## FIRST QUARTER 2017 CONFERENCE CALL

This presentation 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 2016 Annual Report on Form 10-K and in our other reports filed with the Securities and Exchange Commission.

Also, this presentation will include certain financial measures that were not prepared in accordance with generally accepted accounting principles. Reconciliations of those nonGAAP financial measures to the most directly comparable GAAP financial measures can be found in our Current Report on Form 8-K dated May 4, 2017, and in our other reports filed with the Securities and Exchange Commission, available on our website at www.mineralstech.com in the "Investor Information -- SEC Filings" section.

## DOUGLAS DIETRICH

CHIEF EXECUTIVE OFFICER

## FIRST QUARTER 2017 HIGHLIGHTS



EARNINGS PER SHARE

## GROWTH HIGHLIGHTS

Performance Materials Sales up 6\%
China Sales Growth of 22\%
Signed PCC Satellite Contract in Indonesia; +165,000 tons of Capacity

Continued Debt Reduction

## PERFORMANCE HIGHLIGHTS

- New Performance Materials Segment

China Organization Development
Productivity Improvement of 8\%
Strong Safety Performance

## QUARTERLY EPS TREND



The above chart reflects the Company's EPS, excluding special items, such as acquisition-related costs, restructuring, gains/(losses) on asset sales and impairment costs and related tax effects, for all periods presented. This is a non-GAAP measure that the Company believes provides meaningful supplemental information regarding its performance.

## CONSOLIDATED QUARTERLY OPERATING RESULTS



The above chart reflects the Company's operating income, excluding special items, such as acquisition-related costs, restructuring, gains/(losses) on asset sales and impairment costs and related tax effects, for all periods presented. This is a non-GAAP measure that the Company believes provides meaningful supplemental information regarding its performance.

## MINERALS BUSINESSES HIGHLIGHTS

\$ Millions


OPERATING
INCOME


OPERATING MARGIN


## FIRST QUARTER HIGHLIGHTS

- Performance Materials
- Strong Metalcasting and Basic Minerals Sales
- China Metalcasting Sales up 46\%
- Specialty Minerals
- China PCC up 9\% - Ramp-up of 100 ktpy Sun Paper Satellite
- PCC Sales Impacted by 2016 NA PCC Shutdowns
- Strong Operating Margin at 16.8\%
- Progress with New Products and Technologies

MINERALS PRODUCT LINES

- Paper PCC
- Specialty PCC
- Talc - GCC Metalcasting - HPC
- Environmental
- Building Materials - Basic Minerals

Specialty Minerals


## SERVICE BUSINESSES HIGHLIGHTS

\$ Millions

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SALES
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OPERATING
INCOME


OPERATING MARGIN


FIRST QUARTER HIGHLIGHTS

- Energy Services
- Maintaining Targeted Margins
- Deploying New Technologies
- Well-Positioned for Growth
- Refractories
- Strong Operating Performance
- Operating Margin at 12.6\%


## SERVICE PRODUCT LINES

■ Refractory
■ Metallurgical

- Energy Services



## ACCELERATING GROWTH

## ALIGNMENT

- Realigned Key Businesses
- Product and Customer Focus
- Leverage Manufacturing

SPEED of EXECUTION

- China Organization Development
- Product Development and Innovation

ACQUISITIONS

- Minerals Based Businesses
- Attractive End-Markets


## Commitment to Growth and High Performance



## MATTHEW GARTH

CHIEF FINANCIAL OFFICER

## FIRST QUARTER FINANCIAL HIGHLIGHTS

KEY FINANCIALS

|  | $1 Q^{\prime} 16$ | $1 Q^{\prime} 17$ | Change |
| :--- | ---: | ---: | :---: |
| Sales (\$M) | 410.2 | 405.0 | $(1) \%$ |
| Gross Margin (\%) | 27.5 | 28.1 | $+2 \%$ |
| SGA (\%) | 12.8 | 12.4 | $(3) \%$ |
| Operating Income (\$M) | 60.1 | 63.5 | $+6 \%$ |
| Operating Margin (\%) | 14.7 | 15.7 | $+7 \%$ |
| Earnings per Share (\$) | 1.02 | 1.07 | $+5 \%$ |
|  |  |  |  |

OPERATING INCOME BRIDGE
(\$'s Millions)


## SPECIALTY <br> MINERALS

\$ Millions


## FIRST QUARTER

HIGHLIGHTS

- PCC Sales Lower Due to 2016 NA Closures
- China PCC Sales +9\% on Ramp-up of Sun Paper Filler Satellite
- Ground Calcium Carbonates Sales $+4 \%$
- Strong Operating Margin at 16.7\%
- Productivity Improvements of $11 \%$
- Higher Energy Costs

SECOND QUARTER OUTLOOK

- Paper PCC
- Continued Volume Growth in Asia
- Annual Paper Mill Maintenance Shutdowns
- Performance Minerals
- Seasonally Stronger Period


## PERFORMANCE MATERIALS

\$ Millions


- Operating Margins of $17 \%$
- Productivity Improvement of 4\%
- Higher Operating Costs



## ENERGY SERVICES

\$ Millions


## FIRST QUARTER HIGHLIGHTS

- Sales Decline Primarily Due to Exit of On-Shore Product Lines in 2016
- Aggressive Action Delivers Step-Change in Profitability, Margins
- Well Test Improving Globally

- Continued Challenging Market Environment
- Similar Operating Performance SECOND QUARTER OUTLOOK -


## REFRACTORIES



## FIRST QUARTER HIGHLIGHTS

- Refractory Product Sales $+6 \%$
- Weaker Metallurgical Wire Sales
- Strong Operating Margin of $13.1 \%$
- Productivity Improvement of $11 \%$
- Good Expense Control



# DEBT AND LIQUIDITY HIGHLIGHTS 

## HIGHLIGHTS

- \$500M Debt Repaid Since Q3'14; \$20M in 1Q'17
- Refinanced $\$ 788 \mathrm{M}$ of Variable Rate Debt; 0.75\% Rate Reduction
- Total Liquidity of \$370M; \$170M Cash, \$200M Revolver



## SECOND QUARTER OUTLOOK

## MINERALS BUSINESSES

- Specialty Minerals
- Paper PCC - Annual Paper Mill Maintenance Shutdowns offset by China Growth
- Performance Minerals - High Seasonal Period
- Performance Materials
- Continued Strong Performance
- Seasonally Stronger Period in Construction and Environmental Markets

SERVICE bUSINESSES

- Energy Services Maintaining Strong Margins


## Seasonally strong quarter

## Strong cash flow

Continued debt repayment

- Refractories - Stable Steel Market Conditions


