

Net sales in the Performance Materials segment increased 18.2% to \$976.0 million as compared with \$825.8 in the prior year. Household, Personal Care & Specialty Products sales increased 21.1% to \$460.5 million from \$380.2 million the prior year. Included within 2021 net sales for Household, Personal Care & Specialty Products are \$48.6 million of net sales for Normerica. The acquisition of Normerica contributed 13 percent growth versus prior year. In addition, organic sales contributed an additional 8 percent driven by strong demand for consumer-oriented products. Metalcasting's sales increased 23.7% from \$258.1 million in the prior year to \$319.2 million in 2021, primarily due to increased foundry demand across a diverse set of foundry customer end markets and continued penetration in Asia. Environmental Products and Building Materials sales grew 3.6% and 7.3% , respectively on higher levels of project activity that yielded an increase in sales from the prior year of \$4.7 million and \$4.1 million, respectively.

Income from operations increased \$16.2 million, or 14.9% to \$125.0 million in 2021 and represented 12.8% of net sales as compared to \$108.8 million and 13.2% of sales in 2020. Margin was impacted by the timing of pricing actions relative to inflationary cost increases and supply chain and logistics issues.

2020 v 2019

Net sales in the Performance Materials segment in 2020 were \$825.8 million and decreased \$92.7 million, or 10 percent from 2019. Metalcasting's sales decreased \$33.1 million or 11 percent, primarily due to COVID-19 related weaker foundry demand in North America. Household, Personal Care & Specialty Products sales increased \$3.6 million or 1 percent from the prior year, primarily driven by strong demand for consumer-oriented products. Environmental Products and Building Materials sales experienced COVID-19 related project delays that yielded a decrease in sales from the prior year of \$50.2 million and \$13.0 million, respectively.

Income from operations increased \$3.9 million to \$108.8 million in 2020 and represented 13.2% of net sales as compared to \$104.9 million and 11.4% of sales in 2019. Pricing actions, cost control and expense reductions more than offset the impact of lower sales versus the prior year.

Specialty Minerals Segment

(millions of dollars)	Year Ended December 31,				
	2021	2020	2019	2021 vs. 2020	2020 vs. 2019
Net Sales					
Paper PCC	\$ 349.7	\$ 308.4	\$ 364.9	\$ 41.3	\$ (56.5)
Specialty PCC	77.1	69.3	69.1	7.8	0.2
PCC Products	\$ 426.8	\$ 377.7	\$ 434.0	\$ 49.1	\$ (56.3)
Ground Calcium Carbonate	\$ 98.1	\$ 89.3	\$ 91.3	\$ 8.8	\$ (2.0)
Talc	54.0	43.9	49.1	10.1	(5.2)
Processed Minerals Products	\$ 152.1	\$ 133.2	\$ 140.4	\$ 18.9	\$ (7.2)
Total net sales	\$ 578.9	\$ 510.9	\$ 574.4	\$ 68.0	\$ (63.5)
Income from operations	\$ 72.9	\$ 67.8	\$ 83.1	\$ 5.1	\$ (15.3)
% of net sales	12.6%	13.3%	14.5%		

2021 v 2020

Net sales in the Specialty Minerals segment increased 13.3% to \$578.9 million in 2021 from \$510.9 million in 2020. Worldwide sales of PCC products increased 13.0% to \$426.8 million in 2021 from \$377.7 million in the prior year due to increased paper machine operating rates, as well as the ramp-up of three new satellite plants in China, India and the U.S. Specialty PCC sales grew 11.3% as compared with prior year driven by strength in construction and automotive markets. Sales of Processed Minerals products increased 14.2% to \$152.1 million in 2021 from \$133.2 million in the prior year as demand from automotive, construction and consumer end markets remained strong.

Income from operations increased \$5.1 million, or 7.5% to \$72.9 million in 2021 and represented 12.6% of net sales compared to \$67.8 million and 13.3% of sales in the prior year. Included in income from operations were \$1.1 million of restructuring and impairment costs. Operating margin was impacted by the timing of contractual and negotiated price increases relative to inflationary cost increases including energy and other manufacturing costs. In addition, logistics and labor challenges impacted both sales and operating performance.