



Scotia Howard Weil 2017 Energy Conference

New Orleans | March 27, 2017



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 Segment Contribution Margin. This 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 our most recent Annual Report on Form 10K for the year ended December 31, 2016.

Business Built for Success

Delivered on Commitments

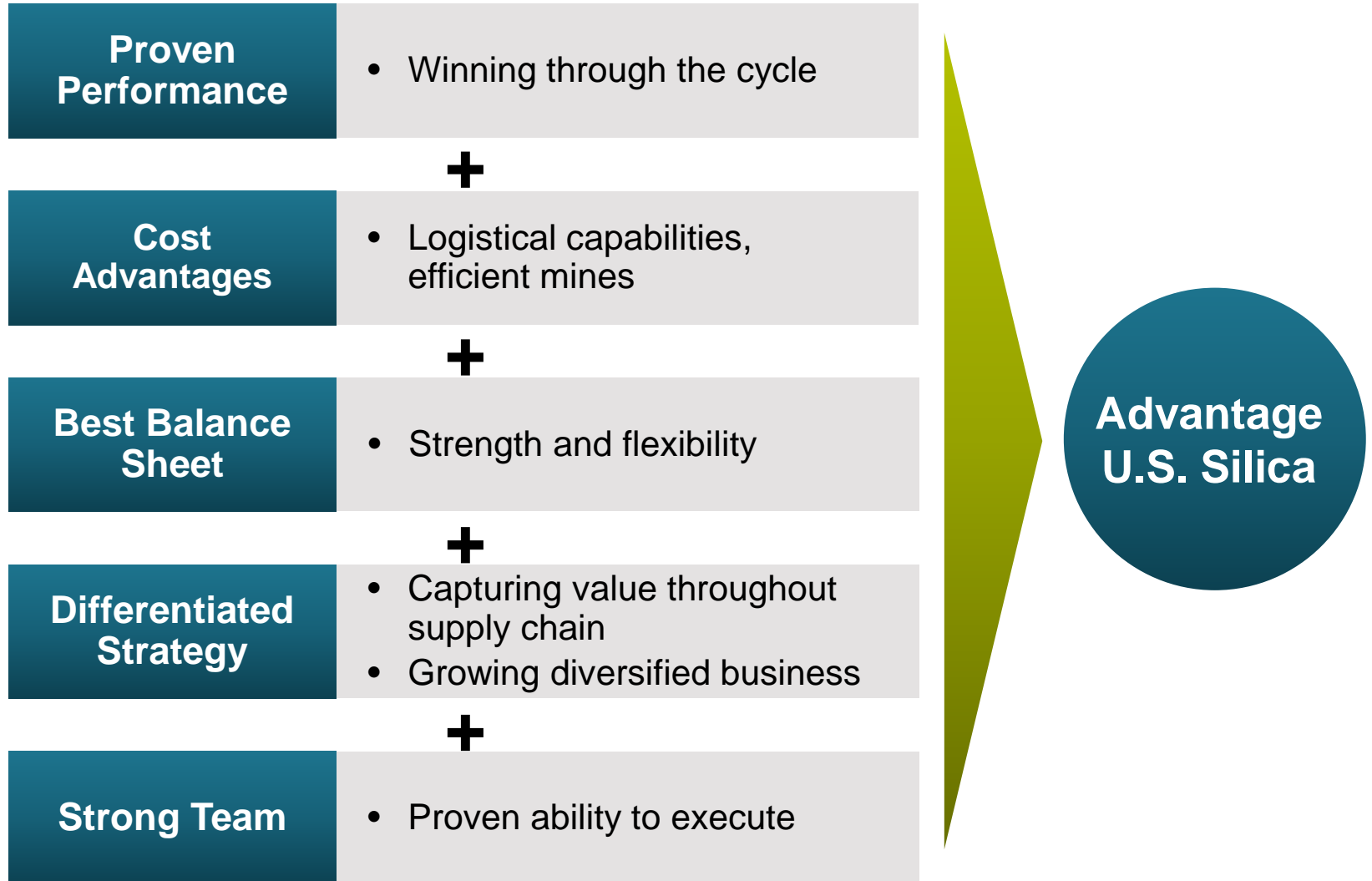
Uniquely Positioned for the Oil & Gas Rebound

More Than Just Oil & Gas

Where We are Headed

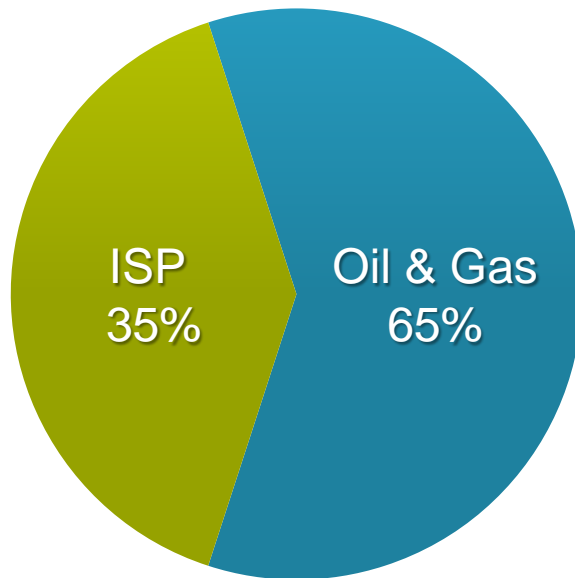


Extending Our Industry-Leading Position



Profile of an Industry Leader

2016 Revenue



Key Metrics

Revenues **\$559.6M**

O&G market share **~20%**

ISP end markets **#1 or #2**

Acquisitions in 2016 **2**

Logistics network **#1**



Two Strong, Complementary Business Segments

Oil & Gas Proppants (O&G)



Revenue	\$362.6M
Contribution margin ⁽¹⁾	\$11.4M
Contribution margin %	3%
Volume	6.4M tons
Operating facilities	9

Industrial & Specialty (ISP)

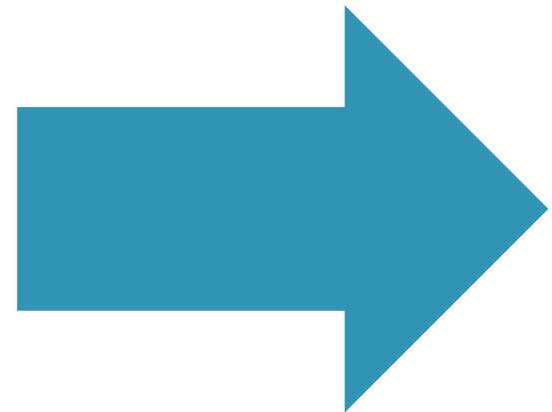


Revenue	\$197.1M
Contribution margin ⁽¹⁾	\$79.0M
Contribution margin %	40%
Volume	3.4M tons
Operating facilities	9

⁽¹⁾ See Appendix for definition of contribution margin.

We Continue to Transform Our Oil & Gas Business

From: A commodity sand producer



- Narrow product range
- Limited value capture

To an Innovative End-to-End Frac Sand Company

By Expanding O&G Value Capture

Low cost assets



Best-in-class distribution



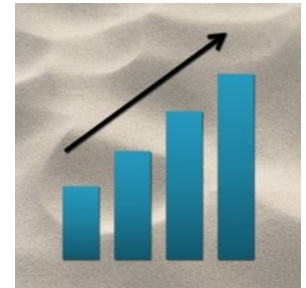
Regional sand



Last mile



Further accretive M&A



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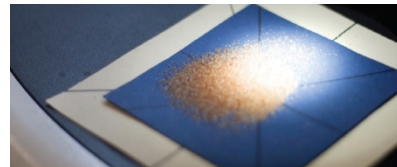
More Than Just Oil & Gas

Where We are Headed



Key Actions

- 1 Executed successful strategy
- 2 Reduced cost / improved efficiencies
- 3 Maintained best in class financial position
- 4 Extended our lead with strategic acquisitions
- 5 Grew the industrial business segment above plan



Took Actions in 2016 to Extend Our Industry-Leading Position

1

- Became a leaner, stronger, more flexible company
- Talented team with proven track record

2

- Eliminated ~\$60 million in costs in 2016
- Made significant investments in the downturn

3

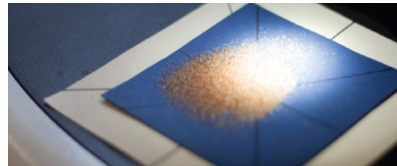
- Disciplined capital spending/two equity raises
- Strong balance sheet enables us to extend our lead

4

- NBR Sand strengthens regional capabilities
- Sandbox Logistics adds a new dimension

5

- ISP had best year in 116-year history
- New product initiative driving bottom line growth



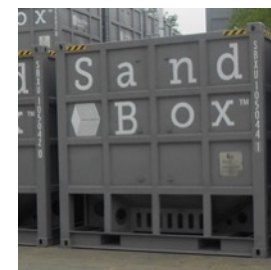
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Changing Dynamics

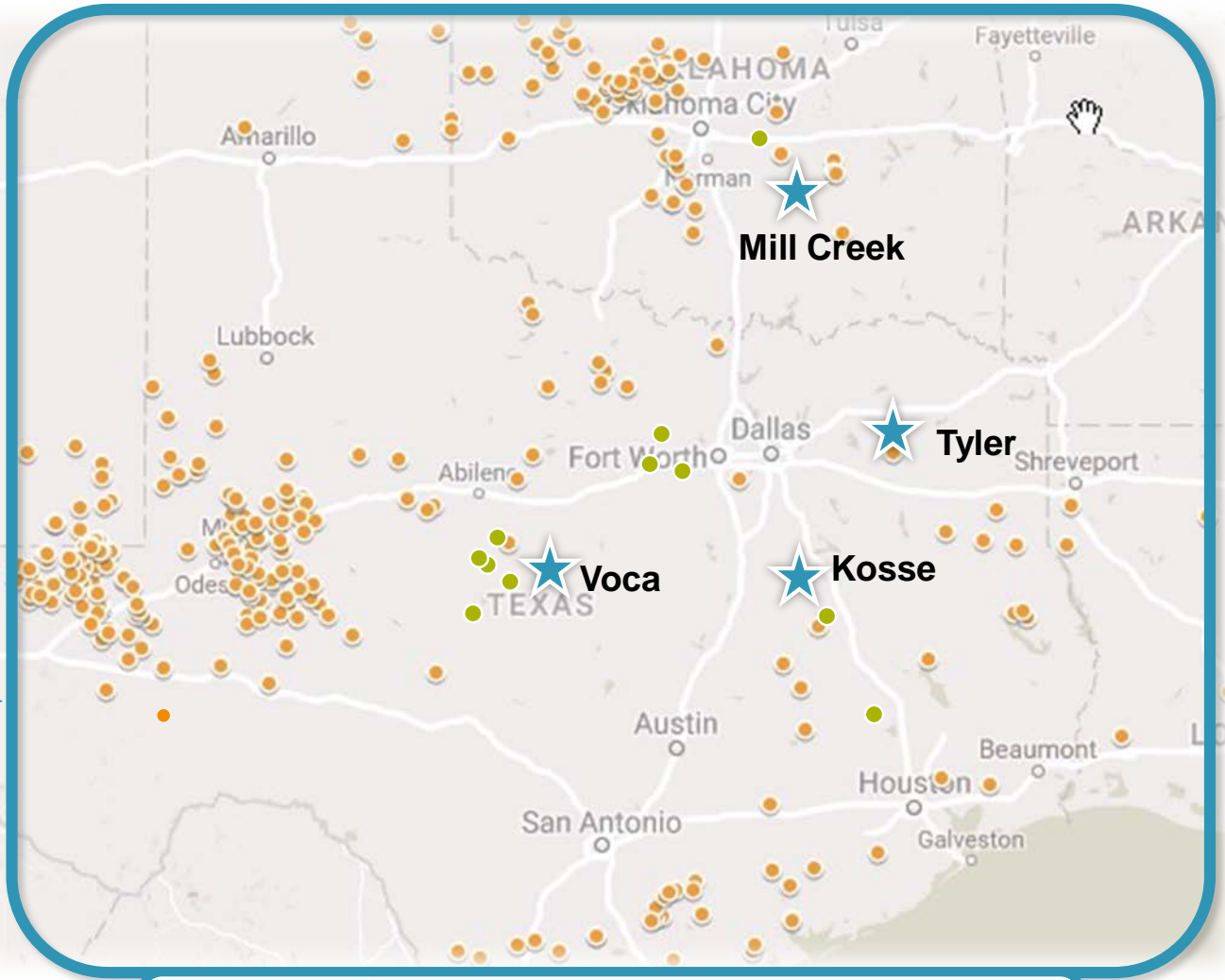
- Regional sands gaining share
- Volumes scaling rapidly
- Unit Train capability critical
- High velocity network to better serve customers
- Last mile logistics expected to be the pinch point



SLCA Well Positioned in Regional Markets

65% of US Horizontal Drilling rigs are in the following markets:





- Mid-Con
- Haynesville
- Permian
- Eagle Ford



● Rig ★ SLCA plant ● Other regional sand mine¹

1. Includes plants with nameplate capacity >500K tons

With Strong Regional Sand Capabilities

	Kosse	Tyler	Voca	Mill Creek
				
Capacity (Tons)	500K	2.2MM	1.2MM	1.2MM
Products	100 Mesh	40/70, 100 Mesh	20/70, 100 Mesh	100 Mesh
Logistics	Truck	Truck & Rail (UP)	Truck	Truck & Rail (BNSF)
Markets	East, South, West Texas	East, South, West Texas, N. Louisiana	West, South Texas	West, South Texas, Mid Con

And Logistical Advantages That Drive Market Share Gains

Transload network with 19 unit-train capable sites or 40% of capability

Best

Transloads within 50 miles of current working rigs

85%

Greater optionality for best origin / destination pairings driven by

Large Footprint

Right sizing the network to reduce costs and get customers closer to the well head

Continuing

Now offer last-mile containerized delivery directly to the wellsite with Sandbox

Leader

Sandbox is a Game Changer



- Industry-leading containerized last-mile delivery solution
- Investing \$35 million this year to keep pace with surging demand and continue to grow share
- Sandbox crews active in all of the major basins
- Increased rig activity and higher proppant loadings advantage Sandbox
- Sandbox named HAL's preferred containerized provider
- Strong IP, capital investment and first mover advantage key to success
- Acquisition has greatly exceeded initial expectations

Rapidly Scaling Sandbox in Response to Growing Demand

	At Closing	Today	Goal
Crews Deployed	20	42	80-90 By YE 2017
Market Share	10%	15%	50%



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A Diverse Mix of End Markets



Glass

- Smartphones
- Tablets
- Containers
- Automotive glass
- Fiberglass



Building Products

- Grouts and Mortars
- Specialty Cements
- Quartz Surfaces
- Roofing Shingles



Foundry

- Molds and Cores for Metal Casting



Chemicals

- Silica-based Chemicals
- Silicon Carbide
- Ceramics
- Sodium Silicates



Fillers & Extenders

- Performance coatings
- Architectural, industrial and traffic paints
- Silicone rubber

Profitability



1 New Products



2 New Markets



3 ISP Adjacencies

Building on the Core

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Executing Consistent Strategy to Grow Both Segments

Key Initiatives

Oil & Gas

1. Increase capacity to meet surging demand
2. Expand addressable markets
3. Pursue accretive M&A



Industrial & Specialty

1. Expand ISP product offerings
2. Maintain #1 or #2 share position
3. Leverage core expertise to create new business opportunities
4. Acquire new capabilities



Increase Capacity to Meet Surging Demand

3 Key Components

Brownfields

- Expand 7 existing facilities
- Lowest cost/highest return
- Spreads risk



Greenfields

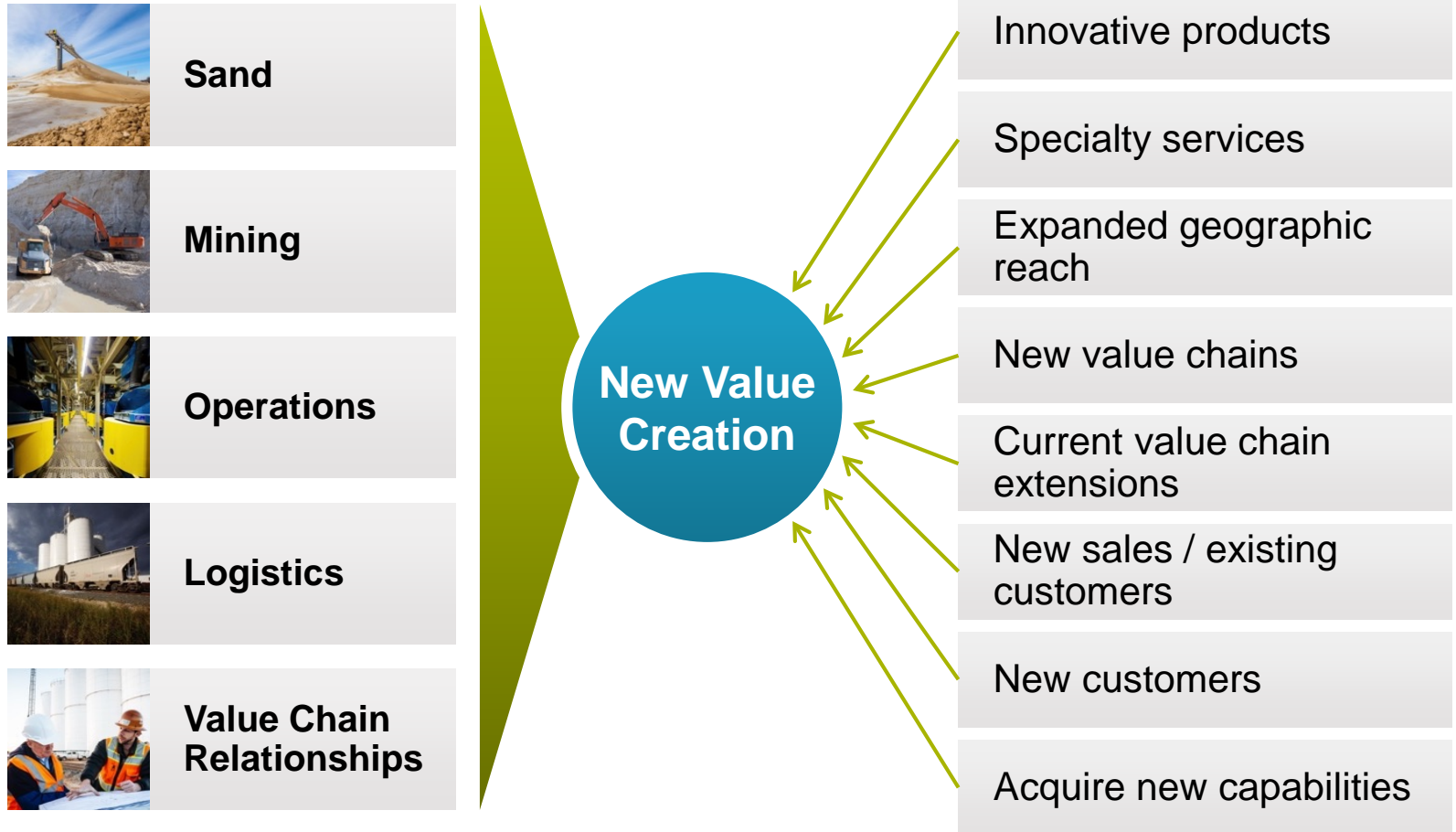
- Focus on sites near the Permian
- Handful of opportunities
- First in wins



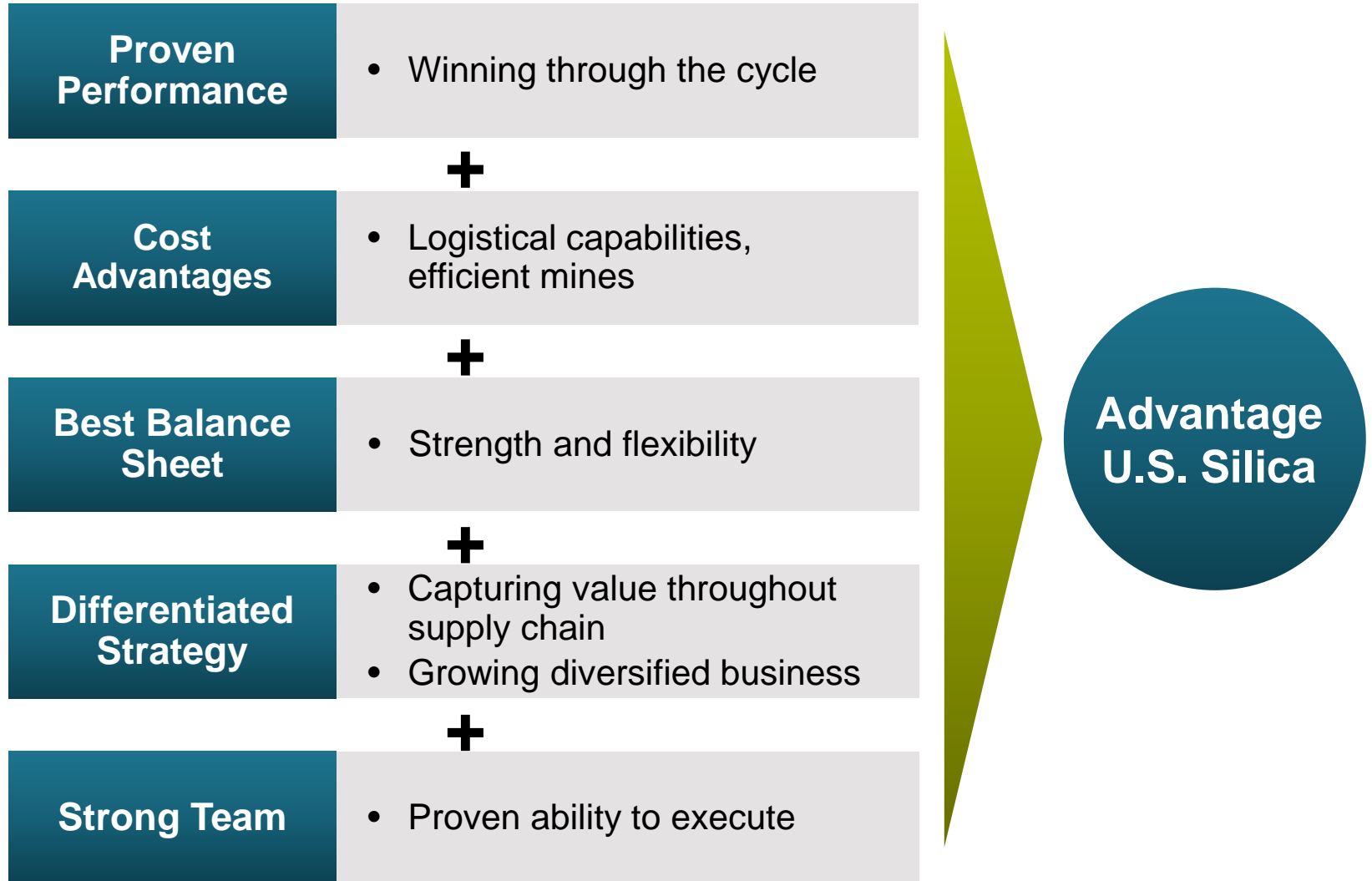
M&A

- Continue to pursue attractive opportunities
- Expand our addressable markets





Extending Our Industry-Leading Position





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 S to our financial statements in our Annual Report on Form 10-K for the fiscal year ended December 31, 2016.