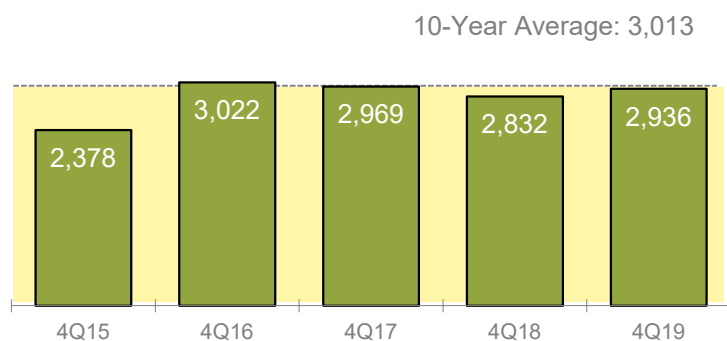


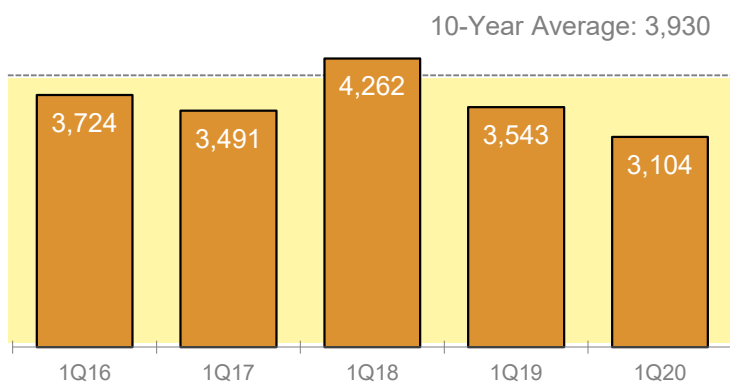
Compass Minerals' Total Highway Deicing Sales Volume⁽¹⁾

(in thousands of tons)

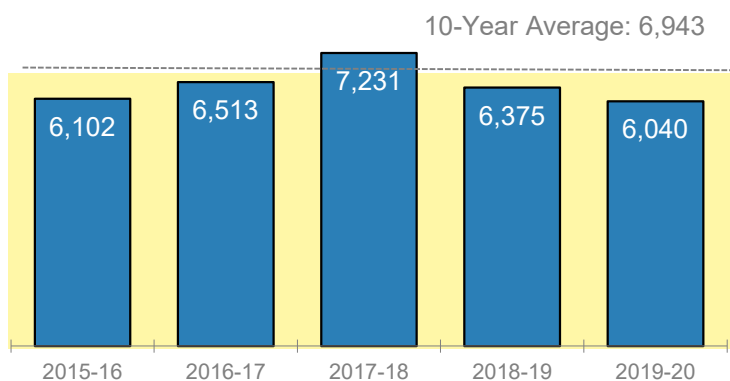
4Q (October – December)



1Q (January – March)



Full Winter (October – March)



Snow Events⁽²⁾

(in Compass Minerals' primary North American deicing market)

	4Q 10-Year Average	4Q15	4Q16	4Q17	4Q18	4Q19
Buffalo	7.1	-	6	14	10	9
Chicago	3.4	5	5	2	5	3
Cincinnati	1.9	-	1	2	1	2
Cleveland	3.9	-	3	8	3	3
Detroit	3.0	1	4	6	4	2
Milwaukee	3.1	2	6	3	2	4
Minneapolis	4.6	5	6	2	3	7
Montreal	6.7	3	10	6	8	8
Pittsburgh	3.6	-	3	5	3	2
St. Louis	1.5	-	-	2	4	3
Toronto	3.0	1	6	7	2	6
Total	41.8	17	50	57	45	49

	1Q 10-Year Average	1Q16	1Q17	1Q18	1Q19	1Q20
Buffalo	16.4	10	10	21	21	14
Chicago	8.2	5	2	9	9	10
Cincinnati	5.7	8	3	6	5	3
Cleveland	12.8	9	9	11	9	8
Detroit	11.4	10	6	9	9	7
Milwaukee	9.4	7	4	9	10	8
Minneapolis	8.5	4	4	12	14	5
Montreal	14.5	14	18	19	15	14
Pittsburgh	13.2	9	10	13	13	3
St. Louis	3.8	4	1	-	5	3
Toronto	7.6	4	3	9	12	10
Total	111.5	84	70	118	122	85

	Total 10-Year Average	2015-16	2016-17	2017-18	2018-19	2019-20
Buffalo	23.5	10	16	35	31	23
Chicago	11.6	10	7	11	14	13
Cincinnati	7.6	8	4	8	6	5
Cleveland	16.7	9	12	19	12	11
Detroit	14.4	11	10	15	13	9
Milwaukee	12.5	9	10	12	12	12
Minneapolis	13.1	9	10	14	17	12
Montreal	21.2	17	28	25	23	22
Pittsburgh	16.8	9	13	18	16	5
St. Louis	5.3	4	1	2	9	6
Toronto	10.6	5	9	16	14	16
Total	153.3	101	120	175	167	134

⁽¹⁾Highway deicing sales volume includes roadway maintenance products sold in the U.S., Canada and U.K. as well as rock salt sold for chemical production. The 10-year averages are the mean highway deicing sales volumes for the periods ended in the 2018-2019 season.

⁽²⁾The tables show the number of snow events in 11 cities in Compass Minerals' primary North American deicing market compared with the 10-year average number of snow events, which is the mean number of snow events for the periods ended in the 2018-2019 season. Snow events are defined as 24-hour periods with at least 1 inch, or about 2.5 centimeters, of snow. The number of snow events reported may not directly correlate to Compass Minerals' deicing results due to a variety of factors, including the relative significance to our business of the region each city represents. The weather data should be used only as an indicator of year-to-year variations in winter weather conditions in these markets.

Weather Data Sources: NOAA's National Weather Service and National Climatic Data Center and Environment Canada.