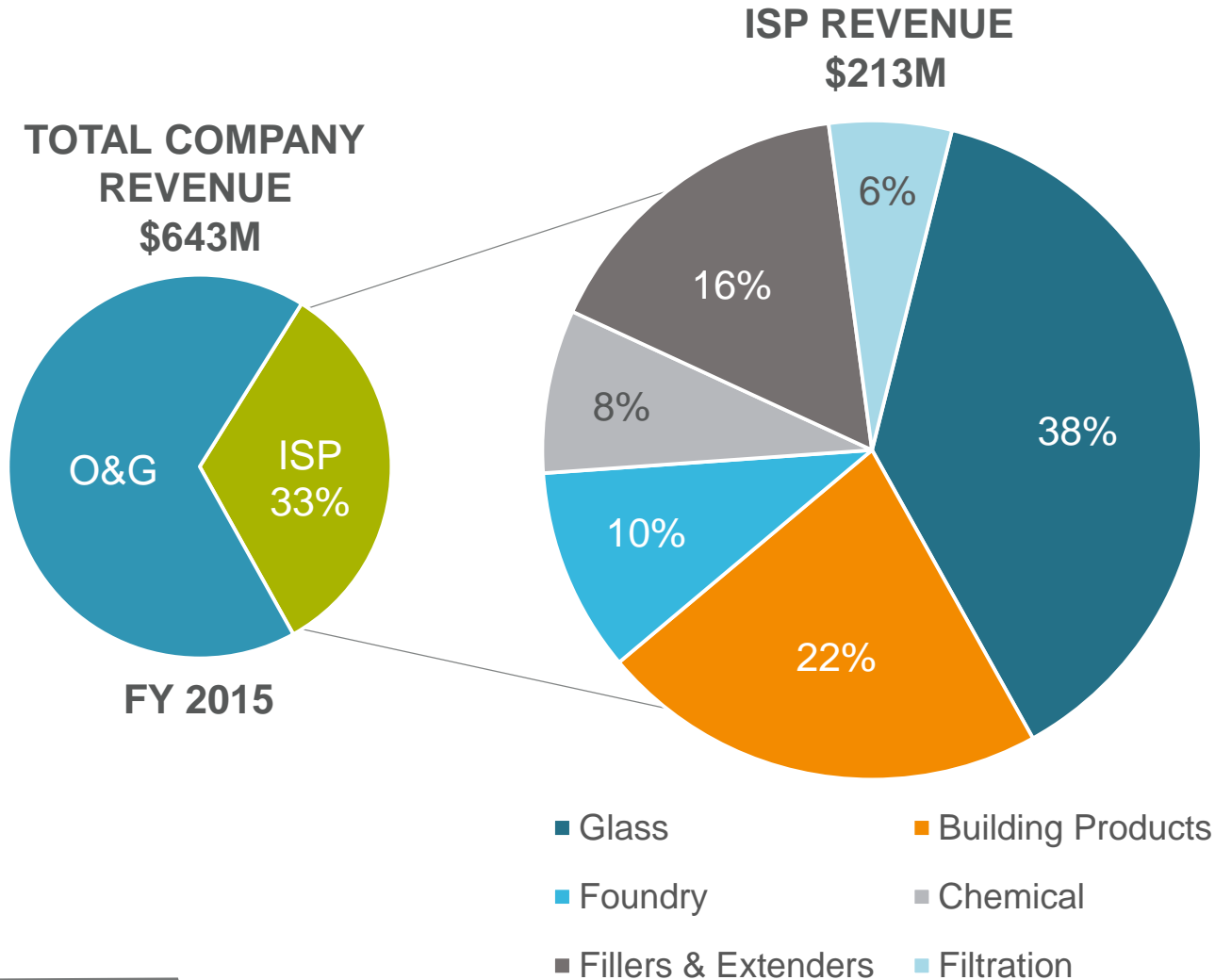
The right strategy to win

Built for Success Through Business Cycles



Strong, sustainable, competitive advantages

With Diversified End Markets



And Aligned with Blue Chip Customers

Oil & Gas Proppants



- Oil and Gas Customers:
 - Working with our loyal customers through the downturn
 - Focused on selling more to the fairway players

Schlumberger

HALLIBURTON

CALFRAC
WELL SERVICES

CUDD
ENERGY SERVICES

PIONEER
NATURAL RESOURCES

Industrial & Specialty Products



- Top five customers >50 year relationships
 - Critical raw material for long term customers
- Stable business with growing earnings and cash flows

PPG PPG Industries



OWENS
CORNING

OXY



SHERWIN-WILLIAMS

ThyssenKrupp



BASF
The Chemical Company

PQ Corporation

DOW CORNING

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Resilient business model

2

Financial strength and flexibility

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The right strategy to win

Best-in-Class Financial Position

Laser focused on costs

- Overhead reductions
- Transportation optimization
- Operational efficiencies

Driving cash flows

- Managing working capital
- Reducing capital expenditures
- Goal to be operating cash flow positive by end of 2016

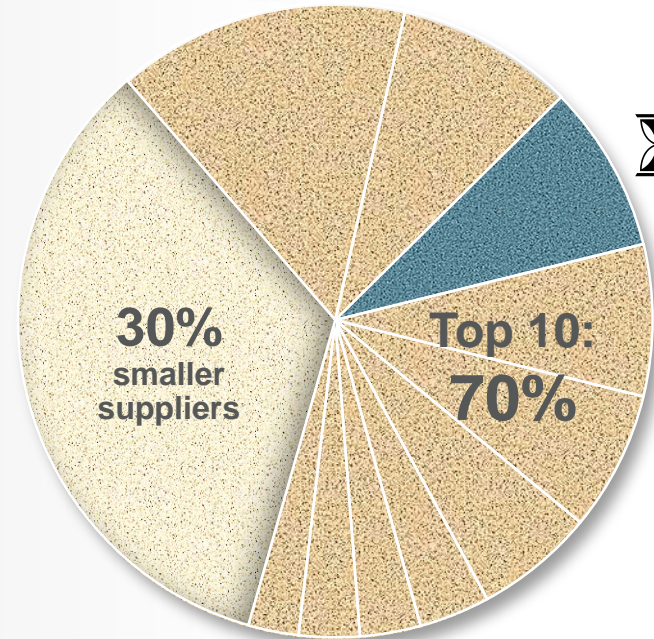
Enhancing a strong balance sheet

- Successful equity raise
- Improves financial flexibility
- Very low net debt

Fortified by a Successful Equity Offering

SLCA Logical Consolidator

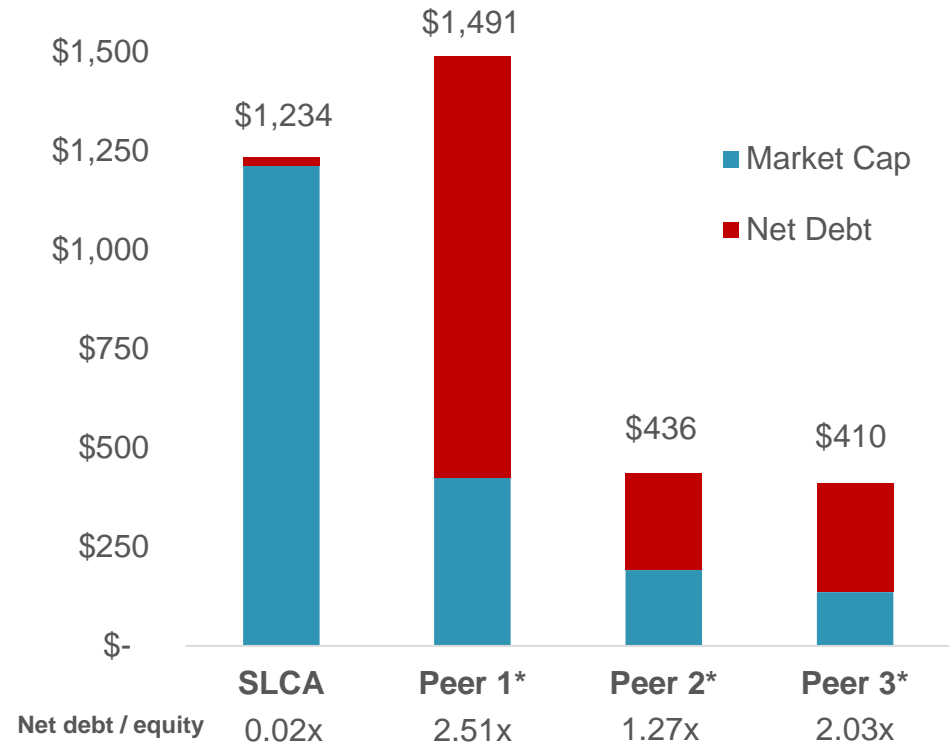
- Public offering of 10 million shares
- Net proceeds of \$186.2 million
- Offensive capital raise to pursue accretive M&A
- Opportunity-rich environment developing
- M&A will not compromise the balance sheet



Source: PropTester, Inc. and KELRIK.

Making the Best Balance Sheet Even Stronger

- No significant debt maturities
- Term loan is covenant lite
- War chest of \$470 million in cash and cash equivalents
- Balance sheet provides a key advantage
- SLCA in best position to drive consolidation



* as of 12/31/2015

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Resilient business model

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The right strategy to win

Strategy Scorecard

- Capture share
- Partner with the right customers
- Take out costs
- Launch new products
- Get faster and more flexible
- Improve the customer experience
- Maintain our strong balance sheet
- Next meaningful M&A transaction

2016 Strategic Initiatives



- Carefully manage our cash
- Continue laser focus on costs



- Increase speed and flexibility
- Reduce complexity, easiest to do business with



- Drive industry consolidation
- Become the clear market leader



Questions?

