# UNITED STATES <br> SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 

## FORM 8-K

## CURRENT REPORT

Pursuant To Section 13 OR 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): November 1, 2018

## MINERALS TECHNOLOGIES INC.

(Exact name of registrant as specified in its charter)

| Delaware | 1-11430 | 25-1190717 |
| :---: | :---: | :---: |
| (State or other jurisdiction of incorporation) | (Commission File Number) | (IRS Employer Identification No.) |
| 622 Third Avenue, New York, NY |  | 10017-6707 |
| (Address of principal executive offices) |  | (Zip Code) |

(212) 878-1800
(Registrant's telephone number, including area code)
Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions.
[ ] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
[ ] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
[ ] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
[ ] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (17 CFR §230.405) or Rule 12b-2 of the Securities Exchange Act of 1934 (17 CFR §240.12b-2).
Emerging growth company [ ]
If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. [ ]

## Results of Operations and Financial Condition.

On November 1, 2018 Minerals Technologies Inc. issued a press release regarding its financial performance for the third quarter of 2018. A copy of the press release is attached hereto as Exhibit 99.1 and incorporated by reference herein.

The information in this Item 2.02 and Exhibit 99.1 shall not be deemed filed for the purposes of Section 18 of the Securities and Exchange Act of 1934, as amended, or incorporated by reference in any filing under the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such filing.
(d) Exhibits
99.1 Press Release dated November 1, 2018

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

## MINERALS TECHNOLOGIES INC.

(Registrant)

By: /s/ Thomas J. Meek
Name: Thomas J. Meek
Title: $\quad$ Senior Vice President, General Counsel, Human Resources, Secretary and Chief Compliance Officer

For Immediate Release
November 1, 2018

Contact: Cindi Buckwalter
(212) 878-1831

# MINERALS TECHNOLOGIES REPORTS THIRD QUARTER EARNINGS OF \$1.18 PER SHARE, OR \$1.27 PER SHARE, EXCLUDING SPECIAL ITEMS 

## Highlights:

- Sales Increase 9 Percent to \$464.1 Million
- Earnings Per Share, Excluding Special Items, Up 7 Percent
- Sequential Operating Margin Improvement Across All Segments
- Productivity Improvement of 6 Percent
- Debt Reduction of $\$ 30$ Million in the Third Quarter

NEW YORK, November 1—Minerals Technologies Inc. (NYSE: MTX) ("MTI" or "the Company") today reported diluted earnings per share of \$1.27, excluding special items, for the third quarter ended September 30, 2018, compared with earnings per share of $\$ 1.19$ in the prior year. Reported diluted earnings per share were $\$ 1.18$ compared with $\$ 1.17$ in the prior year.
"We had a solid third quarter, executing on a number of fronts to position MTI for continued profitable growth," said Douglas T. Dietrich, Chief Executive Officer. "We drove margins higher sequentially across all of our businesses, as we mitigated the impact of inflationary cost increases through pricing actions and strong operating performance.
Additionally, we made progress on several growth initiatives, successfully integrated Sivomatic and further strengthened our balance sheet."

Worldwide net sales increased 9 percent to $\$ 464.1$ million. Operating income, as reported, was $\$ 68.2$ million and represented 14.7 percent of sales. Operating income, excluding special items, was $\$ 68.8$ million and represented 14.8 percent of sales, up from 13.9 percent in the second quarter.

## Segment Information

## Performance Materials and Specialty Minerals

Sales in the Minerals businesses, which include the Performance Materials and Specialty Minerals segments, grew 9 percent in the third quarter to $\$ 365.8$ million. Operating income for the Minerals businesses was $\$ 56.8$ million and represented 15.5 percent of sales.
Performance Materials segment sales increased 16 percent to $\$ 219.5$ million. Metalcasting sales rose 6 percent due to higher volumes. Household, Personal Care \& Specialty Products sales increased 69 percent, primarily driven by higher pet care revenue, including $\$ 23.3$ million from the acquisition of Sivomatic, and increased European fabric care sales. Environmental Products sales rose 22 percent due to several large projects. These sales increases were partially offset by a 10 percent decrease in Building Materials and an 18 percent decrease in Basic Minerals. Operating income for the segment increased to $\$ 31.8$ million primarily due to increased selling prices and higher volume, partially offset by higher raw material, logistics and energy costs. Sequentially, operating margins improved 50 basis points (BPS) to 14.5 percent of sales through price increases and operating efficiencies. The Performance Materials segment provides a wide range of bentonite-based and synthetic materials for industrial and consumer markets and for nonresidential construction, environmental remediation and infrastructure projects worldwide.

Specialty Minerals segment sales, which consist of the Precipitated Calcium Carbonate (PCC) and Processed Minerals product lines, decreased 1 percent to $\$ 146.3$ million, primarily due to lower Paper PCC sales. Operating income decreased to $\$ 25.0$ million primarily due to previously announced paper machine shutdowns in North America, and higher logistics and energy costs. Contractual selling price increases in PCC and other price increases were implemented in the third quarter and will continue into 2019 to partially offset rising costs. Sequentially, operating margins improved 50 BPS to 17.1 percent of sales.

Worldwide sales of PCC, which is used mainly in the manufacturing processes of the paper industry, decreased 2 percent to $\$ 110.0$ million. Higher sales in Asia were partially offset by reduced sales in North America due to customer paper machine closures in late 2017 and early 2018.

Sales of Processed Minerals products increased 4 percent to $\$ 36.3$ million. Ground Calcium Carbonate sales grew 3 percent, driven by higher volumes in the construction market. Talc sales increased 5 percent due to higher volumes in the automotive and construction markets. Processed Minerals products are used in the building materials, polymers, ceramics, consumer products, paints and coatings, glass and other manufacturing industries.

## Refractories and Energy Services

Sales in the Service businesses, which include the Refractories and Energy Services segments, grew 12 percent in the third quarter to $\$ 98.3$ million. Operating income for the Service businesses was $\$ 12.6$ million, and represented 12.8 percent of sales. Operating income, excluding special items, was $\$ 12.9$ million and represented 13.1 percent of sales.

Refractories segment sales increased 15 percent to $\$ 79.1$ million, driven by higher sales of refractory products. The Refractories segment operating income increased to $\$ 11.5$ million and was 14.5 percent of sales, driven by higher prices from the recapture of increased raw material costs and higher refractory volume. The Refractories segment provides products and services primarily to the worldwide steel industry.

Energy Services segment sales increased 1 percent to $\$ 19.2$ million, primarily driven by higher filtration activity. Operating income, excluding special items, decreased slightly to $\$ 1.4$ million and was 7.3 percent of sales. Energy Services offers a range of patented technologies, products and services for off-shore filtration and well testing to the worldwide oil and gas industry.

Minerals Technologies will host a conference call tomorrow, November 2, 2018 at 11 a.m. Eastern Time. The conference call will be broadcast live on our website:www.mineralstech.com. To listen to the call, go to the website and click on "Investor Relations," then click on "Quarterly Results \& Conference Calls." A presentation for the call will be available at the same location at approximately 10:30 a.m. Eastern Time on November 2, 2018.

## FORWARD-LOOKING STATEMENTS

This press release may contain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, which describe or are based on current expectations. Actual results may differ materially from these expectations. In addition, any statements that are not historical fact (including statements containing the words "believes," "plans," "anticipates," "expects," "estimates," and similar expressions) should also be considered to be forward-looking statements. The Company undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future events, or otherwise. Forward-looking statements in this document should be evaluated together with the many uncertainties that affect our businesses, particularly those mentioned in the risk factors and other cautionary statements in our 2017 Annual Report on Form 10-K and in our other reports filed with the Securities and Exchange Commission.

## About Minerals Technologies Inc.

New York-based Minerals Technologies Inc. (MTI) is a resource- and technology-based growth company that develops, produces and markets worldwide a broad range of specialty mineral, mineral-based and synthetic mineral products and related systems and services. MTI serves the paper, foundry, steel, construction, environmental, energy, polymer and consumer products industries. The Company reported sales of $\$ 1.676$ billion in 2017. For further information, please visit our website at www.mineralstech.com. (MTI-E)

CONDENSED CONSOLIDATED STATEMENTS OF INCOME
MINERALS TECHNOLOGIES INC. AND SUBSIDIARY COMPANIES
(in millions, except per share data)
(unaudited)

|  | Quarter Ended |  |  |  |  |  | \% Growth |  |  | Nine Months Ended |  |  |  | \% Growth <br> Prior <br> Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \hline \text { pt. } 30 \\ & 018 \end{aligned}$ |  | $\begin{aligned} & \hline \text { Jul. } 1 \\ & 2018 \end{aligned}$ |  | $\begin{aligned} & \hline \text { Oct. } 1 \\ & 2017 \end{aligned}$ | Prior Qtr | Prior <br> Year |  |  | $\begin{gathered} \hline \text { Sept. } 30 \\ 2018 \end{gathered}$ |  | $\begin{aligned} & \hline \text { Oct. } 1 \\ & 2017 \end{aligned}$ |  |
| Net sales |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Product sales | \$ | 444.9 | \$ | 445.0 | \$ | 405.4 | (0)\% |  | 10\% | \$ | 1,302.1 | \$ | 1,187.9 | 10\% |
| Service revenue |  | 19.2 |  | 19.7 |  | 19.0 | (3)\% |  | 1\% |  | 58.0 |  | 55.6 | 4\% |
| Total net sales |  | 464.1 |  | 464.7 |  | 424.4 | (0)\% |  | 9\% |  | 1,360.1 |  | 1,243.5 | 9\% |
| Cost of sales |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cost of goods sold |  | 332.1 |  | 335.3 |  | 293.0 | (1)\% |  | 13\% |  | 972.4 |  | 854.7 | 14\% |
| Cost of service revenue |  | 12.8 |  | 13.5 |  | 12.2 | (5)\% |  | 5\% |  | 39.1 |  | 36.2 | 8\% |
| Total cost of sales |  | 344.9 |  | 348.8 |  | 305.2 | (1)\% |  | 13\% |  | 1,011.5 |  | 890.9 | 14\% |
| Production margin |  | 119.2 |  | 115.9 |  | 119.2 | 3\% |  | 0\% |  | 348.6 |  | 352.6 | (1)\% |
| Marketing and administrative |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Research and development expenses |  | 5.0 |  | 6.4 |  | 5.9 | (22)\% |  | (15)\% |  | 17.5 |  | 17.8 | (2)\% |
| Acquisition-related transaction and integration costs |  | 0.3 |  | 1.0 |  | 0.5 | (70)\% |  | (40)\% |  | 1.7 |  | 2.8 | (39)\% |
| Restructuring and other items, net |  | 0.3 |  | 0.4 |  | 0.4 | * |  | (25)\% |  | 0.7 |  | 0.9 | (22)\% |
| Income from operations |  | 68.2 |  | 62.8 |  | 67.2 | 9\% |  | 1\% |  | 193.6 |  | 198.3 | (2)\% |
| Interest expense, net |  | (11.7) |  | (11.5) |  | (10.5) | 2\% |  | 11\% |  | (33.9) |  | (32.5) | 4\% |
| Debt modification costs and fees |  | 0.0 |  | 0.0 |  | 0.0 | * |  | * |  | 0.0 |  | (3.9) | * |
| Non-cash pension settlement costs |  | (3.6) |  | 0.0 |  | 0.0 | * |  | * |  | (3.6) |  | 0.0 | * |
| Other non-operating income (deductions), net |  | (0.9) |  | 3.1 |  | (2.1) | * |  | * |  | (0.5) |  | (4.7) | * |
| Total non-operating deductions, net |  | (16.2) |  | (8.4) |  | (12.6) | 93\% |  | 29\% |  | (38.0) |  | (41.1) | (8)\% |
| Income before tax and equity in earnings |  | 52.0 |  | 54.4 |  | 54.6 | (4)\% |  | (5)\% |  | 155.6 |  | 157.2 | (1)\% |
| Provision for taxes on income |  | 9.7 |  | 10.3 |  | 12.1 | (6)\% |  | (20)\% |  | 29.3 |  | 35.6 | (18)\% |
| Equity in earnings of affiliates, net of tax |  | 0.6 |  | 1.1 |  | 0.4 | (45)\% |  | * |  | 2.9 |  | 0.7 | * |
| Consolidated net income |  | 42.9 |  | 45.2 |  | 42.9 | (5)\% |  | 0\% |  | 129.2 |  | 122.3 | 6\% |
| Less: Net income attributable to non-controlling interests |  | 1.0 |  | 1.1 |  | 1.2 | (9)\% |  | (17)\% |  | 3.3 |  | 3.0 | 10\% |
| Net Income attributable to Minerals |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Technologies Inc. (MTI) | \$ | 41.9 | \$ | 44.1 | \$ | 41.7 | (5) $\%$ |  | 0\% | \$ | 125.9 | \$ | 119.3 | 6\% |
| Weighted average number of common shares outstanding: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 35.3 |  | 35.3 |  | 35.3 |  |  |  |  | 35.3 |  | 35.1 |  |
| Diluted |  | 35.6 |  | 35.6 |  | 35.6 |  |  |  |  | 35.6 |  | 35.6 |  |
| Earnings per share attributable to MTI: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 1.19 | \$ | 1.25 | \$ | 1.18 | (5)\% |  | 1\% | \$ | 3.57 | \$ | 3.40 | 5\% |
| Diluted | \$ | 1.18 | \$ | 1.24 | \$ | 1.17 | (5)\% |  | 1\% | \$ | 3.54 | \$ | 3.35 | 6\% |
| Cash dividends declared per common share | \$ | 0.05 | \$ | 0.05 | \$ | 0.05 |  |  |  | \$ | 0.15 | \$ | 0.15 |  |

# MINERALS TECHNOLOGIES INC. AND SUBSIDIARY COMPANIES NOTES TO CONDENSED CONSOLIDATED STATEMENTS OF INCOME 

For comparative purposes, the quarterly periods ended September 30, 2018, July 1, 2018 and October 1, 2017 each consisted of 91 days. The nine month periods ended September 30, 2018 and October 1, 2017 consisted of 273 days and 274 days,

1) respectively.

To supplement the Company's consolidated financial statements presented in accordance with GAAP, the following is a presentation of the Company's non-GAAP earnings per share, excluding special items, for the quarterly periods ended September 30, 2018, July 1, 2018 and October 1, 2017 and the nine month periods ended September 30, 2018 and October 1, 2017 and a reconciliation to reported earnings per share for such periods. The Company's management believes these nonGAAP measures provide meaningful supplemental information regarding its performance as inclusion of such special items are not indicative of the ongoing operating results and thereby affect the comparability of results between periods. The Company believes inclusion of these non-GAAP measures also provides consistency in its financial reporting and facilitates investors'
2 ) understanding of historic operating trends.

| (millions of dollars) | Quarter Ended |  |  |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Sept. } 30 \\ 2018 \end{gathered}$ |  | $\begin{array}{r} \hline \text { Jul. } 1 \\ 2018 \end{array}$ |  | $\begin{array}{r} \hline \text { Oct. } 1 \\ 2017 \end{array}$ |  | $\begin{gathered} \hline \text { Sept. } 30 \\ 2018 \end{gathered}$ |  | $\begin{array}{r} \hline \text { Oct. } 1 \\ 2017 \end{array}$ |  |
| Income from continuing operations attributable to MTI | \$ | 41.9 | \$ | 44.1 | \$ | 41.7 | \$ | 125.9 | \$ | 119.3 |
| \% of sales |  | 9.0\% |  | 9.5\% |  | 9.8\% |  | 9.3\% |  | 9.6\% |
| Special items: |  |  |  |  |  |  |  |  |  |  |
| Acquisition-related transaction and integration costs |  | 0.3 |  | 1.0 |  | 0.5 |  | 1.7 |  | 2.8 |
| Debt modification costs and fees |  | 0.0 |  | 0.0 |  | 0.0 |  | 0.0 |  | 3.9 |
| Restructuring and other items, net |  | 0.3 |  | 0.4 |  | 0.4 |  | 0.7 |  | 0.9 |
| Non-cash inventory step-up charges |  | 0.0 |  | 0.5 |  | 0.0 |  | 0.5 |  | 0.0 |
| Non-cash pension settlement charge |  | 3.6 |  | 0.0 |  | 0.0 |  | 3.6 |  | 0.0 |
| Related tax effects on special items |  | (1.0) |  | (0.5) |  | (0.3) |  | (1.6) |  | (2.9) |
|  |  |  |  |  |  |  |  |  |  |  |
| Income from continuing operations attributable to MTI, excluding special items | \$ | 45.1 | \$ | 45.5 | \$ | 42.3 | \$ | 130.8 | \$ | 124.0 |
| \% of sales |  | 9.7\% |  | 9.8\% |  | 10.0\% |  | 9.6\% |  | 10.0\% |
| Diluted earnings per share, excluding special items | \$ | 1.27 | \$ | 1.28 | \$ | 1.19 | \$ | 3.67 | \$ | 3.48 |

Free cash flow is defined as cash flow from continuing operations less capital expenditures. The following is a presentation of the Company's non-GAAP free cash flow for the quarterly periods ended September 30, 2018, July 1, 2018 and October 1, 2017 and the nine month periods ended September 30, 2018 and October 1, 2017 and a reconciliation to cash flow from operations for such periods. The Company's management believes this non-GAAP measure provides meaningful supplemental information as management uses this measure to evaluate the Company's ability to maintain capital assets, satisfy current and future obligations, repurchase stock, pay dividends and fund future business opportunities. Free cash flow is not a measure of cash available for discretionary expenditures since the Company has certain non-discretionary obligations such as debt service that are not deducted from the measure. The Company's definition of free cash flow may not be
3) comparable to similarly titled measures reported by other companies.

| (millions of dollars) | Quarter Ended |  |  |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Sept. } 30 \\ 2018 \\ \hline \end{gathered}$ |  | $\begin{array}{r} \hline \text { Jul. } 1 \\ 2018 \end{array}$ |  | $\begin{array}{r} \hline \text { Oct. } 1 \\ 2017 \end{array}$ |  | $\begin{gathered} \hline \text { Sept. } 30 \\ 2018 \end{gathered}$ |  | $\begin{array}{r} \hline \text { Oct. } 1 \\ 2017 \end{array}$ |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Cash flow from continuing operations | \$ | 53.2 | \$ | 44.5 | \$ | 73.0 | \$ | 133.4 | \$ | 150.6 |
| Capital expenditures |  | 14.3 |  | 24.2 |  | 20.7 |  | 56.4 |  | 54.2 |
| Free cash flow | \$ | 38.9 | \$ | 20.3 | \$ | 52.3 | \$ | 77.0 | \$ | 96.4 |

The following table reflects the components of non-operating income and
4) deductions:

| (millions of dollars) | Quarter Ended |  |  |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Sept. } 30 \\ 2018 \end{gathered}$ |  | $\begin{array}{r} \hline \text { Jul. } 1 \\ 2018 \end{array}$ |  | $\begin{array}{r} \hline \text { Oct. } 1 \\ 2017 \end{array}$ |  | $\begin{gathered} \hline \text { Sept. } 30 \\ 2018 \end{gathered}$ |  | $\begin{array}{r} \hline \text { Oct. } 1 \\ 2017 \end{array}$ |  |
| Interest income | \$ | 0.5 | \$ | 0.5 | \$ | 0.6 | \$ | 1.5 | \$ | 1.6 |
| Interest expense |  | (12.2) |  | (12.0) |  | (11.1) |  | (35.4) |  | (34.1) |
| Debt modification costs and fees |  | 0.0 |  | 0.0 |  | 0.0 |  | 0.0 |  | (3.9) |
| costs Non-cash pension settlement |  | (3.6) |  | 0.0 |  | 0.0 |  | (3.6) |  | 0.0 |
| Foreign exchange gains (losses) |  | 1.0 |  | 4.9 |  | (0.2) |  | 5.2 |  | 0.4 |
| Other deductions |  | (1.9) |  | (1.8) |  | (1.9) |  | (5.7) |  | (5.1) |
| Non-operating deductions, net | \$ | (16.2) | \$ | (8.4) | \$ | (12.6) | \$ | (38.0) | \$ | (41.1) |

On January 1, 2018, the Company adopted the provisions of ASU 2017-07, "Compensation - Retirement Benefits: Improving
the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost". As a result of this accounting change, the Company reclassified approximately $\$ 0.4$ million and $\$ 1.3$ million from Marketing and administrative expense to other deductions for the three months and nine months ended October 1, 2017, respectively, to conform to current year presentation.

Included in non-operating deductions for the three-month and nine month periods ended September 30, 2018 are non-cash pension settlement costs of $\$ 3.6$ million, respectively, associated with some of our pension plans in the U.S.

The analyst conference call to discuss operating results for the third quarter is scheduled for Friday, November 2, 2018 at 11:00 am E.T. and will be broadcast over the Company's website (www.mineralstech.com). The broadcast will remain on the 5) Company's website for no less than one year.

## SUPPLEMENTARY DATA

MINERALS TECHNOLOGIES INC. AND SUBSIDIARY COMPANIES
(millions of dollars)
(unaudited)


## SUPPLEMENTARY DATA

MINERALS TECHNOLOGIES INC. AND SUBSIDIARY COMPANIES
(millions of dollars)
(unaudited)

| SEGMENT OPERATING INCOME DATA | Quarter Ended |  |  |  |  |  | \% Growth |  | Nine Months Ended |  |  |  | \% Growth <br> Prior Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Sept. } 30 \\ 2018 \end{gathered}$ |  | $\begin{aligned} & \text { Jul. } 1 \\ & 2018 \end{aligned}$ |  | $\begin{aligned} & \text { Oct. } 1 \\ & 2017 \end{aligned}$ |  | Prior Qtr | Prior Year | $\begin{gathered} \text { Sept. } 30 \\ 2018 \end{gathered}$ |  | $\begin{aligned} & \text { Oct. } 1 \\ & 2017 \end{aligned}$ |  |  |
| Performance Materials |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Segment | \$ | 31.8 | \$ | 29.6 | \$ | 30.6 | 7\% | 4\% | \$ | 87.6 | \$ | 91.6 | (4)\% |
| \% of Sales |  | 14.5\% |  | 13.8\% |  | 16.2\% |  |  |  | 14.1\% |  | 17.0\% |  |
| Specialty Minerals |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Segment | \$ | 25.0 | \$ | 25.1 | \$ | 26.6 | (0)\% | (6)\% | \$ | 74.2 | \$ | 77.9 | (5)\% |
| \% of Sales |  | 17.1\% |  | 16.6\% |  | 18.0\% |  |  |  | 16.6\% |  | 17.7\% |  |
| Total Minerals |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \% of Sales |  | 15.5\% |  | 15.0\% |  | 17.0\% |  |  |  | 15.1\% |  | 17.3\% |  |
| Refractories Segment | \$ | 11.5 | \$ | 10.3 | \$ | 9.9 | 12\% | 16\% | $\underline{+}$ | 34.6 | \$ | 29.6 | 17\% |
| \% of Sales |  | 14.5\% |  | 12.9\% |  | 14.4\% |  |  |  | 14.8\% |  | 14.2\% |  |
| Energy Services Segment | \$ | 1.1 | \$ | 0.7 | \$ | 2.3 | 57\% | (52)\% | \$ | 3.3 | \$ | 4.8 | (31)\% |
| \% of Sales |  | 5.7\% |  | 3.6\% |  | 12.1\% |  |  |  | 5.7\% |  | 8.6\% |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Businesses | \$ | 12.6 | \$ | 11.0 | \$ | 12.2 | 15\% | 3\% | \$ | 37.9 | \$ | 34.4 | 10\% |
| \% of Sales |  | 12.8\% |  | 11.1\% |  | 13.9\% |  |  |  | 13.0\% |  | 13.1\% |  |
| Unallocated Corporate Expenses | \$ | (0.9) | \$ | (1.9) | \$ | (1.7) | 53\% | 47\% | \$ | (4.4) | \$ | (2.8) | (57)\% |
| Acquisition-related transaction costs | \$ | (0.3) | \$ | (1.0) | \$ | (0.5) | 70\% | (40)\% | \$ | (1.7) | \$ | (2.8) | 39\% |
| Consolidated | \$ | 68.2 | \$ | 62.8 | \$ | 67.2 | 9\% | 1\% | \$ | 193.6 | \$ | 198.3 | (2)\% |
| \% of Sales |  | 14.7\% |  | 13.5\% |  | 15.8\% |  |  |  | 14.2\% |  | 15.9\% |  |
| SPECIAL ITEMS |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Performance Materials |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Segment | \$ | 0.0 | \$ | 0.5 | \$ | 0.0 | * | * | \$ | 0.5 | \$ | 0.0 | * |
| Specialty Minerals |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Segment | \$ | 0.0 | \$ | 0.0 | \$ | 0.0 | * | * | \$ | 0.0 | \$ | 0.0 | * |
| Total Minerals |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Businesses | \$ | 0.0 | \$ | 0.5 | \$ | 0.0 | * | * | \$ | 0.5 | \$ | 0.0 | * |
| Refractories Segment | \$ | 0.0 | \$ | 0.0 | \$ | 0.0 | * | * | \$ | 0.0 | \$ | 0.0 | * |
| Energy Services Segment | \$ | 0.3 | \$ | 0.4 | \$ | (0.7) | * | * | \$ | 0.7 | \$ | (0.2) | * |
| Total Service Businesses | \$ | 0.3 | \$ | 0.4 | \$ | (0.7) | * | * | \$ | 0.7 | \$ | (0.2) | * |
| Unallocated and Other |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporate Expenses | \$ | 0.0 | \$ | 0.0 | \$ | 1.1 | * | * | \$ | 0.0 | \$ | 1.1 | * |
| Acquisition related transaction costs | \$ | 0.3 | \$ | 1.0 | \$ | 0.5 | (70)\% | (40)\% | \$ | 1.7 | \$ | 2.8 | (39)\% |
| Consolidated | \$ | 0.6 | \$ | 1.9 | \$ | 0.9 | (68)\% | (33)\% | \$ | 2.9 | \$ | 3.7 | (22)\% |

To supplement the Company's consolidated financial statements presented in accordance with GAAP, the following is a presentation of the Company's non-GAAP operating income, excluding special items (acquisition-related transaction costs set forth in the above table), for the quarterly periods ended September 30, 2018, July 1, 2018 and October 1, 2017, and the nine month periods ended September 30, 2018 and October 1, 2017 constituting a reconciliation to GAAP operating income set forth above. The Company's management believe these non-GAAP measures provide meaningful supplemental information regarding its performance as inclusion of such special items are not indicative of ongoing operating results and thereby affect the comparability of results between periods. The Company believes inclusion of these non-GAAP measures also provides consistency in its financial reporting and facilitates investors' understanding of historic operating trends.

## SEGMENT OPERATING INCOME,

| Quarter Ended |  |  | \% Growth |  | Nine Months Ended |  | \% Growth |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { Sept. } 30 \\ 2018 \end{gathered}$ | $\begin{gathered} \text { Jul. } 1 \\ 2018 \end{gathered}$ | $\begin{aligned} & \text { Oct. } 1 \\ & 2017 \end{aligned}$ | Prior Qtr | Prior <br> Year | $\begin{gathered} \text { Sept. } 30 \\ 2018 \end{gathered}$ | $\begin{aligned} & \text { Oct. } 1 \\ & 2017 \end{aligned}$ | Prior Year |

## EXCLUDING SPECIAL

| ITEMS |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Performance Materials |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Segment | \$ | 31.8 | \$ | 30.1 | \$ | 30.6 | 6\% | 4\% | \$ | 88.1 | \$ | 91.6 | (4) $\%$ |
| \% of Sales |  | 14.5\% |  | 14.0\% |  | 16.2\% |  |  |  | 14.2\% |  | 17.0\% |  |
| Specialty Minerals |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Segment | \$ | 25.0 | \$ | 25.1 | \$ | 26.6 | (0)\% | (6)\% | \$ | 74.2 | \$ | 77.9 | (5)\% |
| \% of Sales |  | 17.1\% |  | 16.6\% |  | 18.0\% |  |  |  | 16.6\% |  | 17.7\% |  |
| Total Minerals |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Businesses | \$ | 56.8 | \$ | 55.2 | \$ | 57.2 | 3\% | (1)\% | \$ | 162.3 | \$ | 169.5 | (4)\% |
| \% of Sales |  | 15.5\% |  | 15.1\% |  | 17.0\% |  |  |  | 15.2\% |  | 17.3\% |  |
| Refractories Segment | \$ | 11.5 | \$ | 10.3 | \$ | 9.9 | 12\% | 16\% | \$ | 34.6 | \$ | 29.6 | 17\% |
| \% of Sales |  | 14.5\% |  | 12.9\% |  | 14.4\% |  |  |  | 14.8\% |  | 14.2\% |  |
| Energy Services Segment | \$ | 1.4 | \$ | 1.1 | \$ | 1.6 | 27\% | (13)\% | \$ | 4.0 | \$ | 4.6 | (13)\% |
| \% of Sales |  | 7.3\% |  | 5.6\% |  | 8.4\% |  |  |  | 6.9\% |  | 8.3\% |  |
| Total Service |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Businesses | \$ | 12.9 | \$ | 11.4 | \$ | 11.5 | 13\% | 12\% | \$ | 38.6 | \$ | 34.2 | 13\% |
| \% of Sales |  | 13.1\% |  | 11.5\% |  | 13.1\% |  |  |  | 13.2\% |  | 13.0\% |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Unallocated Corporate Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | \$ | (0.9) | \$ | (1.9) | \$ | (0.6) | 53\% | (50)\% | \$ | (4.4) | \$ | (1.7) | (159)\% |
| Consolidated | \$ | 68.8 | \$ | 64.7 | \$ | 68.1 | 6\% | 1\% | \$ | 196.5 | \$ | 202.0 | (3)\% |
| \% of Sales |  | 14.8\% |  | 13.9\% |  | 16.0\% |  |  |  | 14.4\% |  | 16.2\% |  |
| * Percentage not meaningful |  |  |  |  |  |  |  |  |  |  |  |  |  |

## MINERALS TECHNOLOGIES INC. AND SUBSIDIARY COMPANIES CONDENSED CONSOLIDATED BALANCE SHEETS

## ASSETS

(in millions of dollars)

|  | $\begin{gathered} \text { September } \\ 30, \\ 2018 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December } \\ 31, \\ 2017 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Current assets: |  |  |  |  |
| Cash \& cash equivalents | \$ | 206.9 | \$ | 212.2 |
| Short-term investments |  | 4.3 |  | 2.7 |
| Accounts receivable, net |  | 410.5 |  | 383.0 |
| Inventories |  | 243.4 |  | 219.3 |
| Prepaid expenses and other current assets |  | 38.5 |  | 35.0 |
| Total current assets |  | 903.6 |  | 852.2 |
|  |  |  |  |  |
| Property, plant and equipment |  | 2,254.5 |  | 2,219.6 |
| Less accumulated depreciation |  | 1,148.1 |  | 1,158.3 |
| Net property, plant \& equipment |  | 1,106.4 |  | 1,061.3 |
|  |  |  |  |  |
| Goodwill |  | 808.1 |  | 779.3 |
| Intangible assets |  | 210.3 |  | 196.5 |
| Other assets and deferred charges |  | 84.1 |  | 81.1 |
|  |  |  |  |  |
|  |  |  |  |  |
| Total assets | \$ | 3,112.5 | \$ | 2,970.4 |
|  |  |  |  |  |
|  |  |  |  |  |
| LIABILITIES AND SHAREHOLDERS' EQUITY |  |  |  |  |
|  |  |  |  |  |
| Current liabilities: |  |  |  |  |
| Short-term debt | \$ | 108.3 | \$ | 6.3 |
| Current maturities of long-term debt |  | 3.0 |  | 3.8 |
| Accounts payable |  | 184.7 |  | 179.0 |
| Other current liabilities |  | 124.0 |  | 120.9 |
| Total current liabilities |  | 420.0 |  | 310.0 |
|  |  |  |  |  |
| Long-term debt |  | 946.1 |  | 959.8 |
| Deferred income taxes |  | 164.5 |  | 159.4 |
| Other non-current liabilities |  | 240.3 |  | 262.1 |
| Total liabilities |  | 1,770.9 |  | 1,691.3 |
|  |  |  |  |  |
| Total MTI shareholders' equity |  | 1,310.2 |  | 1,251.7 |
| Non-controlling Interests |  | 31.4 |  | 27.4 |
| Total shareholders' equity |  | 1,341.6 |  | 1,279.1 |
|  |  |  |  |  |
| Total liabilities and shareholders' equity | \$ | 3,112.5 | \$ | 2,970.4 |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |

