## SECOND 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 non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in our Current Report on Form 8-K dated August 3, 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

## SECOND QUARTER 2017 HIGHLIGHTS

## REVENUE



## GROWTH HIGHLIGHTS

Growth in Metalcasting, Processed Minerals, Drilling Products, Building Materials, and Basic Minerals

Continued Growth in China

Offset by Lower Sales in Environmental Products, Refractories, and North American Paper PCC


EARNINGS PER SHARE


## PERFORMANCE HIGHLIGHTS

Record Second Quarter Earnings
Strong Operating Margins
Operational Excellence Initiatives

Productivity Improvements

## QUARTERLYEPS TREND



## 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
SALES


OPERATING INCOME


OPERATING MARGIN


## SECOND QUARTER HIGHLIGHTS

## MINERALS PRODUCT LINES

- Performance Materials
- Strong Metalcasting Sales +11\%
- China Metalcasting Sales $+48 \%$
- Specialty Minerals
- China PCC +6\%
- PCC Sales Impacted by 2016 NA PCC Shutdowns
- Ground Calcium Carbonates +3\%
- Operating Margin at $18.1 \%$
- Progress with New Products and Technologies




## SERVICE BUSINESSES HIGHLIGHTS

\$ Millions
SALES


OPERATING I NCOME


OPERATING MARGIN


SECOND QUARTER HIGHLIGHTS

- Energy Services
- Deploying New Technologies
- Well-Positioned for Growth
- Refractories
- Lower Sales Due to Changing Customer Furnace Conditions
- Strong Operating Performance
- Operating Margin at 13.2\%

SERVICE PRODUCT LINES


## GROWTH THROUGH NEW TECHNOLOGIES



Integrated
Process Technology

## fulfill



THIXOCARB®
Enersol.
ULTRASEAL
COREFLEX ${ }^{\circledR}$
VICRON®
CURRENT VALUE OF NPPD PORTFOLIO BY STAGE
Ideas by Stage
Potential Revenue Generation - Over \$700M

Commercialization

Stage 3
67
IDEAS

Stage 4


Stage 5

IDEAS

Stage 6
~15\%
OF SALES FROM PRODUCTS COMMERCIALIZED IN THE LAST 5 YEARS

## MTI GROWTH STRATEGIES

## ORGANIC GROWTH OF EXISTING BUSINESSES

THROUGH


## MTI Business System / Operational Excellence

Continuously improving our processes and systems

Continuously improving our leadership / employee capabilities

## MATTHEW GARTH

CHIEF FINANCIAL OFFICER

## SECOND QUARTER FINANCIAL HIGHLIGHTS

## KEY FINANCIALS

|  | 2Q'16 | $2 Q^{\prime} 17$ | Change |
| :--- | :---: | :---: | :---: |
| Sales (\$M) | 427.0 | 414.1 | $(3) \%$ |
| Gross Margin (\%) | 28.4 | 28.9 | $+2 \%$ |
| SGA (\%) | 12.0 | 12.1 | $+1 \%$ |
| Operating Income (\$M) | 69.9 | 69.5 | $(1 \%)$ |
| Operating Margin (\%) | 16.4 | 16.8 | $+2 \%$ |
| Earnings per Share (\$) | 1.20 | 1.23 | $+3 \%$ |

OPERATING INCOME BRIDGE
(\$ Millions)


## SPECIALTY MINERALS

\$ Millions


## SECOND QUARTER

 HIGHLIGHTS- PCC Sales Lower Due to 2016 NA Closures
- China PCC Sales +6\%
- Processed Minerals Sales +2\%
- Specialty PCC Sales +2\%
- Strong Operating Margin at $18.3 \%$
- Productivity Improvements of $8 \%$


## THIRD QUARTER

 OUTLOOK- Paper PCC
- Higher North America and Asia Volumes
- Performance Minerals
- Strong Quarter, Typical Seasonality


## PERFORMANCE MATERIALS

## \$ Millions

## SALES




## OPERATING I NCOME



## SECOND QUARTER

 HIGHLIGHTS- Metalcasting Sales $+11 \%$; China $+48 \%$


## THIRD QUARTER OUTLOOK

- Improved Fabric Care Sales
- Strong Drilling Product Sales +39\%
- Building Materials Sales +3\%
- Lower Environmental Products and Fabric Care Sales
- Lower Bulk Chromite Sales in Basic Minerals Sequentially
- Strong Operating Margin of $17.9 \%$

Typical Seasonality in Construction and Environmental Markets


## ENERGY <br> SERVICES

\$ Millions


## REFRACTORIES

\$ Millions


## THIRD QUARTER OUTLOOK

## MINERALS BUSINESSES

- Specialty Minerals
- Paper PCC - Similar Performance with Continued Growth in Asia
- Performance Minerals - Typical Seasonality
- Performance Materials
- Improved Fabric Care Sales
- Typical Seasonality in Construction and Environmental Markets


## SERVICE BUSINESSES

- Energy Services
- Challenging Market Environment
- Refractories


## Solid Results

## Strong Cash Flow

Balance Sheet Strength

- Stable Steel Market Conditions
- Lower Laser Measurement Systems Sales

MINERALS


