# Minerals Technologies Reports Diluted Earnings Per Share of \$0.70 for the Third Quarter; Net Sales Increased 10 Percent to \$192.1 Million 

## October 17, 2002

NEW YORK, Oct 17, 2002 (BUSINESS WIRE) -- Minerals Technologies Inc. (NYSE: MTX) today reported third quarter net income of $\$ 14.2$ million, a 5 -percent increase over the $\$ 13.6$ million reported in the third quarter of 2001. Diluted earnings per common share increased 3 percent to $\$ 0.70$ from $\$ 0.68$ in the same period last year.

Worldwide sales in the quarter were up 10 percent to $\$ 192.1$ million from $\$ 174.9$ million in the previous year. Foreign exchange had a favorable impact on sales of approximately $\$ 1.5$ million for the quarter, or approximately 1 percentage point of growth. Income from operations decreased 2 percent to $\$ 21.6$ million from $\$ 22.1$ million in the third quarter of 2001.
"Our sales in the quarter showed good growth across all our product lines despite a sluggish economy," said Paul R. Saueracker, chairman, president and chief executive officer. "Increases in revenues resulted from growth in our ongoing businesses and from our acquisitions. The Specialty Minerals segment reflected sales growth of 9 percent and an increase in operating income of 10 percent over the same quarter last year, a significant improvement. The Refractories segment had a 12 percent increase in sales. However, Refractories segment operating income decreased 29 percent, which caused the 2 percent decline in operating income for the entire company. The decline in the Refractories segment operating income was due primarily to: production and inventory problems at certain North American facilities; volume losses due to slowdowns and closures in high margin integrated steel mill accounts; and higher development costs associated with new products and systems."

For the first nine months of 2002 , net income increased 17 percent to $\$ 41.8$ million from $\$ 35.6$ million in the same period last year. Diluted earnings per common share increased 13 percent to $\$ 2.02$ from $\$ 1.78$ for the first nine months of 2001.

Worldwide sales for the nine months of 2002 were $\$ 558.0$ million, a 9-percent increase over the $\$ 509.6$ million in the comparable period last year. Operating income for the first nine months was $\$ 64.0$ million, a 9 percent increase over the $\$ 58.7$ million in the first nine months of 2001. Excluding the prior year's restructuring charge, operating income increased 3 percent.

Worldwide sales in the Specialty Minerals segment, which includes the Precipitated Calcium Carbonate (PCC) and Processed Minerals product lines, increased 9 percent in the third quarter to $\$ 132.1$ million from $\$ 121.2$ million in the prior year. Income from operations in the third quarter of 2002 was $\$ 16.9$ million, a 10 -percent increase over the $\$ 15.4$ million in the prior year.

For the nine months, Specialty Minerals sales were up 6 percent to $\$ 384.2$ million from $\$ 362.4$ million for the same period in 2001. Specialty Minerals recorded income from operations of $\$ 47.7$ million, an 8-percent increase over the $\$ 44.1$ million for the first nine months of 2001, which excluded the prior year's restructuring charge.

Worldwide sales of PCC, which is used primarily in the manufacturing processes of the paper industry, were $\$ 107.6$ million, a 9-percent increase over the $\$ 98.7$ million reported in the third quarter of 2001. PCC sales for the nine months increased 6 percent to $\$ 313.8$ million from $\$ 296.0$ million during the same period in 2001.

Paper PCC volume from satellites increased 10 percent for the third quarter, primarily due to the ramp-up of 10 new units of PCC capacity that were added in 2001 and increased worldwide volume from existing satellite facilities. A unit represents between 25,000 and 35,000 tons of PCC produced annually.
"These volume increases more than compensated for the shutdowns of five satellite plants in the United States that were a result of bankruptcies or consolidation in the paper industry," said Mr. Saueracker.

Specialty PCC, which is used primarily for non-paper applications, reported an increase in sales of 4 percent. This was attributed primarily to improved volume at the company's PCC facility in Brookhaven, Mississippi. This facility, however, continues to operate well below capacity and the overall profitability of the Specialty PCC product line continues to be affected by weak industry conditions and competition for the calcium supplement market. For the nine months, Specialty PCC sales declined 1 percent from the prior year.

In Processed Minerals, third-quarter sales increased 9 percent to $\$ 24.5$ million from $\$ 22.5$ million the same quarter of last year. The majority of that growth came from the company's recent acquisition of the assets of Polar Minerals Inc. (Polar). For the nine months, Processed Minerals sales increased 6 percent to $\$ 70.4$ million from $\$ 66.4$ million in the same period last year. Processed Minerals products, which include ground calcium carbonate, lime and talc, are used in the building materials, steel, polymers, ceramics, paints and coatings, glass and other manufacturing industries.
On September 9, the company acquired the business of Polar, a privately held producer of industrial minerals in the Midwest United States for \$22.5 million. The acquired assets include mineral processing plants in Wellsville, Ohio, and Mount Vernon, Indiana, which process high quality mineral ores into performance minerals for the plastics, paint, adhesives and sealants, rubber and cosmetics industries. Polar's products include talc, ground calcium carbonate, barytes and mica. Polar had sales in 2001 of $\$ 24.1$ million.

In the company's Refractories segment, sales for the third quarter were $\$ 60.0$ million, a 12-percent increase over $\$ 53.7$ million for the third quarter of 2001. A major portion of that sales increase was attributable to Rijnstaal B.V., a producer of metallurgical wire the company acquired in September 2001. Sales for the nine months of 2002 in the Refractories segment were $\$ 173.8$ million, an 18 -percent increase over the $\$ 147.2$ million from the previous year. Operating income for the third quarter for Refractories declined 29 percent to $\$ 4.7$ million in the third quarter of 2002. For the nine months, Refractories operating income was $\$ 16.3$ million, a 10 -percent decrease from the $\$ 18.0$ million reported for the nine months in 2001, which excludes the prior year's restructuring charge.
"We have identified production and inventory problems in our refractories business and we are effectively addressing them through changes in manufacturing processes, personnel and quality assurance procedures. Many of these problems are largely behind us," said Mr. Saueracker. "In addition, the increased development effort should lead to new profitable business. We expect the operating income in the Refractories segment to improve in the fourth quarter over this year's third quarter."

Mr. Saueracker concluded: "The outlook for the worldwide economy remains uncertain. The present level of business activity in the industrial sectors we serve remains sluggish, and there is no clear indication of marked improvement. In addition, in light of the issues we are addressing in the Refractories segment we believe our diluted earnings per share in 2002 will be in the range of $\$ 2.76$ to $\$ 2.81$."

Minerals Technologies will sponsor a conference call tomorrow, October 18, at 11 a.m. The conference call will be broadcast live on the company web site, which can be found at www.mineralstech.com.

This press release contains some forward-looking statements. Actual results may differ materially from these expectations. 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 cautionary statements in our 2001 Form $10-\mathrm{K}$ and in our other reports filed with the Securities and Exchange Commission.


Goodwill 50,114 43,506

Other assets and deferred charges 20,287 21,175
Total assets $\quad$----------------- $888,899 \quad 847,810$

LIABILITIES AND SHAREHOLDERS'EQUITY
Current liabilities:

| Short-term debt | 45,052 | 71,934 |
| :--- | :---: | :---: |
| Accounts payable | 43,984 | 37,705 |
| Other current liabilities | 50,928 | 50,890 |

Total current liabilities 139,964 160,529
Long-term debt 87,665 88,097
Other non-current liabilities 93,114 91,365
Total liabilities 320,743 339,991
Total shareholders' equity 568,156 507,819
Total liabilities and shareholders' equity $888,899 \quad 847,810$
(a) Unaudited.
(b) Condensed from audited financial statements.

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