



SECOND QUARTER 2024 EARNINGS CONFERENCE CALL

July 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 BMI OldCo Inc. (f/k/a 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 BMI OldCo Inc. for the three and six months ended June 30, 2024. 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 July 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

Second Quarter 2024 Highlights



Highlights

- Record quarterly operating income and EPS
- Continued momentum with margin expansion – ahead of interim targets
- Volume growth across majority of markets; continued softness in commercial construction
- Disciplined pricing and cost management
- Strong cash flow performance; YTD free cash flow up more than 2X

Strong Portfolio Built for Higher Performance







Strong portfolio of leading businesses

Transforming our businesses for higher performance

Aligned organization to execute long-term strategy

Tracking well against financial targets

Consumer & Specialties		Household & Personal Care	<ul style="list-style-type: none"> Built a leading global vertically integrated pet litter business Investing in higher growth consumer-oriented businesses
		Specialty Additives	<ul style="list-style-type: none"> Leading new recycling technologies for paper and packaging industry Investing in solutions for growing packaging market
Engineered Solutions		High-Temperature Technologies	<ul style="list-style-type: none"> Positioning in high-growth geographies Transforming with high-tech, high-value applications
		Environmental & Infrastructure	<ul style="list-style-type: none"> Investing in technologies to address global environmental challenges

H1'24

\$1.1B
Sales

\$162M
Operating Income

\$3.15
Earnings Per Share

\$106M
Cash from Operations



NEW
FIELD
Integrated
Process Technology

MINSCANLSC

FLURO-SORB
ADSORBENT

Current Market Dynamics



Consumer & Specialties



Household & Personal Care



- Strong demand in cat litter and other consumer-oriented markets



Specialty Additives



- Stable overall paper and packaging and residential construction markets



Engineered Solutions



High-Temperature Technologies



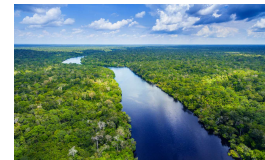
- Stable markets; slow-down in agriculture equipment market



Environmental & Infrastructure



- Commercial construction remains weak





Erik C. Aldag

Senior Vice President, Finance and
Treasury and Chief Financial Officer

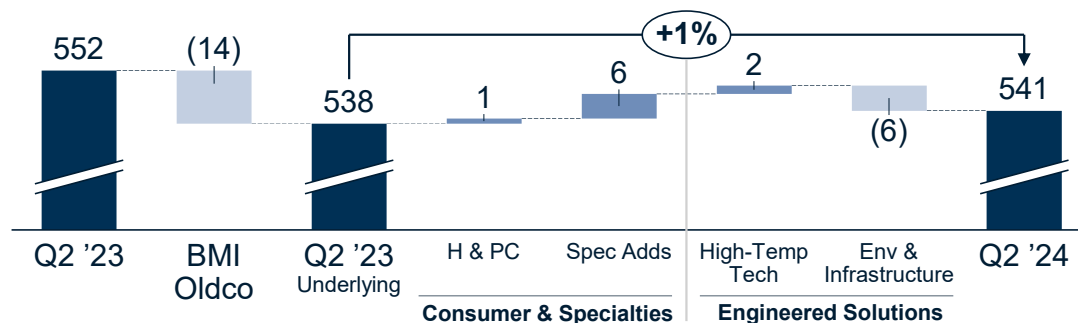
Second Quarter Financial Summary



	Q2 '24	Q2 '23	YoY
Sales (\$M)	541	538*	+1%*
Gross Margin (%)	26.6	23.2	+340bps
Operating Income (\$M)	85	71	+20%
Operating Margin (%)	15.7	12.8	+290bps
Adj. EBITDA (\$M)	108	93	+16%
Adj. EBITDA Margin (%)	19.9	16.8	+310bps
EPS (\$)	1.65	1.31	+26%
Cash from Operations (\$M)	50	46	+10%

*Underlying sales and growth

Sales vs Prior Year (\$M)



Operating Income vs Prior Year (\$M)

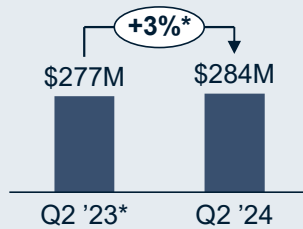


CONSUMER & SPECIALTIES SEGMENT

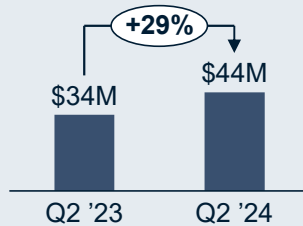
Second Quarter 2024 Performance



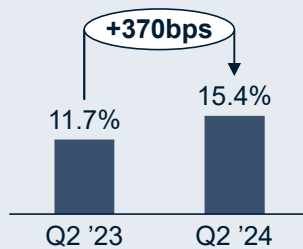
\$284M
Sales



\$44M
Operating
Income



15.4%
Operating
Margin



*Underlying sales and growth

Second Quarter Highlights

Household & Personal Care sales up 1%

- Growth in high-margin consumer products continues
- Pet care product change-over timing

Specialty Additives sales up 4%, excluding BMI

- Solid growth in global Paper & Packaging volume
- Residential construction demand improved; stable pull from automotive

Operating margin up 370 bps YoY

- Improved volume and mix
- Stabilizing costs
- Continued productivity improvement

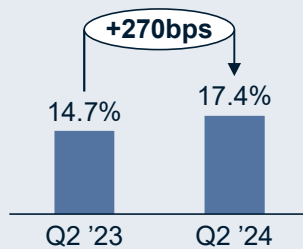
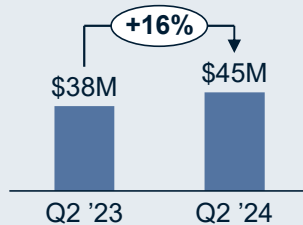
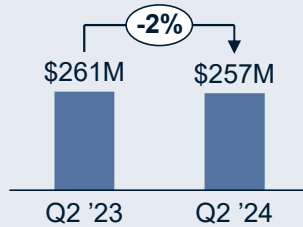
Third Quarter Outlook

- Similar market conditions across the segment
- YoY sales growth in the low-to-mid-single digits
- Operating margin ~15% of sales



ENGINEERED SOLUTIONS SEGMENT

Second Quarter 2024 Performance



Second Quarter Highlights

High-Temperature Technologies sales up 1%

- Market demand in N. America remained steady; late quarter softness in agriculture equipment
- Volumes continued to grow in Asia foundry

Environmental & Infrastructure sales down 8%

- Seasonally higher sales, up 20% sequentially
- Commercial construction remained soft

Operating margin up 270 bps YoY

- Favorable volume & mix in High-Temperature Technologies
- Disciplined pricing and cost control

Third Quarter Outlook

- Similar market conditions across the segment
- Sales comparable to prior year
- Operating margin ~16% of sales

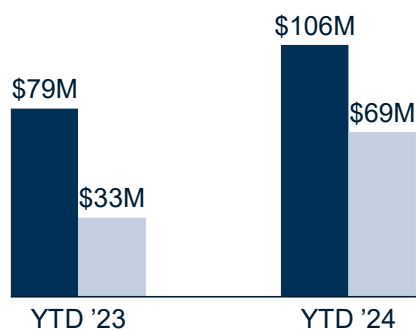


Balance Sheet and Cash Flow



Cash Flow and Capital Deployment

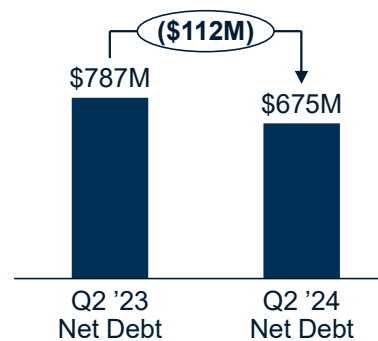
■ Cash From Operations
■ Free Cash Flow



	<u>Q2'24</u>	<u>YTD'24</u>
Capital Expenditures	\$20M	\$37M
Debt Paydown	\$10M	\$24M
Share Repurchases & Dividends	\$23M	\$41M

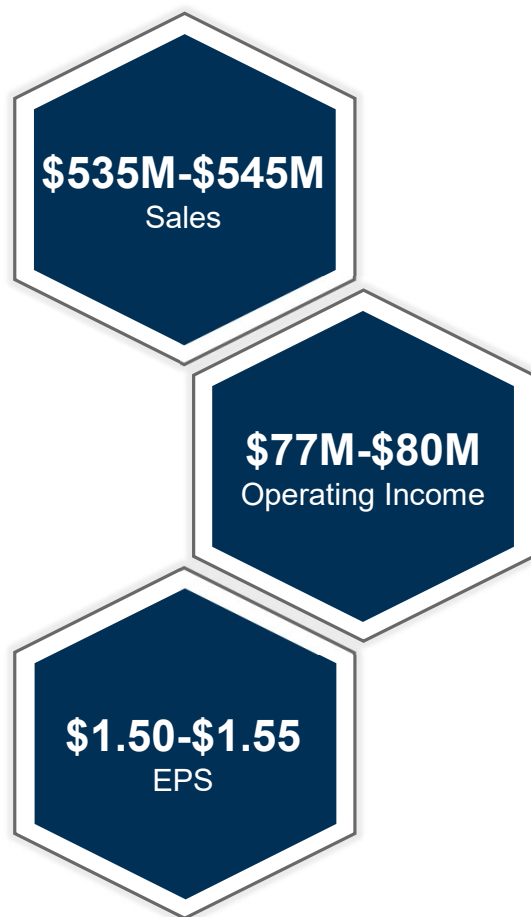
Liquidity & Debt

	<u>Q2 '24</u>
Cash, Cash Equivalents, and Short-Term Investments	\$316M
Available Revolver	\$222M
Total Liquidity	\$538M



1.7X
 EBITDA
 Net Leverage
 Ratio

Third Quarter Outlook Summary



- **Sales on trend with the first half of 2024**
 - Consumer-oriented markets continue to grow
 - Softness in some industrial markets
- **Margins remain strong**
- **Continued strong cash flow generation**
- **On track with long-term strategic objectives**



Douglas T. Dietrich

Chairman and Chief Executive Officer

16th Annual Sustainability Report



Continue to Advance Sustainability Initiatives



 **MINERALS
TECHNOLOGIES**
Innovative Technologies.
Essential Solutions.™

2023
CORPORATE
RESPONSIBILITY &
SUSTAINABILITY REPORT

- Comprehensive view into who we are and our culture
- Demonstrates our progress meeting environmental targets:
 - Achieved 10 out of 12 targets ahead of 2025 target year
- Explains our focus on further enhancing disclosures:
 - Initiated Science Based Targets initiative (SBTi) journey
 - Reported our initial Scope 3 Value Chain Emissions estimates
- Highlights how sustainability is embedded in our daily performance as well as future growth

Visit [mineralstech.com](https://www.mineralstech.com) to download a copy



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 EBITDA, excluding special items, and free cash flow for the quarterly and six month periods ended June 30, 2024 and July 2, 2023 and a reconciliation to GAAP net income, operating income and 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		Six Months Ended	
	Jun. 30, 2024	Jul. 2, 2023	Jun. 30, 2024	Jul. 2, 2023
Net income attributable to MTI	\$ 19.7	\$ 26.6	\$ 66.4	\$ 63.6
Special items:				
Provision for credit losses	30.0	0.0	30.0	0.0
Restructuring and other items, net	0.0	6.6	0.0	6.6
Acquisition related expenses	0.0	0.2	0.0	0.3
Litigation expenses	4.2	13.9	6.3	13.9
Related tax effects on special items	<u>(0.3)</u>	<u>(4.6)</u>	<u>(0.8)</u>	<u>(4.6)</u>
Net income attributable to MTI, excluding special items	\$ <u>53.6</u>	\$ <u>42.7</u>	\$ <u>101.9</u>	\$ <u>79.8</u>
Diluted earnings per share, excluding special items	\$ 1.65	\$ 1.31	\$ 3.15	\$ 2.46

Reconciliation

Segment Operating Income Excluding Special Items



(millions of dollars, except per share data)	Quarter Ended		Six Months Ended	
	Jun. 30,	Jul. 2,	Jun. 30,	Jul. 2,
	2024	2023	2024	2023
Segment Operating Income Data				
Consumer & Specialties Segment	\$ 43.9	\$ 19.4	\$ 85.9	\$ 51.6
Engineered Solutions Segment	44.7	35.2	83.2	70.5
Unallocated Corporate Expenses	<u>(38.0)</u>	<u>(4.7)</u>	<u>(43.3)</u>	<u>(9.2)</u>
Consolidated	\$ 50.6	\$ 49.9	\$ 125.8	\$ 112.9
Special Items				
Consumer & Specialties Segment	\$ 0.0	\$ 14.5	\$ 0.0	\$ 14.5
Engineered Solutions Segment	0.0	3.2	0.0	3.2
Unallocated Corporate Expenses	<u>34.2</u>	<u>3.0</u>	<u>36.3</u>	<u>3.1</u>
Consolidated	\$ 34.2	\$ 20.7	\$ 36.3	\$ 20.8
Segment Operating Income Data, Excluding Special Items				
Consumer & Specialties Segment	\$ 43.9	\$ 33.9	\$ 85.9	\$ 66.1
Engineered Solutions Segment	44.7	38.4	83.2	73.7
Unallocated Corporate Expenses	<u>(3.8)</u>	<u>(1.7)</u>	<u>(7.0)</u>	<u>(6.1)</u>
Consolidated	\$ 84.8	\$ 70.6	\$ 162.1	\$ 133.7
% of Sales	15.7%	12.8%	15.1%	12.2%

Reconciliation

Adjusted EBITDA Excluding Special Items



(millions of dollars, except per share data)

	Quarter Ended		Six Months Ended	
	Jun. 30, 2024	Jul. 2, 2023	Jun. 30, 2024	Jul. 2, 2023
Net income attributable to MTI	\$ 19.7	\$ 26.6	\$ 66.4	\$ 63.6
Add back:				
Depreciation, depletion and amortization	24.0	23.5	47.5	47.2
Interest expense, net	14.9	14.5	29.8	28.7
Equity in earnings of affiliates, net of tax	(1.9)	(1.1)	(3.3)	(2.0)
Net income attributable to non-controlling interests	1.2	1.0	2.1	2.1
Provision for taxes on income	<u>15.6</u>	<u>7.5</u>	<u>29.5</u>	<u>18.0</u>
EBITDA	73.5	72.0	172.0	157.6
Add special items:				
Provision for credit losses	30.0	0	30.0	0
Restructuring and other items, net	0	6.6	0.0	6.6
Acquisition-related expenses	0	0.2	0.0	0.3
Litigation expenses	<u>4.2</u>	<u>13.9</u>	<u>6.3</u>	<u>13.9</u>
Adjusted EBITDA	\$ 107.7	\$ 92.7	\$ 208.3	\$ 178.4
% of sales	19.9%	16.8%	19.4%	16.3%

Reconciliation

The Company Sales Growth Excluding BMI Oldco (f/k/a Barretts Minerals Inc.)



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 BMI Oldco for the three and six months ended July 2, 2023, constituting a reconciliation to GAAP sales growth set forth below. On October 2, 2023, BMI Oldco filed for relief under Chapter 11 of the U.S. Bankruptcy Code and as such the results of BMI Oldco are not included in the Company's consolidated results for the first half of 2024. BMI Oldco sales for the three and six month periods ending July 2, 2023 were \$13.7 million and \$26.8 million, respectively. 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 half of 2024.

<u>Year over Year Sales Growth</u>	<u>Quarter Ended Jun. 30, 2024</u>			<u>Six Months Ended Jun. 30, 2024</u>		
	<u>Sales Growth</u>	<u>Impact of BMI Oldco</u>	<u>Underlying Sales Growth</u>	<u>Sales Growth</u>	<u>Impact of BMI Oldco</u>	<u>Underlying Sales Growth</u>
	<u>As Reported</u>	<u>Deconsolidation</u>		<u>As Reported</u>	<u>Deconsolidation</u>	
Specialty Additives	(4)%	8%	4%	(5)%	8%	3%
Consumer & Specialties	(2)%	5%	3%	(1)%	5%	4%
MTI Consolidated	(2)%	3%	1%	(2)%	2%	0%

Reconciliation Free Cash Flow



(millions of dollars, except per share data)

	Quarter Ended		Six Months Ended	
	Jun. 30, <u>2024</u>	Jul. 2, <u>2023</u>	Jun. 30, <u>2024</u>	Jul. 2, <u>2023</u>
Cash flow from operations	\$ 50.1	\$ 45.5	\$ 106.0	\$ 79.2
Capital expenditures	<u>20.2</u>	<u>21.4</u>	<u>36.7</u>	<u>45.9</u>
Free cash flow	\$ <u>29.9</u>	\$ <u>24.1</u>	\$ <u>69.3</u>	\$ <u>33.3</u>