



FIRST QUARTER 2024 EARNINGS CONFERENCE CALL

April 26, 2024

Forward Looking Statements and Non-GAAP Measures



This presentation may contain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements provide current expectations and forecasts of future events such as new products, revenues and financial performance, and are not limited to describing historical or current facts. They can be identified by the use of words such as "believes," "expects," "plans," "intends," "anticipates," and other words and phrases of similar meaning. Forward-looking statements are necessarily based on assumptions, estimates and limited information available at the time they are made. A broad variety of risks and uncertainties, both known and unknown, as well as the inaccuracy of assumptions and estimates, can affect the realization of the expectations or forecasts in these statements. Actual future results may vary materially. Significant factors that could affect the expectations and forecasts include worldwide general economic, business, and industry conditions; the cyclical nature of our customers' businesses and their changing regional demands; our ability to compete in very competitive industries; consolidation in customer industries, principally paper, foundry and steel; our ability to renew or extend long term sales contracts for our satellite operations; our ability to generate cash to service our debt; our ability to comply with the covenants in the agreements governing our debt; our ability to effectively achieve and implement our growth initiatives or consummate the transactions described in the statements; our ability to successfully develop new products; our ability to defend our intellectual property; the increased risks of doing business abroad; the availability of raw materials and access to ore reserves at our mining operations, or increases in costs of raw materials, energy, or shipping; compliance with or changes to regulation in the areas of environmental, health and safety, and tax; risks and uncertainties related to the voluntary petitions for relief under Chapter 11 of the U.S. Bankruptcy Code filed by our subsidiaries Barretts Minerals Inc. and Barretts Ventures Texas LLC; claims for legal, environmental and tax matters or product stewardship issues; operating risks and capacity limitations affecting our production facilities; seasonality of some of our businesses; cybersecurity and other threats relating to our information technology systems; and other risk factors and cautionary statements in our 2023 Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, Current Reports on Form 8-K and other reports filed with the Securities and Exchange Commission. The Company undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future events, or otherwise.

Also, this presentation will include certain financial measures that were not prepared in accordance with generally accepted accounting principles. In particular operating income, operating margin, adjusted EBITDA, adjusted EBITDA margin, and EPS referenced in this presentation exclude special items, such as acquisition-related costs, restructuring, gains/(losses) on asset sales, litigation and impairment costs, and other significant non-recurring or unusual items and related tax effects for all periods presented. The company also provides figures for free cash flow, underlying sales and sales growth excluding sales from Barretts Minerals Inc. for the three months ended April 2, 2023. These are non-GAAP measures that the Company believes 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' understanding of historic operating trends. Reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in our Current Report on Form 8-K dated April 25, 2024, 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. It is not possible, without unreasonable effort, for the company to identify and estimate the amount or significance of future non-recurring or unusual items. Accordingly, the company does not provide reconciliations of forward-looking non-GAAP financial measures to the most comparable GAAP financial measures on a forward-looking basis.



Douglas T. Dietrich

Chairman and Chief Executive Officer

First Quarter 2024 Highlights



Highlights

- MTI record operating income and first quarter record EPS and cash flow
- Continued strength in Consumer & Specialties partially offset by a weak commercial construction market in Engineered Solutions
- Favorable sales mix contributing to margin improvement
- Disciplined pricing and cost management
- Solid operational execution

Market Trends and Growth Highlights



		Current Market Dynamics	+	Growth Highlights	
Consumer & Specialties	Household & Personal Care	<ul style="list-style-type: none"> Strong demand in cat litter, renewable fuel filtration, animal health and personal care 		<ul style="list-style-type: none"> New formulations in pet care and fabric care Natural retinol delivery system 	
	Specialty Additives	<ul style="list-style-type: none"> Stable paper and packaging markets with YoY improvement in North America (NA) Seasonal improvement in NA residential construction demand 		<ul style="list-style-type: none"> 3 satellites continuing to ramp-up 5 new paper and packaging satellites, including 2 NewYield® contracts 	
Engineered Solutions	High-Temperature Technologies	<ul style="list-style-type: none"> Stable markets in NA and Europe Steady foundry demand growth in Asia 		<ul style="list-style-type: none"> Installing 8 Minscan® units this year, including long-term refractory contracts 	
	Environmental & Infrastructure	<ul style="list-style-type: none"> Seasonal improvement in environmental and infrastructure projects Commercial construction remains weak 		<ul style="list-style-type: none"> EPA drinking water regulation implemented, Fluoro-Sorb® Adsorbent PFAS remediation solution well positioned 	



Erik C. Aldag

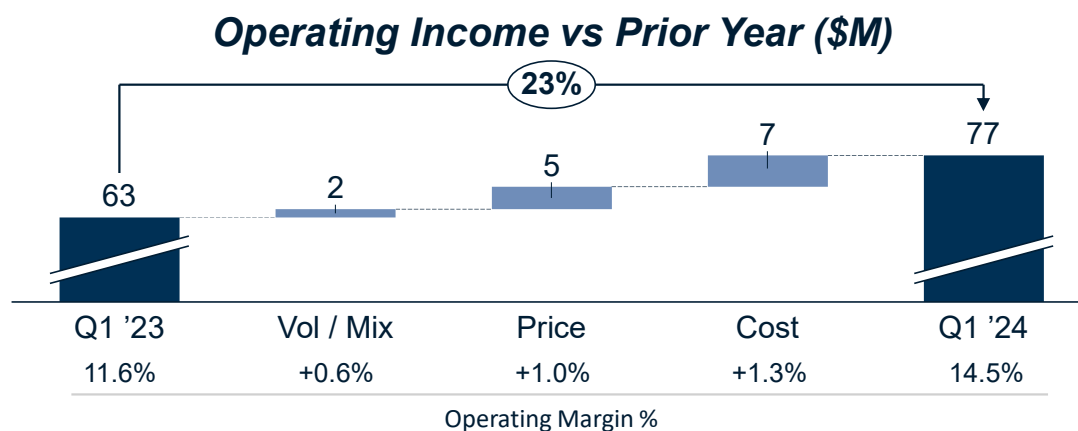
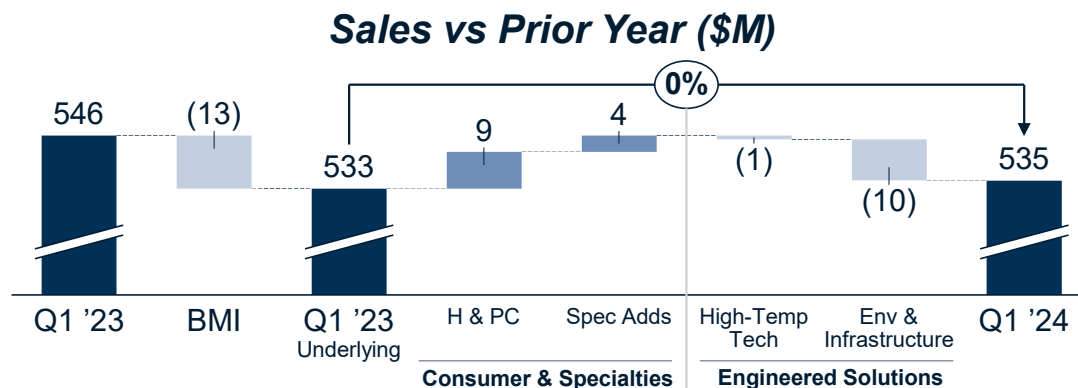
Senior Vice President, Finance and
Treasury and Chief Financial Officer

First Quarter Financial Summary



	Q1 '24	Q1 '23	YoY
Sales (\$M)	535	533*	+0.3%*
Gross Margin (%)	25.4	22.1	+330bps
Operating Income (\$M)	77	63	+23%
Operating Margin (%)	14.5	11.6	+290bps
Adj. EBITDA (\$M)	101	86	+17%
Adj. EBITDA Margin (%)	18.8	15.7	+310bps
EPS (\$)	1.49	1.14	+31%
Cash from Operations (\$M)	56	34	+66%

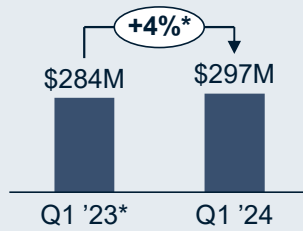
*Underlying sales and growth



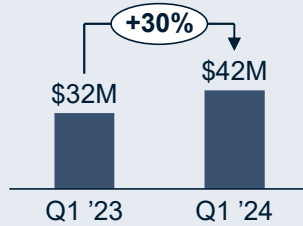
CONSUMER & SPECIALTIES SEGMENT First Quarter 2024 Performance



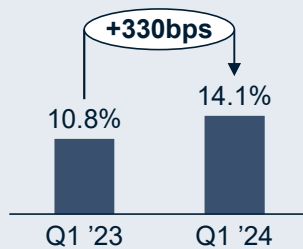
\$297M
Sales



\$42M
Operating
Income



14.1%
Operating
Margin



*Underlying sales and growth

First Quarter Highlights

Household & Personal Care sales up 7%

- Continued strength in cat litter and other consumer-oriented products

Specialty Additives sales up 2%, excluding BMI

- N. America sales modestly higher
- New Asia satellites ramping up

Operating margin up 330 bps YoY

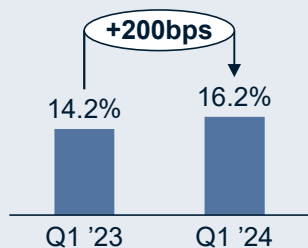
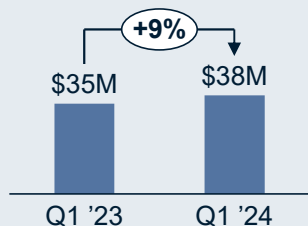
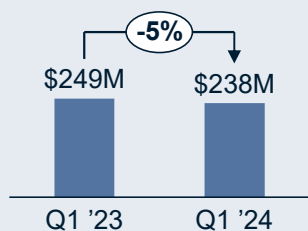
- Improved volume and mix
- Disciplined pricing and cost control as well as favorable energy and freight cost
- 6% productivity improvement YoY

Second Quarter Outlook

- Consumer-oriented products remain strong
- Seasonally stronger period for construction
- Operating income up approximately 5% sequentially and up 30% YoY



ENGINEERED SOLUTIONS SEGMENT First Quarter 2024 Performance



First Quarter Highlights

High-Temperature Technologies sales down 1%

- Steady market demand in N. America offset by temporary customer maintenance outages
- Volume growth across Asia foundry

Environmental & Infrastructure sales down 14%

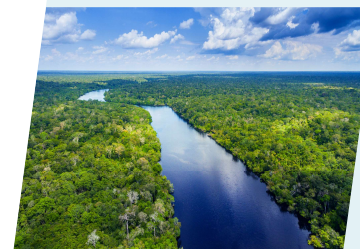
- Softer conditions in environmental lining applications
- Commercial construction remained slow

Operating margin up 200 bps YoY

- Favorable product mix
- Disciplined pricing and cost control
- 11% productivity improvement YoY

Second Quarter Outlook

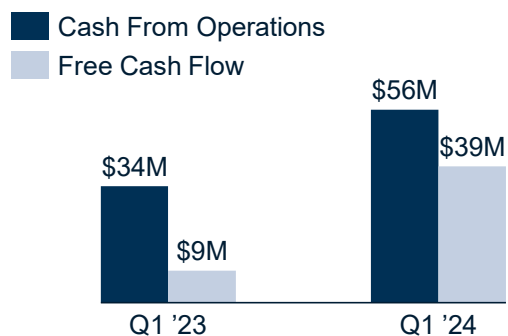
- N. America remains steady; Asia foundry increases sequentially
- Increase in High-Temperature equipment sales, including Minscan®
- Seasonally stronger period for environmental remediation and commercial construction
- Operating income up approximately 10% sequentially and up 10% YoY



Balance Sheet and Cash Flow



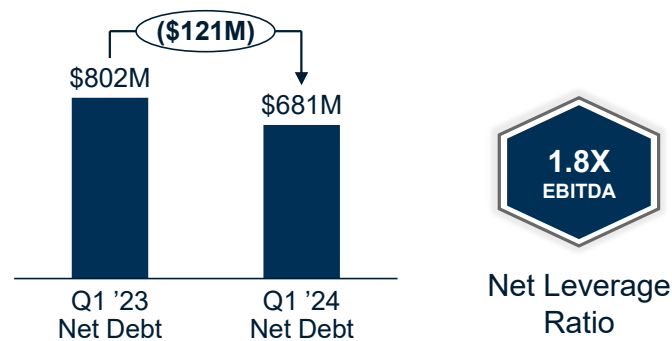
Cash Flow and Q1 Capital Deployment



- \$17M Capital Expenditures
- \$13M Debt Paydown
- \$18M Share Repurchases & Dividends

Liquidity & Debt

	<u>Q1 '24</u>
Cash, Cash Equivalents, and Short-Term Investments	\$320M
Available Revolver	\$216M
Total Liquidity	\$536M



Second Quarter Outlook Summary



Consumer & Specialties

- Consumer-oriented products remain strong
- Seasonally stronger period for residential construction
- Continued ramp-up of new paper and packaging satellites

+3% to +5%
YoY Sales Growth*

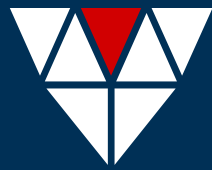
\$80M - \$85M
Operating Income

\$1.55 - \$1.65
EPS

Engineered Solutions

- Stable growth performance from High-Temperature Technologies
- Sequentially stronger period for environmental remediation and commercial construction

*Underlying sales



MINERALS TECHNOLOGIES

Innovative Technologies.
Essential Solutions.™



Appendix

Reconciliation

Net Income and Diluted EPS Excluding Special Items



The information set forth in the Analyst Presentation presents financial measures of the Company that exclude certain special items, and are therefore not in accordance with GAAP. The following is a presentation of the Company's non-GAAP net income, operating income and adjusted EBITDA, excluding special items, and free cash flow for the quarterly periods ended March 31, 2024 and April 2, 2023 and a reconciliation to GAAP net income, operating income and adjusted EBITDA, and cash flow from operations, respectively, for such periods. The Company's management believes these non-GAAP 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 feels inclusion of these non-GAAP measures also provides consistency in its financial reporting and facilitates investors' understanding of historic operating trends.

(millions of dollars, except per share data)	Quarter Ended	
	Mar. 31, 2024	Apr. 2, 2023
Net income attributable to MTI	\$ 46.7	\$ 37.0
Special items:		
Acquisition-related expenses	0.0	0.1
Litigation expenses	2.1	0.0
Related tax effects on special items	<u>(0.5)</u>	<u>0.0</u>
Net income attributable to MTI, excluding special items	\$ <u>48.3</u>	\$ <u>37.1</u>
Diluted earnings per share, excluding special items	\$ 1.49	\$ 1.14

Segment Operating Income Excluding Special Items



(millions of dollars, except per share data)	Quarter Ended	
	Mar. 31, 2024	Apr. 2, 2023
Segment Operating Income Data		
Consumer & Specialties Segment	\$ 42.0	\$ 32.2
Engineered Solutions Segment	38.5	35.3
Unallocated and Other Corporate Expenses	<u>(5.3)</u>	<u>(4.5)</u>
MTI Consolidated	\$ 75.2	\$ 63.0
Special Items		
Consumer & Specialties Segment	\$ 0.0	\$ 0.0
Engineered Solutions Segment	0.0	0.0
Unallocated and Other Corporate Expenses	<u>2.1</u>	<u>0.1</u>
MTI Consolidated	\$ 2.1	\$ 0.1
Segment Operating Income Data, Excluding Special Items		
Consumer & Specialties Segment	\$ 42.0	\$ 32.2
Engineered Solutions Segment	38.5	35.3
Unallocated and Other Corporate Expenses	<u>(3.2)</u>	<u>(4.4)</u>
MTI Consolidated	\$ 77.3	\$ 63.1
<i>% of Sales</i>	14.5%	11.6%

Reconciliation

Adjusted EBITDA Excluding Special Items



(millions of dollars, except per share data)	Quarter Ended	
	Mar. 31,	Apr. 2,
	2024	2023
Net income attributable to MTI	\$ 46.7	\$ 37.0
Add back:		
Depreciation, depletion and amortization expense	23.5	23.7
Interest expense, net	14.9	14.2
Equity in earnings of affiliates, net of tax	(1.4)	(0.9)
Net income attributable to non-controlling interests	0.9	1.1
Provision for taxes on income	<u>13.9</u>	<u>10.5</u>
EBITDA	98.5	85.6
Add special items:		
Acquisition-related expenses	0.0	0.1
Litigation expenses	<u>2.1</u>	<u>0.0</u>
Adjusted EBITDA	\$ 100.6	\$ 85.7
% of sales	18.8%	15.7%

The Company Sales Growth Excluding BMI



To supplement the Company's consolidated financial statements presented in accordance with GAAP, the following is a presentation of the Company's year over year sales growth, excluding the sales of Barretts Minerals Inc. for the three months ended April 2, 2023, constituting a reconciliation to GAAP sales growth set forth below. On October 2, 2023, Barretts Minerals Inc. filed for relief under Chapter 11 of the U.S. Bankruptcy Code and as such the results of Barretts Minerals are not included in the Company's consolidated results for the first quarter of 2024. Barretts Minerals sales for the first quarter of 2023 were \$13.1 million. The Company's management feels this non-GAAP measure provides meaningful supplemental information regarding its performance and facilitates investors' understanding of sales trends for the first quarter of 2024.

Year over Year Sales Growth	Quarter Ended March 31, 2024		
	Sales Growth As Reported	Impact of BMI Deconsolidation	Underlying Sales Growth
Specialty Additives	(6)%	(8)%	2%
Consumer & Specialties	0%	(4)%	4%
MTI Consolidated	(2)%	(2)%	0%

Reconciliation Free Cash Flow



(millions of dollars, except per share data)	Quarter Ended	
	Mar. 31,	Apr. 2,
	2024	2023
Cash flow from operations	\$ 55.9	\$ 33.7
Capital expenditures	<u>16.5</u>	<u>24.5</u>
Free cash flow	\$ 39.4	\$ 9.2