# SECOND QUARTER 2017 CONFERENCE CALL

MINERALS



08.04.2017

### SAFE HARBOR STATEMENT



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. MINERALS TECHNOLOGIES INC.

#### 08.04.2017

# DOUGLAS DIETRICH

CHIEF EXECUTIVE OFFICER

MINERALS



# SECOND QUARTER 2017 HIGHLIGHTS





### **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

### **PERFORMANCE HIGHLIGHTS**

**Record Second Quarter Earnings** 

**Strong Operating Margins** 

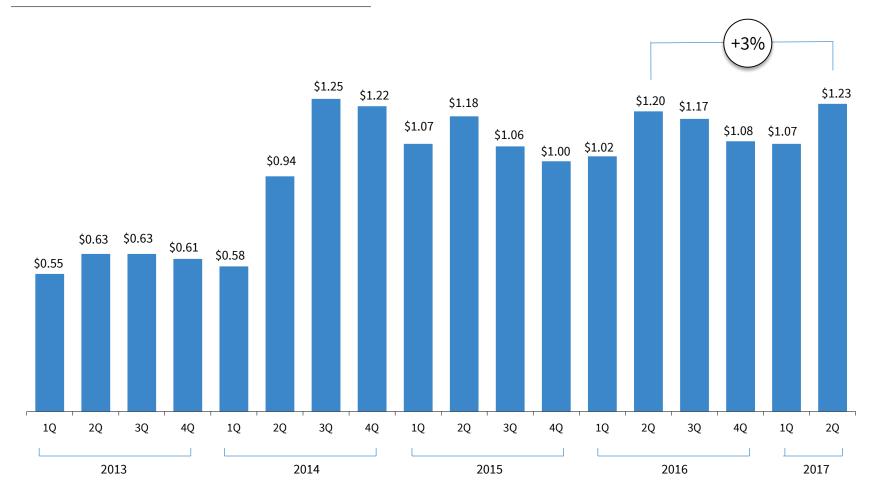
**Operational Excellence Initiatives** 

**Productivity Improvements** 

The above figures reflect the Company's operating margin and 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.

### QUARTERLY EPS TREND

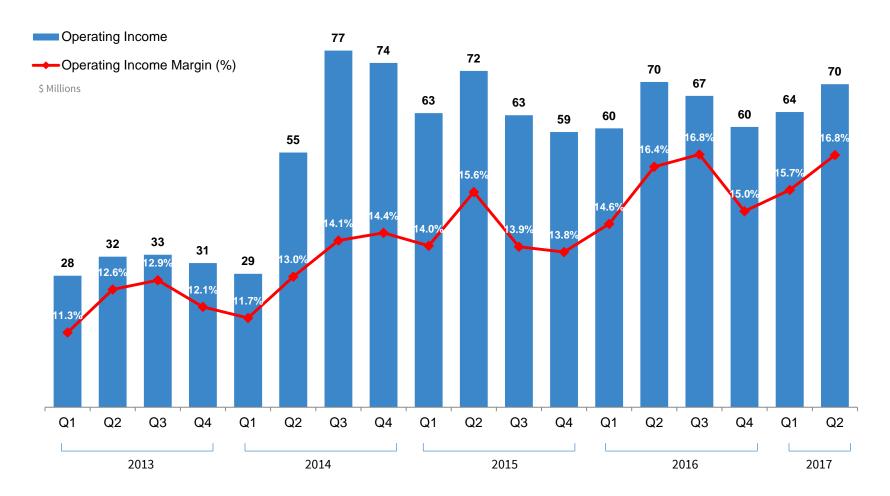




The above chart reflects the Company's EPS, excluding special items, such as acquisition-related costs, restructuring, gains/(losses) on asset sales and impairment costs and related tax effects, for all periods presented. This is a non-GAAP measure that the Company believes provides meaningful supplemental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

### CONSOLIDATED QUARTERLY OPERATING RESULTS

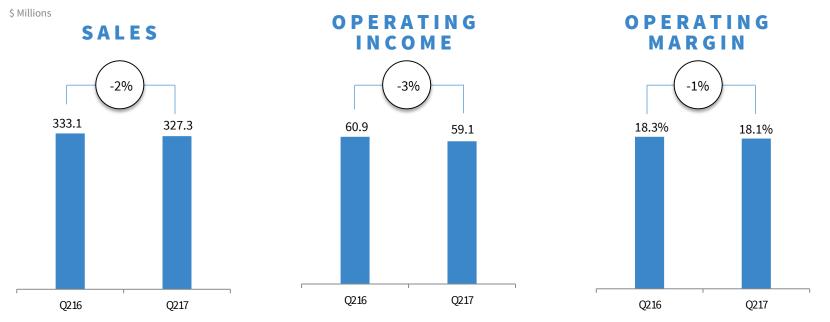




The above chart reflects the Company's operating income, excluding special items, such as acquisition-related costs, restructuring, gains/(losses) on asset sales and impairment costs and related tax effects, for all periods presented. This is a non-GAAP measure that the Company believes provides meaningful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

## MINERALS BUSINESSES HIGHLIGHTS

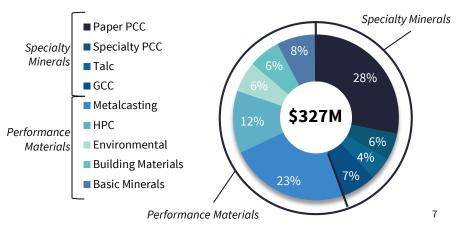




#### SECOND QUARTER HIGHLIGHTS

- 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

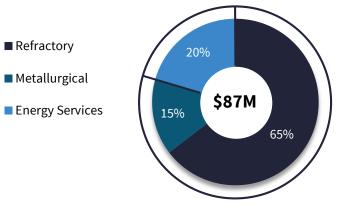


\$ Millions **OPERATING OPERATING** SALES INCOME MARGIN +20% -8% 93.9 11.5 86.8 9.6 10.2% Q216 Q216 0216 0217 Q217

### **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%





+29%

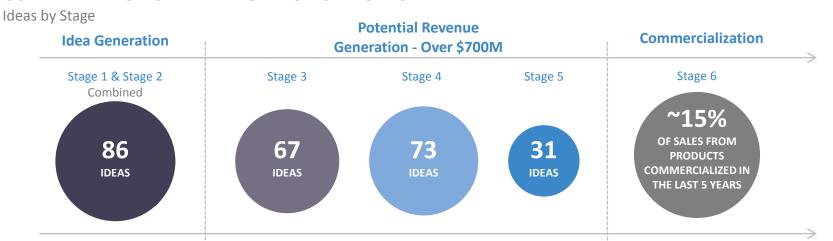
13.2%

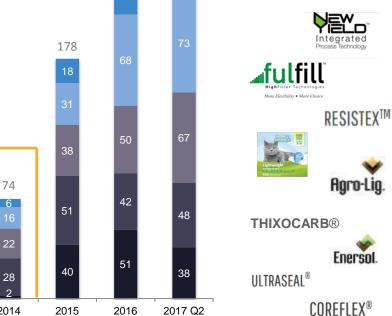
Q217

# **GROWTH THROUGH NEW TECHNOLOGIES**

**GROWTH THROUGH NEW TECHNOLOGIES** 2007-2017 New Product Development Pipeline Stage 5 Pre-Acquisition Stage 4 ■ Stage 3 ■ Stage 2 \_6\_ \_5 ■ Stage 1 \_5\_ -8 5 11 OTLAN. 2017 Q2

### CURRENT VALUE OF NPPD PORTFOLIO BY STAGE





**VICRON®** 

MINERALS TECHNOLOGIES

# MTI GROWTH STRATEGIES





### **MTI Business System / Operational Excellence**

Continuously improving our processes and systems

Continuously improving our leadership / employee capabilities

MINERALS TECHNOLOGIES INC.

#### 08.04.2017

# MATTHEW GARTH

CHIEF FINANCIAL OFFICER

MINERALS



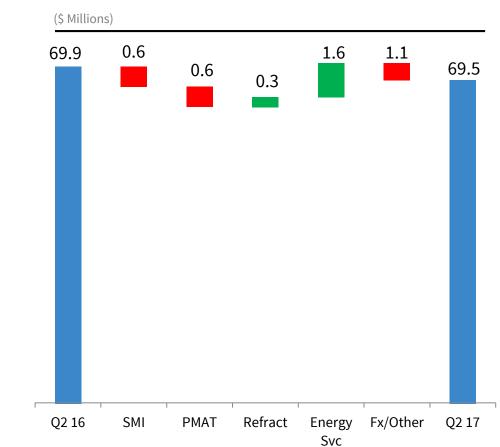
### SECOND QUARTER FINANCIAL HIGHLIGHTS



#### **KEY FINANCIALS**

	2Q'16	2Q'17	Change	(\$ Millior	ıs)	
Sales (\$M)	427.0	414.1	(3)%	69.9	(	
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%	Q2 16	S	
			J			

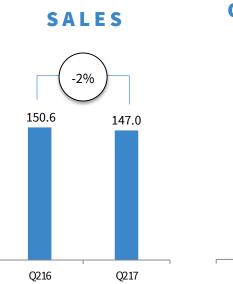
### **OPERATING INCOME BRIDGE**



The above chart reflects the Company's EPS and 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.

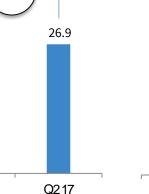
### SPECIALTY MINERALS

\$ Millions



### **O P E R A T I N G I N C O M E** -3% 27.6 26 9

Q216



#### 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

**OPERATING** 

MARGIN

18.3%

Q216

18.3%

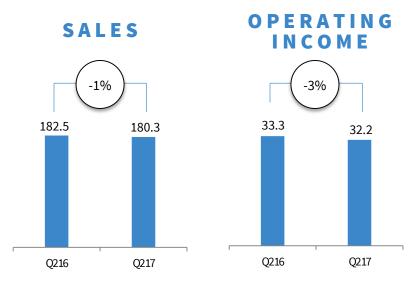
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- Performance Minerals
  - Strong Quarter, Typical Seasonality



## PERFORMANCE MATERIALS

\$ Millions



### SECOND QUARTER HIGHLIGHTS

- Metalcasting Sales +11%; China +48%
- 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%

### THIRD QUARTER OUTLOOK

- Improved Fabric Care Sales
- Typical Seasonality in Construction and Environmental Markets

**OPERATING** 

MARGIN

-2%

17.9%

Q217

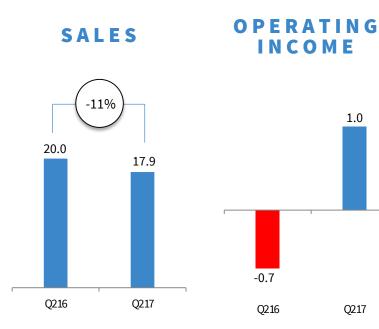
18.2%

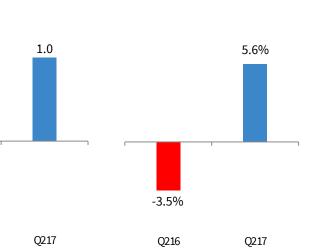
Q216



## ENERGY SERVICES

\$ Millions





**OPERATING** 

MARGIN

### SECOND QUARTER HIGHLIGHTS

- Sales Decline Primarily Due to Exit of On-Shore Product Lines in 2016
- Year to Date Operating Margin of 8.2%

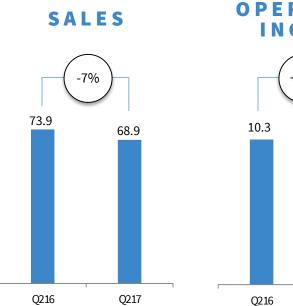
### THIRD QUARTER OUTLOOK

- Continued Volatile Market
  Environment
- Similar Operating Performance

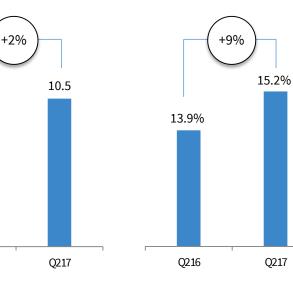


# REFRACTORIES

\$ Millions



OPERATING INCOME



**OPERATING** 

MARGIN

### SECOND QUARTER HIGHLIGHTS

- Strong Laser Measurement Systems Sales
- Lower Refractory Sales due to Changes in Customer Furnace Conditions
- Strong Operating Margin of 15.2%

### THIRD QUARTER OUTLOOK

- Stable Market Conditions
- Lower Laser Measurement
  System Sales



## 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
  - Stable Steel Market Conditions
  - Lower Laser Measurement Systems Sales

### **Solid Results**

### **Strong Cash Flow**

### **Balance Sheet Strength**







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