



# U.S. Silica

William Blair & Company 2015 Growth Stock  
Conference

June 9, 2015

# 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.

# Industry Leader. Capitalizing on Market Dynamics.

Adj. EBITDA  
growth  
2009-2014

**38%**  
CAGR

Competitive  
advantages

**Strong**

Business  
model

**Resilient**

Balance Sheet

**Best**



# U.S. Silica – Strength in Numbers

Frac sand provider in world	Top 3
Market positions in ISP	1 or 2
Operating facilities	17
Tons of reserves	363M
Annual production in 2014 (tons)	10.9M
Earnings from non-energy, stable industrial segment	~20%



# Diversified Business Segments – 2014 Results

## Oil & Gas Proppants



Revenue	\$663M
Contribution margin <sup>(1)</sup>	\$256M
Contribution margin %	39%
Volume	6.7M tons
Operating facilities	8

## Industrial & Specialty (ISP)



Revenue	\$214M
Contribution margin <sup>(1)</sup>	\$61M
Contribution margin %	29%
Volume	4.2M tons
Operating facilities	9

<sup>(1)</sup> See Appendix for definition of contribution margin

# Industry Leader. Capitalizing on Market Dynamics.

- 1 Differentiated business model
- 2 Capitalizing on market dynamics
- 3 Well positioned to drive success

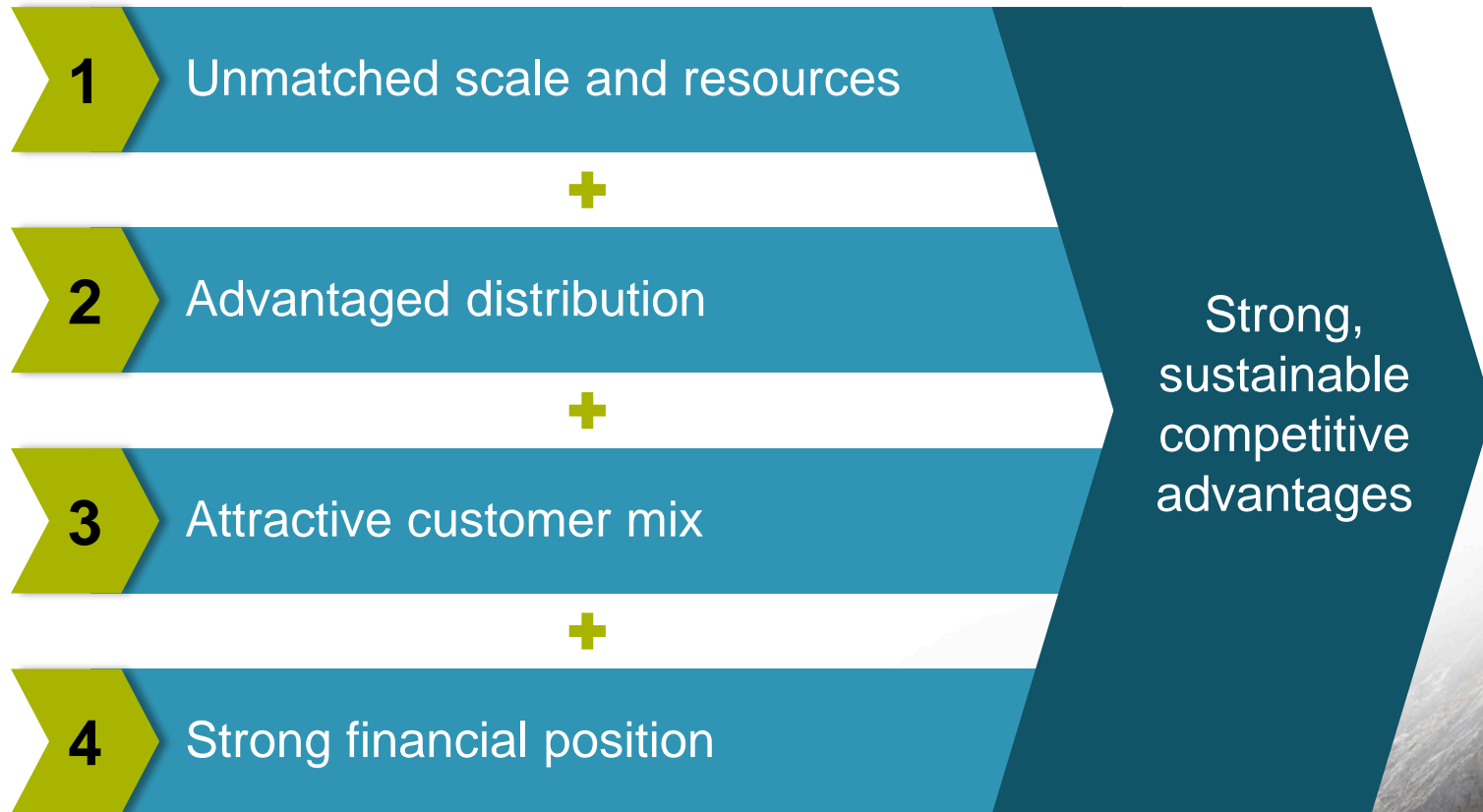
GOALS:

**2015-2016**  
Resilient performance

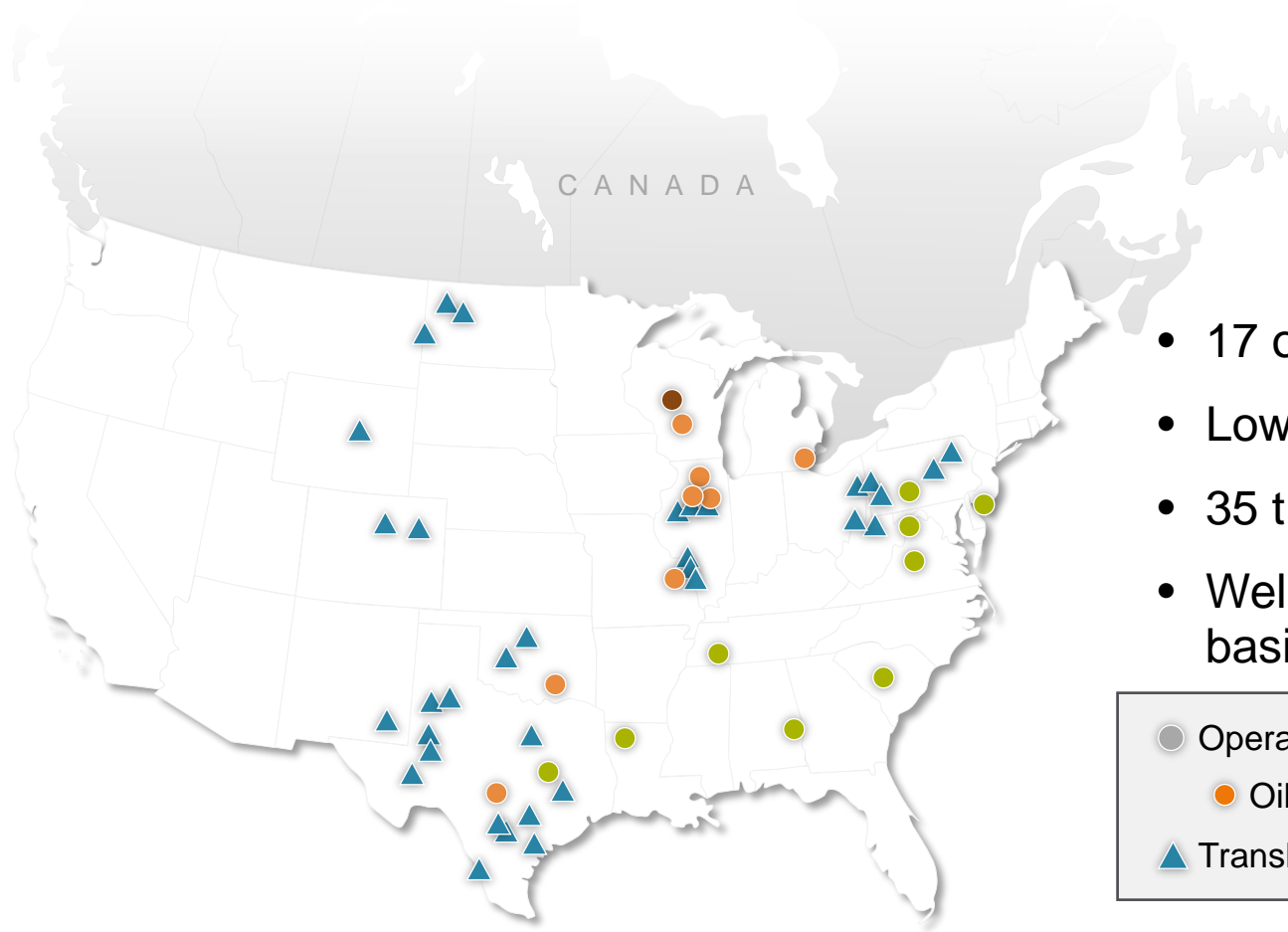
**2020**  
Increase scale  
Substantial EBITDA  
Growth



# A Differentiated Business Model



# 1. Unmatched Scale and Resources



- 17 operating facilities
- Low cost production
- 35 transload terminals
- Well positioned in best basins

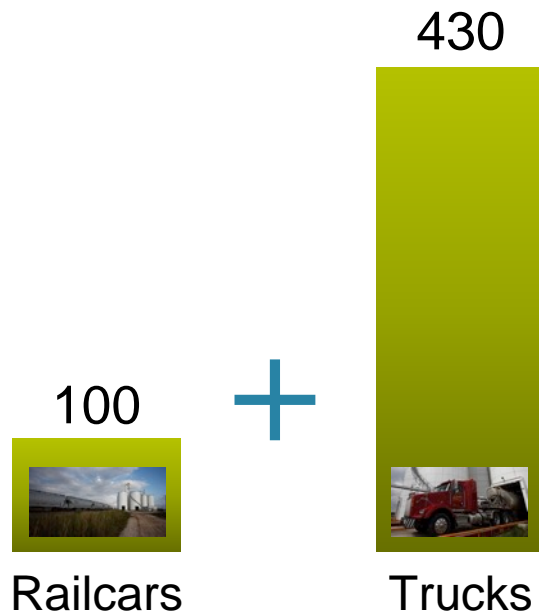




## 2. Advantaged, Highly Flexible Distribution

### Moving Large Volumes of Proppant...

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



### ... Leverages our Highly Flexible Supply Chain

- ✓ Ability to redirect trains mid-trip
- ✓ Extensive Unit train capabilities
- ✓ Multiple mines, rail routes
- ✓ Access to economical barge terminals
- ✓ High velocity transloads

Unmatched speed, responsiveness and reliability

# 3. Attractive Mix of Customers and Markets

## Oil & Gas Proppants



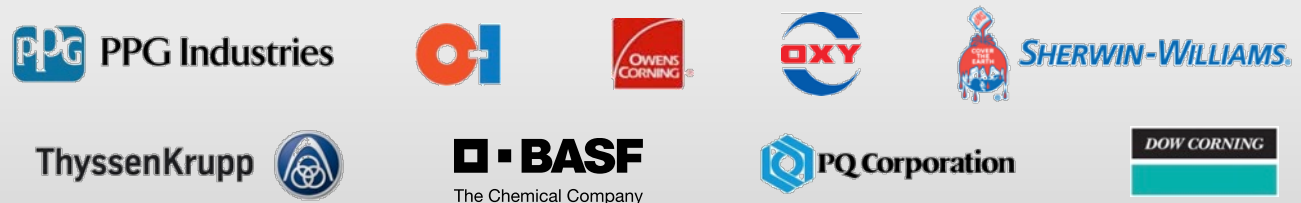
- Long-term contracts:
  - provide leverage in current market conditions
  - efficiency gains in production and supply chain planning



## Industrial & Specialty Products

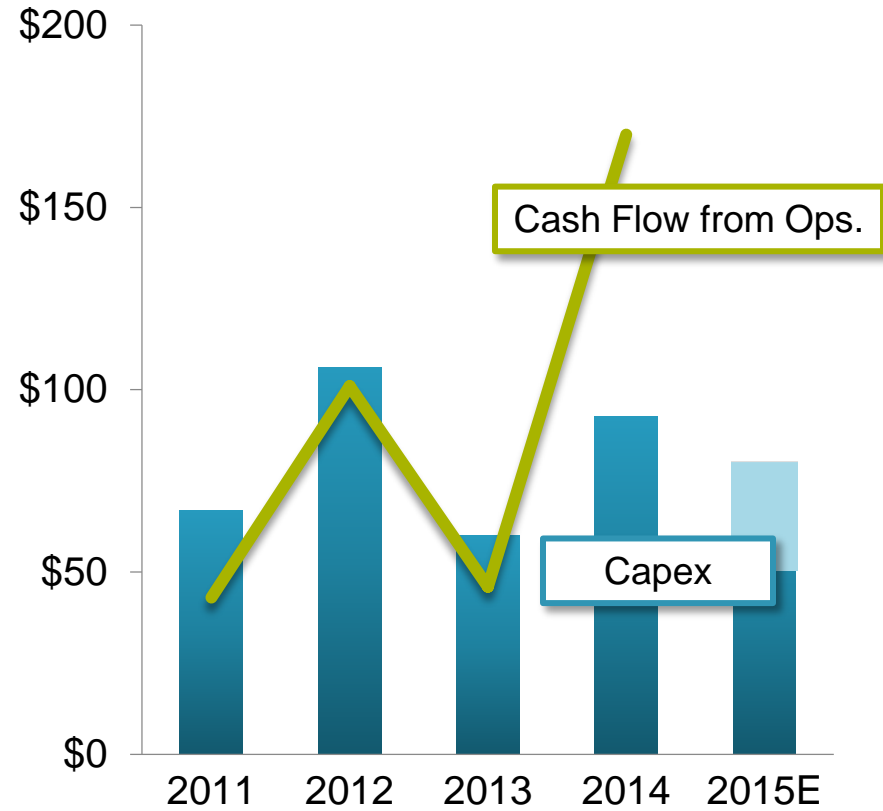


- Top five customers >50 year relationships
  - critical raw material for long term customers
- Stable business with growing earnings and cash flows



# 4. Strong Financial Position

- Unlevered balance sheet
- \$46.9M available under revolver
- Total liquidity of ~\$375M as of March 31, 2015
- Expect to be operating cash flow positive in 2015



A key strength in 2015



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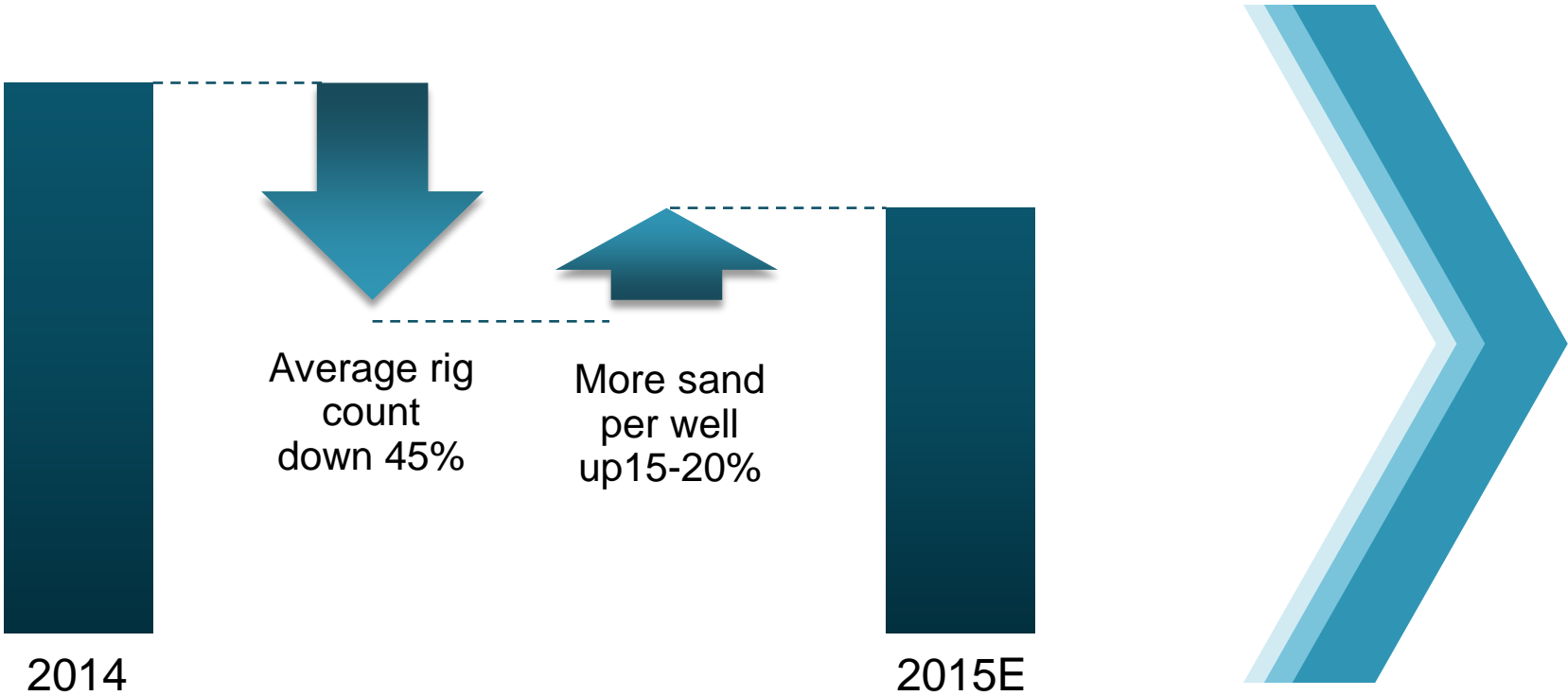
GOALS:

**2015-2016**  
Resilient performance

**2020**  
Increase scale  
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Growth

# Responding Aggressively to Declining Demand

Market Demand Down 25-30% in 2015



# Leveraging Our Speed, Scale & Strength



- Working with our supply chain partners to take costs out
- Deferring rail car deliveries
- Growth team now focused on CIP projects to drive down costs



- Leveraging barge opportunity
- Multiple mines on multiple railroads
- Consolidation likely



- Strong balance sheet
- Talented & capable leadership team
- Customer and supply chain relationships



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# Key Initiatives to Drive Success

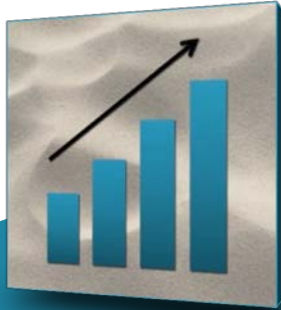
1 Effectively manage downturn



2 Leverage logistics to gain share in market



3 Enhance Industrial & Specialty performance



4 Consolidator – accretive acquisitions



# Effectively Manage the Downturn

## Focus

- Capture share
- Partner with the right customers
- Laser focus on cost
- Increase fixed cost leverage
- Disciplined capital spending
- Help drive industry consolidation
- Utilize our strong balance sheet



# Leverage Distribution Network

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

- Gain market share
- Emphasize high-velocity transloads
- Get even closer to the wellhead
- Improve the customer experience

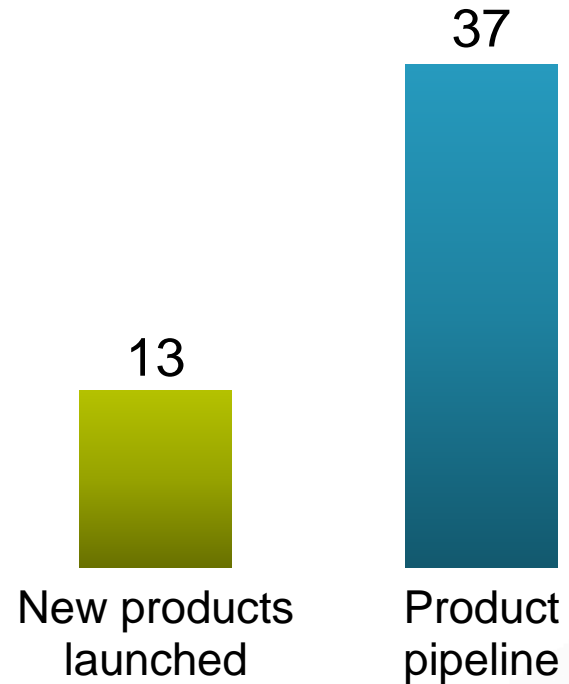


Winning customers by providing superior service

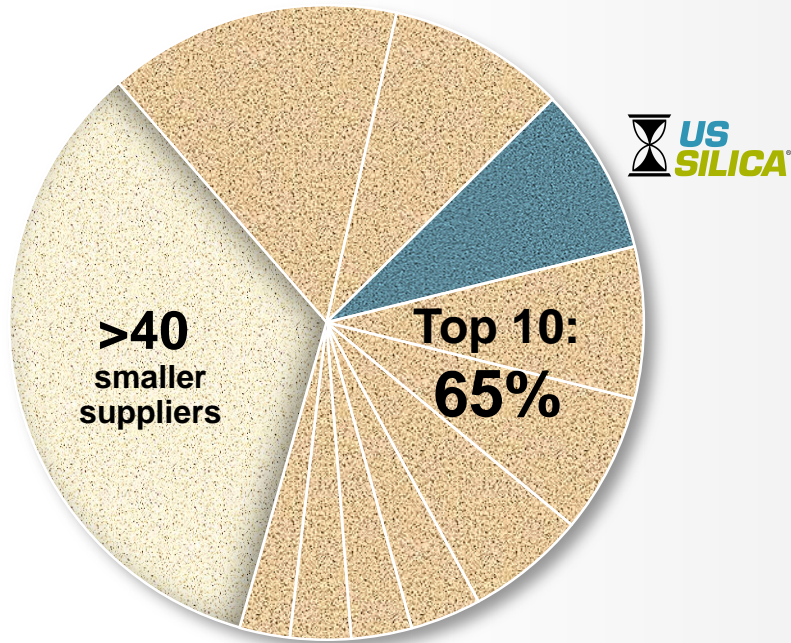
# Enhance Industrial & Specialty Performance

- Solid, stable cash flow business
- Introducing higher-margin, value added specialty products to grow EBITDA
- Optimizing product mix
- On track for double digit growth in contribution margin in 2015

## Investing in Innovation



# Grow in a Fragmented Industry – Poised for Consolidation



Source: PropTester, Inc. and KELRIK.

- Customers are consolidating
- Reducing suppliers
- Scale matters
- Strong financial position

Our strong balance sheet is a key advantage



# 2015 Outlook

- ✓ Expect 2015 to be challenging
- ✓ Volumes and pricing under pressure
- ✓ Lower fixed cost leverage
- ✓ ISP markets still strong and contribution margin growing
- ✓ Continuing to make strategic investments
- ✓ Numerous opportunities for business development and M&A
- ✓ War chest of >\$325 million in cash and cash equivalents and short-term investments
- ✓ When the market turns, demand may increase quickly





Questions???

# 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, 2014.

## ***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.